

PTG Energy

Public Company Limited



Electric
by EGAT

พลังงานทดแทน

PUNITHAL COFFEE

TOUR:BUU
บริการลูกค้า

FREE
P.D.

Analyst Meeting

3Q2024

As of November 19, 2024

AGENDA

Prepared by
PTG IR Team



1 | 3Q2024
SNAPSHOT &
HIGHLIGHTS



2 | 3Q2024 & 9M2024
KEY PERFORMANCE

3 | FINANCIAL
STATEMENTS

4 | 2024
OUTLOOK

PTG #58 | SNAPSHOT

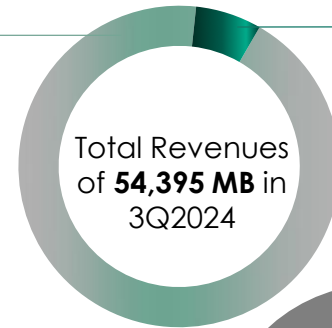
“Enriching the **Quality of Life, Well-Being** and **Contentedness** of the People We Serve”

| | | |
|--|---|--|
| 2,214 PT services station across nation | 21.5% Oil Market Share through station channel (1,543 ML ▲12.0% YoY) | >24 mn PT Max Card Members  |
| 1,878 Non-Oil Business Touchpoints (Excl. LPG) | 1,126  PUNTHAI Coffee Branches | 0.10 DPS for the 9M2024 operating period |
| 54,395 Revenue (MB) ▼5.8% QoQ ▲14.4% YoY | 3,532 Gross Profit (MB) ▼9.1% QoQ ▲15.8% YoY | 1,342 EBITDA (MB) ▼22.9% QoQ ▲10.7% YoY |

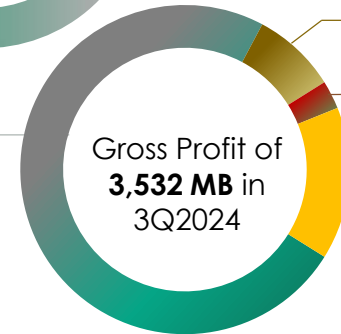
Remark: 1) Other Non- Oil Businesses include LPG, SAB, LUBE and others
2) Information as of September 2024



92.1% Oil Business
7.9% Non- Oil Businesses



73.9% Oil Business



8.3% PUNTHAI
2.8% Max Mart
15.0% Other Non- Oil Businesses¹

26.1% Gross Profit Contribution in Non-Oil Business

8 Current Businesses under Ecosystem

Trademarks



Oil Fuel & Retail



LPG



Renewable Energy & Investment



Food & Beverage



Auto Care & Maintenance

Trademarks



e-Money



Logistics



System & Equipment Management



3Q2024 | KEY HIGHLIGHTS

Prepared by
PTG IR Team



21.5% Oil Retail Market Share with a strong **12.0% YoY growth** in station channel sales—**growing despite the market's negative trend of -0.5% YoY.**



ATLAS has filed for SET listing, targeting LPG infrastructure expansion to capture new growth opportunities



PUNTHAI Expansion: Over 1,126 branches, launching the 'ThaiRicano' campaign with 100% Thai Arabica coffee, supporting local farmers and sustainability.



Autobacs: Expanded to 100+ branches, providing full-service automotive care nationwide and boosting Non-Oil revenue.



Elex by EGAT PT: Over 100 nationwide EV charging stations with DC Fast Charge every 200 km, supporting Thailand's EV growth.



HR Awards: Received two HR Asia awards for Best Company and "Diversity, Equity, Inclusion Awards", reflecting a commitment to a happy, sustainable workplace.



Solar Roof 147 Locations technology produces **1,592,667 kWh** in 3Q2024,

- Self consumption reduce > **15 %** (4.6 MB)
- Reduce GHG : **698 tco2eq** or equivalent to planting **77,564** trees

Waste Management Business

- Municipal Solid Waste Eliminate **2,499** Ton
- Reduce GHG : **7,954 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 Irun Subdistrict, Chon Buri Province.

Relief for flood-affected communities

- The Company and Petroleum Thai Corporation Limited ("PTC") had joined efforts in the relief operation to provide an assistance and **support to flood-affected communities in 3 northern provinces:** Chiang Rai, Phrae, and Nan, providing "PT" bottled drinking water (1.5 liters) directly to flood-affected communities.
- Atlas Energy Public Company Limited ("ATL") and PPP Green Complex Public Company Limited ("PPP") had provided 25 PT LPG cylinders and 20 cartons of Meesuk palm oil for cooking at the Disaster Relief Center and Donation Center, Squadron 416 (Chiang Rai), 41st Air Wing, Chiang Rai Province. This support reflects **the Company's commitment to its vision of 'Well-Being and Contentedness' in all aspects of life.**



