

The background of the slide is a detailed technical drawing of a mechanical assembly, showing various components like gears, shafts, and housing parts with dimension lines and labels. Overlaid on this are images of mechanical parts: a ball bearing, a gear, and a shaft. In the foreground, there is a drafting compass and an orange pencil resting on the drawing.

# Welcome to TEAMG's Opportunity Day

## 2nd Quarter 2019



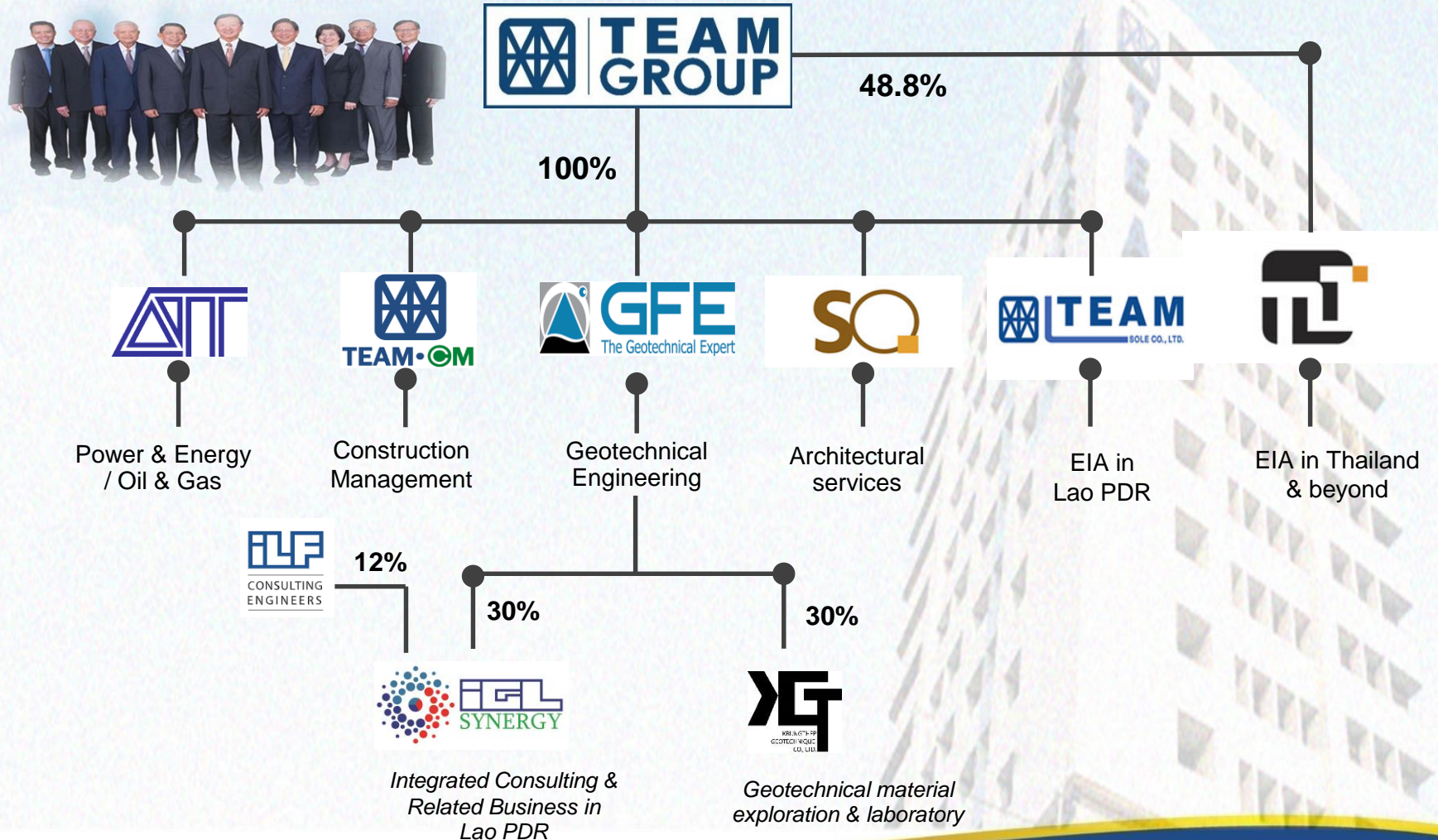
- **1) About TEAMG**

- 2) Project Update & Outlook

- 3) Financial results







# Our Services

## 1 Transportation and Logistics

From master planning to design, study, and construction supervision and management.



## 2 Water Resources

Delivering services in all dimensions of water resource development.



## 5 Energy

Providing service for a full range of energy innovations.



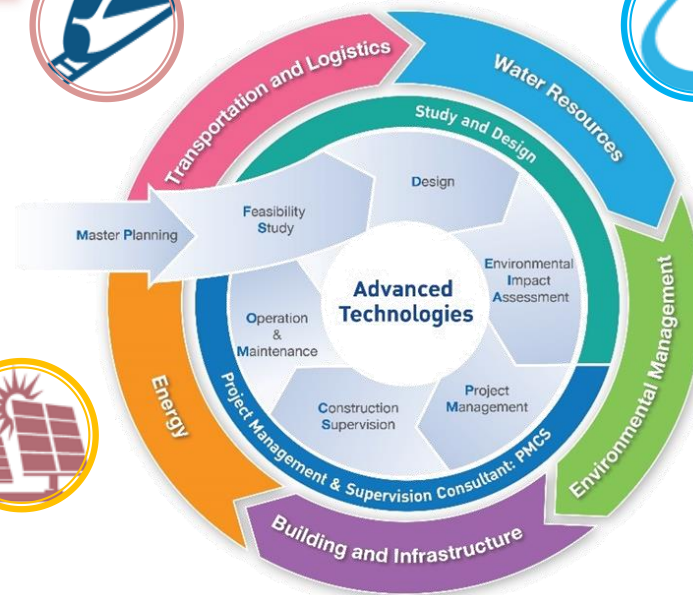
## 3 Environment

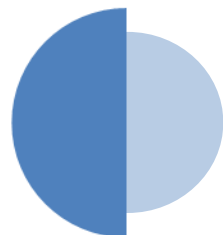
Initial environmental examination to environmental impact assessment, social and health impact assessment.



