

ATP30

บริษัท เอทีพี 30 จำกัด (มหาชน)  
ATP30 PUBLIC COMPANY LIMITED

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@atp30group.com

## CFO

Ms. Pannee Kuhawal  
Senior Manager Finance and  
AccountingTel : 038-468-788  
Mobile : 08-2716-1567  
pannee@atp30group.com

## IRO

Ms. Chotiga Weerasilp  
Manager Financial ControllerTel : 038-468-789  
Mobile : 09-1774-4432  
chotiga@atp30group.com

## 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 330, consisting of 208 busses, 36 mini-busses, 7 VIP-vans, and 79 vans.
2. The company has total of 60 affiliated vehicles, consisting of 55 vans and 5 busses.

## Key Development of Company

01 April, 2020 The annual general meeting of shareholders was held on 1 April 2020, has approved cash dividend payment for the year 2019 of THB. 0.04 per share which amount of THB. 24.69 million or THB. 55.59 percent of the net profit after deducting the legal reserve. The dividend was paid on 4 December 2019 at the rate of THB. 0.02 per share in the amount of THB. 12.35 million, and paid on 30 April 2020 at the rate of THB. 0.02 per share in the amount of THB. 12.35 million. The meeting approved the reduction of the company's registered capital from 1,439,942 ordinary shares which have not been issued, and also approved amendment of Clause 4 of the Company's Memorandum of Association for conformity with such decrease of the Company's authorized capital.

## Revenue Structure

Period : 31 Mar

(Unit : MB)

|                      | 3M/2020 | %      | 3M/2019 | %      | 2019   | %      | 2018   | %      |
|----------------------|---------|--------|---------|--------|--------|--------|--------|--------|
| Company vehicles     | 90.85   | 88.20  | 95.82   | 84.88  | 390.55 | 85.47  | 352.40 | 83.53  |
| - Bus                | 67.47   | 65.50  | 74.99   | 66.42  | 295.36 | 64.64  | 289.83 | 68.70  |
| - Mini-Bus           | 9.49    | 9.21   | 9.16    | 8.12   | 37.15  | 8.13   | 27.00  | 6.40   |
| - Van                | 13.07   | 12.69  | 10.54   | 9.34   | 53.51  | 11.71  | 3153   | 7.47   |
| - Van-VIP            | 0.82    | 0.80   | 1.13    | 1.00   | 4.53   | 0.99   | 4.05   | 0.96   |
| Affiliated Vehicles  | 12.15   | 11.80  | 17.07   | 15.12  | 66.41  | 14.53  | 69.48  | 16.47  |
| Total Service income | 103.00  | 100.00 | 112.89  | 100.00 | 456.96 | 100.00 | 421.88 | 100.00 |
| Other income         | 0.07    | -      | 0.56    | -      | 1.93   | -      | 1.98   | -      |

CG Report Score :



THSI List : -

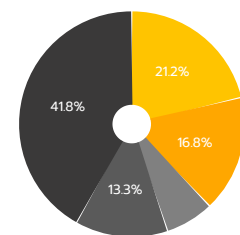
## Stock Data (15/05/2020)

|                   | YTD    | 2019   | 2018   |
|-------------------|--------|--------|--------|
| Paid-up (MB.)     | 154.33 | 154.33 | 130.87 |
| Listed share (M.) | 617.31 | 617.31 | 523.46 |
| Par (B.)          | 0.25   | 0.25   | 0.25   |
| Market Cap (MB.)  | 500.02 | 790.16 | 779.96 |
| Price (B./share)  | 0.81   | 1.28   | 1.49   |
| EPS (B.)          | 0.01   | 0.08   | 0.08   |

## Statistics (15/05/2020)

|                    | P/E   | P/BV | Div.Yield |
|--------------------|-------|------|-----------|
| ATP30 (x)          | 12.47 | 1.23 | 4.94      |
| SERVICES - mai (x) | 15.78 | 1.71 | 3.95      |
| SERVICES - SET (x) | 33.81 | 3.12 | 2.26      |
| mai (x)            | 19.49 | 1.28 | 3.52      |
| SET (x)            | 17.65 | 1.41 | 4.05      |

## Shareholder Structure (16/04/2020)



|                              |                             |
|------------------------------|-----------------------------|
| ● Panichewa Family (21.2%)   | ● Techakul Family (16.8%)   |
| ● Ph.D.Viwat Kromadit (6.9%) | ● Other shareholder (13.3%) |
| ● Shareholder (41.8%)        |                             |

## Financial Ratios

|                 | 3M/2020 | 3M/2019 | 2019  | 2018  |
|-----------------|---------|---------|-------|-------|
| ROE (%)         | 10.60   | 13.22   | 12.64 | 13.17 |
| ROA (%)         | 7.54    | 9.10    | 9.12  | 9.05  |
| D/E (x)         | 0.96    | 1.15    | 0.86  | 1.17  |
| GP Margin (%)   | 20.87   | 26.89   | 25.69 | 25.57 |
| EBIT Margin (%) | 8.59    | 15.81   | 14.73 | 14.91 |
| NP Margin (%)   | 5.29    | 10.73   | 10.20 | 9.65  |

# Business Plan

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

- Vision:** The company is a leader in providing shuttle bus services to transport employees round residential areas to industrial estate or enterprises. For the highest customer satisfaction and interantional standard service acceptably.
- Mission:** 1. Maintain our sustainable the strength, growth, and expansion our business operation. 2. Applying technology to provide service and operation controller for related to safety, and responding to customer satisfaction. 3. Building and developing the knowledge and work skills for personnel efficiency improvement.
- Company Strategy:** 1. Maintaining existing customer relationships, in addition to creating and keeping new customers by providing quality service. 2. Operating systems development and standards for the provision of quality services. 3. Improvements in service quality for improve customer satisfaction and users realizable.
- Business Goal:** Within 1 year, The company also focuses on operating according to the main strategy and mission of the organization. By setting a target of 5% to 10% of service revenue growth from existing and new customers from expanding areas outside the eastern region. In addition, the management of service costs and expenses decreased from the previous year. In which the company has set a target of growth of not less than 5% to 10% in the year and maintain the profitability of not less than 10%. Three years, The company also has a goal of continuous human resource management system development, including creating an organizational culture. Professional driver competency development Establishing succession plans to respond to the strategy and support future growth of the company.

