

2Q 2020/21 HIGHLIGHTS

- **Resilient total operating revenue of THB 8,910mn**, despite the challenges posed by the COVID-19 pandemic and domestic political uncertainty
 - Services revenue from the development of new rail lines of THB 6.4bn was recorded in 2Q 2020/21
 - Mass Transit Operating & Maintenance (O&M) revenue of THB 1,300mn – grew notably by 50.0% or THB 434mn YoY
- **Profit from operation of THB 2,066mn grew by 3.2% YoY and 15.3% QoQ**
- **Recurring EBITDA of THB 2,012mn**, decreased by 17.9% YoY, but **increased by 32.3% or THB 492mn QoQ**
- Recurring net profit (after MI) of THB 751mn, dropping by 33.6% YoY, but **rising considerably by 63.1% or THB 291mn QoQ**
- Reported net profit (after MI) of THB 765mn, reduced by 40.1% YoY, yet **grew robustly by 72.5% or THB 321mn QoQ**
- Being selected as a member of **the Dow Jones Sustainability Indices (DJSI) for 2020, in the Emerging Markets** in the Transportation and Transportation Infrastructure Sector for the 3rd consecutive year

SIGNIFICANT EVENTS

SUSTAINABILITY AT BTS GROUP

29 Jul 2020: BTS Group Holdings Public Company Limited (BTS Group or the Company) is recognised as **a member of FTSE4Good Index Series for the 4th consecutive year**. The index is designed to measure the performance of companies demonstrating strong Environmental, Social and Governance (ESG) practices.

11 Nov 2020: The Company is included in **the Thailand Sustainability Investment (THSI) list 2020 for the 2nd consecutive year**. The THSI was created by the Stock Exchange of Thailand (SET) for listed companies with outstanding performance on ESG aspects. The award aims to drive companies towards sustainability to create long-term shareholders' value.

13 Nov 2020: BTS Group is included in **the Dow Jones Sustainability Indices (DJSI) 2020, in the Emerging Markets for 3 consecutive years**. The Company is ranked first globally in the DJSI Transportation and Transportation Infrastructure Sector in this year.

BTS GROUP

20 Jul 2020: The 2020 Annual General Meeting of Shareholders approved **the final dividend payment for FY 2019/20 at THB 0.15 per share. The actual dividend of THB 1,974.1mn was paid on 14 August 2020**, bringing the total annual dividend paid up to THB 6,513.2mn (or THB 0.48 per share), or equivalent to an annual dividend yield of 4.1%.

22 Oct 2020: BTS Group **acquired all ordinary shares in Mo Chit Land Co., Ltd.** from Sino-Thai Engineering and Construction PCL (STEC) with a total purchase price of THB 4,450mn. After the acquisition, BTS Group **will invest in Mo Chit Complex Project** which is a mixed-used building, in the amount of approximately THB 9,940mn over 4 years. This building is earmarked to be the new Company headquarters building which accommodates the ongoing expansion of the Group. The building is expected to complete in 2024.

6 Nov 2020: The Company issued **the 2nd series of THB 8,600mn unsubordinated and unsecured debentures or Green Bond** (rated "A/Negative" by TRIS on 29 Sep 2020) to institutional and high net worth investors. The new Green Bond was issued in 5 tranches due in 2022, 2023, 2025, 2027 and 2030 with an average coupon rate of 2.72%. The proceeds will be used for investment and debt repayment of Eligible Green Projects which are the Pink and Yellow Lines. Both projects are electric monorail trains which play a massive role in the reduction of carbon emission and air pollution in Bangkok metropolitan area.

TRANSPORTATION PROJECT

21 Jul 2020: The Cabinet approved the selection for the BGSJ Joint Venture (BTS Group shareholding of 40%) to work on Operation and Maintenance (O&M) for **two Intercity Motorways**, namely M6 Bang Pa-in - Nakhon Ratchasima and M81 Bang Yai-Kanchanaburi. Contract signing of both Motorways is expected by the end of 2020.

16 Aug 2020: **All three Automatic People Mover (APM) trains** (2-carriage train) from Bombardier to be used for accommodating patrons on the Gold Line Phase 1 (Krung Thonburi BTS station – Khlong San, 1.8km, 3 stations) **were successfully delivered**. We expect the full service to begin in December 2020.

1 Oct 2020: The first two driverless monorail trains for the Pink and Yellow lines arrived. Each train consists of four cars, which will be used to accommodate patrons up to 40,000 passengers per hour per direction. All trains are expected to be delivered within 2021.

