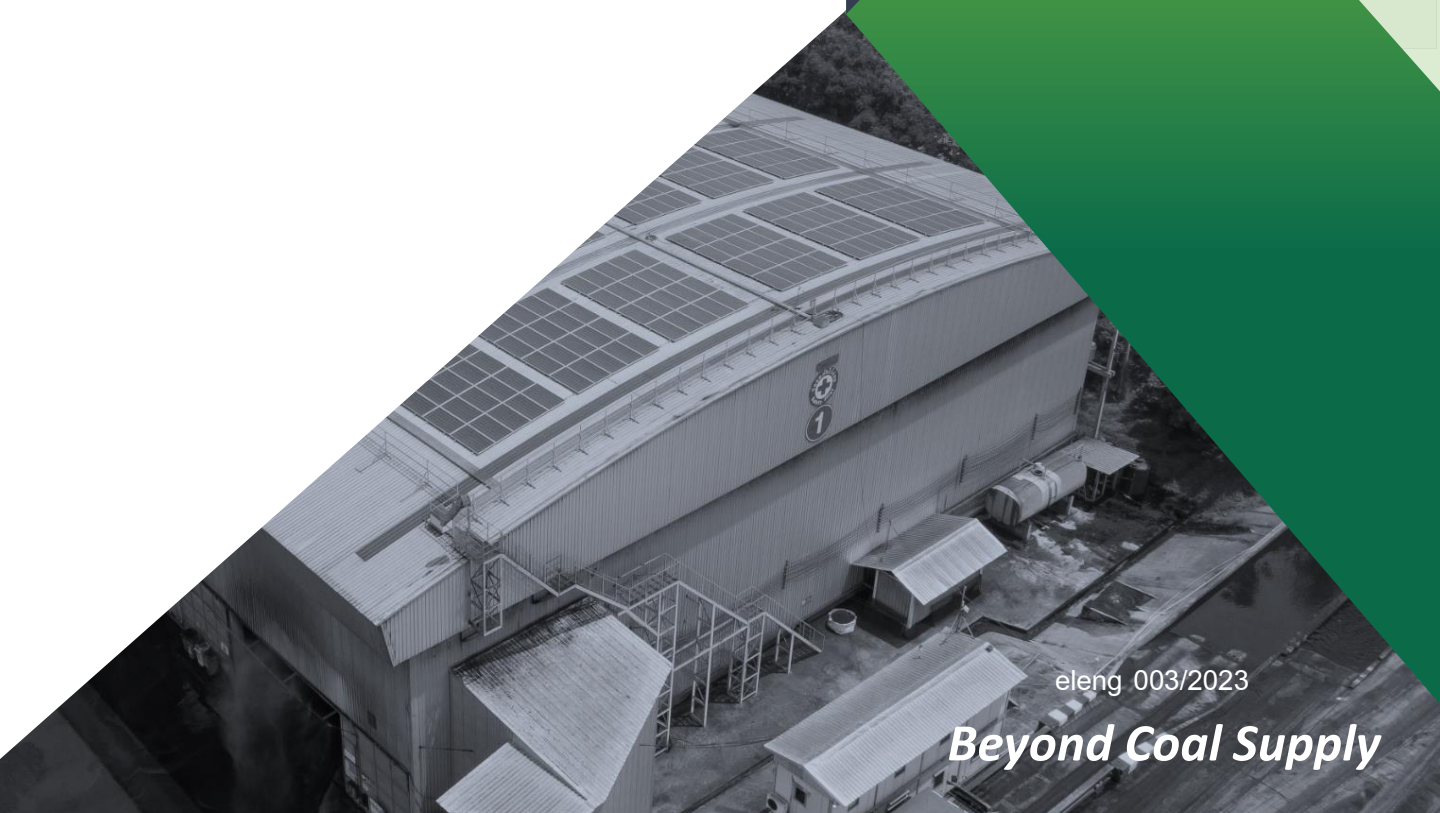


ASIA GREEN ENERGY
Public Company Limited

**MANAGEMENT
DISCUSSION
AND ANALYSIS
Q4/2022**



eleng 003/2023

Beyond Coal Supply

Operating Highlights	Q4/21	Q3/22	Q4/22	Change +/-		2021	2022	Change +/-
				%YoY	%QoQ			%YoY
Unit: Million THB								
Operating Revenue	3,526.7	5,332.7	5,214.8	47.9%	(2.2%)	12,883.6	18,815.2	46.0%
Gross Profit	631.5	571.7	755.2	19.6%	32.1%	1,572.4	2,617.6	66.5%
EBITDA	512.3	493.8	476.0	(7.1%)	(3.6%)	1,043.9	1,942.5	86.1%
Net Profit attributable to equity holders of the Company	349.9	316.9	302.6	(13.5%)	(4.5%)	640.3	1,248.0	94.9%
Gross Profit Margin (%)	17.9%	10.7%	14.5%	(3.4%)	3.8%	12.2%	13.9%	1.7%
EBITDA Margin (%)	14.5%	9.3%	7.2%	(7.3%)	(2.1%)	8.1%	10.3%	2.2%
Net Profit Margin attributable to equity holders of the Company (%)	9.9%	5.9%	5.8%	(4.1%)	(0.1%)	5.0%	6.6%	1.6%

