

BOUND AND BEYOND

THAILAND / TOURISM & LEISURE

BEYOND TB

BUY

UNCHANGED

สัญญาณพลิกฟื้นอย่างชัดเจน

- คาดกำไรปกติ 1Q24 จะพลิกฟื้นและทำสถิติสูงสุดใหม่พร้อม RevPAR ที่โตได้ถึง 20-25% y-y
- กำไรปกติที่น่าจะพลิกเป็นกำไรในปี 2024 นำโดยอัตราการเข้าพัก (OCC rate) ที่อยู่ในเกณฑ์ดีถึงเกือบ 60% และค่าใช้จ่ายดอกเบี้ยที่ลดลง
- คงคำแนะนำซื้อที่ราคาเป้าหมายปี 2024 ที่ 22 บาท (DCF)

TARGET PRICE	THB22.00
CLOSE	THB11.60
UP/DOWNSIDE	+89.7%
PRIOR TP	THB22.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+0.0%

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	2,978	3,395	3,642	3,836
Net profit	158	134	239	286
EPS (THB)	0.55	0.43	0.77	0.92
vs Consensus (%)	-	(12.2)	-	-
EBITDA	546	842	943	984
Recurring net profit	(169)	134	239	286
Core EPS (THB)	(0.58)	0.43	0.77	0.92
Chg. In EPS est. (%)	nm	(11.3)	(0.1)	nm
EPS growth (%)	nm	nm	79.0	19.8
Core P/E (x)	(19.9)	26.9	15.0	12.6
Dividend yield (%)	-	1.9	3.3	4.0
EV/EBITDA (x)	15.0	9.4	8.0	7.4
Price/book (x)	0.5	0.5	0.5	0.5
Net debt/Equity (%)	76.4	64.8	58.0	52.6
ROE (%)	(2.7)	2.1	3.6	4.2

ข้อมูลเชิงบวกจากที่ประชุมนักวิเคราะห์เมื่อวันที่ 25 ก.พ.

ผู้บริหารให้ข้อมูลการดำเนินงานเชิงบวกใน 1Q24 หลัง OCC rate กระจดเพิ่มเป็น 60% YTD (เทียบกับ 53% ใน 1Q23 และ 51% ใน 4Q23) นอกจากนี้อัตราค่าห้องรายวันเฉลี่ย (ADR) ยังเพิ่มเป็นประมาณ 22,000 บาท (+7% y-y เทียบกับ 1Q23) ดังนั้นในขั้นต้นเราจึงคาดว่าจะรายได้จะโต 14% y-y เป็น 920-930 ลบ. พร้อม EBITDA margin ที่ 25% (เทียบกับ 24% ใน 1Q23) ซึ่งน่าจะทำให้กำไรปกติ 1Q24 ทำสถิติสูงสุดใหม่ที่ 35-40 ลบ.

ค่าใช้จ่ายดอกเบี้ยน่าจะลดลง 7-9% y-y ในปี 2024

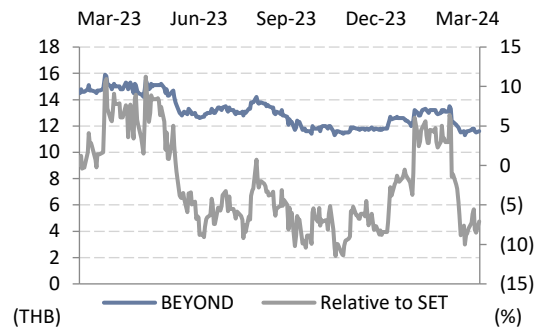
ค่าใช้จ่ายดอกเบี้ยมีแนวโน้มลดลงตั้งแต่ 2Q24 เป็นต้นไปเนื่องจาก BEYOND ได้ชำระคืนหุ้นกู้มูลค่า 577 ลบ. และขายคืนสินเชื่อธนาคารล่วงหน้าเป็นจำนวน 100 ลบ. (จากหนี้มีดอกเบี้ยรวม 5.8 พัน ลบ.) ในช่วงต้นปี ซึ่งมีอัตราดอกเบี้ย 6.25% และ 7.5-7.8% ตามลำดับ ด้วยเหตุดังกล่าวเราจึงคาดว่าค่าใช้จ่ายดอกเบี้ยจะลดลงเหลือ 393 ลบ. ในปี 2024 (เทียบกับ 426 ลบ.) ในปี 2023 หลังจ่ายคืนหนี้ BEYOND ยังมีฐานะทางการเงินที่ดีด้วยเงินสดในมือจำนวน 0.7-0.8 พัน ลบ. และ EBITDA ที่คาดว่าจะอยู่ที่ 0.8-1.0 พัน ลบ./ปี ซึ่งน่าจะมากพอที่จะสนับสนุนโครงการลงทุนใหม่ (ในธุรกิจโรงแรมและอาหารและเครื่องดื่ม) ซึ่งคาดว่าจะใช้เงินลงทุน (Capex) 2.5-3.0 พัน ลบ. ในช่วง 3 ปีข้างหน้า

