The background of the slide is a high-angle, close-up photograph of several rolled-up architectural blueprints. The blueprints are unrolled in a way that shows various technical drawings, including lines, circles, and text. The lighting is dramatic, with strong shadows and highlights, giving the scene a professional and technical feel.

**Welcome to TEAMG's opportunity day**  
**2nd Quarter 2018**  
**Financial performance and Business Plan**



● **1) Business Highlight**

● 2) Financial result Q2'2018

● 3) Project Update & Outlook



The leading integrated consulting firm in Thailand and region



Holds 48.77% in

Holds 100% in



Provides consulting services in energy, power plant, oil and gas, petrochemical-related projects, berth and utility.



Provides consulting services in construction management and construction supervision for various types of project.



Provides consulting services in geotechnical engineering, foundation & underground structure.



Provides professional services in planning and design of building architecture, interior design, landscape architecture and design for urban development.



Provides environmental impact assessment (EIA) services in Lao PDR.



Provides environmental impact assessment (EIA) services.

# Our Services



## Transportation and Logistics

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



## Environment

Delivering integrated services ranging from initial environmental examination to environmental impact assessment, social and health impact assessment.



## Water Resources

Delivering services in all dimensions of water resource development.



## Energy

Providing service for a full range of energy innovations.



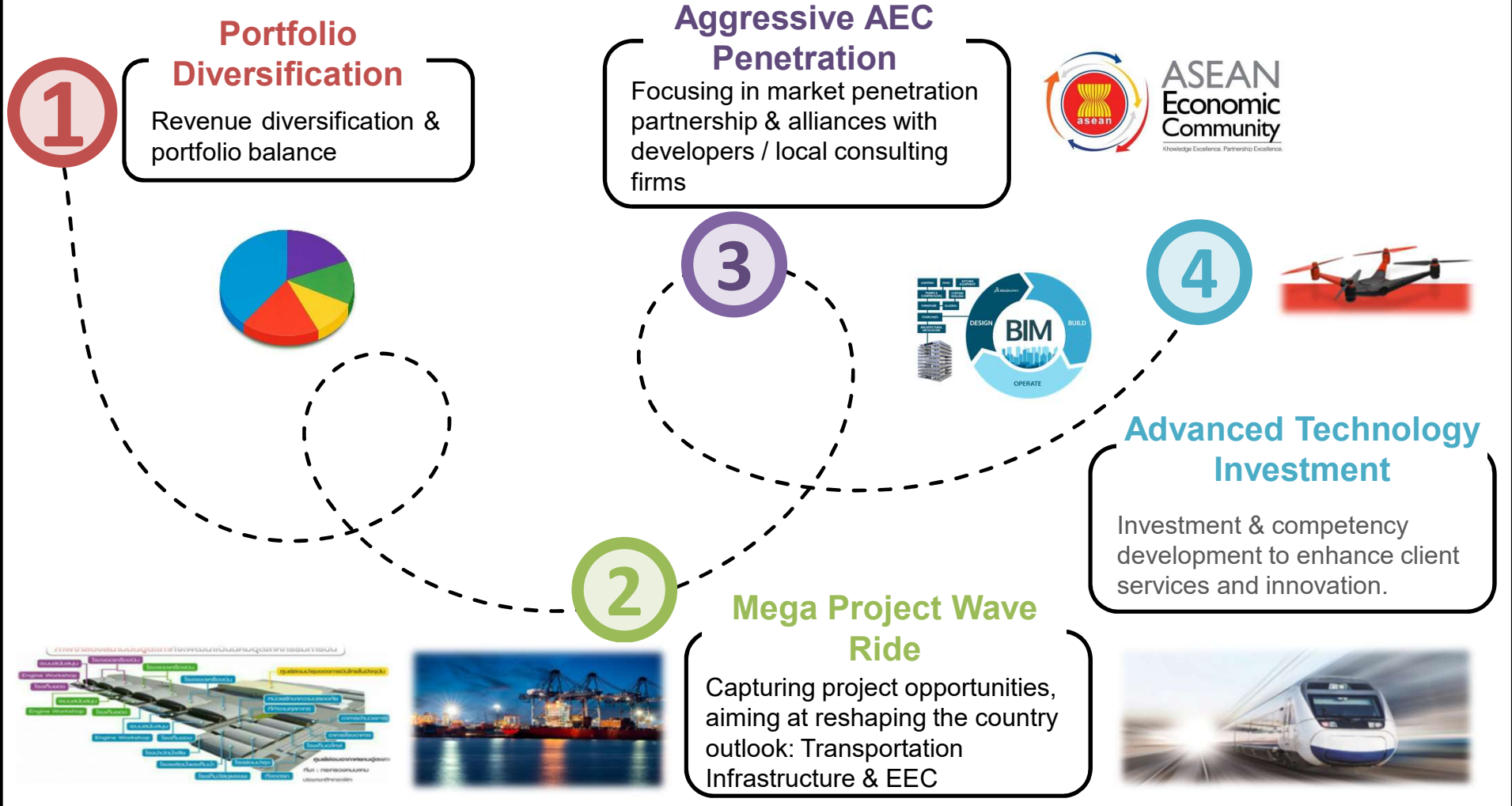
## Building and Infrastructure

Delivering a one-stop service for large-scale building and infrastructure projects, ranging from research, planning, designing, project management and construction supervision, to operation and maintenance.

