



EastWater

Opportunity Day
Venue SET Building, Room 1101
Eastern Water Resources Development
and Management PLC.
3 December 2008

Contents



Company Overview



Operation Highlights



Financial Highlights



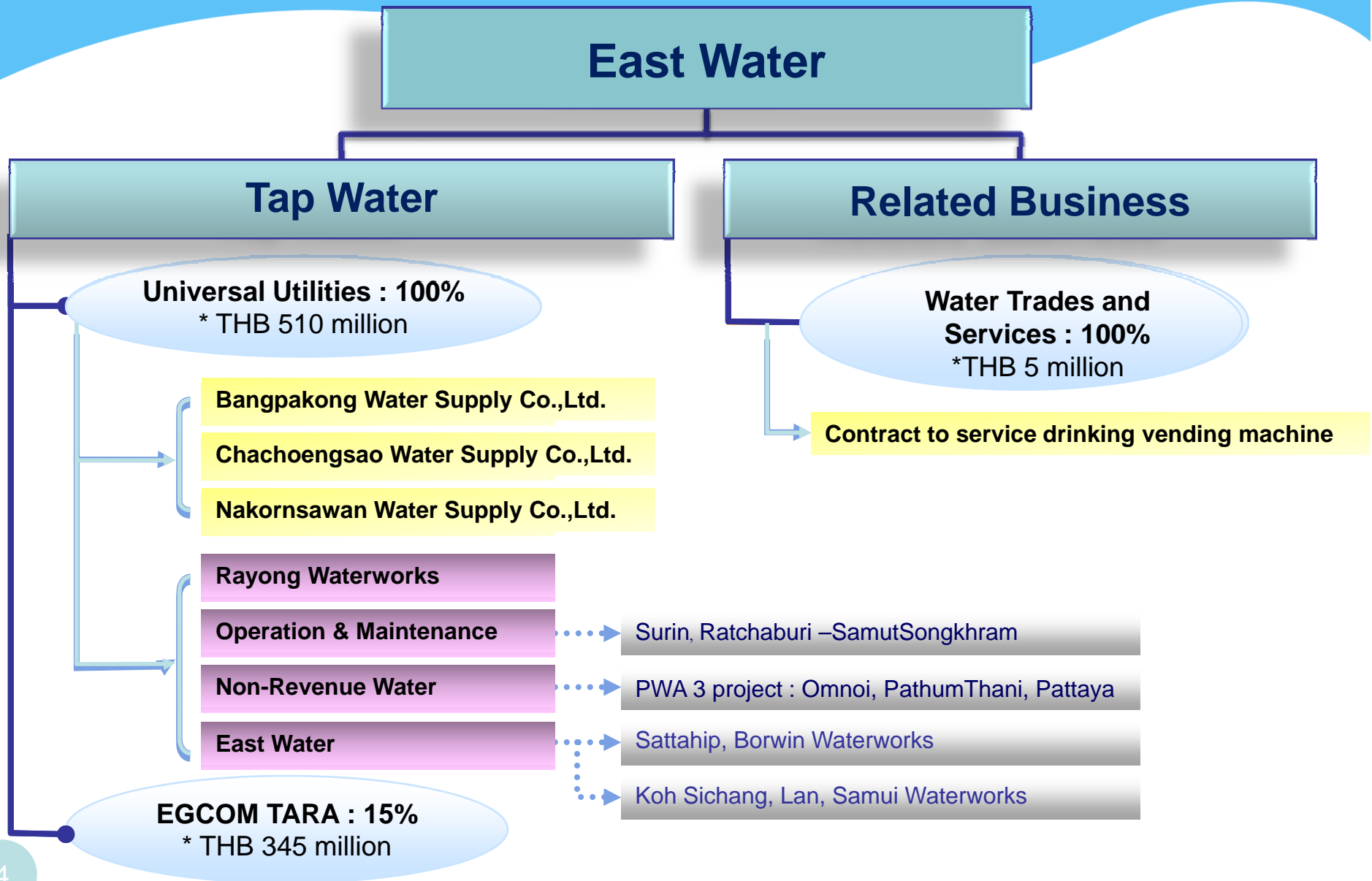
Future Investments

2008 Highlights



- 99.6% of the warrants exercised which raised the company paid-up capital to 1,663.72 MB, resulting D/E Ratio decrease to 0.56 times
- The Utilico Emerging Markets Limited, an investment company from UK, reported shareholding above 10 % since February
- Divested the total shares of Eastern Hobas Pipe since March
- A+ Credit Rating with Stable outlook affirmed by TRIS
- 98.7% of eligible votes approved on tariff discount agenda (EGM No.2/2008 on Aug 25, 2008)
- 29.68% Net Income increase, and 14.73% EBITDA increase
- Dividend received from the tap water business, EGCOM TARA 40.17 MB and Universal Utilities 43.84 MB
- Granted the Very-Good-CG Scoring by IOD

East Water Group Structure



Shareholding Structure

Original (1992)



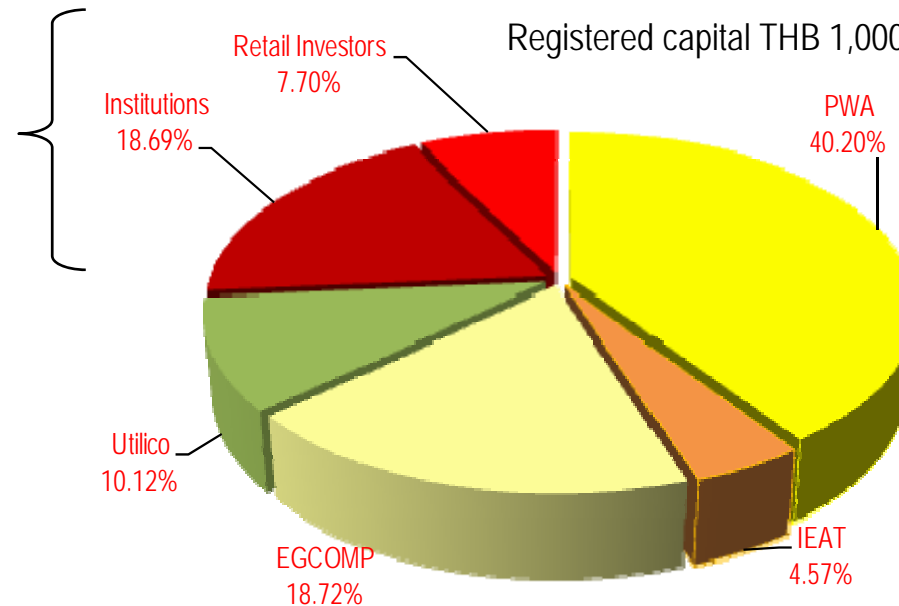
Registered capital THB 10 Million

IPO (1997)



Registered capital THB 1,000 Million

Retail Investors & Institutions 26.39%



As of 15 Oct 2008

Paid-up Capital = THB ~1,663.72 Million

Note: ***PWA** : Provincial Waterworks Authority, a state enterprise responsible for waterworks outside BKK

***IEAT** : Industrial Estate Authority of Thailand, a state enterprise responsible for establishment industrial estates

***EGCOMP** : A public company limited, produce and supply electricity in Thailand

***Utilico** : Utilico Emerging Markets Limited, an investment company from UK

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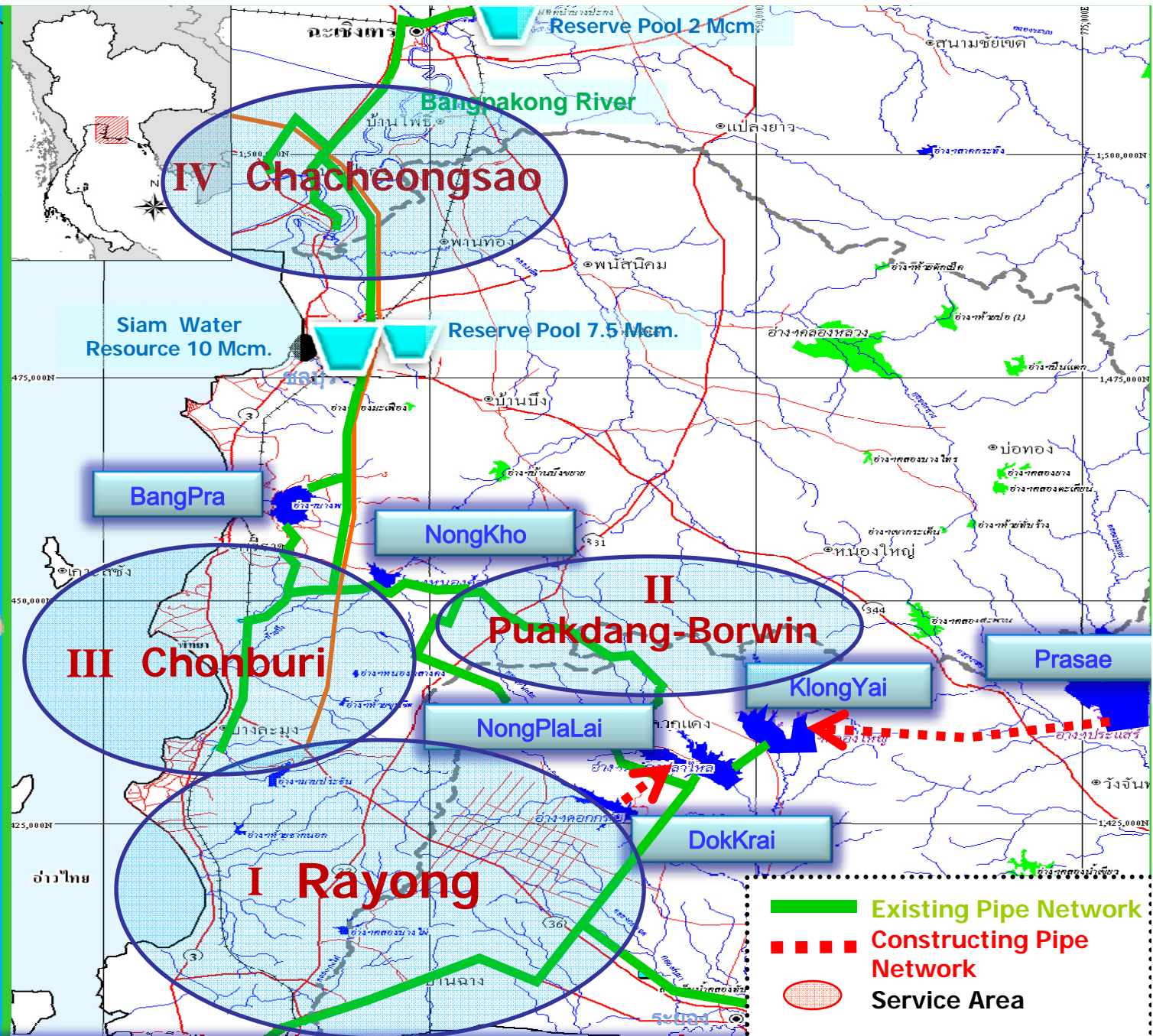
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• Due to the higher pace of industrial growth, the Company operates majorly in three provinces : Chonburi, Rayong and Chachoengsao. East Water's pipelines network ranging from diameter 500 – 1500 mm. and 324 km. in length linking as the water grid line in Eastern Seaboard

