



BOUND&BEYOND

Bound and Beyond Public Company Limited
No. 130-132 Sindhorn Tower 2, 15th Floor,
Wireless Road, Lumpini, Pathum Wan, Bangkok 10330
T: +66 (0) 2028 2626 F: +66 (0) 2028 2628
MOC Registration No: 0107537000467

www.boundandbeyond.co.th

Ref. BEYOND/BKK-BS-058/2024

10 May 2024

Re: Management Discussion and Analysis (MD&A) for the First Quarter of 2024 Ended 31 March 2024
To: President of The Stock Exchange of Thailand
Fellow Shareholders and Investors

MANAGEMENT PERSPECTIVE IN 1Q24

The tourism situation in Thailand in the first quarter of 2024 has been bustling and continuously growing since the end of the previous year. This is due to the peak travel season for both Thai and international travelers, as well as consecutive important festivals from the previous quarter. Additionally, factors supporting this growth include a permanent visa waiver for Chinese tourists starting from March 2024, an extension of stay for Russian tourists and temporary visa waiver measures for tourists from Kazakhstan, India, and Taiwan. Moreover, there is a trend of recovery in the number of international flights, which have been continuously expanding to accommodate the increasing demand for travel. Consequently, the number of international tourists has significantly increased, with 9.4 million arrivals in 1Q24, a 44% increase compared to the same period of the previous year and higher than the 8.1 million arrivals in 4Q23. However, despite this recovery, the overall tourism performance in the first quarter of this year remains at 86% compared to the same period in 2019, which was before the COVID-19 situation. Furthermore, tourist arrivals from Malaysia, Russia, South Korea, and India have surpassed the numbers in 2019, indicating a steady recovery in tourism from these countries.

For the first quarter of 2024, the Company's revenue from hotel operations from both properties, Four Seasons Hotel Bangkok at Chao Phraya River, and Capella Bangkok, amounted to THB 952mn, representing a 17% growth compared to the same period in 2023 and exceeding the Company's target by 8%. This also marks the highest revenue figure since 2022. The hotel revenue breakdown consists of room revenue accounting for 52%, food and beverage revenue for 41%, and other revenue such as spa for 7%. Both properties experienced an increase in occupancy rate and average room rate compared to 1Q23 resulting in a 26% growth in revenue per available room (RevPAR). This growth is attributed to the continuous improvement in competitiveness of both properties amidst the growth of Thai tourism in the first quarter, as mentioned earlier.

For the overall outlook of the year 2024, the Company has set a revenue target for its hotel business at 3,300 million baht, representing an 11% growth from 2023. This growth is supported by efficient tourism growth in Thailand. The Thai government aims to attract 35-40 million international tourists this year, with the Thai tourism sector remaining a significant driver of the country's economy. Consequently, the government has policies supporting both domestic and international tourism markets continuously. Additionally, the Company's internal factors, including strong hotel operations, maintain its leadership position in the Ultra-Luxury hotel segment by consistently delivering exceptional and distinctive experiences. Moreover, there is a focus on expanding the customer base to ensure sustainable long-term returns.

**KEY DEVELOPMENT AND ACHIEVEMENT IN 1Q24:**

1. The Company successfully redeem the first tranche of debentures in full amount on March 25, 2024, amounting to THB 577mn. The funds raised from the issuance of these debentures in 2022 were utilized according to the stated objectives for business operations, clearly reflected in the strengthened operational performance across all quarters.
2. Capella Bangkok hotel has been ranked as a "Five-Star Hotel" and "Five-Star Spa" by the Forbes Travel Guide Star Award Winners for the year 2024. This marks the second consecutive year and positions it as one of only three five-star hotels in Thailand to receive such recognition.

1Q24 PERFORMANCE

Unit: THB mn	1Q23	1Q24	Change	% YoY
Revenues from hotel operations	811.85	952.23	140.38	17.3%
Other income	1.62	4.21	2.59	159.9%
Total revenues	813.47	956.44	142.97	17.6%
Cost of hotel operations	(485.95)	(531.60)	(45.65)	9.4%
Selling expenses	(73.59)	(82.61)	(9.02)	12.3%
Administrative expenses	(131.05)	(153.31)	(22.26)	17.0%
Total expenses	(690.59)	(767.52)	(76.93)	11.1%
Operating profit	122.88	188.92	66.04	53.7%
Finance cost	(101.76)	(104.90)	(3.14)	3.1%
Income tax expense	(6.00)	(16.84)	(10.84)	180.7%
Others ¹	1.91	0.34	(1.57)	-82.2%
Net profit for the period	17.03	67.52	50.49	296.5%
Earnings per share (THB)	0.06	0.23	0.17	283.3%
EBITDA	199.92	267.44	67.52	33.8%

¹Others consist of share of loss from investments in joint ventures, finance income, and profit for the period from discontinued operation.

