

Financial Results
for the 3 months ended March 31, 2021

June 8, 2021



AMATA VN
Public Company Limited

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Amata VN Overview

1Q2021 Financial Results

Looking Ahead

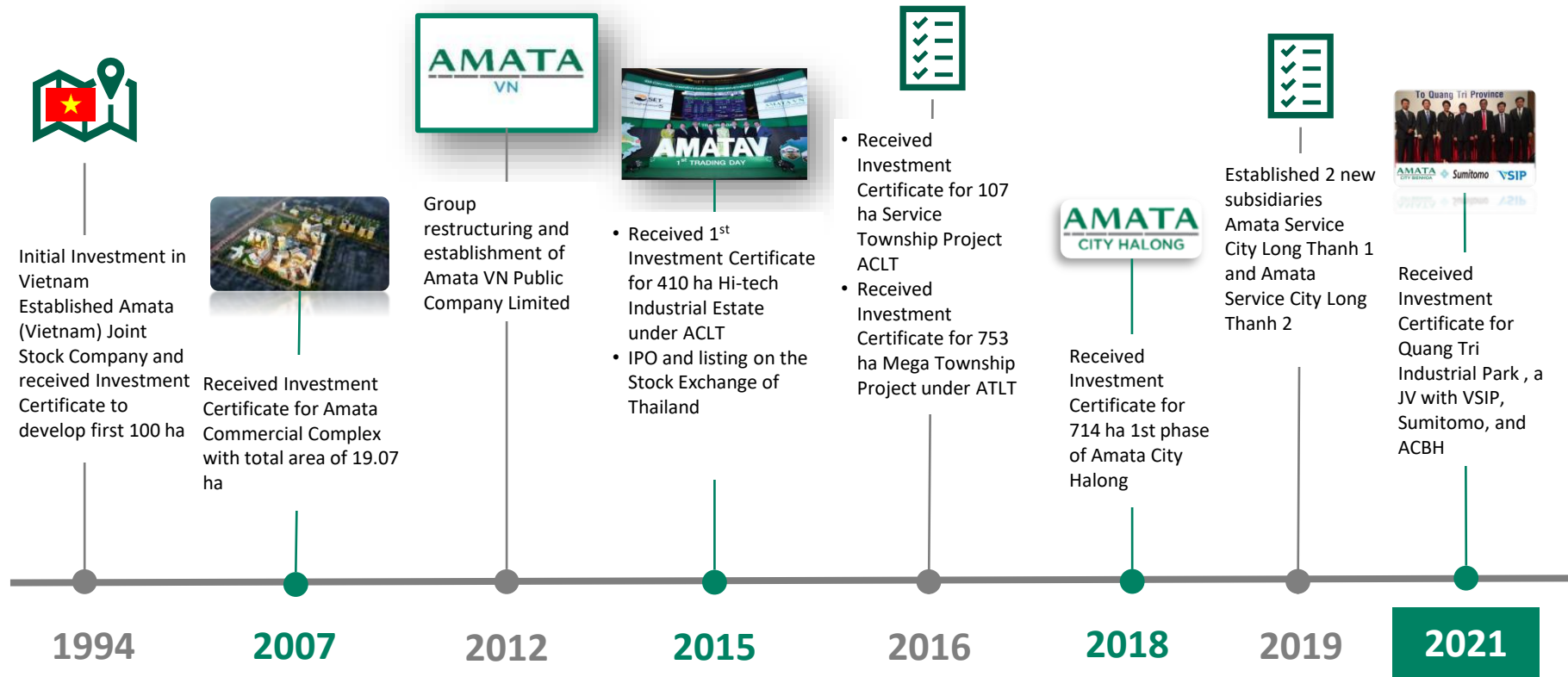
Appendix



AMATA
VN

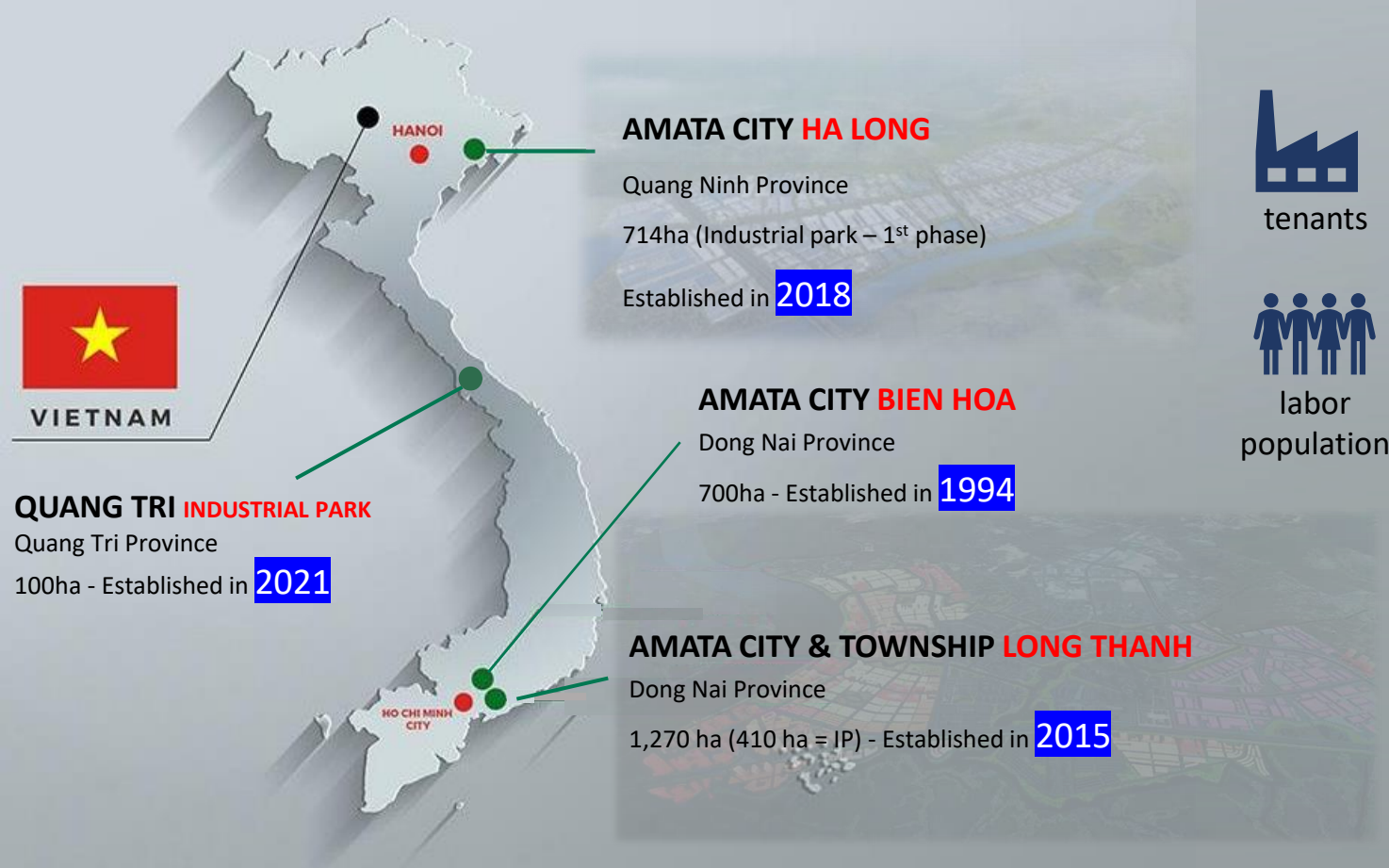
Creating Perfect Cities where opportunities abound

