

1 April 2021

Consumer Cyclical | Leisure & Entertainment

Central Plaza Hotel (CENTEL TB)

Sell (Maintained)

Another Small, Yet Spicy Deal; Keep SELL

Target Price (Return): THB29.00 (-20.5%)
 Price: THB36.50
 Market Cap: USD1,576m
 Avg Daily Turnover (THB/USD): 145m/4.79m

- **Still SELL, with a FY21F DCF-based THB29.00 TP, 21% downside.** Central Plaza Hotel's latest acquisition – the 6-outlet Somtam Nua restaurant chain – may be small and without material upsides to this year's earnings, but we expect further growth in the longer term from the opening of new stores and utilising the brand within the Cloud Kitchen platform. We continue to believe CENTEL's hotel wing may remain a drag on FY21 earnings, while the share price has rallied on sentiment over Thailand's planned tourism re-opening models.

- **Acquiring Somtam Nua.** In a Wednesday filing, CENTEL said it expects to complete the investment in STN Restaurant by 30 Apr. According to the deal, it will pay c.THB200m for 1.997m shares in the firm and hold an 85% stake in STN. The latter was established on 22 Oct 2020 and engages in the Somtam Nua restaurant business, which has been in operation since 2003. STN had acquired the assets and operations of this chain from three companies – Rich Five Restaurant, S Five Restaurant, and SSV Restaurant – who are all former owners and operators. The brand focuses on a popular North-Eastern Thai food item – spicy green papaya salad or “samtam” – and currently has only six outlets in leading retail malls in Bangkok.

- **Many a little makes a mickle.** This is CENTEL's fourth small-sized investment in a third-party food operator since Dec 2019 and part of a portfolio diversification strategy for the quick-service restaurant business. Hence, further deals are likely, in our view. It may be factored in the company's recent guidance to open 100-120 new restaurant outlets this year vs our conservative assumption of 60. We believe it will facilitate the future opening of new Somtam Nua outlets in retail compounds under parent Central Group. It is possible that CENTEL may also apply the brand with its Cloud Kitchen platform to benefit from the fast-growing online delivery service segment.

- **We think Somtam Nua may contribute a minimal 1% to group sales in 2021.** This is with regards to the combined sales of THB162m in 2019 from the Rich Five, S Five, and SSV Restaurants that was posted on the Business Development Department's database. We also discovered that the three companies delivered an average c.40% GPM in 2019, ie below CENTEL's food GPM of 44% last year. Considering the c.THB200m investment and the three entities' combined net profit of THB5.02m (earned in 2019), the numbers derive a slight demanding 40x P/E for the deal vs an average trading of key listed local restaurant companies.

- **Keep SELL and THB29.00 TP.** CENTEL's resilient food business may help limit 2021's smaller losses to THB882m vs 2020's THB1.43bn in losses, caused by the slow recovery in its hotel segment. However, we think the stock has priced in the market's optimism over the quick tourism recovery sentiment.

Analyst

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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	54.0	9.8	54.0	62.2	137.0
Relative	44.5	3.8	44.5	33.9	96.0
52-wk Price low/high (THB)				14.80	– 37.25

Central Plaza Hotel (CENTEL TB)



Source: Bloomberg

Forecasts and Valuation	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total turnover (THBm)	20,737	12,907	15,650	19,099	21,661
Recurring net profit (THBm)	1,722	(1,431)	(882)	857	1,796
Recurring net profit growth (%)	(20.9)	(183.1)	(38.4)	-	109.5
Recurring P/E (x)	28.62	na	na	57.47	27.43
P/B (x)	3.6	5.0	4.9	4.6	4.0
P/CF (x)	12.79	10.47	15.32	11.97	9.99
Dividend Yield (%)	na	na	na	0.7	1.5
EV/EBITDA (x)	12.28	26.23	19.46	10.94	8.91
Return on average equity (%)	13.2	(23.6)	(8.9)	8.3	15.6
Net debt to equity (%)	34.3	83.8	66.4	47.3	33.1