# Investment Highlight

The company's business highlight as below;

- According to the spread of COVID-19 virus that the company has been had strict prevention policy, such the drivers must wear a mask at all services time, clean up the vehicles both internal and external with alcohol or disinfectant, moreover sterilized virus at the seats and handles with UV light technology after service.
- As at 31 March 2020, There value THB. 1,998.47 million service agreement, devide into revenue recognition of THB 925.77 million as per information as follows;
  - The 188 company's vehicles are under the remaining finace lease, with the installment due in 2020, divide into the third and the fourth quarter of 3 buses and 3 buses. And the year 2021-2025 the amount of 9 buses, 16 buses, 21 buses, 25 buses, and 20 buses, respectively.
  - The company's vehicles are fully depreciation the total 35 vehicles. with fully depreciation in 2020, divide into the two and the third quarter of 1 vechicle and 8 vehicles. And the year 2021-2025 as can divide into 9 vehicles 16 vehciles 21 vehciles 25 vehciles and 20 vehicles, respectively.
- During the year 2020 the service of the company is expanded into Saraburi province, the service agreement of a major client is singed for eight years period with ten buses. The company decided to use B10 and B20 diesel to reduce the cost of service for growth rate during the year 2020 is not less than 5%-10% and maintain a profitability rate not less than 10%

# Risk Factor

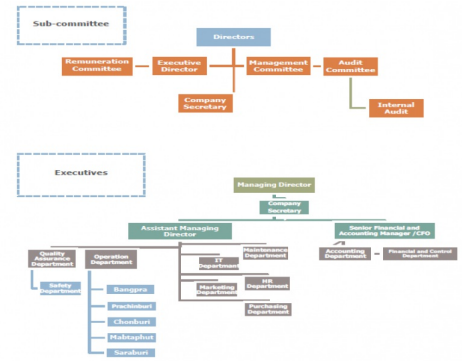
**The business risk factors and risk prevention such:** Risk from a small number and limited clients: As of 31 March 2020, there are 38 clients, a small percentage of the eastern entrepreneurs' number, however the company has a clear plan and policy for plan to retain its existing xustomers and to replace new customers by increasing the number of customers and reucing the reliance on certain major customers. The company believes that the opportunity to lose current customers is less. Since the company has been serving the majority of customers and customers for a long time. and every year still can find more new customers continuously and the current service contract is for 3-8 years.

# Capital Structure

(Unit : MB)

|                         | 3M/2020 | 3M/2019 | 2019   | 2018   |
|-------------------------|---------|---------|--------|--------|
| Current Liabilities     | 160.80  | 182.54  | 149.73 | 160.90 |
| Non-Current Liabilities | 234.38  | 217.45  | 200.07 | 231.61 |
| Shareholders' Equity    | 409.55  | 347.23  | 405.59 | 335.05 |

# Company Structure



# Company Image

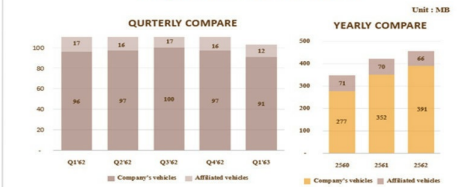
## Financial Performance

Statement of comprehensive income

| Transaction                               | Q1'20    | Q2'20    | Q3'20    | Q4'20    | Q1'19    | 2019      | 2018      | 2017      |
|---|----------|----------|----------|----------|----------|-----------|-----------|-----------|
| Service income                            | 113,451  | 114,405  | 117,317  | 113,718  | 103,073  | 348,641   | 423,860   | 458,891   |
| Cost of services                          | (82,533) | (83,947) | (86,997) | (86,090) | (81,499) | (266,213) | (314,023) | (339,567) |
| Administrative expense                    | (12,982) | (14,070) | (12,333) | (12,333) | (12,102) | (39,637)  | (46,631)  | (51,723)  |
| Finance cost                              | (3,663)  | (3,347)  | (3,051)  | (2,830)  | (2,760)  | (13,664)  | (15,796)  | (12,891)  |
| Less from impairment of trade receivables | -        | -        | -        | -        | (621)    | -         | -         | -         |
| Tax expenses                              | (1,103)  | (1,800)  | (2,248)  | (1,718)  | (630)    | (2,839)   | (6,504)   | (7,889)   |
| Profit for period / Year                  | 12,170   | 11,241   | 12,688   | 10,742   | 8,488    | 26,248    | 40,906    | 46,821    |
| Gross profit margin                       | 26.89%   | 26.13%   | 26.82%   | 24.12%   | 20.87%   | 23.38%    | 28.87%    | 28.69%    |

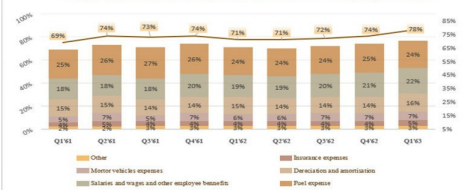
## Financial Performance

Proportion of service income



## Financial Performance

Proportion of service cost per Service income – Company's vehicles



## Financial Performance

