

No. WHAUP.CFR 000195/2023

November 9, 2023

Attention: Managing Director - Stock Exchange of Thailand

Subject: Report of Financial Results for the third quarter of 2023

1. Executive Summary

WHA Utilities and Power Public Company Limited (“WHAUP” or “the Company”) announced the Q3/2023 results, with Normalized Net Profit of THB 475.3 million and Net Profit of THB 511.5 million, an increase of 426.3% and 1,843.56% respectively from Q3/2022. Additionally, the Company reported the Net profit in 9M’23 of THB 1,249.5 million, an increase of 304.1%, and the Net profit of THB 1,123.2 million, an increase of THB 147.4 compared to 9M’22.

(Unit: Million Baht)

Consolidated Financial Statements	Quarter 3	Quarter 3	% Change	YTD	YTD	%
	2023	2022	YoY	2023	2022	Change
Total Revenue	689.7	622.2	10.9%	2,103.2	1,793.8	17.3%
Gross Profit	238.1	222.9	6.8%	802.4	630.4	27.3%
Normalized Share of Profit and Dividend Income from Investments in Associated	492.6	62.0	694.6%	940.0	315.2	198.2%
Net Profit attributable to Owners of the Parent	511.5	26.3	1,843.6%	1,249.5	309.2	304.1%
Normalized Net Profit attributable to Owners of the Parent¹	475.3	90.3	426.3%	1,123.2	423.5	165.2%

¹ Normalized Net Profit attributable to Owners of the Parents is Net Profit attributable to Owners of the Parent excluding Foreign Exchange Gain/Loss and related Tax.

Q3/2023 vs Q3/2022

In Q3/2023, The Company had Normalized Net Profit of THB 475.3 million, a 426.3% increase from Q3/2022. Contributing factors leading to the increase were mainly from the improved performance of the Power business, particularly the SPP power plants, due to the Ft adjustment that reflects the cost of natural gas. This has led to higher profits from the sale of electricity to industrial customers. In addition, the performance of Gheco-One has improved with higher availability payments. While the renewable energy business continues to experience growth.

For the Domestic Utilities Business, in Q3/2023, utilities sale volume grew by 12% year-on-year, mainly due to Raw Water and Value-added products from major power customers which led to a 6.3% revenue growth for the Domestic Utilities Business compared to Q3/2022.

For the International Utilities Business, in Q3/2023, the volume of international water sales continued to grow significantly, with 16.7% year-on-year increase, mainly from Duong River project, and an increase in water tariffs also contributed to this outcome resulting in the Company realized Normalized Share of Profit from the Duong River project of THB 10.5 million in Q3’23 while the Company realized of THB 61.9 million in Q3’22.

9M/2023 vs 9M/2022

In 9M/2023, the Company achieved Normalized Net Profit of THB 1,123.2 million, increased by 165.2% year-on-year. The increase was mainly due to the improved performance of the SPP power plants due to the Ft adjustment that reflects the increased cost of natural gas. This has led to better margins from the sale of electricity to industrial customers when compared to the same period last year and the improved performance of Gheco-One. Additionally, the revenue from renewable energy business continues to experience phenomenal growth, with an 88.2% year-on-year increase, primarily attributed to the expansion of production capacity through new Solar Rooftop Installations and EPC Service installations.

For Domestic Utilities Business, in 9M/2023, domestic sales volume increase by 1.4% year-on-year mainly due to Raw Water and Value-added products from major power customers. However, there was some decline in industrial water sales to petrochemical customers' shutdowns in the 1H/2023.

For the International Utilities Business, in 9M/2023, the volume of international water sales continued to grow significantly, with 18.3% year-on-year increase, mainly attributed from Duong River project, which achieved 19.2% growth compared to the same period last year. This improvement stemmed from the company's efforts to expand its customer base and service coverage in water supply. Furthermore, an increase in water tariffs also contributed to this outcome resulting in the Company realized Normalized Share of Loss from the Duong River project of THB 1.8 million, an improvement from 9M/2023 when the Normalized Share of Loss was THB 90.2 million.

