



COMPANY PRESENTATION

May 2017

TAKUNI 

AGENDA

Company Overview

Business Unit Review

Financial Performance

AGENDA

Company Overview

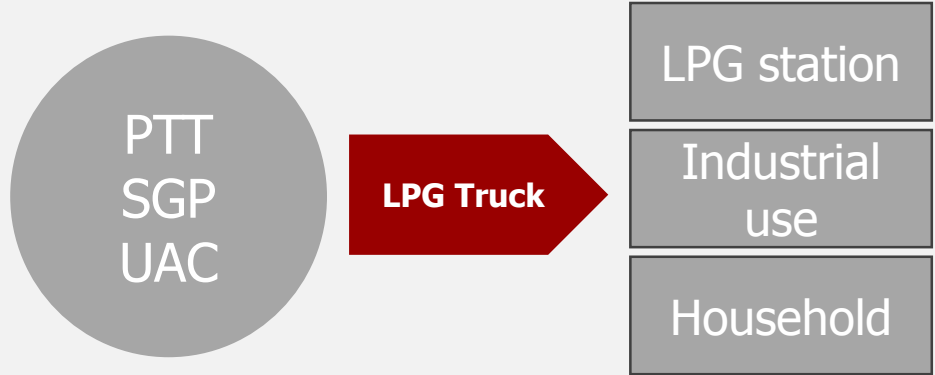
Business Unit Review

Financial Performance

Company Overview

LPG Trading

Trading Process



The company purchases LPG from PTT, SGP, and refineries to sell LPG under trademark of "Champion Gas" to LPG stations, manufacturers, and filling plant.

Distribution point

PATHUM Depot
400 Tons



Average Sales 14.62 MB/ month

PICHIT Depot
1000 Tons



Legal stock reserve 500 tons
Average Sales 10.66 MB/month
LPG legal reserve rental 0.49 MB/month

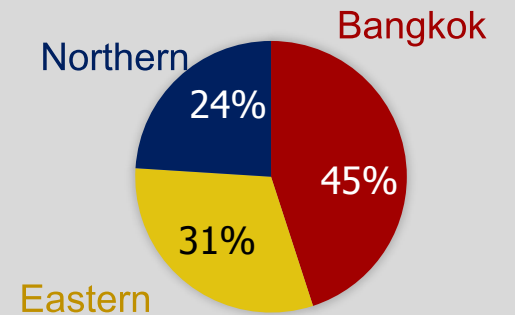
3%

Market share in automotive

92%

LPG Station customer

LPG TRADING BY AREA



Company Overview

Transportation

LPG Transportation



4

Six-wheel Trucks

9

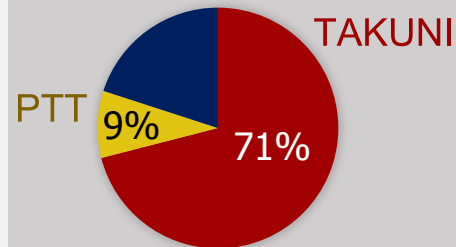
Ten-wheel Trucks

9

Semi-trailer Trucks

Providing LPG transportation by truck domestically and internationally (Myanmar, Laos, Cambodia, and Malaysia) with international safety standard.

REVENUE BY CUSTOMER



Ammonia and others

We are expanding our client base into other sectors.

- **Transporting Ammonia for PTT**
– 3 Ammonia Trucks (2 trucks are in assembly process)
- **Transporting structural fabricated component** from our fabrication shop to construction site
– 2 Semi Trailer Trucks

Company Overview

Construction and Shop Fabrication

Oil and Gas Sector

Construction



Experiences

- PTT MCS / 485.33 MB
- PTT Tank EPC / 320 MB
- PTT LNG MTPA / 31.10 MB
- PTT LNG STR FAB& Erection Work/ 112.54 MB
- IRPC PPE / 81.05 MB
- ThaiOil TLAB / 38.15 MB

Office and workshop
172,000sq.m.

132 Staffs

Max. Capacity of
3000 workers



Shop Fabrication and Erection



Rayong Fabrication shop
30,000 sq.m.

Experiences

- PTT LNG STR FAB& Erection Work/ 157.45 MB
- ThaiOil TLAB / 105.33 MB

Cool Condominium



Construction project in property sector with project value of 169.74 MB.

