



บริษัท เอไอ เอนเนอร์จี จำกัด (มหาชน)

AI Energy Public Company Limited

ทะเบียนเลขที่ 0107556000311

AIE149/2026

May 14th, 2026

Subject: Management's Discussion and Analysis for 1st quarter of 2026 ended as of March 31st, 2026

Attention: President,
The Stock Exchange of Thailand

AI Energy Public Company Limited (the "Company") is manufacturer and distributor of Biodiesel (B100), Palm Olein (Edible oil), Refined Glycerine, and providing production service for Refined Bleached Deodorized Palm Oil (RBDPO), Refined Bleached Deodorized Kernel Palm Oil (RBDPKO) and Palm Olein. The Company has a subsidiary; storage tanks service, which currently temporarily ceased its operation. In the past 3 years, the Company has not changed its control over the Company and there is no change in the shareholder structure, management or business operations.

The financial statement of the Company's and its subsidiaries for 1st quarter of 2026 ended as of March 31st, 2026, which details are as following;

Operating results (Consolidated)	Unit: Million baht						
	1Q2026	1Q2025	4Q2025	YoY		QoQ	
				Increase (Decrease)	%	Increase (Decrease)	%
Revenue from sales and services	2,021.25	1,743.58	2,021.52	277.67	15.93%	(0.28)	-0.01%
Cost of sales and services	(1,942.49)	(1,706.77)	(1,995.82)	235.72	13.81%	(53.33)	-2.67%
Gross profit	78.76	36.80	25.71	41.95	114.00%	53.05	206.38%
Other income	1.82	1.50	1.21	0.32	21.66%	0.61	50.77%
Selling and administrative expenses	(28.54)	(28.37)	(26.62)	0.17	0.58%	1.92	7.22%
Profit from operations	52.04	9.93	0.30	42.11	424.31%	51.74	17,507.65%
EBITDA	69.00	78.27	48.42	(9.28)	-11.85%	20.58	42.50%
Finance income	0.295	1.225	0.923	(0.930)	-75.92%	(0.628)	-68.02%
Finance cost	(0.012)	(0.014)	(0.007)	(0.002)	-14.29%	0.005	79.51%
Tax income (expense)	0.00	0.00	0.00	0.00	0.00%	0.00	0.00%
Net profit	52.32	11.14	1.21	41.18	369.84%	51.11	4219.20%
Basic earnings per share (Baht per share)	0.038	0.008	0.001	0.03	369.84%	0.04	4219.20%

Net Profit

The Company and subsidiaries (Consolidated) for 1st quarter of 2026 realized net profit of 52.32 million baht, increased by 41.19 million baht or 369.84% as compared to the same quarter of last year which incurred the realized net profit of 11.14 million baht, increased by 51.11 million baht or 4,219.20% as compared to the 4th quarter of 2025, which incurred the realized net profit of 1.21 million baht. However, the Company and subsidiaries (Consolidated) reported EBITDA in amounting of 69.00 million baht, decreased by 9.28 million baht or 11.85 % as compared to the same quarter of the last year ended which incurred 78.27 million baht, increase by 20.58 million baht or 42.50% as compared to the 4th quarter of 2025, which realized net profit of 48.42 million baht.



Changes in raw material prices continued to be a significant factor affecting the Company's operating results and the recognition of inventory loss from devaluation. During the 1st quarter of 2026, raw material prices increased and ranged between 33.50 – 38.50 baht/kilogram, resulting in the Company reversing inventory loss from devaluation to net realizable value (NRV) amounting to 15.00 million baht as of December 31st, 2025. Such losses had previously been recognized in the 4th quarter of 2025 following the decline in raw material prices, which ranged between 33.50 – 36.50 baht/kilogram. Meanwhile, during the 1st quarter of 2025, raw material prices continued to decline and ranged between 38.25 – 47.25 baht/kilogram, resulting in the Company recognizing inventory loss from devaluation to NRV amounting to 35.00 million baht as of March 31st, 2025. However, as of March 31st, 2026, the Company did not recognize any additional inventory loss from devaluation to NRV, as raw material prices had increased from the prior year-end level. (raw material (crude palm oil) price's source: DIT). However, the Company determined the policy that focused on the management of raw material (CPO) by trying to maintain inventories turnover rate between 15 - 25 days for alleviates the impact of the fluctuation of CPO on the Company's performance.