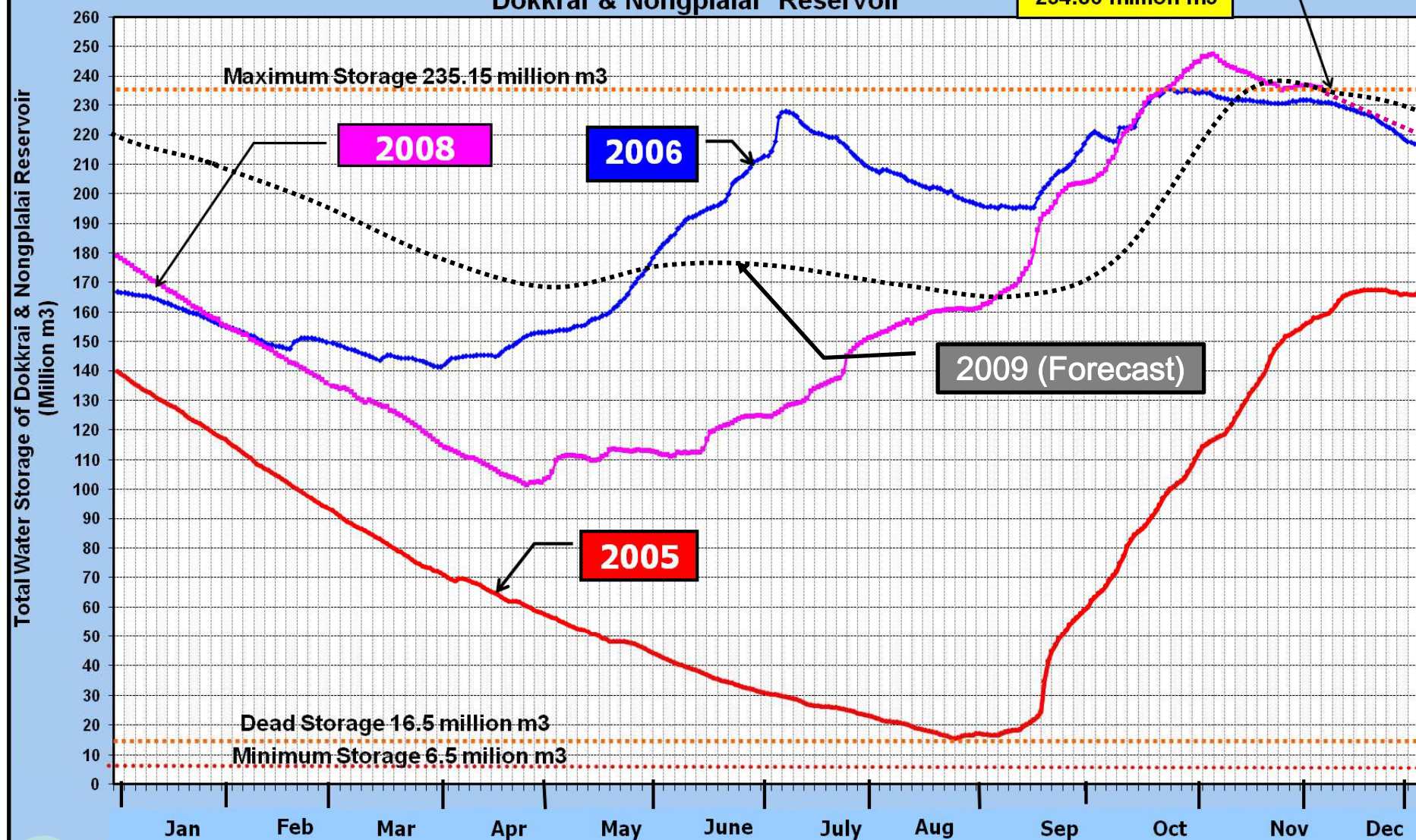


Source of Raw Water, Pipelines Network and Service Areas



Water Situation of Dokkrai & Nongplalai Reservoir

1 December 2008
234.86 million m³

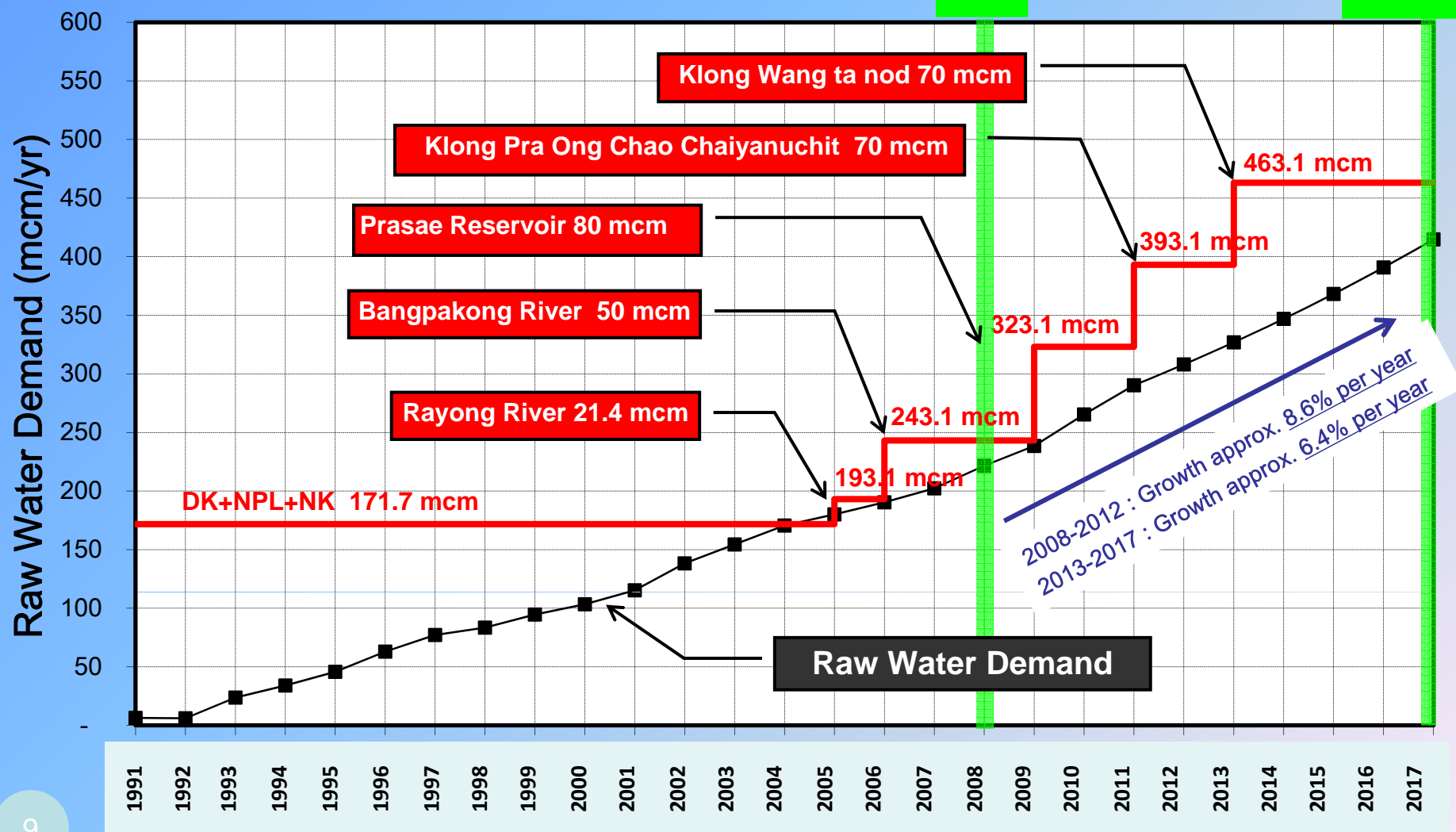




Raw water Demand vs Supply in Chonburi&Rayong

2008

10 yr : 2017



Major Customer of East Water

Province	Existing Type of Customer	Prospect Customer
Rayong	<ul style="list-style-type: none"> ❖ Petro Chemical ❖ Power Plant ❖ Heavy Industry 	<ul style="list-style-type: none"> ➤ SCC Chemical ➤ DOW Chemical ➤ PTT ph.7 of Gas Separation Unit ➤ PTTCH ➤ GHECO1 Power Plant ➤ Rayong and Banchang Waterworks
Chonburi	<ul style="list-style-type: none"> ❖ Domestic Consumption ❖ General Industry ❖ Electronics Industry ❖ Power Plant 	<ul style="list-style-type: none"> ➤ Chonburi, Lamechabang, Sriracha and Pattaya Waterworks (Tourist) ➤ IPT Power Plant ➤ Thai Oils
Chacheongsao	<ul style="list-style-type: none"> ❖ Domestic Consumption ❖ Automotive 	<ul style="list-style-type: none"> ➤ General Industry ➤ Suvarnabhumi Airport

