



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

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# **FY 2019 Opportunity Day**

**13 March 2020**



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

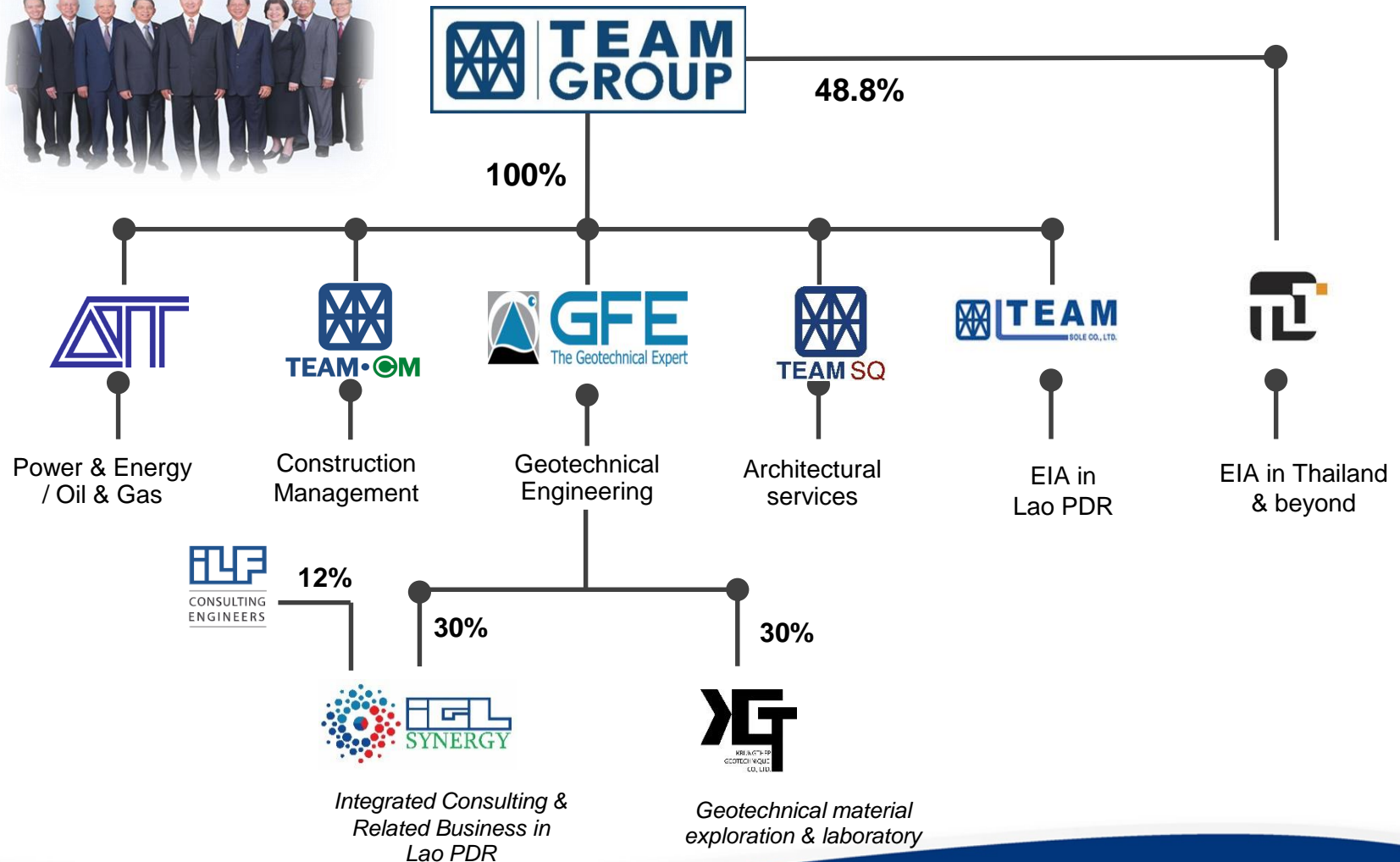


**1 | About TEAMG**

2 | 2019 Project update

3 | Financial results

4 | Outlook for 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.



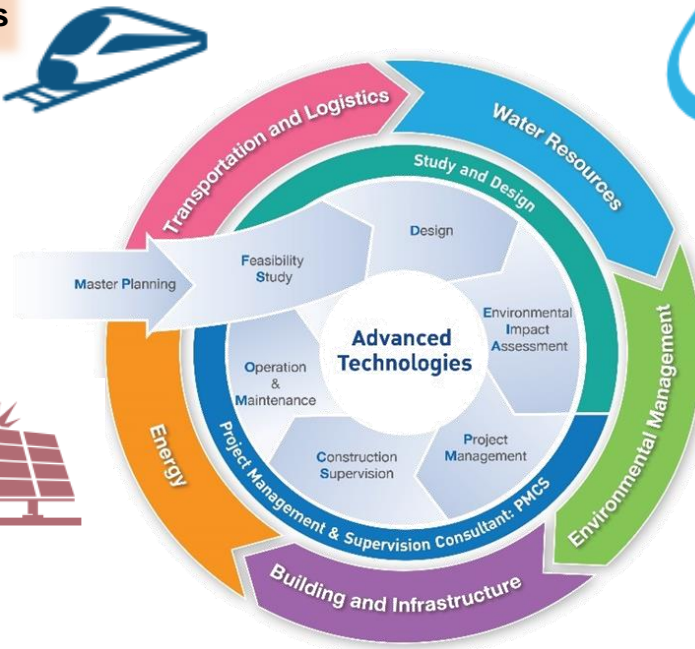
## 2 Water Resources

Delivering services in all dimensions of water resources development.



