

PTG Energy

Public Company Limited



SET Opportunity Day

4Q2024

As of March 11, 2025

AGENDA

Prepared by
PTG IR Team



1 | SNAPSHOT & HIGHLIGHTS



2 | KEY PERFORMANCE

3 | FINANCIAL STATEMENTS

4 | 2024 SUMMARY & 2025 OUTLOOK

PTG #58 | SNAPSHOT

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

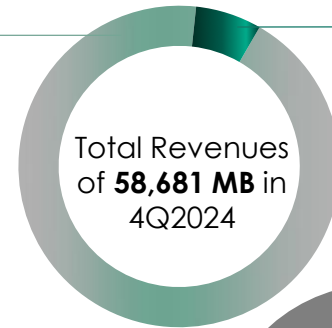
2,229 PT services station across nation	21.9% Oil Market Share through station channel (1,696 ML ▲9.6% YoY)	>25 mn PT Max Card Members 
2,208 Non-Oil Business Touchpoints (Excl. LPG)	1,347  PUNTHAI Coffee Branches	0.35 DPS for the FY2024 operating period
58,681 Revenue (MB) ▲7.9% QoQ ▲18.5% YoY	3,808 Gross Profit (MB) ▲7.8% QoQ ▲5.3% YoY	1,604 EBITDA (MB) ▲19.5% QoQ ▼7.1% YoY

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

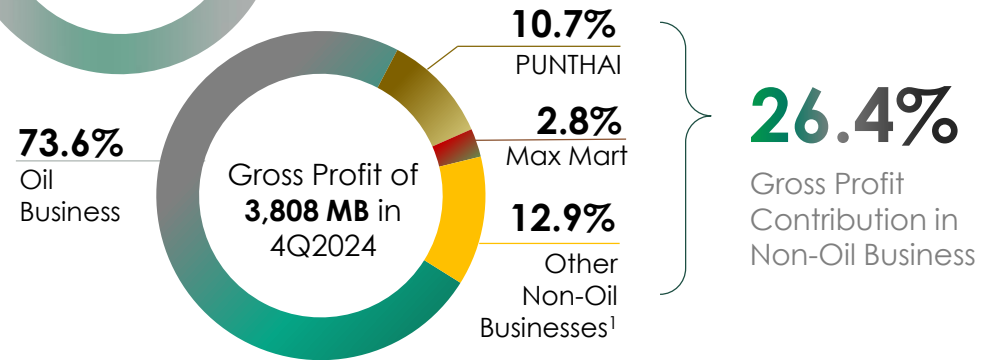


90.7% Oil Business



















9.3% Non- Oil Businesses



Prepared by PTG IR Team 



8 Current Businesses under Ecosystem

 Oil Fuel & Retail  	 LPG 	 Renewable Energy & Investment  	 Food & Beverage   
 Auto Care & Maintenance 	 e-Money  	 Logistics 	 System & Equipment Management 

FY2024

Key Business Highlights

“Breakthrough the Limits”

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Oil sales +12.5% YoY to 6,708 ML, driven by PT stations (6,548 ML, +12.9%), hitting a **new record high** and **outpacing industry tenfold**.



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



Punthai Coffee revenue surged **82.6% YoY** to 2,266 MB, along with 465 new branches, expanding to **1,347 branches (+1.3/day)**.



Introduced the **'Max Card Plus EV'** to broaden our reach to EV card users and strengthen the Max World Ecosystem



Elex by EGAT PT offers **190** nationwide EV charging stations, while integrating Max Card points for rewards and benefits.



Autobacs expanded to **117** branches, providing comprehensive automotive services nationwide and boosting Non-Oil revenue.

FY2024

Key Investment Highlights “Succeed Together”

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



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



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



Empowering SMEs through **MOU with TCG** by facilitating franchise growth with financial access and expert guidance.



Brewing Sustainability through **MOU with MFU, RFD and BAAC** by expanding forests, empowering farmers, and supporting local sourcing for Punthai Coffee.

FY2024

Key Achievements

“ Embrace Empathy & Cultivate Trust ”

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



The Company received its third consecutive **CAC certification**, reinforcing its commitment to transparency, anti-corruption, and strong corporate governance



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

FY2024 | ESG DEVELOPMENT

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Environment

- Joined a **mangrove reforestation project** for carbon credits covering 90.5 rai
- Solar Roof technology produces **3.71 M kWh**, reducing CO2 emissions by **1,625 tCO2e** yearly.
- EV Charging: **190 stations** installed for sustainable transport.
- Reduce **19,768 kgCO2e** through Low Emission Support Scheme (LESS)
- **1,700 trees** planted via CSR initiative.
- Registered under ISO 14001 for **9 oil depots**



Social

- Employee Engagement: Achieved a score of **79%**
- **Attained 96.70%** Community satisfaction through social projects.
- Local Economic Impact: **Supported local farmers** with earnings of 87 MB.
- Provided 25.1 MB in employment value to the **disabled** 195 persons and 46 million baht to the **elderly** 369 persons
- Engaged **45 communities** through the PT Volunteer Camp Project, emphasizing solidarity and participation, and distributed 1,560 eyeglasses



Governance / Economic

- Scored **100** in the AGM Checklist assessment, demonstrating excellent performance
- Successfully renewed **CAC certification** for the 3rd consecutive year
- Cost Reduction & Cost saving: Saved **110 MB** through efficiency projects.
- Customer Satisfaction: **Achieved 82.24% satisfaction** from entrepreneur customers and **93.85% from consumer customers.**



