



East Water Performance 2Q2012

Eastern Water Resources Development and Management Public Company Limited

Agenda

- **2H2012 Outlook**
- **1H2012 Performance**
- **Water Situation**
- **Project Update**

2H2012 Outlook

Positive / Negative Factors

Positive Factors

- Thailand Board of Investment (BOI) reported that the total investment of those who have investment incentive in 1H2012 grew up 34%.
- According to The Tourism Authority of Pattaya, revenue from tourism is expected to grow up to 7.7 billion in 2012 from 7.3 billion in 2011 and the number of tourists was expected to increase from 7 million people per year to 10 million in the next 3 years.

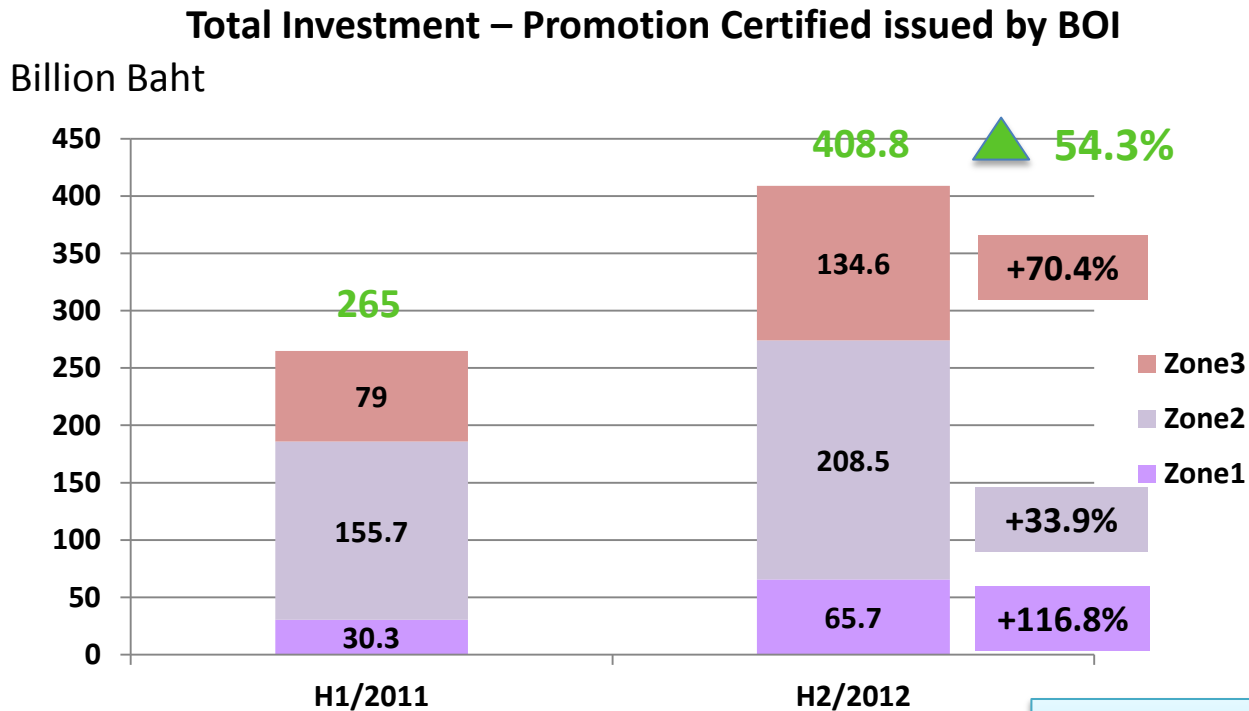
Negative Factor

- Due to European economic crisis, the exports fell 15.6% (January - April 2012) and the export volume for the year 2012 is expected to grow by only 7-8%
- Eastern Seaboard may be threatened with drought in 2013 and may cause the higher cost for the company

*Source of Information: The University of Thai Chamber of Commerce

2H2012 Outlook

Growth of Industrial Estate in Eastern Seaboard



**Zone 1: Bangkok/Nakornpathom/ Pathumthani / Samutsakorn / Sumutprakarn

Zone 2: Rayong / Chachoengsao/ Chonburi/ Ratchaburi/ Phuket/Others

Zone 3: 58 Remaining Provinces

Note: Chemical/Plastic/Paper Industry grew by 44% (YOY)

*Source of Information: Thailand Board of Investment: BOI

Eastern Water Resources Development and Management Public Company Limited

2H2012 Outlook

❑ Sale volume growth 8-9% (YoY %)

❑ Potential Customer

Customers	Expected Volume Per year	Year
5 SPP Projects in Hemaraj	10 MCM.	2015
PTT Group	1.5 – 2.7 MCM.	2015
IRPC & CP Land	0.5 – 1.0 MCM.	2014
Gateway City	7.0 – 14.0 MCM.	2016-2017

❑ New Business (Under Study)

- Diversification to Utilities/Infrastructure Company
- Desalination



บริษัท ปตท. จำกัด (มหาชน)



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2H2012 Outlook

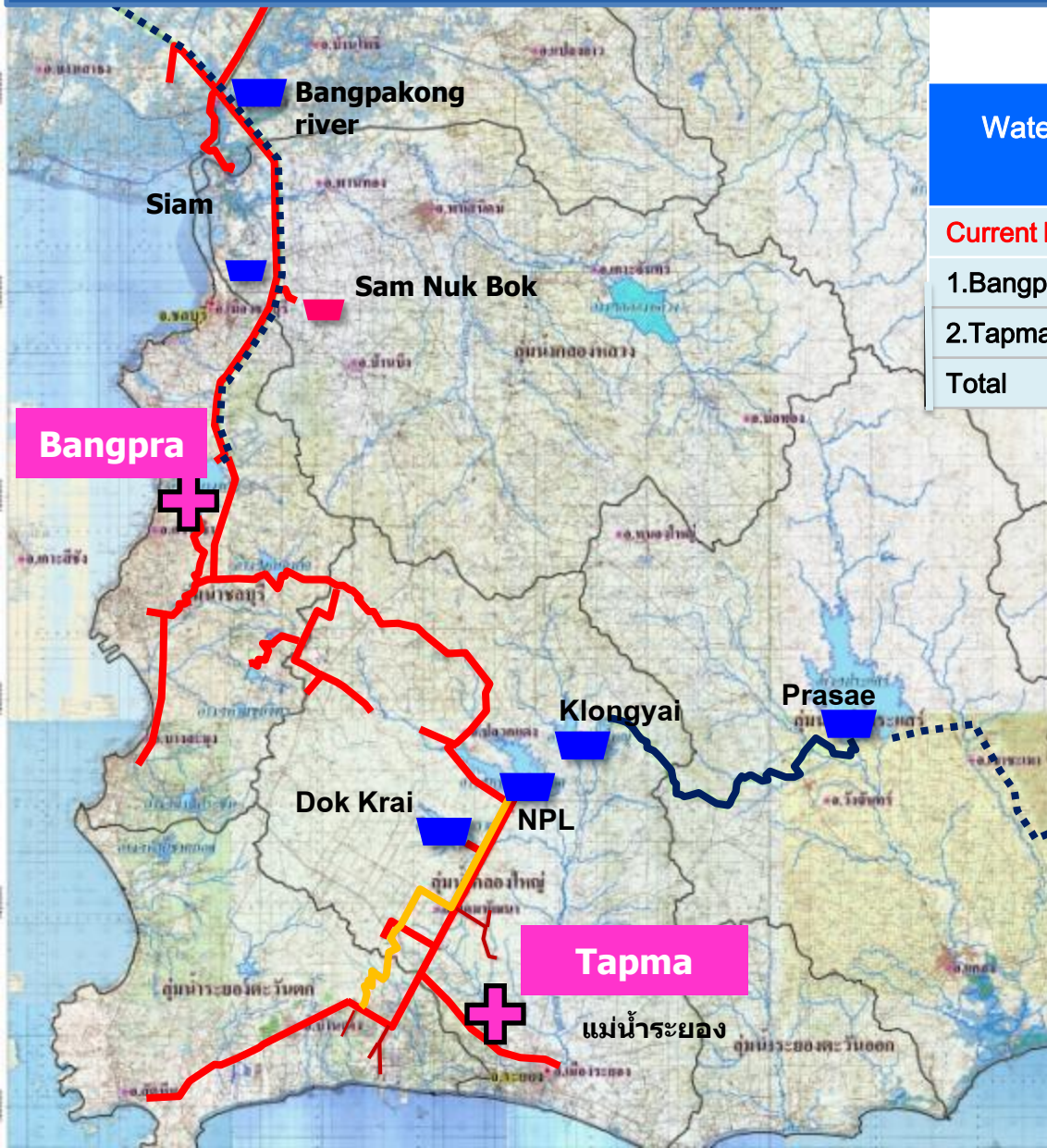
CAPEX 2012-2014

Description	Amount (MB)	Year				
		2012	2013	2014	2015	2016
East Water						
Enhancement of water pipeline	500	87	265	148		
Bangpra Project**	850	302	384			
Tabma Project	2,735	891	1,131	558	70	85
Total	4,085	1,280	1,780	706	70	85

