



UTILITY BUSINESS ALLIANCE PUBLIC COMPANY LIMITED

Opportunity Day

16 March 2023

A large circular aerial photograph of a water treatment facility, showing several large circular tanks with blue water and metal walkways. The image is partially cut off on the left and bottom edges.

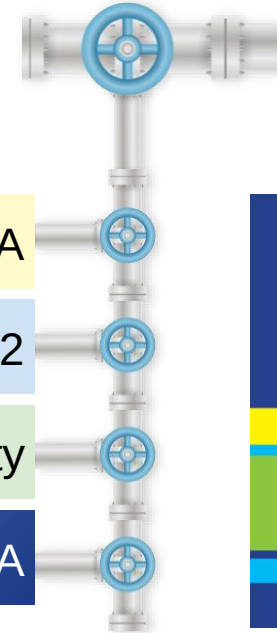
AGENDA

Overview of UBA

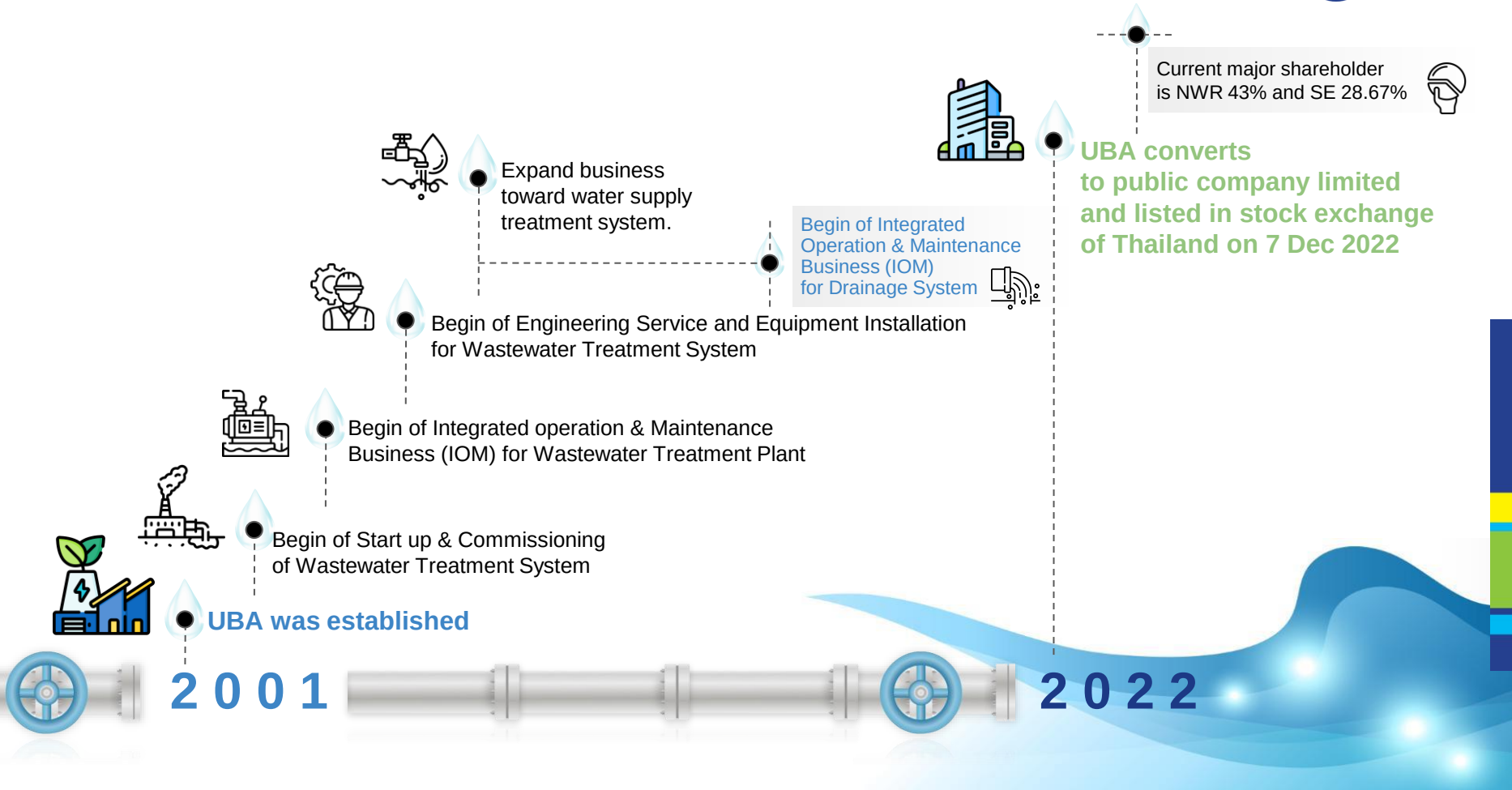
Financial Highlight 2022

UBA Business Opportunity

Q&A



