



## Analyst Meeting 2021



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**1. Overview**

**2. Key Activities**

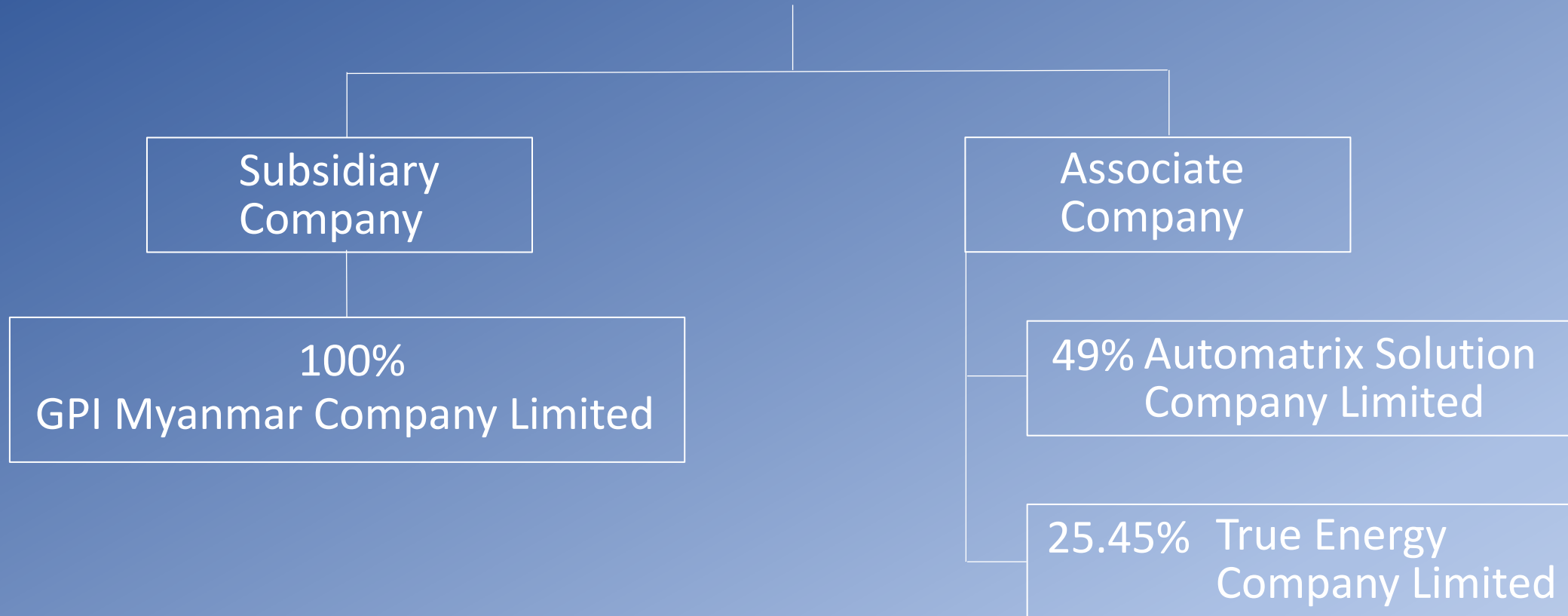
