



TEAM Consulting Engineering and Management PCL.

FY 2023 Opportunity Day

14 March 2024





01 About TEAMG

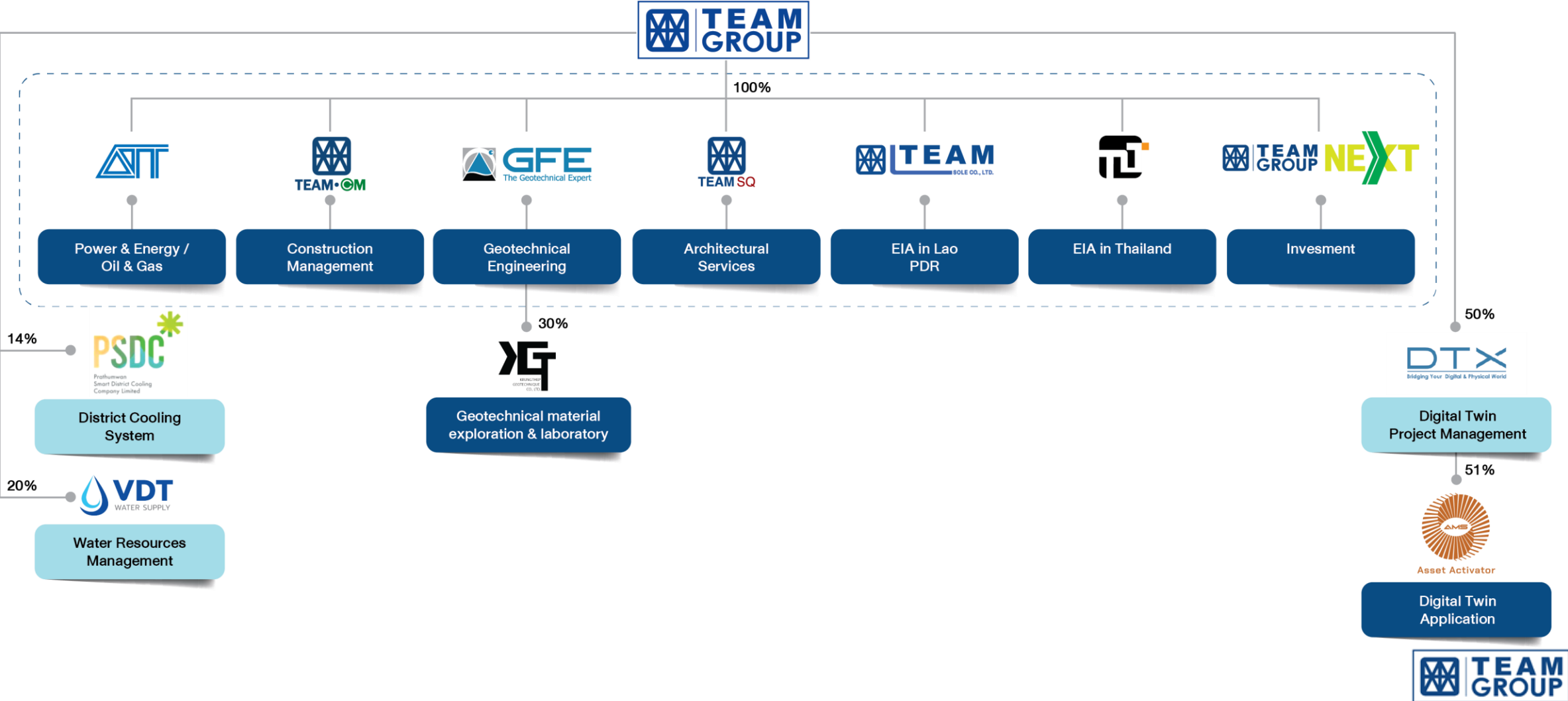
02 Project update

03 Financial results

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The Leading Integrated Engineering Consulting Firm in Thailand and Region

Vision : 2021-2025 “ A Regional Solution Provider and Innovative Business Developer ”



Our expertise covers 5 areas of consulting services

Transportation, Water resource and Building are our flagship



Transportation and Logistics

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



Water Resources

Delivering services in all dimensions of water resources development.



Environment

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



Building and Infrastructure

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



Energy

Providing services for a full range of energy innovations.

Business Structure

Consulting Business

Government (G)

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

Private (P)

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

International (I)

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

Related Business (R)

Related Services

- EPC
- Energy Efficiency
- AI & IOT
- BIM
- Digital Twin
- UAV (Drone)
- Instrumentation