Executive Summary

YoY : Q4/2022 vs Q4/2021

- In **Q4/2022**, Asia Green Energy Public Company Limited and its subsidiaries (“the Group”) reported consolidated operating revenue of Baht 5,214.8 million, increased by Baht 1,688.1 million or 47.9% from Q4/2021, mainly due to the increase in the average coal selling price.
- **Gross Profit** was Baht 755.2 million, increased by Baht 123.7 million or 19.6% from Q4/2021, which is in line with revenue.
- **Gross Profit Margin** was 14.5%, decreased from 17.9% in Q4/2021, mainly due to the increase in the cost of coal sales.
- **Net Profit attributable to equity holders of the Company** was Baht 302.6 million, decreased by Baht 47.3 million or 13.5% from Q4/2021, mainly due to the Group's increase in the cost of coal sales.
- **Net Profit Margin attributable to equity holders of the Company** was 5.8%, decreased from 9.9% in Q4/2021, mainly due to increase in the cost of coal sales and loss on exchange rate.

QoQ : Q4/2022 vs Q3/2022

- In **Q4/2022**, the Group reported consolidated operating revenue of Baht 5,214.8 million, decreased by Baht 117.9 million or 2.2% from Q3/2022, mainly due to the decrease in domestic coal sales and agriculture products.
- **Gross Profit** was Baht 755.2 million, increased by Baht 183.5 million or 32.1% from Q3/2022, mainly due to the decrease in the cost of coal sales.
- **Gross Profit Margin** was 14.5%, increased from 10.7% in Q3/2022, as a result of the decrease in the cost of coal sales.
- **Net Profit attributable to equity holders of the Company** was Baht 302.6 million, decreased by Baht 14.3 million or 4.5% from Q3/2022, mainly due to the significant increase in administrative expenses, related to employee expenses and loss on exchange rate.
- **Net Profit Margin attributable to equity holders of the Company** was 5.8%, decreased from 5.9% in Q3/2022, which is an immaterial change.

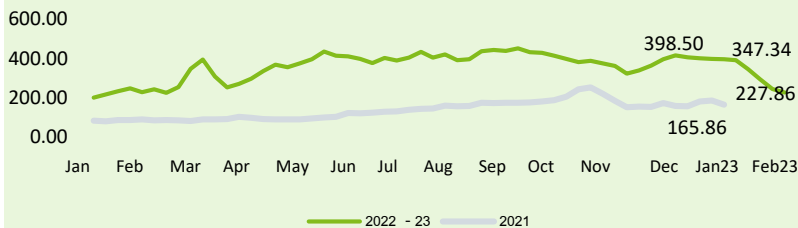
YoY : 2022 vs 2021

- In **2022**, the Group reported consolidated operating revenue of Baht 18,815.2 million, increased by Baht 5,931.6 million or 46.0% from 2021, mainly due to the increase in the average coal selling price and the growth of the logistics service business, and starting of the agriculture products business and leasing business.
- **Gross Profit** was Baht 2,617.6 million, increased by Baht 1,045.2 million or 66.5% from 2021, which is in line with revenue.
- **Gross Profit Margin** was 13.9%, increased from 12.2% in 2021 mainly due to the increase in average coal selling price.
- **Net Profit attributable to equity holders of the Company** was Baht 1,248.0 million, increased by Baht 607.7 million or 94.9% from 2021, as a result of the increase in the average coal selling price, the Group was able to maintain margins and better cost of coal sales management.
- **Net Profit Margin attributable to equity holders of the Company** was 6.6%, increased from 5.0% in 2021, mainly due to the Group's ability to manage the selling price of domestic coal sales in line with the increase in the cost of coal sales, and the Group's ability to control the selling and administrative expenses efficiently.

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.
- Indonesia, China and India announced higher production capacity in 2023, expecting the price will adjustment. They also need to keep an eye on the economic recovery situation in China from the COVID situation.
- From the situation of natural gas prices that have decreased and the winter season in Europe doesn't go as expected. So affecting to the coal price.

Q4/2022 Key Highlights

Company Displays Continuous Growth in both Revenue and Profit

In Q4/2022, the Group's operating revenue increased by 47.9% at Baht 5,214.8 million compared with Q4/2021. In 2022, the operating revenue increased by 46.0% at Baht 18,815.2 million compared with 2021.

In Q4/2022, the Group's net profit attributable to equity holders decreased by 13.5% from Q4/2021 while 2022 increased by 94.9% compared with 2021, as a result of the increase in the average coal selling price, mainly due to the increase in the average coal selling price in line with the global coal price trend, as well as the Group's ability to maintain the margins of coal selling price and cost of coal sales effectively.



AGE supports education programs in the surrounding warehouse area

The Company Group delivered computer equipment to schools around the warehouse and port in Nakhon Luang District, Phra Nakhon Si Ayutthaya Province, totalling 7 schools, 33 computers to be used as learning media and to promote education. Increase the opportunity to use computer to support education and gain knowledge which will be an important benefit in the future.

