



GLOBAL POWER SYNERGY PUBLIC COMPANY LIMITED

Q1/2019 ANALYST MEETING

May 16th, 2019

Q1 2019 KEY HIGHLIGHTS

'GROWING PROFIT WITH SUSTAINABILITY AND CONTROL'









SIGNIFICANT GROWTH

- GPSC completed the acquisition of GLOW 69.11% on March 14, 2019, and submitted the Tender Offer for Securities for the 30.89% remaining shares of GLOW on March 22, 2019
- Integration with GLOW will consist of 3 phases, with next six months focused on planning and capturing quick wins
- Coordinated with PTT Group on ESS and new S-curve projects, aiming to be a system integrator

PROFIT

- 118% increase in EBITDA QoQ due to contribution of GLOW and better operation of Sriracha Power Plant
- 27% of gross profit margin in Q1/2019 due to better performance with better cost management of Sriracha Power Plant
 - 12% of normalized net profit margin in Q1/2019 due to better performance of Sriracha

SUSTAINABILITY

THB 0.80 per share

dividends for 2H/2018 which was paid on April 18, 2019

- Awards from
 - · Best Power Company 2019 and Best IR Company (Energy Sector) from International Business Magazine
 - · CFO of the year from the Asset Triple A awards
 - · OEMS Improvement (Gold Award) and Best Practice Sharing from PTT Group Operational Excellence Award 2019

CONTROL



Nam Lik1's construction is 100% completed



Xayaburi and CUP4 which are under construction expected to COD within 2019



NNEG expansion phase expected to COD in 2020





GPSC Growth and Strategic Direction



Updates on GLOW Acquisition



GPSC Portfolio



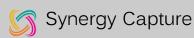
Investment in Affiliates

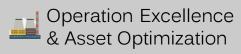


Financial Performance

Strategic Direction and Growth Strategy 3 Pillars







Corporate & Business Infrastructure



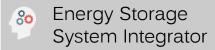


Domestic and International

Renewable







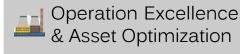


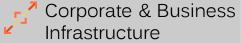


Strategic Direction and Growth Strategy Synergy & Integration









GPSC and GLOW integration with three key priorities







Realize synergies to capture value

Define new organizational structure and manage change

Ensure operational continuity and business growth after integration

Integration will consist of 3 phases, with next six months focused on planning and capturing quick wins

May-Jul 2019

1 Analysis & Planning

- Baselining performance
- Enhancing and prioritizing synergy initiatives
- Developing business cases and action plan
- Launching select quick win initiatives

Aug - Oct 2019

2 Quick Wins

- Designing and launching all quick wins
- Preparing to launch all remaining synergy initiatives

Nov 2019 onwards

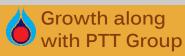
3 Implementation

- Launching all initiatives
- Driving full integration plan implementation
- Monitoring, controlling and reporting progress on financial and other metrics



Strategic Direction and Growth Strategy Selective Growth









Renewable

SHORT-TERM GROWTH

2019-2020



GROWTH ALONG WITH PTT GROUP

Domestic and international such as Gas to power investment also the investment in Maptaphut and EEC area



PDP 2018

Opportunity capture such as SPP replacement as ERC announced the electricity purchase from SPP with contact ending during 2019-2025, Solar floating (EPC) and Solar PPPA



SELECT & DEVELOP STRATEGIC PARTNER

for focus countries

LONG-TERM GROWTH

2021-2025



RENEWABLE IN GREENFIELD AND DEVELOPER SCHEME INVESTMENT



CO-GENERATION
EXPERTISE TO
EXPAND IN
FOCUS COUNTRIES

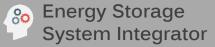


Strategic Direction and Growth Strategy

S-curve



Battery Business





GPSC has strengthen its knowledge and capabilities in providing ESS services

SEEKING NEW MARKET AND CUSTOMERS THROUGH PILOT PROJECTS

2018-2019







GPSC AS A SYSTEM

INTEGRATOR





Micro-grid/ESS





Market and Technology Intelligence in Digital Energy





Peak Shift & Gas Turbine Efficiency Improvement (Dec 2019)



- ✓ Increase efficiency of Gas **Turbine**
- Improve power stability of GC operation in Rayong province
- Provide future power optimization for major industries supporting GC Group



Renewable Integration for Peak Shift & Back-up (Mar 2019)



Increasing effectiveness of power consumption that benefit environment



GPSC Energy Storage System Projects Information and Status:

уре	Customer	Capacity	Status
Residential	Chiang Mai U	10kW/17kWh	
Industrial	GCL	625kW/625kWh with 2MWp solar	
Industrial	GC	250kW/1.5MWh	







