

Energy Absolute Public Company Limited

Management Discussion and Analysis
For Operating Results
of the first quarter ended 31 March 2024



Executive Summary

| Unit: Million THB | 1Q2024 | 4Q2023 | 1Q2023 | Changed | | | |
|---------------------------------------------|----------|----------|----------|------------------------|---------|------------------------|---------|
| | | | | Q1'24 vs Q4'23 | | Q1'24 vs Q1'23 | |
| | | | | Increase (Decrease) | % | Increase (Decrease) | % |
| Total Revenue | 5,881.06 | 6,171.77 | 8,904.17 | (290.71) | (4.7%) | (3,023.11) | (34.0%) |
| Profit for the period | 688.73 | 983.99 | 2,391.98 | (295.26) | (30.0%) | (1,703.25) | (71.2%) |
| Profit attributable to Owners of the parent | 888.70 | 1,163.20 | 2,319.76 | (274.50) | (23.6%) | (1,431.06) | (61.7%) |
| Earnings per share (THB/share) | 0.24 | 0.31 | 0.62 | (0.07) | (22.6%) | (0.38) | (61.3%) |

Profit attributable to owners of the parent for 1Q2024 compared with 4Q2023

Profit attributable to Owners of the parent in 1Q2024 amounted to THB 888.70 million, a decrease of THB 274.50 million or 23.6% from 4Q2023 at THB 1,163.20 million, mainly due to profit from the solar power plant business in Nakhon Sawan Province, which has passed the period for receiving government subsidies (Adder) by THB 327 million. However, in 4Q2023 the company had increased profit from recording deferred tax assets from the deficit amounting to THB 167 million.

Profit attributable to owners of the parent for 1Q2024 compared with 1Q2023

Profit attributable to Owners of the parent in 1Q2024 amounted to THB 888.70 million, a decrease of THB 1,431.06 million or 61.7% from 1Q2023 amounting to THB 2,319.76 million, mainly due to profit from the solar power plant business in Nakhon Sawan Province, which has passed the period for receiving government subsidies (Adder) by THB 327 million, including the impact from the government's FT reduction in and decreased from the production of the Hanuman wind power plant project in Chaiyaphum Province by THB 671 million as well as a decrease in profits from the electric bus and commercial vehicle business due to lower delivered amount to THB 313 million. The company will focus on selling electric tractor head in 2024 by delivering the truck to large corporate groups such as JWD Info logistics Public Company Limited Group. PTT Global Chemical Public Company Limited Group and WHA Corporation Public Company Limited Group.

However, the Company also received tax benefits from the Entire Business Transfer ("EBT") from EA Solar Nakhon Sawan Company Limited and EA Solar Lampang Company Limited, a subsidiary of the Company to Energy Absolute Public Company Limited, resulting in a decrease in corporate income tax in 1Q2024 amount to THB 54 million compared to 1Q2023.

Total revenue of 1Q2024 compared with 4Q2023 and 1Q2023 are summarized as follows:

| Unit: Million THB | 1Q2024 | 4Q2023 | 1Q2023 | Changed | | | |
|----------------------------------------------|-----------------|-----------------|-------------------|------------------------|---------------|------------------------|----------------|
| | | | | Q1'24 vs Q4'23 | | Q1'24 vs Q1'23 | |
| | | | | Increase (Decrease) | % | Increase (Decrease) | % |
| Total Revenue | 5,881.06 | 6,171.77 | 8,904.17 | (290.71) | (4.7%) | (3,023.11) | (34.0%) |
| Renewable Power Plant Business | 2,560.12 | 2,876.96 | 3,502.42 | (316.84) | (11.0%) | (942.30) | (26.9%) |
| Electric Bus and Commercial Vehicle Business | 1,796.29 | 1,112.46 | 3,987.87 | 683.83 | 61.5% | (2,191.58) | (55.0%) |
| Biodiesel Business | 970.48 | 1,695.88 | 1,426.19 | (725.40) | (42.8%) | (455.71) | (32.0%) |
| Lithium-ion Battery Business | 580.57 | 644.36 | 1,366.41 | (63.79) | (9.9%) | (785.84) | (57.5%) |
| Other Businesses | 508.70 | 332.95 | 121.34 | 175.75 | 52.8% | 387.36 | 319.2% |
| Other Income | 94.13 | 176.35 | 9.48 | (82.22) | (46.6%) | 84.65 | 892.9% |
| <u>Less: Inter-segment revenue</u> | <u>(629.23)</u> | <u>(667.19)</u> | <u>(1,509.55)</u> | <u>37.96</u> | <u>(5.7%)</u> | <u>880.32</u> | <u>(58.3%)</u> |

The total revenue of EA and its subsidiaries in 1Q2024 amounted to THB 5,881.06 million decreased by THB 290.71 million or 4.7% compared to 4Q2023 with THB 6,171.77 million and decreased by THB 3,023.11 million or 34.0% compared to 1Q2023 with THB 8,904.17 million. The reasons can be summarised as follows:

1. Renewable Power Plant Business:

| Unit: Million THB | 1Q2024 | 4Q2023 | 1Q2023 | Changed | | | |
|---------------------------------------------|-----------------|-----------------|-----------------|------------------------|----------------|------------------------|----------------|
| | | | | Q1'24 vs Q4'23 | | Q1'24 vs Q1'23 | |
| | | | | Increase (Decrease) | % | Increase (Decrease) | % |
| Total Revenue | 2,560.12 | 2,876.96 | 3,502.42 | (316.84) | (11.0%) | (942.30) | (26.9%) |
| Revenue from Solar power plants: | 1,438.91 | 1,587.69 | 1,884.83 | (148.78) | (9.4%) | (445.92) | (23.7%) |
| • Sales volume (Million KWh) | 173.06 | 163.13 | 168.46 | 9.93 | 6.1% | 4.60 | 2.7% |
| • Average selling price (THB/Unit) | 8.31 | 9.73 | 11.19 | (1.42) | (14.6%) | (2.88) | (25.7%) |
| Revenue from Wind power plants: | 1,119.81 | 1,286.64 | 1,611.61 | (166.83) | (13.0%) | (491.80) | (30.5%) |
| • Sales volume (Million KWh) | 166.90 | 194.40 | 208.52 | (27.50) | (14.1%) | (41.62) | (20.0%) |
| • Average selling price (THB/Unit) | 6.71 | 6.62 | 7.73 | 0.09 | 1.4% | (1.02) | (13.2%) |
| Hadkanghan wind power 126-MW Project | 462.08 | 397.86 | 506.45 | 64.22 | 16.1% | (44.37) | (8.8%) |
| • Sales volume (Million KWh) | 67.21 | 59.49 | 64.35 | 7.72 | 13.0% | 2.86 | 4.4% |
| • Average selling price (THB/Unit) | 6.88 | 6.69 | 7.87 | 0.19 | 2.8% | (0.99) | (12.6%) |
| Hanuman wind power 260-MW Project | 657.73 | 888.78 | 1,105.16 | (231.05) | (26.0%) | (447.43) | (40.5%) |
| • Sales volume (Million KWh) | 99.69 | 134.91 | 144.17 | (35.22) | (26.1%) | (44.48) | (30.9%) |
| • Average selling price (THB/Unit) | 6.60 | 6.59 | 7.67 | 0.01 | 0.2% | (1.07) | (14.0%) |

| Unit: Million THB | 1Q2024 | 4Q2023 | 1Q2023 | Changed | | | |
|------------------------------------|-------------|-------------|-------------|------------------------|----------------|------------------------|----------------|
| | | | | Q1'24 vs Q4'23 | | Q1'24 vs Q1'23 | |
| | | | | Increase (Decrease) | % | Increase (Decrease) | % |
| Revenue from Biogas power: | 1.40 | 2.63 | 5.98 | (1.23) | (46.8%) | (4.58) | (76.6%) |
| • Sales volume (Million KWh) | 0.00 | 0.30 | 0.94 | (0.30) | (100.0%) | (0.94) | (100.0%) |
| • Average selling price (THB/Unit) | 0.00 | 8.77 | 6.36 | (8.77) | (100.0%) | (6.36) | (100.0%) |

The operating results for first quarter of 2024 compared to the fourth quarter of 2023

1Q2024, total revenue of EA and its subsidiaries amounted to THB 2,560.12 million decreased by THB 316.84 million or 11% from 4Q2023 at THB 2,876.96 million, mainly decreased due to the solar power plant business in Nakhon Sawan Province, which has passed the period for receiving government subsidies (Adder) on December 23, 2023 the Hanuman wind power plant project in Chaiyaphum Province Electricity production fell by 35.22 Million KWh or 26.1%. However, looking at the total production capacity of the solar power plant group in 1Q2024 compared to 4Q2023, it increased from 163.13 Million KWh to 173.06 Million KWh due to the increased light intensity and the wind power plant in Haadkhan project further increased from 59.49 Million KWh to 67.21 Million KWh.

The operating results for first quarter of 2024 compared to the first quarter of 2023

1Q2024, total revenue of EA and its subsidiaries amounted to THB 2,560.12 million, a decreased of THB 942.30 million or 26.9% compared to 1Q2023 with THB 3,502.42 million. The decreased is mainly decreased due to the solar power plant business in Nakhon Sawan Province, which has passed the period for receiving government subsidies (Adder) on December 23, 2023, and the Hanuman wind power plant project in Chaiyaphum Province. Electricity production decreased by 44.48 Million KWh or 30.9%, including the impact from the government's FT reduction in 1Q2024 (1Q2024 FT 0.2934 THB/unit, Q12023 FT 1.2597 THB/unit). However, looking at the total production capacity of the solar power plant group in 1Q2024 compared to 1Q2023, it increased from 168.46 Million KWh to 173.06 Million KWh due to the increased light intensity from the replacement of solar panels at a solar power plant in Lampang Province, Nakhon Sawan Province and Phitsanulok Province to increase the efficiency of power generation and the wind power plant in Hadkunghan project further increased from 64.35 Million KWh to 67.21 Million KWh.

