



บริษัท เอไอ เอนเนอร์จี้ จำกัด (มหาชน)

AI Energy Public Company Limited

ทะเบียนเลขที่ 0107556000311

AIE021/2024

February 20, 2024

**Subject:** Management's Discussion and Analysis for the year ended December 31<sup>st</sup>, 2023

**Attention:** President

The Stock Exchange of Thailand

AI Energy Public Company Limited (“the Company”) would like to submit the financial statement for the year ended December 31<sup>st</sup>, 2023, which details are as following;

Operating results (Consolidated)	Y2023		Y2022		% Increase (Decrease)	
	Million	%	Million	%	Million	%
	Baht		Baht		Baht	
Revenue from sales and services	8,221.12	100.00%	7,724.99	100.00%	496.13	6.42%
Cost of sales and services	8,073.37	98.20%	7,681.74	99.44%	391.63	5.10%
Gross profit	147.75	1.80%	43.25	0.56%	104.50	241.62%
Other income	6.96	0.08%	21.44	0.27%	(14.48)	(67.56%)
Selling and administrative expenses	114.42	1.39%	107.84	1.40%	6.58	6.10%
Profit from operations	39.68	0.48%	(43.44)	(0.56%)	83.12	191.34%
EBITDA	159.21	1.94%	73.00	0.94%	86.21	118.09%
Finance cost and tax income	0.02	0.00%	(1.61)	0.02%	1.63	101.24%
Net profit	40.27	0.49%	(22.13)	6.59%	62.40	281.95%
Basic earnings per share (Baht per share)	0.030		(0.017)		0.046	275.70%

### Net Profit

For the year ended December 31, 2023, the Company and subsidiaries (Consolidated) realized net profit of 40.27 million Baht and EBITDA of 159.21 million Baht, which increased by 86.21 million Baht or 118.09% as compared to the year 2022 at 73.00 million Baht. Due to the volatility of selling prices in 2023 is lower than the previous year. This is reflected in the fluctuations in the CPO prices over a short period of time and within a narrow price range. Therefore, the volatility was less severe than in 2022. However, the Company determined the policy that focused on the management of



บริษัท เอไอ เอนเนอร์จี จำกัด (มหาชน)

AI Energy Public Company Limited

ทะเบียนเลขที่ 0107556000311

raw material (CPO) by trying to maintain inventories turnover rate between 15 - 25 days for alleviates the impact of the fluctuation of CPO on the Company's performance.

## **Revenue**

### **1. Revenue from Sales and Services**

For the year 2023, the Company and subsidiaries realized the revenue of 8,221.11 million Baht, increase by 496.10 million Baht or 6.42% as compared to 2022 which realized revenue of 7,724.99 million Baht, where the reasons are summarized as follows;

#### **1.1 Sales of Biodiesel, Edible oil, Refined Glycerine, Raw material and By-product**

- In 2023, the Company's revenue from Biodiesel business to total sales revenue was 67.75%. The average selling price of biodiesel was decrease by 23.12% in accordance to the price of CPO as the main raw material. The CPO monthly average price in 2023 were 28.98 – 33.91 Baht per Kilogram, where in 2022 were 31.35 – 56.52 Baht per Kilogram (Source: DIT).
- In 2023, the Company's revenue from Edible Oil business to total sales revenue was 2.29%. The sales volume increased by 285.59%, while the average selling prices decreased by 28.74% as compared to 2022. The Company entered into short-term contract with specific quantities and delivery term (Made to Order). This helps the Company to efficiently control inventories aging and procurement that prevent risk from CPO's prices fluctuation.
- In 2023, the Company's revenue from Refined Glycerine business to total sales revenue was 3.27%. The sales volume has increased by 47.49%, but the average selling price decreased by 54.07% from 2022. Due to oversupply and the selling prices in the global market had gradually declined.
- In 2023, the Company's revenue from raw material and by-products to total sales revenue was 26.70%. The sales volume was increased by 41.99%, but the average selling price decreased by 40.70% as compared to 2022. In this regard, the revenue from selling raw materials, by-products and others is including sales of RBD palm oil, RBD palm kernel oil, palm fatty acids, palm kernel fatty acids, and acid oil which is sold to manufactures in various downstream industries such as food, biofuel, and oleochemical industries.



บริษัท เอไอ เอนเนอร์จี้ จำกัด (มหาชน)

AI Energy Public Company Limited

ทะเบียนเลขที่ 0107556000311

## 1.2 Revenue from Production Services

The revenue from production services in 2023 was 27.78 million Baht. Presently, the Company considers the productions services as a tool to utilized the remaining capacities in some units, in order to reduce the fixed cost to improve cost per unit. However, the Company is considering to provide the tolling service to be suitable for the current situation of the Company.

## 2. Other Income

In 2023, the Company had other incomes of 6.96 million Baht, which consist of interest income 0.61 million Baht, service fees 0.09 million Baht, sales of scrap materials 2.79 million Baht, gain from exchange rate 0.30 million Baht, biodiesel reserved services 2.59 million Baht, compensation from the Customs Department 0.40 million Baht, a refund from the provident fund 0.18 million Baht.