Company Overview

Testing and inspection

Non-Destructive testing



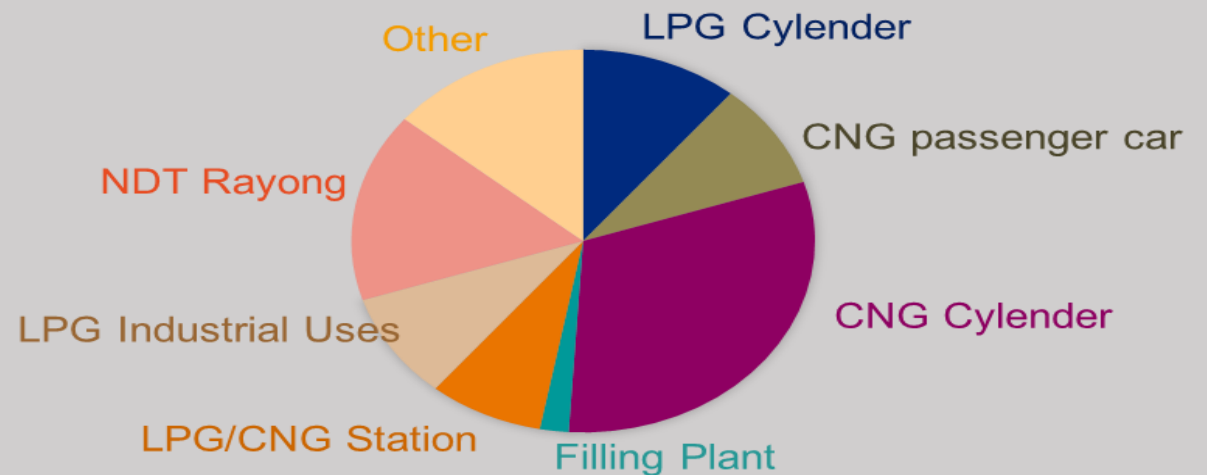
Providing safety inspection by non-destructive testing techniques under international instruction by qualified supervisors.

Customers

Most of our customers are using LPG and CNG in which they are subjected to the regulations and must be certified annually.



TYPE OF SERVICES



Company Overview

Integrated Services

Our Businesses, as mentioned, has provided an **One Stop Service** for our LPG related customer as well as **differentiate** us from others.

For example, LPG Station customer,

- 1) Providing engineering and construction service including process all permission needed.
- 2) Supplying LPG including transport LPG to customer station.
- 3) Providing safety inspection complied with all regulations.



