

BTS Group Holdings PCL



FY 10/11 and 4Q 10/11 earnings presentation
1 June 2011

Your City Solutions

prepared by **Investor Relations** department
- BTS Group Holdings PCL -



Mass Transit



E-money Services



Hotel Management Services



Modern Trade



Residential



Construction Management Services



Sports Club Management



Commercial



Commercial

Disclaimer



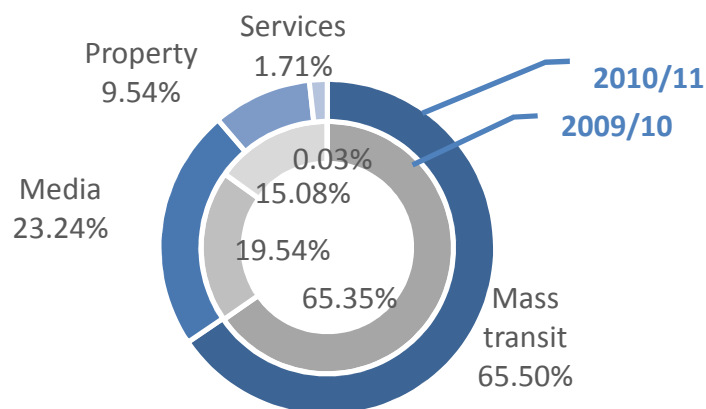
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2010/11 Overview



Operational revenue 2010/11

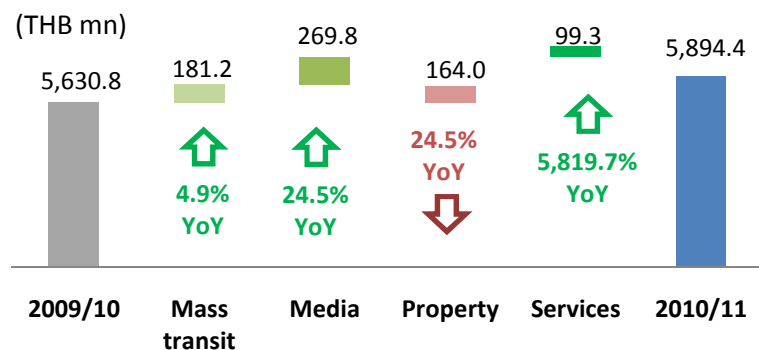


P&L snapshot 2010/11 (THB mn)

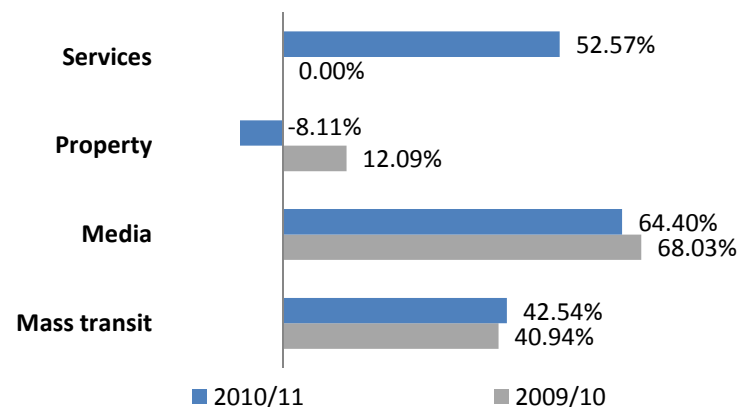
Income Statement (THB mn)	2010/11	2009/10	% YoY
Operational revenue	5,894	5,631	4.7%
Gross profit	2,532	2,359	7.3%
Operational EBIT	1,499	1,437	4.3%
EBITDA	3,241	7,446	-56.5%
EBT	452	5,762	-92.2%
Net income	346	5,692	-93.9%
<hr/>			
Gross profit margin (%)	43.0%	41.9%	
Operational EBIT to sales ratio (%)	24.6%	24.6%	
EBITDA to sales ratio (%)	47.5%	69.1%	
EBT to sales ratio	6.6%	53.4%	
Net profit margin (%)	5.1%	52.8%	