# TEAMG well diversified customer portfolio in 4 major segments

<p><b>G</b>overnment</p> <p>50%</p>	<p><b>P</b>rivate</p> <p>20%-25%</p>	<p><b>I</b>nternational</p> <p>15%-20%</p>	<p><b>R</b>elated</p> <p>10%</p>

# Strategies to become a regional leader in the integrated consulting





1) Business Highlight

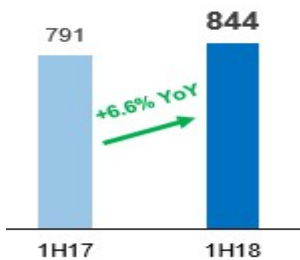
**2) Financial result Q2'2018**

3) Project Update & Outlook



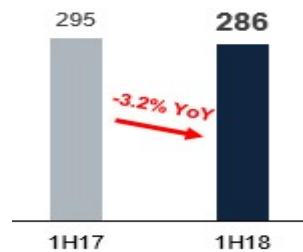
## 1H18 Performance Summary

### Revenue



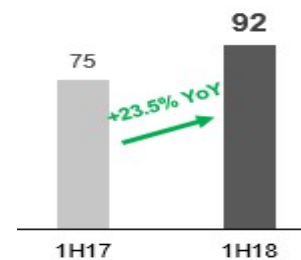
**844mB**

### Gross Profit



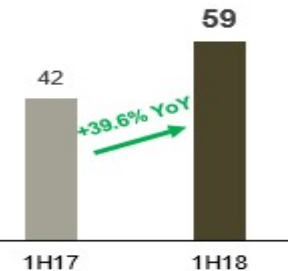
**286 mB**

### EBITDA



**92 mB**

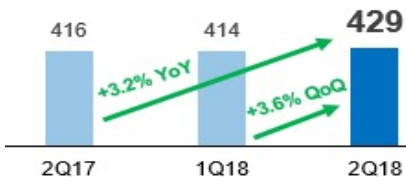
### Net Profit



**59 mB**

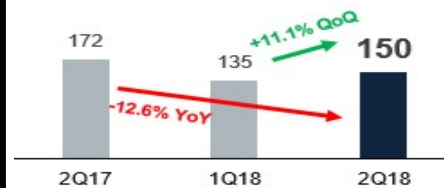
