

Qualitech Public Company Limited

Opportunity Day March 13, 2020 at The Stock Exchange of Thailand



AGENDA



- 1** COMPANY OVERVIEW
- 2** FINANCIAL HIGHLIGHT
- 3** HIGHLIGHT PROJECT & PLAN
- 4** Q&A

1

COMPANY OVERVIEW

2

FINANCIAL HIGHLIGHT

3

HIGHLIGHT PROJECT & PLAN

4

Q&A

COMPANY DEVELOPMENT



1991
Established



2009

-The company's common stocks were listed on MAI
-Granted a license as Thailand's first inspector of fire tube boiler and water tube boiler



2011

Established the two subsidiaries:
1. QLT International Co.,Ltd.
2. Qualitech Myanmar Co.,Ltd.



2016

-Received 3 SET Awards
-Collective Action Coalition Against Corruption (CAC)



2007

Registered as a public company limited

2010

Forbes Asia Best Under A Billion : THE REGION'S TOP 200 SMALL AND MIDSIZE COMPANIES

2012

Forbes Asia Best Under A Billion : THE REGION'S TOP 200 SMALL AND MIDSIZE COMPANIES

2020

-Merger and Acquisition : Duwell Intertrade Co.,Ltd.



OUR BRANCHES

And subsidiaries



The head office is located in Rayong Province, Thailand

THAILAND

MYANMAR



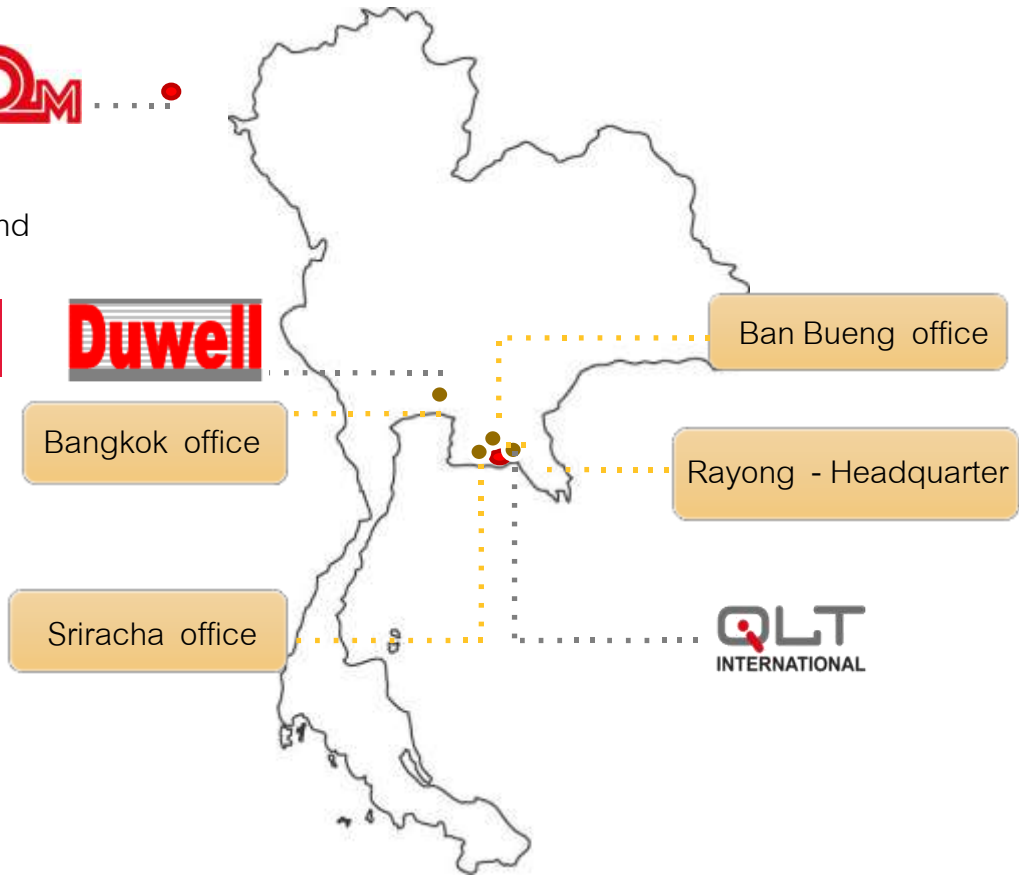
Duwell

Bangkok office

Ban Bueng office

Rayong - Headquarter

Siracha office



OUR BUSINESS

Qualitech Plc. operates business as an independent third party engineering services provider i.e. testing inspection and quality assessment and giving engineering advices to meet the international standards, for various organizations for the purpose of inspection or quality assessment in accordance with the international standards as inquired by clients.

