

EAST WATER



OPERATION & FINANCIAL PERFORMANCE

OF Q1/2021



น้ำดิบ



น้ำดื่ม



น้ำอุตสาหกรรม



การบำบัดน้ำเสีย



น้ำประปา



น้ำรีไซเคิล

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AGENDA

Business Overview

- Group Structure & Stock information
- Our Business
- Customers Area & Challenge (Water Situation)

Outlook & Strategies

Financial

Sustainability

EAST WATER - INFORMATION

VISION

“To be the leader in total water solutions of the country”



GROUP STRUCTURE



Raw Water and
Raw Water Pipeline Business

Industrial Water Business

100%

Universal Utilities
GROUP

Tap Water Supply from
Surface Water Business
(Concession contracts)

- 100% Chachoengsao Water Supply Co., Ltd.
- 100% Nakornsawan Water Supply Co., Ltd.
- 100% Bangpakong Water Supply Co., Ltd.
- 90% Egcom Tara Co., Ltd.
- Rayong Waterworks
- Chonburi Waterworks
- Nongkham Waterworks
- Hua Ro Municipality Waterworks
- Lakchai Mueang Yang Waterworks

Tap Water Supply from Surface
Water Business (Contracts
related to production/tap water
pumping and distribution/
tap water system operation &
maintenance (O&M) services)

- Sattahip Waterworks
- Bo Win Waterworks

Tap Water Production
from Seawater
Business

- Koh Lan Waterworks
- Koh Samui Waterworks*

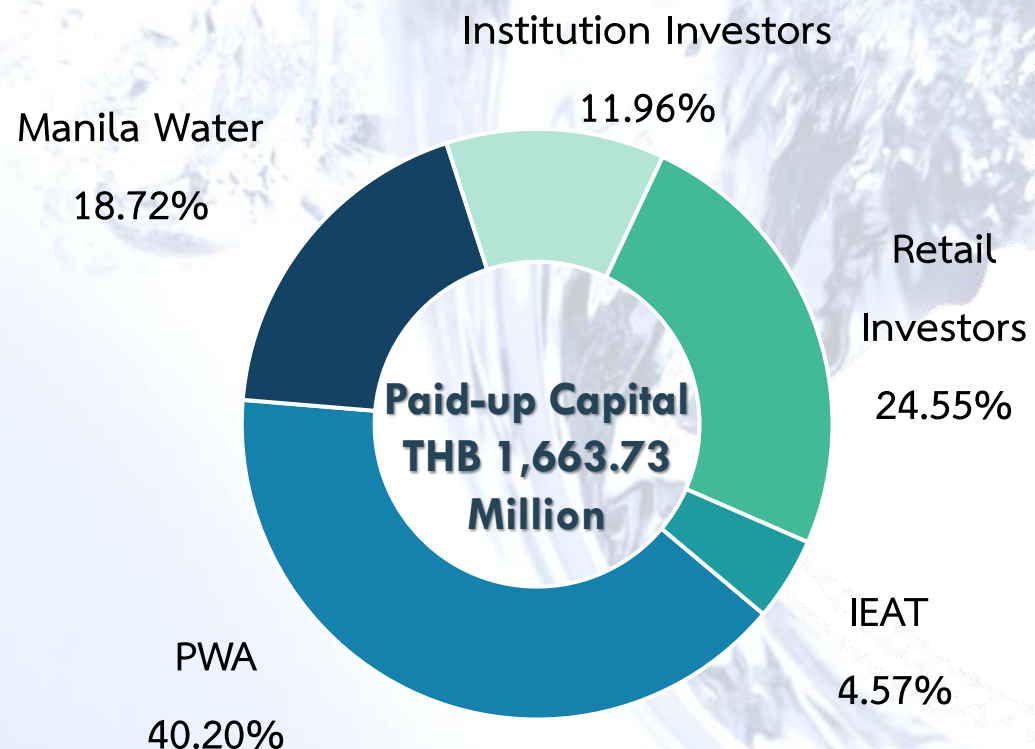
Wastewater Treatment
and Recycled Water
System Management
Business

- Wastewater Treatment System Management at Lakchai Mueang Yang Industrial Estate Waterworks
- Recycled Water Production System Management at Ratchaburi Glass Industry Co., Ltd.
- Recycled Water Production System Management at Ayutthaya Glass Industry Co., Ltd.

Remark : * Koh Samui Waterworks' contract under the tap water production from seawater business expired on 11 May 2020.

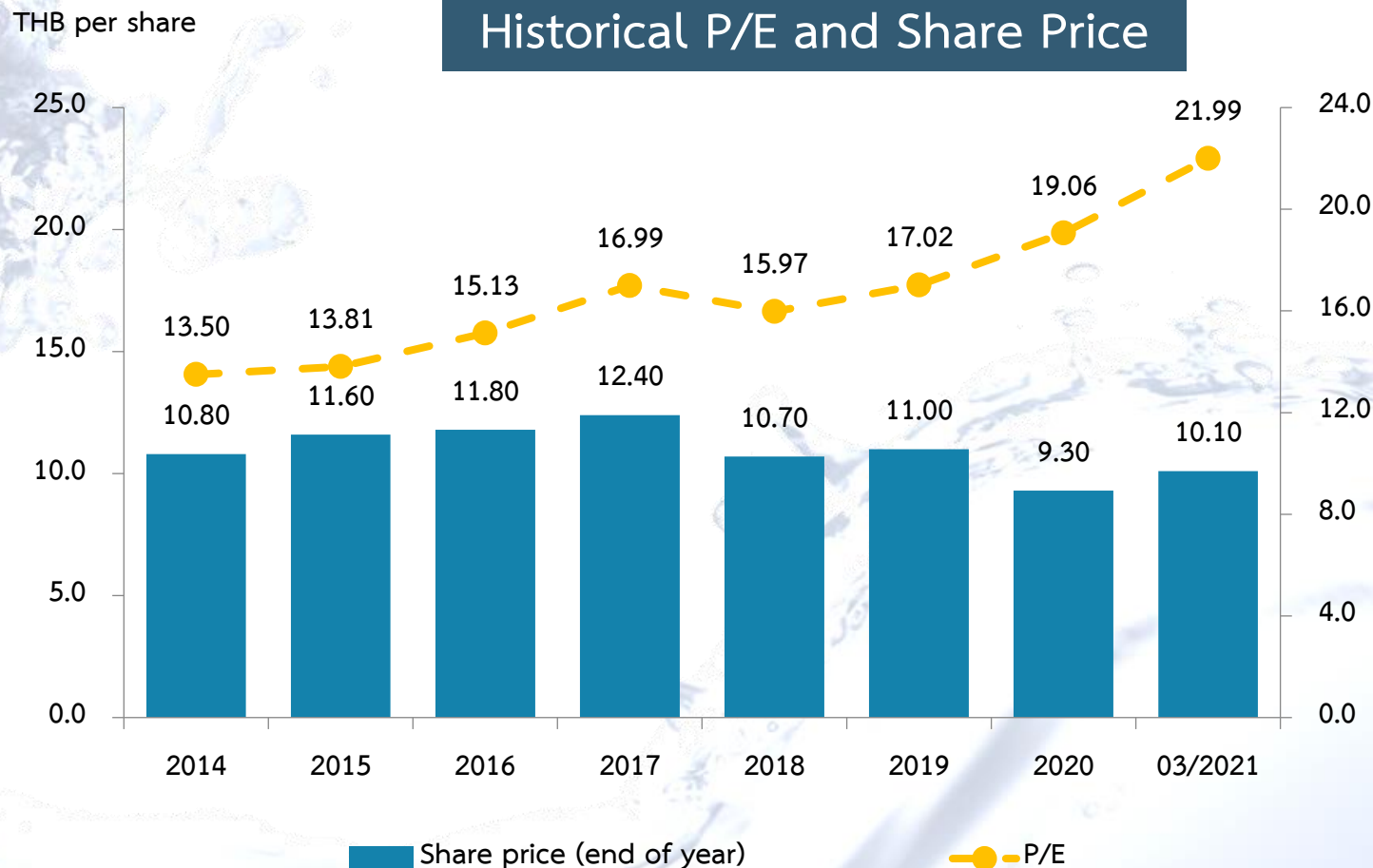
STOCK INFORMATION

Major shareholders



PWA: Provincial Waterworks Authority
MWC: Manila Water (Thailand) Company, Inc.
IEAT: Industrial Estate Authority of Thailand

Historical P/E and Share Price



Market capitalization of approx. THB 16,803.62 Million

OUR BUSINESS

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.