3Q2024 & 9M2024 KEY PERFORMANCE





OIL BUSINESS OVERVIEW



OIL STATIONS

2,176 > 2,214* Stations

Oil COCO 1,828 > 1,858*

Oil DODO 348 > 356



30-Sep-23 30-Sep-24

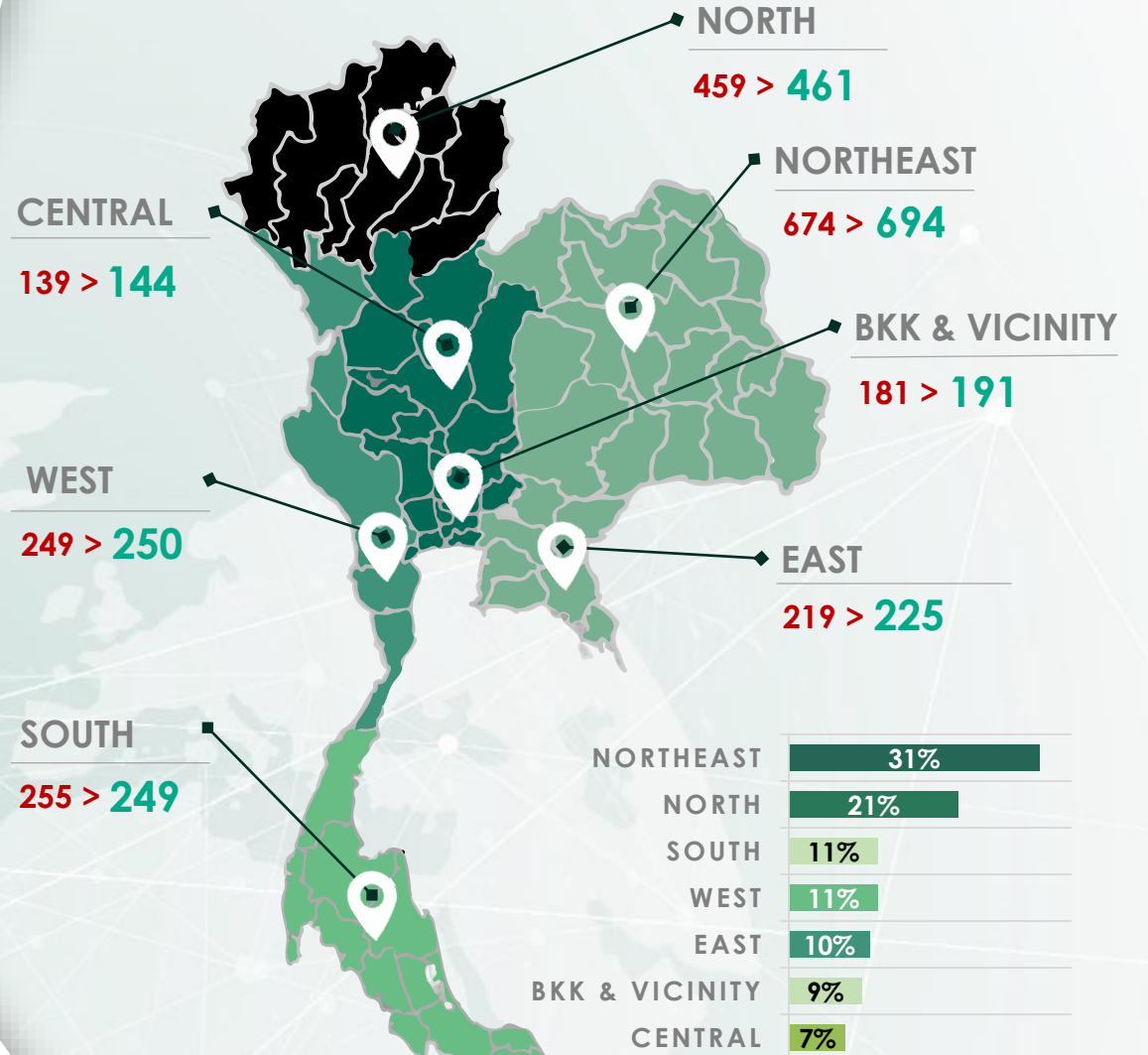
Source: The Company

REGIONAL DISTRIBUTION OF OIL STATIONS

Prepared by PTG IR Team



Unit: Stations



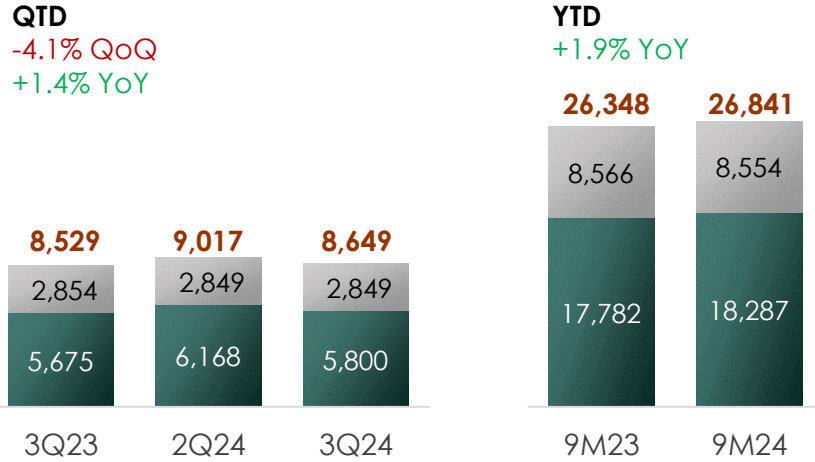
THAILAND OIL CONSUMPTION

All Channel Consumption

Unit: ML / %

QTD

-4.1% QoQ
+1.4% YoY

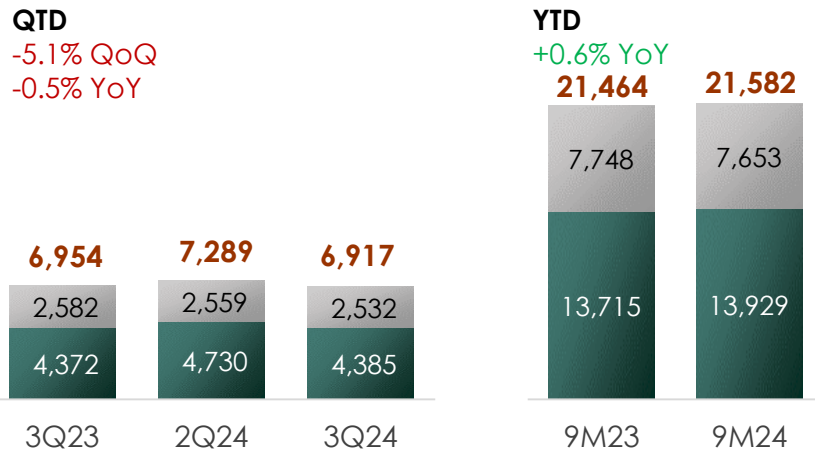


Retail Consumption

Unit: ML / %

QTD

-5.1% QoQ
-0.5% YoY



■ Diesel ■ Benzene

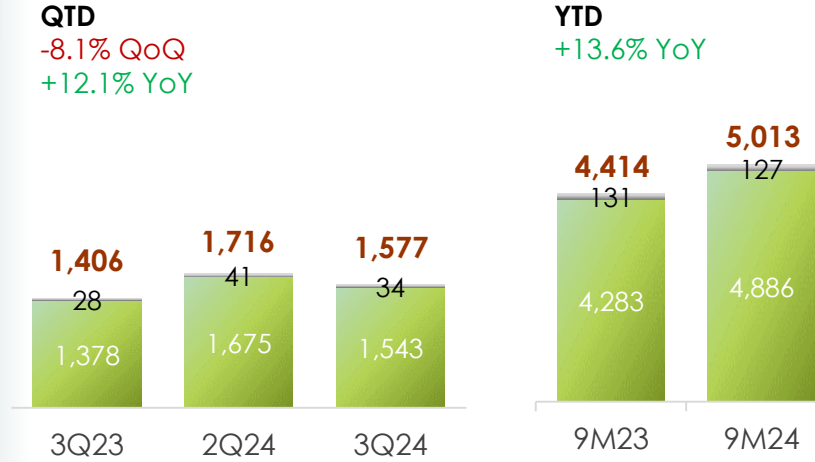
PTG OIL SALES VOLUME

Volume by Channel

Unit: ML / %

QTD

-8.1% QoQ
+12.1% YoY

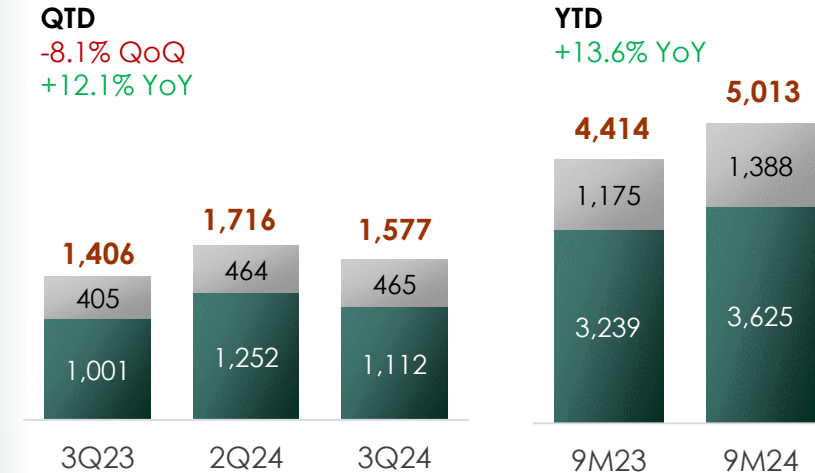


Volume by Product

Unit: ML / %

QTD

-8.1% QoQ
+12.1% YoY



■ Wholesales ■ Retails

3Q24:

Retails:

-7.8% QoQ, +12.0% YoY

Wholesales:

-18.9% QoQ, +17.9% YoY



Oil station expansion
in 3Q24 +1.7% YoY



SSS in 3Q24 +10.8% YoY

3Q24:

Diesel:

