

– Translation –



Gulf Energy Development Public Company Limited

MANAGEMENT DISCUSSION AND ANALYSIS OF THE COMPANY'S PERFORMANCE

For the Third Quarter Ended September 30, 2021

The Management Discussion and Analysis of the Company's Performance (the "MD&A") is intended to present and analyze the Company's results of operations and financial position at the end of the accounting period. Such information may change in the future. The MD&A is primarily prepared in Thai. In cases where the content in the translation contains any conflict or is interpreted differently from the Thai version, the Thai version shall prevail.

For questions or queries, please contact our Investor Relations Department: Tel: +66 (0) 2080-4488 or Email: ir@gulf.co.th

EXECUTIVE SUMMARY

KEY EVENTS IN Q3'21

Contracts and agreements signing

Public Private Partnership (PPP Gross Cost) contract signing for Intercity Motorway M6 and M81 projects on September 29, 2021, between Department of Highways and BGSR 6 & BGSR 81, joint ventures which the Company holds an equity interest of 40.00% who operates the Intercity Motorway Bang Pa-In - Nakhon Ratchasima (M6) and Bang Yai - Kanchanaburi (M81) projects, with a distance of 196 kilometers and 96 kilometers, respectively. The contract is divided into 2 parts including; (1) design and construction of system works, and (2) Operation and Maintenance (O&M) for a period of 30 years. The projects' construction is expected to commence in December 2021, and scheduled to start commercial operations in 2024.

Financial Activities

Allotment of the Company's unsecured and unsubordinated debentures valued THB 30,000 million offered to institutional investors and high net worth investors on September 29, 2021. The Company was assigned the company rating 'A' and the debentures were assigned rating 'A-' by TRIS Rating Company Limited. The debentures' allotment was in series of 4 tranches starting from 3, 5, 7, and 10 years with an average interest rate of 2.51% per annum and an average tenor of 5.9 years.

KEY EVENTS AFTER THE FINANCIAL STATEMENT REPORTING PERIOD

Appointment of directors of INTUCH, ADVANC and THCOM

Following the Company's Tender Offer for all of the securities of INTUCH at the offer price of THB 65.00 per share that was completed on August 4, 2021, resulting in the Company to currently hold an equity interest of 42.25% in INTUCH, on October 1, 2021, INTUCH's Extraordinary General Meeting of Shareholders No. 1/2021 has passed the resolution to appoint GULF's representatives, namely, Mr. Sarath Ratanavadi, Ms. Yupapin Wangviwat, Ms. Bung-on Suttipattanakit, and Mr. Smith Banomyong, to be INTUCH's directors, effective as of October 1, 2021.

Moreover, INTUCH's Board of Directors' meeting had proposed a list of representatives from INTUCH to be appointed as directors of ADVANC and THCOM. In this regard, on October 21, 2021, ADVANC's Board of Directors' meeting No. 11/2021 has passed the resolution to appoint GULF's representatives, namely, Mr. Sarath Ratanavadi, Ms. Yupapin Wangviwat, and Mr. Smith Banomyong, to be ADVANC's directors. In addition, THCOM's Board of Directors' meeting No. 12/2021 on October 21, 2021 has passed the resolution to appoint GULF's representatives, namely, Mr. Boonchai Thirati and Mr. Suporn Luckmunkong, to be THCOM's directors. The appointment of directors in ADVANC and THCOM was effective on October 21, 2021.

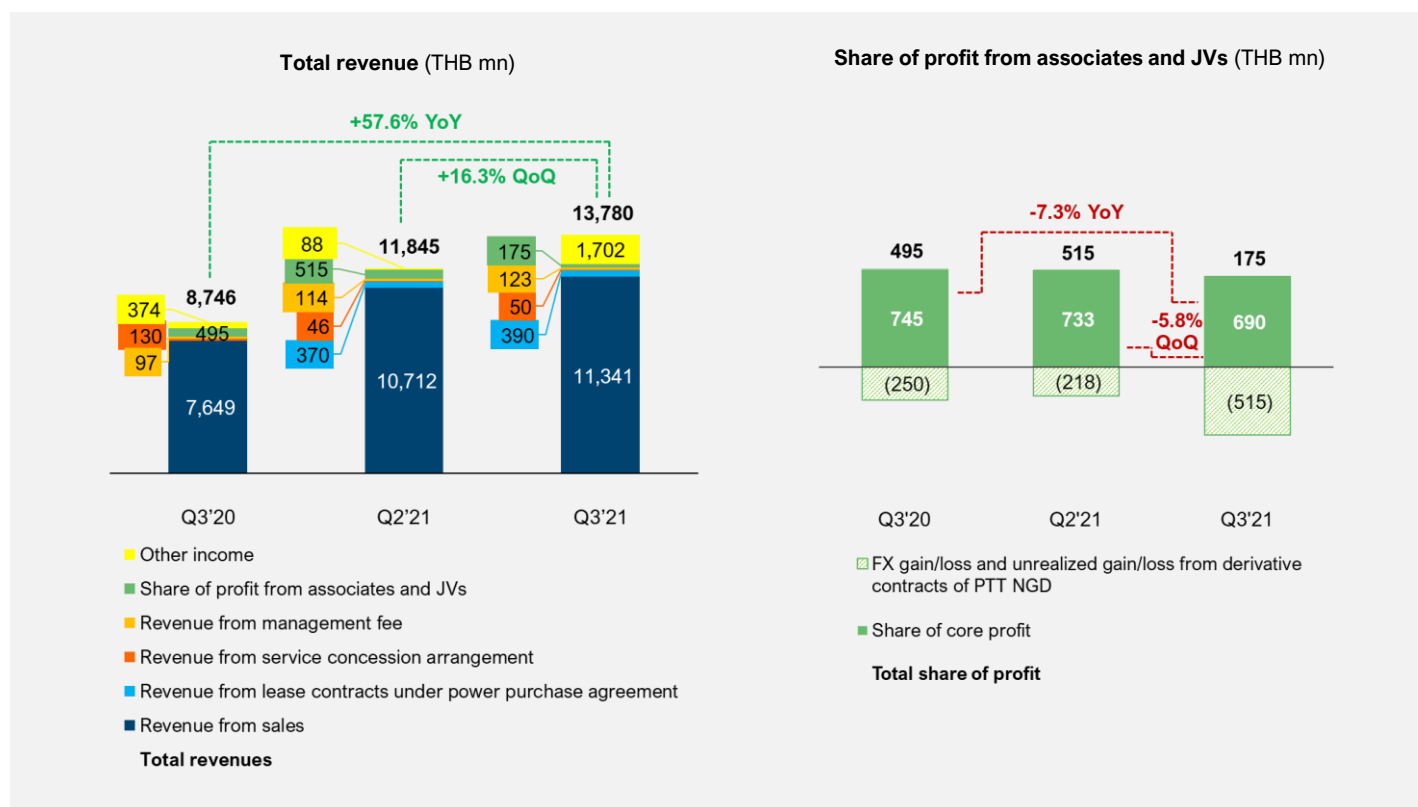
FINANCIAL PERFORMANCE OVERVIEW

	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
	THB mn	THB mn	THB mn	%QoQ	%YoY	THB mn	THB mn	%YoY
Revenue from sales, lease contracts under power purchase agreement, management fee, and service concession arrangement	7,876	11,242	11,903	5.9%	51.1%	23,518	32,180	36.8%
Share of profit (loss) from associates and JVs	495	515	175	-65.9%	-64.6%	1,483	950	-36.0%
Other income	374	88	1,702	1829.0%	355.4%	522	2,486	375.8%
Total revenues	8,746	11,845	13,780	16.3%	57.6%	25,523	35,615	39.5%
EBITDA ⁽¹⁾	3,499	4,250	6,034	42.0%	72.5%	9,290	15,446	66.3%
Profit for the period	1,255	1,833	1,679	-8.4%	33.8%	3,409	5,303	55.6%
Profit attributable to owners of the parent	970	1,407	1,588	12.9%	63.7%	2,438	4,627	89.8%
Less: gain (loss) on exchange rate attributable to owners of the parent	(355)	2	(767)	n.a.	-116.1%	(801)	(1,469)	-83.5%
Less: unrealized gain (loss) on derivatives of PTT NGD	-	4	62	1461.1%	n.a.	-	12	n.a.
Core Profit ⁽²⁾	1,325	1,401	2,293	63.7%	73.0%	3,239	6,084	87.8%
Share of Core Profit from associates and JVs ⁽³⁾	745	733	690	-5.8%	-7.3%	2,001	2,166	8.3%
Basic earnings per share (THB)	0.09	0.12	0.14	13.8%	48.8%	0.23	0.39	72.5%

