

BTS Rail Mass Transit Growth Infrastructure Fund (BTSGIF)



Earnings Presentation
1Q 23/24 (Apr - Jun 2023)

This is not prospectus of BTS Rail Mass Transit Growth Infrastructure Fund (“BTSGIF” or “the Fund”). Investment in the Funds contains certain risk. Before investing, please carefully study the prospectus of the Funds. An investment in investment units shall not be deemed as deposit of money. The unitholders may receive an amount of any return that is more or less than the initial amount invested. Furthermore, the Fund has intention to invest in infrastructure projects which is a long-term investment; as a consequence, the investors ought to be aware of its risks from and returns on investment in investment units.

This Fund invests in the future net farebox revenue from the Core BTS SkyTrain System. Its value may decrease along with elapse of the concession term, thus decreasing the value of the investment units accordingly. The unitholders will receive return of initial investment in the form of dividend and capital reduction. Once the term expires according to the Net Revenue Purchase and Transfer Agreement that the Fund has invested in, the value of the investment units may decrease to Baht zero.

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For more information relating to the Fund, please visit www.btsgif.com or www.bblam.co.th

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1Q 23/24 Income Statement

Unit (THB mn)	1Q 23/24	1Q 22/23	% YoY	4Q 22/23	% QoQ
Income from investment in NRTA* (see details in slide 5)	1,040.1	581.9	78.7%	1,066.6	(2.5)%
Interest income	5.6	0.7	720.7%	3.5	57.6%
Total Income	1,045.7	582.6	79.5%	1,070.1	(2.3)%
Fund management fee and expenses	15.1	15.1	(0.2)%	12.0	26.0%
Other expenses	1.2	4.9	(75.1)%	3.8	(68.0)%
Total Expenses	16.3	20.0	(18.6)%	15.8	3.2%
Profit from Net Investment	1,029.4	562.6	83.0%	1,054.3	(2.4)%
Total net (loss) profit from investments	(260.0)	(770.0)	66.2%	860.0	(130.2)%
Changes in Net Assets resulting from Operations	769.4	(207.4)	470.9%	1,914.3	(59.8)%
Profit from Net Investment Margin (%)	98.4%	96.6%		98.5%	

*NRTA, net revenue purchase and transfer agreement, is calculated from farebox revenue less operating and maintenance costs.

1Q 23/24 Income from Investment in NRTA

Unit (THB mn)	1Q 23/24	1Q 22/23	Change (YoY)	% YoY	4Q 22/23	Change (QoQ)	% QoQ
Farebox revenues	1,533.8	997.5	536.3	53.8%	1,591.6	(57.8)	(3.6)%
Total operating and maintenance costs	493.7	415.6	78.2	18.8%	525.0	(31.3)	(6.0)%
Employees expenses	181.9	153.8	28.1	18.3%	123.0	58.9	47.8%
Maintenance costs	118.6	110.7	7.9	7.2%	144.3	(25.7)	(17.8)%
Utilities expenses	113.0	84.0	29.0	34.6%	105.2	7.8	7.4%
Property insurance premium	0.0	(0.9)	1.0	(105.0)%	23.2	(23.2)	(99.8)%
Selling expenses	56.4	46.8	9.6	20.6%	98.7	(42.3)	(42.9)%
Administrative and other expenses	18.3	15.9	2.4	14.7%	20.6	(2.3)	(11.1)%
Capital expenditures	5.5	5.3	0.2	3.5%	10.0	(4.5)	(45.3)%
Total income from investment in NRTA	1,040.1	581.9	458.1	78.7%	1,066.6	(26.5)	(2.5)%
Income from investment in NRTA margin (%)	67.8%	58.3%			67.0%		

FAREBOX REVENUE

Farebox revenue was THB 1,533.8mn, up by 53.8% YoY but down by 3.6% QoQ.

YoY increase came from

- i) **Ridership growth:** a 46.1% YoY increase to 44.8mn trips from relief of COVID-19 situation
- ii) **Fare increase:** a 5.2% YoY increase from the Effective Fare increase since 1 January 2023.

QoQ decrease was primarily driven by a 4.0% QoQ decrease in ridership due to a lower number of weekdays caused by various holidays during this quarter, leading to seasonal impacts on ridership numbers.

O&M COSTS

O&M costs were THB 493.7mn, up by 18.8% YoY but down by 6.0% QoQ.

