

# PTG Energy

Public Company Limited



Opportunity Day

# 3Q2024

As of November 21, 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

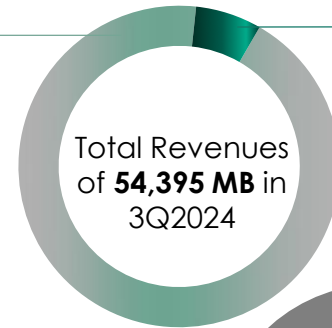
“Enriching the **Quality of Life, Well-Being** and **Contentedness** of the People We Serve”

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

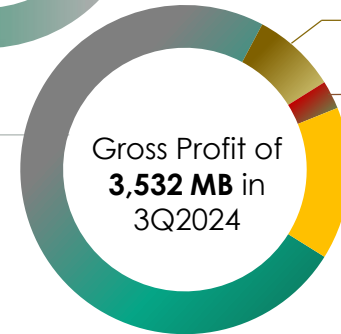


**92.1%** Oil Business



**7.9%** Non- Oil Businesses

**73.9%** Oil Business



**8.3%** PUNTHAI  
**2.8%** Max Mart  
**15.0%** Other Non- Oil Businesses<sup>1</sup>

**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.

# 3Q2024 | ESG DEVELOPMENT

Prepared by  
PTG IR Team



**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

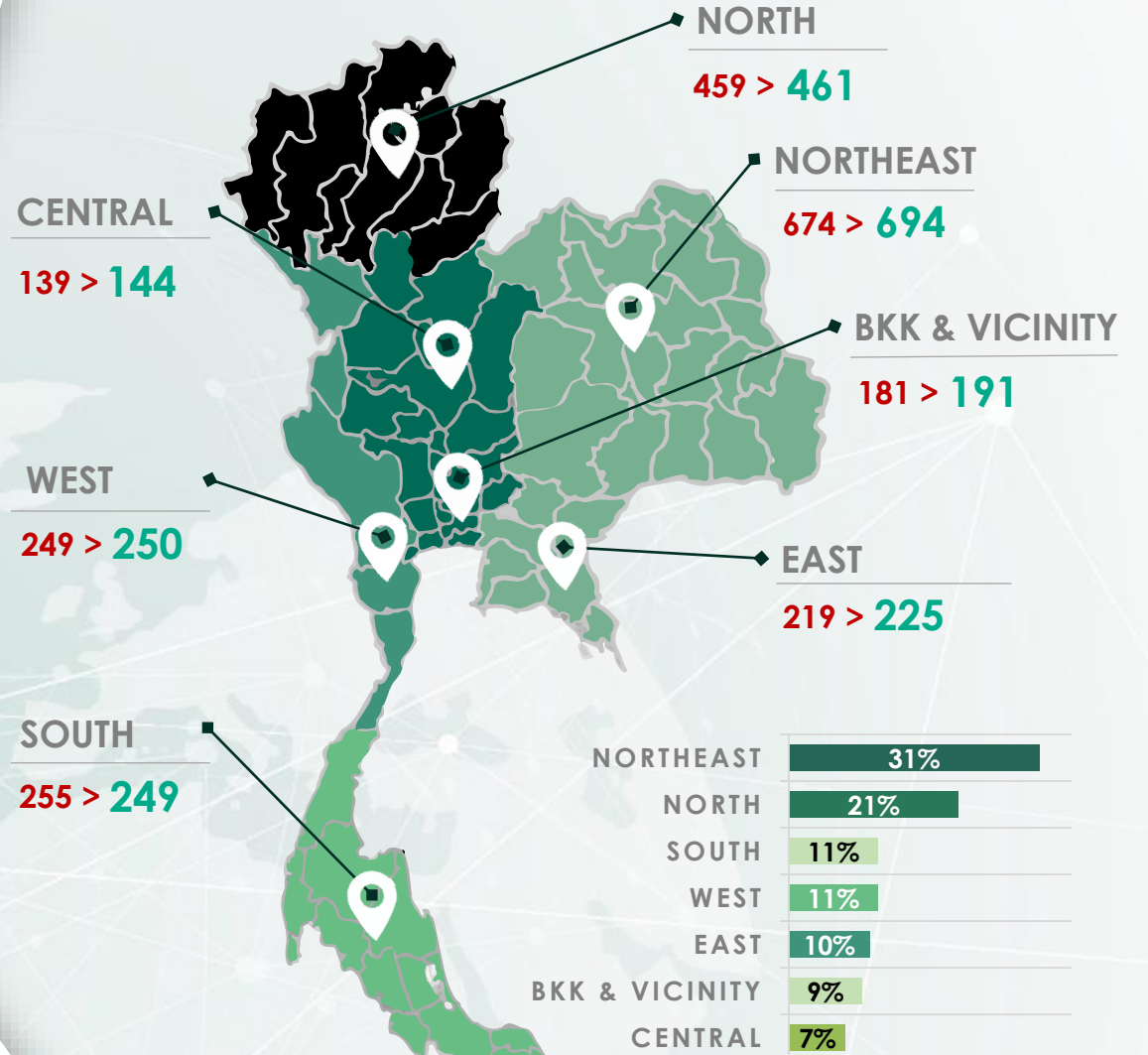
Source: The Company

## REGIONAL DISTRIBUTION OF OIL STATIONS

Prepared by PTG IR Team



Unit: Stations