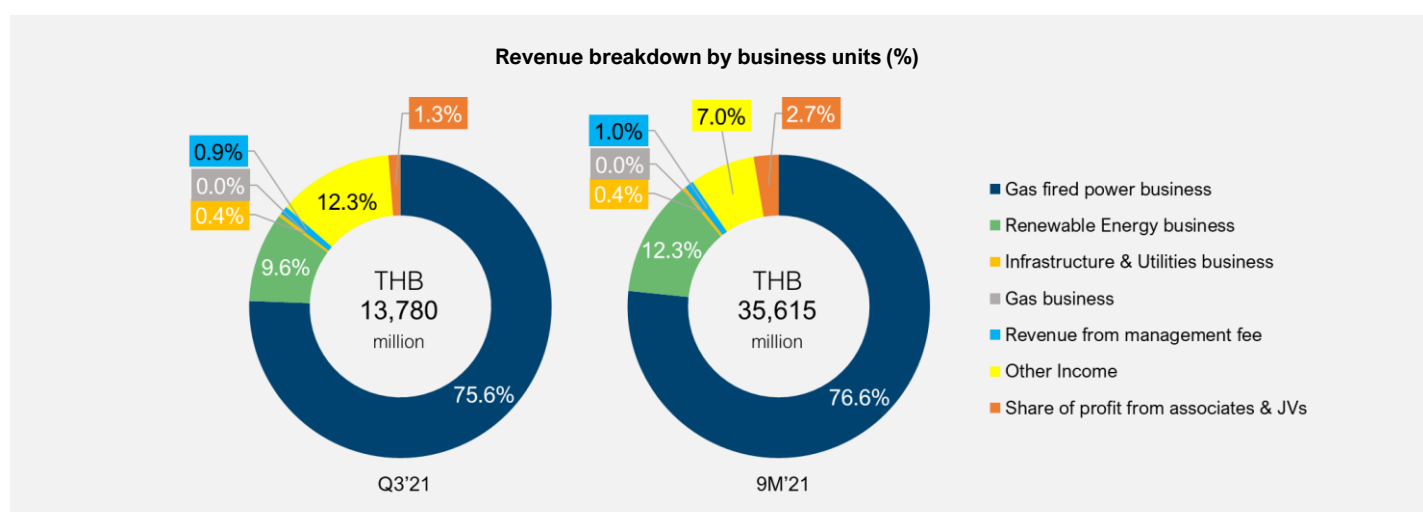
⁽¹⁾ EBITDA = Earnings before Interest, Taxes, Depreciation, and Amortization, gain (loss) on exchange rate of the Company and of GJP, and unrealized gain (loss) on derivatives of PTT NGD

⁽²⁾ Core Profit = profit attributable to owners of the parent before gain (loss) on exchange rate and unrealized gain (loss) on derivatives of PTT NGD

⁽³⁾ Share of Core Profit from associates and JVs = share of profit (loss) from associates and JVs before gain (loss) on exchange rate of GJP and unrealized gain (loss) on derivatives of PTT NGD



Revenue breakdown by Business Unit	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
	THB mn	THB mn	THB mn	%QoQ	%YoY	THB mn	THB mn	%YoY
Gas fired power business	7,328	9,926	10,414	4.9%	42.1%	22,313	27,294	22.3%
Renewable Energy business	321	1,155	1,317	14.0%	309.9%	801	4,398	449.1%
Infrastructure & Utilities business	130	46	50	8.3%	-61.5%	130	141	8.3%
Gas business	-	-	-	n.a.	n.a.	-	-	n.a.
Revenue from management fee	97	114	123	7.9%	26.7%	274	346	26.6%
Other income	374	88	1,702	1829.0%	355.4%	522	2,486	375.8%
Share of profit from associates and JVs	495	515	175	-65.9%	-64.6%	1,483	950	-36.0%
Total Revenue	8,746	11,845	13,780	16.3%	57.6%	25,523	35,615	39.5%



Total revenue in Q3'21 was recorded at THB 13,780 million, an increase of 57.6% YoY, and 16.3% QoQ with the main factors as follows:

- 1) Revenue from Gas-Fired Power business in Q3'21 was at THB 10,414 million, accounting for 75.6% of total revenue.**

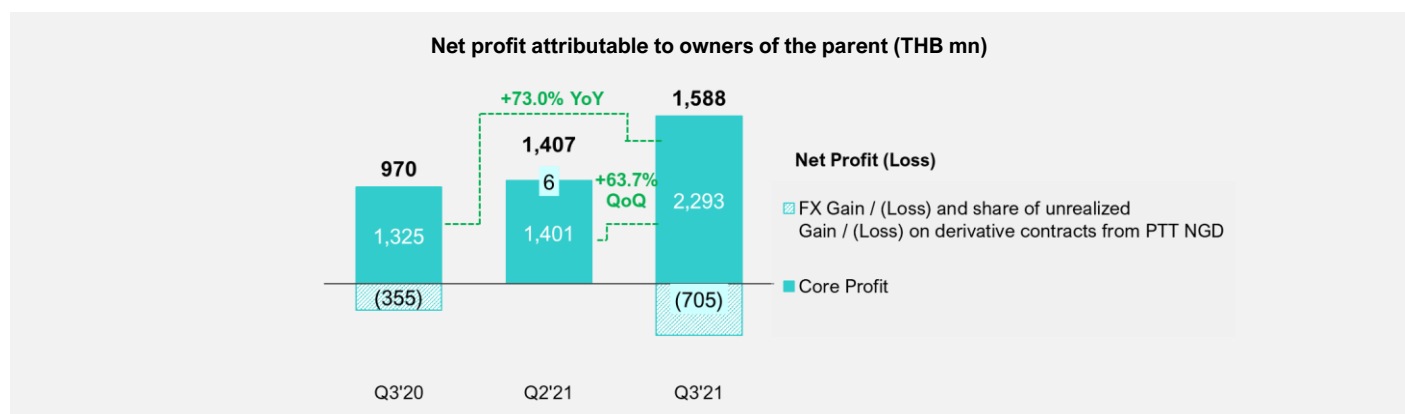
 - Compared to Q3'20, revenue increased by 42.1% YoY mainly from the revenue recognition from the first unit of GSRC project since its commercial operation date on March 31, 2021, as well as a higher volume of electricity sold to EGAT and industrial users by the 12SPPs under GMP group. Moreover, the average electricity selling price per unit increased in line with higher natural gas price.
 - Compared to Q2'21, revenue increased by 4.9% QoQ, mostly from the higher electricity selling price that moved in tandem with the increased natural gas price, coupled with GMP group's higher electricity sales volume to EGAT and industrial users.
- 2) Revenue from Renewable Energy business in Q3'21 was at THB 1,317 million, accounting for 9.6% of total revenue.**

 - Compared to Q3'20, revenue increased by 309.9% YoY, mainly due to revenue from BKR2 offshore wind power project in Germany which has been recognized in the Company's financial statements since Q4'20. However, revenue from GTN1 and GTN2 solar projects in Vietnam decreased due to the impact from COVID-19 outbreak, resulting in the temporary curtailment in certain periods.
 - Compared to Q2'21, revenue increased by 14.0% QoQ primarily from the performance of BKR2 offshore wind project in Germany which slightly recovered due to seasonal factor, and higher volume of electricity sold by GCG biomass project after the power plant completed its 10 days scheduled maintenance in the previous quarter. Nonetheless, GTN1 and GTN2 solar projects in Vietnam recorded lower revenue from the aforementioned curtailment.

- 3) **Revenue from Infrastructure & Utilities business in Q3'21 was at THB 50 million, accounting for 0.4% of total revenue**, from service concession arrangement of THB 50 million for the infrastructure work of MTP3 industrial port development project, which is scheduled to be completed in 2024, and the Company began to recognize such revenue since Q3'20.
- 4) **Revenue from Management Fee in Q3'21 was THB 123 million, an increase of 26.7% YoY and an increase of 7.9% QoQ** from the revenue received from the provision of management services by the Company to its associate GJP which increased as stipulated in the service agreement, and from services provided to HKP project and SPP power plants under GEC.
- 5) **Other income in Q3'21 was THB 1,702 million**, mainly from the dividend income from INTUCH of THB 1,666 million.
- 6) **Share of profit from associates and JVs in Q3'21 was THB 175 million, decreased by 64.6% YoY, and decreased by 65.9% QoQ**, from FX loss on GJP and an unrealized gain on derivatives of PTT NGD, resulting in a net loss of THB 515 million in Q3'21, compared a net loss of THB 250 million in Q3'20, and THB 218 million net loss in Q2'21.

Nonetheless, **share of Core Profit from associates and JVs in Q3'21 was THB 690 million, lowered by 7.3% YoY and lowered by 5.8% QoQ** mainly from;

- **Share of Core Profit from an associate GJP decreased by 18.8% YoY and decreased by 7.8% QoQ** mainly due to the 2IPPs which recorded lower volume of electricity sold to EGAT, and the softened profit from the 7SPPs which were affected by the increased gas cost.
- **Share of Core Profit from an associate PTT NGD in Q3'21 was at THB 67 million, increased by 6.5% QoQ**, from the higher gross margin per unit sold, while the gas sales volume was at the similar level as the previous quarter.



- **Core Profit in Q3'21 was recorded at THB 2,293 million**
 - Compared to Q3'20, Core Profit increased by 73.0% YoY, primarily from the dividend income from INTUCH which increased by THB 1,371 million, combined with performance recognition from the first unit of GSRC project since its commercial operation date on March 31, 2021, and the higher profit contribution from the 12 SPPs under GMP group which recorded a higher electricity sales volume to EGAT and industrial users.
 - Compared to Q2'21, Core Profit increased by 63.7% QoQ, mainly grew from the dividend income from INTUCH and better performance from GCG biomass project. The indicated factors were able to entirely offset the softened performance from the Gas-fired Power business which was pressured by the gas cost that increased at a higher rate than electricity selling price, and the lower electricity sales volume from the Company's IPPs to EGAT in this quarter.
- **The Company recorded net profit attributable to owners of the parent at THB 1,588 million in Q3'21, an increase of 63.7% YoY and 12.9% QoQ**, mainly as a result of the dividend income from INTUCH; however, net profit increased at a lower rate than Core Profit due to the THB 767 million unrealized FX loss which was caused by the depreciation of Thai Baht against US Dollar from 32.22 THB/USD at the end of Q2'21 to 34.09 THB/USD at the end of Q3'21.

