

FY 2021/22 HIGHLIGHTS

<p>TOTAL REVENUE</p> <p>THB 31,195mn</p> <p>▼26% YoY</p>	<p>RECURRING EBITDA</p> <p>THB 8,116mn</p> <p>▼8% YoY</p>	<p>NET PROFIT</p> <p>THB 3,826mn</p> <p>▼16% YoY</p>	<p>O&M REVENUE</p> <p>THB 6,304mn</p> <p>▲18% YoY</p>
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FY 2021/22 SIGNIFICANT EVENTS

SUSTAINABILITY AT BTS GROUP



26 May 2021: BTS Group Holdings PCL (BTS Group or the Company) is **certified as carbon neutral** by the Thai Government’s Thailand Greenhouse Gas Management Organisation (TGO). In doing so, BTS Group remains **the first and only certified carbon-neutral rail transportation company in the world**. Further, as part of our **long-term climate strategy to remain carbon neutral**, in this fiscal year, we implemented a policy to **sourcing at least 10% of our electricity energy consumption from renewable energy sources**.

October 2021

- BTS Group was included in the **Thailand Sustainability Investment (THSI) list in 2021 for the 3rd consecutive year**. The THSI is a performance assessment questionnaire prepared by the Stock Exchange of Thailand (SET) for listed companies with outstanding performance on Environmental, Social, Economic and Governance aspects.

November 2021

- **Bangkok Mass Transit System PCL (BTSC) issued Green Bonds valued at THB 10,200mn** (rated A, negative outlook by TRIS Rating Co., Ltd. TRIS) to institutional and high net worth investors. The Green Bonds consisted of 4 tranches due in 2024, 2026, 2028 and 2031 with an average coupon rate of 3.06%. The proceeds will be used for the refinance of the Northern and Southern Green Line extensions.
- BTS Group has been included in the Dow Jones Sustainability Index (DJSI) family in the Emerging Markets for the 4th year running and is **ranked number 1 globally in the DJSI Transportation and Transportation Infrastructure Sector for two consecutive years**.

6 May 2022: BTS Group **successfully issued senior unsecured Sustainability-linked Bonds (SLB) to institutional and high-net-worth investors valued at THB 11,000mn** (rated A, negative outlook by TRIS). The Bonds received warm responses with more than 1.67 times oversubscription on BTSG’s initial target issue size of THB 8,000mn. Therefore, BTS Group decided to exercise a greenshoe option of THB 3,000mn. The SLB consists of 4 tranches due in 2025, 2027, 2029 and 2032 with an average coupon rate of 3.99%. The proceeds will be used for debt refinancing.

26 May 2022: BTS Group was officially announced and **awarded as one of Asia-Pacific Climate Leaders of 2022**, by Nikkei Asia and the Financial Times.

BTS GROUP

29 June 2021: Our subsidiary Kingkaew Assets Co., Ltd, has disposed all its investment in Future Domain Co., Ltd. (FTD), a company engaging in property holding business and owns land located near a community and shopping mall area for THB 2,299mn.

6 July 2021: The Company issued senior unsecured bonds of THB 13,000mn (rated A, negative outlook by TRIS) to institutional and high net worth investors. The bond was issued in 3 tranches due in 2024, 2026 and 2031 with an average coupon rate of 3.21%. The proceeds were used for debt refinancing.

19 July 2021: The 2021 AGM approved **the final dividend payment for FY 2020/21 at THB 0.16 per share. The actual dividend of THB 2,106.0mn was paid on 11 August 2021**, bringing the total annual dividend paid to THB 4,080.1mn (or THB 0.31 per share), or equivalent to an annual dividend yield of 3.3%. **The issuance of new warrants were also approved, at no cost to existing shareholders** as follows; (1) BTS-W6 Warrants at the exercise ratio of 1:1, with an exercise price of THB 9.90; (2) BTS-W7 Warrants at the exercise ratio of 1:1, with an exercise price of THB 11.90; and (3) BTS-W8 Warrants at the exercise ratio of 1:1, with an exercise price of THB 14.90.

7 December 2021: BTS Group acquired 25% shareholding in **TBN Software Company Limited (TBN), a Thai company engaged in digital transformation consulting and software development – through low-code development platform.**

26 May 2022: TRIS reaffirmed the credit rating of BTSG at **“A” with negative outlook**. The negative outlook reflects their view of “a significant rise in the Company’s financial leverage” in the case the Company is successful in securing a new mass transit concession (Green Line) by BTSC, which remains subject to the cabinet approval.

MOVE business

11 June 2021: U-Tapao International Aviation Co., Ltd. (BTS Group shareholding of 35%), **submitted the masterplan of the U-Tapao International Airport** to the Eastern Economic Corridor Office of Thailand and construction is expected to proceed in 2022.