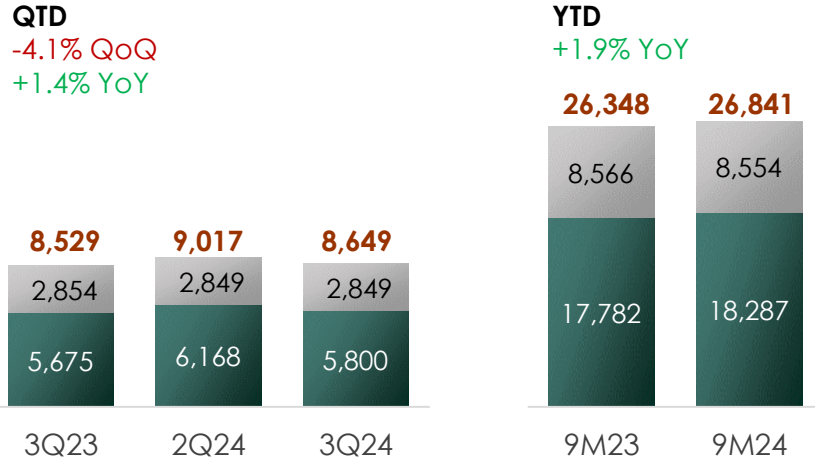
# THAILAND OIL CONSUMPTION

## All Channel Consumption

Unit: ML / %

QTD

-4.1% QoQ  
+1.4% YoY

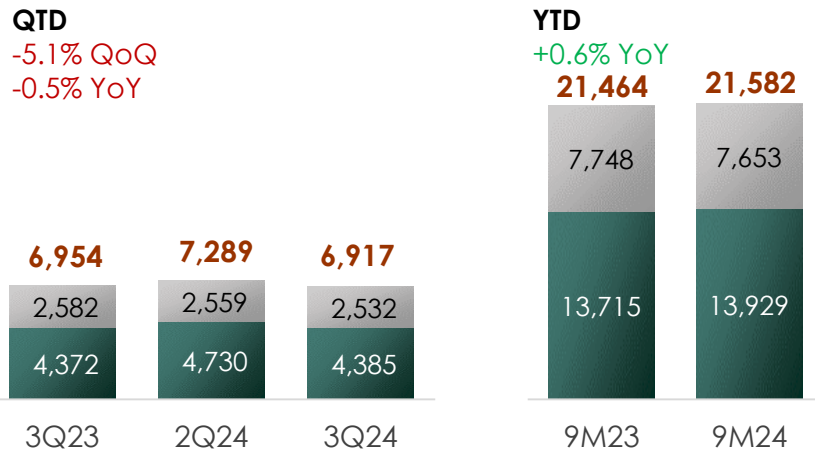


## Retail Consumption

Unit: ML / %

QTD

-5.1% QoQ  
-0.5% YoY



■ Diesel ■ Benzene

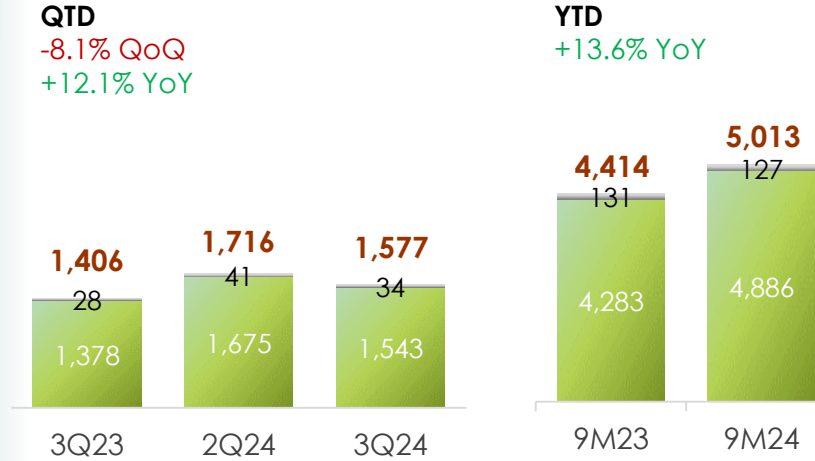
# PTG OIL SALES VOLUME

## Volume by Channel

Unit: ML / %

QTD

-8.1% QoQ  
+12.1% YoY



YTD

+13.6% YoY

3Q24:

Retails:

-7.8% QoQ, +12.0% YoY

Wholesales:

-18.9% QoQ, +17.9% YoY



Oil station expansion  
in 3Q24 +1.7% YoY



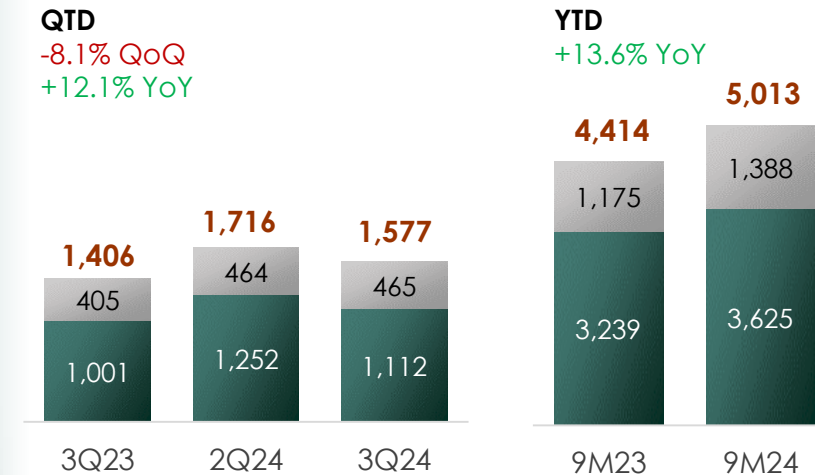
SSS in 3Q24 +10.8% YoY

## Volume by Product

Unit: ML / %

QTD

-8.1% QoQ  
+12.1% YoY



YTD

+13.6% YoY

3Q24:

Diesel:

-11.2% QoQ, +11.1% YoY

Benzene:

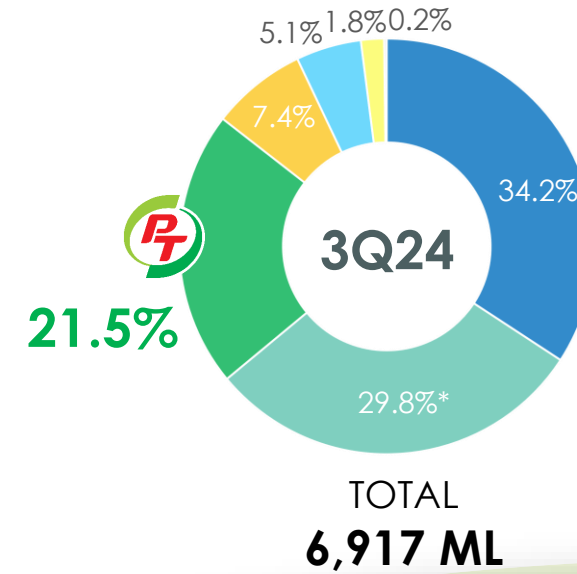
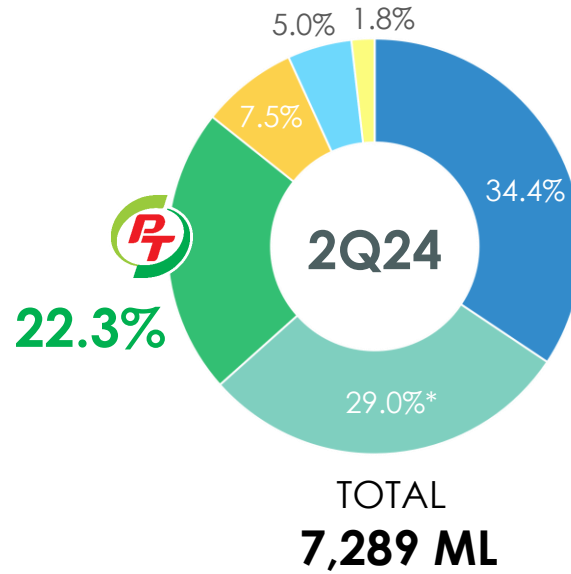
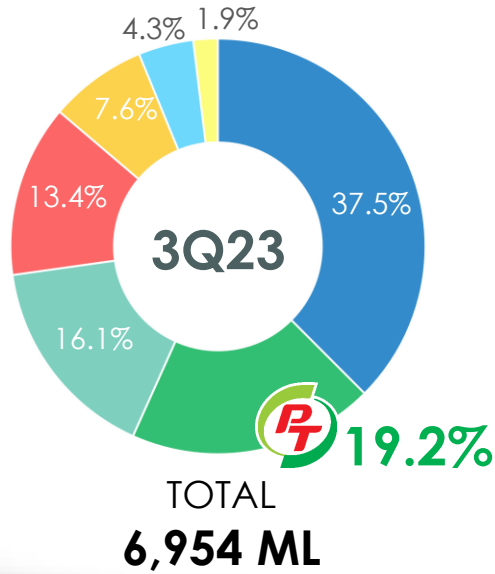
+0.1% QoQ, +14.8% YoY

