



# **SPCG Public Company Limited**

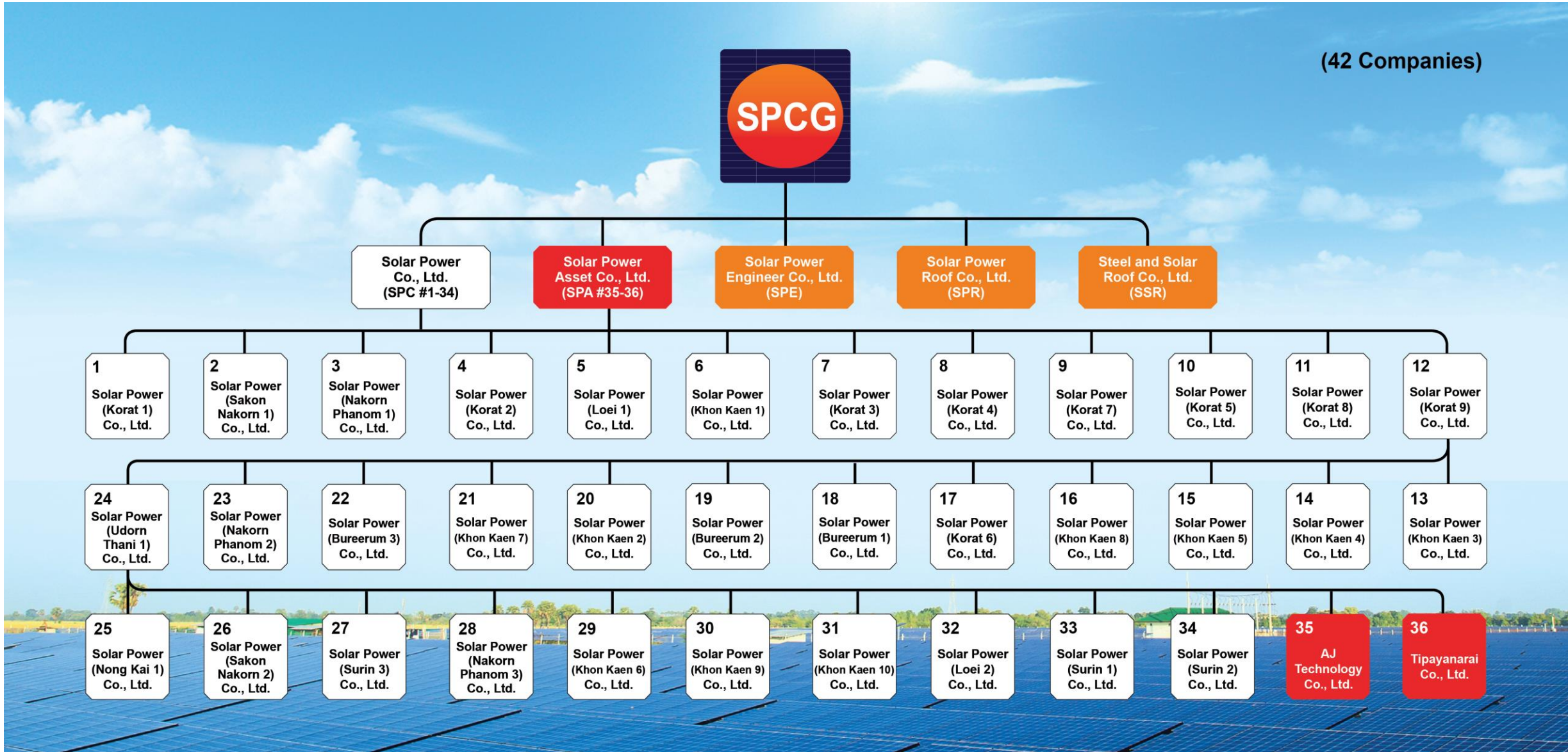
**The Leading Solar Farm and Solar Roof  
in Thailand and ASEAN**

Operating Results end of Year 2018  
Opportunity Day – March 5, 2019 10:10 – 11:10 @ SET



