

AMATA VN PUBLIC COMPANY LIMITED



Smart city – shifting industries from being production-based to also focus on research & development, and develop a community that fosters innovation.



Disclaimer

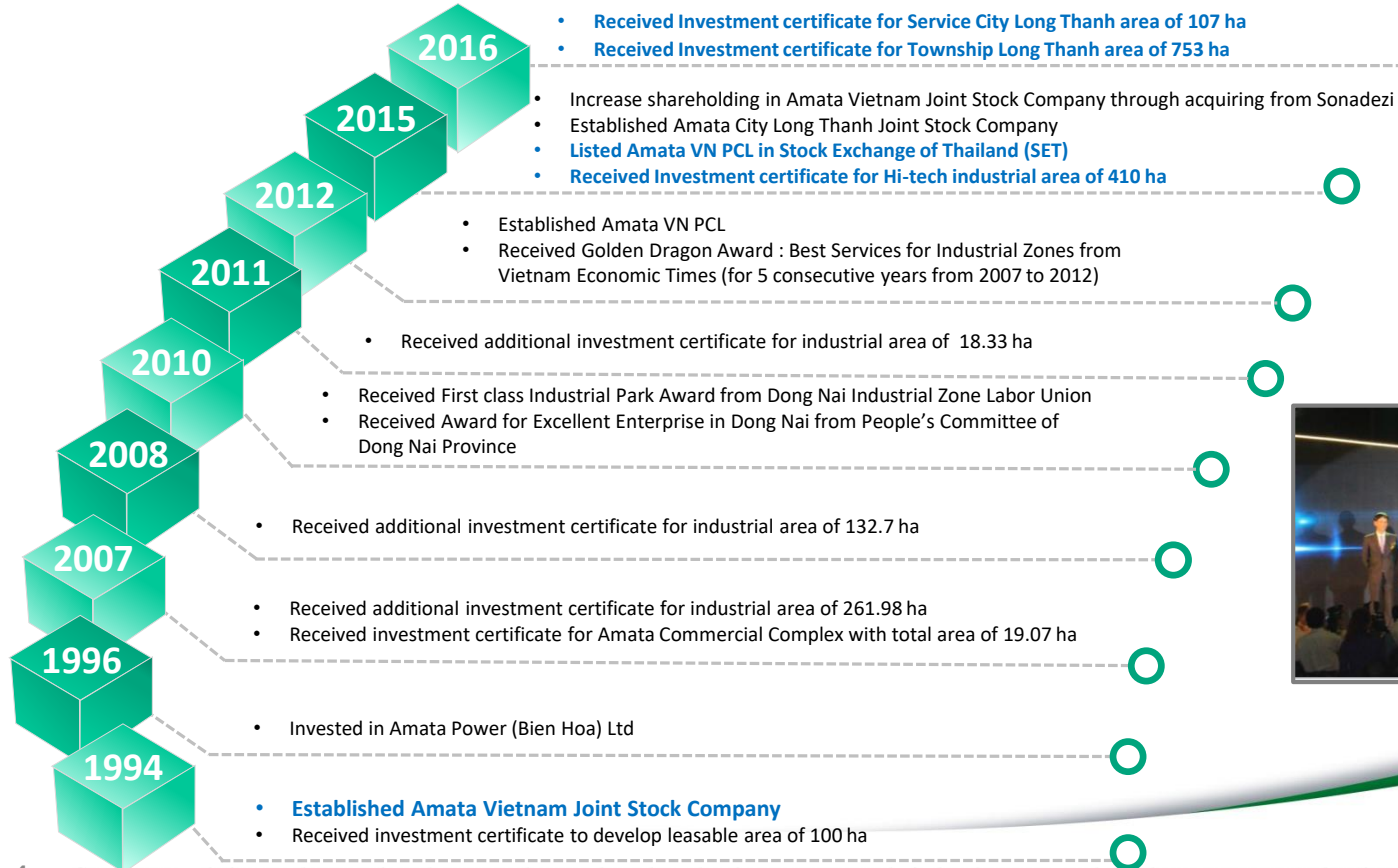
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Key Milestones



Project Overview



Current Project

Project	Location	Area	No. of Factories	No. of Employee	Customer by Industry
Amata City Bien Hoa	Bien Hoa City, Dong Nai Province ▲	700 ha	154	44,000	38% Machinery, Steel, Metal, Plastic, Rubber 15% Textile, Garment 12% Chemical paints 9% Electronics

Project in Progress

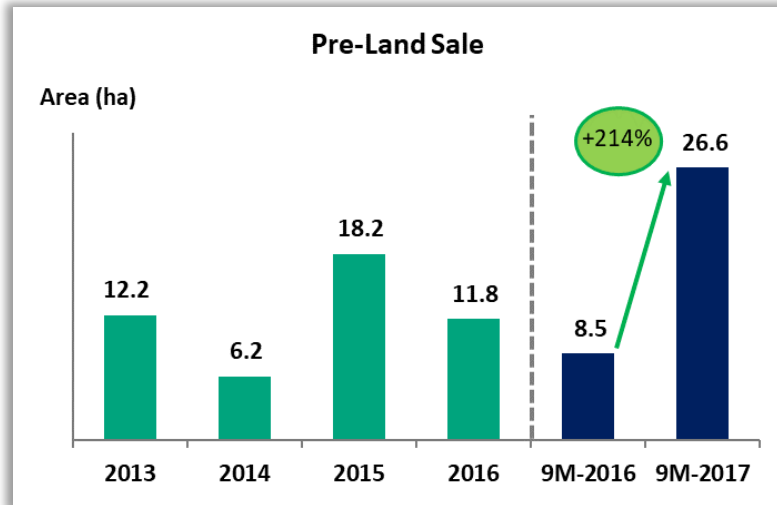
Project	Location	Area	Highlights
Amata City Long Thanh	Long Thanh City, Dong Nai Province ▲	1,270 ha	<ul style="list-style-type: none"> On New HCMC – Long Thanh - Dau-Giay Expressway: 6-lane expressway opened in February 2015 Highway No.51, linking to Cai Mep Port and Vung Tau Port
Amata City Halong	Halong City, Quang Ninh Province ◆	Expected 5,789 ha	<ul style="list-style-type: none"> On new Highway No. 5 connecting Hanoi, Haiphong and Halong Near the new Lach Huyen Deep Sea Port Proximity to China Border

