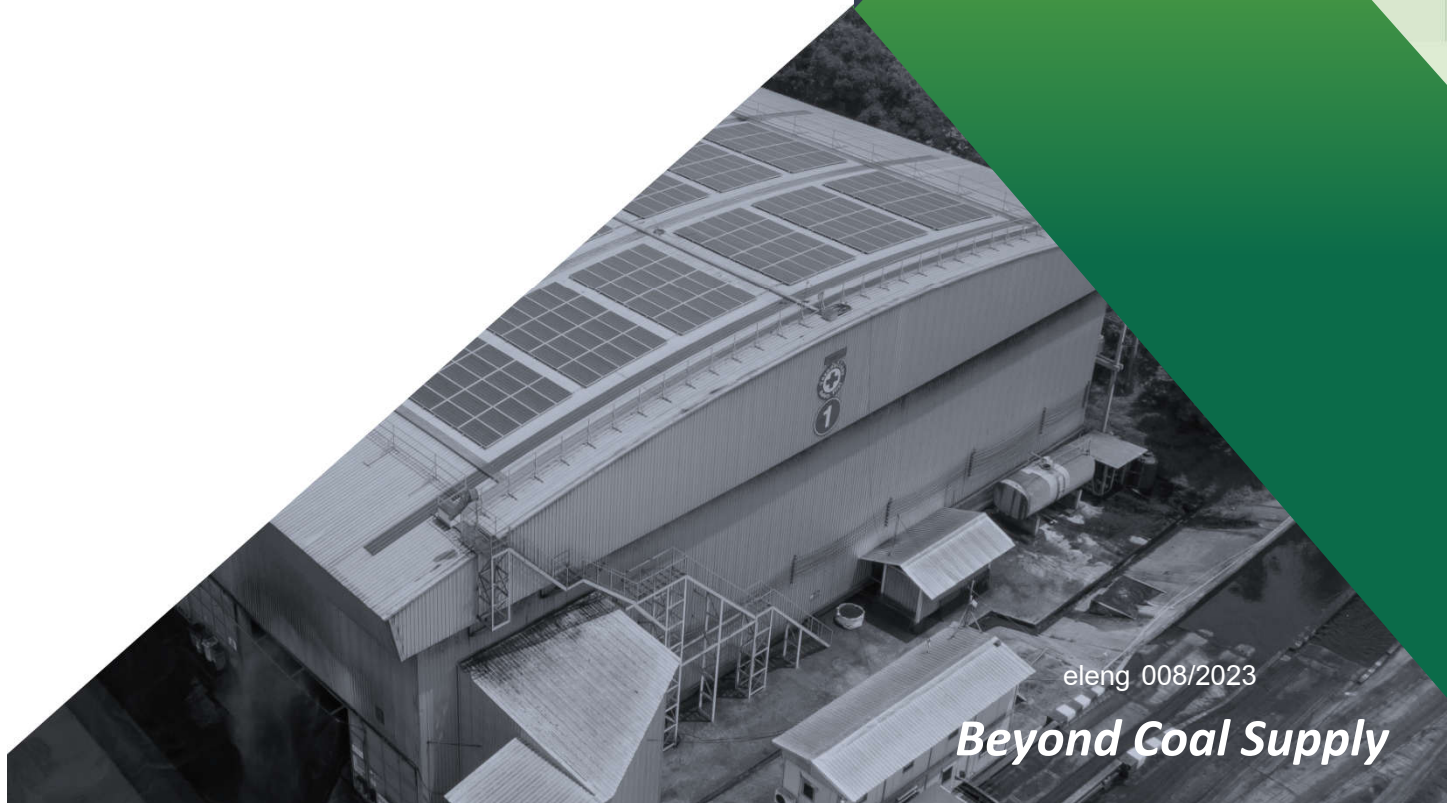


**ASIA GREEN ENERGY**  
Public Company Limited

**MANAGEMENT  
DISCUSSION  
AND ANALYSIS**

**Q1/2023**



eleng 008/2023

*Beyond Coal Supply*

Operating Highlights	Q1/22	Q4/22	Q1/23	Change +/-	
				%YoY	%QoQ
Unit: Million THB					
<b>Operating Revenue</b>	<b>3,714.0</b>	<b>5,214.8</b>	<b>4,501.2</b>	<b>21.2%</b>	<b>(13.7%)</b>
Gross Profit	611.4	755.2	640.2	4.7%	(15.2%)
EBITDA	481.0	480.0	480.2	(0.2%)	0.0%
<b>Net Profit attributable to equity holders of the Company</b>	<b>314.7</b>	<b>302.6</b>	<b>296.4</b>	<b>(5.8%)</b>	<b>(2.0%)</b>
Gross Profit Margin (%)	16.5%	14.5%	14.2%	(2.3%)	(0.3%)
EBITDA Margin (%)	13.0%	9.1%	10.7%	(2.3%)	1.5%
Net Profit Margin attributable to equity holders of the Company (%)	8.5%	5.8%	6.6%	(1.9%)	0.8%