Revenue

1. Revenue from Sales and Services

The Company had revenue from Sales and Services for 1st quarter of 2026 of 2,021.25 million baht, increase by 277.67 million baht or 15.93% as compared to the same quarter of last year which had revenue of 1,743.58 million baht, and decrease by 0.28 million baht or 0.01% as compared to the 4th quarter of 2025, which had revenue of 2,021.52 million baht, the reasons are summarized as follows;

1.1. Revenue from Biodiesel, Edible oil, Refined Glycerine, Raw material and By-product

The Company had revenue from sales for the 1st quarter of 2026 of 2,014.81 million baht, ratio sales revenue to total sales and service revenue of 99.68%, compared to the same quarter of the previous year, an increase of 275.00 million baht or 15.81%, and when compared to the 4th quarter of 2025, which had sales revenue of 2,012.57 million baht, an increase of 2.24 million baht or 0.11%, which is divided by product groups as follows:

- **Biodiesel**, for 1st quarter of 2026 the Company has revenue from Biodiesel to revenue from sales at 46.71%, as compared to the same quarter of last year the revenue was decreased by 128.50 million baht, or 12.01%, due to the quantity sold increased by 13.35%, and the average selling price of Biodiesel decreased by 22.38%. Due to the fluctuating price of crude palm oil, which is the main raw material. As compared to the 4th quarter of 2025, the revenue increased by 26.46 million baht or 2.89%, due to the quantity sold increased by 1.07%, and the average selling price of Biodiesel increased by 1.80%. The change in revenue resulted from an increase in sales volume due to the adjustment of the biodiesel blending in diesel mandate from B5 to B7, as resolved by the Energy Policy and Planning Committee (EPPC) on March 9, 2026. This was a temporary measure for three months, effective from March 14 to June 13, 2026, aimed to mitigate the impact of domestic fuel prices, reducing reliance on imported diesel, and addressing the tense situation in the Middle East that has led to volatility in the global oil market, and risks in international transportation. This aligns with the increased volume of palm crops entering the market during this period. The measure also supports the use of domestic palm oil to enhance national energy security, reduce diesel import costs, and mitigate risks from global events affecting diesel prices.



- **Edible oil**, for 1st quarter of 2026 the Company has revenue from Edible oil to revenue from sales at 3.62%, as compared to the same quarter of last year the revenue was increased by 18.96 million baht, or 35.08% from the quantity sold that increased by 59.97% and the average selling price decreased by 15.56%. As compared to the 4th quarter of 2025, the revenue was decreased by 14.35 million baht, or 16.42% from the quantity sold decreased by 13.80% and average selling price decreased by 3.04%. The Company entered short-term contract with specific quantities and delivery term (Made to Order). This helps the Company to efficiently control inventories aging and procurement that prevent risk from CPO's prices fluctuation.
- **Refined Glycerine**, for 1st quarter of 2026 the Company has revenue from Refined glycerine to revenue from sales at 3.08%, as compared to the same quarter of last year the revenue was decreased by 1.54 million baht or 2.43% from the quantity sold that decreased by 28.25%, the average selling price was increased by 36.00%. As compared to the 4th quarter of 2025, the revenue decreased by 8.69 million baht or 12.28%, from the quantity sold that decreased by 9.98% and the selling price that decreased by 2.56%.
- **Raw material and By-product**, for 1st quarter of 2026 the Company has revenue from Raw material and By product to revenue from sales at 46.58%, as compared to the same quarter of last year the revenue was increased by 386.09 million baht or 69.88% from the quantity sold increased by 89.38% and average selling price decreased by 10.30%, and as compared to the 4th quarter of 2025 the revenue decreased by 1.18 million baht or 0.13% from the quantity sold increased by 4.52% and the average selling price decreased by 4.44%. The customers are palm related-products producers in domestic and overseas. However, the Company will only sell by-products that excess the need of its Biodiesel and Refined Glycerine productions.