9 Nov 2020: BSR Joint Venture, a joint venture between Bangkok Mass Transit System PCL (BTSC), BTS Group and STEC, submitted a bid for the Orange Line (Taling Chan – Min Buri, 35.9km, 28 stations). The best bid announcement is expected by early 2021.

MEDIA

25 Aug 2020: Kerry Express (Thailand) Public Company Limited (Kerry Express) has submitted the filing to The Securities and Exchange Commission (SEC) for its Initial Public Offerings (IPO) of 300mn ordinary shares with a par value of THB 0.50. Post IPO, VGI 's shareholding in Kerry Express will dilute from 23.0% to 19.0%.

Shareholding Structure

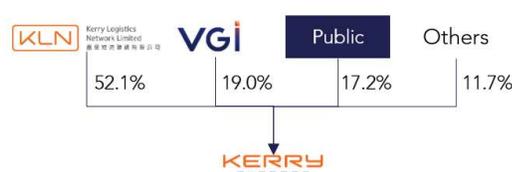
Pre-IPO Shareholding Structure:-

Total shares of 1,440mn shares



Post-IPO Shareholding Structure:-

Total shares of 1,740mn shares*



*Based on IPO 300mn shares without an exercise of ESOP

THE IMPACT FROM THE CORONAVIRUS DISEASE 2019 (COVID-19) PANDEMIC

The impact of the COVID-19 pandemic to BTS Group during 2Q 2020/21 diminished from the previous quarter, as seen from considerable growth in recurring EBITDA of 32% QoQ to THB 2,012mn and recurring net profit (after MI) of 63% QoQ to THB 751mn in this quarter. The improvement in the financial results was chiefly owing to the relieved domestic pandemic situation, largely thanks to the well-managed and strict measures imposed by the government. From the well-controlled situation, many organisations started to resume their normal operations and people became more confident in daily traveling.

Our **Mass Transit** business saw an improvement as reflected in a significant growth in Core Network ridership of 109.2% from the previous quarter, which we believe is the trough level of the year. Additionally, the latest average weekday ridership currently reached 70% of its precedent level and cumulative ridership during the first half 2020/21 (April – September 2020) has been recovering faster-than-expected.

On the **Media** side, VGI surpassed its lowest financial performance and turned to net profit at THB 12mn in this quarter. Looking on a quarterly comparison basis, VGI saw a strong recovery in all of its business segments and recorded a revenue and net profit growth of 61.0% QoQ and 111.4% QoQ, respectively. This was mainly from the return to normalcy of daily mobility as evidenced by an increase in ridership as well as more people in office buildings, which led to the higher demand on advertising and consumer spending.

1H 2020/21 P&L SNAPSHOT

In 1H 2020/21, BTS Group has proven that its resilient business characteristic and diversified business portfolio have allowed the Group to withstand troublesome circumstances. In spite of the COVID-19 situation and a challenging macroeconomic environment, the Company delivered 1H 2020/21 net profit of THB 1,208mn.

Total consolidated revenue of 1H 2020/21 stood at THB 20,787mn, increasing by 3.9% or THB 788mn YoY. The increase in revenue was predominantly due to (i) an increase in revenues from contracting works of THB 574mn from the development of new lines and (ii) higher interest income of THB 248mn. However, the increase was partially offset by a decline in dividend income of THB 110mn. Despite the increase in total revenue, **group recurring EBITDA in 1H 2020/21 dropped by THB 1,099mn or 23.7% YoY to THB 3,532mn.** The Group recorded **net profit (after MI) of THB 1,208mn, declining by THB 963mn or 44.4% YoY.** The decline in recurring EBITDA and net profit was predominantly as a result of the COVID-19 pandemic, causing higher share of loss from investment in associates/ JVs

and weakened operating performances across our Media, Property and Services businesses in particular, being partially offset by improved operating performance in Mass Transit business and higher interest income.

2Q 2020/21 PERFORMANCE

(THB mn)	2Q 2020/21	2Q 2019/20	% YoY
Operating revenues ¹	8,910	10,739	(17)%
Total Revenue	10,055	11,238	(11)%
Recurring EBITDA²	2,012	2,450	(18)%
Recurring net income (loss) to equity holders of the parent	751	1,132	(34)%
Net income (loss) to equity holders of the parent	765	1,278	(40)%

Note that 2Q 2019/20 operating revenue from Media business remained included performances of MACO and its subsidiaries for the period from July 2019 to September 2019, whereas, per the Financial Statement, these performances were separately presented under "profit from discontinued operation".