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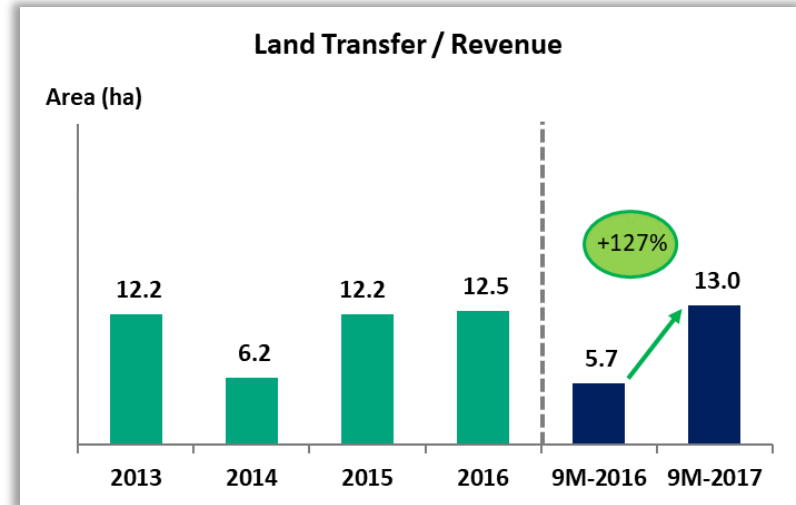
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Land Sale Performance