UBA HISTORICAL STORY



UBA BUSINESS MODEL



Engineering
Service &
Equipment
Installation



Design & Consultation



Procurement & Installation



Construction

Integrated
Operation &
Maintenance
Service



Start-up & Commissioning



Operation & Management

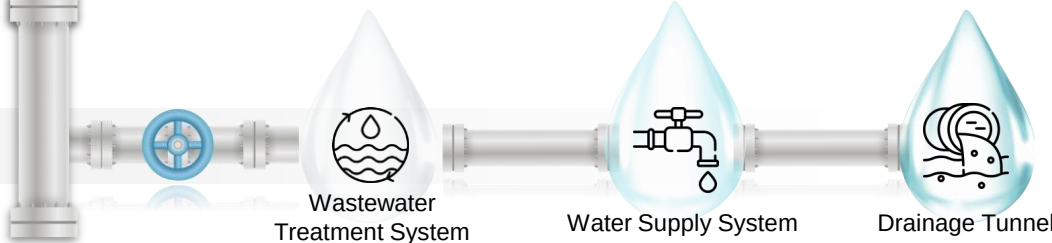


Maintenance



Troubleshooting

PRODUCTS

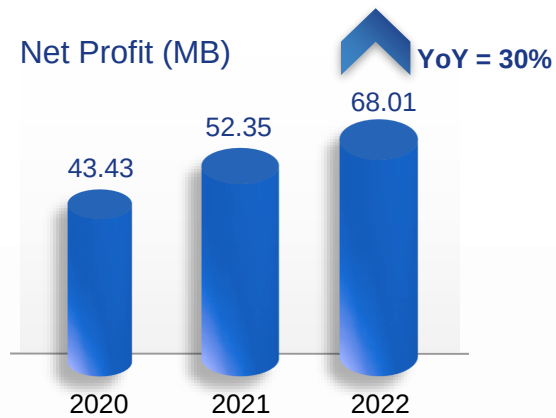
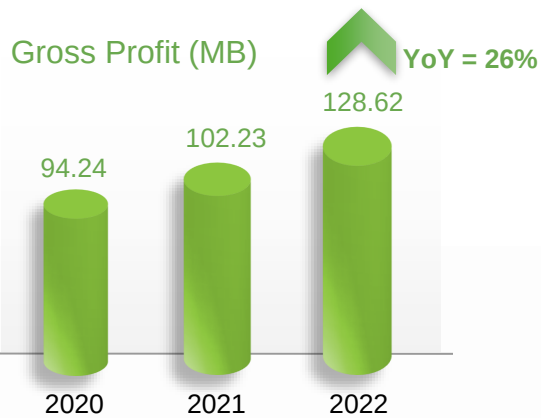
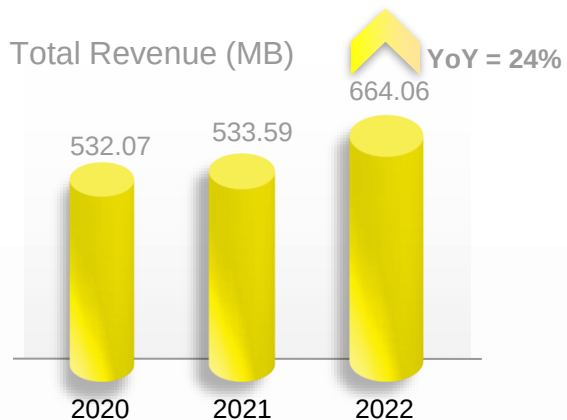