Significant Events in Q3/2023

- In Q3/2023, the Company has an additional solar rooftop project with capacity of 2 MW which are achieved commercial operation date (COD), bringing total solar capacity which already COD to 106 MW.
- As of Q3/2023, the Company signed additional Solar Power Purchase Agreement of 9 agreements which can be divided to Private PPA projects of 6 agreements in totaling installed capacity of 12 MW, and EPC service projects of 3 agreements in totaling installed capacity of 0.8 MW, bringing the total contractual capacity of Private PPA to 179 MW and total installed capacity in proportion to equity to around 730 equity MW.
- In Q3/2023, the Company has been continuously expanding the production capacity of Solar Rooftop. The Company has signed a contract with Auto Alliance (Thailand) Company Limited (AAT) to install Solar Floating panels with a capacity of 8 MW on 60,000 sqm area, utilizing space from reservoir within the ESIE industrial estate of the WHA Group. This project is schedule to be complete and commissioning in Q3/2024
- TRIS Rating affirmed the company's credit rating and debenture's rating at A- level with "stable" outlook. This indicates the company's positive outlook for revenue growth prospects from its utilities and power businesses in domestic and Vietnam, and its continue to grow of Solar rooftop business and strong financial status to support operation and future business expansion as well as stable cash flow of the Company.
- On 6 November 2023, the Company has attained the highest rating of "AAA" in SET ESG Ratings 2023, Listed as a sustainable stock for 4th consecutive year. This recognition reflects the company's strong commitment to creating sustainable growth in line with the principles of Environment, Social, and Governance (ESG).
- On 9 November 2023, the Company's Board approve-d an interim dividend payment for first 9 month of 2023 (Jan - Sep) of THB 0.060 per share. The XD sign will be posted on 22 November 2023 and the due date for dividend payment will be on 4 December 2023, respectively. This reflects the growth potential and stable cash flow from its businesses.

2. Operating Results

(Unit: Million Baht)

Consolidated Financial Statements	Quarter 3	Quarter 3	% Change	YTD	YTD	% Change
	2023	2022	YoY	2023	2022	
Total Revenue	689.7	622.2	10.9%	2,103.2	1,793.8	17.3%
● Utilities Business	582.2	547.5	6.3%	1,768.4	1,615.9	9.4%
○ Operating Revenue ¹	568.0	476.7	19.1%	1,606.7	1,519.8	5.7%
○ Other Revenue from Utilities Business ²	14.2	70.8	(79.9%)	161.8	96.1	68.4%
● Power Business	107.5	74.7	44.0%	334.8	177.9	88.2%
Costs of Sales and Services	(460.0)	(406.4)	(13.2%)	(1,325.5)	(1,399.4)	5.3%
Gross Profit	229.7	215.8	6.5%	777.7	610.1	27.5%
Gross Profit from Operation³	215.5	145.0	48.6%	615.9	514.1	19.8%
Other Income ⁴	83.1	8.6	872.3%	99.2	62.1	59.7%
Gain from Financial Assets	15.5	26.9	(42.4%)	39.7	36.1	10.0%
Expected credit Loss on Financial Assets	(0.3)	(0.1)	(440.5%)	(0.8)	10.0	(108.4%)
Loss from Revalue Investment ⁵	(65.8)	0.0	N/A	(72.1)	(14.4)	399.6%
Administrative Expenses	(61.4)	(55.0)	11.7%	(174.2)	(173.9)	0.2%
Gain/ (Loss) from Exchange Rate ⁶	82.1	226.9	(63.8%)	189.8	381.9	(50.3%)
Share of Profit from Investments in Associated and Joint Ventures	361.0	(257.8)	240.0%	773.0	(240.3)	421.7%
Financial Costs	(123.1)	(116.0)	6.2%	(347.9)	(316.1)	10.1%
Income Tax (Expenses) Income	(9.3)	(23.1)	(59.7%)	(34.8)	(46.5)	(25.0%)
Profit attributable to Owners of the Parent	511.5	26.3	1,843.7%	1,249.5	309.2	304.1%
Foreign Exchange Loss / (Gain) ⁷	(41.1)	55.6	(174.0%)	(137.5)	102.1	(234.7%)
Income Tax Related to FX gain ⁸	4.9	8.4	(42.4%)	11.2	12.2	(8.7%)
Normalized Net Profit⁹	475.3	90.3	426.3%	1,123.2	423.5	165.2%
Key profitability Ratio:						
Gross Profit Margin	33.3%	34.7%		37.0%	34.0%	
Net Profit Margin ¹⁰	45.1%	7.1%		39.0%	15.2%	

