



# PREMIER TANK CORPORATION

## PUBLIC COMPANY LIMITED

OPPORTUNITY DAY 23 DECEMBER 2022

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BUSINESS OUTLOOK

# 1 BUSINESS OVERVIEW



# BUSINESS OVERVIEW

## BUSINESS DESCRIPTION

The Company operates as oil terminals for loading, storage, blending and dispensing of petroleum-based oil.

## BUSINESS HIGHLIGHT

“Independent Oil Terminal” with modern technology in northeastern of Thailand.

Our terminals locate in both upper and lower northeast Thailand in order to service all future sharing infrastructure.

The company has consistency revenue, high profit margin, and strong financial status for new opportunity.



CONSISTENCY  
REVENUE



HIGH PROFIT  
MARGIN



STRONG  
FINANCIAL



NEW  
OPPORTUNITY

# BUSINESS OVERVIEW

ภาพห่วงโซ่อุปทานพลังงาน  
และการประกอบธุรกิจของบริษัท



โรงกลั่น



ผู้ค้าน้ำมัน

- รับน้ำมันจากโรงกลั่น
- ใช้คลังน้ำมันเพื่อเก็บและ  
เป็นจุดกระจายให้ผู้ใช้น้ำมัน

เรียกรับน้ำมัน



ส่งน้ำมัน

ซื้อน้ำมัน และเลือกจุดรับน้ำมัน



- เรียงรับน้ำมันให้มีเพียงพอ เพื่อพร้อมจ่าย  
ให้แก่สถานีบริการ
- ตรวจสอบคุณภาพและปริมาณ
- บริหารจัดการการรับ-จ่ายน้ำมันให้รวดเร็ว  
แม่นยำ และปลอดภัย



ผู้ใช้รถ



สถานีบริการ

- รับน้ำมัน
- สำรองน้ำมัน เพื่อจำหน่าย  
ให้แก่ผู้ใช้รถ



## VISION

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"Be a stronghold with sustainability and care in Thailand's energy value chain and be the best partner to our customers."

## MISSION

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"Connect regional energy supply chain with efficient, safe and high quality solutions"



VISION  
MISSION  
AND GOAL



GOAL



VISION  
MISSION  
AND GOAL

1

**Efficiency** increases for loading and unloading gasoline by variety terminal transfer and various numbers of gas stations to be serviced.

2

**Develop** fundamental infrastructure in deliver gasoline; therefore, everyone could access to power sources evenly.

3

**Initiate new business** related to our vision and mission which shall diversify sources of revenues and decrease risk from either one of business.

# KEY STRATEGY





# KEY MILESTONES



2013

## The beginning

Established PTC and started the first project in Khonkaen in January 2013

2014

## Operations started

Completed Khonkaen terminal construction project and 1st liter of oil was dispensed in October 2014

2017

## The expansion

Started the Sisaket terminal project in January 2017

2019

## Making bigger impact

Sisaket terminal will be finished and complete system commissioning in the 2nd quarter

2022

## Initial Public Offering

IPO to be listed "15 Feb 2022" and paid-up capital to 205 MB.

# TERMINAL LOCATIONS

## PTC Khonkaen Terminal

111 Moo 10, Kutnamsai,  
Namphong, Khonkaen

## PTC Sisaket Terminal

111 Moo 5 , Nongbua,  
Kanthararom, Sisaket

# UPPER



1. Loei
2. Nongkhai
3. Nongbualamphu
4. Udonthani
5. Khonkaen
6. Kalasin
7. Mahasarakham
8. Roiet
9. Sakonnakhon
10. Buengkan
11. Nakhonphanom