Expanding services in the leasing business group under the project "Tao Kae Noi "

The Group has started the project "Tao Kae Noi" to provide truck hire-purchase services for drivers with good performance in the company. This is an opportunity for employees able to be truck owners. Set a credit budget of Baht 500 million, starting to recognize revenue at the end of 2022.



2023 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.

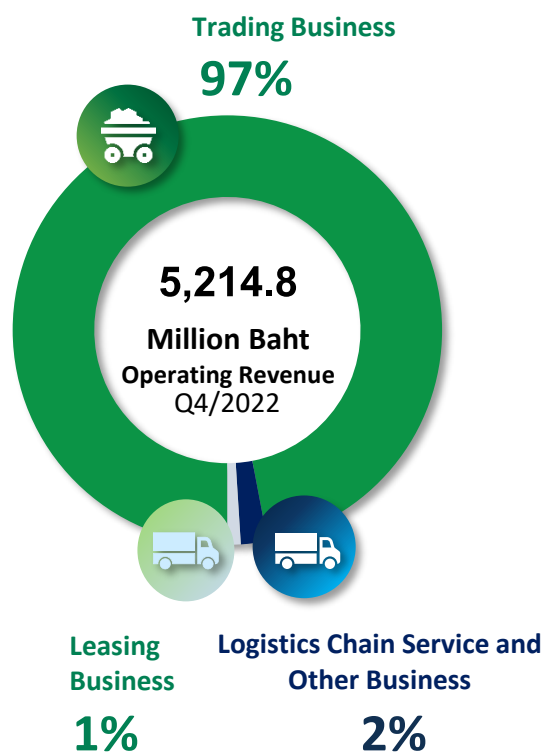


Operating Results	Q4/21	Q3/22	Q4/22	Change +/-		2021	2022	Change +/-
Unit: Million THB				%YoY	%QoQ			%YoY
Operating Revenue	3,526.7	5,332.7	5,214.8	47.9%	(2.2%)	12,883.6	18,815.2	46.0%
Cost of Sales and Services	(2,895.2)	(4,761.0)	(4,459.5)	54.0%	(6.3%)	(11,311.2)	(16,197.6)	43.2%
Gross profit	631.5	571.7	755.2	19.6%	32.1%	1,572.4	2,617.6	66.5%
Other income	61.7	28.9	6.7	(89.1%)	(76.8%)	76.0	41.0	(46.1%)
Selling and distribution expenses	(130.7)	(156.3)	(163.8)	25.3%	4.8%	(530.8)	(609.8)	14.9%
Administrative expenses	(112.2)	(48.2)	(76.1)	(32.2%)	57.9%	(275.7)	(258.9)	(6.1%)
Gain (losses) on exchange	5.7	48.0	(85.0)	(1,591.2%)	(277.5%)	14.5	(31.2)	(315.2%)
Share of profit (loss) from investment in joint venture	5.3	(1.2)	(4.0)	(174.1%)	233.3%	5.2	(13.4)	(357.7%)
EBIT	461.3	442.9	433.0	(6.1%)	(2.2%)	861.5	1,745.4	102.6%
Finance costs	(25.2)	(50.8)	(57.6)	128.6%	13.4%	(70.9)	(172.5)	143.3%
Income tax expenses	(86.2)	(75.2)	(73.4)	(14.8%)	(2.5%)	(150.3)	(324.3)	115.8%
Profit attributable to Equity holders of the Company	349.9	316.9	302.6	(13.5%)	(4.5%)	640.3	1,248.0	94.9%
Profit attributable to non-controlling interests of the subsidiaries	0.0	0.0	(0.6)	(100.0%)	(100.0%)	0.0	0.6	(100.0%)
Net profit	349.9	316.9	302.0	(13.7%)	(4.7%)	640.3	1,248.6	95.0%

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

Q4/2022 Operating Revenue Structure

The Group operating revenue can be divided into 3 business units as follows:



Revenue from Trading Business

- Domestic Coal Trading Business (90%)** classified by sales type:
 - Direct Shipment (24% of domestic revenue)
 - Mixed Size (35% of domestic revenue)
 - Screened Size (31% of domestic revenue)
- Overseas Coal Trading Business (10%)** in Cambodia and Vietnam
- Agriculture products (0%)**

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 from Leasing Business

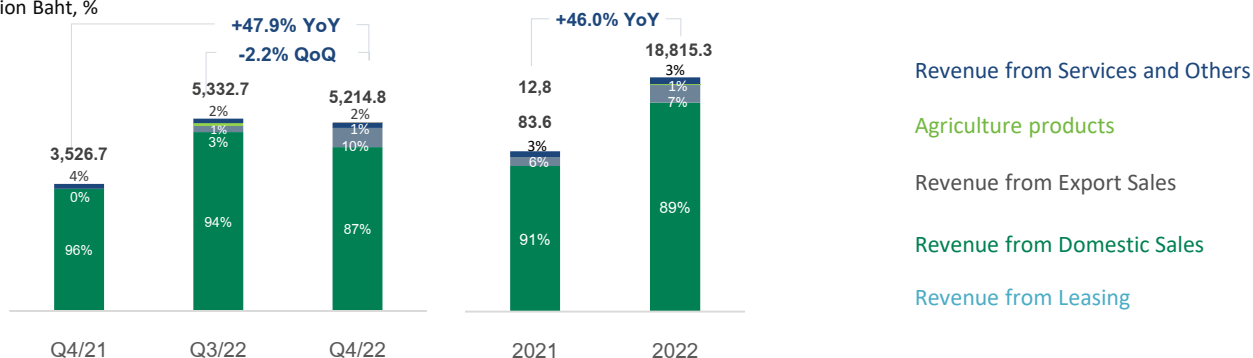
- Leasing business has provided of hire purchase and leasing services for assets and related services.

