

BTW

บริษัท บีที เวิลธ์ อินดัสทรีส์ จำกัด (มหาชน)

BT WEALTH INDUSTRIES PUBLIC COMPANY LIMITED

**Head Office :** 593/3 Soi Ramkhamhaeng 39 (Thep Leela 1) Ramkhamhaeng Road, Wangthonglang, Bangkok 10310 Thailand

**Contact :** 0-2314-2150-52 **Website :** [www.btwealthindustries.com](http://www.btwealthindustries.com)

**CEO/MD**

**Chotic Russamitinakornkul**  
Chief Executive Officer

Tel : (+66) 2314 2150-2  
chotic@bteng.com

**CFO**

**Piya Suksri**  
Chief Financial Officer

Tel : (+66) 2314 2150-2  
piya.s@btw.co.th

**IRO**

**Investor Relations**

Tel : (+66) 2314 2150-2  
ir@btw.co.th

**Company Background**

BT Wealth Industries Public Co., Ltd. ("BTW") is a holding company having Best Tech & Engineering Ltd. ("BTE") as its core operating company. BTE is engaged in steel fabrication business providing the following services.

- 1) Modularization is the production method used for large-scale project or production process of heavy industries such as the mining industry and the oil and gas industry.
- 2) Parts Fabrication is the process of fabricating raw materials, such as steel plate, structural steel and steel pipes, into steel fabricated parts according to engineering design such as Piping System, Pressure Vessel and Storage Tank and Structural Steel.
- 3) Power Plant EPC Contractor is the main contractor providing works of engineering design, machinery and equipment procurement, construction and commissioning for power projects.

**Key Development of Company**

1987	Best tech and Engineering Ltd. (BTE) has been established as a core operating company.
1995	Chachoengsao Factory was set up to produce piping for power plants.
2002	The company provided parts fabrication services for the Changi water reclamation plant project in Singapore with combined contract value of SGD 23.1 M.
2008	Sattahip Workshops and Yards were established to support the expansion of its modularization business for Golar Winter Renovation of FSRU and Peregrino FPSO projects with the combined value of EUR 4.8 M.
2011-2015	BTW engaged in modularization of Solomon Iron Ore and Roy Hills projects in Australia with contract value of USD 218.1 M. and USD 105.6 M, respectively
2016	On 11 July 2016, BTW have listed on the MAI stock market.
2020	Best Tech increased its registered capital by 2.2 million shares or THB 220.0M by selling to existing shareholders at the price of THB 100 per share, resulting in a total registered capital of 3 million shares or THB 300M.

CG Report Score : 

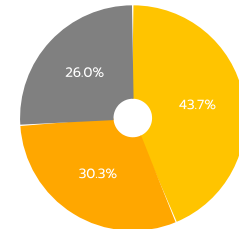
THSI List : -

**Stock Data** (30/12/2020)

	YTD	2019	2018
Paid-up (MB)	378.00	378.00	378.00
Listed share (M.)	756.00	756.00	756.00
Par (B.)	0.50	0.50	0.50
Market Cap (MB.)	582.12	567.00	990.36
Price (B./share)	0.77	0.75	1.31
EPS (B.)	0.06	-0.26	-0.03

**Statistics** (30/12/2020)

	P/E	P/BV	Div.Yield
BTW (x)	-	0.51	-
PROPCON - mai (x)	-	0.86	2.61
PROPCON - SET (x)	16.53	1.26	4.37
mai (x)	72.59	1.73	2.56
SET (x)	28.84	1.64	3.32

**Shareholder Structure** (30/12/2020)

● Satawin Family (43.7%) ● Russamitinakornkul Family (30.3%)  
● Others (26.0%)

**Financial Ratios**

	2020	2019	2018
ROE (%)	3.75	-16.06	-1.82
ROA (%)	4.13	-9.88	-1.11
D/E (x)	0.53	0.72	0.30
GP Margin (%)	9.39	-8.19	2.97
EBIT Margin (%)	5.19	-12.56	-1.56
NP Margin (%)	2.90	-13.72	-1.91