1.2. Revenue from Production Services

The revenue from production services, for 1st quarter of 2026 the Company has revenue from the segment to total sales and service revenue of 0.32%, the revenue was increased by 2.66 million baht or 70.61% as compared to the same quarter of last year, the revenue from production services for Edible oil increased by 55.43% and the revenue from production services for RBDPKO increased by 127.61%. As compared to the 4th quarter of 2025, the revenue from production services has increased by 3.12 million baht or 34.78% from the revenue from production services for Edible oil that was increased by 54.54%, the revenue from production services for RBDPKO increased by 456.72%, but the revenue from production services for Refined glycerine decreased by 100.00%. Presently, the Company has enough capacity left for production services, however the Company is considering to offer the production services that are suitable to the Company from time to times.

2. Other Income

Other income of the Company and its subsidiaries consist of selling scrap materials, gain on changes in fair value of short-term investment, storage service, financial income (interest income) etc.

For 1st quarter of 2026, the Company and its subsidiaries had other income of 1.82 million baht, financial income (interest received) was 0.11 million baht, and gain on changes in fair value of short-term investment was 0.18 million baht, compared to the same quarter of the previous year, other income increase by 0.32 million baht, or 21.66%, financial income (interest



income) decreased by 0.07 million baht or 40.00%, and gain on changes in fair value of short-term investment decreased by 0.86 million baht or 82.31% as compared to the same period of last year. As compared to the 4th quarter of 2025, other income increased by 0.61 million baht or 50.77% and financial income (interest income) decreased by 0.62 million baht or 84.76%, and gain on changes in fair value of short-term investment decreased by 0.01 million baht, or 5.02%.

Cost of Sales and Services

The Company had cost of sales and services for 1st quarter of 2026 was 1,942.49 million baht, increased by 235.72 million baht or 13.81% as compared to the same quarter of last year which was 1,706.77 million baht, and decreased by 53.33 million baht or 2.67% as compared to the 4th quarter of 2025, which was 1,995.82 million baht. The reasons are summarized as follows;

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

The Company had cost of sales for 1st quarter of 2026 was 1,938.07 million baht, there was reversing of the allowance for devaluation of inventories (NRV) as of December 31st, 2025 of 15.00 million baht. The cost of sales to sales and services ratio by 96.19%, decreased from the same quarter of the last year by 1.75% or change by 1.79%, cost of sales was 1,706.77 million baht with the cost of sales to sales and services ratio of 97.94%, since there was the allowance for devaluation of inventories (NRV) as of March 31st, 2025 of 35.00 million baht. As compared to the 4th quarter of 2025 cost of sales was 1,990.57 million baht with the cost of sales to sales and services ratio of 98.91%, there was the allowance for devaluation of inventories (NRV) as of December 31st, 2025 of 15.00 million baht, which was decreased by 2.72%. However, the Company still maintains the policy to manage inventory for maximum efficiency which is divided by product groups as follows;

