

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

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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

92.1%
Oil Business

7.9%
Non- Oil Businesses

Total Revenues of **54,395 MB** in 3Q2024

73.9%
Oil Business

Gross Profit of **3,532 MB** in 3Q2024

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 **max^{WORLD}** Ecosystem



Oil Fuel & Retail



LPG



Renewable Energy & Investment



Food & Beverage



Auto Care & Maintenance



e-Money



Logistics



System & Equipment Management

Trademarks



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



3Q2024 | KEY HIGHLIGHTS



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

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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

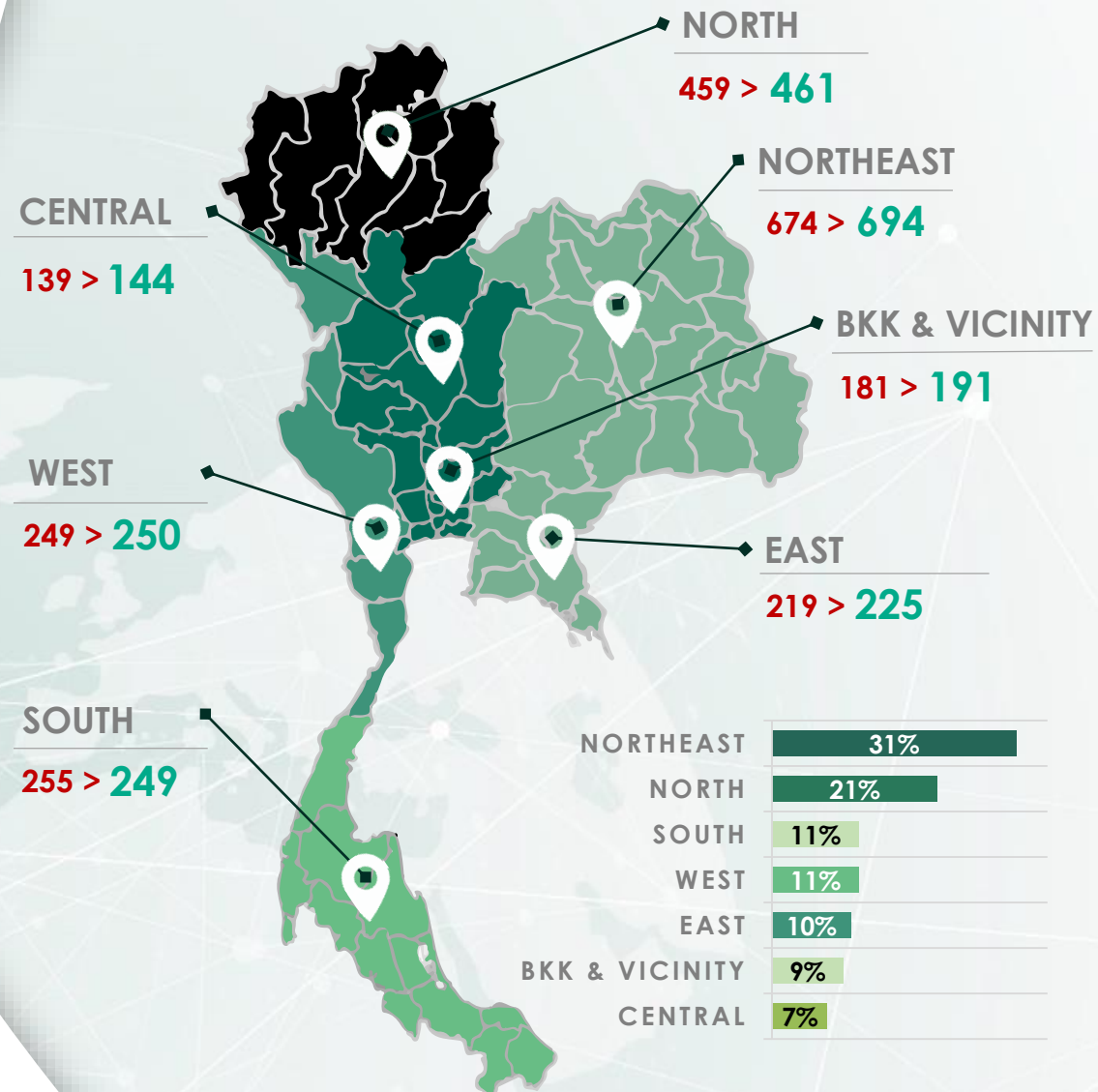
30-Sep-23 30-Sep-24

Source: The Company

REGIONAL DISTRIBUTION OF OIL STATIONS

Unit: Stations

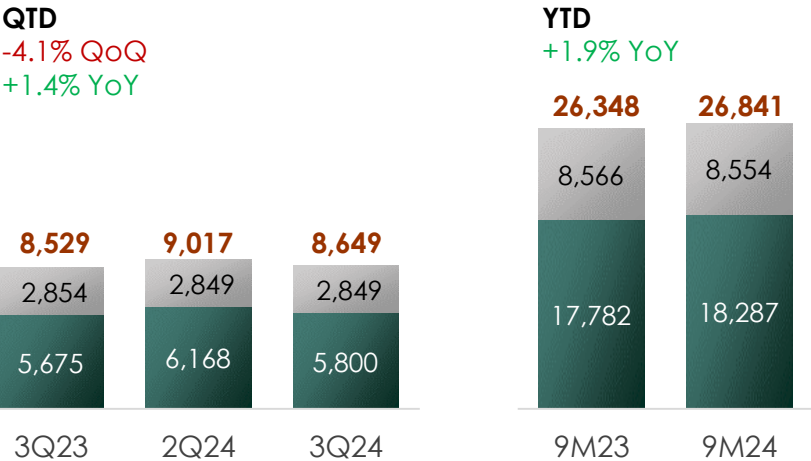
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THAILAND OIL CONSUMPTION

