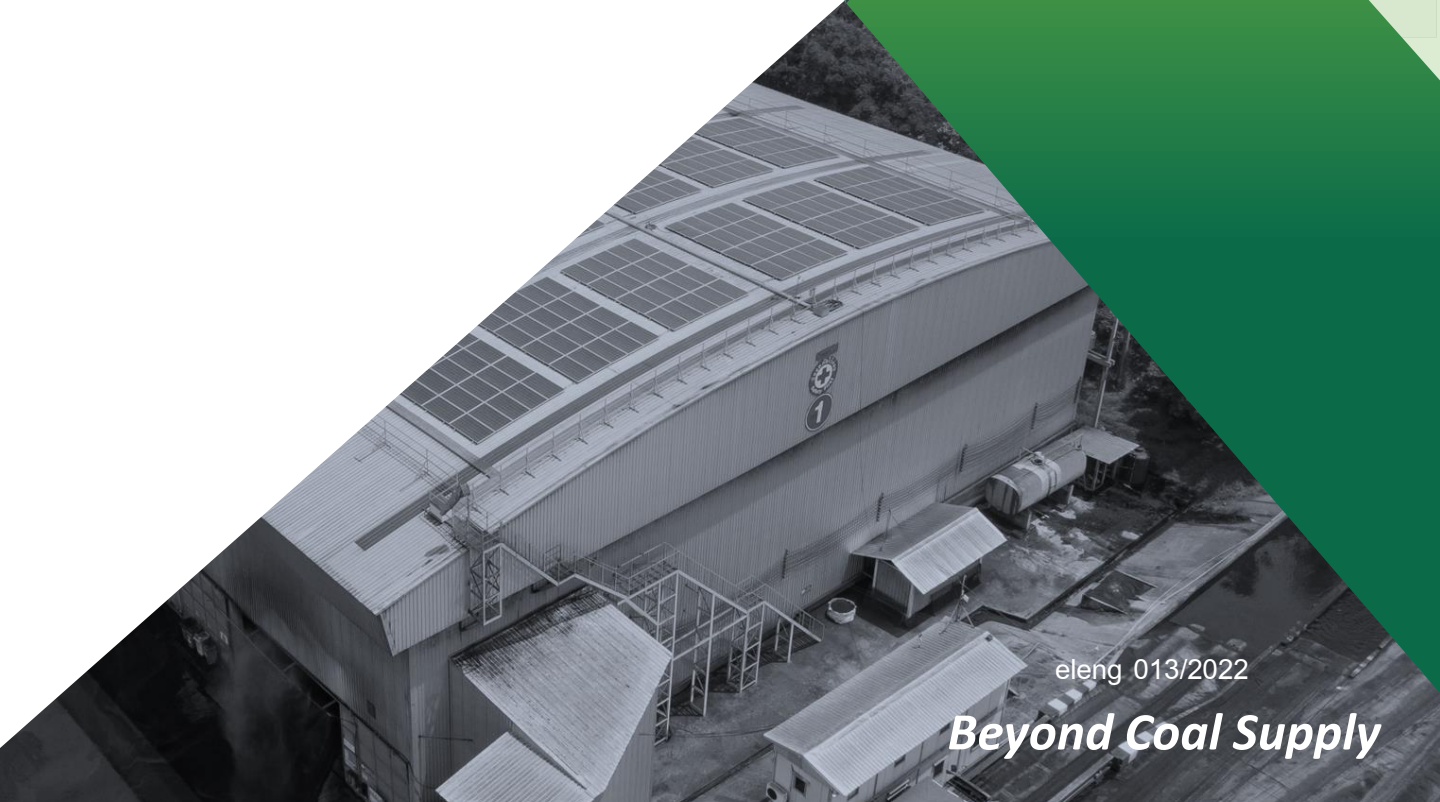


ASIA GREEN ENERGY
Public Company Limited

**MANAGEMENT
DISCUSSION
AND ANALYSIS
Q3/2022**



eleng 013/2022

Beyond Coal Supply

Operating Highlights	Q3/21	Q2/22	Q3/22	Change +/-		9M/21	9M/22	Change +/-
				%YoY	%QoQ			%YoY
Unit: Million THB								
Operating Revenue	3,549.4	4,553.8	5,332.7	50.2%	17.1%	9,356.9	13,600.5	45.4%
Gross Profit	402.1	679.3	571.7	42.2%	(15.8%)	940.9	1,862.4	97.9%
EBITDA	275.0	487.7	493.8	79.6%	1.3%	531.7	1,462.5	175.1%
Net Profit attributable to equity holders of the Company	167.2	313.9	316.9	89.5%	1.0%	288.5	945.4	227.7%
Gross Profit Margin (%)	11.3%	14.9%	10.7%	(0.6%)	(4.2%)	10.1%	13.7%	3.6%
EBITDA Margin (%)	7.7%	10.7%	9.3%	1.6%	(1.4%)	5.7%	10.8%	5.1%
Net Profit Margin attributable to equity holders of the Company (%)	4.7%	6.9%	5.9%	1.2%	(1.0%)	3.1%	7.0%	3.9%

