

SET ESG Rating of AA

Outperform · Maintained

Price as of 11 Nov 2024 26.25 12M target price (Bt/shr) 40.75 Unchanged/Revised up(down)(%) Unchanged Upside/downside (%) 55.2

Key messages

MINT reported a 3Q24 normalized profit of Bt2.64bn (+16.0% YoY, -18.3% QoQ), in line with our preview. However, the company's 3Q24 net profit was only Bt149mn, which was lower than our net profit estimate of Bt437mn. The main difference was a larger-than-expected FX loss from high volatility in the currency exchange during the period. The 9M24 core profit accounted for 68.7% of our full-year forecast. We maintain a rating of Outperform with a 2024 target price of Bt40.75 (based on 10.8x EV/EBITDA or -1.0S.D.).

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Minor Internation (MINT.BK/MINT TB)*

3Q24 earnings review: Core profit was in line

Event

3Q24 earnings review.

Impact

Improvements in hotel and restaurant businesses

MINT reported a 3Q24 normalized profit of Bt2.64bn (+16.0% YoY, -18.3% QoQ), in line with our preview. However, the company's 3Q24 net profit was only Bt149mn, which was lower than our net profit estimate of Bt437mn. The main difference was a larger-thanexpected FX loss from high volatility in the currency exchange during the period. Note that we earlier estimated a large FX loss and unrealized loss from derivatives of around Bt2.2bn, which was lower than the actual amount of around Bt400mn. Nonetheless, there was an extra gain from an ineffective hedge accounting for Bt270mn in the guarter. The 9M24 core profit accounted for 68.7% of our full-year forecast. The company's 3Q24 revenues came in at Bt40.6bn (+4.4% YoY, -7.1% QoQ), driven by sustained momentum in its hotel portfolio, with notable RevPAR (Revenue per Available Room) and ADR (Average Daily Rate) gains in Europe during its high season and in Thailand despite the rainy season. These improvements were supported by robust demand for both business and leisure travel, coupled with effective RevPAR management. For the restaurant segment, same-store sales growth (SSSG) for key brands in Thailand and Singapore was fueled by innovative product launches, targeted marketing, and strategic management of dine-in and delivery channels, which boosted customer traffic and transaction volumes. Gross margin was 44.4%, compared to 46.8% in 3Q23 and 45.4% in 2Q24. Interest expenses increased 10.4% YoY and 4.4% QoQ to Bt3.2bn, in line with higher finance costs. MINT was able to manage its SG&A/Sales at 29.8% in 3Q24, compared to 32.3% in 3Q23 and 29.6% in 2Q24.

Hotel: RevPar increased 9% YoY

The portfolio reported a YoY increase of 9% in system-wide RevPAR, reflecting solid demand and the strength of Minor Hotels' pricing strategy as well as operational enhancements. Compared to 2019, RevPAR outperformed 42%, indicating continued recovery and growth in demand. In Europe and the Americas, the owned and leased hotel portfolio delivered a solid performance in 3Q24, with RevPAR in euro terms increasing by 9% YoY. In Asia, the hotel portfolio experienced significant demand growth in 3Q24, with Thailand leading the region. System-wide RevPAR for owned hotels in Thailand rose 12% YoY. In the Maldives, RevPAR for owned hotels declined 7% YoY.

Food: SSS declined 2.7% YoY from weak consumption in China

In the restaurant segment, same store sales for key brands in Thailand and Singapore was fueled by innovative product launches, targeted marketing, and strategic management of dine-in and delivery channels, which collectively boosted customer traffic and transaction volumes.

Valuation

We maintain a rating of Outperform with a 2024 target price of Bt40.75 (based on 10.8x EV/EBITDA or -1.0S.D.).

Risk

Political turmoil, severe outbreak and economic slowdown.