# LOWER



1. Sisaket
2. Ubonratchathani
3. Amnatcharoen
4. Yasothon
5. Mukdahan
6. Surin

# KHONKAEN

## TERMINAL



### Finished Product Storage

HSD B7,HSD B10, GSH95, GSH91, E20, and E85



### Loading and Unloading Activities

Truck Loading and Unloading with Top Loading System



### Working Days

6 Operating days per week (Mon – Sat)



### Working Hours

10 Hours ( 7.00 AM. – 5.00 PM.)



### Staffs

38 Staffs with 24-Hour Security Guards

# KHONKAEN TERMINAL CAPACITY



10 Tanks

8 x 450,000  
Tanks Liters with IFR

2 x 2,500,000  
Tanks Liters

NO. OF TANKS



Total Storage

9,000,000  
Liters

TOTAL TANK VOLUME



LOADING  
CAPACITY

4,000,000  
Liters per Day

With 8 loading Bays  
19 Loading Arms

MAX LOADING  
CAPACITY



UNLOADING  
CAPACITY

4,200,000  
Liters per Day

With 8 Unloading Bays  
11 Unloading Pumps

MAX UNLOADING  
CAPACITY

# KHONKAEN

## TERMINAL



Office and Control Building



Spacious Parking Space



Training room



# KHONKAEN

## TERMINAL



Clean and Hygienic Restrooms



Comfortable Room and Green Area



Convenient Office Space

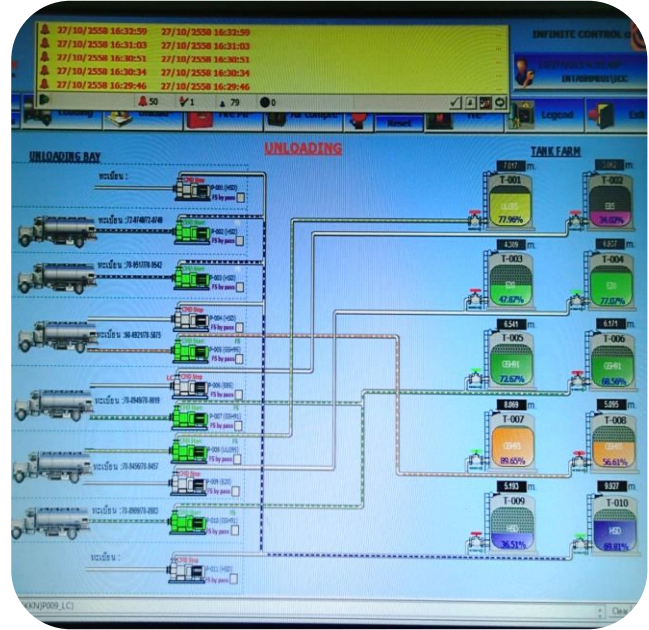


# KHONKAEN

## TERMINAL



Storage Tanks with Cooling Rings



Terminal Automation System



Unloading Gentry



# KHONKAEN

## TERMINAL



Fire Training and Safety Equipment Testing

# SISAKET

## TERMINAL



PTC Sisaket  
Terminal



### Base Product Storage With Blending System

Diesel Base, G-Base1, G-Base2, Ethanol, B100, and Premium-Diesel



### Loading and Unloading Activities

Truck Loading and Unloading with Top Loading System



### Working Days

6 Operating days per week (Mon – Sat)



### Working Hours

10 Hours ( 7.00 AM. – 5.00 PM.)



