

**BCPG Public Company Limited
Management Discussion and Analysis
For 1Q/2022 Operating Results**

10th May 2022

A photograph of four wind turbines on a grassy hill under a cloudy sky. The turbines are white with three blades each. The foreground is a lush green field, and the background is a dense forest of green trees.

Empowering
Green Lifestyle

Executive Summary

Financial Highlight

<i>Unit: THB million</i>	1Q21	1Q22	Δ %	4Q21	Δ %
Revenue from sale and rendering of service	1,046.6	1,158.5	10.7%	1,231.7	(5.9%)
Share of profit of investment in associates*	140.5	141.7	0.9%	152.2	(6.9%)
EBITDA*	947.9	1,057.1	11.5%	1,099.4	(3.8%)
Net profit	523.4	1,363.0	160.4%	237.7	473.4%
Recurring profit*	488.8	516.7	5.7%	582.6	(11.3%)

*Excluding gain/(loss) on FX and one-time items

Q1/2022: BCPG or the Group of Companies recorded recurring net profit of THB 516.7 million, grew by 5.7% YoY but dropped 11.3% QoQ. These were resulted from the following factors.

+5.7% YoY

- (+) Higher revenue contribution from hydropower plants “Nam San 3A” and “Nam San 3B” as a result of heavier rainfall from the summer thunderstorm impact.
- (+) Revenue recognition from the commercial operation of a new solar power plant, named Chiba 1 (20MW) in Japan on 1 November 2021.
- (+) Higher share of profit from wind power plant in the Philippines thanks to higher tariff rate.

-11.3% QoQ

- (-) Lower revenue contribution from hydropower projects, “Nam San 3A and “Nam San 3B” due to the seasonal factor that the first quarter of the year is normally out-of-season.
- (-) Lower share of profit from geothermal power plants in Indonesia as the share of profit was recorded only 2 months (January – February 2022).

Key developments during 1Q/2022 until now

Announced an additional investment in Taiwan Solar farms

On 28 January 2022, the Group of Companies announced an additional development of solar power projects in Taiwan with an installed capacity of 357 MW, resulting in the Company's total development pipeline in Taiwan of 469 MW. The construction commencement of the projects is expected to start from 2022 to 2024, and the commercial operation date is scheduled from 2022 to 2025.

This development of solar power projects is an excellent opportunity for the Group of Companies as the projects will have long-term-Feed-in-Tariffs power purchase agreement with Taiwan Power Company, the state-owned enterprise managing electricity production and distribution in Taiwan.

Invested in Lao PDR's electricity business

On 17 February 2022, the Group of Companies announced the MOU signing with Capital Asia Investments Pte Ltd. (CAI) as a co-investor, CAI is not a related person of the Group of Companies, and the Ministry of Finance on behalf of the Government of Laos (GOL). The Group of Companies' investment amount is not exceeding USD 100 million. The objectives of this investment are to 1) obtain the right to invest in Lao PDR's electricity business where the GOL has a policy to invest through Lao State Holding Enterprise (LHSE) and 2) provide advisory services for LHSE regarding the management of renewable energy.

The terms and conditions of the main agreement is now under the negotiation with the GOL to be further propose to the related government agencies for approval. This investment will enhance the Group of Companies' capability and opportunity to invest in renewable projects in the future.

Disposed 33.3% shares of Star Energy Group Holdings Pte. Ltd. (SEGHPL)

On 3 March 2022, the Group of Companies disposed 33.3% shares of Star Energy Group Holdings Pte Ltd. (SEGHPL) to Springhead Holdings Pte Ltd. in the amount of USD 440.0 million (or an equivalent of THB 14,551.32 million based on exchange rate of THB 33.06/USD). The proceed from the divestment will be supported in new investment of renewable projects, increasing the Group of Companies' investment ability in the future.

SEGHPL operates business by investing in 3 geothermal power plants in Indonesia, including Wayang Windu power plant (installed capacity of 227 MW), Salak power plant (installed capacity of 377 MW and Darajat power plant (installed capacity of 216 MW)

Achieved the COD of 2 solar projects in Japan as target

On 29 March 2022 and on 15 April 2022, the Group of Companies successfully achieved the commercial operations of 2 solar power plant projects in Japan, Komagane and Yabuki.

The Komagane project is located in Nagano province and has a PPA of 25.0 MW at the Feed-In-Tariff rate of JPY 36.0 per kWh with Chubu Electricity Power Company for 20 years. Meanwhile, the Yabuki project is located in

Fukushima province and has a PPA of 20.0 MW at the FIT rate of JPY 36.0 kWh with Tohoku Electricity Power Company for 20 years.

With the most recent commercial operations of these two projects, the Group of Companies' total operating capacity in Japan is 79.7 MW, with a developing capacity of 10 MW.

Dividend payment from the operating results for the second half of the year 2021

On 7 April 2022, the Annual General Meeting of Shareholders for the year 2022 of the Group of Companies approved the dividend payment from the second half of 2021 operating results at THB 0.17 per share. As a result, the total dividend payment for year 2021 is THB 0.33 per share, totaling of THB 926.02 million. This included the dividend payment from the first half of 2021 operating results at THB 0.16 per share.







Assigned credit rating of A- by TRIS Rating with a stable outlook

In April 2022, TRIS Rating assigned the company rating and the ratings on the company's outstanding senior unsecured debentures at A- with a "stable" outlook. The rating reflects BCPG's revenue reliability from power-generating assets and its well-diversified power portfolio. This credit will also provide the opportunity to access new sources of funding for supporting the investment readiness in further.