Revenue comparison (YoY)

Total operational revenue grew 4.7% YoY



Gross profit margin (%) by unit



2010/11 Highlights



Major developments by business unit in 2010/11

Mass transit

- ❖ 2010/11 annual ridership grew 0.5% to 145.2mn passengers with a new average passengers per weekday record of 509,106 achieved in Mar 2011
- ❖ Increase in system capacity by 12 new 4-car trains and new signaling system
- ❖ Successfully running the first bus rapid transit (Sathorn – Ratchapreuk) in Bangkok



Media

- ❖ New record revenue per annum of THB 1,369.9mn, growth 24.5% YoY
- ❖ Outstanding improvement in In-store media segment
- ❖ Strong growth of POV after an acquisition



Property

- ❖ Launching new **Abstracts** condominium brand
- ❖ Above 50% of presales rate achieved in both Abstracts condominiums



Services

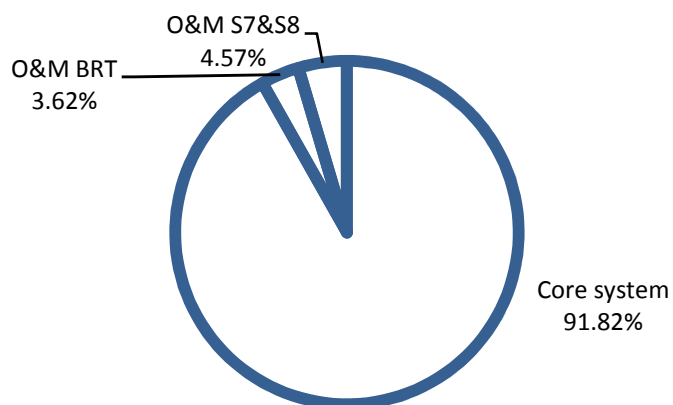
- ❖ Investing in a clearing system of the common ticketing system
- ❖ Significant revenue contribution from Thana City Golf
- ❖ Great expansion of Hotel Management Services via Absolute Hotel Services



Mass transit



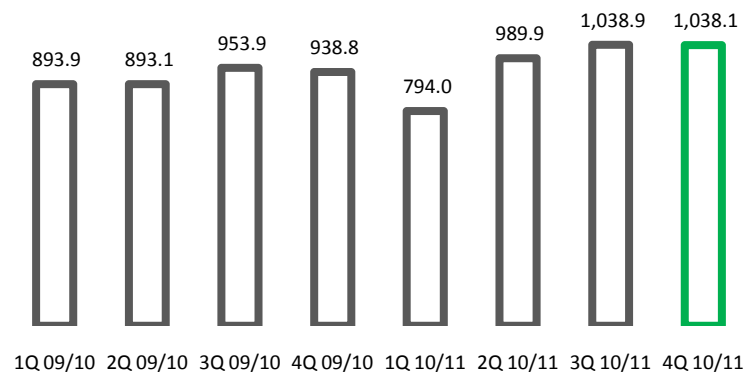
Revenue breakdown



Performance

Mass transit (THB mn)	FY 10/11	FY 09/10	YoY	4Q 10/11	YoY
Revenue	3,860.8	3,679.6	4.9%	1,038.1	10.6%
Costs of revenue	2,218.3	2,173.3	2.1%	571.6	4.4%
Gross Profit	1,642.6	1,506.3	9.1%	466.5	19.3%
SG&A Expenses	527.3	519.7	1.5%	134.7	13.5%
EBIT	1,115.3	986.6	13.0%	331.8	21.8%
Gross margin (%)	42.5%	40.9%		44.9%	
SG&A expenses to sales (%)	13.7%	14.1%		13.0%	
EBIT margin (%)	28.9%	26.8%		32.0%	