Key Milestones



Creating Perfect Cities where opportunities abound

AMATA in VIETNAM



tenants

172



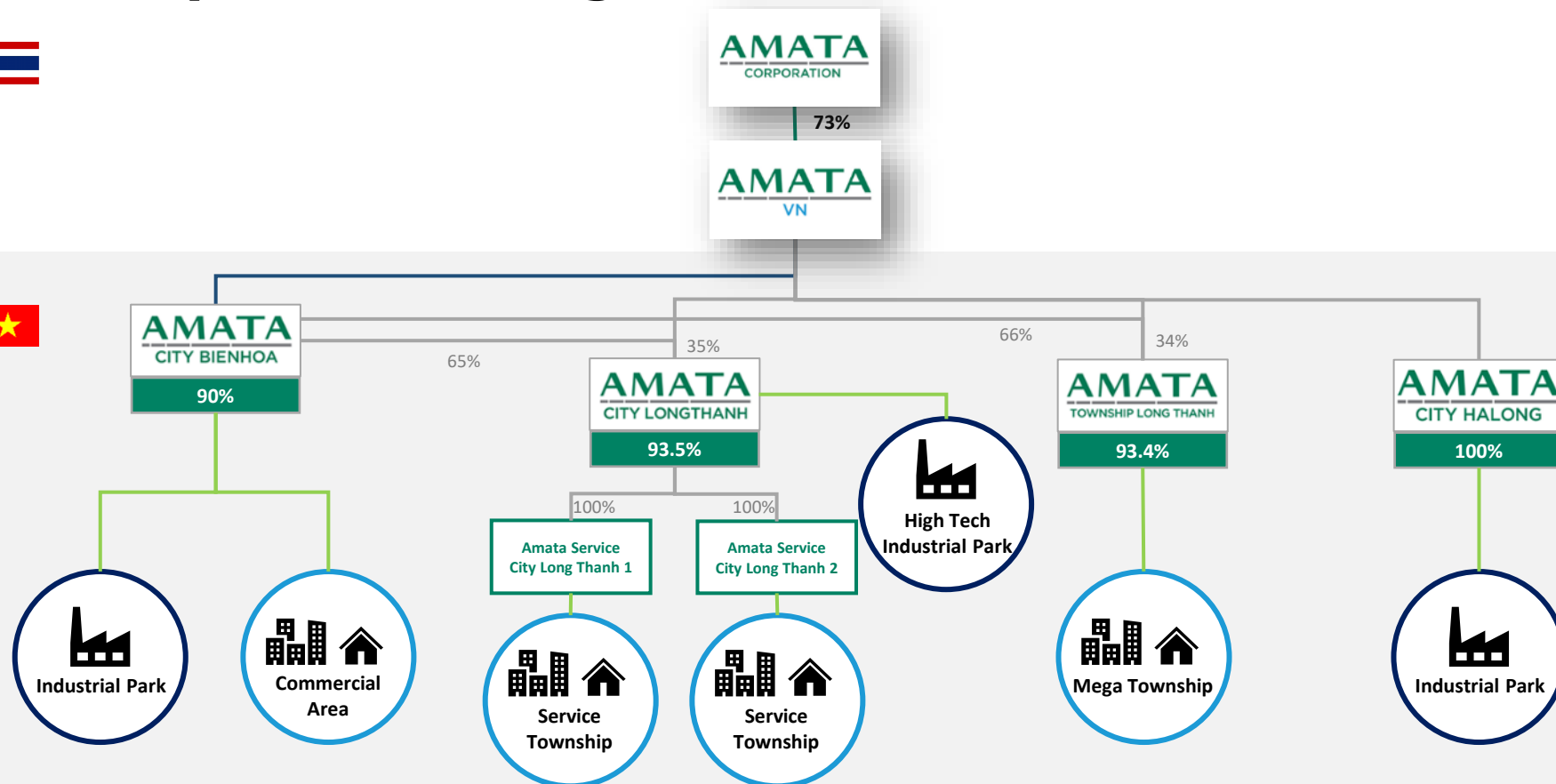
labor
population

62,000

26

years of experience
In Viet Nam

Group Shareholding Structure





**Amata VN
Overview**

**1Q2021
Financial
Results**

Looking Ahead

Appendix



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Creating Perfect Cities where opportunities abound

Summary of 1st Quarter 2021 Financial Results

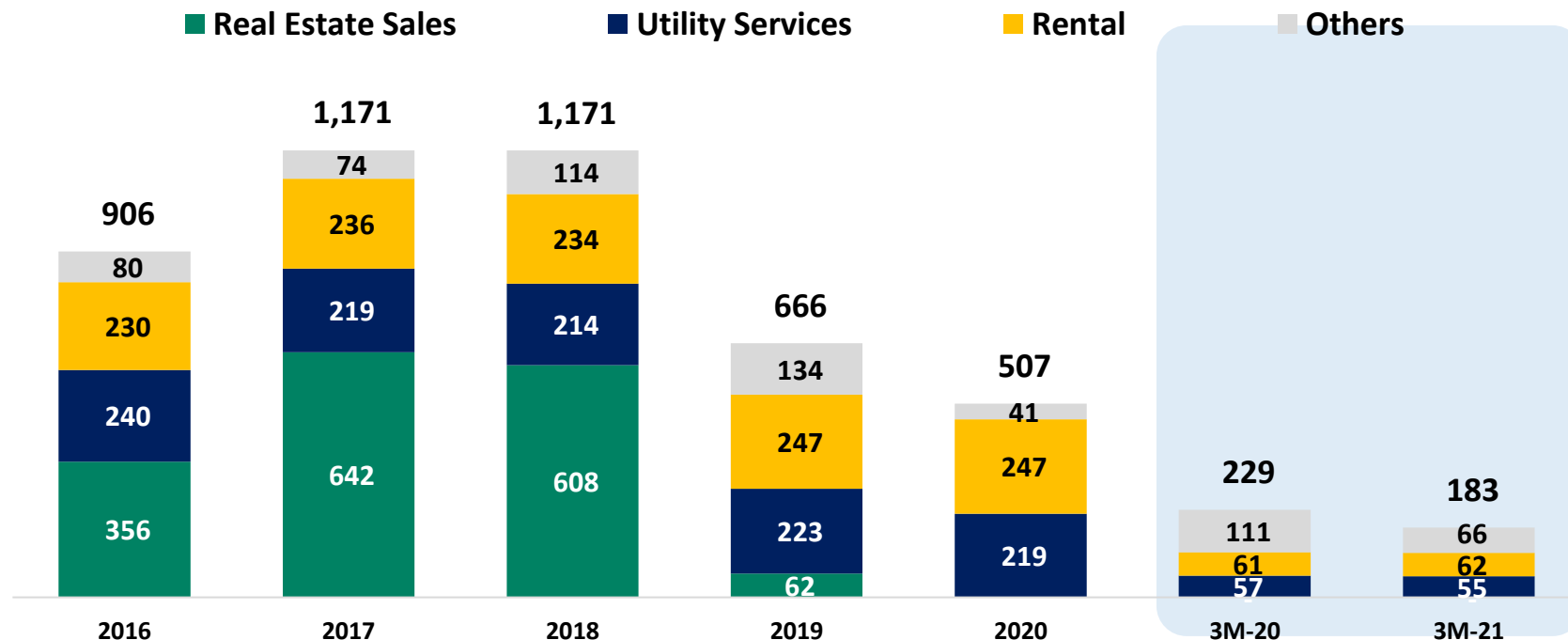
- + Maintained recurring income compared to same period last year
- + Gains from exchange rate
- + Profitable for 1Q21
- + First presales at Amata City Halong!
- + Upcoming transactions -> ACC in ACBH agreement signed
 - > First share transfer in ASCLT 1&2 transactions

