

THE ERAWAN GROUP

ERW TB

THAILAND / TOURISM & LEISURE

BUY

UNCHANGED

ปัจจัยกดดันจากแนวโน้มปัญหาการต่อสัญญาเช่า

- คาดว่าค่าเช่าสัญญาอายุ 20 ปีของ Grand Hyatt Erawan จะอยู่ที่ไม่เกิน 100-150 ลบ./ปีในกรณีฐานและอาจเกิน 200 ลบ./ปี ในกรณีที่เลวร้ายที่สุดซึ่งอาจทำให้ต้องปรับปรุงโรงแรมใหม่
- คาดกำไรปกติจะโต 7% y-y เป็น 120 ลบ.
- คงคำแนะนำซื้อที่ราคาเป้าหมาย 6.5 บาท (DCF)

TARGET PRICE	THB6.50
CLOSE	THB4.14
UP/DOWNSIDE	+57.0%
PRIOR TP	THB6.50
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+8.9%

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	6,986	8,021	8,441	8,985
Net profit	743	846	922	996
EPS (THB)	0.15	0.17	0.19	0.20
vs Consensus (%)	-	(4.5)	(3.6)	(3.8)
EBITDA	2,114	2,543	2,785	3,037
Recurring net profit	719	846	922	996
Core EPS (THB)	0.15	0.17	0.19	0.20
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	nm	17.7	8.9	8.1
Core P/E (x)	28.2	23.9	22.0	20.3
Dividend yield (%)	-	1.7	1.8	2.0
EV/EBITDA (x)	15.6	13.9	12.6	11.2
Price/book (x)	3.0	2.5	2.3	2.1
Net debt/Equity (%)	221.8	181.3	166.0	144.7
ROE (%)	12.0	11.6	10.8	10.9

ค่าเช่าปัจจุบันสูงกว่าเดิม 6x

ตลาดมีความกังวลหลักอยู่ที่ค่าเช่าที่อาจปรับขึ้นของ Grand Hyatt Erawan ซึ่ง ERW ถือหุ้น 74% และ The Syndicate of Thai Hotels & Tourists Enterprises (Sahathai) ถือหุ้นอยู่ 24% สัญญาเช่าอันมีอายุ 30 ปีกับ Sahathai สิ้นสุดไปในเดือน ก.ค. 2021 ERW ได้เจรจาต่อสัญญาอีก 20 ปีและจ่ายค่าเช่าอันมีสัญญาเป็นแบบปีต่อปีในปัจจุบันโดยมีค่าเช่าล่าสุดอยู่ที่ 80-90 ลบ. ในปี 2024 เมื่อดูจากงบการเงินของ Sahathai ค่าเช่าในปัจจุบันสูงกว่า 14 ลบ. ในปี 2021 ที่อยู่ภายใต้สัญญาอายุ 30 ปีอย่างมีนัยสำคัญ ค่าเช่าที่สูงขึ้นได้ทำให้กำไรของ Grand Hyatt Erawan ลดลงเหลือ 65 ลบ. ในปี 2023 (เทียบกับ 217 ลบ. ในปี 2019)

ค่าเช่าที่ดินอาจแตะระดับ 200-250 ลบ./ปีในกรณีที่เลวร้ายที่สุด

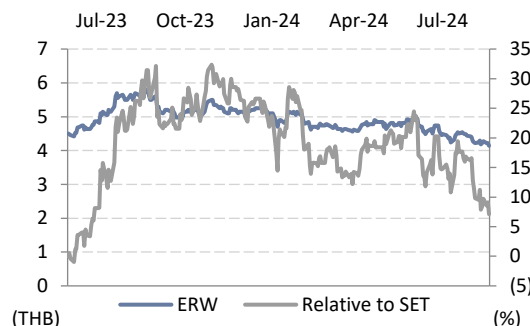
เราเชื่อว่าอัตราค่าเช่าใหม่ในสัญญาอายุ 20 ปีน่าจะอยู่ที่ไม่เกิน 100-150 ลบ./ปี มิฉะนั้นปัจจัยดังกล่าวอาจกดดันกำไรของโรงแรมและทำให้ต้องปรับปรุงใหม่เป็นการใหญ่เพื่อเพิ่มค่าห้องรายวันเฉลี่ย (ADR) อย่างไรก็ดีเรายังไม่ตัดความเป็นไปได้ที่ค่าเช่าใหม่เฉลี่ยอาจเกิน 200 ลบ./ปีเมื่อเทียบกับค่าเช่าในทำเลใจกลางเมืองอื่น อาทิเช่น 1) Block A Siam Square (โรงแรมสกลาเดิม) ซึ่ง CPN เช่าเฉลี่ย 28 ลบ./ไร่/ปี และ 2) ที่ดินบนถนนหลังสวนที่ BDMS เช่าเฉลี่ย 23 ลบ./ไร่/ปี ซึ่งสะท้อนว่าค่าเช่าของ Grand Hyatt Erawan (10 ไร่) อาจจะอยู่ที่ 230-280 ลบ./ปี และหากคำนวณด้วยมูลค่าที่ดินรวมของ Grand Hyatt Erawan (รวมที่ดิน) ที่ 13.4 พัน ลบ. (จากข้อมูลของ Sahathai) และผลตอบแทนจากการปล่อยเช่า (Rental yield) ที่ 2% เราจะได้ค่าเช่าอยู่ที่ 270 ลบ./ปี

คาด RevPAR จะโต 4-5% y-y ใน 2Q24

นอกจากความกังวลดังกล่าวแล้ว เราคาดว่ากำไรปกติ 2Q24 จะโต 7% y-y เป็น 120 ลบ. จากอัตราการเติบโตของ RevPAR ที่ 4-5% สำหรับโรงแรมที่ไม่ใช่ Hop Inn และโรงแรม Hop Inn ในประเทศไทยและฟิลิปปินส์ นอกจากนี้โรงแรม Hop Inn ในญี่ปุ่นยังน่าจะถึงจุดคุ้มทุนในไตรมาสนี้ (ดูรายละเอียดเพิ่มเติมในหน้า 4)