Source: Company data, RHB

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Financial Exhibits

Asia	Financial summary (THB)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Thailand	Recurring EPS	1.28	(1.06)	(0.65)	0.64	1.33
Consumer Cyclical	DPS	-	-	-	0.25	0.53
Central Plaza Hotel	BVPS	10.10	7.30	7.38	8.02	9.09
CENTEL TB	Return on average equity (%)	13.2	(23.6)	(8.9)	8.3	15.6
Sell						
	Valuation metrics	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Valuation basis	Recurring P/E (x)	28.62	na	na	57.47	27.43
DCF	P/B (x)	3.6	5.0	4.9	4.6	4.0
	FCF Yield (%)	3.5	3.6	0.4	3.3	2.9
Key drivers	Dividend Yield (%)	-	-	-	0.7	1.5
i. Strong outlook for tourist arrivals and spending;	EV/EBITDA (x)	12.28	26.23	19.46	10.94	8.91
ii. Opening of new self-owned hotels and restaurant outlets;	EV/EBIT (x)	23.24	na	na	33.43	19.41
iii. Successful launch of new food products or food marketing campaigns;						
iv. Economies of scale in the operation of its business units.						
	Income statement (THBm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Key risks	Total turnover	20,737	12,907	15,650	19,099	21,661
i. Weaker-than-expected tourism atmosphere and consumption;	Gross profit	8,549	4,070	4,704	6,946	8,534
ii. Delays in the opening of new hotel properties;	EBITDA	4,319	2,101	2,786	4,809	5,781
iii. Rising competition in the food segment;	Depreciation and amortisation	(2,037)	(3,421)	(3,449)	(3,235)	(3,127)
iv. Pricing pressure among 4-star hotels in Phuket and the Maldives;	Operating profit	2,281	(1,320)	(664)	1,574	2,654
v. Uncertainties, ie political gatherings and natural disasters including disease outbreaks.	Net interest	(214)	(669)	(565)	(498)	(399)
	Pre-tax profit	2,090	(3,333)	(1,229)	1,076	2,255
	Taxation	(281)	435	270	(183)	(383)
	Reported net profit	1,744	(2,775)	(882)	857	1,796
	Recurring net profit	1,722	(1,431)	(882)	857	1,796
Company Profile						
CENTEL operates and manages a chain of hotels and resorts. It is also a pioneer in quick-service restaurants in Thailand.	Cash flow (THBm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
	Change in working capital	819	41	565	(624)	(17)
	Cash flow from operations	3,851	4,706	3,216	4,117	4,930
	Capex	(2,126)	(2,936)	(3,000)	(2,500)	(3,500)
	Cash flow from investing activities	(2,552)	(5,930)	(3,612)	(2,522)	(3,461)
	Dividends paid	(877)	0	0	0	(343)
	Cash flow from financing activities	(557)	1,935	403	(1,958)	(1,310)
	Cash at beginning of period	1,282	2,024	2,734	2,741	2,378
	Net change in cash	742	710	8	(364)	159
	Ending balance cash	2,024	2,734	2,741	2,378	2,536
	Balance sheet (THBm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
	Total cash and equivalents	2,812	2,824	2,831	2,468	2,626
	Tangible fixed assets	19,774	26,011	25,650	24,989	25,423
	Total investments	1,584	3,026	3,023	3,020	3,017
	Total assets	27,590	35,350	35,798	35,020	35,768
	Short-term debt	1,967	3,692	3,000	3,000	4,000
	Total long-term debt	5,698	7,687	7,000	5,000	3,000
	Total liabilities	13,446	25,135	24,995	23,315	22,541
	Total equity	14,144	10,216	10,803	11,705	13,227
	Total liabilities & equity	27,590	35,350	35,798	35,020	35,768
	Key metrics	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
	Revenue growth (%)	(3.0)	(37.8)	21.3	22.0	13.4
	Recurrent EPS growth (%)	(20.9)	(183.1)	(38.4)	0.0	109.5
	Gross margin (%)	41.2	31.5	30.1	36.4	39.4
	Operating EBITDA margin (%)	20.8	16.3	17.8	25.2	26.7
	Net profit margin (%)	8.4	(21.5)	(5.6)	4.5	8.3
	Dividend payout ratio (%)	0.0	0.0	0.0	40.0	40.0
	Capex/sales (%)	10.3	22.7	19.2	13.1	16.2
	Interest cover (x)	10.7	(2.0)	(1.2)	3.2	6.6