SUMMARY OF THE COMPANY'S FINANCIAL POSITION ENDED SEPTEMBER 30, 2021

- **Total assets as of September 30, 2021 were equal to THB 355,188 million, an increase of THB 109,607 million (+44.6%)** from December 31, 2020, mainly attributable to the Company's additional investment in ordinary shares of INTUCH, and the value of power plants which increased in accordance with construction progress of GSRC, GPD, and Mekong projects.
- **Total liabilities as of September 30, 2021 were equal to THB 255,804 million, an increase of THB 82,303 million or (+47.4%)** from December 31, 2020, mainly from long term loans from financial institutions which were used for the Company's investment in INTUCH, and the issuance of the Company's 1/2021 debentures which was used as working capital for business expansion. GSRC and GPD projects also drew down loans in accordance with the construction progress.
- **Total equity as of September 30, 2021 was THB 99,384 million, an increase of THB 27,304 million or (+37.9%)** from December 31, 2020, from the Company's operating performance, unrealized gain from the increase in fair value of the Company's investment in INTUCH's shares, and fair value of interest rate swap derivatives, which was measured as required under TFRS 9 and recorded within other components of shareholders' equity.
- **As of September 30, 2021, the Group recorded a net interest-bearing debt (including lease liabilities) to equity ratio at 2.34 times**, which is lower than the Company's bond covenant of 3.50 times.

OPERATING RESULTS BY BUSINESS UNITS

Gas-Fired Power Business Performance

Gas-Fired Power Business	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
	THB mn	THB mn	THB mn	%QoQ	%YoY	THB mn	THB mn	%YoY
Revenue from electricity sold to EGAT	5,601	7,635	8,010	4.9%	43.0%	17,394	20,667	18.8%
Revenue from electricity sold to industrial users	1,607	1,760	1,853	5.3%	15.3%	4,589	5,402	17.7%
Revenue from steam sold to industrial users	120	161	160	-0.5%	33.9%	330	462	40.0%
Revenue from lease contracts under power purchase agreement	-	370	390	5.4%	n.a.	-	763	n.a.
Total Revenue from Gas-Fired Power Business	7,328	9,926	10,414	4.9%	42.1%	22,313	27,294	22.3%

Revenue from Sales (Gas-Fired Power business)

In Q3'21, Gas-Fired Power Generation business recorded revenue from sales and lease contracts under power purchase agreement at THB 10,414 million, an increase of 42.1% YoY when compared to Q3'20 mainly due to the recognition of revenue from electricity sales to EGAT and revenue from lease contracts under power purchase agreement according to TFRS 16 from the first unit of GSRC project, after its commercial operation commencement on March 31, 2021. In addition, 12SPPs under GMP group recorded a higher revenue from electricity sold to EGAT and industrial users, which were in line with the higher sales volume, and the load factor of industrial users which rose from 57.3% in Q3'20 to 59.4% in Q3'21, mainly in packaging, jewelry, and electronic components sectors.

Apart from the higher electricity sales volume, Energy Payment revenue for the Gas-Fired Power Generation business group, and the steam selling price per unit of the GMP group also increased in line with the natural gas cost which rose from 235.22 THB/mmbtu in Q3'20 to 268.61 THB/mmbtu in Q3'21 (+14.2% YoY).

Compared to Q2'21, Gas-Fired Power Generation business recorded 4.9% QoQ higher revenue from sales and lease contracts under power purchase agreement. The revenue from electricity sales to EGAT and industrial users mainly increased due to the higher natural gas price (the cost of natural gas of SPPs increased from 238.56 THB/mmbtu in Q2'21 to 268.61 THB/mmbtu in Q3'21 (+12.6% QoQ)), resulting in the higher Energy Payment revenue as well. The electricity sales volume of GMP group also increased as there was no planned maintenance shutdown (B-inspection) in Q3'21, compared to the previous quarter where there was 1 power plant which underwent B-inspection. Nevertheless, electricity sales of GSRC group declined from the weakened electricity demand in the country, causing EGAT to dispatch less electricity.

Revenue drivers for Gas-Fired Power Generation business

Electricity and steam sales volume	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
				%QoQ	%YoY			%YoY
Power projects under GMP								
Electricity sold to EGAT (GWh)	1,943	1,945	1,983	2.0%	2.0%	5,687	5,711	0.4%
Electricity sold to IUs (GWh)	494	541	568	4.9%	14.9%	1,395	1,646	18.0%
Steam sold (tons)	174,809	190,225	163,081	-14.3%	-6.7%	469,234	530,285	13.0%
Power projects under IPD								
Electricity sold to EGAT (GWh)	-	1,208	878	-27.30%	n.a.	-	2,090	n.a.

Average selling price per unit	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
				%QoQ	%YoY			
Power projects under GMP								
Electricity sold to EGAT (THB/kWh)	2.88	2.93	3.17	8.3%	10.1%	3.06	2.98	-2.8%
Electricity sold to IUs (THB/kWh)	3.24	3.17	3.21	1.4%	-0.9%	3.27	3.19	-2.5%
Steam sold (THB/ton)	688.08	836.9	962.5	15.0%	39.9%	723.26	857.51	18.6%
Power projects under IPD								
Electricity sold to EGAT (THB/kWh)	-	1.97	2.08	5.6%	n.a.	-	1.98	n.a.

Renewable Energy Business Performance

Renewable Energy Business	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
				%QoQ	%YoY			
	<i>THB mn</i>	<i>THB mn</i>	<i>THB mn</i>	<i>%QoQ</i>	<i>%YoY</i>	<i>THB mn</i>	<i>THB mn</i>	<i>%YoY</i>
Revenue from electricity sold to EGAT and PEA	181	163	184	12.4%	1.3%	392	526	34.3%
Revenue from electricity sold to IUs	-	-	0.3	n.a.	n.a.	-	0.3	n.a.
Revenue from electricity sold to EVN	140	129	126	-2.6%	-10.0%	409	374	-8.6%
Revenue from electricity sold to Ørsted Energy	-	863	1,007	16.7%	n.a.	-	3,498	n.a.
Total Revenue from Renewable Energy Business	321	1,155	1,317	14.0%	309.9%	801	4,398	449.1%

Revenue from Sales (Renewable Energy business)

In Q3'21, the Renewable Energy business recorded revenue from sales at THB 1,317 million, an increase of 309.9% YoY compared to Q3'20 primarily from revenue of BKR2 offshore wind power project in Germany which was recognized from Q4'20 onwards, after the Company invested a 50% equity stake in the project. In Q3'21, the Company recorded revenue from BKR2 project of THB 1,007 million.

For GTN1 & GTN2 solar power projects in Vietnam, revenue from electricity sold to EVN reduced by 10.0% YoY. The electricity sales volume in Vietnam was still affected by the temporary curtailment, as a result of lower power demand caused by the more severe COVID-19 outbreak, which led to stricter lock down measures in Vietnam when compared to the same period of last year.

Revenue contribution of GCG biomass power project in Thailand slightly grew from last year's, from the electricity sales volume which increased 2.9% YoY, although the electricity selling price per unit reduced by 1.7% YoY following the fuel cost which declined 6.2% YoY and wholesale Ft which reduced from -0.348 THB/kWh in the same period last year to -0.264 THB/kWh in Q3'21 (-24.0% YoY).

Furthermore, in Q3'21 the Company started to recognize revenue contribution from solar rooftop projects under the Company's subsidiary, Gulf1, which has already gradually started commercial operation as of the end of September 2021.

Compared to Q2'21, revenue from sales of Renewable Energy business increased by THB 161 million (+14.0% QoQ) due to the performance of BKR2 offshore wind project in Germany which slightly recovered due to seasonal factor. However, the 3rd quarter is still the project's low season by nature, and in Q3'21, BKR2's capacity factor was at 24.7% compared 20.6% in Q2'21. Nevertheless, the curtailment of BKR2 project did not have any effect on the Company's revenue as BKR2 project received full compensation for the total amount of electricity that was affected as if there were no curtailment.

Electricity sales revenue of the GTN1 & GTN2 solar power plant projects in Vietnam softened by 2.6% QoQ with higher impacts from the curtailment as the COVID-19 outbreak was more severe in Q3'21, resulting in a more serious lock down measure and hence the weaker demand for electricity.

GCG biomass project recorded higher revenue from electricity sales by 12.5% QoQ in line with the higher volume of electricity sales by 12.3% QoQ, after the power plant completed its annual maintenance shutdown for 10 days in April 2021.

Revenue drivers for Renewable Energy business

Electricity sales volume	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
				%QoQ	%YoY			
GCG biomass power project								
Electricity sold to EGAT (GWh)	44	41	46	12.3%	2.9%	94	131	38.5%
GTN1 & GTN2 solar power projects in Vietnam								
Electricity sold to EVN (GWh)	48	44	40	-8.3%	-15.6%	139	126	-9.4%
BKR2 offshore wind power project								
Electricity sold (GWh)	-	208	251	20.9%	n.a.	-	865	n.a.
Compensation (GWh)	-	36	29	-21.5%	n.a.	-	144	n.a.