Wastewater
Treatment System

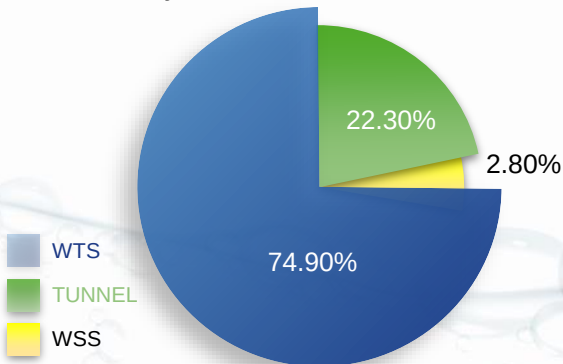
Water Supply System

Drainage Tunnel

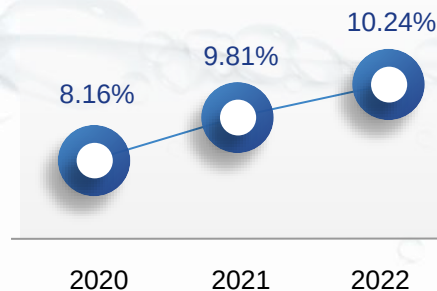
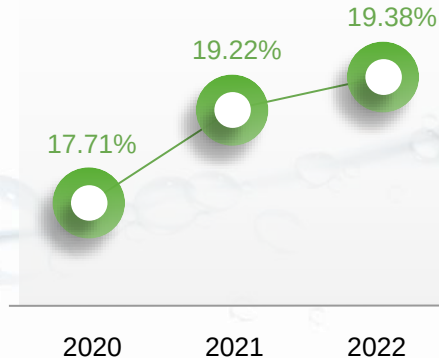
FINANCIAL HIGHLIGHT 2022



Revenue by Product



WTS = Wastewater Treatment System
WSS = Water Supply System
Tunnel = Drainage Tunnel



FINANCIAL HIGHLIGHT 2022



Drainage
Tunnel,
22%

Private Company

- Department Store
- Hospital
- Industrial Estate
- Factory
- Condominium
- Restaurant
- Etc.

