

veranda
resort

PUBLIC COMPANY LIMITED

Opportunity Day : 15 Mar 2024

OPPORTUNITY
DAY

YE2023 Summary

Hotel

20% YoY RevPAR growth driven by increased in Occupancy rate mainly contributed by Bangkok and Samui hotel

Hotel operation revenue posted 1,130 MB (+18% YoY) and EBITDA 313MB (+16% YoY)

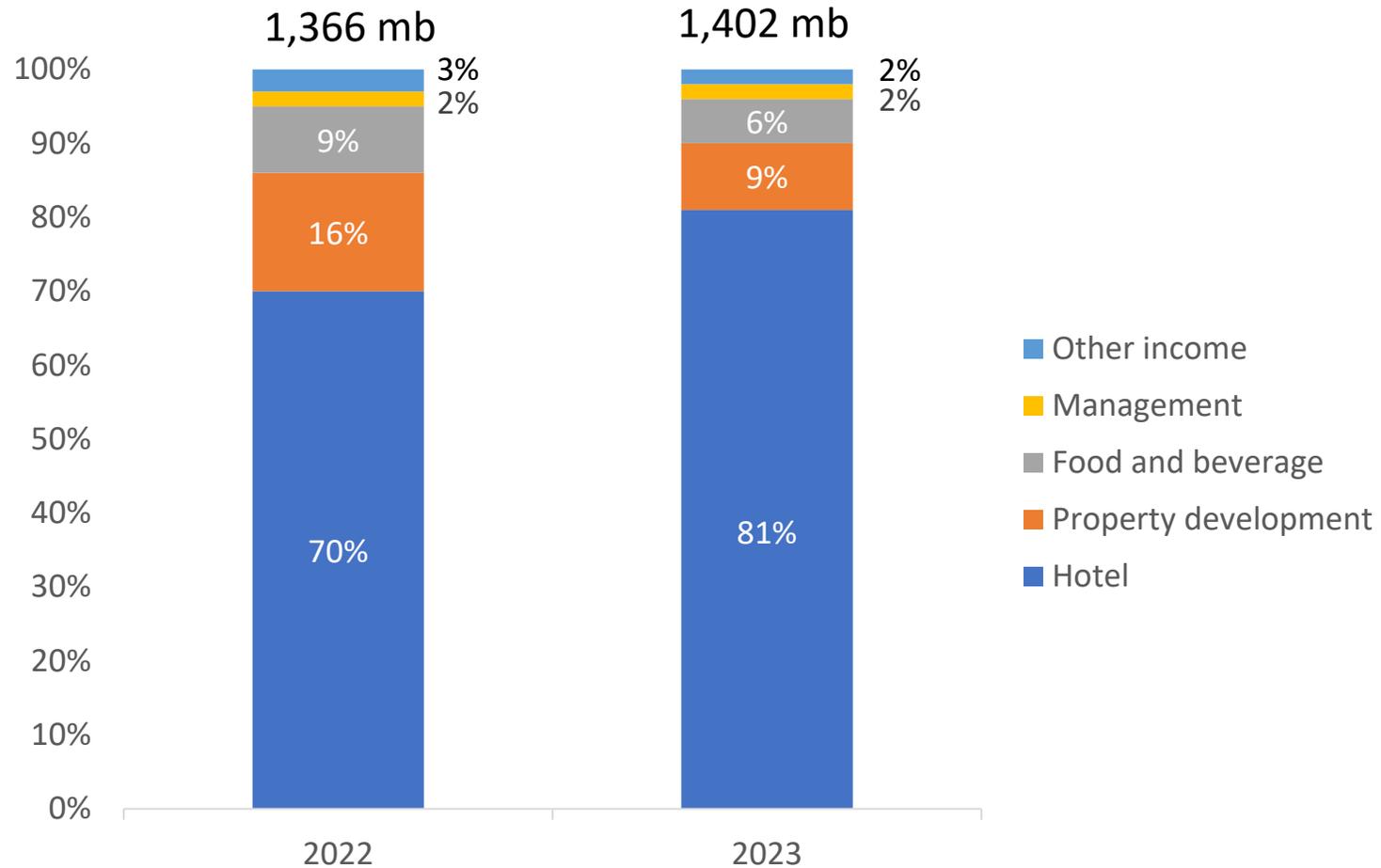
Property development

Property development revenue posted 123 MB (-45% YoY) due to Veranda Residence Hua Hin project had transferred ownership more than 90% of project value.

