

PTG Energy

Public Company Limited

As of

1Q2023

ANALYST MEETING MAY 18, 2023





AGENDA

PTG Energy Public Company Limited

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1Q2023
KEY HIGHLIGHTS

2

FINANCIAL
PERFORMANCE

3

OIL BUSINESS
OVERVIEW

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NON-OIL BUSINESS
OVERVIEW

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ESG
DEVELOPMENT

1Q2023

KEY HIGHLIGHTS



Ongoing
New Record
of Oil Sales
Volume

Oil sales volume reached the newest all-time high for 2nd consecutive quarter at **1,474 ML**, an increase of **16.6% YoY**.



Newest
Record
of LPG Sales
Volume

LPG sales volume also continued to set the highest record of **151 ML** or a growth by **42.9% YoY**



Invested in
“ARINCARE”

PTG collaborated with CHG invested in **ARINCARE**, an online pharmacy platform startup.



PTG 2023
“Drive for
Tomorrow”

PTG revealed its Oil and Non-Oil Businesses' future plan through “**PTG Business Outlook 2023: Drive for Tomorrow**”.



PTG and
ATLAS
Achieved
Awards

PTG and ATLAS received “**Most Potential Award**” and “**Product Innovation Award 2023**” respectively from Business+ Magazine.



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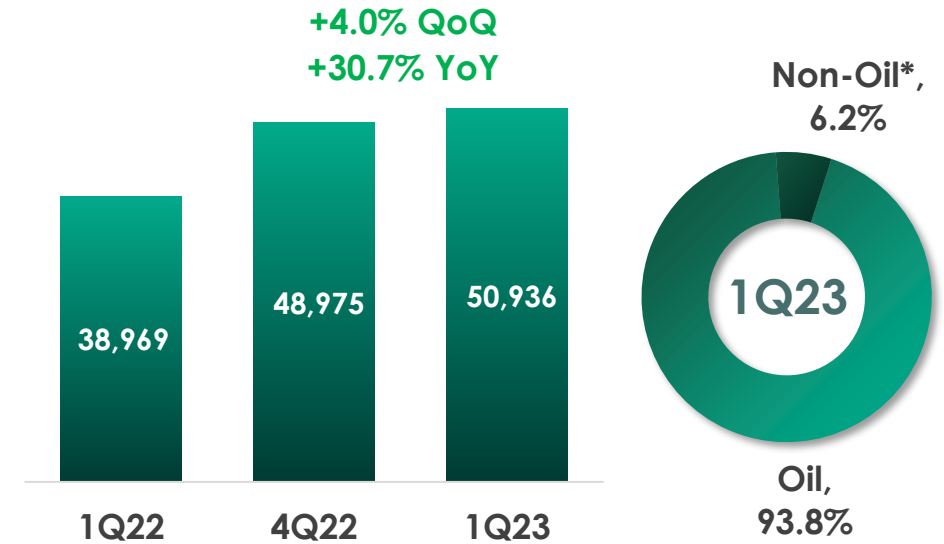
FINANCIAL PERFORMANCE

2



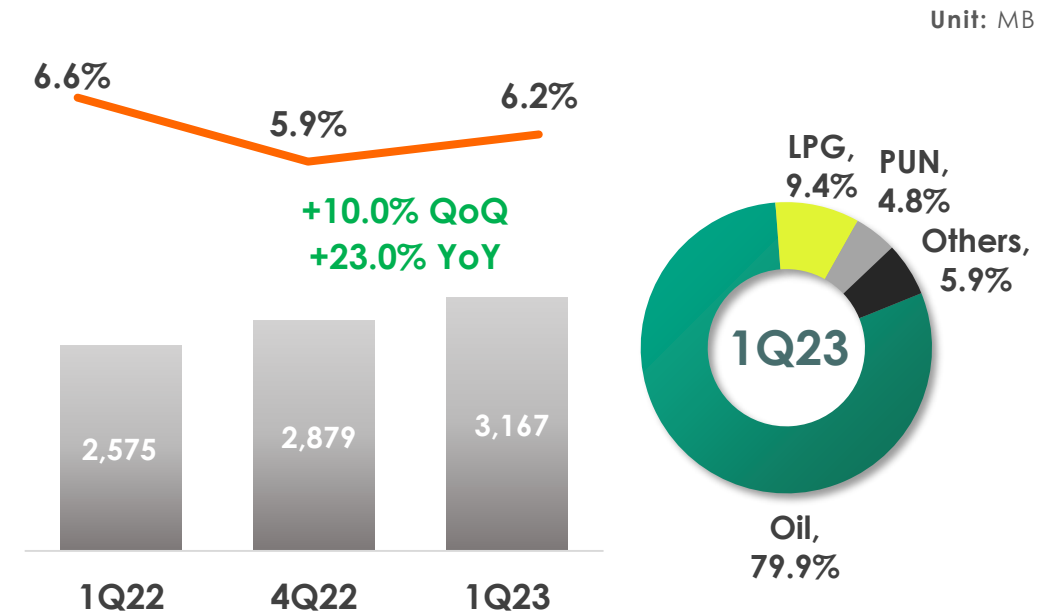
REVENUE

- In 1Q2023, the revenue amounted to 50,936 MB, an increase of 30.7% YoY and 4.0% QoQ, due to:
- Oil Business** grew by 28.6% YoY and 3.8% QoQ to 47,790 MB, from:
 - The new highest record of oil sales volume of 1,474 ML (+16.6% YoY, +4.7% QoQ).
 - The average oil retail price of THB 32.41 per liter (+10.4% YoY, -0.9% QoQ).
- Non-Oil Business** grew by 74.6% YoY and 6.7% QoQ to 3,146 MB, mainly from LPG and Punthai Coffee Businesses.



GROSS PROFIT

- The gross profit increased by 23.0% YoY and 10.0% QoQ to 3,167 MB, mainly attributed to:
- Oil Business** recorded a growth of 18.5% YoY and 13.6% QoQ. The YoY and QoQ growth was due to the higher oil sales volume and the rise of marketing margin.
- Non-Oil Business** indicated a growth of 44.8% YoY and a slight decrease of 2.3% QoQ, largely from the LPG and Punthai Businesses.

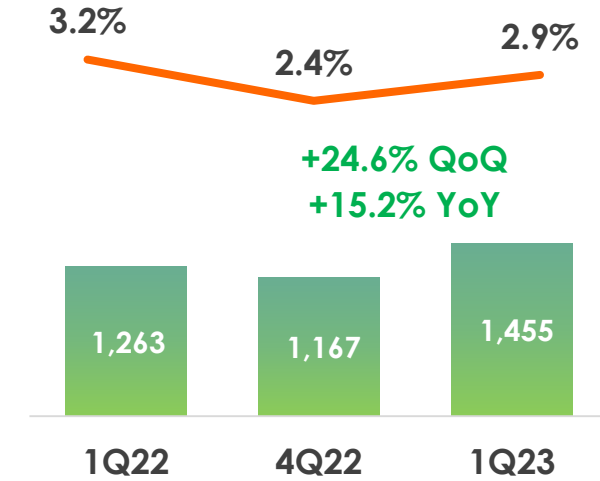


* Non-Oil includes LPG, Logistics, CVS, F&B, Lubricant and other incomes.

EBITDA

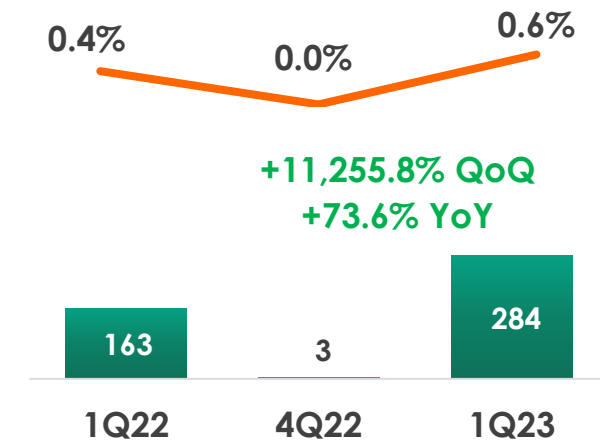
The EBITDA was 1,455 MB, which grew by 15.2% YoY and 24.6% QoQ. The growth was a result of:

- 1) The higher oil sales volume of all channel.
- 2) The recognition of a higher share of profit from the Company's joint ventures (+ 53.2% YoY, +162.3% QoQ).



NET PROFIT

As a result of the reasons mentioned earlier and the Company's policy of controlling SG&A, the net profit for this quarter reached 284 MB, indicating a growth of 73.6% YoY and a remarkable growth of 11,255.8% QoQ.