Executive Summary

YoY : Q3/2022 vs Q3/2021

- In **Q3/2022**, Asia Green Energy Public Company Limited and its subsidiaries (“the Group”) reported the consolidated operating revenue of Baht 5,332.7 million, increased by Baht 1,783.3 million or 50.2% from Q3/2021, mainly due to the increase in the average coal selling and the Agriculture products business such as tapioca chips, which were sold in the first quarter.
- **Gross Profit** was Baht 571.7 million, increased by Baht 169.6 million or 42.2% from Q3/2021, which in has with higher of revenue.
- **Gross Profit Margin** was 10.7%, decreased from 11.3% in Q3/2021, which is immaterial change.
- **Net Profit attributable to equity holders of the Company** was Baht 316.9 million, increased by Baht 149.7 million or 89.5% from Q3/2021, mainly due to the Group's increasing in sales from higher average coal selling prices. In addition, the Group was able to maintain the gross profit margin and better expenditure management.
- **Net Profit Margin attributable to equity holders of the Company** was 5.9%, increased from 4.7% in Q3/2021, mainly due to the decreasing of selling and distribution expenses and administrative expenses portion.

QoQ : Q3/2022 vs Q2/2022

- In **Q3/2022**, the Group reported the consolidated operating revenue of Baht 5,332.7 million, increased by Baht 778.9 million or 17.1% from Q2/2022, mainly due to the increase in domestic coal sales and agriculture products.
- **Gross Profit** was Baht 571.7 million, decreased by Baht 107.6 million or 15.8% from Q2/2022, mainly due to the increasing in cost of coal sales.
- **Gross Profit Margin** was 10.7%, decreased from 14.9% in Q2/2022, as a result of the decrease in the profit margin of domestic sales.
- **Net Profit attributable to equity holders of the Company** was Baht 316.9 million, increased by Baht 3.0 million or 1.0% from Q2/2022, which is immaterial change.
- **Net Profit Margin attributable to equity holders of the Company** was 5.9%, decreased from 6.9% in Q2/2022, as a result of the aforementioned decreasing in gross margin.

9M : 9M/2022 vs 9M/2021

- **During 9M/2022**, the Group reported the consolidated operating revenue of Baht 13,600.5 million, increased by Baht 4,243.6 million or 45.4% from 9M/2021, mainly due to the increase in the average coal selling price and the increase in revenue from the logistics service business, and starting of the agriculture products business.
- **Gross Profit** was Baht 1,862.4 million, increased by Baht 921.5 million or 97.9% from 9M/2021, which in has with higher of revenue.
- **Gross Profit Margin** was 13.7%, increased from 10.1% in 9M/2021 mainly due to the increase in average coal selling price and the management of the Group's logistics chain service provider.
- **Net Profit attributable to equity holders of the Company** was Baht 945.4 million, increased by Baht 656.9 million or 227.7% from 9M/2021, as a result of the increase in the average coal selling price, the Group was able to maintain margins.
- **Net Profit Margin attributable to equity holders of the Company** was 7.0%, increased from 3.1% in 9M/2021, mainly due to the Group could manage the selling price of domestic coal sales in line with the increasing in cost of coal sales and the Group's ability to control the selling and administrative expenses efficiently, as well as efficient risk management of foreign exchange fluctuations.

Industry Updates

Coal Price - Newcastle Index

Unit : USD / Ton



- Coal prices has been remained high as a result of the Russia-Ukraine conflict.
- Russia cut off natural gas exports to Europe. As a result, Europe may need to have plans for alternative energy sources and energy-saving measures in the country.
- The International Energy Agency (IEA) forecasts that global coal consumption is to rise by 0.7% in 2022 to 8 billion tonnes this year. This is the highest level it has held since 2013, under the assumption the Chinese economy recovers as expected in the second half of the year.

Q3/2022 Key Highlights

Company Displays Continuous Growth in both Revenue and Profit

In Q3/2022, the Company's operating revenue increased by 50.2% from Q3/2021. During 9M/2022, increased by 45.4% from 9M/2021, mainly due to the increase in the average coal selling price and the increase in revenue from Logistics Service business, and starting of the Agriculture products business.

In Q3/2022, gross profit was increased by 50.2% from 2021. During 9M/2022, increased by 227.7% from 9M/2021, as a result of the increase in the average coal selling price, the Group was able to better maintain margins between the selling price and cost of coal.



AGE Group Wins Sustainability Awards continuously

AGE Group received the CSR-DIW Continuous Award 2022 for the 11th consecutive year in the project to promote industrial factories which have social and community responsibility in sustainable development goals and was announced as the one of 170 listed companies in Thailand Sustainability Investment (THSI) for the year 2022 by the Stock Exchange of Thailand. For the 5th year in a row reflects the commitment of the organization which realizes and places importance on conducting business with responsibility towards the environment, society and management under good corporate governance.

Expanding installation space for Solar roofs to save energy and reduce greenhouse gas emissions

The Group has started installing solar roof panels with a size of 230 kWh in 2017, which can help reduce the cost of electricity in the warehouse in Nakhon Luang District, Phra Nakhon Si Ayutthaya Province more than 1 million Baht/year. In 2022, an additional 324 kWh solar roof panels is installed, which is expected to help reduce the cost of electricity by 1.5 million Baht/year and can reduce the amount of greenhouse gas emissions type 2.

2022 Outlook



Increase work efficiency by investing in IT systems

AGE Group continues to increase operational efficiency by investing in IT Management Systems (ERP) to support long-term logistics services and strengthen the Group's overall performance. and is in the process of studying the Transportation Management System (TMS), which is expected to start the project in 2023.

