



LTR.SEA 033/2024

13 August 2024

Subject: Management Discussion and Analysis for Quarter 2 ended 30 June 2024

ATTN: President

The Stock Exchange of Thailand

Sea Oil Public Company Limited (the “Company”) would like to clarify the operating results of the Company and subsidiaries for Quarter 2 ended 30 June 2024 as follows:

Statement of Comprehensive Income (Unit: Million Baht)	For Quarter 2			For 6 months period		
	2024	2022	% Increase / (Decrease)	2024	2022	% Increase / (Decrease)
Revenue from Sales, Services, and Rental	4,707.02	4,475.86	5.16	7,960.57	9,139.15	(12.90)
Gross Profit	130.16	127.69	1.93	222.00	250.52	(11.38)
Other Income	7.17	3.05	135.08	9.03	4.14	118.12
Selling and Administrative Expenses	(77.22)	(90.63)	(14.80)	(139.11)	(176.25)	(21.07)
Finance costs	(0.49)	(5.54)	(91.16)	(0.87)	(10.78)	(91.93)
Share of profit from a joint venture	65.18	57.49	13.38	116.92	128.23	(8.82)
<b>Profit for the period</b>	<b>104.23</b>	<b>85.54</b>	<b>21.85</b>	<b>158.64</b>	<b>183.47</b>	<b>(13.53)</b>
<b>Profit (loss) attributable to:</b>						
<b>Owners of the Company</b>	104.23	85.79	21.49	158.64	183.67	(13.63)

#### **Overview of the Business Operation of Quarter 2 ended 30 June 2024**

The Statement of Comprehensive Income of the Company and its subsidiaries had the profit of Owners of the Company of Baht 104.23 million, increased 21.49% compared to the same quarter of the previous year the main reasons were as follows:

#### **Share of Profit from a Joint Venture**

The Company and its subsidiaries recognized share of profit from the joint venture, Pan Orient Energy (Siam) Limited, of Baht 65.18 million, increased by 13.38% compared to the same quarter of the previous year due to the significant increase in world crude oil price in the Q2/2024 about 84 USD/Barrel of increased 7.61% compared to the same quarter of the previous year about 78 USD/barrel.

### **Revenue**

The Company and its subsidiaries had total revenue from sales, services, and rental of Baht 4,707.02 million, which increased by 5.16%, compared to the same quarter of the previous year. As mainly resulting from the increase in oil trading revenue of both domestic and international markets, as well as the increased of in oil prices in the market and the increase in world crude oil prices.

### **Gross profit**

The Company and its subsidiaries had a Total Gross profit of Baht 130.16 million, increased by 1.93%, compared to the same quarter of the previous year, mainly from the Catering & Services business as the company was able to manage its cost of goods sold and services more efficiently compared to the same quarter of the previous year.

### **Other Income**

The Company and its subsidiaries had a total other Income of Baht 7.17 million, increased by 135.08% compared to the same quarter of the previous year, from interest income of financial institution.

### **Selling and Administrative Expenses**

The Company and its subsidiaries had selling and administrative expenses of Baht 77.22 million decreased by 14.80% compared to the same quarter of the previous year due to decreased personnel expenses and marketing expenses of overseas subsidiaries from a restructuring of business operation.

### **Finance costs**

The Company and its subsidiaries had a financial cost of Baht 0.49 million, decreased by 91.16% compared to the same period of the previous year. Due to a decrease in borrowing from financial institutions, resulting to decrease of interest expense.

### **Overview of the Business Operation for 6 months period ended 30 June 2024**

The Statement of Comprehensive Income of the Company and its subsidiaries had the profit of Owners of the Company of Baht 158.64 million, decreased by 13.63% compared to the same quarter of the previous year. The main causes were as follows:

#### **Revenue**

The Company and its subsidiaries had Total revenue from sales, services, and rental of Baht 7,960.57 million, or decreased by 12.90%, mainly resulting from the decrease in revenue and volume from overseas oil trading customers, and the decrease in the Catering & Service business due to the end of the period of service.

#### **Share of Profit from a Joint Venture**

The Company and its subsidiaries recognized share of profit from the joint venture, Pan Orient Energy (Siam) Limited, of Baht 116.92 million decreased by 8.82% due to planned maintenance of oil wells which led to 14% decreased in production capacity and sales volume compared to the same period of the previous year.

### **Gross profit**

The Company and its subsidiaries had a Total Gross profit of Baht 222 million, decreasing 11.38% compared to the same period of the previous year due to the decreased of oil sales volume. However, the Company and its subsidiaries had increased of gross profit margin of the Catering & Services business as the company was able to manage its cost of goods sold and services more efficiently

### **Other Income**

The Company and its subsidiaries had a total other Income of Baht 9.03 million, increased by 135.08% compared to the same period of the previous year, from Interest of financial institution.

### **Selling and Administrative Expenses**

The Company and its subsidiaries had selling and administrative expenses of Baht 139.11 million decreased by 21.07% compared to the same period of the previous year mainly from the decrease in personnel expenses and marketing expenses of overseas subsidiaries.

### **Finance costs**

The Company and its subsidiaries had a financial cost of Baht 0.87 million, decreased by 91.93% compared to the same period of the previous year. Due to a decrease in borrowing from financial institutions, resulting to decreased of interest expense.

### **Statement of Financial Position**

<b>Statement of Financial Position</b>  (Unit: Million Baht)	<b>Consolidated FS</b>		
	<b>31 June 2024</b>	<b>31 December 2023</b>	<b>% Increase/ (Decrease)</b>
Current assets	2,648.41	1,889.26	40.18
Non-current assets	1,210.98	1,207.78	0.26
<b>Total Assets</b>	<b>3,859.39</b>	<b>3,097.04</b>	<b>24.62</b>
Current liabilities	1,356.87	630.46	115.22
Non-current liabilities	33.22	30.60	8.56
<b>Total Liabilities</b>	<b>1,390.09</b>	<b>661.06</b>	<b>110.28</b>
<b>Total Equity</b>	<b>2,469.30</b>	<b>2,435.98</b>	<b>1.37</b>

### **Assets**

The Company and its subsidiaries had total assets of Baht 3,859.39 million, increasing by 762.35 million baht or 24.62% compared to ended of year 2023, due to an increase of Current assets at the amount of 759.15 million baht or 40.18%, from the increase of trade and other current receivables.

**Liabilities**

The Company and its subsidiaries had total liabilities of Baht 1,390.09 million, increasing by 729.03 million baht or 110.28% compared to ended of year 2023, due to an increase in current liabilities which consisting of the increase of accounts payable.

**Shareholders' Equity**

The shareholders' equity of the Company and its subsidiaries 2,469.30 million baht, the total shareholders' equity increased from the end of 2023 in the amount of 33.32 million baht or 1.37% from the total increased comprehensive income of the period.

Please be informed accordingly,

Sincerely Yours,

(Ms. Neeracha Panboonhom)  
President and Chief Executive Officer