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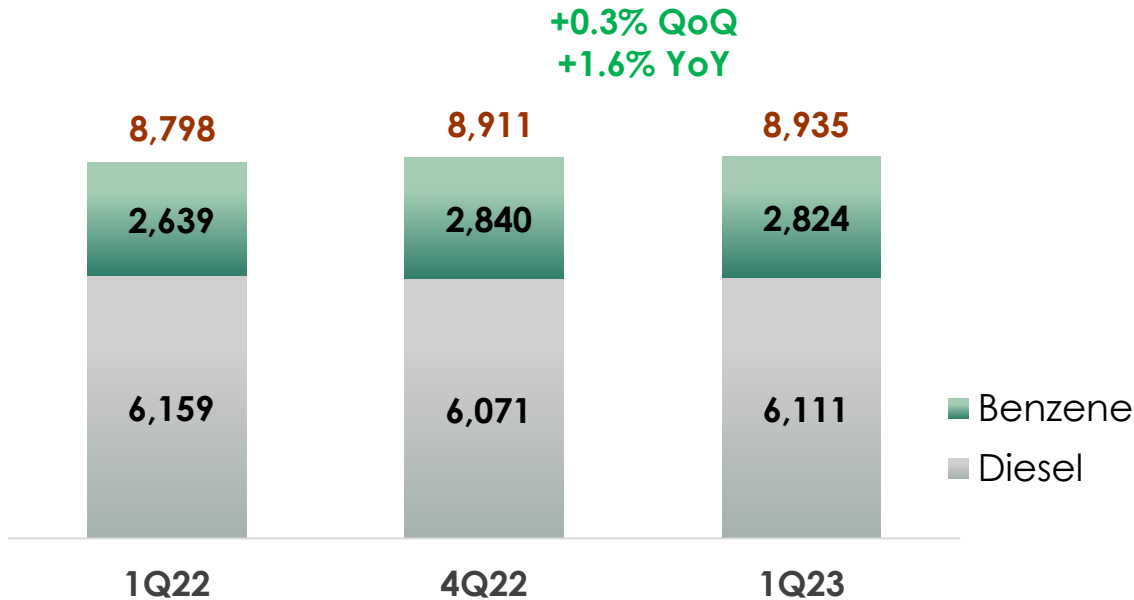
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OIL BUSINESS OVERVIEW

THAILAND OIL CONSUMPTION

All Channel Consumption

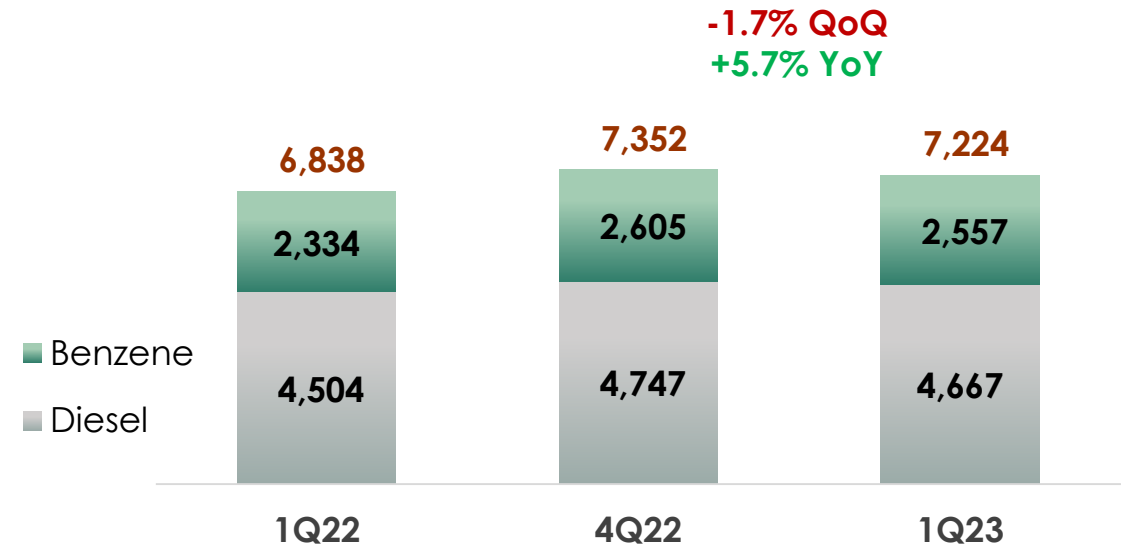
Unit: ML



The overall oil consumption in Thailand in **1Q2023** increased by 1.6% YoY and 0.3% QoQ due to an overall economic recovery following the relaxation of COVID-19 restriction and the rebound of tourism sector.

Retail Consumption

Unit: ML



In **1Q2023**, the sales volume of oil through the station channel rose by 5.7% YoY but slightly dropped by 1.7% QoQ. The year-on-year growth was a result of benzene fuel rose by 9.6% YoY whilst diesel also increased by 3.6% YoY from government's measure such as a reduction in the diesel excise tax and the implementation of the oil fund mechanism, which limited fuel prices to THB 35 per liter.

PTG OIL SALES VOLUME

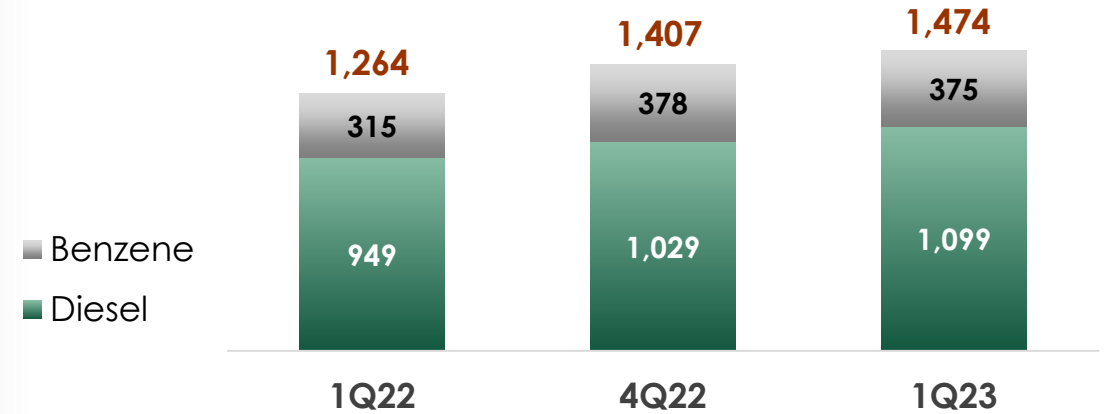
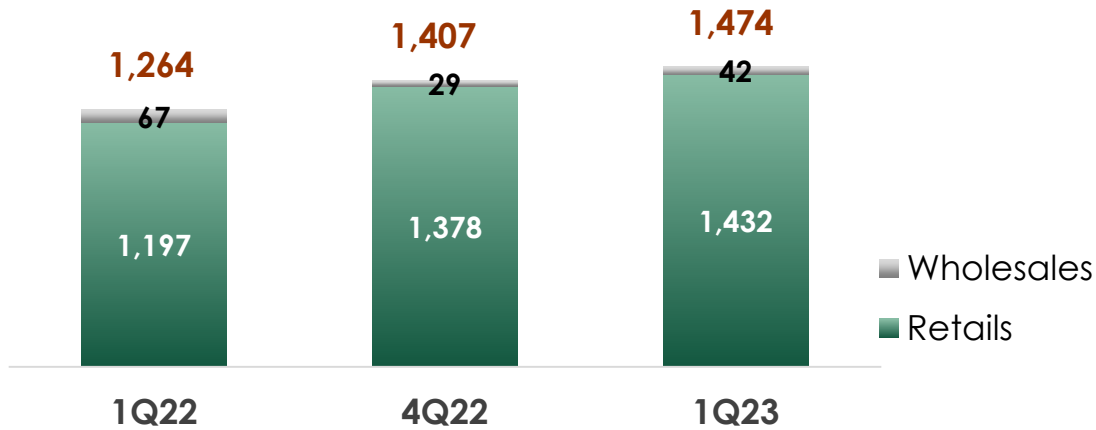
Volume by Channel

Unit: ML

PTG OIL SALES VOLUME
1Q23: +4.7% QoQ, +16.6% YoY

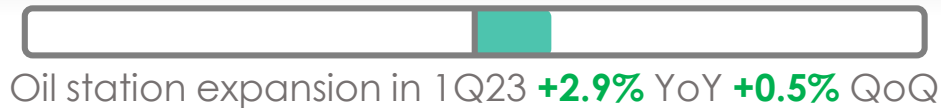
Volume by Product

Unit: ML



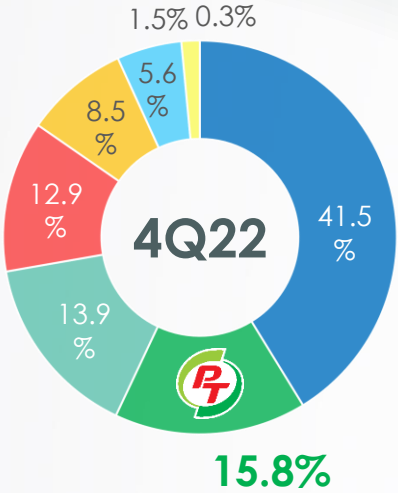
1Q23: Retail: +4.0% QoQ, +19.7% YoY Wholesales: +41.6% QoQ, -38.2% YoY

