

ATP30

ATP30 PUBLIC COMPANY LIMITED

บริษัท เอทีพี 30 จำกัด (มหาชน)



Head Office : 700/199 Moo 1, Bankao, Panthong, Chonburi 20160

Contact : 0-3846-8788-9

Website : [www.atp30.com](http://www.atp30.com)

## CEO/MD

Mr. Piya Techakul  
Managing DirectorTel : 038-468-788  
Mobile : 08-2716-0631  
piya@atp30.com

## CFO

Mr. Piya Techakul  
Chief Financial Officer  
(Acting)Tel : 038-468-788  
Mobile : 08-2716-0631  
piya@atp30.com

## IRO

Ms. Chotiga Weerasilp  
Manager Financial ControllerTel : 038-468-789  
Mobile : 09-1774-4432  
chotiga@atp30.com

## Company Background

ATP30 Public Company Limited Provides shuttle service for factory employees from community to Industrial Estate and around area, especially eastern seaboard. The company has permitted the shuttle service operating license issued by Department of Land Transport. There are two categories of vehicles operation as 30 Sep, 2018 as follows;

1. The company vehicles a total of 270, consisting of 187 busses, 28 mini-busses, 7 VIP-vans, 47 vans, and a car.
2. The company has total of 90 affiliated vehicles, consisting of 80 vans and 10 busses.

## Key Development of Company

23 Aug., 2017 The company has certified ISO39001 : 2012 (Road Traffic Safety Management System) issued by BSI which effective from 1 Aug., 2017 to 31 Jul., 2020.

2 Feb., 2018 The company paid out the cash dividend on 30 Apr., 2018 in a proportion of Bath 0.03 per share based on the ordinary shares of 521,462,375 shares which accounts for Baht 15,643,871.25.

8 Nov., 2018 The 3rd warrants will be able to exercised on 28 Dec., 2018 as follows; (1) Exercise raion: 1 unit of warrant per 1 newly issued of ordinary share and exercise price is Baht 0.85. (2) The notification period for the exercise of warrant of 21 and 24-27 Dec., 2018 during 9.00 - 15.30 hours.

## Revenue Structure

Period : 30 Sep

(Unit : MB)

	9M/2018	%	9M/2017	%	2017	%	2016	%
<b>Company vehicles</b>	260.41	83.45	200.09	79.38	277.66	79.90	231.41	76.94
- Bus	217.24	69.62	179.97	71.40	249.51	71.80	214.40	71.28
- Mini-Bus	17.77	5.69	3.48	1.38	4.51	1.30	1.59	0.53
- Van	22.43	7.19	15.22	6.04	21.62	6.22	14.06	4.67
- VIP-Van	2.82	0.90	1.36	0.54	1.94	0.56	1.36	0.45
- Car	0.14	0.05	0.05	0.02	0.07	0.02	-	-
<b>Affiliated Vehicles</b>	51.63	16.55	51.97	20.62	69.83	20.09	71.88	23.90
<b>Total Service income</b>	312.04	100.00	252.06	100.00	347.50	100.00	300.78	100.00
<b>Other income</b>	1.22	-	1.01	-	1.14	-	1.80	-

CG Report Score :



THSI List : -

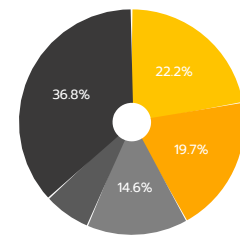
## Stock Data (08/11/2018)

	YTD	2017	2016
Paid-up (MB)	130.87	123.75	110.00
Listed share (M)	523.46	495.00	440.00
Par (B)	0.25	0.25	0.25
Market Cap (MB)	884.65	846.45	783.20
Price (B./share)	1.69	1.71	1.58
EPS (B)	0.06	0.05	0.05

## Statistics

	P/E	P/BV	Div.Yield
ATP30 (x)	21.55	2.92	1.77
SERVICES - mai (x)	-	2.80	2.19
SERVICES - SET (x)	34.89	4.03	1.72
mai (x)	65.42	2.12	1.83
SET (x)	16.65	1.93	2.96