# CORPORATE STRUCTURE







# BUSINESS OVERVIEW





# Business Overview

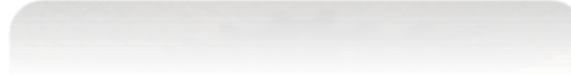
- **Solar Farm**



- **Solar Roof**

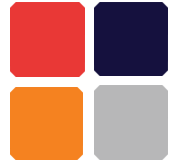


- **Sales & Service Authorized Partner**

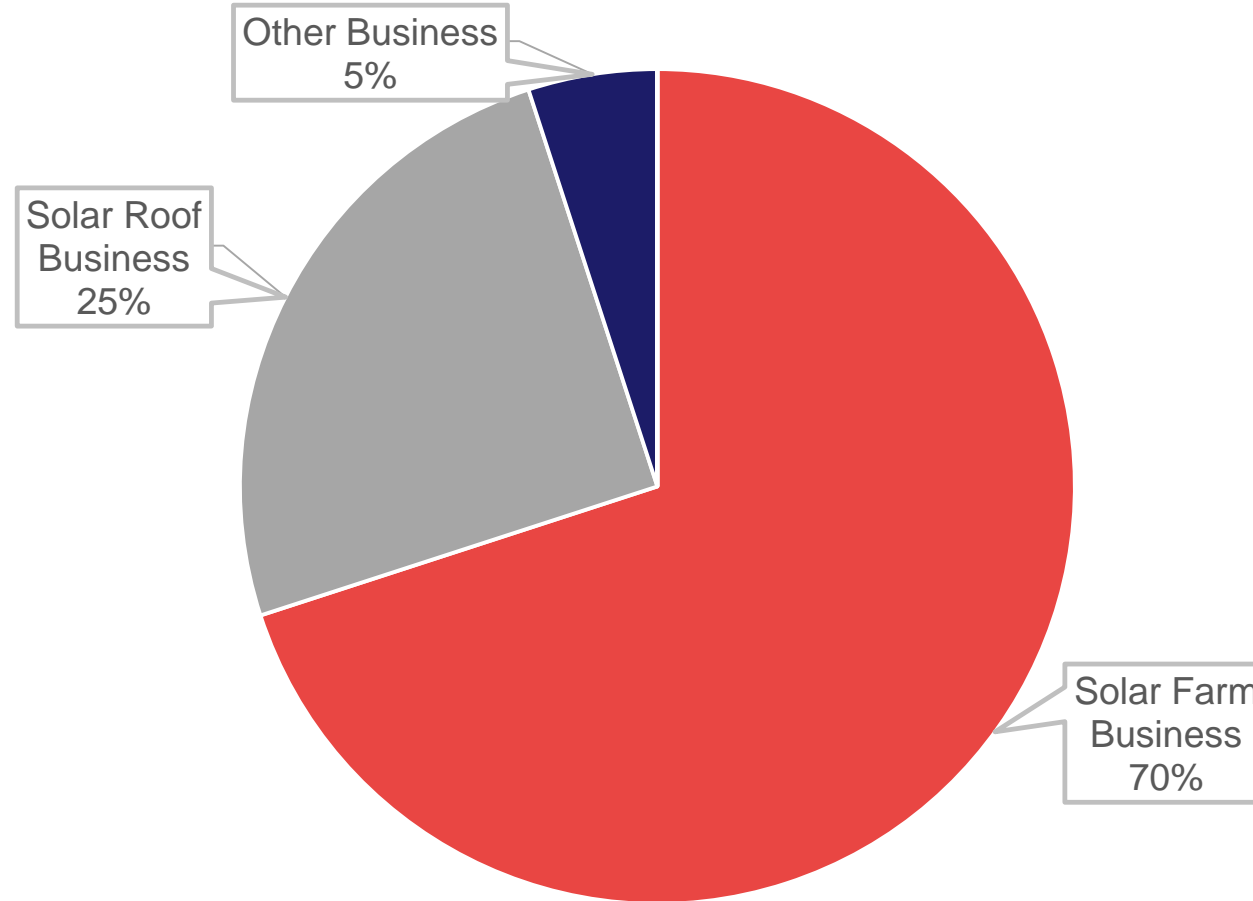


- **Steel Roof**





# Revenue structure in each Business



■ Solar Farm Business   ■ Solar Roof Business   ■ Other Business



# SOLAR FARM BUSINESS





# 1<sup>st</sup> Solar Farm in Thailand and ASEAN (Korat 1,2)

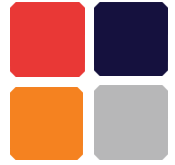






# SOLAR ROOF BUSINESS





# Solar Roof Business



**Residential**



**Commercial**

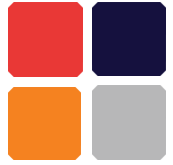


**Industrial**



# **SALES & SERVICE AUTHORIZED PARTNER BUSINESS**





# Sales & Service Authorized Partner Business

As of July 2018, **Solar Power Engineering Co.,Ltd. (SPE)** a subsidiary company of SPCG became the authorized sales & service partner of SMA Solar Technology AG, Germany (SMA)



- The SMA Group is a global leader for solar inverters, a key component of all PV plants with sales of around €900 million in 2017.
- SMA Solar Technology AG, has been listed on the Prime Standard of the Frankfurt Stock Exchange (S92).



# Sales & Service Authorized Partner Business

## As the Authorized Sales Partner of SMA

- Covering all SMA family products in the Indo-China area;
  - Thailand
  - Vietnam
  - Laos
  - Cambodia
  - Myanmar
- SPE's responsibilities include covering the need of customers on behalf of SMA.
- SMA will take care of all commercial offers and invoicing while SPE will support the customer in their enquiry and contact, technical training on the product, together with SMA.

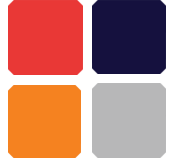
## As the Authorized Service Partner of SMA

- SMA is recognized for its excellent and fast service.
- To ensure that the customer service from SPE will be the same as SMA
- SPE team will be trained in depth from the staff of SMA Germany directly.
- SPE Hotline Call Center - help solve the problem immediately via telephone.
- In case of difficulty, the Customer Service Department will arrange equipment to solve the problem as soon as possible.