■ Wholesales ■ Retails



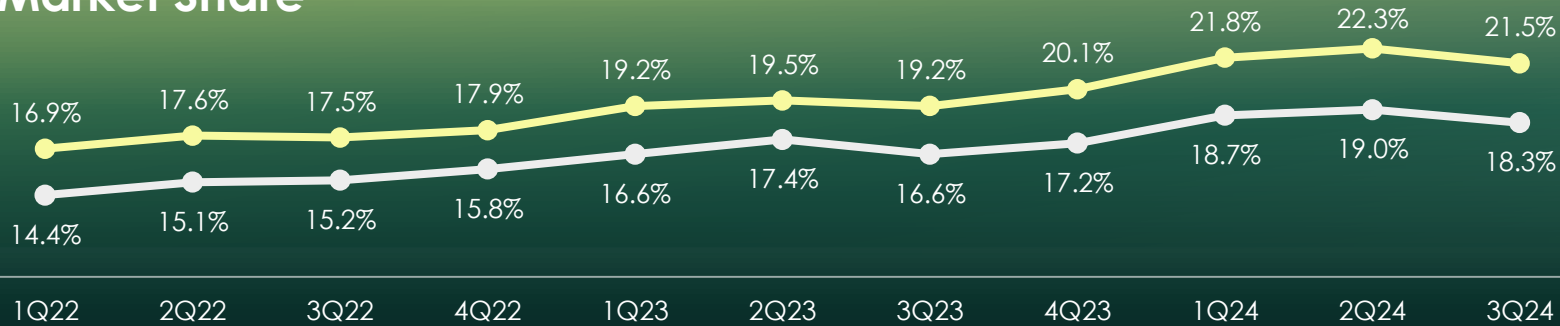
# 3Q2024 | OIL RETAIL MARKET SHARE

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

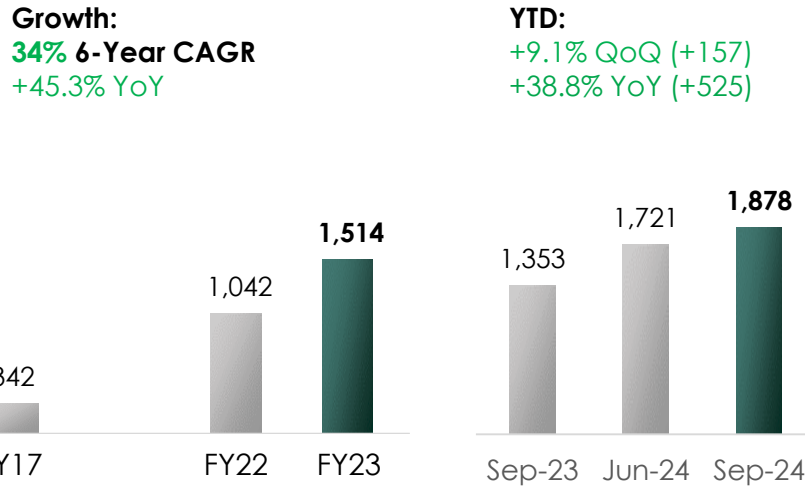
Prepared by  
PTG IR Team



## Non-Oil Touchpoints

(Excl. LPG Touchpoints)

