

OPPORTUNITY DAY

Demco Public Company Limited

Q2 Y2025

2 September 2025

AGENDA



1 COMPANY OVERVIEW

2 ACTIVITIES HIGHLIGHTS

3 FINANCIAL HIGHLIGHTS

4 BUSINESS OUTLOOK

5 Q&A

AGENDA



1

COMPANY OVERVIEW

2

ACTIVITIES HIGHLIGHTS

3

FINANCIAL HIGHLIGHTS

4

BUSINESS OUTLOOK

5

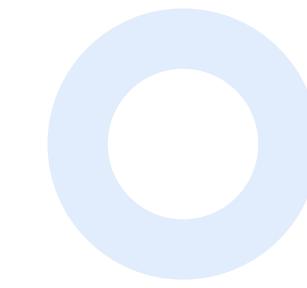
Q&A



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 และสารารถยุปโภค ด้วยนวัตกรรมและเทคโนโลยีที่ทันสมัย เพื่อสร้างคุณค่าที่ยั่งยืน”



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



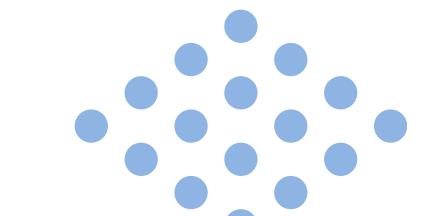
B. Factory & Sale

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



C. Investment

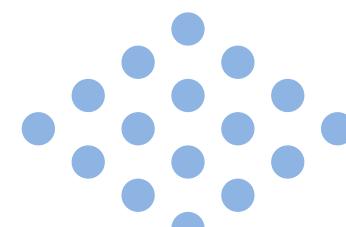
- **Investment** in Renewable Energy Project & Utility

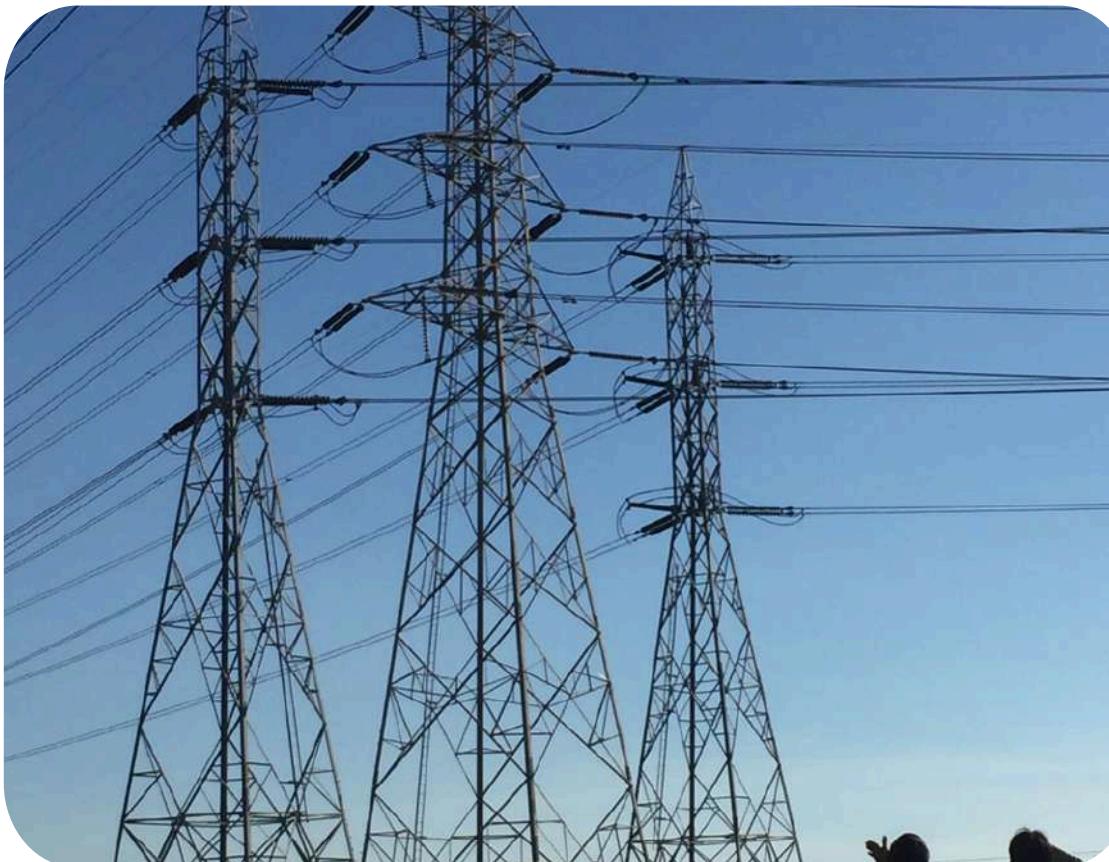


>>>> **Business Structure****A. Services (as turnkey contractor)**

ระยะ แกลง

ขอนแก่น 3 ร้อยเอ็ด 2

115kV Transmission Line

>>>> **Business Structure****A. Services (as turnkey contractor)**

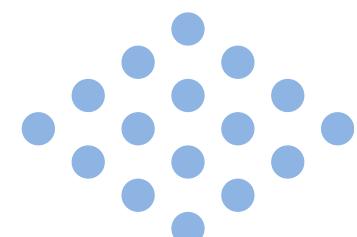
คลองดำเนิน-บางพลี
บางปะกง - คลองดำเนิน

230kV Transmission Line >>>>



>>>> **Business Structure****A. Services (as turnkey contractor)**

កំពង់កែ - សាមគក

500kV Transmission Line >>>>

COMPANY OVERVIEW

">>>> Business Structure

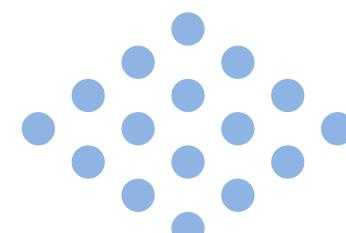


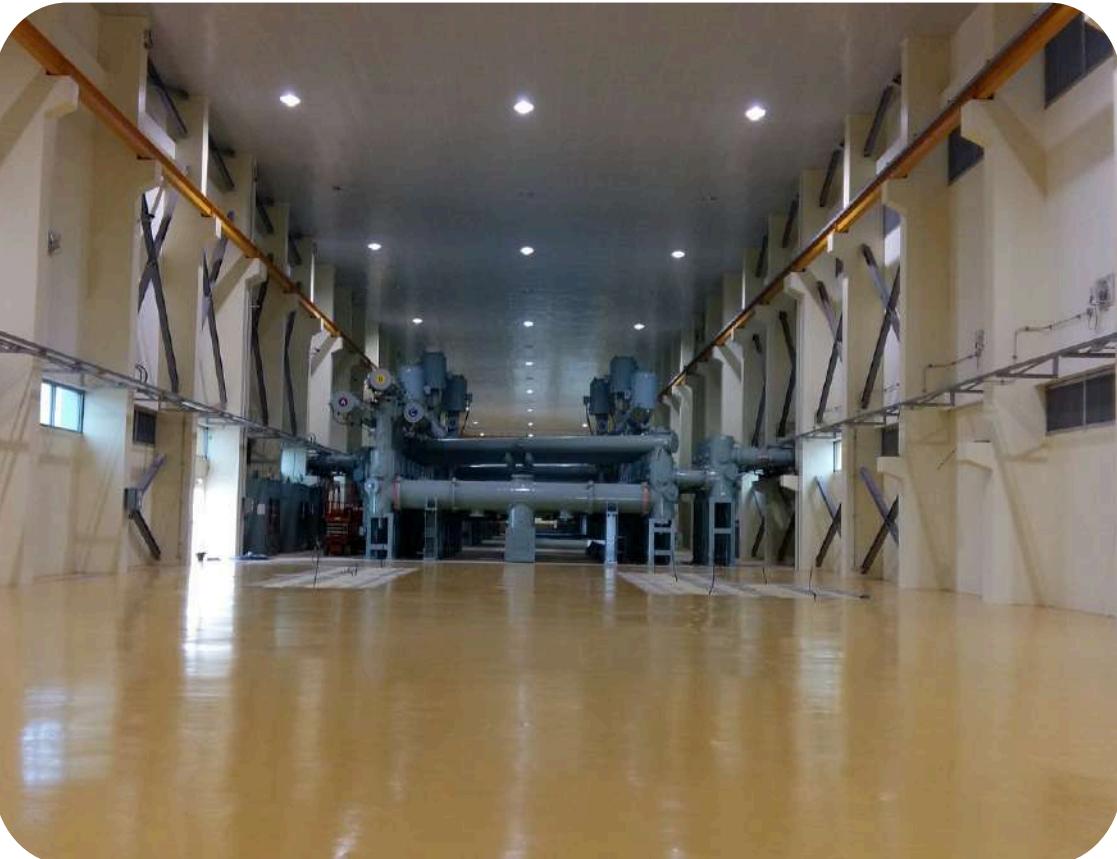
A. Services (as turnkey contractor)



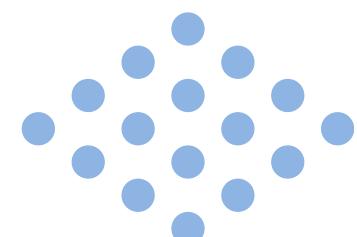
Ayutthaya 4

230-500kV GIS Substation



>>>> **Business Structure****A. Services (as turnkey contractor)**

สีคิ้ว 2

230kV Substation

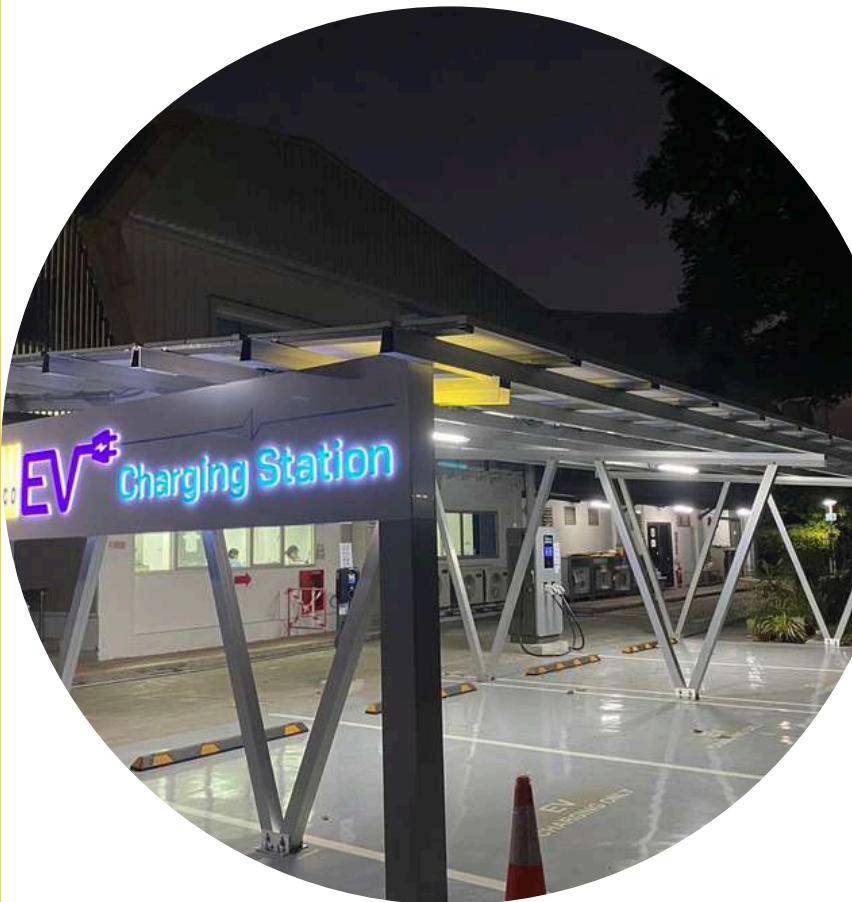
COMPANY OVERVIEW

">>>> Business Structure

EV Charging Station



A. Services (as turnkey contractor)

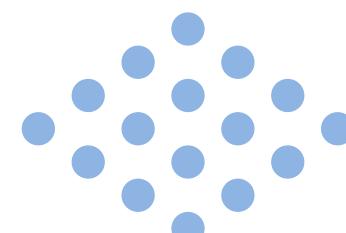


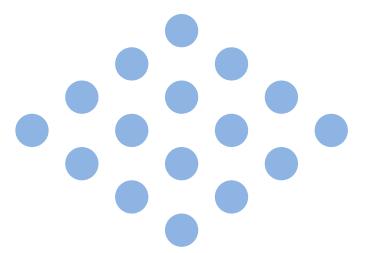
Demco EV Station

Tesla MEGA Bankna
EV Station

Tesla Ayutthaya
EV Station

Renewable Energy >>>



>>>> **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** >>>>

COMPANY OVERVIEW



Business Structure

Solar (EPC)



A. Services (as turnkey contractor)



Solar roof - บจก.ไทยคาสทิงโปรดักท์

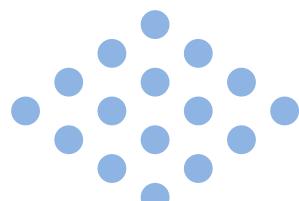


**Solar roof - บจก.นำชัยโภม
อิเล็คโตรนิคส์**



**Solar roof - บจก.ชานไทย
พี แอนด์ เอส**

Renewable Energy



COMPANY OVERVIEW

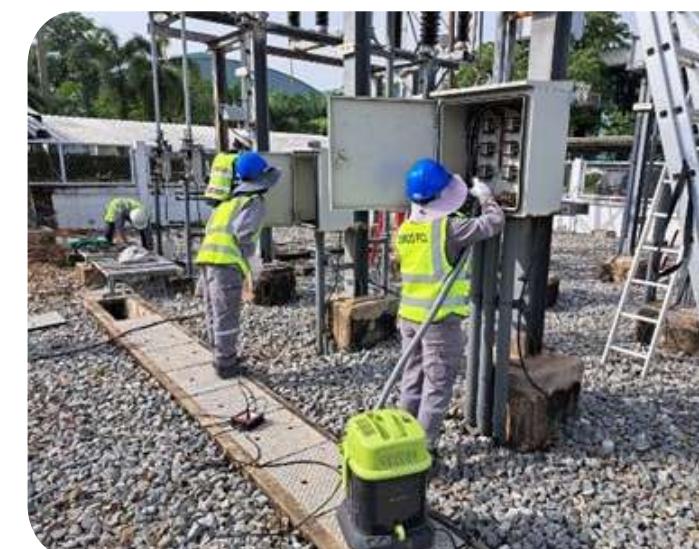
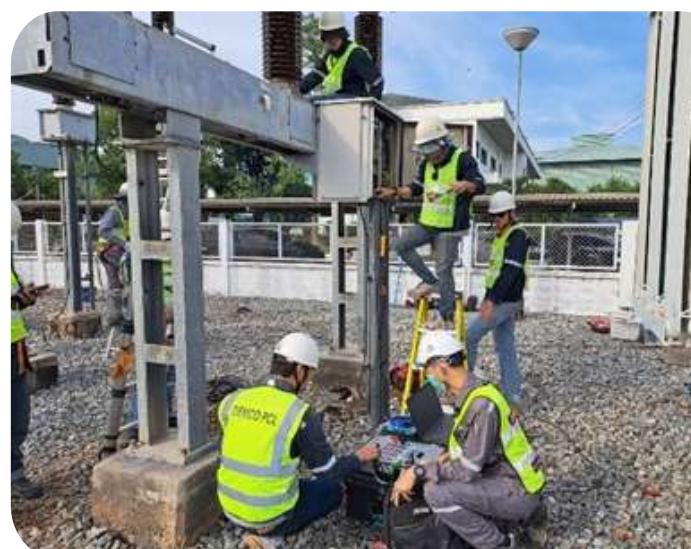
>>> Business Structure



