

veranda
resort

PUBLIC COMPANY LIMITED

Opportunity Day : 16 June 2022

OPPORTUNITY
DAY

Differentiate Design



- **Detail-oriented Design**
- **Instragrammable**
- **Modern Contemporary**
- **Top of mind**

Resort & Residence



veranda
high residence
-chiang-mai-



VERANDA
residence | pattaya



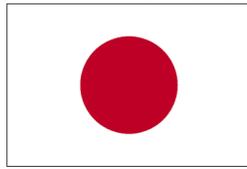
VERANDA
residence | hua-hin



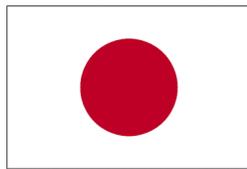
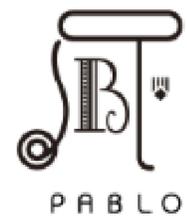
- Residence with hotel service
- Value added, attractive for investment
- Proven Success Model

F&B

Building resilient for food & beverage businesses in times of crisis



13 Branches



5 Branches



KOF

8 Branches



Potential Acquisition

Location

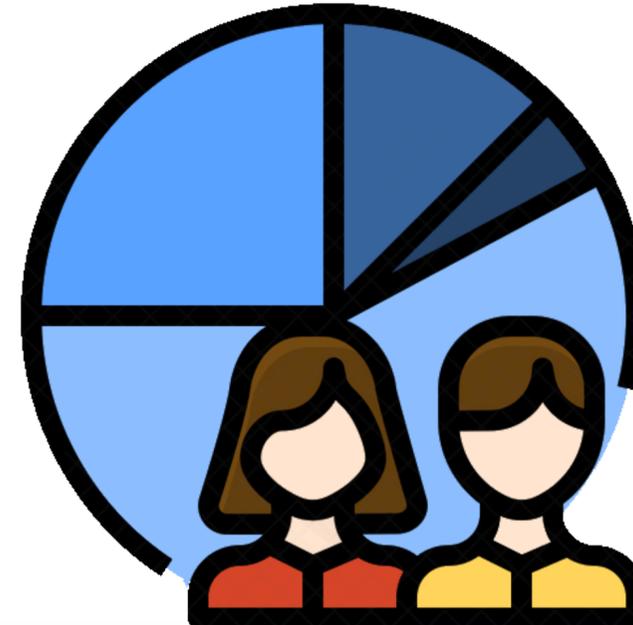


Customer Centric



Residence

Food & Beverage



- **Lifestyle Business**
- **Shared customer base**
- **Data analysis**
- **Business synergy**

2020-2021

Covid-19 crisis response plan.

1

Cost Saving

- Staff Optimization
- Negotiation for services as appropriate
- Manage advertise budget



2

4x Voucher

- Marketing initiatives.
- Voucher 500 thb > discount 2,000 bath
- Move discount from OTAs to Direct Customer

4x

3

VERSO

- Beachfront of Khao Takieb. The brand-new design hotel offers 38 stylish guest rooms
- Successful since 1st year with 50% OCC rate among year of COVID-19 outbreak.



4

“WE TRAVEL TOGETHER”

- receive 40% discount on room rates not exceeding 3,000 baht per night,
- 40% air fare discounts, but not more than 3,000 baht,.



5

a Veranda Collection

- Renovate “Rocky boutique resort” to “Veranda collection Samui” (approach new customer group)
- Focus on high yield investment by limit the number of keys.

a Veranda collection



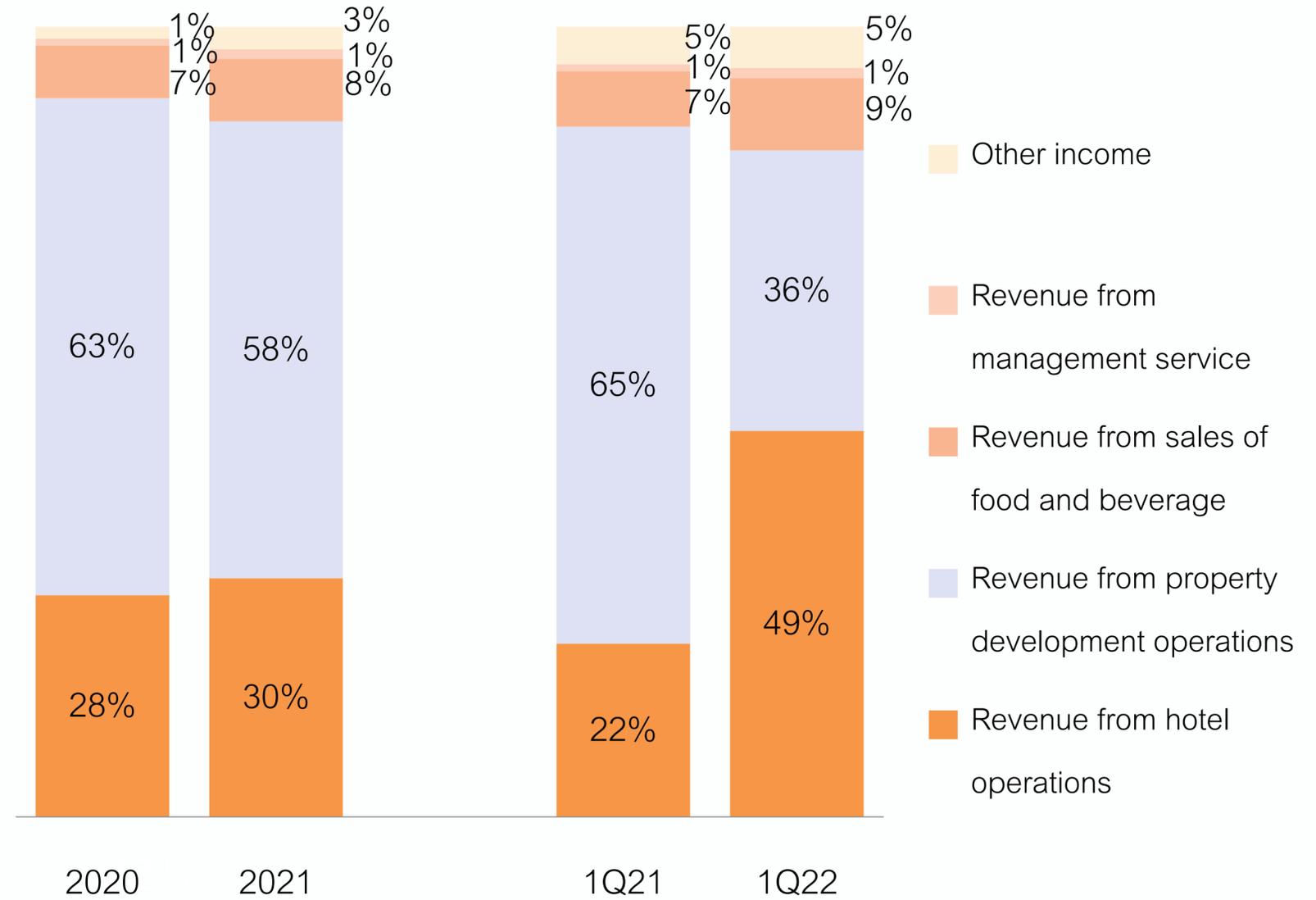
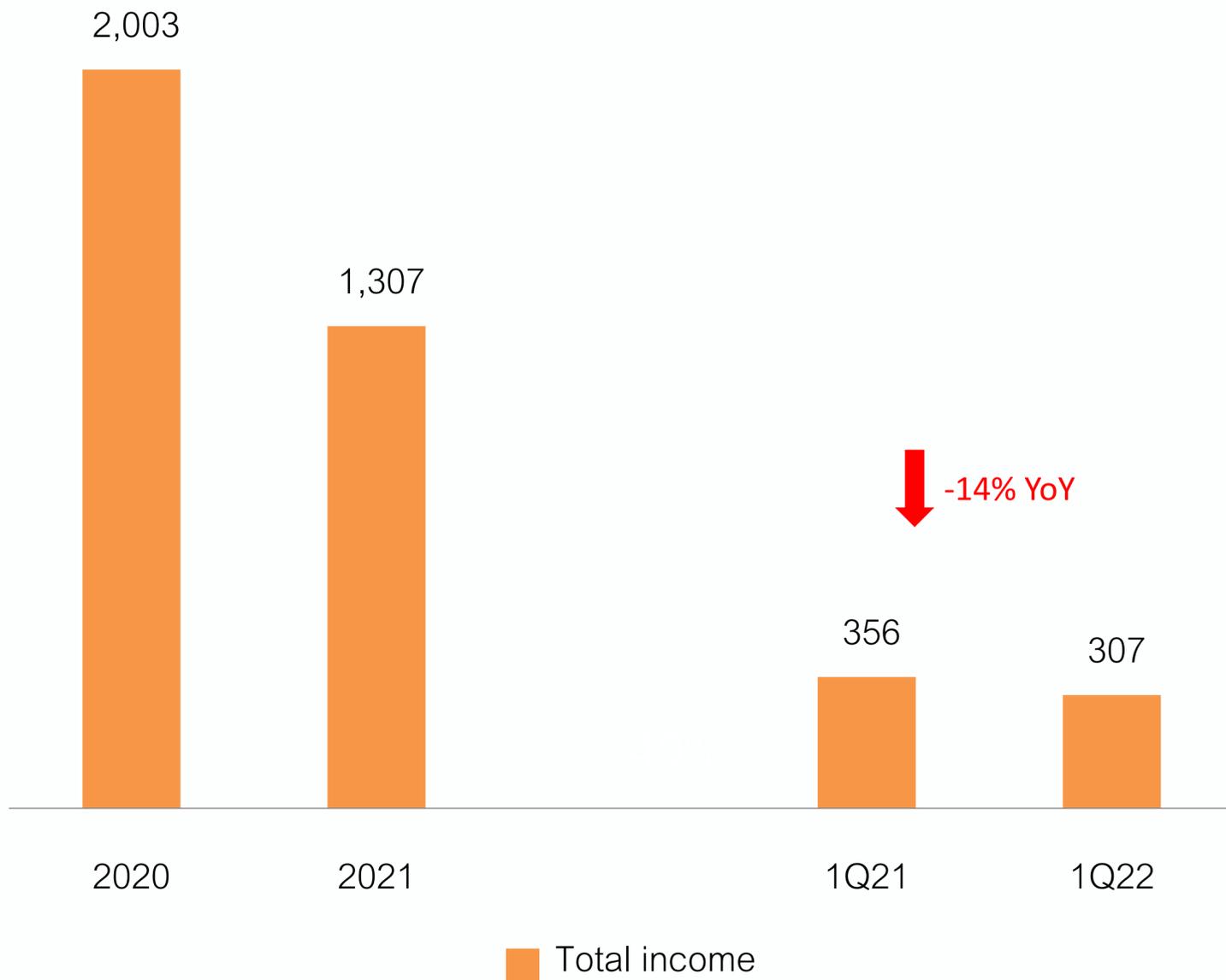
Performance