Financial Performance

	1Q20	1Q21	% change
Revenue from rental and utility services	117.97	117.41	-0.5
Gains on exchange	108.19	56.38	-47.9
Other income	2.86	9.38	228.6
Total revenues	229.02	183.18	-20.0
Cost of rental and utility services	58.41	52.62	-9.9
Gross profits	59.56	64.79	108.8
Selling and administrative expenses	30.72	29.94	-2.5
Profit before finance cost and income tax expenses	139.89	100.61	-28.1
Finance income	19.33	0.10	-99.5
Finance cost	(39.35)	(35.88)	-8.8
Profit before income tax expenses	119.87	64.83	-45.9
Income tax expenses	(6.84)	(8.90)	30.0
Net profits	113.03	55.93	-50.5

Revenue Breakdown by Business Type

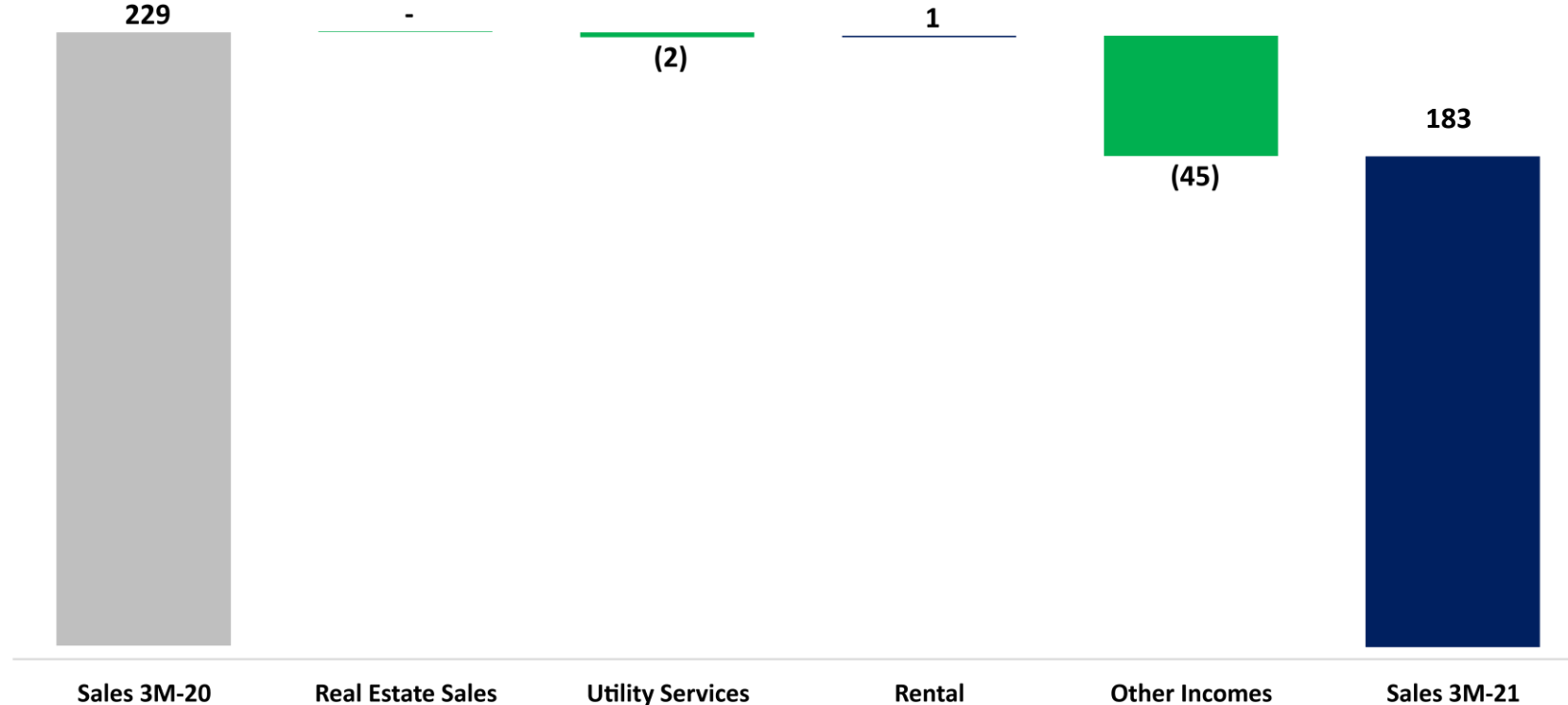
Total Revenue (THB mn)



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Analysis of Change on Revenue

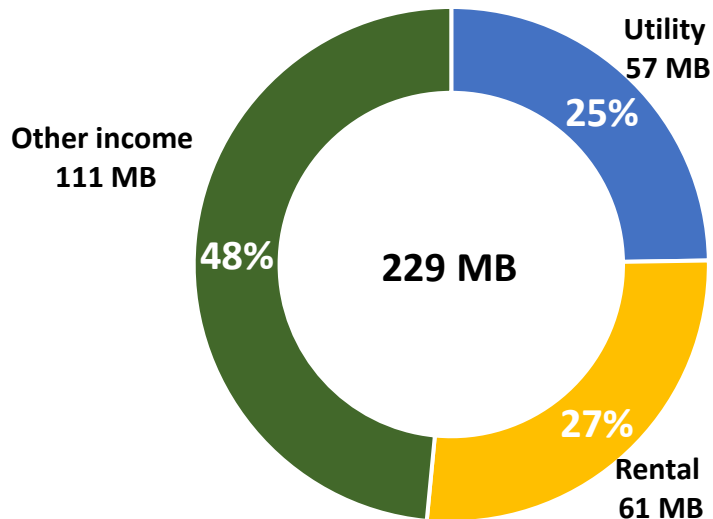
Unit : M. THB
229



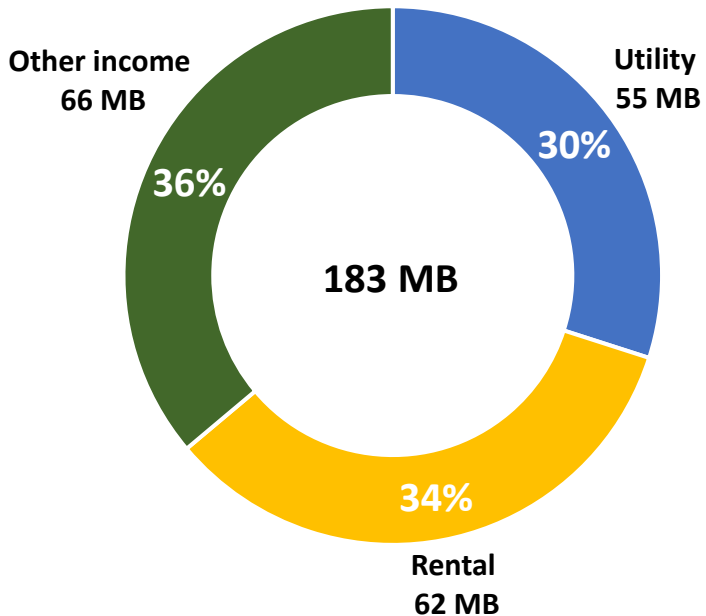
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Revenue Breakdown