รอความชัดเจนเกี่ยวกับสัญญาเช่าก่อนสะสมเพิ่ม

ERW มีการซื้อขายในระดับการประเมินมูลค่าที่น่าสนใจที่ 24x 2024E P/E (เทียบกับค่าเฉลี่ย 5 ปีย้อนหลังที่ 35x) เราแนะนำให้นักลงทุนรอข้อมูลเพิ่มเติมเกี่ยวกับการต่อสัญญาเช่าอีก 20 ปีก่อนสะสมหุ้นเพิ่ม ทั้งนี้เราสมมติให้ค่าเช่าอยู่ที่ 80-100 ลบ./ปีในปัจจุบัน ดังนั้นค่าเช่าที่สูงกว่าระดับดังกล่าวย่อมหมายถึง Downside ต่อประมาณการของเรา



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(4.2)	(11.9)	(10.4)
Relative to country (%)	(5.9)	(8.8)	3.8
Mkt cap (USD m)	564		
3m avg. daily turnover (USD m)	1.7		
Free float (%)	63		
Major shareholder	Chottanavat (17%)		
12m high/low (THB)	5.85/4.00		
Issued shares (m)	4,891.21		

Sources: Bloomberg consensus; FSSIA estimates



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บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 18 กรกฎาคม 2024

Investment thesis

ERW is an asset-heavy business. It owns all of its hotels and has no asset-light model. Thus, it should be one of the stocks that benefits the most from the recovery of international tourist arrivals.

ERW recently announced four Hop Inn projects in Japan. It should become a new growth driver for ERW over the next five years.

ERW plans to expand its Hop Inn portfolio from 58 hotels in 2023 to more than 150 hotels by 2030, including 105 in Thailand, 14 in the Philippines, 15 in Japan, and the remaining in potential countries such as Singapore, Malaysia, Vietnam, Indonesia, South Korea, and Australia.

Company profile

ERW is a hotel operator and developer with a focus on Thailand and ASEAN.

www.theerawan.com

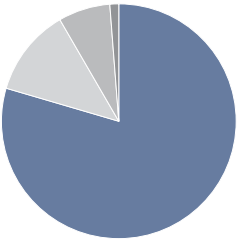
Principal activities (revenue, 2023)

■ Non-Hop Inn hotel - 79.5 %

■ Hop Inn Thailand - 12.1 %

■ Hop Inn Philippines - 7.1 %

■ Others - 1.2 %



Source: The Erawan Group

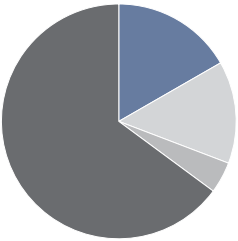
Major shareholders

■ Chottanavat - 16.7 %

■ Mid-Siam Capital Limited - 14.1 %

■ ES 2014 - 4.3 %

■ Others - 64.9 %



Source: The Erawan Group

Catalysts

Key potential growth drivers include 1) a faster OCC ramp-up rate following a global tourism recovery; 2) strong pent-up demand from Chinese tourists; and 3) a recovery in domestic business activities.

Risks to our call

Downside risks to our DCF-based target price include 1) extraordinary events such as political turmoil and natural disasters; 2) a higher hotel room supply, which may result in price competition; and 3) the slower-than-expected recovery of international tourist numbers.

Event calendar

Date	Event
Aug 2024	2Q24 results announcement

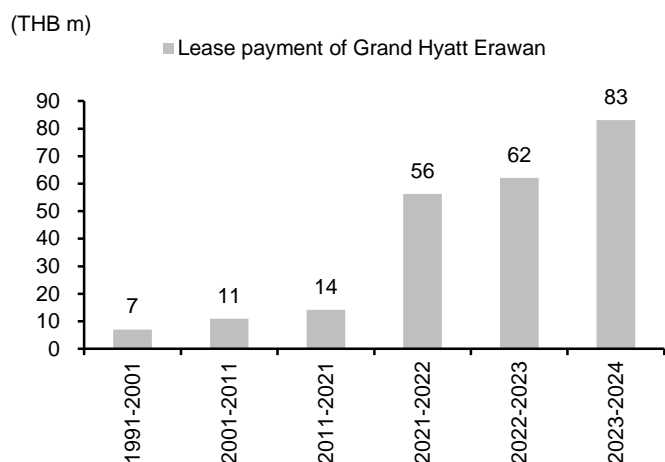
Key assumptions

	2024E	2025E	2026E
Number of hotels (no.)	90	96	103
Number of rooms (no.)	11,286	11,902	12,455
All hotels excl. Hop Inn			
Occupancy rate (OCC %)	83	84	85
RevPAR growth (y-y %)	6	3	5
Thailand Hop Inn			
Occupancy rate (OCC %)	82	83	84
RevPAR growth (y-y %)	6	3	4

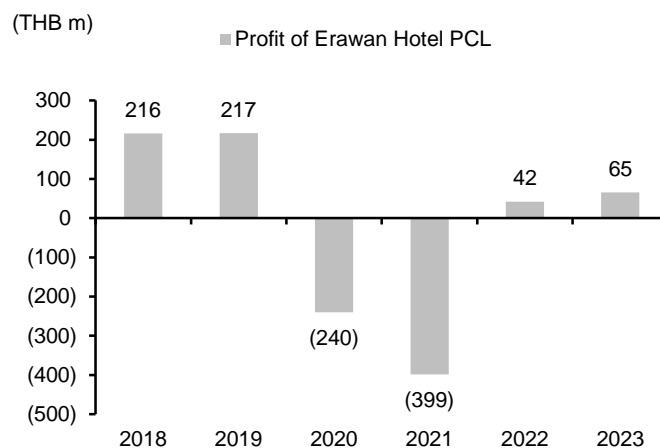
Source: FSSIA estimates

- Earnings sensitivity
- For every 1% increase in OCC, we project a 2024 profit increase of 7%, and vice versa, all else being equal.
 - For every 1% increase in EBITDA margin, we project a 2024 profit increase of 9%, and vice versa, all else being equal.

