

Subject Management Discussion & Analyst for 3-month and 9-month period ended 30<sup>th</sup> September 2023

To Managing Director  
The Stock Exchange of Thailand

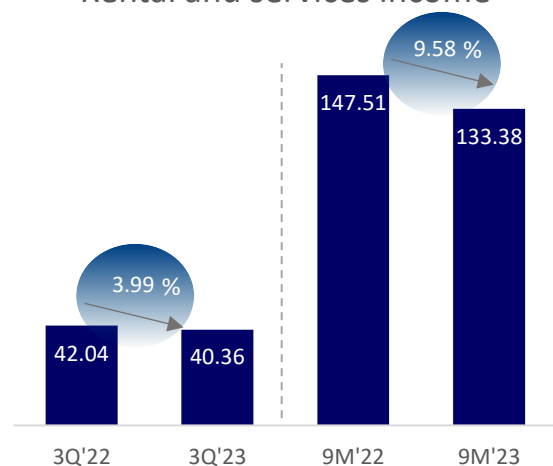
Premier Tank Corporation Plc. ("the Company") would like to reveal performance and financial status for 3-month and 9-month period ended 30<sup>th</sup> September 2023 as the following;

Performance for 3-month period ended 30<sup>th</sup> September 2023

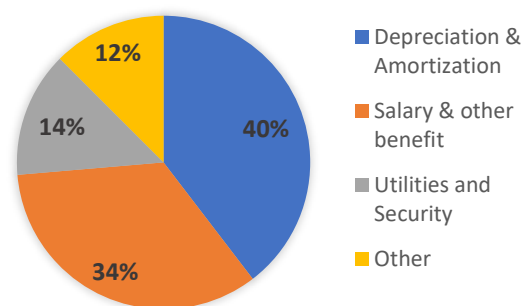
Revenue

In the third quarter of 2023 proportion of the company's revenue came from Khon Kaen Oil Depot 77%, Sisaket Oil Depot 23%, and the amount of diesel fuel distribution 61%, gasoline group 39%. In the third quarter of 2023, total revenue was Baht 40.36 million which decrease for Baht 1.68 million or 3.99% compared to the third quarter of 2022. Because the company has been affected by the government's various measures. To alleviate the high cost of living from the rising energy price crisis, i.e. (1) All 3 diesel products (B20, B10, B7) are assigned to use biodiesel blended at the same rate temporarily, making all oil products of equal quality. (2) measures to reduce excise tax collection on diesel fuel together with the oil fund mechanism, fixing the price not exceeding 30 baht as of September, and having the same retail price of diesel for all products except Premium Diesel. Due to the above reasons, the variety of diesel products has decreased, so consumers have switched to B7 diesel as the main cause, resulting in gas station owners having more options to use other oil depot services.

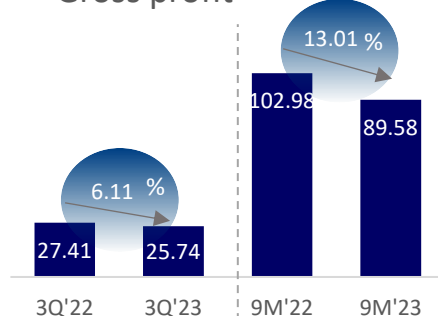
Rental and services income



Cost and Rental Service



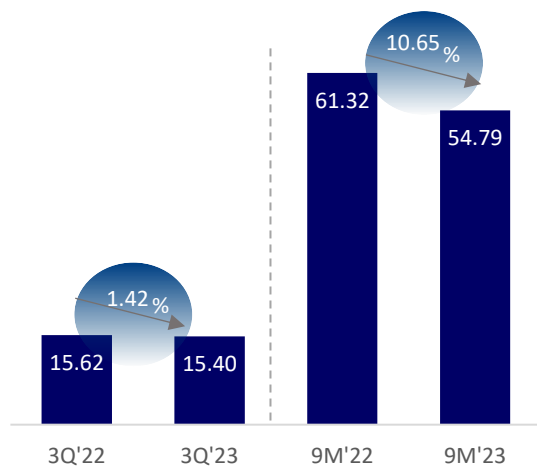
Gross profit



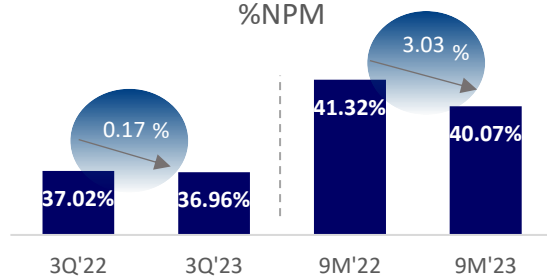
Gross Profit

In the third quarter of 2023, the company had gross profit of Baht 25.74 million which decrease for Baht 1.67 million or 6.11% mainly from a decrease in revenue. This is because most of the company's service costs are fixed costs which consist of depreciation 40%, salary 34%, utilities expenses and security expenses 14% and other expenses 12%. In the third quarter of 2023, the company has gross profit margin of 63.77%

## Net Profit



## %NPM



## Net Profit and Net Profit Margin

In the third of quarter of 2023 the Company's net profit is accounted for Baht 15.40 million reduced by Baht 0.22 million or 1.42% from the same quarter of last year mainly due to:

- Revenue decreased by Bath 1.68 million or 3.99% due to the decrease in the volume of oil distribution at the Sisaket Oil Depot
- Interest income increased by Baht 1.15 million or 745.56% by bringing some cash to a 3-month fixed deposit with a commercial bank to receive higher returns than savings rates.
- Administrative expenses decreased by Baht 0.26 million or 3.16% due to in consulting and public relations fees to increase the company's reputation to support the listing on the Stock Exchange of Thailand.