1Q23: Diesel: +6.8% QoQ, +15.8% YoY Mogas: -0.8% QoQ, +19.1% YoY



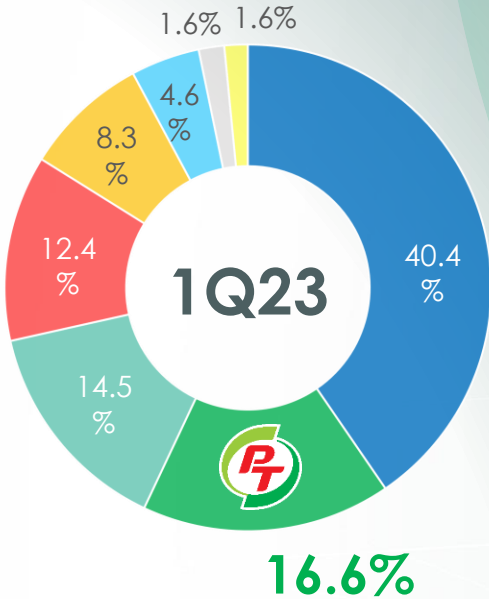
The Company's oil sales volume across all channels continued to set the highest record, stood at 1,474 ML in **1Q2023**, representing a 16.6% YoY and 4.7% QoQ increase. In this regard, oil sales volume through the station channel was at 1,432 ML, an increase of 19.7% YoY and 4.0% QoQ. The growth was mainly attributed to the ongoing economic recovery. While, QoQ growth was also derived from the PT Max Card and PT Max Card Plus members.

OIL MARKET SHARE

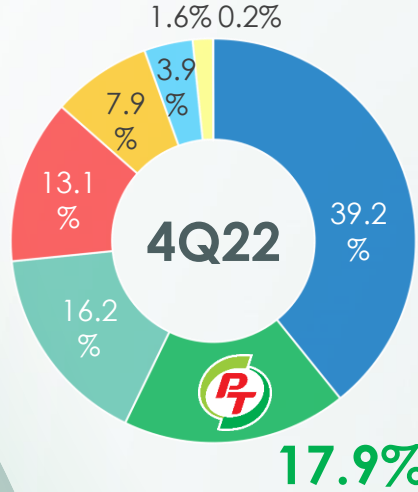


Total Consumption
8,911 ML

All Channel Market Share

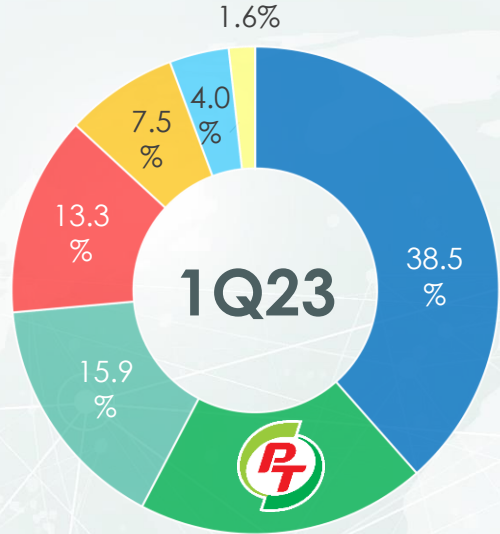


Total Consumption
8,935 ML

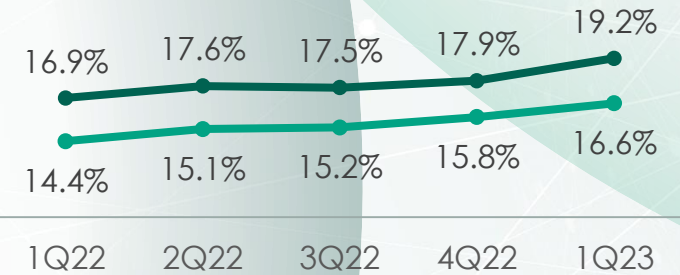


Retail Consumption
7,352 ML

Retail Market Share



Retail Consumption
7,224 ML



Source: Department of Energy Business (DOEB)

OIL STATIONS

2,149 > 2,160* Stations



Oil COCO 1,809 > 1,815*

Oil DODO 340 > 345

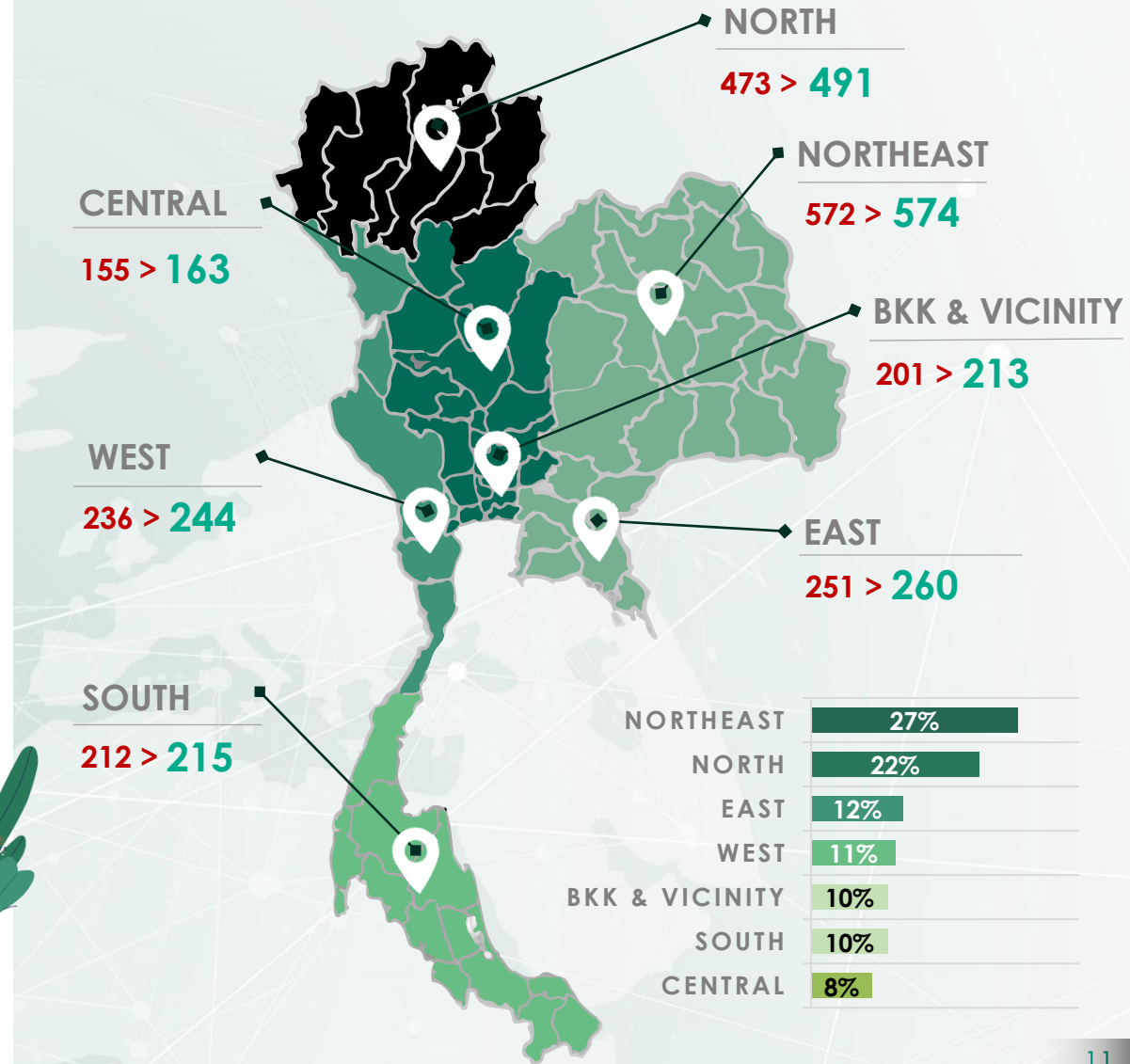
* Remark: Service stations that sell both oil and LPG (which used to be called "Mixed") will be counted both in oil service stations and LPG service stations.