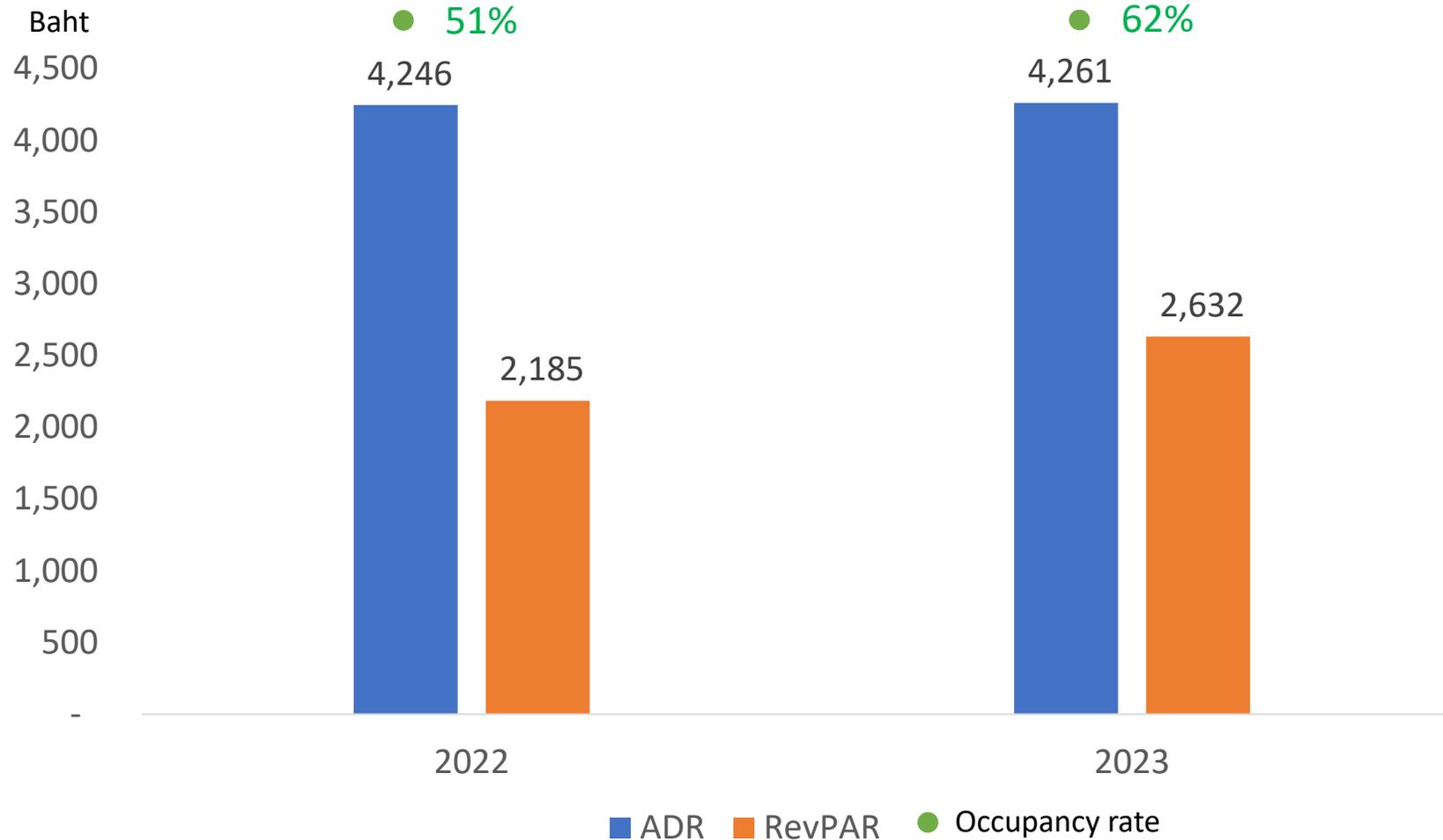
Food & beverage

Food and beverage revenue posted 86 MB (-26% YoY) due to closure of Gram Pancakes and Pablo Cheesetart branches following the decision to cease operations in order to stop losses from this sector.