RAW WATER

64%



TAP WATER

29%

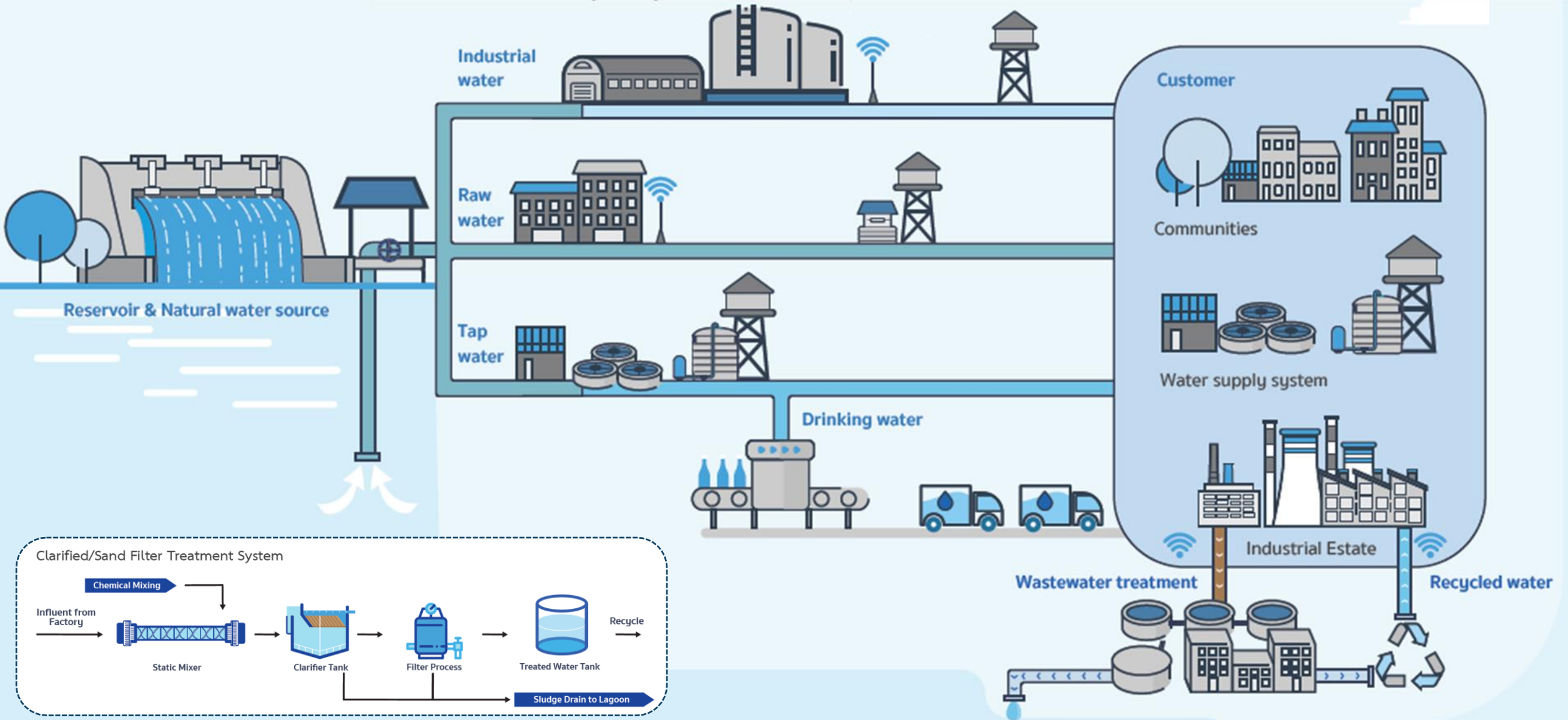


OTHER

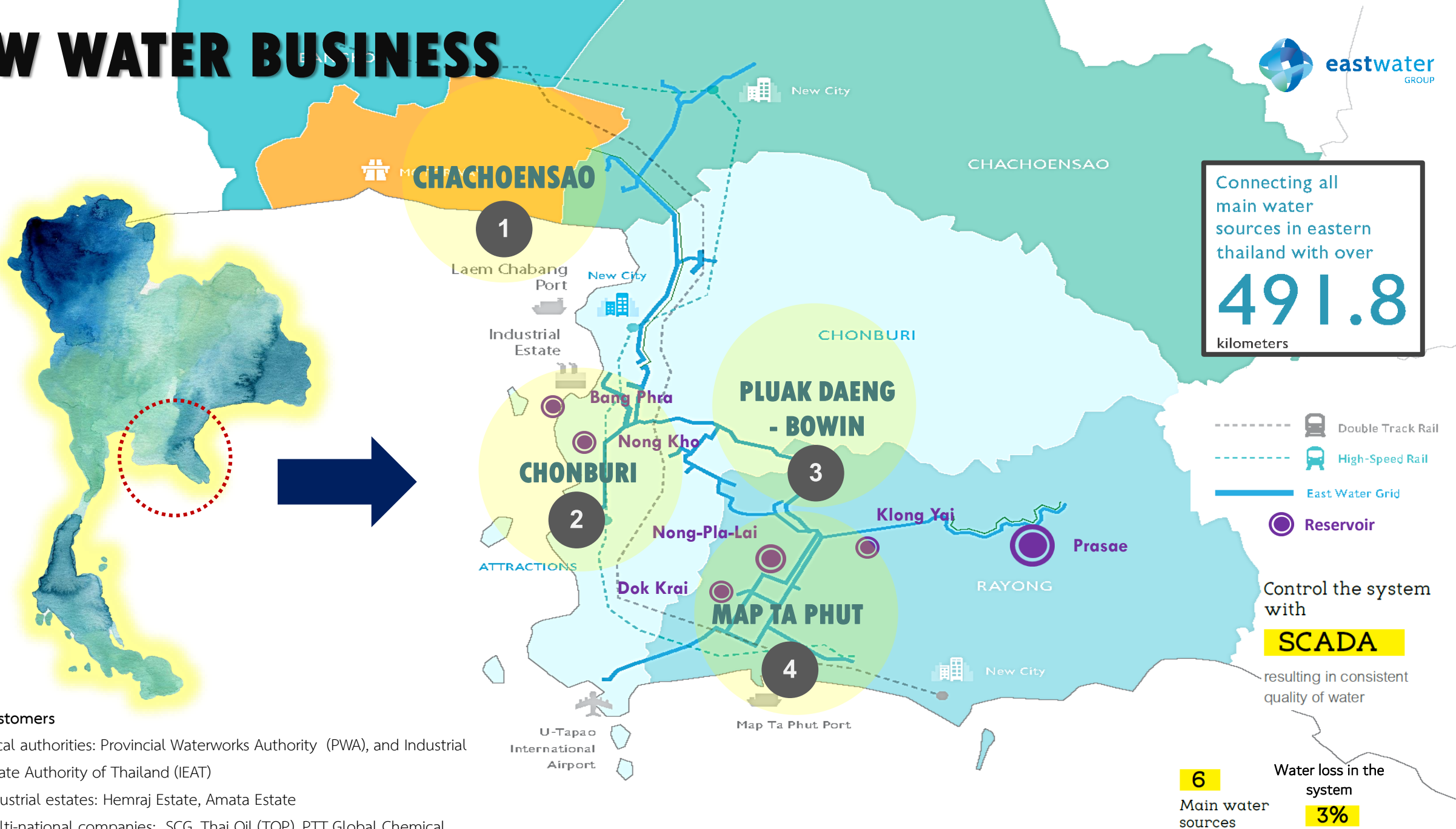
7%



SUPPLY CHAIN MANAGEMENT



RAW WATER BUSINESS



Major customers

- Local authorities: Provincial Waterworks Authority (PWA), and Industrial Estate Authority of Thailand (IEAT)
- Industrial estates: Hemraj Estate, Amata Estate
- Multi-national companies: SCG, Thai Oil (TOP), PTT Global Chemical (PTTGC), Toyota

TAP WATER BUSINESS



12 Concessions

Water loss in the system = 12%



UU's Concession

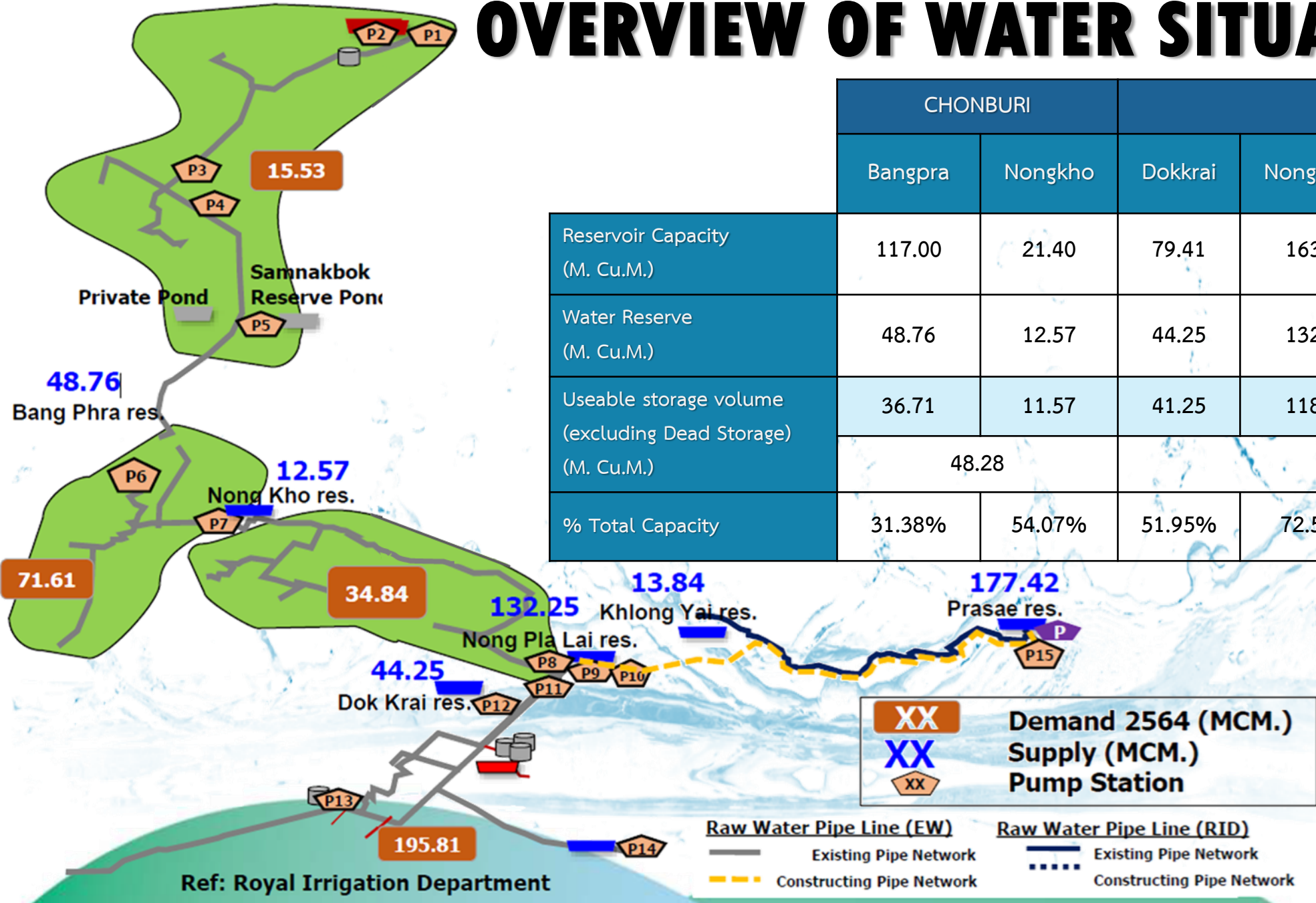
- Total production capacity = 319,370 cubic meters / day
- Average sales volume = 219,911 cubic meters / day