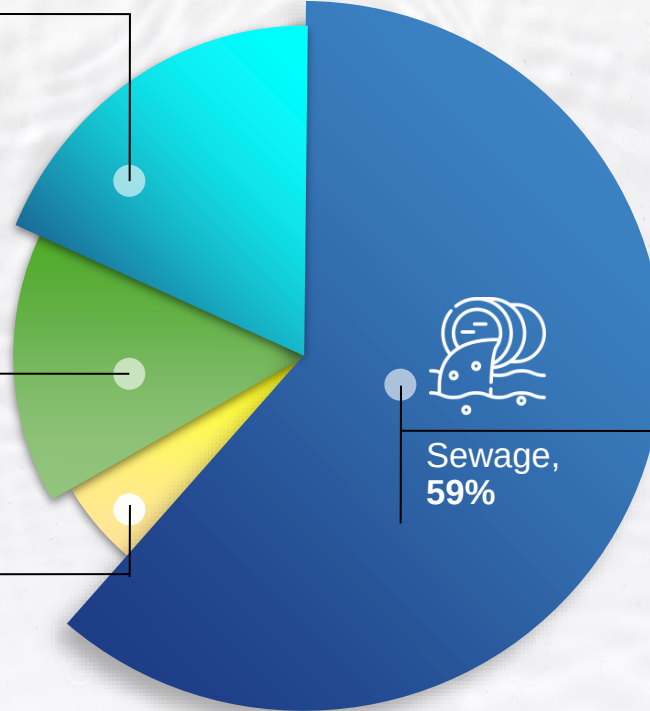
Private
Company,
15%



Government,
4%

Other Government Section

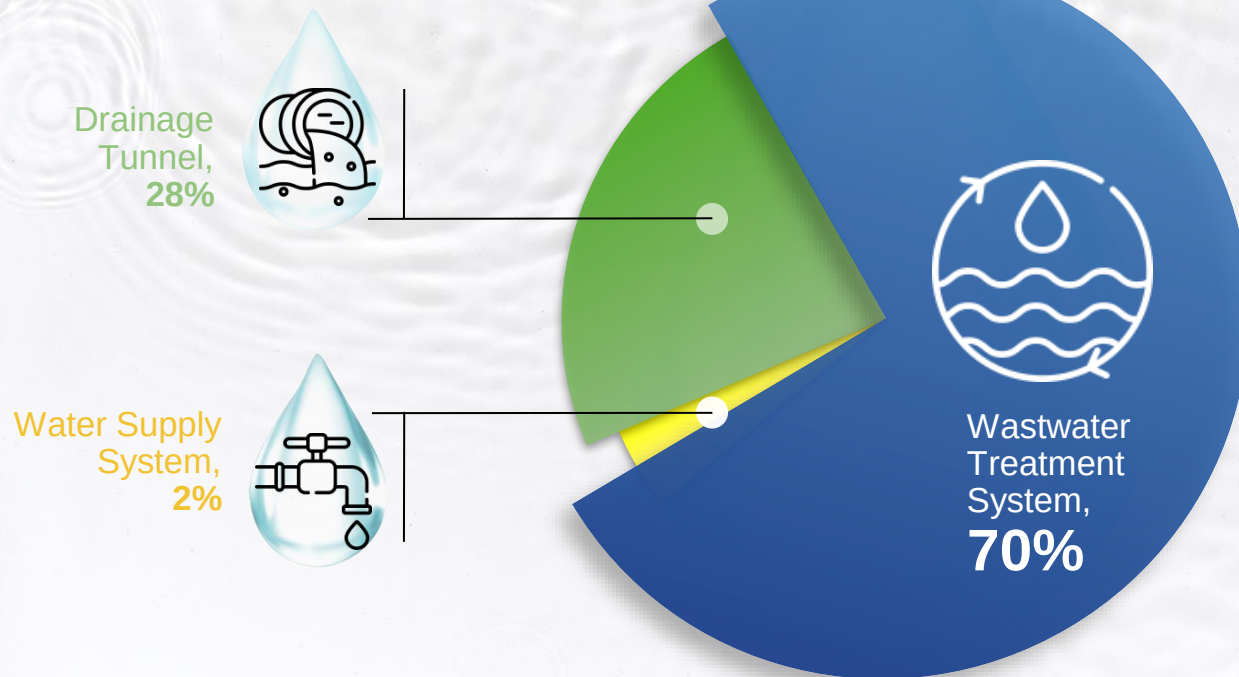
- Municipalities
- Military departments
- Public hospitals
- Government Sector



Revenue By Customer

Metropolitan Sewage

BACKLOG RECOGNITION 2022



**BACKLOG :
1,343 MB**

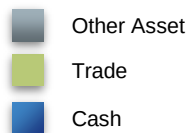
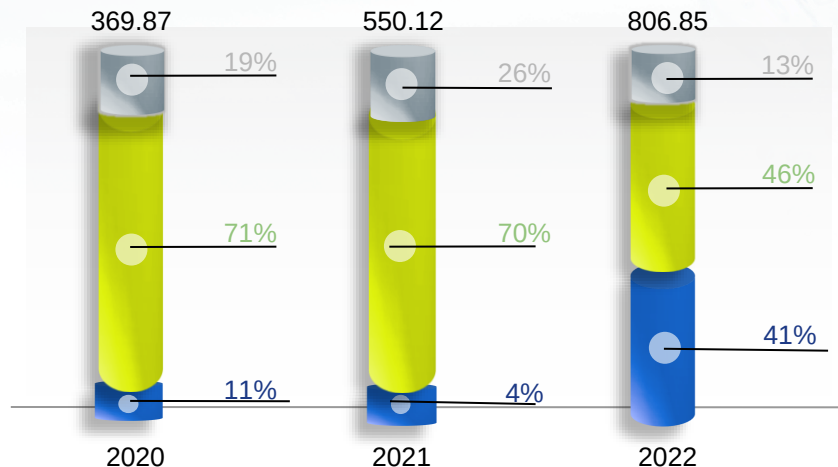