-11.2% QoQ, +11.1% YoY

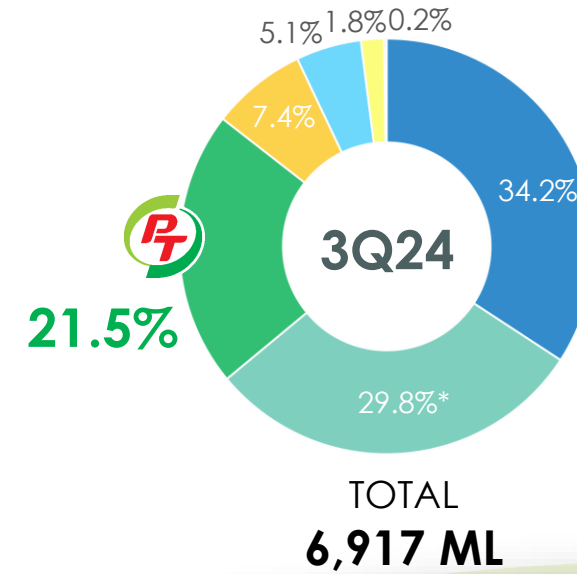
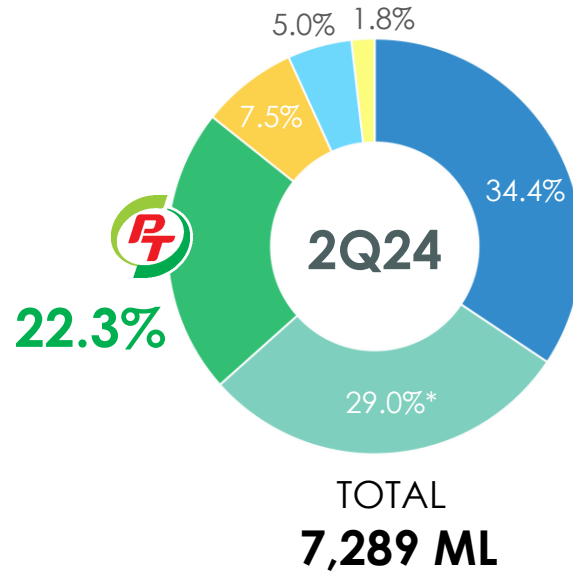
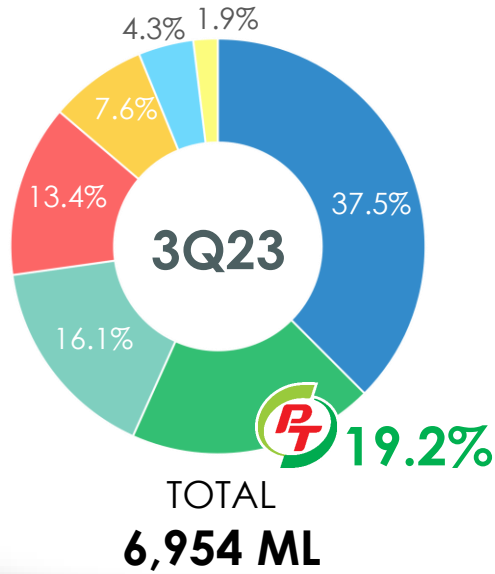
Benzene:

+0.1% QoQ, +14.8% YoY



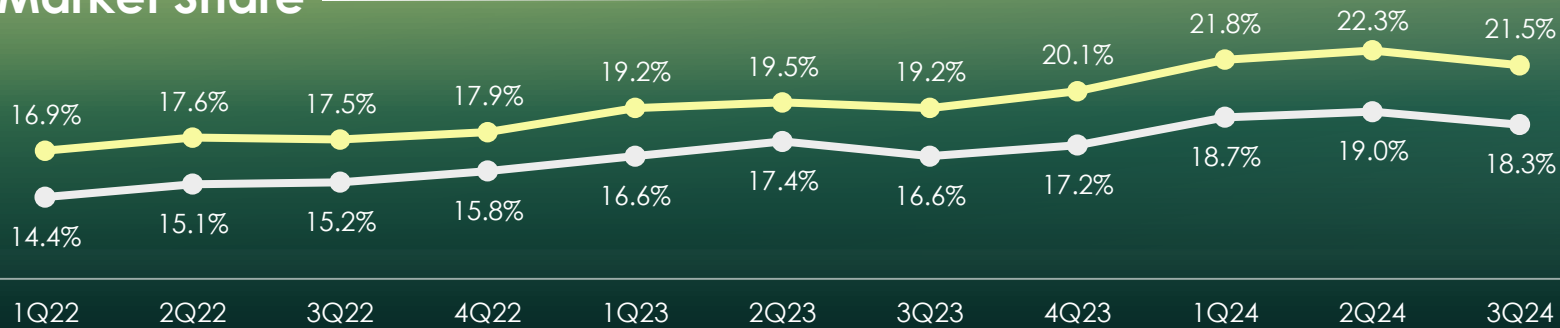
3Q2024 | OIL RETAIL MARKET SHARE

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

Prepared by
PTG IR Team



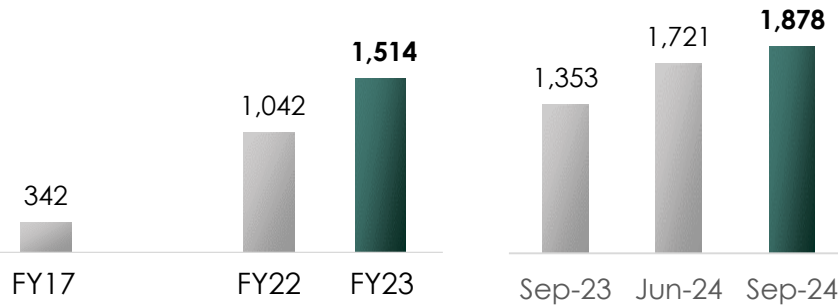
Non-Oil Touchpoints

(Excl. LPG Touchpoints)

Unit: Touchpoints

Growth:
34% 6-Year CAGR
+45.3% YoY

YTD:
+9.1% QoQ (+157)
+38.8% YoY (+525)