4Q2024 & FY2024 KEY PERFORMANCE





OIL BUSINESS OVERVIEW



OIL STATIONS

2,201 > 2,229* Stations

Oil COCO 1,841 > 1,865*

Oil DODO 360 > 364



31-Dec-23 31-Dec-24

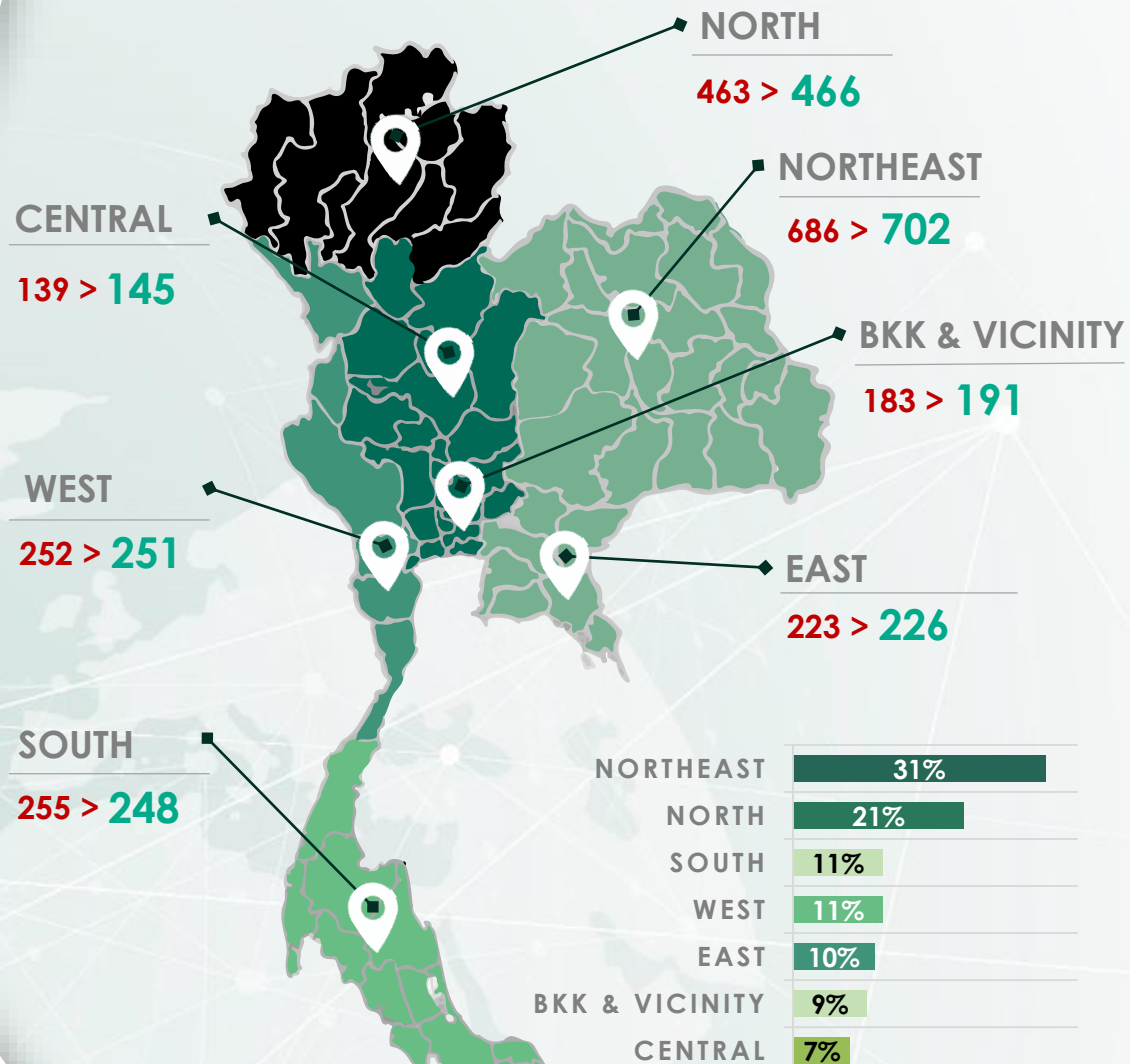
Source: The Company

REGIONAL DISTRIBUTION OF OIL STATIONS

Prepared by PTG IR Team



Unit: Stations



THAILAND OIL CONSUMPTION

All Channel Consumption

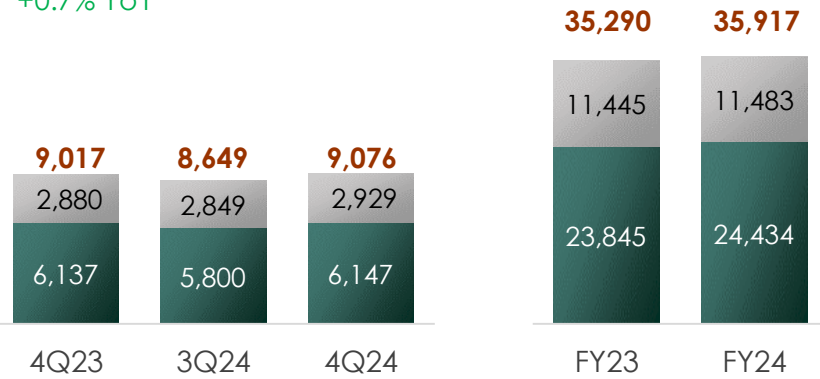
Unit: ML / %

QTD

+4.9% QoQ
+0.7% YoY

YTD

+1.8% YoY



Retail Consumption

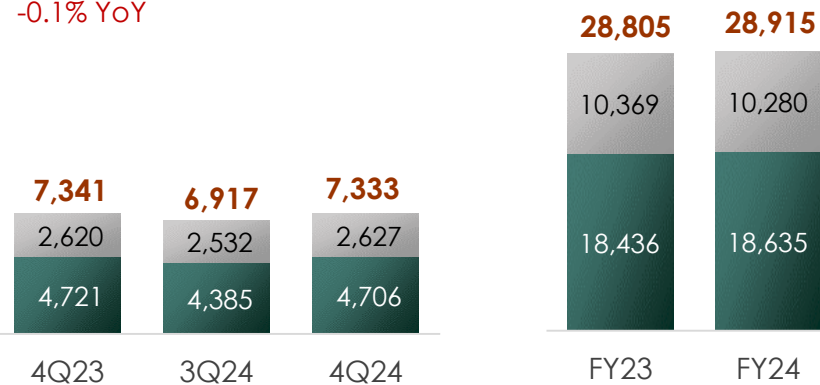
Unit: ML / %

QTD

+6.0% QoQ
-0.1% YoY

YTD

+0.4% YoY



■ Diesel ■ Benzene



PTG OIL SALES VOLUME

Volume by Channel

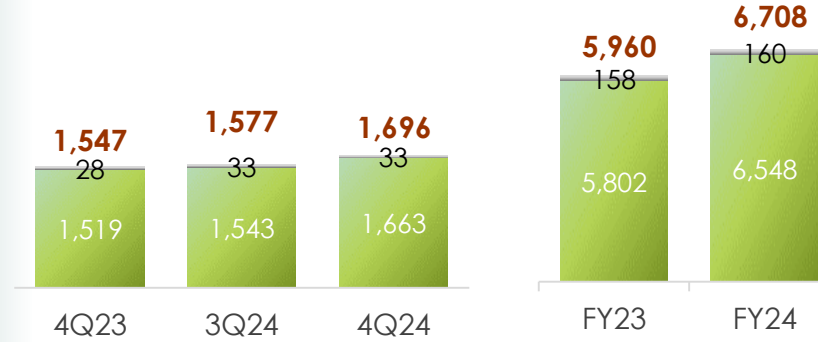
Unit: ML / %

QTD

+7.5% QoQ
+9.6% YoY

YTD

+12.5% YoY



4Q24:

Retails:

+7.8% QoQ, +9.5% YoY

Wholesales:

-2.3% QoQ, +17.8% YoY



Oil station expansion
in 4Q24 +1.3% YoY



SSS in 4Q24 +11.6% YoY

Volume by Product

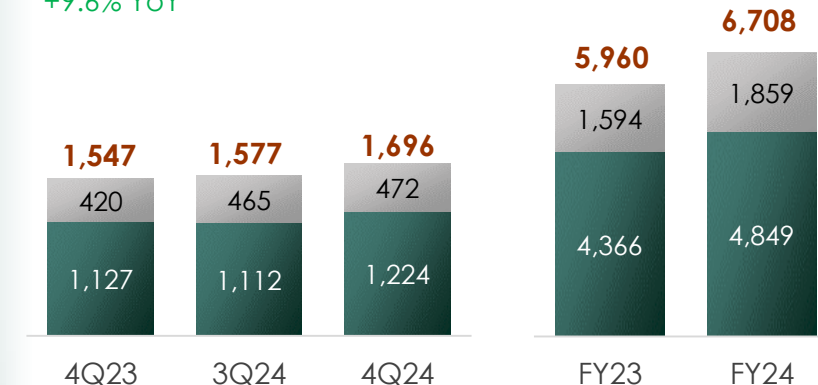
Unit: ML / %

QTD

+7.5% QoQ
+9.6% YoY

YTD

+12.5% YoY



4Q24:

Diesel:

+10.1% QoQ, +8.6% YoY

Benzene:

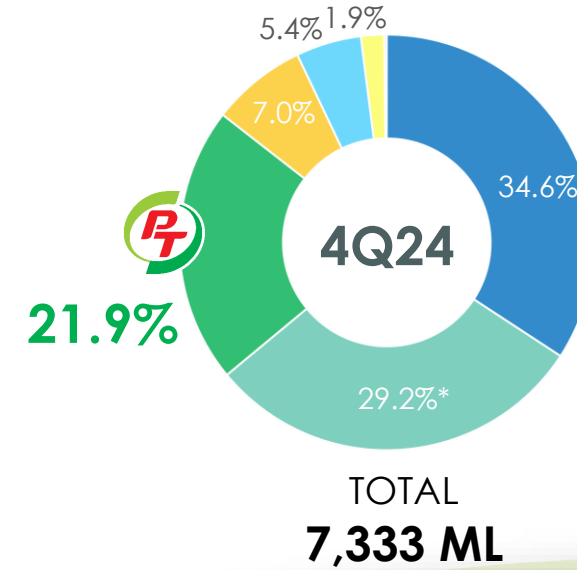
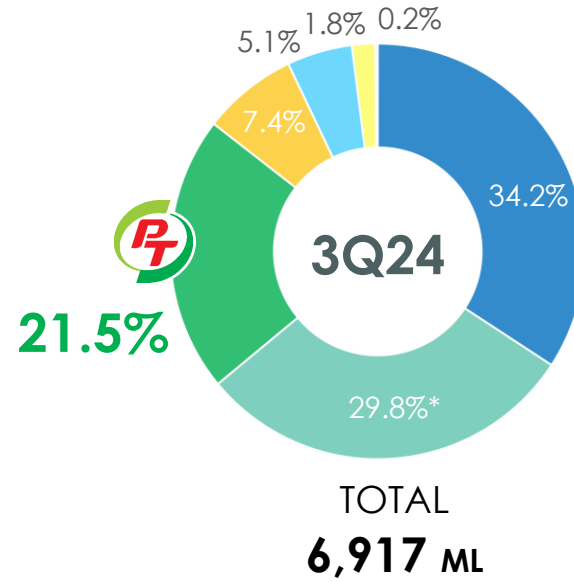
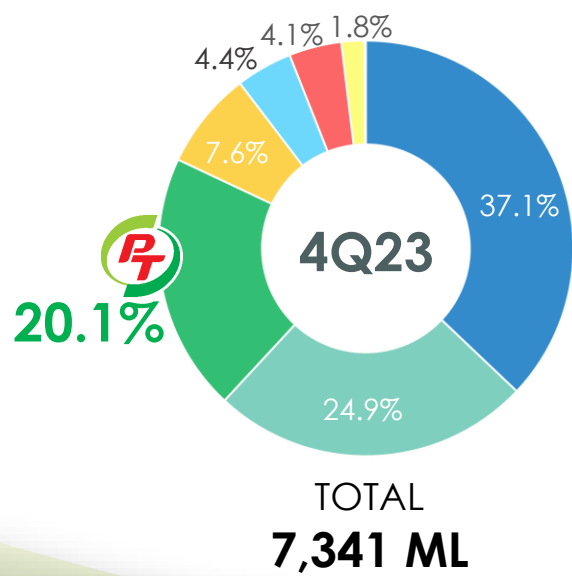
+1.5% QoQ, +12.4% YoY

■ Wholesales ■ Retails



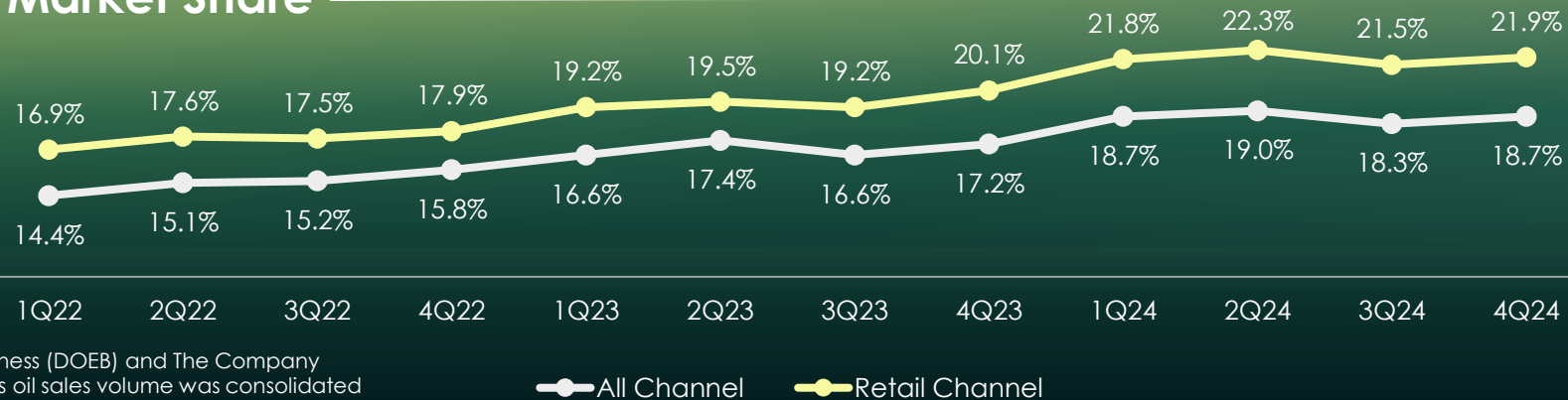
4Q2024 | OIL RETAIL MARKET SHARE

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



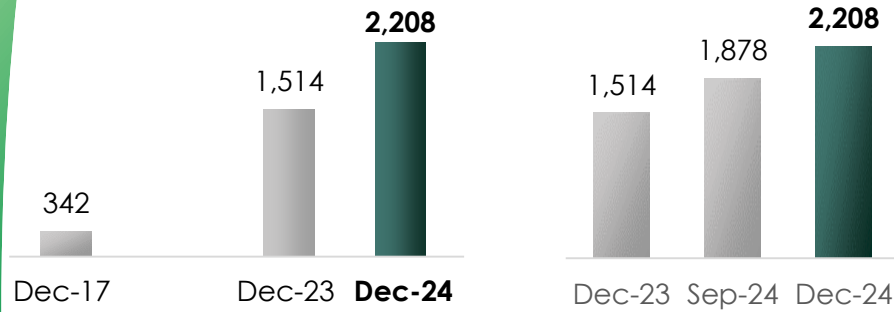
Non-Oil Touchpoints

(Excl. LPG Touchpoints)

