

AMATA Corporation Public Company Limited

Financial Performance Result for the period of year ended September 30, 2023


AMATA
SMART CITY



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1 Q3-2023 Highlights

2 Company Overview

3 9M-2023 Performance

4 ESG

Moving toward low carbon society

MOU with Amata B.Grimm Power to develop 19.5 MW Floating Solar Farm

Project Benefits:

- Positive impacts on energy management
- Reduce water loss from evaporation in the reservoir
- Align with the long-term vision



Continue to expand Smart & Eco City



On August 3, 2023, the Export-Import Bank of Thailand and AMATA City Laos Company Limited signed a collaboration agreement introducing a credit facilitation agreement designed to expedite the industrial city development by AMATA in Laos.

Maintains Company Credit Rating at “A-/Stable”



A Strategic Partner of **S&P Global**



TRIS Rating affirms the company rating at
“A-” with a **“Stable”** outlook.

The affirmation proven that the company is one of the
leading industrial estate developers in Thailand.

2023 Awards & Recognitions



IAA Awards

Received
Outstanding IR Award
from Property and
Construction category



ECO Excellence Award

Commended for
Industrial Eco Excellence
recognition from
Industrial Estate
Authority Of Thailand



ESG Recognitions

Achieved **AAA**
in SET ESG Rating
2023 and Earn
5 Stars on CGR
Rating



SET Awards

Secured
Sustainability
Awards of Honor at
SET Awards 2023



Corporate Social Impact Awards

Earned the silver
level of **AMCHAM**
Corporate Social
Impact Awards for
the second
consecutive year

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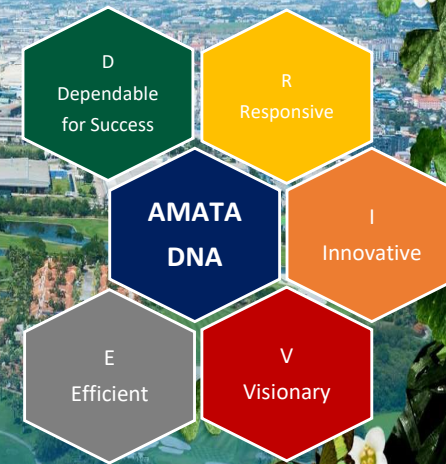
WELCOME TO A WORLD OF EXCITING POSSIBILITIES

Amata is a leading developer and operator of industrial estates,
ready to welcome your business

AMATA
POSSIBILITIES HAPPEN



VIKROM KROMADIT
*Director and Chief Executive Officer of
Amata Corporation PCL*



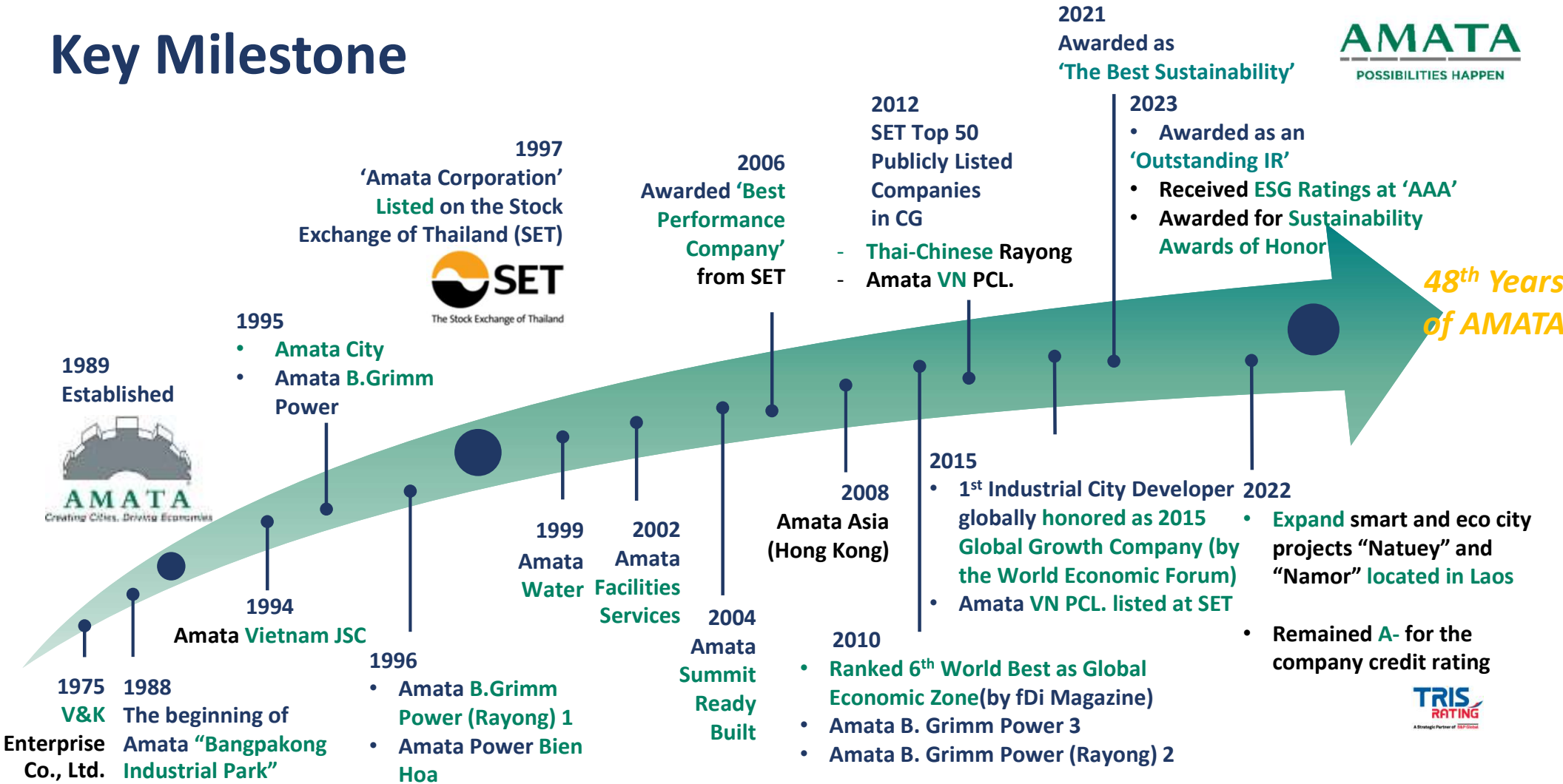
VISION

Creating Perfect Cities
Where Opportunities
Happen

MISSION

We are committed to creating a culture of **ALL WIN** for our stakeholders by expanding to new frontiers and exploring innovation to build **SMART CITIES** for enriching quality of life.