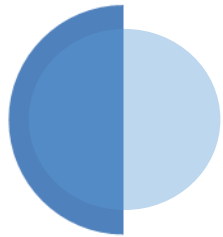
## 3 Environment

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



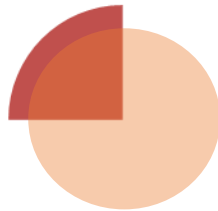
# Diversify customer portfolios into 4 major sectors

G P I R Engines driving revenue growth



**G**overnment

54%



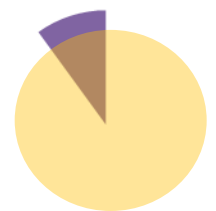
**P**rivate

29%



**I**nternational

13%



**R**elated

4%





Over 40 years in the consulting engineering services with first-class quality

# 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



#### 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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## 2019 Achievements

Government

**106**

Projects

Private

**264**

Projects

International

**86**

Projects

Related

**25**

Projects



- **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

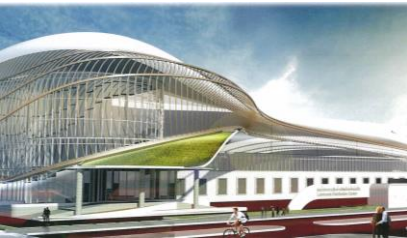
## Backlog Highlight

### Projects Granted Before 2019



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

Expected delivery : 2021



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

Expected delivery : 2020



#### ➤ **Xayaburi HPP, Lao PDR; CK** Detailed Design, Supervision of Environment Monitoring / Resettlement Plan and Instrumentation Works

Expected delivery : 2021



#### ➤ **Nam Ngiep 1 HPP, Lao PDR; OBAYASHI** Instrumentation Works including Procurement and Monitoring

Expected delivery : 2021



- **Nam E-Moun; Chaleun Sekong Energy & Song Da 5 Joint Stock Company**  
Detailed Geotechnical and Concrete Design of Underground and Surface Works

Expected delivery : 2021



- **Nam E-Moun; Chaleun Sekong Energy**  
Supervision and Monitoring of Underground Works

Signed / Expected Delivery : 2023



- **Groundwater Resources Development for Dili; Timor Leste**  
Feasibility Study

Expected Delivery : 2020



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

Expected delivery : 2020 - 2030





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

Expected delivery : 2020



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

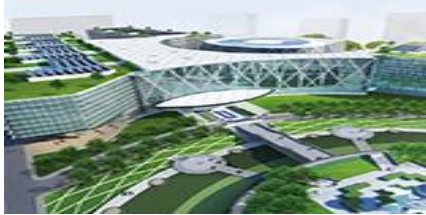
Expected delivery : 2020



### U-Tapao Airport and Eastern Airport City Project ; EEC Project Management Office and Contract Administration Consultancy Services

Signed / Expected Delivery 2020





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

Expected delivery : 2021



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

Signed / Expected Delivery 2022



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

Expected delivery : 2022



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1 | About TEAMG

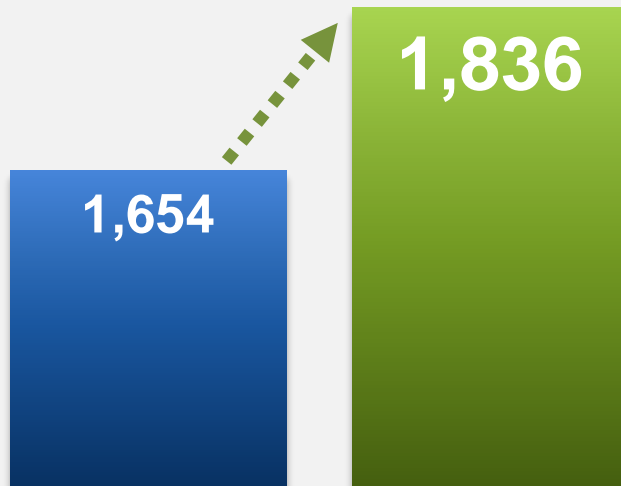
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3 | **Financial results**

