



SPCG Public Company Limited

The Leading Solar Farm and Solar Roof in Thailand and ASEAN

Operating Results end of 3rd Quarter 2019

Opportunity Day – November 21, 2019 Time 11:20 – 12:35 @ SET



CORPORATE STRUCTURE







BUSINESS OVERVIEW





Business Overview

- **Solar Farm**



- **Solar Roof**



- **Steel Roof**



- **Sales & Service Authorized Partner**





SOLAR FARM BUSINESS





1st Solar Farm in Thailand and ASEAN (Korat 1,2)





SOLAR ROOF BUSINESS





Solar Roof Business



Residential



Commercial

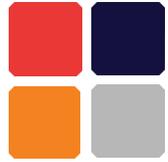


Industrial



BUSINESS UPDATE





Cooperation in the Development of Solar Roof project

On 22nd July 2019, SPCG Public Company Limited signed the Memorandum of Understanding (MOU) with 3 parties : MUL, PEA ENCOM and KYOCERA

Joint Venture and Investment Proportion	<ol style="list-style-type: none"> 1. SPCG Public Company Limited “SPCG” 35% 2. Mitsubishi UFJ Lease & Finance Company Limited or “MUL” 35% 3. PEA ENCOM International Company Limited or “PEA ENCOM” 20% 4. KYOCERA Corporation, Japan or “KYOCERA” 10%
Registered Capital	100 million baht



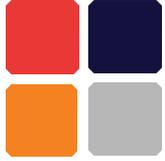
SPCG Public Company Limited or “SPCG” will have the duty to provide engineering, procurement and construction services (EPC), operations and maintenance (O&M) as well as other transactions related to the projects, including services before and after installation.

Mitsubishi UFJ Lease & Finance Company Limited or “MUL” will be responsible for providing advice both operation and finance, including providing information based on the experience in the power purchase transaction and the renewable energy business.

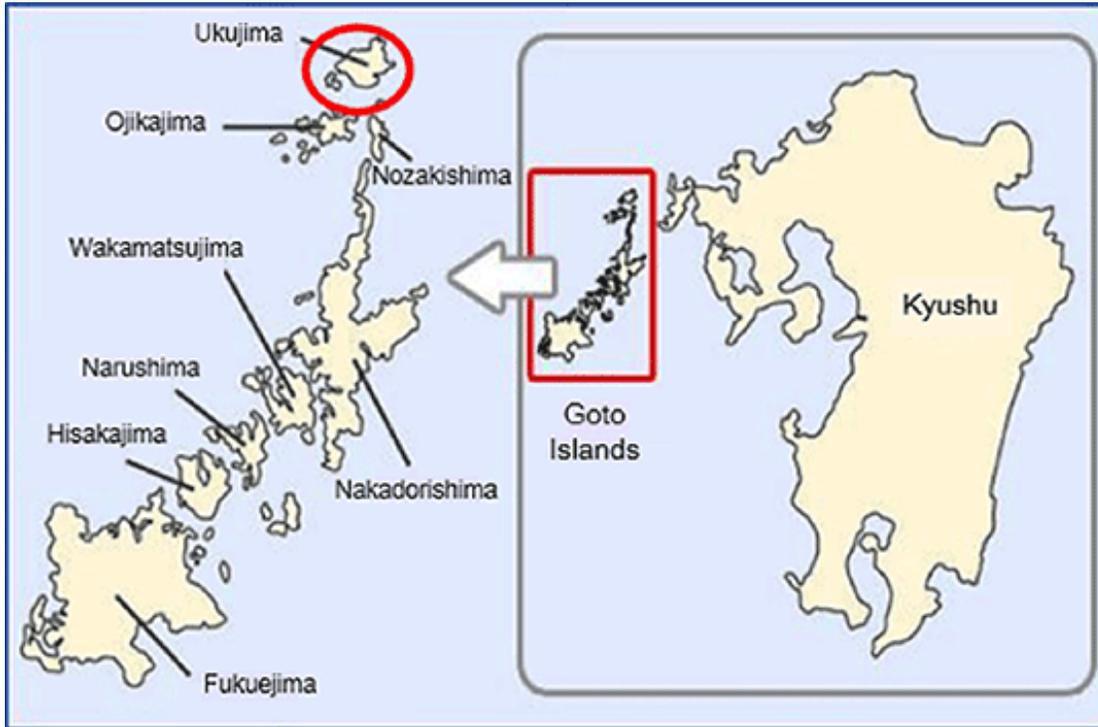
PEA ENCOM International Limited or “PEA ENCOM” will play a role in supporting all necessary licenses and permits for such projects.

