Minor International

Minor International Public Company Limited

Mon, Aug 15, 2022

MINT

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MINT TB

2Q22: Net profit beat but core profit in line.

MINT reported a 2Q22 profit of Bt1.6bn, better than SCBS and market estimates from extra items. Excluding this, core profit was in line with estimates at Bt1.2bn, up from a core loss of Bt3.4bn in 2Q21 and Bt3.6bn in 1Q22, underwritten by stronger hotel operations in Europe. We believe MINT's 3022 earnings are on the path to recovery with YoY growth from growing travel demand in Europe, Thailand's reopening and China's easing restrictions. We maintain our 3-month tactical call of Outperform on MINT with end-2023 TP of Bt38/share

2Q22: Net profit beat but core profit in line. MINT reported a 2Q22 profit of Bt1.6bn, better than SCBS and market estimates of Bt1.2-1.4bn from extra items. Excluding this, core profit lined up with estimates at Bt1.2bn, up from a core loss of Bt3.4bn in 2021 and Bt3.6bn in 1022. 1H22 core loss was Bt2.4bn, improving from a core loss of Bt8.6bn in 1H21.

Highlights.

- Key driver was the hotel business (74% of revenue), primarily NH Hotel Group (NHH: MINT's European base). NHH reported a record high core profit of €64mn (~Bt2.2bn), up from a core loss of €51mn in 2Q21 and €80mn in 1Q22, underwritten by strong recovery in travel demand and high season in Europe. Occupancy rate was 68.6% in 2Q22 (vs. 23.7% in 2Q21 and 40% in 1Q22); average room rate (ARR) was €121/night (above pre-COVID-19 level).
- Food business (18% of revenue): overall SSS grew 7.8% in 2Q22 (vs. +6.1% in 2Q21 and +4.2% in 1Q22) boosted by operations in Thailand, where SSS was +13.3% while China was weak with SSS at -42.7%, hurt by restrictions to control COVID-19.
- Interest-bearing-debt to equity improved to 1.56x as of June 30, 2022 (from 1.7x as of March 31, 2022)

Earnings outlook. We expect MINT's earnings to improve YoY in 3Q22 but drop OoO as it will be a lower season in Europe. We maintain our earnings projection and see MINT as on the path to recovery with a lower core loss of Bt2.9bn in 2022 from Bt9.3bn in 2021 and then turn to a profit of Bt5.6bn in 2023 as the hotel business improves in tandem with continued recovery in Europe and better operations in Thailand after the country's reopening plus a better food business in Thailand off a low base in 2Q-3Q21 during COVID-19 restrictions and in China as it begins easing restrictions.

Risks. 1) an economic slowdown that would derail travel demand and 2) cost inflation that would damage the profitability of its hotel and food businesses.

Forecasts and valuation

| Year to 31 Dec | Unit | 2020 | 2021 | 2022F | 2023F | 2024F |
|-------------------|--------|----------|----------|---------|---------|---------|
| Revenue | (Btmn) | 55,954 | 69,315 | 92,125 | 123,473 | 129,597 |
| EBITDA | (Btmn) | 2,984 | 15,097 | 22,159 | 32,125 | 34,146 |
| Core profit | (Btmn) | (19,432) | (9,312) | (2,884) | 5,613 | 7,061 |
| Reported profit | (Btmn) | (21,407) | (13,167) | (2,884) | 5,613 | 7,061 |
| Core EPS | (Bt) | (3.97) | (1.79) | (0.55) | 1.08 | 1.35 |
| DPS | (Bt) | 0.00 | 0.00 | 0.00 | 0.43 | 0.54 |
| P/E, core | (X) | N.M. | N.M. | N.M. | 31.6 | 25.1 |
| EPS growth, core | (%) | N.M. | N.M. | N.M. | N.M. | N.M. |
| P/BV, core | (X) | 2.2 | 2.2 | 2.4 | 2.3 | 2.2 |
| ROE | (%) | (24.0) | (12.0) | (3.7) | 7.3 | 8.9 |
| Dividend yield | (%) | 0.0 | 0.0 | 0.0 | 1.3 | 1.6 |
| FCF yield | (%) | (7.8) | 12.5 | 0.9 | 3.3 | 5.5 |
| EV/EBIT | (X) | N.M. | N.M. | N.M. | 22.8 | 19.6 |
| EBIT growth, core | (%) | N.M. | N.M. | N.M. | N.M. | 13.9 |
| EV/CE | (x) | 0.9 | 0.9 | 0.9 | 0.9 | 0.9 |
| ROCE | (%) | (3.6) | (1.1) | 0.9 | 3.6 | 4.1 |
| EV/EBITDA | (X) | N.M. | N.M. | 12.8 | 8.8 | 8.1 |
| EBITDA growth | (%) | (86.0) | 405.9 | 46.8 | 45.0 | 6.3 |

Source: SCBS Investment Research



Tactical: OUTPERFORM

(3-month) Stock data

| Stoen aata | |
|----------------------------|-----------|
| Last close (Aug 11) (Bt) | 34.00 |
| Target price (Bt) | 38.00 |
| Mkt cap (Btbn) | 178.75 |
| Mkt cap (US\$mn) | 5,081 |
| | |
| Beta | L |
| Mkt cap (%) SET | 0.92 |
| Sector % SET | 0.67 |
| Shares issued (mn) | 5,257 |
| Par value (Bt) | 1.00 |
| 12-m high / low (Bt) | 36.3 / 27 |
| Avg. daily 6m (US\$mn) | 16.18 |
| Foreign limit / actual (%) | 49 / 31 |
| Free float (%) | 61.4 |
| Dividend policy (%) | NA |