## 4 Building and Infrastructure

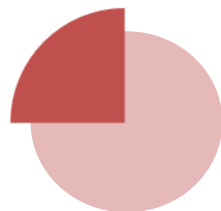
One-stop service for project management and construction supervision, to operation and maintenance.





**G**overnment

50%



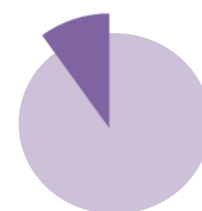
**P**rivate

20%-25%



**I**nternational

15%-20%



**R**elated

10%





# OUR STRENGTHS



Leading engineering consulting firm in the region with **more than 40 years of experience**



**Integrated consulting services** covering various fields of engineering and environmental management



**Focus on controlling quality** of services to be trusted by customers





### OUR STRATEGIES



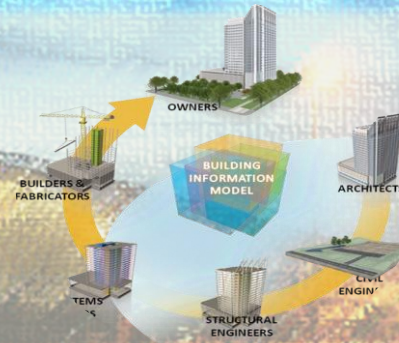
#### Portfolio Diversification

Revenue diversification & portfolio balance.



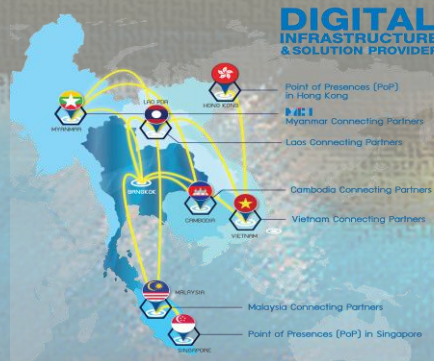
#### Mega Project Wave Ride

Capturing project opportunities, aiming at reshaping the country outlook: Transportation Infrastructure & EEC.



#### Aggressive AEC Penetration

Focusing in market penetration partnership & alliances with developers / local consulting firms.



#### Advanced Technology Investment

Investment & competency development to enhance client services and innovation.







1) About TEAMG

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## Backlog Highlight



### SRT Red Line, Bangsue - Rangsit

**TEAMG** has been granted Construction Supervision (CSC) for SRT Red Line Bangsue - Rangsit Route with 26.3 km in length and 10 stations, including Bangsue Grand Station.

Expected delivery : 2020



### MRTA Pink Line, Khae Rai - Min Buri

**TEAMG** has been awarded the scope of Project Management & Construction Supervision (PMSC) for MRTA Pink Line monorail route with 34.5 km total length and 30 stations.

Expected delivery : 2021



### MRT Orange Line, Thailand Cultural Center – Hua Mark

**TEAMG** has been granted the Detailed Design Works for MRT Orange Line underground route, totaling 9.73 km in length with 7 stations.

Expected delivery : 2020



### Suvannabhumi Airport Expansion (Phase II)

**TEAMG** is a part of the Consortium responsible for Construction Supervision (CSC) of the Suvannabhumi Airport Expansion.

Expected delivery : 2021



### SRT Double-track rail lines, Lop Buri - Pak Nam Pho

**TEAMG** supervises and coordinates the construction of SRT Double-track Lop Buri – Pak Nam Pho route and verifies the affirmative construction quality.

Expected delivery : 2021

## Backlog Highlight



### Life Asoke Rama 9

**TEAMG** supervises the construction and project management of Life Asoke Rama 9, 42 floor high-rise condominium by AP.

Expected delivery : 2021



### The Room Phayathai

**TEAMG** supervises the construction and project management of The Room Phayathai 38 floor high-rise condominium by LH.

Expected delivery : 2021



### Project Rhythm Ekkamai Estate

**TEAMG** has been awarded the scope of Project Management & Construction Supervision for a 33-storey Condominium, Rhythm Ekkamai Estate, of AP (Thailand) PLC.

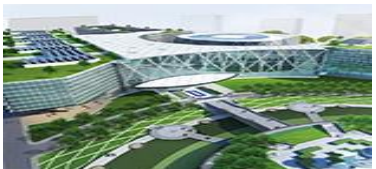
Expected delivery : 2019



### Project Niche MONO Charoen Nakorn

**TEAMG** engages in Project Management & Construction Supervision for a 36-storey Condominium, Niche MONO Charoen Nakorn, of Sena Development PLC

Expected delivery : 2020



### Government Complex Extension Zone C

**TEAMG** was engaged by Dhanarak Asset Development (DAD) to act as a Project Management Consultant for this Government Complex extension project.

Expected delivery : 2021



## Backlog Highlight



### **Xayaburi HPP, Lao PDR**

**TEAMG** engages in Detailed Design, Supervision of Environment Monitoring / Resettlement Plan and Instrumentation Works for the 1,285-MW Hydropower Project

Expected delivery : 2021



### **Nam Ngiep 1 HPP, Lao PDR**

**TEAMG** has been awarded the dam instrumentation works for the 290-MW Hydropower Project in Lao PDR, including procurement, installation and monitoring.

Expected delivery : 2021



### **Detailed Engineering Design for Sport Complex in Dili, Timor Leste**

**TEAMG** was engaged by the Secretary of State for Youth and Sports to design the main sport complex and four other sport facilities in Dili, Timor Leste

Expected delivery : 2019



### **Pre-Feasibility Study for Groundwater Resources Development Project**

**TEAMG** was awarded for the pre-feasibility study of groundwater resources to be used as the main water supply for Dili, Timor Leste.

Expected delivery : 2020



### **Water Recycling for Property Management of Chulalongkorn University**

**TEAMG** has been awarded a ten-year concession to recycle wastewater for Property Management of Chulalongkorn Univ. with estimated annual amount of 60,000 m3.