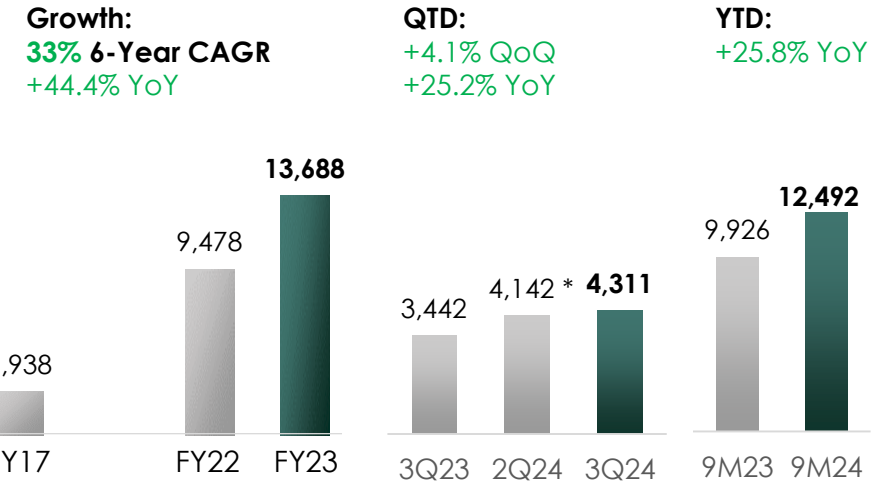
Unit: Touchpoints



## Non-Oil Revenue

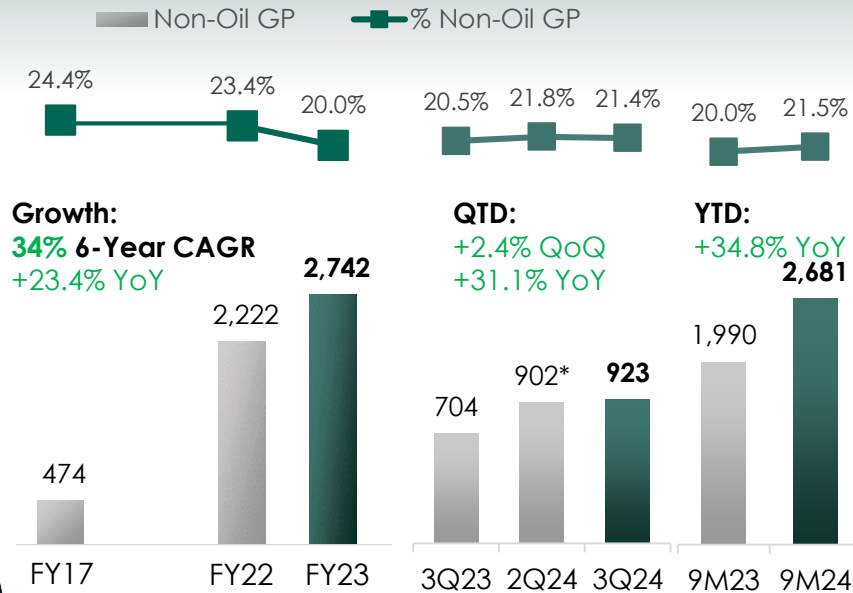
Unit: MB

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



## Non-Oil Gross Profit

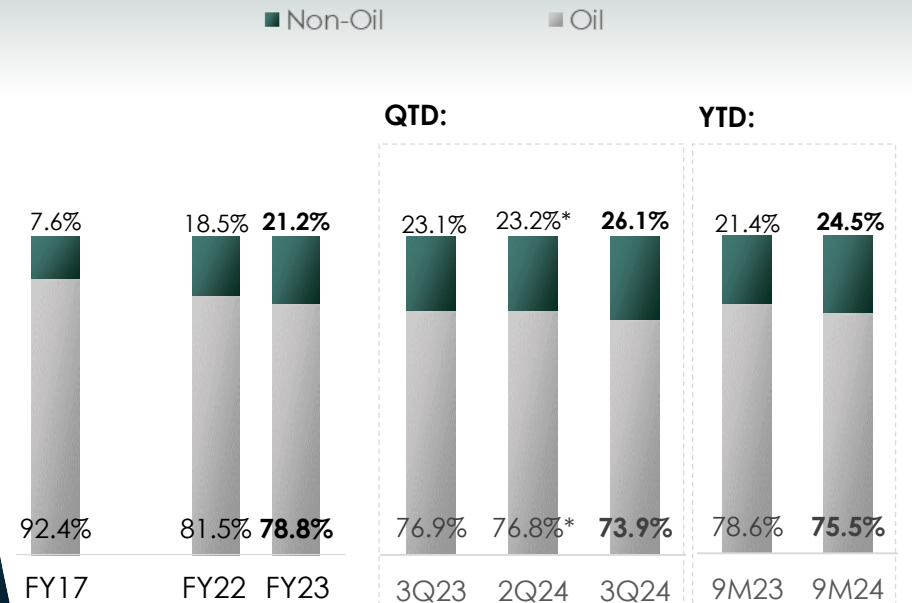
Unit: MB / %



## 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



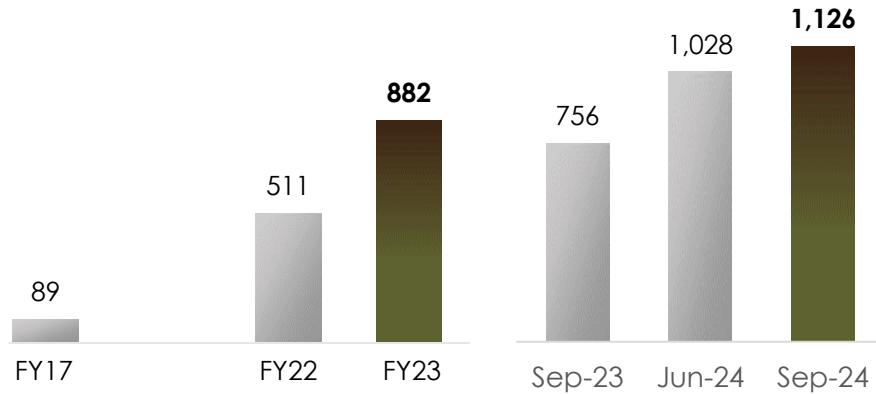


## Punthai Touchpoints

Unit: Touchpoints

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

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



## Touchpoints Breakdown

Franchise (Inside)

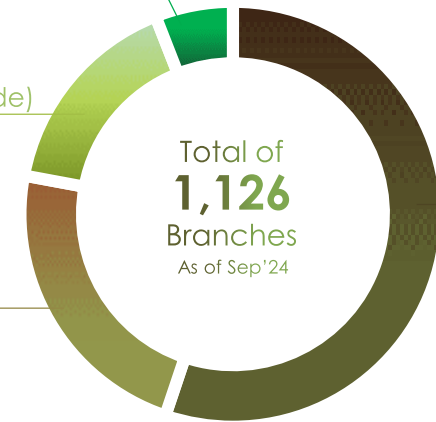
**65**  
(5.8%)

Franchise (Outside)

**185**  
(16.4%)

Equity (Outside)

**268**  
(23.8%)



Equity (Inside)  
**608**  
(54.0%)

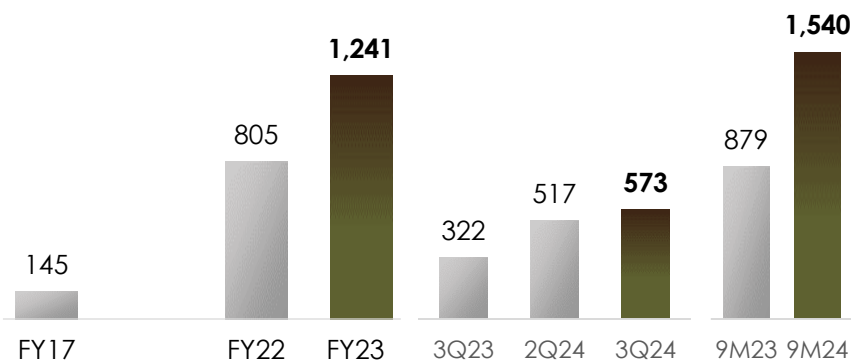
## Punthai Sales

Unit: MB

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

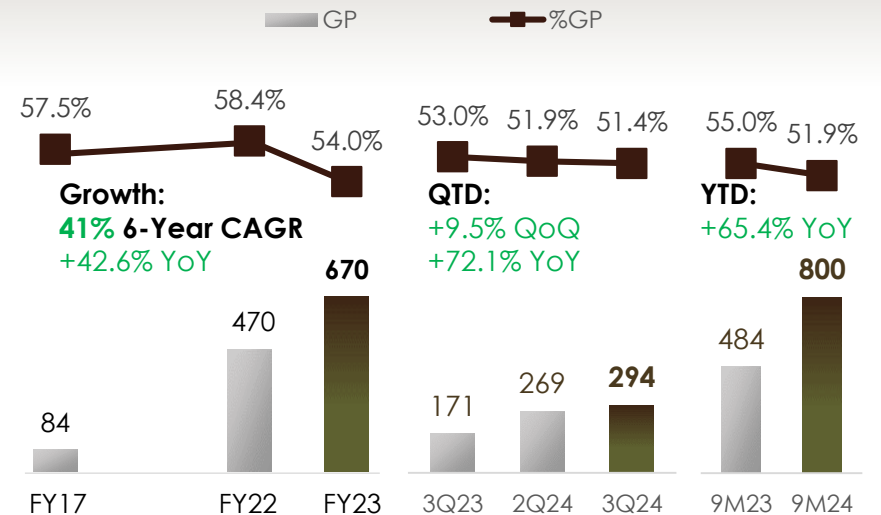
**QTD:**  
+10.7% QoQ  
+77.6% YoY

**YTD:**  
+75.1% YoY



## Punthai Gross Profit

Unit: MB / %



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

**QTD:**  
+9.5% QoQ  
+72.1% YoY

**YTD:**  
+65.4% YoY



สาขาใหม่ **บ้านใหม่ PT บ้านเข้สะแก**  
อำเภอเมืองชลบุรี จังหวัดชลบุรี | ☎ 083-935-1710



สาขาใหม่ **ถนนหลักเมือง สุรินทร์**  
อำเภอเมืองสุรินทร์ จังหวัดสุรินทร์ | ☎ 093-321-1585



สาขาใหม่ **ถนนประดิษฐ์ศิลปาคม**  
อำเภอเมืองมหาสารคาม จังหวัดมหาสารคาม | ☎ 093-321-5743



สาขาใหม่ **อาคารริมนอนด อื่น 1 (สุขุมวิท)**  
เขตคลองเตย กรุงเทพมหานคร | ☎ 085-912-0101



สาขาใหม่ **เสียบคลองคั่นแฉน**  
อำเภอหนองบัวลำภู จังหวัดหนองบัวลำภู | ☎ 093-321-5773



สาขาใหม่ **บ้านใหม่ PT โพนทอง**  
อำเภอเมืองอินทร์ จังหวัดมหาสารคาม | ☎ 095-465-3949