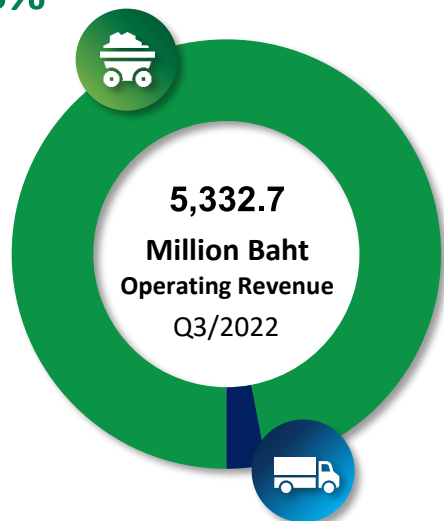
Operating Results	Q3/21	Q2/22	Q3/22	Change +/-		9M/21	9M/22	Change +/-
				%YoY	%QoQ			%YoY
Unit: Million THB								
Operating Revenue	3,549.4	4,553.8	5,332.7	50.2%	17.1%	9,356.9	13,600.5	45.4%
Cost of Sales and Services	(3,147.3)	(3,874.5)	(4,761.0)	51.3%	22.9%	(8,416.0)	(11,738.1)	39.5%
Gross profit	402.1	679.3	571.7	42.2%	(15.8%)	940.9	1,862.4	97.9%
Other income	2.0	2.5	28.9	1,345.0%	1,056.0%	14.3	34.4	140.6%
Selling and distribution expenses	(129.5)	(168.0)	(156.3)	20.7%	(7.0%)	(400.1)	(446.0)	11.5%
Administrative expenses	(55.5)	(68.6)	(48.2)	(13.2%)	(29.7%)	(163.5)	(182.8)	11.8%
Gain (losses) on exchange	6.9	(5.3)	48.0	595.7%	(1,005.7%)	8.8	53.8	511.4%
Share of profit (loss) from investment in joint venture	(0.6)	(2.3)	(1.2)	(100.0%)	(47.8%)	(0.2)	(9.4)	4,600.0%
EBIT	225.4	437.6	442.9	96.5%	1.2%	400.2	1,312.4	227.9%
Finance costs	(18.3)	(34.7)	(50.8)	177.6%	46.4%	(45.7)	(114.9)	151.4%
Income tax expenses	(39.5)	(87.9)	(75.2)	90.6%	(14.3%)	(64.1)	(250.9)	291.4%
Profit attributable to Equity holders of the Company	167.2	313.9	316.9	89.5%	1.0%	288.5	945.4	227.7%
Profit attributable to non-controlling interests of the subsidiaries	0.4	1.1	0.0	(100.0%)	(100.0%)	1.9	1.2	(36.8%)
Net profit	167.6	315.0	316.9	89.1%	0.6%	290.4	946.6	226.0%

Notes: Values may differ by one decimal point due to rounding

Q3/2022 Operating Revenue Structure

The Group operating revenue can be divided into 2 business units as follows:

Trading Business 98%



Logistics Chain Service and Other Business 2%

Revenue from Trading Business

- Domestic Coal Trading Business (95%)** classified by sales type:
 - Direct Shipment (24% of domestic revenue)
 - Mixed Size (37% of domestic revenue)
 - Screened Size (39% of domestic revenue)
- Overseas Coal Trading Business (4%)** in Cambodia and Vietnam
- Agriculture products (1%)**

Revenue from Logistics Chain Service Provider and Other Business

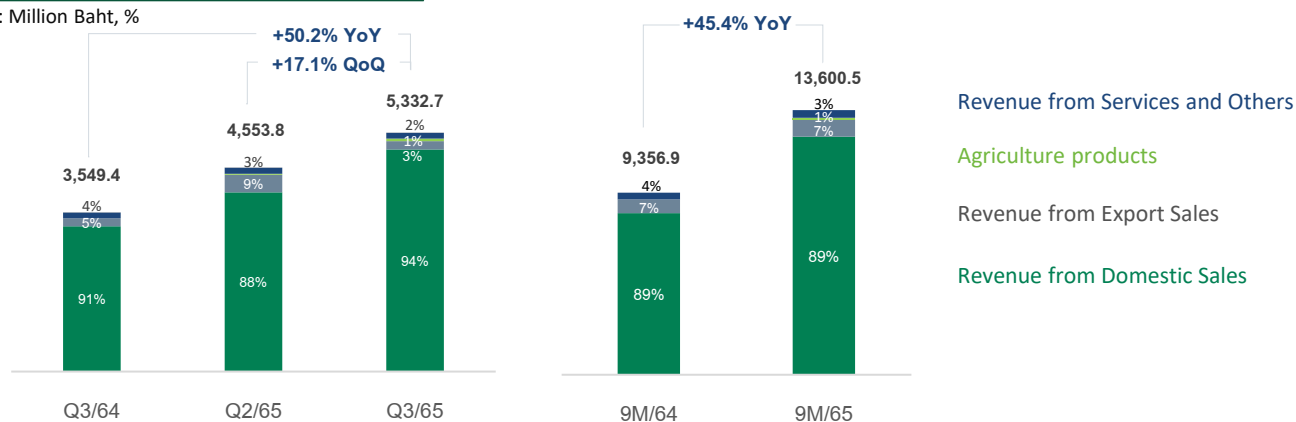
- Land Logistics
- Marine Logistics
- Coal Screening
- Terminal & Warehouse
- Gas Station (Retail and Wholesale of oil)