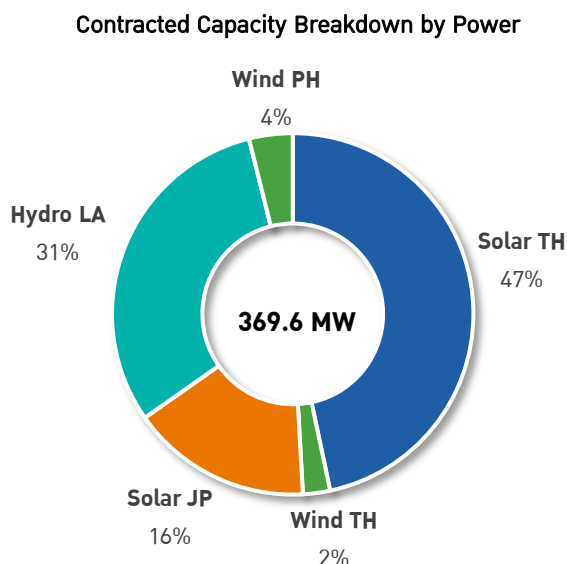
The Group of Companies' Contracted Capacity

Contracted capacity breakdown by countries and types of energy at the end of Q1/2022.

Unit: Equity MW

Country	1Q21	1Q22	Δ %	4Q21	Δ %
Thai					
	164.7	172.5	4.7	171.8	0.4
	9.0	9.0	0.0	9.0	0.0
Japan					
	14.7	59.7	306.1	34.7	72.0
Lao PDR					
	114.0	114.0	0.0	114.0	0.0
Indonesia*					
	157.5	0.0	-100.0	157.5	-100.0
The Philippines					
	14.4	14.4	0.0	14.4	0.0
Total	474.2	369.6	-22.1	501.4	-26.3

*Remark: In 1Q/2022 the Group of Companies disposed 33.3% shares of Star Energy Group Holdings Pte Ltd. (SEGHPL) to Springhead Holdings Pte Ltd. and the transaction has been completed on 3 March 2022



At the end of Q1/2022, total contracted capacity was 369.6 MW, decreased by 22.1% YoY and 26.3% QoQ from the disposal of 33.3% Star Energy Group Holdings Pte Ltd. shares to Springhead Holdings Pte Ltd. in March 2022.

However, in Q1/2022, the Group of Companies' contracted capacity increased from the following factors:

- (1) The commercial operation of a new solar power plant (Komagane) in Japan with the contracted capacity of 25.0 MW in March 2021
- (2) The commercial operation of new solar rooftop

Financial Performance

Financial Performance for Q1/2022

Unit: THB million	1Q21	1Q22	Δ (%)	4Q21	Δ (%)
Revenue from sale and rendering of service	1,046.6	1,158.5	10.7%	1,231.7	(5.9%)
Cost of sale and rendering of services	(393.7)	(420.6)	6.9%	(424.2)	(0.8%)
Gross profit	653.0	737.8	13.0%	807.5	(8.6%)
Administrative expenses*	(137.5)	(147.2)	7.0%	(170.4)	(13.7%)
Operating profit	515.5	590.7	14.6%	637.1	(7.3%)
Share of profit of investment in associates (excluding one-time item)	140.5	141.7	0.9%	152.2	(6.9%)
EBITDA*	947.9	1,057.1	11.5%	1,099.4	(3.8%)
Other income/(expense)	24.8	17.0	(31.5%)	16.6	2.6%
FX gain/(loss)	22.7	(153.6)	NA	(245.9)	NA
Other one-time item	11.9	999.9	NA	(99.1)	NA
EBIT	715.3	1,595.7	123.1%	460.9	246.2%
Finance costs	(185.5)	(206.0)	11.0%	(210.8)	(2.3%)
EBT	529.8	1,389.7	162.3%	250.1	455.7%
Income tax (expense) benefit*	(6.6)	(26.2)	NA	(12.3)	NA
Minority interest	0.2	(0.5)	NA	(0.1)	NA
Net profit	523.4	1,363.0	160.4%	237.7	473.4%
Recurring profit*	488.8	516.7	5.7%	582.6	(11.3%)
Basic Earnings per Share (THB)	0.20	0.47	135.0%	0.08	487.5%

Remark:

*Excluding gain/(loss) on FX and one-time items

	1Q21	1Q22	4Q21
Total one-time items:	34.5	846.3	(344.9)
FX gain/(loss)	22.7	(153.6)	(245.9)
Other one-time item	11.9	999.9	(99.1)
Net gain from sales of investment in associates	0.0	1,644.6	0.0
Tax related to one-time items	5.0	13.3	26.7
Loss from disposal and impairment of assets	0.0	(628.7)	(43.6)
Other one-time item	6.9	(29.3)	(82.2)

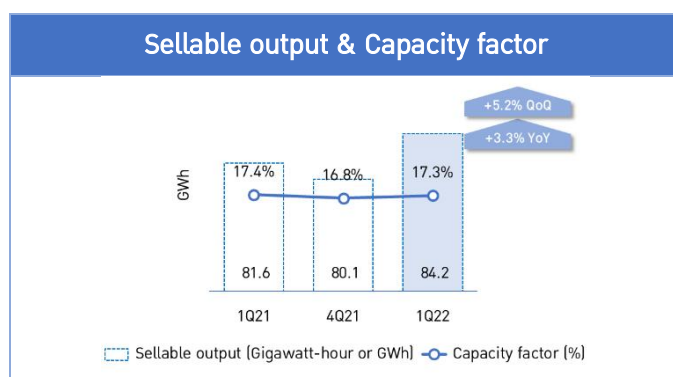
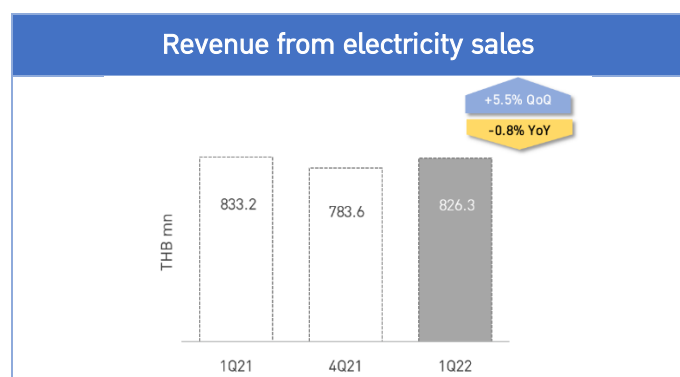
Revenue from sale and rendering of services

