

AMATA VN

Public Company Limited

Financial Performance Results for the period ended September 30, 2019


AMATA
SMART CITY



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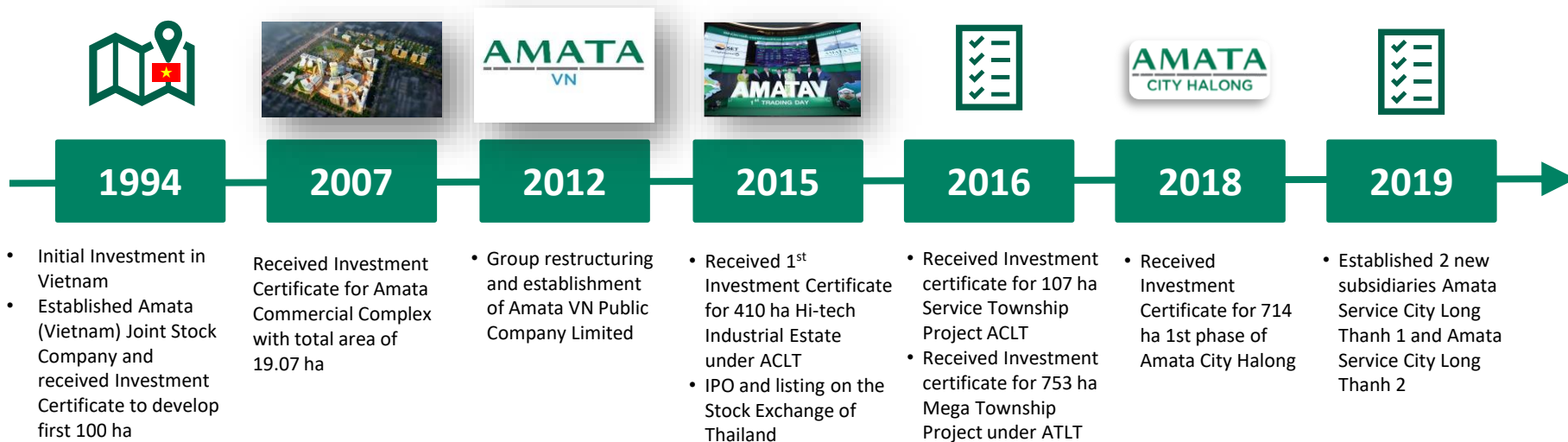
Amata VN Overview

