

# Financial Update

**3Q'2015 and 9M'2015 ended 30 Sep 2015**

**LOXLEY PUBLIC COMPANY LIMITED**

**Nov 20, 2015**



**"Inspired Choice for Customers,  
Business Partners and Investors"**

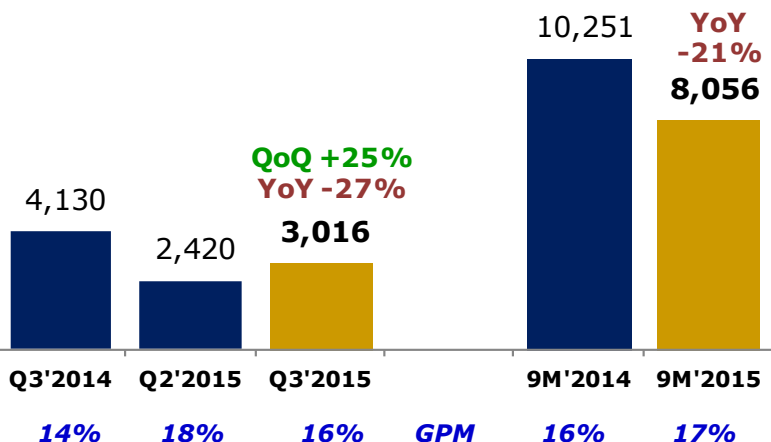
# 3Q'2015 & 9M'2015 Financial Highlights