YoY increase came from the increase in

- ① FT cost and electricity consumption unit and security expenses
- ② bonus payment, compensation and retirement expense for retired employees

QoQ decrease was led by the decrease in

- ① rabbit reward point cost and no data analytics and marketing service fees
- ② overhaul and civil work maintenance
- ③ property insurance premium, partially offset by an increase in
- ④ bonus payment, compensation and retirement expenses for retired employees.

Statement of Financial Position

(Unit: THB mn)	30 Jun 2023	31 Mar 2023
Investment in NRTA	38,370.0	38,630.0
<i>at cost</i>	61,724.5	61,724.5
Investment in Securities at fair value and Cash at bank	1,154.7	1,274.5
Other Assets	138.9	42.4
Total Assets	39,663.6	39,946.9
Total Liabilities	13.1	12.3
Net Asset Value	39,650.5	39,934.6
Capital Received from Unitholders	51,542.1	52,595.6
Deficits	(11,891.6)	(12,661.0)
NAV per Unit (THB)	6.8504	6.8995

As of 30 Jun 2023, total assets amounted to THB 39,663.6mn.

The main components were

- **Investment in the NRTA** of THB 38,370.0mn, decreased by THB 260.0mn from 31 Mar 2023.
- **Investment in securities at fair value and cash at bank** of THB 1,154.7mn
- **Other assets** of THB 138.9mn

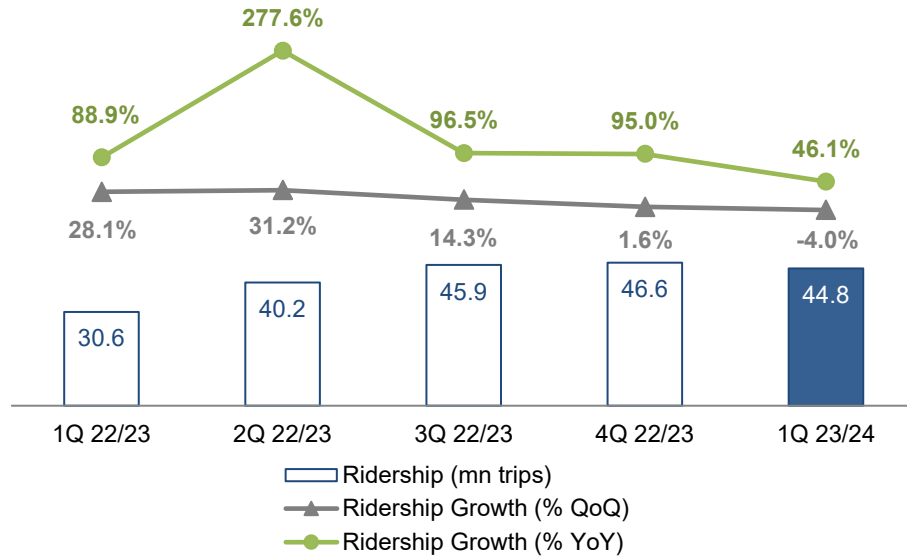
Total liabilities stood at THB 13.1mn
(no interest-bearing debt)

Net Asset Value (NAV) as of 30 Jun 2023 was THB 39,650.5mn, equivalent to THB 6.8504 per unit.

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1Q 23/24 Core Network Performance

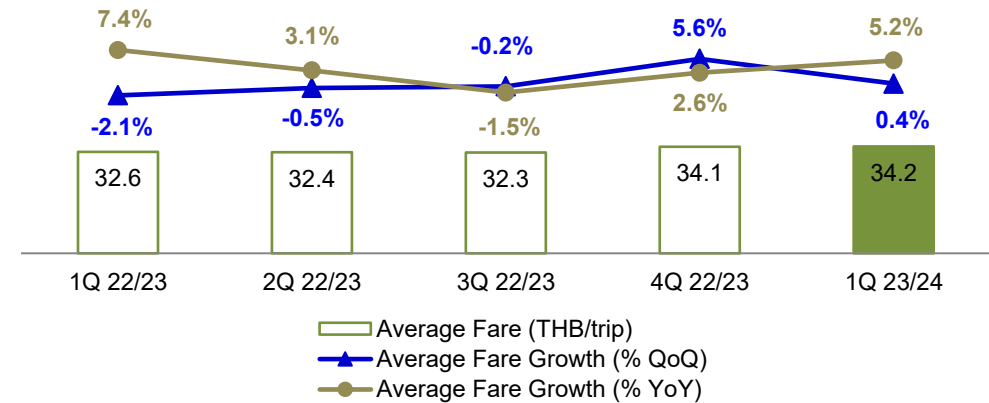
QUARTERLY HISTORICAL RIDERSHIP & GROWTH



SUMMARY

	1Q 23/24
Ridership	44.8mn trips, 46.1% YoY, (4.0)% QoQ
Average fare	THB 34.2/trip, 5.2% YoY, 0.4% QoQ
Average weekday ridership	564.4k trips, 42.9% YoY, (1.5)% QoQ