### Staffs

28 Staffs with 24-Hour Security Guards

# SISAKET TERMINAL CAPACITY



## 10 Tanks

6 Tanks x 450,000 Liters with IFR

2 Tanks x 695,000 Liters with IFR

2 Tanks x 2,500,000 Liters

NO. OF TANKS



## Total Storage

9,700,000 Liters

TOTAL TANK VOLUME



LOADING  
CAPACITY

2,000,000

Liters per Day

With 4 loading Bays

12 Loading Arms

MAX LOADING  
CAPACITY



UNLOADING  
CAPACITY

2,325,000

Liters per Day

With 6 Unloading Bays

8 Unloading Pumps

MAX UNLOADING  
CAPACITY

# SISAKET

## TERMINAL



# SISAKET

## TERMINAL



# 2

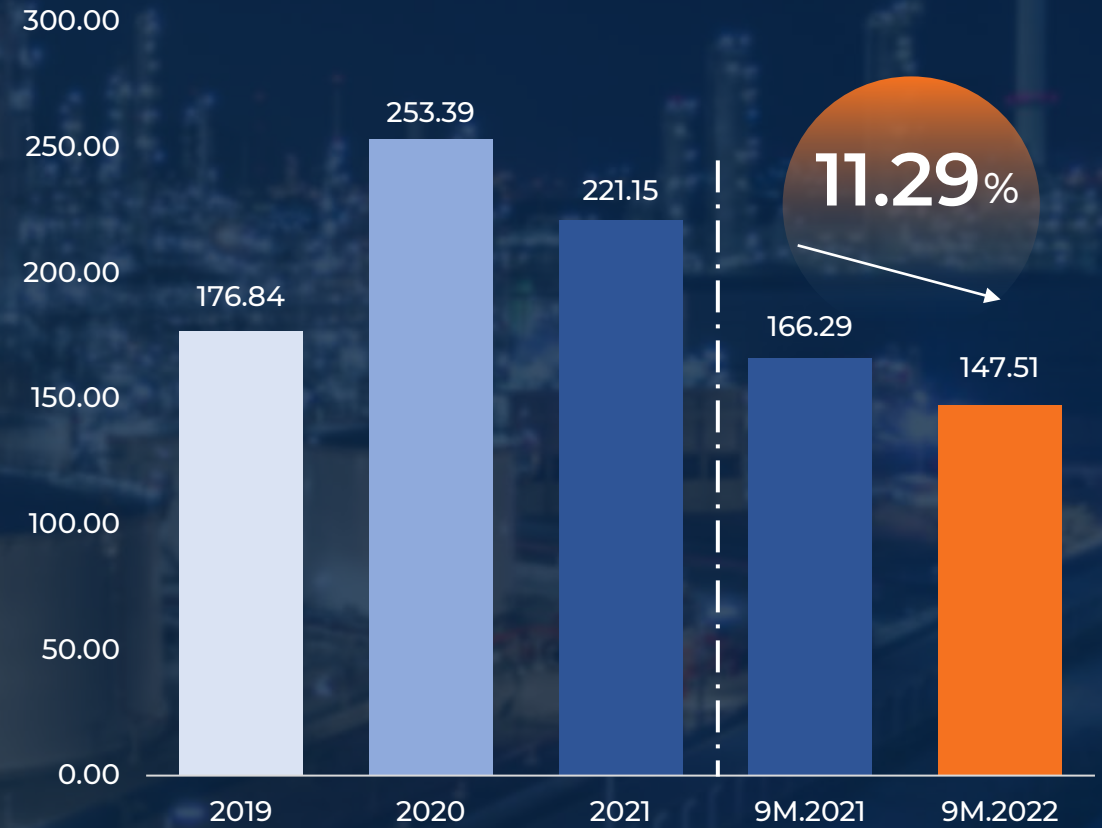
# FINANCIAL HIGHLIGHT



# FINANCIAL PERFORMANCE



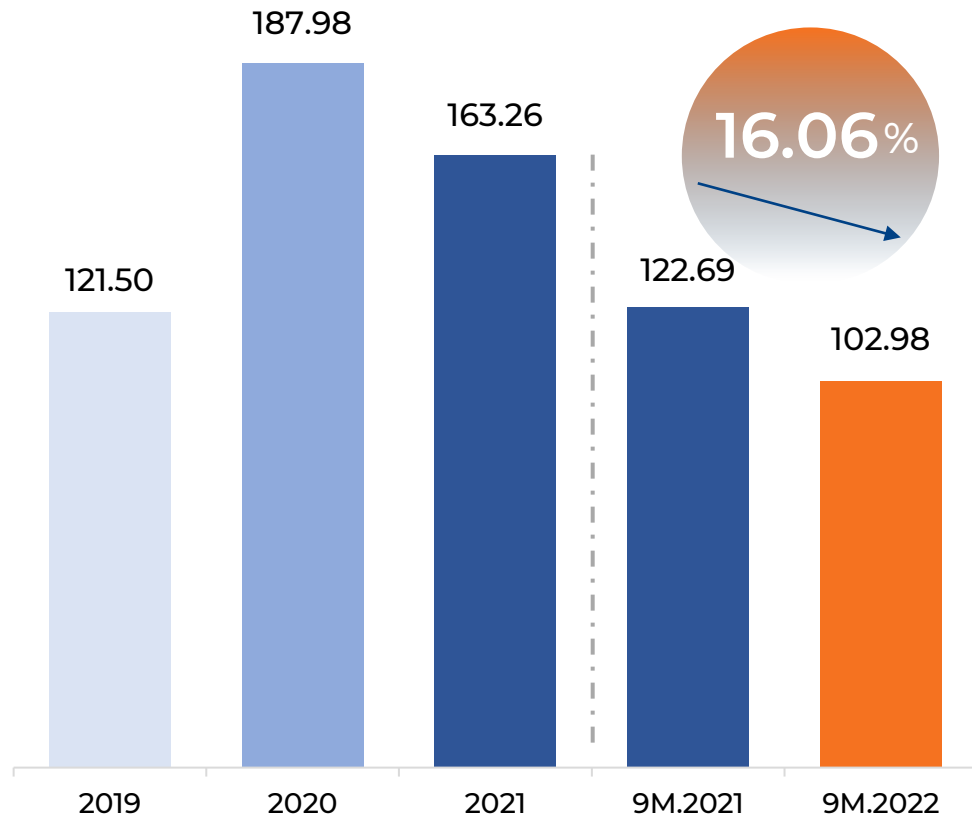
Qty. (MLD.)



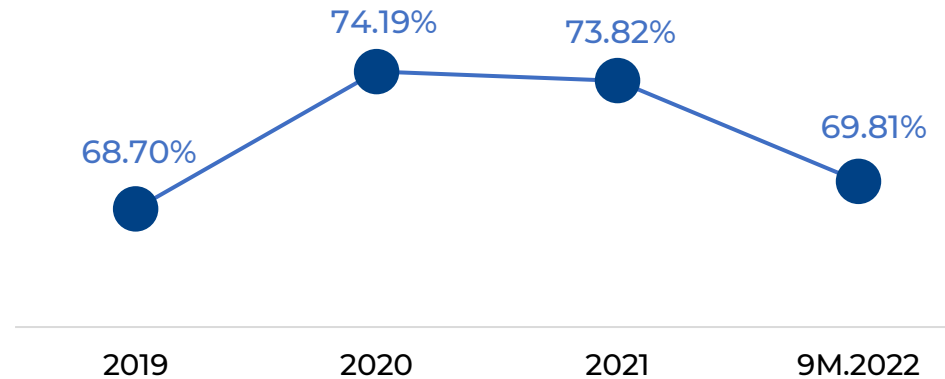
Rental and services income (Unit : MB)

# FINANCIAL HIGHLIGHT

Gross Profit (Unit : MB)