คาดว่า RevPAR จะโต 20% y-y ในปี 2024

เราคาดว่า BEYOND จะพลิกฟื้นได้ดีในปี 2024 โดยมีสมมติฐานจากเป้า OCC rate ของผู้บริหารที่ 59% (เทียบกับ 52% ในปี 2023) โดยได้ปัจจัยผลักดันจากการฟื้นตัวของนักท่องเที่ยวชาวจีนที่อยู่ในเกณฑ์ดี (19% ของรายได้ในปี 2023) และนักท่องเที่ยวประเภท MICE ที่เพิ่มขึ้น นอกจากนี้เรายังคาดว่า ADR จะเพิ่ม 5% จากโมเมนตัมนักท่องเที่ยวที่มีการใช้จ่ายสูงที่ดีขึ้นในปีนี้ ในภาพรวมเราคาดว่ารายได้จะโต 14% เป็น 3.4 พัน ลบ. (สูงกว่าเป้าหมายการดำเนินงานของผู้บริหารที่ 3.3 พัน ลบ. อยู่เล็กน้อย) และ EBITDA margin จะปรับขึ้นเป็น 25% (เทียบกับ 18% ในปี 2023) ซึ่งจะทำให้กำไรปกติในปี 2024 ที่ 134 ลบ.

ตัวเลือกการลงทุนที่มีราคาถูกในกลุ่มหุ้นท่องเที่ยวไทย

เราปรับลดประมาณการกำไรปกติปี 2024 ลง 11% เนื่องจากเราปรับเพิ่มสมมติฐานอัตราภาษีเป็น 20% เราคงประมาณการกำไรปี 2025 และราคาเป้าหมายปี 2024 ที่ 22 บาท (DCF) BEYOND เป็นหุ้นท่องเที่ยวที่เราชอบจากระดับการประเมินมูลค่าที่ต่ำเพียง 15x ของค่า 2025E P/E (ปีการดำเนินงานปกติ) นอกจากนี้หุ้นยังมีการซื้อขายต่ำกว่ามูลค่าทางบัญชีที่ 21.7 บาทซึ่งเราคิดว่าไม่สมเหตุผลเมื่อพิจารณาจากกำไรปกติซึ่งน่าจะพลิกเป็นกำไรตั้งแต่ปี 2024 เป็นต้นไป



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(11.5)	(0.9)	(19.4)
Relative to country (%)	(9.8)	1.8	(6.6)
Mkt cap (USD m)			92
3m avg. daily turnover (USD m)			0.1
Free float (%)			50
Major shareholder	Country Group Holding PCL (39%)		
12m high/low (THB)			16.00/11.00
Issued shares (m)			309.82

Sources: Bloomberg consensus; FSSIA estimates



Teerapol Udomvej, CFA

Fundamental Investment Analyst at Securities; License no. 080523
teerapol.udo@fssia.com, +66 2646 9969

PREPARED BY FSS INTERNATIONAL INVESTMENT ADVISORY SECURITIES CO LTD (FSSIA). ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES CAN BE FOUND AT THE END OF THIS REPORT

บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 26 มีนาคม 2024

Investment thesis

BEYOND transformed its business focus from energy to hospitality during the Covid pandemic and is now in a strong position to benefit from Thailand’s tourism recovery.

We expect Thailand’s tourist arrival numbers to recover significantly in 2024, especially in the high-spending segment, which should directly benefit BEYOND’s luxury hotels. According to CBRE, luxury hotels accounted for 17% of the total hotel supply in Bangkok, and riverfront hotels only made up 7% as of 2022.

We expect BEYOND’s earnings to rebound in 2024 and deliver strong growth over 2024-25 as its EBITDA margin improves from its high operating leverage structure. In addition, its interest expenses should gradually decline thanks to its strong cash flow and low levels of maintenance CAPEX.

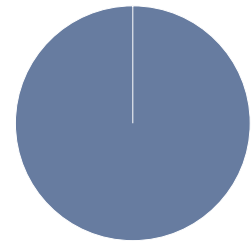
Company profile

BEYOND owns and operates two ultra-luxury hotels, Four Seasons Hotel Bangkok and Capella Bangkok, with 400 rooms total, situated along the Chao Phraya River.

www.boundandbeyond.co.th

Principal activities (revenue, 2023)

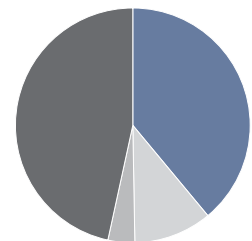
■ Hotel revenue - 100.0 %



Source: Bound and Beyond

Major shareholders

- Country Group Holding PCL - 39.0 %
- Kingdom of Thailand Ministry of Finance - 10.8 %
- Supachai Weeraborwornpong - 3.7 %
- Others - 46.6 %



Source: Bound and Beyond

Catalysts

Key potential growth drivers include 1) a faster OCC ramp-up rate following the global tourism recovery; 2) strong pent-up demand, which should drive ADR; and 3) new project announcements.