29 September 2021: BGSR Joint Venture (BTS Group holds 40%) **entered into public private partnership (PPP) agreements under a 30-year gross cost scheme with the Department of Highways for 2 Intercity Motorways; M6 (Bang Pa-In – Nakhon Ratchasima) and M81 (Bang Yai – Kanchanaburi)**. Subsequently, in January 2022, BGSR kicked-off construction for the toll gates as well as installation of toll collection system, traffic management and control system for the projects. The commercial operations are expected to start in 2025.

1 November 2021: Following the termination of monthly pass card promotion on the BTS SkyTrain Core Network, BTSC has launched its **new promotion - “Ride – Earn Points – Get Free Trips”**. Passengers are able to collect Rabbit Points, redeem free trips on the BTS SkyTrain and enjoy special discounts and deals from many leading brands via the Rabbit Rewards loyalty programme. This new promotion will be effective for 1 year from 1 November 2021 - 31 October 2022.

1 December 2021: Mr. Keeree Kanjanapas, Chairman of the BTS Group, together with the members of the board of directors and executives attended **the trial run of the Yellow Line Monorail Project** at the depot on Srinakarin Road.

MIX business

1 April 2021: **Rabbit Cash Company Limited (RCash) was established** as a joint venture between BSS Holdings Company Limited (BSSH) (77%), AEON Thana Sinsap (Thailand) PCL (18%) and Humanica PCL (Humanica) (5%). **RCash aims to launch a welfare loan for interested employees under Humanica management** for over 700,000 people and expects to develop other financial products within 2022.

2 August 2021: VGI PCL (VGI) successfully acquired 51.0% in Fanslink Communication Company Limited (Fanslink), an omni-Channel e-Commerce service provider and the leading brand management for Chinese brands. This partnership will be a major opportunity for both companies to broaden their business capabilities.

27 October 2021: RCash entered a collaboration with Kerry Express Public Company Limited (Kerry) and Humanica, to launch a 100% digital lending service platform under the concept "Money Rabbolution". RCash plans to officially launch its lending services in 1Q 2022/23 after successfully obtaining the lending business licenses from the Bank of Thailand.

December 2021: VGI successfully invested 15.0% in Jaymart Public Company Limited (Jaymart) with a total investment of THB 6,257mn. Therefore, making Jaymart as VGI's associate company and will record Jaymart's performances under the equity method, starting from December 2021 onwards.

25 January 2022: VGI's Board of Directors approved the issuance and offering of 2,583mn newly issued ordinary shares through the Rights Offering (RO) at an offering price of THB 5.00 per share to existing shareholders. Subsequently, on 8 April 2022, the offering was fully subscribed with VGI receiving proceeds of THB 12.9bn.

2 March 2022: VGI's Board of Directors approved to spin off the lease rights to the commercial spaces on 31 BTS stations through an investment of 60.0% in Nation International Edutainment Public Company Limited (NINE). This transaction is an important piece in cementing VGI's O2O Marketing Solutions jigsaw, and their business platform has shifted to 'Advertising, Payment and Distribution'.

MATCH business

April 2021: Turtle 23 Group, our subsidiary, invested 25.0% in F&B business with Chef Ton, a one Michelin Star chef. Currently, there are 6 restaurants, including baan, NUSARA, Mayrai, Lahnyai, ThepNakorn and ThepSamut.

25 May 2021: Following the issuance and offering of preferred shares to existing shareholders, during 12 - 21 May 2021, U City PCL (U City) recorded net proceeds from the capital increase of THB 15,725mn. The purpose of the capital increase is for debt repayment, working capital as well as future investments.

15 November 2021: VGI's associate Company, Master Ad PCL (MACO), signed a joint venture with BTS Group Match partner YGGDrazil Group Co., Ltd. (YGG) to establish a new JV Company to source and distribute mobile games for the Thai and ASEAN markets. The JV is expected to leverage off BTS Group's 3M strategy, in particular through enhanced reach to gamers as well as utilising Rabbit for payment top ups.

October – December 2021:

Following U City's business restructuring, U City revisited its strategy and is refocusing its capital and resources into the financial services industry. U City has initially invested

- In 75.0% of Advance Life Assurance Public Company Limited (A LIFE) - life insurance business for retail customers. A LIFE has become U City's subsidiary and U City began to recognise revenue from A LIFE from October 2021 onwards.
- THB 7.2bn or equivalent to 24.9% in Singer Thailand PCL (Singer) and THB 4.1bn or equivalent to 9.9% in Jaymart in December 2021.

The purpose of these investments are to reposition U City amidst the COVID-19 pandemic to exit the hospitality and real estate business, to becoming the financial services and investment arm for BTS Group.

