

# BCPG Public Company Limited Management Discussion and Analysis For Q2/2024 Operating Results

7<sup>th</sup> August 2024



## Executive Summary

### Financial Highlight

Unit: THB million	2Q23	2Q24	Δ %	1Q24	Δ %	1H23	1H24	Δ %
Revenue from sales and rendering of service	1,092.7	1,083.6	(0.8%)	1,194.1	(9.2%)	2,149.9	2,277.7	5.9%
Share of profit of investment in associates*	(30.8)	363.6	(1279.8%)	445.6	(18.4%)	9.1	809.1	8747.8%
EBITDA*	755.8	1,084.1	43.4%	1,329.8	(18.5%)	1,564.6	2,413.8	54.3%
<b>Net profit attributable to owners of parent</b>	<b>201.1</b>	<b>1,243.4</b>	<b>518.3%</b>	<b>440.5</b>	<b>82.3%</b>	<b>713.0</b>	<b>1,683.9</b>	<b>136.2%</b>
<b>Core profit*</b>	<b>182.6</b>	<b>99.2</b>	<b>(45.6%)</b>	<b>343.1</b>	<b>(71.1%)</b>	<b>342.4</b>	<b>442.4</b>	<b>29.2%</b>

\*Excluding gain/(loss) on FX and one-time items

**Q2/2024: BCPG or the Group of Companies recorded core profit of THB 99.2 million, a decrease of 45.6% YoY and 71.1% QoQ. This decline was due to the following factors:**

#### -45.6% YoY

- (-) Lower revenue from solar power plants in Thailand due to the expiration of the adder schemes.
- (-) Reduced revenue from wind power projects in Thailand due to a decrease in Ft rate.
- (-) Decreased revenue from solar power plants in Japan due to reduced solar irradiation. The sale of all solar power projects in Japan completed on June 26, 2024.
- (-) Increased financial costs due to higher interest-bearing debts and rising market interest rates.
- (+) However, increased contributions from the tank terminal and seaport in Thailand, hydropower plants in Lao PDR, wind power plants in the Philippines, and combined cycle gas turbines (CCGTs) in the USA partially mitigated these negative impacts.

#### -71.1% QoQ

- (-) Lower revenue from solar power plants in Thailand due to the expiration of the adder schemes.
- (-) Reduced revenue from wind power projects in Thailand due to lower wind speeds resulting from seasonal factors.
- (-) Decreased revenue from the tank terminal in Thailand due to a reduction in customer throughput.
- (-) Lower share of profit from wind power projects in the Philippines due to seasonal factors.
- (-) Decreased share of profit from CCGTs in the USA due to higher planned shutdowns and lower spreads.
- (+) However, increased revenue contributions from hydropower plants in Lao PDR and solar power plants in Japan, driven by seasonal factors helped alleviate some of the negative impacts.

**1H/2024: BCPG or the Group of Companies recorded core profit of THB 442.4 million, reflecting a 29.2% increase YoY. The growth was attributed to the following factors:**

- (+) Increased revenue from the tank terminal project in Thailand, with the revenue recognition starting from June 2023.
- (+) Increased revenue from hydropower plants in Lao PDR due to full 6-months of operations. In 1H/2023, these plants were shutdown to prepare for selling electricity to Vietnam Electricity (EVN), yet the plants resumed commercial operations with EVN starting in June 2023.
- (+) Increased share of profit from wind power projects in the Philippines due to higher wind speeds.
- (+) Increased share of profit from combined cycle gas turbines (CCGTs) in the USA, contributed from the capacity of 151 MW since March 2023 and the additional of 706 MW (426 MW in July 2023 and 280 MW in October 2023).

## Key developments during Q2/2024 until now

### **Dividend payment for the period of 1 July 2023 to 31 December 2023**

On 9 April 2024, the Annual General Meeting of Shareholders for the year 2024 approved the dividend payment for the period of 1 July 2023 to 31 December 2023 from the operating results of the year 2023 of THB 0.15 per share, with the total amount of THB 449.36 million. Given this, the total dividend for the year 2023 would be THB 0.25 per share, totaling THB 740.25 million. This included the interim dividend payment for the period of 1 January 2023 to 30 June 2023 of THB 0.10 per share.

### **Succeeded in the additional investment of 8.0 MW Solar power project in Thailand**

On 30 April 2024, the Group of Companies successfully invested in 3 solar power plants in Thailand, with a combined contract capacity of 8.0 MW. The projects acquired are all commercially operational and receive a Feed-in Tariff (FiT) rate of 4.12 Baht per unit. This rate is favorable compared to current rates for renewable energy, allowing the company to start generating revenue immediately. This investment aligns with the company's strategic plan to grow its core business. The company expects to complete the investment of an additional solar power projects in Thailand with a capacity of 5.0 MW (contracted capacity) within Q4/2024.

### **Signing of cooperation agreement to promote sustainable mangrove conservation**

On 3 May 2024, the Group of Companies, as a partner of the Thailand Mangrove Alliance, and the Director-General of the Department of Marine and Coastal Resources (DMCR), signed a Memorandum of Understanding (MoU) to cooperate on mangrove conservation efforts. The objective of this collaboration is to advance sustainable mangrove management.

The Group of Companies recognizes the growing severity of climate change issues and has initiated the BCPG Mangrove Restoration for a Sustainable World project. This initiative aims to conserve, restore, and improve mangrove forests, enhancing the overall health of the ecosystem.

### **Completion of Sale of Japanese Investment Portfolio to European Fund as Part of Strategic Plan**

On 26 June 2024, the Group of Companies successfully sold its solar power plant operations in Japan, comprising 9 projects with a total installed capacity of 116.8 MW (contracted capacity of 89.7 MW), as well as its Japanese subsidiary involved in asset management and operation & maintenance services. The transaction, which involved the sale of common shares and investments, was valued at 42.97 billion yen or 10.377 billion baht (exchange rate: 24.15 baht per 100 yen). The payment for these shares has been received from the buyer.

The sale of these assets aligns with our long-term business strategy of developing power plants from pre-construction to commercial operation and then selling them to investors seeking stable cash flows, maximizing profit opportunities. Additionally, the Group of Companies plans to use the proceeds from this sale to support new investment projects, enhancing future growth.

**Succeeded in the issuance of Thailand's First “Carbon Credit Bond”**

On 26 June 2024, the Group of Companies, partnered with KASIKORNBANK, successfully issued Thailand's first “Carbon Credit Bond,” aimed at developing the carbon credit market through innovative way of fundraising. The bond issuance totaled THB 2.0 billion, with a term of 3 and 5 years and an average interest rate of 3.43%. Uniquely, investors not only receive fixed interest rates but can also choose to receive certified carbon credits from the Thailand Voluntary Emission Reduction Program (T-VER) developed by the Greenhouse Gas Management Organization (TGO) or Renewable Energy Certificates (REC) certified by The International REC Standard Foundation (I-REC). These credits can be used as part of greenhouse gas offsetting tools to achieve carbon neutrality as outlined in national environmental strategies, and can also be traded in the secondary market, supporting liquidity in Thailand's carbon credit trading market.

**Additional Investment in Pratumwan Smart District Cooling Company Limited.**




On 15 July 2024, the Group of Companies completed the acquisition of additional shares in Pratumwan Smart District Cooling Co., Ltd. (PSDC) from Team Consulting Engineering and Management Public Co., Ltd. (TEAMG), increasing its stake in PSDC from 44.0% to 51.6%. As a result, PSDC has become a subsidiary of the company.

PSDC operates and manages a central cooling system for the Samyan Smart City project in the Suanluang – Samyan commercial area, with an installed cooling capacity of 18,000 refrigeration tons (RT). The smart district cooling system can save cost by reducing the electricity consumption by 20-35% compared to traditional cooling systems, promotes the reduction of greenhouse gas emissions, minimizes environmental impacts, and improves the quality of life for the surrounding community.

