

A photograph of a modern, two-story commercial building with a light-colored facade and large glass windows. The word "DEMCO" is visible in large, stylized letters on the upper part of the building. The building is set against a cloudy sky. In the foreground, there is a paved area and some greenery.

OPPORTUNITY DAY

Demco Public Company Limited

Q2 Y2025

2 September 2025



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COMPANY OVERVIEW

2

ACTIVITIES HIGHLIGHTS

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FINANCIAL HIGHLIGHTS

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Q&A



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COMPANY OVERVIEW

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VISION

“To be the producer and provider for clean energy, electrical systems and utilities with innovation and high technology to create sustainable value”

**“เป็นผู้ผลิตและจัดหาพลังงานสะอาด ระบบไฟฟ้า และ
สาธารณูปโภค ด้วยนวัตกรรมและเทคโนโลยีที่ทันสมัย เพื่อ
สร้างคุณค่าที่ยั่งยืน”**





COMPANY OVERVIEW



Business Structure



A. Services (as turnkey contractor)

A1 Engineering , Procurement and Construction (EPC) : Substation , Transmission Line , Distribution Line , Underground cable and Other

A2 Renewable Energy : Wind , Solar , EV Charging , BESS , Smart Energy Management Platform

A3 Operation & Maintenance



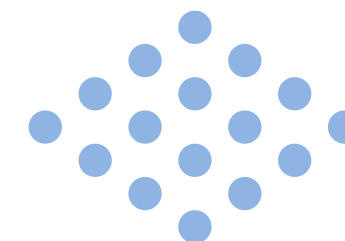
B. Factory & Sale

Steel structure for transmission line and telecommunication tower including supporting structure for main equipment in switchyard.



C. Investment

• **Investment** in Renewable Energy Project & Utility



>>>>> Business Structure



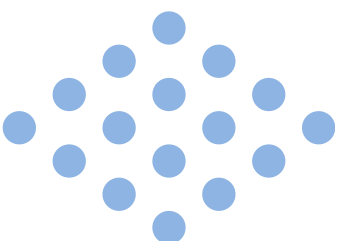
A. Services (as turnkey contractor)



ระยอง แกลง

ขอนแก่น 3 ร้อยเอ็ด 2

115kV Transmission Line



>>>>> Business Structure

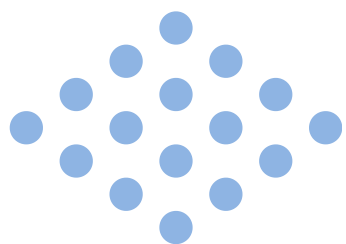


A. Services (as turnkey contractor)



คลองด่าน-บางพลี
บางปะกง - คลองด่าน

230kV Transmission Line >>>>>



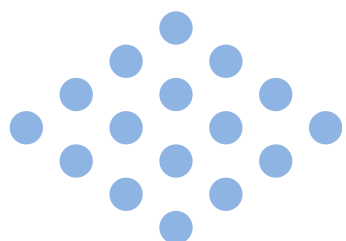
>>>>> Business Structure



A. Services (as turnkey contractor)



500kV Transmission Line >>>>>



>>>>> Business Structure



A. Services (as turnkey contractor)



Ayutthaya 4

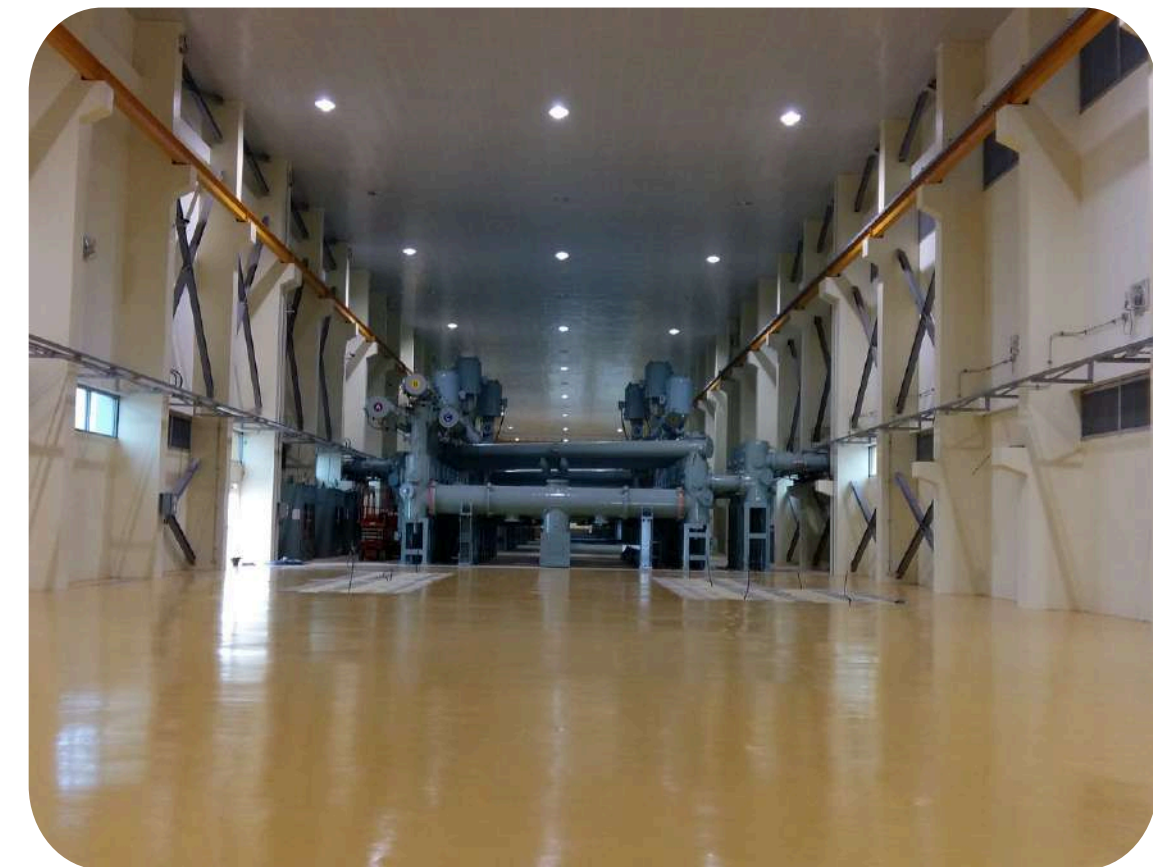
230-500kV GIS Substation



>>>>> Business Structure



A. Services (as turnkey contractor)



230kV Substation





COMPANY OVERVIEW



Business Structure



A. Services (as turnkey contractor)

EV Charging Station



Demco EV Station

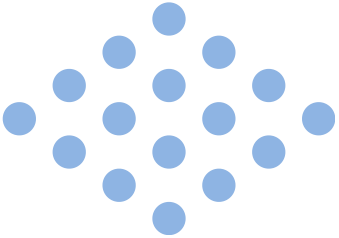


Tesla MEGA Bankna
EV Station



Tesla Ayutthaya
EV Station

Renewable Energy





COMPANY OVERVIEW



Business Structure



A. Services (as turnkey contractor)



West Huay Bong 2
Wind Farm Project



West Huay Bong 3
Wind Farm Project

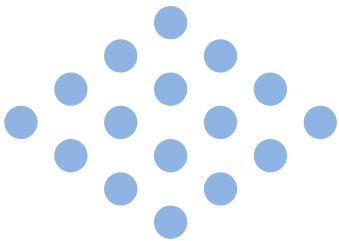


Watabak
Wind Farm Project



Khao Kor
Wind Farm Project

Renewable Energy >>>>>



Wind



Business Structure



A. Services (as turnkey contractor)

Solar (EPC)



Solar roof - บจก.ไทยคาสติงโปรดักท์



Solar roof - บจก.นำชัยโฮม
อิเล็กทรอนิกส์



Solar roof - บจก.ชานไทย
พี แอนด์ เอส

Renewable Energy





COMPANY OVERVIEW



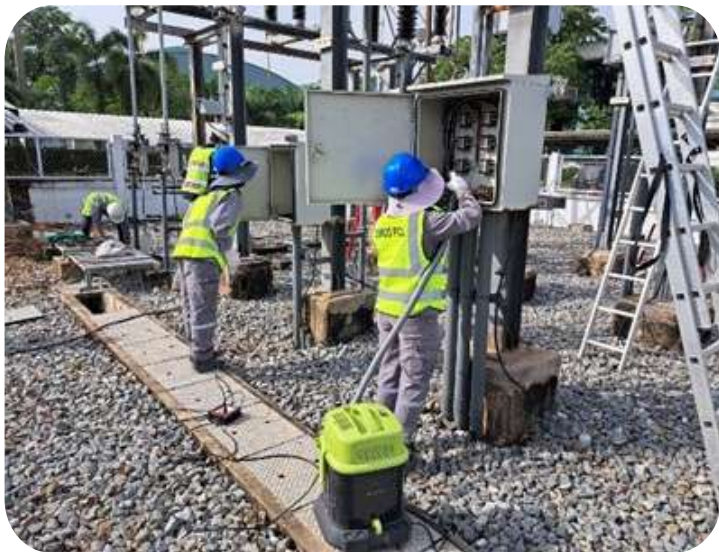
Business Structure



A. Services (as turnkey contractor)

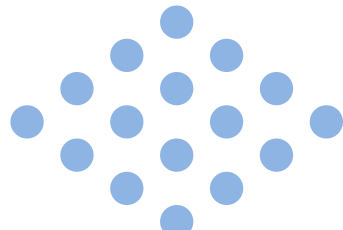


PM Lee
kitchareonseang



PM thai stanley

Operation & Maintenance >>>>>





COMPANY OVERVIEW



Business Structure



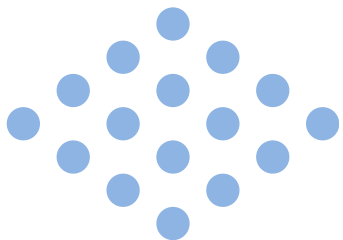
B. Factory & Sale



Steel structure >>>>>

Telecommunication Tower
High Voltage Transmission Line

** One of five EGAT Authorized Vendors for the supply of 500kV transmission line towers



>>>>> Business Structure



C. Investment



Solar roof - บมจ. ทีเอสพลาสติก

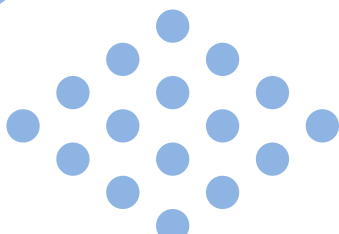


Solar roof - บมจ. คาร์ปท Phase I



Solar roof - มหาวิทยาลัยคริสเตียน

Renewable Energy Project & Utility >>>>>





Business Structure



C. Investment



Solar roof - บจก.ไทยคาสติงโปรดักท์



Solar roof - บจก.นำชัยโฮม
อิเล็กทรอนิกส์



Solar roof - บจก.ชานไทย
พี แอนด์ เอส

Renewable Energy Project & Utility >>>>>





Business Structure



C. Investment



Solar roof - บจก.ไทรเดนท์ สตีล



Solar roof - บจก.ฟีนิกซ์ ฟู้ด
อิมพอร์ต เอ็กซพอร์ต



Solar roof - บมจ. คาร์ปท Phase II

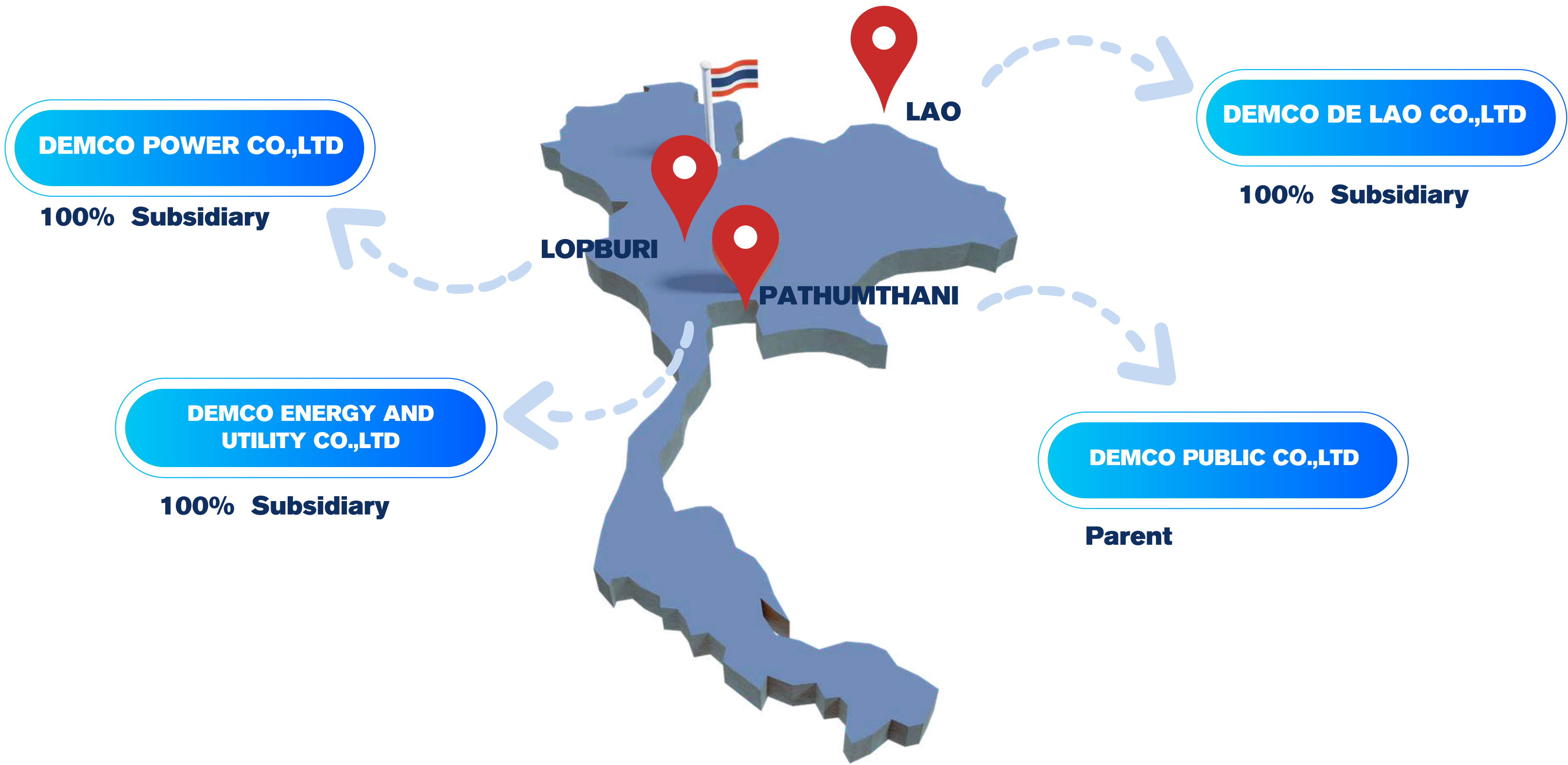
Renewable Energy Project & Utility >>>>>





COMPANY OVERVIEW

>>>>> Location





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ACTIVITIES HIGHLIGHTS

>>>>> Total Contract Value

Q1+Q2 '2025
1,041.42 MB.

