



# COMPANY PRESENTATION

November 2016

TAKUNI 

# AGENDA

Company Overview

Business Unit Review

Financial Performance

# AGENDA

Company Overview

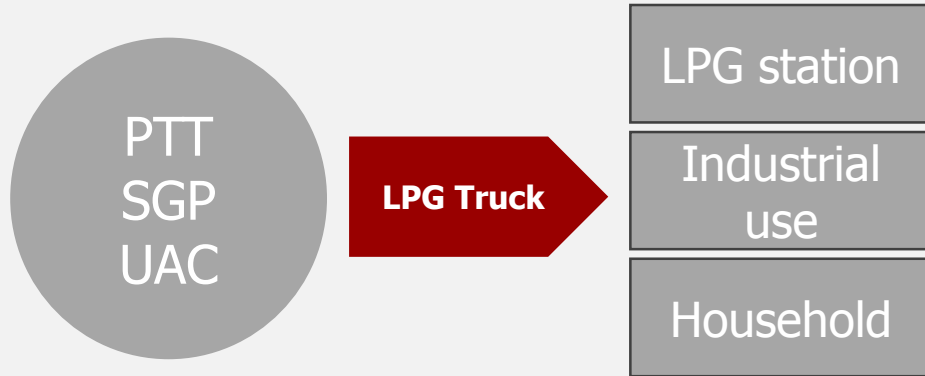
Business Unit Review

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



Just open in 2016  
Expected Sales 250 Mil Baht/year

**PICHIT  
Depot**  
1000 Tons



Legal stock reserve 500 tons  
Average Sales 210Mil Baht/year

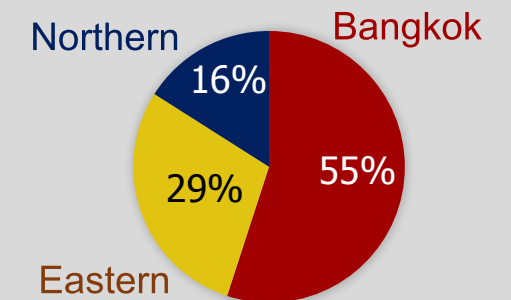
**3%**

**Market  
share in  
automotive**

**96%**

**LPG Station  
customer**

#### LPG TRADING BY AREA



## Company Overview

### Transportation

#### LPG Transportation



8

Six-wheel  
Trucks

14

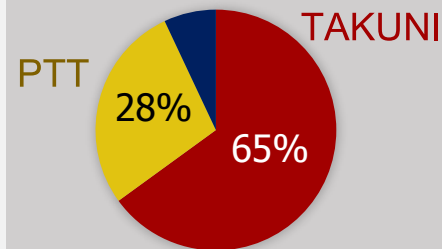
Ten-wheel  
Trucks

11

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**  
– 1 Ammonia Truck.
- **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

- ThaiOil TLAB / 113Mil.Baht
- PTT LNG Terminal Expansion / 83.9Mil.Baht
- PTT Asahi ASR / 18.6Mil.Baht
- IRPC PPE / 85Mil.Baht
- Samsung TSE ATV / 90Mil.Baht

Office and workshop  
172,000sq.m.

145 Staffs

Max. Capacity of  
3000 workers



#### Shop Fabrication and Erection



Rayong Fabrication shop  
30,000 sq.m.

##### Experiences

- WP LPG Terminal / 137Mil.Baht
- ThaiOil TLAB / 144.8Mil.Baht
- PTT LNG Terminal Expansion / 291.4Mil.Baht
- PLE Building Facade/ 21.6Mil.Baht

#### Cool Condominium



Our first construction project in property sector with project value of 178Mil.Baht.