## 2Q18 Performance Summary

### Revenue



**429 mB**

### Gross Profit



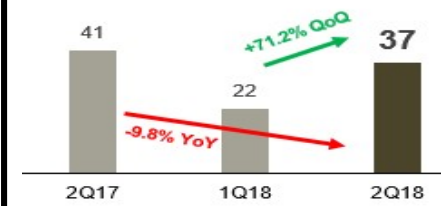
**150 mB**

### EBITDA



**54 mB**

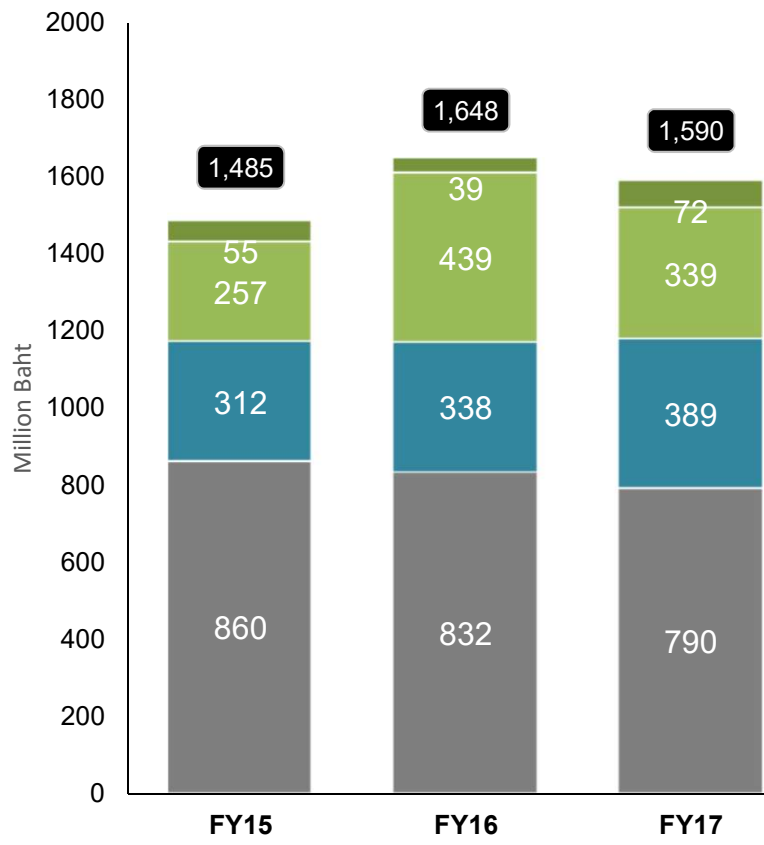
### Net Profit



**37 mB**

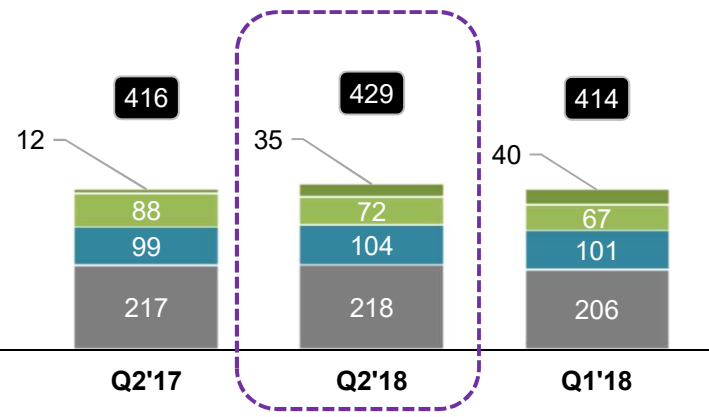


# Evolution of revenue growth



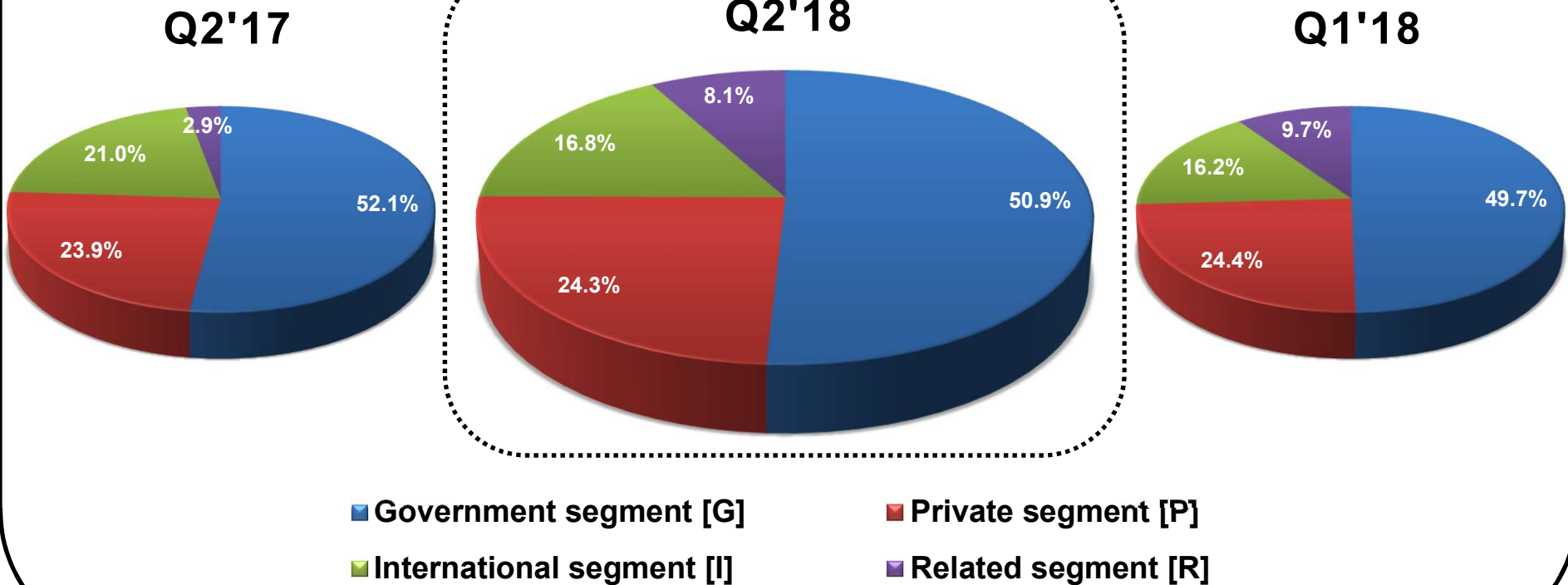
	Q2'18	Q2'17	Y-o-Y	Q1'18	Q-o-Q
Government segment [G]	218	217	+0.6%	206	+6.0%
Private segment [P]	104	99	+5.0%	101	+3.0%
International segment [I]	72	88	-18.0%	67	+7.1%
Related segment [R]	35	12	+195.4%	40	-13.1%
<b>Total</b>	<b>429</b>	<b>416</b>	<b>+3.2%</b>	<b>414</b>	<b>+3.6%</b>

Unit : Million Baht

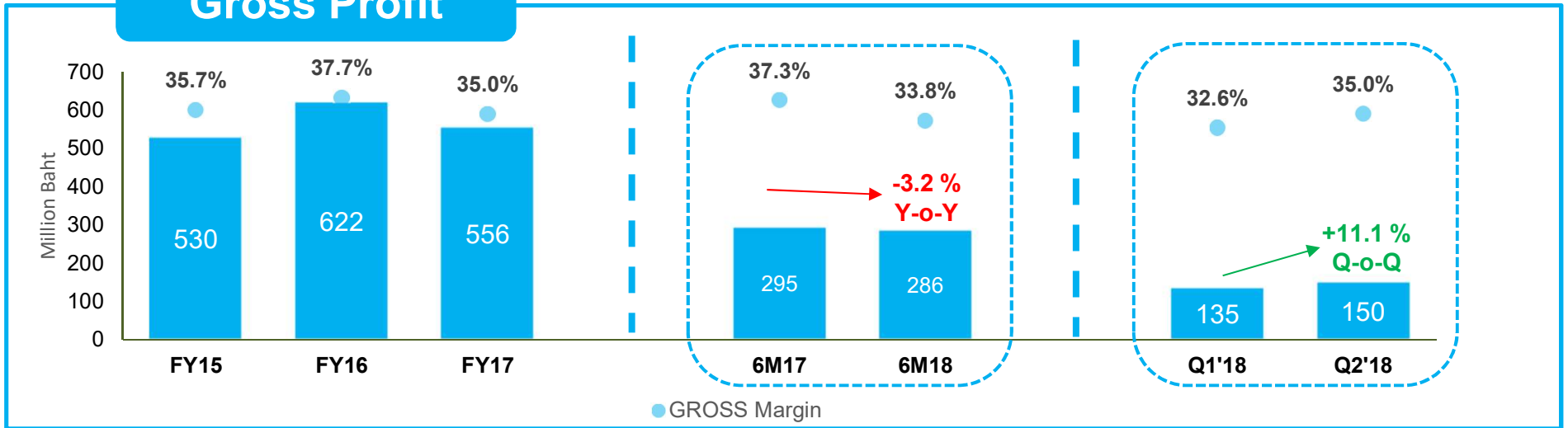


■ Government segment [G] ■ Private segment [P] ■ International segment [I] ■ Related segment [R]