Source: The Company

REGIONAL DISTRIBUTION OF OIL STATIONS

 3M2022
 3M2023

Unit: Stations





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NON-OIL BUSINESS OVERVIEW

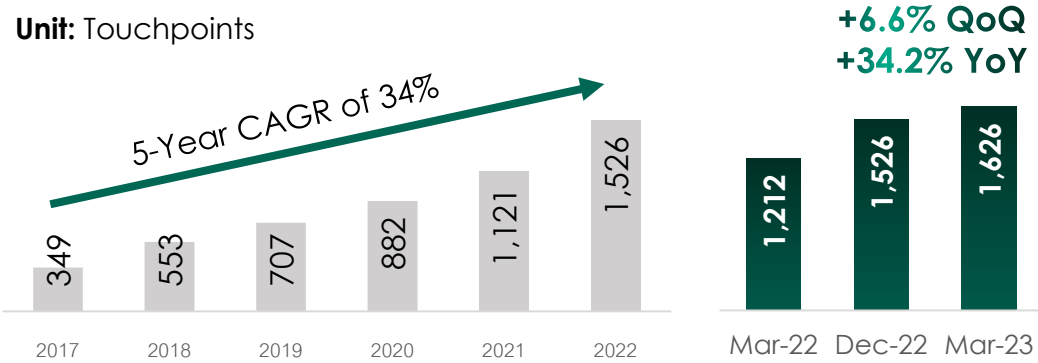
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NON-OIL BUSINESS

A Significant Growth in the Number of Non-Oil Touchpoints

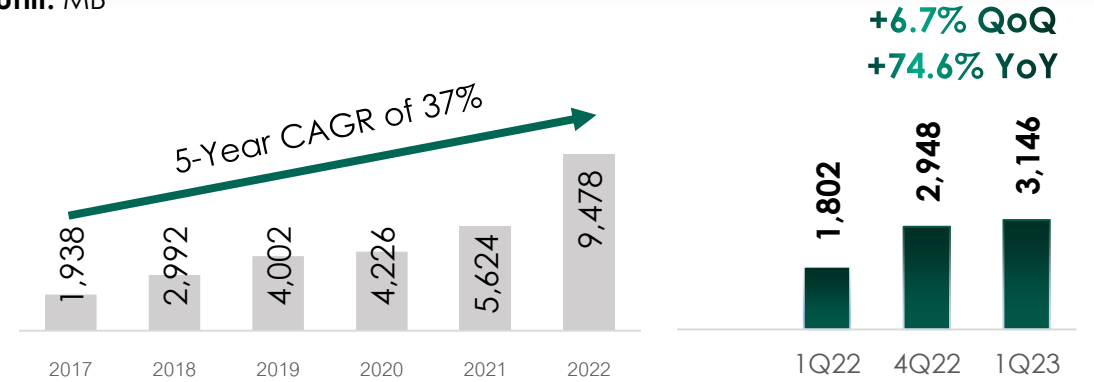
Unit: Touchpoints



Note: Touchpoints include LPG, Gas shop, Punthai Coffee, Max Mart, Coffee World, Autobacs, Max Camp, Maxnitron Lube Change and EV Charging Stations

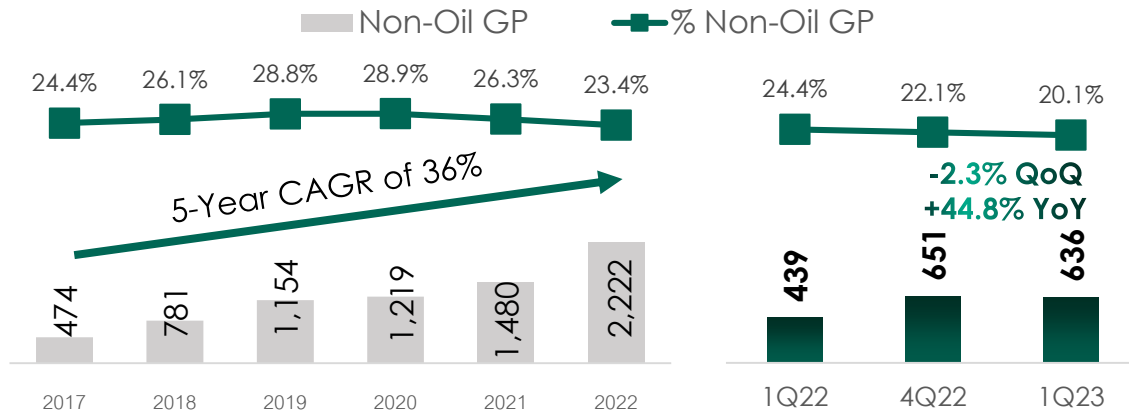
Non-Oil Revenue

Unit: MB



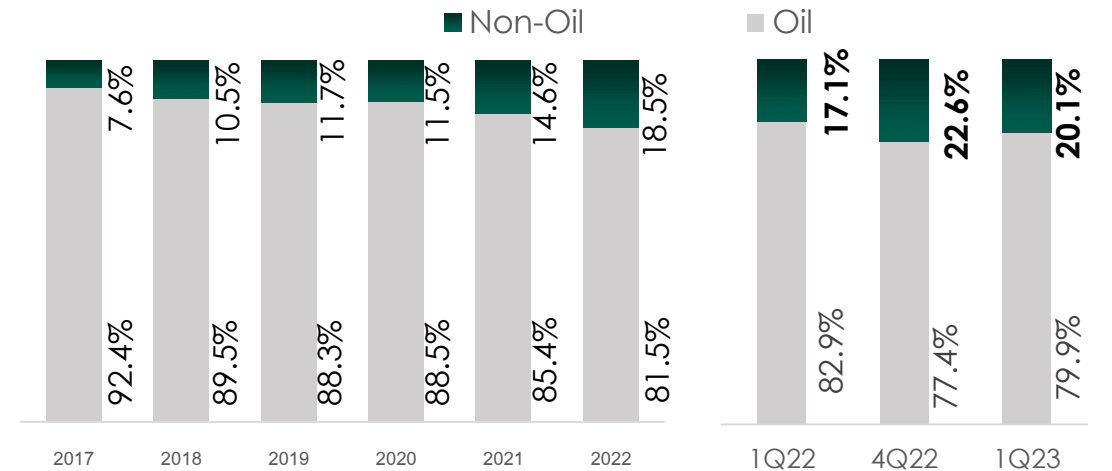
Non-Oil Gross Profit

Unit: MB / %



Gross Profit Contribution

Unit: %

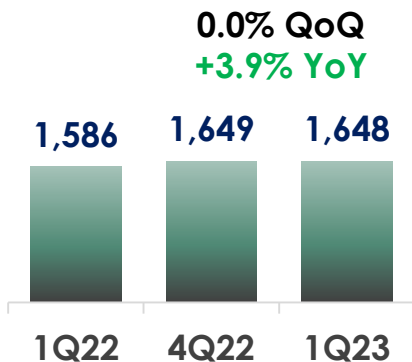


NON-OIL BUSINESS

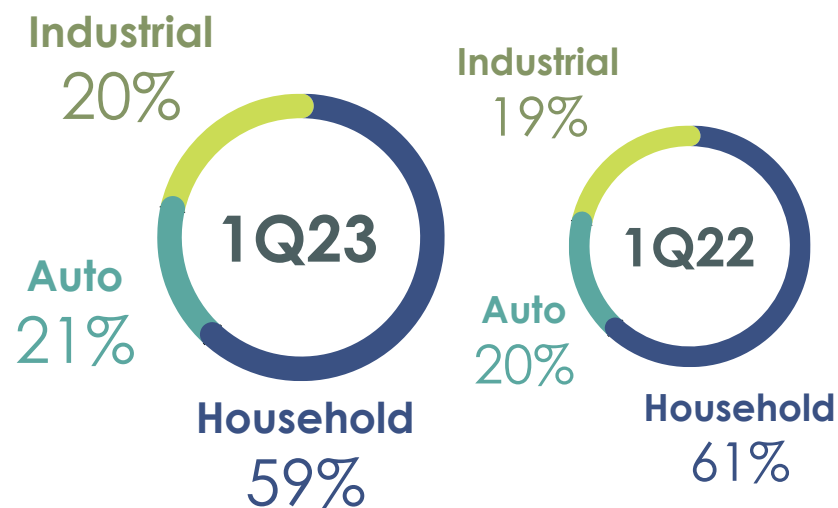
1,626 TOUCH POINTS



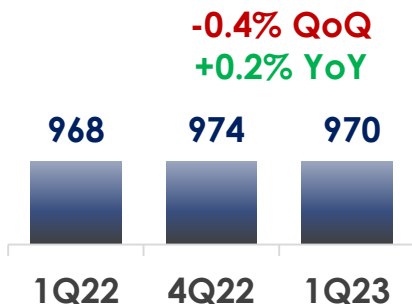
THAILAND LPG CONSUMPTION



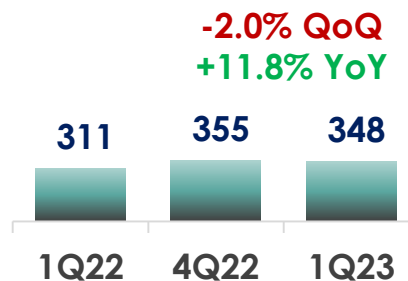
All Channel Consumption



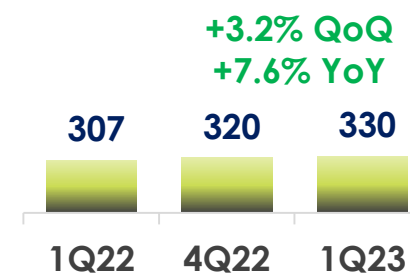
In **1Q2023**, Overall LPG consumption increased by 3.9% YoY and close to the previous quarter. The overall increase was largely due to the transportation sector, which grew by 11.8% YoY and slightly declined by 2.0% QoQ. For household sector increased by 0.2% YoY, but also saw a declined by 0.4% QoQ. Meanwhile, the industrial sector increased 7.6% YoY and 3.2% QoQ. The household sector accounted for the largest contribution of 59%.