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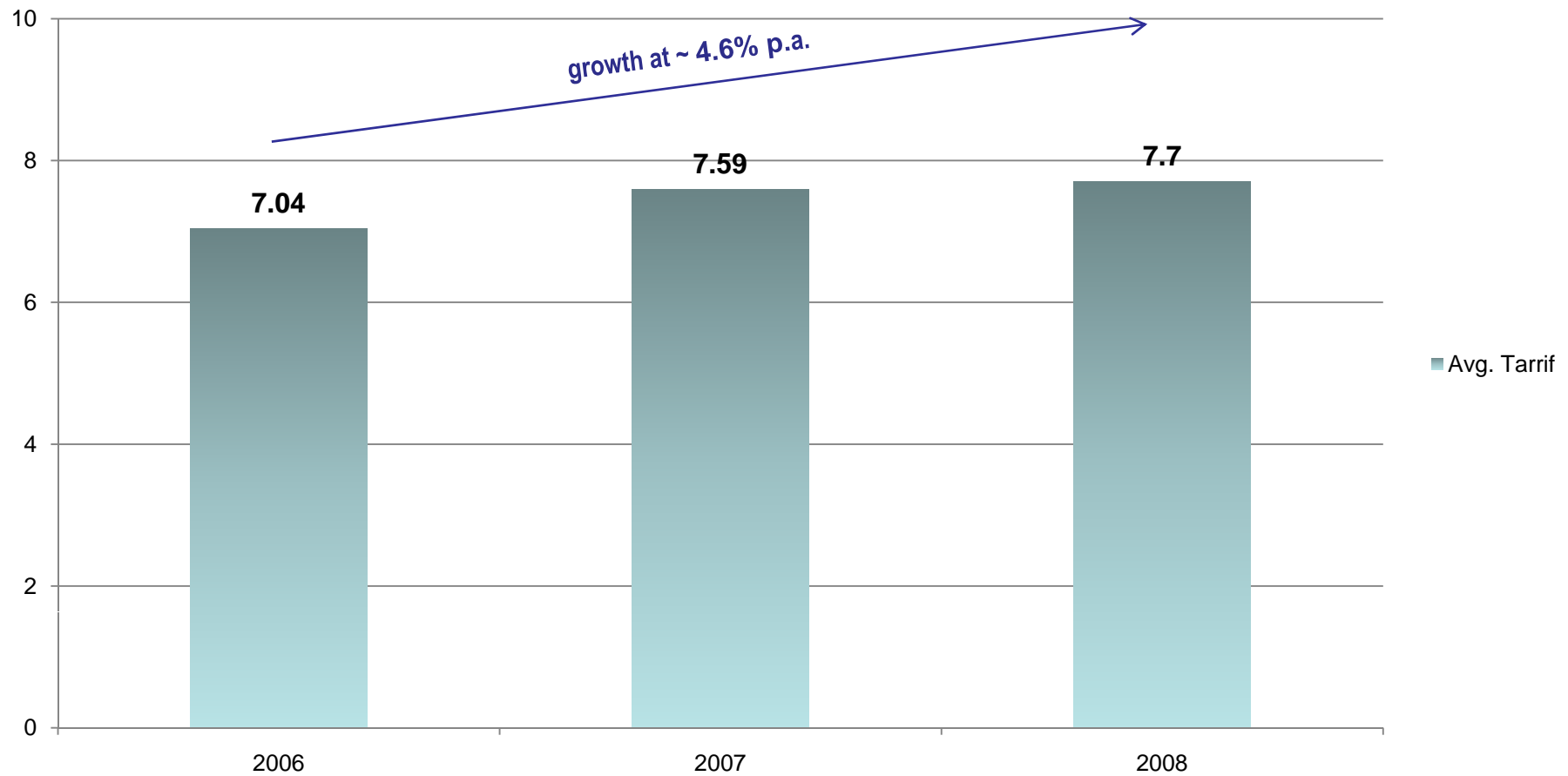
☐ Financial Highlights

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Average Tariff in 2006-2008



Unit: Baht/m³



New Tariff Structure for 2008-2012



Unit: Baht/m³

Type of Customers	New Tariff In 2008*	Expected Tariff In 2009	Expected Tariff In 2010	Expected Tariff In 2011	Expected Tariff In 2012
1. PWA & Government & Domestic Consumption	8.5**	9.25	10.00	10.50	11.00
2. IEAT and existing user	8.5**	9.25	10.00	10.50	11.00
3. Private Industrial Estate	9.5	10.25	11.00	11.50	12.00
4. General & Other Factory	10.5	11.25	12.00	12.50	13.00

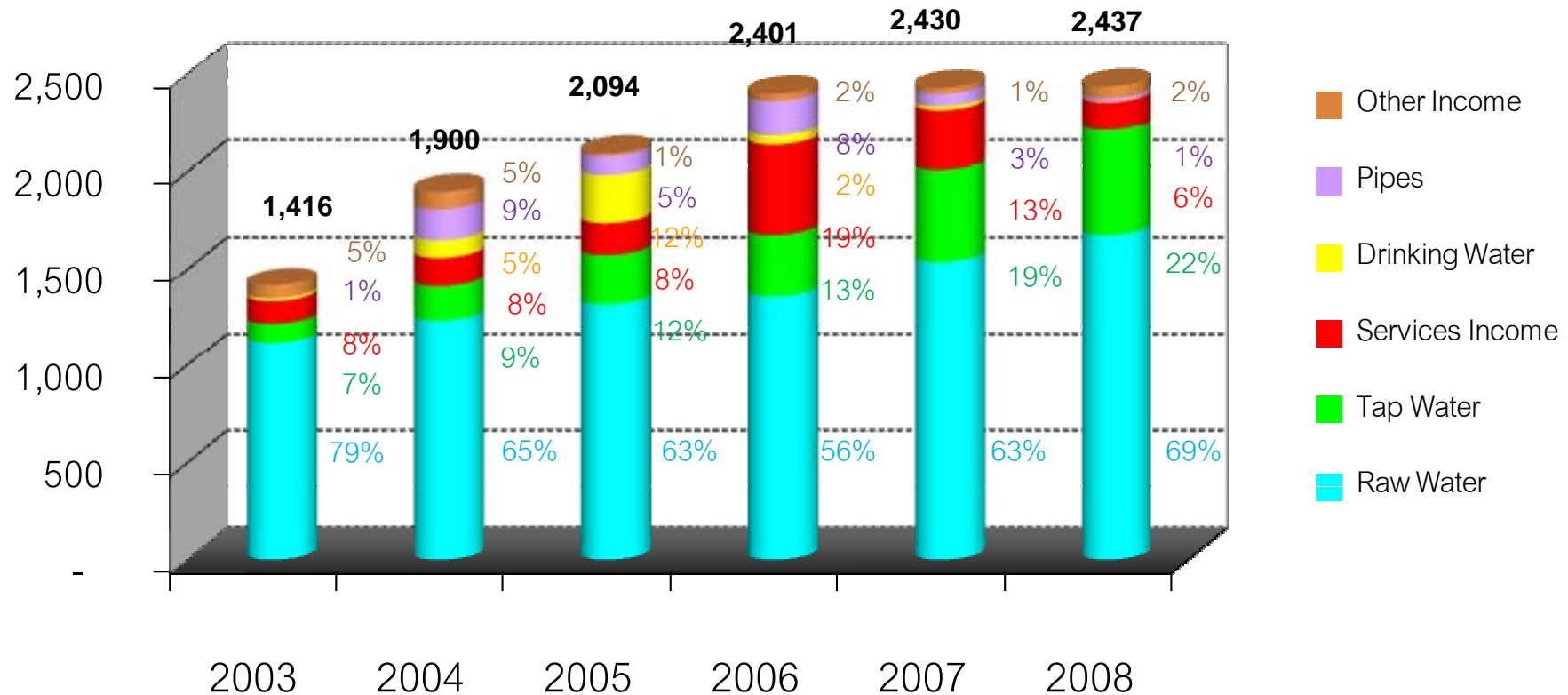
* Gradually increasing the tariff from May 2008 classified and negotiated by type of customers

** 7 Baht/m³ during May- Dec 2008 for the 7 sales contract of PWA(6) and IEAT(1) in Chonburi according to the resolution of EGM2/2008