BY SERVICE

- Advanced Non-Destructive Test
- Conventional Non-Destructive Test
- Asset Integrity & Plant Inspection
- Inspection & Certification
- Metallurgical Testing Laboratory
- Welding Solution



NEW SERVICE

- HydroForm-Phased Array Ultrasonic Testing for Corrosion Mapping
- Medium Range Ultrasonic Test (MRUT)
- In-line Inspection (ILI)
- Visual Inspection by Drone
- Tube Inspection
- Tank Cleaning

NON - DESTRUCTIVE TESTING

Conventional

- Gamma Ray
- X-Ray Crawler
- X-Ray Directional
- Positive Material Identification Test
- Ultrasonic Thickness Measurement (UTM)
- Magnetic Particle Test (MT)
- Ultrasonic Test (UT)
- Penetrant Test (PT)

Advanced

- Digital Radiographic Test (DRT)
- Computerize Radiographic Test (CRT)
- Phase Array Ultrasonic Test (PAUT)
- Eddy Current Array Test (ECAT)
- Heat Exchanger Tube Inspection
- Acoustic Emission Test (AE)
- Time of Flight Diffraction Test (TOFD)
- Tank Floor Scan by Magnetic Flux Leakage (MFL)
- Visual Inspection by Drone
- Medium Range Ultrasonic Test (MRUT)
- Electro Magnetic Acoustic Thickness Gauge (EMAT)
- In-line Inspection (ILI)



NON - DESTRUCTIVE TESTING

CONVENTIONAL



Gamma Ray



Ultrasonic Test (UT)

ADVANCE



In-line Inspection (ILI)



Medium Range Ultrasonic Test (MRUT)

INSPECTION AND CERTIFICATE

Council of Engineers Thailand

Department of Industrial Work

- Boiler and Hot oil
- Transportation tank, ADR

Department of Energy Business

- Bureau of Fuel Business Safety
- Bureau of Natural Gas Business Safety
- Bureau of Liquefied Petroleum Gas Business Safety

By
Law

API : American Petroleum Institute

ASME : American Society of Mechanical Engineers

ISO : International Organization for Standardization

AWS : American Welding Society

By
Code



INSPECTION AND CERTIFICATE



Chemical Tank



NGV Tank



LPG Tank and System



Petroleum Tank

Specimen Preparation

- Band Saw Machine
- Grinding Machine
- CNC Machine
- Charpy V-Notch
- Broaching Machine

Mechanical Test

- Guided-Bending Test
- Tensile Test
- Impact Test

Metallurgical Analysis

- Rockwell Hardness Test
- Vickers Hardness Test
- Micro Structure Analysis
- Macro structure Analysis
- Replica Test