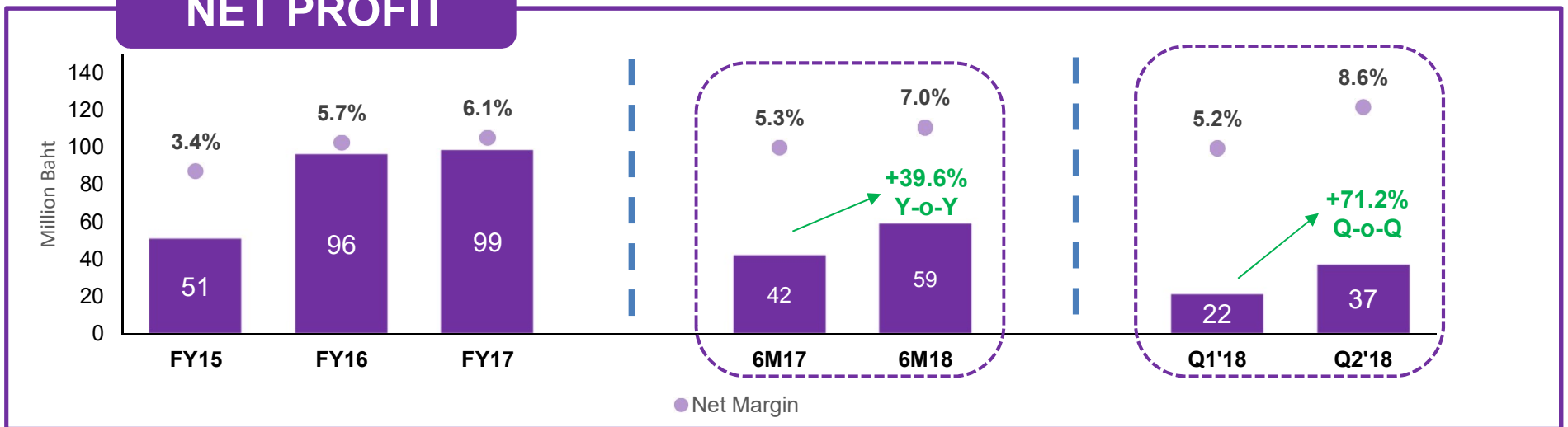
## Revenue Structure by segment



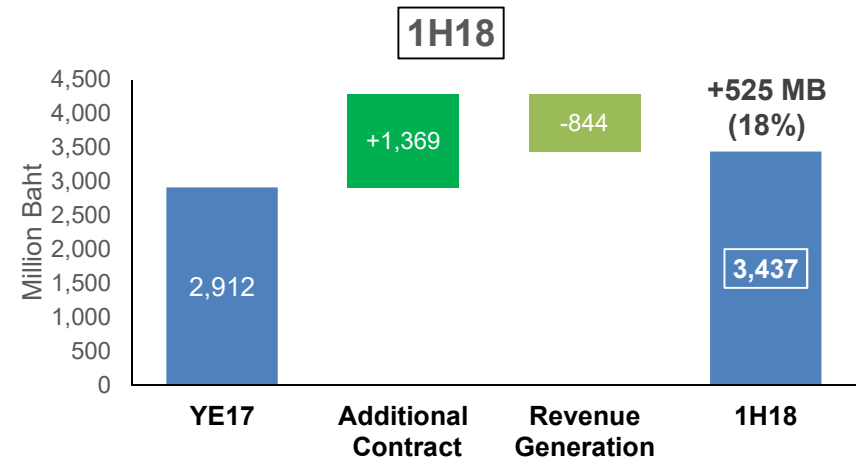
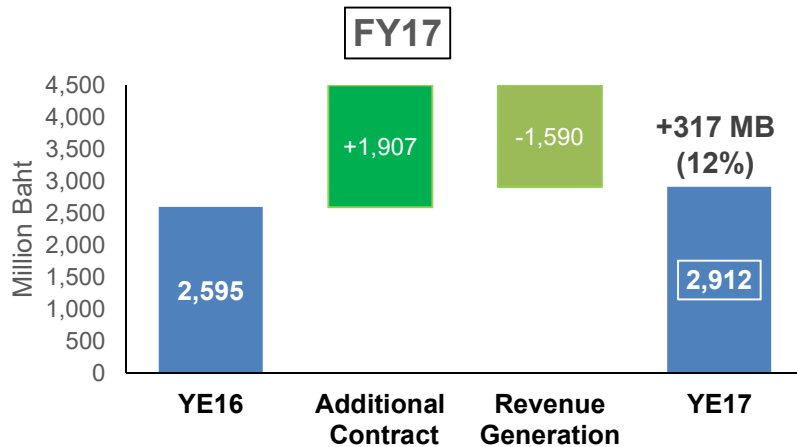
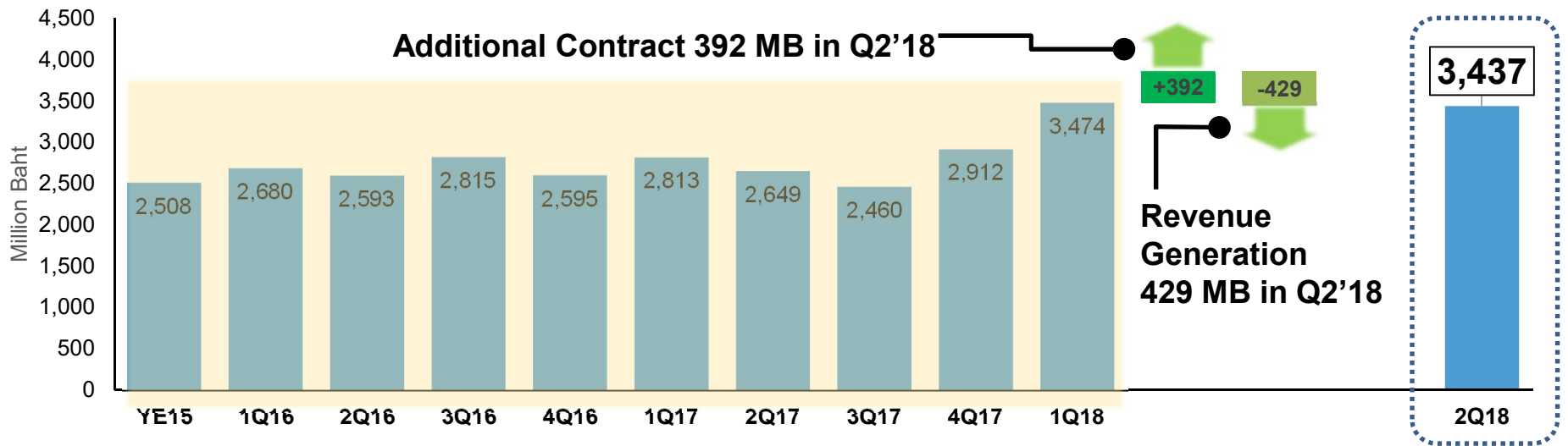
## Gross Profit