Figure 1: MINT's 3Q24 earning review

Bt mn	3Q24	3Q23	YoY (%)	2Q24	QoQ (%)	9M24	9M23	YoY (%)	Comment
Revenue	40,625	38,904	4.4	43,714	(7.1)	120,863	110,532	9.3	2.1% softer than our forecast
Cost of Service	(22,568)	(20,688)	9.1	(23,850)	(5.4)	(67,869)	(60,631)	11.9	4.1% higher than our forecast
SG&A	(12, 106)	(12,576)	(3.7)	(12,919)	(6.3)	(38,392)	(37, 379)	2.7	10.3% lower than our forecast
Operating Profit	6,626	6,186	7.1	7,193	(7.9)	16,475	14,249	15.6	
Operating EBITDA	6,626	11,179	(40.7)	7,193	(7.9)	21,813	28,840	(24.4)	
Interest Expense	(3,203)	(2,902)	10.4	(3,069)	4.4	(9,119)	(8, 225)	10.9	6.5% higher than our forecast
Tax Expense	(802)	(1,060)	(24.3)	(1,264)	(36.6)	(2,516)	(2,640)	(4.7)	
Net Profit	149	2,144	(93.0)	2,823	(94.7)	4,119	4,423	(6.9)	13.8% below our forecast
Normalized Profit	2,637	2,273	16.0	3,230	(18.3)	5,515	4,631	19.1	1.4% below our forecast
EPS (Bt)	0.03	0.38	(93.1)	0.50	(94.7)	0.73	0.80	(9.3)	
Percent	3Q24	3Q23	YoY (ppts)	2Q24	QoQ (ppts)	9M24	9M23	YoY (ppts)	
Gross margin	44.4	46.8	(2.4)	45.4	(1.0)	43.8	45.1	(0.4)	3.4ppts below estimate
SG&A/sales	29.8	32.3	(2.5)	29.6	0.2	31.8	33.8	(1.2)	2.7ppts below estimate
Net profit margin	0.4	5.5	(5.1)	6.5	(6.1)	3.4	4.0	1.0	

Source: Company data, KGI Securities Research



Company's ESG details

Environment

- > The company has operated under its internal policy, "4R" approach (Reduce, Reuse, Recycle, and Replace).
- > Almost 50% of total purchased energy (electricity, heating, and cooling) of NH Hotel Group was derived from renewable energy.
- Minor Hotel is committed to implementing long-term conservation initiatives to protect and preserve existing wildlife, plants, and their habitats by partnering with skilled conservation agencies. Over 50 properties of Minor Hotels are in, adjacent to, or derive income or reputation from nature-protected or ecologically significant areas.
- MINT responds to the rapidly increasing plastic pollution issue by setting a goal to reduce single-use plastic by 75% by 2024 (baseline 2018).
- Minor Cheese and Minor Diary received "Zero Waste to Landfill Achievement Awards" from Ministry of Labour.

Social

- > In 2020, MINT built a holistic "More You" program, championed by a well-being committee comprised of human resource teams from all business groups. The company has provided a safe and healthy working environment in accordance with relevant legal regulations.
- MINT introduced various support programs for the affected employees. For example, over Bt29mn in interest-free loans and allowances were provided to aid staff during operations closures.
- > The company continuously invests in educational, well-being and career support for children, youth, and underprivileged community members.
- ➤ By 2024, each Minor Food brand offers at least one new healthy menu each year.

Governance

> MINT received annual "Excellent" CG scoring From Thai Institute of Directors Association (IOD).

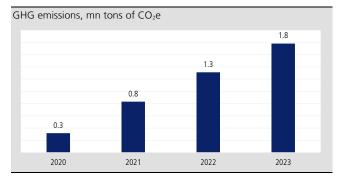
Climate Management (Subset of Environment)

MINT aims to conduct a reduction in carbon dioxide emission for Minor Hotels by 2023 (Baseline 2016). So far, the company has achieved 60% of the target.