¹ Operating Revenue consists of 1) Raw Water Sales 2) Industrial Water Sales 3) Value added Product 4) Wastewater Treatment Services.

² Other Utilities Revenue consists of Excessive Charge and Service Fees for Wastewater Management

³ Gross Profit from Operation excludes Other Revenue from Utilities Business

⁴ Interest Income, Dividend Income from GIPP is an example of Other Income

⁵ Loss from Revalue Investment is derived from investment in GIPP from applicable of TFRS9 accounting standard

⁶ Foreign Exchange (Gain) / Loss consists of unrealized and realized Loss (Gain) on exchange rate from USD Loan from Subsidiaries

⁷ Foreign Exchange Gain / (Loss) consists of unrealized and realized Loss (Gain) on exchange rate from USD Loan from Subsidiaries and Associates

⁸ Income Tax Related to FX Gain is derived from Gain on exchange rate from USD Loan to related parties at WUPIN.

⁹ Normalized Net Profit is Profit attributable to Owners of the Parent excluding Foreign Exchange Gain/Loss and related tax.

¹⁰ Net Profit Margin is calculated by dividing Net Profit attributable to Owners of the Parent by Total Revenue and Share of Profit and Other Income

Total Revenue

In Q3/2023, Total Revenue was THB 689.7 million, increasing by 10.9% from THB 622.2 million in Q3/2022, mainly due to

- Total Revenue from Utilities Business continued to grow by 6.3% year-on-year mainly due to revenue from Raw Water and water tariff adjustment result in Utilities Business growth year-on-year.
- Revenue from Power Business increased by 44.0%, The primary reason is due to the growth in power generation capacity (MW) from the gradual commercial operation date (COD) of solar power plants.

In 9M/2023, Total Revenue was THB 2,103.2 million, increasing by 17.3% from 9M/2022, mainly due to

- Total Revenue from Utilities Business continued to grow by 9.4% year-on-year mainly due to revenue from Excessive Charge and water tariff adjustment result in Utilities Business growth year-on-year.
- Revenue from Power business increased by 88.2% year-on-year, The primary reason is due to the growth in power generation capacity (MW) from the gradual commercial operation date (COD) of solar power plants and the installation of solar panels (EPC Service).

Gross Profit and Gross Profit from Operation

In Q3/2023, Gross Profit was THB 229.7 million, increasing by 6.5% year-on-year from THB 215.8 million. Gross Profit from Operation was THB 215.5 million, increasing by 48.6% from THB 145.0 million when compared with the same period in the previous year.

In 9M/2023, Gross Profit was THB 777.7 million, increasing by 27.5% from THB 610.1 million from 9M/2022, and Gross Profit from Operation was THB 615.9 million, increased by 19.8% from THB 514.1 million in 9M/2022.

The main factors that raised Gross Profit in Q3/23 were revenue from the Power Business due to the growth in power generation capacity (MW) from the gradual commercial operation date (COD) of solar power plants and the revenue from Utilities Business especially Raw Water, and when compared in 9M/2023 to 9M'2022, the key factors that raised Gross Profit were the Power Business due to the installation of solar panels (EPC) and the growth in power generation capacity (MW) from the gradual commercial operation date (COD) of solar power plants, and the revenue from utilities business especially Excessive Charge.

