



Presentation of

**Professional Waste Technology (1999)
Public Company Limited**



Professional Waste Technology (1999) Public Company Limited

Landfill

Present Situation of Landfill Service Provider

Type of License : **101 (Hazardous)**
 105 (Non – Hazardous)
 106 (Recycle)

Number of License :

101 License (3 Operators)

- * **Prowaste**
- * **Genco**
- * **BWG**

105 License (3 Operators)

- * **Prowaste**
- * **WMS**
- * **BWG**

Present Situation of Landfill Service Provider

Location : **1 in Central area**
3 in Eastern Area

Waste Source : **General Wastes can be divided in to 2 main sources**



Inside Industrial Estate which is in control of Industrial Estate Authority of Thailand. (IEAT)



Outside Industrial Estate which is in control of Department of Industrial Works. (DIW)



Capability of Landfill Operator

Item	Name of Operator	Location	Area (Rai)	Capability (Tons/Year)
1	PROWASTE (101, 105)	Sakeaw	917	720,000
2	GENCO (101)	Rayong	90	360,000
3	BWG (101,105)	Saraburi	100	360,000
Total				1,440,000

Capacity Utilization

Unit : Tons/year

Maximum Capacity *	2003	2004	2005 /9 m.
Non-Hazardous Waste	360,000	360,000	360,000
Hazardous Waste	180,000	180,000	180,000
Waste Water	180,000	180,000	180,000
Total	720,000	720,000	720,000

Utilization

Non-Hazardous Waste	49,360	100,134	106,936
Hazardous Waste	17,335	46,468	34,960
Waste Water	0	0	11,716
Total	66,695	146,602	153,611

% of Utilization

Non-Hazardous Waste	13.71%	27.82%	29.70%
Hazardous Waste	9.63%	25.82%	19.42%
Waste Water	0.00%	0.00%	6.51%
Total	9.26%	20.36%	21.33%

*Remark : Maximum Capacity at 360 days/year

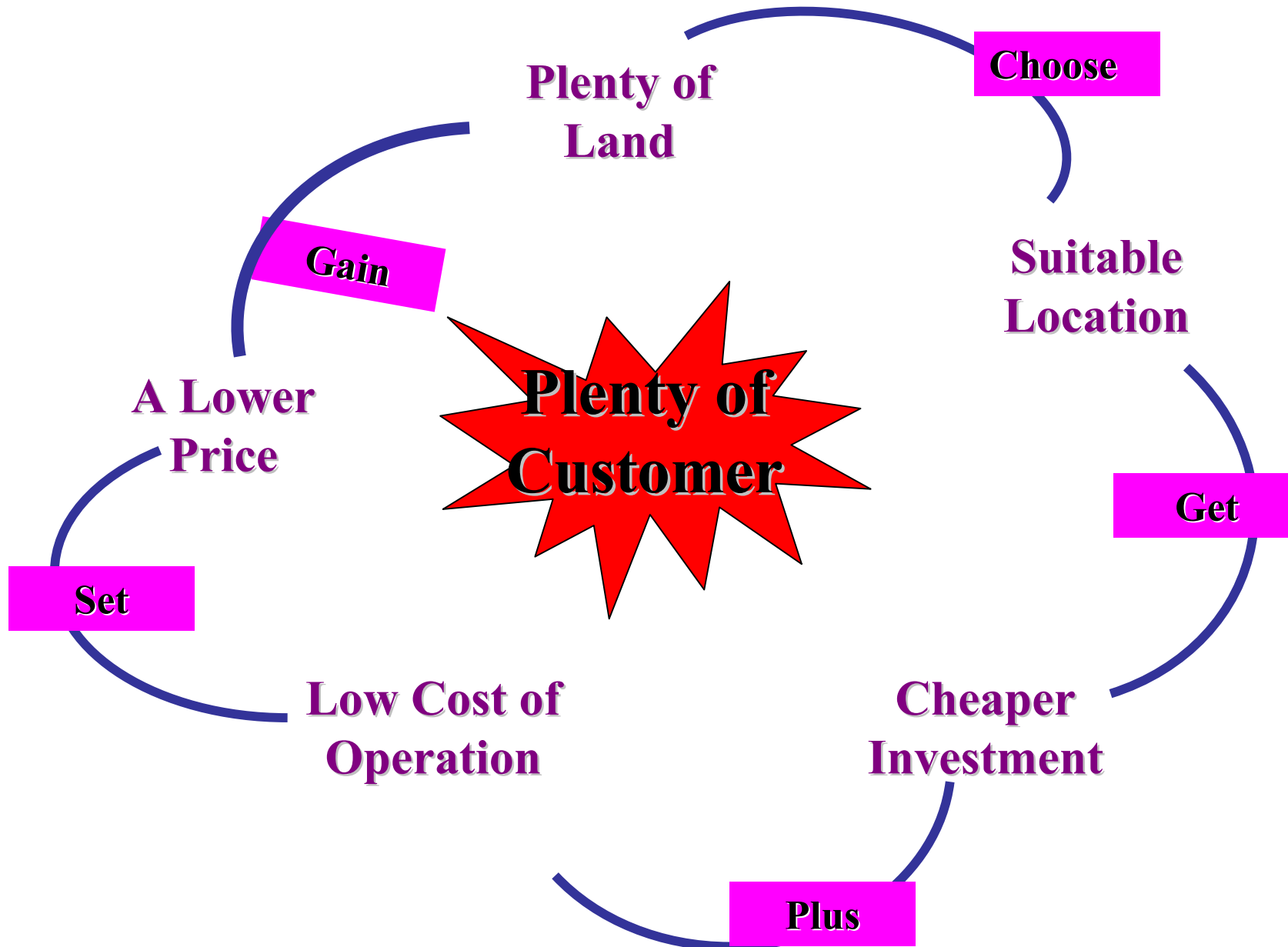
Strategies for Landfilling

- 1. Disposal Options**
- 2. Wider Range of Waste Acceptance**
- 3. Less Disposal Fee**
- 4. Location**
- 5. Several Marketing Promotion**
- 6. Project Development**

2. Wider Range of Waste Acceptance

- **Waste water sludge**
- **Paint Sludge**
- **Contaminated process water**
- **PCB Scraps**
- **PCB Boards**
- **Dust**
- **Fly ash**
- **Carbon from scrubber**
- **Chrome Sludge**
- **Electro Plating waste water**
- **Dying waste**
- **Fluorescent lamp**
- **Alkaline**
- **Battery (Dry cell)**
- **Expired Chemical**
- **Expired Products**
- **Off-spec. products**
- **Rubber**
- **Contaminated Garbage**
- **Etc.**

