



TO BE A **REGIONAL LEADER**
IN THE INTEGRATED CONSULTING
AND RELATED BUSINESSES

The background of the slide is a technical drawing of a mechanical part, showing various dimensions and tolerances. A yellow pencil and a pair of compasses are resting on the drawing. In the top right corner, there is a small image of a stack of papers or a blueprint.

Welcome to TEAMG's opportunity day

3rd Quarter 2018

Financial performance and Business Plan



1) About TEAMG

2) Financial result Q3'2018

3) Project Update & Outlook





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

1 Transportation and Logistics

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



5 Energy

Providing service for a full range of energy innovations.



4 Building and Infrastructure

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



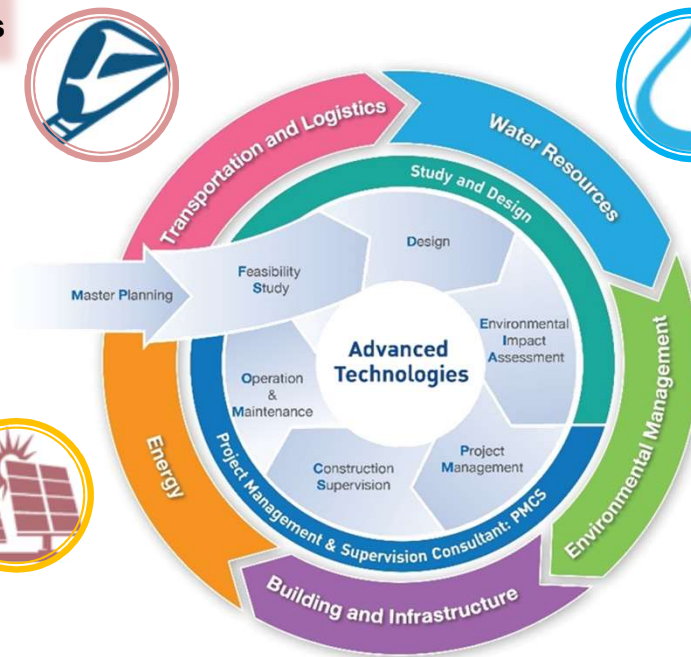
2 Water Resources

Delivering services in all dimensions of water resource development.



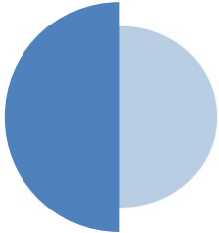
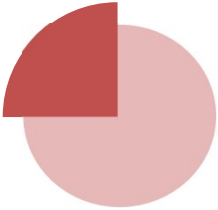

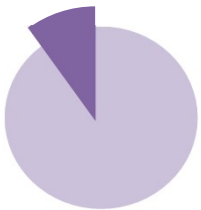




3 Environment

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



Diversify customer portfolios into 4 major segments

G P I R Engines driving revenue growth

 <p>Government</p>	 <p>Private</p>	 <p>International</p>	 <p>Related</p>
<p>50%</p>	<p>20%-25%</p>	<p>15%-20%</p>	<p>10%</p>
			

OUR STRENGTH



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.





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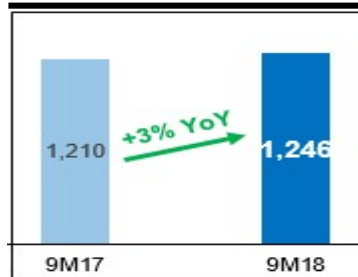


