

veranda  
resort

PUBLIC COMPANY LIMITED

Opportunity Day : 8 June 2023

OPPORTUNITY  
DAY

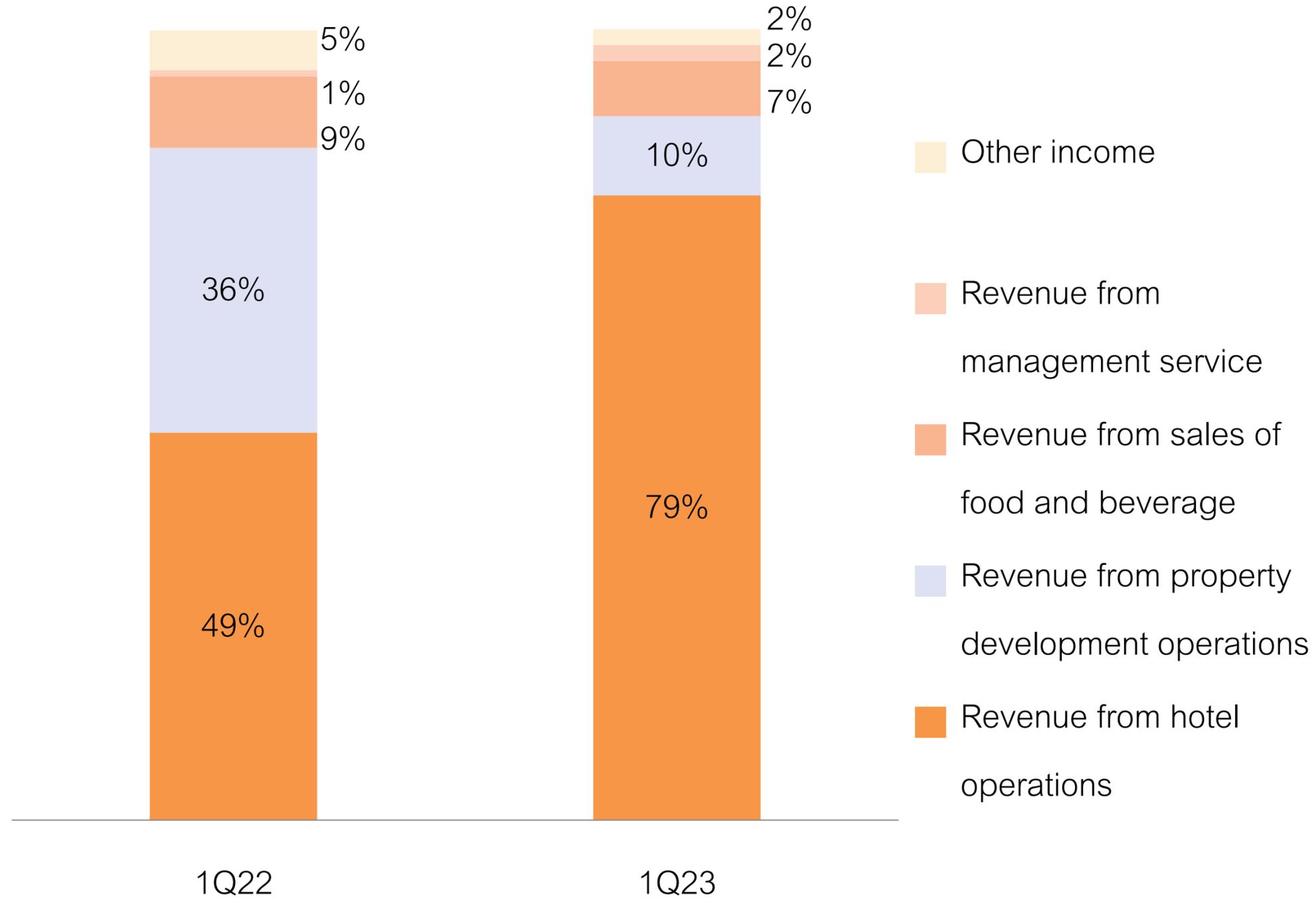