Revenue Structure	Q3/21	Q2/22	Q3/22	Change +/-		9M/21	9M/22	Change +/-
Unit: Million THB				%YoY	%QoQ			%YoY
Revenue from Trading Business								
Revenue from Domestic Sales	3,245.8	4,000.9	4,963.2	52.9%	24.0%	8,311.1	12,234.8	47.2%
Revenue from Export Sales	177.5	398.0	184.0	3.7%	(53.7%)	709.9	888.8	25.2%
Revenue from Agriculture products	0.0	20.0	60.6	100.0%	203.0%	0.0	80.6	100.0%
Total Revenue from Trading Business	3,423.3	4,418.9	5,207.8	52.1%	17.9%	9,021.0	13,204.2	46.4%
Total Revenue from Logistics Service and Others	126.1	134.9	124.9	(1.0%)	(7.4%)	335.9	396.3	18.0%
Total Operating Revenue	3,549.4	4,553.8	5,332.7	50.2%	17.1%	9,356.9	13,600.5	45.4%
Other Income	2.0	2.5	28.9	1,345.0%	1,056.0%	14.3	34.4	140.6%
Total Revenue	3,551.4	4,556.3	5,361.6	51.0%	17.7%	9,371.2	13,634.9	45.5%

Notes: Values may differ by one decimal point due to rounding

1. Operating Revenue

Unit: Million Baht, %



YoY : Q3/2022 vs Q3/2021

In Q3/2022, the Group reported consolidated operating revenue of Baht 5,332.7 million, increased by Baht 1,783.3 million or 50.2% from Q3/2021, mainly due to:

- **Revenue from Domestic Sales:** increased by 52.9% as a result of the increase in the average coal selling price.
- **Revenue from Export Sales:** increased by 3.7% as a result of the increase in the average coal selling price.
- **Revenue from Agriculture products:** increased by 100.0% from Starting of the Agriculture products business such as tapioca chips.
- **Revenue from Logistics Services and Others:** decreased by 1.0% which is immaterial change.

QoQ : Q3/2022 vs Q2/2022

In Q3/2022, the Group reported consolidated operating revenue of Baht 5,332.7 million, increased by Baht 778.9 million or 17.1% from Q2/2022, mainly due to:

- **Revenue from Domestic Sales:** increased by 24.0% as a result of the increase in domestic coal sales volumes.
- **Revenue from Export Sales:** decreased by 53.7% as a result of the decrease in export sales volumes.
- **Revenue from Agriculture products:** increased by 203.0% from a better performance from the Agriculture products business.
- **Revenue from Logistics Services and Others:** decreased by 7.4% from the decrease in revenue from external customers of marine logistics and land logistics because of servicing the Group's activities in priority.

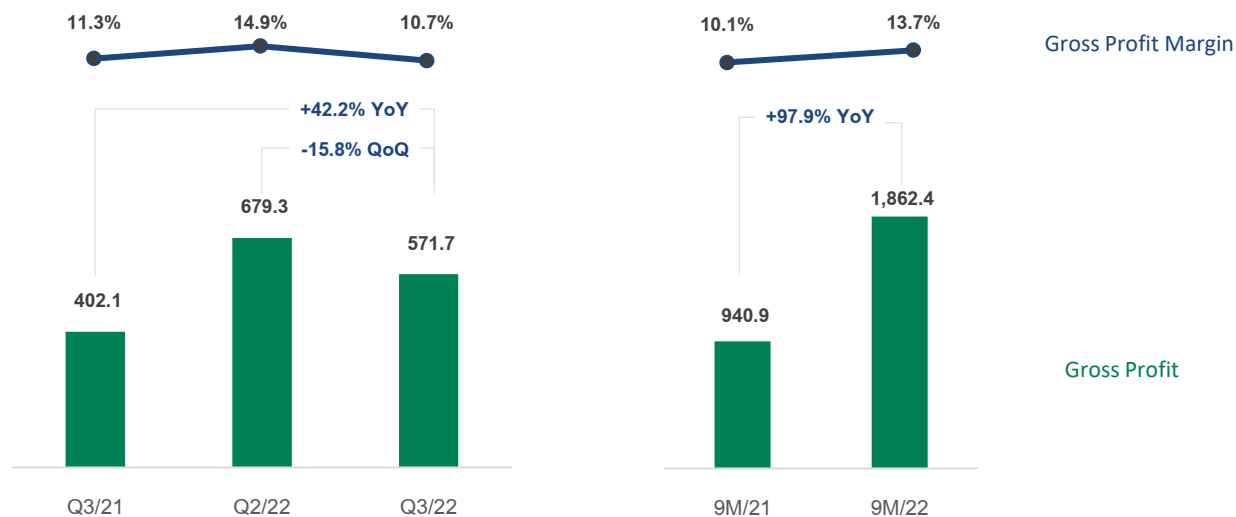
9M : 9M/2022 vs 9M/2021

During 9M/2022, the Group reported consolidated operating revenue of Baht 13,600.5 million, increased by Baht 4,243.6 million or 45.4% from 9M/2021, mainly due to:

- **Revenue from Domestic Sales:** increased by 47.2% as a result of the increase in the average coal selling price.
- **Revenue from Export Sales:** increased by 25.2% as a result of the increase in the average coal selling price.
- **Revenue from Agriculture products:** increased by 100.0% from Starting of the Agriculture products business such as tapioca starch and tapioca chips.
- **Revenue from Logistics Services and Others:** increased by 18.0% as a result of better performance from logistics services, especially from marine logistics services and land logistics services that has grown significantly.