**9M-2019
Financial
Results**

Looking Ahead

Appendix

Key Milestones



Creating Perfect Cities where opportunities abound

Project Overview

Amata City Bien Hoa



Bien Hoa City, Dong Nai Province

7 km²

Amata City Long Thanh & Amata Township Long Thanh



Long Thanh City, Dong Nai Province

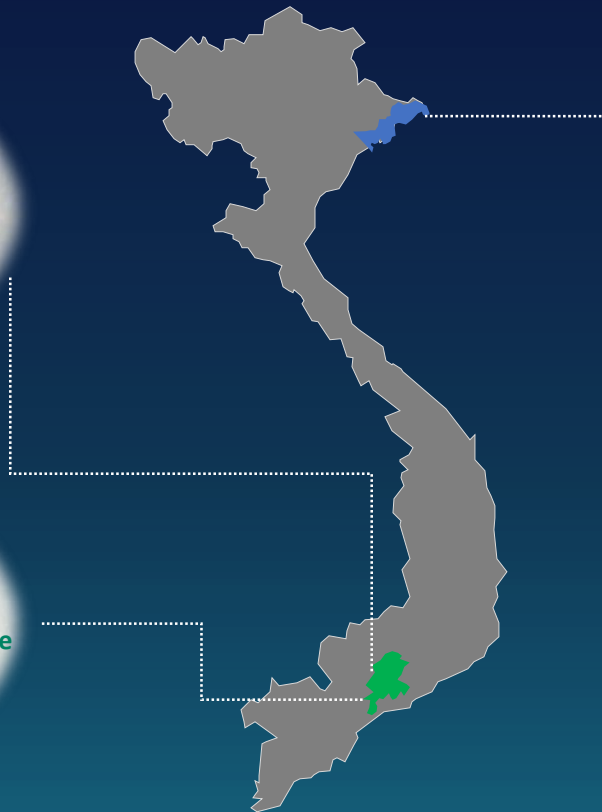
13 km²

Amata City Halong



Halong City, Quang Ninh Province

58 km²



No. of Factories

167



Population

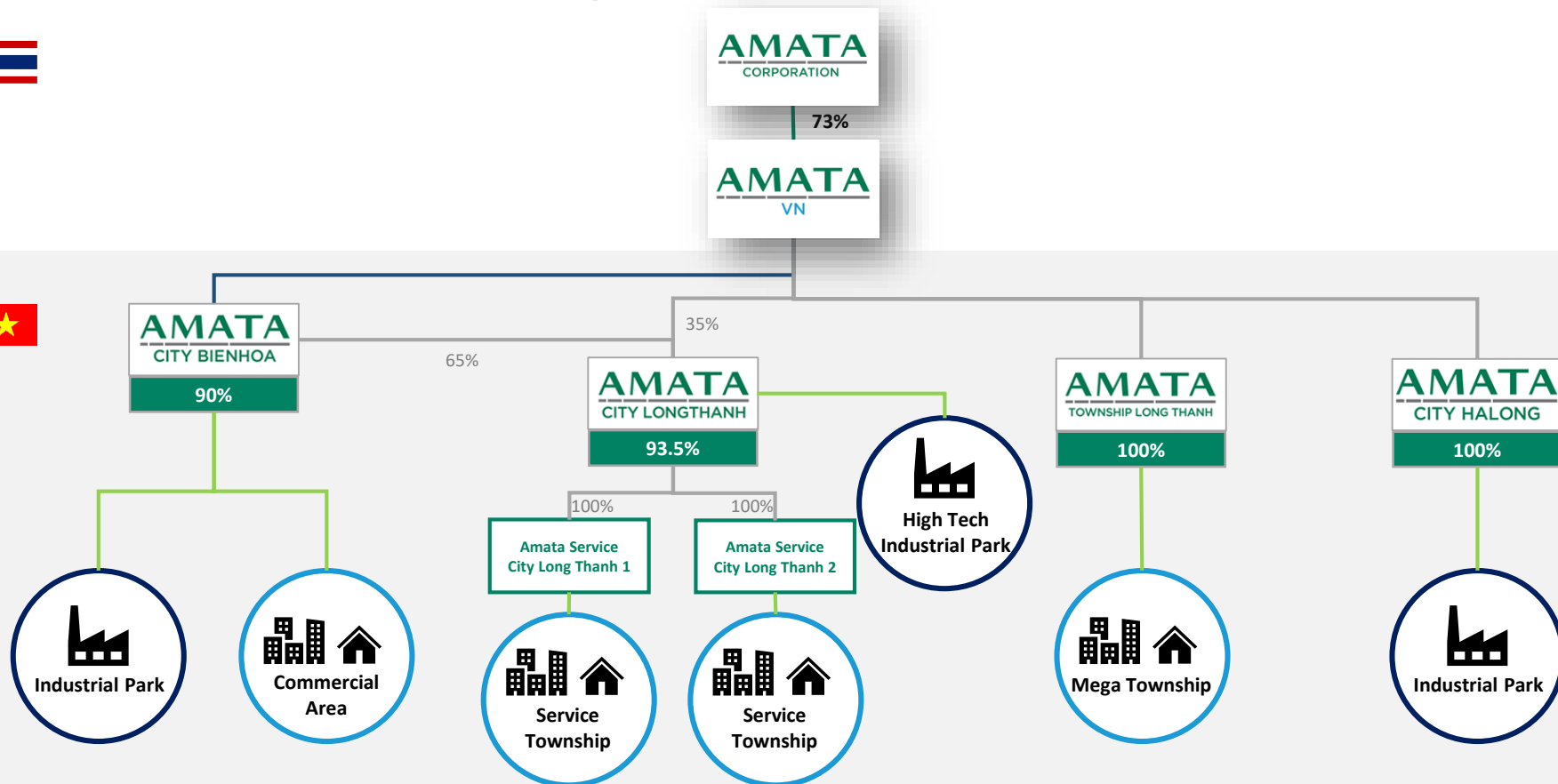
50,000



GDP

\$3 billion

Group Shareholding Structure



**Amata VN
Overview**

**9M-2019
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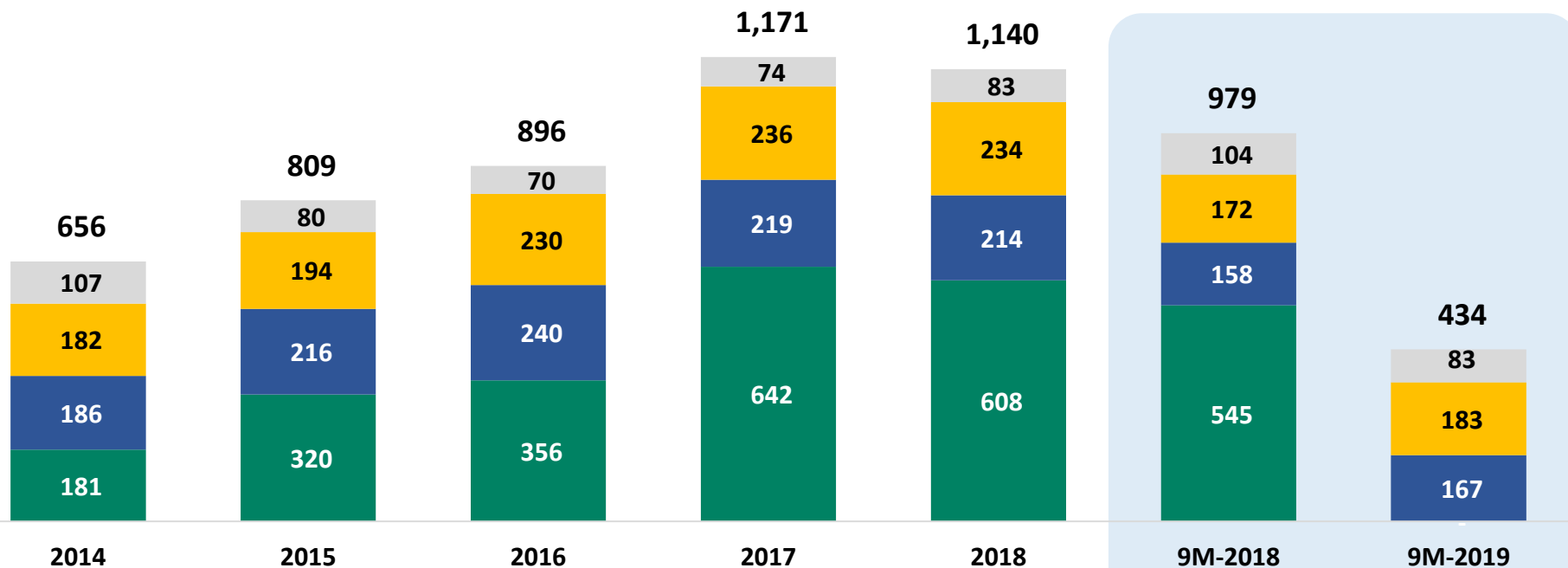
Looking Ahead

Appendix

Revenue Breakdown by Business Type [2014 to 9M-2019]

Total Revenue (THB mn)

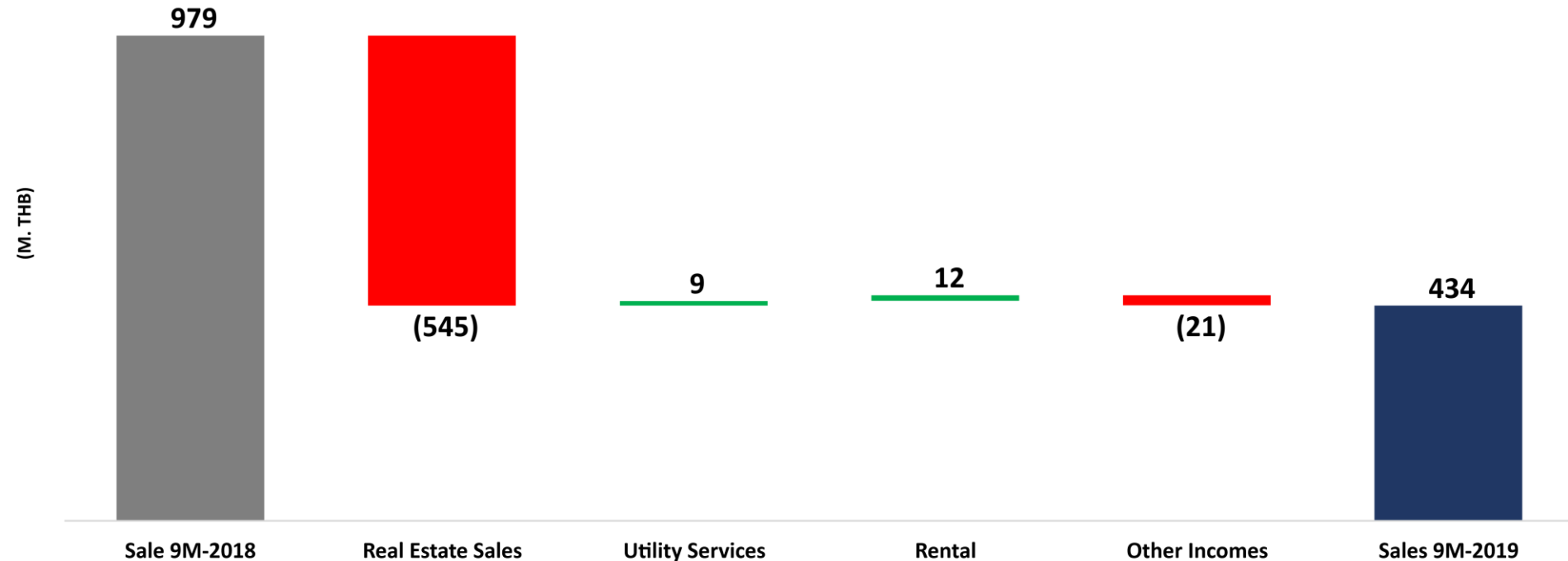
Real Estate Sales Utility Services Rental Others



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Analysis of Change on Revenue