QUARTERLY HISTORICAL AVERAGE FARE & GROWTH



EXPLANATION

1Q 23/24 ridership grew by 46.1% YoY as a result of the gradual relief from COVID-19 situation. However, there was a 4.0% QoQ ridership decrease due to a lower number of weekdays caused by various holidays during this quarter, leading to seasonal impacts on ridership numbers. **1Q 23/24 average fare** increased by 5.2% YoY and 0.4% QoQ due to the Effective Fare increase since 1 January 2023.

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Distribution Summary

DISTRIBUTION

Dividend Payment: Payout of not less than 90% of adjusted net profit p.a. and retained earnings (quarterly payment)

Capital Return: The Fund has excess liquidity (cash from amortisation of fund issuance costs and loss on valuation of investment (non-cash expense)) and reduce its registered capital

Timetable of the 18th capital return

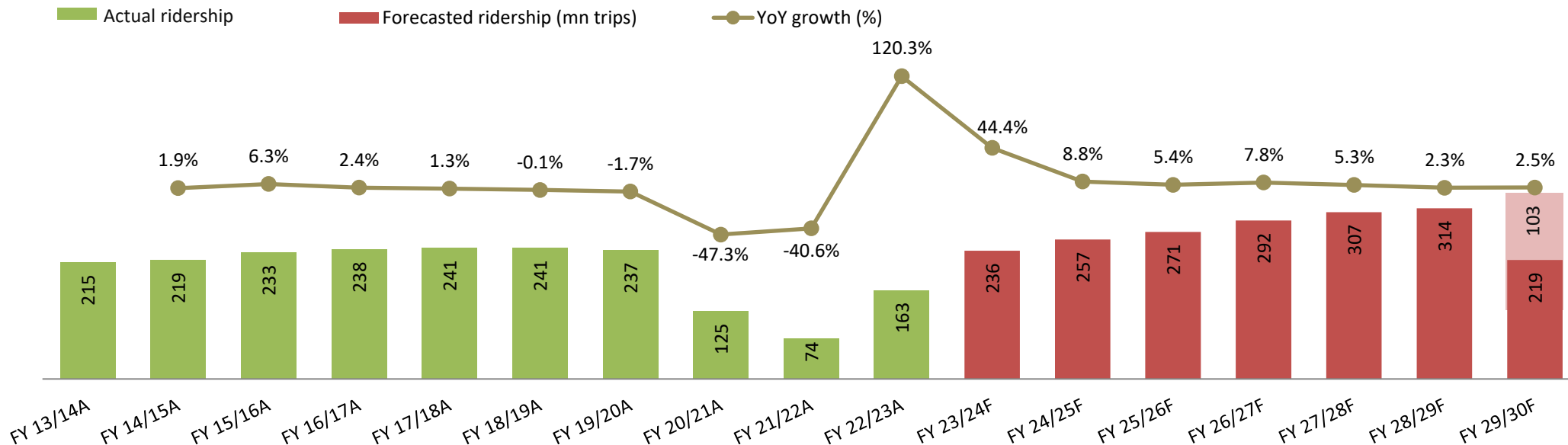
<div> <div>XN Date</div> <div>Book Closure Date</div> <div>Payment Date</div> </div>						
<div> <div>25 Aug 23</div> <div>29 Aug 23</div> <div>12 Sep 23</div> </div>						
FY	Period	No.	Dividend Payment (THB per unit)	No.	Capital Return (THB per unit)	Total (THB per unit)
13/14	17 Apr 2013 – 31 Mar 2014	1-4	0.579	-	-	0.579
14/15	1 Apr 2014 – 31 Mar 2015	5-8	0.606	1-2*	0.125	0.731
15/16	1 Apr 2015 – 31 Mar 2016	9-12	0.692	3	0.064	0.756
16/17	1 Apr 2016 – 31 Mar 2017	13-16	0.772	-	-	0.772
17/18	1 Apr 2017 – 31 Mar 2018	17-20	0.798	-	-	0.798
18/19	1 Apr 2018 – 31 Mar 2019	21-23	0.611	4	0.169	0.780
19/20	1 Apr 2019 – 31 Mar 2020	24-25	0.284	5-8	0.491	0.775
20/21	1 Apr 2020 – 31 Mar 2021	-	-	9-11	0.308	0.308
21/22	1 Apr 2021 – 31 Mar 2022	-	-	12-13	0.151	0.151
22/23	1 Apr 2022 – 31 Mar 2023	-	-	14-17	0.587	0.587
1Q 23/24	1 Apr 2023 – 30 Jun 2023	-	-	18	0.177	0.177
Total	17 Apr 2013 – 30 Jun 2023	1-25	4.342	1-18	2.072	6.414