## Quarterly and 9-Month Period Comparison – Revenue



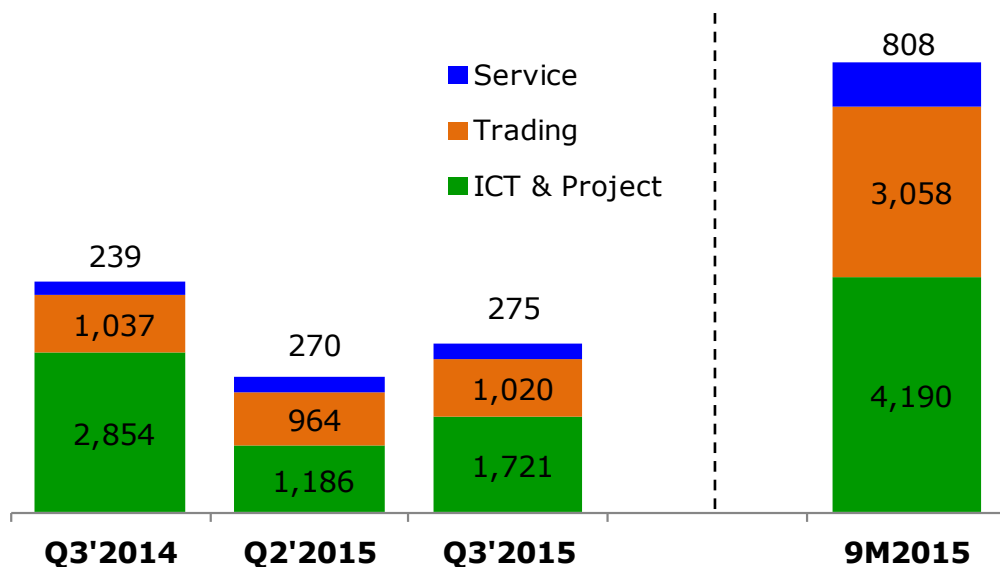
### Revenue

THB'Million

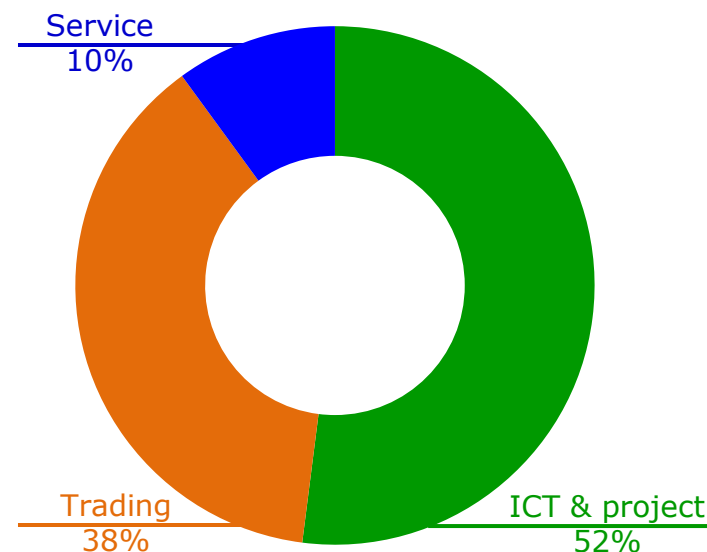


- **Quarterly basis**
  - + Improved from every business particularly from ICT & project
- **9-Month basis**
  - Dropped mainly from ICT and Project
  - + Gross margin improved to 17% due to diversifying more on high value projects and customers

### Revenue Structure



### 9M2015 Revenue Structure

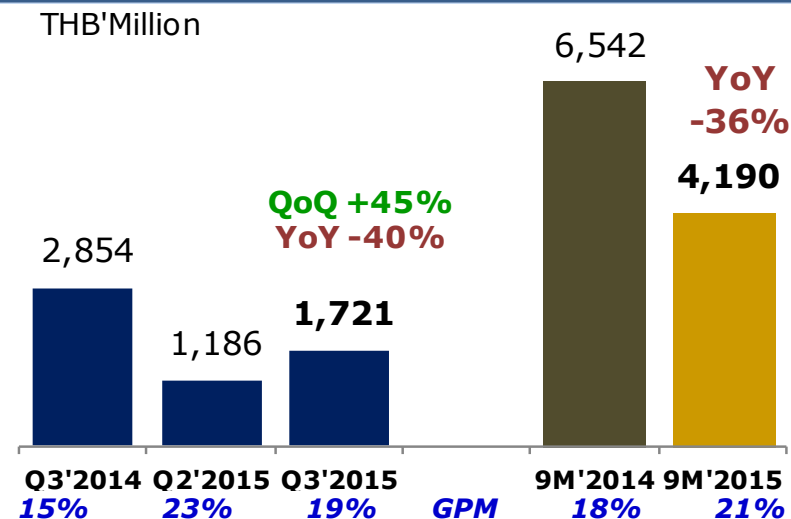


# 3Q'2015 & 9M'2015 Financial Highlights

## Quarterly and 9-Month Period Comparison – Revenue of ICT and Project



### Revenue of ICT and Project



#### Movement by Major Business

	2Q15 VS 3Q15		9M14 VS 9M15	
	QoQ	YoY	QoQ	YoY
Telecom	↑	↓	↑	↓
IT	↑	↓	↑	↓
Power and Utilities	↑	↓	↑	↓
Technology and Others	↑	↓	↑	↓

#### Quarterly basis

- + Increased by 45% due mainly to power and utilities (Power substation and DTV works) and technology & others (Property development)

#### 9-Month basis

- Dropped by 36% due to lower amount of engaged projects because an economy was sluggish and the government spending was slowdown

### Key achievements 9M'2015

#### Improved efficiency

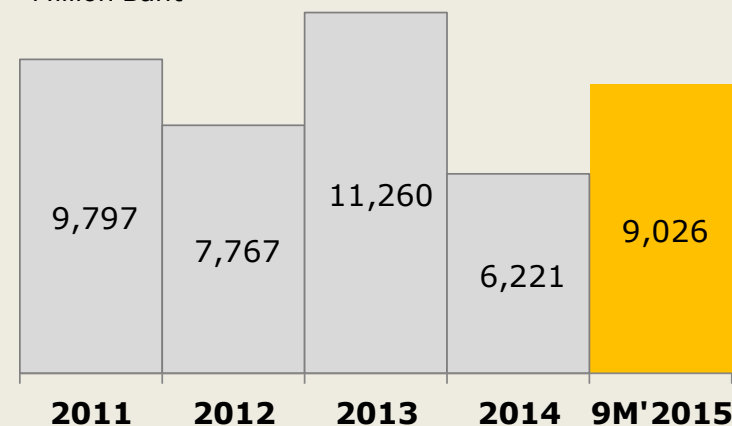
- GP improved from 18% in 9M'2014 to 21% in 9M'2015
- Focused more on service than product sales as it generated additional margin and subcontracted more high-margin projects