2. Gross Profit and Gross Profit Margin

Unit: Million Baht, %



YoY : Q3/2022 vs Q3/2021

In Q3/2022, the Group recorded a gross profit of Baht 571.7 million, increased by Baht 169.6 million or 42.2% compared to Q3/2021, due to the increase in sales amount and the Group could maintain a gross profit margin as a result of the adjustment of selling price corresponding to the increase in costs.

Gross Profit Margin was 10.7% in Q3/2022, decreased from 11.3% in Q3/2021 which is immaterial change.

QoQ : Q3/2022 vs Q2/2022

In Q3/2022, the Group recorded a gross profit of Baht 571.7 million, decreased by Baht 107.6 million or 15.8% compared to Q2/2022, mainly due to the increase in domestic coal costs from coal purchasing in Q3/2022 to support sales in Q4/2022. However, the sales quantity increased by 14%.

Gross Profit Margin was 10.7% in Q3/2022, decreased from 14.9% in Q2/2022, as a result of the decrease in the gross profit margin of domestic coal sales. While the increasing in average selling price was less than the increasing in the average costs and moreover, the increase in the portion of Direct Shipment Sales, which has a lower gross profit margin.

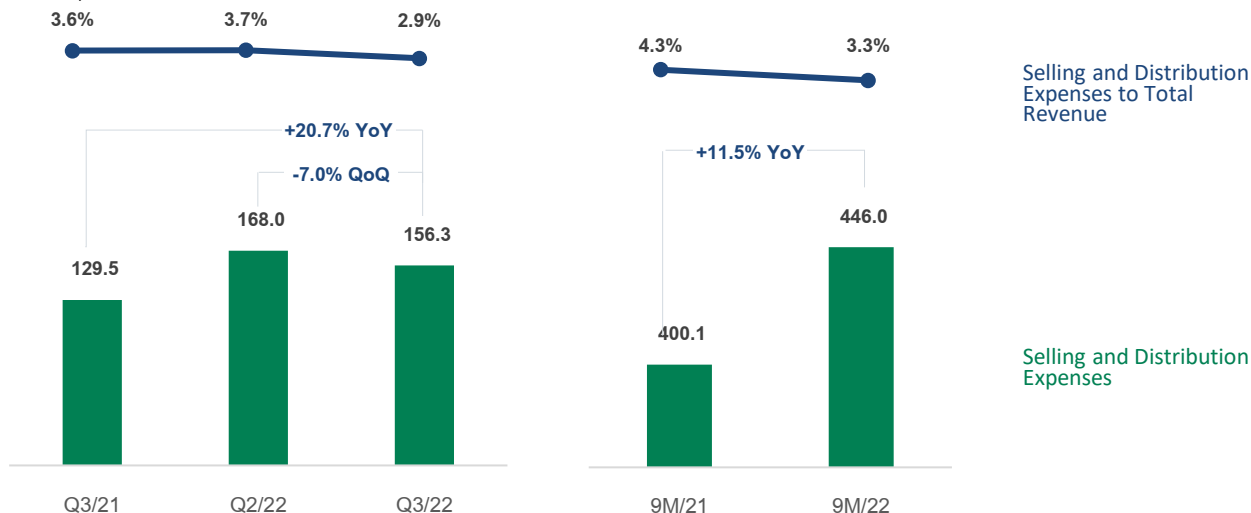
9M : 9M/2022 vs 9M/2021

During 9M/2022, the Group recorded a gross profit of Baht 1,862.4 million, increased by Baht 921.5 million or 97.9% compared to 9M/2021, as a result of the increase in coal selling price, the decrease in costs due to logistics chain management and coal sales amount increased by 45%.

Gross Profit Margin was 13.7% in 9M/2022, increased from 10.1% in 9M/2021, mainly due to the increase in coal selling price and the decrease in costs due to logistics chain management. In addition, the Group's coal trading business model is to import coals in advance for servicing the domestic demand, by developing the short-term forecast of the coal price index.

3. Selling and Distribution Expenses

Unit: Million Baht, %



Selling and Distribution Expenses consist of Outbound Transportation Costs, Products Analysis Fee, Costs to Support Customers and Marketing Fee such as ash removing services

YoY : Q3/2022 vs Q3/2021

In Q3/2022, the Group recorded selling and distribution expenses of Baht 156.3 million, increased by Baht 26.8 million or 20.7% compared to Q3/2021, mainly due to the increase in transportation out, which in line with the increase in revenue from sales of coal.

Selling and distribution expenses to total revenue were 2.9% in Q3/2022, improved from 3.6% in Q3/2021, mainly due to the higher operating revenue from the increase in coal selling price, as well as the Group's ability to control the selling and distribution expenses efficiently.

QoQ : Q3/2022 vs Q2/2022

In Q3/2022, the Group recorded selling and distribution expenses of Baht 156.3 million, decreased by Baht 11.7 million or 7.0% compared to Q2/2022, mainly due to the decrease in costly transportation out of logistics management. In addition, the decrease in the coal export expenses is due to the decrease in the export sales of coal.