A. Services (as turnkey contractor)

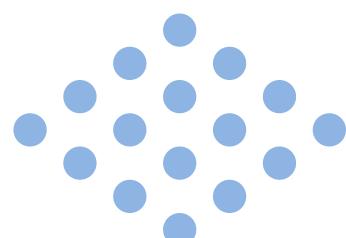


PM Lee
kitchareonseang



PM thai stanley

Operation & Maintenance >>>

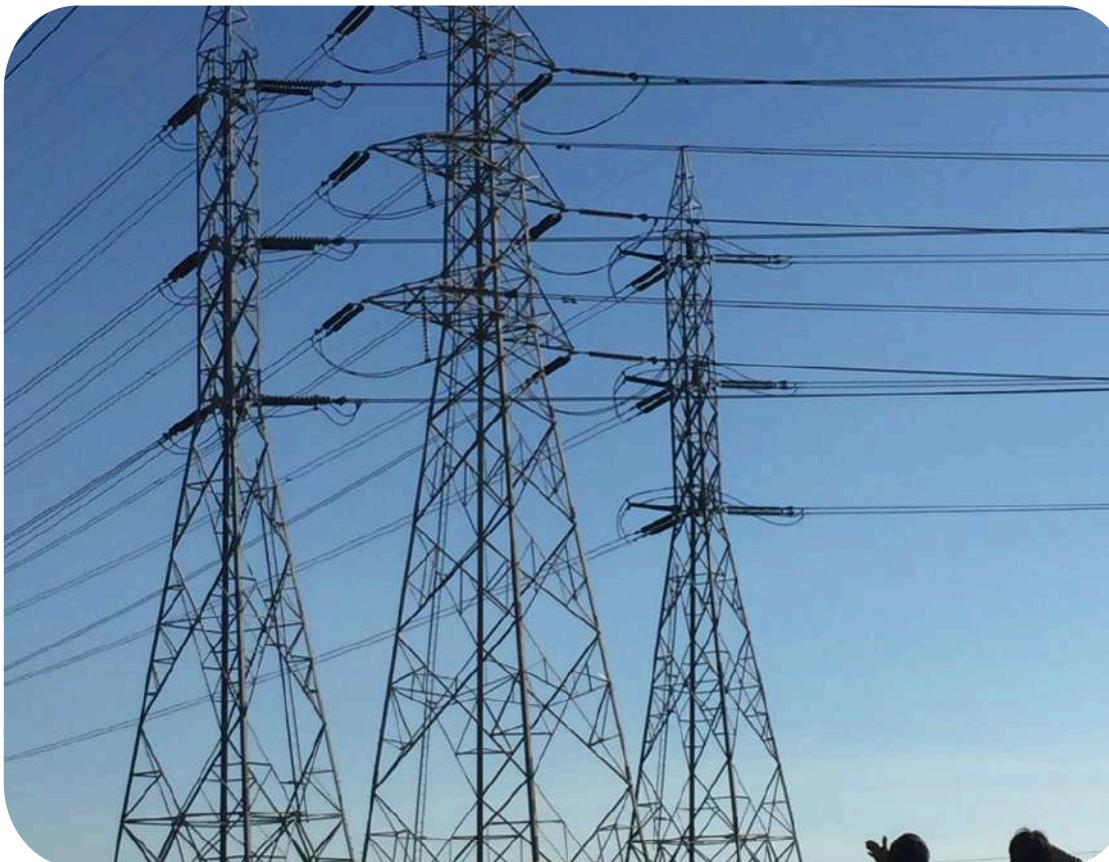


COMPANY OVERVIEW

">>>> Business Structure



B. Factory & Sale



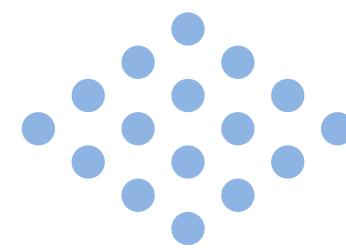
Steel structure



Telecommunication Tower

High Voltage Transmission Line

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



COMPANY OVERVIEW

">>>> Business Structure



C. Investment



Solar roof - บมจ. ทีโอเอสพลาสแพค



Solar roof - บมจ. คาร์เปต Phase I



Solar roof - มหาวิทยาลัยคริสเตียน

Renewable Energy Project & Utility >>>

COMPANY OVERVIEW

>>>> Business Structure



C. Investment



Solar roof - บจก.ไทยคาสทิงโปรดักท์



Solar roof - บจก.นำชัยโรม
อิเล็คโตรนิคส์



Solar roof - บจก.ชานไทย
พี แอนด์ เอส

Renewable Energy Project & Utility >>>>

COMPANY OVERVIEW

">>>> Business Structure



C. Investment



Solar roof - บจก.ไทรเด็นท์ สเตด



Solar roof - บจก.พีนิกซ์ ฟู้ด
อิมปอร์ต เอ็กซ์ปอร์ต

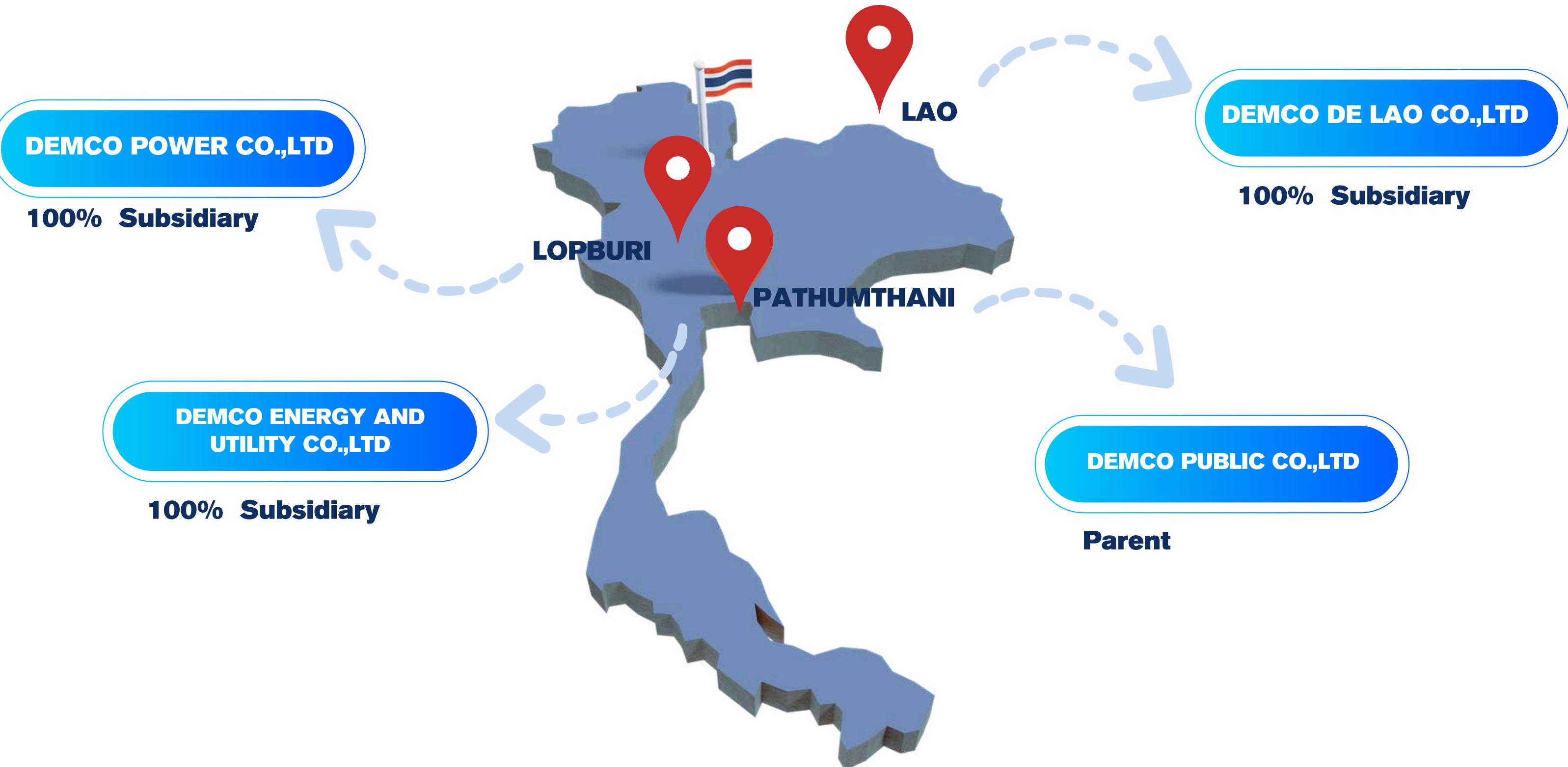


Solar roof - บมจ. คาร์เปต Phase II

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



ACTIVITIES HIGHLIGHTS



Agreement

บริษัท เดิมโก้ เอ็นเนอร์จี แอนด์ ยูทิลิตี้ จำกัด (บริษัทแม่)
ของ บริษัท เดิมโก้ จำกัด (มหาชน) ลงนามสัญญาซื้อขาย
ไฟฟ้าจากพลังงานแสงอาทิตย์บนหลังคา กับ บริษัท คาร์เปท
อินเตอร์เนชันแนล ไทยแลนด์ จำกัด (มหาชน) บริษัทในเครือ
TCM Corporation Plc.
“โครงการโซลาร์รูฟท็อป เพส 3 ขนาดกำลังการผลิตติดตั้ง
999.68 กิโลวัตต์”



ESG Reward

ESG Recognition “Ting To Trash” Project Award
รับโล่รางวัลจากการ “ทิ้งถุงแทรช” ซึ่งส่งเสริมการคัด
แยกและจัดการขยะอย่างยั่งยืน



ACTIVITIES HIGHLIGHTS



CFO Certificate

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

AGM Reward

คะแนนเต็ม 100 เหรียญทอง “ดีเยี่ยมสมควรเป็นตัวอย่าง”
ในการประเมิน AGM Checklist ปี 2568 สมาคมส่งเสริมผู้ลงทุนไทยและสภาธุรกิจตลาดทุนไทย สะท้อน มาตรฐานธรรมาภิบาล โปร่งใส และใส่ใจสกัดผู้ถือหุ้น พร้อม เดินหน้าพัฒนาประสิทธิภาพการประชุมเพื่อเสริมความเชื่อมั่น และคุณค่าแก่ผู้มีส่วนได้เสียทุกฝ่าย



CAC Reward

ได้รับการต่ออายุ CAC Certificate ครั้งที่ 3 2568

ACTIVITIES HIGHLIGHTS

CSR Activities



กิจกรรมสนับสนุนของขวัญวันเด็กแห่งชาติเด็มโก้ ร่วมสนับสนุนของขวัญวันเด็กแห่งชาติ ประจำปี 2568 ด้วยอุปกรณ์การเรียนและขนม



กิจกรรมบริจาคปฎิภิน เพื่อนำมาผลิตสื่อการเรียนการสอน (อัកษรเบรลล์) สำหรับคนตาบอด



เข้าร่วมการแข่งขันฟุตบอลการกุศล กับองค์การบริหารส่วนตำบลสวนพริกไทย เพื่อนำรายได้สนับสนุนแก่วัดเสด็จ



กิจกรรมบริจาคสิ่งของร่วมกับ "โครงการเหลือ - ขอ" เปลี่ยนสิ่งของเป็นค่าเทอมให้เด็กๆ มูลนิธิบ้านนกมีน ผู้บริหารและพนักงานบริษัทเด็มโก้ ร่วมกับบริจาคสิ่งของต่างๆ ให้กับ "โครงการเหลือ - ขอ" เปลี่ยนสิ่งของเป็นค่าเทอมให้เด็กๆ มูลนิธิบ้านนกมีน

AGENDA



1 COMPANY OVERVIEW

2 ACTIVITIES HIGHLIGHTS

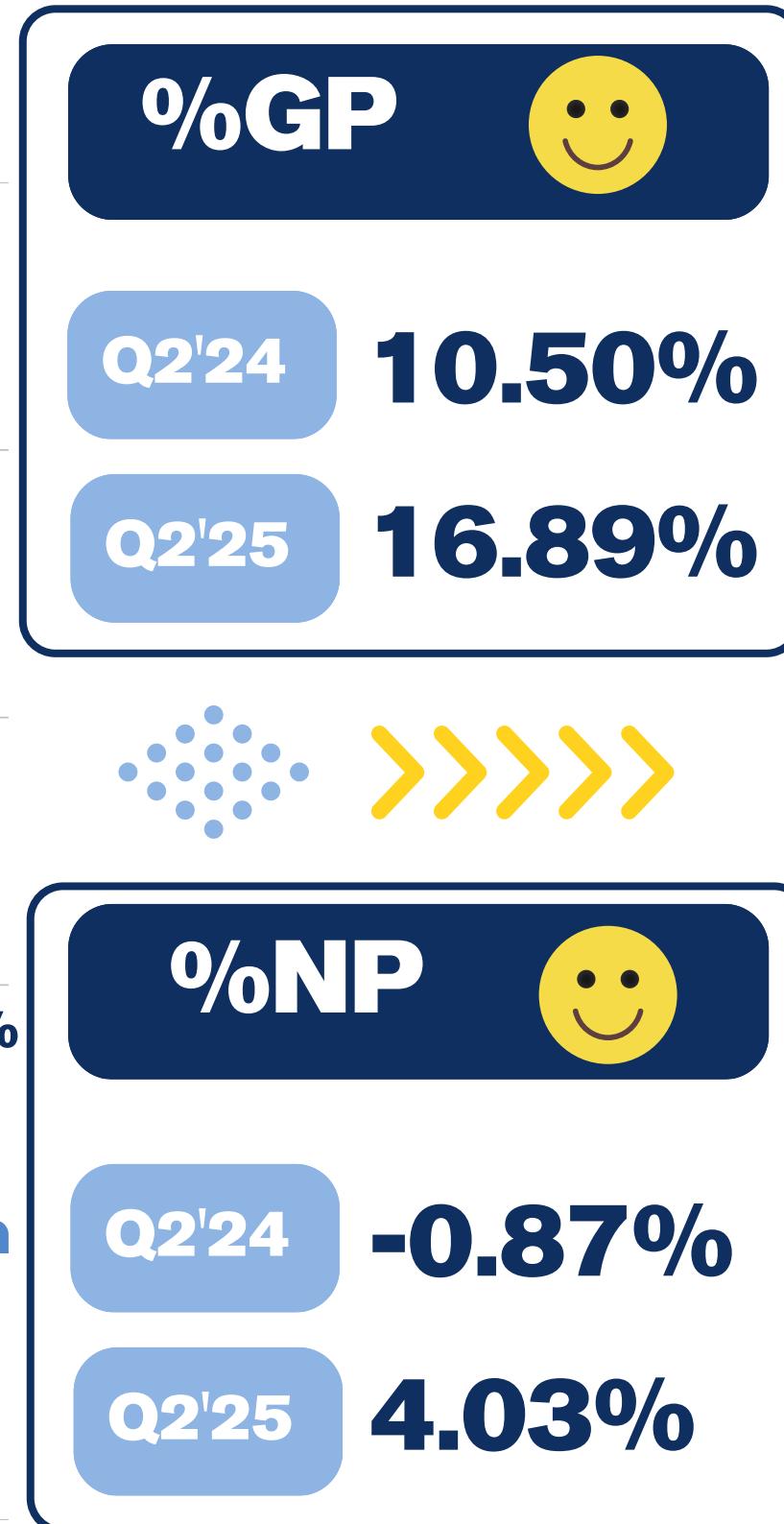
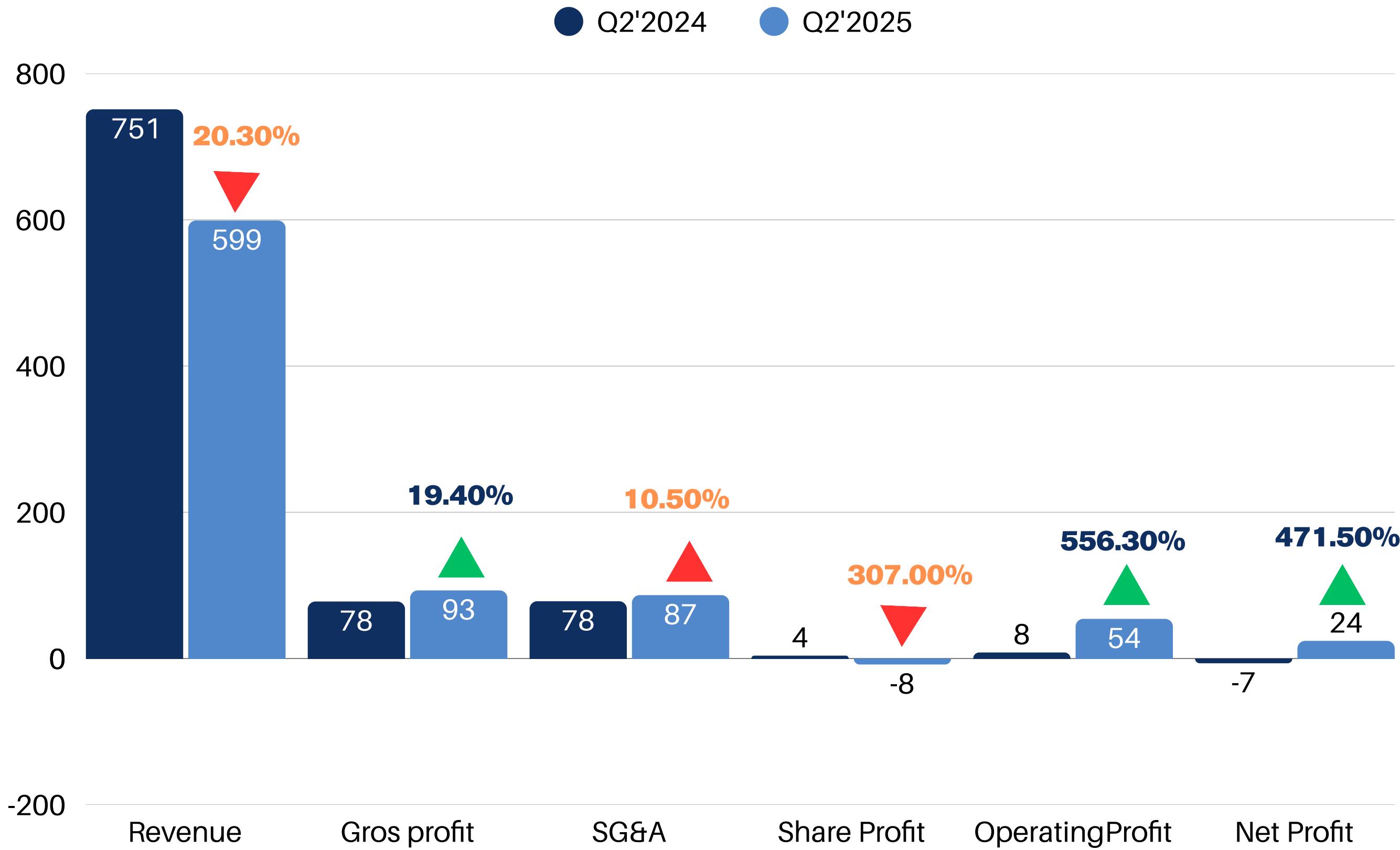
3 FINANCIAL HIGHLIGHTS