The Group of Companies has structures classified by country as follows:

Unit: THB mn	1Q21	1Q22	Δ %	4Q21	Δ %
Thai	856.3	846.9	(1.1%)	804.1	5.3%
Lao PDR	137.4	167.6	22.0%	314.6	(46.7%)
Japan	43.9	134.4	206.6%	96.7	39.0%
Other operating income	9.1	9.6	5.2%	16.3	(41.5%)
Total	1,046.6	1,158.5	10.7%	1,231.7	(5.9%)

The company and subsidiaries: Thailand 

Solar



In Q1/2022, the Group of Companies recorded operating revenue from solar power plants in Thailand of THB 826.3 million, declined by 0.8% YoY but improved by 5.5% QoQ. These were resulted from the following factors.

YoY

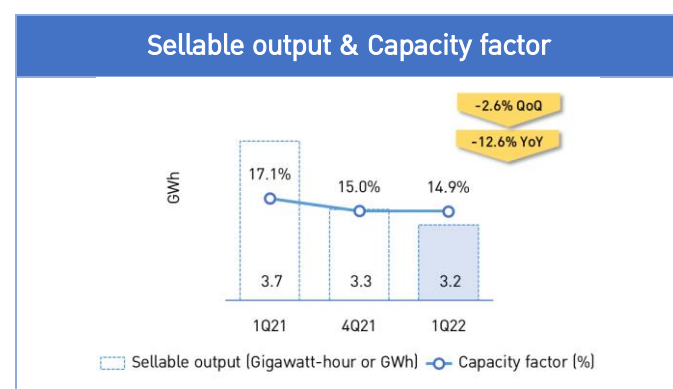
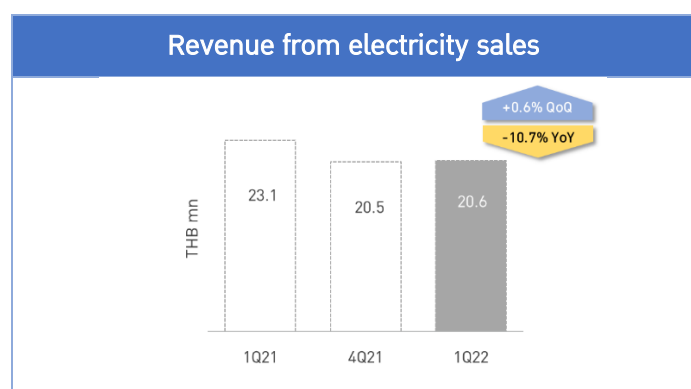
(-) Lower irradiation and impact from the adder expiry of BCPG 1 power plant (8 MW) in August 2021.

(+) Higher Ft rate and greater electricity generation from solar rooftop projects, which help to offset the revenue loss caused by decreasing irradiation and adder expiration of BCPG 1 project.

QoQ

(+) Electricity generation grew by 5.2% QoQ, due to higher irradiation and the additional COD of rooftop projects.

Wind



In Q1/2022, the Group of Companies recorded operating revenue from a wind power plant in Thailand of THB 20.6 million, dropped by 10.7% YoY but rose by 0.6% QoQ. These were resulted from the following factors.

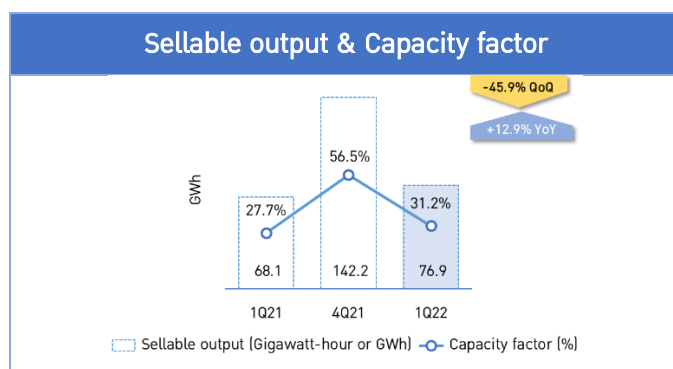
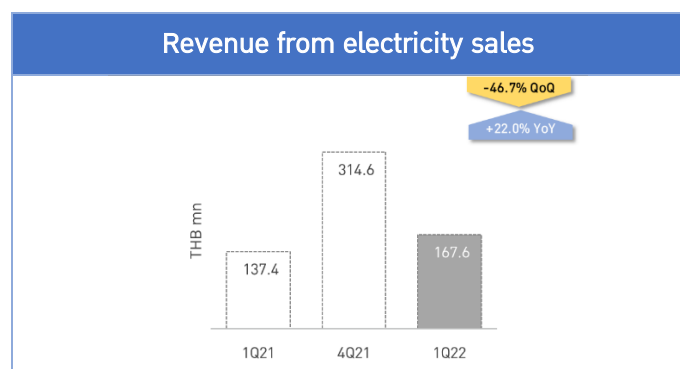
YoY

(-) Electricity generation fell by 12.6% YoY to 3.2 GWh. Capacity factor decreased to 14.9% from 17.1% in 1Q/2021, mainly came from the lower wind speed at the project.

QoQ

(+) Higher Ft rate, which compensated for the decreased in revenue caused by the drop in electricity generation. The electricity generation decreased by 2.6% QoQ as a result of lower wind speed at the project.

Subsidiaries: Lao PDR



In 1Q/2022, the Group of Companies recorded operating revenue from hydropower plants in Lao PDR of THB 167.6 million, improved by 22.0% YoY but subsided by 46.7% QoQ. These were resulted from the following factors.