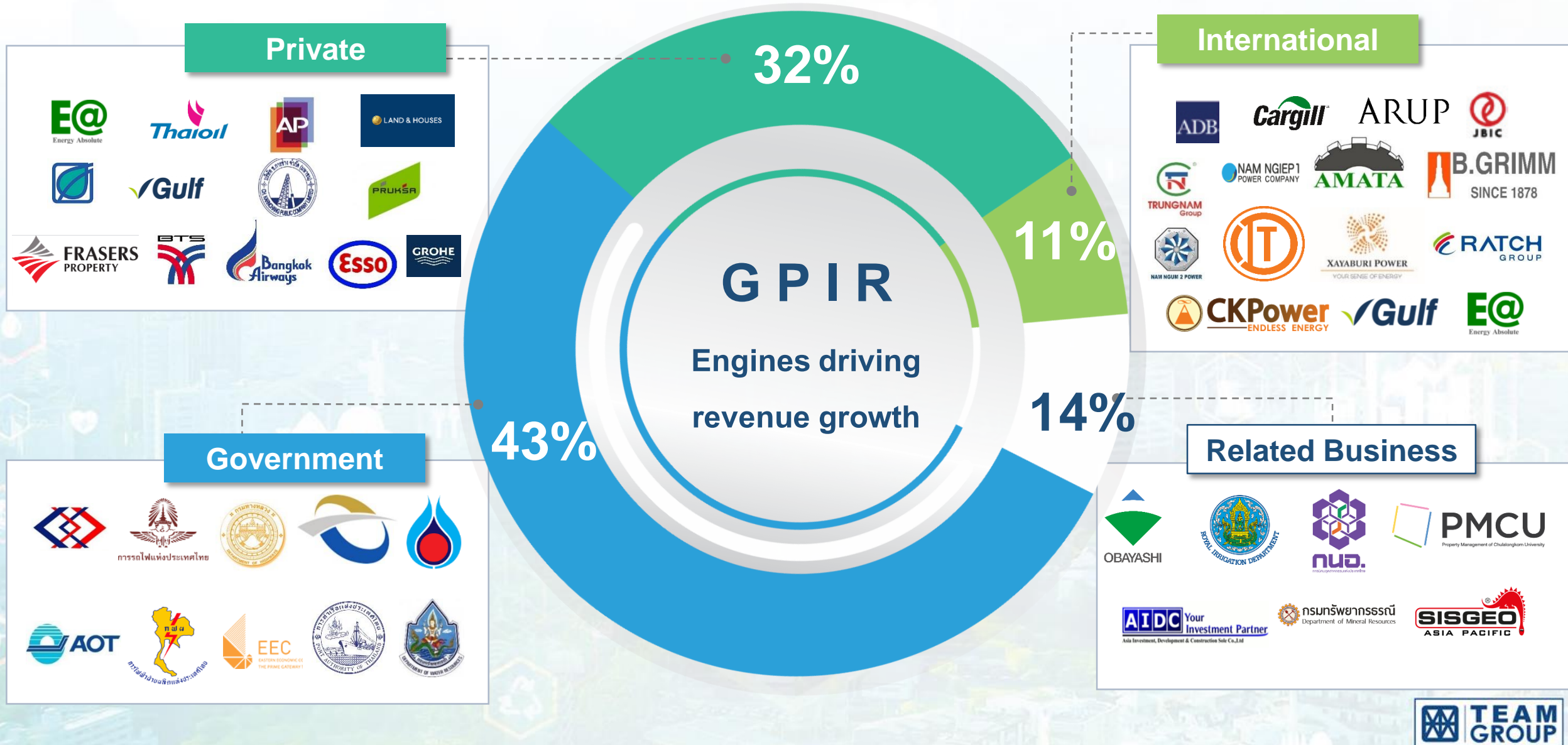
Innovative Investment

- Energy Efficiency
- Renewable Energy
- Water Supply
- Waste Water Treatment Plant

Climate Change and Greenhouse Gas Services

- GHG Consultancy Services (CFO, CFP, etc.)
- In the preparation process to be a GHG Validation and Verification Body: VVB (expected to be completed by June 2024)

Diversify Customer Portfolios into 4 Major Sectors



TEAM GROUP Sustainable Development - Governance



TEAM GROUP was awarded the excellent level (5 stars) under Corporate Governance Report of Thai Listed Companies 2023 (CGR) by Thai IOD and listed in the rank of Top Quartile of overall listed companies, listed companies in property & construction industry and companies in the market cap. of 3,000- 9,999 Million Baht.

TEAM GROUP Sustainable Development - Environment

“Promote a sustainable future of low-carbon society to all parties with climate action & our comprehensive services”

Renewable Energy (Solar Rooftop)

- Installed at TEAM building
- PPA with clients
- Reducing GHG emission

Energy Efficiency (Smart Chiller)

- Installed at TEAM building
- Provides consultancy services with clients
- Reducing GHG emission

BIM & Digital Twin

- Provides consultancy services with clients
- Increase efficiency of O&M of buildings
- Reducing waste in construction & GHG emission



Circular Economy for Construction Industry: CECI



Thailand Carbon Neutral Network: TCNN

- **Participate in the networks that set the goal to reduce construction waste and carbon.**

TEAMG Sustainable Development - Social

Providing integrated knowledge to the society



Providing knowledge from TEAM GROUP's expertise, including water resources management, BIM, and Digital Twin, etc. to general public via media channels, and public seminars



Since 2009, TEAM GROUP arranged site visit activities for high school students from Nakhon Sawan School who had interest in Engineering study to share knowledge and insights from our experienced professionals.



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2023 Achievements

Government

16

Projects

Private

98

Projects

International

12

Projects

Related

6

Projects

Total **132** Projects

Related Business Projects

Related Services



Expected delivery : 2026

Construction of the New Zoo (Phase 1) at Khlong Hok of the Zoological Park Organization



Expected delivery : 2027

Phase 2 of the Construction of the Precious Wood Knowledge Museum for the Ministry of Natural Resources and Environment

GHG Consultancy Service



Expected delivery : 2024

GHG inventory consultation for target validation of SBTi for Thong Thai Textile Co., Ltd.

Related Business Projects

Investment



Water Recycling for PMCU
Contract Period: 10 Years
Capacity 240 m³/day



The Water Treatment and Water Supply System for Sawanpracharak Hospital (New Branch)
Concession Period: 26 Years
Capacity 2,400 m³/day



The Concession Contract for District Cooling Project for PMCU
Contract Period: 20 Years
Cooling Load 18,000 RT



The Solar Power Purchase Agreement (Solar Rooftop) with Linh Gas Cylinder Co., Ltd.
Contract Period: 10 Years
Capacity: 1.0 MW

Consulting Projects Granted in 2023



Survey and Detailed Design of Chiang Mai Airport Development Project, Phase 1; AOT



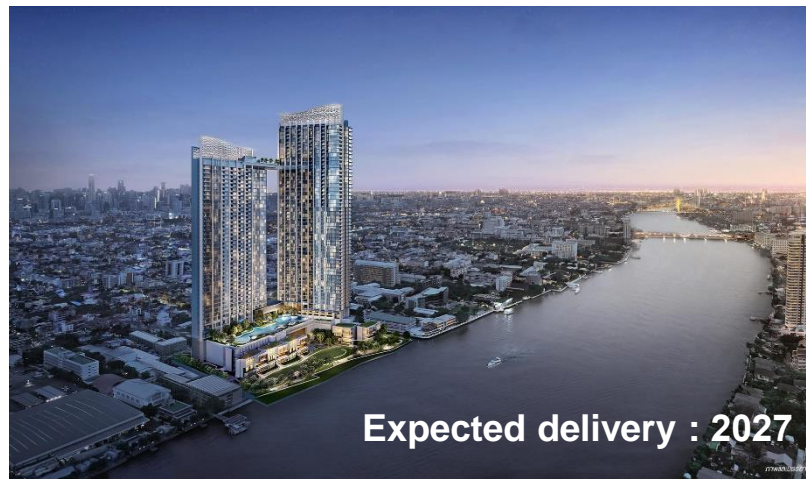
Detailed Design of 4-Lane Highway No. 3340 for Nong Samet - Bo Thong District, Chonburi Phrased; DOH



Feasibility Study and Environmental Impact Assessment for Huai Chan Reservoir, Sisaket Province; RID



ESIA for Amata Smart&Eco City at Namor, Oudomxay Province (expansion area); Amata LAOS



Project Management and Construction Supervision of Wanvayla Na Chaophraya; Land & House



Detailed Design of the welfare building for the Secretariat of the House of Representatives

Consulting Projects Granted before 2023



Detailed Design for the MRT Purple Line Project
Tao Pun - Rat Burana (Kanchanapisek Road) for
CKST-PL Joint Venture