## NET PROFIT

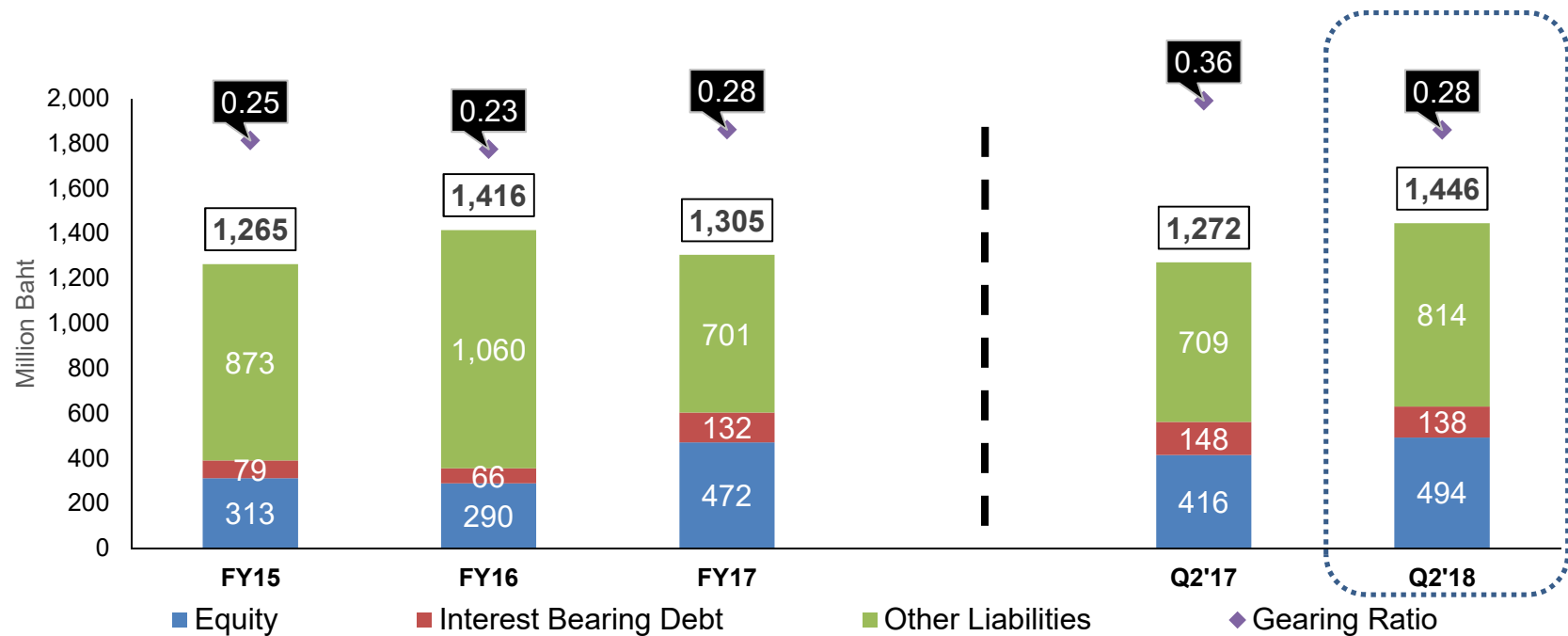


## TEAMG's Strong and Stable Backlog has continued its rising course



\*\*All backlog amount shown in figures are backlog as at the identified periods

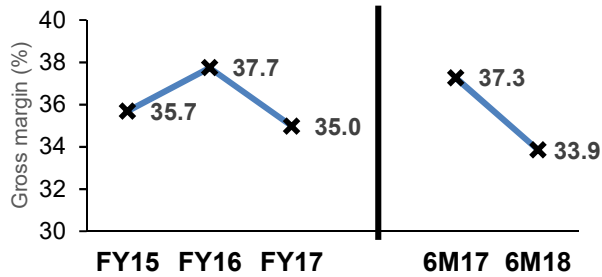
## Capital Structure : healthy financial position with very low gearing ratio



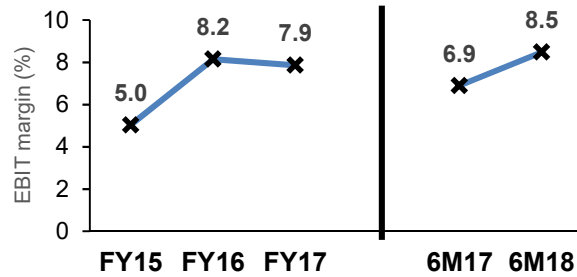
\*\*Gearing ratio = Interest Bearing Debt / Equity

