UTILITY BUSINESS ALLIANCE PUBLIC COMPANY LIMITED

Opportunity Day

19 March 2024



AGENDA

- Overview of UBA
- Financial Highlight Year 2023
- UBA Business Progress
- Q&A

UBA HISTORICAL STORY

2001 — **UBA was established**

Begin of Start up & Commissioning of Wastewater Treatment System

Begin of Integrated Operation & Maintenance Business (IOM) for Wastewater Treatment Plant

Begin of Engineering Service and Equipment Installation for Wastewater Treatment System

Expand Business Toward Water Supply Treatment System.

Begin of Integrated Operation & Maintenance Business (IOM) for Drainage System

UBA converts to public company limited and listed in Stock Exchange of Thailand

Current major shareholder is NWR 43% and SE 28.67%

2023

UBA BUSINESS MODEL

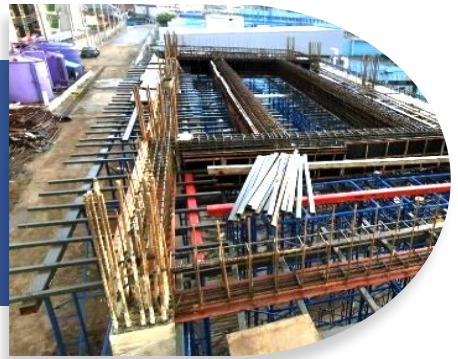
Engineering
Services &
Equipment Procurement
Installation



Design & Consultation



Procurement & Installation



Construction

Integrated
Operation &
Maintenance
Services



Start-up & Commissioning



Operation & Management



Maintenance



Troubleshooting

PRODUCTS



Wastewater
Treatment System

Water Supply System

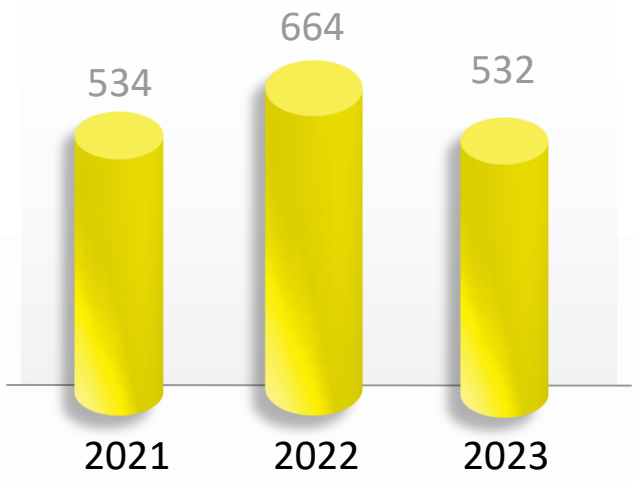
Drainage Tunnel

FINANCIAL HIGHLIGHT | 2023

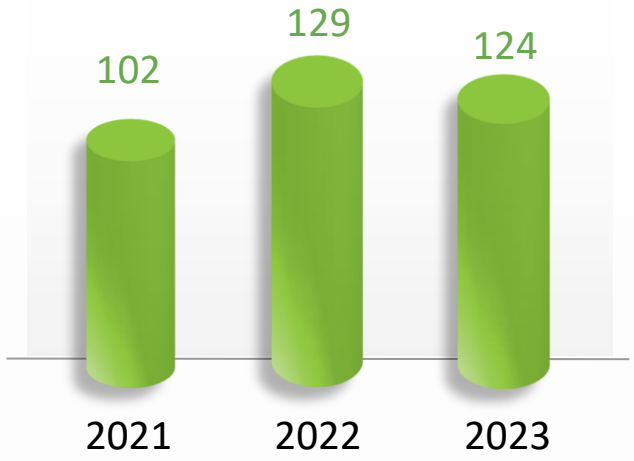


FINANCIAL PERFORMANCE 2023

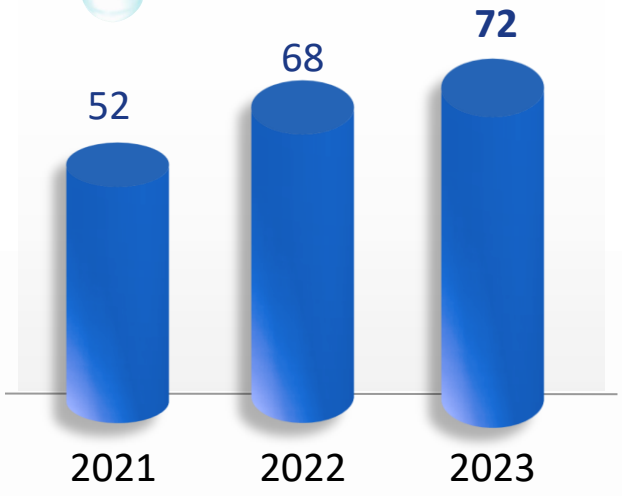
Total Revenue (MB)