**3. Performance**

**4. Outlook**

# Business Overview

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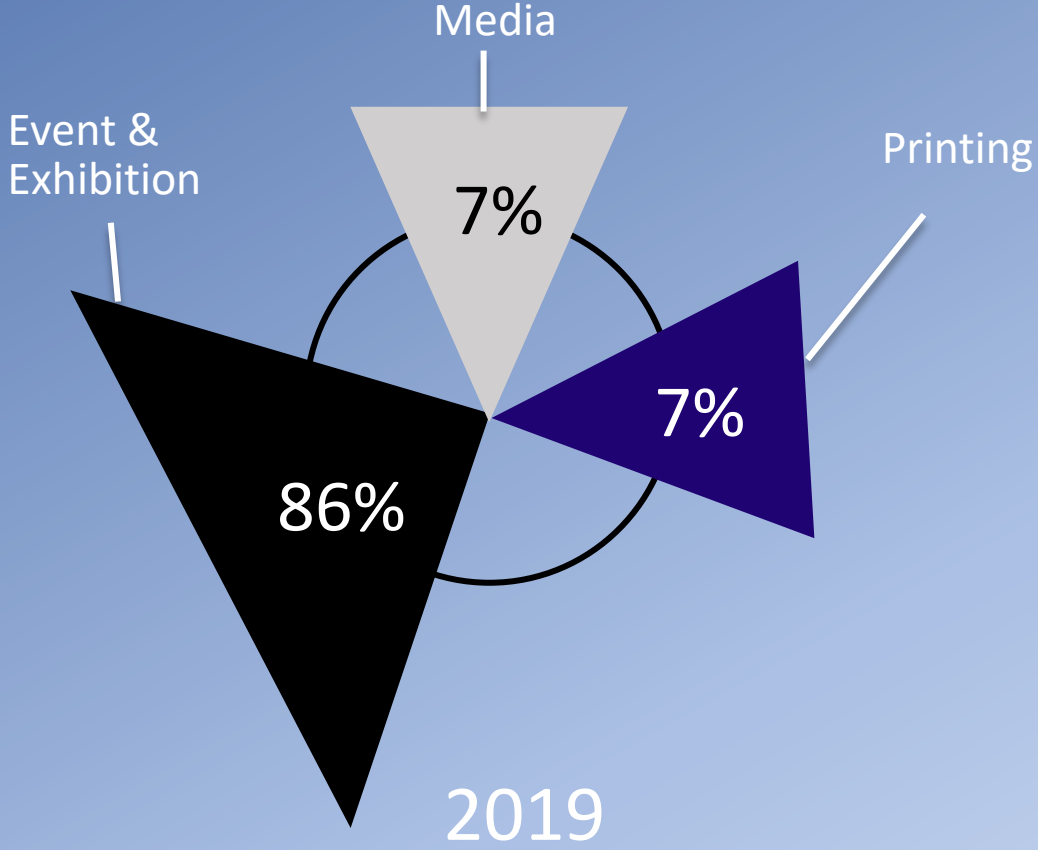
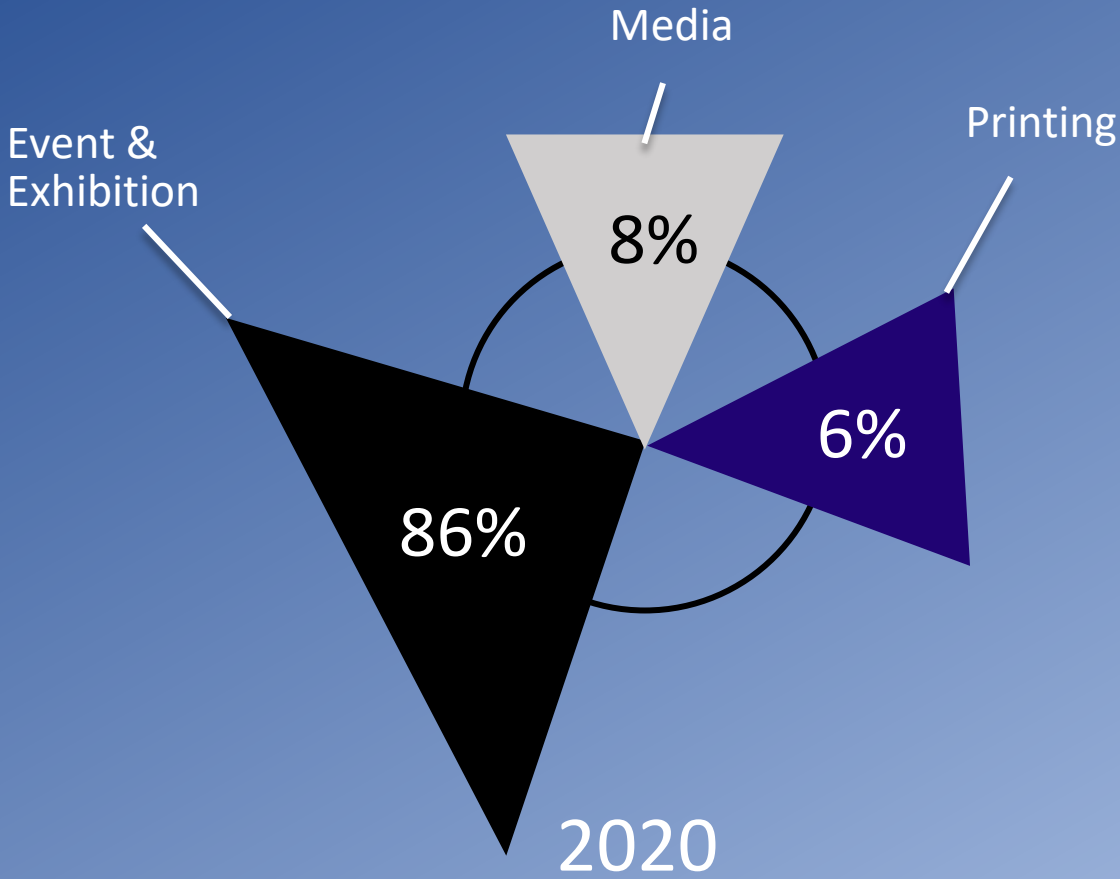
# Company Structure