## Executive Summary

### YoY : Q1/2023 vs Q1/2022

- In **Q1/2023**, Asia Green Energy Public Company Limited and its subsidiaries (“the Group”) reported consolidated operating revenue of Baht 4,501.2 million, increased by Baht 787.2 million or 21.2% from Q1/2022, mainly due to the increase in the domestic coal sales, and the growth of Logistics service business, especially the Land logistics business.
- **Gross Profit** was Baht 640.2 million, increased by Baht 28.7 million or 4.7% from Q1/2022, in alignment with the revenue.
- **Gross Profit Margin** was 14.2%, decreased by 16.5% in Q1/2022, mainly due to the increase in the cost of coal sales.
- **Net Profit attributable to equity holders of the Company** was Baht 296.4 million, decreased by Baht 18.3 million or 5.8% from Q1/2022, mainly due to the Group's increase of the cost of coal sales.
- **Net Profit Margin attributable to equity holders of the Company** was 6.6%, decreased by 8.5% in Q1/2022, mainly due to increase of the cost of coal sales and loss on exchange rate, as well as finance costs.

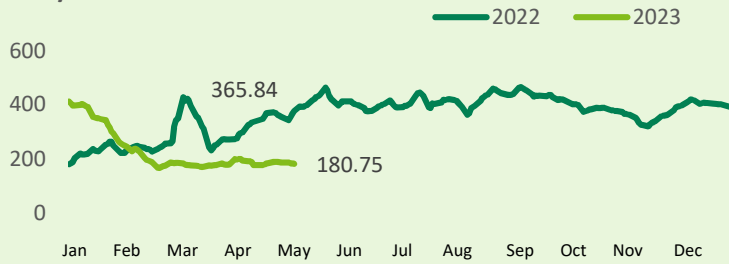
### QoQ : Q1/2023 vs Q4/2022

- In **Q1/2023**, the Group reported consolidated operating revenue of Baht 4,501.2 million, decreased by Baht 713.6 million or 13.7% from Q4/2022, mainly due to the decrease of Coal sales business, including domestic and export coal sales. The decrease in export coal sales is from Vietnam, Taiwan, and Cambodia.
- **Gross Profit** was Baht 640.2 million, decreased by Baht 115.0 million or 15.2% from Q4/2022, mainly due to the decrease of coal sales, especially the export coal sales.
- **Gross Profit Margin** was 14.2%, slightly decreased from 14.5% in Q4/2022, as a result of the decrease in coal selling price.
- **Net Profit attributable to equity holders of the Company** was Baht 296.4 million, decreased by Baht 6.2 million or 2.0% from Q4/2022, mainly due to the declined operating revenue, as a result of the decrease in domestic and export coal sales.
- **Net Profit Margin attributable to equity holders of the Company** was 6.6%, decreased from 5.8% in Q4/2022, due to the Group's net profit is slightly decreased while an administrative expenses is dramatic decreased, related to employee expenses, as well as the dramatic decrease of loss on exchange rate, which is resulted to the increase of net profit margin of the Group.

### Industry Updates

Coal Price - Newcastle Index

USD/Ton



The average coal price trend from the beginning of 2023 until the present has declined due to the decline from coal demand in China after the winter has passed and lower natural gas prices.

### Q1/2023 Key Highlights

#### Company Displays Continuous Growth.

In Q1/2023, the Group's operating revenue increased by 21.2 % at Baht 4,501.2 million compared with Q1/2022. The Group's net profit attributable to equity holders slightly decreased by 5.8% at Baht 296.4 million compared with 2022 while the revenue from the logistics chain solution provider business increased by 12.6% at Baht 153.7 million, due to having facilities including trucking services, river transportation services, ports services and stockpile services .



#### AGE supports education programs in the surrounding warehouse area

Asia Green Energy Public Company Limited or AGE and AGE Terminal Company Limited (The subsidiary) handed over 500 "green fermentation bins" for support activities to drive waste management action plans in Nakhon Luang District, Phra Nakhon Si Ayutthaya Province with the sheriff to forward to the communities participating in the 12 sub-districts project for supporting the government's operations in promoting the production of wet trash to reduce global warming including planting vegetable gardens to create food security. According to the community solid waste management action plan "Clean Province" for the year 2022.

### 2023 Outlook

#### 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 of the company. This is an opportunity for employees to be able the trucks owner. Set a credit budget of 500 million baht, starting to recognize revenue at the end of 2022.