Revenue structure



Hotel Operation Performance

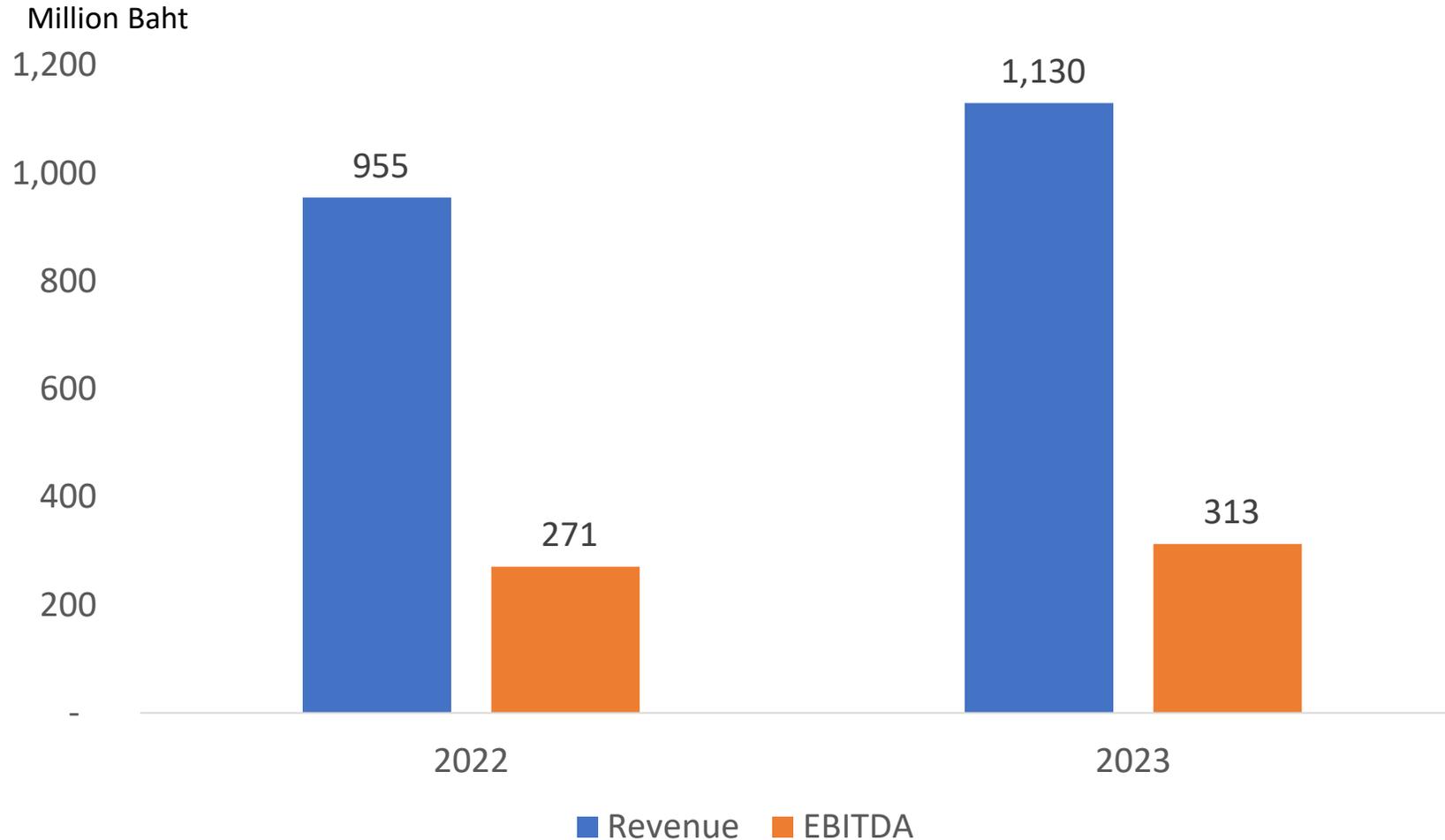


Occ rate +11% YoY

ADR +1% YoY

RevPAR +20% YoY

Hotel Operation Performance

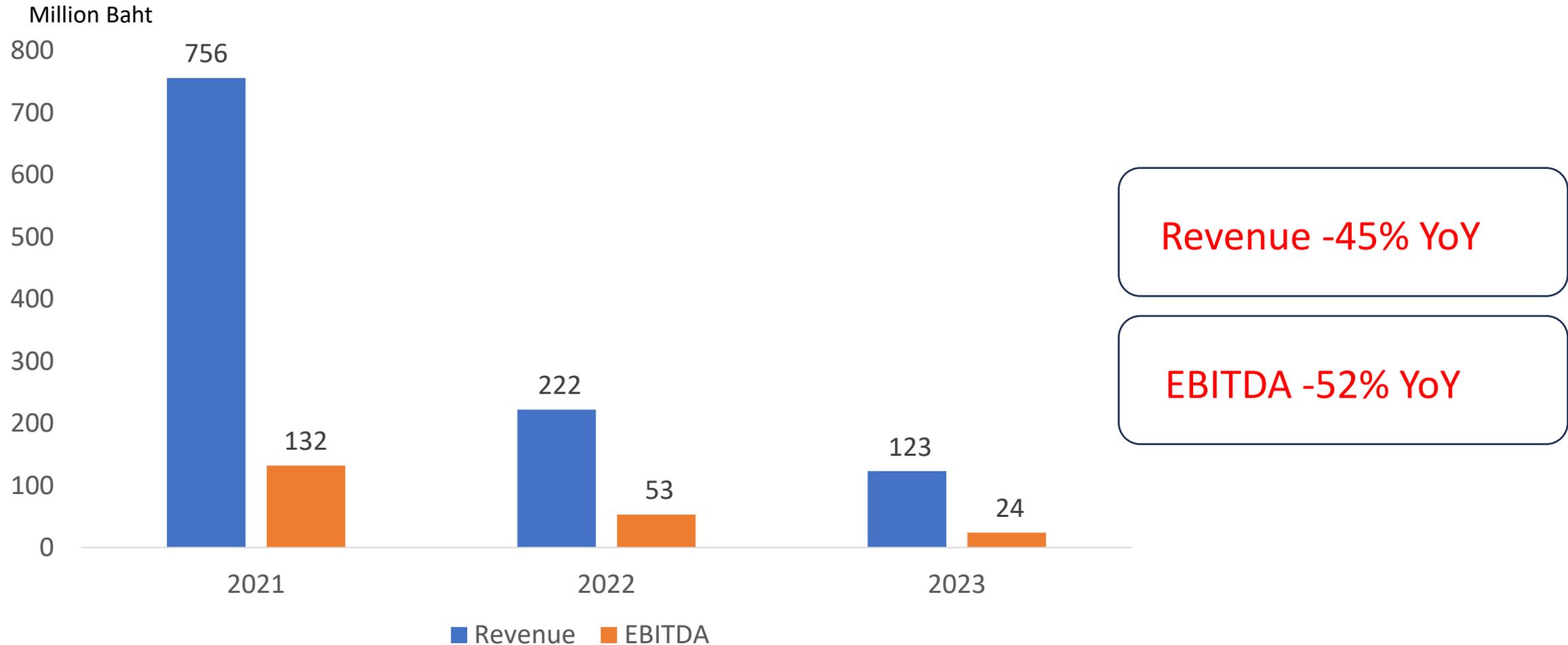


Revenue +18% YoY

EBITDA +16% YoY

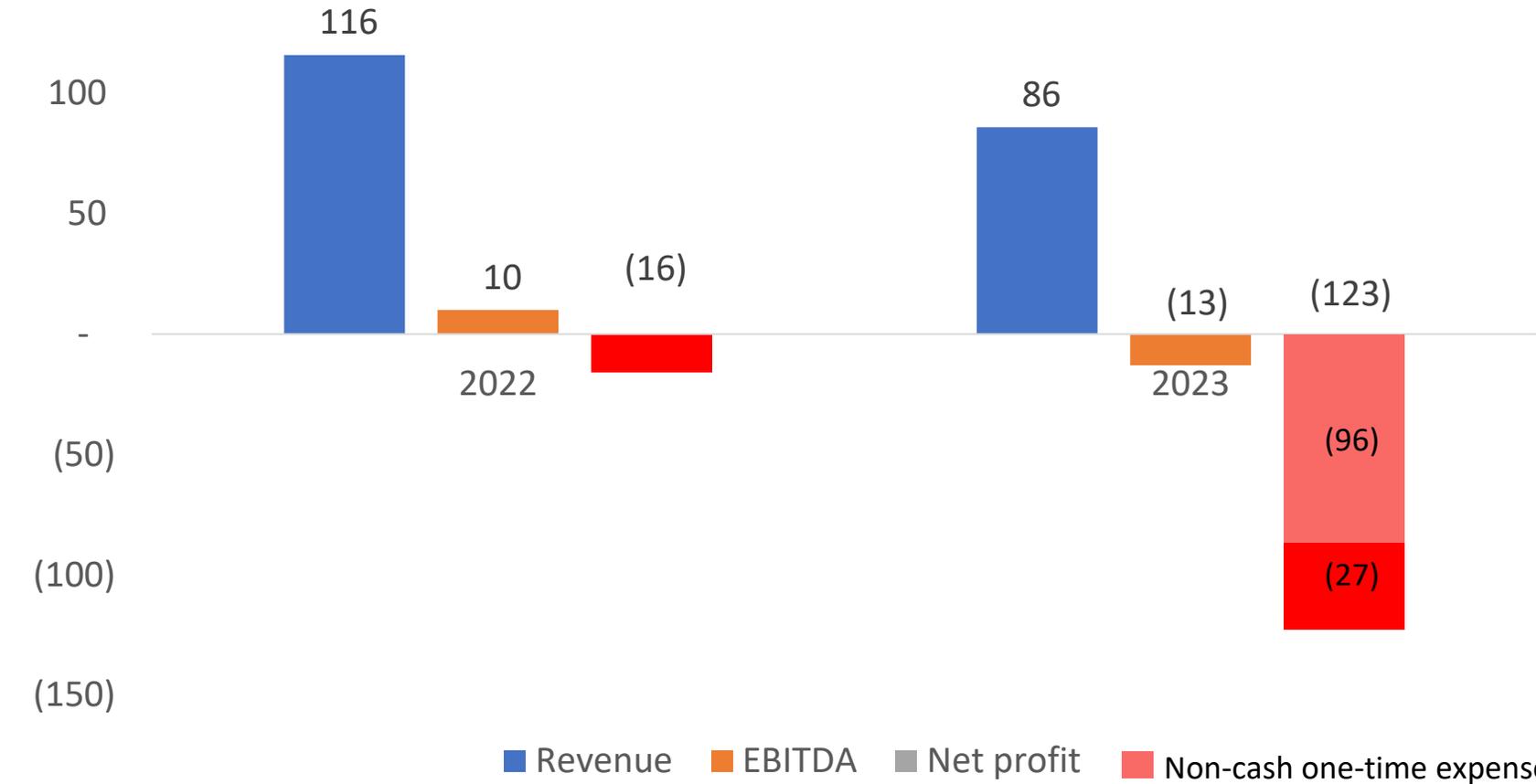
increase in the occupancy rate and average room rate following the recovery of the tourism industry