Revenue Structure	Q4/21	Q3/22	Q4/22	Change +/-		2021	2022	Change +/-
Unit: Million THB				%YoY	%QoQ			%YoY
Revenue from Trading Business								
Revenue from Domestic Sales	3,388.1	4,963.2	4,543.5	34.1%	(8.5%)	11,699.2	16,778.3	43.4%
Revenue from Export Sales	4.7	184.0	536.1	11,306.4%	191.2%	714.5	1,424.9	99.4%
Revenue from Agriculture products	0.0	60.6	0.0	100.0%	(100.0%)	0.0	80.6	100.0%
Total Revenue from Trading Business	3,392.8	5,207.8	5,079.6	49.7%	(2.5%)	12,413.7	18,283.8	47.3%
Total Revenue from Logistics Service and Other Business	133.9	124.9	134.7	0.6%	7.8%	469.9	531.0	13.0%
Total Revenue from Leasing Business	0.0	0.0	0.5	100.0%	100.0%	0.0	0.5	100.0%
Total Operating Revenue	3,526.7	5,332.7	5,214.8	47.9%	(2.2%)	12,883.6	18,815.3	46.0%
Other Income	61.7	28.9	6.7	(89.1%)	(76.8%)	76.0	41.0	(46.1%)
Total Revenue	3,588.4	5,361.6	5,221.4	45.5%	(2.6%)	12,959.6	18,856.3	45.5%

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

1. Operating Revenue

Unit: Million Baht, %



YoY : Q4/2022 vs Q4/2021

In Q4/2022, the Group reported consolidated operating revenue of Baht 5,214.8 million, increased by Baht 1,688.1 million or 47.9% from Q4/2021, mainly due to:

- **Revenue from Domestic Sales:** increased by 34.1% as a result of the increase in the average coal selling price.
- **Revenue from Export Sales:** increased by 11,306.4% as a result of the increase in the average coal selling price and coal sales volume, especially the export sold to Cambodia.
- **Revenue from Agriculture products:** is an immaterial change, which is no sales volume in Q4/2022
- **Revenue from Logistics Services and Others:** increased by 0.6% which is an immaterial change.
- **Revenue from Leasing:** increased by 100.0% from starting of the leasing business.

QoQ : Q4/2022 vs Q3/2022

In Q4/2022, the Group reported consolidated operating revenue of Baht 5,214.8 million, decreased by Baht 117.9 million or 2.2% from Q3/2022, mainly due to:

- **Revenue from Domestic Sales:** decreased by 8.5% as a result of the decrease in domestic coal sales volume.
- **Revenue from Export Sales:** increased by 191.2% as a result of the dramatic increase in export coal sales volumes, especially the export sold to Cambodia.
- **Revenue from Agriculture products:** decreased by 100.0% from the Agriculture products business due to seasonal factors.
- **Revenue from Logistics Services and Others:** increased by 7.8% from the increase in revenue from external customers of logistics and especially increase in land logistics service.
- **Revenue from Leasing:** increased by 100.0% from starting of the leasing business.

