

ATP30

บริษัท เอทีพี 30 จำกัด (มหาชน)  
ATP30 PUBLIC COMPANY LIMITED

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## CEO/MD

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## IRO

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## Company Background

ATP30 Public Company Limited provides shuttle service for factory employees from community to Industrial Estate and neighborhood, 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 follows;

1. The company vehicles a total of 308, consisting of 192 busses, 30 mini-busses, 7 VIP-vans, and 79 vans.
2. The company has total of 74 affiliated vehicles, consisting of 63 vans and 11 busses.

## Key Development of Company

01 Jan.,2019 The company has business extension form employee transportation services to other service are as follows: 1. Non-public transport services or shuttle bus services for residents from accommodations to various public transport stations 2.Tourist transport services for Bangkok to Koh Phangan 3. Chinese tour services

25 Feb.,2020 At the Board of Directors Meeting No. 1/2020 on February 25, the company passed a resolution to pay dividends for the year 2019 in the form of cash at the rate of 0.02 baht per share, in the amount of 12.35 million baht. Then interim cash at the rate of 0.02 baht in the amount of 12.35 million baht is already paid, totaling 25.70 million baht or 55.59% of the net profit after legal reserves The dividend payment date for the year is 30 April 2020, with further approval from the AGM 2020.

## Revenue Structure

(Unit : MB)

Period : 31 Dec

	2019	%	2018	%	2017	%
<b>Company vehicles</b>	390.55	85.47	352.40	83.53	277.66	79.90
- Bus	295.36	64.64	289.83	68.70	249.51	71.80
- Mini-Bus	37.15	8.13	27.00	6.40	4.52	1.30
- Van	53.51	11.71	31.53	7.47	21.62	6.22
- Van-VIP	4.53	0.99	4.05	0.96	2.01	0.58
<b>Affiliated Vehicles</b>	66.41	14.53	69.48	16.47	69.84	20.10
<b>Total Service income</b>	456.96	100.00	421.88	100.00	347.50	100.00
<b>Other income</b>	1.93	-	1.98	-	1.14	-

CG Report Score :



THSI List : -

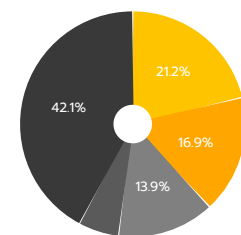
## Stock Data (13/03/2020)

	YTD	2018	2017
Paid-up (MB.)	154.33	130.87	123.75
Listed share (M.)	617.31	523.46	495.00
Par (B.)	0.25	0.25	0.25
Market Cap (MB.)	450.64	779.96	846.45
Price (B./share)	0.73	1.49	1.71
EPS (B.)	0.08	0.08	0.05

## Statistics (13/03/2020)

	P/E	P/BV	Div.Yield
ATP30 (x)	9.62	111	5.48
SERVICES - mai (x)	14.15	155	4.41
SERVICES - SET (x)	26.98	2.86	2.49
mai (x)	15.68	1.12	4.05
SET (x)	13.05	1.24	4.46

## Shareholder Structure (11/03/2020)



● Panichewa Family (21.2%)	● Techakul Family (16.9%)
● Kromadit Family (13.9%)	● Other shareholder (5.8%)
● Shareholder (42.1%)	

## Financial Ratios

	2019	2018	2017
ROE (%)	12.64	13.17	9.91
ROA (%)	9.12	9.05	7.24
D/E (x)	0.86	1.17	1.34
GP Margin (%)	25.69	25.57	23.38
EBIT Margin (%)	14.73	14.91	12.26
NP Margin (%)	10.20	9.65	7.53

# Business Plan

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

- Vision : Lead for providing shuttle bus services to various industries. Services development to satisfy all passengers for highly international standard.
- Mission : 1.Maintain, Strengthen, and expand business continue growth to sustainability 2.Technology apply for Service and Control to be safety and satisfaction. 3. Improve and support personal potential, knowledge, capacity, and skills for high efficiency.
- Stratey : 1.Maintain existing client and expand client with quality service, and customer satisfaction. 2.Improve and support personal potential to high standard.
- Long-term goal of the company : 1.During one year: period, the company aims to operate according to the Company's strategy and mission, by following a target service revenue growth of 5%-10% of from existing and new clients from expanding areas outside the eastern region, Moreover the service costs and expenses controlled to decrease from the previous year, and maintain a profit rate of not less than 10%. 2.During three years: The company has a goal of continuous human resource development, including the creation of an organizational culture. Professional driver knowledge development Creating a succession plan to meet the strategy and support future growth.

