

PTG Energy Public Company Limited

Management Discussion and Analysis

For the First Quarter Ended March 31, 2023



Investor Relations:

PTG Energy Public Company Limited

E-mail: ir@pt.co.th and Tel: +66 2168 3377 ext. 276



PTG Energy Public Company Limited
Management Discussion and Analysis
For the First Quarter Ended March 31, 2023

Executive Summary

In 1Q2023, the overall economy sustained its recovery, bolstered by growth in consumption, private investment, and the tourism sector as many countries have eased restrictions on international travel along with an increase in domestic travel from domestic travelers. Despite an upward trend in inflation, the rate of increase has slowed down. Consequently, the overall Thailand's oil consumption increased constantly by 1.6% YoY and 0.3% QoQ.

PTG Energy Public Company Limited ("The Company") reported its operating results for 1Q2023, indicating a total revenue of 50,936 MB. This represented an increase of 30.7% YoY and 4.0% QoQ, mainly attributed to the Oil Business, which recorded a growth of 28.6% YoY and 3.8% QoQ, reaching 47,790 MB. The rise of the aforementioned oil revenue was mainly due to 1) the continued record high sales volume of oil, increasing by 16.6% YoY and 4.7% QoQ, to 1,474 ML, and 2) the average oil retail price increasing by 10.4% YoY, but slightly decreasing by 0.9% QoQ, to THB 32.41 per liter.

The Non-Oil Business revenue showed a growth of 74.6% YoY and 6.7% QoQ to 3,146 MB, with the primary contributor being the LPG Business, which generated revenue of 1,941 MB, showing an 89.1% YoY and 9.5% QoQ increase. The growth was mainly attributed to 1) LPG sales volume which achieved the highest record of 151 ML, representing a 42.8% YoY and 8.7% QoQ increase, and 2) an average selling price of THB 12.86 per liter, which rose by 32.4% YoY and 0.7% QoQ. The Punthai Coffee Business saw an increase in revenue by 82.8% YoY and 5.1% QoQ, driven by the expansion of branches and the consistent patronage of PT Max Card and PT Max Card Plus customers.

The Company's gross profit in 1Q2023 stood at 3,167 MB, which grew by 23.0% YoY and 10.0% QoQ, with the main growth coming from the Oil Business, which increased by 18.5% YoY and 13.6% QoQ to 2,531 MB. Furthermore, the Company's Joint Venture performance showed an improvement, resulting in a higher share of profit from investment in associate and joint ventures, which increased by 53.2% YoY and 162.3% QoQ. The selling and administrative expenses (SG&A) were also managed in line with the Company's policy. As a result, the Company's operating profit before interest, tax, depreciation and amortization (EBITDA) was 1,455 MB, growing 15.2% YoY and 24.6% QoQ. The net profit in this quarter was equivalent to 284 MB, representing a growth of 73.6% YoY and an exceptional growth of 11,255.8% QoQ, and the basic earnings per share of THB 0.17 per share.

Significant Events in 1Q2023

Issued and Offered Debentures Amounting 1,000 MB along with Received a “BBB+” Credit Rating and “Stable” Outlook by Tris Rating

The Company issued and offered 2 debentures amounting 1,000 MB. The details are as follows:

- 1) Debenture no. 1/2023 valued 350 MB, with a maturity period of 2 years and 16 days. Throughout the lifespan of the debentures, there shall be no interest payments. Investors shall receive a total return per unit equivalent to the difference between the par value per unit and the offering price per unit, representing a discount rate of 3.25% per annum.
- 2) Debenture no. 2/2023 valued 650 MB, with a maturity period of 3 years and a fixed interest rate of 4.00% per annum.

The issuance of the aforementioned debentures primarily served the purpose of repaying the debentures of the debenture issuer which have matured on March 18, 2023. The Company has recently received a credit rating of "BBB+" with a "Stable" credit outlook from TRIS Rating Company Limited. The Company implemented stringent cost controls and deliberately managed investments in order to ensure adequate cash flow for the Company's long-term business operations.

Invested in ARINCARE, an Online Pharmacy Platform in Order to Expand its Presence into Pharmaceutical and Medical Sectors

The Company collaborated with Chularat Hospital (CHG) to invest in ARINCARE, a startup that offers an online pharmacy platform for pharmacists and pharmacies, with CHG as a major contributor. The decision was driven by the growth opportunities in the health and wellness industry, where pharmacies and pharmacists play a crucial role in providing quick access to medicines, pharmaceuticals, and healthcare services with affordable price, particularly for local communities. The joint investment aims to enable Thai citizens to access public health services through technology more comprehensively.

The aforesaid investment will also strengthen on the Company's extensive network of PT Max Card members, totaling over 19 million members, who can use their points to avail discounts on products and services offered by the ARINCARE system, consisting of over 3,500 stores in the platform nationwide. Besides, the investment will contribute to the expansion of NEXX Pharma pharmacy branches into the Company's PT service stations throughout Thailand's regions.