# 1H18 Key Financial ratio

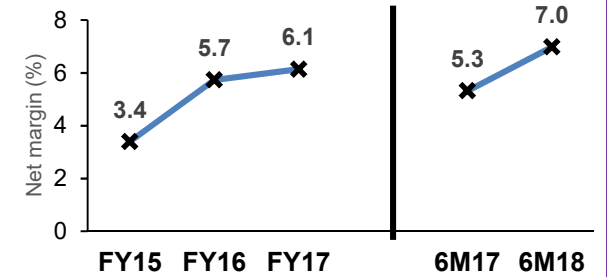
Gross Margin



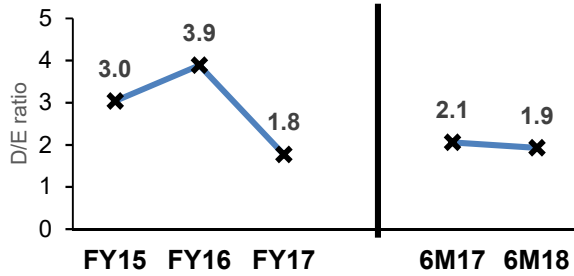
EBIT Margin



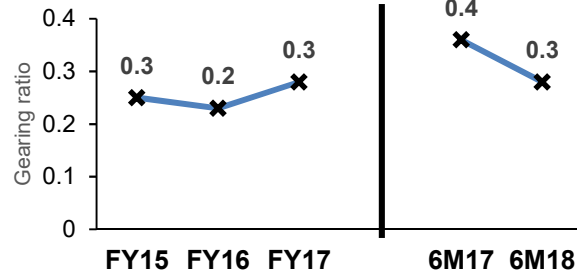
Net Margin



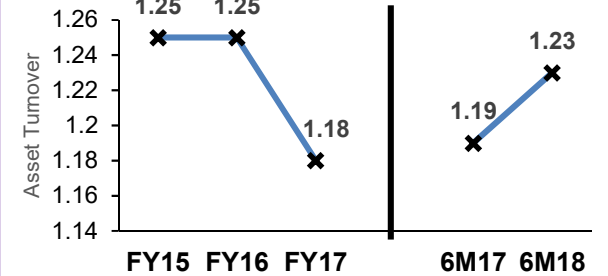
D/E ratio



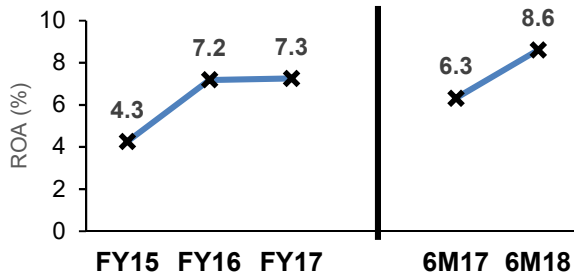
Gearing ratio



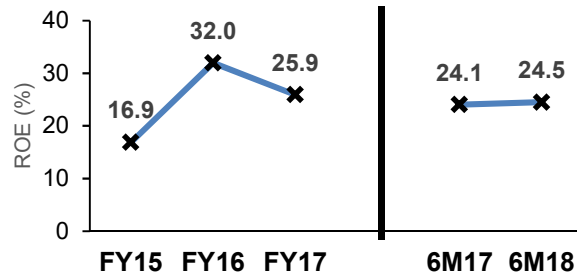
Asset Turnover



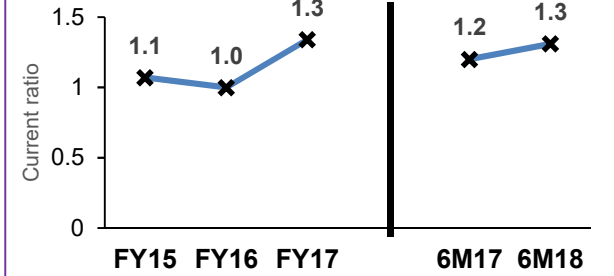
Return on Asset (ROA)



Return on Equity (ROE)



Current ratio





1) Business Highlight

2) Financial result Q2'2018

**3) Project Update & Outlook**



## Thailand Economic Projection of 2018

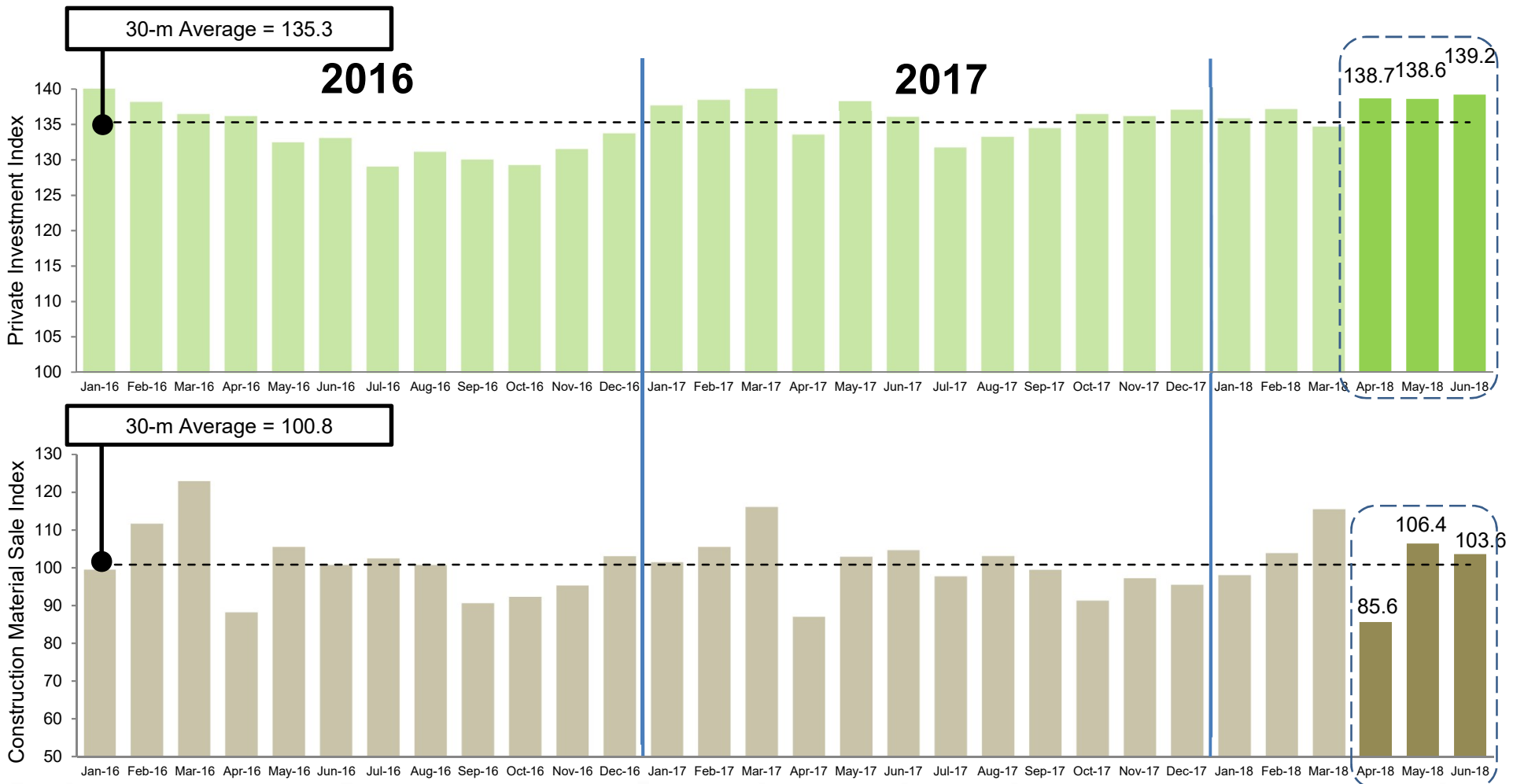
%YOY	FY15	FY16	FY17	2018F
<b>GDP</b>	2.9	3.3	3.9	<b>4.2 - 4.7</b>
<b>Private Investment</b>	-2.2	0.5	1.7	<b>3.9</b>
<b>Government Investment</b>	29.3	9.5	-1.2	<b>8.6</b>
<b>Private Consumption</b>	2.2	3.0	3.2	<b>3.7</b>
<b>Government Expenditure</b>	3.0	2.2	0.5	<b>3.0</b>