Source: Company data, KGI Securities Research

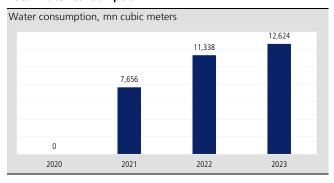


Total GHG emissions



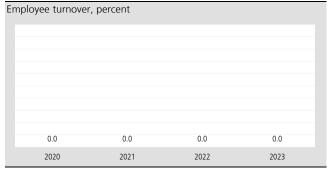
Source: Company data, SETSMART, KGI Securities Research

Total water consumption



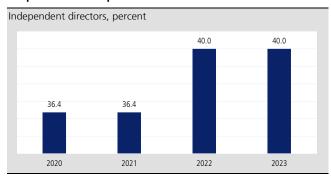
Source: Company data, SETSMART, KGI Securities Research

Employee turnover



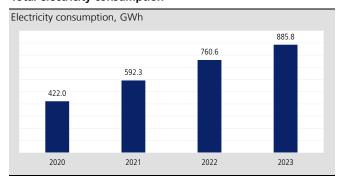
Source: Company data, SETSMART, KGI Securities Research

Proportion of independent directors



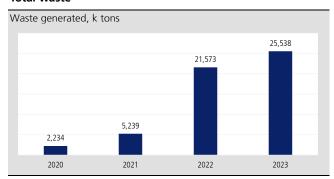
Source: Company data, SETSMART, KGI Securities Research

Total electricity consumption



Source: Company data, SETSMART, KGI Securities Research

Total waste



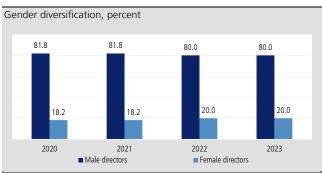
Source: Company data, SETSMART, KGI Securities Research

Average employee training hours



Source: Company data, SETSMART, KGI Securities Research

Gender diversification of directors



Source: Company data, SETSMART, KGI Securities Research



SET ESG Ratings

Stock	Company name	SET ESG Ratings	Stock	Company name	SET ESG Ratings
ADVANC	ADVANCED INFO SERVICE	AAA	KTC	KRUNGTHAI CARD	AAA
AMATA	AMATA CORPORATION	AAA	LH	LAND AND HOUSES	Α
AOT	AIRPORTS OF THAILAND	Α	MAJOR	MAJOR CINEPLEX GROUP	AA
AP	AP (THAILAND)	AA	MEGA	MEGA LIFESCIENCES	Α
BAFS	BANGKOK AVIATION FUEL SERVICES PCL.	AA	MINT	MINOR INTERNATIONAL	AA
BAM	BANGKOK COMMERCIAL ASSET MANAGEMEN	AA	MTC	MUANGTHAI CAPITAL	Α
BANPU	BANPU	AAA	OR	PTT OIL AND RETAIL BUSINESS	AAA
BBGI	BBGI	AA	ORI	ORIGIN PROPERTY	AA
BBL	BANGKOK BANK	AA	OSP	OSOTSPA	AA
BCH	BANGKOK CHAIN HOSPITAL	AA	PLANB	PLAN B MEDIA	AA
BCP	BANGCHAK CORPORATION	AAA	PSH	PRUKSA HOLDING	BBB
BCPG	BCPG	AA	PTT	PTT	AAA
BDMS	BANGKOK DUSIT MEDICAL SERVICES	AA	PTTEP	PTT EXPLORATION AND PRODUCTION	AAA
BEM	BANGKOK EXPRESSWAY AND METRO	AA	PTTGC	PTT GLOBAL CHEMICAL	AAA
BGRIM	B.GRIMM POWER	AAA	RATCH	RATCH GROUP	AA
BPP	BANPU POWER	AAA	RBF	R&B FOOD SUPPLY	BBB
BTS	BTS GROUP HOLDINGS	AA	SAK	SAKSIAM LEASING	Α
CBG	CARABAO GROUP	Α	SAPPE	SAPPE	BBB
CENTEL	CENTRAL PLAZA HOTEL	Α	SAT	SOMBOON ADVANCE TECHNOLOGY	AA
CK	CH. KARNCHANG	Α	SAWAD	SRISAWAD CORPORATION	BBB
CKP	CK POWER	AAA	SCB	SCB X	AA
COM7	COM7	Α	SCC	THE SIAM CEMENT	AAA
CPALL	CP ALL	AAA	SCCC	SIAM CITY CEMENT	AA
CPAXT	CP AXTRA	AAA	SCGP	SCG PACKAGING	AAA
CPF	CHAROEN POKPHAND FOODS	AAA	SHR	S HOTELS AND RESORTS	Α
CPN	CENTRAL PATTANA	AA	SICT	SILICON CRAFT TECHNOLOGY	Α
EGCO	ELECTRICITY GENERATING	AA	SMPC	SAHAMITR PRESSURE CONTAINER	AA
ERW	THE ERAWAN GROUP	Α	SNC	SNC FORMER	Α
GFPT	GFPT	BBB	SPALI	SUPALAI	AA
	SIAM GLOBAL HOUSE	AA	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION	Α
GPSC	GLOBAL POWER SYNERGY	AA	STGT	SRI TRANG GLOVES (THAILAND)	AAA
GULF	GULF ENERGY DEVELOPMENT	AA	TCAP	THANACHART CAPITAL	Α
HANA	HANA MICROELECTRONICS	AA	TFG	THAIFOODS GROUP	Α
HENG	HENG LEASING AND CAPITAL	Α	THCOM	THAICOM	AAA
HMPRO	HOME PRODUCT CENTER	AA	TISCO	TISCO FINANCIAL GROUP	AAA
INTUCH	INTOUCH HOLDINGS	AA	TOP	THAI OIL	AAA
IRPC	IRPC	AA	TTB	TMBTHANACHART BANK	AA
IVL	Indorama ventures	AA	UBE	UBON BIO ETHANOL	Α
KBANK	KASIKORNBANK	AAA	VGI	VGI	AA
KEX	KERRY EXPRESS (THAILAND)	BBB	WHA	WHA CORPORATION	AAA
KKP	KIATNAKIN PHATRA BANK	BBB	WHAUP	WHA UTILITIES AND POWER	AAA
KTB	KRUNG THAI BANK	AAA	ZEN	ZEN CORPORATION GROUP	AA