Property Development Operation Performance



F&B restaurant Operation Performance

Million Baht



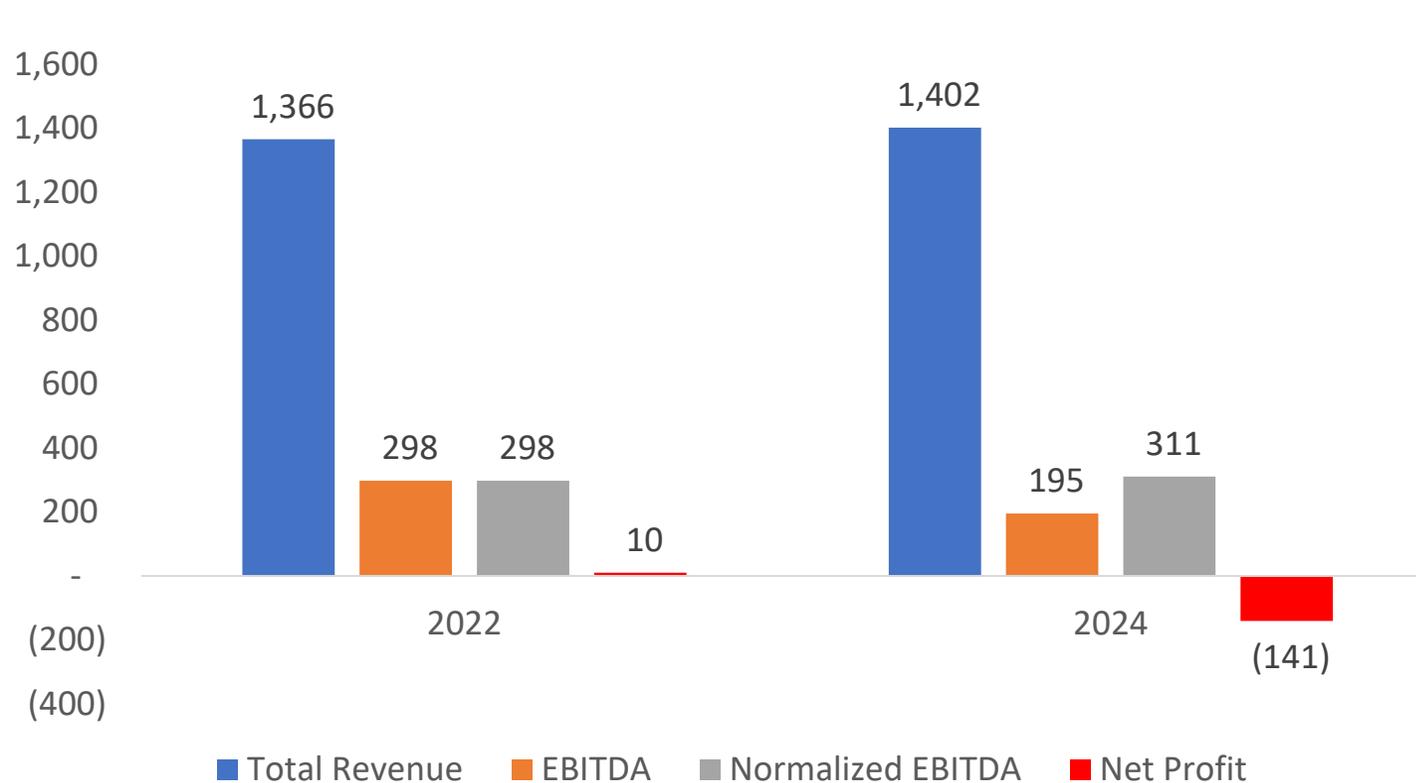
Revenue -26% YoY
EBITDA -222% YoY

Mainly due to asset impairment (non-cash one-time) in PDS Holding Company Limited amount of 96 million baht (Operation net loss 27 million baht).

The Company decided to cease operating “GRAM Pancakes” and “PABLO Cheese tart”