Source: FSSIA estimates

Exhibit 1: Lease payment of Grand Hyatt Erawan's land

Note: 1) Each period starts in July; 2) there is additional lease payment totaling THB48m in the 2021-2023 period.
Sources: Sahathai

Exhibit 2: Grand Hyatt Erawan profit

Source: ERW

Exhibit 3: Example of lease payments in prime areas of Bangkok

Land	Lessor	Lessee	Area (rai)	Total lease value (THB b)	Term (year)	Average lease value (THBm/rai/year)
Block A Siam Square	PMCU	CPN	7.0	5.9	30	28
Silver Wellness project	Crown Property Bureau	BDMS	13.2	9.1	30	23
Dusit Central Park	Crown Property Bureau	DUSIT	23.5	7.3	60	5
Grand Hyatt Erawan	Sahathai	ERW	10.0	N/A	N/A	N/A

Source: FSSIA compilation

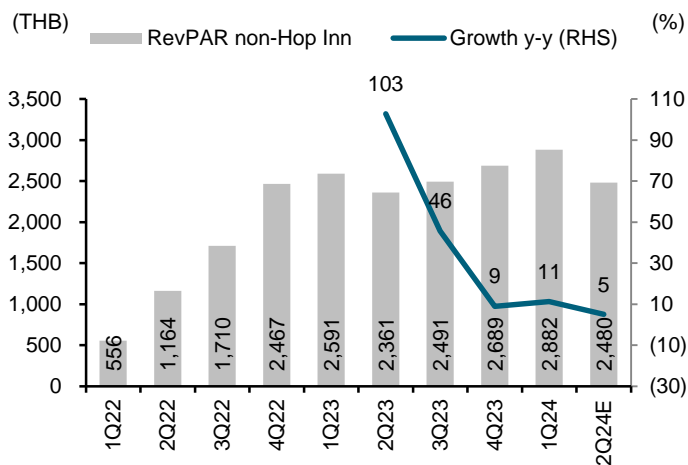
2Q24 results preview

We expect non-Hop Inn RevPAR to grow by 5% y-y in 2Q24, driven by the luxury and economy segments. However, RevPAR of the midscale segment should slightly decline y-y from the partial renovation of Holiday Inn Pattaya. Thailand and Philippine Hop Inn RevPAR should grow by 4-5% y-y.

For Japan Hop Inn, we expect the OCC rate to ramp up to 72-74% in 2Q24, with an ADR of THB3,100-3,300 thanks to the high tourism season. This should lead Japan Hop Inn to break even in this quarter.

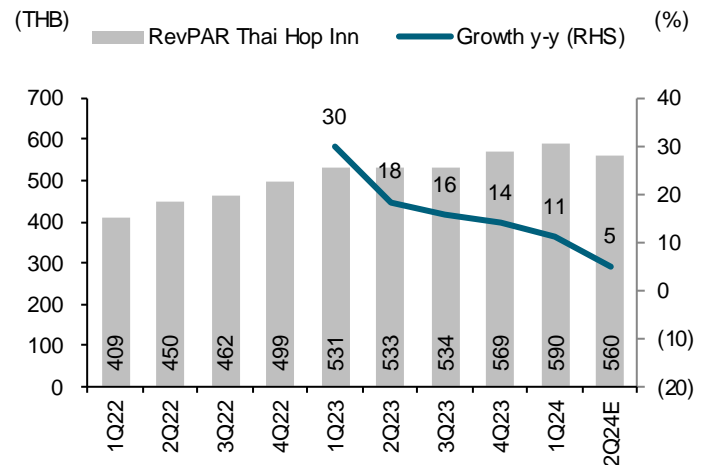
Overall, we forecast revenue to grow by 10% y-y and the EBITDA margin to improve to 30% (vs 29% in 2Q23), leading the 2Q24 core profit (excluding share income from ERWPF) to grow by 7% y-y to THB120m (vs THB112m). In addition, ERW will book a one-off gain of around THB200m related to ERW's purchase of two hotels from ERWPF. Therefore, we estimate a net profit of THB320m in 2Q24.