EASTW's Concession

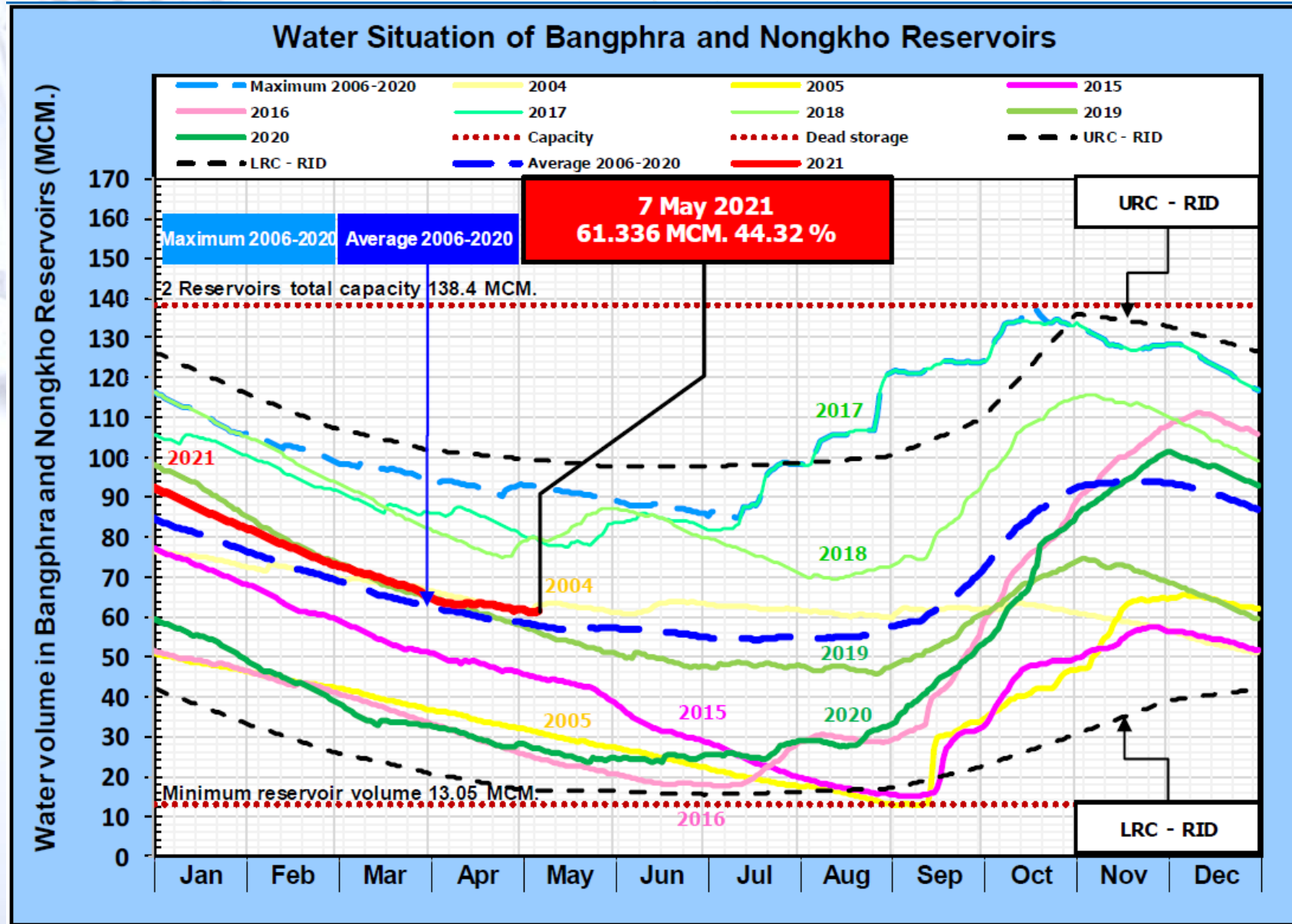
- Total production capacity = 83,100 cubic meters / day
- Average sales volume = 62,129 cubic meters / day

