

# **Business Update**

**Opportunity Day** 

10 June 2014



# **Business Overview**

# **Financial Highlights**

**Current Project Update** 

**Industry Update** 

Capital Increase/Decrease
And Use of Funds Plan



#### **Business Structure**

#### **Energy**

- PV solar power plants
- Municipal Solid
   Waste power plant
- Biomass Power Plants

#### **ICT Projects**

 System integration for unified database for CAT

### **Consulting Services**

- Power Balancing (Line Conditioner)
- PV Solar System management (SCADIA)
- Nonlinear forecasting models for PTT group
- Oil sands control system and forecasting model





#### **Business Overview**

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### **Current Project Update**

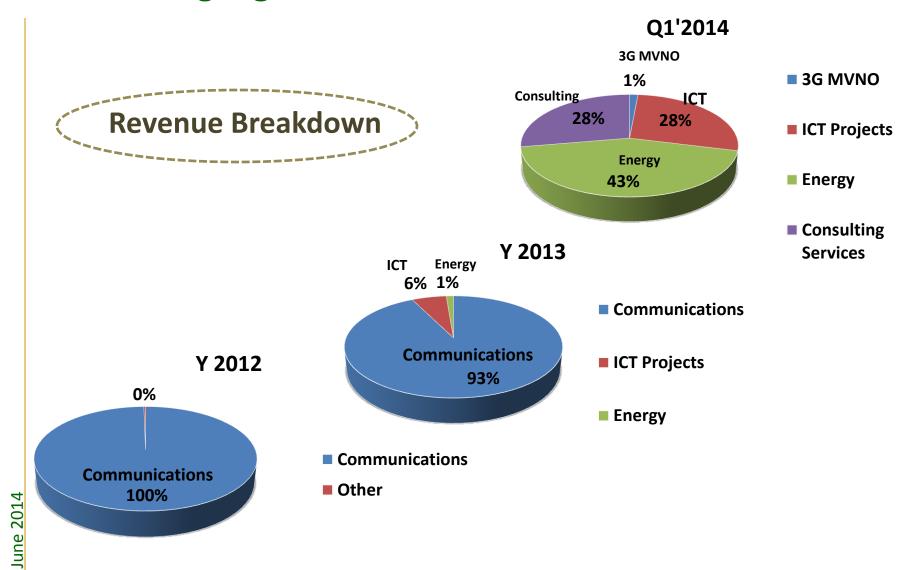
## **Industry Update**

Capital Increase/Decrease
And Use of Funds Plan



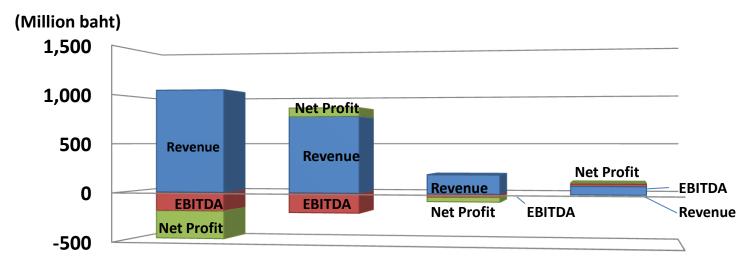


# Financial Highlights Q1'2014





# Financial Highlights Q1'2014



|                 | 2012     | 2013     | Q1'2013 | Q1'2014 |
|-----------------|----------|----------|---------|---------|
| ■ Net Profit    | -284.38  | 88.31    | -45.16  | 10.82   |
| ■ EBITDA        | -190.82  | -199.23* | -31.53  | 21.23   |
| ■ Total Revenue | 1,054.51 | 774.36   | 190.14  | 82.97   |

| EPS (THB)      | -0.01  | 0.00   | 0.00   | 0.00  |
|----------------|--------|--------|--------|-------|
| Net Profit (%) | -26.97 | 11.40  | -23.75 | 13.04 |
| EBITDA (%)     | -18.10 | -25.73 | -16.58 | 25.59 |

- Major loss in 2012 Mobile handset business
- ■\* Not Include an income of 316.36 MB from Debt Restructuring of Ethanol project in 2013
- 2014 is a recovery year after liquidating loss-making business whereby new key revenue drivers are Energy, ICT projects and Consulting services.