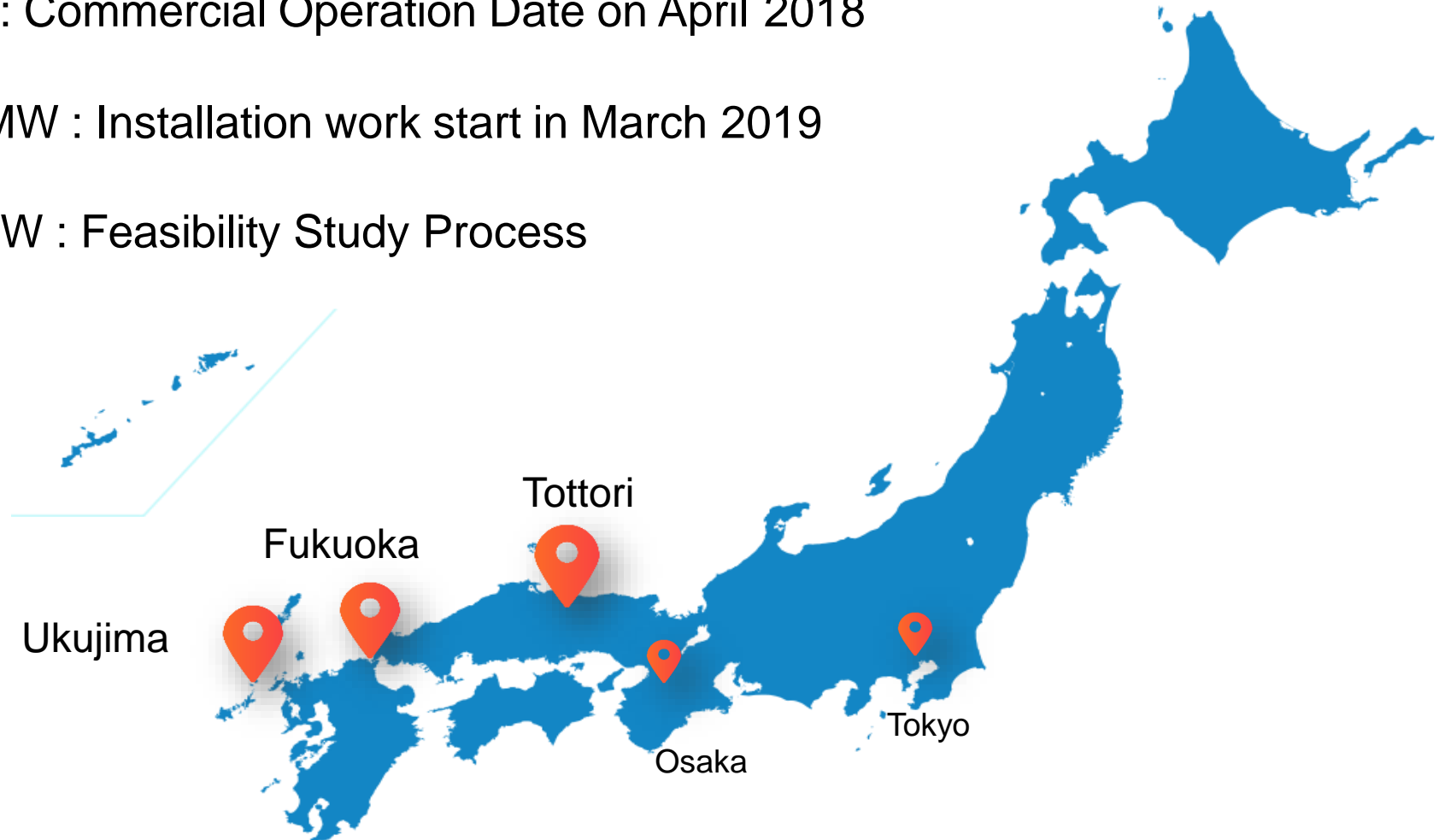
# INVESTMENT IN JAPAN





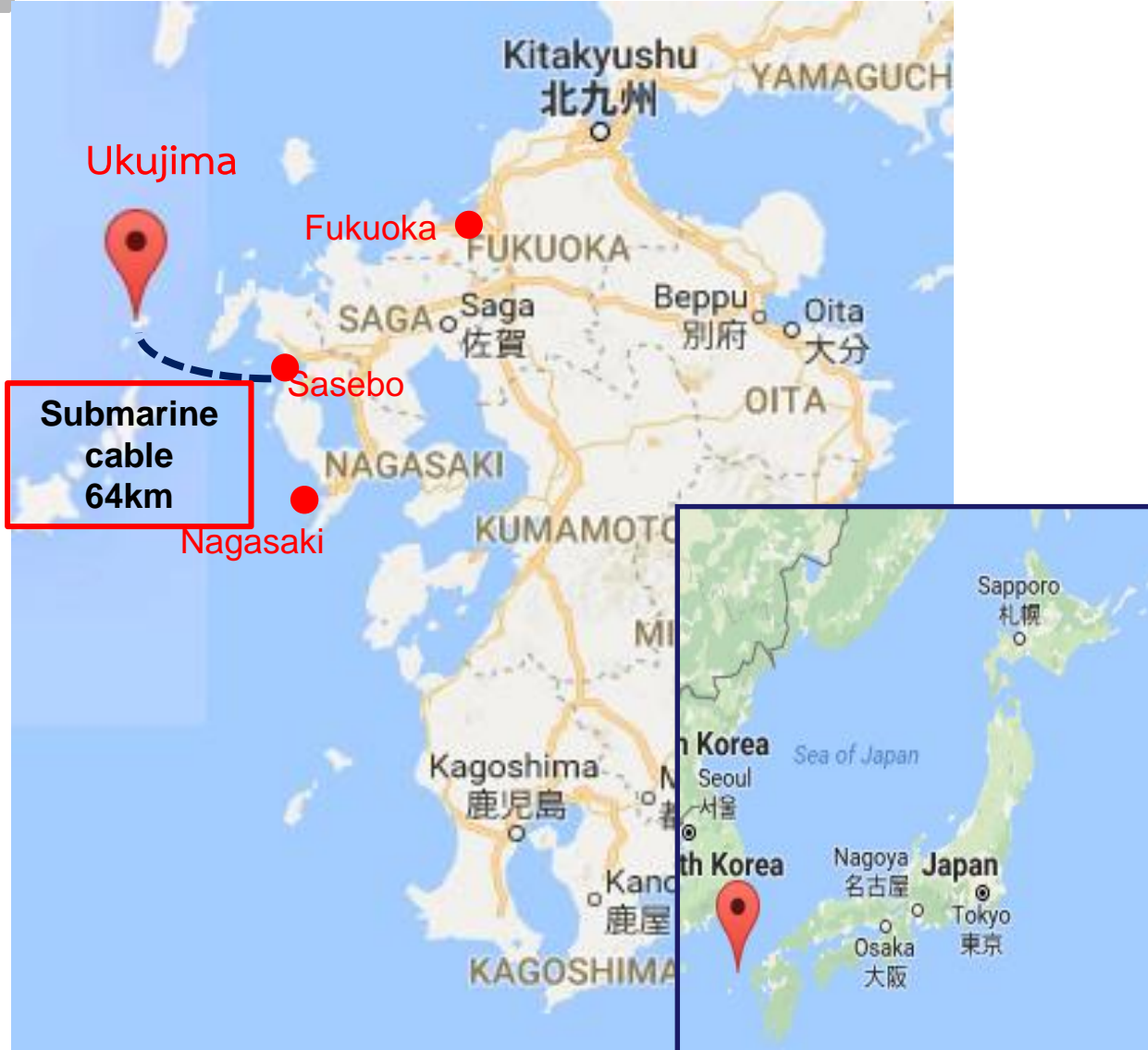
# Solar Farm Investment in Japan

- Tottori 30 MW : Commercial Operation Date on April 2018
- Ukujima 480 MW : Installation work start in March 2019
- Fukuoka 65 MW : Feasibility Study Process



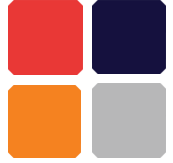


# Ukujima Mega Solar Project

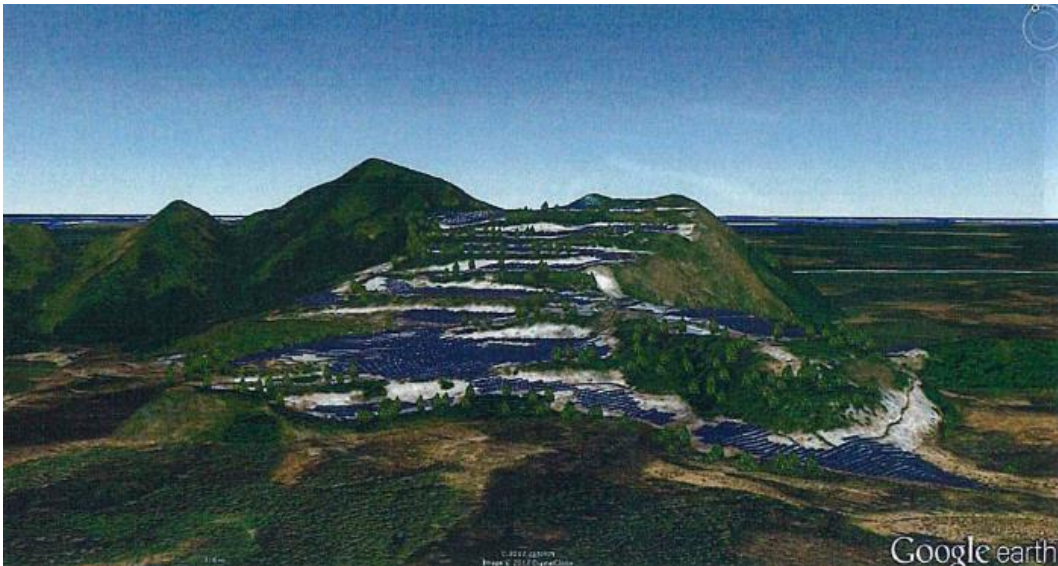


Island Area : 24.93Km<sup>2</sup>  
Coast Line : 38Km  
Population : Approx. 2,600





# Ukujima Mega Solar Project



## Partners

- Kyudenko Corporation
- Kyocera Corporation
- SPCG Public Company Limited
- Tokyo Century Corporation
- Furukawa Electric Company Limited
- Tsuboi Corporation
- Mizuho Bank, Limited
- The Eighteenth Bank Limited



# Ukujima Mega Solar Project

## Project Overview

- Generating capacity	480 MW
- Construction site	Ukujima island, Sasebo city, Nagasaki prefecture (located at the west coast of Kyushu, Japan )
- Purchaser of Electricity	Kyushu Electric Power Co., Inc.
- Annual power generation (estimated)	515,000 MWh (equivalent to roughly 173,000 typical households)
- Investment budget	Approx. 200 billion yen (or Approx. 1.8 Billion USD or Approx. 58,000 Million Baht)
- Start of Construction	FY2019 (March 2019-March 2023)
- Description	<ul style="list-style-type: none"> <li>- Constructing a 64-kilometer undersea cable between Ukujima and Kyushu Mainland</li> <li>- The land will be concurrently utilized for both power generation and agriculture</li> </ul>



# Feasibility Study for Mega Solar Farm in Fukuoka

According to the Board of Directors' Meeting on May 11, 2018 approved the feasibility study for investment in Solar farm in Fukuoka, Japan