Unit: Touchpoints

Growth:
36% 7-Year CAGR
+45.8% YoY (+694)

YTD:
+17.6% QoQ (+330)
+45.8% YoY (+694)

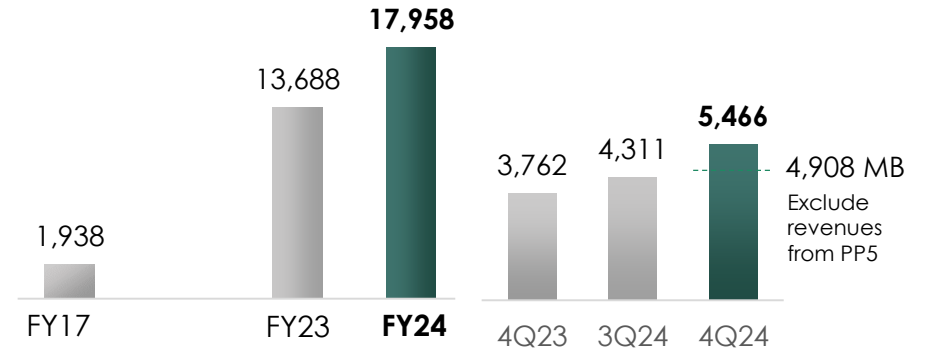


Non-Oil Revenue

Unit: MB

Growth:
33% 7-Year CAGR
+31.2% YoY

QTD:
+26.8% QoQ
+45.3% YoY

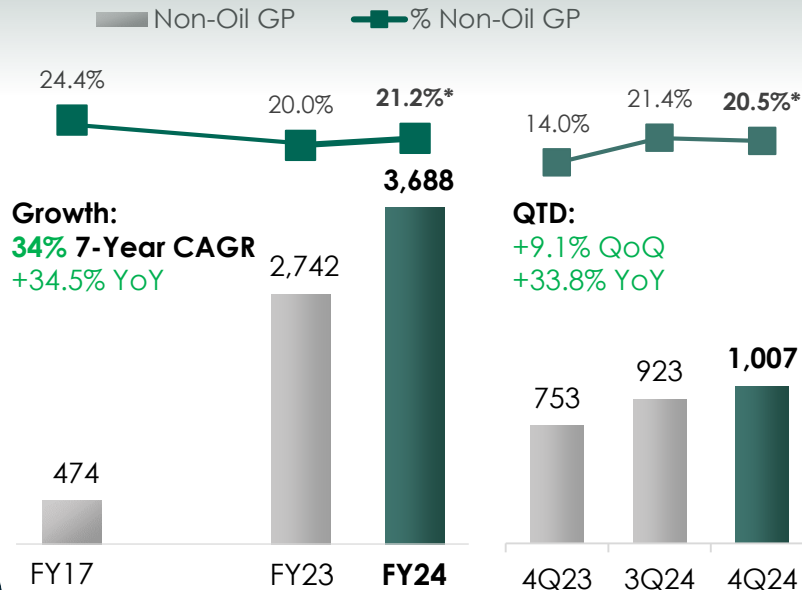


Non-Oil Gross Profit

Unit: MB / %

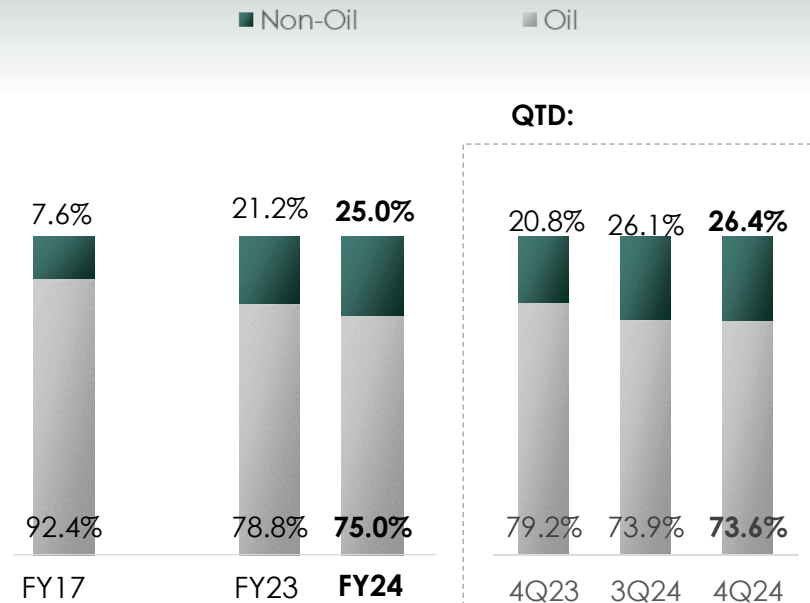
Growth:
34% 7-Year CAGR
+34.5% YoY

QTD:
+9.1% QoQ
+33.8% YoY



Gross Profit Contribution

Unit: %



*Remark:
GP Margin calculation was excluded revenues from PP5 according to TFRIC12



NON-OIL BUSINESS

(Excl. LPG)

2,208 TOUCH POINTS

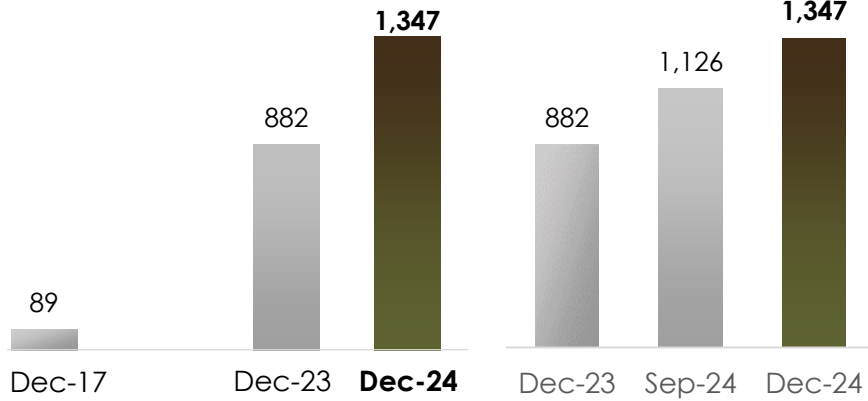




Punthai Touchpoints

Unit: Touchpoints

Growth:
47% 7-Year CAGR
+52.7% YoY



YTD:
+19.6% QoQ (+221)
+52.7% YoY (+465)

Touchpoints Breakdown

Remark:
Inside = within
PT Service Station
Outside = outside
PT Service Station

Franchise (Outside)

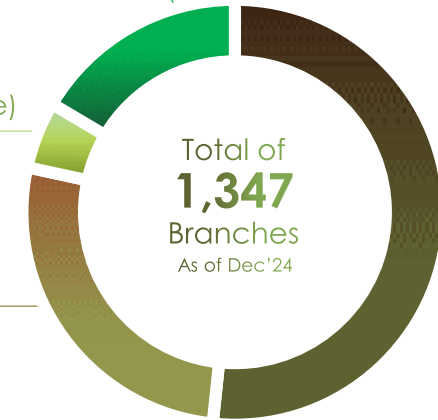
222
(16.5%)

Franchise (Inside)

69
(5.1%)

Equity (Outside)

360
(26.7%)

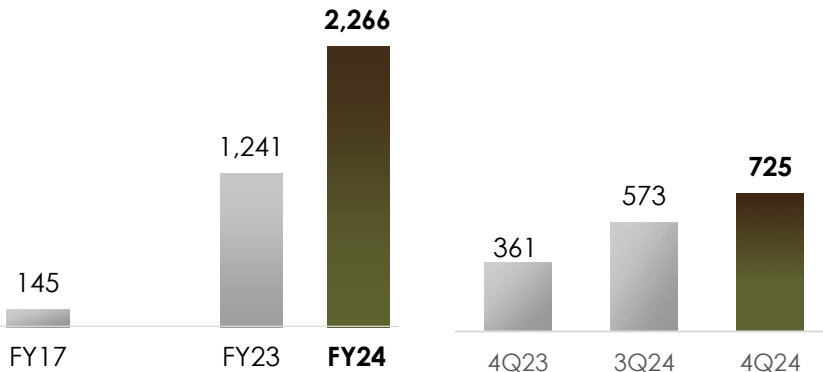


Equity (Inside)
696
(51.7%)

