

# Opportunity Day

19/03/2015



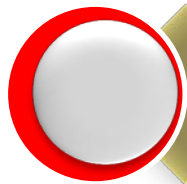
คุณภาพแห่งความประณีต

“QUALITY OF DETAILS”

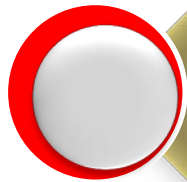


# Agenda

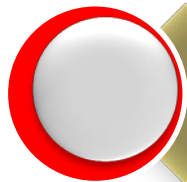
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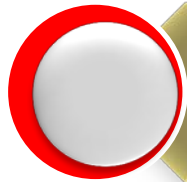
**Company Overview**



**Financial**

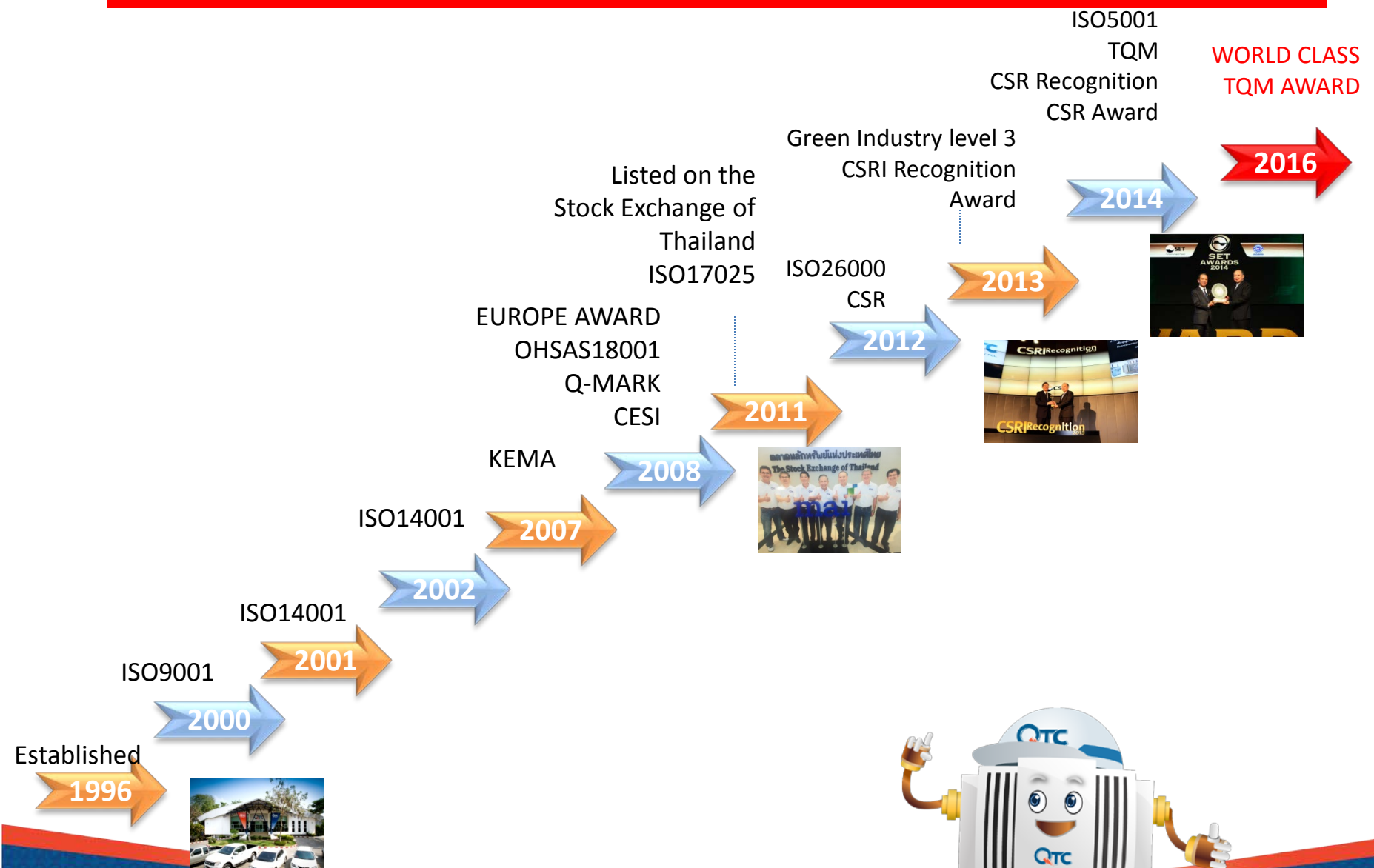


**Going Forward**



**Q&A**

# Company Overview



คุณภาพแห่งความประณีต  
“QUALITY OF DETAILS”



# Company Overview



## Head office

2/2 Soi Krungthep Kritha 8(5).,  
Krungthep Kritha Rd., Huamark.,  
Bankapi, Bangkok 10240