## The Group of Companies' Contracted Capacity

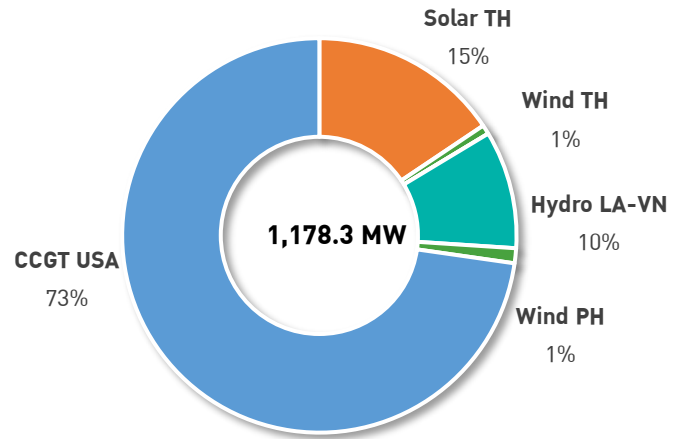
Contracted capacity breakdown by countries and types of energy at the end of Q2/2024.

Unit: Equity MW

Country	2Q23	2Q24	Δ %	1Q24	Δ %
Thai					
	174.7	183.9	5.3	175.9	4.5
	9.0	9.0	0.0	9.0	0.0
Japan					
	79.7	0	(100.0)	79.7	(100.0)
Laos					
	114.0	114.0	0.0	114.0	0.0
The Philippines					
	14.4	14.4	0.0	14.4	0.0
USA					
	151.0	857.0	467.5	857.0	0.0
<b>Total</b>	<b>542.8</b>	<b>1,178.3</b>	<b>117.1</b>	<b>1,250.0</b>	<b>(5.7)</b>

\*Remark: On 26 June 2024, the Group of Companies has completed the sale of common shares and investments in solar power plants in Japan.

## Contracted capacity breakdown by power types



At the end of Q2/2024, total contracted capacity was at 1,178.3 MW, reflecting a 117.1% increase YoY. The change came from the following factors:

- (1) The acquisition of CCGT power plants in the USA in July and October 2023, with a total equity capacity of 706.0 MW.
- (2) The additional commencement of commercial operation for new solar rooftops under the CMU Smart City project in August 2023.
- (3) The additional acquisition of 3 solar projects in Thailand, with a total contracted capacity of 8.0 MW in April 2024.
- (4) The additional commencement of commercial operations for new solar rooftop projects.
- (5) The sale of solar power plants in Japan, with a total contracted operating capacity of 79.7 MW, in June 2024.

Compared to the end of Q1/2024, the contracted capacity has decreased by 5.7%. The change came from the following factors:

- (1) The additional acquisition of 3 solar power projects in Thailand, totaling 8.0 MW across 3 projects, in April 2024.
- (2) The sale of solar power plants in Japan, with a total contracted operating capacity of 79.7 MW, in June 2024.

## Financial Performance

### Financial Performance for Q2/2024

Unit: THB million	2Q23	2Q24	Δ (%)	1Q24	Δ (%)	1H23	1H24	Δ (%)
Revenue from sales and rendering of service	1,092.7	1,083.6	[0.8%]	1,194.1	[9.2%]	2,149.9	2,277.7	5.9%
Cost of sales and rendering of services	[567.3]	[711.9]	25.5%	[693.0]	2.7%	[1,086.8]	[1,404.9]	29.3%
Gross profit	525.4	371.8	[29.2%]	501.1	[25.8%]	1,063.2	872.8	[17.9%]
Administrative expenses*	[160.4]	[149.7]	[6.7%]	[112.0]	33.6%	[312.4]	[261.7]	[16.2%]
Operating profit	365.0	222.1	[39.2%]	389.1	[42.9%]	750.7	611.2	[18.6%]
Share of profit of investment in associates*	[30.8]	363.6	1279.8%	445.6	[18.4%]	9.1	809.1	8747.8%
EBITDA*	755.8	1,084.1	43.4%	1,329.8	[18.5%]	1,564.6	2,413.8	54.3%
Other income/(expense)*	102.4	36.4	[64.5%]	44.1	[17.4%]	134.3	80.5	[40.1%]
FX gain/(loss)	91.0	9.1	NA	100.2	NA	206.3	109.3	NA
Other one-time item	[72.5]	1,135.1	NA	[2.8]	NA	164.3	1,132.3	NA
EBIT	455.2	1,766.3	288.0%	976.1	81.0%	1,264.7	2,742.4	116.8%
Finance costs	[248.0]	[410.5]	65.5%	[419.3]	[2.1%]	[477.4]	[829.8]	73.8%
EBT	207.2	1,355.8	554.3%	556.7	143.5%	787.4	1,912.5	142.9%
Income tax (expense) benefit*	[5.2]	[111.8]	NA	[115.6]	NA	[72.5]	[227.5]	NA
Minority interest	[0.9]	[0.5]	NA	[0.6]	NA	[1.9]	[1.1]	NA
<b>Net profit attributable to owners of parent</b>	<b>201.1</b>	<b>1,243.4</b>	<b>518.3%</b>	<b>440.5</b>	<b>82.3%</b>	<b>713.0</b>	<b>1,683.9</b>	<b>136.2%</b>
<b>Core profit*</b>	<b>182.6</b>	<b>99.2</b>	<b>[45.6%]</b>	<b>343.1</b>	<b>[71.1%]</b>	<b>342.4</b>	<b>442.4</b>	<b>29.2%</b>
Basic Earnings per Share (THB)	0.07	0.42	500.0%	0.15	80.0%	0.25	0.56	124.0%

Remark:

\*Excluding gain/(loss) on FX and one-time items

	2Q23	2Q24	1Q24	1H23	1H24
<b>Total one-time items:</b>	<b>18.5</b>	<b>1,144.2</b>	<b>97.4</b>	<b>370.6</b>	<b>1,241.6</b>
<b>FX gain/(loss)</b>	<b>91.0</b>	<b>9.1</b>	<b>100.2</b>	<b>206.3</b>	<b>109.3</b>
<b>Tax related to FX gain/(loss)</b>	<b>[47.0]</b>	<b>[0.0]</b>	<b>0.0</b>	<b>[75.3]</b>	<b>[0.0]</b>
<b>Other one-time item</b>	<b>[25.4]</b>	<b>1,135.1</b>	<b>[2.8]</b>	<b>239.6</b>	<b>1,132.3</b>
Net gain from sales of investment in associates	-	2,158.8	-	-	2,158.8
Loss from write-off and impairment of assets	-	[786.8]	-	267.0	[786.8]
Net withholding tax and special business tax	[25.4]	[94.1]	[11.7]	[27.4]	[105.8]
Indebtedness cancellation and accrued interest	-	382.5	-	-	382.5
Write-off unamortized front-end fee from refinancing	-	[525.3]	-	-	[525.3]
Other one-time item	0.0	-	8.9	-	8.9

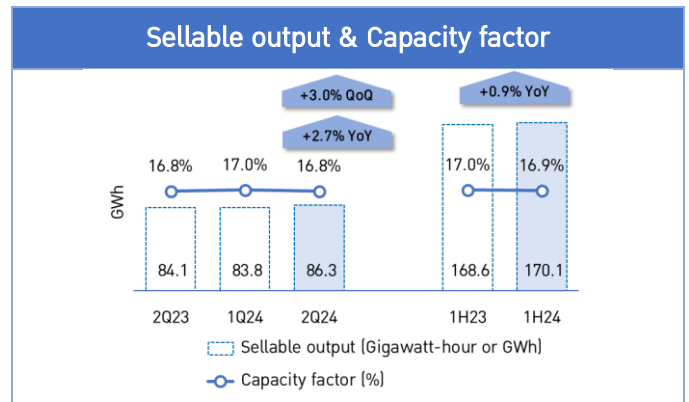
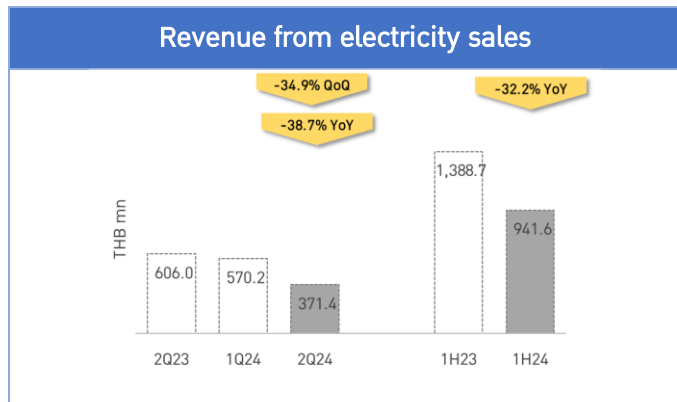
### Revenue from sales and rendering of services

The Group of Companies has revenue structures classified by country as follows:

Unit: THB mn	2Q23	2Q24	Δ %	1Q24	Δ %	1H23	1H24	Δ %
Thai	692.3	599.4	[13.4%]	811.9	[26.2%]	1,499.2	1,411.3	[5.9%]
Laos	56.7	180.8	219.2%	161.7	11.8%	56.7	342.5	504.6%
Japan	319.3	291.5	[8.7%]	208.1	40.1%	555.1	499.6	[10.0%]
Other operating income	24.4	11.9	[51.4%]	12.4	[4.3%]	38.9	24.3	[37.5%]
<b>Total</b>	<b>1,092.7</b>	<b>1,083.6</b>	<b>[0.8%]</b>	<b>1,194.1</b>	<b>[9.2%]</b>	<b>2,149.9</b>	<b>2,277.7</b>	<b>5.9%</b>

The company and subsidiaries: Thailand

Solar



In Q2/2024, the Group of Companies recorded operating revenue from solar power plants in Thailand of THB 371.4 million, decreased by 38.7% YoY and 34.9% QoQ. These were resulted from the following factors.