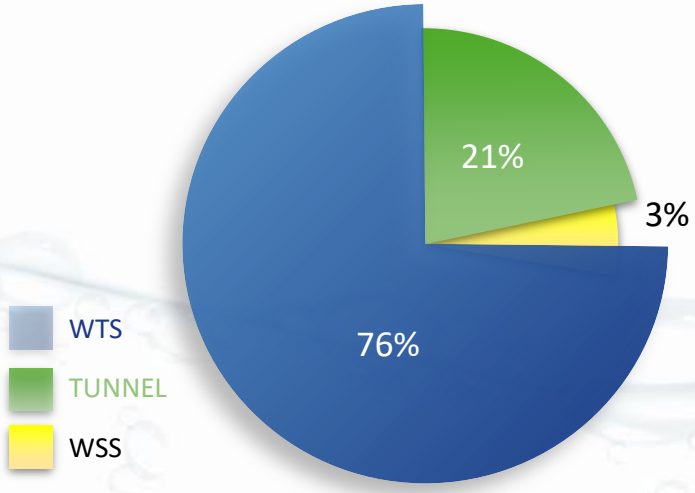
Gross Profit (MB)



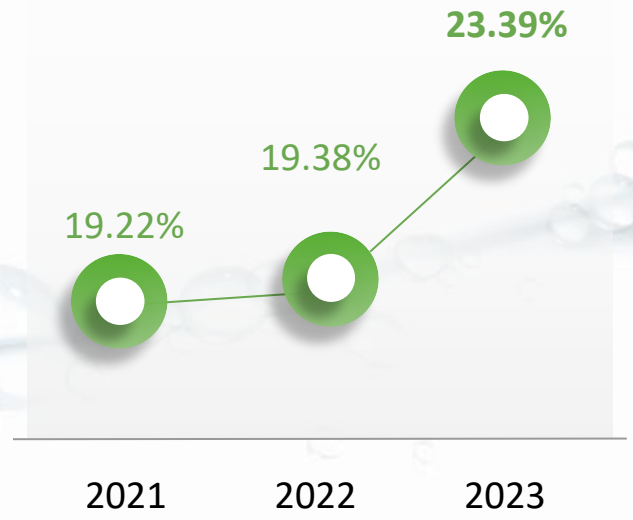
Net Profit (MB)

