

veranda  
resort

PUBLIC COMPANY LIMITED

Opportunity Day : 21 Dec 2022

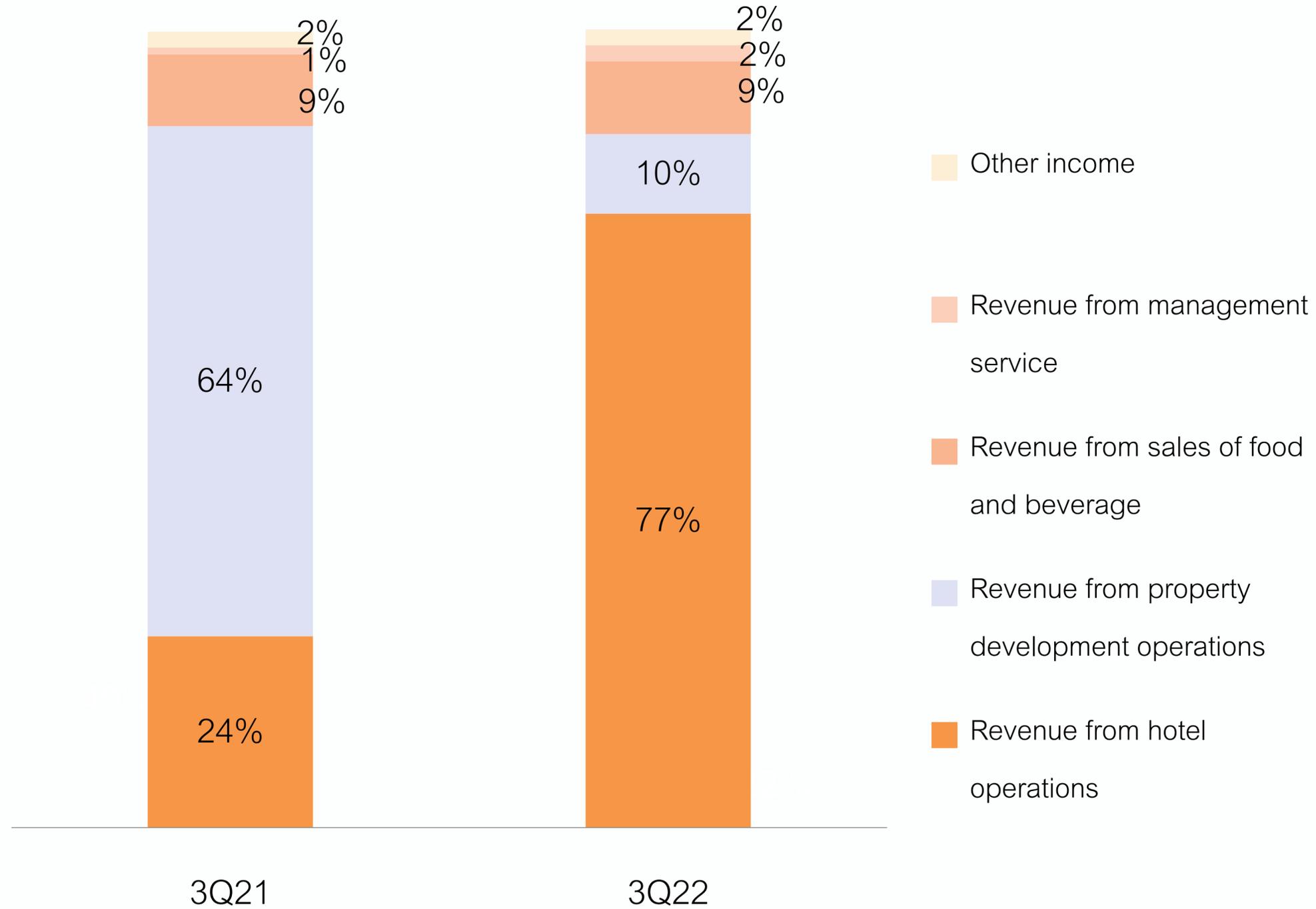
OPPORTUNITY  
DAY



**Q3/2022**  
**Performance**

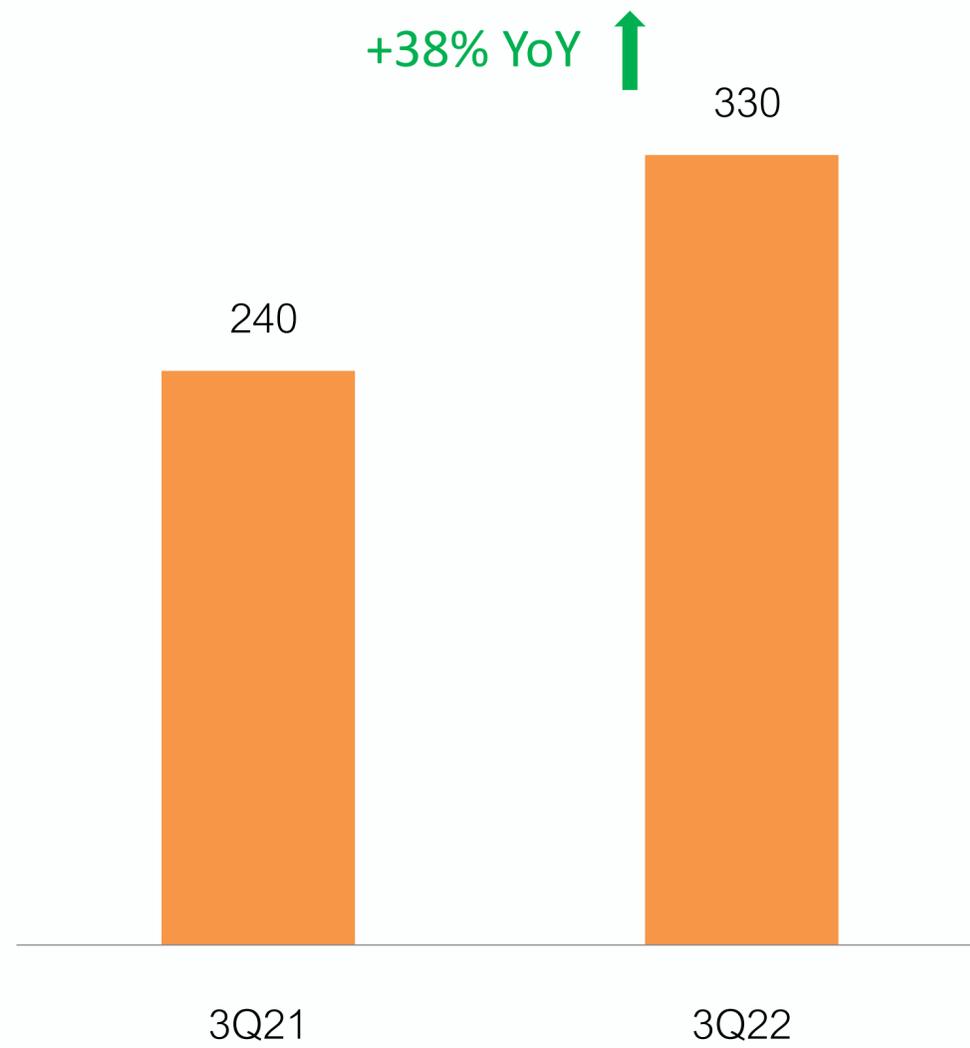