Punthai Sales

Unit: MB

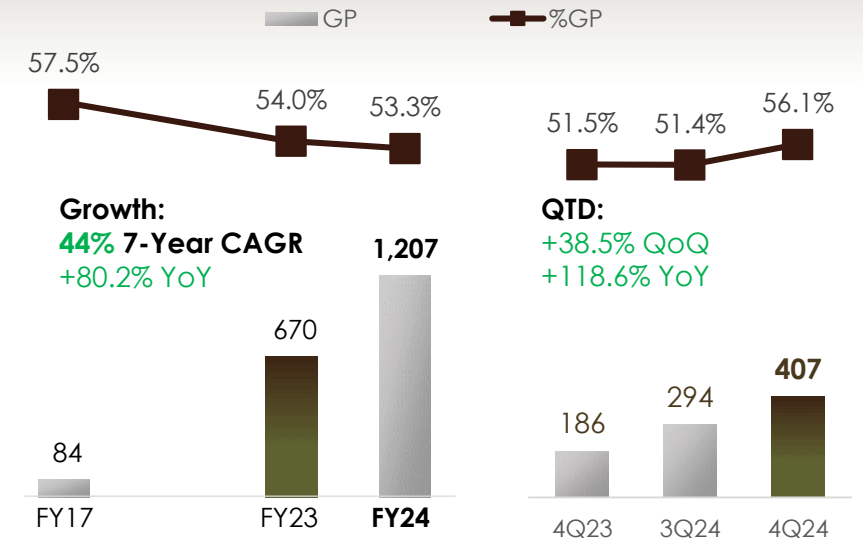
Growth:
48% 7-Year CAGR
+82.6% YoY



QTD:
+26.7% QoQ
+100.7% YoY

Punthai Gross Profit

Unit: MB / %



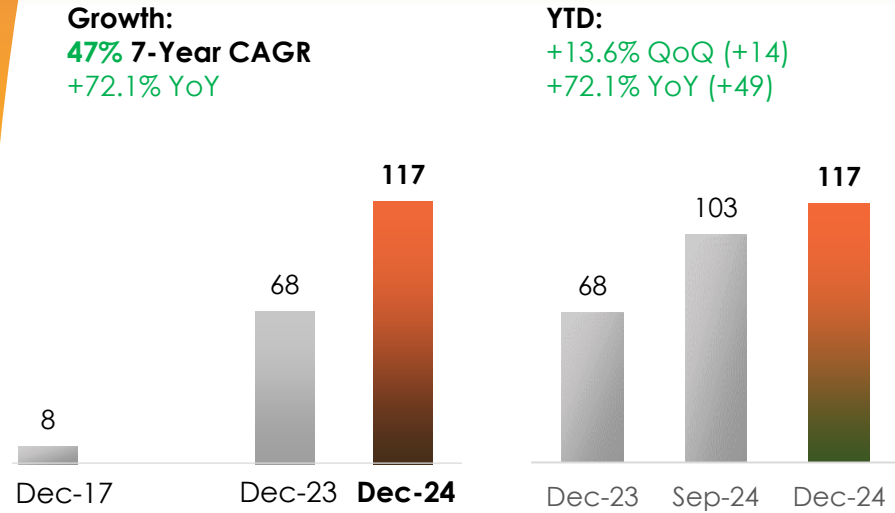
Growth:
44% 7-Year CAGR
+80.2% YoY

QTD:
+38.5% QoQ
+118.6% YoY



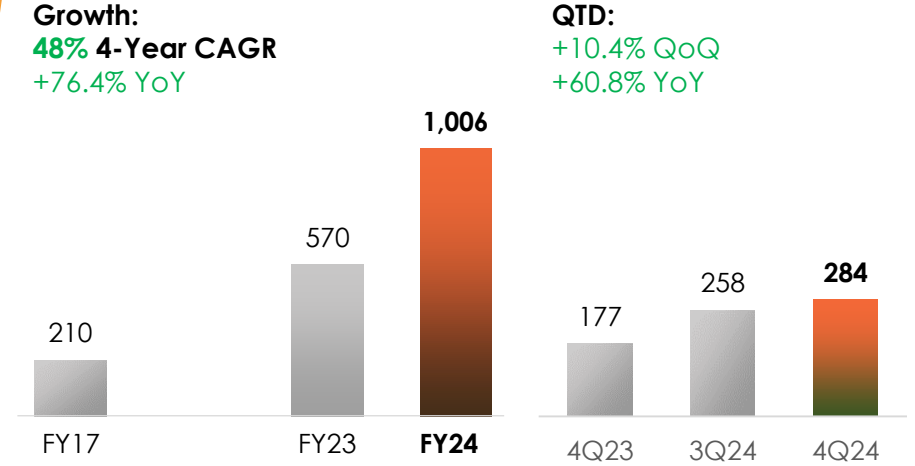
AUTOBACS Touchpoints

Unit: Touchpoints



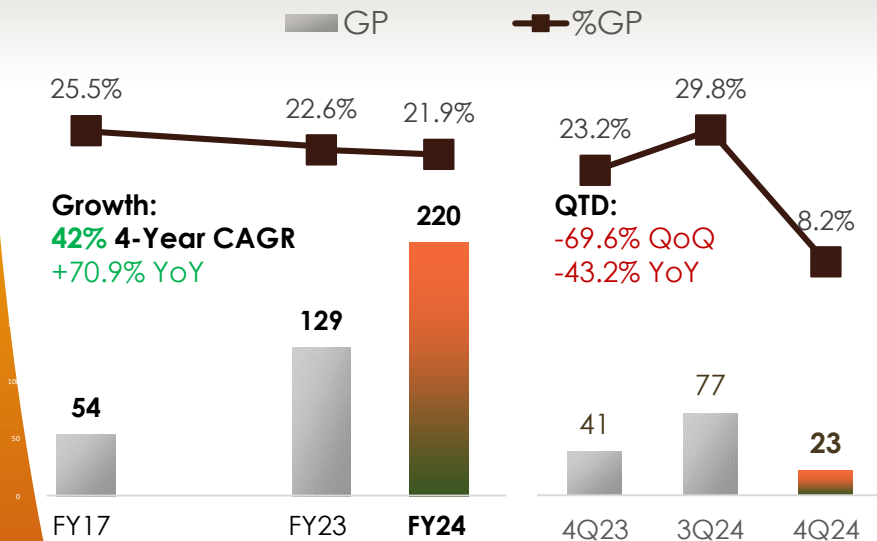
AUTOBACS Sales

Unit: MB



AUTOBACS Gross Profit

Unit: MB / %



AUTOBACS





AUTOBACS
อโตะแบคส์
3 สาขาเปิดใหม่
พร้อมให้บริการแล้ว

เรื่องจริงใจ
จริงใจ

"เรื่องความจริงใจเชื่อมั่นได้ทุกบริการ"
ศูนย์บริการลูกค้า โทร. 065-504-8000

AUTOBACS
PT บางบัวทอง 13 (วัดสองน้อย)
093-321-1565 / 093-321-1567

AUTOBACS
โคราช (นครข้ามเดอมอลล์)
062-597-2623 / 062-597-2685

AUTOBACS
โลตัส ซิตีพาร์ค บางพลี
061-029-2336 / 093-321-1568

AUTOBACS Japan No.1 Auto Service

สอบถามรายละเอียดเพิ่มเติม
 Line : @autobacsthailand
 ติดต่อ : 065-504-8000

SAFETY CHECK ฟรี!!
ก่อนพาพ่อซึ่ง
ที่อโตะแบคส์
ตรวจเช็ค 25 รายการ

- น้ำมันเครื่อง
- ฟ้าเบรก
- สภาพยาง
- แบตเตอรี่
- โช๊คอัพ

พร้อมให้บริการแล้ว
อโตะแบคส์
ทาวเวอร์ทาวน์ (ถ.ศรีราชา ใกล้เคียง โลตัส)
วันนี้ - 29 ธันวาคม 2567