Total Revenue, EBITDA and Net profit

Million Baht



Revenue +3% YoY

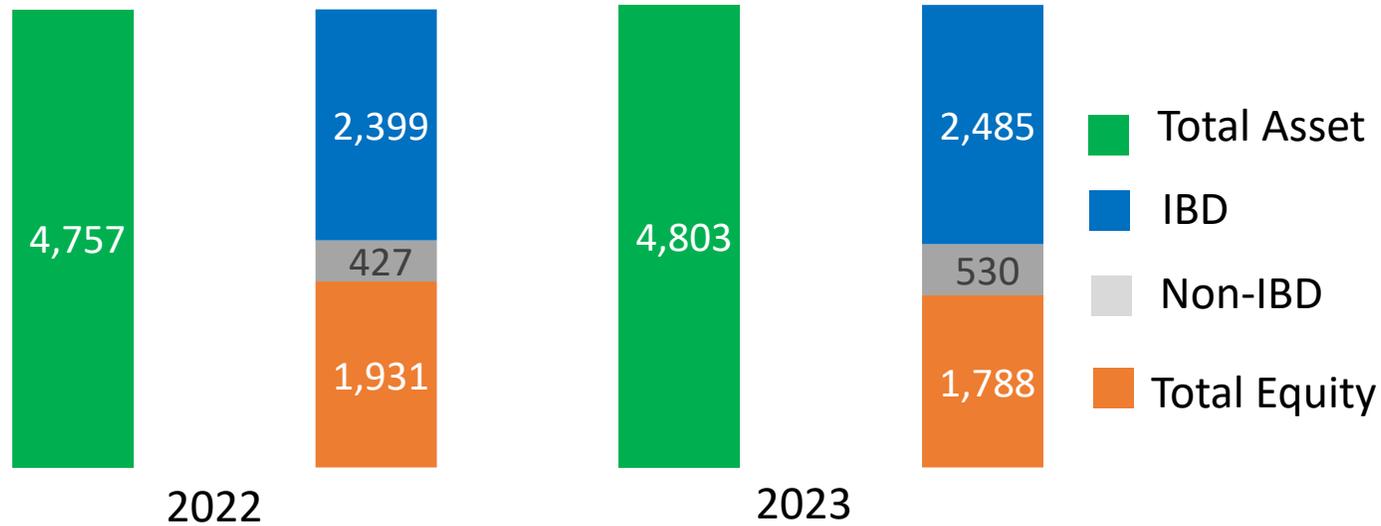
EBITDA -35% YoY

Normalized EBITDA +4% YoY
(before extra item)

- Hotel operation revenue +18% YoY
- One-time non-cash expense 122 MB
- increased in financial expenses 30MB

Financial Position

Million Baht



2023

Principle Repayment :
188 MB

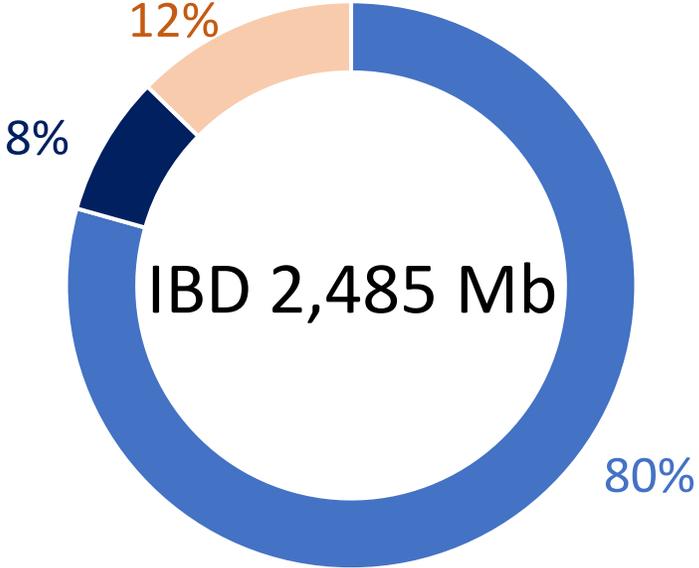
Financing in New projects:
283 MB

Financial ratio	2022	2023
D/E (times)	1.45	1.69
IBD/E (times)	1.24	1.39

Debenture

Symbol	VRANDA252A II/HNW
Issuer	VERANDA RESORT PUBLIC COMPANY LIMITED
Bond Type	[Senior][Unsecured]
Issue Size	THB 300.00 MB
Rate	6.50%

Debenture 300 Mb



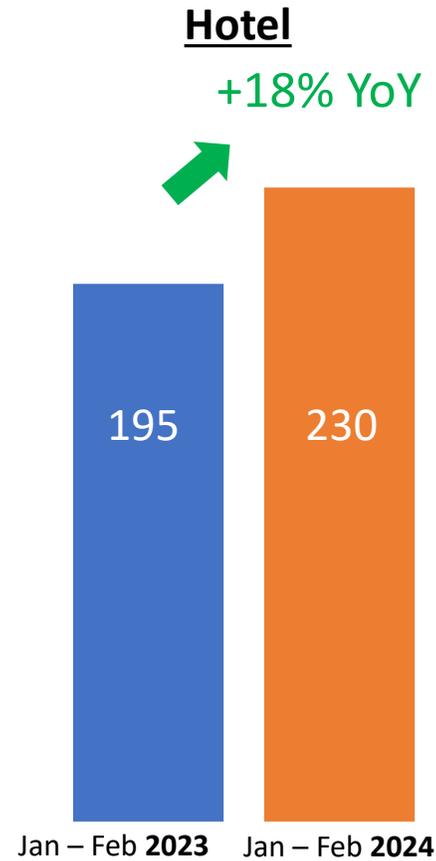
■ Loans from comercial bank ■ Leases liabilities ■ Debenture

Source of fund for repayment

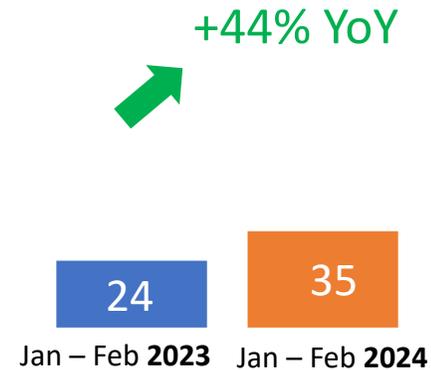
- Roll-Over Bond (small issued size)
- Commercial bank
- Cashflow from Properties development business