GPSC Growth and Strategic Direction



Updates on GLOW Acquisition



GPSC Portfolio

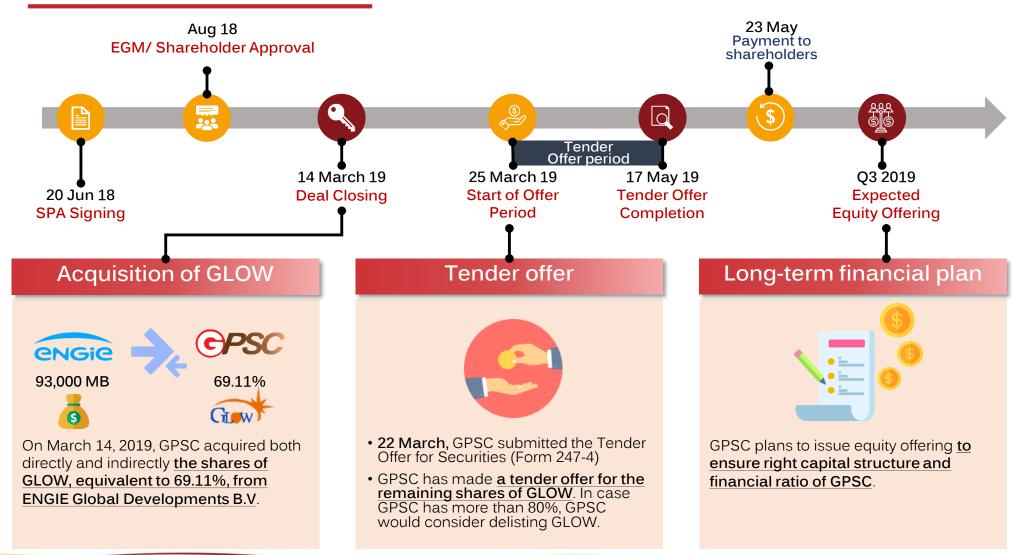


Investment in Affiliates



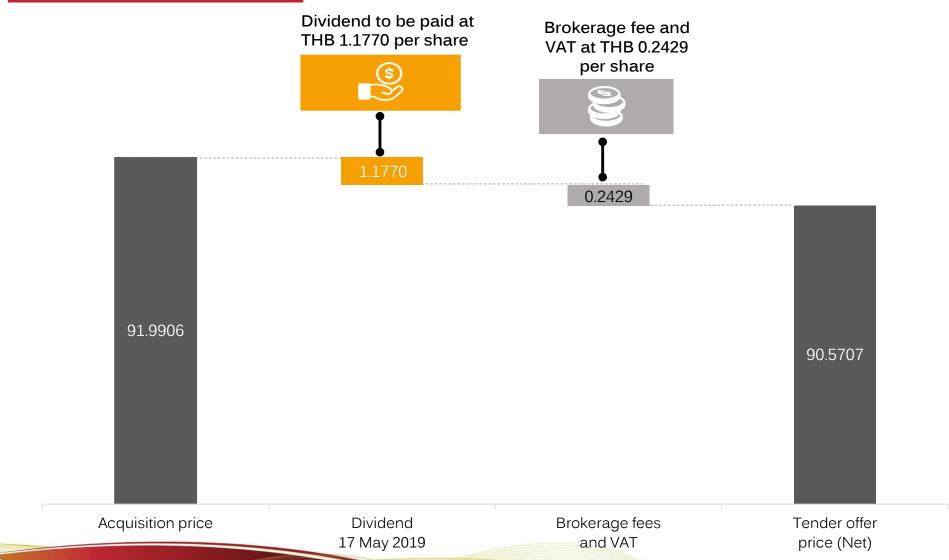
Financial Performance

Acquisition Transaction Timeline and Long-term Finance Plan



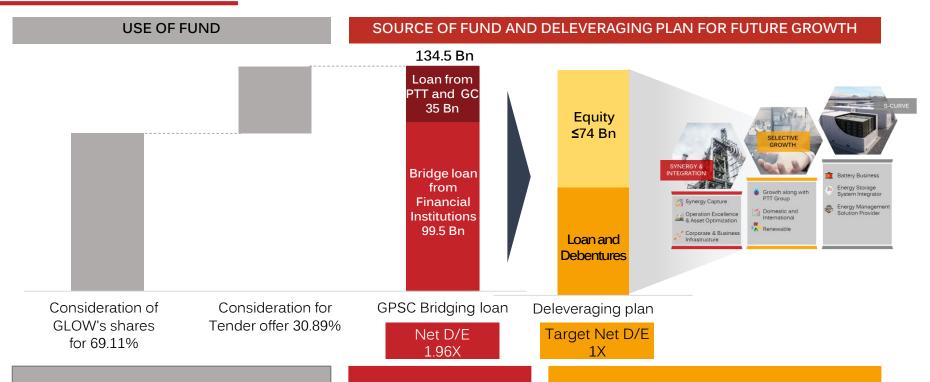


Purchase Price and Tender Offer Price of GLOW





Use and Source of Fund with Deleveraging Plan



USE OF FUND FOR FUTURE GROWTH

- GPSC acquired shares of GLOW, equivalent to 69.11% from ENGIE Global Developments.
- GPSC completed the payment amounting to THB 93.000 million in total.
- GPSC has made a tender offer to purchase the remaining 30.89% shares of GLOW.

SHORT-TERM PLAN

GPSC secured the shortterm loan at THB 134,500 million from PTT, GC and Financial institutions.

LONG-TERM FINANCIAL PLAN

- After the capital restructuring plan, GPSC will repay short-term loan with debentures/longterm loan, equity injection, and net dividend payment from GLOW
- The fund will also be used in investments for future growth.







GPSC Growth and Strategic Direction



Updates on GLOW Acquisition



GPSC Portfolio

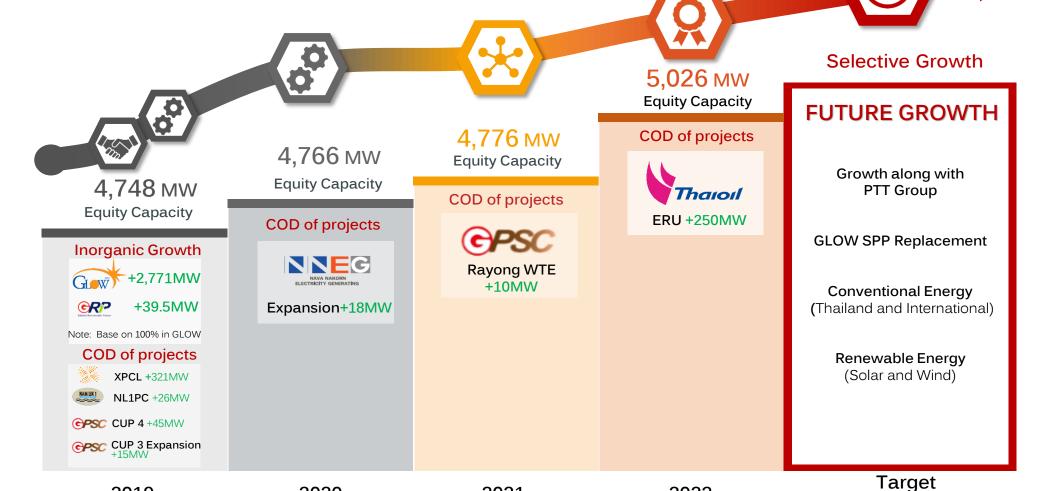


Investment in Affiliates



Financial Performance

GPSC Electricity Growth Pipeline



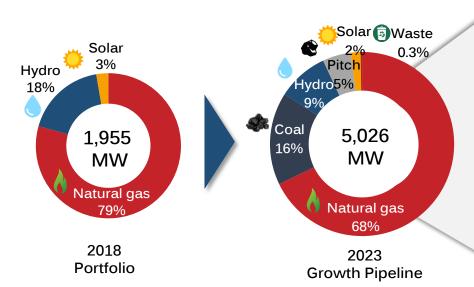


within 2025

Diversified Sources of Fuels and Customer Base Expansion in EEC

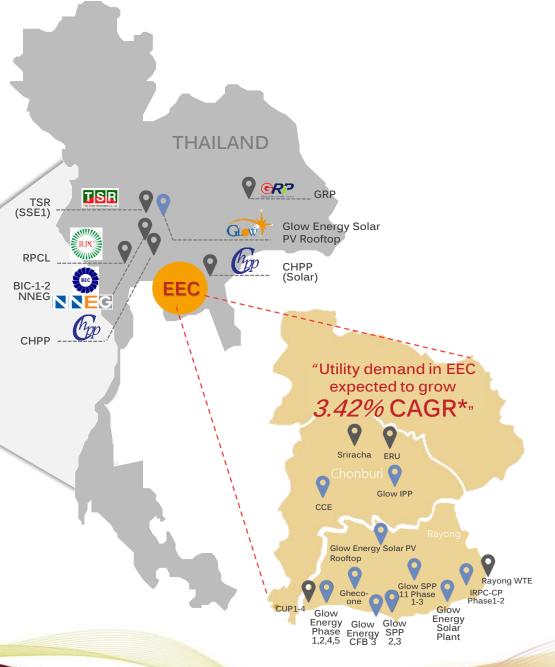
Portfolio by source of fuel

(MW)



GPSC's source of fuel will be more diversified and less focus on natural gas by including coal and hybrid fuel. As a result, cost of fuel will be less volatile from change in natural gas price.