In December 2021, U City, Vienna House Capital GmbH and Lombard Estate Holding Limited have entered into a Sale and Purchase Agreement to dispose of ordinary shares in Vienna House Group hotel business as well as the liabilities under shareholder loan for a total purchase price of approximately EUR 137.6mn (or equivalent to THB 5.23bn). The completion of the sale of the Vienna House Hotel Group business is expected in 2Q 2022.

BUSINESS TARGETS ASSESSMENT IN FY 2021/22

MOVE (Rail Business)	FY 2021/22 Targets	Results
<u>Construction revenue for Pink and Yellow Lines</u> Despite the continued COVID-19 pandemic, the Company continued to recognise THB 13.9bn construction revenue for the Pink and Yellow Lines in FY 2021/22.	THB 14.0bn	THB 13.9bn <i>Slightly below target</i>
<u>Revenue from E&M provision and train procurement for Green Line extensions</u> Revenue from provision of Electrical and Mechanical (E&M) works and train procurement service for Green Line extensions this year, was below the target at THB 0.7bn.	THB 1.0bn	THB 0.7bn <i>Below Target</i>
<u>Mass transit related interest income</u> Mass Transit related interested income of THB 3.4bn was recognised in FY 2021/22, exceeding its target.	THB 3.3bn	THB 3.4bn <i>Target exceeded</i>
<u>Train O&M revenue</u> Operating and Maintenance (O&M) revenue increased 18% YoY or THB 0.97bn to THB 6.3bn, successfully met the target this year, attributed by (i) full-year recognition of the full operation of the Northern Green Line extension and (ii) the contractually agreed increase in the operating fee of the existing Green Line extensions and the Southern Green Line extension.	THB 6.3bn	THB 6.3bn <i>Target met</i>

FY 2021/22 PERFORMANCE

(THB mn)	FY 2021/22	FY 2020/21	% YoY
Reported Revenue	31,195	42,250	(26)%
Operating Revenue	25,823	34,938	(26)%
Recurring EBITDA¹	8,116	8,800	(8)%
Recurring Net Profit	2,782	3,738	(26)%
Reported Net Profit	3,826	4,576	(16)%

¹Recurring EBITDA calculated from the operational performance of 3 BUs, interest income, dividend income, other income, net share of recurring profit/(loss) from associates/ JV, yet, excludes other non-recurring items.

The Group posted **total reported (consolidated) revenue** of THB 31,195mn in FY 2021/22, decreasing by 26.2% YoY or THB 11,055mn from previous year. The reduction in total reported revenue was majorly attributed to lower revenues from (i) contracting works of THB 11,713mn (owing to a decrease in construction revenue for the Pink and Yellow Lines as well as a reduction in services income for the provision of E&M works and the train procurement service for the Green Line extensions as we entered tail-end of development) and (ii) gains on sale of land of THB 1,497mn. Nonetheless, the decrease in the reported revenue was partly offset by (iii) increasing in service and sales income of THB 2,744mn chiefly from consolidation of Fanslink by VGI starting from August 2021 and (iv) higher interest income of THB 522mn.

Total consolidated expense was at THB 22,748mn in FY 2021/22, decreasing by 26.1% YoY or THB 8,041mn largely from lower recognition of cost related to the construction revenue for the Pink and Yellow Lines and the provision of E&M works and the train procurement service for the abovementioned Green Line Extensions. This was partially offset with higher costs of services and sales, following the consolidation of Fanslink aforementioned.

Share of loss from investments in associates/JVs was THB 131mn (compared to reported share of loss of THB 1,664mn in FY 2020/21). A narrower share of loss of THB 1,533mn was driven by (i) a turnaround from share of loss to share of profit from our investment in U City, which resulted from an improved operational performance, an unrealised gain from U City's recognition of its investment in Jaymart in December 2021, as well as a lower impairment of U City's assets and (ii) lower share of loss from investment in MACO. However, this was partially offset by (iii) the downturn to share of loss from investment in Kerry (versus share of profit in the prior year) as a result of Kerry's aggressive pricing strategy to maintain its market leadership and no repeat recognition of the extraordinary gain from Kerry's IPO by VGI of THB 513mn in the previous year and (iv) a record of share of loss from investment in BTSGIF (versus the share of profit in the previous year) due to the impact from the Delta variant to BTSGIF's performance.

Recurring EBITDA was THB 8,116mn, decreasing by 7.8% YoY or THB 684mn. The Group recorded **recurring net profit (after minority interests)** of THB 2,782mn, dropping by 25.6% YoY or THB 956mn. This was mainly from (i) higher finance costs which rose THB 710mn or 28.3% YoY to THB 3,220mn mainly from bonds issuance of THB 13,000mn in July 2021 and the drawdown of syndicated loans in relation to the Pink & Yellow Lines, (ii) softer operating performances of MIX and MATCH businesses. This was partially offset by a narrower share of loss from investment in associates/JVs compared to FY 2020/21.

