

PTG Energy

Public Company Limited



SET Digital Roadshow

1Q2024

As of May 24, 2024

AGENDA



1 | 1Q2024
SNAPSHOT

2 | 1Q2024
KEY PERFORMANCE

3 | ESG
DEVELOPMENT

4 | 2024
OUTLOOK

1Q2024 | SNAPSHOT

“Enriching the **Quality of Life, Well-Being** and **Contentedness** of the *People We Serve*”

2,199

PT services station across nation

21.8%

Oil Market Share through station channel
(1,667 ML ▲16.4% YoY)

21mn+

PT Max Card Members



2,211

Non-Oil Business Touchpoints

1st LPG*

LPG Market Share through Auto channel
(121 ML ▲18.2% YoY)

947 PUNTHAI COFFEE

PUNTHAI Coffee Branches

54,962

Revenue (MB)
▲11.0% QoQ ▲7.9% YoY

3,543

Gross Profit (MB)
▼2.1% QoQ ▲11.8% YoY

1,512

EBITDA (MB)
▼12.4% QoQ ▲3.9% YoY

Prepared by
PTG IR Team



92.6%
Oil Business

7.4%
Non-Oil Businesses

Total Revenues of **54,962 MB** in 1Q2024

75.5%
Oil Business

Gross Profit of **3,543 MB** in 1Q2024

9.9% LPG
6.7% PUNTHAI
2.6% Max Mart
5.3% Other Non-Oil Businesses¹

24.5%

Gross Profit Contribution in Non-Oil Business

8 Businesses under Ecosystem



Oil Fuel & Retail



LPG



Renewable Energy & Investment



Food & Beverage



Auto Care & Maintenance



e-Money



Logistics



System & Equipment Management

Trademarks



1Q2024 | KEY HIGHLIGHTS



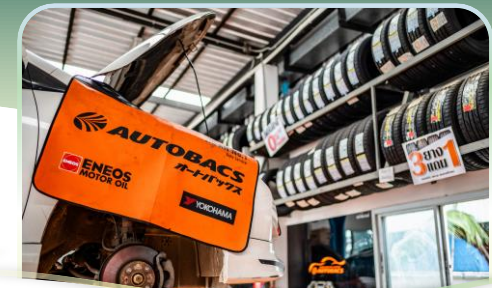
New Record Breaking of Oil Sales Volume in 1Q2024 stood at **16.7% YoY** to **1,720 ML**, outpacing the Market growth of **2.4% YoY**.



All-Time High of **LPG** Sales Volume LPG Sales Volume grew substantially by **14.3% YoY** to **172 ML**.



Punthai sales surged by **87.5% YoY** to **494 MB**, along with expanding product portfolio into Assam Tea from Nan.



Autobacs experienced a significant sales growth of **103.2% YoY**, reaching **236 MB**, or a onefold increase.



Introduced the **"Max Card Plus EV"** to broaden our reach to EV car users and reinforce the **Max World Ecosystem**



Invested 33.33% newly issued shares in **Paisan Capital**, hire purchase for second-hand truck business



Invested 10.00% of newly issued shares in **Thai Paiboon Equipment**, waste management business



Established **Go Luck** (with shareholding of 70.00%), and hold the Master Franchisee of **"Subway"** in Thailand

Prepared by
PTG IR Team



1Q2024 KEY PERFORMANCE





OIL BUSINESS OVERVIEW



OIL STATIONS

2,160 > 2,199* Stations

Oil COCO 1,815 > 1,847*

Oil DODO 345 > 352

31-Mar-23 31-Mar-24

* 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.

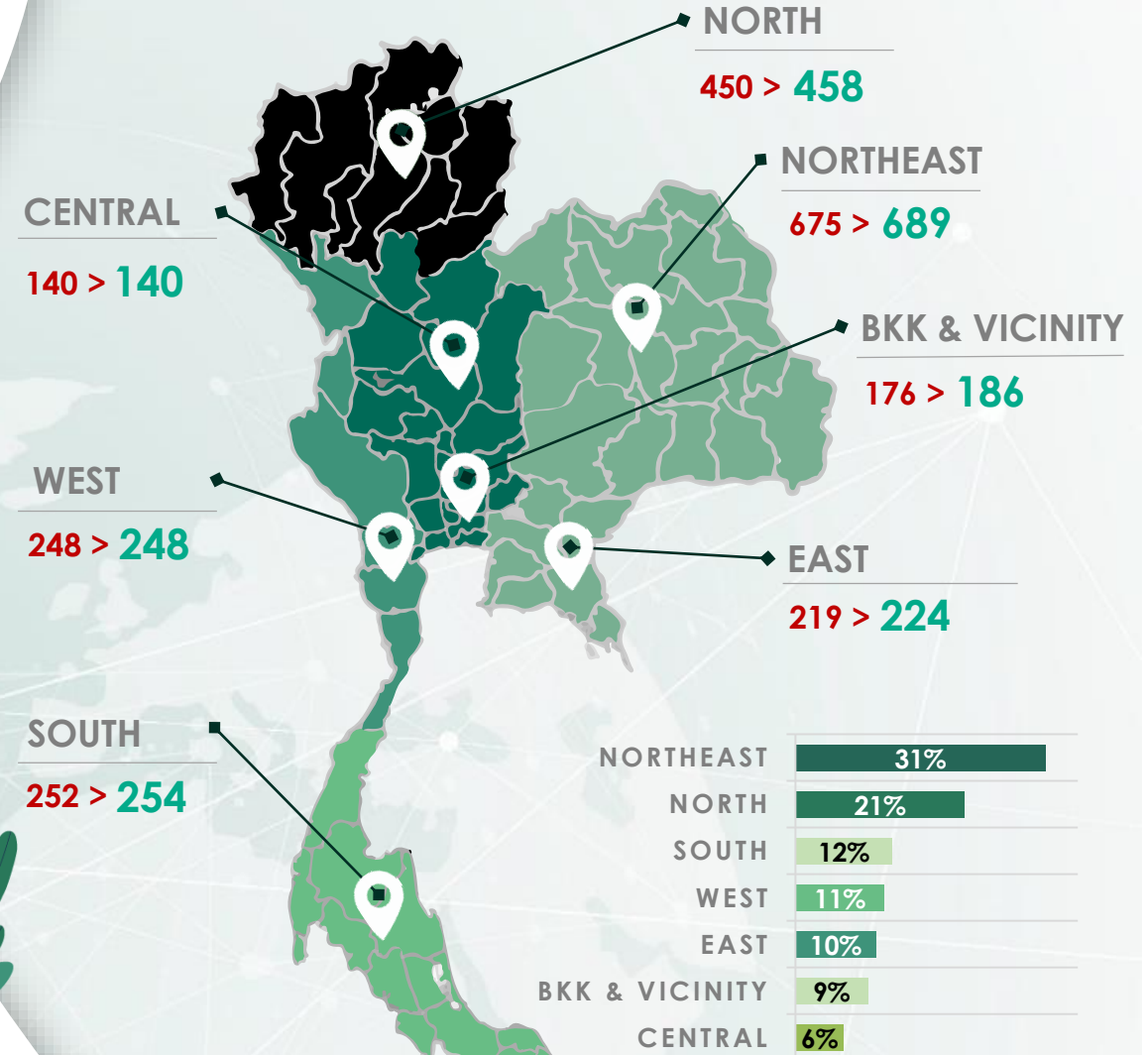
Source: The Company



Prepared by
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REGIONAL DISTRIBUTION OF OIL STATIONS