Q1 **Contract Value 968.82 MB.**

Q2 **Contract Value 72.60 MB.**

Group	Value (MB.)
Substation	940.86
Transmission	64.71
Equipment Trading	10.33
Telecommunication	8.19
Engineering Design	7.53
Operation & Maintenance	5.23
Distribution	3.43





Agreement

บริษัท เด็มโก้ เอ็นเนอร์จี แอนด์ ยูทิลิตี้ จำกัด (บริษัทย่อย)
ของ บริษัท เด็มโก้ จำกัด (มหาชน) ลงนามสัญญาซื้อขาย
ไฟฟ้าจากพลังงานแสงอาทิตย์บนหลังคา กับ บริษัท คาร์เพท
อินเตอร์เนชั่นแนล ไทยแลนด์ จำกัด (มหาชน) บริษัทในเครือ
TCM Corporation Plc.
“โครงการโซลาร์รูฟท็อป เฟส 3 ขนาดกำลังการผลิตติดตั้ง
999.68 กิโลวัตต์”



ESG Reward

ESG Recognition “Ting To Trash” Project Award
รับโล่รางวัลจากโครงการ “ทิ้งกูแตรช” ซึ่งส่งเสริมการคัด
แยกและจัดการขยะอย่างยั่งยืน





CFO Certificate

ได้รับการรับรอง การปล่อยก๊าซเรือนกระจก (Carbon Footprint for Organization - CFO) จาก องค์การบริหาร จัดการก๊าซเรือนกระจก (TGO)

AGM Reward

คะแนนเต็ม 100 เหรียญทอง "ดีเยี่ยมสมควรเป็นตัวอย่าง" ในการประเมิน AGM Checklist ปี 2568 จากสมาคมส่งเสริมผู้ลงทุนไทยและสภาธุรกิจตลาดทุนไทย สะท้อนมาตรฐานธรรมาภิบาล โปร่งใส และใส่ใจสิทธิผู้ถือหุ้น พร้อมเดินหน้าพัฒนาประสิทธิภาพการประชุมเพื่อเสริมความเชื่อมั่นและคุณค่าแก่ผู้มีส่วนได้เสียทุกฝ่าย



CAC Reward

ได้รับการต่ออายุ CAC Certificate ครั้งที่ 3 2568

CSR Activities



กิจกรรมสนับสนุนของขวัญวันเด็กแห่งชาติ
เต็มโก๋ ร่วมสนับสนุนของขวัญวันเด็กแห่งชาติ
ประจำปี 2568 ด้วยอุปกรณ์การเรียน
และขนม



กิจกรรมบริจาคปฏิทิน เพื่อนำมาผลิตสื่อ
การเรียนการสอน (อักษรเบรลล์) สำหรับ
คนตาบอด



เข้าร่วมการแข่งขันฟุตบอลการกุศล
กับองค์การบริหารส่วนตำบลสวนพริก
ไทย เพื่อนำรายได้สนับสนุนแก่วัดเสด็จ



กิจกรรมบริจาคสิ่งของร่วมกับ “โครงการ เหลือ - ขอ”
เปลี่ยนสิ่งของเป็นค่าเทอมให้เด็กๆ มูลนิธิบ้านนกขมิ้น
ผู้บริหารและพนักงานบริษัทเต็มโก๋ ร่วมกันบริจาค
สิ่งของต่างๆ ให้กับ “โครงการ เหลือ - ขอ” เปลี่ยน
สิ่งของเป็นค่าเทอมให้เด็กๆ มูลนิธิบ้านนกขมิ้น)



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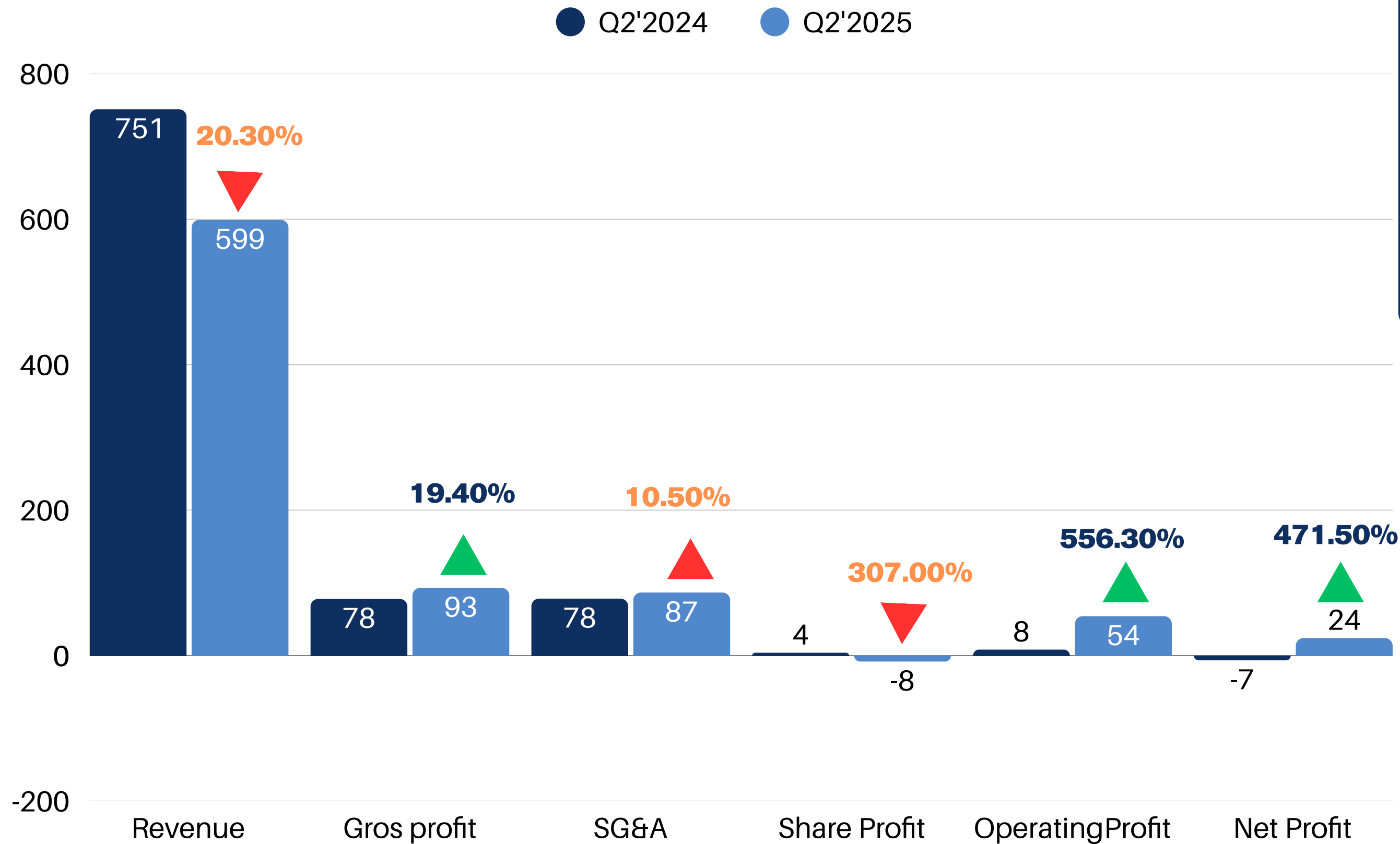
BUSINESS OUTLOOK

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FINANCIAL HIGHLIGHTS



%GP

Q2'24 **10.50%**

Q2'25 **16.89%**



%NP

Q2'24 **-0.87%**

Q2'25 **4.03%**



FINANCIAL HIGHLIGHTS

%GP



Q2'24 **7.56%**

Q2'25 **13.73%**

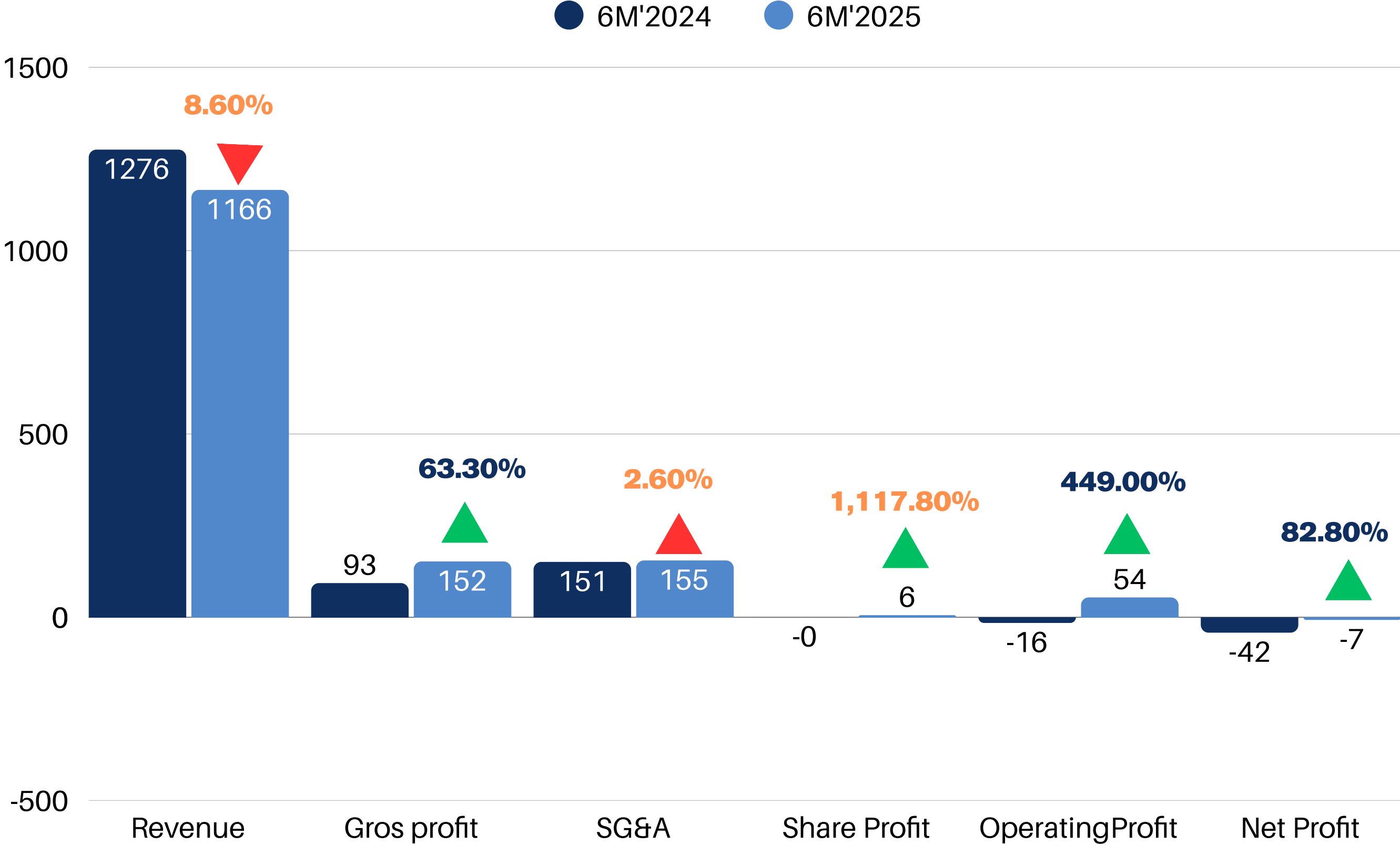


%NP



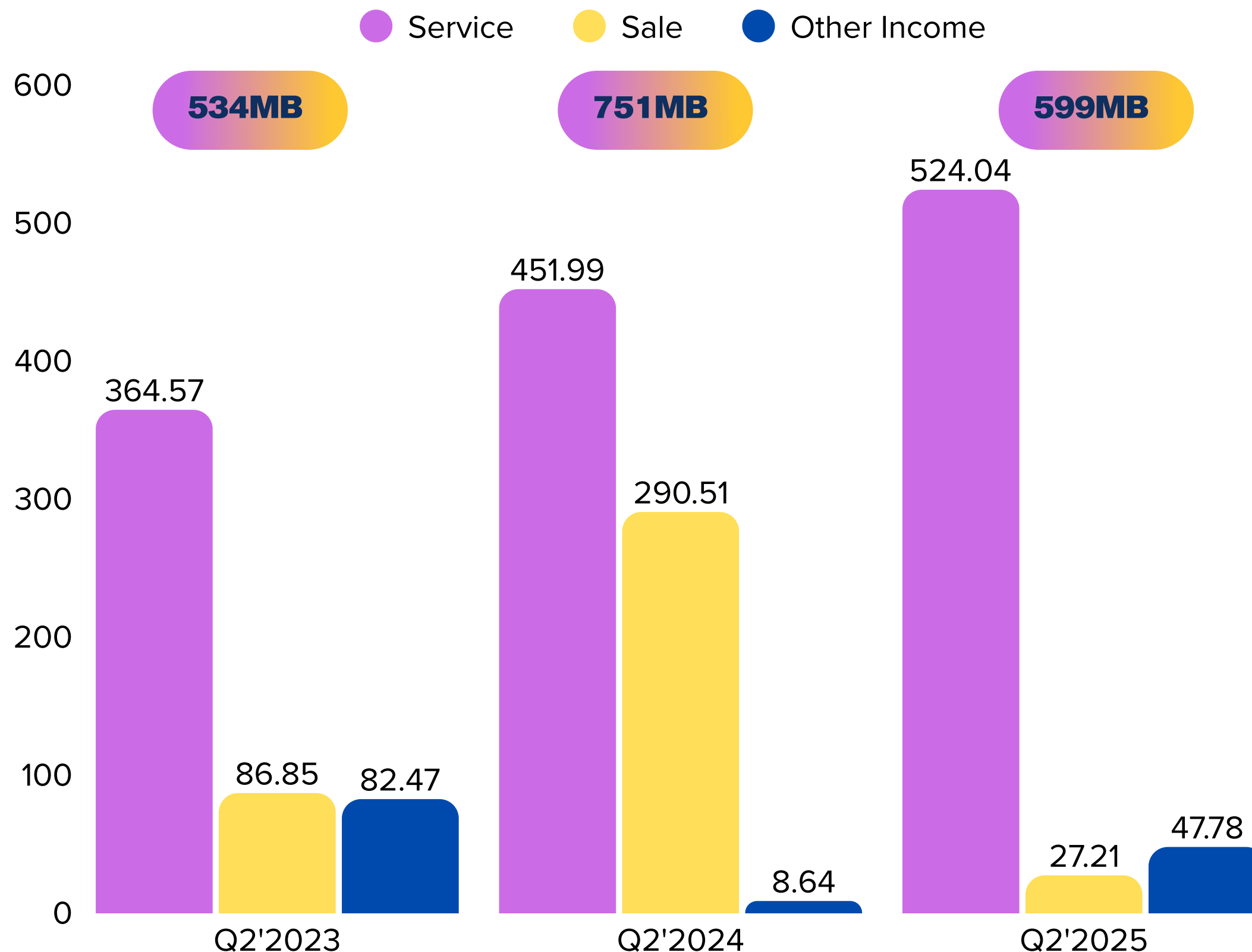
Q2'24 **-3.29%**

Q2'25 **-0.62%**





FINANCIAL HIGHLIGHTS



Service ▲ **16%** 😊

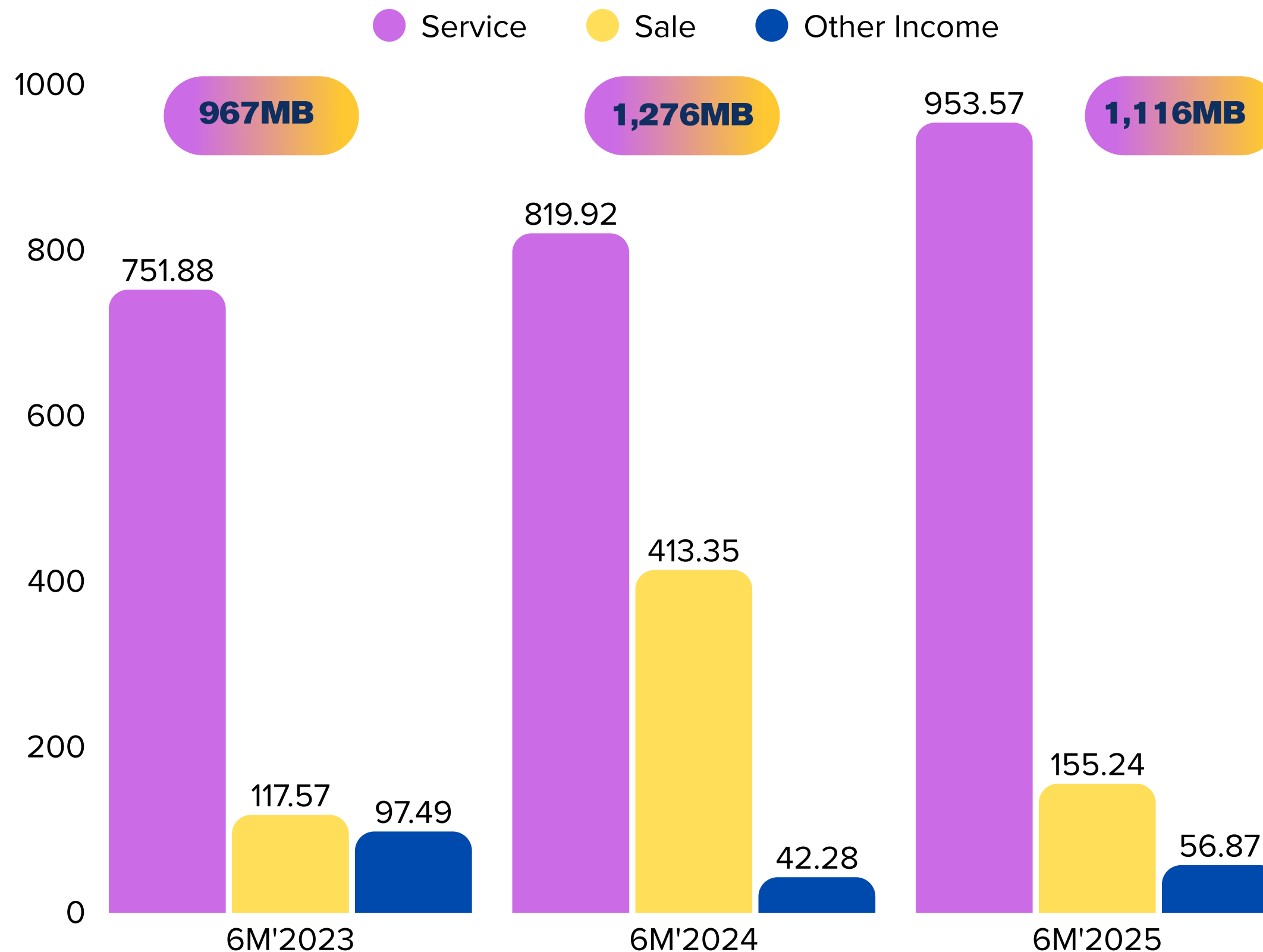
In Q2/2025, the Company reported total revenue of THB 524 million, an increase of THB 72.0 million or 15.9 percent compared to Q2/2024, mainly due to higher revenue from substation construction projects.

