



PTG Energy PLC

As of 1Q2021

AGENDA

- 01 HIGHLIGHTS
- 02 INDUSTRY OUTLOOK
- 03 BUSINESS OVERVIEW
- 04 ESG DEVELOPMENT
- 05 FINANCIAL PERFORMANCE





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01

HIGHLIGHTS

HIGHLIGHTS



**Oil and LPG
Sales Volume
+9.7% YoY
and 56.9%
YoY**



**Punthai
Coffee Same
Store Sales
+13.9% YoY**



**EV Charging
Station in PT
Station**



**531 MB Net
Profit
Increased
159.9% YoY**

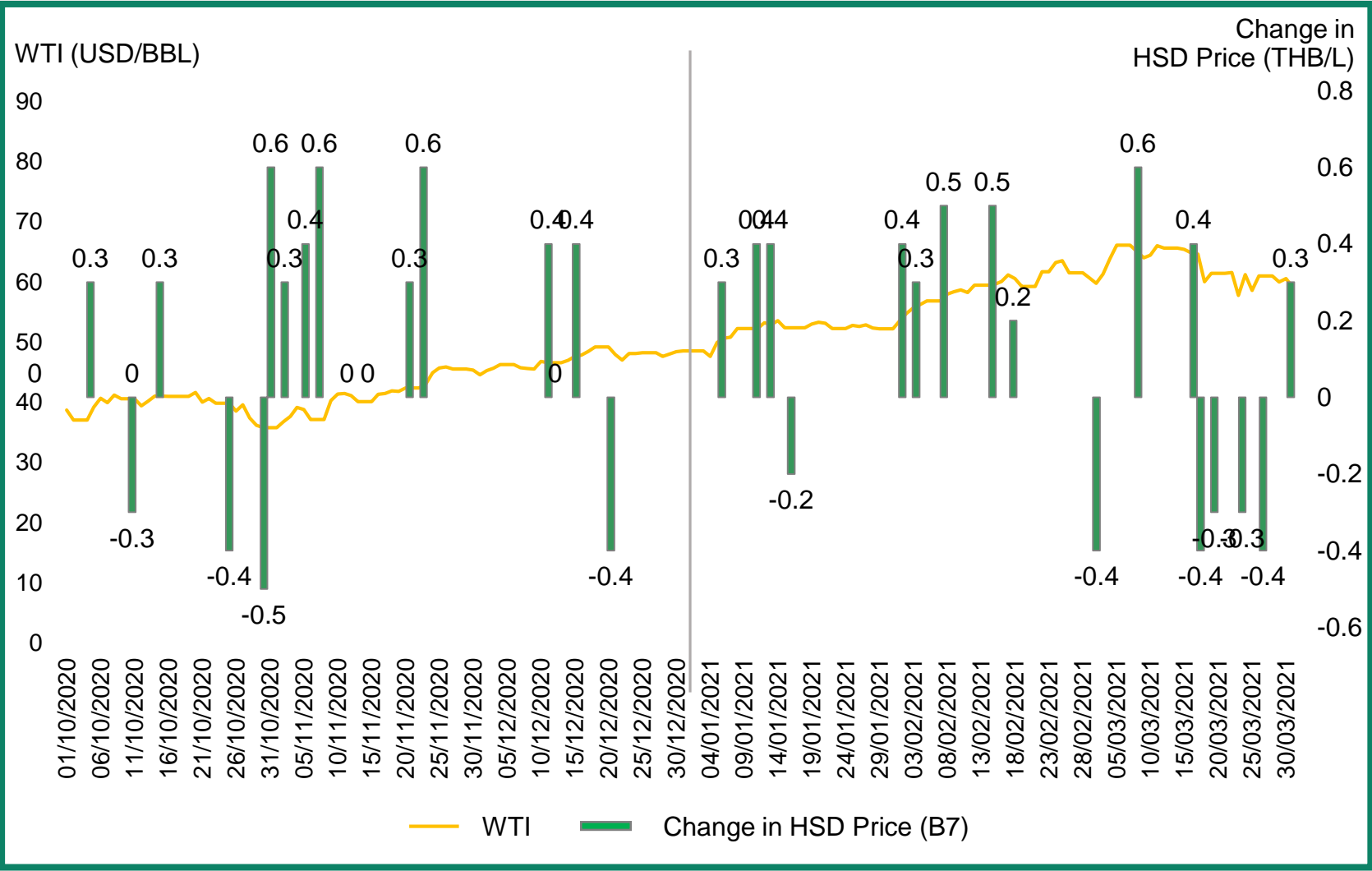


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02

INDUSTRY OUTLOOK



Changes of DIESEL Retail Price (B7)



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
Total	11	6

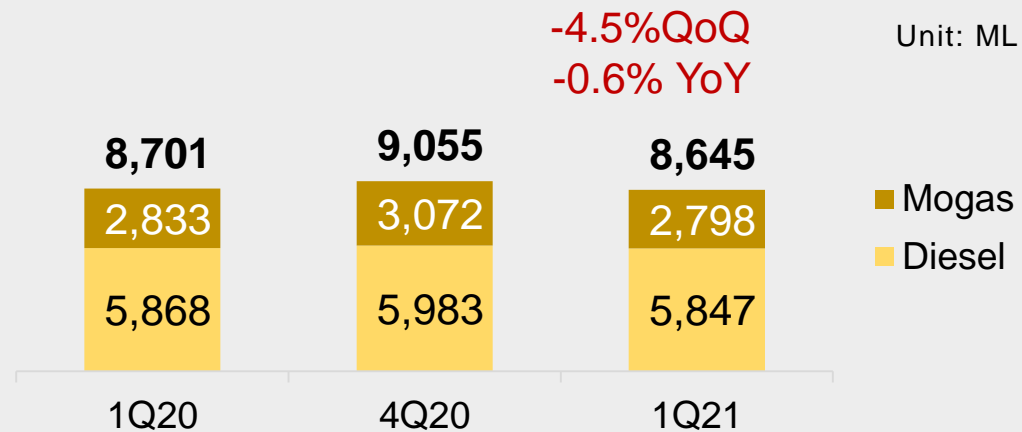
Diesel Price Adjustment 4Q/20

Month	No. of time price increase	No. of time price decrease
Oct	2	2
Nov	6	1
Dec	2	1
Total	10	4

Source: WTI crude oil macro trend and EPPO

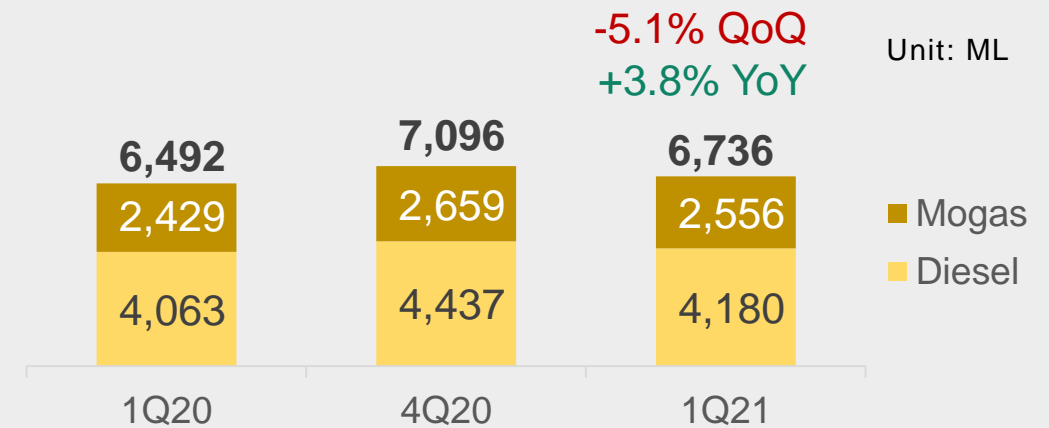
THAILAND OIL CONSUMPTION

All Channel Consumption



- The overall oil consumption in 1Q21 dropped YoY and QoQ due to second wave of COVID-19 outbreak in January.
- The diesel consumption in this quarter decreased more than the mogas consumption as diesel was used for commercial transportation and agriculture activities.