## Feasibility Study Overview

- Generating capacity	65 MW
- Investment budget	Approx. 9,600 Million Baht



# FINANCIAL HIGHLIGHT



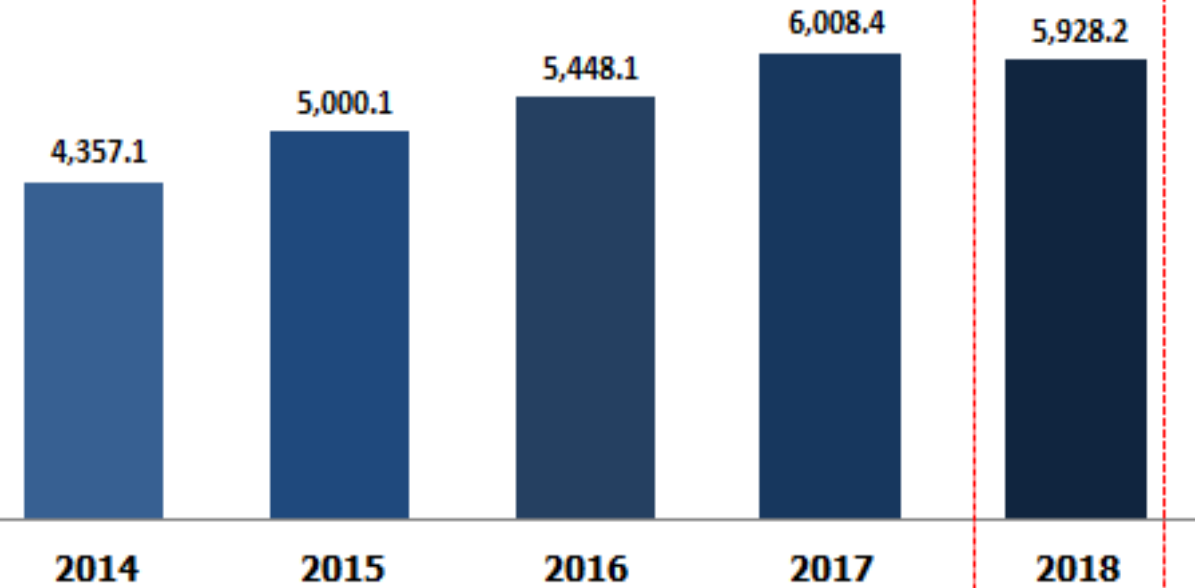


# SPCG Financial Highlight

## For The Period Ended 31 December 2018

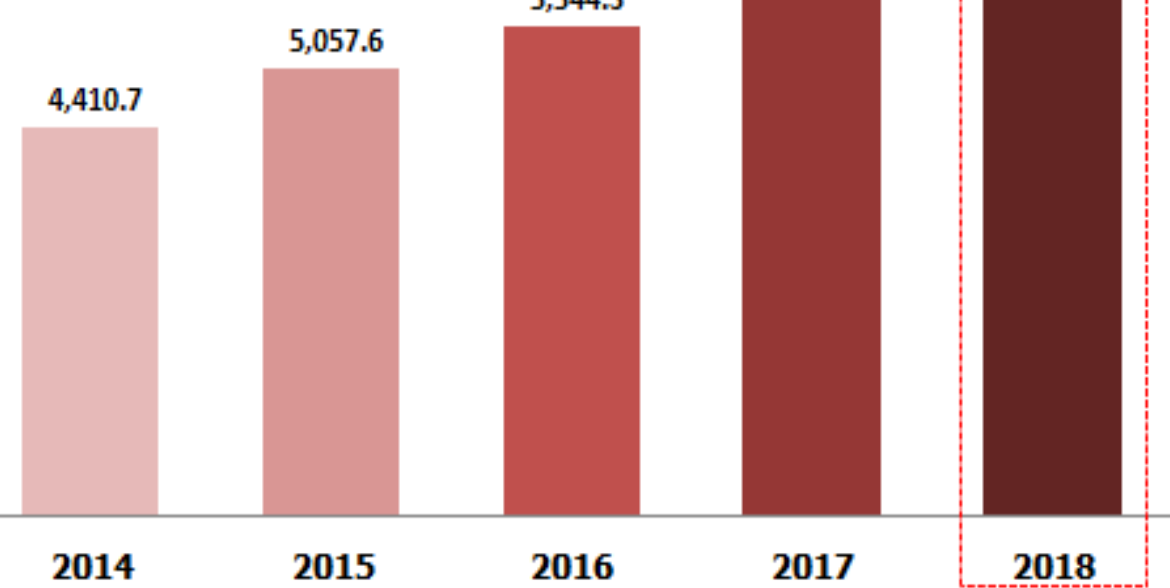
REVENUE FROM SALE AND SERVICES

UNIT : MILLION BAHT



TOTAL REVENUE

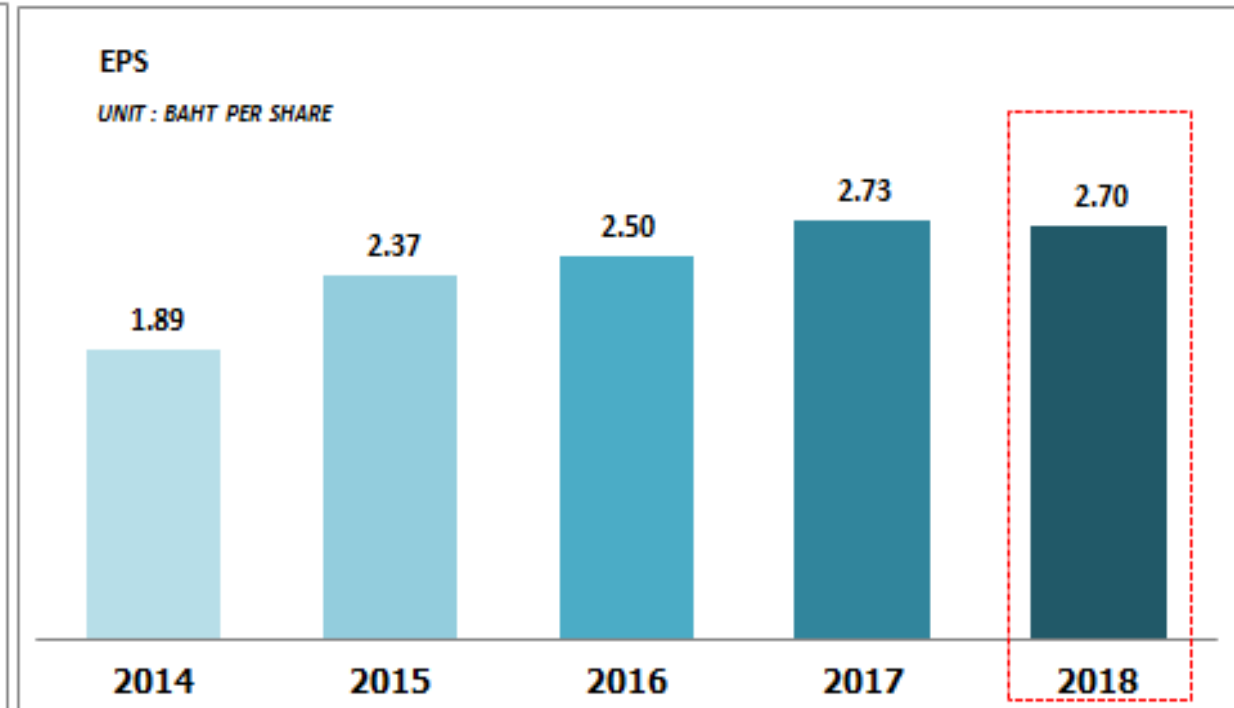
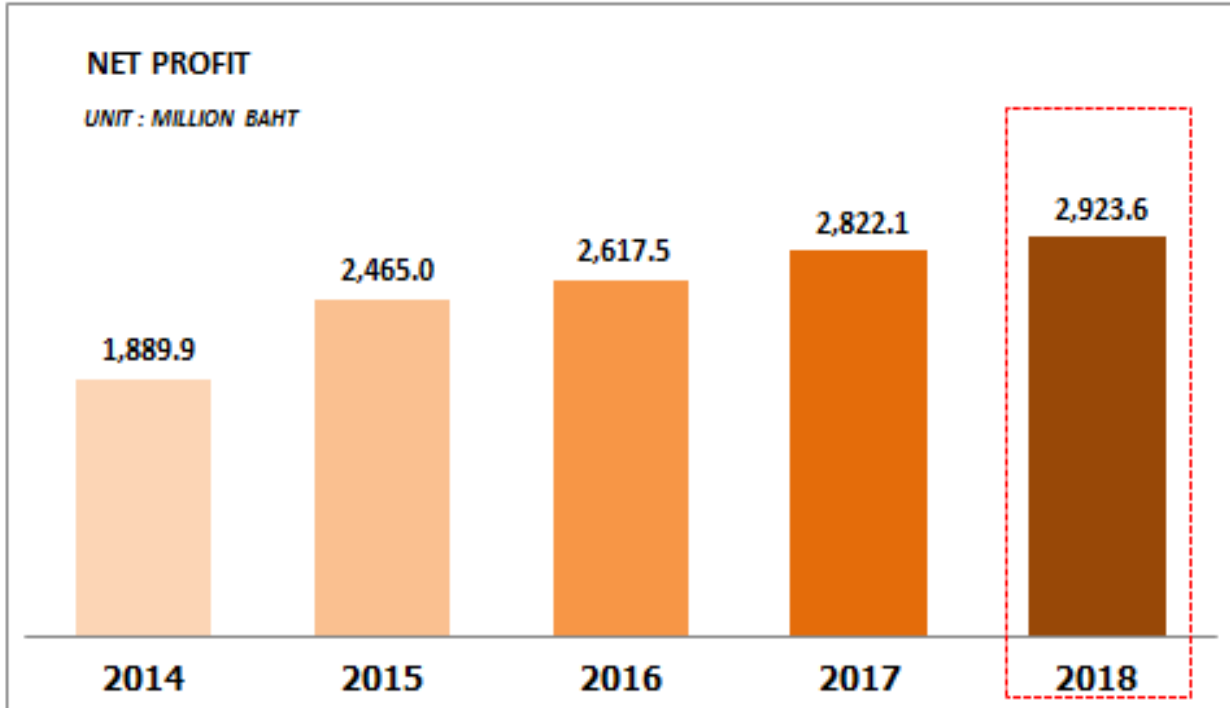
UNIT : MILLION BAHT