Source: Company data, RHB

Recommendation Chart



Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2021-03-12	Sell	29.0	33.0
2020-09-24	Sell	18.5	22.8
2020-05-29	Sell	16.0	24.9
2020-03-18	Sell	13.4	14.5
2019-12-12	Neutral	27.0	26.0
2018-10-25	Neutral	41.0	39.0
2018-02-28	Buy	56.5	51.3

Source: RHB, Bloomberg

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Singapore 069531

ช่วงคะแนน Score	สัญลักษณ์ Rang Number of Logo	ความหมาย	Description
90 - 100		ดีเลิศ	Excellent
80 - 89		ดีมาก	Very Good
70 - 79		ดี	Good
60 - 69		พอใช้	Satisfactory
50 - 59		ผ่าน	Pass
ต่ำกว่า 50	No logo give	N/A	N/A

Website: www.thai-iod.com

IOD (IOD Disclaimer)

ผลสำรวจการกำกับดูแลกิจการบริษัทจดทะเบียนที่แสดงไว้นี้ เป็นผลที่ได้จากการสำรวจและประเมินข้อมูลของบริษัทจดทะเบียนในตลาดหลักทรัพย์แห่งประเทศไทย และตลาดหลักทรัพย์ เอ็ม เอ ไอ (“บริษัทจดทะเบียน”) เปิดเผยต่อสาธารณะและเป็นข้อมูลให้ผู้ลงทุนทั่วไปสามารถเข้าถึงได้ ผลสำรวจดังกล่าวจึงเป็นการนำเสนอข้อมูลในมุมมองของบุคคลภายนอกต่อมาตรฐานการกำกับดูแลกิจการของบริษัทจดทะเบียน โดยไม่ได้เป็นการประเมินผลการปฏิบัติงานหรือการดำเนินการของบริษัทจดทะเบียนอื่นทั้งมิได้ใช้ข้อมูลภายในของบริษัทจดทะเบียนในการประเมิน ดังนั้นผลสำรวจที่แสดงนี้จึงไม่ได้เป็นการรับรองถึงผลการปฏิบัติงานหรือการดำเนินการของบริษัทจดทะเบียนและไม่ถือเป็นการให้คำแนะนำในการลงทุนในหลักทรัพย์ของบริษัทจดทะเบียนหรือคำแนะนำใดๆ ผู้ใช้ข้อมูลจึงควรใช้วิจารณญาณของตนเองในการวิเคราะห์และตัดสินใจในการใช้ข้อมูลใดๆ ที่เกี่ยวกับบริษัทจดทะเบียนที่แสดงในผลสำรวจนี้

ทั้งนี้บริษัทหลักทรัพย์ อาร์เอชบี (ประเทศไทย) จำกัด (มหาชน) มิได้ยืนยันหรือรับรองถึงความครบถ้วนและถูกต้องของผลสำรวจดังกล่าวแต่อย่างใด

ข้อมูล Anti-Corruption Progress Indicator 2560

ประกาศเจตนารมณ์ CAC

A	ASK	CHG	FC	GREEN	JUTHA	MATCH	NINE	PIMO	RWI	SPPT	TFI	TU	VNT
AI	AU	CHOTI	FER	GSTEL	KASET	MATI	NMG	PK	SANKO	SPRC	THE	TVD	WAVE
AIE	BCH	CHOW	FPI	GUNKUL	KBS	MBAX	NNCL	PL	SAUCE	SR	TICON	TVO	WHA
AIRA	BJC	CIG	FSMART	HARN	KCAR	MC	NTV	PLANB	SC	SRICHA	TIP	TVT	WICE
AJ	BJCHI	COL	GEL	IFS	KTECH	MFEC	NUSA	POST	SCCC	SST	TKN	TWPC	WIJK
ALUCON	BLAND	COM7	GFPT	ILINK	KWC	MIDA	NWR	PRINC	SCN	STA	TLUXE	U	TRUE
AMATAV	BR	CPALL	GGC	INET	KYE	MILL	OGC	PRO	SEAOIL	SUPER	TMILL	UPA	
AOT	BROCK	CPF	GIFT	IRC	L&E	ML	PACE	PSTC	SE-ED	SUSCO	TMT	UREKA	
APCO	BRR	CPR	GJS	J	LEE	MTLS	PAF	PYLON	SENA	SWC	TNP	UWC	
AQUA	CEN	CSC	GLOBAL	JMART	LIT	NBC	PAP	QTC	SIRI	SYMC	TPA	VGI	
ARROW	CGH	EKH	GOLD	JMT	LVT	NCL	PATO	ROH	SMART	TAKUNI	TSE	VIBHA	
ASIA	CHEWA	EPCO	GPSC	JUBILE	MAKRO	NEP	PCSGH	ROJNA	SPACK	TBSP	TTI	VIH	