#### Increase work efficiency by investing in IT systems

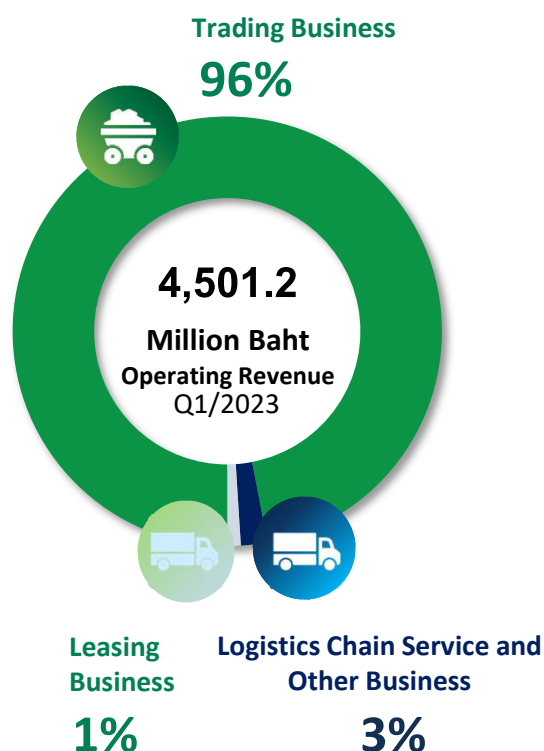
AGE Group continues to increase operational efficiency by investing in IT Management Systems (ERP) to support long-term logistics services and strengthen the Group's overall performance. and is in the process of studying the Transportation Management System (TMS), which is expected to start the project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

Operating Results	Q1/22	Q4/22	Q1/23	Change +/-	
				%YoY	%QoQ
Unit: Million THB					
<b>Operating Revenue</b>	<b>3,714.0</b>	<b>5,214.8</b>	<b>4,501.2</b>	<b>21.2%</b>	<b>(13.7%)</b>
Cost of Sales and Services	(3,102.6)	(4,459.5)	(3,861.0)	24.4%	(13.4%)
<b>Gross profit</b>	<b>611.4</b>	<b>755.2</b>	<b>640.2</b>	<b>4.7%</b>	<b>(15.2%)</b>
Other income	3.0	6.7	19.8	560.0%	195.5%
Selling and distribution expenses	(121.7)	(163.8)	(157.7)	29.6%	(3.7%)
Administrative expenses	(66.0)	(76.1)	(60.1)	(8.9%)	(21.0%)
Gain (losses) on exchange	11.2	(85.0)	(5.7)	(150.9%)	(93.3%)
Share of profit (loss) from investment in joint venture	(5.9)	(4.0)	(0.9)	(84.7%)	(77.5%)
<b>EBIT</b>	<b>431.9</b>	<b>433.0</b>	<b>435.4</b>	<b>0.8%</b>	<b>0.8%</b>
Finance costs	(29.4)	(57.6)	(65.9)	124.1%	14.4%
Income tax expenses	(87.8)	(73.4)	(73.0)	(16.9%)	(0.5%)
Profit attributable to Equity holders of the Company	314.7	302.6	296.4	(5.8%)	(2.0%)
Profit attributable to non- controlling interests of the subsidiaries	0.0	(0.6)	0.2	0.0%	133.3%
<b>Net profit</b>	<b>314.7</b>	<b>302.0</b>	<b>296.6</b>	<b>(5.8%)</b>	<b>(1.8%)</b>

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

## Q1/2023 Operating Revenue Structure

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



### Revenue from Trading Business

- Domestic Coal Trading Business (98%)** classified by sales type:
  - Direct Shipment (23% of domestic revenue)
  - Mixed Size (48% of domestic revenue)
  - Screened Size (29% of domestic revenue)
- Overseas Coal Trading Business (2%)** in Cambodia
- 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

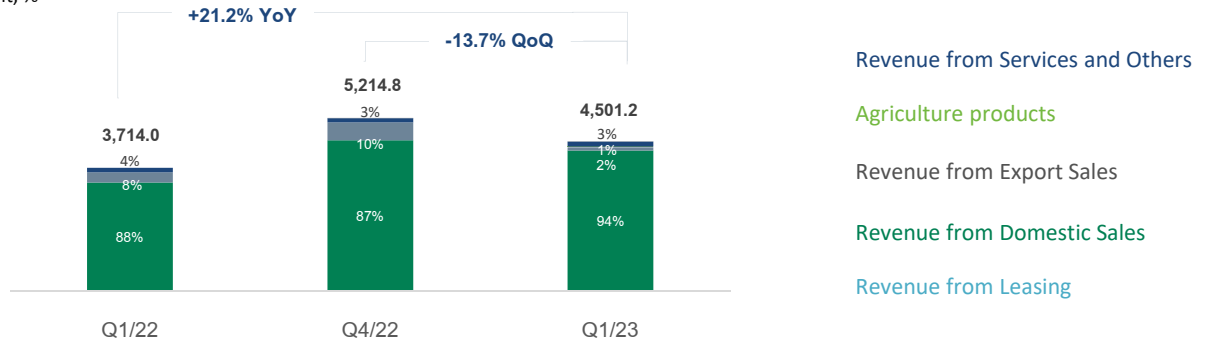
- Leasing business has provided of hire purchase and leasing services for assets and related services.