# Business Overview



## Revenue proportion by business



# Key Activities





# Bangkok International Motor Show (BIMS)



## BIMS 2020 (41th)

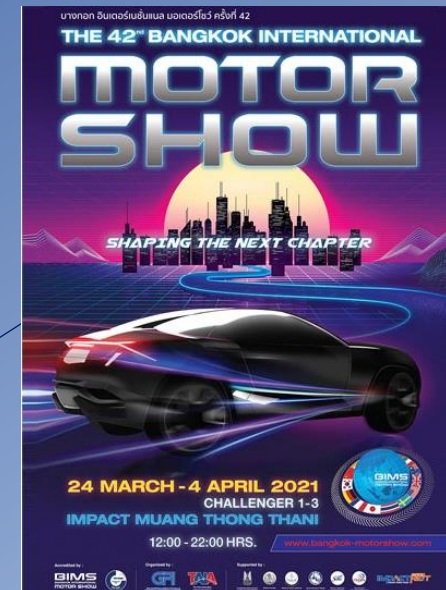


15 – 26 July 2020

Delay from March to July.

Inspiration unlock the future.

## BIMS 2021 (42th)



24 March – 4 April 2021

On time.

Shaping the next chapter.



# Power Plant Project Detail (RDF)



- Acquisition of asset by purchase ordinary shares of True Energy company limited “True Energy”
- Total investment of 250 million baht with 700,000 ordinary shares account for 25.45 percent of total equity
- Power plant type Refuse Derived Fuel (RDF) located at Nakornsawan province
- Capacity of 9 megawatts, with an additional 3.50 baht for period of 7 years.
- Expected EIRR of 10.80 %  
Expected COD June 2021