## Shareholder Structure (28/09/2018)



● Panichewa Family (22.2%)	● Techakul Family (19.7%)
● Kromadit Family (14.6%)	● Other Shareholder (6.7%)
● Shareholder (36.8%)	

## Financial Ratios

	9M/2018	9M/2017	2017	2016
ROE (%)	14.76	7.74	9.91	9.20
ROA (%)	10.18	7.04	7.24	8.17
D/E (x)	1.29	1.18	1.34	1.10
GP Margin (%)	25.95	22.45	23.38	23.86
EBIT Margin (%)	15.18	10.60	12.26	13.49
NP Margin (%)	9.74	6.20	7.53	7.25

# Business Plan

The company's business plan has implemented by the following;

- The company is a leader in shuttle services for factory employees of various industrial estate. The emphasis to enhance our service for clients' satisfaction and set the global standard of service qualification.
- Maintain and drive growth our core business, continued business expansion to sustainability.
- Apply technologies for services and fleets control to enhance of safety and clients' satisfaction.
- To improve efficiency of our staffs such knowledgeable, capable and skills for services development.
- Our service policies such : (1) Safety (2) Reliability (3) Comfort, moreover continuous and up to date development to be able to satisfy clients and drive business growth.

# Investment Highlight

The company's business highlight as below;

- The shuttle services such one of the employee welfare benefit is an importance for industrial plants in industrial estates. The oppoutunities of business growth are by the quantities of operator (New market), the replacement of competitors, including the replacement of the factory's own (Existing market). Currently, the Company provides services in the Eastern as Chonburi, Rayong, Prachinburi, Chchoengsao, and Saraburi.
- Not only the company has continuously expanded its clients, but development such HR and fleet management according to ISO 39001 standard also to maintain quality in service and support expansion in the eastern.
- Due to the company is capable of payment and become to the listed company on the stock market that represent the credit worthiness of the company, so the financial institutions support of vehicles investment for business expansion with lower financial cost is significant.
- The company's depreciation policy for transport vehicle is ten years. The company has progressed to the 12th, the depreciation will gradually finish from 2016, the company's vehicles was due for 25 vehicles.
- As of 30 September 2018, there are 270 company's transport vehicles, divide into the company ownership for 87 and under the hire-purchase agreement for 183.
- There are 35 service agreements, value of Baht 1,963.56 million divide into revenue recognition of Baht 861.61 million and revenue unrecognition of Baht 1,101.95 million.
- For 3-month period ended 30 September 2018, the Company's net profit was THB 10.70 million or equivalent to the net profit margin of 9.71 percent compared to the same period last year that the Company's net profit was THB 8.35 million or equivalent to the net profit margin of 9.29 percent and For 9-month the Company's net profit was THB 30.50 million or equivalent to the net profit margin of 9.74 percent compared to the same period last year that the Company's net profit was THB 15.69 million or equivalent to the net profit margin of 6.20 percent.
- The company find an opportunity to expand our business to the tourism, especially the Chinese tourist. The company is provided ten shuttle buses service for tourists with three partners from February. We planned to increase fhem within this year and expected that the services provided will generate revenue of 3-5%, diversifying revenue sources and expanding the company's revenue base.

# Risk Factor

The business risk factors and risk mitigation such;

- Risk from limited clients; The company has a small number of client's base (as of 30 September, 2018, a total of 34 clients), however the most main clients are singing service agreement for long period and continuously. Therefore, the Company is confident to maintain existing clients and expand to new clients.
- Risk from fluctuation of global fuel price; The fluctuations in fuel price have a direct impact on the Company's direct cost caused of global fuel price due to the Company has no a diesel price contract to spread the risk. The company also emphasizes the importance of managing and controlling the cost of fuel to reduce the fluctuation fuel price risk.

## Capital Structure

(Unit : MB)

	9M/2018	9M/2017	2017	2016
Current Liabilities	103.78	70.09	96.68	93.93
Non-Current Liabilities	228.60	184.86	250.67	169.66
Shareholders' Equity	302.86	253.26	286.31	243.50

## Company Structure



## Company Image