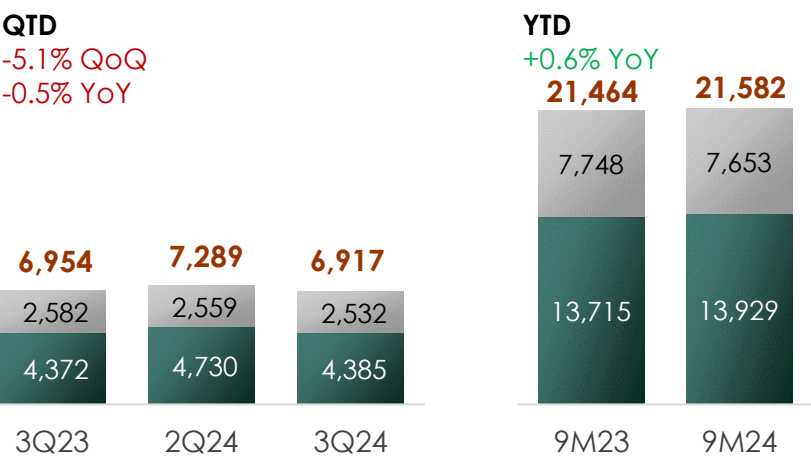
All Channel Consumption

Unit: ML / %



Retail Consumption

Unit: ML / %



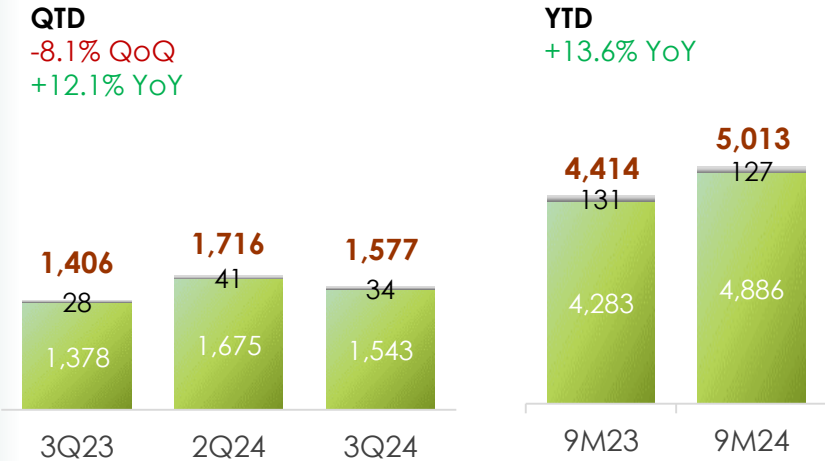
■ Diesel ■ Benzene



PTG OIL SALES VOLUME

Volume by Channel

Unit: ML / %



3Q24:
 Retails:
 -7.8% QoQ, +12.0% YoY
 Wholesales:
 -18.9% QoQ, +17.9% YoY



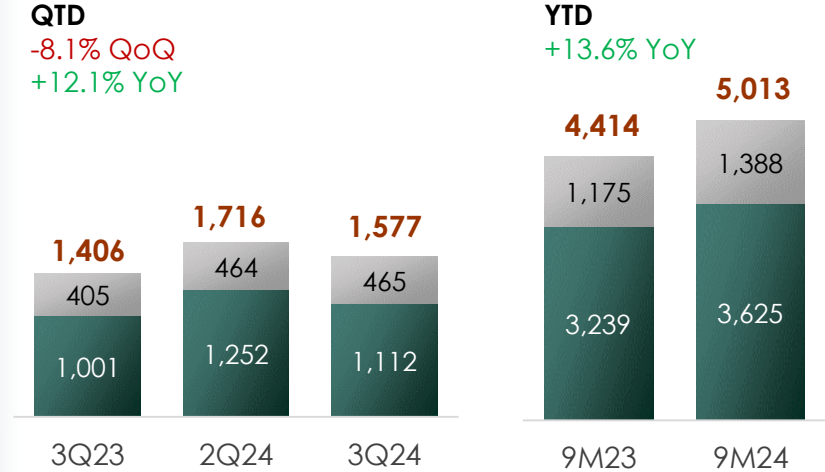
Oil station expansion
 in 3Q24 +1.7% YoY



SSS in 3Q24 +10.8% YoY

Volume by Product

Unit: ML / %



3Q24:
 Diesel:
 -11.2% QoQ, +11.1% YoY
 Benzene:
 +0.1% QoQ, +14.8% YoY

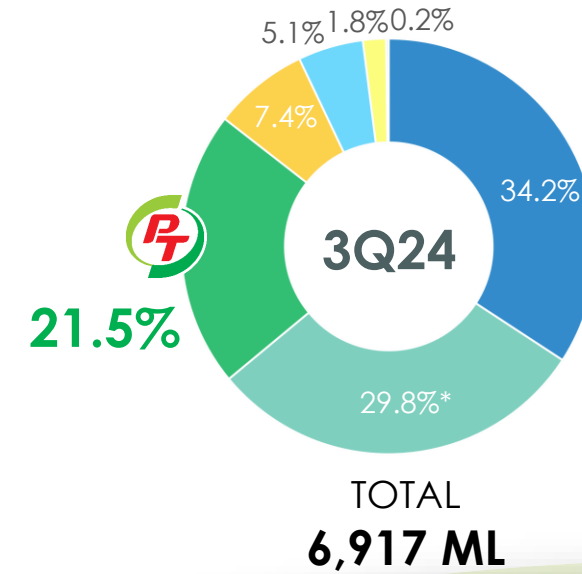
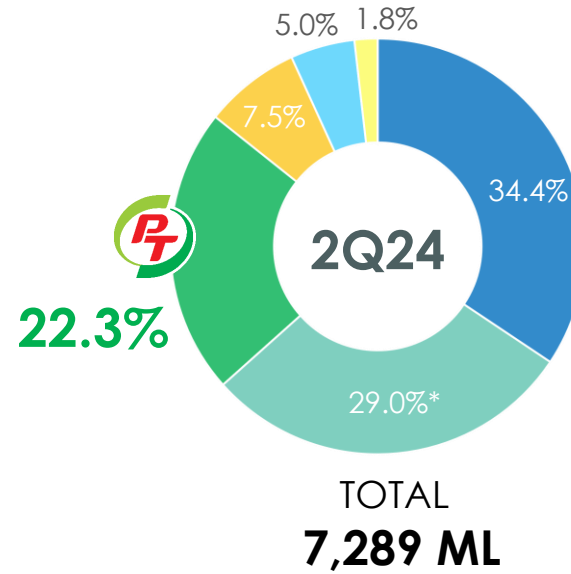
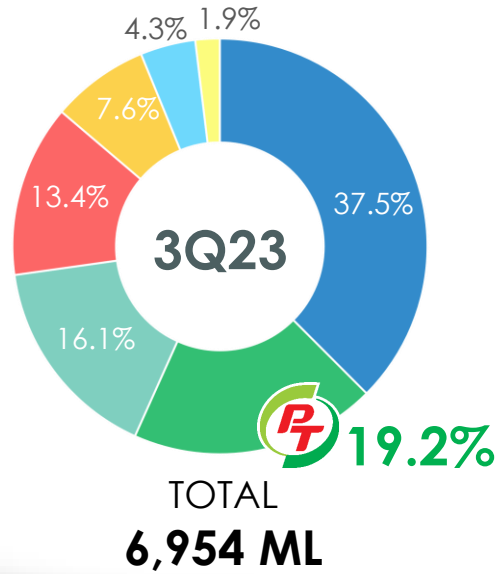
■ Wholesales ■ Retails

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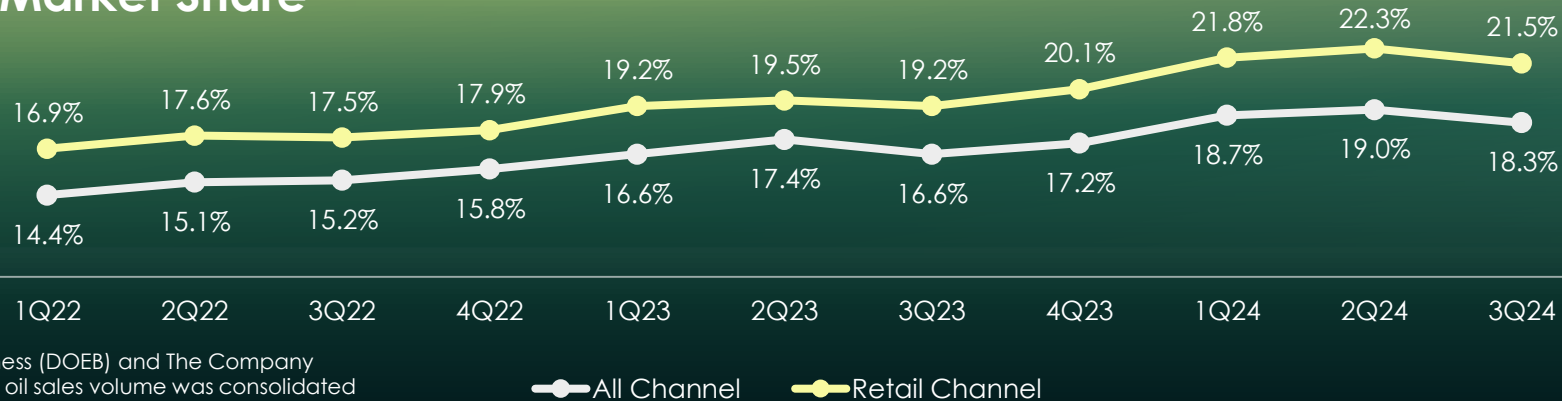
3Q2024 | OIL RETAIL MARKET SHARE

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.



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.