Selling and distribution expenses to total revenue were 2.9% in Q3/2022, improved from 3.7% in Q2/2022 as a result of the increase in total operating revenue while selling and distribution expenses decreased as mentioned above.

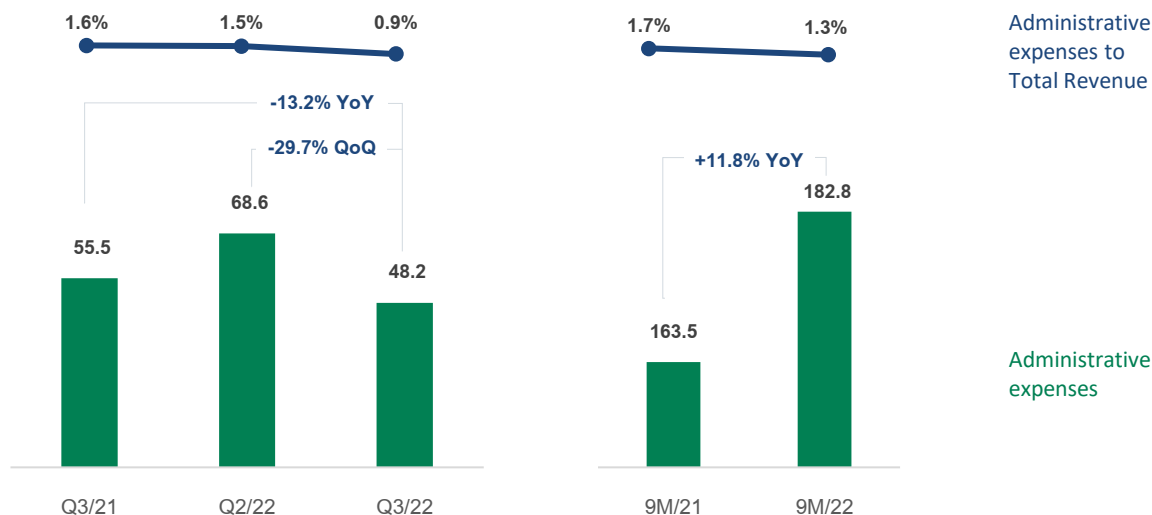
9M : 9M/2022 vs 9M/2021

During 9M/2022, the Group recorded selling and distribution expenses of Baht 446.0 million, increased by Baht 45.9 million or 11.5% compared to 9M/2021, mainly due to the increase in expenses related to marine transportation as a result of the increase in export sales of coal, corresponding to the increase in revenue from export sales of coal.

Selling and distribution expenses to total revenue were 3.3% in the 9M/2022, improved from 4.3% in 9M/2021, as a result of the increase in operating revenue and logistics chain service management.

4. Administrative Expenses

Unit: Million Baht, %



Administrative expenses consist of Employee-related expenses, Consulting Fee, Utilities Expenses, Costs related to travelling, Other fees, etc.

YoY : Q3/2022 vs Q3/2021

In Q3/2022, the Group recorded administrative expenses of Baht 48.2 million, decreased by Baht 7.3 million or 13.2% compared to Q2/2021, mainly due to the decrease in consulting fees and allowance for doubtful accounts.

Administrative expenses to total revenue were 0.9% in Q3/2022, improved from 1.6% in Q3/2021 mainly due to the Group's ability to control the expenses efficiently, as well as a significant increase in operating revenue.

QoQ : Q3/2022 vs Q2/2022

In Q3/2022, the Group recorded administrative expenses of Baht 48.2 million, decreased by Baht 20.4 million or 29.7% compared to Q2/2022, mainly due to the decrease in employee-related expenses, consulting fees, and allowance for doubtful accounts.

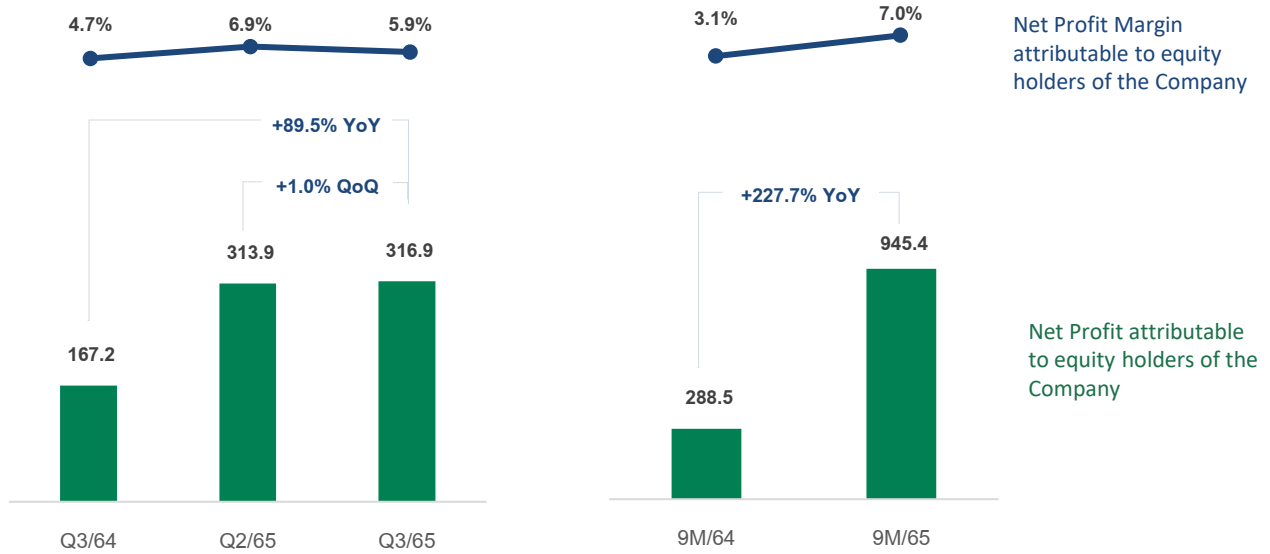
Administrative expenses to total revenue were 0.9% in Q3/2022, improved from 1.5% in Q2/2022 mainly due to the Group's ability to control the expenses efficiently, as well as a significant increase in operating revenue.