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



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



สาขาใหม่ **บ้านใหม่ PT เกียนถัด**  
อำเภอสามพราน จังหวัดนครปฐม | ☎ 083-034-33



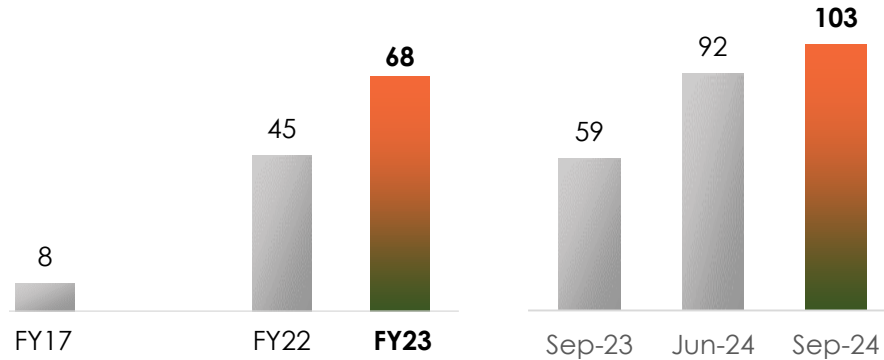
ร่วมพัฒนาคุณภาพชีวิตไทยธุรกิจเพื่อการพัฒนาก่อสร้างที่ยั่งยืน  
หนึ่งในกลุ่มธุรกิจของธนารักษ์ พิกิจ เจริญชัย จำกัด (มหาชน)

## AUTOBACS Touchpoints

Unit: Touchpoints

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

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



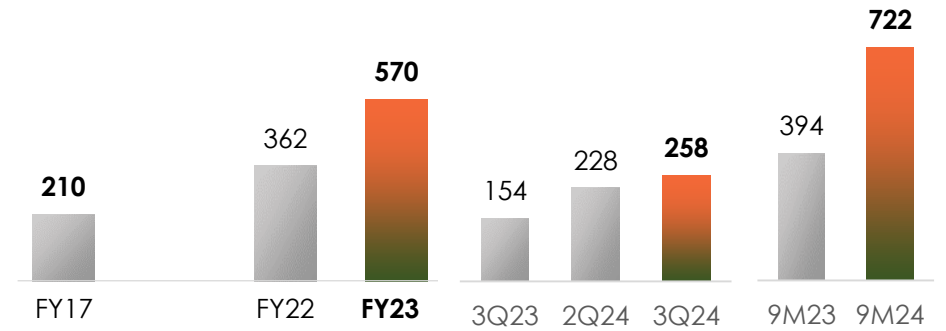
## AUTOBACS Sales

Unit: MB

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

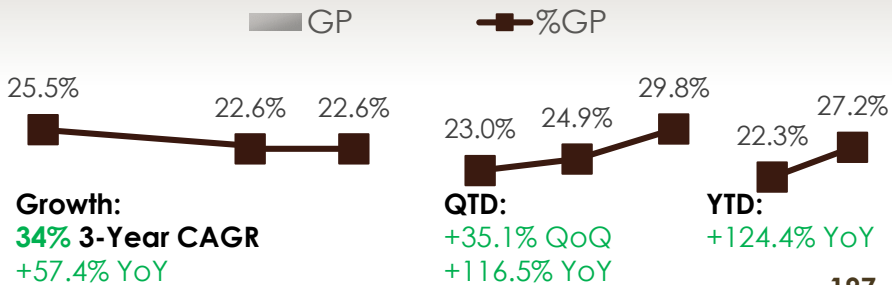
**QTD:**  
+12.9% QoQ  
+67.6% YoY

**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 ซีทีพาร์ค บางพลี**

**061-029-2336 / 093-321-1568**

**AUTOBACS**  
JAPAN No.1  
Auto Service

**ยางแบรนด์ชั้นนำ**  
**2 แคม 2**  
ตัว!! จำนวนจำกัด

เฉพาะสาขาโลตัส ซีทีพาร์ค บางพลี เท่านั้น  
**1-3 พฤศจิกายน 2567**

รับประกัน **1 ปี**  
หรือ 25,000 กม.

**AUTOBACS**  
JAPAN No.1  
Auto Service

**ลด 40%**  
เฉพาะรุ่นที่ร่วมรายการ

เฉพาะสาขาโลตัส ซีทีพาร์ค บางพลี เท่านั้น

รับประกัน **1 ปี**  
หรือ 25,000 กม.

