

# **EASTWATER'S**

## **OPERATION & FINANCIAL PERFORMANCE of 2017**



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Note: All currency figures within this presentation are presented in Thai Baht (“Bt.”) unless otherwise stated.



# AGENDA

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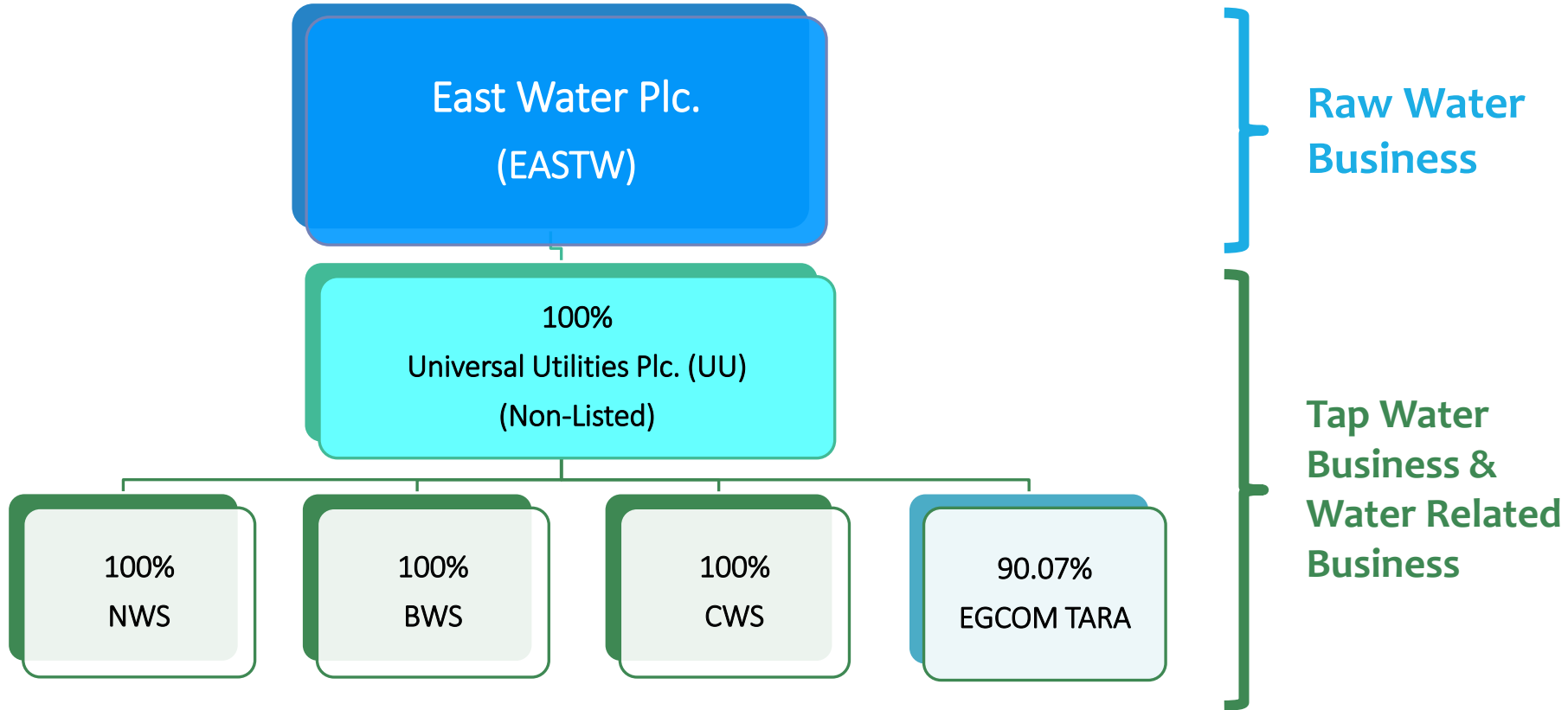
## Business Overview

- Group Structure & Shareholder
- Our Business & Business Model
- Customers Area & Challenge (Water Situation)

## Investments

## Financial

# Group Structure



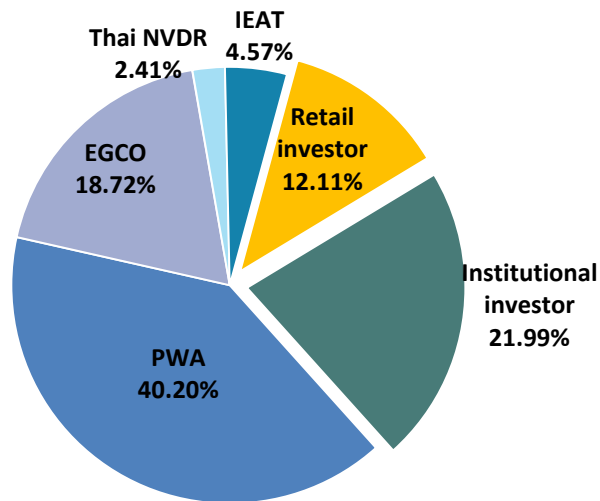
**CWS:** Chachoengsao Water Supply Co, Ltd.

**BWS:** Bangpakong Water Supply Co, Ltd.

**NWS:** Nakornsawan Water Supply Co, Ltd.

# Strategic Shareholders

## Major shareholders

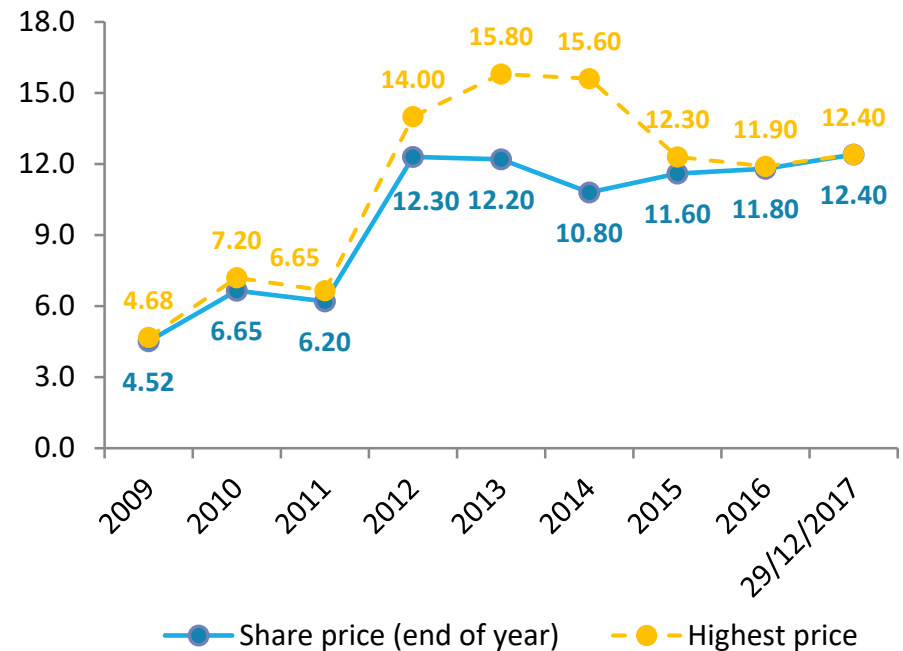


*PWA: Provincial Waterworks Authority*  
*EGCO: Electricity Generating Plc*  
*IEAT: Industrial Estate Authority of Thailand*

Note: Info as of 29 Dec 2017

## Shareholders' value appreciation

### THB per share

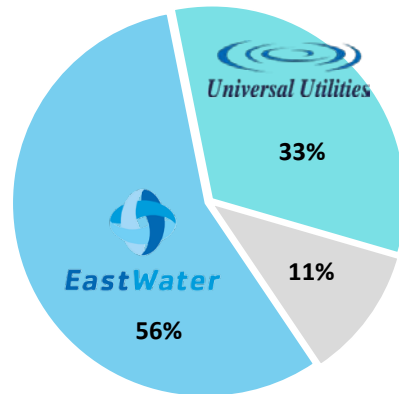


Market capitalization of approx. THB 20.13 Billion

Note: Info as of 29 Dec 2017

# Our Businesses

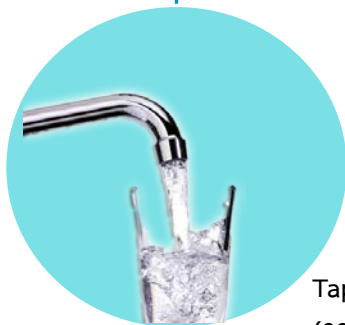
## 2017 Revenues Breakdown



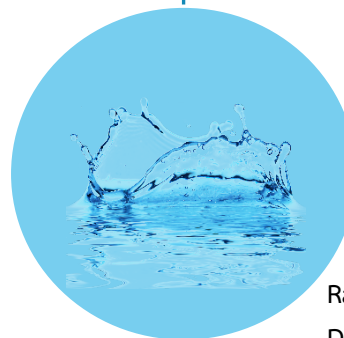
As the core business of EASTW, raw water distribution is the main source of revenues while tap water and waterworks management – operated under Universal Utilities Co., Ltd. (100% subsidiary) – are compelling supportive businesses.