1Q2024 Revenue Outlook

Million Baht

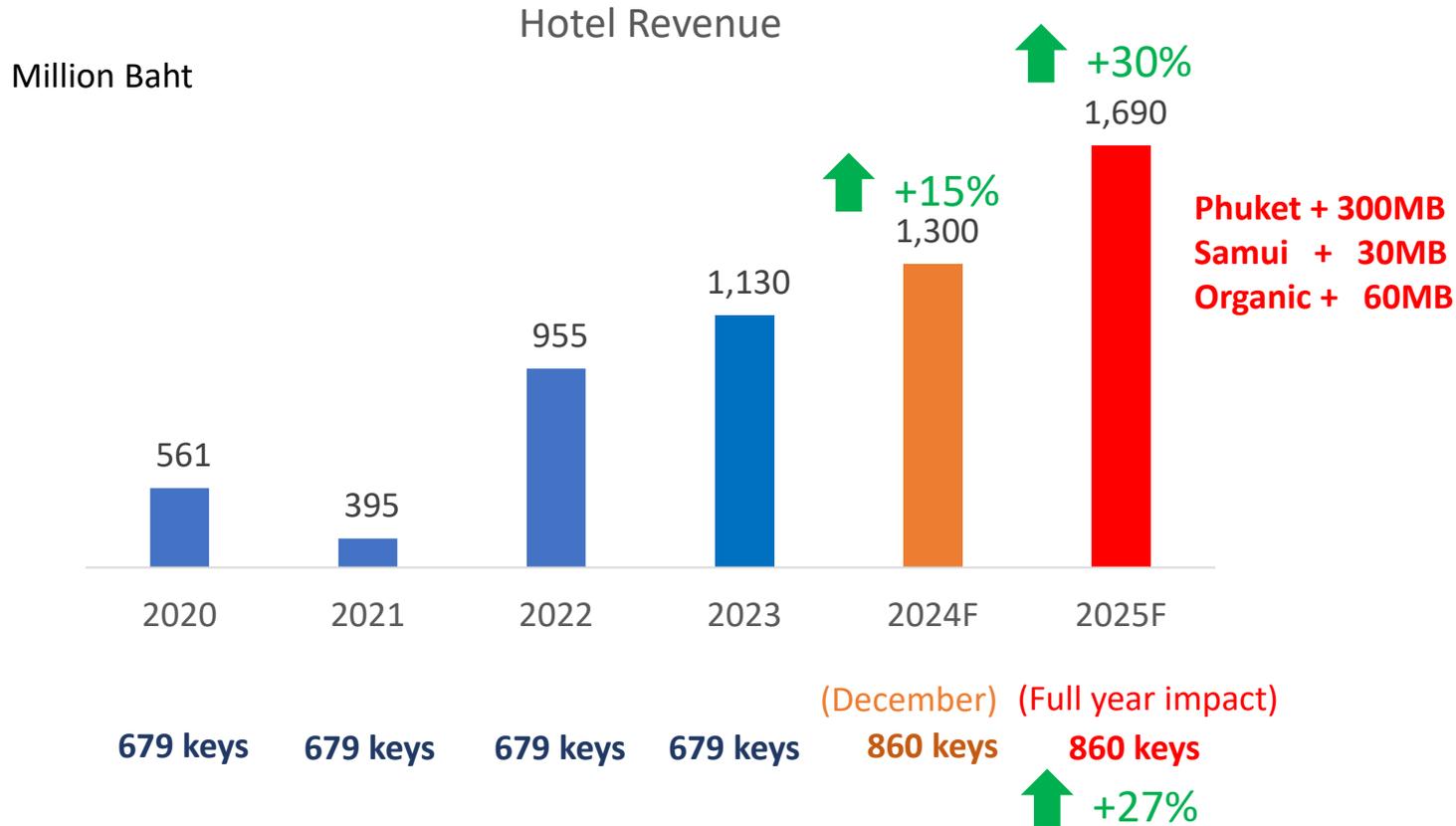


Property development



- Driven mainly by Hotel in Hua-hin, Pattaya and Samui

Hotel Operation Outlook



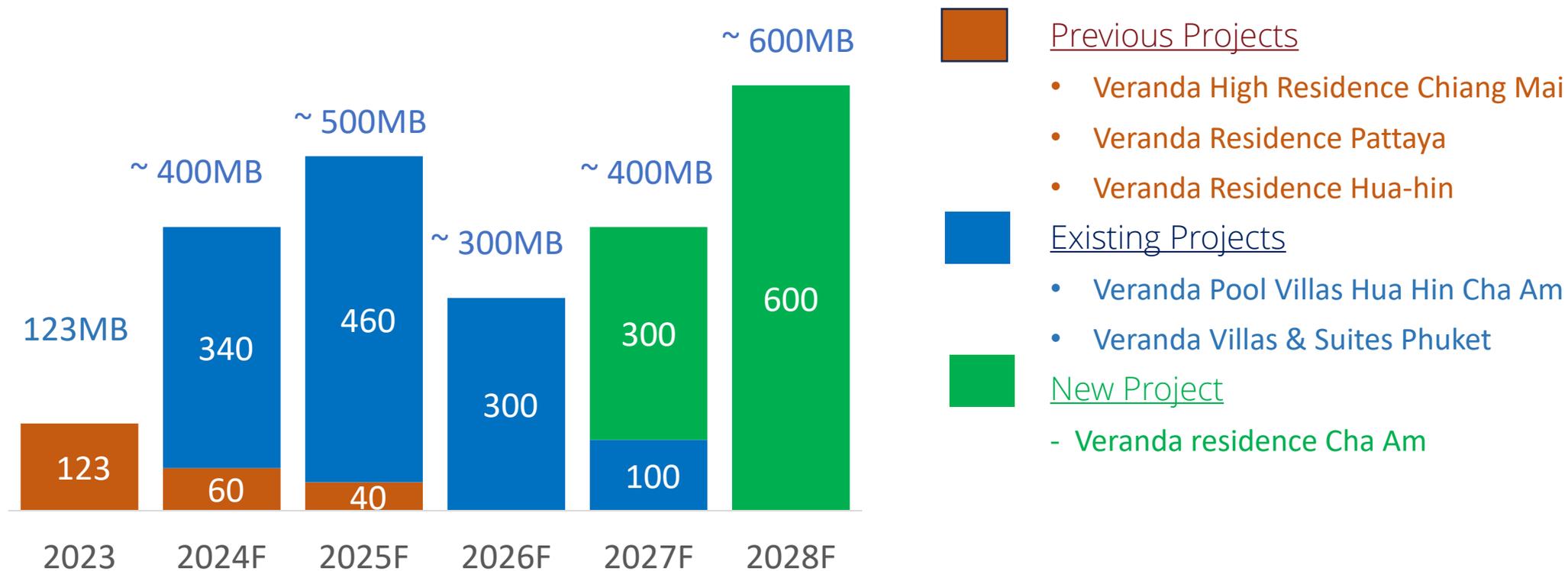
Key Drive : 2024

- Organic growth by target 35 millions foreign tourists in 2024
- Start operate Veranda Resort Phuket, Autograph Collection in Q4/2024
- Expansion Rocky's Boutique Resort - Veranda Collection Samui in Q4/2024