093-132-0864 / 093-132-0870

ลด 40%
เฉพาะสินค้าส่วนขยาย
เฉพาะสาขาบางบัวทอง อ.ศรีราชา

น้ำมันเครื่องสังเคราะห์แท้
ฟรี!! ✓ ใช้งาน ✓ ไล้กรอง ✓ แหวนรอง

ลด 50%
20-22 ธันวาคม 2567

ยางแบรนด์ชั้นนำ
2 แถม 2
ตั้งแต่วันที่ 20-22 ธันวาคม 2567

แบตเตอรี่ GS
ลด 30%
เฉพาะสาขาบางบัวทอง อ.ศรีราชา

ล้างแอร์รถยนต์ Air Clean
1,590.-
ล้างแอร์รถจักรยานยนต์
ล้างแอร์ตู้เย็น
ลด 50%



FINANCIAL STATEMENTS



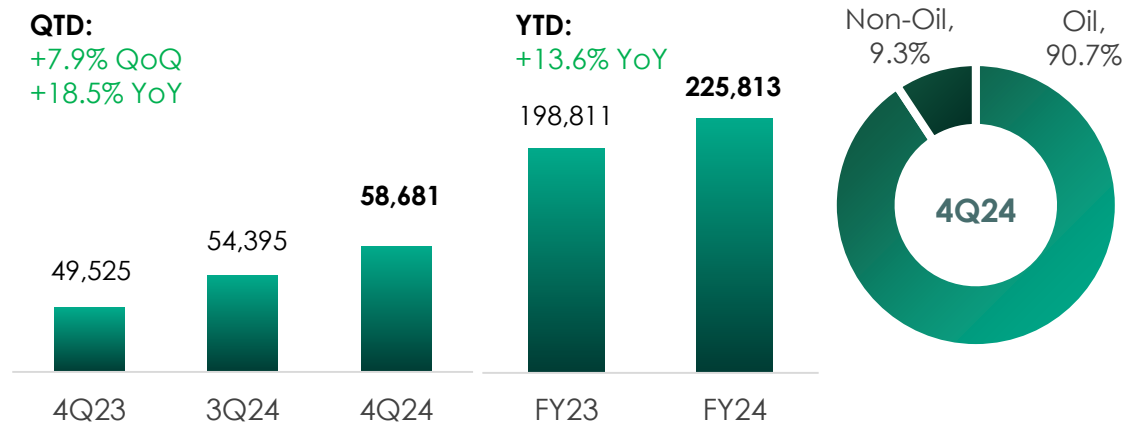
INCOME STATEMENTS

Revenue

Unit: MB / %

QTD:
+7.9% QoQ
+18.5% YoY

YTD:
+13.6% YoY

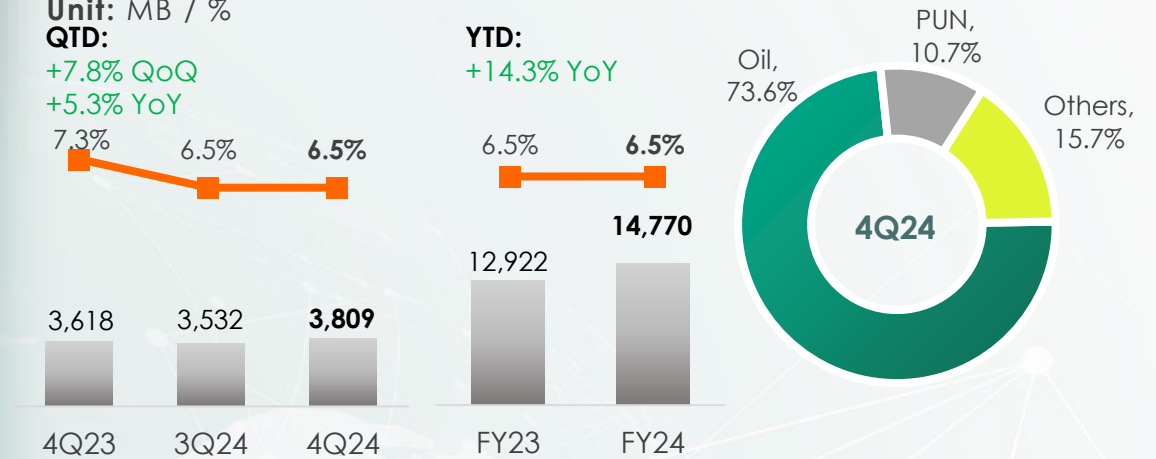


Gross Profit

Unit: MB / %

QTD:
+7.8% QoQ
+5.3% YoY

YTD:
+14.3% YoY

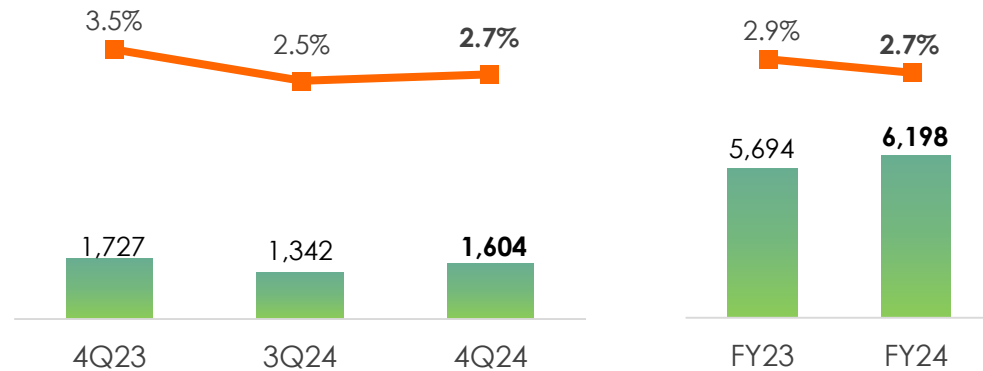


EBITDA

Unit: MB / %

QTD:
+19.5% QoQ
-7.7% YoY

YTD:
+8.8% YoY

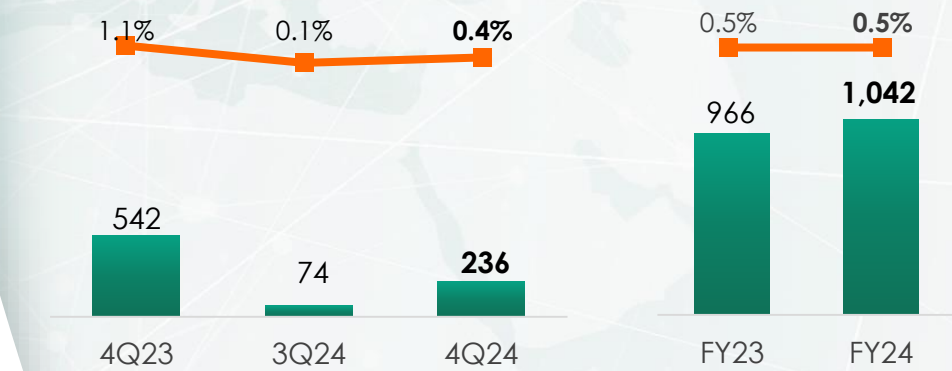


Net Profit

Unit: MB / %

QTD:
+219.3% QoQ
-56.4% YoY

YTD:
+7.9% YoY

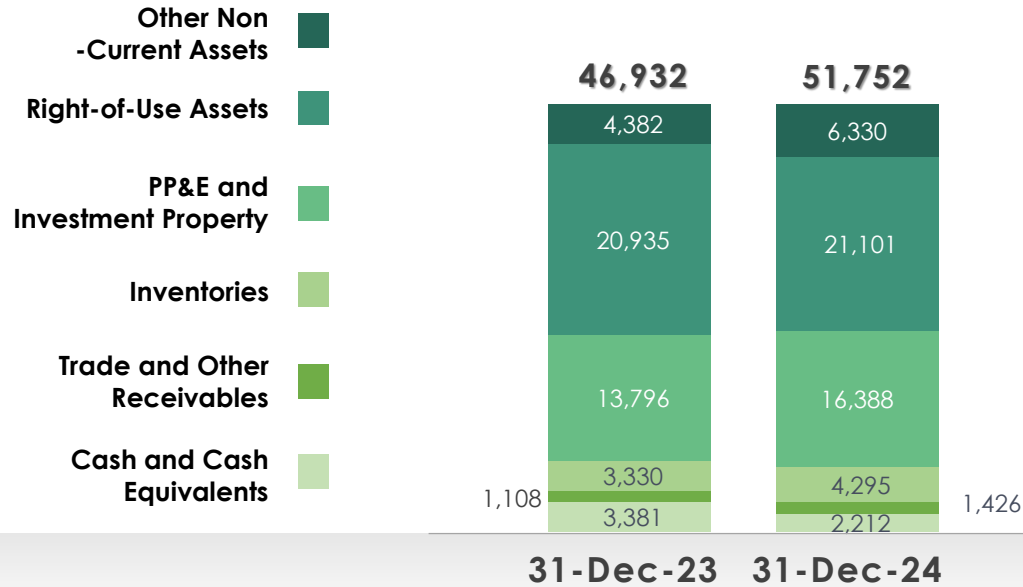


FINANCIAL POSITION

Prepared by
PTG IR Team

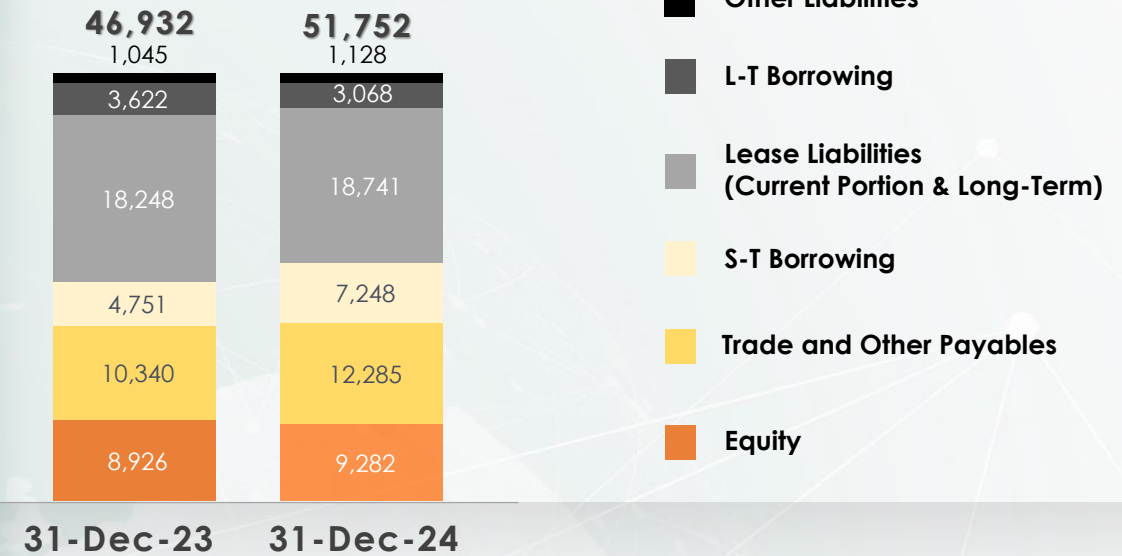


ASSETS



LIABILITIES & EQUITY

Unit: MB



Total Assets stood at 51,752 MB, marking an increase of 4,820 MB or 10.3% from the end of the previous year. This growth was primarily driven by:

(+2,608 MB) Property, plant, and equipment from branch expansions

(+1,001 MB) Investments in Joint Ventures investments in Paisan and TPB

(+965 MB) Inventories aligned with Oil sales volume

(+616 MB) Intangible Assets from service concession rights under TFRIC 12 of WTE Power plant

Total Liabilities were increased 11.7% YoY to 42,470 MB, driven by :

(+2,497 MB) Short-Term Loans and Current Portion of Long-Term Debt : driven by an additional 1,347 MB in short-term loans and current portions of long-term debt, along with a 1,150 MB increase in bonds maturing within one year due to the reclassification of certain portion long-term debentures as current liabilities.

(+1,945 MB) Trade and Other Payables: due to increased fuel sales and costs.

This was partially offset by.

(-554 MB) Long-Term Loans and Long-Term Debentures, following the aforementioned of the reclassification of debentures.

