

APM
Asset Pro Management

APM LAO
APM (LAO) Securities

APM FINANCIAL &
CAPITAL MARKET
INSTITUTE
B A N G K O K



APM FINANCIAL
ADVISOR
GROUP

THAILAND | LAOS | MYANMAR | CAMBODIA

ASSET PRO MANAGEMENT CO., LTD.
999/9 The Offices at Central World 10th Fl.,
Rama I Road, Patumwan, Bangkok 10330,
Thailand
T +66 2264-5678
F +66 2264-5679

APM (LAO) SECURITIES CO., LTD.
Lao Securities Exchange (LSX) Building, 7th floor,
Phonthan Neua Village, T4 Road,
Saysettha District, Vientiane Capital,
Lao P.D.R.,



Asset Pro Management Company Limited (APM) was found in July 1991 and has commenced its full scale operation as a financial advisor in June 1997.

APM's business is to provide financial consulting services to private corporations and/or individual clients who seek alternative financial solutions for their businesses.

APM's management team and supported consulting team consist of more than 10 professionals who have combine experiences working in Corporate Finance / Investment Banking / Law / Research environments for more than 20 years.

APM is one of the qualified consulting companies, selected and approved by Bank of Thailand's Debt Restructuring Committee in 1999

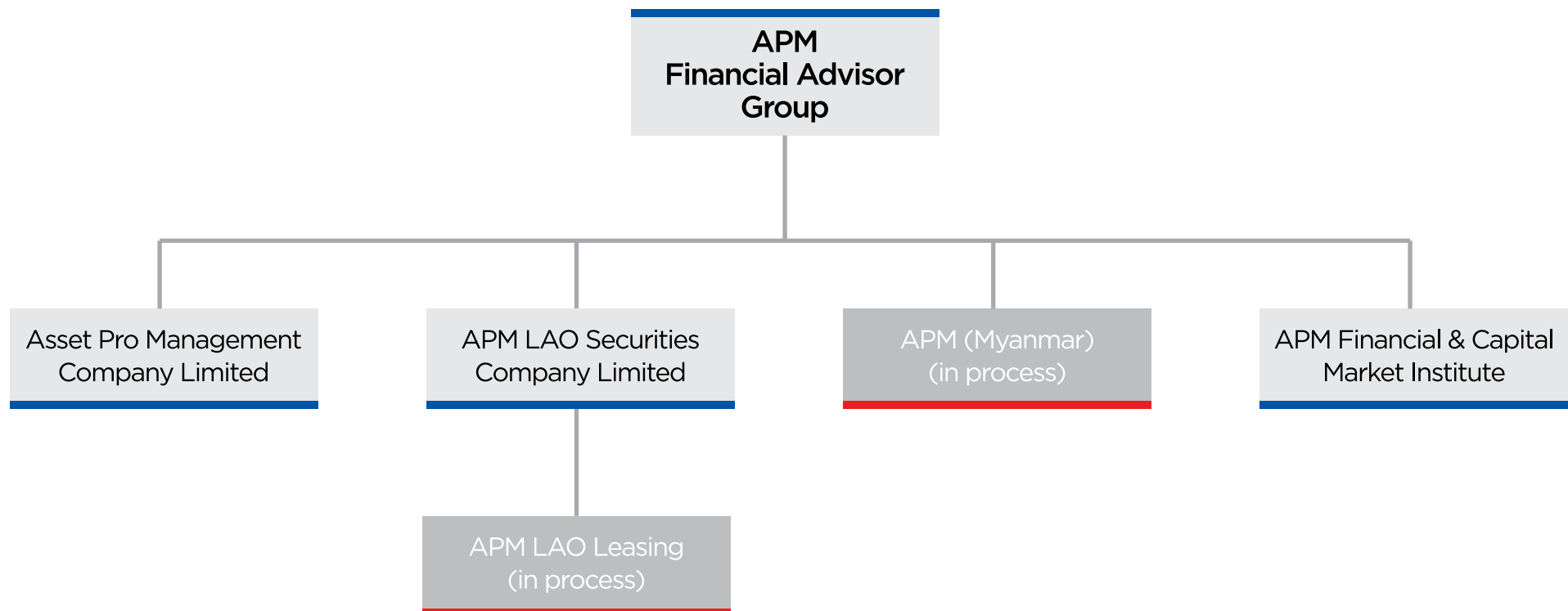
APM is an approval financial advisor under the Securities and Exchange Commission (SEC) since 2006

APM (LAO) Securities Company Limited ("APMLAO") was established to provide financial consulting services to private corporations and/or individual clients in Lao P.D.R. who seek alternative financial solutions for their businesses.

