

# PTG Energy Public Company Limited As of 2Q2021



max PLUS



# AGENDA



**HIGHLIGHTS**



**ESG  
DEVELOPMENT**



**INDUSTRY  
OUTLOOK**



**FINANCIAL  
PERFORMANCE**



**BUSINESS  
OVERVIEW**








# HIGHLIGHTS



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# HIGHLIGHTS




Oil and LPG  
Sales Volume  
**+7.1% YoY** and  
**+109.9%YoY**

01

03

**PT Max Plus**  
obtained  
93% active  
rate



Becomes **No.  
2 in Auto LPG**  
Market Share

02

04

**PT Taxi**  
**Transform,**  
Change for  
Future





# INDUSTRY OUTLOOK





# CHANGE IN DIESEL (B7) RETAIL PRICE



## Diesel Price Adjustment 2Q/21

Month	No. of time price increase	No. of time price decrease
Apr	2	1
May	3	2
Jun	3	-
<b>Total</b>	<b>8</b>	<b>3</b>

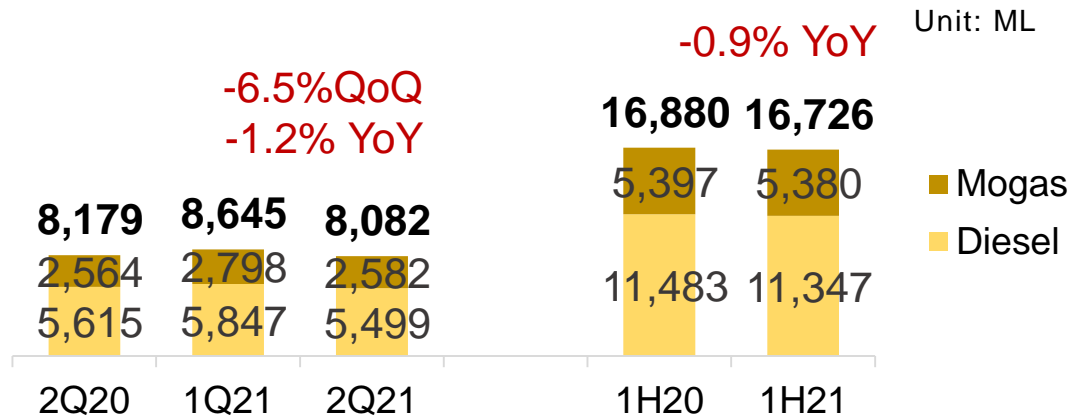
## Diesel Price Adjustment 1Q/21

Month	No. of time price increase	No. of time price decrease
Jan	3	1
Feb	5	1
Mar	3	4
<b>Total</b>	<b>11</b>	<b>6</b>



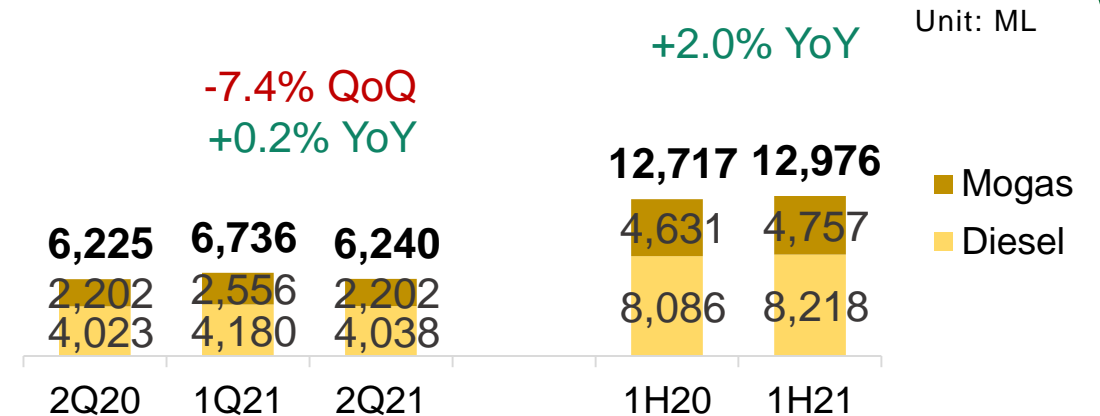
# THAILAND OIL CONSUMPTION

## All Channel Consumption



- The overall oil consumption in 2Q21 dropped YoY and QoQ due to the new wave of COVID-19 outbreak since the early of April 2021.
- The diesel consumption in this quarter decreased more than the mogas consumption as diesel fuel was used for commercial transportation and agriculture activities which was affected by the COVID-19.

## Retail Consumption



- The country oil consumption through service station in 2Q21 increased YoY since the consumption in 2Q20 was affected by the lockdown measure due to the COVID-19 outbreak in 2020.
- However, the consumption dropped QoQ because of the impact of the new wave of COVID-19 outbreak which was more severe and prolong.



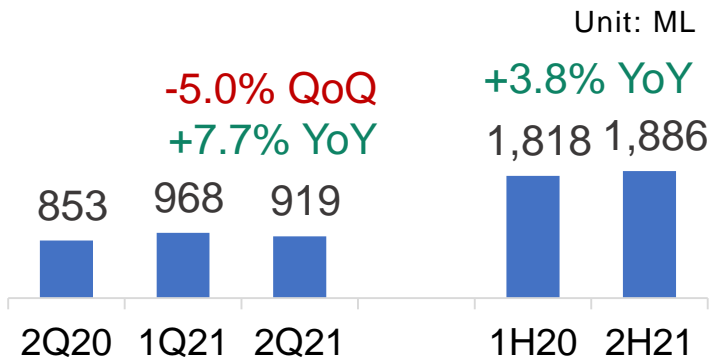
# THAILAND LPG CONSUMPTION

## All Channel Consumption

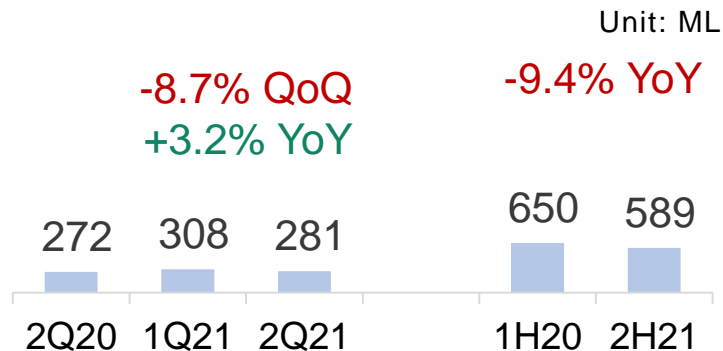


- The overall LPG consumption in 2Q21 increased YoY due to the effect of lockdown measure in 2020.
- Meanwhile, the consumption decreased QoQ because of the impact of the new wave of COVID-19.
- Household LPG consumption remained the main LPG consumption of the country.

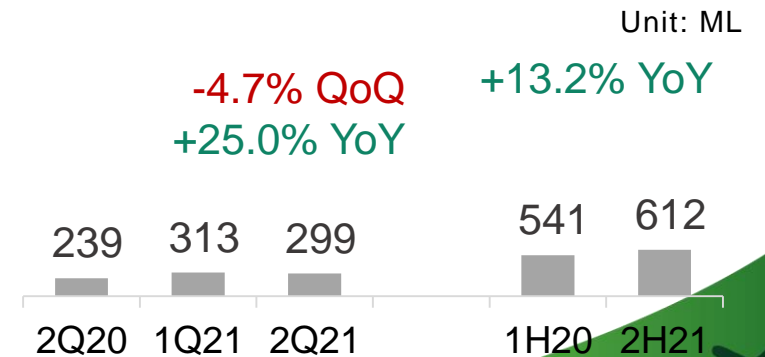
## Household LPG



## Auto LPG



## Industrial LPG







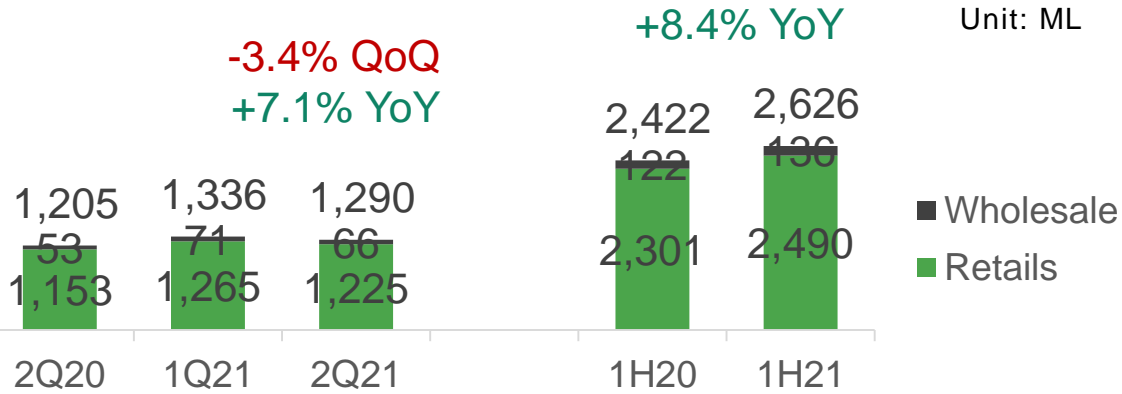
# BUSINESS OVERVIEW



# OIL SALES VOLUME

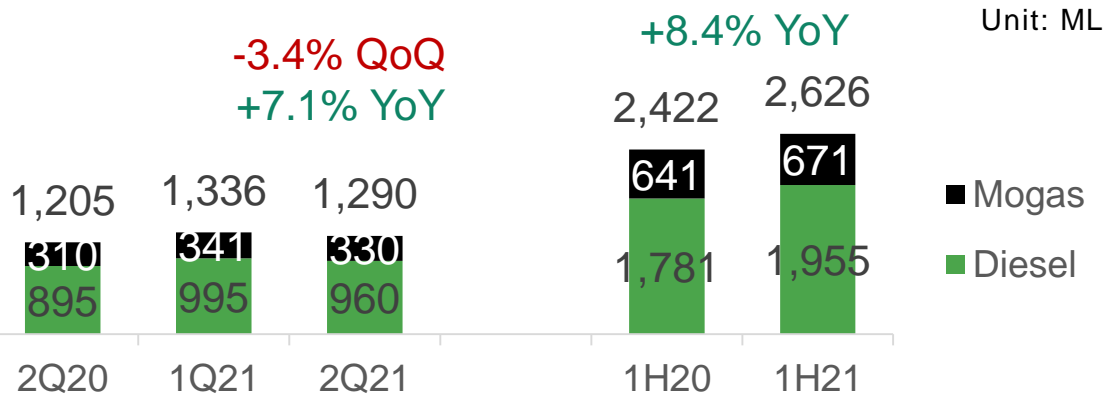
## Volume by Channel

Unit: ML



## Volume by Product

Unit: ML



**Retail**

in 2Q21

-3.2% QoQ

+6.3% YoY

**Diesel**

in 2Q21

-3.5% QoQ

+7.3% YoY

**Wholesale**

in 2Q21

-6.9% QoQ

+24.6% YoY

**Mogas**

in 2Q21

-3.1% QoQ

+6.5% YoY

Oil station expansion of 2Q21 **1.9% YoY**

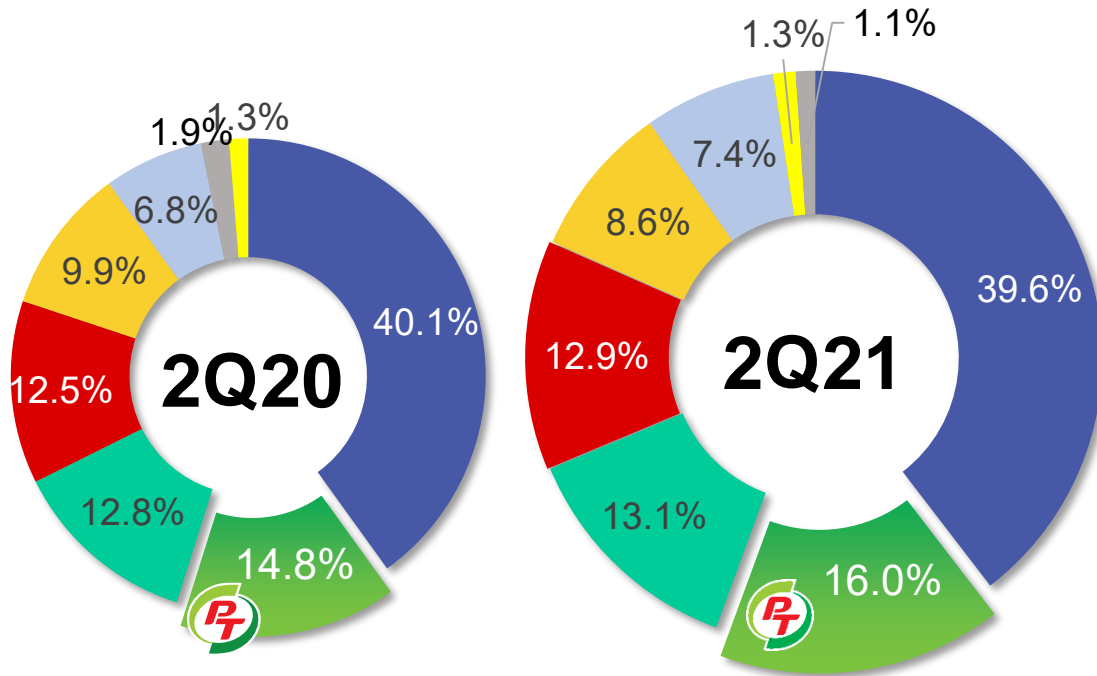
Same Store Sales of 2Q21 **1.5% YoY**

- PTG's oil sales volume grew YoY since the volume in last year was affected by the lockdown measure in 2020.
- The YoY growth in oil sales volume also drove by the station expansion and the same store sales growth.
- However, the oil sales volume dropped QoQ since the new wave of the COVID-19 outbreak.
- Oil through PT station was still the main channel of oil sales volume, 94.7% of total oil sales volume.



# OIL MARKET SHARE

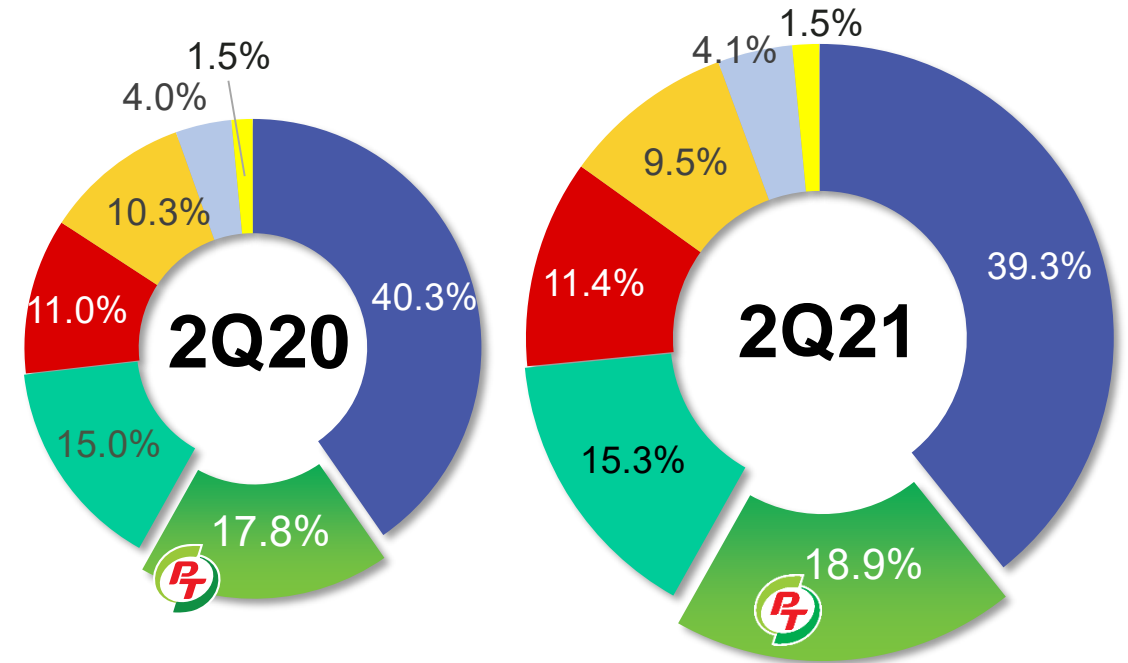
## All Channel Market Share



Total Consumption  
8,179 ML

Total Consumption  
8,082 ML

## Retail Market Share



Retail Consumption  
6,225 ML

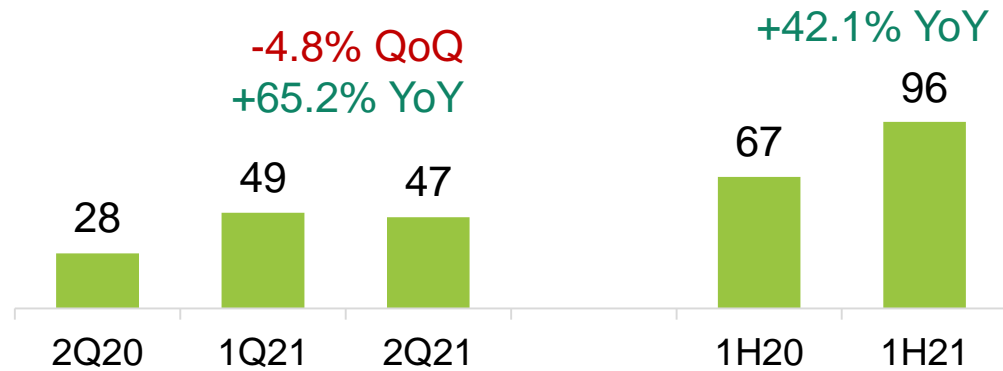
Retail Consumption  
6,240 ML



# LPG SALES VOLUME

## Auto LPG

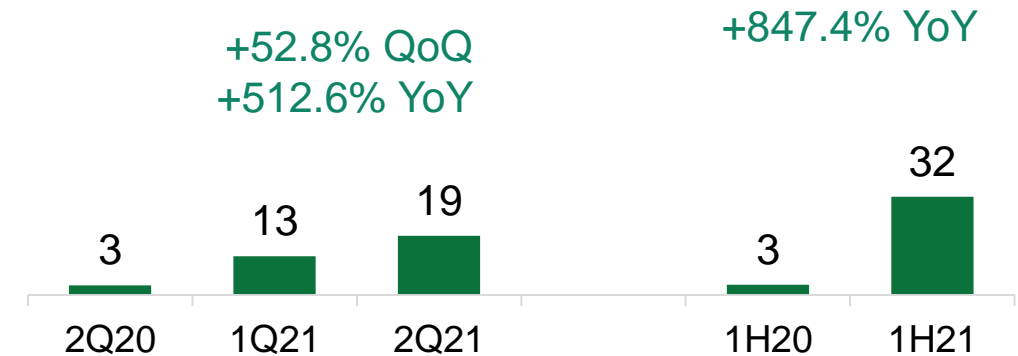
Unit: ML



- PTG continued to obtain an outperform growth YoY of auto LPG due to the last year impact of the COVID-19 lockdown measure.
- Another reason was PTG continued to support to customers during the past crisis with an aim to enriching a well-being life to customers.
- The auto LPG volume dropped QoQ due to the new wave of the COVID-19 outbreak.

## Household and Industrial

Unit: ML

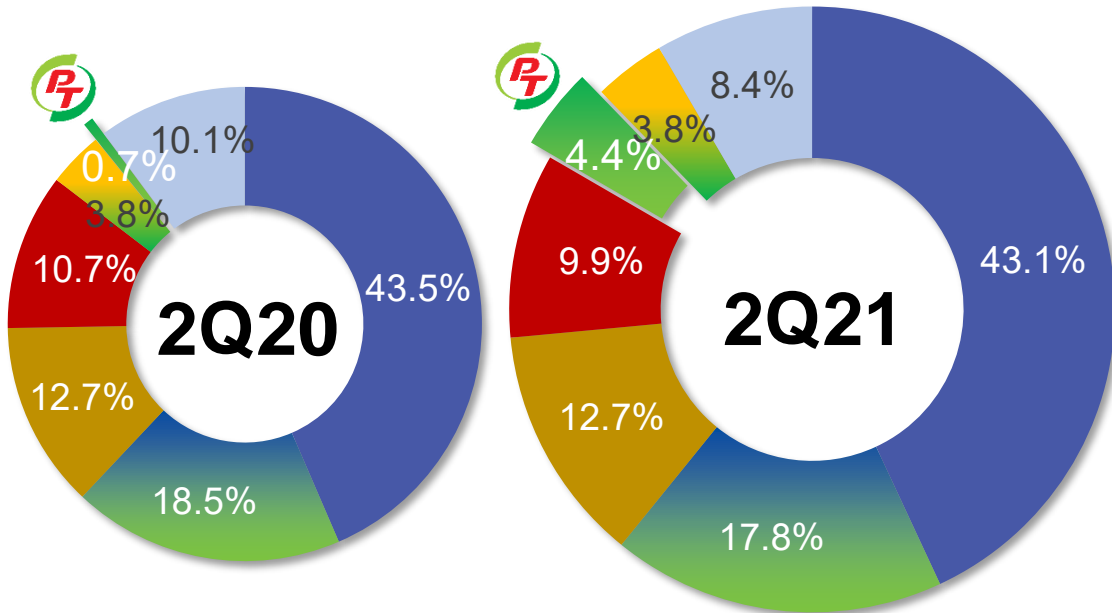


- PTG obtained an extreme growth of household and industrial LPG sales volume since the Company entered to these segments in 2020.
- To enhance more growth, PTG differentiates its marketing strategy and service efficiency, along with linking PT Max Card to deliver a better experience and increase customers' satisfaction.

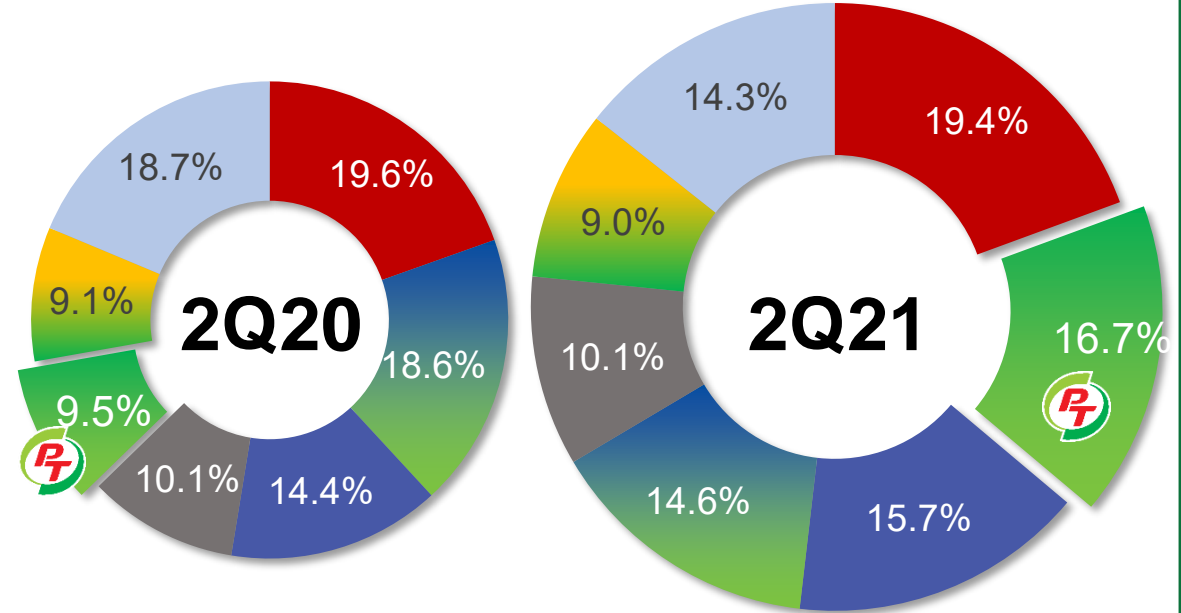


# LPG MARKET SHARE

## All Channel Market Share



## Auto LPG Market Share



Total Consumption  
1,364 ML

Total Consumption  
1,498 ML

Auto LPG  
Consumption  
272 ML

Auto LPG  
Consumption  
281 ML





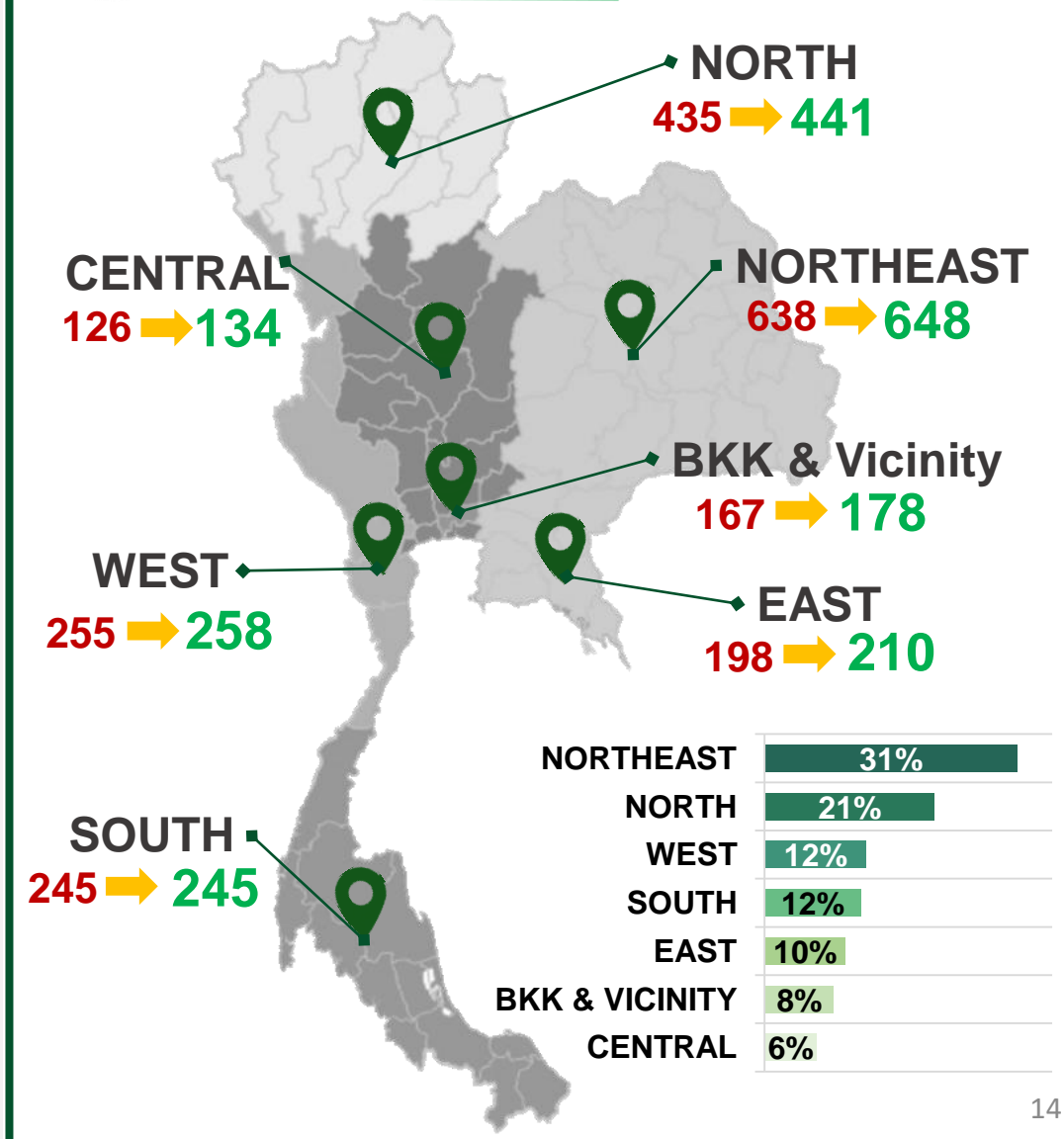
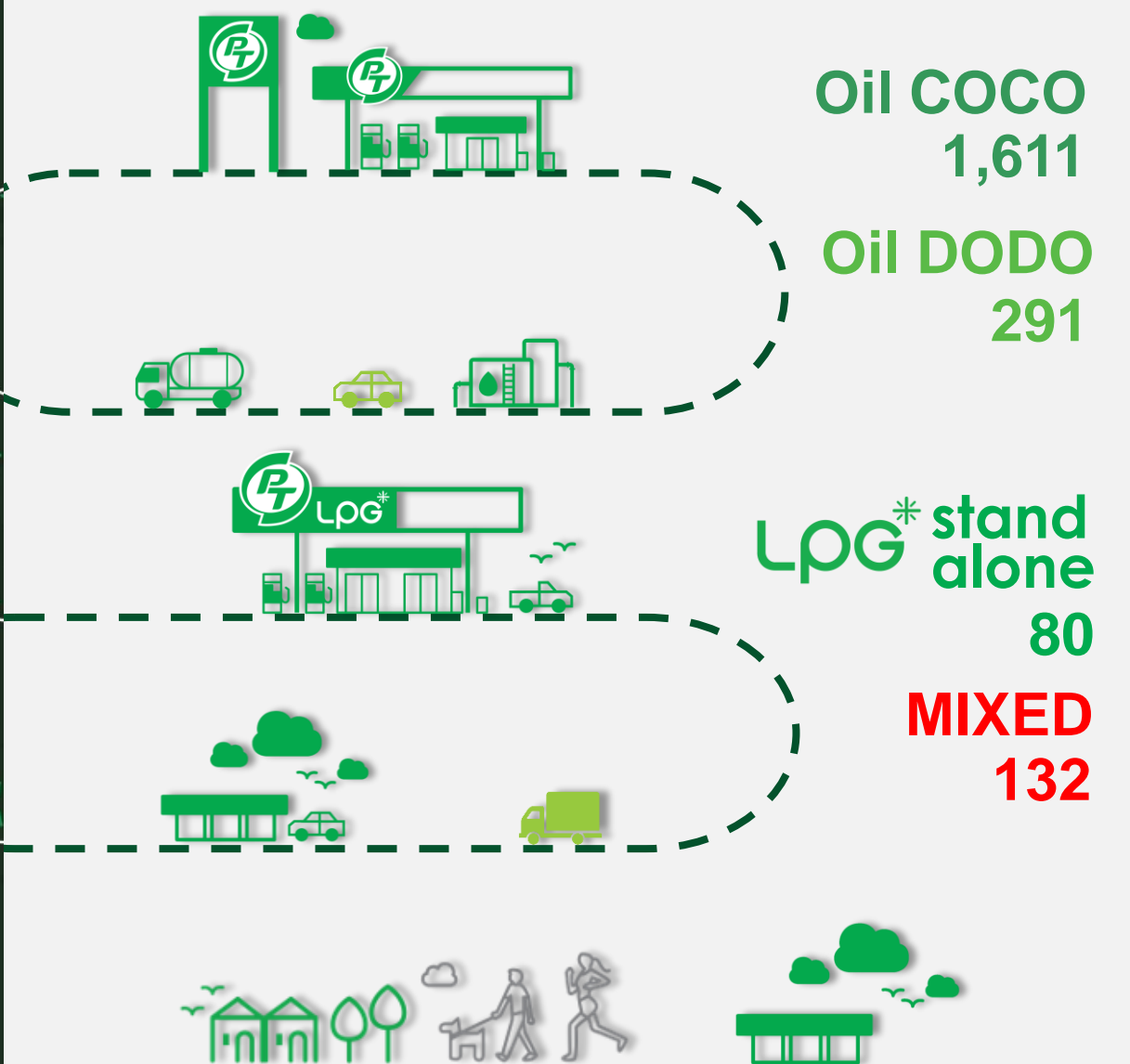
# 2,114 OIL AND LPG STATIONS



**SERVICE  
STATION  
DISTRIBUTION**

2Q20

2Q21







# 796 TOUCHPOINTS



**288**  
PUNTHAI  
COFFEE



**56**  
COFFEE  
WORLD



**41**  
MAXNITRON LUBE  
CHANGE



**241**  
MAX MART



**21**  
AUTOBACS



**35**  
MAX CAMP



**109**  
GAS SHOP

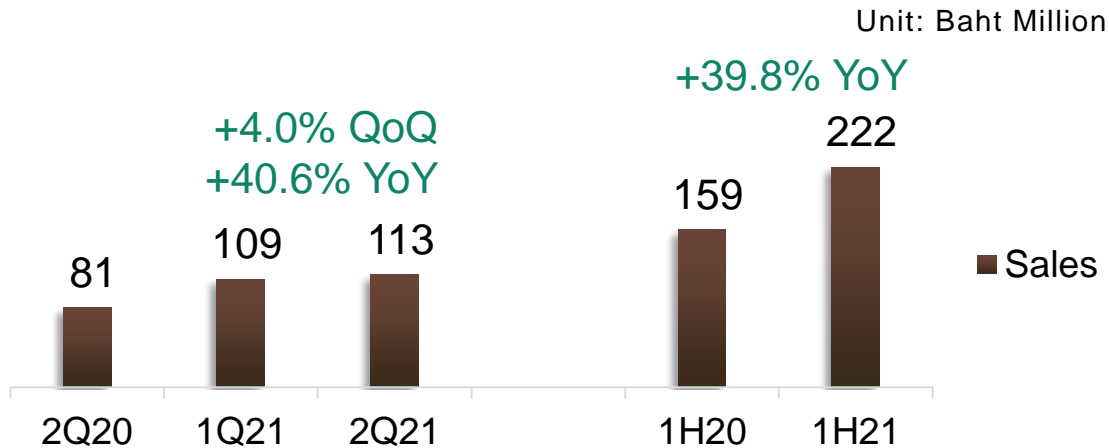


**5**  
EV CHARGING  
STATION



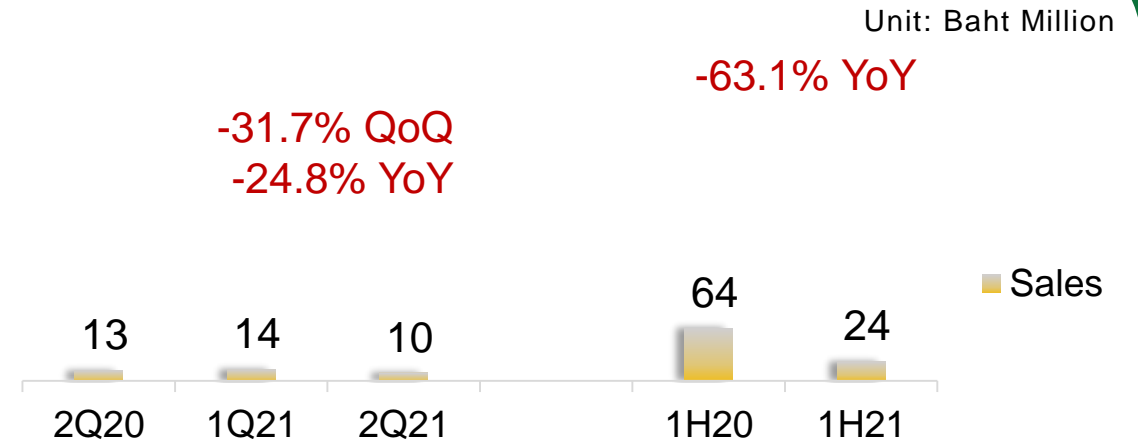
# NON-OIL BUSINESS

## Punthai Coffee



- Punthai Coffee revenue continued to increase due to brand awareness and promotion through online channel, and the consistent launch of food and beverage menu from local community ingredients.
- However, the business was also affected by the new wave of the COVID-19.

## Coffee World



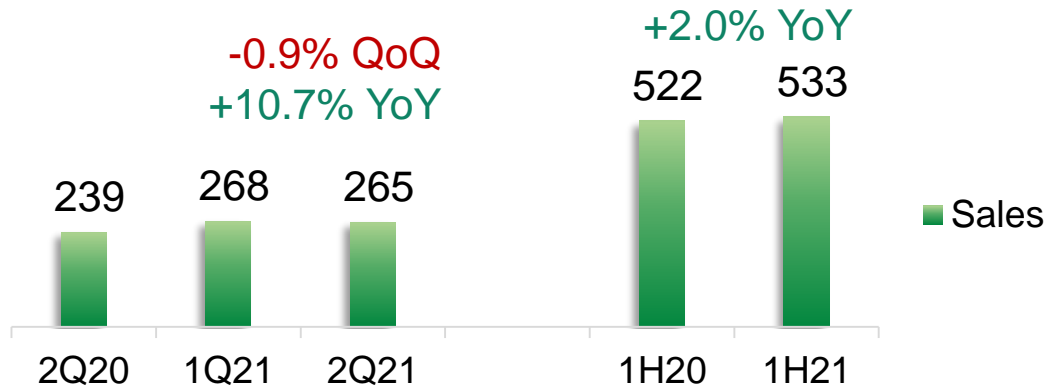
- Coffee World revenue dropped YoY and QoQ due to the effect of COVID-19 resulting in the temporary closure of stores in airport and department store.
- The Company expected that the Coffee World revenue will recover after the COVID-19 pandemic ease.



# NON-OIL BUSINESS

## Max Mart

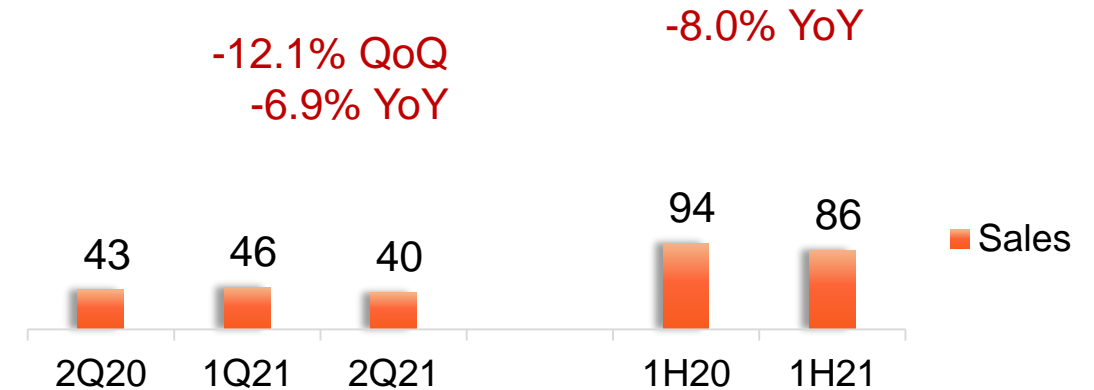
Unit: Baht Million



- Max Mart revenue increased YoY owing to the store expansion and the effect of the lockdown measure in the 2Q20.
- However, the business was affected by the new wave of the COVID-19.
- PTG is improving its business model to meet customers' needs.

## Autobacs

Unit: Baht Million



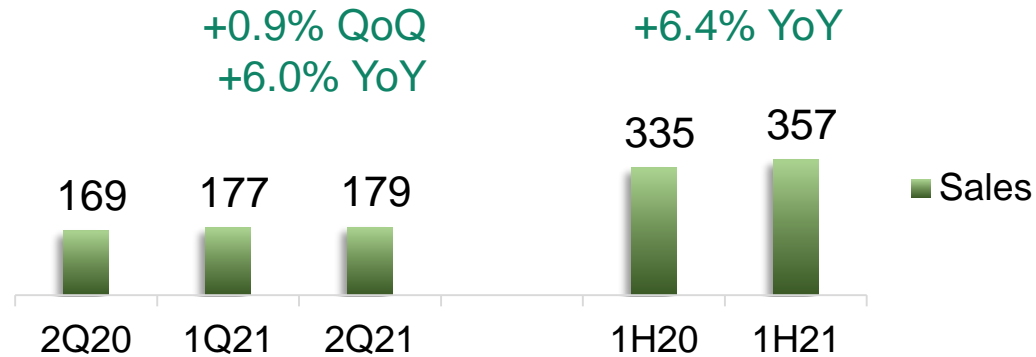
- Autobacs revenue decreased YoY due to the impact of the new wave of COVID-19 in 2Q2021.
- PTG still sees the opportunity in this business and aims to fulfill the comprehensive need of customers.
- The Company plans to expand 20 new Autobacs locations in this year.



# NON-OIL BUSINESS

## Other Business

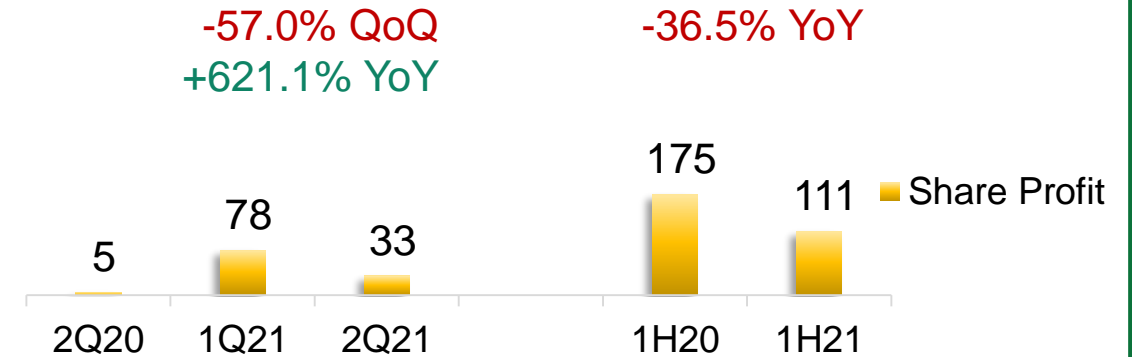
Unit: Baht Million



- Other business revenue included logistics, lubricant, and sales of other products.
- The revenue increased YoY and QoQ, due to the expansion of non-oil businesses.
- PTG expects the revenue from these businesses to increase as the Company is pushing the non-oil business to stabilize the Company earnings.

## Palm Complex

Unit: Baht Million



- Palm Complex share profit increased YoY as the less volatility of palm oil market price.
- Share profit from this business decreased QoQ due to the seasonal impact of palm oil market.
- PTG maintains the target of net profit sharing from Palm Complex of 240 - 260 million baht per year.



# Successful Launch of PT Max Card Plus with 93% Active Rate



บัตรสมาชิกรายปี

ราคา  
เพียง **599** บาท

พร้อมสิทธิประโยชน์มูลค่ารวมกว่า 9,000 บาท ต่อปี

max PLUS





# “PT TAXI TRANSFORM, CHANGE FOR THE FUTURE”



Aim to convert **10,000 taxis** with NGV fuel system **to LPG fuel system**



Investment budget of **150 million baht**





# 2021 TARGETS (REVISION)



<b>OIL</b> <i>CORE BUSINESS</i>	<b>1,940</b>
<b>LPG&amp;MIX</b>	<b>230</b>
<b>NON-OIL</b>	<b>860</b>



<b>OIL</b>	<b>+5-8% YoY</b>
<b>LPG</b> <i>(Auto, HH and Industrial)</i>	<b>+ &gt;100% YoY</b>



<b>EBITDA GROWTH</b>	<b>+8-12% YoY</b>
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## CAPEX Budget



**2,000-2,500 MB**

**CORE BUSINESS**



**500 MB**

**NON-OIL BUSINESS**



**500 MB**

**NEW BUSINESS**

<b>Total</b>	<b>3,000-3,500 MB</b>
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# ESG DEVELOPMENT



# SUSTAINABLE POLICIES



## Economic

- Good corporate governance and conducting business align with law, rights and justice to all stakeholders
- Development of good products and services by supporting innovation creation to serve customers with the highest satisfaction
- Development of a quality management strategy with a focus on optimization of management efficiency.
- Business conduct with social responsibility through activities that lead to happiness coexistence in the society
- The importance of care of employee and development of employee which strengthening the human capital to support the company's strategies in various fields

## Social

- Environmental natural resource management and reservation of diversity sustainable ecological biology
- Promote of the cultivation in environment care for employees by providing opportunities for them to take part in the environmental preservation activities

## Environment



# SOCIETY SUPPORT DURING COVID-19





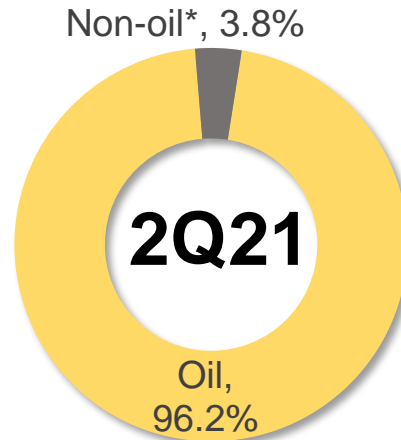
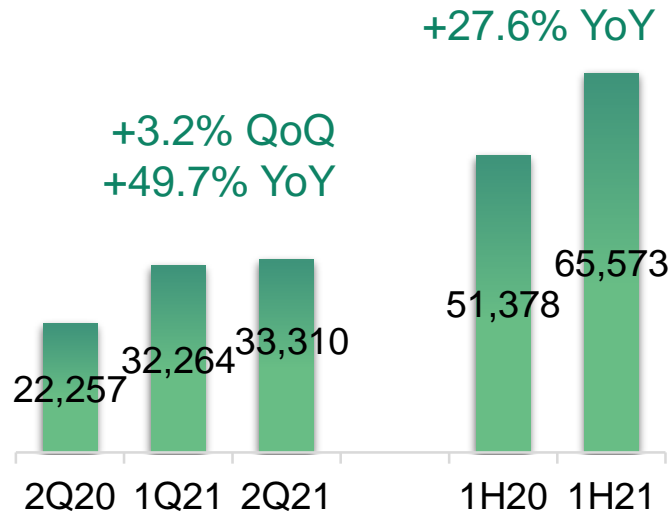


# Financial Performance



## REVENUE

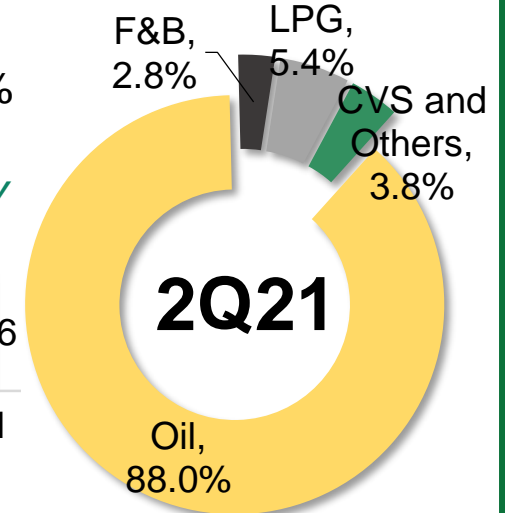
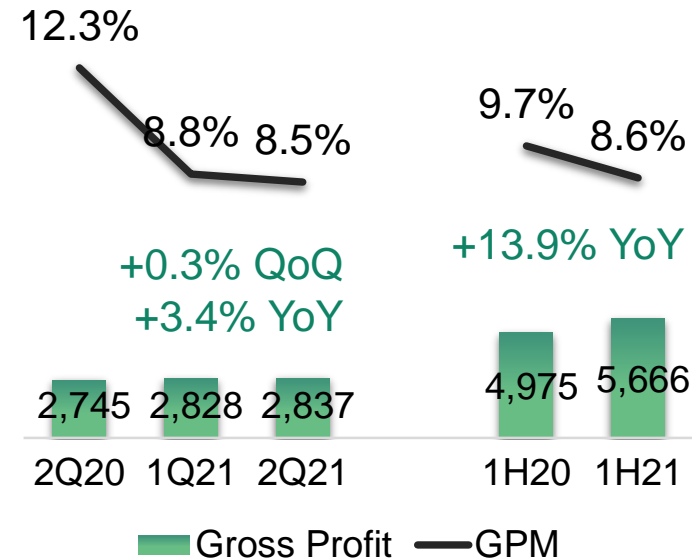
Unit: Baht Million



- Revenue in 2Q21 YoY increased owing to the growth of oil sales volume, the rise in oil price and the increase in non-oil revenue.
- Meanwhile, the total revenue grew QoQ as a result of the increase in oil price and non-oil revenue.
- Oil revenue grew 49.8% YoY and 3.1% QoQ, while non-oil revenue grew 57.6% YoY and 1.6% QoQ.

## GROSS PROFIT

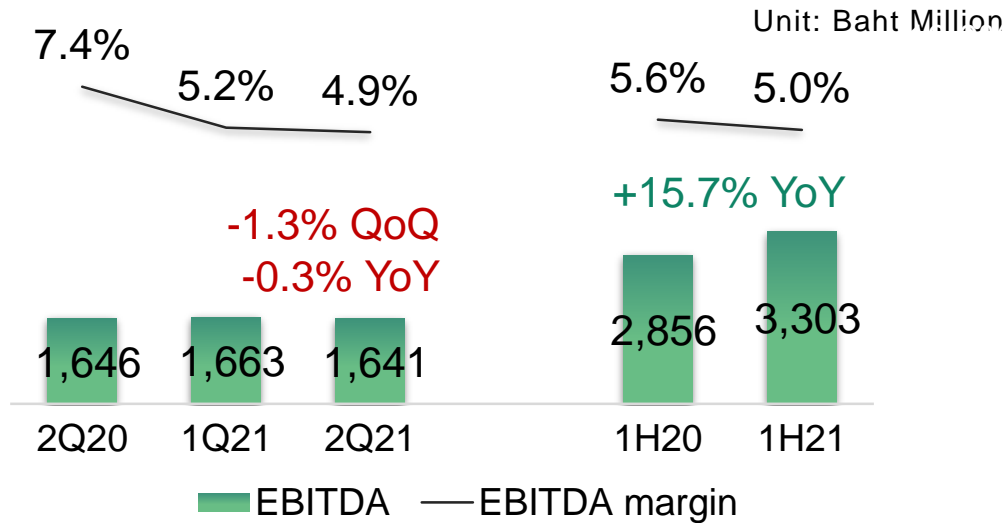
Unit: Baht Million



- Total gross profit increased 3.4% YoY mainly due to the growth of non-oil gross profit at 46.8% YoY, while oil gross profit dropped 0.6% YoY because of the decrease in oil marketing margin of 7.1% YoY.
- The non-oil gross profit increased mainly from LPG and F&B businesses.

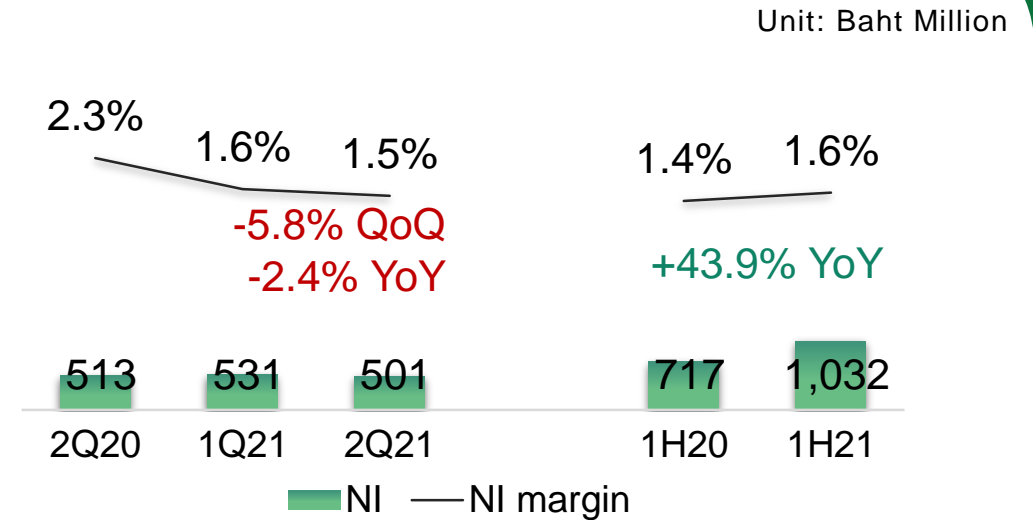


## EBITDA



- EBITDA in 2Q21 slightly decreased YoY, due to the drop in oil marketing margin of 7.1% YoY, even though the total oil sales volume increased 7.1% YoY.
- Meanwhile, SG&A expenses increased YoY and QoQ to support the expansion of oil and non-oil business.
- The decrease in oil sales volume and share profit from joint venture QoQ resulted in the drop in EBITDA QoQ.

## NET PROFIT

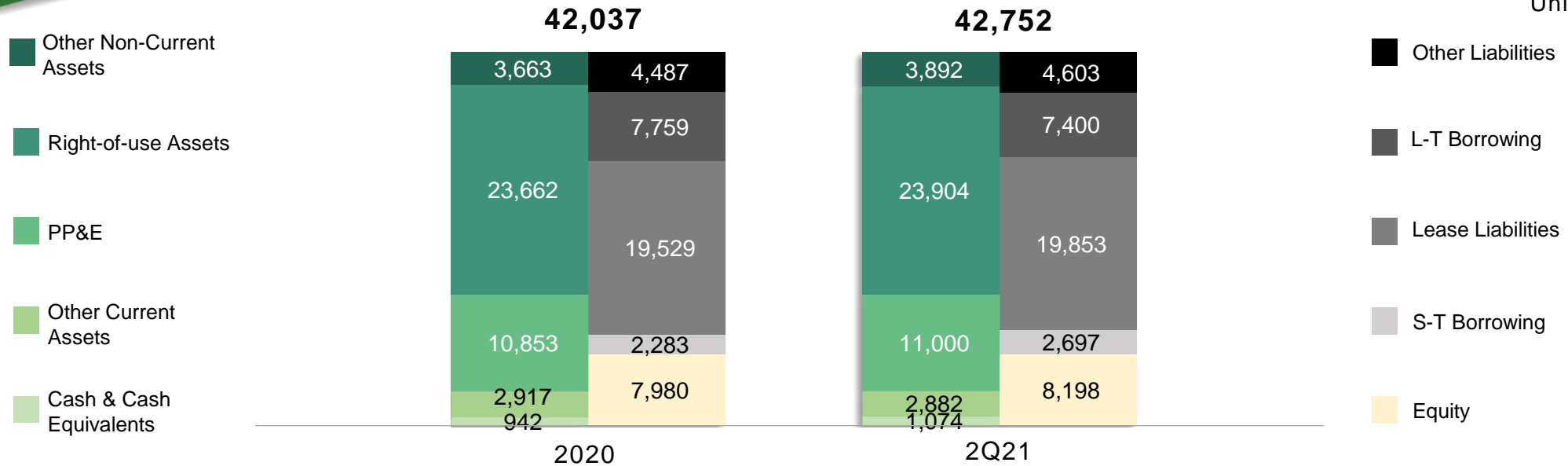


- The net profit dropped YoY and QoQ due to the same reason of the change in EBITDA.
- There was an increase in SG&A YoY because of the station and non-oil branch expansion.
- However, PTG continued to control SG&A expenses and carefully select appropriate investment.



# STATEMENT OF FINANCIAL POSITION

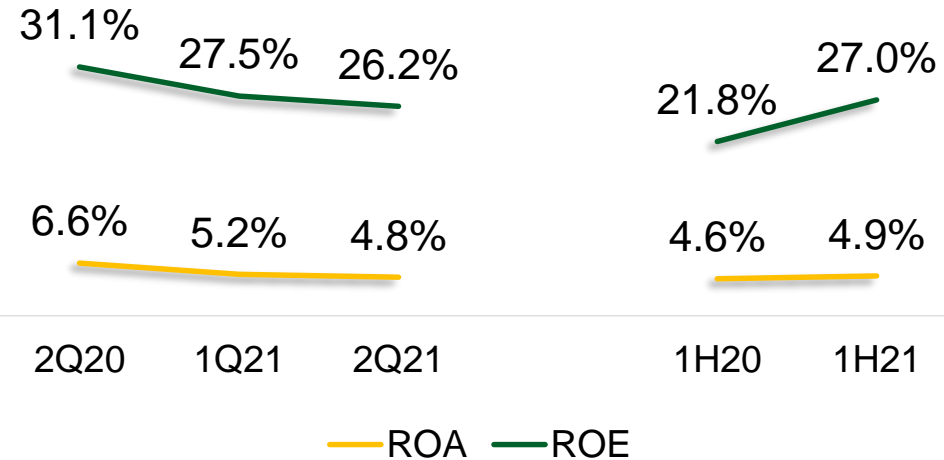
Unit: Baht Million



- The total assets increased mainly from the increment of PP&E and right-of-use assets, due to the station expansion.
- Cash and cash equivalent rose due to the growth in net cash from operating activities.
- Meanwhile, inventories decreased in accordance with inventory management.
- The total liabilities rose from last year, due to the increase in lease liability as a result of the station expansion.
- PTG aims to adjust the investment plan to be in line with the operating cash inflow to maintain its financial strength.
- Shareholders equity grew 218 million baht from 2020 due to the record of net profit in this quarter.

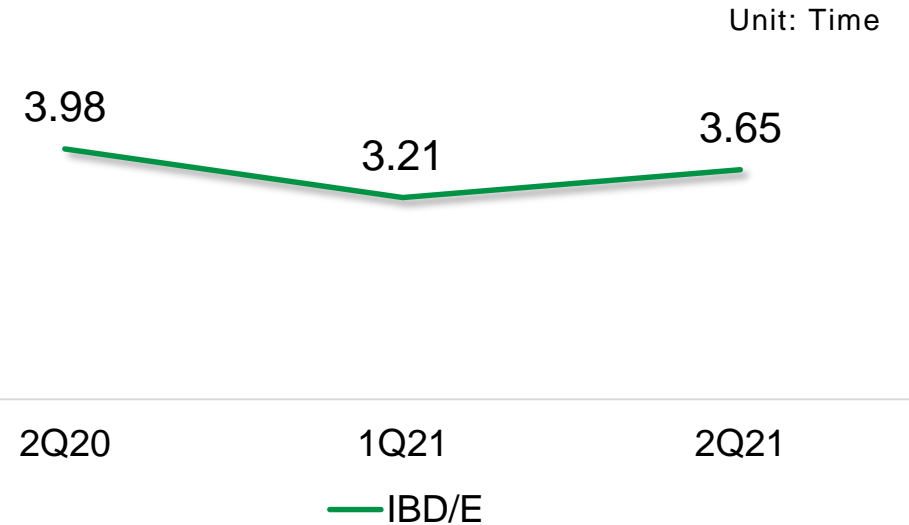


## PROFITABILITY RATIO



- ROE and ROA in 2Q2021 declined from last year due to the decrease in net profit YoY and the increment of total assets and total equity.
- PTG will continue to increase profitability ratio by enhancing and expanding non-oil business and selecting new investments with appropriate return.

## LEVERAGE RATIO

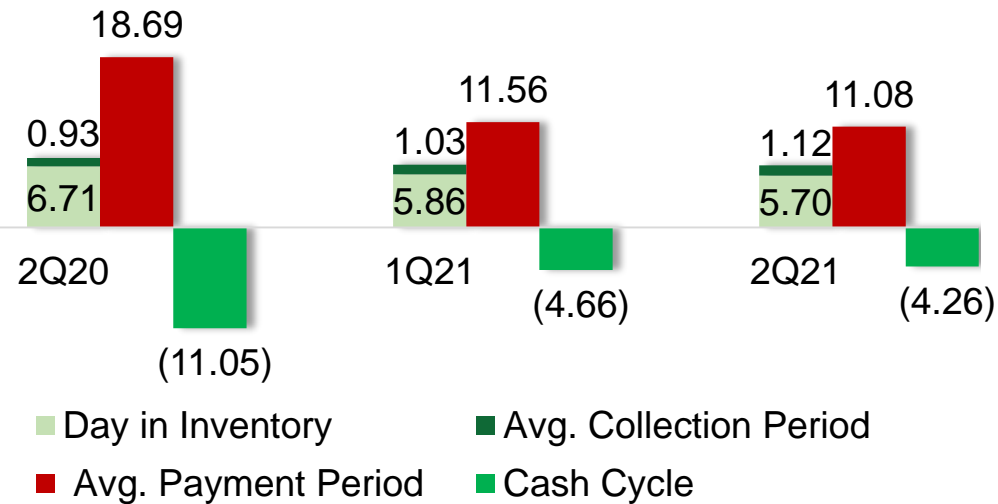


- IBD to equity decreased YoY, but increased QoQ as the Company used the short-term fund to manage oil inventory with the higher oil price.
- However, IBD to equity according to debt covenant of bank and debenture calculation was 1.25 time.
- PTG aims to manage the capital structure affectively to reduce the financial cost.



## OPERATING CYCLE

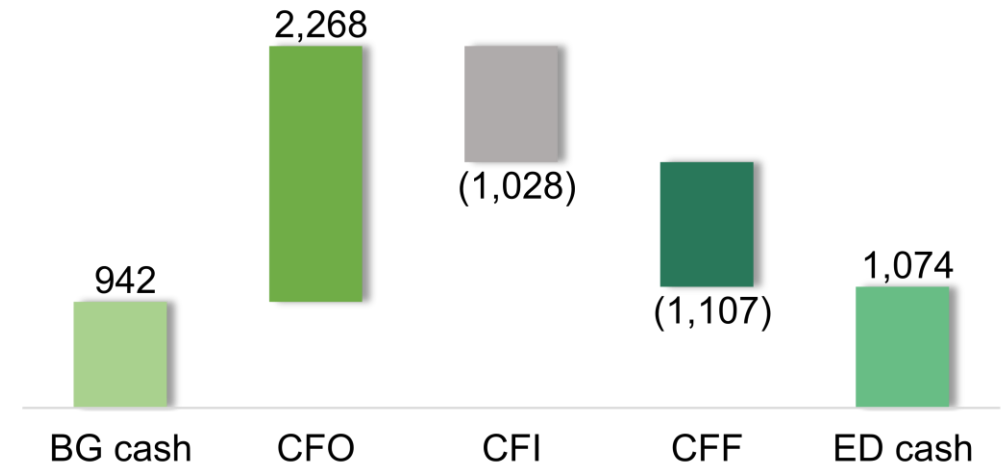
Unit: Day



- PTG had a negative operating cash cycle of 4.26 days.
- The operating cash cycle was reduced due to the payment of trade payable according to the payment term.
- In addition, PTG managed inventory according to the oil price movement.

## CASH FLOW

Unit: Baht Million



- Ending cash in 2Q2021 slightly increased to 1,074 million baht owing to the increase in cash from operating activities.
- PTG invested 1,028 million baht for expansion in 1H2021.
- However, PTG paid dividend to shareholder in 2Q2021 of 835 million baht.





วิธีป้องกัน  
เชื้อไวรัส  
COVID-19

สวมหน้ากาก  
อนามัยตลอดเวลา

หมั่นล้างมือ  
ให้สะอาด  
ด้วยสบู่หรือเจล  
แอลกอฮอล์อยู่เสมอ

Social  
Distancing  
เว้นระยะห่างอย่างน้อย  
1-2 เมตร

เลี่ยงเดินทาง  
พื้นที่เสี่ยง หรือแออัด

เลี่ยง การ  
ใกล้ชิดผู้ป่วย

อยากเห็นคนไทย  
**อยู่ดี  
#มีสุข**

อยากเห็นคนไทย  
อยู่ดี มีสุข

อยากเห็นคนไทย  
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