Key Milestone





AMATA SMART & ECO CITY **NATUEY**

Luang Namtha province
4.10 km² (2,563 Rai)
established in 2022



AMATA SMART & ECO CITY **NAMOR**

Oudomxay province
31.50 km² (19,688 Rai)
established in 2022



YANGON AMATA SMART ECO CITY

Yangon Region
8.09 km² (5,056 Rai)
established in 2019



AMATA CITY **CHONBURI**

Chonburi province
49.97 km² (31,234 Rai)
800+ factories / established in 1989



AMATA CITY **RAYONG**

Rayong province
31.11 km² (19,444 Rai)
450+ factories / established in 1995

*Remark: 1 km² = 625 Rai

AMATA CITY **HA LONG**

Quang Ninh province
7.14 km² (4,463 Rai) / 2 factories
established in 2018

QUANG TRI PROJECT

Quang Tri province
1 km² (625 Rai)
established in 2022

AMATA CITY **BIEN HOA**

Dong Nai province
5.13 km² (3,206 Rai)
170+ factories
established in 1994

AMATA CITY **LONG THANH**

Dong Nai province
established in 2015

Project included

- HIGHTECH INDUSTRIAL PARK
4.10 km² (2,563 Rai)
- TOWNSHIP LONG THANH
7.53 km² (4,706 Rai)
- SERVICE CITY LONG THANH 1
0.55 km² (344 Rai)
- SERVICE CITY LONG THANH 2
0.51 km² (319 Rai)

AMATA

POSSIBILITIES HAPPEN



More than
1,400 Factories
from
30 nationalities



150.73 Sq.km
(94,206 Rais)
area



More than
300,000
People working
in factories

AMATA Group of Companies

INDUSTRIAL ESTATES



- AMATA CITY CHONBURI
- AMATA CITY RAYONG
- AMATA CITY BIEN HOA
- AMATA CITY LONG THANH
- AMATA CITY HALONG
- YANGON AMATA SMART AND ECO CITY
- AMATA CITY LAO SOLE
- AMATA SMART AND ECO CITY LAO PDR
- AMATA GMS DEVELOPMENT

URBAN DEVELOPMENT

- AMATA TOWNSHIP LONG THANH
- AMATA SERVICE CITY LONG THANH 1
- AMATA SERVICE CITY LONG THANH 2

UTILITIES



- POWER PLANT
- WATER SUPPLY PLANT AND DISTRIBUTION FOR INDUSTRY
- WASTE WATER TREATMENT PLANT
- NATURAL GAS NETWORK AND CONTROL STATION FOR INDUSTRIAL ESTATE
- INDUSTRIAL GAS BUSINESS
- FIBER OPTICS NETWORK
- RENEWABLE ENERGY

SERVICES



- WASTE & INDUSTRIAL WASTE MANAGEMENT
- READY BUILT FACTORY FOR RENT
- SECURITY
- MAINTENANCE FOR OFFICE AND FACTORY
- HOSPITAL
- EDUCATION
- RESIDENTIAL
- COMMERCIAL
- RECREATION
- HOTEL

INVESTMENT



- AMATA ASIA LTD.
- AMATA VN PCL
- AMATA GLOBAL PTE. LTD.
- AMATA ENERGY CO., LTD.
- AMATA ASIA (MYANMAR) LTD.

AMATA CITY CHONBURI



- **Amata Power Plant**
5 blocks : Installed Capacity 675 MW



- **Power Substation of PEA**
3 Substations : 300 MW



- **Natural Gas Supply**
2 OTS : 59,000 cu.m./hour



- **Rental Factories**
Ready Built Facilities up to 5,000 m²



- **Waste Water Treatment Plant**
4 Plants : 50,500 m³



- **Water Supply & Sources**
Total Raw Water Supply: 47.5 million m³



- **Fiber Optic Network**
All area in Amata City Chonburi



- **Data Center Park**
High-Quality Infrastructure Flood Protection



- **Amata Mansion**
5-Floor, Condominium 168 Unit



- **Amata Spring Country Club**
18 holes world class golf club



- **School**
International School G.1-6
Satit Kaset Laboratory G.1-12



- **Thai German Institute** Quality Training Facilities and institute for upgrading of workers' skills



- **Financial Street**
9 Major Banks and leasing companies



- **Amata Vibharam Hospital**
a 200-bed hospital with specialist services



- **Tesco Lotus Plus Mall**
38,000 m² complex with a hyper mart



- **Hotel**
4-star property with 5-star facilities and services

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9M-2023 Performance Summary

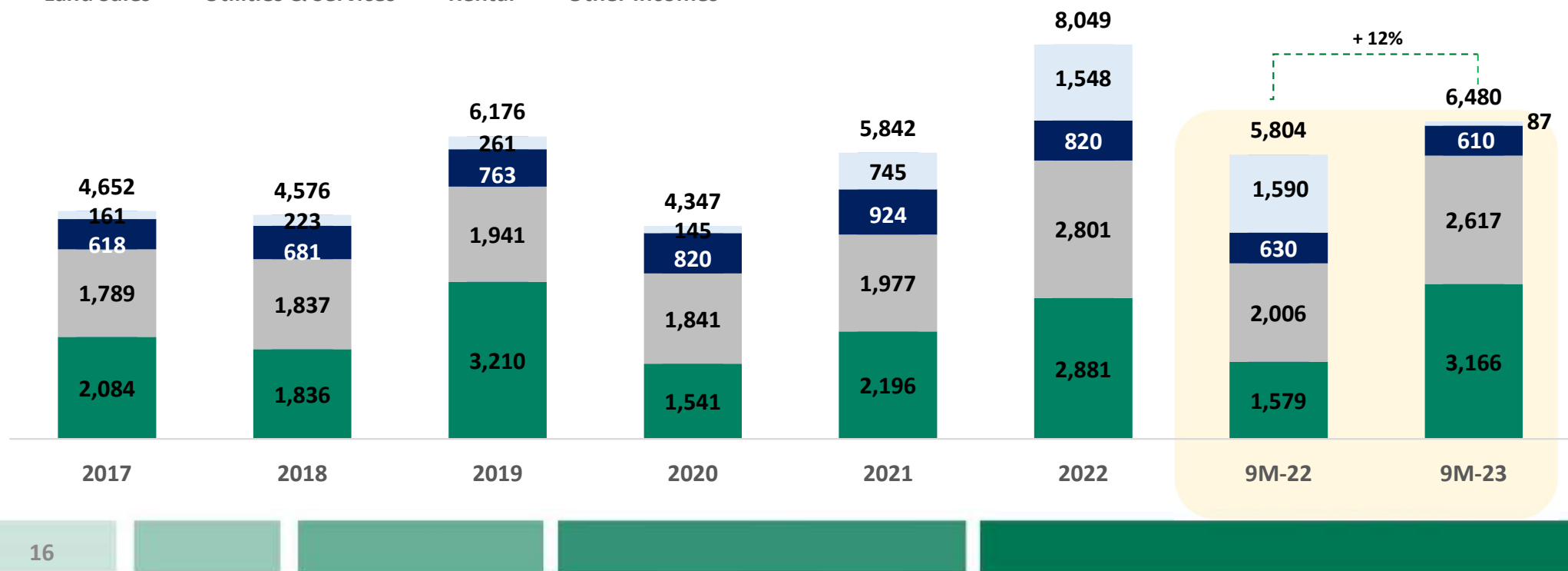
- Total revenue posted at THB 6,480 million, increased 12% (YoY)
- Earnings after MI reported at THB 1,202 million decreased 23% (YoY)
- Share profit from investment in associates THB 717 million, rose 603% (YoY)
- Land transferred of 485 Rais with remaining backlog at THB 10,650 million