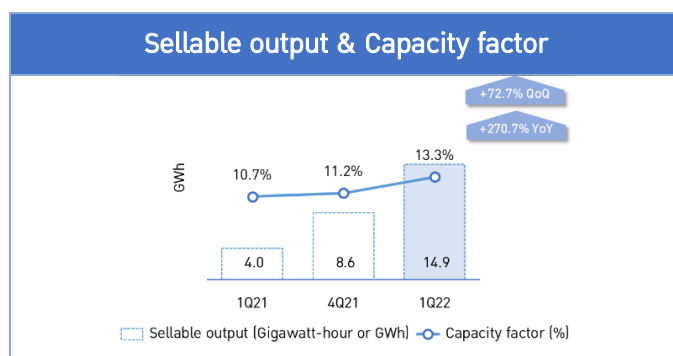
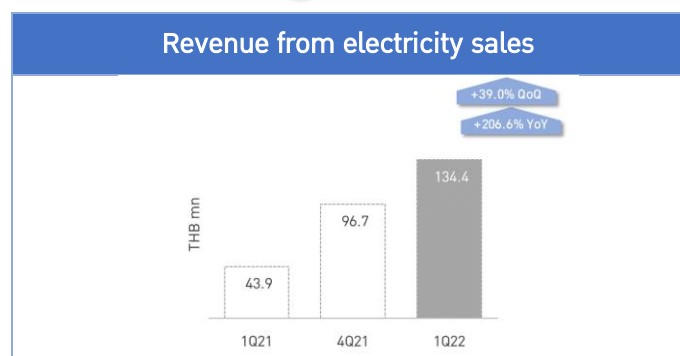
YoY

(+) Electricity generation rose by 12.9% YoY to 76.9 GWh, resulting from the increase in the capacity factor of “Nam San 3A” and “Nam San 3B” to 31.2% from 27.7% in Q1/2021 due to the heavier rainfall from the summer thunderstorm impact.

QoQ

(-) Electricity generation fell by 45.9%, owing to seasonal factor of hydropower plants, which is normally out-of-season in quarter 1.

Subsidiaries: Japan



In Q1/2022, the operating revenue from solar power plants in Japan reported at THB 134.4 million, increased by 206.6% YoY and 39.0% QoQ. These were resulted from the following factors.

YoY

(+) Electricity generation rose by 270.7% YoY, owing to the commercial operation of a new solar power plant (Chiba 1) in Japan with the contracted capacity of 20.0 MW in November 2021.

QoQ

(+) Electricity generation improved by 72.7% QoQ, thanks to the commercial operation of a new solar power plant (Chiba 1) in Japan with the contracted capacity of 20.0 MW in November 2021.

Total Revenue from sale and rendering of services

In Q1/2022, total revenue was at THB 1,158.5 million, grew by 10.7% YoY but dropped 5.9% QoQ. These were resulted from the following factors.

YoY

(+) Higher revenue came from an increasing electricity generation of solar power plants in Japan and hydropower plants in Lao PDR as mentioned.

QoQ

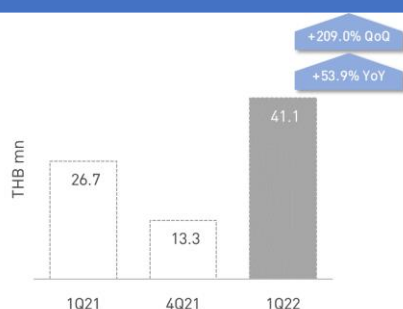
(-) Lower revenue came from a decreasing electricity generation of hydropower projects in Lao PDR as mentioned.

Share of profit of investment in associates

The Group of Companies has share of profit of investment in associate's structure classified by country as follows:

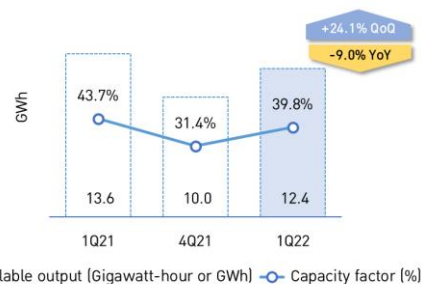
Investment in associates: the Philippines

Share of profits from operation*



*Share of profits from operation excludes amortization and one-time items.

Sellable output & Capacity factor



*Sellable output calculation according to holding stake

Unit: THB million	1Q21	1Q22	Δ YoY (%)	4Q21	Δ QoQ (%)
Share profits from operation	26.7	41.1	53.9%	13.3	209.0%
(-) Amortization	(7.7)	(7.6)	1.4%	(8.0)	5.4%
Share profits from operation (after amortization)	19.0	33.5	76.3%	5.3	536.3%

In Q1/2022, the Group of Companies recorded share of profits from operation (after amortization) of THB 33.5 million, grew by 76.3% YoY and 536.3% QoQ. These were resulted from the following factors.

YoY

(+) In Q1/2022, the wind project in the Philippines realized higher tariff rate; however, there was no such transaction booked in Q1/2021.

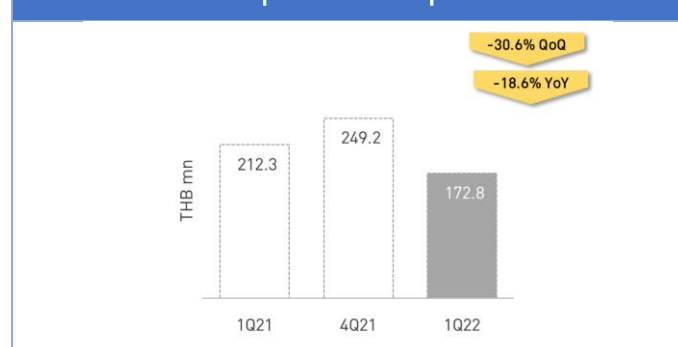
QoQ

(+) Electricity generation improved by 24.1% QoQ as the capacity factor rose to 39.8%, which was caused by the high season of wind power plant in the Philippines.