3M-2020

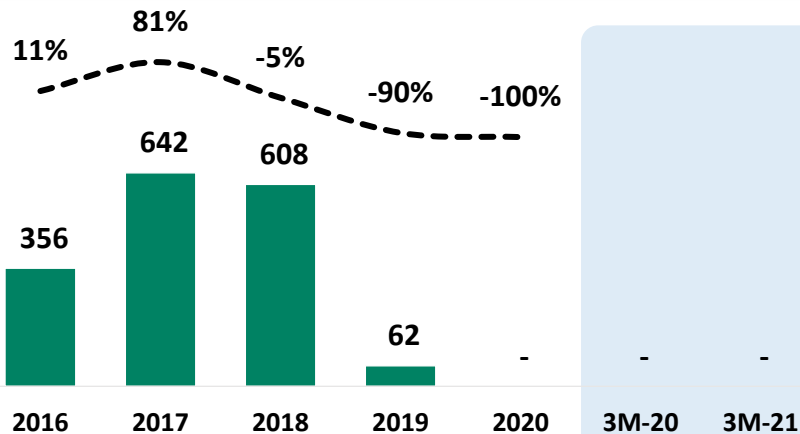


3M-2021



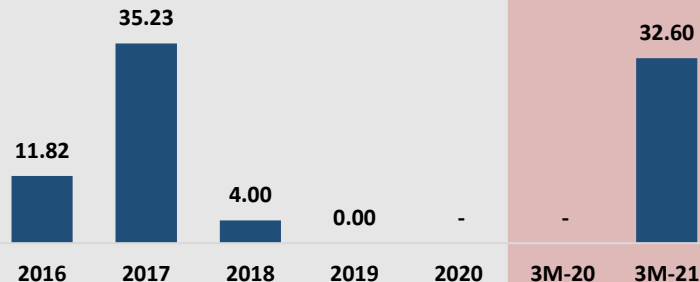
Real Estate Sales

Land Sales: Revenue & Growth (%)

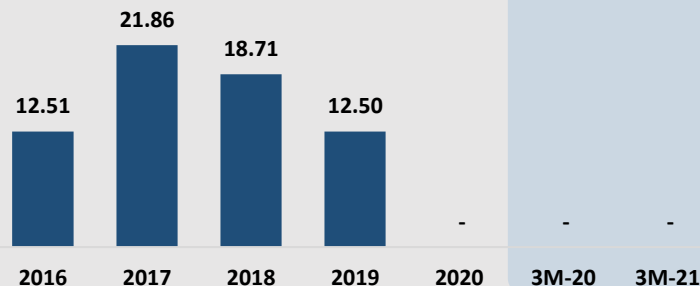


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Pre-Land Sale



Land Transfer

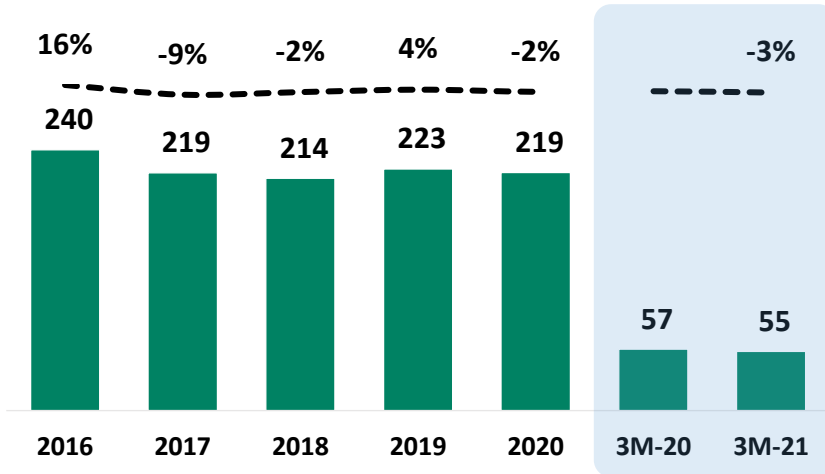


Note: 1 Hectare = 6.25 Rai

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

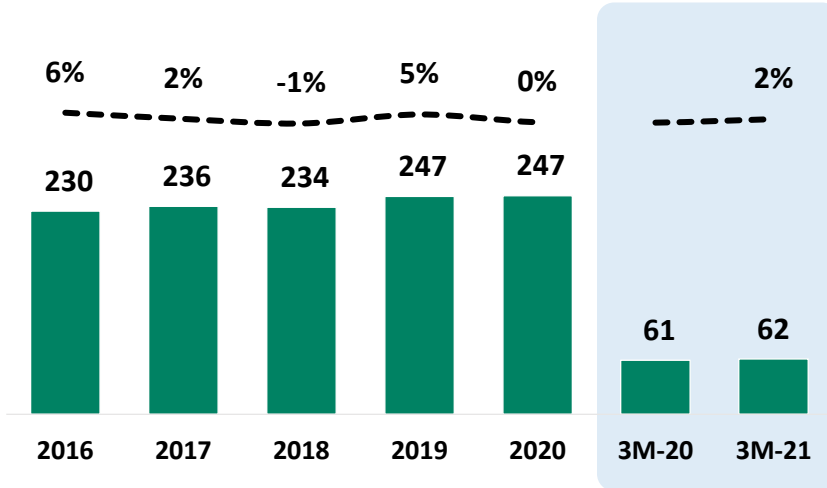
Note:

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)