Unit: Stations

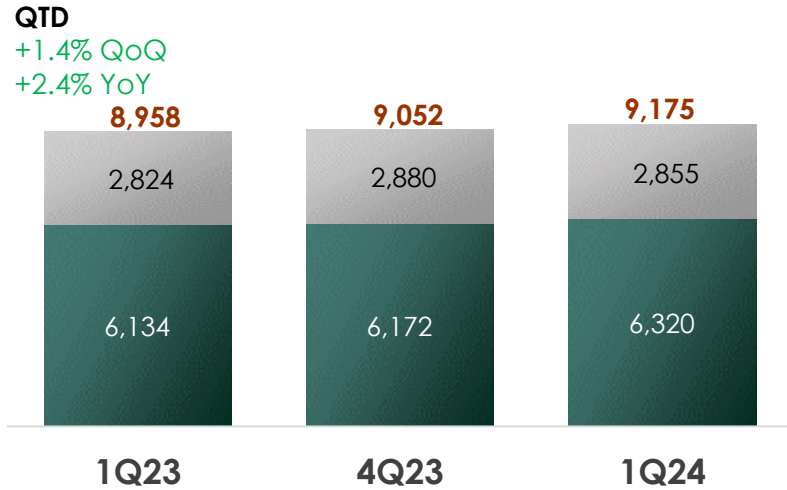


Remark:
Revised figures in
distribution by region

THAILAND OIL CONSUMPTION

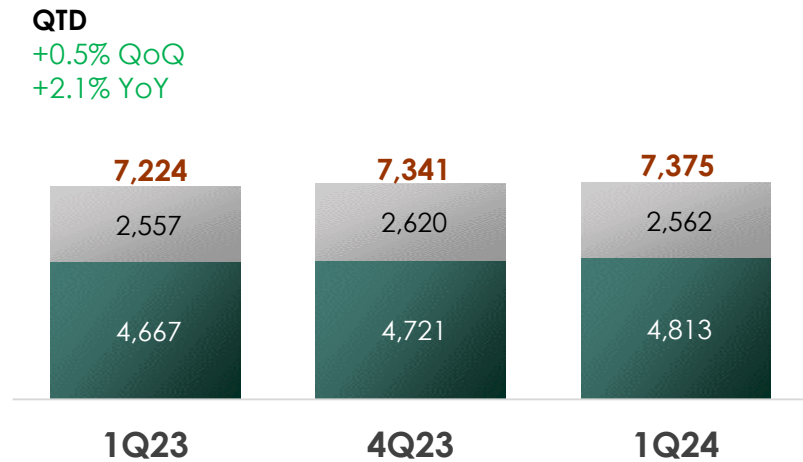
All Channel Consumption

Unit: ML / %



Retail Consumption

Unit: ML / %

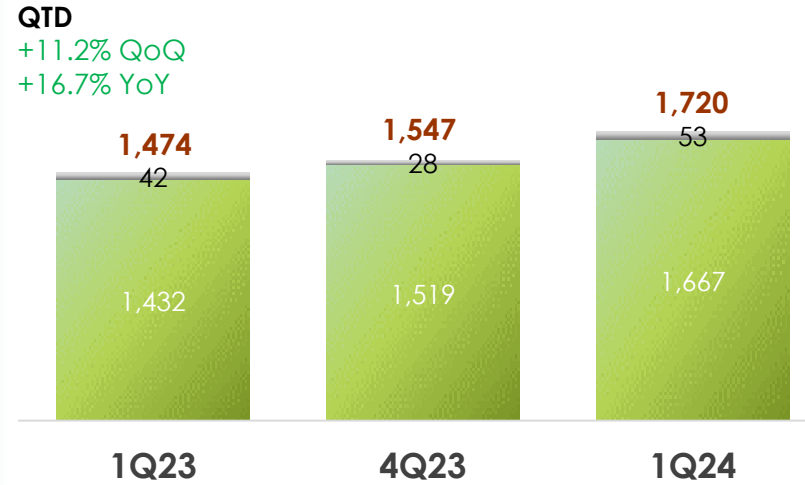


■ Diesel ■ Benzene

PTG OIL SALES VOLUME

Volume by Channel

Unit: ML / %



1Q24:
Retails:
+9.8% QoQ, +16.4% YoY
Wholesales:
+90.8% QoQ, +26.8% YoY



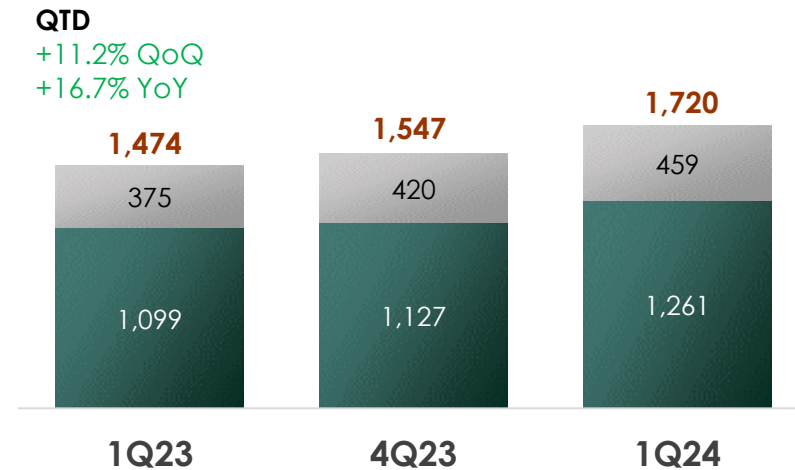
Oil station expansion
in 1Q24 **+1.8%** YoY