Performance

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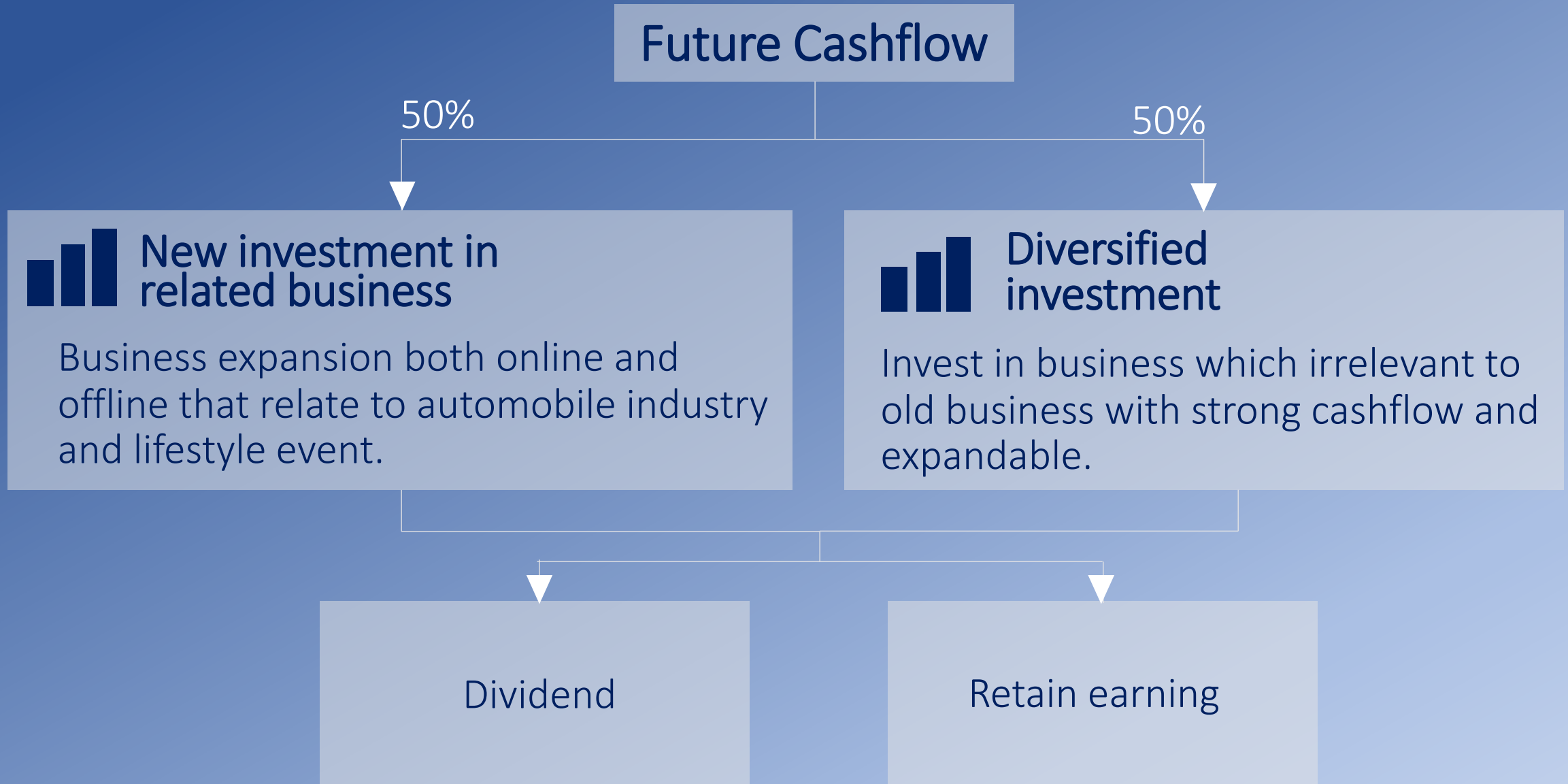
# Financial Highlight