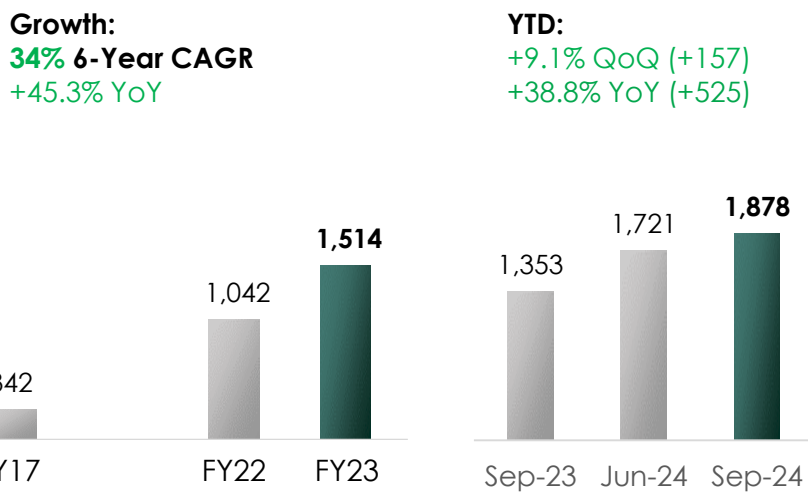
NON-OIL BUSINESS OVERVIEW

NON-OIL BUSINESS

Non-Oil Touchpoints

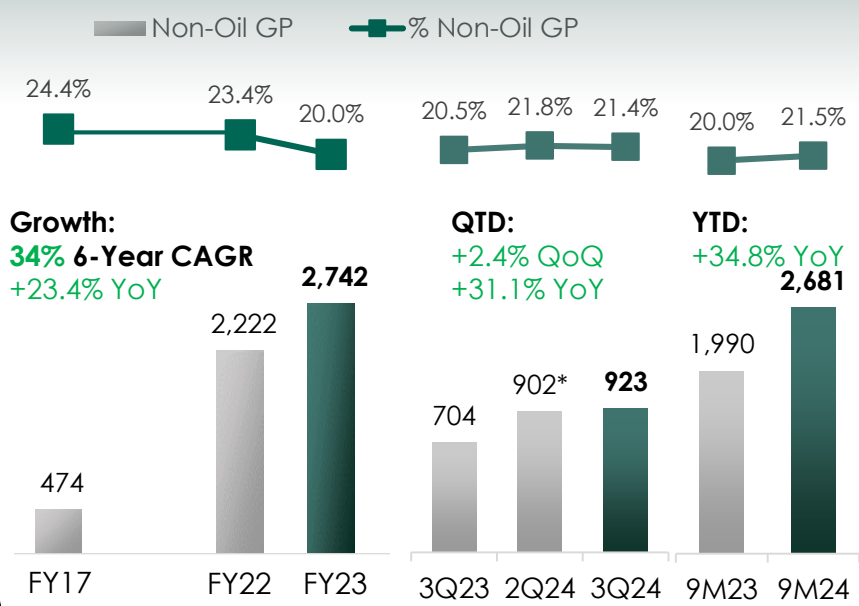
(Excl. LPG Touchpoints)

Unit: Touchpoints



Non-Oil Gross Profit

Unit: MB / %

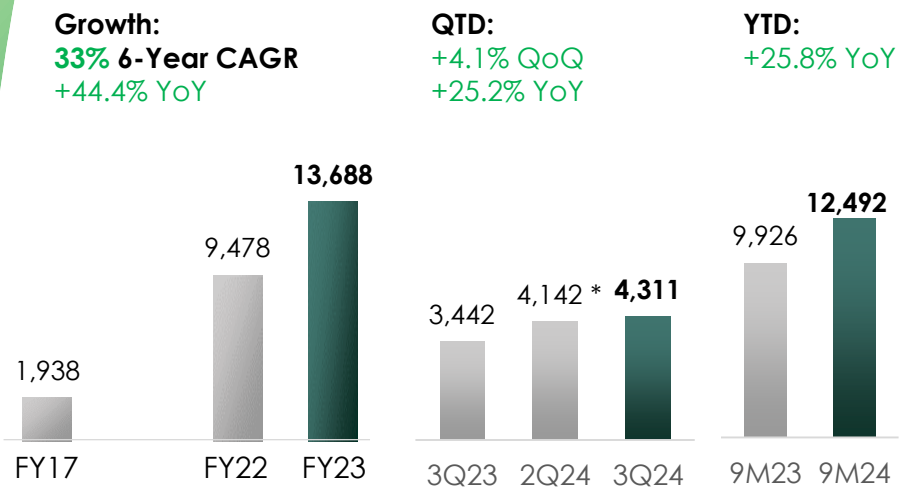


*Remark:
Adjusted Non-Oil
Business Performance
from 1Q2024 Onward

Non-Oil Revenue

Unit: MB

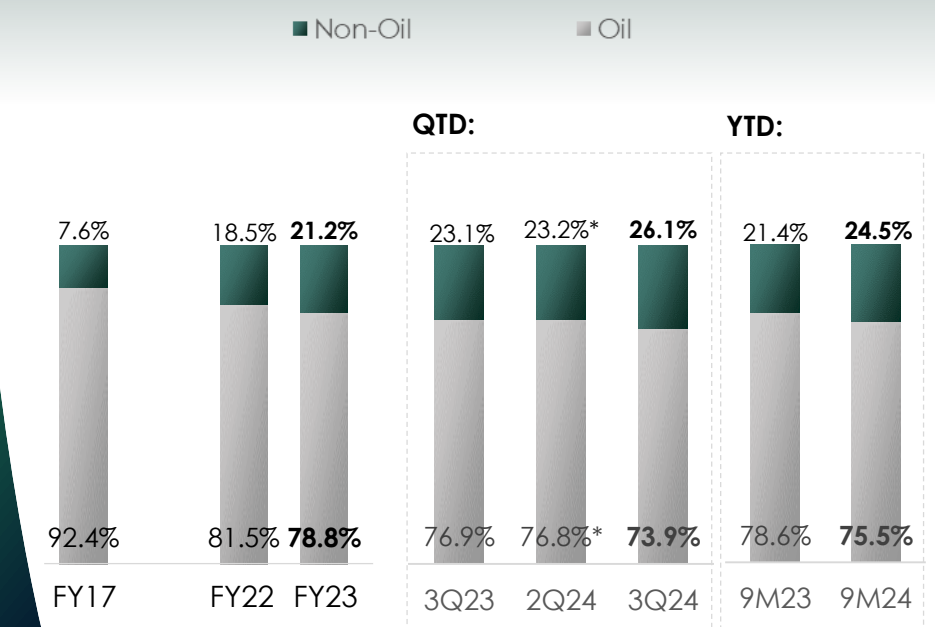
*Remark:
Adjusted Non-Oil
Business Performance
from 1Q2024 Onward



Gross Profit Contribution

Unit: %

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





NON-OIL BUSINESS

(Excl. LPG)