4 BUSINESS OUTLOOK

5 Q&A

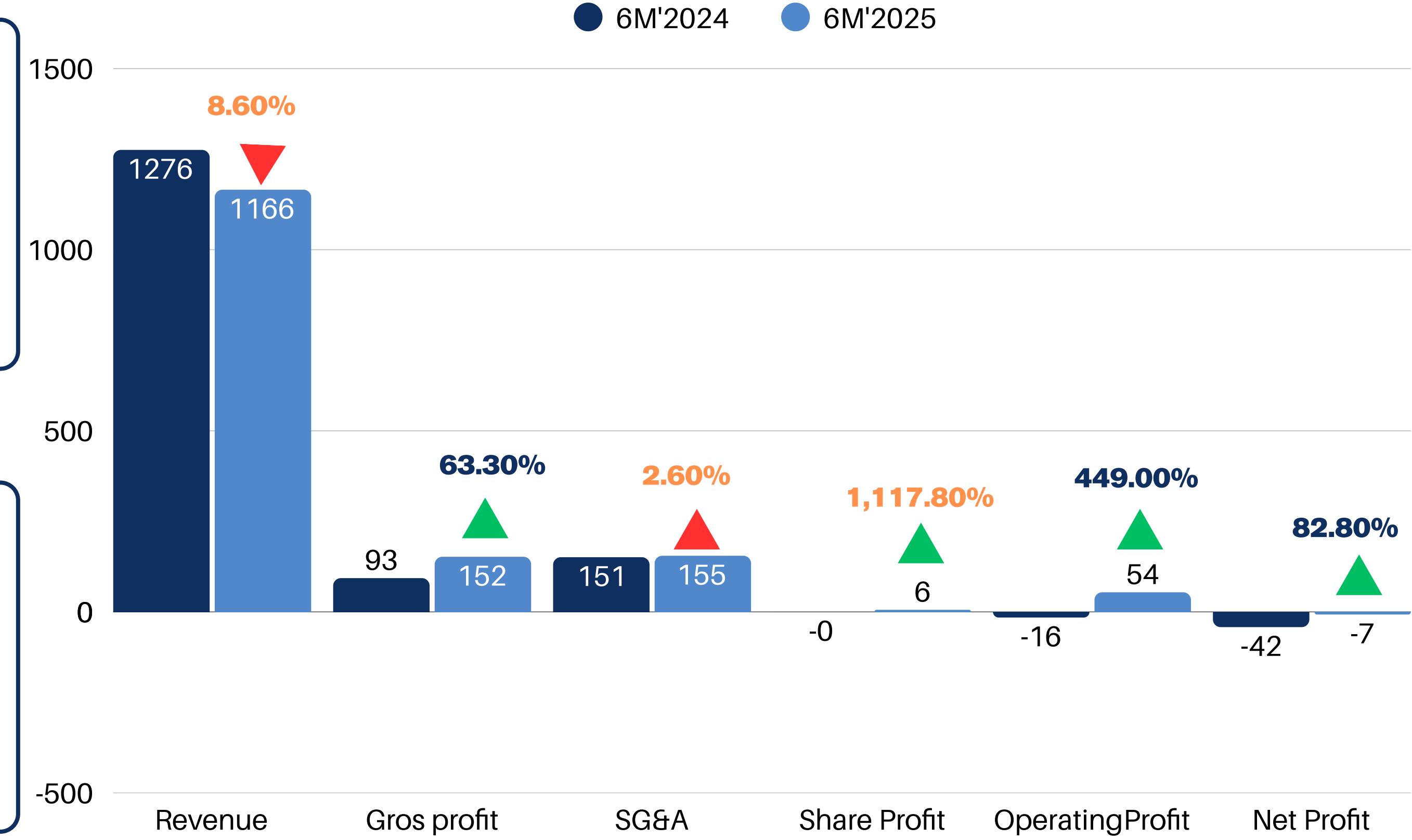
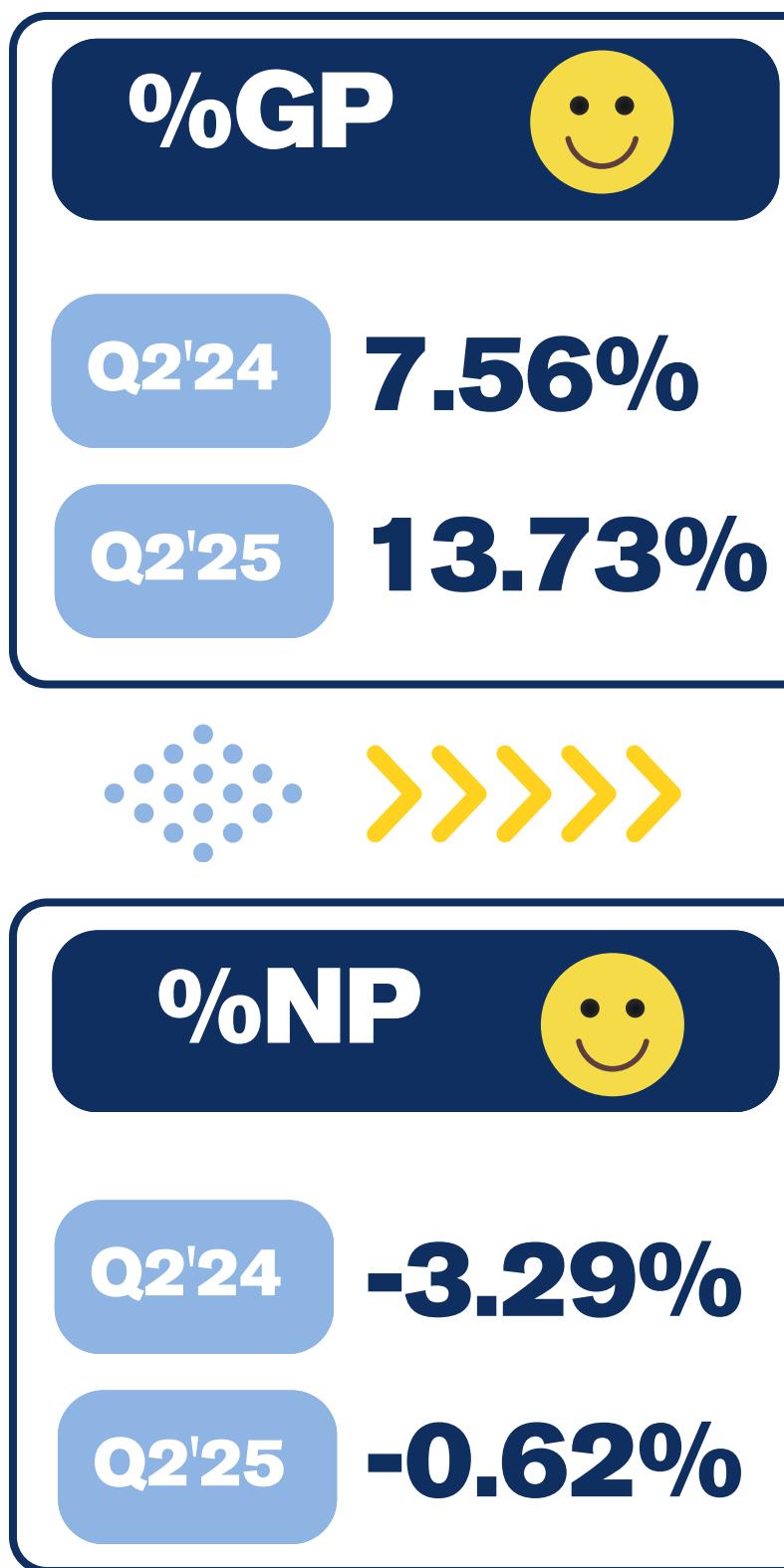


FINANCIAL HIGHLIGHTS



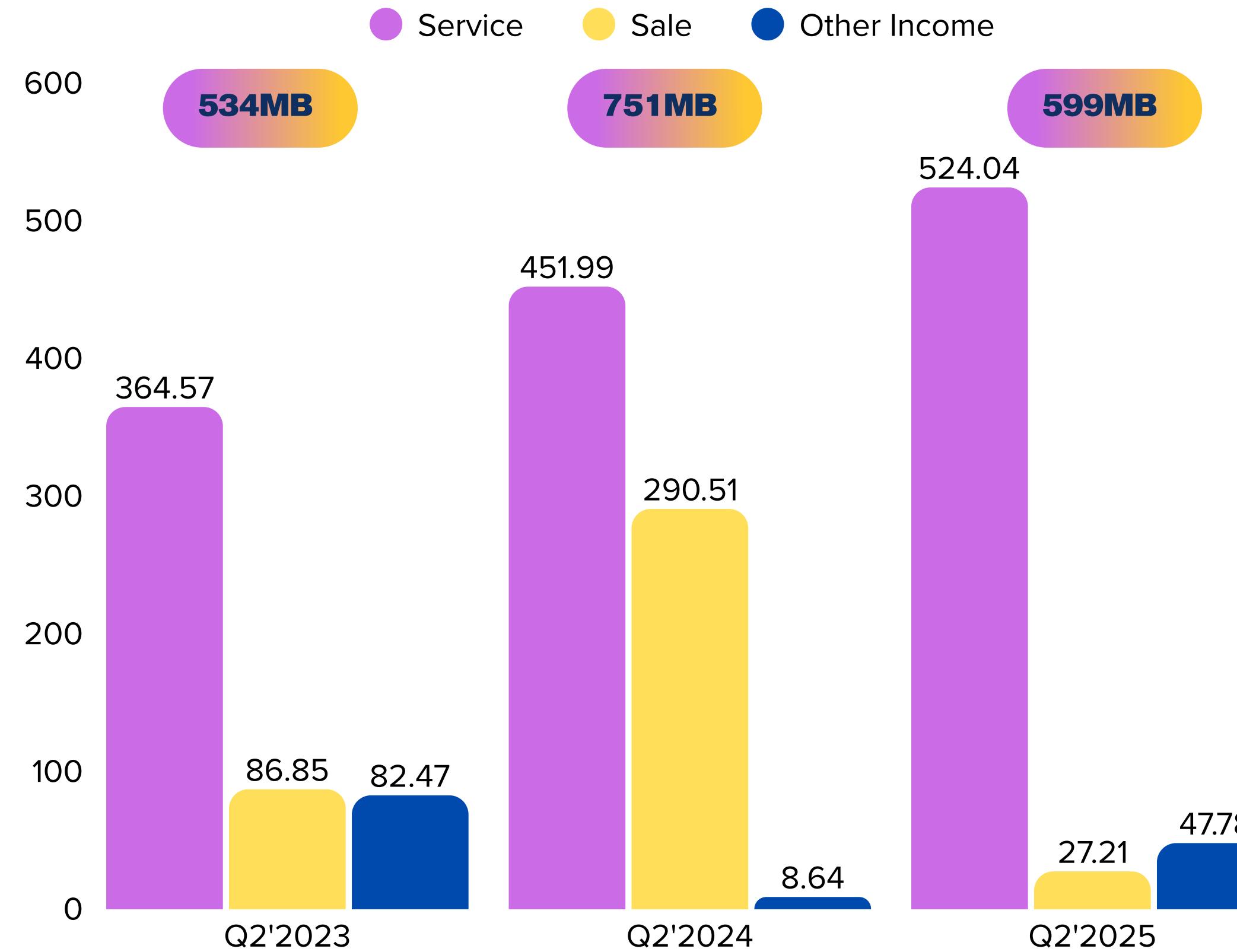


FINANCIAL HIGHLIGHTS





FINANCIAL HIGHLIGHTS



Service ▲ 16% 😊

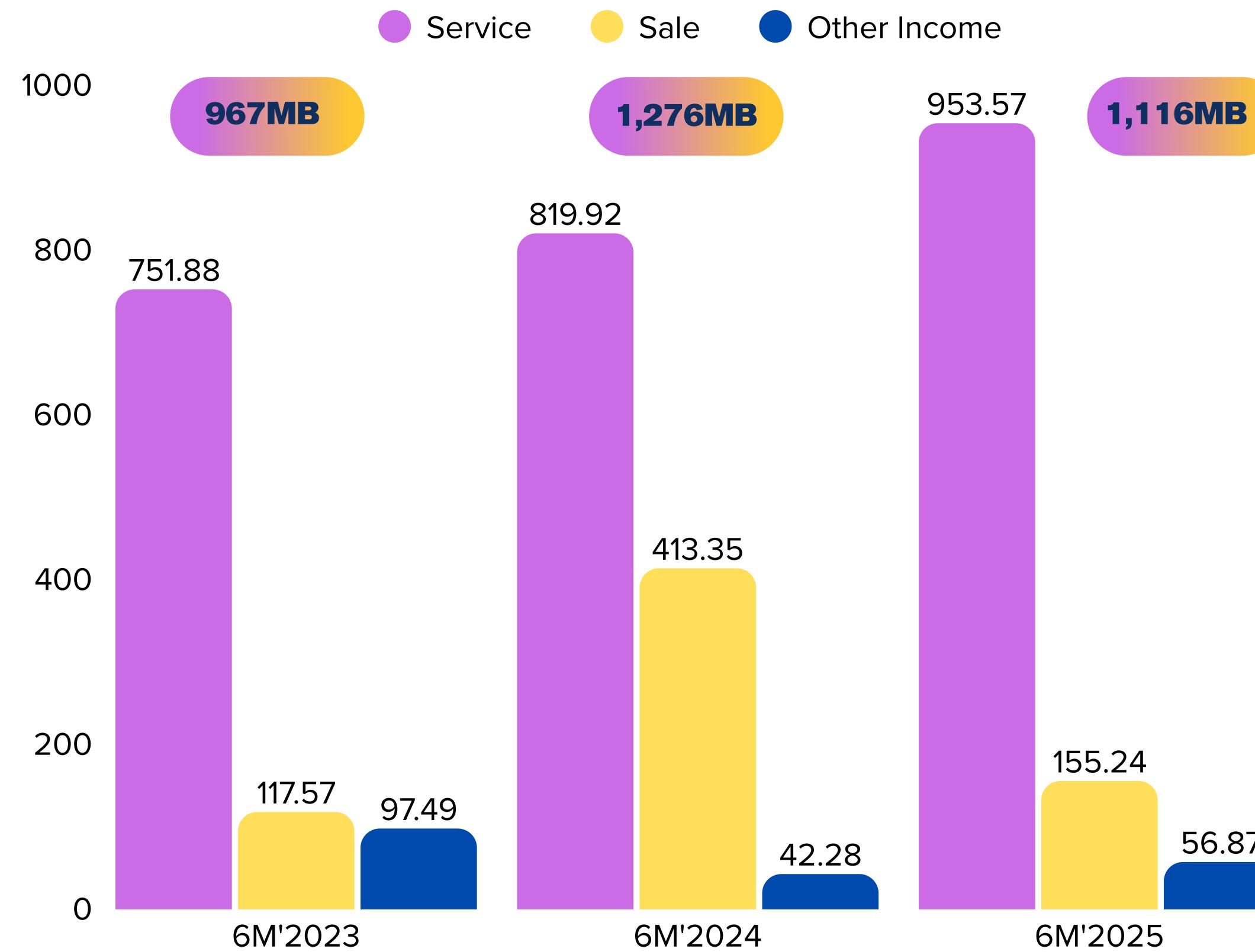
In Q2/2025, the Company reported total revenue of THB 524 million, an increase of THB 72.0 million or 15.9 percent compared to Q2/2024, mainly due to higher revenue from substation construction projects.

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%**

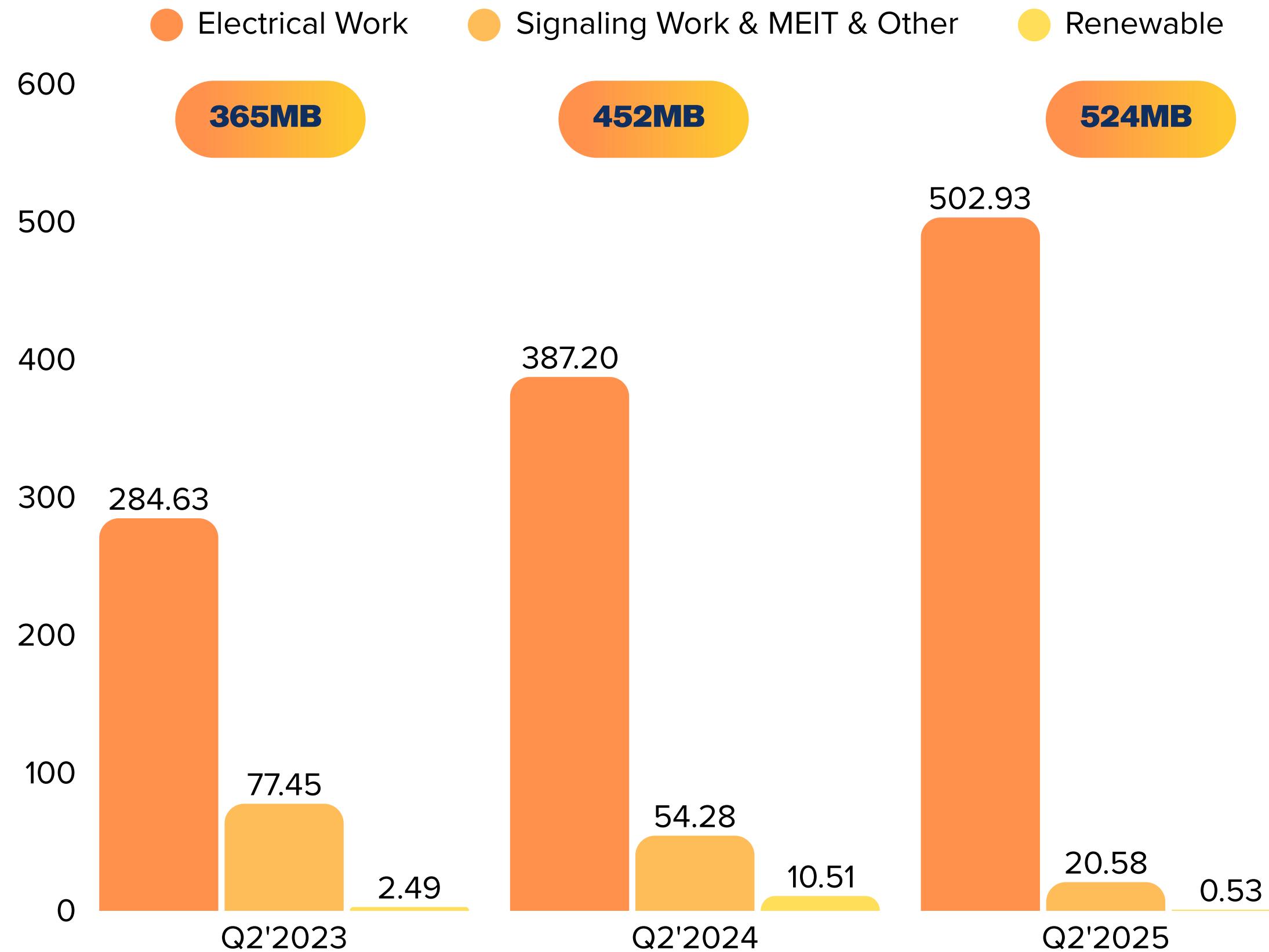
For the six-month period of 2025, revenue increased primarily from substation construction projects and civil construction works, totaling THB 953.6 million, an increase of THB 133.7 million or 16.3 percent compared to 2024.

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.

