



**TEAM Consulting Engineering and Management PCL.**

# **FY 2020 Opportunity Day**

**16 March 2021**



*“ A Regional Solution  
Provider and Innovative  
Business Developer “*

## **01 About TEAMG**

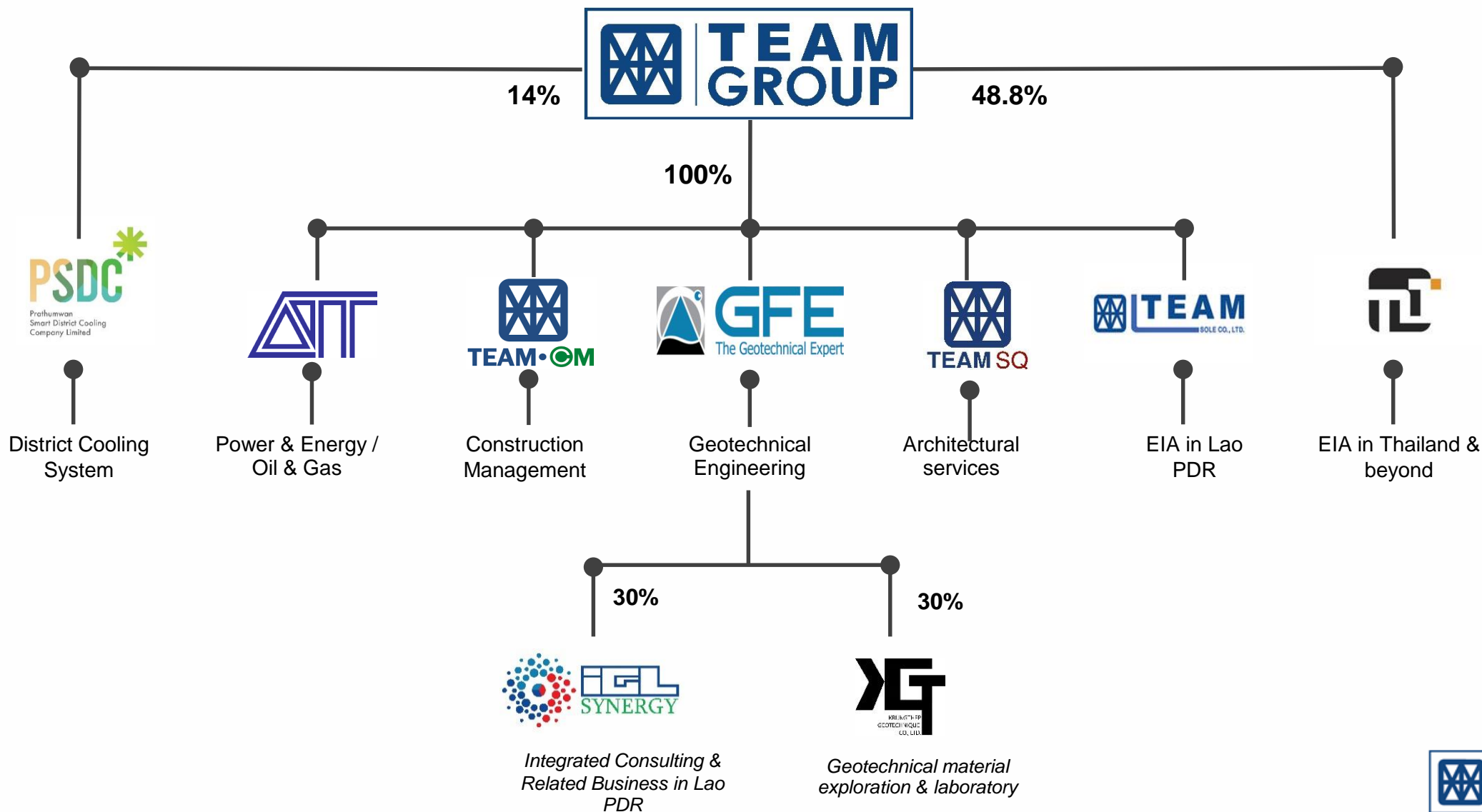
**02 2020 Project update**

**03 Financial results**

**04 Outlook for 2021**

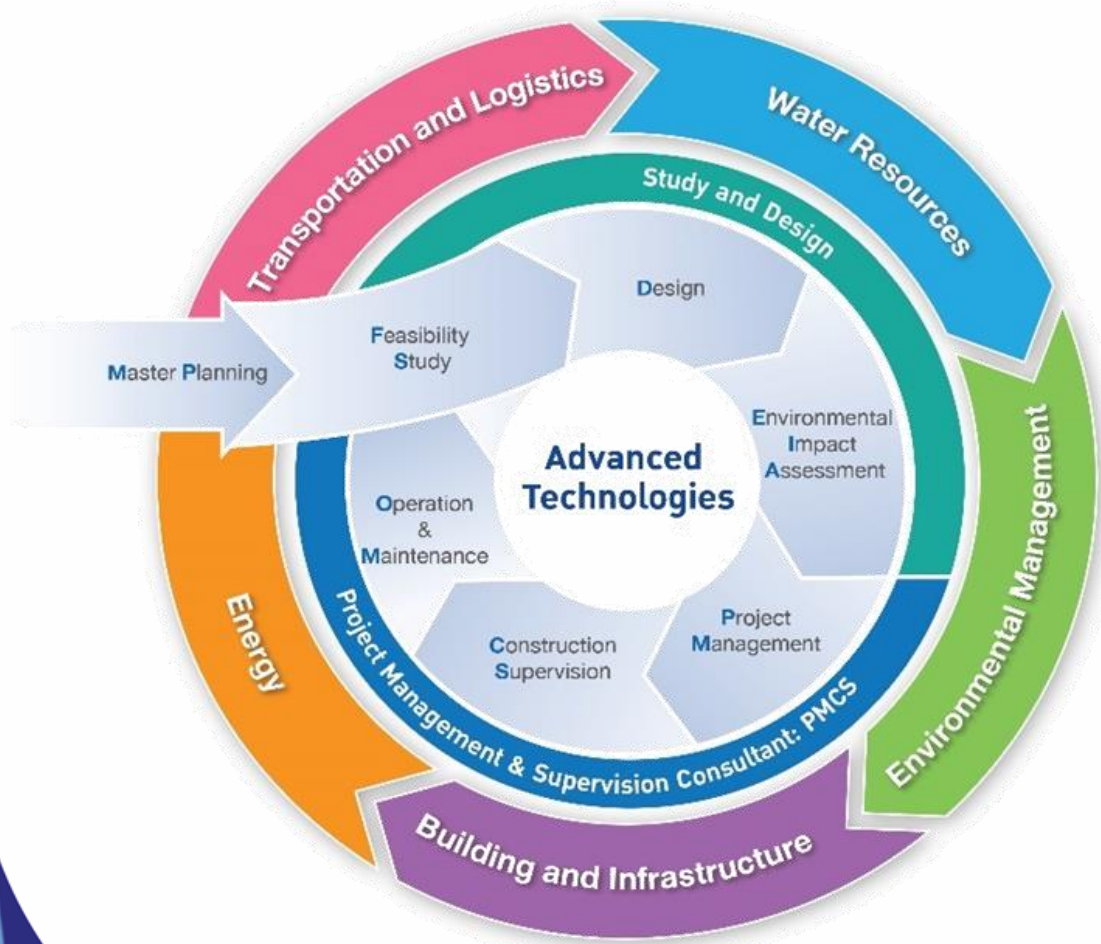
# The leading integrated consulting firm in Thailand and region

Top of Integrated Engineering Consulting firms in Thailand with comprehensive consultancy services



# Our expertise covers 5 areas of consulting service

Transportation, Water resource and Building are our flagship



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 resources development.