SSS in 1Q24 **+14.1%** YoY

Volume by Product

Unit: ML / %

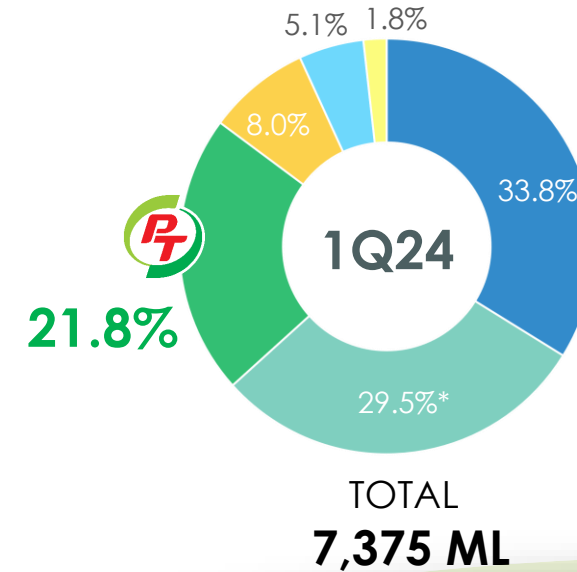
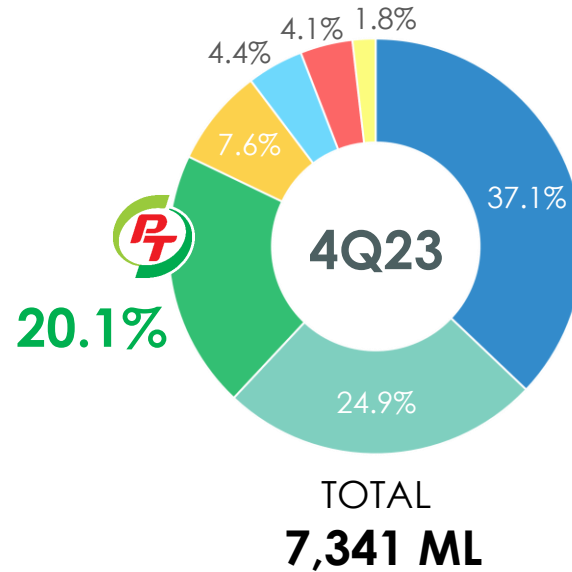
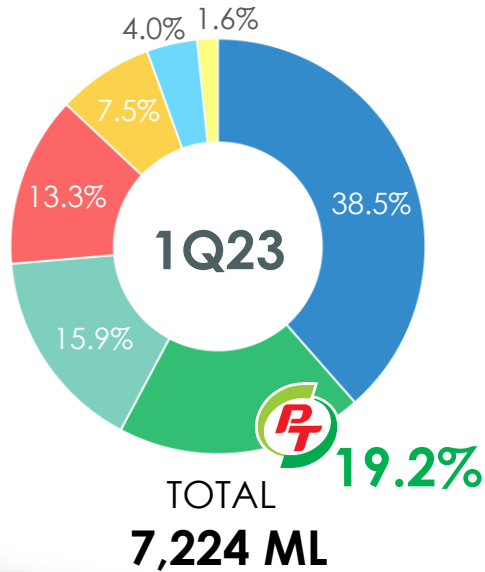


1Q24:
Diesel:
+11.9% QoQ, +14.8% YoY
Benzene:
+9.4% QoQ, +22.3% YoY

■ Wholesales ■ Retails

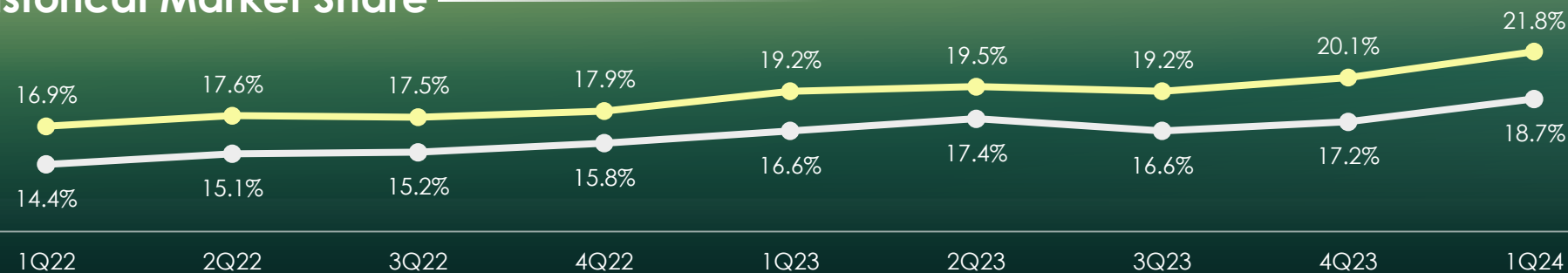
1Q2024 | OIL RETAIL MARKET SHARE

Unit: %



Historical Market Share

Unit: %



—●— All Channel —●— Retail Channel

Source: Department of Energy Business (DOEB)
Remark: According to DOEB, ESSO's oil sales volume was consolidated under BCP from November 2023 onwards.



Logo combined from Ratchapheuk, Thailand's national flower and Thailand's national pavilion known as "Sala Thai" including great creature of Thai history which is elephant.

NON-OIL BUSINESS OVERVIEW

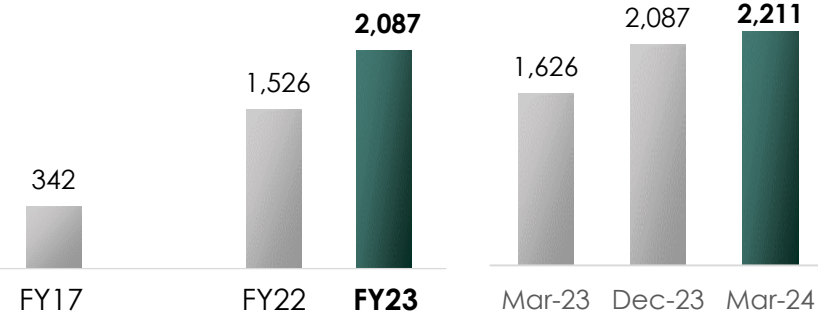
NON-OIL BUSINESS

Non-Oil Touchpoints

Unit: Touchpoints

Note:
Touchpoints include
Auto LPG, Gas shop,
Punthai Coffee,
Max Mart, Coffee World,
Autobacs, Max Camp,
Maxnitron Lube Change
and Elex by EGAT PT

Growth:
23% 6-Year CAGR
+36.8% YoY

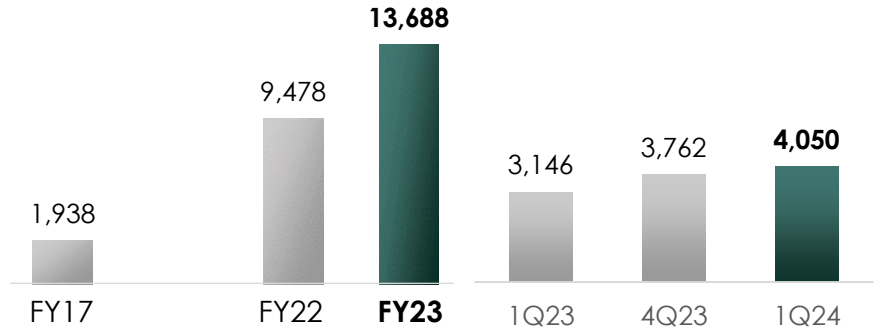


YTD:
+5.9% QoQ (+124)
+36.0% YoY (+585)