3. Less Disposal fee



4. Location

Good Location Leads to :-

- **Continuous operation** → **Best Service**
- **No Protesting** → **Best Image**
- **Lower Cost of Operation** → **Best Price**
And Treatment
- **Safe Landfill** → **Best Environmental Protection**

5. Several Marketing Promotion



**Progressive Rate of
Service Fee**



**Long Term
Contract**

6. Project Development

*Besides the process of Hazardous treatment and disposal by Landfilling, **Prowaste** Is preparing : -*

 ***Industrial Cleaning***

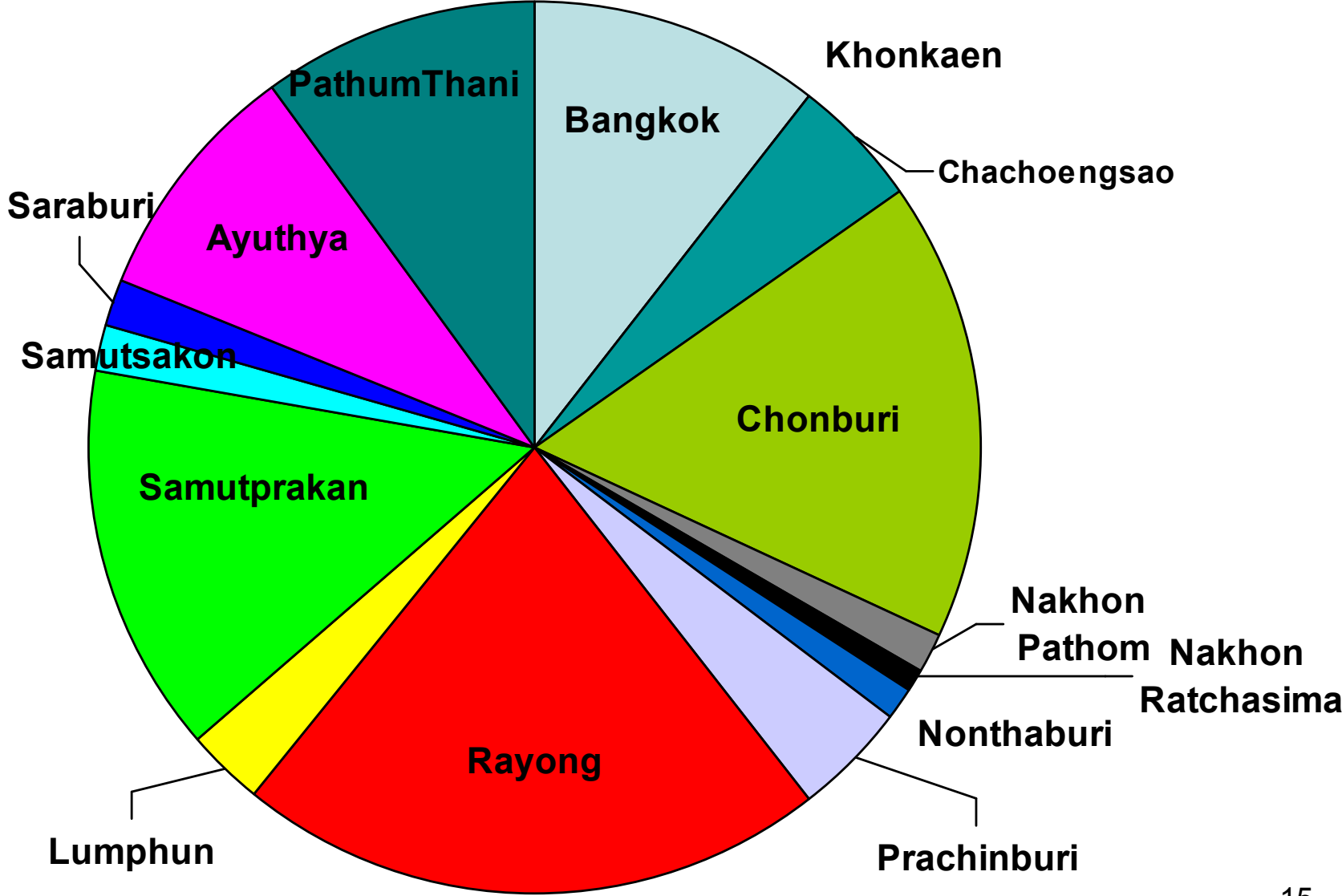
 ***Incinerator Operation***

Prospect of Secured Landfills

As waste disposal option, secured landfill is still the main disposal end which serve mostly hazardous waste because

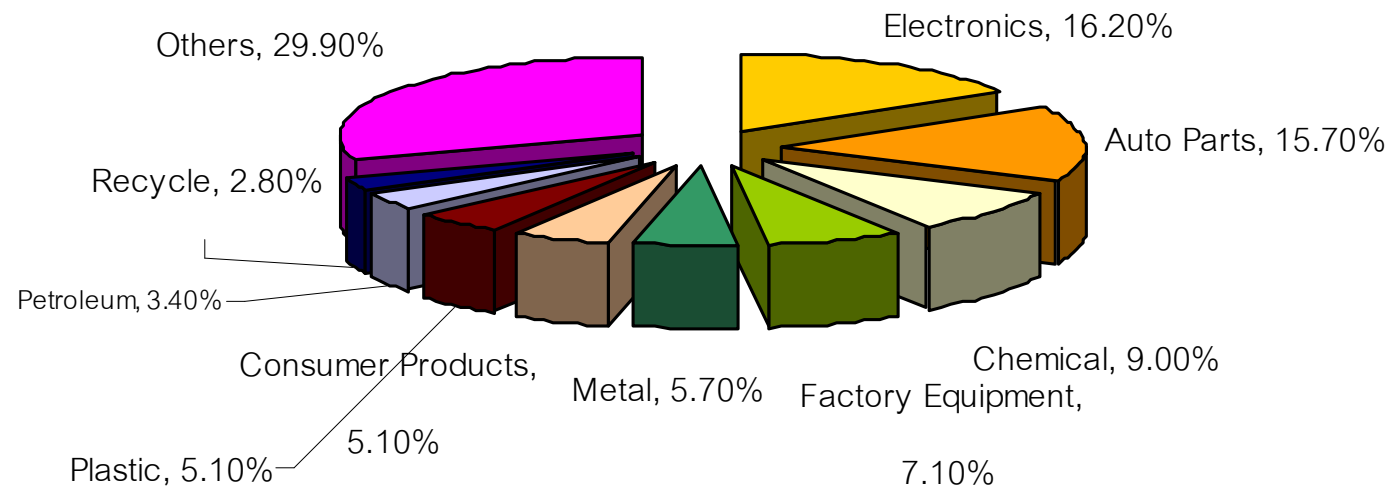
- Wide range of waste acceptance of limitation of waste acceptance*
- Lower cost → lower disposal fee*
- Land price in Thailand is still low and available*
- Cheapest disposal fee comparing with another disposal method.*
- Continuous service / No traffic Jam*