* Payout from FY13/14 – 14/15 performances

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Appendix: Forecasted Ridership until FY 29/30

Projected ridership



Note: These projections were derived from a valuation report by American Appraisal (Thailand) Ltd. (AA), in which the forecast and assumptions were based on Systra MVA (Thailand), except for FY 23/24F and FY 24/25F, which were based on BTSC and the Fund, respectively.

In FY 13/14A, ridership was reported for the full year of FY 13/14. For FY29/30F (1 Apr 29 – 4 Dec 29), the ridership growth was prorated to the full year.

CAGR Ridership (FY 18/19A – FY 29/30)
2.7%

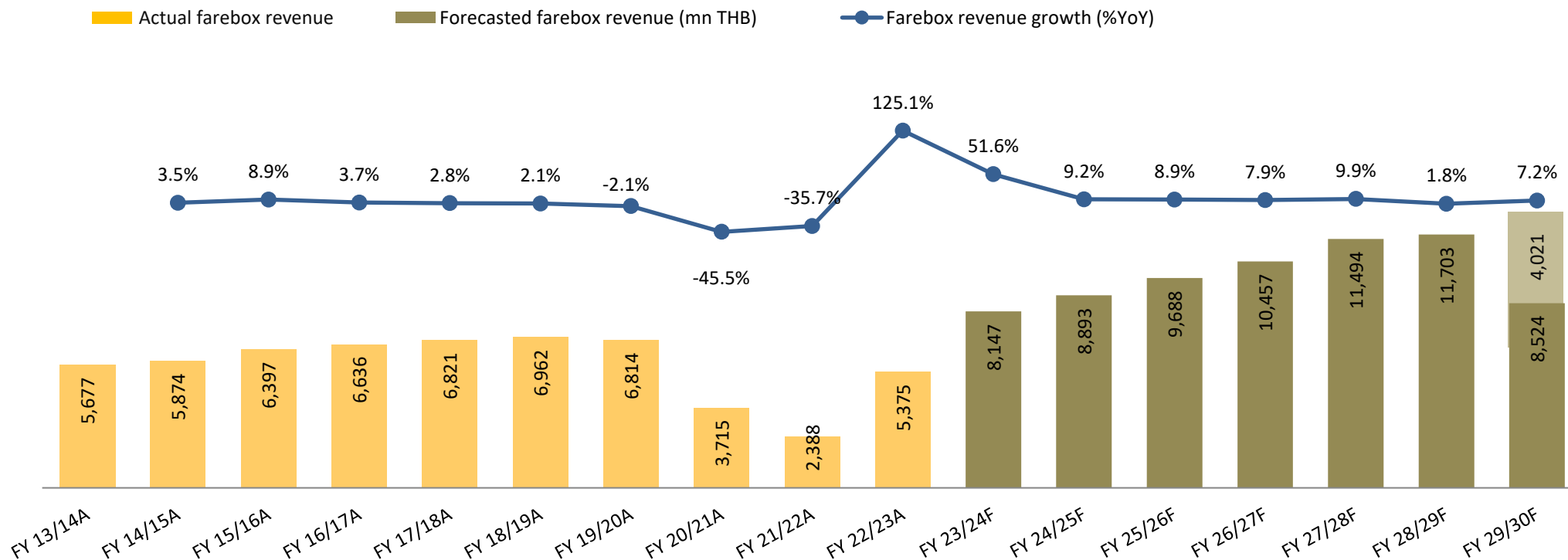
CAGR Fare (FY 18/19A – FY 29/30)
2.8%

CAGR FB Revenue (FY 18/19A – FY 29/30)
5.5%

CAGR Net FB Revenue (FY 18/19A – FY 29/30)
6.7%

Appendix: Forecast of Farebox Revenue until FY 29/30

Projected farebox revenue derived from valuation report

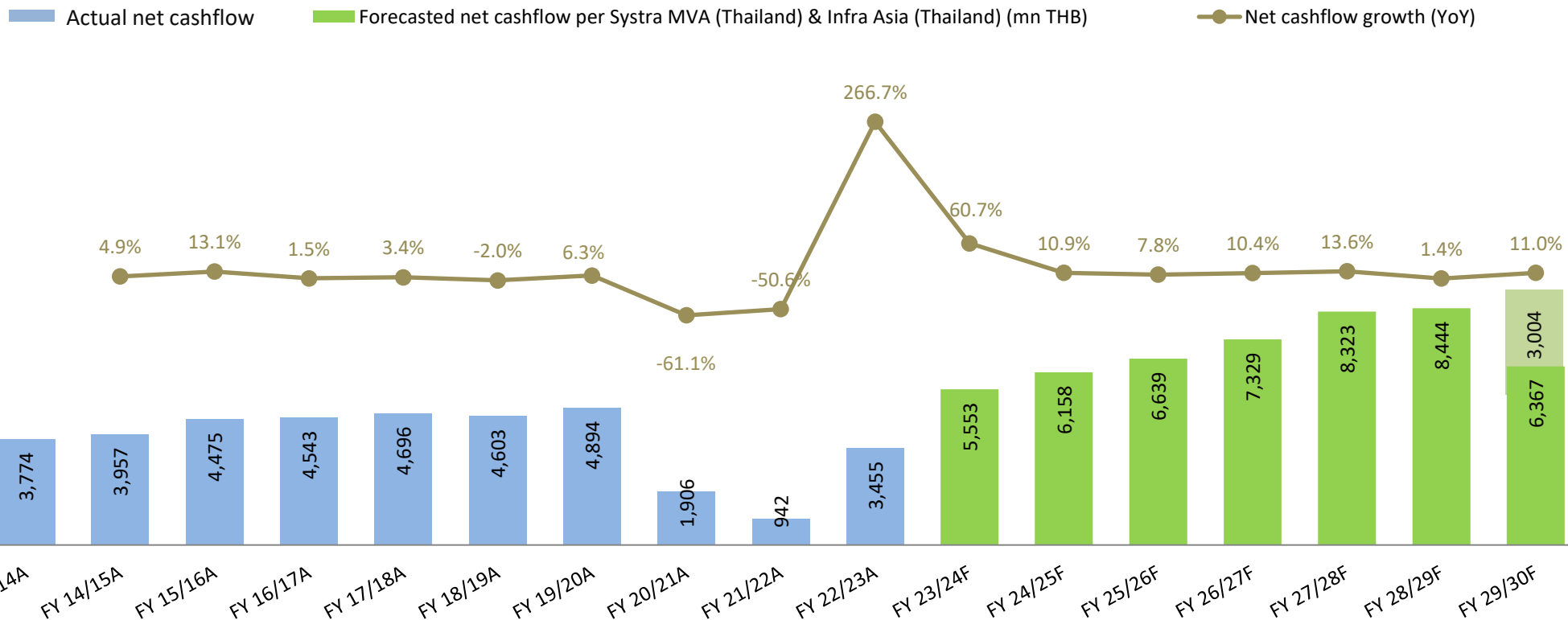


Note: These projections were derived from a valuation report by American Appraisal (Thailand) Ltd. (AA), in which the forecast and assumptions were based on Systra MVA (Thailand), except for FY 23/24F and FY 24/25F, which were based on BTSC and the Fund, respectively.

In FY 13/14A, farebox revenue was reported for the full year of FY 13/14. For FY29/30F (1 Apr 29 – 4 Dec 29), farebox revenue growth was prorated to the full year.

Appendix: Projected Net Cashflow until FY 29/30

Projected net cashflow derived from valuation report



Note: Net cashflow has deducted additional investment costs incurred in the construction and improvement of S4 and S6 stations.

These projections were derived from valuation report by American Appraisal (Thailand) Ltd. (AA) which the forecast and assumptions were based on Systra MVA (Thailand) and Infra Asia (Thailand) Ltd., except for FY 23/24F and FY 24/25F, which were based on BTSC and the Fund, respectively. FY29/30F (1 Apr 29 – 4 Dec 29), net Cashflow growth was prorated to the full year.