Average selling price per unit	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
				%QoQ	%YoY			
GCG biomass power project								
Electricity sold to EGAT (THB/kWh)	4.08	4.00	4.01	0.2%	-1.7%	4.12	4.00	-3.0%
GTN1 & GTN2 solar power projects in Vietnam								
Electricity sold to EVN (THB/kWh)	2.93	2.95	3.11	5.6%	6.2%	2.94	2.97	0.9%
BKR2 offshore wind power project								
Electricity sold (THB/kWh)	-	6.95	7.14	2.7%	n.a.	-	6.89	n.a.

Infrastructures & Utilities Business Performance

Infrastructures & Utilities Business	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
				%QoQ	%YoY			
	<i>THB mn</i>	<i>THB mn</i>	<i>THB mn</i>	<i>%QoQ</i>	<i>%YoY</i>	<i>THB mn</i>	<i>THB mn</i>	<i>%YoY</i>
Revenue from service concession arrangement	130	46	50	8.3%	-61.5%	130	141	8%

In Q3'21, the Infrastructures & Utilities Business recorded revenue from service concession arrangement of THB 50 million, a revenue from service concession arrangement for the infrastructure work of MTP3 industrial port development project, which is scheduled to be completed in 2024, and began to be recognized in the Company's financial statement since Q3'20 in accordance with the Thai Financial Reporting Standards (TFRIC) 12. The revenue from service concession arrangement reduced 61.5% YoY as the Company recorded such revenue for the first time in Q3'20 upon the completion of EPC contract signing, and the revenue was adjusted according to TFRIC 12 since the start of the project development.

When compared to Q2'21, revenue from service concession arrangement increased by 8.3% QoQ, in accordance with the project's development progress.

REVENUE FROM MANAGEMENT FEE

Revenue from Management Fee	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
	THB mn	THB mn	THB mn	%QoQ	%YoY	THB mn	THB mn	%YoY
Revenue from Management Fee	97	114	123	7.9%	26.7%	274	346	26.6%

In Q3'21, Revenue from Management Fee was recorded at THB 123 million, an increase of 26.7% YoY and an increase of 7.9% QoQ, from the revenue received from the provision of management services by the Company to its associate GJP which increased as stipulated in the service agreement, and from services provided to HKP project and SPP power plant under GEC.

OTHER INCOME

Other Income	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
	THB mn	THB mn	THB mn	%QoQ	%YoY	THB mn	THB mn	%YoY
Dividend income	360	62	1,681	2619.9%	367.5%	440	2,426	451.1%
Interest income	11	25	20	-19.3%	83.9%	64	56	-12.6%
Other income	3	2	1	-39.5%	-66.1%	18	4	-76.9%
Total Other Income	374	88	1,702	1829.0%	355.4%	522	2,486	375.8%

In Q3'21, other income was recorded at THB 1,702 million, mainly increased from dividend income of THB 1,681 million that was recorded in this quarter, comprised of dividend income from INTUCH at THB 1,666 million, and from SPCG at THB 15 million, as the Company has increased its shareholding in INTUCH to 42.25% on August 4, 2021.

COST AND EXPENSE STRUCTURE

Cost of sales structure	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
	THB mn	THB mn	THB mn	%QoQ	%YoY	THB mn	THB mn	%YoY
Cost of sales	5,672	8,424	8,848	5.0%	56.0%	17,499	23,212	32.6%
<i>Fuel cost</i>	<i>4,369</i>	<i>6,349</i>	<i>6,774</i>	<i>6.7%</i>	<i>55.1%</i>	<i>13,695</i>	<i>17,080</i>	<i>24.7%</i>
<i>Operations and maintenance cost</i>	<i>281</i>	<i>513</i>	<i>483</i>	<i>-5.7%</i>	<i>72.0%</i>	<i>766</i>	<i>1,488</i>	<i>94.1%</i>
<i>Depreciation</i>	<i>710</i>	<i>1,206</i>	<i>1,231</i>	<i>2.0%</i>	<i>73.5%</i>	<i>2,104</i>	<i>3,601</i>	<i>71.2%</i>
<i>Others</i>	<i>312</i>	<i>356</i>	<i>360</i>	<i>1.1%</i>	<i>15.3%</i>	<i>934</i>	<i>1,043</i>	<i>11.6%</i>
Cost of service concession arrangement	121	43	42	-2.3%	-65.2%	121	126	4.5%
Cost of service	47	58	54	-7.9%	14.3%	140	160	14.6%
Total cost of sales and service	5,839	8,525	8,944	4.9%	53.2%	17,759	23,498	32.3%
Selling and administrative expenses	428	532	589	10.6%	37.6%	1,202	1,605	33.6%
Total operating costs and administrative expenses	6,267	9,058	9,533	5.2%	52.1%	18,961	25,103	32.4%

Cost of sales

Cost of sales in Q3'21 was THB 8,848 million, an increase from the same period of last year by 56.0% YoY, mainly due to the increase in fuel cost, operations and maintenance cost, depreciation, from the recognition of BKR2 offshore wind project's cost of sales into the Company's consolidated financial statements from Q4'20 onwards, and from GSRC project after its commercial operation commencement on March 31, 2021. In addition, cost of sales of SPPs under GMP group also increased in accordance with the average cost of natural gas which rose from 235.22 THB/mmbtu in Q3'20 to 268.61 THB/mmbtu in Q3'21 (+14.2% YoY).

Compared to Q2'21, cost of sales increased by 5.0% QoQ, primarily grew from fuel cost which escalated in tandem with the average cost of natural gas that increased from 238.56 THB/ mmbtu in Q2'21 to 268.61 THB/mmbtu in Q3'21 (+12.6% QoQ). Moreover, natural gas consumption of the SPPs under GMP group slightly increased in line with the higher sales volume. However, operations and maintenance cost was lower in line with the lower electricity sales volume of GSRC.

Cost drivers

Consumption and average cost per unit	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
				%QoQ	%YoY			
Natural gas (SPP under GMP)								
Consumption (thousand mmbtu)	18,244	18,793	19,162	2.0%	5.0%	53,145	55,500	4.4%
Average cost per unit (THB/mmbtu)	235.22	238.56	268.61	12.6%	14.2%	254.37	243.12	-4.4%
Natural gas (SPP under GSRC)								
Consumption (thousand mmbtu)	-	7,601	5,589	-26.5%	n.a.	-	13,217	n.a.
Average cost per unit (THB/mmbtu)	-	229.24	259.17	13.1%	n.a.	-	241.86	n.a.
Biomass (Wood)								
Consumption (ton)	72,020	66,173	74,589	12.7%	3.6%	157,487	213,824	35.8%
Average cost per unit (THB/ton)	1,062	1,148	996	-13.3%	-6.2%	1,073	1,104	2.9%

Cost of construction fee under concession arrangement

Cost of construction fee under service concession arrangement is a cost incurred from MTP3 industrial port development project for the infrastructure part which is recorded in accordance with TFRIC 12 standard. **In Q3'21, cost of construction fee under service concession arrangement was THB 42 million, a decrease of 65.2% YoY**, as the Company had started to record such revenue for the first time in Q3'20 as previously explained. However, when compared to Q2'21, cost of service concession arrangement was at a similar level.

Cost of service

Cost of service is a cost incurred from the Company providing management services to its associate GJP, to HKP, and to SPPs under GEC Group. **In Q3'21, cost of service was THB 54 million, an increase of 14.3% YoY**, mainly from services provided to HKP power plant project and a higher allocated personnel related cost than the previous year. However, **when compared to Q3'21, cost of service reduced 7.9%** mainly from the lower personnel related cost.

Administrative expenses

In Q3'21, administrative expenses were THB 589 million, an increase of 37.6% YoY and 10.6% QoQ, due to recognition of administrative expenses which increased in line with the growing number of power plants under the Group.

FINANCE COSTS

Finance costs	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
	THB mn	THB mn	THB mn	%QoQ	%YoY	THB mn	THB mn	%YoY
Interest expense	893	1,113	1,311	17.8%	46.7%	2,388	3,383	41.6%
Guarantee fee	4	9	10	3.2%	166.3%	13	28	115.3%
Commitment fee	42	26	87	234.9%	105.8%	124	140	13.2%
Other costs	27	25	346	1275.2%	1197.0%	100	307	207.9%
Total finance costs	966	1,174	1,753	49.3%	81.5%	2,625	3,858	47.0%

Finance costs in Q3'21 were THB 1,753 million, an increase of 81.5% YoY and 49.3% QoQ, from the higher interest expense and fees related to the long-term loans from financial institutions which were used for the Company's additional investment in INTUCH. Furthermore, there were interest expenses added from the Company's recent bond issuance, and the finance cost of BKR2 offshore wind project in Germany.