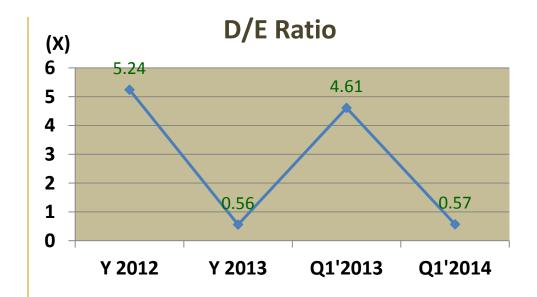
## Financial Ratio Q1'2014

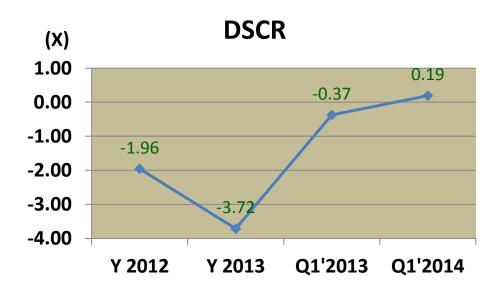






# Financial Ratio Q1'2014





# lune 2014

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#### **Energy**



Team Solar Co.,Ltd.

Project:: Mae Malai 1&2 Installed Capacity: 2.37 MW

Capacity:: 2MW Adder: THB 8

Investment:: 221 MB

Annual EBITDA: THB29.45 M

D/E Ratio:: 0

Province:: Chiang Mai COD:: June 2014\*



Gidec Co.,Ltd.

Project:: Hat Yai MSW

Capacity:: 6.7MW Adder: THB3.5

Investment:: 930 MB

Annual EBITDA: THB145 M

D/E Ratio:: 0.43 x Province:: Songkla COD:: June 2014\* (50/50 JV with EGCO)

### **Current Projects Status**

Team Solar Co.,Ltd.



Project:: Lamphun1&2 Installed capacity: 2.6 MW

Capacity:: 2MW Adder: THB 6.5

Investment:: 245 MB

Annual EBITDA: THB34 M

D/E Ratio:: 0.58 x Province:: Lamphun

COD:: Sep2013

Superdream powerCo.,Ltd.



Project:: Mae Ramad

Installed Capacity: 6.3 MW

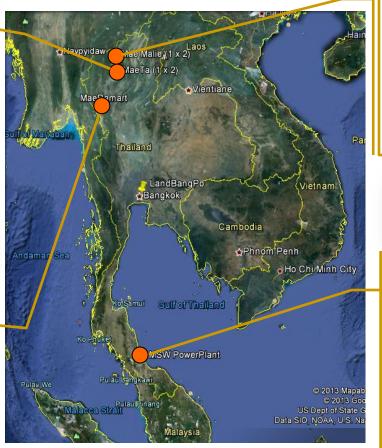
Capacity:: 5.25 MW

Adder: THB 6.5

Annual EBITDA: THB77.07 M

Investment:: 383 MB

D/E Ratio:: 0 Province:: Tak COD:: Dec 2013



\*Projection



# **ICT Project Backlogs with CAT**

| Project                 | Value<br>(Million THB) | Start<br>Revenue<br>Realization | End<br>Revenue<br>Realization | Description                            |
|-------------------------|------------------------|---------------------------------|-------------------------------|--|
| Hardware<br>Maintenance | 42                     | Dec 12                          | May 14                        | 17-month hardware maintenance contract |
| Software<br>Maintenance | 49.92                  | Jul 2013                        | July 14                       | 12-month software maintenance contract |
| Unified Database        | 197.65                 | -                               | Jul 14                        | 12-month customer database management  |
| Total                   | 289.57                 |                                 |                               |  |