2. Electric bus and commercial Vehicle Business:

| Unit: Million THB | 1Q2024 | 4Q2023 | 1Q2023 | Changed | | | |
|-------------------------|-----------------|-----------------|-----------------|------------------------|--------------|------------------------|----------------|
| | | | | Q1'24 vs Q4'23 | | Q1'24 vs Q1'23 | |
| | | | | Increase (Decrease) | % | Increase (Decrease) | % |
| Total Revenue | 1,796.29 | 1,112.46 | 3,987.87 | 683.83 | 61.5% | (2,191.58) | (55.0%) |
| Sales volume (unit) | 350.00 | 185.00 | 790.00 | 165.00 | 89.2% | (440.00) | (55.7%) |
| • electric buses | 168.00 | 75.00 | 550.00 | 93.00 | 124.0% | (382.00) | (69.5%) |
| • electric tractor head | 180.00 | 110.00 | 120.00 | 70.00 | 63.6% | 60.00 | 50.0% |
| • Others type | 2.00 | - | 120.00 | 2.00 | 100.0% | (118.00) | (98.3%) |

The operating results for first quarter of 2024 compared to the fourth quarter of 2023

In 1Q2024, EA and its subsidiaries amounted to THB 1,796.29 million, an increased by THB 683.83 million or 61.5% from 4Q2023 at THB 1,112.46 million, mainly due to increase in sales volume of electric vehicles in 1Q2024 totaling 350 units (4Q2023 totaling 185 units). In 2024, the company will focus on selling electric tractor head by delivering the truck to large corporate groups such as JWD Info logistics Public Company Limited Group, PTT Global Chemical Public Company Limited Group, and WHA Corporation Public Company Limited Group.

The operating results for first quarter of 2024 compared to the first quarter of 2023

1Q2024, EA and its subsidiaries amounted to THB 1,796.29 million, decreased by THB 2,191.58 million or 55.0% from 1Q2023 with THB 3,987.87 million, due to decrease in sales volume of electric vehicles totaling 440 units (1Q2024 : 350 units, 1Q2023 : 790 units). This is because the company accelerated the delivery of 550 electric buses (11-metre) to customers in 1Q2023, resulting in higher revenue in 1Q2023 compared to 1Q2024.

3. Biodiesel business:

| Unit: Million THB | 1Q2024 | 4Q2023 | 1Q2023 | Changed | | | |
|-------------------------------------|---------------|-----------------|-----------------|------------------------|----------------|------------------------|----------------|
| | | | | Q1'24 vs Q4'23 | | Q1'24 vs Q1'23 | |
| | | | | Increase (Decrease) | % | Increase (Decrease) | % |
| Total Revenue | 970.48 | 1,695.88 | 1,426.19 | (725.40) | (42.8%) | (455.71) | (32.0%) |
| Revenue from Biodiesel fuel | 649.86 | 1,485.44 | 783.14 | (835.58) | (56.3%) | (133.28) | (17.0%) |
| • Sales volume (Million liters) | 20.25 | 48.71 | 26.14 | (28.46) | (58.4%) | (5.89) | (22.5%) |
| • Average Selling Price (THB/liter) | 32.09 | 30.50 | 29.96 | 1.59 | 5.2% | 2.13 | 7.1% |

| Unit: Million THB | 1Q2024 | 4Q2023 | 1Q2023 | Changed | | | |
|-------------------------------------------|---------------|---------------|---------------|------------------------|----------------|------------------------|----------------|
| | | | | Q1'24 vs Q4'23 | | Q1'24 vs Q1'23 | |
| | | | | Increase (Decrease) | % | Increase (Decrease) | % |
| • Biodiesel Mandates | B7 | B7 | B5, B7 | | | | |
| Revenue from Pure Glycerin | 34.23 | 53.82 | 44.53 | (19.59) | (36.4%) | (10.30) | (23.1%) |
| • Sales volume (Million Kg) | 2.40 | 3.42 | 2.04 | (1.02) | (29.8%) | 0.36 | 17.6% |
| • Average Selling Price (THB/Kg) | 14.26 | 15.74 | 21.83 | (1.48) | (9.4%) | (7.57) | (34.7%) |
| Revenue from crude palm oil | 205.75 | 132.56 | 509.18 | 73.19 | 55.2% | (303.43) | (59.6%) |
| • Sales volume (Million Kg) | 6.26 | 4.44 | 17.15 | 1.82 | 41.0% | (10.89) | (63.5%) |
| • Average Selling Price (THB/Kg) | 32.87 | 29.86 | 29.69 | 3.01 | 10.1% | 3.18 | 10.7% |
| Revenue from PCM | 5.00 | 4.15 | 12.80 | 0.85 | 20.5% | (7.80) | (60.9%) |
| • Sales volume (Million Kg) | 0.04 | 0.03 | 0.10 | 0.01 | 33.3% | (0.06) | (60.0%) |
| • Average Selling Price (THB/Kg) | 125.00 | 138.33 | 128.00 | (13.33) | (9.6%) | (3.00) | (2.3%) |
| Revenue from byproducts and others | 75.64 | 19.91 | 76.54 | 55.73 | 279.9% | (0.90) | (1.2%) |