FINANCIAL POSITION

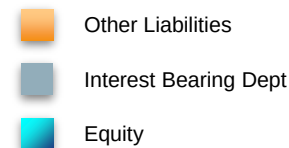
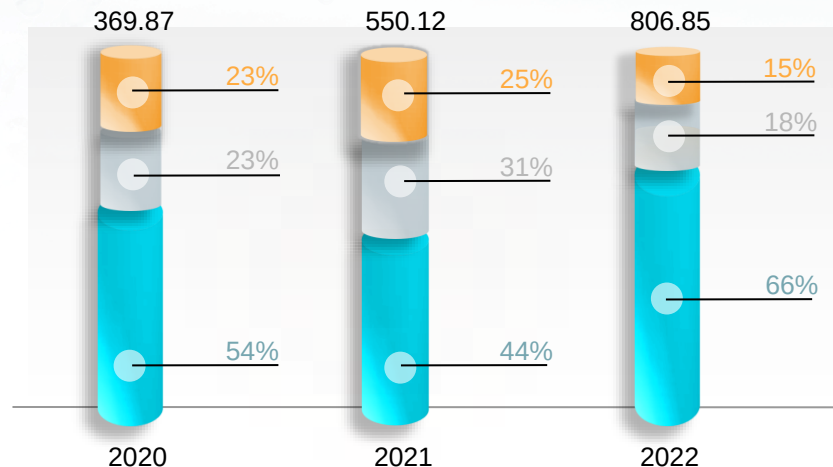
31 DECEMBER 2022



Types of Asset



Capital Structure



Key Financial Ratio

ROA	16.92
ROE	10.02
D/E	0.44
Net IBD/E	0.27

INITIAL PUBLIC OFFERING (IPO) OBJECTIVES

Increase
Working
Capital



Improve IT
System



Machinery
Improvement



R&D
- New Products
and Services



Loan
Repayment



Utilization of Activated Sludge Cake To Produce Soil Conditioner and Organic Fertilizer, Faculty of Agriculture Kasetsart University



• Wastewater sludge



• Research and
development



• Soil Conditioner
Organic Fertilizer



New Product

UBA BUSINESS OPPORTUNITY



Opportunity for UBA

to provide services toward organizations and companies that would like to perform according to principle of sustainable development of the organization ESG (Environmental, Social, Governance)



Wastewater Treatment Opportunity for domestic sector



- Wastewater Treatment in Hospitality Business



- Wastewater Treatment in Restaurant Business



- Wastewater Treatment in Condominium or High Rise building



- Wastewater Treatment in Department Store Business



Wastewater Treatment Opportunity for Industrial sector



- Develop MOU with Progress technology Utilities company limited ("PTU") as a designer and Siam East Solutions Public Company Limited ("SE") as an equipment provider to strengthen UBA services