**YoY**

(-) Revenue from solar power plants fell YoY. The drop YoY resulted from the expiration of adder scheme (total of 69 MW).

(+) Electricity generation grew slightly, thanks to the additional commence operation of solar rooftops and efficiency improvement program, as well as the newly acquisition of 3 solar farms in Thailand, totaling 8.0 MW, that was completed on 30 April 2024.

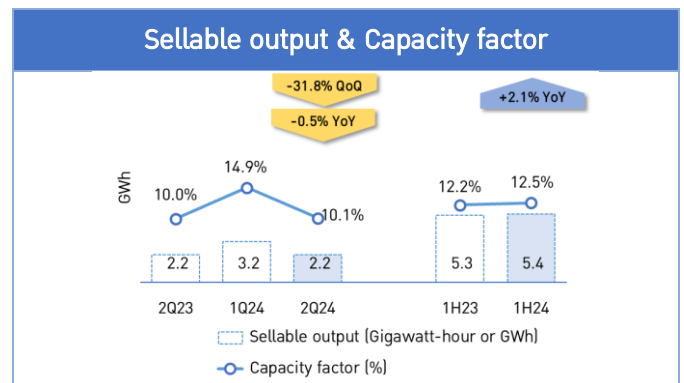
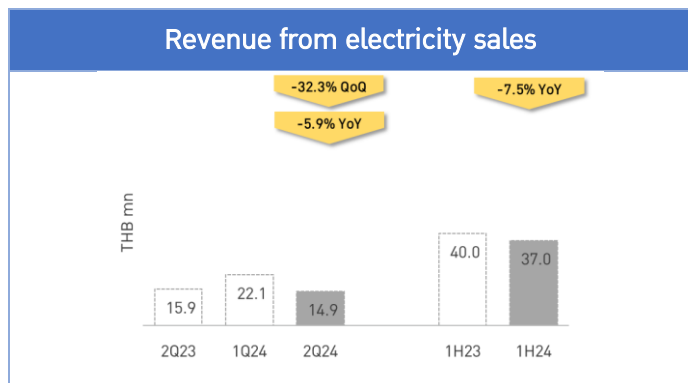
**QoQ**

(-) Revenue from solar power plants dropped QoQ because of the adder expire (total of 40 MW).

(+) Electricity generation improved. The growth was driven by higher irradiation levels and increased generation from new solar projects mentioned earlier.

For 1H/2024, the Group of Companies recorded operating revenue from solar power plants in Thailand of THB 941.6 million, dropped by 32.2% YoY. This mainly came from the expiration of adder power plants 85 MW. Yet, the electricity generation slightly increased by 0.9% owing to the additional commencement of solar rooftop projects, the efficiency improvements, and the new 3 solar projects in Thailand as mentioned.

Wind



In Q2/2024, the Group of Companies recorded operating revenue from a wind power plant in Thailand of THB 14.9 million, decreased by 5.9% YoY and 32.3% QoQ. These were resulted from the following factors.

**YoY**

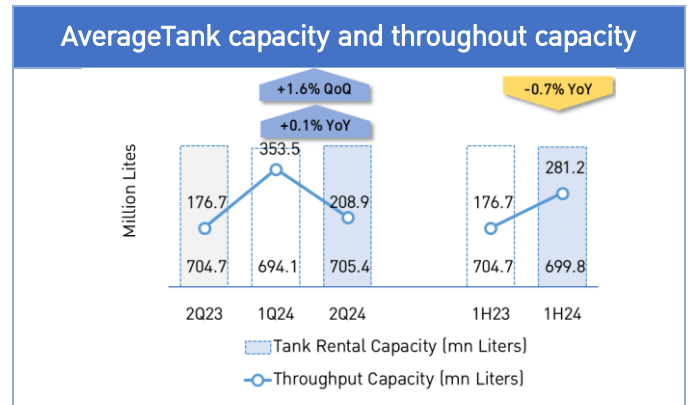
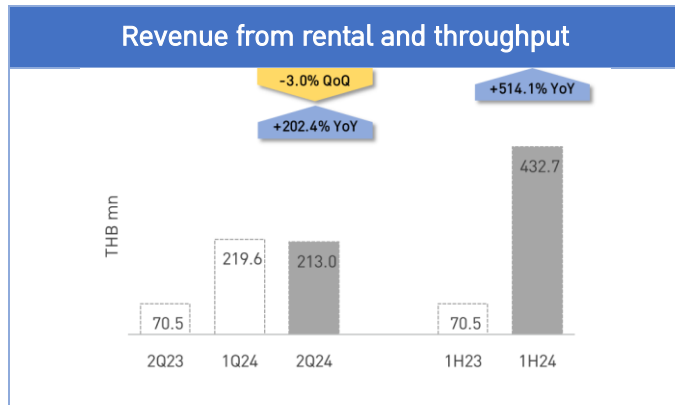
(-) Revenue declined YoY from the lowered Ft rate and the drop in electricity generation due to the lower wind speed.

**QoQ**

(-) Revenue dropped by 32.3% QoQ. This came from electricity generation reduced by 31.8% QoQ due to the lower wind speeds, which were affected by seasonal factors.

For 1H/2024, the Group of Companies recorded operating revenue from wind power project at THB 37.0 million. Despite a 2.1% increase YoY in electricity generation, revenue decreased by 7.5% YoY due to a lower Ft rate.

*Oil Terminal and Seaport Project*



In Q2/2024, the Group of Companies recorded operating revenue from tank terminal and seaport project in Thailand of THB 213.0 million, increased by 202.4% YoY but dropped by 3.0% QoQ. These were resulted from the following factors.

**YoY**

(+) The group of the companies started realizing contribution since June 2023.

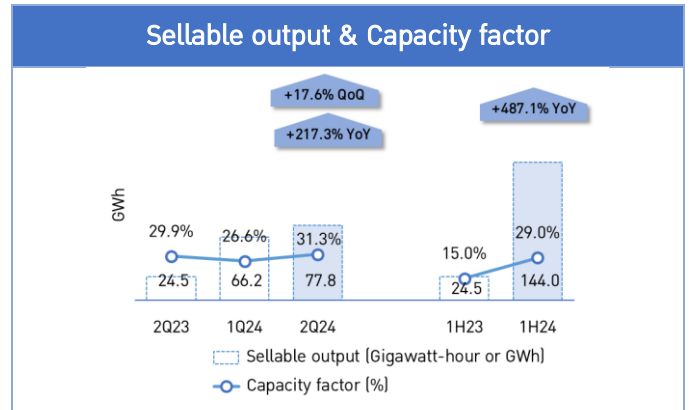
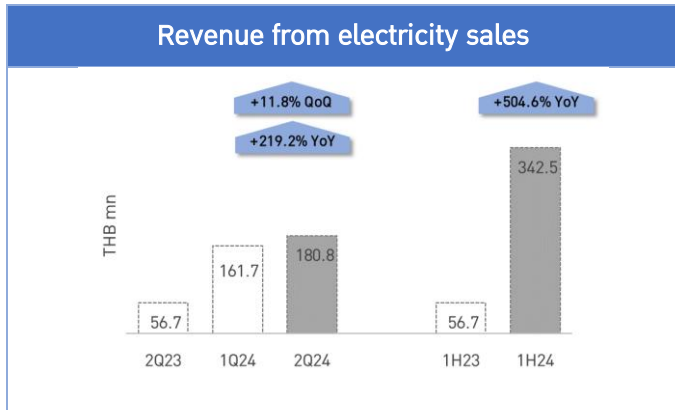
**QoQ**

(-) Tank revenue was down by 3.0% QoQ due to a decline in pipe usage volume. However, rental capacity rose from the previous quarter.