Total Revenue

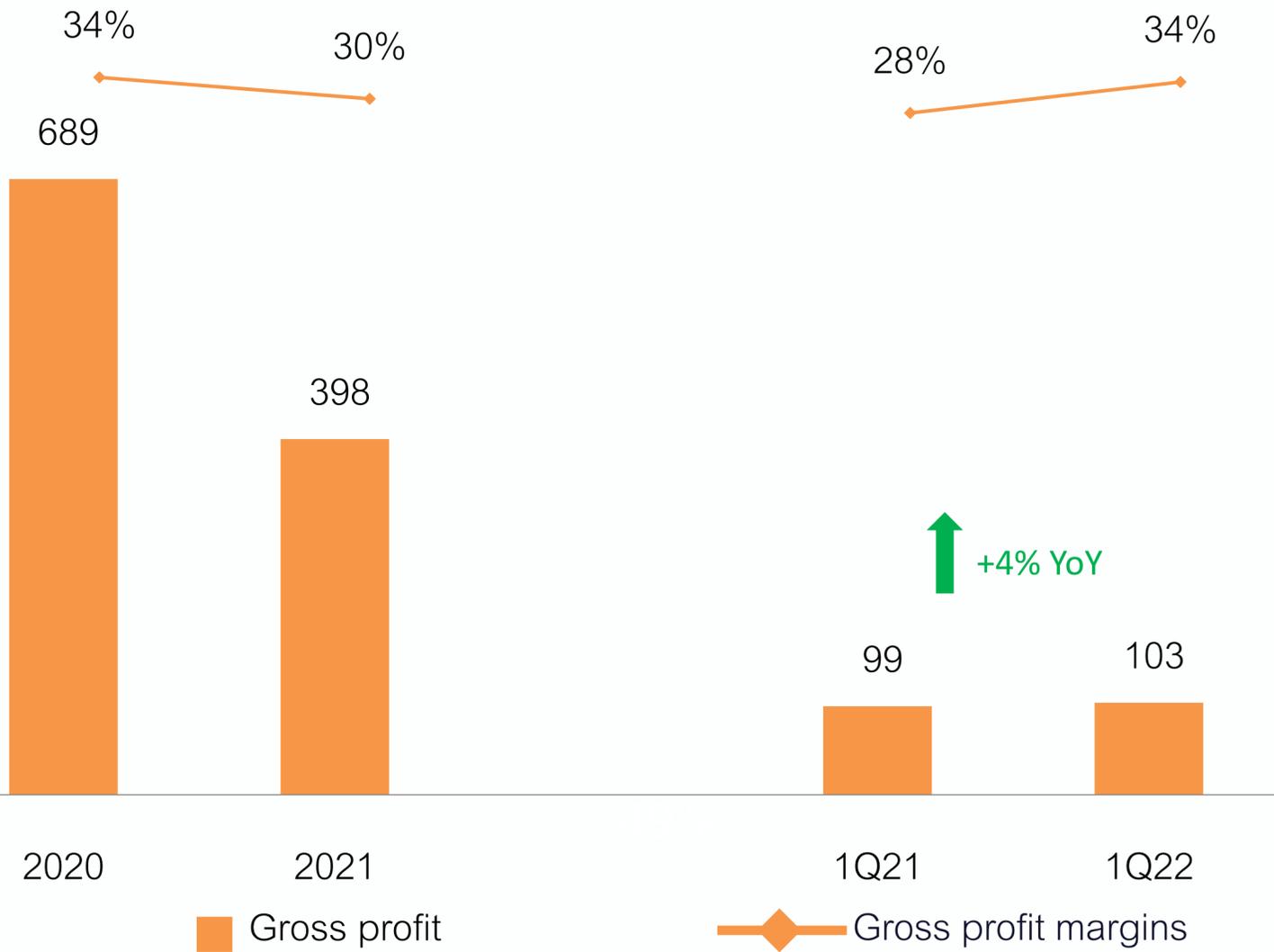
Revenue Breakdown

Unit : Million baht



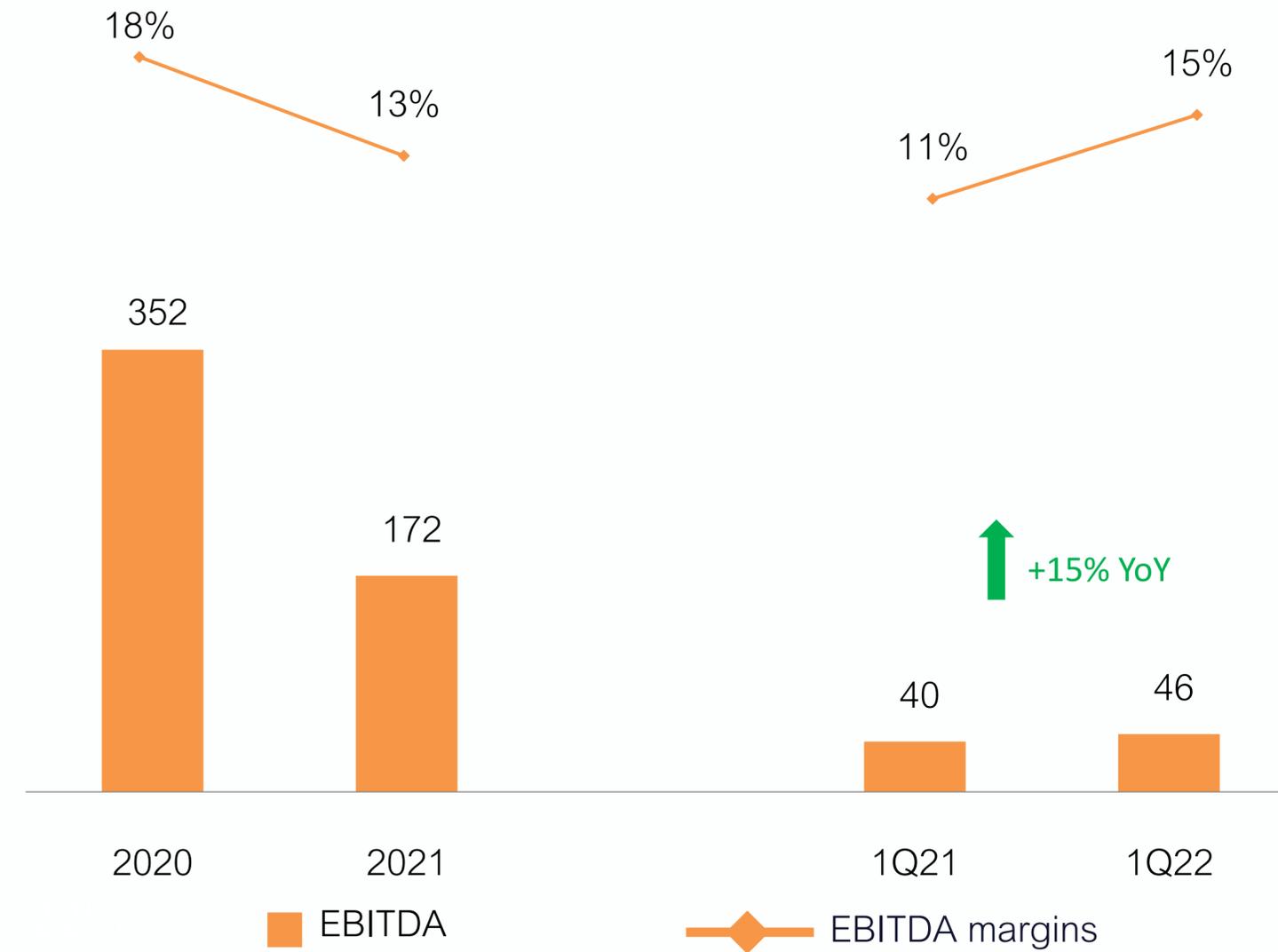
Gross Profit

Unit : Million baht



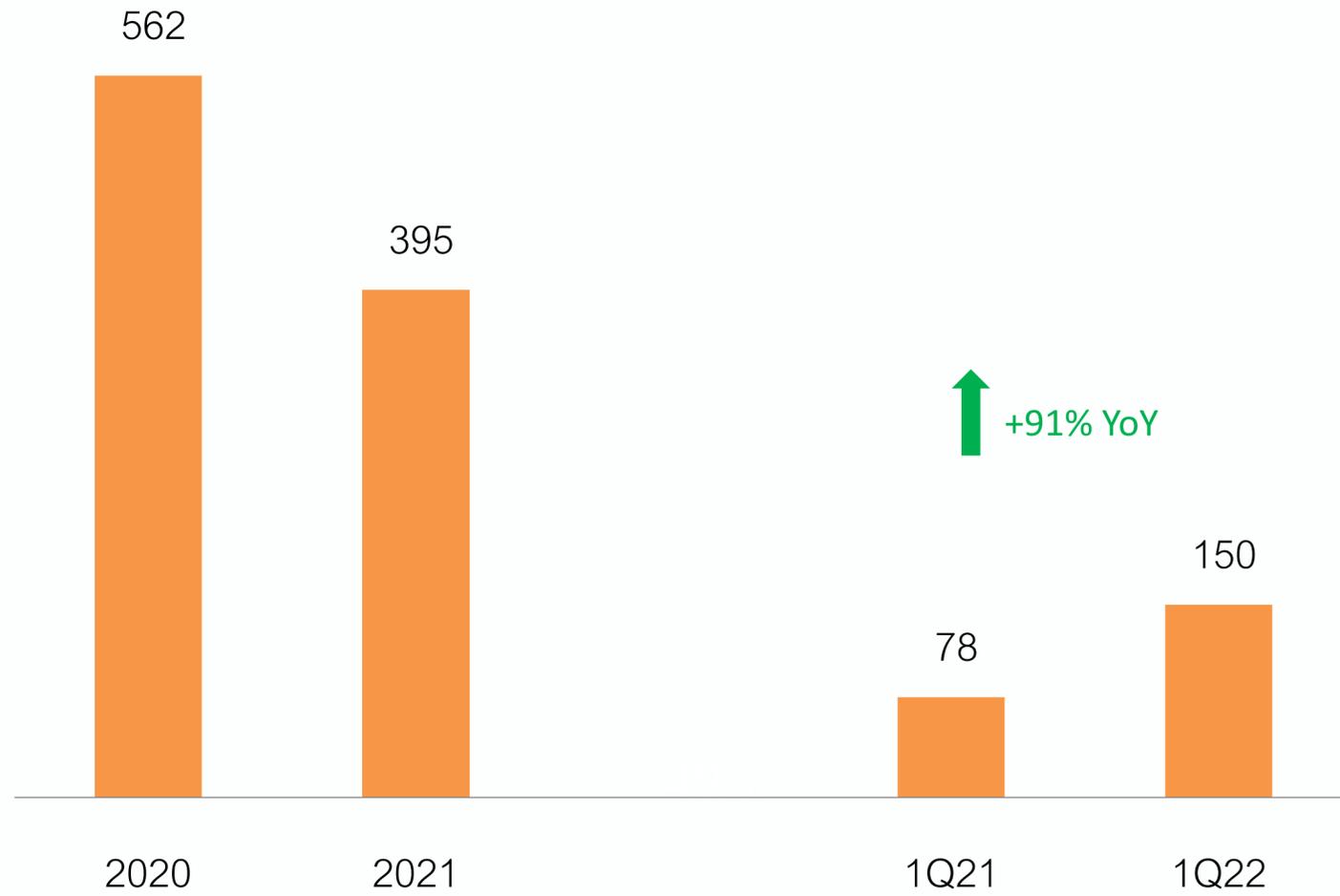
EBITDA

Unit : Million baht



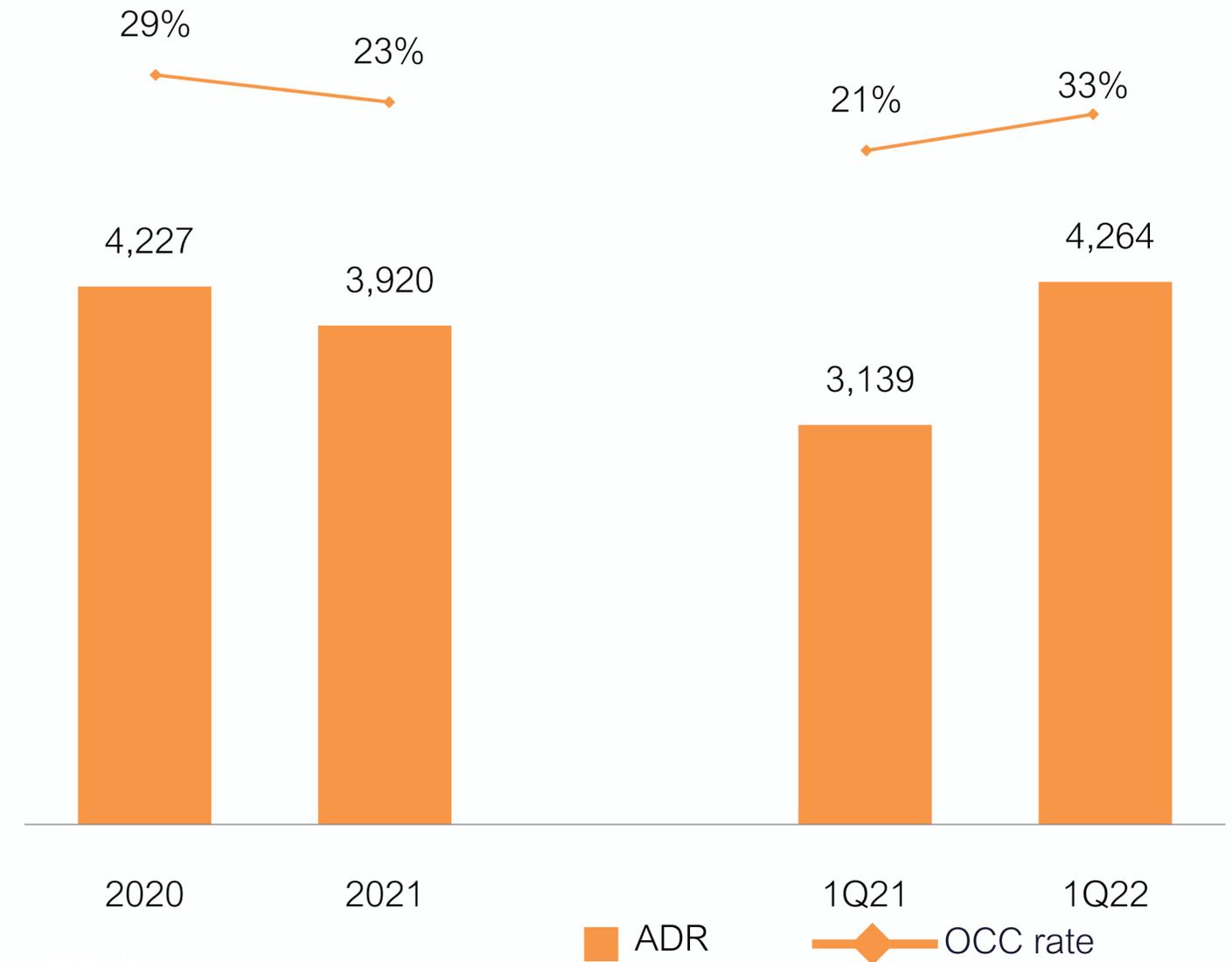
Hotel Revenue

Unit : Million baht

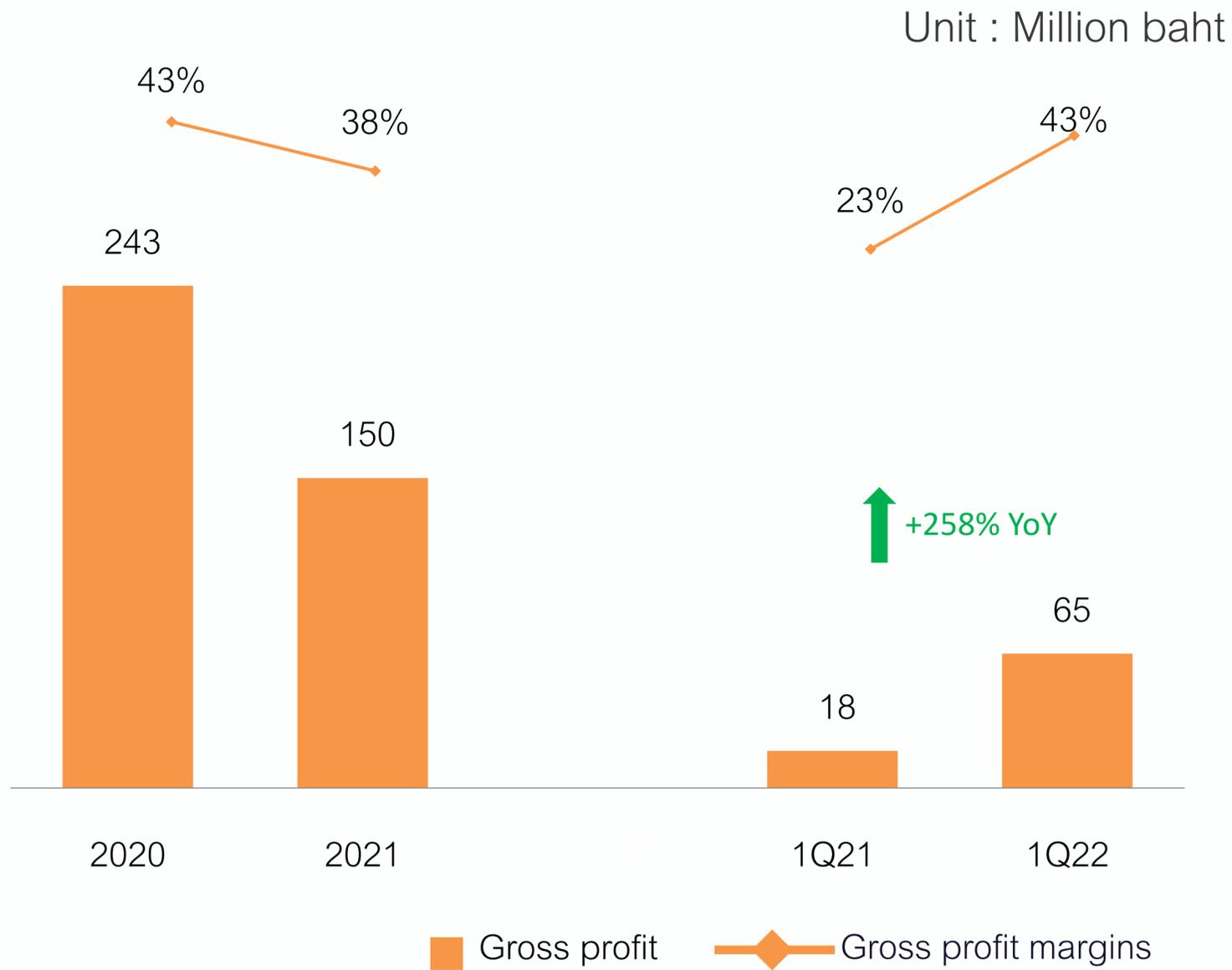


ADR & OCC rate

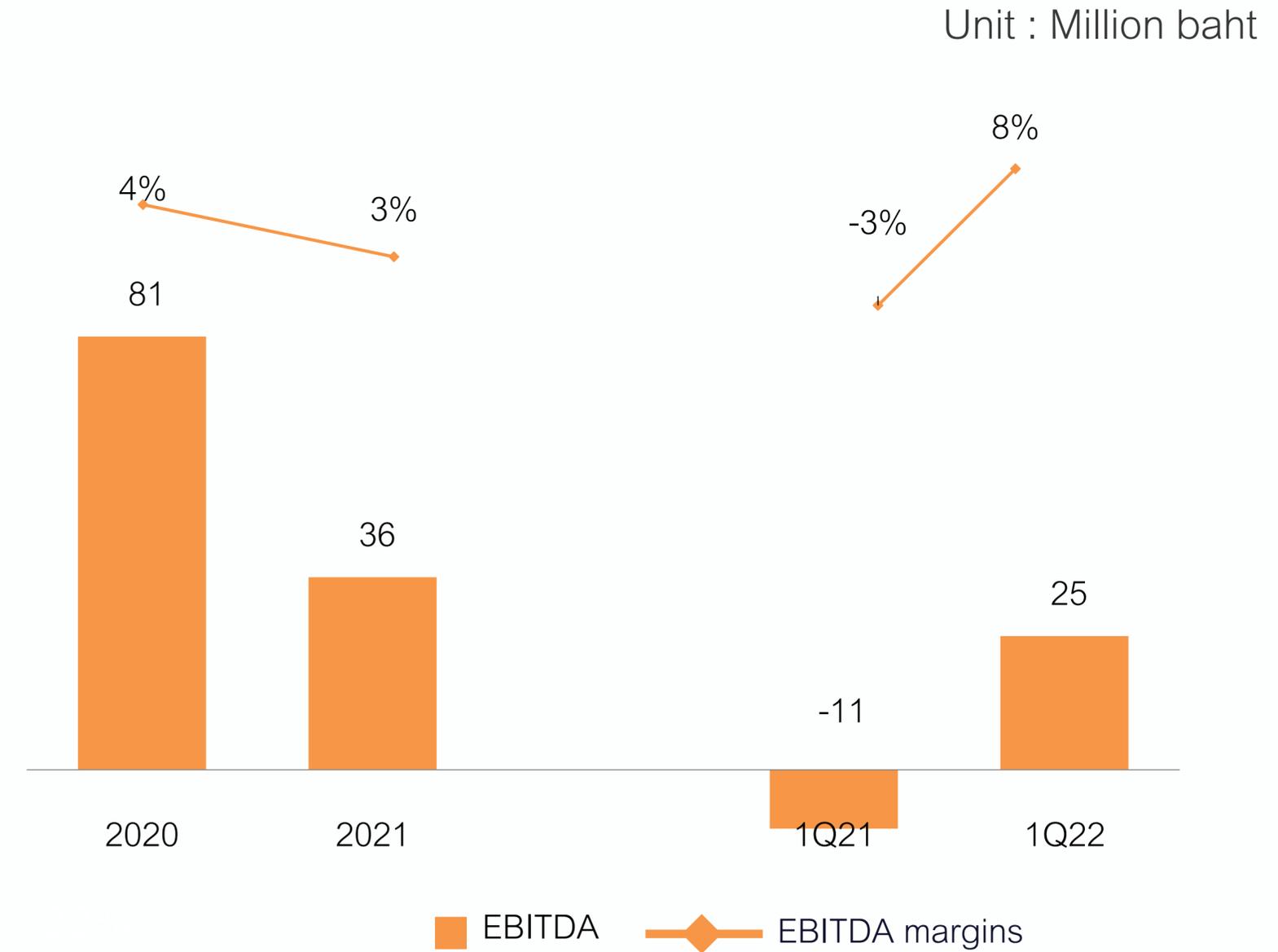
Unit : baht



Hotel Gross Profit