Corrosion Test

- Inter granular corrosion test
- Pitting corrosion test





Guided-Bending Test



Tensile Test



Impact Test

CLIENTS



AGENDA

1

COMPANY OVERVIEW

2

FINANCIAL HIGHLIGHT

3

HIGHLIGHT PROJECT & PLAN

4

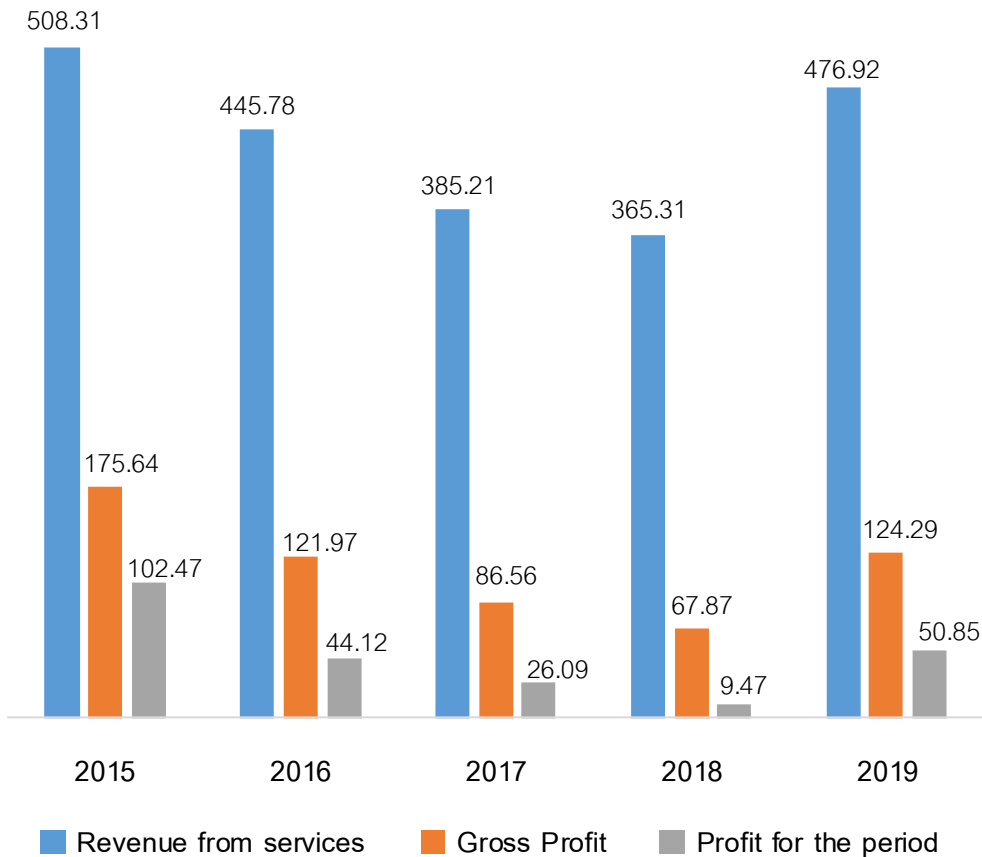
Q&A

Statement of Income - Consolidated

	Unit : Million Baht			Unit : Million Baht		% Change +/-
	2015	2016	2017	2018	2019	
Revenue from services	508.31	445.78	385.21	365.31	476.92	31%
Cost of services	332.67	323.81	298.65	297.44	352.63	19%
Gross Profit	175.64	121.97	86.56	67.87	124.29	83%
EBITDA	142.66	81.51	53.55	41.14	81.89	99%
Depreciation & Amortization	29.74	30.88	30.84	27.63	26.75	-3%
Profit for the period	102.47	44.12	26.09	9.47	50.85	437%
Owners of the Company	103.75	44.57	26.39	10.03	50.94	408%
Non-controlling interests	(1.28)	(0.45)	(0.30)	(0.56)	0.09	-116%
EPS (Earning per share)	1.05	0.45	0.27	0.10	0.52	420%

Financial Performance

Unit : Million Baht



Highlight

Revenue from services was 476.92 million baht increased from the previous year by 111.61 million baht or 30.55%