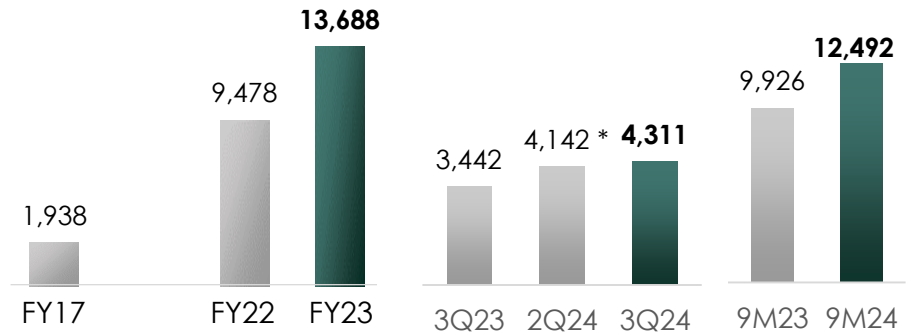
Non-Oil Revenue

Unit: MB

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

QTD:
+4.1% QoQ
+25.2% YoY

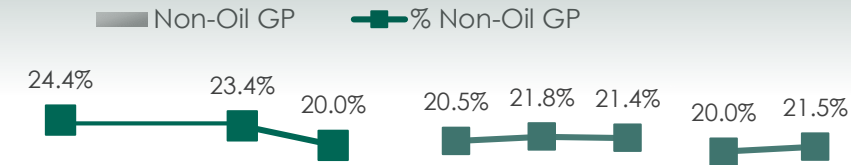
YTD:
+25.8% YoY



*Remark:
Adjusted Non-Oil
Business Performance
from 1Q2024 Onward

Non-Oil Gross Profit

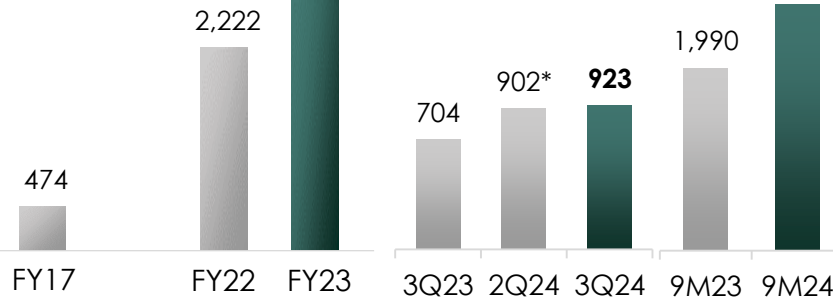
Unit: MB / %



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

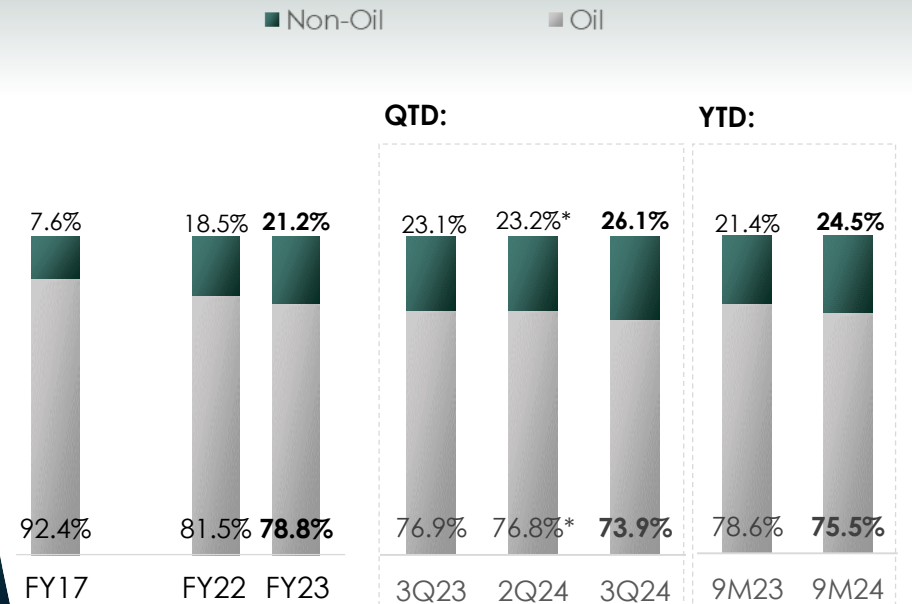
QTD:
+2.4% QoQ
+31.1% YoY

YTD:
+34.8% YoY



Gross Profit Contribution

Unit: %



*Remark:
Adjusted Non-Oil
Business Performance
from 1Q2024 Onward

*Remark:
Adjusted Non-Oil
Business Performance
from 1Q2024 Onward



NON-OIL BUSINESS

(Excl. LPG)

1,878 TOUCH POINTS



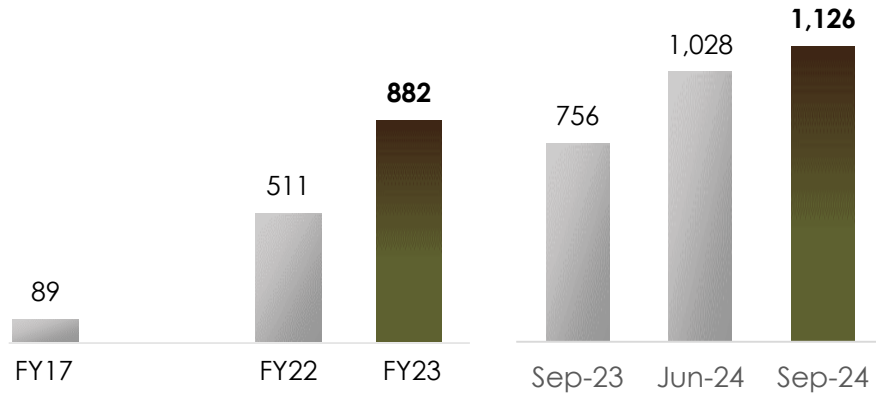


Punthai Touchpoints

Unit: Touchpoints

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

YTD:
+9.5% QoQ (+98)
+48.9% YoY (+370)



Touchpoints Breakdown

Franchise (Inside)

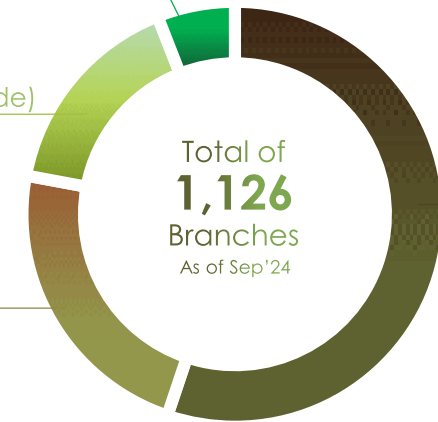
65
(5.8%)

Franchise (Outside)

185
(16.4%)

Equity (Outside)

268
(23.8%)



Equity (Inside)
608
(54.0%)

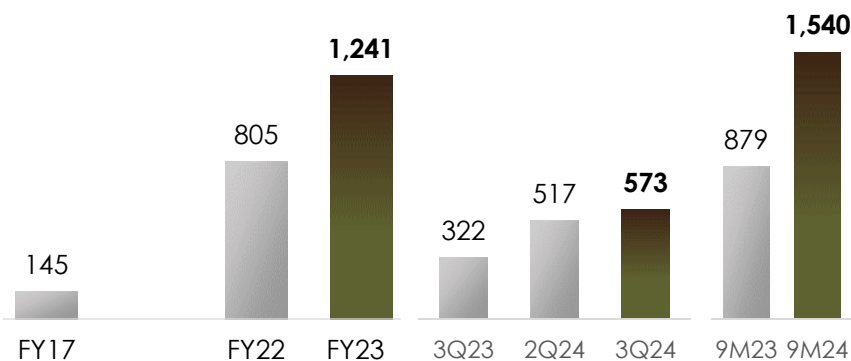
Punthai Sales

Unit: MB

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

QTD:
+10.7% QoQ
+77.6% YoY

YTD:
+75.1% YoY



Punthai Gross Profit

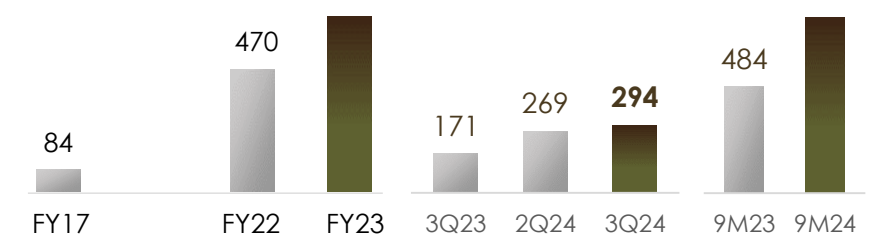
Unit: MB / %

GP %GP

57.5% 58.4% 54.0%
Growth:
41% 6-Year CAGR
+42.6% YoY

53.0% 51.9% 51.4%
QTD:
+9.5% QoQ
+72.1% YoY

55.0% 51.9%
YTD:
+65.4% YoY
800





สาขาใหม่ **บ้านใหม่ PT บ้านเอี่ยมสะแก**
อำเภอเมืองบุรีรัมย์ จังหวัดบุรีรัมย์ | 083-935-1710

สาขาใหม่ **ถนนเหล็กเมือง สุรินทร์**
อำเภอเมืองสุรินทร์ จังหวัดสุรินทร์ | 093-321-1585

สาขาใหม่ **ถนนประจักษ์ศิลปาคม**
อำเภอเมืองหนองคาย จังหวัดหนองคาย | 093-321-5743

สาขาใหม่ **อาคารริมนอนด์ ชั้น 1 (สุรนารี)**
เขตคลองเตย กรุงเทพมหานคร | 085-912-0101

สาขาใหม่ **เสียมคลองคั่นแฉง**
อำเภอท่าวังผา จังหวัดน่าน | 093-321-5773

สาขาใหม่ **บ้านใหม่ PT โพนทอง**
อำเภอเมืองอิน จังหวัดมหาสารคาม | 095-465-3949

สาขาใหม่ **บ้านใหม่ PT อุบลพรพิสัย 2**
อำเภออุบลพรพิสัย จังหวัดศรีสะเกษ | 093-321-5739

สาขาใหม่ **ฉัตรวิไลเลอ**
อำเภอหาดใหญ่ จังหวัดสงขลา | 099-098-4308

สาขาใหม่ **บ้านใหม่ PT เกียนดัด**
อำเภอสามพราน จังหวัดนครปฐม | 083-034-33

“จริงๆ อร่อยมาก”

“ไทยรักกัน ไม่หวาน 2 แก้วครับ”