#### Strong revenue base

- New backlog in 9M'2015 of 7,000 MB (DTV, ICT project and Power substation)
- Current backlog of 9,000 MB which will be recorded as sales in Q4'2015 for 22%

#### Order Backlog

Million Baht



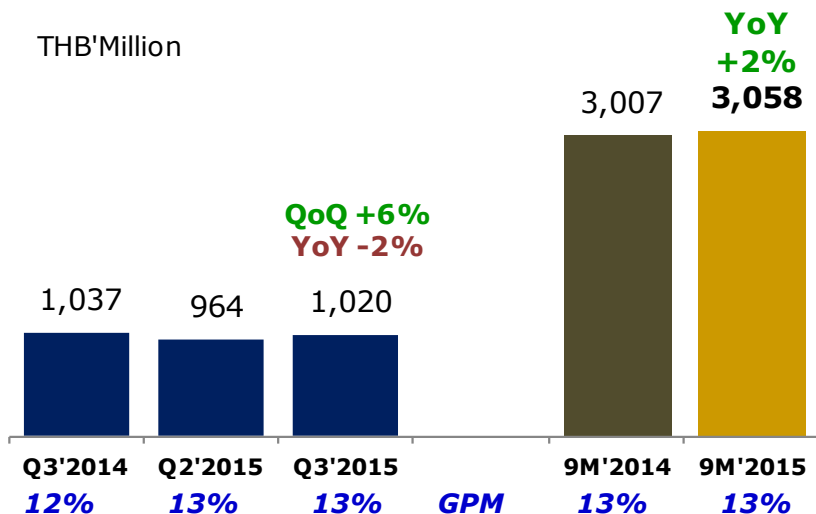
# 3Q'2015 & 9M'2015 Financial Highlights

## Quarterly and 9-Month Period Comparison – Revenue of Trading



### Revenue of Trading

THB'Million



#### Movement by Major Business

	2Q15 VS 3Q15 QoQ	9M14 VS 9M15 Change
Core Trading*	↑	↑
Construction Materials	↑	Stable
InterTrade	↑	↑

\*Core Trading includes consumer goods, chemicals, auto parts, and IT & multimedia products

#### • Quarterly basis

- + Increased mainly from construction materials and Inter Trade (Higher number in distributed Sinopec shops)

#### • 9-Month basis

- + Increase mainly from sales in core trading (additional product: IT & multimedia) and Inter Trade

### Key achievements 9M'2015

#### • Concrete Foothold from Core Trading

- Despite a slowdown economy, sales from core trading was maintained
- Core trading includes consumer goods, chemicals, auto parts, and IT & multimedia products. It contributes recurring sales base of 900 MB per quarter

#### • Network Expansion

- Establish business partnership with foreign partner i.e. Vanguard in Hong Kong
- Car Convenie – Japanese partner
- Penetrate HoReCa in Thailand

#### • Product Expansion

- Healthy drink, skin care and supplement
- SME network

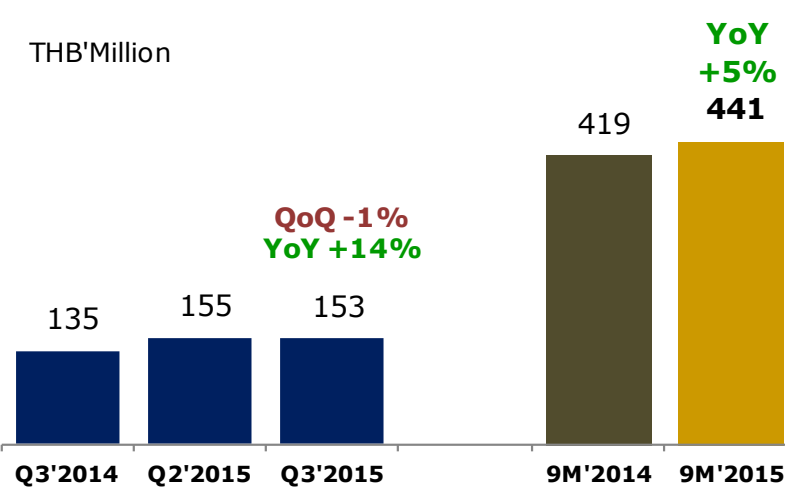
# 3Q'2015 & 9M'2015 Financial Highlights