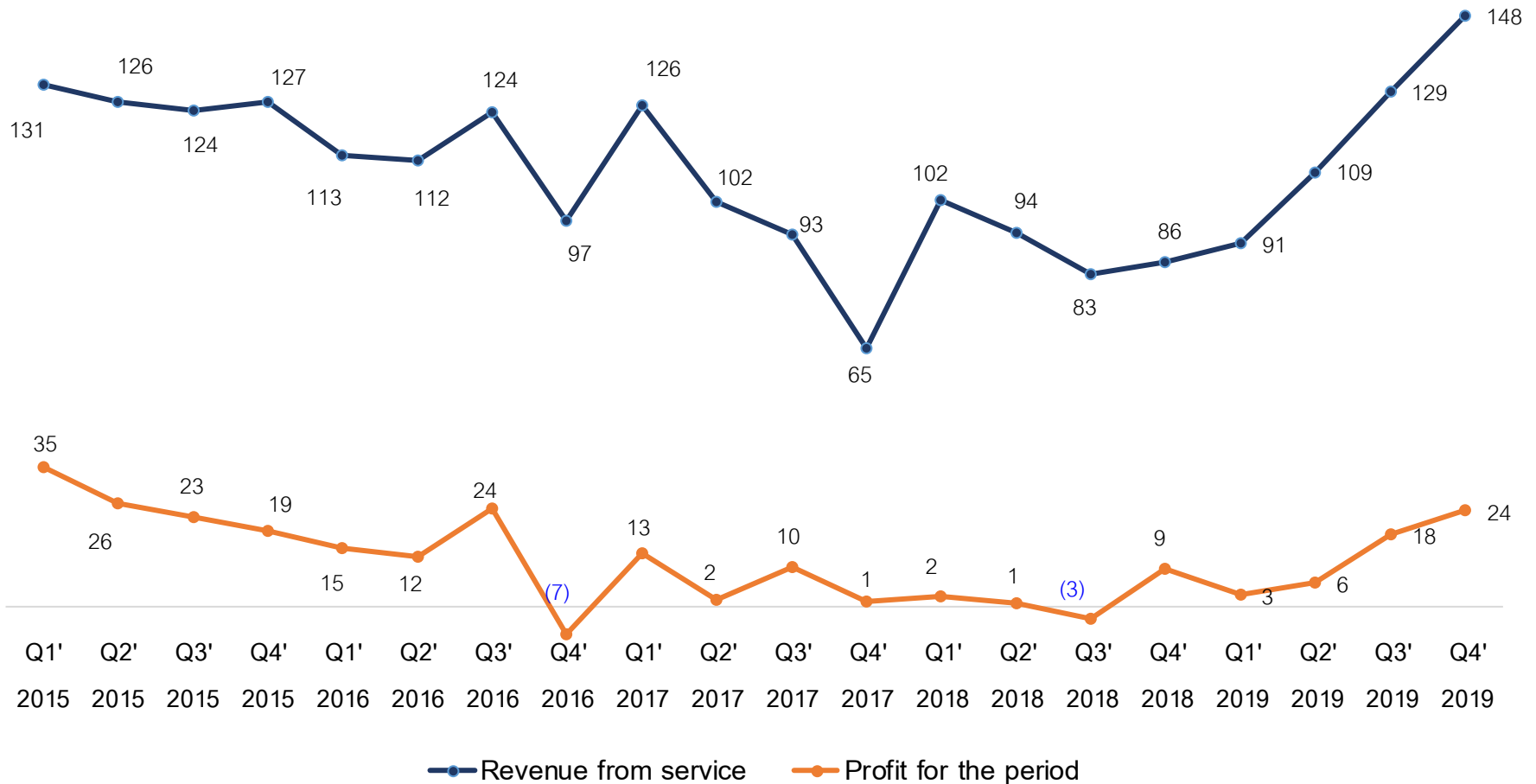
Gross profit was 124.29 million baht increased from the previous year by 56.42 million baht or 83.13%

Profit for the period was 50.85 million baht increased from the previous year by 41.38 million baht or 436.96%

The increasing as a result of continue increasing demand of Non-Destructive testing service from construction and fabrication sector and the Company also had revenue from inspection service for turnaround of refinery and petrochemical customer and staff to cope with increasing services demand. However, the company have to increase the reserve of employee benefit. This is in line with the new Labor Protection Act and the calculation assumptions are changed.