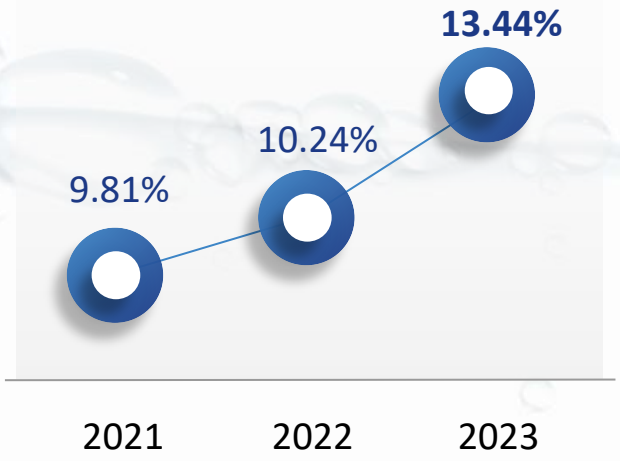


REV by Product

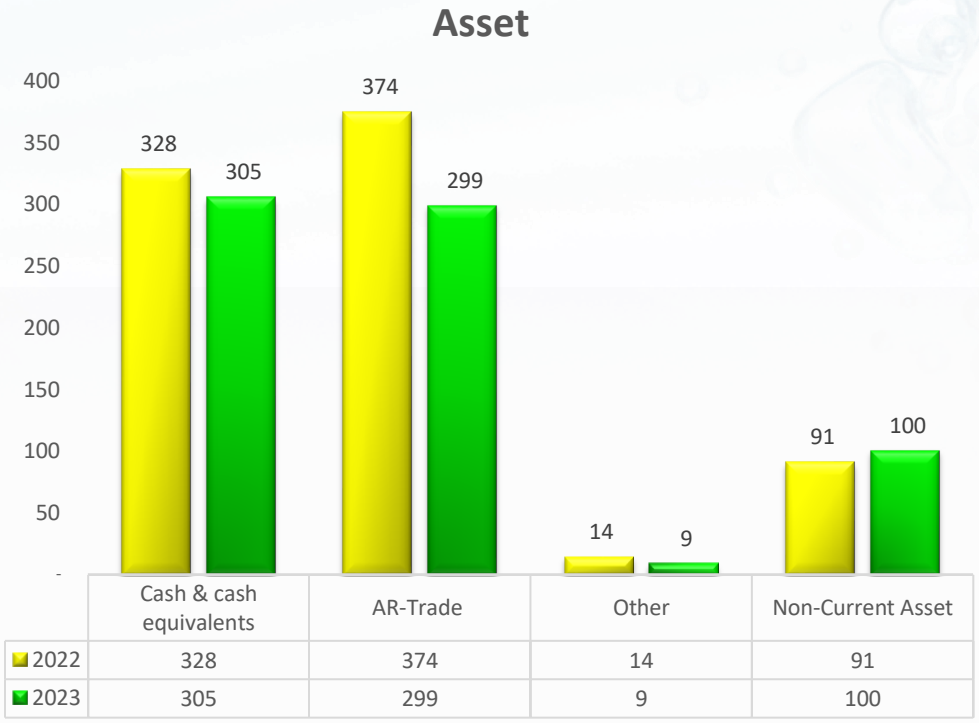


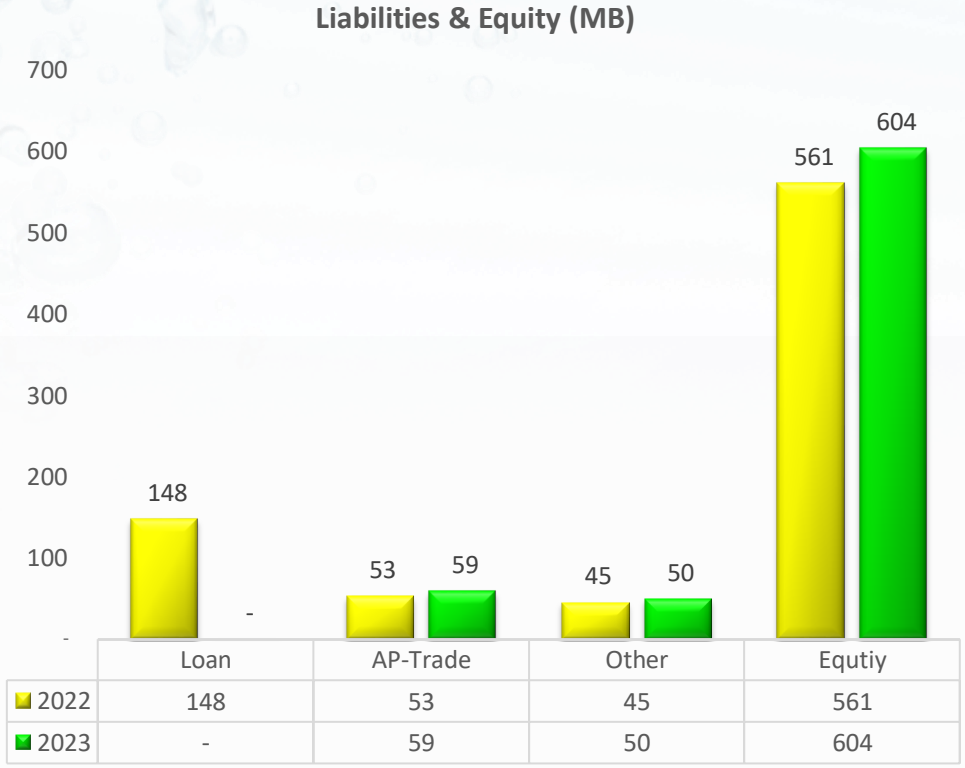
WTS = Wastewater Treatment System
Tunnel = Drainage Tunnel
WSS = Water Supply System