Financial Performance Overview

YTD Revenue and Net Profit increased +3% and +28% Y-o-Y respectively

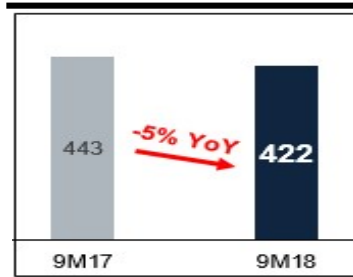
9M18 Performance

Revenue



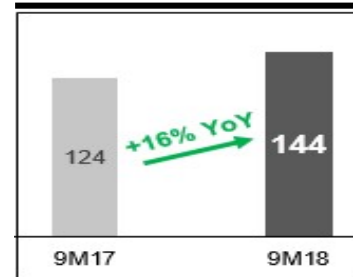
1,246 mB

Gross Profit



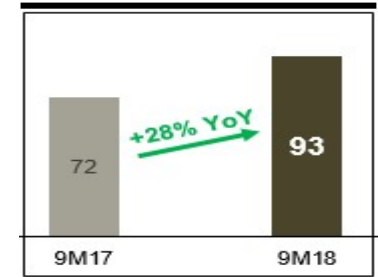
422 mB

EBITDA



144 mB

Net Profit



93 mB

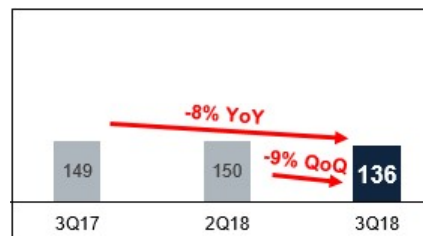
3Q18 Performance

Revenue



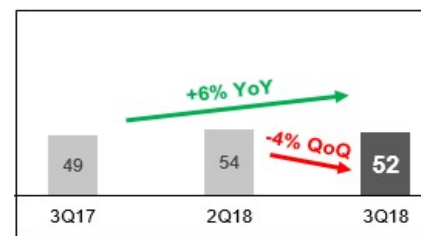
402 mB

Gross Profit



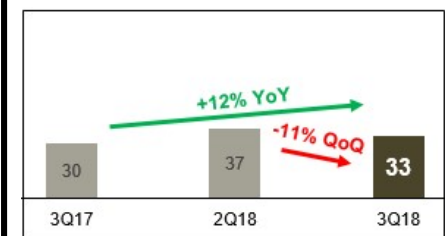
136 mB

EBITDA



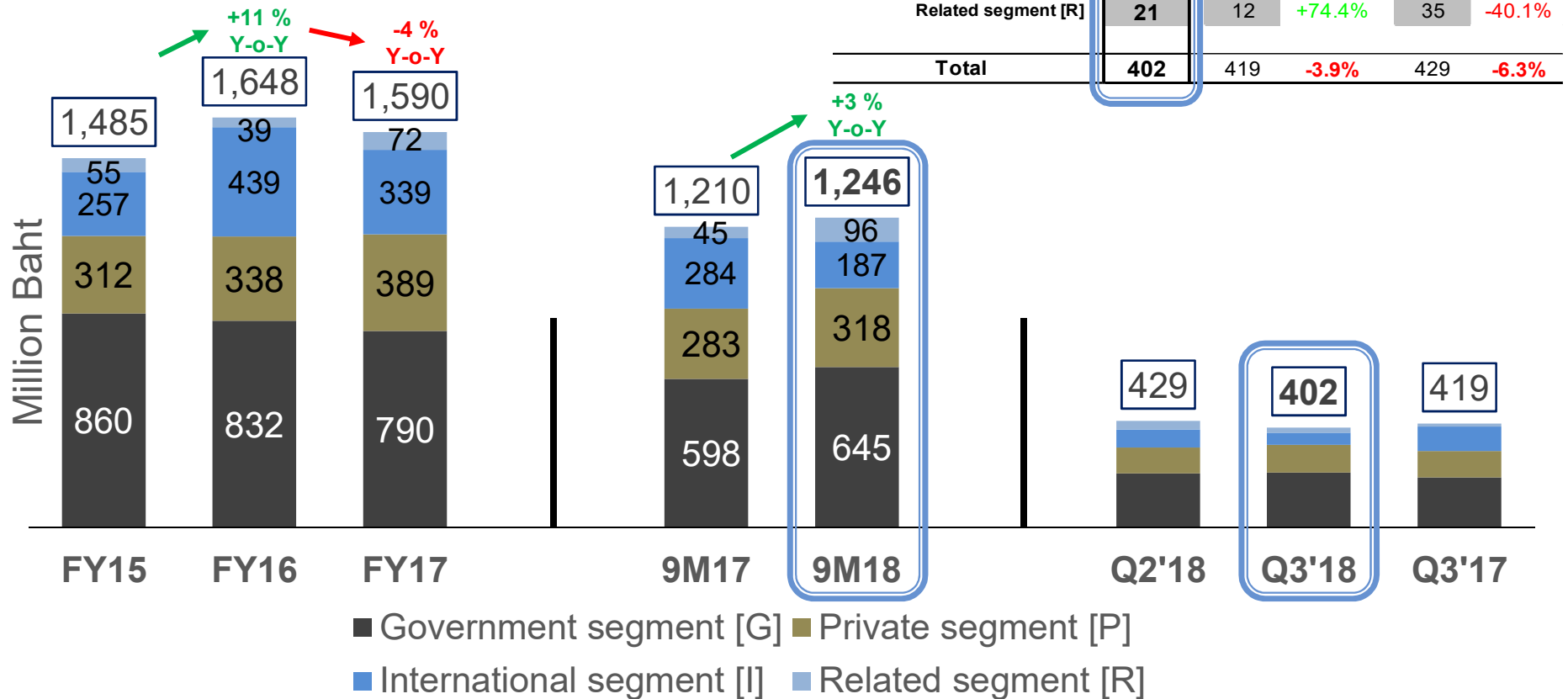
52 mB

Net Profit



33 mB

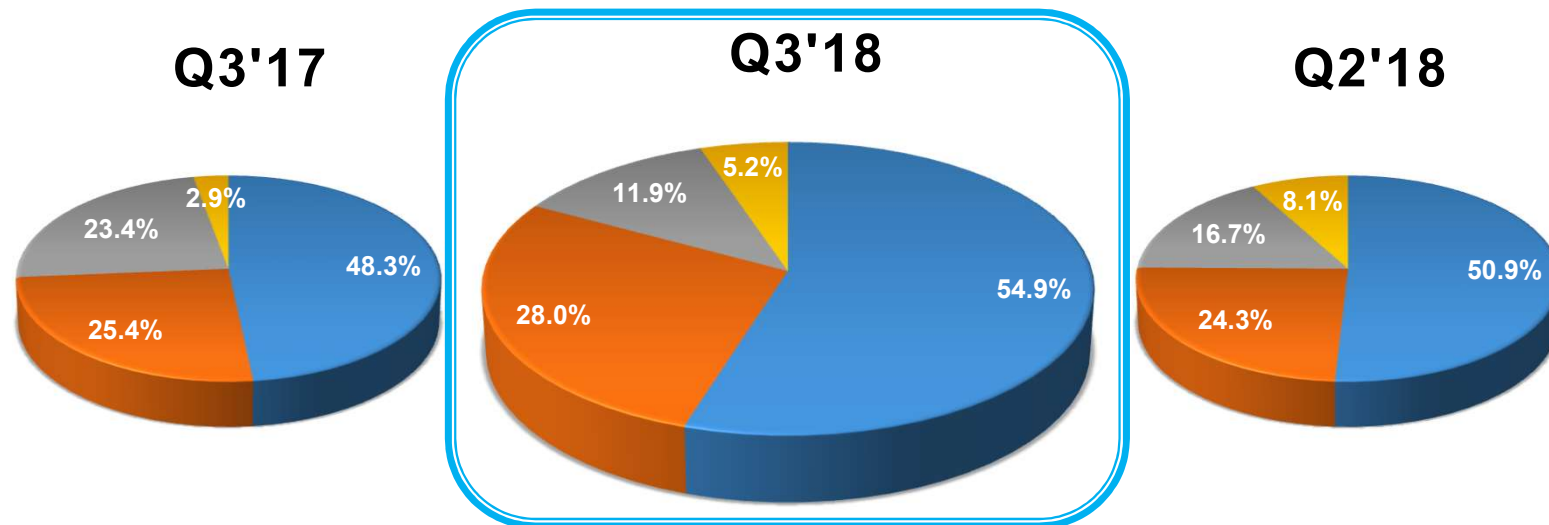
Evolution of revenue growth



Revenue Structure

Government portion increased to 55% in Q3'18 as several projects in G segment showed the impressive progresses.

