



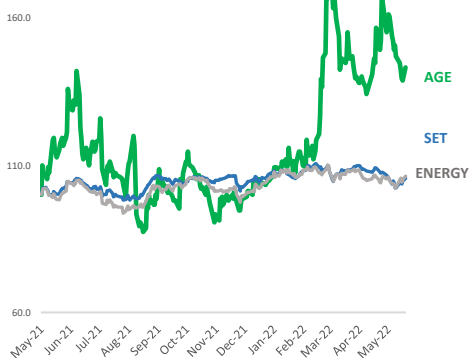
## Moving Towards “Thailand’s Leading Integrated Logistics Chain Solution Provider”

### STOCK INFORMATION

(SET: AGE)

Share price (May 23, 2022):	THB 3.82
Historical price:	
52-week high	THB 5.07
52-week low	THB 2.33
No. of shares:	1,087.75 m
Par value:	THB 0.50
Market Capitalization:	THB 4,155.21 m
Value Trade/Day:	THB 81.23 m
Free float:	45.03%
Foreign ownership:	3.43%
Foreign limit:	49.00%

### SHARE PRICE PERFORMANCE

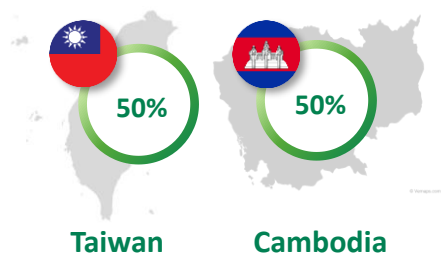


### MAJOR SHAREHOLDERS

Mr. Panom Kuansataporn	17.93%
Mr. Atipat Kuansataporn	7.77%
Thai NVDR Company Limited	7.69%
Mrs. Natpapha Kuansataporn	6.57%
Mr. Nataphat Kuansataporn	6.57%

### Export Sales Breakdown by Country

1Q22 : Total Export Sales 306.81 MB



### Q1/2022 KEY HIGHLIGHTS



#### Displays Continuous Growth in both Sales and Services

AGE shows the consistent growth in revenue and profit for :

- Revenue on Q1/2022 at 3,714.0 MB. or 30.5% (YoY)
- Net Profit on Q1/2022 at 314.7 MB. or 158.8% (YoY)



#### Diversified product portfolio in non-coal trading

- AGE plan the target to expand product portfolio in non-coal trading in tapioca export business which expect to generate income of 1,000 million Baht



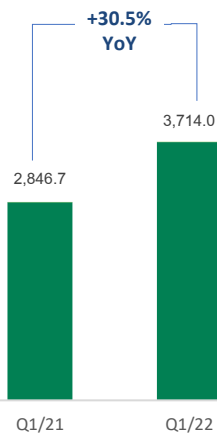
#### Plan to develop AGE's own warehouse and increase number of trucks

- AGE is planning to develop its own warehouse, which is located in the Nakhon Luang district in Ayutthaya to support the logistics business's expansion
- Plan to increase by 10 trucks in 2022

### Q1/2022 Overall Performance

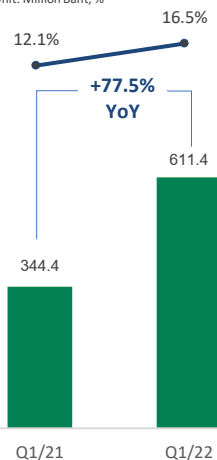
#### Operating Revenue Performance

Unit: Million Baht, %



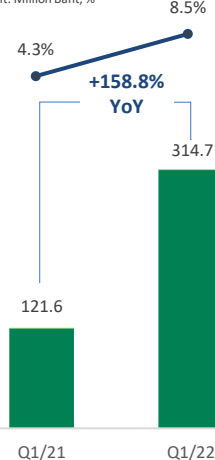
#### Gross Profit and Gross profit Margin

Unit: Million Baht, %



#### Net Profit and Net Profit Margin

Unit: Million Baht, %



Operating revenue increased mainly due to:

- Higher coal selling prices
- Higher Logistic Business sales

Gross Profit increased mainly due to:

- Higher coal selling prices
- Higher Logistic Business sales

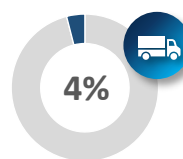
Net Profit increased mainly due to:

- Higher coal selling prices
- Higher sale volumes from Logistic Business.