1Q24 PERFORMANCE ANALYSIS

In 1Q24, the Company reported **total revenues** of THB 956.44mn, an increase of THB 142.97mn or 17.6% from 1Q23, primarily due to revenues from hotel operations of THB 952.23mn from the steady growth of international tourist.

In 1Q24, the Company's **total expenses** of THB 767.52mn, an increase of THB 76.93mn or 11.1% from 1Q23, consist of cost of hotel operations of THB 531.60mn, selling expenses of THB 82.61mn and administrative expenses of THB 153.31mn which increase in line with revenue.

In 1Q24, the Company incurred a **finance cost** of THB 104.90mn, increased by THB 3.14mn or 3.1% from the same period of the last year, due to increase in interest rate of loans under the hotel business.

Consequently, the Company posted a **net profit for the period** of THB 67.52mn, while the Company's earnings per share stood at THB 0.23. In addition, the Company reported earnings before interest, taxes, depreciation, and amortization (EBITDA) of THB 267.44mn in 1Q24.



BOUND&BEYOND

Bound and Beyond Public Company Limited
No. 130-132 Sindhorn Tower 2, 15th Floor,
Wireless Road, Lumpini, Pathum Wan, Bangkok 10330
T: +66 (0) 2028 2626 F: +66 (0) 2028 2628
MOC Registration No: 0107537000467

www.boundandbeyond.co.th

STATEMENTS OF FINANCIAL POSITION AS AT 31 MARCH 2024

ASSETS	31 December 2023		31 March 2024		Change	% change
	THB mn	THB mn	THB mn	% of assets		
Cash and cash equivalents	1,387.65	10.2%	493.55	3.8%	(894.10)	-64.4%
Trade and other receivables	99.22	0.7%	103.44	0.8%	4.22	4.3%
Inventories	53.35	0.4%	51.56	0.4%	(1.79)	-3.4%
Other current assets	292.78	2.2%	290.78	2.3%	(2.00)	-0.7%
Total current assets	1,833.00	13.5%	939.33	7.3%	(893.67)	-48.8%
Restricted bank deposits	314.89	2.3%	566.82	4.4%	251.93	80.0%
Investment properties	30.10	0.2%	30.10	0.2%	-	0.0%
Property, plant, and equipment	3,143.74	23.1%	3,128.58	24.2%	(15.16)	-0.5%
Right-of-use assets	8,090.38	59.4%	8,065.01	62.5%	(25.37)	-0.3%
Deferred tax assets	70.21	0.5%	52.47	0.4%	(17.74)	-25.3%
Other non-current assets ²	133.09	1.0%	129.38	1.0%	(3.71)	-2.8%
Total non-current assets	11,782.41	86.5%	11,972.36	92.7%	189.95	1.6%
Total assets	13,615.41	100.0%	12,911.69	100.0%	(703.72)	-5.2%

² Other non-current assets consist of intangible assets and other non-current assets.

Total assets of the Company as at 31 March 2024 stood at THB 12,911.69mn, a decrease of THB 703.72mn or 5.2% from total assets as at 31 December 2023. The decrease was primarily attributed to a decrease in cash and cash equivalents of THB 894.10mn which mainly came from repayment of debenture of THB 576.80mn in March 2024 and partial repayment of loans and interest in accordance with the terms of the agreement during the period of THB 198.19mn.