Revenue Structure by segments

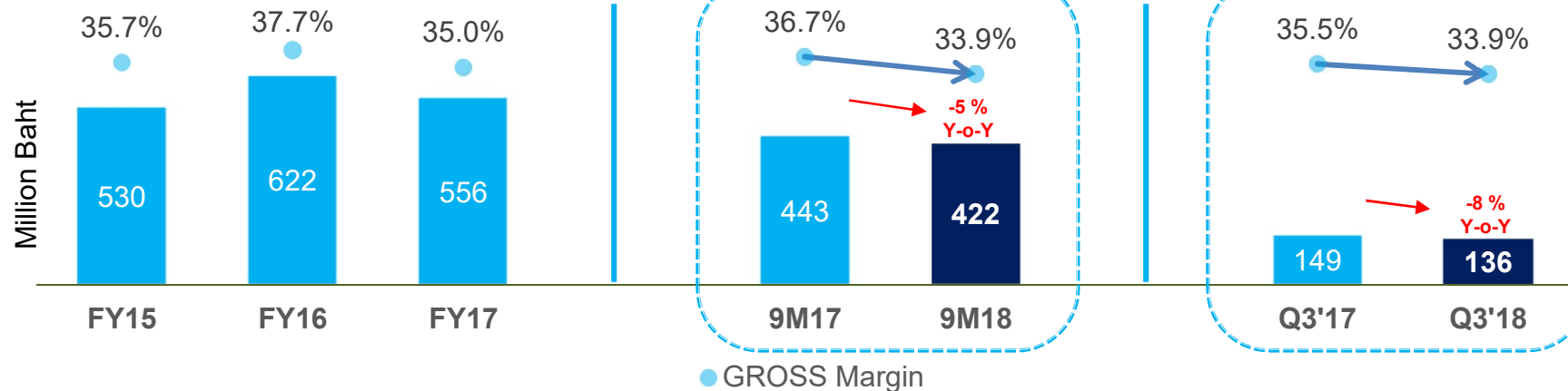


■ Government segment [G]
 ■ Private segment [P]
 ■ International segment [I]
 ■ Related segment [R]

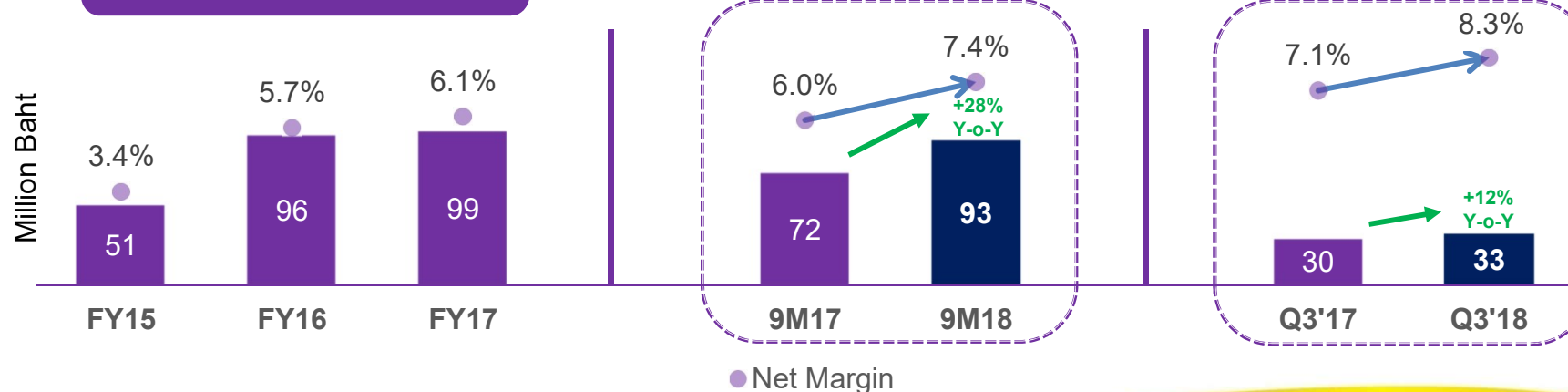
Gross Profit & Net Profit

Despite Gross profit declined, the bottom line outperformed with +12% growth Y-o-Y in Q3'18 and YTD growth of +28% Y-o-Y