Tel: (66) 0-2379-3089-92

Fax: (66) 0-2379-3097

## Factory

149 M. 2 Tambol  
Mabyangporn, Ampur  
Pluakdaeng , Rayong 21140



# Company Overview

## Vision

**QTC is a world-class manufacture providing world –class quality in Electric Transformation Equipment and Service**

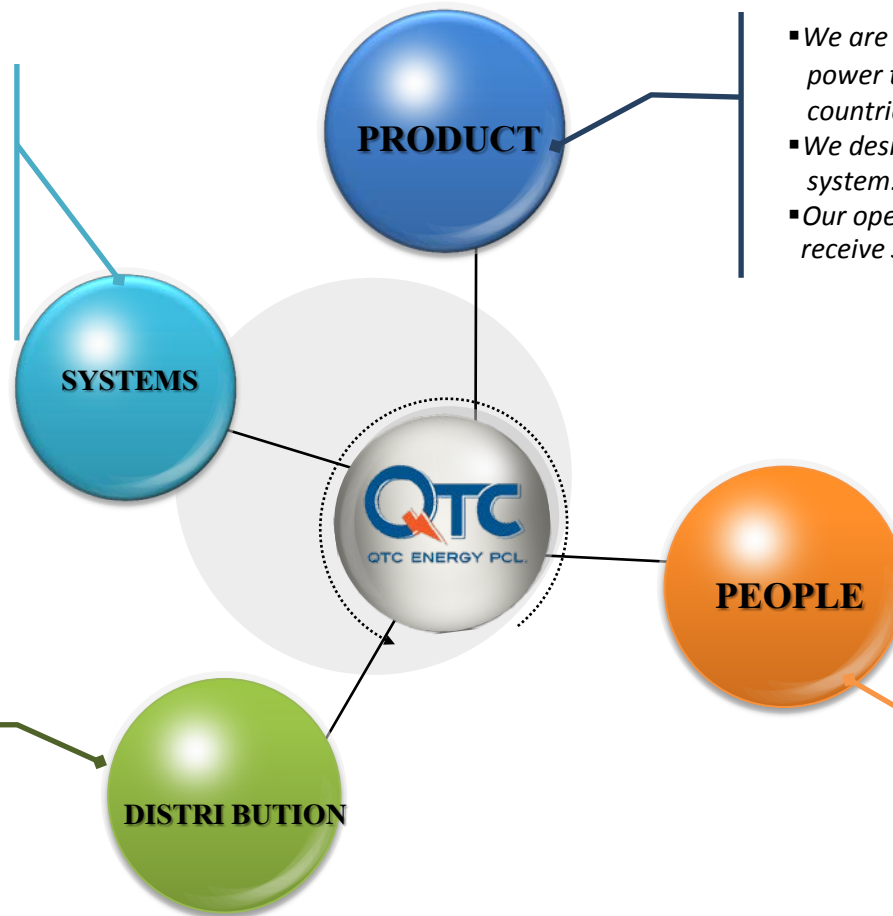
## Mission

**To meet our customer’s performance challenges of their electrical system with products and services of international standard**



# Company Overview

ERP System, Organization's Business Management Planning System, Planning Operation, Production Operation, Sale Operation, Human Resource Operation, Finance, Accounting



# Company Overview

“QTC Energy Public Co., Ltd., conducts the businesses of manufacturing and distributing custom made transformers to domestic and foreign customers and also provides various types of services



## (Manufacturing and distributing)

## (Services)



### (Distribution Transformer)



30 – 5000 KVA

Its function is to transform high voltage from distribution system of Metropolitan Electricity Authority or Provincial Electricity Authority to have lower voltage to meet with demands of consumers such as factories, dwellings, high buildings, etc.

### (Small Power Transformer)



5 – 30 MVA

Its function is to lower voltage from power source distributed along high voltage transmission line before transmitting electric current into distribution system such as wind farm ,Solar farm

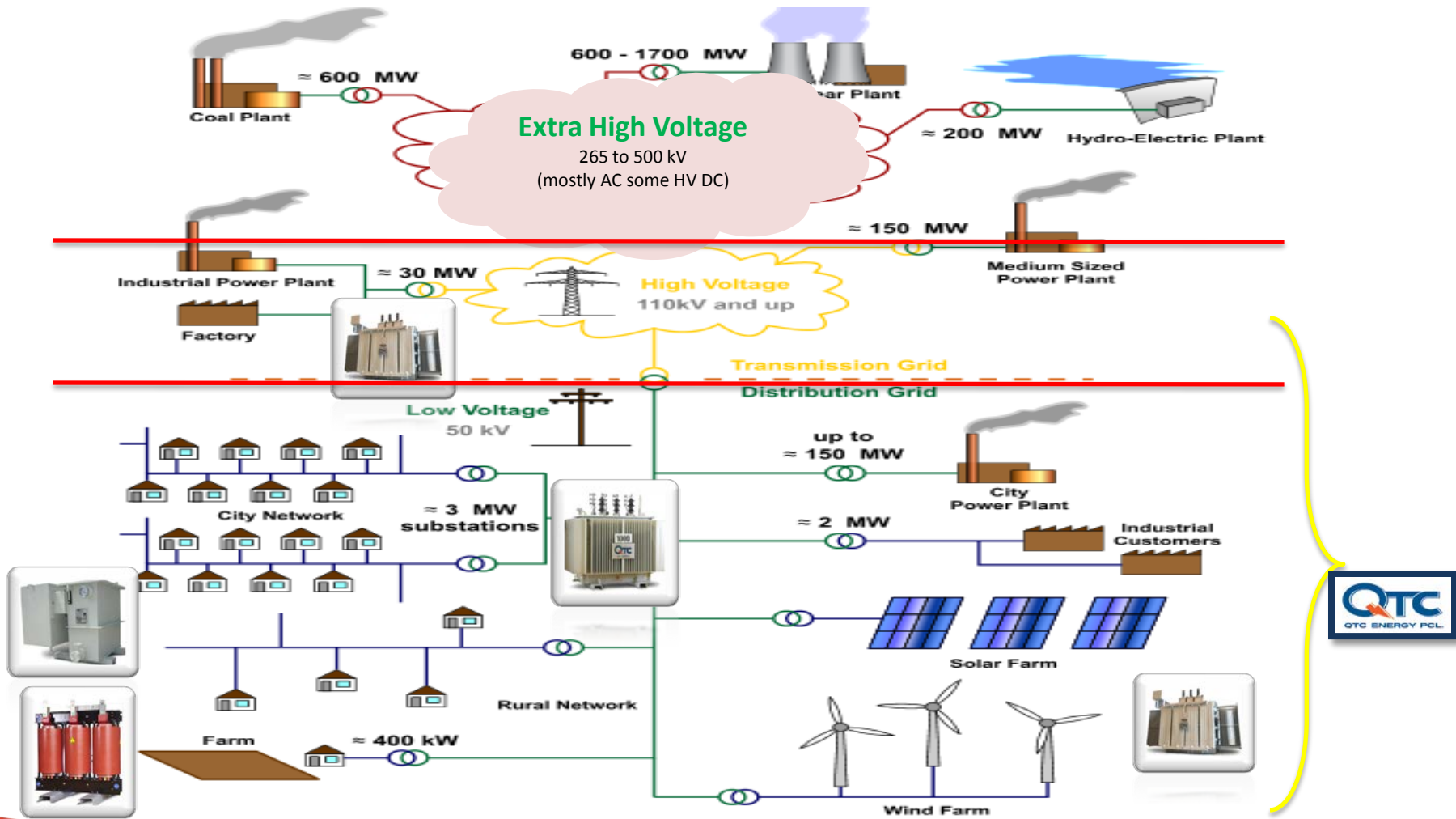
### (Special Transformer)