## Cost of Sales and Services

In 2023, the Company and subsidiaries' cost of sales and service were 8,073.38 million Baht, increased by 391.64 million Baht or 5.10% as compared to 2022 which realized cost of sales and service of 7,681.74 million Baht, where the reasons are summarized as follows;

### 1. Cost of Sales- Biodiesel, Edible Oil, Refined Glycerine, Raw material and By-product

For the year 2023, the Company's cost of sales was 8,054.21 million Baht, cost of sales to total revenue ratio decreased by 1.23% or 1.24%. Although, the Company maintains a policy to manage the inventories' optimization efficiently which can be classified by product groups as follows;

- In 2023, the Biodiesel's ratio of cost of sales to revenue decreased by 3.73% or 3.66% as compared to 2022. However, the Company has emphasised on managing raw materials and inventory to have a faster turnover rate and keep the inventories between 15-25 days in order to avoid the risk from the fluctuation of palm oil prices, which is an important factor of the Company's profitability.
- In 2023, the edible oil's ratio of cost of sales to revenue decreased by 2.06 % or 2.17% as compared to 2022. However, the Company was possible to generate profit from this business unit since there were Made to Order. But the storage of CPO is not separatable, hence the cost of sales was fluctuated according to the raw material price during the changing period.



บริษัท เอไอ เอนเนอร์จี้ จำกัด (มหาชน)

AI Energy Public Company Limited

ทะเบียนเลขที่ 0107556000311

- For the year 2023, Refined Glycerine's ratio of cost of sales to revenue increased by 25.32% or 40.17% as compared to 2022. Due to the price of main raw materials has decreased causing the selling price to decrease, profitability rate decreased.
- For the year 2023, the raw material and by-products' ratio of cost of sales to total revenue decreased by 0.58% or 0.58% as compared to 2022. The Company determines the cost of sales of by-products according to the market price of the products expected to be sold.

## 2. Cost of Production Services

In 2023, the cost of production services to the production service revenue ratio decreased by 10.45% or 13.15% as compared to 2022. The Company provides production services in order to utilize the remaining production capacities of the Company.

### Selling Expenses

In 2023, the Company and its subsidiaries' selling expenses were 38.53 million Baht, increased by 9.91 million Baht or 34.65% as compared to 2022 due to the increased in logistic expenses according to the terms of delivery agreed.

### Administration Expenses

In 2023, the Company and subsidiaries' administration expenses were 75.89 million Baht, decreased by 3.24 million Baht or 4.21%, compared to 2022.

### Financial Cost and Expense (Income) Income Tax

The Company and its subsidiaries' financial cost was 0.02 million Baht, decreased by 0.15 million Baht or 88.39% in 2023 from 2022 of 0.17 million Baht and no income tax expenses (income) in 2023.



บริษัท เอไอ เอนเนอร์จี้ จำกัด (มหาชน)

AI Energy Public Company Limited

ทะเบียนเลขที่ 0107556000311

## Statement of Financial Position

Unit: Million Baht

Consolidated Financial Statements	December 31, 2023	December 31, 2022	Increase / (Decrease)	%
Cash and cash equivalents	168.38	102.34	66.04	64.54%
Short-term investments	6.16	2.84	3.32	116.59%
Trade and other receivables	672.55	538.16	134.40	24.97%
Inventories	381.06	426.30	(45.25)	-10.61%
Other current assets	6.35	6.60	(0.25)	-3.75%
<b>Total current assets</b>	<b>1,234.50</b>	<b>1,076.24</b>	<b>158.26</b>	<b>14.71%</b>
Restricted bank deposits	60.55	56.40	4.15	7.36%
Property, plant and equipment	1,254.05	1,346.28	(92.22)	-6.85%
Other non-current assets	3.63	2.33	1.29	55.45%
<b>Total assets</b>	<b>2,552.73</b>	<b>2,481.25</b>	<b>71.48</b>	<b>2.88%</b>
Trade and other payables	386.75	417.33	(30.58)	-7.33%
Other current liabilities	50.58	48.59	1.99	4.10%
Other non-current liabilities	13.05	10.64	2.41	22.63%
<b>Total liabilities</b>	<b>450.38</b>	<b>476.56</b>	<b>(26.18)</b>	<b>-5.49%</b>
Shareholder's equity	2,102.36	2,004.69	97.67	4.87%
<b>Total liabilities and shareholder's equity</b>	<b>2,552.73</b>	<b>2,481.25</b>	<b>71.48</b>	<b>2.88%</b>

### Assets

As of December 31, 2023, the Company and subsidiaries had total assets of 2,552.73 million Baht, increased by 71.48 million Baht or 2.88% from 2022, due to the increased in trade receivables by 134.40 million Baht and decreased in inventories due to consideration of the sales volume that will occur in the following month. The Company, therefore, has emphasized on managing raw materials and inventories to mitigate the impact from the diminishing in value of inventories from the raw material price volatility.



บริษัท เอไอ เอนเนอร์จี้ จำกัด (มหาชน)

AI Energy Public Company Limited

ทะเบียนเลขที่ 0107556000311

### **Liabilities**

As of December 31, 2023, the Company and subsidiaries had total liabilities of 450.38 million Baht, decreased by 26.18 million Baht or 5.49% from 2022 due to the inventories optimization at minimum resulting the decrease in the trade accounts payable.

### **Shareholders' equity**

As of December 31, 2023, the Company and subsidiaries had total shareholders' equity of 2,102.36 million Baht, increased from 2022 by 97.67 million Baht or 4.87%. The main reason was the exercised of rights of AIE-W2 on May 2023 for Baht 57.40 million and had realized a net profit from operations of 40.27 million Baht.

Please be informed according

Yours Sincerely,

AI Energy Public Company Limited

Miss Pimwan Thareratanavibool

Managing Director

Company Secretary Tel: 034-877-485-8 Ext. 500 Email: [ir@aienergy.co.th](mailto:ir@aienergy.co.th)