1,878

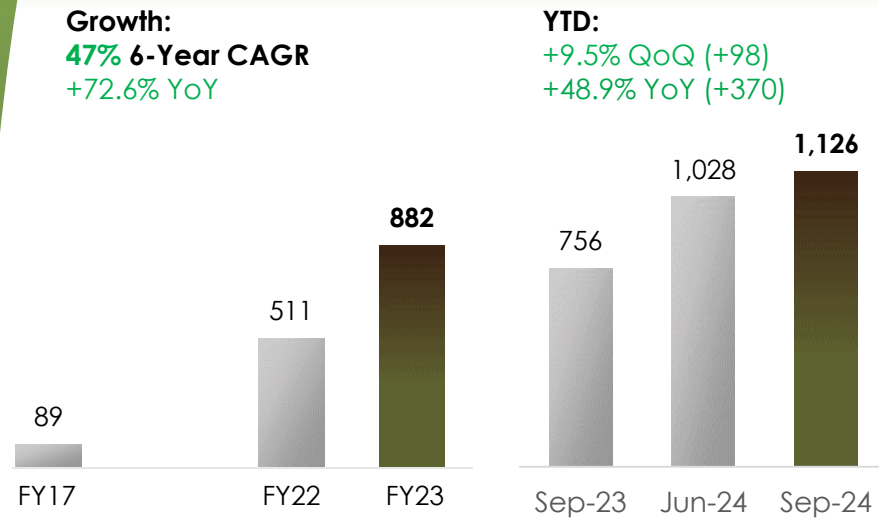
TOUCH POINTS



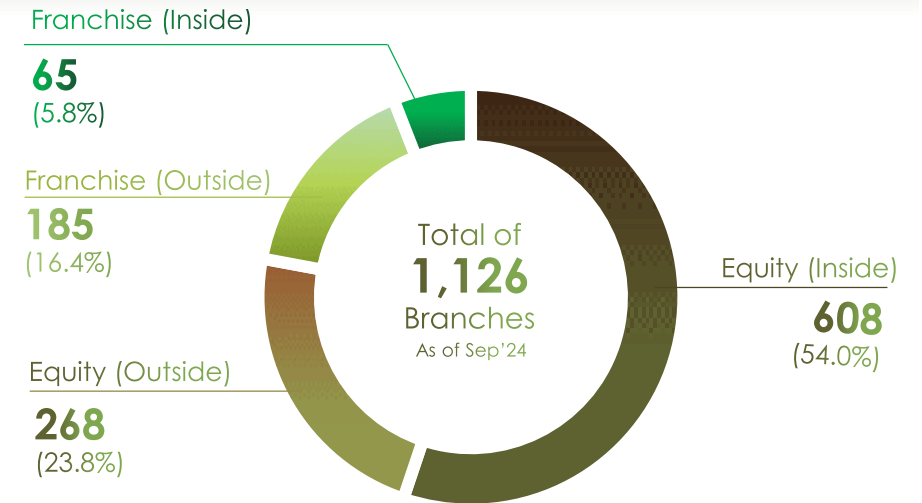


Punthai Touchpoints

Unit: Touchpoints

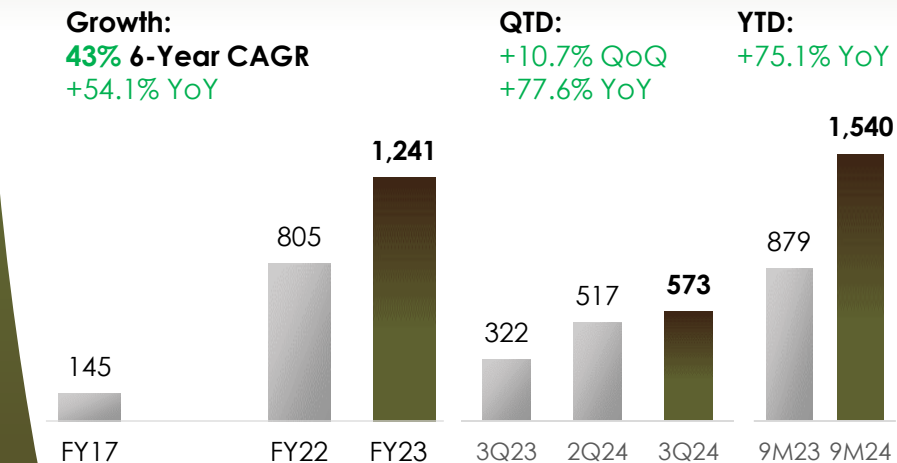


Touchpoints Breakdown



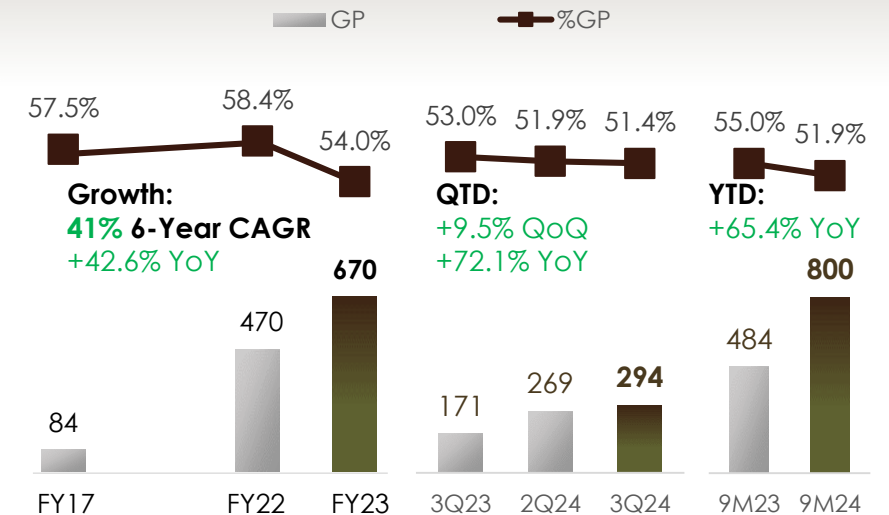
Punthai Sales

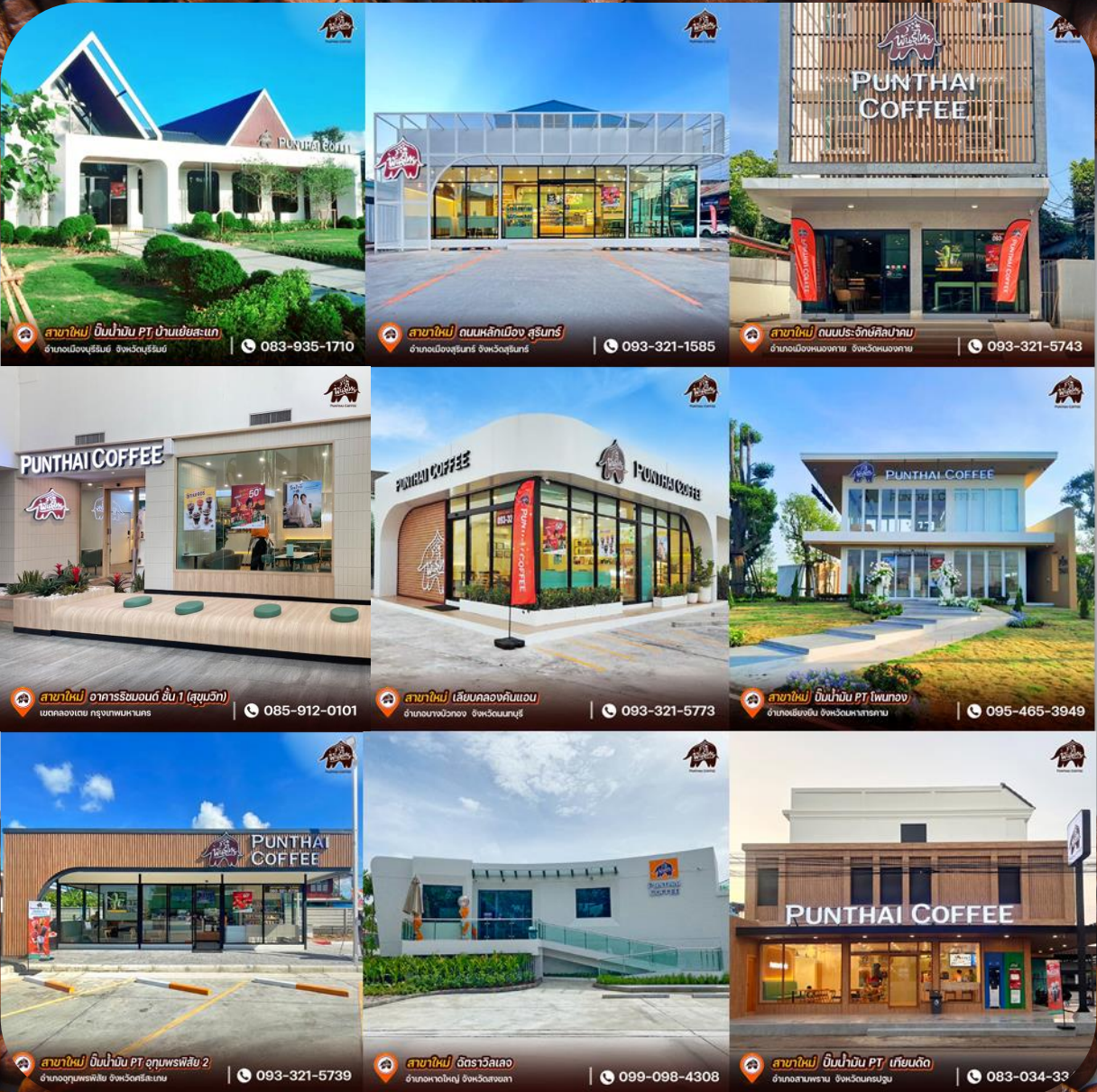
Unit: MB



Punthai Gross Profit

Unit: MB / %



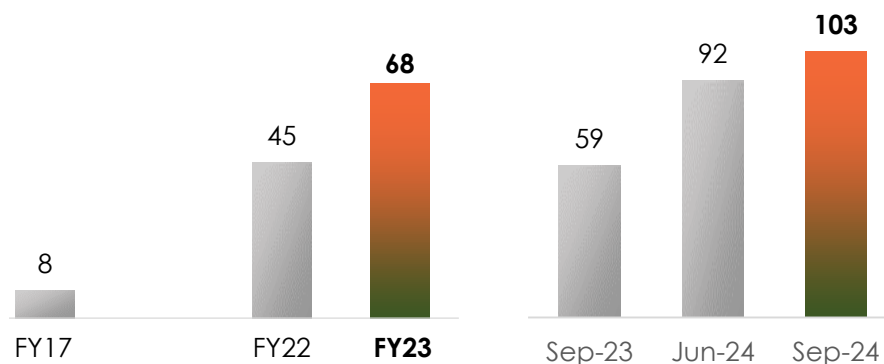


AUTOBACS Touchpoints

Unit: Touchpoints

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

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



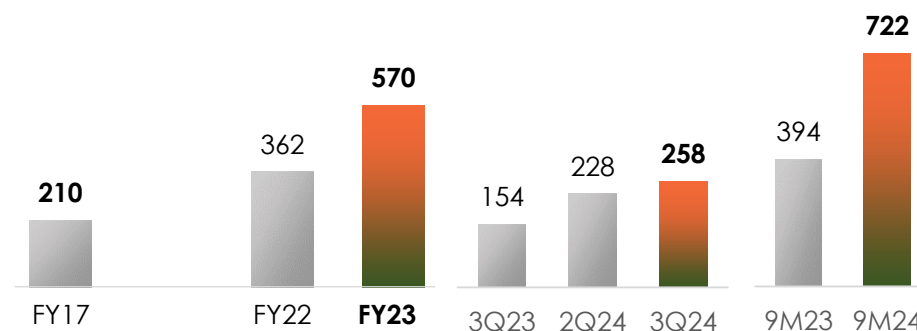
AUTOBACS Sales

Unit: MB

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

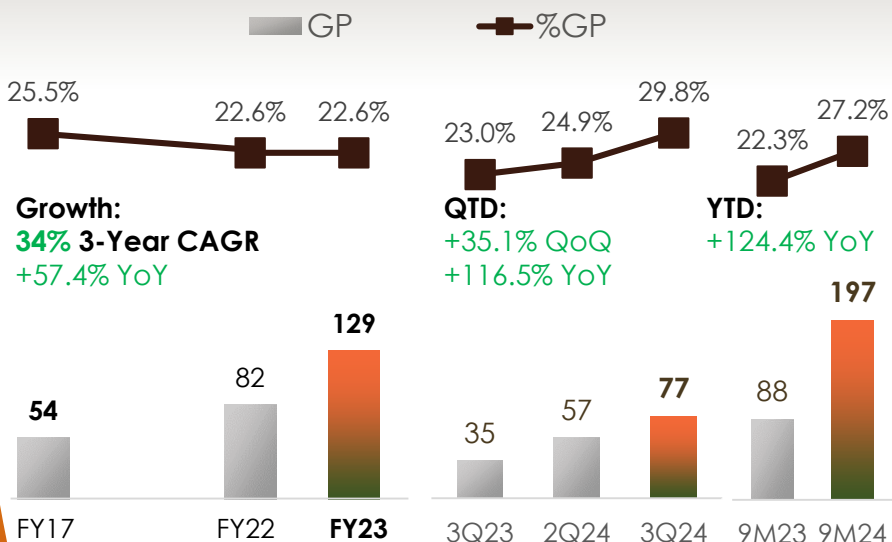
QTD:
+12.9% QoQ
+67.6% YoY

YTD:
+83.3% YoY



AUTOBACS Gross Profit