Sale ▼ **91%** 😡

In Q2/2025, the Company reported total revenue from sales of THB 27.2 million, representing a decrease of THB 263.3 million or 90.6 percent compared to Q2/2024. The decrease was primarily due to lower revenue from sales of flue inspection equipment and sales of steel tower.



FINANCIAL HIGHLIGHTS



Service ▲ **16%** 😊

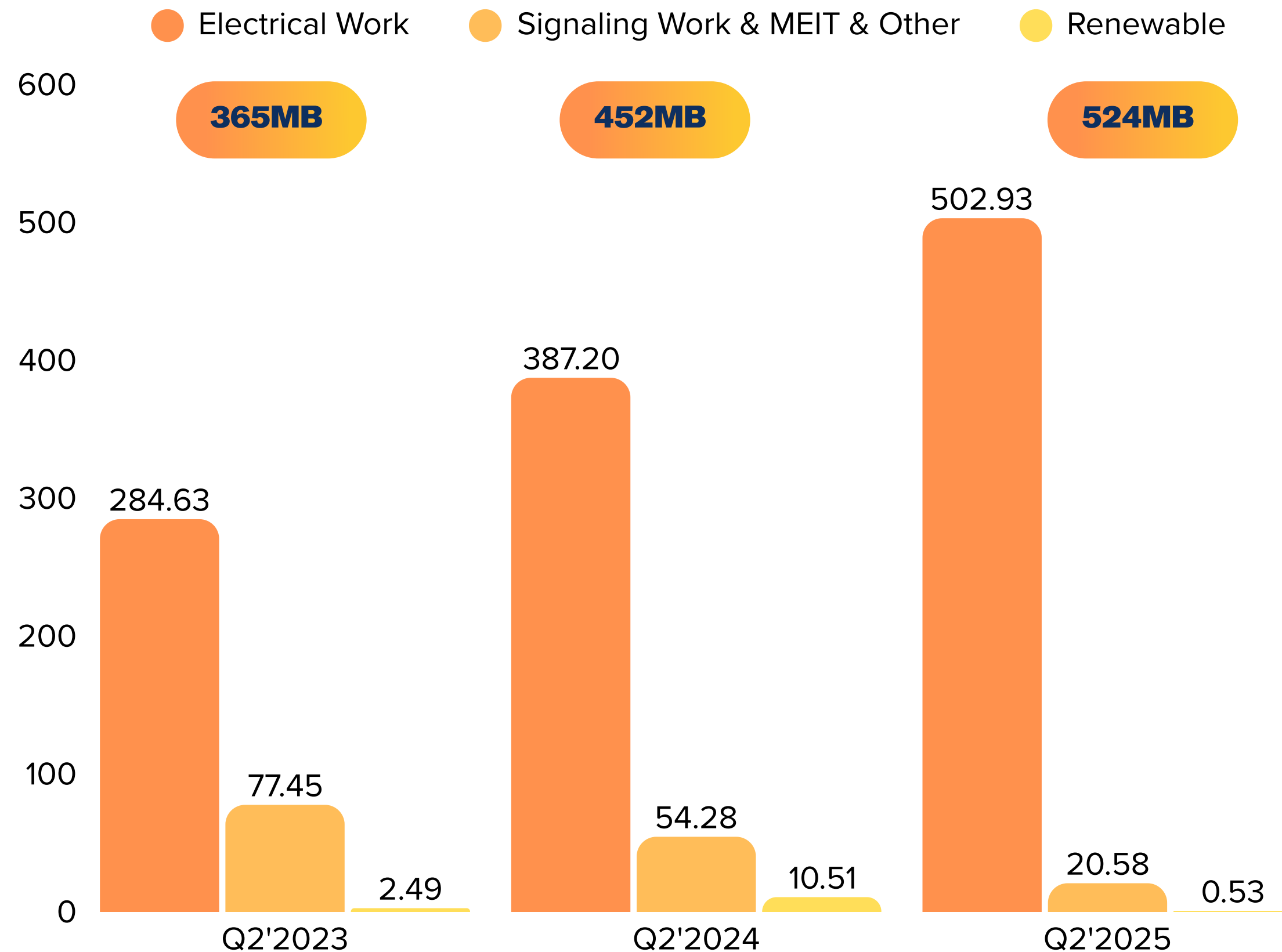
For the six-month period of 2025, revenue increased primarily from substation construction projects and civil construction works, totaling THB 953.6 million, an increase of THB 133.7 million or 16.3 percent compared to 2024.

Sale ▼ **62%** 😡

For the six-month period of 2025, revenue from sales was THB 155.2 million, a decrease of THB 258.1 million or 62.4 percent compared to the same period in 2024, primarily due to lower revenue from sales of flue inspection equipment and sales of steel tower.



FINANCIAL HIGHLIGHTS

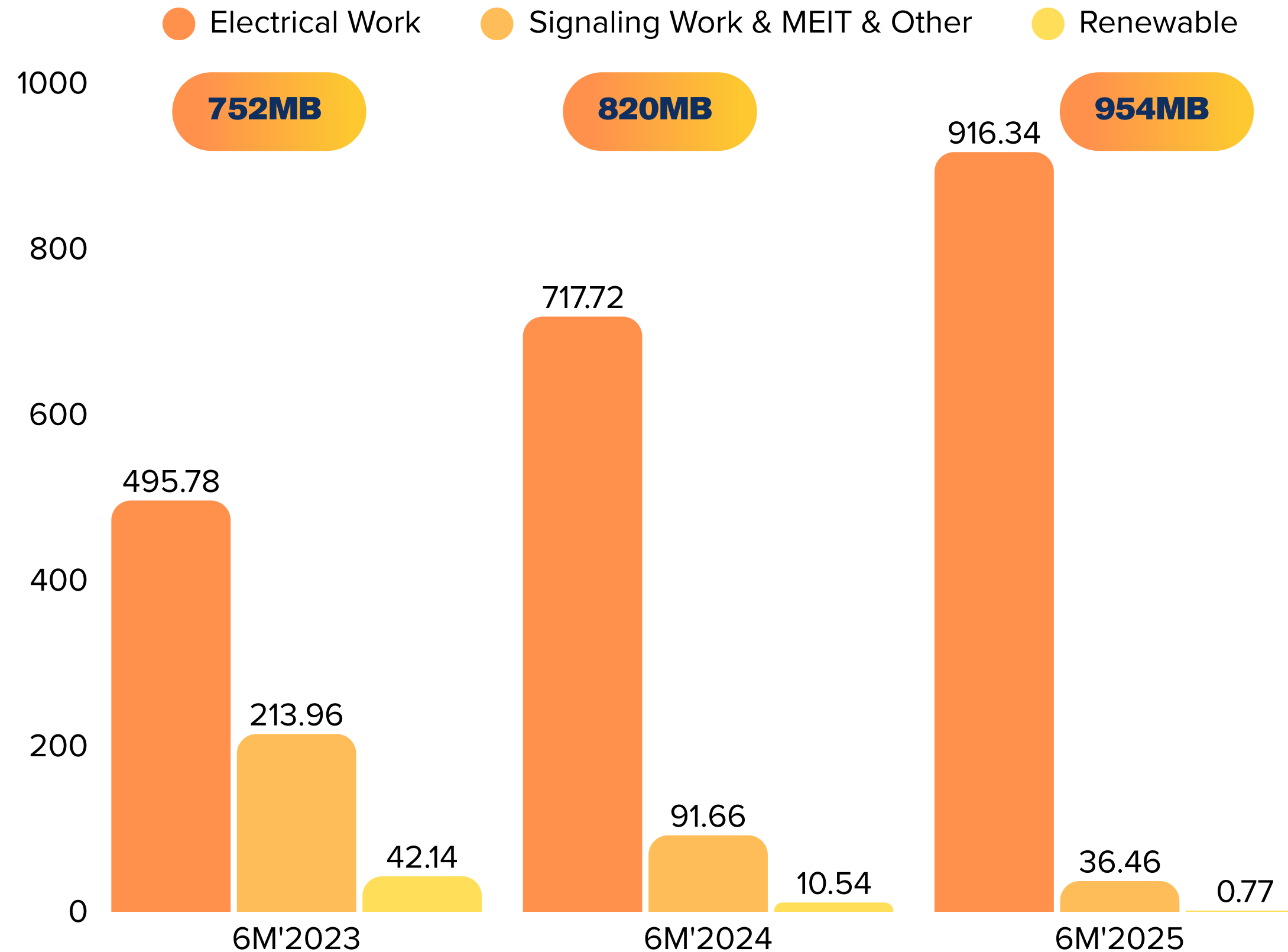


Service ▲ **16%** 😊

The revenue growth was primarily driven by higher income from substation construction projects



FINANCIAL HIGHLIGHTS

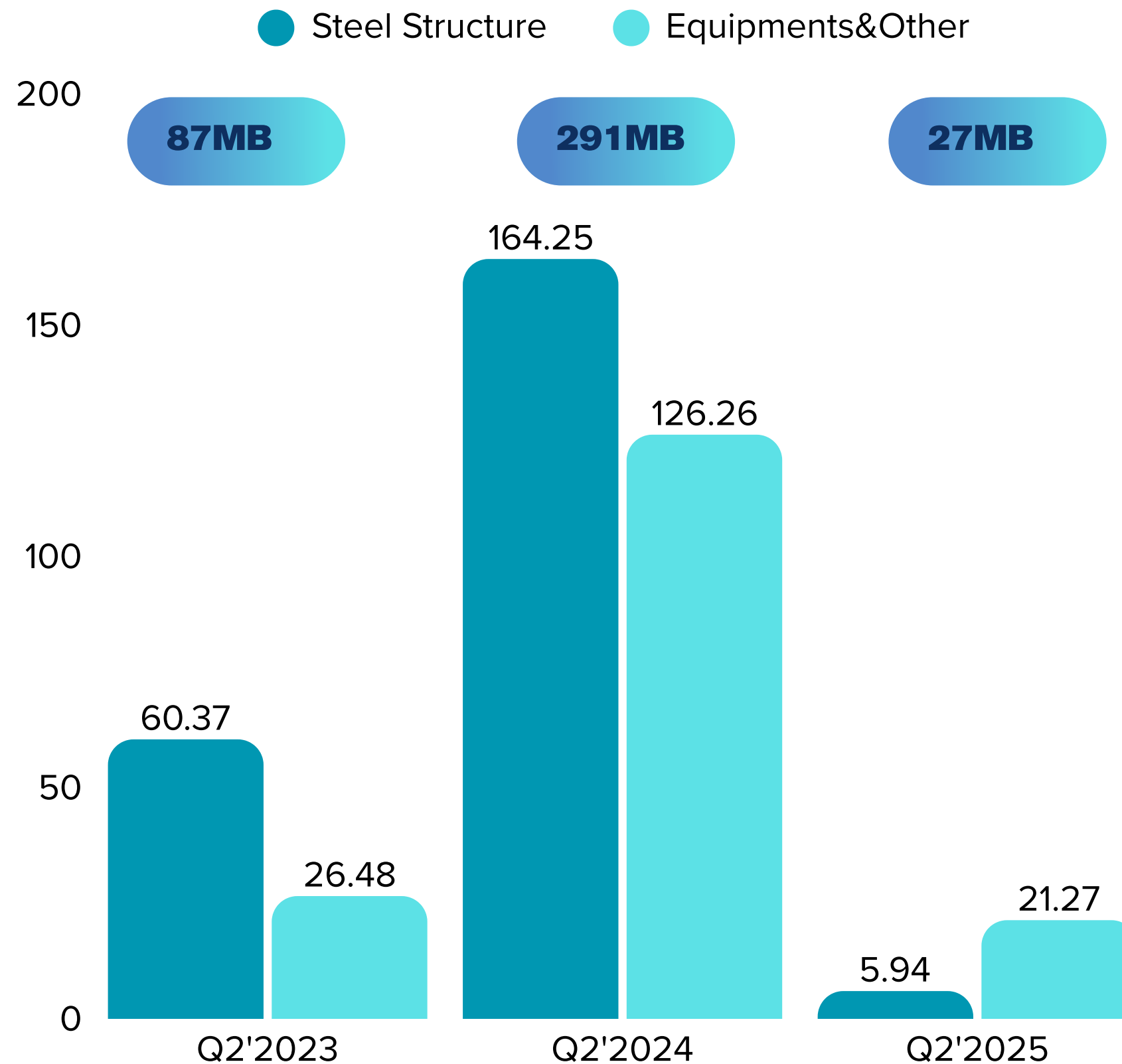


Service ▲ **16%** 😊

The revenue growth was primarily driven by higher income from substation construction projects 22%



FINANCIAL HIGHLIGHTS



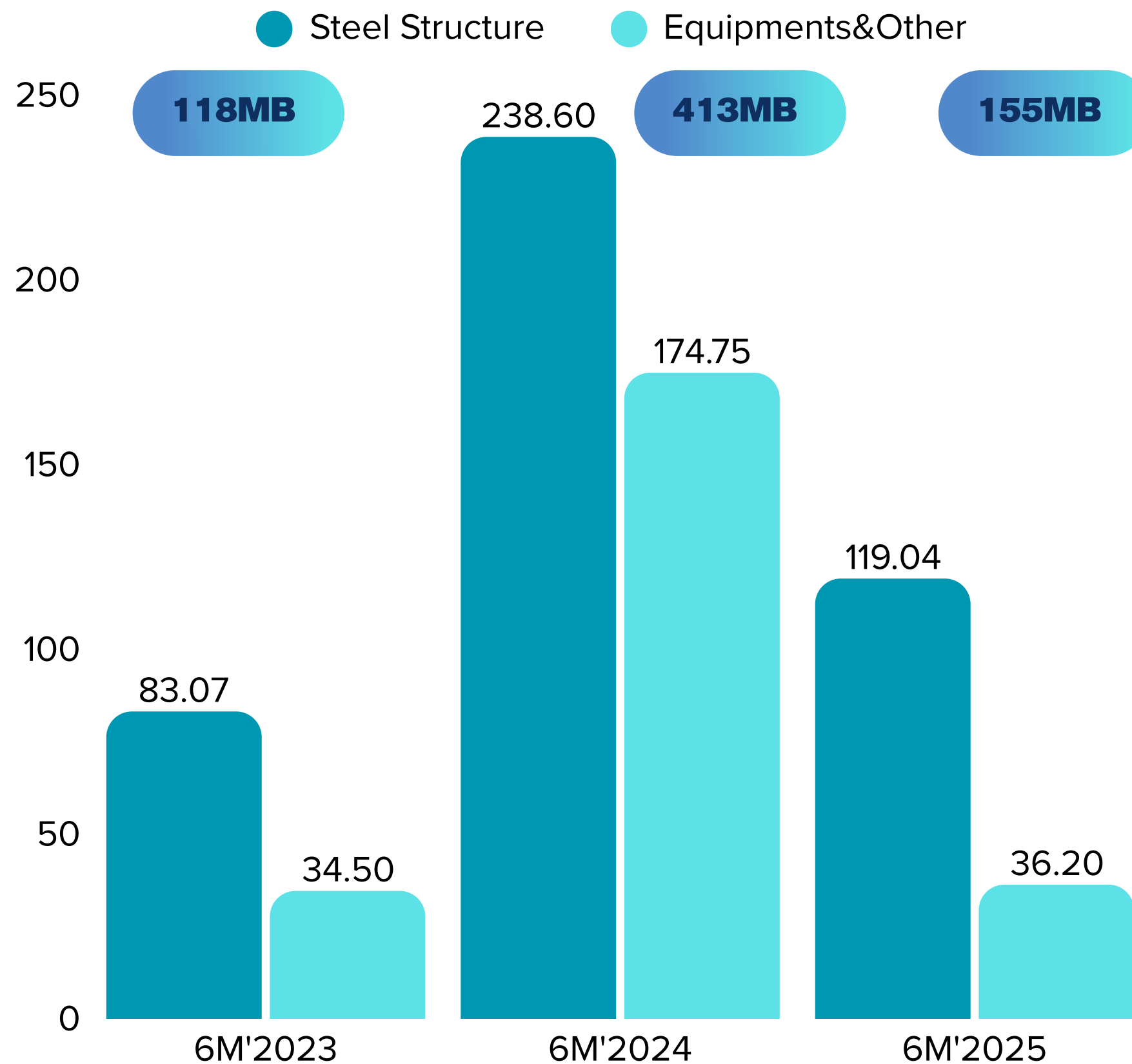
Sale ▼ 91%



Revenue from sales decreased due to lower contributions from subsidiaries, primarily from the steel structure manufacturing business and Equipment