FINANCIAL POSITION 2023





AT 31 DECEMBER 2023

Asset	713 MB
Liabilities	109 MB
Equity	604 MB

Key Financial Ratio	2022	2023
ROA	13.59	12.00
ROE	16.92	12.29
D/E	0.44	0.18
Current Ratio	4.03	7.37
Quick Ratio	3.13	5.64

DIVIDEND PAYMENT COMPARISON

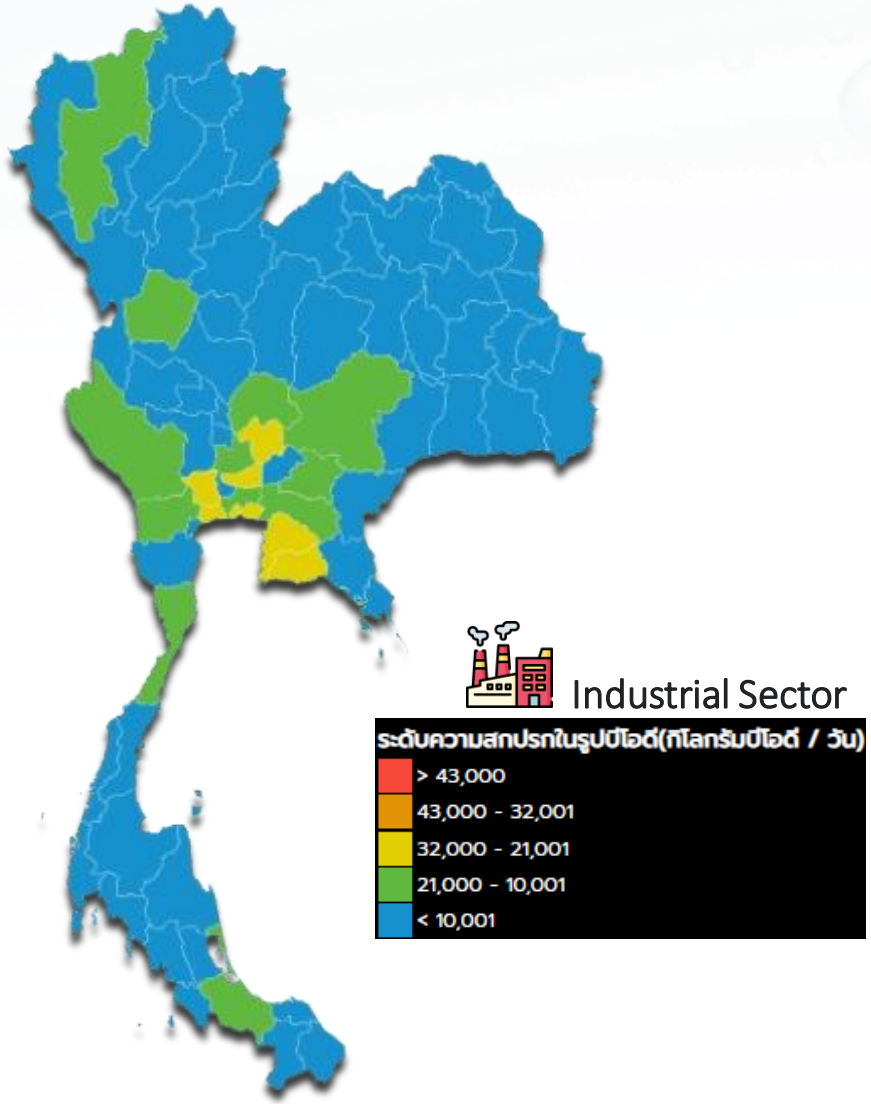