(+) Realized higher tariff rate

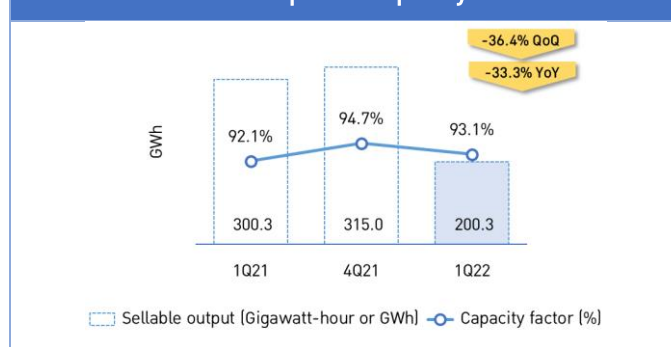
Investment in associates: Indonesia

Share of profits from operation*



*Share of profits from operation excludes amortization and one-time items

Sellable output & Capacity factor



*Sellable output calculation according to holding stake

Unit: THB million	1Q21	1Q22	Δ YoY (%)	4Q21	Δ QoQ (%)
Share profits from operation	212.3	172.8	(18.6%)	249.2	(30.6%)
(-) Amortization	(90.8)	(64.7)	(28.8%)	(102.3)	(36.8%)
Share profits from operation (after amortization)	121.5	108.2	(10.9%)	146.9	(26.4%)

In Q1/2022, the Group of Companies recorded a share of profits from operation (after amortization) of THB 108.2 million, which decreased by 10.9% YoY and 26.4% QoQ. These were resulted from the following factors.

YoY

(-) Lower share of profits from geothermal power plants in Indonesia as the Group of Companies completed the share disposal of Star Energy Group Holdings Pte Ltd. (SEGHPL) on 3 March 2022. Therefore, the share of profit was recorded only 2 months (January – February 2022).

QoQ

(-) Lower share of profits from geothermal power plants in Indonesia as the Group of Companies completed the share disposal of Star Energy Group Holdings Pte Ltd. (SEGHPL) on 3 March 2022. Therefore, the share of profit was recorded only 2 months (January – February 2022).

Share of profit of investment in associates (before one-time items)

<i>Unit: THB million</i>	1Q21	1Q22	Δ YoY (%)	4Q21	Δ QoQ (%)
Share profits from operation	239.0	213.9	(10.5%)	262.5	(18.5%)
(-) Amortization	(98.5)	(72.3)	(26.7%)	(110.3)	(34.5%)
Share profits from operation (after amortization)	140.5	141.7	0.9%	152.2	(6.9%)

In Q1/2022, the Group of Companies recorded a share of profits from investment in associates (after amortization and before one-time items) of THB 141.7 million, improved by 0.9% YoY but fell by 6.9% QoQ. These were resulted from the following factors.

YoY

(+) Higher in share of profits from the wind power plant in the Philippines as mentioned.

QoQ

(-) Lower share of profits from the geothermal power plants in Indonesia as mentioned.

EBITDA from operation

In Q1/2022, EBITDA from the operation was THB 1,057.1 million, grew by 11.5% YoY but dropped 3.8% QoQ. These were resulted from the following factors.

YoY

(+) Higher revenue contribution from solar power plants in Japan and hydropower plants in Lao PDR as mentioned.
(+) Higher share of profits from the wind power plant in the Philippines as mentioned.

QoQ

(-) Lower revenue contribution from hydropower plants in Lao PDR as mentioned.
(-) Lower share of profits from geothermal power plants in Indonesia as mentioned.

Administrative expenses

In Q1/2022, administrative expenses excluding one-time items was at THB 147.2 million, up by 7.0% YoY but fell by 13.7% QoQ. These were resulted from the following factors.

YoY

(-) Higher personnel costs following the business expansion.

QoQ

(+) Lower personnel costs and consulting expenses.

SG&A to sales ratio in Q1/2022 decreased from both the Q1/2021 and Q4/2021 levels.

Unit: %	1Q21	4Q21	1Q22
SG&A / Sales*	13.1	13.8	12.7

**Remark: administrative expenses are excluded from one-time items*

One-time items

In Q1/2022, the Group of Companies has one-time items as follows.

	1Q21	1Q22	4Q21
Total one-time items:	34.5	846.3	(344.9)
FX gain/(loss)	22.7	(153.6)	(245.9)
Other one-time item	11.9	999.9	(99.1)
Net gain from sales of investment in associates	0.0	1,644.6	0.0
Tax related to one-time items	5.0	13.3	26.7
Loss from disposal and impairment of assets	0.0	(628.7)	(43.6)
Other one-time item	6.9	(29.3)	(82.2)

Gain/(loss) from foreign exchange

In Q1/2022, the Group of Companies booked FX loss of THB 153.6 million. This came from the Group of the Companies' assets, which dominated in foreign currency, have decreased in value following the depreciation of foreign currency against THB in Q1/2022. As a result, the loss from translation was recorded.

YoY	QoQ
(-) FX gain of THB 22.7 million in Q1/2021 occurred from the appreciation of foreign currency against THB in the quarter.	(+) FX loss of THB 245.9 million in Q4/2021 occurred from the depreciation of foreign currency against THB.

One-time expenses from sales of investment in associates

In Q1/2022, the Group of Companies disposed 33.3% shares of Star Energy Group Holdings Pte Ltd. to Springhead Holdings Pte Ltd. in the amount of USD 440 million (or equivalent to THB 14,551.32 million). As a result, the Group of Companies recorded net gain from sales of investment in associate after related expenses and tax of THB 1,644.6 million.