The Company **reported net profit attributable to the equity holders of the Company of THB 3,826mn**, declining by 16.4% YoY or THB 751mn mainly from lower recurring net profit and a lower gain from sale of land compared to previous year.

The net profit margin attributable to the equity holders of the Company in FY 2021/22 was 12.3% (compared to 10.8% in FY 2020/21).

FY 2021/22 OPERATIONAL PERFORMANCE

Operating Revenue (THB mn)	FY 2021/22	% of Total	FY 2020/21	% of Total	% Change (YoY)	FY 2021/22 GP margin (%)	FY 2020/21 GP margin (%)
MOVE	20,873	81%	31,401	90%	(34)%	23.1%	17.0%
MIX	4,298	17%	2,614	7%	64%	24.0%	42.3%
MATCH	652	2%	923	3%	(29)%	N.A.	N.A.
Total	25,823	100%	34,938	100%	(26)%	22.2%	18.1%

Total operating revenue in FY 2021/22 was THB 25,823mn, decreasing by 26.1% YoY or THB 9,115mn. Revenues from the MOVE, MIX and MATCH businesses accounted for 81%, 17% and 3% of total operating revenue, respectively. The decline in operating revenue of THB 10,527mn or 33.5% YoY to THB 20,873mn was predominantly due to lower MOVE revenue, chiefly from 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 entered the tail-end of development) as well as a lower construction revenue for the Pink and Yellow Lines. Nonetheless, the decline in operating revenue was partly offset by higher MIX revenue and increased O&M revenue.

Total operating costs dropped in line with the decrease in total operating revenue, dropping by THB 8,524mn or 29.8% YoY to THB 20,083mn. The decrease was primarily from lower recognition of construction costs of the Pink and Yellow Lines, and the services cost for the provision of E&M works and the train procurement service for the aforementioned Green Line extensions.

Operating Gross Profit was THB 5,740mn, decreasing by THB 591mn or 9.3% YoY. The operating gross profit margin in FY 2021/22 was 22.2%, increasing from 18.1% in FY 2020/21 due to higher operating gross profit margin from MOVE business.

SEGMENTAL PERFORMANCE
MOVE BUSINESS

MOVE Revenue (THB bn)	FY 2021/22	% of Total	FY 2020/21	% of Total	% Change (YoY)
Development of new lines	14.6	70%	25.4	81%	(43)%
New Green Line extensions ²	0.7	3%	6.0	19%	(89)%
Pink and Yellow Lines ³	13.9	67%	19.4	62%	(28)%
O&M⁴	6.3	30%	5.3	17%	18%
Others⁵	0.0	0%	0.7	2%	(97)%
Total	20.9	100%	31.4	100%	(34)%

² Services Income from the provision of E&M works and the train procurement service for the Southern and Northern Green Line extensions

³ Construction revenue for the Pink and Yellow Lines

⁴ Operating and Maintenance revenue for Green Line extensions and Gold Line Phase 1

⁵ 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 FY 2021/22, total MOVE revenue was THB 20,873mn, a decrease of 33.5% YoY or THB 10,527mn. This was primarily from a reduction in (i) **construction revenue of the Pink and Yellow Line** of THB 5.5bn (due to construction delays from COVID-19 impact) and (ii) **services income for the provision of E&M works and the train procurement service for Green Line extensions** of THB 5,308mn as we entered the tail-end of development. The decrease was partially offset by O&M revenue which increased by THB 969mn or 18.2% YoY chiefly from (a) full-year recognition of the Northern Green Line extension (16 stations, 19.0km) and (b) the contractually agreed increase in operating fee of the existing Green Line extensions and Southern Green Line extensions.

The decrease in total MOVE revenue was also reflected in costs, which dropped by THB 10,036mn or 38.5% YoY, mainly due to lower recognition of costs for the Pink and Yellow Lines as well as narrower 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 was THB 3,365mn, an increase of 25.5% YoY or THB 685mn from interest related income from receivables related to the Pink, Yellow and Green Line extensions projects.

MOVE gross profit margin increased from 17.0% to 23.1% in FY 2021/22. This was predominantly from the reduced recognition of the construction revenue for the Pink and Yellow Lines and services income for the provision of E&M works and the train procurement for the Green Line extensions which have lower margins as well as higher O&M revenue.

In FY 2021/22, the Company recognised a **share of loss from investments** in BTSGIF of THB 29mn (compared to share of profit of THB 235mn from the previous year) mainly due to the decrease in farebox revenue from the Core Line Network (down by 35.7% YoY to THB 2,388mn). The decline was from the lower Core Network ridership (down 40.6% to 74.2mn trips), resulting from the impact of COVID-19 pandemic throughout the year. However, the decrease in FY 2021/22 farebox revenue was partially offset by an increase in average fare by 8.3% YoY to THB 32.2 per trip.