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.



5

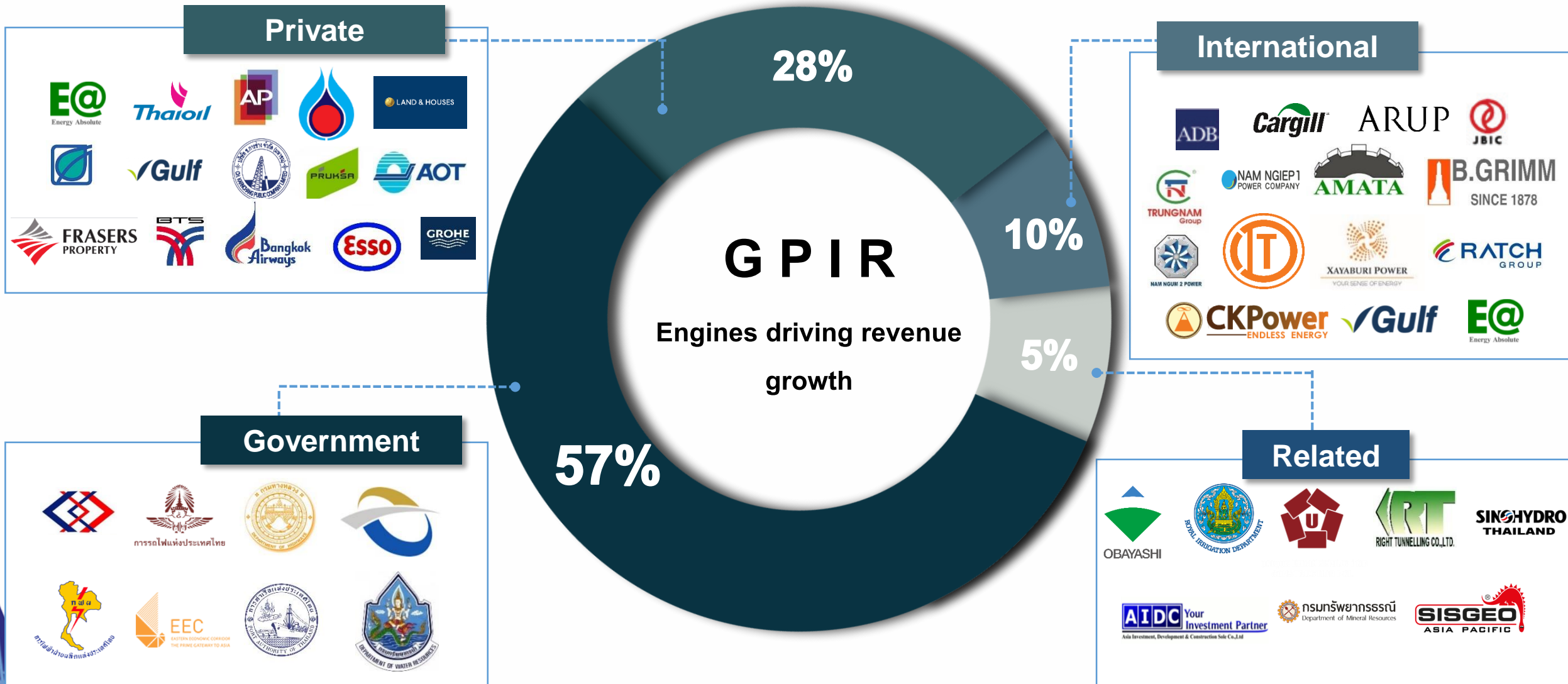
## Energy

Providing services for a full range of energy innovations.





# Diversify customer portfolios into 4 major sectors



## TEAMG Key Strength

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

# Implementing 5 key strategies to approach sustained growth

Aim to become a regional leader in the integrated consulting



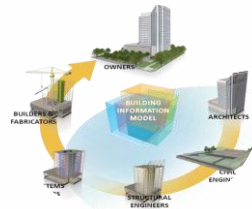
## 1 Portfolio Diversification

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.



## 5 Non-Consulting Business Expansion

Investing in Non-Consulting Business for recurring income



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# 2020 Achievements

Government

**31**

Projects

Private

**92**

Projects

International

**19**

Projects

Related

**33**

Projects

**Total 175 Projects**

# Non-Consulting Business Projects



**The Concession Contract for District Cooling Project for the Property Management of Chulalongkorn University**  
Contract Period: 20 Years



**Water Recycling for Property Management of Chulalongkorn University**  
Contract Period: 10 Years  
Capacity 240 m<sup>3</sup>/day



**The Solar Power Purchase Agreement (Solar Rooftop) with Siam Quality Steel Company Limited**  
Contract Period: 10 Years  
Capacity: 0.6 MW

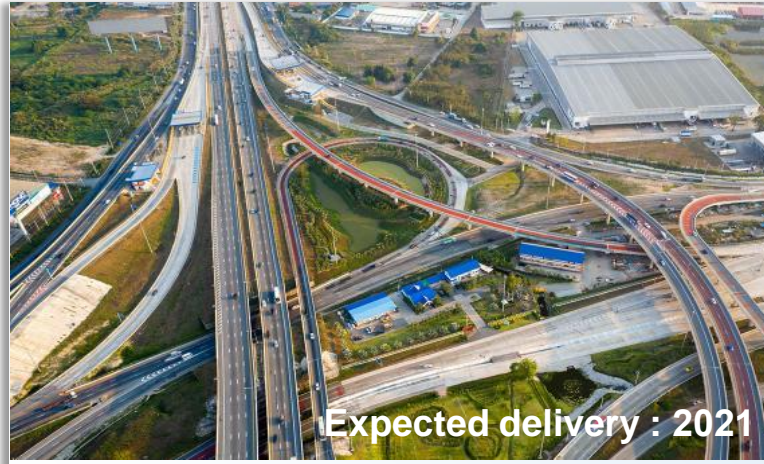


# Backlog Highlight Projects Granted in 2020



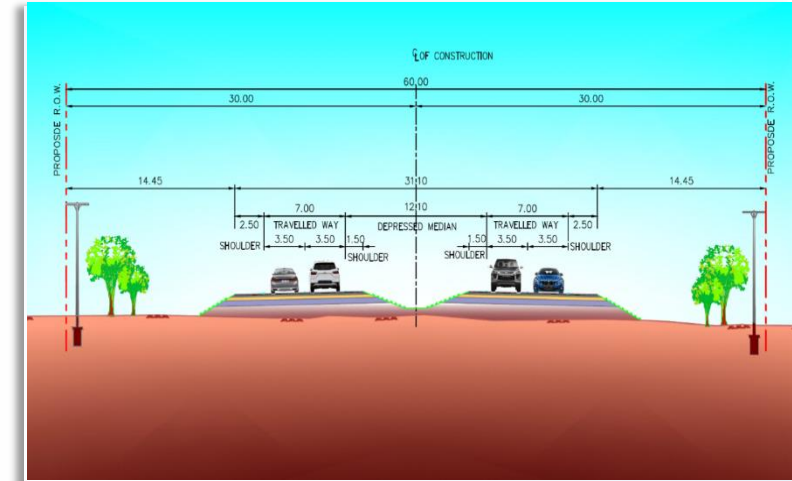
Expected delivery : 2028

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



Expected delivery : 2021

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



**4-lane highway, the new highway from**  
**highway 202 to the 6th Mekong River Bridge**  
**(Ubon Ratchathani) : DOH / FS & DD**