- Earthing Transformer is used spot grand of transformer.
- Dry-Type Cast Resin is used for indoor and restriction area
- Pad mounted is used for Group of customer are hospital, golf course, wind farm, export.




- (Transformers installs services)
- (Scheduled checks and maintenance services)
- Transformers repairs and maintenance services)
- Transformers rental services)
- (Transformers testing services)
- Transformers and electrical system consultancy)

## Business Operation





# Company Overview

Customer Group		Public Sector	Private Sector	Export Sector
Product				
				
				
				

- Public sector : Provincial Electricity Authority (PEA), Metropolitan Electricity Authority (MEA), Electricity Generating Authority of Thailand (EGAT)
- Private sector : Project subcontractor group and industrial factories
- Export sector : Australia, Malaysia, Italy, Singapore, Spain, Mexico, etc.

# Company Overview

We distribute our products under the name of QTC for both domestic and international market which includes Europe, Australia, Asia, Middle East, North America, Africa and ASEAN



## >> OUR EXPERIENCES



>>TESCO LOTUS THAILAND



>>CARREFOUR THAILAND



>>HOMEPRO



>>JUNGCEYLON PHUKET



>>AIRPORT RAIL LINK



>>AMARI ORCHID PATTAYA



>>VICHAIYUT HOSPITAL



>>CHULALONGKORN UNIVERSITY



>>CHAROEN POKPHAN FOODS PCL



>>BETAGRO GROUP



>>NOVOTEL RAYONG RIM PAE

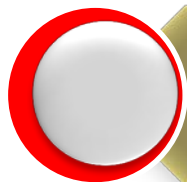


>>HOLIDAY INN KRABI

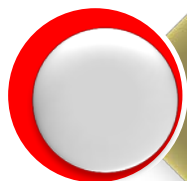
คุณภาพแห่งความประณีต  
“QUALITY OF DETAILS”

# Agenda

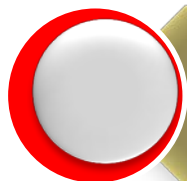
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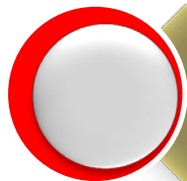
**Company Overview**



**Financial**



**Going Forward**

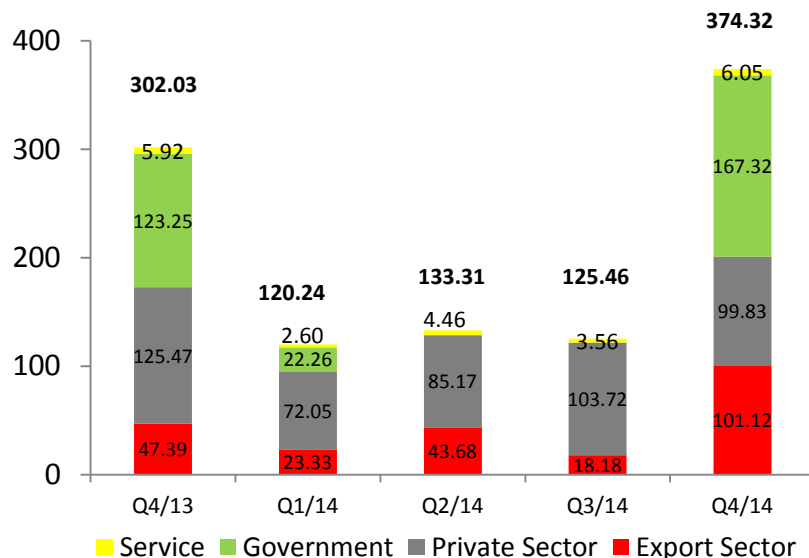


**Q&A**

# Financial

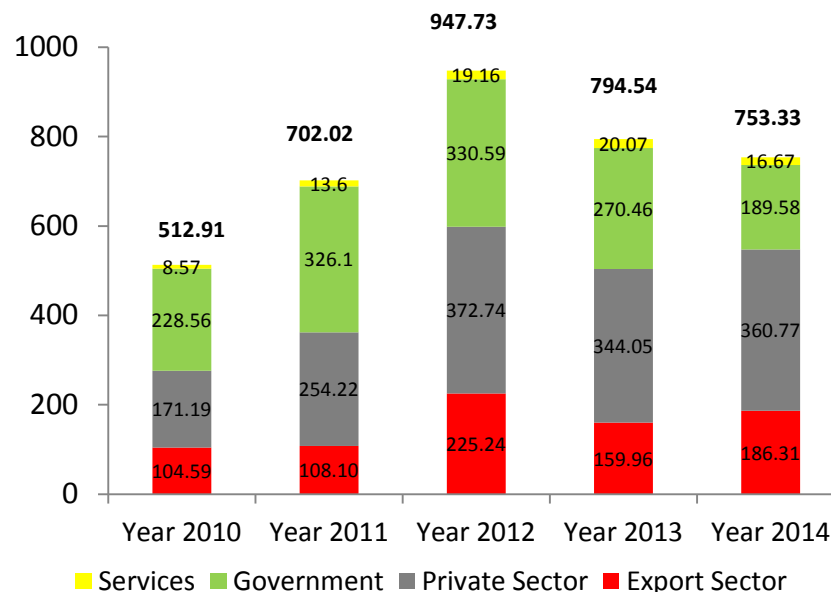
## Revenue From Sales and Services

Million baht



**At Quarter 4/14**, the company had higher sales volume calculated to be 49.68% of total revenue because Thailand's political situation became better and Thailand's economic was also recovered.