Share of Profit and Dividend Income from Investment in Associates and Joint Ventures (“Share of Profit and Dividend Income from Investment”)

(Unit: Million Baht)

Share of Profit and Dividend Income from Investment	Quarter 3 2023	Quarter 3 2022	% Change YoY	YTD 2023	YTD 2022	% Change
Share of Profit and Dividend Income from Investment:	436.1	(247.5)	276.2%	848.0	(204.9)	513.9%
● Utilities Business	8.6	(63.0)	113.7%	(16.2)	(124.9)	87.0%
● Power Business	427.4	(184.5)	331.7%	864.2	(80.0)	1,180.6%
Adjustment Items:						
● Foreign Exchange Loss / (Gain) related to Share of Profit	56.6	309.5	(81.7%)	92.0	520.1	(82.3%)
Normalized Share of Profit and Dividend from Investment¹:	492.6	62.0	694.6%	940.0	315.2	76.7%
● Utilities Business	8.6	(63.0)	113.7%	(9.2)	(124.9)	71.2%
● Power Business	483.9	125.0	287.2%	949.3	440.1	47.6%

¹ Normalized Share of Profit and Dividend from Investment is adjusted from Share of Profit by excluding Foreign Exchange Loss / (Gain)

In Q3/2023, Normalized Share of Profit and Dividend Income from Investments increased by 694.6% year-on-year. This was mainly due to

- Normalized Share of Profit from Power business increased by 287.2% mainly due to a SPP derived by the Ft adjustment that reflects the cost of natural gas, resulting in better margin from electricity sold to industrial users in Q3/2023, and from IPP, derived by Gheco-One from received higher availability payment when compared to Q3/2022.
- The Company’s recognized higher share of profit increased by 113.7% driven by Duong River project due to an increase in water tariff and higher sale volume year-on-year.

In 9M/2023, Normalized Share of Profit and Dividend from Investment was THB 940.0 million. An increase of 198.2% 9M/2022 mainly due to SPPs power plant from the Ft adjustment, resulting in better energy margin from electricity sold to industrial users. In the meantime, the Company experienced a reduction in its share of losses from Duong River Project mainly due to sales volume growth by 19.2% year-on-year in 9M/23. Result in the Company’s recognized the share of losses from Doung River was THB 1.8 million in 9M/2023 while 9M/2022 the Company’s recognized was THB 90.2 million.

Net Profit attributable to Owners of the Parent

In Q3/2023, Net Profit attributable to Owners of the Parent was THB 511.5 million. An increase of 1,843.6% from THB 26.3 million compared with the same period prior year were mainly due to

- The share of Profit from Investments in Associates and Joint Ventures increased by THB 618.8 million.
- An increase in Gross Profit of THB 14.0 million due to higher revenue from solar business and utilities business.

In 9M/2023, Net Profit attributable to Owners of the Parent was THB 1,249.5 million. An increase of 304.1% from THB 309.2 million in 9M/2022 was mainly due to

- Share of Profit from Investments in Associates and Joint Ventures increased by THB 1,013.2 million.
- An increase in Gross Profit of THB 167.6 million due to higher revenue from Solar Business and Utilities Business.

Normalized Net Profit or Normalized Net Profit attributable to Owners of the Parent

The Normalized Net Profit attributable to Owners of the Parent is Net Profit attributable to Owners of the Parent adjusted by Foreign Exchange (Gain) / (Loss) and Income Tax related to Foreign Exchange Gain on USD Loan.

In Q3/2023, there was an adjustment on Foreign Exchange Gain / (Loss) and Income Tax Related to FX gain of THB 36.2 million. As a result, the Company's Normalized Net Profit attributable to Owners of the Parent was THB 475.3 million, increased by 426.3% compared to Q3/2022.

In 9M/2023, there was an adjustment on Foreign Exchange Gain / (Loss) of THB 126.3 million. As a result, the Company reported Normalized Net Profit attributable to Owners of the Parent of THB 1,123.2 million, increasing by 165.2% when compared with 9M/2022.