****CAPEX for Bangpra project have been used in 2011 in amount of 164 million Baht**

2H2012 Outlook

Raw Water Investment :Water Supply Sourcing



Water Supply Sourcing Projects	Supply (MCM)	Investment (MB)
Current Projects		
1.Bangpra pumping Station	18.0	850
2.Tapma	55.0	2,735
Total	73.0	3,585

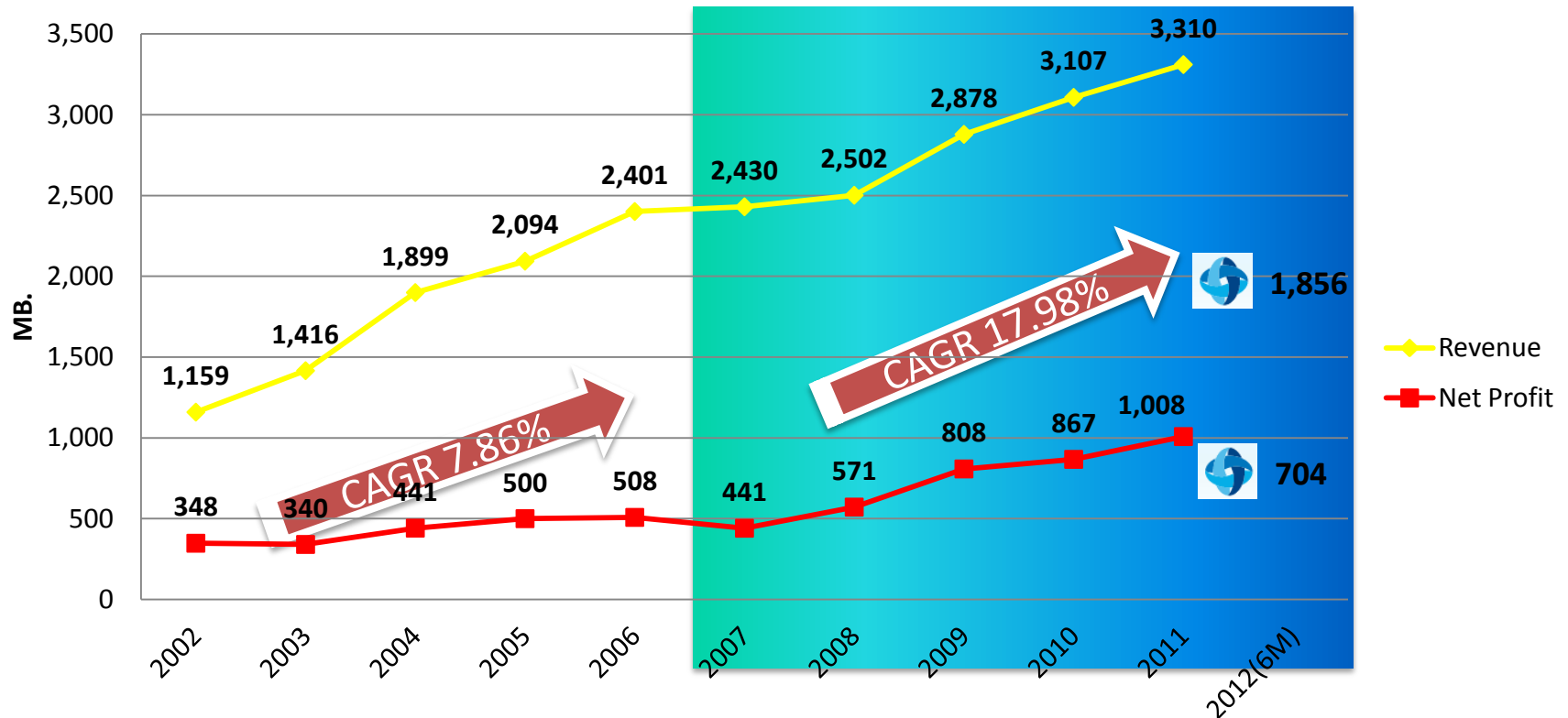
- Current pipeline
- Pipeline on the Construction
- RID Pipeline (Completed)
- - - - RID Pipeline (On the construction)

Agenda

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1H2012 Performance

Financial Summary: 10 Yrs Revenue VS Net Profit

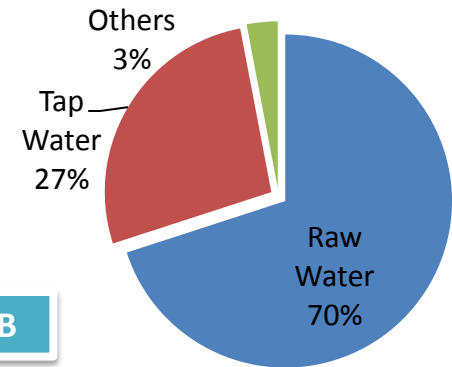


*This presentation excluded the extra-ordinary revenue of the Prasae project in 2010, its cost of project sold, and its profit from the 2010 operating performance

1H2012 Performance

Financial Summary: Product Mix

EASTW's Total Revenue Breakdown by Line of Business

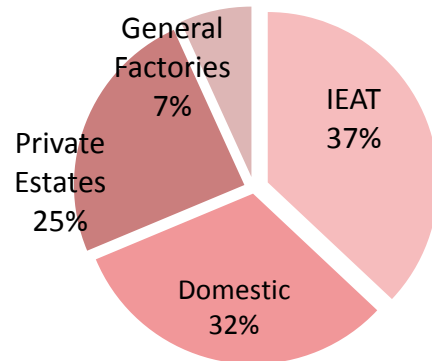


* As of June 31, 2012 (6M)