Gross Profit



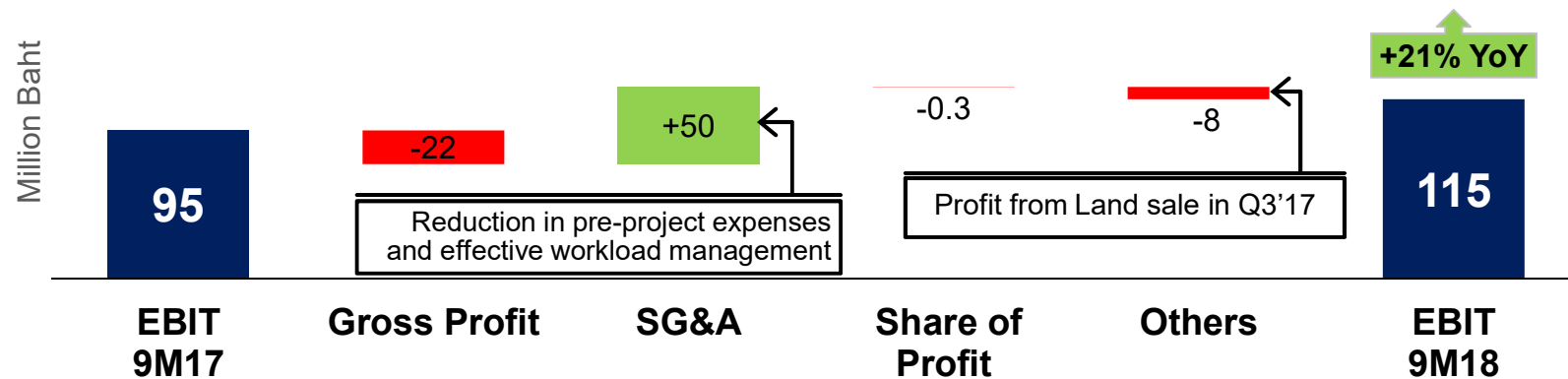
NET PROFIT



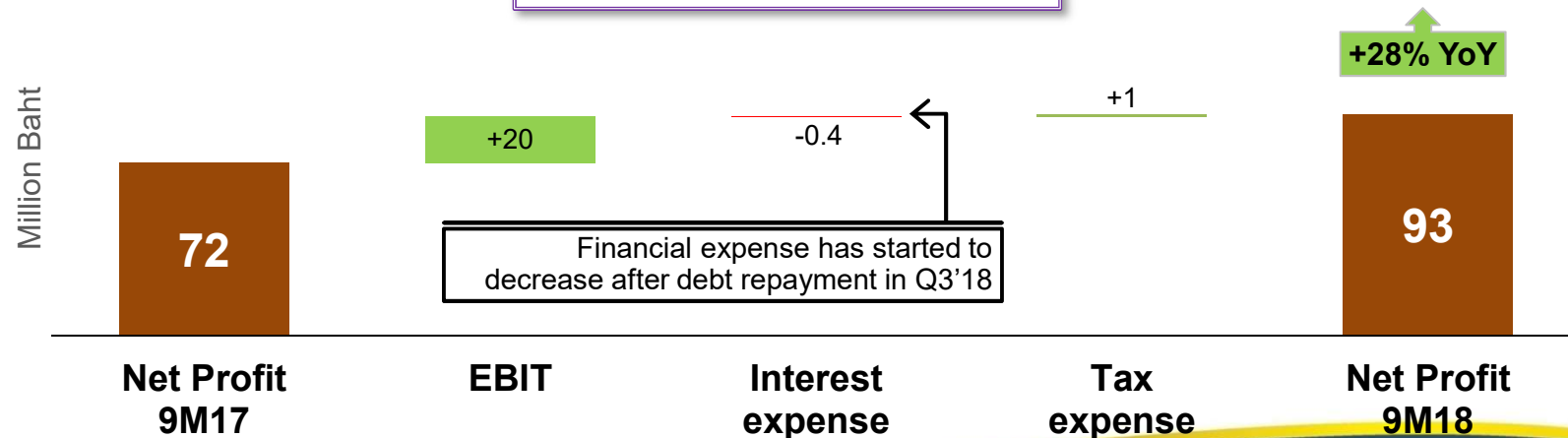
EBIT & Net Profit path

Effective cost management vanished the laggard in GP and uplifted the result

9M18 EBIT Y-o-Y



9M18 Net Profit Y-o-Y



TEAMG Backlog Figure

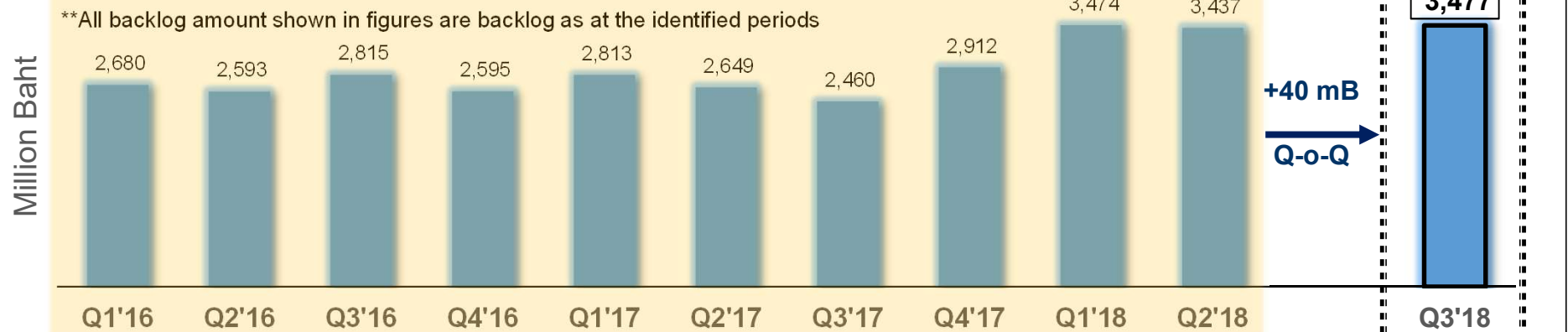
TEAMG's Strong and Stable Backlog has maintained its rising course in Q3'18