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Company Overview

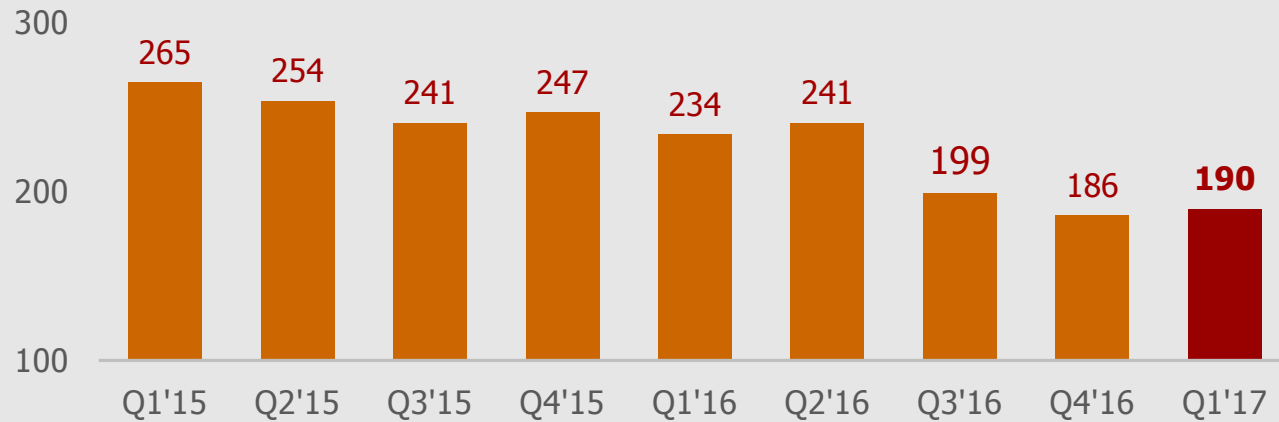
Business Unit Review

Financial Performance

Business Unit Review

LPG Trading

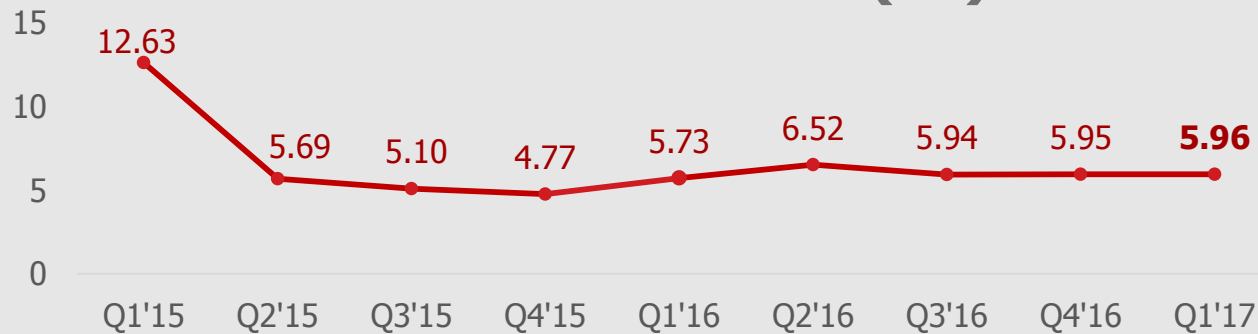
Revenue (MB)



Revenue

- Y-o-Y (-18.80%) : Decrease in LPG volume as the usage of LPG in transportation sector was decreased from previous year
- Q-o-Q (+2.15%) : Slightly increase in LPG selling price from previous quarter.

Gross Profit (%)



Gross Profit

- Gross Profit : No significant from previous quarter.
- In February 2015, the government's LPG floating policy make one time gain on inventory 5.55% of LPG trading income.

Business Unit Review

Construction and Shop Fabrication

Civil Construction in Property Sector



Project

Cool Condominium /
169.74 MB/ Progress 95%

Civil Construction and Shop Fabrication in Gas and Oil sector

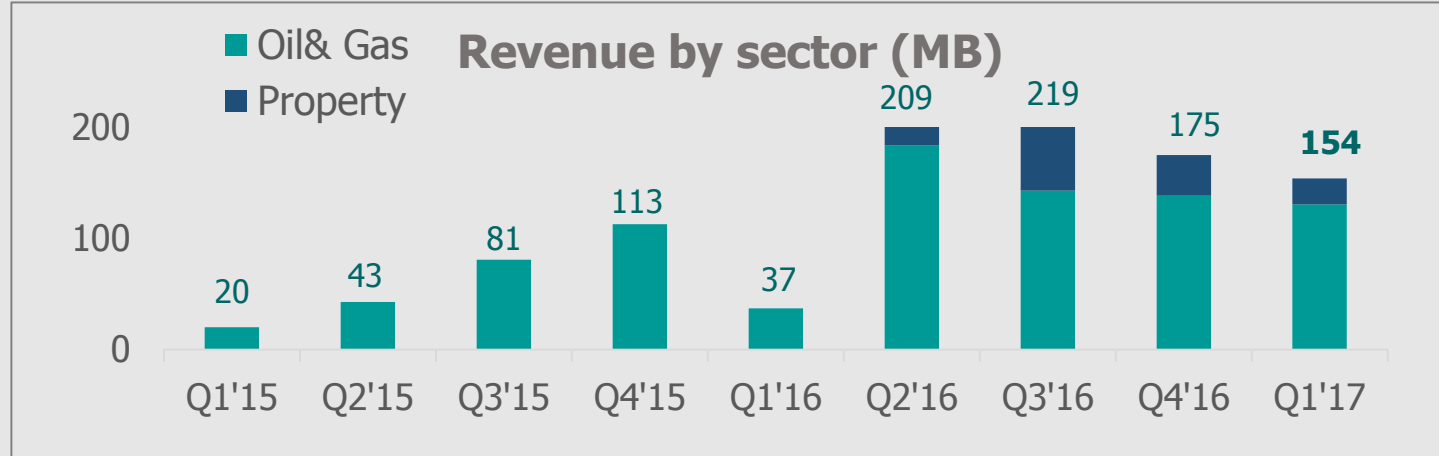


Project

PTT MCS / 450 MB / Progress 60.94%

PTT LNG MTPA / 31.10 MB / Progress 26.96%

PTT Tank EPC / 320 MB / Progress 1.18%



Revenue

Y-o-Y (+316%) : Sharply increase from changing the status of investment from associated to be subsidiary.