Asset light  
investment theme



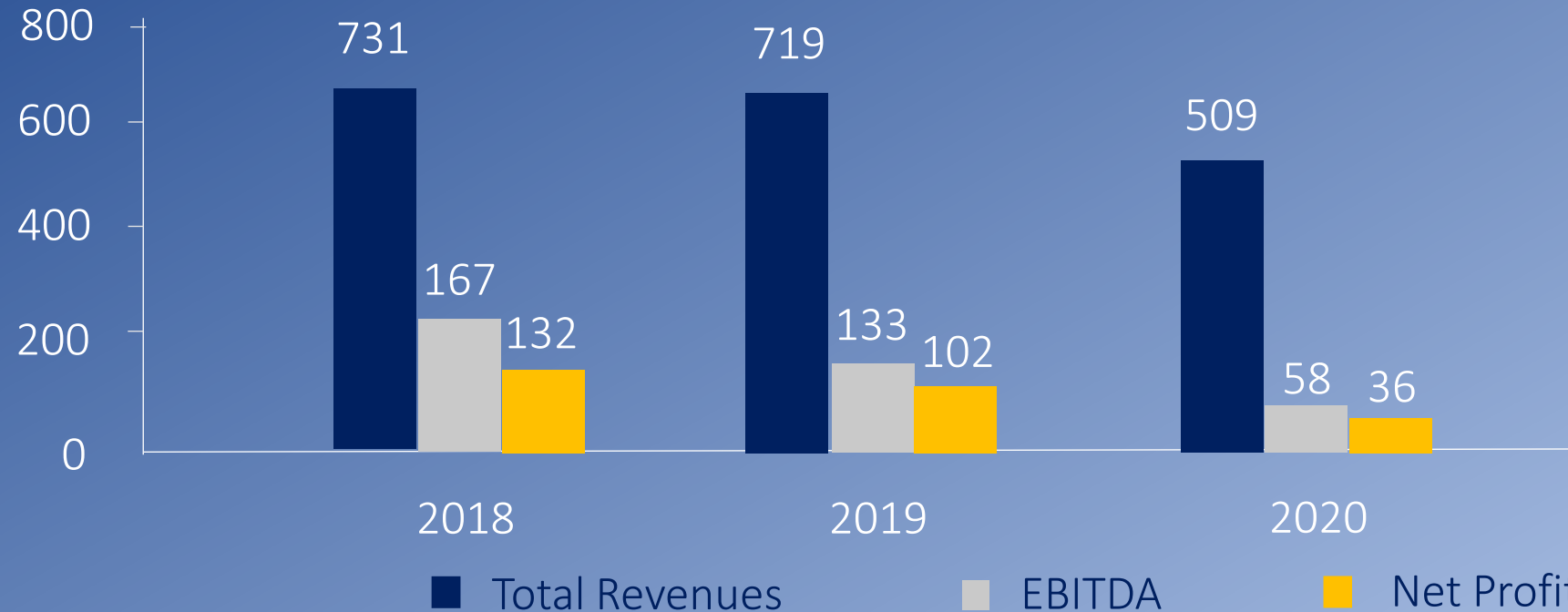
# Capital Allocation



# Financial Highlights



THB million.



% YoY Growth	2018	2019	2020
Total Revenues	(10)%	(1)%	(29)%
EBITDA	(5)%	(20)%	(56)%
Net Profit	(20)%	(21)%	(66)%

## FY 2020 Net Profit analysis

*FY 2020 Net profit decreased 66% YoY, due to coronavirus pandemic (COVID19) has continued to make huge negative impact to automobile industry causing declining in demand for vehicles.*

# Income Statement



P/S Highlight (THB million)	FY 2020	FY 2019	% YoY change
<b>REVENUES</b>			
Revenues from sales and services	509	719	-29%
Other income	9	14	-35%
<b><u>Total revenues</u></b>	<b><u>518</u></b>	<b><u>733</u></b>	<b>-29%</b>
<b>COSTS</b>			
Cost of sales and services	299	430	-30%
Other costs	51	49	4%
<b><u>Total costs</u></b>	<b><u>350</u></b>	<b><u>479</u></b>	<b>-26%</b>
<b>Selling and administrative expenses</b>	<b>118</b>	<b>122</b>	<b>-3%</b>
<b><u>Operating profit (EBIT)</u></b>	<b><u>45</u></b>	<b><u>130</u></b>	<b>-65%</b>
Finance cost	0.2	-	-
Tax income	11	28	-60%
<b><u>Net profit</u></b>	<b><u>34</u></b>	<b><u>102</u></b>	