Total Revenue* = 1,855.81 MB

Raw Water

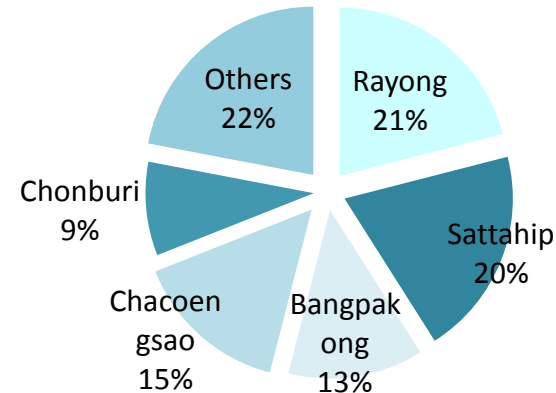
Raw Water Breakdown by Customers



Raw Water Revenue* = 1,296.14 MB

Tap Water

Tap Water Breakdown by Contracts



Tap Water Revenue* = 500.03 MB

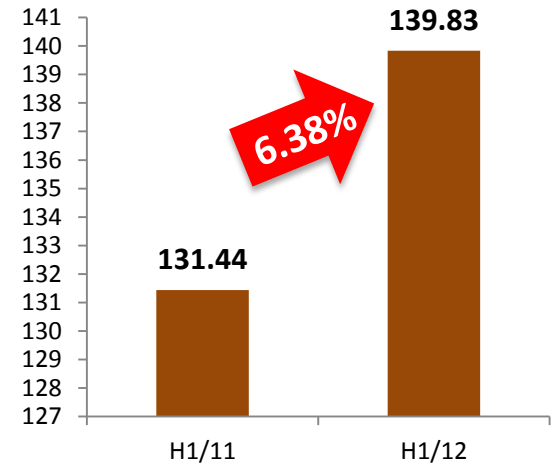
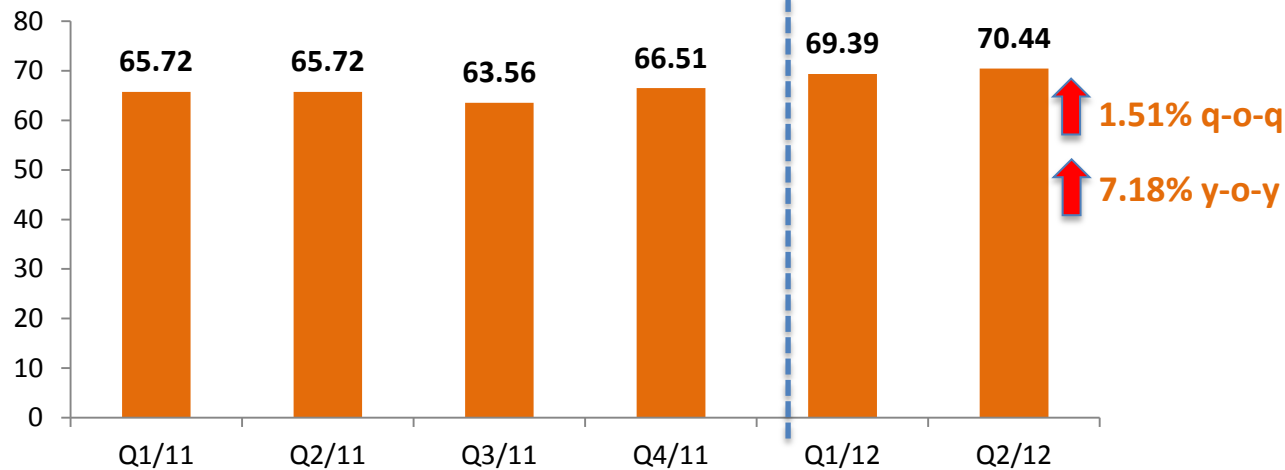
Eastern Water Resources Development and Management Public Company Limited

* As of June 31, 2012 (1H)

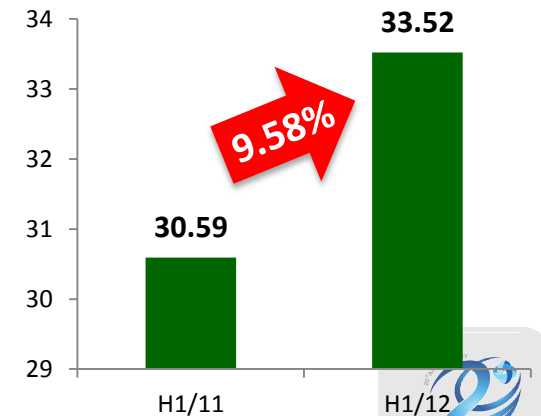
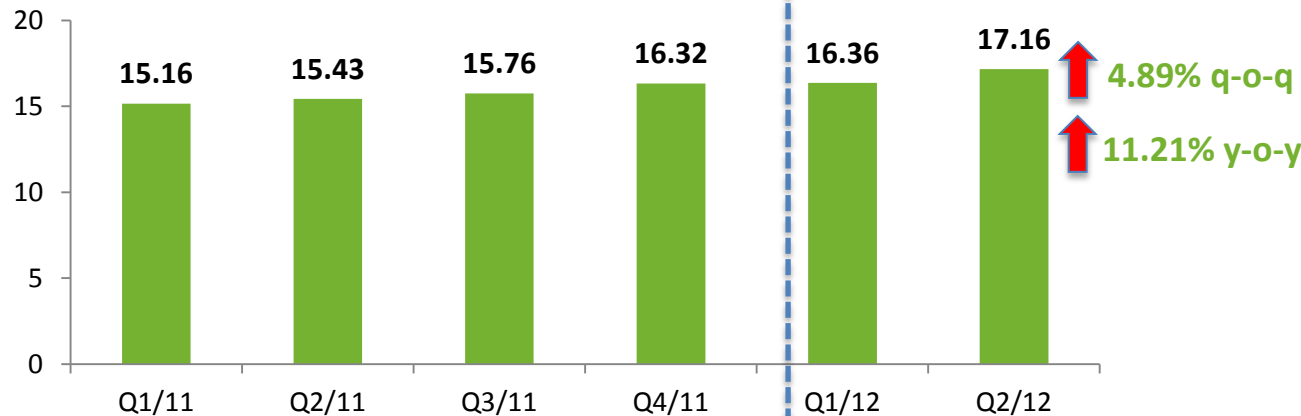
1H2012 Performance