ได้รับการรับรอง CAC

ADVANC	BKI	CPN	FE	INTUCH	LANNA	MSC	PLAT	PTT	SAT	SNP	TCMC	TMD	UOBKH
AKP	BLA	CSL	FNS	IRPC	LHBANK	MTI	PM	PTTEP	SCB	SORKON	TFG	TNITY	WACOAL
AMANAH	BROOK	DCC	FSS	IVL	LHK	NKI	PPP	PTTGC	SCC	SPC	TGCI	TNL	
AP	BTS	DEMCO	GBX	K	LPN	NSI	PPS	Q-CON	SCG	SPI	THANI	TOG	
ASP	BWG	DIMET	GCAP	KBANK	MBK	OCC	PRANDA	QH	SGP	SSF	THCOM	TOP	
AYUD	CENTEL	DRT	GLOW	KCE	MBKET	OCEAN	PREB	QLT	SINGER	SSI	THRE	TPCORP	
BAFS	CFRESH	DTAC	HANA	KGI	MCOT	PB	PRG	RATCH	SIS	SSSC	THREL	TRU	
BANPU	CIMBT	DTC	HMPRO	KKP	MFC	PDI	PSH	RML	SITHAI	SVI	TIPCO	TSC	
BAY	CM	EASTW	HTC	KSL	MINT	PE	PSL	ROBINS	SMIT	SYNTEC	TISCO	TSSTH	
BBL	CNS	ECL	ICC	KTB	MONO	PG	PT	S & J	SMPC	TAE	TKT	TTCL	
BCP	CPI	EGCO	IFEC	KTC	MOONG	PHOL	PTG	SABINA	SNC	TCAP	TMB	TVI	

N/A

2S	ARIP	BSM	CSS	FMT	INOX	LTX	NPK	RCL	SFP	SUC	TITLE	TSR	VPO
AAV	AS	BTC	CTW	FN	INSURE	M	NPP	RICH	SGF	SUN	TIW	TSTE	VTE
ABICO	ASAP	BTNC	CWT	FOCUS	IRCP	MACO	NVD	RICHY	SHANG	SUTHA	TK	TTA	WG
ACAP	ASEFA	BTW	D	FORTH	IT	MAJOR	NYT	RJH	SIAM	SVH	TKS	TTL	WHAUP
ACC	ASIAN	BUI	DCON	FTE	ITD	MALEE	OHTL	ROCK	SIMAT	SVOA	TM	TTTM	WIN
ADAM	ASIMAR	CBG	DCORP	FVC	ITEL	MANRIN	OISHI	RP	SKE	SYNEX	TMC	TTW	WINNER
ADB	ASN	CCET	DDD	GC	JAS	MAX	ORI	RPC	SKN	T	TMI	TUCC	WORK
AEC	ATP30	CCP	DELTA	GENCO	JCT	M-CHAI	OTO	RPH	SKR	TACC	TMW	TWP	WORLD
AEONTS	AUCT	CGD	DIGI	GL	JKN	MCS	PAE	RS	SKY	TAPAC	TNDT	TWZ	WP
AF	BA	CHARAN	DNA	GLAND	JSP	MDX	PDG	RSP	SLP	TASCO	TNH	TYCN	WPH
AFC	BAT-3K	CHO	DTCI	GPI	JTS	MEGA	PERM	S	SMK	TC	TNPC	UAC	WR
AGE	BCPG	CHUO	EA	GRAMMY	JWD	METCO	PF	S11	SMM	TCB	TNR	UBIS	XO
AH	BDMS	CI	EARTH	GRAND	KAMART	MGT	PICO	SAFARI	SMT	TCC	TOA	UEC	YCI
AHC	BEAUTY	CITY	EASON	GTB	KC	MJD	PJW	SALEE	SOLAR	TCCC	TOPP	UKEM	YNP
AIT	BEC	CK	ECF	GULF	KCM	MK	PLANET	SAM	SPA	TCJ	TPAC	UMI	YUASA
AJA	BEM	CKP	EE	GYT	KDH	MM	PLE	SAMART	SPALI	TCOAT	TPBI	UMS	ZIGA
AKR	BFIT	CMO	EFORL	HFT	KIAT	MODERN	PMTA	SAMCO	SPCG	TEAM	TPCH	UNIQU	ZMICO
ALLA	BGRIM	CMR	EIC	HOTPOT	KKC	MPG	POLAR	SAMTEL	SPG	TFD	TIPL	UP	
ALT	BGT	CNT	EMC	HPT	KOOL	MPIC	POMPUI	SAPPE	SPORT	TFMAMA	TIPIP	UPF	
AMA	BH	COLOR	EPG	HTECH	KTIS	NC	PORT	SAWAD	SPVI	TGPRO	TPOLY	UPOIC	
AMARIN	BIG	COMAN	ERW	HUMAN	KWG	NCH	PPM	SAWANG	SQ	TH	TPP	UT	
AMATA	BIZ	CPH	ESSO	HYDRO	LALIN	NDR	PRAKIT	SCI	SSC	THAI	TR	UTP	
AMC	BKD	CPL	ESTAR	ICHI	LDC	NETBAY	PRECHA	SCP	SSP	THANA	TRC	UV	
ANAN	BLISS	CPT	ETE	ICN	LH	NEW	PRIN	SDC	STANLY	THG	TRITN	UVAN	
APCS	BM	CRANE	EVER	IEC	LOXLEY	NEWS	PRM	SE	STAR	THIP	TRT	VARO	
APEX	BOL	CRD	F&D	IHL	LPH	NFC	PTL	SEAFCO	STEC	THL	TRUBB	VCOM	
APURE	BPP	CSP	FANCY	III	LRH	NOBLE	RAM	SELIC	STHAI	THMUI	TSF	VI	
AQ	BSBM	CSR	FLOYD	INGRS	LST	NOK	RCI	SF	STPI	TIC	TSI	VNG	