Retail Consumption

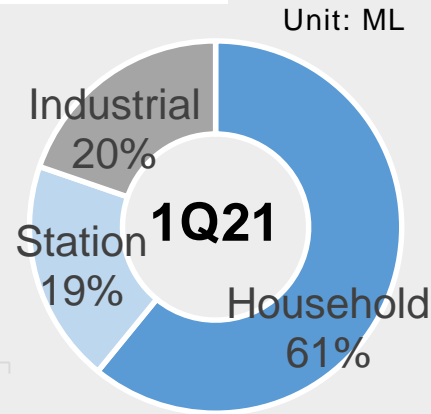


- The country oil consumption through service station in 1Q21 increased YoY since the consumption in 1Q20 was affected by the lockdown measure due to the COVID-19 outbreak.
- However, the consumption dropped QoQ because of the seasonal impact and the second wave outbreak of COVID-19.

Thailand LPG Consumption

All Channel Consumption

-3.3% QoQ
-3.4% YoY

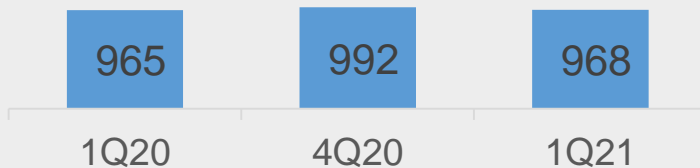


- The overall LPG consumption in 1Q21 decreased YoY and QoQ mainly due to the dropped in auto LPG consumption.
- The auto LPG consumption continued to decline as a result of the reduce in travel in the country due to the new wave of COVID-19 and the product switching to oil.

Household LPG

Unit: ML

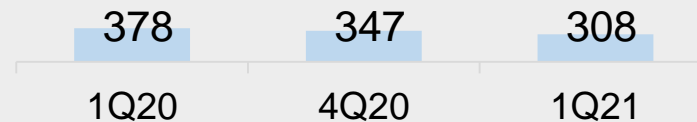
-2.5% QoQ
+0.3% YoY



Auto LPG

Unit: ML

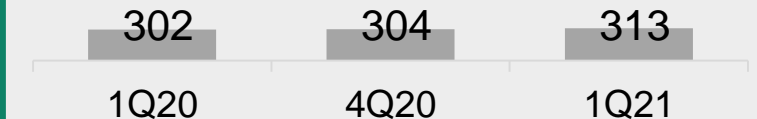
-11.3% QoQ
-18.5% YoY



Industrial LPG

Unit: ML

+3.3% QoQ
+3.8% YoY



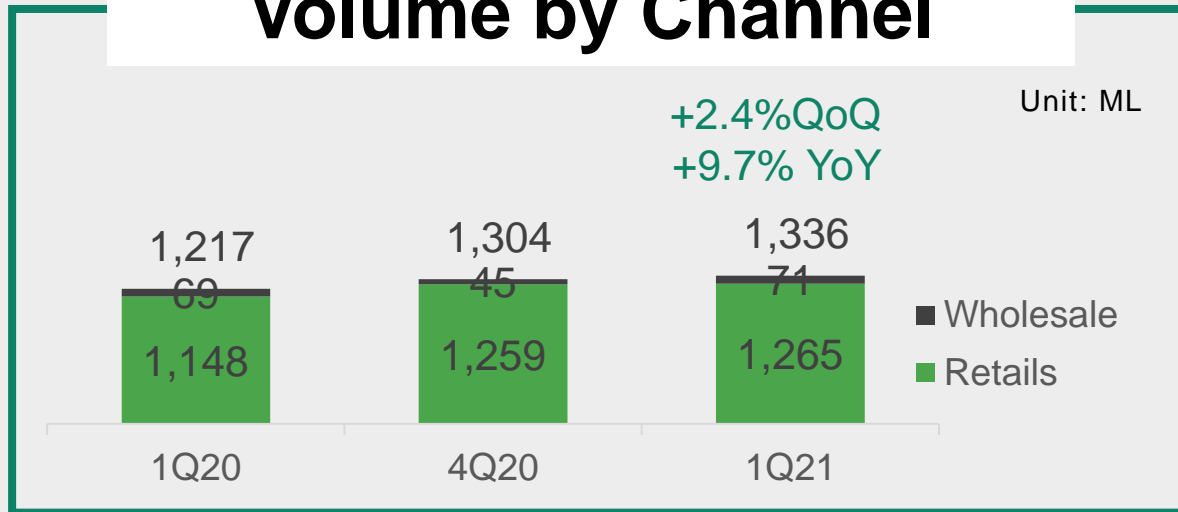


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03

BUSINESS OVERVIEW

OIL SALES VOLUME

Volume by Channel



Retail in 1Q21
Growth +0.5% QoQ
+10.2% YoY

Diesel in 1Q21
Growth +4.7% QoQ
+12.3% YoY

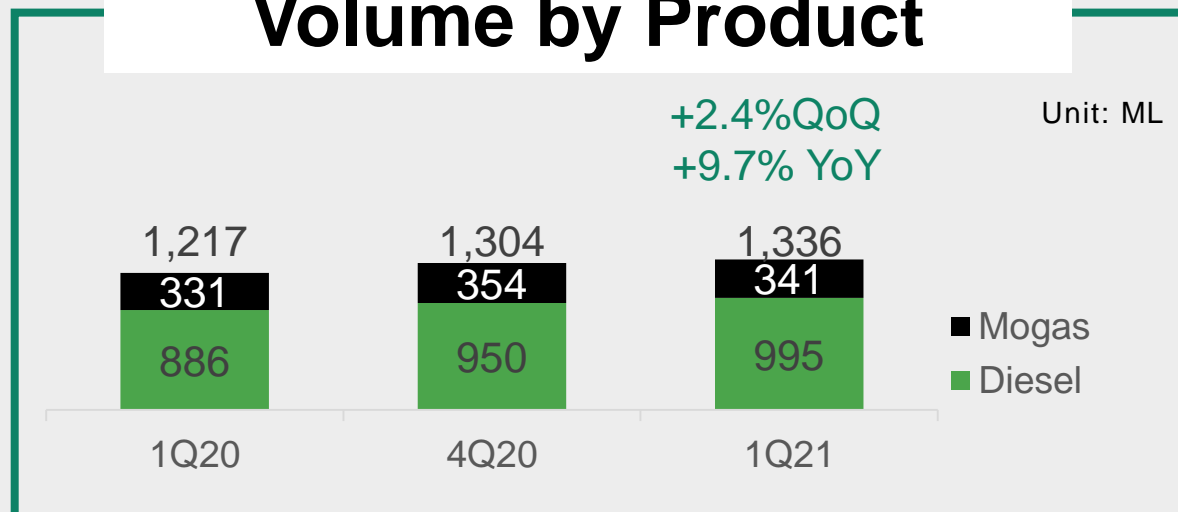
Wholesale in 1Q21
Growth +55.4% QoQ
+2.4% YoY