¹ Operating revenue from the operational performance of 4 BUs excludes interest income, dividend income and non-recurring items.

² Recurring EBITDA calculated from the operational performance of 4 BUs, interest income, dividend income, other income, net share of profit/(loss) from associates/ JV, yet, excludes other non-recurring items

The Group reported **total consolidated revenues** from continued operation of THB 10,055mn in 2Q 2020/21. This represented a decrease of 10.5% or THB 1,183mn YoY from THB 11,238mn in 2Q 2019/20. The decrease in total revenue was predominantly due to (i) lower revenues from contracting works of THB 1,338mn, owing to reduced recognition of revenue from the provision of E&M works and the train procurement service for the Northern Green Line extension and (ii) a decrease in dividend income of THB 231mn. Nonetheless, the decrease in total revenues was partly offset by increased interest income of THB 215mn as well as higher service and sales income of THB 171mn, mostly from increased revenue from provision of train operating services in this quarter.

Total operating revenue in 2Q 2020/21 stood at THB 8,910mn, a decrease of 8.4% QoQ and 17.0% YoY. Revenues from the Mass Transit, Media, Property and Services businesses accounted for 89%, 8%, 1% and 2% of total operating revenue, respectively. Operating revenues from Mass Transit, Media, Property and Services declined by 6.6%, 55.8%, 55.3% and 59.7% YoY, respectively. The decline in operating revenue was from two main reasons; (i) lower operating performances affected by the COVID-19 pandemic, specifically Media, Property and Services businesses and (ii) reduced recognition of services revenue for the provision of E&M works and the train procurement service for the Northern Green Line extension, as we enter the tail-end of development. Nonetheless, the decrease was partly offset by (i) higher construction revenue for the Pink and Yellow Lines and (ii) increased O&M revenue in this quarter.

Total consolidated expenses from continued operation amounted to THB 7,989mn in 2Q 2020/21, a decrease of THB 1,247mn or 13.5% YoY largely from lower recognition of cost related to the provision of E&M works and the train procurement service for the aforementioned Northern Green Line extension as well as lower cost of service and sales.

Total operating costs also declined in tandem with the decrease in total operating revenue, dropping by 17.7% or THB 1,588mn YoY to THB 7,400mn. The decrease was primarily from lower recognition of services cost for the provision of E&M works and the train procurement service for the Northern Green Line extension as well as lower cost from Media business. Operating gross profit dropped by 13.8% or THB 241mn YoY to THB 1,510mn.

Share of loss from investments in associates/JVs was THB 242mn (compared to share of profit of THB 290mn in 2Q 2019/20). The higher share of loss was largely from the sluggish performances of U City, BTSGIF and MACO during this quarter as a result of the COVID-19 crisis. Share of loss from U City was THB 268mn (compared to share of loss from U City of THB 7mn in 2Q 2019/20) and share of profit from BTSGIF amounted to THB 108mn (versus share of profit from BTSGIF of THB 265mn in 2Q 2019/20).

Recurring EBITDA was THB 2,012mn, though increasing 32.3% QoQ this represented a decrease of THB 438mn or 17.9% YoY largely due to the recognition of the aforesaid share of loss from associates/JVs which were affected by the COVID-19 crisis.

Finance costs rose by 4.9% or THB 28mn YoY to THB 609mn.

Recurring net profit (after minority interests of THB 56mn) stood at THB 751mn, an increase of 63.1% QoQ but a decline of 33.6% or THB 381mn YoY. Profit attributable to the equity holders of the Company was THB 765mn, an increase of 72.5% QoQ but decreasing by 40.1% or THB 513mn YoY.

The net profit margin attributable to the equity holders of the Company in 2Q 2020/21 was 7.6% (versus 10.7% in 2Q 2019/20). The decrease in net profit margin was mainly due to higher share of loss from investment in associates/ JVs and weakened operating performances across in Media, Property and Services businesses which were as a result of the COVID-19 crisis.