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
May 2024	1Q24 results announcement

Key assumptions

	2024E	2025E	2026E
OCC rate (%)	59	61	63
ADR (THB)	19,958	20,757	21,172
RevPAR growth (%)	20	8	5
EBITDA margin (%)	25	26	26

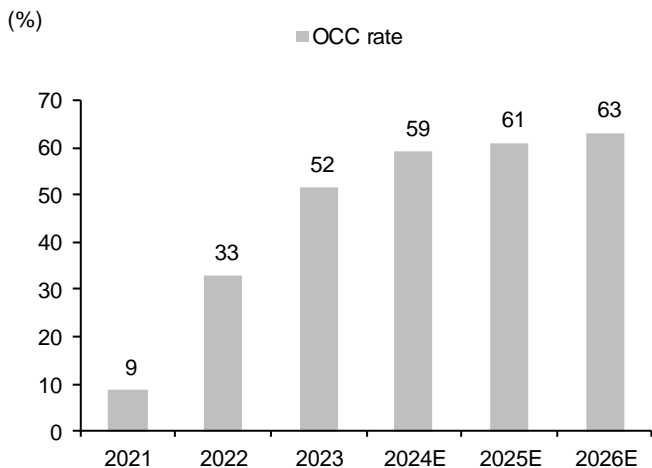
Source: FSSIA estimates

Earnings sensitivity

- For every 1% increase in OCC rate, 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 11%, and vice versa, all else being equal.