**Q1/2023**



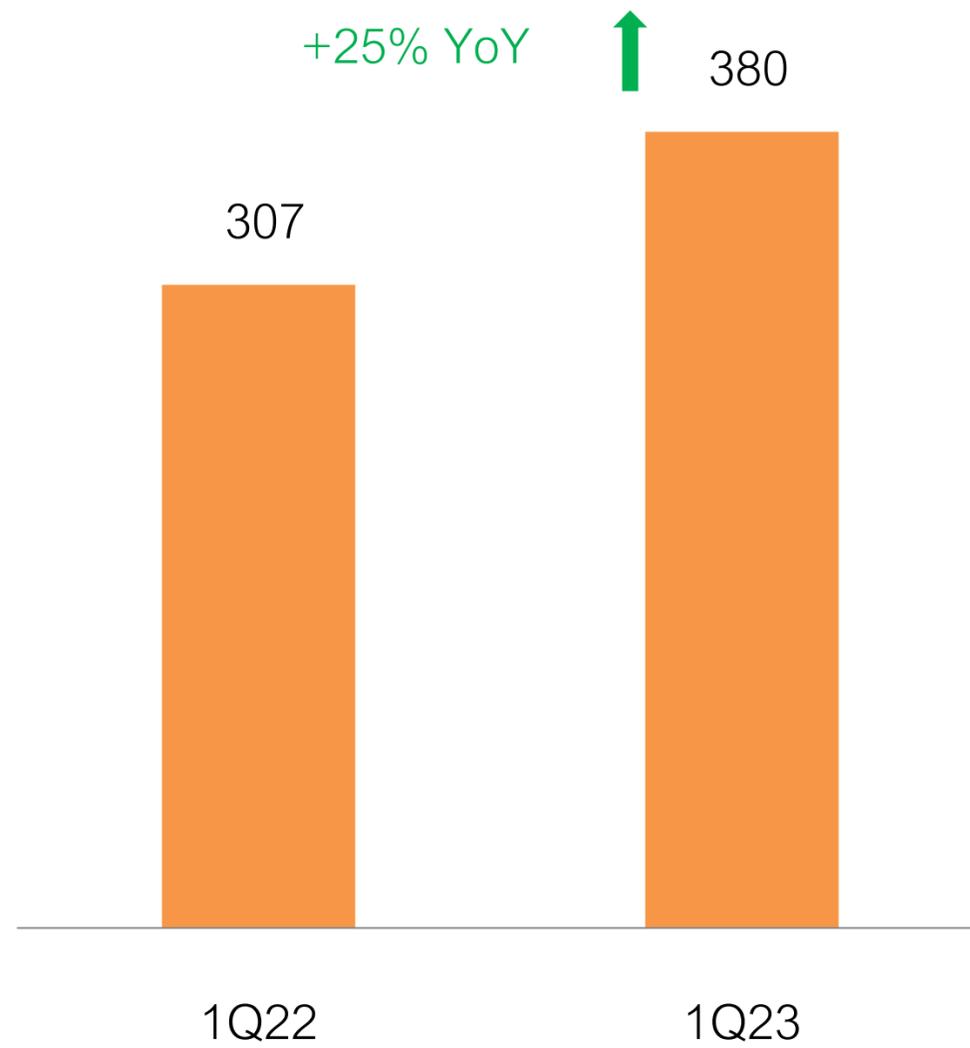
**Performance**

## Revenue Breakdown



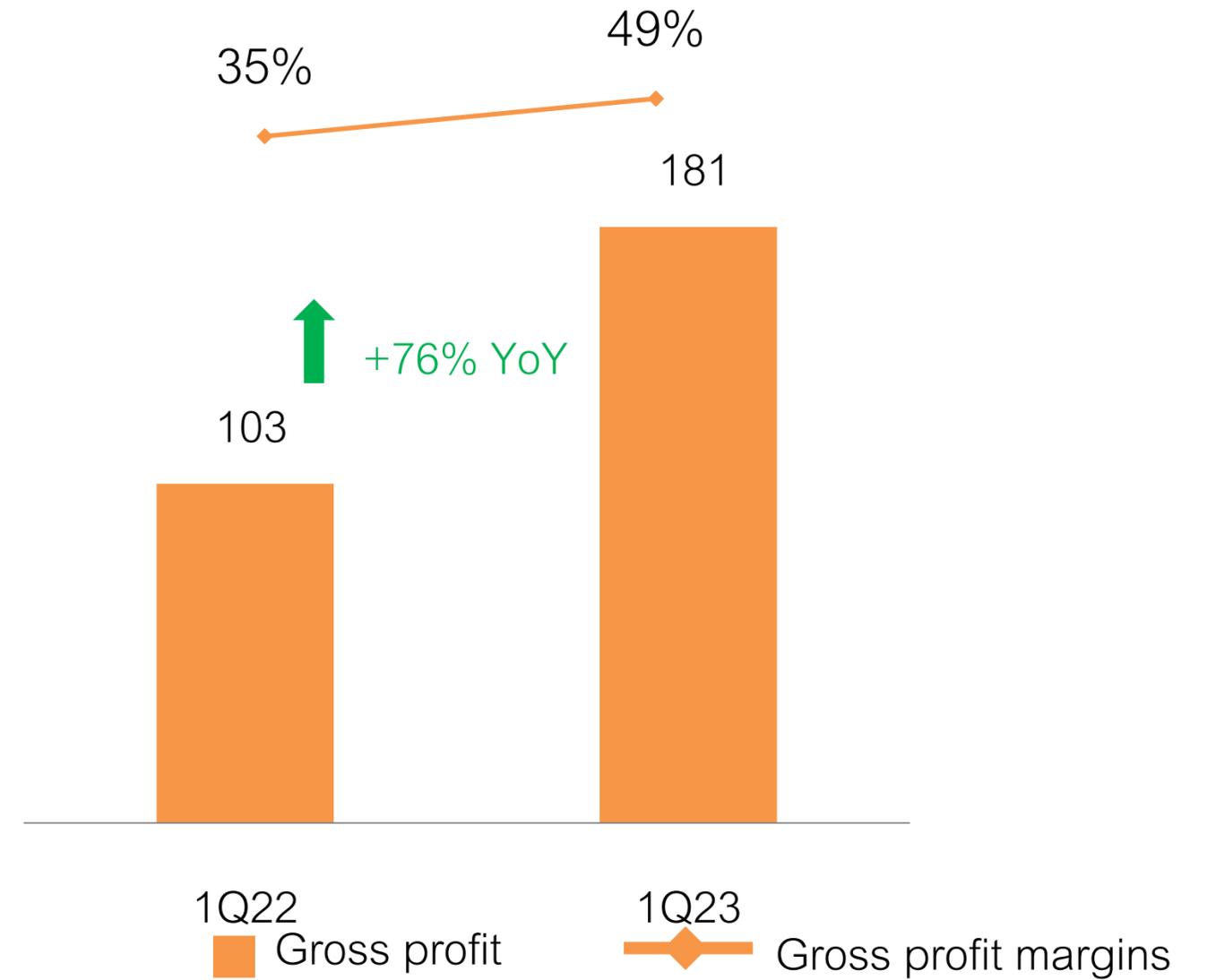