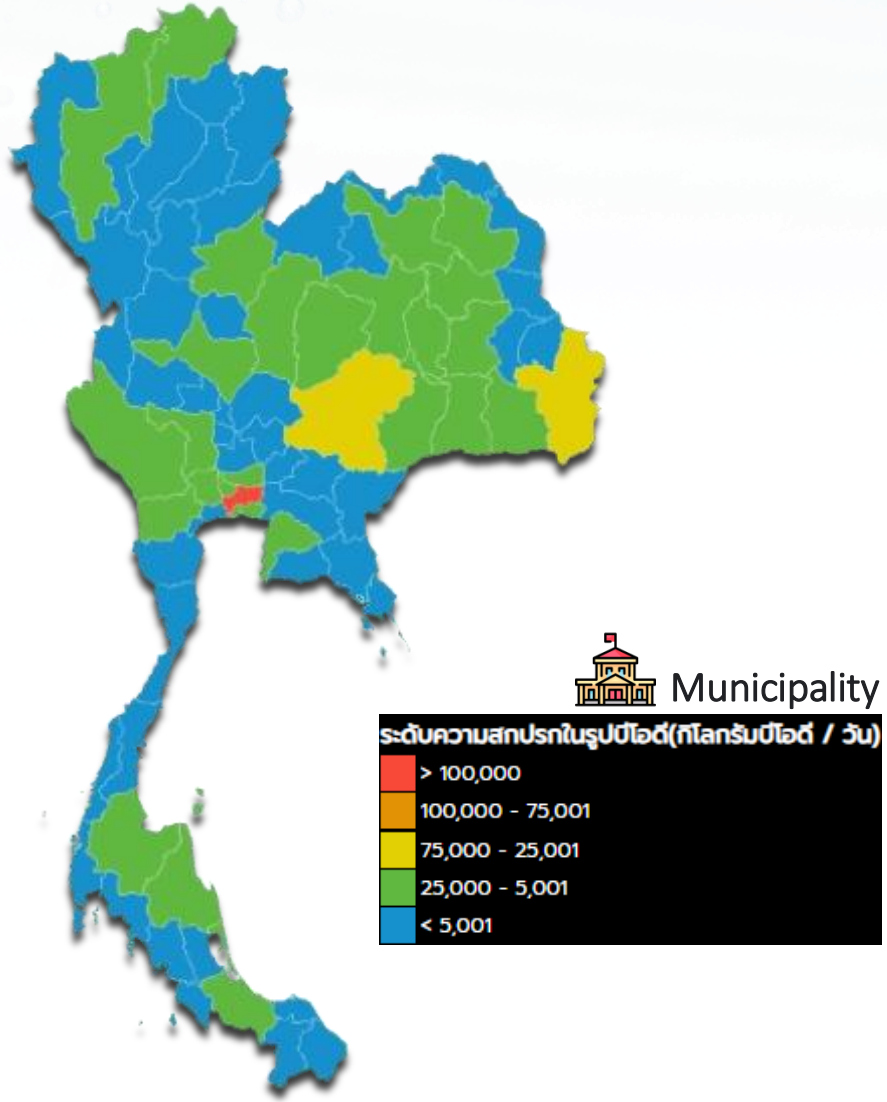
UBA BUSINESS PROGRESS | 2023



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)

THAILAND WASTEWATER SITUATION

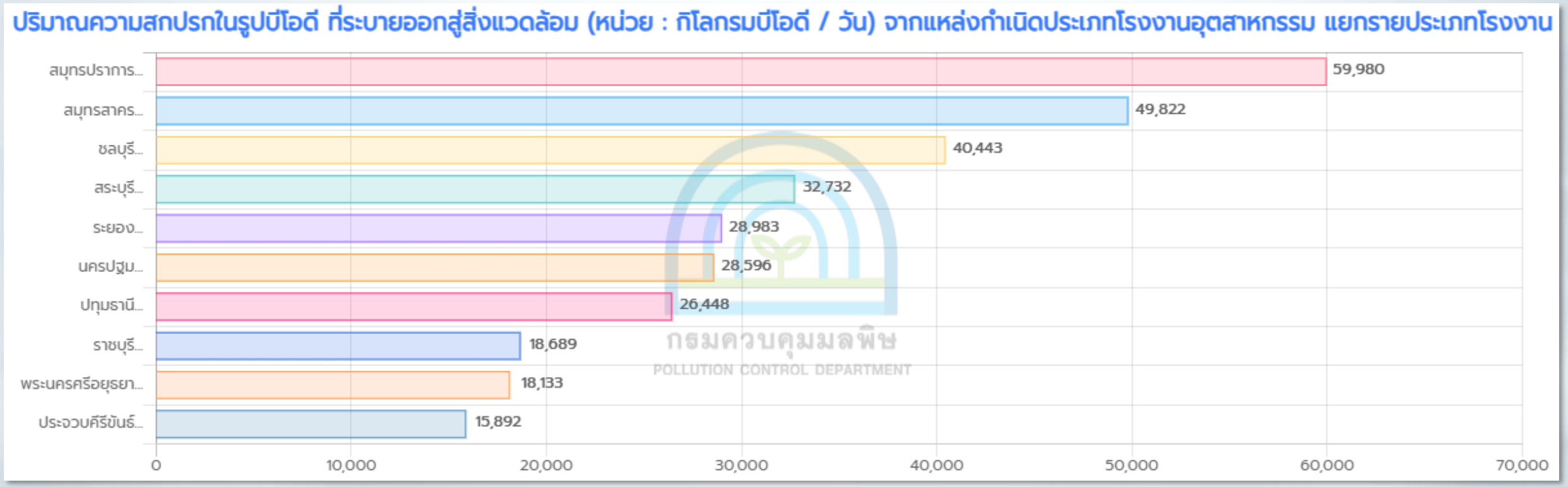




Source : Measure the amount of dirt for water pollution ,Pollution Control Department.