Evolution of Revenue Growth



Unit: MB

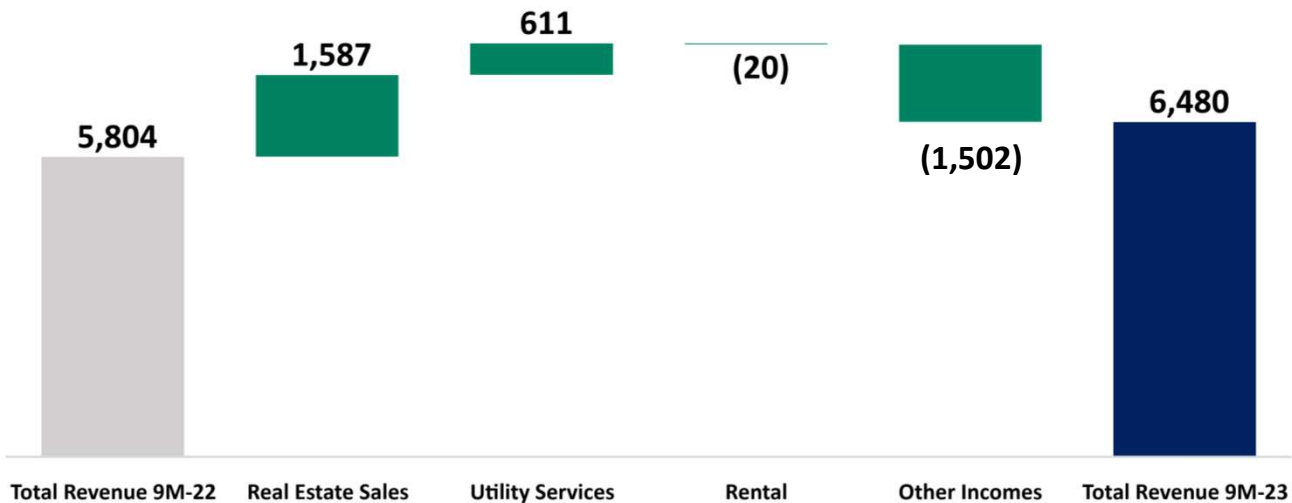
■ Land Sales ■ Utilities & Services ■ Rental ■ Other Incomes



Business Segment	9M-22	9M-23	% Change
Land Sales	1,579	3,166	101%
Utilities & Services	2,006	2,617	30%
Rental	630	610	(3%)
Other Incomes	1,589	87	(95%)
Total Revenue	5,804	6,480	12%

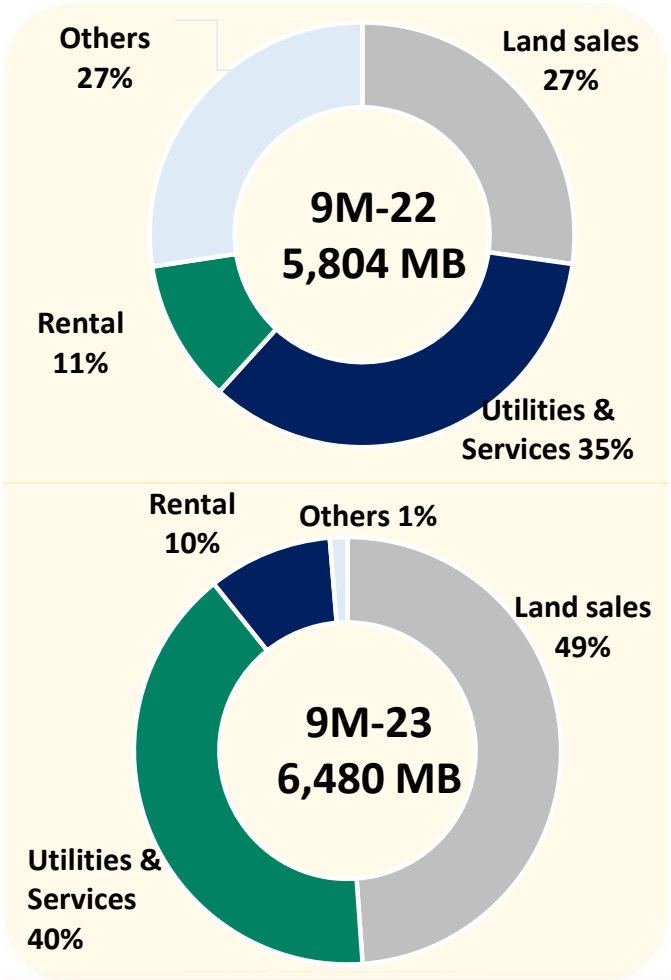
Analysis of Change on Revenue

Unit: MB



Land Transferred (%)	AMATA CITY CHONBURI	AMATA CITY RAYONG	THAI CHINESE RAYONG	AMATA VN
9M-22	2%	73%	14%	12%
9M-23	21%	42%	0%	37%