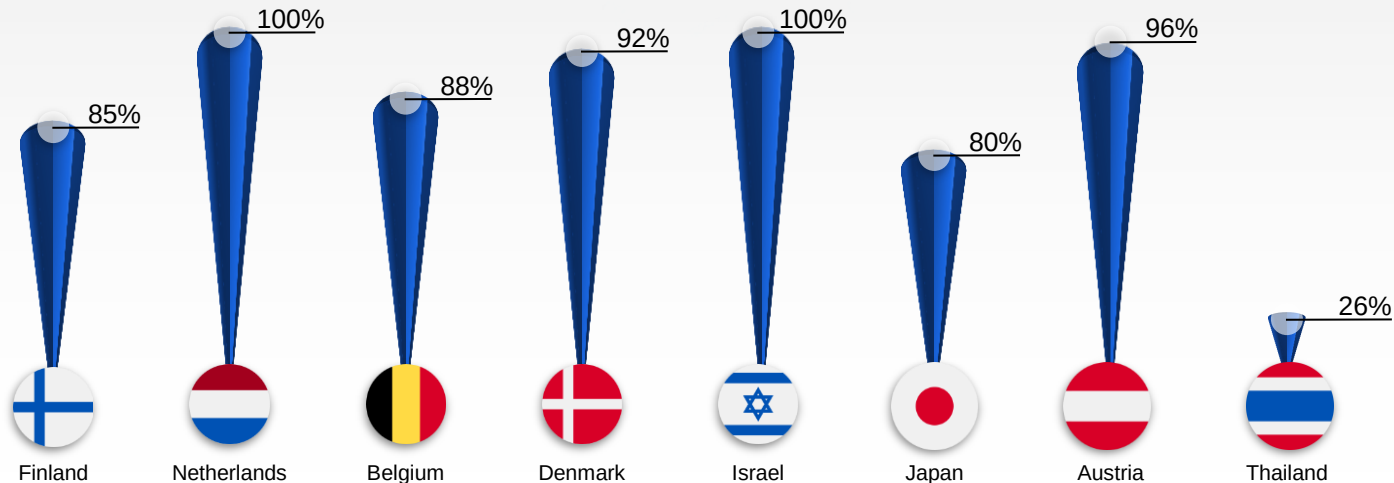
- Wastewater Treatment in Industrial estate

Domestic and building wastewater treatment systems in Thailand can be expanded significantly as compared to developed countries.

Portion of wastewater that is treated in countries (as of year 2020)

Portion of wastewater (%)

Average portion of developed counties = 92%



A large circular graphic on the left side of the slide features a satellite map of Ethiopia. A white location pin with a green dot is placed on the western side of the country, near the border with Sudan. The map shows the country's topography, including the Great Rift Valley and surrounding mountains.