APMLAO has been awarded the financial advisory license under Lao Securities Commission Office (LSCO) since November, 2013.

APMLAO operates with handful management and staff in order to deliver the financial advisory services to customers throughout Lao PDR. with more than 10 local staff

FINANCIAL SOLUTIONS FOR YOUR BUSINESS SUCCESS





OUR SERVICES

MONEY MARKET FINANCIAL SERVICES

- Loan Arranger from Financial Institutions and/or Personal Investors
- Debt Restructuring for Corporates and/or Individual clients

CAPITAL MARKET FINANCIAL SERVICES

- Joint Venture with Financial Partners or Strategic Partners
- Takeover or Merger & Acquisition
- Financial Advisor for Listing in SET / mai and LSX (Initial Public Offering)

OTHERS FINANCIAL SERVICES

- Independent Financial Advisor for Listed Companies
- Reorganization Plan for Rehabilitation Company
- Business/Share Valuation
- Feasibility Study

WHO WE SERVE

We believe that SME business in Thailand as well as in CLMV countries is bound to be a key factor of economic unity and financial breakthrough in ASEAN



WHAT MAKE US UNIQUE

INDEPENDENT

APM is not under any underwriting company or financial institution thus APM can negotiate with every related parties to maximize benefit to the Company

Enhancing bargaining power on;

- Timing for subscription
- IPO Price

The coverage of share allotment

- Reducing the concentration of investors
- Enhancing price stability in long-run

INTERNATIONAL STANDARD

APM will study, analyze, and coordinate with related institute in order to improve the Company's internal control system to achieve the standard of other stock exchanges in ASIA such as Stock exchange of Thailand, Malaysia, Indonesia, Singapore, Hong Kong and etc.

STRONG PARTNERSHIP

APM has partnership with many other foreign underwriters and selling agents which can widen the window to the investor globally.

PR | IR

APM has a lot of experience in performing Investor Relation (IR) and Public Relation (PR) for the Company before and after listing in the securities exchange including Dinner Talk, Roadshow, Seminar, and etc. These activities will get the Company more well-known and also build confidence to all investors thoroughly.

2008

16
companies

out of 118 companies
were listed in the Stock Exchange of Thailand
by **APM**

2014

14%

of market share
among **72** licensed
financial advisory firms

1st
ranking
by the number
of company

OUR**WORK**

60+
companies

were
financially
satisfied



USD
300+
million

have been raised
through **IPO**
by **APM**

01 Initial Public Offering (IPO)

COMPANY

FIRST DAY TRADE

LISTING MARKET

APM

Siam Pan Group Public Company Limited	SPG*	January 9, 1998	SET
Asian Insulators Public Company Limited	AI**	September 9, 2004	SET
United Paper Public Company Limited	UTP**	December 16, 2004	SET
Thai Nondestructive Testing Public Company Limited	TNDT	September 28, 2007	mai
Dimet (Siam) Public Company Limited	DIMET	January 21, 2008	mai
Builder Smart Public Company Limited	BSM	February 14, 2008	mai
Asia Green Energy Public Company Limited	AGE	February 26, 2009	mai
Sena Development Public Company Limited	SENA	July 29, 2009	SET
Siam Global House Public Company Limited	GLOBAL	August 19, 2009	SET
Teera-Mongkol Industry Public Company Limited	TMI	May 14, 2010	mai
Hydrotek Public Company Limited	HYDRO	December 15, 2011	mai
Project Planning Service Public Company Limited	PPS	September 26, 2012	mai
Energy Absolute Public Company Limited	EA	January 30, 2013	mai
East Coast Furnitech Public Company Limited	ECF	March 26, 2013	mai
Cho Thavee Dollasien Public Company Limited	CHO	May 13, 2013	mai
Ocean Commerce Public Company Limited	OCEAN	December 23, 2013	mai
AI Energy Public Company Limited	AIE	January 6, 2014	mai
LDC Dental Public Company Limited	LDC	September 2, 2014	mai
Smart Concrete Public Company Limited	SMART	October 2, 2014	mai
Forth Smart Service Public Company Limited	FSMART	October 14, 2014	mai
K.C. Metalsheet Public Company Limited	KCM	December 23, 2014	mai
TV Thunder Public Company Limited	TVT	May 8, 2015	mai
Home Pottery Company Limited	HPT	June 29, 2015	mai
Pioneer Motor Public Company Limited	PIMO	August 13, 2015	mai
ATP30 Public Company Limited	ATP30	August 27, 2015	mai
Getabec Public Company Limited	GTB	March 23, 2016	mai
Bangkok Sheet Metal Public Company Limited	BM	May 17, 2016	mai
Business Alignment Public Company Limited	BIZ	July 28, 2016	mai