Financial Summary: Sale Volume; Raw and Tap Water

Raw water Volume



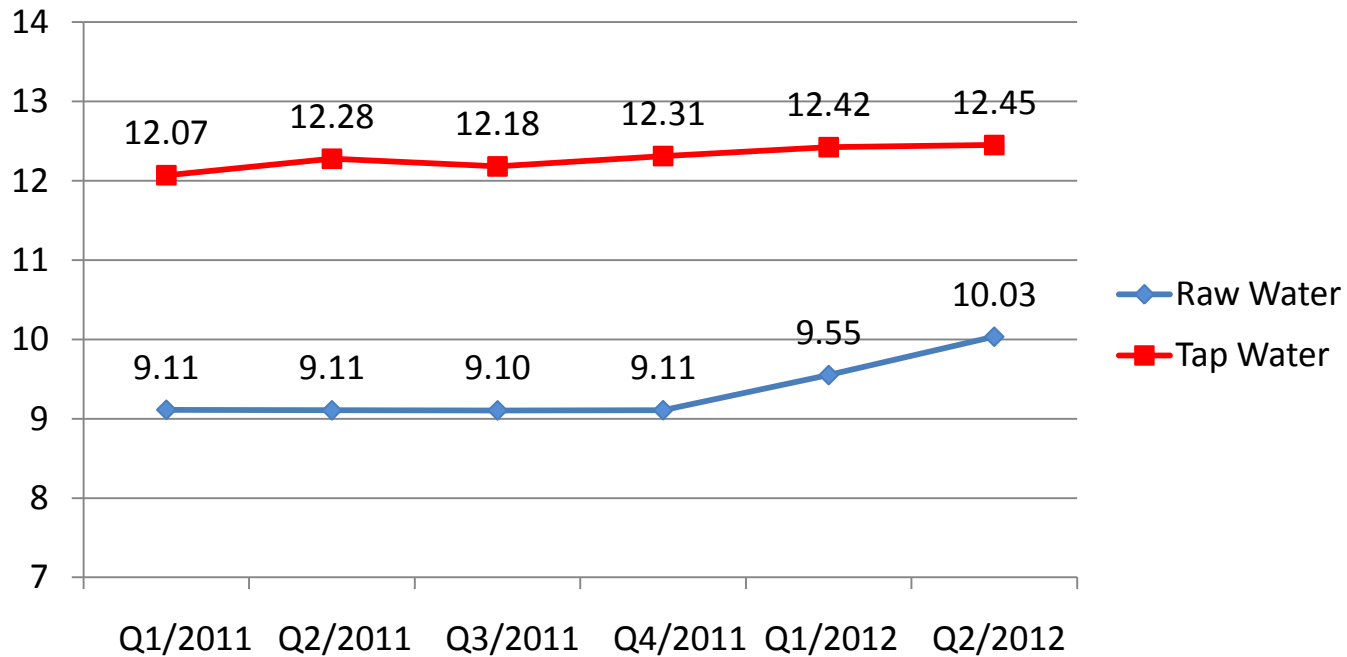
Tap water Volume



1H2012 Performance

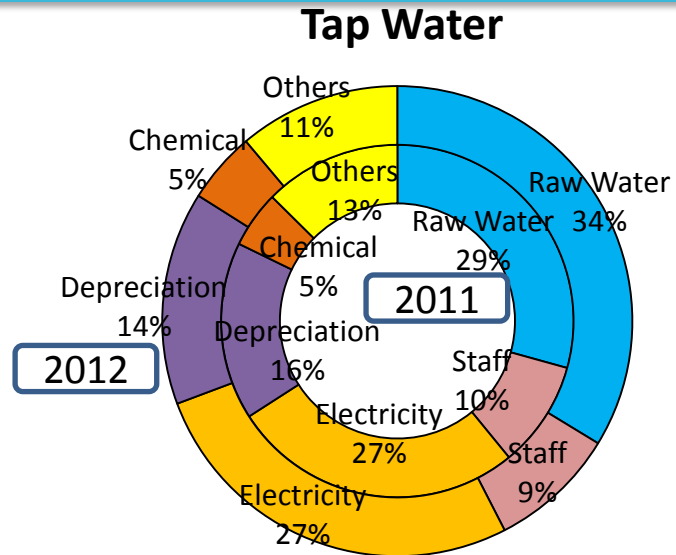
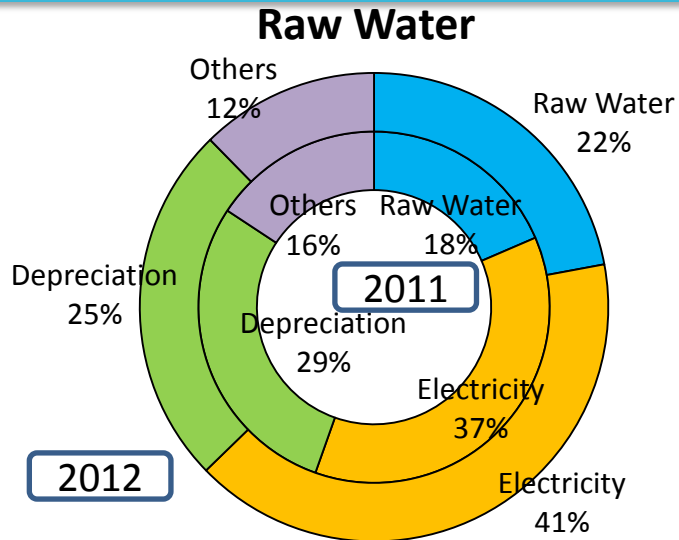
Raw Water & Tap Water Tariff

(Bt/ cu.m)

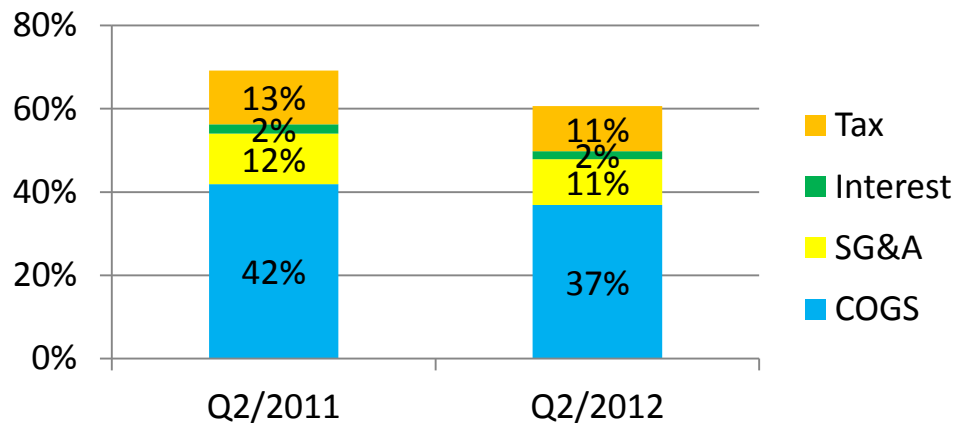


1H2012 Performance

Cost Structure

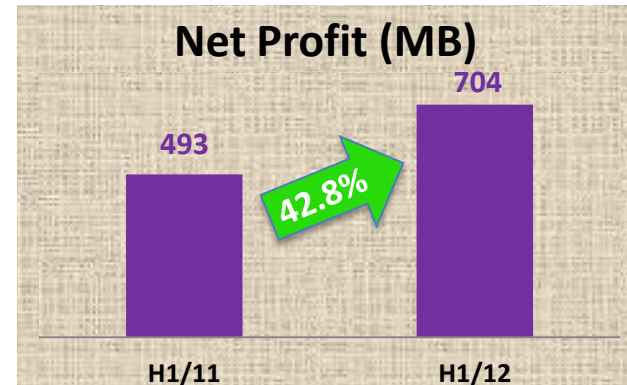
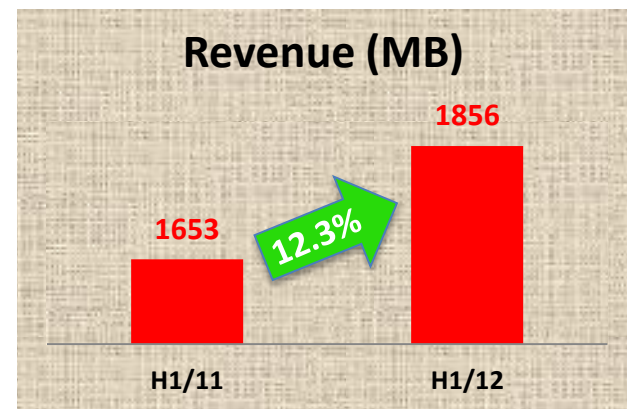
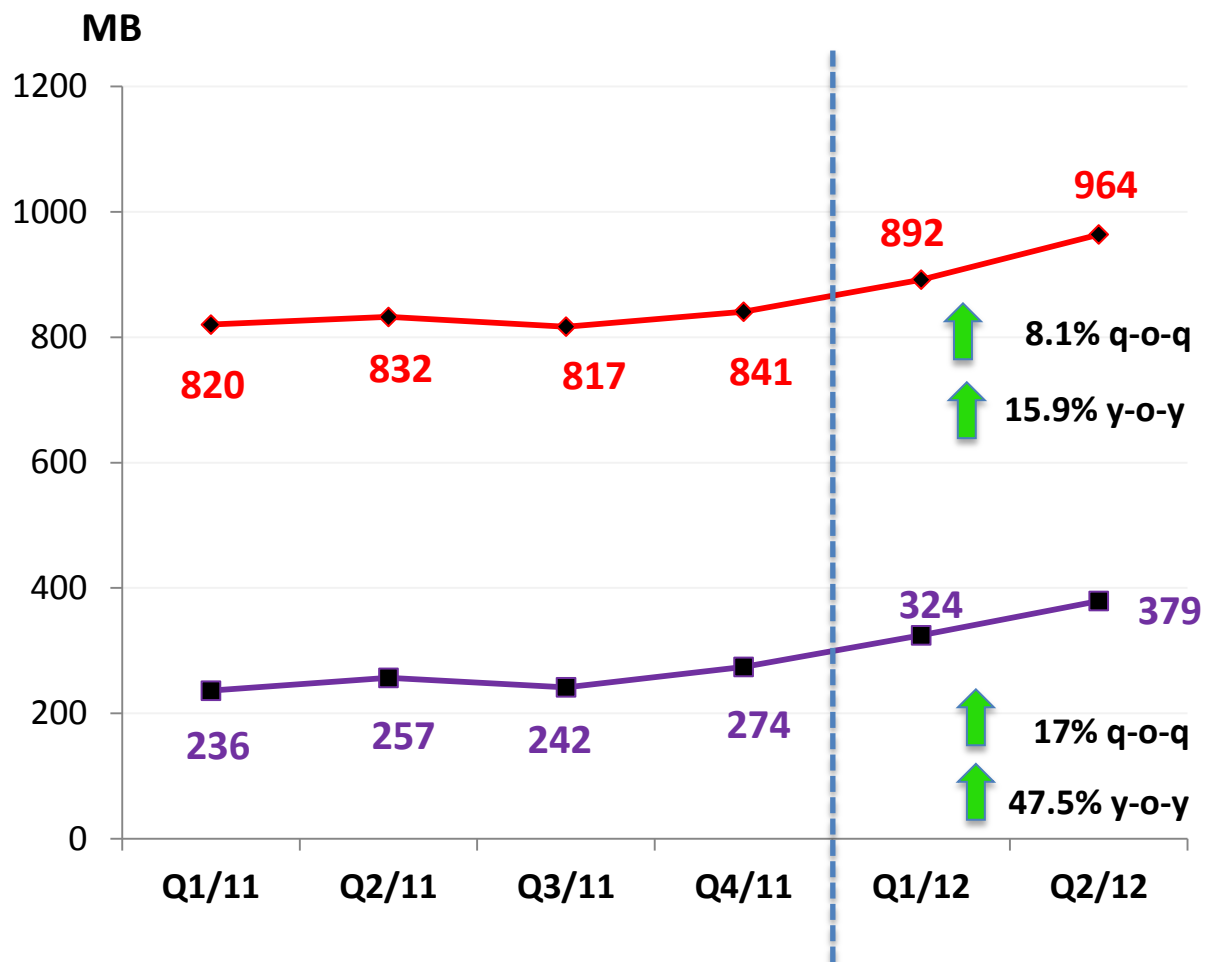