Historical revenue (THB mn)



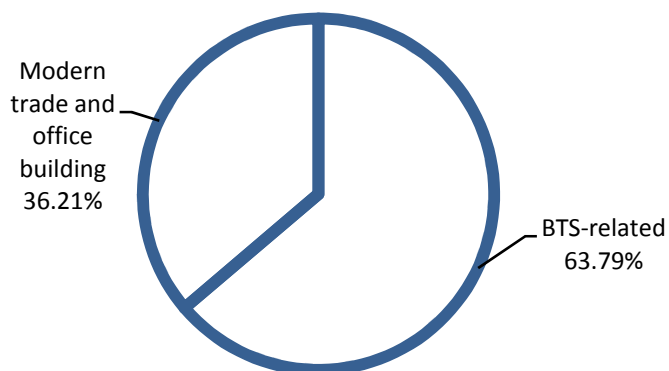
Key factors

- New historic high ridership on BTS SkyTrain achieved; annual ridership of 142.5mn passengers in 2010/11, and average weekday ridership 509,106mn (Mar 11) passengers.
- Although SkyTrain was interrupted by political demonstration, annual revenue still grew, preserving growth record since inception of service.
- Income from train operating management also showed strong growth of 62.1% to THB 316.0mn in 2010/11

Media



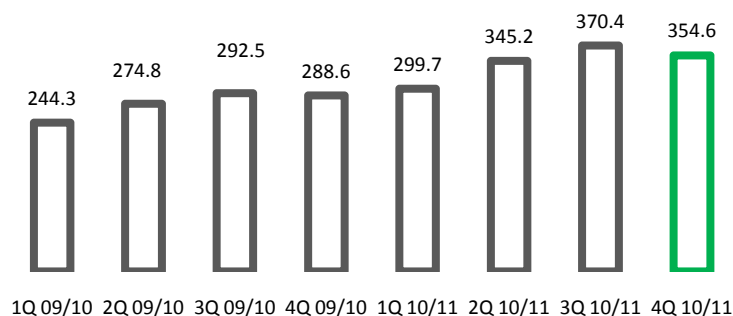
Revenue breakdown



Performance

Media (THB mn)	FY 10/11	FY 09/10	YoY	4Q 10/11	YoY
Revenue	1,369.9	1,100.2	24.5%	354.6	22.9%
Costs of revenue	487.7	351.7	38.7%	137.3	19.4%
Gross Profit	882.2	748.4	17.9%	217.2	25.2%
SG&A Expenses	229.5	230.6	-0.45%	73.3	-12.6%
EBIT	652.7	517.9	26.0%	144.0	60.6%
Gross margin (%)	64.4%	68.0%		61.3%	
SG&A expenses to sales (%)	16.8%	21.0%		20.7%	
EBIT margin (%)	47.6%	47.1%		40.6%	

Historical revenue (THB mn)



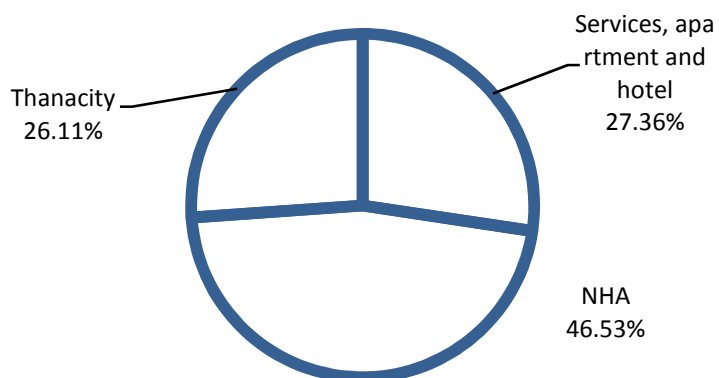
Key factors

- Revenue of non-BTS business jumped 99.6% YoY to THB 496.1mn, driven by Tesco FM, Tesco sales floor and office building
- Non-BTS business EBITDA improved from 17.4% in 2009/10 to 23.2% in 2010/11 due to stronger occupancy rate in existing products and new products
- Revenue contribution from non-BTS business rose to 36% in 2010/11 from 23% in 2009/10