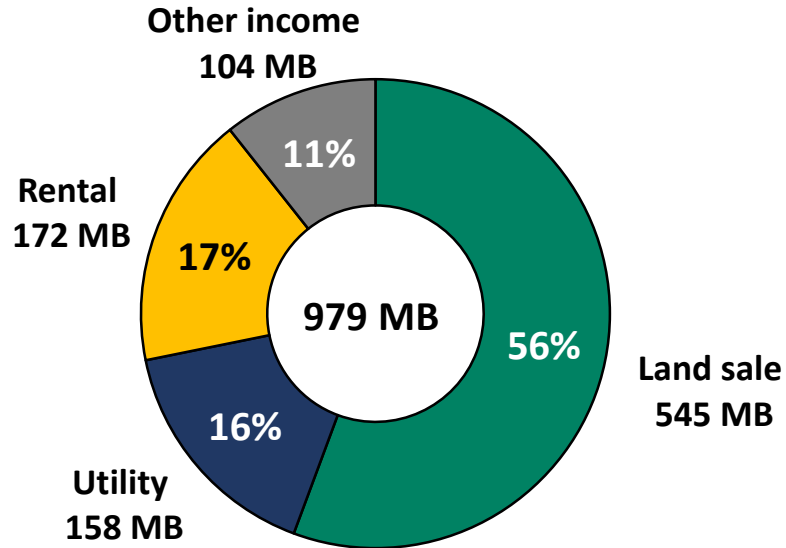
Unit : M. THB



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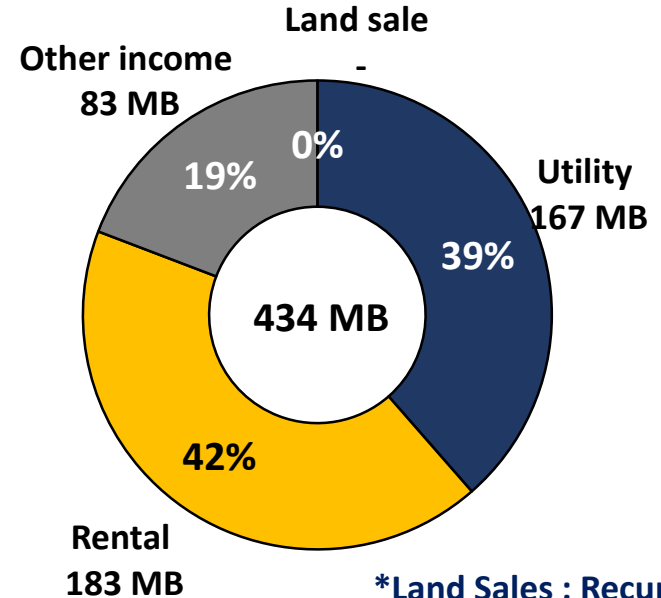
Revenue Breakdown

9M-2018



***Land Sales : Recurring
62% : 38%**

9M-2019



***Land Sales : Recurring
0% : 100%**

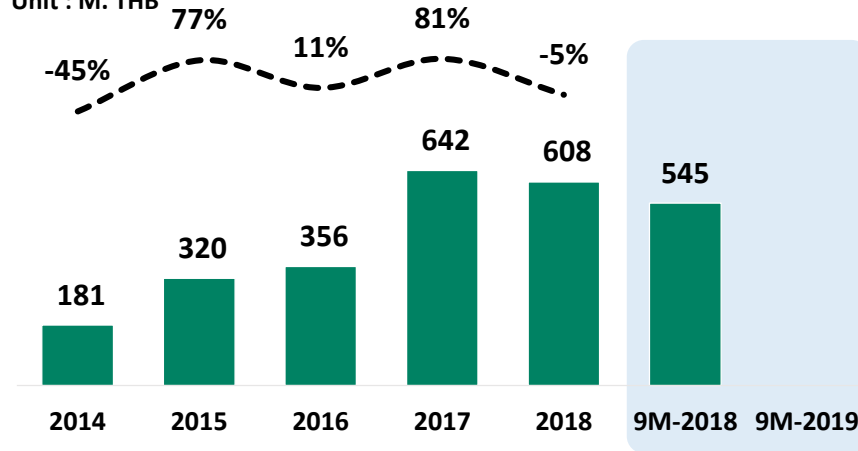
*Note: Proportion of Land Sales and Recurring Income is excluding other incomes.

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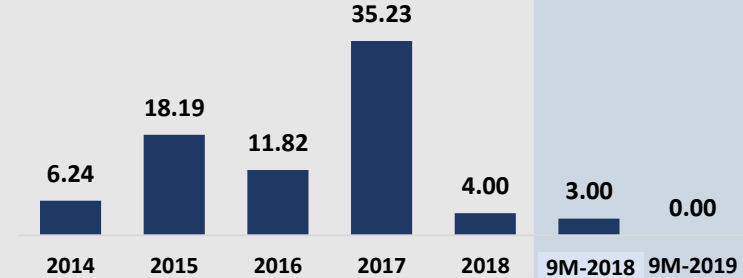
Real Estate Sales

Land Sales: Revenue & Growth (%)

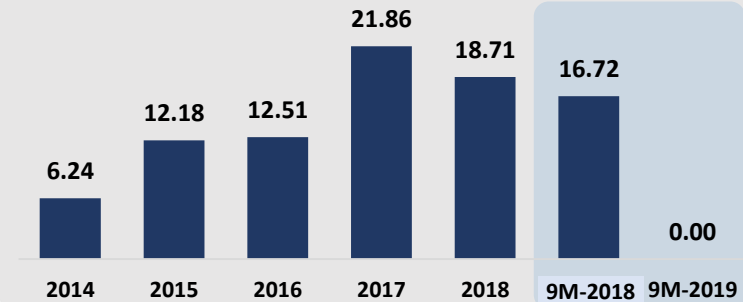
Unit : M. THB



Pre-Land Sale



Land Transfer



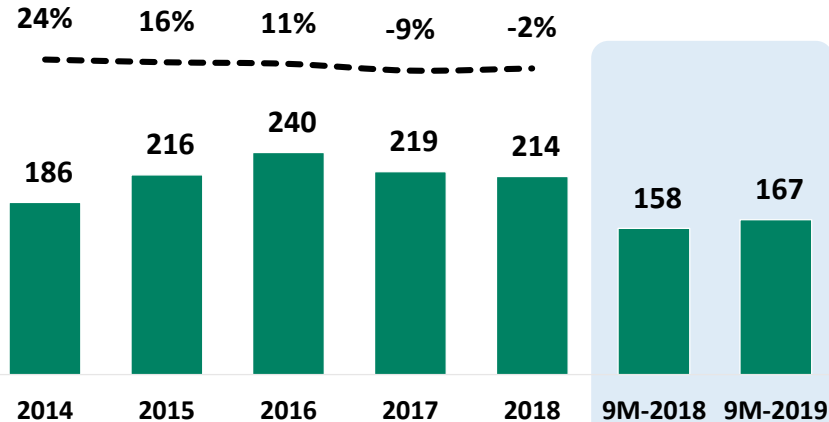
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Note: 1 Hectare = 6.25 Rai

Utility Services

Utility Services: Revenue & Growth (%)

Unit : M. THB



International standard level of telecommunication



Reserved water tanks total capacity of 31,000m³



High quality stable power supply with 2 independent sources (national grid and Amata Power Bien hoa)