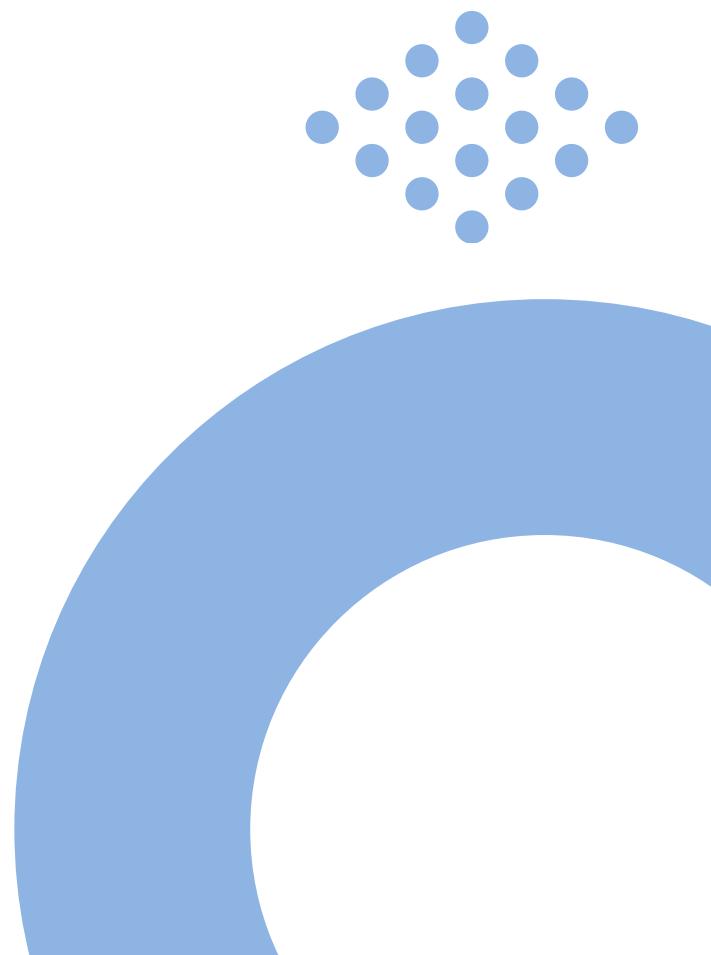


FINANCIAL HIGHLIGHTS



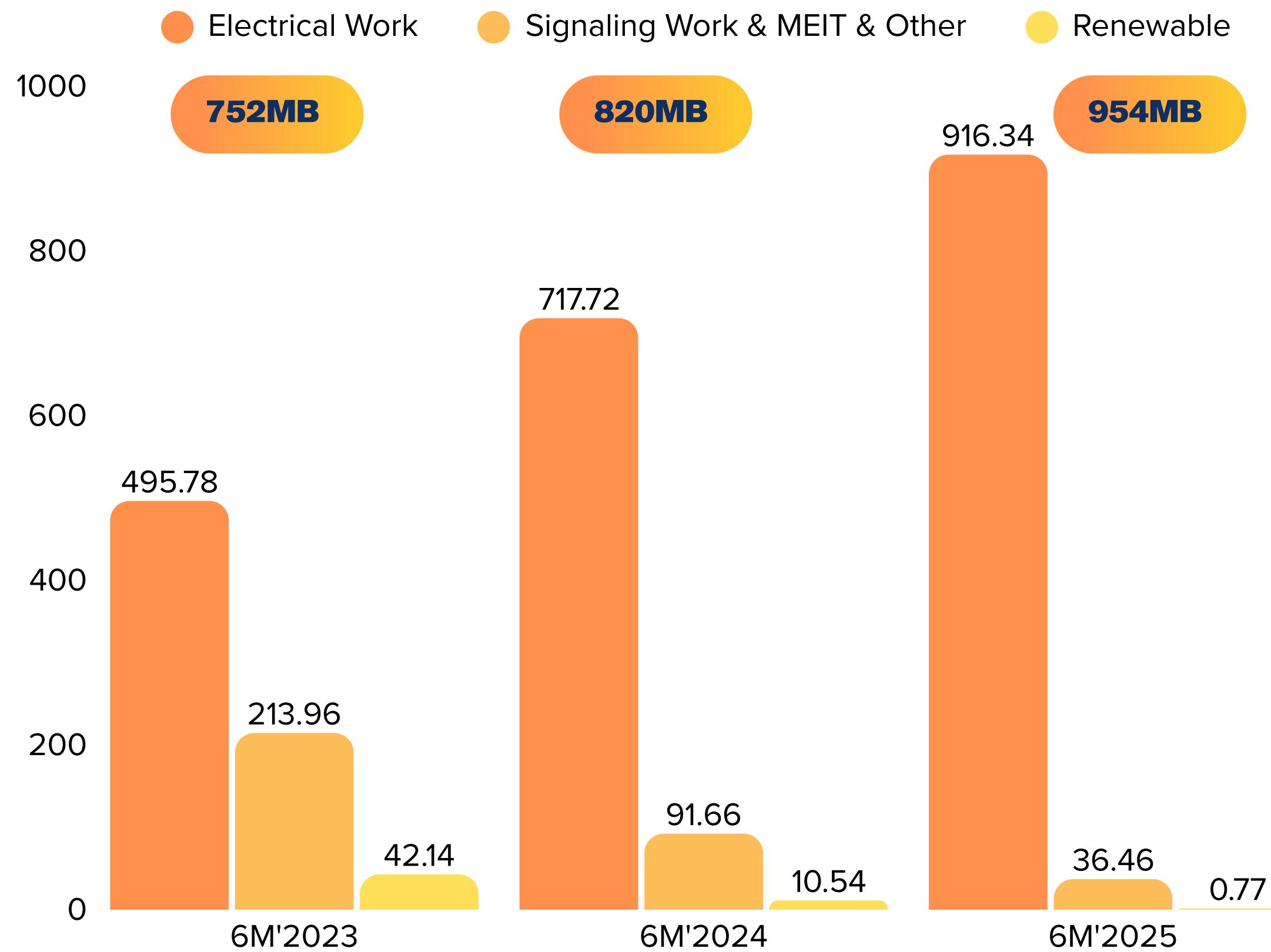
Service  **16%** 

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



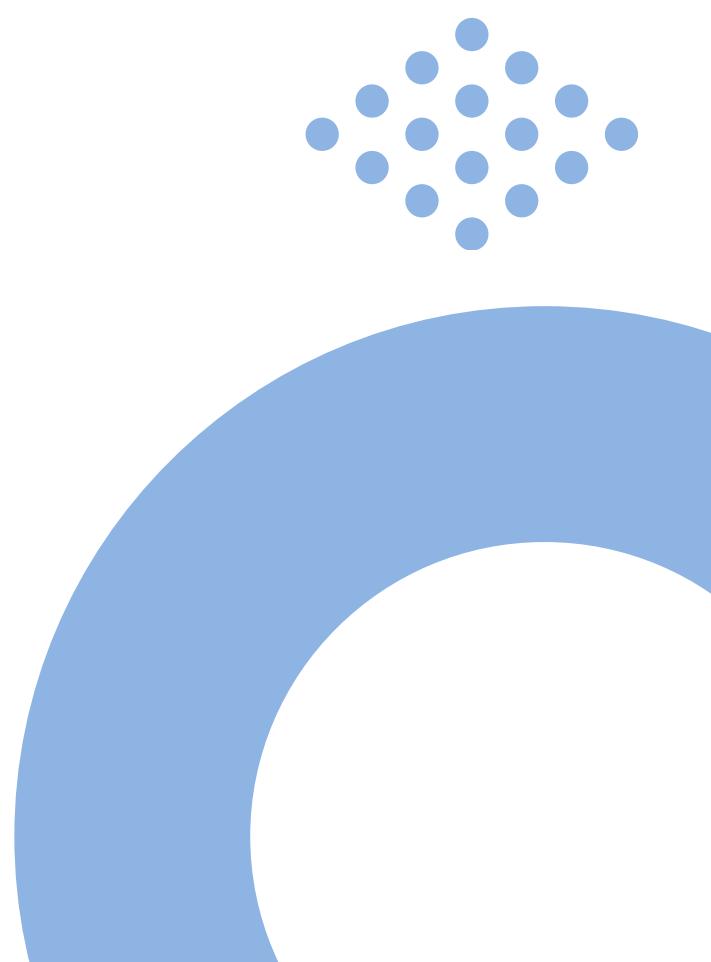


FINANCIAL HIGHLIGHTS



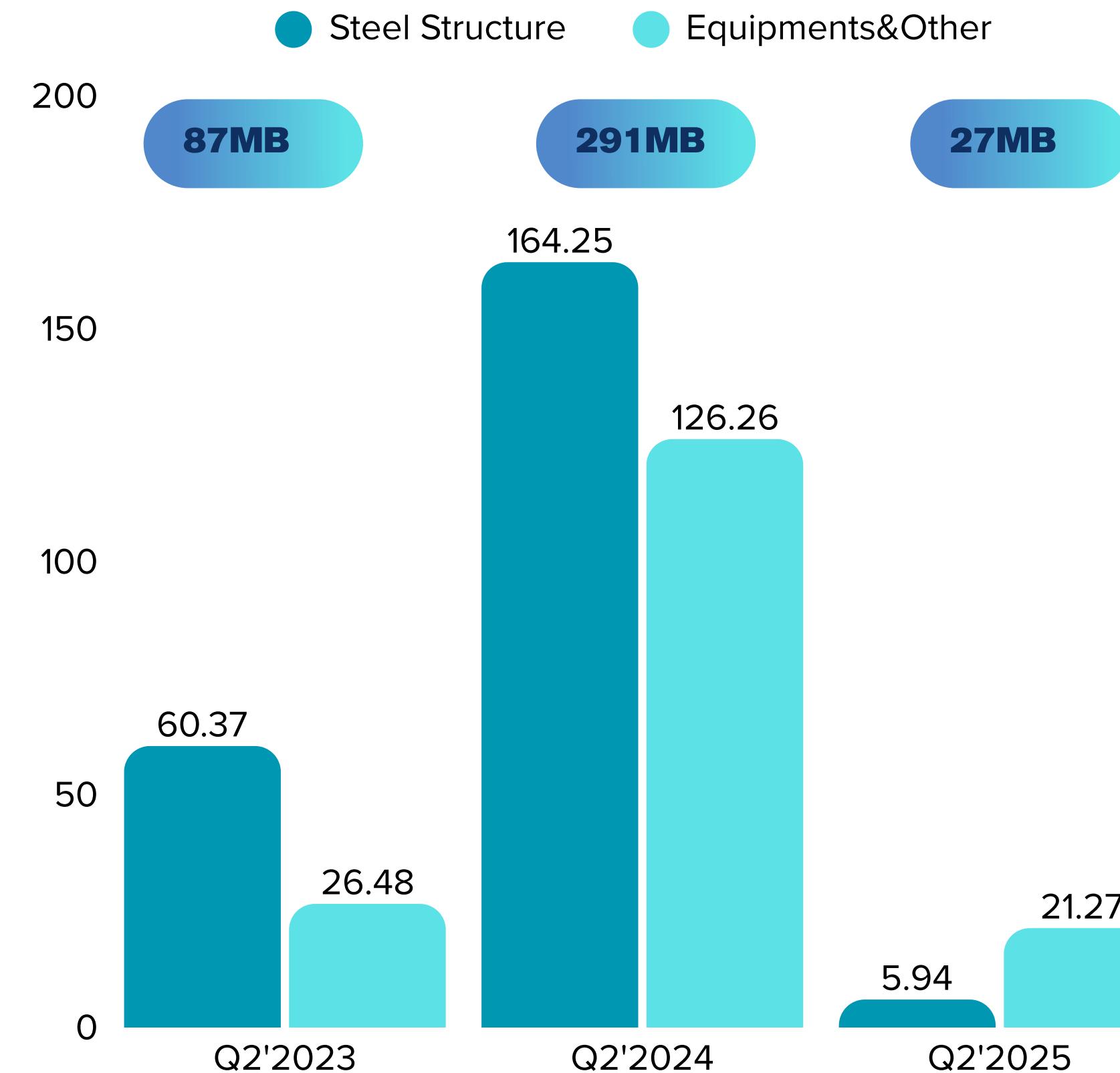
Service  **16%** 

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





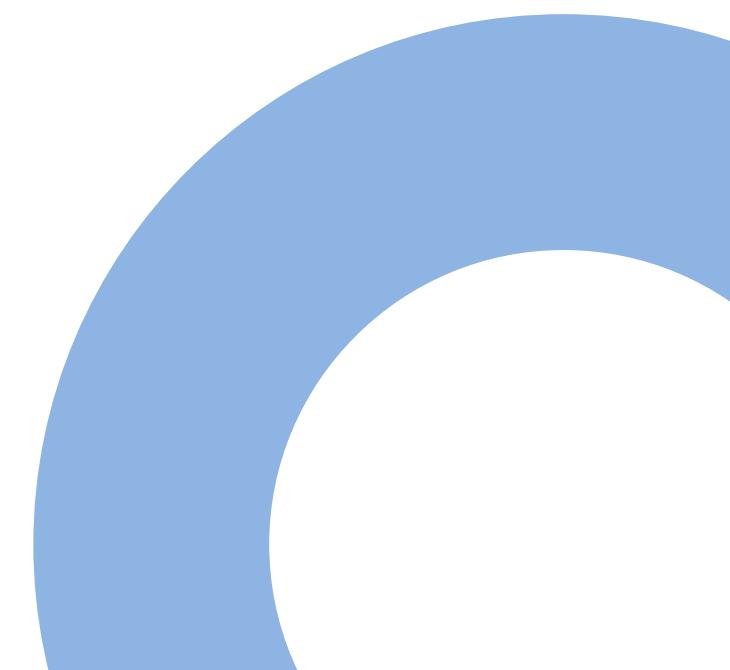
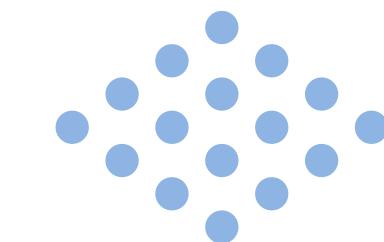
FINANCIAL HIGHLIGHTS



Sale **91%**

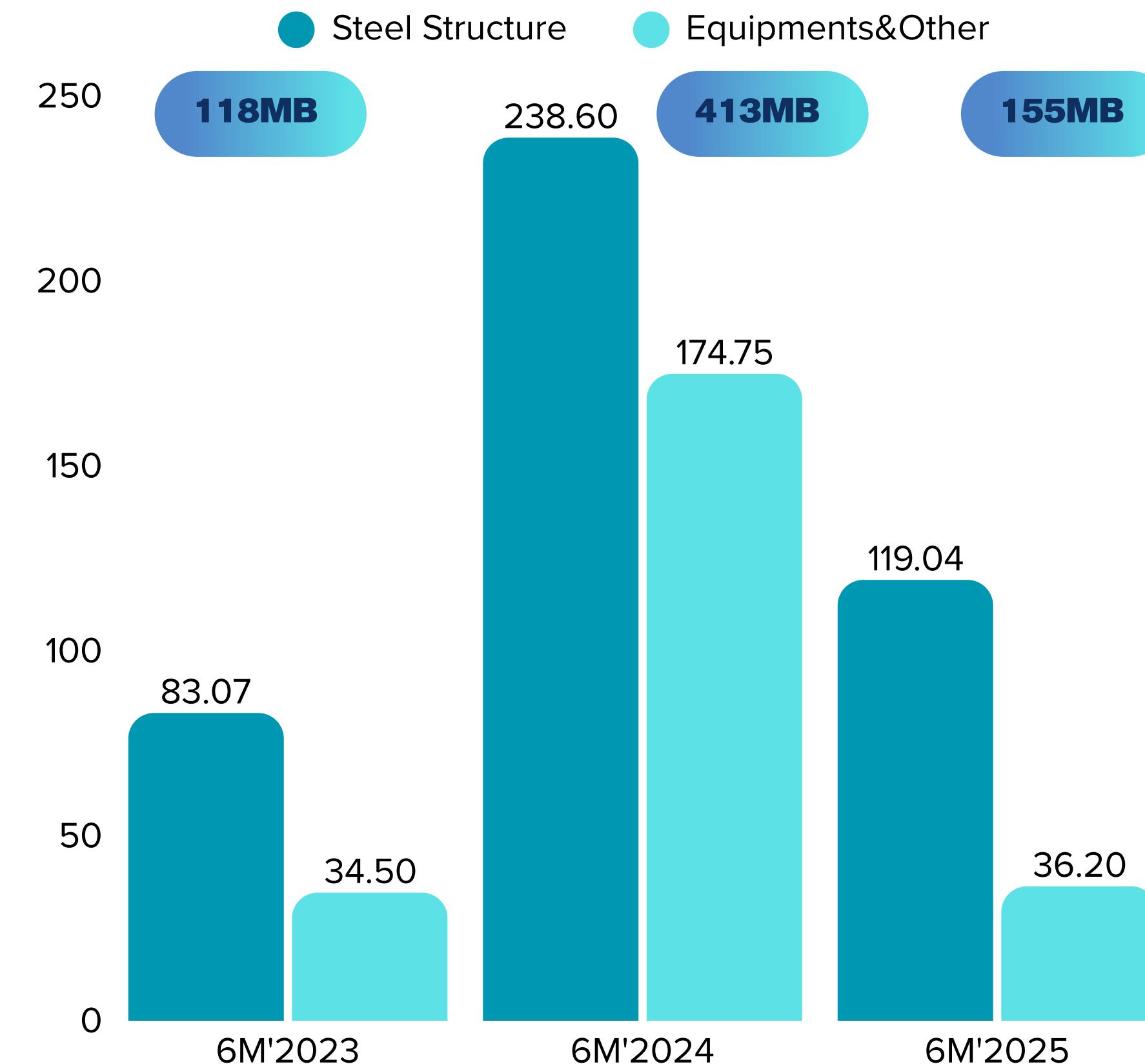


Revenue from sales decreased due to lower contributions from subsidiaries, primarily from the steel structure manufacturing business and Equipment





FINANCIAL HIGHLIGHTS



Sale  **62%**



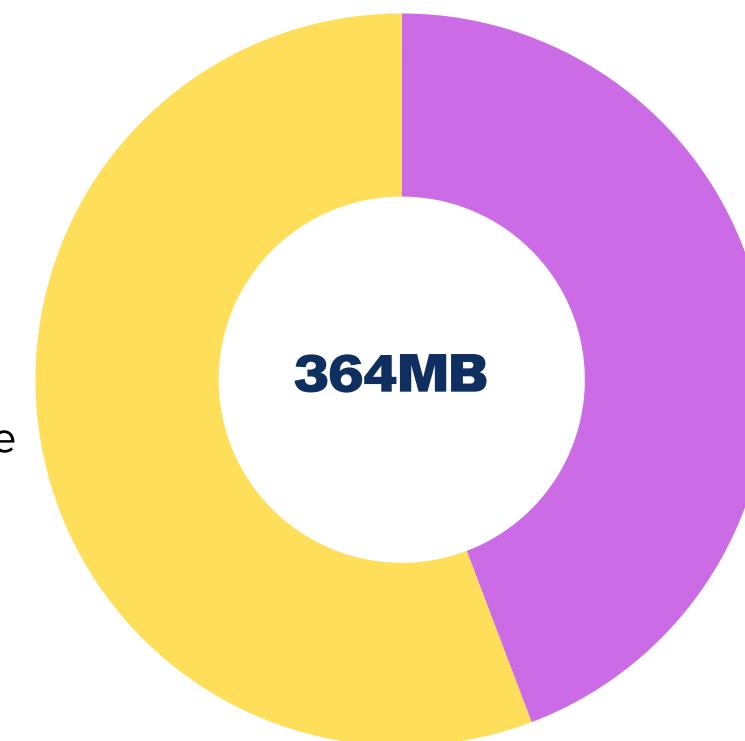
Revenue from sales decreased due to lower contributions from subsidiaries, primarily from the steel structure manufacturing business and Equipment