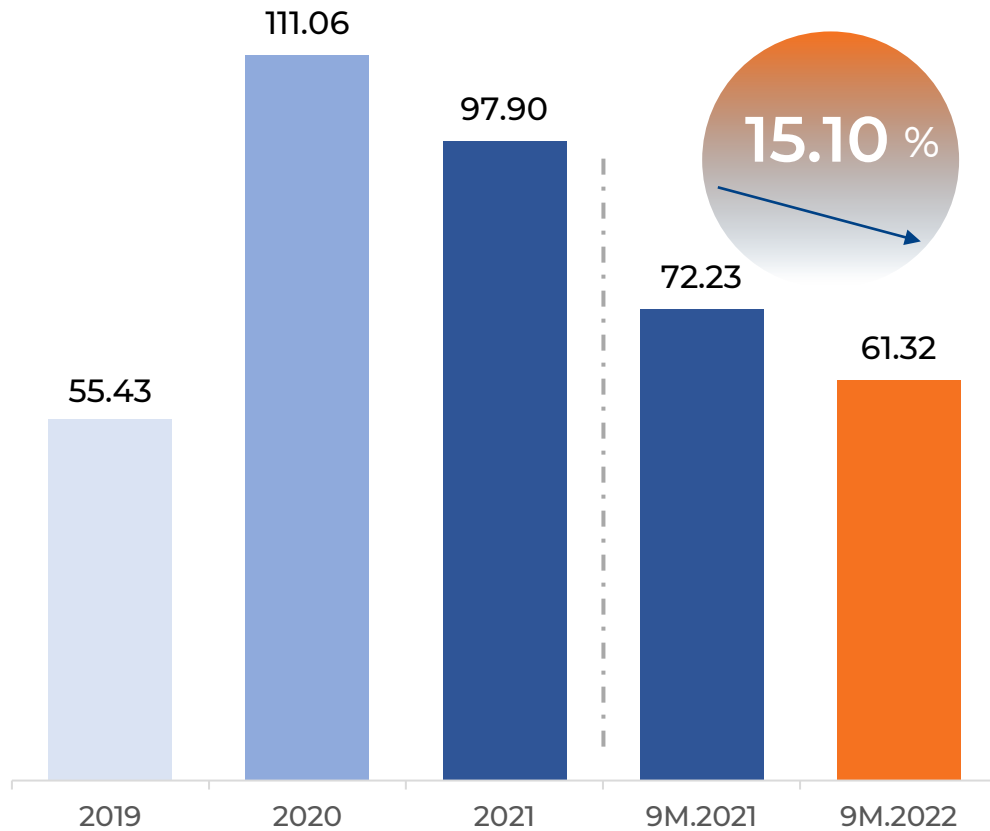
% GPM



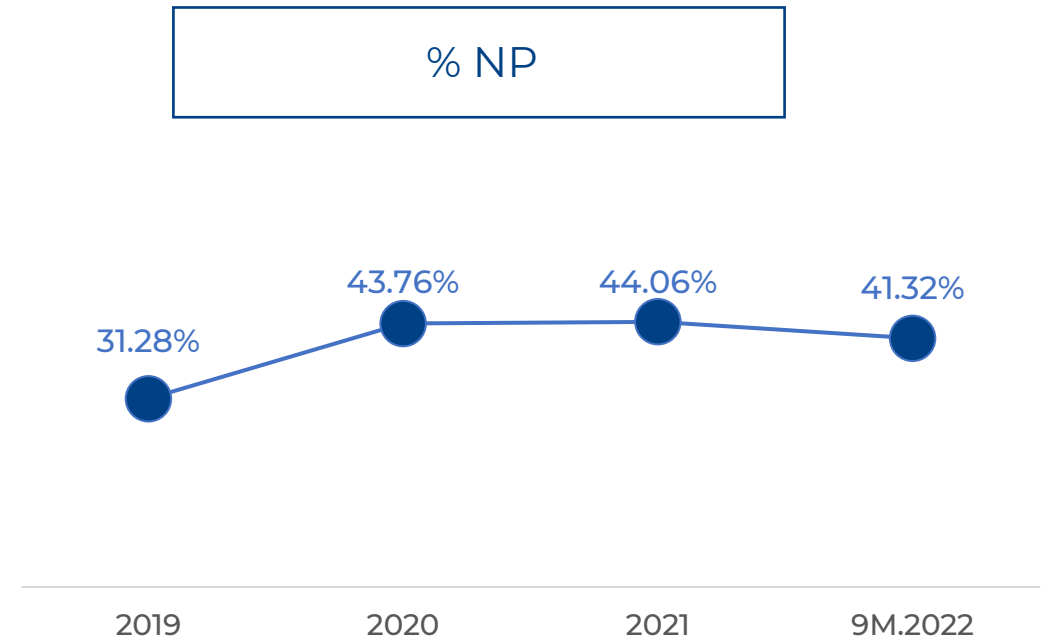


# FINANCIAL HIGHLIGHT

Net Profit (Unit : MB)