Construction Supervision of the Den Chai-Chiang
Rai-Chiang Khong Railway Project; SRT



Transport infrastructure development project
to develop the Southern Economic Corridors
to connect between the Gulf of Thailand and
the Andaman Sea; OTP



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



Project Management of the U-Tapao Airport
and Eastern Aviation City, the first phase for
EECO



Detailed Design of Mekong Mainstream Project



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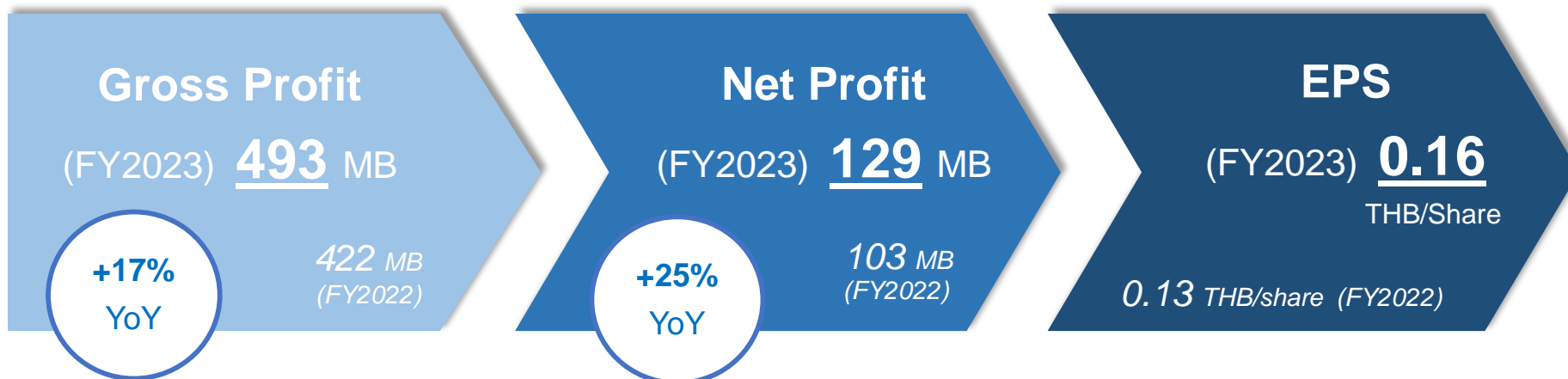
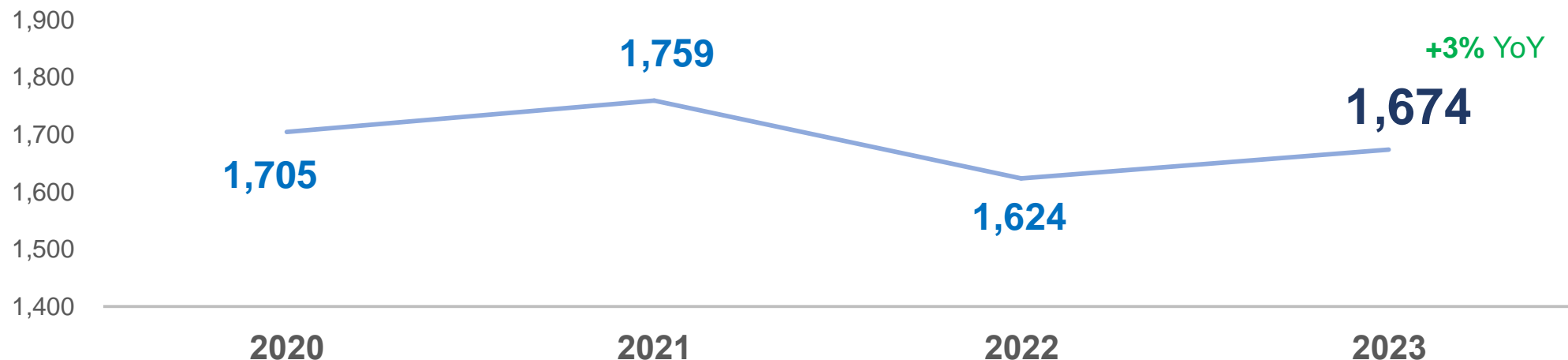
03 Financial results

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FY2023 Performance Highlights