Non-Oil Revenue

Unit: MB

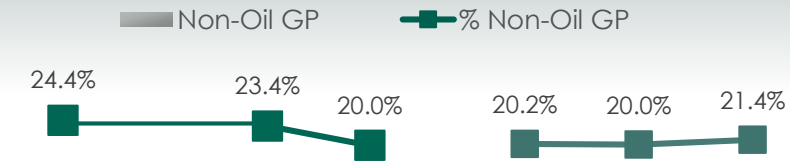
Growth:
33% 6-Year CAGR
+44.4% YoY



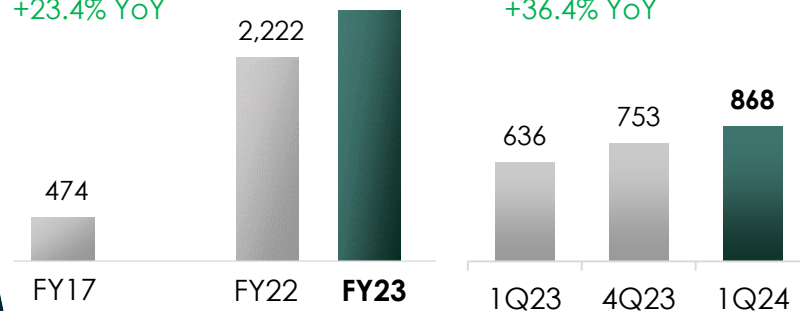
QTD:
+7.7% QoQ
+28.7% YoY

Non-Oil Gross Profit

Unit: MB / %



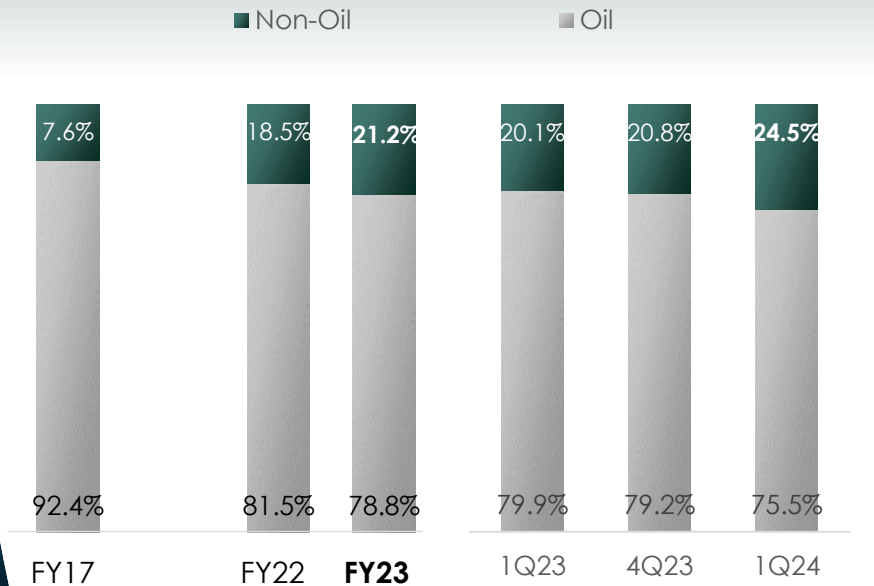
Growth:
34% 6-Year CAGR
+23.4% YoY



QTD:
+15.3% QoQ
+36.4% YoY

Gross Profit Contribution

Unit: %





NON-OIL BUSINESS

2,211

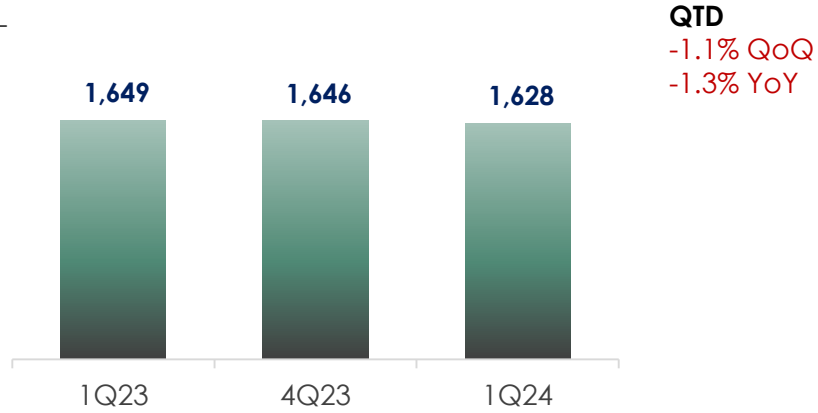
TOUCH POINTS



THAILAND LPG CONSUMPTION

All Sector Consumption

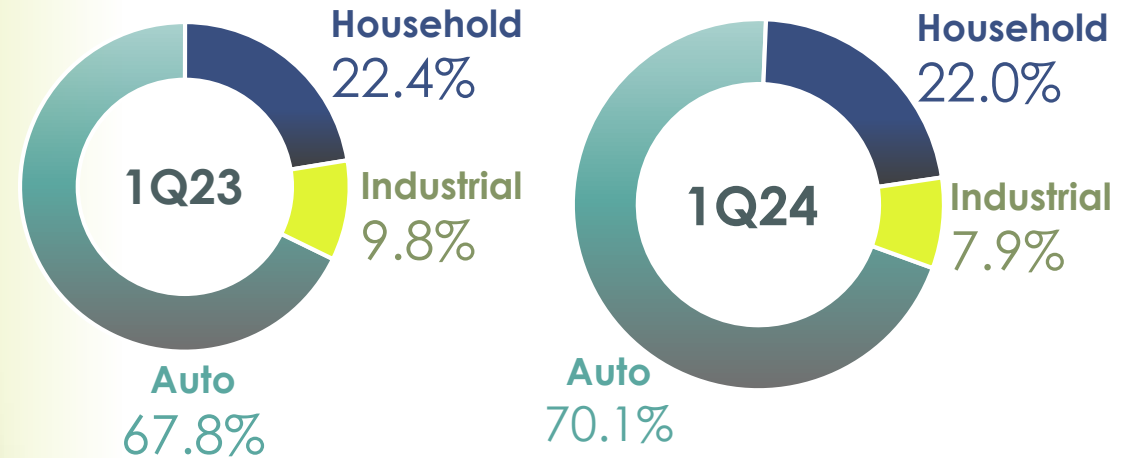
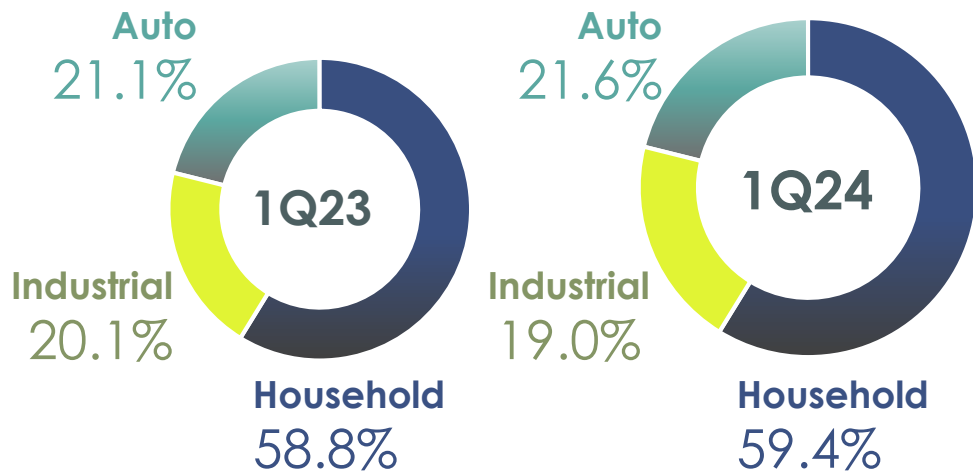
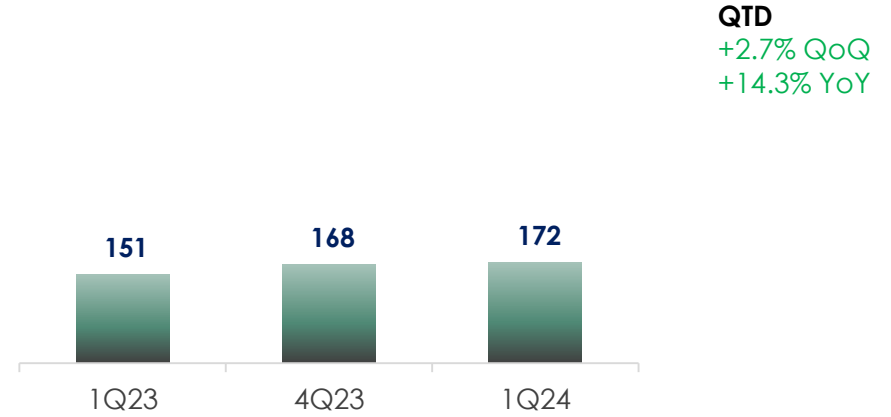
Unit: ML