For 1H/2024, the Group of Companies recorded operating revenue from tank terminal of THB 432.7 million, marking a growth of 514.1% YoY following the start of revenue recognition in June 2023.



Subsidiaries: Laos



In Q2/2024, the Group of Companies recorded operating revenue from hydropower plants in Laos of THB 180.8 million, grew by 219.2% YoY and 11.8% QoQ. These were resulted from the following factors.

**YoY**

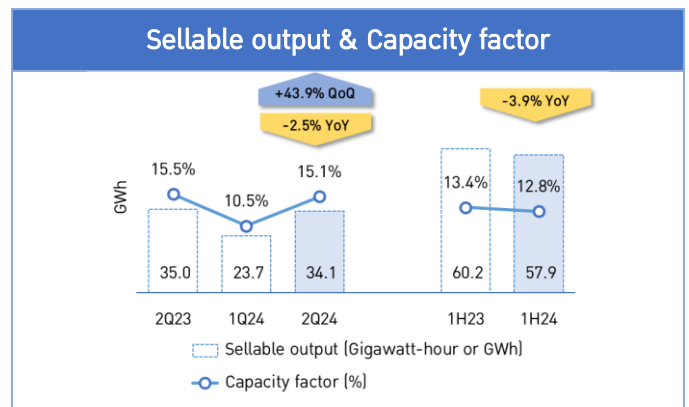
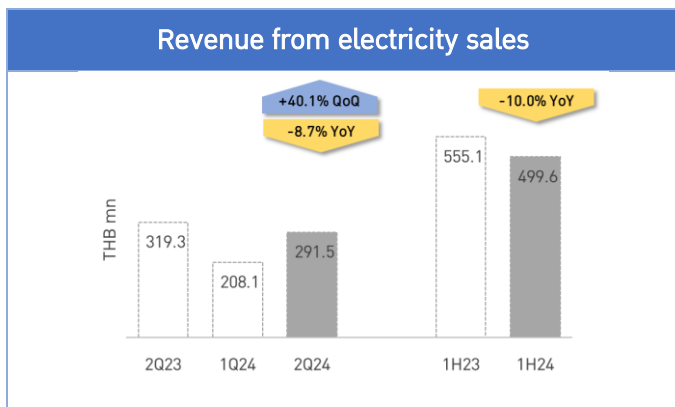
(+) Electricity generation improved 217.3% YoY as in Q2/2023, the projects underwent a shutdown phase to facilitate the transition of electricity sales to Vietnam Electricity (EVN). Following this transition, the projects resumed operations in June 2023, leading to full quarter operation in Q2/2024.

**QoQ**

(+) Electricity generation augmented by 17.6% QoQ, due to the higher of water level following the seasonal factor.

For 1H/2024, the Group of Companies recorded operating revenue from hydro power plants of THB 342.5 million, hugely escalated by 504.6% from the full-6-months operation in 2023. In 1H/2023, the projects underwent a shutdown phase to facilitate the transition of electricity sales to Vietnam Electricity (EVN). Following this transition, the projects resumed operations in June 2023, leading to full operation in 1H/2024.

Subsidiaries: Japan



In Q2/2024, the operating revenue from solar power plants in Japan was reported at THB 291.5 million, reduced by 8.7% YoY but rose by 40.1% QoQ. These were resulted from the following factors.

**YoY**

(-) Electricity generation dropped by 2.5% YoY because of the lower irradiation. On June 26, 2024, the sale of solar power plants in Japan was completed.

**QoQ**

(+) Electricity generation grew by 43.9% QoQ thanks to better irradiation following the seasonal factor.

For 1H/2024, the group of companies recorded operating revenue from solar power plants in Japan of THB 499.6 million, dropped by 10.0% YoY due to the lower irradiation level. The Group of Companies' Japanese assets sale completed on June 26, 2024.

**Total revenue from sales and rendering of services**

In Q2/2024, total revenue was at THB 1,083.6 million, reduced by 0.8% YoY and by 9.2% QoQ. These were resulted from the following factors.

**YoY**

(-) Lower revenue came from solar projects in Thailand, wind farms in Thailand, and solar farms in Japan. However, the higher contribution from tank terminal revenue and hydro power plants alleviated some impact.

**QoQ**

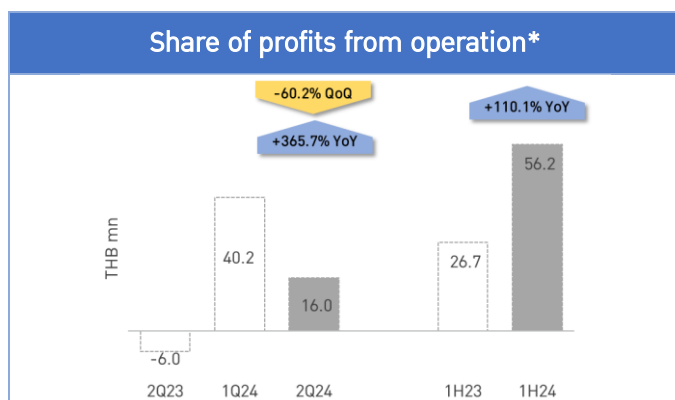
(-) Lower revenue came from solar, wind, and tank projects in Thailand. However, higher revenue from assets in Japan and Laos alleviated some impact.

For 1H/2024 total revenue was at 2,777.7 million, grew by 5.9% thanks to the higher revenue of tank terminal and hydropower project in Lao PDR.

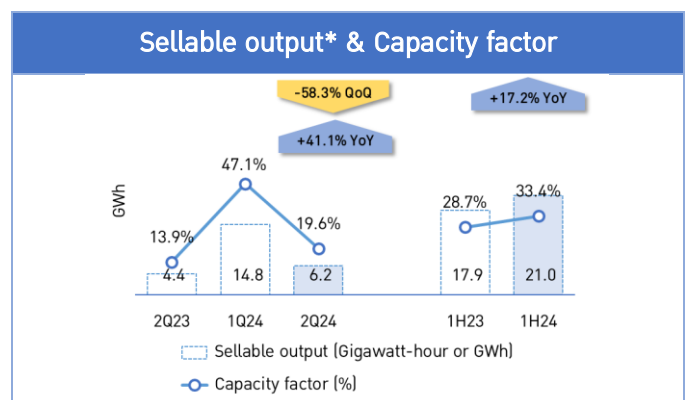
**Share of profit of investment in associates**

The Group of Companies has share of profit of investment in associate's structure classified by country as follows:

**Investment in associates: the Philippines** 



\*Share of profits from operation excludes amortization and one-time items.



\* Sellable output calculation according to holding stake

<i>Unit: THB million</i>	2Q23	2Q24	Δ YoY (%)	1Q24	Δ QoQ (%)	1H23	1H24	Δ YoY (%)
Share profits from operation	(6.0)	16.0	365.8%	40.2	(60.2%)	26.7	56.2	110.2%
(-) Amortization	(7.4)	(7.6)	(2.6%)	(7.7)	0.4%	(14.8)	(15.3)	(3.3%)
Share profits from operation (after amortization)	(13.5)	8.4	162.2%	32.6	(74.3%)	11.9	40.9	242.5%

In Q2/2024, the Group of Companies recorded a share of profits from operation of wind power plant in the Philippine (after amortization) of THB 8.4 million, up by 162.2% YoY but reduced by 74.3% QoQ. These were resulted from the following factors.

**YoY**

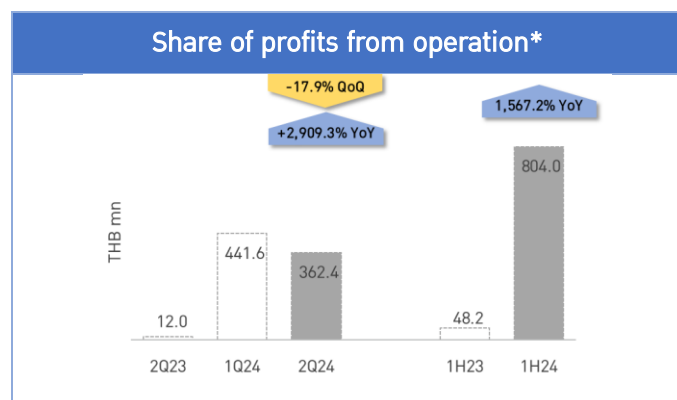
(+) Electricity generation rose by 41.1% YoY, thanks to higher wind speeds.