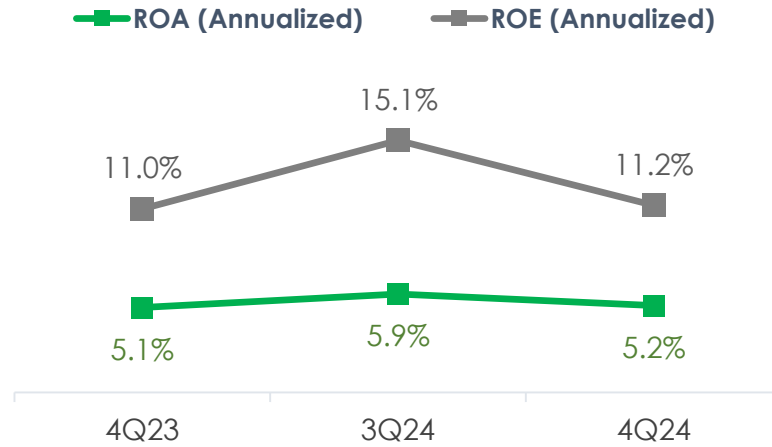
KEY FINANCIAL RATIO

Prepared by
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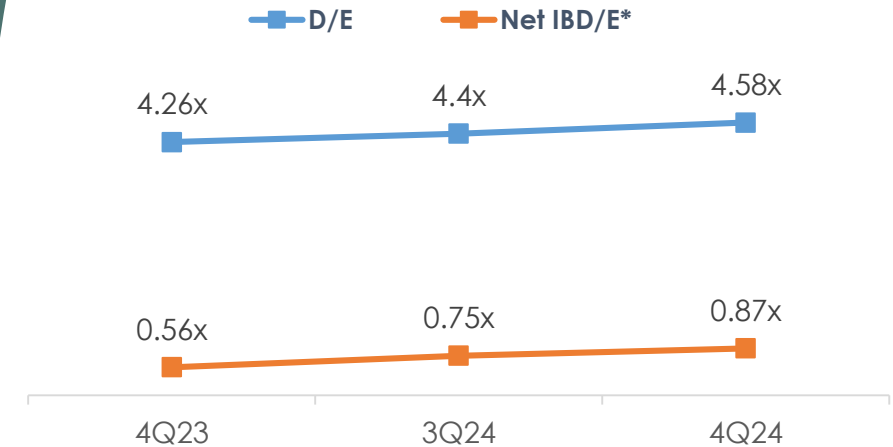
Profitability Ratio

Unit: %



Leverage Ratio

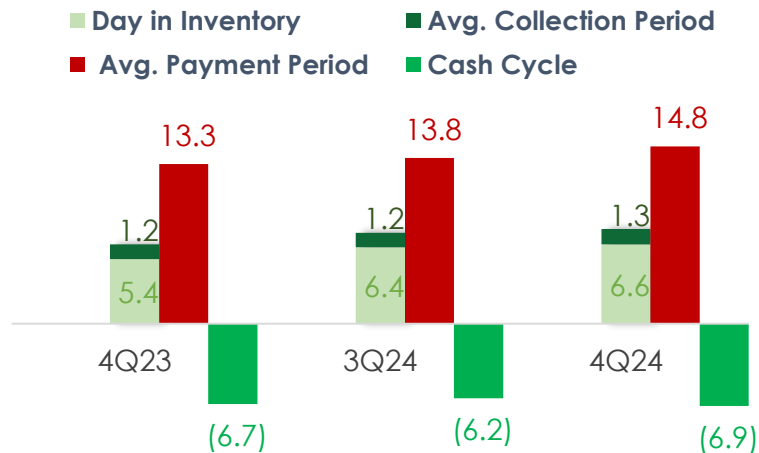
Unit: Times



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

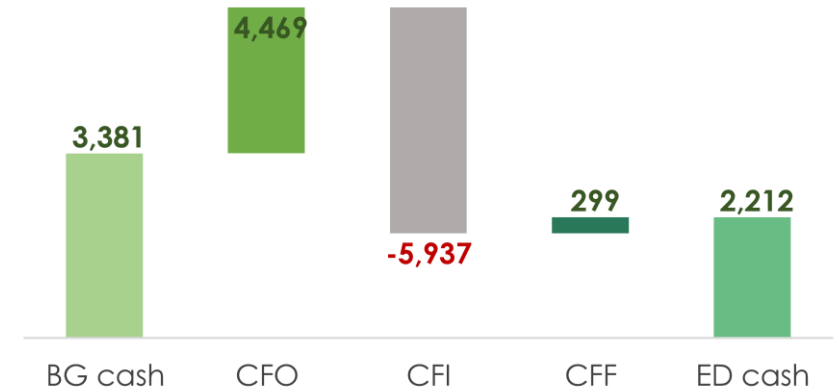
Operating Cycle

Unit: Days



Cash Flow

Unit: MB





Dividend Policy :

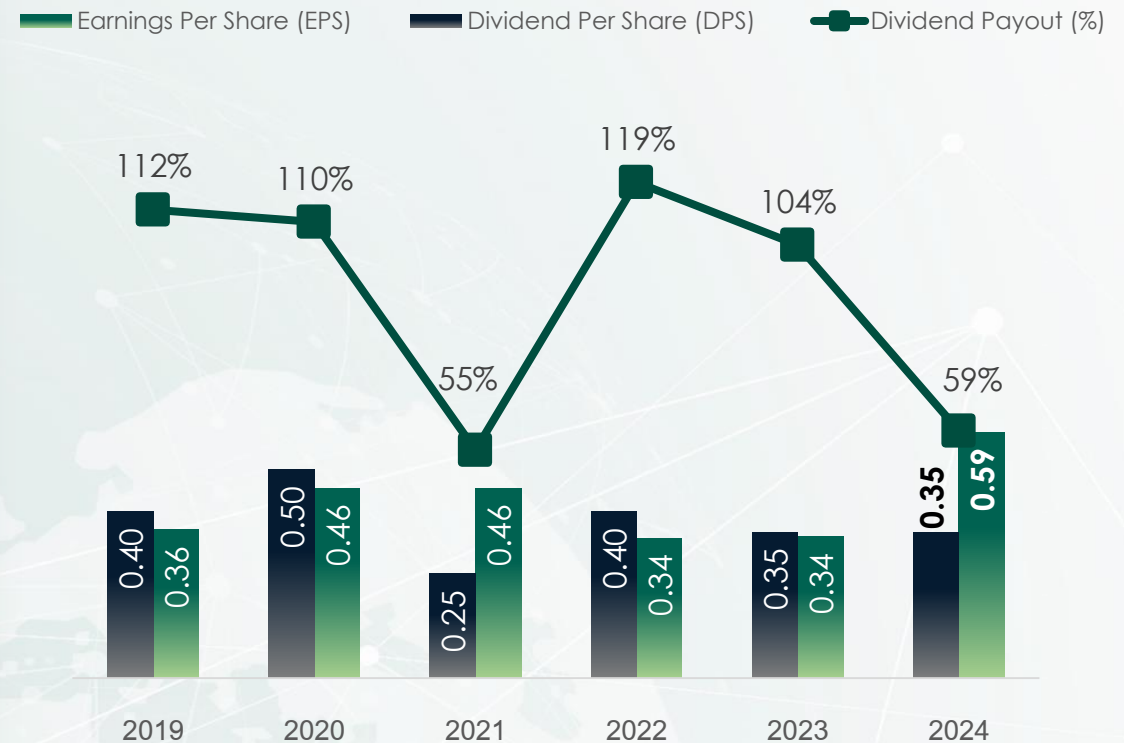
Pay no less than **30%** of net profit according to the separate Financial Statements after taxes, legal reserve, and other reserves (if any).



BOD Resolutions :

The Board of Directors has proposed a **THB 0.35 per share** dividend for the fiscal year 2024, totaling THB 584.5 million for 1,670 million common shares. An interim dividend of **THB 0.10 per share** was paid on December 12, 2024, leaving a remaining **THB 0.25 per share** for distribution.

Historical Dividend Payment:



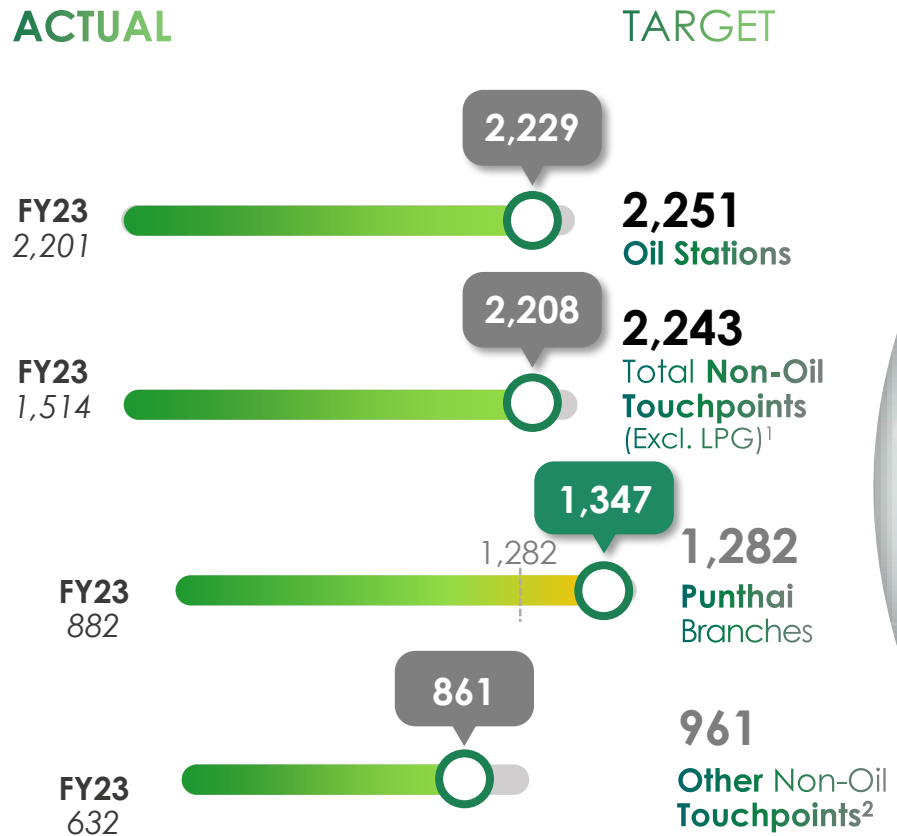
Notes:

- 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.
- This proposal is subject to approval by the company's shareholders at the Annual General Meeting, scheduled for April 25, 2025, and, if approved, the dividend will be disbursed to shareholders on May 16, 2025.