4 | Outlook for 2020

# FY19 Performance Highlights

## Service Income



2018

2019

**▲ 11% YoY**

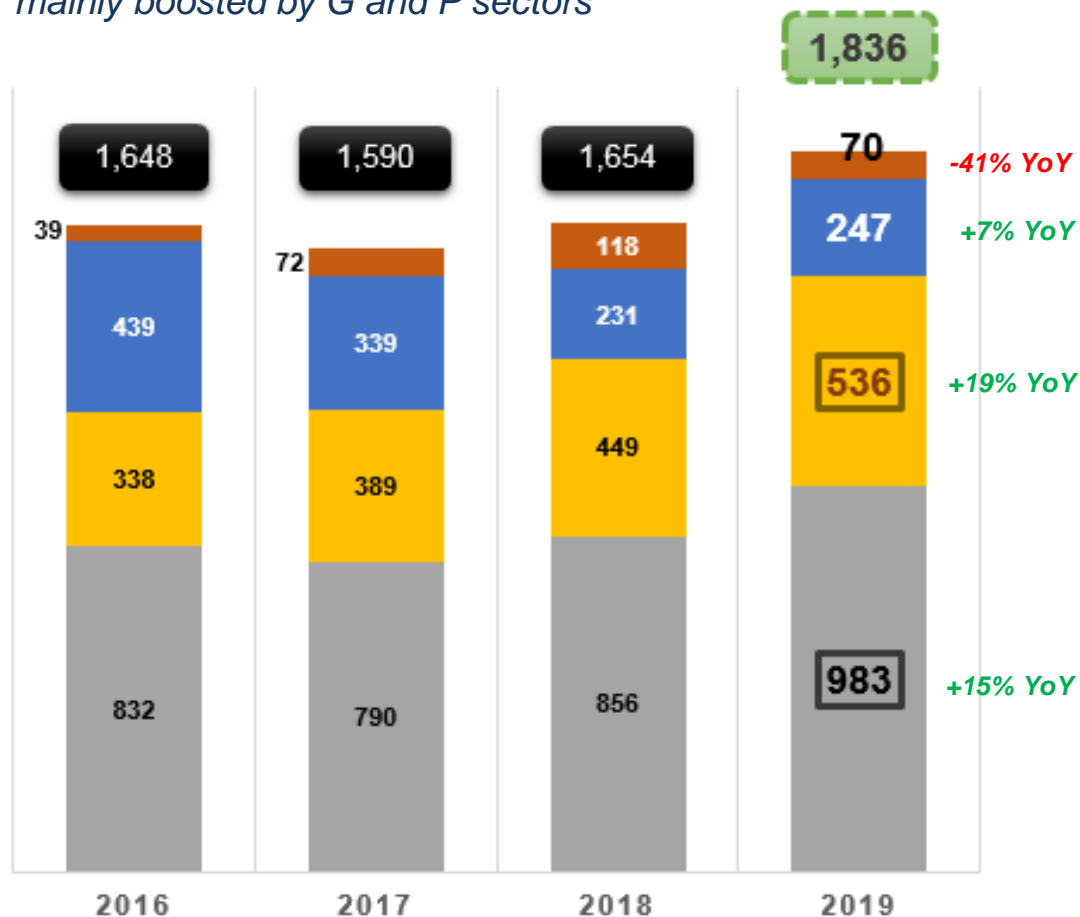
Gross Profit  
**544 Mb**  
**30%**

Net Profit  
**115 Mb**  
**6%**

EPS  
**0.17**  
THB

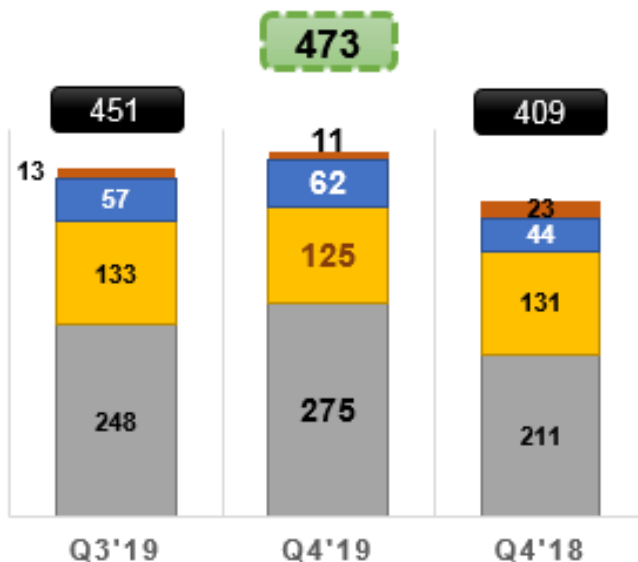
# FY19 Revenue Breakdown

2019 Revenue posted 1,836 MB, rose +11.0% Y-o-Y, mainly boosted by G and P sectors