LIABILITIES AND SHAREHOLDERS' EQUITY	31 December 2023		31 March 2024		Change	% change
	THB mn	% of assets	THB mn	% of assets		
Short-term loans from financial institution	987.67	7.3%	884.84	6.9%	(102.83)	-10.4%
Trade and other payables	488.72	3.6%	423.83	3.3%	(64.89)	-13.3%
Share subscription payable	140.25	1.0%	140.25	1.1%	-	0.0%
Current portion of long-term loans	97.50	0.7%	97.50	0.8%	-	0.0%
Current portion of debenture	575.89	4.2%	316.37	2.5%	(259.52)	-45.1%
Other current liabilities ³	197.77	1.5%	185.84	1.3%	(11.93)	-6.0%
Total current liabilities	2,487.80	18.3%	2,048.63	15.9%	(439.17)	-17.7%
Long-term loans from financial institution – net ⁴	1,852.85	13.6%	1,828.47	14.2%	(24.38)	-1.3%
Long-term loans from related parties	2,000.00	14.7%	2,000.00	15.5%	-	0.0%
Long-term debenture – net ⁴	315.99	2.3%	-	0.0%	(315.99)	-100.0%
Lease liabilities – net ⁴	368.89	2.7%	375.22	2.9%	6.33	1.7%
Deferred tax liabilities	244.45	1.8%	243.55	1.9%	(0.90)	-0.4%
Provision for long-term employee benefits	45.02	0.3%	47.89	0.3%	2.87	6.4%
Total non-current liabilities	4,827.20	35.4%	4,495.13	34.8%	(332.07)	-6.9%
Total liabilities	7,315.00	53.7%	6,543.76	50.7%	(771.24)	-10.5%
Total shareholders' equity	6,300.41	46.3%	6,367.93	49.3%	67.52	1.1%
Total liabilities and shareholders' equity	13,615.41	100.0%	12,911.69	100.0%	(703.72)	-5.2%

³ Other current liabilities consist of deposits and advance received from customers, current portion of lease liabilities, and other current liabilities.

⁴ Net of current portion

Total liabilities of the Company as at 31 March 2024 were THB 6,543.76mn, consisting of total current liabilities of THB 2,048.63mn, equivalent to 31.31% of total liabilities, and non-current liabilities of THB 4,495.13mn, equivalent to 68.69% of total liabilities. Total liabilities decreased by THB 771.24mn or 10.5% from total liabilities as at 31 December 2023 mainly due to repayment debenture and loans from financial institution.

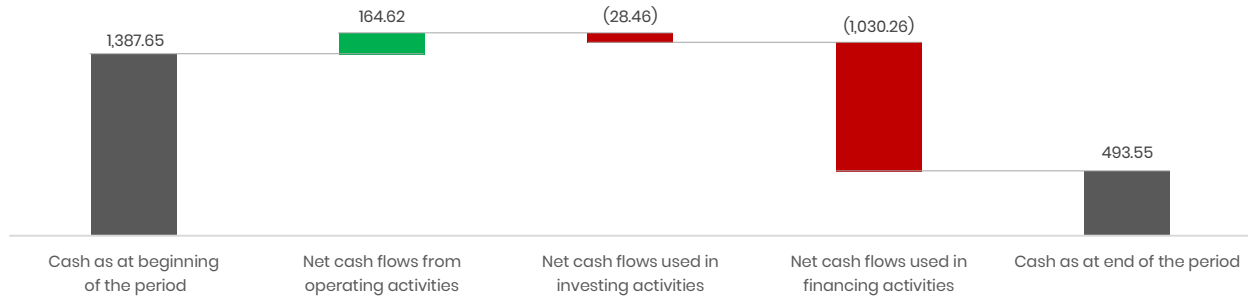


Total shareholders' equity stood at THB 6,367.93mn as at 31 March 2024, increased by THB 67.52mn or 1.1% from 31 December 2023 mainly due to net profit for the period.

As at 31 March 2024, the Company had total interest-bearing liabilities at THB 5,127.18mn and the interest-bearing liabilities to equity ratio was 0.81 times⁵. The Company's debt-to-equity ratio was 1.03 time.

Consolidated Financial Statements

Unit: MB



As at 31 March 2024, the Company's **cash and cash equivalents** stood at THB 493.55mn, decreased by 64.4% or THB 894.10mn from 31 December 2023. The Company reported **net cash flows from operating activities** of THB 164.62mn. The Company's **net cash flows used in investing activities** was THB 28.46mn, mainly from proceeds from payment for equipment. **Net cash flows used in financing activities** were THB 1,030.26mn, mainly due to repayment of debenture of THB 576.80mn in March 2024, partial repayment of loans and interest in accordance with the terms of the agreement during the period of THB 198.19mn, increase in restricted bank deposits of THB 251.93mn and payment of principal portion of lease liabilities of THB 3.34mn.

Sincerely yours,

.....
Mrs. Kamonwan Wipulakorn
(Managing Director)
Bound and Beyond Public Company Limited

Investor Relations Division
Tel. +662 695 9317
E-mail ir@boundandbeyond.co.th

⁵ The Company's interest-bearing liabilities includes short-term loans from financial institution, current portion of long-term loans, current portion of debenture, long-term loans from financial institution, net of current portion, and long-term loans from related party.