**QoQ**

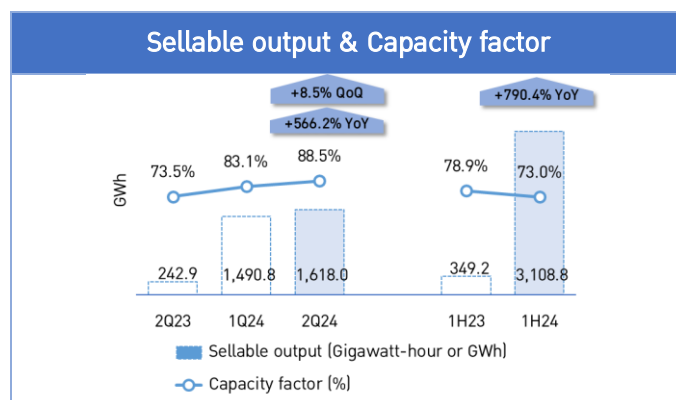
(-) Electricity generation diminished by 58.3% QoQ, due to lower wind speeds following the seasonal factor.

For 1H/2024, the Group of Companies recorded a share of profits from operation of wind power plant in the Philippine (after amortization) of THB 40.9 million, grew by 242.5% thanks to the higher wind speed.

**Investment in associates: USA**



\*Share of profits from operation excludes one-time items



\*Sellable output calculation according to holding stake

<i>Unit: THB million</i>	2Q23	2Q24	Δ YoY (%)	1Q24	Δ QoQ (%)	1H23	1H24	Δ YoY (%)
Share profits from operation	12.0	362.4	2,909.6%	441.6	(17.9%)	48.2	804.0	1,567.3%
Share profits from operation	12.0	362.4	2,909.6%	441.6	(17.9%)	48.2	804.0	1,567.3%

In Q2/2024, the Group of Companies recorded a share of profits from operation of combined cycle gas turbines in USA of THB 362.4 million, surged by 2,909.6% YoY but plummeted by 17.9% QoQ. These were resulted from the following factors.

**YoY**

(+) The Group of Companies realized full-quarter contribution from the CCGTs share of profits starting to record equity capacity of 151 MW in March, 426 MW in July and another 280 MW in October 2023.

**QoQ**

(-) Lower share of profit came from higher planned maintenance and smaller margin spread.

For 1H/2024, the Group of Companies recorded a share of profits from operation of combined cycle gas turbines in USA of THB 804.0 million, elevated by 1,567.3%. This significant rise was attributed to the full 6 months of contribution from the CCGTs, which started recording equity capacity of 151 MW in March, 426 MW in July, and an additional 280 MW in October 2023.

### Share of profit of investment in associates

<i>Unit: THB million</i>	2Q23	2Q24	Δ YoY (%)	1Q24	Δ QoQ (%)	1H23	1H24	Δ YoY (%)
Share profits from operation	6.0	378.4	6185.0%	481.8	(21.5%)	75.0	860.3	1047.4%
Others	(29.4)	(7.2)	75.4%	(28.6)	74.7%	(51.0)	(35.8)	29.8%
(-) Amortization	(7.4)	(7.6)	(2.6%)	(7.7)	0.4%	(14.8)	(15.3)	(3.3%)
Share profits from operation (after amortization)	(30.8)	363.6	1,279.7%	445.6	(18.4%)	9.1	809.1	8,747.7%

In Q2/2024, the Group of Companies recorded a share of profit of investment in associates (after amortization and before one-time items) of THB 363.6 million, up by 1,725.3% YoY but reduced by 18.4% QoQ. These were resulted from the following factors.

YoY	QoQ
(+) Increased share of profit from wind power project in the Philippines.	(-) Dropped in share of profit from wind power in the Philippines.
(+) Higher share of profit from CCGTs in the USA.	(-) Lower share of profit from CCGTs in the USA
(+) Lower share of losses from others, which mainly came from developing projects.	(+) Lower share of losses from others, which mainly came from developing projects.

For 1H/2024, the Group of Companies recorded a share of profit of investment in associates (after amortization and before one-time items) of THB 809.1 million. The increase of 4,499.0% was attributed to the higher share of profits from wind power plant in the Philippines and the CCGTs in the USA.

### EBITDA from operation

In Q2/2024, EBITDA from the operation was at THB 1,084.1 million, increased by 43.4% YoY but fell by 18.5% QoQ. These were resulted from the following factors.

YoY	QoQ
(+) Higher share of profit from wind power plant in the Philippines and CCGTs in the USA.	(-) Lower operating performances of solar and wind power projects in Thailand, as well as the solar farms in Japan.
	(-) Lower share of profit from wind power project in the Philippines and CCGTs in the USA.

For 1H/2024, EBITDA from operations was THB 2,413.8 million, representing a 54.3% increase YoY. This growth was primarily driven by higher revenue from tank terminals and hydropower plants in Lao PDR, as well as increased profit contributions from wind power in the Philippines and CCGTs in the USA.

### Administrative expense

In Q2/2024, administrative expenses (excluding one-time items) were THB 149.7 million. This represents a decrease of 6.7% YoY, primarily due to lower expenses related to employees and consulting fees. However, administrative expenses increased by 33.6% QoQ, driven by higher employee-related costs.

For 1H/2024, administrative expenses (excluding one-time items) were THB 261.7 million, reduced by 16.2% YoY from the lower of expenses related to employees and consulting fees.

### One-time items

In Q2/2024, the Group of Companies has one-time items as follows.

	2Q23	2Q24	1Q24	1H23	1H24
<b>Total one-time items:</b>	<b>18.5</b>	<b>1,144.2</b>	<b>97.4</b>	<b>370.6</b>	<b>1,241.6</b>
FX gain/(loss)	91.0	9.1	100.2	206.3	109.3
Tax related to FX gain/(loss)	(47.0)	(0.0)	0.0	(75.3)	(0.0)
<b>Other one-time item</b>	<b>(25.4)</b>	<b>1,135.1</b>	<b>(2.8)</b>	<b>239.6</b>	<b>1,132.3</b>
Net gain from sales of investment in associates	-	2,158.8	-	-	2,158.8
Loss from write-off and impairment of assets	-	(786.8)	-	267.0	(786.8)
Net withholding tax and special business tax	(25.4)	(94.1)	(11.7)	(27.4)	(105.8)
Indebtedness cancellation and accrued interest	-	382.5	-	-	382.5
Write-off unamortized front-end fee from refinancing	-	(525.3)	-	-	(525.3)
Other one-time item	0.0	-	8.9	-	8.9

### Gain/(loss) from foreign exchange

In Q2/2024, the Group of Companies booked FX gain of THB 9.1 million, resulting from gain from net investment hedge of solar power plants in Japan.

YoY	QoQ
(-) There was FX gain of THB 91.0 million in Q2/2023 from the appreciation of foreign currency against THB.	(-) There was FX gain of THB 100.2 million in Q1/2024 from the appreciation of foreign currency against THB.

For 1H/2024, the Group of Companies recorded FX gain of THB 109.3 million, a decrease from the THB 206.3 million FX gain recorded in 1H/2023.

### One-Time items from profit from sale of investment in subsidiaries

In Q2/2024, the Group of the Companies successfully sold 9 solar power projects in Japan with a total installed capacity of 116.8 megawatts (total contracted capacity of 89.7 megawatts), including subsidiaries in Japan that provide asset management services and operation and maintenance services by selling common shares in

subsidiaries and investments for a total purchase value of THB 10,377 million, resulting in the Group of the Companies recognized net gain from sale of investments after deducting related expenses of THB 2,158.8 million.

**Loss from write-off and impairment of assets**

According to the Group of the Companies replaced equipment to increase the efficiency of electricity generation of some solar power plants in Thailand in the beginning this year, in Q2/2024 the Group of the Companies set aside an additional allowance for impairment of equipment that has not yet been utilized or has no clear plan for its utilization of THB 284.1 million. In addition, the Group of the Companies has halted the development of some solar power plants in Taiwan, which is assessed that there are obstacles to the continuation of the projects. Therefore, the Group recognized a loss from the write-off of construction work in progress and a loss from impairment of other current receivables of THB 355.4 million. Also, a recognition of a decrease in the fair value of the investment in convertible debentures of THB 102.1 million and an impairment of other investments of THB 45.3 million. Thus, the Group recognized a net loss from the write-off and impairment of assets of THB 786.8 million.