Mogas in 1Q21
Growth -3.7% QoQ
+2.9% YoY

Oil station expansion of 1Q21 **1.4%** YoY

Same Store Sales of 1Q21 **3.8%** YoY

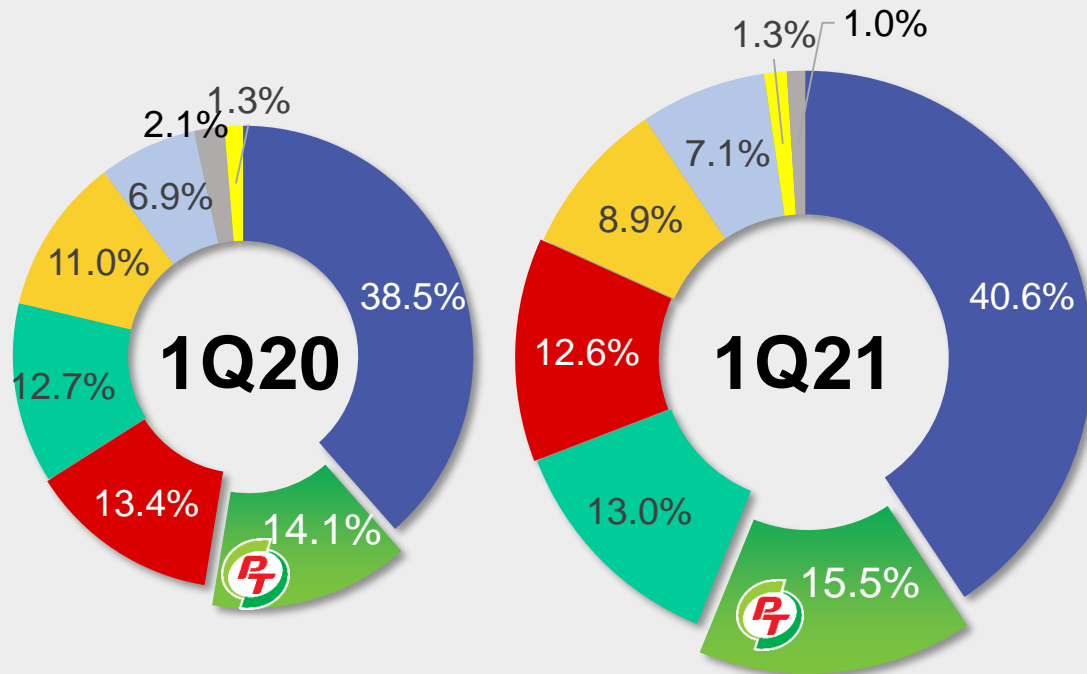
Volume by Product



- PTG's oil sales volume continued to grow YoY and QoQ owing to the oil station expansion, same store growth and the increase in wholesale volume.
- Oil through PT station was still the main channel of oil sales volume, which accounted for 94.7% of total oil sales volume.

OIL MARKET SHARE

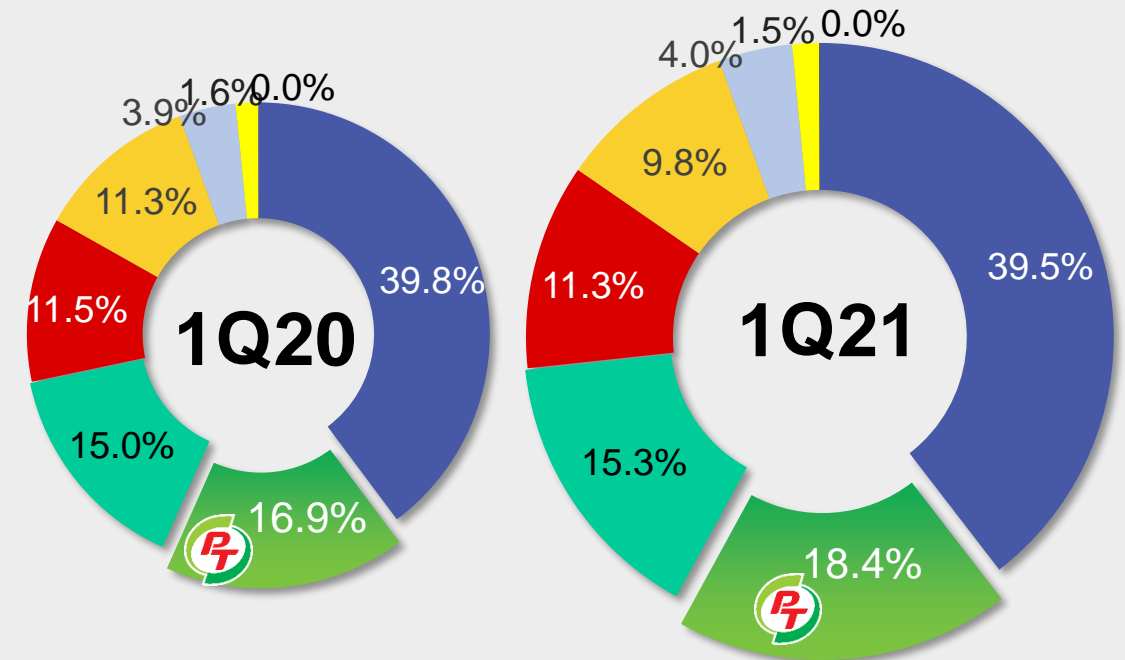
All Channel Market Share



Total Consumption
8,701 ML

Total Consumption
8,645 ML

Retail Market Share



Retail Consumption
6,492 ML

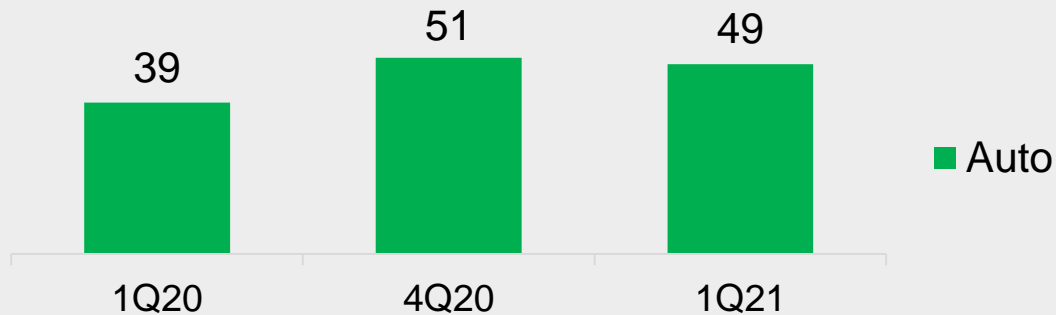
Retail Consumption
6,736 ML

LPG SALES VOLUME

Auto LPG

Unit: ML

-3.2% QoQ
+25.5% YoY

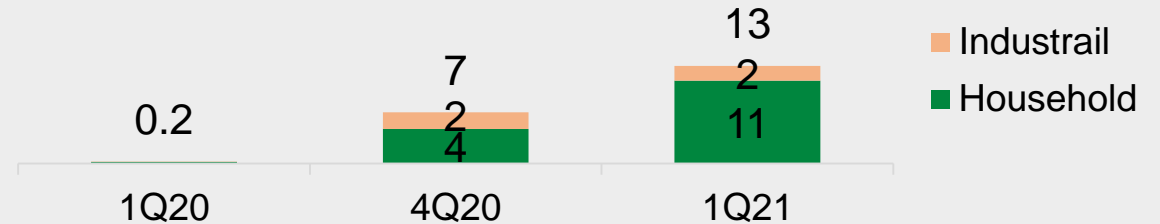


- PTG continued to obtain an outperform growth of auto LPG regardless of the contraction consumption of this industry.
- One reason was PTG provide supports to customers during the past crisis with an aim to enriching a well-being life to customers.

