

PTG Energy

Public Company Limited



SET Opportunity Day

2Q2024

As of August 22, 2024

AGENDA

Prepared by
PTG IR Team



1 | 2Q2024
SNAPSHOT &
HIGHLIGHTS

2 | 2Q2024 & 1H2024
GROUP
PERFORMANCE

3 | FINANCIAL
POSITION &
RATIO

4 | ESG
DEVELOPMENT

5 | 2024
OUTLOOK

PTG #58 | SNAPSHOT

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

2,208

PT services station across nation

22.3%

Oil Market Share through station channel
(1,675 ML ▲13.7% YoY)

23mn+

PT Max Card Members



2,315

Non-Oil Business Touchpoints

1st 

LPG Market Share through Auto channel
(124 ML ▲14.6% YoY)

1,028 

PUNTHAI Coffee Branches

57,775

Revenue (MB)
▲5.1% QoQ ▲13.7% YoY

3,886

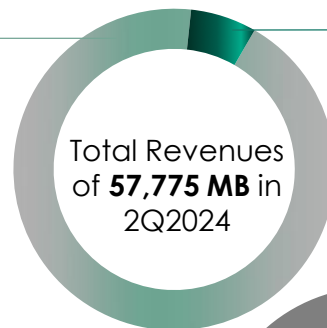
Gross Profit (MB)
▲9.7% QoQ ▲26.0% YoY

1,740

EBITDA (MB)
▲15.1% QoQ ▲33.8% YoY

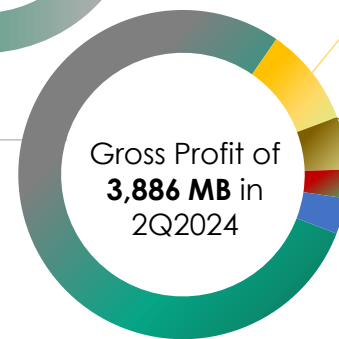


92.8%
Oil Business



7.2%
Non- Oil Businesses

76.5%
Oil Business



9.0% LPG
6.9% PUNTHAI
2.6% Max Mart
5.0% Other Non- Oil Businesses¹

23.5%

Gross Profit Contribution in Non-Oil Business

8 Current Businesses under Ecosystem



Oil Fuel & Retail



LPG



Renewable Energy & Investment



Food & Beverage



Auto Care & Maintenance



e-Money



Logistics



System & Equipment Management

Trademarks



2Q2024 | KEY HIGHLIGHTS

Prepared by
PTG IR Team



22.3% Oil Retail Market Share with oil sales volume through station channel in 2Q2024 of **13.7% YoY** to **1,675 ML**, outpacing the market growth by **tenfold** which grew only **0.1% YoY**.



All-Time High of LPG sales volume LPG sales volume grew substantially by **12.4% YoY** to **174 ML**.



Punthai **surpassed 1,000 branch** expansions nationwide and **signed MOU with Thai Credit Guarantee Corporation ("TCG")** to strengthen franchise expansion.



Subway **targets to expand 50 new branches per annum** through "Fresh Forward 2.0" Concept with Strengthened Growth under "Eat Fresh, Feel Good" Concept



The Company enhance "PT" brand to **800 million global customers** through "PT Grand Prix of Thailand 2024", as a MotoGP Thailand supporter



The Company **ranked 58th** by **Fortune Southeast Asia 500** Magazine.



2Q2024 & 1H2024 KEY PERFORMANCE



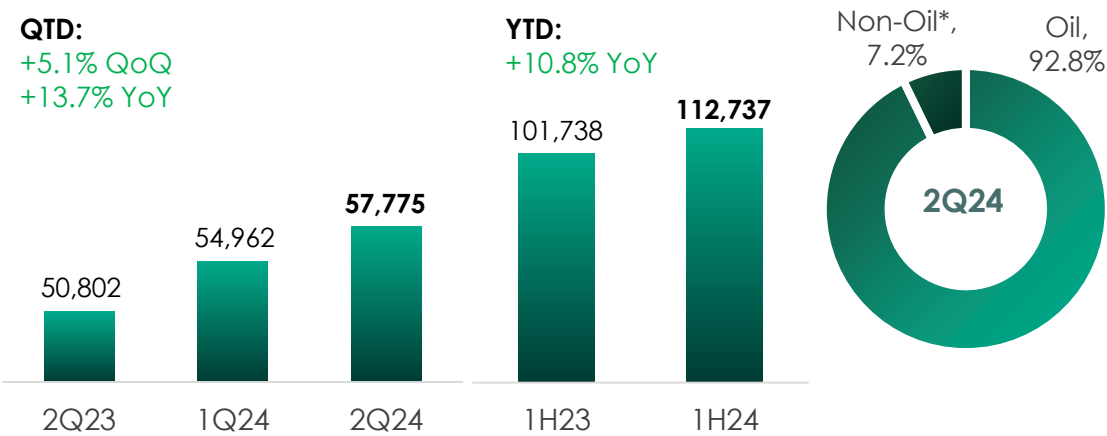
OVERALL PERFORMANCE

Revenue

Unit: MB / %

QTD:
+5.1% QoQ
+13.7% YoY

YTD:
+10.8% YoY

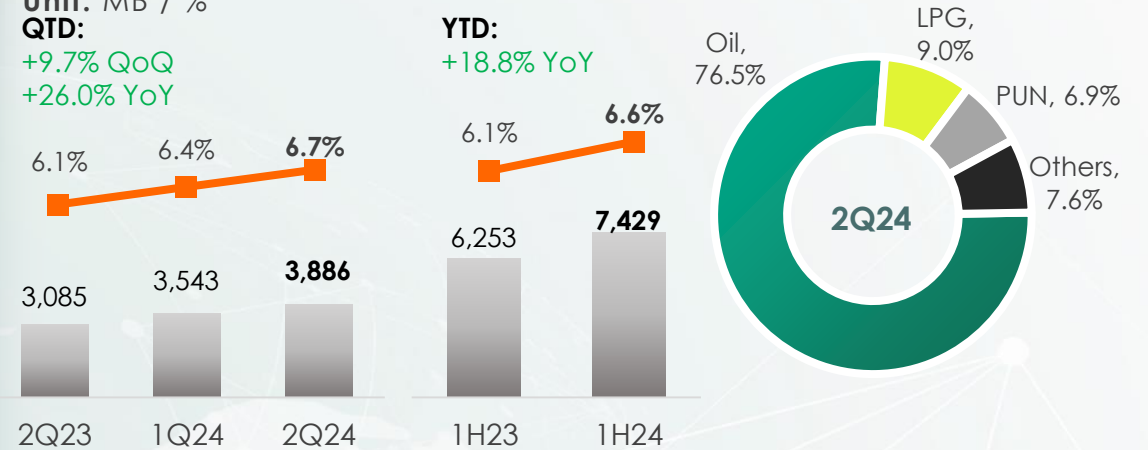


Gross Profit

Unit: MB / %

QTD:
+9.7% QoQ
+26.0% YoY

YTD:
+18.8% YoY

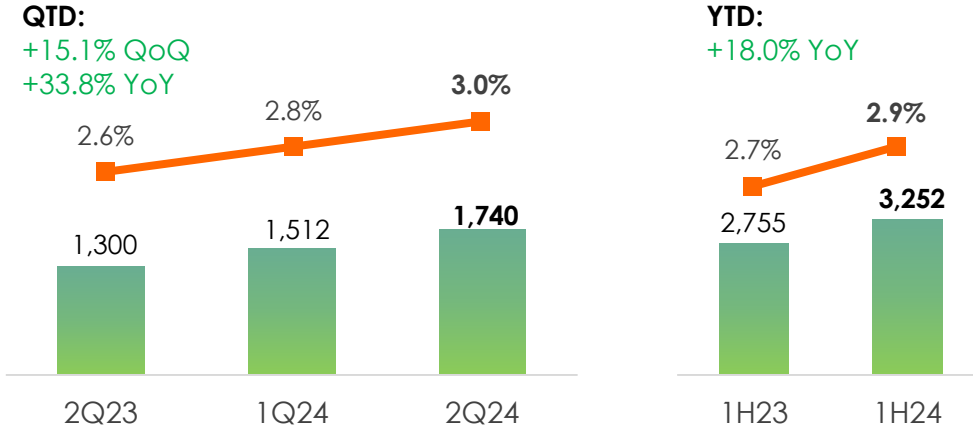


EBITDA

Unit: MB / %

QTD:
+15.1% QoQ
+33.8% YoY

YTD:
+18.0% YoY

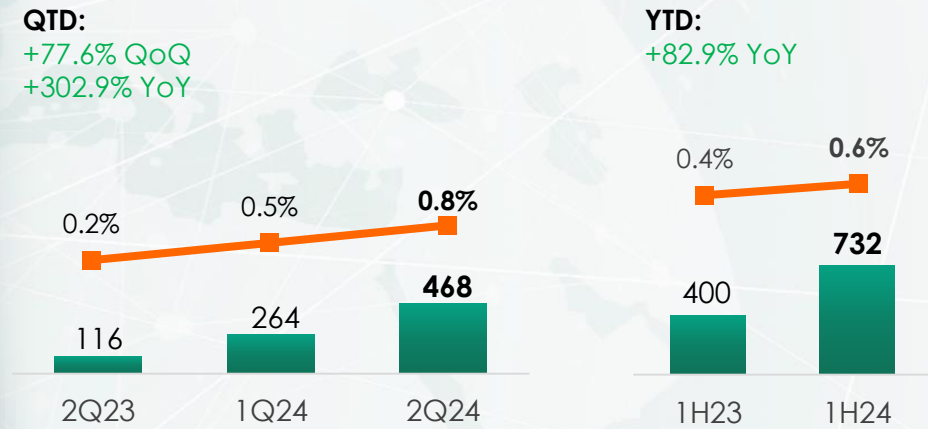


Net Profit

Unit: MB / %

QTD:
+77.6% QoQ
+302.9% YoY

YTD:
+82.9% YoY



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

Source: The Company



OIL BUSINESS OVERVIEW



OIL STATIONS

2,166 > 2,208* Stations

Oil COCO 1,819 > 1,854*

Oil DODO 347 > 354

30-Jun-23 30-Jun-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.