## Quarterly and 9-Month Period Comparison – Joint Venture Business

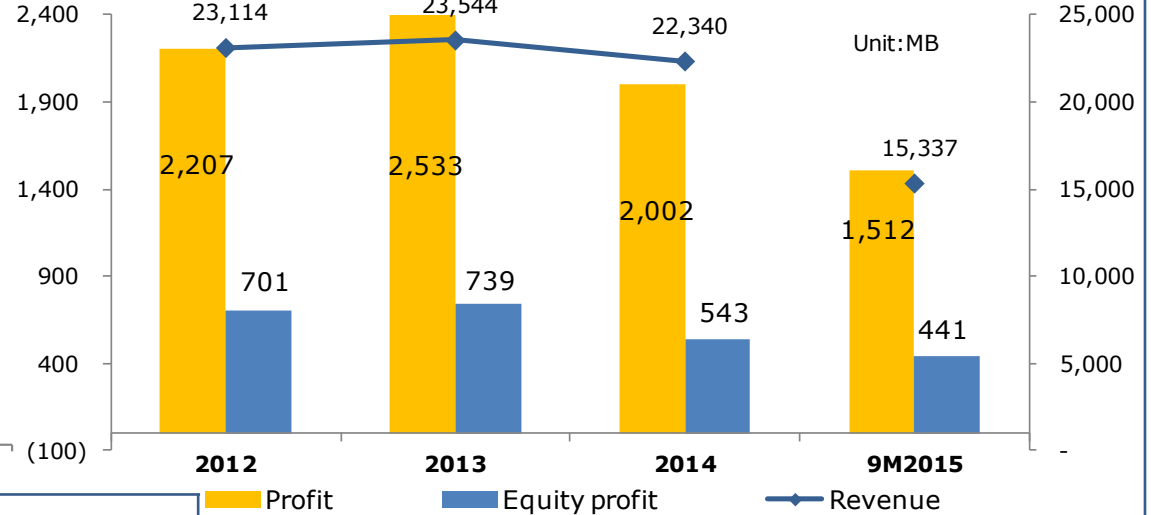


### Joint Venture Business

#### Equity Profit from Associates



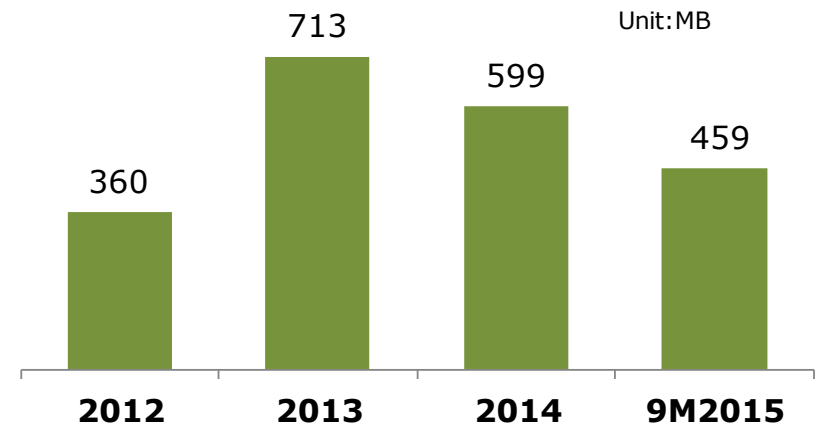
#### Associates' Revenue Structure and Profit Sharing



#### Key achievements 9M'2015

- **Revenue**
  - NS BlueScope Group: Potential revenue growth in 2015 from new product, "Super Dyma". As of September 2015, the new production line installation plan is consistently on track
  - BP Castrol: increased its production base in Thailand to distribute more in other countries
- **Efficiency Improvement**
  - Improved in GPM resulted in higher NPM
- Cash dividend as of Sep 2015 was 459 MB