The operating results for first quarter of 2024 compared to the fourth quarter of 2023

1Q2024, total revenue of EA and its subsidiaries amounted to THB 970.48 million, a decrease of THB 725.40 million or 42.8% from 4Q2023 of THB 1,695.88 million. The reasons are summarized as follows:

- **Revenue from Biodiesel fuel (B100)** 1Q2024 amounted to THB 649.86 million, a decrease of THB 835.58 million or 56.3% from 4Q2023 of THB 1,485.44 million, mainly due to a decrease in sales volume from special sales around 28.46 million litres compared to 4Q2023. However, the company is trying to maintain profit levels close to the previous period so the company has increased its operating model from previously only producing and distributing to additional OEM to maintain profit levels close to the previous period. The selling price is still high as it is more aligned with the cost of crude palm oil (CPO), the main raw material which has a higher average price. In 1Q2024, the price of biodiesel (B100) was THB 32.09 THB/litre, up 5.2% compared to 4Q2023 at 30.50 THB/litre.
- **Revenue from Pure Glycerin** 1Q2024 amounted to THB 34.23 million, a decrease of 19.59 million or 36.4% from 4Q2023 at THB 53.82 million, mainly due to a decrease in sales volume as a result of reduced production and distribution volume of biodiesel (B100) in 1Q2024 (pure glycerin is a by-product of biodiesel production) the lower selling prices is came from prices on the global markets decreased. In 1Q2024, the average price was 14.26 THB/Kg a decrease of 9.4% compared to 4Q2023 at 15.74 THB/Kg.

- **Revenue from crude palm oil (CPO)** 1Q2024 amounted to THB 205.75 million, an increase of THB 73.19 million or 55.2% compared to 4Q2023 at THB 132.56 million, mainly from an increase in sales volume from 4.44 million kg. to 6.26 million kg. or 41.0% compared to 4Q2023
- **Revenue from PCM** 1Q2024 amounted to THB 5.00 million, an increase of THB 0.85 million compared to 4Q2023 at THB 4.15 million due to trial exports to the US market in the cold chain applications segment.
- **Revenue from byproducts and others** 1Q2024 amounted to THB 75.64 million, an increase of THB 55.73 million from 4Q2023 at THB 19.91 million, mainly from service income for OEM of biodiesel (B100). In 1Q2024, OEM was 7.86 million Kg and increased due to the sale of palm kernels, a by-product of the production of crude palm oil (CPO), resulting in a stronger increase in revenue from the sale of by-products and other products compared to 4Q2023

The operating results for first quarter of 2024 compared to the first quarter of 2023

1Q2024, **total revenue** of EA and its subsidiaries amounted to THB 970.48 million, a decrease of THB 455.71 million or 32.0% from 1Q2023 of THB 1,426.19 million. The reasons are summarized as follows:

- **Revenue from Biodiesel fuel (B100)** 1Q2024 amounted to THB 649.86 million, a decrease of THB 133.28 million or 17.0% from 1Q2023 at THB 783.14 million, mainly due to a decrease in sales volume compared to 1Q2023, However, the company is trying to find more customers from OEM to maintain profit levels close to the previous period. Diesel fuel consumption in 1Q2024 averaged at 70 million liters/day, down approximately 9.0% from 1Q2023, which is still in the period of fixing the price of diesel fuel not to exceed 30 THB/liter to help with people's living expenses. For the selling price it is still high due to an increased aligned with the costs from crude palm oil price (CPO), which is the main raw material, which has a higher average price. In 1Q2024, the price of biodiesel (B100) was at 32.09 THB/liter an increase of 7.1% compared to 1Q2023 at 29.96 THB/lite.
- **Revenue from Pure Glycerin** 1Q2024 amounted to THB 34.23 million, a decrease of THB 10.30 million or 23.1% from 1Q2023 at THB 44.53 million, mainly due to a decrease in selling prices as the global and domestic markets decreased. 1Q2024 average price was at 14.26 THB/Kg, a decrease of 34.7% compared to 1Q2023 at 21.83 THB/kg.
- **Revenue from crude palm oil (CPO)** 1Q2024 amounted to THB 205.75 million, a decrease of THB 303.43 million or 59.6% from 1Q2023 at THB 509.18 million, mainly due to decreased sales volume. Due to in 2023, The Group approved a plan to dispose Kanjanadit Palm Oil Co., Ltd. (an

indirect subsidiary) which engages in business of manufacturing and distributing crude palm oil. The management expected to complete the disposal process within one year.

- **Revenue from PCM** 1Q2024 amounted to THB 5.00 million, a decrease of THB 7.80 million from 1Q2023 at THB 12.80 million, mainly from a decrease in sales volume and selling price when compared to 1Q2023 according to the impact of the global economic recession and the postponement of the green building policy in Japan until mid-2025, which is the main customer group. As a result, the sales volume fell by 60.0% compared to 1Q2023.