Household and Industrial

Unit: ML

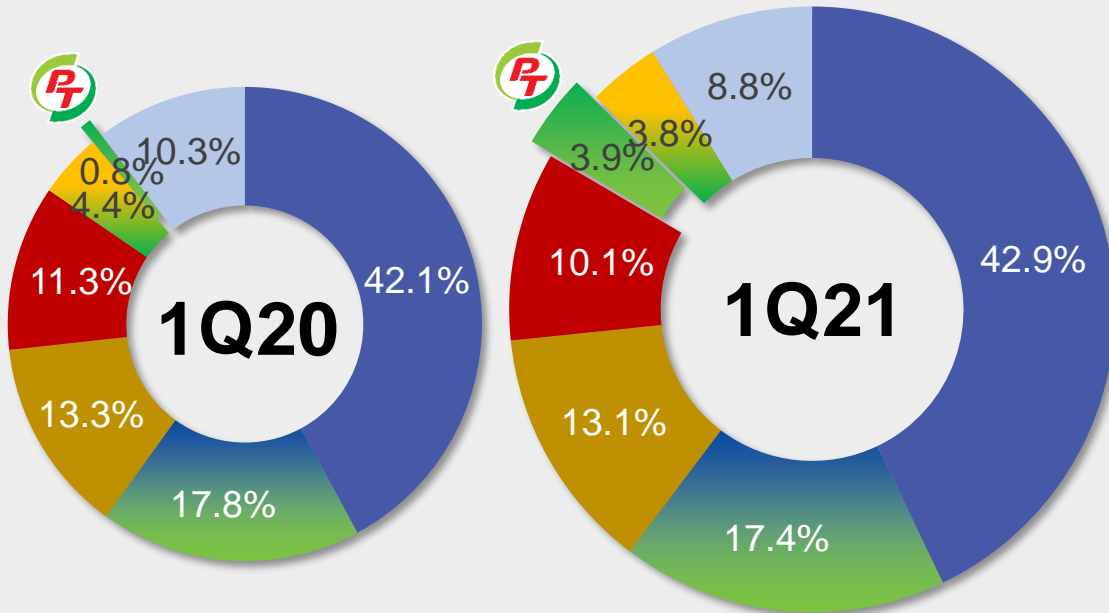
+90.8% QoQ
+5,644.8% YoY



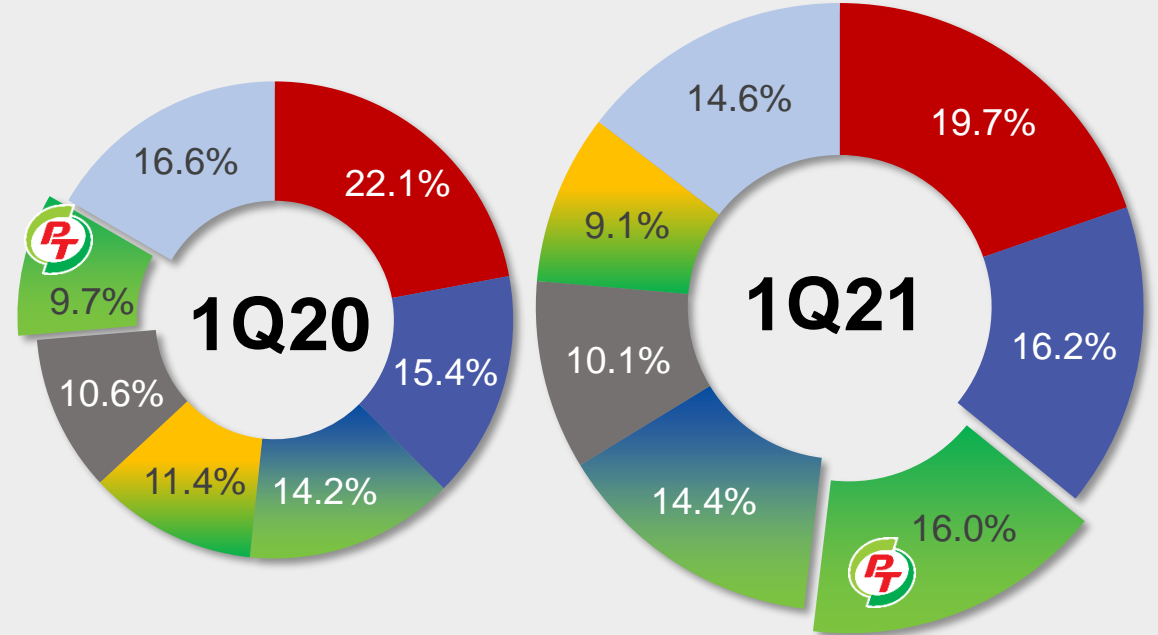
- PTG obtained an extreme growth of household and industrial LPG sales volume since the Company entered to these segments in 2020.
- To enhance more growth, PTG differentiates its marketing strategy and service efficiency, along with linking PT Max Card to deliver a better experience and increase customers'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