2021 Sustainability / ESG Score

Sustainability Index (THSI) Included

| ESG Bloomberg Score | 62.09 |
|--------------------------------|-------|
| Environmental Score | 64.66 |
| Social Score | 31.62 |
| Governance Score | 89.86 |
| Source: Bloomberg Finance L.P. | |

Share performance

| (%) | 1M | 3M | 12M | | | | |
|-------------------------------------|-------|-----|------|--|--|--|--|
| Absolute | 3.8 | 4.6 | 14.3 | | | | |
| Relative to SET | (1.0) | 2.2 | 8.0 | | | | |
| Source SET SCRS Investment Decearch | | | | | | | |

ource: SET, SCBS Investment Resea

Analyst

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ESG Disclosure Score

| | 2020 | 2021 |
|--|-----------|-----------|
| ESG Disclosure Score | 58.79 | 62.09 |
| Environment | 64.66 | 64.66 |
| Total GHG Emissions (thousands of metric tonnes) | 306.92 | 349.91 |
| Total Water Use (thousands of cubic meters) | 6,383.75 | 9,958.55 |
| Hazardous Waste (thousands of metric tonnes) | 0.01 | 0.35 |
| Total Waste (thousands of metric tonnes) | 0.76 | 4.78 |
| | | |
| Social | 27.99 | 31.62 |
| Number of Employees | 66,451.00 | 64,389.00 |
| Workforce Accidents | n.a. | n.a. |
| Lost Time from Accidents | n.a. | n.a. |
| Fatalities - Contractors | n.a. | n.a. |
| Fatalities - Employees | n.a. | n.a. |
| Fatalities - Total | n.a. | n.a. |
| Community Spending | n.a. | n.a. |
| | | |
| Governance | 83.59 | 89.86 |
| Size of the Board | 11.00 | 11.00 |
| Independent Directors | 4.00 | 4.00 |
| % Independent Directors | 36.36 | 36.36 |
| Board Duration (Years) | 3.00 | 3.00 |
| # Board Meetings | 9.00 | 5.00 |
| Board Mtg Attendance (%) | 98.16 | 94.54 |
| Source: Bloomberg Finance L.P. | | |

Disclaimer

Bloomberg ESG Disclosure Scores rate companies on their level of disclosure of ESG data. Bloomberg offers four disclosure scores, for overall ESG, as well as Environmental, Social, and Governance such as energy consumption, board composition, and workforce accidents

Company ESG reporting has evolved since our ESG Disclosure Score was originally created in **2010**. In order to reflect the evolution in corporate reporting, in early **2022** Bloomberg updated its ESG disclosure scores methodology. The methodology changes were implemented for all years of data for all companies in the ESG Coverage universe.

To review the fully transparent methodology, calculate disclosure scores for any company, and compare a company's scores vs its peers, see ESG Disclosure Score Model in Bloomberg