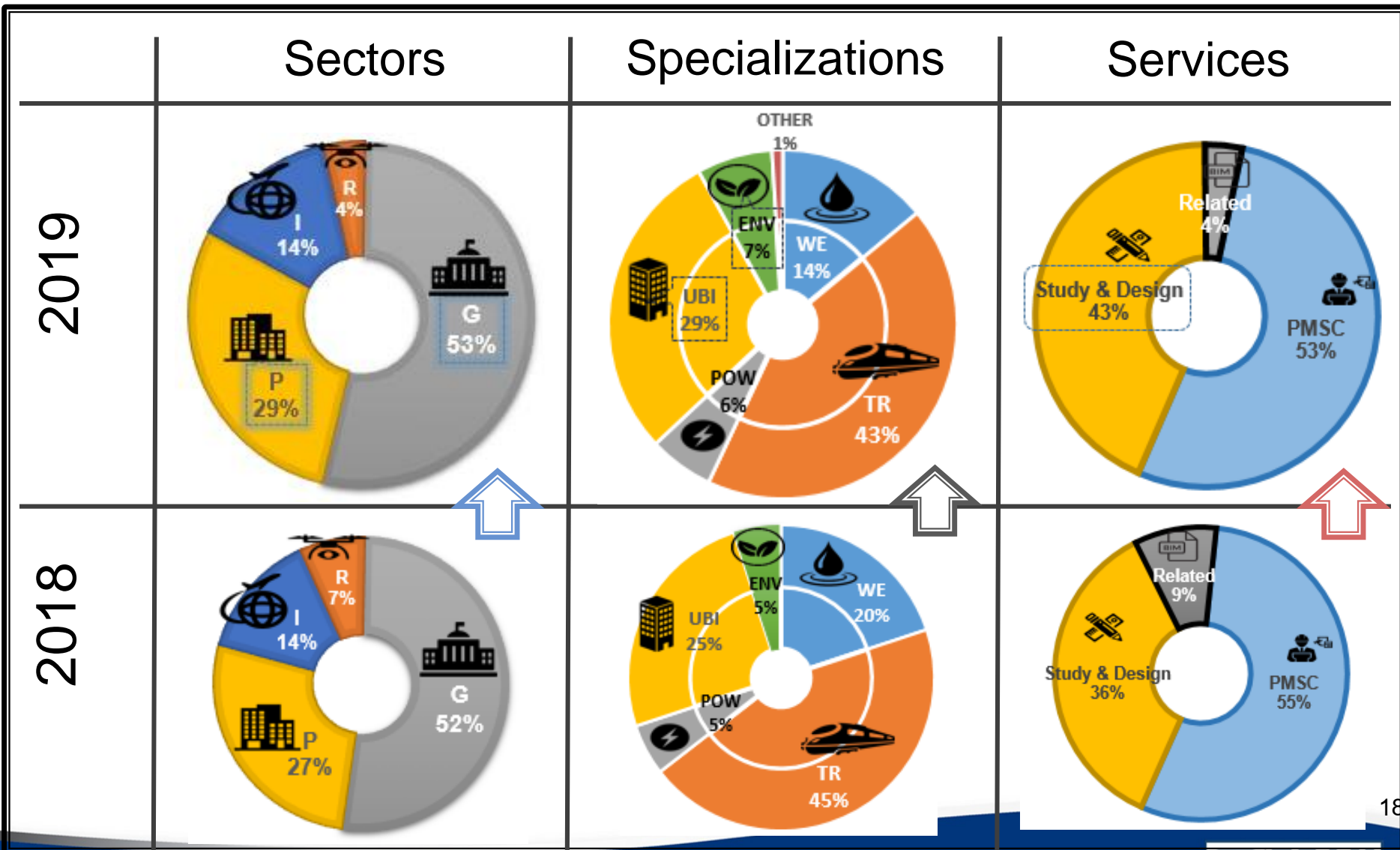
■ Government sector [G] ■ Private sector [P]  
■ International sector [I] ■ Related business sector [R]

	Q4'19	Q4'18	Y-o-Y	Q3'19	Q-o-Q
Government sector	275	211	▲ 30%	248	▲ 11%
Private sector	125	131	▼ -5%	133	▼ -6%
International sector	62	44	▲ 41%	57	▲ 9%
Related business sector	11	23	▼ -52%	13	▼ -15%
	473	409	▲ 16%	451	▲ 5%