East Water Group Source of Revenue



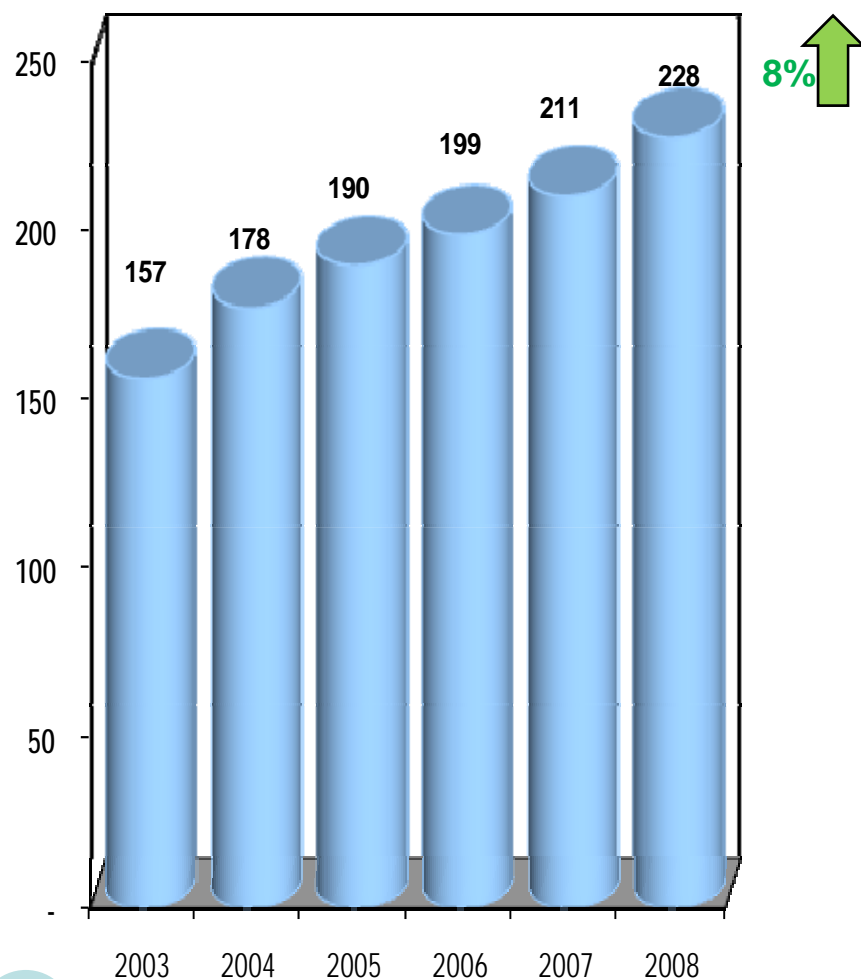
Million Baht



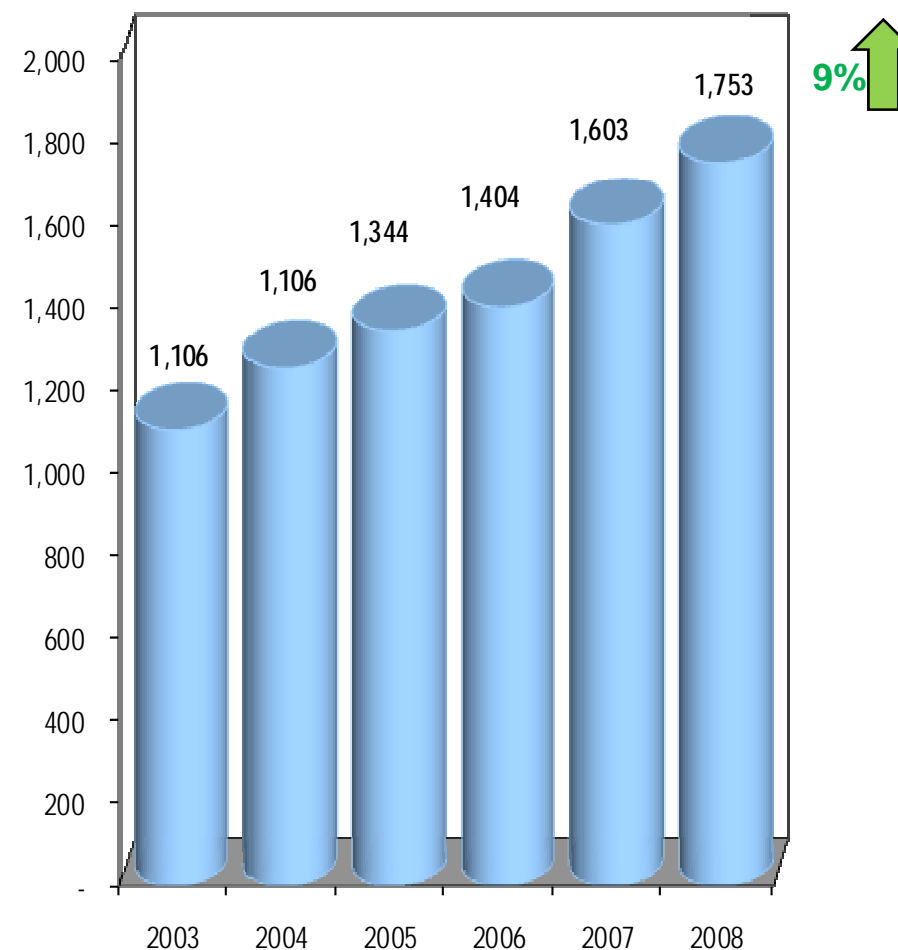
Sustainable Raw Water Volume and Sale Growth