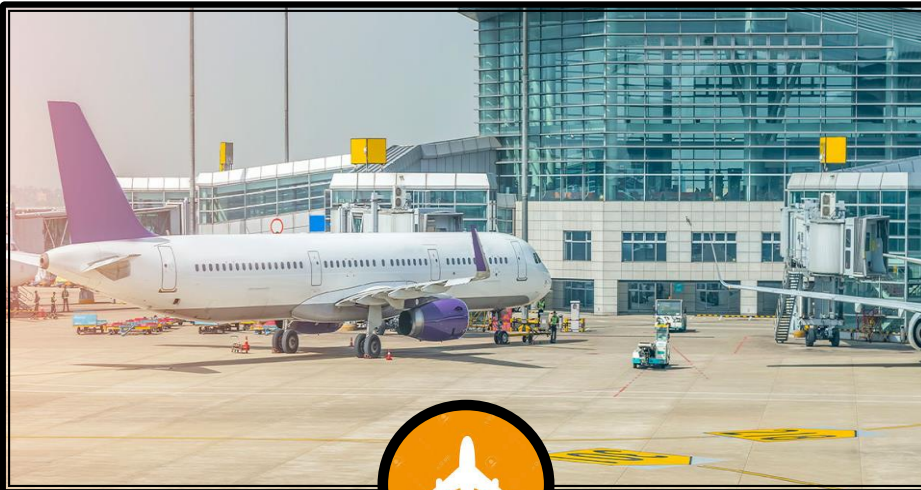
Expected delivery : 2020 - 2030



## High Speed Train Linking 3 Airports

- CP and BTS consortium submitted bids for High Speed Train project in November 2018
- CP-led group (CP, ITD, CK, BEM and CRCC) has offered the lowest bid with expected government subsidy for the construction cost of less than THB 119 Billion
- SRT is negotiating with CP group to make the final settlements and the runner-up bidder (BTS consortium, BSR) will be considered if no deal was executed
- Investment budget : **THB 225 Billion (of which THB 4.4 Billion is assigned for Consultancy service)**
- Project Supervisor : **State Railway of Thailand**
- Expected Contract Signing : **August 2019**
- Expected Operation : **2023**





### U-Tapao international Airport

**Update :** RTN, as the project owner, has extended bidding deadline from previous schedule, aims at increasing the bidding interest

- Investment budget : THB 290 Billion
- Project Supervisor : Royal Thai Navy
- Expected Contract Signing : 2019
- Expected Operation : 2023



### Expansion of Laem Chabang Deep Seaport - Phase III

**Update :** First bidding round for Laem Chabang Phase 3 has been ruled out due to only one unqualified bidder submitted the bid. The new schedule for 2<sup>nd</sup> bidding round will be placed soon

- Investment budget : THB 84 Billion
- Project Supervisor : Port Authority of Thailand
- Expected Contract Signing : 2019
- Expected Operation : Late 2023



1) About TEAMG

2) Project Update & Outlook

3) Financial results

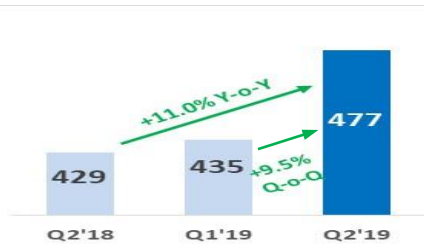




## 2Q19 Performance Highlights

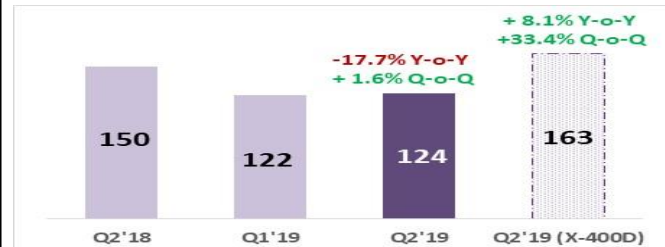
2Q19 Revenue increased by 11% Y-o-Y while Net Profit declined by 71% Y-o-Y, mainly as a result of labour law amendment.

### Revenue



477 MB

### Gross Profit



124 MB

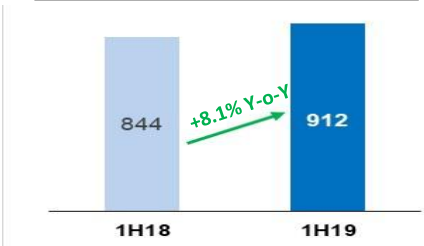
### Net Profit



11 MB

## 1H19 Performance Summary

### Revenue



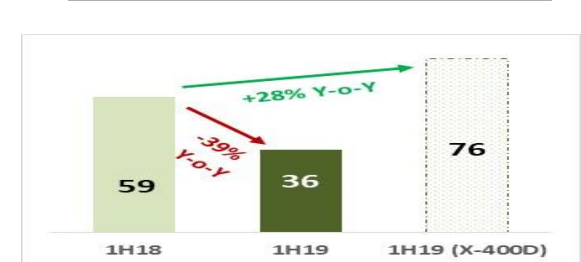
912 MB

### Gross Profit



246 MB

### Net Profit



36 MB

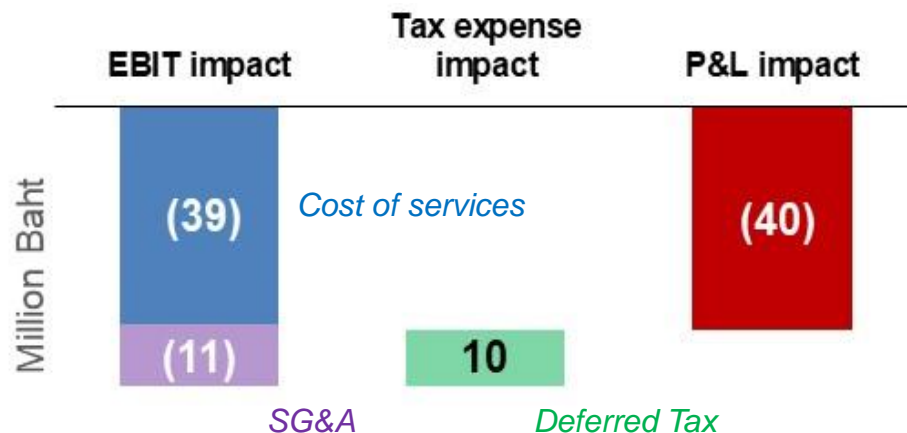
## Significant one-time, non-recurring, non-cash event