Minor International PLC

Financial statement

| Profit and Loss Statemen | t | | | | | | | | |
|--|---------------------|-----------------------|-------------------------|---------------------------|-----------------------------|---------------------|---------------|-----------------------|-----------------------|
| FY December 31 | Unit | 2017 | 2018 | 2019 | 2020 | 2021 | 2022F | 2023F | 2024F |
| Total revenue | (Btmn) | 55,001 | 74,938 | 118,779 | 55,954 | 69,315 | 92,125 | 123,473 | 129,597 |
| Cost of goods sold | (Btmn) | 22,646 | 32,767 | 63,927 | 47,254 | 47,417 | 62,125 | 79,558 | 82,417 |
| Gross profit | (Btmn) | 32,355 | 42,171 | 54,852 | 8,700 | 21,898 | 29,943 | 43,915 | 47,181 |
| SG&A | (Btmn) | 27,833 | 35,604 | 46,269 | 24,827 | 34,942 | 32,535 | 35,287 | 37,024 |
| Other income | (Btmn) | 2,568 | 3,074 | 3,780 | 2,622 | 6,730 | 4,606 | 3,704 | 3,888 |
| Interest expense | (Btmn) | 1,757 | 2,869 | 4,081 | 7,452 | 8,118 | 6,708 | 6,361 | 6,178 |
| Pre-tax profit | (Btmn) | 5,333 | 6,772 | 8,282 | (22,710) | (12,963) | (4,694) | 5,972 | 7,866 |
| Corporate tax | (Btmn) | 787 | | 1,753 | | | | 1,075 | |
| Equity a/c profits | (Btmn) | 1,074 | 1,289 488 | 828 | (2,445) (464) | (2,851) (209) | (845) 461 | 864 | 1,416 907 |
| Minority interests | (Btmn) | | | | . , | () | 504 | | |
| Core profit | (Btmn) | (205) 5,415 | (244) 5,728 | (296) 7,060 | 1,296 (19,432) | 1,009 | (2,884) | (148) 5,613 | (296) 7,061 |
| Extra-ordinary items | (Btmn) | 3,413 0 | | • | | (9,312) | (2,004) | 3,013 | 0 |
| Net Profit | (Btmn) | 5,415 | (1,220) 4,508 | 3,638 10,698 | (1,975) (21,407) | (3,855) (13,167) | (2,884) | 5,613 | 7,061 |
| EBITDA | (Btmn) | 11,220 | 15,366 | 21,277 | | 15,097 | 22,159 | 32,125 | 34,146 |
| Core EPS (Bt) | | 11,220 | 15,500 1.24 | 1.53 | 2,984 (3.97) | | | 1.08 | 1.35 |
| • • • | (Btmn) | | | | . , | (1.79) | (0.55) | | |
| Net EPS (Bt) | (Bt) (Bt) | 1.22 0.40 | 0.98 | 2.32 | (4.37) 0.00 | (2.53) | (0.55) | 1.08 0.43 | 1.35 |
| DPS (Bt) | (BL) | 0.40 | 0.40 | 0.00 | 0.00 | 0.00 | 0.00 | 0.43 | 0.54 |
| Balance Sheet (Btmn) | | | | | | | | | |
| FY December 31 | Unit | 2017 | 2018 | 2019 | 2020 | 2021 | 2022F | 2023F | 2024F |
| Total current assets | (Btmn) | 21,530 | 37,975 | 38,599 | 52,064 | 48,827 | 42,567 | 50,663 | 46,886 |
| Total fixed assets | (Btmn) | 51,376 | 133,047 | 123,129 | 122,718 | 130,050 | 127,018 | 126,618 | 125,909 |
| Total assets | (Btmn) | 119,100 | 268,081 | 254,184 | 362,327 | 369,633 | 356,823 | 361,722 | 354,438 |
| Total loans | (Btmn) | 50,145 | 126,858 | 112,346 | 136,339 | 131,879 | 119,483 | 116,074 | 104,773 |
| Total current liabilities | (Btmn) | 16,603 | 43,653 | 35,592 | 41,238 | 58,058 | 52,777 | 66,845 | 64,000 |
| Total long-term liabilities | (Btmn) | 44,832 | 109,239 | 102,386 | 129,897 | 114,483 | 111,074 | 99,773 | 92,333 |
| Total liabilities | (Btmn) | 68,596 | 185,780 | 168,316 | 286,003 | 290,140 | 281,450 | 284,217 | 273,932 |
| Paid-up capital | (Btmn) | 4,619 | 4,619 | 4,619 | 5,182 | 5,214 | 5,214 | 5,214 | 5,214 |
| Total equity | (Btmn) | 50,504 | 82,301 | 85,868 | 76,324 | 79,492 | 75,373 | 77,505 | 80,506 |
| BVPS (Bt) | (Bt) | 11.37 | 17.82 | 18.59 | 15.57 | 15.25 | 14.46 | 14.87 | |
| DVF3 (DC) | (60) | 11.57 | 17.82 | 10.59 | 15.57 | 15.25 | 14.40 | 14.07 | 15.44 |
| Cash Flow Statement (Btmn) | | | | | | | | | |
| FY December 31 | Unit | 2017 | 2018 | 2019 | 2020 | 2021 | 2022F | 2023F | 2024F |
| Core Profit | (Btmn) | 5,415 | 5,728 | 7,060 | (19,432) | (9,312) | (2,884) | 5,613 | 7,061 |
| Depreciation and amortization | (Btmn) | 4,130 | 5,725 | 8,914 | 18,241 | 19,942 | 20,144 | 19,792 | 20,102 |
| Operating cash flow | (Btmn) | 6,585 | 7,360 | 14,766 | (2,500) | 13,026 | 15,207 | 22,402 | 26,427 |
| Investing cash flow | (Btmn) | (11,689) | (83,145) | (3,781) | (10,531) | 9,210 | (13,595) | (16,595) | (16,595) |
| Financing cash flow | (Btmn) | 6,156 | 82,971 | (11,357) | 24,949 | (23,711) | (13,631) | (6,890) | (15,361) |
| Net cash flow | (Btmn) | 1,052 | 7,186 | (373) | 11,918 | (1,475) | (12,019) | (1,082) | (5,529) |
| | | • | | | , | | | | |
| Key Financial Ratios | | | | | | | | | |
| FY December 31 | Unit | 2017 | 2018 | 2019 | 2020 | 2021 | 2022F | 2023F | 2024F |
| Gross margin | (%) | 58.8 | 56.3 | 46.2 | 15.5 | 31.6 | 32.5 | 35.6 | 36.4 |
| Operating margin | (%) | 8.2 | 8.8 | 7.2 | (28.8) | (18.8) | (2.8) | 7.0 | 7.8 |
| EBITDA margin | (%) | 20.4 | 20.5 | 17.9 | 5.3 | 21.8 | 24.1 | 26.0 | 26.3 |
| EBIT margin | (%) | 7.9 | 7.0 | 5.2 | (33.9) | (13.1) | (3.6) | 3.8 | 4.7 |
| Net profit margin | (%) | 9.8 | 6.0 | 9.0 | (38.3) | (19.0) | (3.1) | 4.5 | 5.4 |
| ROE | (%) | 11.9 | 8.6 | 8.4 | (24.0) | (12.0) | (3.7) | 7.3 | 8.9 |
| ROA | (%) | 4.8 | 3.0 | 2.7 | (6.3) | (2.5) | (0.8) | 1.6 | 2.0 |
| Net D/E | (x) | 0.9 | 1.4 | 1.2 | 1.4 | 1.3 | 1.4 | 1.3 | 1.2 |
| Interest coverage | (x) | 6.4 | 5.4 | 5.2 | 0.4 | 1.9 | 3.3 | 5.1 | 5.5 |
| Debt service coverage | (x) | 1.6 | 0.7 | 1.5 | 0.2 | 0.6 | 1.5 | 1.4 | 1.8 |
| Payout Ratio | (%) | 32.8 | 41.0 | 0.0 | 0.0 | 0.0 | 0.0 | 40.0 | 40.0 |
| | | | | | | | | | |
| Main Assumptions | | 2017 | 2010 | 2010 | | 2024 | | | 20245 |
| FY December 31 | Unit | 2017 | 2018 | 2019 | 2020 | 2021 | 2022F | 2023F | 2024F |
| Owned hotels | (0/) | 62.0 | 77.0 | 70.0 | 25.4 | 22.7 | 40.0 | 70.5 | 74.5 |
| Occupancy rate | (%) | 62.0 | 77.0 | 72.3 | 25.4 | 33.7 | 48.8 | 70.5 | 71.5 |
| ARR | (Bt/room/night) | 6,228 | 6,307 | 3,910 | 3,130 | 3,346 | 3,896 | 4,097 | 4,220 |
| | (%) | 7.2 | 1.3 | (38.0) | (19.9) | 6.9 | 16.4 | 5.2 | 3.0 |
| ARR growth | (D) ()))) | | 4,872 | 2,826 | 796 | 1,129 | 1,899 | 2,889 | 3,018 |
| RevPar | (Bt/room/night) | 3,865 | | | /= · - · | | | | |
| RevPar RevPar growth | (%) | 5.8 | 26.1 | (42.0) | (71.8) | 41.8 | 68.2 | 52.1 | 4.5 |
| RevPar RevPar growth No. of owned rooms | (%) rooms | 5.8 7,039 | 26.1 7,063 | (42.0) 54,255 | 54,707 | 54,846 | 56,534 | 56,534 | 56,534 |
| RevPar RevPar growth No. of owned rooms Growth | (%) | 5.8 | 26.1 | (42.0) | | | | | |
| RevPar RevPar growth No. of owned rooms Growth QSR business | (%) rooms (%) | 5.8 7,039 (1.1) | 26.1 7,063 0.3 | (42.0) 54,255 668.2 | 54,707 0.8 | 54,846 0.3 | 56,534 3.1 | 56,534 0.0 | 56,534 0.0 |
| RevPar RevPar growth No. of owned rooms Growth | (%) rooms | 5.8 7,039 | 26.1 7,063 | (42.0) 54,255 | 54,707 | 54,846 | 56,534 | 56,534 | 56,534 |