APMLAO

Petroleum Trading Lao Public Company	PTL	December 9, 2014	LSX
Souvanny Home Center Public Company	SVN	December 11, 2015	LSX

02 Independent Financial Advisor Role

COMPANY

Tapaco PCL
 Thai Mistuwa PCL
 Unionfootwear PCL
 Union Textile PCL
 Saha-Union PCL
 Saha-Union Technology PCL
 Finansia Syrus Securities PCL
 Maybank Kimebg Securities (Thailand) PCL
 The Siam Industrial Credit PCL
 Thai Property PCL
 Yuasa Battery (Thailand) PCL
 Universal Absorbents & Chemicals PCL
 Siam Global House PCL
 Susco PCL
 Shangri-La Hotel PCL
 M Pictures Entertainment PCL
 Bangkok Nylon PCL
 Chiang Mai Ram Medical Business PCL
 Gunkul Engineering PCL
 Gunkul Engineering PCL
 Finansia Syrus Securities PCL
 Energy Absolute PCL
 Asia Corporate Development PCL
 Chiang Mai Ram Medical Business PCL

TYPE OF TRANSACTION

Related Party Transaction
 Related Party Transaction
 White Wash
 Acquisition or Disposition of Assets
 Tender Offer
 Delisting
 White Wash
 Tender Offer
 Delist / Tender Offer
 Share Valuation
 Disposition of Assets
 Acquisition of Assets
 Connected Transaction and Partial Tender Offer
 Acquisition of Assets
 Connected Transaction and Disposition of Assets
 Connected Transaction and Acquisition of Assets
 Tender Offer
 Connected Transaction
 Acquisition of Assets (Project I)
 Acquisition of Assets (Project II)
 Acquisition of Assets and Connected Transaction
 Acquisition of Assets
 Acquisition of Assets
 Connected Transaction (Project II)

03 Merger & Acquisition and Joint Venture


COMPANY

Nilkosol Co., Ltd.
 The Union Frozen Products Co.,Ltd.
 Fame Post Production Co.,Ltd.
 Asian Insulators PCL
 Pamola Co.,Ltd.
 Tarad Dot Com Co.,Ltd.
 Finansia Credit Limited
 Royal Can Industry Co.,Ltd.
 Cho Thavee Dollasien PCL
 Builder Smart PCL
 Namiki Precision Co.,Ltd
 Petchburi Car Rent Co.,Ltd.
 Bio Degradable Packaging for Environment PCL
 North East Rubber Co.,Ltd.
 Specialty Natural Products Co.,Ltd.
 Bor Ploi Solar Co.,Ltd.

ACTIVITIES

Share Valuation and Joint Venture
 Share Valuation and Joint Venture
 Share Valuation and Joint Venture
 Share Valuation and Joint Venture
 Share Valuation and M&A
 Share Valuation and Joint Venture
 Share Valuation
 Share Valuation and Joint Venture
 Share Valuation and Joint Venture
 Share Valuation and Joint Venture
 Share Valuation
 Share Valuation and Joint Venture
 Joint Venture
 Share Valuation and Loan Arranger
 Share Valuation and Joint Venture
 Share Valuation





*As a financial advisory role,
we believe that, to achieve our goal as well as satisfy our customer,
human capital is the most important asset in APM.*

*Dedication, Experience and Education of staff are our
priority to our customer and our organization.*

