

Ref: Bor Jor. 014/2020

May 13, 2020

Subject: Management Discussion and Analysis for Quarter 1 Ending 31 March 2020

To: President

The Stock Exchange of Thailand

Super Energy Corporation Public Company Limited ("the Company") would like to clarify the operating results of the company's consolidated financial statements for the first quarter ended March 31, 2020 that changed more than 20% when compared to the same period of the previous year as follows

The company had net profit for the 3 months period of Baht 789.36 million which increase Baht 328.789 million or 71.39% when compared to the same period of the previous year. The Company had net profit for the 3 months period - Owners of the Parent of Baht 718.565 million which increase Baht 323.03 million or 81.67% when compared to the same period of the previous year. The details are as follows

(Unit : Thousand Baht)

STATEMENTS OF PROFIT OR LOSS	CONSOLIDATED FINANCIAL STATEMENTS for the three-months period ended 30 March					
	2020		2019		Change	
	Amount	% to Revenue	Amount	% to Revenue	Amount	% Change
Revenue from sales	1,640,256	97.42%	1,597,688	98.79%	42,568	2.66%
Revenue from services	43,478	2.58%	19,642	1.21%	23,836	121.35%
Total Revenue	1,683,734	100.00%	1,617,330	100.00%	66,404	4.11%
Cost of the sale of goods	(718,339)	-42.66%	(676,889)	-41.85%	(41,450)	6.12%
Cost of the sale of the rendering of services	(35,965)	-2.14%	(16,665)	-1.03%	(19,300)	115.81%
Gross profit	929,430	55.20%	923,776	57.12%	5,654	0.61%
Gain (loss) on foreign exchange rates - net	336,466	19.98%	(745)	-0.05%	337,211	45263.22%
Other income	41,418	2.46%	4,640	0.29%	36,778	792.63%
Selling expenses	(1,596)	-0.09%	(739)	-0.05%	(857)	115.97%
Administrative expenses	(148,429)	-8.82%	(97,272)	-6.01%	(51,157)	52.59%
Finance costs	(389,181)	-23.11%	(370,901)	-22.93%	(18,280)	4.93%
Share of profit from investments in associates	24,947	1.48%	4,946	0.31%	20,001	404.39%
Profit before income tax expense	793,055	47.10%	463,705	28.67%	329,350	71.03%
Income tax expense	(3,695)	-0.22%	(3,134)	-0.19%	(561)	17.90%
Profit for the period	789,360	46.88%	460,571	28.48%	328,789	71.39%
Profit for the period - Owners of the Parent	718,565	42.68%	395,535	24.46%	323,030	81.67%

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(1) Total Revenue

The company's total revenue was Baht 1,683.734 million which increasing by Baht 66.404 million or 4.11% increase when compared to the same period of the previous year which is mainly due to

- Revenue from sales was Baht 1,640.256 million which increasing by Baht 42.568 million or 2.66%, which is mainly due to
 - Revenue recognition from solar power plant project In Vietnam increasing by Baht 218 million which has distributed electricity into the commercial system in June 2019. However, the consolidated financial statements do not include revenue from solar power plant projects in Vietnam, of 50 megawatts, which have supplied electricity to commercial systems to Vietnam Electricity Authority (EVN) in December 2019 due to the process of transferring shares.
 - Revenues from sales of electricity from solar power plants in the Thailand decreased by Baht 220 million, a decrease from the sale of 19 solar power plants, total 118 megawatts to the Super Energy Power Plant Infrastructure Fund (SUPEREIF). When offset by the income from operating and maintenance service (O&M) to SUPEREIF in the amount of Baht 21 million, as a result, the revenue from the sale of solar power plants to SUPEREIF decreased by Baht 199 million.
 - Revenue from the thermal power plant from industrial waste has increased Baht 6 million.
 - Revenue from sales of tap water and raw water in the amount of Baht 38 million of Super Water Company Limited (SW) and Thai Panichnawa Construction and Langnumthai Join Venture Co.,Ltd. (JVTPN), which SUPER acquired in business on June 28, 2019.
- Revenue from service was Baht 43.478 million, an increase of Baht 23.836 million or 121.35% mainly due to the revenue from operating and maintenance services (O&M) to the SUPEREIF increased by 21 million baht.

(2) Gain on foreign exchange rates – net

The company has gain on foreign exchange rates – net amounted to Baht 336.466 million, an increase of Baht 337.211 million or 45263.22% compared to the same period of last year. As a result of the conversion of loans to foreign subsidiaries and the occurrence of fluctuations in the Baht currency resulting in a large amount of foreign exchange. However, the gain from exchange rate is a representation of accounting numbers only.

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(3) Other income

The company has other income of Baht 36.778 million which increasing by Baht 81.76 million or 792.63% from the same period of last year which is mainly due to

- The increase in interest income from loans to a company in the amount of Baht 20.78 million. (This loan is in accordance with the resolution of the board of directors in the Board of Directors Meeting No.1/2019 on February 27, 2019)
- Interest income from financial institutions in the amount of Baht 24.60 million.

(4) Administrative expenses

The administrative expenses was Baht 148.429 million which increasing by Baht 51.157 million or 52.59% from the same period of last year by the increase in

- Employee expenses increased by Baht 18 million, Since 2019, the company has expanded investment to foreign countries. Therefore having to hire more employees both domestically and internationally to support investment expansion.
- Expenses not deductible for tax purposes which due to the adjustment of accounting numbers increased by Baht 19 million. Advisory service fees increased by Baht 7 million and depreciation and amortization increased by Baht 6 million.

(5) Share of profit from investments in associates

The company has a share of profits from investments in associates ,an increase of Baht 20.001 million or 404.39% compared to the same period last year, mainly due to an increase in revenue sharing from investments using the equity method Of the SUPEREIF of Baht 21.95 million

Please be informed accordingly.

Yours Sincerely,

(Mr. Jormsup Lochaya)
Chairman of the board