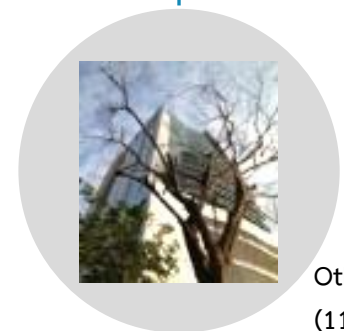
**EastWater**  
GROUP



Tap Water  
(33%)

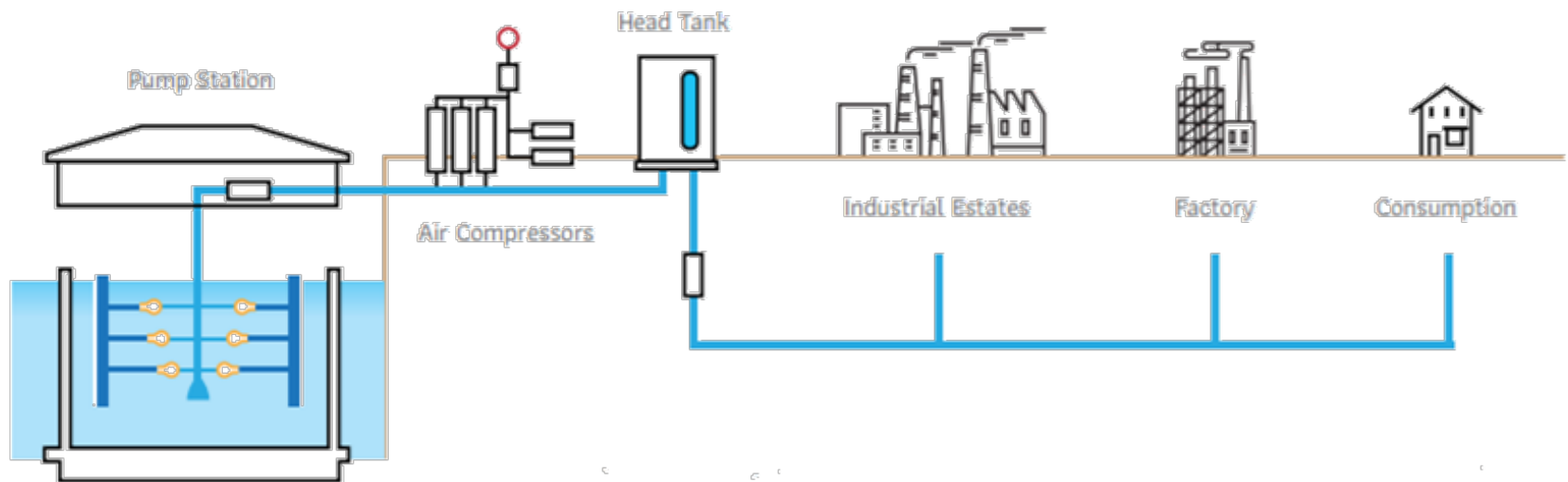


Raw Water  
Distribution  
(56%)



Other  
(11%)

# Raw Water Business Model



# Tap Water & Water Related Business Model

## Fresh Water

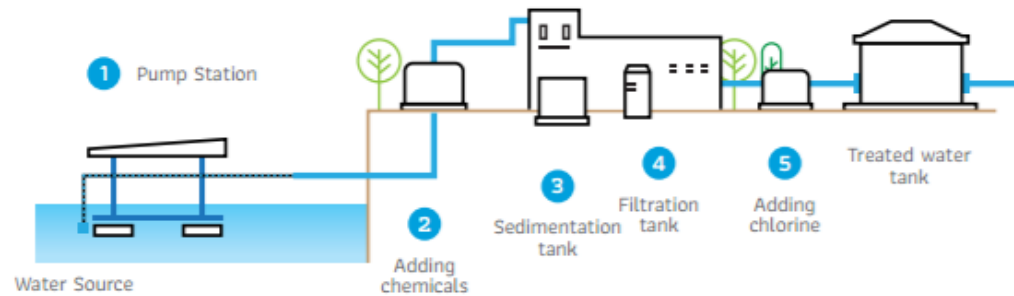


Internal Sources



External Sources

## Sedimentation + Filtration



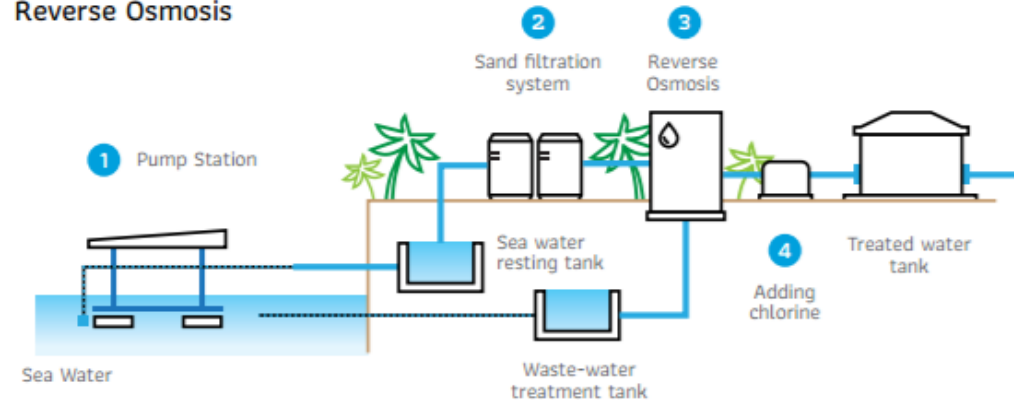
## Water Consumption



## Sea Water



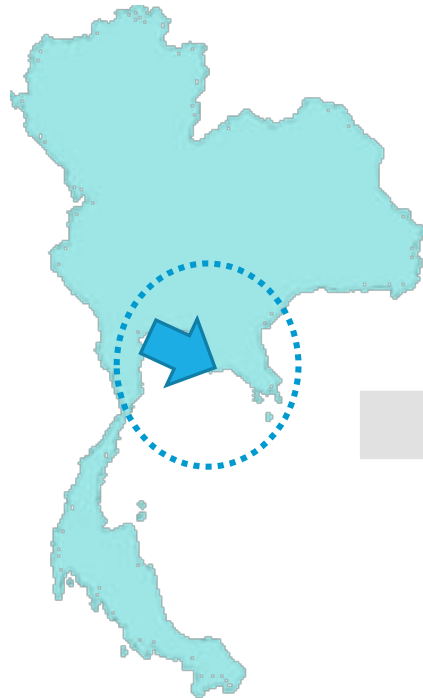
## Reverse Osmosis





# Raw Water

## Market-Based Operations & Key Customers



# Tap Water

## Market-Based Operations & Key Customers



### UU's Concession

- Total production capacity = 315,410 cubic meters / day
- Average sales volume = 207,609 cubic meters / day