Pre-Land Sales



Land Transfer / Revenue

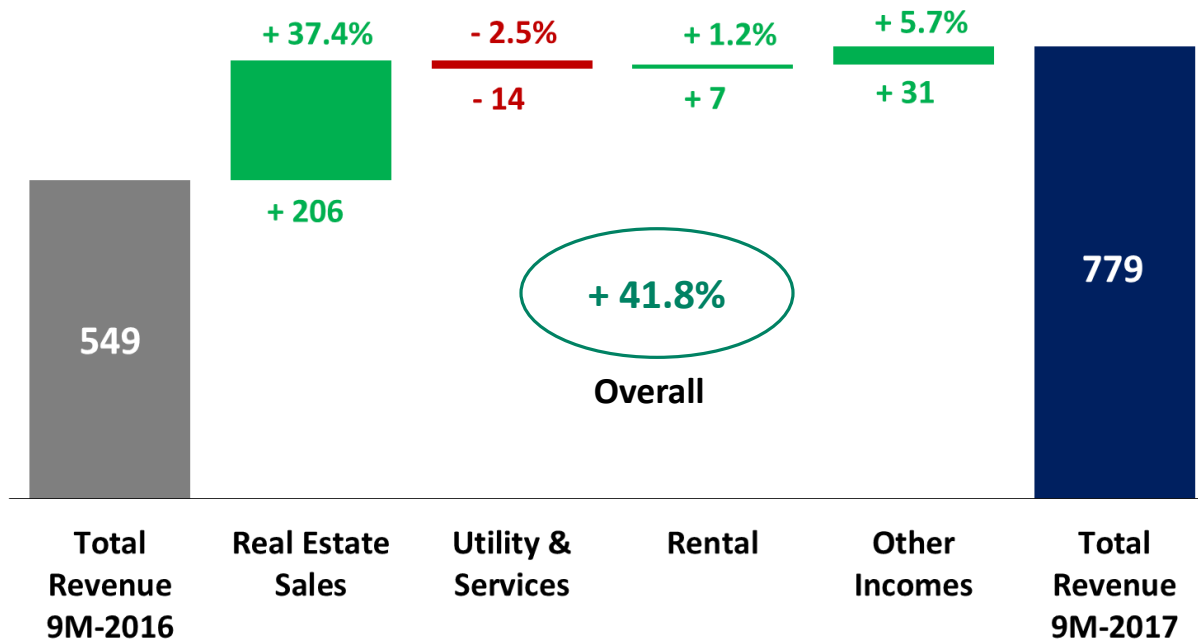


Note: 1 Hectare = 6.25 Rai

Analysis of Change on Revenue

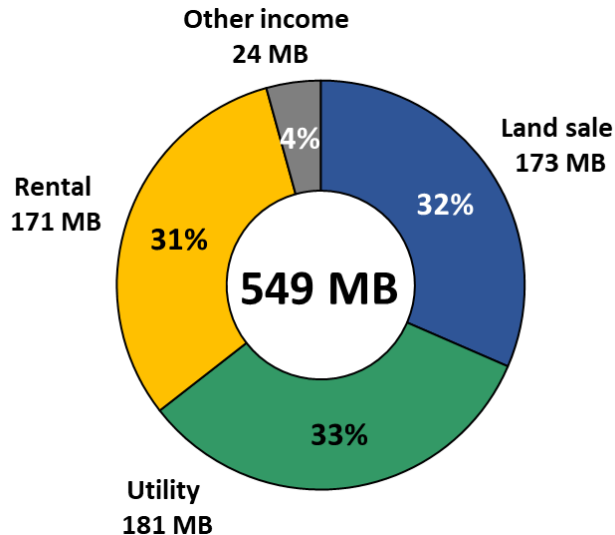
Unit : M. THB

AMATA GROUP CONSOLIDATED SALES - AOC in M.THb



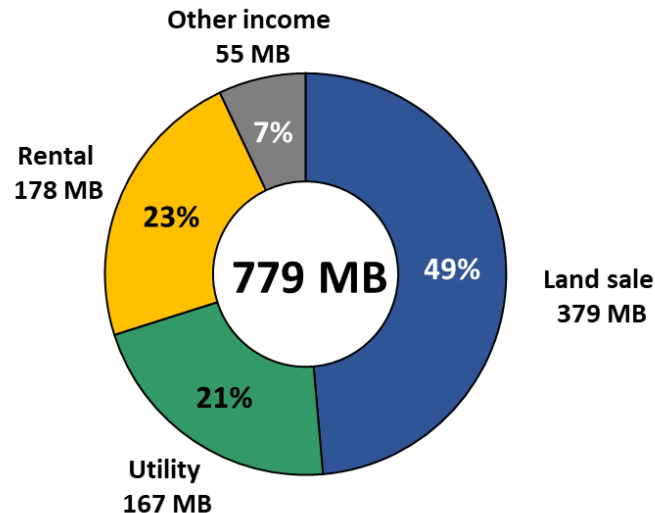
Revenue breakdown

9M-2016



***Land Sales : Recurring
33% : 67%**

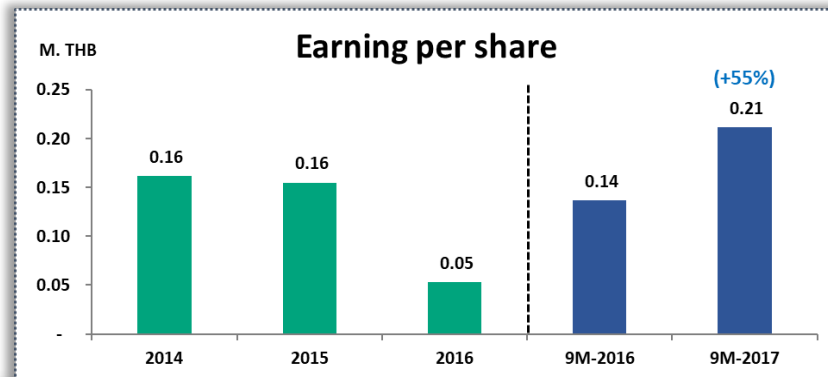
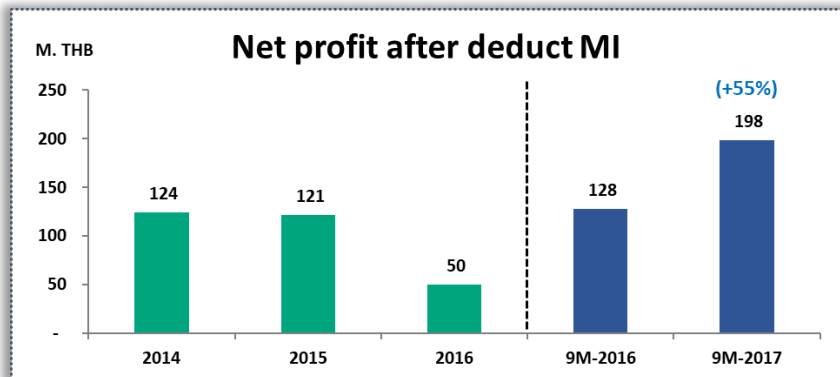
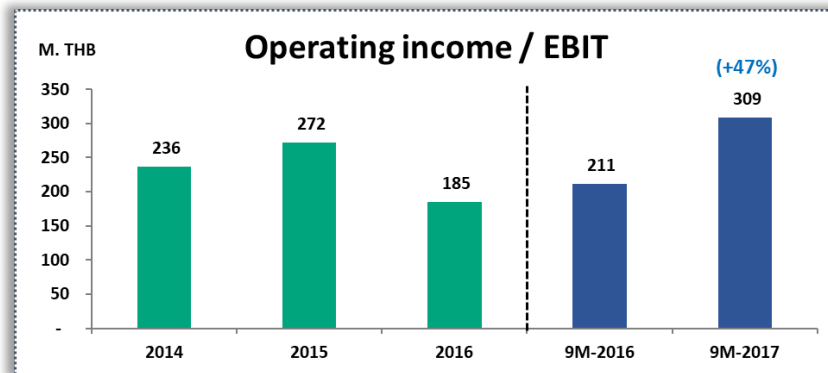
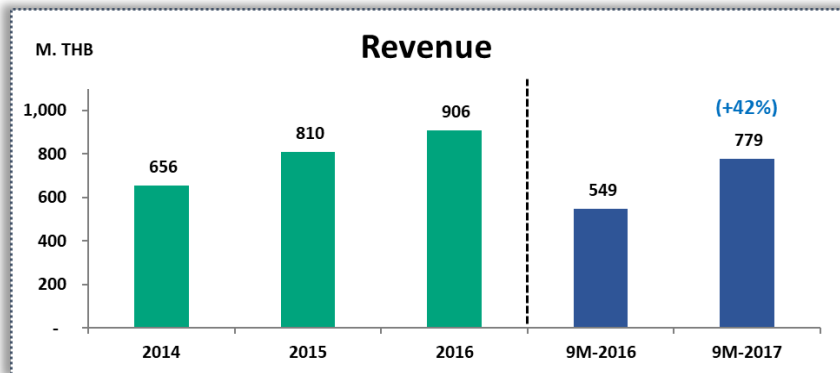
9M-2017



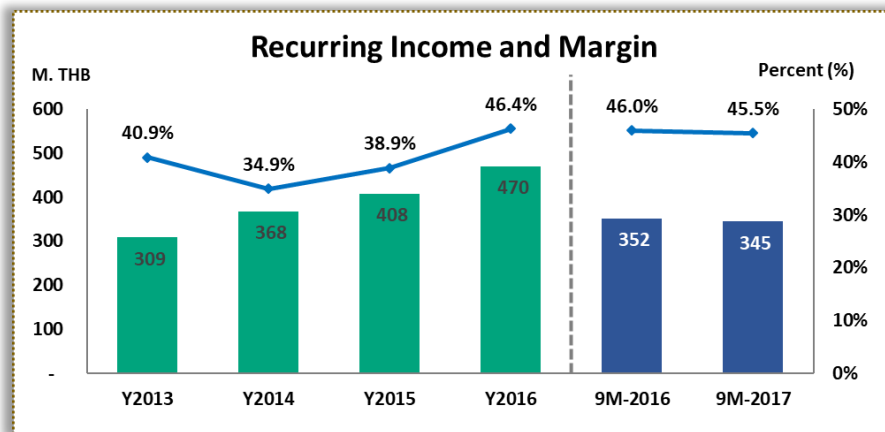
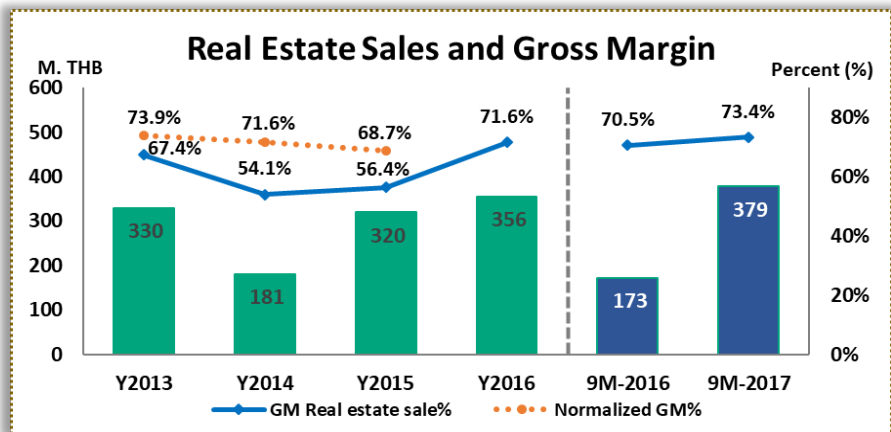
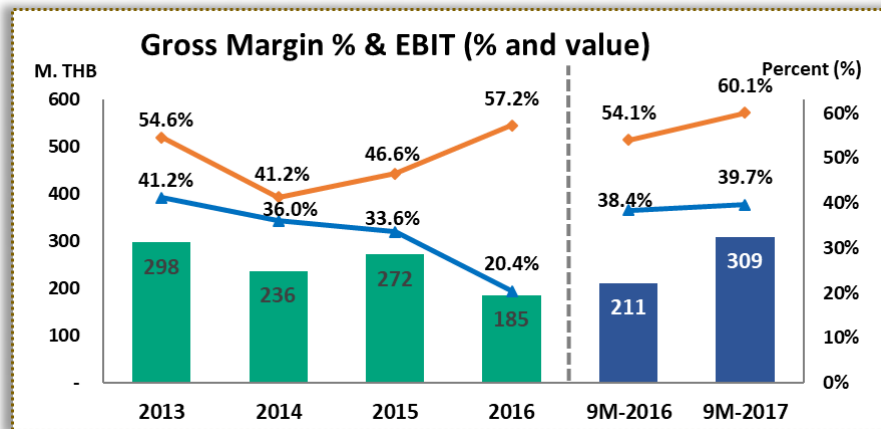
***Land Sales : Recurring
52% : 48%**