Unit: MB / %



AUTOBACS



AUTOBACS
JAPAN No.1
Auto Service

Celebrate
100
Branches
อโต้แบคส์ ฉลอง 100 สาขา

เรื่องจริง
“เรื่องความจริงใจเชื่อมั่นได้ทุกบริการ”

AUTOBACS
JAPAN No.1
Auto Service

062-597-1442

สายไหม ปากซอย 74
062-5971442 / 062-5971484

AUTOBACS
JAPAN No.1
Auto Service

หาคใหญ่ 2 คอหงส์
062-5971673 / 062-5972613

AUTOBACS
JAPAN No.1
Auto Service

093-321-1568

พื้ทิ แพรกษา 1
093-3211560 / 093-3211563

AUTOBACS
JAPAN No.1
Auto Service

**พร้อมให้บริการแล้ว
อโต้แบคส์
โลตัส ซิตีพาร์ค บางพลี**

Lotus's

061-029-2336 / 093-321-1568

AUTOBACS
JAPAN No.1
Auto Service

**ยางแบรนด์ชั้นนำ
2 แคม 2**
ด่วน!! จำนวนจำกัด
เฉพาะสาขาโลตัส ซิตีพาร์ค บางพลี เท่านั้น
1-3 พฤศจิกายน 2567

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AUTOBACS
JAPAN No.1
Auto Service