- **Biodiesel**, for 1st quarter of 2026, there was reversing of the allowance for devaluation of inventories (NRV) as of December 31st, 2025 of 15.00 million baht, the Biodiesel's ratio of cost of sales was decreased by 6.83% or change by 6.94% as compared to the same quarter of last year, which the allowance for devaluation of inventories (NRV) as of March 31st, 2025 of 35.00 million baht. As compare to the 4th quarter of 2025, the ratio of cost of sales was decreased by 6.44% or change by 6.56, where the allowance for devaluation of inventories (NRV) as of December 31st, 2025 was 15.00 million baht. However, the Company has emphasised on controlling production yield and managing inventory turnover rate by keeping it in between 15-25 days in order to mitigate the risk from the raw material prices' fluctuation, which is an important factor of the Company's profitability.
- **Edible oil**, for 1st quarter of 2026, the Edible oil's ratio of cost of sales was decreased by 7.58% or changed by 7.60% as compared to the same quarter of last year, and as compared to the 4th quarter of 2025 the Edible oil's ratio of cost of sales was decreased by 0.68% or change by 0.73%. However, this business unit is Made to Order, which is allowed the Company maintaining profitable sales. But the storage of CPO cannot be stored separately, as a result, the production cost fluctuates according to the raw material price during the changing period.
- **Refined Glycerine**, for 1st quarter of 2026, Refined Glycerine's ratio of cost of sales was increased by 36.78% or changed by 56.50% as compared to the same quarter of last year, and as compared to the 4th quarter of 2025 the ratio of cost of sales was increased by 4.64% or change by 4.77%.
- **Raw material and By-products**, for 1st quarter of 2026, the Raw material and By-products' ratio of cost of sales was increased by 0.22% or change by 0.23% as compared to the same quarter of last year, and as compared to the 4th quarter



of 2025 the Raw material and By-products' ratio of cost of sales was increased by 0.29% or change by 0.30%. However, the Company still determines the cost of sales of by-products according to the market price of the products expected to be sold.

2. Cost of Production Services

The Company had a ratio of production service costs to production service income for 1st quarter of 2026 decreased by 6.42% or change by 8.56% as compared to the same quarter of last year, and as compared to the 4th quarter of 2025 was increased by 10.02% or change by 17.11%. Presently, the Company has available capacity for production services.

Selling Expenses

The Company's selling expenses for 1st quarter of 2026 were 5.36 million baht, decreased by 0.88 million baht or 14.06% as compared to the same quarter of last year and decreased by 0.46 million baht or 7.98% as compared to the 4th quarter of 2025. Due to the logistic expenses were decreased in according to the products sold.

Administration Expenses

The Company and subsidiaries' administration expenses for 1st quarter of 2026 were 23.18 million baht, increased by 1.04 million baht or 4.71% as compared to the same quarter of last year. As compared to the 4th quarter of 2025 was increased by 2.39 million baht or 11.48%.

Financial Cost and Income Tax Expense

The Company and subsidiaries had financial cost for 1st quarter of 2026, of 0.012 million baht, decreased by 0.002 million baht as compared to the same quarter of last year and increased by 0.005 million baht as compared to the 4th quarter of 2025.

The Company and subsidiaries, there is no income tax (income) for 1st quarter of 2026, 1st quarter of 2025 and 4th quarter of 2025, there are no income tax (income). Due to the expiration of tax loss carry forwards during 2026–2030 and the absence of probable future taxable profits sufficient to utilize the related tax benefits

Statement of Financial Position

Unit: Million baht

Consolidated Financial Statements	At 31/03/2026	At 31/03/2025	Increase (Decrease)	%	At 31/12/2025	Increase (Decrease)	%
Cash and cash equivalents	333.69	386.01	(52.32)	-13.55%	224.16	109.52	48.86%
Short-term investments	77.70	279.77	(202.07)	-72.23%	76.92	0.78	1.01%
Trade and other receivables	577.75	387.07	190.68	49.26%	517.11	60.64	11.73%
Inventories	397.74	449.79	(52.05)	-11.57%	441.01	(43.27)	-9.81%
Other current assets	4.22	4.40	(0.18)	-4.16%	6.41	(2.19)	-34.21%
Total current assets	1,391.10	1,507.03	(115.94)	-7.69%	1,265.61	125.48	9.91%
Restricted bank deposits	59.13	59.13	0.00	0.00%	59.13	0.00	0.00%