ASSAB

SCHAEFFLER GROUP

Schneider Electric

PPG

valspar

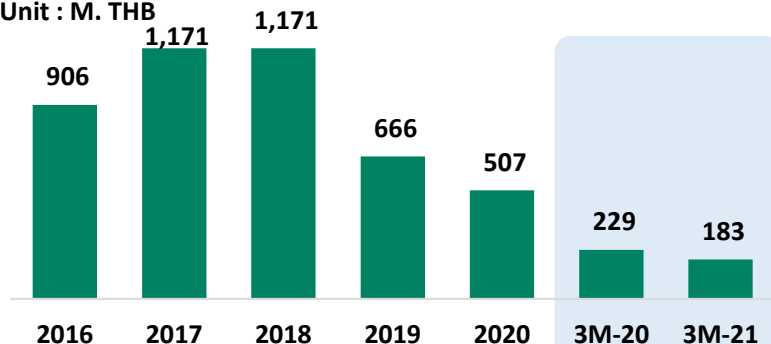
Amway

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Operating Results Summary

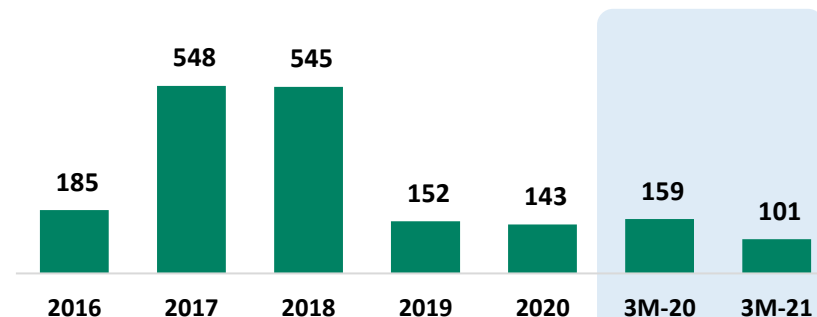
Revenue

Unit : M. THB



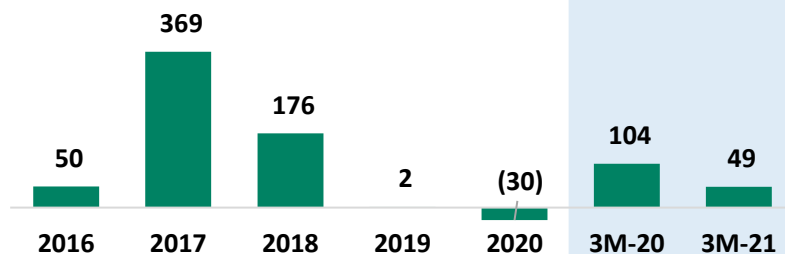
Operating income / EBIT

Unit : M. THB



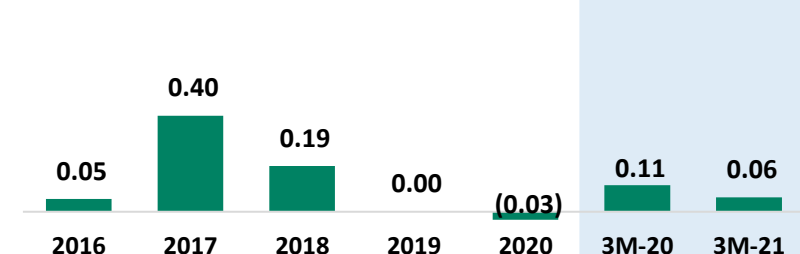
Net profit after deduct MI

Unit : M. THB



Earning per share

Unit : THB

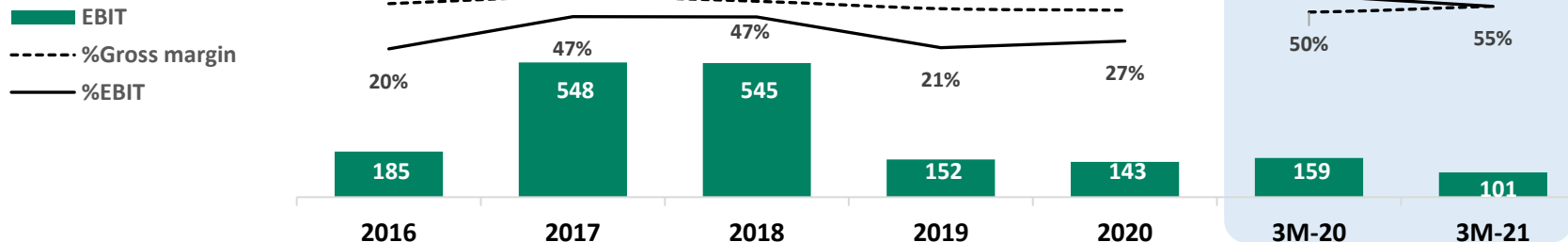


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Operating Results – Revenue and Gross Margin

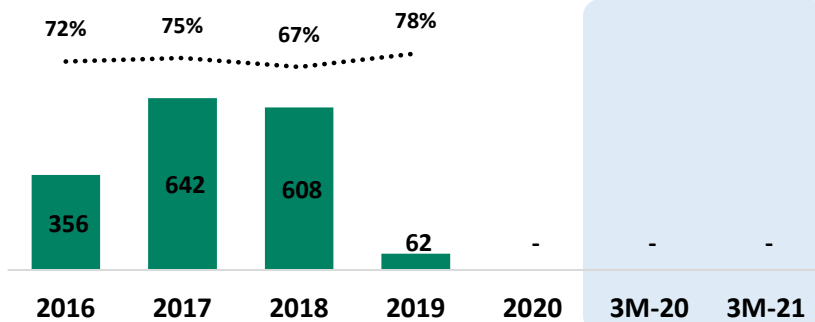
Gross Margin % & EBIT (% and value)

Unit : M. THB



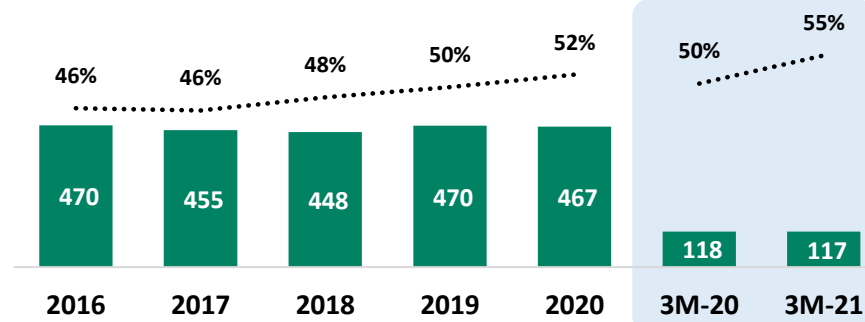
Real Estate Sales and Gross Margin

Unit : M. THB



Recurring Income and Margin

Unit : M. THB



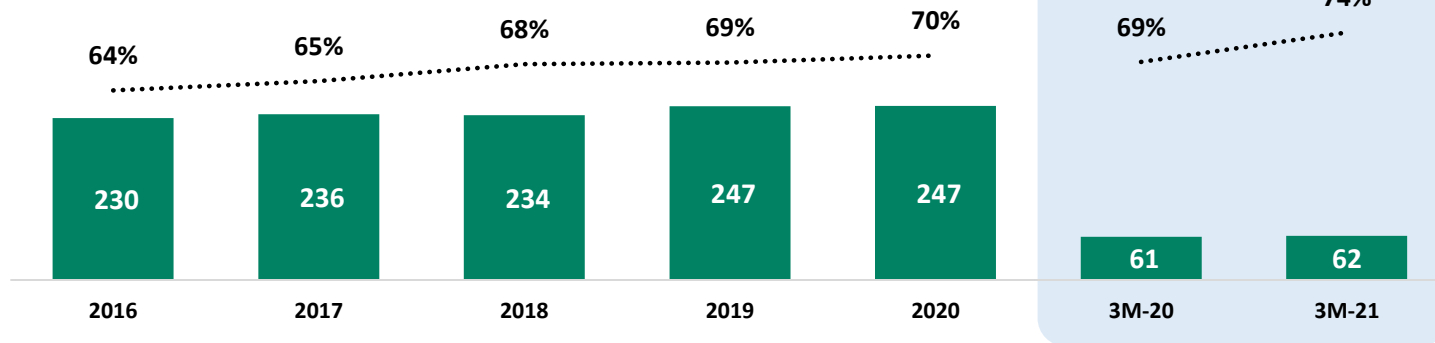
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Operating Results – Revenue and Gross Margin