Note: Base on 100% in GLOW

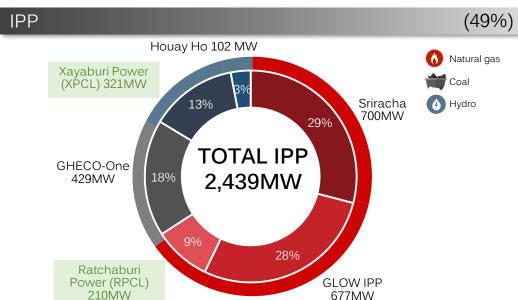




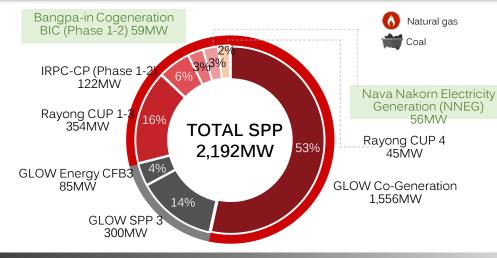
GPSC's Business Portfolio

Energy Type	Ins	talled M	IW	Equity MW			
	Total capacity	%	In operation	Total capacity	%	In operation	
Natural gas	5,047	63.00%	4,927	3,399	67.63%	3,321	
Hydro	1,502	18.75%	152	449	8.93%	102	
Coal	1,045	13.04%	1,045	814	16.20%	814	
Solar	149	1.86%	109	101	2.01%	61	
Waste	18	0.22%	-	13	0.26%	-	
Pitch	250	3.12%	-	250	4.97%	-	
Total	8,011	100%	6,233	5,026	100%	4,298	

Note: Base on 100% in GLOW

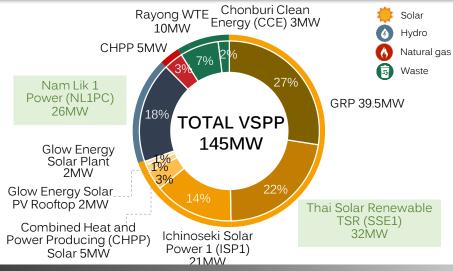


SPP (43%)



VSPP and Renewable

(3%)



ERU

GPSC Associates and Joint Ventures

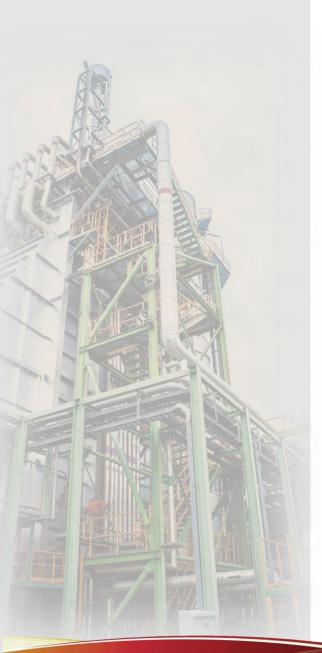
Pitch



ERU Project 250MW



(5%)





GPSC Growth and Strategic Direction



Updates on GLOW Acquisition



GPSC Portfolio



Investment in Affiliates



Financial Performance

Xayaburi Power Company Limited (XPCL)



PROJECT SUMMARY

TYPE

ELECTRICITY (MW)





1,285

LOCATION

CUSTOMER

Lao PDR





EGAT (1,220 MW)



Electricite Du Laos (EDL) (60 MW)

GPSC HOLDING

PROJECT UPDATE

25%

Of total share

- The main construction tasks, such as power house, intermediate block and fish ladder were mostly completed.
- The commissioning test of each unit has been in progress in order to sell electricity during the Unit Operation Period (UOP).

Nam Lik 1 Power Company Limited (NL1PC)





PROJECT SUMMARY

TYPE

ELECTRICITY (MW)





Run-of-River Hydropower Plant 64.7

LOCATION

CUSTOMER

Northern of Vientiane, Lao PDR







Electricite Du Laos (EDL) (63.8 MW for 30 years from signing date)

GPSC HOLDING

PROJECT UPDATE

40%

Of total share

• Overall construction and commissioning test was completed.

CENTRAL UTILITY PLANT (PSC : CUP4 (THAILAND)



PROJECT SUMMARY

TYPE

ELECTRICITY (MW)

STEAM (T/h)



Gas-fired Cogeneration

45

70

LOCATION

CUSTOMER

Asia Industrial Estate, Rayong



Industrial users in Asia Industrial Estate and neighboring industrial estate





GPSC HOLDING

PROJECT UPDATE

100%
Of total share

- Most of installations and erections have been completed, and prepared for unit test and commissioning
- Power and steam pipe distribution interconnection achieved over 80%, and next activity will be integration test and commissioning.

Nava Nakorn Electricity Generation (NNEG) Expansion Project





PROJECT SUMMARY

TYPE

ELECTRICITY (MW)

STEAM (T/h)

Gas-fired Cogeneration Expansion 60

10

Total

185

40

LOCATION

CUSTOMER

Nava Nakorn Industrial Promotion Zone, Pathumthani



• Industrial



• EGAT (SPP Firm 90 MW for 25 years)



GPSC HOLDING

PROJECT UPDATE

30%

Of total share

- · Piling work was completed
- Main tasks such as engineering, foundation and procurement work for machines and equipment were executed as planned.





GPSC Growth and Strategic Direction



Updates on GLOW Acquisition



GPSC Portfolio



Investment in Affiliates

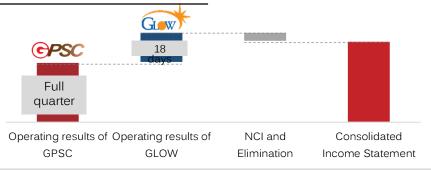


Financial Performance

Accounting Impact of Q1/2019 Consolidated Financial Statements

Accounting impacts on Q1/2019 financial statements

Q1/2019 Consolidated Statement of Income



The company has consolidated GLOW's operating results for 18 days after the acquisition into the consolidated statement of income

Q1/2019 Consolidated Statement of Financial Position



The company has consolidated GLOW's assets, liabilities and equity for entire amount into the consolidated statement of financial position

Key financial highlights



55% increase in Revenue QoQ



97% increase in Gross proft QoQ



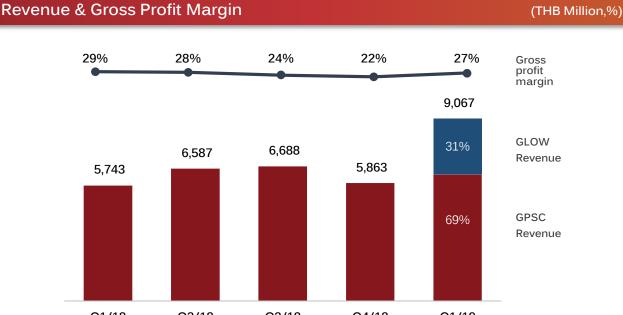
118% increase in EBITDA QoQ



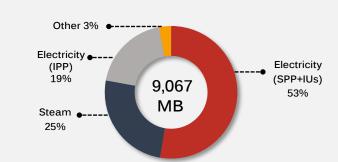
94% increase in Net profit QoQ



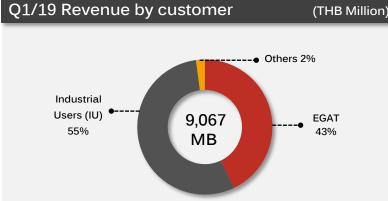
Q1/2019 Financial Performance Summary (1/2)