Customer by Area



Customer Classification

Customer Classification by Industry in 2005 (9 months)



- **PWT's customers come from diverse industries.**
- **Majority of customers are in the central region and eastern region. However, there are some customers in the northern region of Thailand as well.**

Government **will** regulate strict enforcement

- Where do all the wastes go?
- Industrial waste 4 M Ton per year
 - 1.0 M Ton Hazardous —————> 50,000 Ton to PRO
 - » 50,000 Ton to GENCO
 - » 200,000 Ton to cement kilns
 - » **> 700,000 Ton miss handled**
 - 3.0 M Ton Non Hazardous —————> 110,000 Ton to PRO
 - 1-20,000 Ton to GENCO
 - 300,000 Ton to other 105 operators
 - > 2,500,000 Ton miss handled**

CONSUMER WASTE > 12 M TON IS STILL CURRENTLY

NON REGULATED!

(household light bulb, car battery, mobile battery, used lube oil, etc.)

FACT AND FIGURE

- 100,000+ Factories in Thailand
- 60,000+ Factories produced industrial waste; Toxic and Non Toxic
- Only 5,000 Factories are in the list of waste operators client

REGULATIONs ENFORCED BY MINISTRY OF INDUSTRY

- Electronic Monitoring and Reconciliation of the Document (beginning Jan 4, 2005)

Waste origin ↔ Waste Operator

+ Target 10 provinces around Bangkok

+ To increase list of 5,000 client list to 12,000 factories within 2 years.

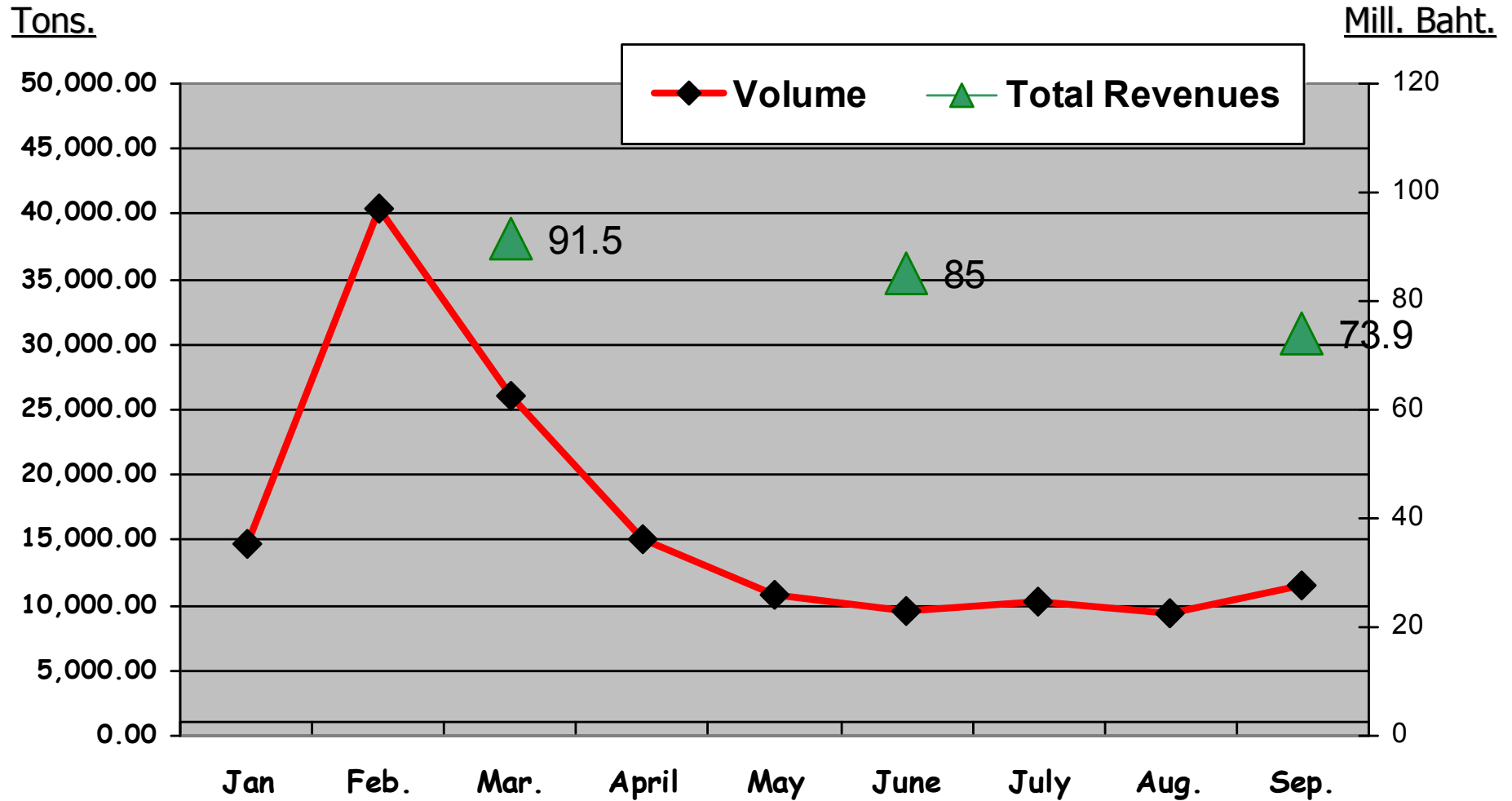
PENALTY MEASURES

- FINE up to Bht 200,000 per case
- Suspend factory operaton license
- Close down the factory

