



INVESTOR PRESENTATION

Sino-Thai Engineering & Construction PCL (STEC)

www.stecon.co.th

10 December 2020



Financial Status



P/L Statement 2020

Consolidated

<u>Consolidated</u>	Q3-19	Q3-20	%change
Construction and service income	9,037	8,606	-4.8%
Total revenues	9,091	8,626	-5.1%
Cost of construction and service	8,549	8,179	-4.3%
Gross profit	488	427	-12.4%
SG&A	120	165	37.6%
Share of profit from investment in associate		29	
Interest expense	13.9	13.5	-3.2%
Net profit	275	237	-13.7%
Net Profit excl. minority interest	272	235	-13.8%
EPS (Bt.)	0.18	0.15	
Gross profit margin	5.4%	4.97%	
Net profit margin	3.0%	2.75%	



P/L Statement 2020

Consolidated

Consolidated	9M-19	9M-20	%change
Construction and service income	23,834	26,952	13.1%
Total revenues	24,058	27,090	12.6%
Cost of construction and service	22,423	25,820	15.1%
Gross profit	1,410	1,132	-19.7%
SG&A	413	530	28.3%
Share of profit from investment in associate		72	
Interest expense	37.4	38.2	2.0%
Net profit	890	633	-28.9%
Net Profit excl. minority interest	883	625	-29.3%
EPS (Bt.)	0.58	0.41	
Gross profit margin	5.9%	4.20%	
Net profit margin	3.7%	2.33%	



Balance Sheet 2020

Consolidated

<u>Consolidated</u>	2019	9M-20	%change
Cash and current financial asset	7,261	4,353	-40.1%
Trade and other receivables	3,873	2,621	-32.3%
Contract assets	6,469	6,943	7.3%
Current assets	23,149	18,715	-19.2%
Total assets	49,207	45,969	-6.6%
Financial debts	1,646	2,610	58.6%
Trade and other payables	9,843	11,148	13.3%
Contract liabilities	17,959	13,623	-24.1%
Current liabilities	31,479	29,521	-6.2%
Total liabilities	34,560	32,432	-6.2%
Equity	14,648	13,536	-7.6%
Equity excl. minority interest	14,377	13,258	-7.8%



Balance Sheet 2020

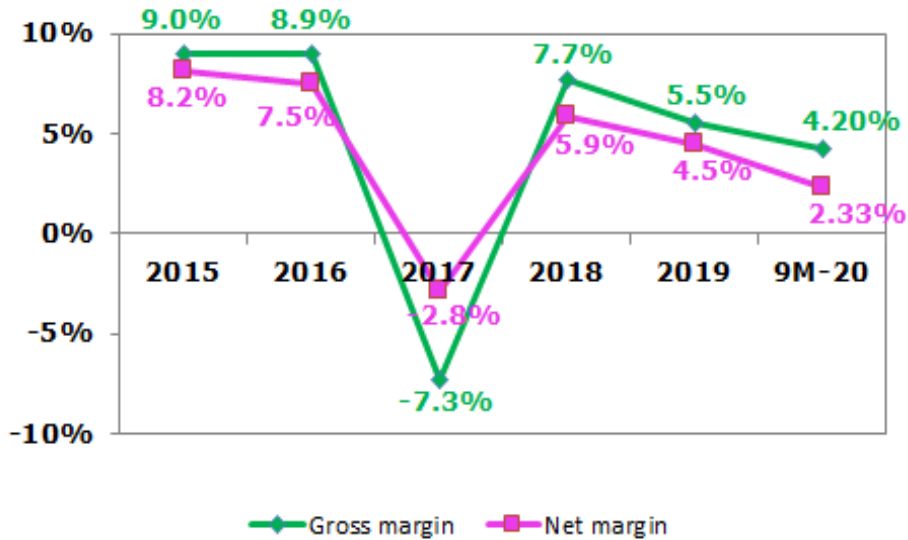
Consolidated

<u>Consolidated</u>	2019	9M-20	%change
Book value / share (Bt.)	9.43	8.69	-7.8%
Current ratio	0.74	0.63	-13.8%
Gross gearing ratio	0.112	0.193	71.6%
Net gearing ratio	(0.38)	(0.13)	66.4%
Total Debt to Equity ratio	2.36	2.40	1.6%