Million baht

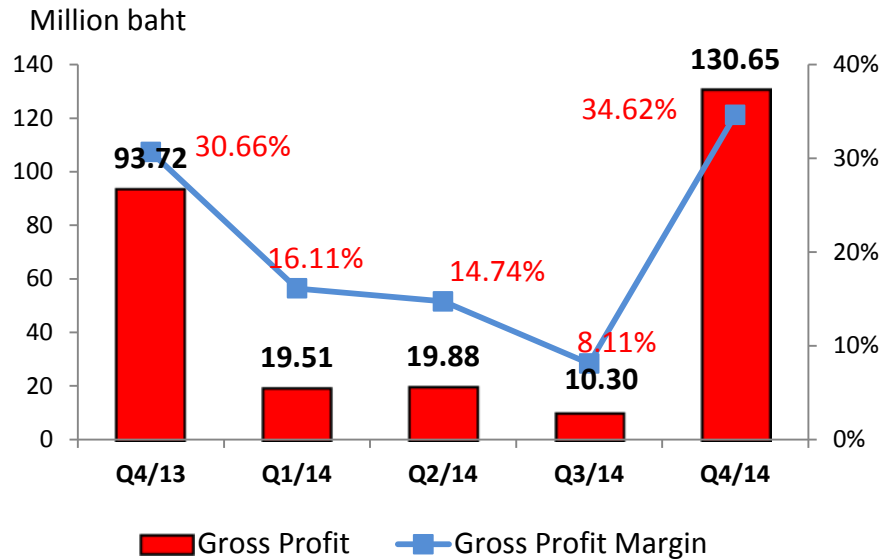


**In 2014**, the company earned revenue from selling and services providing in the amount of 753.33 million baht that decreased from 2013 calculated to be 5.19% due to the effect of economic slow-down.



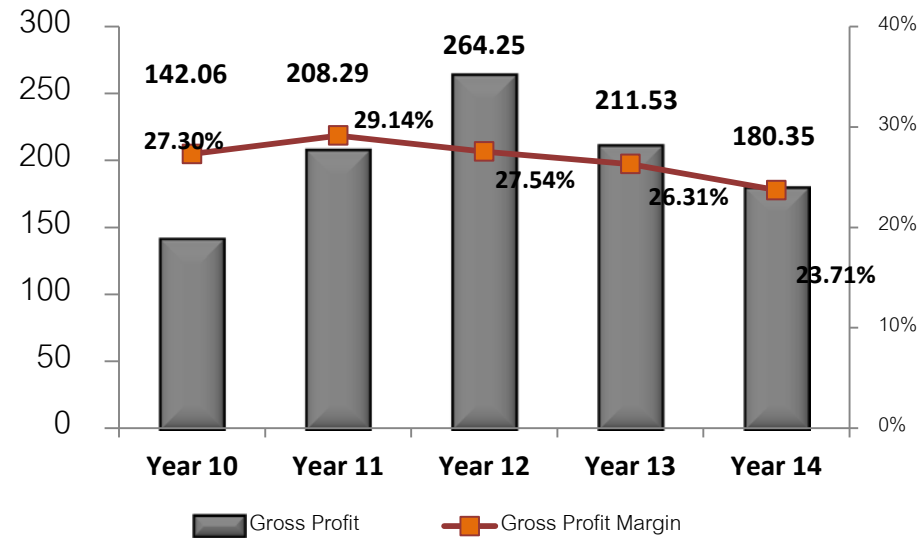
# Financial

## Gross Profit



At quarter 4/14, the company earned higher amount of the Gross Profit Margin from the last quarter calculated to be 26.51%. According to higher amount of sales volume, the unit cost was reduced.