KYOCERA Corporation, Japan or “KYOCERA”, will support on a high quality standard solar modules to meet the purpose of this Joint Venture.





Ukujima Mega Solar Project



8 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

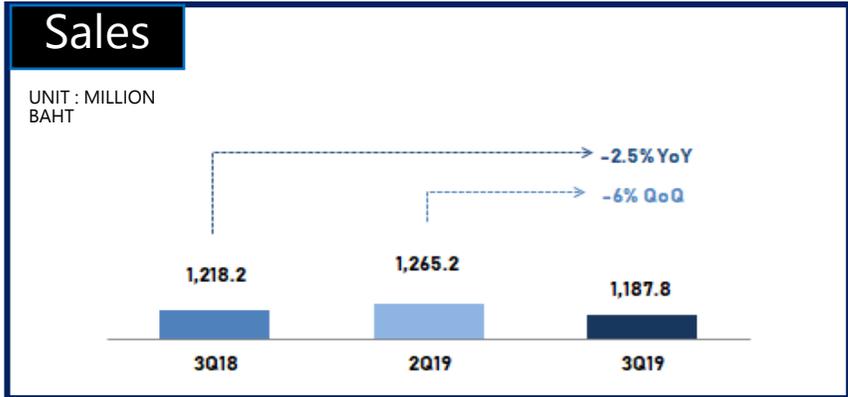
Generating capacity	469 MW
Construction site	Ukujima island, Sasebo city, Nagasaki prefecture (located at the west coast of Kyushu, Japan)
Purchaser of Electricity	Kyushu Electric Power Co., Inc.
Annual power generation (estimated)	515,000 MWh (equivalent to roughly 173,000 typical households)
Investment budget	Approximately 60,000 Million Baht
Power Purchase Rate	FiT 40 Yen / Unit
Commercial Operation Date (COD)	Approximately in the year 2023
Description	<ul style="list-style-type: none"> - Constructing a 64-kilometer undersea cable between Ukujima and Kyushu Mainland - The land will be concurrently utilized for both power generation and agriculture