FINANCIAL HIGHLIGHTS

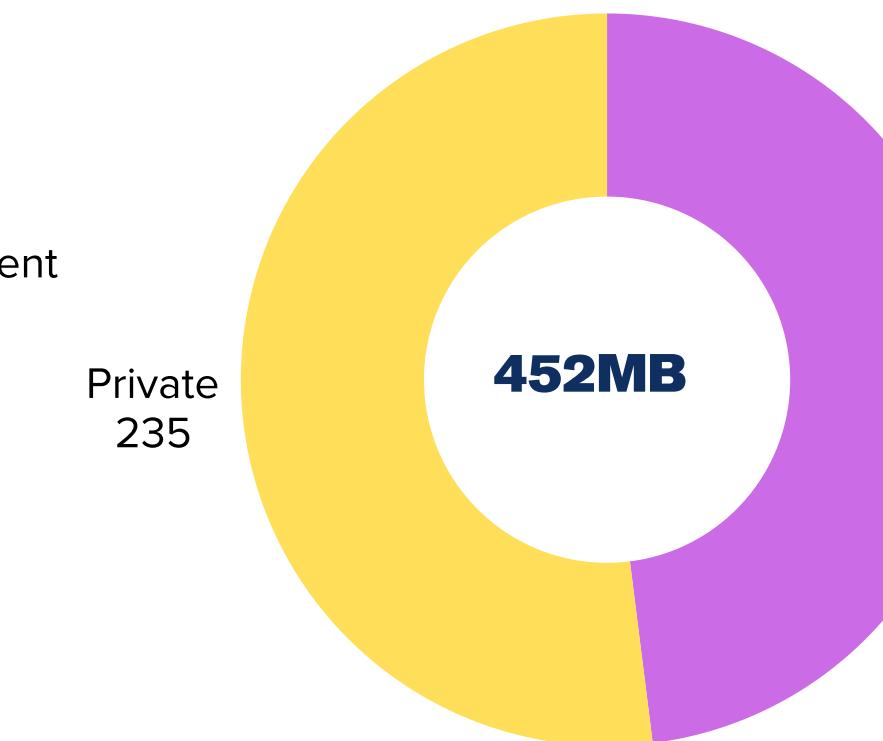
● Government ● Private



56% 44%

Q2'2023

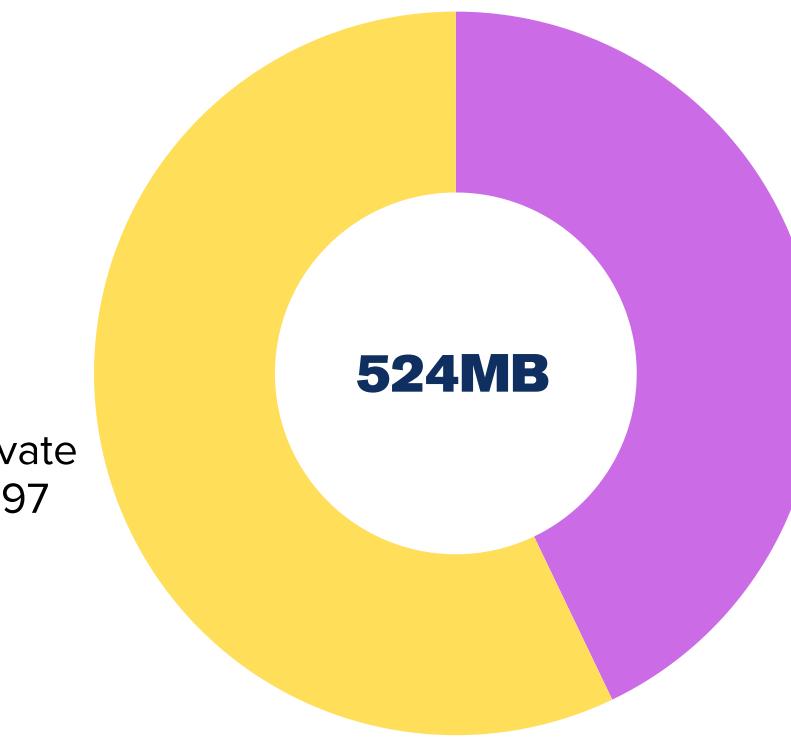
● Government ● Private



52% 48%

Q2'2024

● Government ● Private



57% 43%

Q2'2025

Private

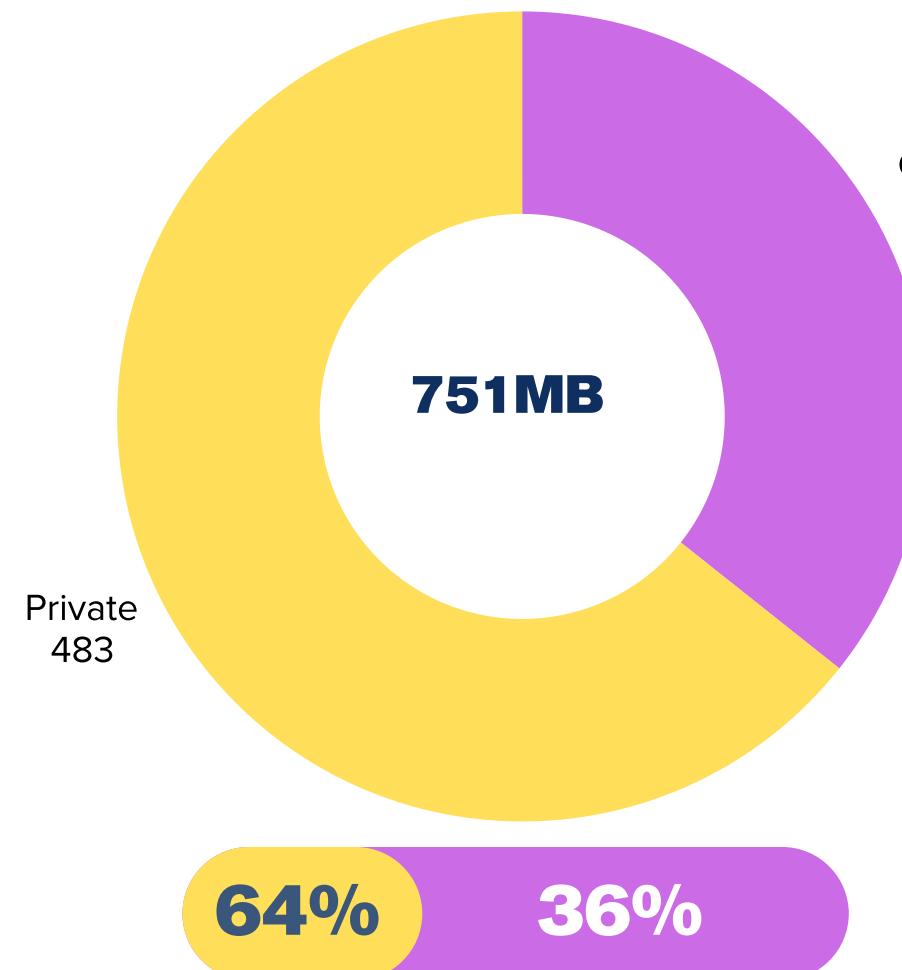
Government

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

● Government ● Private

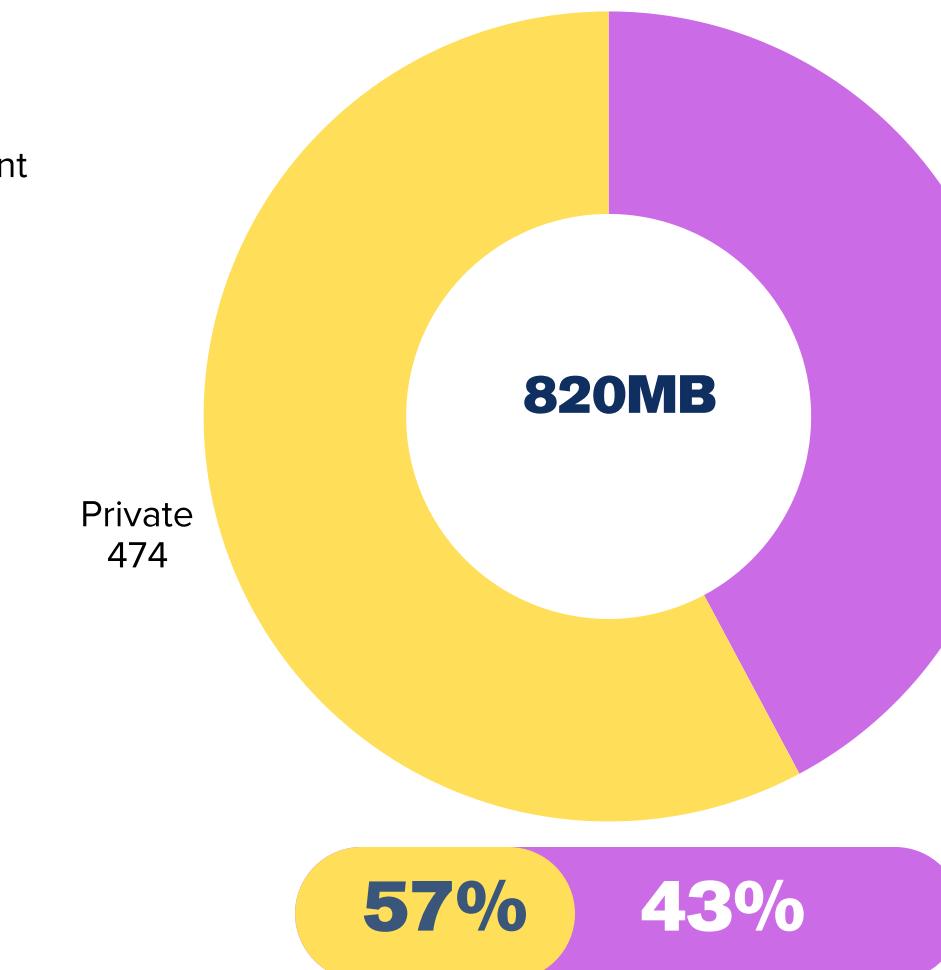


6M'2023

Private

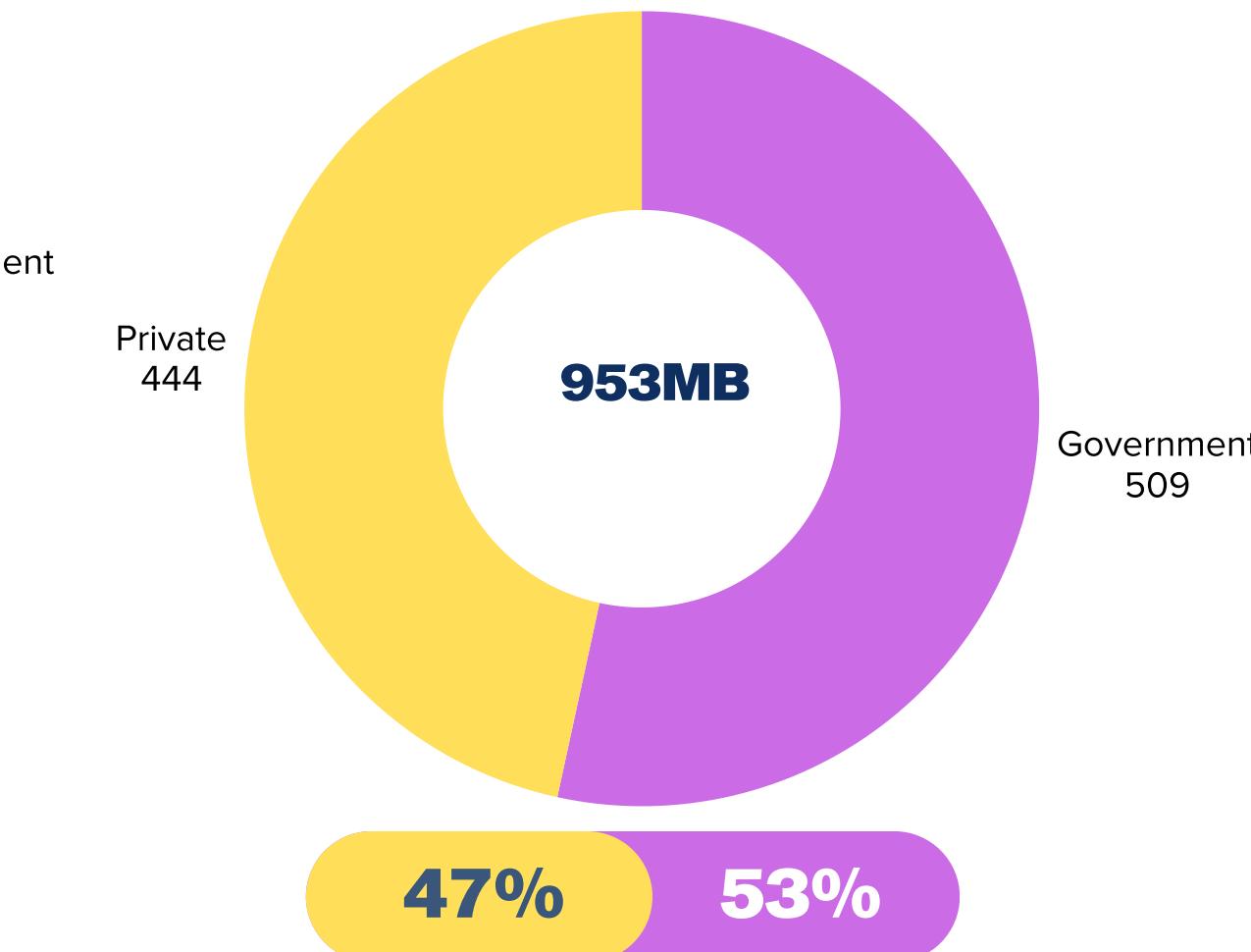
Government

● Government ● Private



6M'2024

● Government ● Private

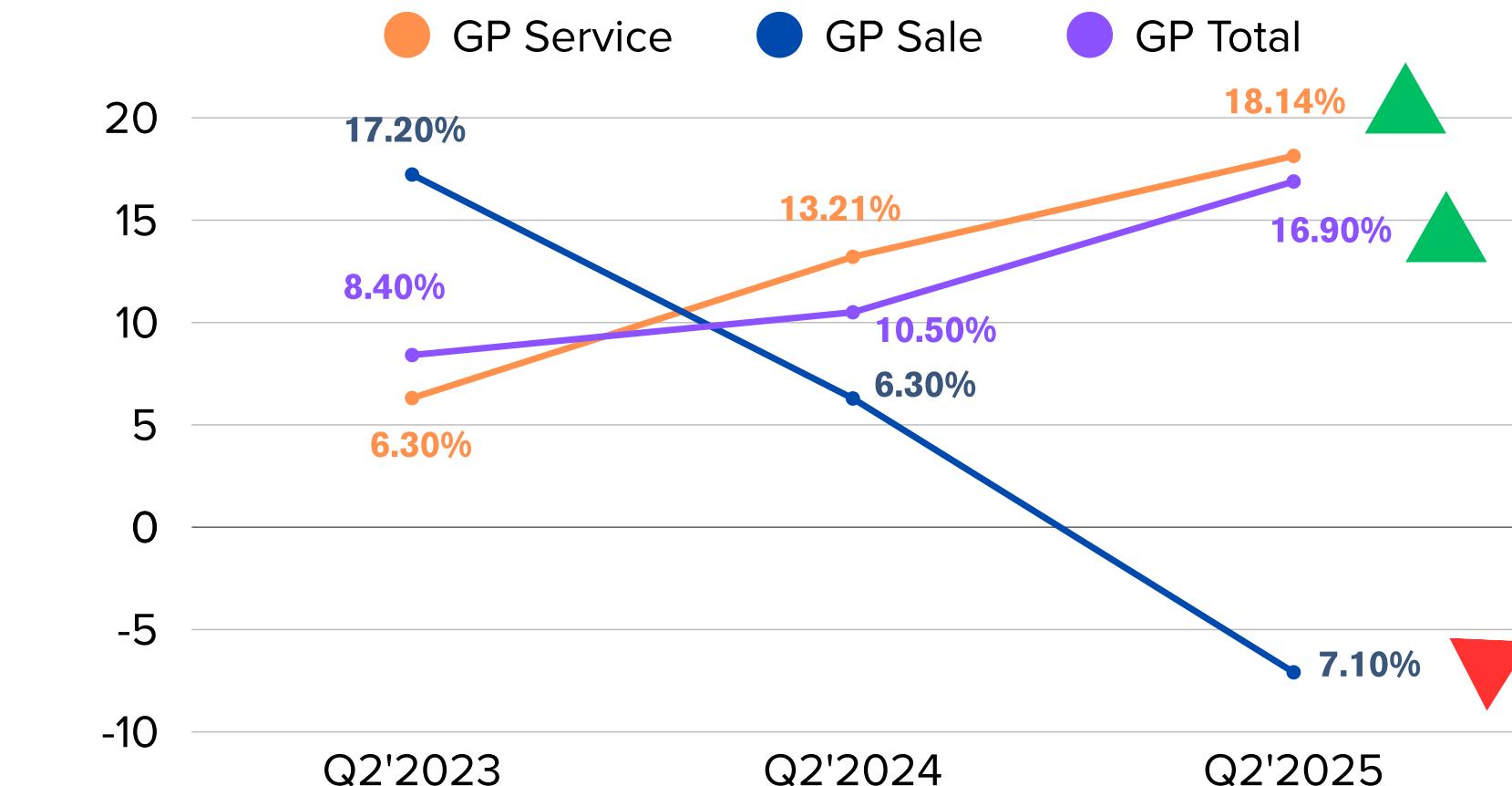
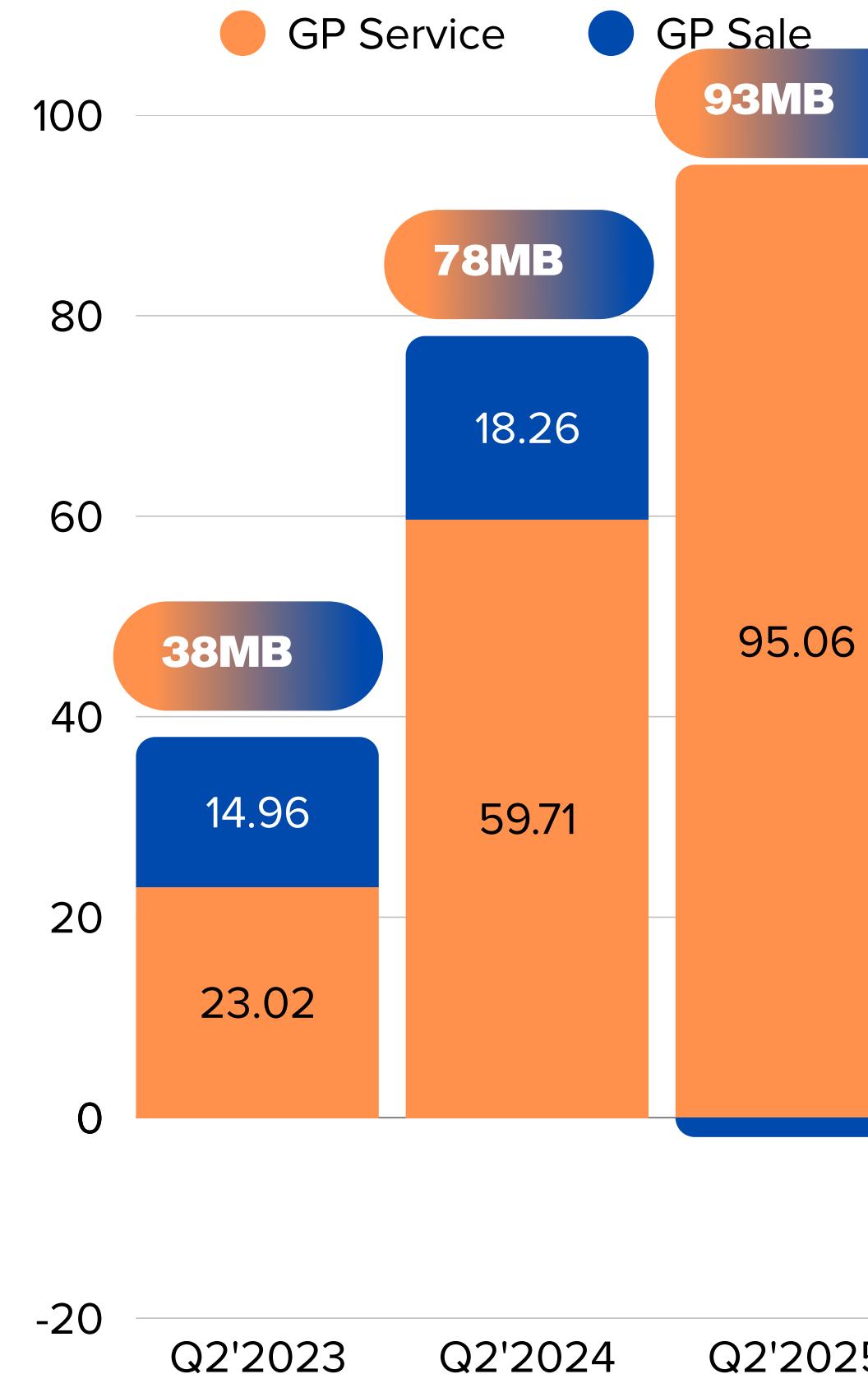