Cost Structure: Consolidated



1H2012 Performance

Financial Summary: Revenue and Net Profit



1H2012 Performance

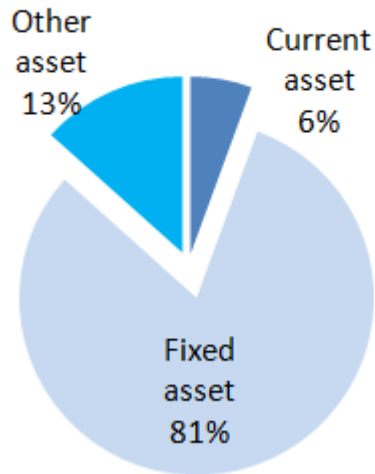
Financial Summary: Financial Ratios

Ratios	2Q 2011	2Q 2012
Gross Profit Margin	67.07%	71.56%
Net Profit Margin	30.82%	39.34%
ROE	13.02%	17.32%
ROA	11.76%	11.30%
D/E	0.55	0.58
EPS	0.16	0.23

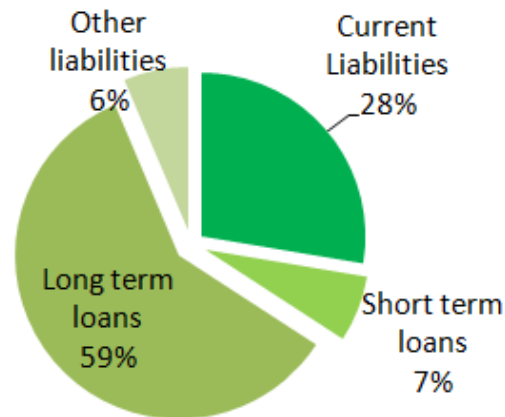
1H2012 Performance

Financial Summary : Balance Sheet as of June 30, 2012

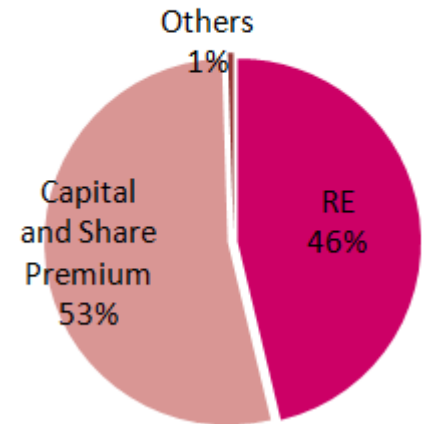
Asset



Liabilities