LPG MARKET SHARE

All Channel Market Share



Auto LPG Market Share



OIL AND LPG

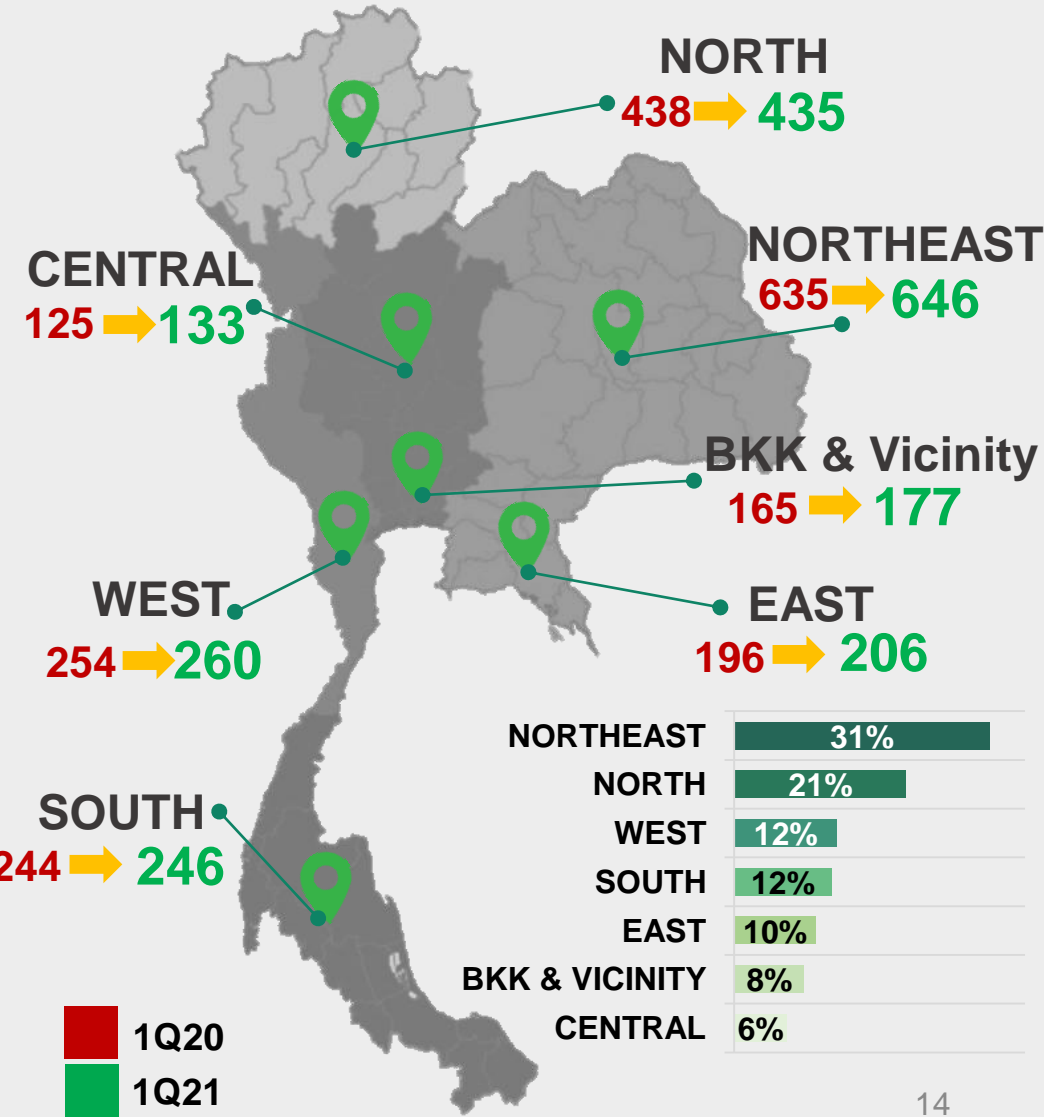
2,103
Stations

STATION DISTRIBUTION



Oil COCO 1,605
Oil DODO 288

LPG* stand alone 81
MIXED 129



771 TOUCHPOINTS



281
PUNTHAI
COFFEE



60
COFFEE
WORLD



5
EV CHARGING
STATION



230
MAX MART



17
AUTOBACS



39
MAXNITRON
LUBE CHANGE



99
GAS SHOP



9
PROTRUCK



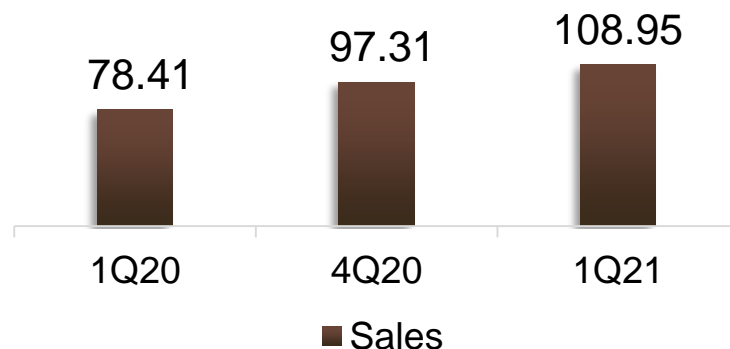
31
MAX CAMP

NON-OIL BUSINESS REVENUE

PunThai Coffee

Unit: Baht Million

+12.0% QoQ
+39.0% YoY

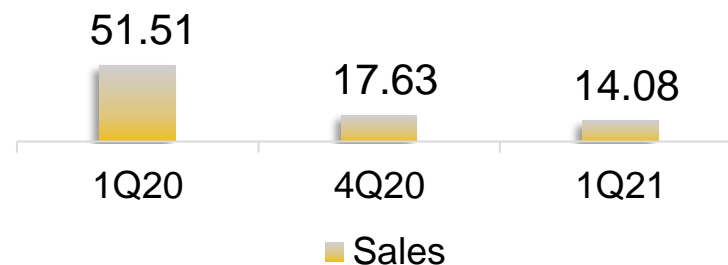


- PunThai Coffee revenue increased YoY and QoQ due to marketing activities and the launch of F&B from community products.
- In 1Q2021, PunThai Coffee same store sales grew by 13.9% YoY.

Coffee World

Unit: Baht Million

-20.1% QoQ
-72.7% YoY

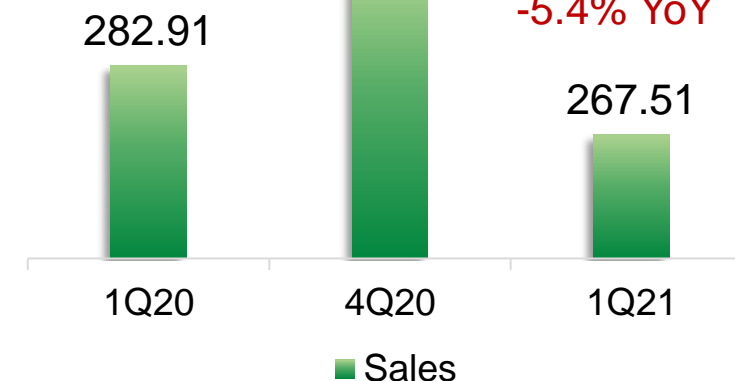


- The closure of Coffee World in many locations in 2020, due to the impact of COVID-19 pandemic, caused significant drop in revenue.
- The decrease in revenue also affected by the sharp decline in sales from stores at airports.

Max Mart

Unit: Baht Million

304.13 -12.0% QoQ
-5.4% YoY



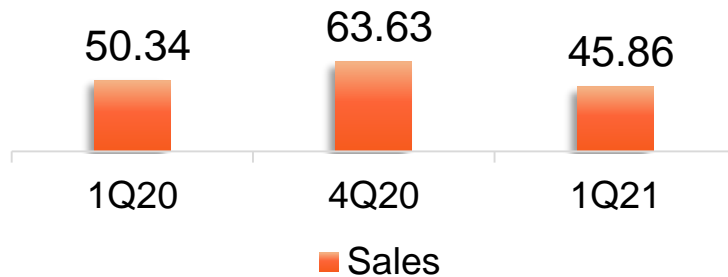
- Max Mart revenue dropped YoY and QoQ mainly due the COVID-19 outbreak in 1Q2021.
- PTG aims to increase sales by improving business models to reach more customers and by adding more variety of products to meet customers' needs.

NON-OIL BUSINESS REVENUE

Autobacs

Unit: Baht Million

-27.8% QoQ
-8.9% YoY

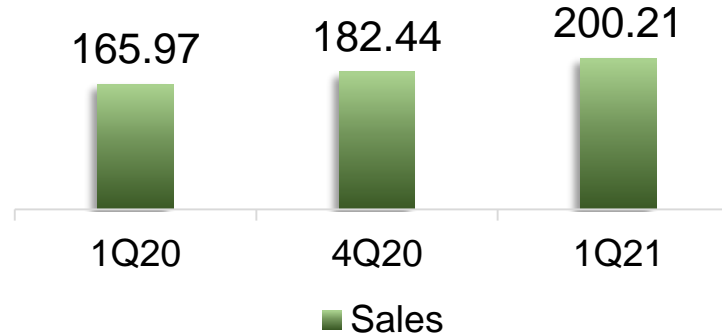


- Autobacs revenue decreased YoY due to the impact of COVID-19 second wave in 1Q2021, while the revenue dropped QoQ as a result of seasonal effect and the virus outbreak.
- PTG planed to open 20 new stores to provide the full-service for car users.

Other Business

Unit: Baht Million

+9.7% QoQ
+20.6% YoY

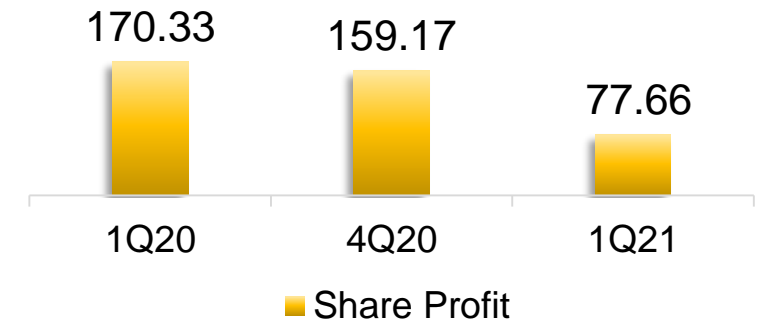


- Other business revenue included logistics, lubricant, and sales of other products.
- The revenue increased YoY and QoQ due to the expansion of non-oil business.