# Financial Highlights



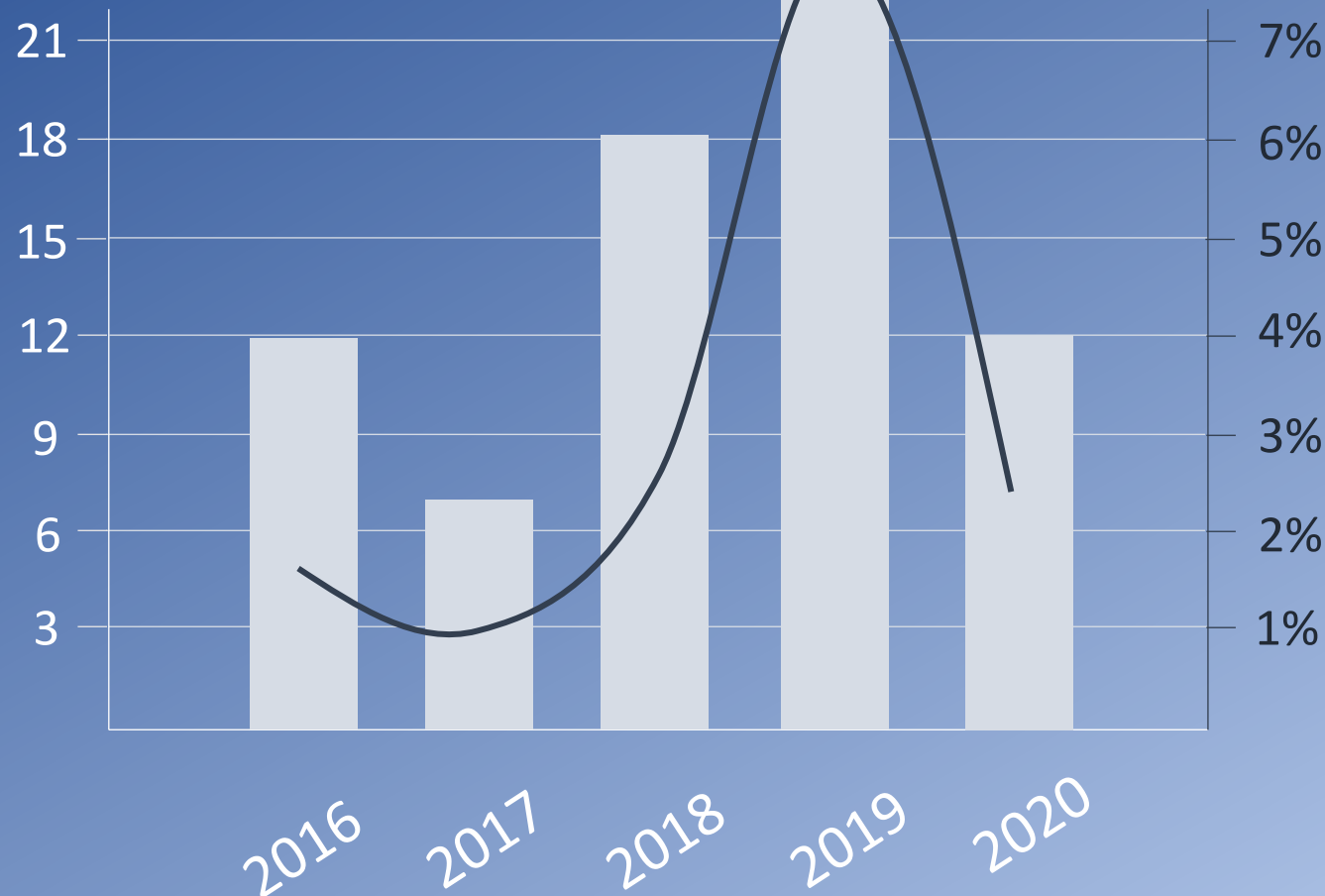
## Capex historical

Capex : million baht

66

9%

% to total revenue



### Capital Expenditure analysis

Capex has historically represented a low percentage of revenues and we will continue to keep it naturally low.