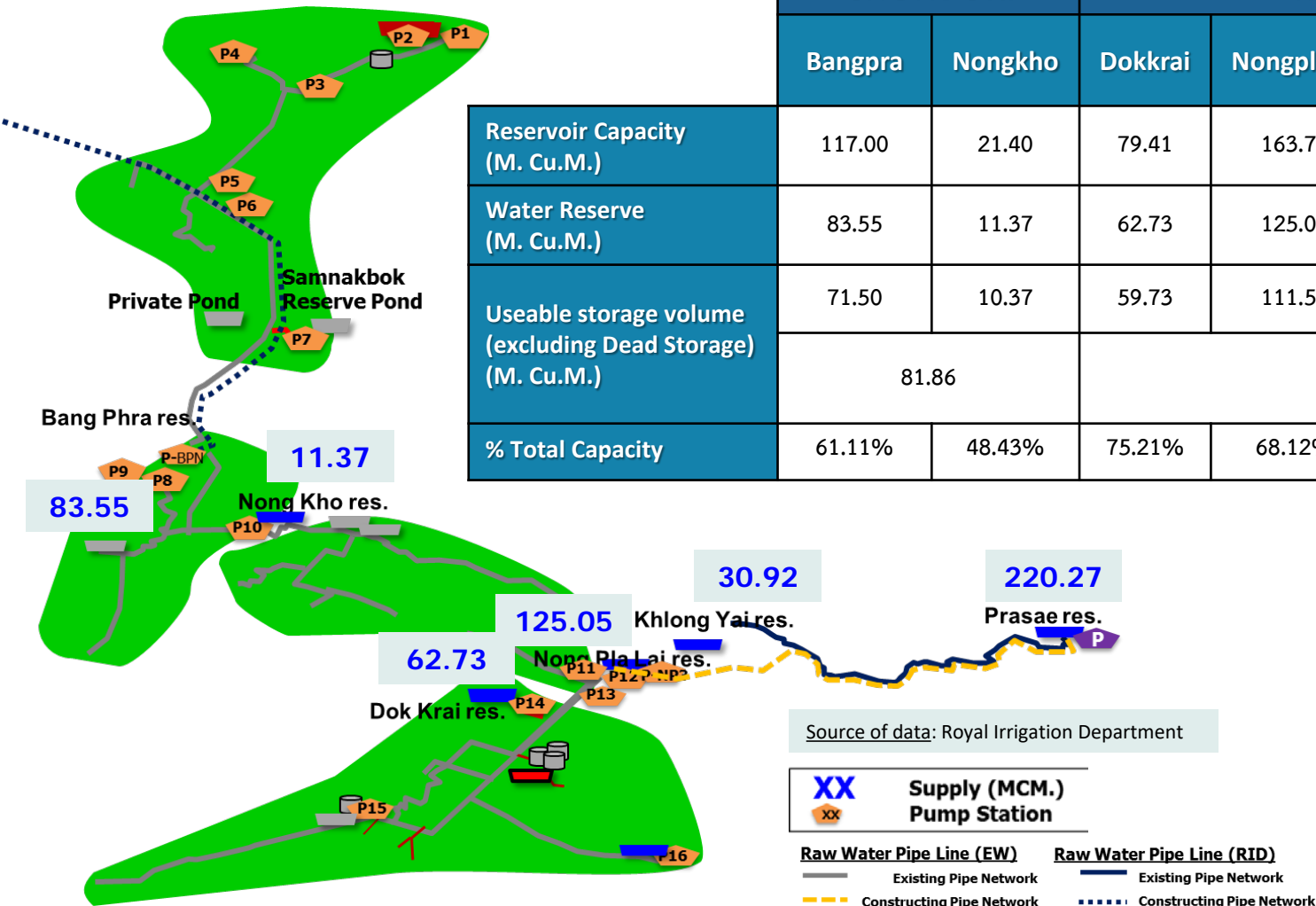
### EASTW's Concession

- Total production capacity = 82,500 cubic meters / day
- Average sales volume = 58,292 cubic meters / day

# Overview of Water Situation

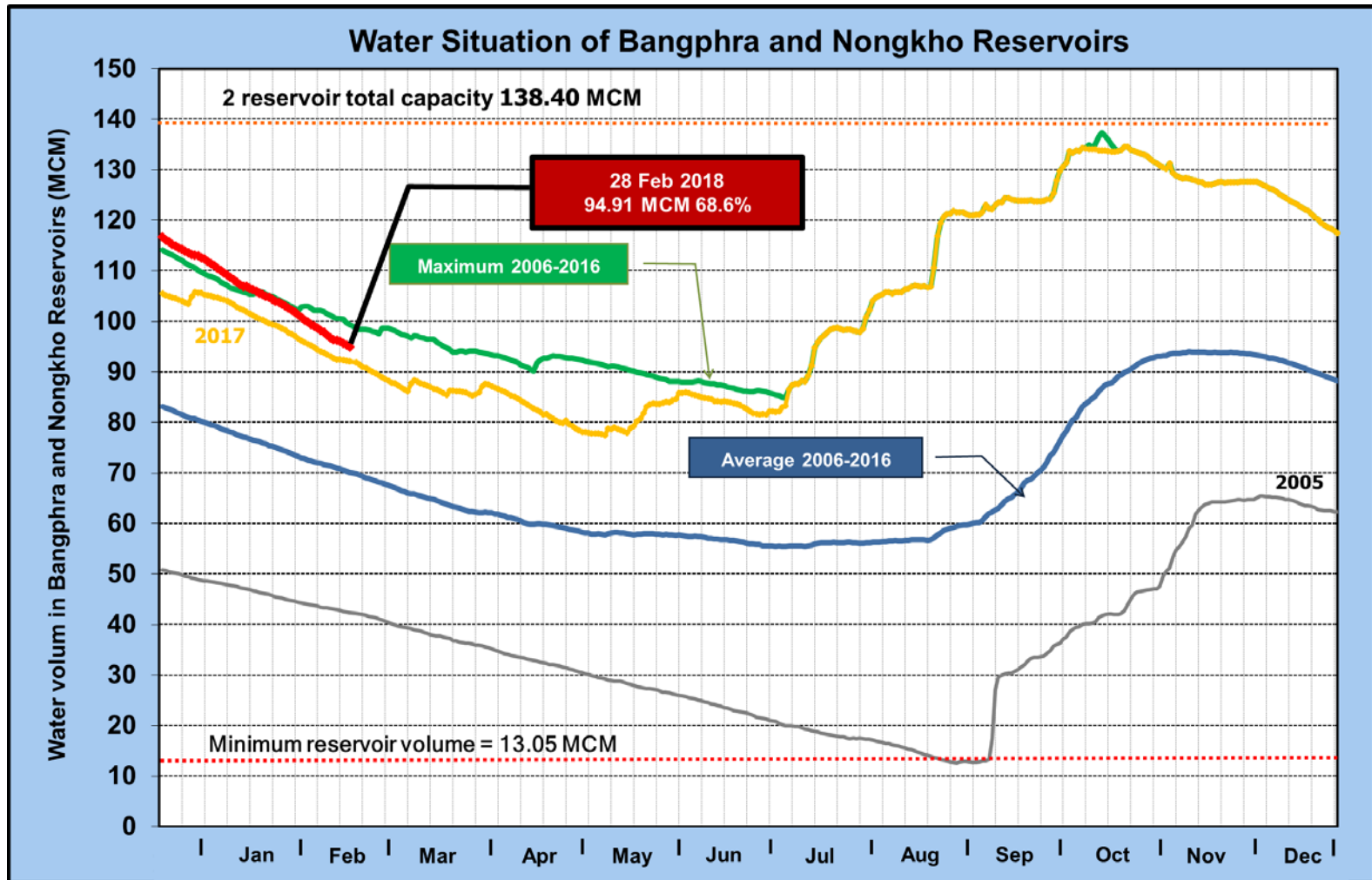
Info as of 28 Feb 2018

	CHONBURI		RAYONG			
	Bangpra	Nongkho	Dokkrai	Nongplalai	Klongyai	Prasae
Reservoir Capacity (M. Cu.M.)	117.00	21.40	79.41	163.75	40.10	248.00
Water Reserve (M. Cu.M.)	83.55	11.37	62.73	125.05	30.92	220.27
Useable storage volume (excluding Dead Storage) (M. Cu.M.)	71.50	10.37	59.73	111.55	27.92	200.27
	81.86		399.46			
% Total Capacity	61.11%	48.43%	75.21%	68.12%	69.61%	80.75%