**One-Time items related to Combined Cycle Gas Turbines (CCGT) in USA**

In Q2/2024, the Group of the Companies recognized expenses related to the refinancing of CCGT in USA of THB 525.3 million (recorded in share of profit from investment). This transaction would enhance the efficiency of cash management, which would enable the projects to pay cash distribution from operations earlier than originally scheduled. At the same time, the Group of the Companies received a cancellation of certain debts and accrued interest expenses related to the acquisition of CCGT in USA of THB 382.5 million (recorded in other income), which is in accordance with the agreement to cancel such debts if the refinancing is completed as required.

**One-time expenses related to withholding tax and special business tax**

The Group of Companies recorded expenses related to non-refundable withholding tax and special business tax (net tax) at THB 94.1 million for Q2/2024. This one-time expense occurred from the settlement of shareholder loan’s interest in the quarter.

**Finance costs**

In Q2/2024, the Group of Companies recorded a finance cost of THB 410.5 million. The increase of 65.5% YoY came from the increased interest-bearing debt and the rising market interest rate. While, compared to Q1/2024, the finance costs were reduced by 2.1% QoQ due to the loan repayment.

For 1H/2024, the finance costs were THB 829.8 million, grew by 73.8% from the higher of market interest rate.

The average finance cost in Q2/2024 grew from Q2/2023 and Q1/2024.

Unit: %	1Q23	4Q23	1Q24	1H23	1H24
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Average finance cost	3.6	4.3	4.0	3.4	4.1
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### Core profit

In Q2/2024, the Group of Companies recorded core profit (excluding gain/(loss) from FX and one-time items) of THB 99.2 million, plummeted by 45.6% YoY and 71.1% QoQ. These were resulted from the following factors.

YoY	QoQ
<p>(-) Lower revenue contributed from solar farms in Thailand, wind farms in Thailand, solar farms in Japan, along with increased finance costs.</p> <p>(+) However, increased contributions from the tank terminal in Thailand, hydropower plants in Laos, wind power plants in the Philippines, and combined cycle gas turbines (CCGTs) in the USA partially mitigated these negative impacts.</p>	<p>(-) Lower revenue contributed from solar farms, wind farms, and tank terminal in Thailand, together with lower share of profit from wind farm in the Philippines and CCGTs in the USA.</p> <p>(+) However, increased contributions from hydropower plants in Laos and solar power plants in Japan, driven by seasonal factors helped alleviate some of the negative impacts.</p>

For 1H/2024, the Group of Companies recorded core profit (excluding gain/(loss) from FX and one-time items of THB 442.4 million, improved by 29.2% thanks to the higher revenue contributions from tank terminal in Thailand and hydro power plants in Lao PDR, as well as an increased share of profit from wind farms in the Philippines and CCGTs in the USA.

### Net profit attributable to owners of parent

In Q2/2024, the Group of Companies recorded net profit attributable to owners of parent of THB 1,243.4 million, improved by 518.3% YoY and 82.3% QoQ. This was resulted by one-time items as follows.

YoY	QoQ
<p>(+) In Q2/2024, the total one-time gain of THB 1,144.2 million was recorded, compared to Q2/2023 that recorded the total one-time gain of THB 18.5 million, as a result to net profit growth.</p>	<p>(+) In Q2/2024, the total one-time loss of THB 1,144.2 million was recorded, compared to Q1/2024 that recorded the total one-time gain of THB 97.4 million, as a result to net profit growth.</p>

For 1H/2024, the Group of Companies recorded net profit attributed to owners of parent of THB 1,683.9 million, rose significantly by 136.2% due to the record of one-time gain from the sale of Japanese assets as mentioned.

## Financial Position

### Financial position analysis as of 31 March 2024

Unit: THB million	2023	% of total assets	2Q24	% of total assets	Δ (%)
Cash and cash equivalents	9,789.8	13.2%	13,083.7	18.5%	33.6%
Current investments	0.0	0.0%	0.0	0.0%	n.a.
Trade accounts receivables	2,005.6	2.7%	1,741.6	2.5%	(13.2%)
Other current assets	539.4	0.7%	1,140.0	1.6%	111.3%
<b>Total current assets</b>	<b>12,334.8</b>	<b>16.6%</b>	<b>15,965.2</b>	<b>22.6%</b>	<b>29.4%</b>
Investments in associate & subsidiaries	22,294.7	30.0%	22,772.2	32.3%	2.1%
Property, plant and equipment	23,011.0	31.0%	16,209.5	23.0%	(29.6%)
Goodwill and Intangible assets	13,342.4	18.0%	12,473.4	17.7%	(6.5%)
Other non-current assets	3,256.6	4.4%	3,163.7	4.5%	(2.9%)
<b>Total non-current assets</b>	<b>61,904.7</b>	<b>83.4%</b>	<b>54,618.8</b>	<b>77.4%</b>	<b>(11.8%)</b>
<b>Total Assets</b>	<b>74,239.5</b>	<b>100.0%</b>	<b>70,584.1</b>	<b>100.0%</b>	<b>(4.9%)</b>
Short-term borrowings	5,000.0	6.7%	4,500.0	6.4%	(10.0%)
Current portions of long-term borrowings	2,691.2	3.6%	861.3	1.2%	(68.0%)
Long-term borrowings	13,220.2	17.8%	8,185.2	11.6%	(38.1%)
Current portion of debentures	1,999.2	2.7%	3,145.7	4.5%	57.3%
Debentures	18,158.1	24.5%	19,007.4	26.9%	4.7%
Other liabilities	3,559.0	4.8%	2,181.9	3.1%	(38.7%)
<b>Total liabilities</b>	<b>44,627.7</b>	<b>60.1%</b>	<b>37,881.5</b>	<b>53.7%</b>	<b>(15.1%)</b>
Equity attributable to owners of the Company	29,558.5	39.8%	32,648.3	46.3%	10.5%
Non-controlling interests	53.3	0.1%	54.3	0.1%	1.8%
<b>Total liabilities and Equity</b>	<b>74,239.5</b>	<b>100.0%</b>	<b>70,584.1</b>	<b>100.0%</b>	<b>(4.9%)</b>

#### Asset

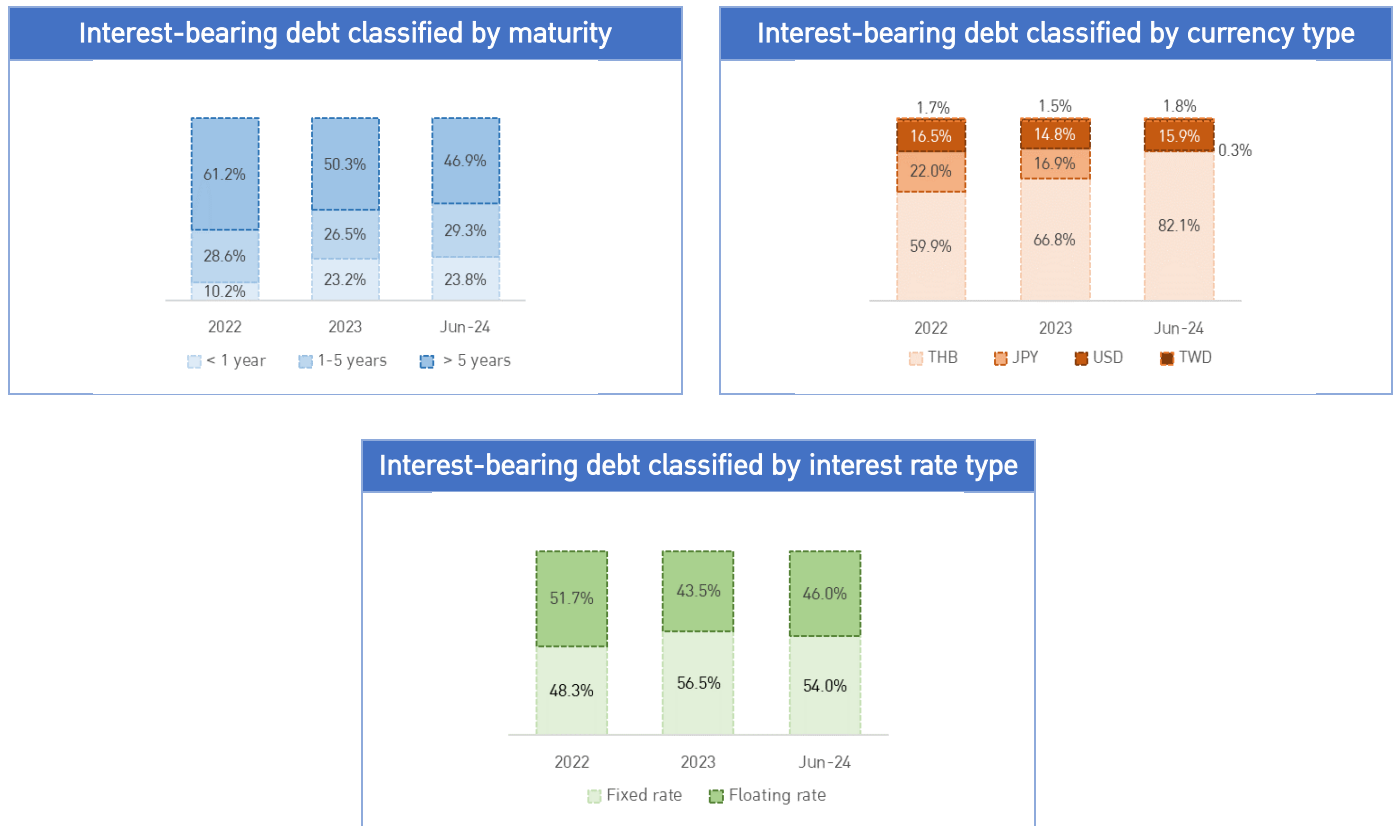
Total assets amounted to THB 70,584.1 million, dropped by 4.9% from the end of 2023. This decrease was primarily came from the sale of solar power plants in Japan as mentioned.