Q-o-Q (-12%) : Decrease percentage of completion for Cool condominium project.

Gross Profit

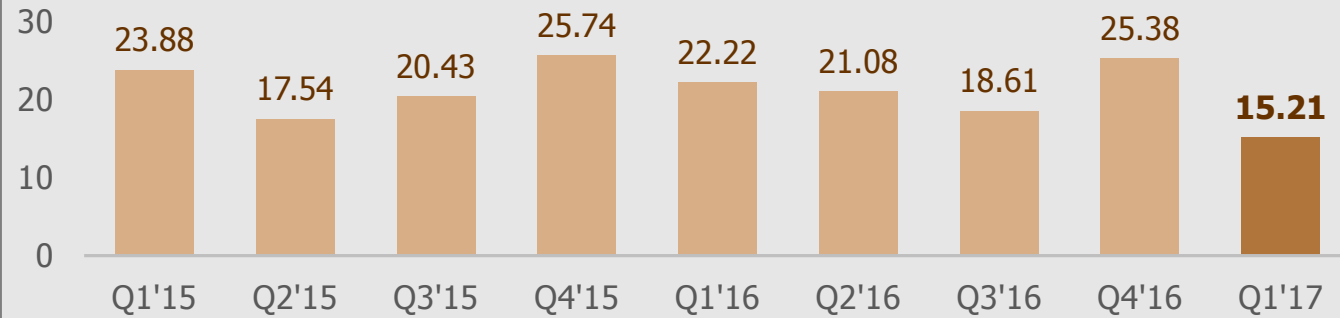
In Q4'16, recognized the expected loss from property construction amounting of 24.32 MB, which resulted in negative GP. GP in Q1'17 was 12.34%, mainly from Oil and Gas construction business.

Backlog	Property Sector	8.67 Mil.Baht
	Gas and Oil sector	528.97 Mil.Baht

Business Unit Review

Other Business Units

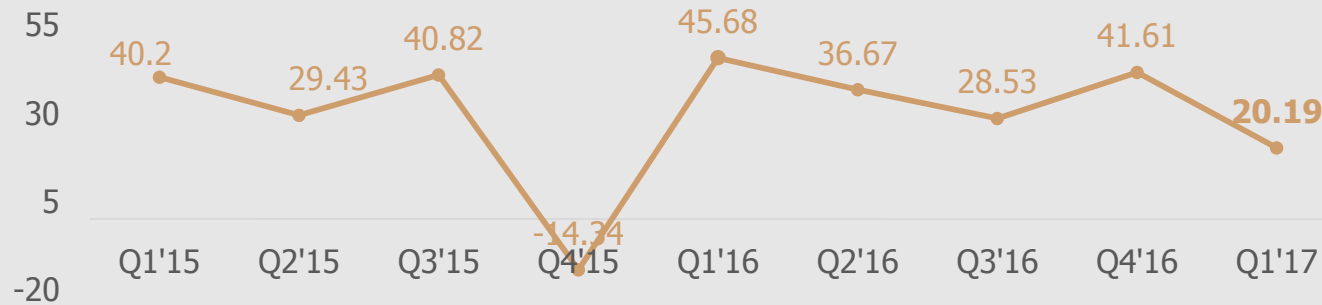
Revenue (MB)



Revenue

- Y-o-Y (-31.55%) and Q-o-Q (-40.07%): Decrease both in transportation service income and inspection service income as decreased in number of service.

Gross Profit (%)



Gross Profit

- Decreased Gross Profit from previous quarter because fixed service cost in transportation and inspection business.