Quarterly financial performance severely hit by labour law amendment

*“The impact of the recent amendment bill to the Labour protection law, which became effective in May 2019, significantly hit Q2’19 financial results as the Group has to recognize the entire amount as expense in the quarterly income statement. However, This item is considered as **“Non-cash, One-time, Non-recurring”***



**Additional severance pay** (Employees with 20 or more consecutive years of services are entitled to severance pays of not less than 400 days’ wages, increasing from 300 days previously.)

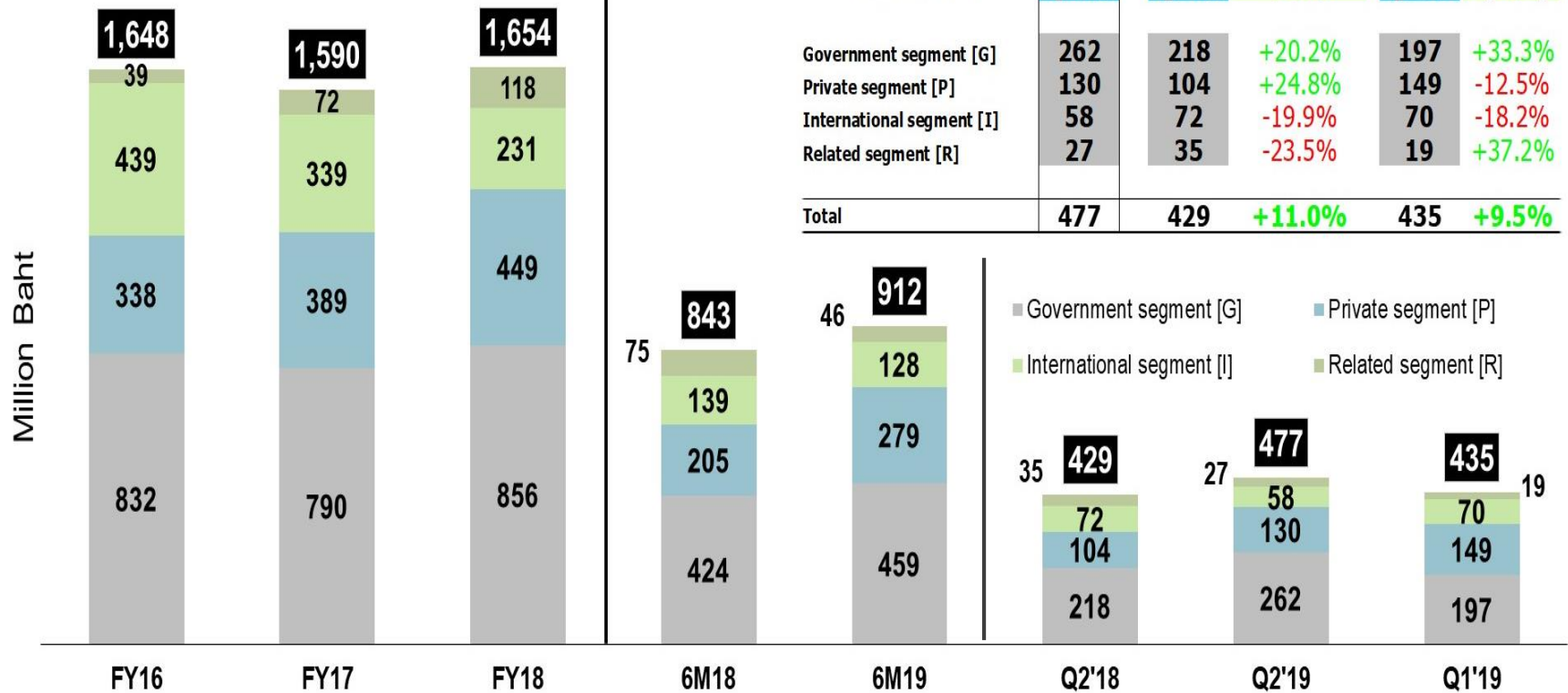




# Revenue Breakdown

2Q19 Revenue posted 477 MB, rose +11.0% Y-o-Y, mainly boosted by G and P segments

Evolution of revenue growth (Million Baht)



Unit : Million Baht

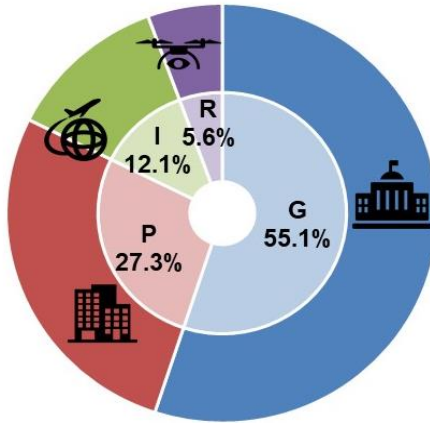
	Q2'19	Q2'18	Y-o-Y	Q1'19	Q-o-Q
Government segment [G]	262	218	+20.2%	197	+33.3%
Private segment [P]	130	104	+24.8%	149	-12.5%
International segment [I]	58	72	-19.9%	70	-18.2%
Related segment [R]	27	35	-23.5%	19	+37.2%
Total	477	429	+11.0%	435	+9.5%

■ Government segment [G]    ■ Private segment [P]  
 ■ International segment [I]    ■ Related segment [R]