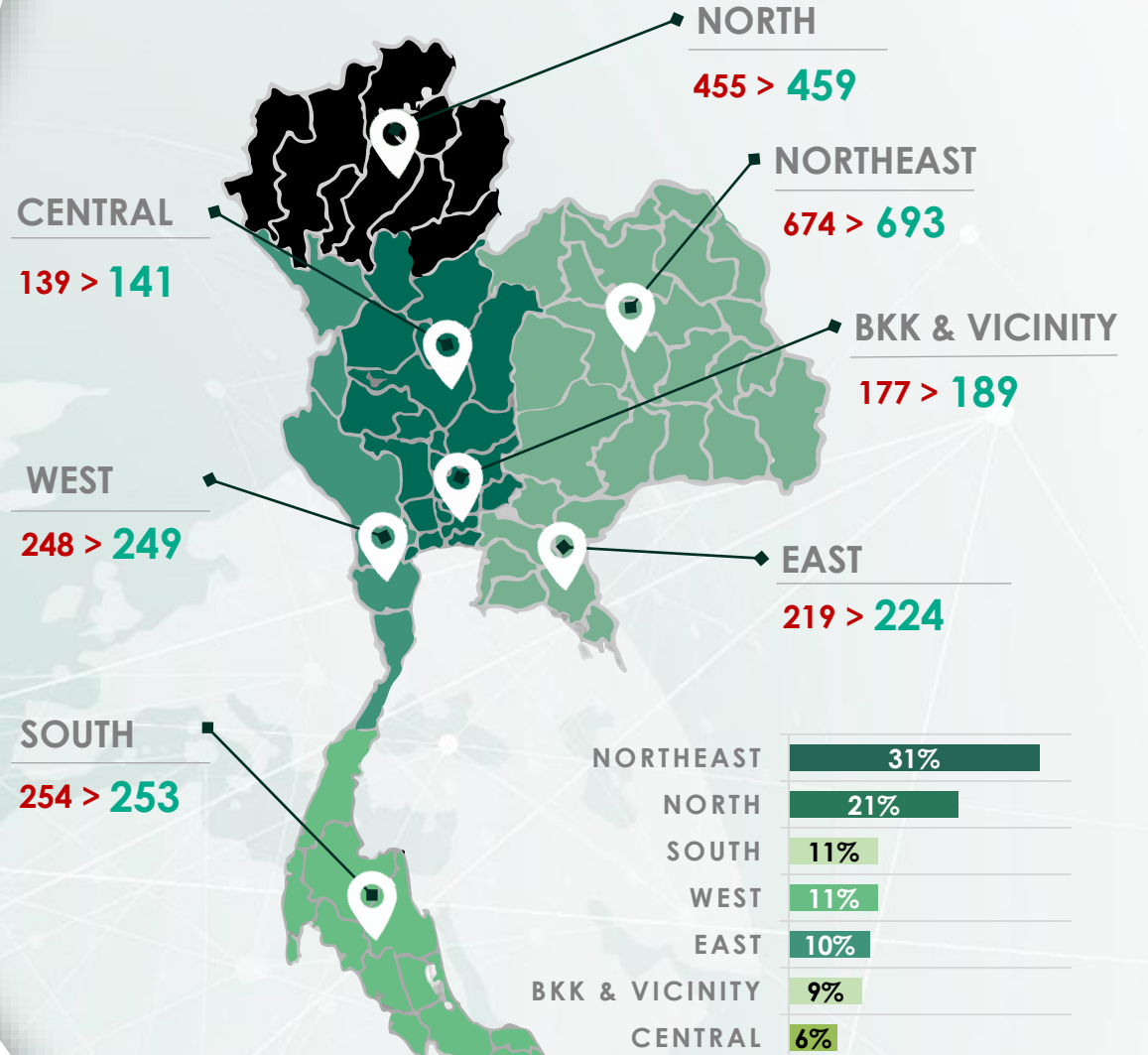
Source: The Company

REGIONAL DISTRIBUTION OF OIL STATIONS

Prepared by PTG IR Team



Unit: Stations



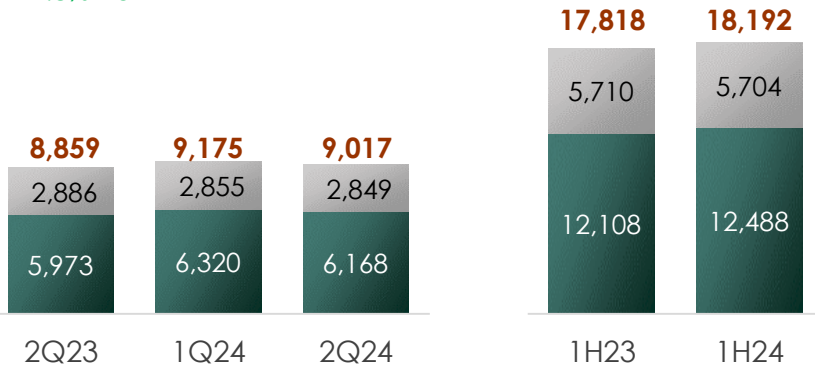
THAILAND OIL CONSUMPTION

All Channel Consumption

Unit: ML / %

QTD

-1.7% QoQ
+1.8% YoY



YTD

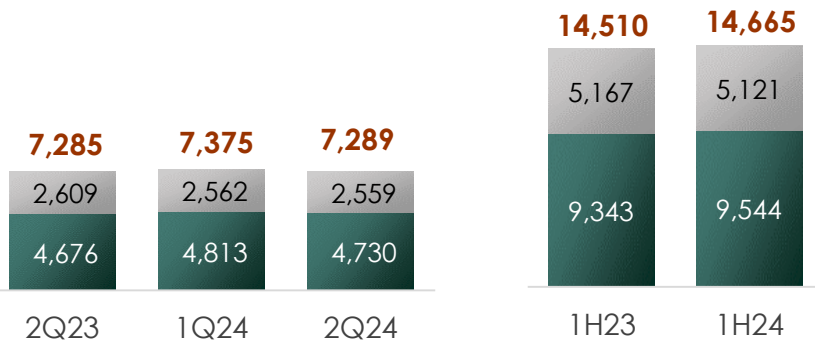
+2.1% YoY

Retail Consumption

Unit: ML / %

QTD

-1.2% QoQ
+0.1% YoY



YTD

+1.1% YoY

Source: Department of Energy Business (DOEB) as of Aug 6, 2024

■ Diesel ■ Benzene



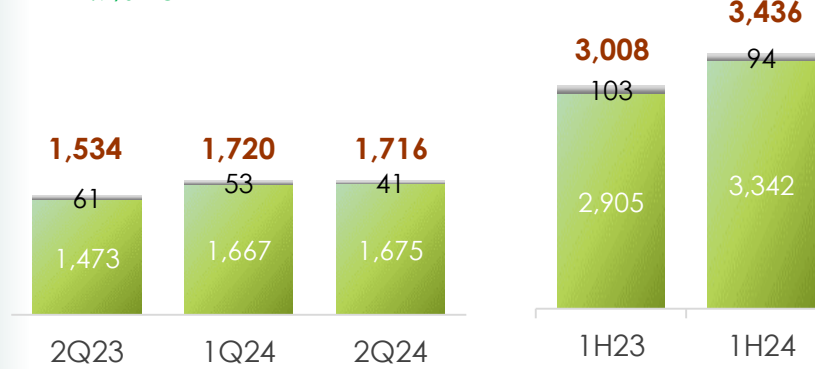
PTG OIL SALES VOLUME

Volume by Channel

Unit: ML / %

QTD

-0.3% QoQ
+11.9% YoY



YTD

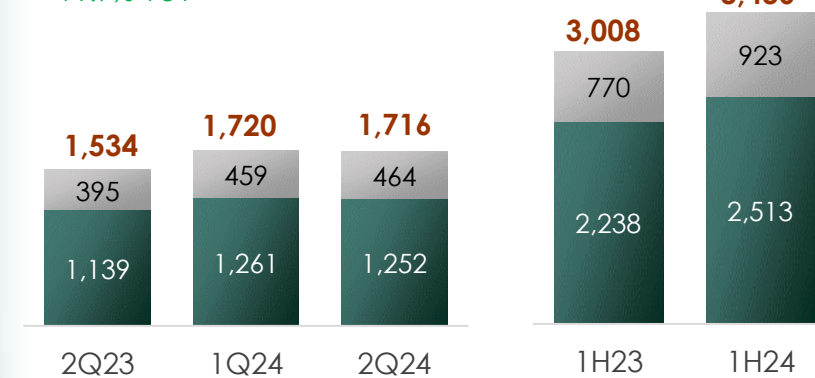
+14.2% YoY

Volume by Product

Unit: ML / %

QTD

-0.3% QoQ
+11.9% YoY



YTD

+14.2% YoY

■ Wholesales ■ Retails

2Q24:

Retails:

+0.4% QoQ, +13.7% YoY

Wholesales:

-22.1% QoQ, -32.8% YoY



Oil station expansion
in 2Q24 +1.9% YoY



SSS in 2Q24 +11.5% YoY

2Q24:

Diesel:

-0.8% QoQ, +9.9% YoY

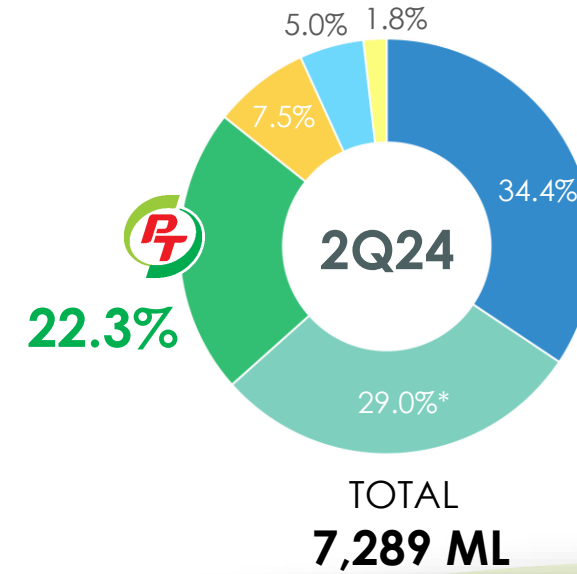
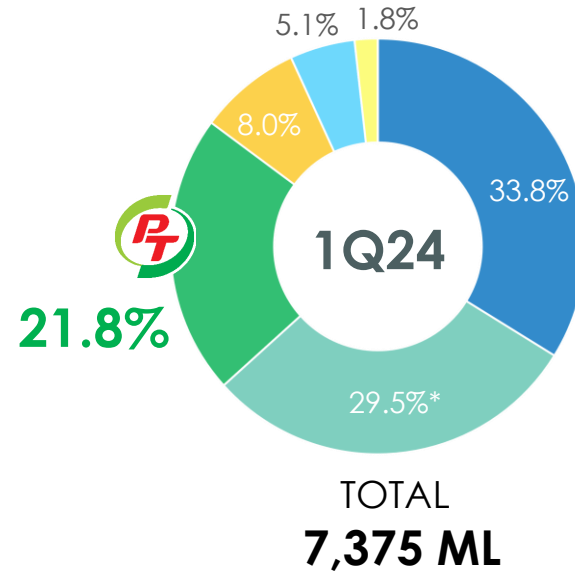
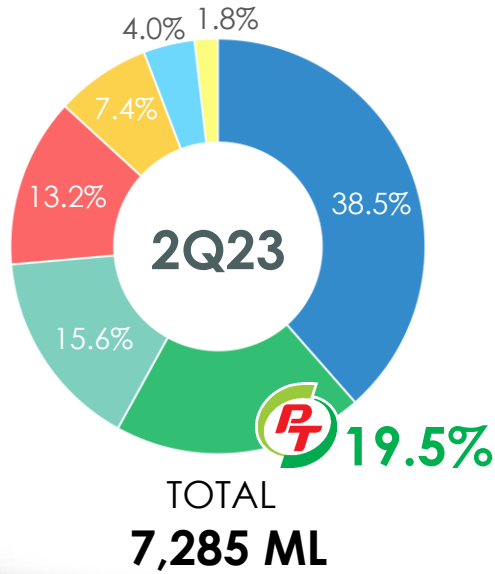
Benzene:

+1.1% QoQ, +17.6% YoY



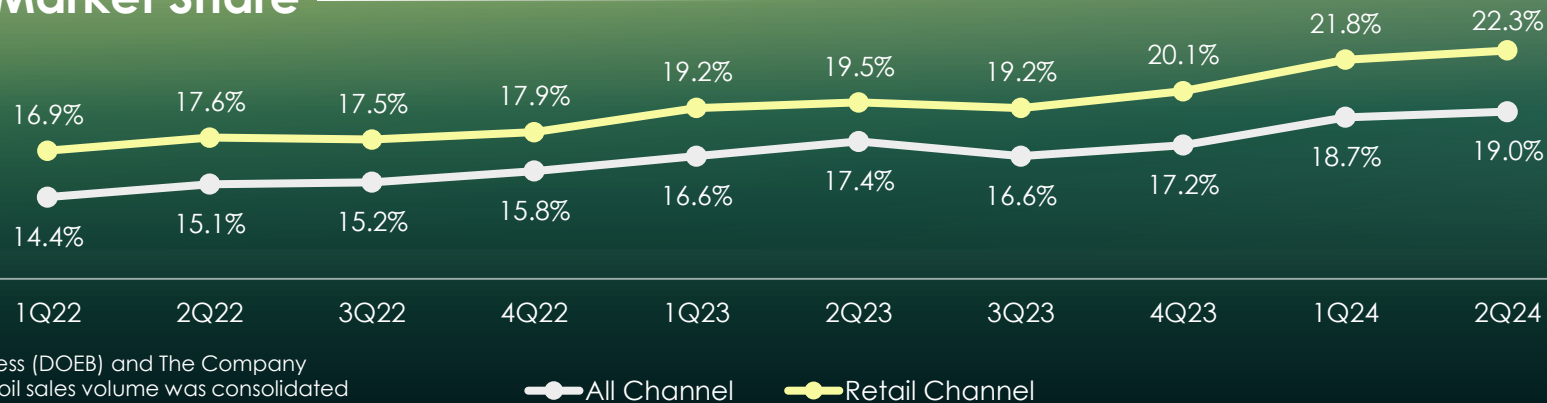
2Q2024 | OIL RETAIL MARKET SHARE

Unit: %



Historical Market Share

Unit: %



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

● All Channel ● Retail Channel



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

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Non-Oil Touchpoints

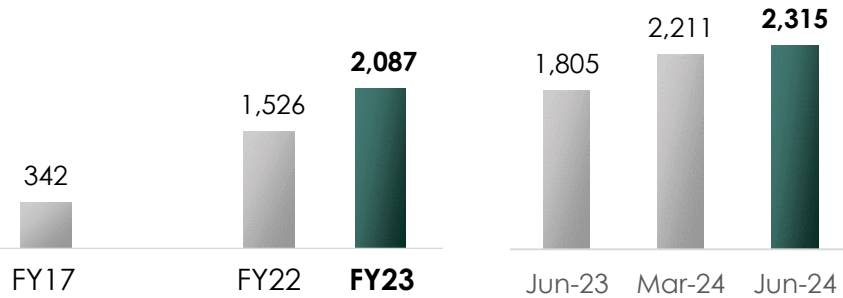
Unit: Touchpoints

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:
+4.7% QoQ (+104)
+28.3% YoY (+510)



Non-Oil Revenue

Unit: MB

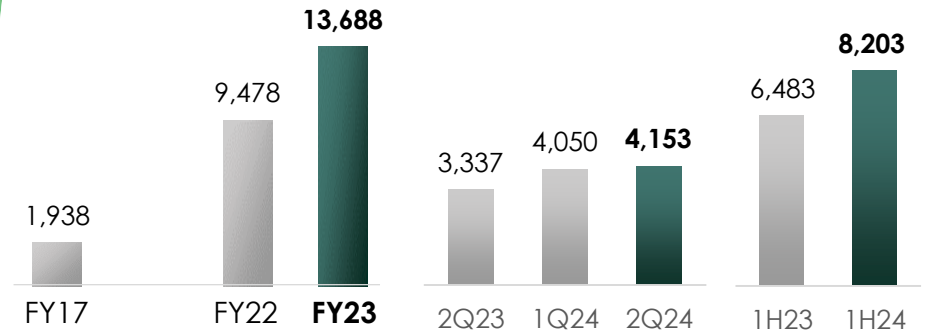
Note:

If exclude LPG business, sales increased 44.2% YoY to 3,611 MB in 1H2024.