18 Staffs

Max. Mob. Capacity of  
250 workers

## Company Overview

### Testing and inspection

#### Non-Destructive testing



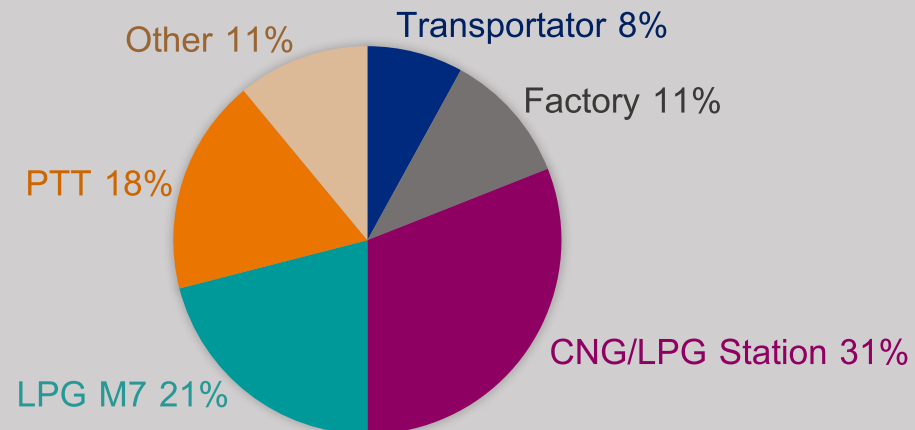
Providing safety inspection by non-destructive testing techniques under international instruction by qualified supervisors.

#### 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 CUSTOMER



Backlog

8.4 Mil.Baht

## 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.





# AGENDA

Company Overview

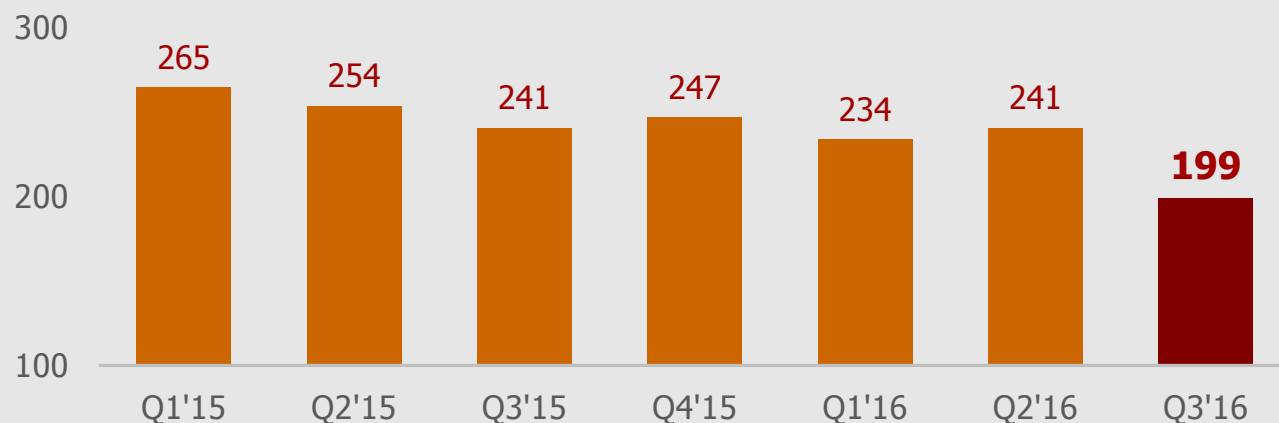
**Business Unit Review**

Financial Performance

# Business Unit Review

## LPG Trading

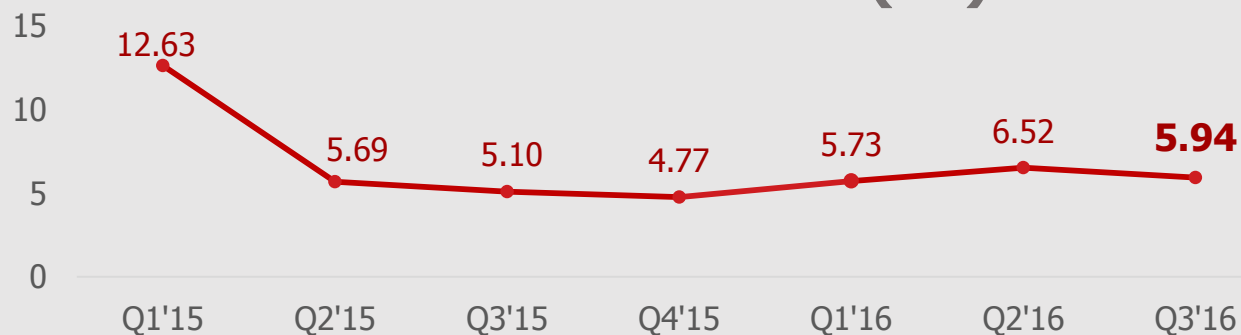
### Revenue (MB)



### Revenue

- Y-o-Y (-17.33%) and Q-o-Q (-17.44%) :
  1. Decrease in LPG volume as the usage of LPG in transportation sector was decreased from previous year.
  2. Decrease in LPG selling price (13.54%) due to the board of National Energy Policy and LPG price war.