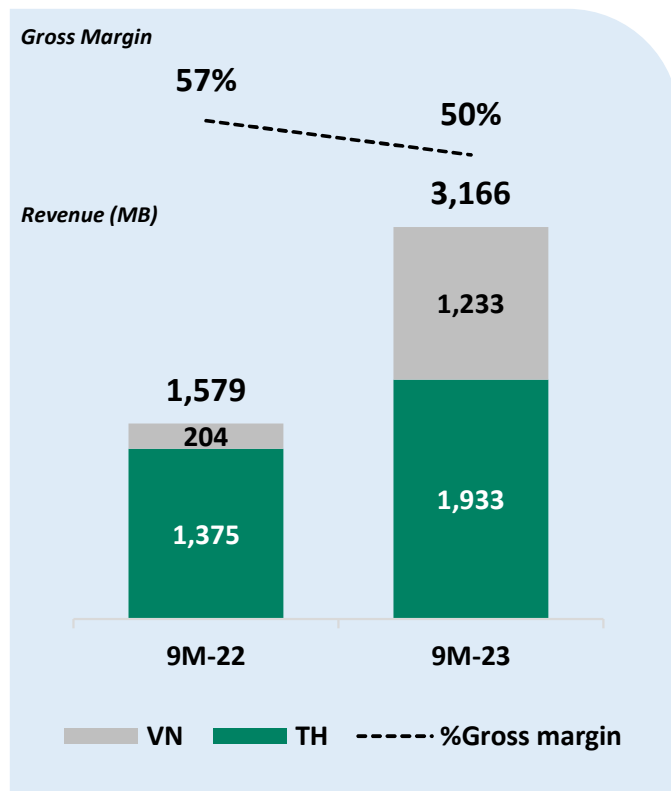
*in terms of rai



Industrial Land Sales

Revenue : 3,166 MB

GPM (%) : 50%

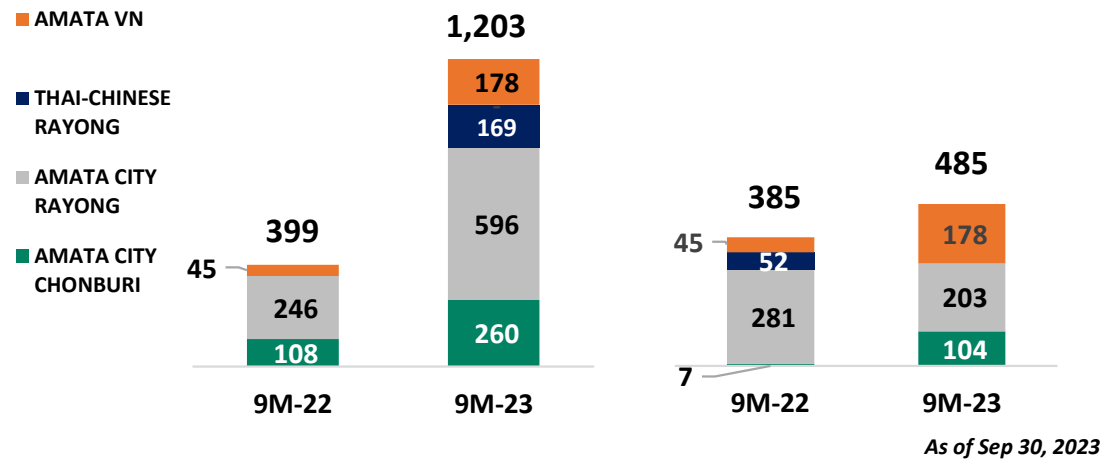


Backlog:
(30 Sep. 2023)
10,650 MB

Pre-Land Sales
9M-2022 vs 9M-2023

Land Transfer
9M-2022 vs 9M-2023

Unit: Rais



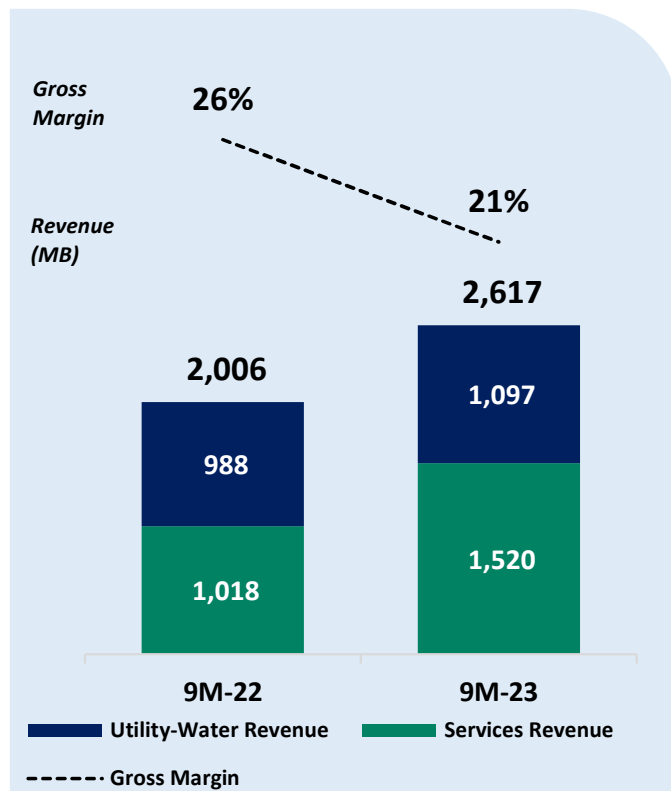
Land Bank (Unit : Rai)	Chonburi	Rayong	Total
Land available for sales	475	771	1,246
Raw Land - Pending for development	11,095	1,055	9,908
Commercial Area	779	213	992
Grand Total	12,349	2,039	14,388

*Exclude TCR's land

Utility and Services

Revenue : 2,617 MB

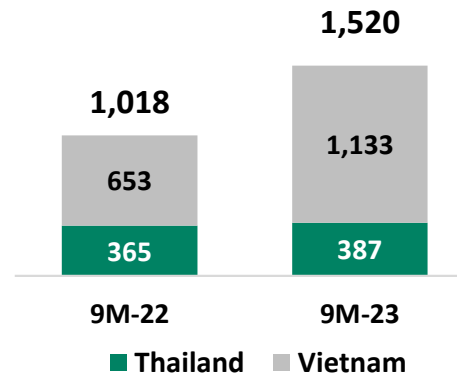
GPM (%) : 21%



Services Revenue: 1,520 MB

- Services revenue has substantially increased compared to the previous year mainly contributed from Vietnam.

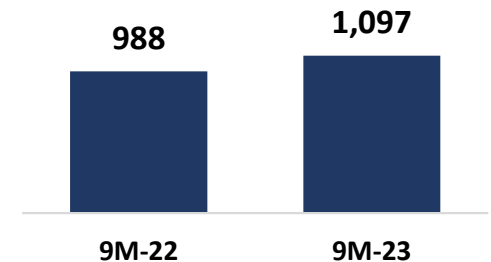
Unit: MB



Water Revenue: 1,097 MB

- Water revenue contributed only from Thailand and the consumption rate has grown up around 10% from the previous year.