*Note: Proportion of Land Sales and Recurring Income is excluding other incomes.

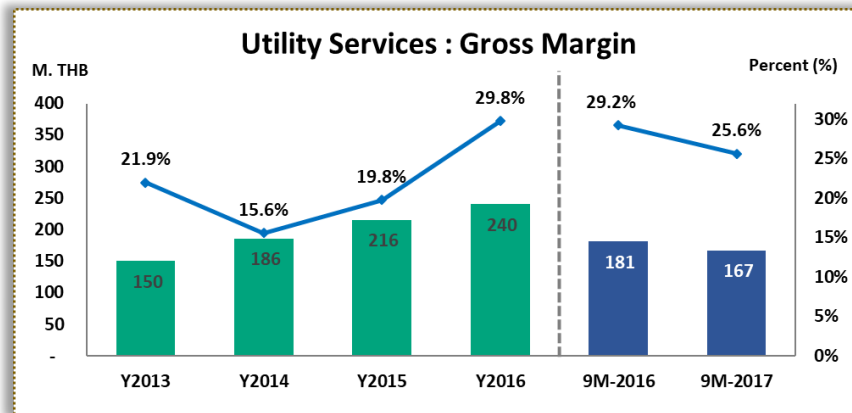
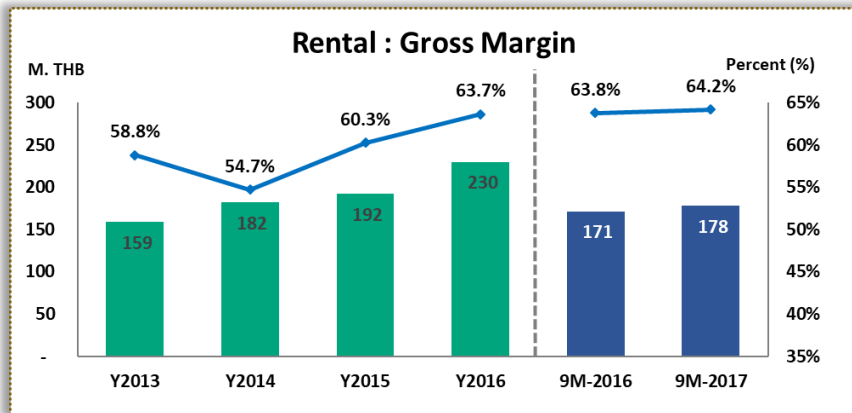
Operating Results Summary



Operating Results – Gross Margin



Operating Results – Gross Margin



Financial Performance

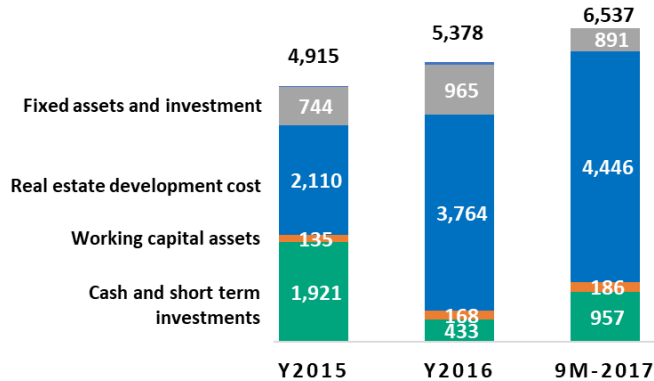
	Avg 2016 (9M) (Million Baht)	Evolution %	9M-2016 (Million Baht)	9M-2017 (Million Baht)	Evolution %
Revenue	680	+15%	549	779	+42%
Operating profit reported	139	+122%	211	309	+47%
Financial Expense	25		28	7	
Income Tax Expense	68		36	73	
Net Profit	46		147	228	
Net Profit (after deduct MI)	37	+430%	128	198	+55%
Net Profit (after deduct MI) in %	5%	+20 pts	23%	25%	+3 pts

Note: In 2Q17, THB 15 million additional land rental was recognized from 4 out of 9 land rental contracts with government resulting from announcement of new regulation.