2Q 2020/21 OPERATIONAL PERFORMANCE

Operating Revenue (THB mn)	2Q 2020/21	% of Total	2Q 2019/20	% of Total	% Change (YoY)	2Q 2020/21 GP Margin ⁷	2Q 2019/20 GP Margin ⁷
Mass Transit ³	7,946	89%	8,512	79%	(7)%	15.2%	10.8%
Media ⁴	710	8%	1,607	15%	(56)%	46.1%	50.7%
Property ⁵	45	1%	100	1%	(55)%	N.A.	0.4%
Services ⁶	209	2%	520	5%	(60)%	0.2%	3.9%
Total	8,910	100%	10,739	100%	(17)%	17.0%	16.3%

³ Mass Transit revenue includes:

- i) Construction revenue for the Pink and Yellow Lines
- ii) Services Income from the provision of E&M works and the train procurement service for the Southern and Northern Green Line extensions, and the Gold Line Phase 1
- iii) Operating and Maintenance revenue and farebox revenue from BRT

⁴ Media revenue includes

- i) Performances of VGI Group and Rabbit Group. Rabbit group (classified to be under Digital Services Business) comprises of BSS & BSSH and subsidiaries but excludes two companies which are Bangkok Payment Solutions Co., Ltd. (BPS) and Rabbit Rewards Co., Ltd. (RR)
- ii) Media revenue in 2Q 2019/20 remained included performances of MACO and its subsidiaries for the period from July 2019 to September 2019

⁵ Property includes Sales from Real Estate, Rental and Service Income, Revenue from Thana City Golf & Sports Club

⁶ Services revenue includes revenue from Rabbit Rewards, BPS, HHT construction and Turtle 23

⁷ Operating gross profit calculated based on the operational performance of 4 BUs

SEGMENTAL PERFORMANCE

MASS TRANSIT BUSINESS

Mass Transit Revenue (THB bn)	2Q 2020/21	% of Total	2Q 2019/20	% of Total	% Change (YoY)
Development of new lines	6.4	81%	7.5	89%	(15)%
New Green Line extension ⁸	0.8	11%	3.1	37%	(74)%
Pink and Yellow Lines ⁹	5.6	70%	4.4	52%	28%
O&M for Green Line extension¹⁰	1.3	16%	0.9	10%	50%
Others¹¹	0.2	3%	0.1	1%	106%
Total	7.9	100%	8.5	100%	(7)%

⁸ Services Income from the provision of E&M works and the train procurement service for the Southern and Northern Green Line extensions

⁹ Construction revenue for the Pink and Yellow Lines

¹⁰ Operating and Maintenance revenue

¹¹ Consists of Services Income from the provision of E&M works and the train procurement service for the Gold Line Phase 1 and farebox revenue from BRT

In 2Q 2020/21, the Company continued to recognise an increase in (i) **construction revenue for the Pink and Yellow Lines** of THB 1.2bn YoY to THB 5.6bn and (ii) **O&M revenue** of 50.0% or THB 434mn YoY to THB 1,300mn. The increase in O&M revenue was predominately attributable to (a) the opening of another eight stations of the Northern Green Line extension (from Phaholyothin 24 station to Wat Phra Sri Mahathat station) and (b) the contractually agreed increase in the operating fee of the existing Green Line extensions and the Southern Green Line extension. However, **services income for the provision of E&M works and the train procurement service for**

Green Line extension declined by THB 2.3bn YoY to THB 0.8bn, as we enter the tail-end of development. As a result, **total Mass Transit revenue in 2Q 2020/21 decreased by 6.6% or THB 566mn YoY to THB 7,946mn.**

The decrease in total mass transit revenue was also reflected in costs, which fell by THB 858mn to THB 6,739mn, from lower recognition of services cost for the provision of E&M works and the train procurement service for the aforesaid Green Line extension.

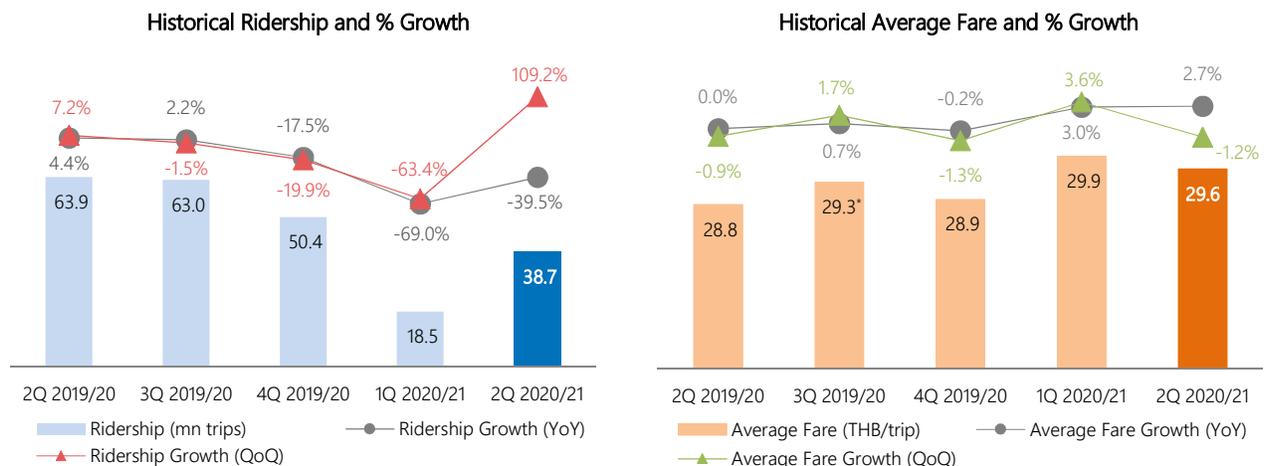
Mass Transit related interest income increased by 86.0% or THB 305mn YoY to THB 660mn, largely on account of interest income from receivables related to the development of new lines.