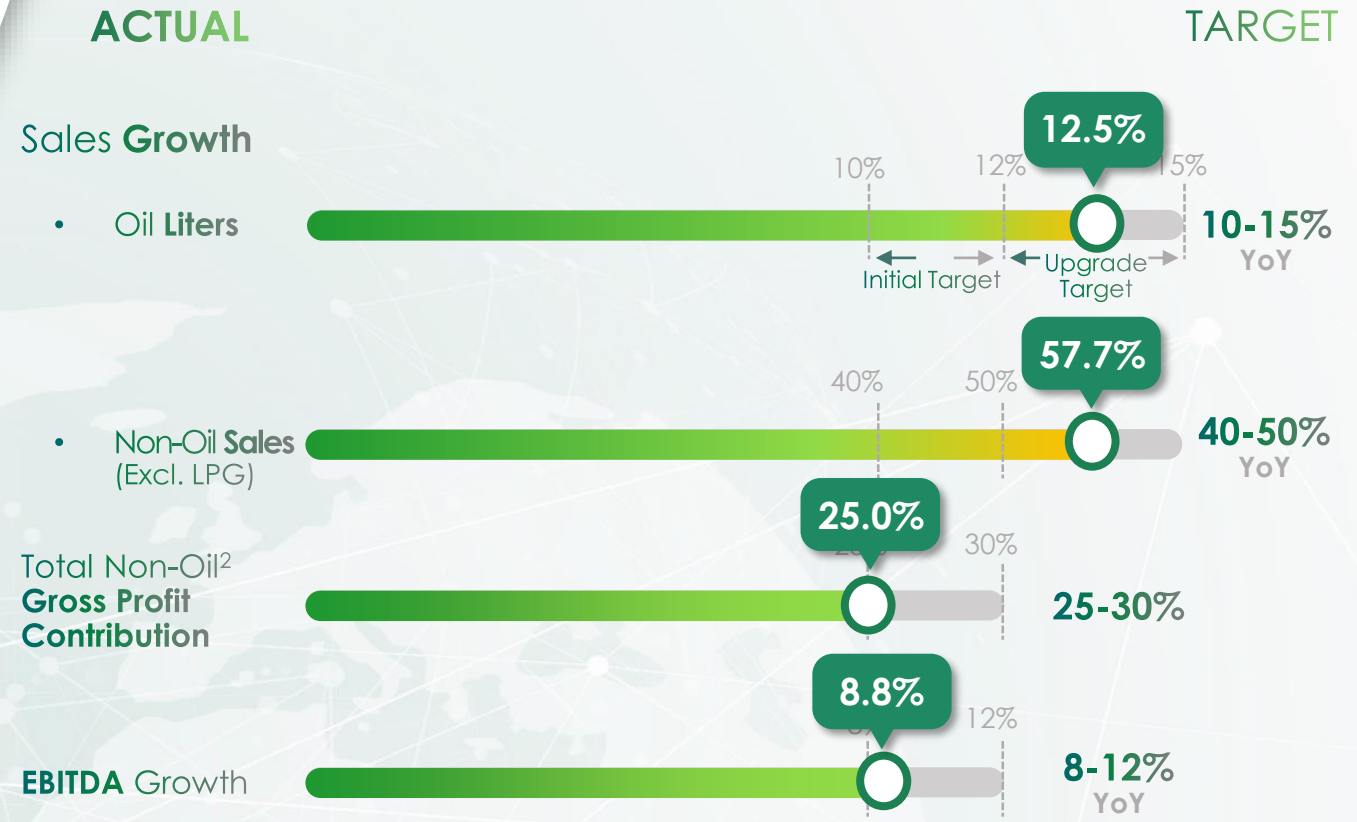
2024 SUMMARY & 2025 OUTLOOK

2024 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.

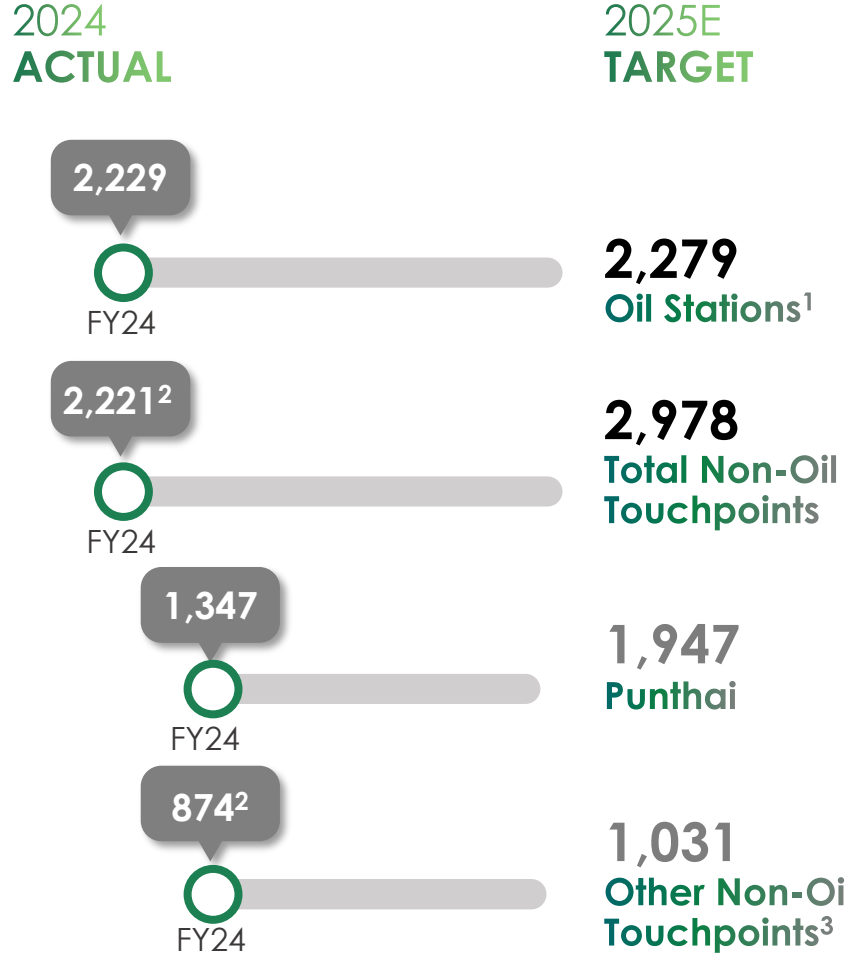
2024 Performances



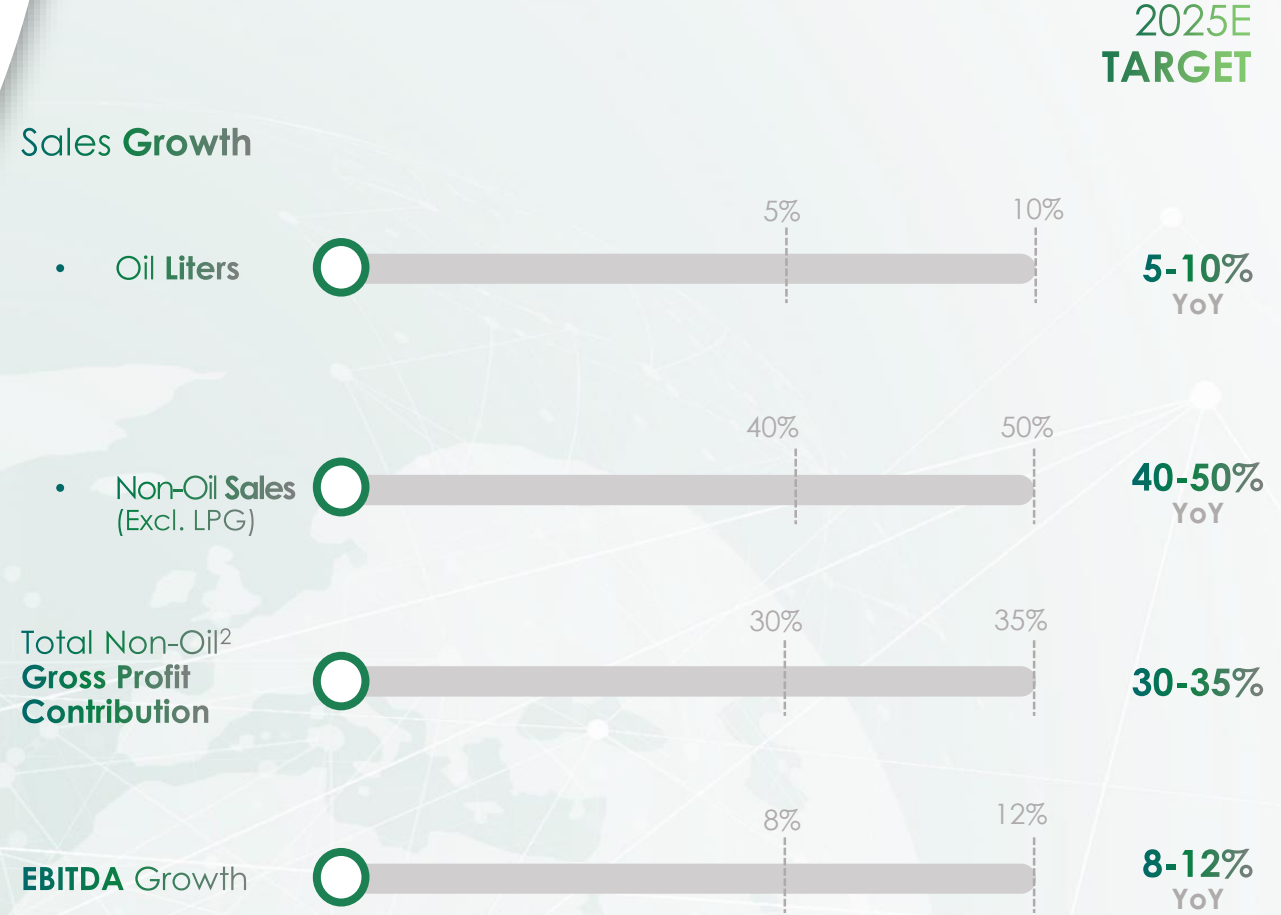
Initial Target Upgrade Target

2025 TARGET

2025E Network:



2025E Performances



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) Touchpoints included Subway (Equity branches) of 13 Branches.
 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.