Waste water treatment plant of 12,000m³/day

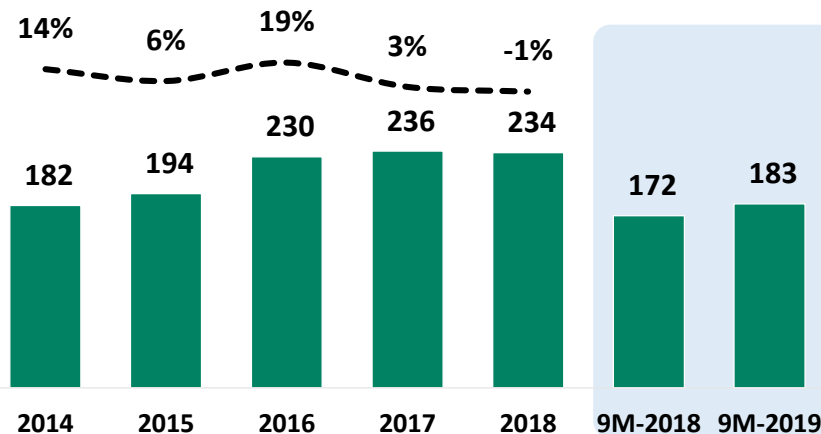
Note:

Utility Services includes water supply and treatment and management of common areas of Industrial estates, garbage / solid waste fee and other utility maintenance services

Rental: Ready Built Factory and Commercial Rental

Rental: Revenue & Growth (%)

Unit : M. THB



Note: Ready Built Factory Size range from 1,000 – 5,000 m² (total area of aprx.130,000 m²)

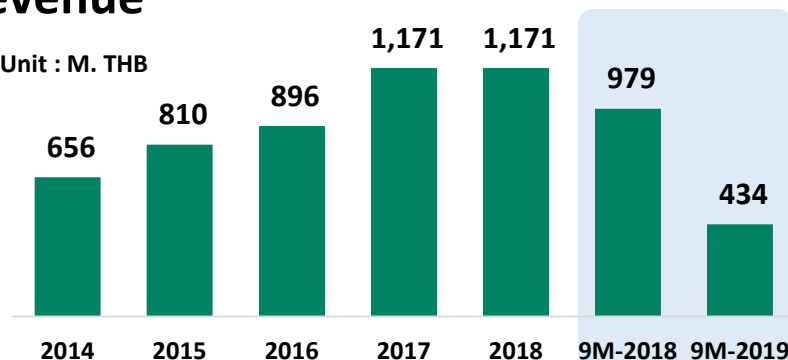


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Operating Results Summary

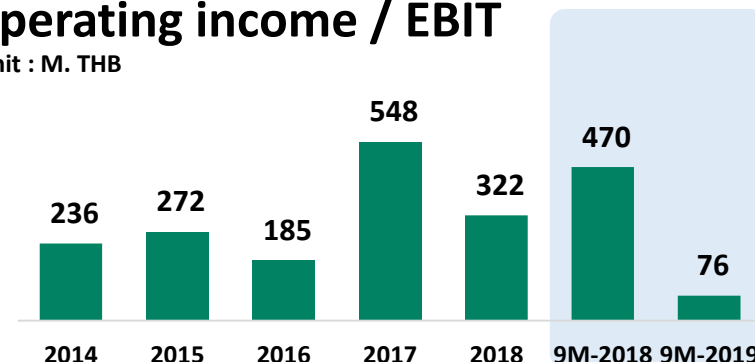
Revenue

Unit : M. THB



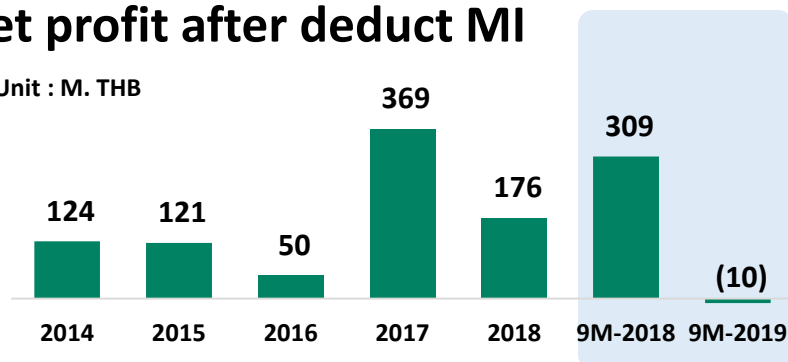
Operating income / EBIT

Unit : M. THB

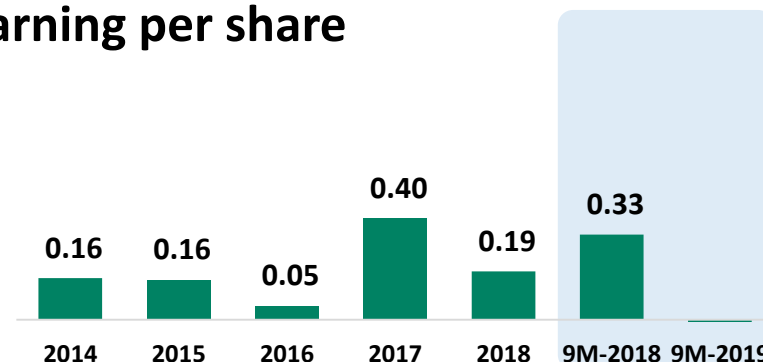


Net profit after deduct MI

Unit : M. THB



Earning per share

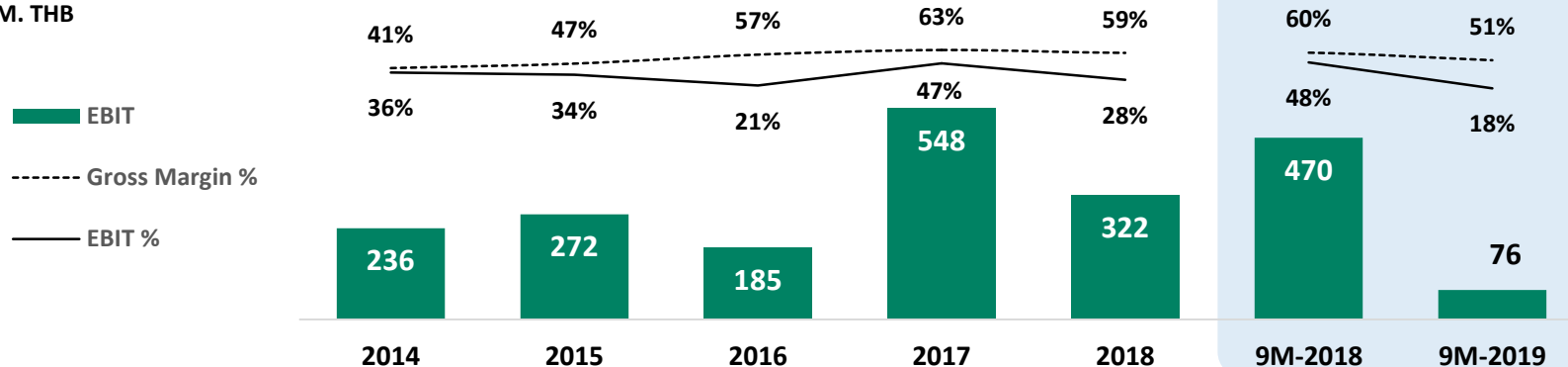


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Operating Results – Revenue and Gross Margin