Source: www.setsustainability.com

Disclaimer: The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by the relevant institution as disclosed by the Office of the Securities and Exchange Commission, is made in order to comply with the policy and sustainable development plan for the listed companies. The relevant institution made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, KGI Securities (Thailand) Public Company Limited (KGI)does not confirm, verify, or certify the accuracy and completeness of the assessment result.



Corporate Governance Report of Thai Listed Companies

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Companies with Excellent CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	GFPT	GFPT	SAK	SAKSIAM LEASING
ADVANC	ADVANCED INFO SERVICE	GGC	GLOBAL GREEN CHEMICALS	SAPPE	SAPPE
AEONTS	AEON THANA SINSAP (THAILAND)	GLOBAL	SIAM GLOBAL HOUSE	SAT	SOMBOON ADVANCE TECHNOLOGY
AMA	AMA MARINE	GPSC	GLOBAL POWER SYNERGY	SCB	SCB X
AMATA	AMATA CORPORATION	GULF	GULF ENERGY DEVELOPMENT	scc	THE SIAM CEMENT
ANAN	-	HANA		sccc	SIAM CITY CEMENT
AOT	AIRPORTS OF THAILAND	HENG	HENG LEASING AND CAPITAL	SCGP	SCG PACKAGING
AP	` ,	HMPRO		SEAFCO	
BAFS		INTUCH		SFT	SHRINKFLEX (THAILAND)
BAM	BANGKOK COMMERCIAL ASSET MANAGEMEN			SHR	S HOTELS AND RESORTS
BANPU		ITC		SICT	SILICON CRAFT TECHNOLOGY
BBGI		IVL	=	SMPC	Sahamitr Pressure Container
BBL		KBANK		SNC	SNC FORMER
BCH		KCE		SNNP	SRINANAPORN MARKETING
BCP	BANGCHAK CORPORATION	KEX	KERRY EXPRESS (THAILAND)	SPALI	SUPALAI
BCPG		KKP		SPRC	STAR PETROLEUM REFINING
BDMS		KTB		STEC	SINO-THAI ENGINEERING AND CONSTRUCTION
BEC		KTC		STGT	SRI TRANG GLOVES (THAILAND)
BEM		LH		SUN	SUNSWEET
BGRIM		LPN	_	SVI	SVI
ВН		M		TACC	T.A.C. CONSUMER
BPP		MAJOR		TCAP	THANACHART CAPITAL
BTS		MBK		TFG	THAIFOODS GROUP
CBG		MEGA			THAICOM
CENTEL		MINT		TIDLOR	NGERN TID LOR
CK		MTC		TISCO	TISCO FINANCIAL GROUP
CKP		OR		TKN	TAOKAENOI FOOD & MARKETING
COM7		ORI		TOP	THAI OIL
CPALL		OSP	OSOTSPA	TTB	TMBTHANACHART BANK
CPAXT		PLANB		UBE	UBON BIO ETHANOL
CPF CPN		PSH PTT	PRUKSA HOLDING	VGI WHA	VGI WHA CORPORATION
DELTA		PTTEP	1 * * * *	WHAUP	WHA CORPORATION WHA UTILITIES AND POWER
	,	PTTGC		ZEN	ZEN CORPORATION GROUP
EGCO		QH	QUALITY HOUSES	ZCIV	ZEN CONFORATION GROUP
ERW		RATCH	RATCH GROUP		
ELVA	THE ENAVIAN UNOUP	KAICH	NATCH GNOOF		