PTG LPG SALES VOLUME

All Sector Sales Volume

Unit: ML

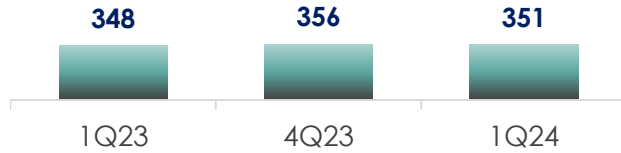


THAILAND LPG CONSUMPTION

Auto LPG

Unit: ML

QTD
-1.4% QoQ
+1.0% YoY



Household LPG

Unit: ML

QTD
-0.9% QoQ
-0.3% YoY



Industrial LPG

Unit: ML

QTD
-1.5% QoQ
-6.4% YoY

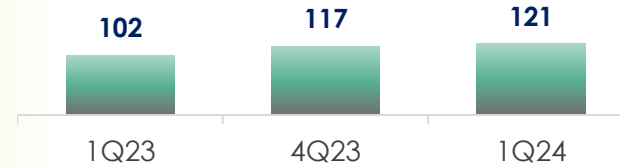


PTG LPG SALES VOLUME

Auto LPG

Unit: ML

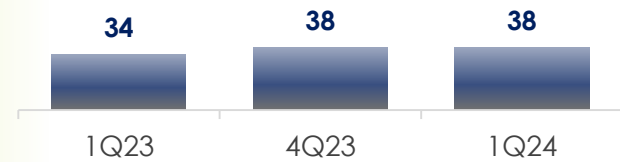
QTD
+3.3% QoQ
+18.2% YoY



Household LPG

Unit: ML

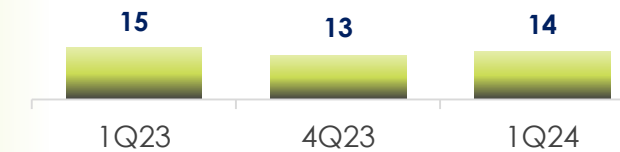
QTD
+1.0% QoQ
+12.1% YoY



Industrial LPG

Unit: ML

QTD
+3.1% QoQ
-8.0% YoY

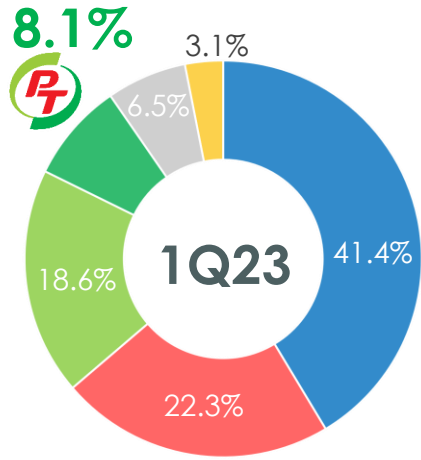


1Q2024 | ALL SECTORS LPG MARKET SHARE

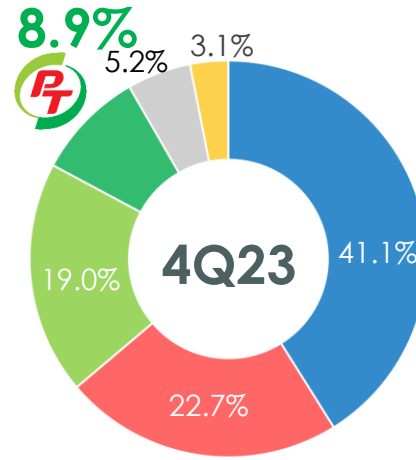
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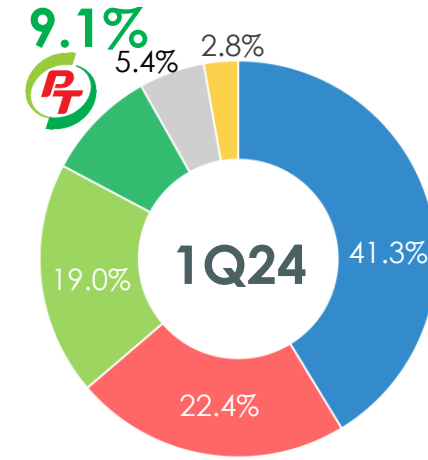
Unit: %



TOTAL
1,649 ML



TOTAL
1,646 ML

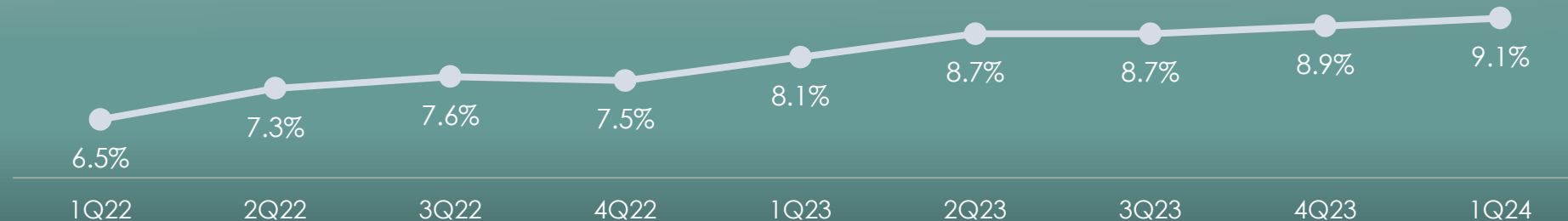


TOTAL
1,628 ML



Historical Market Share

Unit: %



—●— All Sectors

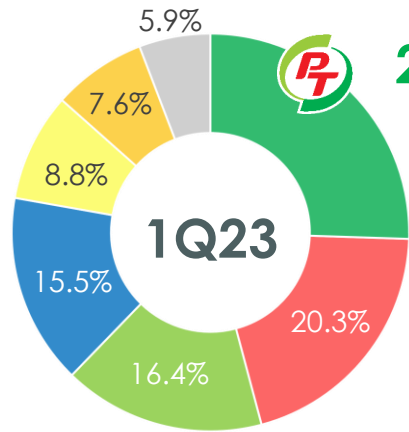
Source: Department of Energy Business (DOEB)
Remark: Excluding Oil Distributors Section 10 (Jobber)