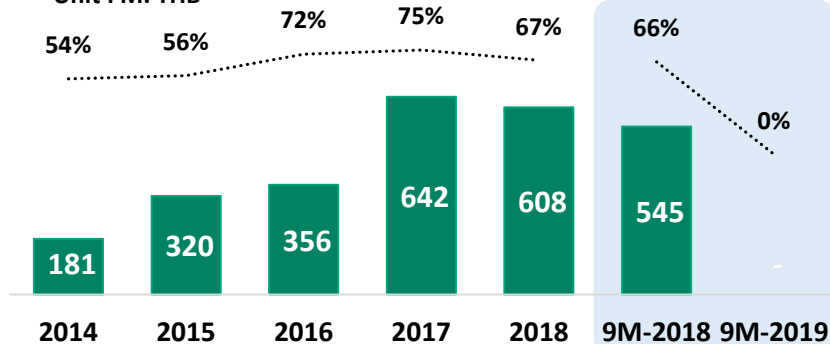
Gross Margin % & EBIT (% and value)

Unit : M. THB



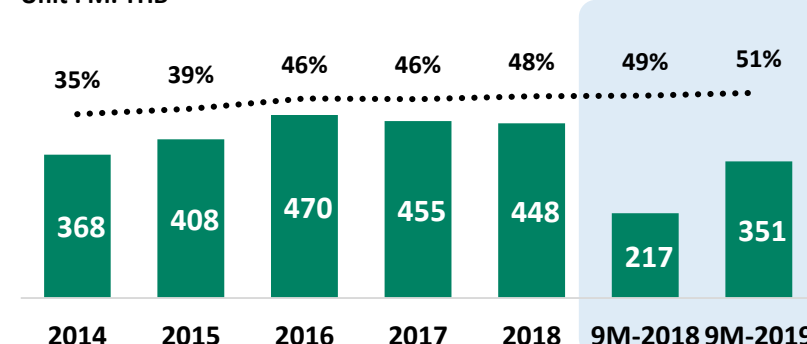
Real Estate Sales and Gross Margin

Unit : M. THB

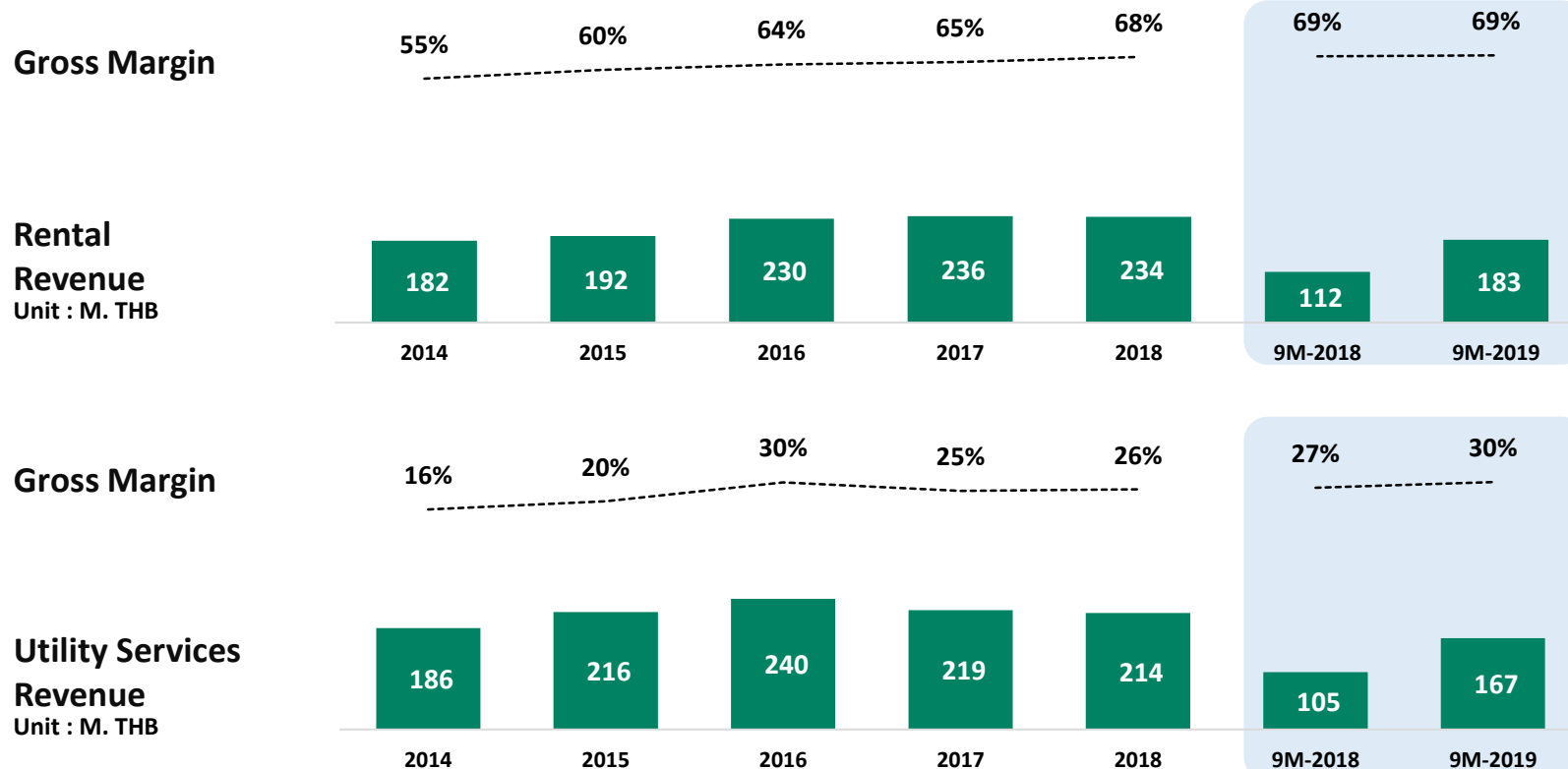


Recurring Income and Margin

Unit : M. THB



Operating Results – Revenue and Gross Margin



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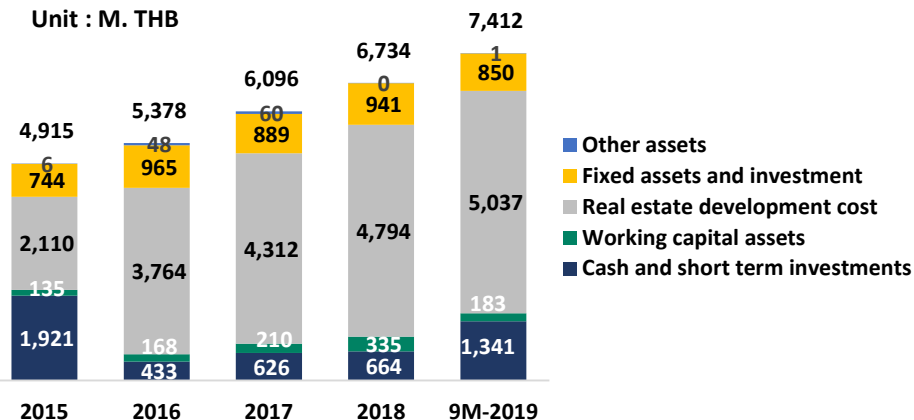
Financial Performance