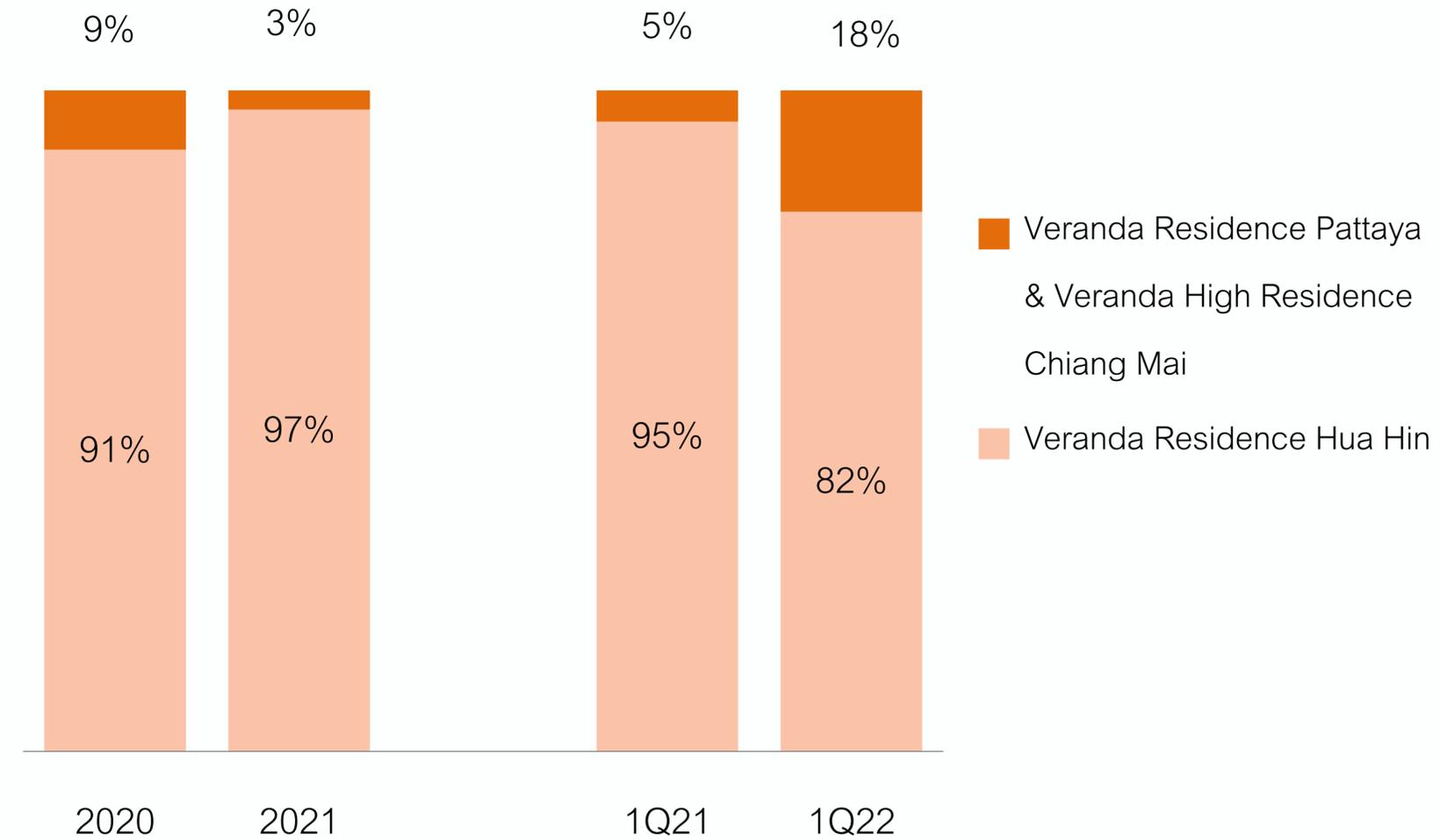
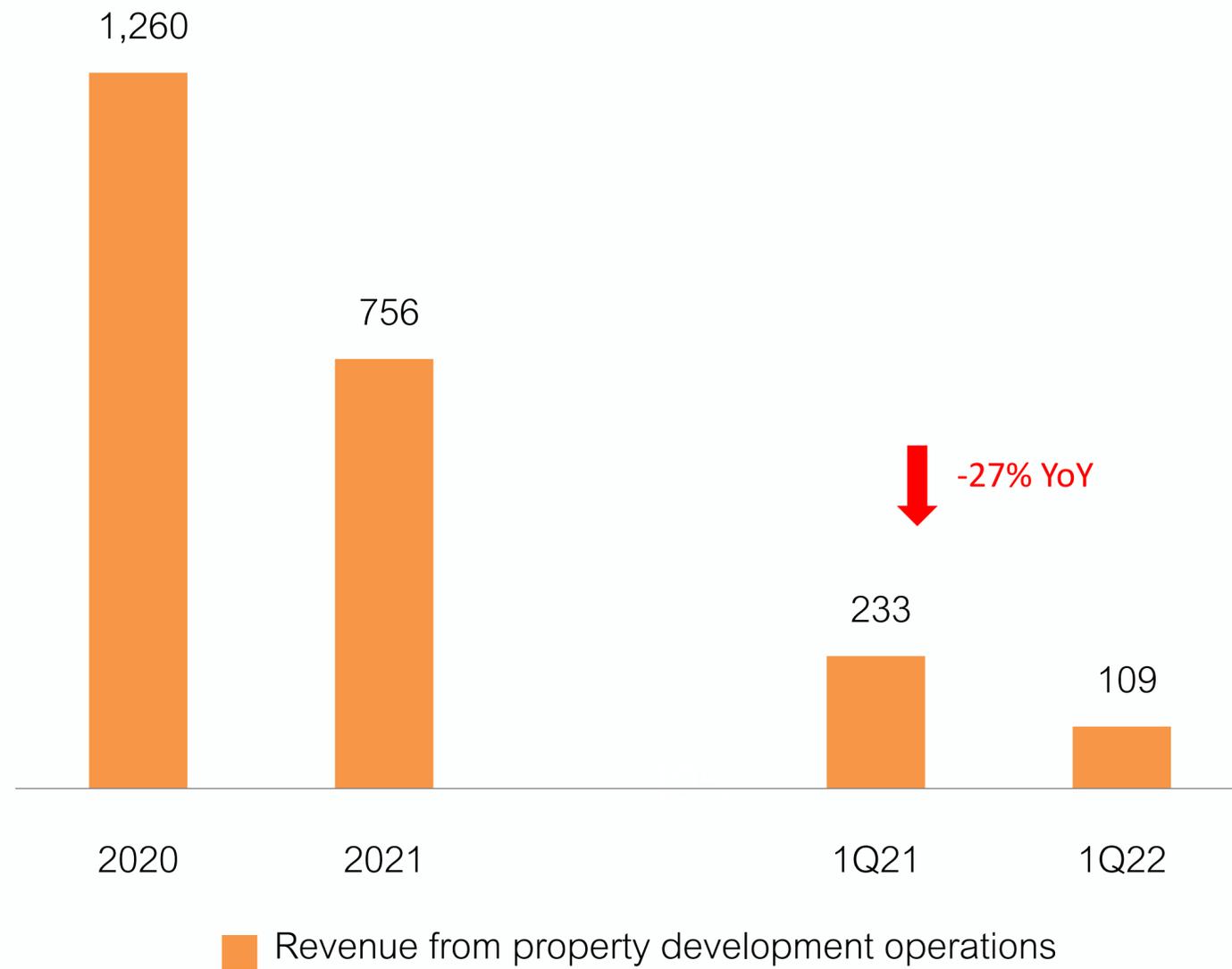
Hotel EBITDA



Property Development Revenue

Revenue breakdown

Unit : Million baht

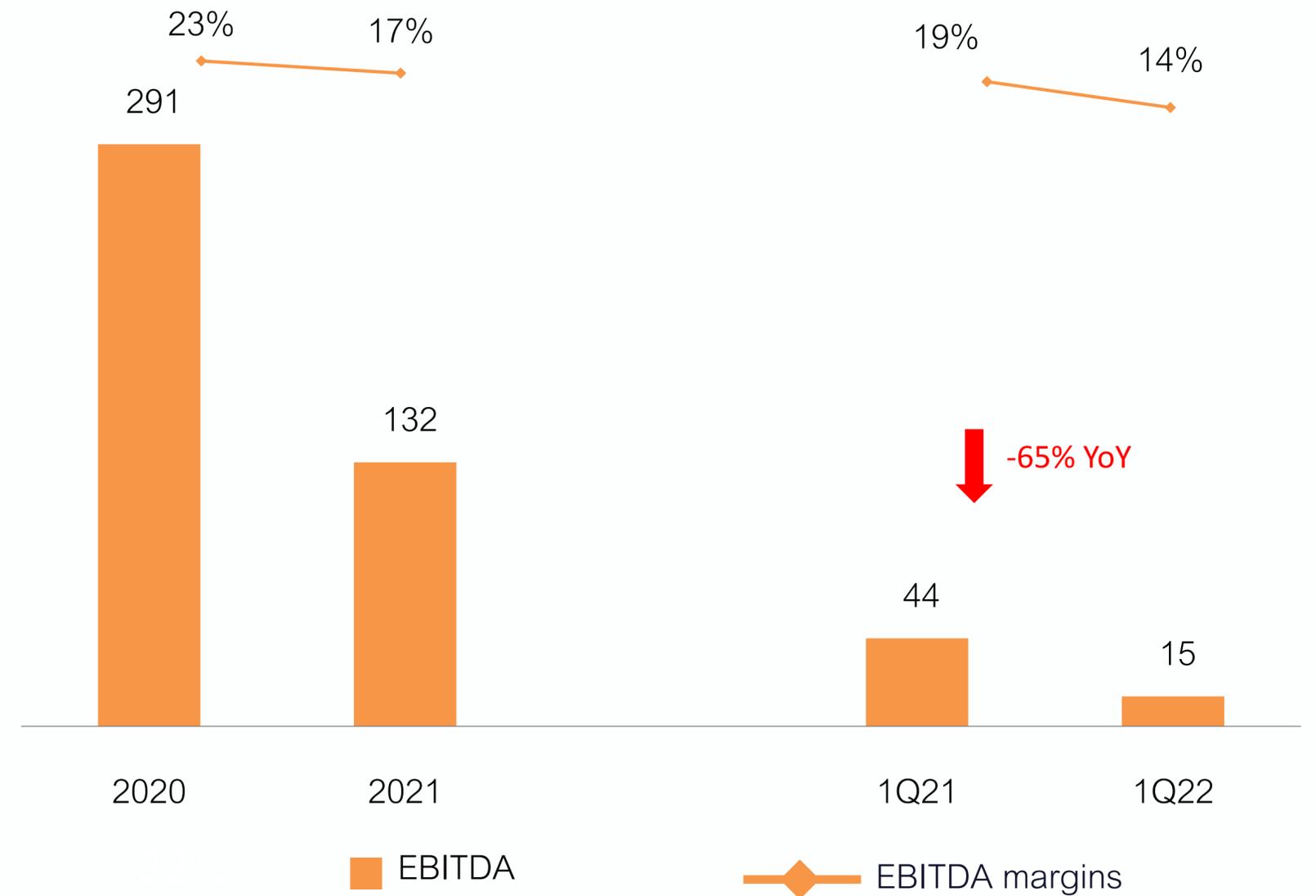
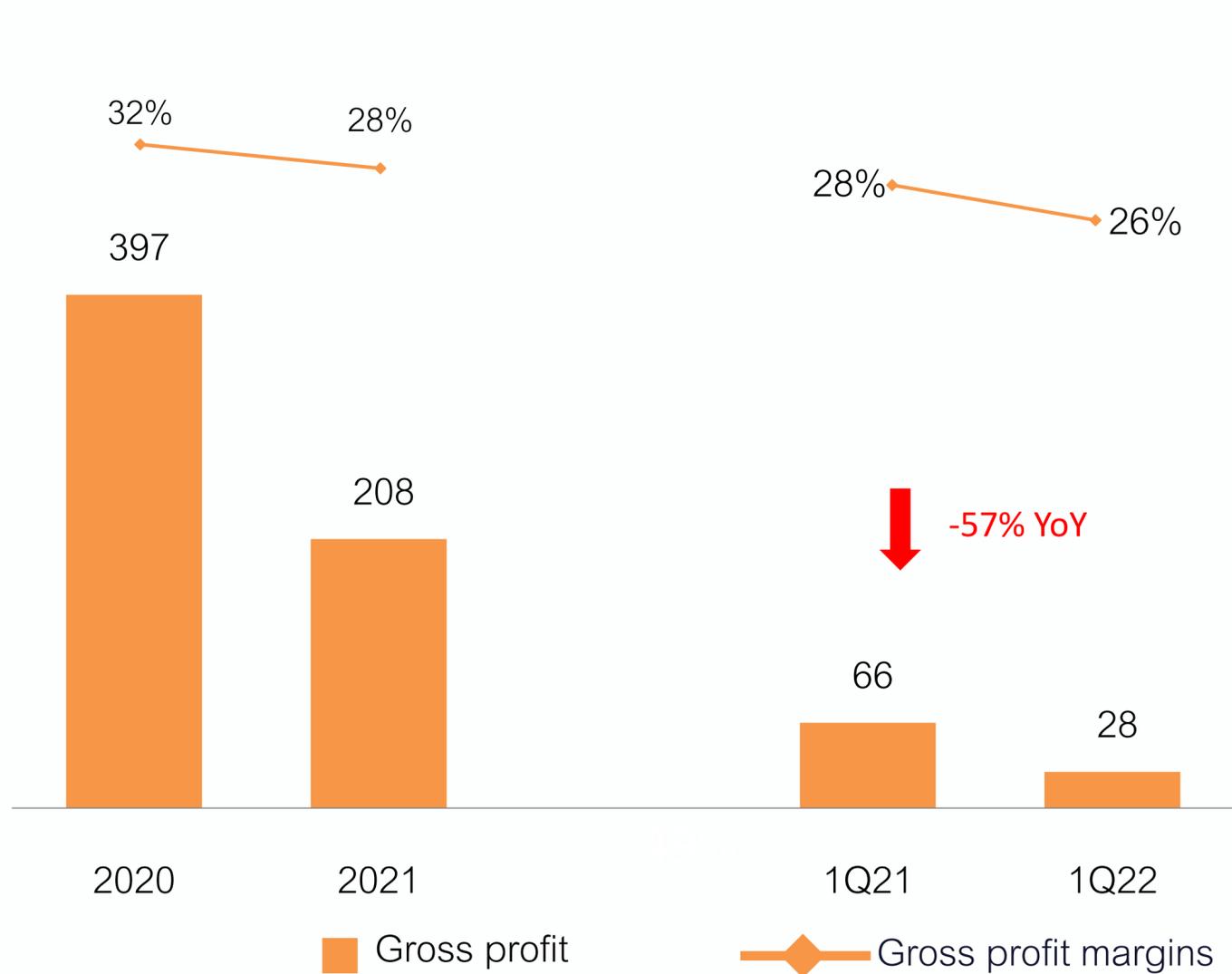


Property Development Gross profit

Property Development EBITDA

Unit : Million baht

Unit : Million baht



Balance Sheet

Unit : Million



Source : Financial Statement

Leverage Ratio

	2019	2020	2021	1Q/2022
Debt to Equity (D/E)	1.61	1.59	1.48	1.47
Interest Bearing Debt to Equity (IBD/E)	1.06	1.24	1.25	1.25

Outlook & Project expansion

2022-2024 Outlook

Bottom in 2021, Outlook for 2022 is “trending positively”

1

Weak Thai baht good for tourism industry

The currency has been hovering at its weakest level in almost five years against the United States dollar. The baht depreciation will attract more foreign tourists to visit Thailand.