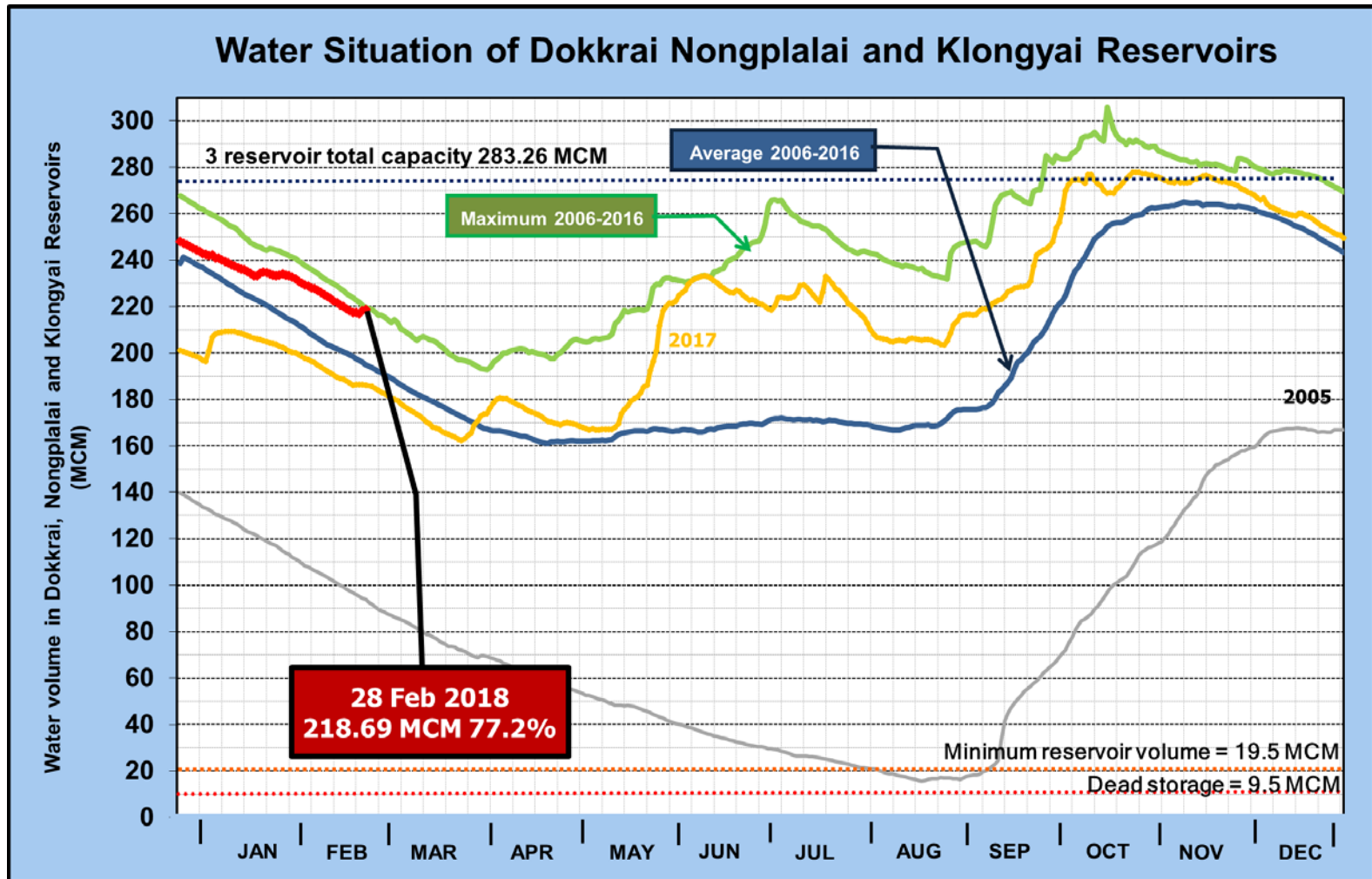
Source of data: Royal Irrigation Department