Financial statement

| Profit | and | Loss | Statement |
|--------|-----|------|-----------|
|--------|-----|------|-----------|

| FY December 31 | Unit | 3Q20 | 4Q20 | 1Q21 | 2Q21 | 3Q21 | 4Q21 | 1Q22 | 2Q22 |
|----------------------|--------|---------|---------|---------|---------|---------|---------|---------|--------|
| Total revenue | (Btmn) | 14,471 | 13,174 | 12,147 | 13,590 | 19,446 | 24,132 | 19,560 | 31,334 |
| Cost of goods sold | (Btmn) | 12,884 | 11,870 | 10,056 | 10,584 | 12,816 | 13,962 | 13,591 | 17,064 |
| Gross profit | (Btmn) | 1,587 | 1,304 | 2,091 | 3,006 | 6,630 | 10,170 | 5,970 | 14,270 |
| SG&A | (Btmn) | 5,071 | 5,082 | 7,484 | 7,840 | 9,747 | 9,871 | 8,249 | 10,569 |
| Other income | (Btmn) | 584 | 850 | 607 | 2,167 | 1,343 | 2,613 | 595 | 766 |
| Interest expense | (Btmn) | 2,334 | 1,398 | 1,995 | 2,265 | 2,163 | 1,695 | 2,056 | 2,157 |
| Pre-tax profit | (Btmn) | (5,625) | (5,168) | (6,236) | (4,386) | (2,955) | 614 | (4,056) | 2,300 |
| Corporate tax | (Btmn) | (705) | (429) | (512) | (847) | (556) | (936) | (145) | 812 |
| Equity a/c profits | (Btmn) | (151) | 72 | (36) | (119) | (84) | 30 | 55 | (137) |
| Minority interests | (Btmn) | 288 | 353 | 549 | 264 | 116 | 79 | 274 | (140) |
| Core profit | (Btmn) | (4,783) | (4,314) | (5,211) | (3,394) | (2,367) | 1,660 | (3,582) | 1,210 |
| Extra-ordinary items | (Btmn) | (812) | (1,277) | (2,039) | (530) | 1,931 | (3,217) | (212) | 351 |
| Net Profit | (Btmn) | (5,595) | (5,591) | (7,250) | (3,924) | (436) | (1,557) | (3,794) | 1,561 |
| EBITDA | (Btmn) | 1,620 | (208) | 559 | 2,941 | 4,278 | 7,318 | 2,691 | 9,344 |
| Core EPS (Bt) | (Btmn) | (0.92) | (0.83) | (1.01) | (0.65) | (0.46) | 0.32 | (0.68) | 0.23 |
| Net EPS (Bt) | (Bt) | (1.08) | (1.08) | (1.40) | (0.76) | (0.08) | (0.30) | (0.72) | 0.30 |