Partnered with Kasetsart University to Develop Education – Teaching - Research for Forming Business Professionals from the University to the Labor Market

The Company signed a memorandum of understanding on academic development cooperation in learning, teaching, research and activities with Kasetsart University. The objective is to expand the scope of educational support, academic development and various researches, which will enable students to be equipped with practical business skills and knowledge by utilizing the Company's business operations.

For more information, please contact Investor Relations via:

E-mail: ir@pt.co.th and Tel: +66 2168 3377 ext. 276

Such an endeavor will empower students to become competent entrepreneurs right from their academic years, thereby contributing to the national and international recognition of the Thai labor market.

Unveiled Future Roadmap, "Drive for Tomorrow," with the Aim of Achieving Sustainable Growth in all Dimensions of Oil and Non-Oil Businesses

The Company has held "PTG Business Outlook 2023: Drive for Tomorrow". This event revealed the future business plan on enhancing the service station and comprehensive service by PT Service Masters aiming to fulfill customers' utmost satisfaction and promote the "Well-Being and Contentedness" in all aspects of life. Furthermore, the Company disclosed its 5-year plan to grow its Oil and Non-Oil Businesses sustainably.

For the Oil Business, the Company plans to capture the oil retail market share of over 25% by 2027 through continuous expansion and renovation of PT service stations. The Company has also introduced PT Service Master to provide superior services, advice and promotions variously. Furthermore, the Company is utilizing and analyzing the data and information derived from PT Max Card members to create the best products and services, which currently exceed 19 million members. The Company is also organizing various marketing campaigns to attract more customers to enjoy services within PT service stations.

Regarding the Non-Oil Business, the Company aims to achieve a gross profit contribution of 50% by 2027 through a branch expansion strategy. The Company plans to expand its Punthai Coffee Shop to 1,500 branches by the end of 2023 and focus on the supply chain from upstream, midstream, and downstream in Punthai Coffee Shop and renewable energy businesses. The Company also plans to invest in new businesses that complement its investment theme and ecosystem, as well as co-invest in potential startups via Max Venture.

Recognized as a Top 50 Desirable Workplace for the New Generation in 2023

The Company was selected by Work Venture, one of the prominent consultants and leader in employer branding for top organizations in Thailand, as a TOP 50 desirable workplace for the new generation in 2023. This recognition reflects the high esteem and confidence the younger workforce holds for the Company. The Company is dedicated to fostering a modern and tech-savvy environment to boost work and business potential, while also providing ample opportunities for the new generation to showcase their talents and creative thinking. This approach cultivates a harmonious and productive work atmosphere for all employees.

Achieved "Most Potential Award", Reinforcing its Continuous Growth Potential

The Company achieved "Thailand Top Company Award 2023 - Most Potential Award" from BUSSINESS+ magazine, in partnership with ARIP Public Company Limited and the University of the Thai Chamber of Commerce. The award reflects the company's commitment to sustainable growth and providing excellent service to customers, achieved through a skilled and dedicated team in order to continue providing exceptional products and services to the customers.

Achieved “Product Innovation Award 2023” for Aluminum Gas Cylinder Product, "PT ALUMAX"

The Company’s subsidiary, Atlas Energy Public Company Limited, received the award in the consumer goods and home services category, organized by the BUSSINESS+ magazine, in partnership with Mahidol University. The Company was awarded from the product, "PT ALUMAX", which is the first to invent and distribute aluminum gas cylinders with safety innovation that exceeds conventional gas cylinders, such as seamless design, rust-free, lightweight, recyclable, and certified by the Thai Industrial Standards Institute (TISI).

Economy and Industry Overview in 1Q2023

Overview of Thailand's economy in 1Q2023 showed continuous recovery, as seen from the expansion of private consumption due to the easing of COVID-19 situation. Additionally, the tourism sector has significantly grown after many countries relaxed their travel restrictions. The number of foreign tourists entering Thailand in 1Q2023 reached 6,477,538 tourists, which increased tremendously by 5,980,197 tourists from the same period last year and 1,012,547 tourists from the previous quarter. The labor market, on the other hand, adjusted to the pre-COVID-19 pandemic level, indicating that economic activities are gradually recovering. Despite the impact of headline inflation on the cost of living, which in turn affects consumption, the rate of increase has persisted at a slower pace due to the decrease in oil and food prices.

In 1Q2023, the overall Thailand’s oil consumption increased by 1.6% YoY and 0.3% QoQ. The benzene fuel increased by 7.0% YoY, but decreased slightly by 0.6% QoQ, while the diesel fuel decreased slightly by 0.8% YoY and 0.7% QoQ.