## Revenue Breakdown



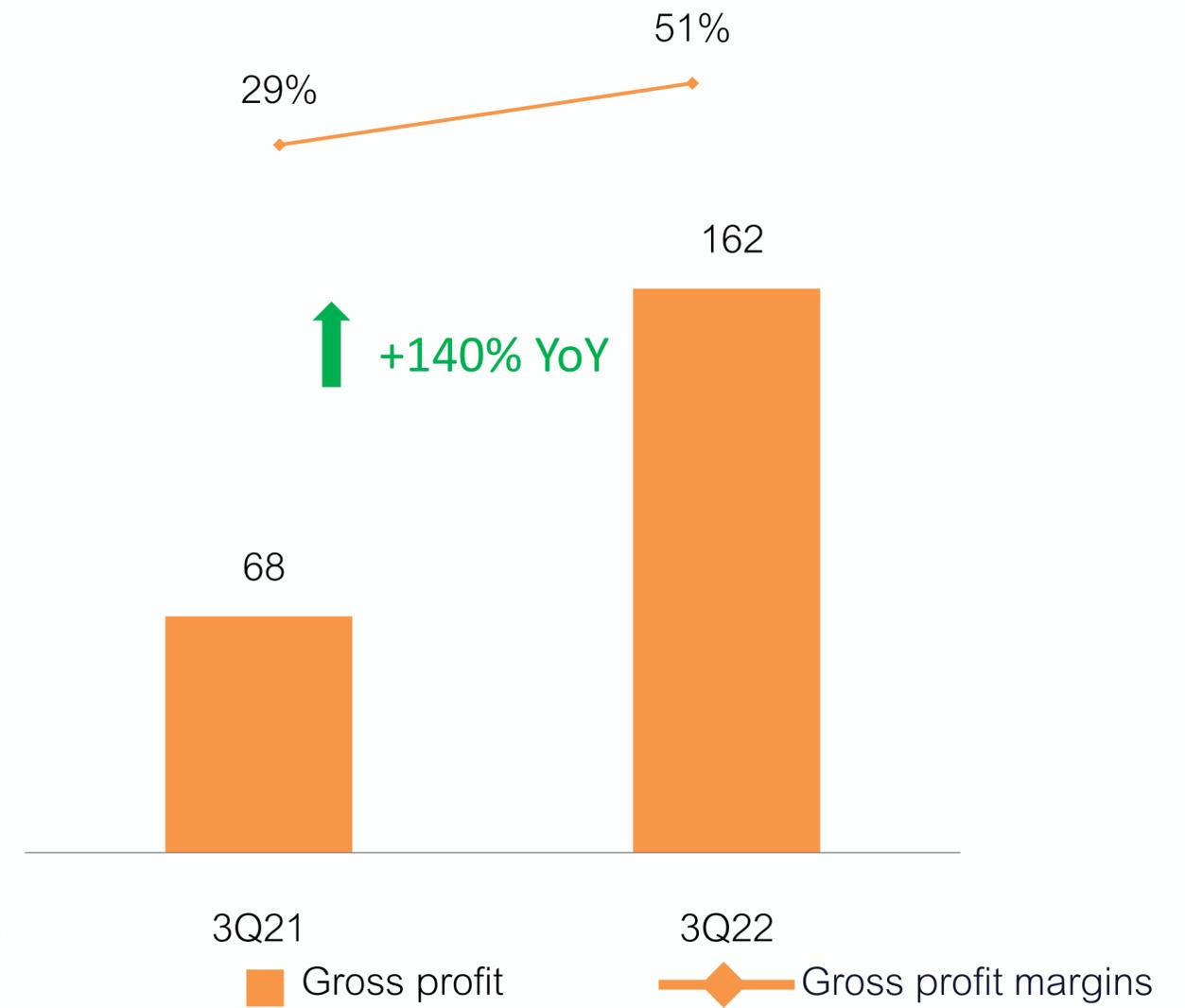
## Total Revenue

Unit : Million baht



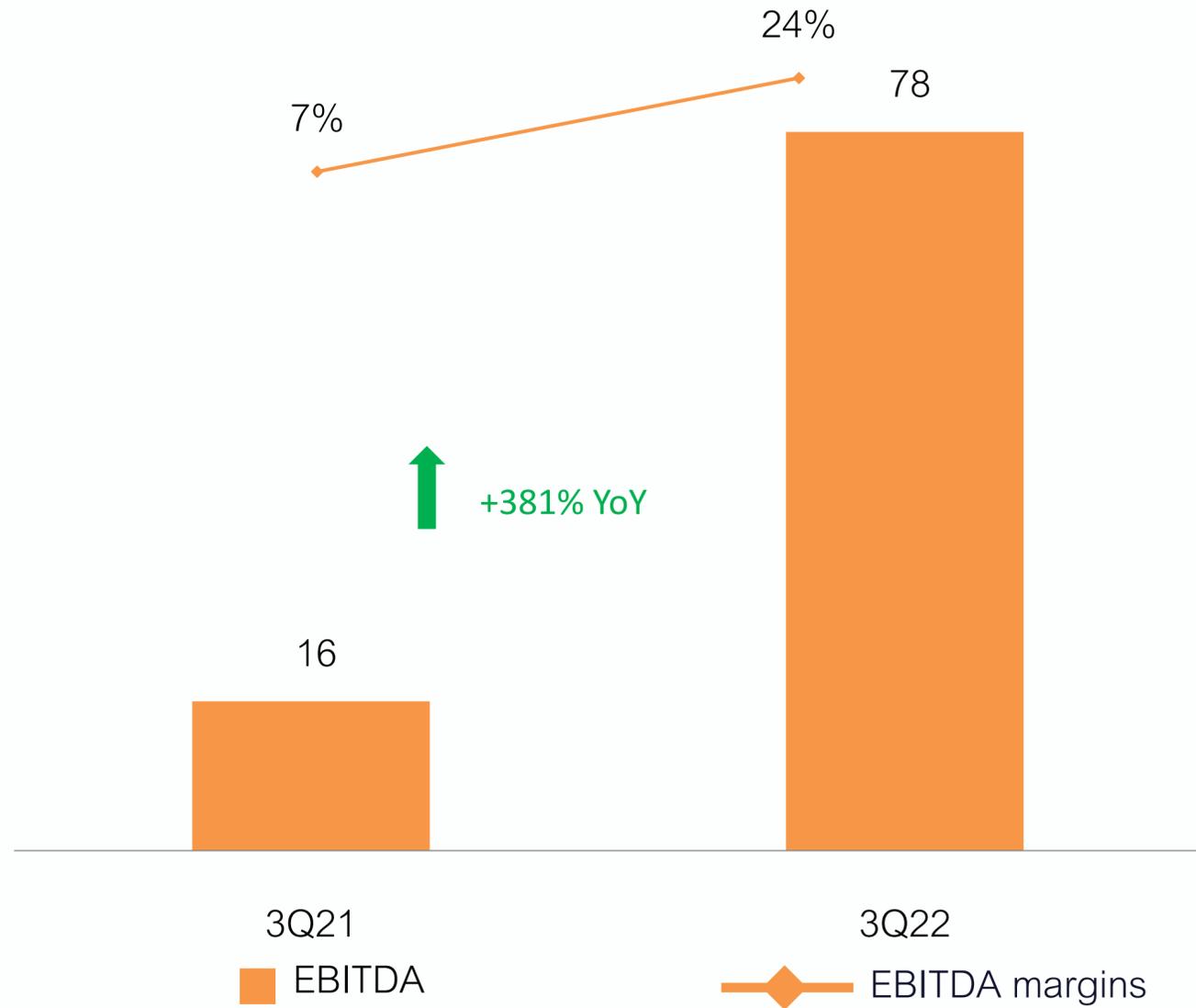
## Gross Profit

Unit : Million baht



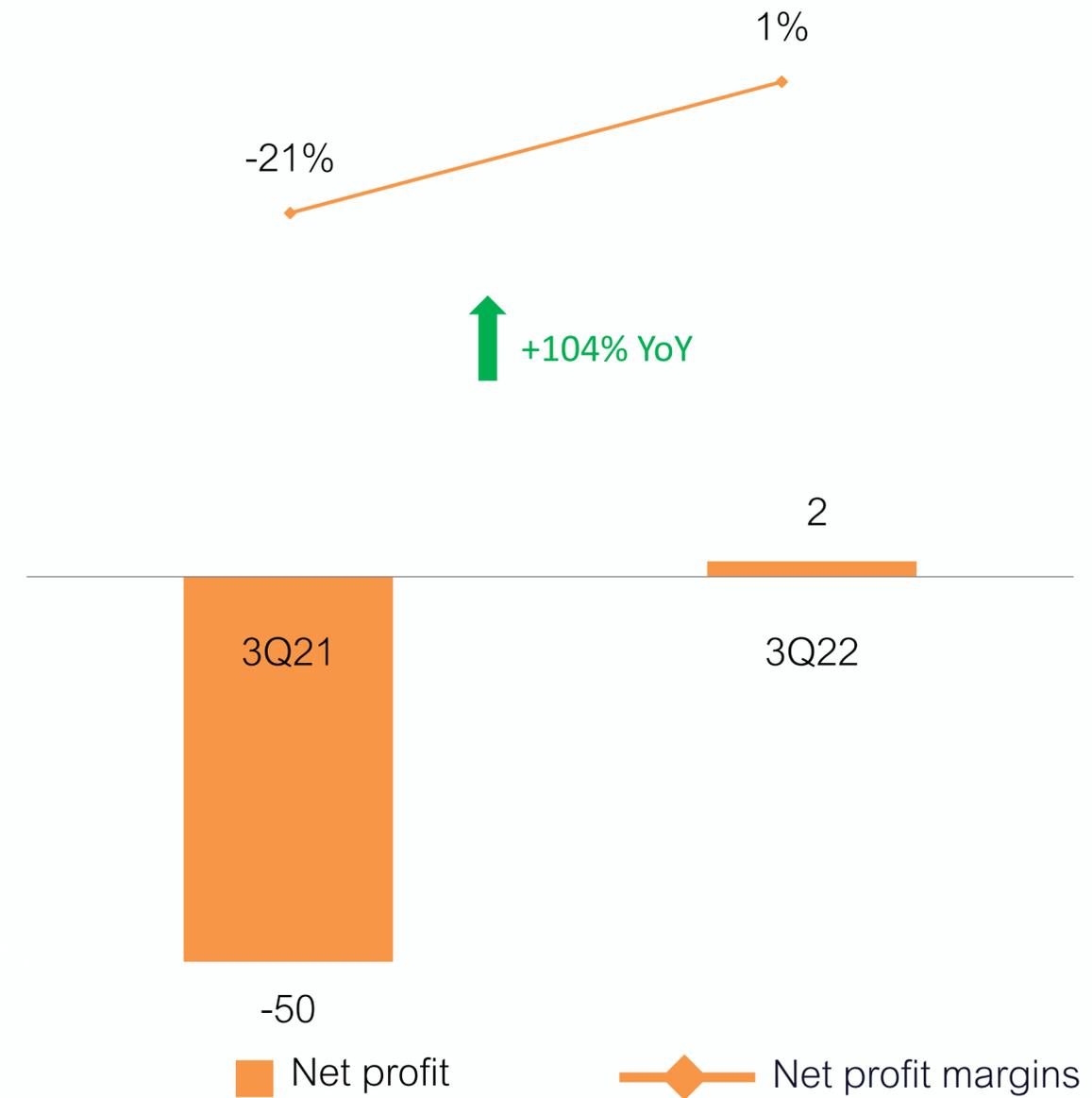
## EBITDA

Unit : Million baht