Property



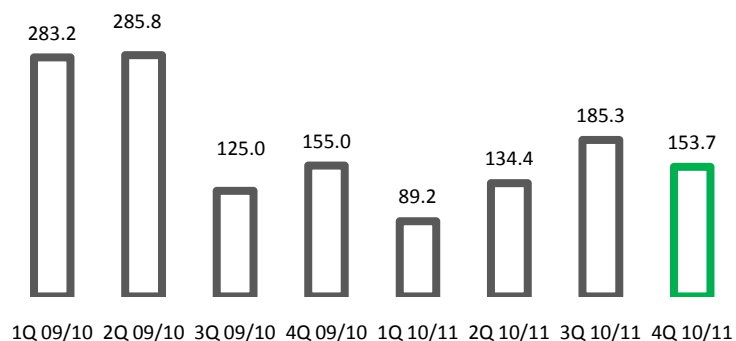
Revenue breakdown



Performance

Property (THB mn)	FY 10/11	FY 09/10	YoY	4Q 10/11	YoY
Revenue	562.6	846.3	-33.5%	153.7	-0.85%
Costs of revenue	605.2	745.7	-18.8%	162.1	87.0%
Gross Profit	(42.6)	100.6	-142.3%	(8.4)	-112.3%
SG&A Expenses	274.2	157.7	73.9%	73.5	6.0%
EBIT	(316.8)	(57.1)	455.2%	(81.9)	3379.7%
Gross margin (%)	-7.6%	11.9%		-5.5%	
SG&A expenses to sales (%)	48.7%	18.6%		47.8%	
EBIT margin (%)	-56.3%	-6.7%		-53.3%	

Historical revenue (THB mn)



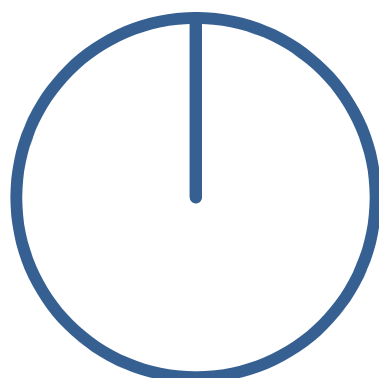
Key factors

- Revenue from NHA dropped 52.1% to THB 261.8mn in 2010/11. Remaining revenue expected to book in 2011/12 is approximately of THB 100mn.
- Marketing expenses of Abstracts condominium of THB 111.7mn caused SG&A expenses to sales ratio up from 18.6% in 2009/10 to 48.7% in 2010/11