One-time expenses from asset disposal and allowance for impairment of assets

In Q1/2022, the Group of Companies recorded allowance for impairment of assets from 2 transactions, totaling of THB 628.7 million. First, a solar power project in Japan (10 MW), in the process of acquiring relevant permits to commence the construction, contains risk that it may not be able to obtain the permits as scheduled. As a result, there is a risk that the Feed-in-Tariff rate may be declined, affecting the possibility to develop the project. Meanwhile, the allowance for impairment of account receivables was booked to reflect the customer's credit risks due to its high outstanding balances.

In 4Q/2021, the Group of Companies recorded loss from asset disposal of THB 43.6 million. The loss from asset disposal occurred from the sales of some obsolete equipment of solar power projects in Thailand after changing to a tracking system following an efficiency improvement plan.

Finance cost

In Q1/2022, the Group of Companies recorded finance cost of THB 206.0 million, increased by 11.0% YoY but decreased 2.3% QoQ. These were resulted from the following factors.

YoY	QoQ
(-) Higher of market interest rate and amount of interest-bearing debt.	(+) Lower amount of interest-bearing debt.

The average finance cost in Q1/2022 was relatively similar to Q1/2021 and Q4/2021.

Unit: %	1Q21	4Q21	1Q22
Average finance costs*	2.78	2.89	2.82

**Remark: The average finance costs calculated by an average of the interest-bearing debt of that period.*

Recurring net profit

In Q1/2022, the Group of Companies recorded recurring net profit (excluding one-time items) of THB 516.7 million, grew by 5.7% YoY but dropped 11.3% QoQ. These were resulted from the following factors.

YoY	QoQ
(+) Higher revenue contribution from hydropower projects in Lao PDR and solar power plants Japan as mentioned.	(-) Lower revenue contribution from hydropower projects in Lao PDR as mentioned.
(+) Higher share of profit from wind power plant in the Philippines as mentioned.	(-) Lower share of profit from geothermal power plants in Indonesia as mentioned.

Net profit

In Q1/2022, the Group of Companies recorded net profit of THB 1,363.0 million, improved by 160.4% YoY and 473.4% QoQ. The difference of recurring net profit and net profit was resulted by one-time items as follow.

YoY	QoQ
(+) In Q1/2022, the total one-time gain of THB 846.3 million (mainly from the gain from sales of investment in associate (SEGHPL)) was recorded, compared to Q1/2021 that recorded the total one-time gain of THB 34.5 million. As a result, the net profit growth was higher the recurring net profit growth.	(+) In Q1/2022, the total one-time gain of THB 846.3 million was recorded, compared to Q4/2021 that recorded the total one-time expenses of THB 344.9 million. As a result, the net profit growth was higher the recurring net profit growth.

Financial Position

Financial position analysis as of 31 March 2021

Unit: THB million	2021	% of total assets	1Q22	% of total assets	Δ (%)
Cash and cash equivalents	11,227.7	19.1%	25,053.2	41.6%	123.1%
Current investments	0.0	0.0%	333.0	0.6%	n.a.
Trade accounts receivables	2,316.7	3.9%	2,093.6	3.5%	(9.6%)
Other current assets	388.6	0.7%	612.5	1.0%	57.6%
Total current assets	13,932.9	23.7%	28,092.2	46.7%	101.6%
Investments in associate & subsidiaries	13,485.8	23.0%	1,261.2	2.1%	(90.6%)
Property, plant and equipment	17,371.8	29.6%	17,321.8	28.8%	(0.3%)
Goodwill and Intangible assets	11,809.6	20.1%	11,364.7	18.9%	(3.8%)
Other non-current assets	2,121.1	3.6%	2,114.8	3.5%	(0.3%)
Total non-current assets	44,788.3	76.3%	32,062.5	53.3%	(28.4%)
Total Assets	58,721.2	100.0%	60,154.7	100.0%	2.4%
Short-term borrowings	0.0	0.0%	0.0	0.0%	n.a.
Current portions of long-term borrowings	3,575.4	6.1%	3,441.0	5.7%	(3.8%)
Long-term borrowings	13,995.5	23.8%	13,512.4	22.5%	(3.5%)
Debentures	11,984.6	20.4%	11,985.4	19.9%	0.0%
Other liabilities	13,922.2	23.7%	2,455.0	4.1%	(82.4%)
Total liabilities	31,493.1	53.6%	31,393.8	52.2%	(0.3%)
Equity attributable to owners of the Company	27,159.7	46.3%	28,691.9	47.7%	5.6%
Non-controlling interests	68.5	0.1%	69.0	0.1%	0.7%
Total liabilities and Equity	58,721.2	100.0%	60,154.7	100.0%	2.4%