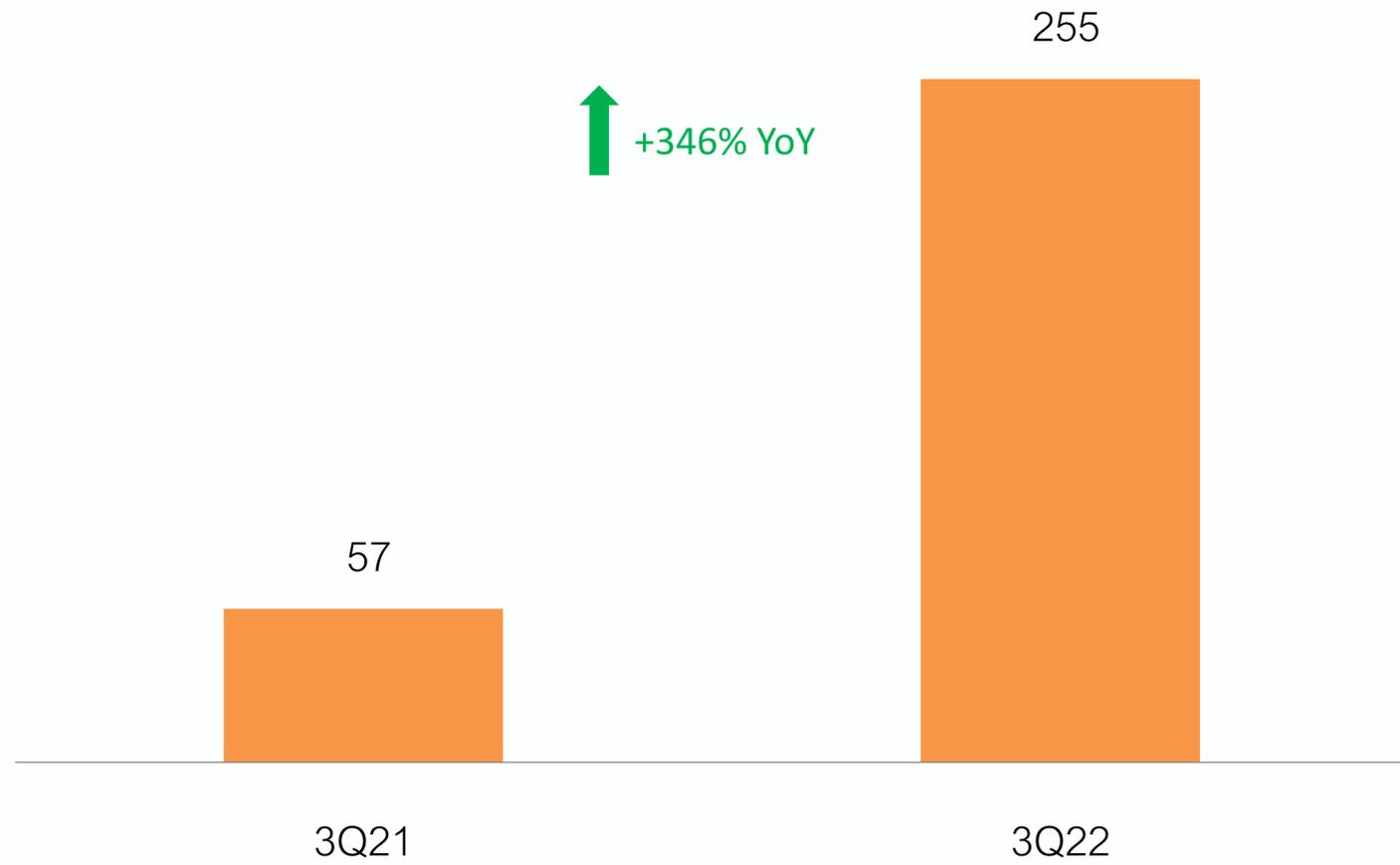
## Net Profit

Unit : Million baht



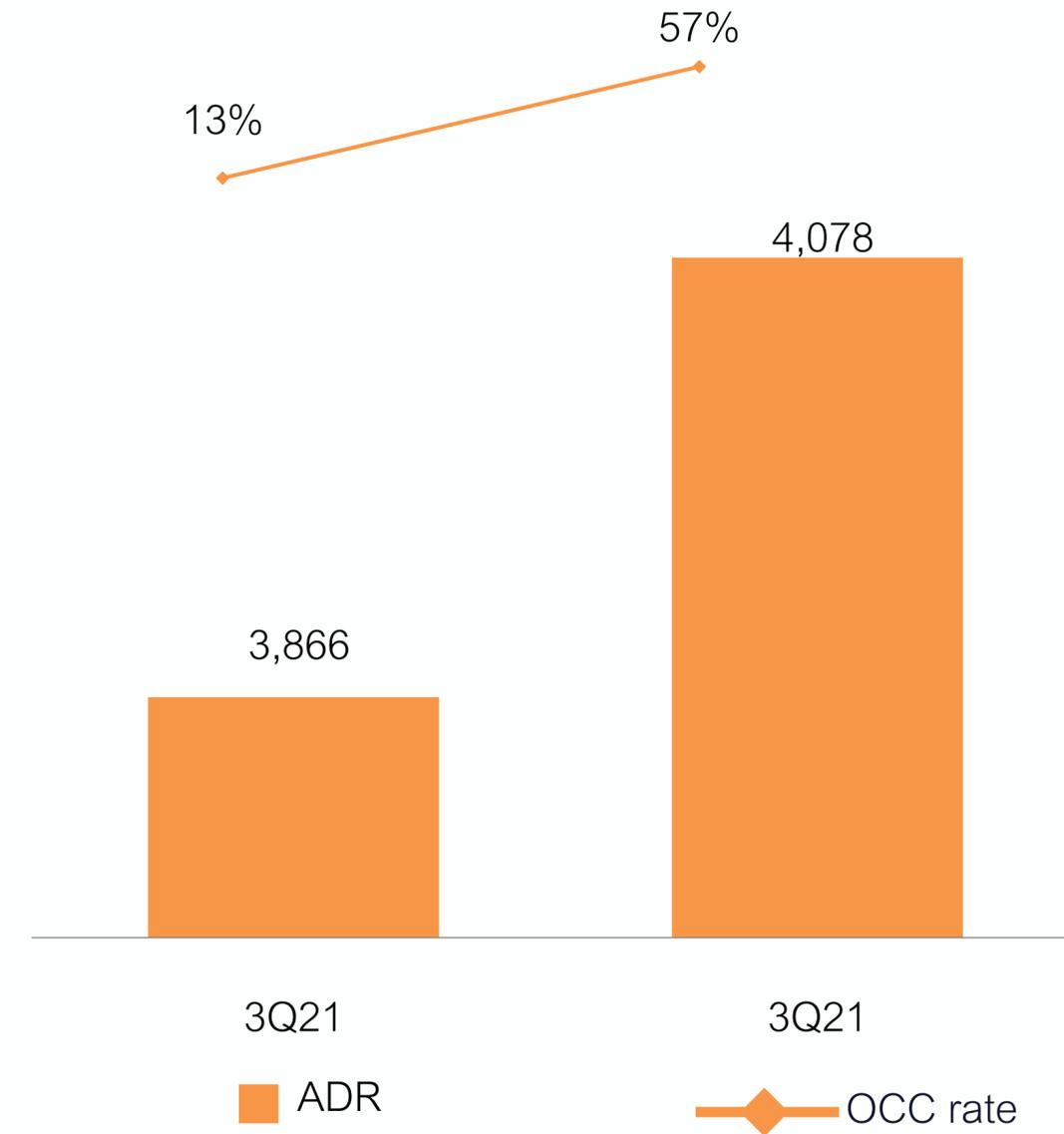
## Hotel Revenue

Unit : Million baht



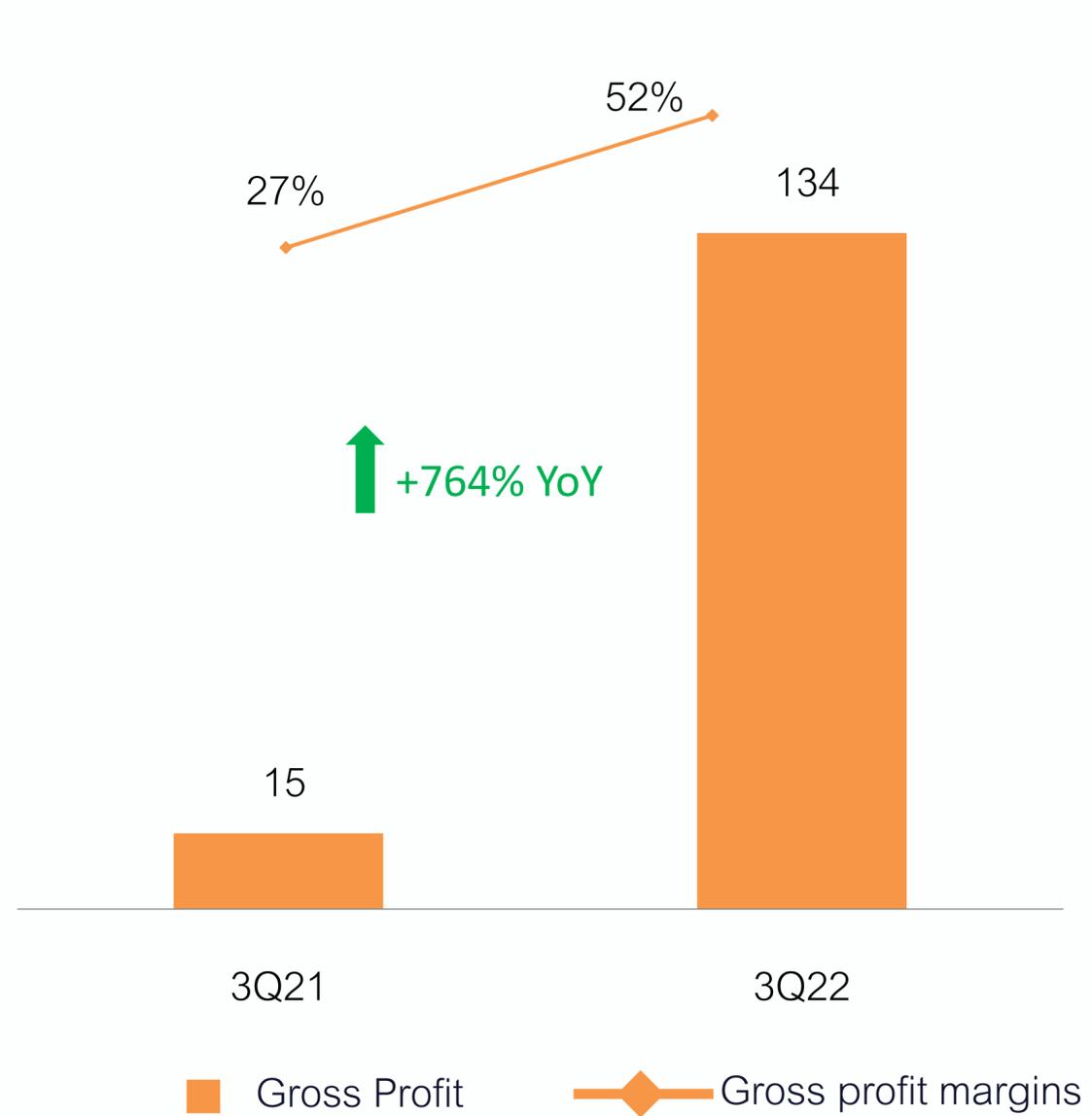