# Water Situation in Chonburi



- Info as of 28 Feb 2018

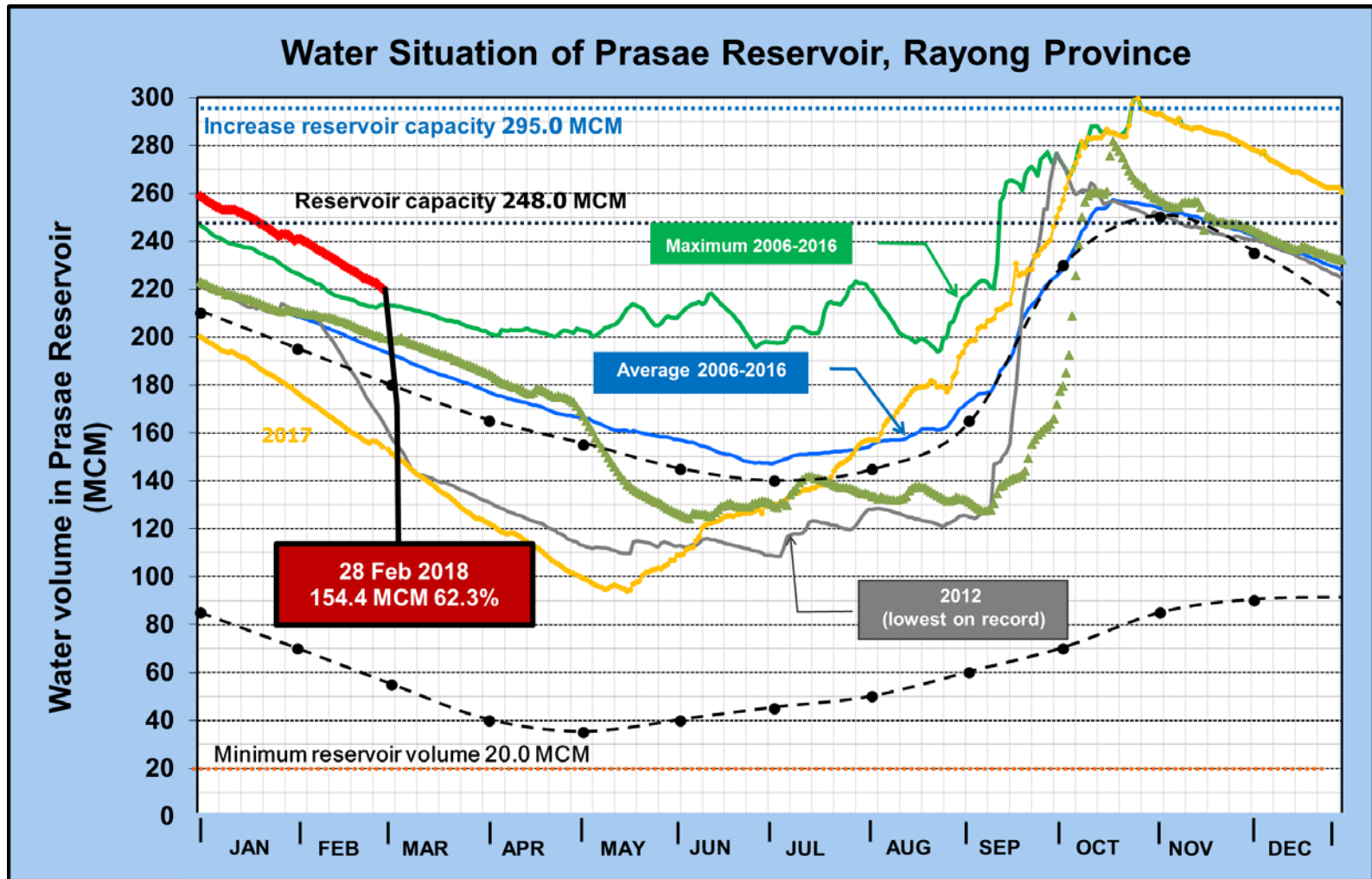
# Water Situation in Rayong



- Info as of 28 Feb 2018



# Water Situation in Prasae, Rayong



- Info as of 28 Feb 2018



# AGENDA

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## Business Overview



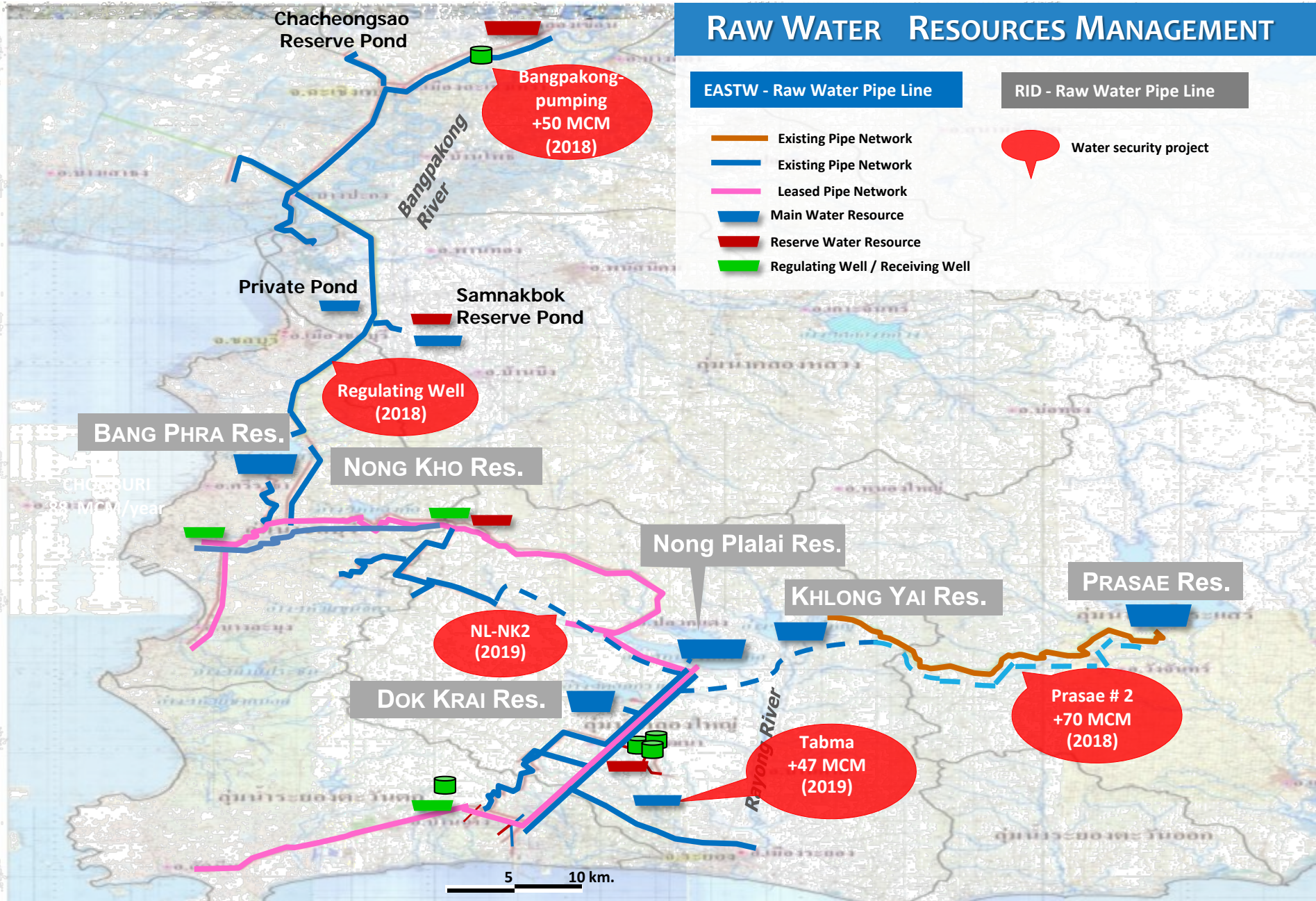
## Investments

- Projects
- Potential New Investment



## Financial

# RAW WATER RESOURCES MANAGEMENT







# AGENDA

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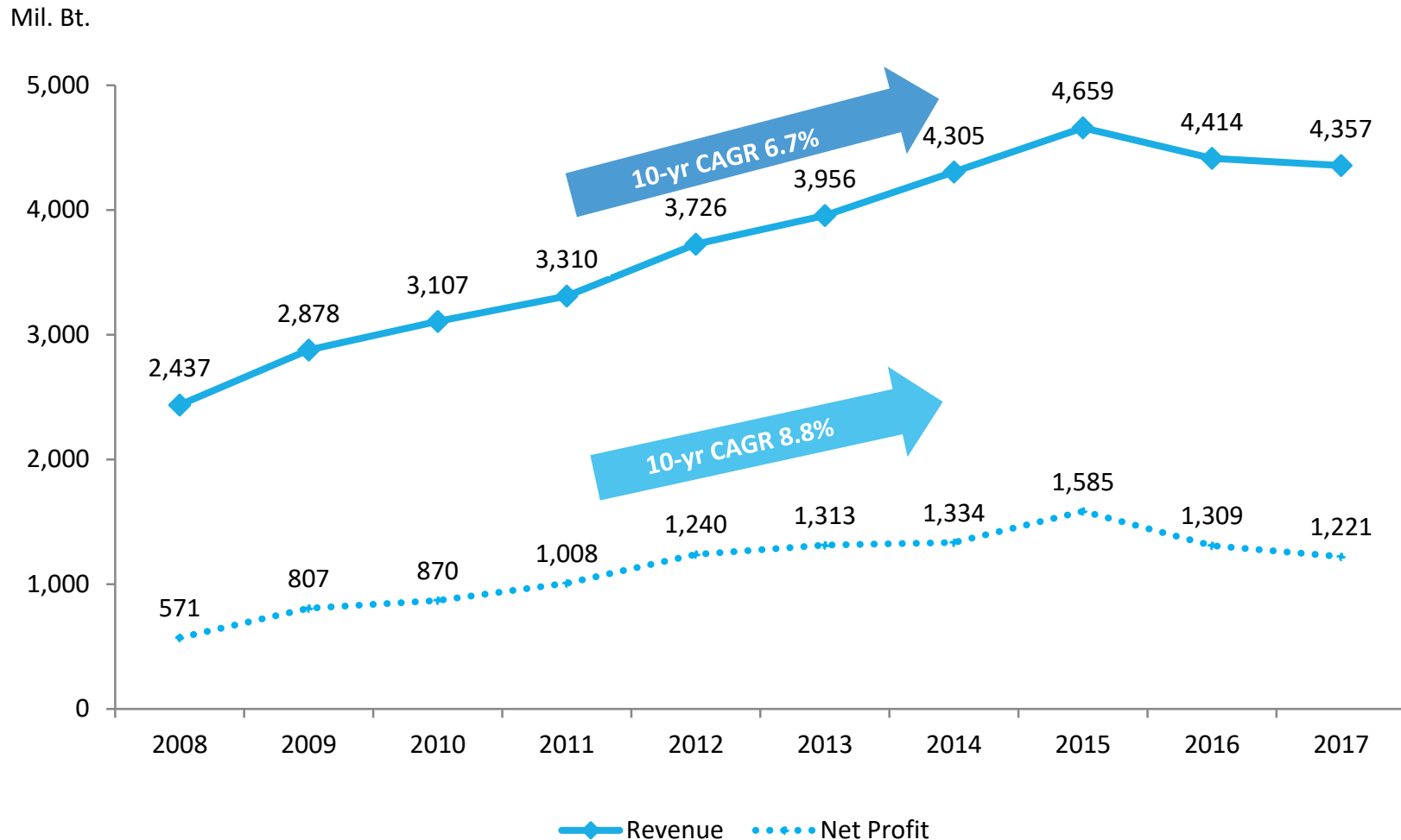
## Business Overview