### 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** /  
178Mil Baht / Progress  
57%

### Civil Construction and Shop Fabrication in Gas and Oil sector



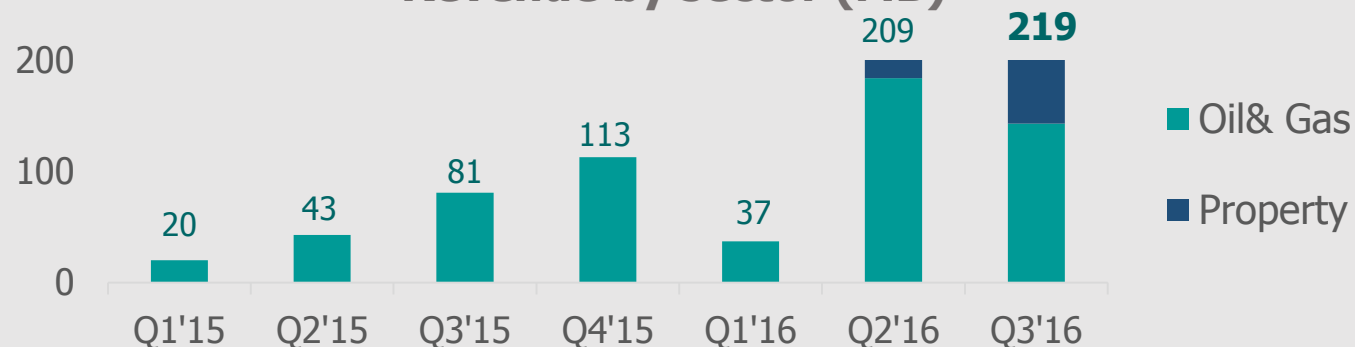
#### Project

**PTT MCS** / 450Mil.Baht / Progress  
15.4%

**IRPC PPE** / 83.44Mil.Baht /  
Progress 67.6%

**PTTLNG STR Installation** /  
291.4Mil.Baht / Progress 99.1%

### Revenue by sector (MB)



### Revenue

Y-o-Y (+170%) : Sharply increase from changing the status of investment from associated to be subsidiary.

Q-o-Q (+4.78%) : Increase percentage of completion for Cool condominium project.

### Gross Profit

Decrease in Gross Profit from 12% (in Q2'16) to 6% (in Q3'16) due to the decreased in gross profit of oil and gas construction service.