4. Lithium-ion Battery Business:

| Unit: Million THB | 1Q2024 | 4Q2023 | 1Q2023 | Changed | | | |
|------------------------------------|---------------|---------------|-----------------|------------------------|---------------|------------------------|----------------|
| | | | | Q1'24 vs Q4'23 | | Q1'24 vs Q4'23 | |
| | | | | Increase (Decrease) | % | Increase (Decrease) | % |
| Revenue from Battery | 580.57 | 644.36 | 1,366.41 | (63.79) | (9.9%) | (785.84) | (57.5%) |
| ● Sales volume (KWh) | 81,666 | 79,949 | 144,763 | 1,717 | 2.1% | (63,097) | (43.6%) |
| ● Average selling price (THB/Unit) | 7,109 | 8,060 | 9,439 | (951) | (11.8%) | (2,330) | (24.7%) |

The operating results for first quarter of 2024 compared to the fourth quarter of 2023

1Q2024, the total revenue of EA and its subsidiaries amounted to THB 580.57 million, a decrease of THB 63.79 million or 9.9% from 4Q2023 of THB 644.36 million, mainly due the average selling price decreased from 8,060 baht per unit to 7,109 baht per unit, which is a result of the company being able to reduce production costs compared to Q42023 and the overall trend of decreasing global market prices.

The operating results for first quarter of 2024 compared to the first quarter of 2023

1Q2024, the total revenue of EA and its subsidiaries decreased by THB 580.57 million, a decrease of THB 785.84 million or 57.5% compared to 1Q2023 with THB 1,366.41 million. This is due to a decrease in battery sales volume, which corresponds to a decrease in the production and sale of electric vehicles and including the impact of the reduced selling price compared to 1Q 2023.

5. Other Businesses:

The operating results for first quarter of 2024 compared to the fourth quarter of 2023

1Q2024, EA and its subsidiaries amounted to THB 508.70 million, an increase of THB 175.75 million or 52.8% from 4Q2023 of THB 332.95 million, mainly from income from waste management projects in the Koh Larn area in Pattaya, Chonburi Province and Phuket Municipality Phuket Province.

The operating results for first quarter of 2024 compared to the first quarter of 2023

1Q2024, EA and its subsidiaries amounted to THB 508.70 million, an increase of THB 387.36 million from 1Q2023 of THB 121.34 million, This increased from revenue from the electric vehicle charging station service business, solar rooftop installation project and income from waste management projects in the Koh Larn area in Pattaya, Chonburi Province and Phuket Municipality Phuket Province.

Cost of sales and services.

Cost of sales and services in 1Q2024 amounted to THB 4,271.49 million, which close to 4Q2023 and decreased by THB 1,325.15 million from 1Q2023, which can be summarised as follows.

1. Cost of sales of Biodiesel Business Group 1Q2024 decreased by THB 679.60 million from 4Q2023, mainly due to a decrease in sales volume of biodiesel oil (B100), and decreased by THB 372.22 million from 1Q2023, mainly due to sales volume of Crude palm oil (CPO), which decreased due to The Group approved a plan to dispose Kanjanadit Palm Oil Co., Ltd. (an indirect subsidiary) which engages in business of manufacturing and distributing crude palm oil. The management expected to complete the disposal process within one year.
2. Cost of Renewable Power Plant Business decreased by THB 77.62 million in 1Q2024 compared to 4Q2023 due to an improvement in the decrease in depreciation from the sale of solar panels of THB 37.51 million and an increase of THB 55.13 million, the main reason being an increase in costs. Increased depreciation due to the replacement of solar panels at a solar power plant in Lampang Province. Nakhon Sawan Province and Phitsanulok Province to increase the efficiency of power generation.
3. Cost of manufacturing and selling electric buses and commercial vehicles increased by THB 670.32 million in 1Q2024 compared to 4Q2023 due to the increase in sales volume and decreased by THB 1,633.56 million due to the decrease in sales volume.

4. Cost of production and sales of lithium-ion batteries decreased by THB 267.97 million in 1Q2024 as the Company was able to reduce production costs compared to 4Q2023, and decreased by THB 648.40 million due to the lower sales volume of batteries, which corresponds to the lower production and sales of electric vehicles in 1Q2024, including the impact of lower prices of key raw materials decreased compared to 1Q2023.
5. Cost in other business in 1Q2024 increased by THB 274.72 million from 4Q2023 and THB 419.88 million from 1Q2023 due to the cost of waste management project in Koh Larn Pattaya, Chonburi Province and Phuket Municipality, Phuket Province and an increase in the cost of charging stations for electric vehicles, which is in line with the increase in revenue from electric vehicles.

In 1Q2024, inter-segment costs decreased by THB 74.29 million compared to 4Q2023 and decreased by THB 853.80 million, mainly due to a decrease in sales of lithium-ion batteries.

Administrative expenses

Administrative expenses in 1Q2024 were similar to 4Q2023 and decreased by THB 43.44 million compared to 1Q2023 due to in 1Q2023 there were expenses from a fire incident on an electric passenger boat in the amount of THB 37.90 million.

Finance cost

The Financial costs in 1Q2024 are similar to 4Q2023 but higher than Q12023 amounted to THB 160.67 million, mainly increasing from the issuance of bonds in September 2023 and increased the average interest rate on the Group's loans, in line with the Bank of Thailand's interest rate increase.