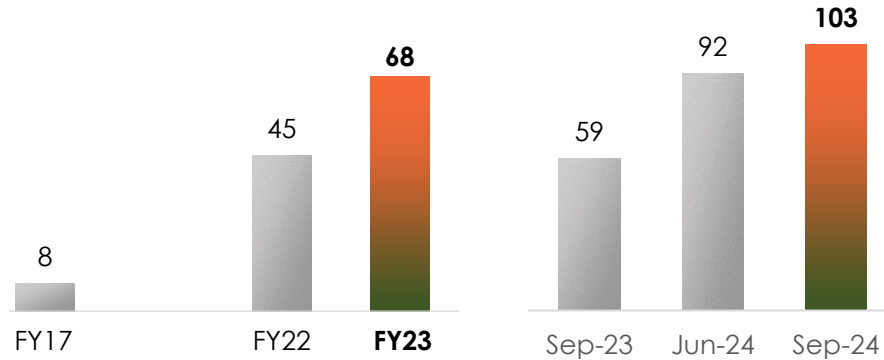
ร่วมทำแผ่นดินไทยธุรกิจเพื่อการพัฒนาอย่างยั่งยืน
หนึ่งในกลุ่มธุรกิจของเครือฯ พีทีจี เอ็นเนอยี จำกัด (มหาชน)

AUTOBACS Touchpoints

Unit: Touchpoints

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

YTD:
+12.0% QoQ (+11)
+74.6% YoY (+44)



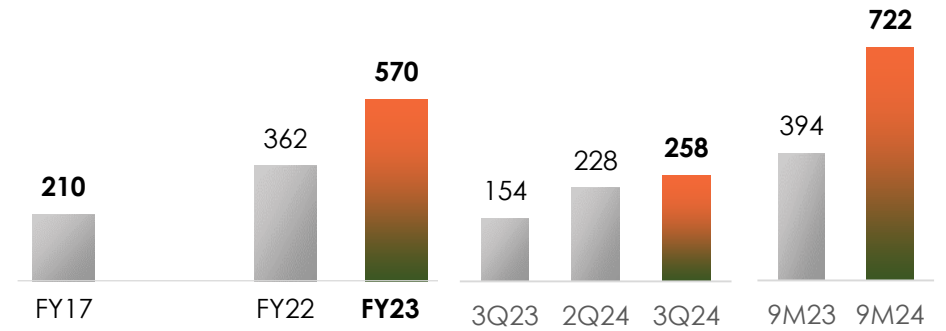
AUTOBACS Sales

Unit: MB

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

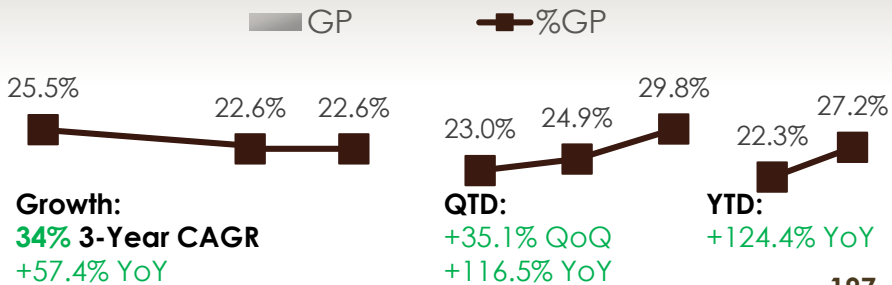
QTD:
+12.9% QoQ
+67.6% YoY

YTD:
+83.3% YoY



AUTOBACS Gross Profit

Unit: MB / %



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

QTD:
+35.1% QoQ
+116.5% YoY

YTD:
+124.4% YoY

AUTOBACS



AUTOBACS
JAPAN No.1
Auto Service

Celebrate
100
Branches
อโตะแบคส์ ฉลอง 100 สาขา



เรื่องจริง อธิบาย
“เรื่องความจริงใจเชื่อมั่นได้ทุกบริการ”

AUTOBACS
JAPAN No.1
Auto Service



สายไหม ปากซอย 74
062-5971442 / 062-5971484

AUTOBACS
JAPAN No.1
Auto Service



หาดใหญ่ 2 คอหงส์
062-5971673 / 062-5972613

AUTOBACS
JAPAN No.1
Auto Service



พื้ที แพรกษา 1
093-3211560 / 093-3211563

AUTOBACS
JAPAN No.1
Auto Service

พร้อมให้บริการแล้ว
อโตะแบคส์
โลตัส ซิตีพาร์ค บางพลี



061-029-2336 / 093-321-1568

AUTOBACS
JAPAN No.1
Auto Service

ยางแบรนด์ชั้นนำ
2 แคม 2
ตัว!! จำนวนจำกัด

เฉพาะสาขาโลตัส ซิตีพาร์ค บางพลี เท่านั้น
1-3 พฤศจิกายน 2567



รับประกัน **1 ปี**
หรือ 25,000 กม.

AUTOBACS
JAPAN No.1
Auto Service

ลด 40%
เฉพาะรุ่นที่ร่วมรายการ

เฉพาะสาขาโลตัส ซิตีพาร์ค บางพลี เท่านั้น



รับประกัน **1 ปี**
หรือ 25,000 กม.