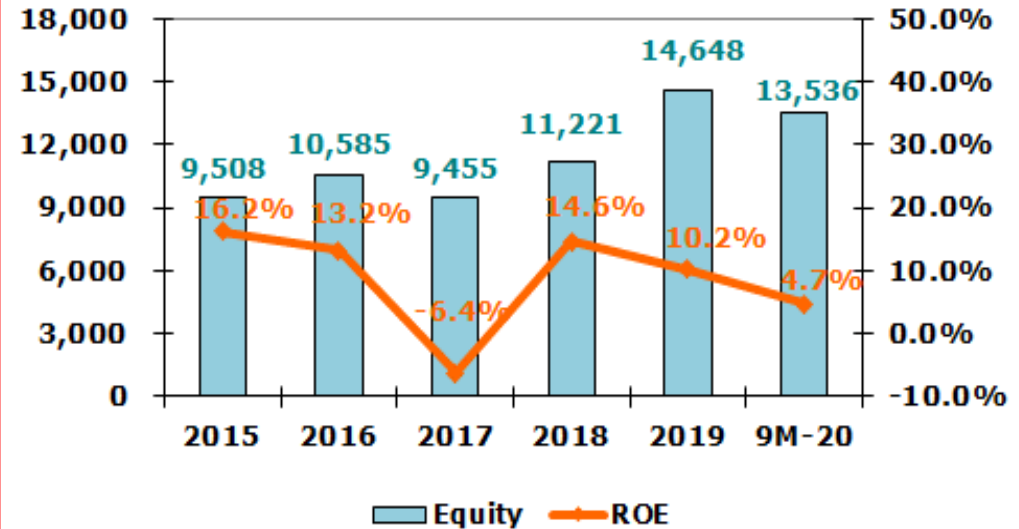


Profit Margin

Gross profit & Net profit margin



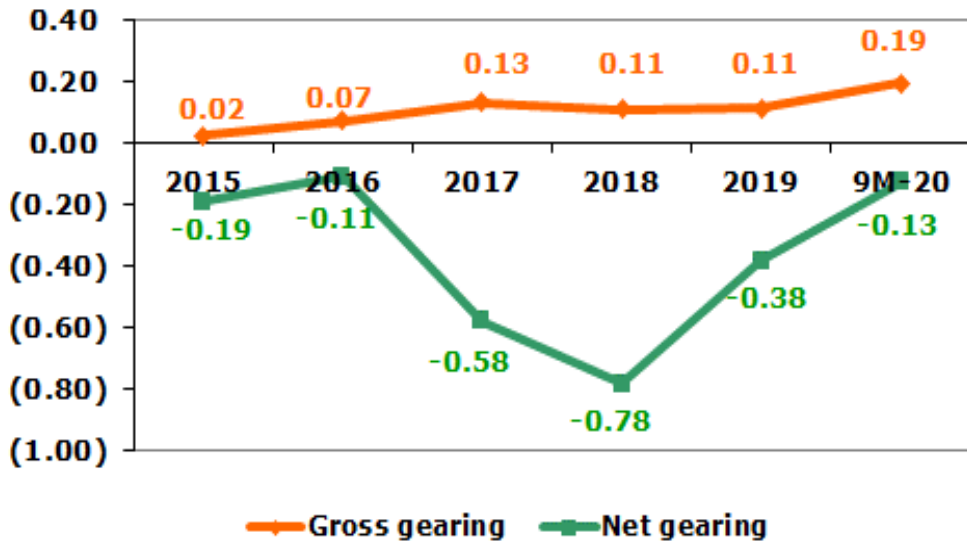
Return on Equity



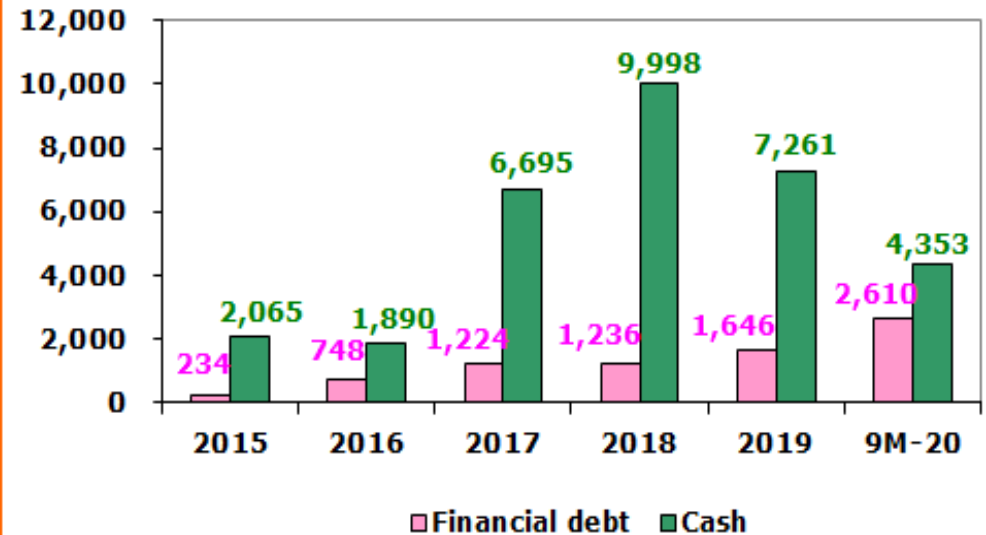


Liquidity

Gross gearing & Net gearing ratio



Financial debt & Cash





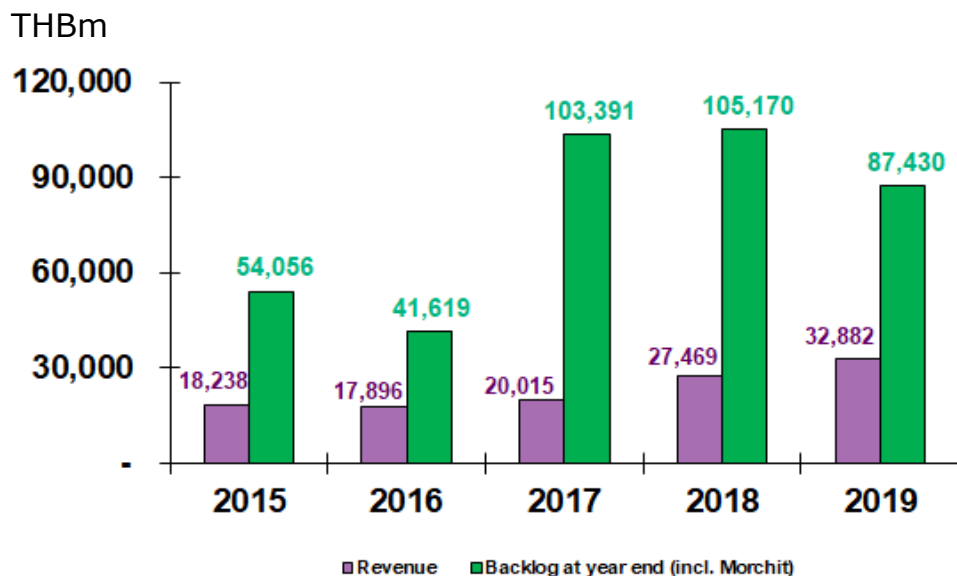
Backlog Order and Future Projects



Historical High Backlog Orders

ORDER BOOK

	THBm
Remaining contract value (as of Jan.20)	87,430
Value of contract signed and VO	20,612
Total	108,042
Deduct Value of contract realized	(26,898)
Add To be signed contract	27,043
Remaining order book	108,187



Newly signed contract (2020) (THBm)

- Cable conversion for Pink line, MEA 4,058
- Interchange Bypass Nongkhai, DoH 1,444
- Pumping station & transmission line, PWA 920
- Hinkong Power Plant 8,230
- Thai Oil Clean Fuel 2,441
- U-Tapao Advance Work, UTA 1,857
- Others 1,662

Active Major Projects (THBm)

- Yellow line, EBM 21,495
- Pink line, NBM 19,159
- Orange line, MRTA 16,862
- Parliament Bldg. 12,183
- Sriracha Power Plant, GULF 9,389
- Pluakdaeng Power Plant, GULF 9,223
- Guideway Beam – Pink, Yellow 7,316
- Double track Nongplalai-Huahin, SRT 7,028
- Manhole and ductbank – Pink, Yellow, MEA 6,696
- 4 Motorway projects, DoH 5,845
- Nongbon Drainage Tunnel, BMA 4,603
- Cable conversion for Yellow line, MEA 3,045
- Double track, Bangsapannoi-Chumporn 2,856

To be signed contracts (THBm)