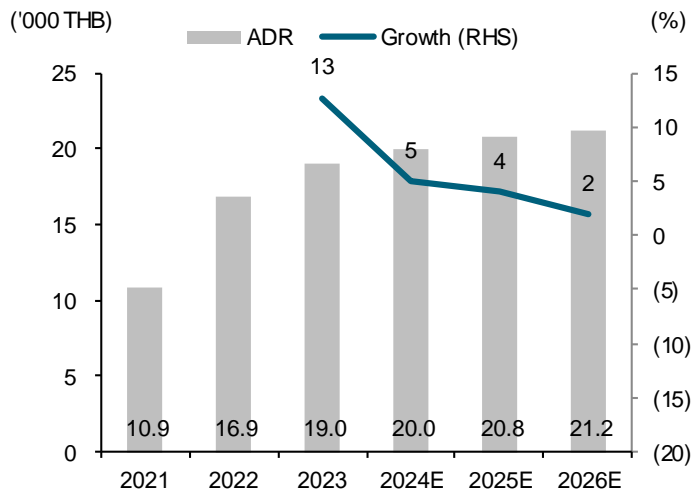
Source: FSSIA estimates

Exhibit 1: OCC rate



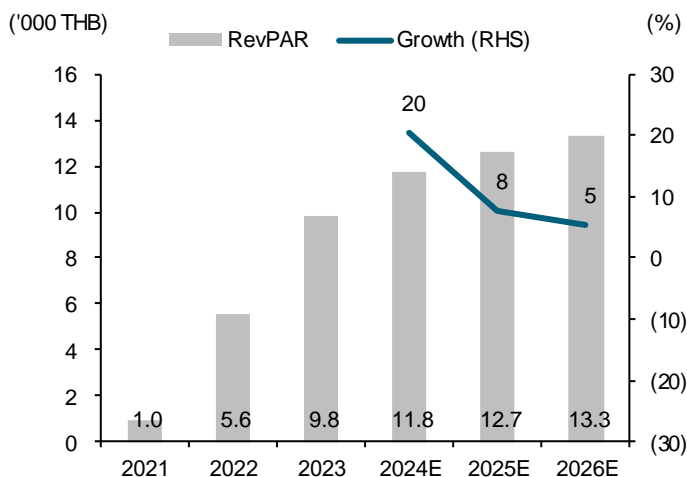
Sources: BEYOND; FSSIA estimates

Exhibit 2: ADR



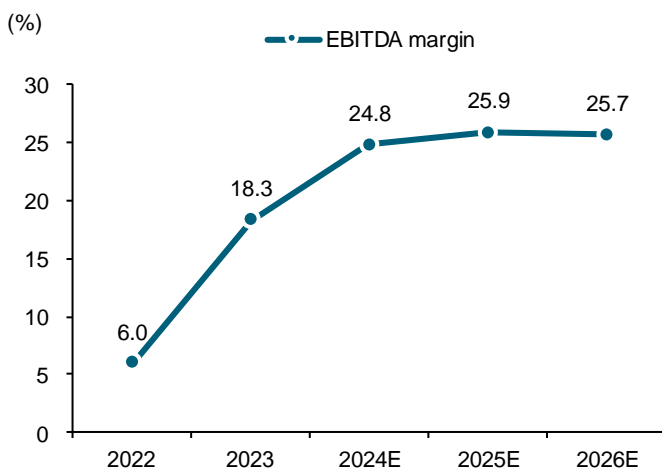
Sources: BEYOND; FSSIA estimates

Exhibit 3: RevPAR



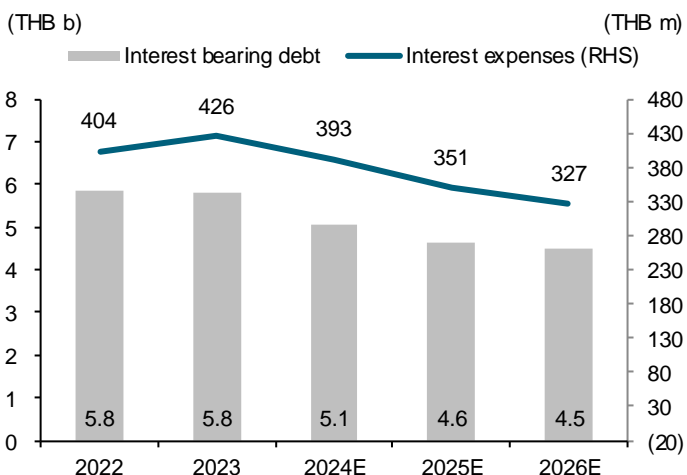
Sources: BEYOND; FSSIA estimates

Exhibit 4: EBITDA margin



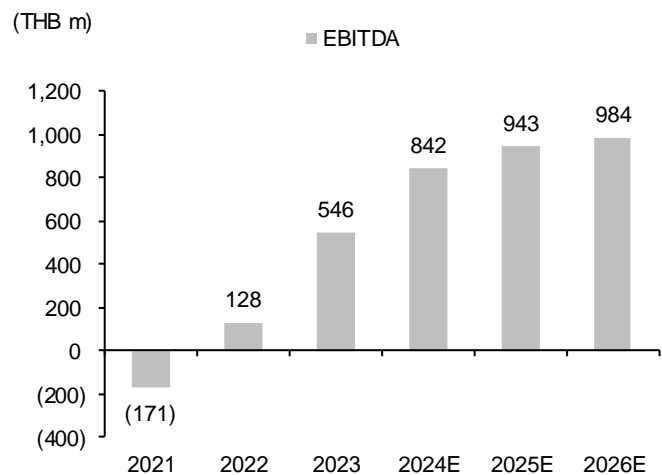
Sources: BEYOND; FSSIA estimates

Exhibit 5: Interest bearing debt and interest expenses to decline from 2024



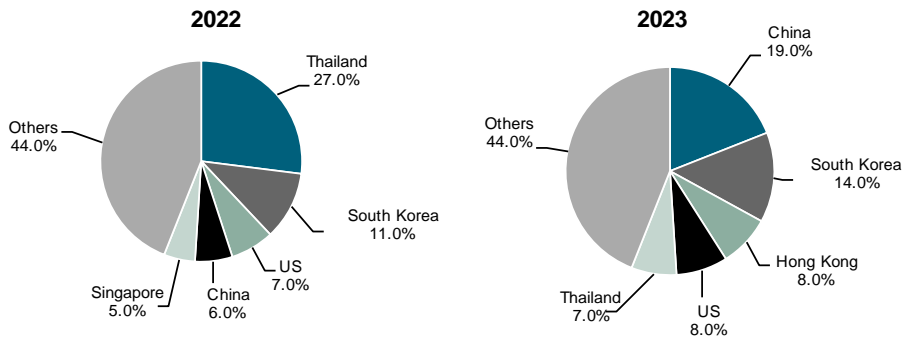
Sources: BEYOND; FSSIA estimates

Exhibit 6: Strong EBITDA projected over next three years



Sources: BEYOND; FSSIA estimates

Exhibit 7: Revenue breakdown by nationality



Sources: BEYOND; FSSIA estimates

Recap: 4Q23 results review

BEYOND reported a 4Q23 core loss of THB5m, missing our estimate of a THB15m core profit due to higher-than-expected tax expenses (THB15m) and a slightly lower-than-expected gross profit margin on the back of higher raw material costs for the food and beverage (F&B) business. Excluding tax expenses, pretax profit was THB10m (vs breakeven in 4Q22).

Revenue grew 4% y-y in 4Q23, driven by room revenue which grew by 13% y-y. RevPAR grew 13% y-y with an OCC rate of 51% (vs 50% in 4Q22) and an 11% increase in ADR to THB22,000. F&B revenue fell 2% y-y due to the high base in 4Q22.

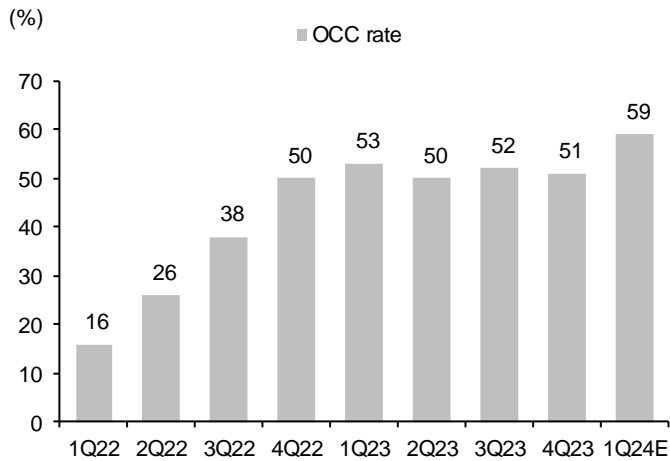
COGS grew by 4% y-y in the quarter mainly due to higher raw material costs for the F&B business. SG&A slightly dropped by 2% y-y. As a result, the EBITDA margin improved to 22% in 4Q23 (vs 20% in 4Q22).