1Q2024 | AUTO SECTORS LPG MARKET SHARE

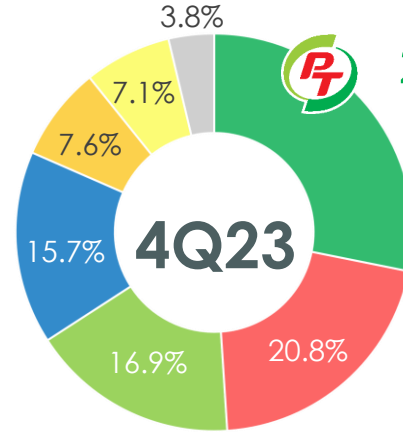
Prepared by
PTG IR Team



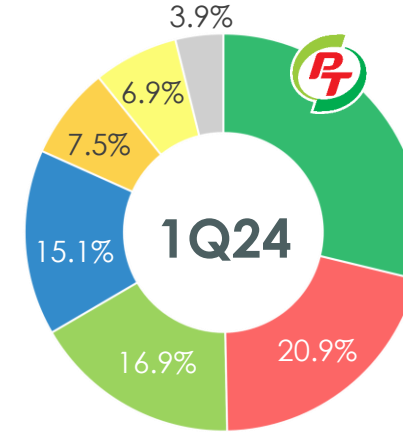
Unit: %



TOTAL
348 ML



TOTAL
356 ML

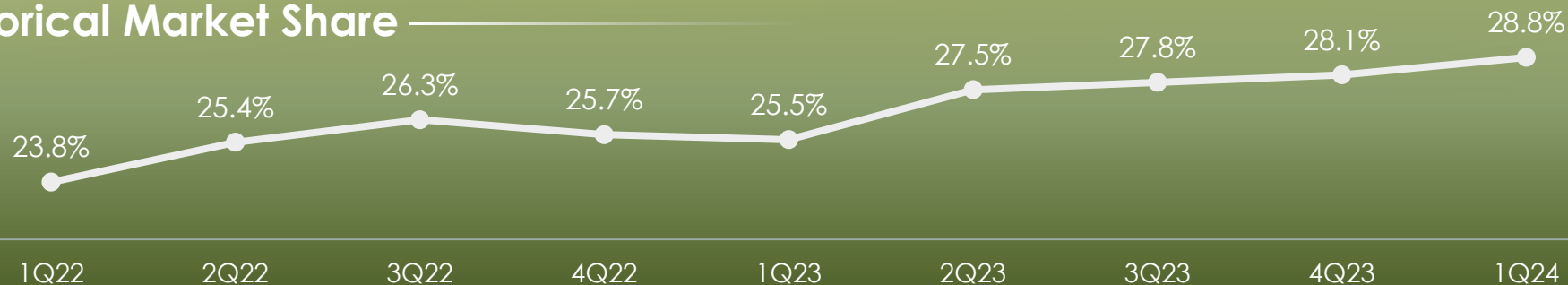


TOTAL
351 ML



Historical Market Share

Unit: %



● All Sectors

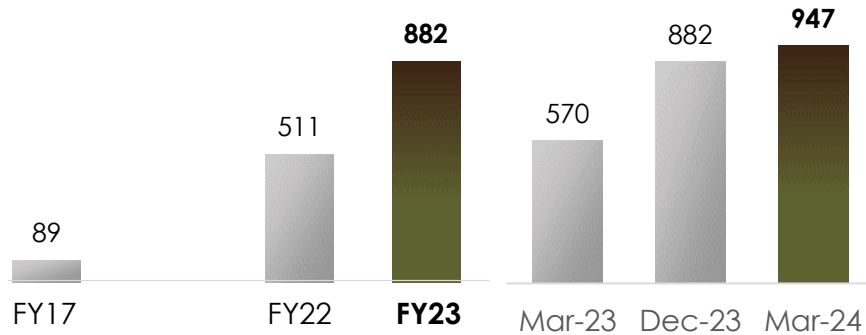
Source: Department of Energy Business (DOEB)
Remark: Excluding Oil Distributors Section 10 (Jobber)



Punthai Touchpoints

Growth:
47% 6-Year CAGR
+72.6% YoY

YTD:
+7.4% QoQ (+65)
+66.1% YoY (+377)



Unit: Touchpoints

Touchpoint Breakdown As of Mar'24

Franchise (Inside)

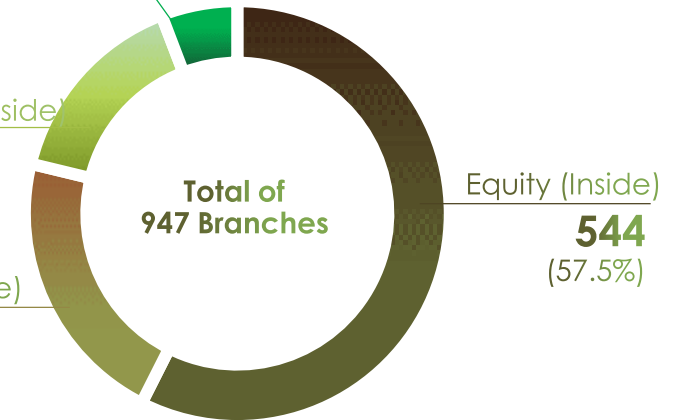
55
(5.8%)

Franchise (Outside)

146
(15.4%)

Equity (Outside)

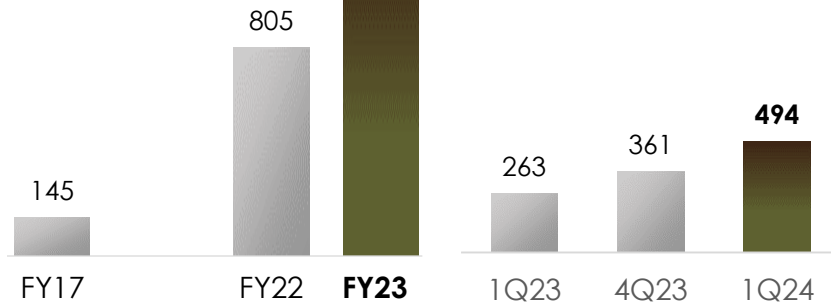
202
(21.3%)