Revenue Structure	Q1/22	Q4/22	Q1/23	Change +/-	
				%YoY	%QoQ
Unit: Million THB					
<b>Revenue from Trading Business</b>					
Revenue from Domestic Sales	3,270.7	4,543.5	4,238.3	29.6%	(6.7%)
Revenue from Export Sales	306.8	536.1	95.8	(68.8%)	(82.1%)
Revenue from Agriculture products	0.0	0.0	11.7	100.0%	100.0%
<b>Total Revenue from Trading Business</b>	<b>3,577.5</b>	<b>5,079.6</b>	<b>4,345.8</b>	<b>21.5%</b>	<b>(14.4%)</b>
<b>Total Revenue from Logistics Service and Other Business</b>	<b>136.5</b>	<b>134.7</b>	<b>153.7</b>	<b>12.6%</b>	<b>14.1%</b>
<b>Total Revenue from Leasing Business</b>	<b>0.0</b>	<b>0.5</b>	<b>1.7</b>	<b>100.0%</b>	<b>240.0%</b>
<b>Total Operating Revenue</b>	<b>3,714.0</b>	<b>5,214.8</b>	<b>4,501.2</b>	<b>21.2%</b>	<b>(13.7%)</b>
Other Income	3.0	6.7	19.8	560.0%	195.5%
<b>Total Revenue</b>	<b>3,717.0</b>	<b>5,221.4</b>	<b>4,520.9</b>	<b>21.6%</b>	<b>(13.4%)</b>

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

## 1. Operating Revenue

Unit: Million Baht, %



### YoY : Q1/2023 vs Q1/2022

In Q1/2023, the Group reported consolidated operating revenue of Baht 4,501.2 million, increased by Baht 787.2 million or 21.2% from Q1/2022, mainly due to:

- **Revenue from Domestic Sales:** increased by 29.6% as a result of the increase in the coal sales volume.
- **Revenue from Export Sales:** decreased by 68.8%, mainly due to the decrease of the coal sales and coal sales volume, as a result of the lower in export coal sales form Cambodia and no sales volume in Taiwan and Vietnam.
- **Revenue from Agricultural products:** increased by 100.0% from domestic tapioca chips sales product.
- **Revenue from Logistics Services and Others:** increased by 12.6% from Q1/2022, mainly due to the increase in revenue from Land logistics business. Additionally, the Logistics services business is showing growth compared to the prior year.
- **Revenue from Leasing:** increased by 100.0% from the increase of revenue from starting Leasing business on Q4/2022.

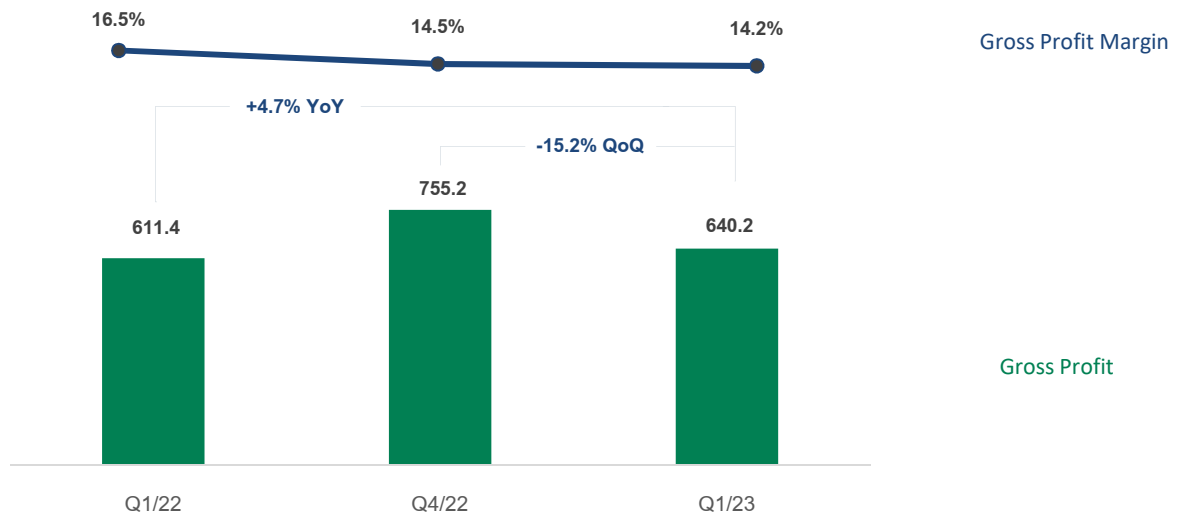
### QoQ : Q1/2023 vs Q4/2022

In Q1/2023, the Group reported consolidated operating revenue of Baht 4,501.2 million, decreased by Baht 713.6 million or 13.7% from Q4/2022, mainly due to:

- **Revenue from Domestic Sales:** decreased by 6.7% as a result of the decrease in coal sales amount from the lower average coal selling price.
- **Revenue from Export Sales:** decreased by 82.1% as a result of the dramatic decrease in export coal sales volumes, especially the export sold to Cambodia.
- **Revenue from Agricultural products:** increased by 100.0% from domestic tapioca chips sales product while Q4/2022 is no sales volume, as a result of seasonal factors.
- **Revenue from Logistics Services and Others:** increased by 14.1% from the increase of Logistics services business, especially the increase of Land logistics services.
- **Revenue from Leasing:** increased by 240.0% from the increase in the number of clients from Leasing business.

### 2. Gross Profit and Gross Profit Margin

Unit: Million Baht, %



#### YoY : Q1/2023 vs Q1/2022

In Q1/2023, the Group recorded a gross profit of Baht 640.2 million, increased by Baht 28.8 million or 4.7% compared with Q1/2022, due to the increase in sales amount of the Group and the growth of revenue from Logistics services business.

Gross Profit Margin was 14.2% in Q1/2023, decreased from 16.5% in Q1/2022, mainly due to the increase of average cost of coal sales is higher than the increase of average coal sales, resulting in a lower gross profit margin.

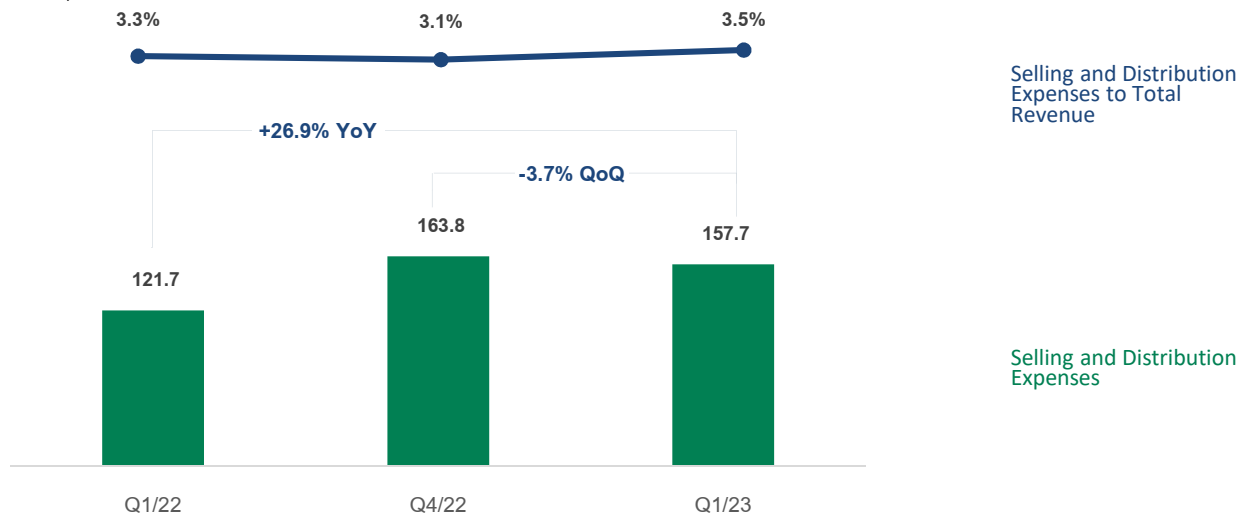
#### QoQ : Q1/2023 vs Q4/2022

In Q1/2023, the Group recorded a gross profit of Baht 640.2 million, decreased by Baht 115.0 million or 15.2% compared with Q4/2022, mainly due to the lower average coal selling price, resulting in a decrease domestic and export coal sales, especially the declined sales volume in Cambodia.

Gross Profit Margin was 14.2% in Q1/2023, slightly decreased from 14.5% in Q4/2022, due to the decrease of the coal selling price.

### 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 : Q1/2023 vs Q1/2022

In Q1/2023, the Group recorded selling and distribution expenses of Baht 157.7 million, increased by Baht 36.0 million or 29.6% compared with Q1/2022, mainly due to the increase of transportation expenses, which is in alignment with the increase of domestic coal sales volume.