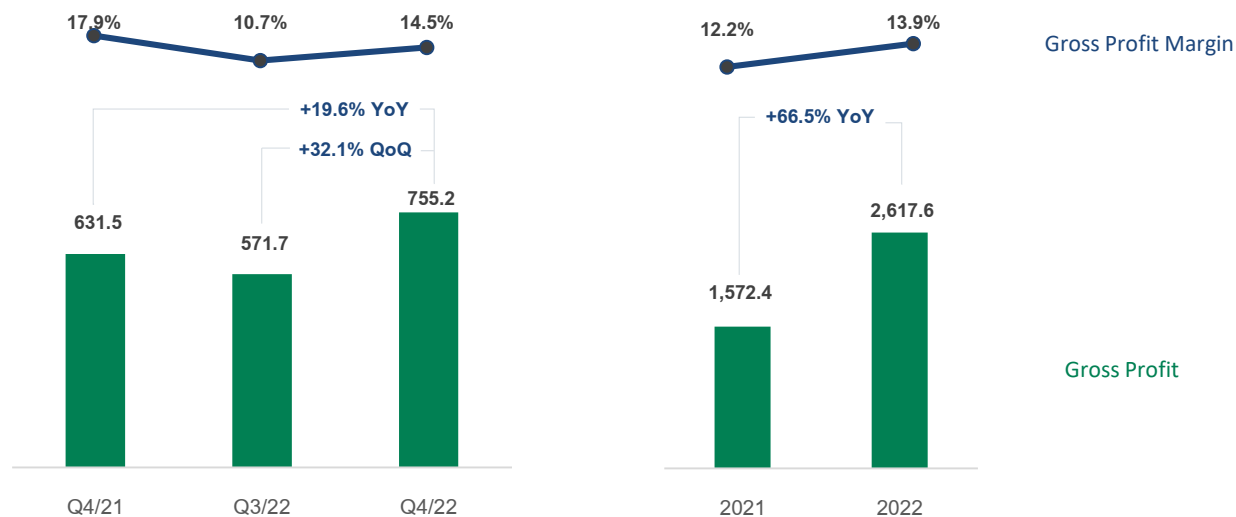
YoY : 2022 vs 2021

In 2022, the Group reported consolidated operating revenue of Baht 18,815.3 million, increased by Baht 5,931.7 million or 46.0% from 2021, mainly due to:

- **Revenue from Domestic Sales:** increased by 43.4% as a result of the increase in the average coal selling price.
- **Revenue from Export Sales:** increased by 99.4% 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 13.0% as a result of better performance from logistics services, especially land logistics services that have grown significantly.
- **Revenue from Leasing:** increased by 100.0% from Starting the leasing business.

2. Gross Profit and Gross Profit Margin

Unit: Million Baht, %



YoY : Q4/2022 vs Q4/2021

In Q4/2022, the Group recorded a gross profit of Baht 755.2 million, increased by Baht 123.7 million or 19.6% compared with Q4/2021, due to the increase in sales amount.

Gross Profit Margin was 14.5% in Q4/2022, decreased from 17.9% in Q4/2021, mainly due to the increase in the cost of coal sales.

QoQ : Q4/2022 vs Q3/2022

In Q4/2022, the Group recorded a gross profit of Baht 755.2 million, increased by Baht 183.5 million or 32.1% compared with Q3/2022, mainly due to the increase in the average sales, and the decrease in the cost of domestic sales is more than the portion of decrease from average revenue, which is the result from the costing management efficiency.

Gross Profit Margin was 14.5% in Q4/2022, increased from 10.7% in Q3/2022, due to the increase in gross profit margin of coal sales, which mainly due to the decrease in the cost of goods sold is more than the portion of decrease in average revenue, as a result of the increase in gross profit margin.

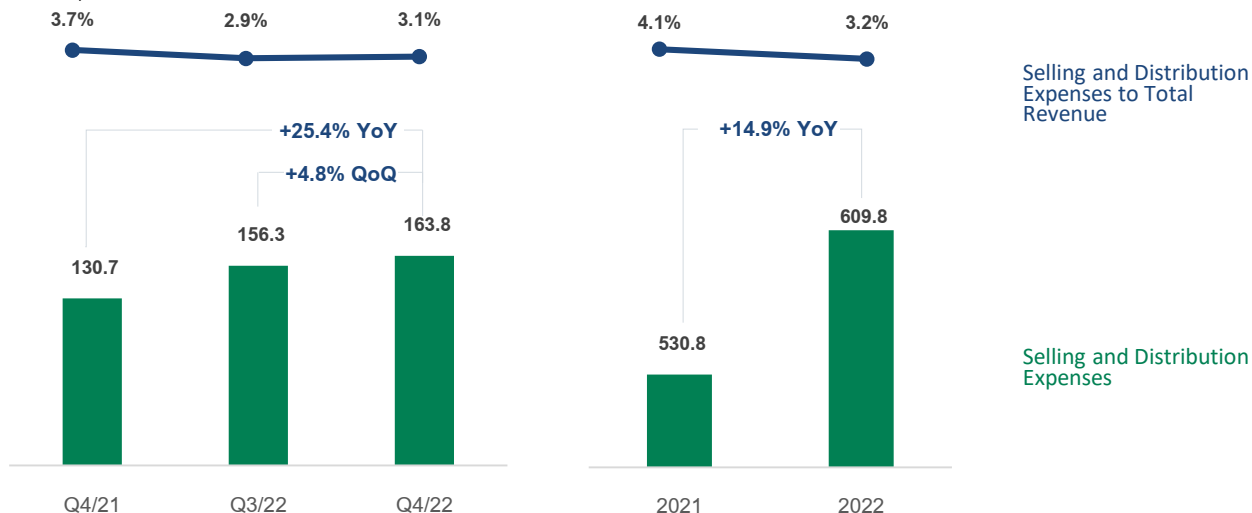
YoY : 2022 vs 2021

In 2022, the Group recorded a gross profit of Baht 2,617.6 million, increased by Baht 1,045.3 million or 66.5% compared with 2021, mainly due to the increase in average coal selling price, the reduction of costs from logistics chain management, and the coal sales amount increased by 46.6%.

Gross Profit Margin was 13.9% in 2022, increased from 12.2% in 2021, mainly due to the increase in coal selling price and the decrease in costs reduction from 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 : Q4/2022 vs Q4/2021

In Q4/2022, the Group recorded selling and distribution expenses of Baht 163.8 million, increased by Baht 33.1 million or 25.4% compared with Q4/2021, mainly due to the increase in transportation out, which is in line with the increase in revenue from the coal sales, especially the export coal sales.