## ADR & OCC rate

Unit : baht



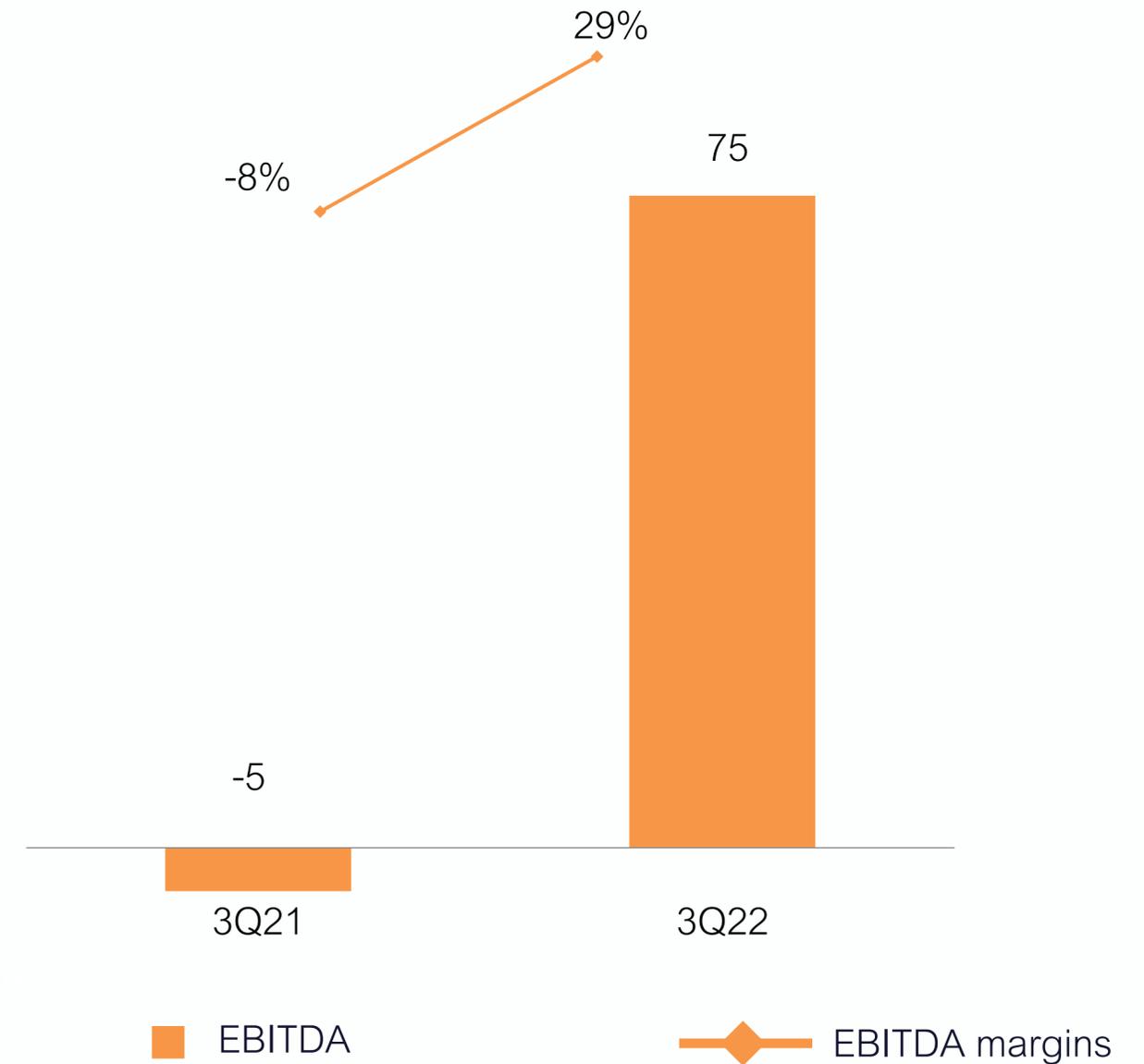
## Hotel Gross Profit

Unit : Million baht



## Hotel EBITDA

Unit : Million baht

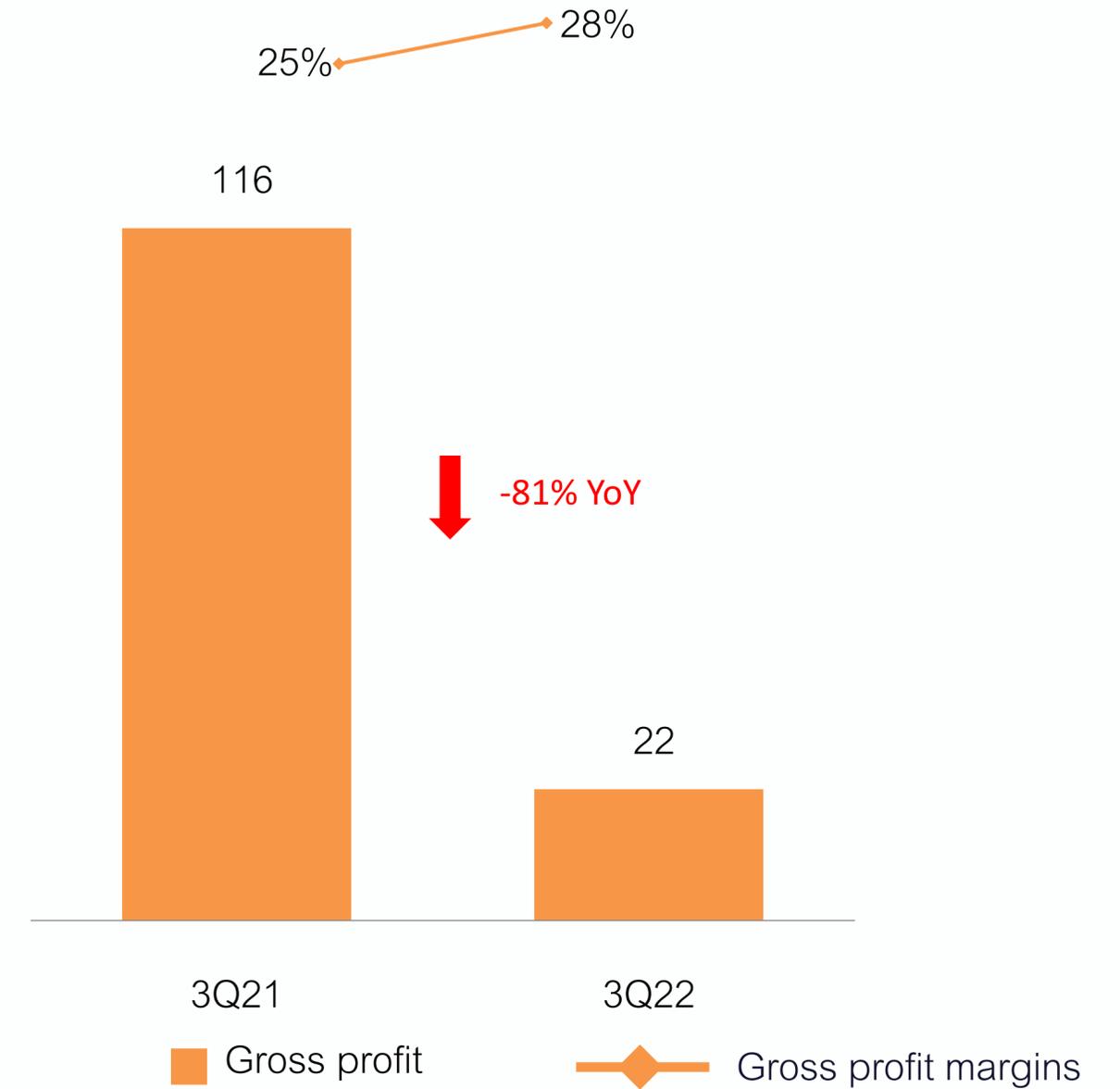
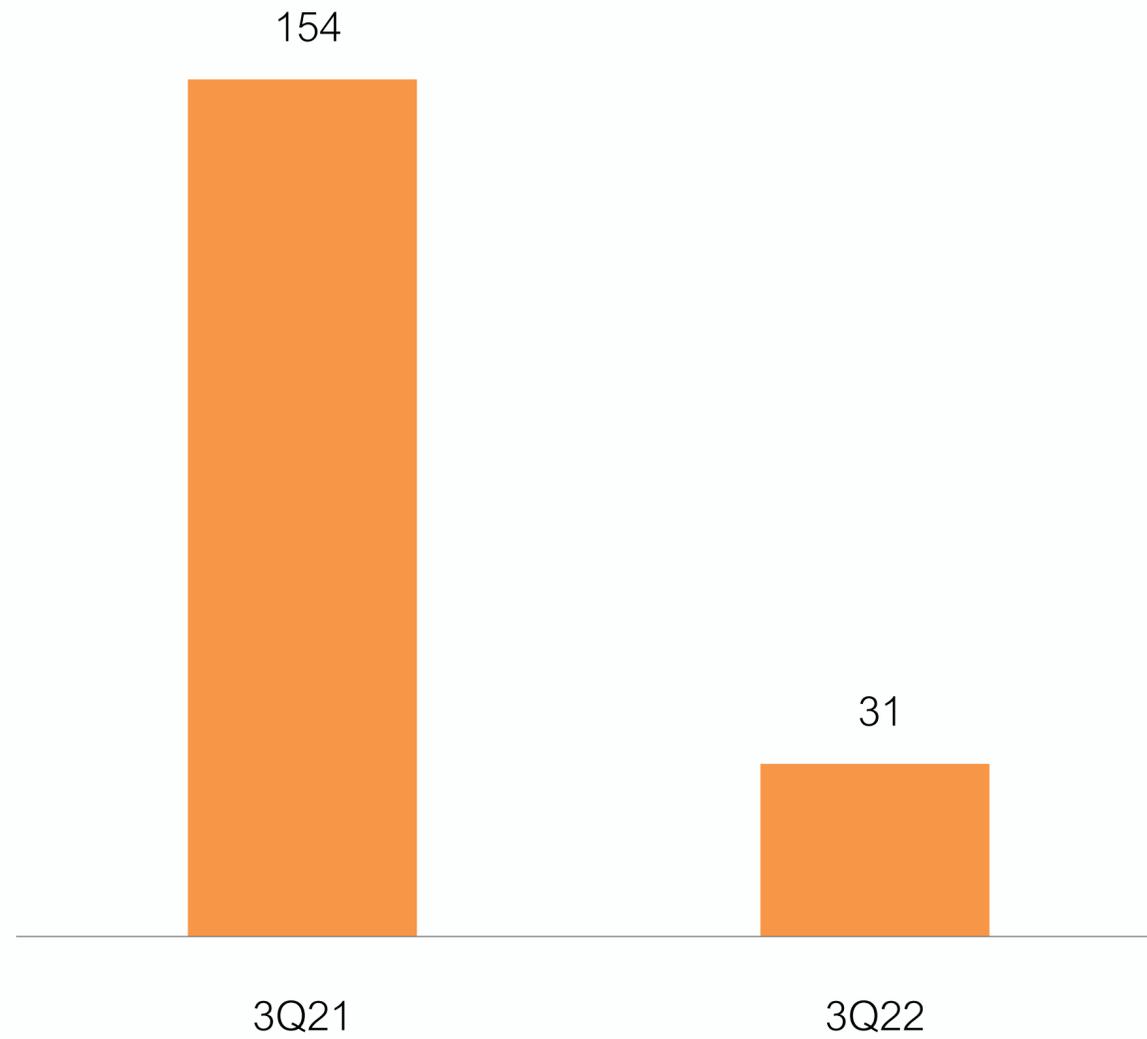