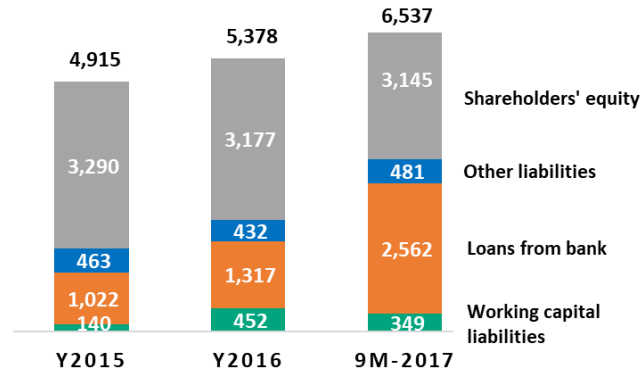
Balance Sheet

Unit: Million Baht

ASSET BREAKDOWN



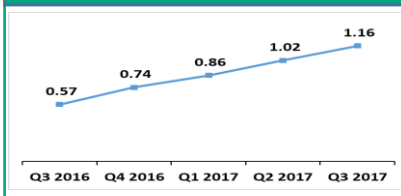
LIABILITIES AND EQUITY BREAKDOWN



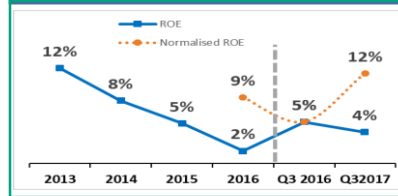
Current Ratio



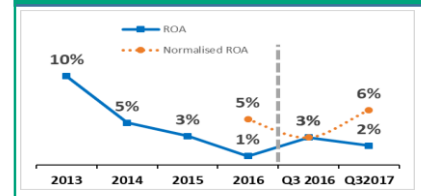
Debt-to-Equity



Return on Equity

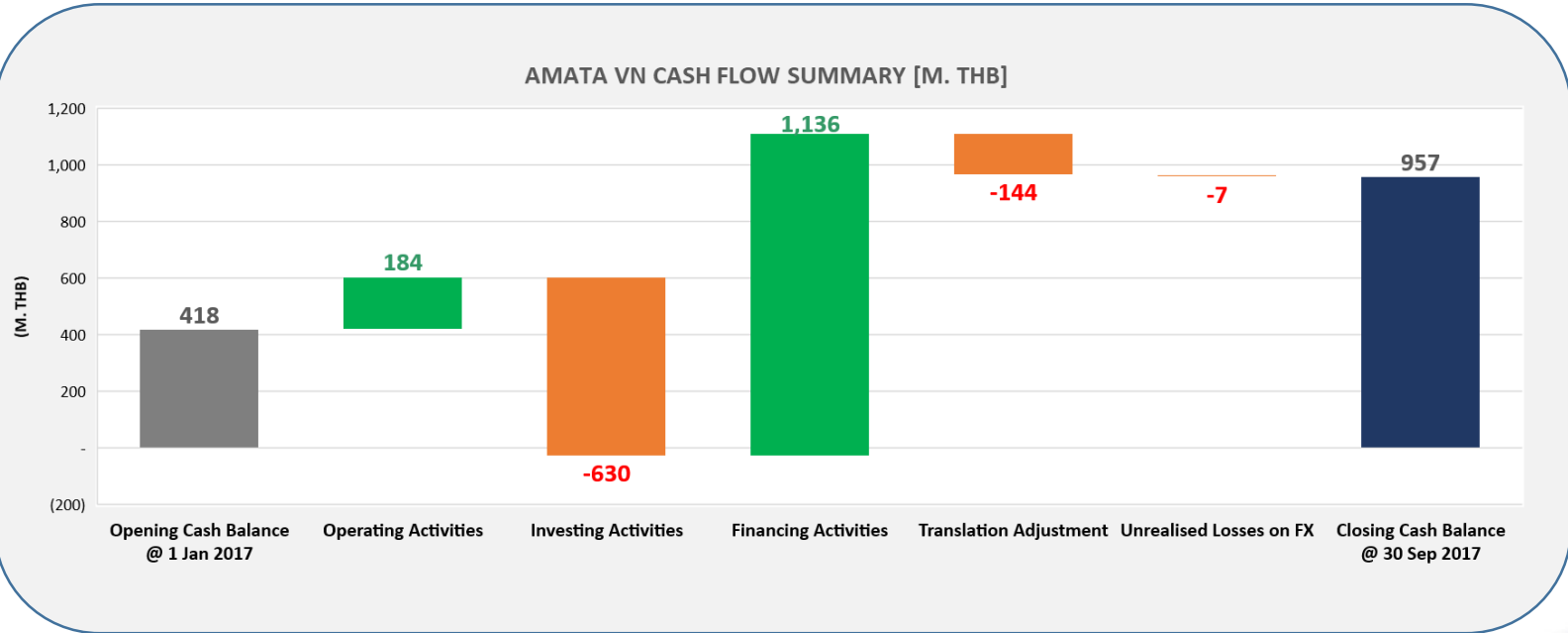


Return on Assets



Note: Interest bearing debt to equity : 0.9x

Cash Flow Statement



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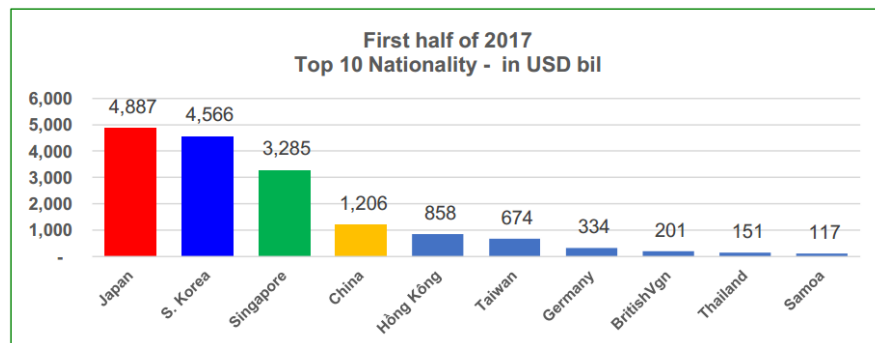
Vietnam: Strong FDI Momentum



- Vietnam economy has been growing year by year at an average above 6% for the past few years
- In 2016, the economy expanded 6.21 %, among the fastest in the world
- The World Bank estimated that Vietnam's economy would expand at an average of 6.3% in the next 3 years through strong export-oriented manufacturing, buoyant domestic demand, and high FDI

Total registered **foreign direct investment (FDI)** for 9M-2017 was **USD 25.5 billion**

Increasing numbers of FDIs are turning their interest towards the northern part of Vietnam with big electronic manufacturers leading the marketing