The Analysis of EA and its subsidiaries Financial Position As of 31 March 2024

Total Asset

The total assets of EA and its subsidiaries as of 31 March 2024 amounted to THB 113,464.04 million, a decrease of THB 765.30 million from 31 December 2023. The reasons are summarized as follows:

- **Cash and cash equivalents**

Cash and cash equivalents as of 31 March 2024 amounted to THB 2,244.51 million, a decrease of THB 219.22 million from the year 2023. This is due to the operating result amount to THB 1,943.72 million and THB 1,054.43 million was spent on investment, THB 1,120.83 million was spent on financing (additional details are explained in the topic liquidity analysis)

- **Trade accounts receivable and other receivable net**

Trade accounts receivable and other receivable as of 31 March 2024 amounted to THB 22,881.90 million, an increase of THB 995.62 million compared to year-end 2023 the mainly increase from trade accounts receivable from the sale of electric buses and commercial vehicles.

- **Financial assets measured at fair value through OCI**

Financial assets measured at fair value through OCI as of 31 March 2024 amounted to THB 8,296.75 million, a decrease of THB 1,072.97 million from the end of 2023. Due to the fair value realized (Mark-to-market) at the ended of period in accordance with market prices.

- **Investment in associates**

Investment in associates as of 31 March 2024 amounted to THB 2,259.99 an increase of THB 391.28 million compared to year-end 2023. resulting from the Company's joint investment in TC Renewable Energy Company Limited as at 15 March 2024.

- **Property, plant, and equipment**

Property plant and equipment as of 31 March 2024 amounted to THB 61,190.64 million, an increase of THB 32.56 million compare to year-end 2023, mainly came from fixed assets for the expansion battery lithium-ion plant by THB 664.99 million and invested in waste management projects in the Koh Larn area in Pattaya, Chonburi Province and Phuket Municipality Phuket Province amount to THB 264.33 million and decreased from depreciation for the period by THB 925.42 million.

Total Liabilities

The total liabilities of EA and its subsidiaries as of 31 March 2024 amounted to THB 69,854.07 million, a decreased of THB 365.65 million compared to year-end 2023, mainly decreased due to short-term loans from financial institutions.

Total Equity

The total equity of EA and its subsidiaries as of 31 March 2024 amounted to THB 43,609.96 million, a decrease of THB 399.65 million compared to year-end 2023. This increased from the net profit of this quarter in the amount of THB 888.70 million and decreased from other components of owners' equity in the amount of THB 1,094.15 million and decreased from non-controlling interests in the amount of THB 194.20 million.

Liquidity

The liquidity of EA and its subsidiaries in 1Q2024 showed a net cash flow decrease by THB 219.22 million, with cash and cash equivalents at the beginning of the period by THB 2,463.73 million, resulting in cash and cash equivalents at the end of the period by THB 2,244.51 million. The details of cash flow for each activity are as follows:

Unit: Million THB

| | Consolidated |
|-----------------------------------------------------------|-----------------|
| Net cash receipts from (payments in) operating activities | 1,943.72 |
| Net cash payments in investing activities | (1,054.43) |
| Net cash receipts from financing activities | (1,120.83) |
| Exchange gains (losses) on cash and cash equivalents | 12.32 |
| Net increase (decrease) in cash and cash equivalents | (219.22) |
| cash and cash equivalents at the beginning balance | 2,463.73 |
| cash and cash equivalents at the ending balance | 2,244.51 |

Net cash flow from operating activities by THB 1,943.72 million, which was derived from profit before tax of THB 732.67 million and adjusted for items that matched profit before tax with cash received (paid) from operating activities. The main items that increased cash flow were depreciation and amortisation of THB 957.16 million, finance costs of THB 645.37 million, fair value gains on financial instruments of THB 20.68 million and a provision for dilution of inventories by THB 23.56 million, while the loss on impairment and disposal of fixed assets and other amounted to THB 16.56 million. The main items that led to a decrease in cash flow were interest income of THB 178.00 million, profit sharing from investments in joint ventures and associates of THB 63.05 million, net unrealised foreign exchange losses of THB 64.07 million and adjusted for changes in operating assets and liabilities that led to a decrease in cash flow of THB 134.34 million, including income tax paid of THB 12.82 million.

Net cash flow from investing activities by THB 1,054.43 million, mainly from the investment in TC Renewable Energy Company Limited and the investment in additional fixed assets from the expansion of the production plant for lithium-ion batteries including investment in waste management projects in the Koh Larn area in Pattaya, Chonburi Province and Phuket Municipality Phuket Province.

Net cash flow from financing activities by THB 1,120.83 million, mainly from the repayment of short-term loans and interest payments from financial institutions.