## Property Development Revenue

## Property Development Gross profit

Unit : Million baht

Unit : Million baht



## Balance Sheet

Unit : Million



Source : Financial Statement

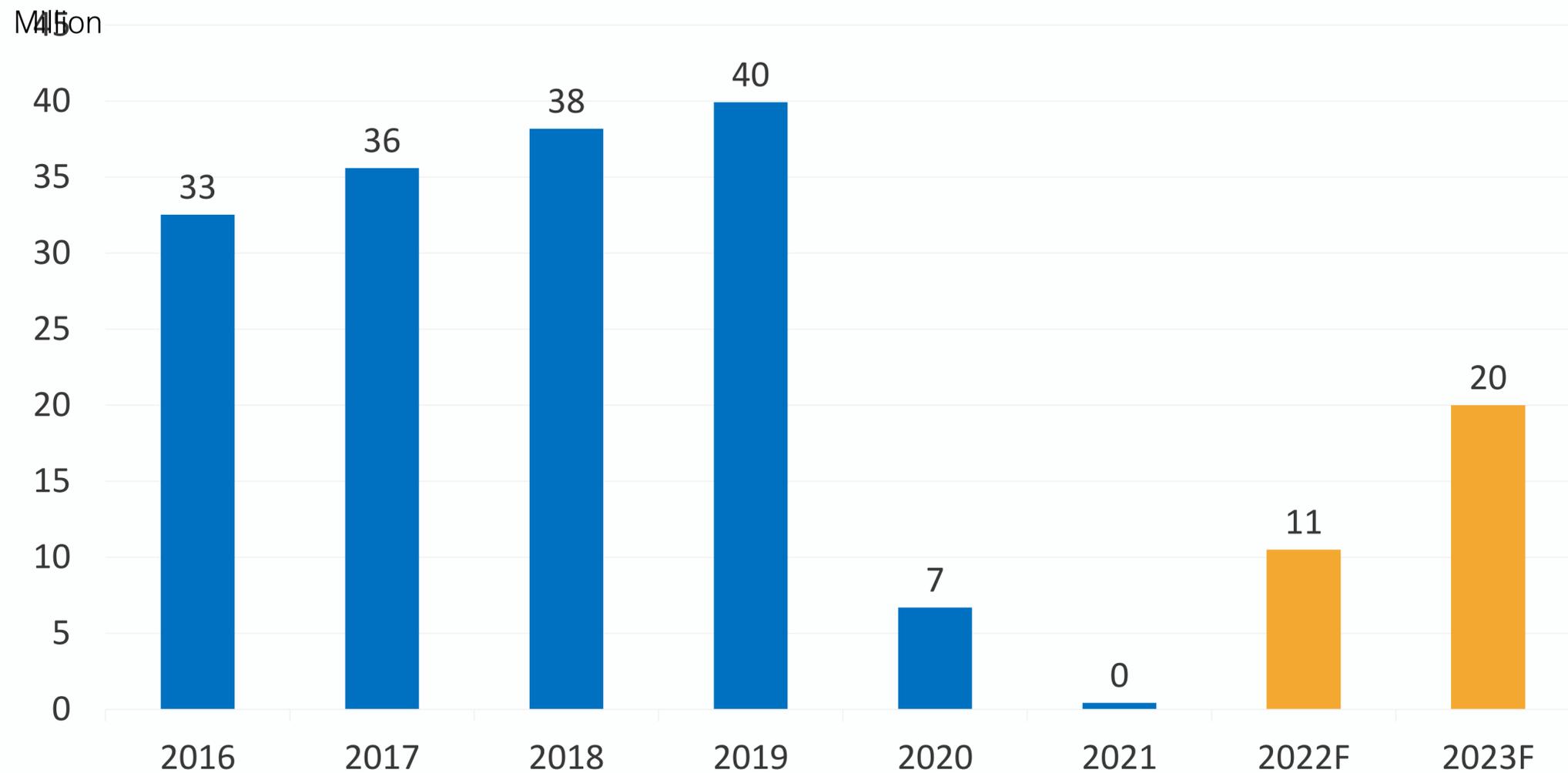
## Leverage Ratio

	2019	2020	2021	3Q/2022
Debt to Equity (D/E)	1.61	1.59	1.48	1.38
Interest Bearing Debt to Equity (IBD/E)	1.06	1.24	1.25	1.19

# Thailand Foreign Arrivals Outlook

Thailand is on course to attract around 11 million tourists this year, and the projection for 2023 is around 20 million.

No. of tourist :



Thailand will focus on generating **quality tourists** with high spending, as well as medical tourism. Expected tourism revenue in 2023 will reach **80% of the pre-Covid level**

source : TAT

# Lower oil prices encourage long haul flight trend

Falling global oil prices have a positive effect on long-haul flights and long stay vacation.

## Oil crude price

Daily; Dec. 31, 2021, to Dec. 7, 2022

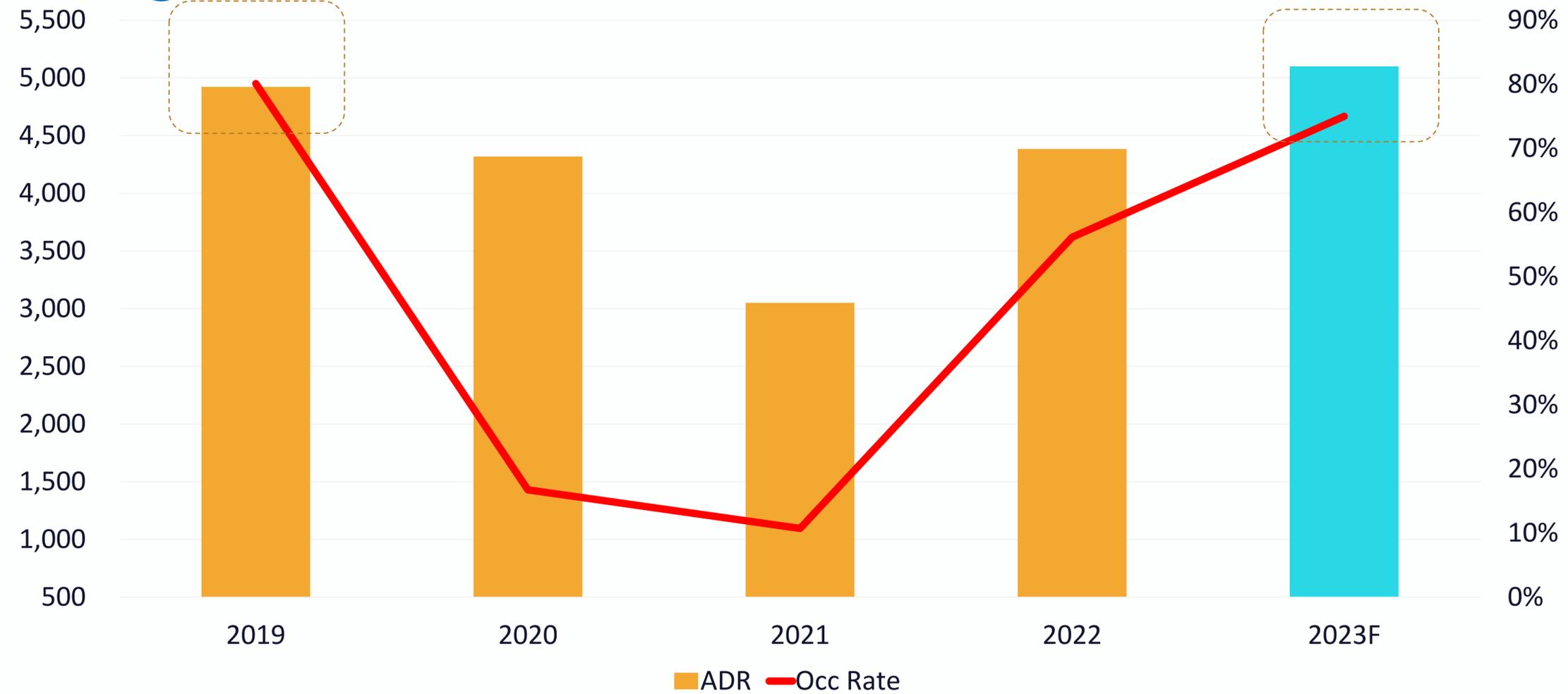


- Long haul flight trend driven Fuel efficiency, carbon footprint, and aircraft maintenance.
- Positive for Thailand tourism by increase in No. of Europe and North America tourist

# Bangkok ADR & Occupancy Rate

The 2023F Occupancy rate is slightly lower than in 2019 while focusing on ADR for higher profitability.

## Bangkok ADR & Occupancy Rate



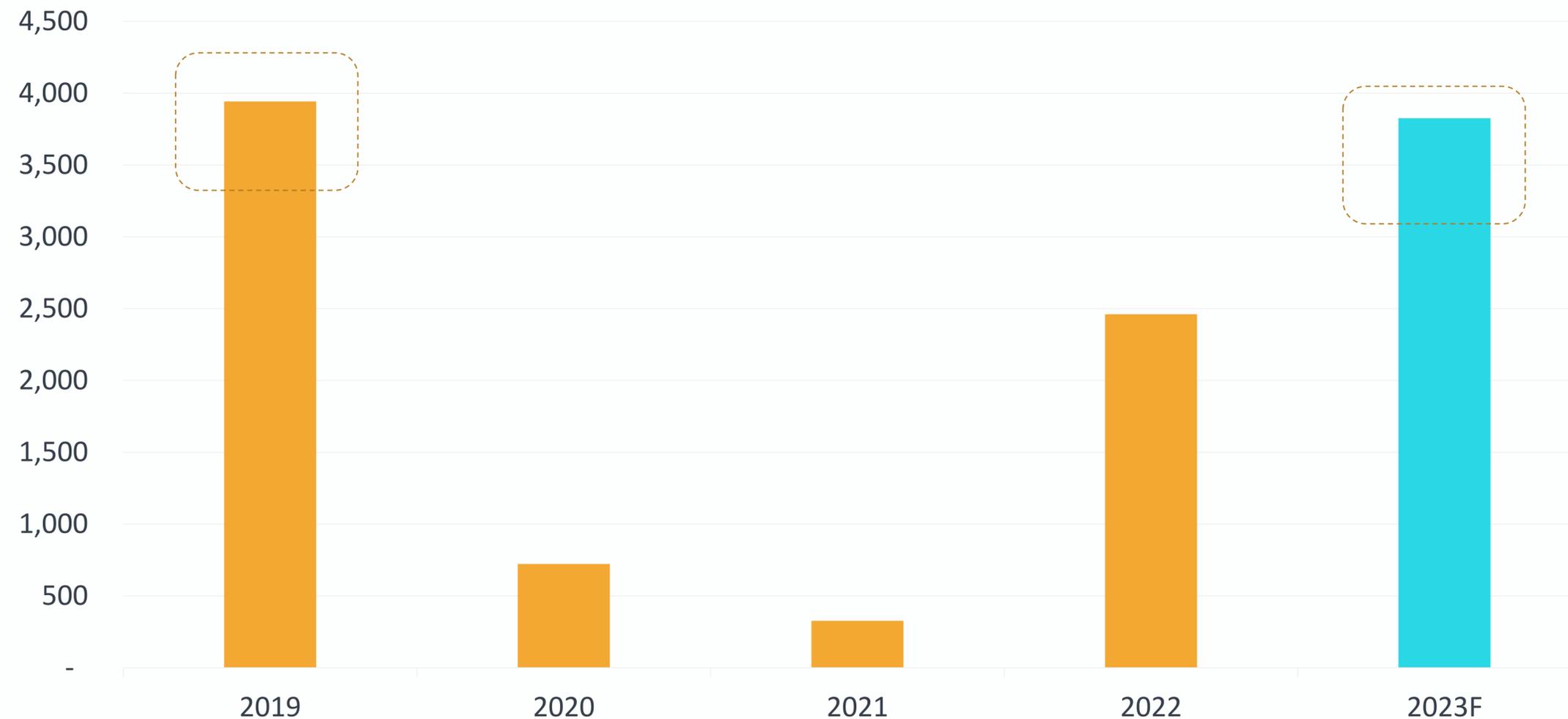
- Aims to penetrate the **Upper-middle tourist** market to increase **ADR** support by global travel trend.
- **Occupancy rate** is at a reasonable level, not too high, affecting the **efficiency of cost management**.