# SPCG Financial Highlight

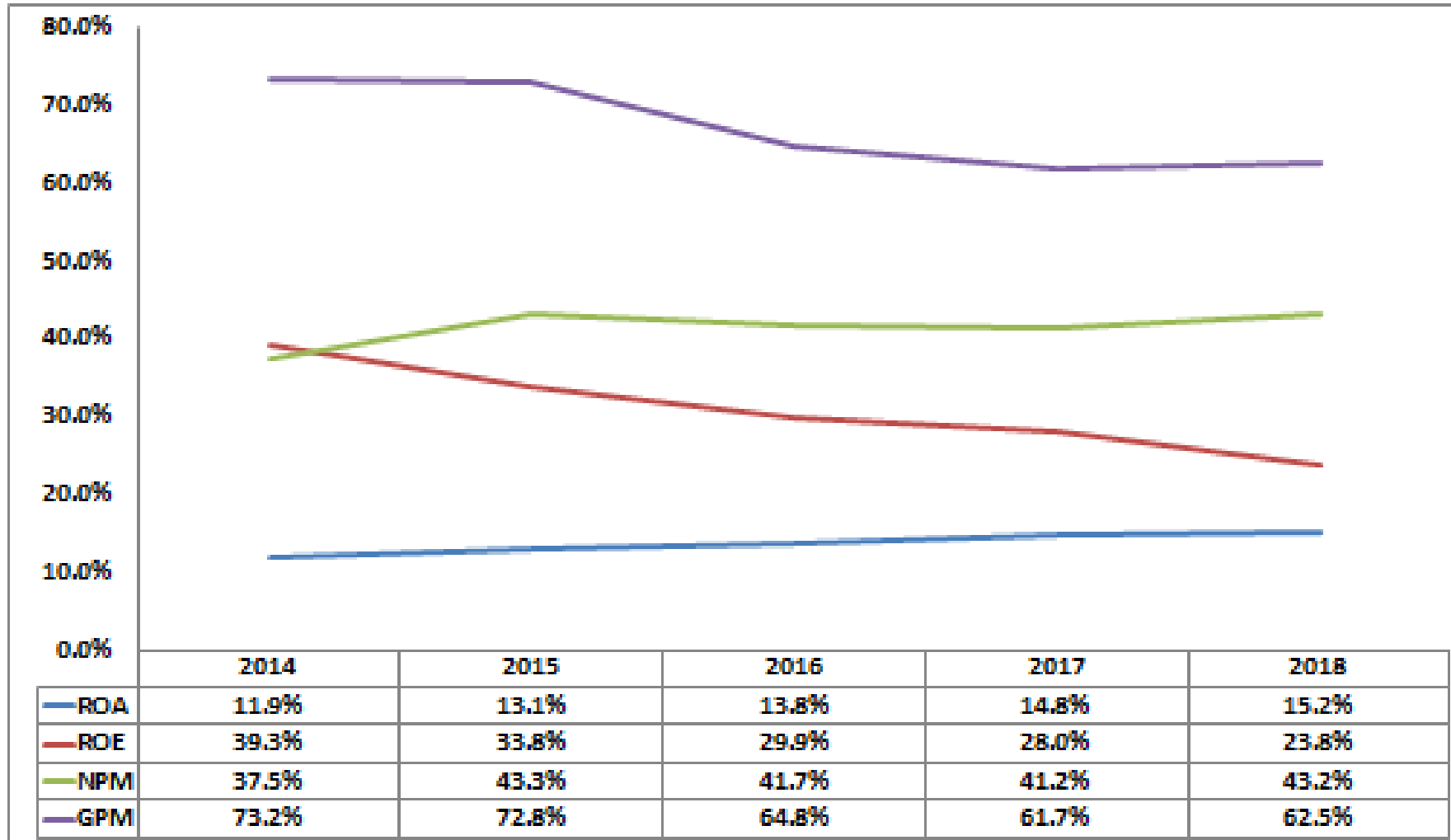
## For The Period Ended 31 December 2018