OVERVIEW OF WATER SITUATION

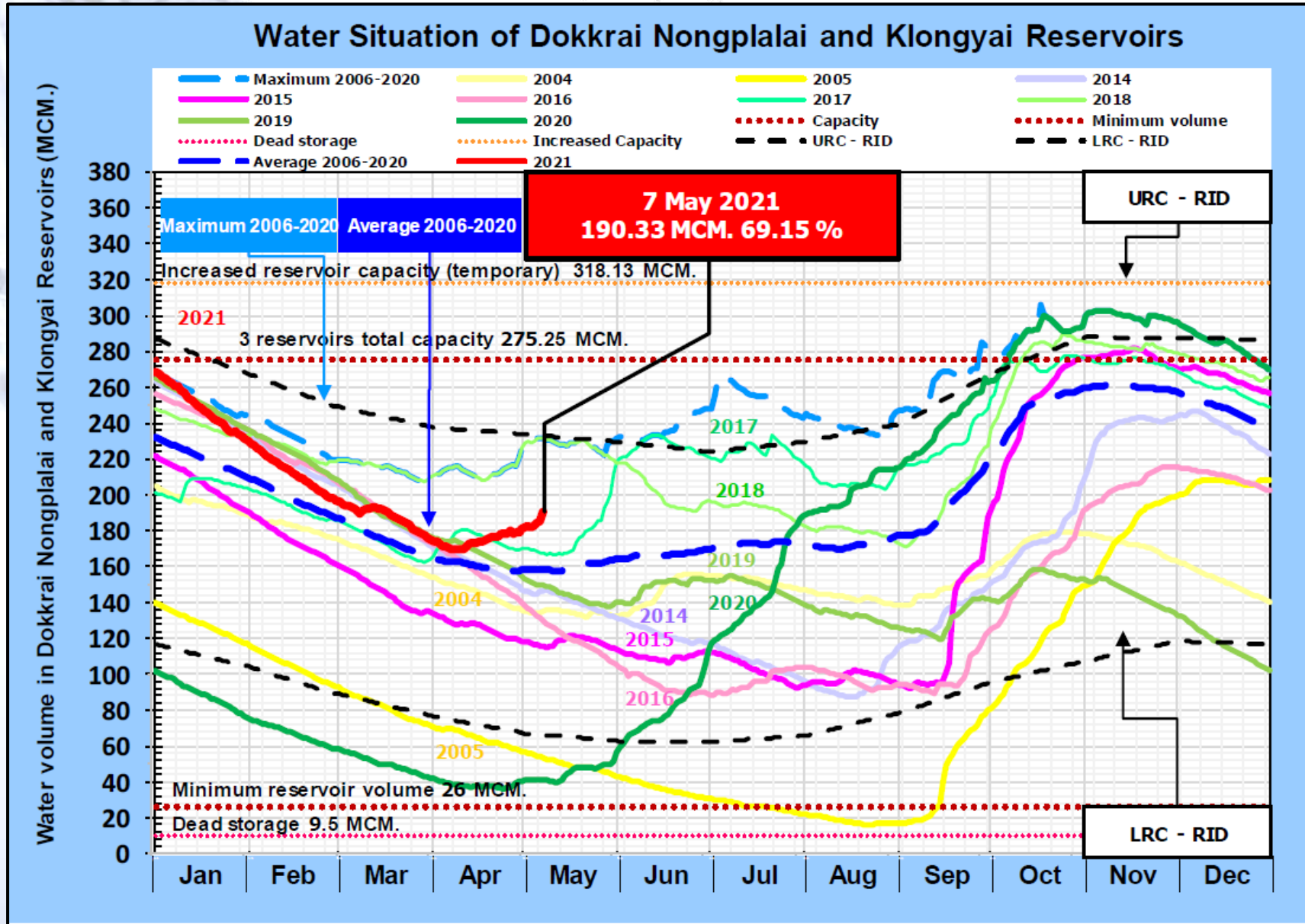


Info as of 07 MAY 2021

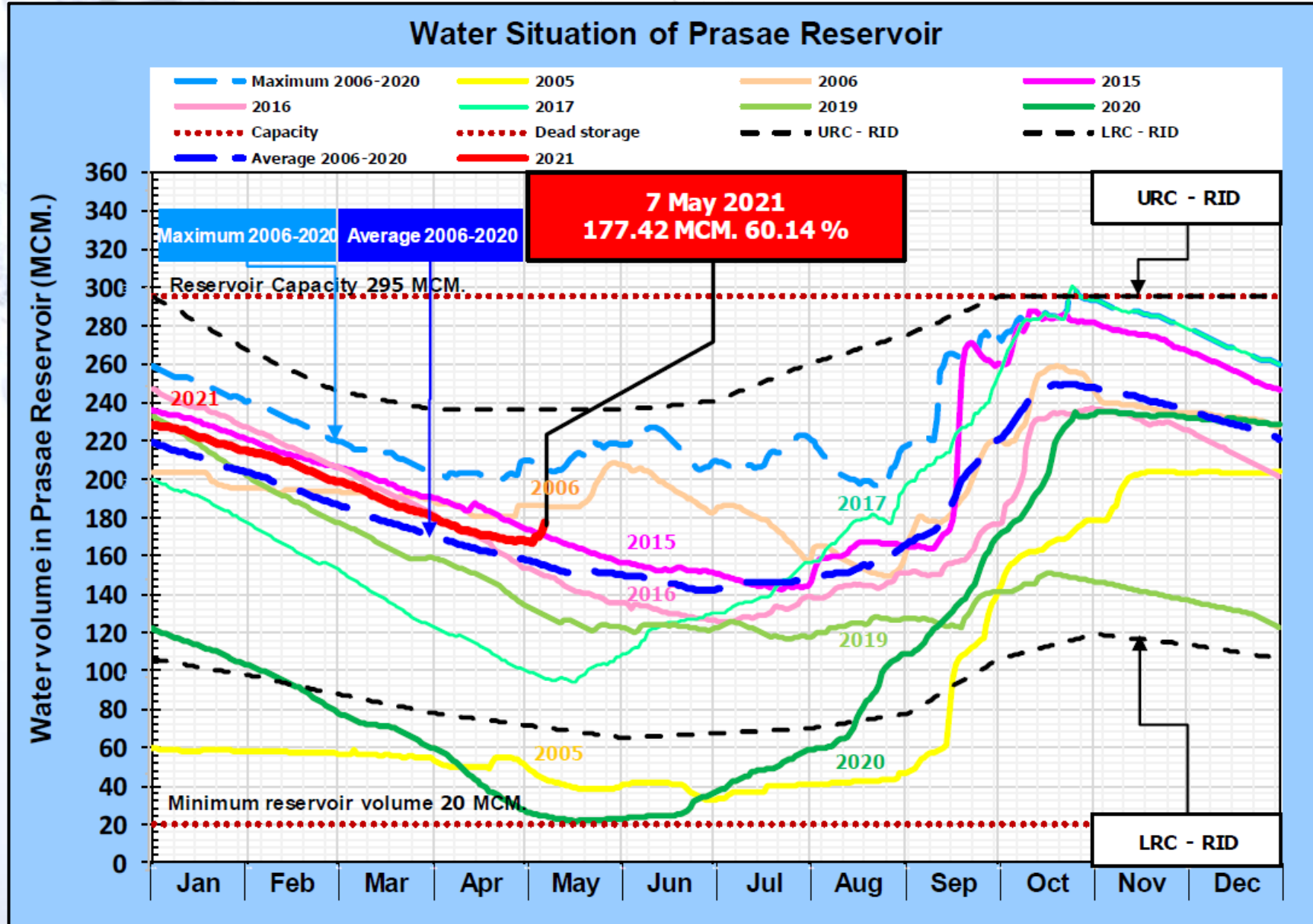
WATER SITUATION IN CHONBURI



WATER SITUATION IN RAYONG



WATER SITUATION IN PRASAE – RAYONG





AGENDA

Business Overview






Outlook & Strategies

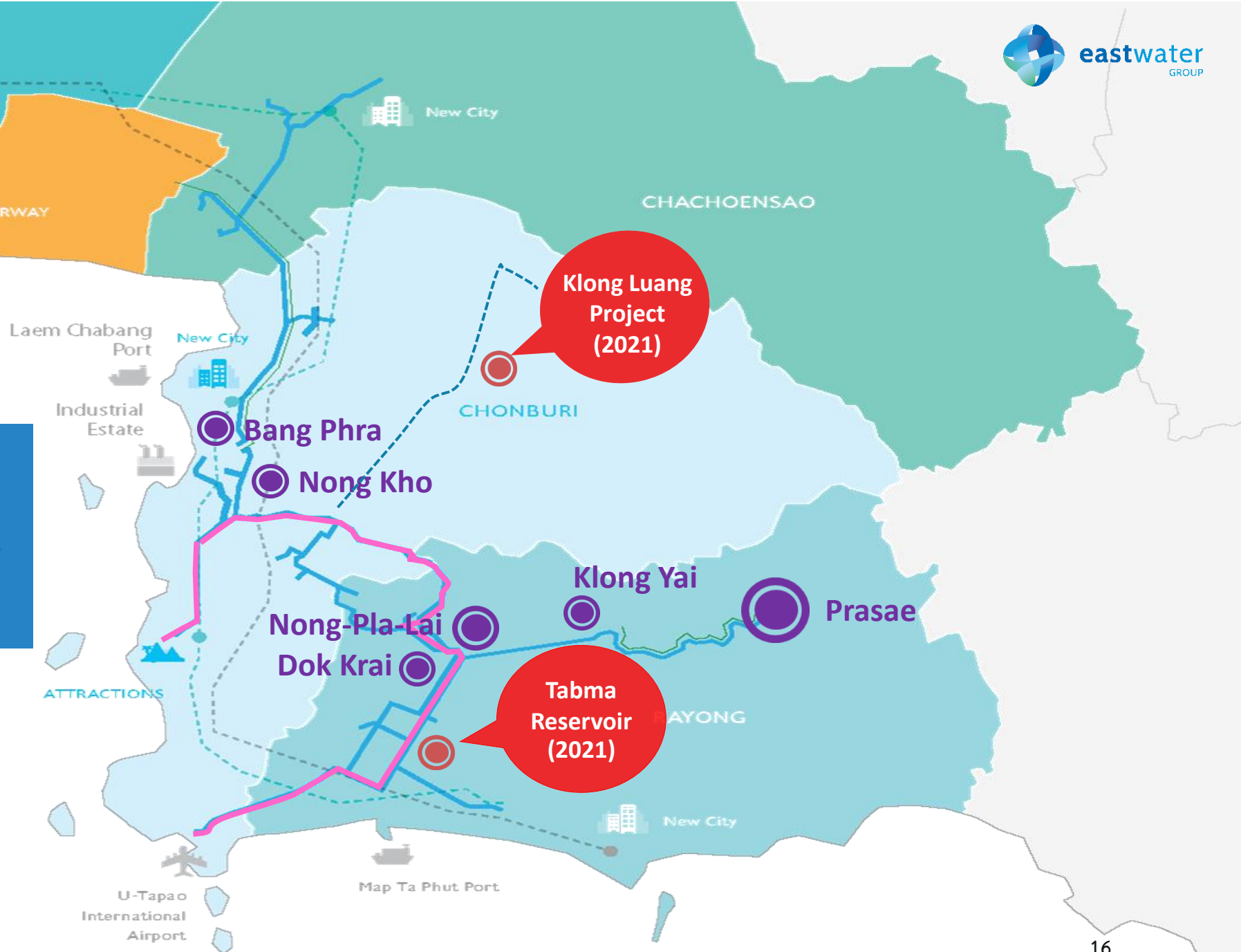
- Ongoing projects: raw water supply
- Total water solution projects
- Status of water supply & expected demand growth

Financial

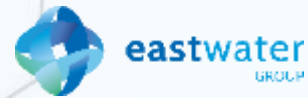
Sustainability

ONGOING PROJECTS : RAW WATER SUPPLY

-  Leased Pipe Network
-  Existing Pipe Network
-  Reserve Water Resource
-  Main Water Resource
-  Projects



Investment plan in EEC and other areas



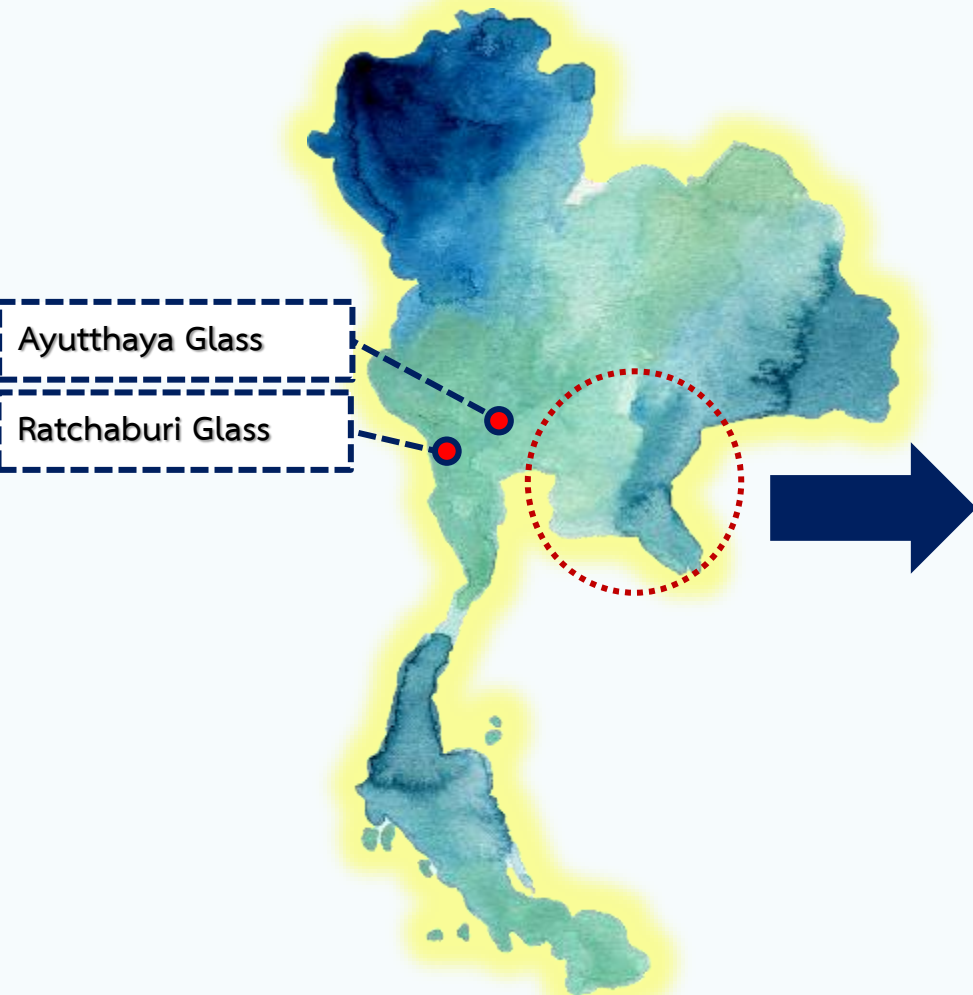
Connecting All Main Water Sources in Eastern Thailand with over **491.8** Kilometers