### Backlog

#### Property Sector

77 Mil.Baht

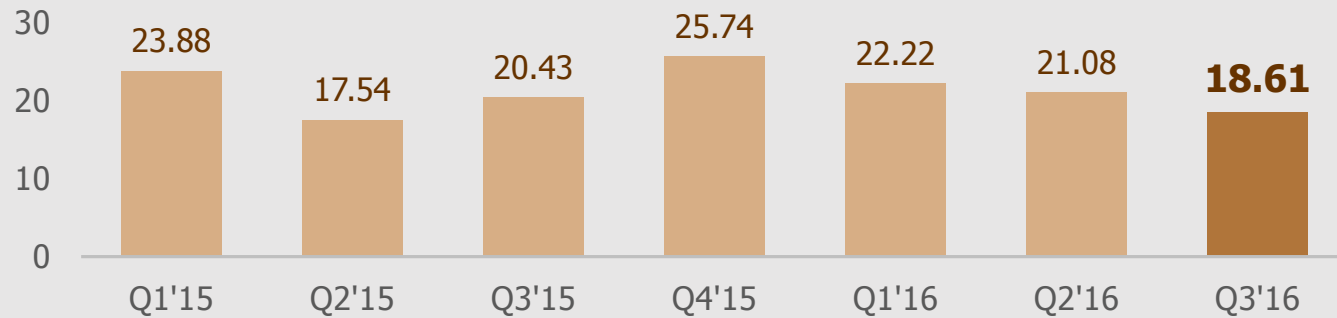
#### Gas and Oil sector

431 Mil.Baht

## Business Unit Review

### Other Business Units

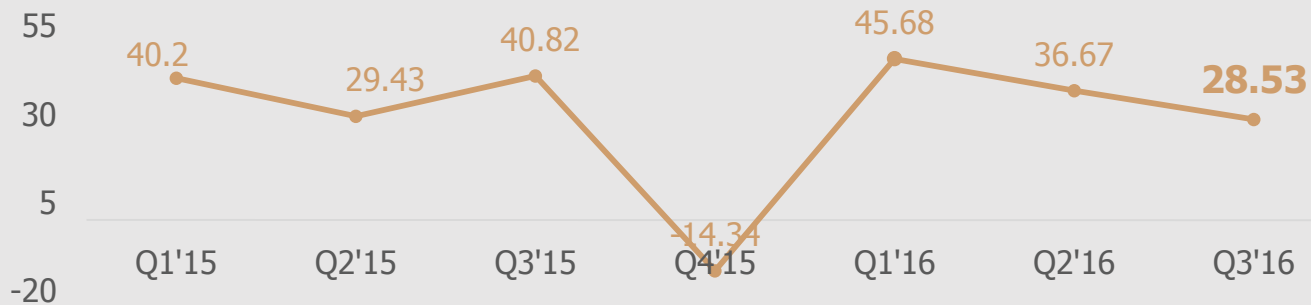
#### Revenue (MB)



#### Revenue

- Y-o-Y (-8.91%): Decrease both in transportation service income and inspection service income.
- Q-o-Q (-11.72%): Decrease in inspection service income as number of service decreased.

#### Gross Profit (%)



#### Gross Profit

- Decreased Gross Profit from previous quarter because fixed service cost in inspection business
- In December 2015, record allowance for net realizable value of inventories for vehicle conversion kits amounting of 17.16 Mil Baht or 66.67% of total revenue for other business units



