



BTS

BTS Group Holdings PCL

Services / Transportation and Logistics
www.btsgroup.co.th



Core Business: The company invests in four core businesses including mass transit, media, property, and services. While BTS Group has over 100 companies under its umbrella, main driver is the mass transit business.

Strategy and corporate culture for sustainability

“City Solutions” is a sustainable corporate strategy and corporate culture for BTS Group. It aims to synergize power and potential of all four business units to develop products and services that fit with each unit. The company also adheres to transparency in business operations while emphasizing on environmental management, development of the quality of life of staffs, community, and the society.

The City Solutions concept comprises of **1 Economy** – good corporate governance, integrating the power of business units to develop products and services that truly serve the needs of customers, and effective risk management **2 Environment** – efficient and effective energy management and reduction of natural resource use **3 Society** – accident and safety management, fair treatment of employees, and supporting the quality of life and well-being of the community and society.

Management approaches to challenges and rapid changes in business environment

Disruptive Technology changes people’s lifestyle as they are now able to work, study, or communicate with each other from all over the world without the need to commute. This may have an impact on the mass transit business. To cope with such change, the company has laid out the following measures to mitigate the impact:

1 Develop “Rabbit”, an electronic payment system to support both offline and online payment **2** Diversify the group’s businesses to other potential businesses such as investment in Kerry Logistics **3** Synergize the business potential within the Group, such as the synergy between VGI

and Rabbit Group, whose business operations are linked, to develop data centric media hypermarket with integrated database.

Contributions to the United Nations’ Sustainable Development Goals (SDGs)

BTS participated in the drive towards SDGs and one key goal that BTS significantly contributes is SDG Goal 11 “Sustainable Cities and Communities” with the principal role of mass transit system in framing the direction of city expansion. The company aims to develop safe and environmental-friendly mass transit system to accommodate public transportation in Bangkok and extend business opportunities to other mass transit routes. BTS currently serves more than 900,000 rides daily, covering the length of 54.12 km. network that run through 48 stations in Bangkok and vicinity.

Financial Data / Stock Price

Fiscal Year ended:

Fiscal Year ended: March 31

Items	2017	2018	2019*
Sales	12,171	45,895	19,242
Cost of sales	8,085	40,178	16,067
Gross profit (loss)	4,086	5,717	3,174
Net profit (loss)	4,416	2,873	2,171
Total assets	106,058	144,315	163,496
Total liabilities	59,702	92,164	97,912
Shareholders’ equity	40,605	38,747	50,499
EPS (Bt)	0.37	0.24	0.18
Gross Profit (loss) Margin (%)	33.57	12.46	16.50
Net Profit (loss) Margin (%)	25.31	5.76	9.92
ROE (%)	10.67	7.24	8.87
Dividend yield (%) **	4.10	3.66	2.95

Source: SETSMART

* 3Q19 Financial statements ended September 30, 2019

** As of November 29, 2019