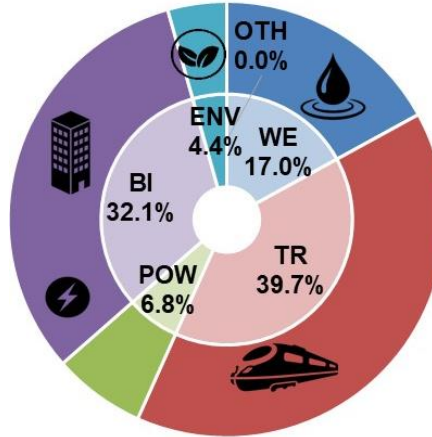
# Revenue Contribution (Q2/2019)

Q2'19

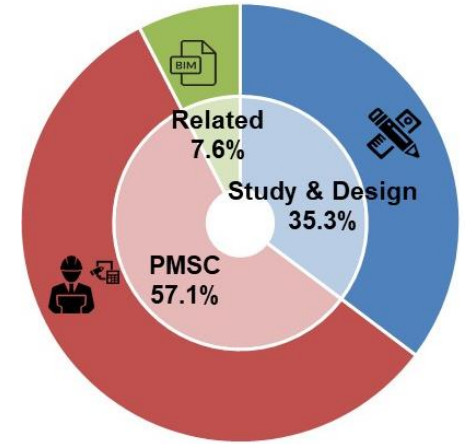
## Segments



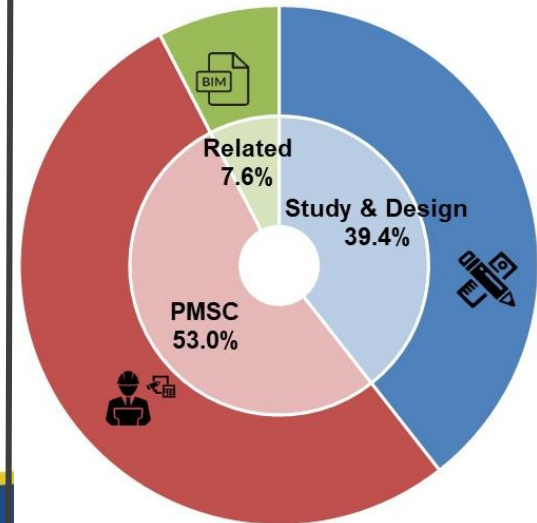
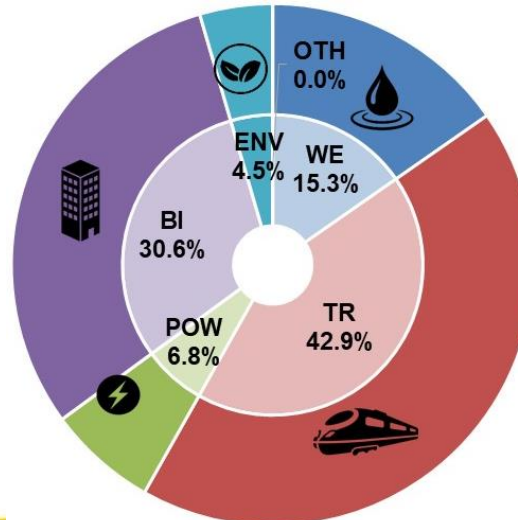
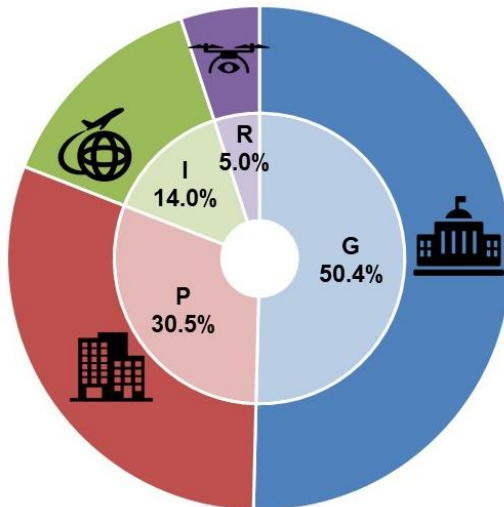
## Specializations



## Services



H1'19

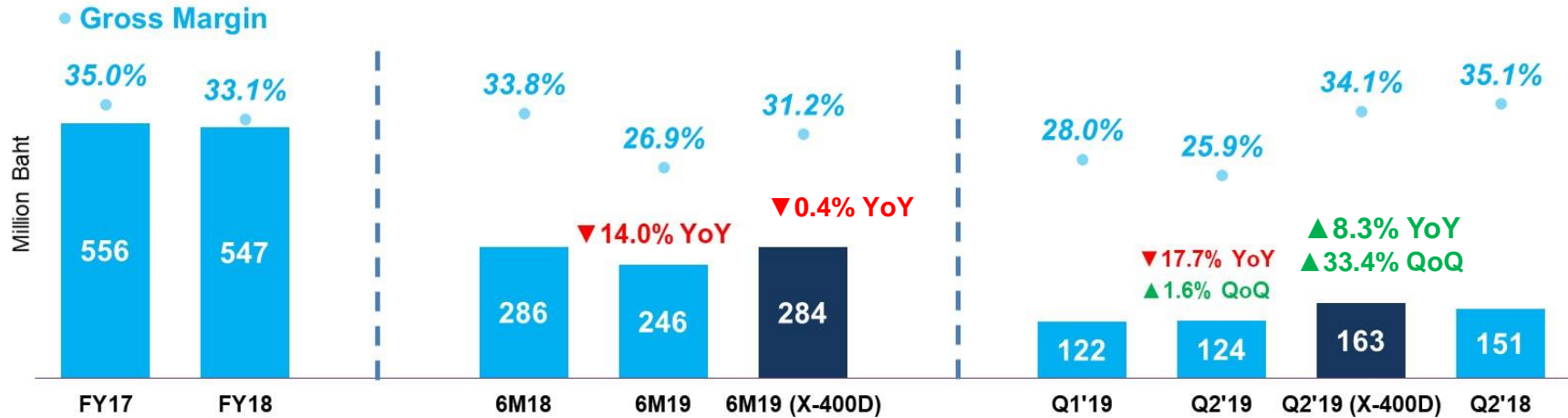




# Gross Profit & Net Profit

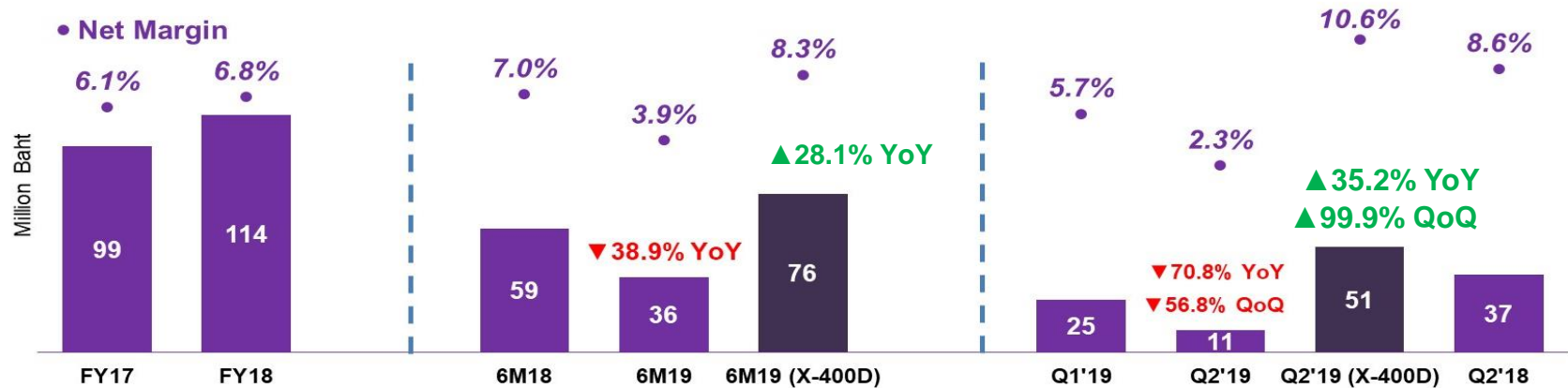
Profits significantly declined as a result of the one-time non-cash labour law amendment. Excluding this impact, net profit roughly increased 35% Y-o-Y.

## Gross Profit



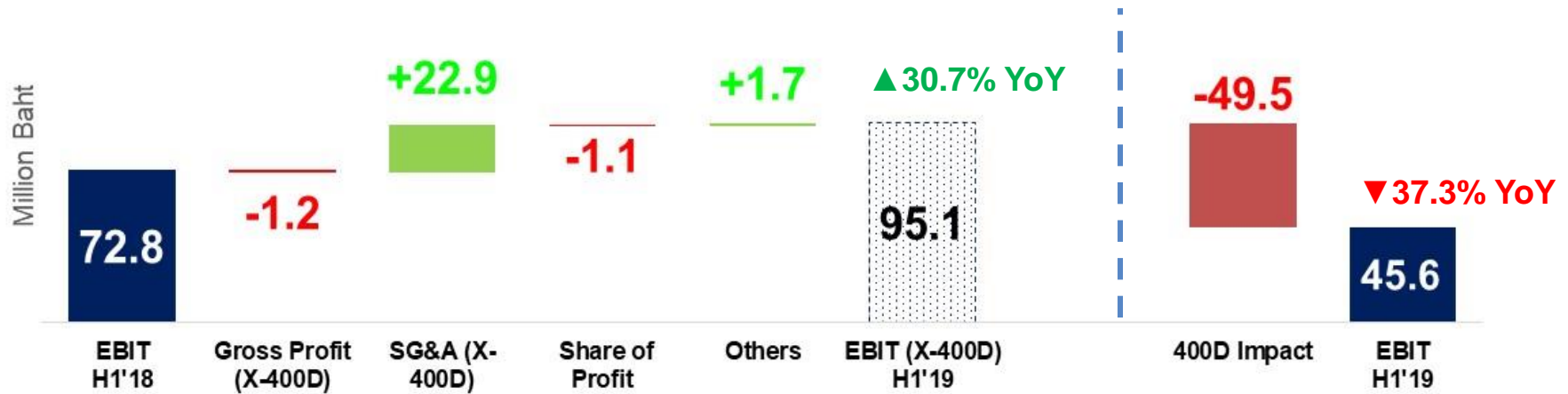
\*X-400D = Excluding Changes in Labour Law Impact

## Net Income



\*X-400D = Excluding Changes in Labour Law Impact

## EBIT Y-o-Y

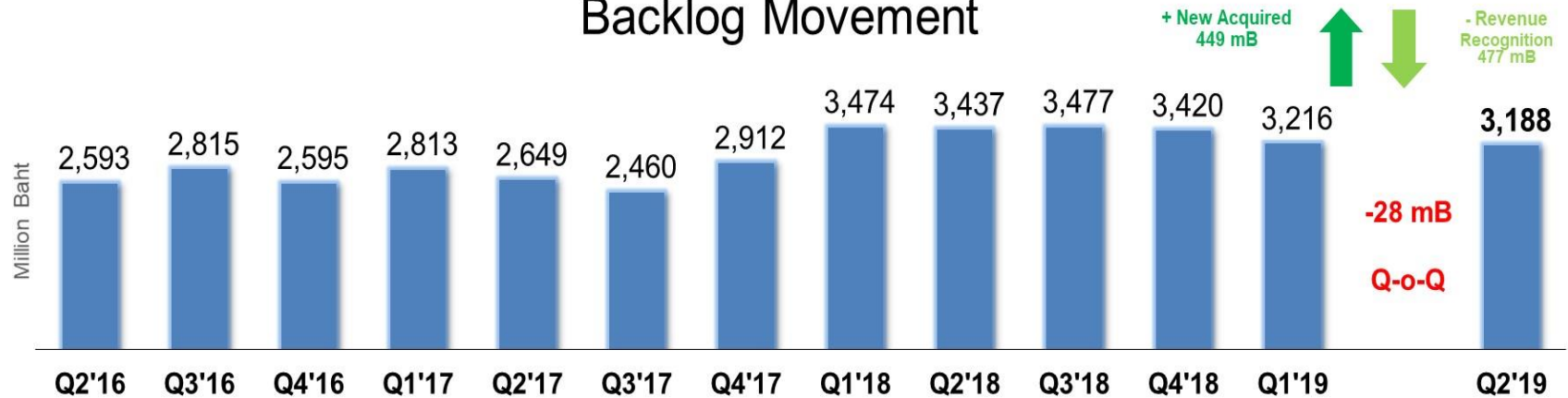


## Net Profit Y-o-Y

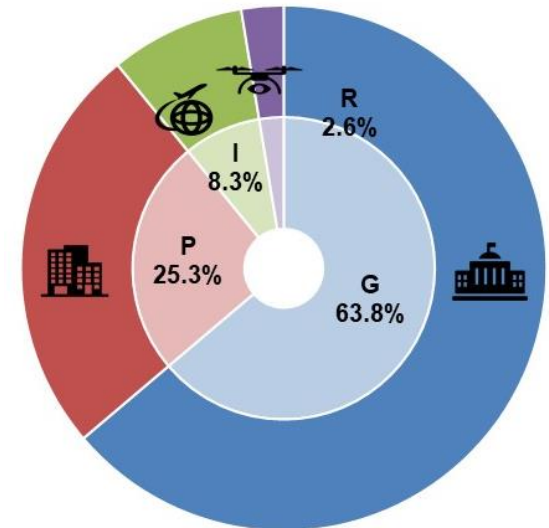
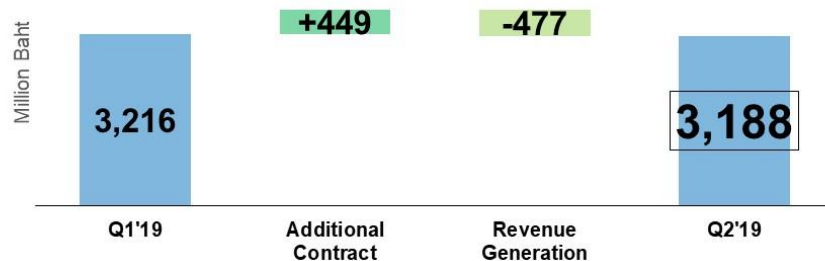


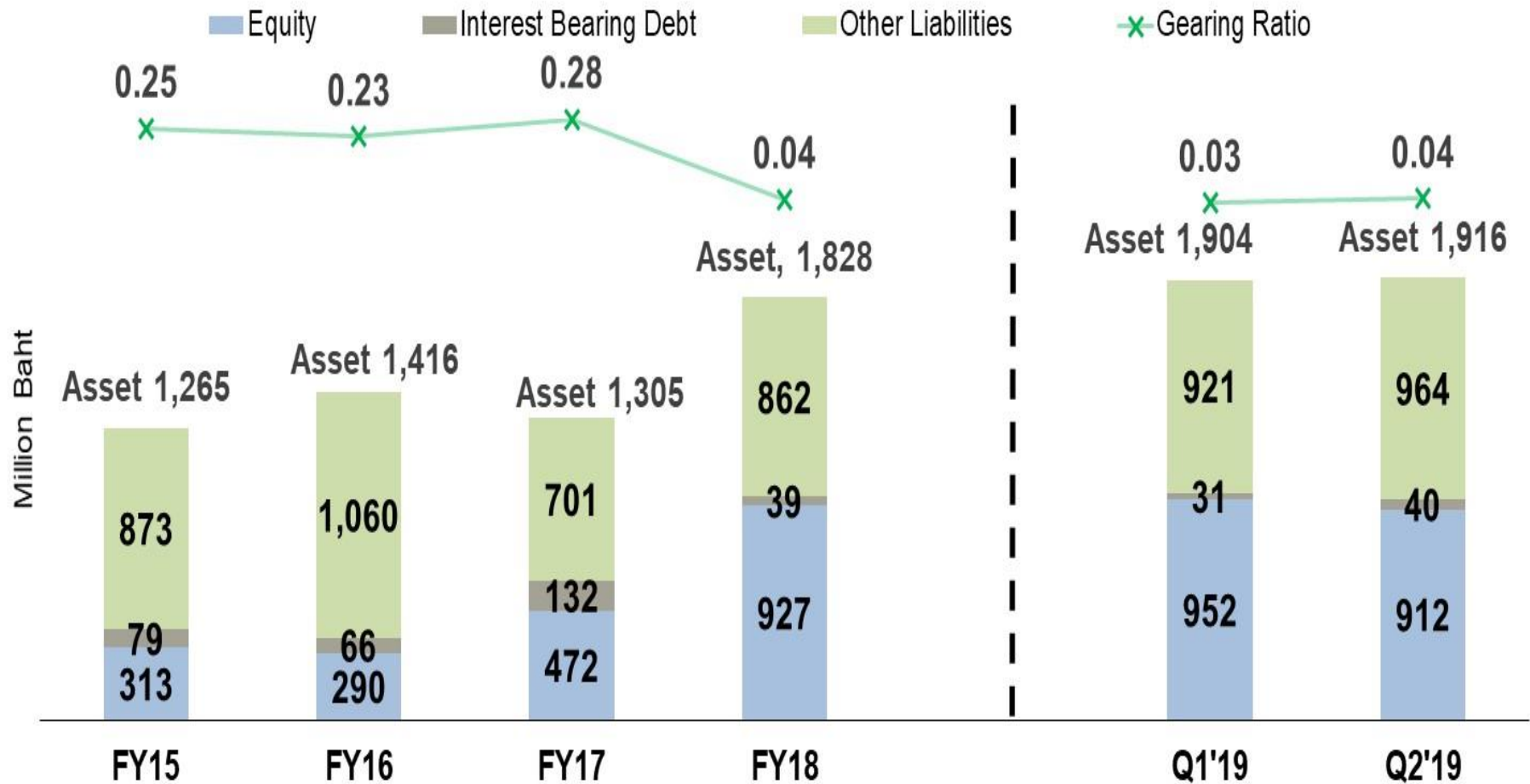


## Backlog Movement



## Q1'19 to Q2'19



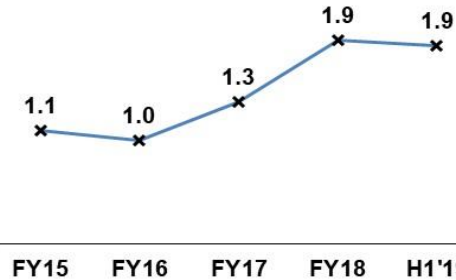


\*\*Gearing ratio = Interest Bearing Debt / Equity

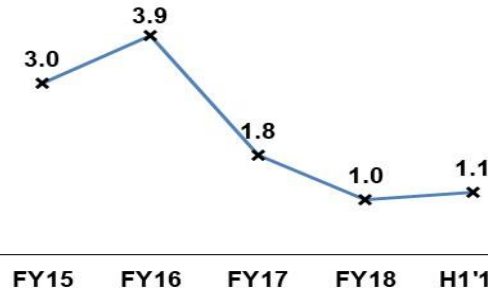


*Continuously healthy financial position and liquidity despite lower returns as a consequence of the labour law amendment*

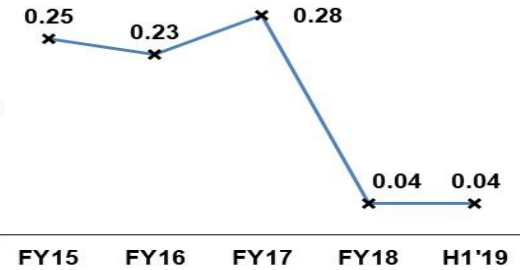
Current Ratio



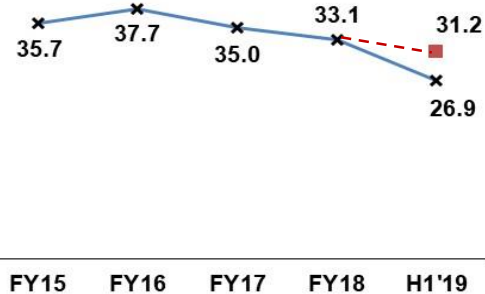
D/E ratio



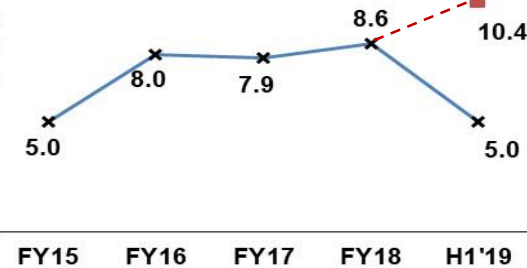
Gearing ratio



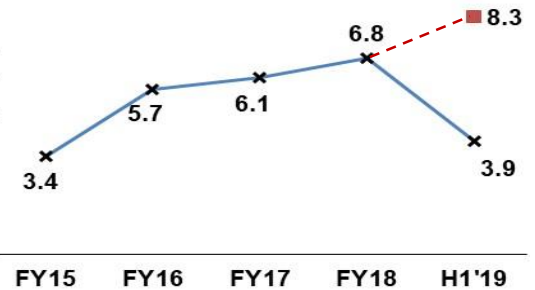
Gross Margin (%)



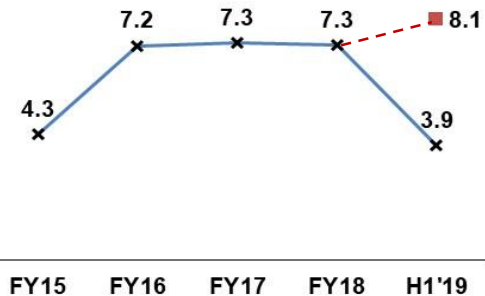
EBIT Margin (%)



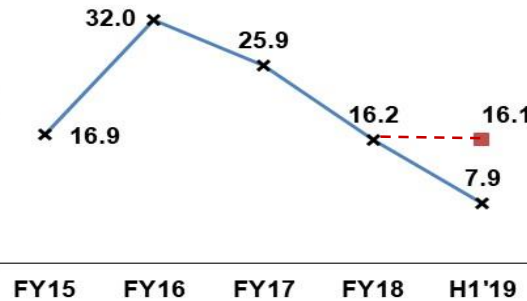
Net Margin (%)



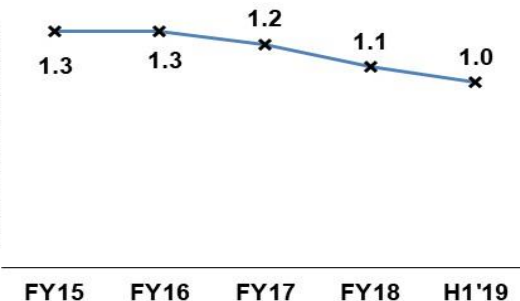
ROA (%)



ROE (%)



Asset Turnover Ratio





## After IPO

## Before IPO

### 1H19

DPS : 0.050 THB/Share  
Announcement date : 07/08/19  
Closing price : 2.00 THB/Share  
Dividend Yield : 2.50%

### FY17

DPS : 15 THB/Share  
Par value : 100 THB/Share  
No. of share : 2.5 Million shares  
Dividend Paid : THB 37.5 Mn

### 2H18

DPS : 0.075 THB/Share  
Announcement date : 20/02/19  
Closing price : 2.10 THB/Share  
Dividend Yield : 3.58%

### 1H18

DPS : 0.075 THB/Share  
Announcement date : 09/08/18  
Closing price : 2.20 THB/Share  
Dividend Yield : 3.41%



Number of Outstanding Shares

**680,000,000**  
Shares

Market Capitalization (07/08/19)

**1,360,000,000**  
THB

Dividend Policy

**40% of Net Profit**





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**Mr. Issarin Patramai, CFA**  
*Chief Financial Officer (CFO)*  
**Email :** issarin\_p@team.co.th



# Thank You