## Total Revenue

Unit : Million baht

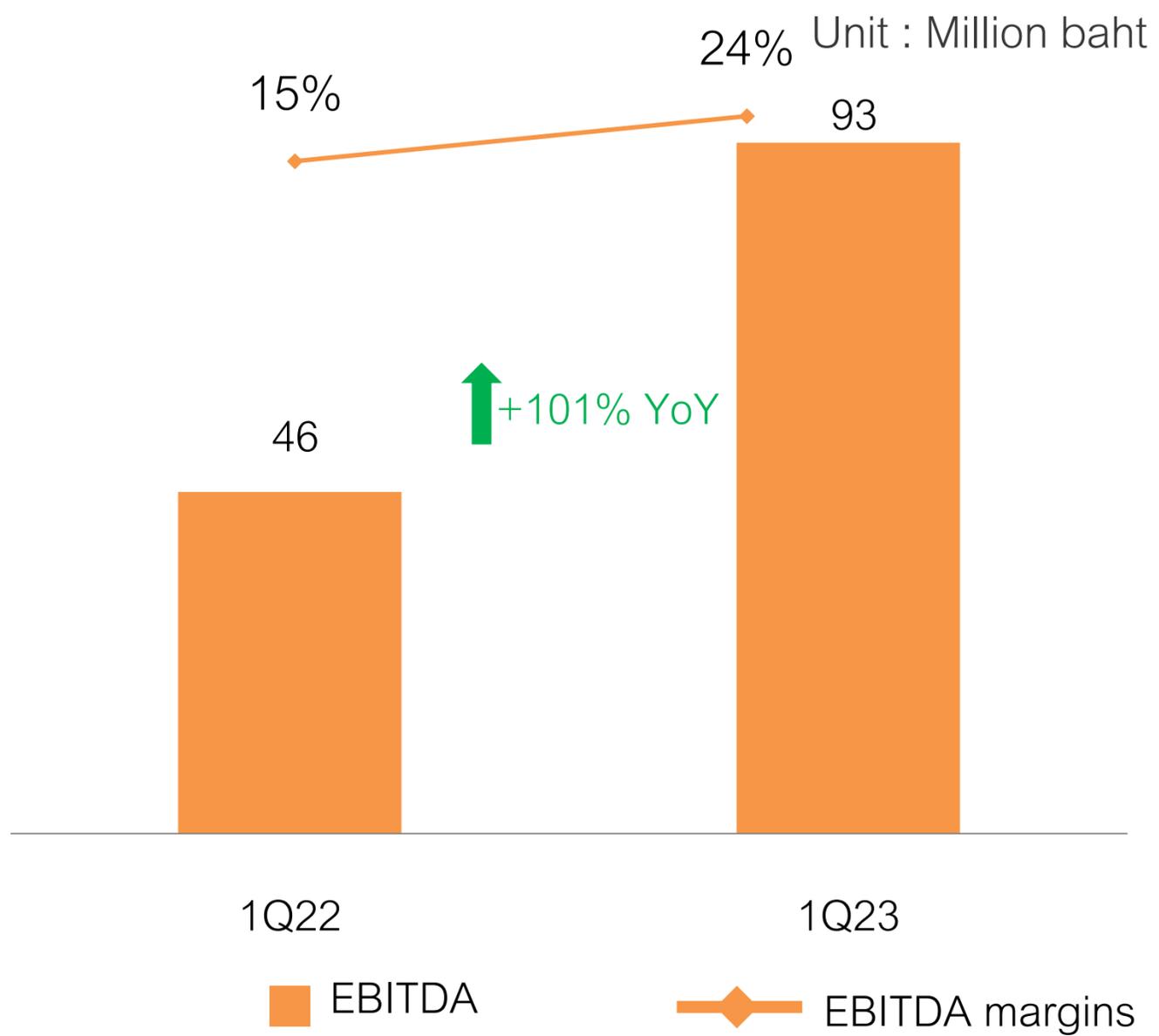


## Gross Profit

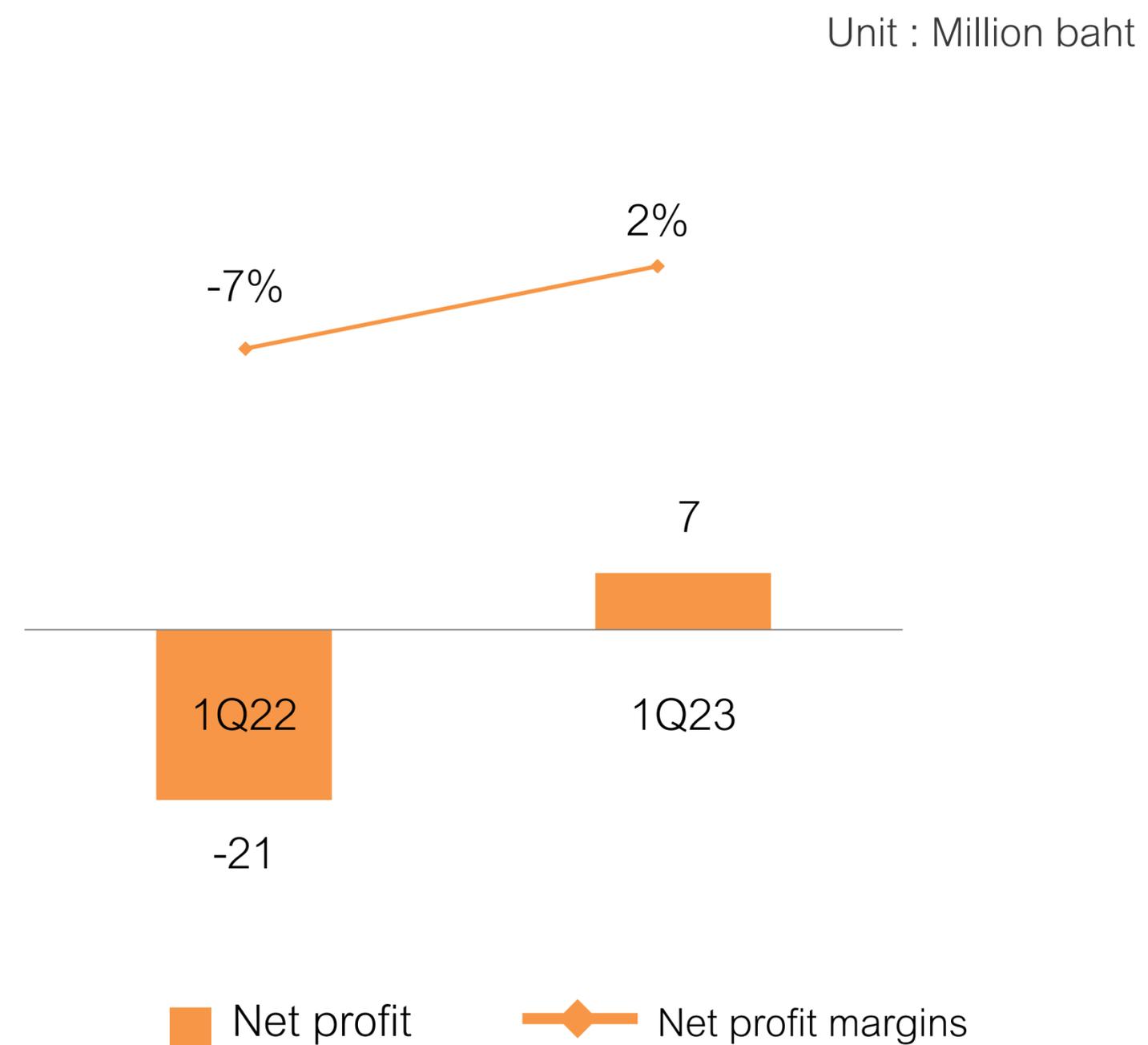
Unit : Million baht