Exhibit 8: 4Q23 results review

FY ending Dec	4Q22	1Q23	2Q23	3Q23	4Q23	Change		2023
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	
Sales	839	815	614	673	875	30	4	2,978
COGS (incl depreciation)	(530)	(488)	(438)	(465)	(549)	18	4	(1,940)
Gross profit	309	327	176	208	326	56	5	1,037
SG&A	(215)	(205)	(199)	(183)	(211)	15	(2)	(798)
Operating profit	94	122	(23)	25	115	358	22	240
Dividend income	0	0	0	0	0			0
Interest income	2	1	2	2	3	45	33	8
Other income	4	2	0	9	0			11
Interest expenses	(100)	(102)	(107)	(109)	(108)	(1)	8	(426)
Pretax profit	0	23	(127)	(73)	10	(114)	2,925	(167)
Income tax	76	(6)	14	5	(15)	(415)	(120)	(2)
Associates	(0)	(0)	0	(0)	0	(100)	(100)	(1)
Minority interest	0	0	0	0	0			0
Core profit	76	17	(113)	(68)	(5)	(92)	(107)	(169)
Extraordinaries, GW & FX	13	0	317	7	3	(64)	(79)	328
Reported net profit	89	17	205	(61)	(3)	(96)	(103)	158
Outstanding shares (m)	289	289	289	289	289	0	0	290
Core EPS (THB)	0.26	0.06	(0.39)	(0.24)	(0.02)	(92)	(107)	(0.58)
EPS (THB)	0.31	0.06	0.71	(0.21)	(0.01)	(96)	(103)	0.55
COGS excl. depreciation	(454)	(412)	(362)	(388)	(472)	22	4	(1,634)
Depreciation	(76)	(76)	(76)	(77)	(77)	0	1	(306)
EBITDA	170	198	54	102	192	88	13	546
Key ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)
Gross margin	37	40	29	31	37	6	0	35
SG&A/Revenue	26	25	32	27	24	(3)	(1)	27
EBITDA margin	20	24	9	15	22	7	2	18
Net profit margin	11	2	33	(9)	(0)	9	(11)	5
Operating stats								
Occupancy (%)	50	53	50	52	51			
ADR (THB/night)	19,656	20,495	18,042	16,741	21,916			
RevPar (THB/night)	9,828	10,862	9,021	8,705	11,177			

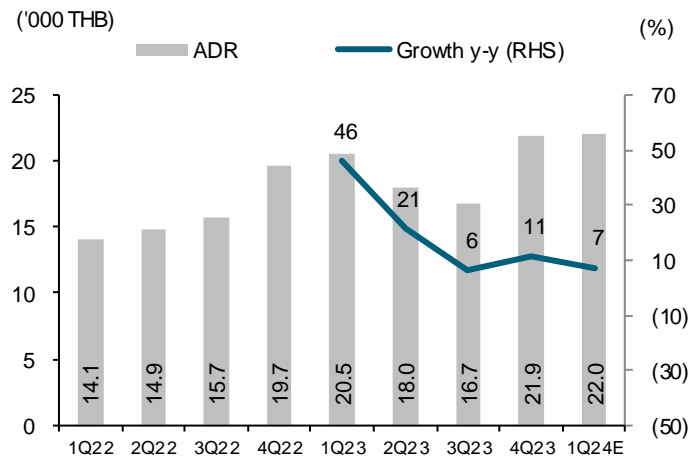
Sources: BEYOND; FSSIA estimates

Exhibit 9: OCC rate (quarterly)



Sources: BEYOND; FSSIA estimate

Exhibit 10: ADR (quarterly)



Sources: BEYOND; FSSIA estimate

Exhibit 11: Forecast revisions

	Current			Previous			Change		
	2024E (THB m)	2025E (THB m)	2026E (THB m)	2024E (THB m)	2025E (THB m)	2026E (THB m)	2024E (%)	2025E (%)	2026E (%)
Revenue	3,395	3,642	3,836	3,429	3,645	n/a	(1)	(0)	n/a
EBITDA margin (%)	24.8	25.9	25.7	25.2	25.6	n/a	(0)	0	n/a
Core profit	134	239	286	151	239	n/a	(11)	(0)	n/a
Key assumptions									
OCC rate (%)	59	61	63	59	62	n/a	0	(1)	n/a
ADR (THB)	19,958	20,757	21,172	19,916	20,314	n/a	0	2	n/a

Source: FSSIA estimates

Exhibit 12: DCF-derived TP

Cost of equity assumptions	(%)	Cost of debt assumptions	(%)
Risk-free rate	3.0	Pre-tax cost of debt	4.0
Market risk premium	8.0	Marginal tax rate	20.0
Stock beta	1.5		
Cost of equity, Ke	15.2	Net cost of debt, Kd	2.8
Weight applied	55.0	Weight applied	4.5
WACC	9.6		

DCF valuation estimate	(THB b)	(THB/share)	Comments
NPV	4.4	15.3	WACC 9.6%, Risk-free rate 3%, Risk premium 8%
Terminal value	5.1	17.7	Terminal growth 3%
Cash & liquid assets	1.1	3.9	At end-2024E
Investments	0.3	1.1	At end-2024E
Land for sales	0.8	2.8	Based on appraisal value of THB1.0b with 20% discount
Debt	(5.4)	(18.7)	At end-2024E
Minorities	0.0	0.0	At end-2024E
Residual ordinary equity	6.4	22.0	