## Investments

## Financial

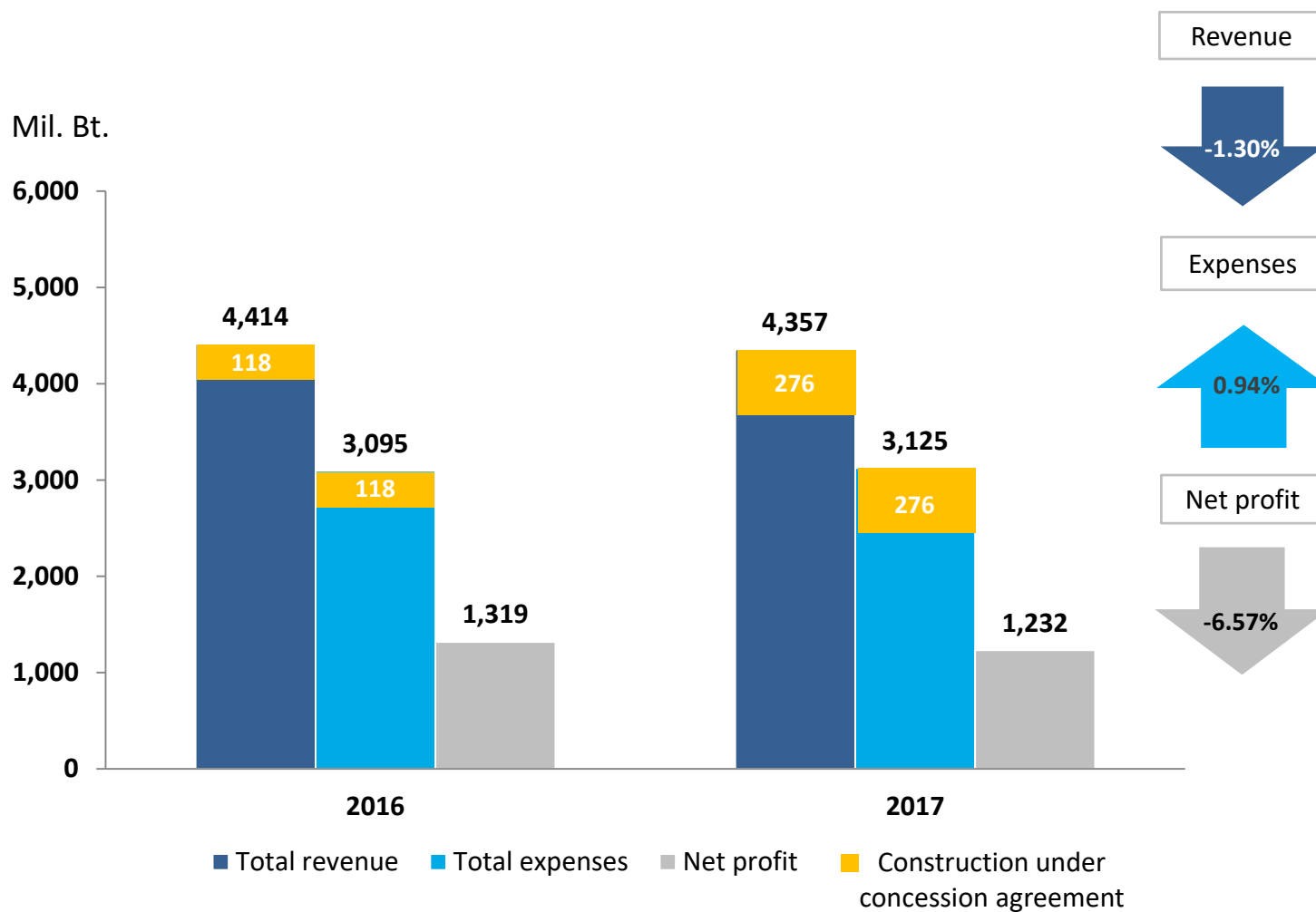
- Financial Highlight 2017
- Dividend Policy and Dividend Payout

# Proven Performance of East Water



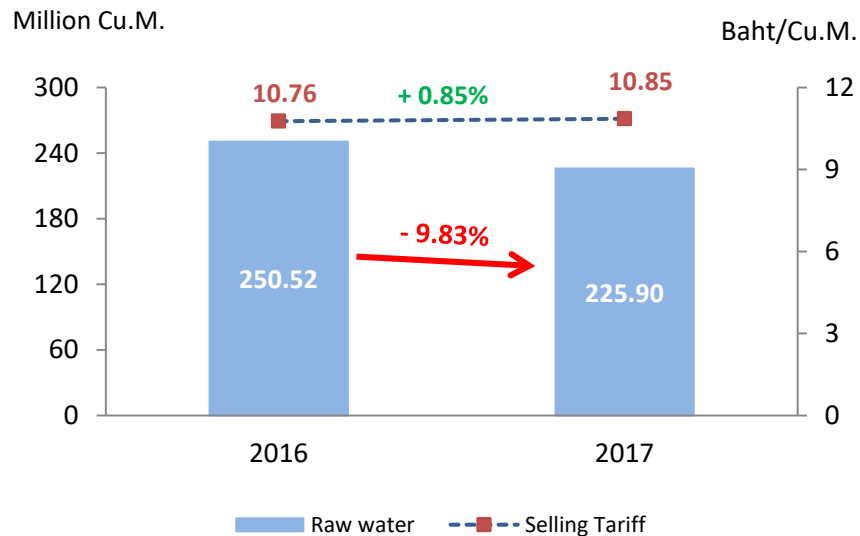
Note: 1. Excludes the extra-ordinary revenues and net profit of Prasae Project in 2010.  
 2. Total Revenue included 'Construction revenue under concession agreement' starting from 2013  
 3. Total Revenue and Net Profit in 2015 include gain from measuring fair value of 15.88% equity interest in Egcom Tara  
 4. Net Profit means Profit attributable to Equity holders of the parent company