FINANCIAL HIGHLIGHTS

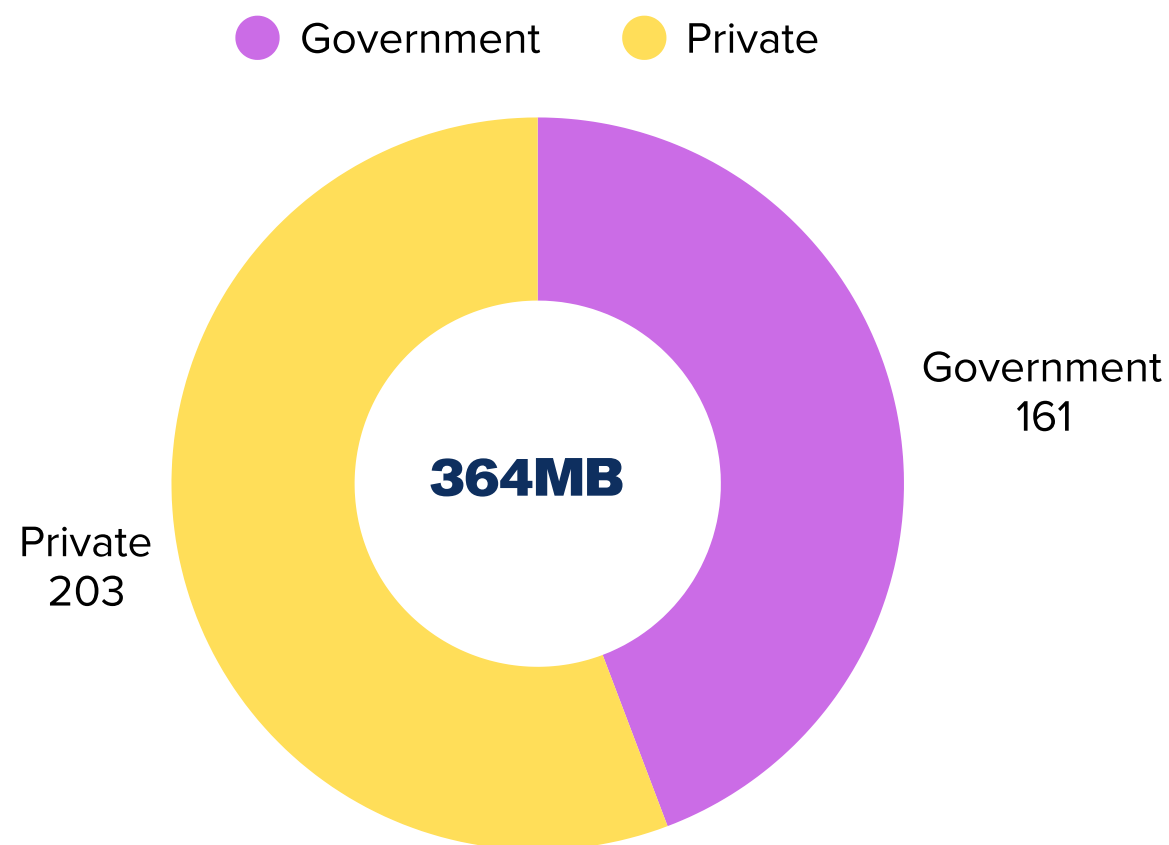


Sale ▼ **62%** 🤨

Revenue from sales decreased due to lower contributions from subsidiaries, primarily from the steel structure manufacturing business and Equipment

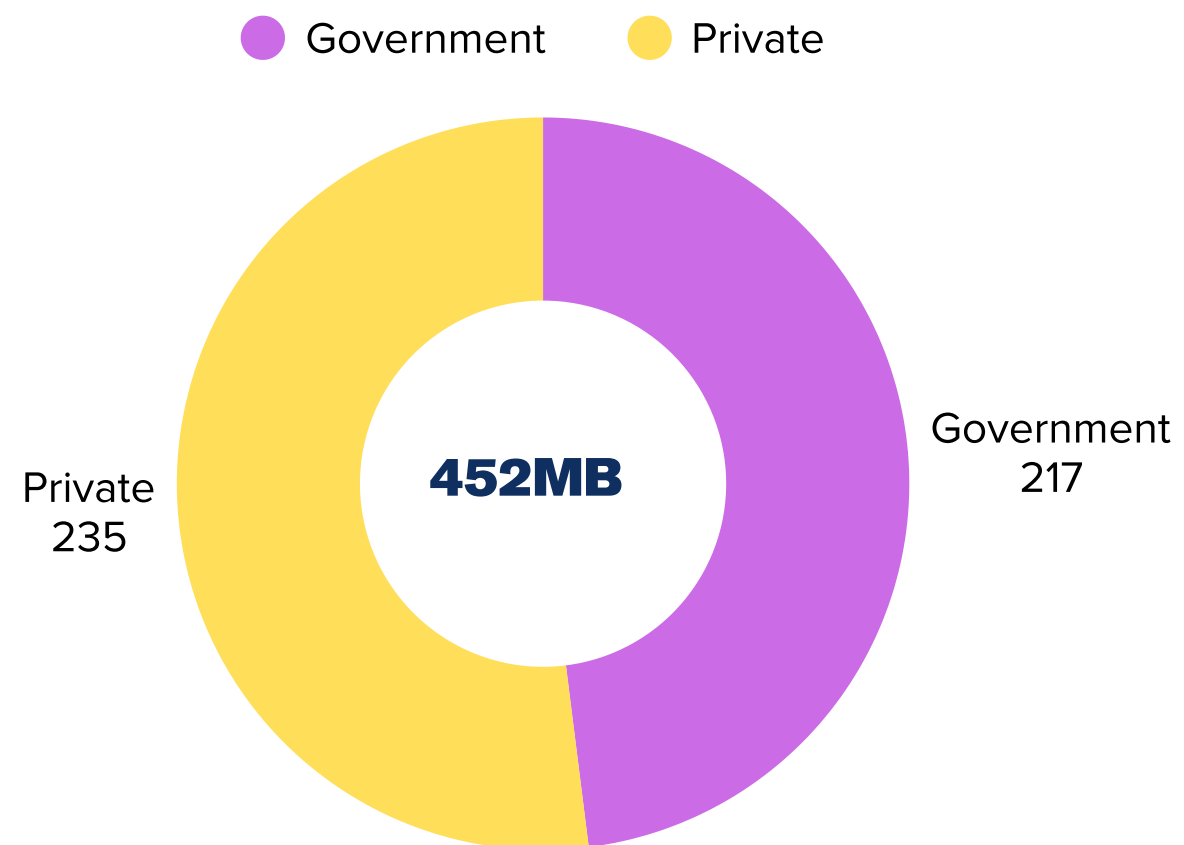


FINANCIAL HIGHLIGHTS



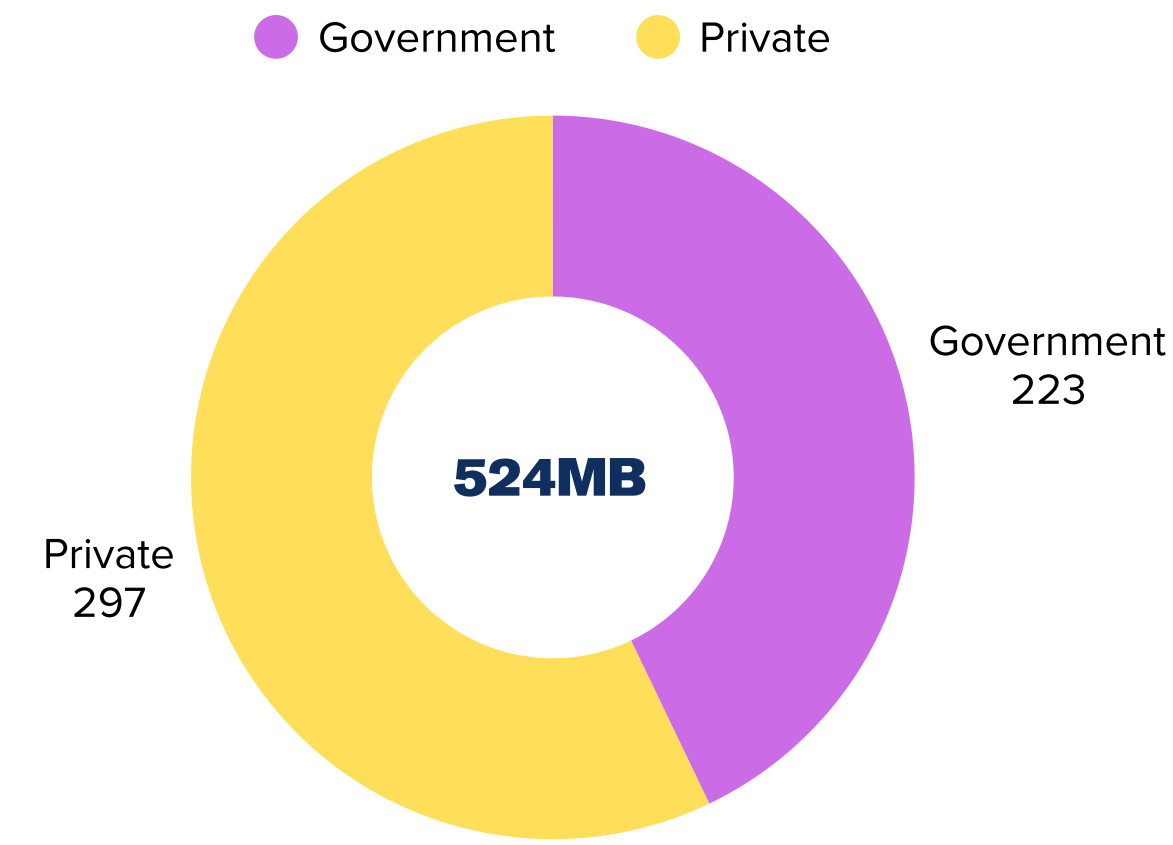
56% **44%**

Q2'2023



52% **48%**

Q2'2024



57% **43%**

Q2'2025

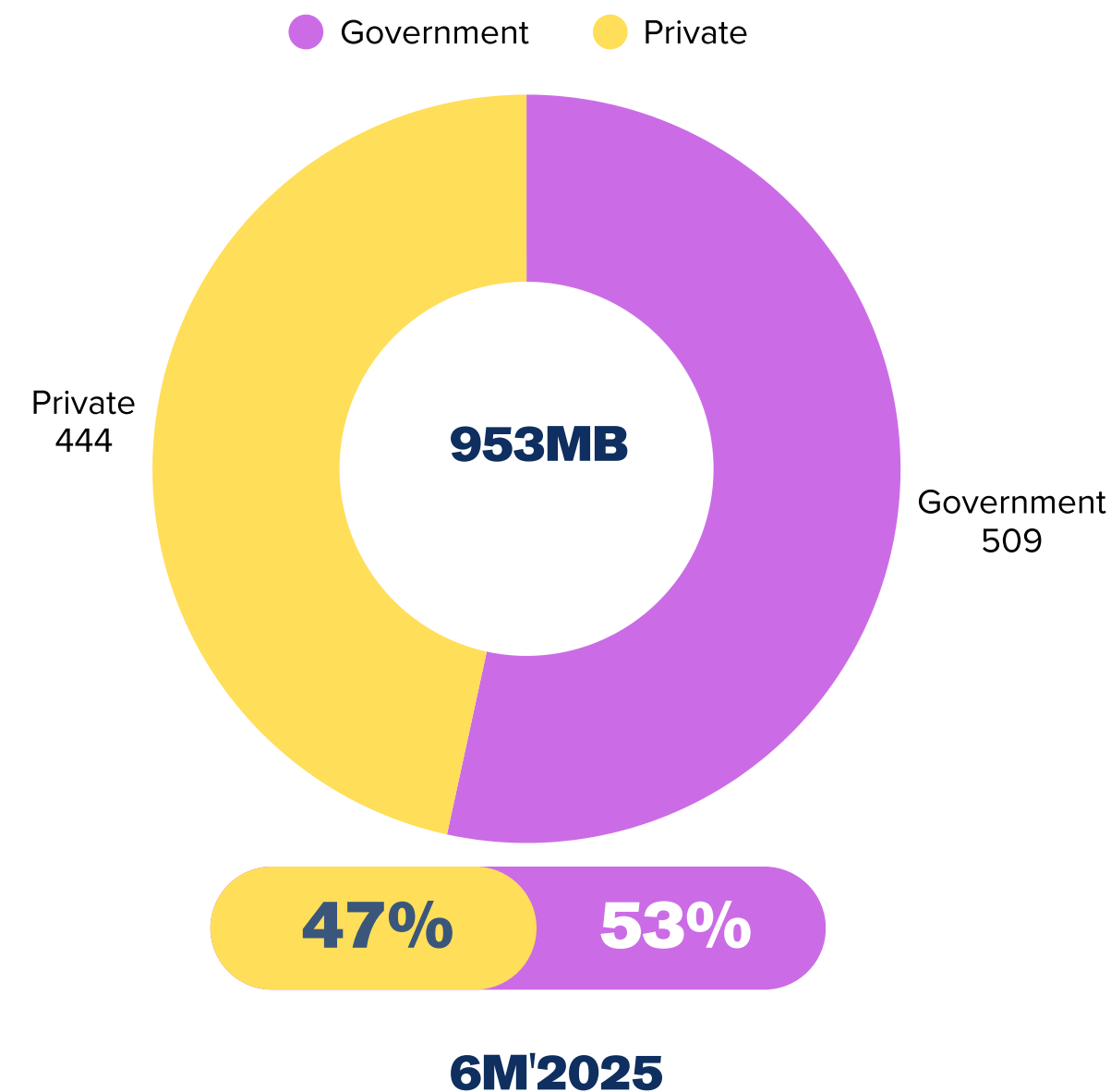
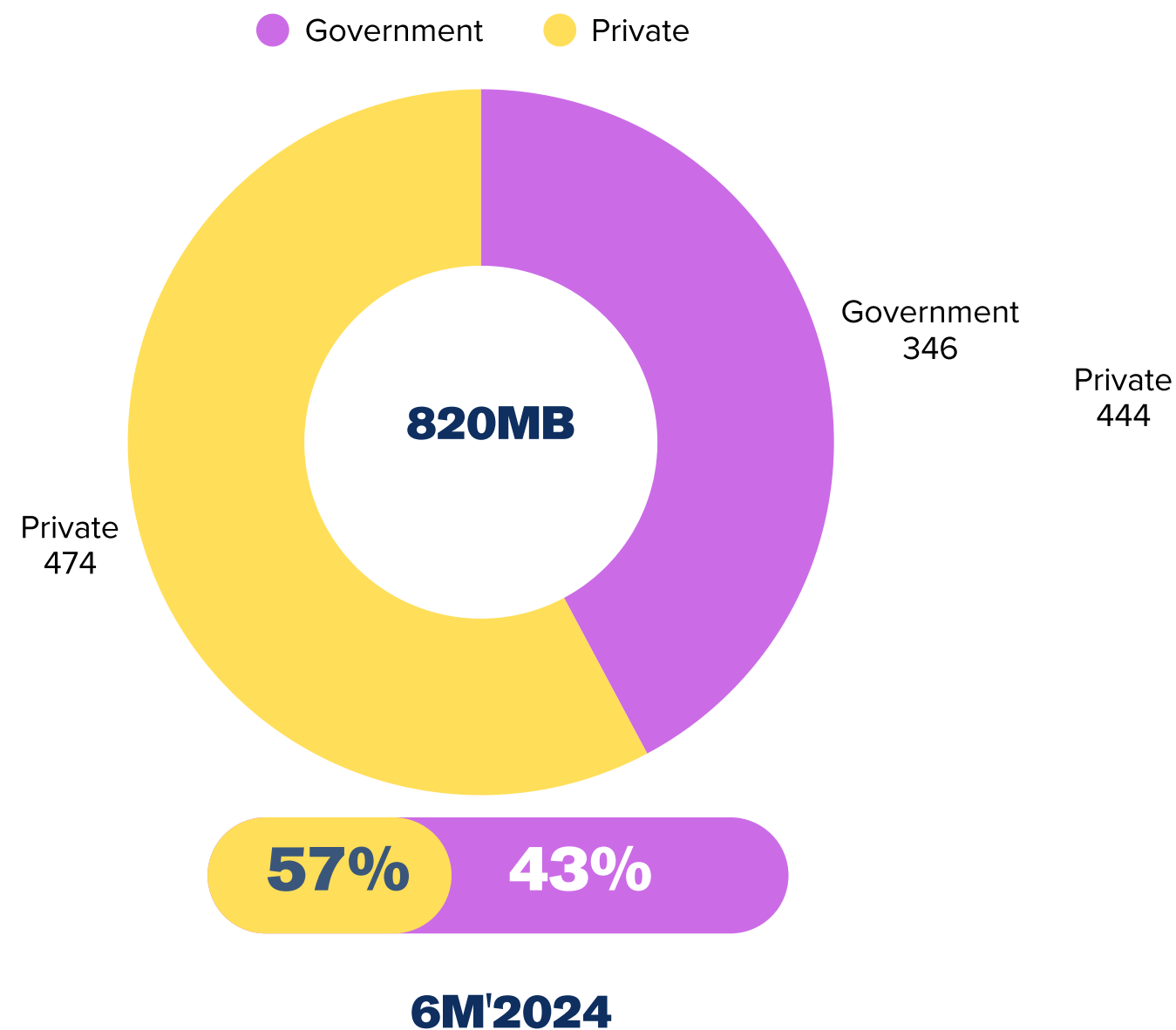
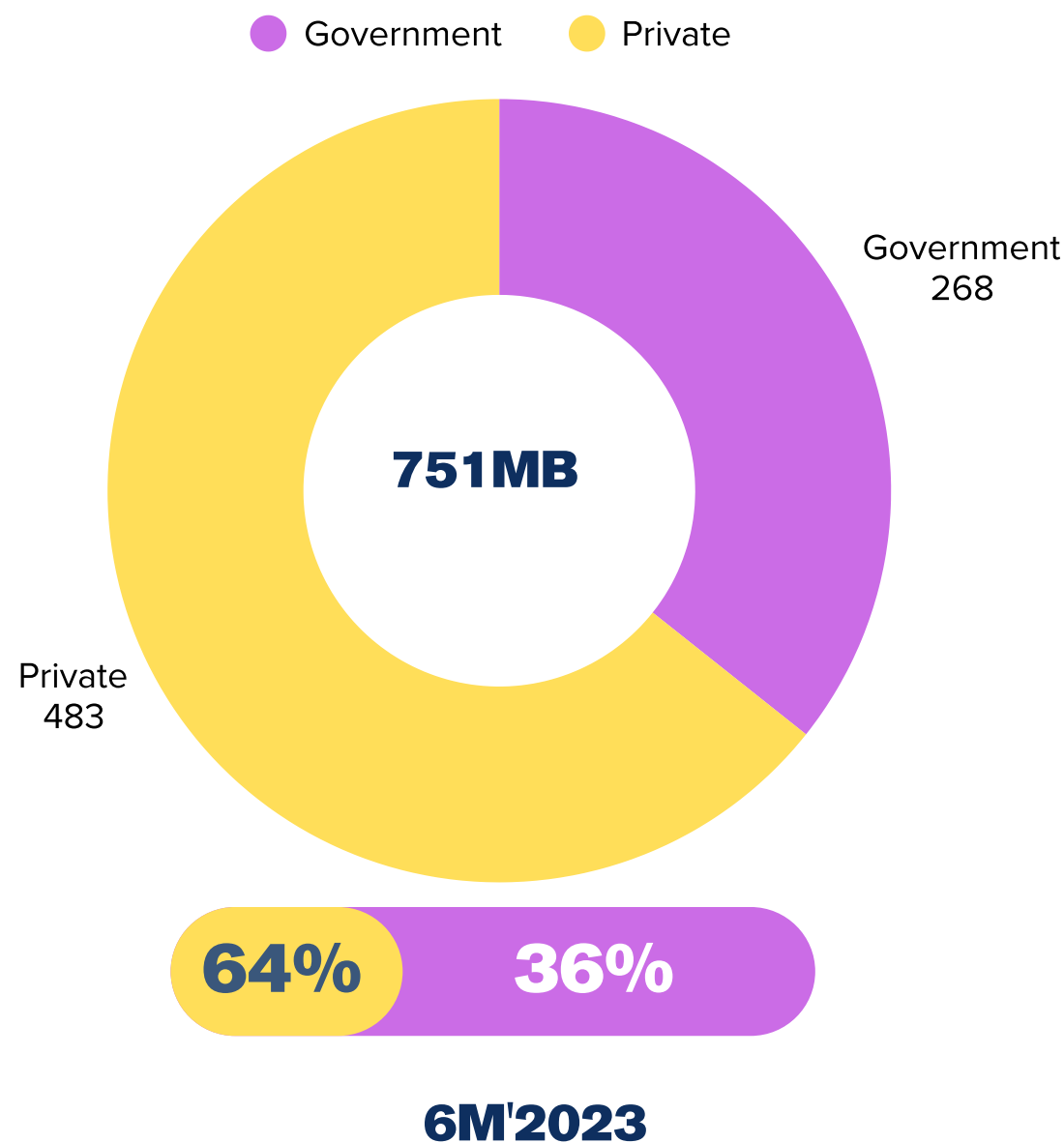
Private ▲ 😊