## EBITDA

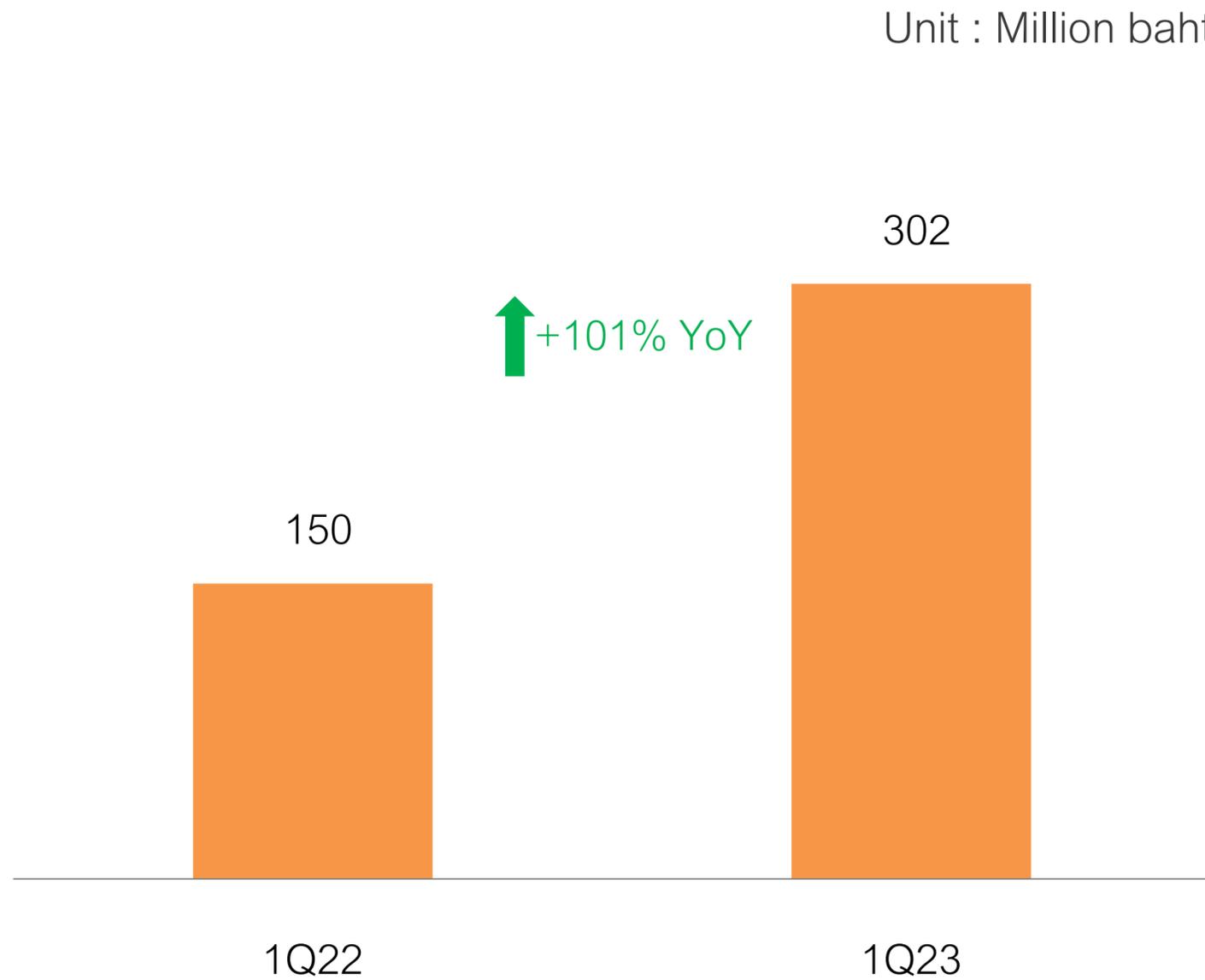


## Net Profit



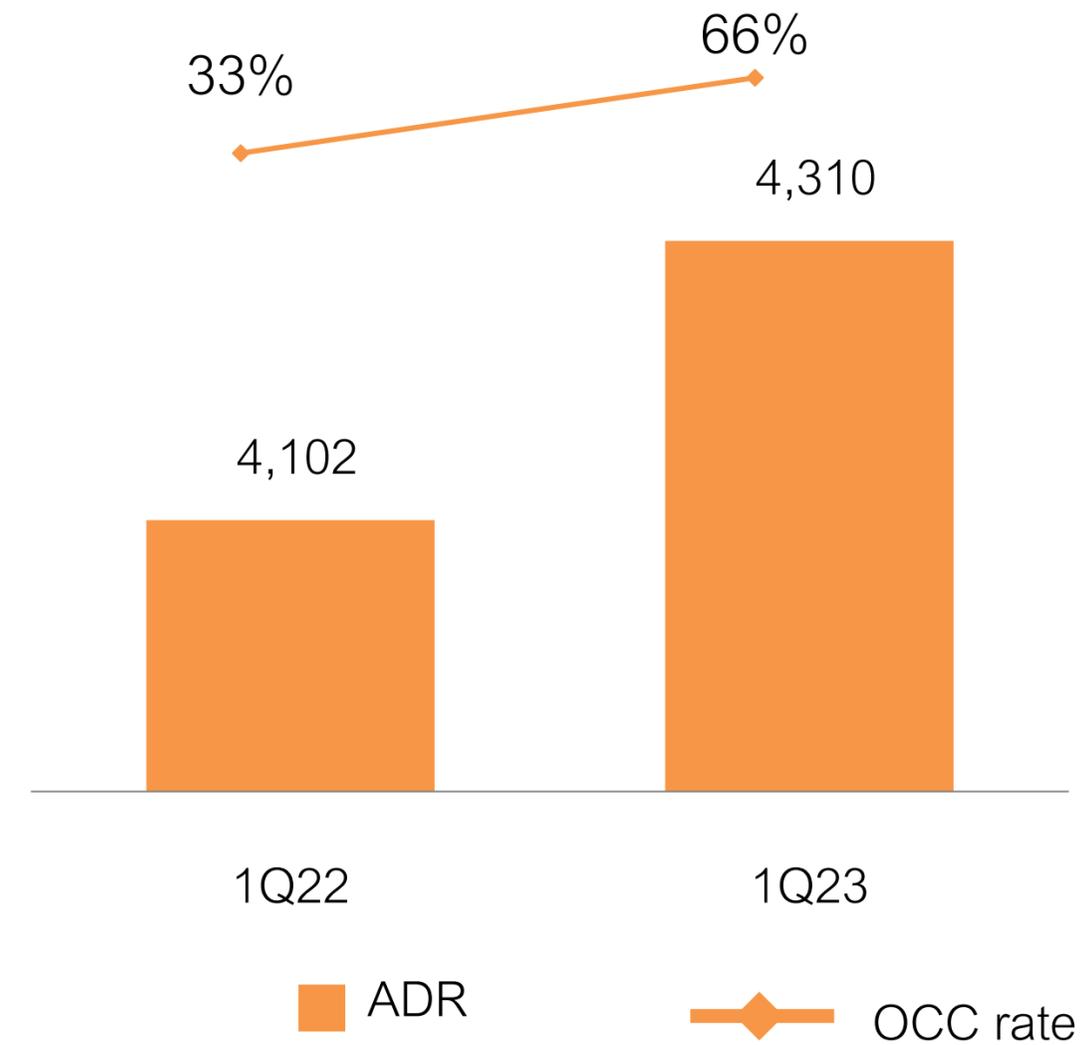
## Hotel Revenue

Unit : Million baht