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

QTD:
+2.5% QoQ
+24.5% YoY

YTD:
+26.5% YoY



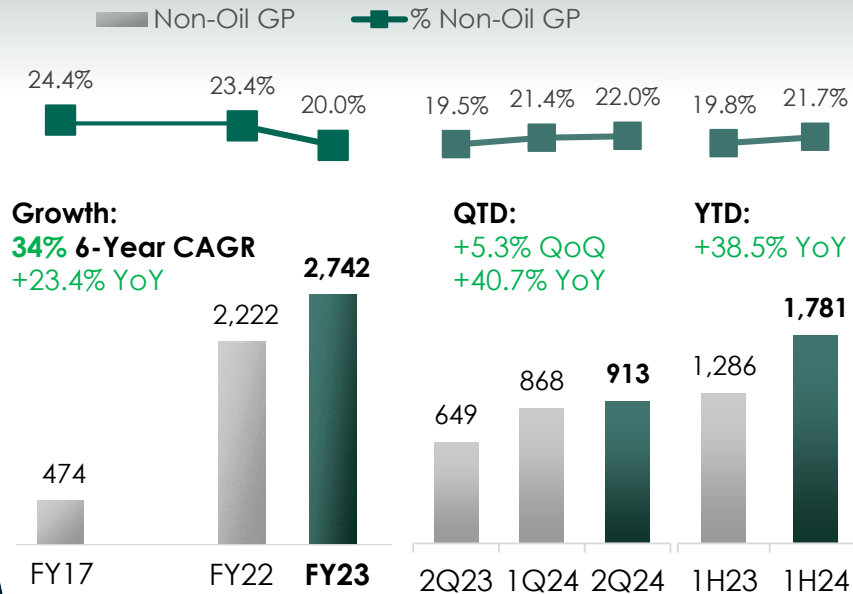
Non-Oil Gross Profit

Unit: MB / %

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

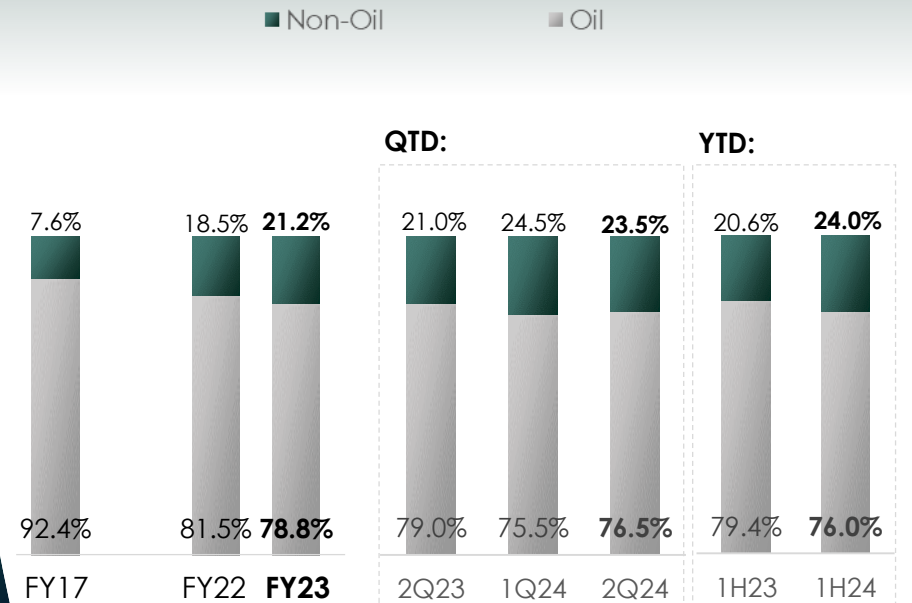
QTD:
+5.3% QoQ
+40.7% YoY

YTD:
+38.5% YoY



Gross Profit Contribution

Unit: %





NON-OIL BUSINESS

2,315

TOUCH POINTS



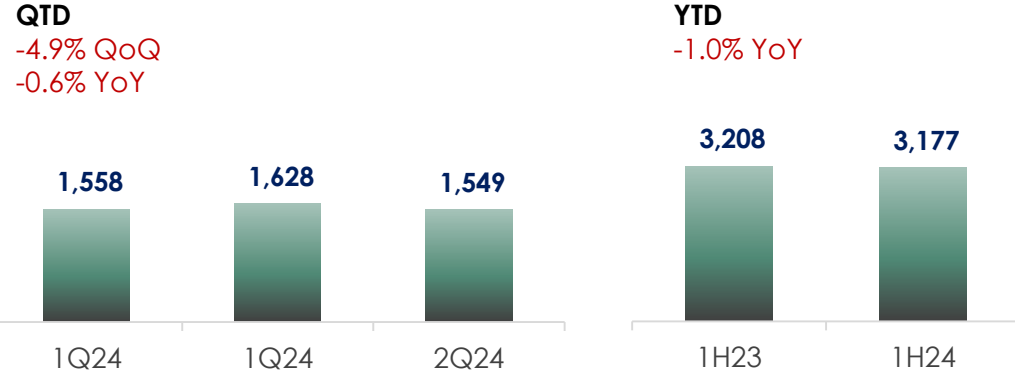
THAILAND LPG CONSUMPTION

All Sector Consumption

Unit: ML

QTD

-4.9% QoQ
-0.6% YoY



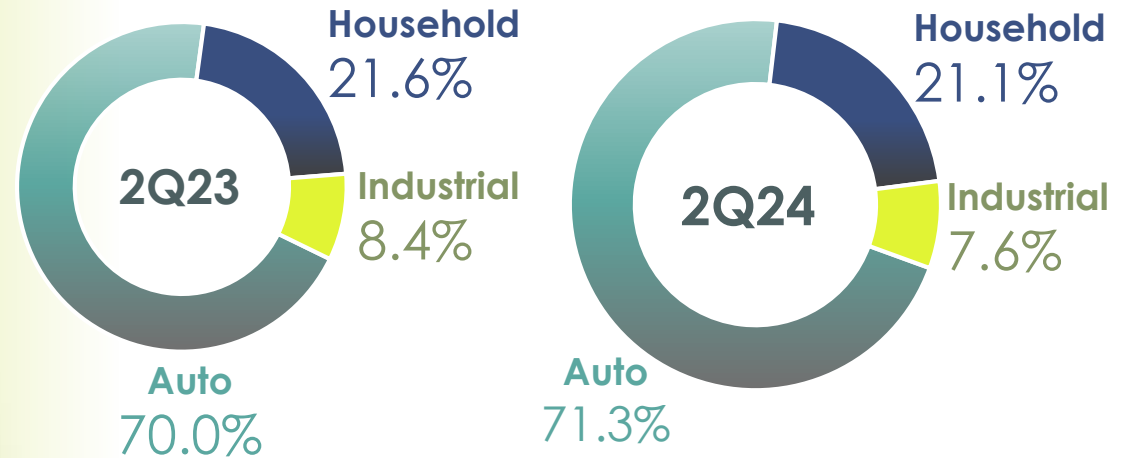
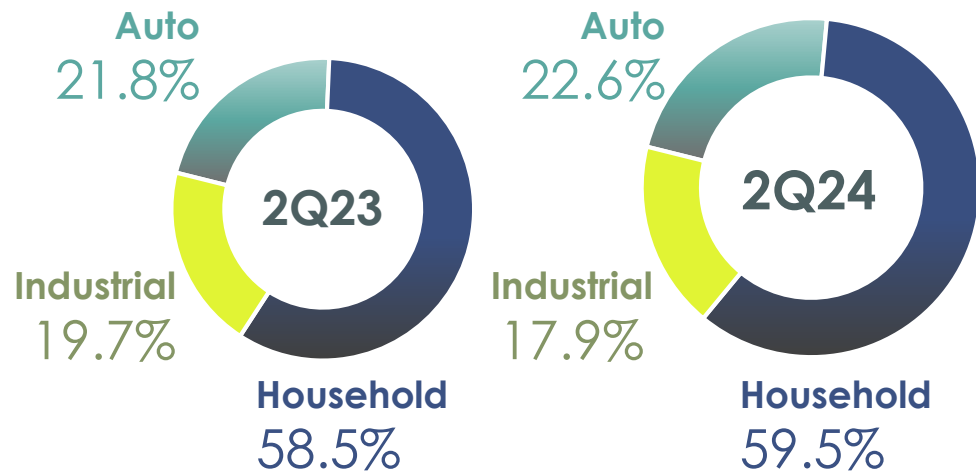
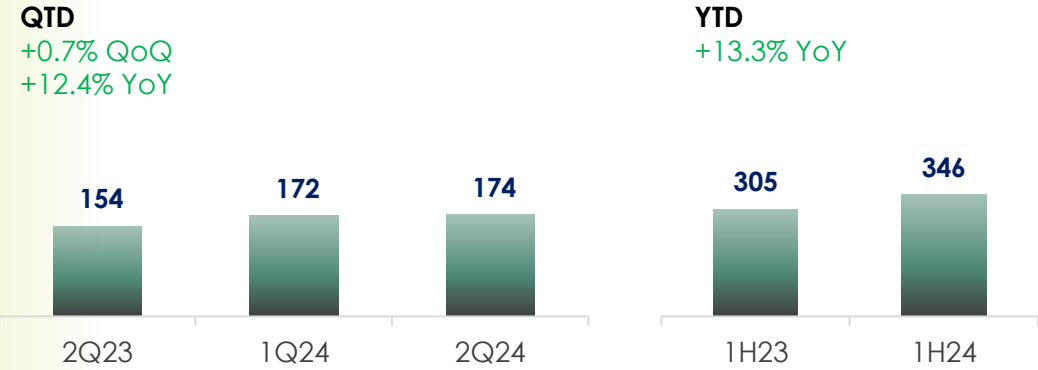
PTG LPG SALES VOLUME