Unit: MB



Remark: Water revenue was from Thailand only.

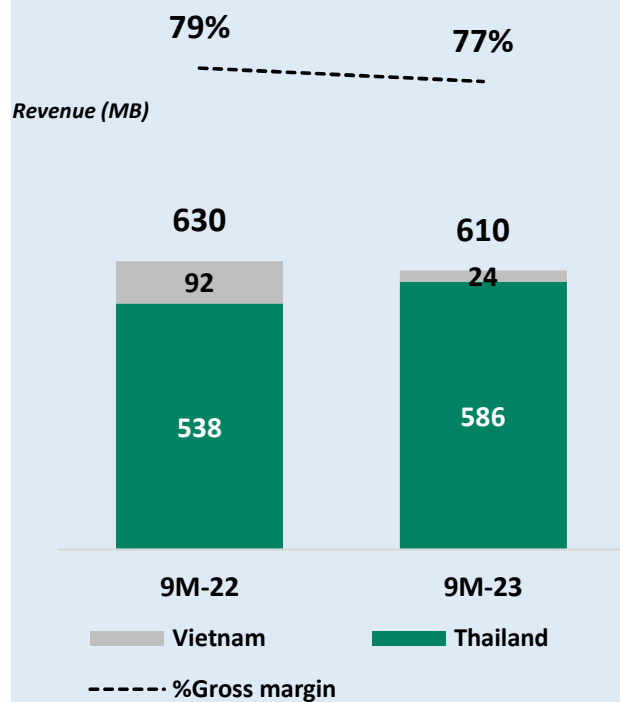
Rental

Revenue : **610 MB**

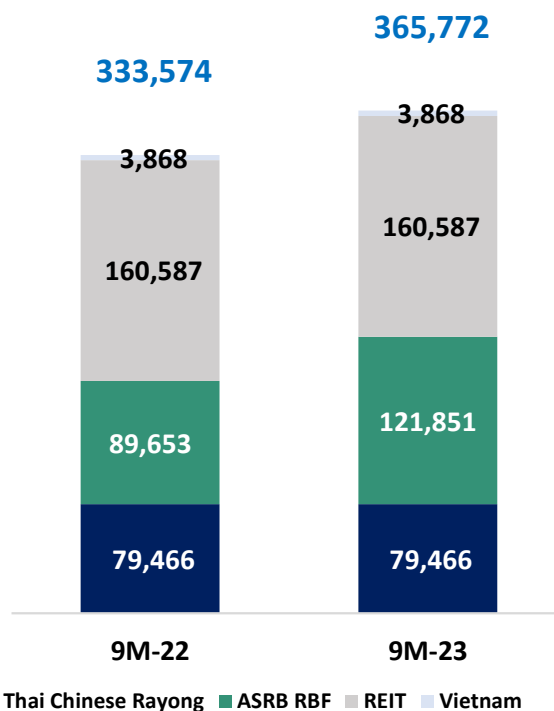
GPM (%) : **77%**

Ready-Built Factories (Thailand and Vietnam) = 365,772 Sq.m.

Gross Margin



RBF Area (Sq.m.)



Location	Occupancy
TH	93%
VN	100%

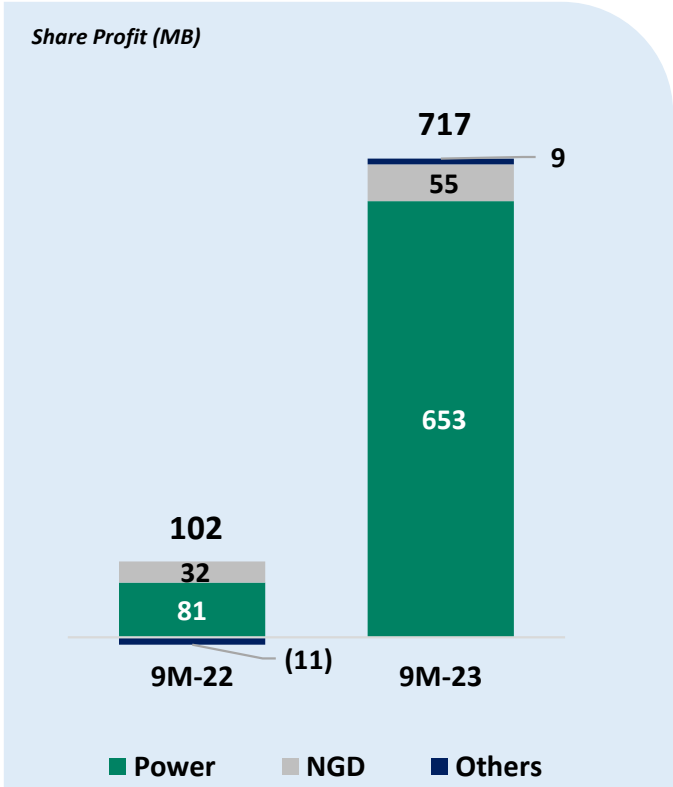


Share of Profit from Investment in Associates



Share Profit : 717 MB
Share Profit growth : 603%

Major contribution from share of profit was from Power Plants Group at 653 MB



Power business performance was increase more than 100% compared to the same period last year was from a higher Ft rate.

Natural gas supply (Amata NGD) performance compared to the same period last year was increased around 72%.