2

Recovery in number of foreign tourists arrivals

Cancellation of covid-19 testing for foreign tourists increase numbers of foreign arrivals to Thailand. This is positive factor for SO Bangkok and Veranda Collection Samui that mainly rely on foreign customer.

3

Project Expansion

- The **Phuket project** expected to open in Q1/2024.
- **Hua Hin Cha-am pool villa project** revenue recognition in 2H 2023.

2022-2024 Outlook

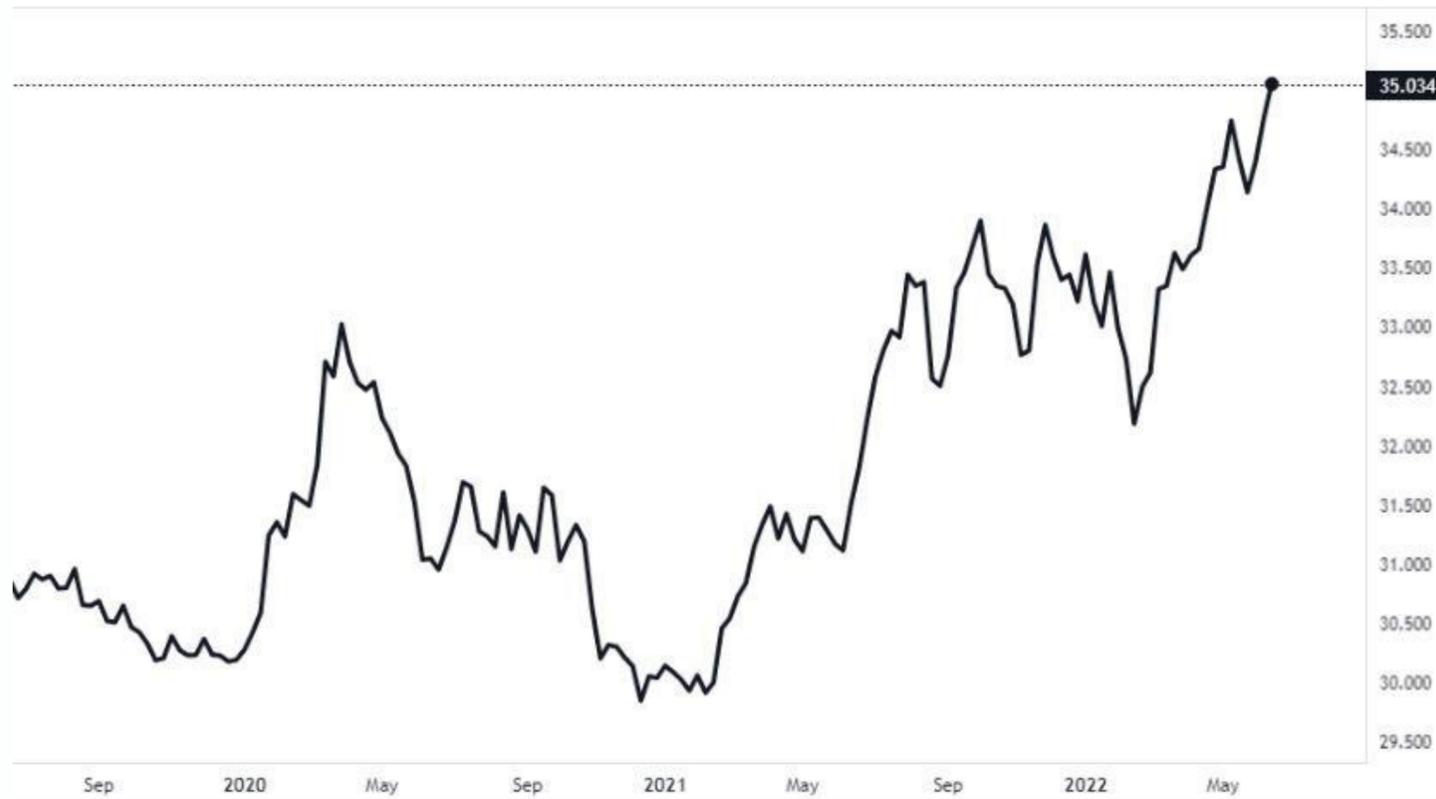
1

Weak Thai baht support tourism & residential industry

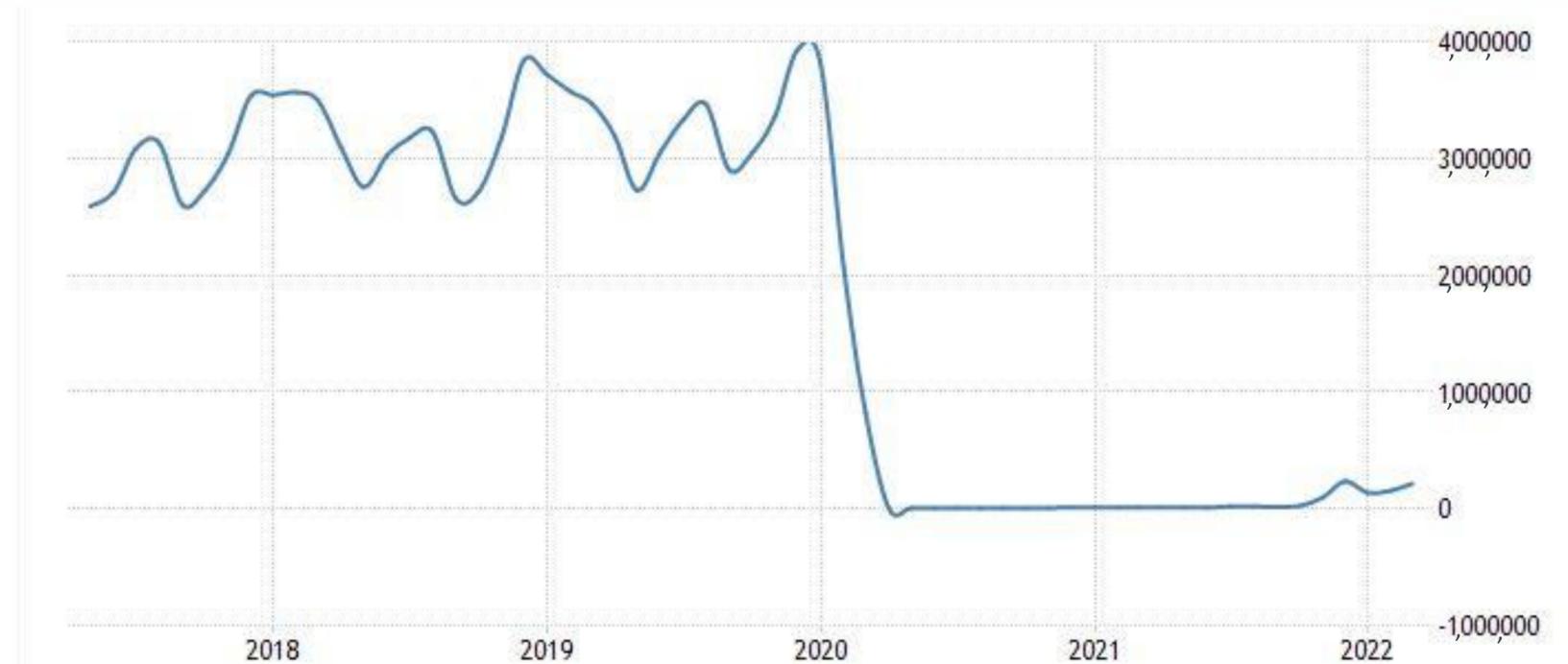
The currency has been hovering at its weakest level in almost five years against the United States dollar. The baht depreciation will attract more foreign tourists to visit Thailand.

USD/THB

Thailand Foreign Arrivals by Month



*16 May 2022 ≈ 35 THB/USD



* Jan - May 2022 ≈ 1.3m foreign visitors

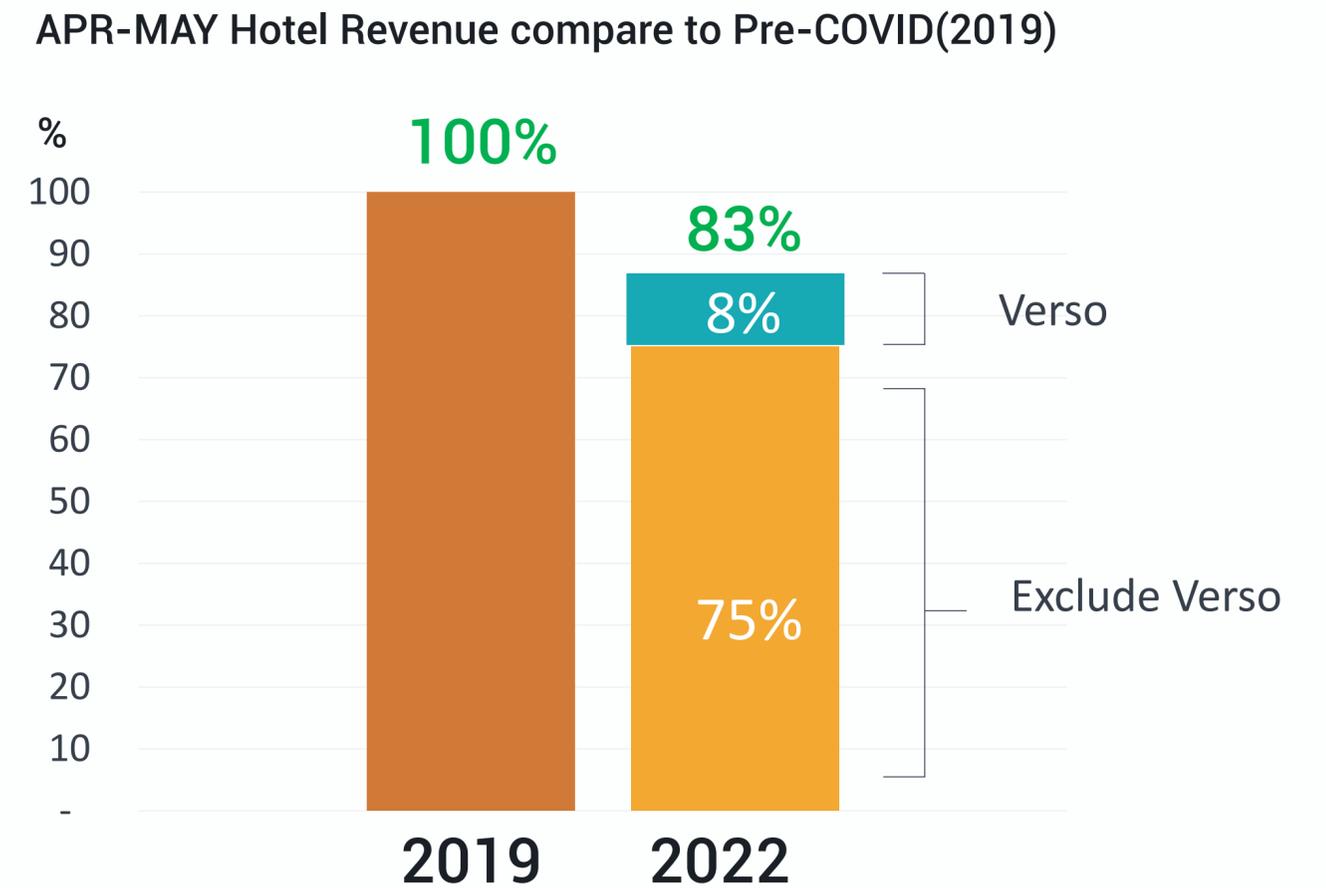
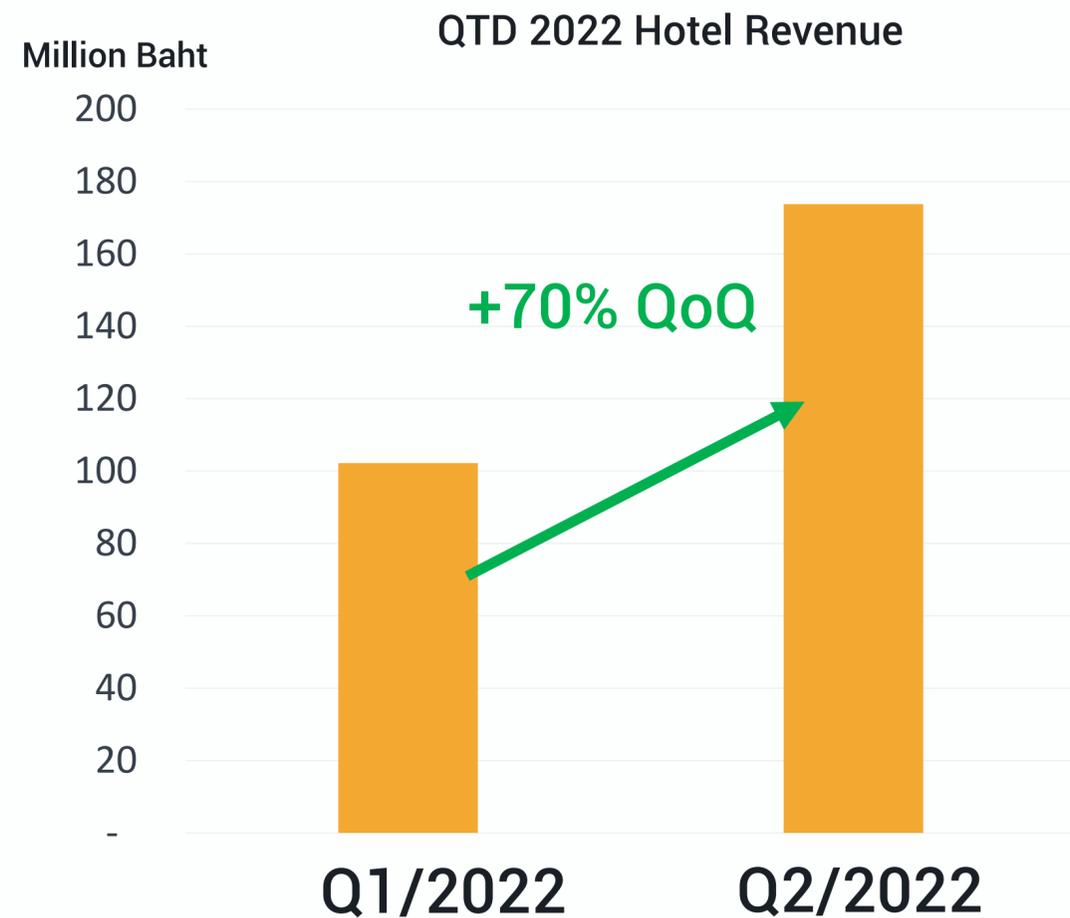
* Expected FY 2022 ≈ 7m-10m foreign visitors