CONTROL THE SYSTEM WITH SCADA RESULTING IN CONSISTENT QUALITY OF WATER

6 MAIN WATER SOURCES + 3 RESERVE WATER SOURCES

15 WATER PUMPING STATIONS

LIMIT WATER LOSS TO LOWER THAN 3%



Ayutthaya Glass
Ratchaburi Glass

CBG

THAI OIL

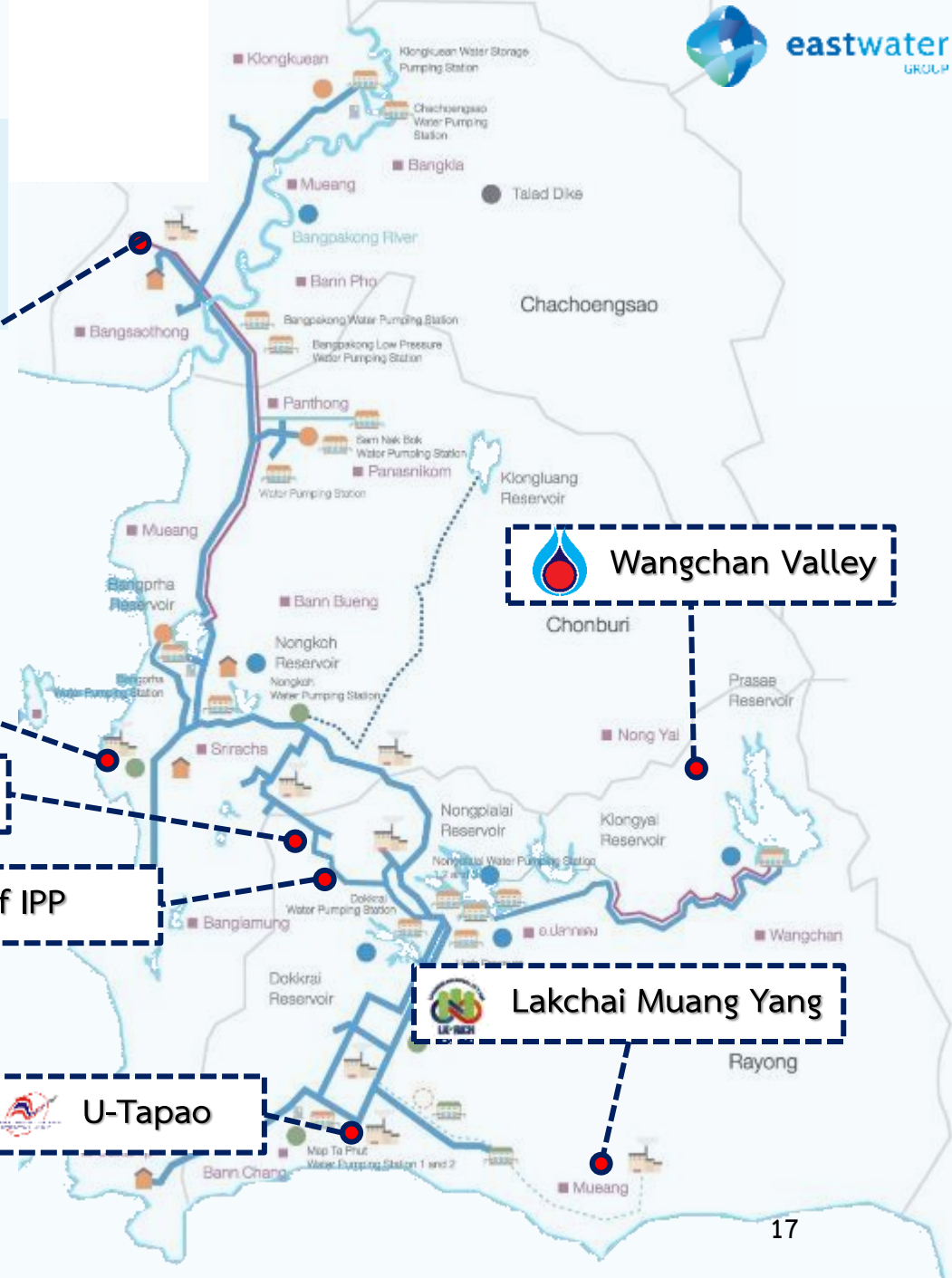
Amata City Rayong

Gulf IPP

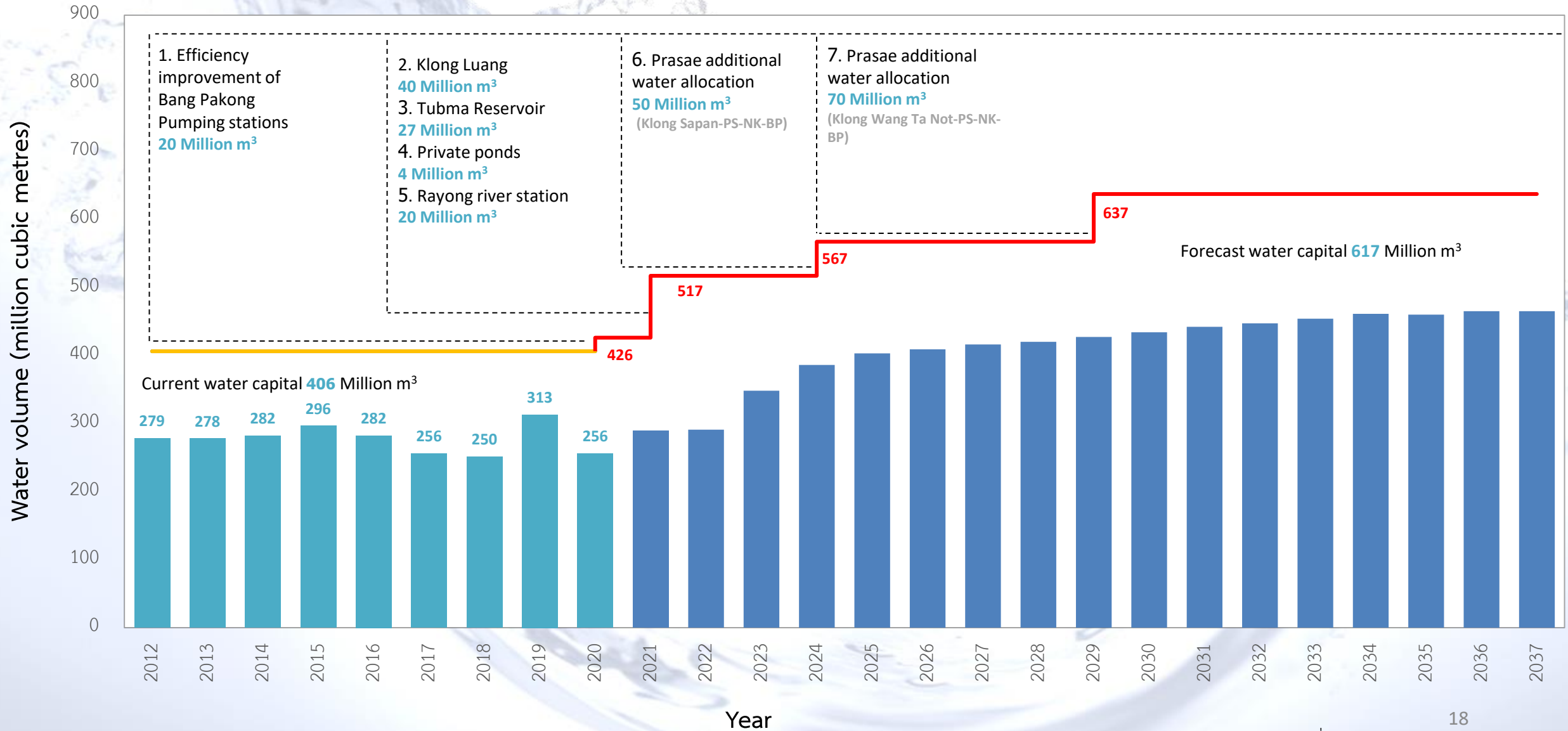
U-Tapao

Lakchai Muang Yang

Wangchan Valley



STATUS OF WATER SUPPLY & EXPECTED DEMAND GROWTH



Note: Water volume, show Total water distribution



AGENDA

Business Overview

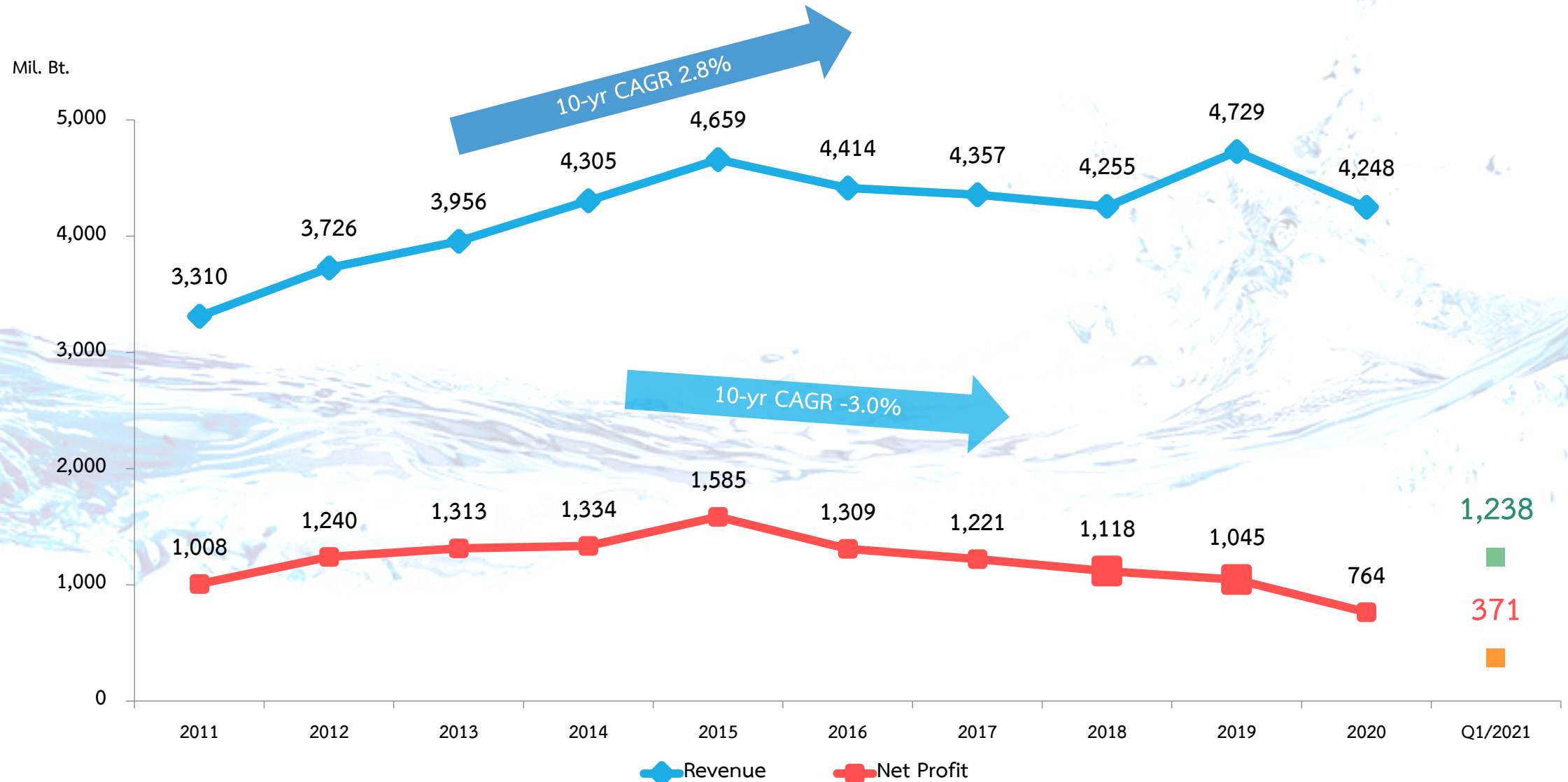
Outlook & Strategies