#### Cash Dividend



# 3Q'2015 & 9M'2015 Financial Highlights

## Quarterly and 9-Month Period Comparison – Profit and Loss Statement



THB Million	3Q'2014	2Q'2015	3Q'2015	9M'2014	9M'2015
<b>Sales</b>	<b>4,130</b>	<b>2,420</b>	<b>3,016</b>	<b>10,251</b>	<b>8,056</b>
<i>Gross Margin</i>	14%	18%	16%	16%	17%
SG&A	546	524	518	1,620	1,555
<i>% SG&amp;A/Sales</i>	13%	22%	17%	16%	19%
EBIT	177	98	157	517	338
EBITDA	221	141	200	648	470
<i>% EBITDA/Sales</i>		6%		6%	6%
<b>Normalized Net Profit</b>	<b>100</b>	<b>50</b>	<b>101</b>	<b>259</b>	<b>194</b>
<i>% Normalized Net Profit</i>	2%	2%	3%	3%	2%
Extra Expenses	-	(54)	-	-	(62)
Gain from sales of investment	-	-	-	-	3
<b>Net Profit</b>	<b>100</b>	<b>(4)</b>	<b>101</b>	<b>259</b>	<b>134</b>
<i>% Net Profit</i>	2%	(0.2%)	3%	3%	2%

- **SG&A**

- SG&A was relatively stable on both quarterly and 9-month period basis as expenses control policy was implemented consistently

- **Normalized net profit**

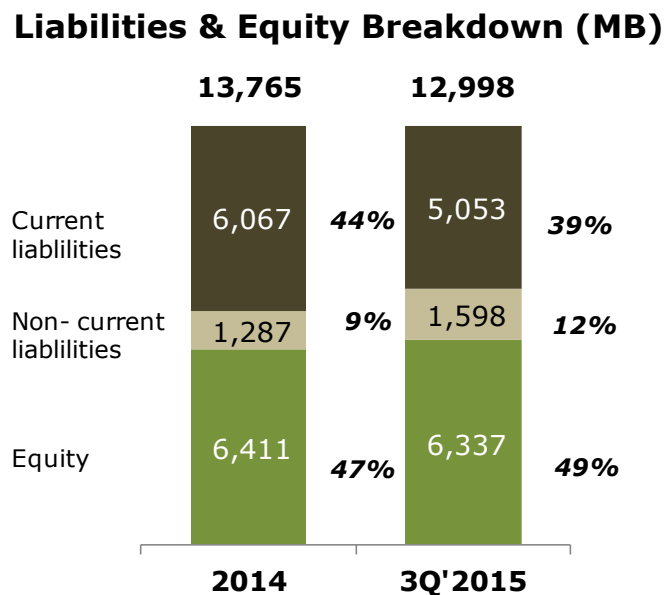
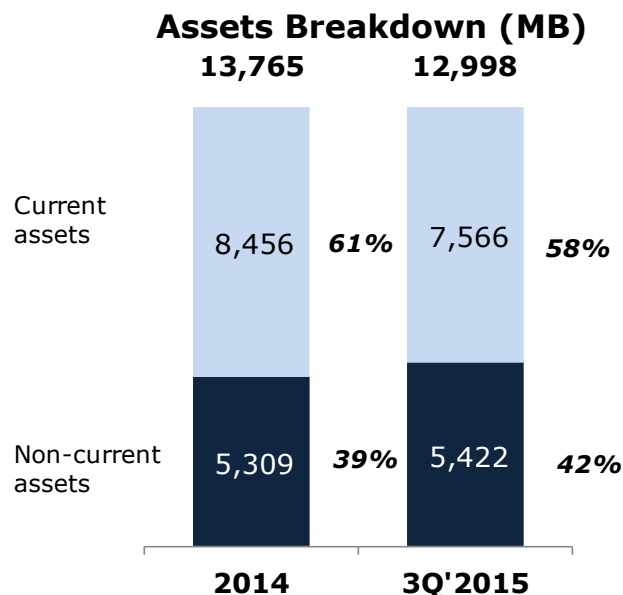
- For the first 9-month period of 2015, sales dropped but improved gross margin along with higher equity profit from associates moderated a drop in normalized net profit