SHARE OF PROFIT FROM ASSOCIATES & JOINT VENTURES

Share of profit from associates and JVs	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
	THB mn	THB mn	THB mn	%QoQ	%YoY	THB mn	THB mn	%YoY
Share of profit from GJP	503	441	34	-92.2%	-93.2%	1,510	694	-54.0%
Share of profit from PTTNGD	-	67	129	92.3%	n.a.	-	195	n.a.
Share of profit from Gulf WHA MT	(2)	0	1	105.4%	150.7%	(3)	2	196.8%
Share of profit from BSE	(0)	(0)	(0)	2.7%	-620.0%	(7)	(1)	85.9%
Share of profit from HKH	(1)	(3)	(2)	5.8%	-89.8%	(6)	(8)	-36.7%
Share of profit from BPH	0	0	0	-26.1%	0.0%	1	1	-2.2%
Share of profit from BGSR 6	-	0	(0)	-375.0%	n.a.	-	(0)	n.a.
Share of profit from BGSR 81	-	0	(0)	-442.9%	n.a.	-	(0)	n.a.
Share of profit from GMIM	-	0	5	1014.0%	n.a.	-	47	n.a.
Share of profit from a project in Oman	(5)	9	10	11.5%	288.4%	(12)	20	270.1%
Total share of profit from associates and JVs	495	515	175	-65.9%	-64.6%	1,483	950	-36.0%
Less: Gain (loss) on exchange rate from GJP's share of profit	(250)	(222)	(577)	-159.9%	131.0%	(518)	(1,228)	-137.4%
GJP's Core Profit	753	663	611	-7.8%	-18.8%	2,027	1,922	-5.2%
Less: Unrealized gain (loss) on derivatives of PTT NGD	-	4	62	1461.1%	n.a.	-	12	n.a.
PTT NGD's Core Profit	-	63	67	6.5%	n.a.	-	182	n.a.
Total share of Core Profit from associates and JVs	745	733	690	-5.8%	-7.3%	2,001	2,166	8.3%

The Group recorded a share of profit from associates and joint ventures of THB 175 million in Q3'21. If excluding the impact from GJP's loss on exchange rate of THB 577 million, which incurred from translating long-term debts denominated in USD to Thai Baht using the exchange rate at the end of the accounting period, and unrealized gain on derivatives of PTT NGD of THB 62 million, core profit from associates and JVs in Q3'21 was THB 690 million, a decrease of 7.3% YoY and a decrease of 5.8% QoQ primarily due to;

Share of profit from an associate GJP

Share of profit from an associate GJP before gain (loss) on exchange rate reduced from THB 753 million in Q3'20 to THB 611 million in Q3'21 (-18.8% YoY), primarily due to significant decrease in volume of electricity sold to EGAT by the 2 IPPs under GJP. Also, 7SPPs under GJP was affected by the natural gas cost per unit which rose from 235.22 THB/mmbtu in Q3'20 to 268.61 THB/mmbtu in Q3'21 (+14.2% YoY), while Ft decreased from -0.1188 THB / kilowatt-hour in Q3'20 to -0.1532 THB / kilowatt-hour Q3'21 (-29.0% YoY) Moreover, the 2 IPPs received lower Availability Payment Rate (APR) than the previous year, which was in accordance with the power purchase agreement with EGAT. The mentioned factors resulted in the share of profit from an associate GJP to decline from the same period of last year. However, electricity, steam, and chilled water sales volume to industrial users from the 7SPPs were able to improve, both for the existing customers and the customer base expansion, with majority of the improvements from textiles and electronics components sectors.

Compared to Q2'21, share of profit from an associate GJP before gain (loss) on exchange rate softened by 7.8% QoQ, mainly from the lower volume of electricity sold to EGAT from the 2IPP in this quarter as a result from the weaker demand of the country. Also, the volume of electricity, steam, and chilled water sold to industrial users from 7SPPs was lower than the previous quarter as some groups of customers underwent plant maintenance in Q3'21. Further, GJP's share of profit was pressured by the higher natural gas cost of SPPs which increased from 238.56 THB/mmbtu in Q2'21 to 268.61 THB/ mmbtu in Q3'21 (+12.6% QoQ), while the Ft remained unchanged from the previous quarter.

Volume of electricity, steam and chilled water sold by power projects under GJP

Volume of electricity, steam and chilled water sold	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
				%QoQ	%YoY			%YoY
2 IPPs								
Electricity sold to EGAT (GWh)	1,367	2,507	301	-88.0%	-78.0%	4,803	4,822	0.4%
7 SPPs								
Electricity sold to EGAT (GWh)	1,146	1,094	1,126	2.9%	-1.7%	3,334	3,278	-1.7%
Electricity sold to industrial users (GWh)	281	300	290	-3.4%	3.0%	824	882	7.0%
Steam sold (tons)	72,393	86,631	82,376	-4.9%	13.8%	213,587	254,265	19.0%
Chilled water sold (million refrigeration tons)	6	7	7	2.8%	11.8%	18	21	14.5%

Share of profit from an associate PTT NGD

Share of Core Profit from an associate PTT NGD was recorded at THB 67 million in Q3'21. The Company started realizing share of profit from PTT NGD after invested in 40% of the shares in December 2020, and increased the investment to 42% in April 2021. **When compared with Q2'21, core profit from an associate PTT NGD increased 6.5% QoQ**, a result of the selling price which increased at a higher rate than the cost, while the sales volume was at 7.8 million mmbtu, a similar level as the previous quarter. Nevertheless, in Q3'21, PTT NGD recorded THB 62 million unrealized gain on derivative contracts which was entered to hedge against fluctuations of the selling price, resulting from the fuel oil price that increased to a higher level in the previous quarter, compared to THB 4 million unrealized gain on derivative contracts of in Q2'21.

GAIN / LOSS FROM EXCHANGE RATE

Gain (loss) on exchange rate primarily results from loans of the power projects under the GMP and IPD group that were denominated in a foreign currency (USD), which the Group is required to record unrealized gain (loss) on exchange rate incurred from translating long-term debts denominated in USD to Thai Baht using the exchange rate at the end of the accounting period. In cases where the Thai Baht appreciates against USD, the Group will record a gain on exchange rate, as the Group's amount of outstanding debts converted to Thai Baht is lower. The reverse will occur if the Thai Baht depreciates against USD. However, since the long-term debts have not reached the due dates yet, such gain (loss) on exchange rate is only recognized as unrealized gain (loss).

Moreover, in Q3'20, the Company has granted a loan in EUR to its subsidiary GIH, which incorporated in Singapore, to invest in BKR2 offshore wind project, and at the same time partially entered into Cross Currency Swap (CCS) agreements to hedge against exchange rate fluctuations, causing the Company to recognize unrealized gain(loss) from exchange rate from converting EUR denominated loan to related party to THB, and mark to market the fair value of the CCS at the end of each accounting period. In cases where the Thai Baht appreciates against EUR, the Group will record a loss on exchange rate, as the Group's amount of outstanding loan to related parties converted to Thai Baht is lower. The reverse will occur if the Thai Baht depreciates against EUR. Currently, GIH has a EUR denominated loan from the Company in the higher amount than the loan GIH has given to BKR2. However, as the accounting standard requires that foreign currency denominated financial assets and loans, which is not in the functional currency of each country that a company is incorporated in, to be translated to income statement, GIH which has functional currency in USD but has debtor and loan payable in EUR, must also record unrealized gain (loss) from foreign exchange for the items. As a result, exchange rate between USD and EUR affects the Company's consolidated financial statement as well. In cases where the USD depreciates against EUR, GIH will record an unrealized loss on exchange rate, and the reverse will occur if the USD appreciates against EUR.

At the end of Q3'21, Thai Baht depreciated against USD by 1.87 THB/USD, and depreciated against EUR by 1.22 THB/EUR compared to Q2'21, resulting in the Group to record unrealized loss on exchange rate on USD denominated loan and unrealized gain on EUR denominated loan that the Company granted to GIH. Nonetheless, USD appreciated against EUR by 0.03 USD/EUR compared to Q2'21, resulting in GIH to record a net unrealized gain on the exchange rate difference between EUR denominated debtors and loan payable, resulting in the Group to record a net loss on exchange rate in Q3'21 of THB 725 million.

In Q3'21 the associate GJP recorded a loss on exchange rate of THB 577 million, and the Company and its subsidiaries recorded a loss on exchange rate of THB 190 million, resulting in a total unrealized loss on exchange rate attributable to the owners of the parent of THB 767 million.

Gain (loss) on exchange rate	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
	<i>THB mn</i>	<i>THB mn</i>	<i>THB mn</i>	<i>%QoQ</i>	<i>%YoY</i>	<i>THB mn</i>	<i>THB mn</i>	<i>%YoY</i>
Gain (loss) on exchange rate	(278)	26	(725)	-2843.4%	-160.7%	(589)	(1,312)	-122.9%
Less: Gain (loss) on exchange rate attributable to non-controlling interests	(173)	(197)	(535)	-171.3%	-209.5%	(305)	(1,071)	-250.9%
Gain (loss) on exchange rate attributable to the owners of the parent	(105)	223	(190)	-185.2%	-80.6%	(283)	(241)	15.0%
Add: Gain (loss) on exchange rate attributable to share of profit from an associate	(250)	(222)	(577)	-159.9%	-131.0%	(518)	(1,228)	-137.4%
Total gain (loss) from exchange rate attributable to owners of the parent	(355)	2	(767)	<i>n.a.</i>	-116.1%	(801)	(1,469)	-83.5%

FX Rate at End of Period

	(THB / USD)	(THB / EUR)	(USD / EUR)*
Q2'20	31.0658	34.3318	-
Q3'20	31.8258	36.7782	-
Q4'20	30.2068	36.4949	1.2290
Q1'21	31.5052	36.3346	1.1706
Q2'21	32.2219	37.7588	1.1902
Q3'21	34.0908	38.9765	1.1604

*Based on the exchange rate in Singapore.