Financial

- Financial Highlight Q1/2021
- Financial Ratios
- Dividend Policy and Dividend Payout

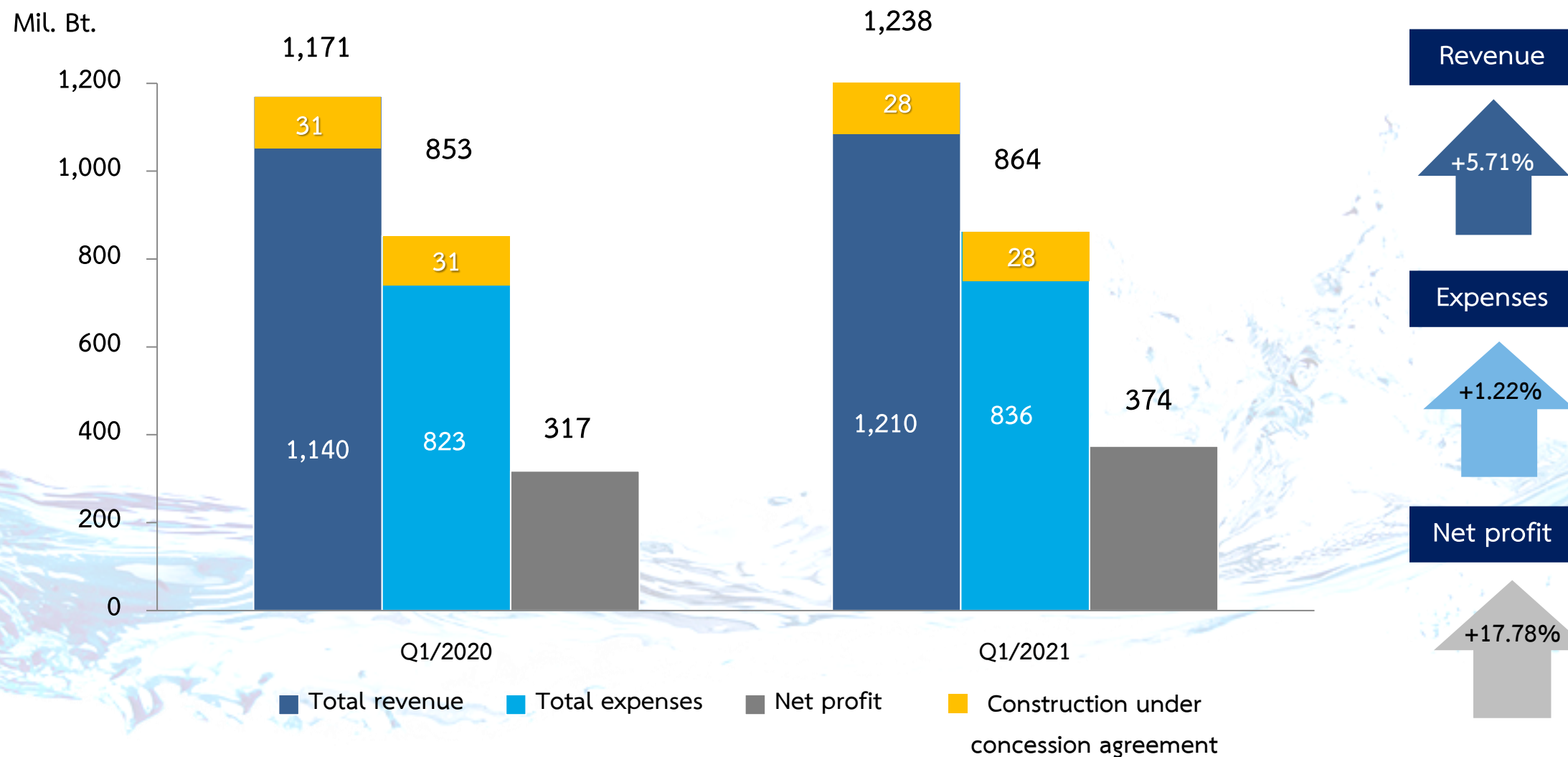
Sustainability

PROVEN PERFORMANCE OF EAST WATER



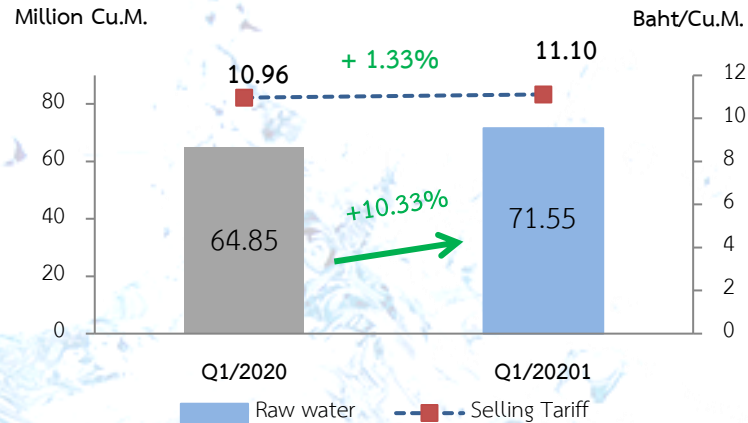
- Excludes the extra-ordinary revenues and net profit of Prasae Project in 2010.
- Total Revenue included 'Construction revenue under concession agreement' starting from 2013
- Total Revenue and Net Profit in 2015 include gain from measuring fair value of 15.88% equity interest in Egcom Tara
- Net Profit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