Recurring EBITDA margin increased to 24.5% from 19.3% in the previous year, due to higher O&M recognition, as well as higher Mass Transit related interest income.

In 2Q 2020/21, the Company recognised **share of profit from investment in BTSGIF** of THB 108mn, declining by 59.2% or THB 157mn YoY, following a decrease in quarterly farebox revenue of the Core Network (down 37.9% or THB 697mn YoY to THB 1,143mn). The decrease was from lower quarterly Core Network ridership (down 39.5% YoY to 38.7mn trips) owing to the effect from the COVID-19 pandemic. However, on a QoQ basis, the ridership escalated significantly by 109.2%, primarily as a result of the relief of the pandemic situation and easing of the government's restrictions, allowing most businesses to resume their normal operations and employees to return their workplaces.

Nonetheless, the decrease in quarterly farebox revenue was offset by an increase in average fare of 2.7% YoY to THB 29.6 per trip predominantly from the removal of the discount on stored value card to be the same fare as single journey card since April 2020.

More commentary on the Core Network performance can be found in *2Q 2020/21 BTSGIF management discussion and analysis*



* Average fares above were calculated before extraordinary events for comparison purpose.

MEDIA BUSINESS

In 2Q 2019/20 operating performances from Media business included the contribution of MACO and its subsidiaries for the period from July 2019 to September 2019. Whereas, in the Financial Statements, these performances were separately presented under "profit from discontinued operation".

Media revenue in 2Q 2020/21 was THB 710mn, a marked increase of 60.9% QoQ however, still representing a decrease of 55.8% YoY principally due to the impact from the COVID-19 pandemic. Moreover, economic uncertainties coupled with political tension in Thailand have led several companies to cut back on their advertising spending.

Media Revenue (THB mn)	2Q 2020/21	% of Total	2Q 2019/20	% of Total	% Change (YoY)
OOH Media	479	67%	1,010	63%	(53%)
Transit	416	59%	510	32%	(18%)
Outdoor	18	2%	417	26%	(96%)
Office & Other	45	6%	82	5%	(46%)
Digital Services¹²	231	33%	598	37%	(61%)
Total	710	100%	1,607	100%	(56%)

¹²Digital services revenue is comprised of the revenue generating from (i) Rabbit Group, (ii) Trans.Ad Group under MACO and (iii) VGI Digital Lab

OOH Media includes Transit, Outdoor and Office Building and Other Media. OOH Media contributed 67% of total Media revenue or THB 479mn, a rebounding significantly by 80.6% QoQ, however decreasing of 52.5% or THB 531mn YoY. This was mainly due to the aforementioned economic challenges, which led to the lower demand for advertising and marketing campaigns.

Digital Services Business contributed 33% of total Media revenue, increasing 31.1% QoQ but dropping by 61.4% YoY or THB 367mn to THB 231mn, which was largely from a decrease in online advertising revenue.

Cost of sales decreased by 51.7% YoY or THB 409mn to THB 382mn.

Note that the successful deconsolidation of MACO from VGI's financial statement, effective 30 January 2020, MACO's status has been changed from VGI's subsidiary to associate company. Hence, part of Outdoor Media revenue, which is directly managed by MACO and revenue from Trans.Ad Group under Digital Services segment in FY 2018/19 and FY 2019/20 has been restated from VGI's profit and loss statements. VGI will only recognise a share of profit (loss) from investment in MACO.