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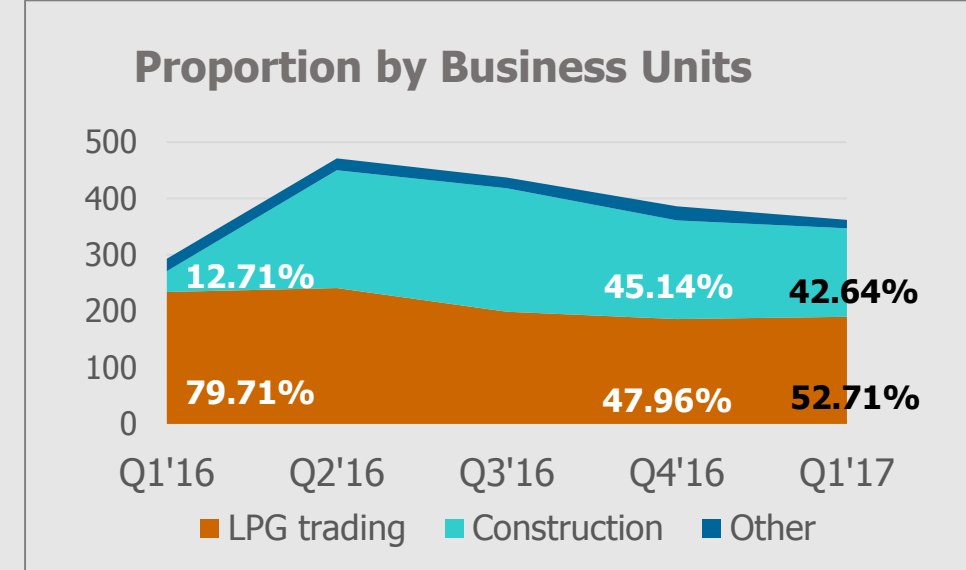
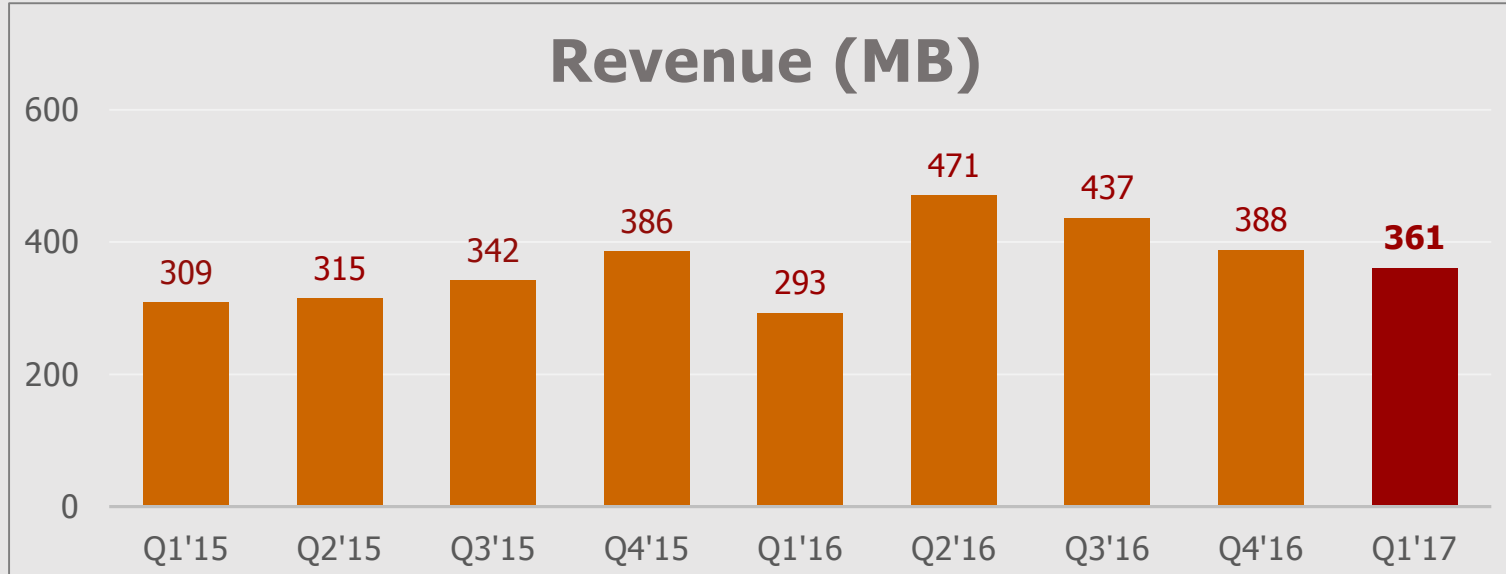
Company Overview