Exhibit 4: RevPAR non-Hop Inn hotels, quarterly



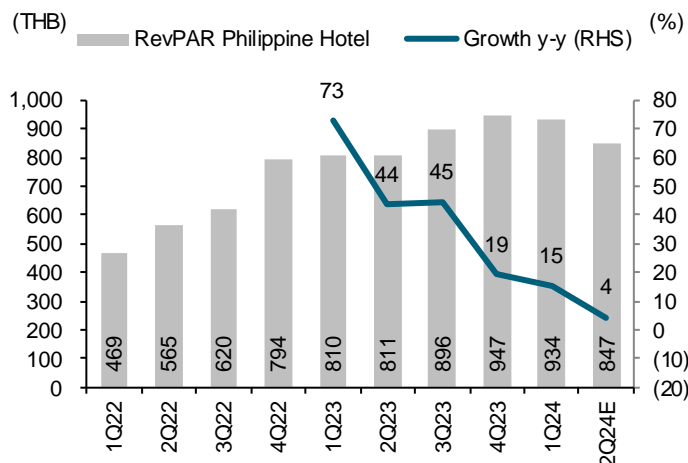
Sources: ERW; FSSIA estimates

Exhibit 5: RevPAR Thai Hop Inn hotels, quarterly



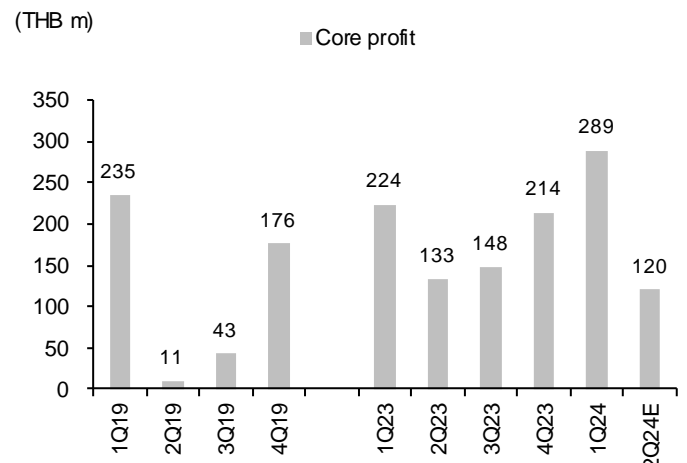
Sources: ERW; FSSIA estimates

Exhibit 6: RevPAR Philippine Hop Inn hotels, quarterly



Sources: ERW; FSSIA estimates

Exhibit 7: Core profit, quarterly



Sources: ERW; FSSIA estimates

Exhibit 8: ERW – 2Q24 results preview

	2Q23	3Q23	4Q23	1Q24	2Q24E	----- Change -----		2024E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(y-y %)
Sales	1,623	1,736	1,874	1,974	1,789	(9)	10	8,021	15
- Thailand non-Hop Inn	1,282	1,378	1,496	1,535	1,341	(13)	5		
- Hop Inn Thailand	208	210	217	233	226	(3)	9		
- Hop Inn Phil	117	123	135	134	112	(16)	(4)		
- Hop Inn Japan				37	78	112			
- Rental	17	25	25	34	32	(6)	88		
COGS (Incl. depreciation)	(948)	(990)	(1,004)	(1,029)	(998)	(3)	5	(4,372)	11
Gross Profit	675	746	870	945	791	(16)	17	3,649	20
SG&A	(441)	(454)	(509)	(492)	(503)	2	14	(2,085)	13
Operating Profit	234	292	361	453	288	(36)	23	1,563	29
Other income	18	7	13	16	16	0	(16)	58	(2)
Interest	(143)	(150)	(161)	(171)	(178)	4	24	(690)	17
Pretax profit	109	149	213	297	125	(58)	15	931	36
Income Tax	5	3	2	(0)	0			(28)	(269)
Associates	21	3	9	3	0	(100)	(100)	0	(100)
Minority interest	(2)	(7)	(10)	(11)	(5)	(56)	162	(57)	232
Core profit	133	148	214	289	120	(58)	(10)	846	18
Extraordinaries, GW & FX	9	0	(0)	128	200			0	(100)
Reported net profit	142	148	214	417	320	(23)	126	846	14
Shares out (end Q, m)	4,532	4,532	4,532	4,532	4,532	0	0	4,891	0
Core EPS	0.03	0.03	0.05	0.06	0.03	(58)	(10)	0.17	18
EPS	0.03	0.03	0.05	0.09	0.07	(23)	126	0.17	14
COGS (Excl. depreciation)	(727)	(757)	(776)	(794)	(758)	(5)	4	(3,393)	12
Depreciation	(222)	(233)	(229)	(236)	(241)	2	8	(979)	9
EBITDA	474	532	602	704	544	(23)	15	2,601	20
Key ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(ppt)
Gross margin	42	43	46	48	44	(4)	3	45	2
SG&A/Revenue	27	26	27	25	28	3	1	26	(0)
EBITDA margin	29	31	32	35	30	(5)	1	32	1
Net profit margin	9	9	11	21	18	(3)	9	11	(0)
Operating stats									
Non-Hop Inn									
OCC (%)	80	82	83	84	80				
OCC growth (y-y %)	25	15	1	0	0				
RevPAR (THB)	2,361	2,491	2,689	2,882	2,480				
RevPAR growth (y-y %)	103	46	9	11	0				
Thailand Hop Inn									
OCC (%)	81	81	83	82	80				
OCC growth (y-y %)	8	7	5	1	0				
RevPAR (THB)	533	534	569	590	560				
RevPAR growth (y-y %)	18	16	14	11	0				
Philippines Hop Inn									
OCC (%)	74	79	80	79	77				
OCC growth (y-y %)	16	20	6	5	0				
RevPAR (THB)	811	896	947	934	847				
RevPAR growth (y-y %)	44	45	19	15	0				

Sources: ERW; FSSIA estimates

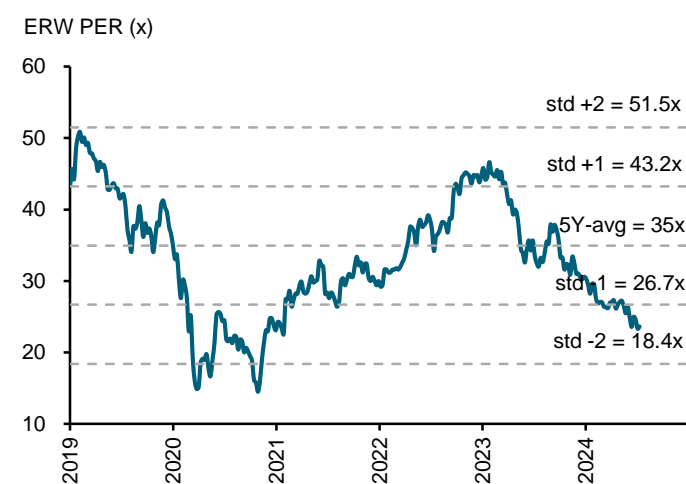
Exhibit 9: DCF valuation

Cost of equity assumptions		(%)	Cost of debt assumptions		(%)
Risk-free rate		3.0	Pre-tax cost of debt		3.5
Market risk premium		8.0	Marginal tax rate		20.0
Stock beta		1.2			
Cost of equity, Ke		12.6	Net cost of debt, Kd		3.2
Weight applied		55.0	Weight applied		45.0
WACC		8.2			