Selling and distribution expenses to total revenue were 3.1% in Q4/2022, increased from 3.7% in Q4/2021, mainly due to the higher operating revenue from the increase in average coal selling price, as well as the Group's ability to manage the selling and distribution expenses efficiently.

QoQ : Q4/2022 vs Q3/2022

In Q4/2022, the Group recorded selling and distribution expenses of Baht 163.8 million, increased by Baht 7.5 million or 4.8% compared with Q3/2022, mainly due to the increase in export expenses which is resulted from the higher in export coal sales.

Selling and distribution expenses to total revenue were 3.1% in Q4/2022, slightly increased by 0.2% in Q3/2022.

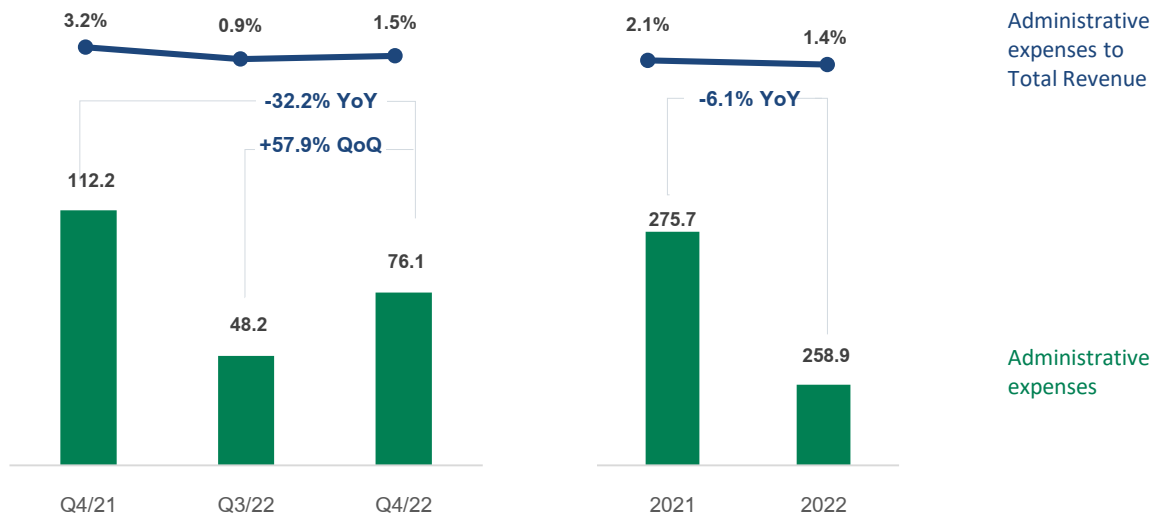
YoY : 2022 vs 2021

In 2022, the Group recorded selling and distribution expenses of Baht 609.8 million, increased by Baht 79.0 million or 14.9% compared with 2021, mainly due to the increase in marine transportation expenses which is resulted from the increase in export coal sales.

Selling and distribution expenses to total revenue were 3.2% in 2022, increased from 4.1% in 2021, mainly due to the significant increase in selling price from the prior year.

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 : Q4/2022 vs Q4/2021

In Q4/2022, the Group recorded administrative expenses of Baht 76.1 million, decreased by Baht 36.1 million or 32.2% compared with Q4/2021, mainly due to the decrease in allowance for doubtful account and allowance for impairment of assets.

Administrative expenses to total revenue were 1.5% in Q4/2022, increased from 3.2% in Q4/2021, mainly due to the Group's ability to control the administrative expenses efficiently, while the revenue increased significantly.

QoQ : Q4/2022 vs Q3/2022

In Q4/2022, the Group recorded administrative expenses of Baht 76.1 million, increased by Baht 27.9 million or 57.9% compared with Q3/2022, mainly due to the increase in employee expenses and consulting fees.

Administrative expenses to total revenue were 1.5% in Q4/2022, increased from 0.9% in Q3/2022 as a result in which mentioned above, while the operating revenue decreased.