Gross Margin

Rental Revenue

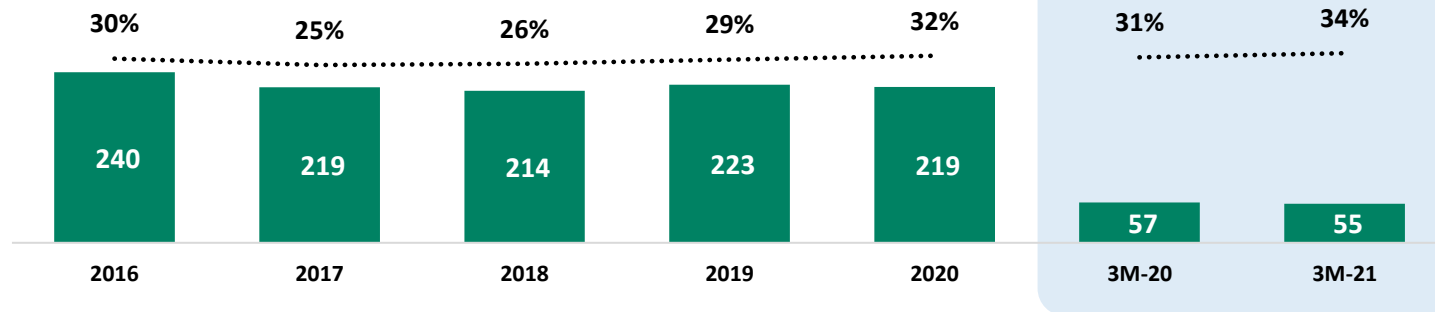
Unit : M. THB



Gross Margin

Utility Services Revenue

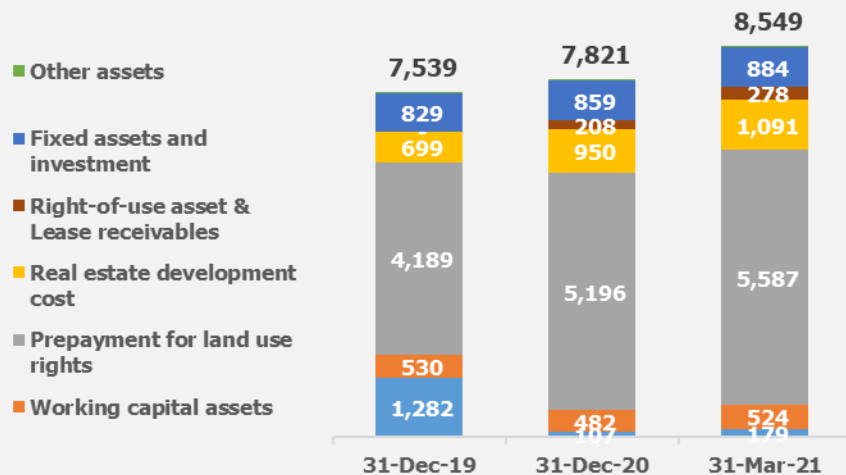
Unit : M. THB



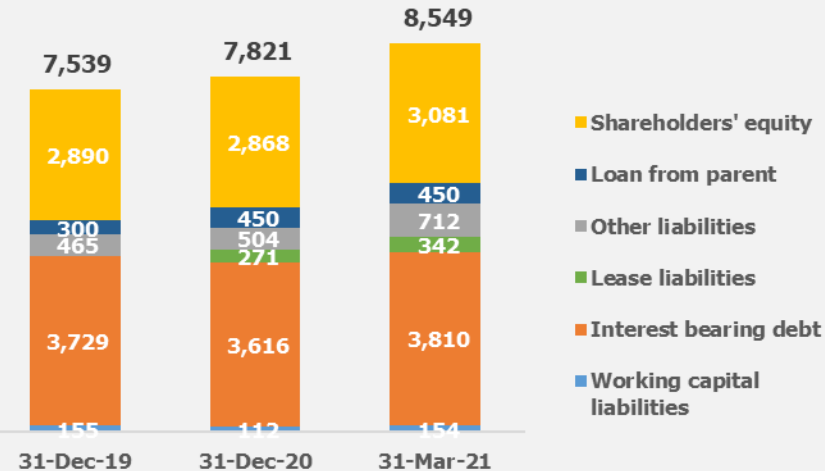
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Balance Sheet