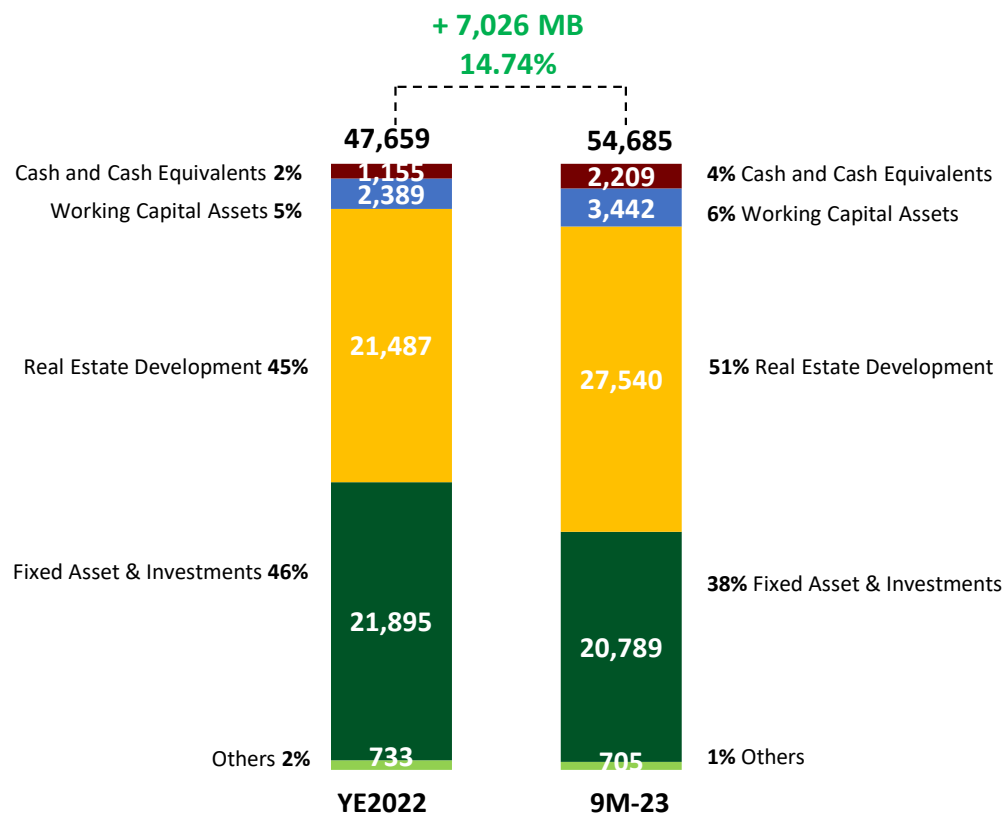
Share of profit contribution percentage (%)			
	POWER	NGD	Other
9M-22	80%	31%	-11%
9M-23	91%	8%	1%



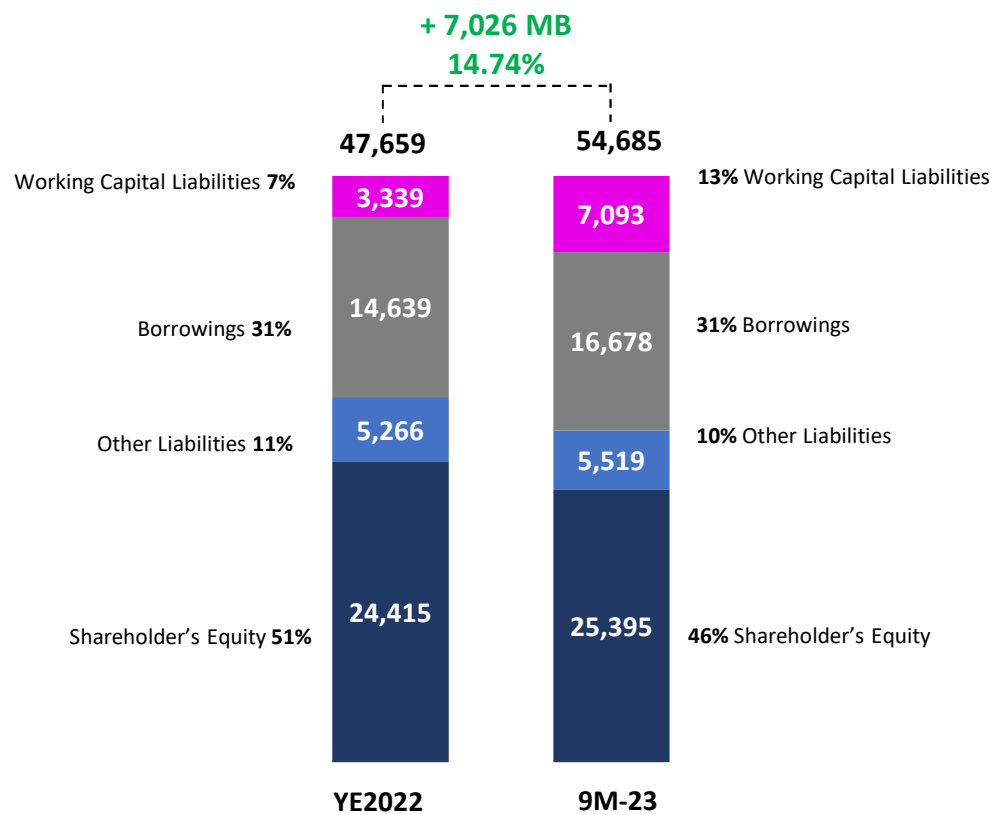
Consolidated Balance Sheet

Unit: MB

Total Assets



Total Liabilities and Equity

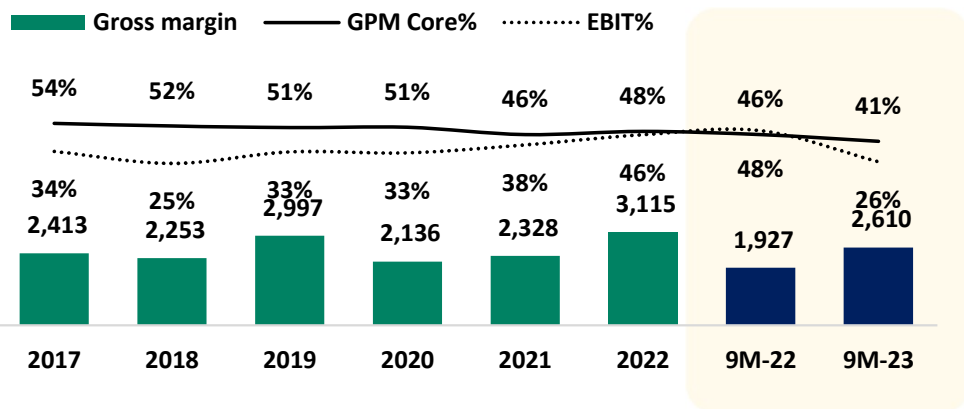


Statement of Cash Flows

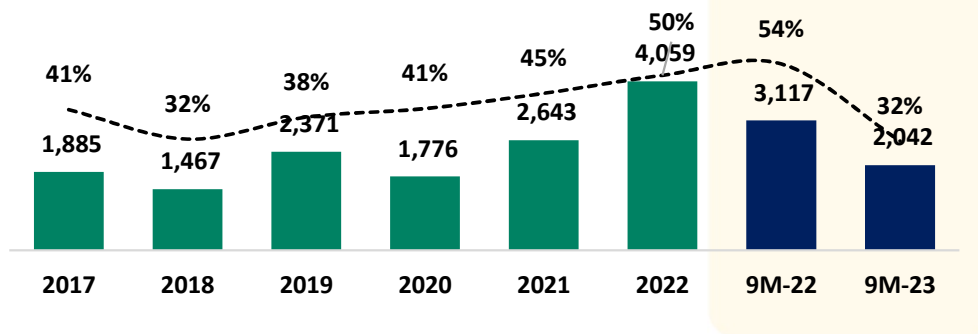
	9M-2022	9M-2023	%
	(Million Baht)	(Million Baht)	
Cash and cash equivalent at beginning of year	1,739	1,155	(34%)
Cash from operating activities	2,253	5,591	
Cash used in investing activities	(85)	(4,873)	
Cash used in financing activities	(1,409)	304	
Changes in translation adjustments	44	32	
Net increase (decrease) in Cash	803	1,054	
Cash and cash equivalent at end of period	2,542	2,209	(13%)