# Financial Highlights of 2017

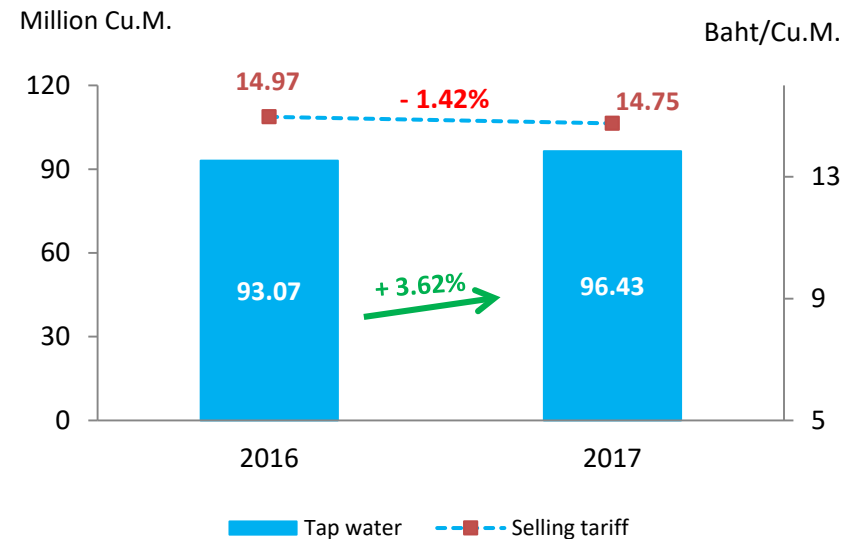


# Raw Water & Tap Water Sales Volume 2017

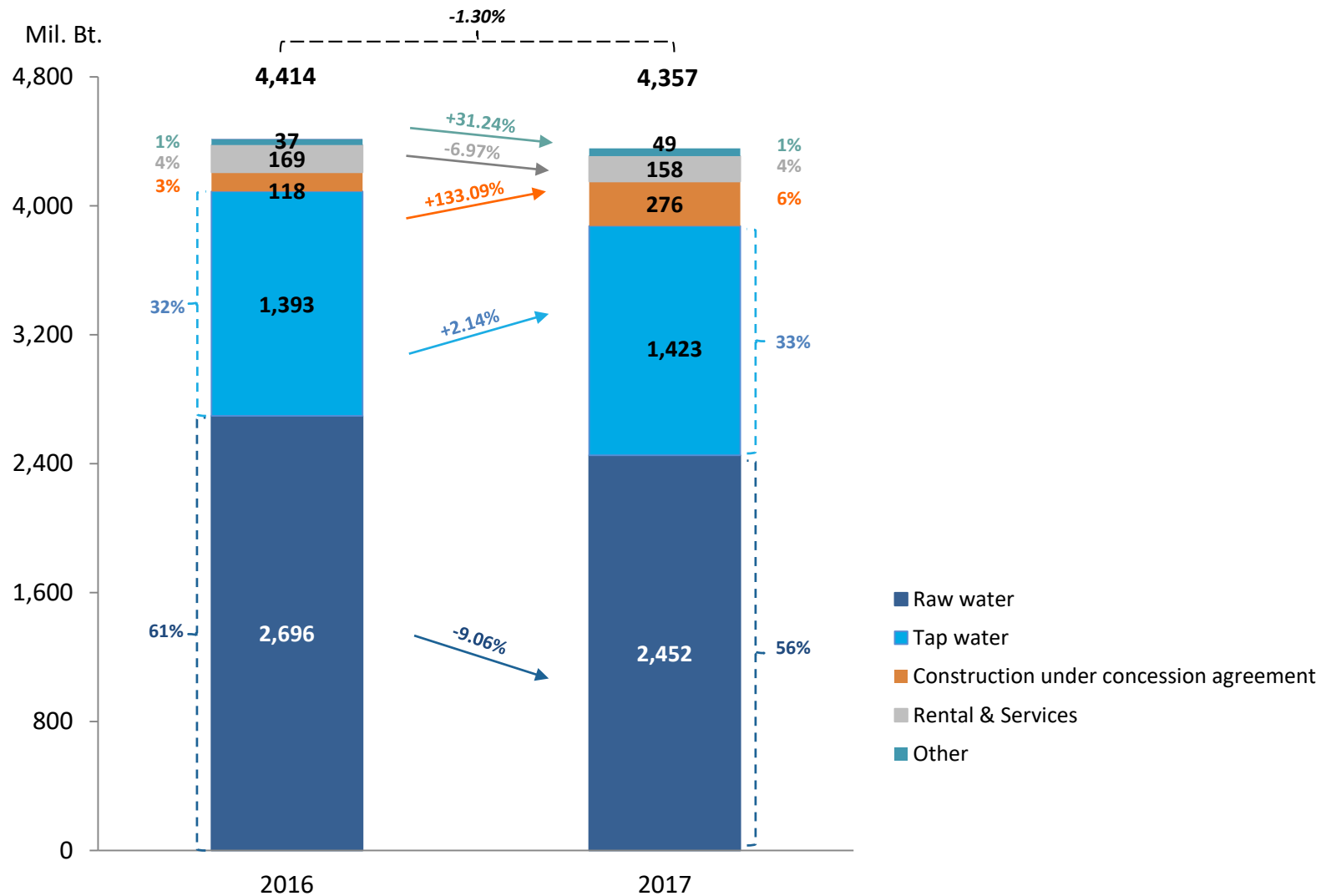
**RAW WATER: Sales volume**



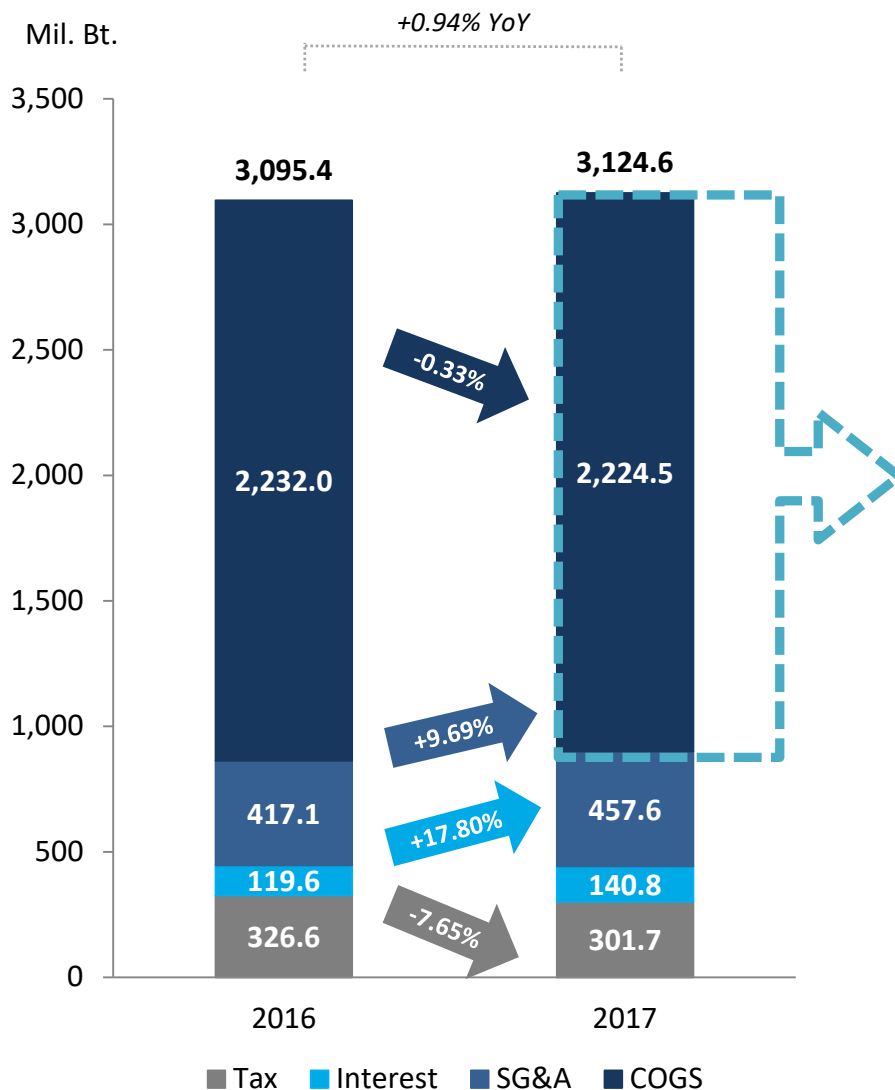
**TAP WATER: Sales volume**



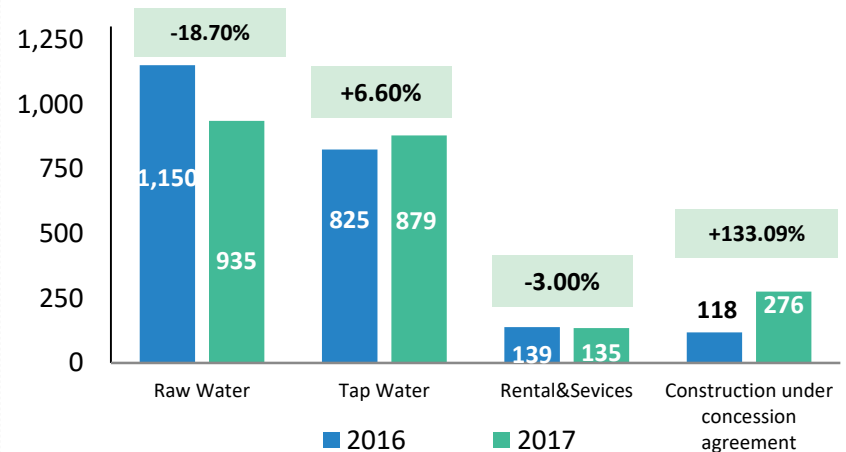
# Revenues 2017



# Total Expenses 2017



**COGS decreased by 0.33% YoY;**



*Cost of Raw Water decreased by 18.70% yoy: because of*

- Decreasing of volume sales from Household customers, who paid lower tariff than other customer groups, so the cost of electricity for transfer raw water was decreased also.
- Decreasing of volume purchase from private pond.