# Bangkok RevPAR



The 2023F Occupancy rate is slightly lower than in 2019 while focusing on ADR for higher profitability.

## Bangkok RevPAR

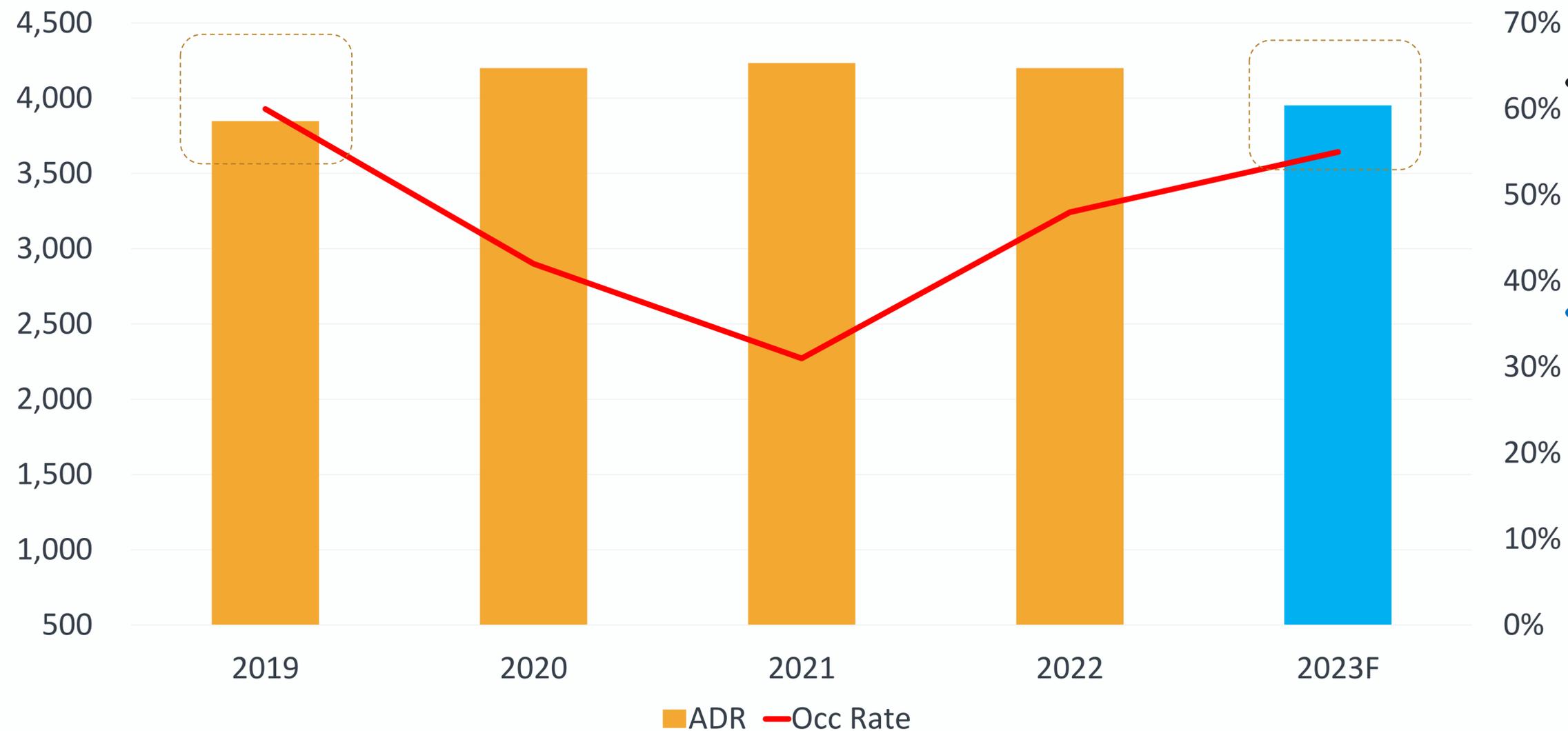


- Aims to penetrate the **Upper-middle tourist** market to increase **ADR** support by global travel trend.
- **Occupancy rate** is at a reasonable level, not too high, affecting the **efficiency of cost management**.

## Upcountry ADR & Occupancy Rate

The 2023F Occupancy rate is slightly lower than in 2019 while focusing on ADR for higher profitability.

### Upcountry ADR & Occupancy Rate

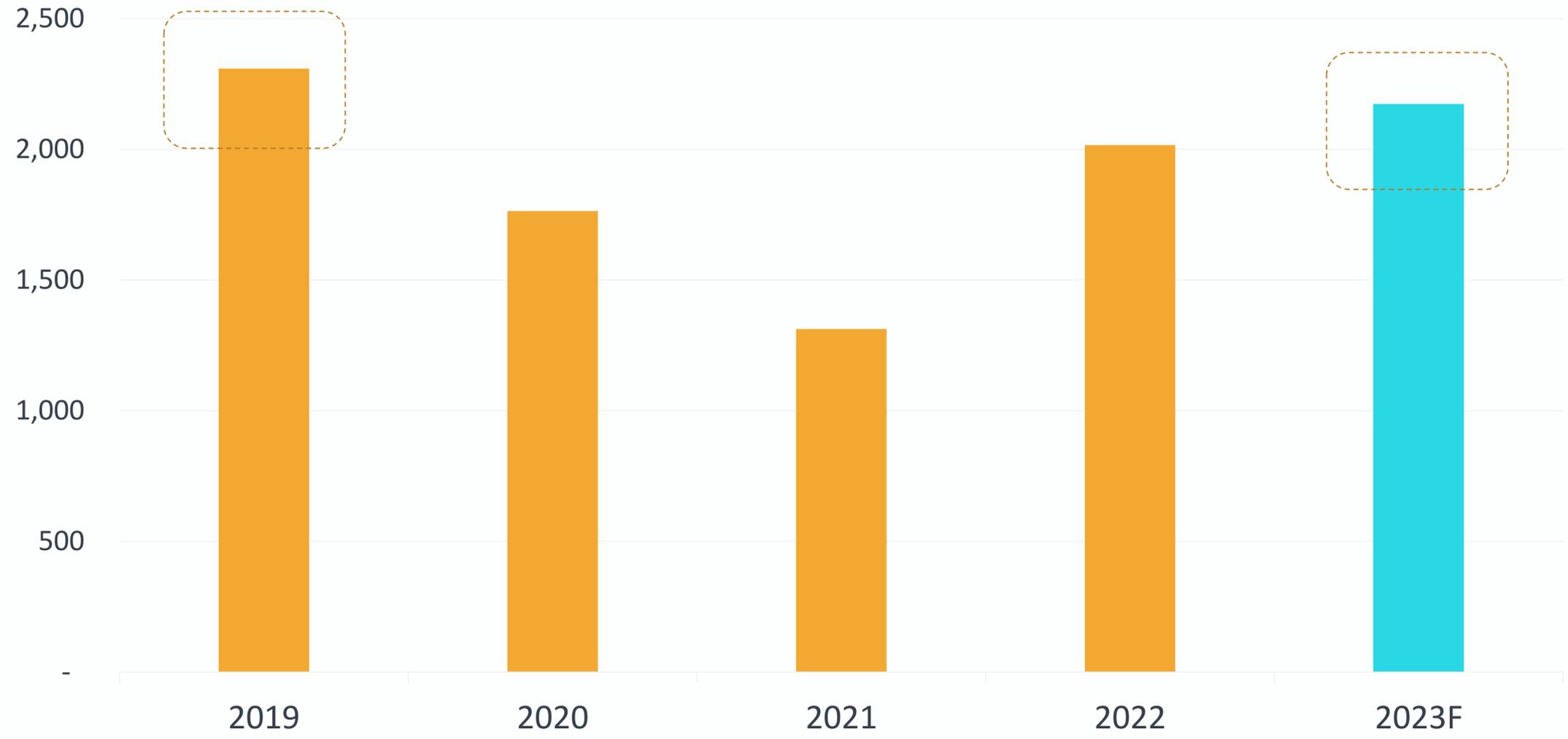


- Aims to penetrate the **Upper-middle tourist** market to increase **ADR** support by global travel trend.
- **Occupancy rate** is at a reasonable level, not too high, affecting the **efficiency of cost management**.

# Upcountry RevPAR

The 2023F Occupancy rate is slightly lower than in 2019 while focusing on ADR for higher profitability.

## Upcountry RevPAR



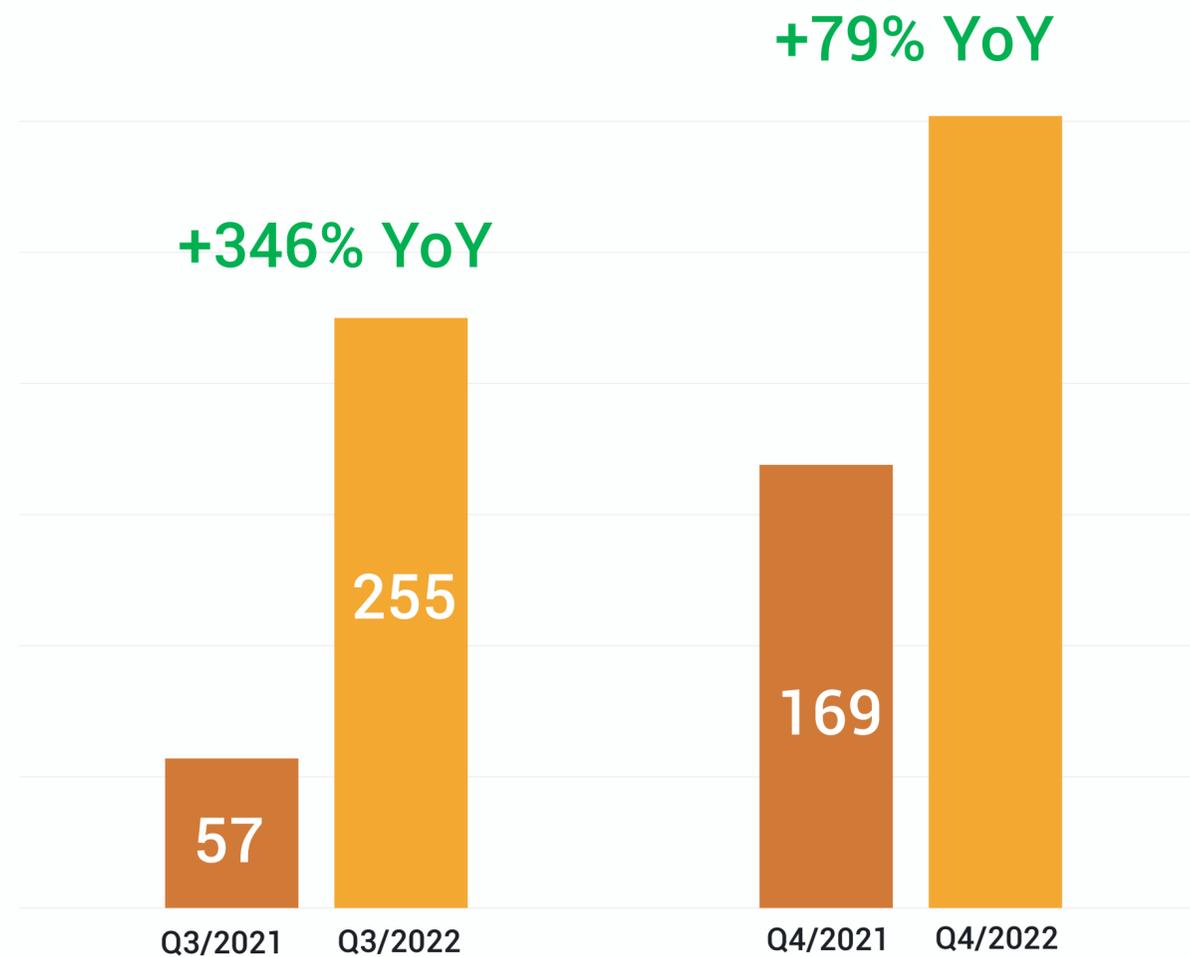
- Aims to penetrate the **Upper-middle tourist** market to increase **ADR** support by global travel trend.
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# Q4/2022 Outlook