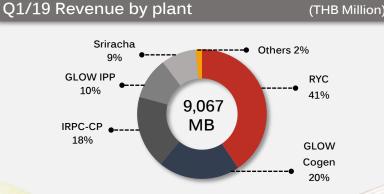






Q1/19 Revenue by product



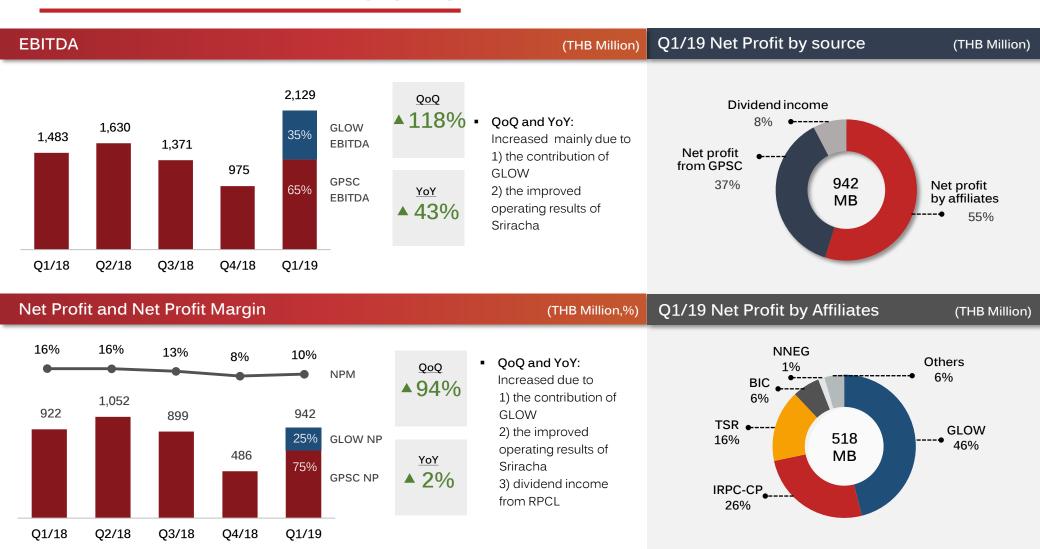




major overhaul in Q4/18

(THB Million)

Q1/2019 Financial Performance Summary (2/2)





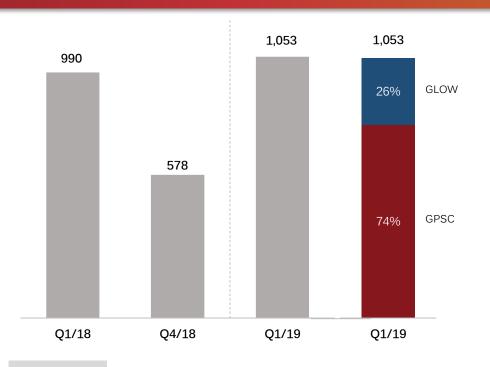
Normalized Net Profit (NNP) increased both QoQ and YoY due to Better Performance of GPSC's IPP



(THB Million)

Normalized Net Profit (NNP) of Q1/2019

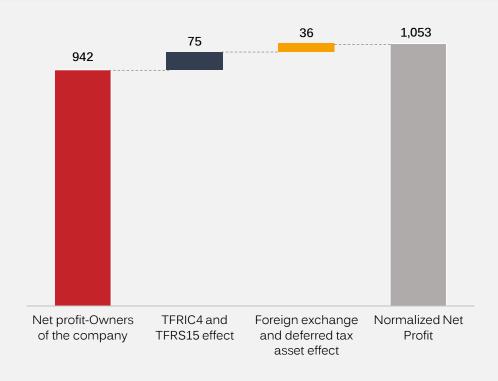
(THB Million)





<u>YoY</u> ▲ 6% QoQ: The effect to the increase in the NNP was Baht 19 million due to the effect from TFRIC 4 and TFRS 15, whereas the foreign exchange and deferred tax asset effect decreased.

 YoY: The effect to NNP escalated from the TFRIC 4 and TFRS 15 equaled to Baht 43 million



- Normalized net profit (NNP) is net profit adjusted to remove the effects
 of seasonality and unusual revenue or expenses, including TFRIC4 and
 TFRS 15 effect, foreign exchange and deferred tax asset effect.
- Normalized net profit (NNP) clearly reflects the company's true earnings from its normal operations



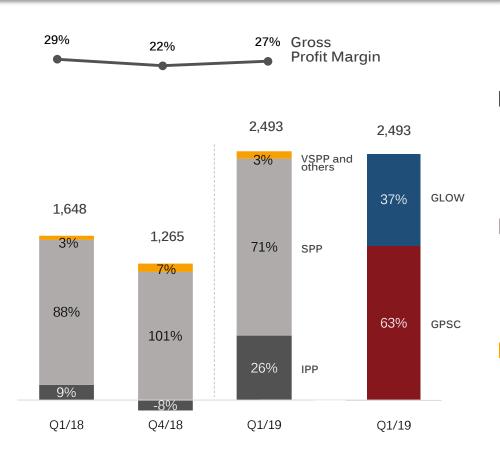
Gross Profit and Gross Profit Margin has increased significantly from contribution of GLOW and IPP's Revenue

YoY

▲ 51%

▲ 321%

Gross profit and Gross profit margin by type of plant (THB Million,%)



Total Gross profit

^{Q∞Q}	 QoQ: Increased due to 1) the contribution of GLOW 2) the better
• 97%	performance of IPP

YoY: Increased mainly from 1) the contribution of GLOW
 2) the improved performance of VSPP

IPP Gross profit

QoQ	• QoQ: Increased due to 1) the contribution of GLOW 2) the
▲ 723%	increase in AP 3) no major overhaul in Q1/2019
V-V	- V-V:

YoY: Increased due to 1) the contribution of GLOW
 2) maintenance cost decreased as service agreement expired so the company planned on its own maintenance

SPP Gross profit

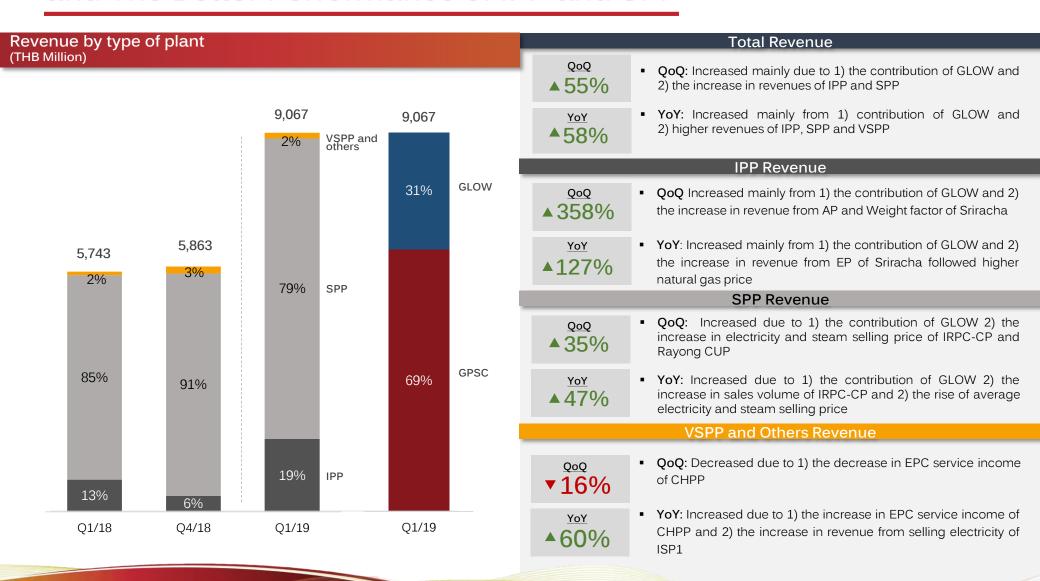
<u>Q₀Q</u> ▲ 38%	 QoQ: Increased due to 1) the contribution of GLOW 2) the increase in electricity and steam average selling price from CUF and IRPC-CP, while the maintenance cost decreased
<u>Y₀Y</u> ▲ 22%	YoY: Increased due to 1) the contribution of GLOW