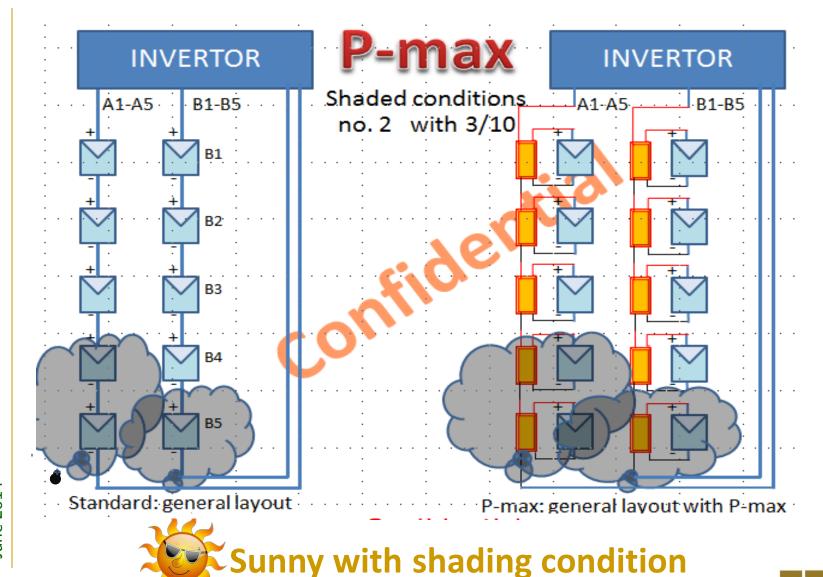


# **Consulting services for PTT Group**

| Project  | Value<br>(Million THB) | Start<br>Revenue<br>Realization | End<br>Revenue<br>Realization | Description          |
|--|------------------------|---------------------------------|-------------------------------|----------------------|
| Oil sands control system and forecasting model | 56                     | Jan 2014                        | 2015                          | Ongoing transactions |
| Total  | 56                     |                                 |                               |                      |



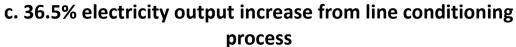
# **Power Balancing (Line Conditioner)**