Key Financial Ratios

| Financial Ratio | Unit | 1Q2024 | 1Q2023 |
|---------------------------------------------------|-------|--------|--------|
| <u>Profitability Ratios</u> | | | |
| Gross profit margin | % | 26.19 | 37.08 |
| Net profit margin | % | 11.71 | 26.86 |
| Return on equity | % | 14.93 | 22.82 |
| <u>Leverage Ratios or Financial Ratios</u> | | | |
| Debt to equity | Times | 1.60 | 1.57 |
| Interest coverage ratio | Times | 2.80 | 8.10 |
| <u>Liquidity Ratios</u> | | | |
| Current ratio | Times | 1.07 | 0.87 |
| Quick ratio | Times | 0.51 | 0.41 |

Key Developments of the Company in Quarter 1/2024.

EBI, a company in the Energy Absolute group, has created the 'Bio PCM' product and won the Innovation of the Year 2024 award.

EBI, a subsidiary of Energy Absolute Public Company Limited or EA, has received the BUSINESS+ PRODUCT INNOVATION AWARDS 2024 in the Automotive and Alternative Energy Products category for its EA Bio PCM project. Mr. Cheerapan Panyanan, Executive Vice President of Biodiesel Business Operation Group, represented the company in receiving the award and was honored by His Excellency Nurak Marpraneet, Privy Councilor and chairman of the ceremony at the InterContinental Hotel, Bangkok.

EA has been selected as a member of the S&P Global Sustainability Yearbook 2024.

Energy Absolute Public Company Limited or EA, a leading clean energy business in the ASEAN region, has been selected and ranked in “The Sustainability Yearbook 2024” index in the Electric Utilities Industry category. This report, organized by S&P Global, reflects the organization’s management practices according to ESG principles, creating long-term value and confidence for both Thai and international investors. EA continues to advance its business towards leadership in clean energy innovation.

EA signs MOU with the Federation of Thai Industries Phuket (FTI Phuket) to jointly create Green Island; Low Carbon City, a prototype eco-tourism city at the world-class level.

Energy Absolute Public Company Limited or EA has signed an MOU with the Federation of Thai Industries Phuket to jointly support the creation of a low-carbon green city. Somphote Ahunai” EA’s CEO announces moving forward with cooperation in all sectors. Pushing Phuket to become a prototype world-class eco-tourism city, along with applying the Green Business Platform used there to other provinces, aiming to accelerate Thailand’s journey to become a leading country in the world to achieve Carbon Neutral ahead of schedule.

EA has commenced the delivery of carbon credits to Switzerland from the E-Bus project in the Bangkok area under the Paris Agreement Article 6.2 to contribute towards achieving the NDC targets.

Energy Absolute Public Company Limited or EA has commenced the delivery of carbon credits from the “Bangkok E-Bus Programme”, the world’s first cross-border carbon credit trading project under the Paris Agreement Article 6.2. This collaboration between Thailand and Switzerland is conducted within a clear framework for cooperation on voluntarily implemented greenhouse gas reduction projects beyond the Nationally Determined Contributions (NCD) plans of the countries the countries. The project adheres to environmental quality and human rights standards. Klik Foundation is the purchaser of these carbon credits, which will be used to offset greenhouse gas emissions in Switzerland as per their established targets.

Progress of the company's important investment projects.

- **Lithium-ion Battery and Energy Storage System Business**

AMITA Technology (THAILAND) Company Limited (Amita-TH)

The first lithium-ion battery factory in ASEAN with a production capacity of up to 1 gigawatt-hour (GWh) per year is operated by AMITA Technology (Thailand) Co., Ltd. also known as Amita-TH. Currently, Amita-TH is engaged in commercial battery production, providing lithium-ion batteries for electric vehicles manufactured by the company's group, and also has started selling to external customers.

At present, Amita-TH is in the process of expanding its production capacity from 1 gigawatt-hour per year to 2 gigawatt-hours per year, expected to be completed in the 3rd quarter of 2024, and 4 gigawatt-hours per year, expected to be completed by the end of 2025.

In addition, the company is still in the process of studying the possibility of establishing a battery cell production factory together with EVE Energy Co., Ltd., the third lithium-ion battery technology provider in China. The cooperation of the two companies will enhance strength in competing in domestic and international markets. This will enable Amita-TH to produce a variety of lithium-ion batteries, including NMC and LFP types, to meet diverse demands in the electric vehicle industry and facilitate the expansion of its customer base both domestically and internationally. Currently, Amita-TH is in negotiations with leading battery worldwide manufacturers to collaborate on enhancing the company's battery capabilities.

- **Electric buses and Electric Commercial Vehicles Business**

Absolute Assembly Company Limited (AAB)

The Group of Companies operates a commercial electric vehicle manufacturing business under the name of Absolute Assembly Company Limited or AAB. Currently, AAB has a maximum production capacity of commercial electric vehicles of up to 9,000 units per year and can accommodate the production of various types of vehicles, such as buses, trucks, vehicles used in specialized industries, etc. AAB's factory also receives tax benefits from the Board of Investment, enhancing its competitiveness. In the 1st quarter of 2024, the Company delivered electric vehicles a total of 350 units.