In terms of oil consumption through retail channel in 1Q2023 went up by 5.7% YoY, but down slightly by 1.7% QoQ. The breakdown of individual products can be seen that the diesel fuel grew by 3.6% YoY attributed to the implementation of measures such as a reduction in the diesel excise tax and the oil fund mechanism which limited fuel prices to THB 35 per liter, but decreased by 1.7% QoQ. Meanwhile, the benzene fuel saw an increase of 9.6% YoY, but decreased by 1.8% QoQ.

Overall LPG consumption in 1Q2023 increased by 3.9% YoY and close to the previous quarter. The overall increase was largely due to the transportation sector, which grew by 11.8% YoY and slightly declined by 2.0% QoQ. For household sector increased by 0.2% YoY, but also saw a declined by 0.4% QoQ. Meanwhile, the industrial sector increased 7.6% YoY and 3.2% QoQ. The household sector accounted the largest contribution of 58.9%, although it has decreased from same period last year of 61.1%.

1Q2023 Financial Performance

Financial Performance Summary (MB)	1Q2023	4Q2022	1Q2022	%QoQ	%YoY
Revenue from Sales and Services	50,936	48,975	38,969	4.0%	30.7%
Revenue from Oil Business	47,790	46,027	37,167	3.8%	28.6%
Revenue from Non-Oil Business	3,146	2,948	1,802	6.7%	74.6%
Costs of Sales and Services	(47,768)	(46,096)	(36,394)	3.6%	31.3%
Costs from Oil Business	(45,258)	(43,800)	(35,031)	3.3%	29.2%
Costs from Non-Oil Business	(2,510)	(2,296)	(1,363)	9.3%	84.2%
Gross Profit	3,167	2,879	2,575	10.0%	23.0%
Gross Profit from Oil Business	2,531	2,228	2,136	13.6%	18.5%
Gross Profit from Non-Oil Business	636	651	439	-2.3%	44.8%
Gross Profit Contribution (%)					
Oil Business	79.9%	77.4%	82.9%		
Non-Oil Business	20.1%	22.6%	17.1%		
SG&A	(2,652)	(2,582)	(2,186)	2.7%	21.3%
Selling Expenses	(2,249)	(2,220)	(1,810)	1.3%	24.3%
Administrative Expenses	(403)	(362)	(376)	11.3%	7.1%
EBITDA	1,455	1,167	1,263	24.6%	15.2%
Finance Costs	(273)	(282)	(282)	-3.2%	-3.2%
Net Profit	284	3	163	11,255.8%	73.6%
Gross Profit Margin (%)	6.2%	5.9%	6.6%		
EBITDA Margin (%)	2.9%	2.4%	3.2%		
Net Profit Margin (%)	0.6%	0.0%	0.4%		
Basic Earnings Per Share (EPS)	0.17	(0.00)	0.10		

Revenue from Sales and Services in 1Q2023 was equivalent to 50,936 MB, which increased by 30.7% YoY and 4.0% QoQ, resulted from the Oil Business. The Revenue from Sales and Services of the Oil Business stood at 47,790 MB, an increase of 28.6% YoY and 3.8% QoQ. In this regard, the revenue contribution from the Oil Business was 93.8% of the total revenue. Whilst Non-Oil Business revenue also grew continually by 74.6% YoY and 6.7% QoQ to 3,146 MB.

Costs of Sales and Services in 1Q2023 stood at 47,768 MB, an increase of 31.3% YoY and 3.6% QoQ, which is in line with the growth of revenue. The Company recorded a **Gross Profit** of 3,167 MB, an increase of 23.0% YoY and 10.0% QoQ. The change was due to the gross profit of the Oil Business, which grew 18.5% YoY and 13.6% QoQ to 2,531 MB. As for the Non-Oil Business, gross profit was recorded at 636 MB, growing 44.8% YoY, but slightly decreasing 2.3% QoQ.

For more information, please contact Investor Relations via:

E-mail: ir@pt.co.th and Tel: +66 2168 3377 ext. 276

Selling, General, and Administrative Expenses (SG&As) amounted to 2,652 MB, which grew by 21.3% YoY and 2.7% QoQ. The Company maintained an effective cost control policy in alignment with the economic situation. The major expenses came from employee expenses, depreciation expenses, advertising, promotion, and service expenses etc.

- **The Employee Expense** was 1,068 MB, which increased by 21.6% YoY and 19.1% QoQ. The increase was mainly due to the Company's expansion, which caused the number of employees to rise accordingly. Additionally, the estimated employee expense was adjusted to be in accordance with the Company's performance.
- **The Depreciation Expense** was 790 MB, which rose by 7.0% YoY and similar to the previous quarter. This resulted from the expansion of service stations into high-potential areas such as Bangkok, metropolitan, and other major cities in order to enhance them into fully integrated oil service stations.
- **The Advertising, Promotion, and Service Expenses** were 367 MB, which increased by 41.2% YoY but declined by 15.6% QoQ as the Company continued to focus on customer satisfaction through creating the desired product and service, as well as brand awareness in the Non-Oil Business.