Million Cubic Meter



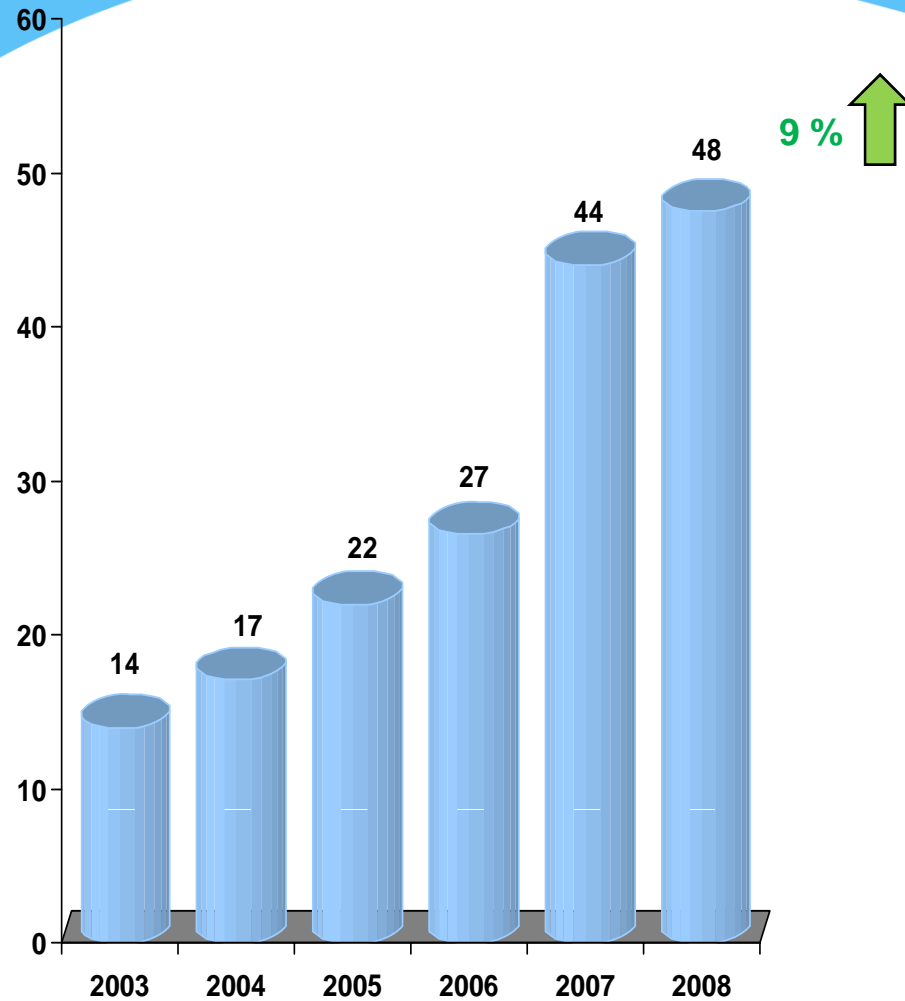
Million Baht



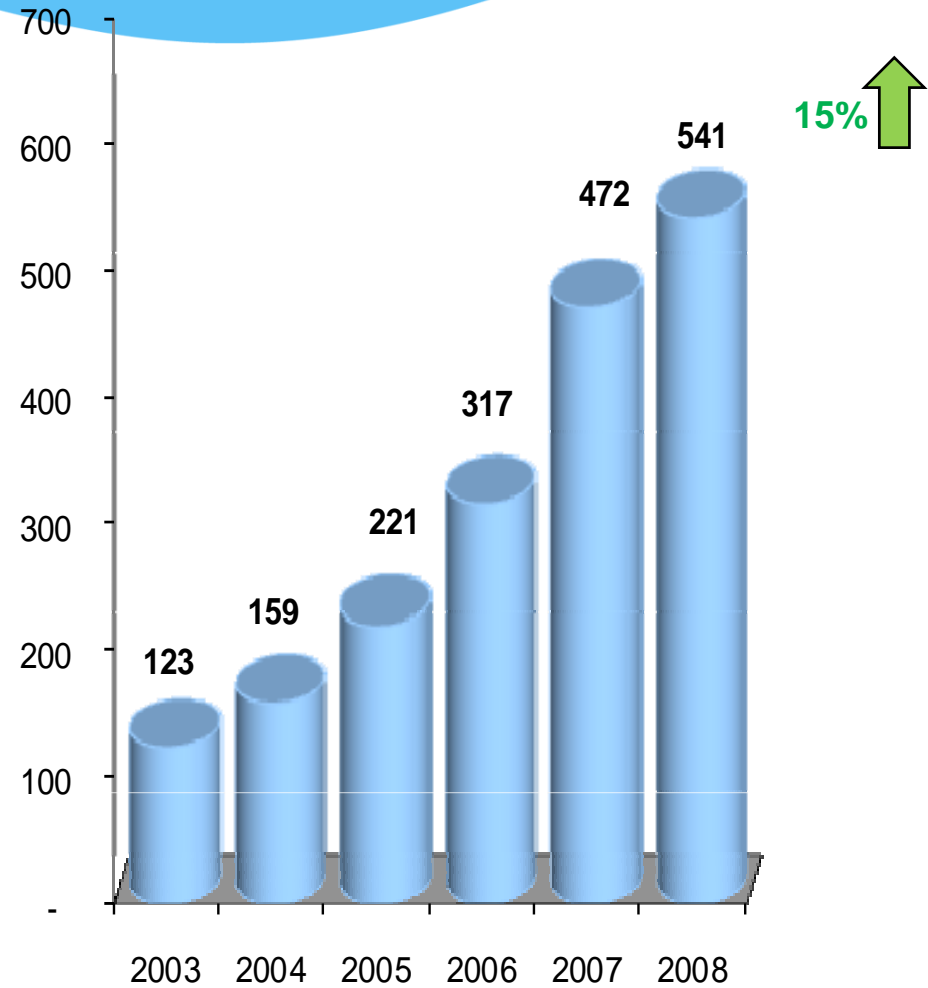
Continuous Tap Water Volume and Sale Growth