All Sector Sales Volume

Unit: ML

QTD

+0.7% QoQ
+12.4% YoY



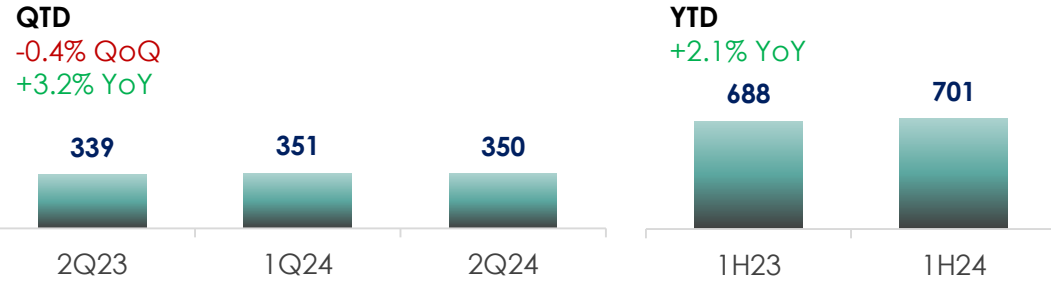
THAILAND LPG CONSUMPTION

Auto LPG

Unit: ML

QTD

-0.4% QoQ
+3.2% YoY

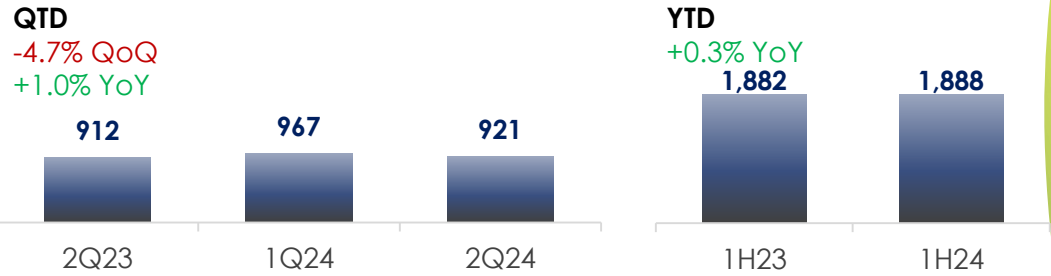


Household LPG

Unit: ML

QTD

-4.7% QoQ
+1.0% YoY

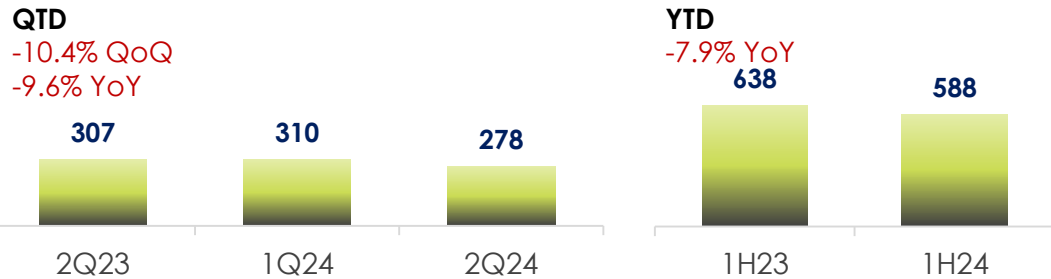


Industrial LPG

Unit: ML

QTD

-10.4% QoQ
-9.6% YoY



YTD

+2.1% YoY

YTD

+0.3% YoY

YTD

-7.9% YoY



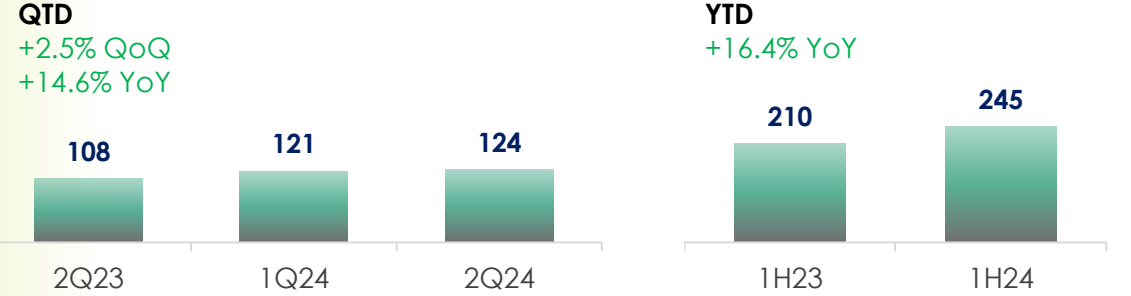
PTG LPG SALES VOLUME

Auto LPG

Unit: ML

QTD

+2.5% QoQ
+14.6% YoY

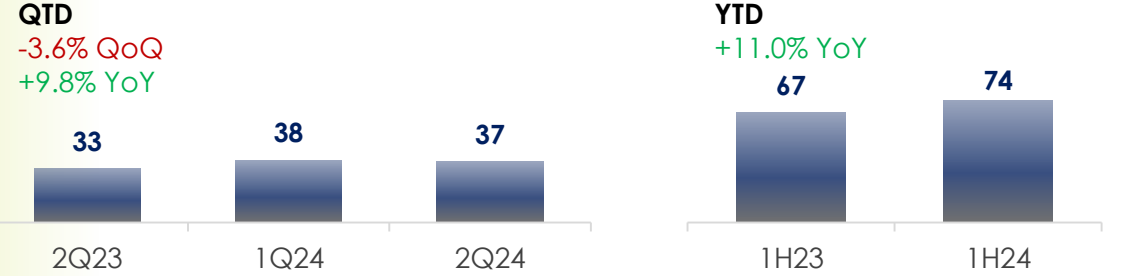


Household LPG

Unit: ML

QTD

-3.6% QoQ
+9.8% YoY

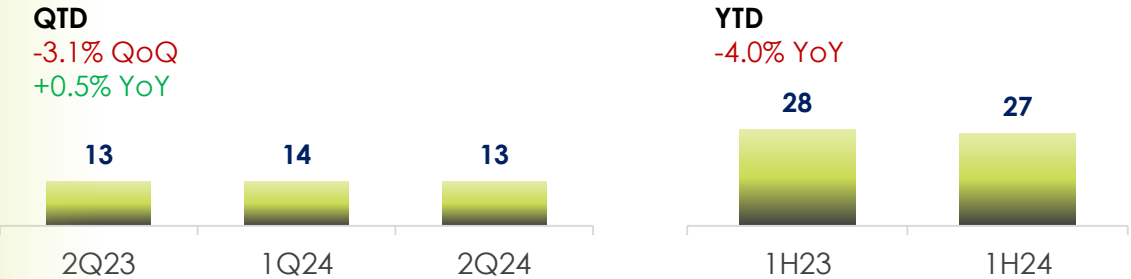


Industrial LPG

Unit: ML

QTD

-3.1% QoQ
+0.5% YoY



YTD

+16.4% YoY

YTD

+11.0% YoY

YTD

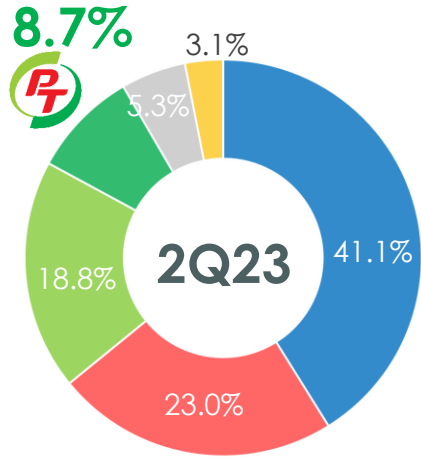
-4.0% YoY

2Q2024 | ALL SECTORS LPG MARKET SHARE

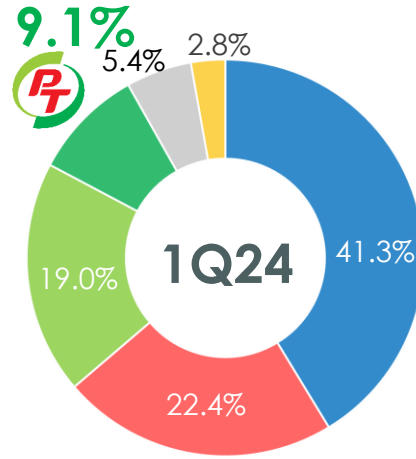
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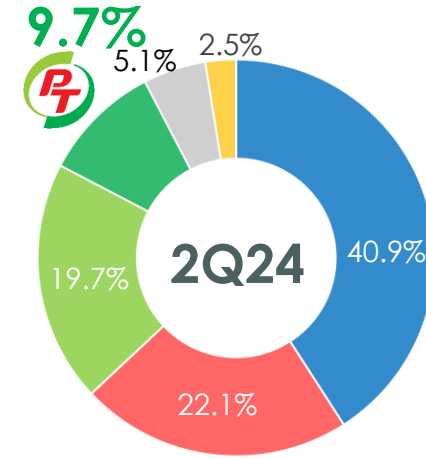
Unit: %