EBITDA and Net Profit the Company recorded EBITDA at 1,455 MB, which grew by 15.2% YoY and 24.6% QoQ. The growth was resulted from the gross profit in Oil Business that improved from the continuous growth in all channel of oil sales volume. In addition, the Company also recognized higher share of profit from investments of 53.2% YoY and 162.3% QoQ, which largely attributed from the overall improvement in the performance of the Company's joint ventures. As a result, the net profit amounted to 284 MB, an increase of 73.6% YoY and a significant increase of 11,255.8% QoQ.

Oil Business Summary

Number of PT Oil Service Stations and Key Figures of Oil Business	1Q2023	4Q2022	1Q2022	%QoQ	%YoY
PT Oil Services Stations					
COCO ¹	1,815	1,809	1,786	0.3%	1.6%
DODO	345	340	314	1.5%	9.9%
Total	2,160	2,149	2,100	0.5%	2.9%
Oil Sales Volume (ML)					
Retail Channel	1,432	1,378	1,197	4.0%	19.7%
Wholesales Channel	42	29	67	41.6%	-38.2%
Total	1,474	1,407	1,264	4.7%	16.6%
Proportion of Sales by Channel					
Retail Channel	97.2%	97.9%	94.7%		
Wholesales Channel	2.8%	2.1%	5.3%		

For more information, please contact Investor Relations via:

E-mail: ir@pt.co.th and Tel: +66 2168 3377 ext. 276

Number of PT Oil Service Stations and Key Figures of Oil Business	1Q2023	4Q2022	1Q2022	%QoQ	%YoY
Total	100.0%	100.0%	100.0%		
Proportion of Oil Sales Volume by Product					
Diesel	74.5%	73.1%	75.1%		
Mogas	25.5%	26.9%	24.9%		
Total	100.0%	100.0%	100.0%		

Remark: 1) Service stations that sell both oil and LPG (which used to be called "Mixed") will be counted both in oil service stations and LPG service stations.

Revenue from Sales and Services from Oil Business in 1Q2023 was 47,790 MB, grew by 28.6% YoY and 3.8% QoQ due to the following reasons:

- 1) Oil sales volume through all channels rose by 16.6% YoY and 4.7% QoQ to 1,474 ML, which was the highest oil sales volume recorded since 4Q2022. In this regard, oil sales volume through the station channel was at 1,432 ML, an increase of 19.7% YoY and 4.0% QoQ. Besides, the Company still ranked 2nd in terms of oil market share through the station channel of 19.2%, which increased considerably from the previous quarter of 17.9%. The growth from last year was mainly attributed to the ongoing economic recovery. For the growth comparison to the previous quarter was also driven by the consistent patronage of PT Max Card and PT Max Card Plus members. The PT Max Card Plus membership cards have various benefits offering for member customers, for example, the THB 0.5 discount per 1 liter of fuel, up to a maximum of 200 liters per month etc. In 1Q2023, the Company expanded service stations by 2.9% YoY and 0.5% QoQ to 2,160 stations.
- 2) The average oil retail price was equivalent to THB 32.41 per liter, increased by 10.4% YoY while decreased by 0.9% QoQ.

In this regard, the revenue contribution from the Oil Business was 93.8% of the total revenue.

Costs of Sales and Services amounted to 45,258 MB, reflecting a growth of 29.2% YoY and 3.3% QoQ. This increase was driven by 1) a rise in oil sales volume compared to the same period last year and the previous quarter, 2) A depiction of the oil cost structure can be observed through the average price of WTI , which decreased by 19.4% YoY and 7.5% QoQ to \$76.24 per barrel. This was one of the factors led to the government's oil fund management being more aligned with ex-refinery prices.

Gross Profit was recorded at 2,531 MB, increased by 18.5% YoY and 13.6% QoQ. The growth from the same period last year was due to the aforesaid higher oil sales volume as well as the government's ceiling on diesel and benzene marketing margin has been expanded, which has been in effective since February 15, 2023, resulting in an increase in gross profit per liter from the previous quarter at 8.5%. In this regard, gross profit in the Oil Business accounted for 79.9% in 1Q2023.

For more information, please contact Investor Relations via:

E-mail: ir@pt.co.th and Tel: +66 2168 3377 ext. 276

Non-Oil Business Summary

Touchpoints and Key Figures of Non-Oil Business	1Q2023	4Q2022	1Q2022	% QoQ	% YoY
LPG Business					
LPG Stations ¹	234	231	223	1.3%	4.9%
Gas Shop	273	253	193	7.9%	41.5%
Sales by Channel (ML)					
Auto LPG	102	102	75	-	36.4%
Household and Industrial LPG	49	36	31	33.4%	58.8%
Total	151	139	106	8.7%	42.9%
Proportion of Sales by Channel (%)					
Auto LPG	67.8%	73.8%	71.0%		
Household and Industrial LPG	32.2%	26.2%	29.0%		
Total	100.0%	100.0%	100.0%		
Other Touchpoints in Non-Oil Business					
Punthai Coffee	570	511	352	11.5%	61.9%
Coffee World	26	26	24	-	8.3%
Max Mart (Convenience Store)	318	309	277	2.9%	14.8%
Autobacs (Car Maintenance and Repair Service Center)	49	45	34	8.9%	44.1%
Maxnitron Lube Change (Oil Lubricant Change Center)	54	52	40	3.8%	35.0%
Max Camp (Rest Area)	67	64	52	4.7%	28.8%
EV Charging Station	35	35	17	-	105.9%
Total Non-Oil Touchpoints	1,626	1,526	1,212	6.6%	34.2%

Remark: 1) Service stations that sell both oil and LPG (which used to be called "Mixed") will be counted both in oil service stations and LPG service stations.

Revenue from Sales and Services from Non-Oil Business in 1Q2023 grew continuously and reached 3,146 MB, reflecting an increase of 74.6% YoY and 6.7% QoQ. This growth was driven by the following reasons:

- 1) LPG Business which operated by Atlas Energy Public Company Limited ("ATL") received an 89.1% YoY and 9.5% QoQ increase in revenue's growth to stand at 1,941 MB. As a result, LPG sales volume continued to set the highest record as well as oil at 151 ML, rose by 42.9% YoY and 8.7% QoQ, coupled with an average selling price of THB 12.86 per liter, an increased of 32.4% YoY and 0.7% QoQ.

The increase in LPG sales volume from the previous year came mainly from the Auto LPG, reaching 102 ML, grew by 36.4% YoY and similar to previous quarter. This was as a result of the implementation of two distinct projects namely : the "Taxi Transform" and "Auto Transform" projects, in order to connect everyone to the life of "Well-being and Contentedness" in every aspect of life, together with an effective

For more information, please contact Investor Relations via:

E-mail: ir@pt.co.th and Tel: +66 2168 3377 ext. 276

9/17

relationship-building and consistent customer service of the LPG Business. Another factor was also derived from the customers from loyalty program, PT Max Card and PT Max Card Plus membership. As a result, the Company still ranked 1st in terms of LPG market share through the Auto channel at 25.5% in 1Q2023. In term of station expansion, the Auto LPG service station increased to 234 stations, up by 3 stations from the previous quarter.

Moreover, the growth from the previous quarter was attributed to Household and Industrial LPG, which grew by 58.8% YoY and 33.4% QoQ, mainly derived from the expansion of the Household Gas Shop, which increased by 41.5% YoY and 7.9% QoQ, along with the aforementioned of the consistent patronage of PT Max Card and PT Max Card Plus membership, and the increase of customers' base in industrial sector.

- 2) Punthai Coffee Business recorded a revenue in 1Q2023 of 263 MB, indicating an increase of 82.8% YoY and 5.1% QoQ, due to the continued expansion of touchpoints to 570 touchpoints, reflecting a growth of 61.9% YoY and 11.5% QoQ. Furthermore, the consistent patronage of existing customers and loyalty customers, including PT Max Card and PT Max Card Plus members, along with heightened demand for non-coffee products, have also played a significant role in driving the its business growth.

In 1Q2023, the Company had 1,626 of Non-Oil touchpoints, an increased of 414 touchpoints or 34.2% YoY and 100 touchpoints or 6.6% QoQ. However, the revenue from Non-Oil Business contributed 6.2% of total revenue, which was higher than the contribution of 4.6% in the same period last year and comparable to the previous quarter's contribution of 6.0%.

Costs of Sales and Services amounted to 2,510 MB, grew by 84.2% YoY and 9.3% QoQ, attributed to the abovementioned of higher LPG sales volume along with the global energy prices that led to an increase in LPG costs. The Non-Oil Business generated a **Gross Profit** of 636 MB in 1Q2023, indicating a growth of 44.8% YoY and a slight decrease of 2.3% QoQ. The gross profit from Non-Oil Business accounted for 20.1% of the total gross profit, comprising LPG Business at 9.4%, Punthai Coffee Business at 4.8%, and other businesses at 5.9%, which include convenience stores business "Max Mart", lubricants "Maxnitron", and auto care services business "Autobacs", etc.