Source: FSSIA estimates

Exhibit 13: Net asset value (NAV)

Cost approach	(THB b)	Note
Total replacement cost	8.6	Based on IFA dated 2 Sep 2021
Add : Leasehold rights of land	2.5	Based on IFA dated 2 Sep 2021
Add : Land (Tak)	1.0	Based on appraisal value
Add : Cash and cash equivalents	1.4	As of 4Q23
Less: Interest bearing debt	(5.8)	As of 4Q23
Less: Minorities	0.0	As of 4Q23
Net value	7.6	
No of shares (m)	309.8	
FV per share	24.6	

Source: FSSIA estimates

Exhibit 14: Peer comparisons as of 25 March 2024

Company	BBG	Rec	Share price			Market cap (USD m)	PE			ROE		PBV		EV/ EBITDA	
			Current (LCY)	Target (LCY)	Upside (%)		24E (x)	25E (x)	26E (x)	24E (%)	25E (%)	24E (x)	25E (x)	24E (x)	25E (x)
Thailand															
Asset World Corp	AWC TB	BUY	3.94	5.50	40	3,465	57.5	48.1	39.1	2.5	2.8	1.4	1.3	31.9	28.5
Minor International	MINT TB	BUY	32.75	44.00	34	5,102	21.4	19.1	17.2	11.5	13.0	2.6	2.4	8.3	7.5
Central Plaza Hotel	CENTEL TB	BUY	44.25	50.00	13	1,641	39.0	31.2	22.3	7.6	9.0	2.9	2.7	17.3	15.4
Erawan Group	ERW TB	BUY	4.58	6.30	38	570	30.0	26.0	22.2	10.4	10.4	2.8	2.6	14.9	13.1
S Hotels & Resorts	SHR TB	BUY	2.54	4.00	57	251	29.7	17.4	15.1	1.9	3.2	0.6	0.5	9.0	8.1
Dusit Thani	DUSIT TB	BUY	9.00	15.00	67	210	143.1	7.0	4.8	1.5	25.9	2.1	1.6	44.8	10.5
Bound and Beyond	BEYOND TB	BUY	11.60	22.00	90	92	26.9	15.0	12.6	2.1	3.6	0.5	0.5	9.4	8.0
Thailand average						11,332	49.7	23.4	19.0	5.3	9.7	1.8	1.7	19.4	13.0
Regional															
Btg Hotels Group	600258 CH	n/a	14.50	n/a	n/a	2,252	20.8	16.8	14.3	7.2	8.2	1.5	1.3	9.3	8.4
Sh Jinjiang Intl Hotels	900934 CH	n/a	1.55	n/a	n/a	3,782	10.6	7.2	5.8	6.5	8.8	0.7	0.6	12.6	10.6
Huangshan Tourism Dev.	900942 CH	n/a	0.77	n/a	n/a	1,003	10.8	9.2	8.4	8.5	9.5	0.9	0.9	10.3	8.6
Genting Bhd	GENT MK	n/a	4.80	n/a	n/a	3,889	17.9	11.1	9.8	3.9	4.8	0.6	0.5	6.3	5.9
Huazhu Group	HTHT US	n/a	37.56	n/a	n/a	11,973	21.7	19.9	17.2	34.4	30.3	6.5	5.7	12.6	11.8
Indian Hotels	IH IN	n/a	557.05	n/a	n/a	9,611	86.8	62.2	48.5	12.6	14.7	10.2	8.7	46.0	37.4
Lemon Tree Hotels	LEMONTRE IN	n/a	132.60	n/a	n/a	1,245	90.1	68.0	37.5	12.3	14.7	11.4	10.6	30.8	25.5
Regional average						33,757	37.0	27.8	20.2	12.2	13.0	4.5	4.0	18.3	15.5
Overall average						45,089	43.3	25.6	19.6	8.8	11.3	3.2	2.9	18.8	14.2