Household LPG



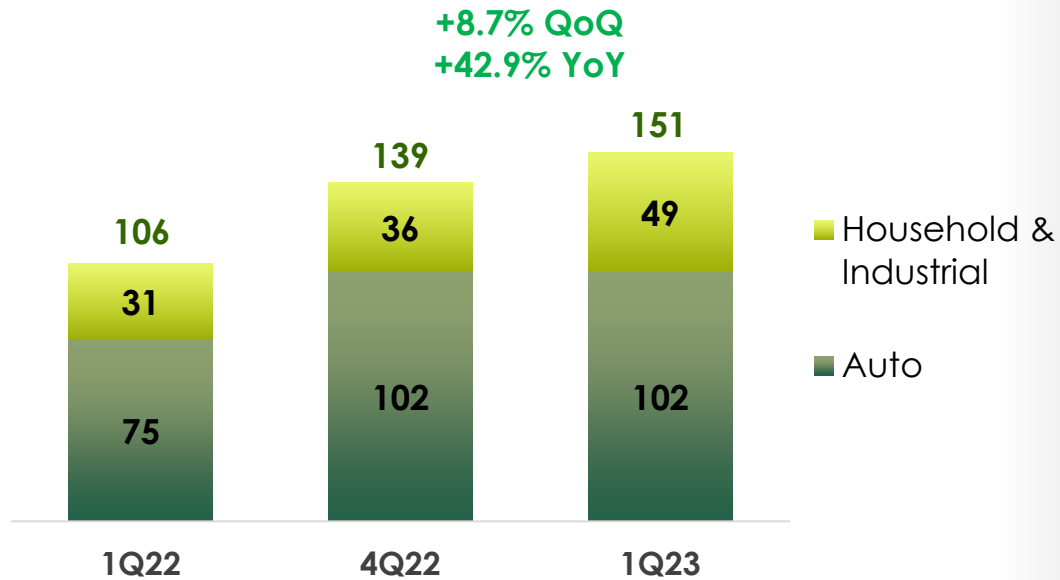
Auto LPG



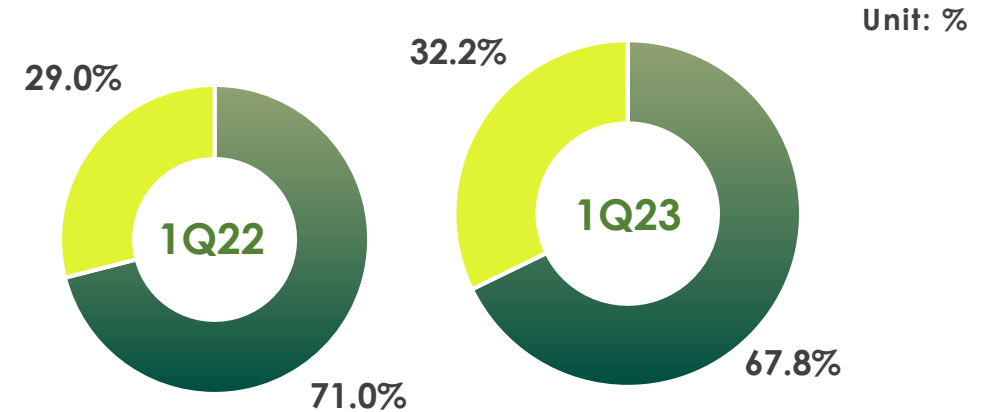
Industrial LPG

Volume by Channel

Unit: ML

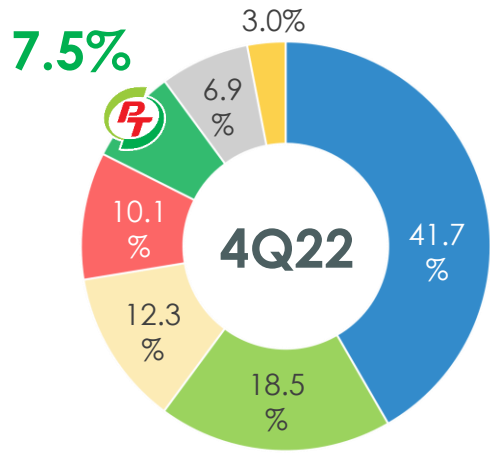


1Q23: Auto LPG: 0.0% QoQ, +36.4% YoY
Household & Industrial LPG: +33.4% QoQ, +58.8% YoY

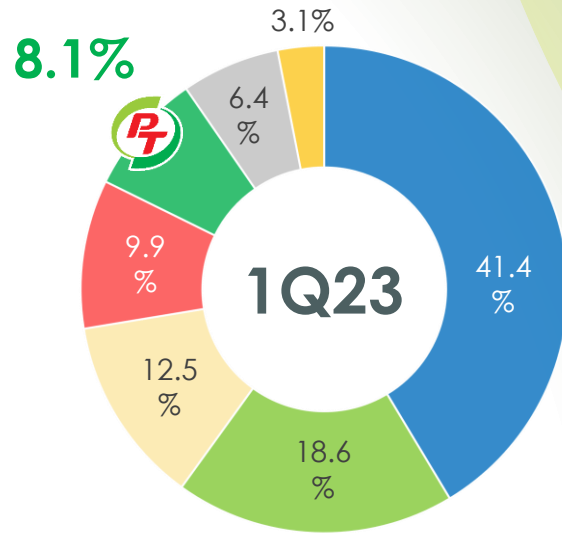


- The Company LPG sales volume through all channels in **1Q2023** continued to set the highest record as well as oil at 151 ML, rose by 42.9% YoY and 8.7% QoQ. The main contribution came from the Auto channel, which increased by 36.4% YoY and similar to previous quarter to 102 ML, as a result of the implementation of the "Taxi Transform" and "Auto Transform" projects. Another factor was also derived from the customers from loyalty program, PT Max Card and PT Max Card Plus membership.
- As a result, the Company still ranked 1st in terms of LPG market share through the Auto channel at 25.5%

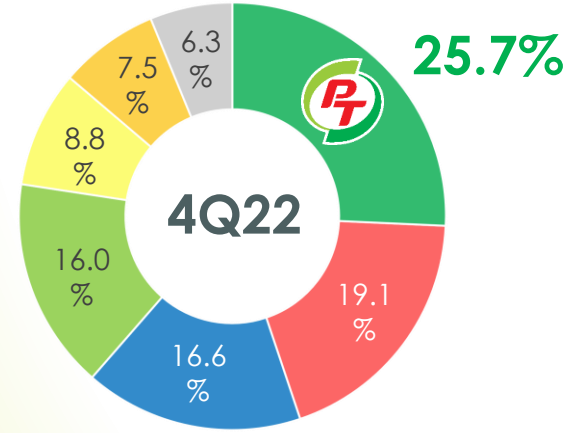
LPG MARKET SHARE



Total Consumption
1,649 ML

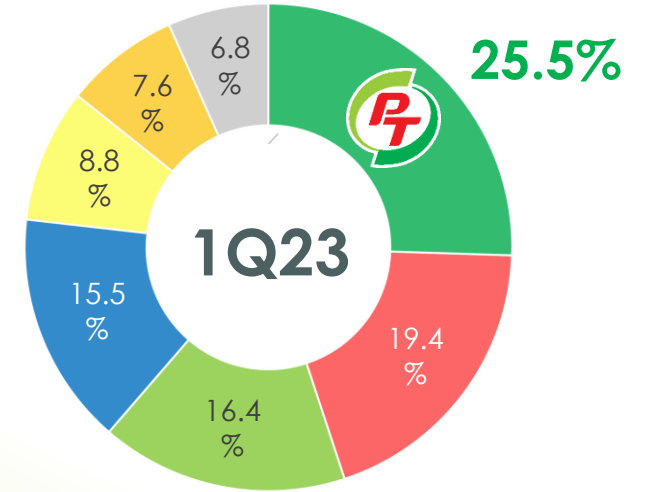


Total Consumption
1,648 ML



Auto LPG Consumption
355 ML

Auto LPG Market Share



Auto LPG Consumption
348 ML

All Channel Market Share

Source: Department of Energy Business (DOEB)
Remark: Excluding Oil Distributors Section 10 (Jobber)