Expected delivery : 2021

**Thorthongdaeng Operation and**  
**Maintenance Project;** Royal Irrigation  
Department Feasibility Study 2021



Expected delivery : 2021

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



Expected delivery : 2022

**Dam Instrumentation of Reservoirs;**  
**Royal Irrigation Department**



# Backlog Highlight Projects Granted in 2020



**In-House Engineering for Civil and Geotechnical Work Design for Luang Prabang HPP : CK (LAO)**



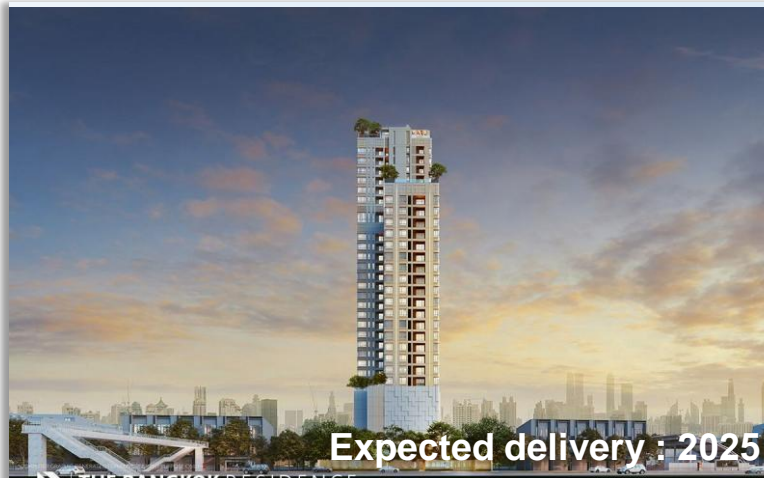
**Relocation of Shatin Sewage Treatment Work - Main Cavern Construction : Golder Associates (HK) Limited/ Tender Design**



**Water Transmission Pipelines for Enhancing Consumption of Water from Khlong Si Yat Reservoir : PWA / FS & DD**



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



**Condo PATTAYA WORLDMARK : MQDC**  
Project Management and Construction Management



**Dynamic Complex Project Phase :CP ALL**  
Project Management and Construction Supervision



# Backlog Highlight Projects Granted before 2020



Expected delivery : 2021

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



Expected delivery : 2023

**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 : 2023

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



Expected delivery : 2021

**Xayaburi HPP, Lao PDR; CK**  
Instrumentation Works



Expected delivery : 2022

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



# Backlog Highlight Projects Granted before 2020



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



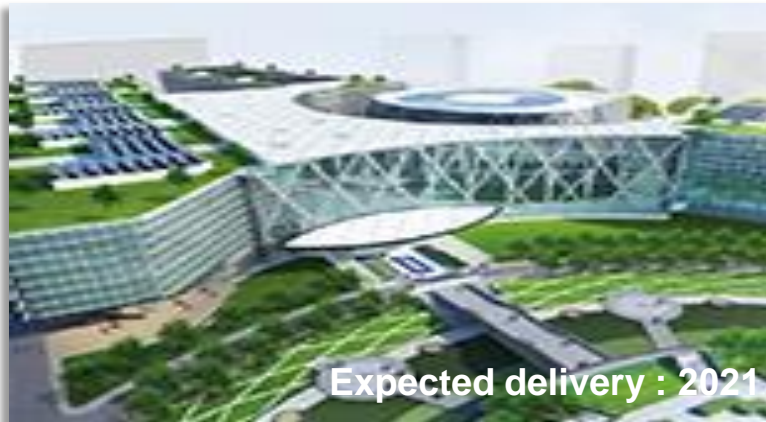
**U-Tapao Airport and Eastern Airport City Project ; EECO**  
Project Management Office and Contract Administration



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



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



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



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



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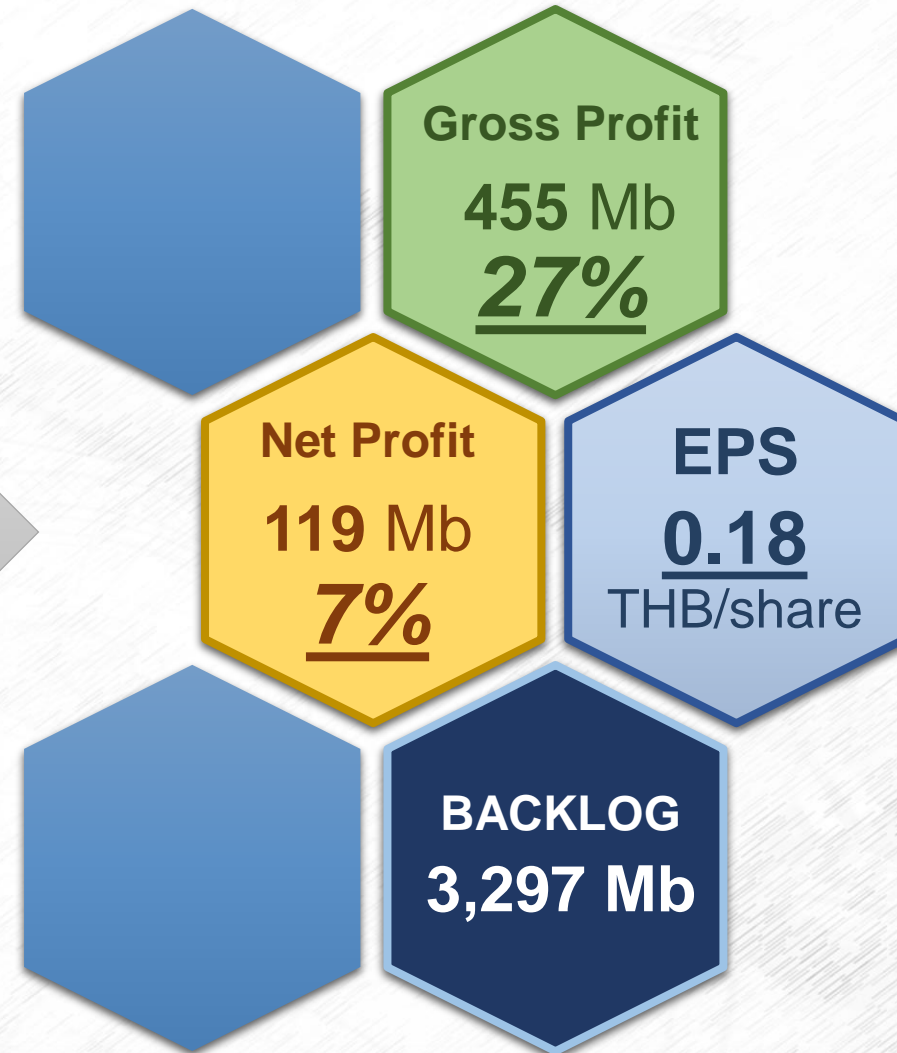
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# FY2020 Performance Highlights