VSPP and Others Gross profit

<u>Q₀Q</u> ▼11%	 QoQ: Decreased due to 1) the decrease in EPC service income of CHPP. Even though, cost of raw materials of CHPP dropped, but at a lesser extent than the revenue.
<u>Y₀Y</u>	 YoY: Increased due to 1) the increase in EPC service income of
▲81%	CHPP 2) the increase in revenue from ISP1



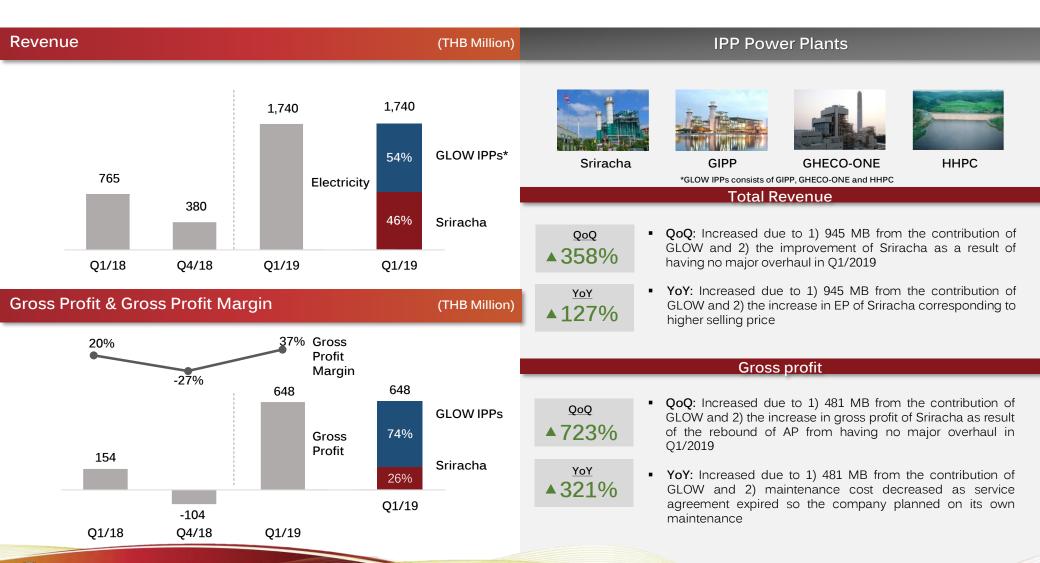
Total Revenue has increased due to The Contribution of GLOW and The Better Performance of IPP and SPP







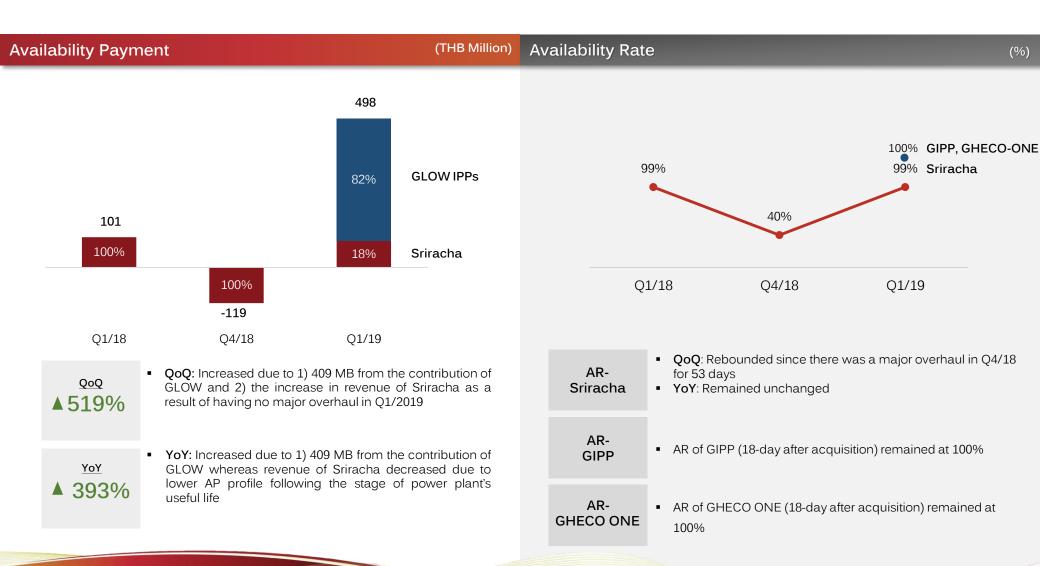
IPP Revenue: Increased By 358% QoQ and 127% YoY due to Better Performance of Sriracha and No Major Overhaul







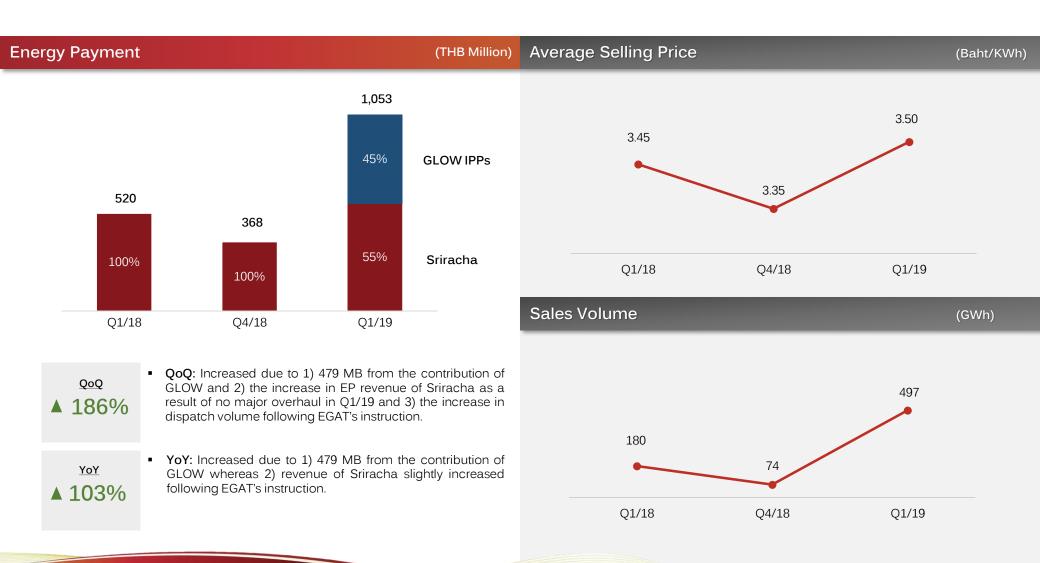
Availability Payment: Increased by 519% QoQ and 393% YoY







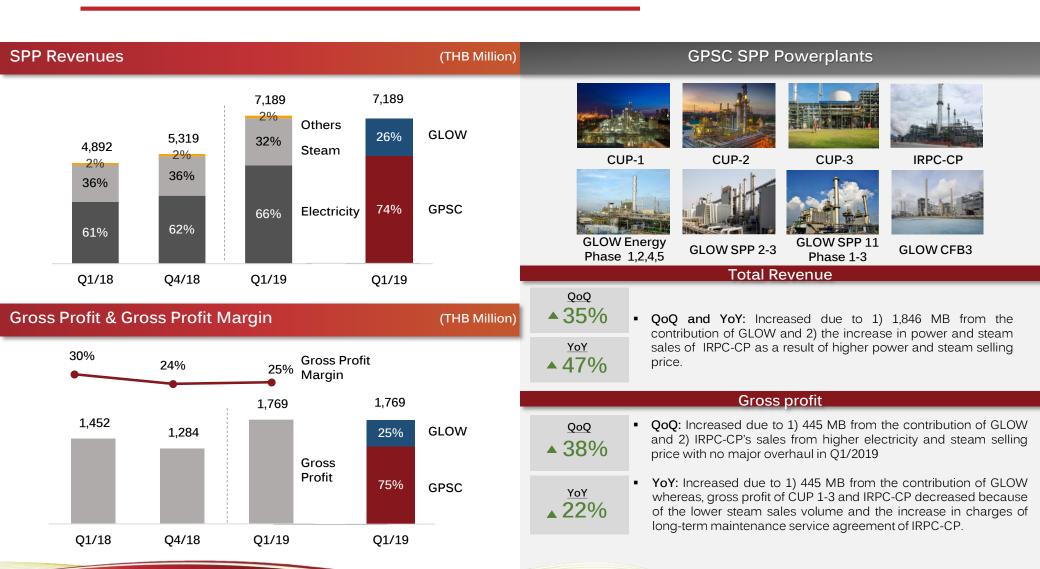
Energy Payment: Increased 186% QoQ and 103% YoY







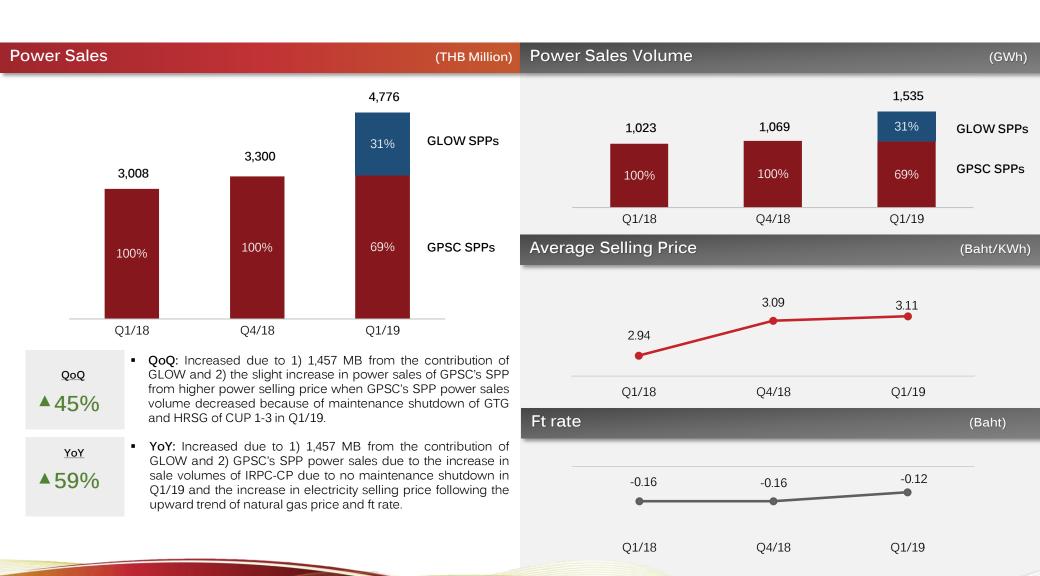
SPP Revenue: Increased 35% QoQ and 47% YoY due to Power and Steam Sales of IRPC-CP







SPP Power Sales: Increased 45% QoQ and 59% YoY





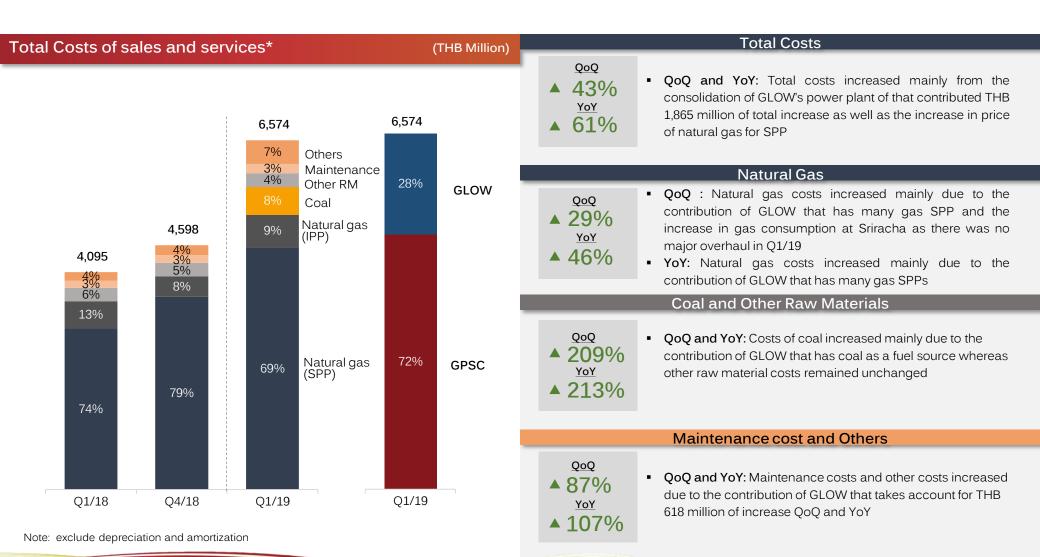


SPP Steam Sales: Increased 20% QoQ and 28% YoY



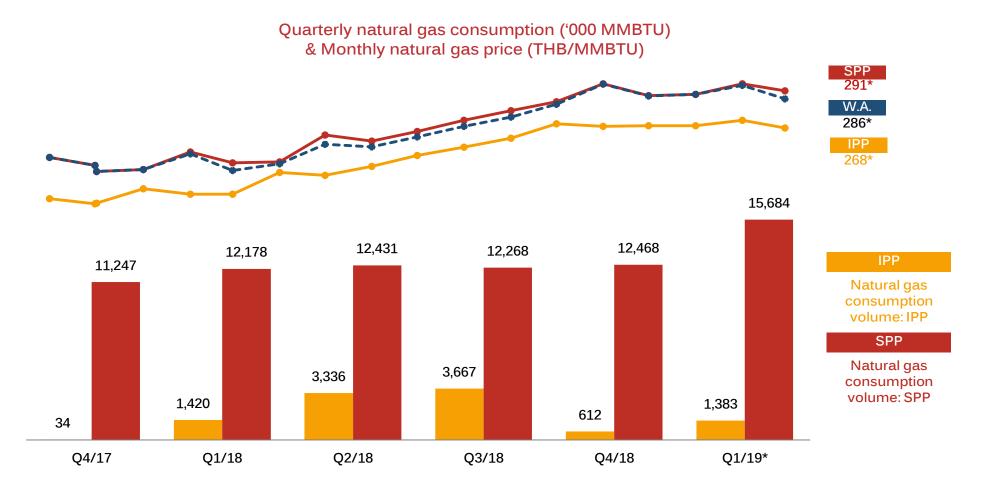


Total Cost Of Sales and Services: Increased in Line with Revenues





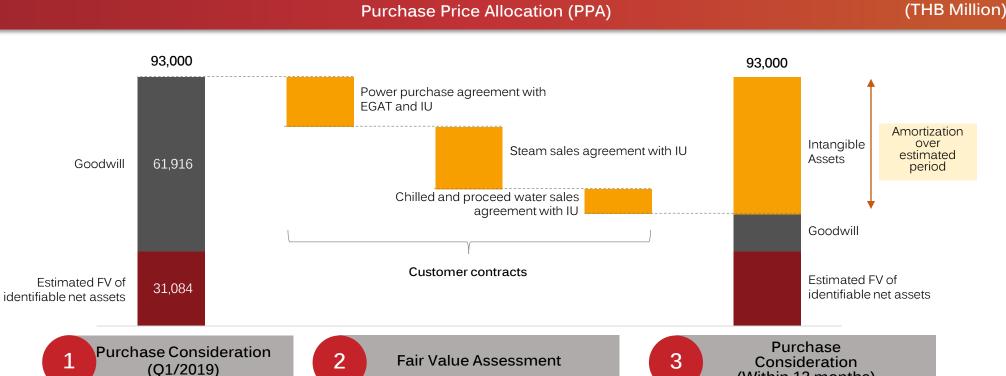
Natural Gas Consumption vs Price Trend



Remark: Latest price as of 31 March 2019 Note: *Excluded GLOW



Purchase Price Allocation (PPA)

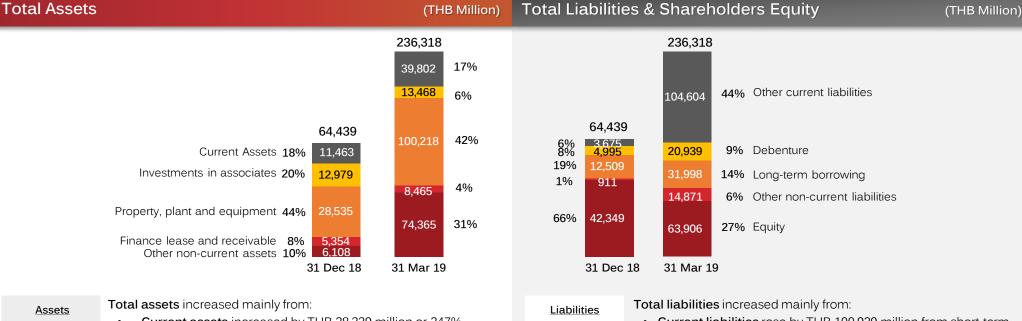


- For the period ended 31 March 2019, the company has booked identifiable net assets of 31,084 MB and rest of purchase consideration of 61,916 MB is booked as Goodwill.
- The company is under the process of determining fair value of the remaining acquired intangible assets and reviewing purchase price allocation (PPA) which is expected to be completed within 12 months.
- (Within 12 months)

 After the process of appraising fair value
- After the process of appraising fair value, remaining identifiable intangible asset will be booked at the determined fair value and the remaining amount will be recorded as Goodwill.
- Intangible assets will be <u>amortized over</u> the estimated periods and the remaining goodwill will be subjected to impartment test annually.



Financial Position of GPSC and Subsidiaries



267%

- Current assets increased by THB 28,339 million or 247%
- **Property, Plant, and Equipment** increased by THB 71,683 million
- Others non-current assets increased by THB 68,257 million due to an increase in goodwill from acquiring GLOW. GPSC is under the process of determining fair value of the acquired net assets and reviewing PPA, therefore, the estimated goodwill may be subject to further adjustments

680%

- Current liabilities rose by THB 100,929 million from short-term loan from financial institutions and shareholders at THB 93,000 million for acquisition of GLOW
- Long-term borrowing and debentures increased by THB 35.433 million
- Other non-current liabilities rose by THB 13,960 million due to consolidating financial statements with GLOW
- Interest-bearing debt amounted to THB 146,160 million, which comprised of THB 99,080 million or 68% and noncurrent amounting to THB 47,080 million or 32%

Equity

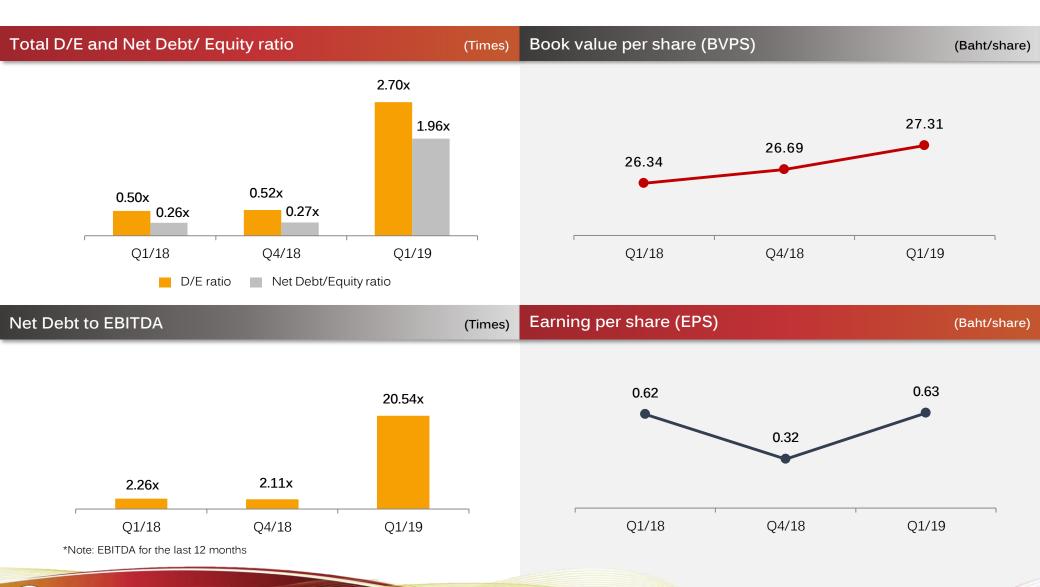
▲ 51%

Total Equity increased mainly from:

 Equity of the company and its subsidiaries increased by THB 21,557 million due to the increase in non-controlling interest from GLOW acquisition



Key Financial Ratio





THANK YOU

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Power Plants Portfolio of GPSC

Name	Type	Total capacity (MW)	Equity Power capacity (MW)	Equity Operating Power capacity (MW)	Steam (T/H)	Industrial water (Cu.m/H)	Direct shareholding (%)	COD	Tenor
IN OPERATION									
IPP									
Huay Ho	IPP	152	102	102	-	-	GLOW (67%)	1999	30
Sriracha	IPP	700	700	700	-	80	GPSC (100%)	2000	25/2025
Glow IPP	IPP	713	677	677	-	-	GLOW (95%)	2003	25
RPCL	IPP	1,400	210	210	-	-	GPSC (15%)	2008	25/2033
GHECO-One	IPP	660	429	429	-	-	GLOW (65%)	2012	25
XPCL	IPP	1,285	321	-	-	-	GPSC (25%)	2019	29/2048
Total IPP		4,910	2,439	2,118	-	80			
SPP									
Glow Energy Phase 1	SPP	-	-	-	250	1,340	GLOW (100%)	1994	-
Glow Energy Phase 2	SPP	281	281	281	300	1,180	GLOW (100%)	1996	3
Glow Energy Phase 4	SPP	77	77	77	137	2,050	GLOW (100%)	2005	25
Glow Energy Phase 5	SPP	328	328	328	160	-	GLOW (100%)	2011	-
Glow SPP 2/ GLOW SPP 3	SPP	513	513	513	190	150	GLOW (100%)	1999	25
Glow SPP 11 Phase 1	SPP	120	120	120	-	360	GLOW (100%)	2000	25
Glow SPP 11 Phase 3	SPP	42	42	42	-	-	GLOW (100%)	2006	-
Glow SPP 11 Phase 2	SPP	110	110	110	-	212	GLOW (100%)	2012	25
CUP-1	SPP	226	226	226	890	720	GPSC (100%)	2006	10- 15/2021++
CUP-2	SPP	113	113	113	170	510	GPSC (100%)	2008	15/2022++
CUP-3	SPP	-	_	_	280	770	GPSC (100%)	2009	15/2023++
Glow Energy CFB 3	SPP	85	85	85	79	-	GLOW (100%)	2010	-
BIC-1	SPP	117	29.25	29.25	5	-	GPSC (25%)	2013	25/2038
BIC-2	SPP	117	29.25	29.25	5	-	GPSC (25%)	2017	25/2042
IRPC-CP Phase 1	SPP	45	23	23	86.7	-	GPSC (51%)	2015	25/2040
IRPC-CP Phase 2	SPP	195	99.4	99.4	66.3	-	GPSC (51%)	2017	25-27/2044



Power Plants Portfolio of GPSC

Name	Туре	Total capacity (MW)	Equity Power capacity (MW)	Equity Operating Power capacity (MW)	Steam (T/H)	Industrial water (Cu.m/H)	Direct shareholding (%)	COD	Tenor
IN OPERATION									
NNEG	SPP	125	38	38	9	-	GPSC (30%)	2016	25/2041
NNEG Expansion	SPP	60	18	-	3	-	GPSC (30%)	2020	25/2041
Rayong Expansion (CUP-3)	SPP	15	15	-	-	-	GPSC (100%)	2019	n/a
Rayong Expansion (CUP-4)	SPP	45	45	-	70	-	GPSC (100%)	2019	-
Total SPP		2,614	2,192	2,114	2,701	7,292			
VSPP and others									
CHPP	VSPP	5	5	5	-	-	GPSC (100%)	2008	30/2038
CHPP (Solar)	VSPP	5	5	5	-	-	GPSC (100%)	2016	2041
Glow Energy Solar Plant	VSPP	1.55	1.55	1.55	-	-	GLOW (100%)	2012	20-25
TSR (SSE1)	VSPP	80	32	32	-	-	GPSC (40%)	2013	25/2038
Glow Energy Solar PV Rooftop	VSPP	0.87	0.87	0.87	-	-	GLOW (100%)	2019	15
Glow Energy Solar PV Rooftop	VSPP	1	1	1	-	-	GLOW (100%)	2019	15
ISP1	Solar	20.8	20.59	20.59	-	-	GPSC (99%)	2017	20/2037
Solar Project	VSPP	39.5	39.5	39.5	-	-	GPSC (100%)	2014-15	2039/2040
NL1PC	Hydro	65	26	-	-	-	GPSC (40%)	2019	27/2044
Chonburi Clean Energy (CCE)	VSPP	8.6	2.87	-	-	-	GLOW (33%)	2019	20
Rayong WTE	VSPP	9.8	9.8	-	-	-	GPSC (100%)	2021	18/2039
Total VSPP and others		238	145	106	-	-			
ERU									
ERU	Cogen	250	250	-	175	-	GPSC (100%)	2023	25/2048
Total ERU		250	250	-	175	-			
Total capacity		8,012	5,026	4,338	2,876	7,372			



2019 Maintenance schedule: Sriracha and Rayong plants

2019														
Site	Description	Duration		Q1			Q2			Q3			Q4	
			Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep C	Oct	Nov	Dec
	GTG11/HRSG-11	8 Days	1 1Y 8											
	GTG16/HRSG16	8 Days	9 1Y 1	6										
	GTG14/HRSG14	14 Days	17 HGPI	30										
CUP-1	Aux. Boiler.11	14 Days			15 3Y 28									
	GTG12/HRSG12	11 Days			7	7 1 Y 17								
	GTG11/ HRSG11	24 Days					15/5 MI	7/6						
	GTG13/HRSG13	11 Days						12	2 1Y 22	2				
	GTG15/HRSG15	14 Days									16	HGPI 29		
	GTG21/HRSG21	11 Days			9 1Y 19									
CUP-2	GTG22/HRSG22	11 Days						12 1Y 22						
	Aux. Boiler.21	14 Days						1 3	Y 14					
	Steam Turbine.21	-												
	Aux. Boiler.31	11 Days							4	1Y 14				
CUP-3	Aux. Boiler.33	11 Days									14	1Y 24		
	Aux. Boiler.32	11 Days									26/9 1Y	6/10		
	Steam Turbine.31	-												
	GT11/HRSG#1	200										17	CI 2	5
SRC	GT12/HRSG#2	200 hours (8.33 days)										17	CI 2	5
	Steam Turbine.10											17	Minor 2	5
	MI Major I <u>STG</u> Minor Minor 1MO 2 nd Ma 2MO 2 nd Ma	as Path Inspection for (nspection for Gas Turb Inspection for Steam T ajor Overhaul for Stean ajor Overhaul for Stean	oine 22 day urbine 15 day n Turbine 23 day n Turbine 27 day	3Y Three Other 1Y One Y 5Y Five Y FO Force	(ear Inspection HRSC EYear Inspection HRSC (ear Inspection NG SC (ear Inspection NG SC ed Outage	SG tation Test	11 days 14 days Online Online Dependir	ng on physical damage	GTG CI Comb HGPI Ho MO Maj RCIE Ro HRSG 1Y One	ot Gas Path Insp or Overhaul for	on for Gas Turbine ection for Gas Turbir Gas Turbine Inspection Evaluatio HRSG	33 days	6 6	
P		ear Inspection Aux. Boil Year Inspection Aux. Bo		S					Other 1Y One Ye 5Y Five Ye FO Forces	ear Inspection NG S ear Inspection NG S d Outage	Station Test Station (NDT)	Online Online Dependi	ng on physical da	amage

2019 Maintenance schedule: IRPC-CP

		2019								
Plant	Unit	Q1 (A)	Q2 (F)	Q3 (F)	Q4 (F)					
IRPC-CP	Block 1									
	CTG 21	4:58 hr.	1	1	1					
	HRSG 21	4:58 hr.	1	1	1					
	CTG 22	0:59 hr.	1	1	1					
	HRSG 22	0:59 hr.	59 hr. 1		1					
	STG 23	0:59 hr.								
	Block 2									
	CTG 31	0:44 hr.	1	1	1					
	HRSG 31	0:44 hr.	1	1	1					
	CTG 32	12:23 hr.	1	6	1					
	HRSG 32	12:23 hr.	1	6	1					
	STG 33			3						
	Aux. Boiler		7							

Notes

YI Yearly Inspection

YI Yearly Inspection Aux Boiler

1 = 1 Day (24 hours)

3 = 3 Days (72 hours)

6 = 6 Days (144 hours)

7 = 7 Days (168 hours)



43

5 days

15 days

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