Statement of Financial Position as of March 31, 2023

Financial Position Summary (MB)	Mar 31, 2023	%	Dec 31, 2022	%	Amount Changes	% Changes
Cash and Cash Equivalents	1,770	3.9%	2,071	4.6%	-301	-14.6%
Trade and Other Receivables	1,124	2.5%	899	2.0%	225	25.0%
Inventories	2,836	6.2%	2,154	4.8%	682	31.6%
Total Current Assets	5,730	12.5%	5,125	11.4%	605	11.8%
Investment Properties	565	1.2%	546	1.2%	19	3.4%
Property, Plant, and Equipment	12,477	27.3%	12,356	27.3%	121	1.0%
Right-of-use Assets	22,896	50.1%	23,186	51.4%	-290	-1.2%
Deposits of Financial use as Collateral	5	0.0%	5	0.0%	0	0.2%
Investment in Joint Ventures	972	2.1%	952	2.1%	20	2.1%
Investment in Associates	1,001	2.2%	978	2.2%	23	2.4%
Financial Assets Measured at Fair Value through Other Comprehensive Income	582	1.3%	582	1.3%	0	0.0%
Intangible Assets	357	0.8%	355	0.8%	2	0.6%
Goodwill	53	0.1%	53	0.1%	0	0.0%
Other Non-Current Assets	1,073	2.3%	997	2.2%	76	7.6%
Total Assets	45,711	100.0%	45,135	100.0%	576	1.3%
Trade and Other Payables	8,390	18.4%	6,961	15.4%	1,429	20.5%
Short-term Loans & Loans due within 1 year	4,365	9.5%	5,798	12.8%	-1,433	-24.7%
Current Portion of Lease Liabilities	651	1.4%	629	1.4%	22	3.5%
Other Current Liabilities	344	0.8%	211	0.5%	133	62.9%
Total Current Liabilities	13,750	30.1%	13,599	30.1%	151	1.1%
Financial Lease Liabilities	19,221	42.0%	19,496	43.2%	-275	-1.4%
Long-Term Loans	3,524	7.7%	3,086	6.8%	438	14.2%
Deferred Tax Liabilities	56	0.1%	56	0.1%	0	0.5%
Other Non-Current Liabilities	584	1.3%	623	1.4%	-39	-6.2%
Total Liabilities	37,135	81.2%	36,860	81.6%	275	0.7%
Retained Earnings (Unappropriated)	5,564	12.2%	5,263	11.7%	301	5.7%
Others	3,012	6.6%	3,013	6.7%	0	0.0%
Total Equity	8,576	18.8%	8,275	18.3%	301	3.6%
Total Liabilities and Equity	45,711	100.0%	45,135	100.0%	576	1.3%

For more information, please contact Investor Relations via:

E-mail: ir@pt.co.th and Tel: +66 2168 3377 ext. 276

As of March 31, 2023, the Company's total assets amounted to 45,711 MB, an increase of 576 MB or 1.3% from the end of 2022. The significant rise was mainly due to the increase in inventories, rising by 682 MB, from the higher oil stock which was in line with the higher sales volume of Oil.

Meanwhile, the total liabilities increased to 37,135 MB, a rise of 275 MB or 0.7% from the end of 2022. The main contributing factors were as follows: 1) Trade and other payables grew by 1,429 which aligned with the aforesaid increase of inventories ; 2) Long-term loans increased by 438 MB or 14.2%, but this was partially offset by 3) Short-term Loans & Loans due within 1 year, which decreased by 1,433 MB. The Company aims to adjust its investment plan to be in line with the cash flow to promote stability and financial strength. The total equity amounted to 8,576 MB, reflecting an increase of 301 MB or 3.6% from the end of the previous year. Additionally, the sources and uses of funds statement can be elaborated from the table below;

Sources and Uses of Funds Summary (MB) as of March 31, 2023, and Long-term Liabilities and Outstanding Debentures (MB)

Sources and Uses of Funds Statement as of March 31, 2023 (Million Baht)			
Sources of Funds		Uses of Funds	
Cash from Operations	2,013	Payment of Interest and Tax (Net)	320
Proceeds from Disposals of Plant and Equipment	2	Payments for Purchases of Property, Plant and Equipment and Investment Property	711
Proceeds from Issuance of Debentures	1,000	Investment in Right of Use Assets and Intangible Assets	96
		Payments for Investment in Joint Ventures and Associates	9
		Payments for Long Term Loans and Bank Overdrafts from Financial Institutions	475
		Payments for Short-Term Loans from Third Party	500
		Payments for Finance Leases	202
		Payments for Long-term Loans from Other Party	1
		Payments on Redemption of Debentures (Net)	1,003
		Cash Decrease	301
Total	3,015	Total	3,015

Accreditation	
Credit Rating (TRIS Rating)	BBB+
CG Score	Excellent: 5 Stars
CAC	Certified CAC
ESG Index	THSI

Long-term Liabilities and Outstanding Debentures (MB)				
Year	Debentures	Maturity	Loans	Maturity
Apr-Dec 2023	1,000	1,000		1,353
2024		200		1,114
2025		1,350		470
2026		650		140
2027				128

Management Outlook and Business Direction

2023 Operational Targets	
Number of Stations / Touchpoints	
Oil Services Station	2,206 Stations
Non-Oil Business	2,748 Touchpoints
Auto LPG Stations and Household Gas Shop	574 Touchpoints
Punthai Coffee	1,500 Touchpoints
Other Non-Oil Business' Touchpoints	674 Touchpoints
Oil Sales Volume Growth (%YoY)	8-12%
LPG Sales Volume Growth (%YoY)	40-60%
Non-Oil Business Sales Volume Growth (%YoY)	80-90%
Non-Oil Business Gross Profit Contribution	20-30%
EBITDA Growth (%YoY)	8-12%
Investment Budget	5,000-6,000 MB

The Oil Sales Volume Has Been Consistently Setting New Records Since 4Q2022 and Is Expected to Continue Growing by 8-12% YoY throughout 2023.