Palm Complex

Unit: Baht Million

-51.2% QoQ
-54.4% YoY



- Palm Complex share profit decreased YoY and QoQ as a result of the higher cost of goods sold.
- PTG maintains the target of net profit sharing from Palm Complex of 240 - 260 million baht per year.

EV CHARGING STATION



EV Charging Station

- Cooperate with **EGAT** to open **EV charging stations**
- Support automotive **technology change**
- Support the use of **clean energy**

Target Expansion

- **30 stations** in 13 provinces nationwide in 2021
- Cover travel routes and major attractions in **every 150 kilometers**



Special Offer!

PT MAX Point
100 คะแนน

แลกส่วนลดการชาร์จไฟฟ้า
ด้วย Elex by EGAT **30** บาท

Types of EV Charger

- Quick charge (DC) **120 kWh**
- Normal charge (AC) **22 kWh**

Search, reserve, and make payment for EV charger on

Mobile Application:



ElexA



Customer Feedbacks

All Comments ▾

Yea, and because of Elex, I have discovered Pun Thai coffee: both my wife and I love it, I think it is tastier than Amazon 😊

3h Like Reply

2 👍

New menu



3h Like Reply

4 👍

F&B PRODUCTS FROM COMMUNITY



ครั้งแรก...ของวงการ พีที แมกซ์การ์ด พลัส

รับส่วนลดทั้งปี
คุ้มทันที ไม่ต้องรอ



2021 TARGETS


NETWORK

OIL 2,030
CORE BUSINESS

LPG&MIX 260

NON-OIL 870


SALES
VOLUME

OIL +8-12% YoY

LPG
(Auto, HH and Industrial)

+ >100% YoY


EBITDA

+10-15% YoY

CAPEX Budget

Core Business 3,500 MB

Non-oil Business 500 MB

New Business 500 MB

TOTAL 4,000-4,500 MB





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04

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

Environment

- 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

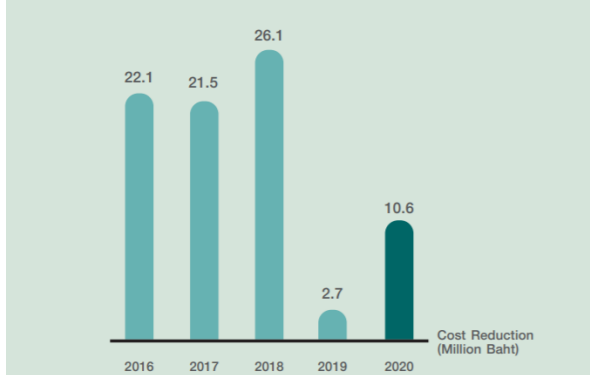
SUSTAINABLE PROJECT RESULT

As of 2020

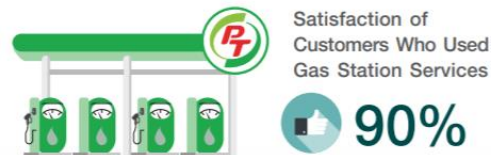
Economic

Cost Reduction from Kaizen Project

Comparison table of the cost reduction that has been increasing from 2014-2020



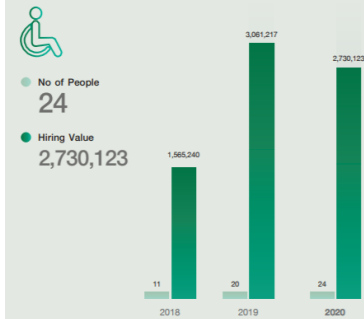
Customer Satisfaction Survey



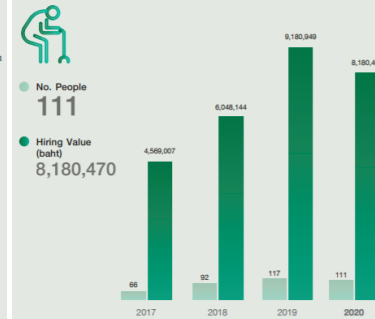
Social

Disability and Elderly Adult Employment

Disabled Persons' Hiring Value of PTG Energy Public Co., Ltd.



Older Adults' Hiring Value of PTG Public Company Limited



PT Volunteer Camp



Seniors who receive eyeglasses: **362 people**



Medical visitors: **204 people**

All villagers participated in the activity: **640 people**

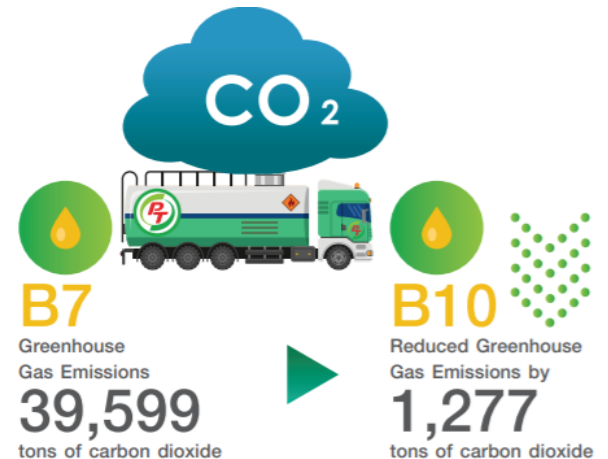
Environment

Exchange Old Paper for New Paper



PTG sent **239** kilograms of waste, or a proportion of approximately **25%**.