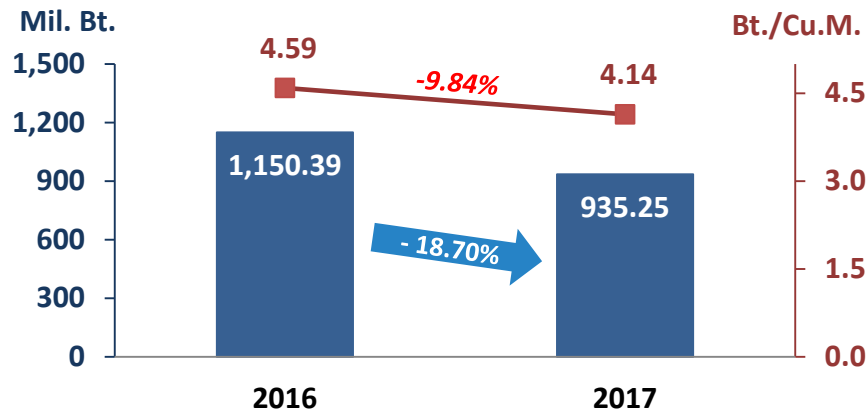
*Cost of Sales for Tap Water increased by 6.60% yoy : because of*

- Increasing of depreciation and amortization by 40.34 million baht from the amortized asset under concession agreements that the company has invested to expand the capacity and improve production stability for Sattahip and Borwin waterwork

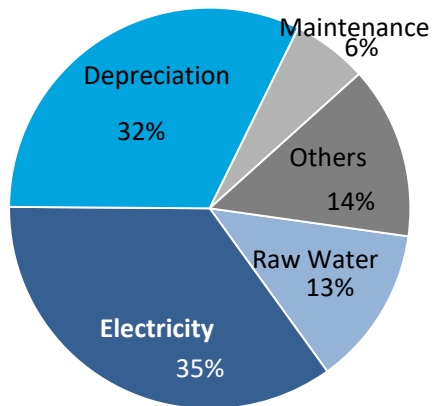
*Cost of Construction under concession agreements (Revenue also) increased by 133.09% yoy: according to accounting standard TFRIC12*

# Costs Breakdown 2017

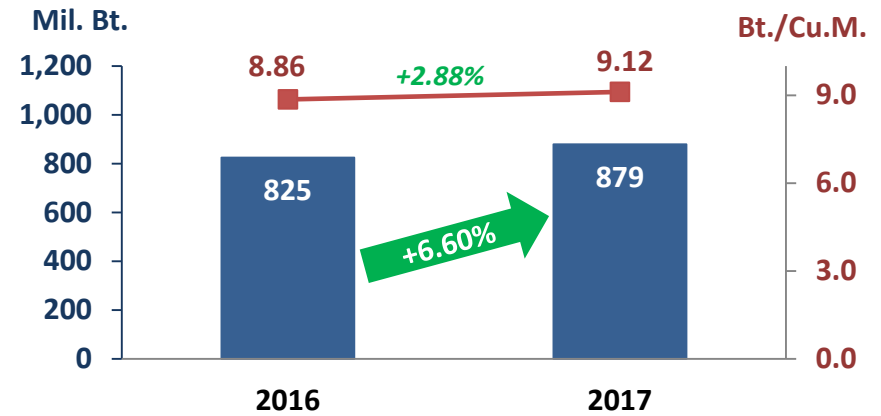
## Costs of Raw Water



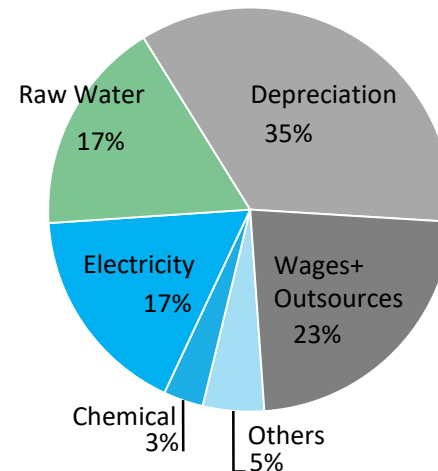
GP of Raw Water = 61.86%



## Costs of Tap Water



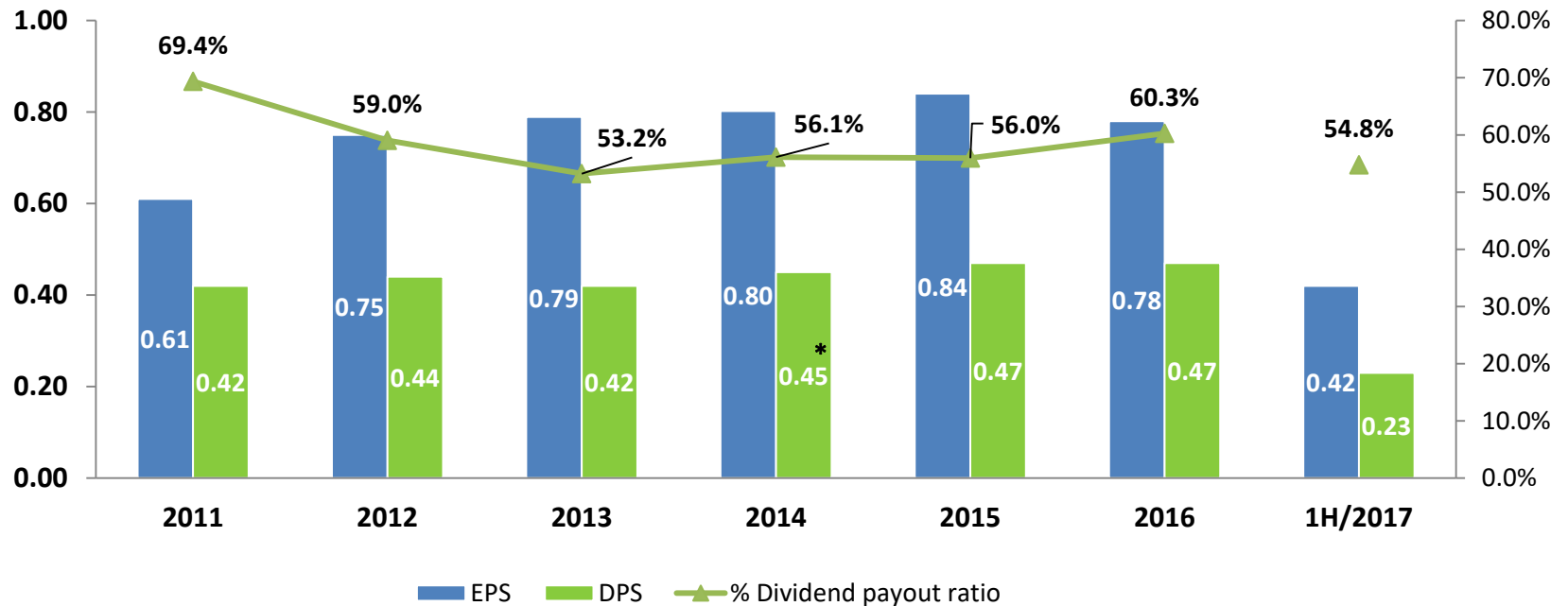
GP of Tap Water = 38.22%



# Share Information And Dividend Payment

Dividend policy is not less than 30% of normal net profit

Baht/share



\* Excluding the net profit of 183.32 MB from measuring fair value of 15.88% equity interest in Egcom Tara



# Contact us

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