More commentary on the Core Network performance can be found in *FY 2021/22 BTSGIF management discussion and analysis*.

<https://classic.set.or.th/set/pdfnews.do?newsId=16538668428440&sequence=0>

MIX BUSINESS

MIX revenue (THB mn)	FY 2021/22	% of Total	FY 2020/21	% of Total	% Change (YoY)
OOH Advertising	1,555	36%	1,532	59%	2%
Transit ⁶	1,457	34%	1,319	51%	11%
Office & Other	98	2%	213	8%	(54)%
Digital Services⁷	1,228	29%	1,082	41%	14%
Distribution	1,514	35%	N.A.	N.A.	N.A.
Total	4,298	100%	2,614	100%	64%

⁶ Transit revenue includes transit media and transit related media.

⁷ Digital Services revenue includes revenue generating from (i) Rabbit Group, (ii) VGI Digital Lab, (iii) Rabbit Rewards, (iv) Bangkok Payment Solutions

Total MIX revenue in FY 2021/22 was THB 4,298mn, an increase of 64.4% YoY or THB 1,684mn. This was mainly due to the 8-month consolidation of Fanslink and growth in the Digital Services segment. OOH Advertising revenue contributed to 36%, Digital Services revenue 29% and Distribution revenue 35% of total MIX revenue.

OOH Advertising revenue was THB 1,555mn, slightly increasing by 1.5% YoY or THB 24mn. This uplift was mainly from the sales of Street Furniture media.

Digital Services revenue increased by 13.5% YoY to THB 1,228mn, largely due to a healthy growth in Rabbit Care Company Limited from higher insurance commissions and lead generation.

Distribution revenue was THB 1,514mn, due to the 8-month consolidation of Fanslink in August 2021.

The consolidation of Fanslink also resulted in a rising **cost of sales**, which came to THB 3,265mn, an increase of THB 1,756mn or 116.4% YoY.

In FY 2021/22, the Company recorded share of loss from investments in Kerry (compared to share of profit in FY 2020/21) resulting from aggressive pricing strategy to maintain market leadership and there was no repeat recognition of the extraordinary gain from Kerry's IPO of THB 513mn in this year. However, the Company recorded a lower share of loss from investment in MACO in this year.

More commentary on VGI can be found in *FY 2021/22 VGI's management discussion and analysis*:

<https://classic.set.or.th/set/pdfnews.do?newsId=16535221941660&sequence=2022067513>

MATCH BUSINESS

Total MATCH revenue in FY 2021/22 was THB 652mn, a decrease of 29.4% YoY or THB 271mn, owing to lower construction revenue from HHT Construction Company Limited of THB 263mn. Costs also decreased with the decline in revenue, amounting to THB 776mn, dropping by 23.9% YoY or THB 244mn.

In FY 2021/22, the Company recorded share of profit from investments in U City (our associate) of THB 220mn (compared to a share of loss of THB 2,098mn in the previous year), primarily as a result of

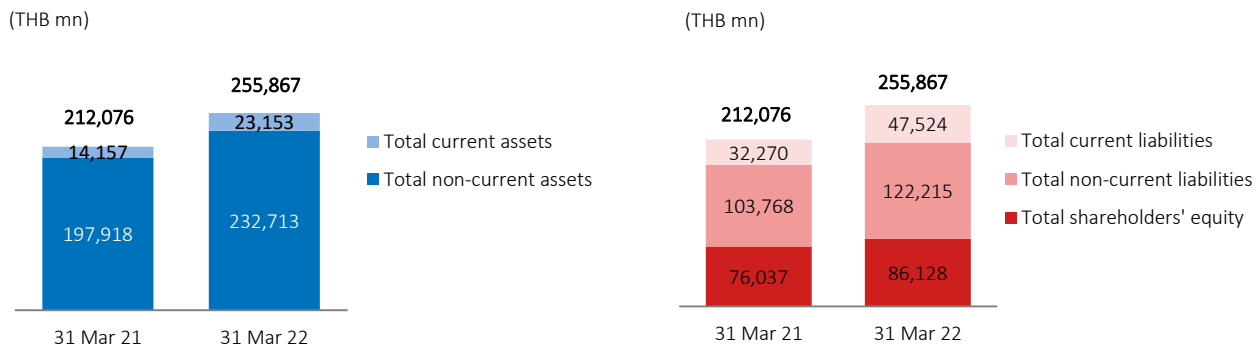
- (i) lower recognition of U City's impairment of assets of THB 1,045mn
- (ii) the record of an unrealised gain from the recognition of the investment in Jaymart by U City in December 2021
- (iii) the increase in revenue due to the rebound performance of the hotel business

More commentary on U City can be found in *1Q 2022 U City's management discussion and analysis*.