Equity



Jun,30 2012

Asset : 11,291.98 MB

Liability : 4,153.13 MB

Equity : 7,138.85 MB

Dec,31 2011

Asset : 10,774.24 MB

Liability : 3,838.04 MB

Equity : 6,936.20 MB

▲ 4.81%

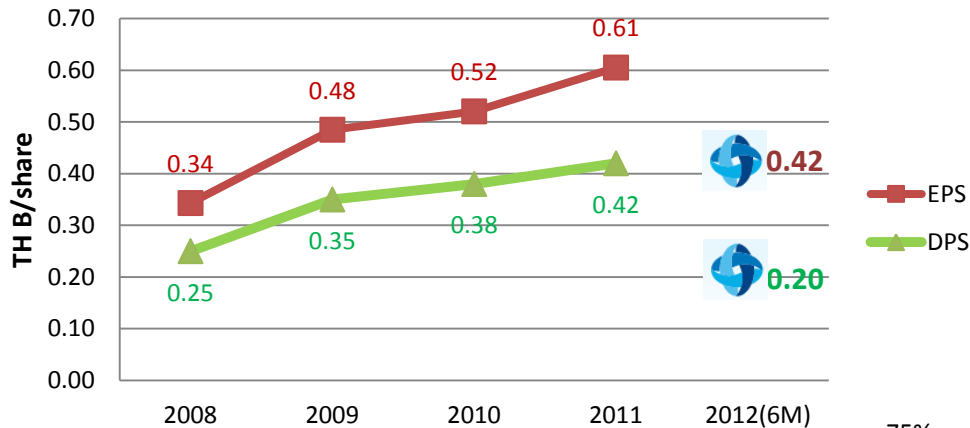
▲ 8.21%

▲ 2.92%

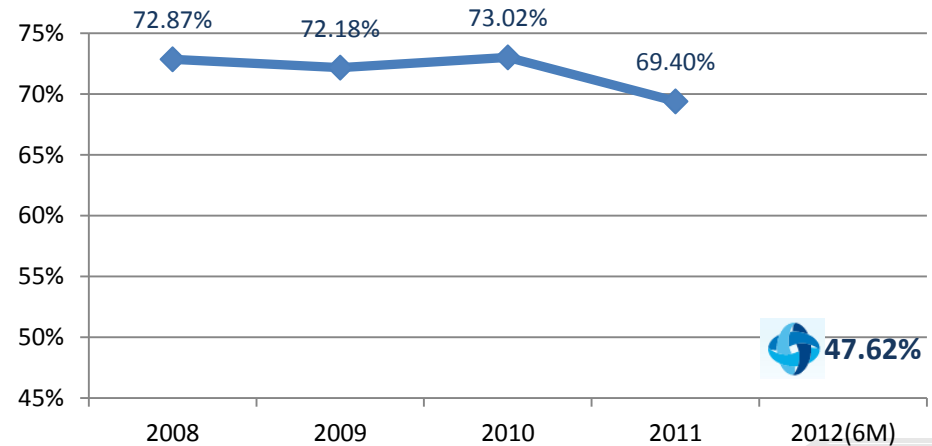
1H2012 Performance

Financial Summary: Dividend Policy

EPS VS DPS



Dividend Payout



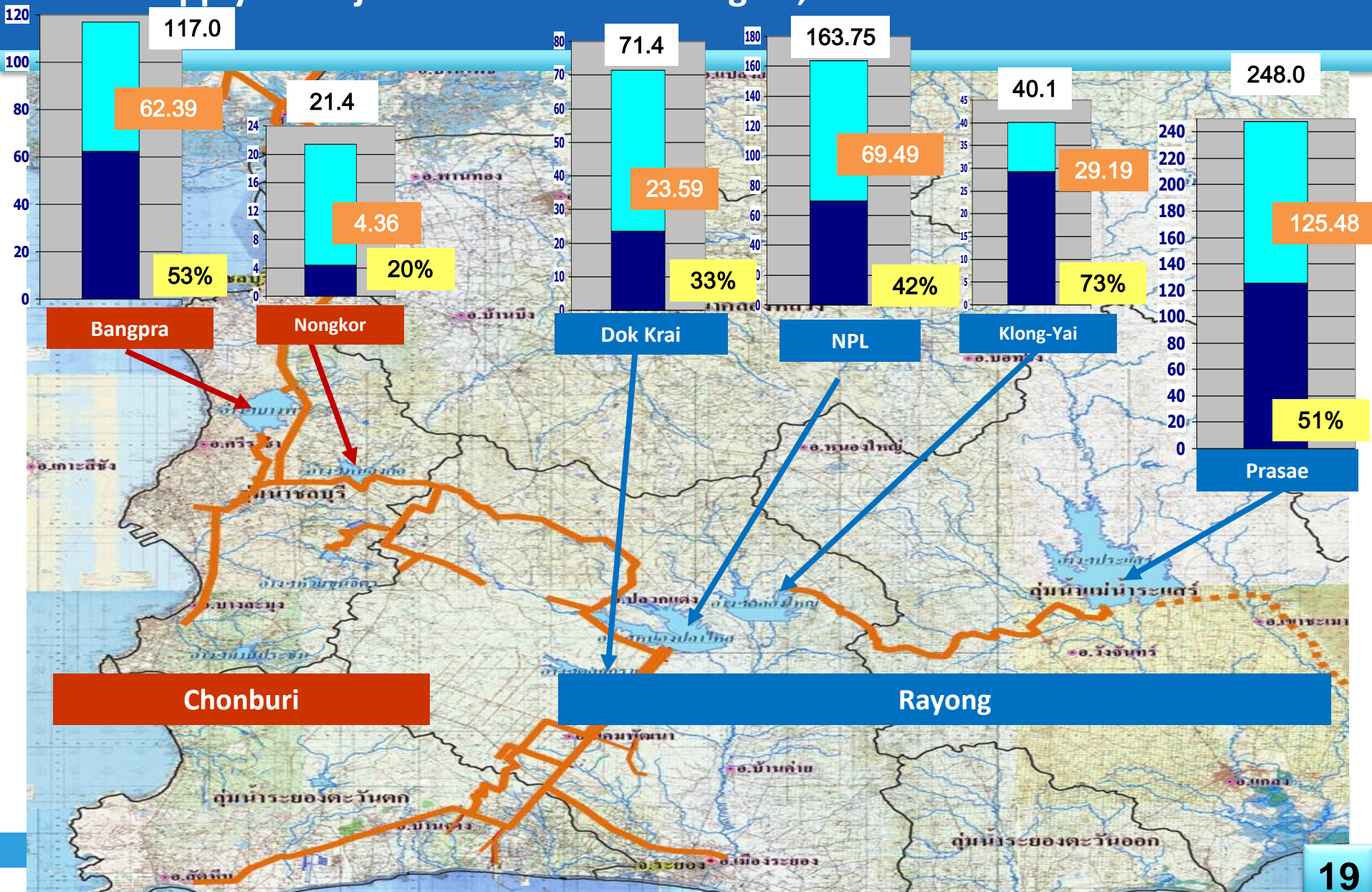
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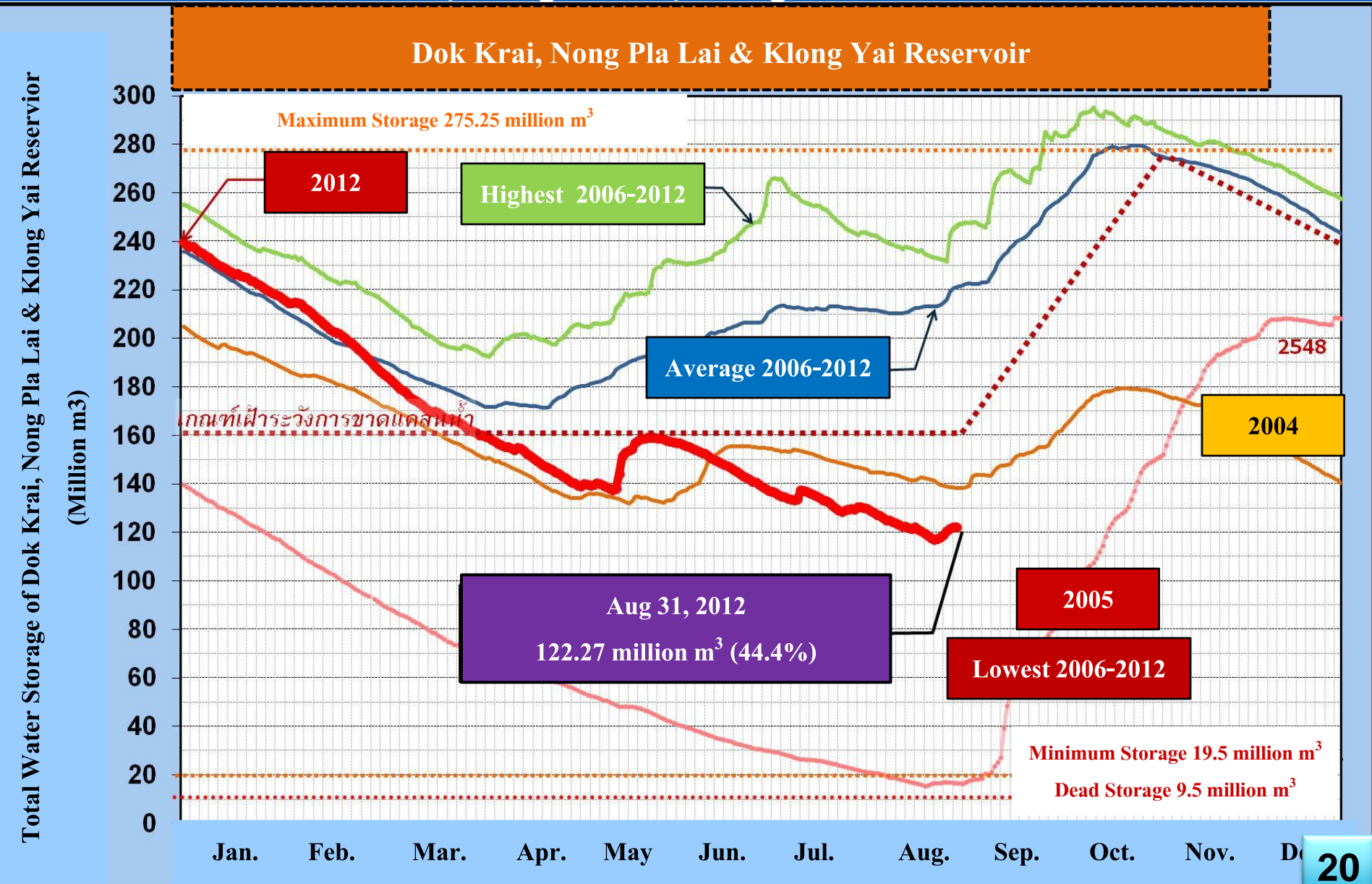
Water Situation