- **Net profit**

- Net profit dropped due mainly to extra expenses. Extra expenses were non-cash items recorded for declining value of the investment in associates and an impairment of assets

# 3Q'2015 & 9M'2015 Financial Highlights

Financial Position – 30 Sep 2015



### KEY RATIOS

#### Current ratio

2014 : 1.4x  
**9M'2015 : 1.5x**



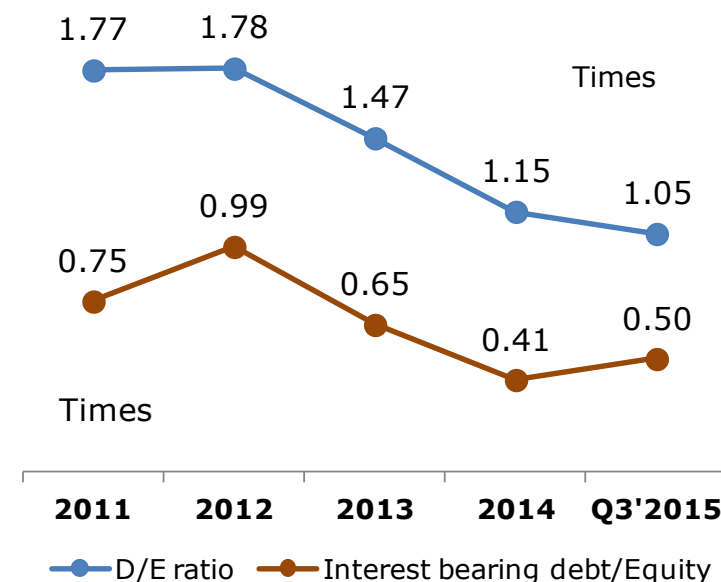
#### Net Debt to Equity

2014 : 0.79x  
**9M'2015 : 0.91x**



THB' Million	Consolidated		
	2014	3Q'2015	Change
Current assets	8,456	7,566	(11%)
Non current assets	5,309	5,422	2.1%
<b>Total assets</b>	<b>13,765</b>	<b>12,988</b>	<b>(6%)</b>
Current liabilities	6,067	5,053	(17%)
Non current liabilities	1,287	1,598	24%
<b>Total liabilities</b>	<b>7,354</b>	<b>6,651</b>	<b>(10%)</b>
<b>Shareholders' equity</b>	<b>6,411</b>	<b>6,337</b>	<b>(1%)</b>
Current ratio	1.4	1.5	
D/E ratio	1.1	1.0	
Interest bearing debt/equity	0.4	0.5	
BV/Share (Baht)	2.8	2.8	
ROA	2.6%	1.8%	
ROE	5.5%	3.6%	

### Leverage ratio



# 3Q'2015 & 9M'2015 Financial Highlights

Order Backlog as of 30 Sep 2015 and High Potential



## Order Backlog and LOI of ≈ 9,000 MB



HW/SW solution,  
EDC&ADM  
**2,380 MB**



Power Substation  
**1,250 MB**



Transmission line  
**900 MB**



Emergency Phone &  
Toll Way Systems  
**580 MB**



PRD Digital TV  
**1,850 MB**



Telecom Network  
**250 MB**



Lysight Roof **790 MB**



Data Center Renovation  
**100 MB**



Water Management  
**74 MB**

Other backlog ≈  
**850 MB**

## High Potential "Large Scale Project"

- Supply and construction of  **transmission line** / EGAT **2,000 MB**

- 500 kV **power substation** construction / EGAT **1,200 MB**

- Sky train: red line** – Bang Sue-Talingchan 3<sup>rd</sup> contract electric and mechanic system / SRT **1,300 MB**

- Machine and equipment** installation for tobacco storage and requisition (M02/4) **743 MB**

- Printing machine** and equipments procurement for Thai Tobacco (M-03) **650 MB**

- Electric bus** for BMTA 200 units **3,000 MB**

- Waste Management** – Kompogas / Krungthep Thana kom **1,800 MB**

- CCTV**
  - 5 AOT's airports
  - 910 MB**



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# Thank you



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