The first half of year 2017, Japan still leads the investment in manufacturing, while projects in energy and hotels and food services are increasing. South Korea was not far behind with the most high-profile Korean investor like Samsung and LG for its smartphones and home appliances factory complexes

Attractiveness of Vietnam

6.2%

GDP Annual
Growth Rate
2017 - 2021

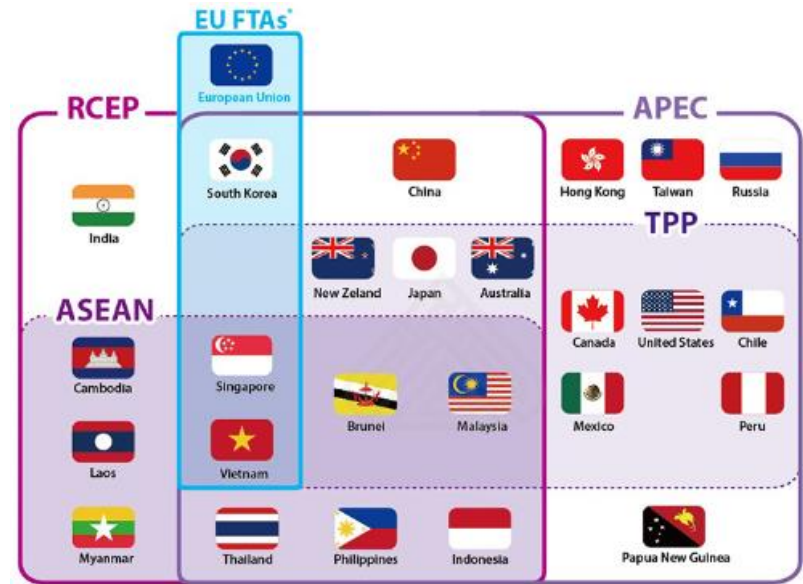
3,000
Average per
capita income
(USD) by 2020

100

Million
Population
By 2025

16

FTAs
including
recent EU-FTA



Source: Vietnam briefing

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Project Update

→ **Amata City Bien Hoa Project**

- Process of getting license for expansion phase has begun, expected to get Investment Certificate (IC) in 2018