More commentary on the Media business can be found in *2Q 2020/21 VGI Global Media's management discussion and analysis*:

<http://vgi.listedcompany.com/misc/MDNA/20201109-vgi-mdna-2q20202021-en.pdf>

PROPERTY BUSINESS

Total property operating revenue in 2Q 2020/21 stood at THB 45mn, a considerable decrease of 55.3% or THB 55mn YoY, chiefly from lower commercial revenue. Costs also declined by 30.0% YoY or THB 30mn to THB 70mn.

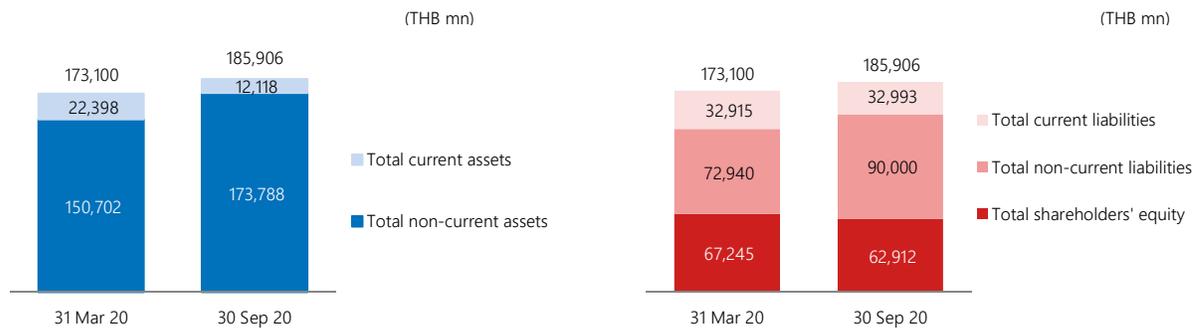
In 2Q 2020/21, the Company recognised share of loss from investment in U City (our associate) of THB 268mn (compared to a share of loss of THB 7mn in the previous year), predominantly due to the decrease in revenue from hotel operations, resulting from the impact of COVID-19 pandemic.

More commentary on the Property business can be found in *3Q 2020 U City's management discussion and analysis*:

<http://u.listedcompany.com/misc/mdna/20201111-u-mdna-3q2020-en.pdf>

SERVICES BUSINESS

Services business revenue was THB 209mn, decreasing by 59.7% or THB 310mn YoY. The reduction was mainly from lower construction revenue of HHT construction Company Limited of THB 325mn to THB 173mn. Costs also decreased in line with the decline in revenue, dropping by 58.2% or THB 291mn YoY to THB 209mn.

FINANCIAL POSITION


Total assets as of 30 September 2020 stood at THB 185,906mn, an increase of THB 12,805mn or 7.4% from 31 March 2020. The increase was primarily attributed to an increase in

- (i) Other financial assets and right-of-use assets of THB 21,571mn from the adoption of TFRS 9
- (ii) Receivables under agreements/ due in the future with government authorities of THB 8,097mn from (a) civil construction of the Pink and Yellow Lines and interest income related to such unbilled receivables and (b) train procurement services and interest income related to the services for the Northern Green Line extensions
- (iii) Elevated train project costs of THB 6,304mn from the construction of the Pink & Yellow Lines
- (iv) Receivables under purchase and installation of operating system agreement of THB 3,170mn from the provision of E&M works for the Northern Green Line extensions
- (v) Investment in joint ventures of THB 1,882mn, chiefly from an investment in U-Tapao International Aviation Company Limited, BGSR 6 Company Limited and BGSR 81 Company Limited
- (vi) Cash and cash equivalents of THB 1,139mn (see cash movement in *Cash Flow* section)

The increase, however, was partially offset by a reduction in

- (i) Current investments, investments in derivative instruments, and other long-term investments of THB 20,702mn from the adoption of TFRS 9
- (ii) Trade and other receivables of THB 5,769mn mainly from receiving the last installment from the sale of Bayswater land
- (iii) Advances to contractors and for acquisitions of assets of THB 1,314mn
- (iv) Investment in associates of THB 1,101mn, mainly from U City's reduced performance
- (v) Deferred tax assets of THB 868mn

Total liabilities increased from 31 March 2020 by 16.2% or THB 17,139mn to stand at THB 122,994mn mainly from an increase in

- (i) Long-term loans from financial institutions of THB 10,537mn mainly from the drawdown of syndicated loans in relation to the Pink & Yellow Lines
- (ii) Other financial liabilities and lease liabilities of THB 7,391mn from the adoption of TFRS 9 and 16
- (iii) Short-term loans from financial institutions and bills of exchange payables of THB 2,467mn