# Business Outlook



# 4 Pillars of Company Strategy



**G**

## Growth from the core

Expand within the circle of competence.

**A**

## Agile and Lean

Improving the company structure and emphasizing on reskill and upskill of employees.

**I**

## Investment and Diversification

Invest into new business opportunity to increase net asset value of the company.

**N**

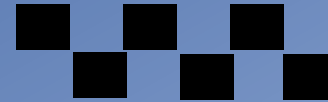
## New media landscape (O2O)

Data gathering and analysis via online platform.

# GPI Next Step



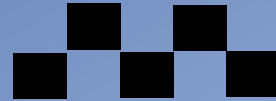
Application platform – Carbuddy (lead generation & Data collecting).



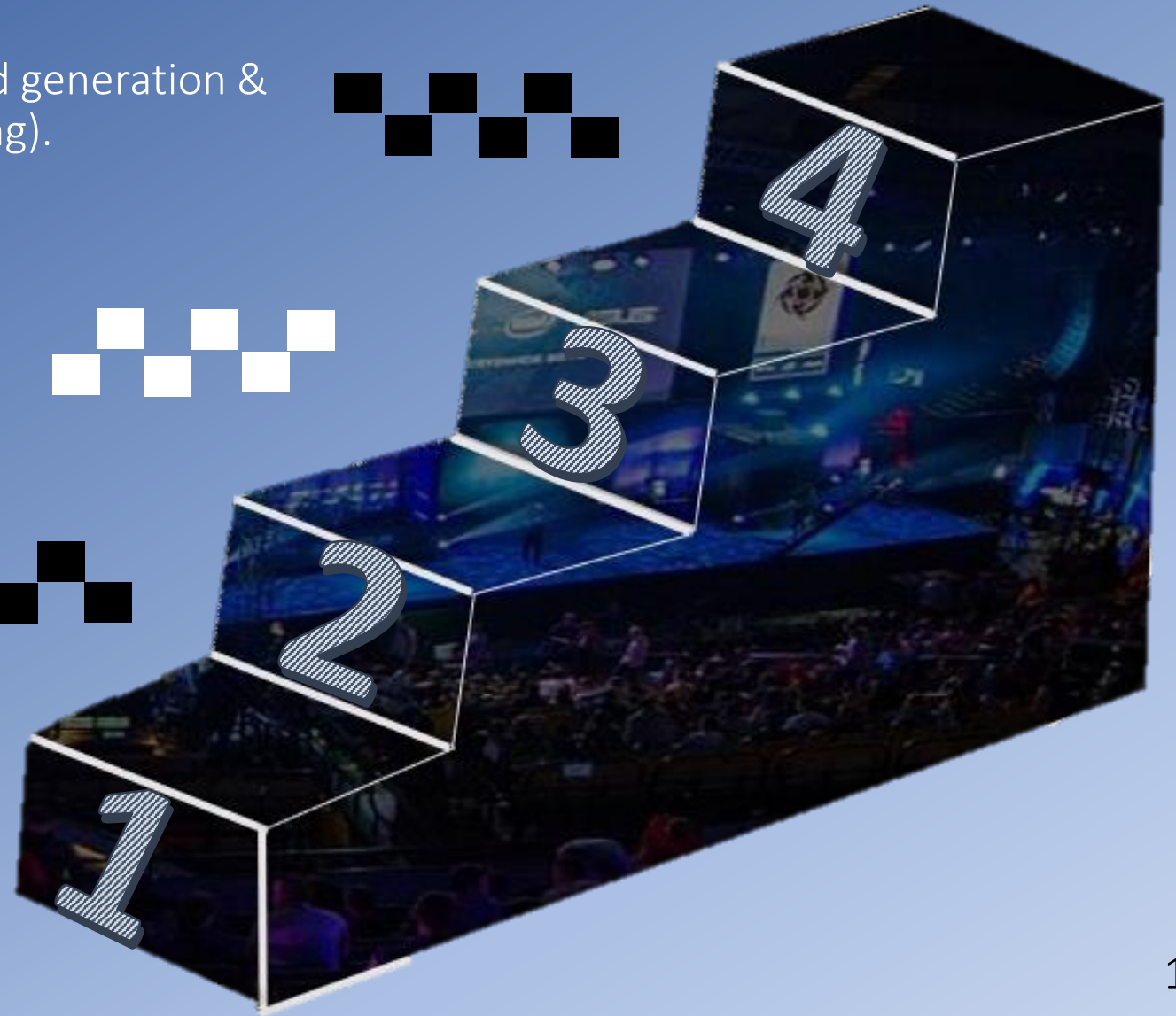
Power plant(RDF) – to secure the revenue gap throughout the year.