Increase numbers of foreign arrivals is positive factor for SO Bangkok and Veranda Collection Samui that mainly rely on foreign.

Q3/2022 & Q4/2022 QTD (15 Dec)  
Hotel Revenue compare to 2021

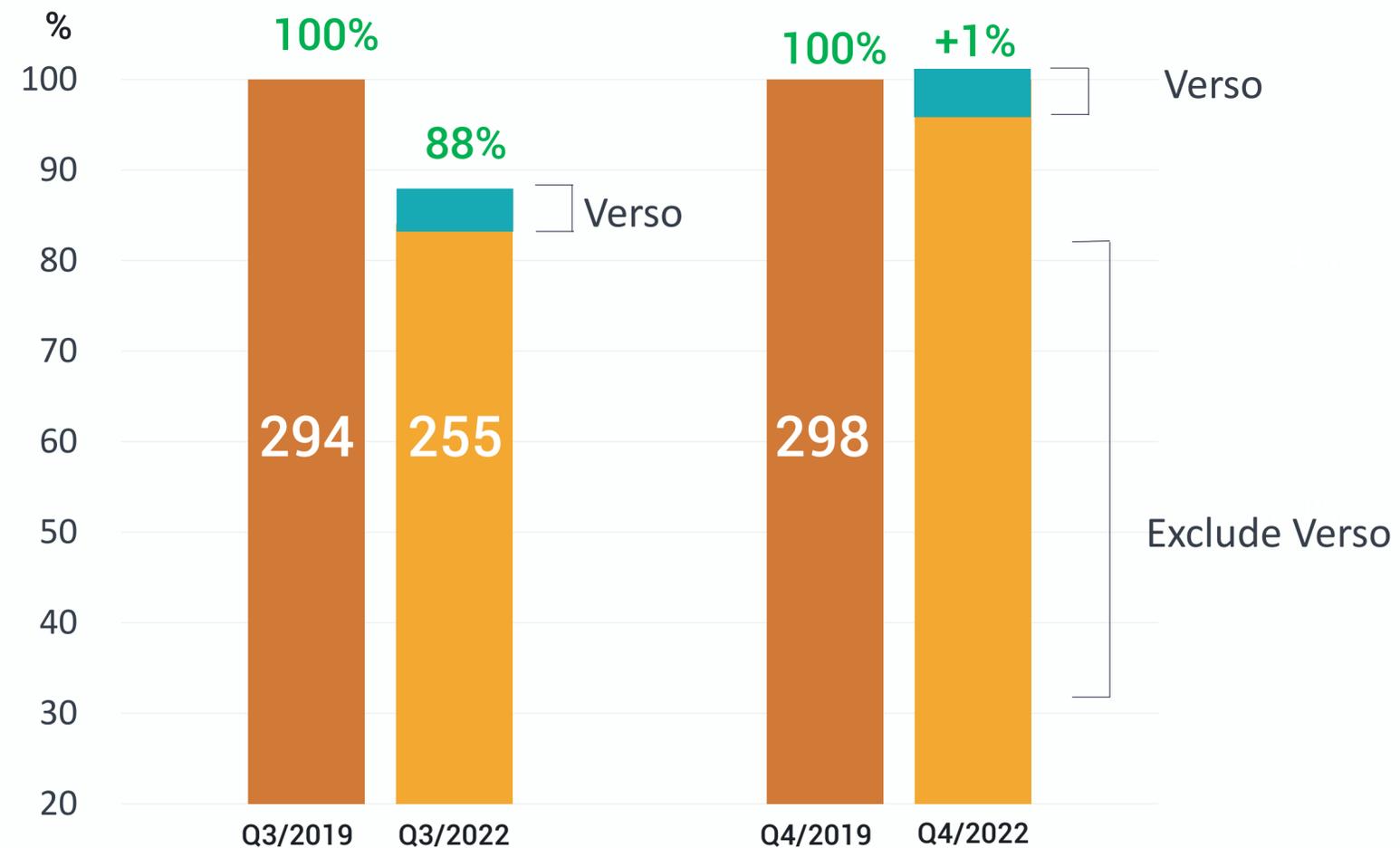
Unit : Million baht



# Q4/2022 Outlook

Increase numbers of foreign arrivals is positive factor for SO Bangkok and Veranda Collection Samui that mainly rely on foreign.

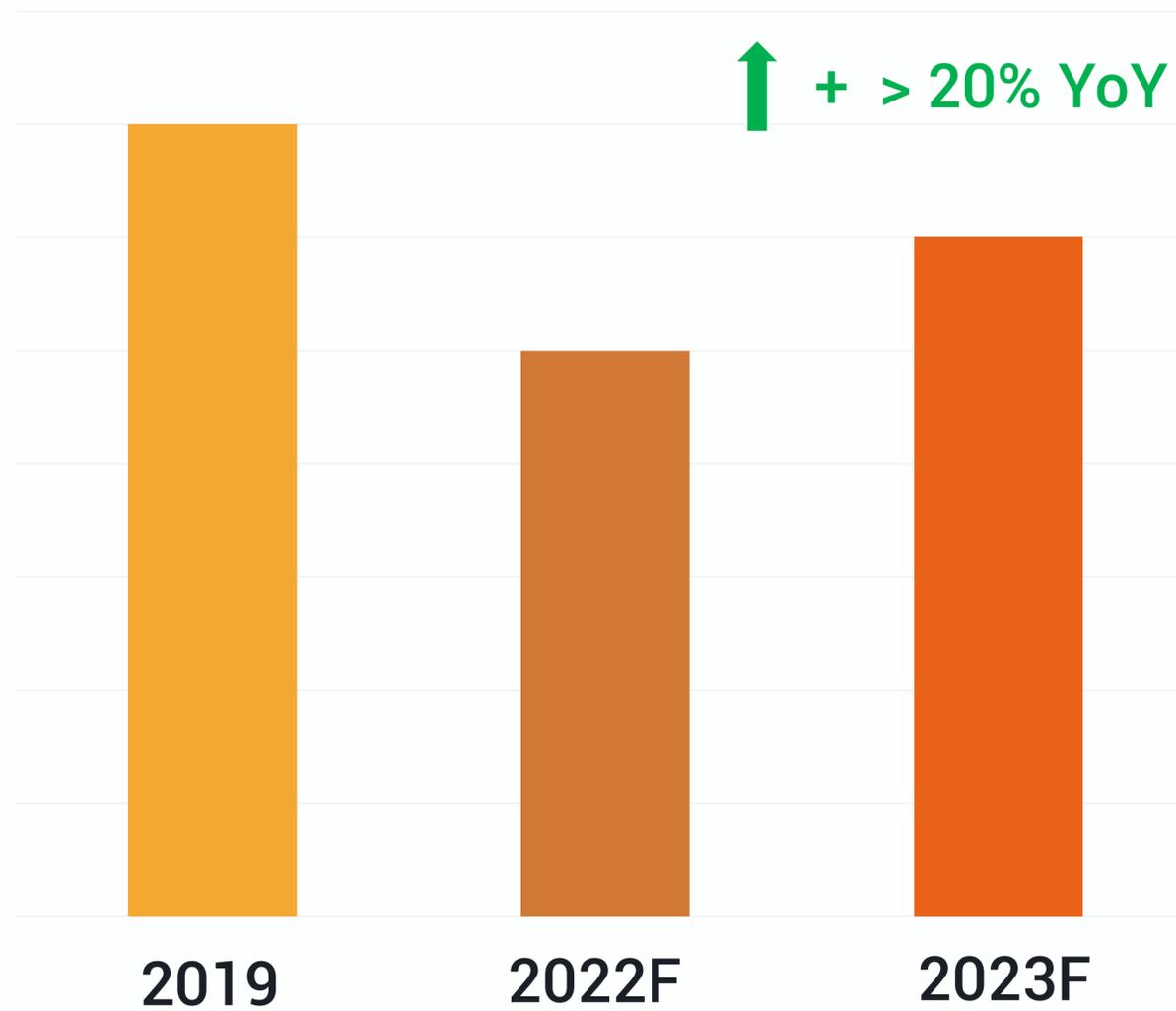
Q3/2022 & Q4/2022 QTD (15 Dec)  
Hotel Revenue compare to Pre-COVID(2019)



# Hotel Revenue 2023 Outlook

Hotels revenue expect to see performance close to 2019 levels with higher EBITDA margin.