Unit: Million Baht

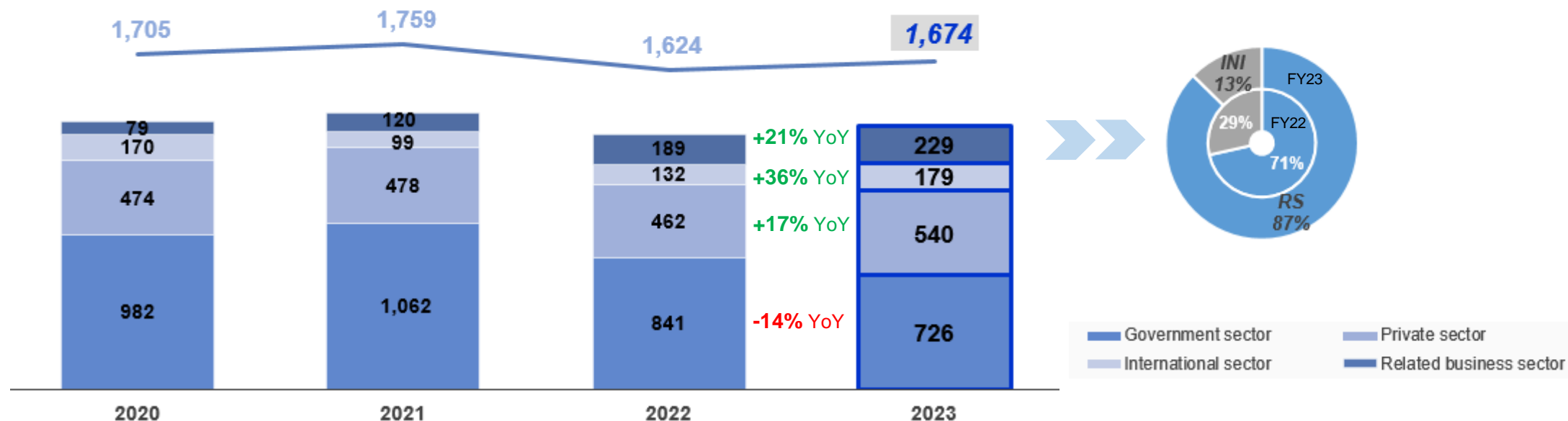
SALES AND SERVICE REVENUE



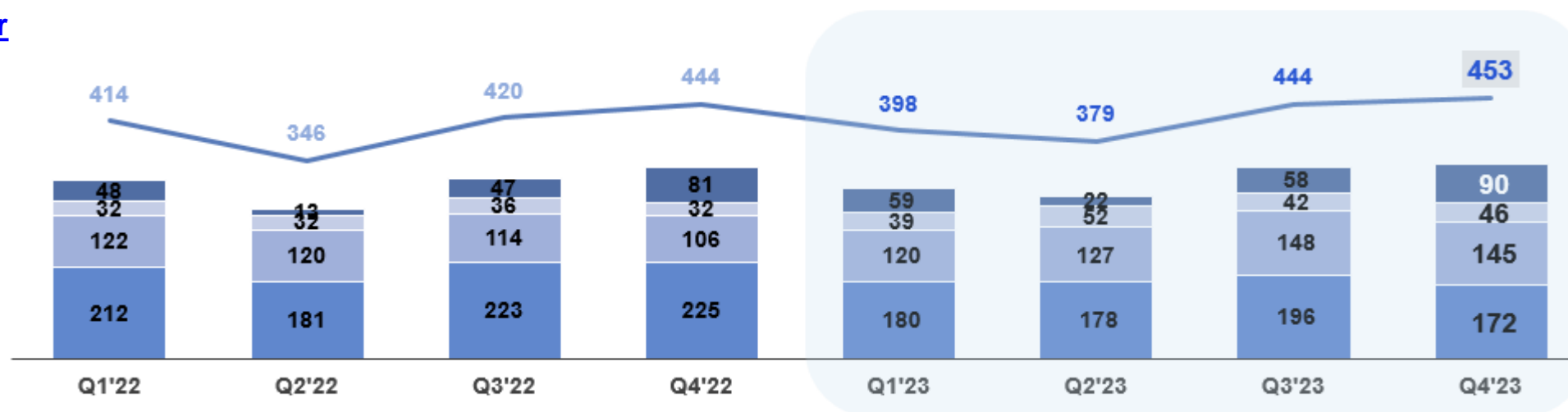
FY2023 Revenue Breakdown

Unit: Million Baht

By Year

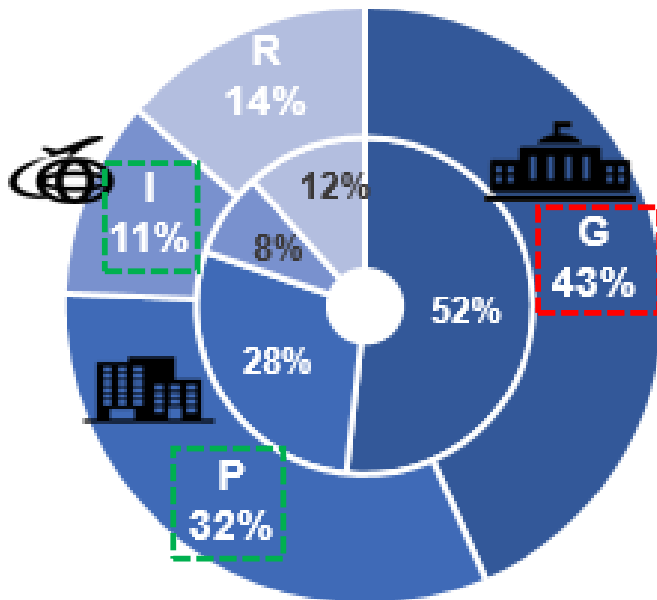


By Quarter

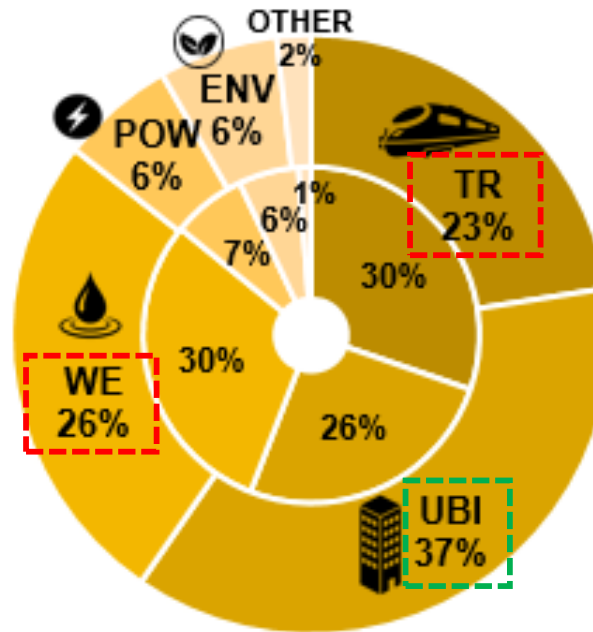


FY2023 Revenue Contribution

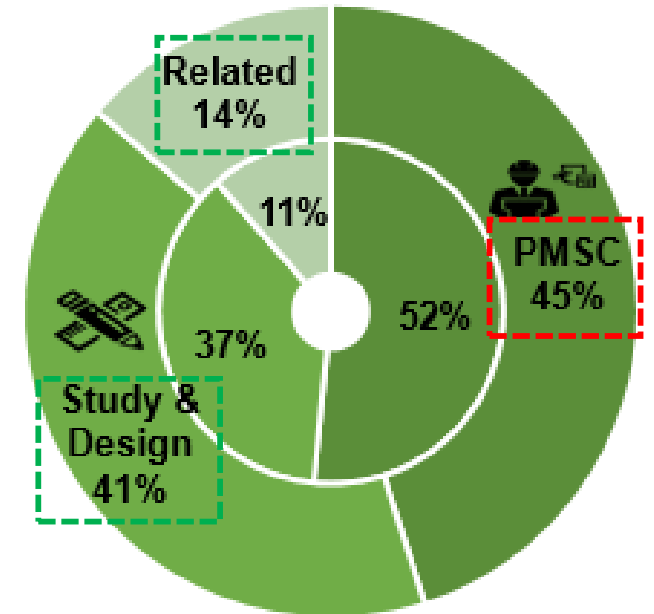
By Sectors



By Specializations



By Services

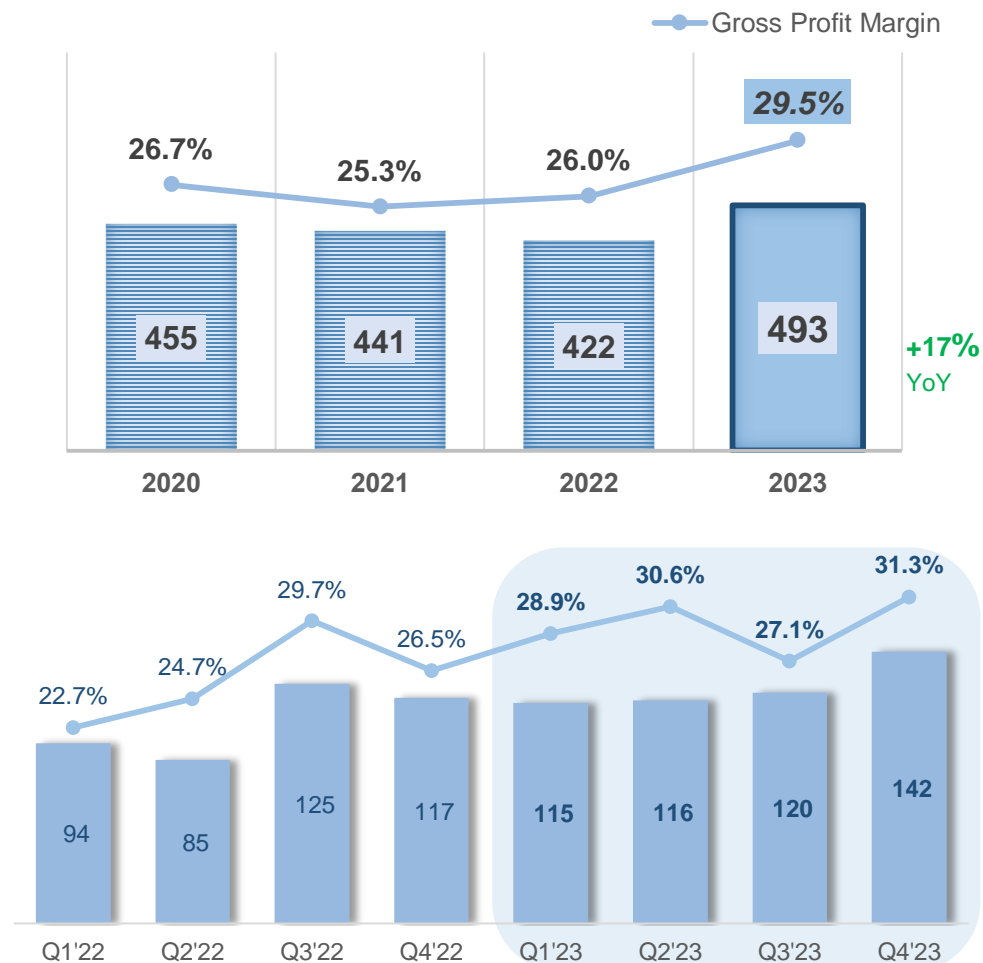


2022 : inner pie chart
2023 : outer pie chart

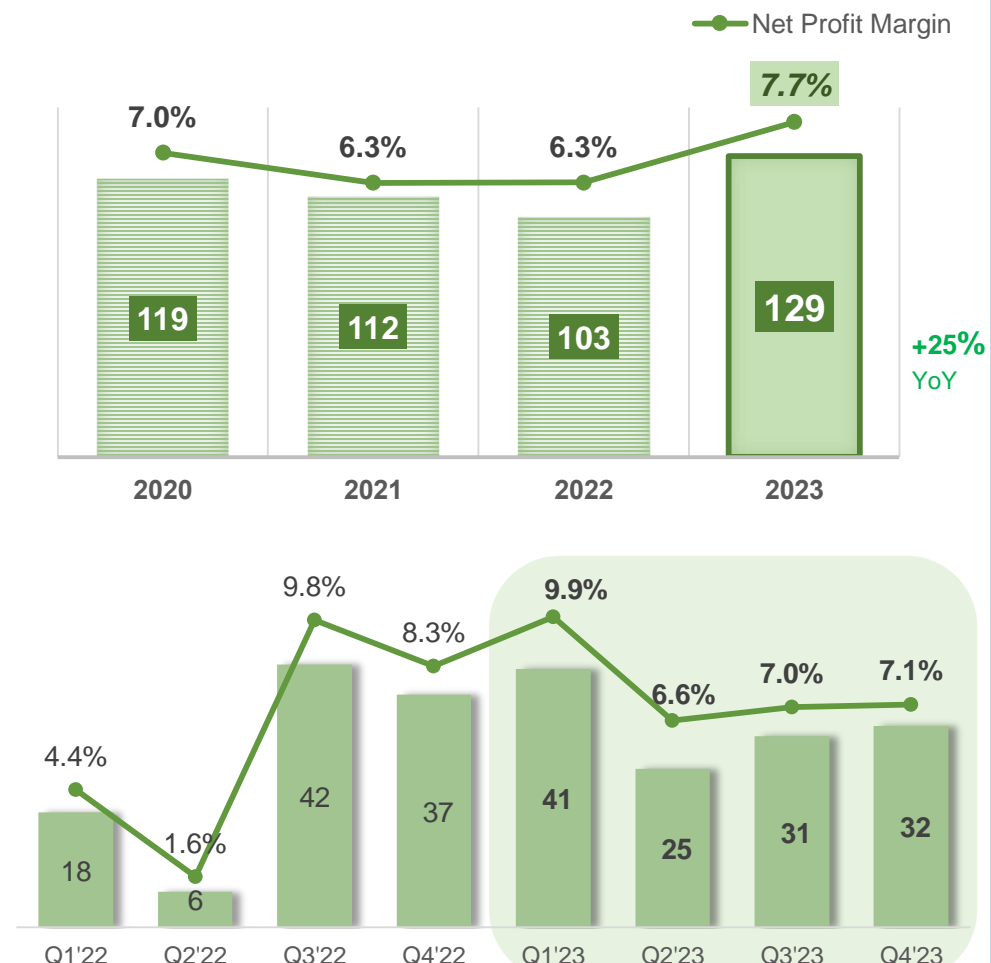
FY2023 Gross Profit and Net Profit

Unit: Million Baht

Gross Profit



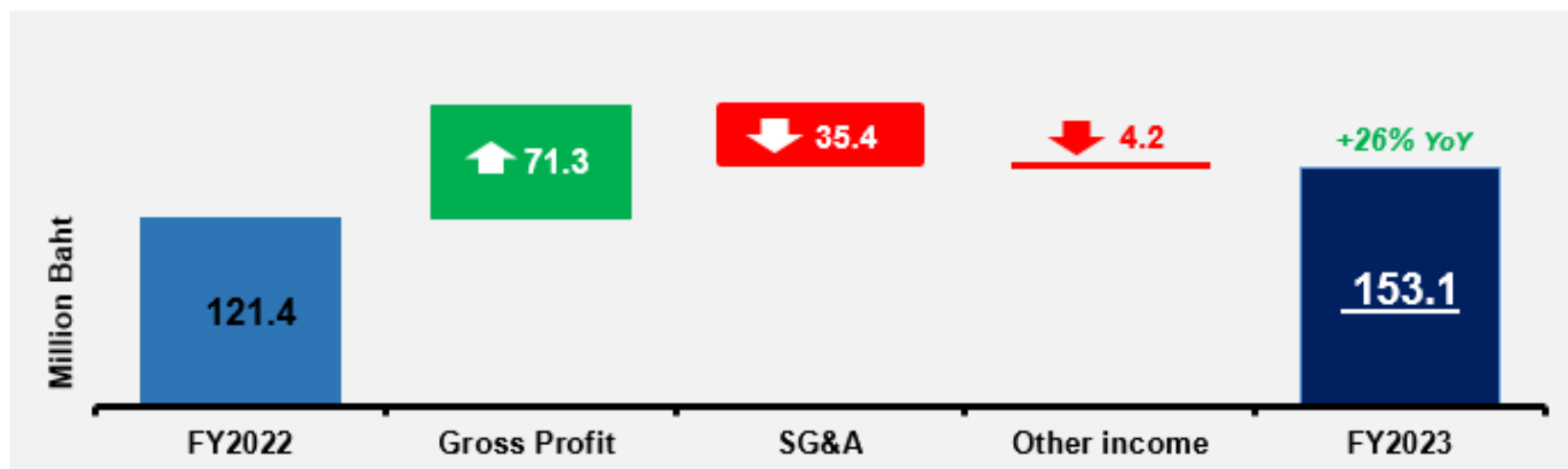
Net Profit



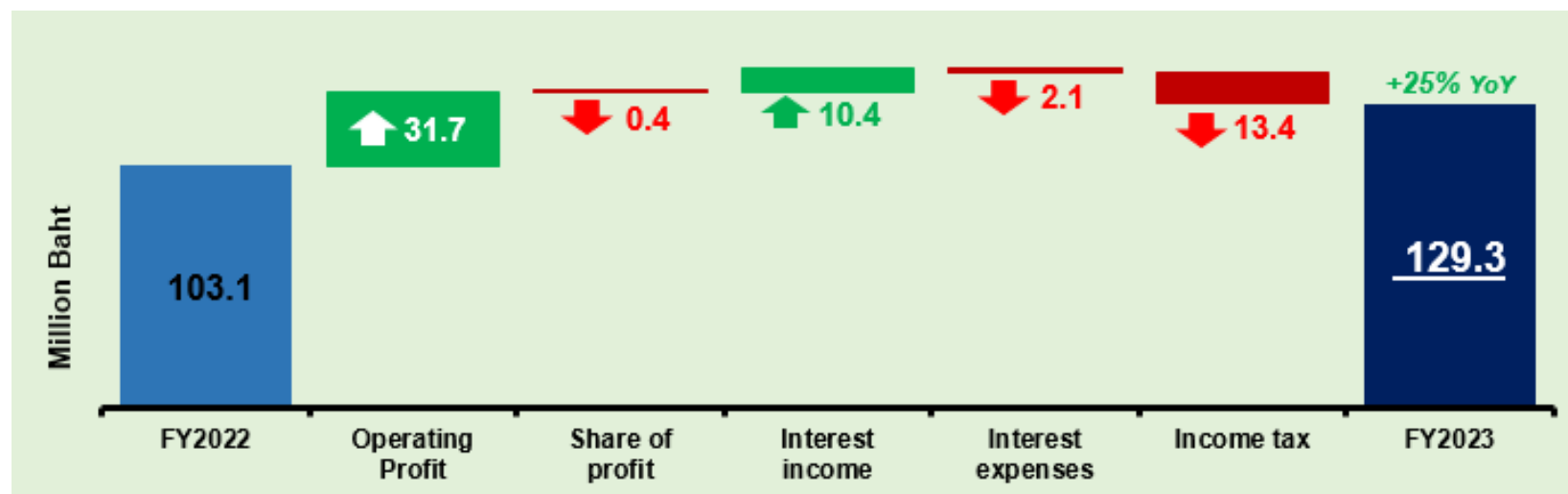
FY2023 Operating Profit and Net Profit