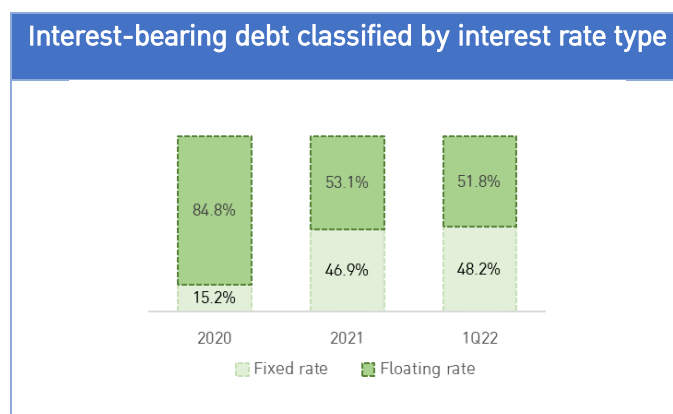
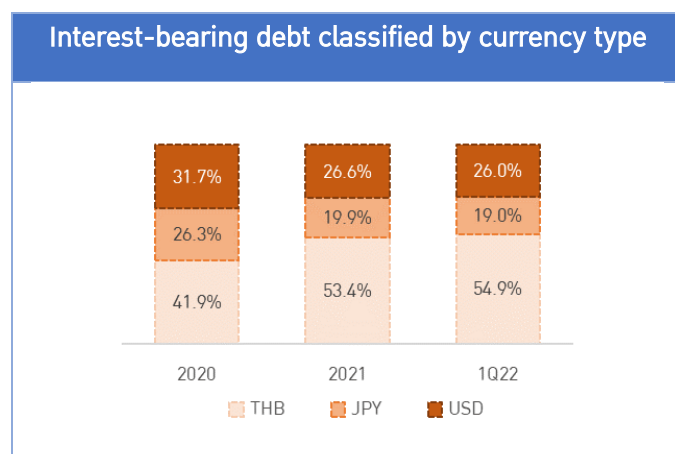
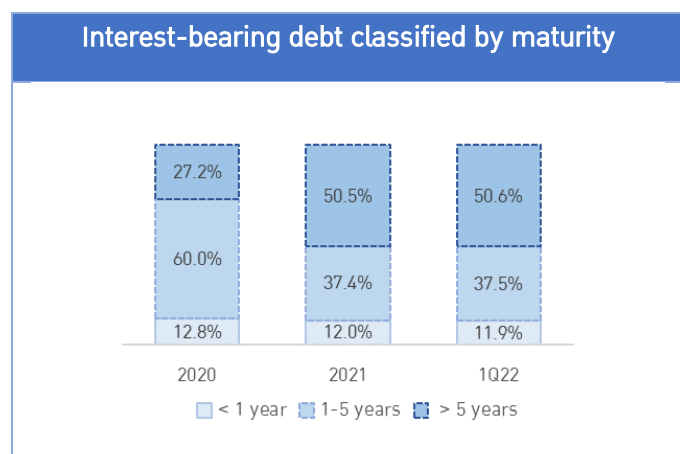
Asset

Total assets were THB 60,154.7 million, grew by 2.4% YoY from an increase of cash and cash equivalent that the Group of Companies received from the disposal of SEGHPL's share 33.3%.

Liability

Total liabilities were THB 31,393.8 million, remained at the similar level to year end of 2021.

Interest-bearing debt classified by maturity, currency type, and interest rate type are as follows:



In Q1/2022, the portion of interest-bearing debts classified by maturity was similar to the year-end 2021, where the majority proportion of interest-bearing debts is still the debt that has a maturity of over 5 years at 50.6%.

Also, when considering interest-bearing debts classified by currency, the proportion of debts in THB currency increased due to the repayment of debts in JPY and USD currencies in Q1/2022. The proportion of fixed-rate amounts improved to 48.2%, while the proportion of floating rate interest-bearing debts reduced to 51.8%.

Equity

Equity attributable to owners of the group of companies worth THB 28,691.9 million, increased by 5.6% from the ending of 2021 following the growth of operating performance.

Cash Flow Statement

Cash flow statement analysis as of 31 March 2022

Unit: THB million	2021	1Q22	Δ
Net cash from (used in) operating activities	2,467.3	812.8	(1,654.5)
Net cash from (used in) investing activities	(4,458.6)	13,410.7	17,869.3
Net cash from (repay to) financing activities	1,425.0	(502.8)	(1,927.9)
Net increase in cash and cash equivalents	(566.3)	13,720.7	14,287.0
Cash and cash equivalents at 1 January	11,138.3	11,227.7	89.5
Effect of exchange rate changes on balances held in foreign currencies	235.2	104.8	(130.4)
Cash and cash equivalents at end period	10,807.2	25,053.2	14,246.0
CAPEX	(3,694.7)	(746.8)	2,947.9

For Q1/2022, net cash flow from operating activities was THB 812.8 million. Meanwhile, net cash flow from investing activities was THB 13,410.7 million, mainly from the sales of investment in associates (SEGHPL). Net cash out flow in financing activities was THB 502.8 million, primarily from some loan repayment during the quarter. As a result, cash and cash equivalents as of 31 March 2022 were at THB 25,053.2 million.

Key Financial Ratio

Key financial ratio analysis as of 31 March 2022

	1Q21	1Q22	Δ	4Q21	Δ
Profitability ratio					
Gross profit margin (%)	62.4	63.7	1.3	65.6	(1.9)
EBITDA margin (%) *	79.8	81.3	1.5	79.4	1.9
Net profit margin (%)	50.0	117.7	67.7	19.3	98.4
ROE (%) (Annualized)	9.1	19.9	10.8	3.8	16.1
ROA (%) (Annualized)	4.1	9.8	2.7	1.7	8.1
Liquidity ratio					
Current ratio (x)	4.8	5.5	0.7	3.0	2.5
Account receivable turnover (x)	4.4	2.8	(1.6)	2.7	0.1
Average collection period (days)	83.0	132.1	49.1	135.2	(3.1)
Leverage ratio					
Interest-bearing debt/equity (x)	1.1	1.0	(0.1)	1.1	(0.1)
Net interest-bearing debt/equity (x)	0.8	0.1	(0.7)	0.7	(0.6)
Total liability/equity (x)	1.2	1.1	(0.1)	1.2	(0.1)

*EBITDA margin (%) = EBITDA / (sales + share of profit before one-time items)

Profitability ratio

The gross profit margin for Q1/2022 was 63.7%, grew YoY from the higher revenue contribution of solar power plants in Japan and hydropower projects in Lao PDR, while the gross profit margin dropped QoQ from the lower revenue contribution from hydropower projects in Lao PDR. The EBITDA margin was 81.3 %, improved both YoY and QoQ. Net profit margin was 117.7%, grew significantly YoY and QoQ from the sales of investment in associates as mentioned.

Liquidity ratio

The Group of Companies specifies credit terms of no more than 60 days for trade receivables. As of 31 March 2022, majority operating income of the Group of Companies come from the State Enterprise, namely EGAT and PEA. These state enterprises need to follow the payment condition in Power Purchase Agreement (PPA) or practice of individual state enterprises.