ลด 40%
เฉพาะรุ่นที่ร่วมรายการ
เฉพาะสาขาโลตัส ซิตีพาร์ค บางพลี เท่านั้น

061-029-2336 / 093-321-1568

AUTOBACS
JAPAN No.1
Auto Service

**น้ำมันเครื่องสังเคราะห์แท้
ฟรี!! ✓ค่าแรง ✓ใส่ถอย ✓แทนรถ
ลด 50%**
เฉพาะสาขาโลตัส ซิตีพาร์ค บางพลี เท่านั้น

061-029-2336 / 093-321-1568



FINANCIAL STATEMENTS

INCOME STATEMENTS

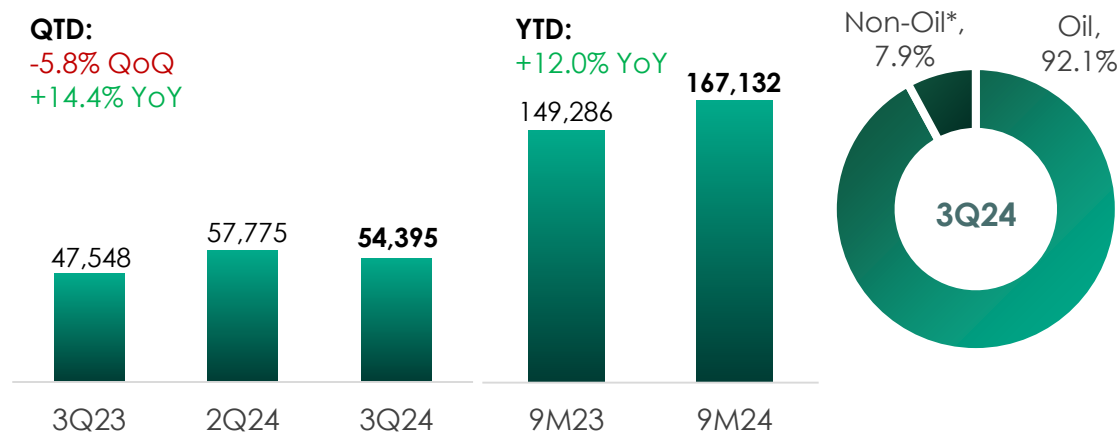


Revenue

Unit: MB / %

QTD:
-5.8% QoQ
+14.4% YoY

YTD:
+12.0% YoY

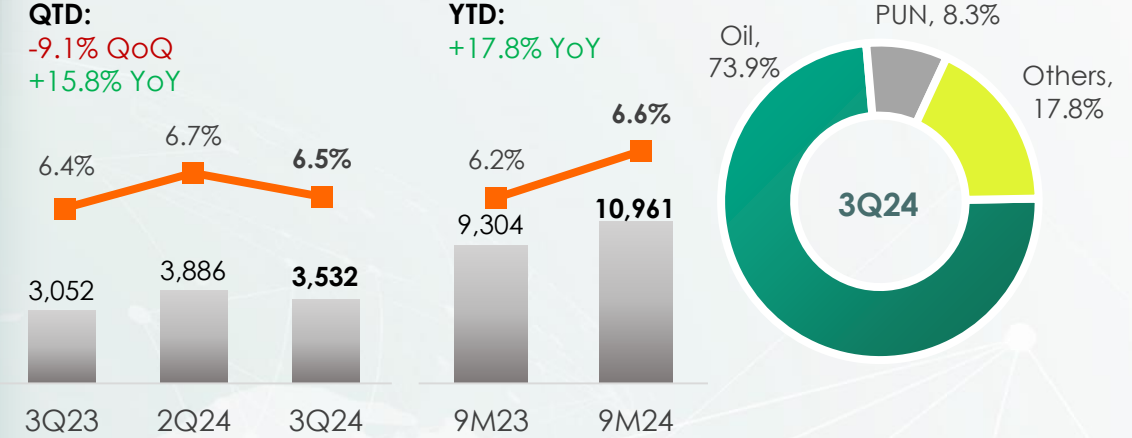


Gross Profit

Unit: MB / %

QTD:
-9.1% QoQ
+15.8% YoY

YTD:
+17.8% YoY

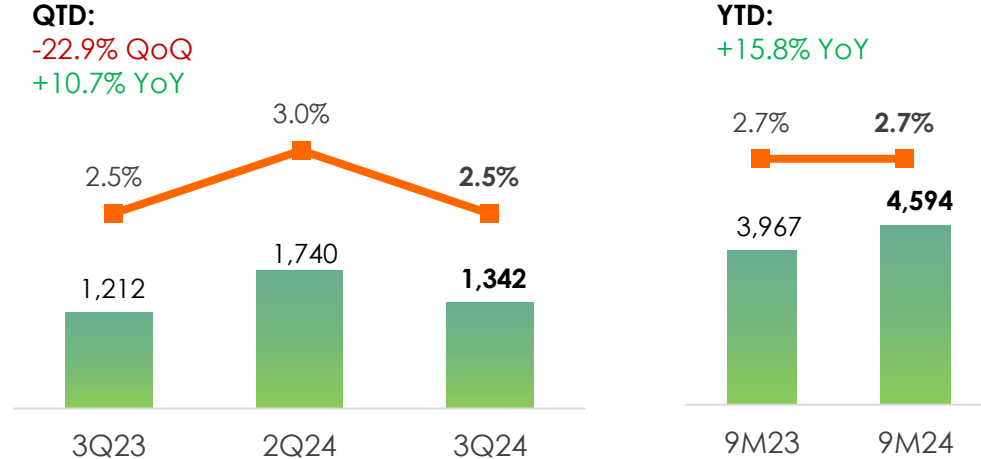


EBITDA

Unit: MB / %

QTD:
-22.9% QoQ
+10.7% YoY

YTD:
+15.8% YoY

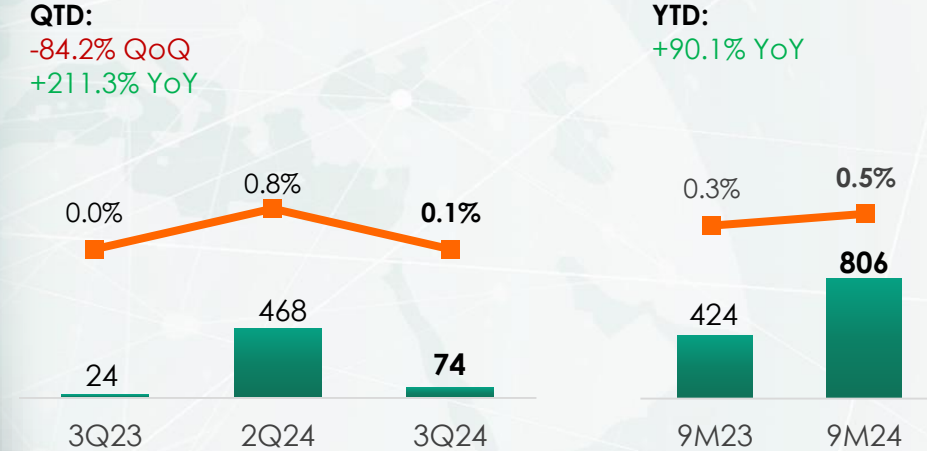


Net Profit

Unit: MB / %

QTD:
-84.2% QoQ
+211.3% YoY

YTD:
+90.1% YoY



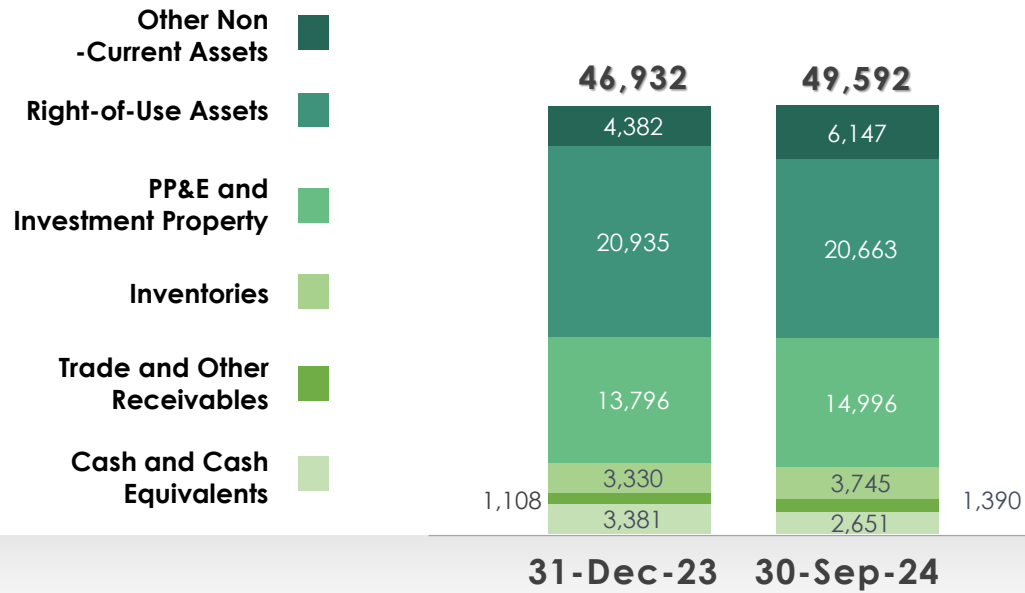
*Remark: Adjusted Non-Oil Business (which includes LPG, Logistics, CVS, F&B, Lubricant and other incomes) performance from 1Q2024 onward