Business Unit Review

Financial Performance

Financial Performance

Consolidated Revenue



Consolidated revenue

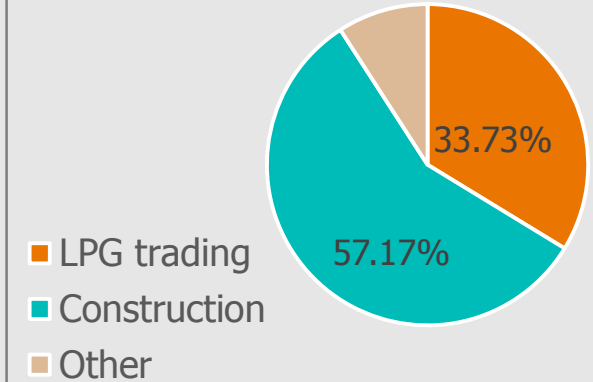
- Y-o-Y (+23.21%) : Significantly increase because of the business combination of civil construction and shop fabrication in Gas and Oil sector (CAZ Thailand Co. ,Ltd.) since 7 April 2016.
- Q-o-Q (-6.96%): Decrease from revenue from construction business (in completion stage of property construction) and inspection service income (due to seasonal service income).

Financial Performance

Consolidated Profit

	Q1'16	Q2'16	Q3'16	Q4'16	Q1'17
Gross Profit Margin	10.44%	10.11%	6.99%	1.68%	9.31%
Net Profit Margin	0.32%	3.97%	(0.09%)	(0.71%)	0.29%

Gross Profit Proportion
Q1'17



Gross Profit and Net Profit

- Y-o-Y (-1.13% for GP and -0.03% for NP) : decreased in gross profit of inspection service due to fixed engineering cost.
- Q-o-Q (+7.63% for GP and +1.00% for NP) : increased in gross profit of property construction service sector as recorded expected loss from property construction amounting of 24.32 MB in Q4'16.

Financial Performance

Financial Position

Assets

	Dec 2016	Mar 2017
Total Asset	1,359 MB	1,349 MB
Net Asset	858 MB	859 MB
Total Cash	354 MB	314 MB
Net Cash*	287 MB	247 MB

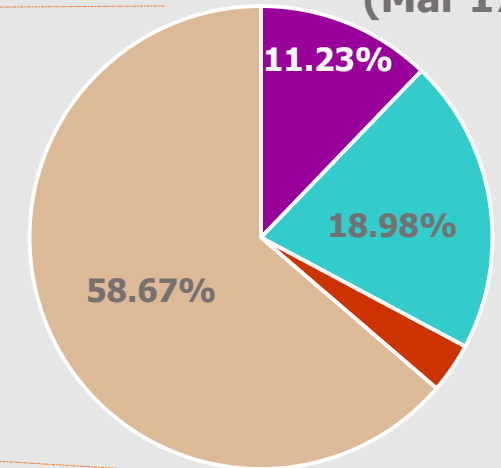
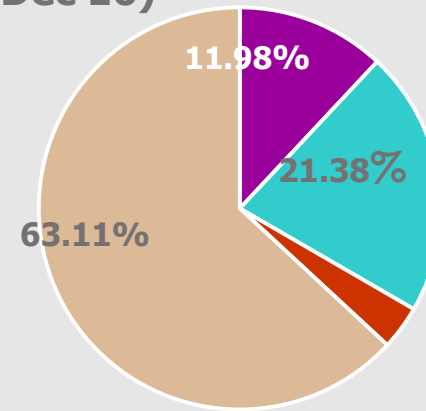
* Total Cash less pledged and restricted bank deposits

- Slightly increase in Net Asset due to profit for the period.
- Cash increased from capital paid up since Jan'16 will be used for new investment.

Liabilities and Equity

1,359 MB
(Dec'16)

1,348.76 MB
(Mar'17)



Account Payable

Borrowing from financial institutions

Other Liabilities

Equity

- Decreased in Loan from bank as repayment during the period.

D/E Ratio : 0.57

Interest Bearing debt: 0.33

Financial Performance

Financial Highlight

Dividend Payment	FY2014	FY2015	FY2016
Total Dividend	24.00 MB	26.16 MB	25.00 MB
Dividend per Share	0.060 THB	0.033 THB	0.031 MB
Number of Share	400 Mil	800 Mil	800 Mil

Dividend Policy: Not less than 40% of net profit according to the Company's consolidated financial statements; however, subject to the necessity of working capital use for business expansion.

Q & A