## 2023 Target Hotel Revenue



# New Project Timeline

## Hotel

Start Operate Q4/2023

Veranda pool villas Hua hin Cha-am

Pool villas 2 units  
Investment size : ~50-60 mb

**2023**

Start Operate Q4/2024

Veranda Phuket

~154 rooms  
Investment size : ~1,300 mb

**2024**

## Residence

Start Transfer Q4/2023

Veranda pool villas Hua hin Cha-am

Pool villas 13 units  
Project value : ~300-320 mb

Start Transfer Q4/2024

Veranda Residence Phuket

Salable area : ~6,000 Sqm.  
Project value : ~700 mb

# Veranda Resort Phuket Autograph Collection



**Hotel**  
 ~154 rooms  
 Investment size : ~1,300 mb

**Residence**  
 Condo and Pool villas  
 Project value : ~700 mb

# Veranda Resort Phuket Autograph Collection

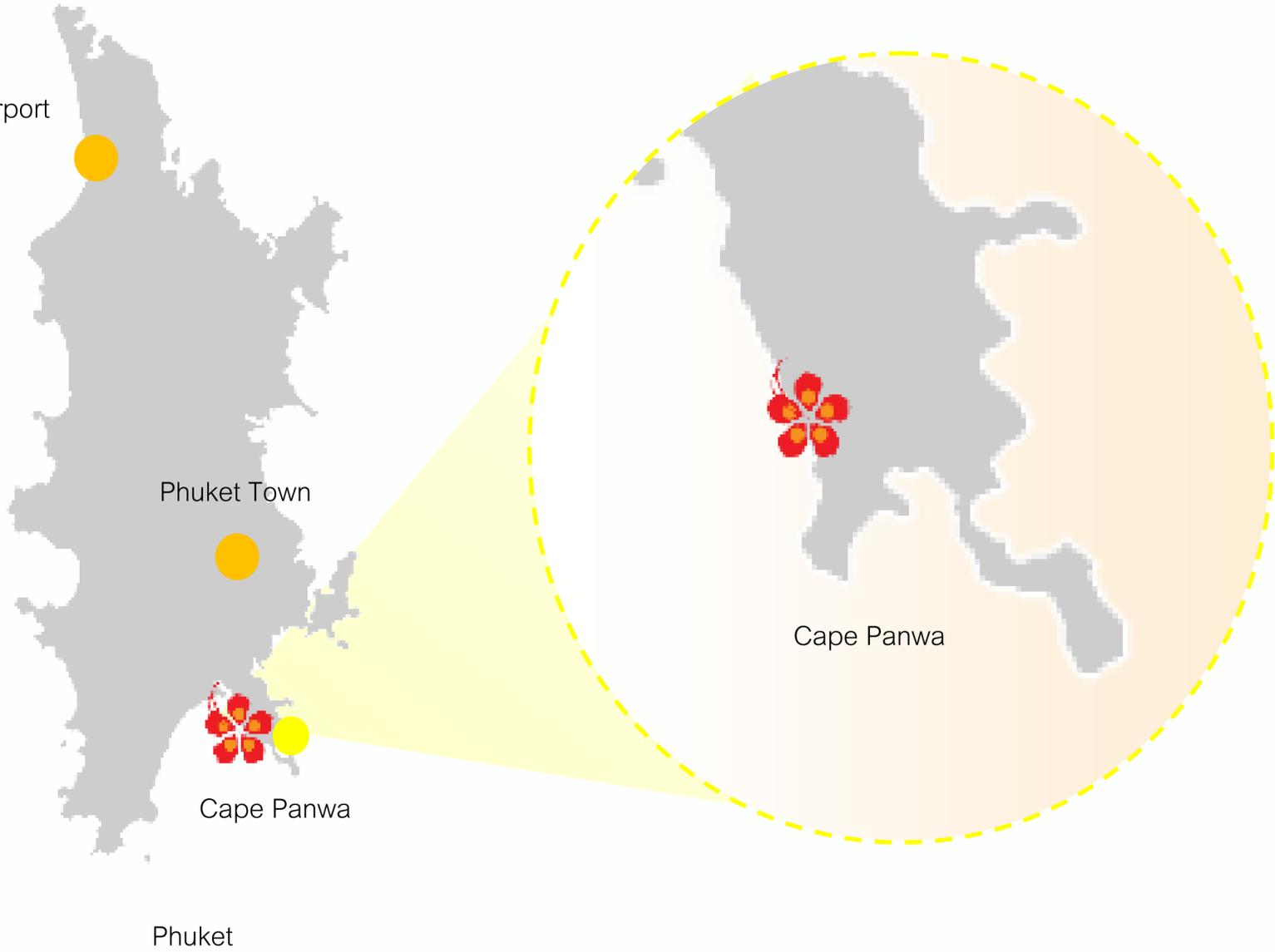
## Project highlight



### Downtown



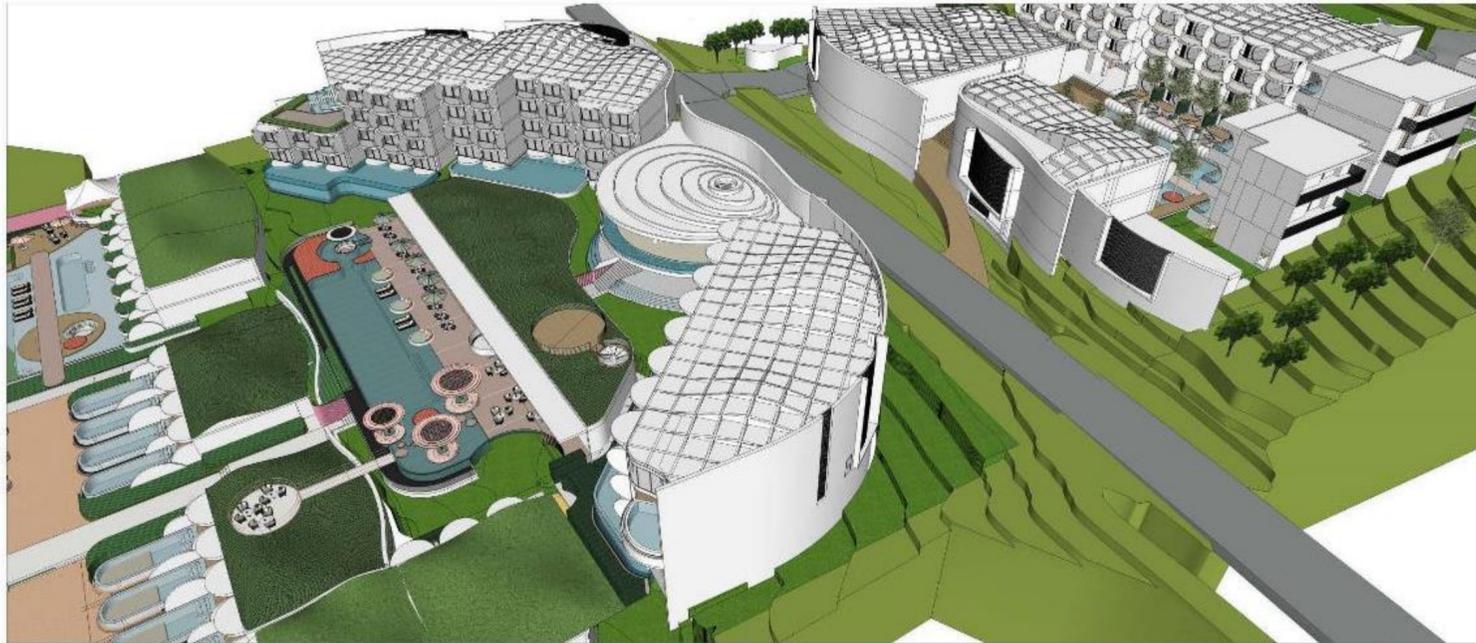
Phuket International Airport



# Veranda Resort Phuket Autograph Collection

## Project highlight

### Slope



# Veranda Resort Phuket Autograph Collection

Project highlight



**Sunset beach**



# Veranda Resort Phuket Autograph Collection



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EDITION



THE RITZ-CARLTON

THE LUXURY  
COLLECTION®



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HOTELS



JW MARRIOTT

PREMIUM



MARRIOTT



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HOTELS

WESTIN

MERIDIEN



RENAISSANCE®  
HOTELS

AUTOGRAPH  
COLLECTION®  
HOTELS

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PORTFOLIO

DESIGN  
HOTELS



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POINTS

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SUITES®

Fairfield®

PROTEA HOTELS.



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MARRIOTT

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HOTELS

Moxy  
HOTELS

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BY MARRIOTT INTERNATIONAL

Residence INN

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EXECUTIVE APARTMENTS

element

**Marriott Bonvoy** — Marriott International operates some 6,700 hotels under 30 different brands around the world With more than **120 million Marriott Bonvoy** members,

# Autograph Collection



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HOTELS

Exactly like *nothing else*<sup>®</sup>

**AUTOGRAPH COLLECTION HOTEL IS EXACTLY LIKE NOTHING ELSE**

**Autograph Collection** Hotels is a collection of elevated independent hotels hand-selected for their inherent craft and distinct perspectives on design and hospitality.

Each hotel is **inspired by a clear vision, soul, and story.** These visions power elements so impactful you can **feel the devotion** in every sinew of the experience.

**275 Open Hotels  
( 21 in Asia )**

# Veranda Residence Phuket

## Luxury Pool Suite Residence



# Veranda Residence Phuket

**Luxury Pool Villas**  
3-5 Bedroom



# Veranda pool villas Hua hin Cha-am



## Hotel

Pool villas 2 units

Investment size : ~50-60 mb

## Residence

Pool villas 13 units

Project value : ~300-320 mb

# Veranda pool villas Hua hin Cha-am

VERANDA POOL VILLAS HUA-HIN-CHA-AM

MASTER PLAN

- PENTHOUSE POOL VILLA ( 5-BEDROOM )
- EXECUTIVE POOL VILLA ( 3-BEDROOM : RENTAL SCHEME )

- 2-BEDROOM POOL VILLA ( 2-BEDROOM : RENTAL SCHEME )
- HOTEL



**Sales updated (Dec 2022)**

45% of **phase 1** project value

( 3 of 7 unit)

17TH NOVEMBER 2022

Phase 1

# Veranda pool villas Hua hin Cha-am



# Veranda pool villas Hua hin Cha-am



# Veranda pool villas Hua hin Cha-am



COMPUTER GENERATED IMAGE  
IMAGES OF ROOM AND PROJECT AS APPEARED IN MEDIA  
ARE USED FOR ADVERTISING PURPOSES ONLY.

# Potential Project

# Khao Yai



# Innovative Marketing

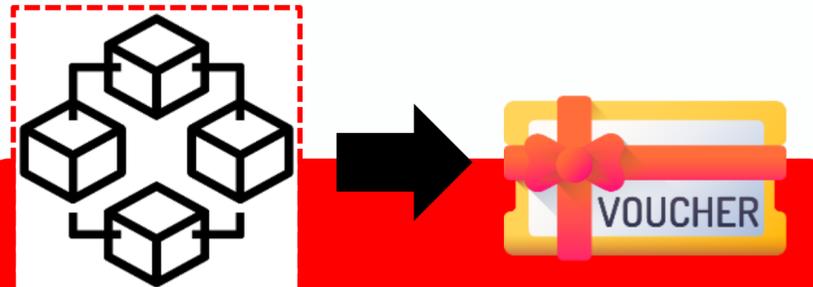
## 0% installment

- 4 month installment with 0% interest rate
- Cover multi-channel payment
- 32% of all payment by 2022 “Mid Year Sale Voucher”



## Blockchain Voucher

- The Blockchain Hotel Voucher Technology is beneficial for customer in case of payment settlement and fraud prevention.
- Increase flexibility and variety of marketing campaign





**Q&A**