FINANCIAL HIGHLIGHTS OF Q1/2021

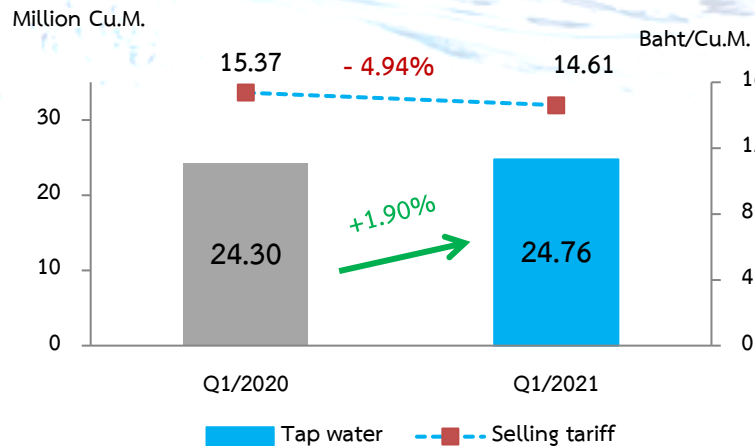


REVENUES Q1/2021

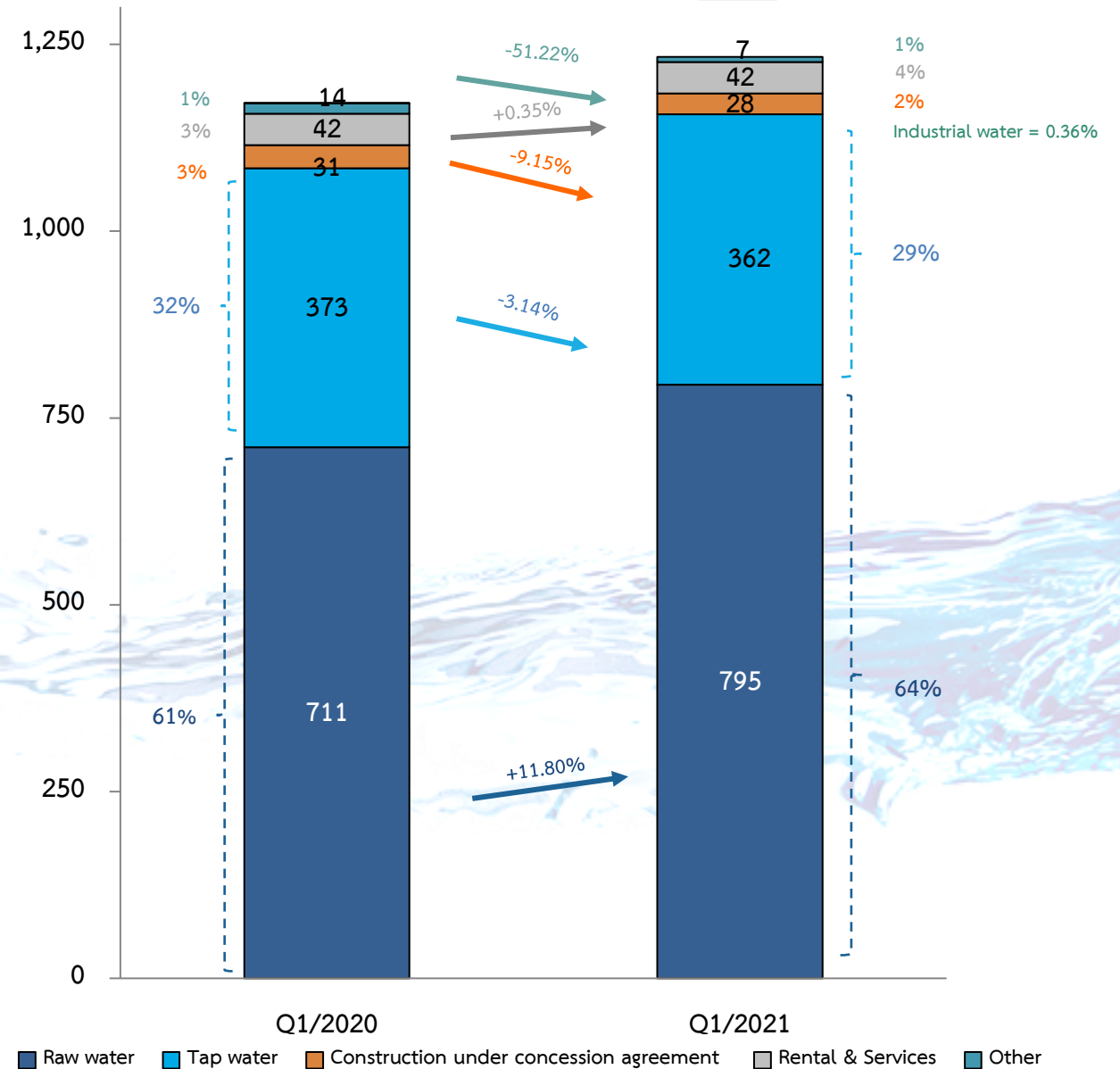
RAW WATER: Sales volume



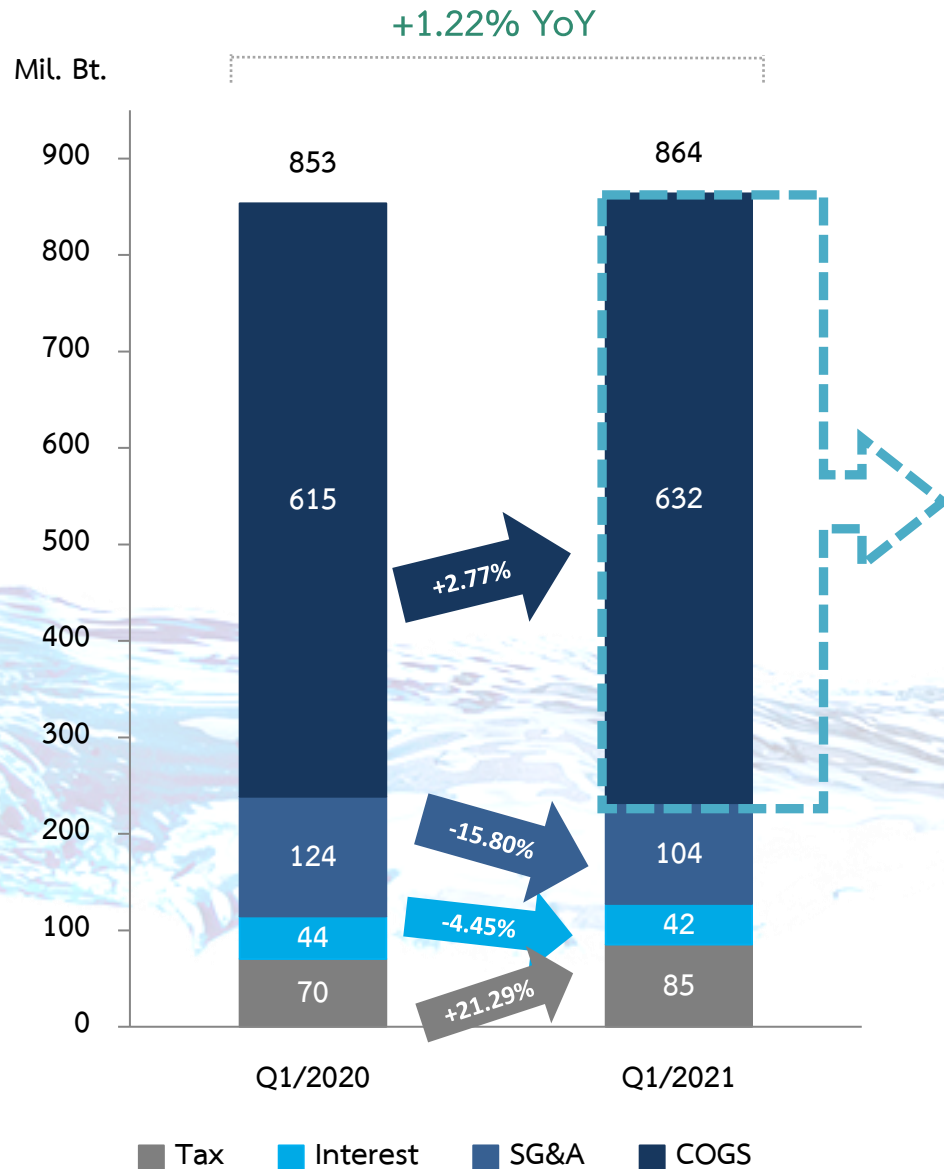
TAP WATER: Sales volume



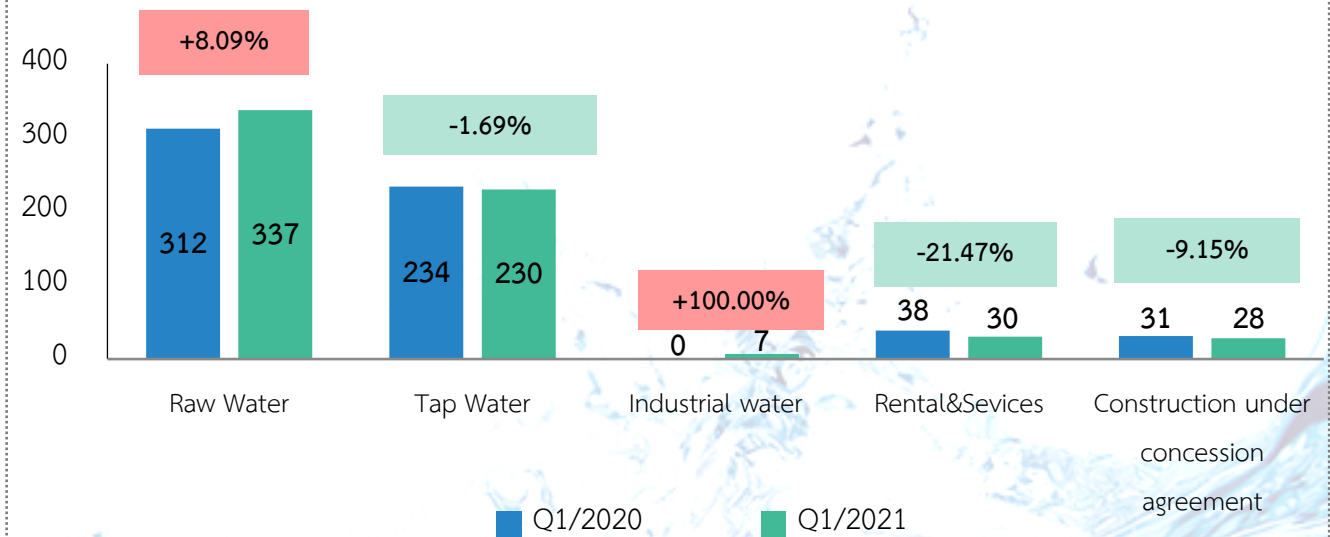
Mil. Bt.



TOTAL EXPENSES Q1/2021



COGS decreased by +2.77% YoY;



Cost of Raw Water increased by 8.09% yoy: because of

- increasing raw water cost from 1) raw water cost, 2) Maintenance cost and 3) depreciation and amortization

Cost of Sales for Tap Water decreased by 1.69% yoy : because of

- decreasing in Electricity cost and maintenance cost.