Using B10 Diesel for Transport



SOCIETY SUPPORT DURING COVID-19



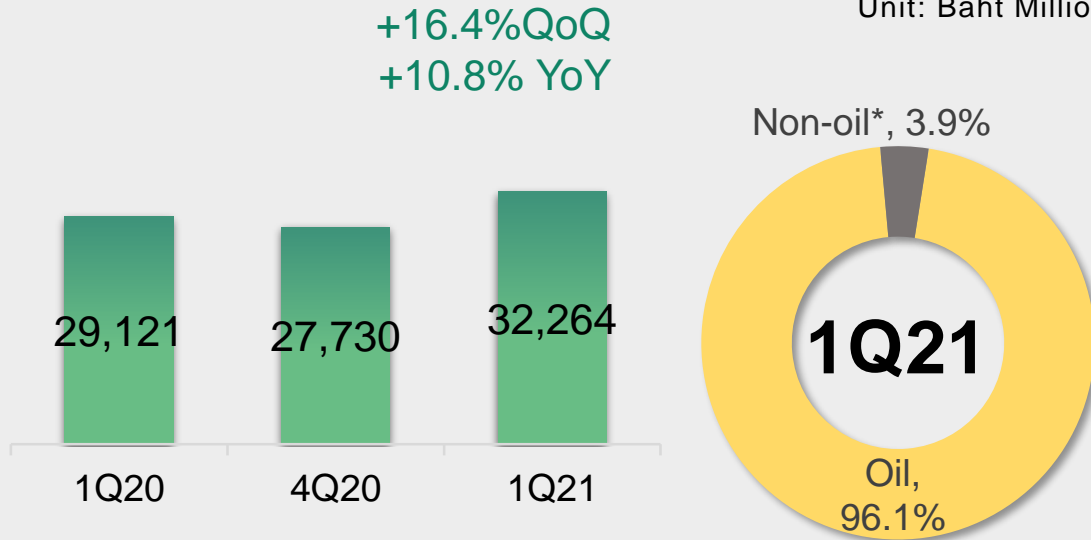


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05

FINANCIAL PERFORMANCE

REVENUE

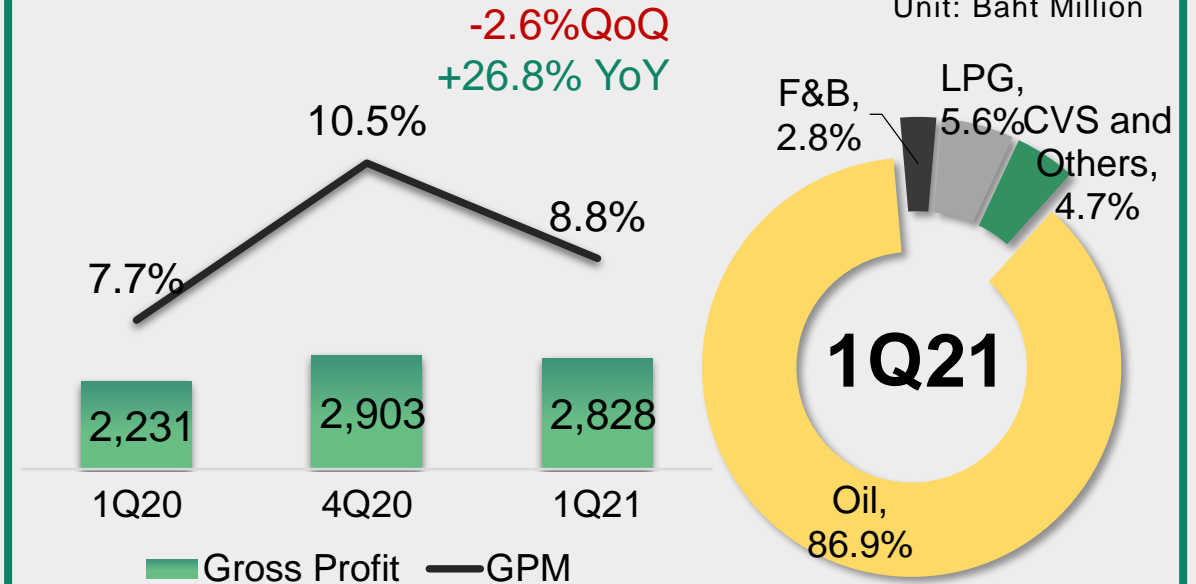
Unit: Baht Million



- Revenue in 1Q21 increased owing to the growth of oil sales volume, the rise in oil price and the increase in non-oil revenue.
- Oil revenue grew 10.6% YoY, while non-oil revenue grew 16.0% YoY.

GROSS PROFIT

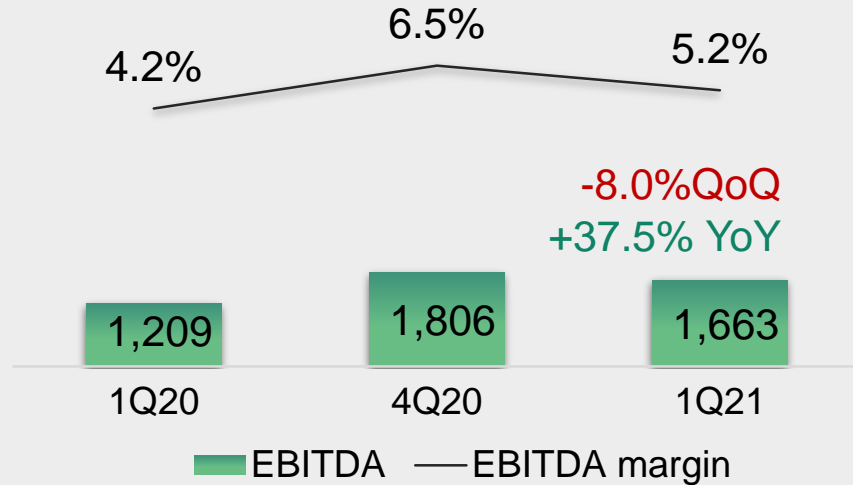
Unit: Baht Million



- Oil gross profit increased 26.5% YoY due to the growth of oil sales volume and the rise of oil marketing margin of 15.3% YoY.
- Plus, non-oil gross profit continued to grow at 28.5% YoY.

EBITDA

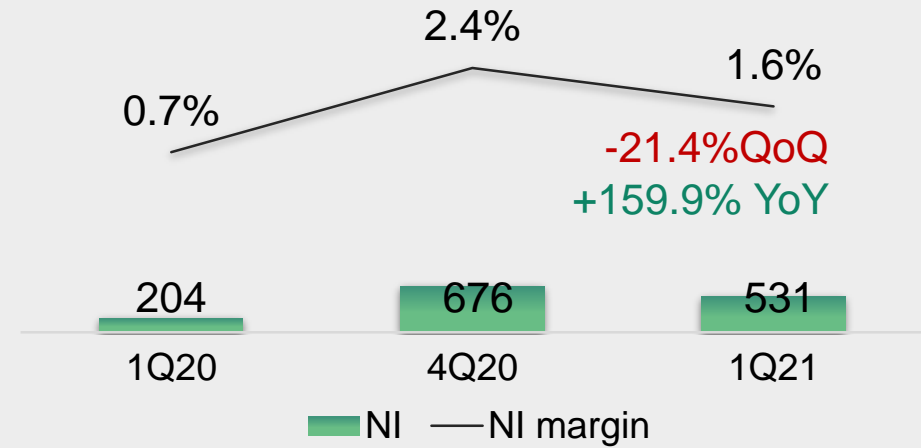
Unit: Baht Million



- EBITDA in 1Q21 increased YoY due to the rise in oil marketing margin.
- Meanwhile, share profit from joint venture dropped YoY and QoQ, resulting in the lower EBITDA QoQ.
- However, PTG continued to control SG&A expenses and carefully select appropriate investment.

NET PROFIT

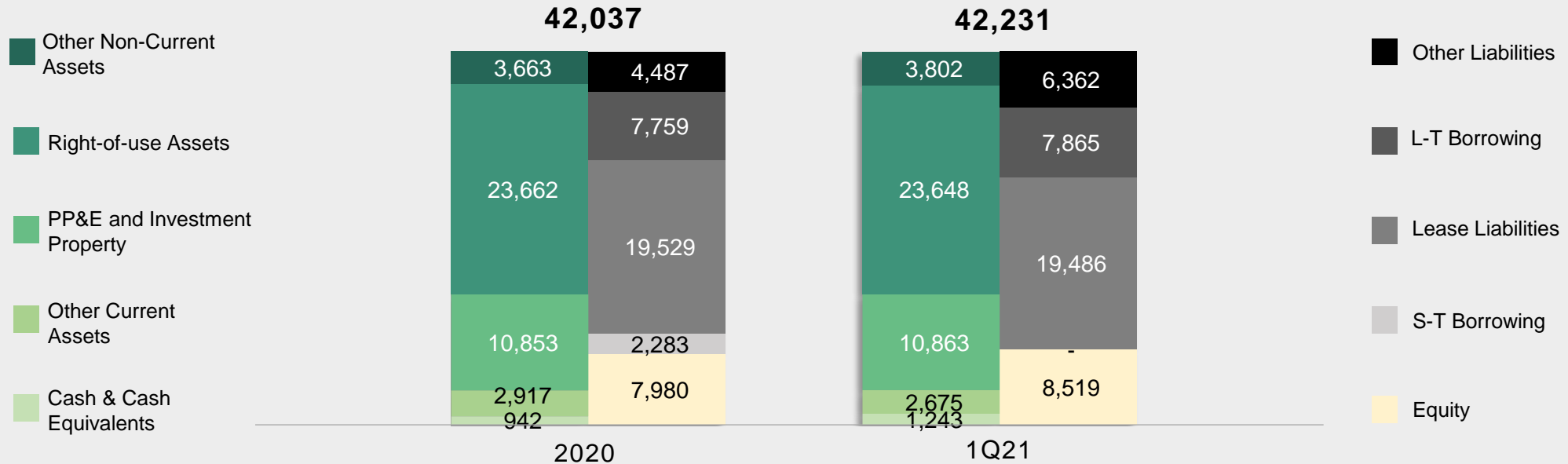
Unit: Baht Million



- The net profit grew YoY and dropped QoQ in accordance with EBITDA growth.
- Therefore, earning per share for this quarter was 0.32 baht increased from 0.12 baht in 1Q20 but decreased from 0.40 baht in 4Q20.