DCF valuation estimate	(THB b)	(THB/share)	Comments
NPV	13.7	2.8	WACC 8.2%, risk-free rate 3%, risk premium 8%
Terminal value	29.5	6.0	Terminal growth 2.5%
Cash & liquid assets	2.6	0.5	At end-2024E
Investments	0.1	0.0	At end-2024E
Debt	(14.2)	(2.9)	At end-2024E
Minorities	(0.0)	(0.0)	At end-2024E
Residual ordinary equity	31.7	6.5	

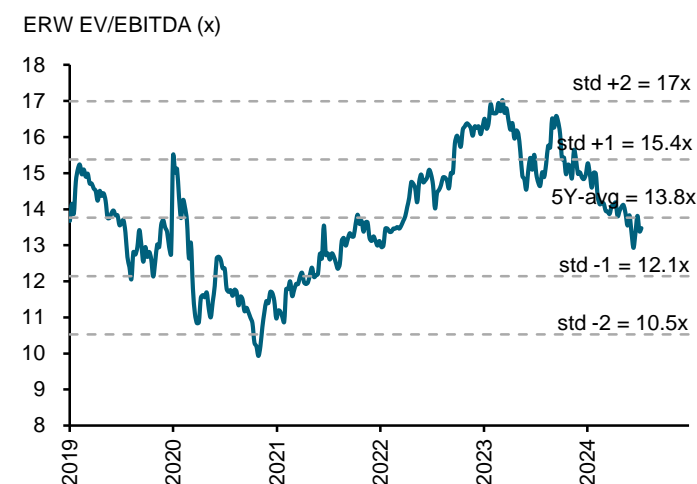
Source: FSSIA estimates

Exhibit 10: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 11: Historical EV/EBITDA band



Sources: Bloomberg; FSSIA estimates

Exhibit 12: Peer comparisons as of 17 July 2024

Company	BBG	Rec	Share price			Market cap	PE			ROE		PBV		EV/ EBITDA	
			Current	Target	Upside		24E	25E	26E	24E	25E	24E	25E	24E	25E
			(LCY)	(LCY)	(%)	(USD m)	(x)	(x)	(x)	(%)	(%)	(x)	(x)	(x)	(x)
Thailand															
Asset World Corp	AWC TB	BUY	3.90	5.50	41	3,478	56.9	47.6	38.7	2.4	2.8	1.4	1.3	32.5	29.4
Minor International	MINT TB	BUY	29.50	44.00	49	4,661	20.5	18.3	16.5	10.7	11.3	2.2	2.0	7.9	7.1
Central Plaza Hotel	CENTEL TB	BUY	42.25	50.00	18	1,589	37.2	29.8	25.4	7.5	8.8	2.7	2.5	16.2	14.9
Erawan Group	ERW TB	BUY	4.14	6.50	57	564	23.9	22.0	20.3	11.6	10.8	2.5	2.3	13.9	12.6
S Hotels & Resorts	SHR TB	BUY	2.00	3.80	90	200	26.5	15.7	12.7	1.7	2.8	0.4	0.4	8.3	7.5
Dusit Thani	DUSIT TB	BUY	10.40	15.00	44	246	165.0	8.1	5.5	1.5	24.8	2.5	1.7	44.8	10.5
Bound and Beyond	BEYOND TB	BUY	9.05	20.00	121	73	26.7	12.2	10.1	1.6	3.4	0.4	0.4	8.9	7.3
Thailand average						10,811	51.0	22.0	18.5	5.3	9.2	1.7	1.5	18.9	12.8
Regional															
BTG Hotels Group	600258 CH	n/a	12.75	n/a	n/a	1,962	18.2	15.5	13.9	7.2	7.8	1.3	1.2	8.7	8.1
SH Jinjiang Intl Hotels	900934 CH	n/a	1.50	n/a	n/a	3,227	10.4	8.2	7.2	6.5	8.1	0.7	0.7	11.4	10.0
Huangshan Tourism Dev.	900942 CH	n/a	0.74	n/a	n/a	951	10.4	8.5	7.8	8.5	9.6	0.9	0.8	9.8	7.1
Genting Bhd	GENT MK	n/a	4.81	n/a	n/a	3,962	18.0	10.3	8.8	3.9	5.0	0.6	0.5	6.4	5.8
Huazhu Group	HTHT US	n/a	31.35	n/a	n/a	9,994	18.2	16.5	14.2	34.4	29.9	5.4	4.7	10.9	10.1
Indian Hotels	IH IN	n/a	586.85	n/a	n/a	9,906	89.8	64.0	50.0	12.6	14.8	10.5	9.1	47.1	38.0
Lemon Tree Hotels	LEMONTRE IN	n/a	145.63	n/a	n/a	1,367	99.2	83.1	42.3	12.3	14.6	12.5	11.6	33.2	27.4
Lippo Karawaci	LPKR IJ	n/a	63.00	n/a	n/a	276	n/a	9.0	3.3	n/a	3.2	n/a	0.3	n/a	5.9
Regional average						31,644	37.8	26.9	18.4	12.2	11.6	4.6	3.6	18.2	14.1
Global															
NH Hotel Group	NHH SM	n/a	4.18	n/a	n/a	1,983	17.0	12.5	11.8	12.9	14.4	1.9	1.7	7.2	6.6
Melia Hotels International	MEL SM	n/a	7.27	n/a	n/a	1,739	15.6	12.5	11.6	21.4	20.5	3.1	2.5	8.8	8.1
Intercontinental Hotels G.	IHG LN	n/a	8,392	n/a	n/a	17,256	28.5	24.8	21.8	(34.6)	(32.9)	n/a	n/a	18.0	16.5
Whitbread	WTB LN	n/a	2,927	n/a	n/a	6,854	20.7	13.4	13.8	6.8	10.6	1.4	1.4	11.5	9.3
Accor	ACRFF US	n/a	42.00	n/a	n/a	10,232	21.3	16.7	14.9	11.3	12.6	1.9	2.0	11.9	10.7
Choice Hotels	CHH US	n/a	130.53	n/a	n/a	6,287	21.6	20.1	19.3	242.2	481.9	69.6	93.4	14.8	13.8
Hilton Worldwide Holdings	HLT US	n/a	219.79	n/a	n/a	54,958	36.0	31.1	26.8	(95.3)	(58.6)	n/a	n/a	20.9	18.7
Hyatt Hotels Corp	H US	n/a	157.15	n/a	n/a	15,901	70.9	40.3	36.2	6.1	12.9	4.6	4.1	17.8	15.5
Marriott International	MAR US	n/a	247.55	n/a	n/a	70,706	28.8	26.1	22.9	(914.9)	(235.3)	n/a	n/a	18.0	16.5
Global average						185,916	28.9	21.9	19.9	(82.7)	25.1	13.7	17.5	14.3	12.8
Overall average						228,371	38.3	23.6	19.0	(27.0)	16.0	6.3	6.9	16.9	13.2