FINANCIAL HIGHLIGHT

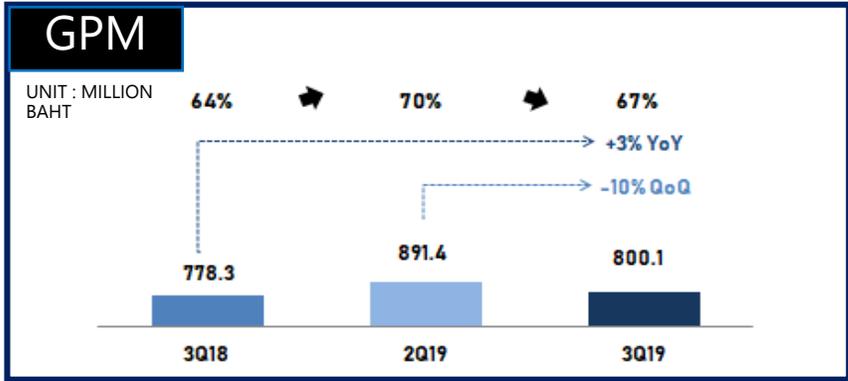


Financial Performance



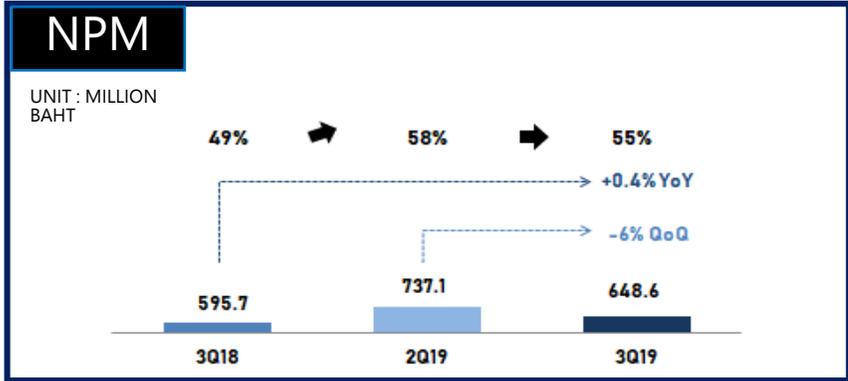
Sales Drop in Q3'19

Sales slightly decreased QoQ and YoY from solar roof business. The main reason was the uncertainty in global economic condition resulting in customers postponing the investment to next year. In order to drive sales revenue, SPR made some changes in marketing strategies to increase our competitive advantage and delivered the alternative options to customer.



GPM Growth in Q3'19

Gross profit margin (GPM) increased YoY from the increasing in the proportion of solar farm business, high GPM. Gross profit margin (GPM) decreased QoQ due to 3Q was a low season of solar farm business.

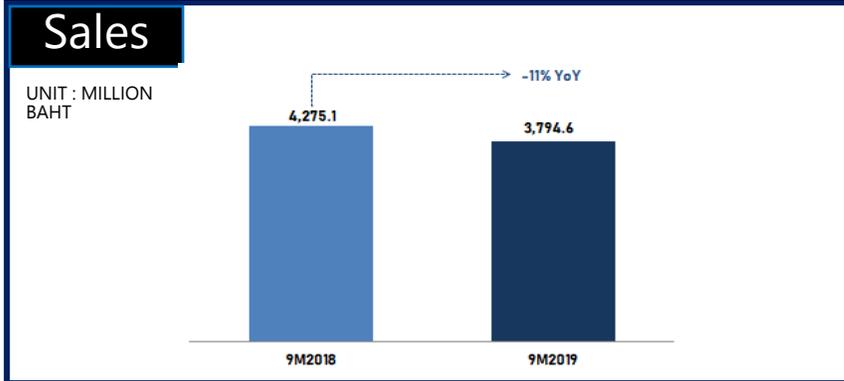


NPM Growth in 2019

Finance cost decreased from repayment on debentures. Commission expenses decreased in line with sales of solar roof business.