Online Media – Moving up to top 5 car platform website.



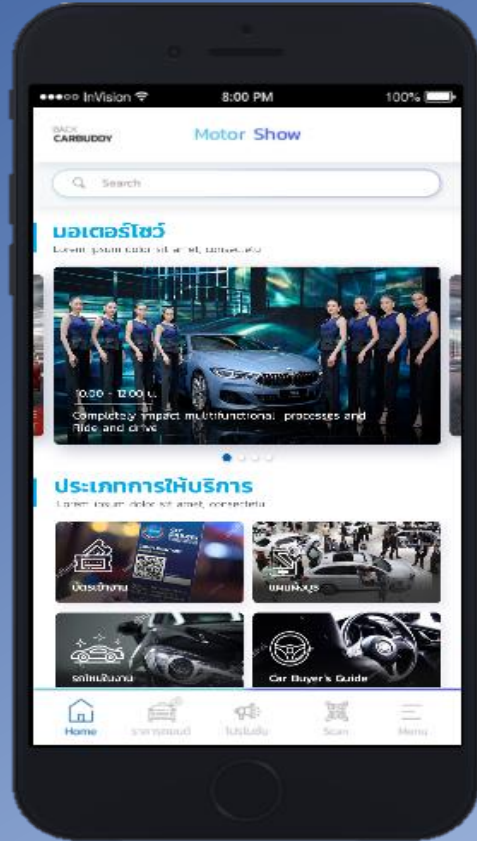
Event & Exhibition – Techsauce.







- Monthly active users 19,000
- App User download 136,000
- Garage data cumulative 7,000



## Lead Generation service

The lead generation service features promotional banners for several car models:

- MG3:** A yellow MG3 car with the MG logo.
- MG5:** A red MG5 car with the MG logo.
- Peugeot 5008:** A white Peugeot 5008 SUV with pricing information: "ร่วมลงทุนเพียง 2564 ต่อเดือน 12,564 บาท / เดือน" and "เริ่มที่ 1,799 คันแรก".
- Peugeot 3008:** A silver Peugeot 3008 SUV with pricing information: "ร่วมลงทุนเพียง 2564 ต่อเดือน 12,564 บาท / เดือน" and "เริ่มที่ 1,399 คันแรก".
- BMW X1:** A grey BMW X1 SUV with the text "อย่ารอช้า! โคม่า BMW X1" and "เริ่มที่ 1,843 บาท / เดือน" and "พร้อม 0% \*เริ่มที่ 6 เดือน".

# GP e – racing 2021 update



**ARE YOU  
READY  
TO RACE**

SUNDAY 14 MARCH 2021  
SUNDAY 21 MARCH 2021  
SUNDAY 28 MARCH 2021  
SUNDAY 3 APRIL 2021





# GP e – racing 2021 update



4 April  
8, 22, 29 May



3 July  
17, 7, 29 August



9, 16 October  
6, 20 November



Thankyou