TOTAL
1,558 ML



TOTAL
1,628 ML

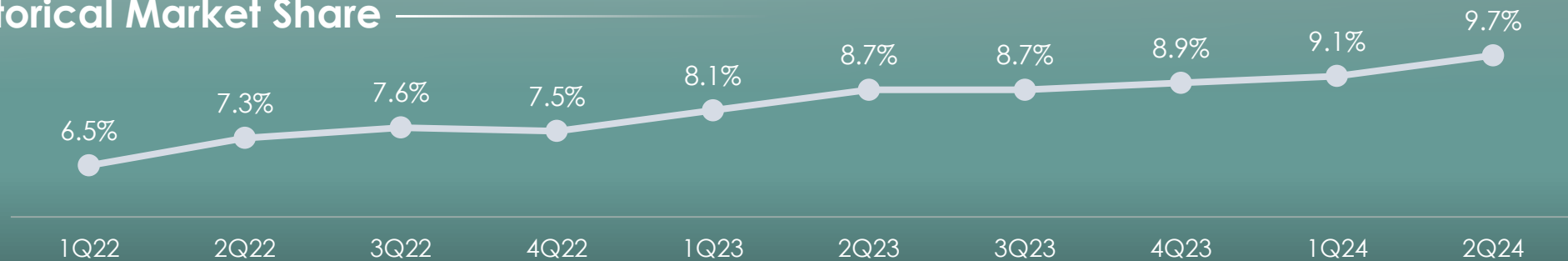


TOTAL
1,549 ML



Historical Market Share

Unit: %

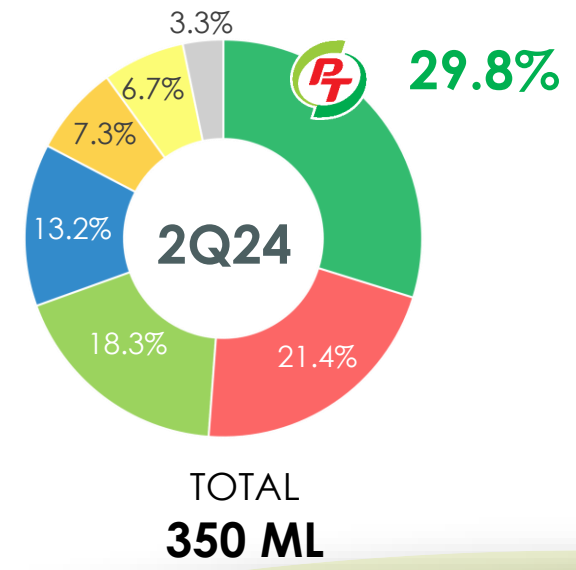
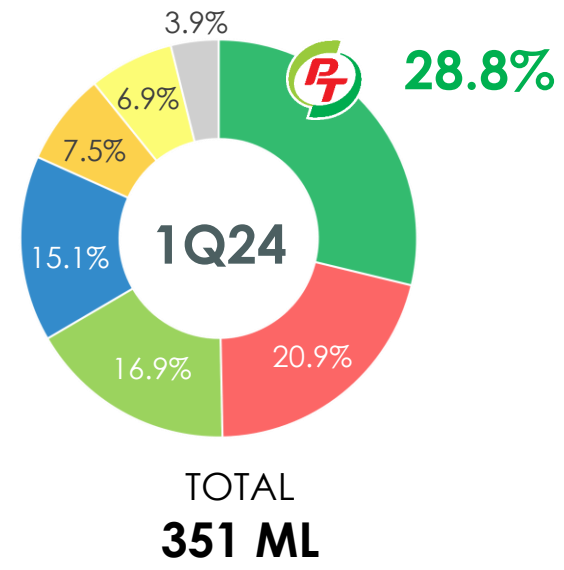
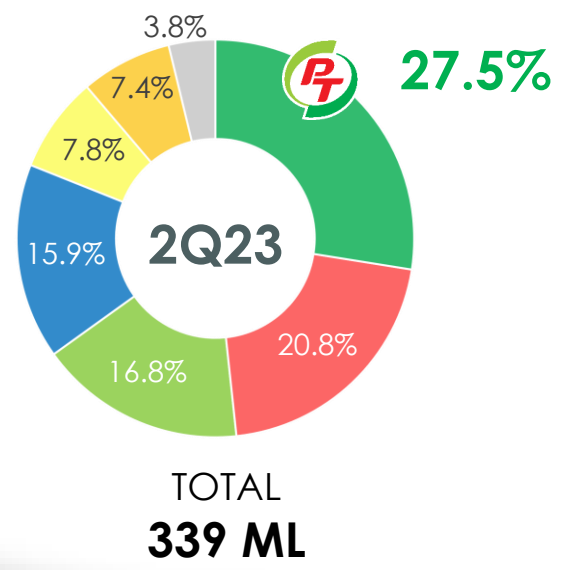


—●— All Sectors

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

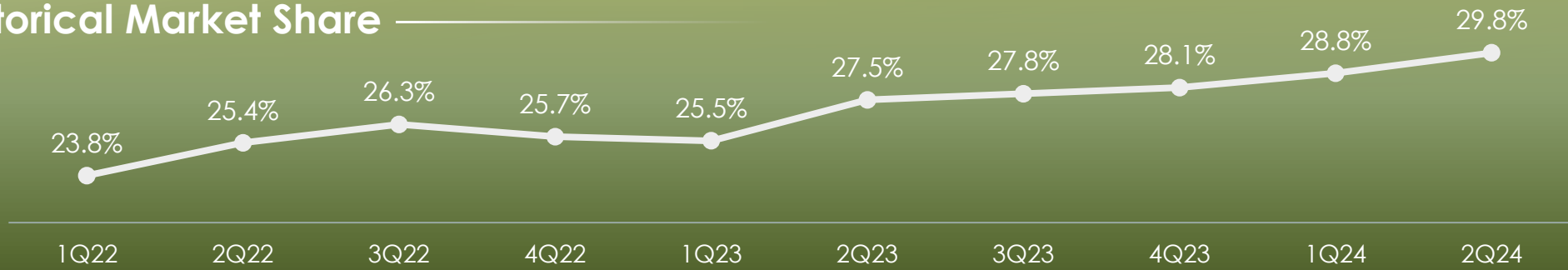
2Q2024 | AUTO SECTORS LPG MARKET SHARE

Unit: %



Historical Market Share

Unit: %



—●— Auto Sector

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

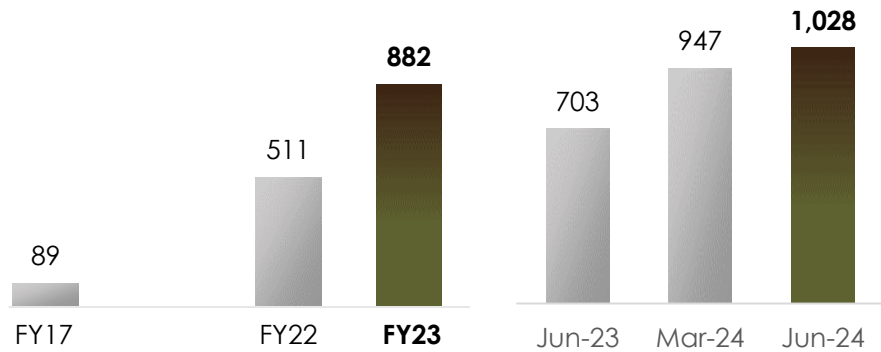


Punthai Touchpoints

Unit: Touchpoints

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

YTD:
+8.6% QoQ (+81)
+46.2% YoY (+325)



Touchpoint Breakdown

As of Jun'24

Franchise (Inside)

61
(5.9%)

Franchise (Outside)

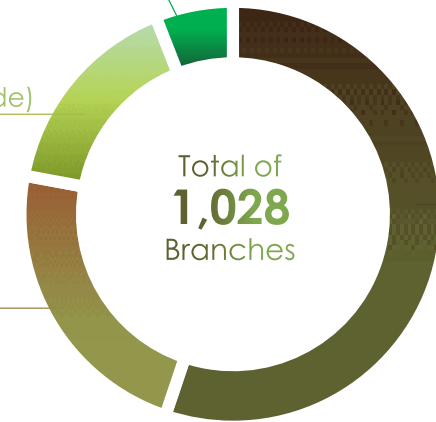
166
(16.1%)

Equity (Outside)

234
(22.8%)

Equity (Inside)

567
(55.2%)



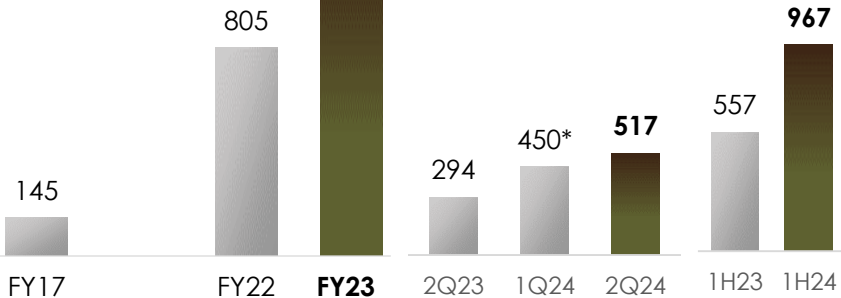
Punthai Sales

Unit: MB

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

QTD:
+14.9% QoQ
+76.2% YoY

YTD:
+73.7% YoY



Punthai Gross Profit

Unit: MB / %

GP %GP

57.5% 58.4% 54.0%

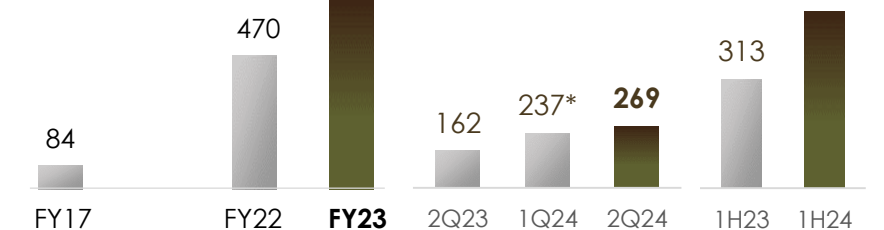
Growth:
41% 6-Year CAGR
+42.6% YoY

55.1% 52.7% 51.9%

QTD:
+13.3% QoQ
+66.2% YoY

56.2% 52.3%

YTD:
+61.7% YoY



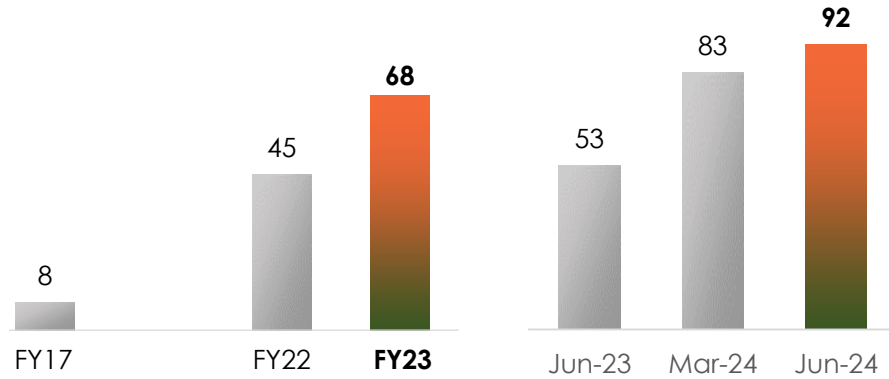
*Remark: Adjusted Punthai Business Performance in 1Q2024

AUTOBACS Touchpoints

Unit: Touchpoints

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

YTD:
+10.8% QoQ (+9)
+73.6% YoY (+39)