Services



Revenue breakdown

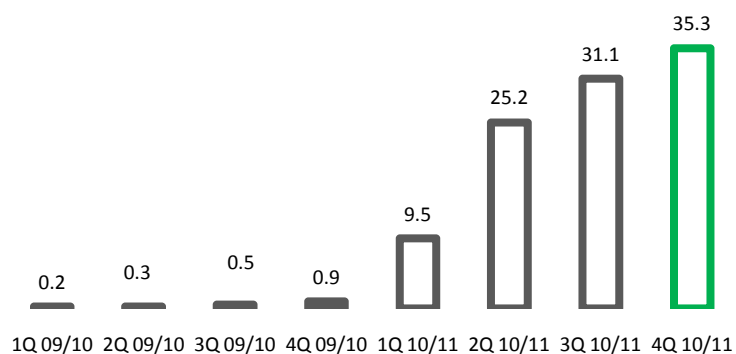


TCG
100%

Performance

Service (THB mn)	FY 10/11	FY 09/10	YoY	4Q 10/11	YoY
Revenue	101.0	1.7	5819.7%	35.3	3654.9%
Costs of revenue	47.9	-	n/a	18.2	n/a
Gross Profit	53.1	1.7	3009.6%	17.1	1716.8%
SG&A Expenses	55.2	18.7	195.4%	16.3	139.7%
EBIT	(2.1)	(17.0)	-87.6%	0.7	-112.1%
Gross margin (%)	52.5%	100.0%		48.4%	
SG&A expenses to sales (%)	54.6%	1094.6%		46.4%	
EBIT margin (%)	-2.1%	-994.6%		2.0%	

Historical revenue (THB mn)



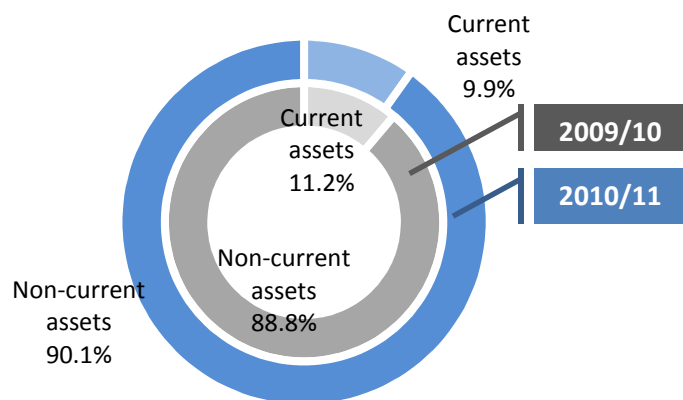
Key factors

- Impressive revenue contribution from Thana City Golf of THB 101.0mn compared with THB 1.7mn in 2009/10
- Smartcard business is expected to begin generating revenue in 2011/12