AUTOBACS
JAPAN No.1
Auto Service

น้ำมันเครื่องสังเคราะห์แท้
ฟรี!! ✓ค่าแรง ✓ใส่กล่อง ✓แทนของ

ลด 50%

เฉพาะสาขาโลตัส ซิตีพาร์ค บางพลี เท่านั้น



หมดเขต 10 พฤศจิกายน 2567



FINANCIAL STATEMENTS



INCOME STATEMENTS

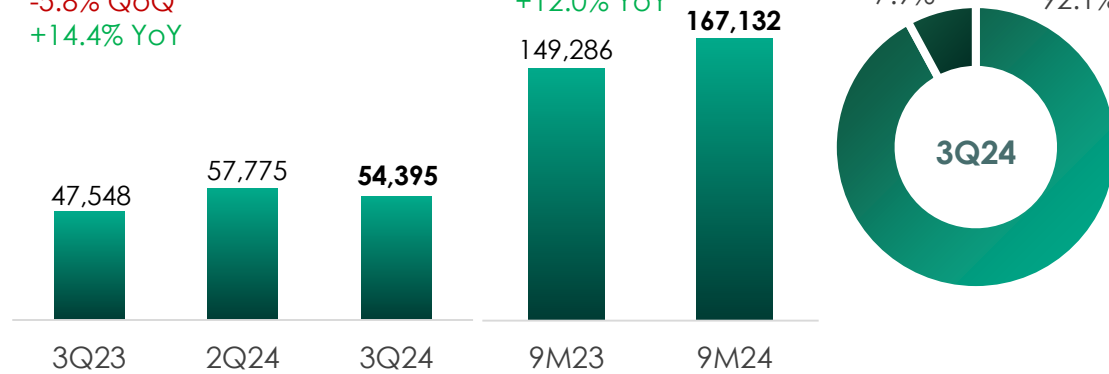
Revenue

Unit: MB / %

QTD:
-5.8% QoQ
+14.4% YoY

YTD:
+12.0% YoY

Non-Oil*, 7.9%
Oil, 92.1%



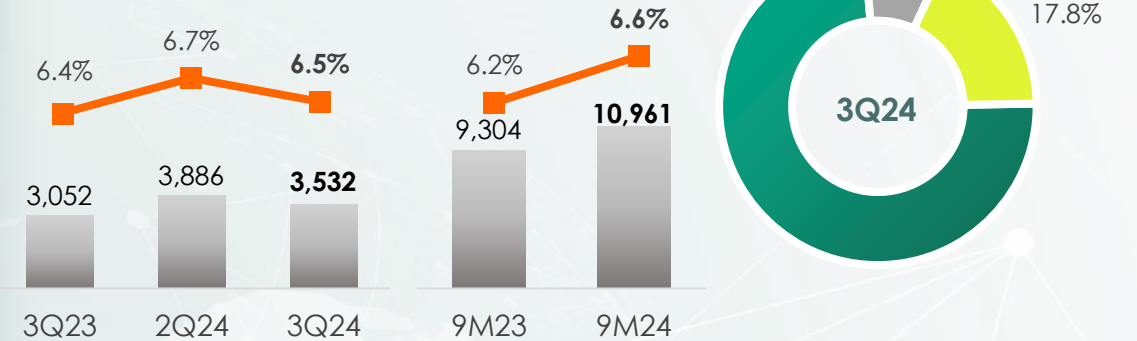
Gross Profit

Unit: MB / %

QTD:
-9.1% QoQ
+15.8% YoY

YTD:
+17.8% YoY

Oil, 73.9%
PUN, 8.3%
Others, 17.8%

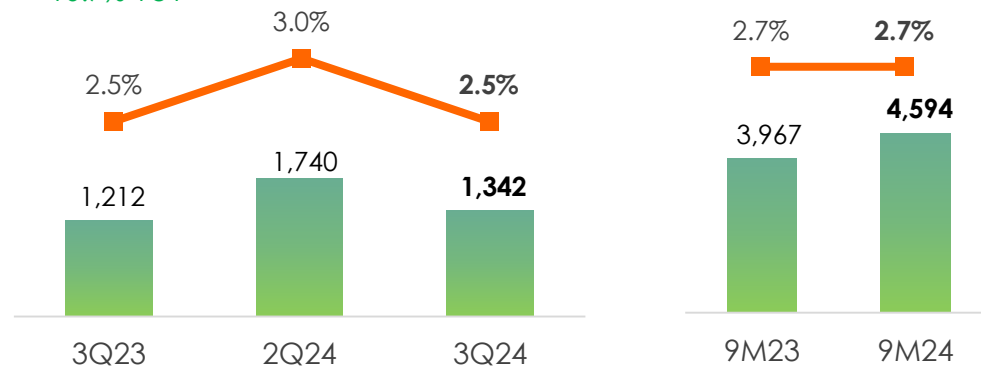


EBITDA

Unit: MB / %

QTD:
-22.9% QoQ
+10.7% YoY

YTD:
+15.8% YoY

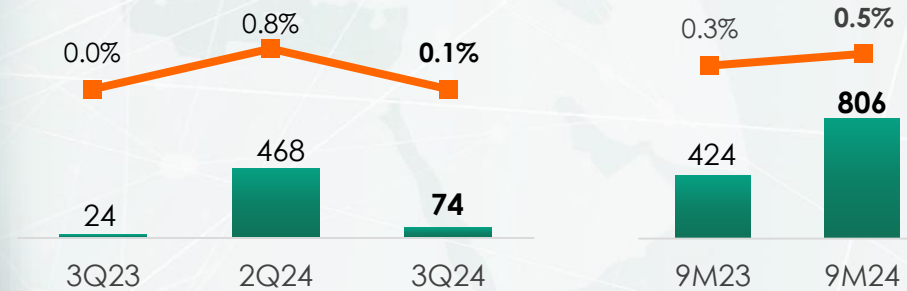


Net Profit

Unit: MB / %

QTD:
-84.2% QoQ
+211.3% YoY

YTD:
+90.1% YoY



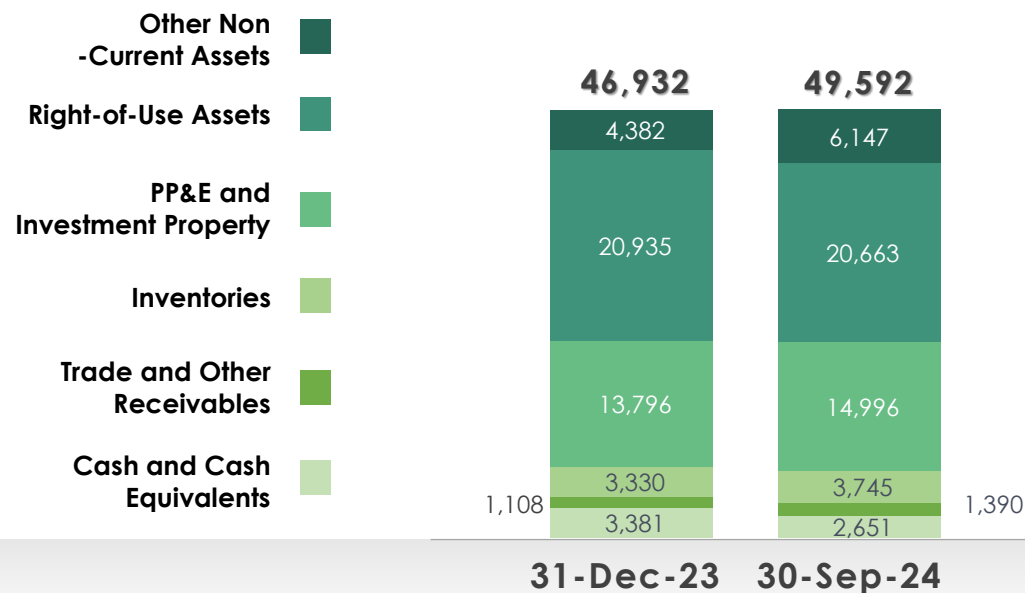
*Remark: Adjusted Non-Oil Business (which includes LPG, Logistics, CVS, F&B, Lubricant and other incomes) performance from 1Q2024 onward

FINANCIAL POSITION

Prepared by
PTG IR Team

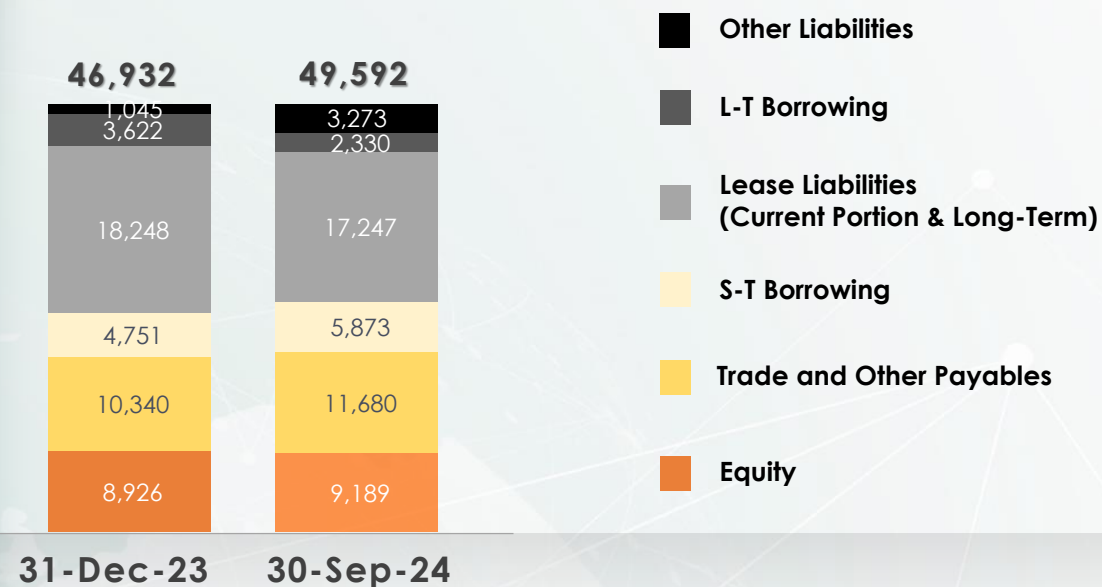


ASSETS



LIABILITIES & EQUITY

Unit: MB



The Company had **Total Assets** of 49,592 MB, an increase of 2,660 MB or 5.7% from the end of last year. This growth was primarily driven by:

(+) Land, Buildings, and Equipment, which rose by 1,794 MB due to the continuous expansion of branches in the Company's Oil and Non-Oil businesses, and

(+) Investments in Joint Ventures, which increased by 978 MB due to investments in Paison Capital Co., Ltd. ("Paison") and Thai Paiboon Equipment Co., Ltd. ("TPB").