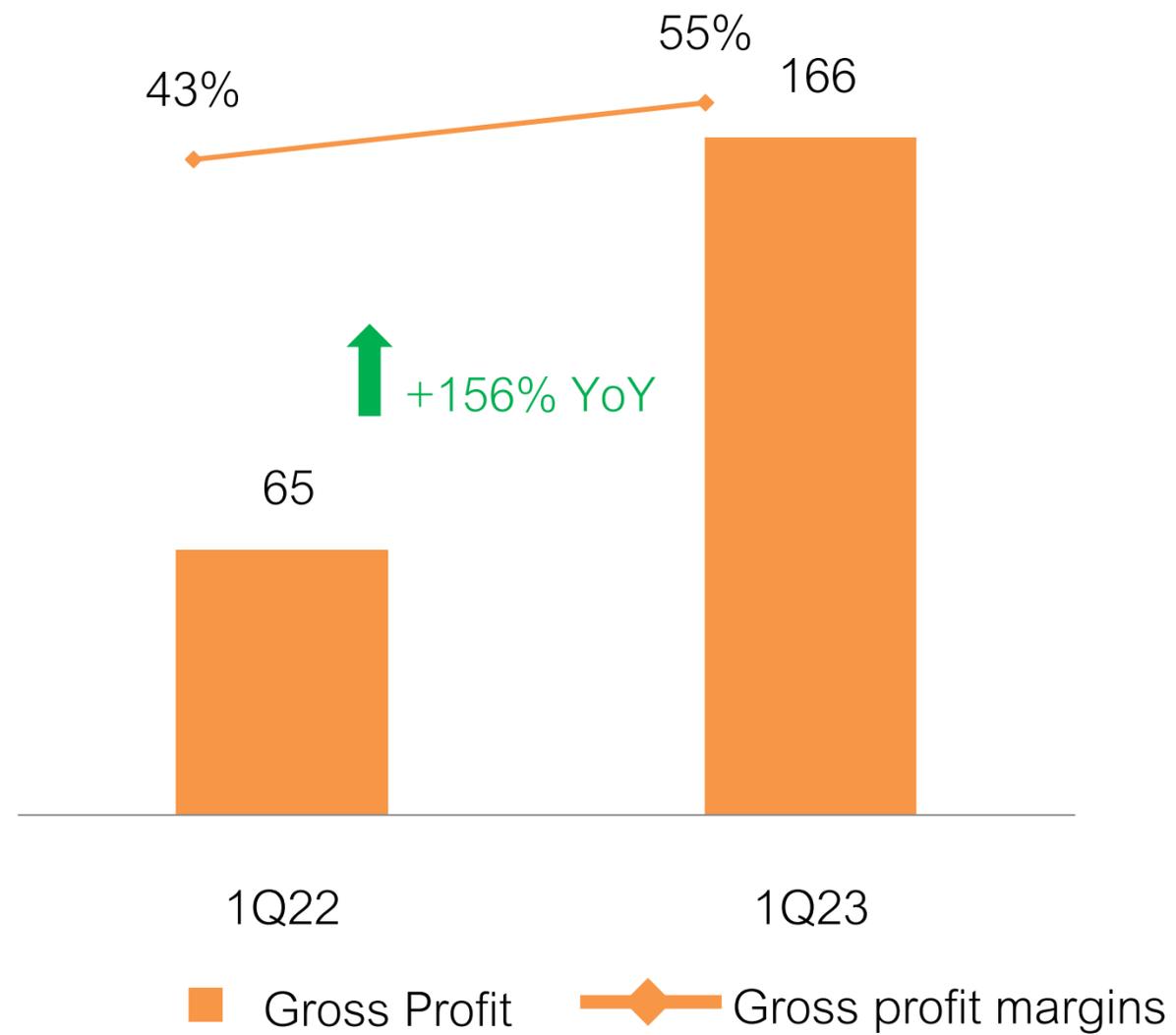
## ADR & OCC rate

Unit : baht



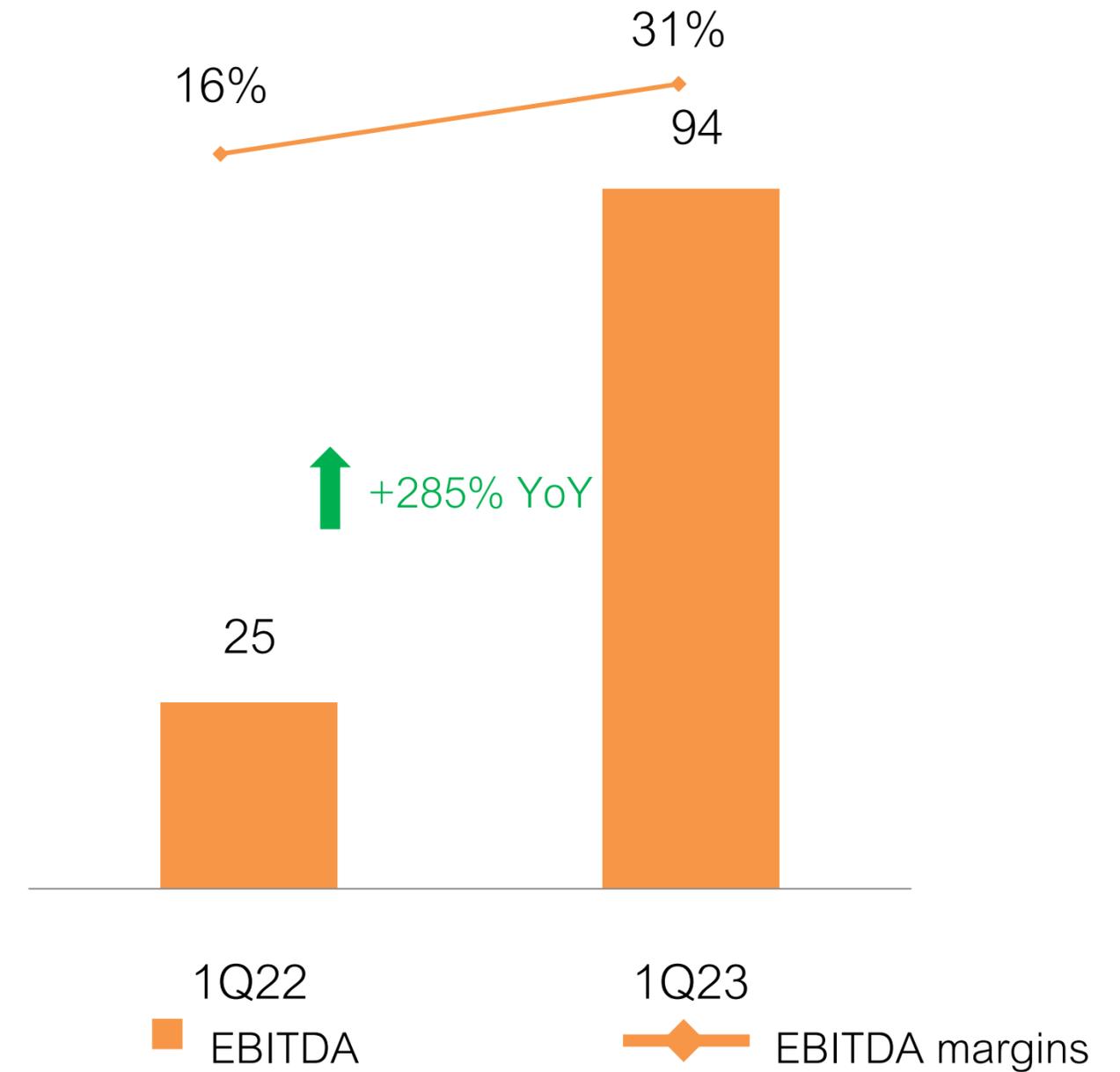
## Hotel Gross Profit