# SPCG Financial Highlight

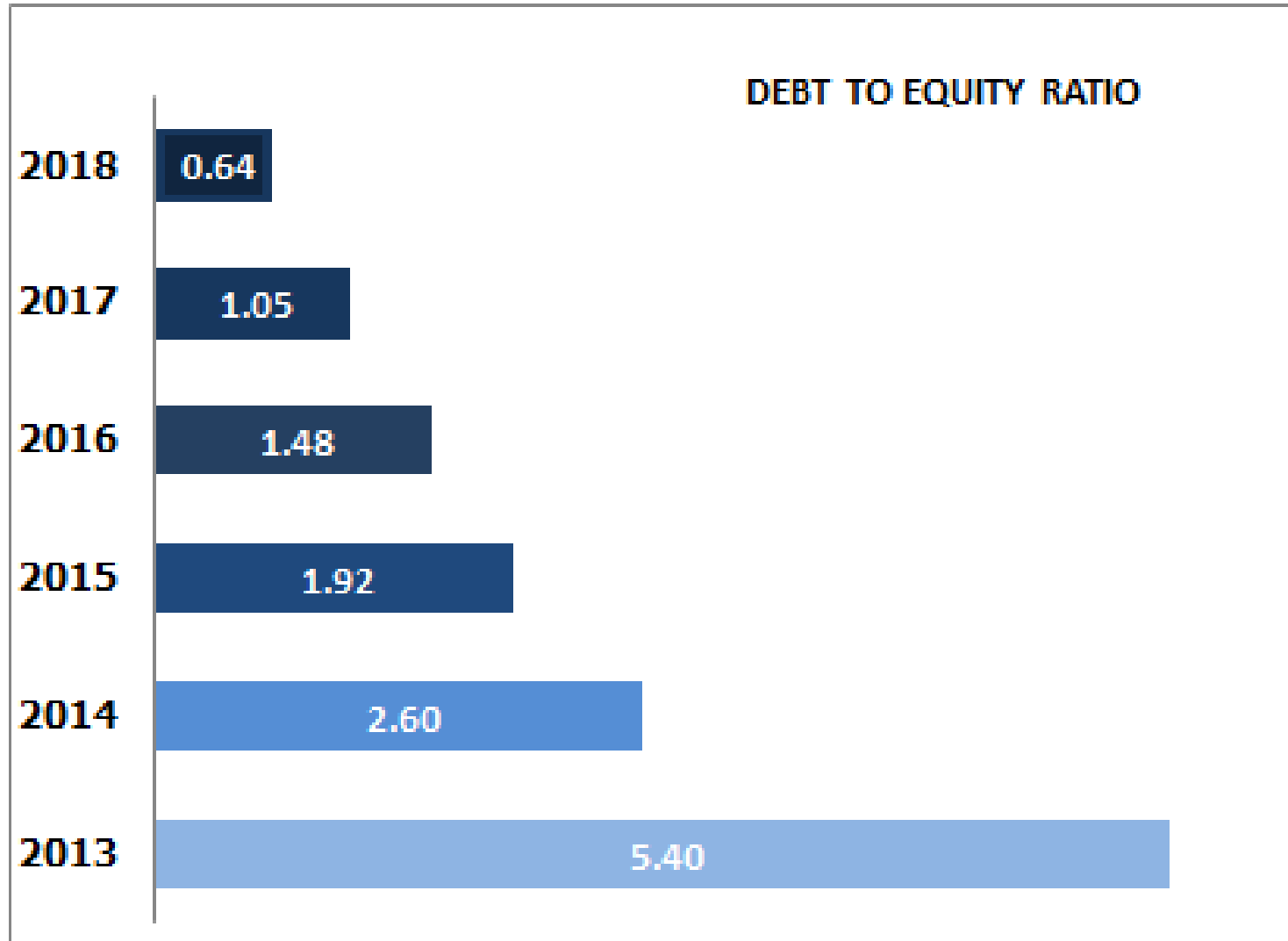
## For The Period Ended 31 December 2018





# SPCG Financial Highlight

## For The Period Ended 31 December 2018

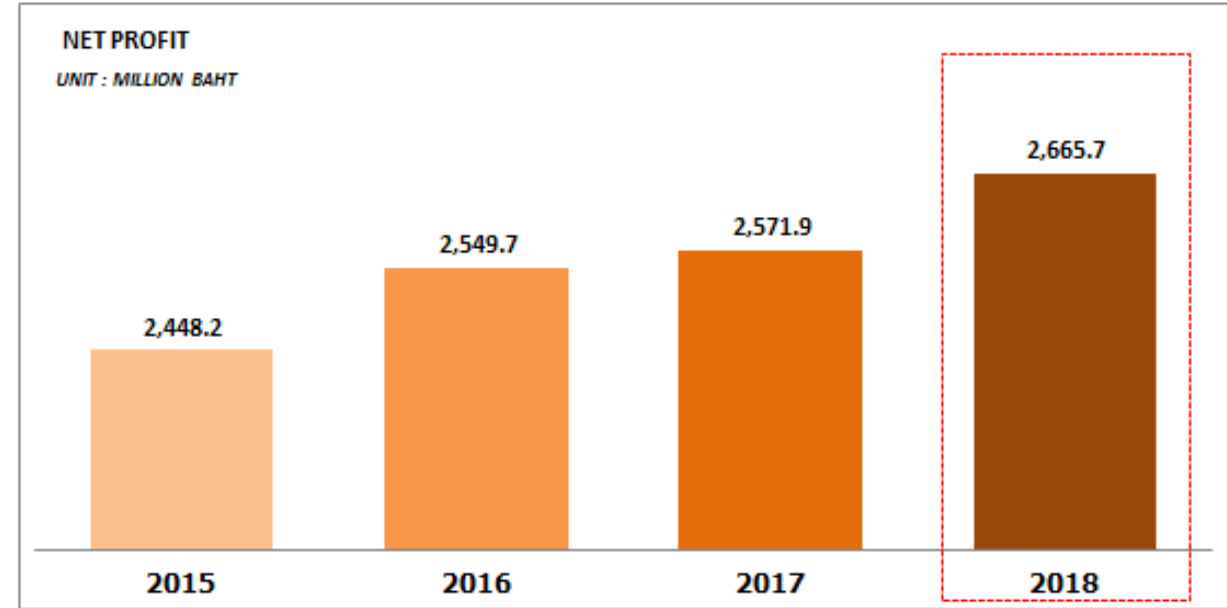
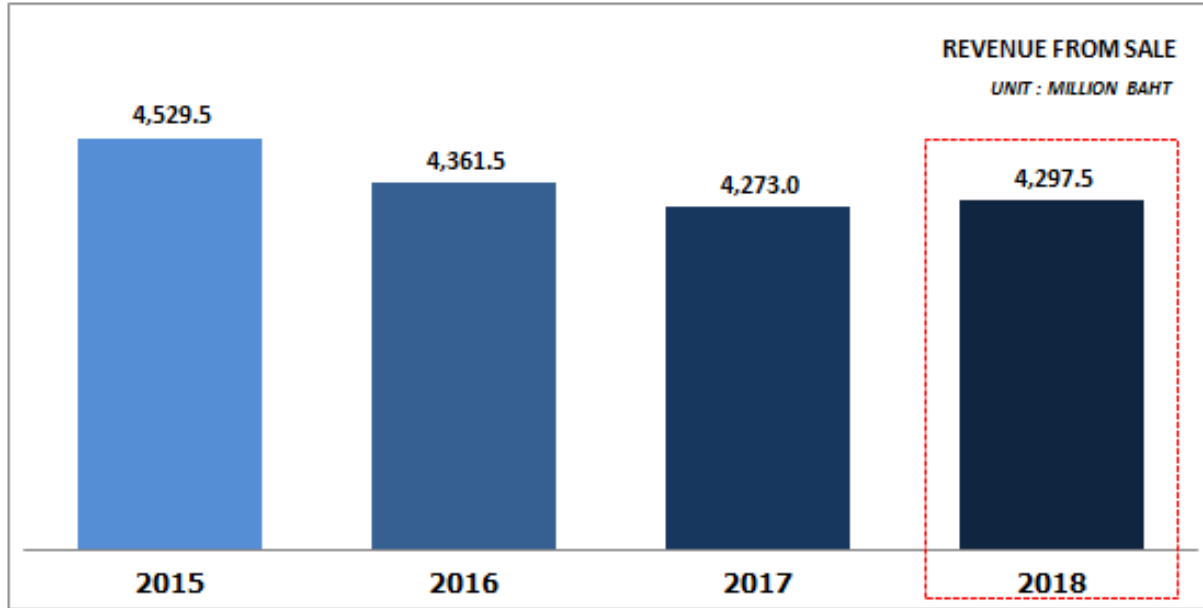