Sources: Bloomberg; FSSIA estimates

Financial Statements

The Erawan Group

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	4,629	6,986	8,021	8,441	8,985
Cost of goods sold	(3,154)	(3,936)	(4,372)	(4,587)	(4,810)
Gross profit	1,475	3,051	3,649	3,854	4,175
Other operating income	-	-	-	-	-
Operating costs	(1,377)	(1,838)	(2,085)	(2,152)	(2,264)
Operating EBITDA	969	2,114	2,543	2,785	3,037
Depreciation	(872)	(901)	(979)	(1,084)	(1,126)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	97	1,213	1,563	1,701	1,911
Net financing costs	(455)	(582)	(685)	(685)	(638)
Associates	29	36	0	0	0
Recurring non-operating income	66	89	53	54	55
Non-recurring items	54	23	0	0	0
Profit before tax	(239)	743	931	1,070	1,328
Tax	26	17	(28)	(86)	(266)
Profit after tax	(213)	760	903	985	1,062
Minority interests	(11)	(17)	(57)	(63)	(66)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	(224)	743	846	922	996
Non-recurring items & goodwill (net)	(54)	(23)	0	0	0
Recurring net profit	(278)	719	846	922	996
Per share (THB)					
Recurring EPS *	(0.06)	0.15	0.17	0.19	0.20
Reported EPS	(0.05)	0.15	0.17	0.19	0.20
DPS	0.00	0.00	0.07	0.08	0.08
Diluted shares (used to calculate per share data)	4,891	4,891	4,891	4,891	4,891
Growth					
Revenue (%)	211.6	50.9	14.8	5.2	6.4
Operating EBITDA (%)	nm	118.1	20.3	9.6	9.0
Operating EBIT (%)	nm	1,148.7	28.9	8.8	12.3
Recurring EPS (%)	nm	nm	17.7	8.9	8.1
Reported EPS (%)	nm	nm	13.9	8.9	8.1
Operating performance					
Gross margin inc. depreciation (%)	31.9	43.7	45.5	45.7	46.5
Gross margin exc. depreciation (%)	50.7	56.6	57.7	58.5	59.0
Operating EBITDA margin (%)	20.9	30.3	31.7	33.0	33.8
Operating EBIT margin (%)	2.1	17.4	19.5	20.2	21.3
Net margin (%)	(6.0)	10.3	10.6	10.9	11.1
Effective tax rate (%)	8.0	(2.4)	3.0	8.0	20.0
Dividend payout on recurring profit (%)	-	-	40.0	40.0	40.0
Interest cover (X)	0.4	2.2	2.4	2.6	3.1
Inventory days	6.6	5.6	5.6	5.8	5.7
Debtor days	10.2	8.6	7.7	7.3	6.9
Creditor days	30.2	27.7	25.8	26.9	26.6
Operating ROIC (%)	0.5	6.2	6.8	6.5	6.4
ROIC (%)	0.8	6.6	6.9	6.6	6.5
ROE (%)	(4.7)	12.0	11.6	10.8	10.9
ROA (%)	0.7	5.9	6.1	5.9	5.9
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Non-Hop Inn hotel	3,600	5,557	6,025	6,095	6,379
Hop Inn Thailand	646	845	969	1,094	1,238
Hop Inn Philippines	318	499	578	730	826
Others	65	85	449	523	543