Unit : Million baht



## Hotel EBITDA

Unit : Million baht

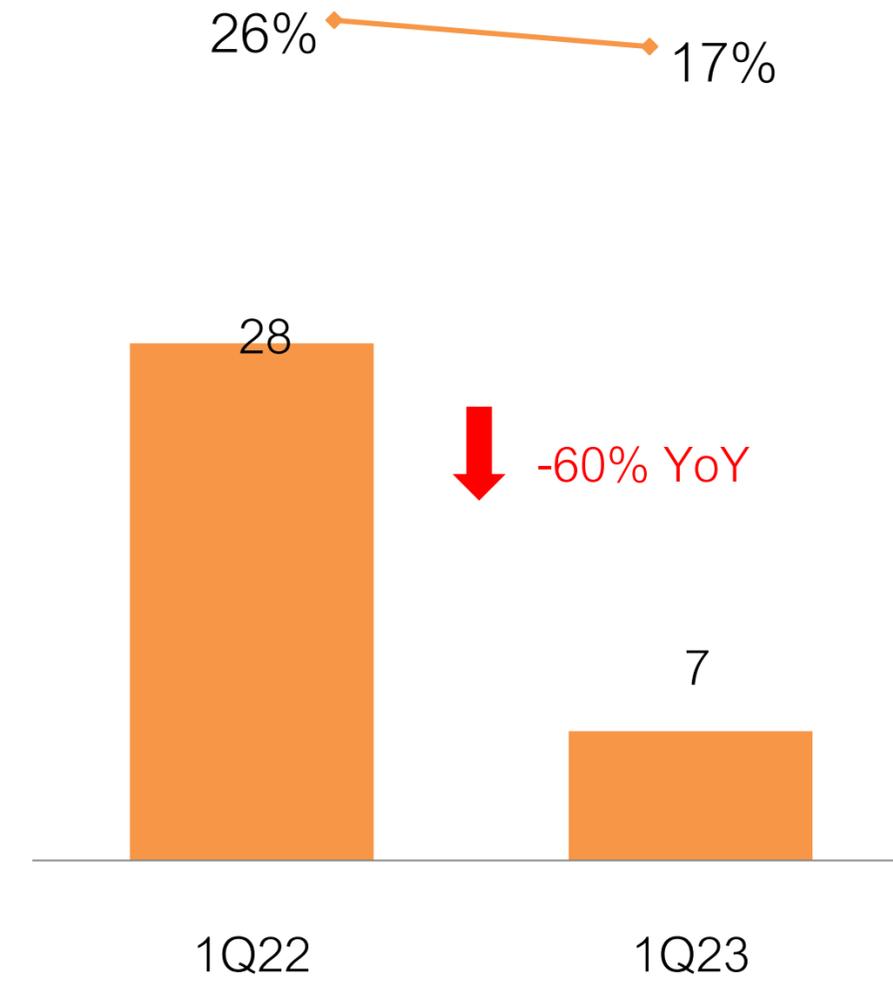
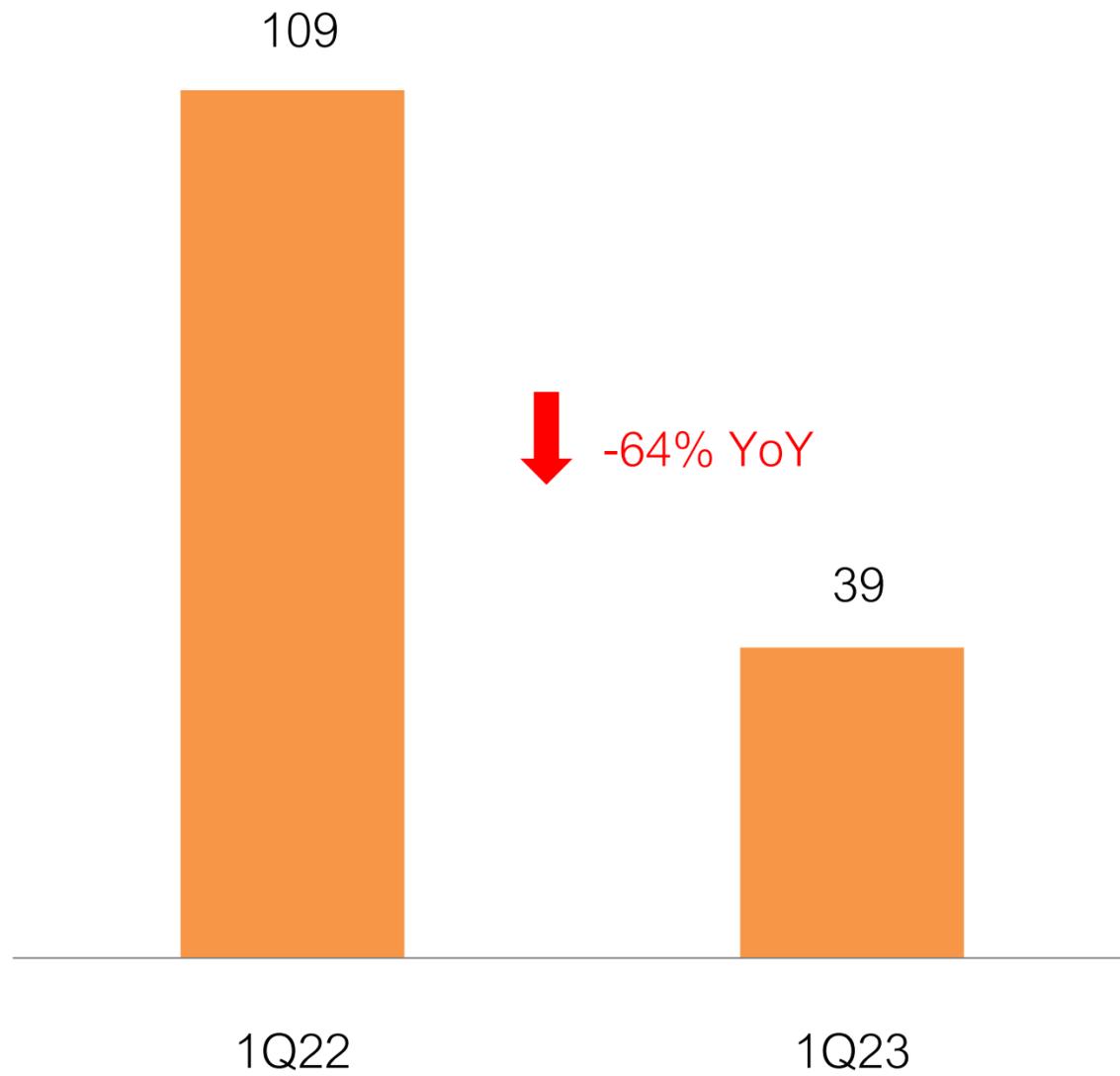