Backlog Movement

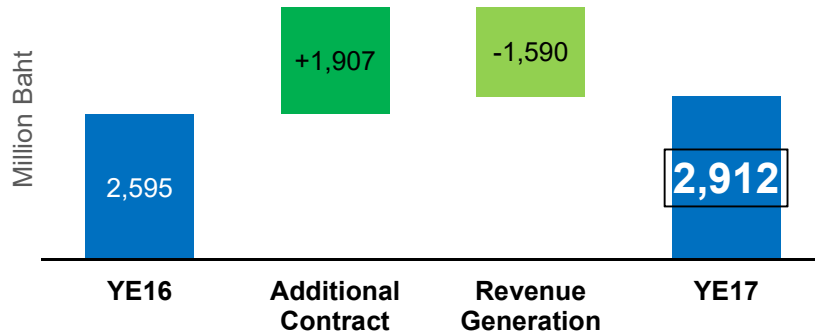
+ New Acquired
442 mB



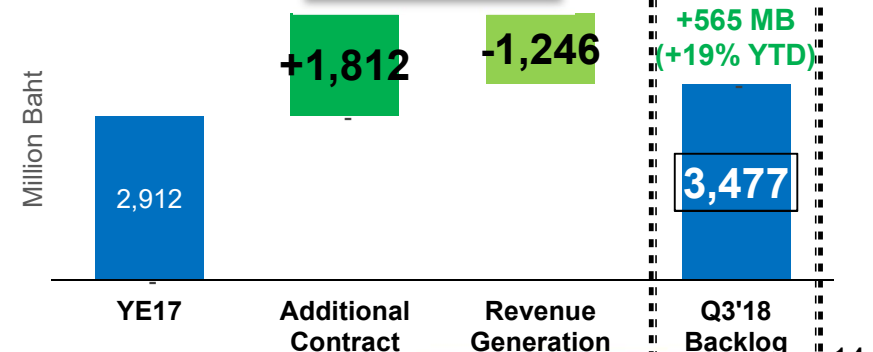
- Revenue
Recognition
402 mB



YE16 to YE17

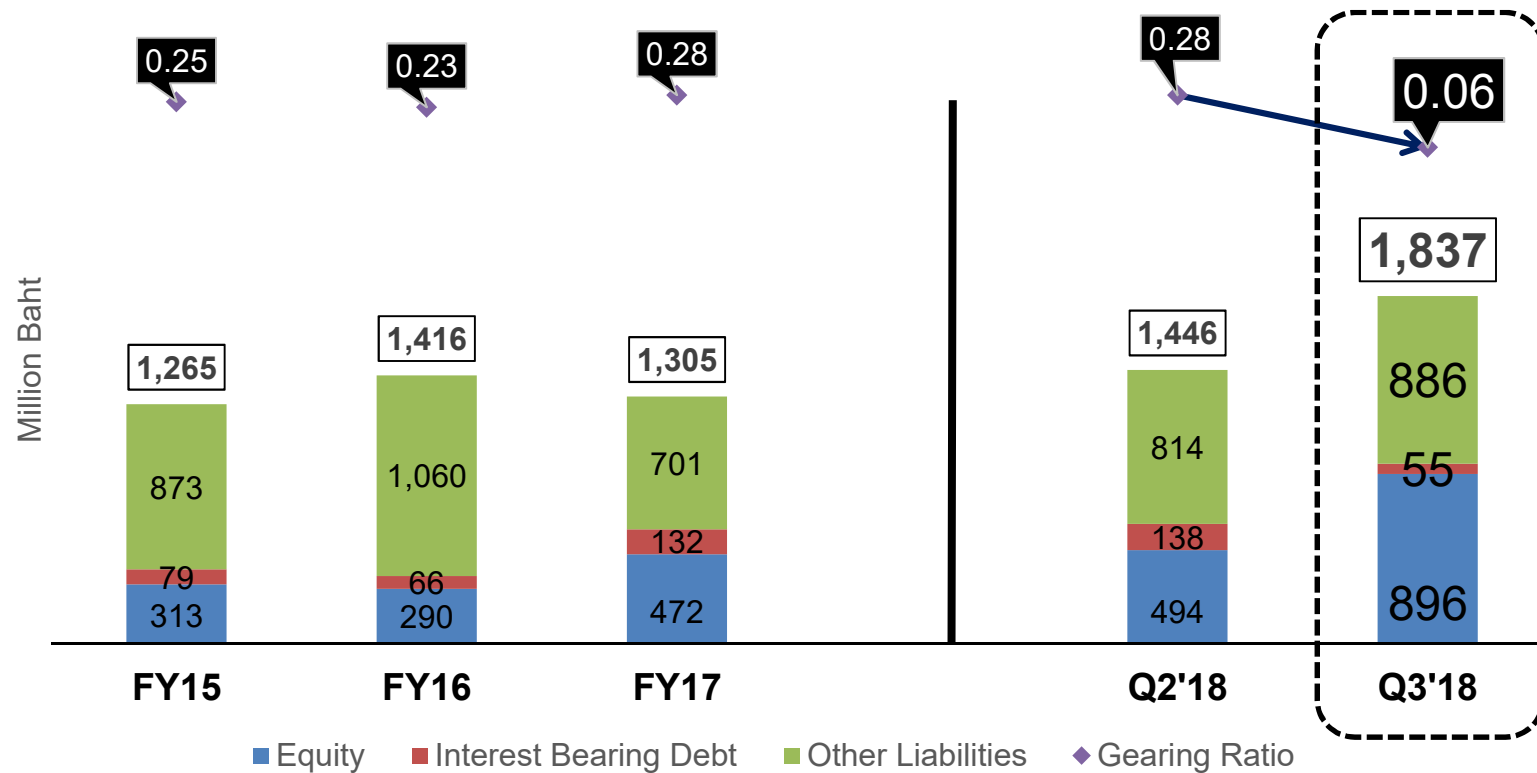


YE17 to 9M18



Capital Structure

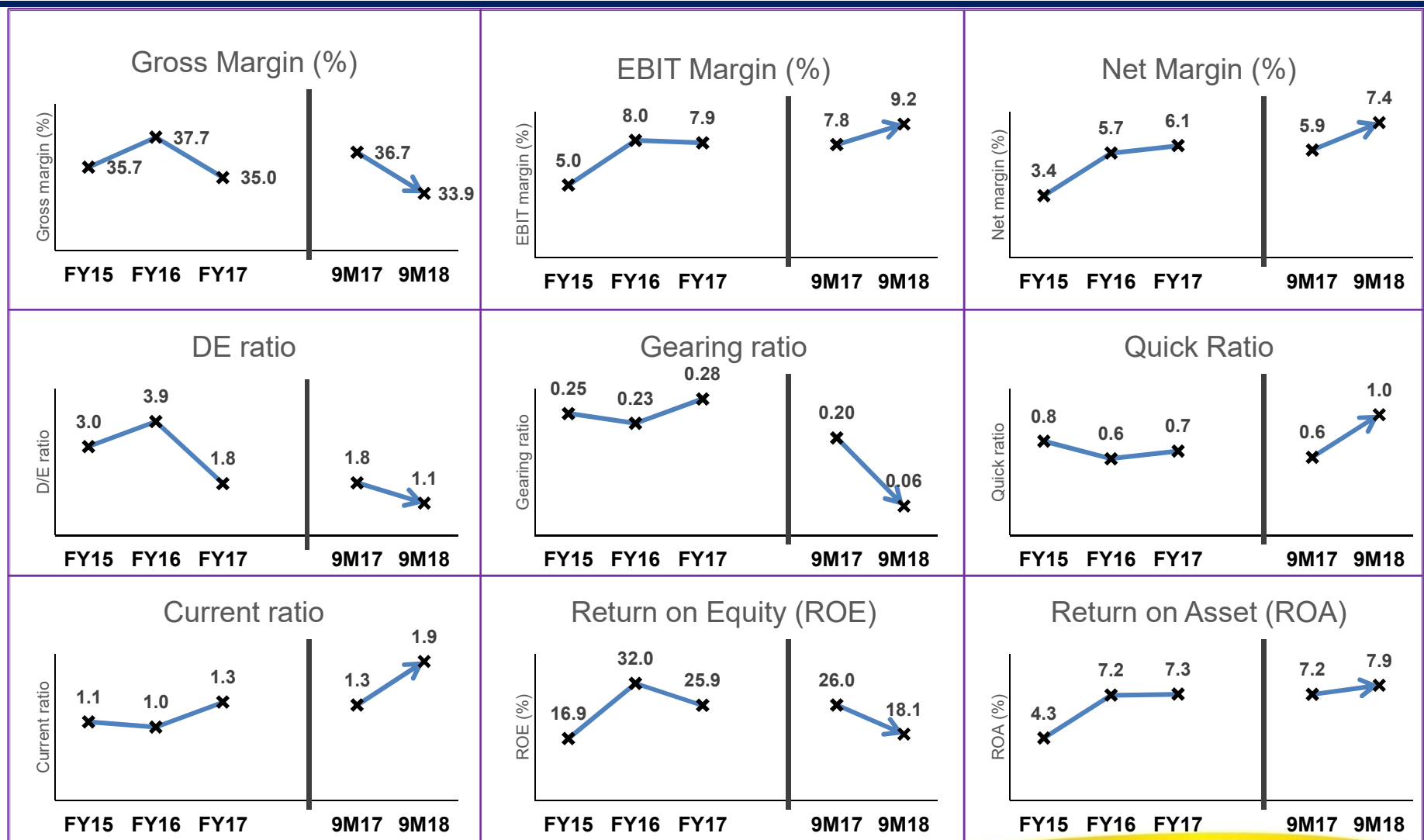
Healthy financial position with low gearing ratio



**Gearing ratio = Interest Bearing Debt / Equity

9M18 Key Financial ratio

DE and Gearing ratio improved to 1.1 and 0.06 respectively





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Thailand Economic Projection

%YOY	FY15	FY16	FY17	2018F
GDP	2.9	3.3	3.9	4.2 - 4.7
Private Investment	-2.2	0.5	1.7	3.9
Government Investment	29.3	9.5	-1.2	7.3
Private Consumption	2.2	3.0	3.2	4.1
Government Expenditure	3.0	2.2	0.5	2.2

** Source: Office of the National Economic and Social Development Board and Bank of Thailand (NESDB), Released Aug 20, 2018

- Thai economic growth forecast is maintained at **4.2% – 4.7% Y-o-Y**, similar to the previous forecast in May 2018.
- Economic growth is mainly supported by **the expansion of Government's consumption & Private investment, strong export growth and the improvement of household income.**
- **Construction sector expanded by 2.0%**, accelerated from a 1.2% growth in the previous quarter. **The public construction increased by 1.5%**, improved from a 0.1% decline in the previous quarter.



CLMV Economic Projection

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

** Source : SCB Economic Intelligence Center : CLMV monitor Q3/2018

- **Cambodia** : is expected to grow 6.9% in 2018. Cambodia become one-party state after Hun Sen's CPP wins the Cambodian election. Government planned to launch the tremendous budget (7.8% of GDP) for government spending to support 586 projects in pipeline between 2018 - 2020.
- **Laos** : Growth is expected to accelerate to 6.8% within YE18, mainly driven by Construction segment.
- **Myanmar** : Exports and agriculture remain the key catalyst to boost the economic growth.
- **Vietnam** : FDI expanded 5.7% Y-o-Y in 1H18, IMF also eyed for 6.6% and 6.5% Y-o-Y growth in FY18 and FY19 respectively, supported by industrial segment, FTAs with European countries and CPTPP agreement

Development plan of EEC projects show impressive progress

31 Companies requested for proposal (RFP) in High Speed Train linking 3 Airports, expected contract signing in early 2019



High Speed Train Linking 3 Airports

There are 31 firms, local and abroad, expressing their bidding interest, which will be held on 12 Nov, in the mega infrastructure project to link 3 major airports via seamless operation

- **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** : **Early 2019**
- **Expected Operation** : **2023**