	Avg 2018 (9M)	Evolution	9M-2018	9M-2019	Evolution
	(Million Baht)	%	(Million Baht)	(Million Baht)	%
Revenue	636	-32%	979	434	-56%
Operating profit reported	242	-68%	470	76	-84%
Financial Expense	-13		-12	-48	
Income Tax Expense	-72		-107	-28	
Net Profit	132	-108%	309	-10	
Net Profit (after deduct MI)	156	-100%	352	0	-100%
Net Profit (after deduct MI) in %	25%		36%	0%	

Balance Sheet

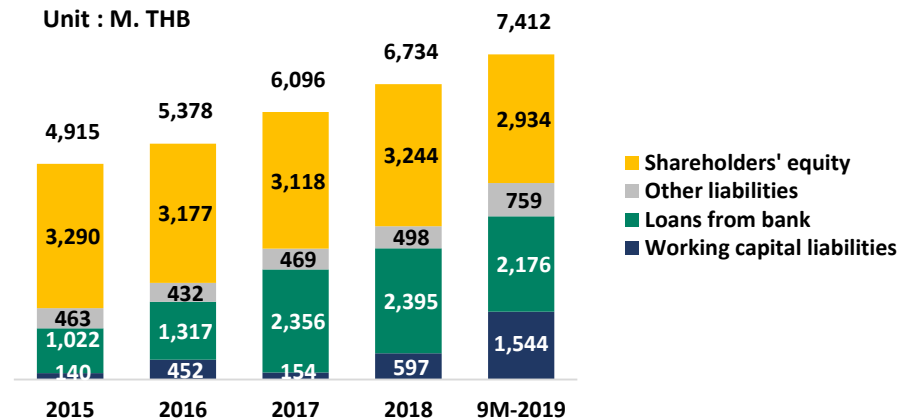
ASSET BREAKDOWN

Unit : M. THB

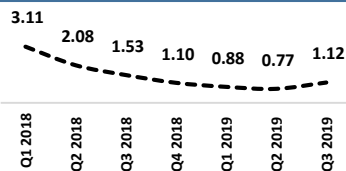


Liabilities and equity breakdown

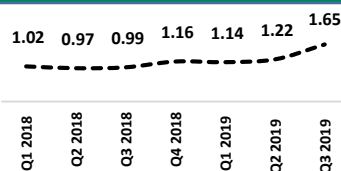
Unit : M. THB



Current Ratio

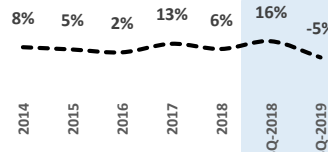


Debt-to-Equity

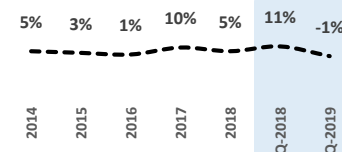


Note: Interest bearing debt to equity : 0.8x

Return on Equity



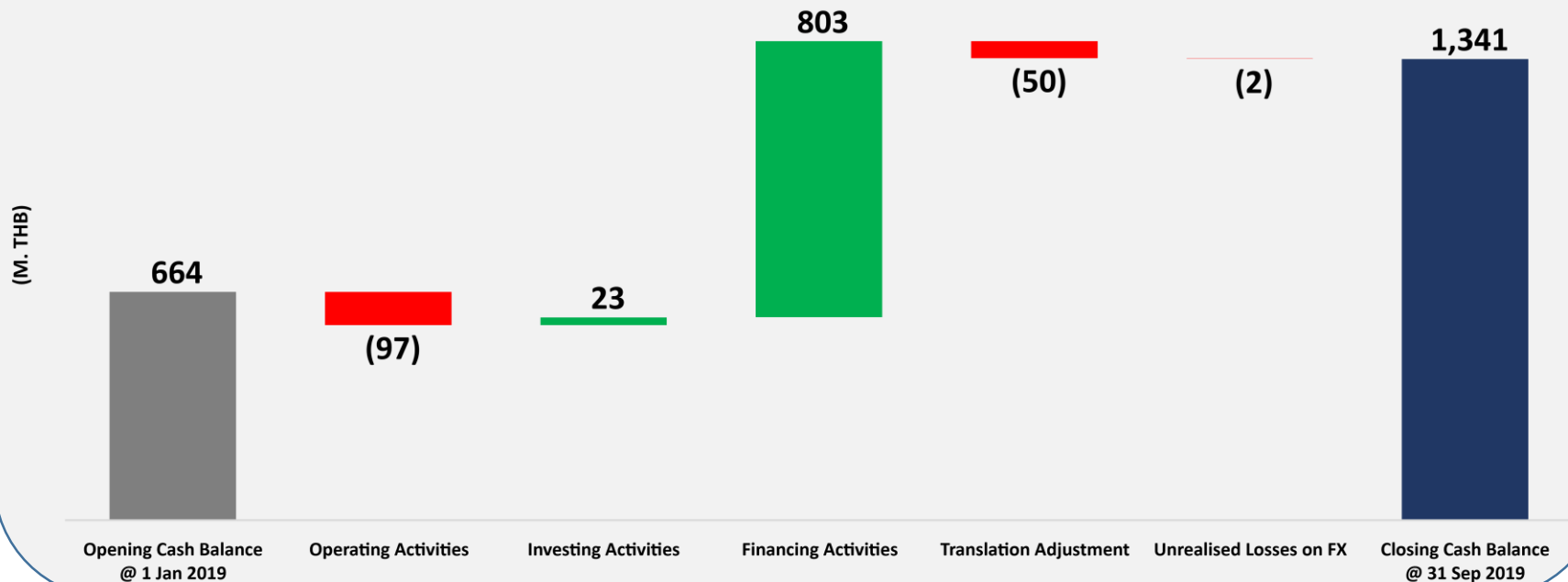
Return on Asset



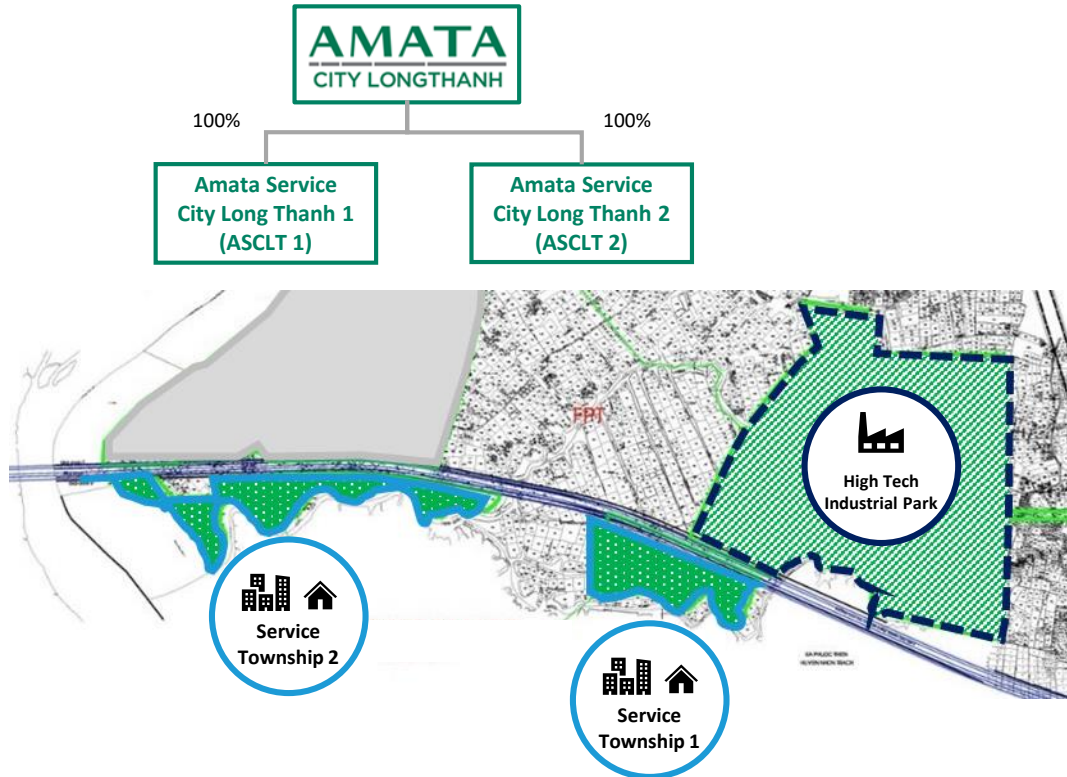
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Cash Flow Statement