**AUTOBACS**  
JAPAN No.1  
Auto Service

**น้ำมันเครื่องสังเคราะห์แท้**  
ฟรี!! ✓ค่าแรง ✓ใส่กล่อง ✓แทนของ

**ลด 50%**

เฉพาะสาขาโลตัส ซีทีพาร์ค บางพลี เท่านั้น

หมดเขต **10 พฤศจิกายน 2567**



# FINANCIAL STATEMENTS



# INCOME STATEMENTS

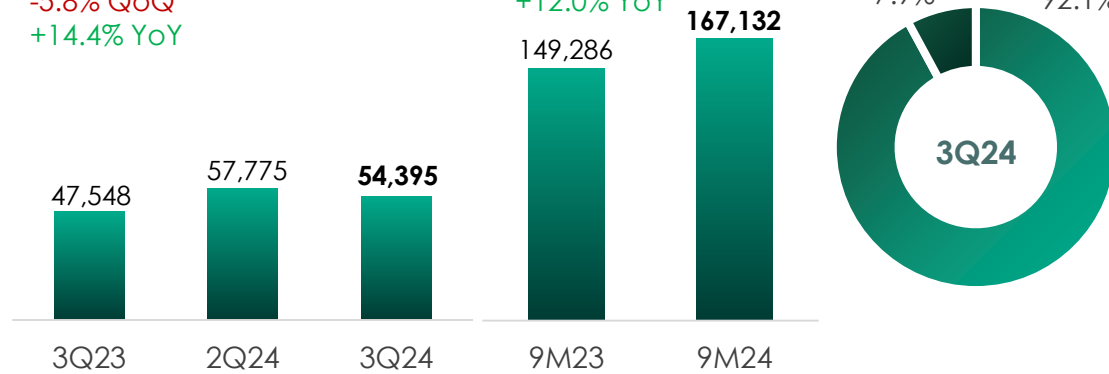
## Revenue

Unit: MB / %

QTD:  
-5.8% QoQ  
+14.4% YoY

YTD:  
+12.0% YoY

Non-Oil\*, 7.9%  
Oil, 92.1%



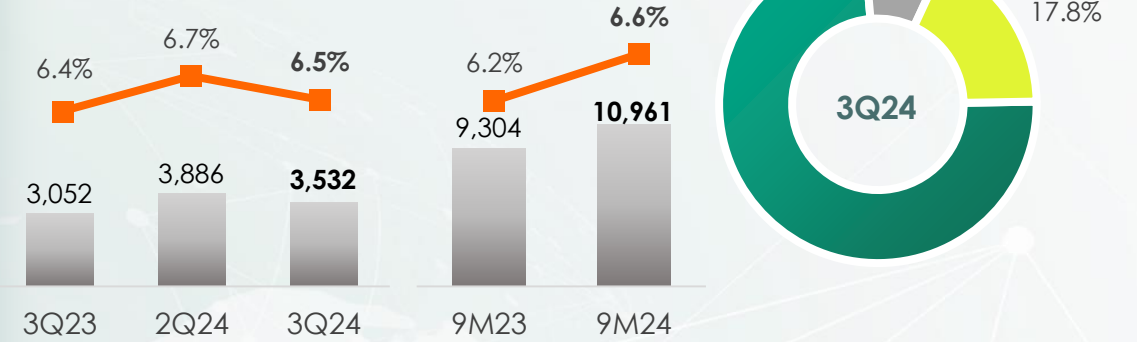
## Gross Profit

Unit: MB / %

QTD:  
-9.1% QoQ  
+15.8% YoY

YTD:  
+17.8% YoY

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

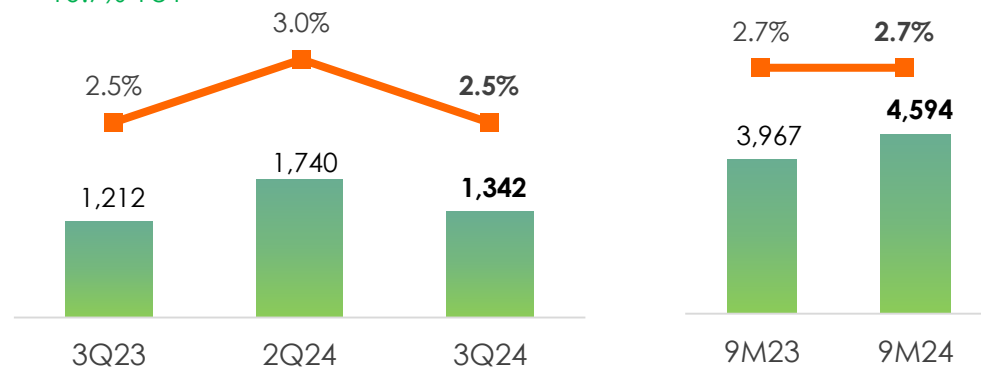


## EBITDA

Unit: MB / %

QTD:  
-22.9% QoQ  
+10.7% YoY

YTD:  
+15.8% YoY

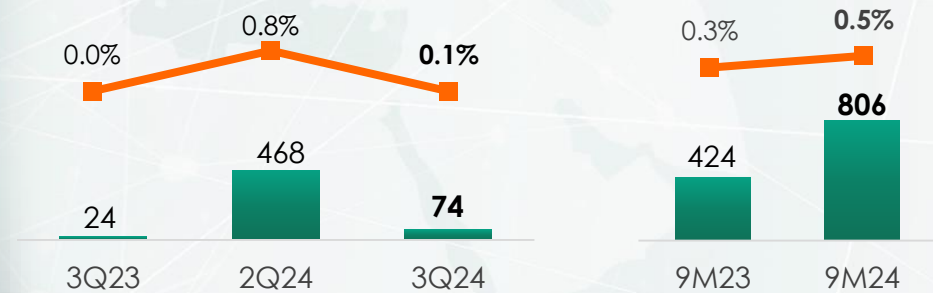


## Net Profit

Unit: MB / %

QTD:  
-84.2% QoQ  
+211.3% YoY

YTD:  
+90.1% YoY



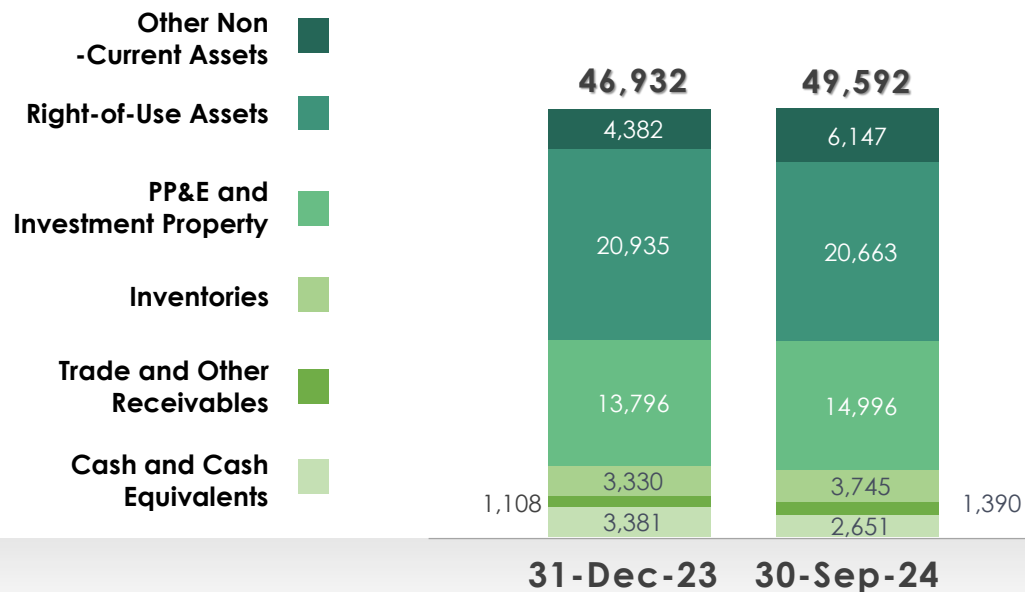
\*Remark: Adjusted Non-Oil Business (which includes LPG, Logistics, CVS, F&B, Lubricant and other incomes) performance from 1Q2024 onward