9M : 9M/2022 vs 9M/2021

During 9M/2022, the Group recorded administrative expenses of Baht 182.8 million, increased by Baht 19.3 million or 11.8% compared to the 9M/2021, mainly due to a rise in employee-related expenses.

Administrative expenses to total revenue were 1.3% in 9M/2022, improved from 1.7% in 9M/2021, mainly due to the Group's ability to control the expenses efficiently, as well as a significant increase in operating revenue.

5. Net Profit and Net Profit Margin



YoY : Q3/2022 vs Q2/2021

In Q3/2022, the Group recorded a net profit attributable to equity holders of the Company of Baht 316.9 million, increased by Baht 149.7 million or 89.5% compared to Q3/2021, as a result of the significant increase in sales amount, while maintaining gross profit margin and able to effectively control selling and administrative expenses.

Net profit margin attributable to equity holders of the Company was 5.9% in Q3/2022, improved from 4.7% in Q3/2021 as a result of being able to maintain the gross profit margin and expenditure management, as well as efficient risk management of foreign exchange fluctuations.

QoQ : Q3/2022 vs Q2/2022

In Q3/2022, the Group recorded a net profit attributable to equity holders of the Company of Baht 316.9 million, increased by Baht 3.0 million or 1.0% compared to Q2/2022, which is immaterial change.

Net profit margin attributable to equity holders of the Company was 5.9% in Q3/2022, decreased from 6.9% in Q2/2022 as a result of the aforementioned decreasing gross margin.

9M : 9M/2022 vs 9M/2021

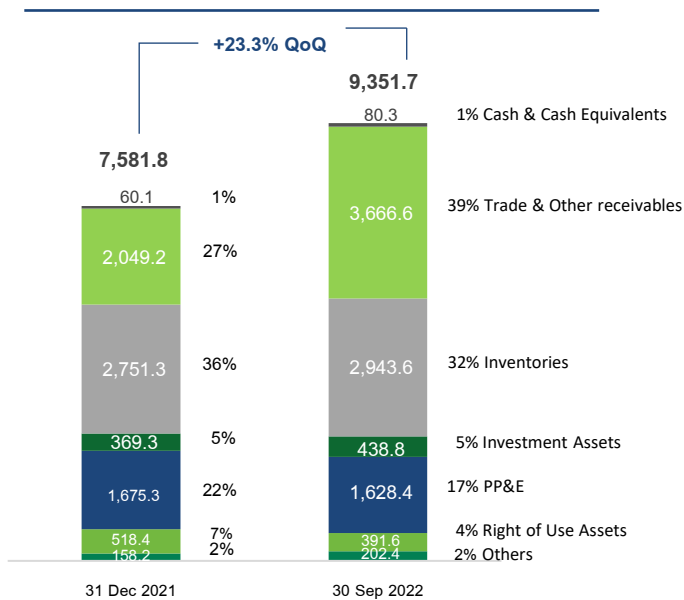
During 9M/2022, the Group recorded a net profit attributable to equity holders of the Company of Baht 945.4 million, increased by Baht 656.9 million or 227.7% compared to the 9M/2021, mainly due to the Group was able to better maintain the spread of coal selling prices and efficient comprehensive logistics chain service management.

Net profit margin attributable to equity holders of the Company was 7.0% in 9M/2022, improved from 3.1% in 9M/2021 mainly due to the Group could manage the average coal selling price in accordance with the increased cost of coal sales. Including cost control, selling and administrative expenses, and comprehensive logistics chain service management efficiently, as well as efficient risk management of foreign exchange fluctuations.