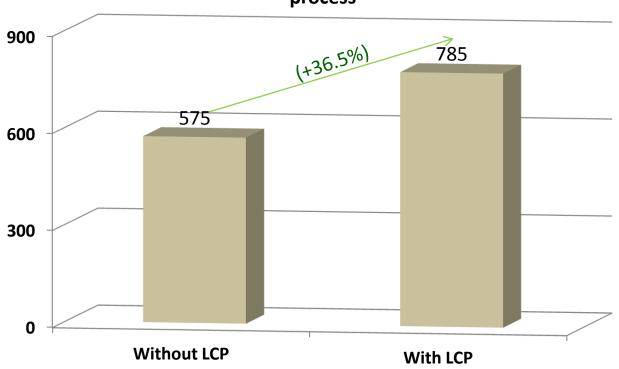






## **Line Conditioning Process (LCP) in Solar Farm Power Plant**





Joint research and development partners









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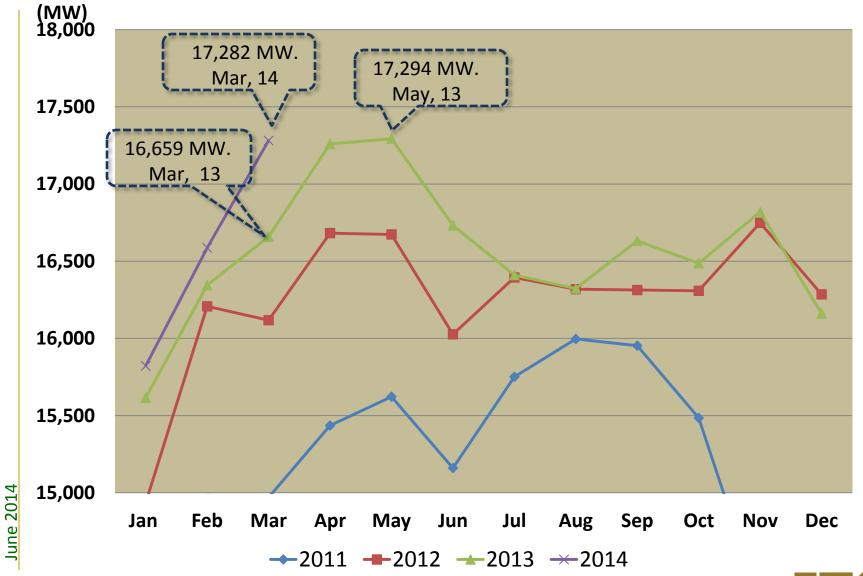
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# **Industry Update**

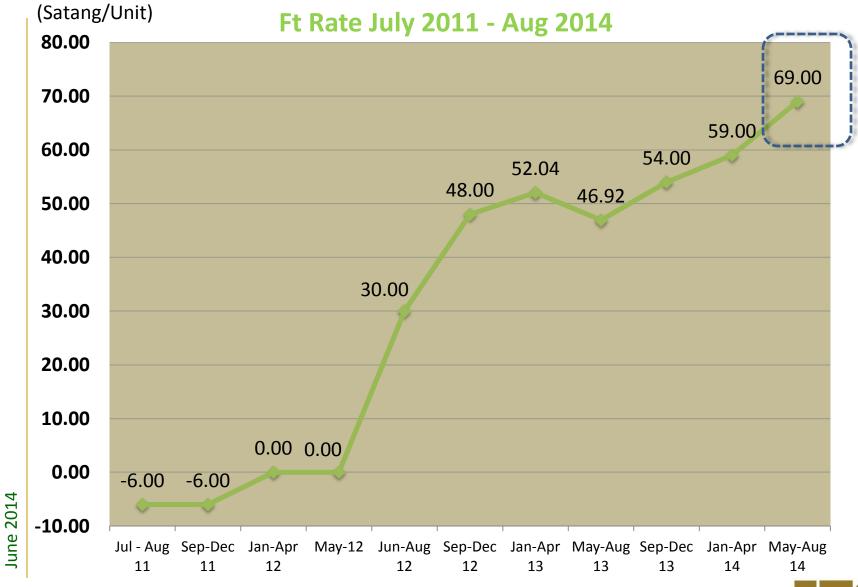
Capital Increase/Decrease
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# **Peak Demand of PEA Comparison**