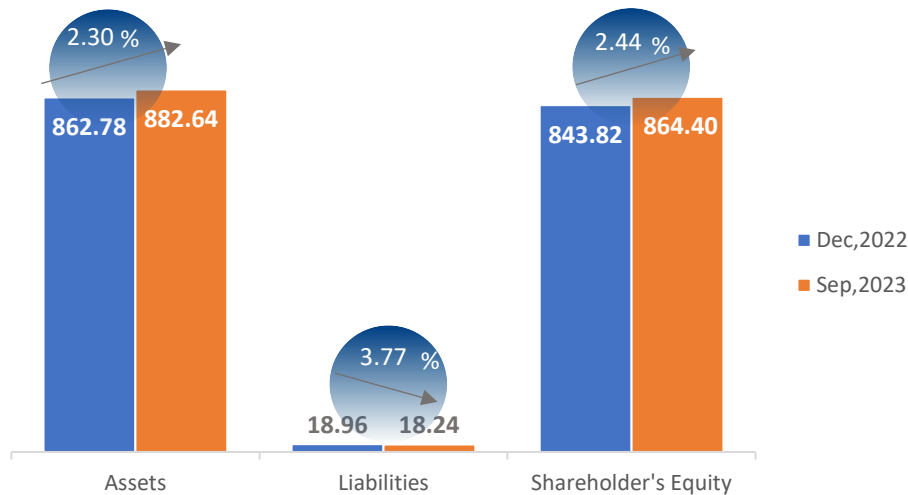
In the third quarter of 2023, the Company's net profit margin 36.96%, decrease of 0.06% or 0.17% compared to the same period last year.

## Performance for 9-month period ended 30<sup>th</sup> September 2023

Fuel consumption in Thailand, the Department of Energy Business reported an overview of fuel consumption for the 8-month of 2023, Gasoline consumption averaged 31.91 million liters per day, increased by 5.5% from the same period last year. Diesel consumption averaged 70.00 million liters per day, decreased by 3.90% from the same period last year. The proportion of the company's oil distribution volume for the 9-month was the diesel distribution volume of 64%, the gasoline group 36%, respectively.

In the nine month of 2023, the Company reported a net profit of Bah 54.79 million, a decrease of Baht 6.53 million or 10.65% from the decrease in revenue according to the volume of oil distribution at the Sisaket Depot in the amount of 14.14 million baht, due to the impact of various measures, the government's efforts to reduce the energy cost of living of the people is higher, whether it is reducing the mixture of biodiesel that is currently more expensive than the price of diesel. To reduce the cost of diesel oil, together with the fuel fund mechanism, to support the retail price of diesel oil as of September not exceeding 30 baht per liter by requiring that all 3 types of diesel products (B20, B10, B7) be blended with biodiesel at equal rates together temporarily as a result, every product has the same quality and retail price at service stations. Consumer behavior has therefore switched to B7 diesel, which is of higher quality and has a higher price than B20 and B10. Therefore, the advantages of Sisaket Oil depot have decreased, and gas station owners have more options to use other oil depot services. However, the company controls the cost of service according to the plan and deposits some of the remaining cash from normal operations for 3-month with a commercial bank to receive a higher return than the savings interest rate. As a result, the gross profit margin and net profit margin in the nine month of 2023 are equal to 67.16% and 40.07%, respectively.

Statement of Financial Position as at 30<sup>th</sup> September 2023



**Assets**

Total assets as at 30<sup>th</sup> September 2023 amounting to Baht 882.64 million, increase by Baht 19.86 million or 2.30% from 31<sup>st</sup> December 2022 are mainly from:

- o Cash and cash equivalents increase by Baht 45.20 million or 16.19% from cash from operating activities.
- o Building and equipment decreased by Baht 17.18 million came from acquisition of office equipment amounting to Baht 0.34 million and recognition of depreciation and amortization amounting to Baht 17.48 million.

**Liabilities**

Total liabilities as at 30<sup>th</sup> September 2023 amounting to Baht 18.24 million, decrease by Baht 0.72 million or 3.77% from 31<sup>st</sup> December 2022 from the payment of corporate income tax in the half year 2023.

**Shareholder's Equity**

Total shareholders' equity on 30<sup>th</sup> September 2023 was Baht 864.40 million which increased for Baht 20.57 or 2.44% from 31<sup>st</sup> December 2022, mainly due to an increase in net profit for the 9-month of 2023 in the amount of Baht 54.79 million, loss from remeasurement of employee benefits after income tax amounting to Baht 0.60 million and decrease from dividends paid of Baht 33.62 million.

Please be informed accordingly.

Sincerely Yours,  
 ===Phattaya Ngowsakul===  
 (Ms.Phattaya Ngowsakul)  
 Chief Financial Officer