STATEMENT OF FINANCIAL POSITION

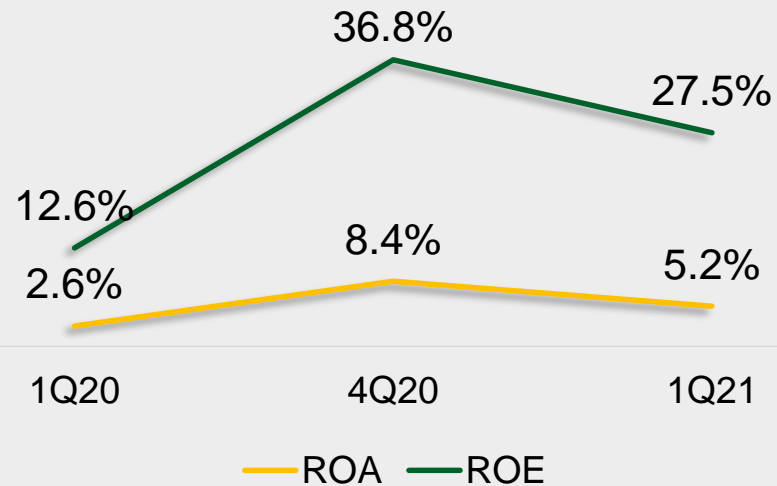
Unit: Baht Million



- The total assets increased mainly from the increment of cash and cash equivalent and investments.
- Cash and cash equivalent rose due to the growth in net cash from operating activities.
- The reconciled profit from a joint venture, Palm Complex, impacted the investments to increase.
- Meanwhile, inventories decreased as a result of proper inventory management.

- The total liabilities decreased due to the repayment of short-term loans of 2,283 million baht.
- However, trade and other payables increased as a result of the higher oil cost price.
- Shareholders equity grew 539 million baht or grew 6.8% from 2020 due to the reconcile of net profit in this quarter.

PROFITABILITY RATIO



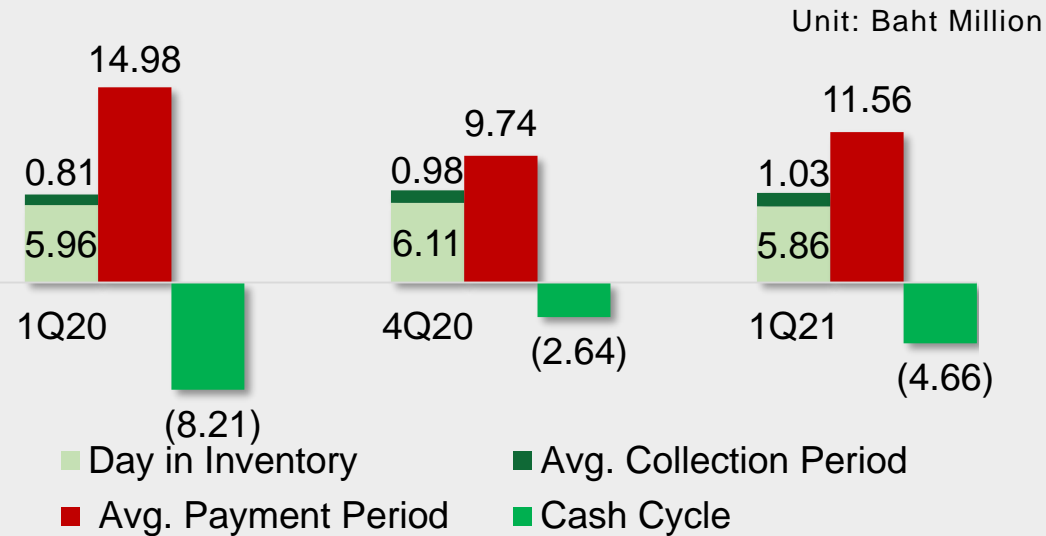
- ROE and ROA increased from last year owing to the higher net profit.
- PTG will continue to increase profitability ratio by enhancing and expanding non-oil business and selecting new investments with appropriate return.

LEVERAGE RATIO



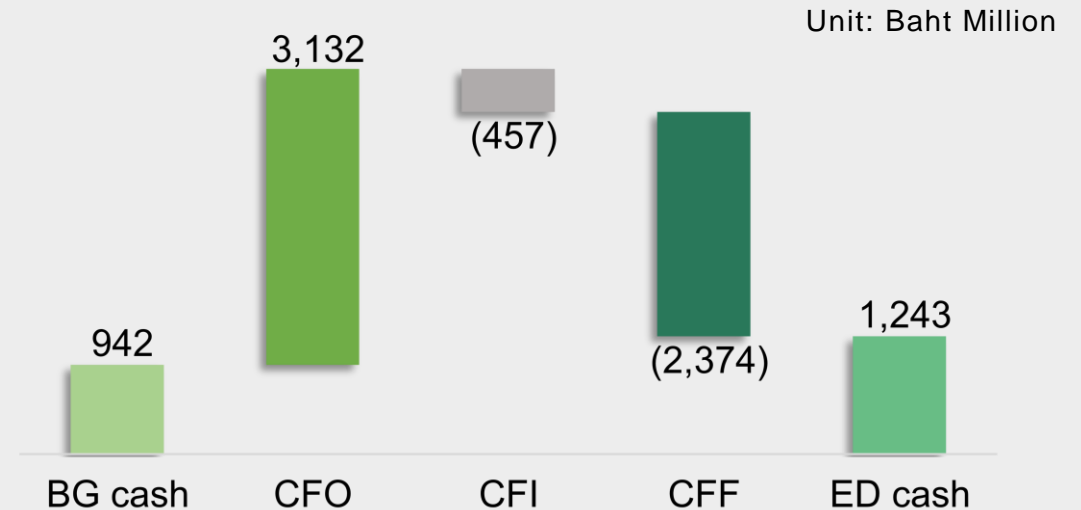
- IBD to equity continued to decrease since PTG repaid short-term loans of 2,283 million baht.
- However, IBD to equity according to debt covenant of bank and debenture calculation was 0.95 time.
- PTG managed the capital structure affectively to reduce the financial cost.

OPERATING CYCLE



- PTG had a negative operating cash cycle of 4.66 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 changing situation.

CASH FLOW



- Ending cash in 1Q2021 increased to 1,243 million baht owing to the increase in cash from operating activities.
- PTG invested 457 million baht for expansion in 1Q2021.
- However, PTG repaid loans of 2,874 million baht and withdrew long-term loans of 500 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



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