#### Liability

Total liabilities were THB 37,881.5 million, decreased by 53.7% from the end of 2023. This was mainly resulted by lower long-term loan from the solar power plants in Japan. However, during the quarter, the Group of the Companies issued the Thai Baht bond with total amount of THB 2.0 billion leading to the increase in debenture amount compared to ending 2023.



Interest-bearing debt classified by maturity, currency type and interest rates type are as follows.



For Q2/2024, the proportion of interest-bearing debts with a maturity of less than 1 year was 23.8%, close to the end of 2023. The proportion of interest-bearing debts with a maturity of between 1-5 years reduced to 29.3%, and the proportion of interest-bearing debts with a maturity of over 5 years, the largest proportion, slightly dropped to 46.9%.

Also, when considering interest-bearing debts classified by currency, the proportion of debts in THB currency rose to 82.1% from the bond issuance while the proportion of debts in JPY currency decreased to 0.3%, due to the partial JYP loan repayment. The proportion of fixed-rate loans was 54.0%, while the proportion of floating rate interest-bearing debts is 46.0%.

### Equity

Equity attributable to owners of the group of companies worth THB 32,648.3 million, grew by 10.5% from the end of 2023. The increase followed the Group of the Companies' operation performance growth.

## Cash Flow Statement

### Cash flow statement analysis as of 30 June 2024

Unit: THB million	2023	2Q24	Δ
Net cash from (used in) operating activities	3,229.8	487.7	(2,742.1)
Net cash from (used in) investing activities	(29,294.2)	6,713.5	36,007.7
Net cash from (repay to) financing activities	15,451.0	(2,779.5)	(18,230.4)
<b>Net increase in cash and cash equivalents</b>	<b>(10,613.4)</b>	<b>4,421.8</b>	<b>15,035.2</b>
Cash and cash equivalents at 1 January	20,332.8	8,654.0	(11,678.8)
Effect of exchange rate changes on balances held in foreign currencies	70.5	7.9	(62.6)
<b>Cash and cash equivalents at end period</b>	<b>9,789.8</b>	<b>13,083.7</b>	<b>3,293.8</b>
<b>Cash paid for investment activities</b>	<b>(29,712.3)</b>	<b>(985.9)</b>	<b>28,726.4</b>

During Q2/2024, net cash flow from operating activities was THB 487.7 million. Meanwhile, net cash flow came from investing activities was THB 6,713.5 million, which resulted from the sale of the solar power plants in Japan. Net cash flow repaid to financing activities was THB 2,779.5 million, mainly came from the loan repayment after the sale of the solar power plants in Japan. As a result, cash and cash equivalents at end of Q2/2024 was THB 13,083.7 million.

## Key Financial Ratio

### Key financial ratio analysis as of 30 June 2024

	2Q23	2Q24	Δ	1Q24	Δ
<b>Profitability ratio</b>					
Gross profit margin (%)	48.1%	34.3%	(13.8)	42.0%	(7.7)
EBITDA margin (%)*	71.2%	74.9%	3.7	81.1%	(6.4)
Net profit margin (%)	18.4%	137.1%	118.7	36.9%	100.3
ROE (%) (Annualized)	2.7%	19.0%	16.3	5.8%	13.2
ROA (%) (Annualized)	1.3%	8.2%	6.9	2.4%	5.8
<b>Liquidity ratio</b>					
Current ratio (x)	5.6	1.6	(4.0)	1.0	0.6
Account receivable turnover (x)	2.6	3.3	0.7	3.0	0.3
Average collection period (days)	138.9	110.8	(28.1)	122.7	(12.0)
<b>Leverage ratio</b>					
Interest-bearing debt/equity (x)	1.2	1.1	(0.1)	1.3	(0.2)
Net interest-bearing debt/equity (x)	0.6	0.7	0.1	1.1	(0.4)
Total liability/equity (x)	1.2	1.2	(0.1)	1.4	(0.2)

\*EBITDA margin (%) = EBITDA/(sales + share of profit before one-time items)

#### Profitability ratio

Gross profit margin in Q2/2024 was 34.3%, decreased from Q2/2023 due to adder expiration of solar power plants in Thailand. While EBITDA margin was 74.9%, up from Q2/2023 thanks to better operating performance and the net profit margin reported at 137.1%, grew YoY thanks to the gain from sale of solar power plants in Japan.

#### Liquidity ratio

The Group of Companies specifies a credit term for trade receivables of no more than 60 days. As of Q2/2024, the average collection period was slightly dropped from Q2/2023 and Q1/2024. The decrease mainly resulted from the adder expiration and the decreased in account receivables following the sale of solar power plants in Japan as mentioned.

Electricity payments from the Lao Electricity Enterprise (EDL) to the “Nam San 3A” and “Nam San 3B” hydropower plant projects in the Lao PDR have been extended. As a result, the average debt collection period is different from the time frame of the company group has been practiced in the past. However, the Group of Companies still closely monitored EDL debt collection and continued to receive payment. In addition, the hydropower plants that have a Power Purchase Agreement (PPA) with EVN has started to sell electricity on 15 June 2023. This will reduce the average collection period and get faster payment.

#### Leverage ratio

The interest-bearing debt to equity ratio at the end of Q2/2024 was 1.2 times, flatted YoY but dropped QoQ. The lower ratio was due to the loan repayment after the sale of solar power plants in Japan.

## *Other important information*

### Key factors which could affect to the Group of Companies performance

The group of companies estimates key factors which could affect its short-term operations as follow:

(+/-) Changes in the policy of the government and other related parties in conducting businesses in Thailand and Japan. The change might affect the group of companies' under-construction projects and the prospect of business in the future. However, one of the main strategies is to focus an investment to the country that has clear renewable energy supporting policy in Power Development Plan. We also followed the change in policy closely.

(+/-) The fluctuation of THB against JPY and USD will allow the group of companies to book gain/loss in FX translation due to net assets/liability balance sheet exposure in foreign currency. Nevertheless, the group of companies have a plan to manage and follow net assets/liabilities to blend with both transaction and functional currency in each footprint to decrease impact from FX translation.

(+/-) A change in interest rates is expected to allow the financial cost of the group of companies to change slightly since approximately some of the group's interest-bearing debt is floating rates. However, the group of companies believes that the financial costs will be well managed under a prudent financial policy. In addition, as of the end of Q2/2024 the portion of interest-bearing debt in fixed rate and in floating rate are 46% and 54% respectively. However, the Group of Companies will closely monitor the interest rate trend in order to reduce the risk and maintain it at the appropriate level concerning the circumstances.