## Property Development Revenue

## Property Development Gross profit

Unit : Million baht

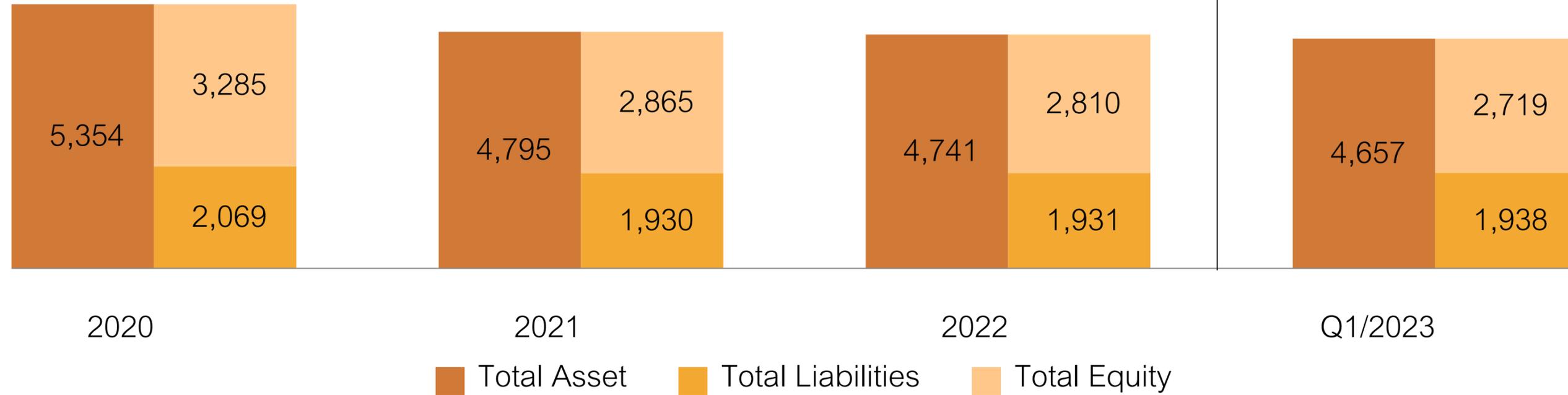
Unit : Million baht



■ Gross profit    ◆ Gross profit margins

# Balance Sheet

Unit : Million



Source : Financial Statement

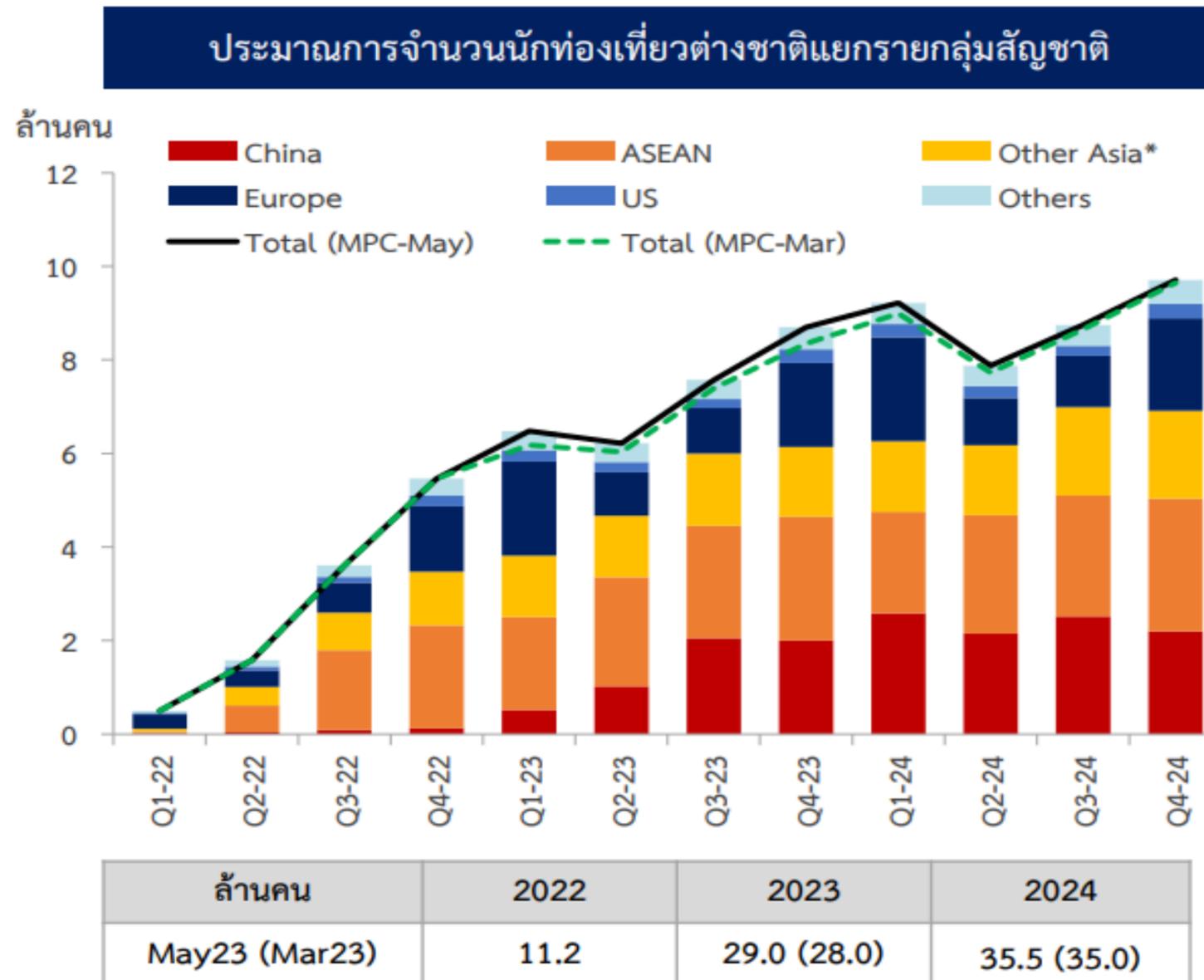
## Leverage Ratio

	2020	2021	2022	Q1/2023
Debt to Equity (D/E)	1.59	1.48	1.45	1.40
Interest Bearing Debt to Equity (IBD/E)	1.24	1.25	1.24	1.20

# Thailand Foreign Arrivals Outlook

Thailand is on course to attract around 11 million tourists this year, and the projection for 2023 is around 29 million.

No. of tourist : Million



Bank of Thailand expects foreign arrivals of 29 million this year and 35.5 million next year, slightly above its forecasts in March.