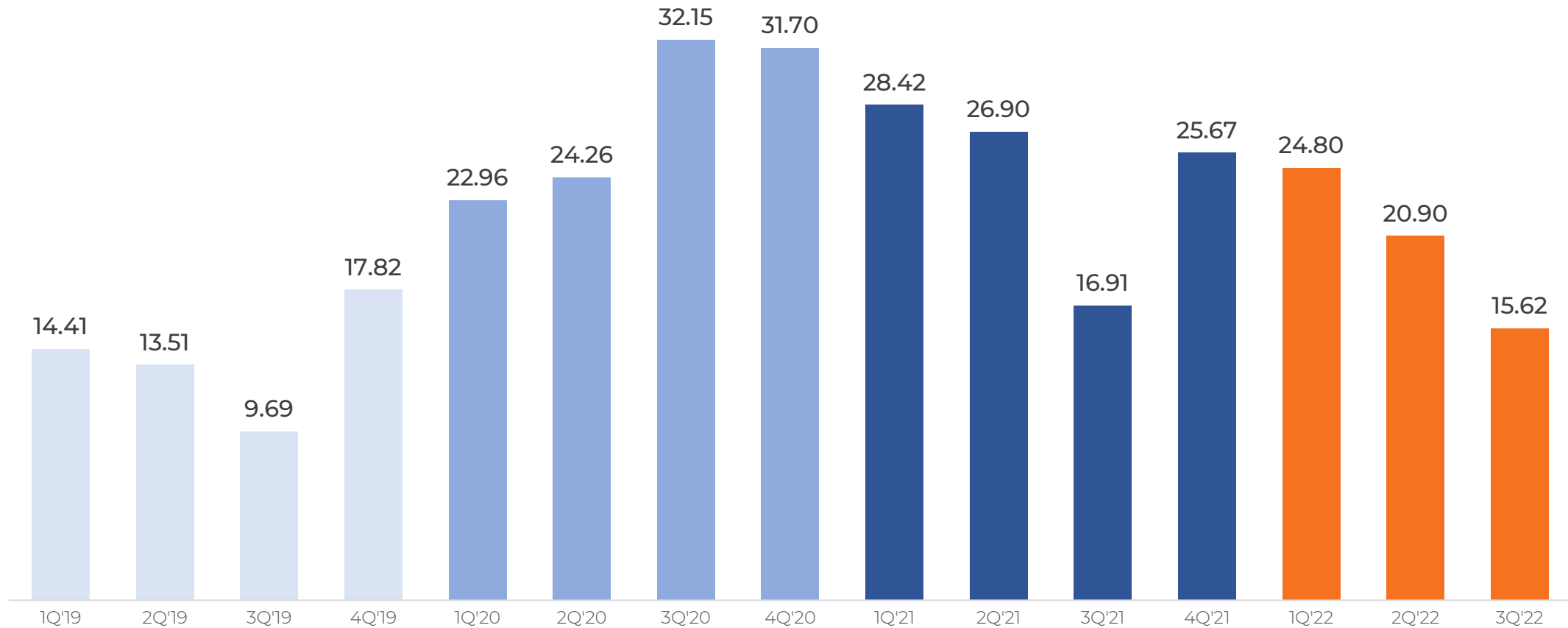


% NP



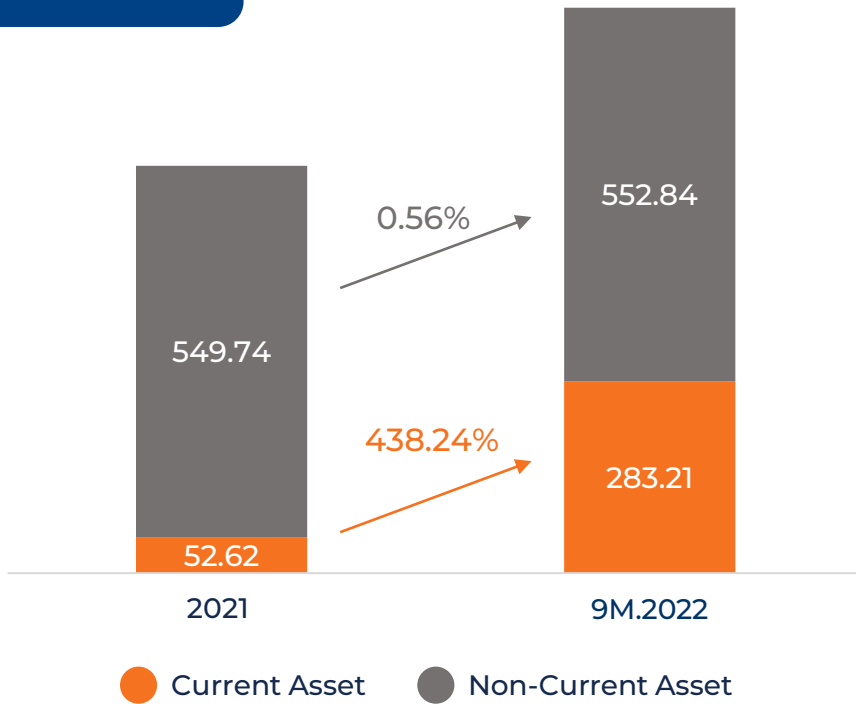
# FINANCIAL HIGHLIGHT

Quarterly Net Profit (Unit : MB)