2025 | TARGET CAPEX

Prepared by
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TOTAL TARGET

3,000 – 4,000 MB



OIL

1,000 – 1,500 MB



PUNTHAI

1,000 – 1,500 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.

ESG Outlook

From Compliance to Commitment

When PTG Decides to be **Neutral** on **Carbon** by 2030



Prepared by
PTG IR Team





ทำอะไร

What strategies to be Neutral on Carbon ?

PTG ตั้งเป้า Carbon Neutrality ภายใน 2030 ผ่านกลยุทธ์ 3RE

- Reduce
- Reforest
- Readjust Portfolio

Why we Decides to be Neutral on Carbon ?

PTG Context:
Environment Meets Social
Environment Meets Economic

ทำไม



4 เฟสสู่
ความเป็นกลางทาง
คาร์บอน:
วิเคราะห์ผล
ชดเชยคาร์บอน และ
ต่อยอดการลดการปล่อย
ผ่านโครงการ 3RE

ทำอย่างไร

How to Achieve Carbon Neutrality?

PTG Context : Environment Meets **Social**

The Sustainable Development and Promotion Project for Arabica Coffee Cultivation in **Highland Areas**



Providing stable **income for farmers** and a sustainable raw material source for PTG.

Alternate **Wetting** and **Drying** Rice Cultivation Project



Building community networks and improving farmers' **Quality of Life**.

PTG Context : Environment Meets **Economic**

Solar Roof **Installation** at Service Stations



Reduce the organization's energy **costs** in the long term.

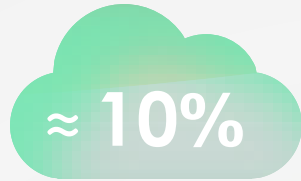
Community **Waste Management** for Electricity Generation Project



Enhance **community hygiene** and **Quality of Life** while **reducing** PTG Group's cash flow **volatility**

2030

PTG Carbon Neutrality (Scope 1 and 2)
3 RE Strategies



Reduce

Reducing
Greenhouse Gas
Emissions
In Internal
Organizational
Processes



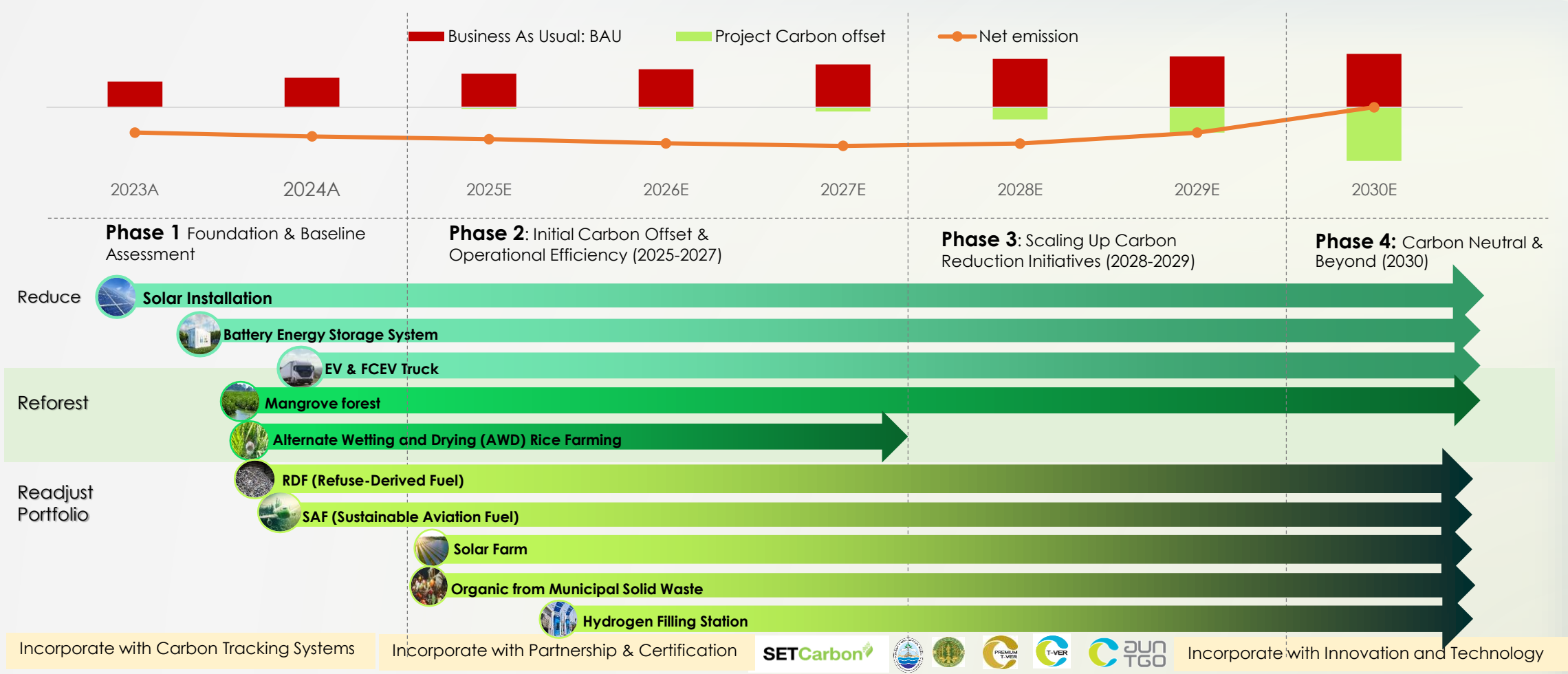
Reforest

Support reforestation and
ecosystem restoration by
fostering integrated
collaboration from all
sectors, aiming for the
conservation and
restoration of forest
resources.



Readjust Portfolio

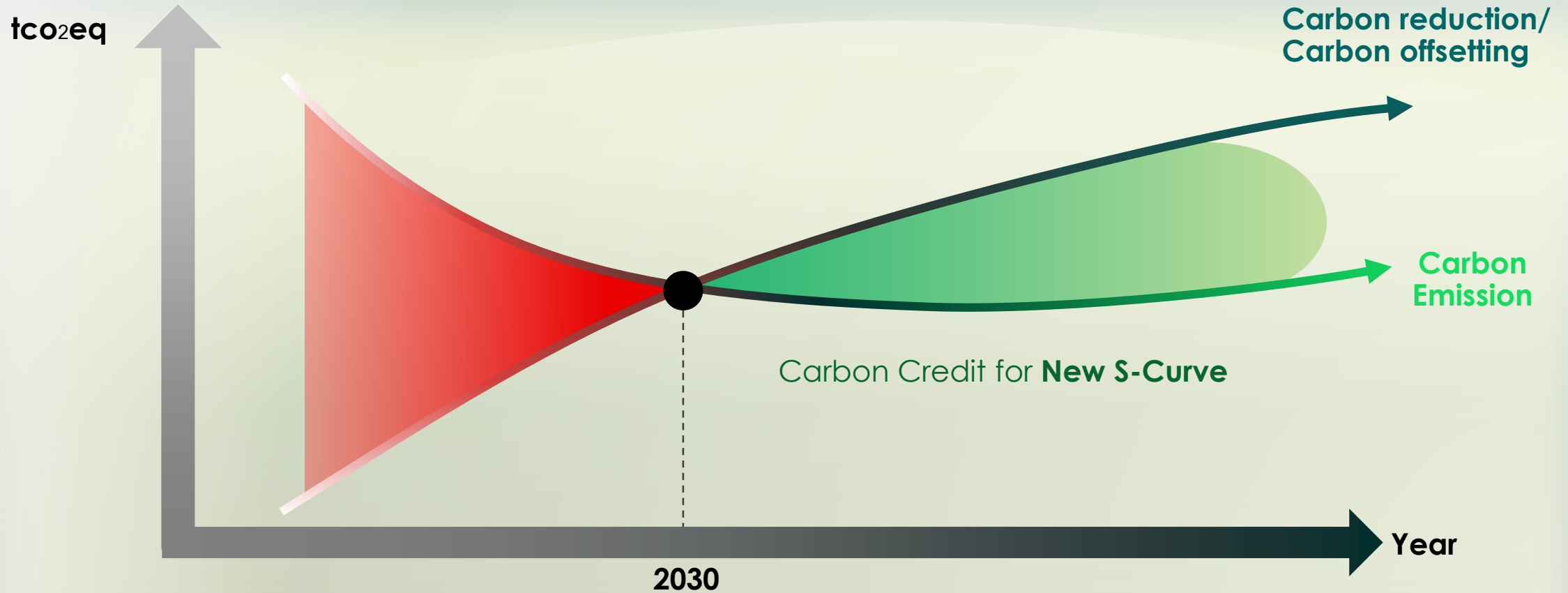
Invest in future
energy businesses
that offer carbon
offset potential and
long-term growth
opportunities



2030

PTG Carbon Neutrality (Scope 1 and 2)
Roadmap

Prepared by
PTG IR Team





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