FINANCIAL POSITION

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ASSETS



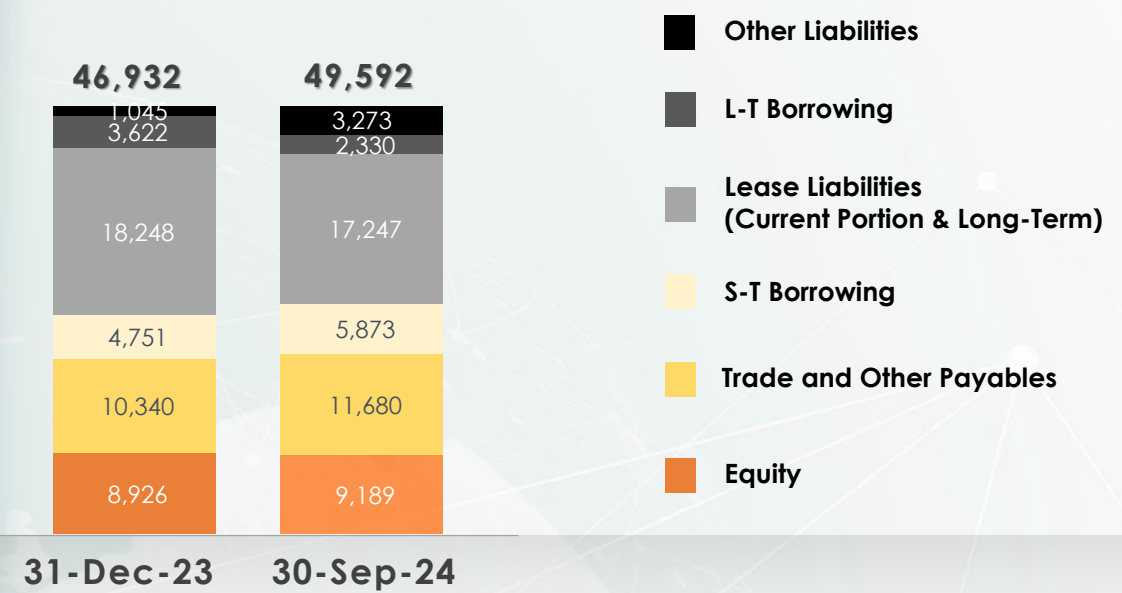
The Company had **Total Assets** of 49,592 MB, an increase of 2,660 MB or 5.7% from the end of last year. This growth was primarily driven by:

(+) **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").

LIABILITIES & EQUITY

Unit: MB



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.

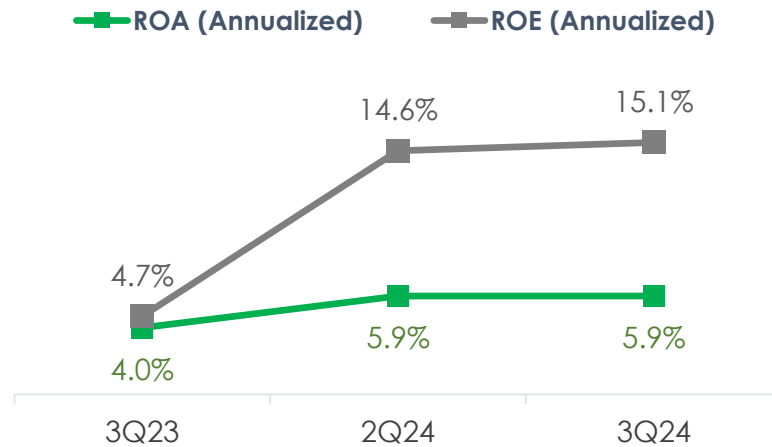
KEY FINANCIAL RATIO

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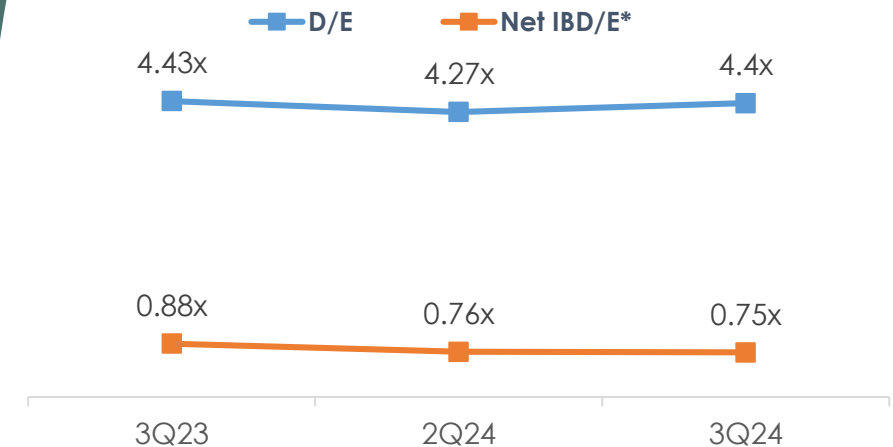
Profitability Ratio

Unit: %



Leverage Ratio

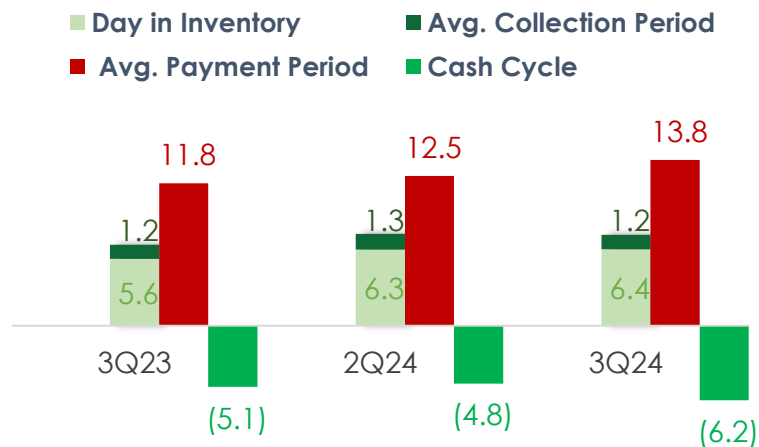
Unit: Times



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

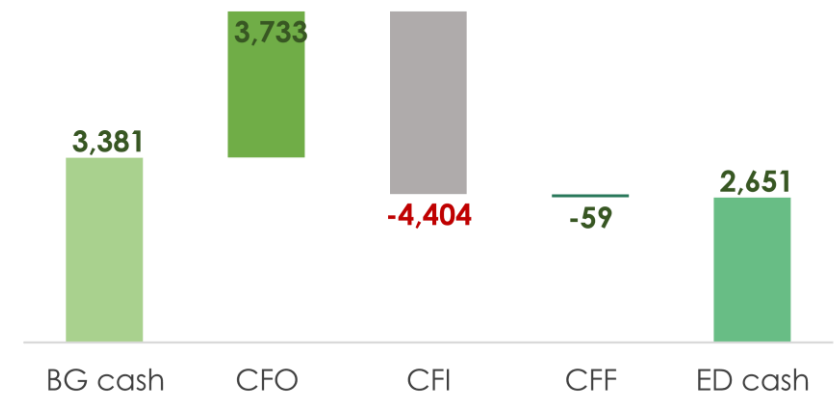
Operating Cycle

Unit: Days



Cash Flow

Unit: MB





Dividend Policy :

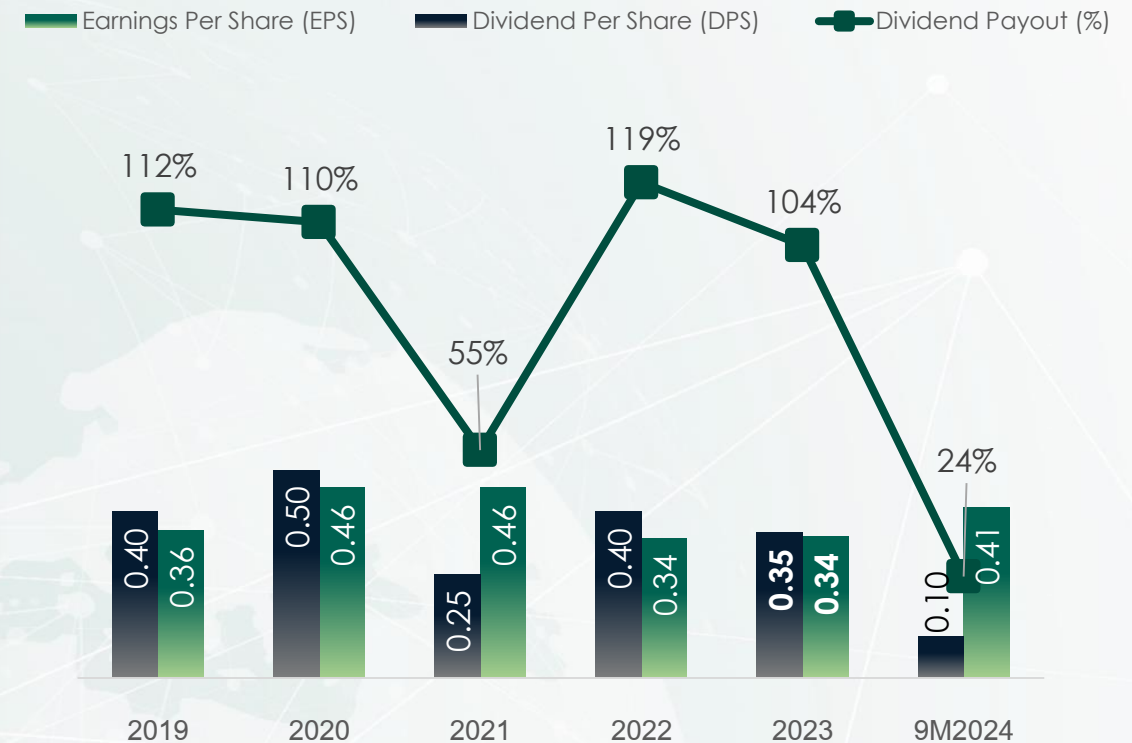
Pay no less than **30%** of net profit according to the separate Financial Statements after taxes, legal reserve, and other reserves (if any).