\*\* Source: Office of the National Economic and Social Development Board and Bank of Thailand (NESDB), Released May 21, 2018

- Thai economic growth forecast is upgraded to **4.2% – 4.7% Y-o-Y**, upward revision from 3.6% - 4.6% previously forecasted in Feb 2018.
- Economic growth is mainly supported by **high growth of Government's capital budget framework for key Infrastructure projects and strong growth in private investment**, export and public & private consumption .
- High growth rate of application under investment promotion by BOI of 228.5% in 1H18, of which **THB 165.4 Bn was for Eastern Economic Corridor (EEC)** increased from THB 12.3 Bn in 1H17.



# Private investment & Construction index stood above average in Q2'18



\*\* Source : Bank of Thailand

## CLMV Economic projection

Real GDP %Y-o-Y	FY15	FY16	FY17	FY18 (F)
Cambodia	7.2	7.0	6.9	<b>6.9</b>
Laos	7.3	7.0	6.9	<b>6.8</b>
Myanmar	7.0	5.9	5.9	<b>6.9</b>
Vietnam	6.7	6.2	6.8	<b>6.6</b>

\*\* Source : SCB Economic Intelligence Center and CEIC Data

- **Cambodia** : is expected to be one of the highest growth in ASEAN with 6.9% rate in 2018, as Government planned to launch 11 transportation projects, worth of USD 2.3 Bn over the next 5 years.
- **Laos** : growth is expected to accelerate to 7% in 2019 (6.8% in 2018), mainly supported by new hydropower projects and construction investment from China (China-Laos railway project).
- **Myanmar** : high growth prospect will be maintained at around 6.9% - 7% between 2018-19. Government spending, exports and agriculture remain key supporting factors.
- **Vietnam** : expanded 7.4% Y-o-Y in 1H18, highest pace in many years, mainly due to growth in exports and construction sectors.

# Government Action Plan 2018

## 44 Projects value 2 Trillion Baht

### 21 Projects

- ✓ Approved by Cabinet
- ✓ Agreed by PPP committee

### Budget

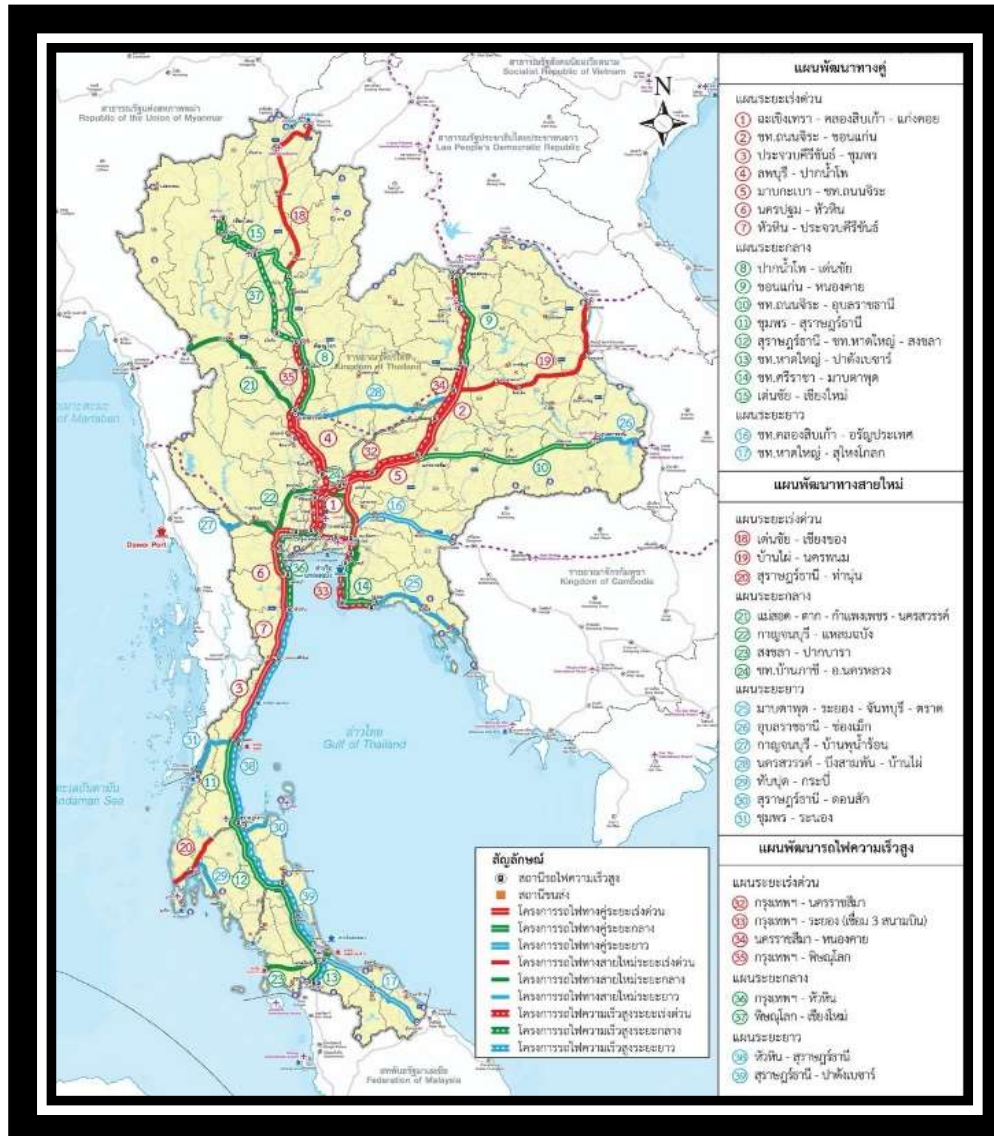
**914**  
Billion Baht

### 23 Projects

- ✓ Tendering/Bidding process
- ✓ Construction commenced
- ✓ Prepare to begin operation