WASTEWATER TREATMENT CONSTRUCTION PLAN

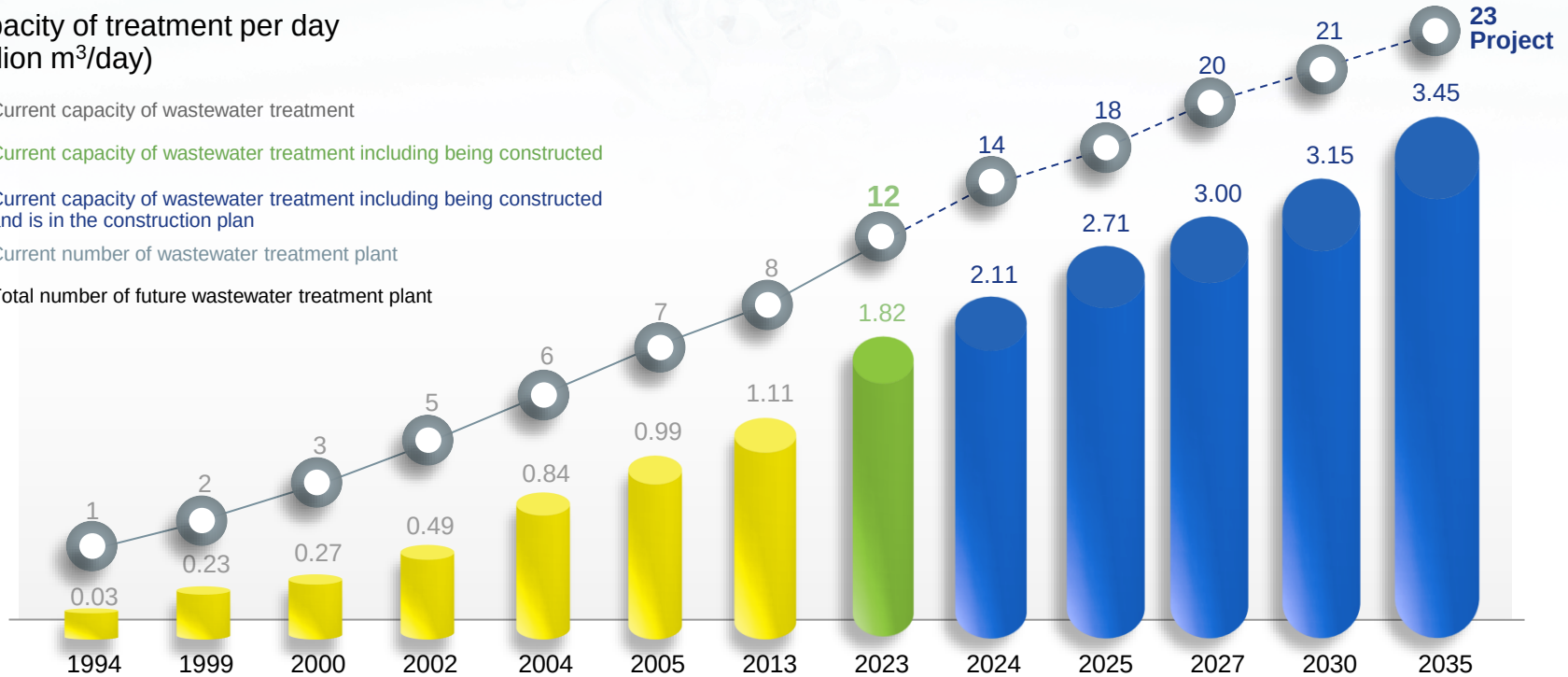
741 LOCATIONS

Only For Municipal, Government Section
exclude Private Company

Large wastewater treatment of BMA will expand 2 times within 2035

Capacity of treatment per day (million m³/day)

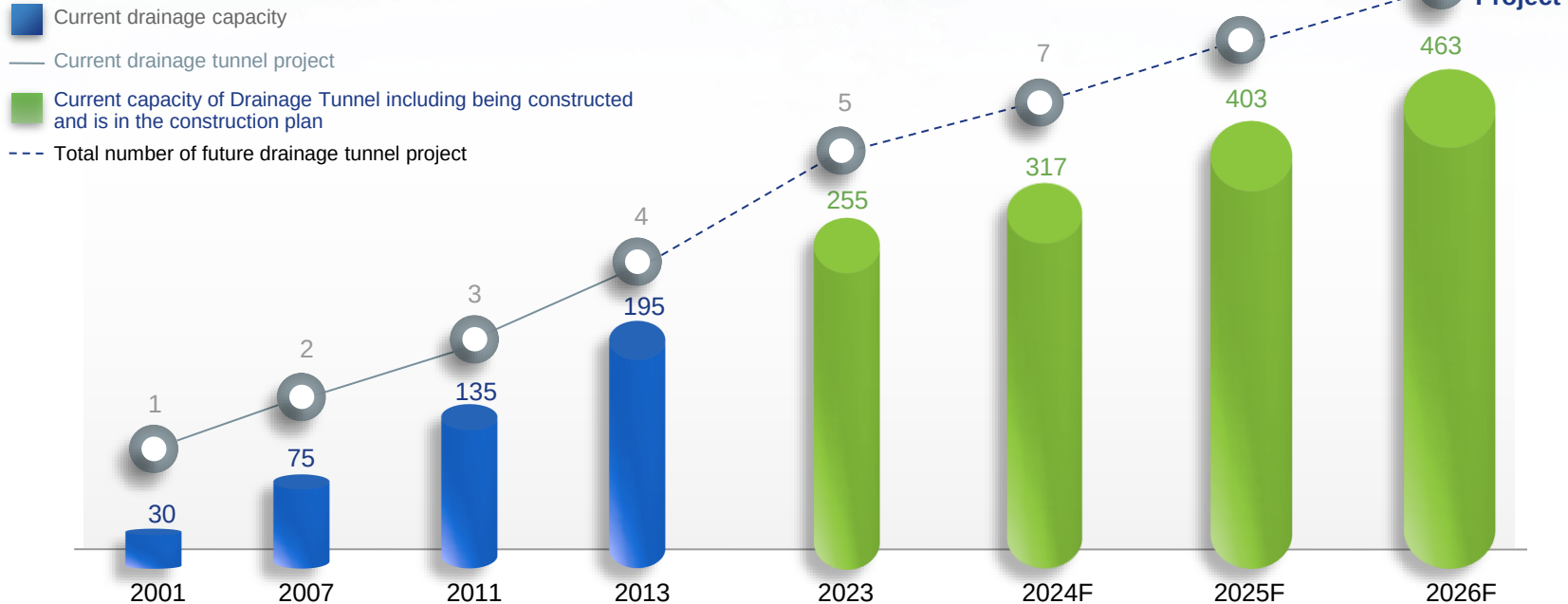
- Current capacity of wastewater treatment
- Current capacity of wastewater treatment including being constructed
- Current capacity of wastewater treatment including being constructed and is in the construction plan
- Current number of wastewater treatment plant
- Total number of future wastewater treatment plant