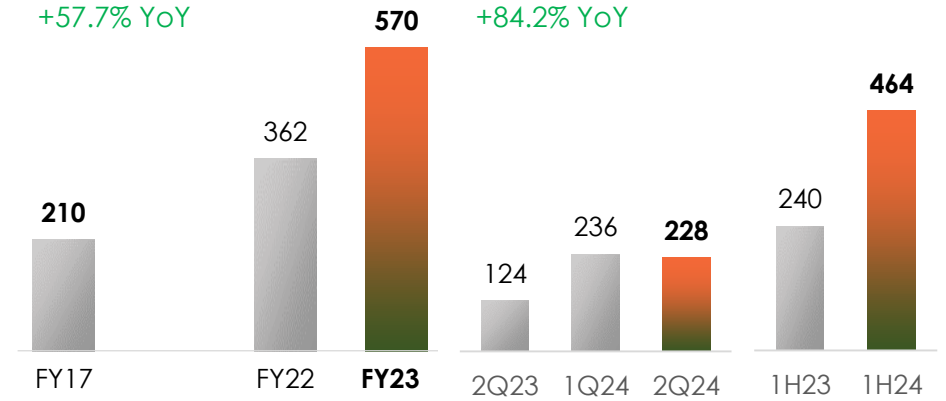
AUTOBACS Sales

Unit: MB

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

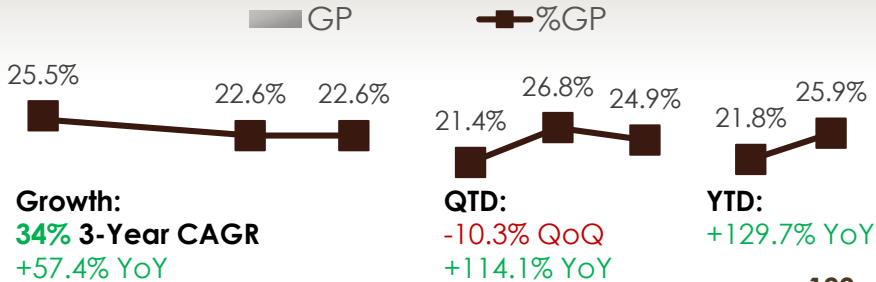
QTD:
-3.4% QoQ
+84.2% YoY

YTD:
+93.4% YoY



AUTOBACS Gross Profit

Unit: MB / %



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

QTD:
-10.3% QoQ
+114.1% YoY

YTD:
+129.7% YoY

AUTOBACS





FINANCIAL POSITION & RATIO

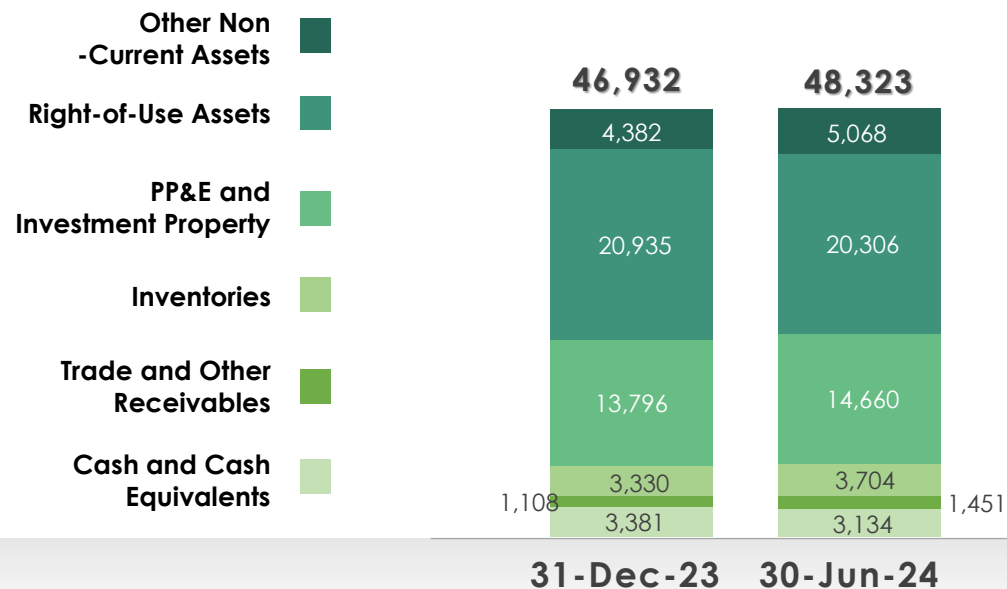


FINANCIAL POSITION

Prepared by
PTG IR Team

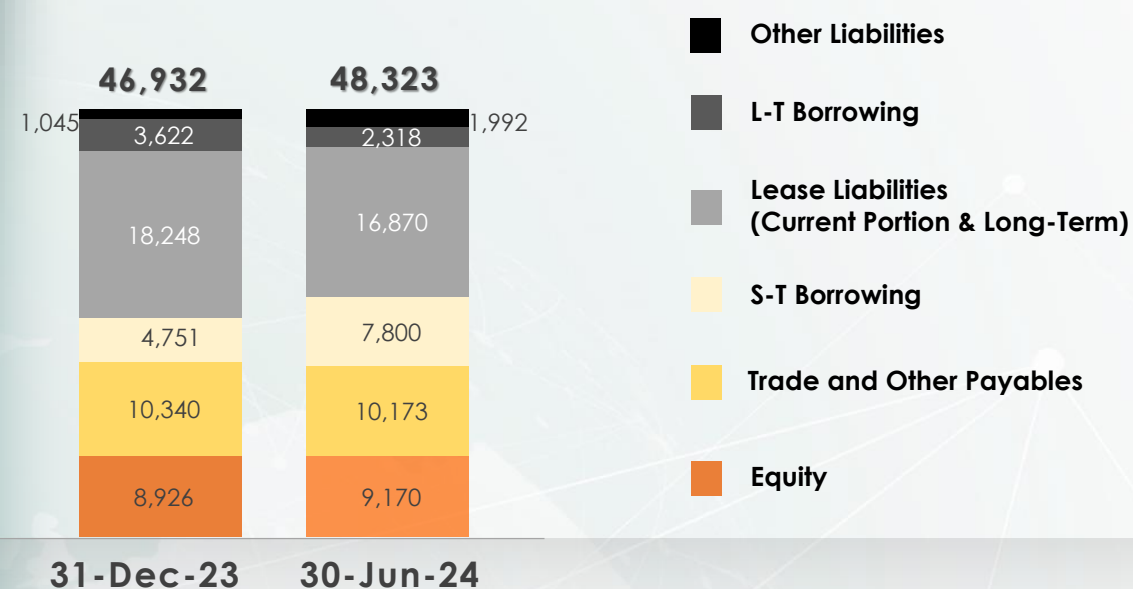


ASSETS



LIABILITIES & EQUITY

Unit: MB



The Total **Assets** increased was mainly from:

- (+) Property, Plant, and Equipment** increased by **867 MB** as a result of continued of Oil and Non-Oil touchpoints expansion
- (+) Investments in Joint Ventures** rose by **563 MB** from the investments in Paisan and Thai Paiboon Equipment
- (+) Inventories** growing by **374 MB** due to oil stock management in line with higher oil sales volume
- (-) Right-of-use Assets** declined by **629 MB** due to its amortization over a period of time.

The Total **Liabilities** increased largely attributable to:

- (+) Short-term Loans & Loans due within 1 year** grew by **3,049 MB** mainly from an increase in short-term borrowing of **1,900 MB** and the portion of loans due within 1 year increasing by **1,149 MB**, due to the reclassification of certain long-term debenture into current portion of debenture redemption within one year
- (-) Long-term Loans and Debentures** decreased by **1,304 MB** as a result of the aforementioned of debentures reclassification
- (-) Lease Liabilities** reduced by **545 MB**, which corresponds to the decrease in the right-of-use assets.

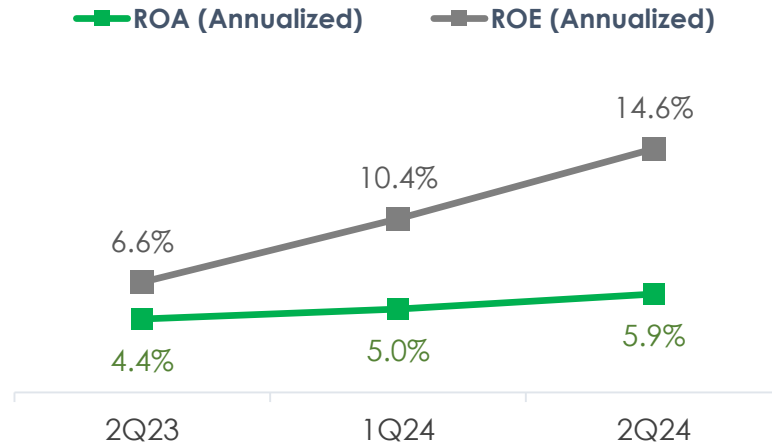
KEY FINANCIAL RATIO

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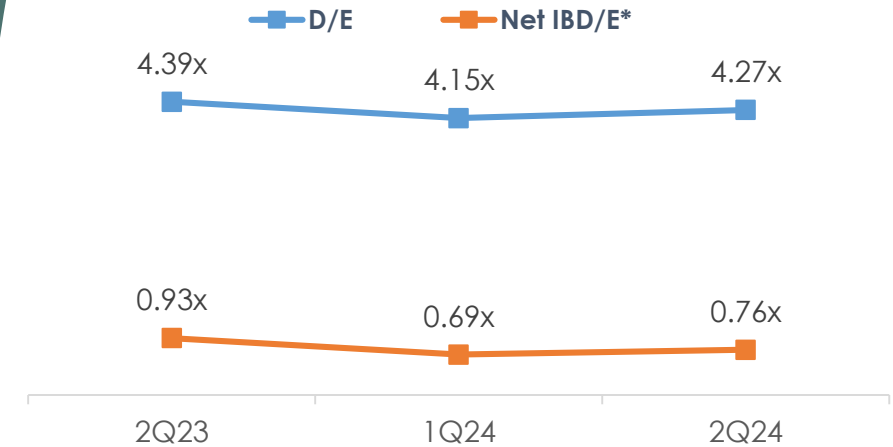
Profitability Ratio