→ **Amata Long Thanh Project**

- Amata City Long Thanh project on schedule for sales in 2018

→ **Amata City Halong Project**

- Pushing for first phase IC within 2017

Highlights



Beyond-target 9M17 Land Sales of almost 27 Ha

Land Transfer expected to exceed target

Vietnam maintains strong FDI momentum

Projects progress on target

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Shareholding Structure

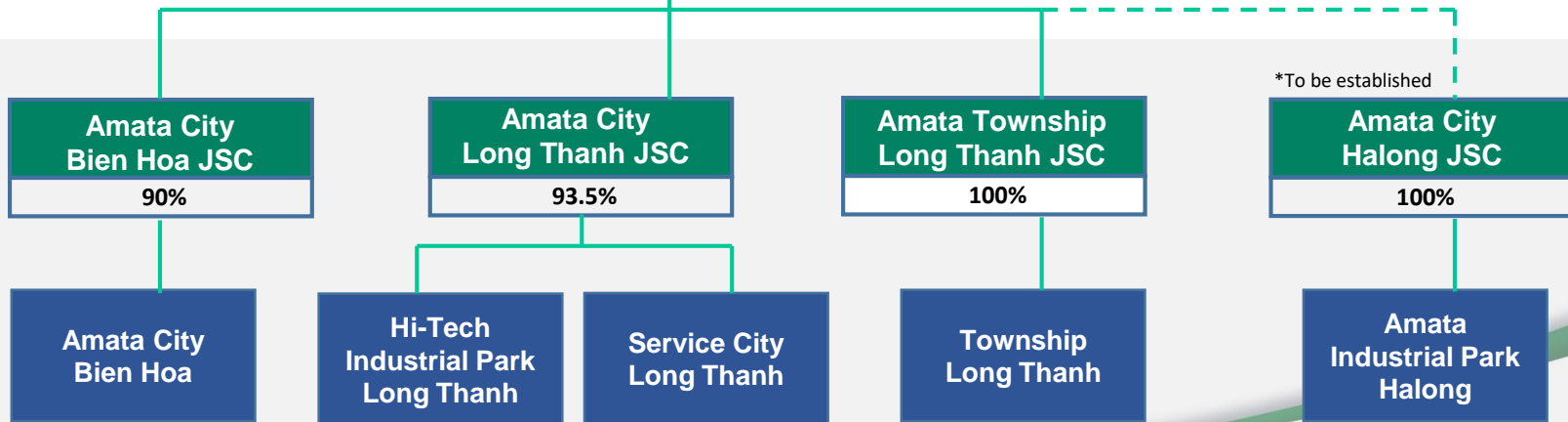


Amata Corporation



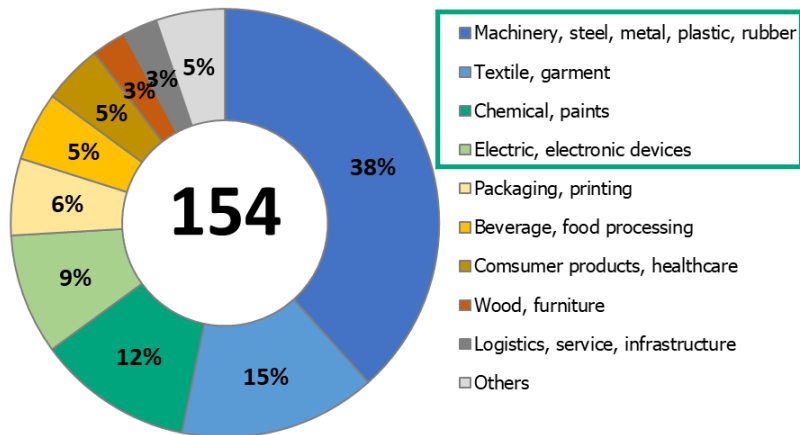
73.2%

Amata VN

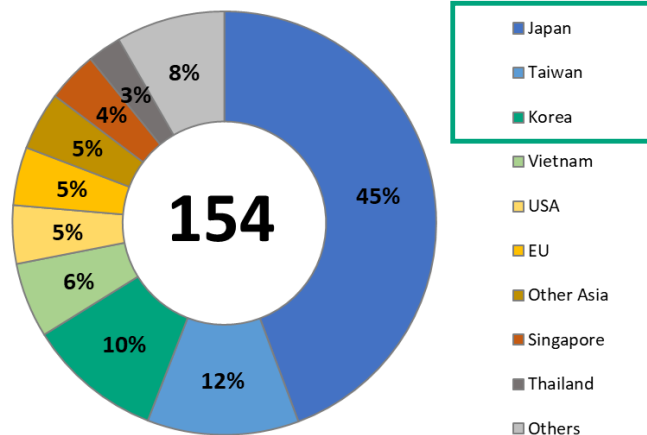


Customer Profile

Customer Profile by Industry



Customer Profile by Nationality



Sample of Existing Customers



YKK



SHISEIDO

brother

TOSHIBA

NOK

mitsuba

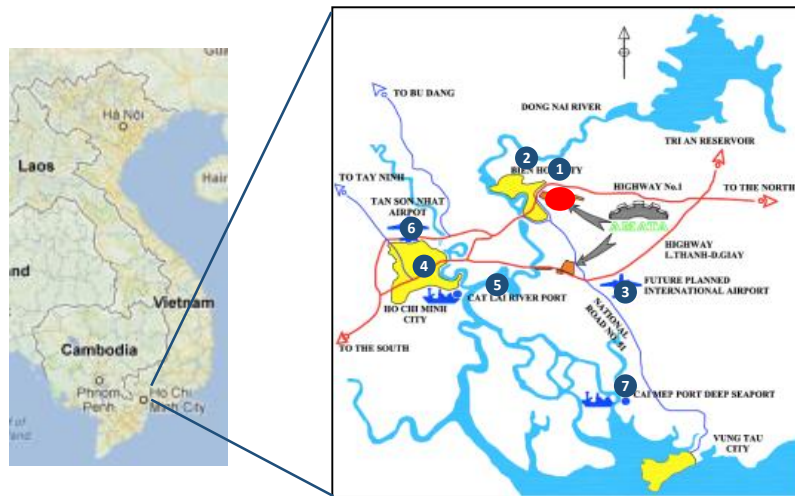


Strategic Location - Amata City Bien Hoa

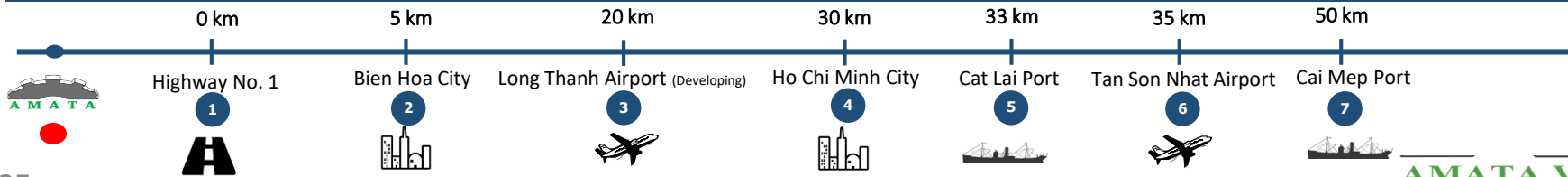
Amata City (Bien Hoa) is located in a key strategic location in the southern economic hub and with access to various transportation networks and access to labor resource in Bien Hoa City

Land Description

Grantor	Dong Nai Industrial Zone Authority (DIZA)
Total Granted Area	700 hectares or 4,375 rais
Current Approved Area	513 hectares or 3,206 rais
Location	<ul style="list-style-type: none"> Located in Bien Hoa City, Dong Nai Province Next to the crossroad of Highway No. 1 and Highway No. 15 Highway No. 1 : the main north to south route connecting various big cities including Hanoi, Ho Chi Minh, and Bien Hoa Highway No. 15 : connects to Highway No.51, linking Amata City (Bien Hoa) to Cai Mep Port and Vung Tau Port



Distance



Strategic Location - Amata City Long Thanh

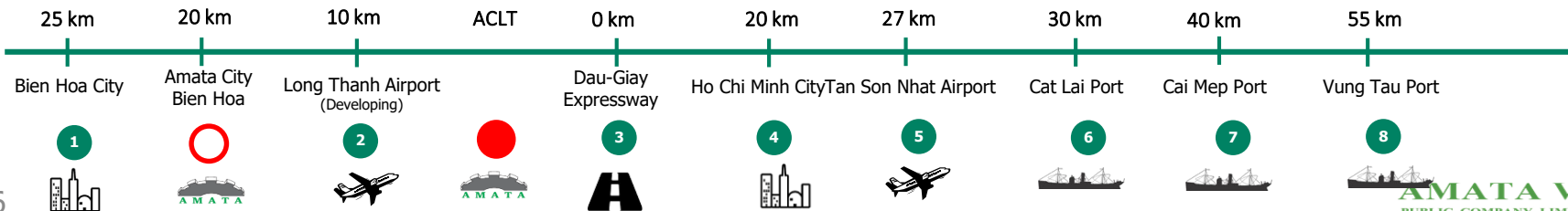
Amata City Long Thanh (project in progress) is strategically located on the new Dau-Giay Expressway and upcoming Long Thanh International Airport connecting to HCMC