BMA Drainage Tunnel will expand drainage capacity 1.4 times within 5 years

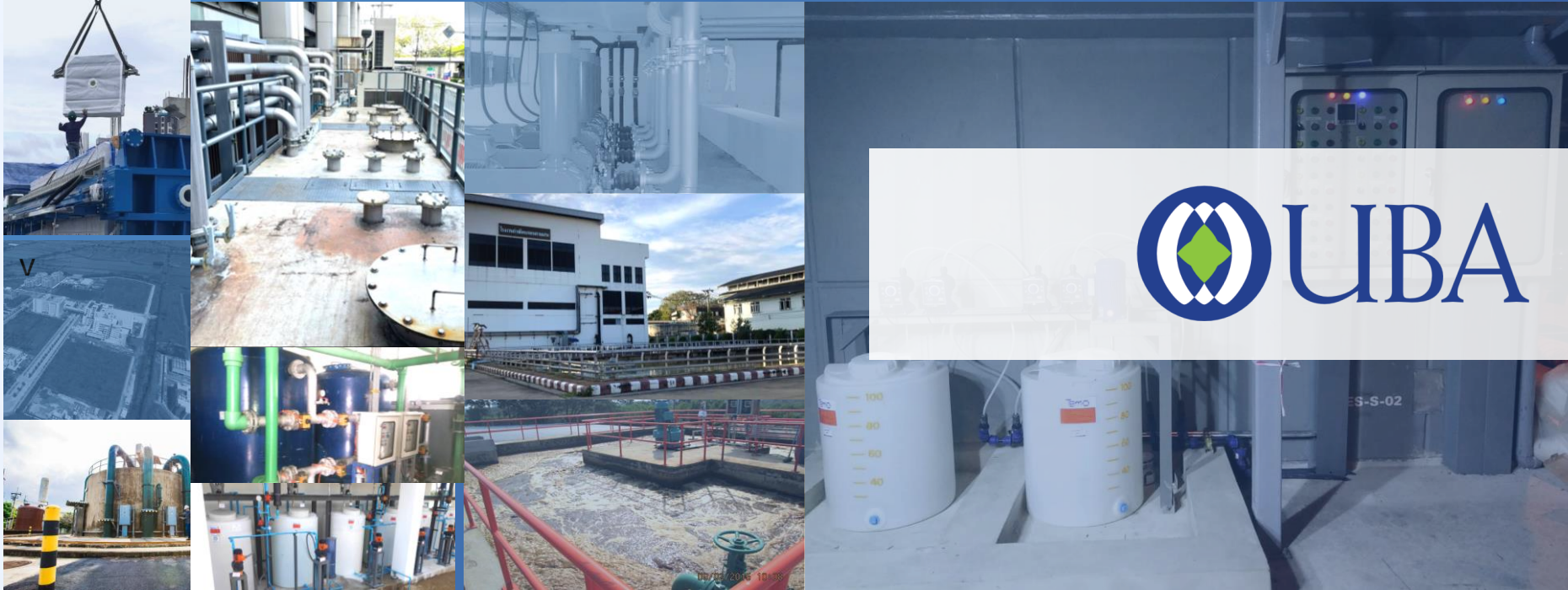
Number of project and capacity of large drainage tunnel BMA

Drainage Capacity (m³/second)



Source : Drainage and Sewerage Department BMA action plan 2022 Prevention and solution of flooding problem action plan report 2022

PROJECT REFERENCES







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