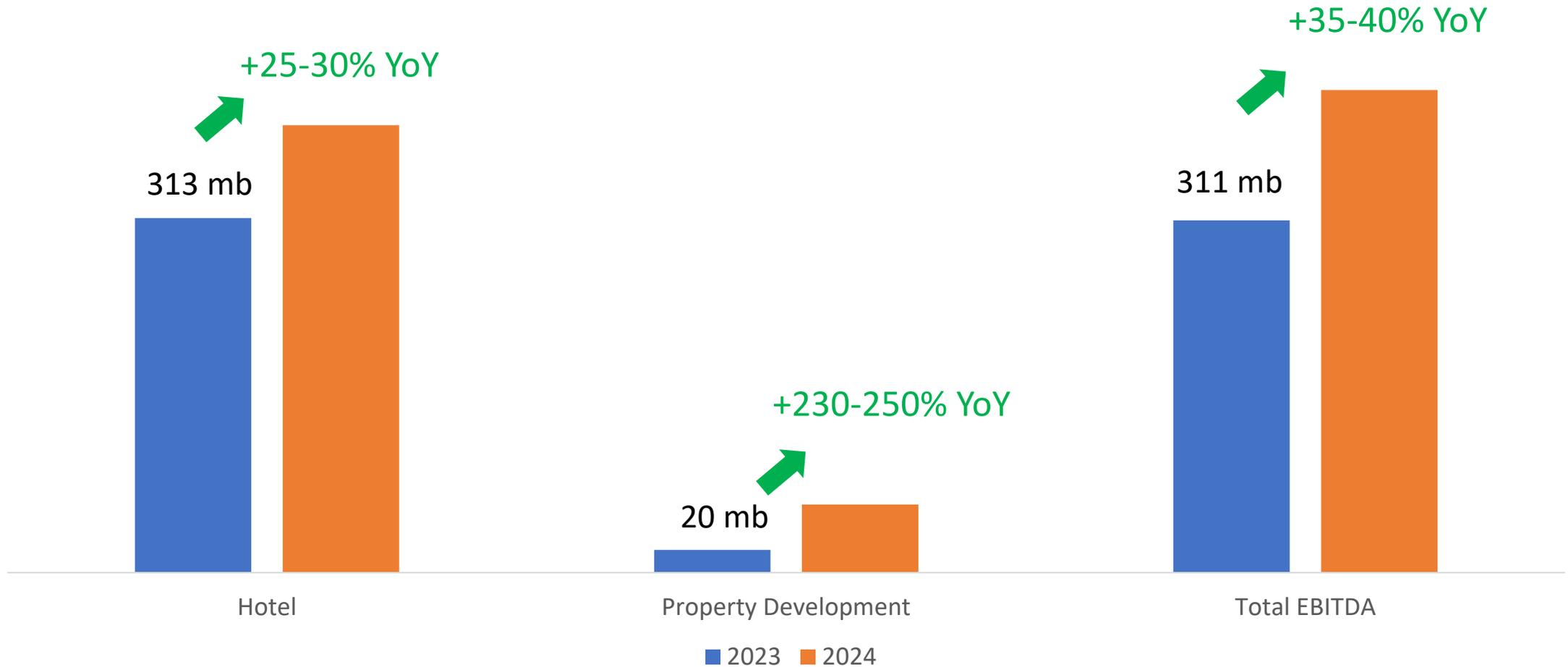
Key Drive : 2025

- Organic growth by target foreign tourists recovery to 2019 at 40 millions
- Full year operate Veranda Resort Phuket, Autograph Collection (159 keys) and expansion Rocky's Boutique Resort - Veranda Collection Samui (20 keys)

Property Development Expansion Plan (2023-2028)

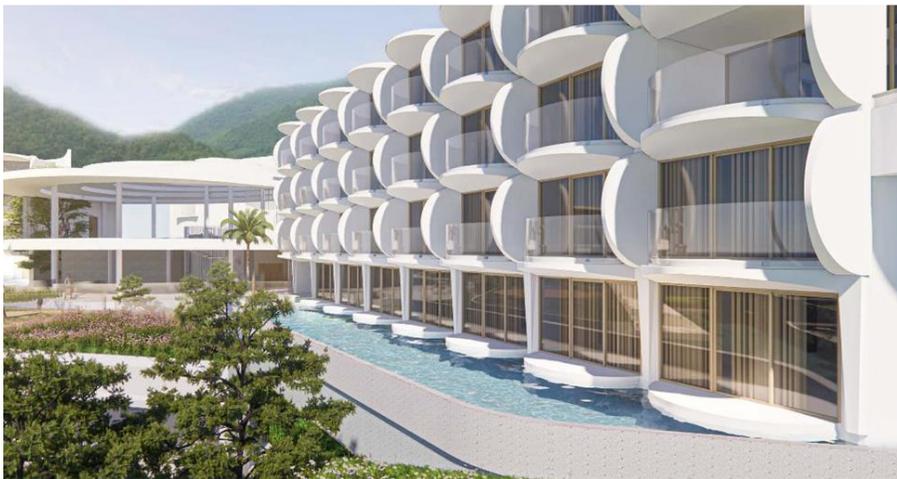


EBITDA 2024 Outlook





Veranda Resort Phuket, Autograph Collection





Veranda Resort Phuket, Autograph Collection

	CLASSIC	DISTINCTIVE												
LUXURY	 THE RITZ-CARLTON	 RITZ-CARLTON RESERVE®	 BVLGARI HOTELS & RESORTS	 EDITION®										
PREMIUM	 MARRIOTT	 SHERATON	 DELTA HOTELS MARRIOTT	 AUTOGRAPH COLLECTION® HOTELS	 WESTIN® HOTELS & RESORTS	 Le MERIDIEN	 RENAISSANCE® HOTELS							
SELECT	 COURTYARD® BY MARRIOTT	 FOUR POINTS BY SHERATON	 SPRINGHILL SUITES® BY MARRIOTT	 Residence INN BY MARRIOTT	 AC HOTELS MARRIOTT	 loft HOTELS	 moxy HOTELS	 TOWNEPLACE SUITES® BY MARRIOTT	 PROTEA HOTELS. MARRIOTT	 Fairfield BY MARRIOTT	 DESIGN HOTELS	 TRIBUTE PORTFOLIO	 GAYLORD HOTELS®	 element BY HYATT