Consolidated Financial Statements	At 31/03/2026	At 31/03/2025	Increase (Decrease)	%	At 31/12/2025	Increase (Decrease)	%
Property, plant and equipment	1,108.69	1,138.53	(29.85)	-2.62%	1,138.68	(29.99)	-2.63%
Other non-current assets	18.62	20.95	(2.34)	-11.15%	18.48	0.13	0.72%
Total assets	2,577.53	2,725.65	(148.12)	-5.43%	2,481.90	95.63	3.85%
Trade and other payables	445.46	332.36	113.09	34.03%	411.96	33.50	8.13%
Other current liabilities	45.04	24.02	21.03	87.55%	35.74	9.30	26.02%
Other non-current liabilities	10.17	9.50	0.67	7.10%	9.66	0.51	5.24%
Total liabilities	500.67	365.88	134.79	36.84%	457.36	43.31	9.47%
Shareholder's equity	2,076.86	2,359.77	(282.91)	-11.99%	2,024.54	52.32	2.58%
Total liabilities and shareholder's equity	2,577.53	2,725.65	(148.12)	-5.43%	2,481.90	95.63	3.85%

Assets

As of March 31st, 2026, the Company and subsidiaries had total assets of 2,577.53 million baht, decreased by 148.12 million baht or 5.43% from as of March 31st, 2025, from a decrease in current assets of 115.94 million baht, consisting of cash and cash equivalents decreased by 52.32 million baht, short-term investments decreased by 202.97 million baht, trade receivables increased by 190.68 million baht, and inventories decreased by 52.03 million baht. Due to the decrease in raw material quantity, the Company places importance on raw materials stock managing and control the impact of losses from the NRV of the remaining stock to the least from the fluctuations in raw material prices, and the decreased in total non-current assets by 32.19 million baht, consisting of land buildings and equipment decreased by 29.85 million baht, and other non-current assets decreased by 2.34 million baht.

As compared to as of December 31st, 2025, the Company and subsidiaries had total assets increased by 95.63 million baht or 3.85 %, from an increase in current assets of 125.48 million baht, consisting of cash and cash equivalents increased by 109.52 million baht, short-term investments increased by 0.78 million baht, trade receivables increased by 60.64 million baht, inventories decreased by 43.27 million baht due to the decrease in raw material prices, other current assets decreased by 2.19 million baht, and non-current assets decreased by 29.86 million baht, consisting of land buildings and equipment decreased by 29.99 million baht and non-current assets increased by 0.13 million baht.

Liabilities

As of March 31st, 2026, the Company and subsidiaries had total liabilities of 500.67 million baht, increased by 134.79 million baht or 36.84% from as of March 31st, 2025, due to trade and other payables increased by 113.09 million baht from the increase in raw material quantity.

As compared to as of December 31st, 2025, which had total liabilities of 457.36 million baht, an increase of 43.31 million baht or 9.47% from trade and other payables increase of 33.50 million baht from the increase in raw material quantity.

**Shareholders' equity**

As of March 31st, 2026, the Company and subsidiaries had total shareholders' equity of 2,076.86 million baht, decreased by 282.91 million baht or 11.99% from as of March 31st, 2025, which had 2,359.77 million baht was primarily attributable to the dividend payment for 2025, resulting in lower retained earnings.

As compared to as of December 31st, 2025, the Company and subsidiaries had total shareholders' equity of 2,024.54 million baht, increased by 52.32 million baht or 2.58%, due to the profit from business operation in 1st quarter of 2026.

Cash Flow Analysis

In the cash flow statement as at March 31st, 2026, the net cash flow increases by 109.52 million baht, with cash and cash equivalents at the beginning of the period (January 1st, 2026) of 224.16 million baht, the cash and cash equivalents at the end of the period (March 31st, 2026) of 333.69 million baht. The details of cash flow for each activity are as follows:

Unit: Million baht

Consolidated financial statements	1Q2026	1Q2025	Change	Y2025	Change
Net cash flows provided by operating activities	112.21	140.28	(28.08)	206.66	(94.45)
Net cash flows used in investing activities (increase) decrease	(2.63)	(9.10)	6.47	108.66	(111.29)
Net cash flows provided by (used in) financing activities	(0.05)	(0.05)	0.00	(346.02)	345.97
Net increase (decrease) in cash and cash equivalents	109.52	131.14	(21.61)	(30.70)	140.23
Cash and cash equivalents at the beginning of the period	224.16	254.87	(30.70)	254.87	(30.70)
Cash and cash equivalents at the end of the period	333.69	386.01	(52.32)	224.16	109.52