PROFIT

Profit for the period	Q3'20	Q2'21	Q3'21	Change		9M'20	9M'21	Change
	THB mn	THB mn	THB mn	%QoQ	%YoY	THB mn	THB mn	%YoY
Gross profit	2,037	2,716	2,959	8.9%	45.3%	5,758	8,682	50.8%
<i>Gross profit from sales and lease contracts under power purchase agreement</i>	1,978	2,657	2,882	8.5%	45.7%	5,615	8,481	51.0%
<i>Gross profit from service from concession arrangement</i>	10	3	8	140.9%	-14.2%	10	15	55.5%
<i>Gross profit from management services</i>	50	56	69	24.5%	38.5%	134	186	39.2%
EBITDA ⁽¹⁾	3,499	4,250	6,034	42.0%	72.5%	9,290	15,446	66.3%
Profit for the period	1,255	1,833	1,679	-8.4%	33.8%	3,409	5,303	55.6%
Profit attributable to owners of the parent	970	1,407	1,588	12.9%	63.7%	2,438	4,627	89.8%
Less: Gain (loss) on exchange rate attributable to owners of the parent	(355)	2	(767)	n.a.	-116.1%	(801)	(1,469)	-83.5%
Less: unrealized gain (loss) on derivatives of PTT NGD	-	4	62	1461.1%	n.a.	-	12	n.a.
Core Profit⁽²⁾	1,325	1,401	2,293	63.7%	73.0%	3,239	6,084	87.8%
<i>Gross profit margin (sales)</i>	25.9%	24.0%	24.6%	0.6%	-1.3%	24.3%	26.8%	2.5%
<i>Gross profit margin (services)</i>	51.5%	48.8%	56.3%	7.5%	4.8%	48.9%	53.8%	4.9%
<i>EBITDA margin</i>	40.0%	35.9%	43.5%	7.6%	3.5%	36.4%	43.3%	6.9%
<i>Net profit margin⁽³⁾</i>	11.1%	11.9%	11.5%	-0.3%	0.4%	9.6%	13.0%	3.4%
<i>Net profit for the period / Total revenue (excl. share of profit from associates and JVs)</i>	15.2%	16.2%	12.3%	-3.8%	-2.9%	14.2%	15.3%	1.1%
<i>Core Profit margin</i>	15.2%	11.8%	16.6%	4.8%	1.5%	12.7%	17.1%	4.4%

⁽¹⁾ EBITDA = Earnings before Interest, Taxes, Depreciation, and Amortization, gain (loss) on exchange rate of the Company and of GJP, and unrealized gain (loss) on derivatives of PTT NGD

⁽²⁾ Core Profit = profit attributable to owners of the parent before gain (loss) on exchange rate and unrealized gain (loss) on derivatives of PTT NGD

⁽³⁾ Net profit margin = profit attributable to owners of the parent / Total Revenue

Gross profit

Gross profit in Q3'21 was THB 2,959 million, an increase of 45.3% YoY compared to Q3'20, mainly increased from the gross profit from sales and lease contracts under power purchase agreement, from the profit recognition of GSRC unit 1 project after its commercial operation date on March 31, 2021, coupled by improved performance of GMP group from higher volume of electricity sales to EGAT and industrial users, as well as profit contribution from BKR2 offshore wind project since Q4'20.

Gross profit margin from sales and lease contracts under power purchase agreement weakened slightly from last year, from 25.9% to 24.6% (-1.3% YoY), due to an increase in average natural gas cost of SPPs from 235.22 THB/mmbtu in Q3'20 to 268.61 THB/ mmbtu in Q3'21 (+14.2% YoY), while the electricity selling price per unit increased at a lower rate (GMP's electricity selling price per unit to EGAT increased by 9.2% YoY, while the selling price to industrial users stayed at a similar level as last year). Nonetheless, as 90% of the Company's electricity is sold to EGAT with the natural gas cost being entirely passed through in the selling price to EGAT, and only 10% of the electricity is being sold to industrial users, the impact of the higher natural gas price to the Company's performance is limited.

Gross profit from services increased by 38.5% YoY, and gross profit margin from services was higher as well, due to the higher revenue from management fee from the provision of management services by the Company to its associate GJP, HKP, and power plants under GEC group.

Compared to Q2'21, gross profit grew by 8.6% QoQ, gross profit from sales and lease contracts increased from the performance of BKR2 offshore wind project which slightly recovered from the previous quarter, due to the seasonal factor, coupled with the improved performance GCG biomass project which was supported by the lower wood cost while the electricity selling price was at the same level as the previous quarter. However, in Q3'21, gas-fired power business's performance was pressured by the lower electricity sales from GSRC group, and the natural gas cost which increased in a

higher rate than the selling price per unit (natural gas cost of SPPs rose from 238.56 THB/mmbtu in Q2'21 to 268.61 THB/mmbtu in Q3'21 (+12.6% QoQ), while the electricity selling price to EGAT and industrial users from GMP group increased by 8.3% YoY and 1.4% QoQ, respectively). With the factors mentioned above, gross profit margin from sales and lease contracts remained at a similar level as the last quarter.

Gross profit from services grew 24.5% QoQ, and gross profit margin from services also increased from the previous quarter, from the revenue from management fee for an associate GJP, HKP, and power plants under GEC group as mentioned earlier.

EBITDA

EBITDA in Q3'21 was THB 6,034 million, increased by 72.5 % YoY and 42.0% QoQ, and moved in tandem with Core Profit.

Core Profit

Core Profit was recorded at THB 2,293 million in Q3'21, an increase of 73.0% YoY from Q3'20 from the following factors:

- 1) Dividend received in Q3'21 of THB 1,681 million, comprised of THB 1,666 million dividend from INTUCH, and THB 15 million dividend from SPCG.
- 2) Profit contribution from GSRC power plant unit 1 which commenced commercial operation on March 31, 2021.
- 3) Increased profit contribution from SPPs under GMP group, from the higher electricity sales volume to EGAT and Industrial Users, especially in packaging, jewelry, and electronic components sectors, despite being pressured by the natural gas cost which increased at a higher rate than electricity selling price.
- 4) Recognized share of Core Profit from an associate PTT NGD at THB 67 million, after GULF invested in 40% and additional 2% shareholding of PTT NGD in December 2020 and April 2021, respectively.
- 5) However, the Company's Core Profit was weighted by the share of Core Profit from an associate GJP which softened from the 2 IPPs' lower electricity sales volume to EGAT, and the effect of the natural gas cost per unit of the SPPs which moved higher in contrary to the Ft which decreased.

When compared with Q2'21, Core Profit increased by 63.7% QoQ from the following factors:

- 1) Dividend received in Q3'21 of THB 1,681 million as mentioned above.
- 2) GCG biomass project recorded an improved performance from the higher electricity sales volume, as well as the benefit from the lower wood cost while the electricity selling price was at the similar level as the previous quarter.
- 3) Nonetheless, Gas Fired Power Generation Business Group contributed a softened profit, from the IPPs under GSRC and GJP group which recorded a lower electricity sales volume to EGAT, and the SPPs under GMP group which was affected by the natural gas cost that increased in a higher rate than the electricity selling price.
- 4) Another factor which pressured the Company's Core Profit in Q3'21 was the performance of BKR2 offshore wind project. Although the project's revenue recovered from the previous quarter, but the wind speed in the project's area was still at abnormally low level; therefore, when deduct with related finance cost and amortization cost, the Company's consolidated financial statement recorded THB 154 million loss from BKR2 project at 50% shareholding.

Net profit attributable to the owners of the parent

Net profit attributable to the owners of the parent in Q3'21 was THB 1,588 million, an increase of 63.7% YoY when compared to Q3'20, and an increase of 12.9% QoQ when compared to Q2'21, mainly increased from the dividend received from INTUCH. However, net profit attributable to the owners of the parent increased at a lower rate than the Core Profit due to the depreciation of THB against USD from 32.22 THB/USD at the end of Q2'21 to 34.09 THB/USD in Q3'21, led to THB 767 million unrealized foreign exchange loss, compared to THB 355 million FX loss in Q3'20, and THB 2 million FX gain in Q2'21. Nonetheless, the recording of such gain(loss) on exchange rate and unrealized gain(loss) on derivatives are accounting transaction which has no impact on the cash flow and performance of the Group at all.

FINANCIAL POSITION AS OF September 30, 2021

Financial position	As of December 31, 2020	As of September 30, 2021	Change
	<i>THB mn</i>	<i>THB mn</i>	<i>%</i>
Cash, cash equivalents, short-term deposits at financial institutions used as collateral	22,998	25,665	11.6%
Trade accounts receivable	5,660	7,966	40.7%
Investments in associates and joint ventures	22,079	24,568	11.3%
Advance payments for land and power plant construction	6,701	4,905	-26.8%
Property, plant and equipment, net	129,718	133,307	2.8%
Non-current assets	28,523	111,702	291.6%
Finance lease receivable under power purchase agreement	-	11,911	n.a.
Other assets	29,901	35,165	17.6%
Total assets	245,581	355,188	44.6%
Short-term loans from financial institutions	11,500	8,427	-26.7%
Accounts payable for power plant construction	7,177	7,497	4.5%
Trade accounts payable	1,353	2,271	67.8%
Long-term loans from financial institutions	85,936	138,953	61.7%
Debentures	43,428	71,971	65.7%
Other liabilities	24,106	26,686	10.7%
Total liabilities	173,501	255,804	47.4%
Issued and paid-up capital	11,733	11,733	0.0%
Share premium	51,822	51,822	0.0%
Unappropriated retained earnings	7,310	7,096	-2.9%
Other components of equity	(8,670)	16,411	-289.3%
Other equity	1,831	2,091	14.2%
Total equity attributable to owners	64,027	89,153	39.2%
Non-controlling interests	8,053	10,230	27.0%
Total equity	72,080	99,384	37.9%
Total equity excluding other components of equity	80,749	82,973	2.8%

TOTAL ASSETS

Total assets as of September 30, 2021 was THB 355,188 million, an increase of THB 109,607 million (+44.6%) from December 31, 2020. The increase was attributable to the following factors:

- 1) Other non-current financial assets increased by 291.6% or THB 83,179 million, from additional investment in ordinary shares of INTUCH.
- 2) Trade accounts receivable increased by 40.7% or THB 2,305 million, in line with increase in revenue from GSRC power plant unit 1 after its commercial operation date on March 31, 2021.