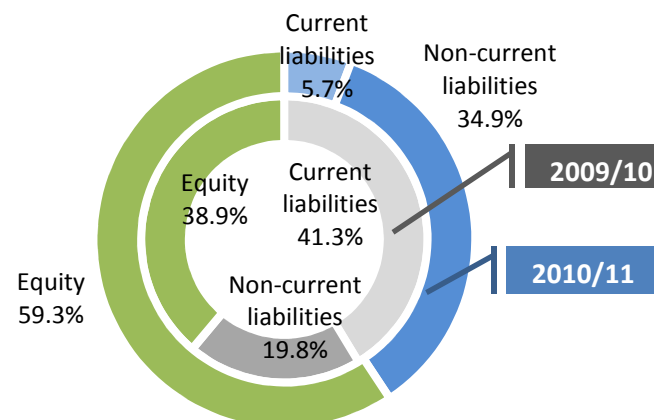
2010/11 Balance sheet



Assets breakdown



Liability and equity breakdown



Key figures

Net Debt

2010/11: THB 21.0bn
2009/10: THB 10.6bn

99.1%



Total liability to equity

2010/11: 0.69x
2009/10: 1.57x

0.88x



Effective interest rate

31 Mar 11: 4.4%
31 Dec 10: 5.4%

1%



Net Debt to equity

2010/11: 0.55x
2009/10: 0.44x

0.11x



Total liability to total assets

2010/11: 0.41x
2009/10: 0.61x

0.20x



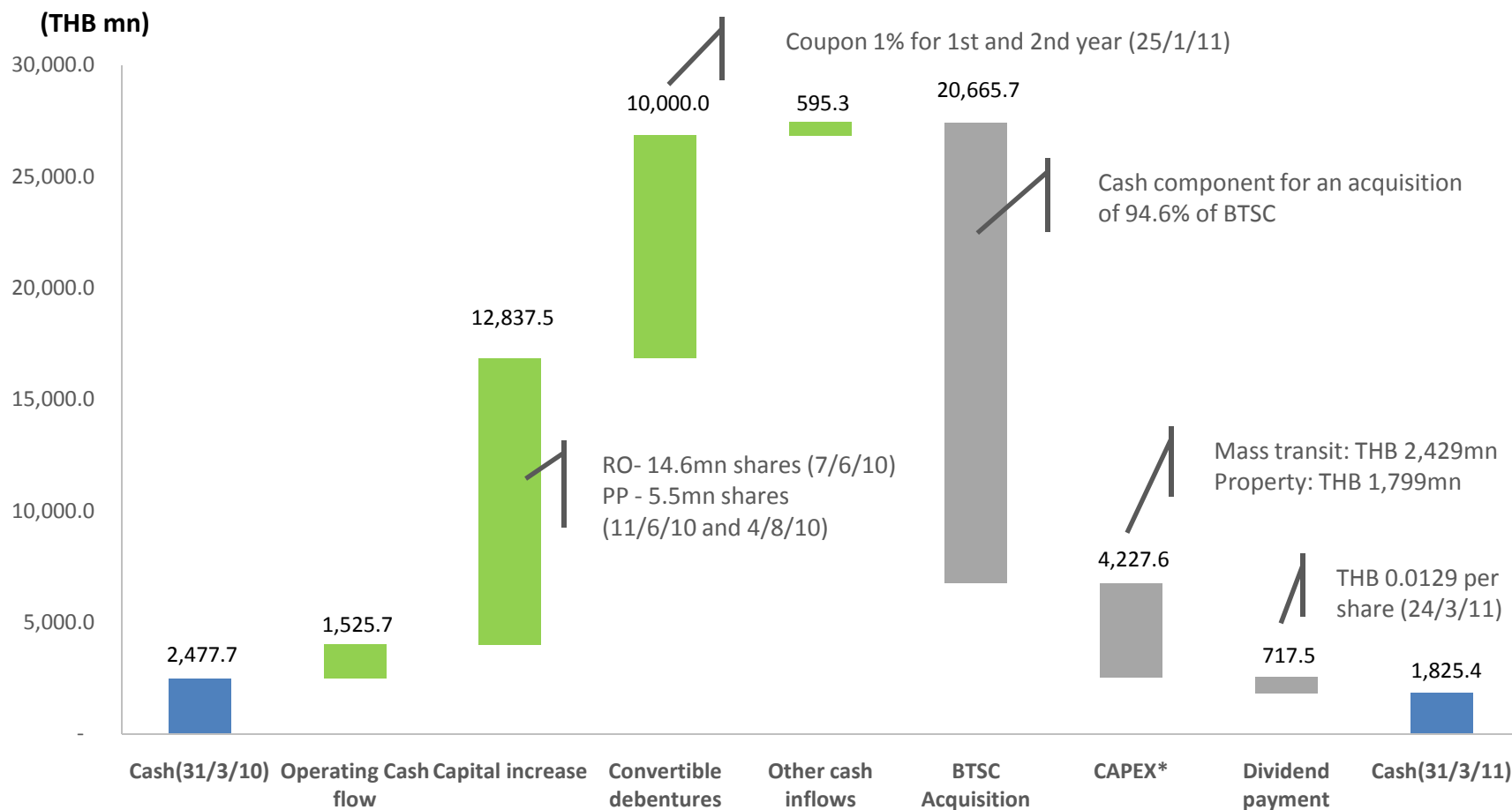
Book value per share

2010/11: THB 0.68
2009/10: THB 0.43

0.25



2010/11 Cash flow movement



*Include project development cost

Our 2011/12 strategic goals



Ridership

From THB 145.2mn in FY 10/11
TO GROW



15.0%

Media revenue

From THB 1,369.9mn in FY 10/11
TO GROW



40.0%

Operational EBIT margin (%)

From 24.6% in FY 10/11
TO BE



24.8%

Capital expenditures (CAPEX)*

From about THB 4,200mn in FY 10/11
TO BE



THB 4.0bn

*Include project development cost

Q&A