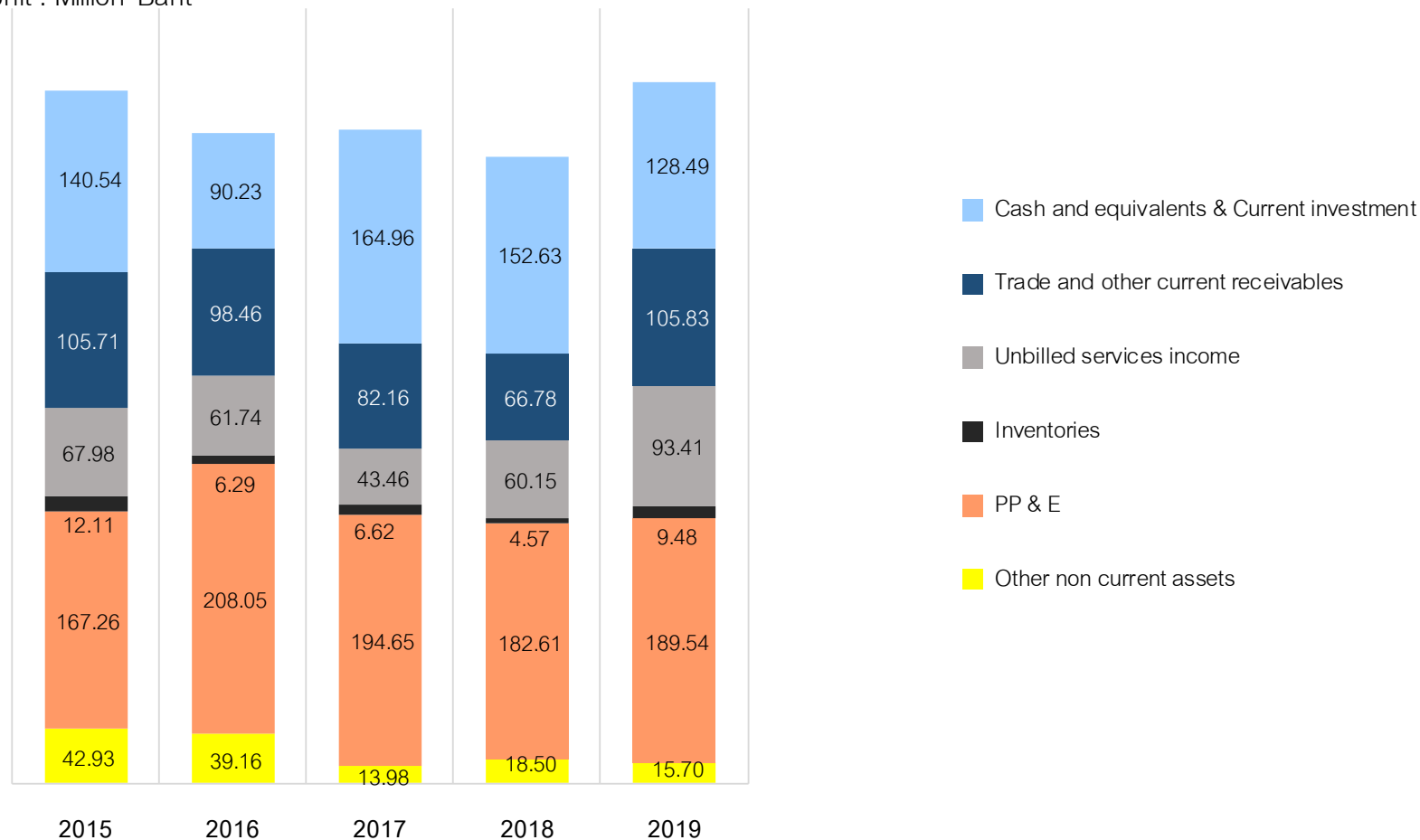
Revenue and Net Profit

Unit : Million Baht



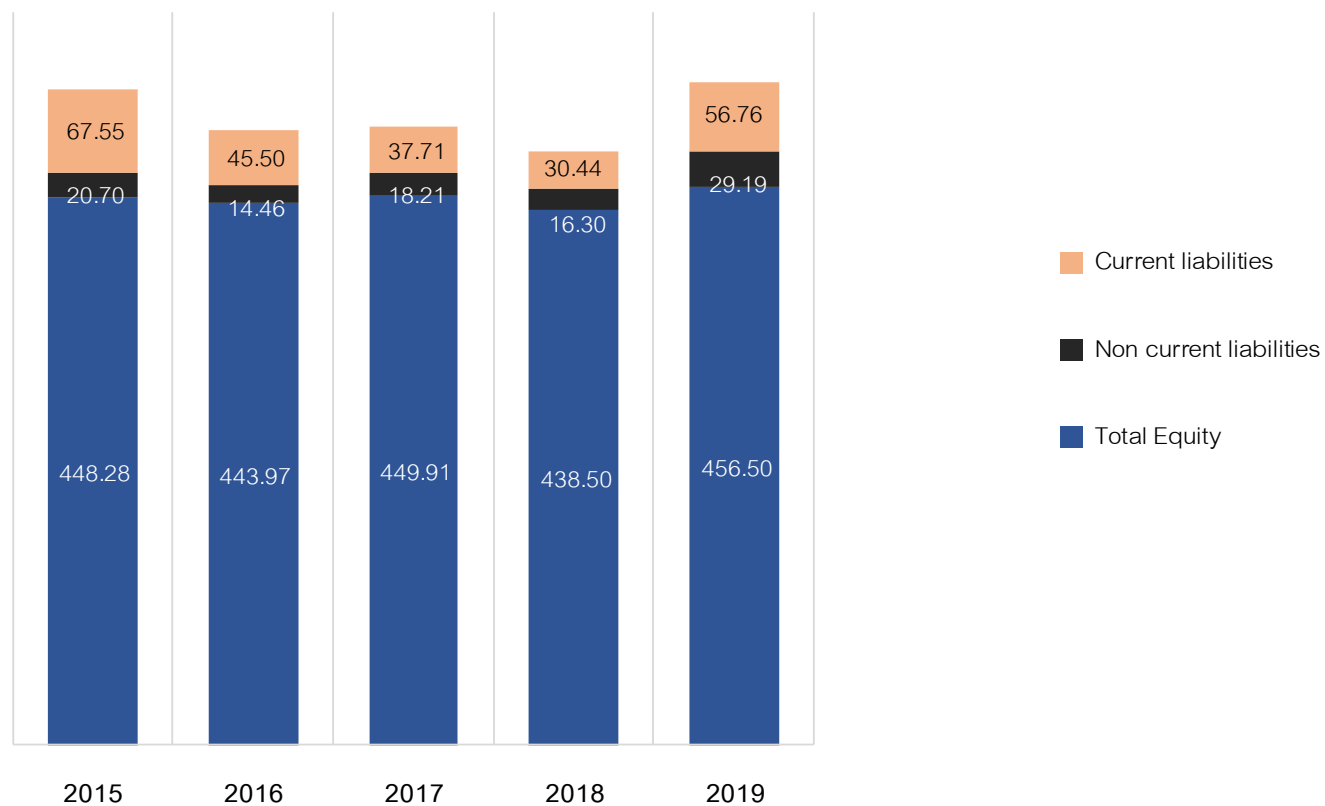