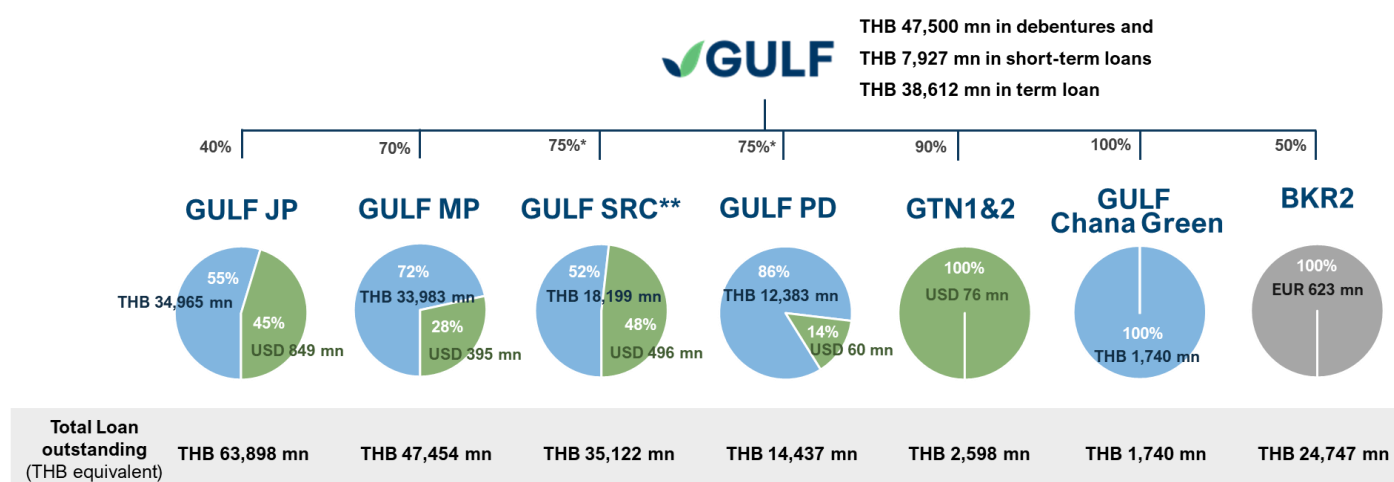
- 3) Investments in associates and joint ventures increased by 11.3% or THB 2,489 million, mainly due to the performance contribution from GJP and PTT NGD, and from the additional 2% acquisition of PTT NGD in April 2021.
- 4) Property, plant and equipment net increased by 2.8% or THB 3,588 million, primarily increased from the construction progress of GSRC, GPD, and Mekong power projects, deduct with the decreasing part that was booked in accordance with the TFRS 16 accounting standards following the commercial operation commencement of GSRC unit 1 project, which also resulted in the finance lease receivable under power purchase agreement to increase by THB 11,911 million.
- 5) Other assets increased 17.6% or THB 5,264 million, mainly increased from long-term loans to related party which increased by 43% from the loans given to DIPWP project in Oman to be used for power plant construction, coupled with intangible assets which increased by 19% from the right to use electrical substations and gas pipeline following the commercial operation of GSRC power plant unit 1.

TOTAL LIABILITIES

Total liabilities as of September 30, 2021 was THB 255,804 million, an increase of THB 82,303 million (+47.4%) from December 31, 2020. The increase was attributable to the following factors:

- 1) Short-term debts decreased by 26.7% or THB 3,073 million from the repayment of the Company's short-term loan from financial institutions.
- 2) Long-term loans from financial institutions increased by 61.7% or THB 53,017 million, primarily from the loan drawdowns for the construction of GSRC and GPD power projects, and for the Company's working capital.
- 3) Debentures increased by 65.7% or THB 28,542 million, mainly increased from the issuance of the Company's 1/2021 debentures, value of THB 30,000 million, which was used for additional investment in INTUCH's shares, and for the Company's working capital for future investments.
- 4) Other liabilities increased by 10.7% or THB 2,580 million, mainly increased from deferred liabilities that increased by THB 5,530 million from the higher fair value of investment in INTUCH, but decreased from other non-current financial liabilities which decreased by THB 3,602 million, from the change in fair value of interest rate swap contracts which was measured for the entire contract life on the Company's financial statement according to the TFRS 9 accounting standards.

Total debt outstanding of the Company and its subsidiaries as of September 30, 2021



* Based on % profit sharing received from GSRC & GPD

** Gulf SRC has a short-term loan outstanding at THB 500 million

TOTAL EQUITY

Total equity as of September 30, 2021 was THB 99,384 million, an increase of THB 27,304 million (+ 37.9%) from December 31, 2020 due to following factors:

- 1) Other components of equity increased by THB 25,080 million, mainly increased from the unrealized gain from the higher fair value of investment in INTUCH, after the Company increased its shareholding in INTUCH to 42.25% in August 2021, and INTUCH's share price significantly rose.
- 2) Non-controlling interests increased by THB 2,177 million, mostly due to the increase in fair value of interest rate swap derivative contracts which was measured as required under TFRS 9. However, such accounting record does not affect the Company's operating performance.
- 3) Retained earnings decreased by THB 214 million from dividend payment THB 4,459 million, reserve according to legal requirement THB 260 million, net with net profit attributable to the parent company of THB 4,627 million.

CAPITAL STRUCTURE

As of September 30, 2021, the Group recorded a debt to equity ratio of 2.57 times. However, net interest-bearing debt (including lease liabilities) to equity was recorded at 2.34 times, a result of the THB 48,612 million loan from financial institutions used to pay for INTUCH's shares which was acquired from the Tender Offer. However, it is expected that net interest-bearing debt (including lease liabilities) to equity will reduce to approximately 2.0 times in Q4'21, after the Company changed the accounting method used to record its investment in INTUCH, from fair value measurement booked in other comprehensive income to Equity Method, resulting in the higher equity value of the Company, caused by the unrealized gain from adjusting average acquisition cost of INTUCH to fair value as of October 1, 2021 (effective date of the change in accounting method).

STATEMENT OF CASH FLOWS

Statement of cash flows	For the nine-month period ended September 30, 2021
	<i>THB mn</i>
Net cash generated from (used in) operating activities	10,104
Net cash used in investing activities	(69,744)
Net cash generated from (used in) financing activities	64,706
Net increase (decrease) in cash and cash equivalents	5,066
Gain (loss) adjustment from foreign exchange translation of cash and cash equivalents	14
Cash and cash equivalents as of January 1, 2021	15,902
Cash and cash equivalents as of September 30, 2021	20,982

As of September 30, 2021, the Company and its subsidiaries recorded cash and cash equivalents of THB 20,982 million attributable to the following factors:

Net cash received from operating activities of THB 10,104 million mainly from:

- Cash from operating profit of THB 11,546 million
- Net cash paid for operating assets and liabilities THB 1,442 million

Net cash used in investing activities of THB 69,744 million mainly from:

- Payments for property, plant and equipment of THB 16,313 million, primarily for projects under GSRC, GPD, and Mekong Wind
- Payments for other financial assets of THB 57,383 million, pursuant to the Company's additional investment in ordinary shares of INTUCH

Net cash received from financing activities of THB 64,706 million mainly from:

- Net cash received from long-term loans of THB 49,243 million
- Net cash received from debentures of THB 26,925 million
- Cash repayment for short-term loans of THB 3,073 million
- Payments for interest expense and finance costs of THB 4,104 million
- Payment for dividend of THB 5,459 million

KEY FINANCIAL RATIOS

Financial ratios	Q3'20	Q2'21	Q3'21
Basic earnings per share (THB)	0.09	0.12	0.14
Gross profit margin from sales (%)	25.9%	24.0%	24.6%
EBITDA margin	40.0%	35.9%	43.8%
Net profit margin ¹ (%)	11.1%	11.9%	11.5%
Core Profit margin ^{1,2} (%)	15.2%	11.8%	16.6%
Net profit for the period / Total revenue (excl. share of profit from associates and JVs)	15.2%	16.2%	12.3%
Return on equity (%)	8.5%	13.8%	9.7%
Return on assets ³ (%)	2.8%	3.6%	2.8%

	Sep 30, 2020	Jun 30, 2021	Sep 30, 2021
Book value per share (THB)	4.98	5.89	7.60
Current ratio (times)	1.85	0.71	1.24
Quick ratio (times)	1.76	0.63	1.09
Debt to equity (times)	2.38	2.41	2.57
Net interest-bearing debt (including lease liabilities) to equity ⁴ (times)	1.35	1.75	2.34

¹ Total revenues = revenues from sales and management fee + other income + interest income + dividend income + share of profit from associates and joint ventures

² Core Profit = profit attributable to owners of the parent before gain (loss) on exchange rate and unrealized gain (loss) on derivatives of PTT NGD

³ ROA calculated using net profit (annualized) / average total assets

⁴ Net debt to equity ratio that must be maintained in accordance with the terms and conditions (times) = Net debt to equity ratio that must be maintained in accordance with the terms and conditions is calculated by finding the difference of (a) total interest-bearing debt, (b) cash and cash equivalents and (c) deposits at financial institutions used as collateral, and divided by the issuer's equity which excludes other components of equity as shown in the consolidated financial statements audited by the issuer's auditor