6M'2025

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%

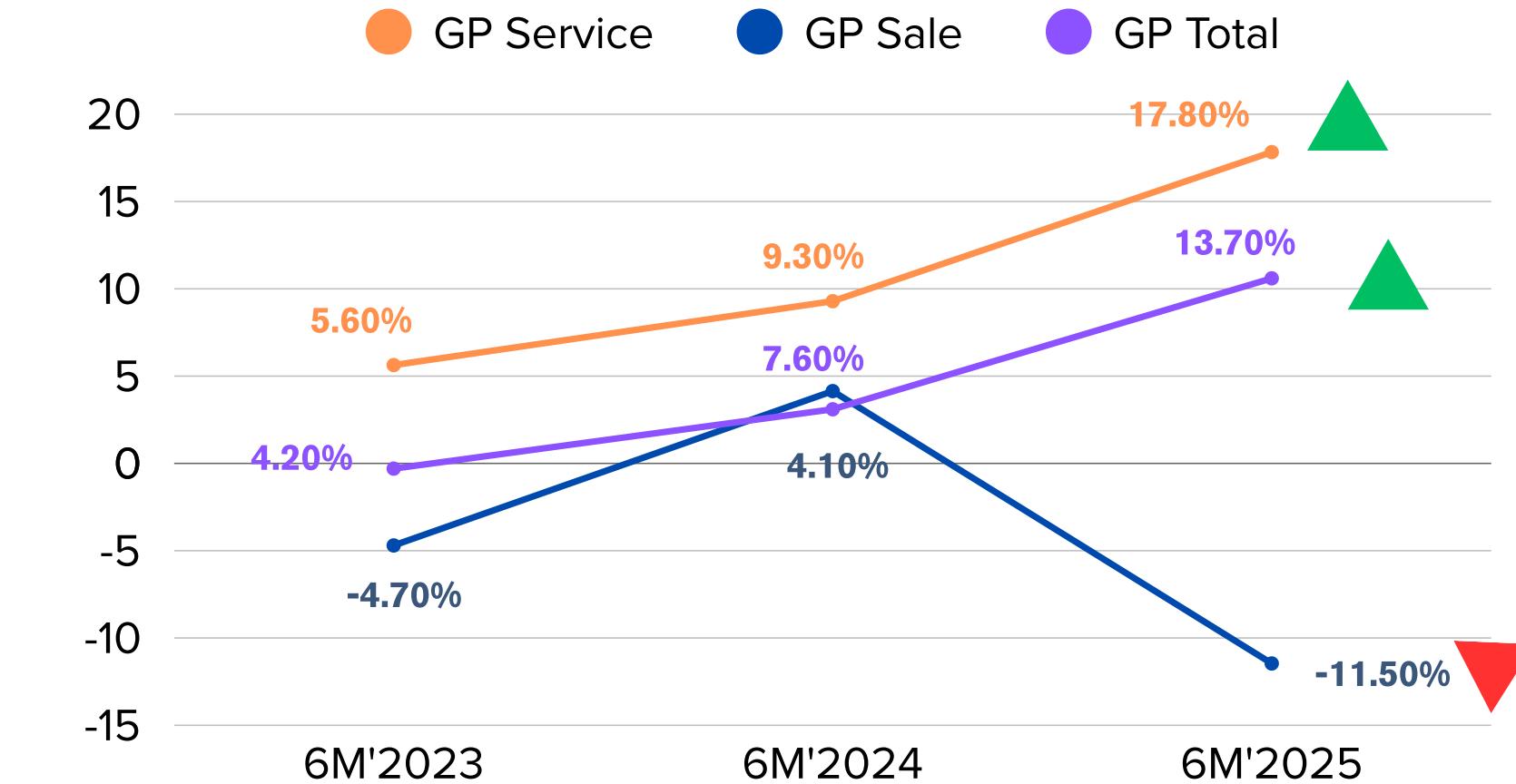
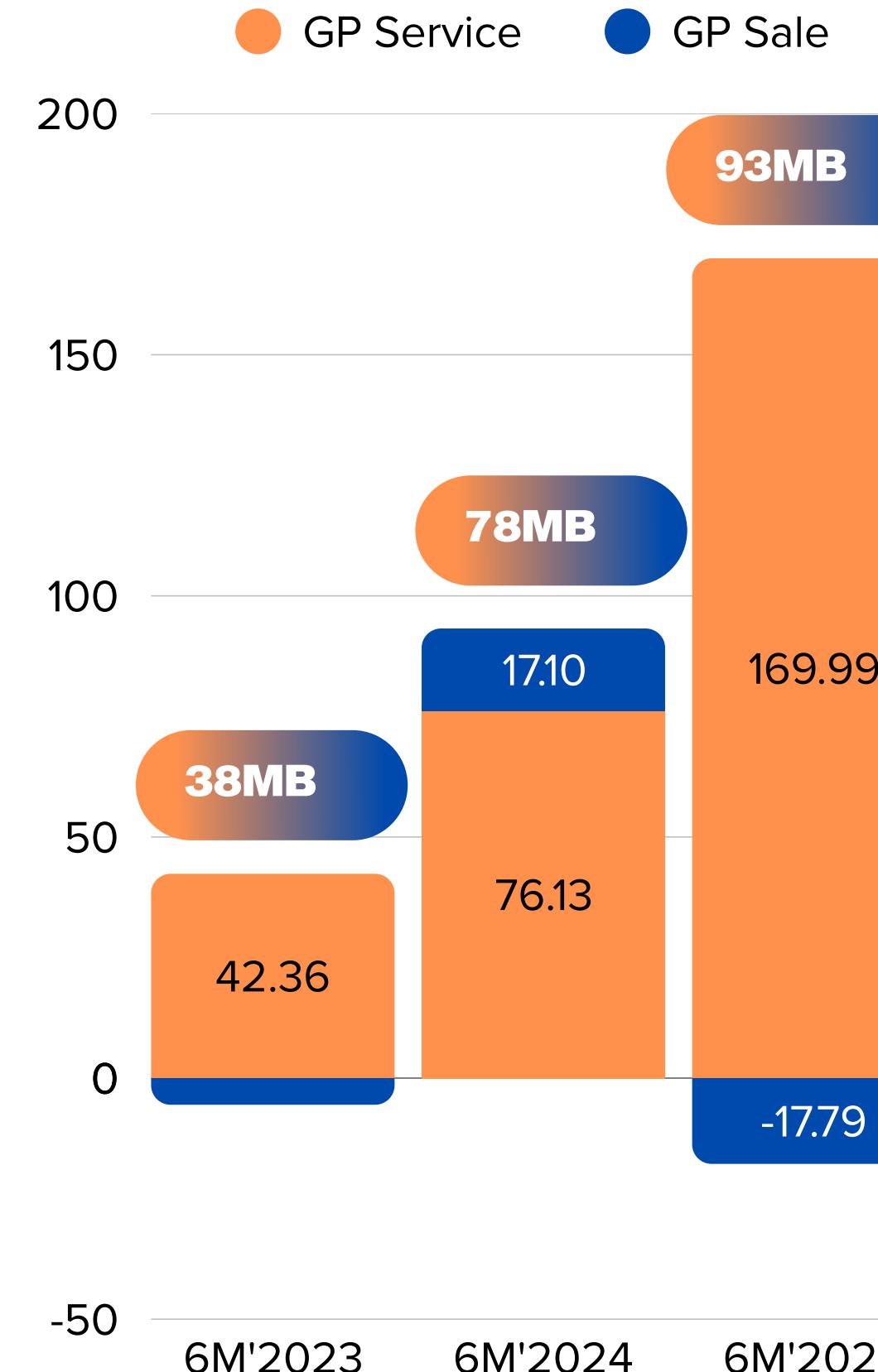


GP Amount : The improvement was primarily driven by stronger performance in the construction contracting segment, particularly substation construction projects.

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%

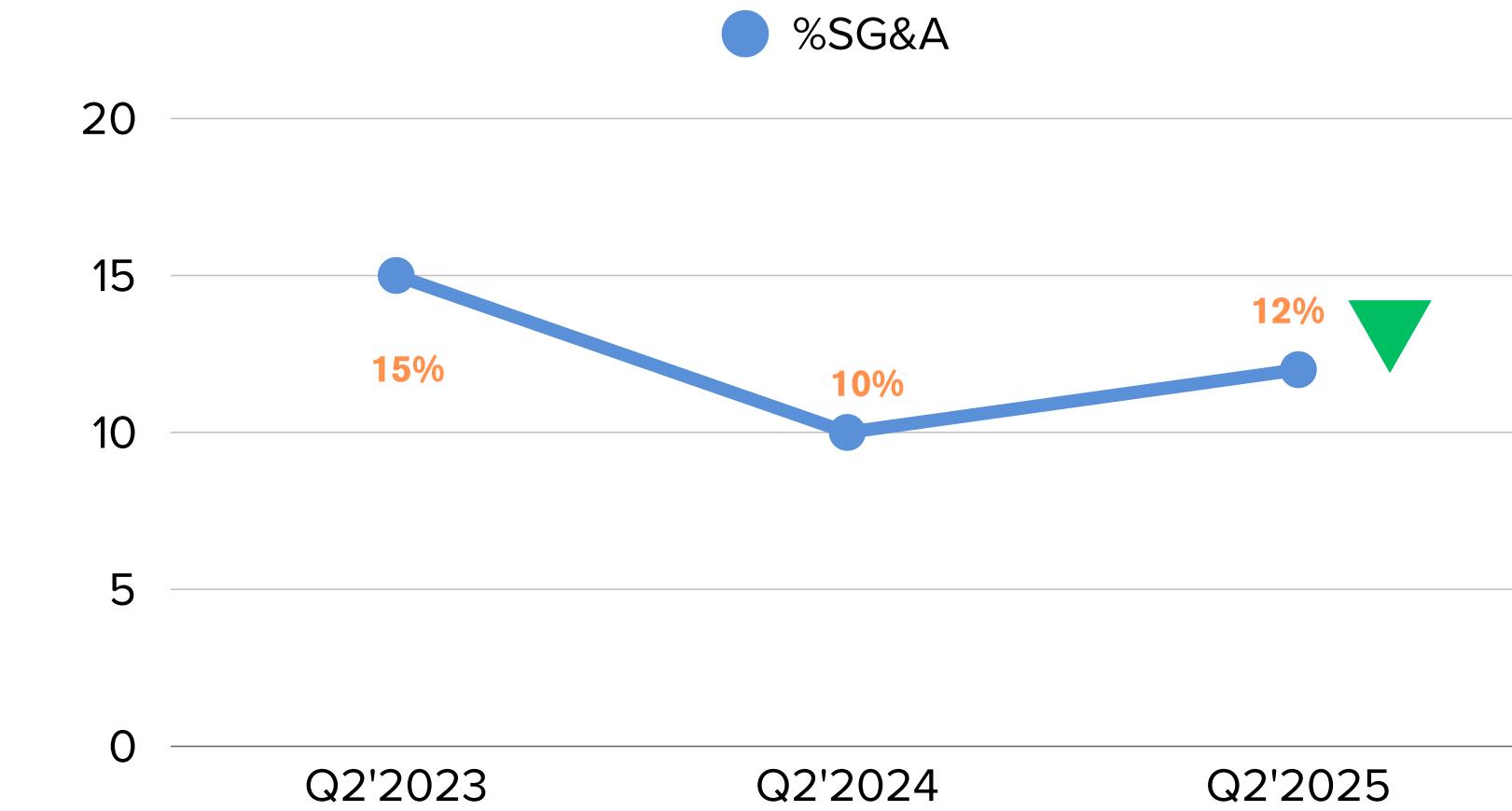
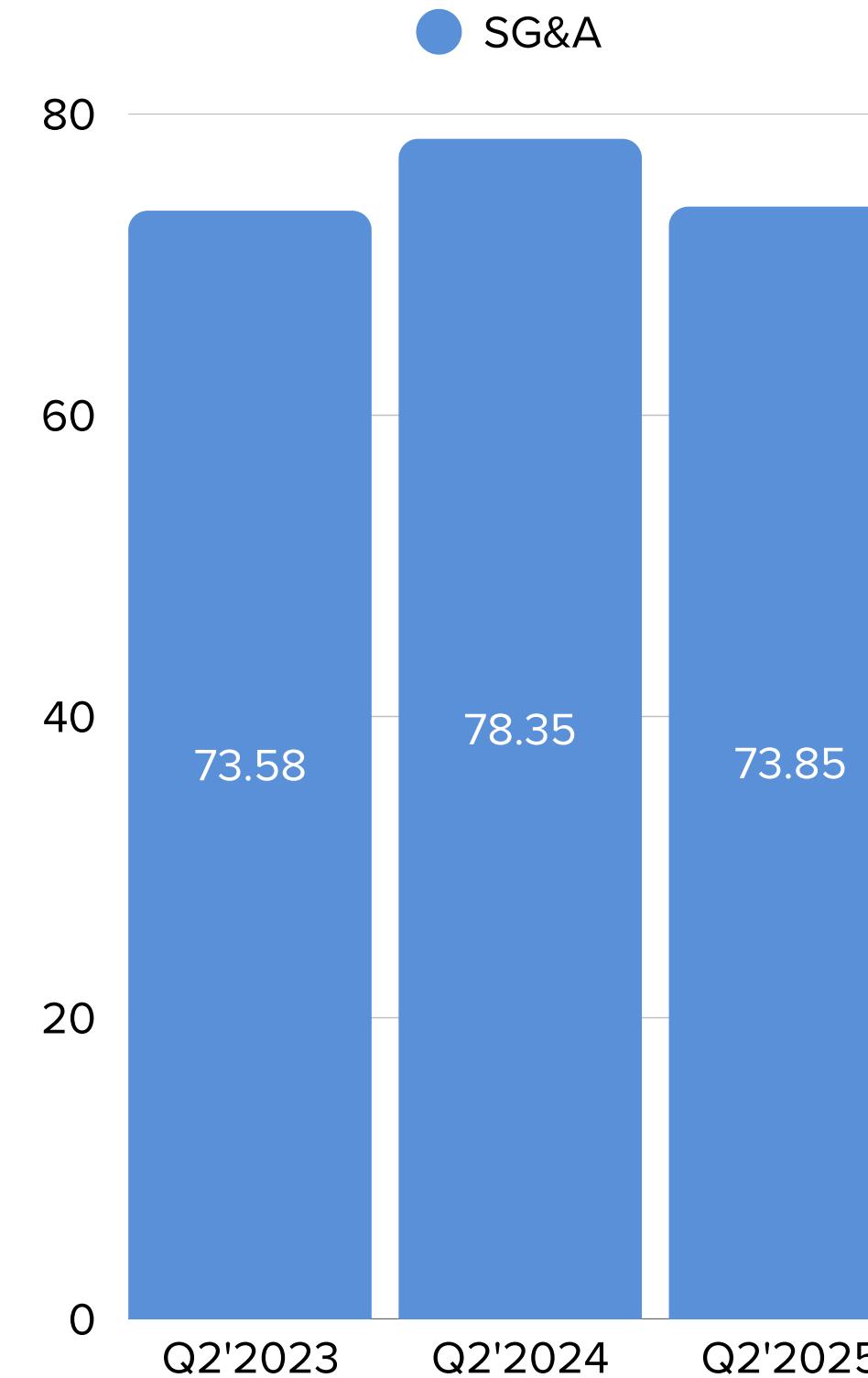


GP Amount : The improvement was primarily driven by stronger performance in the construction contracting segment, particularly substation construction projects.