**Selling and distribution expenses to total revenue** were 3.5% in Q1/2023, increased from 3.3% in Q1/2022, mainly due to the increase in the Group's coal sales volume, resulting in an increase of transportation expenses.

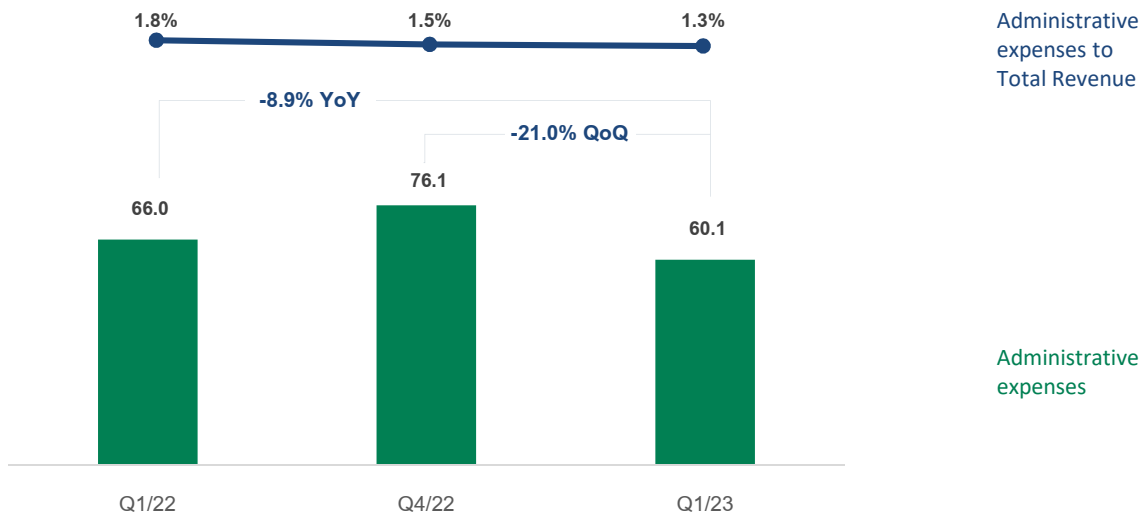
#### QoQ : Q1/2023 vs Q4/2022

In Q1/2023, the Group recorded selling and distribution expenses of Baht 157.7 million, decreased by Baht 6.1 million or 3.7% compared with Q4/2022, mainly due to the decrease of transportation expenses, which is in alignment with the lower export coal sales volume.

**Selling and distribution expenses to total revenue** were 3.5% in Q1/2023, increased by 3.1% in Q4/2022, due to the dramatic decrease of the Group's operating revenue.

### 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 : Q1/2023 vs Q1/2022

In Q1/2023, the Group recorded administrative expenses of Baht 60.1 million, decreased by Baht 5.9 million or 8.9% compared with Q1/2022, mainly due to the decrease of impairment of assets from Q1/2022.

Administrative expenses to total revenue were 1.3% in Q1/2023, improved from 1.8% in Q1/2022, mainly due to the Group's revenue is showing growth, including the Group's ability to control the administrative expenses efficiently.

#### QoQ : Q1/2023 vs Q4/2022

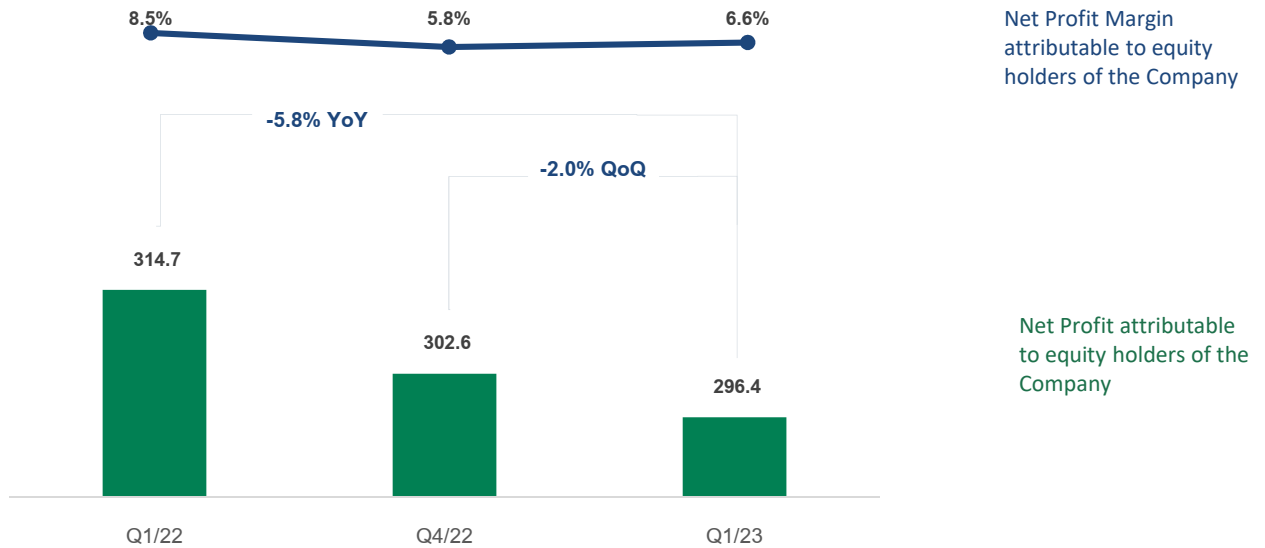
In Q1/2023, the Group recorded administrative expenses of Baht 60.1 million, decreased by Baht 16.0 million or 21.0% compared with Q4/2022, mainly due to the decrease of employee expenses and legal fees.

