

# Good Q4 expected to put QTC in black

THE NATION

QTC Energy, which manufactures and distributes electrical transformers for local and foreign clients, expects to end this year in the black, mainly on revenue inflows in the current fourth quarter.

Next year, the company targets revenue of about Bt1.1 billion, an increase of more than 35 per cent, thanks partly to contracts in-hand of more than Bt200 million that will be recognised in the first quarter of 2015.

QTC is also ready to join with UAC Global to expand into the power-plant business, hoping to capture a 5-to-10-megawatt share of the solar-energy business in the public sector.

According to Poolpipat Tantanasin, QTC chairman and managing director, most of the rev-

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enue for this year will be earned this quarter. The company incurred a loss of Bt25.88 for the first nine months of 2014 due to the domestic political unrest in the first half, which temporarily suspended various projects.

Poolpipat expects this year's revenue will be close to the Bt811 million earned last year, despite generating only Bt395 million in the first nine months of 2014, thanks to the improved income this quarter. This year's sources of revenue are the public sector at 20 per cent, the private sector at 60 per cent, and overseas at 20 per cent, he said.

Next year's business will be 30-35 per cent in the public sector, 40 per cent in the private sector and 20 per cent from overseas.

"QTC has many public- and private-sector projects in the bidding stage that it cannot disclose in detail at this time. In any case, the company will strive to maintain a gross profit margin of at least 8-9 per cent next year," Poolpipat said.

As for the plan to expand into alternative-energy-driven power plants, which involves joint investment with UAC Global, the company hopes to invest in solar and biomass plants.

QTC hopes to capture a share of the 1,000MW solar-power business in the public sector that is likely to be approved early in the new year.

The planned 50:50 joint venture with UAC will be funded by project financing loans of financial institutions, Poolpipat said.