Unit: Million Baht

Operating Profit

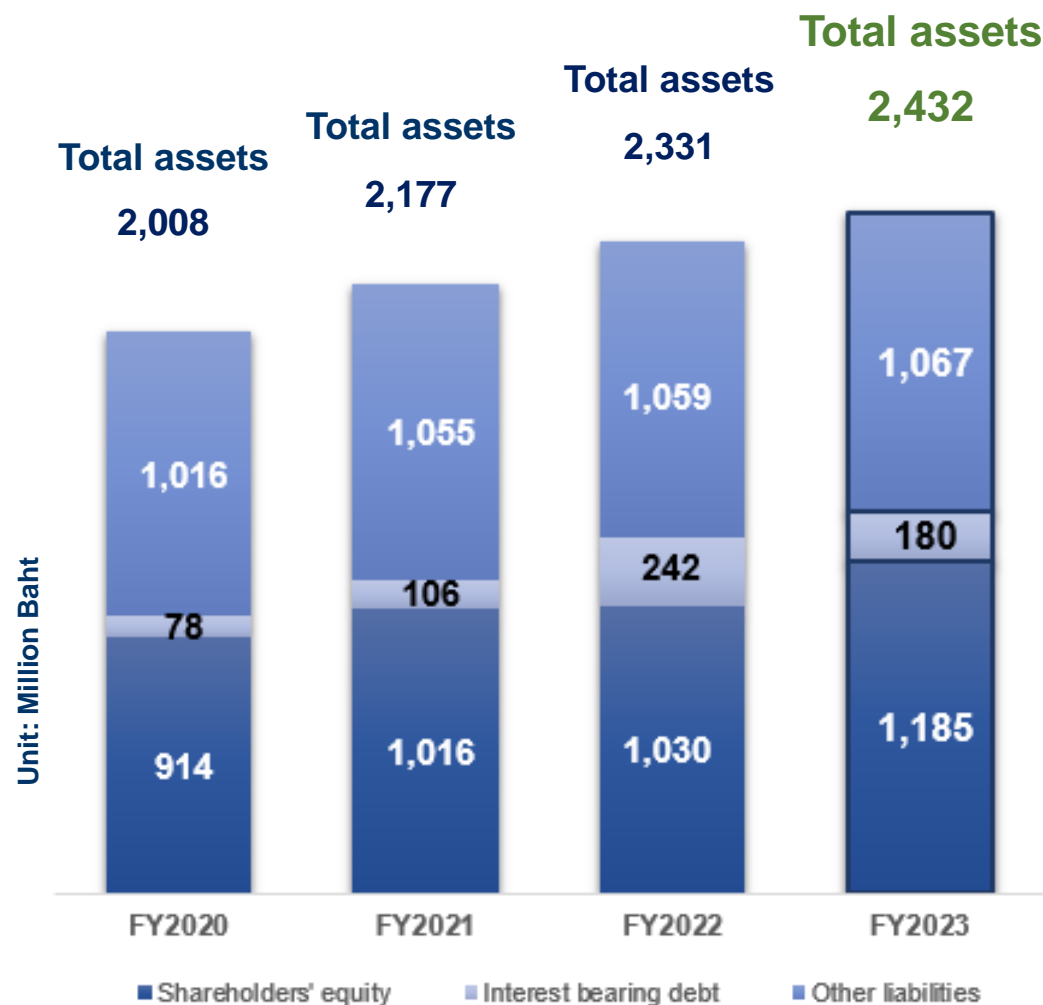


Net Profit

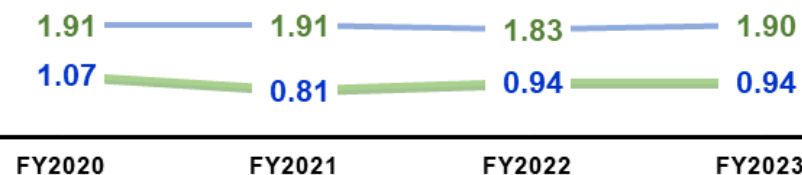


FY2023 Financial Position

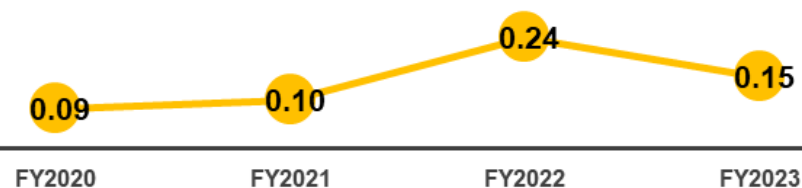
FINANCIAL POSITION



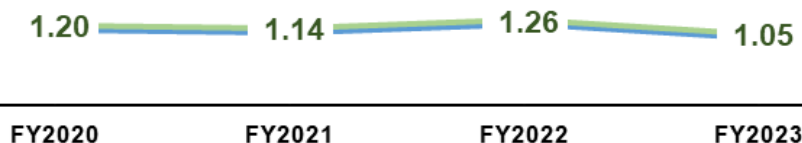
QUICK RATIO AND CURRENT RATIO



GEARING RATIO

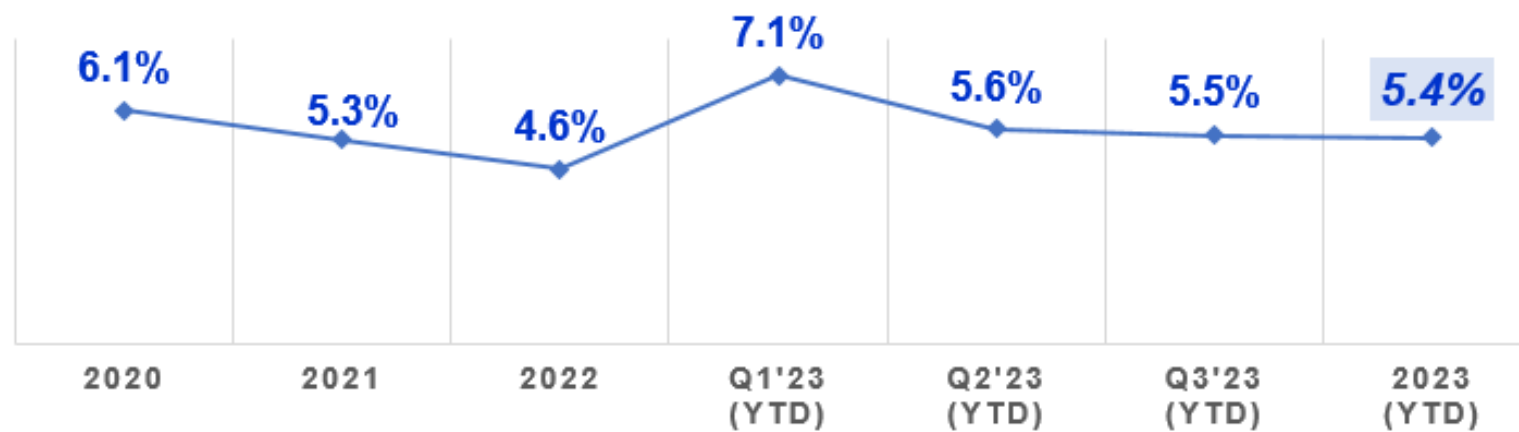


D/E RATIO

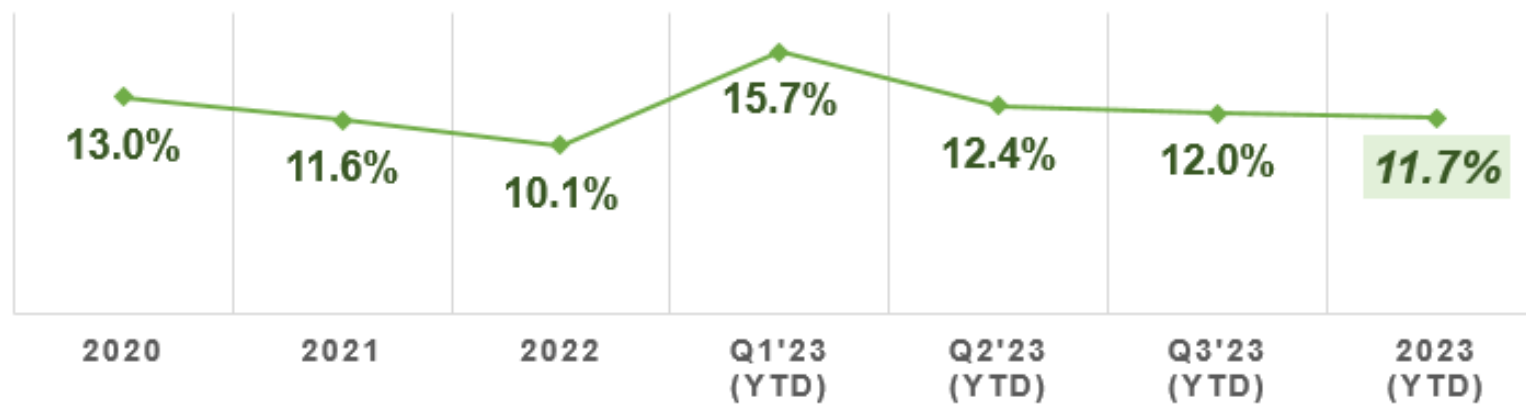


FY2023 Financial Ratio

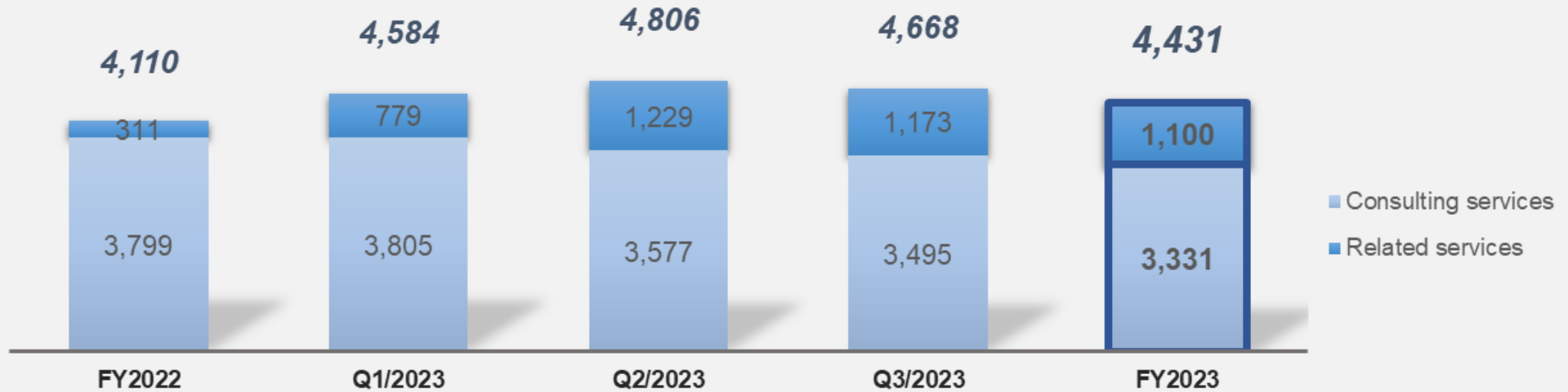
Return on Asset (ROA)



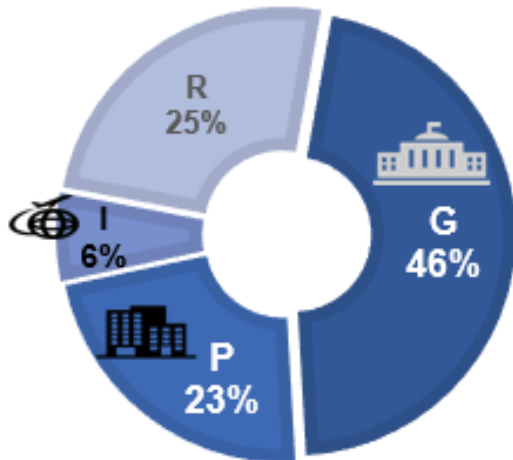
Return on Equity (ROE)



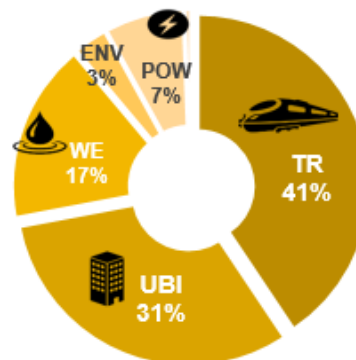
FY2023 Backlog : Consulting & Related services



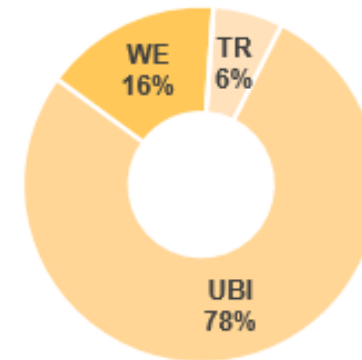