# Financial Highlight - Solar Farm Business

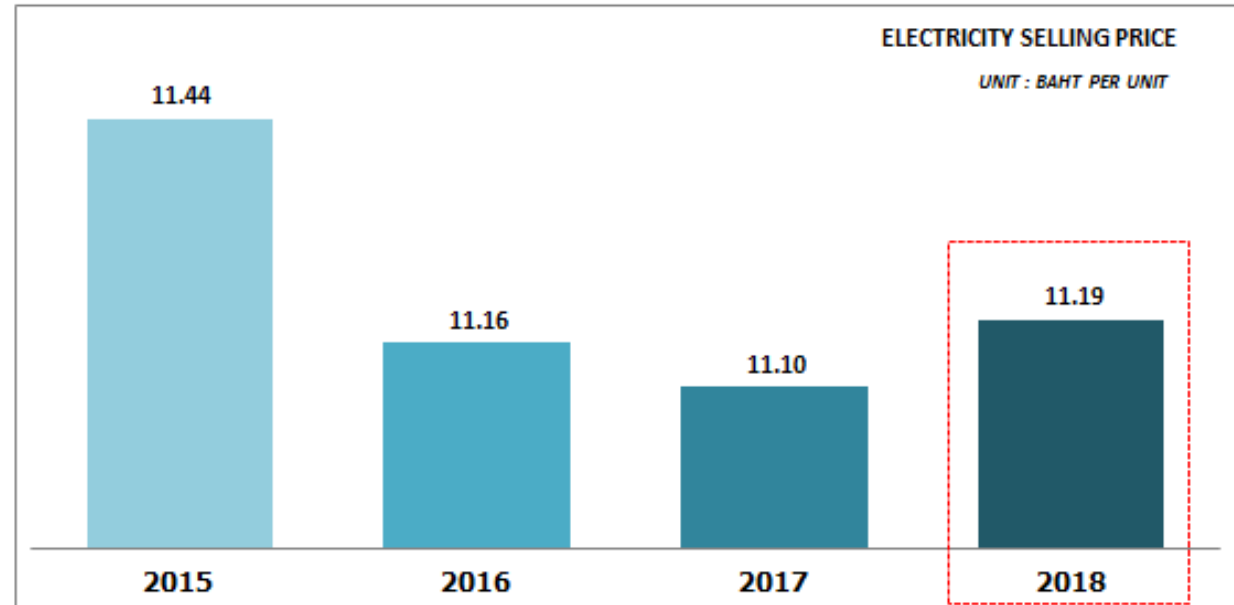
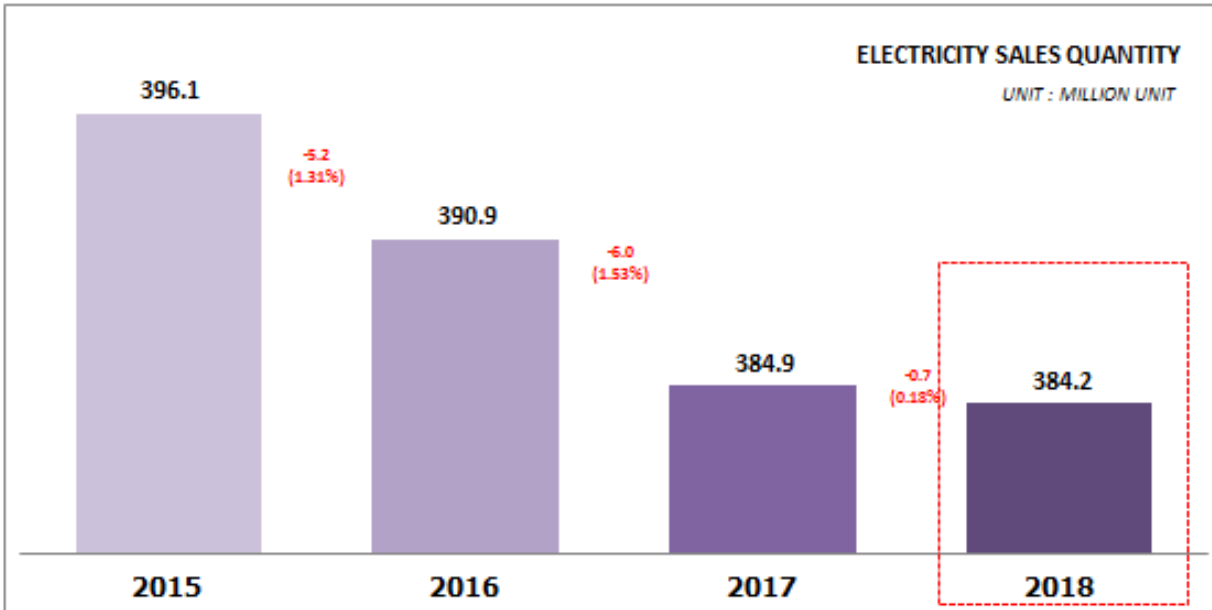
## For The Period Ended 31 December 2018





# Financial Highlight - Solar Farm Business

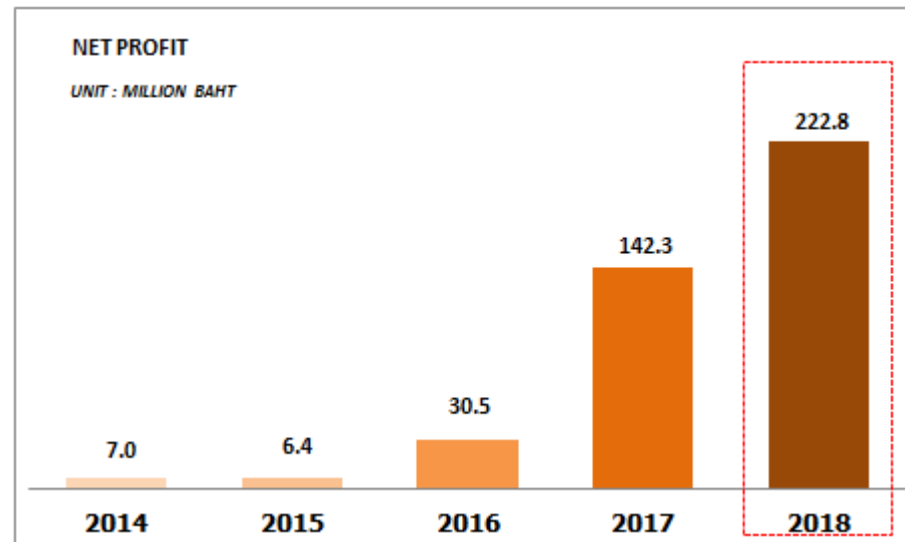
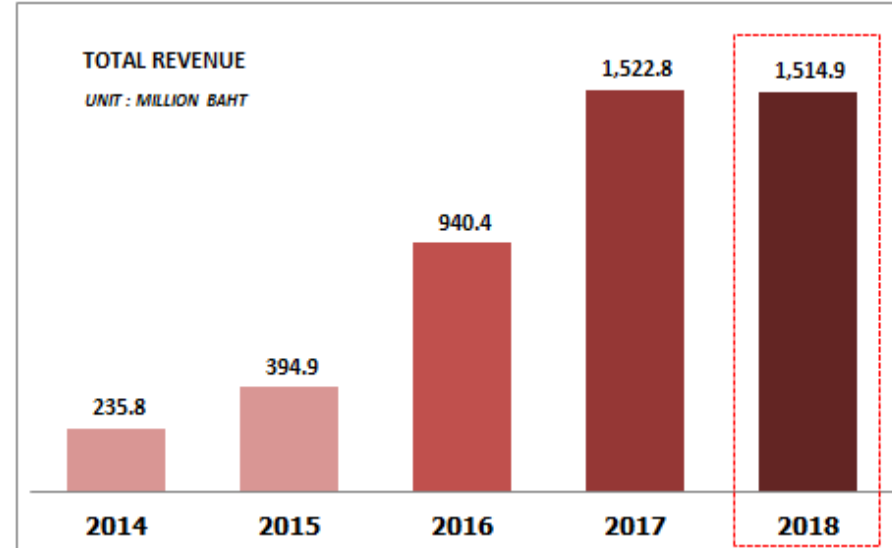
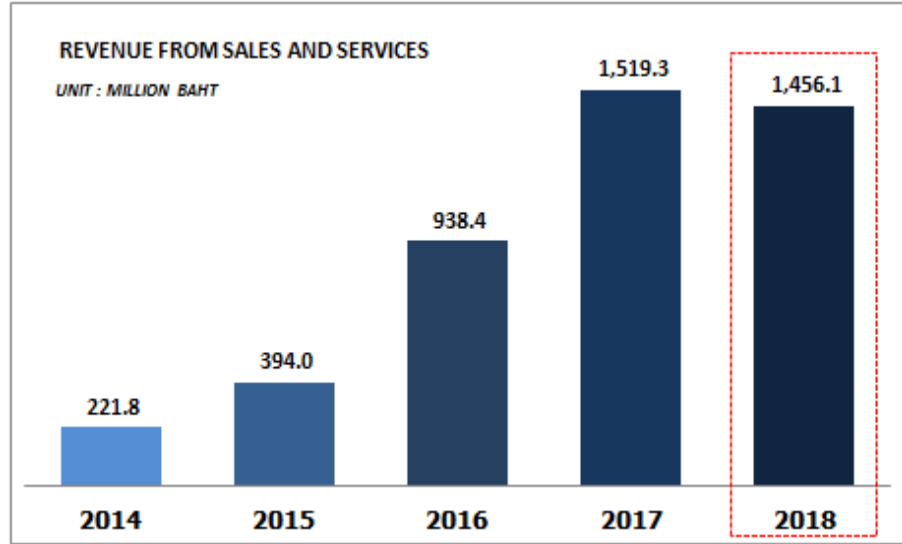
## For The Period Ended 31 December 2018