Barrier to entry

- **Almost impossible to find proper piece of land with no major threat of protest from the local**
- **Environmental Impact Assessment (EIA)**
- **License for operation (101 – most difficult)**
- **Availabiltiy of the experienced/qualified staff**

Total Revenue & Volume



Year 2005 / 9 months

Top Ten

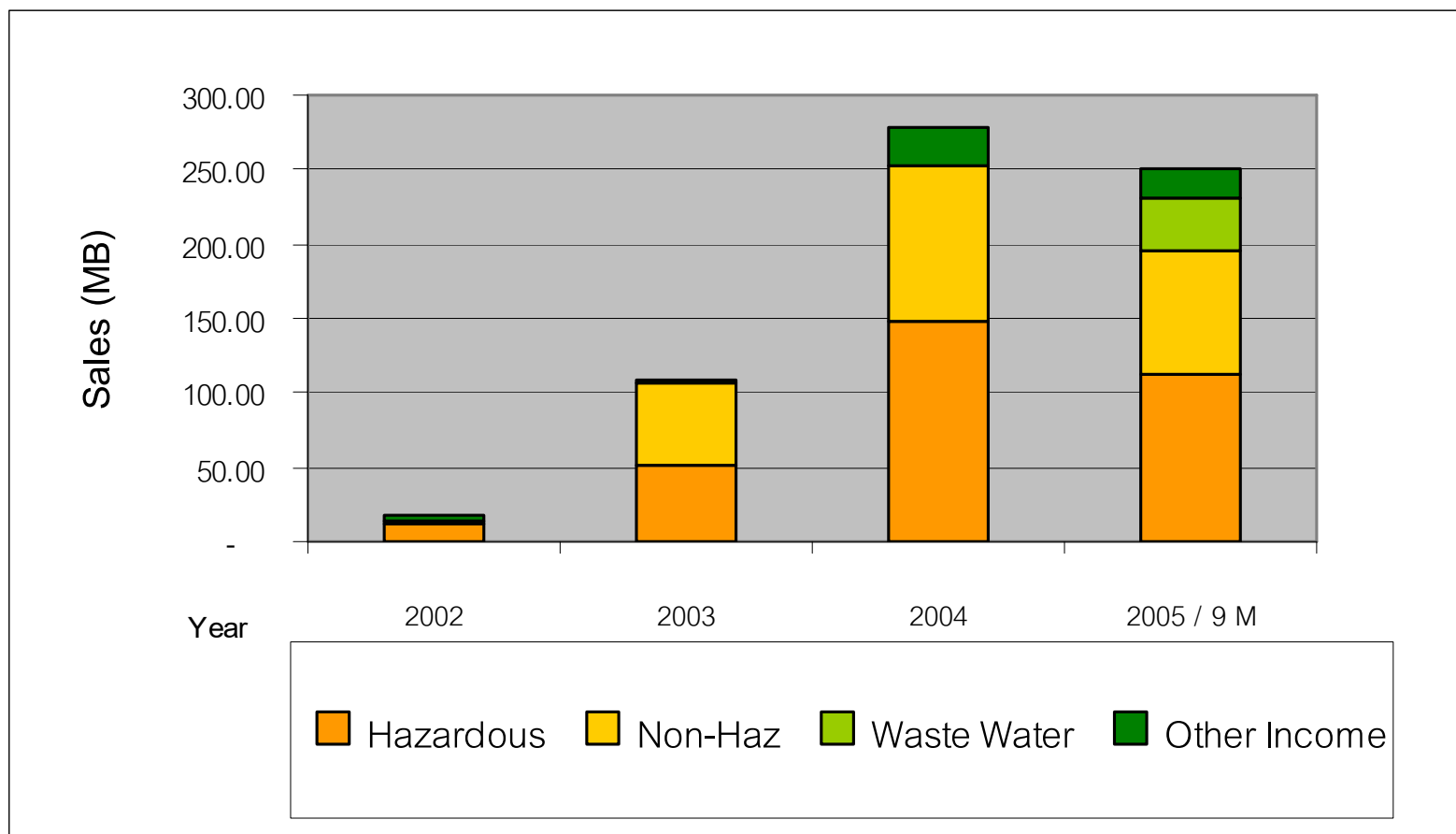
No.	Customer
1	บริษัท เอช.ซี สตาร์ค จำกัด
2	บริษัท ทอสเท็มไทย จำกัด
3	บริษัท ไทยเรยอน จำกัด (มหาชน)
4	บริษัท ไทยเคนเปเปอร์ จำกัด (มหาชน)
5	บริษัท บริดจสโตน เมทัลฟา (ประเทศไทย) จำกัด
6	บริษัท แอลทีอีซี จำกัด
7	บริษัท พีซีทีที จำกัด
8	บริษัท ยู เอ็ม ซี เม็ททอล จำกัด
9	บริษัท เอ็ม ที พิกเจอร์ ดีสเพลย์ (ประเทศไทย) จำกัด
10	บริษัท เอ็มเอสเอ็ม (ประเทศไทย) จำกัด