Unit: %



Leverage Ratio

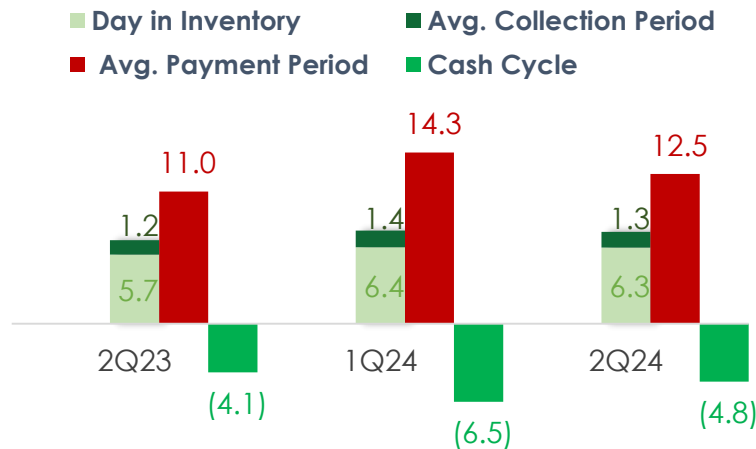
Unit: Times



*Net Interest Bearing Debt to Equity = Interest Bearing Debt - Cash and Cash Equivalent / Total Equity (For Covenant)

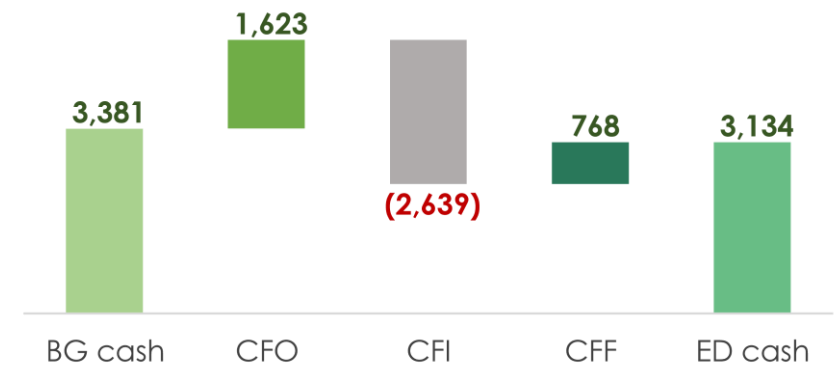
Operating Cycle

Unit: Days



Cash Flow

Unit: MB



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ESG

DEVELOPMENT



Solar Roof 111 Locations technology produces 772,428 kWh in 2Q2024,

- Self consumption reduce > **15 %** (3.3 MB)
- Reduce GHG : **306 tco2eq** or equivalent to planting **33,986** trees

Waste Management Business

- Municipal Solid Waste Eliminate **5,945** Ton
- Reduce GHG : **6,534** tco2eq

Promoting the Quality of Life in the Community

- 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 Nong Ya Subdistrict, Kanchanaburi Province.

Environmental sustainability

- The Company collaborated and signed an MOU with the Department of Marine and Coastal Resources, and the Thailand Mangrove Alliance to integrate cooperation from all sectors and focus on **the sustainable conservation and restoration of mangrove resources.**

Providing an excellent experience throughout the supply chain

- The Company **distributed 50,000 face masks** to PT Max Card members of all types who refueled at any PT station in the Northern region **due to PM 2.5 pollution affecting air quality.**



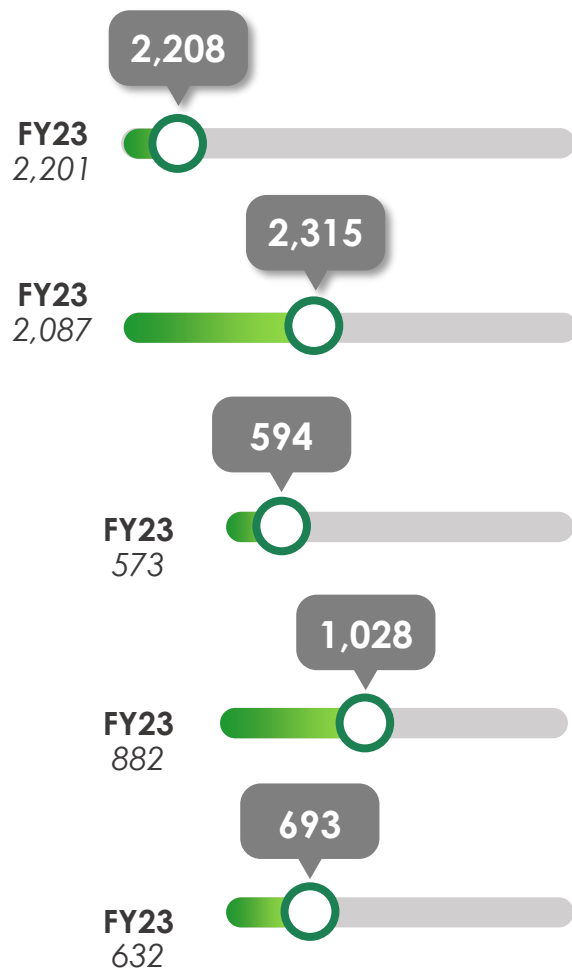


2024 OUTLOOK



2024E Network:

1H2024
ACTUAL



2024
TARGET

2,251
Oil Stations¹

2,981
Total Non-Oil
Touchpoints
(Revised Down)

738
LPG Business²
(Revised Down)

1,282
Punthai Branches

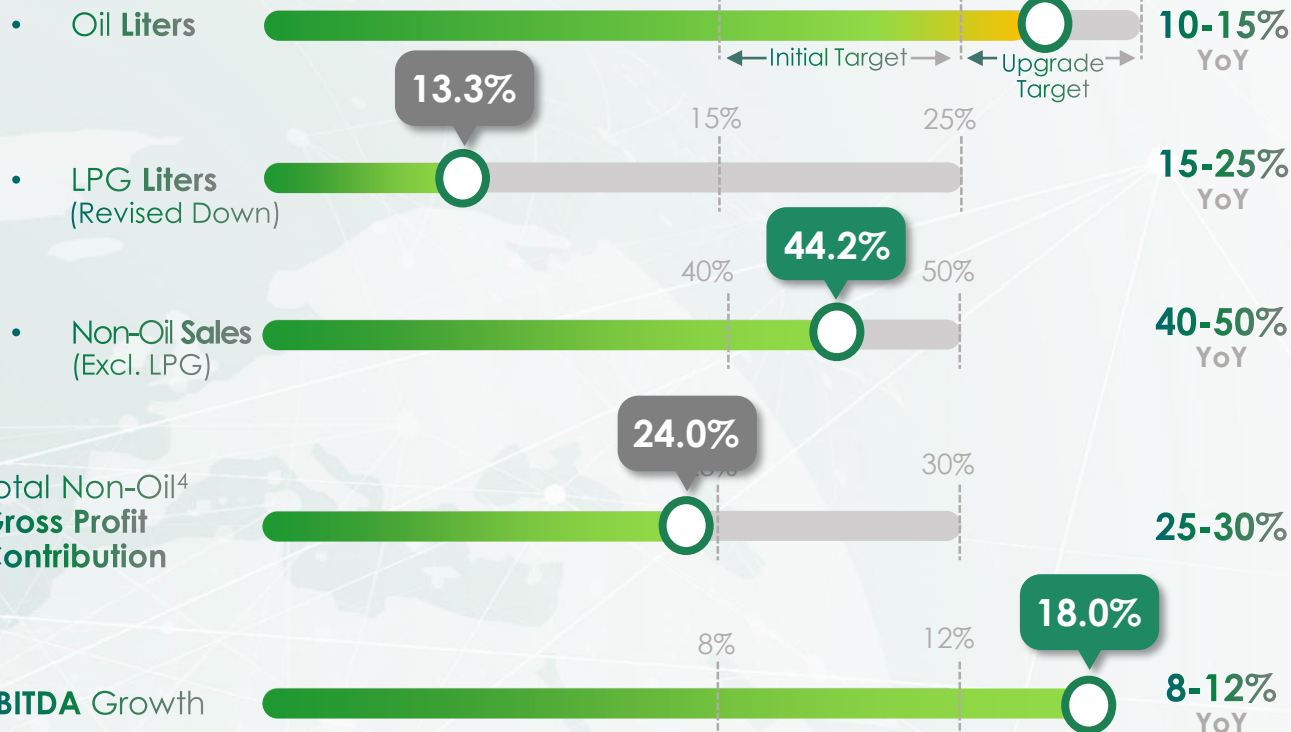
961
Other Non-Oil
Touchpoints³

2024E Performances

1H2024
ACTUAL

2024
TARGET

Sales Growth



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

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

2024 | TARGET CAPEX

Prepared by
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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#อยู่ดีมีสุข

INVESTOR RELATIONS CONTACT:



90 CW Tower A, 33rd Floor, Ratchadaphisek Road, Huaykwang, Bangkok, Thailand 10310



0 2168 3377-88 ext. 260, 274



ir@pt.co.th

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THANK YOU