The average collection period for Q1/2022 slightly decreased from Q4/2021 from the impairment of account receivables as mentioned. However, the average collection period increased from Q1/2021 as the electricity payments for hydro power plants "Nam San 3A" and "Nam San 3B" in Lao PDR from EDL had a longer period. As a result, the average collection period differed from the Group of Companies practices in the past. However, the Group of Companies closely monitored EDL debt collection and still received payment from EDL continuously. In addition, the hydro power plants have a Power Purchase Agreement (PPA) with EVN, which will begin selling electricity within 2022. This would lessen the average collection period and receive normal payment.

Leverage ratio

Interest-bearing debt to equity ratio for Q1/2022 was 1.0 times, slightly reduced from Q1/2021 and Q4/2021 at 1.1 times.

Other important information

Key factors which could affect to the Group of Companies performance

The group of companies estimates key factors which could affect its short-term operations as follow:

(+/-) Changes in the policy of the government and other related parties in conducting businesses in Thailand and Japan. The change might affect the group of companies's under-construction projects and the prospect of business in the future. However, our one of the main strategies is to focus an investment to the country that have clear renewable energy supporting policy in Power Development Plan. We also followed the change in a policy closely.

(+/-) The fluctuation of THB against JPY and USD will allow the group of companies to book gain/loss in FX translation due to net assets/liability balance sheet exposure in foreign currency. Nevertheless, the group of companies have plan to manage and follow net assets/liabilities to blend with both transaction and functional currency in each footprint to decrease impact from FX translation.

(+/-) A change in interest rate is expected to allow the financial cost of the group of companies to change slightly since approximate 52% of the group of companies is interest-bearing debt bears with floating rates. However, the group of companies believes that the financial cost will be well-managed under the prudent financial policy. Recently, the Group of the Companies issued debenture in THB with values of THB 1.2 billion and repaid existing loans which mostly was floating-rate loan, and some are in foreign currency. Therefore, this could reduce the risk of interest rate and the exchange rate for interest bearing debt.

(+/-) Seasonality factors in each country have impact on electricity generation performance of the group of the group of companies from renewable energy including Solar conditions, Wind and Hydro. For example, in rainy season, electricity generation from solar will decrease while, on the other hand, electricity generation from hydropower will increase.

(-) At this moment, the Group of the Companies have various types of counterparties, including domestic counterparties and international counterparties both in developing country and under developing country. Moreover, there was counterparties in government sector and private sector. The difference types of counterparties have different levels of credit risk. However, the Group of the Companies has managed to diversify the counterparties risk in portfolio. In some circumstances, the counterparty's credit risk could be managed by switching counterparty to another counterparty with better credit risk profile.

Appendices

Sellable electricity output by each power plants

MWh	1Q21	1Q22	Δ (%)	4Q21	Δ (%)
Total production	157,406	179,264	13.9%	234,220	(23.5%)
Production - Thailand (Solar)	81,578	84,234	3.3%	80,095	5.2%
Production - Adder	69,810	68,789	(1.5%)	68,246	0.8%
Tariff (Incl. adder) (THB-kWh)	11.10	11.04	(0.5%)	10.77	2.5%
Production - FiT 5.66	6,592	6,920	5.0%	6,530	6.0%
Feed in Tariff (THB-kWh)	5.66	5.66	0.0%	5.66	0.0%
Production - FiT 4.12	3,516	3,488	(0.8%)	3,248	7.4%
Feed in Tariff (THB-kWh)	4.12	4.12	0.0%	4.12	0.0%
Public solar	1,661	5,036	203.2%	2,071	143.2%
Feed in Tariff (THB-kWh)	2.98	2.86	(4.0%)	2.86	(0.1%)
Production - Thailand (Wind)	3,689	3,223	(12.6%)	3,307	(2.6%)
Tariff (Incl. adder) (THB-kWh)	6.26	6.40	2.2%	6.20	3.3%
Production - Japan (Solar)	4,018	14,895	270.7%	8,626	72.7%
Feed in Tariff (JPY-kWh)	38.17	36.00	(5.7%)	37.53	(4.1%)
Production - Laos (Hydro)	68,122	76,912	12.9%	142,191	(45.9%)
Feed in Tariff (US cents-kWh)	6.66	6.59	(1.1%)	6.63	(0.6%)

Revenue structure of each power plants

Unit: THB million	1Q21	1Q22	Δ (%)	4Q21	Δ (%)
1. Revenue - Thailand (Solar)	833.2	826.3	(0.8%)	783.6	5.5%
2. Revenue - Thailand (Wind)	23.1	20.6	(10.7%)	20.5	0.6%
3. Revenue - Japan (Solar)	43.9	134.4	206.6%	96.7	39.0%
4. Revenue - Laos PDR (Hydro)	137.4	167.6	22.0%	314.6	(46.7%)
5. Other operating income	9.1	9.6	5.2%	16.3	(41.5%)
Total revenue	1,046.6	1,158.5	10.7%	1,231.7	(5.9%)

Net share profits from investment in associates

<i>Unit: THB million</i>	1Q21	1Q22	Δ YoY (%)	4Q21	Δ QoQ (%)
Share profits from operation	239.0	213.9	(10.5%)	262.5	(18.5%)
(-) Amortization	(98.5)	(72.3)	(26.7%)	(110.3)	(34.5%)
Share profits from operation (after amortization)	140.5	141.7	0.9%	152.2	(6.9%)

Disclaimer

The information contained in this document is intended to provide and explain the Group of Companies' operation for shareholders and investors to follow and understand operations, financial position and operating factors that will affect the group of companies' s operations better. The information and analysis contained herein have been done by the information as at the date of Financial Statement submission to the Stock Exchange of Thailand as well as relevant sources of information have been believed to be trustworthy. However, the analysis of such information may change in the future if certain factors which are subject to business economic, and competitiveness are changed. The information contained herein does not take into consideration the investment objectives. The group of companies would ask shareholders and investors to use the information with best judgement with regards to the use of information from this presentation.