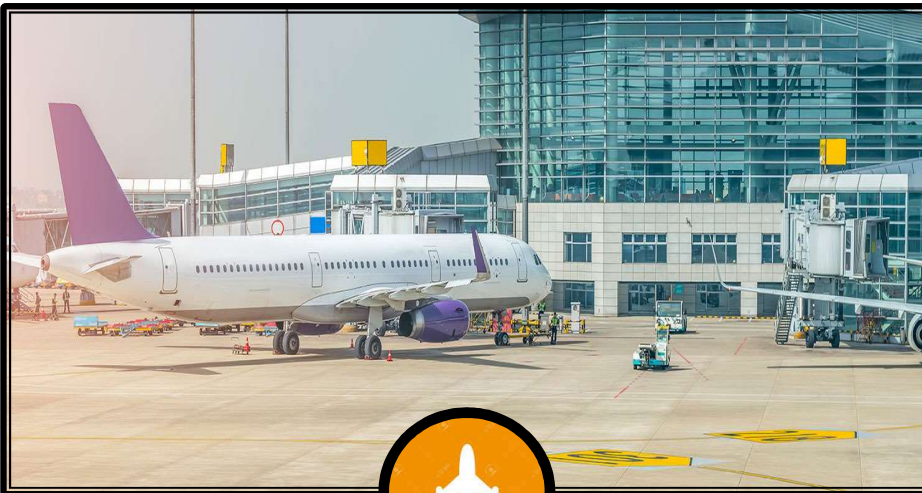
Companies showing interest in EEC railway project

Thailand  <ul style="list-style-type: none"> • BTS Group Holdings • Charoen Pokphand Group • Italian-Thai Development • Unique Engineering and Construction • Energy Complex • Sino-Thai Engineering & Construction • Bangkok Expressway and Metro • CH. Karnchang • Ratchaburi Electricity Generating Holding • TPI Polene • Terddumri • Power Line Engineering • Central Pattana • LMT Stone 	Japan  <ul style="list-style-type: none"> • Itochu • Fujita (Thailand) • Japan Overseas Infrastructure Investment Corporation for Transport & Urban Development • Hitachi Asia (Thailand)
Malaysia  <ul style="list-style-type: none"> • MRCB Builders • Wannasser International Green Hub 	China  <ul style="list-style-type: none"> • Sinohydro • China Railway Construction (CRCC) • China Railway Group • China Communications Construction • China Resources • Citic Group • China State Construction Engineering
Italy  <ul style="list-style-type: none"> • Salini Impregilo 	South Korea  <ul style="list-style-type: none"> • Korea-Thai High-Speed Railroad Consortium (Thailand)
	France  <ul style="list-style-type: none"> • Transdev Group (Thailand) • SNCF International



4 Additional EEC core projects have been approved

The fresh approved projects worth totally net combined of 433 Bn, led by U-Tapao Aviation City with investment budget of 290 Bn



U-Tapao international Airport

To upgrade U-Tapao Airport to become “Eastern Aerotropolis”, covering 10.4 Square Kilometers

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



Expansion of Laem Chabang Deep Seaport - Phase III

To support capacity growth, establishing logistics hub and gateway for Indo-China

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

21

4 Additional EEC core projects have been approved (Cont.)

The fresh approved projects worth totally net combined of 433 Bn, led by U-Tapao Aviation City with investment budget of 290 Bn



Map Ta Phut Port - Phase III

To increase the capacity of natural gas and raw fluid material shipments for petrochemical industry

➤ Investment budget	:	THB 48 Billion
➤ Project Supervisor	:	IEAT
➤ Expected Contract Signing	:	Early 2019
➤ Expected Operation	:	Early 2025



TG MRO CAMPUS

THAI Airway and Airbus will implement Maintenance, Repair and Overhaul (MRO) at U-Tapao

➤ Investment budget	:	THB 11 Billion
➤ Project Supervisor	:	THAI
➤ Expected Contract Signing	:	Late 2019
➤ Expected Operation	:	Mid 2022

Fast track for Mass Transit Projects

Net combined investment budget worth of 167 Bn, expected bidding in early 2019



Orange-Line Eastern and Western Spanning sections

The construction phase of Orange-Line (West) : Thailand Culture Center – Bang Khun Non and Service & Operation contract for Orange-Line (East) are expected to be submitted to PPP committee and Cabinet approval by **Q4'18** under **PPP fast track scheme** with investment budget worth of **143 Bn**, estimated to start **bidding process within early 2019**