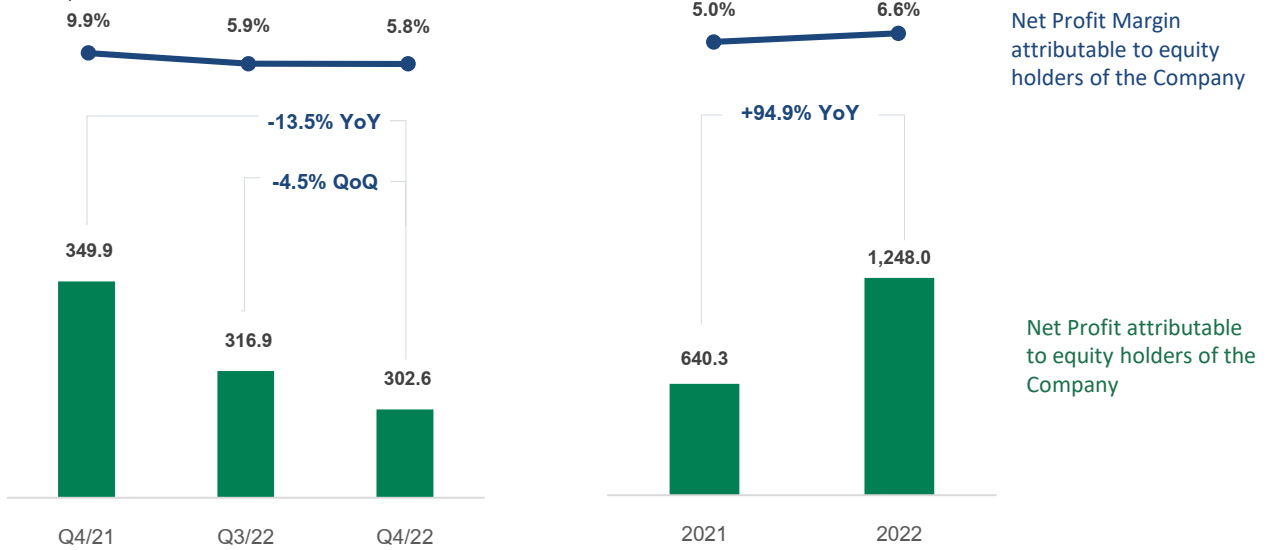
YoY : 2022 vs 2021

In 2022, the Group recorded administrative expenses of Baht 258.9 million, decreased by Baht 16.8 million or 6.1% compared with 2021, mainly due to the decrease in legal expenses.

Administrative expenses to total revenue were 1.4% in 2022, increased from 2.1% in 2021, mainly due to the Group's ability to control the administrative expenses efficiently, while the revenue increased significantly.

5. Net Profit and Net Profit Margin

Unit: Million Baht, %



YoY : Q4/2022 vs Q4/2021

In Q4/2022, the Group recorded a net profit attributable to equity holders of the Company of Baht 302.6 million, decreased by Baht 47.3 million or 13.5% compared with Q4/2021, as a result of the significant increase in sales amount, while the cost of goods sold increases in higher portion, as a result of the decrease in gross profit, as well as the increase in loss on exchange rate.

Net profit margin attributable to equity holders of the Company was 5.8% in Q4/2022, decreased from 9.9% in Q4/2021, due to the increase in the cost of goods sold and loss on exchange rate as mentioned above.

QoQ : Q4/2022 vs Q3/2022

In Q4/2022, the Group recorded a net profit attributable to equity holders of the Company of Baht 302.6 million, decreased by Baht 14.3 million or 4.5% compared with Q3/2022, mainly due to the significant increase in administrative expenses, which is related to employee expenses and loss on exchange rate.

Net profit margin attributable to equity holders of the Company was 5.8% in Q4/2022, decreased from 5.9% in Q3/2022, which is an immaterial change.