| FY December 31 | Unit | 3020 | 4020 | 1Q21 | 2Q21 | 3Q21 | 4021 | 1Q22 | 2Q22 |
|-----------------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| Total current assets | (Btmn) | 56,323 | 52,064 | 47,030 | 54,557 | 46,366 | 48,827 | 46,850 | 54,615 |
| Total fixed assets | (Btmn) | 128,985 | 122,718 | 119,872 | 117,203 | 119,553 | 130,050 | 126,996 | 124,318 |
| Total assets | (Btmn) | 376,933 | 362,327 | 353,003 | 362,628 | 359,720 | 369,633 | 363,431 | 364,423 |
| Total loans | (Btmn) | 138,223 | 136,339 | 135,121 | 141,817 | 135,823 | 131,879 | 128,629 | 123,754 |
| Total current liabilities | (Btmn) | 50,317 | 41,238 | 47,405 | 54,982 | 53,080 | 58,058 | 51,822 | 53,792 |
| Total long-term liabilities | (Btmn) | 123,295 | 129,897 | 121,885 | 125,507 | 122,708 | 114,483 | 120,115 | 117,656 |
| Total liabilities | (Btmn) | 294,165 | 286,003 | 283,583 | 297,016 | 296,239 | 290,140 | 287,768 | 285,115 |
| Paid-up capital | (Btmn) | 5,182 | 5,182 | 5,192 | 5,195 | 5,199 | 5,214 | 5,218 | 5,257 |
| Total equity | (Btmn) | 82,768 | 76,324 | 69,420 | 65,612 | 63,481 | 79,492 | 75,663 | 79,308 |
| BVPS (Bt) | (Bt) | 15.97 | 14.73 | 13.40 | 12.66 | 12.25 | 15.25 | 14.43 | 15.21 |

Cash Flow Statement (Btmn)

| FY December 31 | Unit | 3Q20 | 4Q20 | 1Q21 | 2Q21 | 3Q21 | 4Q21 | 1Q22 | 2Q22 |
|-------------------------------|--------|---------|---------|---------|---------|----------|---------|---------|---------|
| Core Profit | (Btmn) | (4,783) | (4,314) | (5,211) | (3,394) | (2,367) | 1,660 | (3,582) | 1,210 |
| Depreciation and amortization | (Btmn) | 4,911 | 3,562 | 4,801 | 5,062 | 5,069 | 5,009 | 4,690 | 4,888 |
| Operating cash flow | (Btmn) | 835 | (754) | 593 | 2,042 | 2,873 | 7,518 | 3,908 | 6,574 |
| Investing cash flow | (Btmn) | (2,715) | (360) | (1,320) | 4,237 | 5,009 | 1,284 | (4,387) | 4,059 |
| Financing cash flow | (Btmn) | 13,295 | (4,275) | (3,455) | 318 | (14,098) | (6,475) | (6,628) | (2,141) |
| Net cash flow | (Btmn) | 11,415 | (5,390) | (4,182) | 6,596 | (6,217) | 2,327 | (7,106) | 8,492 |

Key Financial Ratios

| FY December 31 | Unit | 3Q20 | 4Q20 | 1Q21 | 2Q21 | 3Q21 | 4Q21 | 1Q22 | 2Q22 |
|-----------------------|------|--------|--------|--------|--------|--------|--------|--------|-------|
| Gross margin | (%) | 11.0 | 9.9 | 17.2 | 22.1 | 34.1 | 42.1 | 30.5 | 45.5 |
| Operating margin | (%) | (24.1) | (28.7) | (44.4) | (35.6) | (16.0) | 1.2 | (11.7) | 11.8 |
| EBITDA margin | (%) | 11.2 | (1.6) | 4.6 | 21.6 | 22.0 | 30.3 | 13.8 | 29.8 |
| EBIT margin | (%) | (22.7) | (28.6) | (34.9) | (15.6) | (4.1) | 9.6 | (10.2) | 14.2 |
| Net profit margin | (%) | (38.7) | (42.4) | (59.7) | (28.9) | (2.2) | (6.5) | (19.4) | 5.0 |
| ROE | (%) | (24.4) | (24.0) | (27.9) | (24.0) | (20.0) | (12.0) | (19.7) | (6.5) |
| ROA | (%) | (6.4) | (6.3) | (5.8) | (4.8) | (4.0) | (2.5) | (4.0) | (1.3) |
| Net D/E | (x) | 1.3 | 1.4 | 1.6 | 1.7 | 1.8 | 1.3 | 1.5 | 1.2 |
| Interest coverage | (x) | 0.7 | (0.1) | 0.3 | 1.3 | 2.0 | 4.3 | 1.3 | 4.3 |
| Debt service coverage | (x) | 0.3 | (0.1) | 0.1 | 0.5 | 0.8 | 1.2 | 0.6 | 2.5 |

Main Assumptions

| the second se | | | | | | | | | |
|---|-----------------|--------|--------|--------|--------|--------|--------|--------|--------|
| FY December 31 | Unit | 3Q20 | 4Q20 | 1Q21 | 2Q21 | 3Q21 | 4Q21 | 1Q22 | 2Q22 |
| Owned hotels | | | | | | | | | |
| Occupancy rate | (%) | 30.0 | 17.0 | 14.0 | 23.0 | 47.0 | 48.0 | 39.0 | 66.0 |
| ARR | (Bt/room/night) | 3,023 | 2,888 | 2,880 | 3,238 | 3,793 | 3,980 | 3,700 | 4,842 |
| ARR growth | (%) | (19.8) | (22.7) | (24.4) | 26.3 | 25.5 | 37.8 | 28.5 | 49.5 |
| RevPar | (Bt/room/night) | 899 | 505 | 415 | 739 | 1,778 | 1,910 | 1,460 | 3,207 |
| RevPar growth | (%) | (67.6) | (80.8) | (76.3) | 413.2 | 97.8 | 278.2 | 251.8 | 334.0 |
| No. of owned rooms | rooms | 55,190 | 54,707 | 54,539 | 54,537 | 54,977 | 19,112 | 54,573 | 54,443 |
| Growth | (%) | 3.3 | 0.8 | (0.3) | 0.1 | (0.4) | (65.1) | 0.1 | (0.2) |
| QSR business | | | | | | | | | |
| SSS | (%) | (15.9) | (13.7) | (15.3) | 6.1 | (7.2) | (1.7) | 4.2 | 7.8 |
| No. of outlets | (outlets) | 2,356 | 2,370 | 2,365 | 2,367 | 2,373 | 2,389 | 2,410 | 2,459 |