Punthai Sales

Growth:
43% 6-Year CAGR
+54.1% YoY

QTD:
+36.6% QoQ
+87.5% YoY

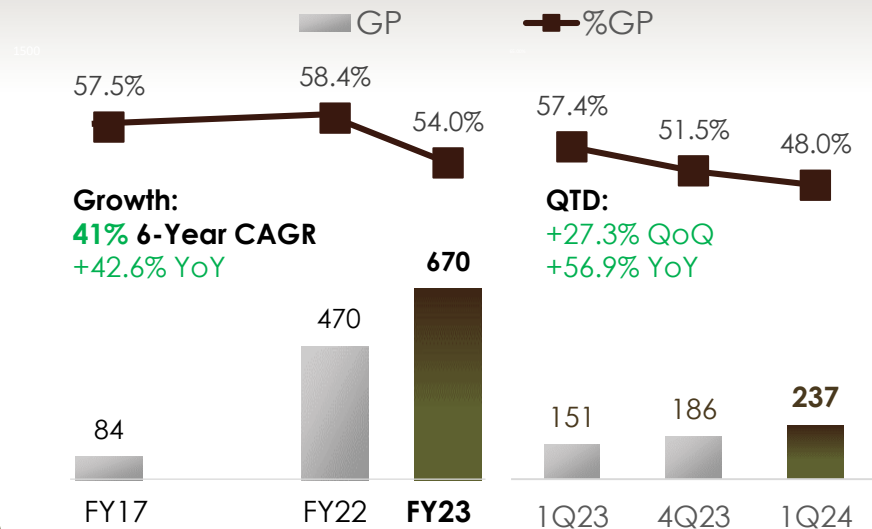


Unit: MB

Punthai Gross Profit

Growth:
41% 6-Year CAGR
+42.6% YoY

QTD:
+27.3% QoQ
+56.9% YoY

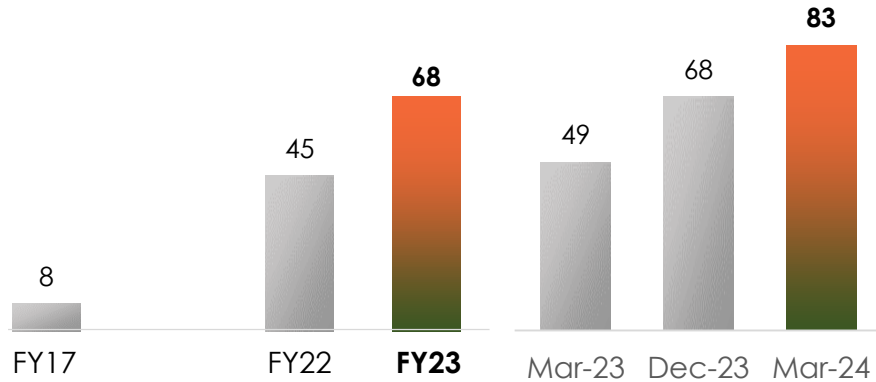


Unit: MB / %

AUTOBACS Touchpoints

Growth:
43% 6-Year CAGR
+51.1% YoY

YTD:
+22.1% QoQ (+15)
+69.4% YoY (+34)