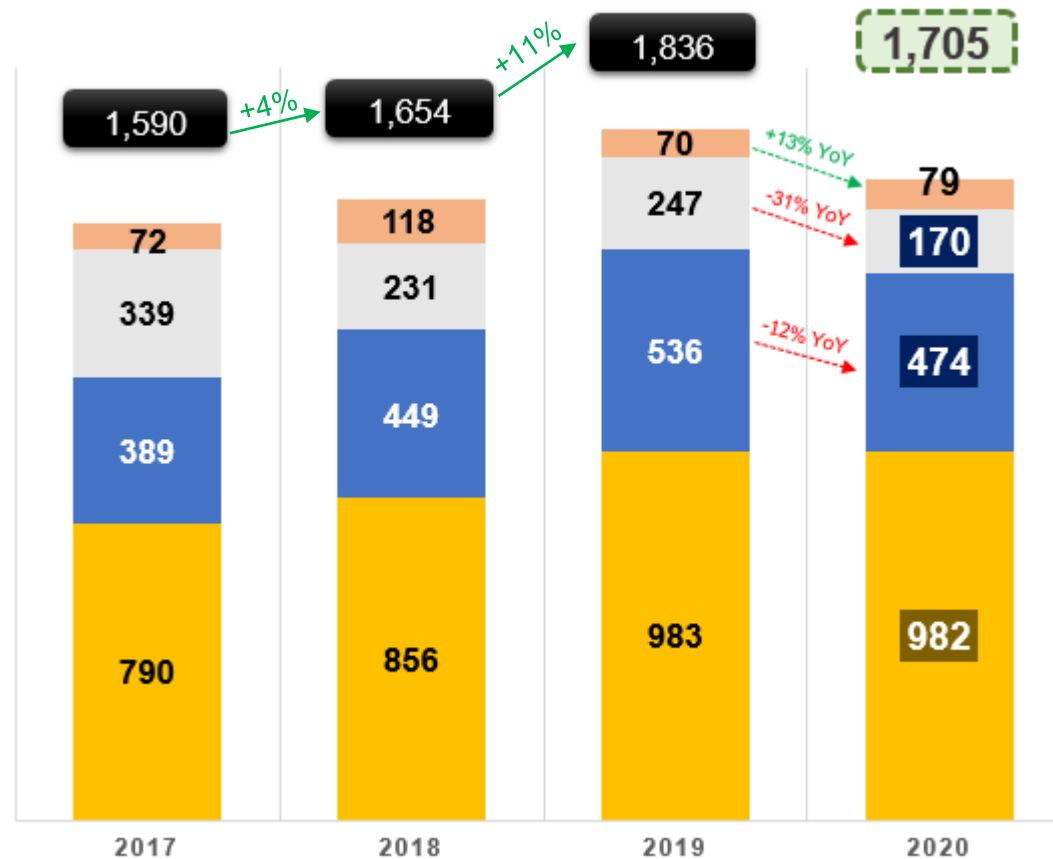




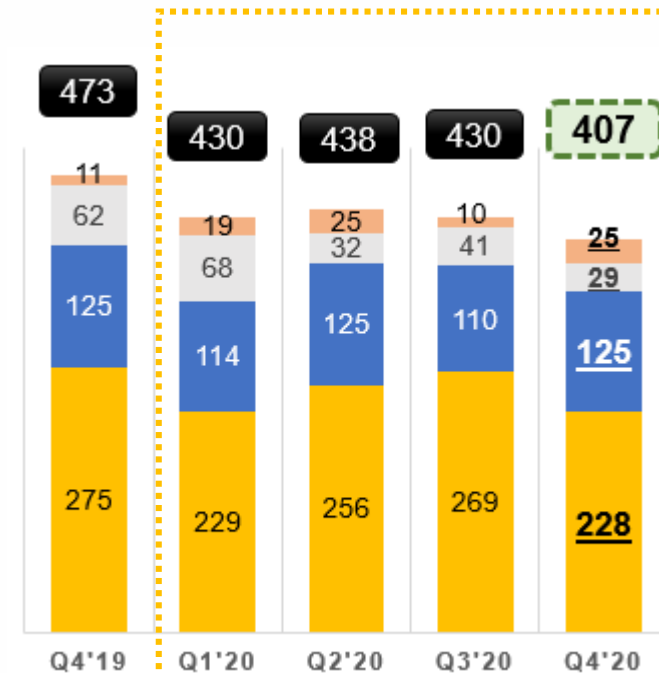
# FY2020 Revenue Breakdown

Unit: Million Baht

FY2020 Revenue posted 1,705 MB, decline -7% Y-o-Y, mainly due to P and I sectors

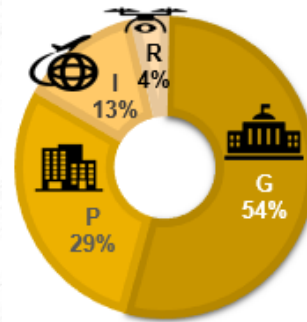


	Q4'20	Q4'19	Y-o-Y	Q3'20	Q-o-Q
Government sector	228	275	-17%	269	-15%
Private sector	125	125	0%	110	14%
International sector	29	62	-53%	41	-29%
Related business sector	25	11	127%	10	150%
	407	473	-14%	430	-5%