Water Supply in Major Reservoirs as of Aug 31, 2012



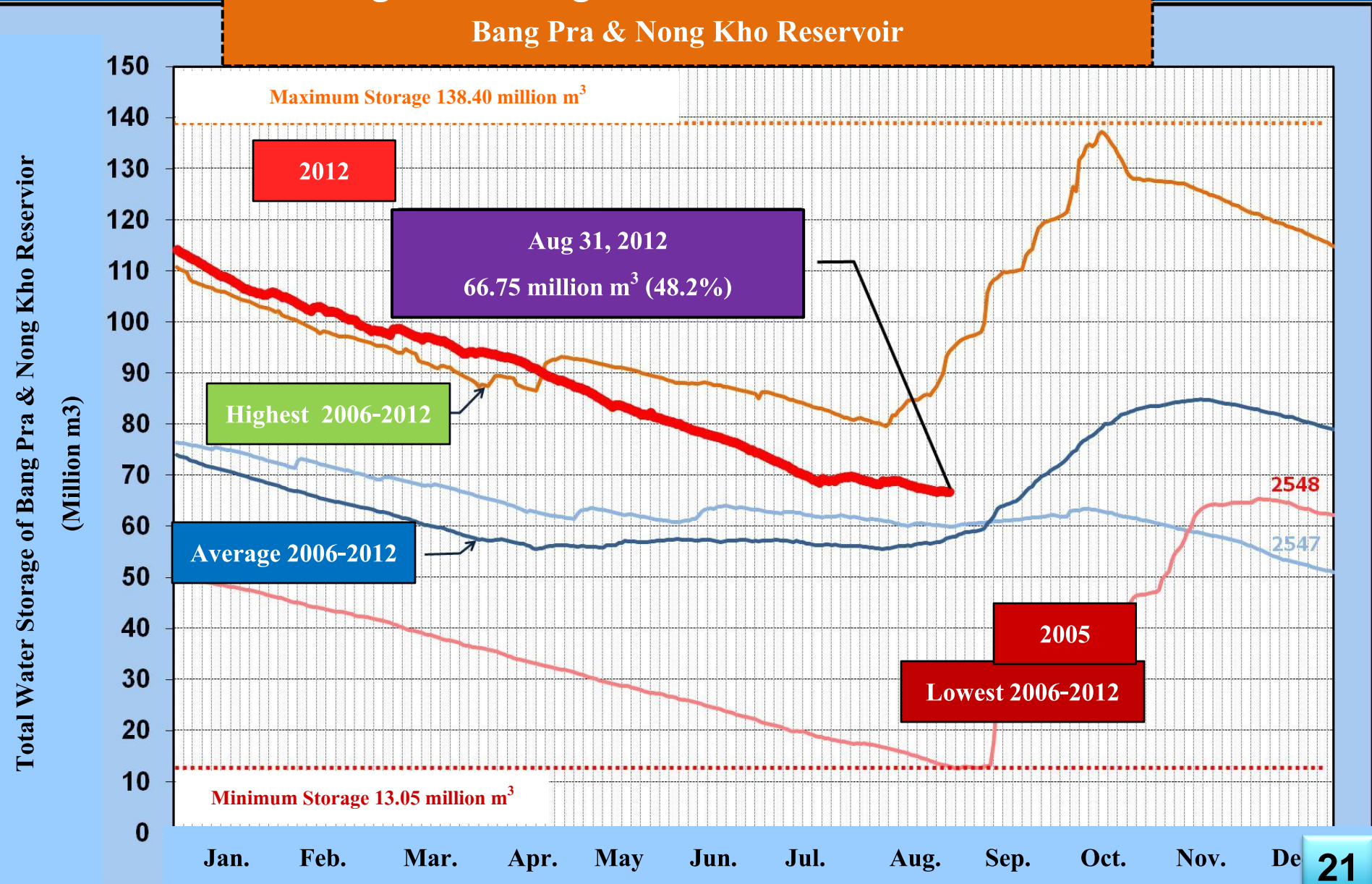
Water Situation

Water Situation : Dok Krai, Nong Pla Lai, Klong Yai



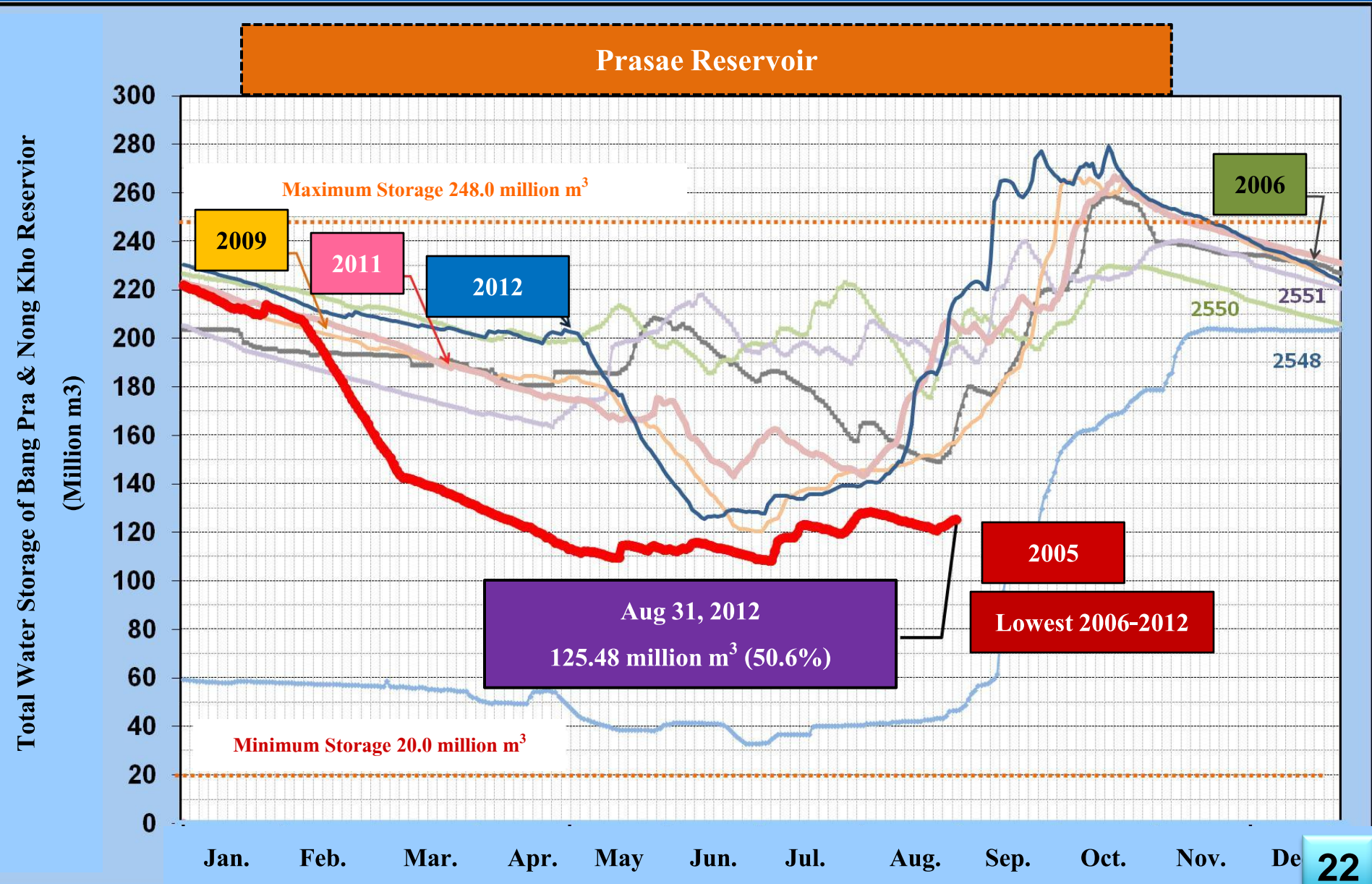
Water Situation

Water Situation : Bang Pra & Nong Kho



Water Situation

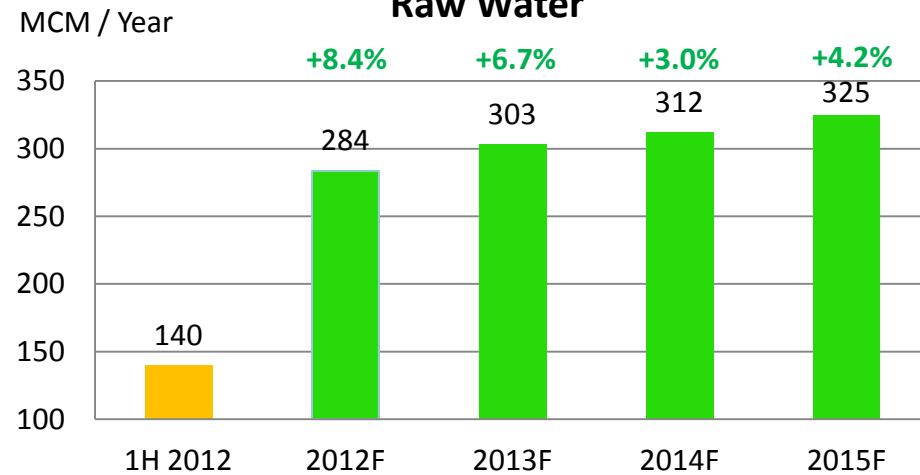
Water Situation : Prasae



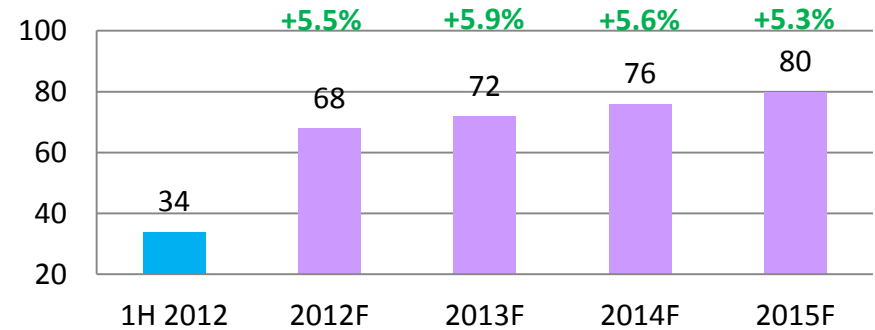
Water Situation

Demand Forecast: Raw and Tap Water

**Demand Forecast
Raw Water**



**Demand Forecast
Tap Water**



*Tap water sales volume was excluded O&M Contract

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Project Update

Nongplalai-Maptaphut # 3

Investment: 2,181 MB

Nongplalai-Maptaphut # 3



- Increasing pumping capacity by 105 MCM/ Yr
- Overall Progress 94.34% (as of July 31, 2012)
- Completion: Dec, 2012