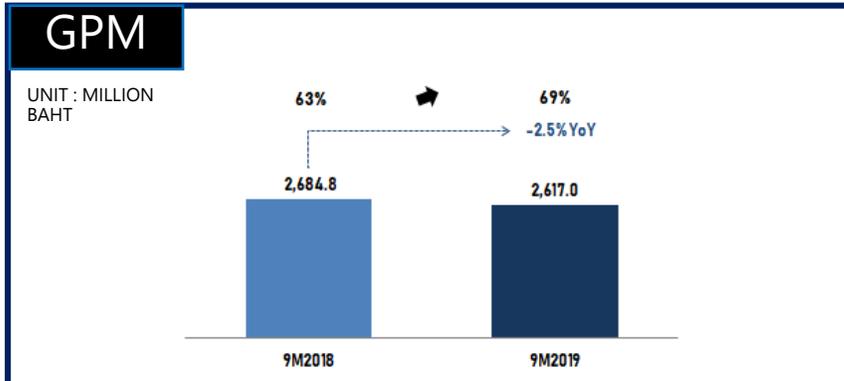


Financial Performance



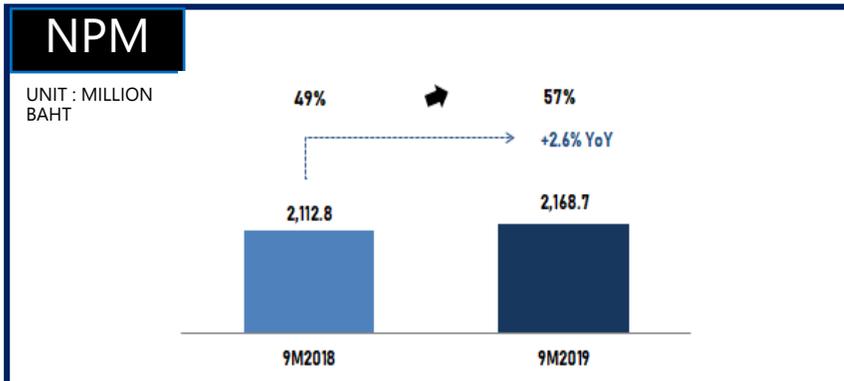
Sales Drop in 9M19

Sales slightly decreased YoY from solar roof business. The main reason was the uncertainty in global economic condition resulting in customers postponing the investment to next year. In order to drive sales revenue, SPR made some changes in marketing strategies to increase our competitive advantage and delivered the alternative options to customer.



GPM Growth in 9M19

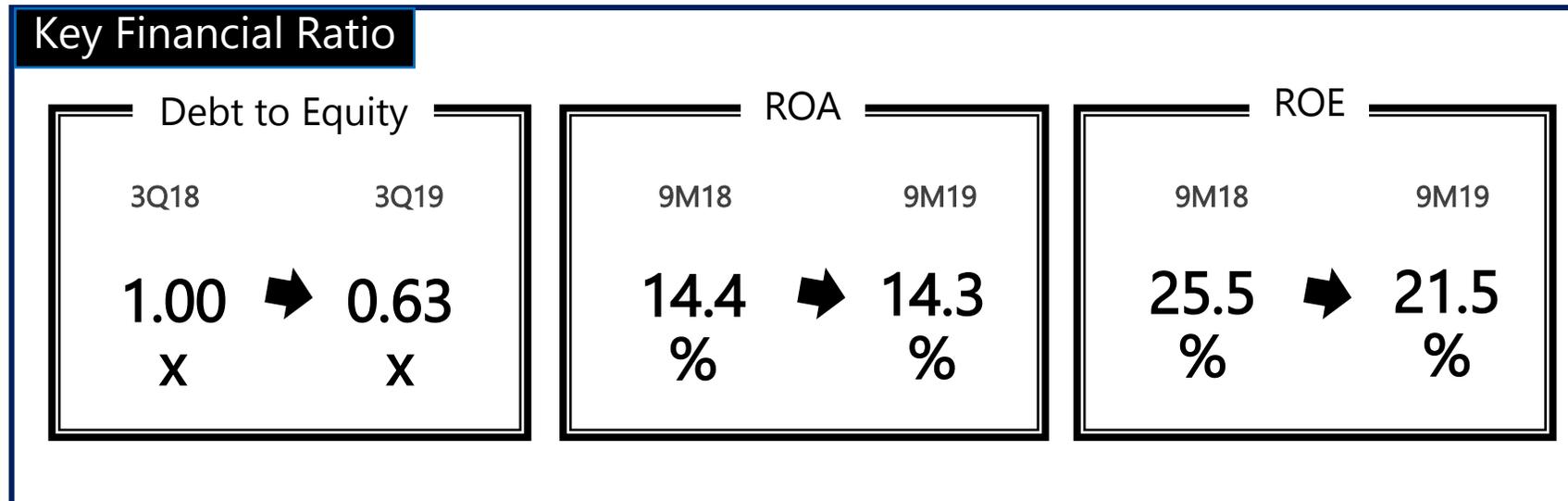
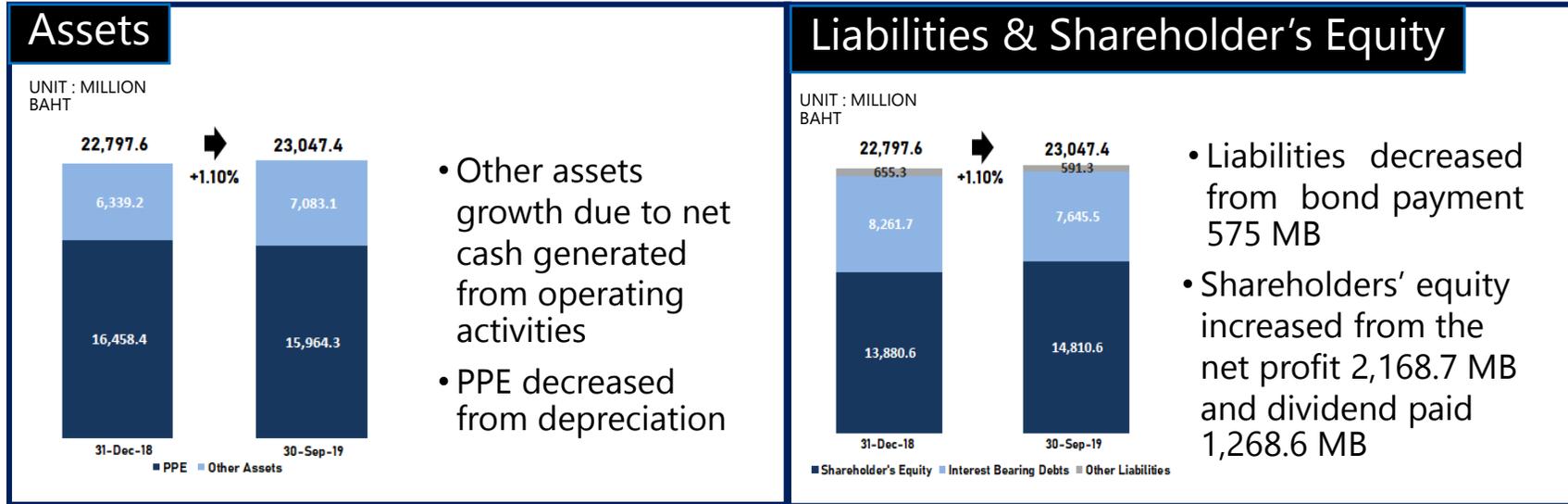
Gross profit margin (GPM) increased YoY from the increasing in the proportion of solar farm business, high GPM