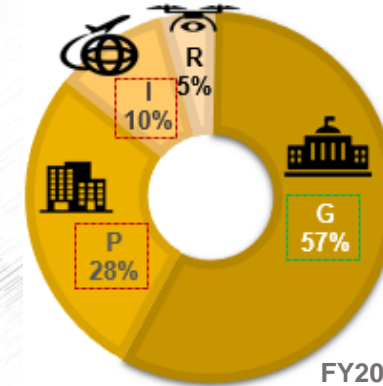


# FY2020 Revenue Contribution

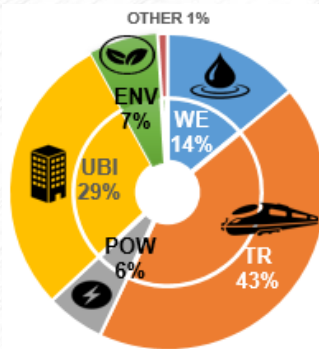
## By Sectors



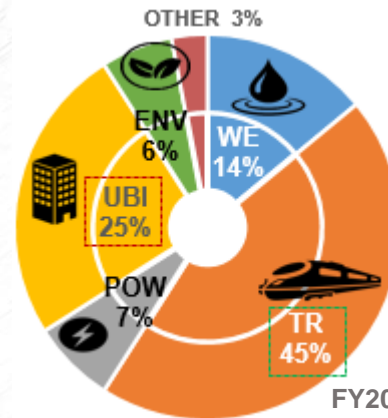
FY2019



FY2020



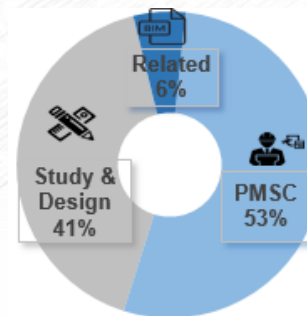
FY2019



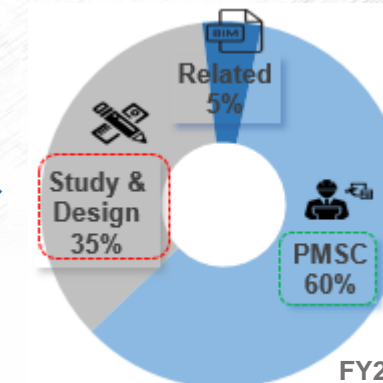
FY2020

## By Specializations

## By Services



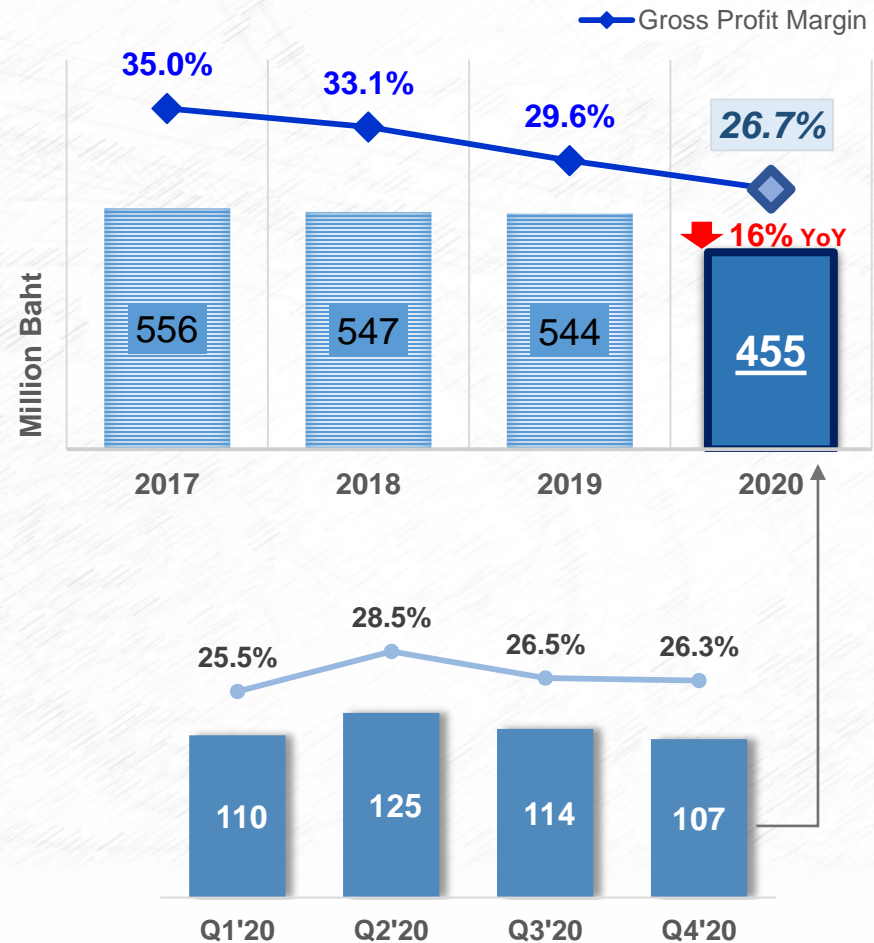
FY2019



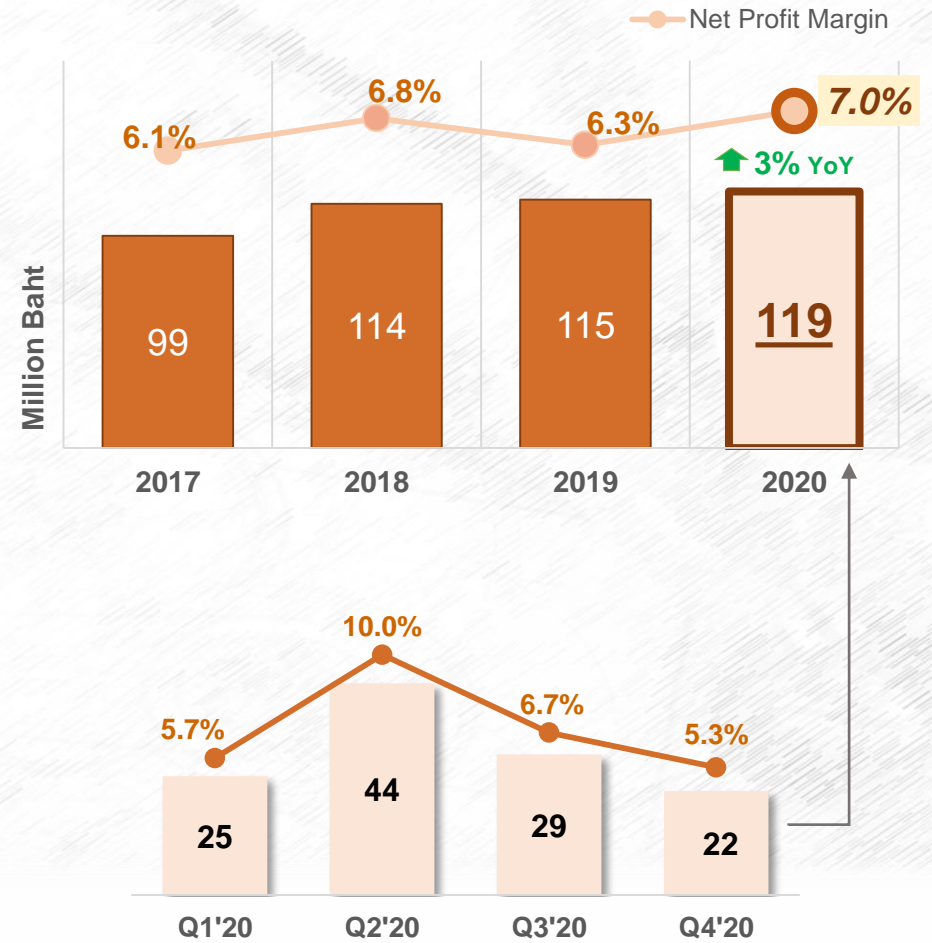
FY2020