ASSETS

Unit : Million Baht

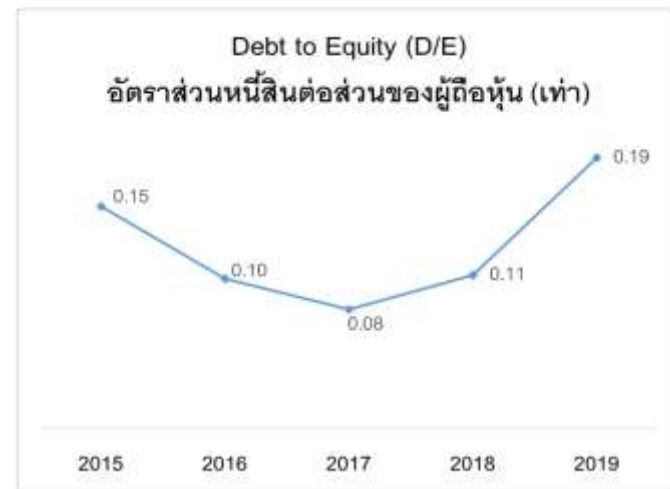
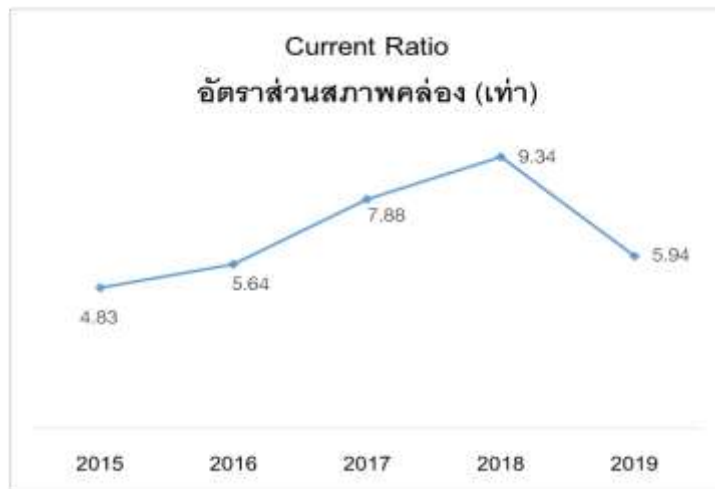