THAILAND WASTEWATER SITUATION

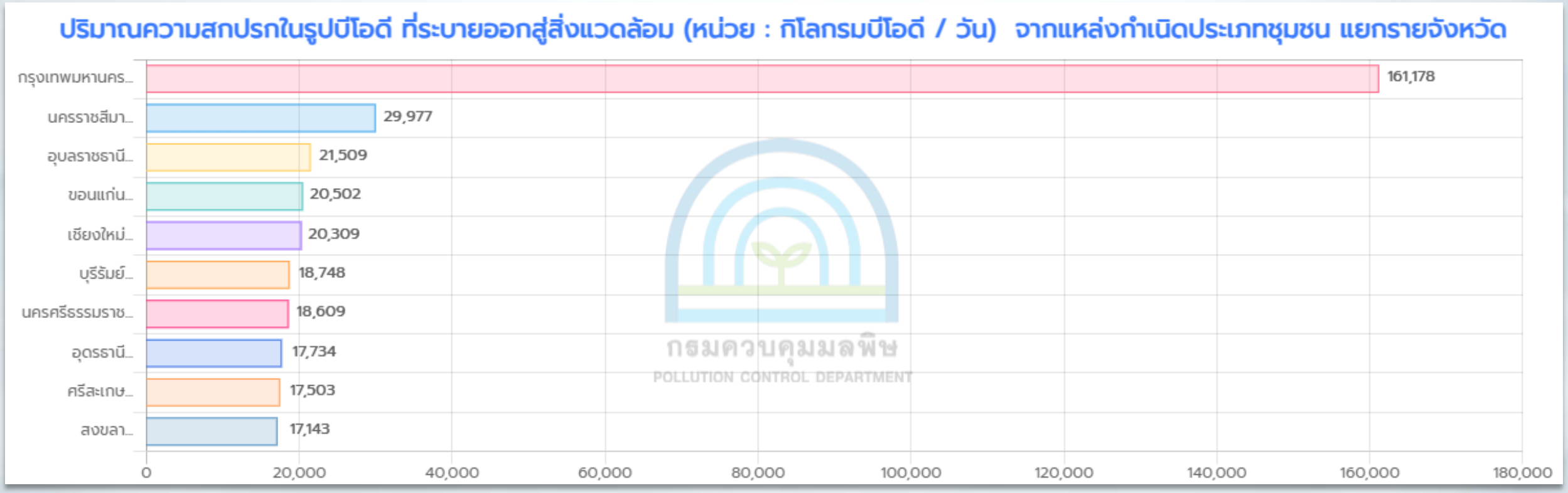
Wastewater from Industrial Sector



Source : Measure the amount of dirt for water pollution ,Pollution Control Department.

THAILAND WASTEWATER SITUATION

Wastewater from Municipal Sector



Source : Measure the amount of dirt for water pollution ,Pollution Control Department.



WASTEWATER TREATMENT CONSTRUCTION PLAN

741 LOCATIONS

Only For Municipal, Government Section
exclude Private Company

Source : Target location in Wastewater treatment construction manual report 2018-2037,
Pollution Control Department, Pollution Control Department

BUSINESS OPPORTUNITIES

Ongoing 2024

Enlargement → Expansion → Execution → Encourage Alliance → Growth

1. มุ่งขยายงานไปยังจังหวัด และภูมิภาคอื่นๆ ในประเทศที่ยังมีน้ำเสียที่ต้องบำบัด
2. จำนวนนักท่องเที่ยวเข้ามามากขึ้น ทำให้ผู้ประกอบการโดยเฉพาะแหล่งท่องเที่ยวสำคัญ มีความจำเป็นต้องบำบัดน้ำเสียและอีกทั้งมีความต้องการใช้น้ำประปามากขึ้น