LPG TOUCHPOINTS

416 > 507* Touchpoints



Auto LPG* 223 > 234*

Gas Shops 193 > 273

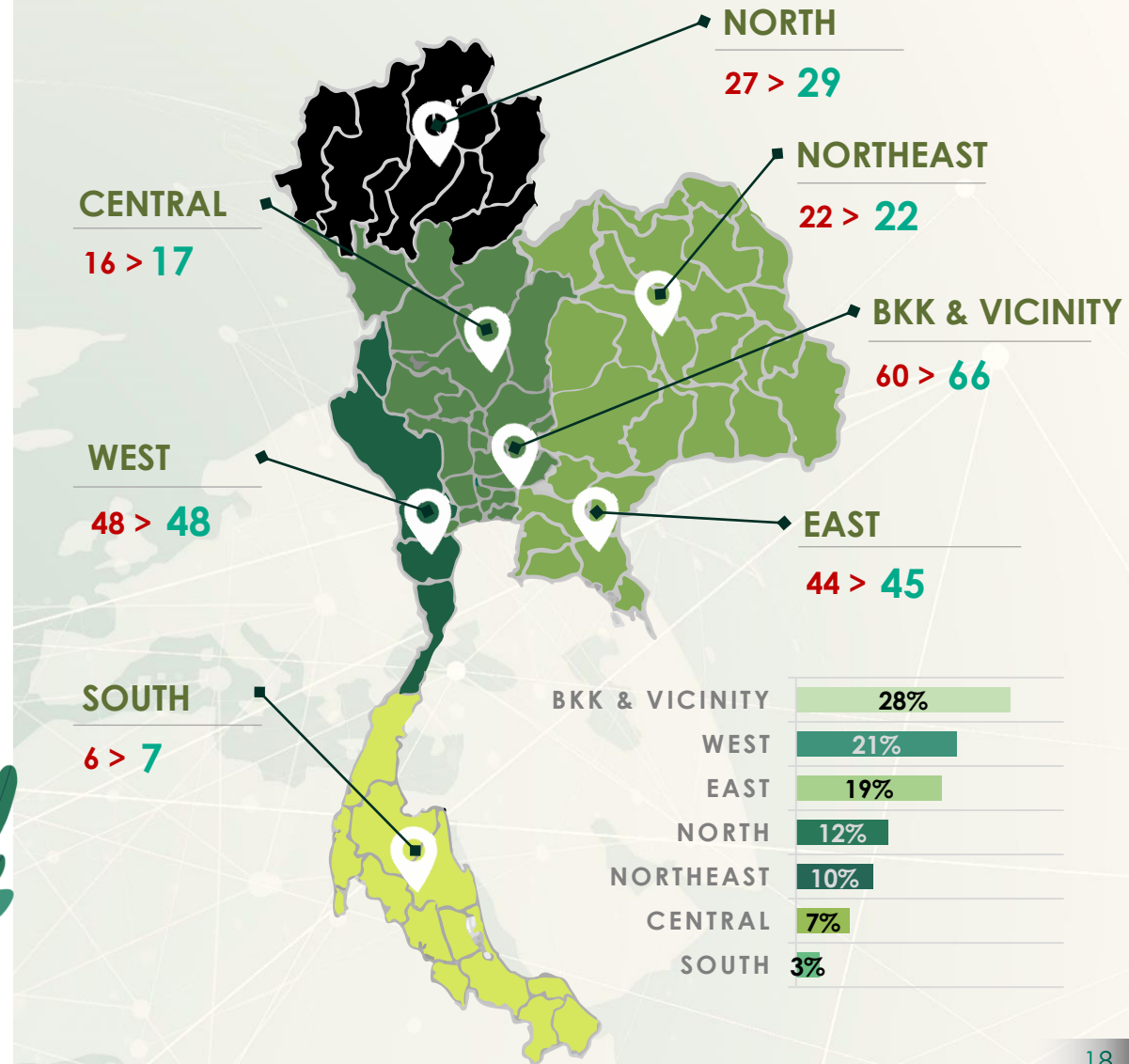
* Remark: Service stations that sell both oil and LPG (which used to be called "Mixed") will be counted both in oil service stations and LPG service stations.

Source: The Company

REGIONAL DISTRIBUTION OF AUTO LPG

 3M2022
 3M2023

Unit: Stations

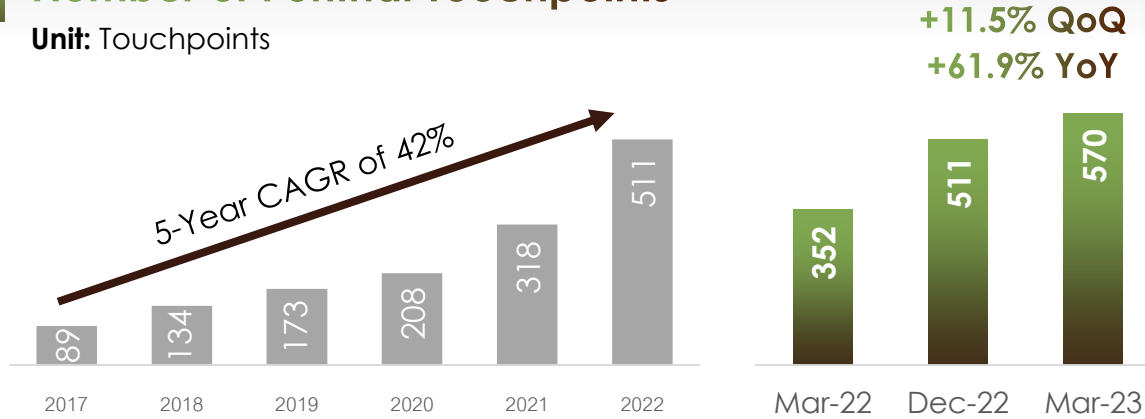




PUNTHAI BUSINESS

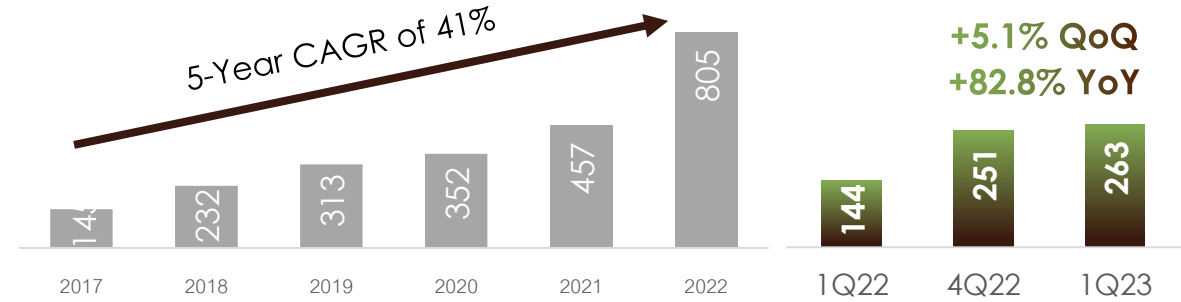
Number of Punthai Touchpoints

Unit: Touchpoints



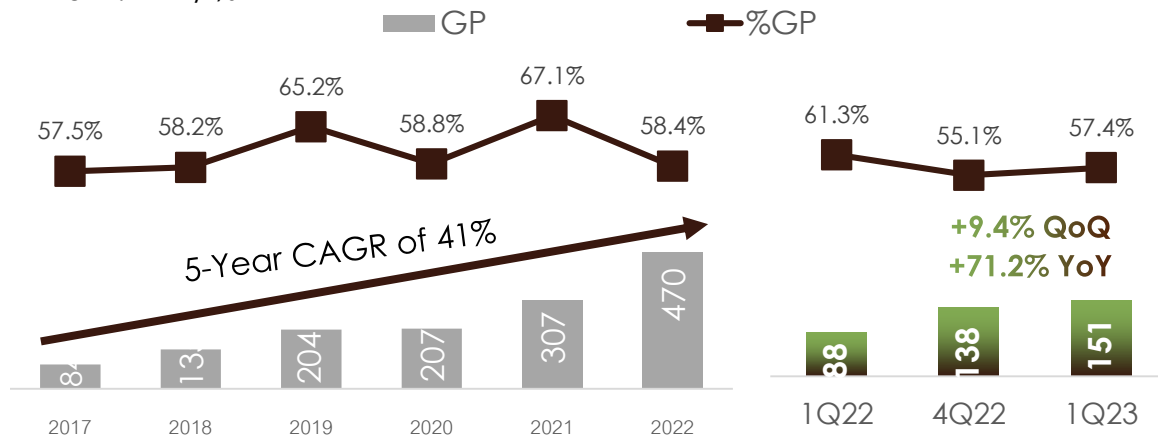
Punthai Sales

Unit: MB



Punthai Gross Profit

Unit: MB / %



Punthai Coffee Business recorded a revenue in **1Q2023** of 263 MB, indicating an increase of 82.8% YoY and 5.1% QoQ, due to the continued expansion of touchpoints to 570 touchpoints, reflecting a growth of 61.9% YoY and 11.5% QoQ.