Financial Highlight

Revenue Structure

Consolidated Revenue Structure 2002 -2004 and 2005 9 months



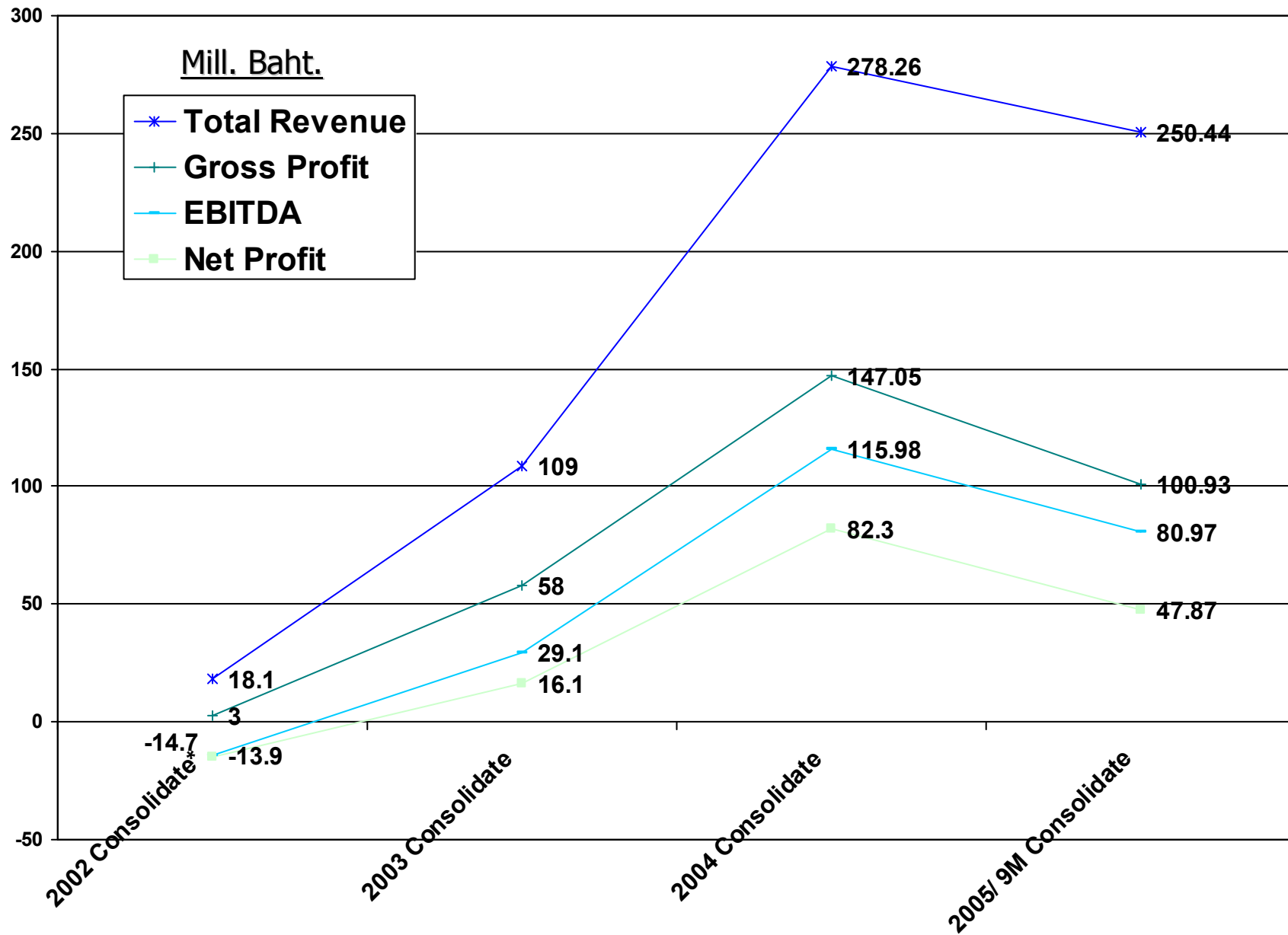
Key Financial Highlight

(Million Baht)

	2002 Consolidate*	2003 Consolidate	2004 Consolidate	2005 / 9M Consolidate
Total Assets	178.4	528.5	871.3	875.5
Total Liabilities	68.2	81.2	52.9	45.3
Total Shareholder Equity	115.1	447.3	818.4	830.24
Total Revenue	18.1	109.0	278.3	250.44
COGS	10.7	48.8	131.2	149.51
Gross Profit	3.3	58.0	147.1	100.93
SG&A	21.8	41.3	58.7	51.4
EBITDA	(13.9)	29.1	114.8	80.97
EBIT	(14.4)	18.8	86.8	49.5
Net Profit	(14.7)	16.1	82.3	47.87
Operating Cash Flow	N/A	(11.2)	44.4	110.2

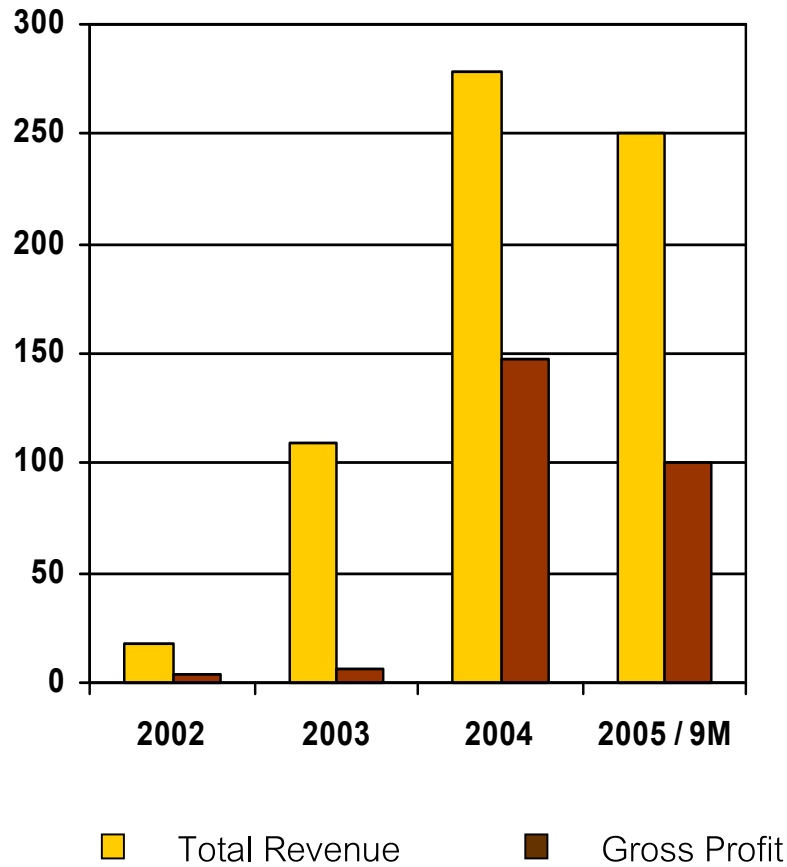
*Note that year 2002 consolidate is made by the company for comparison purpose only and not reviewed by the auditor.