Financial Highlights

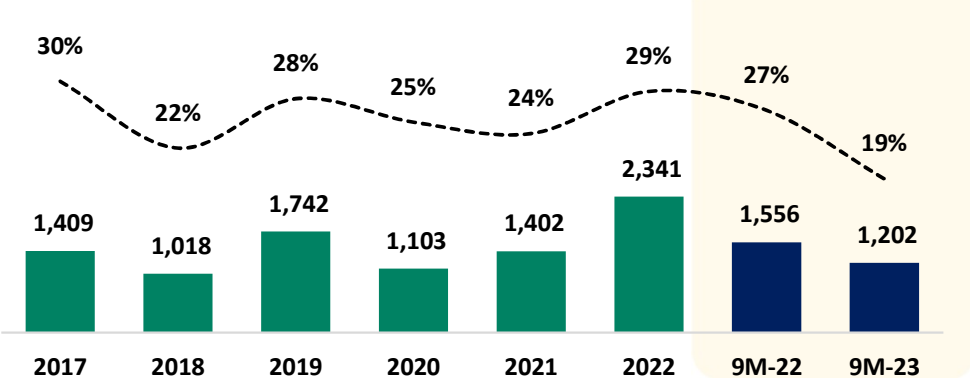
EBIT % & Gross Margin (% and value) Unit: MB