3. Performance by Utilities

3.1 Utilities Business

Details of Total Revenue and Share of Profit are as below.

(Unit: Million Baht)

Utilities Business	Quarter 3 2023	Quarter 3 2022	% Change YoY	YTD 2023	YTD 2022	% Change
Total Revenue from Utilities Business	582.2	547.5	6.3%	1,768.4	1,615.9	9.4%
- Raw Water Sales	136.9	91.4	49.8%	396.6	327.1	21.2%
- Industrial Water Sales	327.2	296.3	10.4%	923.0	938.6	(1.7%)
- Value Added Water Sales	57.1	48.7	17.1%	154.8	130.9	18.2%
- Wastewater Treatment Services	46.9	40.3	16.2%	132.3	123.1	7.4%
- Other Income from Utilities Business ¹	14.2	70.8	(79.9%)	161.8	96.1	68.4%
Share of Profit from Utilities Business²	8.6	(63.0)	113.7%	(16.2)	(124.9)	87.0%
Total Revenue and Share of Profit from Utilities Business	590.8	484.5	21.9%	1,752.2	1,490.9	17.5%
Total Revenue & Normalized Share of Profit from Utilities Business³	590.8	484.5	21.9%	1,759.2	1,490.9	18.0%

¹ Other Utilities Revenue consists of Excessive Charge, Service Fees for Wastewater Management

² Share of Profit from Utilities Business consists of Share of Profit from domestic investment in WHAUP AIE and in Vietnam Utilities Companies namely Cua Lo and SDWTP

³ Normalized Share of Profit is excluding Foreign Exchange (Gain)/Loss

In Q3/2023, Total Revenue and Share of Profit from Utilities Business was THB 590.8 million, increased by 21.9% compared to the same period previous year mainly due to

- Total Revenue from Utilities Business in Q3/2023 increased by THB 34.7 million mainly due to an increase in revenue from Raw Water, Value-Added product, Wastewater Management and Industrial Water.
- A lower Share of Loss from investment in SDWTP project of THB 71.6 million, the main factor that an increased in share of profit for SDWTP of THB 41.9 million. This improvement derived from the company's efforts to expand its customer base and service coverage in water supply, as well as the revival of Vietnam's economy.

In 9M/2023, Total Revenue and Share of Profit from Utilities Business was THB 1,752.2 million, increasing by 17.5% when compared to 9M/2022. Total Revenue from Utilities Business was THB 1,768.4 million, increasing by 9.4%. Moreover, the Company recorded a lower Share of Loss due to increasing water demand from Doung River project and the upward revision of water tariffs in January, while Total Revenue and Normalized Share of Profit from Utilities Business in 9M/2023 was THB 1,759.2 million, increased by 18.0% compared to 9M/2022.

Details of Total Domestic Utilities Sales Volume in Thailand and aboard are as follow.

(Unit: Million Cubic Meters)

Total Domestic Utilities Sales Volume	Quarter 3 2023	Quarter 3 2022	% Change YoY	YTD 2023	YTD 2022	% Change
Raw Water Sales Volume	8.5	6.1	40.0%	24.2	20.2	19.9%
Industrial Water Sales Volume ¹	12.3	12.1	1.5%	35.3	38.3	(8.0%)
Value Added Water Sales Volume ²	1.6	1.4	10.4%	4.5	3.9	14.4%
Wastewater Treatment Services Volume	9.8	9.1	7.6%	28.2	28.5	(1.0%)
Total Domestic Utilities Sales Volume	32.1	28.7	12.0%	92.2	91.0	4.5%

¹Industrial Water consists of Process Water and Clarified Water

²Value Added Water consists of Demineralized Water and Premium Clarified Water

3.2 Power Business

In Q3/2023, Total Revenue, Share of Profit and Dividend Income from investment in Power Business was THB 534.9 million tremendously increased by 587.2% year-on-year. For the Company's Normalized total Revenue, Share of Profit and Dividend income from investment in Power Business was THB 591.5 million increased by 196.2% year-on-year. The primary reason is due to the installation of solar panels (EPC) compared to the same period last year and the growth in power generation capacity (MW) from the gradual commercial operation date (COD) of solar power plants. Additionally, the Normalized Share of Profit from 8 SPPs business has seen significant improvement driven by Ft adjustment. This has led to higher profits from the sale of electricity to industrial customers. And another driver is an increase in the Normalized Share of Profit from Gheco-One.

