

-Translation-

### Management Discussion & Analysis of Business Operation

For the first quarter of 2022 ended 31<sup>st</sup> March 2022

Significant event that has effect to the Group's financial statements.

On 6 July 2021, the Company acquired shares of Uni Power Tech Company Limited from the group of major shareholders, representing 99 % of shareholding. The management of the Group consider that the above acquisition is a business combination under common control using the pooling of interests method. The Company has prepared and presented the consolidated financial statements for the first quarter ended 31 March 2021 to reflect the financial position, the results of operations and cash flows for the period then ended as if the Group's companies had been operating as a single economic unit since before 1 January 2020, although the legal relationship between the Group and this subsidiary occurred afterward.

#### 1) Executive Summary

For the first quarter of 2022, the company has continuous growth from the same period last year. From significant event above mentioned. The company's summarized performance for the first quarter ended 31<sup>st</sup> March. For comparison, the restated financial result was shown to reflect the financial statement while the previous report (which excluded performance of UPT) was to reflect the actual performance change

Consolidated Financial Statement (Unit: MTHB)	Restated			Previous Report		
	Q1/21	Q1/22	Change	Q1/21	Q1/22	Change
Total Revenue <sup>1</sup>	574.0	861.7	50.1%	501.0	861.7	72.0%
EBITDA <sup>2</sup>	443.2	688.4	55.3%	413.3	688.4	66.6%
Net Profit (to SSP's Shareholders)	183.1	294.8	61.0%	183.1	294.8	61.0%
Core Operating Profit	178.2	295.8	66.0%	178.2	295.8	66.0%
EBITDA Margin (%)	77.2%	79.9%		82.5%	79.9%	
Net Profit Margin (%)	31.9%	34.2%		36.5%	34.2%	
Core Operating Profit Margin (%)	31.0%	34.3%		35.9%	34.3%	

Remark: <sup>1</sup> Include finance income

<sup>2</sup> EBITDA excluded unrealized FX gain/loss

For period of 3 months ended 31<sup>st</sup> March 2022, total revenue was 861.7 million Baht, increased by 50.1% from the same period last year. Net profit (to SSP's Shareholders) and EBITDA were 294.8 million Baht and 688.4 million Baht respectively. Net profit margin was 34.2% and EBITDA margin was 79.9%.

For the performance of the company reflected by financial statement before adjusted, total revenue was 861.7 million Baht increased from 501.0 million Baht or increasing 72.0% mainly from revenue recognition from Leo1 project in Japan, UPT project, new COD project (Wind project in Vietnam) and solar rooftop projects in Indonesia. EBITDA was 688.4 million Baht increased from 413.3 million Baht in 1Q/21 or increasing 66.6%.

Core operating profit was 295.8 million Baht increase from 178.2 million Baht, increased by 60.0% from the same period last year.

## 2) Analysis of financial results and financial status

### 2.1) Analysis of financial results

#### (1) Revenue

Consolidated Financial Statement	Restated			Previous Report		
	Q1/21	Q1/22	Change	Q1/21	Q1/22	Change
Revenue Structure (Unit: MTHB)						
Sale revenue from electricity sale in Thailand	303.1	295.7		230.1	295.7	
Sale revenue from electricity sale in Japan	175.2	360.8		175.2	360.8	
Sale revenue from electricity sale in Vietnam	44.6	149.5		44.6	149.5	
Sale revenue from electricity sale in Mongolia	29.9	30.3		29.9	30.3	
Sale revenue from electricity sale in Indonesia	2.2	11.4		2.2	11.4	
<b>Total Sale revenue from electricity sale</b>	<b>554.9</b>	<b>847.7</b>	<b>52.8%</b>	<b>482.0</b>	<b>847.7</b>	<b>75.9%</b>
EPC Construction revenue and service income on Solar rooftop projects	2.8	7.4		2.8	7.4	
Other revenues <sup>1</sup>	16.2	6.7		16.2	6.7	
<b>Total revenues</b>	<b>574.0</b>	<b>861.7</b>	<b>50.1%</b>	<b>501.0</b>	<b>861.7</b>	<b>72.0%</b>

**Remark:** <sup>1</sup> Other revenue included (but not limited to) management income, service income, import duty, interest revenue, gain(loss) from foreign exchange and revenue related to power development fund.

The main source of company's revenue was from electricity sale. In the first quarter of 2022, the consolidated electricity sale was 847.7 million Baht, increased by 52.8% from the same period last year. The revenue growth was contributed by the increase of overseas electricity sale including revenue recognition from Leo1 project in Japan and Wind project in Vietnam, COD in end of October 2021.

For the period of 3 months ended 31<sup>st</sup> March 2022 before adjusted, the consolidated electricity sale increased by 75.9% from the same period last year. The revenue growth due to revenue recognition from the above mentioned and revenue recognition from UPT (acquisition in July 2021)

### (2) Cost of Sales

Consolidated Financial Statement Cost of Sales (Unit: MTHB)	Restated			Previous Report		
	Q1/21	Q1/22	Change	Q1/21	Q1/22	Change
Operating and maintenance costs	61.7	65.2		43.6	65.2	
Depreciation and amortization	159.1	266.7		126.1	266.7	
Cost of EPC construction on Solar rooftop projects	2.0	6.3		2.0	6.3	
Others <sup>1</sup>	13.4	13.2		13.2	13.2	
<b>Total cost of sales</b>	<b>236.1</b>	<b>351.3</b>	<b>48.8%</b>	<b>184.8</b>	<b>351.3</b>	<b>90.1%</b>

Remark: <sup>1</sup> Others included (but not limited to) electricity expenses, salary and bones, insurance fee and land lease of Japanese projects

The consolidated cost of sales increased in line with the revenue increase, mainly due to the increase of depreciation and amortization as well as O&M cost which arose from the new commercial operation projects.