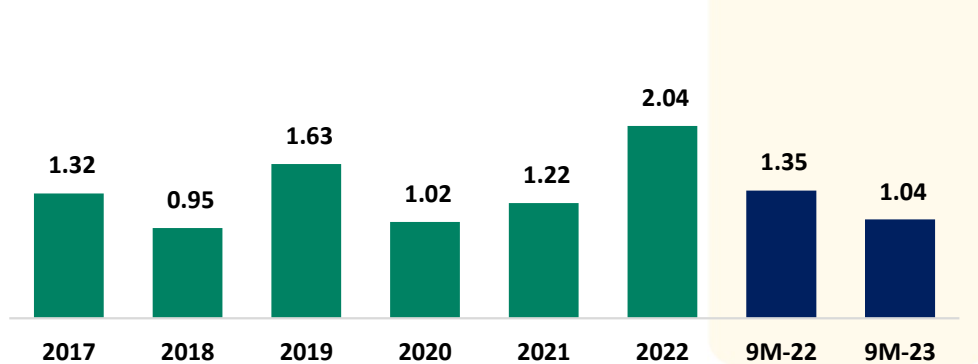
EBITDA (% and value) Unit: MB



Net Profit after MI (% and value) Unit: MB



Earning per share Unit: Baht/share

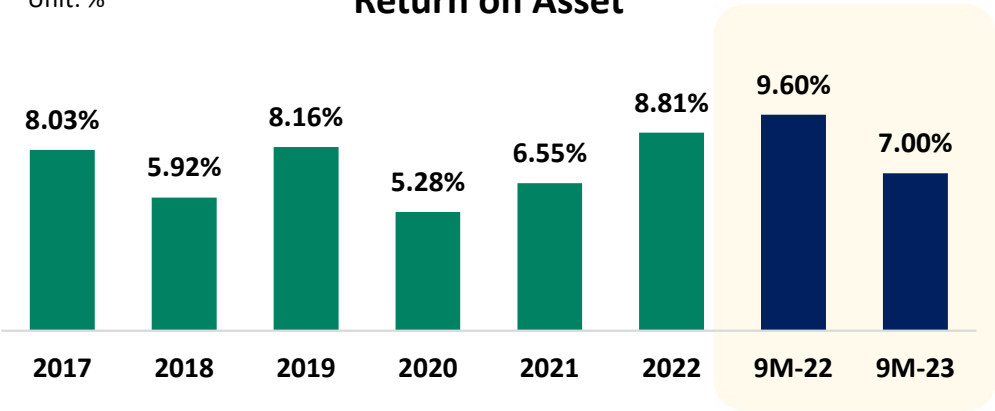


Financial Highlights



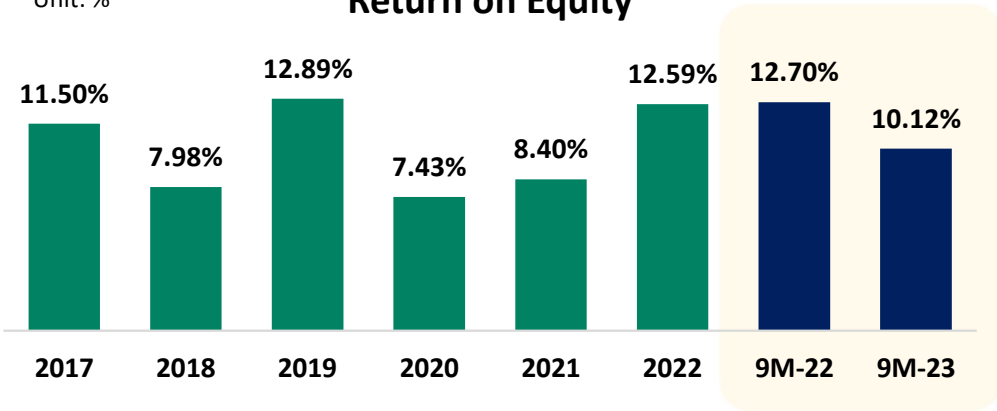
Unit: %

Return on Asset



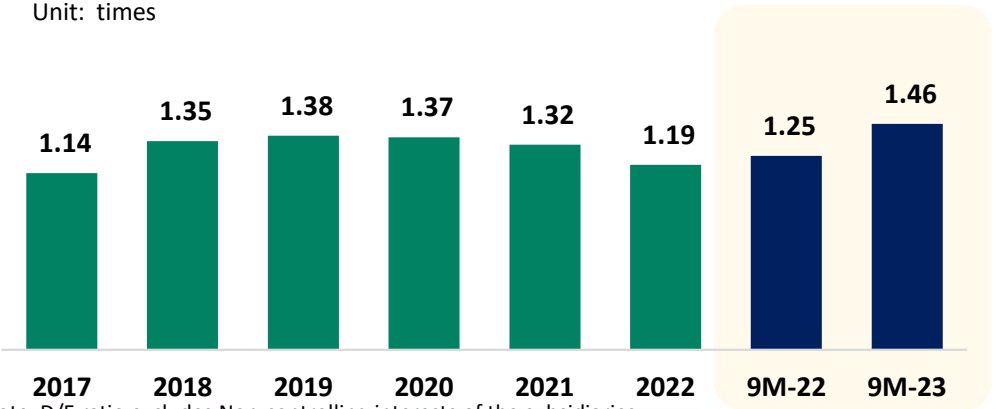
Unit: %

Return on Equity



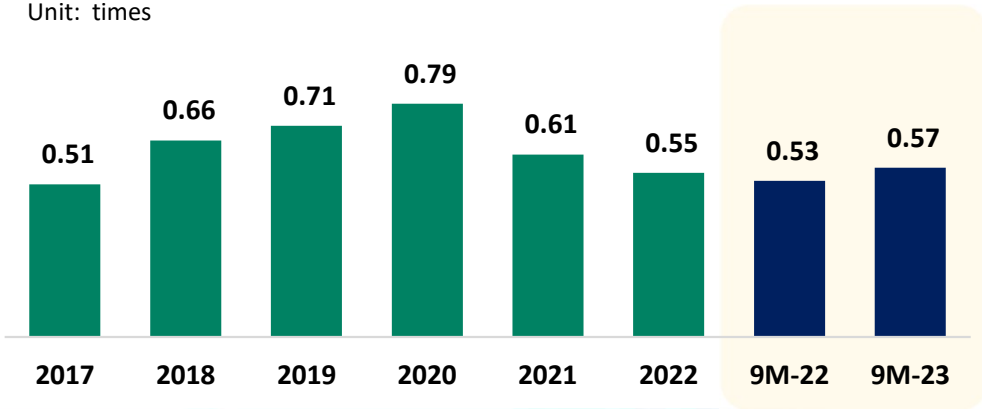
Unit: times

Debt to Equity



Unit: times

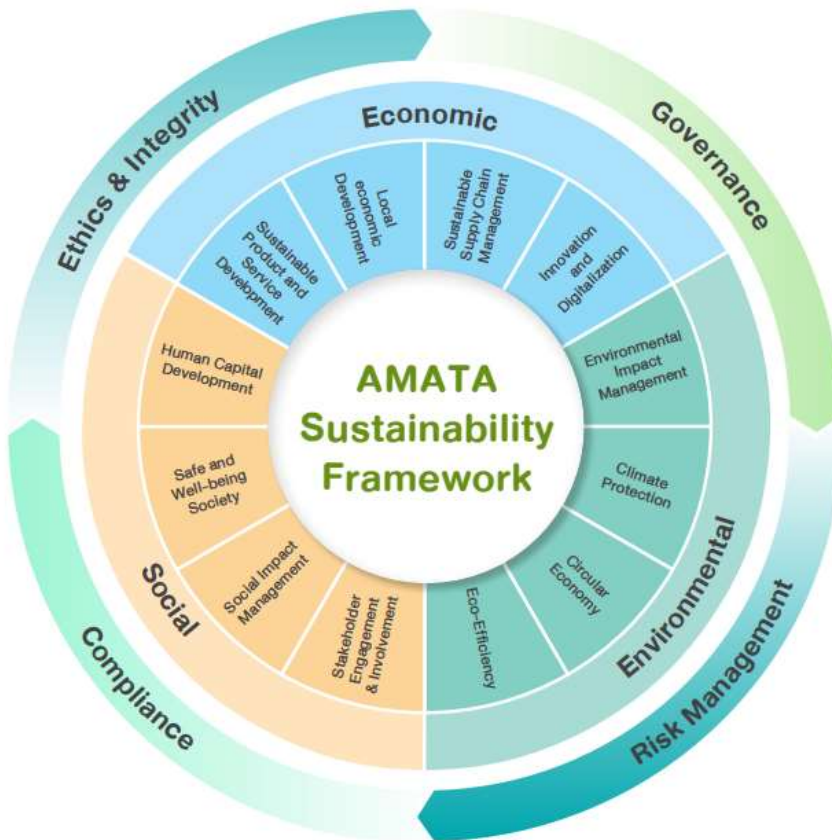
Net Gearing Ratio



Note: D/E ratio excludes Non-controlling interests of the subsidiaries

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Sustainability Framework and Recognition



Amata Recognition



Excellent CG Scoring



Sustainability Disclosure Award



CAC Certified



Achieved the highest SET ESG Rating



Received Sustainability Awards of Honor



Scored 100/100 on AGM Checklist



Received ECO-Excellence Awards

“Save Earth Save Us” Strategy for Climate Change

1

Climate Resilience City

Adapt and increase our capability to effectively cope with the climate change effects

1. Strive for water security by building internal reservoirs
2. Reduce surface water dependency by utilizing treated water according to zero discharge principle
3. Choose climate resilience location only

2

Carbon Neutral City

Reduce greenhouse gas emissions from the operations to create a low carbon society

1. Maximize energy efficiency
2. Strive for zero waste to landfill
3. Accelerate renewable energy transition with optimized technology
4. Collaborate with climate-concerned alliances

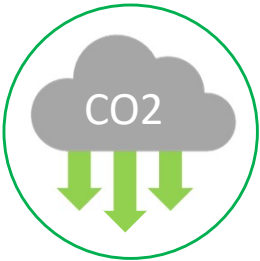
3

Climate-related Products & Services

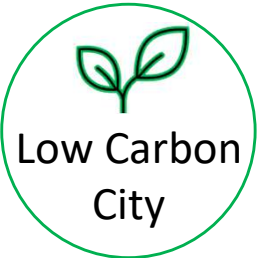
Develop climate-related products and services to increase competitive advantage

1. Take a lead in circular business products and services for IE existing and future customers.

Sustainability Targets



Reduce Direct and Indirect Greenhouse Gas
Emission intensity by 30% in 2030



Become a **low carbon city** in **2040**

Management Approach

- Energy Management
 - Increase energy efficiency and promote use of renewable energy
- Sustainable Water Management
 - Water supply and reservoir development
 - Circular water management
- Natural Resource Protection and Restoration
 - Converting Public Areas to Community Forest
- Solid and Industrial Waste Management
 - Zero waste to landfill

WELCOME TO A WORLD OF EXCITING POSSIBILITIES

Amata is a leading developer and operator of industrial estates,
ready to welcome your business

AMATA
POSSIBILITIES HAPPEN

Q&A

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