Companies with Very Good CG Scoring

	Related County Name (The Country of Country School Country	· , ·	<u> </u>		
I	Stock	Company name	Stock	Company name	Stock	Company name
ſ	BSRC	BANGCHAK SRIRACHA	JMART	JAYMART GROUP HOLDINGS	SINGER	SINGER THAILAND
۱	BTG	BETAGRO	NTSC	Nutrition SC	TNP	THANAPIRIYA
۱	EKH	EKACHAI MEDICAL CARE	PQS	Premier Quality Starch	хо	EXOTIC FOOD
۱	HUMAN	HUMANICA	PYLON	PYLON		



Companies with Good CG Scoring

Relation Complex 2	Market and the second s							
Stock	Company name	Stock	Company name	Stock	Company name			
IIG	I&I GROUP	SAWAD	SRISAWAD CORPORATION	SPA	SIAM WELLNESS GROUP			
JMT	JMT NETWORK SERVICES	SMD	SAINTMED					

Companies classified Not in the three highest score groups

Stock	Company name	Stock	Company name	Stock	Company name
AU	AFTER YOU	PJW	Panjawattana Plastic	TGE	THACHANG GREEN ENERGY
CHG	CHULARAT HOSPITAL	PLT	Pilatus Marine	TPCH	TPC POWER HOLDING
LPH	LADPRAO GENERAL HOSPITAL	PTG	PTG ENERGY	TU	THAI UNION GROUP
MENA	MENA TRANSPORT	SFLEX	STARFLEX		
NETBAY	NETBAY	SISB	SISB		

Source: www.thai-iod.com

Disclaimer: The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an assessment of operation and is not based on inside information. The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey result may be changed after that date or when there is any change to the relevant information. Nevertheless, KGI Securities (Thailand) Public Company Limited (KGI) does not confirm, verify, or certify the accuracy and completeness of such survey result.



Anti-corruption Progress Indicator

Level 5: Extended

Stock	Company name	Stock	Company name	Stock	Company name
ADVANC	ADVANCED INFO SERVICE	GLOBAL	SIAM GLOBAL HOUSE	QH	QUALITY HOUSES
ANAN	ANANDA DEVELOPMENT	GPSC	GLOBAL POWER SYNERGY	RATCH	RATCHABURI ELECTRICITY GENERATING HOLDING
BBL	BANGKOK BANK	HMPRO	HOME PRODUCT CENTER	ROBINS	ROBINSON DEPARTMENT STORE
BCH	BANGKOK CHAIN HOSPITAL	IRPC	IRPC	SCC	THE SIAM CEMENT
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KBANK	KASIKORNBANK	SIRI	SANSIRI
BIGC	BIG C SUPERCENTER	KCE	KCE ELECTRONICS	SPALI	SUPALAI
CK	CH. KARNCHANG	KKP	KIATNAKIN BANK	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION
DCC	DYNASTY CERAMIC	KTB	KRUNG THAI BANK	TCAP	THANACHART CAPITAL
DELTA	DELTA ELECTRONICS (THAILAND)	LPH	LADPRAO GENERAL HOSPITAL	TISCO	TISCO FINANCIAL GROUP
DRT	DIAMOND ROOFING TILES	PACE	PACE DEVELOPMENT CORPORATION	TMT	THAI METAL TRADE
EGCO	ELECTRICITY GENERATING	PTT	PTT	TOP	THAI OIL
GFPT	GFPT	PTTGC	PTT GLOBAL CHEMICAL		