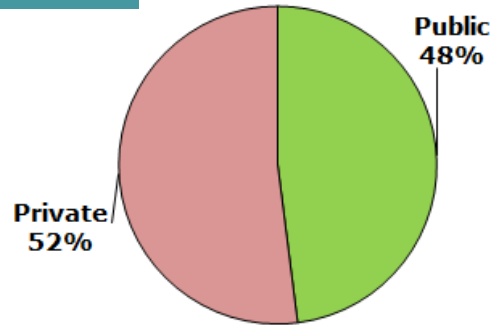
- U-Tapao airport, UTA 27,043



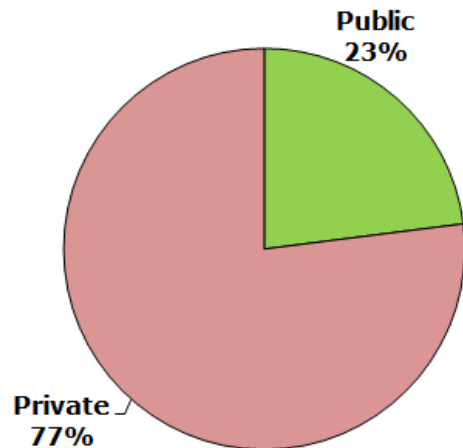
Revenue and Backlog Structure

Revenue Breakdown by Client

2019

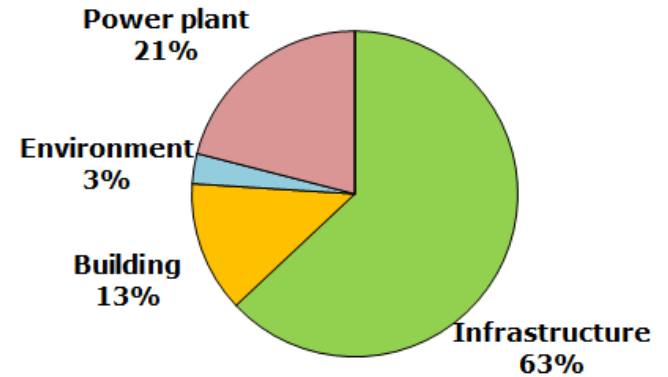


Backlog

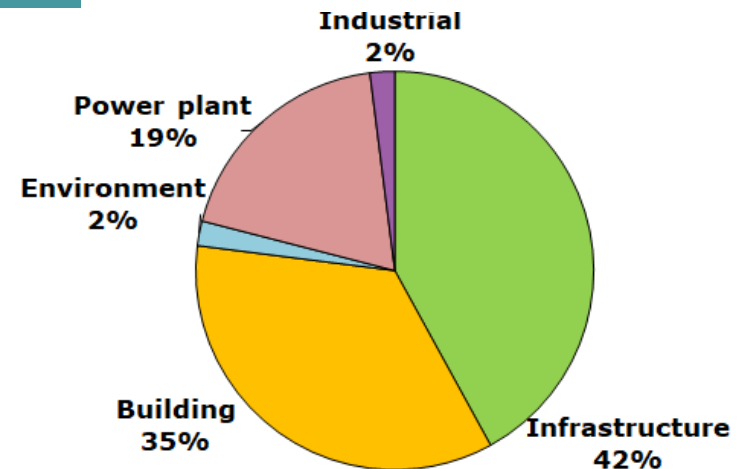


Revenue Breakdown by Type of Work

2019



Backlog





Market Outlook

Remark : FX rate approx.