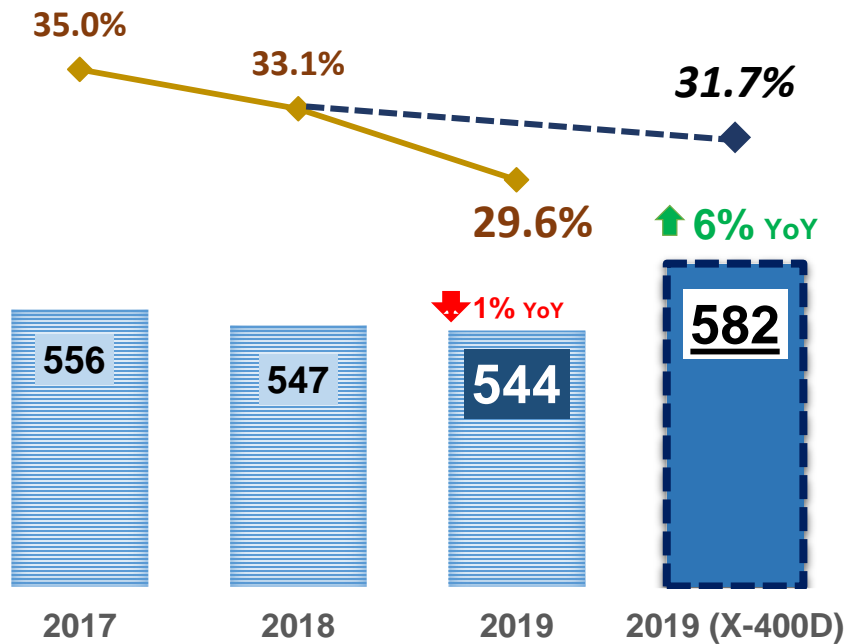
# FY19 Revenue Contribution



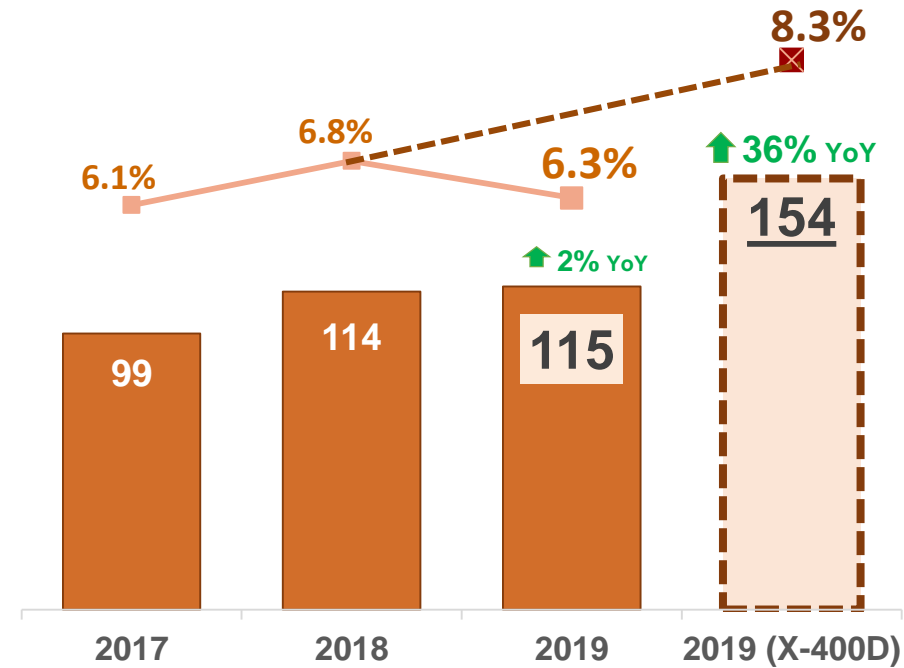


# FY19 Gross Profit & Net Profit

## Gross Profit



## Net Profit



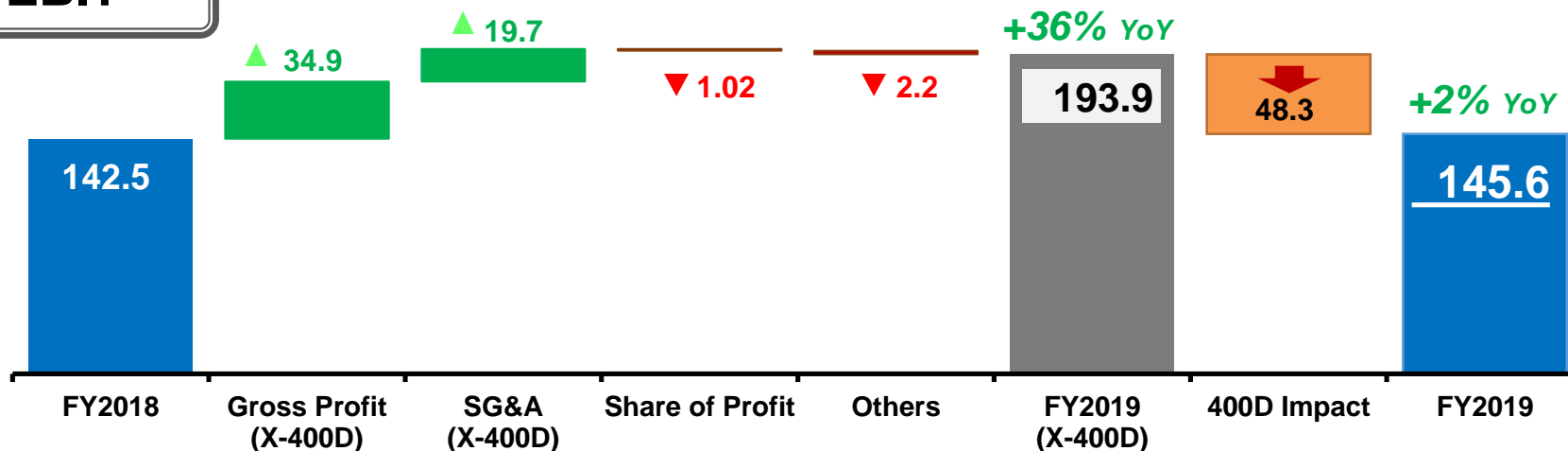
Profits significantly declined as a result of the one-time non-cash labour law amendment.

Excluding this impact, gross profit and net profit roughly increased 6% and 36% Y-o-Y, respectively