Cost of Industrial Water increased by 100.00% yoy:

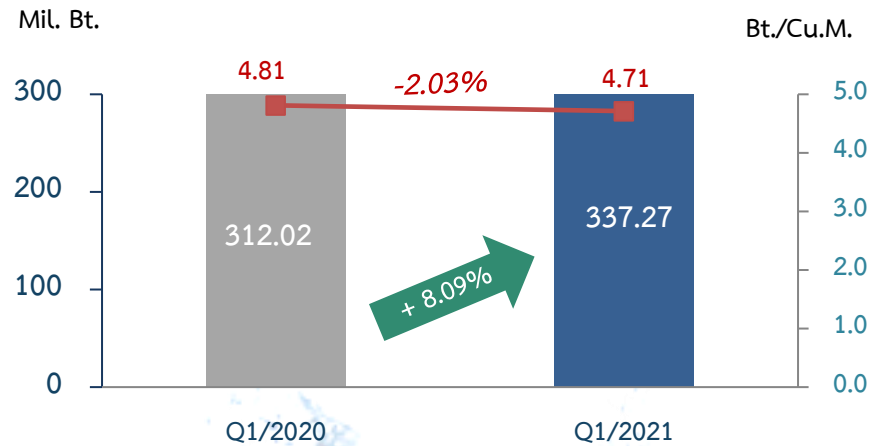
- cost recognition on the first time

Cost of Construction under concession agreements decreased by 9.15% yoy:

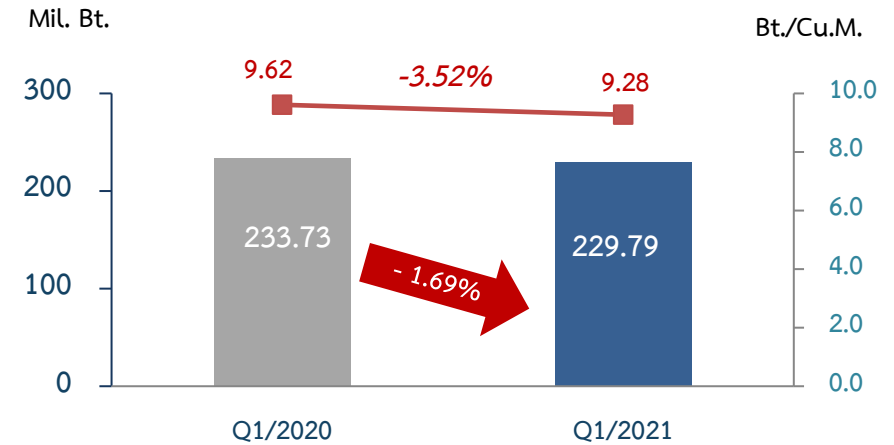
- according to accounting standard TFRIC12

COSTS BREAKDOWN Q1/2021

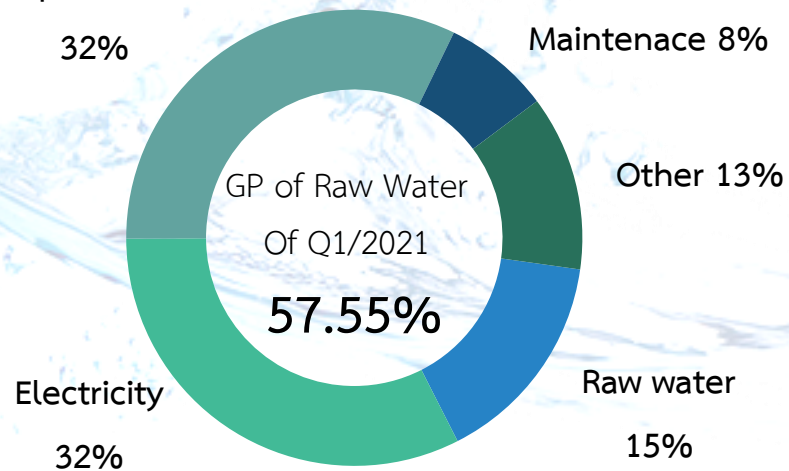
Raw Water



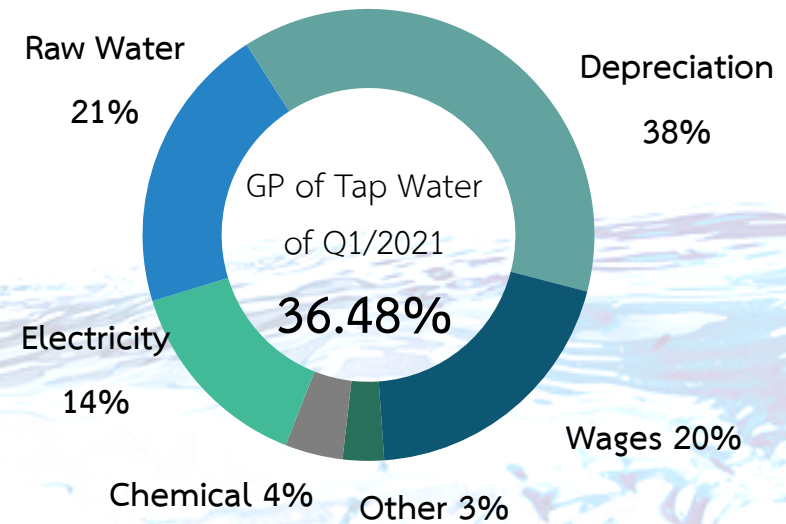
Tap Water



Depreciation



Raw Water



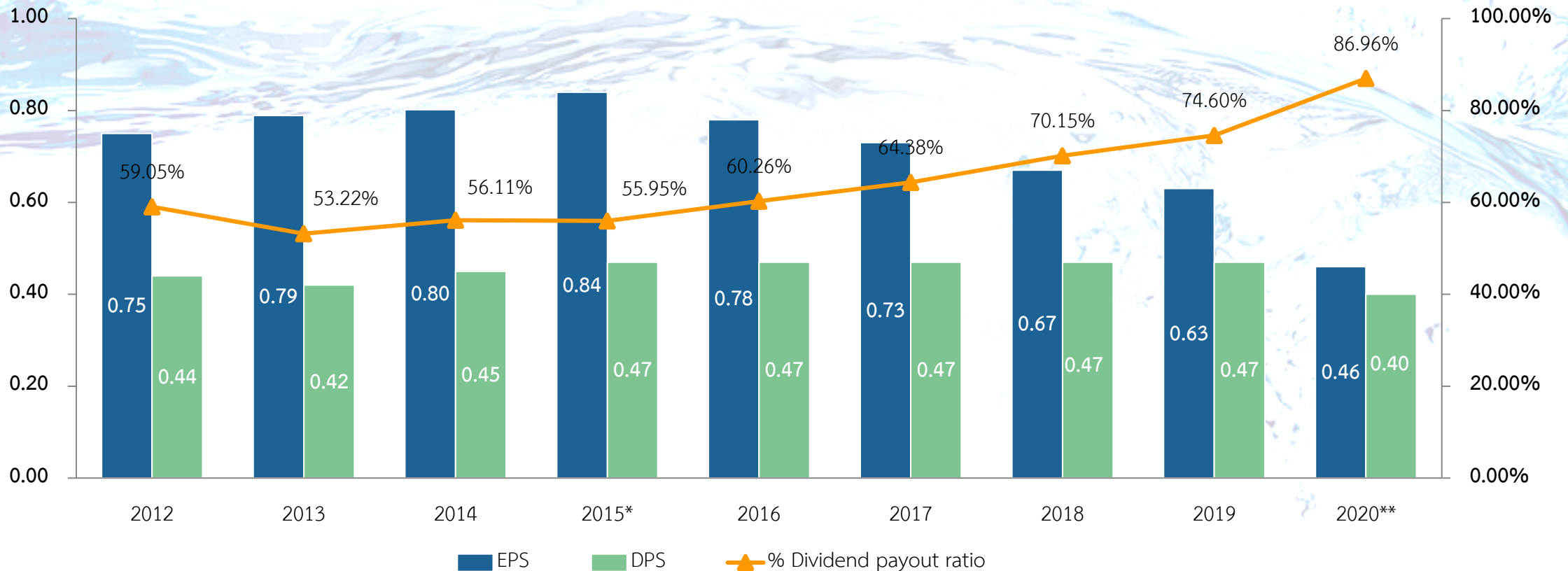
FINANCIAL RATIOS

Key Financial Ratios	As of Q1/2020	As of Q1/2021
Liquidity Ratio		
Current ratio (time)	0.44	0.84
Profitability Ratio⁽¹⁾		
Gross profit / total sales and services revenue (%)	48.13%	49.79%
Net profit / total sales and services revenue (%)	28.19%	31.08%
Performance Ratio		
Return on Equity (ROE) (%)	9.20%	7.32%
Return on Assets (ROA) (%)	4.80%	3.51%
Capital Structure and Debt Ratio		
Debt to Equity ratio (time)	0.97	1.17
Debt Service Coverage ratio (DSCR) (time)	4.61	1.76

SHARE INFORMATION AND DIVIDEND PAYMENT

Baht/share

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



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

** Total Dividend for the year 2020 = 0.40 THB per share submitted to get approval by the Annual General Meeting of shareholder (AGM) on April 26, 2021, of which the Interim dividend for 1H2020 is 0.16 THB per share had been paid on 18th September 2020.



AGENDA

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Financial

Sustainability

- เป้าหมายและผลดำเนินงานด้านความยั่งยืนของบริษัท

เป้าหมายและผลดำเนินงานด้านความยั่งยืนของบริษัท



E

มิตร
สิ่งแวดล้อม

- ควบคุมปริมาณน้ำสูญเสียให้ต่ำกว่าปี 2563
- ลดต้นทุนน้ำดิบจากการใช้พลังงานไฟฟ้า
- ดำเนินตามระเบียบข้อบังคับและกฎหมายด้านสิ่งแวดล้อม
- ควบคุมการปล่อยมลพิษให้อยู่ในเกณฑ์มาตรฐาน



S

มิตร
สังคม

- ไม่เกิดอุบัติเหตุที่ส่งผลกระทบต่อระบบสูบน้ำดิบหยุดชะงัก
- ไม่มีข้อร้องเรียนในเรื่องสิทธิมนุษยชนและการจ้างงาน
- ความพึงพอใจและไม่มีข้อร้องเรียนจากกลุ่มชุมชน



G

มิตร
เศรษฐกิจและธรรมาภิบาล

- ดำเนินธุรกิจด้วยความโปร่งใส ไม่มีทุจริตคอร์รัปชัน
- ได้รับการประเมินก CGR ในระดับดีเลิศ
- รักษาระดับอยู่ในกลุ่มหุ้นยั่งยืน (THSI) ต่อเนื่อง
- บริษัทรักษามาตรฐาน ISO 9001, ISO 14001
- ความพึงพอใจของ Stakeholder

CONTACT US



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