AMATA VN CASH FLOW SUMMARY [M. THB]



Amata Service City Long Thanh 1&2



- Agree to sell 49% stake to Nova Land for total THB 2.16 billion
- Sales will be done in many transactions according to progress done by ASCLT 1 & 2, expected to complete in the end of 2020
- ACLT will benefit from gaining profit from sales and synergies as Nova Land are top real estate developer in Vietnam

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**Going
Forward**

Appendix

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Continuous Growth of Vietnam



2019 Economic Figures



FDI

\$29.1 bn

10 months 2019

GDP

6.98%

9 months 2019



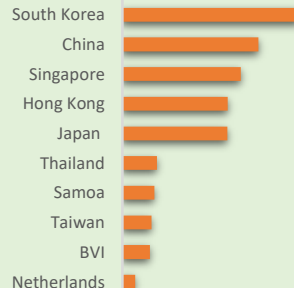
93.7 million people



Top 10 provinces



Top 10 countries



Vietnam maintain strong economic figures:

FDI US\$ 29.1 billion

9 months GDP growth 6.98%

GDP inline with 2019 target approved by National Assembly of 6.6% - 6.8%

Source: General Statistics Office of Vietnam

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Amata City Long Thanh Update



- ❖ Ongoing pre-construction work
- ❖ Target to recognize revenue in 2020
- ❖ Obtain letter of intent from some customers

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Amata City Halong Update

- ❖ Land lease agreement signed for 97 ha out of 123 ha 1st phase
- ❖ Start pre-construction work
- ❖ Target recognize revenue in 2020



**Amata VN
Overview**

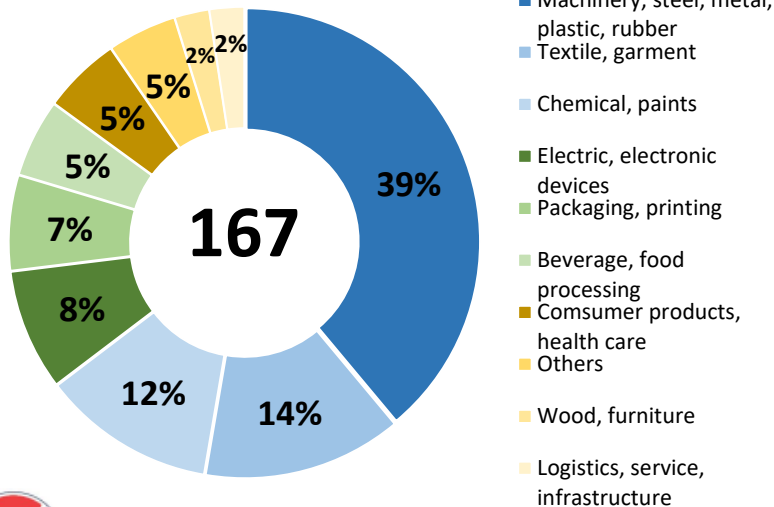
**9M-2019
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Going Forward

Appendix

Customer Profile

By Industry



YKK



SHISEIDO

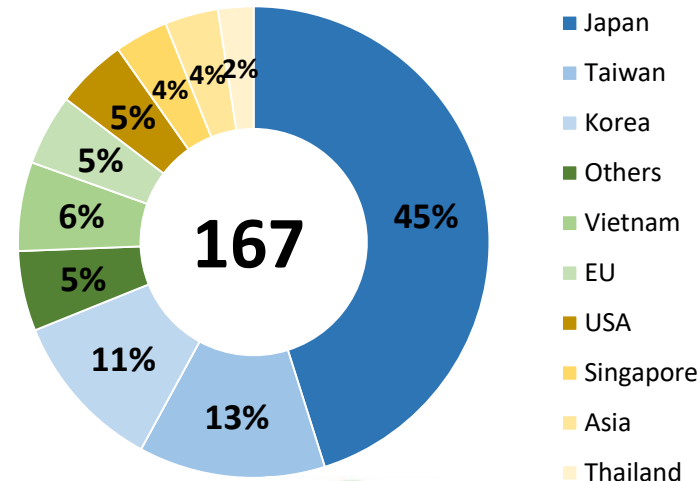
brother

TOSHIBA

NOK

MITSUBA

By Nationality



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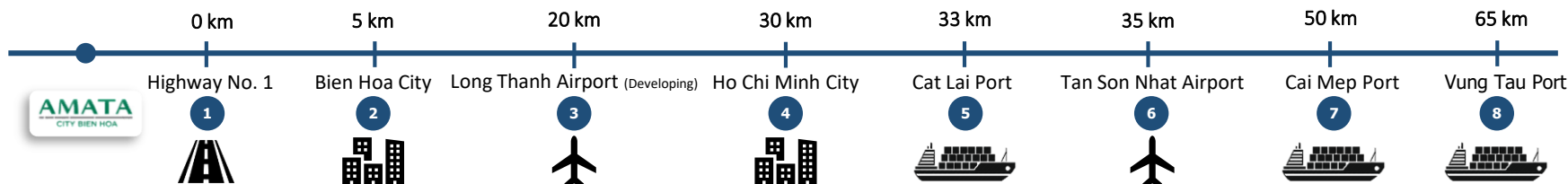
*Updated June 2018