Land Description

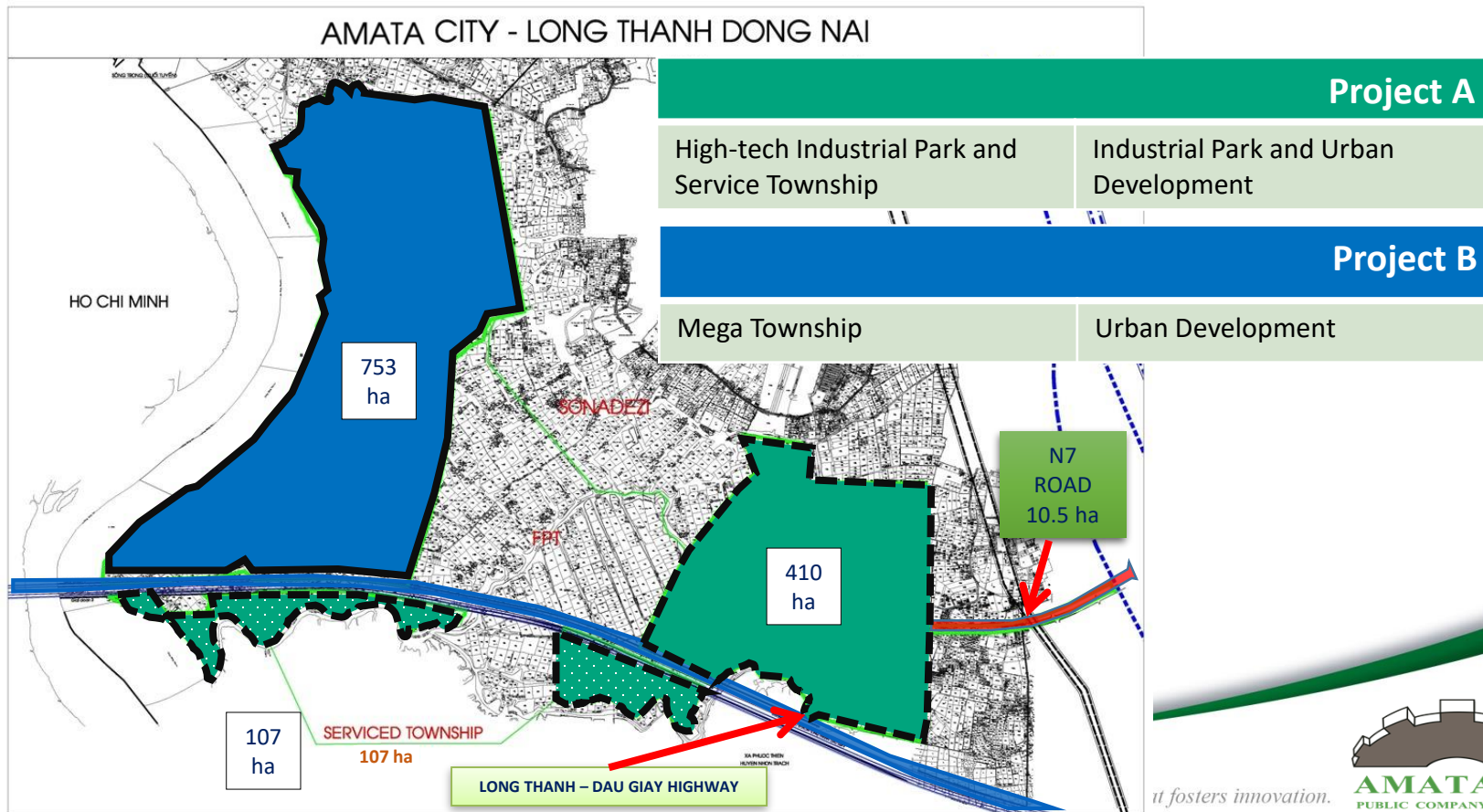
Grantor	Dong Nai Industrial Zone Authority (DIZA)
Total Granted and Approved Area	1,270 hectares or 7,940 rais
Location	<ul style="list-style-type: none"> Located in Long Thanh City, Dong Nai Province On New HCMC – Long Thanh - Dau-Giay Expressway: 6-lane expressway opened in February 2015 Highway No.51, linking to Cai Mep Port and Vung Tau Port
Highlight	<ul style="list-style-type: none"> Granted Investment certificate <ul style="list-style-type: none"> High Tech Industrial Park 410 Ha in June 2015 Service City (East) 55.4 Ha in March 2016 Township 753 Ha in July 2016 Service City (West) 51.9 Ha in November 2016



Distance



Strategic Location – Amata City Long Thanh

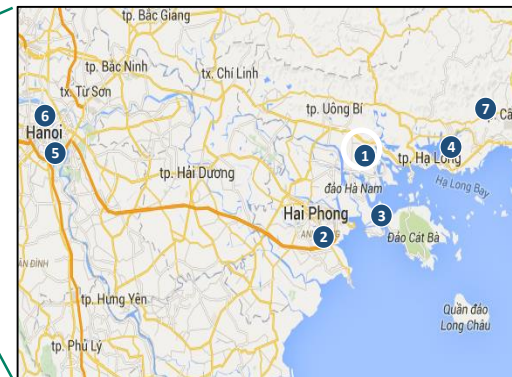
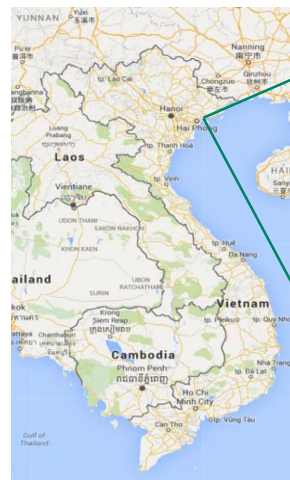


Strategic Location - Amata City Halong

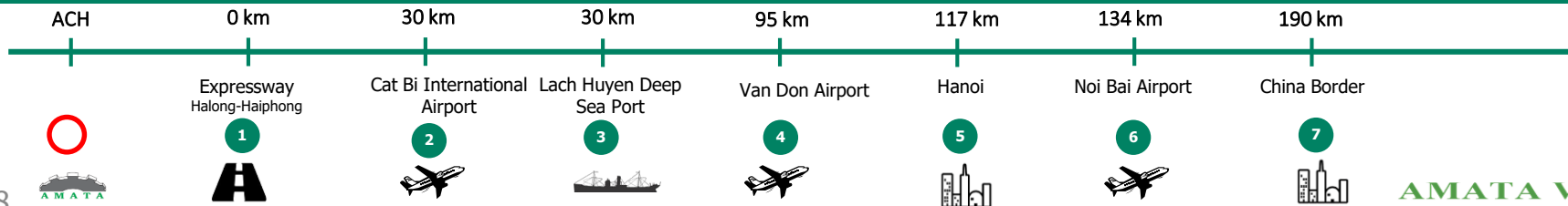
Amata City Halong (project in progress) is strategically located on the new Haiphong - Halong Expressway and upcoming the new Lach Huyen Deep Sea Port

Land Description

Grantor	Quang Ninh Economic Zone Authority (QEZA)
Total Area	Expected 5,789 hectares or 36,000 rais
Current Application Submitted Area	Plan 709 hectares or approximately 4,430 rais
Location	<ul style="list-style-type: none"> Located in Quang Ninh Province On new Highway No. 5 connecting Hanoi, Haiphong and Halong Near the new Lach Huyen Deep Sea Port Proximity to China Border



Distance



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