Key Financial Highlight

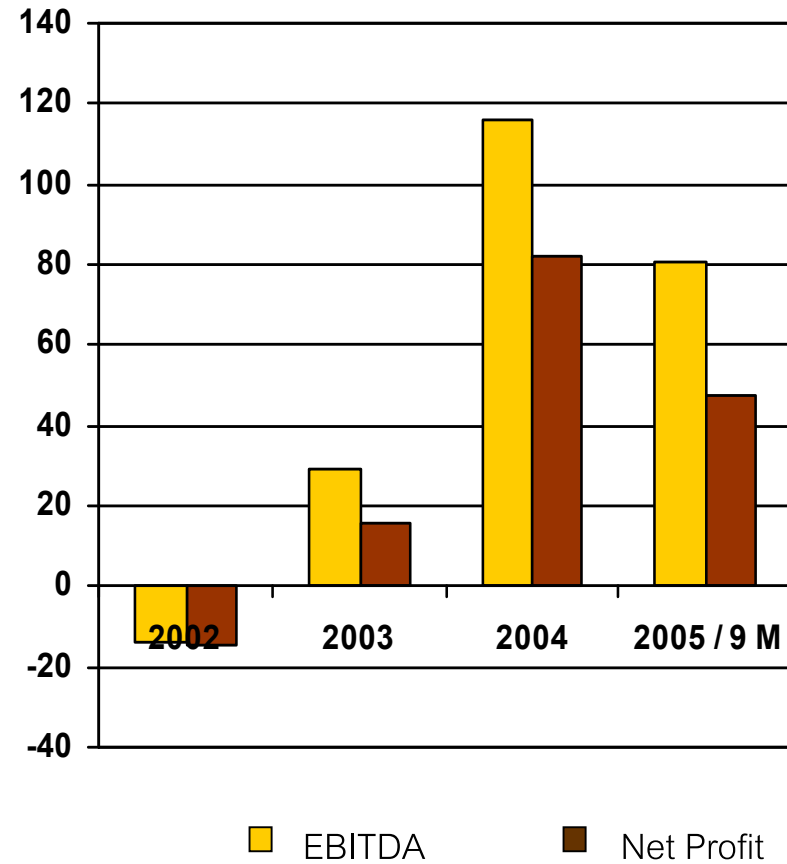


Financial Performance

Revenue & Gross Profit



EBITDA & Net Profit



Key Ratio Analysis

(Million Baht)

	2002 Consolidate*	2003 Consolidate	2004 Consolidate	2005/ 9M Consolidate
Current Ratio	0.32	0.91	4.79	4.95
Gross Profit Margin	24%	54%	53%	40%
Net Profit Margin	-81%	15%	30%	19%
ROE	-22%	6%	10%	6%
ROA	N/A	5%	9%	5%
EPS (Par 1 Baht)	-0.11	0.04	0.14	0.08
BV per share	0.83	0	1.36	1.38