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



FINANCIAL HIGHLIGHTS



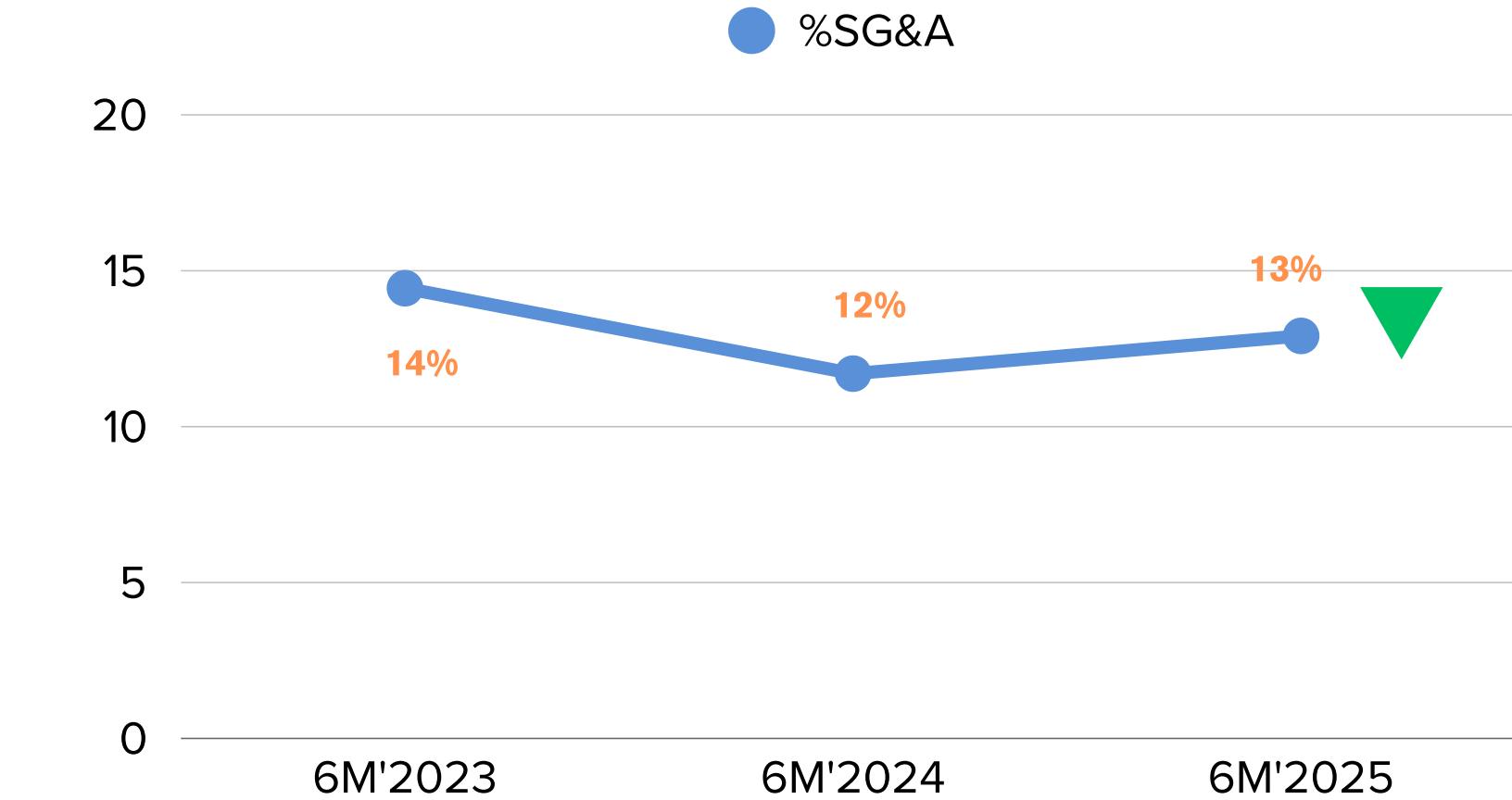
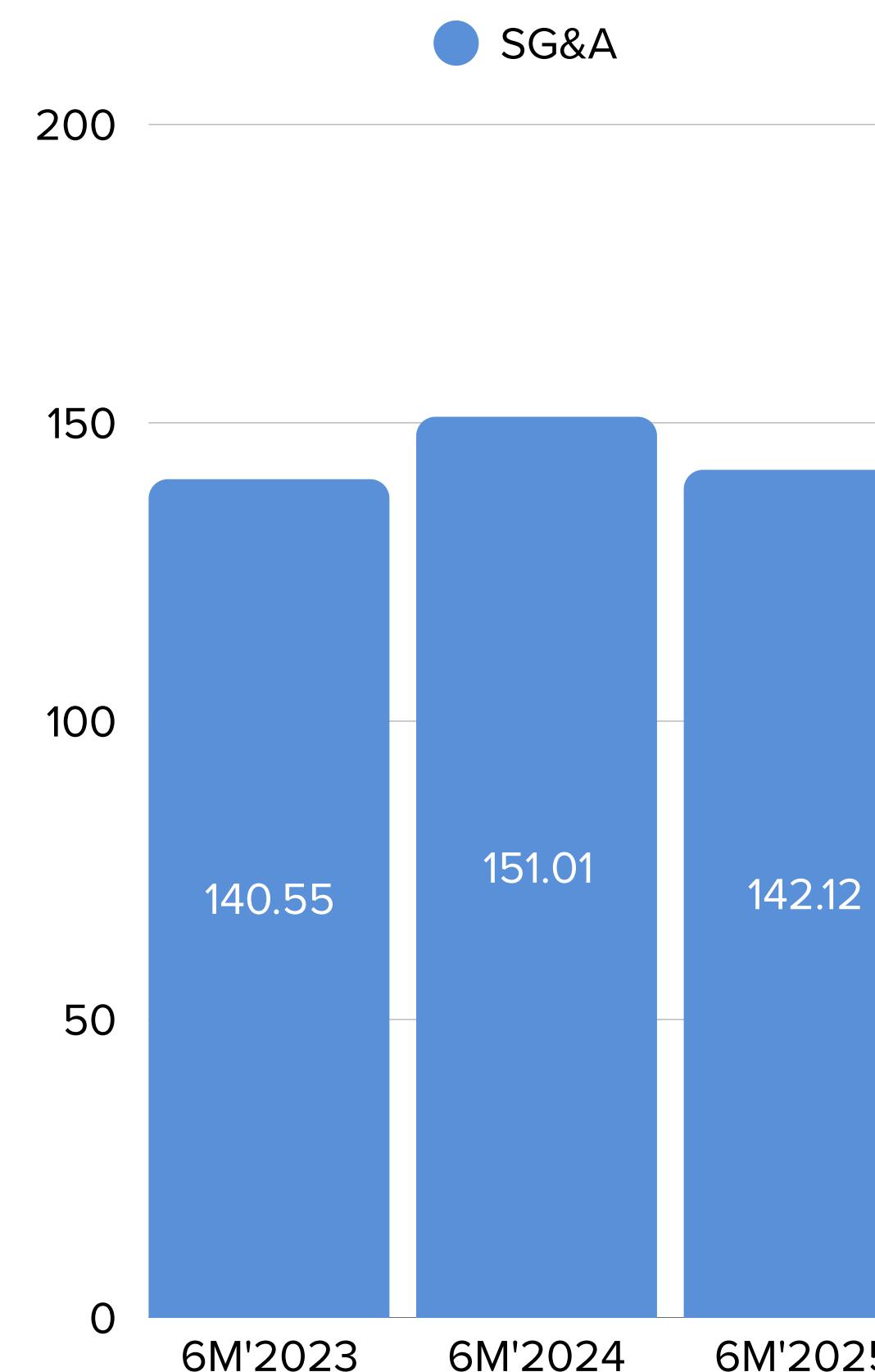
GP amount ▼ 4.5MB. ▼ 5.7%



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



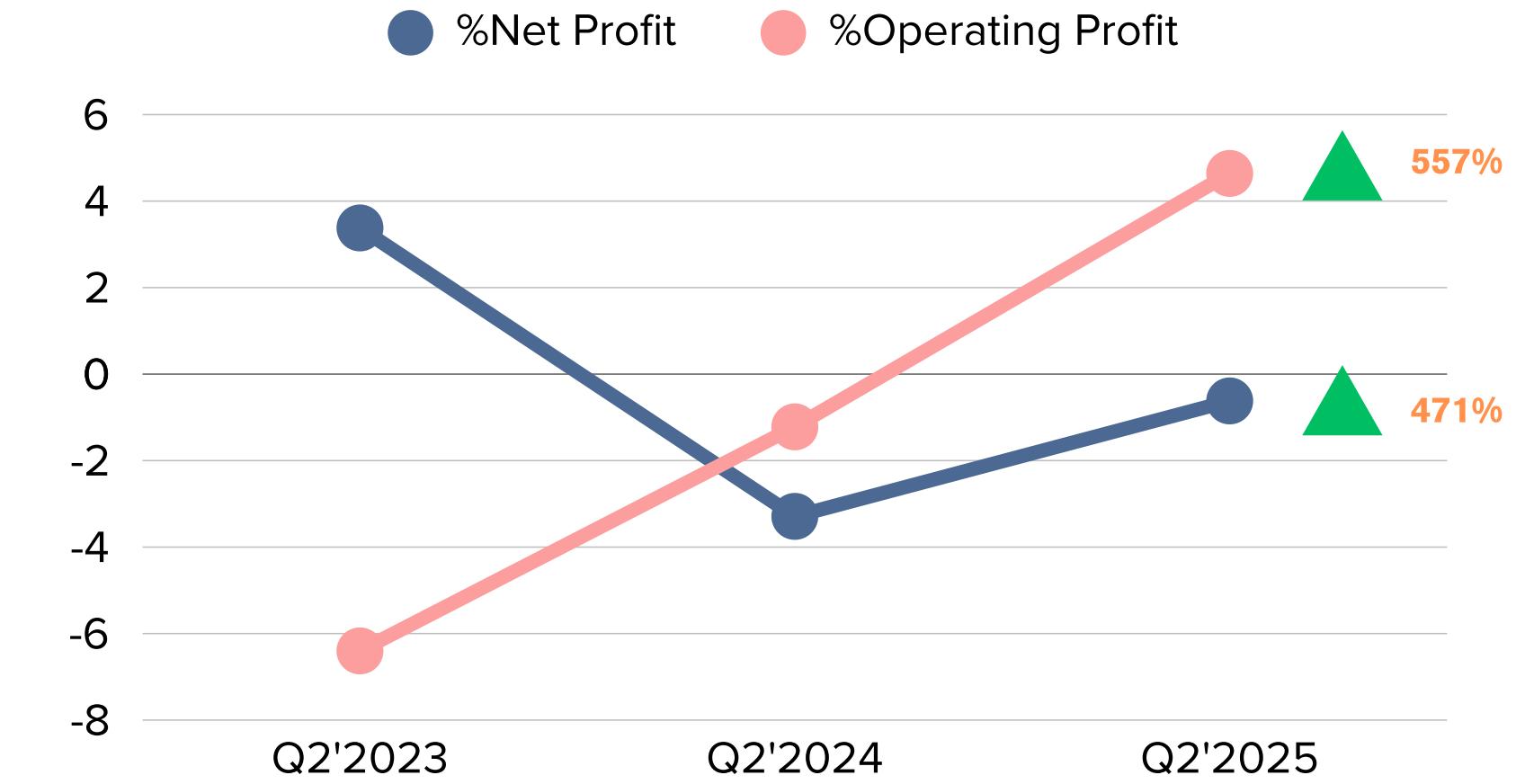
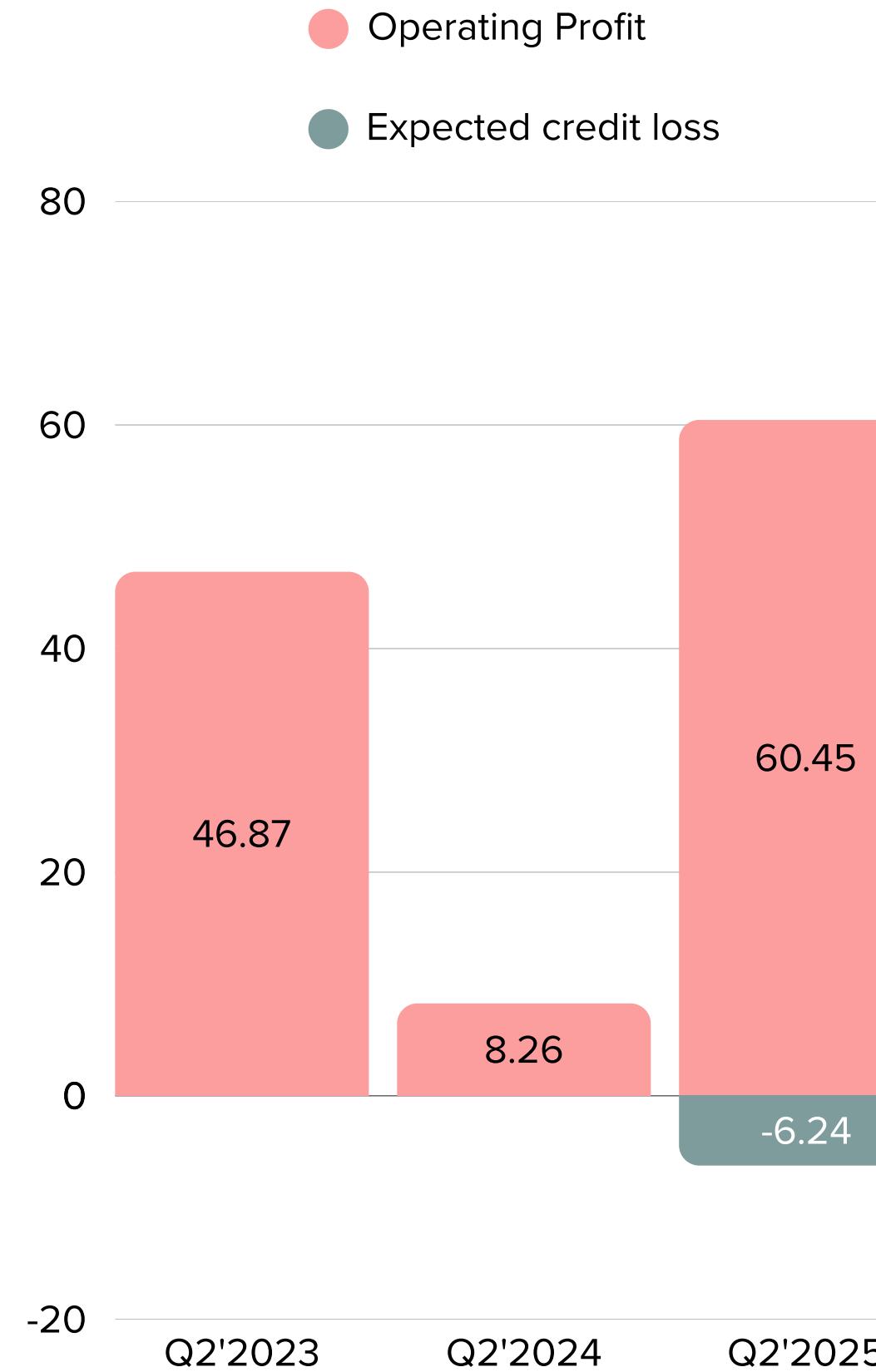
GP amount ▼ 3.96MB. ▼ 3%



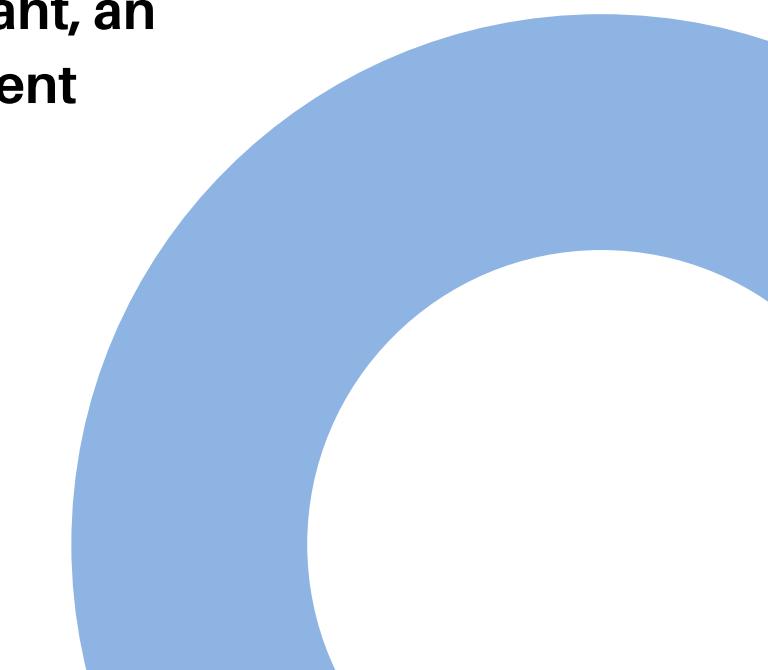
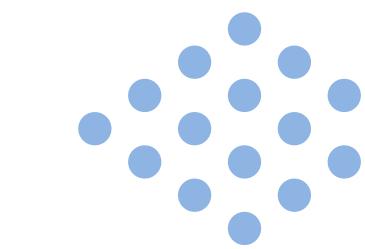
For the six-month period of 2025, selling and administrative expenses general amounted to THB 142.10 million, representing a decrease of THB 3.96 million or 3 percent. The decrease was mainly attributable to the organizational restructuring aimed at reducing long-term expenses and enhancing operational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