# FY2020 Gross Profit & Net Profit

## Gross Profit



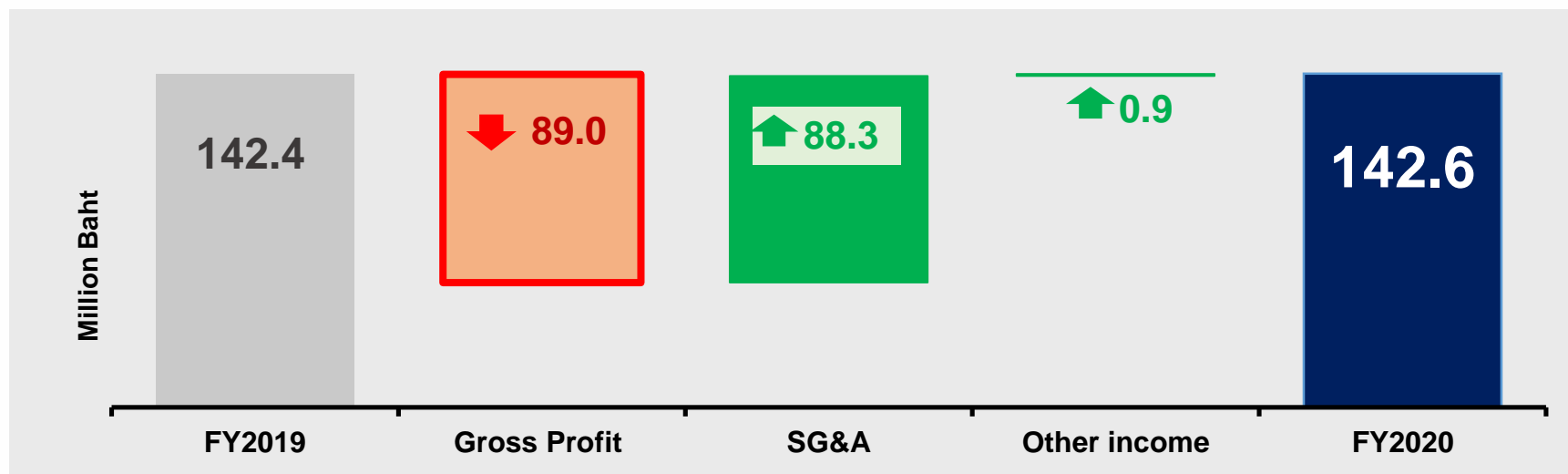
## Net Profit



# FY2020 Operating Profit and Net Profit

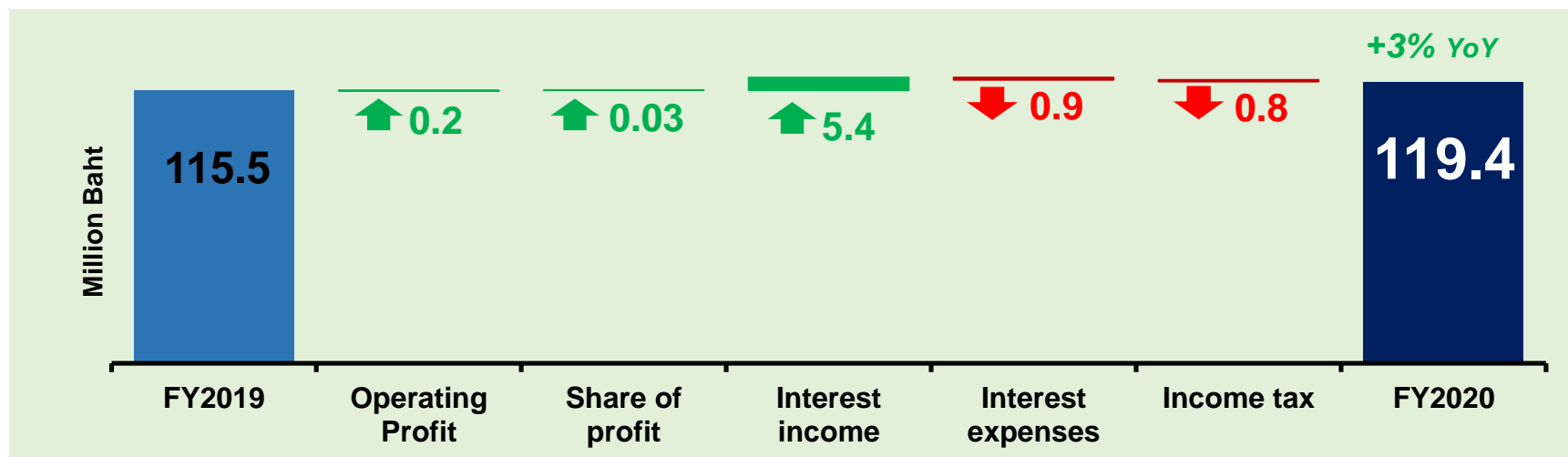
## Operating Profit

Despite total revenue and gross profit declined, SG&A to revenue ratio improved from 22% in FY2019 to 19% in FY2020



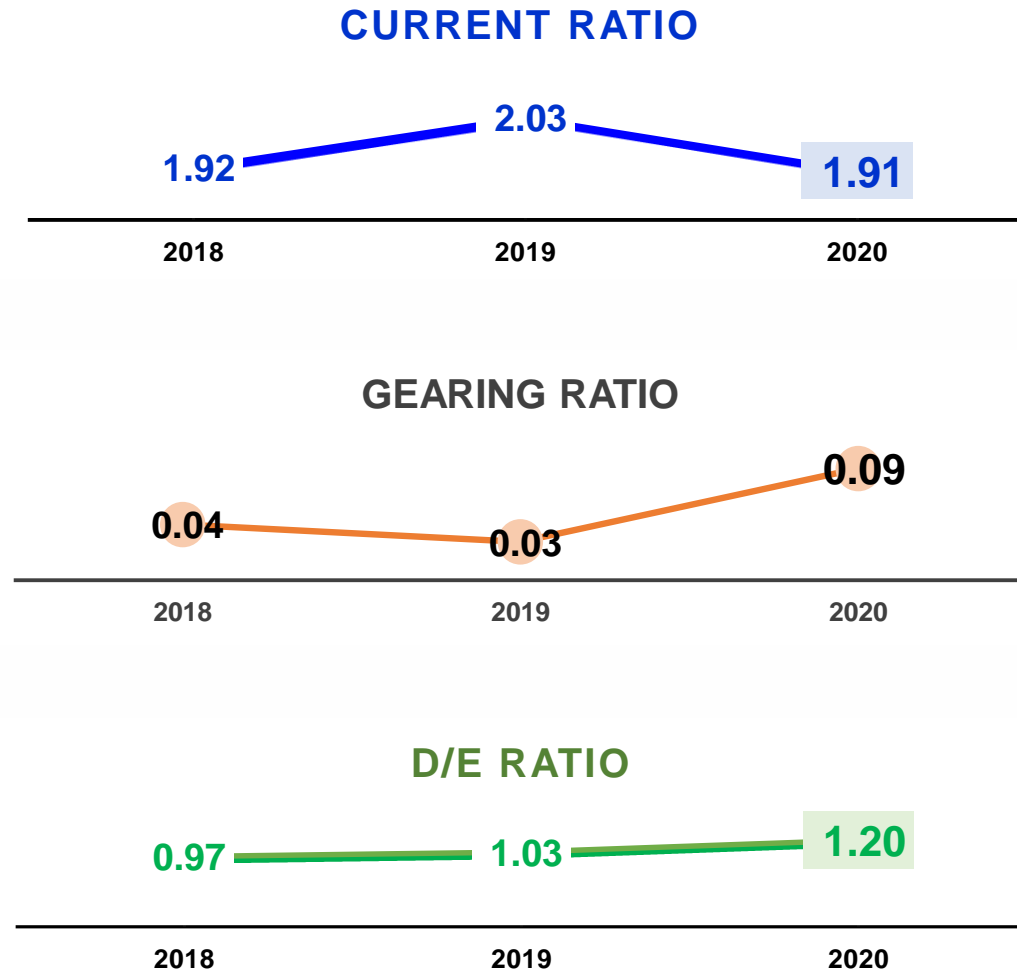
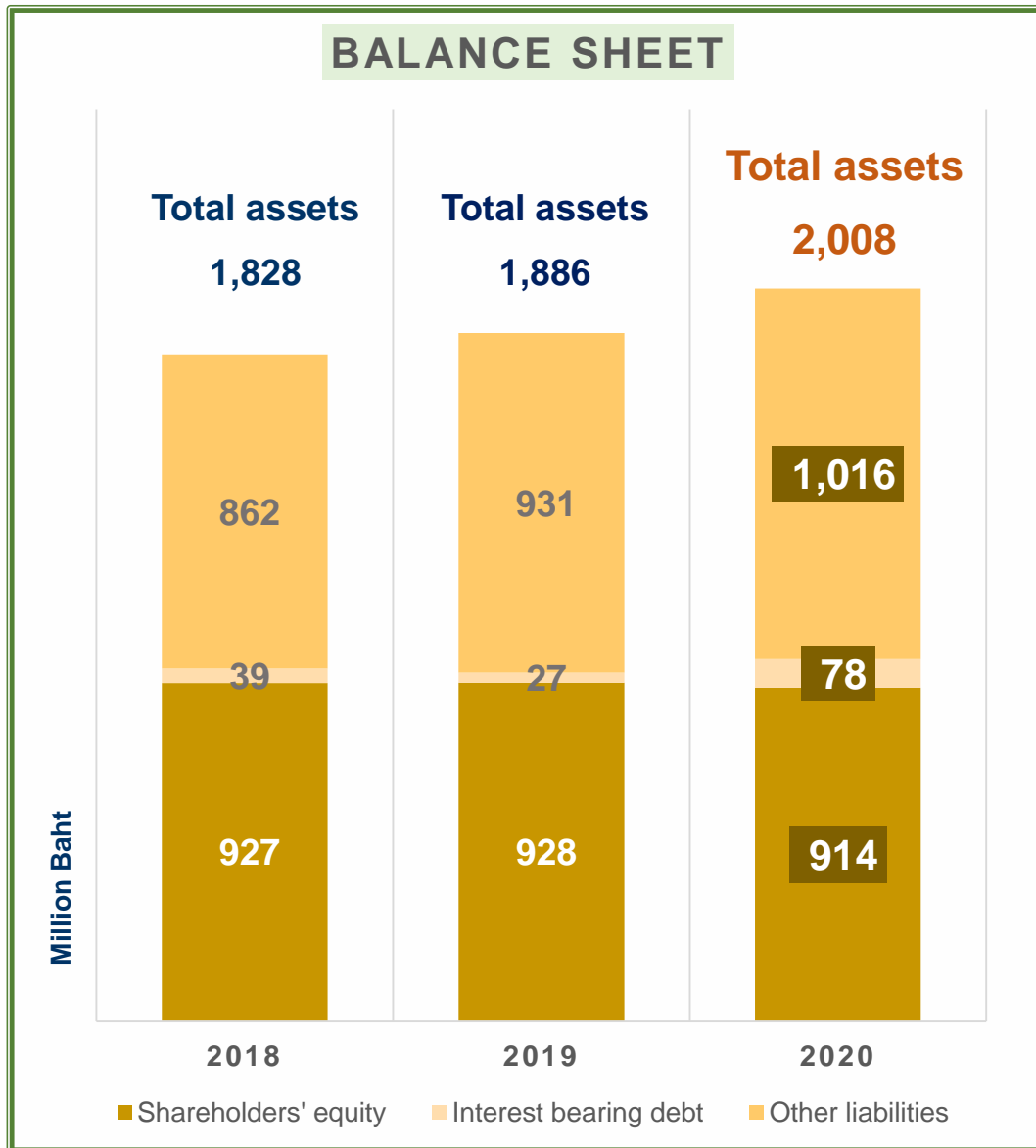
## Net Profit