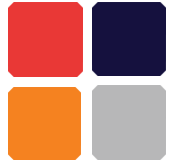




# Financial Highlight - Solar Roof Business

## For The Period Ended 31 December 2018





# SPCG Historical Dividend Payment

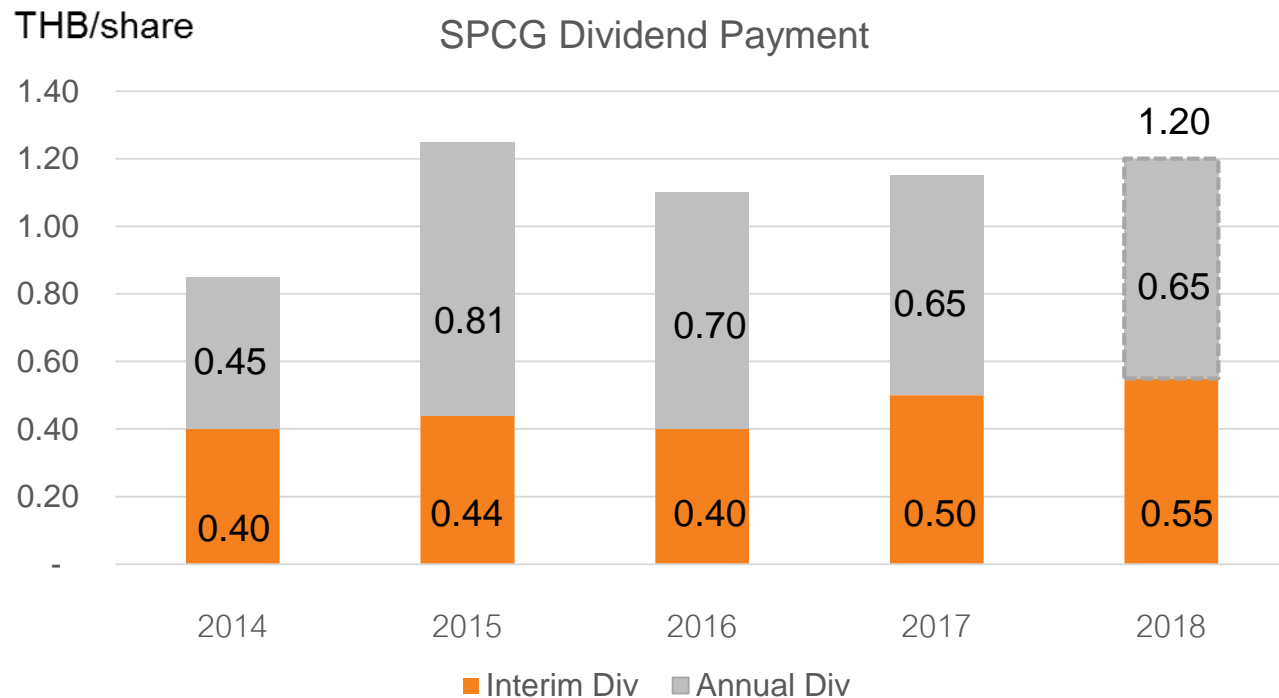
According to the Board of Directors' Meeting on February 22, 2019 approved the dividend payment from the Company's operating results for the year 2018 at 1.20 baht per share

1<sup>st</sup> Half of 2018: Interim Dividend Payment was already paid at 0.55 baht per share

2<sup>nd</sup> Half of 2018: Dividend Payment will be paid at 0.65 baht per share

Record Date: March 12, 2019

Payment Date: May 10, 2019



Year	Dividend THB/Share	Dividend Yield (%)	Dividend Payout Ratio (%)
2014	0.85	N/A	85.60
2015	1.25	3.97	73.31
2016	1.10	5.84	104.66
2017	1.15	5.02	106.48
<b>2018</b>	<b>1.20</b>	<b>6.28*</b>	<b>103.45</b>

\* Source: [www.settrade.com](http://www.settrade.com)



# SPCG TARGET 2019





# SPCG Target 2019

**To increase total revenue up to 7,000 MB, equivalent to growth rate at 15.7%**

**Solar roof business revenue target more than 2,000 MB, equivalent to growth rate at 40%**

**To increase electricity output of Solar farm not less than 10% from prior year**

**To expand new investment project in Thailand and ASEAN**





# SPR ROADSHOW AT HOMEPRO



# SPR Roadshow

## SPR – Special Promotion

Customers who interested in installing Solar Roof System, can meet SPR teams that prompt to give advice at the following branches:

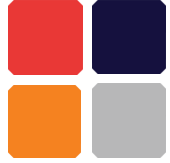
- Ratchapruek
- Petchkasem
- Ekamai-Ramintra,
- Srinakarin
- Rama 2
- Chaengwattana
- Rama 3
- Rama 9

\*Special Promotion

valid until the end of April 2019







# Promotion Package

**PACKAGE ON SALE**  
SPECIAL PRICE AT HOMEPRO ONLY

**โปรโมชั่นสุดพิเศษ** วันที่ 1 กุมภาพันธ์  
ถึง 30 เมษายน 2019 ที่ โฮมโปรเท่านั้น

Package	Capacity (kWp)	Solar Module 245 Wp (unit)	Inverter (kW)	Installed Area (sqm)	Promotion Price (THB)	Power Output/Year (kWp)	Payback (Year)
SPR-24	5.88	24	5.00	40	<del>450,000</del> <b>280,000</b>	8,584	6
SPR-40	9.80	40	9.00	67	<del>776,000</del> <b>483,000</b>	14,308	6

Assumption		
Average electricity tariff rate (including Ft and VAT)	5.00	Baht
Average rate of PV degradation	0.80	%
Average rate of electricity tariff increase	0.58	%/Yr
No of solar-electricity generating hours per day	4.00	hour

# Thank you for your attention

- Best Value - Best Design - Best Output - Best Service -



[info@spcg.co.th](mailto:info@spcg.co.th)



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[www.spcg.co.th](http://www.spcg.co.th)