(+/-) Seasonality factors in each country have impact on electricity generation performance of the group of the group of companies from renewable energy including Solar conditions, Wind and Hydro. For example, in the rainy season, electricity generation from solar will decrease while, on the other hand, electricity generation from hydropower will increase.

(-) At this moment, the Group of the Companies have various types of counterparties, including domestic counterparties and international counterparties both in developing countries and under developing countries. Moreover, there were counterparties in the government sector and private sector. The different types of counterparties have different levels of credit risk. However, the Group of the Companies has managed to diversify the counterparties' risk in portfolio. In some circumstances, the counterparty's credit risk could be managed by switching counterparty to another counterparty with a better credit risk profile.

## Appendices

### Sellable electricity output by each power plant

MWh	2023	2024	Δ (%)	1Q24	Δ (%)	1H23	1H24	Δ (%)
<b>Total production</b>	<b>145,799</b>	<b>200,462</b>	<b>37.5%</b>	<b>176,891</b>	<b>13.3%</b>	<b>258,664</b>	<b>377,353</b>	<b>45.9%</b>
<b>Production - Thailand (Solar)</b>	<b>84,053</b>	<b>86,306</b>	<b>2.7%</b>	<b>83,803</b>	<b>3.0%</b>	<b>168,631</b>	<b>170,110</b>	<b>0.9%</b>
<b>Production - Adder</b>	<b>67,343</b>	<b>66,882</b>	<b>(0.7%)</b>	<b>67,327</b>	<b>(0.7%)</b>	<b>135,968</b>	<b>134,209</b>	<b>(1.3%)</b>
Tariff (Incl. adder) (THB-kWh)	7.87	4.32	(45.1%)	7.38	(41.5%)	9.09	8.31	(8.6%)
<b>Production - FIT 5.66</b>	<b>6,584</b>	<b>6,732</b>	<b>2.3%</b>	<b>6,226</b>	<b>8.1%</b>	<b>13,299</b>	<b>12,958</b>	<b>-2.6%</b>
Feed in Tariff (THB-kWh)	5.66	5.66	0.0%	5.66	0.0%	5.66	5.66	0.0%
<b>Production - FIT 4.12</b>	<b>3,523</b>	<b>5,436</b>	<b>54.3%</b>	<b>3,331</b>	<b>63.2%</b>	<b>6,877</b>	<b>8,767</b>	<b>27.5%</b>
Feed in Tariff (THB-kWh)	4.12	4.12	0.0%	4.12	0.0%	4.12	4.12	0.0%
<b>Public solar</b>	<b>6,603</b>	<b>7,256</b>	<b>9.9%</b>	<b>6,920</b>	<b>4.9%</b>	<b>12,487</b>	<b>14,176</b>	<b>13.5%</b>
Feed in Tariff (THB-kWh)	3.64	3.05	(16.2%)	3.14	(2.9%)	3.85	3.49	(9.4%)
<b>Production - Thailand (Wind)</b>	<b>2,193</b>	<b>2,181</b>	<b>(0.5%)</b>	<b>3,200</b>	<b>(31.8%)</b>	<b>5,273</b>	<b>5,381</b>	<b>2.1%</b>
Tariff (Incl. adder) (THB-kWh)	7.24	6.85	(5.4%)	6.90	(0.7%)	7.60	7.20	(5.3%)
<b>Production - Japan (Solar)</b>	<b>35,026</b>	<b>34,146</b>	<b>(2.5%)</b>	<b>23,726</b>	<b>43.9%</b>	<b>60,233</b>	<b>57,872</b>	<b>(3.9%)</b>
Feed in Tariff (JPY-kWh)	36.33	36.23	(0.3%)	36.47	(0.7%)	36.38	36.94	1.5%
<b>Production - Laos (Hydro)</b>	<b>24,527</b>	<b>77,828</b>	<b>217.3%</b>	<b>66,161</b>	<b>17.6%</b>	<b>24,527</b>	<b>143,990</b>	<b>487.1%</b>
Feed in Tariff (US cents-kWh)	6.70	6.33	(5.5%)	6.86	-7.7%	6.70	6.59	(1.6%)

### Revenue structure of each project

Unit: THB million	2023	2024	Δ (%)	1Q24	Δ (%)	1H23	1H24	Δ (%)
1. Revenue - Thailand (Solar)	606.0	371.4	(38.7%)	570.2	(34.9%)	1,388.7	941.6	(32.2%)
2. Revenue - Thailand (Wind)	15.9	14.9	(5.9%)	22.1	(32.3%)	40.0	37.0	(7.5%)
3. Revenue - Thailand (Oil Terminal)	70.5	213.0	202.4%	219.6	(3.0%)	70.5	432.7	514.1%
4. Revenue - Japan (Solar)	319.3	291.5	(8.7%)	208.1	40.1%	555.1	499.6	(10.0%)
5. Revenue - Laos PDR (Hydro)	56.7	180.8	219.2%	161.7	11.8%	56.7	342.5	504.6%
6. Other operating income	24.4	11.9	(51.4%)	12.4	(4.3%)	39.0	24.3	(37.7%)
<b>Total revenue</b>	<b>1,092.7</b>	<b>1,083.6</b>	<b>(0.8%)</b>	<b>1,194.1</b>	<b>(9.3%)</b>	<b>2,149.9</b>	<b>2,277.7</b>	<b>5.9%</b>

### Share of profit of investment in associates: USA

Unit: THB million	2023	2024	Δ YoY (%)	1Q24	Δ QoQ (%)	1H23	1H24	Δ YoY (%)
Share profits from operation	12.0	362.4	2,909.6%	441.6	(17.9%)	48.2	804.0	1,567.3%
Share profits from operation	12.0	362.4	2,909.6%	441.6	(17.9%)	48.2	804.0	1,567.3%
(+/-) One-time item								
Amortization of deferred issuance cost from refinancing	-	-	NA	-	NA	-	-	NA
Tax provision	-	-	NA	-	NA	-	-	NA
Allowance for account receivable	-	-	NA	-	NA	-	-	NA
Write-off unamortized front-end fee from refinancing	-	(525.3)	NA	-	NA	-	(525.3)	NA
<b>Net share profits</b>	<b>12.0</b>	<b>(162.9)</b>	<b>(1,452.6%)</b>	<b>441.6</b>	<b>3,140.2%</b>	<b>48.2</b>	<b>278.7</b>	<b>478.0%</b>

### Total net share of profit of investment in associates

<i>Unit: THB million</i>	2Q23	2Q24	Δ YoY (%)	1Q24	Δ QoQ (%)	1H23	1H24	Δ YoY (%)
Share profits from operation	6.0	378.4	6185.0%	481.8	(21.5%)	75.0	860.3	1047.4%
Others	(29.4)	(7.2)	75.4%	(28.6)	74.7%	(51.0)	(35.8)	29.8%
(-) Amortization	(7.4)	(7.6)	(2.6%)	(7.7)	0.4%	(14.8)	(15.3)	(3.3%)
Share profits from operation (after amortization)	(30.8)	363.6	1,279.7%	445.6	(18.4%)	9.1	809.1	8,747.7%
(+/-) One-time item	-	-	-	-	-	-	-	-
<i>Amortization of deferred issuance cost from refinancing</i>	-	-	NA	-	NA	-	-	NA
<i>Tax provision</i>	-	-	NA	-	NA	-	-	NA
<i>Allowance for account receivable</i>	-	-	NA	-	NA	-	-	NA
<i>Impairment on Investment</i>	-	(20.5)	NA	-	NA	-	(20.5)	NA
<i>Write-off unamortized front-end fee from refinancing</i>	-	(525.3)	NA	-	NA	-	(525.3)	NA
<b>Net share profits</b>	<b>(30.8)</b>	<b>(182.2)</b>	<b>(491.4%)</b>	<b>445.6</b>	<b>(140.9%)</b>	<b>9.1</b>	<b>263.3</b>	<b>2,779.5%</b>

#### Disclaimer

The information contained in this document is intended to provide and explain the Group of Companies' operation for shareholders and investors to follow and understand operations, financial position and operating factors that will affect the group of companies' operations better. The information and analysis contained herein have been done by the information as at the date of Financial Statement submission to the Stock Exchange of Thailand as well as relevant sources of information have been believed to be trustworthy. However, the analysis of such information may change in the future if certain factors which are subject to business economic, and competitiveness are changed. The information contained herein does not take into consideration the investment objectives. The group of companies would ask shareholders and investors to use the information with best judgement with regards to the use of information from this presentation.