OUR TEAM



**Mr. Somphob
Sakpunpanom**

APM Chairman
APMLAO Director and CEO



**Mr. Daovone
Phachanthavong**

APMLAO
Chairman



**Mr. Pornsak
Sakpunpanom**

APM
Legal Advisor



**Assist.Prof.Suda
Peetawan**

APM Head of Research
APMLAO Director



**Mrs. Poonsri
Viriyasathien**

APM
Head of Information Technology



**Mr. Seksun
Thanopajai**

APM
Chief Executive Officer



**Mr. Somsak
Sirichainarumitr**

APM
Chief Executive Officer



**Mr. Paiboon
Aroonprasobsuk**

APM
Director



**Mr. Suphol
Kaploydee**

APM Senior Vice President
APMLAO Senior Vice President



**Ms. Maturos
Saraneeyatham**

APM
Senior Vice President



**Ms. Sirinda
Bangsomboon**

APM
Vice President



**Mr. Suriya
Thamtera**

APM Assistant Vice President
APMLAO Assistant Vice President



**Mr. Parinya
Wongpetkao**

APM Assistant Vice President
APMLAO Assistant Vice President



**Mr. Rachapoom
Sittidech**

APM Assistant Manager
APMLAO Assistant Manager



Mr. Somphob Sakpunpanom

APM Chairman

APMLAO Director and Chief Executive Officer



EDUCATION

- MPPM (Master of Public and Private Management [Executive Program]), National Institute of Development Administration (NIDA), 2008
- M.B.A. (Finance/International Marketing), Florida Metropolitan University (Tampa College), Florida, USA., 1987
- LL.B, Ramkhamhaeng University, 2005
- B.S. (Computer Science & Information), Florida Metropolitan University (Tampa College), Florida, USA., 1986
- B.B.A. , ChiangMaiUniversity, 1983



EXPERIENCE

- | | |
|----------------|--|
| 2013 - Present | APM (LAO) Securities Co., Ltd.
(Latest) Director and Chief Executive Officer |
| 1998 - Present | Asset Pro Management Co.,Ltd.
(Latest) Chairman |
| 1994 - 1998 | Union Securities Co.,Ltd.
(Latest) Senior Vice President, Investment Banking Department |
| 1988 - 1994 | Kasikorn Bank PCL
Assistant Division Manager Business Development Department |



EDUCATION

- BTN of Accounting in Lao, 1975



EXPERIENCE

- | | |
|----------------|--|
| 2013 – Present | APM (LAO) Securities Co., Ltd., Director |
| 2008 – Present | Tokojaya Assurance, Vice President |
| 2004 – Present | Lao Chamber of Commerce and Industry (LNCCI), Vice President |
| 2004 – Present | ACE Equipment Co., Ltd., Director |
| 2000 – Present | ACE Equipment, Director |
| 2000 – Present | Lao Institute of CPA, Vice President |
| 1986 – Present | Manthaturath Printing Press, Executive Director |





**Mr. Pornsak
Sakpunpanom**
APM Legal Advisor



EDUCATION

- Bachelor of Law (Honor) Faculty of Law, Thammasat University
- Barrister at law, Thai Bar Association, 1970



EXPERIENCE

2007 - Present Asset Pro Management Co.,Ltd.
Legal Advisor

1998 - 2007 Kasikorn Bank PCL
Senior Vice President and
Head of Legal Department



**Assist. Prof. Suda
Peetawan**
APM Head of Research
APMLAO Director



EDUCATION

- MBA. Management, Chulalongkorn University, 1981
- Brush up courses in Management Accounting and Long-term Financing Decision, Southern Illinois University, Carbondale, Illinois USA.
- BBA. Banking & Finance, Chulalongkorn University, 1976



EXPERIENCE

2003 - Present Asset Pro Management Co.,Ltd.
(Latest) Head of Research

1976 - Present University of the Thai Chamber of
Commerce
Department of Finance,
School of Business
(Latest) Assistant Professor, Lecturer



**Mrs. Poonsri
Viriyasathien**
APM
Head of Information Technology



EDUCATION

- M.A. Computer Science, University of Detroit, Michigan, USA, 1981
- M.B.A. , University of Detroit, Michigan, USA, 1979
- B.B.A. Accounting, Thammasat University, 1976



EXPERIENCE

2013 - Present Asset Pro Management Co., Ltd.
(Latest) Head of Information
Technology

2012 - Present Focal Point Asia Myanmar, Ltd
(Yangon, Myanmar),
Financial Consultant

2006 - 2011 Chevron Thailand Exploration and
Production, Ltd.,
Manager Business Computing

1983 - 2005 Unocal Thailand, Ltd., Manager,
Projects Support (Latest)



**Mr. Seksun
Thanopajai**
APM Chief Executive Officer



EDUCATION

- M.B.A. (Finance), Chulalongkorn University, 1994
- B.B.A. (Finance), Chulalongkorn University, 1989



EXPERIENCE

1998-Present	Asset Pro Management Co., Ltd. (Latest) Chief Executive Officer
1994-1998	Union Securities Co., Ltd. (Latest) Assistant Vice President, Investment Banking Department
1990-1994	Kasikorn Bank PCL (Head Office), Business Development Department Credit Officer