LIABILITIES & EQUITY

Unit : Million Baht

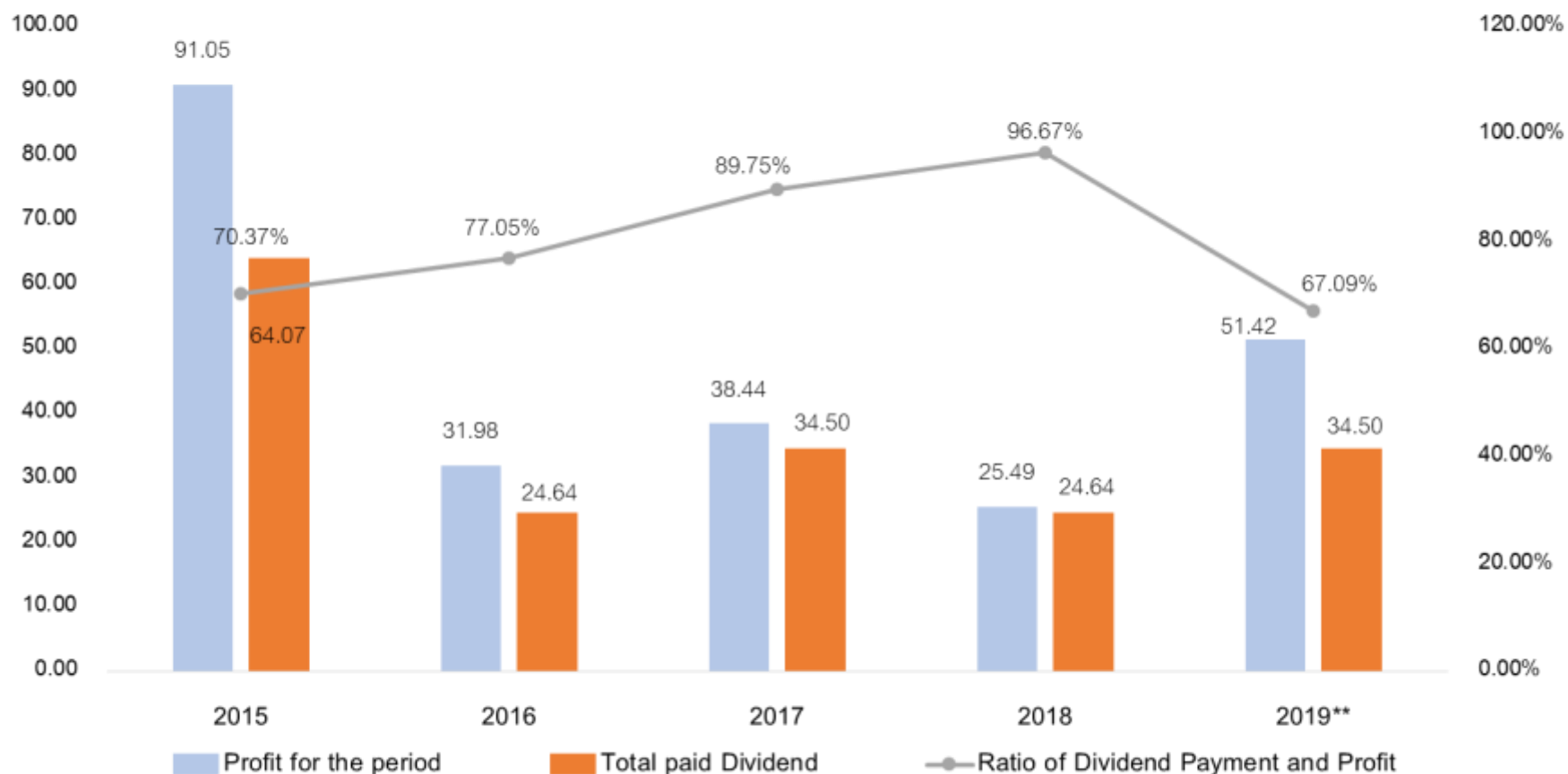


Ratio



DIVIDEND PAYMENT

Unit : Million Baht



AGENDA

- 1 COMPANY OVERVIEW
- 2 FINANCIAL HIGHLIGHT
- 3 HIGHLIGHT PROJECT & PLAN**
- 4 Q&A

HIGHLIGHT PROJECTS IN 2019

Plant Inspections & Turnaround

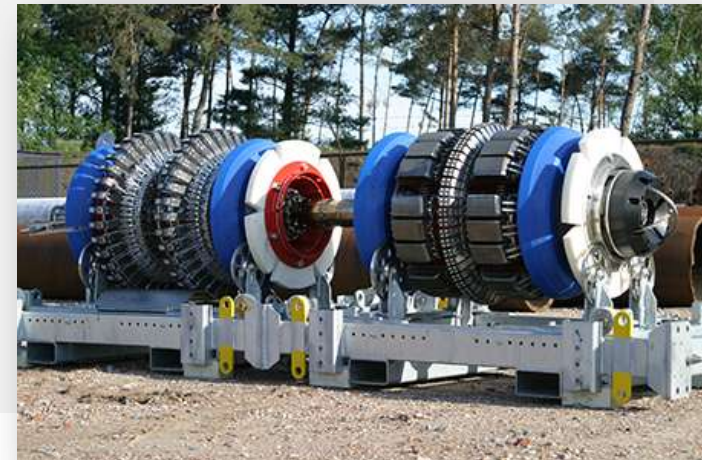
Projects:

- Star Petroleum Refining Public Company Limited
- Esso (Thailand) Public Company Limited
- Puma Energy



In-line Inspection (ILI):

- Exxonmobil Exploration And Production Khorat Inc.
- PTT Oil and Retail Business Public Company Limited



HIGHLIGHT PROJECTS IN 2020

OBJECTIVE Routine Inspection

CLIENT: Bangchak Corporation Public Company Limited
Esso (Thailand) Public Company Limited
Chevron (Thailand) Limited
Dow Chemical Thailand Limited

TIMELINE : Yearly contract



HIGHLIGHT PROJECTS IN 2020

OBJECTIVE

In-line Inspection (ILI), for regular maintenance, repair, or rehabilitation reasons, as well as decommissioning

PARTNERSHIP

ROSEN Group

CLIENT

Petrochemical

Refinery

Pipeline Transmission owner



HIGHLIGHT PROJECTS IN 2020

OBJECTIVE

Rope access technique
to provide services in high area
such as
Inspection services,
Painting service, Mechanic services

CLIENT

Petrochemical
Wind turbine
Window glass cleaning



HIGHLIGHT PROJECTS IN 2020

OBJECTIVE

Tube inspection services to identify thickness of heat exchanger tubes.

CLIENT

Petrochemical
Power plant



HIGHLIGHT PROJECTS IN 2020

CLIENT: THAI ROTARY ENGINEERING PLC

PROJECT: Nong Fab PTT LNG Terminal

TIMELINE : Q4/2020 – Q42021

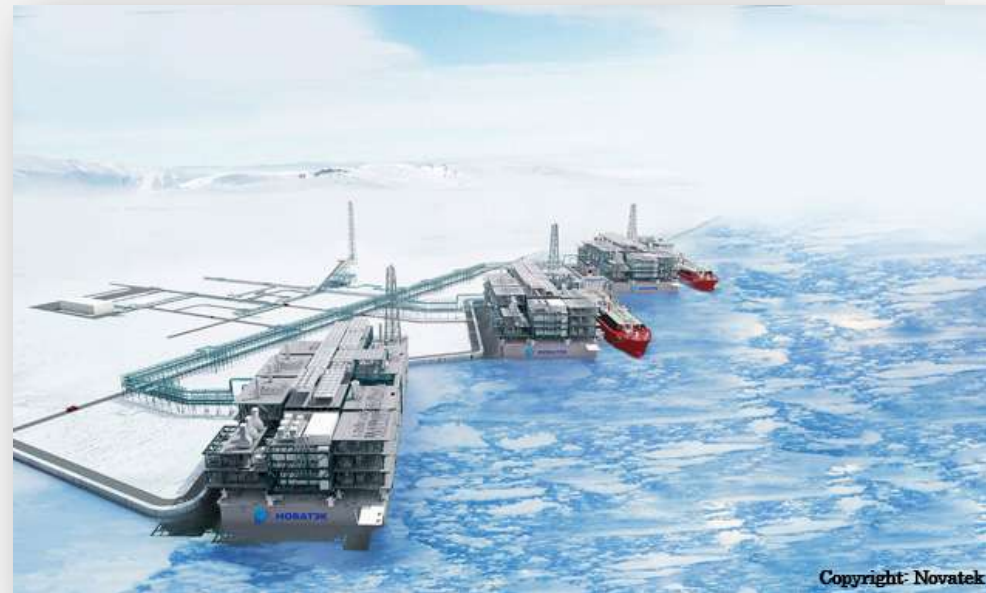


HIGHLIGHT PROJECTS IN 2020

CLIENT: VISAVAKIT PATANA CORP., LTD.

PROJECT: Arctic LNG Project (Fire Heater)

TIMELINE : Q2/2020 – Q2/2022



HIGHLIGHT PROJECTS IN 2020


CLIENT: Aibel Thailand Ltd

PROJECT: Modec Project

TIMELINE : Q2/2021 – Q2/2023



HIGHLIGHT PROJECTS IN 2020



CLIENT: BJC heavy industries PCL

PROJECT: Santos & Linde project

TIMELINE : Q1/2020 – Q4/2020





Q&A