Government ▲ 😊

Government revenue increased from 217 MB (48%) to 227 MB (43%) following accelerated public project execution while private revenue increased from THB 235 million (52%) to THB 297 million (57%) as the Company was able to deliver ongoing projects to clients ahead of schedule.



FINANCIAL HIGHLIGHTS



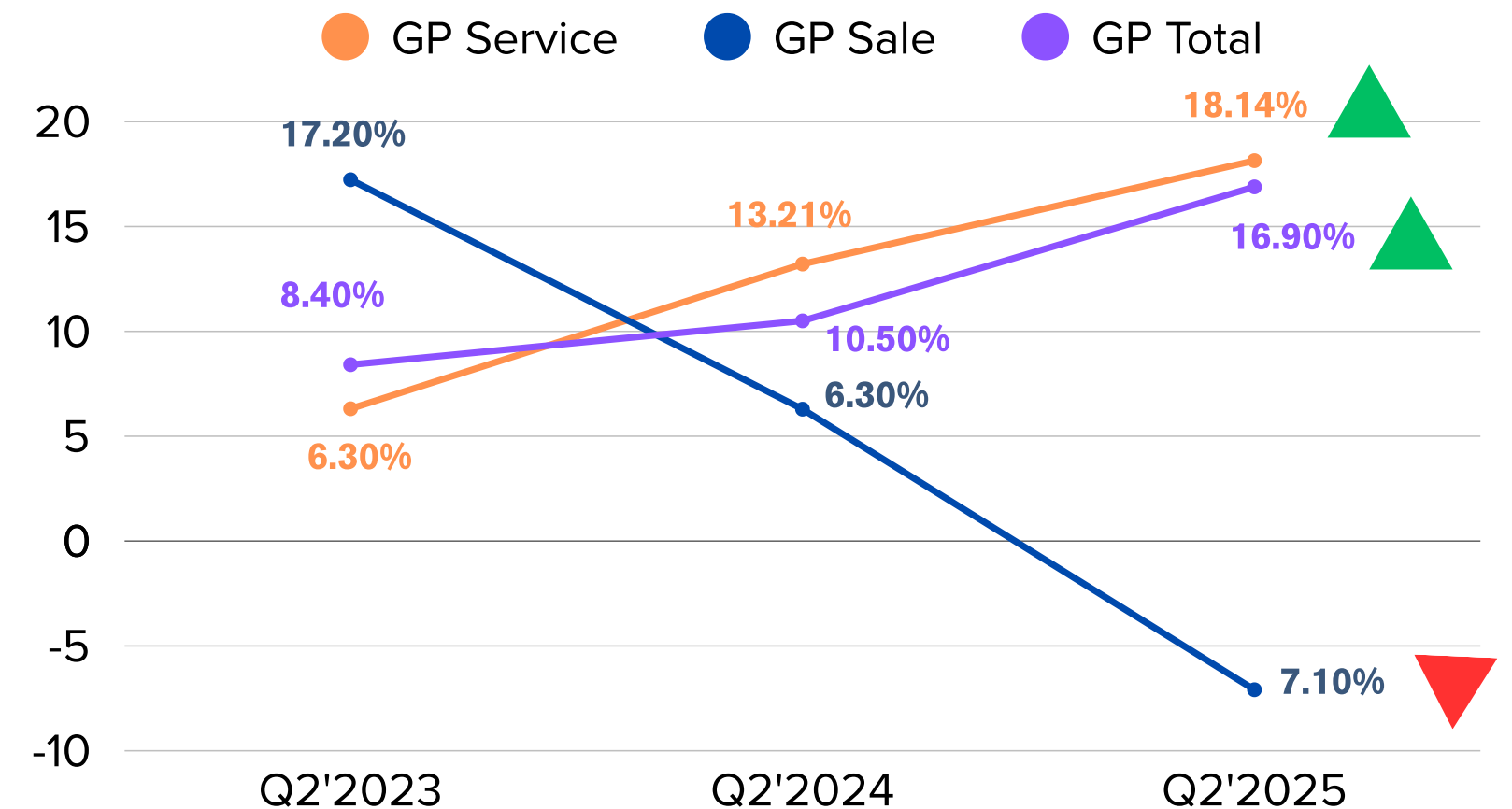
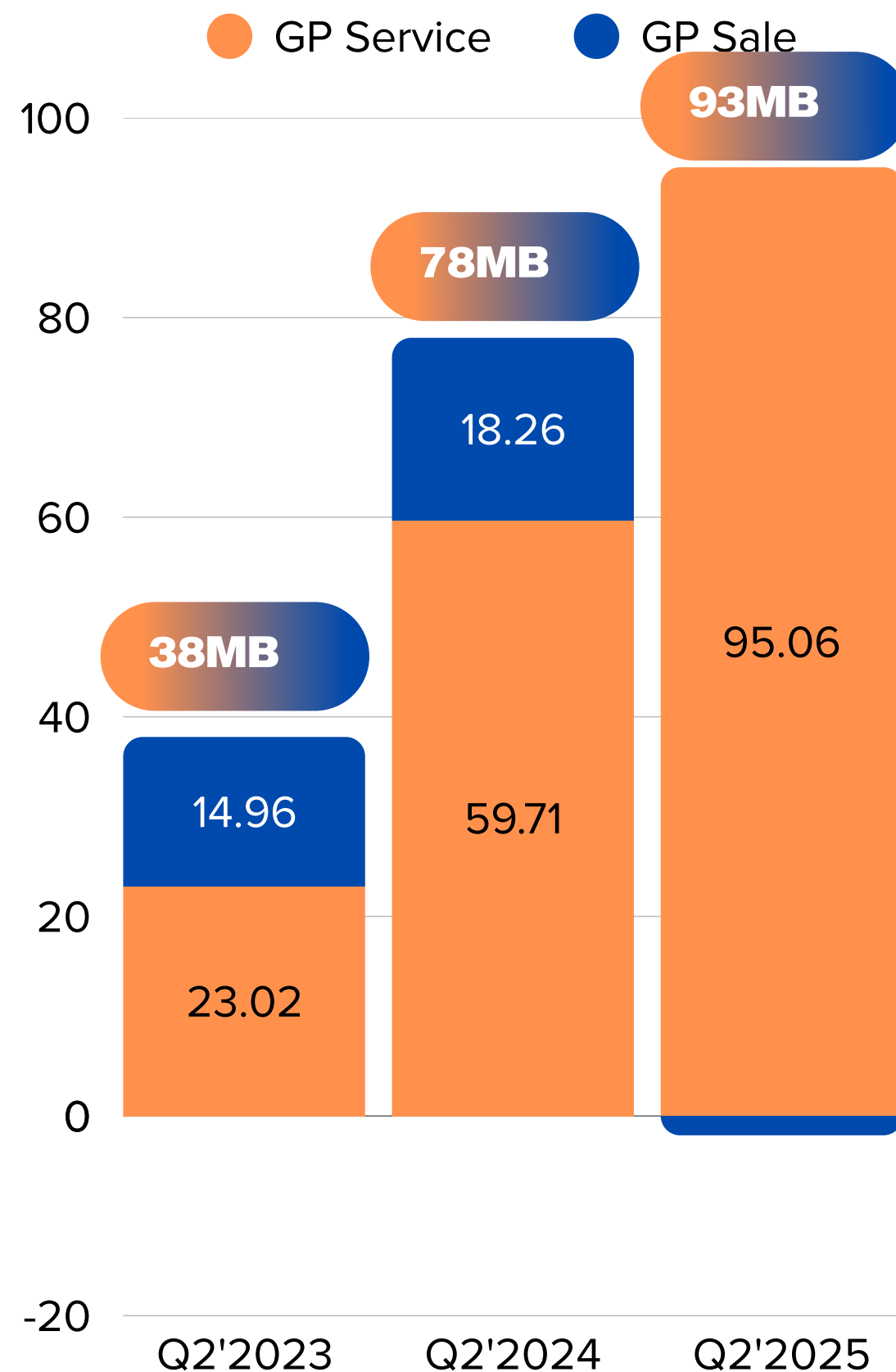
Private ▼ 😡

Government ▲ 😊

Government revenue increased from THB 346 million (42%) to THB 509 million (53%) due to accelerated execution of public projects, while private revenue declined from THB 474 million (57%) to THB 444 million (47%) as the Company had delivered ongoing projects to clients in the previous quarter, and remaining private projects had not yet been recognized as revenue.