Sources: The Erawan Group; FSSIA estimates

Financial Statements

The Erawan Group

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	(278)	719	846	922	996
Depreciation	872	901	979	1,084	1,126
Associates & minorities	-	-	-	-	-
Other non-cash items	193	46	22	27	30
Change in working capital	1,207	(21)	78	30	41
Cash flow from operations	1,994	1,645	1,925	2,062	2,193
Capex - maintenance	(722)	(2,988)	(3,854)	(1,364)	(774)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	(15)	(21)	0	0	0
Other investments (net)	-	-	-	-	-
Cash flow from investing	(737)	(3,009)	(3,854)	(1,364)	(774)
Dividends paid	0	0	0	(338)	(369)
Equity finance	0	0	1,079	0	0
Debt finance	(692)	1,114	2,303	(2,000)	(500)
Other financing cash flows	(274)	(65)	(57)	(62)	(66)
Cash flow from financing	(967)	1,049	3,325	(2,401)	(934)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	290	(315)	1,396	(1,703)	485
Free cash flow to firm (FCFF)	1,714.43	(775.02)	(1,239.01)	1,395.11	2,061.68
Free cash flow to equity (FCFE)	289.75	(315.13)	316.83	(1,364.42)	854.01
Per share (THB)					
FCFF per share	0.35	(0.16)	(0.25)	0.29	0.42
FCFE per share	0.06	(0.06)	0.06	(0.28)	0.17
Recurring cash flow per share	0.16	0.34	0.38	0.42	0.44
Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	26,373	29,277	33,167	34,567	35,376
Less: Accumulated depreciation	(7,089)	(7,881)	(8,861)	(9,945)	(11,071)
Tangible fixed assets (net)	19,285	21,396	24,306	24,622	24,306
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	63	83	83	83	83
Cash & equivalents	1,532	1,217	2,612	910	1,395
A/C receivable	160	170	170	170	170
Inventories	43	49	55	57	59
Other current assets	291	450	517	544	579
Current assets	2,026	1,885	3,354	1,680	2,203
Other assets	338	310	310	310	310
Total assets	21,712	23,675	28,054	26,696	26,902
Common equity	5,698	6,330	8,255	8,838	9,465
Minorities etc.	23	40	41	41	42
Total shareholders' equity	5,722	6,370	8,295	8,879	9,507
Long term debt	13,935	14,528	16,831	14,831	14,331
Other long-term liabilities	846	895	895	895	895
Long-term liabilities	14,781	15,423	17,726	15,726	15,226
A/C payable	235	227	254	262	275
Short term debt	300	820	820	820	820
Other current liabilities	675	835	959	1,009	1,074
Current liabilities	1,209	1,882	2,032	2,091	2,169
Total liabilities and shareholders' equity	21,712	23,675	28,054	26,696	26,902
Net working capital	(415)	(393)	(471)	(501)	(541)
Invested capital	19,271	21,396	24,229	24,515	24,158
* Includes convertibles and preferred stock which is being treated as debt					
Per share (THB)					
Book value per share	1.26	1.40	1.69	1.81	1.94
Tangible book value per share	1.26	1.40	1.69	1.81	1.94
Financial strength					
Net debt/equity (%)	222.0	221.8	181.3	166.0	144.7
Net debt/total assets (%)	58.5	59.7	53.6	55.2	51.1
Current ratio (x)	1.7	1.0	1.7	0.8	1.0
CF interest cover (x)	1.6	0.5	1.5	(1.0)	2.3
Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	(72.8)	28.2	23.9	22.0	20.3
Recurring P/E @ target price (x) *	(114.3)	44.2	37.6	34.5	31.9
Reported P/E (x)	(90.3)	27.3	23.9	22.0	20.3
Dividend yield (%)	-	-	1.7	1.8	2.0
Price/book (x)	3.3	3.0	2.5	2.3	2.1
Price/tangible book (x)	3.3	3.0	2.5	2.3	2.1
EV/EBITDA (x) **	32.5	15.6	13.9	12.6	11.2
EV/EBITDA @ target price (x) **	43.5	20.6	18.4	16.7	15.0
EV/invested capital (x)	1.6	1.5	1.5	1.4	1.4
* Pre-exceptional, pre-goodwill and fully diluted ** EBITDA includes associate income and recurring non-operating income					

Sources: The Erawan Group; FSSIA estimates

The Erawan Group PCL (ERW TB)

FSSIA ESG rating


39.65 /100

Exhibit 13: FSSIA ESG score implication

Rating	Score	Implication
★★★★★	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
★★★★	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
★★★	>39-59	Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.
★★	>19-39	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
★	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Sources: FSSIA estimates

Exhibit 14: ESG – peer comparison

	FSSIA ESG score	Domestic ratings						Global ratings						Bloomberg	
		DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
BEYOND	24.98	--	--	--	5.00	5.00	Certified	--	39.83	--	--	--	--	--	--
CENTEL	62.78	--	Y	Y	5.00	5.00	Certified	Medium	57.54	--	--	71.56	48.00	2.93	54.19
DUSIT	24.81	--	--	--	5.00	4.00	Certified	--	46.50	--	--	--	--	--	--
ERW	39.65	--	--	--	4.00	4.00	Certified	--	54.22	--	--	51.15	21.00	3.90	--
MINT	84.43	Y	Y	Y	5.00	4.00	Certified	Medium	57.57	AA	37.00	91.18	69.00	5.00	--
SHR	25.00	--	Y	Y	5.00	5.00	--	--	--	--	--	--	--	--	--

Sources: [SETTRADE.com](https://www.settrade.com); FSSIA's compilation

Exhibit 15: ESG score by Bloomberg

FY ending Dec 31	FY 2019	FY 2020	FY 2021	FY 2022
ESG financial materiality scores - ESG score	—	—	3.67	3.90
BESG environmental pillar score	—	—	3.30	—
BESG social pillar score	—	—	3.36	—
BESG governance pillar score	—	—	4.54	—
ESG disclosure score	—	—	43.34	—
Environmental disclosure score	—	—	16.40	—
Social disclosure score	—	—	29.87	—
Governance disclosure score	—	—	83.59	—
Environmental				
Emissions reduction initiatives	No	No	Yes	Yes
Climate change policy	No	No	Yes	Yes
Climate change opportunities discussed	No	No	No	No
Risks of climate change discussed	No	No	Yes	Yes
GHG scope 1	—	—	8	10
GHG scope 2 location-based	—	—	34	32
GHG Scope 3	—	—	0	—
Carbon per unit of production	—	—	—	—
Biodiversity policy	No	No	Yes	Yes
Energy efficiency policy	No	No	Yes	Yes
Total energy consumption	—	—	56,530	—
Renewable energy use	—	—	—	—
Electricity used	—	—	56,530	—
Fuel used - natural gas	—	—	—	—