FINANCIAL HIGHLIGHTS

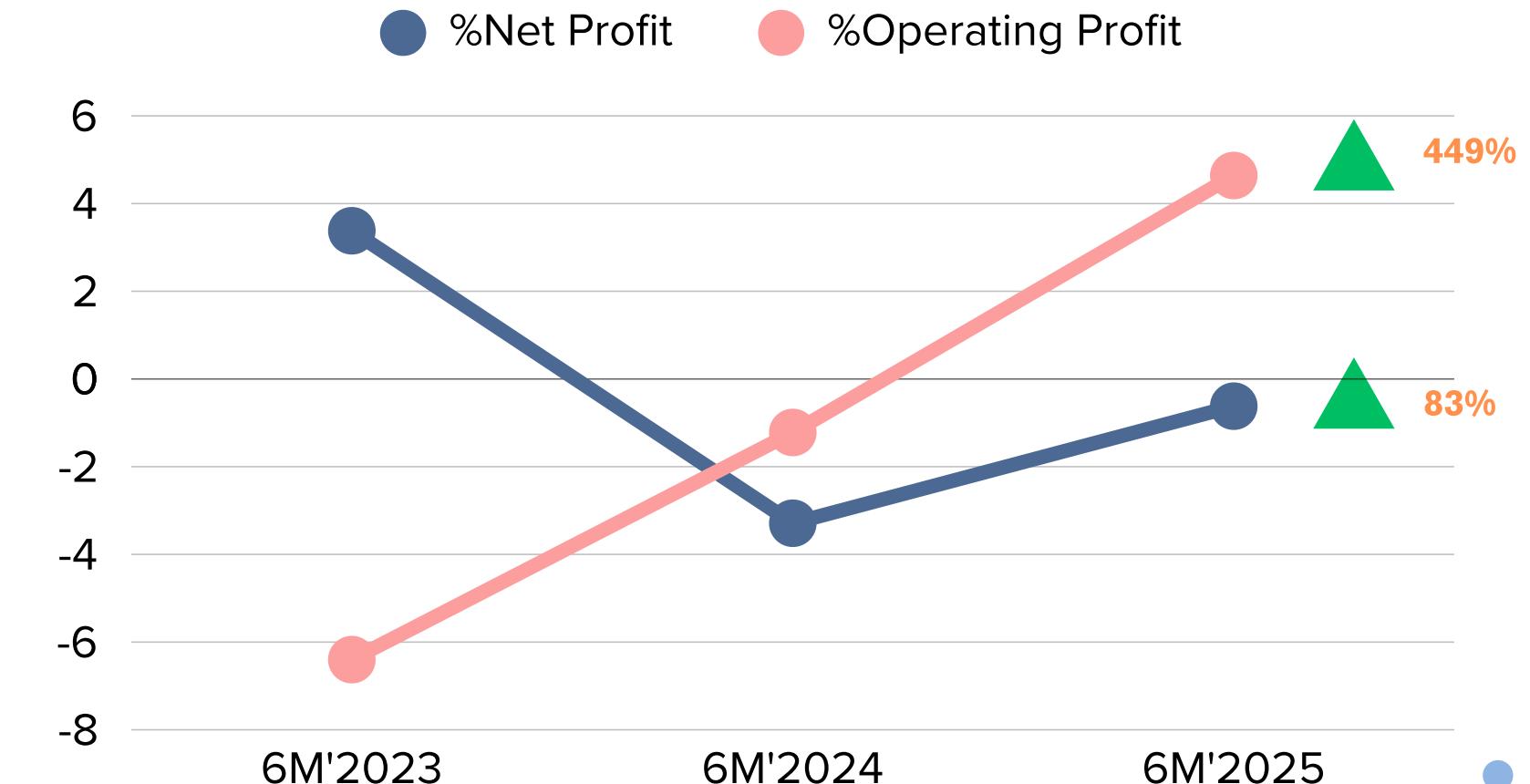
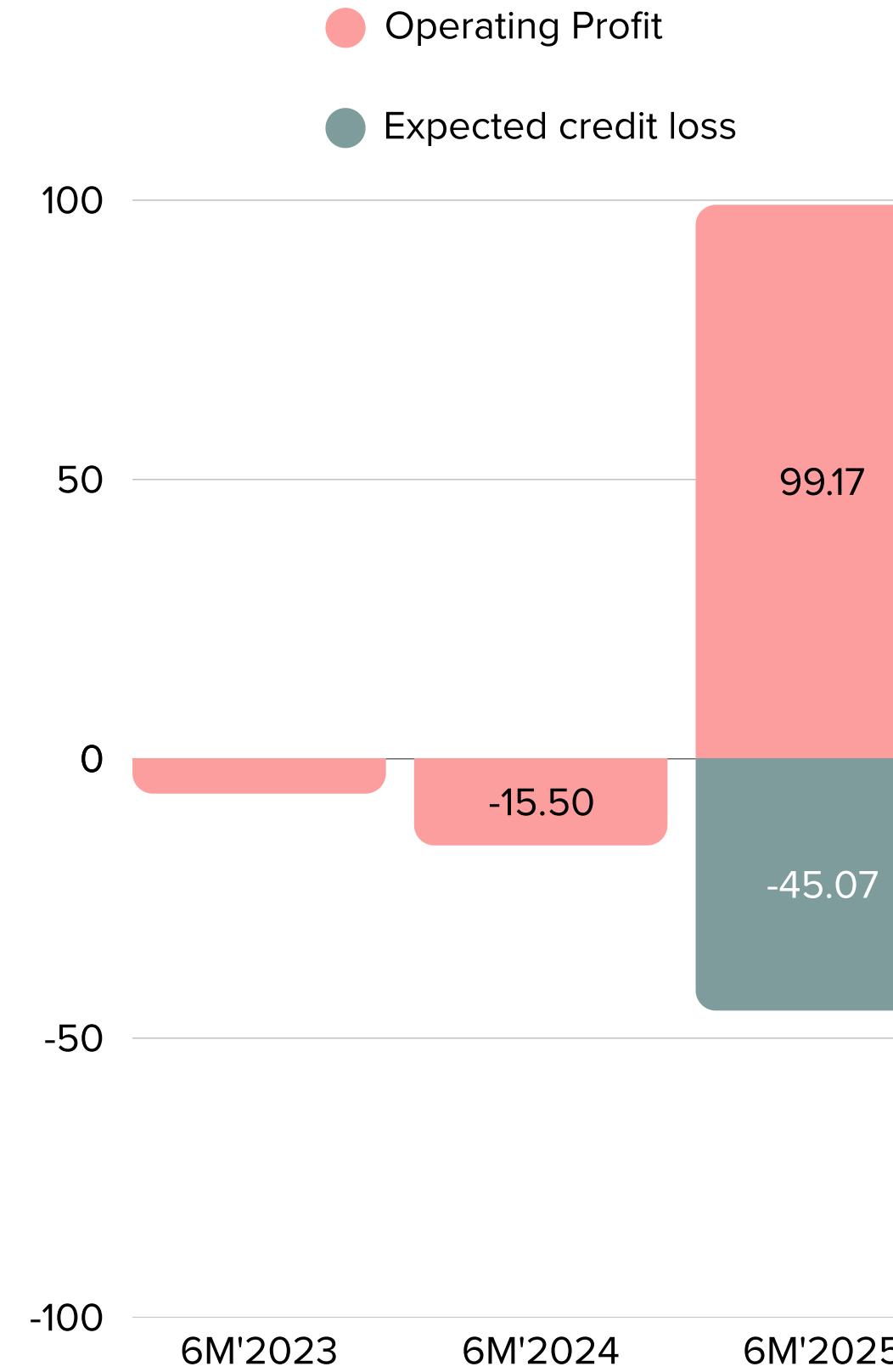


In Q2/2025, net profit was 24.2 million baht, an increase of 30.7 million baht or 471 percent compared to Q2/2024.

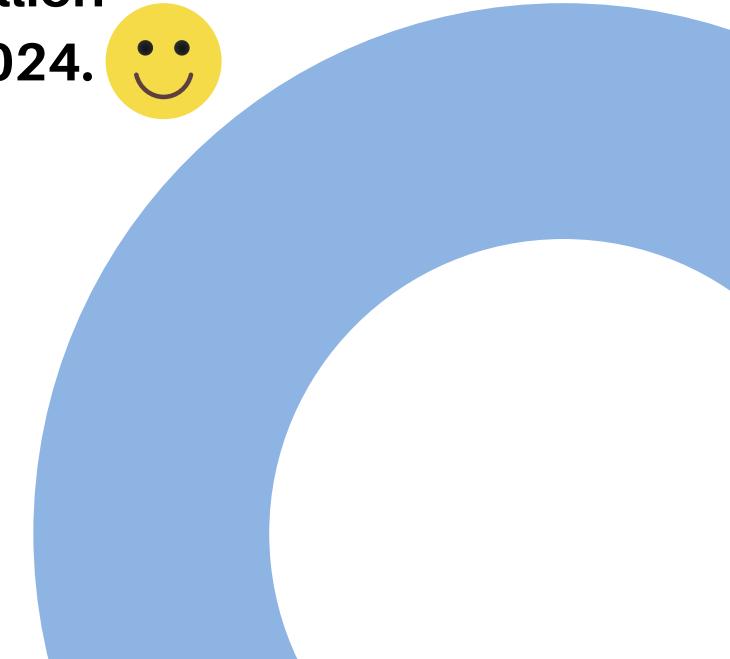




FINANCIAL HIGHLIGHTS

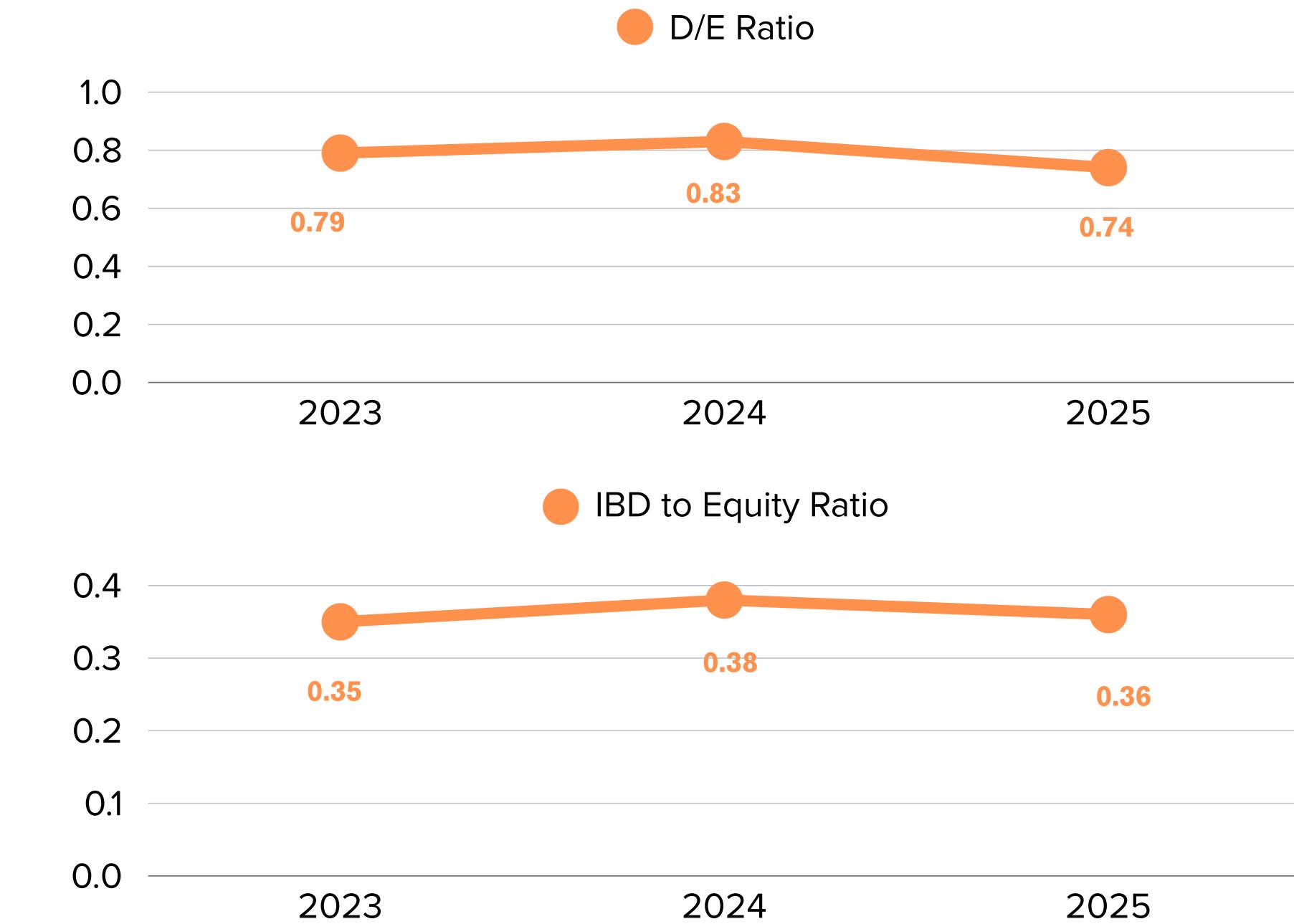
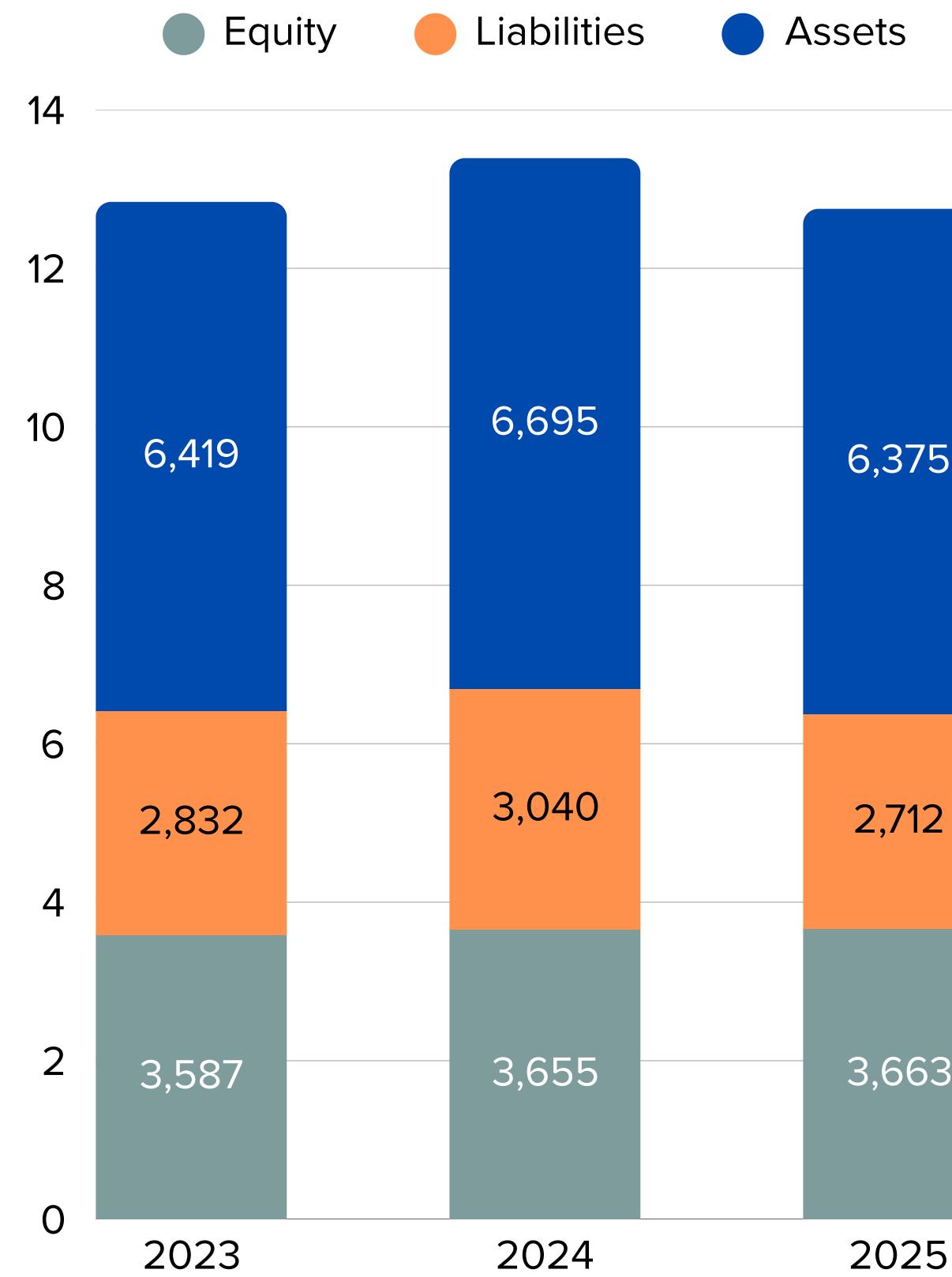


For the six-month period of 2025, net profit was -7 million baht, and decrease of 30.7 million baht or 471 percent compared to Q2/2024. 😊





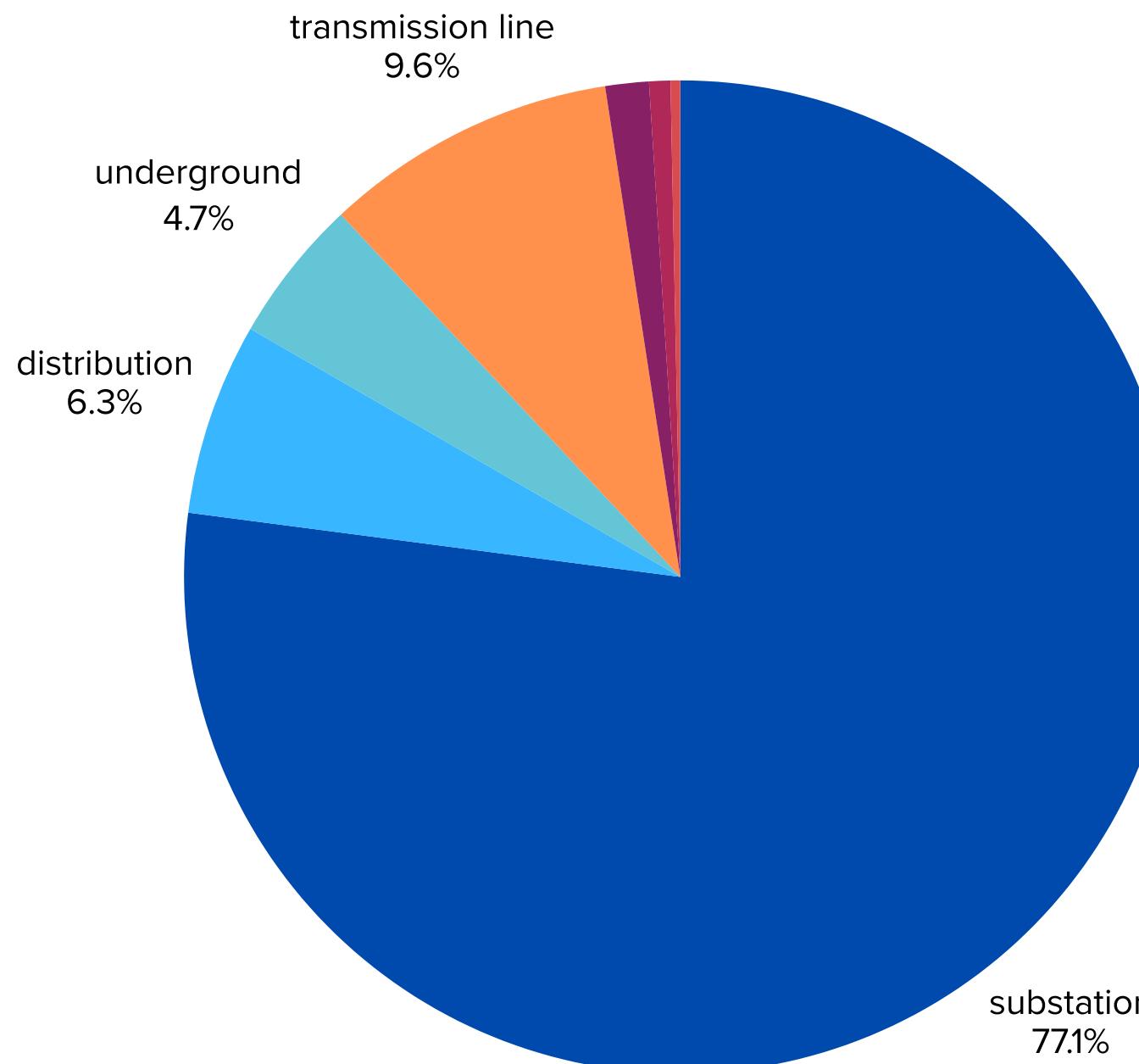
FINANCIAL HIGHLIGHTS



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%**

AGENDA



1 COMPANY OVERVIEW

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

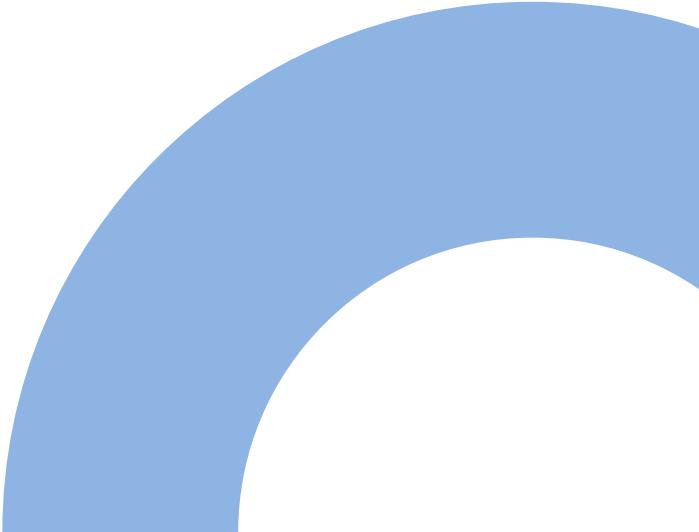
Constructing Transmission and Distribution Line, Substations and Underground Cable.



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





Q & A





THANK YOU

Demco Public Company Limited
Q2 Y2025

DEMCO