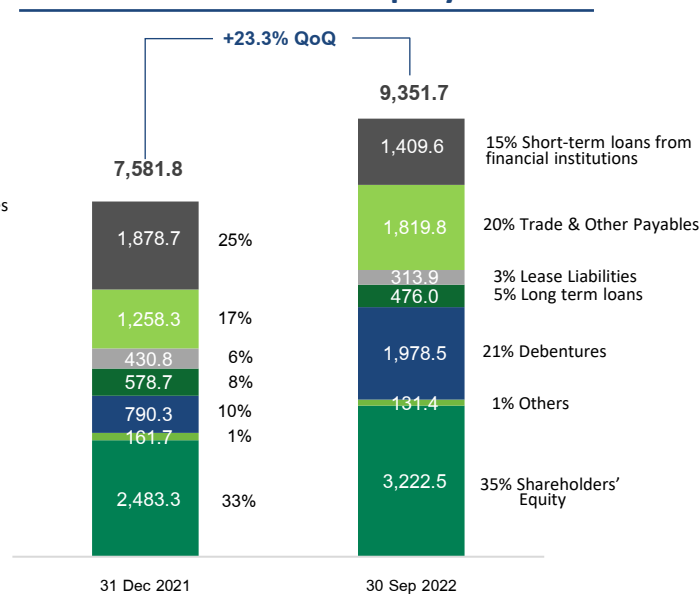
Statement of Financial Position

Unit: Million Baht, %

Assets



Liabilities and Equity



Total Assets

As of 30 September 2022, the total assets of the Group were Baht 9,351.7 million, increased by Baht 1,769.9 million or 23.3% from 31 December 2021 mainly due to:

- **Trade & Other Receivables:** increased by Baht 1,617.4 million mainly due to the increase in revenue from sales.
- **Inventories:** increased by Baht 192.3 million mainly due to the increased reserves of coal and the increase in the average cost of coal.
- **Right of Use Assets:** decreased by Baht 126.8 million due to the adjustment of the lease term and the depreciation from normal operation.

Total Liabilities

As of 30 September 2022, the total liabilities of the Group were Baht 6,129.2 million, increased by Baht 1,030.7 million or 20.2% from 31 December 2021 mainly due to:

- **Short-term loan from financial institutions:** decreased by Baht 469.1 million due to the short-term loan repayment.
- **Trade and Other Payables:** increased by Baht 560.4 million due to the higher volume of coal imports.
- **Lease Liabilities:** decreased by Baht 116.9 million due to the adjustment of the lease term and repayment under the lease contract from normal operation.
- **Debentures:** increased by Baht 1,186.2 million due to the issuance of additional debentures in Q2/2022.

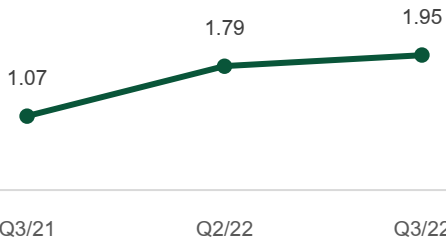
Total Shareholders' Equity

As of 30 September 2022, the total equity of the Group was Baht 3,222.5 million, increased by Baht 739.2 million or 29.8% from 31 December 2021, mainly due to the recognition of net profit from Q1, Q2, and Q3/2022. However, the Group has paid dividends by cash for the year 2021 in Q2/2022 totaling Baht 200.1 million.

Key Financial Ratios

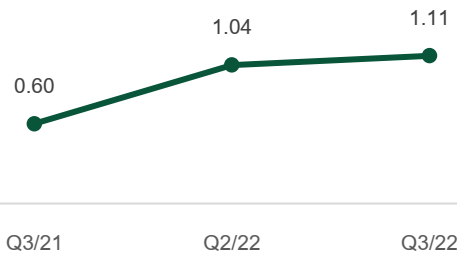
Current Ratio

Unit: Times



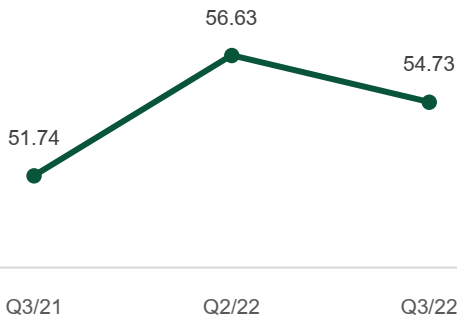
Quick Ratio

Unit: Times



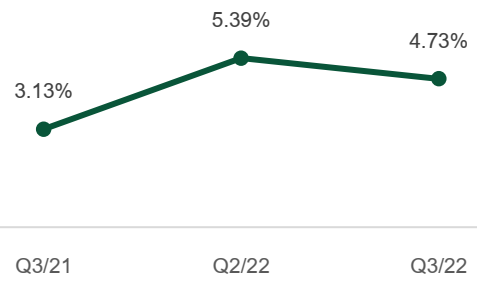
Days Sales of Inventory (DSI)

Unit: Days



ROA

Unit: %

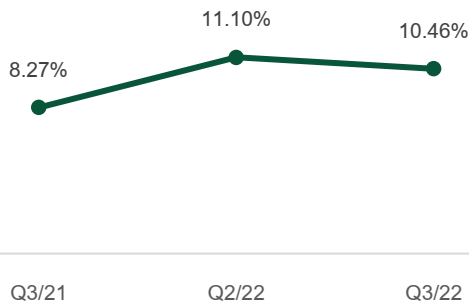


Note: Calculated by using financial data for the 3-month period.

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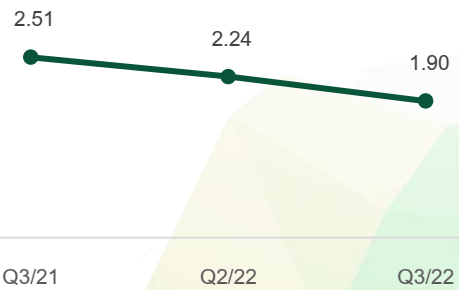
ROE

Unit: %



D/E Ratio

Unit: Times



Note: Calculated by using financial data for the 3-month period.