Minor International PLC

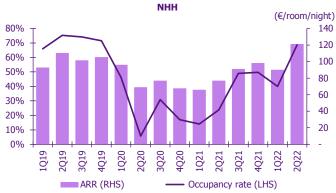


Figure 1: MINT earnings review

| (Bt mn) | 2Q21 | 3Q21 | 4Q21 | 1Q22 | 2Q22 | YoY% | QoQ% | 1H21 | 1H22 | YoY% |
|------------------------|---------|---------|---------|---------|---------|--------------|--------------|----------|---------|--------------|
| Revenue | 13,590 | 19,446 | 24,132 | 19,560 | 31,334 | 130.6 | 60.2 | 25,737 | 50,894 | 97.7 |
| Gross profit | 3,006 | 6,630 | 10,170 | 5,970 | 14,270 | 374.6 | 139.0 | 5,098 | 20,240 | 297.0 |
| EBITDA | 2,941 | 4,278 | 7,318 | 2,691 | 9,344 | 217.7 | 247.3 | 3,501 | 12,035 | 243.8 |
| Core profit | (3,394) | (2,367) | 1,660 | (3,582) | 1,210 | N.M. | N.M. | (8,605) | (2,371) | N.M. |
| Net profit | (3,924) | (436) | (1,557) | (3,794) | 1,561 | N.M. | N.M. | (11,174) | (2,232) | N.M. |
| EPS (Bt/share) | (0.76) | (0.08) | (0.30) | (0.72) | 0.30 | N.M. | N.M. | (2.16) | (0.42) | N.M. |
| Balance Sheet | | | | | | | | | | |
| Total Assets | 362,628 | 359,720 | 369,633 | 363,431 | 364,423 | 0.5 | 0.3 | 362,628 | 364,423 | 0.5 |
| Total Liabilities | 297,016 | 296,239 | 290,140 | 287,768 | 285,115 | (4.0) | (0.9) | 297,016 | 285,115 | (4.0) |
| Total Equity | 65,612 | 63,481 | 79,492 | 75,663 | 79,308 | 20.9 | 4.8 | 65,612 | 79,308 | 20.9 |
| BVPS (Bt/share) | 12.7 | 12.2 | 15.2 | 14.4 | 15.2 | 20.1 | 5.4 | 12.7 | 15.2 | 20.1 |
| Financial Ratio | | | | | | | | | | |
| Gross Margin (%) | 22.1 | 34.1 | 42.1 | 30.5 | 45.5 | | | 19.8 | 39.8 | |
| EBITDA margin (%) | 21.6 | 22.0 | 30.3 | 13.8 | 29.8 | | | 13.6 | 23.6 | |
| Net Profit Margin (%) | (28.9) | (2.2) | (6.5) | (19.4) | 5.0 | | | (43.4) | (4.4) | |
| ROA (%) | (3.8) | (2.6) | 1.8 | (4.0) | 1.3 | | | (4.8) | (1.3) | |
| ROE (%) | (18.9) | (12.9) | 8.5 | (19.7) | 6.7 | | | (24.0) | (6.5) | |
| D/E (X) | 2.16 | 2.14 | 1.66 | 1.70 | 1.56 | | | 2.16 | 1.56 | |
| Operational statistics | 2Q21 | 3Q21 | 4Q21 | 1Q22 | 2Q22 | % Chg YoY | % Chg QoQ | 1H21 | 1H22 | % Chg YoY |
| Hotel (Overall) | | | | | | | | | | |
| Occupancy rate (%) | 28.0 | 46.0 | 49.0 | 29.0 | 65.0 | 37.0 | 36.0 | 25.0 | 54.0 | 29.0 |
| ARR (Bt/room/night) | 3,773 | 3,962 | 4,393 | 4,730 | 5,003 | 32.6 | 5.8 | 3,732 | 4,720 | 26.5 |
| RevPar (Bt/room/night) | 1,057 | 1,816 | 2,148 | 1,844 | 3,232 | 205.8 | 75.3 | 916 | 2,543 | 177.6 |
| No. of rooms | 75,242 | 75,546 | 75,621 | 75,805 | 75,707 | 0.6 | (0.1) | 75,638 | 75,621 | (0.0) |
| Hotel (owned hotels) | | | | | | | | | | |
| Occupancy rate (%) | 23.0 | 47.0 | 48.0 | 39.0 | 66.0 | 43.0 | 27.0 | 19.0 | 53.0 | 34.0 |
| ARR (Bt/room/night) | 3,238 | 3,793 | 3,980 | 3,700 | 4,842 | 49.5 | 30.9 | 3,100 | 4,418 | 42.5 |
| RevPar (Bt/room/night) | 739 | 1,778 | 1,910 | 1,460 | 3,207 | 334.0 | 119.7 | 579 | 2,338 | 303.8 |
| No. of rooms | 54,537 | 54,977 | 54,846 | 54,573 | 54,443 | (0.2) | (0.2) | 54,707 | 54,846 | 0.3 |
| Food | | | | | | | | | | |
| SSS (%) | 6.1 | (7.2) | (1.7) | 4.2 | 7.8 | 1.7 | 3.6 | (6.0) | 6.0 | 12.0 |
| TSSS (%) | 36.4 | (7.5) | 6.0 | 11.5 | 13.3 | (23.1) | 1.8 | 6.8 | 12.4 | 5.6 |
| | | | | | | | | | 2,389 | 0.8 |