Administrative expenses to total revenue were 1.3% in Q1/2023, improved from 1.5% in Q4/2022 which is an insignificant change. Besides, the percentage of change presents the Group's ability to manage the administrative expenses efficiently comparing with Q4/2022.



### 5. Net Profit and Net Profit Margin

Unit: Million Baht, %



Net Profit Margin attributable to equity holders of the Company

Net Profit attributable to equity holders of the Company

#### YoY : Q1/2023 vs Q1/2022

In Q1/2023, the Group recorded a net profit attributable to equity holders of the Company of Baht 296.4 million, decreased by Baht 18.3 million or 5.8% compared with Q1/2022, mainly due to the Group's increase of the cost of coal sales.

Net profit margin attributable to equity holders of the Company was 6.6% in Q1/2023, decreased from 8.5% in Q1/2022, mainly due to increase of the cost of coal sales and loss on exchange rate, as well as finance costs.

#### QoQ : Q1/2023 vs Q4/2022

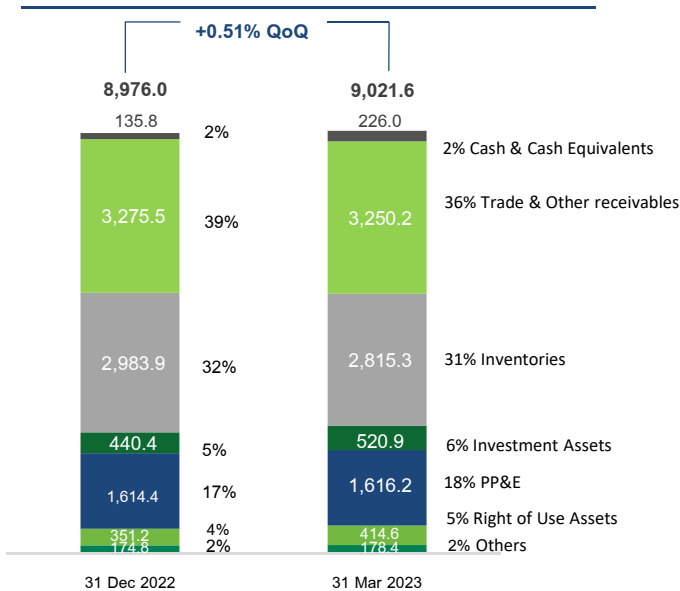
In Q1/2023, the Group recorded a net profit attributable to equity holders of the Company of Baht 296.4 million, decreased by Baht 6.2 million or 2.0% compared with Q4/2022, mainly due to the declined operating revenue, as a result of the decrease in domestic and export coal sales.

Net profit margin attributable to equity holders of the Company was 6.6% in Q1/2023, increased from 5.8% in Q4/2022, due to the Group's net profit is slightly decreased while an administrative expenses is dramatic decreased, related to employee expenses, as well as the dramatic decrease of loss on exchange rate, resulting in an increase of net profit margin of the Group.