Level 4: Certified

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	ERW	THE ERAWAN GROUP	SAPPE	SAPPE
AP	ASIAN PROPERTY DEVELOPMENT	GLOW	GLOW ENERGY	SAWAD	SRISAWAD POWER 1979
BA	BANGKOK AIRWAYS	GUNKUL	GUNKUL ENGINEERING	SCB	THE SIAM COMMERCIAL BANK
BANPU	BANPU	ILINK	INTERLINK COMMUNICATION	SCN	SCAN INTER
BCP	THE BANGCHAK PETROLEUM	KTC	KRUNGTHAI CARD	SEAFCO	SEAFCO
BH	BUMRUNGRAD HOSPITAL	LH	LAND AND HOUSES	SVI	SVI
BJCHI	BJC HEAVY INDUSTRIES	LPN	L.P.N. DEVELOPMENT	TASCO	TIPCO ASPHALT
CBG	CARABAO GROUP	MAKRO	SIAM MAKRO	TKN	TAOKAENOI FOOD & MARKETING
CENTEL	CENTRAL PLAZA HOTEL	MALEE	MALEE SAMPRAN	TMB	TMB BANK
CHG	CHULARAT HOSPITAL	MINT	MINOR INTERNATIONAL	TRT	TIRATHAI
CKP	CK POWER	MODERN	MODERNFORM GROUP	TRUE	TRUE CORPORATION
CPF	CHAROEN POKPHAND FOODS	NOK	NOK AIRLINES	TVO	THAI VEGETABLE OIL
CPN	CENTRAL PATTANA	PTTEP	PTT EXPLORATION AND PRODUCTION		
DTAC	TOTAL ACCESS COMMUNICATION	PYLON	PYLON		

Level 3: Established

Stock	Company name	Stock	Company name	Stock	Company name
BEM	BANGKOK EXPRESSWAY AND METRO	MTLS	MUANGTHAI LEASING	SPRC	STAR PETROLEUM REFINING
CPALL	CP ALL	SCI	SCI ELECTRIC		

No progress

Stock	Company name	Stock	Company name	Stock	Company name
AOT	AIRPORTS OF THAILAND	BPP	BANPU POWER	FN	FN FACTORY OUTLET
BCPG	BCPG	BTS	BTS GROUP HOLDINGS	TPCH	TPC POWER HOLDING

Source: www.cgthailand.org

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Hong Kon	g	41/F Central Plaza, 18 Harbour Road, Wanchai, Hong Kong Telephone 852.2878.6888 Facsimile 852.2878.6800
Thailand	Bangkok	195 One Bangkok Tower 4 18th - 19th floors Witthayu Road Lumpini, Pathumwan, Bangkok 10330, Thailand Telephone 66.2658.8888 Facsimile 66.2658.8014
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KGI's Ratings

Rating	Definition
Outperform (OP)	The stock's excess return over the next twelve months is ranked in the top 40% of KGI's coverage universe in the related market (e.g. Taiwan)
Neutral (N)	The stock's excess return over the next twelve months is ranked in the range between the top 40% and the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan)
Under perform (U)	The stock's excess return over the next twelve months is ranked in the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan).
Not Rated (NR)	The stock is not rated by KGI.
Restricted (R)	KGI policy and/or applicable law regulations preclude certain types of communications, including an investment recommendation, during the course of KGI's engagement in an investment banking transaction and in certain other circumstances.
	Excess return = 12M target price/current price-
Note	When an analyst publishes a new report on a covered stock, we rank the stock's excess return with those of other stocks in KGI's coverage universe in the related market. We will assign a rating based on its ranking. If an analyst does not publish a new report on a covered stock, its rating will not be changed automatically.

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