Amata City Bien Hoa

Project 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



Strategic Location

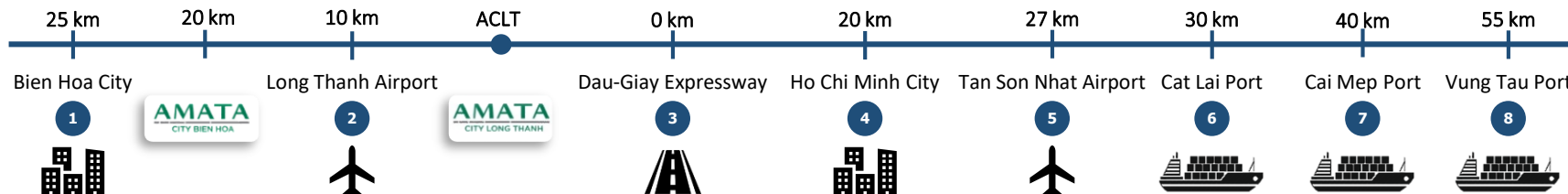


Amata City Long Thanh & Amata Township Long Thanh

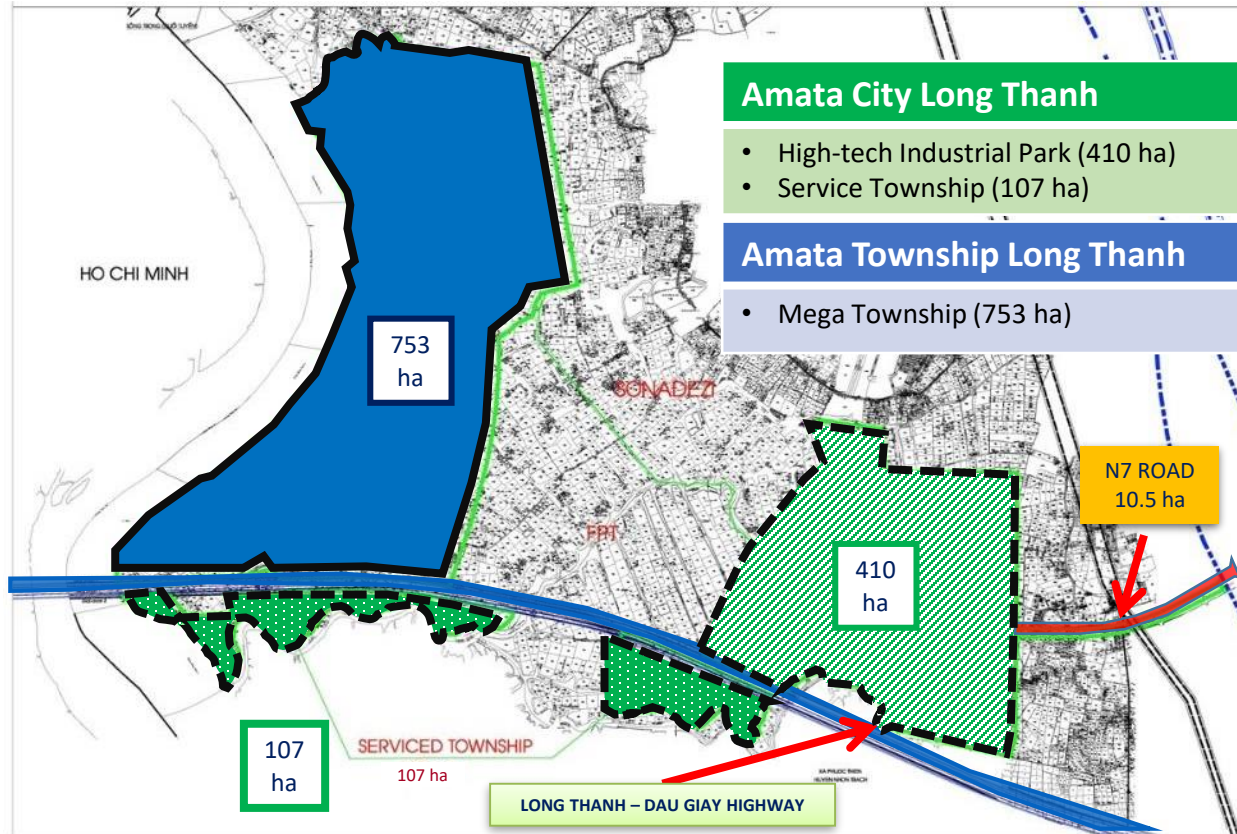
Project Description	
Grantor	Dong Nai Industrial Zone Authority (DIZA)
Total Granted Area	1,252 hectares or 7,825 rais
Location	<ul style="list-style-type: none"> Located in Long Thanh City, Dong Nai Province On New HCMC – Long Thanh - Dau-Giay Expressway: 6-lane expressway opened in February 2015 Highway No.51, linking to Cai Mep Port and Vung Tau Port
Highlight	<ul style="list-style-type: none"> Granted Investment certificate for High Tech Industrial Park 410 ha in June 2015 Granted Investment certificate for Service City Township 55.4 ha in March 2016 Granted Investment certificate for Township 753 ha in July 2016



Strategic Location



Amata City Long Thanh & Amata Township Long Thanh



Amata City Long Thanh

- High-tech Industrial Park (410 ha)
- Service Township (107 ha)

Industrial Park
Urban Development

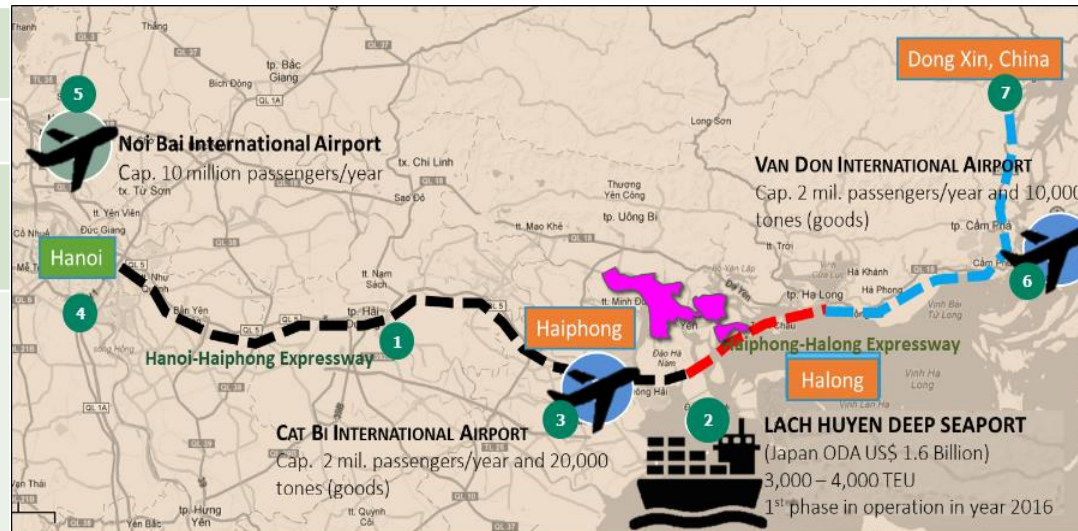
Amata Township Long Thanh

- Mega Township (753 ha)

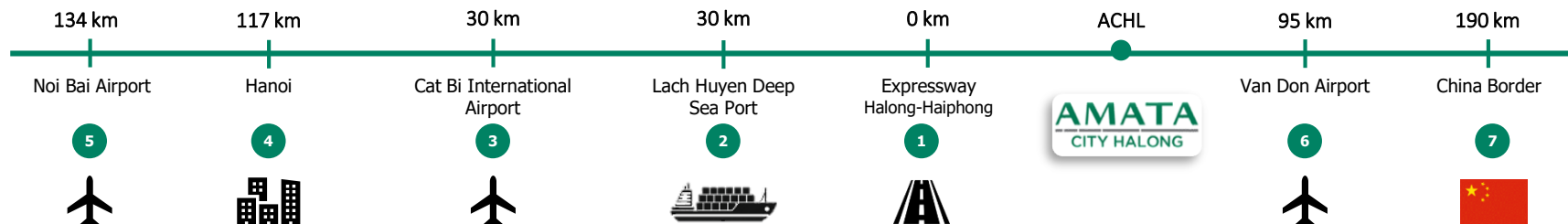
Urban Development

Amata City Halong

Grantor	Quang Ninh Economic Zone Authority (QEZA)
Total Area	Expected 5,789 hectares or 36,000 rais
Current Approved Area	714 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



Strategic Location



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Sep, 2019

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