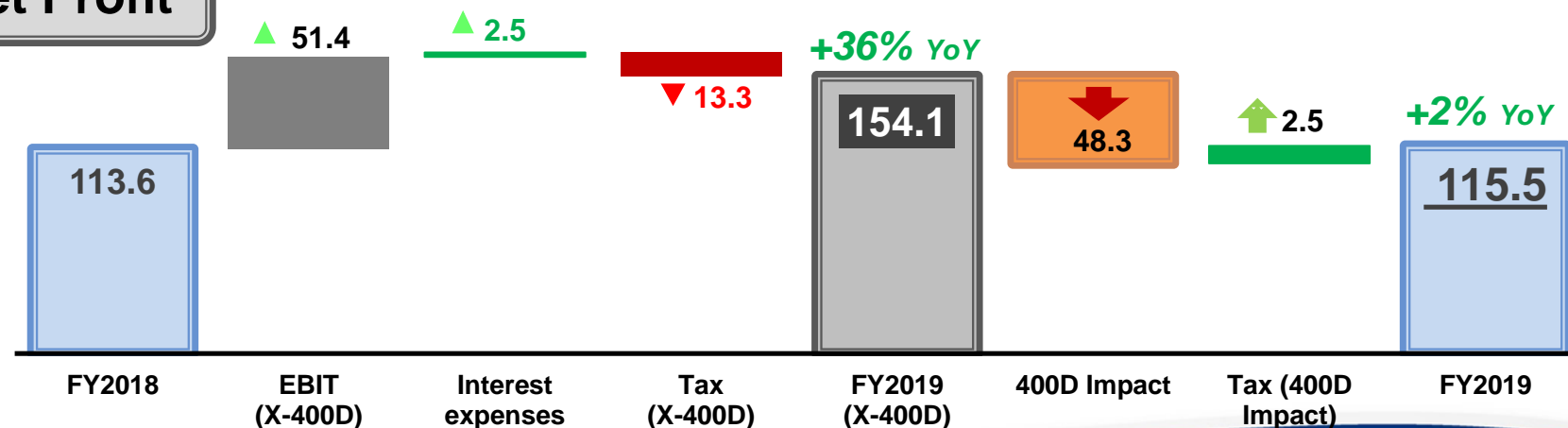
# FY19 EBIT and Net Profit

## EBIT

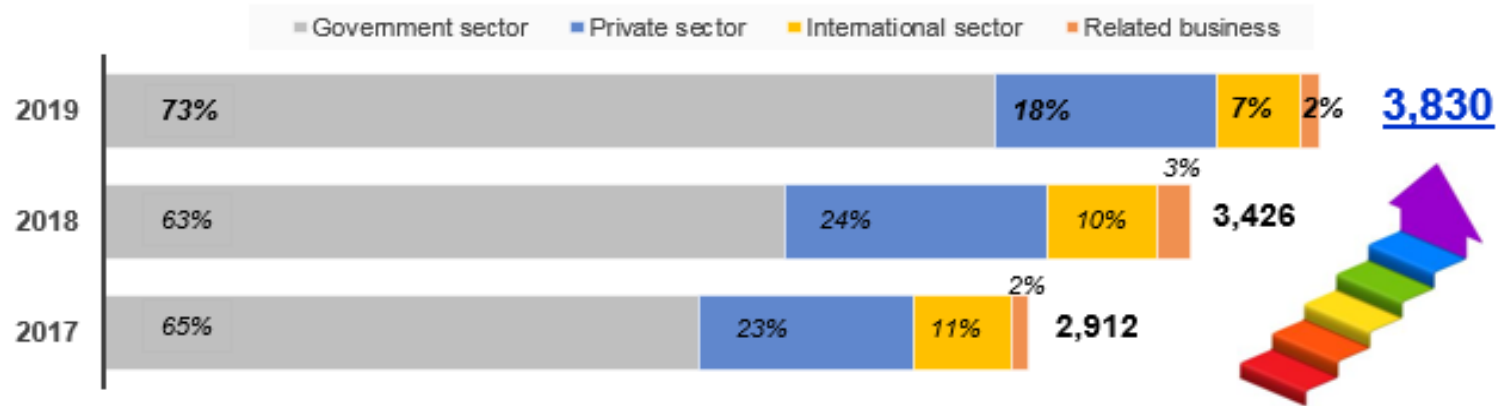
Million Baht



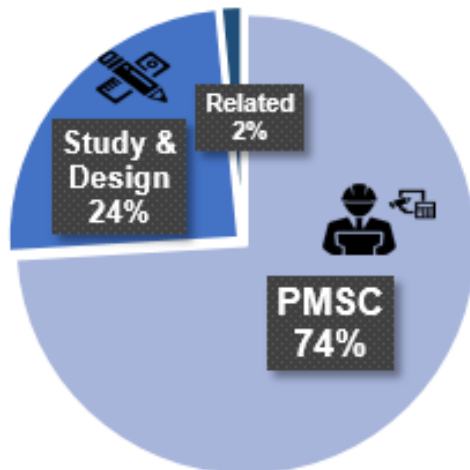
## Net Profit



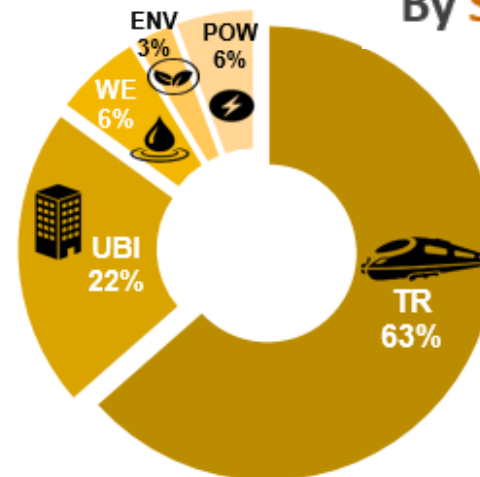
## BACKLOG by Sector



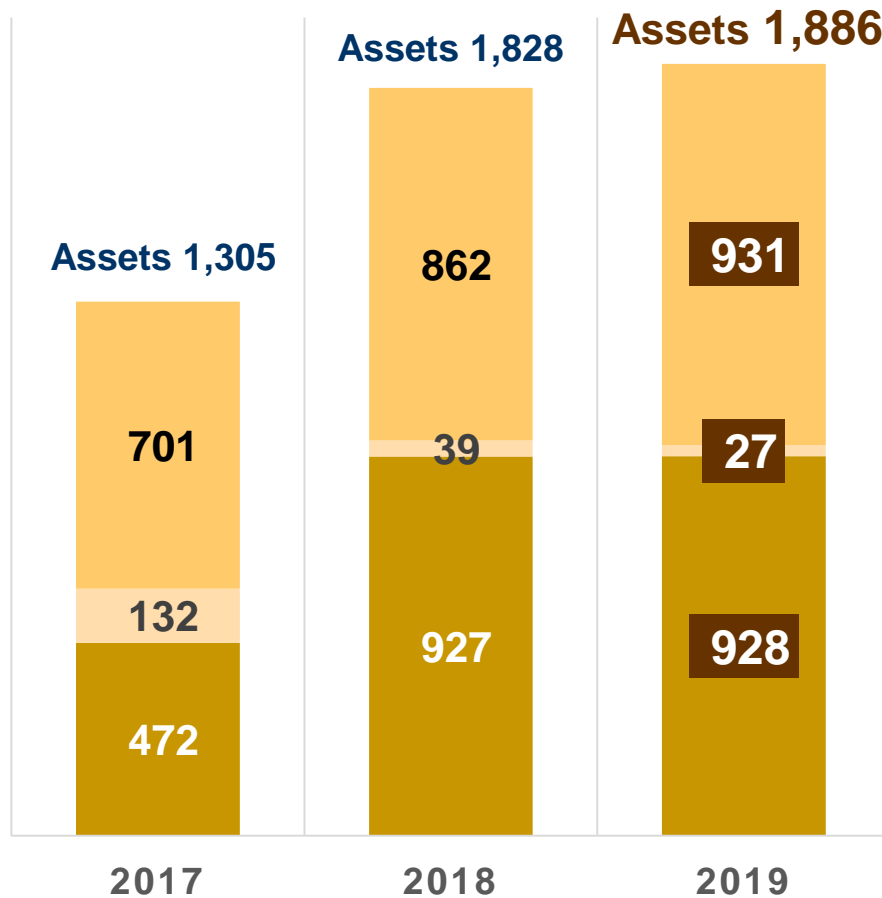
## By Services



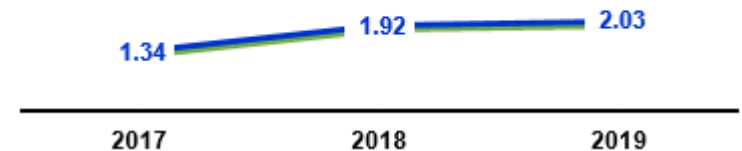
## By Specializations



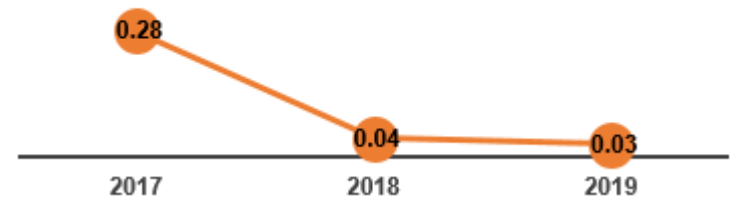
## BALANCE SHEET



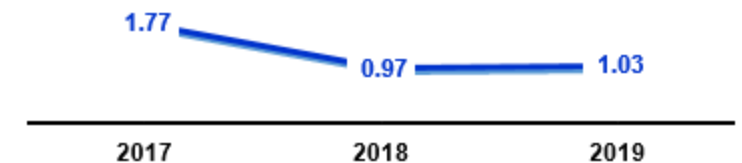
## CURRENT RATIO



## GEARING RATIO

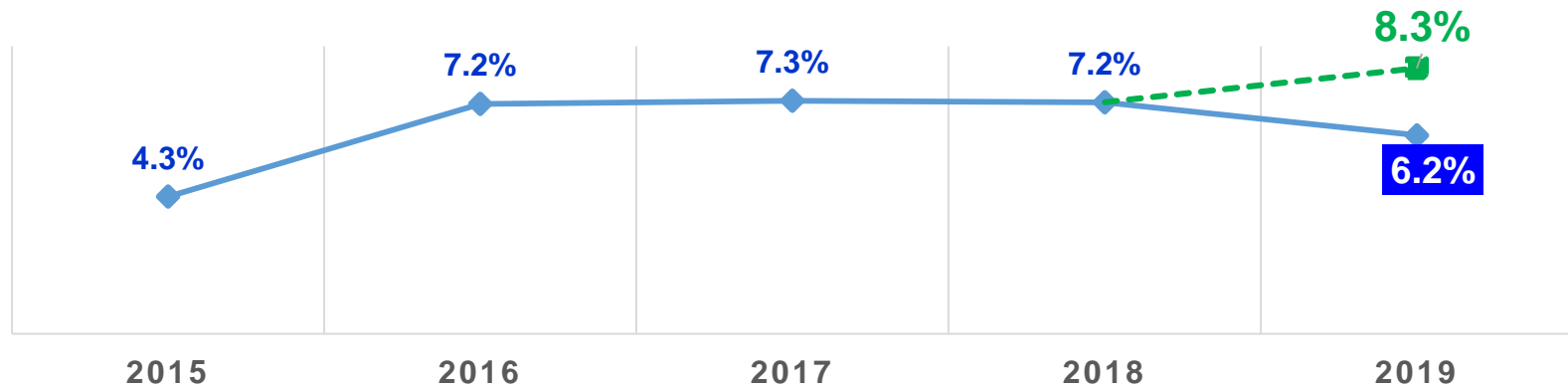


## D/E RATIO

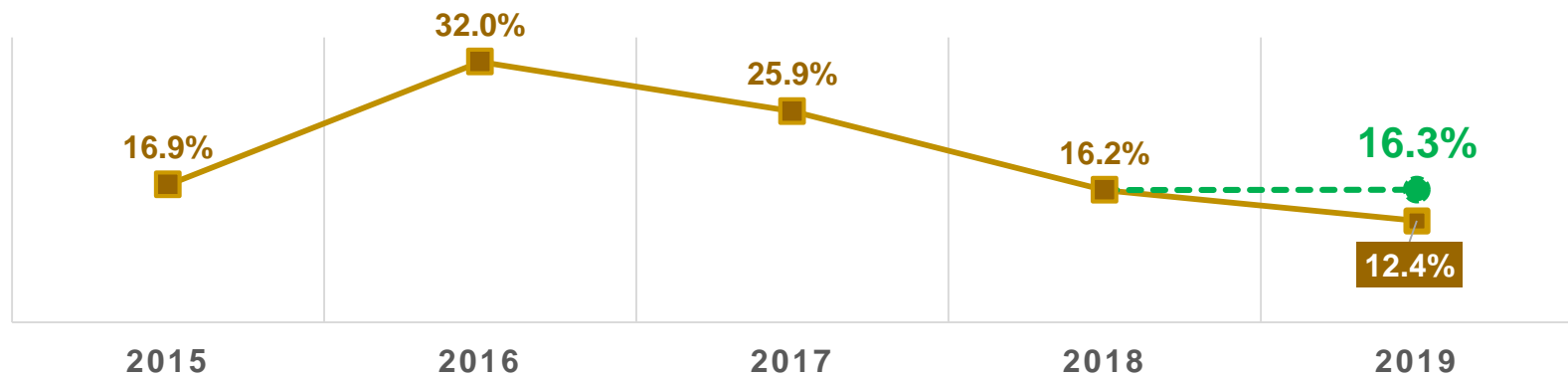


■ Shareholders' equity ■ Interest bearing debt ■ Other liabilities

## RETURN ON ASSET (ROA)



## RETURN ON EQUITY (ROE)





## FY2019

**TEAMG** delivered Annual  
dividend yield approx. 5%