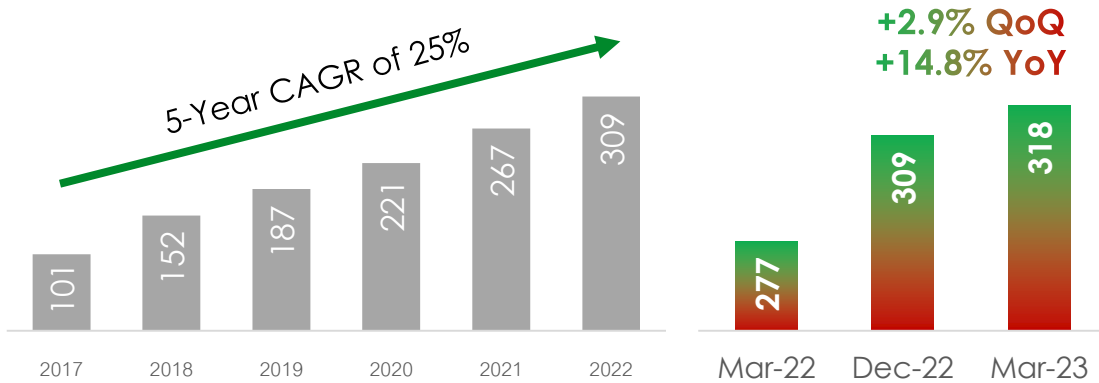
Furthermore, the consistent patronage of existing customers and loyalty customers, including PT Max Card and PT Max Card Plus members, along with heightened demand for non-coffee products, have also played a significant role in driving its business growth



MAX MART BUSINESS

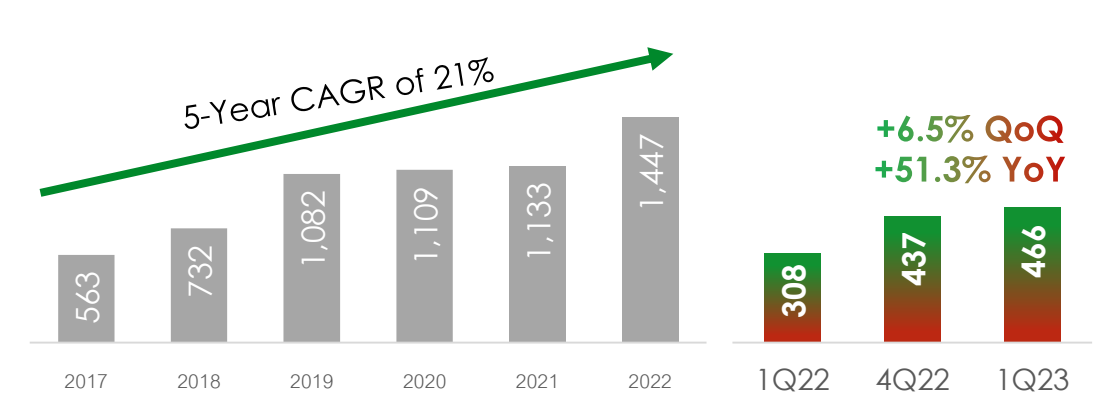
Number of Max Mart Touchpoints

Unit: Touchpoints



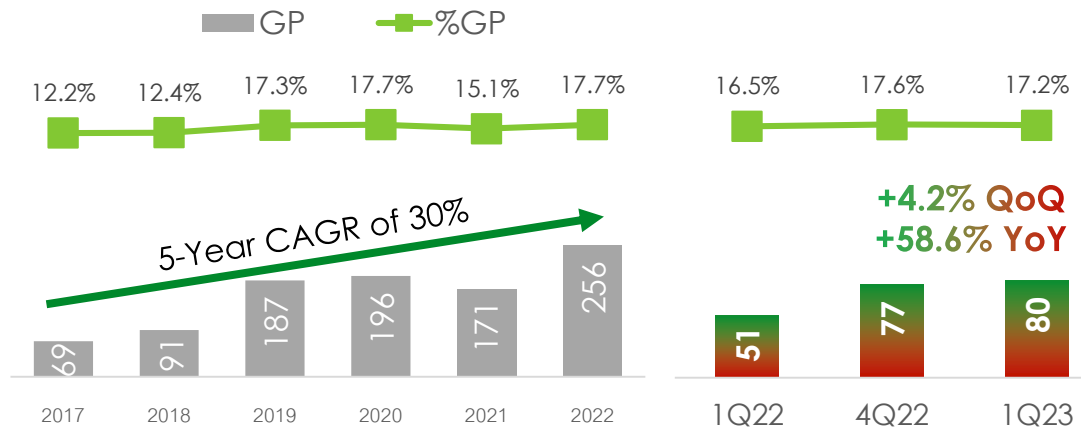
Max Mart Sales

Unit: MB



Max Mart Gross Profit

Unit: MB / %



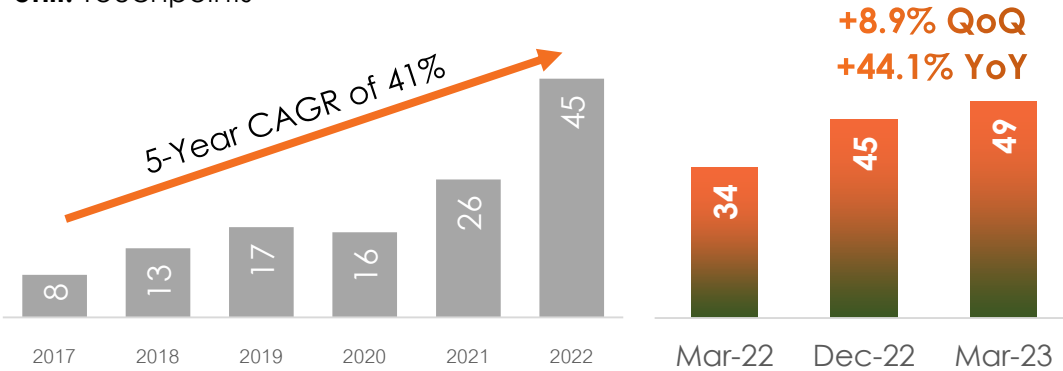
Max Mart, the convenience store business, recorded growth of 6.5% QoQ and 51.3% YoY in **1Q2023** revenue. This was also in line with the higher traffic in oil retail stations and resulted from the continuous expansion of new stores, an increase of 2.9% QoQ or 9 stores and 14.8% YoY or 41 stores.



AUTOBACS BUSINESS

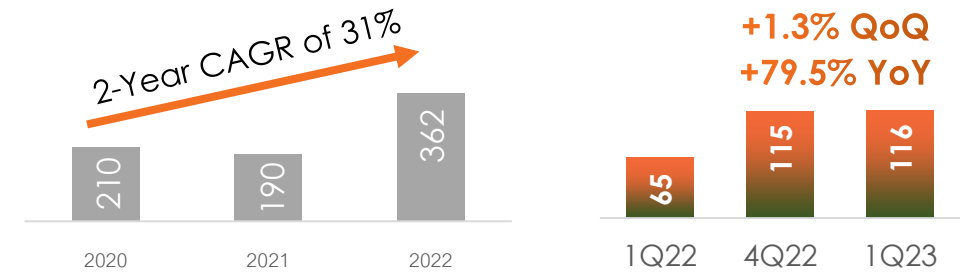
Number of Autobacs Touchpoints

Unit: Touchpoints



Autobacs Sales

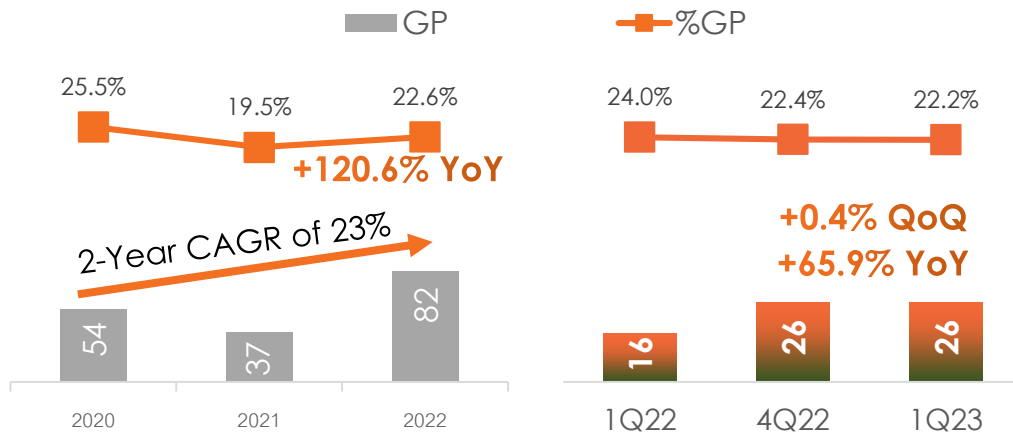
Unit: MB



Remark: The Company acquired 76.5% in Siam Autobacs from 2020 onwards.