<https://classic.set.or.th/set/pdfnews.do?newsId=16523982131930&sequence=2022062068>

MATCH is the BTS Group's platform to establish strategic alliances and leverage our unique and proprietary MOVE and MIX platforms in order to provide our partners with more REACH and insight. Our investment in Jaymart, Singer, A LIFE and TBN, this year are part of the 3M strategy to increase the value of our group and partners, eventually strengthening business possibilities and creating additional business synergies in the near future.

FINANCIAL POSITION



Total assets as of 31 March 2022 stood at THB 255,867mn, an increase of THB 43,790mn or 20.6% from 31 March 2021. The increase was primarily attributed to an increase in

- (i) Investments in associates of THB 15,430mn largely from increased investment in U City following the subscription to its Rights Offering in May 2021 and investments in Jaymart by VGI in December 2021
- (ii) Receivables under agreements/ due in the future with government authorities of THB 14,199mn, chiefly from
 - (a) civil construction of the Pink and Yellow Lines and interest income related to such unbilled receivables and
 - (b) receivables and accrued interest under the operation and maintenance agreements
- (iii) Cash to be received and receivables from subscription for the newly issued ordinary shares which issued and offered by VGI of THB 12,917mn
- (iv) Elevated train project costs of THB 9,662mn from the construction of the Pink & Yellow Lines
- (v) Investment properties of THB 2,949mn from the acquisition of land at Srinakarin road by Capricorn Hill Company Limited (our subsidiary)
- (vi) Receivables under purchase and installation of operating system agreement of THB 1,502mn from the provision of E&M works for the Green Line extensions and the Gold line

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

- (vii) Net long-term loans to related parties of THB 4,924mn, largely from U City's debt repayment
- (viii) Assets classified as held for sale of THB 4,086mn from the completion of land plots sales at Pradit Manutham
- (ix) Other non-current financial assets of THB 4,699mn

Total liabilities increased from 31 March 2021 by 24.8% or THB 33,701mn to stand at THB 169,739mn mainly from an increase in

- (i) Short-term loans from financial institutions and Bills of exchange payable of THB 19,140mn
- (ii) Net long-term debentures of THB 9,790mn, from the issuance of THB 13bn BTSG debentures on 6 July 2021, being partially offset by the repayment of the first tranche (in May 2021) of THB 1bn of the THB 13bn Green Bond issued in May 2019 and the repayment of the second tranche (in November 2021) of THB 2.2bn of the THB 22bn BTSC Debenture issued in November 2016.
- (iii) Net long-term loans from financial institutions of THB 8,964mn, mainly from the drawdown of syndicated loans in relation to the Pink & Yellow Lines

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

- (iv) Other non-current financial liabilities of THB 1,801mn
- (v) Trade and other payables of THB 1,317mn
- (vi) Income tax payable of THB 1,017mn

Total equity was THB 86,128mn, an increase of THB 10,090mn or 13.3% from 31 March 2021. The increase was primarily attributed to an increase in non-controlling interest of the subsidiaries of THB 8,189mn, chiefly from (i) increased investment in VGI by other shareholders following the subscription to its Rights Offering in Mar 2022 and (ii) an increase in non-controlling interests of STEC and RATCH of THB 1,346mn (totalling 25%) for payments of additional share capital in Northern Bangkok Monorail Co., Ltd. (NBM) and Eastern Bangkok Monorail Co. Ltd.(EBM) under the consolidation of the Pink and Yellow Lines.

As of 31 March 2022, issued and fully paid-up shares of BTS Group stood at 13,164.5mn shares (13,161.1mn shares as of 31 March 2021). Return on equity for FY 2021/22 was 4.8% against 7.5% in FY 2020/21.