Rocky's boutique resort, Veranda Collection Samui Expansion

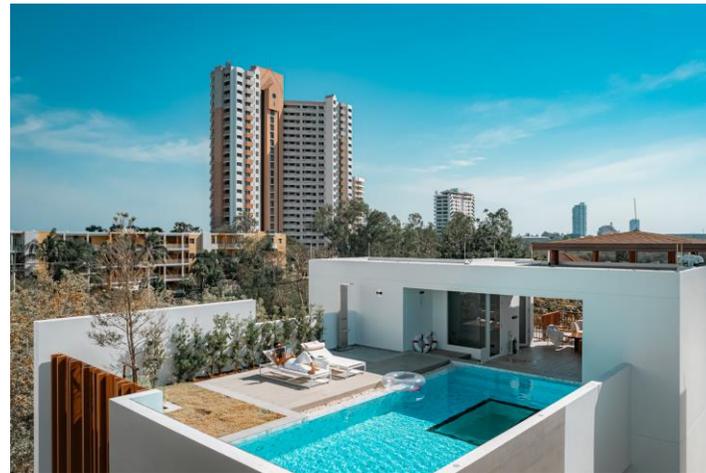


Land Area
Useable Area
Keys

2-0-93.6 Rai
2,120 Sq.m.
20 keys (+40%)



Property Development - Project update



Property Development - Project update



Luxury Pool Suite Residence



Disclaimers :All information deemed reliable but not guaranteed. All properties are subject to prior sale, change or withdrawal shall be responsible for any typographical errors, misinformation, misprints and shall be held totally harmless. Listing(s) information is provided for consumers personal, non-commercial use and may not be used for any purpose other than to identify prospective properties consumers may be interested in purchasing. Information on this site was last updated 11/28/2023.

Property Development - Project update



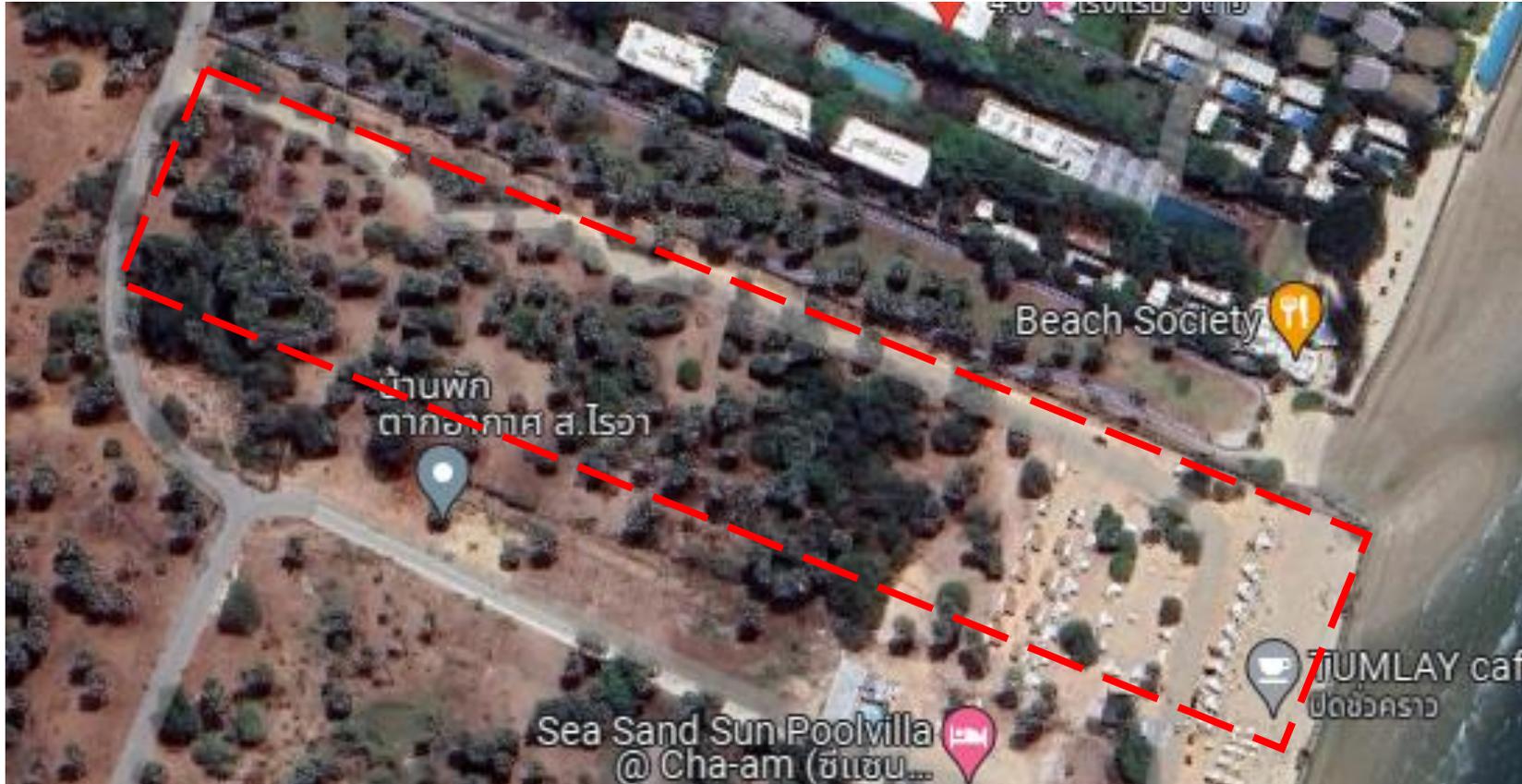
Luxury Pool Villas



Disclaimers : All information deemed reliable but not guaranteed. All properties are subject to prior sale, change or withdrawal shall be responsible for any typographical errors, misinformation, misprints and shall be held totally harmless. Listing(s) information is provided for consumers personal, non-commercial use and may not be used for any purpose other than to identify prospective properties consumers may be interested in purchasing. Information on this site was last updated 11/28/2023.



New project location



2 phase Project

(2027-2030)

Value : ~ 2,000 MB

Project Details	
Size	14-0-94.5 Rai (5,694.5 sq. wah) Front 70m
Location	Tambol Bangkao, Amphur Cha-Am Phetchaburi,

Executive Summary

Hotel

- Organic growth by no. of tourist .
- Lower Utilities cost .
- Start operate Veranda Resort Phuket, Autograph Collection and expansion Rocky's Boutique Resort - Veranda Collection Samui in Q4/2024 .

Property development

- Start transfer Veranda Pool villas hua-hin cha-am in Q1/2024
- Start transfer Veranda Villas and suite Phuket in Q4/2024



Q&A