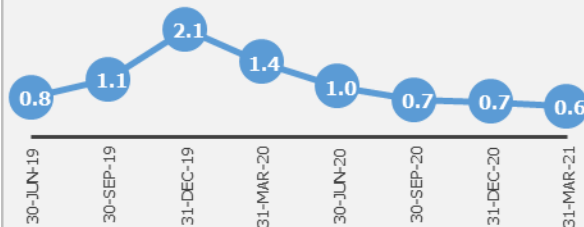
Asset



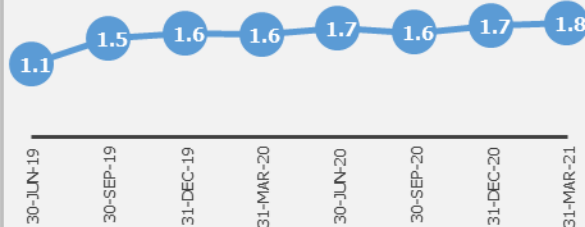
Liabilities and Shareholders' Equity



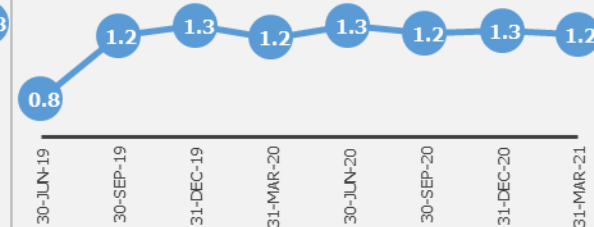
Current Ratio



D/E Ratio

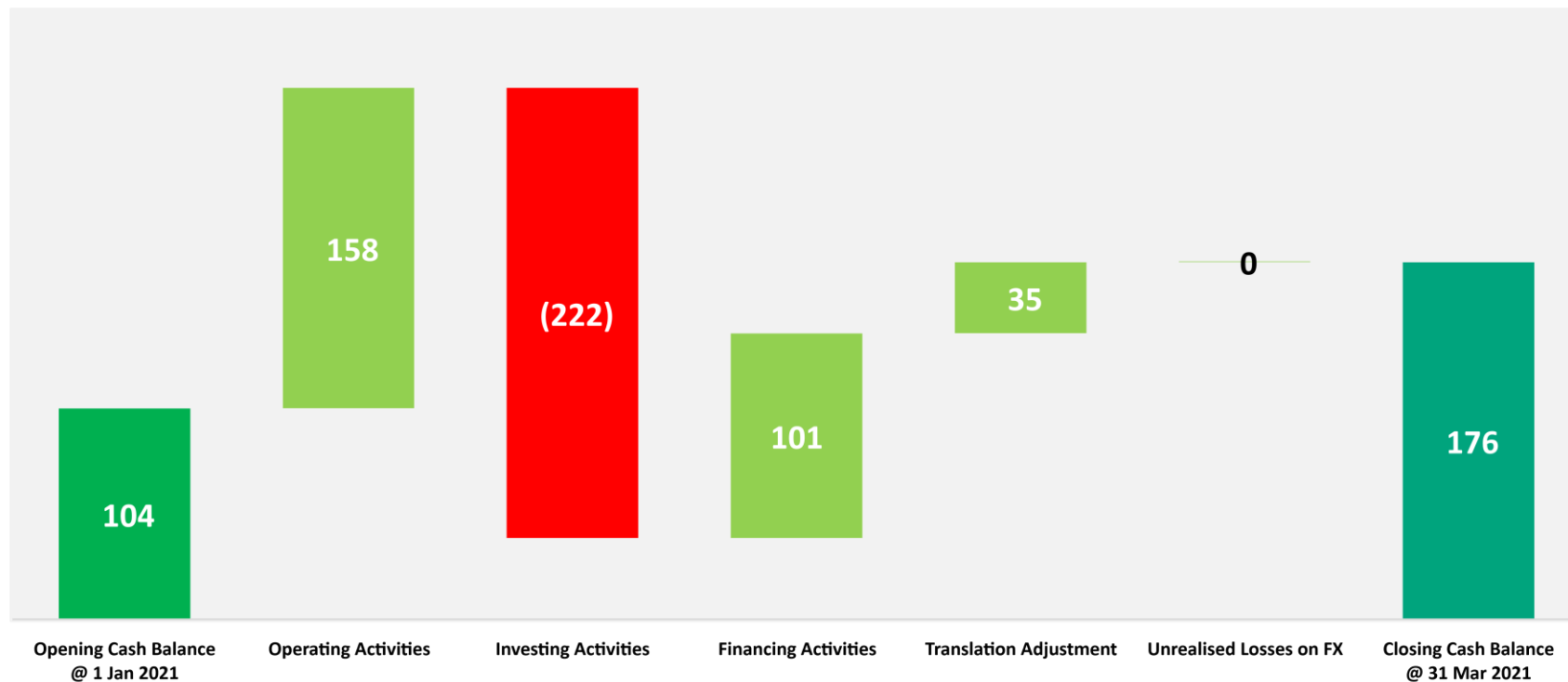


Interest Bearing Debt to Equity



Cash Flow Statement

AMATA VN CASH FLOW SUMMARY [M. THB]



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**Amata VN
Overview**

**1Q2021
Financial
Results**

**Looking
Ahead**

Appendix



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Creating Perfect Cities where opportunities abound

Recovery for Vietnam Economy

“both preventing pandemics and developing economy”



GDP
4.48%

1st quarter 2021



Total Trade
\$207 bn

4 months 2021



FDI
\$12.3 bn

4 months 2021

Growth rate of value added
of three economic sectors



↑ **3.16%**

Agriculture, forestry and fishing



↑ **6.30%**

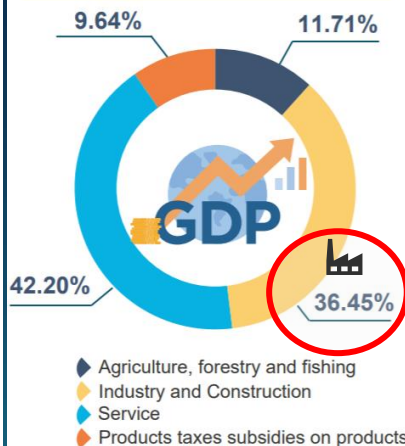
Industry and Construction



↑ **3.34%**

Service

GDP structure



Trade Surplus
\$1.3 bn

Export
\$103.9 bn
↑28.3%

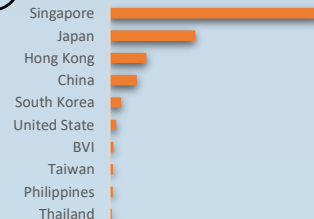
Import
\$102.6 bn
↑30.8%



Top 10 provinces



Top 10 countries



Amata City Long Thanh

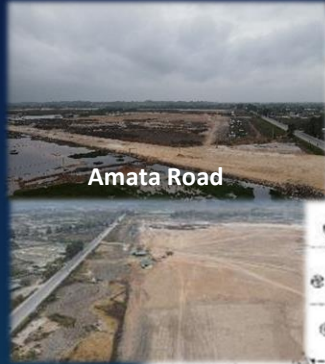


**Positive sales
feedback, ready for
sales in 2H2021**



JL_0032

Amata City Halong



Amata Road



Water Treatment Plan



Power Substation



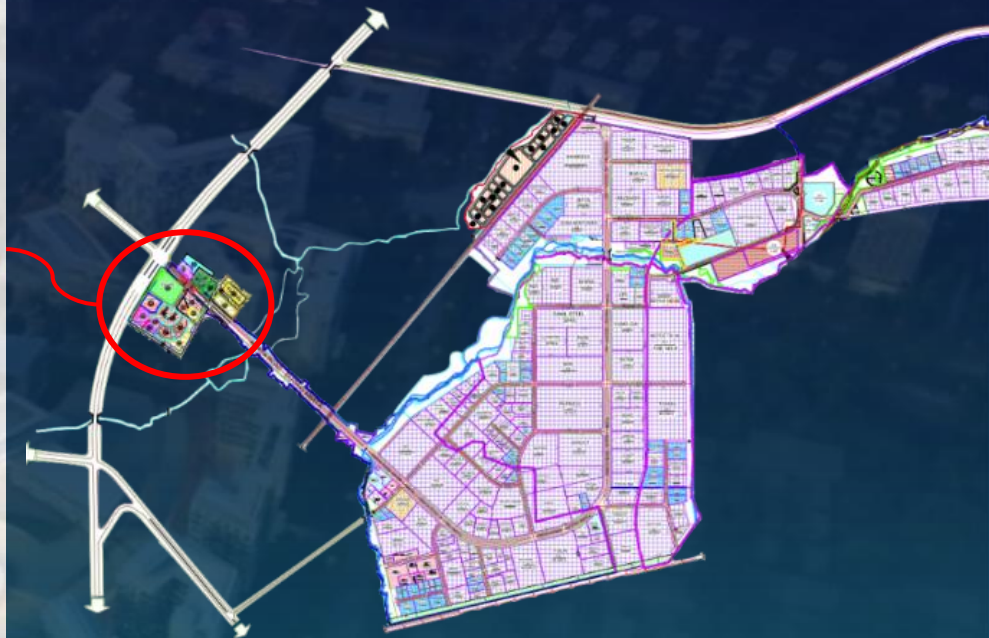
Soil Filling



Wastewater Treatment Plan

- First presales of 33 ha
- Expecting first land transfer in 3Q21
- Positive demand for land

Amata Commercial Complex - ACBH



Signed agreement for remaining 12 ha land in Amata Commercial Complex (Apr 21)