### (3) Gross Profit

Consolidated Financial Statement Gross Profit (Unit: MTHB)	Restated			Previous Report		
	Q1/21	Q1/22	Change	Q1/21	Q1/22	Change
Total Sale revenue from electricity sale and EPC	557.7	855.0		484.8	855.0	
Total cost of sales	236.1	351.3		184.8	351.3	
<b>Gross profit</b>	<b>321.6</b>	<b>503.7</b>	<b>56.6%</b>	<b>300.0</b>	<b>503.7</b>	<b>67.9%</b>
<b>Gross profit margin (%)</b>	<b>57.7%</b>	<b>58.9%</b>		<b>61.9%</b>	<b>58.9%</b>	

Consolidated gross profit for Q1/22 was 503.7 million Baht, increased by 58.9% from the same period last year. Gross profit margin was 56.6%.

For the period of 3 months ended 31<sup>st</sup> March 2022 before adjusted, Consolidated gross profit was 503.7 million Baht, increased by 67.9%

**(4) Administrative Expenses**

Consolidated Financial Statement Administrative Expenses (Unit: MTHB)	Q1/21	Q1/22	Change
G&A expenses	36.5	61.1	67.2%

In Q1/22, general and administrative expenses increased from 36.5 million Baht to 61.1 million Baht., the G&A expenses increased by 67.2% due to new project.

**(5) Financial Costs**

Consolidated Financial Statement Financial Cost (Unit: MTHB)	Q1/21	Q1/22	Change
Financial Cost	86.2	123.6	43.4%

Consolidated financial costs increased from the same period last year owing to the recognition of interest expenses of the new commercial operation projects and debenture.

**(6) Net Profit (attributed to company's shareholders) and Core Operating Profit**

Consolidated Financial Statement Core Operating Profit (Unit: MTHB)	Q1/21	Q1/22	Change
Net profit distribution to SSP's shareholders	183.1	294.8	61.0%
Unrealized FX (gain)/loss	(4.9)	1.1	
Core Operating Profit (to SSP's shareholders)	178.2	295.6	66.0%

For Q1/22, net profit (to SSP's shareholders) was 294.8 million Baht, increasing by 61.0% from the same period last year. contributed by revenue recognition from new operation project.

For Q1/22, Core Operating Profit increased from 178.2 million Baht to 295.6 million Baht or increasing by 66.0%. Which is in line with the increase of revenue from new COD projects.

Core Operating Profit is the key performance indicator of management and board of directors to evaluate the company's financial results, and consider, together with dividend policy, for the payment of dividend. The adjustment items (from net profit to core operating profit) for Q1/22, Added unrealized foreign exchange gain from loan from subordinates, total 1.1 million Baht.

## i. 2.2 Financial Status

Consolidated Financial Statement Financial Status (Unit: MTHB)	31 Dec 2021	31 Mar 2022	Change
Total Assets	24,063.3	25,809.6	7.3%
Total Liabilities	17,689.1	18,509.3	4.6%
Total Equity	6,374.2	7,300.3	14.5%
Total Equity (To SSP's shareholders)	5,884.1	6,793.1	15.4%
Debt to Equity Ratio (Consolidated)	2.78	2.54	
Debt to Equity Ratio (Company)	0.68	0.68	

As at 31<sup>th</sup> March 2021, consolidated total assets were 25,809.6 million Baht, increased by 1,746.2 million baht, from 24,063.3 million Baht as at 31<sup>st</sup> December 2021 or 7.3% increase. The increase of total assets consisted mainly of the 1,116.7 million Baht increase of cash and cash equivalents. 987.7 million Baht increase of Investment in an associate and 575.0 million Baht decrease of property, plant and equipment. Most of total assets were property, plant and equipment of power plant which accounted for 57.9% of total assets.

Consolidated total liabilities were 18,509.3 million Baht, increased by 820.2 million Baht, from 17,689.1 million Baht as at 31<sup>st</sup> December 2021 or increasing 4.6%. The total liabilities increase consisted mainly of the 1,500 million Baht increase of debenture for the purpose of investmet in new projects.

The total equity at the end of 31<sup>st</sup> March 2022 recorded 14.5% increase from 6,374.2 million Baht at the end of 2021 to 7,300.3 million Baht. Total Equity (To SSP's shareholders) increased from 5,884.1 million Baht at the end of 2021 to 6,793.1 million Bath at the end of Q1/22 or increasing 15.4%

Debt to Equity ratio (Consolidated) decreased from 2.78 times at the end of 2021 to 2.54 times at the end of 1Q/22. D/E (company only) increased from 0.58 times at the end of 2021 to 0.68 times at the end of Q1/22.