# FINANCIAL POSITION

Prepared by  
PTG IR Team

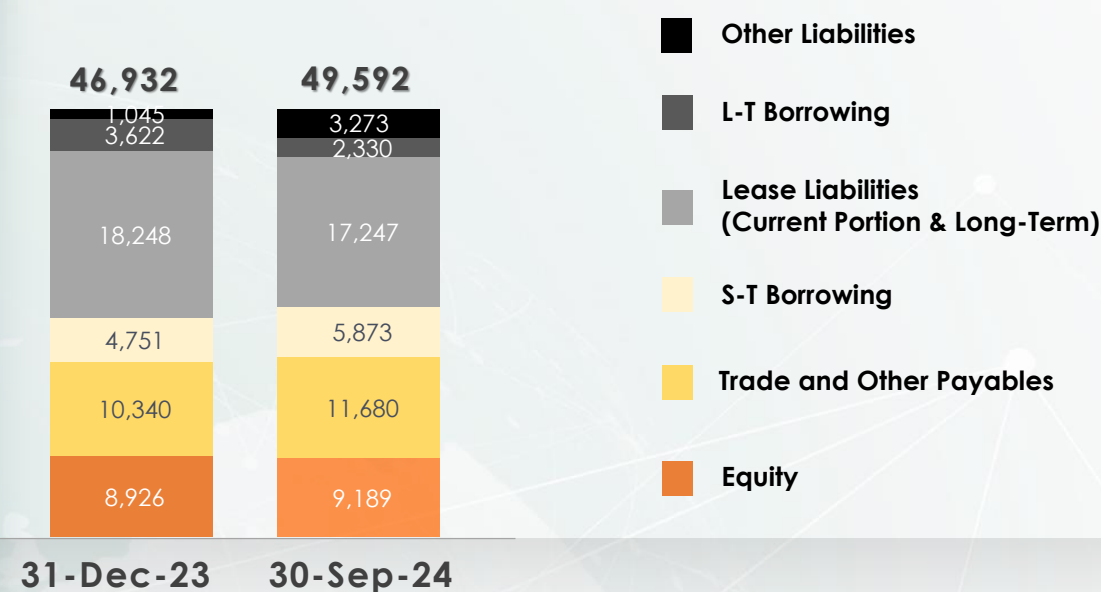


## ASSETS



## 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.

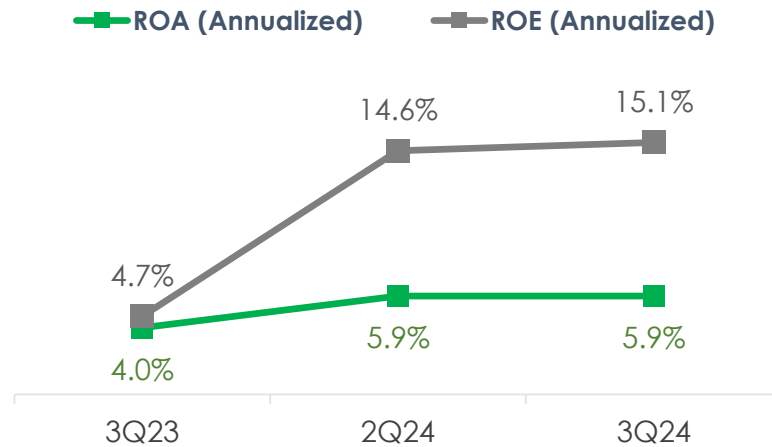
# KEY FINANCIAL RATIO

Prepared by  
PTG IR Team



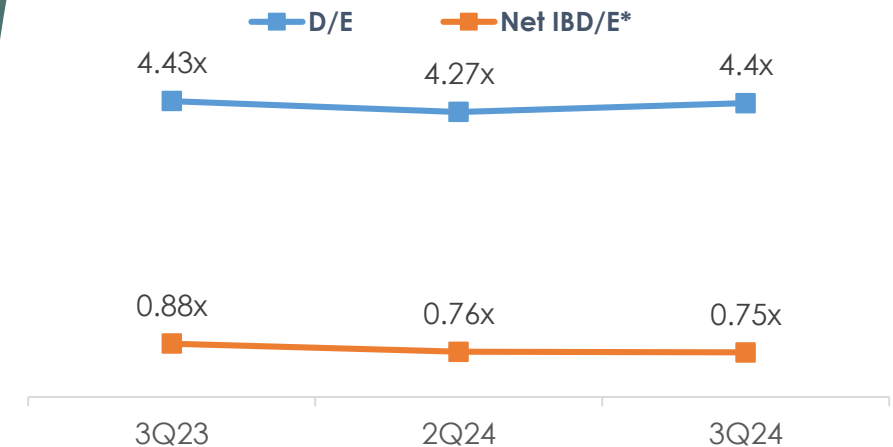
## Profitability Ratio

Unit: %



## Leverage Ratio

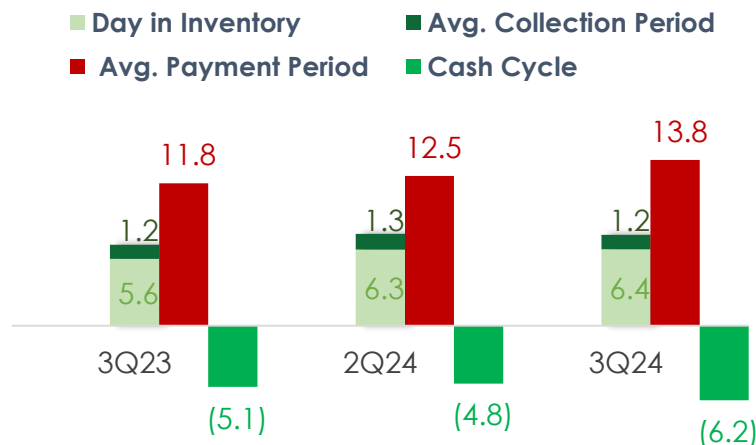
Unit: Times



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

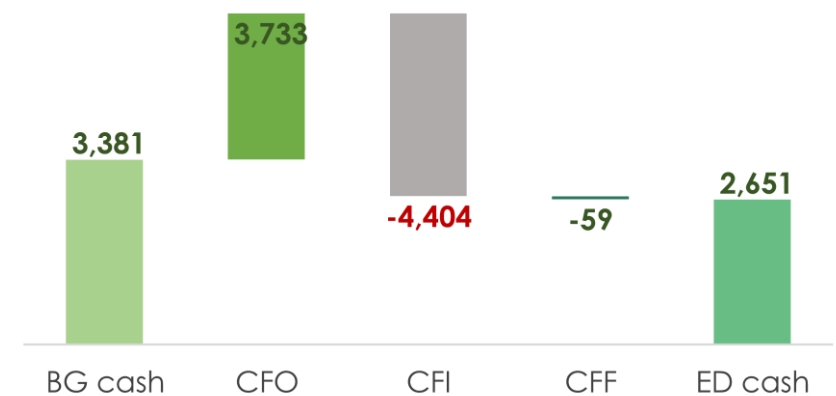
## Operating Cycle

Unit: Days



## Cash Flow

Unit: MB





## Dividend Policy :

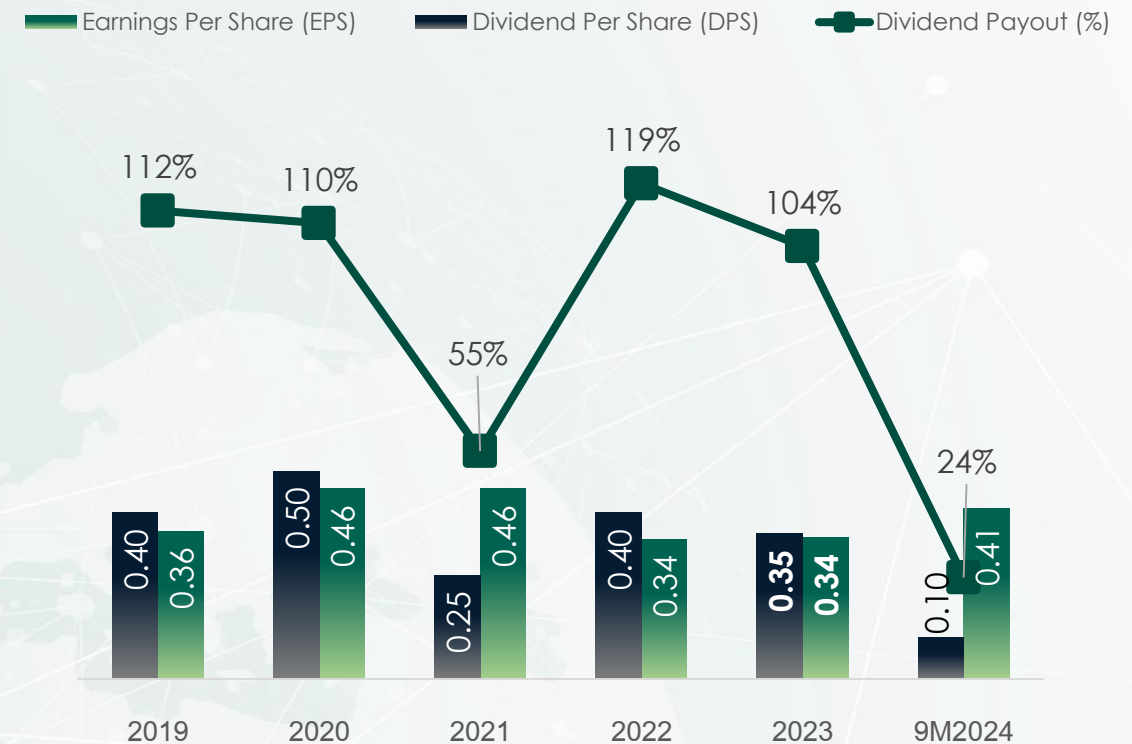
Pay no less than **30%** of net profit according to the separate Financial Statements after taxes, legal reserve, and other reserves (if any).