2022-2024 Outlook

2

Recovery in number of foreign tourists arrivals

Cancellation of covid-19 testing for foreign tourists increase numbers of foreign arrivals to Thailand. This is positive factor for SO Bangkok and Veranda Collection Samui that mainly rely on foreign customer.



New Project Timeline

Hotel

Start Operate 2H/2023

Veranda pool villas Hua hin Cha-am

Pool villas 3 units – 3 bedrooms Room type
Investment size : ~80 mb

2023

Start Operate Q2/2024

Veranda Phuket

~160 rooms
Investment size : ~1,100 mb

2024

Residence

Start Transfer 2H/2023

Veranda pool villas Hua hin Cha-am

Pool villas 13 units – 3-5 bedrooms Unit type
Salable area: 6,500 Sqm.
Project value : ~350-400 mb

Start Transfer 2H/2024

Veranda Residence Phuket

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

Veranda pool villas Hua hin Cha-am



Hotel

Pool villas 3 units
3 bedrooms Room type

Investment size : ~80 mb

Residence

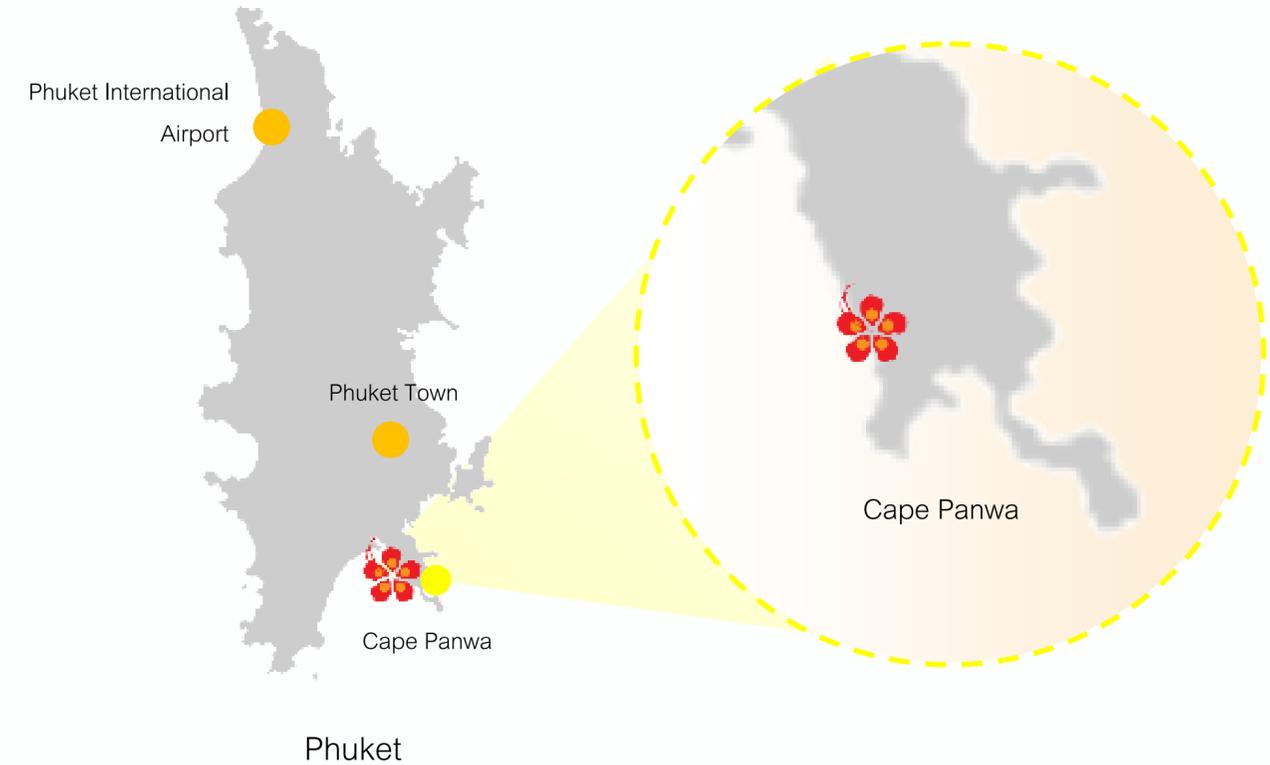
Pool villas 13 units
3-5 bedrooms Unit type