Million Cubic Meter

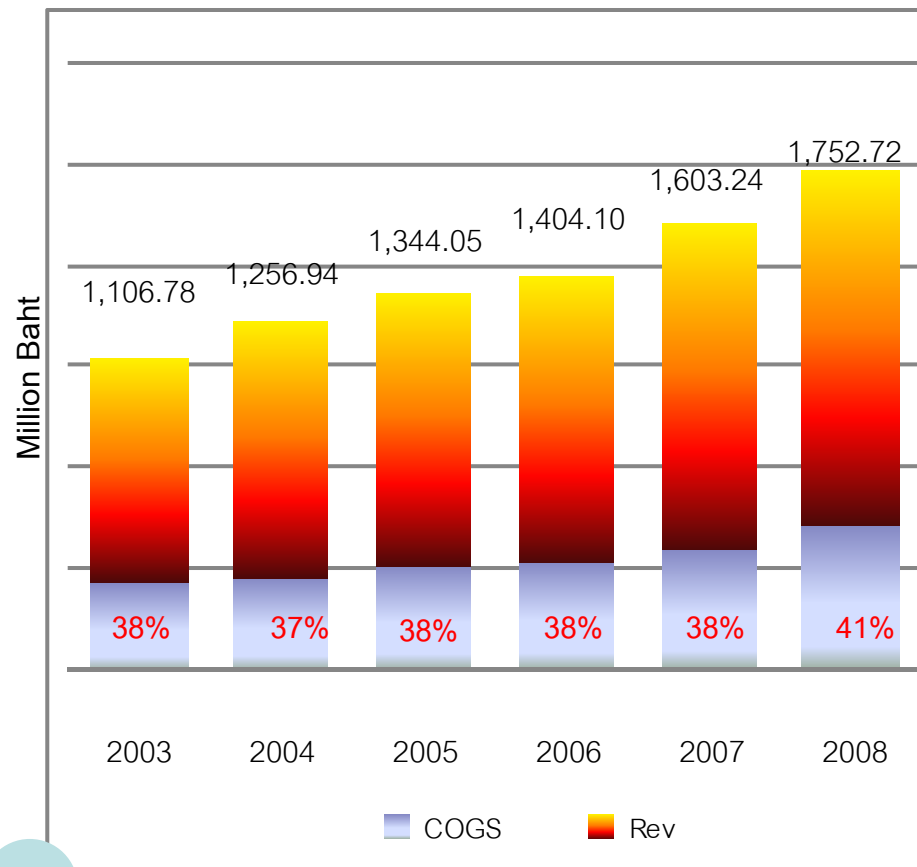


Million Baht

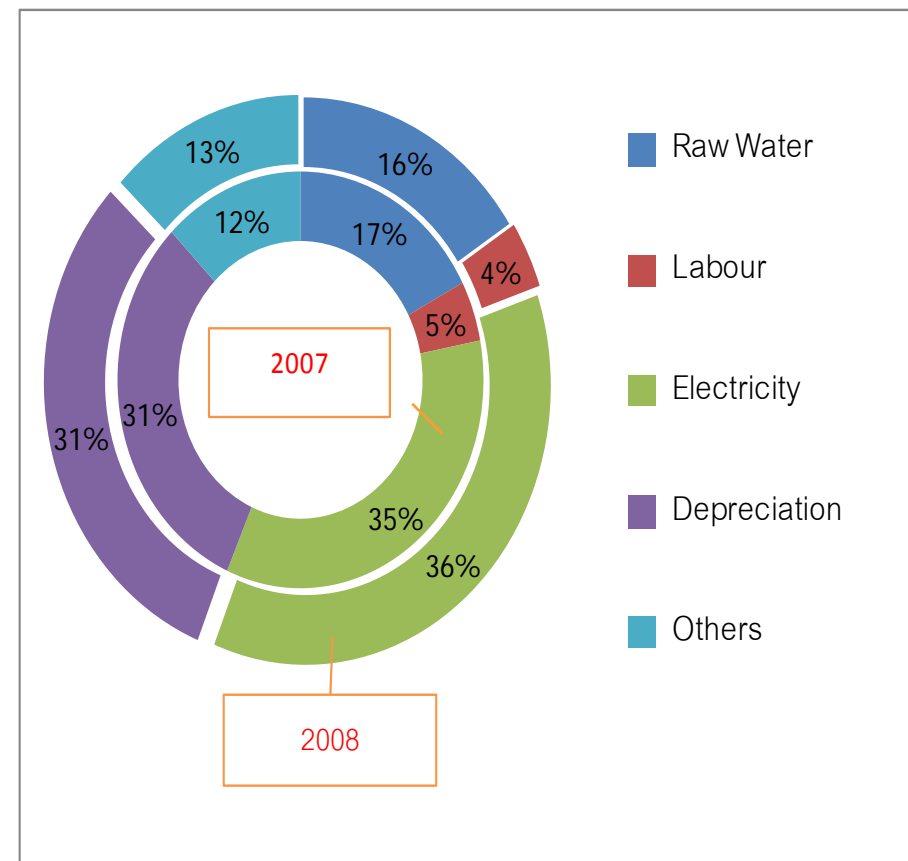


Raw Water Costs Breakdown

Revenue & COGS of Raw Water Comparison

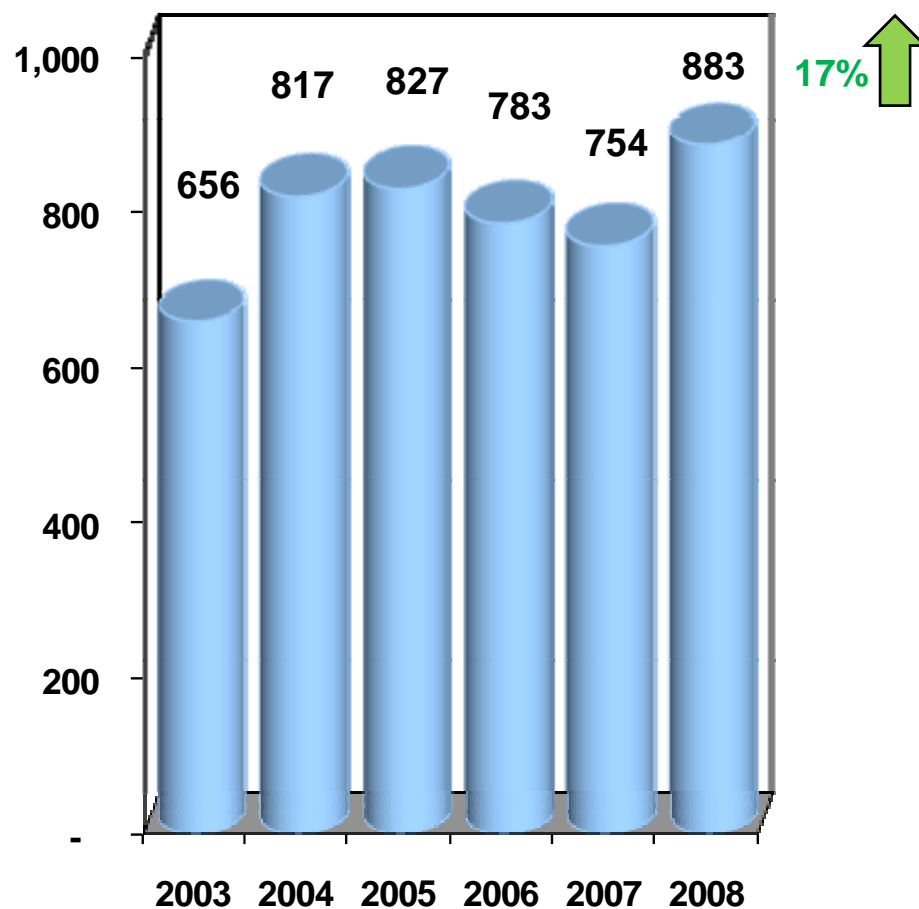


COGS Breakdown of Raw Water Comparison

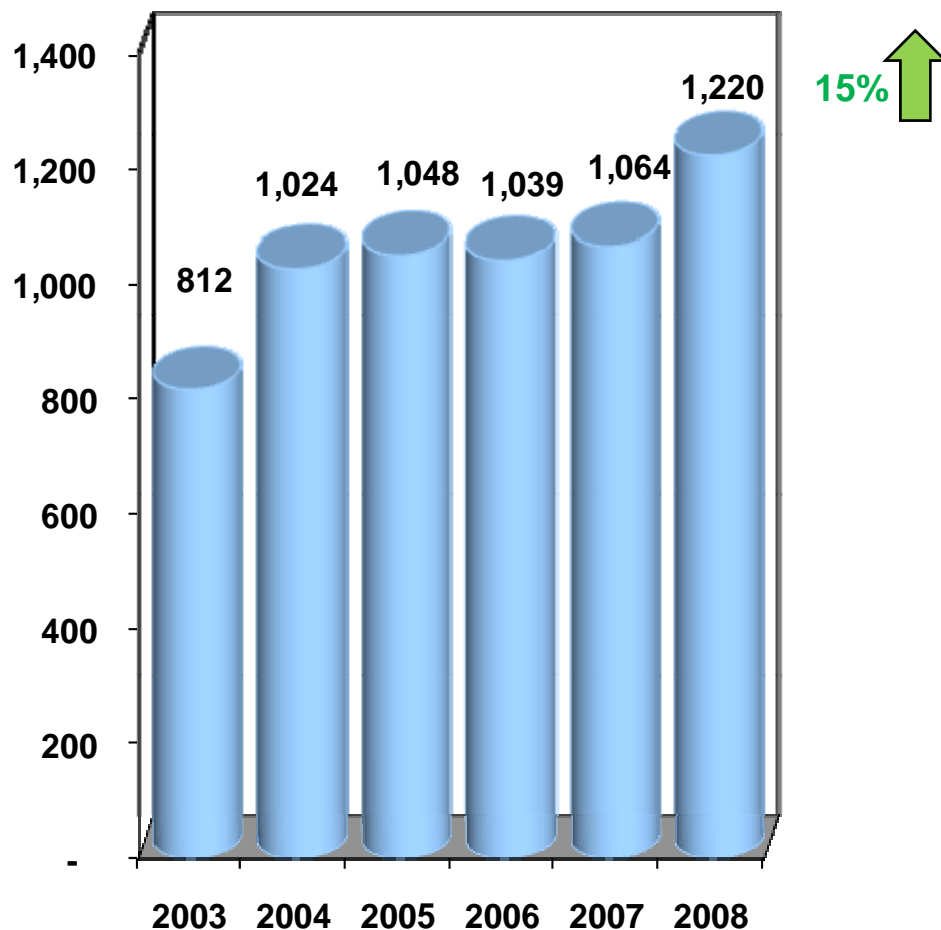


Consolidated EBIT & EBITDA

EBIT



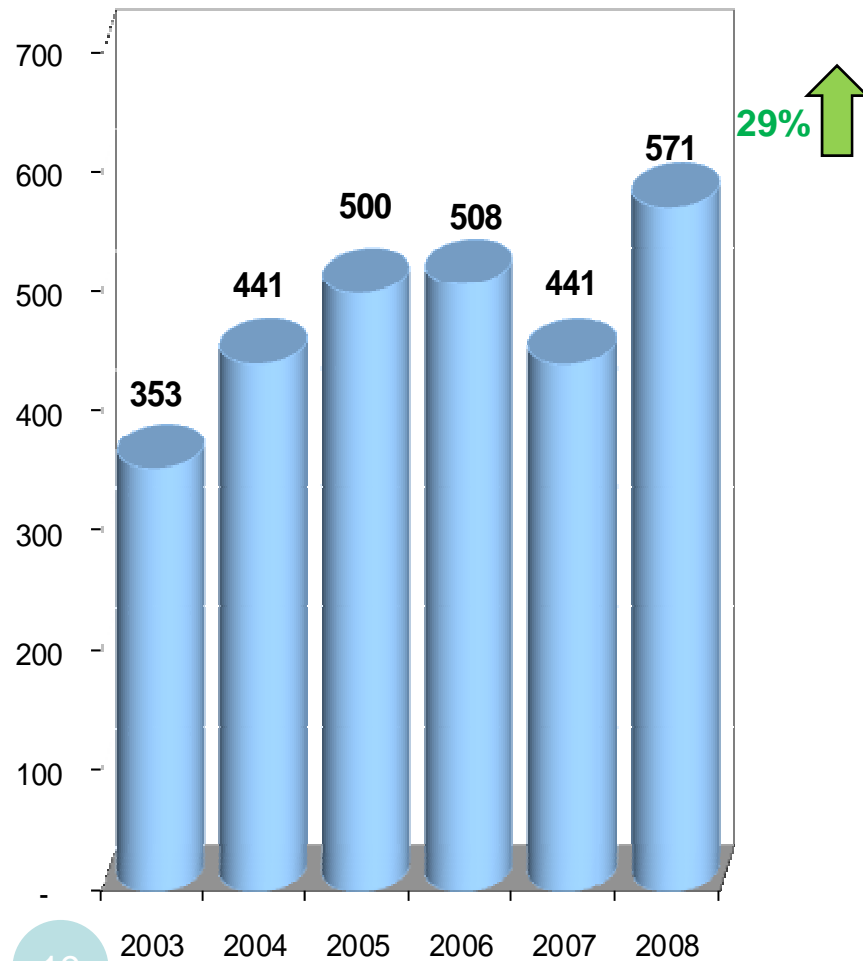
EBITDA



Net Profits Performance

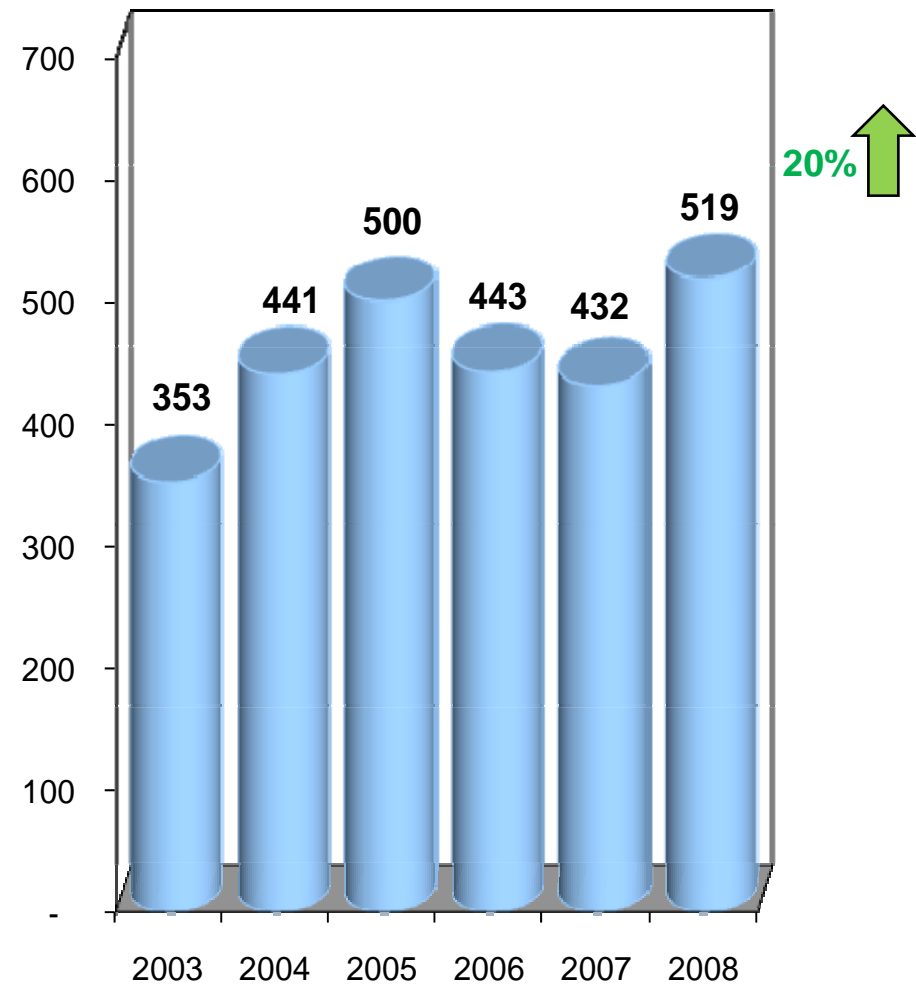
Consolidated Net Income

Million Baht



Separated Net Income

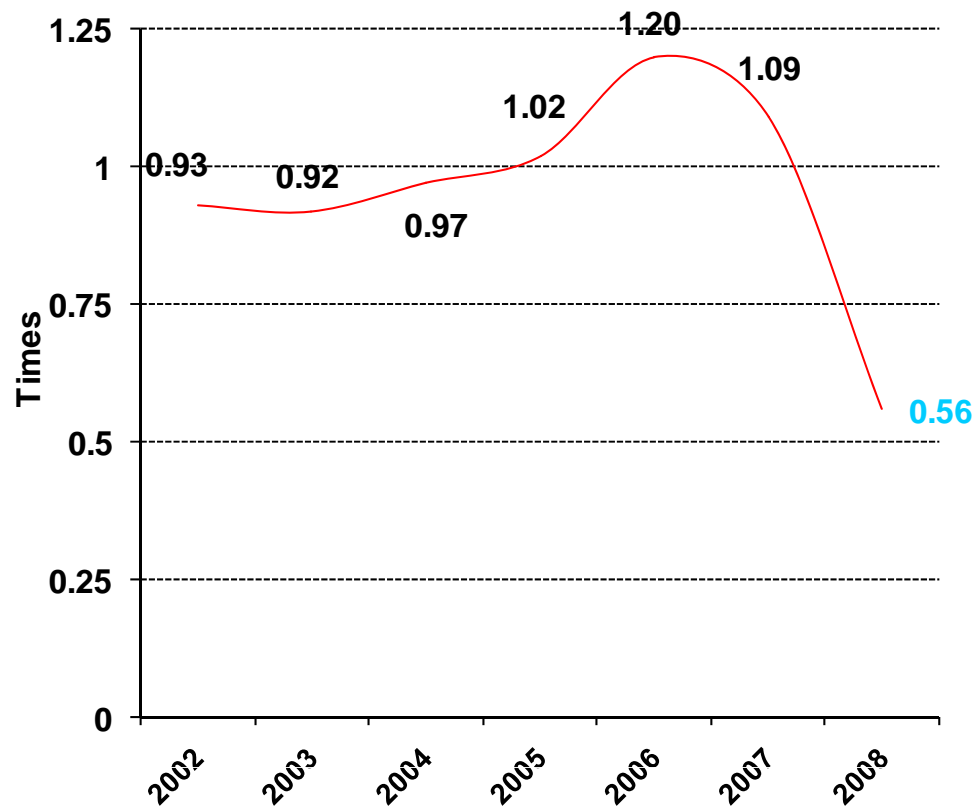
Million Baht



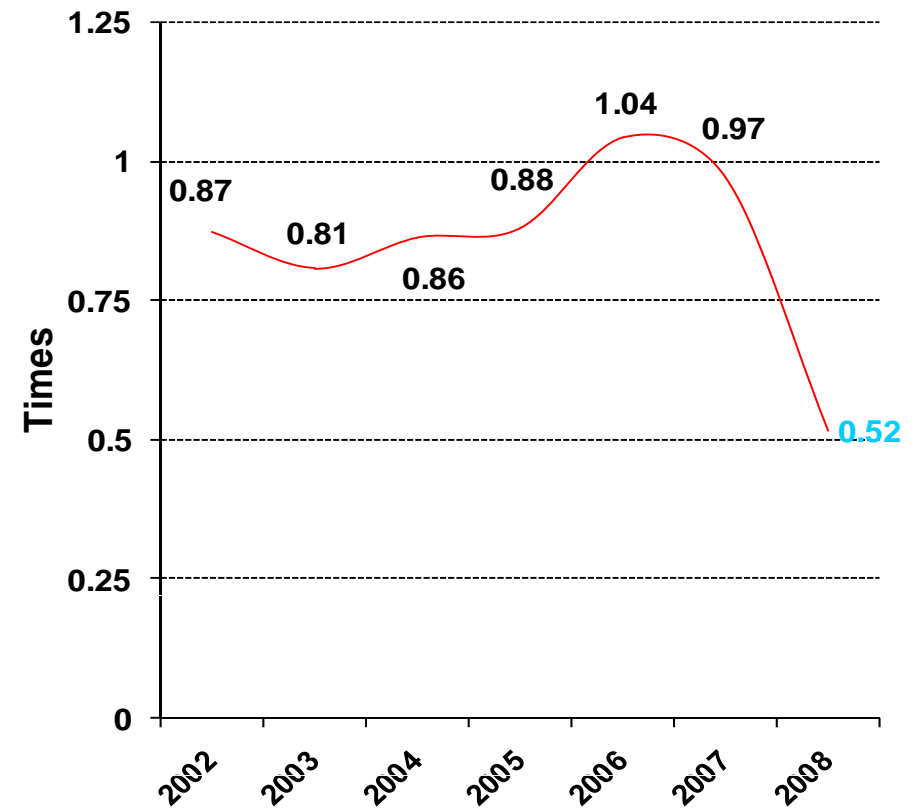
Financial Structure of East Water



Consolidated D/E Ratio

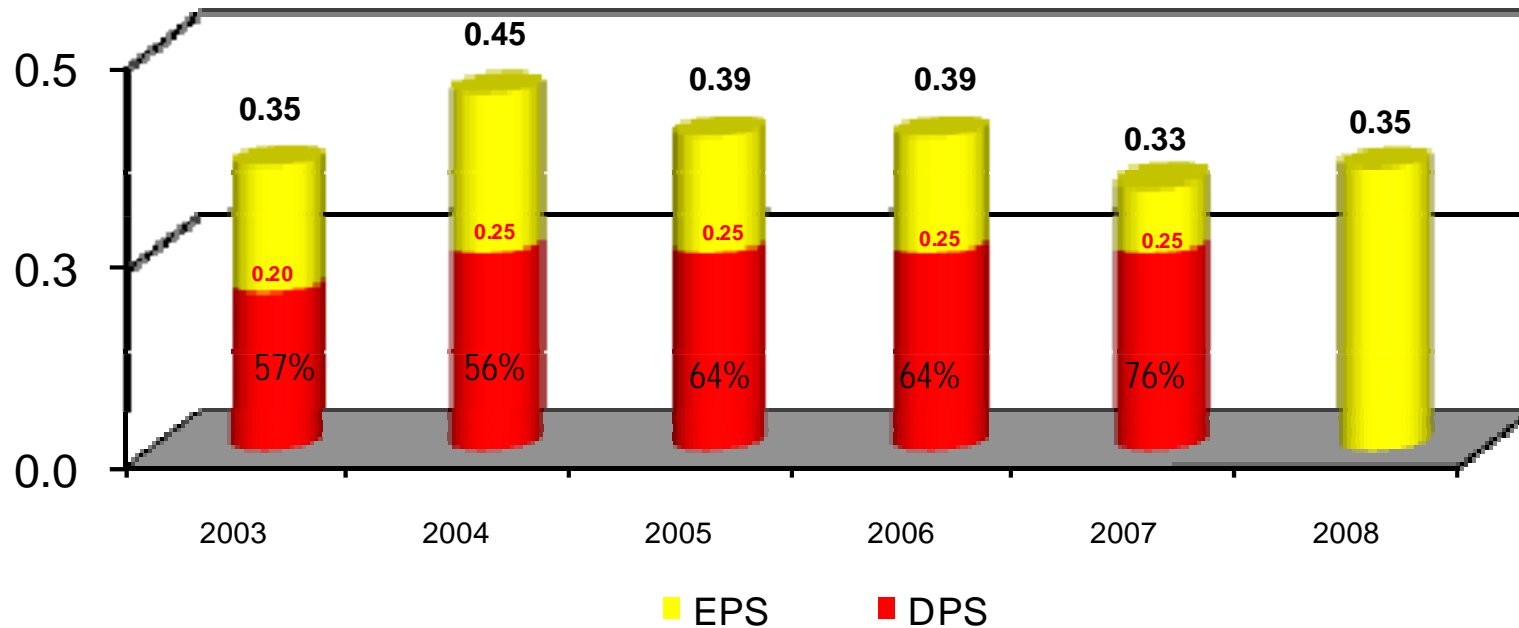


Separated D/E Ratio



Dividend Policy

Baht/Share*



Source of Funds

Source of Loan	Amount (MB)	Outstanding	Tenor (years)	Rate 2005-2007	Rate 2008-2009	Rate 2010-2011
Long-Term Loan from KTB	1500	948	7	4.5*	MLR-1.50	MLR-0.75
- Tranche A	500	202	7	4.5*	MLR-1.50	MLR-0.75
- Tranche B						
Source of Loan	Amount (MB)	Outstanding	Tenor (years)	Rate 2007-2009	Rate 2010-2011	Rate 2012-2013
Long-Term Loan from KTB						
-Tranche C(Semi-Annual)	1500	1500	7	4.8	MLR-1.75	MLR-1.50
Source of Loan	Amount (MB)	Outstanding	Tenor (years)	Rate 2007-2009	Rate 2010-2011	Rate 2012-2013
Long-Term Loan from KBANK						
- Tranche A(Undrawdown)	1000	-	7	MLR-2.0	MLR-1.75	MLR-1.50

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Future Projects

Raw Water Projects

1. Expansion and Enhancement

- Prasae-Klongyai
- Nongplalai-Dokkrai-Mabtapud
- Nongkor-Laemchabang
- Nongplalai-Nongkor