USDTHB	31
EURTHB	37
GBPTHB	41



Project Hilight

Sino-Thai's interests

Public

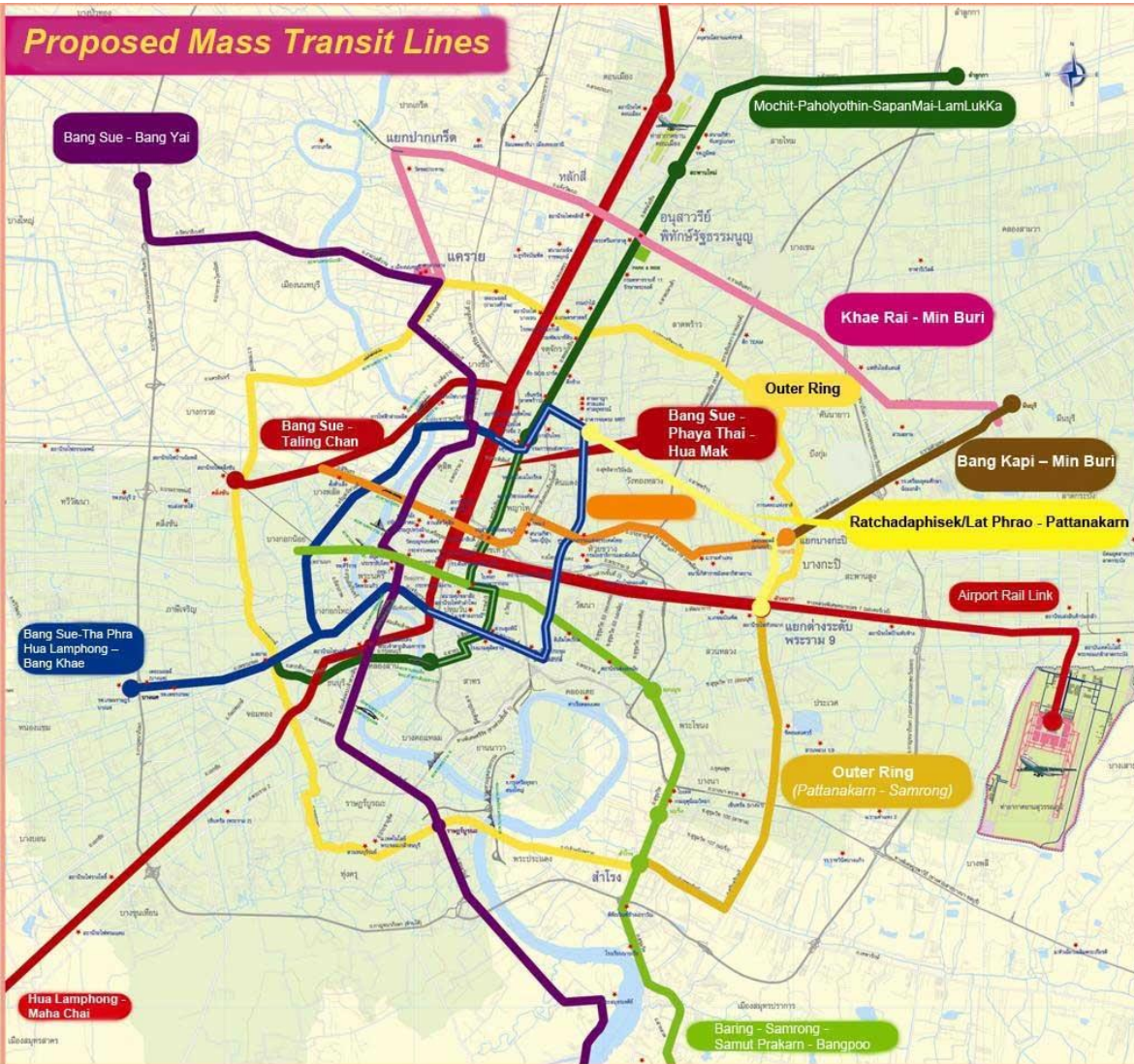
- Mass transit project
- Railway project (Double track, Track rehabilitation)
- Highways / Motorway
- Expressway
- Government building
- Eastern Economic Corridor

Private

- Power plant
- Petrochemical plant
- Private building



Mass Transit



**Master plan
10 routes 466 km. by 2029**

Current status

- Operate 164 km.
- Construction 132 km.
- Bidding 13.4 km.
- More to come 156.6 km.



Master Plan 10 Routes 464 Km.

	Route	Distance	Operate	Under Construction	Remark
1	Dark Red : Thammasart-Mahachai	80.8		26	Bangsue-Rangsit
2	Light Red : Salaya-HuaMark	54.0	15		Bangsue-Talingchan
3	Airport Link : Don Muang-Suvarnabhumi	50.3	28.5		Makkasan-Suvarnabhumi
6	Dark Green : Lamlukka-Samutprakarn	66.5	42.05	18.4	Morchit-KuKod
7	Light Green : Yodsae-Bangwa	15.5	7.5		
5	Blue : Bang Sue-Puttamonthon4	55.0	47.8		Bangsue-TaPra, Hualampong-BangKae
4	Purple : Bang Yai-Ratburana	42.8	23		Bangsue-BangYai
8	Orange : Charansanitwongse-Minburi	35.9		22.5	Cultural center-Minburi
9	Pink : Kaerai-Minburi	34.5		34.5	Kaerai-Minburi
10	Yellow : Ladprao-Samrong	30.4		30.4	Ladprao-Samrong
	Total	466	164	132	