## Revenue Structure

(Unit : MB)

Period : 31 Dec

	2020	%	2019	%	2018	%
<b>Fabrication Revenues</b>	1,437.06	97.53	1,409.01	97.78	1,236.79	95.67
<b>Others</b>	36.37	2.47	31.98	2.22	55.99	4.33
<b>Total Revenues</b>	1,473.43	100.00	1,440.99	100.00	1,292.78	100.00

## Capital Structure

(Unit : MB)

	2020	2019	2018
Current Liabilities	555.39	760.97	381.82
Non-Current Liabilities	66.00	40.76	18.93
Shareholders' Equity	1,161.72	1,118.92	1,342.65

## Company Structure

No subsidiary / No associates company

# Business Plan

BTW Group has targeted for the next 3-year growth in fabrication revenue more than 10% p.a. average. The group has planned to expand new customer base and to improve its production and fabrication processes' efficiency aiming for production cost reduction and customers' satisfaction.

- Expand new customer base, In 2017 the group has got a JIS-H Grade certificate which is a standard for steel structure construction of large-scale building in Japan.
- Market expansion to new customers both in Thailand and overseas especially in European countries. For local customers, the group will broaden its customer base by focusing on power plant customers where the group has expertise in providing services for long term.
- Investment in renewable power business. The group has been seeking for various investment opportunities including participation in bidding for renewable power projects.

## Investment Highlight

The group has been continuing award with new steel fabrication works. As of 31 December 2020, the Group has a total Backlog of Baht 1,050 million, consisting of modularization and assembly of metal pipes and equipment for installation at a refinery in Thailand. In addition, the Group also has production and assembly of steel structures, fabrication and assembly of metal pipes and tank for customers both in Thailand and overseas.

## Risk Factor

Major business risk factors and risk management of the group are as follows.

- Risk of Revenue fluctuation from Project-Based Operation. The group's revenue depended on the projects awarded to the company. If the number of projects available for bidding significantly drops, the company's revenue stream will be dropped as well. However, the company attaches importance to proactive strategy to seek new business opportunities for project bidding. In order to sustain and enhance its competitiveness, the company is highly committed to improving product quality and delivering works on time. These efforts have led to the company's success in continuously expanding its customer base in order to maintain its revenue growth momentum and appropriate profit margins in the long term.
- Risk of Customer Concentration. The company's revenue generated from domestic power generation industry has increased significantly in the past few years. This may put the company at risk if there are events impacting domestic power plant industry resulting in the decreased number of power plant construction projects. In such circumstances, the company's performance may be dampened. However, given the company's boundless production flexibility supporting its custom-made business nature, the company can provide works and services to diverse projects and industries which are not limited to only mining or power plant projects. The company can diversify its customer base into other industries in the future.

### Factors effecting the Group's performance in the future

The current situation of the coronavirus infection, or COVID-19, still affects to businesses and most of industries both local and overseas, which since the past year the company has been affected. In addition, more of the business has affected from the economic recession, which the management of the group closely monitors the situation and tries to solve the problems in order to maintain the customers and the quality of the work.

In addition, the management is trying to increase the number of customers by focusing on the new project mainly from the government and private sectors within the country, and if in 2021 the situation of the coronavirus epidemic is improved, we believe that there may be more international travel. This will be another channel or chances to increase number of customer or revenue. The Company believes that our business will be sustainable in the long run as the company has a strong business base, as well as long experience and expertise that can deliver the product that meets the customer's expectation.

## Awards and Recognition

The group has been awarded with management system standard certification ISO 9001 and environmental management standard certification ISO 14001. For its products' manufacture and assembly processes, the group has met various international standards and the demands of its domestic and foreign customers by garnering a number of international