# AGENDA

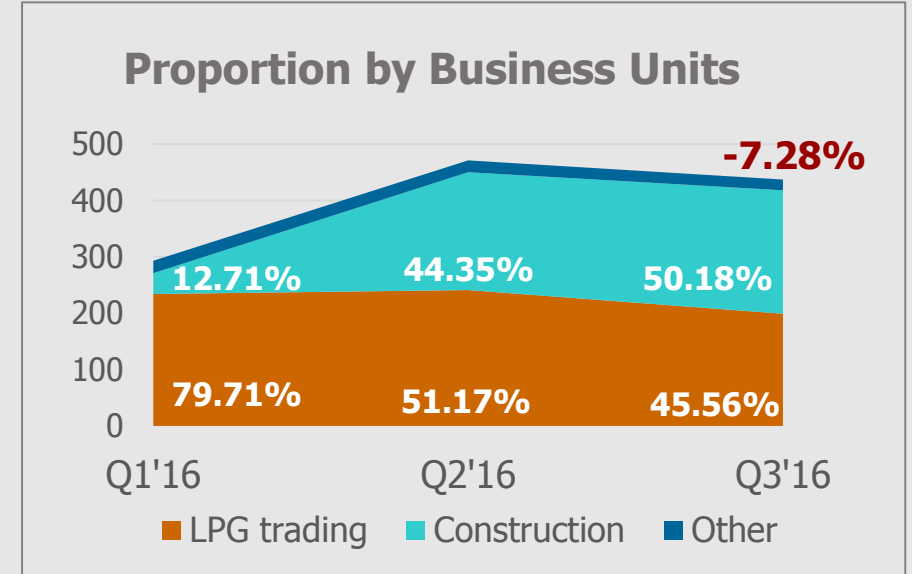
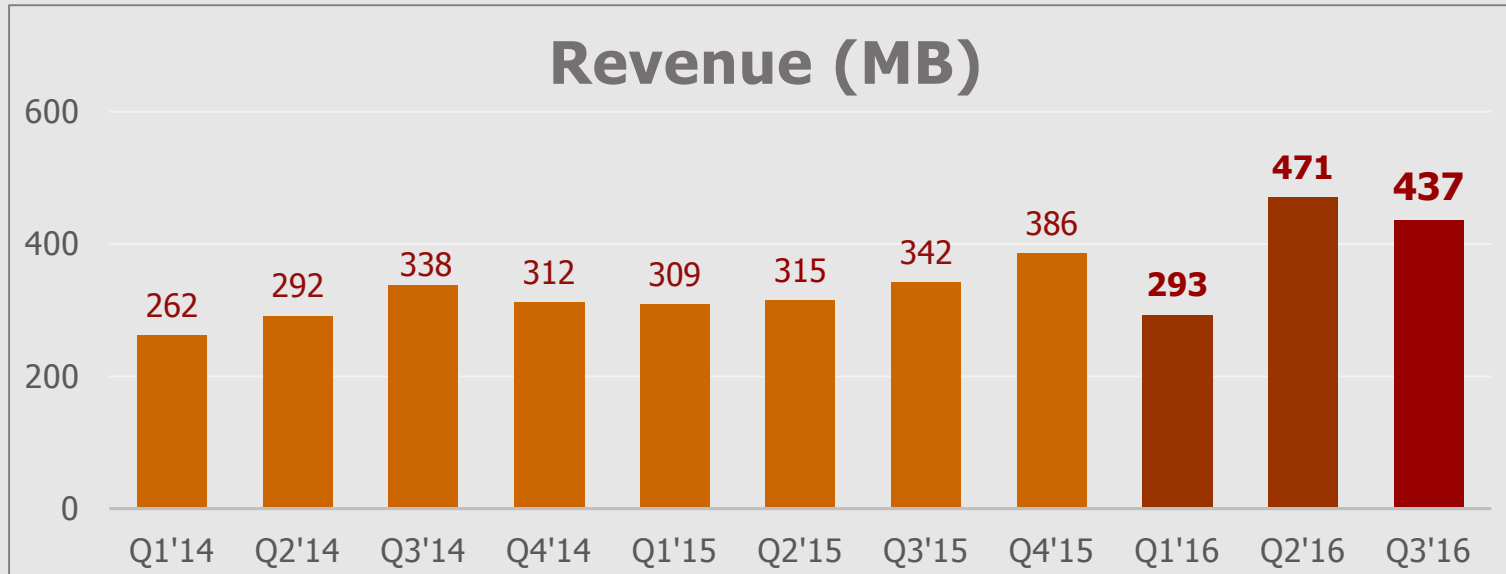
Company Overview

Business Unit Review

Financial Performance

## Financial Performance

### Consolidated Revenue



#### Consolidated revenue

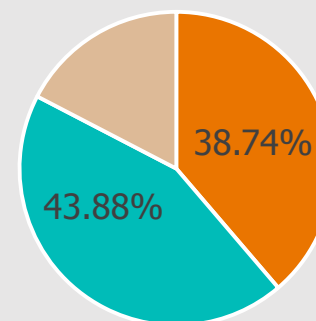
- Y-o-Y (+27.77% ) : Significantly increase because of the business combination of civil construction and shop fabrication in Gas and Oil sector (CAZ Thailand Co. ,Ltd.) since 7 April 2016.
- Q-o-Q (-7.28%): Decrease from revenue from LPG trading decreased (as the usage of LPG in transportation sector was decreased)

## Financial Performance

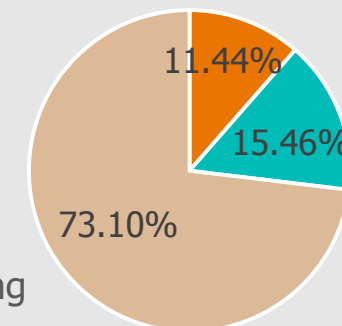
### Consolidated Profit

	Q1'16	Q2'16	Q3'16
Gross Profit Margin	10.44%	10.11%	6.99%
Net Profit Margin	0.32%	3.97%	(0.09%)

Gross Profit Proportion  
Q3' 16



Net Profit Proportion  
Q2' 16



#### Gross Profit

- Y-o-Y (-38.40%) and Q-o-Q (-35.88%) : decreased in gross profit of oil and gas construction service sector.