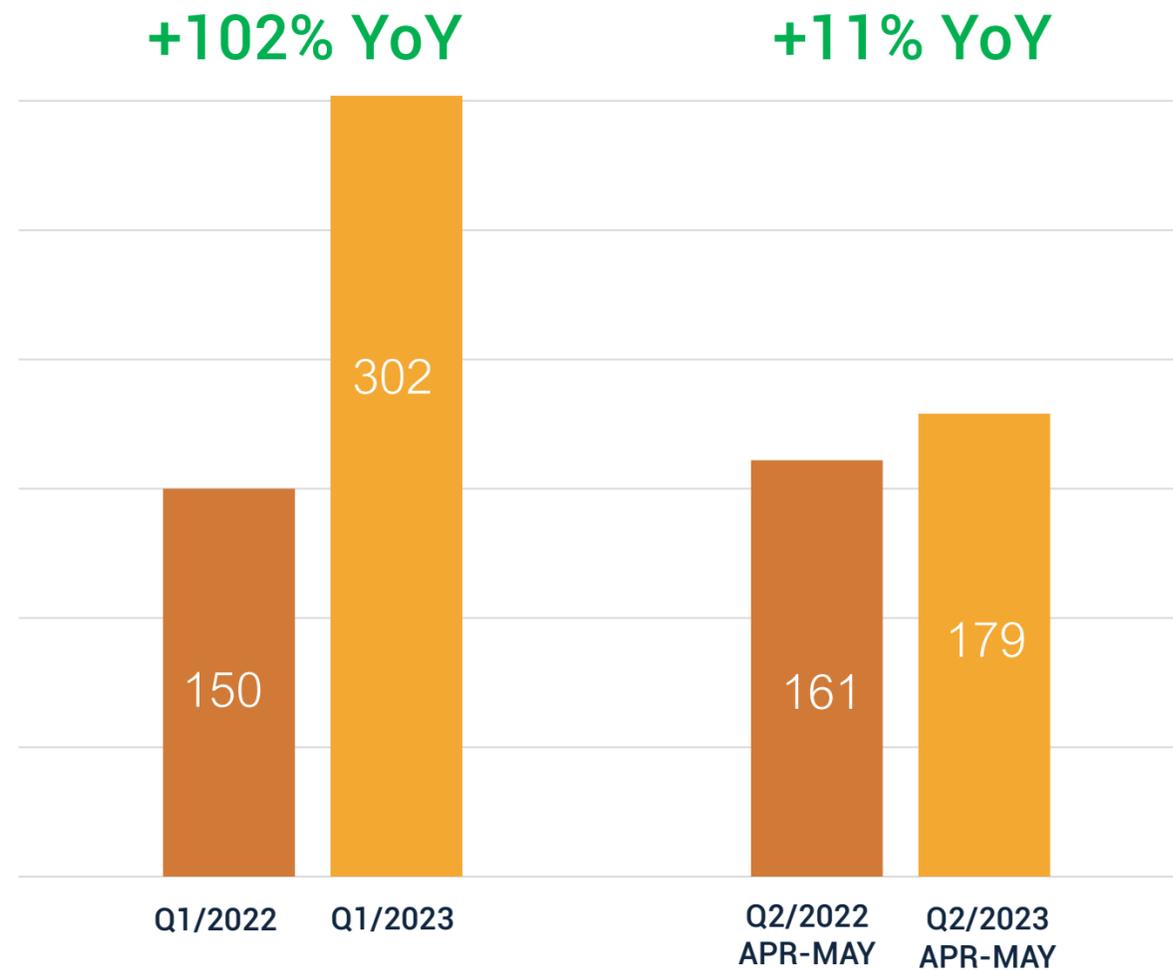
Source :TAT

# Q2/2023 Outlook

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

## Q1/2023 & Q2/2023 QTD (31 May) Hotel Revenue compare to 2022

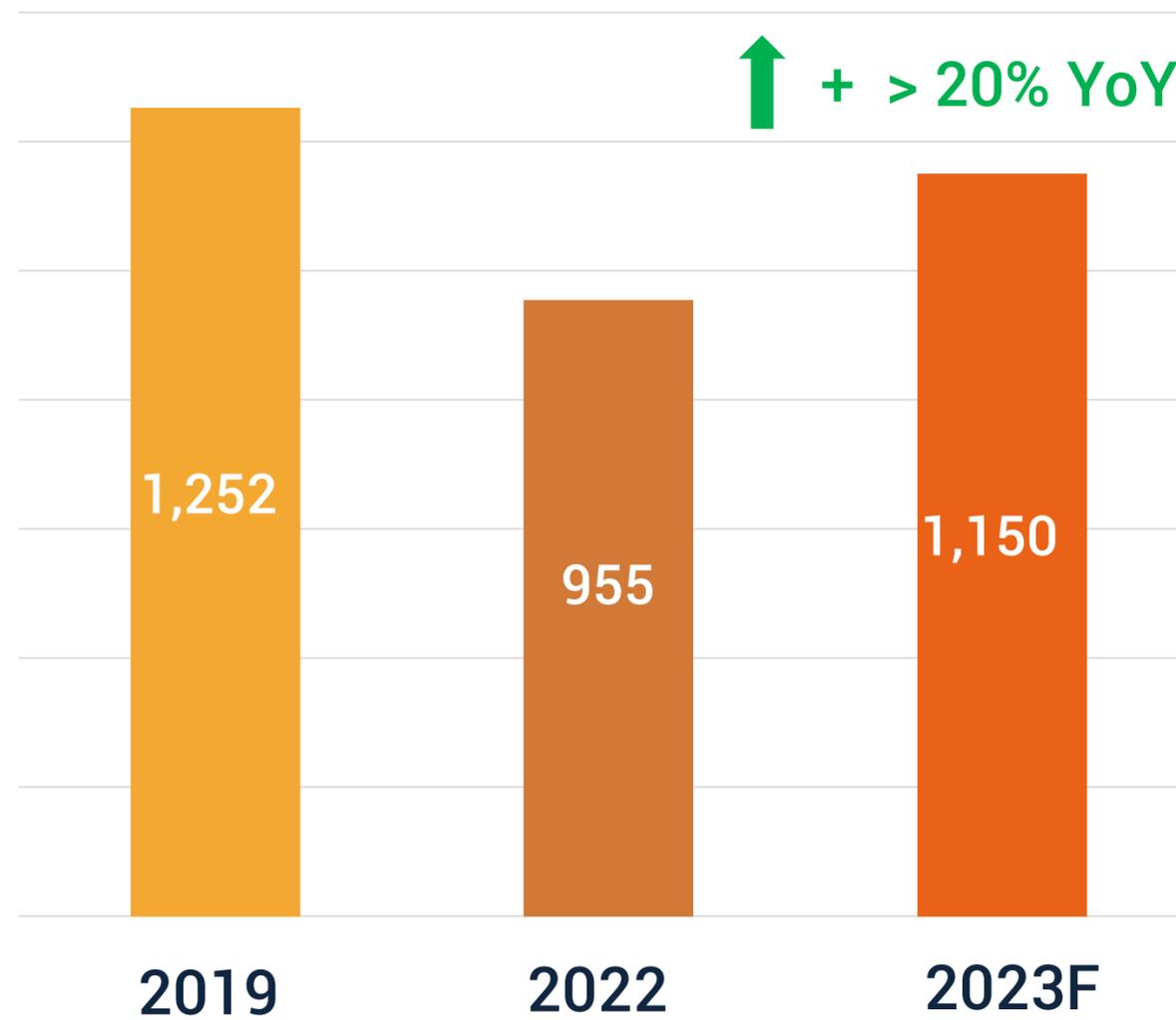
Unit : Million baht



# Hotel Revenue 2023 Outlook

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

## 2023 Target Hotel Revenue



# 5-years Expansion Plan (2023-2027)

## HOTEL

- Veranda pool villas Hua hin Cha-am
- Veranda Resort Phuket Autograph Collection
- Veranda collection SAMUI Rocky's Resort (expansion)
- Khao Yai
- Chiang Mai
- Bangkok
- Krabi

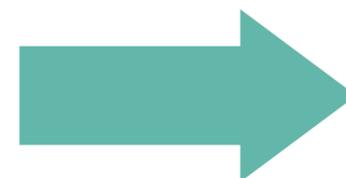
**2023-2027**

**CAPEX : ~4,000 MB**

**+ ~680 keys**

## Rooms Inventory

<sup>2022</sup>  
679 keys



<sup>2027</sup>  
~ 1,360 keys + ~100%

# 5-years Expansion Plan (2023-2027)

**HOTEL**

**CAPEX : ~1,400 MB**

**2023**

**2 Villas**



**2024**

**20 keys**



**159 keys**

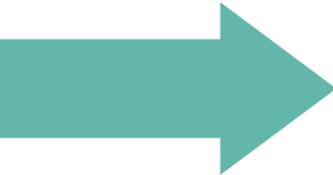


**AUTOGRAPH COLLECTION™**

**+ ~180 keys**

## Rooms Inventory

<sup>2022</sup>  
679 keys



<sup>2024</sup>  
860 keys

**+ ~27%**

# 5-years Expansion Plan (2023-2027)

**HOTEL**

**CAPEX : ~2,600MB**

**2025-2027**

**Khao Yai**

**Chiang Mai**

**Bangkok**

**Krabi**

**~500 keys**

# 5-years Expansion Plan (2023-2027)

## Residence

**2018-2022**

### Transfer value

2018	1,054 MB
2019	64 MB
2020	1,260 MB
2021	756 MB
2022	222 MB

**Transfer Value:**

**~3,300 MB**

**avg. ~670 MB / Year**

- Veranda Residence Chiang Mai
- Veranda Residence Phuket
- Veranda Residence Hua-hin

**2023-2027**

**Project Value:**

**~3,800 MB**

**avg. ~760 MB / Year**

- Veranda pool villas Hua hin Cha-am
- Veranda Residence Phuket
- Project Khao Yai
- Project Cha-am Hua hin

# 5-years Expansion Plan (2023-2027)

**Residence**

**Project value :  
~3,800 MB**

**Start transfer**

**2023**

**2024**

**2025-2027**

 **VERANDA**  
Pool Villas hua-hin | cha-am

**~300 mb**

 **Phuket**

**~700mb**

**Khao Yai**

**Cha-am Hua hin**

**~2,800 MB**