PROGRESS OF PROJECTS UNDER CONSTRUCTION AND DEVELOPMENT

POWER GENERATION AND RENEWABLE ENERGY BUSINESS



Gulf SRC (Thailand)

Fuel Type	Gas-fired	
Capacity	2,650 MW (4 units, 662.5 MW each)	
SCOD	Unit 1: 31 March 2021 Unit 2: 1 October 2021	Unit 3: 31 March 2022 Unit 4: 1 October 2022
Status	Unit 1-2: Achieved commercial operation Unit 3-4: Under construction: 80 - 94% completed	



Gulf PD (Thailand)

Fuel Type	Gas-fired	
Capacity	2,650 MW (4 units, 662.5 MW each)	
SCOD	Unit 1: 31 March 2023 Unit 2: 1 October 2023	Unit 3: 31 March 2024 Unit 4: 1 October 2024
Status	Under construction with the progress as follows: Unit 1: 49.3% Unit 2: 19.4% Unit 3: 26.8% Unit 4: 18.7%	



Hin Kong Power (Thailand)

Fuel Type	Gas-fired	
Capacity	1,540 MW (2 units, 770 MW each)	
SCOD	Unit 1: March 2024 Unit 2: January 2025	
Status	<ul style="list-style-type: none"> Preparation for construction and financing on progress Signed GSA in October 2021 Construction started in November 2021 	



Burapa Power (Thailand)

Fuel Type	Gas-fired	
Capacity	600 MW	
SCOD	November 2027	
Status	<ul style="list-style-type: none"> EIA approval obtained Expected to start construction by 2025 	



DIPWP (Oman)

Fuel Type	Gas-fired
Capacity	Power: approx. 326 MW Water: approx. 1,667 m ³ /hour
SCOD	Phase 1 (40 MW): 2022 Phase 2 (286 MW): 2023
Status	Under construction: 93.9% completed



Mekong Wind Power Project (Vietnam)

Fuel Type	Offshore Wind
Capacity	Phase 1: 30 MW Phase 2-3: 98 MW
SCOD	Phase 1: within December 2021 Phases 2-3: within December 2021
Status	Phase 1: Under development: 94.2% completed Phases 2-3: Under development: 77.1% completed

INFRASTRUCTURE & UTILITIES BUSINESS



Map Ta Phut Industrial Port Development Phase 3 (Thailand)

Scope	Infrastructure: Land reclamation Superstructure: LNG terminal
Capacity	Land reclamation: 1,000 rais LNG terminal: up to 10.8 MTPA
Construction Period	Land reclamation: 2021 - 2024 LNG terminal: 2024 – 2026* *subject to LNG demand
Status	Under construction: 1.2% completed



Laem Chabang Port Development Phase 3 (Thailand)

Scope	Container berths (F1 & F2 terminals)
Capacity	At least 4 million TEU/year (operation period 35 years)
SCOD	F1 = [2025] F2 = [2029]
Status	Expected to sign PPP Contract within November 2021 Expected to start construction within 2023



M6 & M81 Intercity Motorways (Thailand)

Scope	Operation and Maintenance of toll collection system, traffic management and control system, and other infrastructures
Capacity	M6: 196 km M81: 96 km
SCOD	[2023]
Status	EPC signed in July 2021 PPP contract signed in September 2021 Expect to start construction within December 2021

ONE BANGKOK



One Bangkok Project (Thailand)

Scope	Electricity Distribution System (Power) District Chilled Water Distribution System (DCS)
Capacity	Power: 240 MW DCS: 36,000 RT
SCOD	Phase 1 – 2022 (Power) Phase 1 – 4 2023 – 2026 (Power and DCS)
Status	<ul style="list-style-type: none"> Electricity Distribution System (Power) - Under development: 12.6% completed District Chilled Water Distribution System (DCS) - Under development: 26.1% completed

DEFINITIONS

Company	Gulf Energy Development Public Company Limited
Group	The Company, its subsidiaries, its associates and its joint ventures
ADVANC	Advanced Info Service Plc.
GEC group	Gulf Electric Public Company Limited and its subsidiaries
EGAT	The Electricity Generating Authority of Thailand
PEA	Provincial Electricity Authority
7SPPs	7 SPPs under GJP consisting of GKP1, GKP2, GTLC, GCRN, GNNK, GNLL and GNK2
12SPPs	12 SPPs under GMP consisting of GVTP, GTS1, GTS2, GTS3, GTS4, GNC, GBL, GBP, GNLL2, GNPM, GNRV1 and GNRV2
BGSR 6	BGSR 6 Co., Ltd., a JV in which the Company has a 40% stake
BGSR 18	BGSR 81 Co., Ltd., a JV in which the Company has a 40% stake
BKR2	Borkum Riffgrund 2 Offshore Wind Farm GmbH & Co. oHG, an offshore wind farm operator in Germany
BPG	Burapa Power Generation Co., Ltd., a power project operator under BPH
BSE	Bangkok Smart Energy Co., Ltd., a JV in which the Company has a 33.3% stake
BPH	Burapa Power Holding Co., Ltd., a JV in which the Company has a 35.0% stake
DIPWP	Duqm Integrated Power and Water Project, a power project operator in Oman
EPC	Engineering, procurement and construction
EVN	Vietnam Electricity
GBL	Gulf BL Co., Ltd., a power project operator under the subsidiary of GMP
GBP	Gulf BP Co., Ltd., a power project operator under the subsidiary of GMP
GCG	Gulf Chana Green Co., Ltd., a biomass project operator in which the Company has a 100% stake
GCRN	Gulf JP CRN Co., Ltd., a power project operator under the associate GJP
GJP	Gulf JP Company Limited, an associate in which the Company has a 40.0% stake
GKP1	Gulf JP KP1 Co., Ltd., a power project operator under the associate GJP
GKP2	Gulf JP KP2 Co., Ltd., a power project operator under the associate GJP
GMP	Gulf MP Co., Ltd., a subsidiary in which the Company has a 70.0% stake
GMTP	Gulf MTP LNG Terminal Co., Ltd., a subsidiary in which the Company has a 70% stake
GNC	Gulf NC Co., Ltd., a power project operator under the subsidiary GMP
GNK2	Gulf JP NK2 Co., Ltd., a power project operator under the associate GJP
GNLL	Gulf NLL Co., Ltd., a power project operator under the associate GJP
GNLL2	Gulf NLL2 Co., Ltd., a power project operator under the subsidiary GMP
GNNK	Gulf JP NNK Co., Ltd., a power project operator under the associate GJP
GNPM	Gulf NPM Co., Ltd., a power project operator under the subsidiary GMP
GNRV1	Gulf NRV1 Co., Ltd., a power project operator under the subsidiary GMP
GNRV2	Gulf NRV2 Co., Ltd., a power project operator under the subsidiary GMP
GNS	Gulf JP NS Co., Ltd., a power project operator under the associate GJP
GPD	Gulf PD Co., Ltd., a power project operator under the subsidiary of IPD
GSRC	Gulf SRC Co., Ltd., a power project operator under the subsidiary of IPD
GTLC	Gulf JP TLC Co., Ltd., a power project operator under the associate GJP
GTN1	Gulf Tay Ninh 1 Joint Stock Company, a solar farm operator in Vietnam
GTN2	Gulf Tay Ninh 2 Joint Stock Company, a solar farm operator in Vietnam

GTS1	Gulf TS1 Co., Ltd., a power project operator under the subsidiary GMP
GTS2	Gulf TS2 Co., Ltd., a power project operator under the subsidiary GMP
GTS3	Gulf TS3 Co., Ltd., a power project operator under the subsidiary GMP
GTS4	Gulf TS4 Co., Ltd., a power project operator under the subsidiary GMP
Gulf WHA MT	Gulf WHA MT Natural Gas Distribution Company Limited, a JV in which the Company has a 35.0% stake
GULF1	Gulf1 Company Limited, a subsidiary in which the Company has a 100.0% stake
GUT	Gulf JP UT Co., Ltd., a power project operator under the associate GJP
GVTP	Gulf VTP Co., Ltd., a power project operator under the subsidiary GMP
HKH	Hin Kong Power Holding Co., Ltd., a JV in which the Company has a 49.0% stake
HKP	Hin Kong Power Co., Ltd., a power project operator under HKH
INTUCH	Intouch Holdings Plc.
IPD	Independent Power Development Company Limited, a subsidiary in which the Company has a 70.0% stake
IPP	Independent Power Producer in which capacity sold to EGAT is more than 90 MW
Marafiq	Centralised Utilities Company L.L.C., a JV in which the Company has a 49% stake
Mekong	Mekong Wind Power Joint Stock Company
MTP3	Map Ta Phut Industrial Port Development Phase 3
PEA	The Provincial Electricity Authority
PTT NGD	PTT Natural Gas Distribution Company Limited
SPP	Small Power Producer in which capacity sold to EGAT is more than 10 MW but not more than 90 MW
TFRIC 4	Revenue recognition standard applied for the IPPs to record revenue from availability payment as income from financial lease
TFRIC 12	Thai Financial Reporting Standard applied for Service Concession Arrangements
TFRS 9	Thai Financial Reporting Standard applied for Financial Instruments
TFRS 16	Thai Financial Reporting Standard applied for Leases
THCOM	Thaicom Plc.