FINANCIAL HIGHLIGHTS



GP amount ▲ 15MB. ▲ 19%

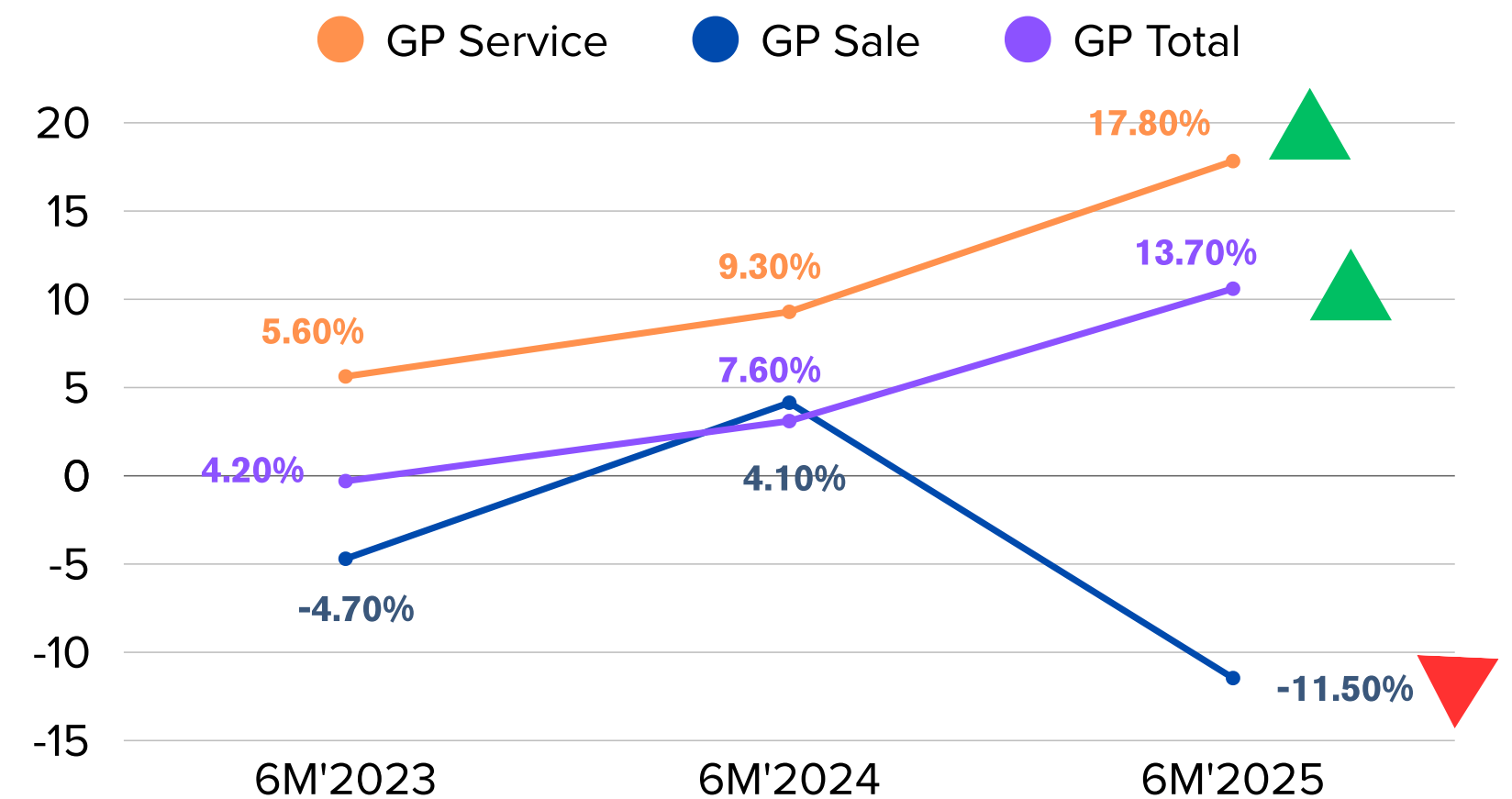
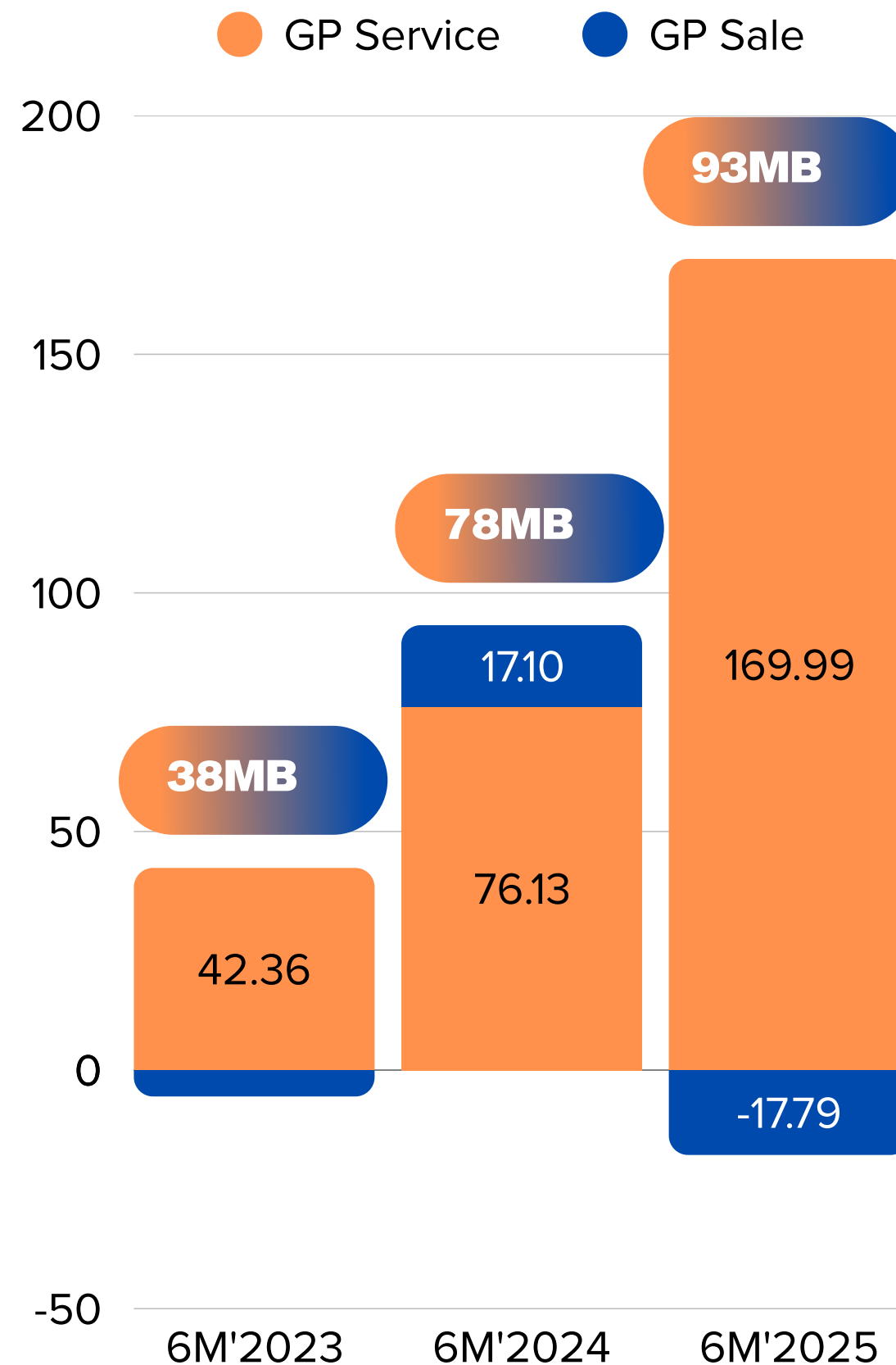


GP Amount : The improvement was primarily driven by stronger performance in the construction contracting segment, particularly substation construction projects.

GP margin : Stronger substation construction performance boosted GP margin from 10.5% to 16.9%, despite similar revenue levels.



FINANCIAL HIGHLIGHTS



GP amount ▲ 59MB. ▲ 63%

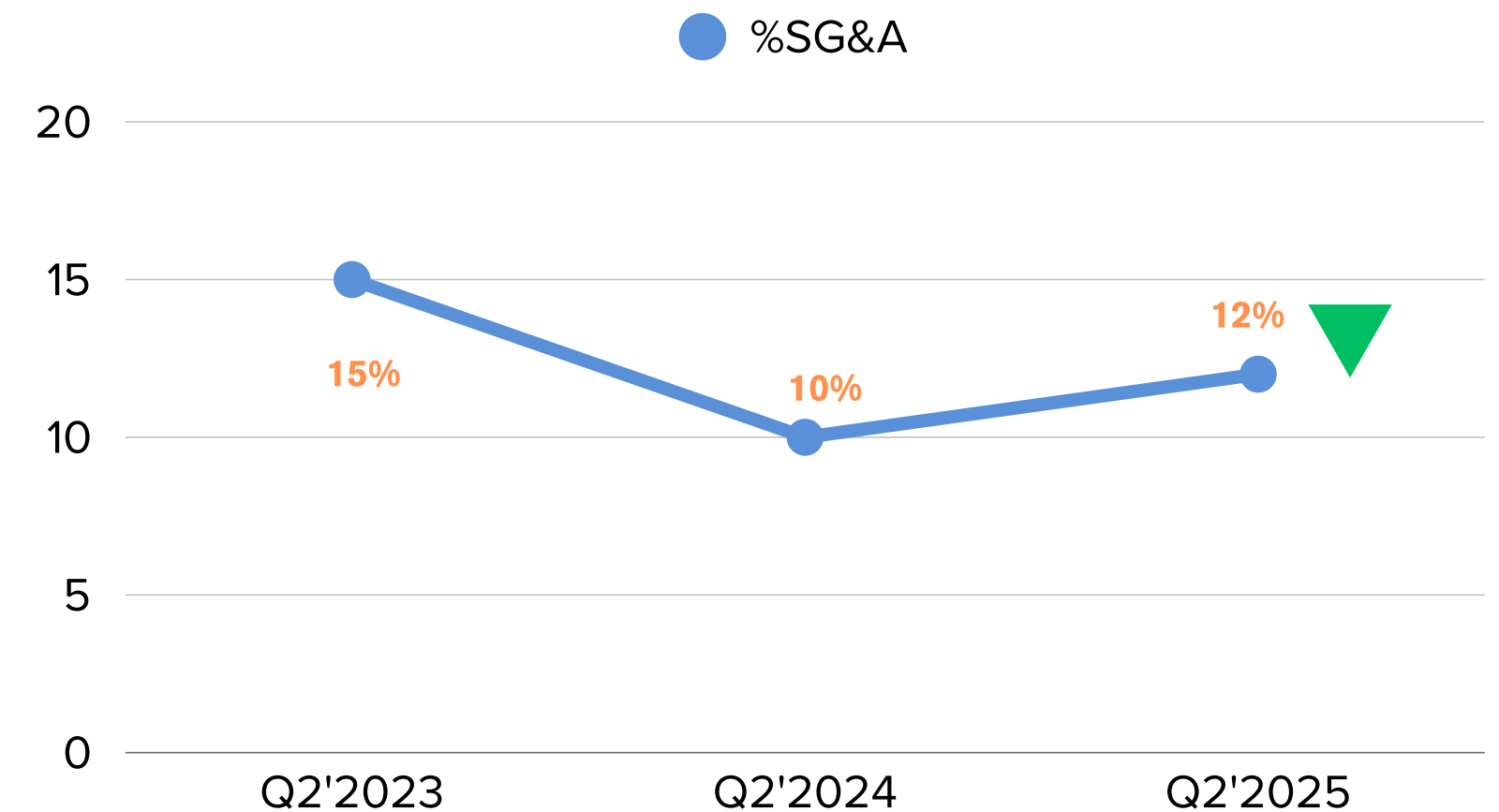
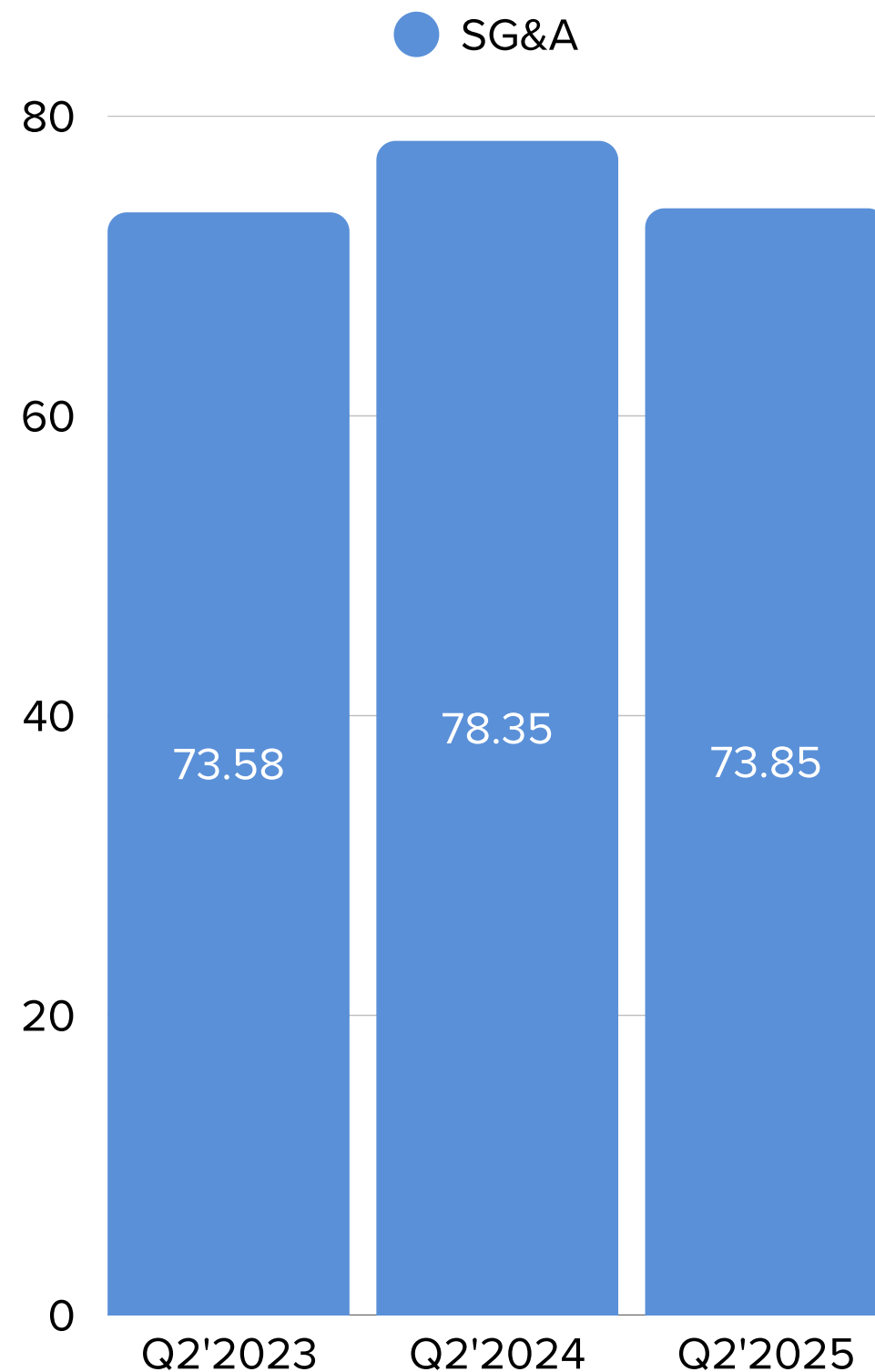


GP Amount : The improvement was primarily driven by stronger performance in the construction contracting segment, particularly substation construction projects.

GP margin : Stronger substation construction performance boosted GP margin from 7.6% to 13.7%, despite similar revenue levels.



FINANCIAL HIGHLIGHTS

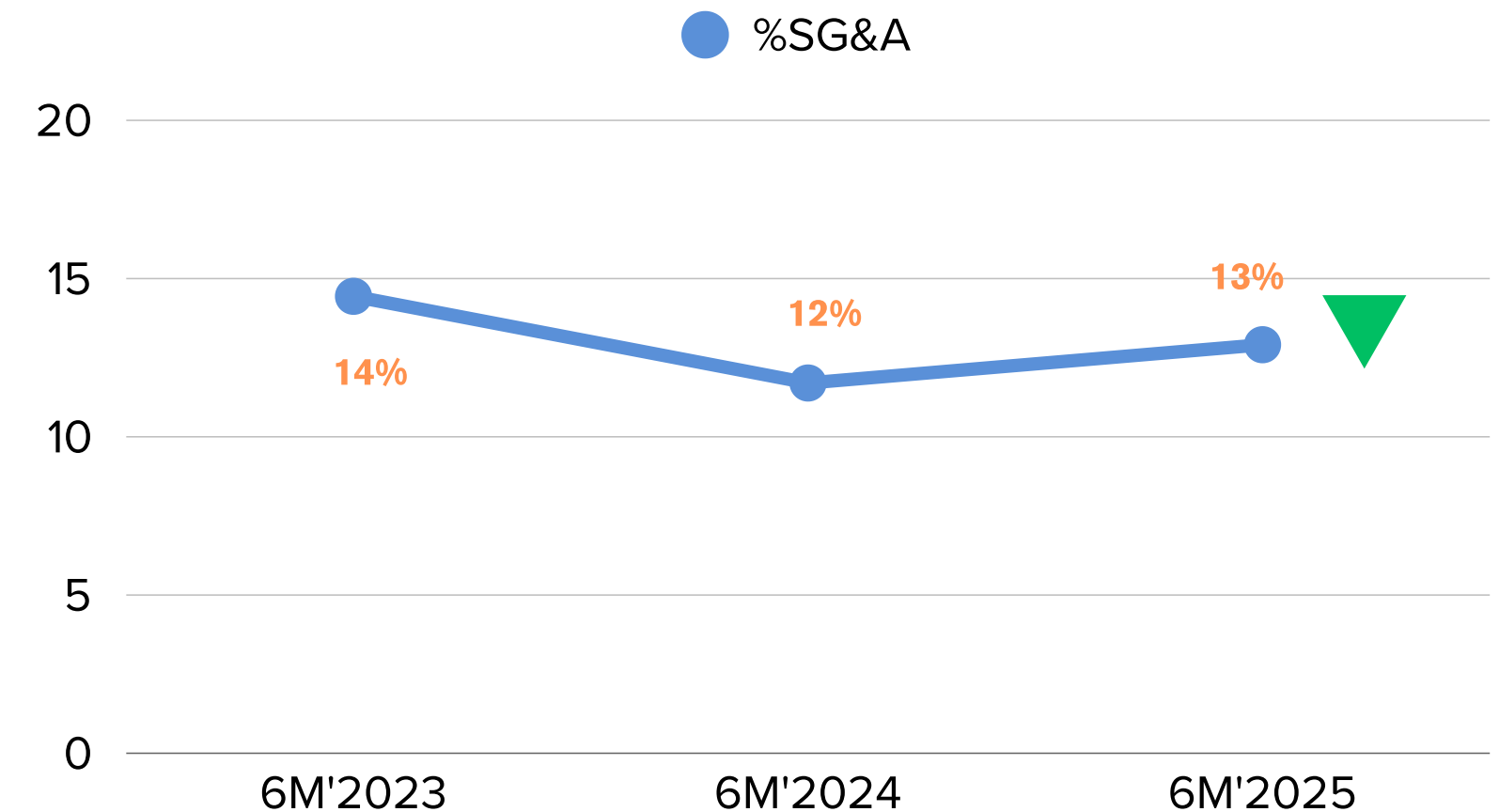
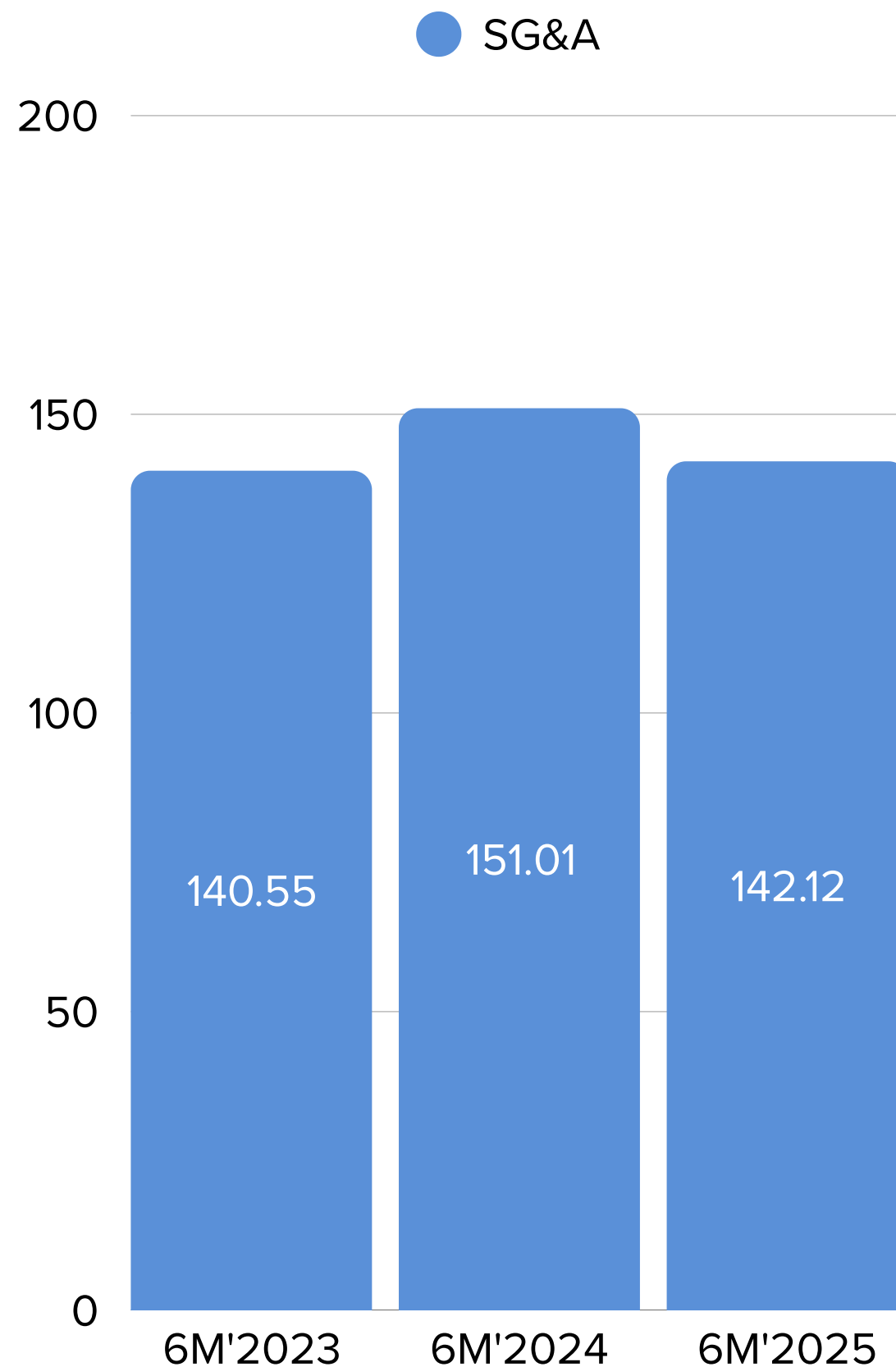