### 2H19

DPS : 0.060 THB/Share  
BOD's approval date : 19/02/20  
Closing price : 2.32 THB/Share  
Dividend Yield : 2.59%

### 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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2 | 2019 Project update

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4 | **Outlook for 2020**

# 2020 Achievements and Acquisitions

Ongoing + Potential

Government  
**85+20**  
Projects

Private  
**188+19**  
Projects

International  
**52+7**  
Projects

Related  
**15+5**  
Projects



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



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



**Construction Supervision of High-Rise Buildings of Leading Developers**



**Instrumentation; Royal Irrigation Department**

# Opportunities for Consultancy Contract of Mega Projects 2020

**Railway and Highway Projects**



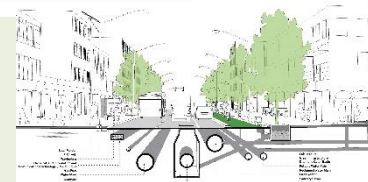
**EEC Development Projects**



**Power and Energy Projects**



**Infrastructure and Utilities**



**Related Businesses**





# New 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

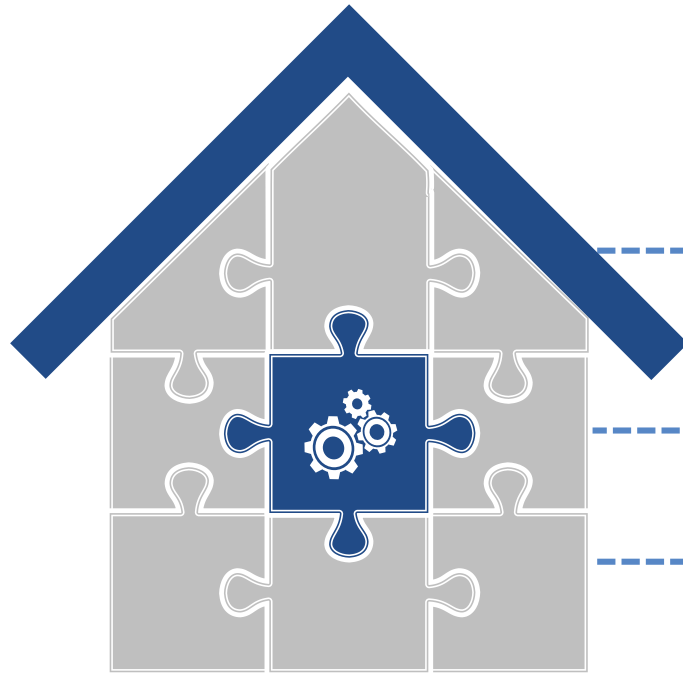
- Hydropower
- Renewable Energy
- Infrastructure
- Buildings
- Water Supply
- Waste Water Treatment Plant
- Industrial Estate

## Related Businesses

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

## Related Services

- BIM
- UAV
- Instrumentation



Government stimulates investment projects for economic recovery.

TEAMG has opportunities to acquire more projects in 2020.

Oil price fluctuation has no effect on TEAMG's operations.

# End of Presentation