In 4Q2022, the Company achieved a record-breaking oil sales volume of 1,407 ML, resulting in a year-on-year growth rate of 6-10%. This was attributed to the relaxation of COVID-19 measures, economic activities rebounded, the tourism sector fully welcomed international visitors since July 2022 onwards, along with the fully termination of COVID-19 restriction (Zero COVID) in the People's Republic of China. With the aforesaid external positive factors and the Company's strategies, still continually contributed to a new high of oil sales volume in 1Q2023 of 1,474 ML, reflecting a 16.6% YoY and 4.7% QoQ increase.

Additionally, the Company expects oil sales volume to grow at a rate of 8-12% YoY in 2023, in line with the aforementioned economic recovery. The Company's oil business is anticipated to receive significant support this year from several factors, including the launch of new businesses that are heavily reliant on

For more information, please contact Investor Relations via:

E-mail: ir@pt.co.th and Tel: +66 2168 3377 ext. 276

transportation and energy consumption, continued usage of PT Max Card and PT Max Card Plus memberships, and the expansion of service stations to a total of 2,206 stations in this year.

Continuously Focusing on Non-Oil Touchpoint Expansion to Create the Company's Sustainable Growth

In 2023, the Company aims to have 2,748 Non-Oil touchpoints, with a focus on expanding Punthai Coffee branches both inside and outside PT service stations to 1,500 branches, as well as expanding the touchpoints of LPG business to 574 touchpoints. In 1Q2023, the Company expanded its Non-Oil Business by 100 touchpoints to reach a total of 1,626 touchpoints, increased by 34.2% and 6.6% QoQ. The increase in touchpoints was led by 59 Punthai Coffee branches, 23 LPG business touchpoints, 9 Max Mart convenience stores, 4 Autobacs branches, 3 rest areas of Max Camp, and 2 Maxnitron Lube Change branches. Additionally, the Company targets Non-Oil Business sales volume growth of 80-90% and Non-Oil Business gross profit contribution of 20-30%.

The Oil Business is Experiencing a Continuous Growth, Raised Roadmap to 25% Oil Market Share in 2027

The Company recorded the new highest oil sales volume of 1,474 ML in 1Q2023, rose by 16.6% YoY and 4.7% QoQ. As a result of the relaxation of the COVID-19 measures, which led to the abovementioned of a rebound in economic activities and road transportation. Therefore, in order to drive the Oil Business to grow in line with the ongoing economic recovery, the Company has set an ambitious target of achieving 25% oil market share by 2027, with the following 3 key strategies:

1) Oil Service Station Expansion and Renovation

This year, the Company has set a target to expand upto 2,206 oil service stations at the major routes of Thailand, with a further goal of reaching 2,406 stations by 2027. In addition to expanding the number of oil service stations, the Company is also enhancing and renovating existing stations to provide more shops and facilities, aiming to create a comprehensive ecosystem for the customers. As a result, sales volumes at each of the existing stations have increased significantly.

2) Service Innovation

The Company has a special team of employees called PT Service Masters who have undergone specific training to provide excellent services to customers at PT oil service stations. These PT Service Masters will introduce products, services, and promotions to enhance customer experience. The Company aims to have 500 and 2,500 PT Service Masters nationwide in 2023 and 2027, respectively. Additionally, the Company is continuously expanded Max Camp rest areas to provide convenience and reduce road accidents for all types of car users. The Company aims to reach a total of 75 and 141 Max Camp rest areas by the end of 2023 and 2027, respectively.

3) Data Optimization

The Company will analyze data from the customer base of PT Max Card, PT Max Card Plus, Max Enterprise Connect, and Max Me application in order to provide products and services that are optimally tailored to the needs of customers.

The Non-Oil Business also Recorded Continuous Growth, Revealed a Plan to Achieve a 50% Gross Profit

Contribution in 2027

In the past, the Company has always focused on promoting the growth of the Non-Oil Business. This can be observed from the Non-Oil Business gross profit contribution in 1Q2023, which amounted to 20.1%, increased from 17.1% in 1Q2022. In order to further drive the growth of the Non-Oil Business and make it a key driver of the Company's future success, the Company has set a target of achieving a 50% gross profit proportion for the Non-Oil Business by 2027, with the following 3 key strategies:

1) Stores/Touchpoints Expansion

The Company has formulated a plan to significantly enlarge the network of Punthai coffee, not only inside PT service stations, but also outside of PT service station areas, such as in the central business districts (CBD), tourist destinations and major cities in several regions etc. The Company also emphasizes on expanding through "franchise" model that offers up to 5 models of selections. The Company aims to have 1,500 branches of Punthai coffee by 2023, with a target of increasing to 5,000 branches nationwide by the end of 2027. Additionally, the Company is focusing on expanding its household gas shop due to the higher growth potential in the market. The Autobacs, which provides car maintenance services, has experienced substantial growth and is one of a major area of focus for the Company in delivering premium services and striving to establish itself as a market leader in the future.