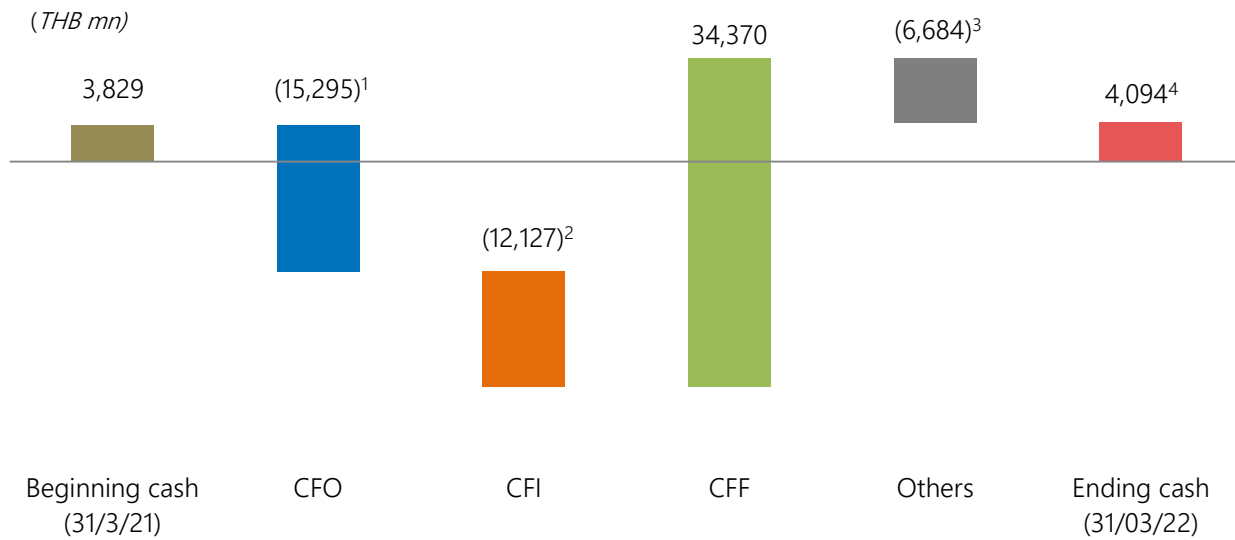
CASH FLOW

As of 31 March 2022, **cash and cash equivalents** stood at THB 4,094mn, an increase of 6.9% or THB 265mn from 31 March 2021. Cash used in operating activities was THB 8,842mn (versus cash used in operating activities of THB 14,077mn in FY 2020/21). This was derived from profit before tax of THB 5,095mn, being partially offset by (i) non-cash reconciling items of THB 665mn and (ii) changes in net working capital of THB 13,272mn, chiefly from (a) an increase in a receivable under agreements with government authority of THB 7,618 mn mainly from the provision of the O&M services for the Green Line extensions and (ii) the investment for construction of the Pink and Yellow Lines of THB 5.3bn. After deducting cash paid for interest expense of THB 4,211mn (FY 2020/21: THB 3,230mn) and net cash paid for corporate income tax of THB 2,242mn (FY 2020/21: THB 2,405mn), **net cash used in operating activities** was THB 15,295mn.

Net cash used in investing activities was THB 12,127mn. The key components were (i) net cash paid for purchase of investment in associates of THB 15,703mn mainly from an increased investment in U City following the subscription to its rights offering in May 2021 and an investment in Jaymart by VGI, (ii) net investment in construction of the Pink and Yellow Lines of THB 8,144mn, (iii) net cash paid for purchases of investment properties of THB 2,818mn from the acquisition of land at Srinakarin road by Capricorn Hill Company Limited (our subsidiary) and construction of Mo Chit Complex project, partially offset with (iv) cash received from repayment of long-term loans to related parties of THB 5,029mn largely from U City's debt repayment, (v) net cash received from sales of financial assets of THB 5,124mn and (vi) net cash received from sales of investments in subsidiaries of THB 3,974mn chiefly from the disposal of all investment in Future Domain Co., Ltd. and Majestic Park Co., Ltd.

Net cash from financing activities was THB 34,370mn. The key components were (i) net cash received from short-term loans from financial institutions and bills of exchange payables of THB 18,947mn, (ii) net cash received from long-term debentures of THB 9,800mn from the issuance of THB 13,000mn BTSG debentures on 6 July 2021, being partially offset by the repayment of the first tranche (in May 2021) of THB 1,000mn of the THB 13,000mn Green Bond issued in May 2019 and the repayment of the second tranche (in November 2021) of THB 2,200mn of the THB 22,000mn BTSC Debenture issued in November 2016, (iii) net cash received from long-term loans from financial institutions of THB 8,906mn mainly for the drawdown of syndicated loans related to the Pink and Yellow Lines and (iv) cash received from non-controlling interests for issuance of ordinary shares of subsidiaries of THB 1,525mn from payments of additional share capital in NBM and EBM, partly offset with (iii) dividend payment of THB 4,069mn in August 2021 and February 2022.