2. Alternative Project

- Off-Stream Reservoir
- Sea Water Reverse Osmosis
- Reserve Pool Linkage

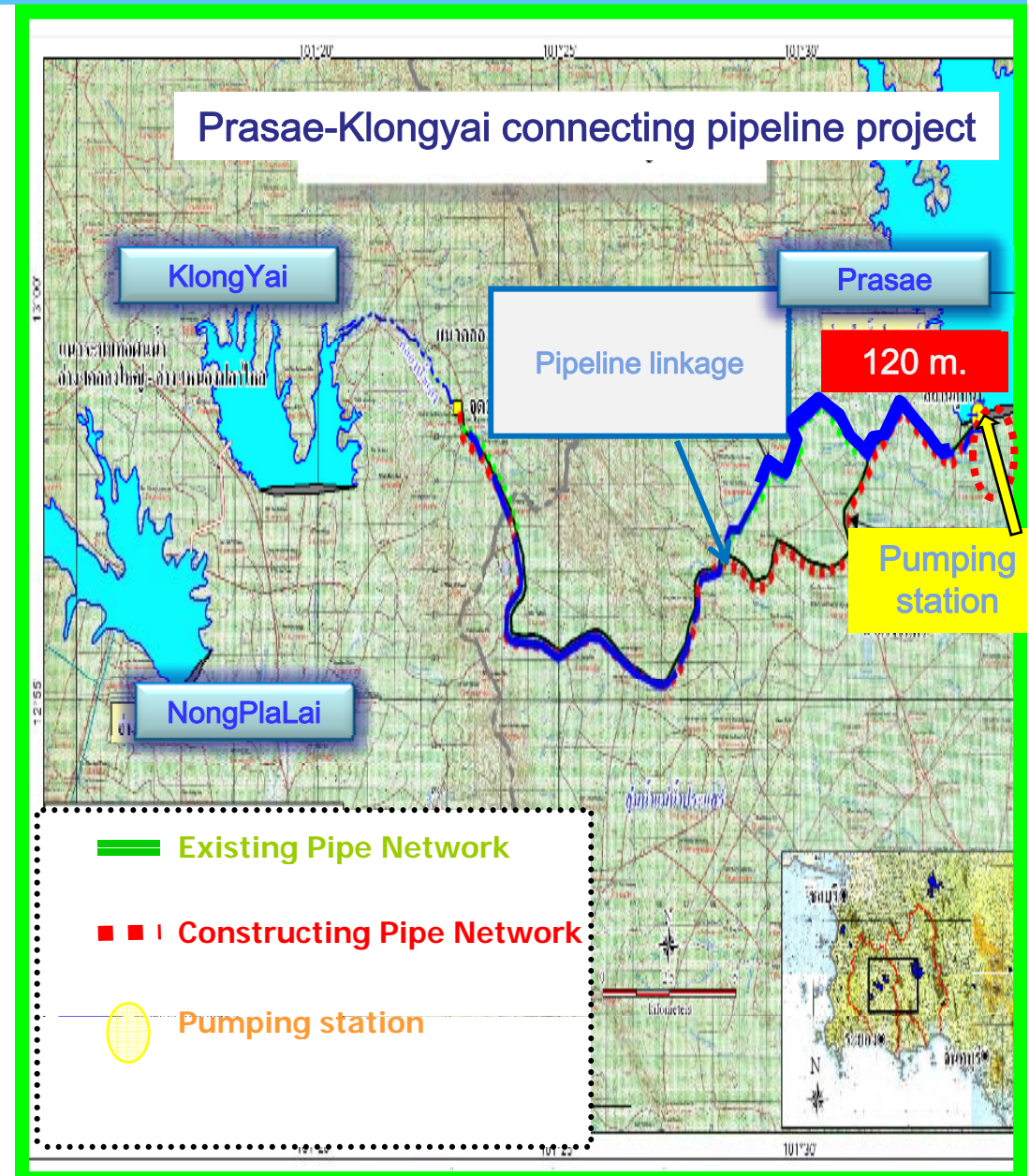
Waterworks Projects

- Existing Contract Expansion
- Samui and Chonburi Project
- IWP Projects/ Waste Water Projects
- Expand to Regional / SE Asia
 - Potential Project in India (Bangalore)
 - Potential Project in Vietnam (Ho Chi Minh City)

Prasae-Klongyai Pipeline Linkage Project

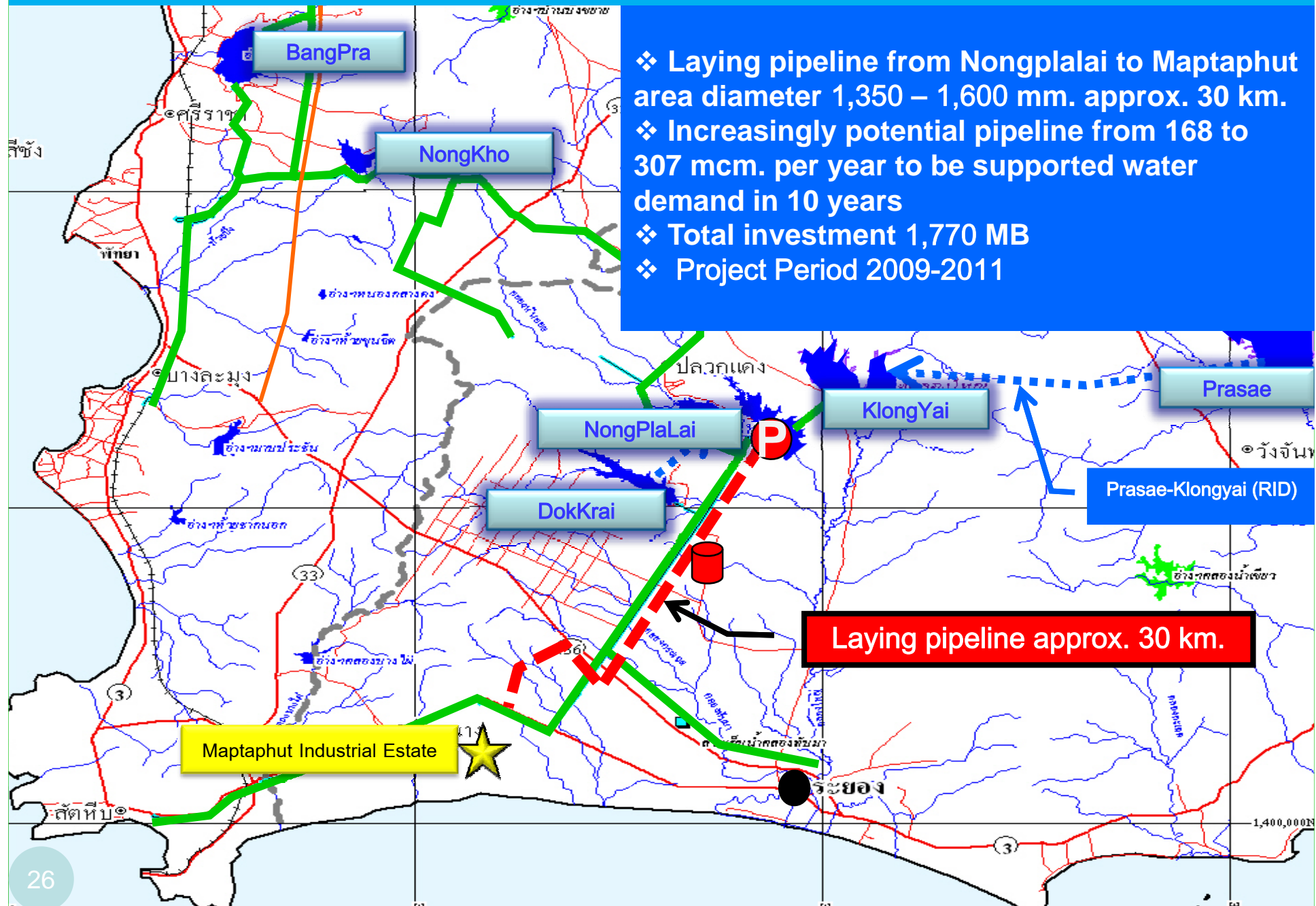


- ❖ Appointed in Aug 2005, by the Cabinet, as the General Contractor for the 31.8 km. Prasae-Klongyai Pipeline project(1,680MB) to supply water to MTP
- ❖ 98% constructions progress achieved, only 120m. of pipe laying and system commissioning outstanding
- ❖ RID asked for the Budget Allocation but still in process
- ❖ Due to long budget allocation process and probable higher water cost, EW proposed to be the owner of the pipeline with the water allocation from RID



NongPlaLai-Dokkrai- Maptaphut Line 3

- ❖ Laying pipeline from Nongplalai to Maptaphut area diameter 1,350 – 1,600 mm. approx. 30 km.
- ❖ Increasingly potential pipeline from 168 to 307 mcm. per year to be supported water demand in 10 years
- ❖ Total investment 1,770 MB
- ❖ Project Period 2009-2011



Alternative Raw Water Resource Supply



Water resources development by EW

1 Private Water Puddle : 60-80 mcm.

2 Off-stream Reservoir : 30 mcm.

3 Sea Water Reverse Osmosis : 100k-300k/day (36-100 mcm./year)

Waterworks Projects



- Samui Island WW.
 - The expansion project will be started in Feb 2009 to be increased capacities from 3,000 to 6,000 cm. per day which investment budget approx. 100MB(30 years concession)
- Chonburi WW.
 - In process of bidding for tap water bound sales 24,000 cm. per day which will be resulted in early 2009 with an initial budget of approx.120 MB (20 years concession)
- Expand to Regional / SE Asia
 - Potential Project in India (Bangalore)
 - 5-year water loss reduction project with 3 contracts for a budget more than 2,000 MB and funded by JIBIC
 - Potential Project in Vietnam (Ho Chi Minh City)
 - Potential acquisition of equity for a Build-Own-Operate tap water supply treatment plant

Indicative East water Group's Capital Expenditure



Unit : Million Baht

Projects	Total MB	2009 MB	2010 MB	2011 MB	2012 MB	2013 MB
Raw Water Projects (Existing Cap. Enhancement)	3,800	1,290	1,580	790	-	140
Tap Water Projects	730	370	110	230	20	0
Total Capital Expenditure	4,530	1,660	1,690	1,020	20	140

Raw Water Projects
(Alternative Projects)**

2,960 60 690 730 1,030 450

** Alternative Project is not calculated in the CAPEX as it is a raw water replacement project which will be updated in the future



Thank You

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