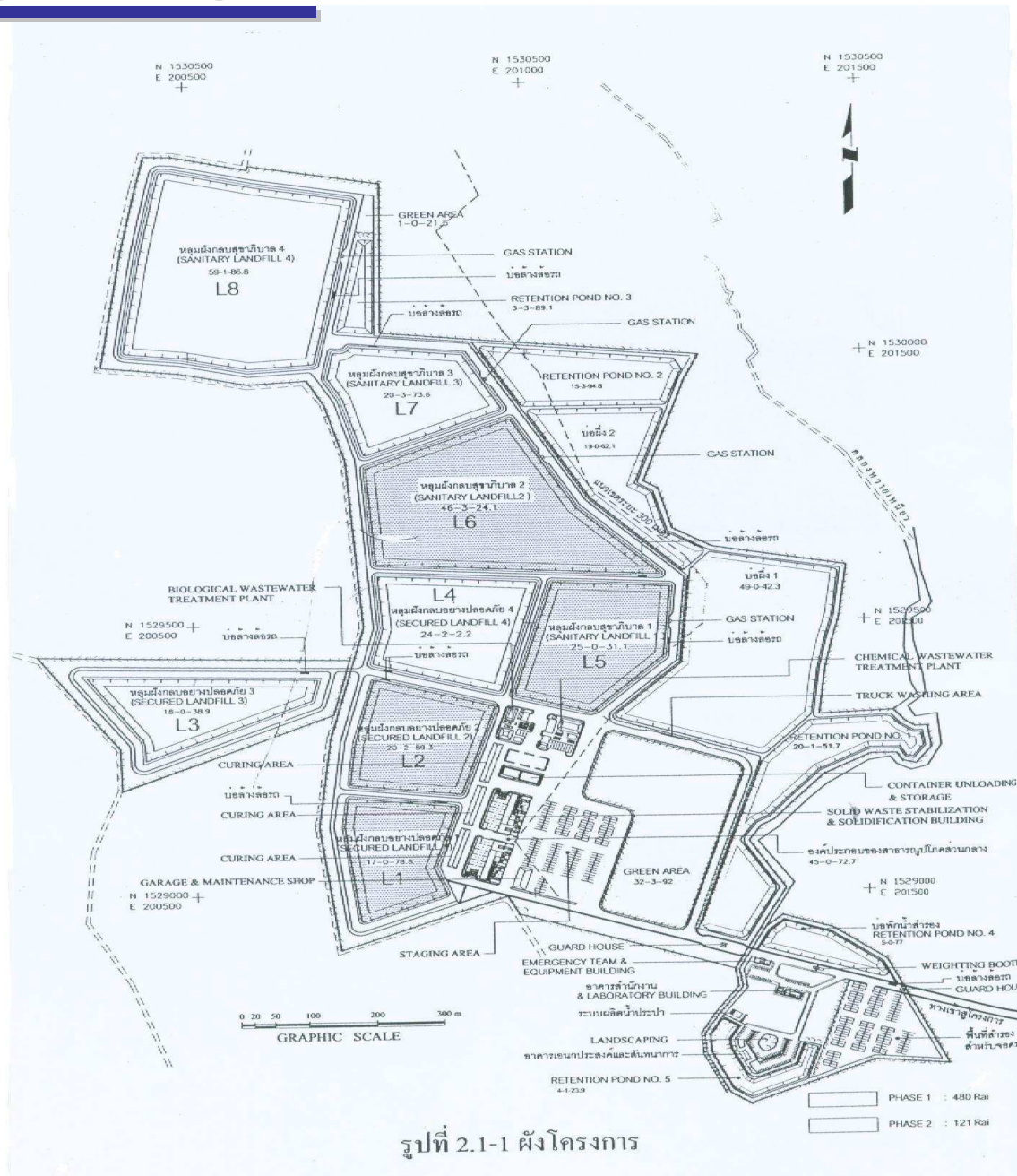


Appendix

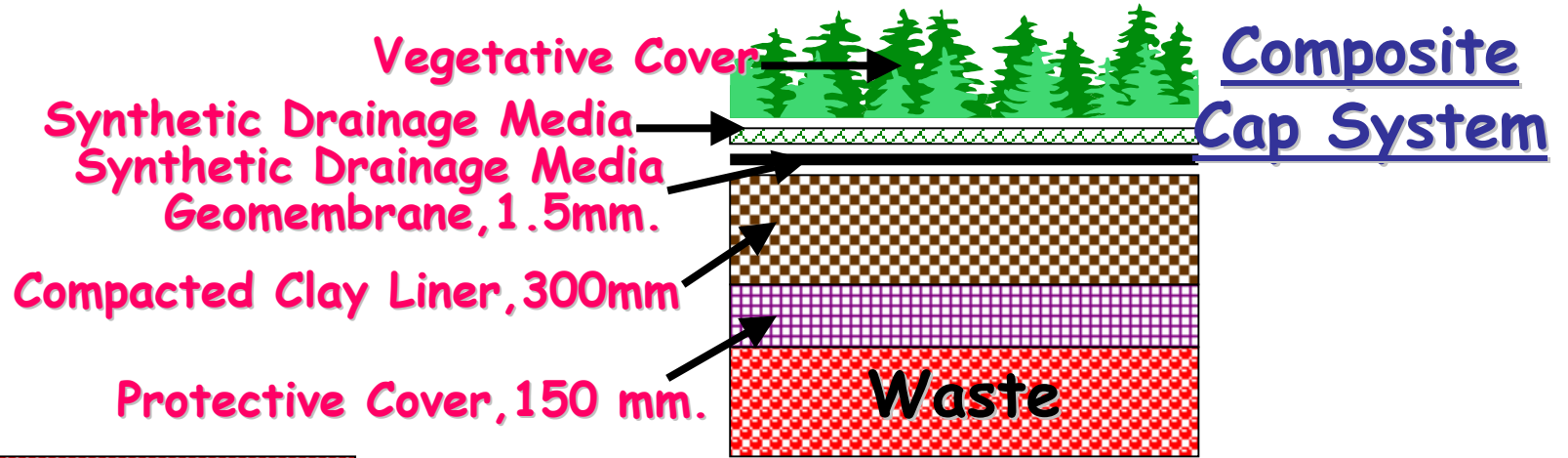
Major Shareholders %

ลำดับ ที่	ชื่อ-นามสกุล	จำนวนหุ้น	(%) ของจำนวนหุ้นทั้งหมด
1	นายทินกร นิลเกษร	70,344,800.00	11.72
2	นายเชิดชู ปานบุญหอม	59,230,100.00	9.87
3	INVESTORS BANK AND TRUST COMPANY	38,868,100.00	6.48
4	นางไข่มุกข์ สนิทวงศ์ ณ อยุธยา	35,442,400.00	5.91
5	นายจรัญ วิวัฒน์เจษฎาวุฒิ	24,711,200.00	4.12
6	นายพงษ์ศักดิ์ ธนศรีวินิชชัย	23,696,500.00	3.95
7	นางทัศนีย์ อินทมระ	20,500,000.00	3.42
8	NOBEX INC., 16	20,290,000.00	3.38
9	นายแดน เหนาะกุล	17,000,000.00	2.83
10	บริษัท เจ้าพระยา ประกันภัย จำกัด	12,769,900.00	2.13