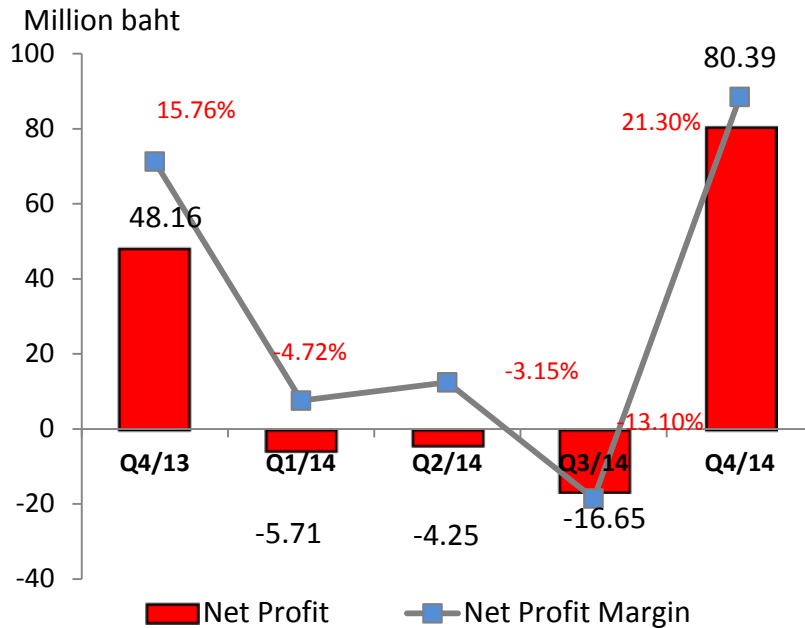
Million baht



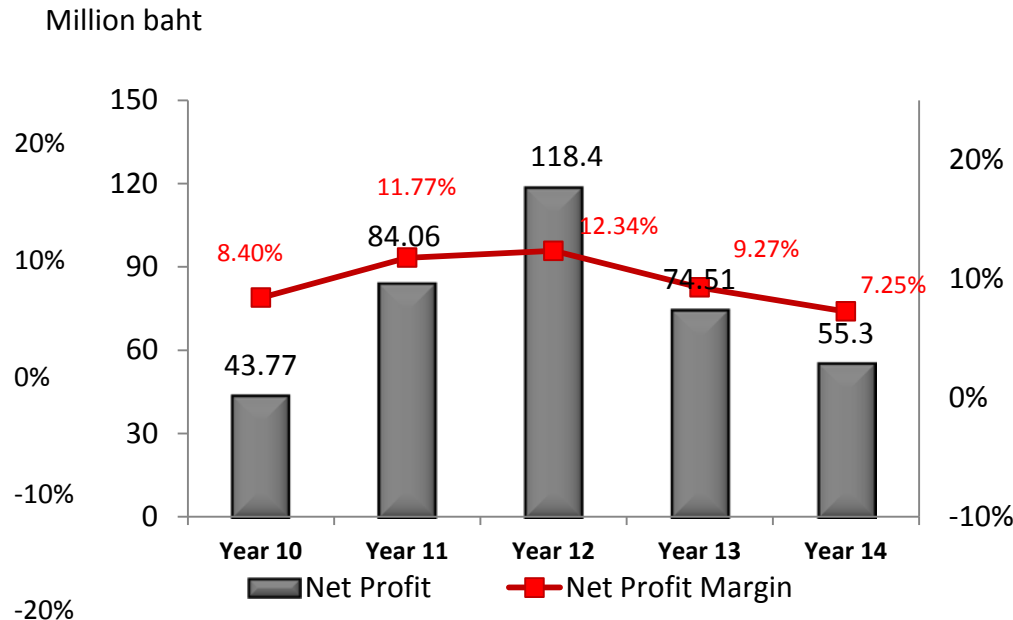
In 2014, the Gross Profit Margin of 2014 reduced compared to the last year because the price of materials were increased.

# Financial

## Net Profit



**At quarter 4/14**, the company earned the net profit of 80.39 million baht that was higher from the last quarter due to higher level of sales volume.

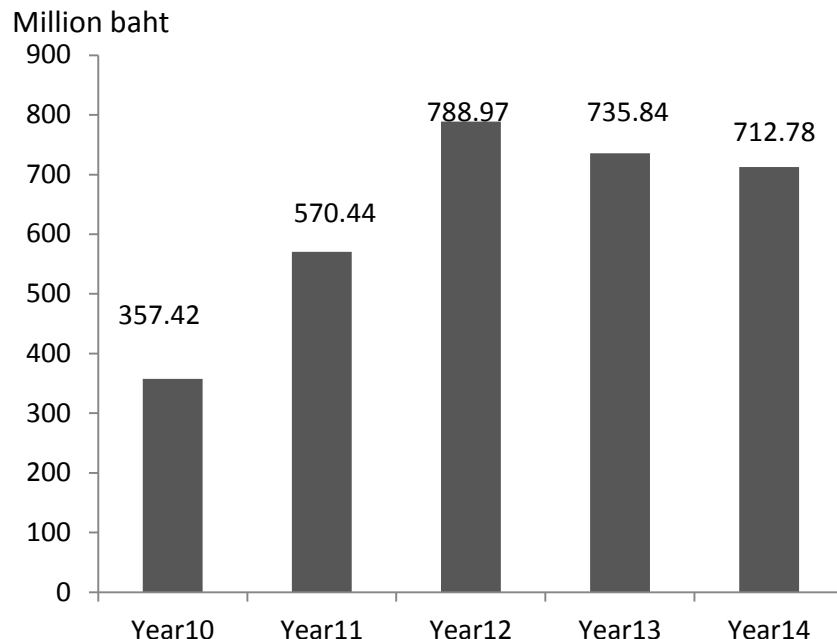


**In 2014**, the net profit reduced compared to 2013 due to lower level of sales volume. In addition, our company had the fixed cost around 30-40% of total expenses that are expenses related to employees and depreciation.

# Financial

## Total Asset

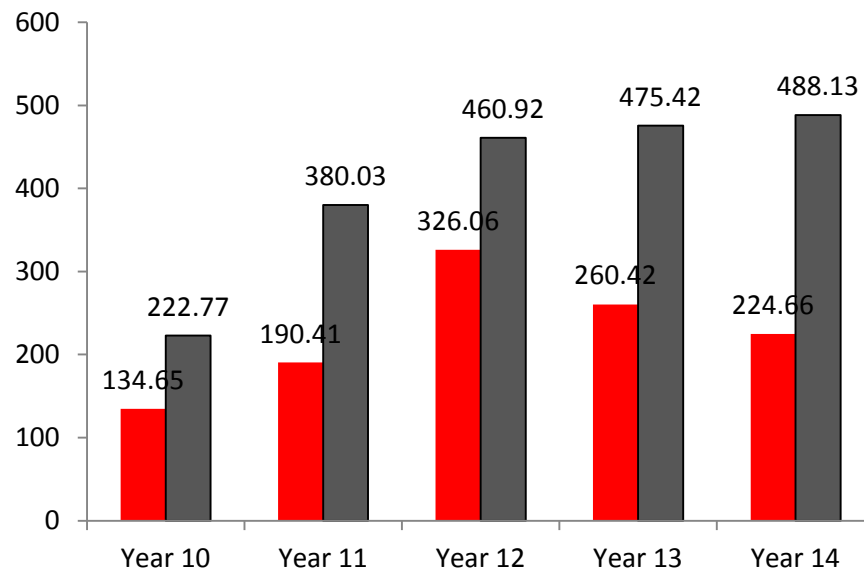
Million baht



Company's important assets are lands, buildings, equipment, account receivable, and inventory stocks. In 2014, the proportion per total assets was calculated to be 45.37%, 20.93%, and 19.12%, respectively.