Appendix: Costs and additional investment projection

Key costs guidance

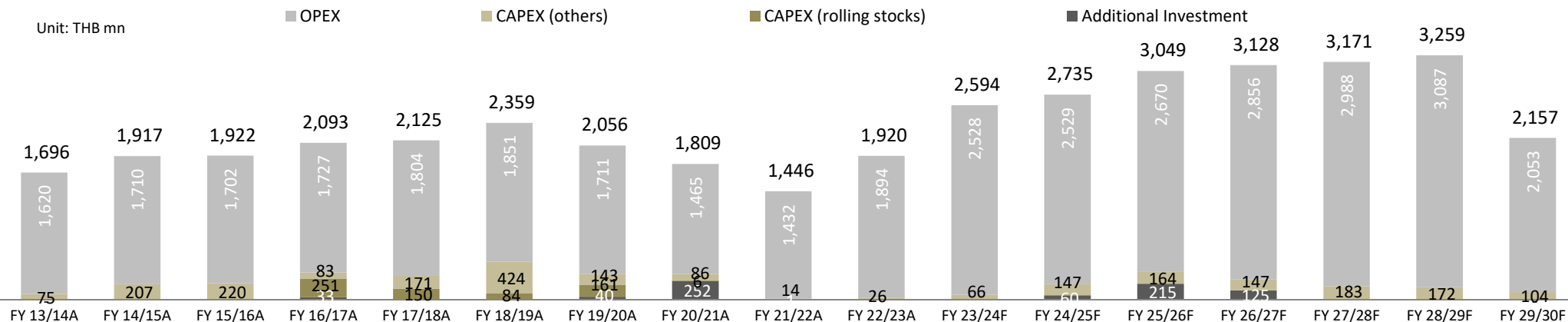
	Normalised guidance p.a. (THB mn) from FY 23/24 to FY 28/29 (6 years)	% of total
OPEX	2,776	93%
Maintenance expenses ¹	796	27%
Staff cost	716	24%
Utilities expense	449	15%
Others ²	815	27%
CAPEX (others)	146	5%
Additional Investment	67	2%
Total costs and additional investment	2,989	100%

¹ Maintenance expenses mainly composed of Siemens lump-sum contracts for old trains and 3 new trains, expected THB 402mn p.a., (avg on a smooth basis), overhaul and refurbishment for rolling stocks, expected THB 257mn p.a., (avg on a smooth basis) and other maintenance costs.

² Others mainly composed of point cost for BTS challenge program promotion, expected THB 466mn p.a. (avg on a smooth basis).

Source: Estimated base on Infra Asia forecast and updated additional investment from BBLAM. Except FY 23/24 total costs were based on BTSC.

Costs and Additional Investment Projection



Sources: Estimated based on valuation report from American Appraisal (Thailand) Ltd. (AA) which the forecast and assumptions were based on Infra Asia (Thailand) Ltd.'s report and updated additional investment from BBLAM. Except for FY 23/24 was based on BTSC.

Appendix: New Fare

No.	Detail	Date	Adjustment	Avg Annual Fare / trip	YoY Annual Fare Growth
1	Increase in SJC	Mar 07	Increased effective fare (SJC) from THB 10-40 to THB 15-40	FY 07/08 = THB 24.2	+9.5% YoY
2	Increase in SJC	Jun 13	Increased effective fare (SJC) from THB 15-40 to THB 15-42	FY 13/14 = THB 26.4	+6.5% YoY
3	Promotional Adjustment	Jan 14	Increased STV card to effective fare (SJC) but gave discount THB 1 per trip	FY 14/15 = THB 26.9	+1.6% YoY
4	Promotional Adjustment	Jul 15	Removed some discount on monthly pass and increase one-day card	FY 15/16 = THB 27.5	+2.4% YoY
5	Promotional Adjustment	Jan 16	Removed THB 1 per trip discount on STV card	FY 16/17 = THB 28.0	+1.6% YoY
6	Increase in SJC	Oct 17	Increased effective fare (SJC) from THB 15-42 to THB 16-44 and Increased monthly pass card by THB 1 per trip	FY 17/18 = THB 28.3	+1.4% YoY
7	Promotional Adjustment	Apr 18	Increased STV card to effective fare (SJC) but gave discount THB 1 per trip	FY 18/19 = THB 29.0	+2.2% YoY
8	Promotional Adjustment	Apr 20	Removed THB 1 per trip discount on STV card	FY 20/21 = THB 29.7	+2.5% YoY
9	Promotional Adjustment	Oct 21	Terminated monthly pass card	FY 21/22 = THB 32.2	+8.3% YoY
10	Increase in SJC	Jan 23	Increased effective fare (SJC) from THB 16-44 to THB 17-47 and Increased one-day card from THB 140 to THB 150	FY 22/23 = 32.9	+2.1% YoY

Valuation report



Thank you