2) Partner and Joint Venture Investment

The Company is strengthening its supply chain from upstream to downstream by procuring and sourcing premium local ingredients from local farmers in various locations of Thailand to create the unique and distinctive menus within Punthai Coffee. This will also lead to the Company's objective in order to improve local farmers' "Well-Being, and Contentedness" in all aspect of life. The Company also focusing on the renewable energy by invested in PPP Green Complex Public Company Limited, which produces biodiesel (B100) from palm oil. The Company has also invested in municipal waste power plants in Ban Phru Subdistrict, Songkhla Province, to help reduce waste, odors, and wastewater and promote the health, environment, and well-being of people in the community. Furthermore, the Company has jointly invested with the Electricity Generating Authority of Thailand (EGAT) to install EV charging stations for passenger cars in PT service stations, as well as implementing solar rooftops to reduce electricity expenses. Moreover, the Company intends to invest in various prospective businesses that align with the Company's investment theme in the future to enhance synergies.

3) Co-Creation and Investment in Startups

Max Venture Company Limited, a subsidiary of the Company, operates its business by initiating new projects that will complete the Company's ecosystem. These include the pharmacy store "Nexx Pharma," the online lifestyle platform "Pa Tour," and a fried chicken shop called "Niao Kai Station." In addition to these projects, Max Ventures Company Limited has also invested in start-up businesses that have potential and that can be beneficial to the Company's existing businesses. One of the examples is "360 Truck", a platform that

matches individuals seeking to hire trucks with empty trucks available for use, and "ARINCARE" is an online pharmacy platform with a network of more than 3,500 pharmacy stores in the system.

Sustainability Management

The Company recognizes the importance of conducting its business with responsibility and consideration for all stakeholders. Therefore, the Company merges the determination to develop sustainable business with its operational strategies, aiming to connect everyone to a life of "Well-Being and Contentedness" in all aspects of life.

The objective is to drive the organization sustainably in all dimensions with a focus on maintaining a balance between economic, social and environmental operations. Thus, in 1Q2023, the Company conducted various projects intending to operate the business with good corporate governance, consider all stakeholders and be responsible for both society and the community. The details are as follows;

Corporate Social and Community Responsibility

- **Promoting Local Ingredients**

The Company collaborated with the Department of Internal Trade, Ministry of Commerce, to initiate a project called "Together with PT in Helping the Laying Hen Farmers". The project rewards PT Max Card and PT Max Card Plus members with eggs when they refuel Oil or LPG gas worth more than 300 baht per slip at participating PT service stations in 13 provinces. The project aims to assist laying hen farmers who have been impacted by an oversupply of eggs resulting from reduced demand caused by economic conditions. Moreover, the increased costs of animal feed and fuel have also affected laying hen farmers throughout the supply chain.

- **Promoting the Quality of Life in the Community**

The Company organized activities, namely PT Volunteer Camp "We Care, Leave No-one Behind", to create beneficial activities for the community, society, and environment. In this quarter, the Company came to support the quality of education, health, and people's well-being in Bueng Phra Sub-district, Mueang Phitsanulok District, Phitsanulok Province. Activities have been organized variously including;

- **Eye Examination for the Elderly Project:** The Company organized an activity that promotes health and improves the lives of people in the community by measuring eyesight and providing knowledge from ophthalmologists to 500 elderly people. The aim is to provide applicable knowledge that can be used in daily life, with the objective of improving the quality of life for everyone sustainably.

Currently, the Company has distributed over 2,800 new prescription eyeglasses to the elderly.

- **Educational Opportunities Supporting Project:** The Company provided support to 3 educational institutions in Bueng Phra Sub-district, Mueang Phitsanulok District, Phitsanulok Province. In this regard, the Company provided scholarships, teaching materials, sports equipment, first aid kits, as well as vegetable seeds to the educational institutions, enabling them to use the vegetables for lunch preparation. Additionally, in collaboration with PT Phitsanulok Oil Depot, the Company

improved the school fence, provided books and teaching materials, and enhanced the library for students at Wat Mai Rat Saththatham School.

- **PT Creating Lung for Community Project:** The Company also grew plants to increase green areas around Wat Mai Rat Saththatham School. In addition to this project, the Company also distributed edible plants among villagers, enabling them to grow it at home.