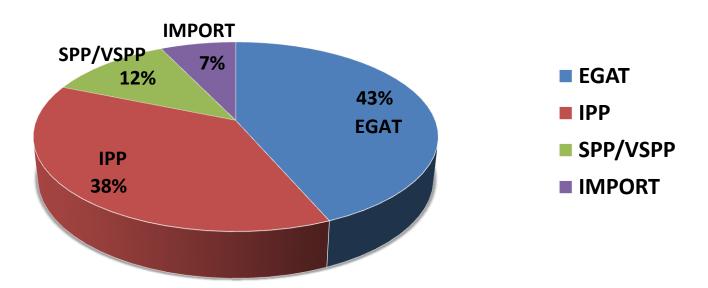
#### **Movement on Ft Rate**





# **Thailand's Power Industry Update**

# Power generation as of April 2014 Total of 33,779.02 MW.



**EGAT: Electricity Generating Authority of Thailand IPP: Independent Power Producer** 

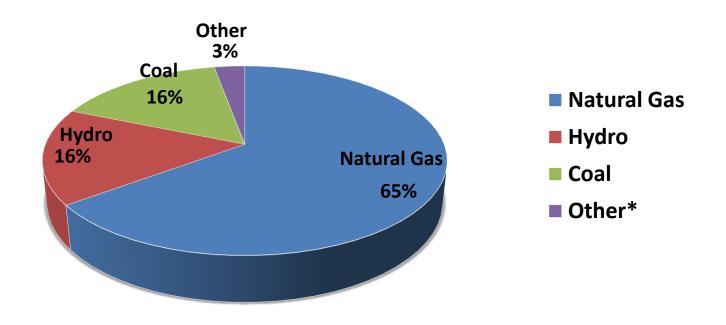
**SPP: Small Power Producer** 

**IMPORT: Purchasing from Laos& Malaysia** 



## **Thailand's Power Industry Update**

# Power Generation by Fuel Type As of April 2014

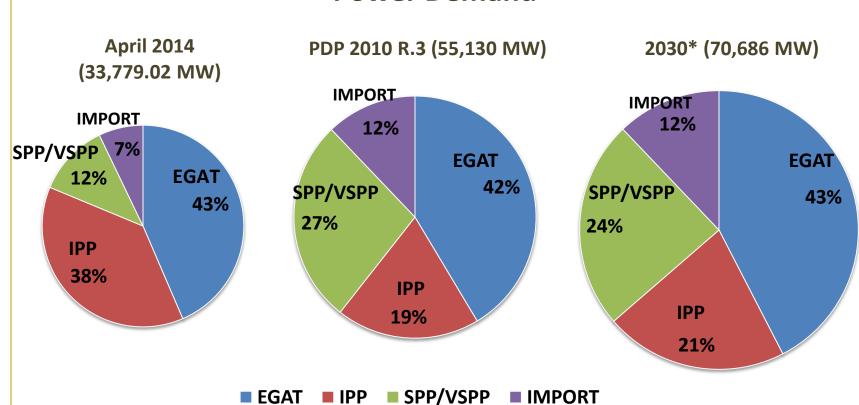


\*Other = Fuel Oil, Diesel, Renewable



# **Thailand's Power Industry Update**





EGAT: Electricity Generating Authority of Thailand IPP: Independent Power Producer

**SPP: Small Power Producer** 

\*Including total retired plants

**IMPORT: Purchasing from Laos& Malaysia** 



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## 2013-2014 Capital Increase / Decrease

|                              | Period   | Amount<br>(Million THB) | Ratio | Price (THB)  | Remark                                     |
|------------------------------|----------|-------------------------|-------|--|--|
| Right Offering<br>(RO)       | Jun 2013 | 517.7                   | 3:1   | 0.0225   |  |
| Right Offering<br>(RO)       | Nov 2013 | 769                     | 3:1   | 0.0275   |  |
| Capital<br>Reduction         | Aug 2014 | 11,125                  |       | • Par value 0.01   |  |
| Right Offering<br>(RO)       | Sep 2014 | 1,030                   | 3:1   | 0.025  |  |
| Private<br>Placement<br>(PP) | Sep 2014 | 400                     |       | <ul><li>10% off market<br/>price</li><li>at floor price<br/>0.01</li></ul> | <ul> <li>6 months silent period</li> </ul> |

- Cumulative loss from 1) past operations: THB2,841M 2) past issuance of shares &
   IEC-W1 below par value: THB7,849M over par value after capital reduction: THB 434M
- Paid up capital after reduction: THB1,236M
- Par value of shares after capital reduction: THB0.01