Source: Company data and SCBS Investment Research

Figure 2: NHH's operations



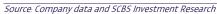
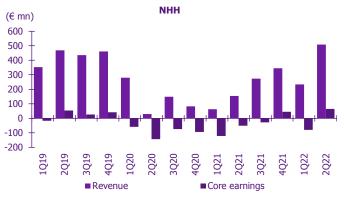
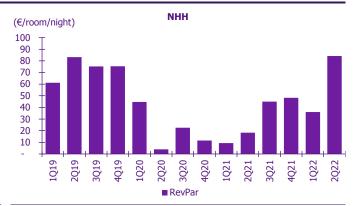


Figure 3: NHH quarterly earnings



Source: Company data and SCBS Investment Research



Source: Company data and SCBS Investment Research



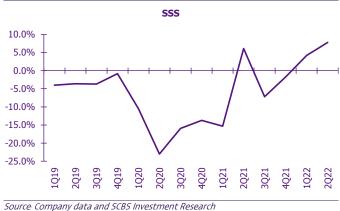




Figure 5: Valuation summary (price as of Aug 11, 2022)

| | Rating | Price | Target | ETR | P/E (x) | | EPS growth (%) | | P/BV (x) | | ROE (%) | | | Div. Yield (%) | | | EV/EBITDA (x) | | | | |
|---------|------------|---------|---------|--------|-----------|-------|----------------|------|----------|-----|---------|-----|--------|----------------|-----|-----|---------------|-----|------|-------|------|
| | | (Bt/Sh) | (Bt/Sh) | (%) | 21A 22F | 23F | 21A | 22F | 23F | 21A | 22F | 23F | 21A | 22F | 23F | 21A | 22F | 23F | 21A | 22F | 23F |
| AWC | Outperform | 5.30 | 5.8 | 9.4 | n.m. n.m. | 287.1 | (76.3) | 57.1 | n.m. | 2.1 | 2.2 | 2.2 | (2.9) | (1.2) | 0.8 | 0.2 | 0.0 | 0.1 | n.m. | 131.6 | 61.4 |
| CENTEL | Neutral | 42.50 | 38.0 | (10.6) | n.m. n.m. | 64.3 | (11.8) | 67.9 | n.m. | 3.1 | 3.2 | 3.1 | (12.1) | (3.1) | 4.9 | 0.0 | 0.0 | 0.6 | 32.7 | 20.4 | 13.3 |
| ERW | Outperform | 3.82 | 4.2 | 9.9 | n.m. n.m. | 151.4 | 34.7 | 73.6 | n.m. | 3.1 | 3.4 | 3.3 | (41.1) | (9.4) | 2.2 | 0.0 | 0.0 | 0.0 | n.m. | 34.8 | 15.4 |
| MINT | Outperform | 34.00 | 38.0 | 11.8 | n.m. n.m. | 31.6 | 55.0 | 69.0 | n.m. | 2.2 | 2.4 | 2.3 | (12.0) | (3.7) | 7.3 | 0.0 | 0.0 | 1.3 | 18.8 | 12.8 | 8.8 |
| Average | | | | | n.m. n.m. | 133.6 | 0.4 | 66.9 | n.m. | 2.6 | 2.8 | 2.7 | (17.0) | (4.3) | 3.8 | 0.1 | 0.0 | 0.5 | 25.8 | 49.9 | 24.7 |

Source: SCBS Investment Research

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Corporate Governance Report

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TIP was voluntarily delisted from the Stock Exchange of Thailand effectively on July 24, 2021

² RCI was voluntarily delisted from the Stock Exchange of Thailand, effectively on July 16, 2021