In 9M/2023, the Company had Total Revenue, Share of Profit and Dividend Income from Investments in Power Business of THB 1,199.0 million increased by 1,124.4% from THB 97.9 million in 9M/2022. While Normalized Total Revenue, Share of Profit and Dividend income from investment in Power Business was THB 1,284.0 million increased by 107.8% compared to 9M/2022. The key drivers to the major improvement were the renewable energy business from solar rooftop and Normalized Share of Profit driven by SPP from the Ft adjustment, and from Gheco-One due to higher received availability payment compared to 9M/2022.

(Unit: Million Baht)

Power Business	Quarter 3	Quarter 3	% Change	YTD	YTD	%
	2023	2022	YoY	2023	2022	Change
Revenue from Power Business	107.5	74.7	44.0%	334.8	177.9	88.2%
Share of Profit from Power Business	352.4	(194.8)	280.9%	789.2	(115.3)	784.3%
Dividend Income	75.0	10.4	623.9%	75.0	35.4	112.1%
Total Revenue, Share of Profit and Dividend Income from Investments in Power Business	534.9	(109.8)	587.2%	1,199.0	97.9	1,124.4%
Normalized Total Revenue, Share of Profit and Dividend Income from Investments in Power Business¹:	591.5	199.7	196.2%	1,284.0	618.0	107.8%
- Revenue from Power Business	107.5	74.7	44.0%	334.8	177.9	88.2%
- Normalized Share of Profit	408.9	114.6	256.7%	874.2	404.8	116.0%
- IPP	176.9	70.9	149.4%	223.5	105.0	112.8%
- SPP	224.2	42.8	423.3%	621.1	281.7	120.5%
- Others ³	7.9	0.9	805.3%	29.7	18.1	64.1%
- Dividend Income	75.0	10.4	623.9%	75.0	35.4	112.1%

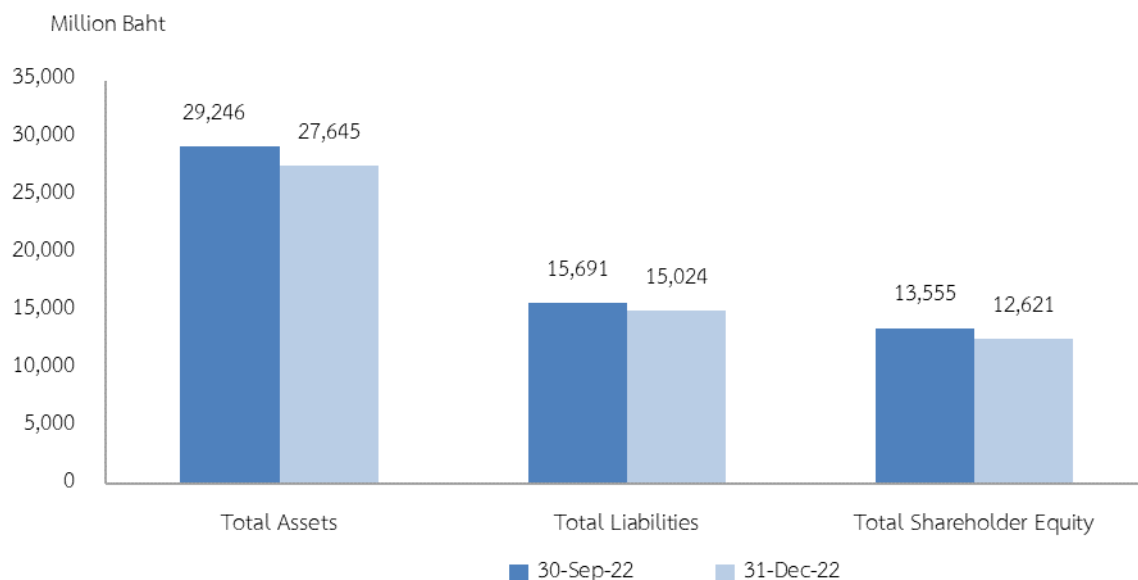
¹ Normalized Share of Profit is excluding Foreign Exchange Gain/Loss