The increase, however, was partially offset by a decrease in

- (i) Long-term debentures of THB 3,545mn due to the partial repayment of the first tranche in September 2020 amounted to THB 3.55bn of the THB 9.5bn debenture issued by BTS Group in September 2018

Total equity decreased from 31 March 2020 by THB 4,333mn or 6.4% YoY to THB 62,912mn, mainly from a decrease in

- (i) Retained earnings of THB 3,280mn mainly due to the special dividend payment in May 2020
- (ii) Other components of shareholders' equity of THB 1,014mn
- (iii) Non-controlling interests in subsidiaries of THB 477mn

As of 30 September 2020, issued and fully paid-up shares of BTS Group stood at 13,161.0mn shares (13,154.3mn shares as of 31 March 2020). Return on equity for 2Q 2020/21 was 11.8% which decreased from 8.2% in 2Q 2019/20.

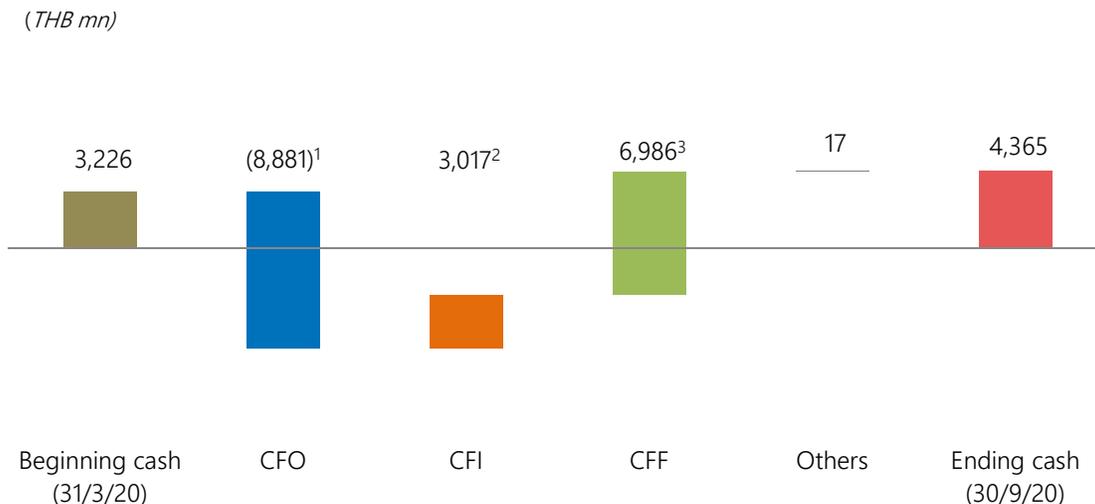
CASH FLOW

As of 30 September 2020, **cash and cash equivalents** stood at THB 4,364mn, an increase of 35.3% or THB 1,139mn from 31 March 2020. Cash used in operating activities was THB 6,280mn (versus cash used in operating activities of THB 5,400mn in 6M 2019/20). This was derived from profit before tax of THB 1,956mn, being partially offset by (i) non-cash reconciling items of THB 283mn and (ii) changes in net working capital of THB 8,518mn, chiefly from (a) investment for construction of the Pink and Yellow Lines of THB 4.4bn and (b) investment in E&M works and trains procurement for Green Line extension of THB 1.4bn. After deducting net cash paid for corporate income tax of THB 1,126mn (6M 2019/20: THB 750mn) and net cash paid for interest expenses of THB 1,474mn (6M 2019/20: THB 897mn), **net cash used in operating activities** was THB 8,881mn.

Net cash from investing activities was THB 3,017mn. The key components were (i) cash received to settle payables from acquisitions of investments in joint ventures of THB 5.4bn mostly from receiving the last installment from the sale of Bayswater land, (ii) net cash received from sales of investments in financial assets of THB 4.9bn, partially offset with (iii) net investment for construction of the Pink and Yellow Lines of THB 5.7bn and (iv) cash paid for purchases of investments in joint ventures of THB 1.9bn largely from an investment in U-Tapao International Aviation Company Limited, BGSR 6 Company Limited and BGSR 81 Company Limited

Net cash from financing activities was THB 6,986mn. The key components were (i) net increase in long-term loans from financial institutions of THB 10.6bn mainly for the drawdown of syndicated loans related to the Pink & Yellow Lines, (ii) net increase in short-term loans from financial institutions and bills of exchange payables of THB 2.4bn, partly offset with (iii) dividend payment of THB 3.9bn in May and August 2020 and (iv) cash paid for repayment of long-term debentures of THB 3.6bn resulted from the partial repayment of the first tranche in September 2020 amounted to THB 3.55bn of the THB 9.5bn debenture issued by BTS Group in September 2018.