### Budget

**1,107**  
Billion Baht



For 2018, 21 projects, worth 914 Bn in total, were proposed to the public-private partnership (PPP) committee in FY18. These projects include :

- Bangkok-Hua Hin high-speed rail
- Bangkok- Chiang Mai high-speed rail
- Nakhon Pathom-Cha-am motorway
- Hat Yai-Malaysia border motorway
- Kratu-Patong motorway
- The third phase of Laem Chabang port
- The maintenance, repair and overhaul (MRO) center at U-tapao

Another 23 projects totally worth 1,100 Bn, were approved by the cabinet and/or ready for construction in FY18, such as :

- High-speed railway linking Don Mueang, Suvarnabhumi and U-tapao airports
- Lopburi – Paknam double-track
- The second phase of a double-track rail linking Pak Nam Pho-Den Chai-Chiang Mai-Chiang Khong
- DT Jira (Nakhon Ratchasima)-Ubon Ratchathani
- DT Khon Kaen-Nong Khai
- DT Chumphon-Surat Thani-Songkhla
- DT Den Chai-Ban Phai-Nakhon Phanom
- DT Hat Yai-Padang Besar.



## Laem Chabang Port Phase III

Laem Chabang Port Phase III expansion and renovation intends to support the future demands of international sea freight and transportation industries through many facilities including the implementation of a single rail transfer operator (SRT0) and the construction of a larger Port A.



## Purple-Line Tao Poon - Rat Burana



Southern extension from Tao Poon to Rat Burana was approved for tender but has been delayed until 2018. If construction commences in the second half of 2018, the extension will open in 2024.



## Orange-Line Thailand Culture Center extension

The Orange Line comprises 9 Kilometers elevated structure with 7 stations and 30.6 Kilometers underground structure with 23 stations. Extension phase of the line will extend from Thailand Culture Center to Bang Khun Non.

# EEC Action Plan

## 168 Projects value 960 Billion Baht

(As of 1 February 2018)

### Short term

FY17-19  
2 Years

**99**  
Projects

**293**  
Billion Baht

### Medium Term

FY19-22  
3 Years

**62**  
Projects

**414**  
Billion Baht

### Long Term

FY22 onward  
> 5 Years

**7**  
Projects

**253**  
Billion Baht

# Highlight Infrastructure projects in EEC action plan

- ✓ U-Tapao International Airport

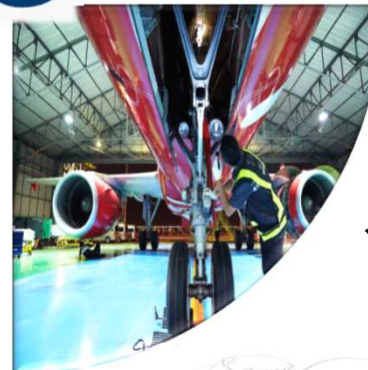


- ✓ High-Speed Rail linking 3 Airports
- ✓ Dual-Track Rail linking 3 Seaports

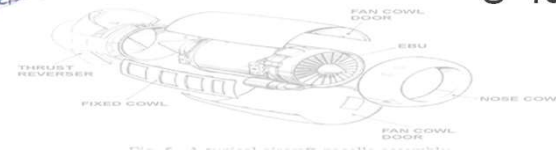


EEC

- ✓ Laem Chabang Port Phase 3



- ✓ Maintenance, Repair, and Operations (MRO) center in U-Tapao Airport

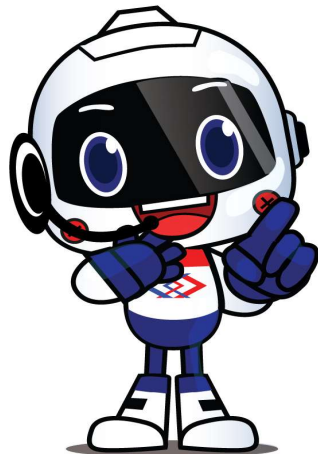


## New highlight projects in Q2'18

# 01

### Third-phase development Of Laem Chabang Port

**TEAMG** shall be responsible to prepare feasibility study of Laem Chabang Port Phase 3, study and review public private partnership (PPP) model, prepare a Draft Invitation to tender for Public Private Partnership (PPP).



# 02

### MRTA Orange Line

**TEAMG** has acquired Instrumentation project for MRT Orange Line, Contract E1: Phase II, route Thailand Culture Center – Ram Khamhaeng 12 Section. **TEAMG** will provide service on the instrument supply, installation and Monitoring.



# 03

### PPP extension of the Don Mueang Tollway

**TEAMG** participated in Study PPP investment plan for extension phase of Don Mueang Tollway which projected to expand from Future Park Rangsit to Pra Tu Nam Pra In station.



## New highlight projects in Q2'18

# 04

### Xekong-5 HPP

TEAMG has been engaged to review information in EIA and SIA of Xekong-5 HPP for which Lao PDR issued interim Environmental Compliance Certificated.



# 05

### YANGON CIRCULAR RAILWAY LINE UPGRADING PROJECT

As INDEPENDENT CHECKING ENGINEER (ICE), TEAMG shall be responsible to review and certify the Detailed Design of track work and Major Temporary Works, including the Contractor's Working Drawings and As-Built Document of the CP102 package, prior to submission to the Project Manager for approval.

# 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



## Project Management Office (PMO) for EEC

**TEAMG** was engaged by EEC office to act as an in-house engineering, environmental and PPP experts for overall projects.

Expected delivery : 2018

# 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



## 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



## AMATA Long Thanh Hi-tech Industrial Park, Vietnam

**TEAMG** was directly assigned to prepare the designs for this Industrial Park ranging from the Master Plan revision and Basic Design to Detailed Design.

Expected delivery : Q3'18



## Amarapura Urban Development project, Myanmar

**TEAMG** was directly assigned to do all the design works from Master Plan, Basic Design and Detailed Design for all of the related infrastructures required.

Expected delivery : Q1'19



**Mr. Chawalit Chantararat**  
President  
Email : [chawac@team.co.th](mailto:chawac@team.co.th)



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

# Thank You