² Renewable Energy consists of Solar rooftop projects and Chonburi Clean Energy project (CCE)

³ WHA Natural Gas Distribution Projects (WHA NDGPs) is a collaboration among WHAUP, GULF and MITG

4. Financial Position

The Consolidated Balance Sheet as of 30 September 2023 is summarized as follows.



Assets

As of 30 September 2023, the Company's total assets were THB 29,246 million, increased by THB 1,600 million from THB 27,645 million at year-end 2022, mainly due to

- 1) An increased in Cash and Cash Equivalents of THB 128 million are as details below,
 - Cash generated in Financing activities: + THB 864 million.
 - Cash generated from operating activities: + THB 213 million.
 - Cash used in investing activities: THB -961 million. The major account was cash paid for purchase of Lands, Property, Plant and Equipment by THB 926 million.
- 2) An increased Investment in Joint Ventures of THB 637 million was mainly from changes in FX translation.
- 3) An increased in Other Assets of THB 835 million were mainly from increase of Property, Plant and Equipment of THB 760 million and increase of Account Receivables of THB 144 million.

The key elements of Assets in the Company's Consolidated Financial Statements consisted of (1) Investments in Associates amounted THB 14,958 million (2) Property, Plant and Equipment amounted THB 7,009 million (3) Goodwill amounted THB 2,773 million (4) Cash and Cash Equivalents amounted THB 849 million and (5) Intangible Asset amounted THB 1,873 million

Liabilities

As of 30 September 2023, the Company's total liabilities were THB 15,691 million, increased by THB 667 million from THB 15,024 million at year-end 2022 which mainly due to an increase of issuance of debenture amounted THB 2,199 million. In addition, the debentures maturing within one year have decreased by an amount of THB 1,490 million.

As of 30 September 2023, the Company's Interest-bearing Debt was THB 14,109 million, increased by THB 609 million from year-end 2022.

Total Liabilities mainly consisted of (1) Debentures amounted THB 12,609 million (2) Loan from financial institutions amounted THB 1,500 million

Shareholders' Equity

As of 30 September 2023, the Company's total Shareholders' Equity was THB 13,555 million, increased by THB 934 million from THB 12,621 million at year-end 2022 which mainly due to an increase of THB 867 million in Retained Earnings and increase of THB 67 million in Other Components of Equity.

5. Key Financial Ratio

	Quarter 3 2023	FY 2022
Return on Equity (%)	10.58%	3.65%
Debt/Equity Ratio (times)	1.16x	1.19x
Net Interest-bearing Debt/Equity Ratio (times)	1.01x	1.05x

As of 30 September, 2023, the Company's Debt-to-Equity ratio was 1.16, decreased from 1.19 at year-end 2022. The Net interest-bearing Debt/Equity ratio was 1.01, decreased from 1.05 at year-end 2022.

6. Projects under construction

Power Business

- In Q3/2023, Solar Rooftop had 74 MW under construction and scheduled to achieve COD in Q4/2023 to Q3/2024.

Power plant	Type of power	Category of producer	Equity holding (%)	Installed Capacity (MW)	Equity Capacity (MWeq)	Commercial Operation Date
Solar Rooftop	Solar Power	Private PPA	100	74	74	Q4/2023 – Q3/2024
Total				74	74	

Please be informed accordingly,

Sincerely

(Mr. Prapon Chinudomsub)
Chief Financial Officer