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2S, 7UP, ADVANC, AF, AI, AIE, AIRA, AKP, AMA, AMANAH, AMATA, AMATAV, AP, APCS, AQUA, ARROW, AS, ASIAN, ASK, ASP, AWC, AYUD, B, BAFS, BAM, BANPU, BAY, BBL, 25, 70°, ADVANC, AF, AJ, ALE, AIRA, ARF, ANA, ANAVARA, AMANARA, AMANARA, AMANARA, AR-S, AQUA, ARROW, AS, ASLAN, AS INTUCH, IRC, IRPC, ITEL, IVL, JKN, JR, K, KASET, KBANK, KBS, KCAR, KCE, KGI, KKP, KSL, KTB, KTC, KWI, L&E, LANNA, LH, LHFG, LHK, LPN, LRH, M, MAKRO, MALEE, MATCH, MBAX, MBK, MC, MCOT, META, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NATION, NBC, NEP, NINE, NKI, NOBLE, NOK, NSI, NWR, OCC, OGC, ORI, PAP, PATO, PB, PCSGH, PDG, PDJ, PG, PHOL, PK, PL, PLANB, PLANET, PLAT, PM, PPP, PPPM, PPS, PR9, PR8, PR6, PRINC, PRM, PROS, PSH, PSL, PSTC, PT, TG, PTT, PTTEP, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RATCH, RML, RWI, S & J, SAAM, SABINA, SAPPE, SAT, SC, SCB, SCC, SCCC, SCG, SCGP, SCM, SCN, SCA, SLD, SELD, SELIC, SENA, SGP, SINGER, SIRI, SITHAI, SKR, SMIT, SMK, SMPC, SNC, SNP, SORKON, SPACK, SPALI, SPC, SPI, SPRC, SRICHA, SSF, SSP, SSSC, SST, STA, STOWER, SUSCO, SVI, SYMC, SYNTEC, TAE, TAKUNI, TASCO, TCAP, TCMC, TFG, TFI, TFMAMA, TGH, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPCO, TISCO, TKS, TKT, TMILL, TMT, TNITY, TNL, TNP, TNR, TOG, TOP, TOPP, TPA, TPCS, TPP, TRU, TRUE, TSC, TSTE, TSTH, TTA, TTB, TTCL, TU, TVDH, TVI, TVO, TWPC, U, UBE, UBIS, UEC, UKEM, UOBKH, UPF, UV, VGI, VIH, WACOAL, WHA, WHAUP, WICE, WIKK, XO, YUASA, ZEN, ZIGA

N/A

SY-BAT, A, AS, AAV, ABICO, ABM, ACAP, ACC, ACE, ACG, ADB, ADD, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, ALL, ALLA, ALPHAX, ALUCON, AMARIN, AMC, AMR, ANAN, AOT, APEX, APP, APURE, AQ, ARIN, ARIP, ASAP, ASEFA, ASIA, ASIMAR, ASN, ASW, ATP30, AU, AUCT, BA, BBGI, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BFIT, BGT, BH, BIG, BIOTEC, BIS, BJC, BJCHI, BKD, BLAND, BLESS, BLISS, BM, BOL, BR, BRI, BROCK, BSM, BTNC, BTW, BUI, BYD, CAZ, CBG, CCET, CCP, CEYE, CGP, CHARAN, CHAYO, CHIC, CHO, CITY, CIVIL, CK, CKP, CMAN, CMO, CMR, CNT, COLOR, COMAN, CPANEL, CPH, CPT, CRANE, CRD, CSP, CSS, CTW, CV, CWT, D, DCON, DITTO, DMT, DOD, DPAINT, DTCI, DV8, EASON, EE, EFORL, EMC, ESSO, F&D, FANCY, FMT, FN, FORTH, FTI, FVC, GENCO, GIFT, GL, GLAND, GLOCON, GLORY, GRAMMY, GRAND, GREEN, GSC, GTB, GYT, HFT, HL, HPT, HTECH, HUMAN, HYDRO, ICN, IFEC, IHL, IIG, IMH, IND, INGRS, INSET, IP, IRCP, IT, ITD, J, JAK, JAS, JCK, JCKH, JCT, JDF, JMART, JMT, JP, JUBILE, JWD, KAMART, KC, KCC, KCM, KDH, KIAT, KISS, KK, KKC, KOOL, KTIS, KUN, KWC, KWW, KYE, LALIN, LEE, LEO, LIT, LOXLEY, LPH, LST, MACO, MANRIN, MATI, MAX, M-CHAI, MCS, MDX, MENA, METO, MGT, MICAO, MITAB, MITSIB, MJD, MK, ML, MODERN, MORE, MPIC, MUD, MVP, NC, NCH, NCL, NDR, NET, NEWS, NEX, NFC, NNCL, NFK, NSL, NTV, NV, NVD, OHTL, OISHI, ONEE, OSP, OTO, PACE, PACO, PAF, PEACE, PERM, PF, PICO, PIN, PJW, PLUS, PMTA, POLAR, POMPUI, PORT, POST, PPM, PRAKIT, PRAPAT, PRECHA, PRIME, PRIN, PRO, PROEN, PROUD, PSG, PTC, PTECH, PTL, RAM, RBF, RCL, RICHY, RJH, ROCK, ROH, ROJNA, RP, RPC, RPH, RSP, RT, S, S11, SA, SABUY, SAFARI, SALEE, SAM, SAMART, SAMCO, SAMTEL, SANKO, SAUCE, SAWAD, SAUAMAG, SCI, SCP, SDC, SE, SEAFCO, SECURE, SENAJ, SFLEX, SFP, SFT, SGF, SHANG, SHR, SIAM, SITT, STPJ, SUC, SUN, SUTHA, SVH, SUOA, SWC, SYNEX, TACC, TAPAC, TC, TCC, TCC, TCOAT, TEAM, TEAMG, TEKA, TFM, TGPRO, TH, THANA, THE, THG, THL, THMUI, TIGER, TIPH, TITLE, TK, TKC, TLI, TM, TMC, TMD, TMW, TNDT, TNH, TNPC, TOA, TPAC, TPBI, TPCH, TPIPL, TPIPA, TPLAS, TPOLY, TPS, TQR, TR, TRC, TRITN, TRT, TRUBB, TRV, TSE, SFS, FSK, STSR, STII, STF, SGR, SYON 3.-BAT, A, A5, AAV, ABICO, ABM, ACAP, ACC, ACE, ACG, ADB, ADD, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, ALL, ALLA, ALPHAX, ALUCON, AMARIN, AMC, AMR, ANAN, AOT, Explanations

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of May 9, 2022) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC