



**TEAM Consulting**  
**Engineering and Management PCL.**

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**Q1/2020's Performance**

**15 July 2020**



To be a **Regional Leader**  
in the integrated consulting  
and related businesses

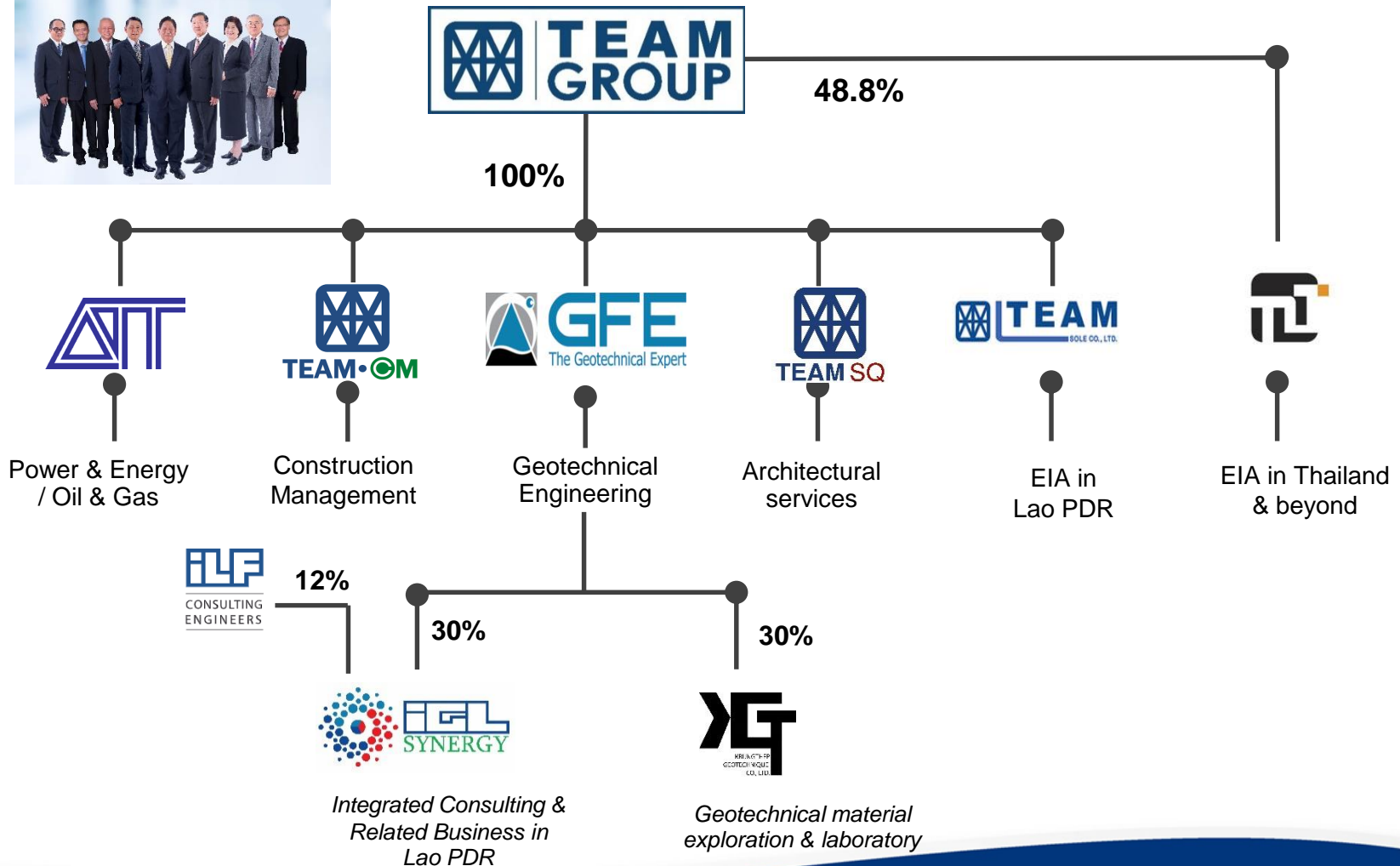


**1 | About TEAMG**

2 | 2020 Project update

3 | Financial results

4 | Outlook for H2/2020



# Our Services

## 1 Transportation and Logistics

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



## 5 Energy

Providing services for a full range of energy innovations



## 4 Building and Infrastructure

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



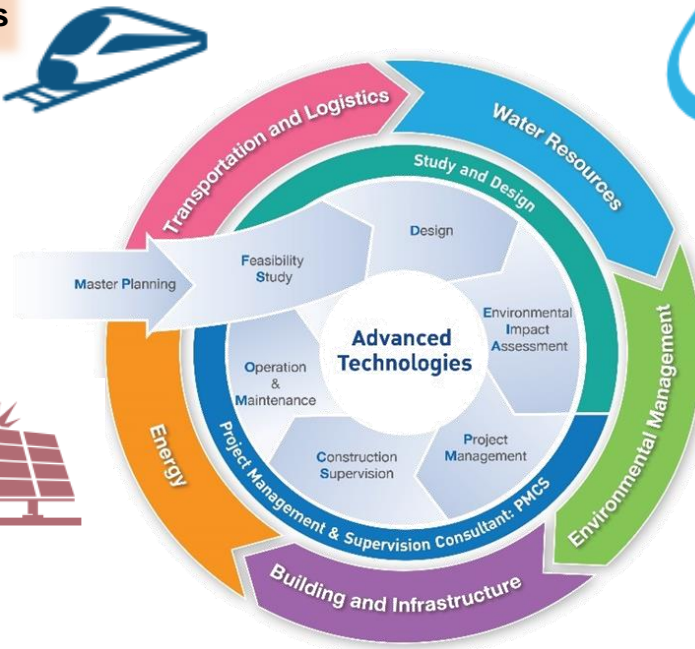
## 2 Water Resources

Delivering services in all dimensions of water resources development.



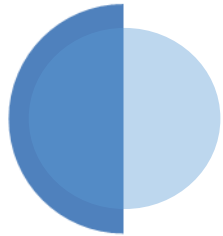
## 3 Environment

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



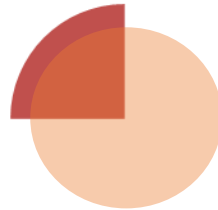
# Diversify customer portfolios into 4 major sectors

G P I R Engines driving revenue growth



**G**overnment

53%



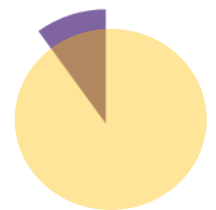
**P**rivate

27%



**I**nternational

16%



**R**elated

4%





### OUR STRATEGIES



#### 1 Portfolio Diversification

Revenue diversification & portfolio balance.



#### 2 Mega Project Wave Ride

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



#### 3 Advanced Technology Investment

Investment & competency development to enhance client services and innovation.



#### 4 Aggressive AEC Penetration

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



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## 2020 Achievements

**Government**

**17**

Projects

**Private**

**51**

Projects

**International**

**10**

Projects

**Related**

**10**

Projects





**High-speed Rail Linking 3 Airports; EECO**  
Project Management and Construction Supervision

Expected delivery : 2025



**Survey and Design, Preliminary Study On The Intercity Motorway; Department of Highways**

Expected delivery : 2020



**Biotherapeutic Research Center of Chulabhorn Research Institute**  
Design Review and Construction Supervision

Expected delivery : 2022



**Water Chart for Sakae Krang, Pasak, Chao Phraya and Tha Chin River Basin; Office of the National Water Resources**

Expected delivery : 2021



- **SRT Red Line, Bangsue – Rangsit; SRT Construction Supervision**

Expected delivery : 2020



- **MRT Pink Line, Khae Rai - Min Buri; MRTA Project Management and Construction Supervision**

Expected delivery : 2021



- **MRT Orange Line, Thailand Cultural Center – Hua Mark; MRTA Detailed Design**

Expected delivery : 2020



- **SRT Double-track rail lines, Lop Buri - Pak Nam Pho; SRT Project Management and Construction Supervision**

Expected delivery : 2021



- **Transit Oriented Development (TOD); OTP Study**

Expected delivery : 2020



### ➤ High Speed Train, Rayong – Chantaburi – Trat; SRT Feasibility Study

Expected delivery : 2020



### ➤ The 2nd Runway U-Tapao International Airport; Royal Thai Navy Project Management

Expected delivery : 2020



### ➤ U-Tapao Airport and Eastern Airport City Project ; EECO Project Management Office and Contract Administration

Expected delivery : 2020

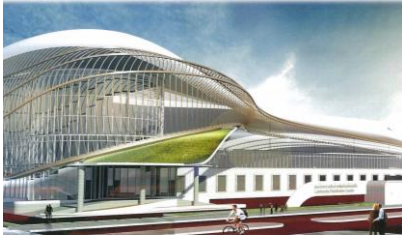


### ➤ Suvarnabhumi Airport Expansion (Phase II); AOT Construction Supervision

Expected delivery : 2021

## Backlog Highlight

### Projects Granted Before 2020



- **Lubricants Distribution Center Project; PTT**  
Detailed Design and Construction Supervision

Expected delivery : 2020



- **Government Complex Extension Zone C; Dhanarak Asset Development**  
Project Management

Expected delivery : 2021



- **Aspire Erawan A; AP**  
Project Management and Construction Supervision

Expected delivery : 2022





- **Xayaburi HPP, Lao PDR; CK**  
Instrumentation Works  
Expected delivery : 2021



- **Nam E-Moun; Chaleun Sekong Energy & Song Da 5 Joint Stock company**  
Design, Supervision and Monitoring of Underground Works  
Expected delivery : 2023



- **Nam Ngiep 1 HPP, Lao PDR; OBAYASHI**  
Instrumentation Works including Procurement and Monitoring  
Expected delivery : 2021



- **Water Recycling for Property Management of Chulalongkorn University**  
Wastewater Recycling





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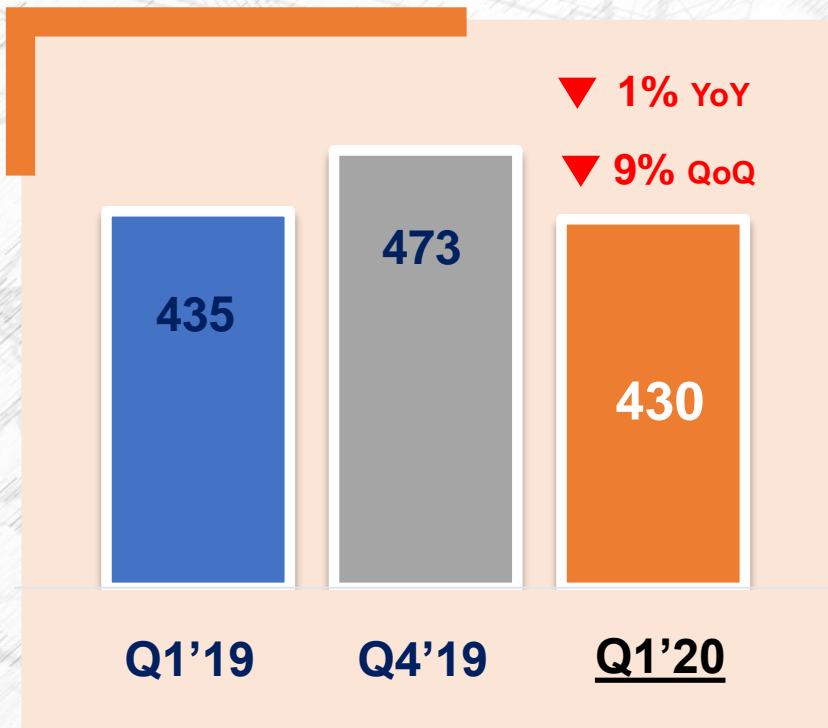
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# Q1'20 Performance Highlights

## Service Income



Gross Profit  
110 Mb  
26%

Net Profit  
25 Mb  
6%

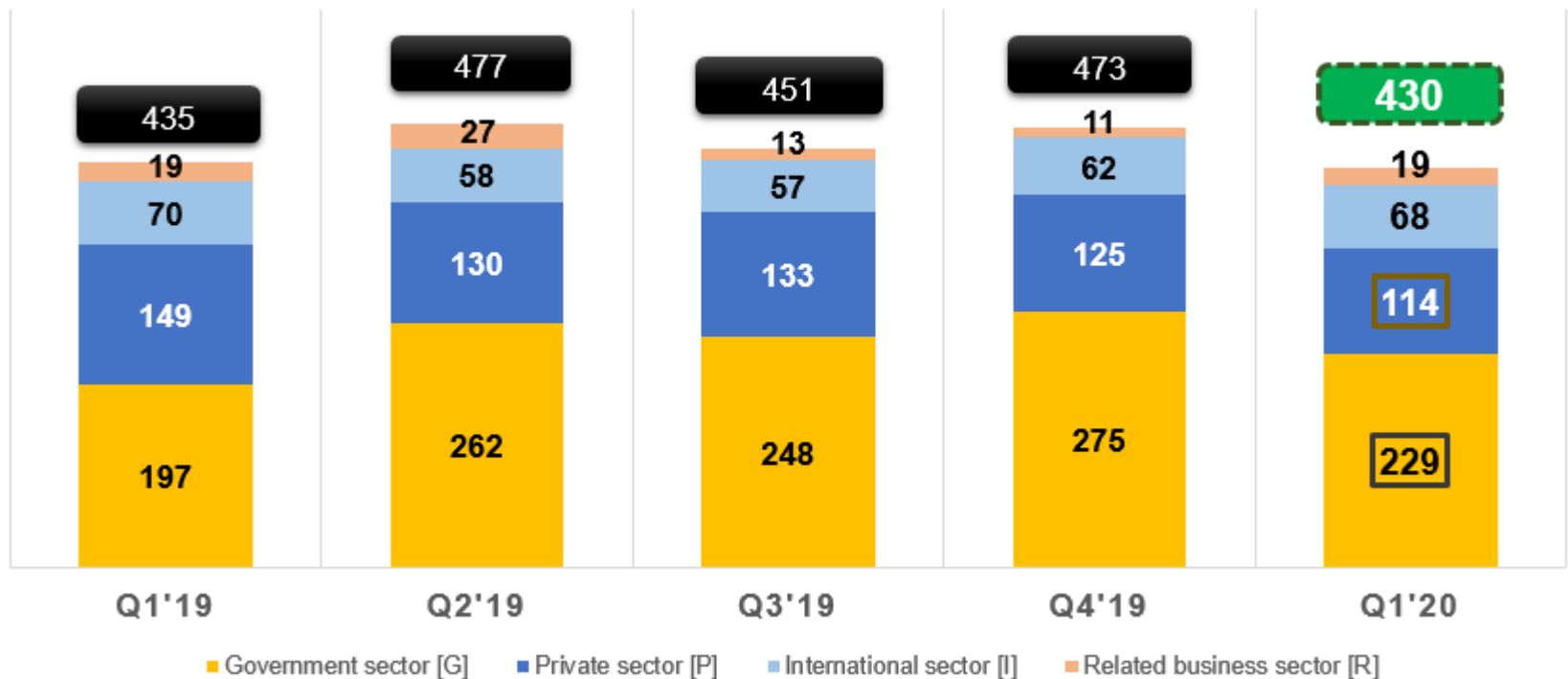
EPS  
0.036  
Bht/Share

# Q1'20 Revenue Breakdown

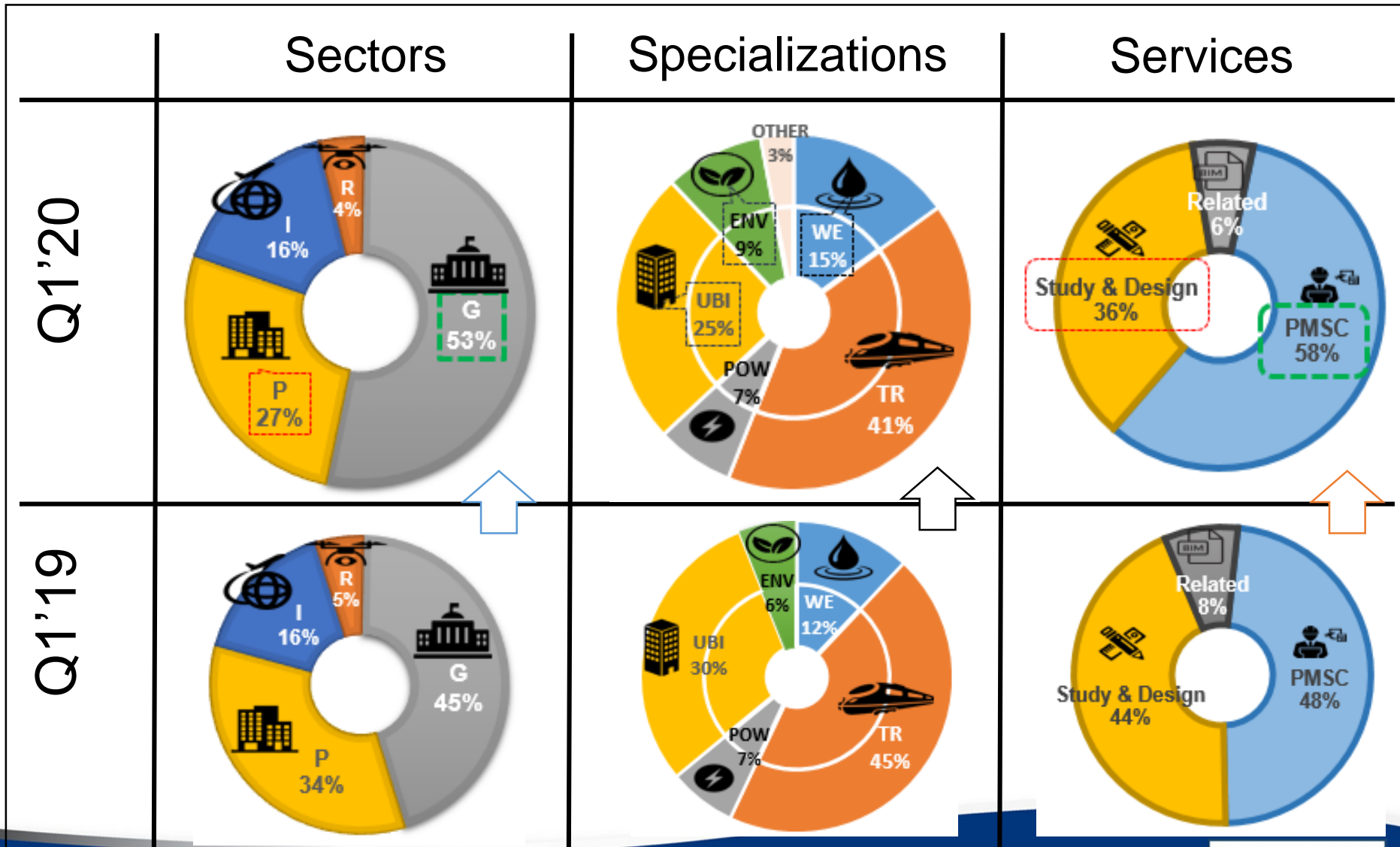
Service revenue for Q1'20 posted 430 MB, dropped 1.0% Y-o-Y and 9% Q-o-Q, mainly due to G and P sectors

Government sector  
Private sector  
International sector  
Related business sector

Q1'20	Q1'19	Y-o-Y	Q4'19	Q-o-Q
229	197	▲ 16%	275	▼ -17%
114	149	▼ -23%	125	▼ -9%
68	70	▼ -3%	62	▲ 10%
19	19	○ 0%	11	▲ 73%
430	435	▼ -1%	473	▼ -9%

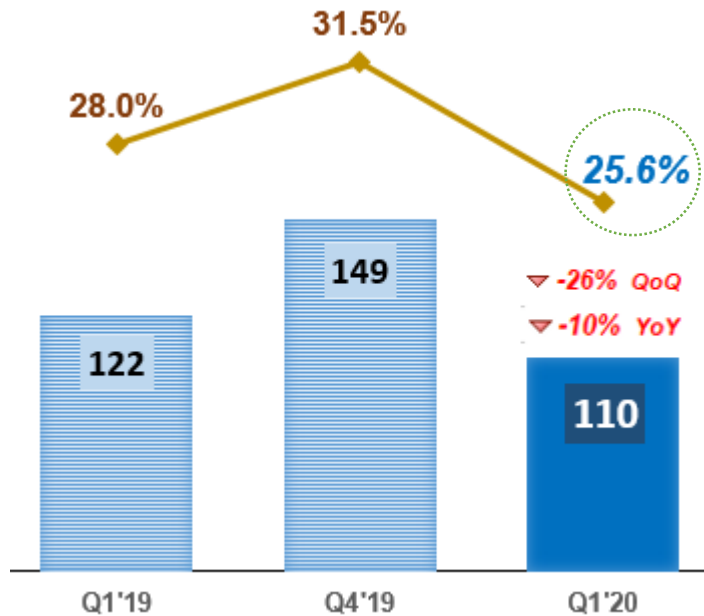


# Q1'20 Revenue Contribution

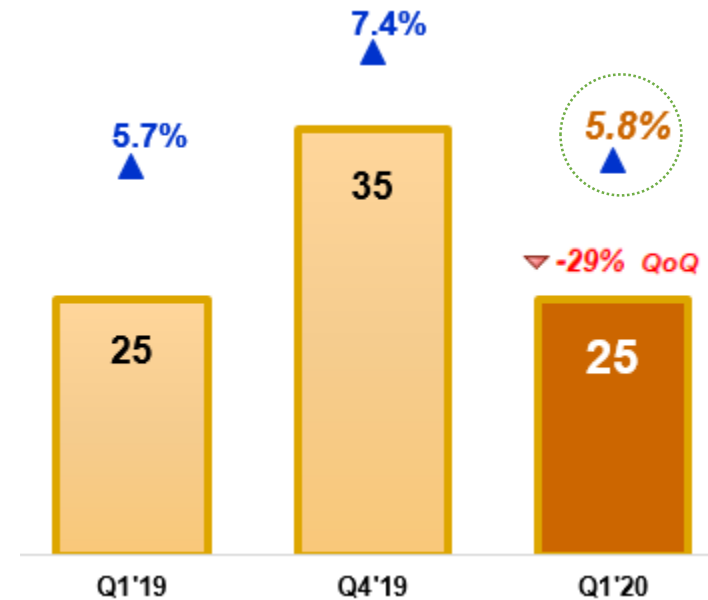


# Q1'20 Gross Profit & Net Profit

## Gross Profit



## Net Profit

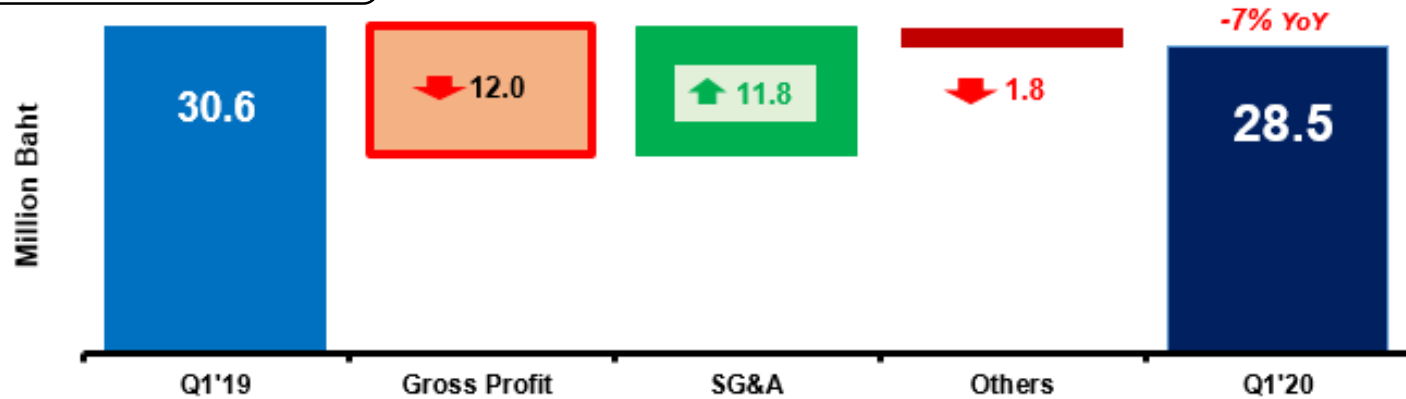


Profits significantly declined as a result of a decrease in revenues (1% YoY and 9% QoQ), and a higher percentage of project cost to service income (4% YoY and 9% QoQ). However, TEAMG could save its administrative expenses by 12% YoY and 22% QoQ.

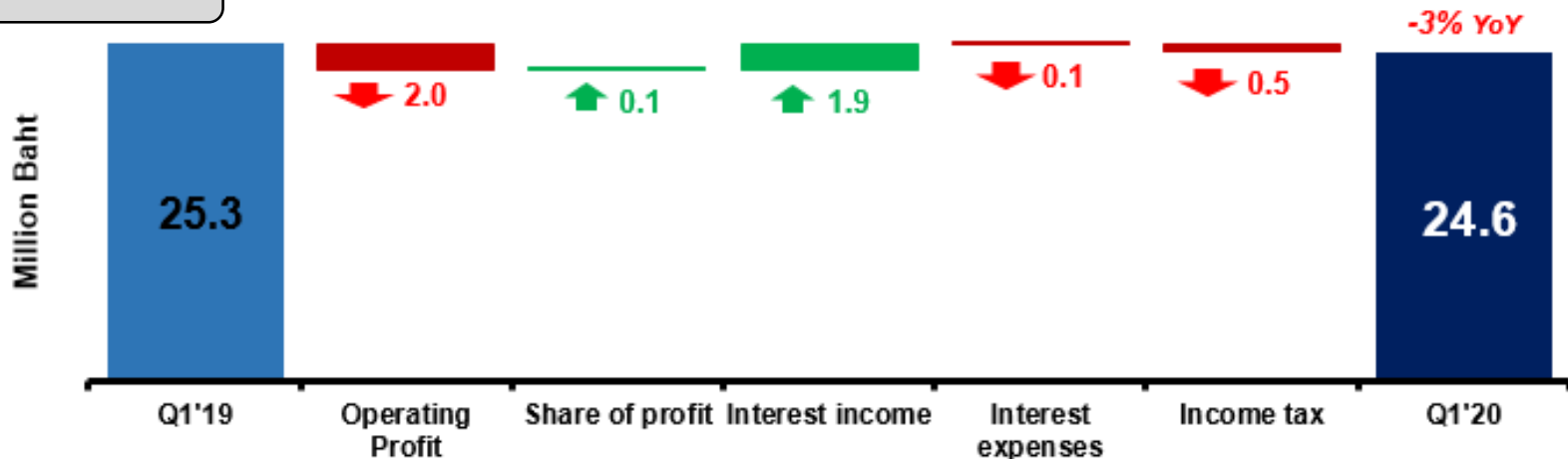


# Q1'20 Operating Profit and Net Profit

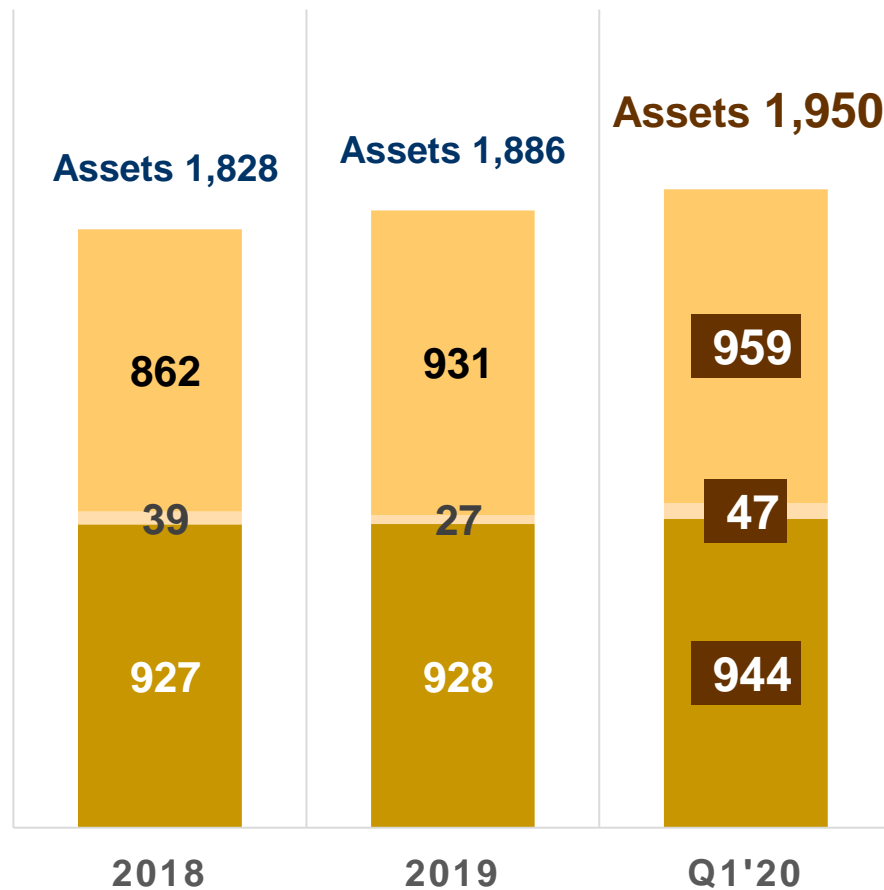
## Operating Profit



## Net Profit

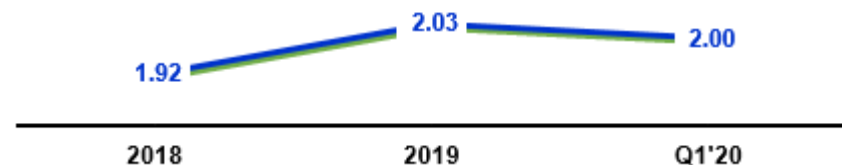


## BALANCE SHEET

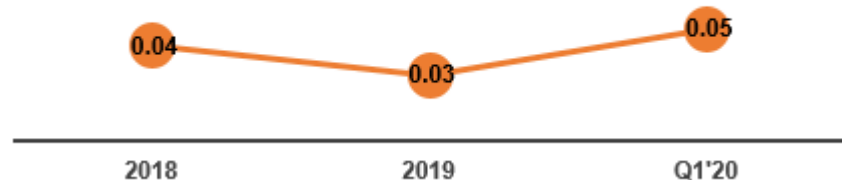


■ Shareholders' equity ■ Interest bearing debt ■ Other liabilities

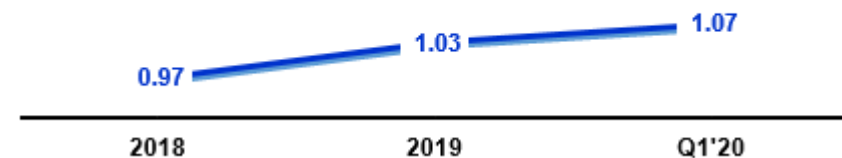
## CURRENT RATIO



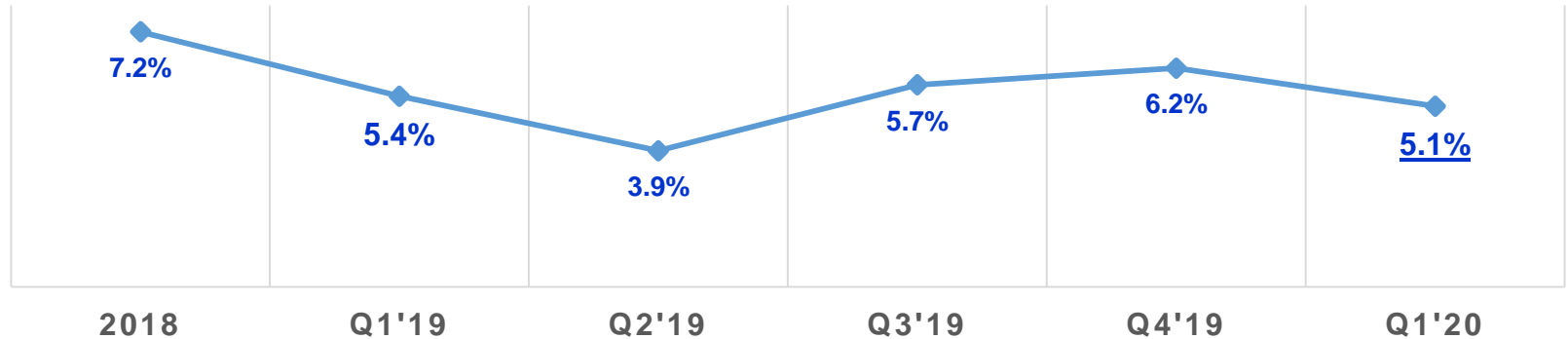
## GEARING RATIO



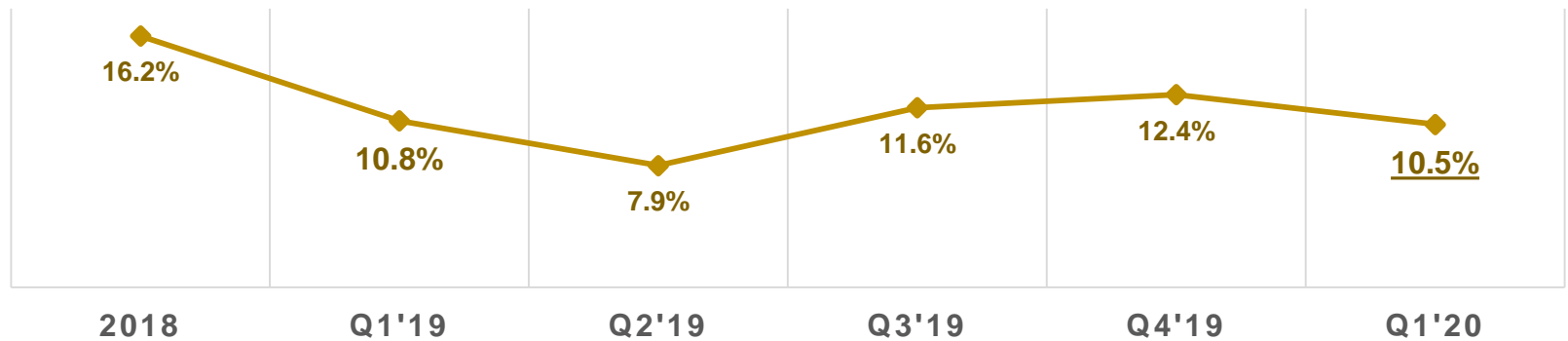
## D/E RATIO



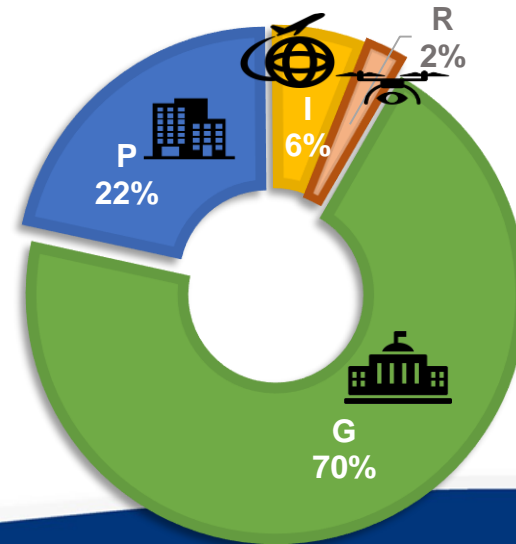
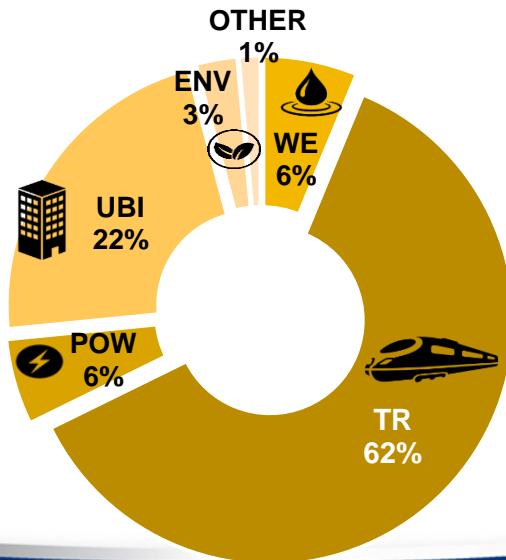
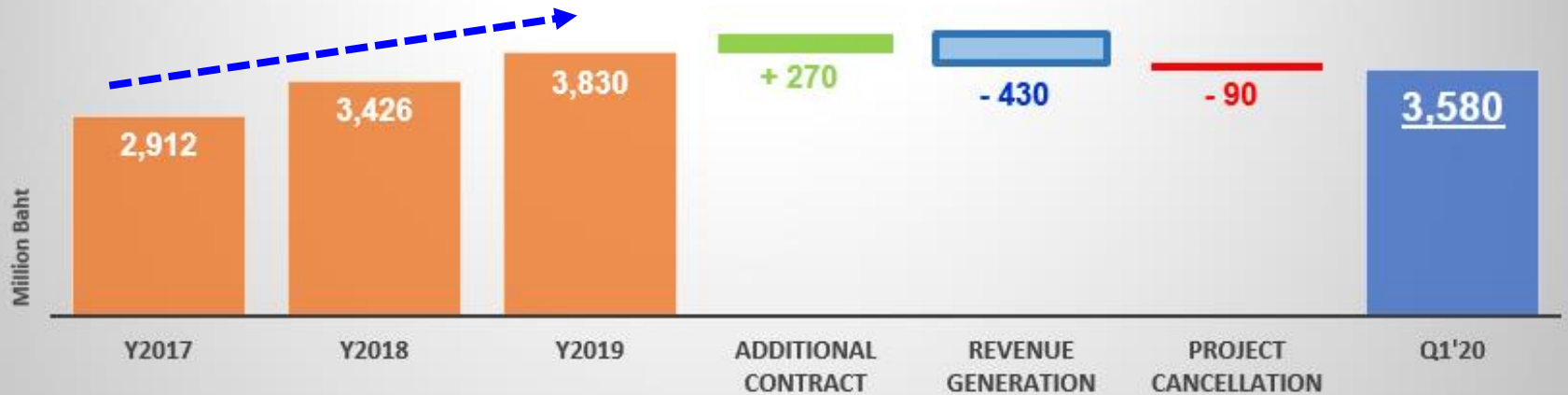
## RETURN ON ASSET (ROA)



## RETURN ON EQUITY (ROE)



## Backlog Movement



## FY2019

**TEAMG** delivered Annual dividend yield approx. 6%

### 2H19

DPS : 0.060 THB/Share  
Announcement date : 07/04/20  
Closing price : 1.85 THB/Share  
Dividend Yield : 3.24%

### 1H19

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

## FY2018

Annual dividend yield approx. 7%

### 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 (31/12/19)

**1,550,400,000**  
THB

Dividend Policy

**40% of Net Profit**



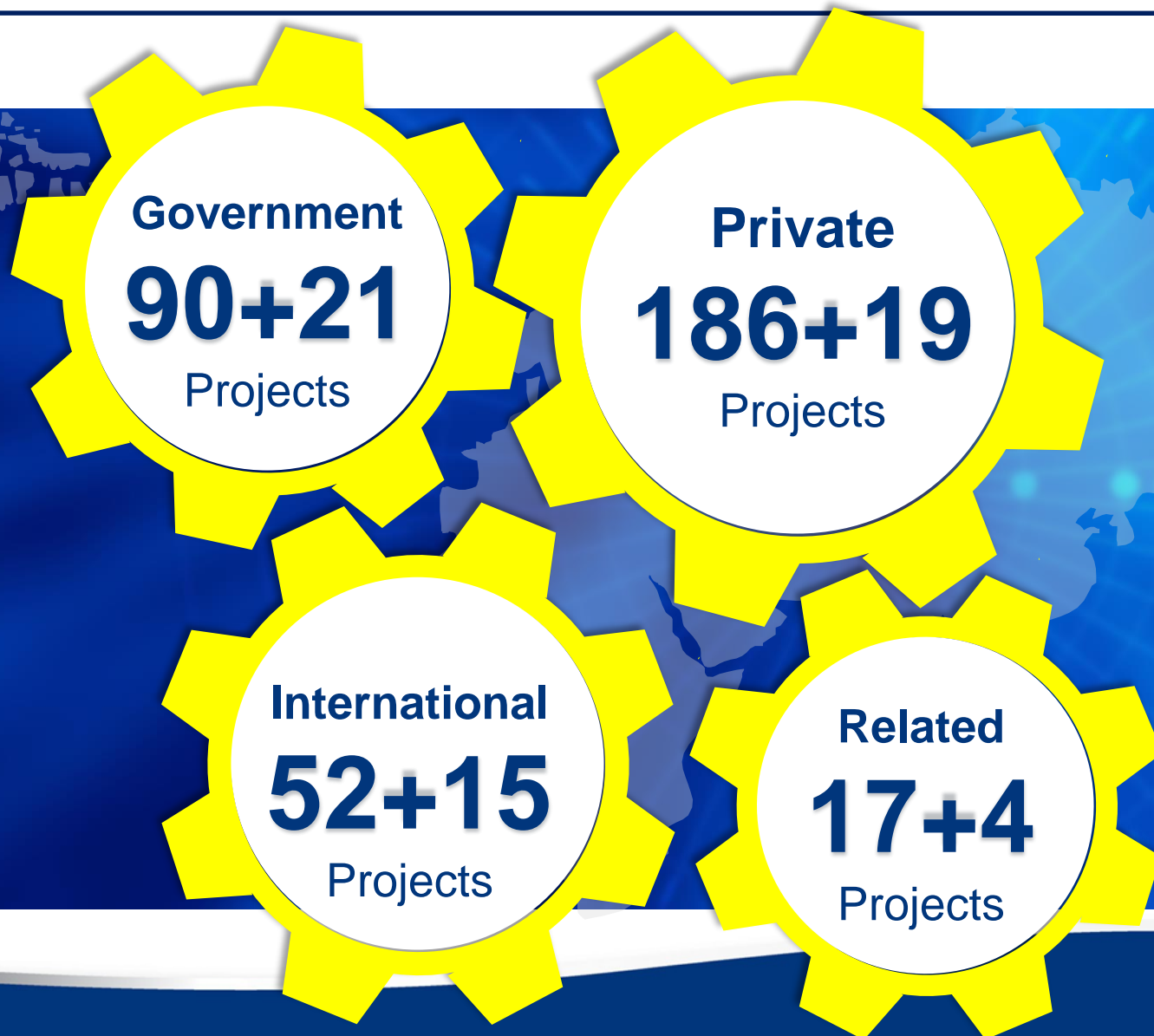


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# 2020 On-Going and Potential



# Opportunities for Consultancy Contract of Mega Projects 2020

**Railway and Highway Projects**



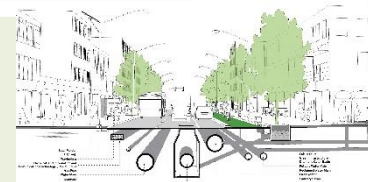
**EEC Development Projects**



**Power and Energy Projects**



**Infrastructure and Utilities**



**Related Businesses  
e.g. Water Recycling, District Cooling**



# Business Structure

## Government

- Railways
- Road & Highway
- Port
- Airport
- Water Treatment Plant
- Water Transmission System
- Area Development
- Flood Protection System

## Private

- Buildings
- Industrial Estate
- Factory & DC
- Infrastructure
- Environment
- Water Supply
- Waste Water Treatment Plant

## International

- Hydropower
- Renewable Energy
- Infrastructure
- Buildings
- Water Supply
- Waste Water Treatment Plant
- Industrial Estate

## Related Businesses

- Transportation
- Renewable Energy
- Water Supply
- Waste Water Treatment Plant
- Building & Infrastructure
- Smart City
- Digital, AI & IOT

## Related Services

- BIM
- UAV
- Instrumentation



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# End of Presentation