Autobacs Gross Profit

Unit: MB / %



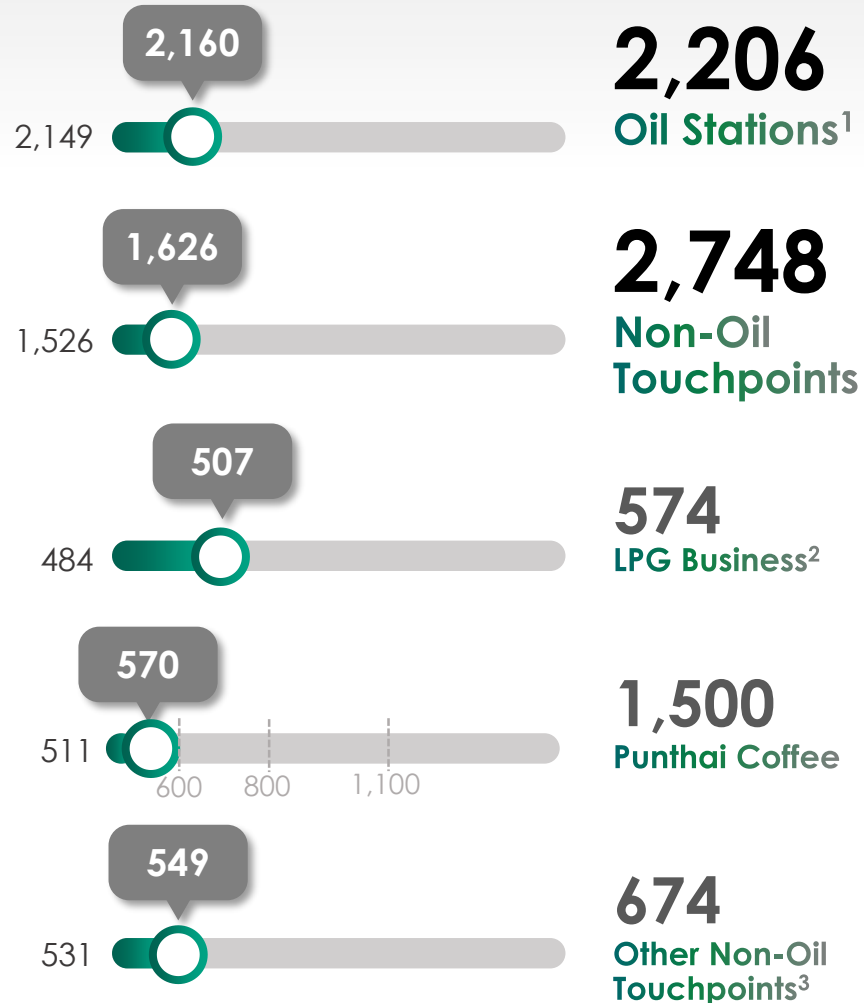
Autobacs, a business that provides auto care and maintenance services, has sustained its growth momentum. In **1Q2023**, Autobacs's revenue grew slightly 1.3% QoQ and 79.5% YoY.

The year-on-year growth was mainly attributed to the continuous expansion, the effective marketing campaigns and the consistent patronage of PT Max Card users. In 1Q2023, purchasing power remained robust as consumers focused on preparing their cars for the upcoming holidays in the following quarter.

FY2023 OUTLOOK & 1Q2023 SUMMARY



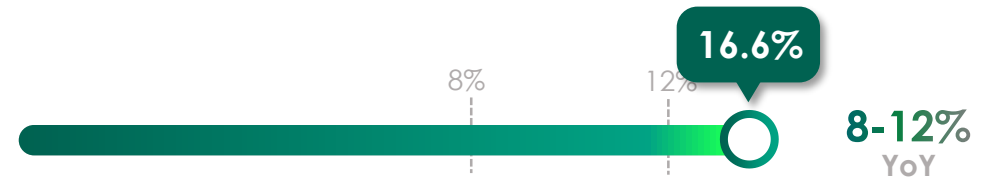
2023E Network:



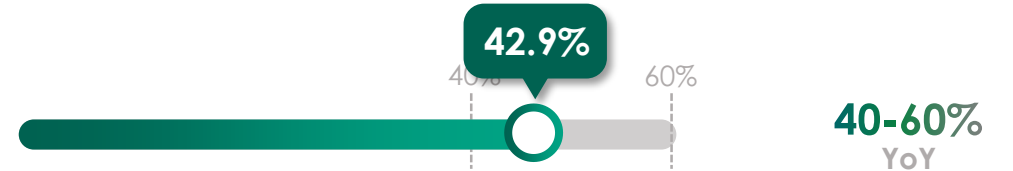
2023E Performances

Sales Volume

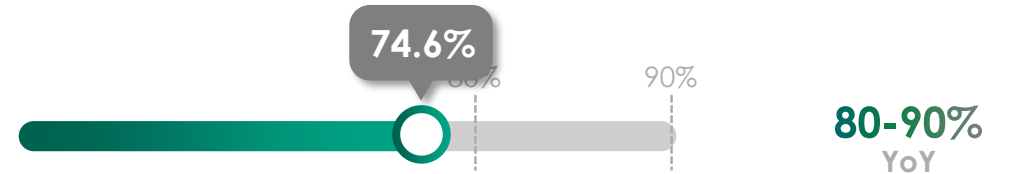
- Oil



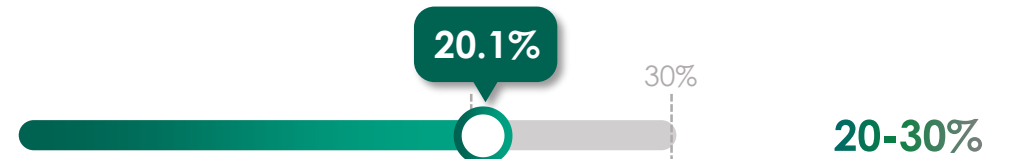
- LPG



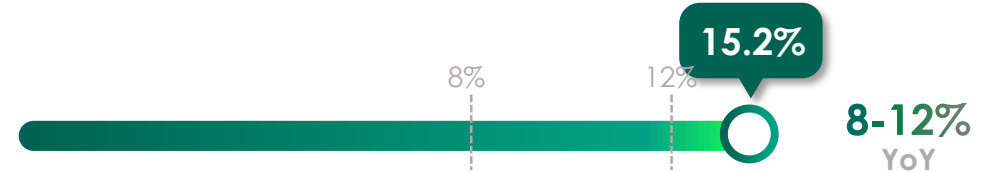
YTD Non-Oil Sales Growth



YTD Non-Oil Gross Profit Contribution



YTD EBITDA Growth



Remarks:
 1) Oil Stations included COCO, DODO and Mixed Stations of LPG Business
 2) Includes Auto LPG and Household Gas Shop
 3) Other Touchpoints include Max Mart, Coffee World, Autobacs, Max Camp, Maxnitron Lube Change, and EV Charging Station

FY2023 CAPEX

TOTAL TARGET **5,000 – 6,000 MB**



OIL BUSINESS
1,000 – 1,500 MB



NON-OIL BUSINESSES
2,000 – 2,500 MB



NEW BUSINESSES
1,500 – 2,000 MB





PTG Energy
Public Company Limited

5



ESG
DEVELOPMENT

Corporate Social Responsibility (CSR)



The Company organized activities, namely **PT Volunteer Camp “We Care, Leave No-one Behind”**, to support the quality of education, health, and people’s well-being in **Bueng Phra Sub-district, Mueang Phitsanulok District, Phitsanulok Province**.

Creating Shared Value (CSV)



The Company collaborated with the Department of Internal Trade, Ministry of Commerce, to initiate helping the **poultry farmers**. The project rewards PT Max Card and PT Max Card Plus members with eggs when they refuel Oil or LPG gas worth more than 300 baht per slip at participating PT service stations in 13 provinces.



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Q&As



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**THANK
YOU**