NPM Growth in 9M19

Finance cost decreased from repayment on debentures
Commission expenses decreased in line with sales of solar roof business

Financial Performance





CORPORATE SOCIAL RESPONSIBILITY





SPCG's Sponsorship



The 60th TVA – ฟลิกเน็ต...เซ็ตที่ 60

เดือนกรกฎาคม 2562 สนับสนุนการจัดทำสารคดีเผยแพร่ผลการดำเนินงานต่างๆ ในรอบ 60 ปีที่ผ่านมา เพื่อให้ทราบถึงพัฒนาการของกีฬาโอลิมปิกบอล นับตั้งแต่เริ่มต้นจนถึงปัจจุบัน เผยแพร่ทางสถานีโทรทัศน์ช่อง 34 HD อมรินทร์

เดือนกรกฎาคม - ธันวาคม 2562 (ทุกวันเสาร์ 16.30 – 17.00 น.)



SPCG's Sponsorship



เดือนสิงหาคม 2562 สนับสนุนการประกวดสุนทรพจน์อุดมศึกษาเฉลิมพระเกียรติพระบรมราชจักรีวงศ์ ครั้งที่ 2 ประจำปี 2562 ซึ่งถวายพระราชทาน พระบาทสมเด็จพระปรเมนทรรามาธิบดีศรีสินทรมหาวชิราลงกรณ พระวชิรเกล้าเจ้าอยู่หัว

Thank you for your attention

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



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