## Total Liabilities and Shareholders

Million baht



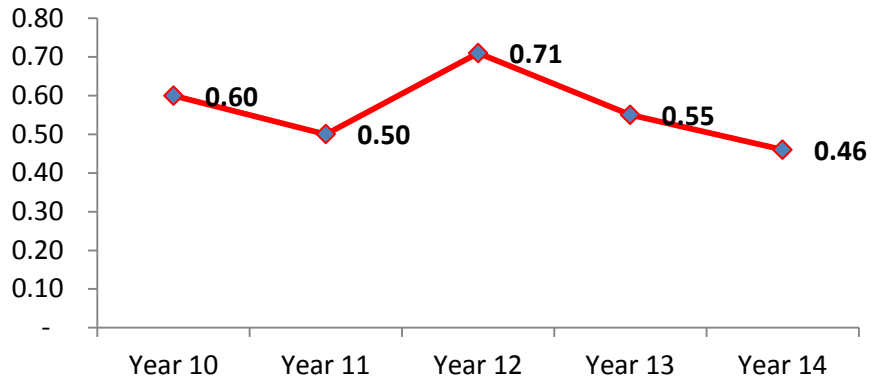
■ Total Liabilities

■ Total Shareholders' Equity

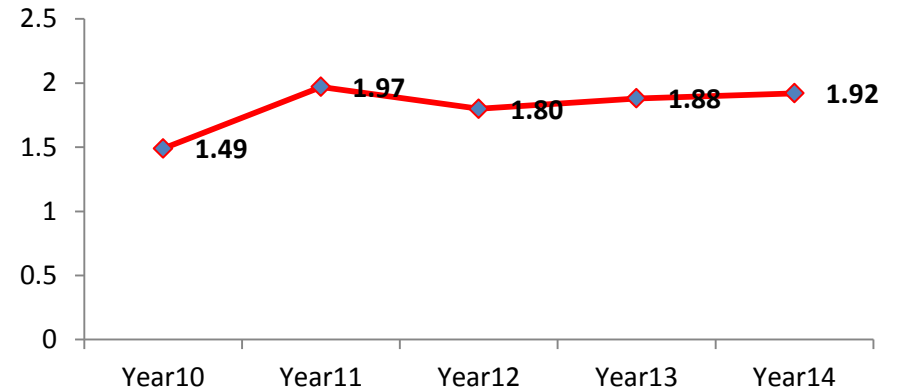
Most liabilities are current liabilities used in normal operation of company's business. The important current liabilities are consisted of short-term loan made with banks and trade account payables calculated to be 88.59% of total debts of 2014.

# Financial

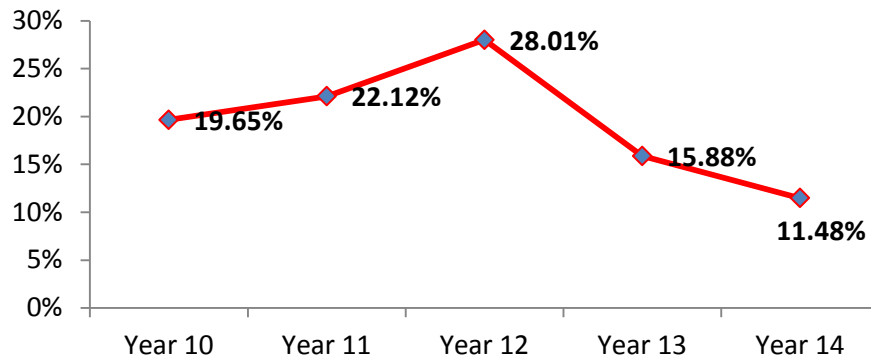
Debt to Equity Ratio



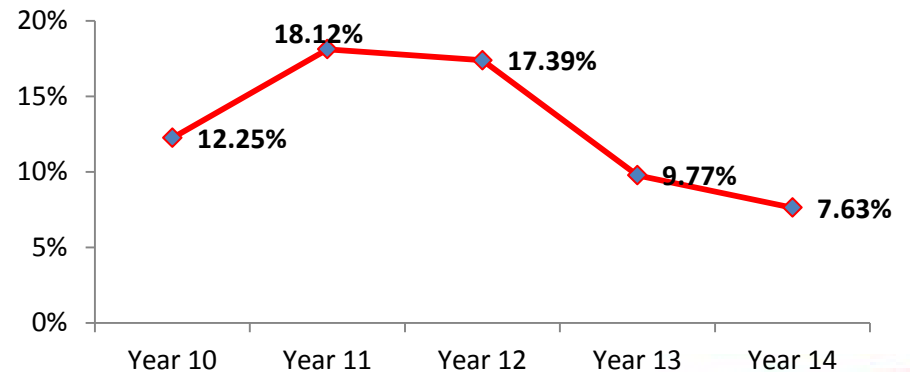
Current Ratio



Return of Equity



Return of Asset





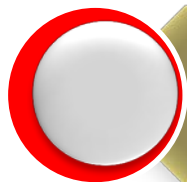
## Dividend Payment Policy

The company has policy for payment of annual dividends not less than fifty percent of the net profit after deduction of juristic person income taxes and allocation of reserve funds in compliance with the law. However, the company may consider dividend payments differing from the set policy, depending upon business performance, financial liquidity, economic conditions and necessity to use current capital in order to manage operations and expand the company's business.