Mass Transit -Under Construction-

Projects	Distance Km.	Budget mn. THB
Red line		
Bangsue-Rangsit	26	77,563
Dark green line		
Morchit-Kukod	18.4	58,862
Orange line		
Cultural Center-Minburi	19.8	107,540
Pink line		
Kaerai-Pak Kred-Minburi	34.5	53,490
Yellow line		
Ladprao-Samrong	30.4	51,810

Source : Ministry of Transport



Upcoming Mass Transit -Mass Rapid Transit Authority-

Projects	Distance Km.	Budget mn THB	Tentative Bidding
Orange line			
Cultural Center-BangKhunNon	13.4	85,200	Bidding in process
Purple line			
Taopun-Ratburana	23.6	124,791	
Blue line			
Bangkae-Puttamonthon 4	8	21,197	
Dark green line			
Samutprakarn-Bangpu	7	12,146	
Kukod-Lamlukka	7	9,803	
Phuket mass transit	58.2	39,000	

Source : Ministry of Transport



Upcoming Mass Transit -State Railway Authority-

Projects	Distance	Budget mn THB
Light red line		
Talingchan-Salaya	14.8	9,670
Talingchan-Siriraj		5,980
Dark red line		
Rangsit-Thammasart	8.84	5,970

Source : Ministry of Transport



Double Track Railway -Meter Gauge-

Double track routes (Meter Gauge)	Length(km.)	Value(THBmn)	Schedule
1 Chachoengsao-Klong 19-Kangkoi	106	11,272	STEC
2 Jira junction-Khonkaen	185	26,007	CK
3 Prachuapkirikhan-Chumpon	167	17,293	KS-C, STTP
4 Mapkabao-Nakornratchsrima	132	29,855	ITD, IT-RT
5 Lopburi-Paknampo	148	24,842	UNIQ, UN-SH
6 Nakornpathom-Nongpraduk-HuaHin	165	20,038	AS, STEC
7 HuaHin-Prajuabkirikhan	90	10,239	ITD
Total 1st phase	993	139,546	
1 Chumporn-Suratthani	168	23,080	
2 Suratthani-Songkla	324	56,110	
3 Hadyai-Padangbesa	45	7,860	
4 Paknampo-Denchai	285	59,390	
5 Denchai-Chiangmai	189	57,990	
6 Denchai-Chiangrai-Chiangkhong	326	71,690	
7 Khonkaen-Nongkhai	169	25,840	
8 Jira junction-Ubonratchathani	308	36,680	
9 Baanpai-Nakornpanom	355	54,680	
Total 2nd phase	2169	393,320	

Remark : Ministry of Transport



High Speed Rail

High Speed Rail prepared to link with neighboring countries

Projects	Length(km.)	Status
Chinese-Thai Government Cooperation		
High speed rail Bangkok-Nakornrachasrima (Total 14 contracts)	250	Finish bidding
High speed rail Nongkai-Kangkoi-Map Ta Phut	734	
Japanese-Thai Government Cooperation		
High speed rail Bangkok-Chiangmai	635	
Total	2,193	



Motorway and Expressway

Projects	Value (THBmn)
Nakornpathom-ChaAm	80,600
Kratuu-Patong	10,496
3rd Stage Expressway N2>EW Corridor	14,382
Total	105,478

Source : Ministry of Transport



Eastern Economic Corridor

Project	Value (THBm)	Operation Year	Bidding
1. PPP High speed train linking 3 airports	224,000	2023	CP Consortium (CP, BEM, CK, ITD, CRCC)
2. PPP Passenger terminal at U-Tapao	200,000	2023	BBS JV (BA, BTS, STEC)
3. PPP Maintenance, repair, and operation facility at U-Tapao airport	11,000	2022	
4. PPP LaemChabang deep sea port 3rd phase	150,000	2023	GULF-PTT Tank Terminal Consortium
5. PPP MapTaPhut seaport 3rd phase	11,100	2025	GULF-PTT Tank Terminal Consortium
Total	596,100		



Challenges and Key to Success



Challenges

Risks

- Stability of Politics
- Shortage of skilled labor
- Material price increase from the world economic recovery