Net cash flow provided by operating activities as of March 31st, 2026 amounted to 112.21 million baht. The operating cash inflow was primarily derived from profit before income tax of 52.32 million baht, adjusted for non-cash items and changes in operating assets and liabilities to reconcile profit before income tax to net cash generated from operating activities. The major adjustments resulting in an increase in cash flow of 85.78 million baht included depreciation and amortization expenses of 31.85 million baht, loss on disposal and write-off of assets of 1.51 million baht, employee benefit expenses of 0.47 million baht, and finance costs of 0.0012 million baht. These were partially offset by gain on disposal and fair value adjustment of short-term investments of 0.18 million baht, unrealized foreign exchange gain of 0.09 million baht, and finance income of 0.11 million baht.

Changes in operating assets resulted in a net decrease of 59.16 million baht, mainly attributable to an increase in trade receivables of 61.13 million baht, offset by decreases in inventories of 42.78 million baht and other assets of 2.15 million baht. Operating liabilities increased by 42.98 million baht, primarily due to changes in working capital items, including decreases in trade and other payables of 32.88 million baht and other current liabilities of 10.10 million baht. During the period, the Company also paid employee benefits amounting to 0.73 million baht, received interest income of 0.60 million baht, and paid corporate income tax of 0.22 million baht.



Net cash used in investing activities as of March 31st, 2026 amounted to 2.63 million baht. The cash outflows were primarily attributable to an increase in short-term investments of 0.59 million baht and capital expenditures for property, plant and equipment and other assets totaling 2.04 million baht.

Net cash used in financing activities amounted to 0.05 million baht, mainly resulting from repayments of lease liabilities in accordance with lease agreements.

Key Financial Ratios

The Company has sufficient working capital to meet its business needs and continue operations seamlessly with the key financial ratios as follows;

Financial Ratio	Unit	1Q2026	1Q2025	4Q2025
Profitability Ratios				
Gross profit margin	%	3.90	2.11	1.27
Net profit margin	%	2.59	0.64	0.06
Return on equity	%	2.52	0.47	0.06
Leverage Ratios or Financial Ratios				
Debt to equity	Times	0.24	0.16	0.23
Interest coverage ratio	Times	4,360.08	795.43	181.21
Liquidity Ratios				
Current ratio	Times	2.84	4.23	2.83
Quick ratio	Times	2.02	2.95	1.83

Factors that may affect operations or future growth

The Company is producer and distributor of biodiesel to the fuel trader under Section 7 of Fuel Trade Act B.E.2543 in which consists of the major oil traders in the country and sell 100% domestically. The Company has been frequently affected by the major risk factors of the CPO related business. The factors that caused the fluctuation in price of CPO are change in government policy, climate change, and national's CPO safety stock. For the price and quantity fluctuation of CPO, the government had issued a policy to control such problem from both the fluctuating price and quantity. The government has used its policy to reduce the portion of biodiesel blend in diesel mandate such as lowered B7 to B5 when national's CPO safety stock low or the price of CPO extremely high, or increase the ratio of biodiesel blend in diesel when stocking CPO high. This is to control the volume of CPO used and focuses on the need of the Edible oil's consumers. The Company has been prepared for tougher competition by giving importance to the development of efficiency in the production process continuously. This allows the Company to control costs and expenses in production more efficiently.



บริษัท เอไอ เอนเนอร์จี จำกัด (มหาชน)

AI Energy Public Company Limited

ทะเบียนเลขที่ 0107556000311

Please be informed accordingly.

Yours faithfully,

AI Energy Public Company Limited.

Mr. Pongsakon Thareratanavibool

Authorized to sign on behalf of the Company

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