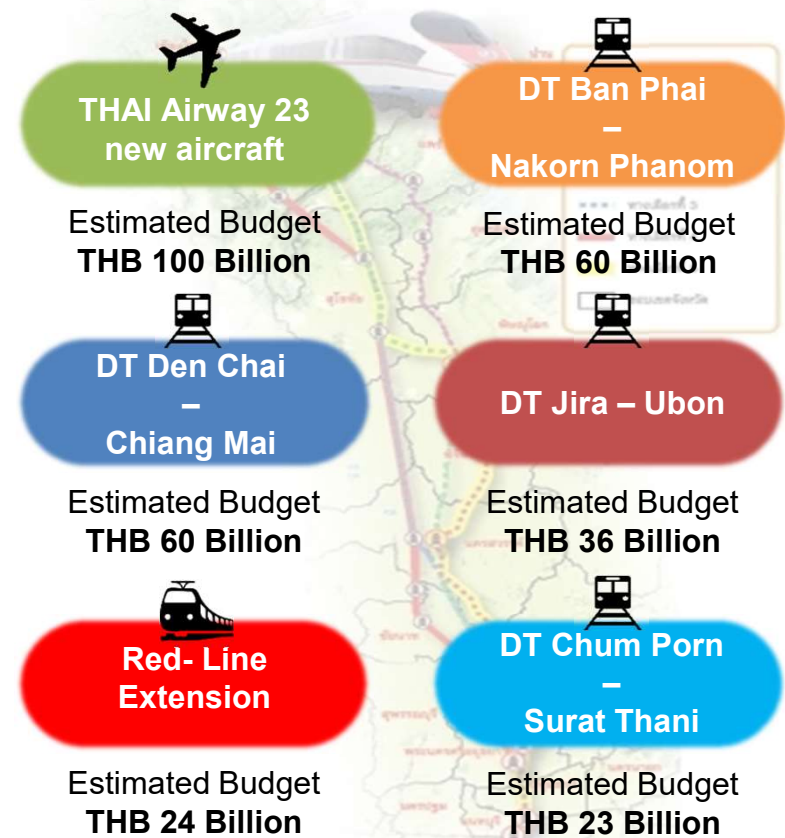
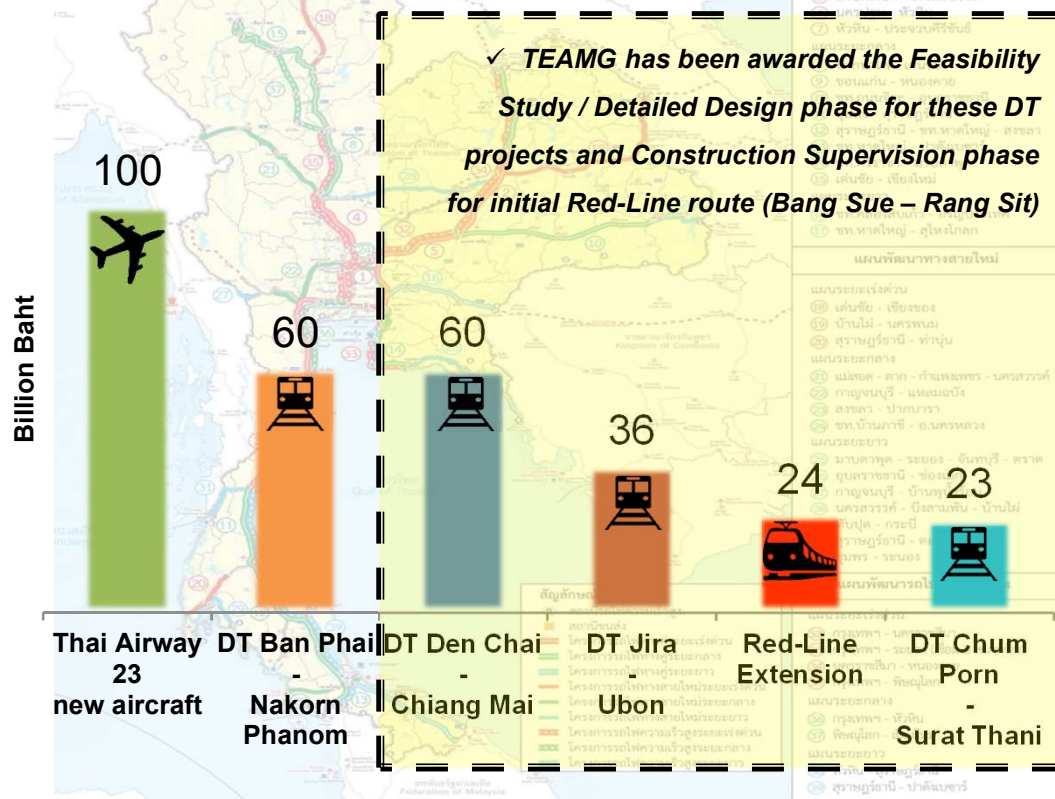
Red-Line Extension

NESDB has approved **3 Red-Line extension routes**, under government **investment budget of 24 Bn**, covered 35 kilometers length. The project will be submitted accordingly for cabinet approval and **the expected timeline for bidding is Q1'19**



Highlight mega infra projects which are subject to cabinet approval in Q4'18 – Q1'19

Estimated investment budget by key projects



1

In-house EECO consultancy for U-Tapao Airport and the Eastern Aviation City

TEAMG signed the consultancy contract to support Engineering, Architecture, Social Economy and Environment in Development Plan for The U-Tapao Airport and Eastern Aviation City of the Government annual budget 2018.



Urban Development and Transit-Oriented Development (TOD) Masterplan

TEAMG signed the consultancy contract to design and establish the TOD masterplan for High-Speed Rail, Dual-Track Rail and Transport Interchange Center which will directly support the economic and social development opportunities around the new rail-based networks.

2

3

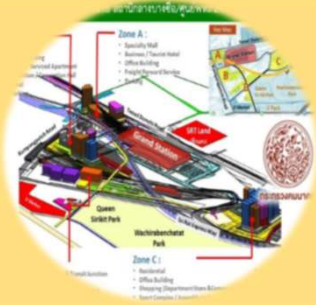
Improve the efficiency of Railway network for supporting to the railway system connecting 3 seaports.

TEAMG signed the consultancy contract to prepare Feasibility study, Detailed design and Environment Impact Assessment (EIA) report to purposefully improve the efficiency and capacity on the Rail-based network, which connects Hua Mak – Chachoengsao – Sri Racha and the Dual-track network with route coverage from Sri Racha to Map Tha Put.



TEAMG Highlight acquired projects in Q3'18 (Cont.)

New acquired projects are mainly related to EEC Development plan and Transit-Oriented Development



Support & Review PPP investment plan for Bang Sue central station (zone A)

TEAMG signed the consultancy contract to provide the service to review and update feasibility report and investment plan for **Transit-Oriented Development (TOD)** in Bang Sue central station, zone A.

4

5

Life Asoke - Hype

TEAMG signed the consultancy contract to supervise the construction and project management of **Life Asoke – Hype**, 40 floor high-rise condominium by AP.



Master Planning and Feasibility Study on AEC City Development

TEAMG signed the consultancy contract to provide the master planning and feasibility study service for the urban development, surrounding the high speed rail station area in Chachoengsao province.

6



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



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AND RELATED BUSINESSES



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Thank You

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