The Company Group estimates that the demand for commercial electric vehicles is trending upwards, both from the public and private sectors, following the approval by the National Electric Vehicle Policy Committee, or the "EV Board," to support large-scale commercial electric vehicle usage,

including electric buses (E-Bus) and electric trucks (E-Truck), to support business sectors in reducing carbon emissions and help Thailand achieve its carbon neutrality goals. These measures will allow companies or juristic partnerships to deduct expenses for corporate income tax calculation when purchasing and using electric buses and trucks, without setting a price ceiling, for domestically produced/ assembled vehicles, enabling a double deduction of expenses. This is considered a positive factor that will increase business opportunities in the production of electric buses and commercial vehicles of the Company Group in the future.

The company is in the process of negotiating with manufacturers of small commercial electric vehicles, such as electric pickups and electric vans, to jointly produce and distribute. This will add products to the company's group to meet the needs of customer groups in Thailand.

- **Biodiesel Business**

Sustainable Aviation Fuels Production Project

The Group of Companies remains committed to conducting business sustainably, utilizing Thai innovations to enhance the country's competitiveness. Continuing the investment in the sustainable aviation fuel (SAF) business, which is a biofuel used for aircraft, to reduce greenhouse gas emissions and support Thailand's journey towards carbon neutrality as pledged in COP26 on solving global climate change problems.

In the past, the production process has been developed including refining the Isomerization process, which not only enhances the properties of Green Diesel for use in cold climates with temperatures below zero but also extends to the production of Sustainable Aviation Fuels. These fuels help reduce greenhouse gas emissions in the aviation industry. The Group of Companies expects to begin testing equipment and the Pre-Commissioning production process for Sustainable Aviation Fuels during the 3rd quarter of 2024.

In addition, the company has entered into a memorandum of understanding ("MOU") with Bangkok Aviation Fuel Services Public Company Limited (BAFS), a leading provider of aircraft fuel storage and management services in Thailand, to explore opportunities for establishing an Open-Access Sustainable Aviation Fuel (SAF) Blending Facility. This facility aims to accommodate SAF produced from sustainable biomass and other raw materials, promoting a free trade for Sustainable Aviation Fuel, supporting all aircraft fuel producers. This collaboration also extends to the advancement of

commercial electric vehicles operating at airports, as well as the integration of lithium-ion batteries into additional airport equipment.

- **EA Anywhere Electric Vehicle Charging Station Business**

Energy Mahanakhon Company Limited (EMN)

The Group of Companies expanded its business operations into electric vehicle charging station services to accommodate commercial electric vehicles under the trademark "EA Anywhere." This initiative is operated under a subsidiary named Energy Mahanakhon Company Limited, with the objective of utilizing clean energy in the automotive industry to reduce greenhouse gas emissions and promote the use of environmentally friendly renewable energy in the country's transportation system. It also contributes to infrastructure development and supports the adoption of electric vehicle innovations.

Currently, "EA Anywhere" electric vehicle charging stations cover all regions of Thailand, with a total of 499 stations ((including both DC and AC chargers) and a total of 2,555 charging heads installed as of the end of the 1st quarter of 2024.

In 2024, the Company will focus on growth into 2 parts: 1) Selling large-scale charging stations (Megawatt Charging Stations) to meet the needs of commercial electric vehicle customers. 2) Expanding into markets such as condominiums, parking buildings, and office buildings using Smart Energy Management Systems to ensure the most efficient energy management possible including improving the capabilities of charging machines and charging stations, and continually seeking potential spaces to increase accessibility to the Company's electric vehicle charging stations in the future.

- **Waste management business and waste power plant**

Currently, it is important to manage waste in a sustainable way that does not pollute the environment. In addition, Waste to Energy is one of the plans to develop renewable energy and alternative energy as promoted by the government. The company group has seen business opportunities. Thus, it has undertaken Waste Management Business at Koh Larn, Pattaya City, Chonburi Province. Currently, a construction has begun while a commercial operation is expected to start in the 4Q2024 and a solid waste disposal project using an incinerator system to produce and distribute electricity generated from waste with the Phuket Municipality in Phuket Province. This project is expected to commence in 4Q2026 as well as a solid waste disposal project using an incinerator system

in Pathum Thani Province. All 3 projects as mentioned here are considered as pilot projects that help support the area to become a sustainable tourist city. Thus, this will increase the opportunity to enter into such projects in other areas. More in the future, the company group assesses that the Waste Management Business and Waste to Energy are likely to grow continuously in the future as the government gives importance and promotes Waste Management Business on a sustainable and correct basis. In addition, entering into that business also increases opportunities to introduce environmentally friendly products such as the company's electric garbage trucks uses in such area and create new business opportunities of the company group in the future.

- **Overseas investment business**

The company is in the final stages of signing with the Lao People's Democratic Republic government in the joint investment agreement to establish a joint venture company in managing electric power from clean energy as centralized basis in Laos and invest in projects that create additional value and promote the use of electric vehicles in Laos. It is expected to enter into such agreement on 13 May, 2024. After that process, the company and the Lao People's Democratic Republic government will jointly establish a joint venture company. and receiving various rights from the government of the Lao People's Democratic Republic will closely work together to establish a joint venture company and receive various rights from the government of the Lao People's Democratic Republic further.