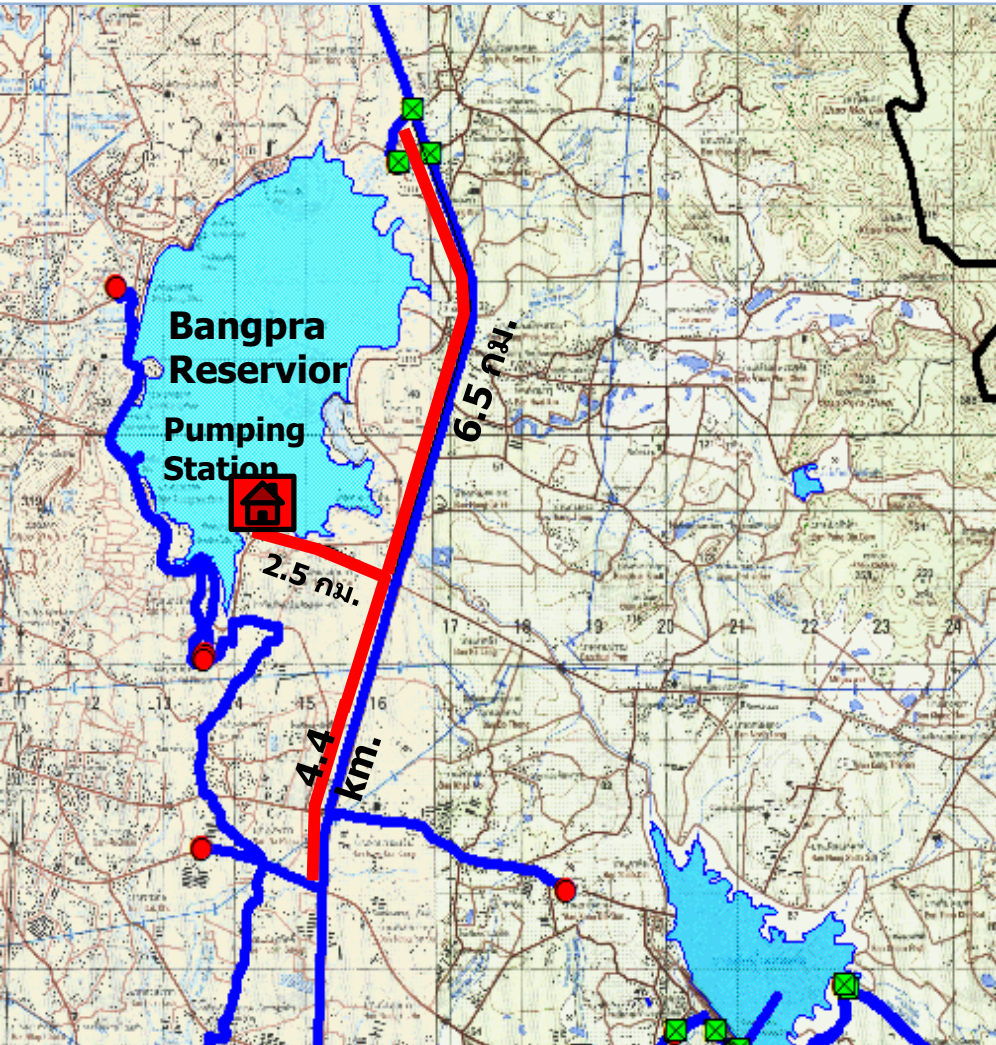
Project Update

Bangpra project

Investment: 850 MB

Bangpra Project

- Reducing water transmit from Rayong to Chonburi
- Building new pumping station at Bangpra reservoir
- Capacity: 200,000 CU.M per day starting in 2014
- Overall Progress 26.40% (as of July 31, 2012)
- Completion: 2013



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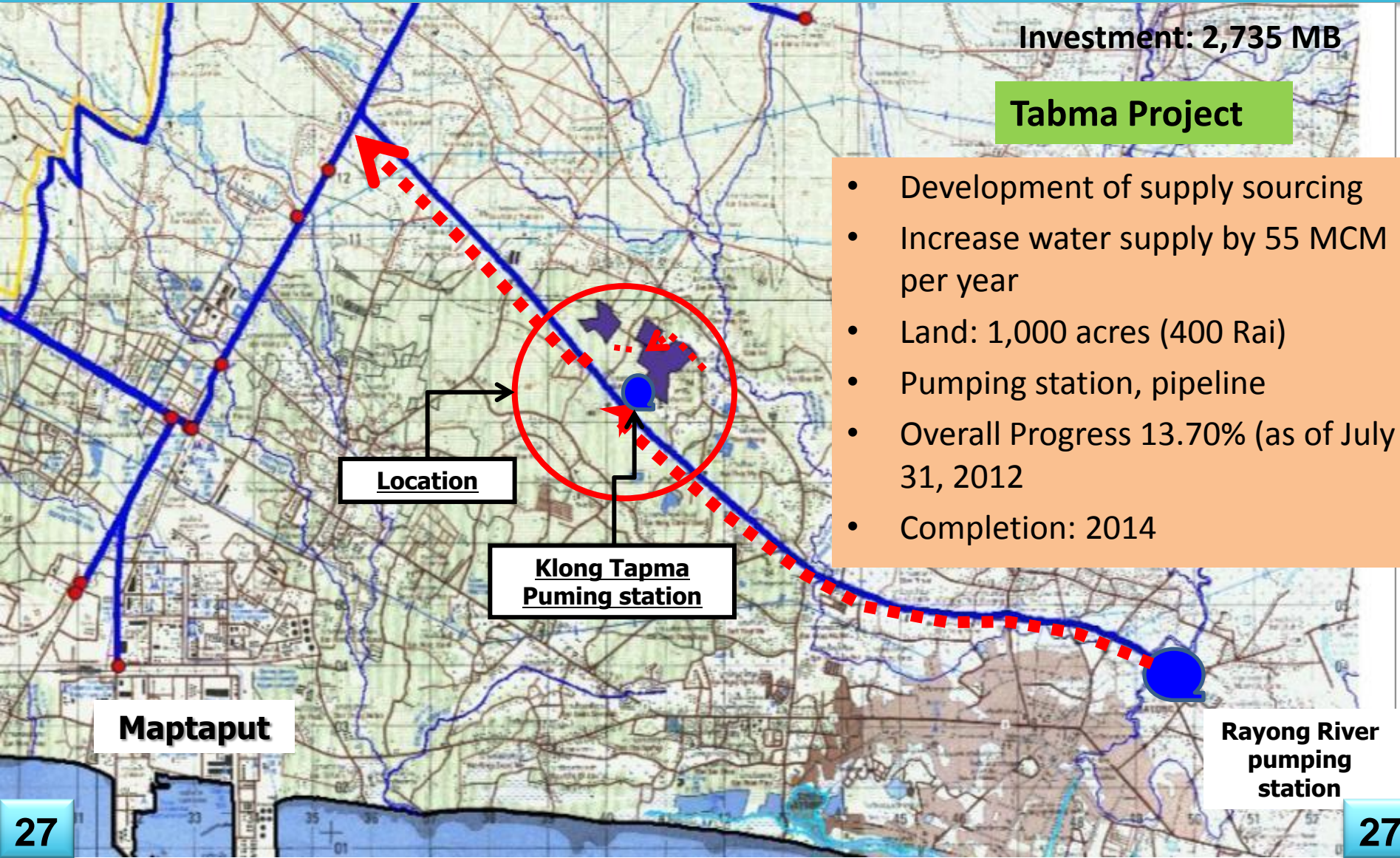
Project Update

Tabma Project

Investment: 2,735 MB

Tabma Project

- Development of supply sourcing
- Increase water supply by 55 MCM per year
- Land: 1,000 acres (400 Rai)
- Pumping station, pipeline
- Overall Progress 13.70% (as of July 31, 2012)
- Completion: 2014



Project Update

Other Projects: Dok-Krai and Map-Ka 2

Pumping station Improvement Dok-Krai

Investment: 192 MB

- Improving pump and laying pipeline
- Increasing capacity from 96 to 116 MCM/ Yr
- Overall Progress 100.00% (as of July 31, 2012)
- Completion: 2012



Storage pond Map-Ka 2

Investment: 100MB

- Secure water pumping system>> reserve water more than 20 hrs in case of power failure
- Capacity: 220,000 CU.M.
- Overall Progress 76.96% (as of July 31, 2012)
- Completion: 2012



Q & A

Thank you