Major contribution from interest income from the adoption of new financial reporting standards



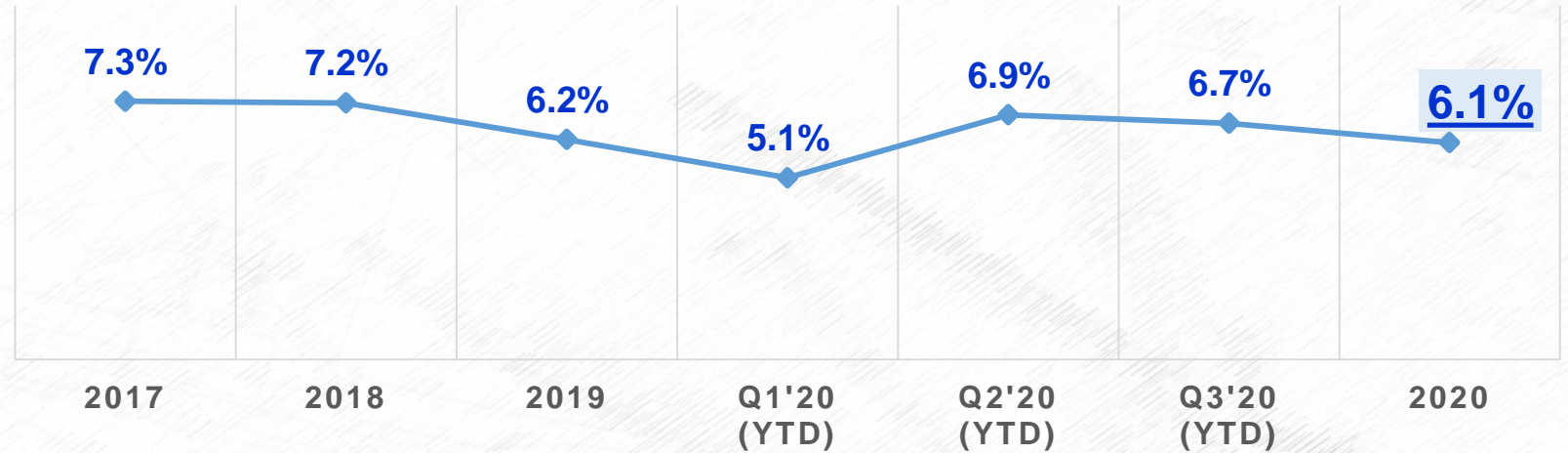


# FY2020 Financial Position

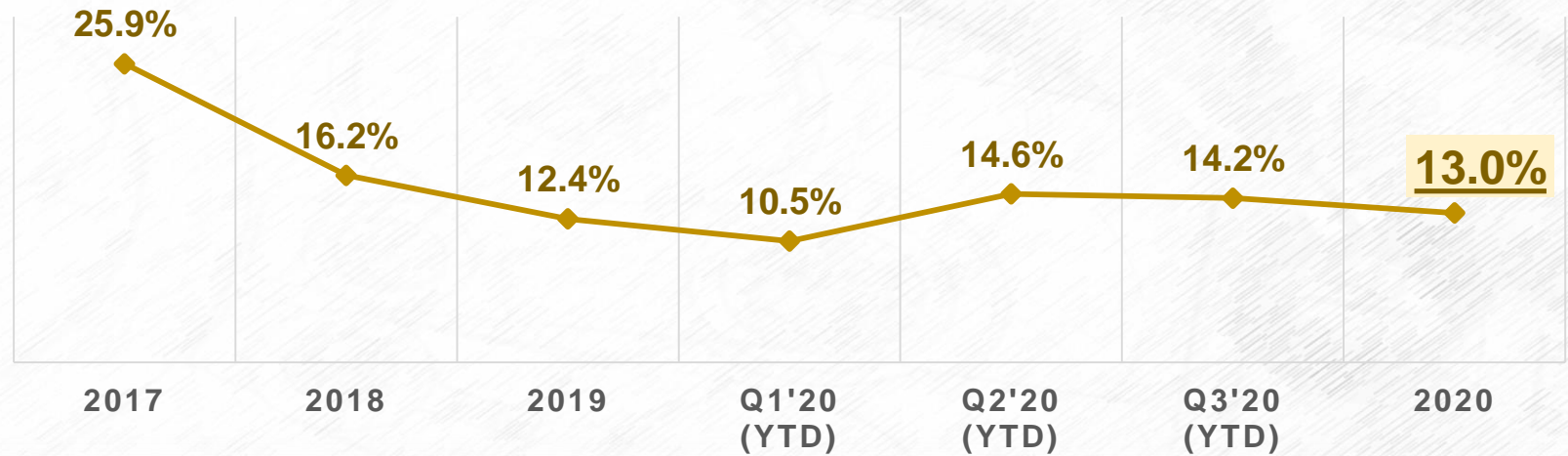


# FY2020 Financial Ratio

## Return on Asset (ROA)

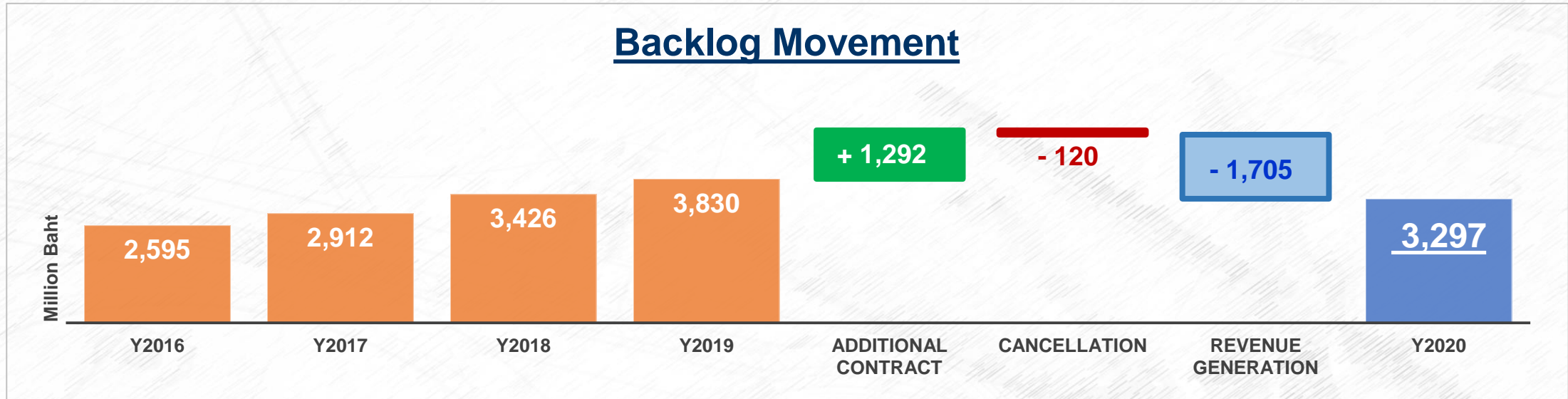


## Return on Equity (ROE)

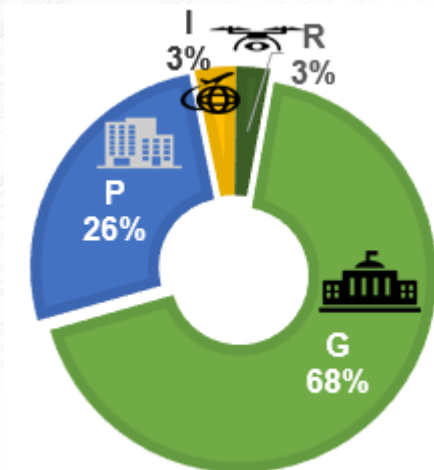


# FY2020 Backlog : Consulting services

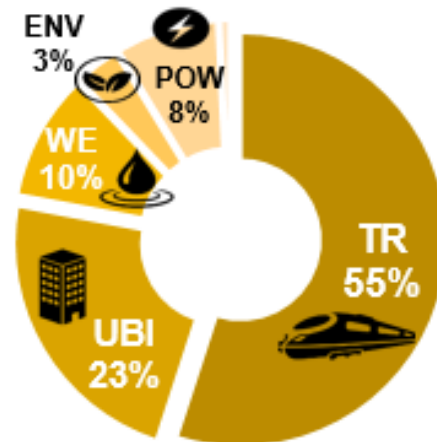
## Backlog Movement



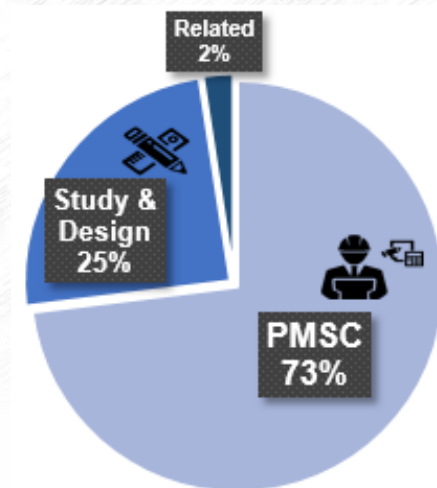
## By Sectors



## By Specializations



## By Services



# FY2020 Dividend Payments



Number of Outstanding Shares

**680,000,000**

Shares

Market Capitalization (30/12/20)

**1,414,400,000**

THB

## FY2020

**TEAMG** delivered Dividend yield approx. **7%**

### 1H20

DPS : **0.11 THB/Share**

Announcement date : **11/08/20**

Closing price : **2.32 THB/Share**

Dividend Yield : **4.74%**

### 2H20

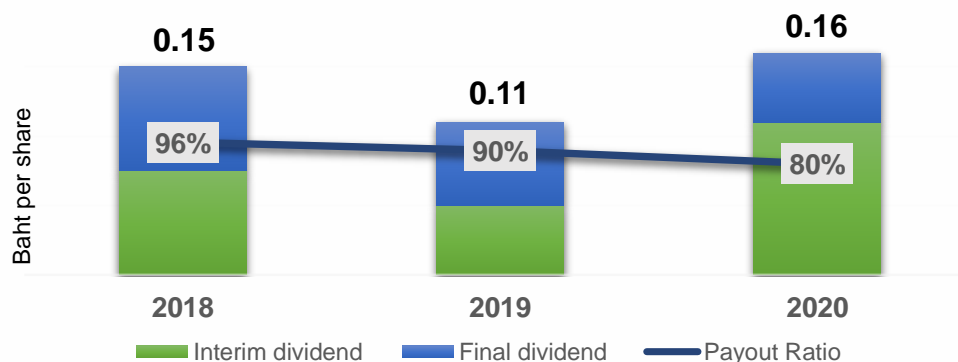
DPS : **0.05 THB/Share**

BOD's approval date: **25/02/21**

Closing price : **2.12 THB/Share**

Dividend Yield : **2.36%**

### Dividend Payout Ratio



Final dividend of Baht 0.05 per share will be proposed to the 2020 AGM on 29 April 2021 for an approval.

(Ex-Dividend date is on 12 May 2021 with Payment date on 28 May 2021)

### Dividend Policy

At least 40% of its net income according to the separate financial statement after deduction of corporate income tax and all other reserves under the laws





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## 2021 On-Going and Potential

Government

**94+32**

Projects

Private

**185+50**

Projects

International