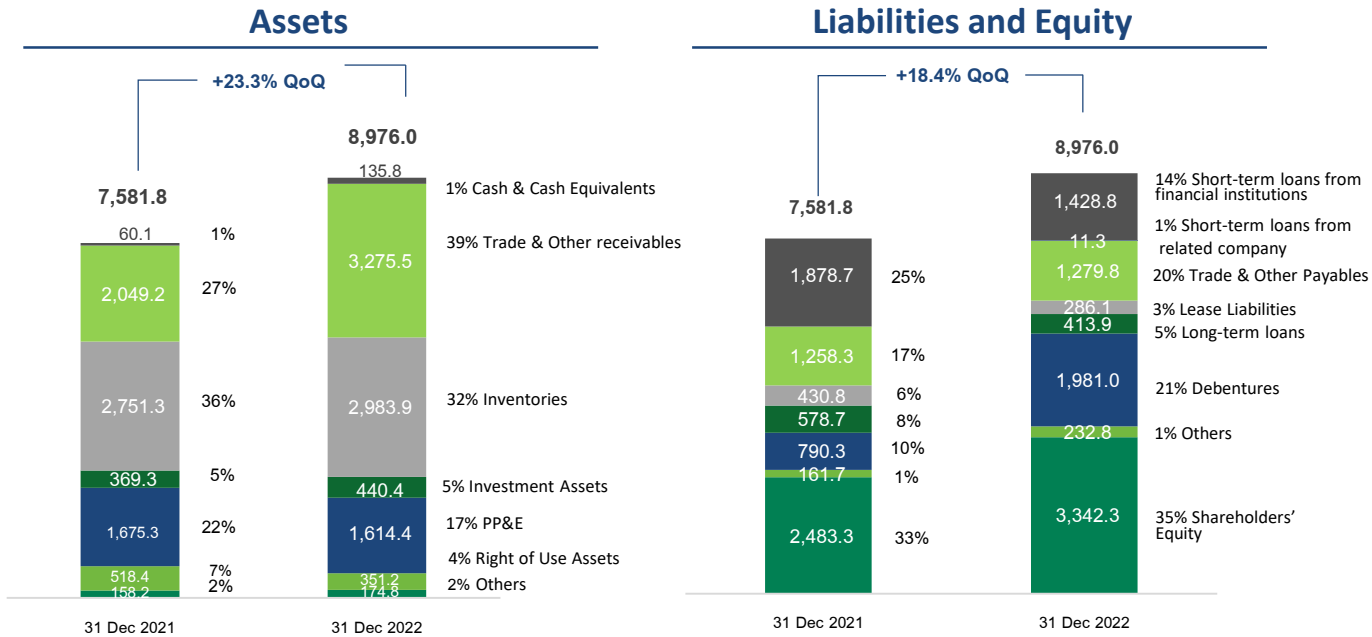
YoY : 2022 vs 2021

In 2022, the Group recorded a net profit attributable to equity holders of the Company of Baht 1,248.0 million, increased by Baht 607.7 million or 94.9% compared with 2021, mainly due to the Group was able to maintain the margins, including control the cost of coal sales and administrative expenses efficiently. Moreover, the revenue from the logistics business is increased.

Net profit margin attributable to equity holders of the Company was 6.6% in 2022, increased from 5.0% in 2021 mainly due to the Group's ability to manage the average coal selling price, and control the cost of coal sales, selling and administrative expense, and logistics chain service management efficiently.

Statement of Financial Position

Unit: Million Baht, %



Total Assets

As of 31 December 2022, the total assets of the Group were Baht 8,976 million, increased by Baht 1,394.2 million or 18.4% from 31 December 2021 mainly due to:

- **Trade & Other Receivables:** increased by Baht 1,226.3 million mainly due to the increase in revenue from sales.
- **Inventories:** increased by Baht 232.6 million mainly due to the increase in the average cost of coal sales.
- **Right of Use Assets:** decreased by Baht 167.2 million due to the adjustment of the lease term and the depreciation from normal operation.

Total Liabilities

As of 31 December 2022, the total liabilities of the Group were Baht 5,633.7 million, increased by Baht 532.2 million or 10.5% from 31 December 2021 mainly due to:

- **Short-term loan from financial institutions:** decreased by Baht 449.9 million due to the short-term loan repayment.
- **Trade and Other Payables:** increased by Baht 21.5 million due to the import of coal from the normal operation, which is an immaterial change.
- **Lease Liabilities:** decreased by Baht 144.7 million due to the adjustment of the lease term and repayment under the lease contract from normal operation.
- **Debtures:** increased by Baht 1,190.7 million due to the issuance of debtures in Q2/2022.

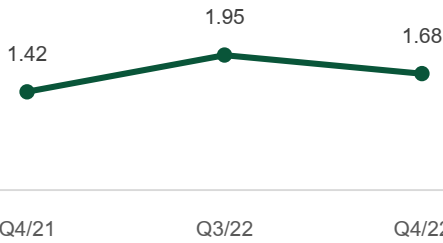
Total Shareholders' Equity

As of 31 December 2022, the total equity of the Group was Baht 3,342.3 million, increased by Baht 859.0 million or 34.6% from 31 December 2021, mainly due to the recognition of net profit in the year. However, the Group has paid dividends by cash for the year 2022 totaling Baht 396.0 million.

Key Financial Ratios

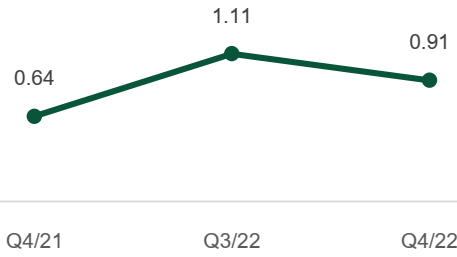
Current Ratio

Unit: Times



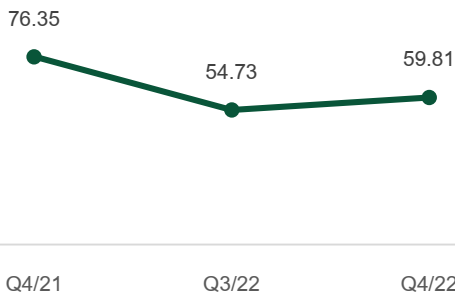
Quick Ratio

Unit: Times



Days Sales of Inventory (DSI)

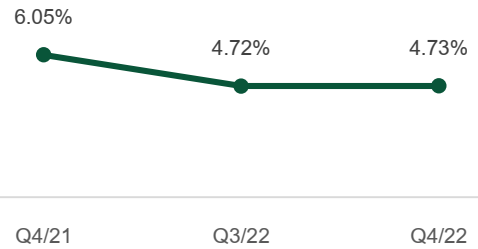
Unit: Days



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

ROA

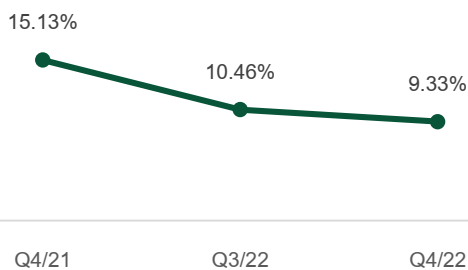
Unit: %



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

ROE

Unit: %



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

D/E Ratio

Unit: Times