**Mr. Somsak
Sirichainarumitr**
APM Chief Executive Officer



EDUCATION

- M.B.A. (Finance), The University of the Thai Chamber of Commerce, 1997
- B.A. (Economics), Thammasat University, 1991



EXPERIENCE

1998 - Present	Asset Pro Management Co.,Ltd (Latest) Chief Executive Officer
1994 - 1998	Union Securities Co.,Ltd. (Latest) Division Manager, Investment Banking Dept.
1992 - 1994	Kasikorn Bank PCL (Head Office), Business Development Department Credit Officer



**Mr. Paiboon
Aroonprasobsuk**
APM Director



EDUCATION

- M.B.A. (Finance), The University of the Thai Chamber of Commerce, 1996
- Bachelor of Management, Sukhothai Thammathirat Open University, 1994
- B.B.A. (Finance) , The University of the Thai Chamber of Commerce,1993



EXPERIENCE

2014 - Present	Asset Pro Management Co.,Ltd. (Latest) Director
1999 - 2014	Asset Pro Management Co.,Ltd. President
1995 - 1999	Union Securities Co.,Ltd. (Latest) Division Manager, Investment Banking Department
1993 - 1995	Kasikorn Bank PCL (Head Office), Business Development Department Senior Credit Officer



EDUCATION

- B.B.A. (Finance), Chulalongkorn University, 2001



EXPERIENCE

2013 – Present	APM (LAO) Securities Co., Ltd., Senior Vice President
2001 – Present	Asset Pro Management Co.,Ltd. Senior Vice President
2001	ABN-AMRO Bank Custodian



EDUCATION

- M.B.A. (Economics) Kasetsart University, 2003
- B.A. (Economics)
The University of the Thai Chamber of Commerce 1997



EXPERIENCE

2003 - Present	Asset Pro Management Co.,Ltd (Latest) Senior Vice President
2001 - 2002	Asmki Insurance Public Co.,Ltd Analyst
1997 - 2001	Krungthai Bank Co.,Ltd Customer Service Officer



EDUCATION

- MPPM (Master of Public and Private Management Program), National Institute of Development Administration (NIDA) 2010
- B.Ed. (Audio Visual Education), Ramkhamhaeng University, 1994



EXPERIENCE

1998 - Present	Asset Pro Management Co.,Ltd. (Present) Vice President
1992 - 1997	Deutsche Morgan Grenfell (Thailand) Co.,Ltd. Staff



**Mr. Suriya
Thamtera**

APM Assistant Vice President
APMLAO Assistant Vice President

EDUCATION

- MSc. in Finance and Business Economic, University of Manchester, 2011
- B.B.A. (Finance and Banking), Assumption University, 2008

EXPERIENCE

2013 – Present	APM (LAO) Securities Co., Ltd., Assistant Vice President
2012 – Present	Asset Pro Management Co., Ltd., Assistant Vice President
2011 – 2012	Asian Development Bank, Assistant Research
2009 – 2010	Siam City Securities Co., Ltd, Marketing Officer (Broker).



**Mr. Parinya
Wongpetkao**

APM Assistant Vice President
APMLAO Assistant Vice President

EDUCATION

- MSc. in International Banking and Finance, University of Strathclyde, 2013
- B.B.A. (Finance and Banking), Assumption University, 2010

EXPERIENCE

2014 – Present	APM (LAO) Securities Co., Ltd., Assistant Vice President
2014 - Present	University of the Thai Chamber of Commerce, Lecturer
2011 – Present	Asset Pro Management Co., Ltd., Assistant Vice President
2010 - 2011	Bangkok Bank Bond Dealer



**Mr. Rachapoom
Sittidech**

APM Assistant Manager
APMLAO Assistant Manager

EDUCATION

- MSc. in International securities, Investment and Banking, Henley Business School (ICMA), University of Reading, 2012
- B.B.A. (Finance and Banking), Assumption University, 2010

EXPERIENCE

2013 – Present	APM (LAO) Securities Co., Ltd. Assistant Manager
2013 – Present	Asset Pro Management Co., Ltd., Assistant Manager
2012 – 2013	Globlex Securities Co., Ltd., Investment Banking Department, Officer.
2010 –2011	Grace of Art Co., Ltd, Finance Department, Financial Officer.

IPO



Merger & Acquisition and Joint Venture



SEMINAR & CURRICULUM

THAILAND / LAOS / MYANMAR



seminar

MYANMAR | LAOS | THAILAND



www.APMassetpro.com

center@assetpro.co.th