By Sectors



By Specializations



Consulting services



Related services



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2024 On-Going and Potential Projects

	On-Going Projects	Potential Projects
Government	114	42
Private	224	57
International	34	13
Related	36	19

Total On-Going Projects **408**



Total Potential Projects **131**

Consulting Project Opportunities in 2024



PMC/CSC/CM of Buildings/ Hospitals



Eastern Economic Corridor (EEC) Projects



Aviation Projects



Underground/Tunnelling Works



Commuter Rail for SRT



Track Doubling Projects for SRT

Related Business Project Opportunities in 2024



Engineering Procurement & Construction Contract (EPC)



BIM/Digital Twins



Water Resources and Water Supply



Dam Instrumentation

Collaboration with Strategic Partners



- Purchased 6% of NETBAY's shares for the following purposes:
 - Utilizing technologies of the partner to enhance efficiency in the operation and knowledge management of TEAM GROUP.
 - Developing TEAM GROUP's service potential in the field of Engineering Technology.
- Partner with DITTO, NETBAY, SOMAPA, SITEM, and ORIGIN to form a strong alliance with technology expertise.



Integrating AI in the Operation Process

AI the Series # 2

"AI Power for TEAMGROUP"

วันพุธที่ 13 ธันวาคม 2566
เวลา 9.30-12.00 น.
MS TEAMS

Scan เพื่อลงทะเบียน

TEAM GROUP

สอบถามเพิ่มเติมได้ที่ คุณเกศณี ฝ่ายทรัพยากรมนุษย์
โทรศัพท์ 061-420-5693 02-509-9000 ต่อ 1213 E-mail: hrd@team.co.th



TEAM GROUP

**AI CoPs' Live ;
"ChatGPT 4.0 กับงานที่ปรึกษา"**

วันพุธที่ 21 กุมภาพันธ์ 2567
เวลา 10.00 - 12.00 น.
MS TEAMS

Scan เพื่อลงทะเบียน

ดร.สรวิชัย องค์กรประเสริฐ
VP : Related Services

สอบถามเพิ่มเติมได้ที่ คุณเกศณี ฝ่ายทรัพยากรมนุษย์
โทรศัพท์ 061-420-5693 02-509-9000 ต่อ 1213 E-mail: hrd@team.co.th

- TEAM GROUP aims to incorporate Information Technology and Artificial Intelligence (AI) in the operation process to enhance TEAM GROUP's efficiency and decrease the operating cost of the project.



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Mr. Sita Tansiri

Chief Strategy Officer & Investor Relations

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End of Presentation