## 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:



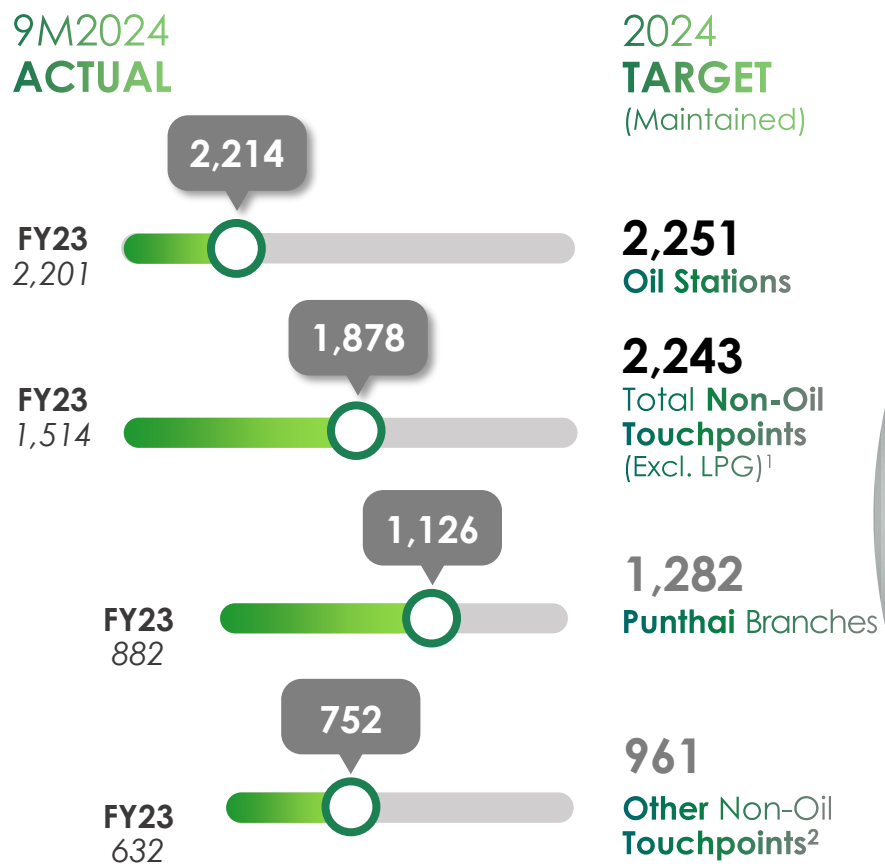
Notes:

- 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.



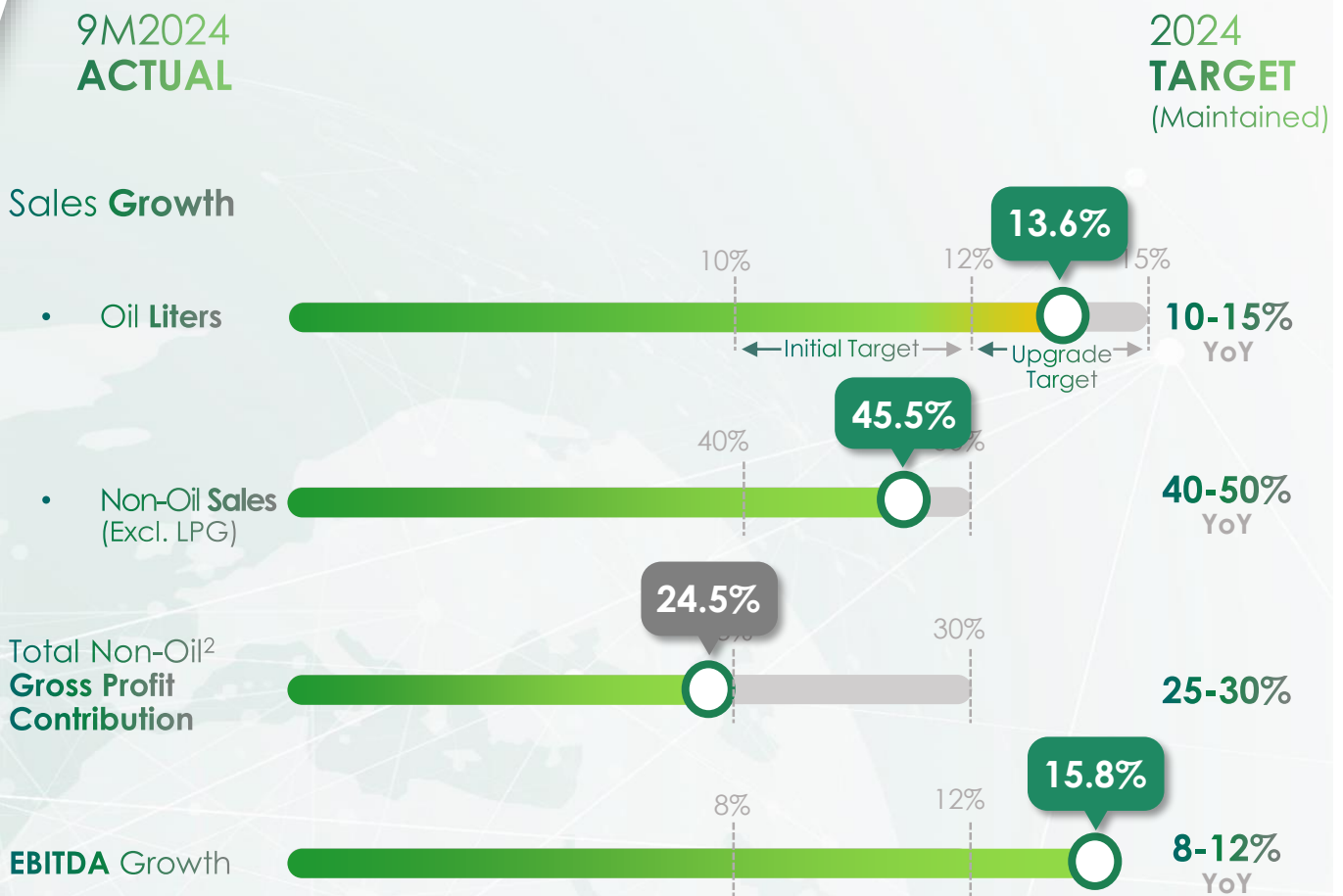
# 2024 OUTLOOK

## 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





# 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.



# To stay **connected** with PTG

*please add Line*

LINE @ptgir



พี่ท้ออยากเห็นคนไทย  
#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

## DISCLAIMER:

This presentation contains “forward-looking” statements of PTG Energy Public Company Limited, that may relate to future events, which are, by their nature, subject to significant risks, herein should be regarded as indicative, preliminary and for illustrative purposes only. Such information reflects prevailing conditions as at the date of this document or the date as of which such information is given. No reliance may be placed for any purpose whatsoever on the information and opinions contained in this document, which is available on website ( <https://investor.ptgenergy.co.th/en/home> ), or any other materials discussed at this document, or on the completeness, accuracy or fairness thereof. You should not rely upon this document or use this document to form the basis for any decision, contract, commitment or action whatsoever. PTG shall not be liable for any direct, indirect, incidental, special or consequential loss or damage resulting from the use of, or reliance on, any information or opinions presented in this document or its contents, or otherwise arising in connection with this document, including, without limitation, damages for loss of profits.



**THANK YOU**