## **Capital Reduction 2014**

■ Reduce Par Value: THB0.10 → THB0.01

■ Paid-Up Capital : THB12,361,843,869.20 → THB1,236,184,386.92

■ Total Capital Reduction

11,125 MB

Cumulative Loss2,841 MB

Past Issuance of shares& IEC-W1 below par value
 7,849 MB

Total 10,691 MB

Over par value after capital reduction
 434 MB

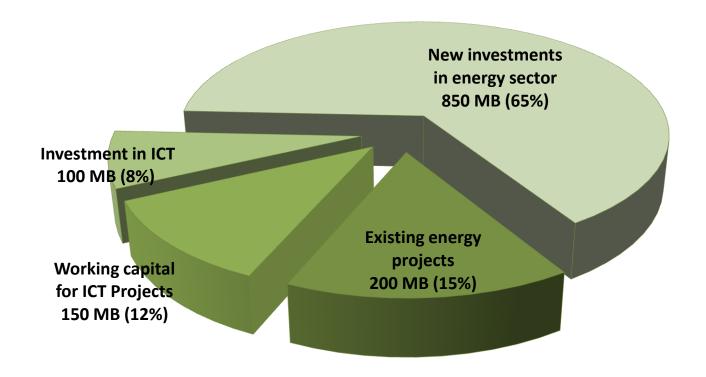
#### The Process





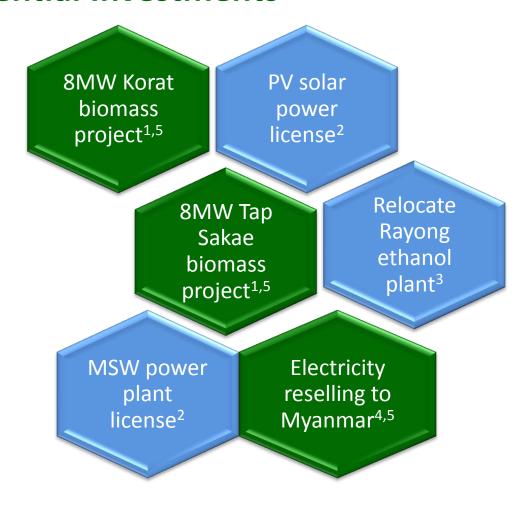


# Use of Fund Plan (1,300 MB)





### **New Potential Investments**



- 1: Acquire two operating biomass projects in Korat and Tap Sakae
- 2: In negotiation with license owners
- 3: Relocate Rayong ethanol plant to Myanmar/Lao/Cambodia
- 4: Resell electricity to Myanmar borders
- 5. Projection Income in 2014



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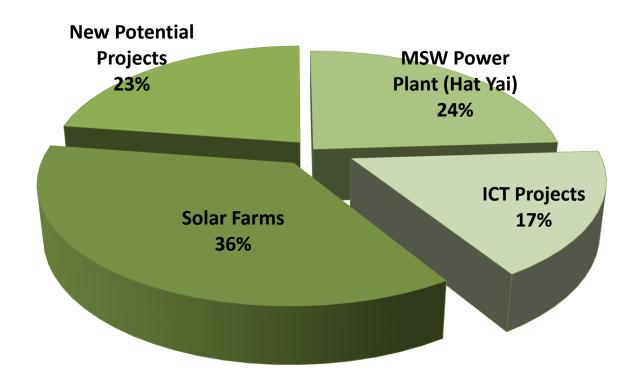
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# EBITDA Plan Q2/2014 - Q1/2015 (THB 450 MB)





# EBITDA Plan Q2/2014 - Q1/2015

| - Target  |        |       | 450    | MB |  |
|---|--------|-------|--------|----|--|
| <ul><li>Existing Projects</li></ul>   |        |       | 349.18 | MB |  |
| <ul> <li>Solar Farms</li> <li>Mae Tha (15 months = 42.50 MB)</li> <li>Mae Ramad (15 months = 96.24 MB)</li> <li>Mae Malai (10 months = 24.54 MB)</li> </ul> | 163.2  | 28 MB |        |    |  |
| <ul><li>MSW Power Plant ( 9 months)</li></ul>   | 108.90 | ) MB  |        |    |  |
| ○ ICT Projects  | 77     | MB    |        |    |  |
| <ul> <li>New Potential Projects</li> </ul>  |        |       | 100.82 | MB |  |

- Power Balancing (Line Conditioner)
- Forecasting Models
- Biomass Power plants
- Electricity Reselling to Myanmar