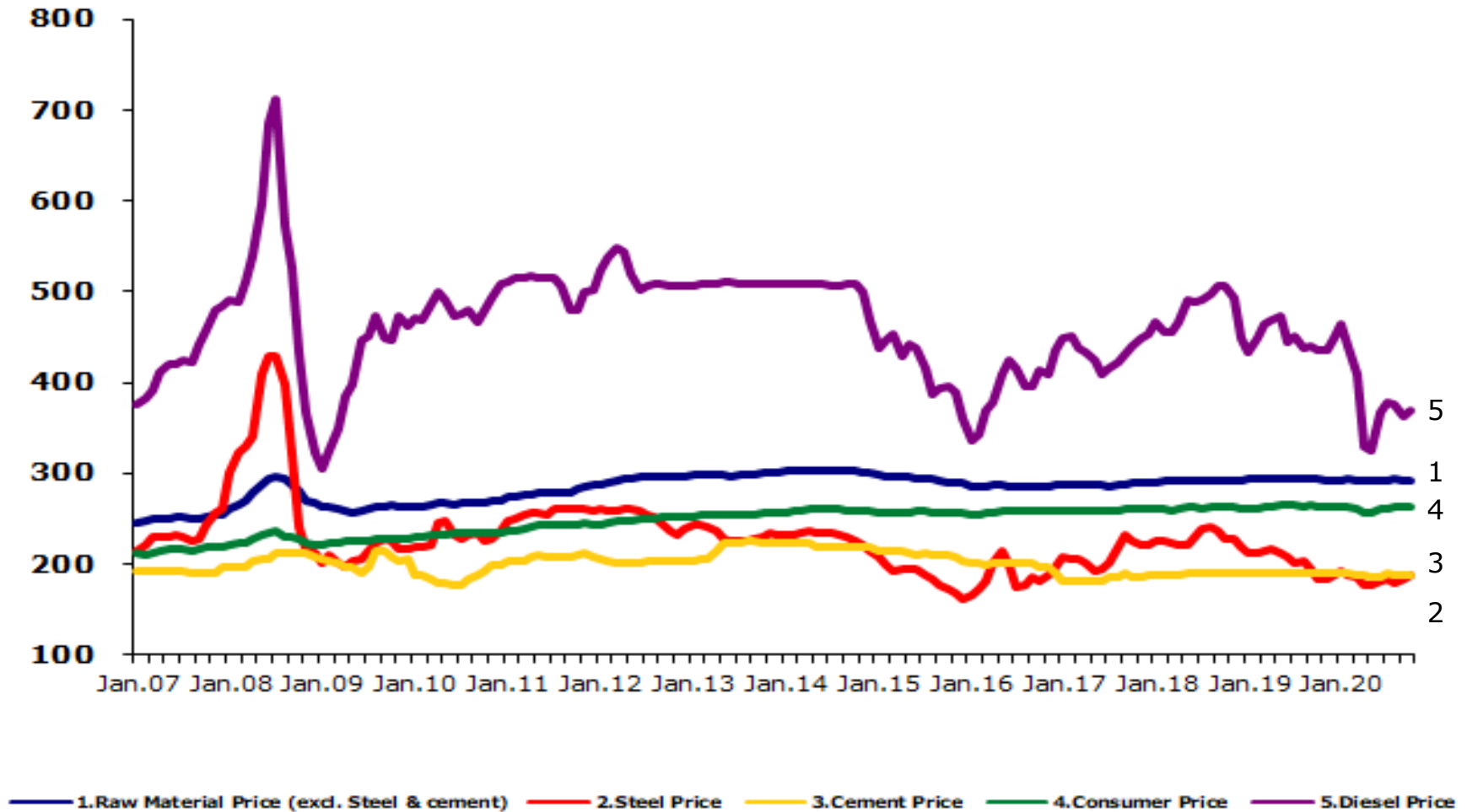
Effort to reduce risks

- Balance Public and Private work
- Increase efficiency through skill training
- Improve method of construction by using more automation
- Fix price with suppliers
- Keep on corporate development

"SINO-THAI DELIVERS WHAT WE PROMISE"



Material Price Index





Keys to Success

- **Operational excellence with personnel, equipment, facilities fully developed and prepared to undertake projects in all sectors**
- **Current net cash position has been achieved in spite of many years of operating in a turbulent economic environment**
- **Current domestic market is strong and well suited for our expertise.**

"SINO-THAI DELIVERS WHAT WE PROMISE"



More about Sino-Thai



Overview

... Over 50 years of proven track record ...