Total Liabilities were 40,403 MB, an increase of 2,397 MB or 6.3% from the end of 2023. This rise was mainly due to:

(+) Short-Term Loans and Current Portion of Long-Term Debt, driven by an additional 1,322 MB in short-term loans and overdrafts from financial institutions, along with a 1,149 MB increase in bonds due within one year following the reclassification of certain long-term bonds as current liabilities.

(+) Trade and Other Payables, also increased by 1,340 MB, or 13.0% from the end of last year, consistent with the higher oil sales volume, partially offset by a decrease in

(-) Long-Term Loans and Long-Term Bonds, which declined by 1,292 MB.

Shareholders' equity was 9,189 MB, an increase of 263 MB or 2.9% from the end of last year, reflecting improved operating results during the period.

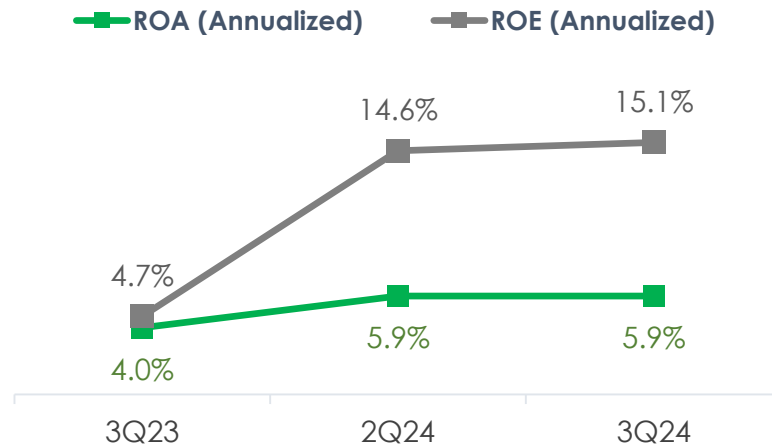
KEY FINANCIAL RATIO

Prepared by
PTG IR Team



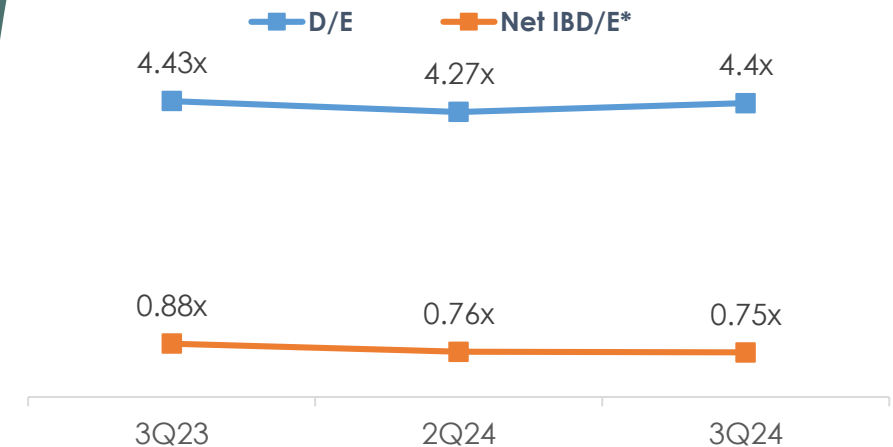
Profitability Ratio

Unit: %



Leverage Ratio

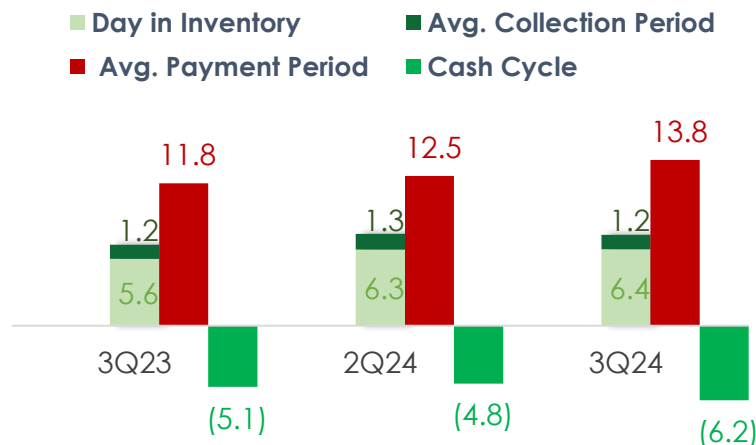
Unit: Times



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

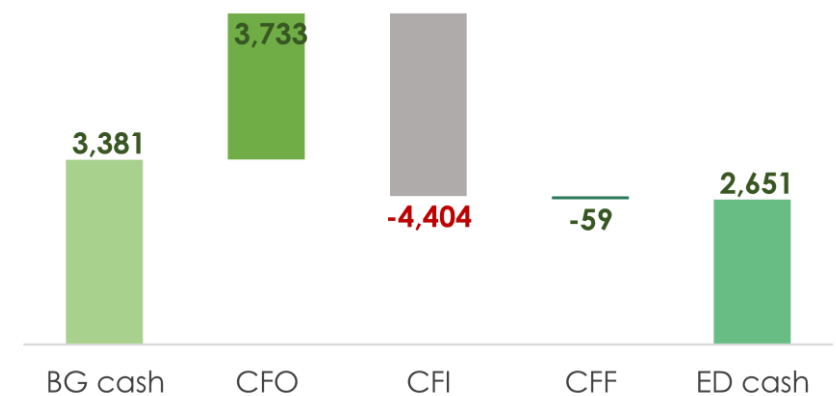
Operating Cycle

Unit: Days



Cash Flow

Unit: MB





Dividend Policy :

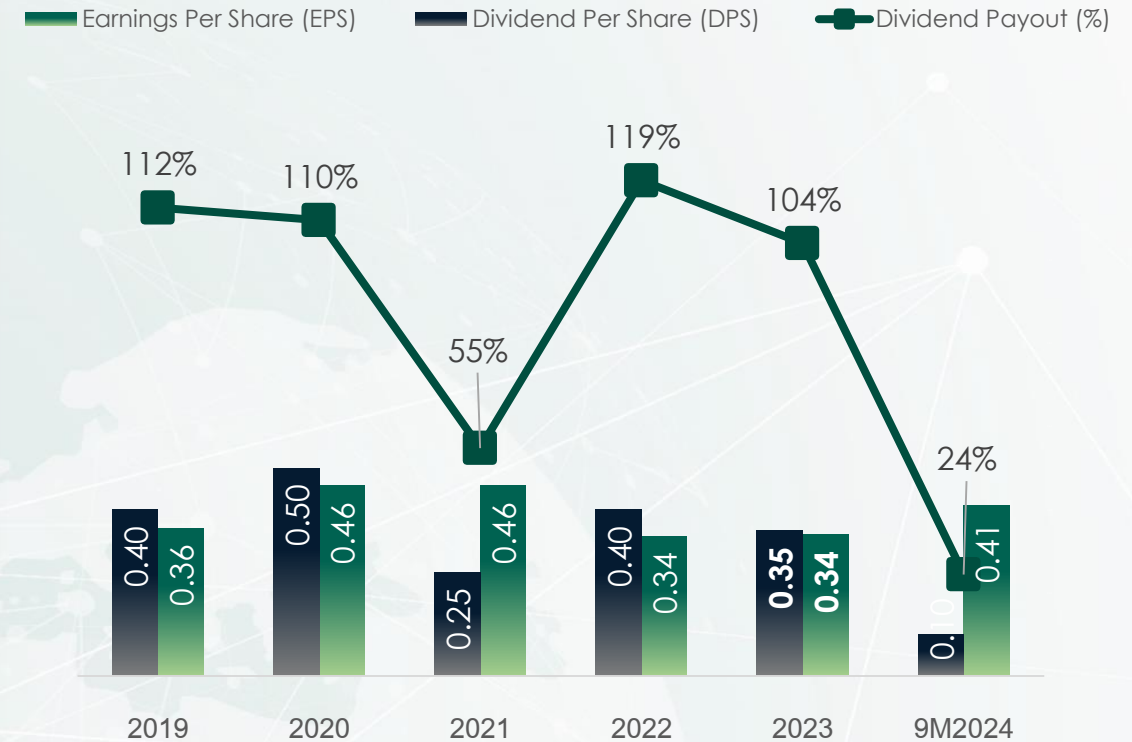
Pay no less than **30%** of net profit according to the separate Financial Statements after taxes, legal reserve, and other reserves (if any).