12 months Cash Flow Snapshot



¹CFO after

- Net corporate income tax of THB 2,242mn
- Net interest expenses of THB 4,123mn
- An increase in a receivable under agreements with government authority of THB 7,618mn mainly from the provision of the O&M services for the Green Line extensions
- Investment for construction of the Pink and Yellow Lines of THB 5.3bn

²CFI included net investment for construction of the Pink and Yellow Lines of THB 8,144mn

³Others include cash to be received from subscription VGI'RO of THB 6,667mn

⁴Excluding liquid investments of THB 15.1bn

KEY FINANCIAL RATIOS

	FY 2021/22	FY 2020/21	FY 2019/20 ^A
<u>Profitability ratios</u>			
Gross operating profit margin (%)	22.2%	18.1%	18.4%
Recurring net profit margin (%) ^B	9.3%	9.6%	11.3%
Net profit margin (%) ^C	12.3%	10.8%	17.4%
ROA (%) ^D	1.7%	2.8%	5.6%
ROE (%) ^E	4.8%	7.5%	14.8%
<u>Liquidity ratio</u>			
Current ratio (times)	0.49x	0.44x	0.68x
<u>Leverage ratios</u>			
Interest bearing debt to equity (times)	1.76x	1.49x	1.32x
Adjusted net debt ^F to equity (times)	1.46x	1.28x	1.05x
Adjusted net debt ^F to recurring EBITDA (times)	15.50x	11.04x	7.35x
Interest coverage (times) ^G	2.52x	3.51x	4.27x
<u>Per share ratios^H</u>			
Basic earnings per share (THB)	0.29	0.35	0.65
Book value per share (THB)	6.54	5.78	5.11

Note:

^A Included performances from discontinued operation

^B Calculated based on recurring net 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 and Receivable from subscription for newly issued ordinary shares 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

FY 2021/22 was marked by the outbreak of the Omicron variant and Thailand continued to tackle against the persisting pandemic. However, as vaccination rates continue to rise and severity of COVID strains reduce, the Public Health Ministry recently proclaimed to classify the pandemic as endemic. Additionally, the cancellation of the Test & Go measures, indicate the gradual re-opening of the economy. Therefore, in FY 2022/23, we expect improvements in revenue from MIX and MATCH businesses as both will benefit from the recovery. However, the operating revenue in MOVE business is expected to reduce as we are entering the tail-end development of the Green Line extensions and the near completion construction of the Pink and Yellow Lines. The outlook for each business units in FY 2022/23 are as follows:

In our **MOVE business**, under the rail mass transit segment, we expect an increase in average weekday ridership from the Core Network to more than 500,000 trips in FY 2022/23. Our O&M revenue is expected to show resilience, growing 6% YoY to THB 6.7bn in FY 2022/23 and rail mass transit related interest income is expected to increase by 18% YoY to THB 3.8bn in FY 2022/23. Additionally, we anticipate the recognition of farebox revenue from the Pink and Yellow Lines once the full operation commences in 2023. Further to this, the construction of the Pink and Yellow Lines are nearing completion, where construction revenue is set to reduce, amounting to THB 5-6 bn.

For the Non-rail segment, the masterplan for U-Tapao International Airport has already been submitted to the EECO in June 2021, where the EIA approval was granted and we can expect construction to commence within 2022. For the Intercity Motorways projects (M6 and M81), construction has already begun at the opening of this year, with certain installations already in the works and we expect commercial operation by 2025.

The outlook for FY 2022/23 looks promising for **MIX business**. If ridership recovers as we expect, Advertising and Digital revenues will rebound in tandem. VGI has sought after new business opportunities and successfully managed to expand its distribution business with strategic partners such as Fanslink and Jaymart. Additionally, VGI raised funds through a rights offering which was fully subscribed at a total value of THB 12.9bn, signifying investor confidence in the company. With that said, VGI forecasts its revenue of THB 6.5-7.0bn with an EBITDA margin of more than 20% and net profit margin of 10%.

Under our **MATCH business**, U City continued its transition in the Financial Services industry. We believe this is an appropriate strategic move, evident by the sectors resilience and improved profitability. With the completion of investments in A LIFE, and recent investments in Jaymart and Singer, businesses under BTS Group are able to capitalise and create synergies from the readiness of BTS Group's 3M platforms, leveraging off access to unique data, in line with the approach of digitisation. Moreover, MATCH business was able to record promising gains and profits, indicating an appropriate strategy used. In FY 2022/23, we expect more collaborations with potential partners under MATCH business, to expand untapped opportunities and create synergies for mutual growth.

Within the previous years, the Company was able to raise funds of THB 23.2bn from the issuance of debentures and green bonds. Going forward, with the launch of our sustainability linked bonds (SLB) in May 2022, we would expect to issue further sustainability linked debt instruments within our debt capacity. Our long-term climate strategy integrates sustainable finance, and bridges the gap between efficient financing costs and investor demand for sustainable investments.

Lastly, BTS Group's Board of Directors' meeting on 30 May 2022 approved the final dividend payment for FY 2021/22 up to THB 2,845.8mn or THB 0.16 per share. The final dividend payment is expected to be paid in August 2022 (subject to shareholder's approval on the Annual General Meeting 2022).

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Rangsin Kritalug
(Executive Director and Chief Operating Officer)