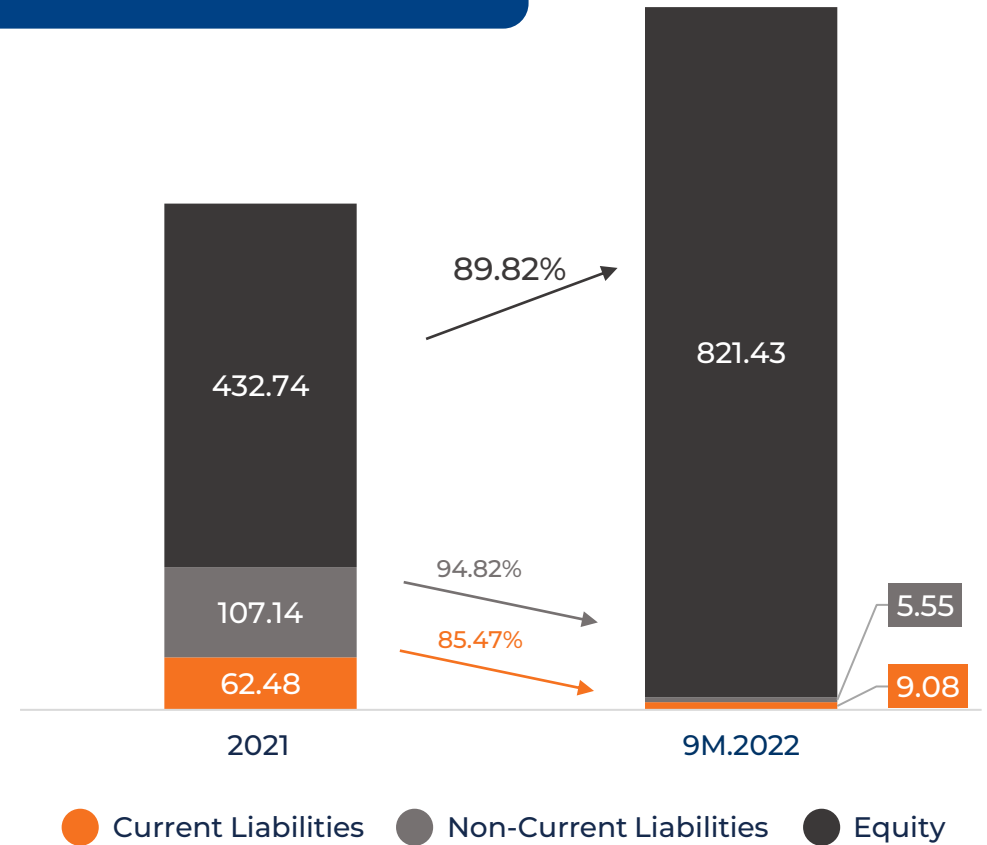


# FINANCIAL POSITIONS

## Asset

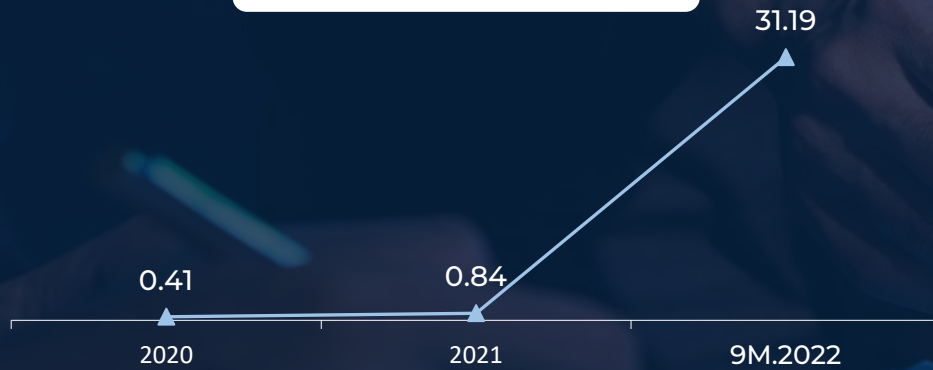


## Liabilities and Equity

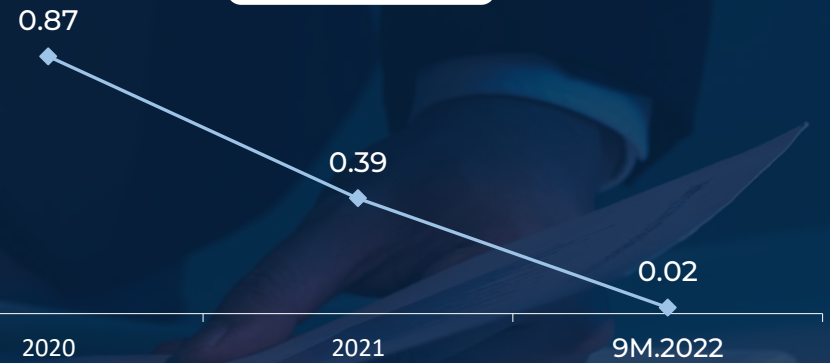


# KEY FINANCIAL RATIO

Current Ratio (Times)



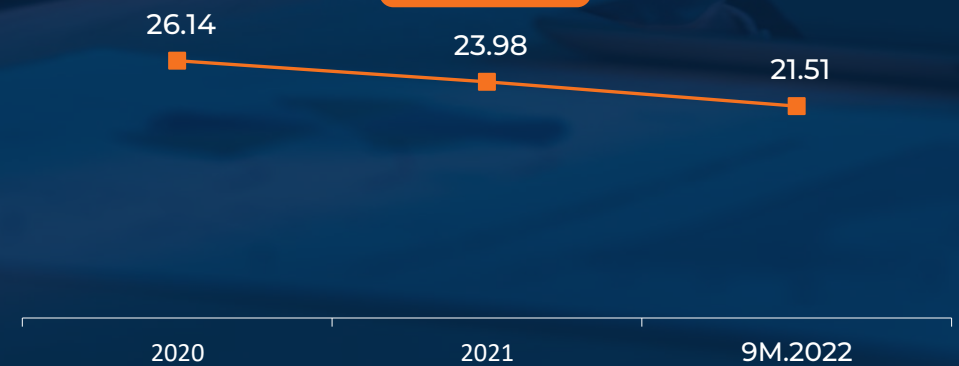
D/E (Times)



ROE (%)



ROA (%)





3

# BUSINESS OUTLOOK

# BUSINESS OUTLOOK



Oil Demand increase  
from **GDP growth**

**2.8% - 4.7%**

in 2023

## Economic Recovery

from COVID-19

## Stable Income

with high profit margin.

## Strong Balance sheet

with low D/E ratio.

## High Potential

for invest in new projects  
and new businesses.



# Q&A

THANK YOU FOR YOUR ATTENTION



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