BOD Resolutions :

The Board of Directors (BOD) has approved a proposal for a dividend payment of THB 0.10 per share for the nine-month operating period. With 1,670 million shares, this results in a total dividend distribution of 167 million baht, representing a payout ratio of 24.4%.

Historical Dividend Payment:



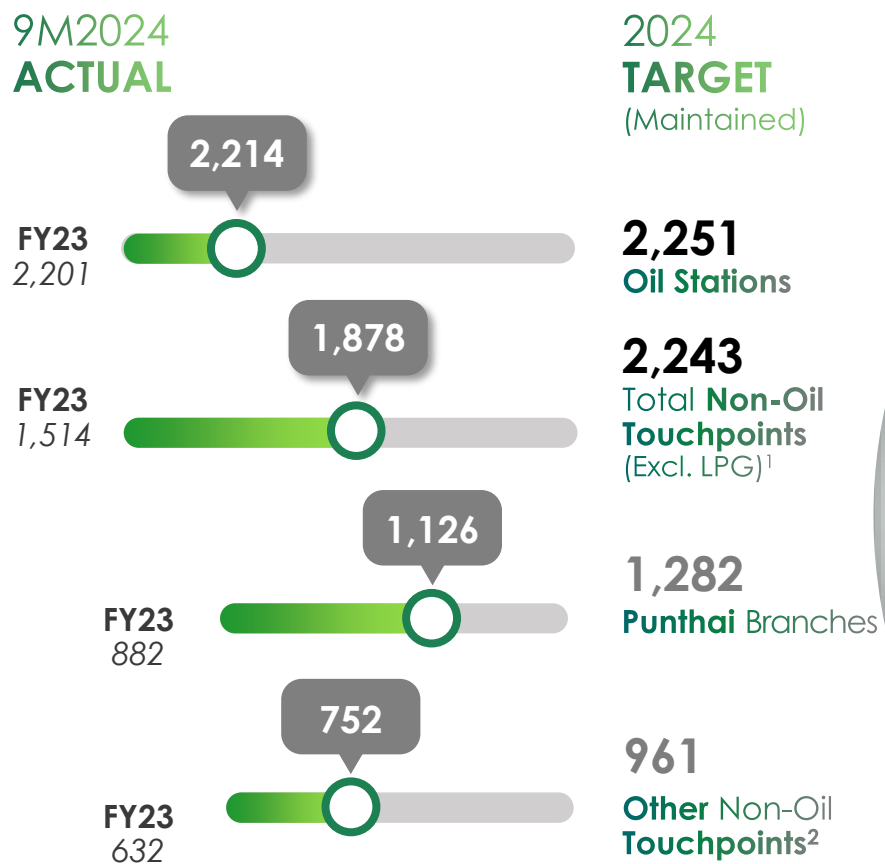
Notes:

- However, the dividend payment is subject to change depending on operating performance, financial position, liquidity, the need for working capital, investment and business expansion plans, market conditions, suitability, and other factors relating to the Company's operations and management. This is reliant upon the Company having adequate capital for business operations as determined by the Board of Directors and/or the shareholders.



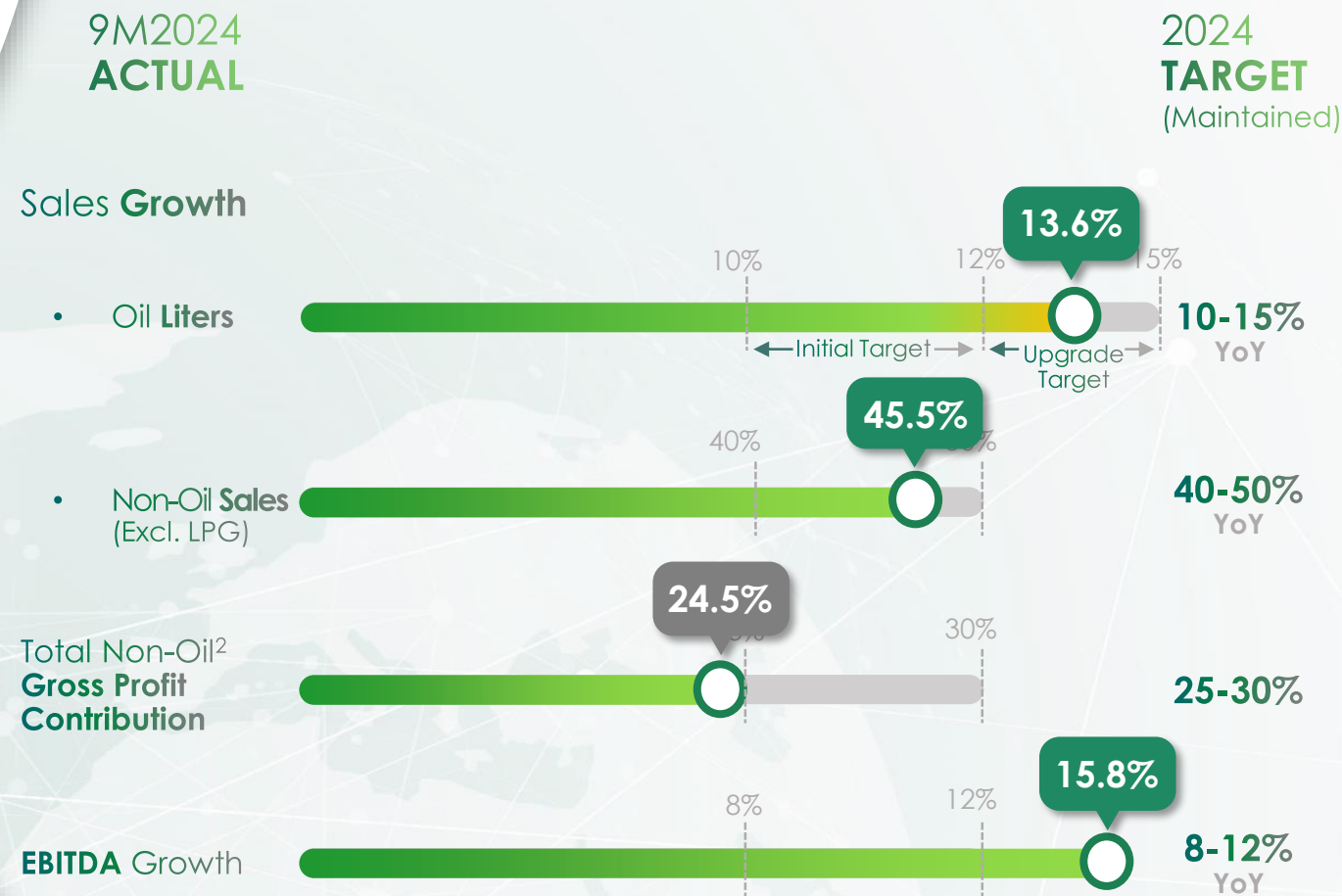
2024 OUTLOOK

2024E Network:



Source: The Company Estimates
Remarks:
1) Based on ATL's Form 69-1 the number of Gas Shop touchpoints and Auto LPG Stations were stood at 288 and 234 touchpoints respectively as of 1H2024.
2) Other Touchpoints include Max Mart, Coffee World, Autobacs, Max Camp, Maxniron Lube Change, and EV Charging Station
3) Non-Oil includes LPG, Logistics, CVS, F&B, Lubricant and other incomes.

2024E Performances



Initial Target Upgrade Target

2024 | TARGET CAPEX

Prepared by
PTG IR Team



TOTAL TARGET

4,000 – 5,000 MB



OIL

1,000 – 1,500 MB



PUNTHAI

500 – 1,000 MB



OTHER NON-OIL

1,500 – 2,000 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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3Q2024 Analyst Meeting
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