# Investment Highlight

The company's business highlight as below;

- Currently, the company expanding area to provide services such as Chonburi, Rayong, Prachin Buri, Chachoengsao, Saraburi, Bangkok and Suratthani.
- For the year 2019, the Company has a total of 39 clients, and vehicles a total 382, devided into the company vehicle for 308 and affiliated vehicle for 74. There value THB. 2,137.47 million service agreement, devide into revenue recognition of THB. 1,226.35 million as per information as follows;
  - The Company's vehicles are under the financial lease agreement for 190 in which the number of vehicles terminate from the agreement contract from 2020 to 2023 as can divide into 45 25 63 55 vehicles.
  - The Company's vehicles are fully depreciation the total 34 vehicles, which will be fully depreciation proceedings yearly totally between 2020 to 2024 as 10 9 16 21 and 25 vehicles.
- The company has net profit for the year 2018 and year 2019 of 40.91 MB and 46.86 MB or equivalent to net profit margin of 9.65% and 10.20% of total revenue. By the service revenue increasing, management of maintenace costs and move over the depreciation of ten years.
- For the year 2020, the Company plans to expand out of the eastern region and plan to reduce the fuel cost by changes to diesel B10 or B20 for the growth expanding by maintaining the gross profit margin, 25%-26% and maintain the net profit margin, not less than 10%

# Risk Factor

The business risk factors and risk prevention such;

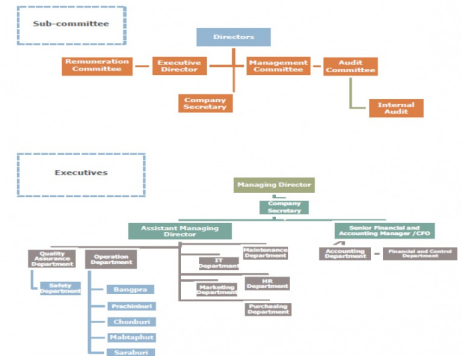
- Risk from a small number and limited clients: As of 31 December 2019, there are 39 clients, a small percentage of the eastern entrepreneurs' number, however the company ensures that maintain existing clients capabillity concurrently and new clients expansion. The company able to keep 100% existing clients with contract agreement period 3-5 years.
- Risk from fluctuation of global fuel price is a direct impact on the Company's direct cost caused of the Company has no a diesel price contract, however the company also emphasizes the importance of managing and controlling the cost of fuel and there is a veriable service fee determined (Floating-rate Contract) by fuel price. If the fuel price is higher than the contract, the company will get compensation from the cients. Currently, the company has entered into this type for the risk protection.

# Capital Structure

(Unit : MB)

	2019	2018	2017
Current Liabilities	149.73	160.90	131.89
Non-Current Liabilities	200.07	231.61	250.67
Shareholders' Equity	405.59	335.05	286.31

# Company Structure



# Company Image

## Business direction 2020

Core business expansion :-

- TUNTEX TEXTILE (THAILAND) CO., LTD.
- JCG HOLDINGS CO., LTD.
- SIAM CITY CEMENT PLC.
- SANSIRI PLC.



## Financial Performance

Statement of comprehensive income

Transaction	Unit : MB					
	Q1'18	Q1'19	Q2'19	Q3'19	Q4'19	2019
Service income	110,603	113,451	114,405	117,317	113,718	346,641
Cost of services	(82,967)	(82,533)	(83,947)	(86,997)	(86,090)	(266,233)
Administrative expense	(11,994)	(12,982)	(14,070)	(12,333)	(12,338)	(39,637)
Finance cost	(3,620)	(3,663)	(3,347)	(3,051)	(2,330)	(13,664)
Tax expenses	(1,612)	(1,103)	(1,800)	(2,248)	(1,718)	(6,500)
Profit for period / Year	10,410	12,170	11,241	12,688	10,742	26,248
Gross profit margin	24.47%	26.89%	26.33%	25.62%	24.32%	23.38%
						26.67%
						26.89%

## Financial Performance



## Financial Performance