Project value : ~350-400 mb

Veranda pool villas Hua hin Cha-am



Phuket Project



Hotel

~160 rooms
Investment size : ~1,100 mb

Residence

Condo and Pool villas
Project value : ~700 mb

Phuket Project



Phuket Project





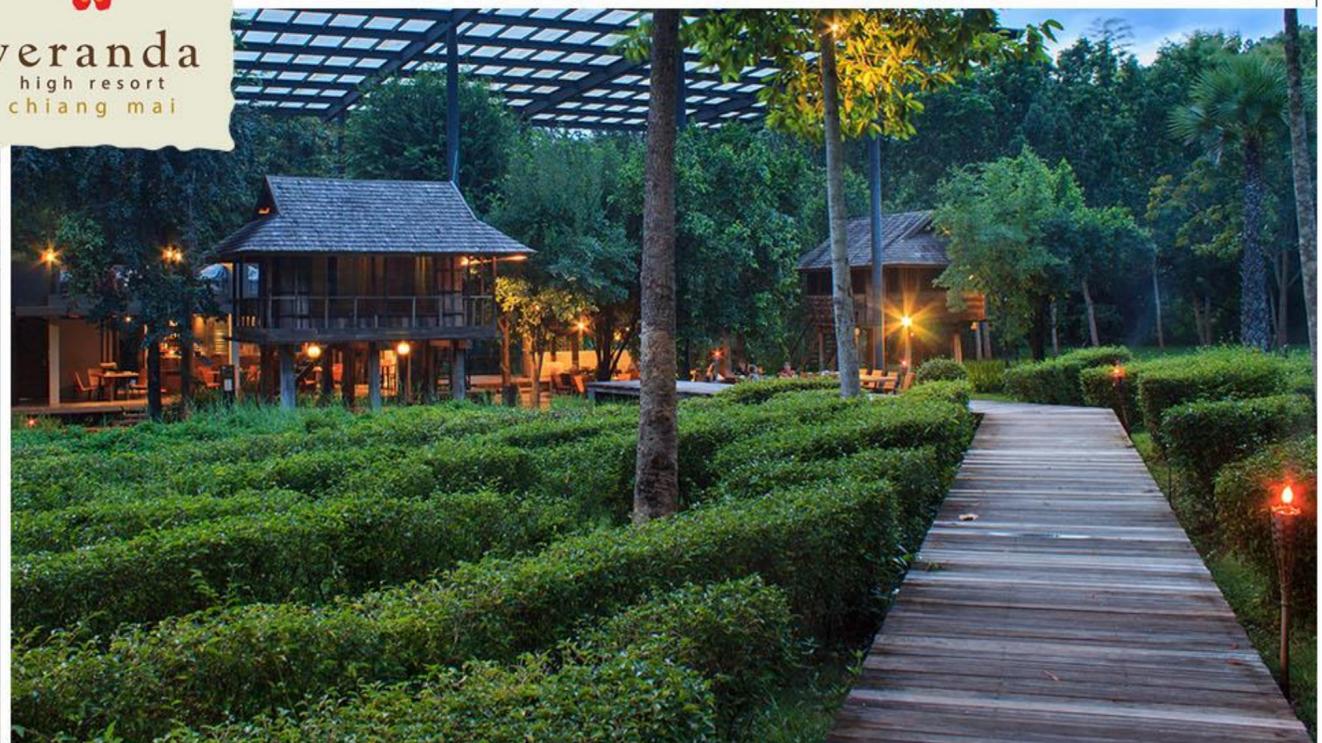
Appendix





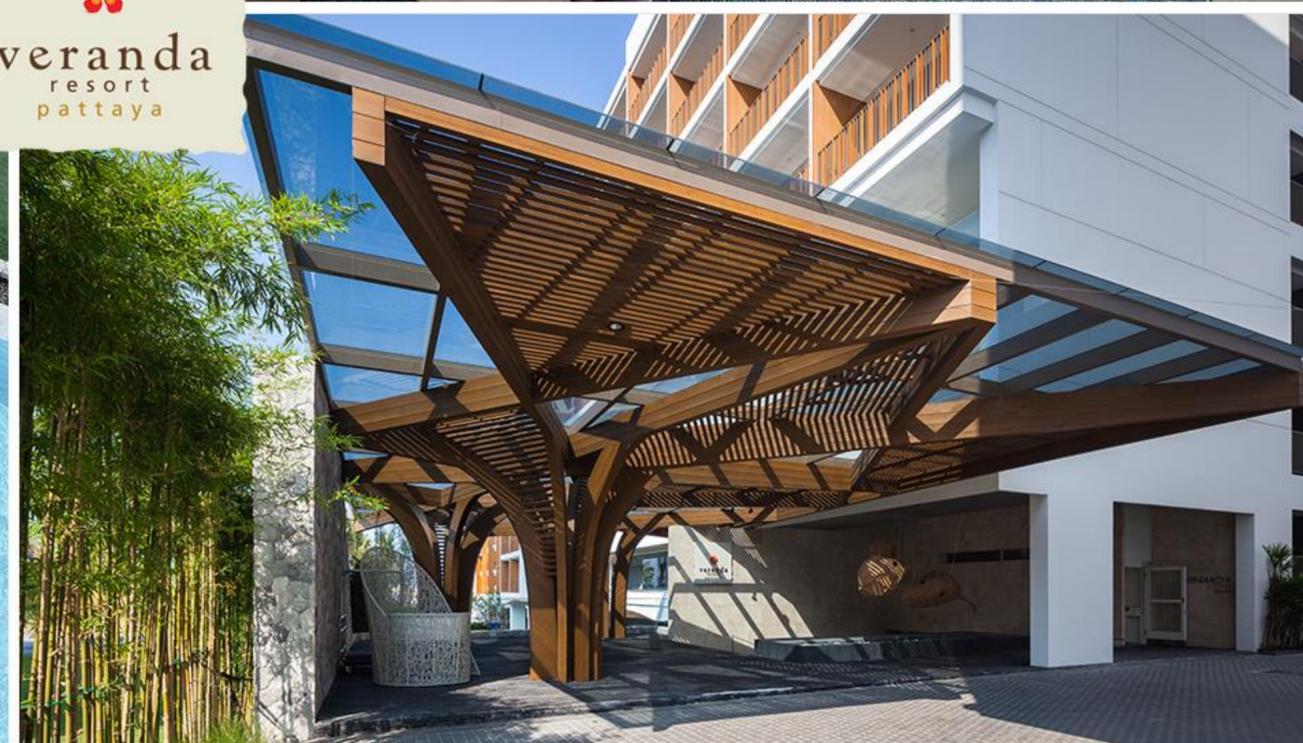
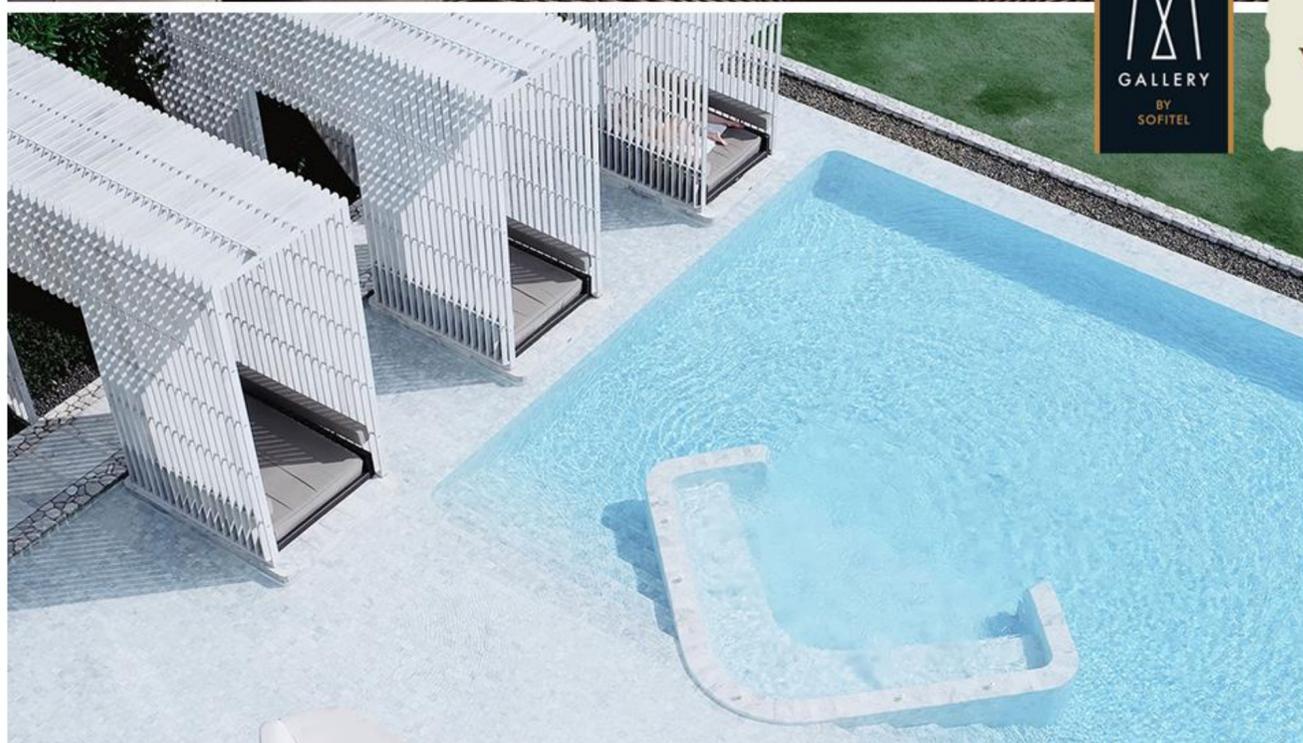
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GALLERY
BY
SOFITEL

veranda
resort
hua·hin



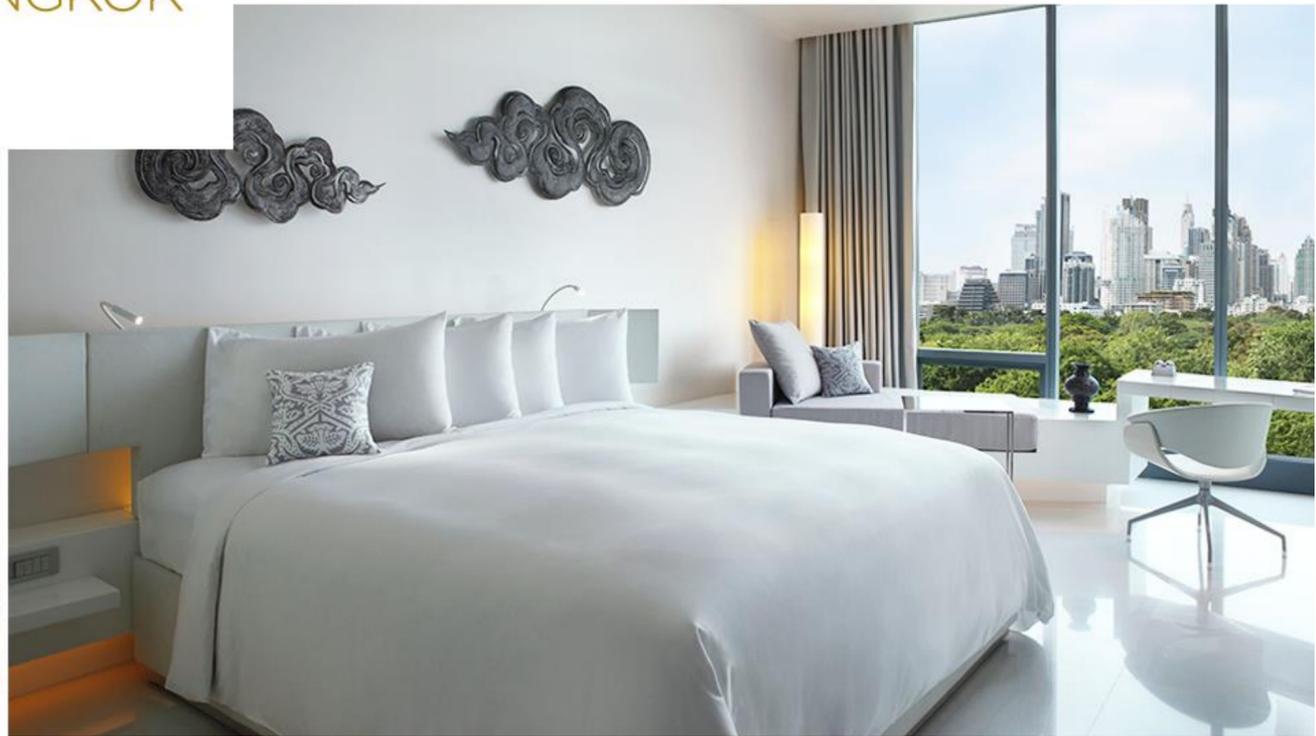
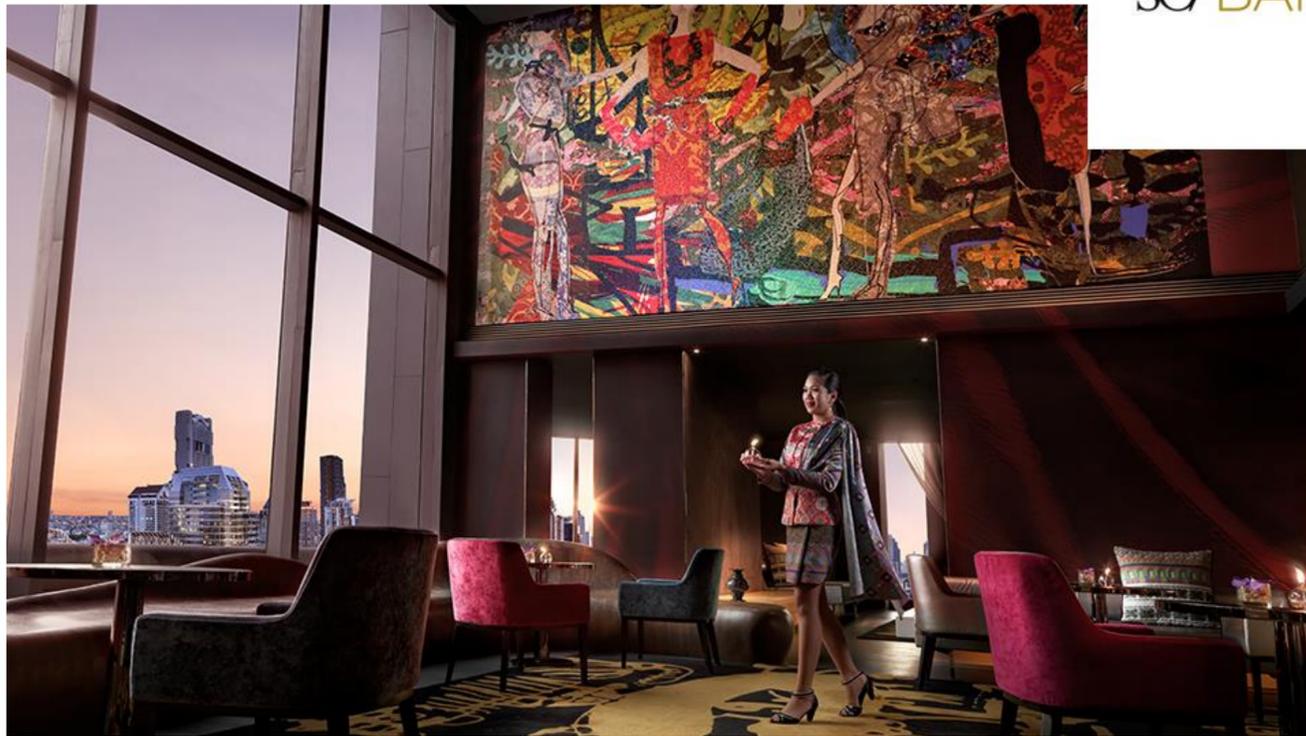
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GALLERY
BY
SOFTEL