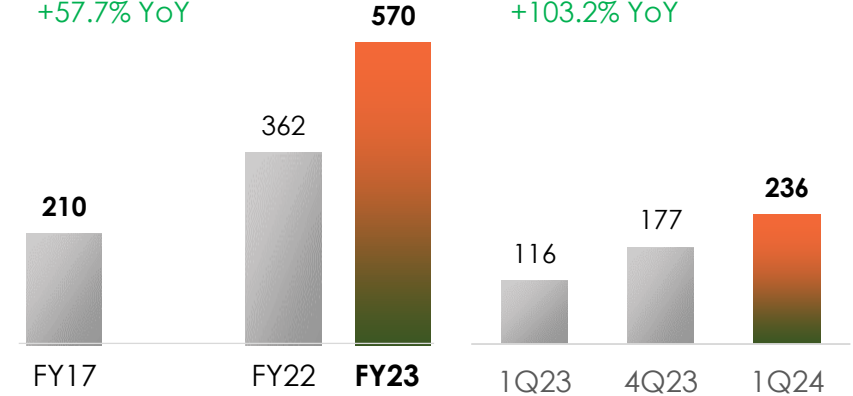


Unit: Touchpoints

AUTOBACS Sales

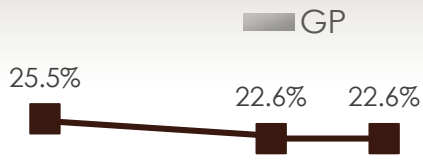
Growth:
39% 3-Year CAGR
+57.7% YoY

QTD:
+33.4% QoQ
+103.2% YoY

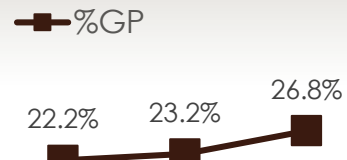


Unit: MB

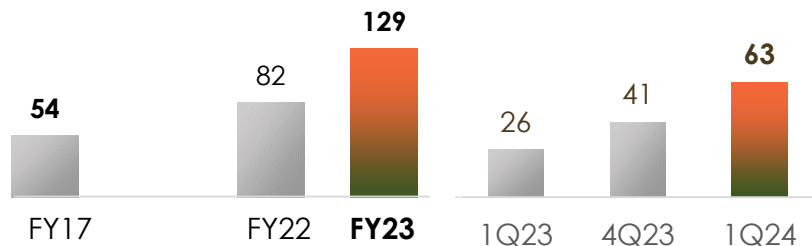
AUTOBACS Gross Profit



Growth:
34% 3-Year CAGR
+57.4% YoY



QTD:
+54.2% QoQ
+145.9% YoY



Unit: MB / %

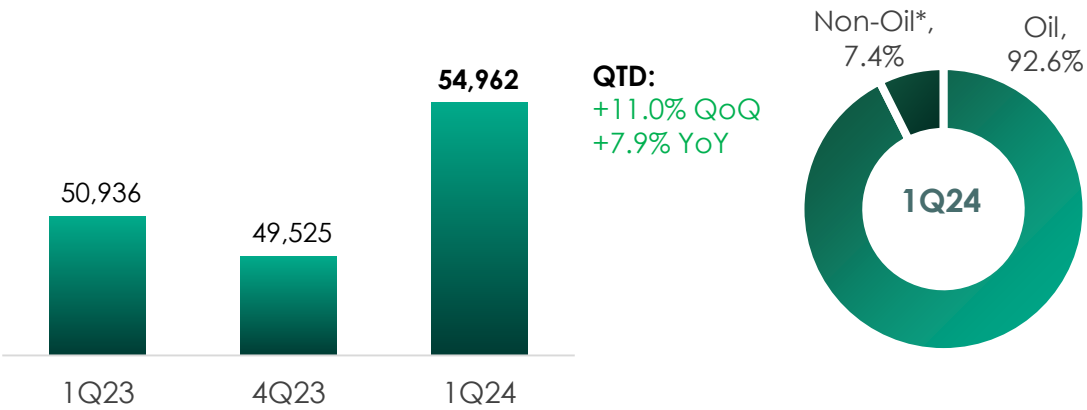
AUTOBACS



FINANCIAL PERFORMANCE

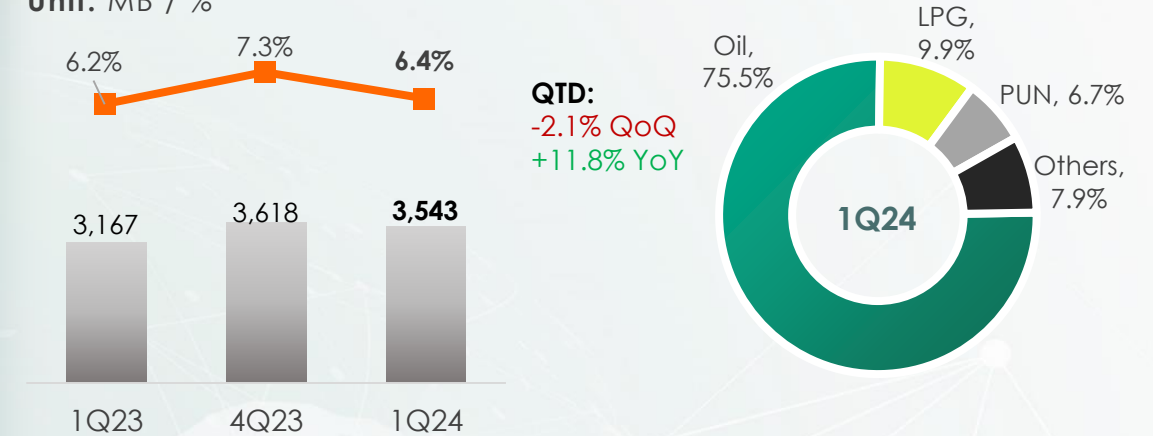
Revenue

Unit: MB / %



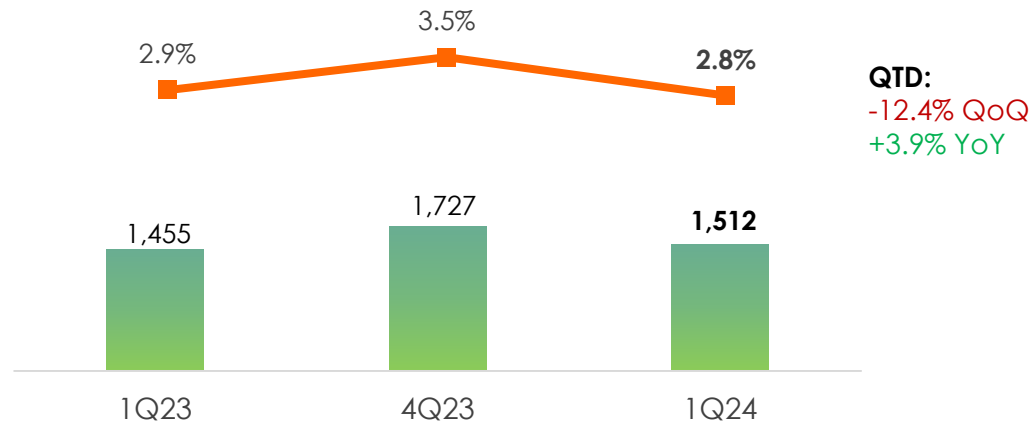
Gross Profit

Unit: MB / %



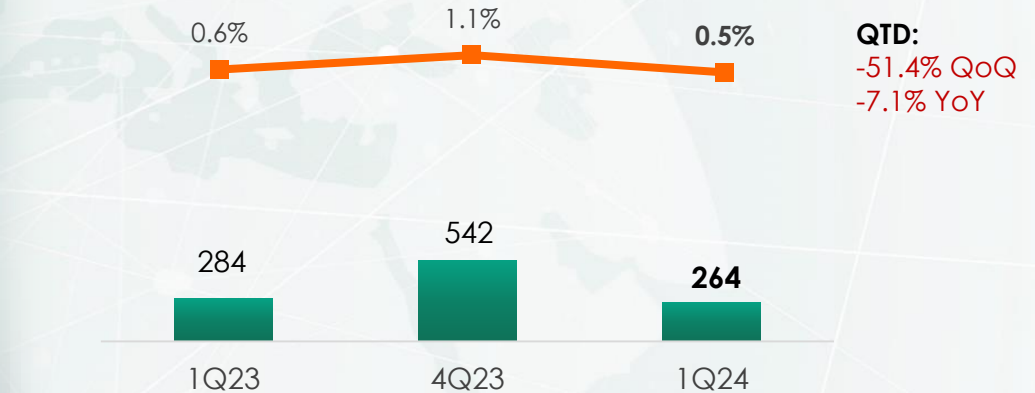
EBITDA

Unit: MB / %



Net Profit

Unit: MB / %



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

Source: The Company

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ESG DEVELOPMENT

1Q2024 | ESG DEVELOPMENT

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- **EV Charging: 60 stations** installed for sustainable transport.
- **Solar Roof 38 Locations** technology produces 347,501 kWh in 1Q2024,
 - Self consumption reduce > 15 % (1.3 MB)
 - Reduce GHG : 152 tco2eq, equivalent to planting 16,923 trees
- **Waste Management Business**
 - Municipal Solid Waste Eliminate 2,285 Ton
 - Reduce GHG : 5,026 tco2eq



The Company and Atlas Energy PCL. 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 Kabin Subdistrict, Kabin Buri District, Prachinburi Province, for over 600 people.



2024 OUTLOOK

1Q2024 SUMMARY & 2024 OUTLOOK

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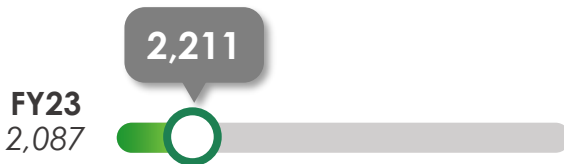


2024E Network:

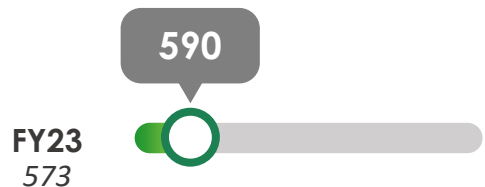


2024 TARGET

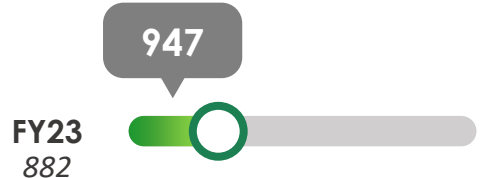
2,251
Oil Stations¹



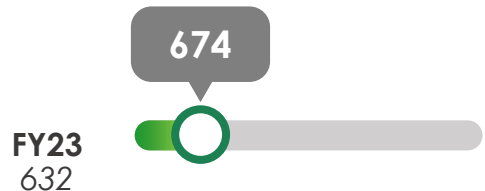
3,031
Total Non-Oil
Touchpoints



788
LPG Business²



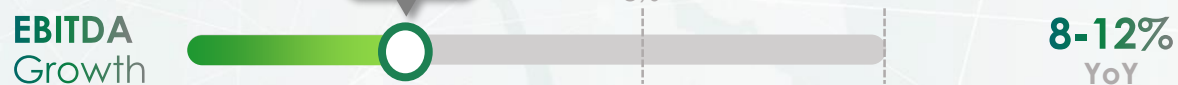
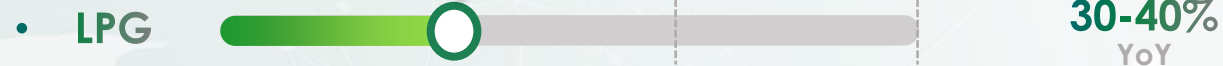
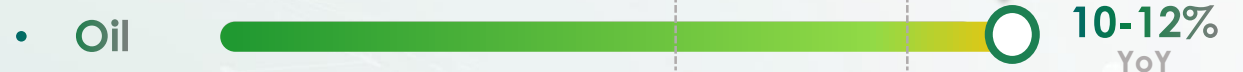
1,282
Punthai



961
Other Non-Oil
Touchpoints³

2024E Performances

Sales Volume



Source: The Company

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

2024 | TARGET CAPEX

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PTG IR Team



TOTAL TARGET

4,000 – 5,000 MB



OIL

1,000 – 1,500 MB



LPG

800 - 1,000 MB



PUNTHAI

500 – 1,000 MB



OTHER NON-OIL

500 – 1,000 MB



NEW BUSINESS

1,000 – 1,500 MB



Source: The Company

*The CAPEX is subjected to the operating cash flow generating during the period.



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THANK YOU