1

การขยายธุรกิจเข้าไปสู่การให้บริการระบบสุขาภิบาลในอาคารและสำนักงาน

2

นโยบายที่ภาครัฐจะเรียกเก็บค่าบำบัดน้ำเสียจากผู้ประกอบการ จะส่งผลดีทำให้มีเม็ดเงินเข้ามาในธุรกิจบริหารจัดการน้ำเสียมากขึ้น

3

เพื่อมองหาพันธมิตรและธุรกิจที่น่าสนใจเพื่อร่วมลงทุนต่อยอดทางธุรกิจ

4

UBA BUSINESS PROGRESS



Wastewater Treatment Progress for domestic sector opportunity



- Wastewater Treatment in Hospital Business



- Wastewater Treatment in Restaurant Business



- Wastewater Treatment in Condominium, High Rise building or Building



- Wastewater Treatment in Department Store Business



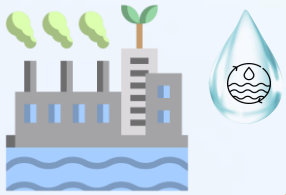
Our Projects

Project for Wastewater Treatment

Project Type : Wastewater Treatment and Solid Waste
"The Government Complex Zone C"

Scope of Work : Expansion of Wastewater Treatment Plant and Solid Waste Facility

Wastewater Treatment System



Wastewater Treatment System

Scope

- Increase pretreatment capacity by installing new Dissolved Air Floatation (DAF) and Fine Screen
- Reduce energy consumption by installing Air Blower Inverter



Solid Waste Facility

Scope

- Expansion of solid waste facility capacity
- Supply food waste processor converting organic waste into compost
- Supply collection system includes mobile waste collector and self-contained compactor



Solar Roof Installation

Scope

- Supply and install renewable energy panels - Solar Roof



Our Projects

Project for Wastewater Treatment, Water Supply System

Project Type : Wastewater Treatment
"Somdech Phra Pinklao Hospital"

Scope of Work : Procurement & Installation
of Machine and Equipment for Wastewater Treatment System

Wastewater Treatment System



Our Projects

Project for Wastewater Treatment, Water Supply System

Project Type : Wastewater Treatment
"Department Store and Shopping Avenue locating at Samut Prakan Province"

Scope of Work :

- Procurement & Installation of Machine and Equipment for Wastewater Treatment System

- Integrated Operation & Maintenance for Wastewater Treatment System

Wastewater Treatment System



Our Projects

Project for Wastewater Treatment, Water Supply System

Project Type : Wastewater Treatment
"Metropolitan Waterworks Authority"

Scope of Work :

- Procurement & Installation of Machine and Equipment for Wastewater Treatment System

- Operation Management of Sludge Treatment Plant

Water Supply System



Our Projects

Project for Wastewater Treatment

Project Type : Wastewater Treatment
"AOT Head Office"

Scope of Work : Maintenance Water Supply System and Wastewater Treatment System

Wastewater Treatment System



Our Projects

Project for Wastewater Treatment

Project Type : Wastewater Treatment
“AOT SAT-1”

Scope of Work : Maintenance Pipes and Equipment In The Sanitary System

Wastewater
Treatment System



More of Our Projects



Our Projects

Project for Wastewater Treatment, Water Supply System

Project Type : Wastewater Treatment
"Charoenkrung Pracharak Hospital"

Scope of Work : Preventive Maintenance
for Wastewater Treatment

Wastewater
Treatment System



Our Projects

Project for Wastewater Treatment, Water Supply System

Project Type : Wastewater Treatment
"Chulabhorn Royal Academy"

Scope of Work : Preventive Maintenance
for Wastewater Treatment

Wastewater
Treatment System



Our Projects

Project for Wastewater Treatment, Water Supply System

Project Type : Wastewater Treatment
“Restaurant”

Scope of Work : Operation & Maintenance for Wastewater Treatment System

Wastewater Treatment System



Our Projects

Project for Wastewater Treatment, Water Supply System

Project Type : Wastewater Treatment
"Condominium Property Management of Chulalongkorn University"

Scope of Work : Preventive Maintenance for Wastewater Treatment

Wastewater Treatment System



UBA



2,723,630,000 m³

(2001 – 2023)

Equal to 3 times of full capacity volume

Pasakjolasid Dam

COMPANY NEWS & ACTIVITIES UPDATES

WEBSITE

FACEBOOK

TIK-TOK



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UBA THAILAND	