- **One of the three largest contractors in Thailand**
- **Rated class 1 contractor by all government authorities and state enterprises**
- **Leading contractor in Thailand for mega infrastructure and power plant projects**
- **Outstanding record for quality, safety and timely completion in both civil and mechanical works**
- **Financially strong contractor**



Track Records

Infrastructure



Industrial Ring Road
1,542 THBmn, Public Works Dept.



Airport Rail Link
13,225 THBmn, SRT



Blue Line
14,558 THBmn, MRTA

Environment



Waste Water Collection & Treatment Plant
740 THBmn, Municipal of Nakorn Ratchasima

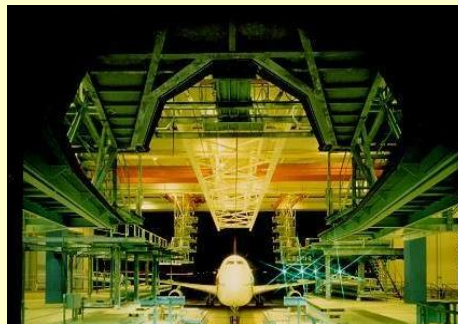


Irrigation for Shrimp Farming
215 THBmn, Fishery Dept.

Building



Supreme Court
3,271 THBmn,



Aircraft Maintenance Center
1,338 THBmn, Thai Airways



The Park Chidlom
1,275 THBmn, HEMRAJ



Track Records

Energy



Ratchaburi Power Plant
4,394 THBmn, RATCH



South Bangkok Power Plant
2,300 THBmn, EGAT



NongSang Power Plant
9,119 THBmn, Gulf Electric



Rayong Refinery
3,478 THBmn, RRC

Industrial



Ichthys LNG Module
STP&I



**Modules Fabrication
for Pluto LNG Plant**
5,069 THBmn, STP&I



Thai Olefins Plant Expansion
1,262 THBmn, TOC



Thaioil Hydrocracker (HCU)-2
538 THBmn, Chiyoda



P/L Statement

Consolidated	2016	2017	2018	2019	9M-20
Construction and service income	17,953	20,075	27,537	32,992	26,952
Total revenues	18,624	21,159	27,976	33,384	27,090
Cost of construction and service	16,349	21,546	25,421	31,168	25,820
Gross profit	1,604	(1,471)	2,117	1,824	1,132
SG&A	554	419	517	511	530
Share of profit from investment in associate	26	32	25	231	72
Interest expense	13.5	23.0	29.5	50.8	38.2
Net profit	1,396	(603)	1,637	1,494	633
Net Profit excl. minority interest	1,381	(610)	1,617	1,484	625
EPS (Bt.)	0.91	(0.40)	1.06	0.97	0.41
Gross profit margin	8.9%	-7.3%	7.7%	5.5%	4.20%
Net profit margin	7.5%	-2.8%	5.9%	4.5%	2.33%



Balance Sheet

<u>Consolidated</u>	2016	2017	2018	2019	9M-20
Cash and current financial asset	1,890	6,695	9,998	7,261	4,353
Trade and other receivables	3,413	4,579	4,591	3,873	2,621
Contract assets	5,378	7,285	7,541	6,469	6,943
Current assets	15,647	22,417	28,721	23,149	18,715
Total assets	25,000	33,160	45,575	49,207	45,969
Financial debts	748	1,224	1,236	1,646	2,610
Trade and other payables	4,215	6,946	9,053	9,843	11,148
Contract liabilities	3,909	11,584	20,028	17,959	13,623
Current liabilities	13,699	22,907	32,827	31,479	29,521
Total liabilities	14,415	23,705	34,355	34,560	32,432
Equity	10,585	9,455	11,221	14,648	13,536
Equity excl. minority interest	10,353	9,216	10,961	14,377	13,258
Book value / share (Bt.)	6.79	6.04	7.19	9.43	8.69
Current ratio	1.14	0.98	0.87	0.74	0.63
Gross gearing ratio	0.071	0.129	0.110	0.112	0.193
Net gearing ratio	(0.11)	(0.58)	(0.78)	(0.38)	(0.13)
Total Debt to Equity ratio	1.36	2.51	3.06	2.36	2.40



Strive for Excellence

Sino-Thai Engineering & Construction PCL (STEC)

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