#### Net Profit

- Y-o-Y (-101.66%) and Q-o-Q (-102.14%) : decreased in profit of both oil and gas construction service sector and inspection sector.

# Financial Performance

## Financial Position

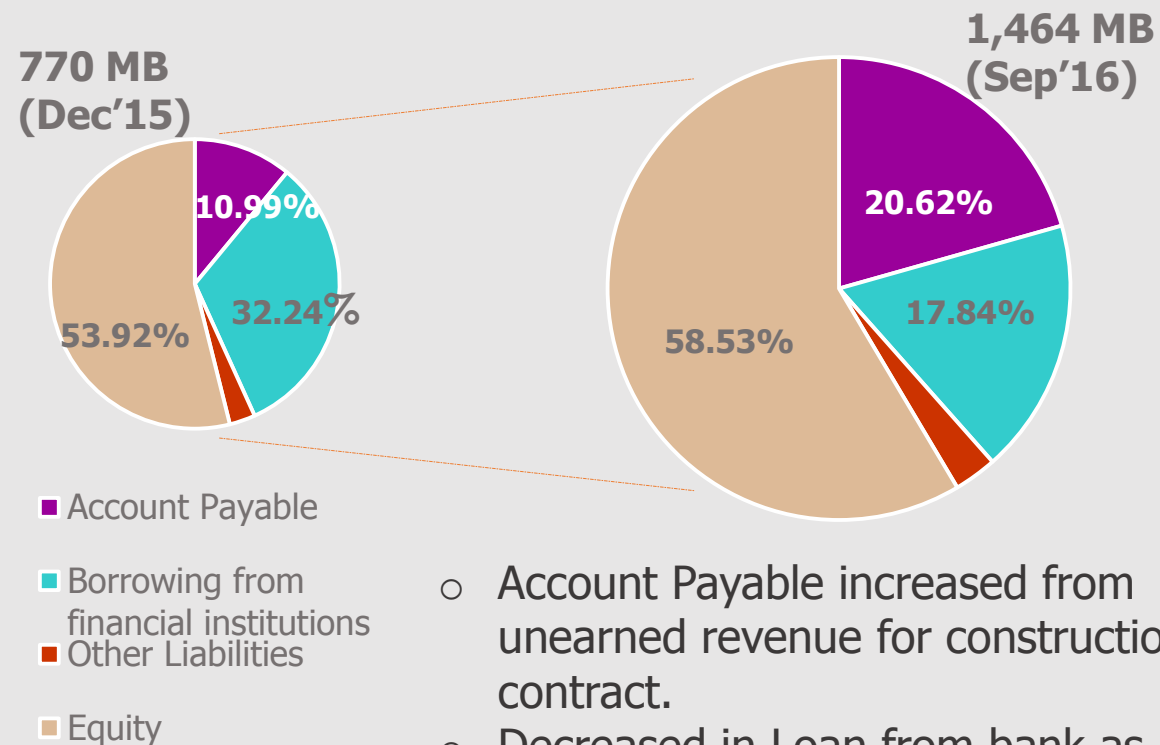
### Assets

	Dec 2015	Sep 2016
Total Asset	770 MB	1,464 MB
Net Asset	415 MB	857 MB
Total Cash	130 MB	350 MB
Net Cash*	90 MB	281 MB

\* Total Cash less pledged and restricted bank deposits

- Increase in Net Asset due to capital paid up (Right Offering) in Jan'16.
- Cash increased from capital paid up will be used for new investment.
- Sharply increase in Total Asset due to consolidated unbilled receivable from civil construction and shop fabrication in Gas and Oil sector.

### Liabilities and Equity



D/E Ratio : 0.71

Interest Bearing debt: 0.32

- Account Payable increased from unearned revenue for construction contract.
- Decreased in Loan from bank as repayment from cash received from paid up capital.



## Financial Performance

### Financial Highlight

Dividend Payment	FY2014	FY2015
Total Dividend	24.00 MB	26.16 MB
Dividend per Share	0.060 THB	0.033 THB
Number of Share	400 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**