GP amount ▼ 4.5MB. ▼ 5.7% 😊

In Q2/2025, the Company recorded general selling and administrative expenses general of THB 73.85 million, representing a decrease of THB 4.5 million or 5.7% YoY compared to the same period of the previous year. The decrease was mainly attributable to the organizational restructuring aimed at reducing long-term expenses and enhancing operational efficiency. This restructuring is part of the Group's strategic plan to strengthen competitiveness and ensure sustainable growth.



FINANCIAL HIGHLIGHTS



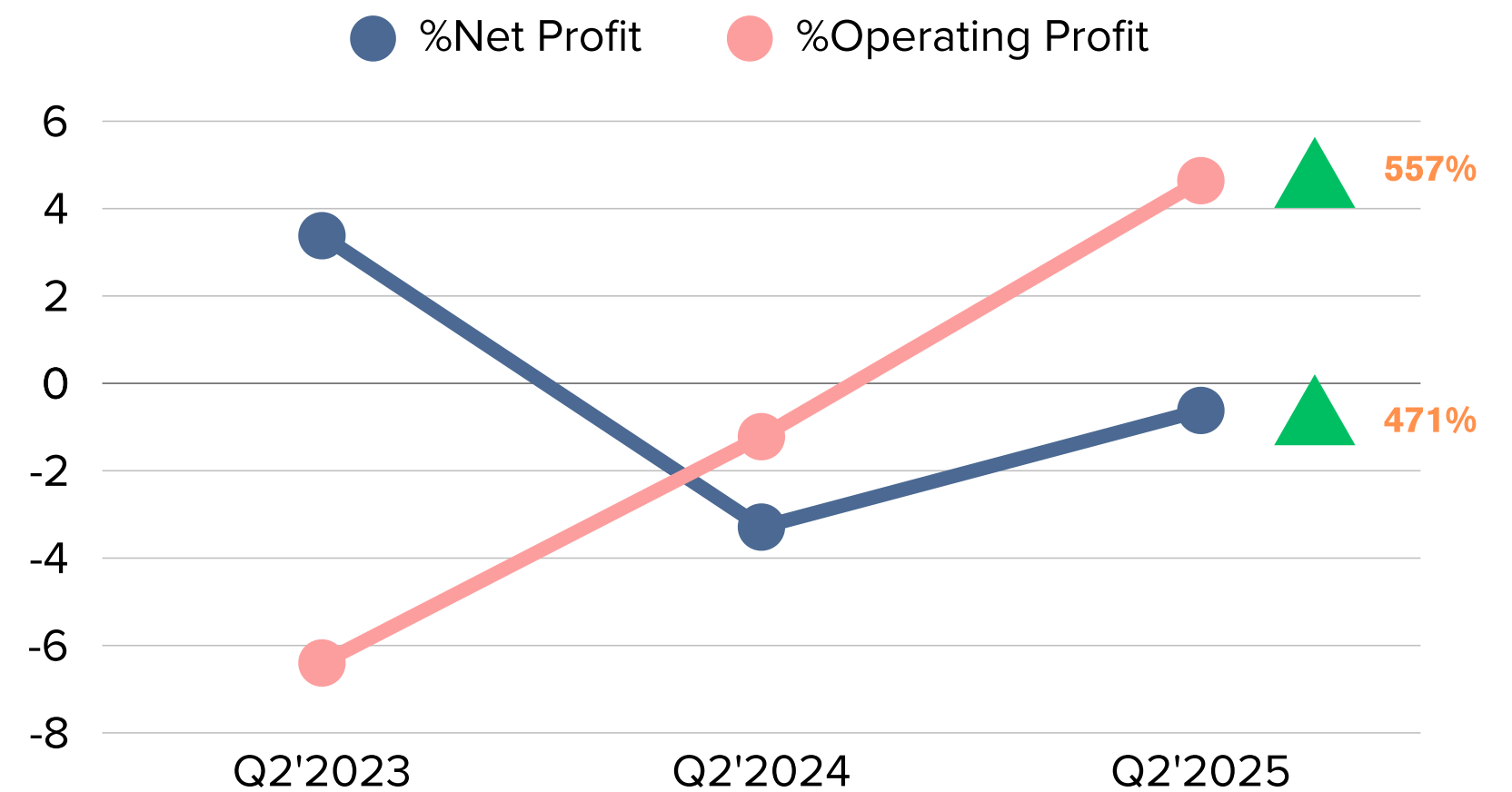
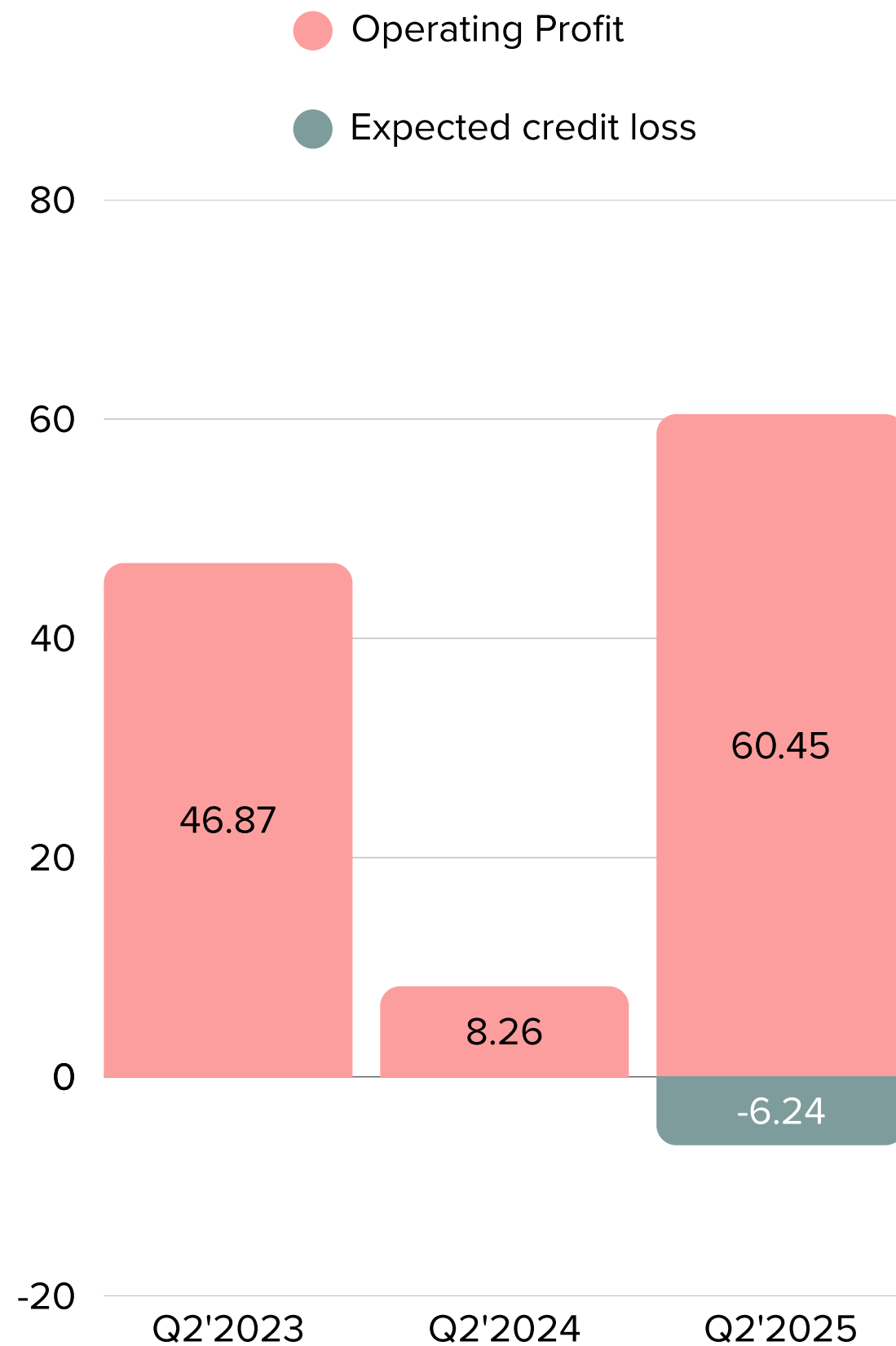
GP amount ▼ 3.96MB. ▼ 3%



For the six-month period of 2025, selling and administrative expenses general amounted to THB 142.10 million, representing and decrease of THB 3.96 million or 3 percent The decrease was mainly attributable to the organizational restructuring aimed at reducing long-term expenses and enhancing operational efficiency. This restructuring is part of the Group's strategic plan to strengthen competitiveness and ensure sustainable growth.



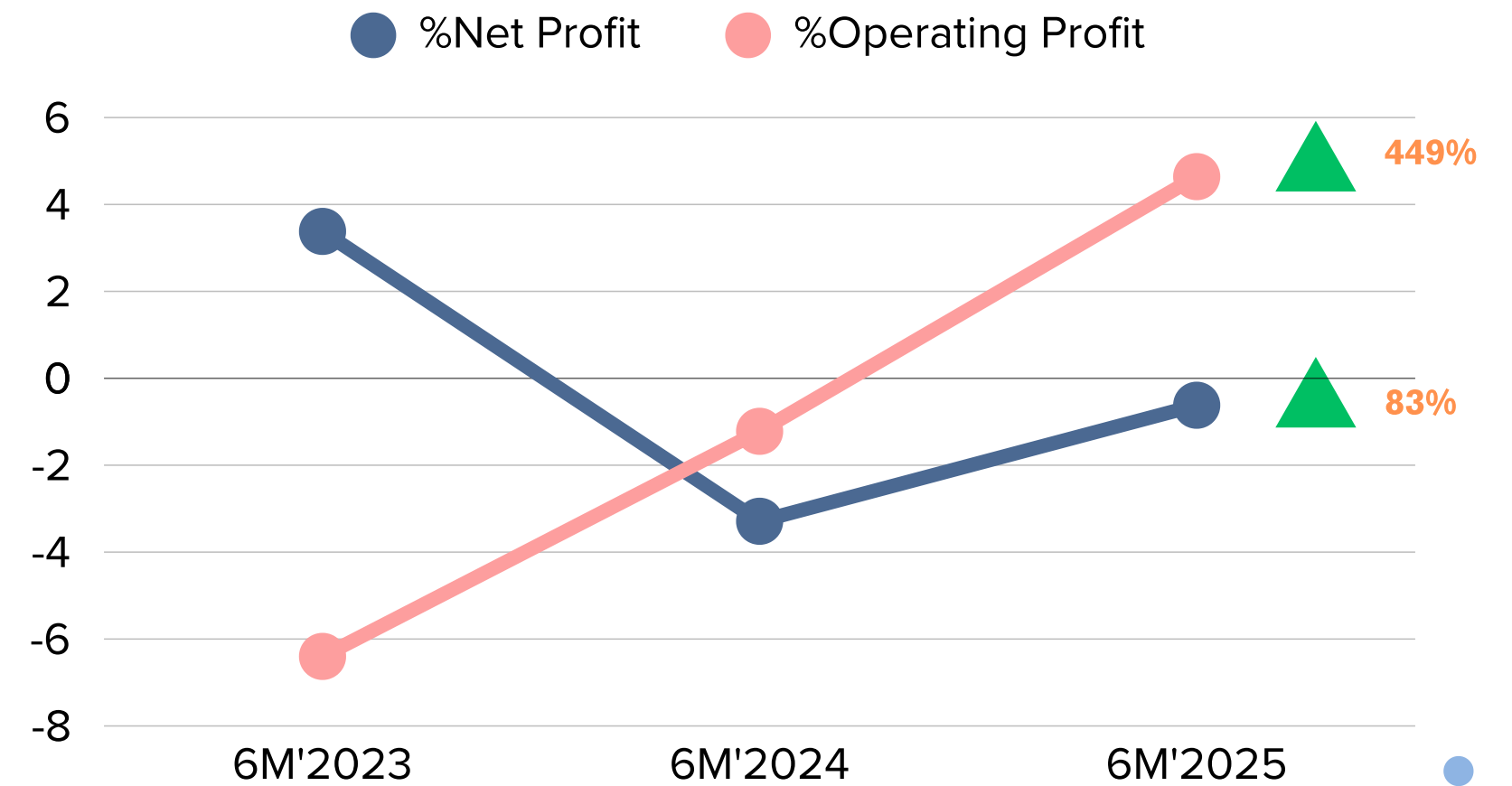
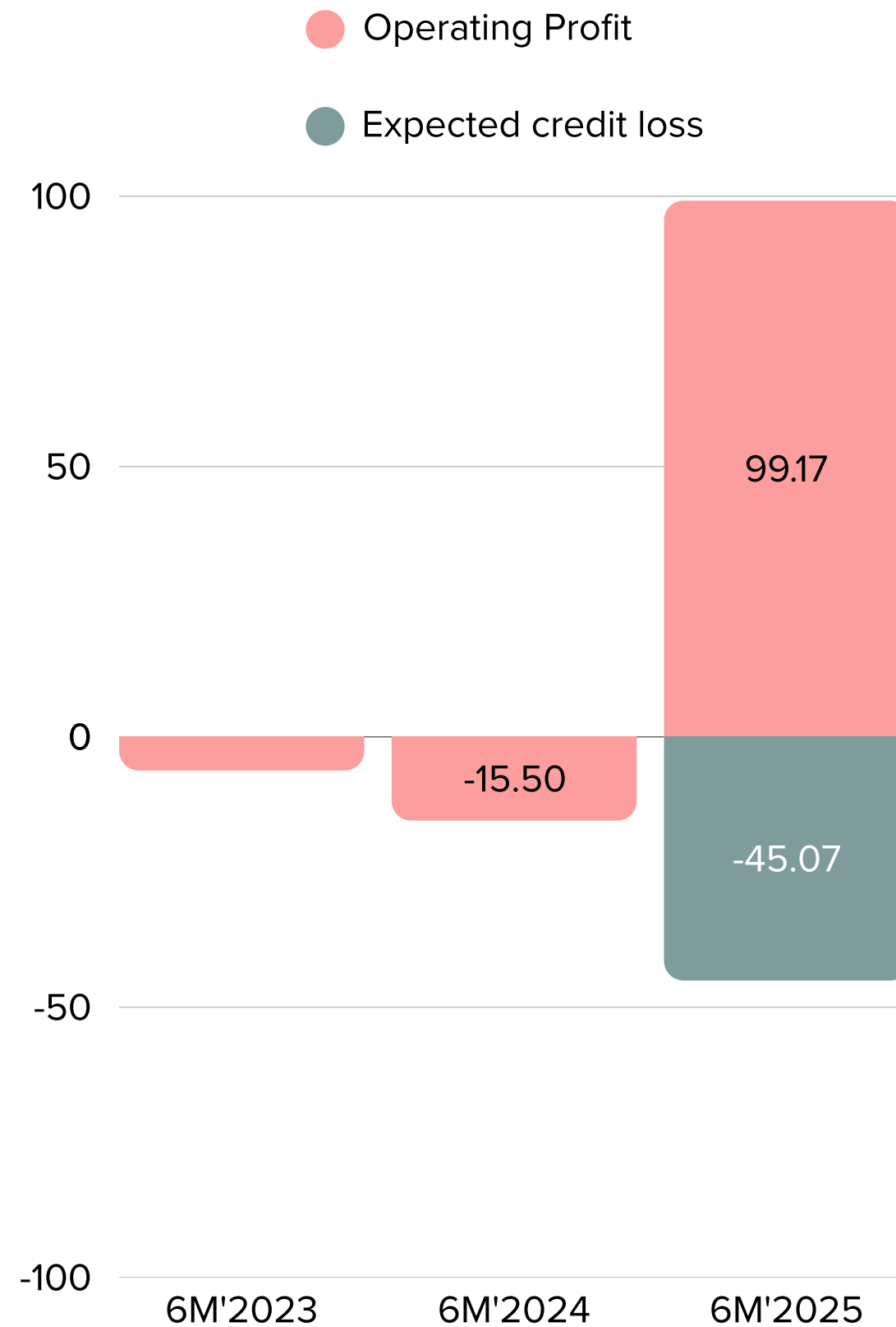
FINANCIAL HIGHLIGHTS