veranda
high resort
chiang mai





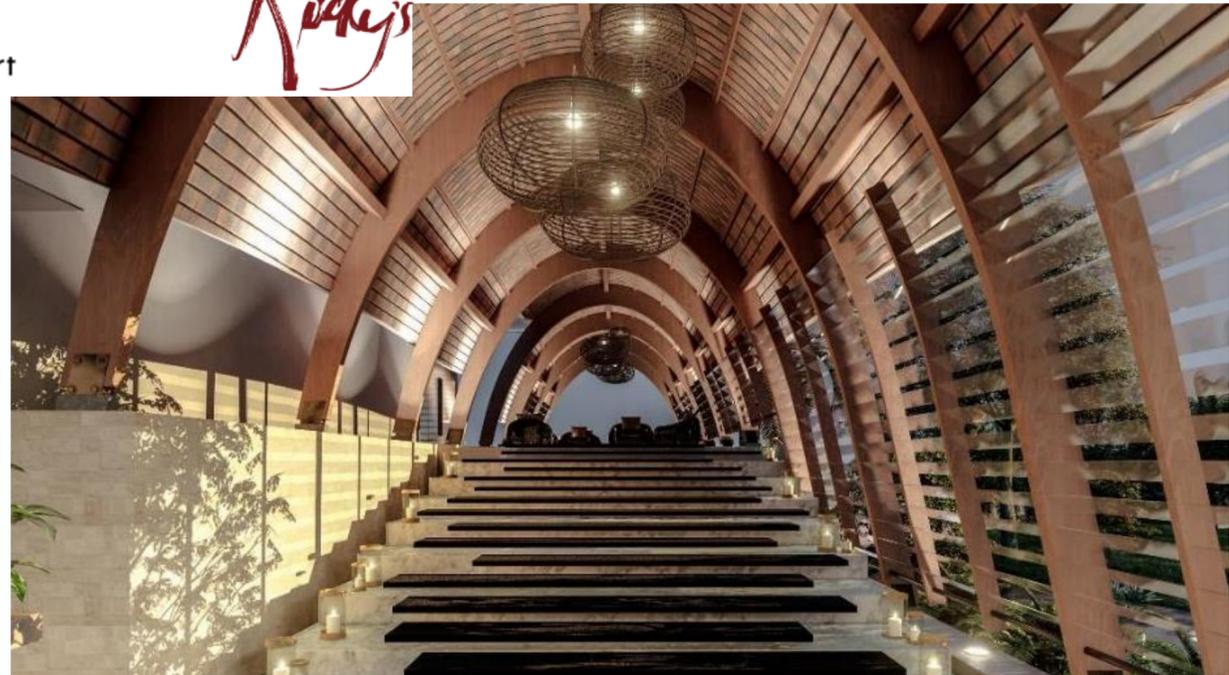
SO/BANGKOK





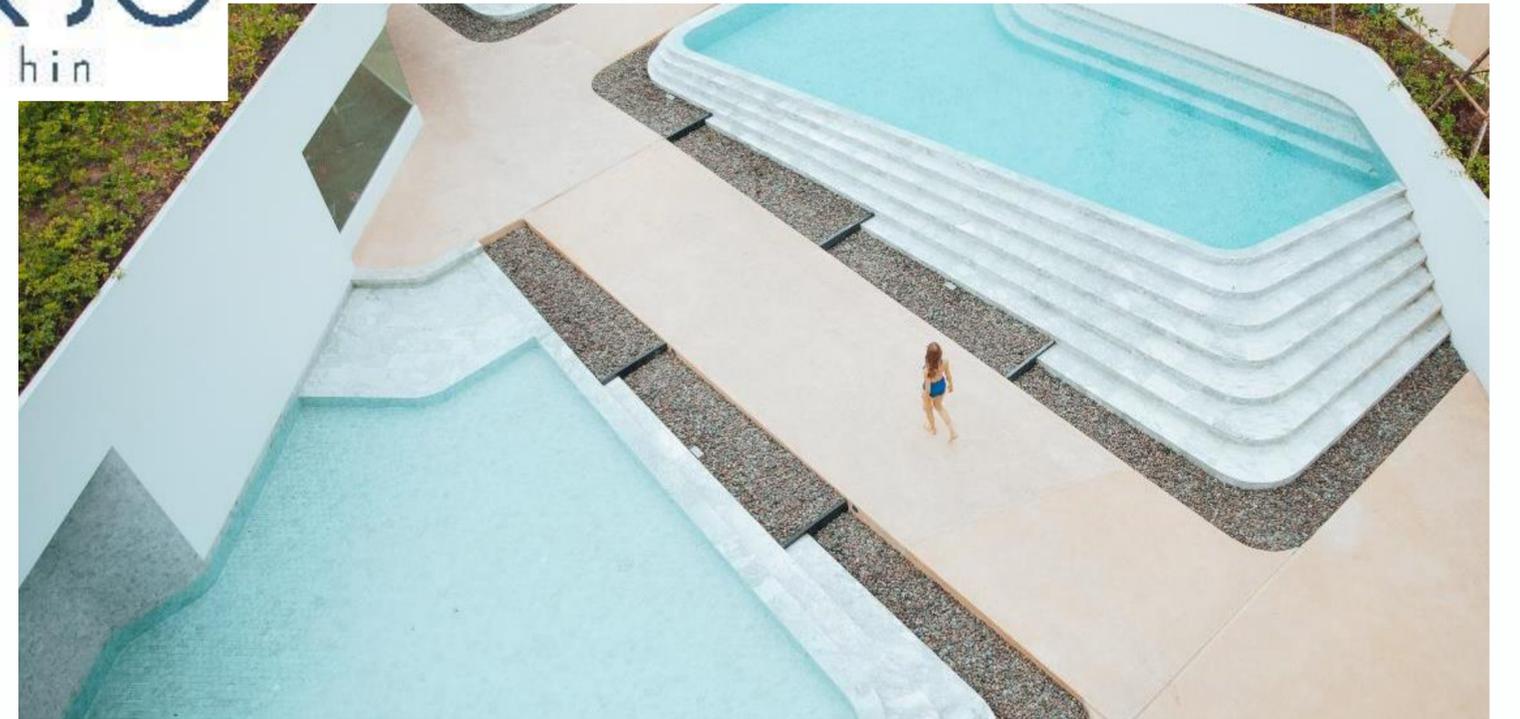
Veranda collection
SAMUI
Rocky's Resort

BOUTIQUE RESORT
KOH SAMUI THAILAND
Rocky's






VERSO
hua hin



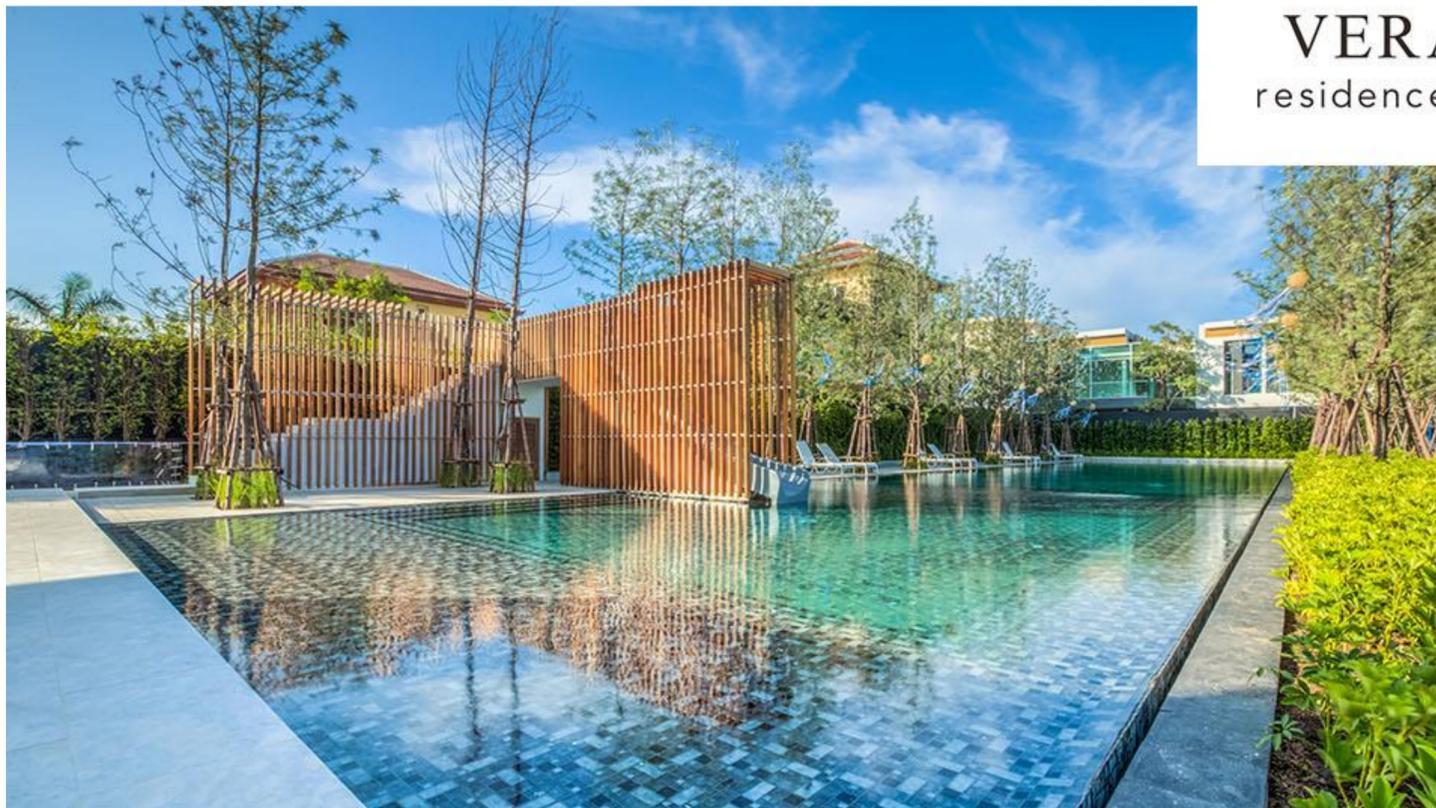



veranda
high residence
-chiang mai-



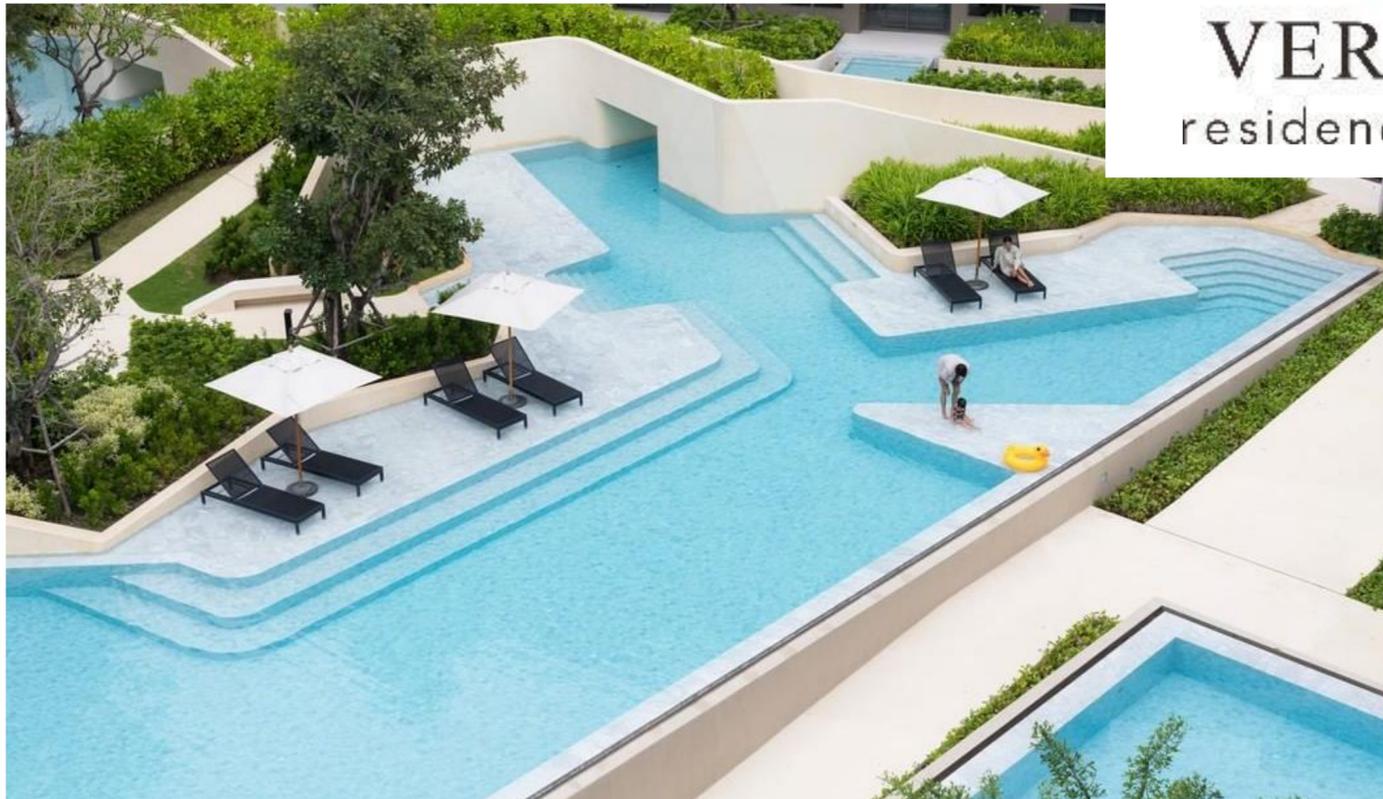


VERANDA
residence | pattaya





VERANDA
residence | hua-hin









KOF





KOF