BOD Resolutions :

The Board of Directors (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.

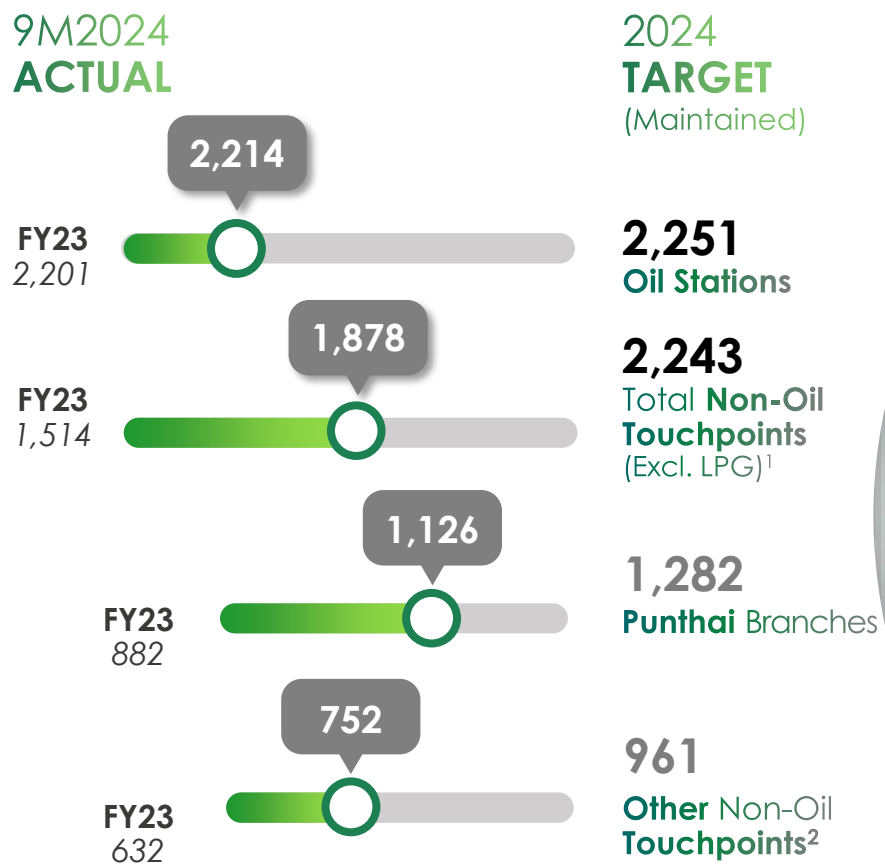


2024 OUTLOOK



9M2024 SUMMARY & 2024 OUTLOOK

2024E Network:



Source: The Company Estimates

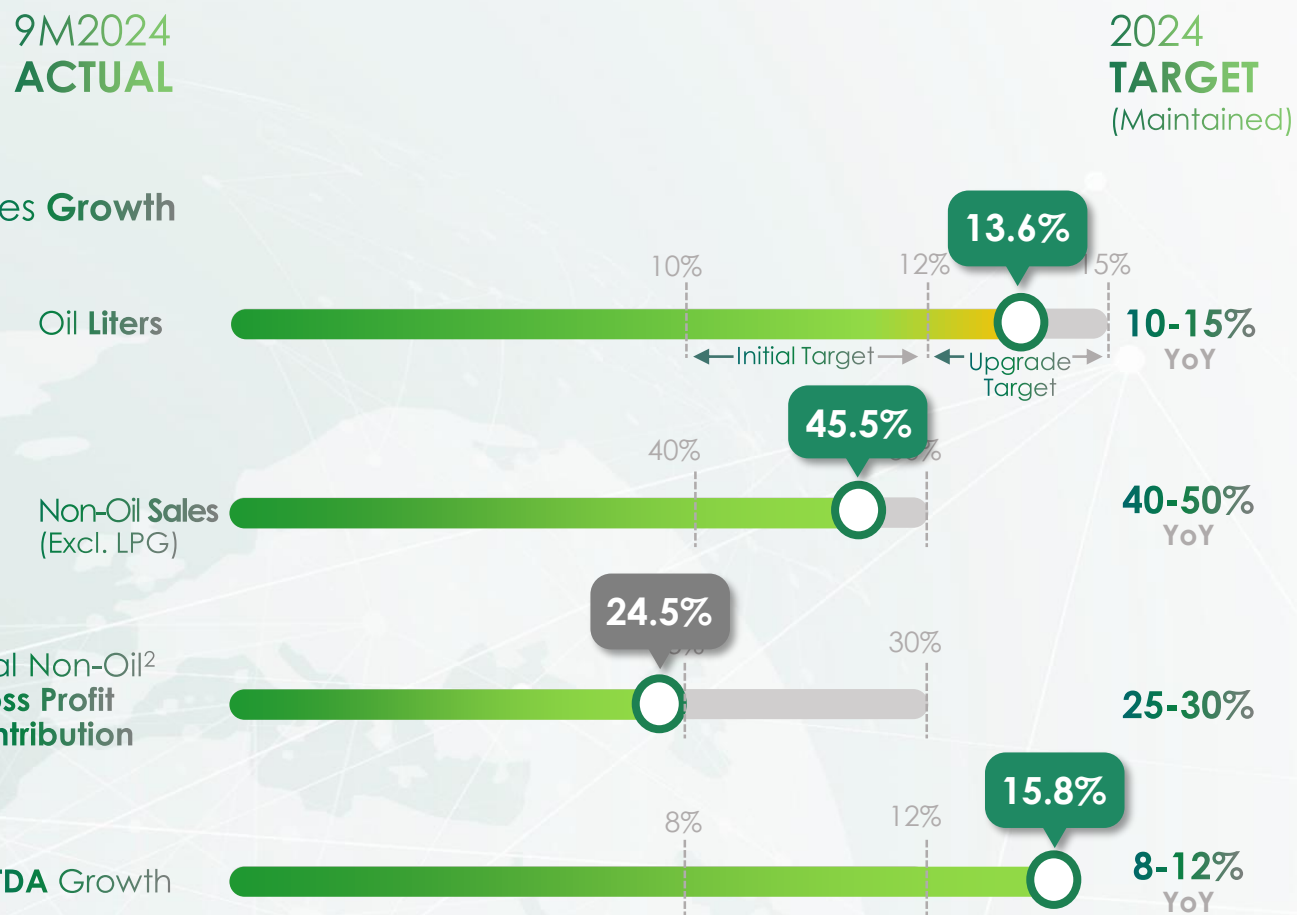
Remarks:

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, Maxnitron Lube Change, and EV Charging Station

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

2024E Performances



2024 | TARGET CAPEX

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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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พี่ทอยาหาเห็นคนไทย
#อยู่ดีมีสุข

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THANK YOU