6 months Cash Flow Snapshot



¹ CFO after

- Corporate income tax of THB 1,126mn
- Net interest expenses of THB 1,474mn
- Net investment for construction of the Pink and Yellow Lines of THB 4.4bn
- Net investment for E&M works and trains procurement for Green Line extension of THB 1.4bn

² CFI included net investment for construction of the Pink and Yellow Lines of THB 5.7bn

³ Excluding liquid investments of THB 12.3bn

KEY FINANCIAL RATIOS

	2Q 2020/21	2Q 2019/20*	1Q 2020/21
<u>Profitability ratios</u>			
Gross operating profit margin (%)	17.0%	16.3%	14.2%
Recurring EBITDA margin (%) ^A	22.6%	22.8%	15.6%
Recurring pre-tax profit margin (%) ^B	12.3%	13.4%	7.4%
Net profit margin (%) ^C	7.6%	10.7%	4.1%
ROA (%) ^D	4.3%	3.3%	4.7%
ROE (%) ^E	11.8%	8.2%	12.8%
<u>Liquidity ratio</u>			
Current ratio (times)	0.37x	0.65x	0.40x
<u>Leverage ratios</u>			
Interest bearing debt to equity (times)	1.57x	1.18x	1.39x
Adjusted net debt ^F to equity (times)	1.31x	0.90x	1.15x
Adjusted net debt ^F to recurring EBITDA (times)	9.64x	6.65x	8.06x
Interest coverage (times) ^G	3.31x	4.19x	2.65x
<u>Per share ratios^H</u>			
Basic earnings per share (THB)	0.06	0.10	0.03
Book value per share (THB)	4.78	5.22	4.79

Note:

* Includes performances from discontinued operation

^A Excludes non-operating items

^B Calculated based on pre-tax recurring profit / total recurring revenue

^C Calculated based on accounting net profit (after MI) / total accounting revenue

^D Calculated based on accounting net profit / total average assets

^E Calculated based on accounting net profit / total average shareholders' equity

^F Calculated based on interest bearing debt - cash and cash equivalent and liquid investment - cash to be received from clearing house-share subscription of subsidiary

^G Calculated based on recurring EBITDA / finance cost

^H Calculated based on weighted average number of shares at par value of THB 4.0 per share

MANAGEMENT OUTLOOK

While the COVID-19 pandemic still continues unabated overseas, the COVID-19 situation in Thailand has gradually improved from the early of the second half, allowing the government to lessen the country's lockdown measures. All tourism attractions and local businesses were allowed to reopen from July onwards, although there still remain strict immigration measures in place including a mandatory 14 day state quarantine in approved hotels.

For our **Mass Transit business**, the development of our rail mass transit lines demonstrates favourable progresses. As of October 2020, the construction progress of the Pink and Yellow Lines was approximately 67% completed. We continue our expectation to begin partial operation of both lines in October 2021. Further, we reiterate our target operation of the remaining 7 stations of the Northern Green Line extension (Phahon Yothin 59 station - Khu Khot station) in December 2020, which will mark full operation of the total 16 stations. Once the aforesaid extension is fully opened, our Green Line network will cover a total of 66.7km and 59 stations by the end of this year. Further, the cumulative O&M revenue in 1H 2020/21 reached THB 2.5bn on the back of the opening of more new Northern Green Line extension stations. These will be key catalysts to achieve our annual O&M revenue target in FY 2020/21 of THB 5.2bn, and will also bolster passenger traffic within our Green Line network.

On 9 November 2020, BSR Joint Venture of which BTS Group and BTSC were the shareholders, submitted a bid for the Orange Line. The best bidder is expected to be announced by early 2021. The full operation of the entire Orange Line is targeted in 2026. Currently, the civil works construction of the Eastern Orange was 71% completed as of October 2020.

Within our **Media business**, VGI will continue to focus on strengthening its liquidity and a strong balance sheet for preparing to benefit from the rebound. In addition, VGI believes that its effective strategy coupled with a diversified platform will enable VGI to be well-positioned for short- and long-term growth.

Whilst the domestic COVID-19 outlook is cautiously optimistic, Europe and other parts of the world are entering into peak infection phases and subsequent lockdowns. This will continue to weigh down on U City's operational performance in calendar Q4 2020.

.....
Rangsin Kritalug
(Executive Director and Chief Operating Officer)