Source: Thai Institute of Directors

ข้อมูลบริษัทที่เข้าร่วมโครงการแนวร่วมปฏิบัติของภาคเอกชนไทยในการต่อต้านทุจริต (Thai CAC) ของสมาคมส่งเสริมสถาบันกรรมการบริษัทไทย (ข้อมูล ณ วันที่ 17 ต.ค.)

- ได้ประกาศเจตนารมณ์เข้าร่วม CAC
- ได้รับการรับรอง CAC

การเปิดเผยการประเมินดัชนีชี้วัดความคืบหน้าการป้องกันกรมีส่วนเกี่ยวข้องกับการทุจริตคอร์รัปชัน (Anti-Corruption Progress Indicators) ของบริษัทจดทะเบียนในตลาดหลักทรัพย์แห่งประเทศไทยที่จัดทำโดยสถาบันที่เกี่ยวข้องซึ่งมีการเปิดเผยโดยสำนักงานคณะกรรมการกำกับหลักทรัพย์และตลาดหลักทรัพย์นี้เป็นการดำเนินการตามนโยบายและตามแผนพัฒนาความยั่งยืนสำหรับบริษัทจดทะเบียนโดยผลการประเมินดังกล่าว สถาบันที่เกี่ยวข้องอาศัยข้อมูลที่ได้รับจากบริษัทจดทะเบียนตามที่บริษัทจดทะเบียนได้ระบุในแบบแสดงข้อมูลเพื่อการประเมิน Anti-Corruption ซึ่งอ้างอิงข้อมูลมาจากแบบแสดงรายงานข้อมูลประจำปี แบบ (56-1) รายงานประจำปีแบบ (56-2) หรือในเอกสารหรือรายงานอื่นที่เกี่ยวข้องซึ่งเป็นบุคคลภายนอก โดยมีได้เป็นการประเมินการปฏิบัติของบริษัทจดทะเบียนในตลาดหลักทรัพย์แห่งประเทศไทยและมิได้ใช้ข้อมูลภายในเพื่อการประเมิน เนื่องจากผลการประเมินดังกล่าวเป็นเพียงผลการประเมิน ณ วันที่ ปรากฏในผลการประเมินเท่านั้น ดังนั้นผลการประเมินจึงอาจเปลี่ยนแปลงได้ภายหลังวันดังกล่าว หรือรับรองความถูกต้องครบถ้วนของผลประเมินดังกล่าวได้อย่างใด