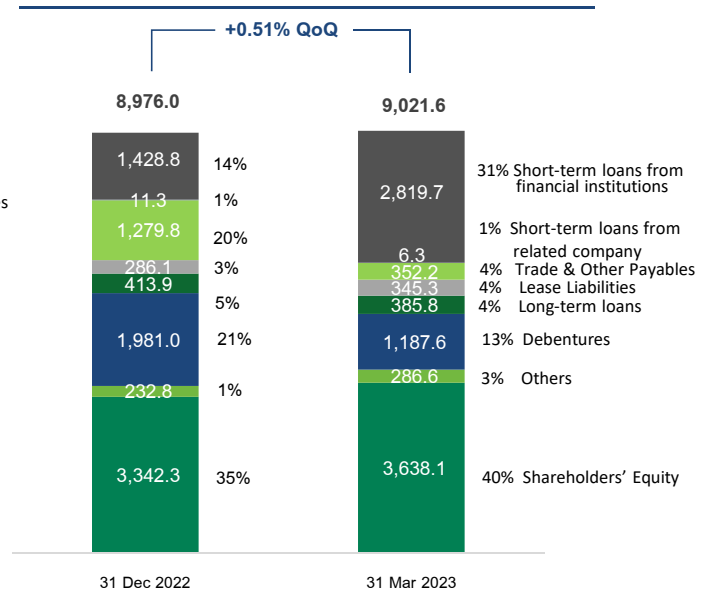
### Statement of Financial Position

Unit: Million Baht, %

#### Assets



#### Liabilities and Equity



#### Total Assets

As of 31 March 2023, the total assets of the Group were Baht 9,021.6 million, increased by Baht 45.6 million or 0.5% from 31 December 2022 mainly due to:

- **Trade & Other Receivables:** decreased by Baht 25.3 million mainly due to the decrease in revenue from sales.
- **Inventories:** decreased by Baht 168.6 million mainly due to the declined average cost of coal sales per ton.
- **Right of Use Assets:** increased by Baht 63.4 million due to addition of leases from trucks.

#### Total Liabilities

As of 31 March 2023, the total liabilities of the Group were Baht 5,383.5 million, decreased by Baht 250.2 million or 4.4% from 31 December 2022 mainly due to:

- **Short-term loan from financial institutions:** increased by Baht 1,390.9 million due to the loan addition for working capital and repayment to payables.
- **Trade and Other Payables:** decreased by Baht 927.6 due to repayment of payables.
- **Lease Liabilities:** increased by Baht 59.2 million due to the addition of leases from trucks.
- **Debtentures:** decreased by Baht 793.4 million due to the call of debtentures before the maturity date.

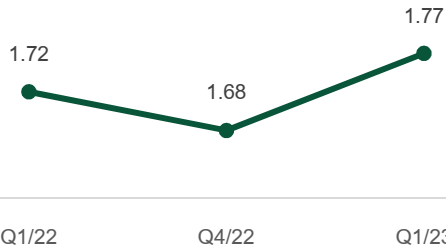
#### Total Shareholders' Equity

As of 31 March 2023, the total equity of the Group was Baht 3,638.1 million, increased by Baht 295.8 million or 8.9% from 31 December 2022, mainly due to the recognition of net profit and other comprehensive income for Q1/2023, including the recognition of non-controlling interests from the purchase of ordinary shares from a subsidiary.

### Key Financial Ratios

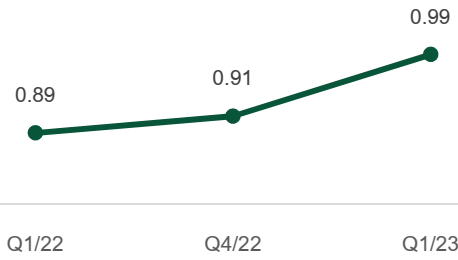
#### Current Ratio

Unit: Times



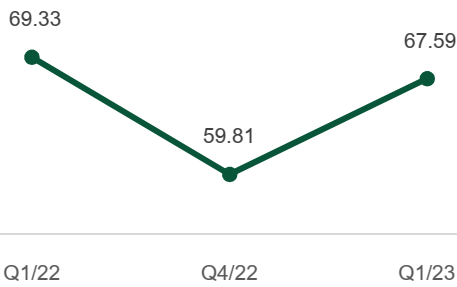
#### Quick Ratio

Unit: Times



#### Days Sales of Inventory (DSI)

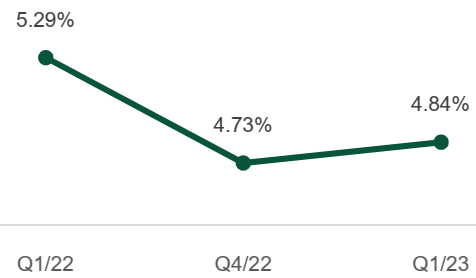
Unit: Days



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

#### ROA

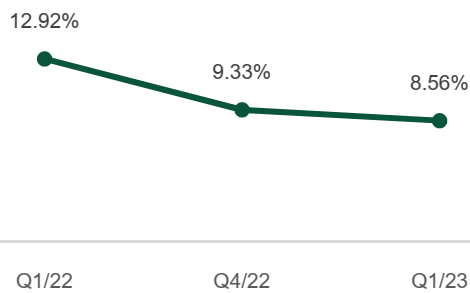
Unit: %



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