Sources: Bloomberg; FSSIA's compilation

Exhibit 16: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2019	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No	No
Waste reduction policy	No	No	Yes	Yes
Hazardous waste	—	—	—	0
Total waste	—	—	—	0
Waste recycled	—	—	—	—
Waste sent to landfills	—	—	—	0
Environmental supply chain management	No	No	No	No
Water policy	No	No	Yes	Yes
Water consumption	—	—	—	1,187
Social				
Human rights policy	No	No	Yes	Yes
Policy against child labor	No	No	No	No
Quality assurance and recall policy	No	No	No	No
Consumer data protection policy	No	No	No	No
Equal opportunity policy	No	No	Yes	Yes
Gender pay gap breakout	No	No	No	No
Pct women in workforce	—	—	56	56
Pct disabled in workforce	—	—	4	11
Business ethics policy	No	No	Yes	Yes
Anti-bribery ethics policy	No	Yes	Yes	Yes
Health and safety policy	No	No	Yes	Yes
Lost time incident rate - employees	—	—	—	—
Total recordable incident rate - employees	—	—	0	—
Training policy	No	No	Yes	Yes
Fair remuneration policy	No	No	No	No
Number of employees – CSR	—	—	3,000	3,721
Employee turnover pct	—	—	25	—
Total hours spent by firm - employee training	—	—	88,371	101,024
Social supply chain management	No	No	No	Yes
Governance				
Board size	—	11	11	11
No. of independent directors (ID)	—	4	4	4
No. of women on board	—	2	2	2
No. of non-executive directors on board	—	9	9	9
Company conducts board evaluations	No	Yes	Yes	Yes
No. of board meetings for the year	—	11	12	13
Board meeting attendance pct	—	100	98	95
Board duration (years)	—	3	3	3
Director share ownership guidelines	No	No	No	No
Age of the youngest director	—	38	39	40
Age of the oldest director	—	68	69	70
No. of executives / company managers	—	7	6	6
No. of female executives	—	2	2	2
Executive share ownership guidelines	No	No	No	No
Size of audit committee	—	3	3	3
No. of ID on audit committee	—	3	3	3
Audit committee meetings	—	4	6	8
Audit meeting attendance %	—	100	100	100
Size of compensation committee	—	3	3	3
No. of ID on compensation committee	—	1	1	1
No. of compensation committee meetings	—	2	3	3
Compensation meeting attendance %	—	100	89	89
Size of nomination committee	—	3	3	3
No. of nomination committee meetings	—	2	2	2
Nomination meeting attendance %	—	100	100	100
Sustainability governance				
Verification type	No	No	No	No

Sources: Bloomberg; FSSIA's compilation

Disclaimer for ESG scoring

ESG score	Methodology	Rating																				
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																				
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for THSI inclusion , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. SETTHSI Index is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.																				
CG Score by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																				
AGM level By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																				
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																				
Morningstar Sustainabilitys	The Sustainabilitys' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality & peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+										
NEGL	Low	Medium	High	Severe																		
0-10	10-20	20-30	30-40	40+																		
ESG Book	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																				
MSCI	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table><tr><td>AAA</td><td>8.571-10.000</td><td rowspan="3">Leader:</td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td>AA</td><td>7.143-8.570</td></tr><tr><td>A</td><td>5.714-7.142</td></tr><tr><td>BBB</td><td>4.286-5.713</td><td rowspan="2">Average:</td><td rowspan="2">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td></tr><tr><td>BB</td><td>2.857-4.285</td></tr><tr><td>B</td><td>1.429-2.856</td><td rowspan="2">Laggard:</td><td rowspan="2">lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr><tr><td>CCC</td><td>0.000-1.428</</td></tr></table>		AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	A	5.714-7.142	BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285	B	1.429-2.856	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks	CCC	0.000-1.428</
AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities																			
AA	7.143-8.570																					
A	5.714-7.142																					
BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers																			
BB	2.857-4.285																					
B	1.429-2.856	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks																			
CCC	0.000-1.428</																					

[Rating](#) regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "**CG Score**"; 2) "**AGM Level**"; 3) "**Thai CAC**"; and 4) **THSI**. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

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ANALYST(S) CERTIFICATION

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Company	Ticker	Price	Rating	Valuation & Risks
The Erawan Group	ERW TB	THB 4.14	BUY	Downside risks to our DCF-based target price include 1) extraordinary events such as political turmoil and natural disasters; 2) a higher hotel room supply, which may result in price competition; and 3) the slower-than-expected recovery of international tourist numbers.
Asset World Corp	AWC TB	THB 3.90	BUY	Downside risks to our DCF-based target price include 1) extraordinary events such as political turmoil and natural disasters; 2) a higher hotel room supply, which may result in price competition; and 3) the slower-than-expected recovery of international tourist numbers.
Minor International	MINT TB	THB 29.50	BUY	Downside risks to our DCF-based target price include 1) extraordinary events such as political turmoil and natural disasters; 2) a higher hotel room supply and higher competition in the F&B business, which may result in price competition; and 3) the slower-than-expected recovery of international tourist numbers.
Central Plaza Hotel	CENTEL TB	THB 42.25	BUY	Downside risks to our DCF-based target price include 1) extraordinary events such as political turmoil and natural disasters; 2) a higher hotel room supply and more intense competition in the F&B business, which may result in price competition; and 3) a slower-than-expected recovery of international tourist numbers.
S Hotels and Resorts	SHR TB	THB 2.00	BUY	Downside risks to our DCF-based target price include 1) extraordinary events such as political turmoil and natural disasters; 2) a higher hotel room supply, which may result in price competition; and 3) the slower-than-expected recovery of international tourist numbers.
Dusit Thani	DUSIT TB	THB 10.40	BUY	Downside risks to our DCF-based target price include 1) extraordinary events such as political turmoil and natural disasters; 2) a higher hotel room supply, which may result in price competition; and 3) the slower-than-expected recovery of international tourist numbers.
Bound and Beyond	BEYOND TB	THB 9.05	BUY	Downside risks to our DCF-based target price include 1) extraordinary events such as political turmoil and natural disasters; 2) a higher hotel room supply, which may result in price competition; and 3) the slower-than-expected recovery of international tourist numbers.

Source: FSSIA estimates

Additional Disclosures

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited.

All share prices are as at market close on 17-Jul-2024 unless otherwise stated.

RECOMMENDATION STRUCTURE

Stock ratings

Stock ratings are based on absolute upside or downside, which we define as $(\text{target price}^* - \text{current price}) / \text{current price}$.

BUY (B). The upside is 10% or more.

HOLD (H). The upside or downside is less than 10%.

REDUCE (R). The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

Industry Recommendations

Overweight. The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.

Neutral. The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.

Underweight. The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

Country (Strategy) Recommendations

Overweight (O). Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Neutral (N). Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Underweight (U). Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.