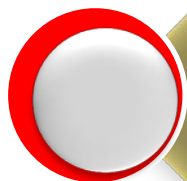


# Agenda

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**Company Overview**



**Financial**



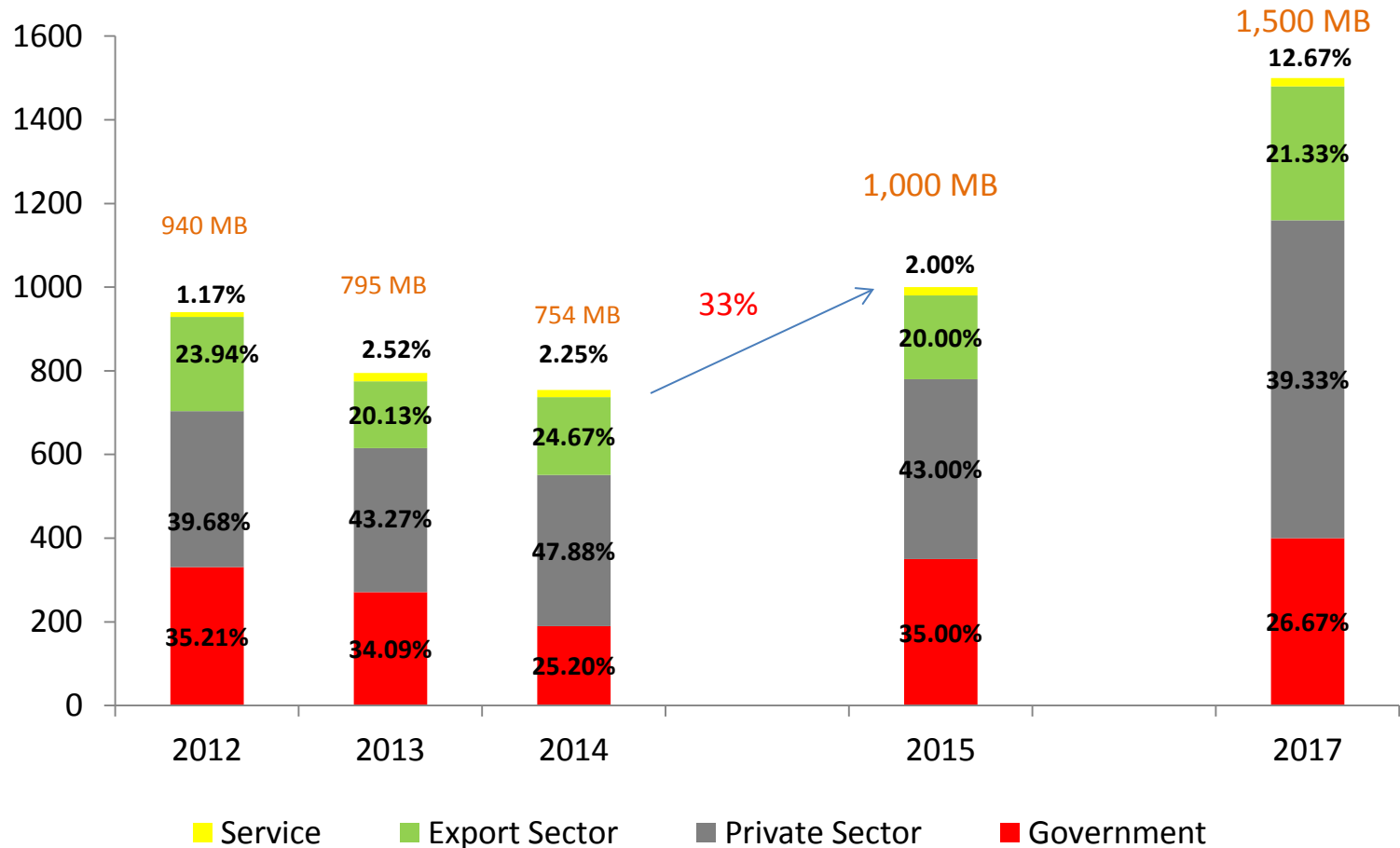
**Going Forward**

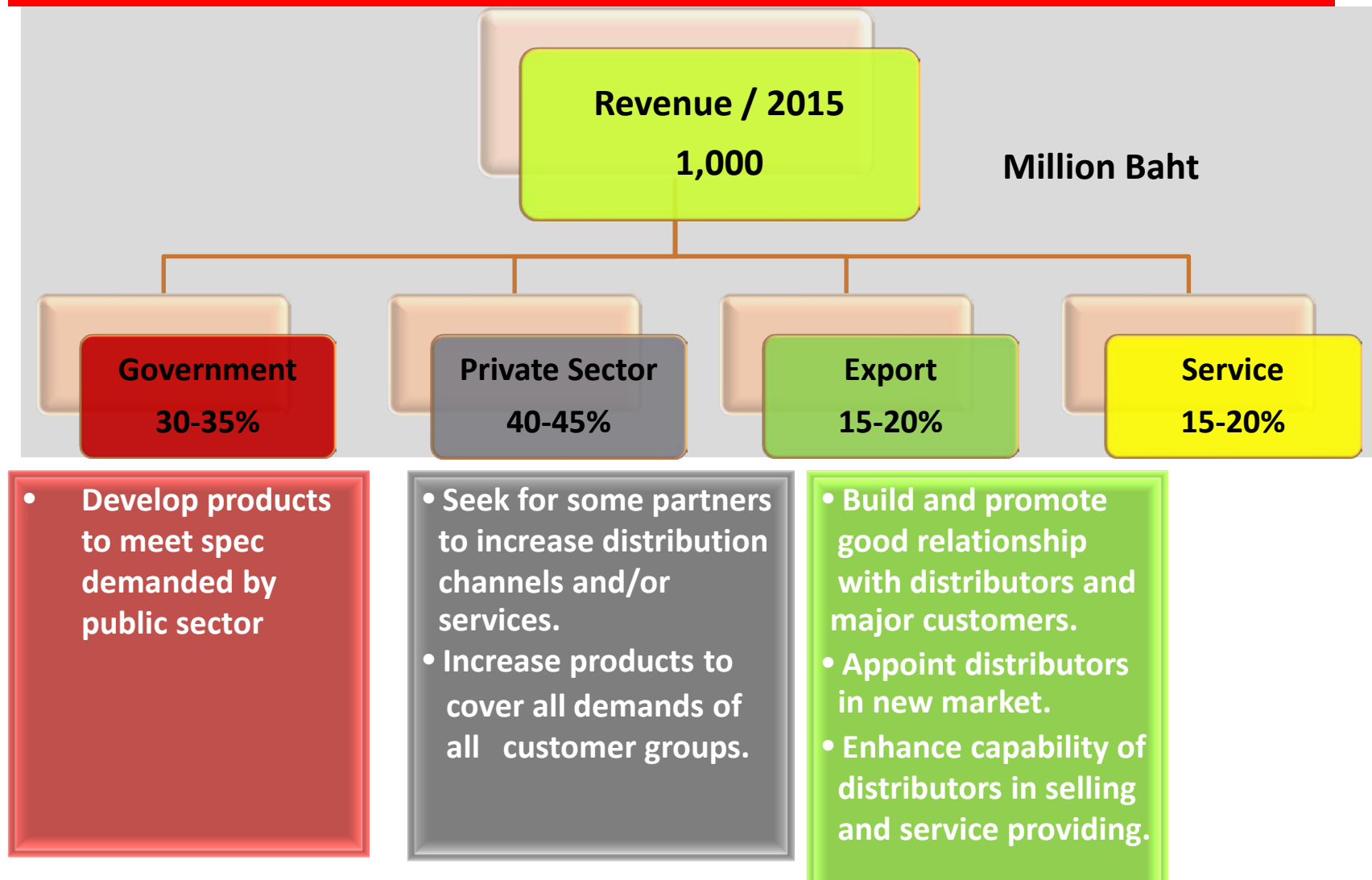


**Q&A**

# Going Forward

Million baht

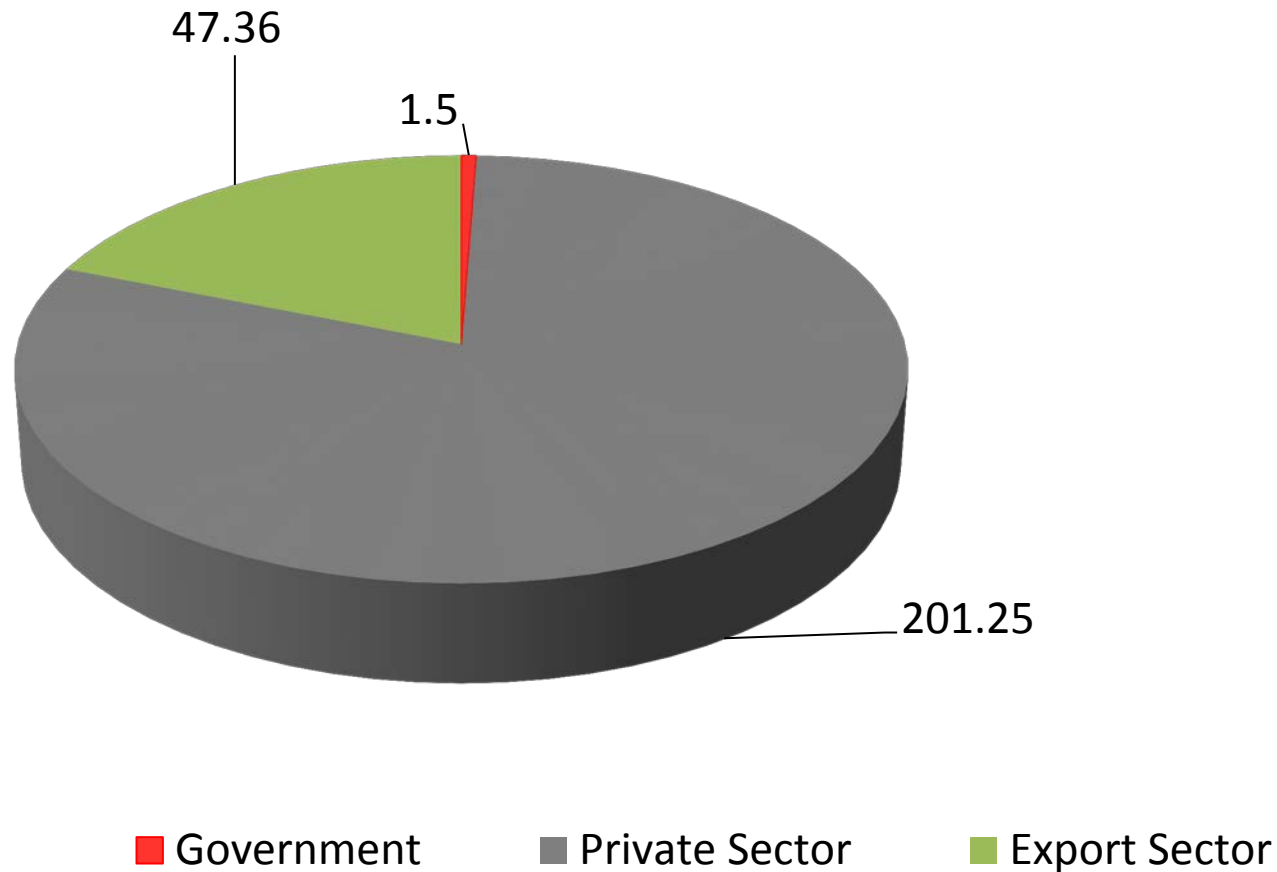






## Going Forward

**Order Backlogs At Of March ,2015 : 250.11 Million Baht**





Contact us : QTC Energy PCL.  
2/2 Soi Krungthep Kritha 8 (5).,  
Krungthep Kritha Rd., Huamark.,  
Bangkapi, Bangkok 10240  
Thailand.

Tel (IR) : (66) 0-2379-3089-92 ext 241

Fax: (66) 0-2379-3099

E-mail : [ir@qtc-energy.com](mailto:ir@qtc-energy.com)

[www.qtc-energy.com](http://www.qtc-energy.com)