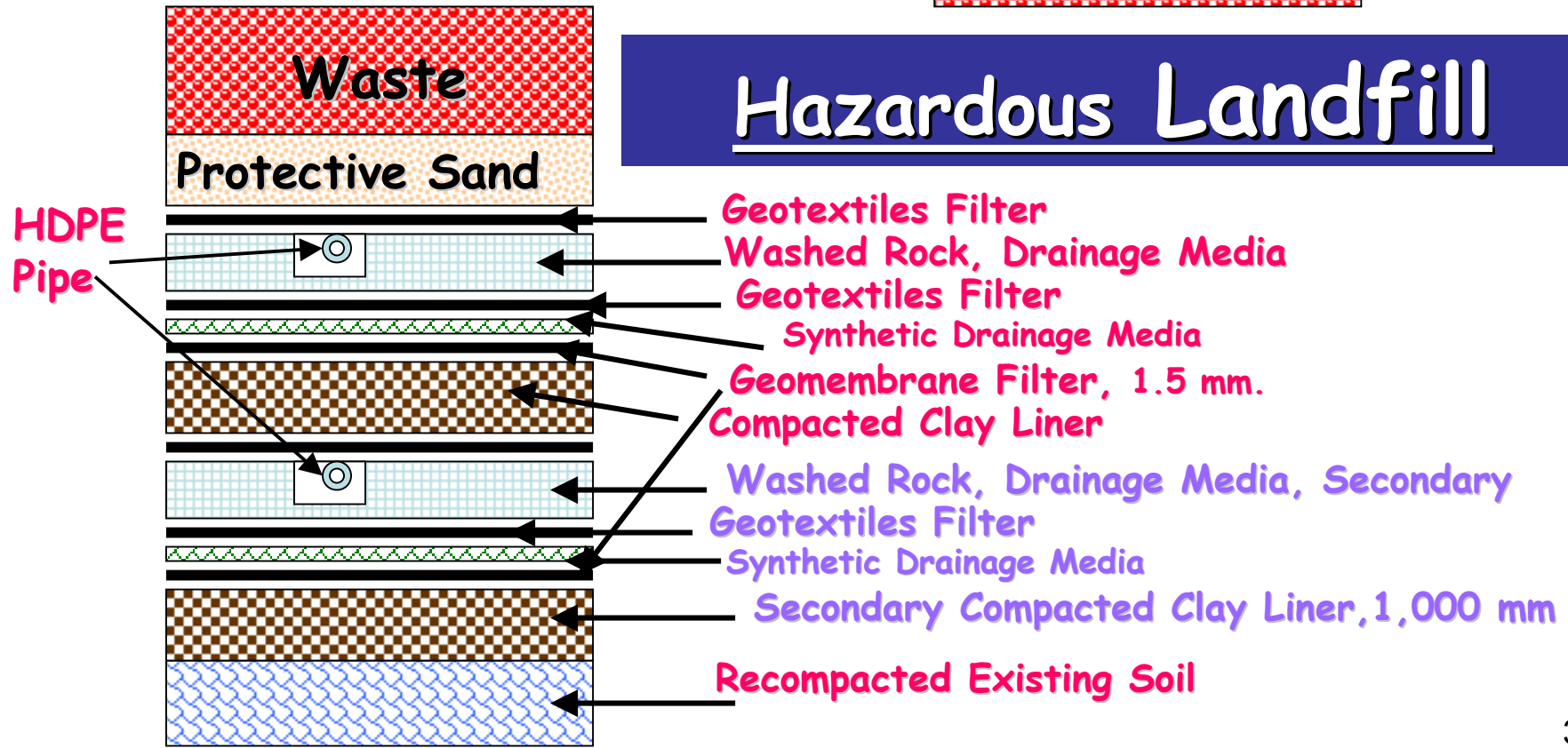
Master Plan



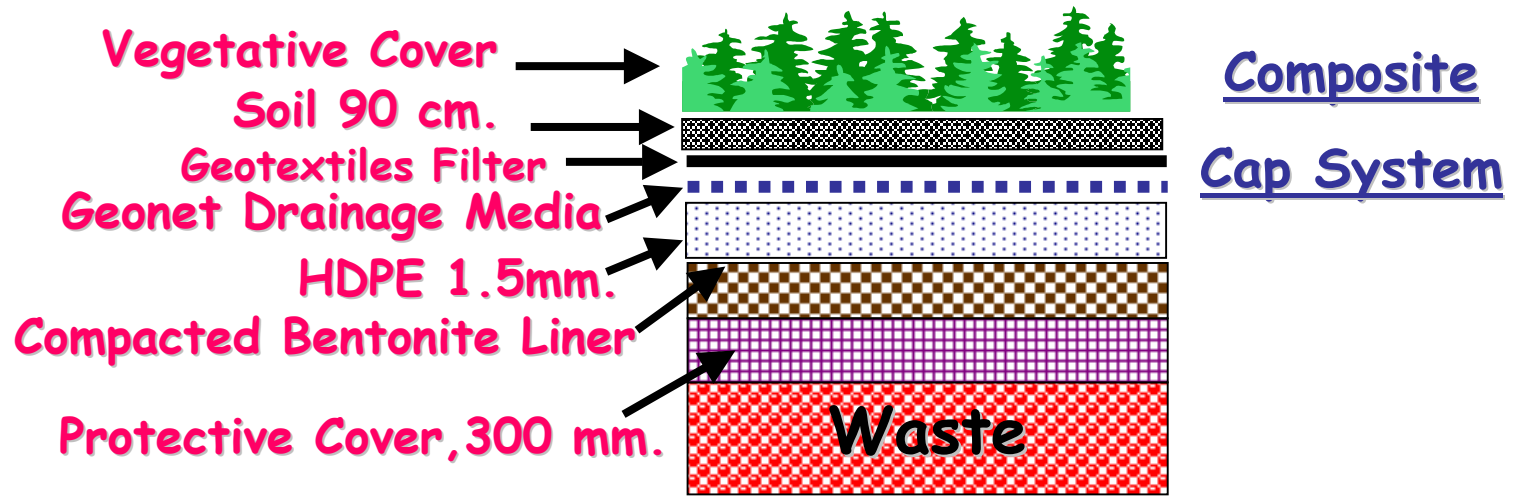
รูปที่ 2.1-1 ผังโครงการ



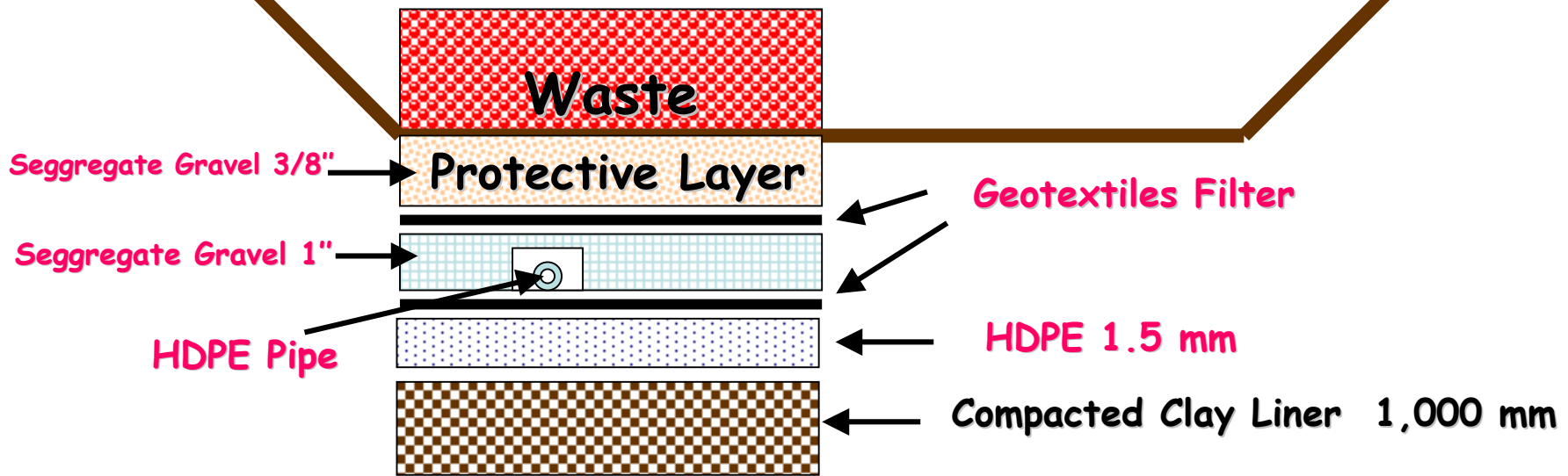
Hazardous Landfill



Composite Liner System



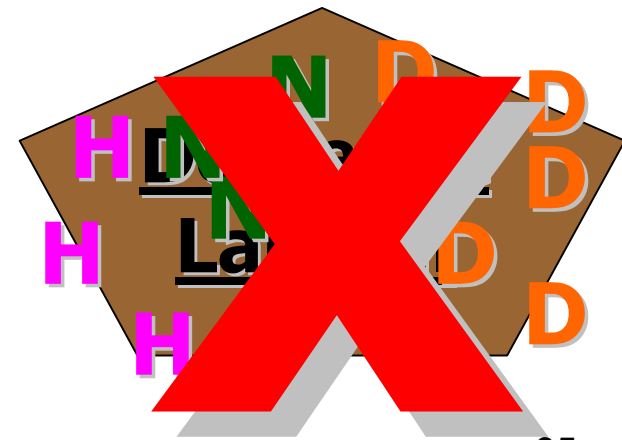
Non-Hazardous Landfill



Composite Liner System



Improper
Disposal



Hazardous
Waste

Non-Hazardous
Waste

Domestic
Waste