**44+14**

Projects

Related

**30+28**

Projects

**Total 353+124 Projects**

# Project Opportunities in 2021

## Signed



**Technical Inhouse Consultant for Bureau of Location and Design; Department of Highways**



**Underground Substation for Lumpini Park; MEA**  
Construction Supervision

## To be Signed



**Water Chart for Ping Wang Yom Nan River Basin Project;**  
Office of the National Water Resources



**Underground Substation for the Extension Project along the MRT, Pink and Yellow Line; MEA**  
Detailed Design



**Design of Water Treatment Plant Extension; MWA**



**Public Private Partnerships (PPP) Study for Mass Rapid Transit on Bang-Na to SBIA; BMA**



# Project Opportunities in 2021

## Potential



**Airport Project in EEC**



**Water Transmission Tunnel For MWA**



**Flood Drainage Tunnel for BMA**



# Opportunities for Consultancy Contract of Mega Projects 2021



**Railway and Highway Projects**



**EEC Development Projects**



**Power and Energy Projects**



**Infrastructure and Utilities**



**Water Resource Projects**



# 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

## ➤ Special Projects

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

## ➤ Related Services

- BIM
- UAV
- Instrumentation



**Dr. Aphichat Sramoon**

*Chief Executive Officer*

Email : [aphichat\\_s@team.co.th](mailto:aphichat_s@team.co.th)



**Mrs. Penpilai Phonchaipanich**

*Chief Financial Officer*

Email : [penpilai\\_p@team.co.th](mailto:penpilai_p@team.co.th)



**Miss Nuanprae Patramai**

*Investor Relations*

Email : [nuanprae\\_p@team.co.th](mailto:nuanprae_p@team.co.th)

Tel: 0802719521





End of Presentation