Quang Tri Industrial Park

Investment Certificate Approved



Quang Tri Province



AMATA
CITY BIENHOA

Sumitomo

VSIP

My Thuy
Seaport

13km

Phu Bai
Airport

66km

Dong Ha
City

25km

Lao Bao
Border

106km

Hue
City

50km

Chan May
Seaport

113km



Road 1A

Dong Nam IP

My Thuy
DEEP SEAPORT

POWER-
EGATI

WATER-
LIGOG16

DONG HA CITY

NEW ROAD 15D
UNDER ADB FUND

Lao Bao Border
and SEZ

LA LAY
BORDER



EGATI
1,320 MW



LICOGI
100,000 m3/day

Area: 4,746 km²
Population: 650,321



**Amata VN
Overview**

**2020
Financial
Results**

Going Forward

Appendix



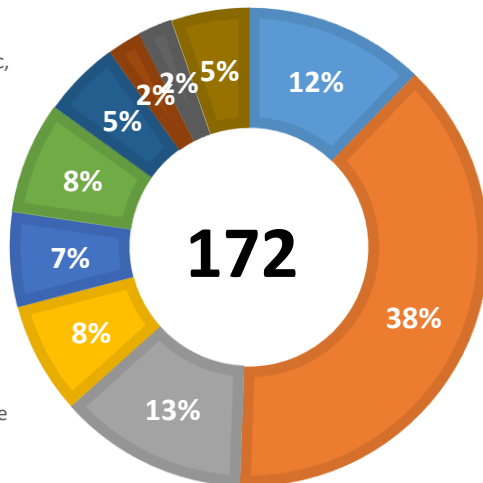
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VN

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Customer Profile

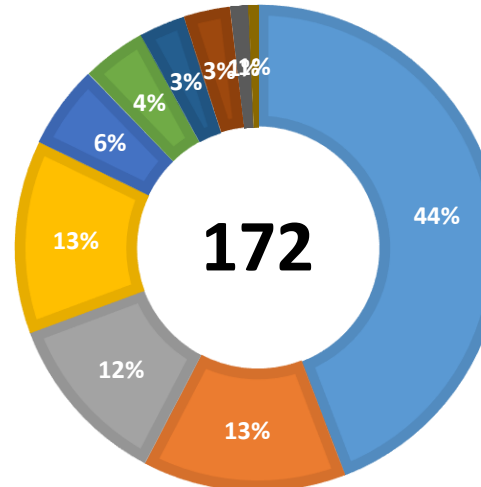
By Industry

- Chemical, paints
- Machinery, steel, metal, plastic, rubber
- Textile, garment
- Electric, electronic devices
- Beverage, food processing
- Packaging, printing
- Consumer products, health care
- Wood, furniture
- Logistics, service, infrastructure
- Others



By Nationality

- Japan
- Taiwan
- South Korea
- Vietnam
- USA
- Singapore
- Thailand
- Germany
- India
- Netherlands



Creating Perfect Cities where opportunities abound

As of 31 Dec 2020

AMATA CITY BIEN HOA



700

Hectares



172

Tennants



62,000

Labor
population



Highway No. 1	1	0 km
Bien Hoa City	2	5 km
Long Thanh International Airport	3	20 km
Ho Chi Minh City	4	30 km
Cat Lai Port	5	33 km
Tan Son Nhat Airport	6	35 km
Cai Mep Port	7	50 km
Vung Tau Port	8	65 km

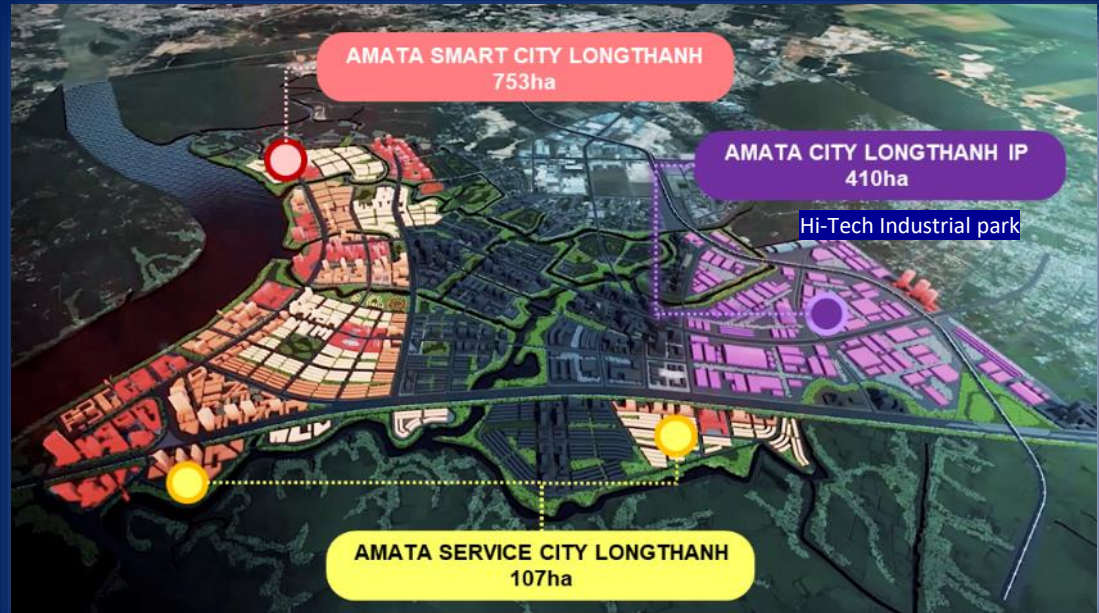


AMATA CITY & TOWNSHIP LONG THANH

410

Hectares

Hi-Tech Industrial park



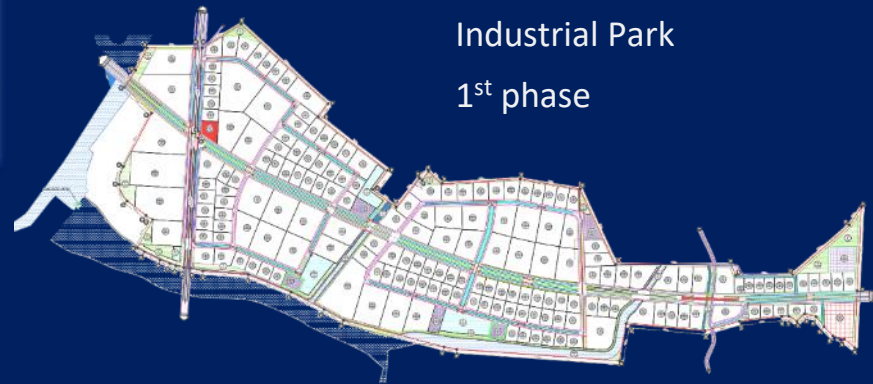
Located close to the future airline hub in the southern region, Long Thanh New International Airport, and along the highway to Ho Chi Minh City, Amata City Long Thanh enjoys the best location for both commercial and industrial land where future demand can be expected.

AMATA CITY HA LONG



714 Hectares

Industrial Park
1st phase



Latest project in **QUANG NINH**
QUANG YEN ECONOMIC ZONE

Enjoy the maximum tax incentive in Vietnam with optimal access to the social infrastructure for factory operation.

THANK YOU

For more information



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