In Q2/2025, net profit was 24.2 million baht, an increase of 30.7 million baht or 471 percent compared to Q2/2024. 😊



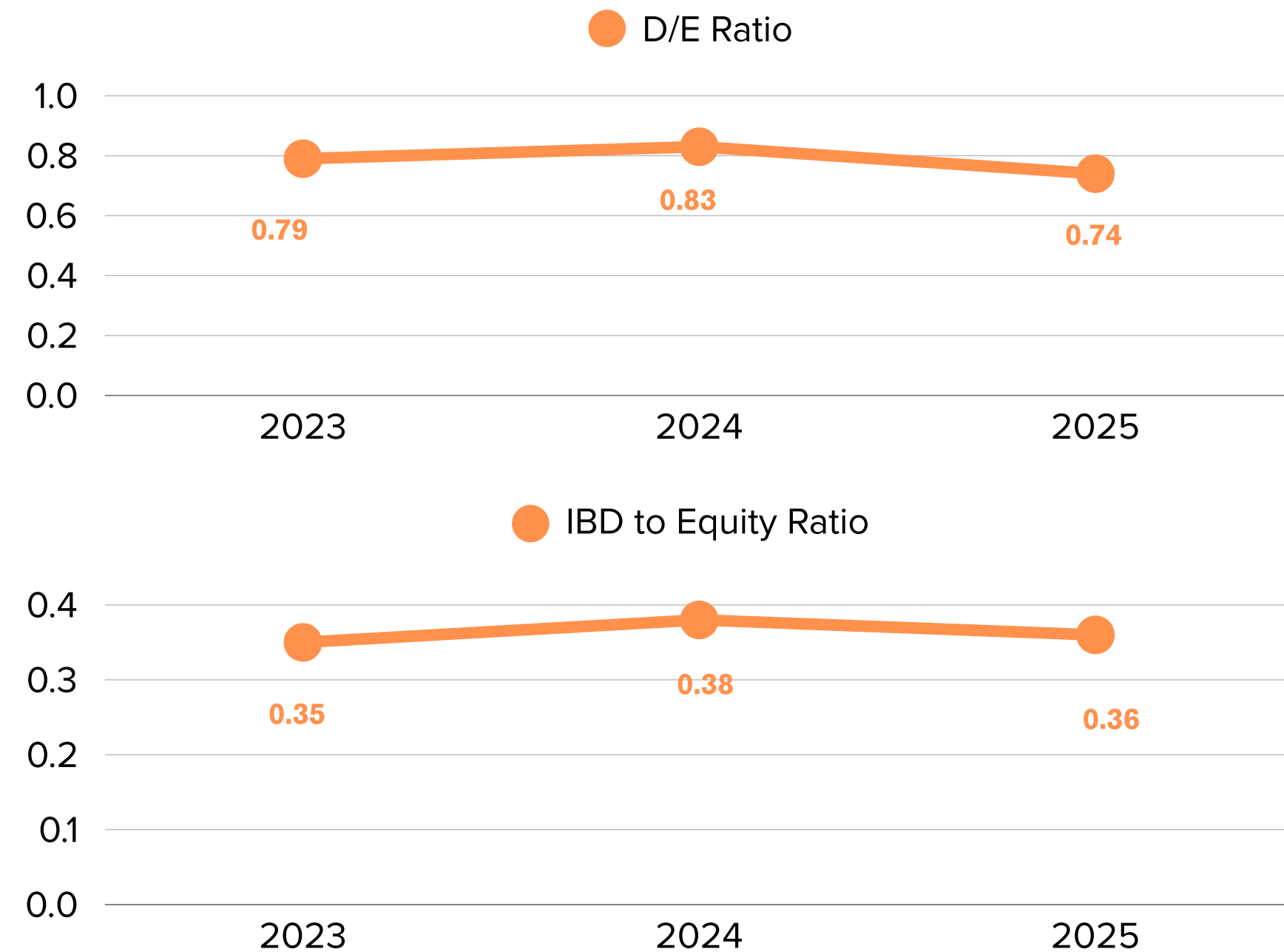
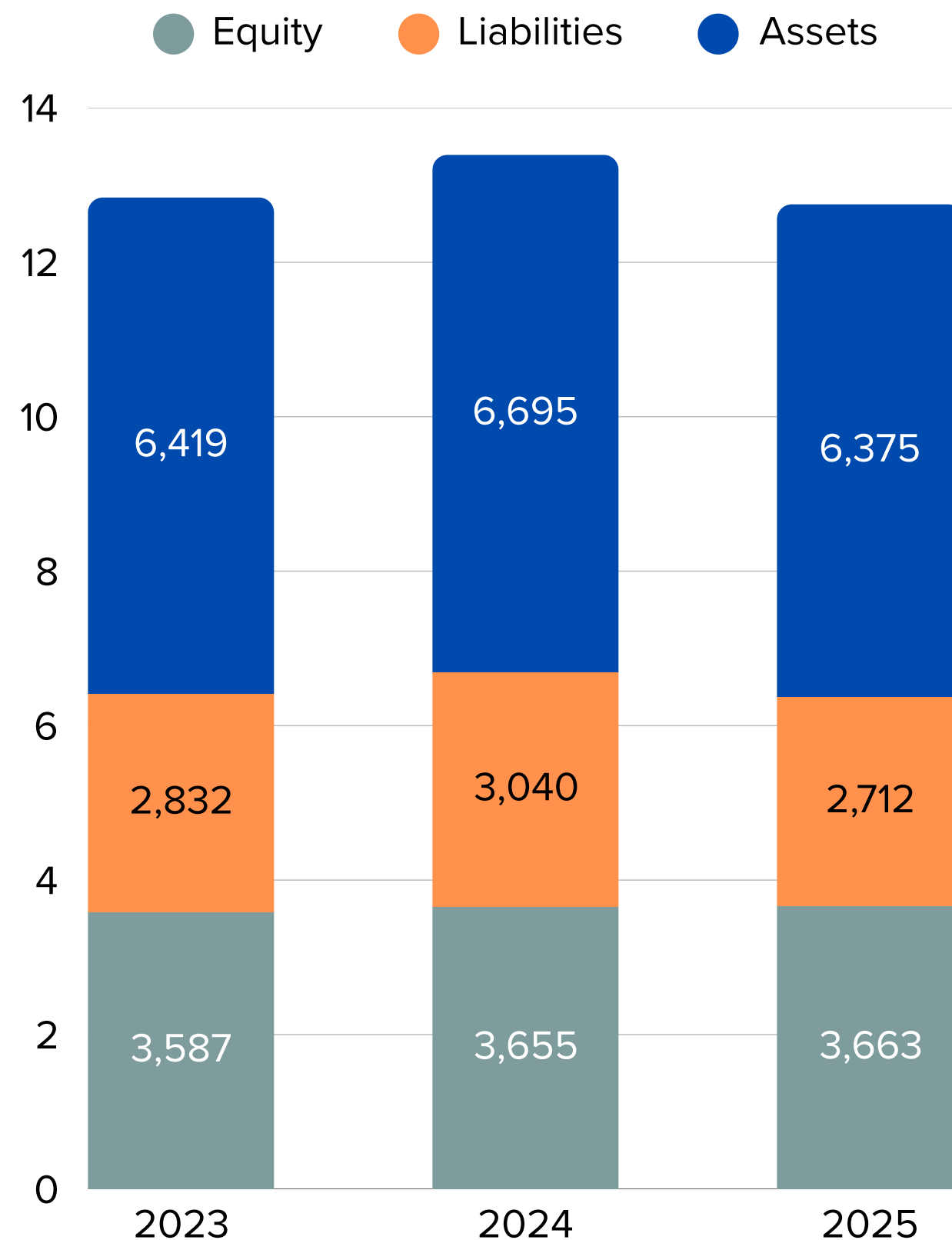
FINANCIAL HIGHLIGHTS



For the six-month period of 2025, net profit was -7 million baht, and decrease of 30.7 million baht or 471 percent compared to Q2/2024. 😊



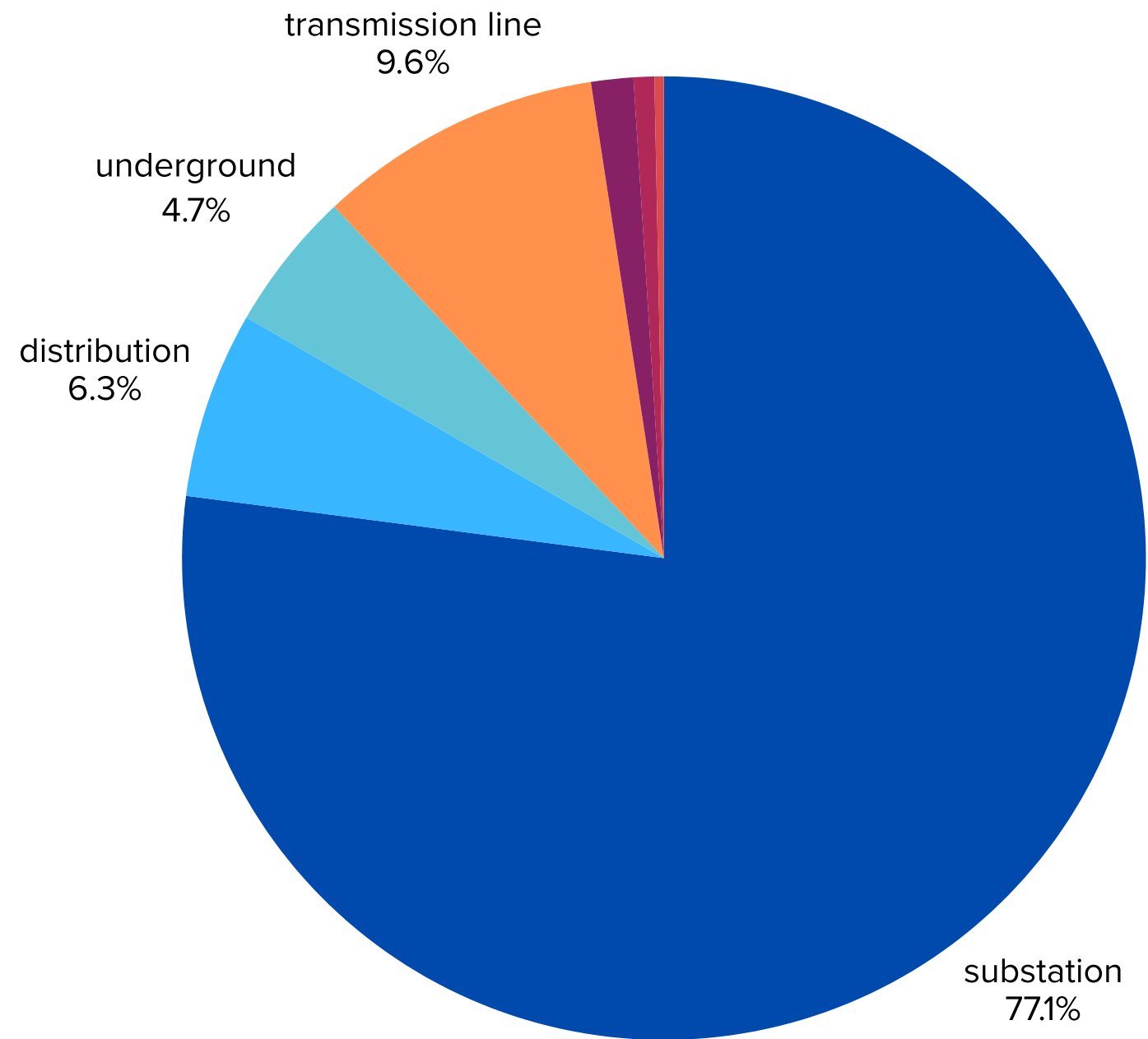
FINANCIAL HIGHLIGHTS



As of Q2/2025, the Company's financial position remained sound, with a slight decline in total assets mainly due to trade receivable collections. Liabilities also decreased following repayments of short-term borrowings and trade payables. Consequently, both D/E and IBD/E ratios improved, reflecting a stronger and more efficient capital structure.



FINANCIAL HIGHLIGHTS



Backlog Until 30 , June 2025 Amount 3,180 MB

PROJECT	Q3'2025-Y2027
substation	2,450.00
distribution	199.00
underground	149.00
transmission line	304.00
telecommunication	45.00
operation & maintenance	22.00
engineering design	10.00
renewable	0.10
Grand Total	3,180.00

Total Backlog 3,180 😊

Government 1,600MB 50.30%

Private 1,580MB 49.70%



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2 ACTIVITIES HIGHLIGHTS

3 FINANCIAL HIGHLIGHTS

4 BUSINESS OUTLOOK

5 Q&A



BUSINESS OUTLOOK

>>>>>> Key Driver



Renewable and Alternative Energies Development Plan during the year 2021 - 2030

Private PPA, Community-Based Power Plants.

Focusing on the BOP - Balance of Plant for Wind Farm and Solar Farm projects as well as the Grid connecting to PEA and EGAT Electrical Network. Estimated projects' value is more than MTHB 10,000



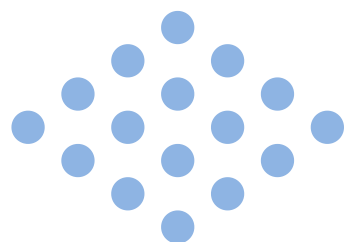
EGAT's Investment plan during the year 2020 - 2030 MTHB 300,000

Constructing Transmission and Distribution Line and Substations to support the Grid modernization & Asian power grid policy.



MEA's Investment Budget during the year 2016 - 2026 MTHB 50,000

Constructing Underground Cable System in Metropolitan Area and Renovating Substations.





BUSINESS OUTLOOK



Key Driver



PEA's Investment Budget during the year 2022 - 2024 MTHB 30,000

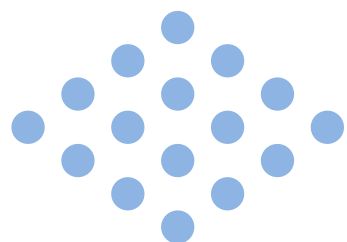
Constructing Transmission and Distribution Line, Substations and Underground Cable.



Entering to new businesses by moving to Computerized Base and Platforms such as Smart Grid, Micro Grid, Energy Storage including businesses related to Electric Vehicles, Energy Management



Invest in Solar rooftop (Private PPA) targets 20 MW during the year 2021 - 2027





THANK YOU

Demco Public Company Limited
Q2 Y2025