Sources: Bloomberg; FSSIA estimates

Financial Statements

Bound and Beyond

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	2,148	2,978	3,395	3,642	3,836
Cost of goods sold	(1,607)	(1,940)	(2,033)	(2,137)	(2,252)
Gross profit	541	1,037	1,363	1,505	1,585
Other operating income	-	-	-	-	-
Operating costs	(716)	(798)	(830)	(871)	(915)
Operating EBITDA	128	546	842	943	984
Depreciation	(303)	(306)	(308)	(309)	(314)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	(174)	240	533	634	670
Net financing costs	(399)	(418)	(383)	(343)	(320)
Associates	0	(1)	0	0	0
Recurring non-operating income	38	11	17	8	8
Non-recurring items	99	328	0	0	0
Profit before tax	(437)	160	167	299	358
Tax	95	(2)	(33)	(60)	(72)
Profit after tax	(342)	158	134	239	286
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	(342)	158	134	239	286
Non-recurring items & goodwill (net)	(99)	(328)	0	0	0
Recurring net profit	(441)	(169)	134	239	286
Per share (THB)					
Recurring EPS *	(1.53)	(0.58)	0.43	0.77	0.92
Reported EPS	(1.18)	0.55	0.43	0.77	0.92
DPS	0.00	0.00	0.22	0.39	0.46
Diluted shares (used to calculate per share data)	289	290	310	310	310
Growth					
Revenue (%)	869.1	38.6	14.0	7.3	5.3
Operating EBITDA (%)	nm	326.0	54.3	12.0	4.4
Operating EBIT (%)	nm	nm	122.6	18.8	5.7
Recurring EPS (%)	nm	nm	nm	79.0	19.8
Reported EPS (%)	nm	nm	(20.9)	79.0	19.8
Operating performance					
Gross margin inc. depreciation (%)	25.2	34.8	40.1	41.3	41.3
Gross margin exc. depreciation (%)	39.3	45.1	49.2	49.8	49.5
Operating EBITDA margin (%)	6.0	18.3	24.8	25.9	25.7
Operating EBIT margin (%)	(8.1)	8.0	15.7	17.4	17.5
Net margin (%)	(20.5)	(5.7)	3.9	6.6	7.5
Effective tax rate (%)	17.7	(1.1)	20.0	20.0	20.0
Dividend payout on recurring profit (%)	-	-	50.0	50.0	50.0
Interest cover (X)	(0.3)	0.6	1.4	1.9	2.1
Inventory days	11.4	11.0	11.6	11.6	11.6
Debtor days	12.2	12.7	10.7	9.9	9.4
Creditor days	78.6	96.0	106.3	106.1	106.1
Operating ROIC (%)	(1.3)	2.2	3.9	4.8	5.1
ROIC (%)	(1.0)	2.2	3.9	4.6	4.9
ROE (%)	(7.0)	(2.7)	2.1	3.6	4.2
ROA (%)	(0.8)	1.9	3.3	3.9	4.2
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Hotel revenue	2,135	2,978	3,395	3,642	3,836
Revenue from sales and services	13	0	0	0	0

Sources: Bound and Beyond; FSSIA estimates

Financial Statements

Bound and Beyond

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	(441)	(169)	134	239	286
Depreciation	303	306	308	309	314
Associates & minorities	-	-	-	-	-
Other non-cash items	119	275	0	0	0
Change in working capital	(1,037)	150	30	31	32
Cash flow from operations	(1,056)	562	472	579	633
Capex - maintenance	(634)	(154)	(154)	(162)	(230)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	967	183	0	0	0
Other investments (net)	-	-	-	-	-
Cash flow from investing	333	29	(154)	(162)	(230)
Dividends paid	0	0	0	(67)	(120)
Equity finance	0	12	198	0	0
Debt finance	778	(11)	(777)	(468)	(150)
Other financing cash flows	(161)	34	0	0	0
Cash flow from financing	617	36	(579)	(535)	(270)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	(105)	627	(262)	(117)	133
Free cash flow to firm (FCFF)	(318.31)	1,016.67	710.64	768.51	729.92
Free cash flow to equity (FCFE)	(105.32)	614.72	(459.14)	(50.22)	252.50

Per share (THB)

FCFF per share	(1.03)	3.28	2.29	2.48	2.36
FCFE per share	(0.34)	1.98	(1.48)	(0.16)	0.81
Recurring cash flow per share	(0.06)	1.42	1.43	1.77	1.94

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	12,656	12,448	12,602	12,764	12,994
Less: Accumulated depreciation	(961)	(1,139)	(1,448)	(1,757)	(2,071)
Tangible fixed assets (net)	11,695	11,309	11,155	11,007	10,923
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	264	315	315	315	315
Cash & equivalents	761	1,388	1,126	1,009	1,142
A/C receivable	108	99	99	99	99
Inventories	45	53	56	60	63
Other current assets	373	293	334	358	377
Current assets	1,287	1,833	1,615	1,526	1,682
Other assets	100	158	158	158	158
Total assets	13,346	13,615	13,243	13,006	13,078
Common equity	6,103	6,300	6,632	6,804	6,971
Minorities etc.	0	0	0	0	0
Total shareholders' equity	6,103	6,300	6,632	6,804	6,971
Long term debt	5,227	5,215	4,538	4,120	3,970
Other long-term liabilities	277	289	289	289	289
Long-term liabilities	5,504	5,504	4,827	4,409	4,259
A/C payable	371	489	516	547	579
Short term debt	986	988	888	838	838
Other current liabilities	382	334	381	409	431
Current liabilities	1,739	1,811	1,784	1,793	1,848
Total liabilities and shareholders' equity	13,346	13,615	13,243	13,006	13,078
Net working capital	(227)	(378)	(407)	(438)	(470)
Invested capital	11,832	11,405	11,221	11,042	10,926

* Includes convertibles and preferred stock which is being treated as debt

Per share (THB)

Book value per share	21.13	21.72	21.40	21.96	22.50
Tangible book value per share	21.13	21.72	21.40	21.96	22.50

Financial strength

Net debt/equity (%)	89.3	76.4	64.8	58.0	52.6
Net debt/total assets (%)	40.9	35.4	32.5	30.4	28.0
Current ratio (x)	0.7	1.0	0.9	0.9	0.9
CF interest cover (x)	0.7	2.5	(0.2)	0.9	1.8

Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	(7.6)	(19.9)	26.9	15.0	12.6
Recurring P/E @ target price (x) *	(14.4)	(37.7)	51.0	28.5	23.8
Reported P/E (x)	(9.8)	21.3	26.9	15.0	12.6
Dividend yield (%)	-	-	1.9	3.3	4.0
Price/book (x)	0.5	0.5	0.5	0.5	0.5
Price/tangible book (x)	0.5	0.5	0.5	0.5	0.5
EV/EBITDA (x) **	68.7	15.0	9.4	8.0	7.4
EV/EBITDA @ target price (x) **	92.2	20.5	13.2	11.4	10.6
EV/invested capital (x)	0.7	0.7	0.7	0.7	0.7

* Pre-exceptional, pre-goodwill and fully diluted ** EBITDA includes associate income and recurring non-operating income

Sources: Bound and Beyond; FSSIA estimates

BOUND AND BEYOND PCL (BEYOND TB)

FSSIA ESG rating

★ ★

25.31 /100

Exhibit 15: 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.

Source: FSSIA estimates

Exhibit 16: 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	25.31	--	--	--	5.00	5.00	Certified	--	42.49	--	--	--	--	--	--
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	--
SHR	25.00	--	Y	Y	5.00	5.00	--	--	--	--	--	--	--	--	--

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 17: ESG disclosure from the company's one report

FY ending Dec 31	FY 2022	FY ending Dec 31	FY 2022
Environmental		Governance	
Climate change policy	Yes	Board size / Independent directors (ID) / Female	9 / 4 / 1
Climate change opportunities discussed	--	No. of board meetings for the year / % attendance	8 / 97.22%
GHG scope 2 location-based policy	Yes	Company conducts board evaluations	Yes
Biodiversity policy	Yes	Number of non-executive directors on board	8
Energy efficiency policy	Yes	Director share ownership guidelines	No
Electricity used	Yes	Board age limit	No
Fuel used - crude oil/diesel	--	Age of the youngest / oldest director	36 / 80
Waste reduction policy	Yes	Number of executives / female	7 / 3
Water policy	Yes	Executive share ownership guidelines	No
Water consumption	Yes	Size of audit committee / ID	3 / 3
Social		Audit committee meetings	5
Human rights policy	Yes	Audit committee meeting attendance (%)	100
Policy against child labor	Yes	Size of compensation committee	3 / 0
Quality assurance and recall policy	--	Number of compensation committee meetings	2
Consumer data protection policy	Yes	Compensation committee meeting attendance (%)	100
Equal opportunity policy	Yes	Size of nomination committee / ID	3 / 0
Gender pay gap breakout	--	Number of nomination committee meetings	2
Pct women in workforce	48%	Nomination committee meeting attendance (%)	100
Business ethics policy	Yes	Board compensation (THB m)	7.01
Anti-bribery ethics policy	Yes	Auditor fee (THB m)	2.35
Health and safety policy	Yes	(EY Company Limited)	
Lost time incident rate - employees	--		
Training policy	Yes		
Fair remuneration policy	Yes		
Number of employees - CSR	977		
Total hours spent by firm - employee training	--		
Social supply chain management	--		

Source: 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 Sustainability	The Sustainability's 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 border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>NEGL</th> <th>Low</th> <th>Medium</th> <th>High</th> <th>Severe</th> </tr> </thead> <tbody> <tr> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40+</td> </tr> </tbody> </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 border="1" style="margin-left: auto; margin-right: auto;"> <tbody> <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="3">Average:</td> <td rowspan="3">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> </tr> <tr> <td>CCC</td> <td>0.000-1.428</td> <td>Laggard:</td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </tbody> </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	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
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																				
CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks																		
Moody's ESG solutions	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																				
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i>																				
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																				
Bloomberg	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																			
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																			

[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

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Teerapol Udomvej, CFA FSS International Investment Advisory Securities Co., Ltd

The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

This report has been prepared by FSS International Investment Advisory Securities Company Limited (FSSIA). The information herein has been obtained from sources believed to be reliable and accurate; however FSSIA makes no representation as to the accuracy and completeness of such information. Information and opinions expressed herein are subject to change without notice. FSSIA has no intention to solicit investors to buy or sell any security in this report. In addition, FSSIA does not guarantee returns nor price of the securities described in the report nor accept any liability for any loss or damage of any kind arising out of the use of such information or opinions in this report. Investors should study this report carefully in making investment decisions. All rights are reserved.

This report may not be reproduced, distributed or published by any person in any manner for any purpose without permission of FSSIA. Investment in securities has risks. Investors are advised to consider carefully before making investment decisions.

Company	Ticker	Price	Rating	Valuation & Risks
Bound and Beyond	BEYOND TB	THB 11.60	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 3.94	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 32.75	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	CENDEL TB	THB 44.25	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 higher competition in the F&B business, which may result in price competition; and 3) the slower-than-expected recovery of international tourist numbers.
The Erawan Group	ERW TB	THB 4.58	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.
S Hotels and Resorts	SHR TB	THB 2.54	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 9.00	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.

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 25-Mar-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.