### Business Breakdown



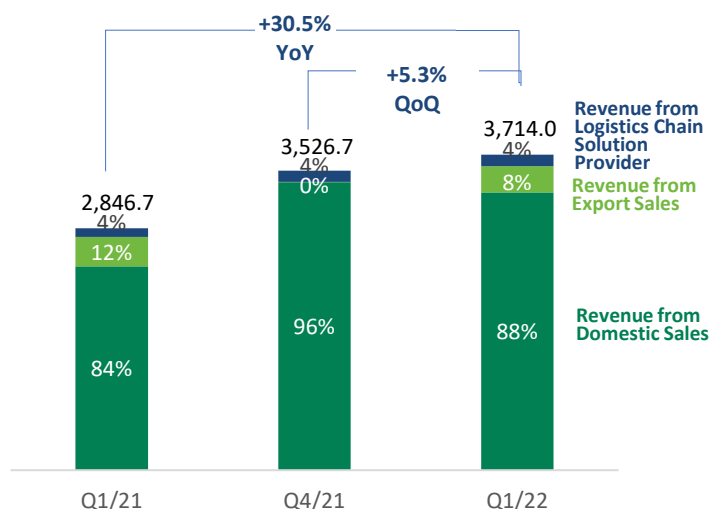
Coal Trading



Logistic Chain Solution Provider

## Operating Revenue Breakdown by Business

Unit: Million Baht, %



### YoY : Q1/2022 vs Q1/2021

Operating revenue increased by Baht 867.3 million or 30.5%, mainly due to:

- **Revenue from Domestic Sales:** increased by 36.3% as a result of the increase in average coal selling price in accordance with world coal price index.
- **Revenue from Export Sales:** decreased by 11.0% mainly from the decline in exports to overseas.
- **Revenue from Logistics Chain Solution Provider:** increased by 34.3% as a result of better performance from all logistics business.

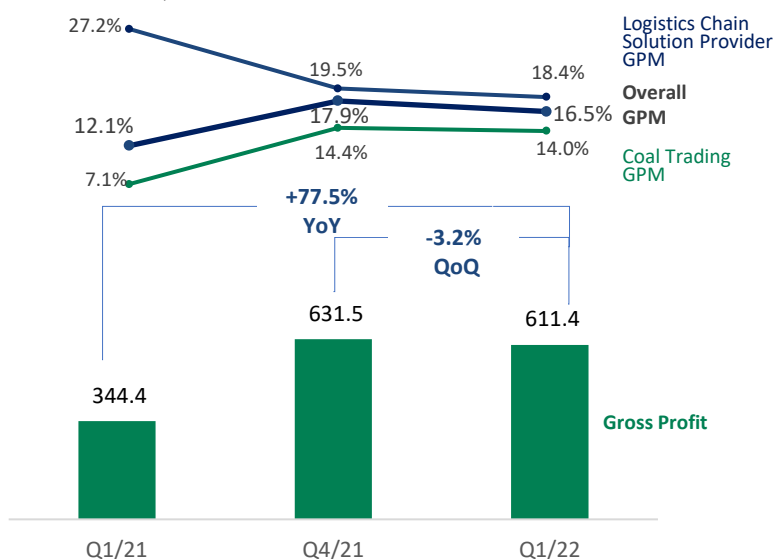
### QoQ : Q1/2022 vs Q4/2021

Operating revenue, increased by Baht 187.3 million or 5.3%, mainly due to:

- **Revenue from Domestic Sales:** decreased by 3.5% as a result of the decrease in domestic coal sales volumes.
- **Revenue from Export Sales:** increased by 6,464.2% mainly from the significantly increase in sales volumes to overseas
- **Revenue from Logistics Chain Solution Provider:** increased by 1.9% from higher revenue in all Logistic Services.

## Gross Profit and Gross Profit Margin

Unit: Million Baht, %



### YoY : Q1/2022 vs Q1/2021

Gross Profit increased by Baht 267.0 million, mainly due to increase in coal sales and adjustment in selling price, as well as company recognized revenue growth from Logistics Service business.

Gross Profit Margin increased from 12.1% mainly due to:

- Higher coal selling price as coal index rises.
- Group recognized revenue growth from logistics business which have relatively higher gross profit margin than coal business.

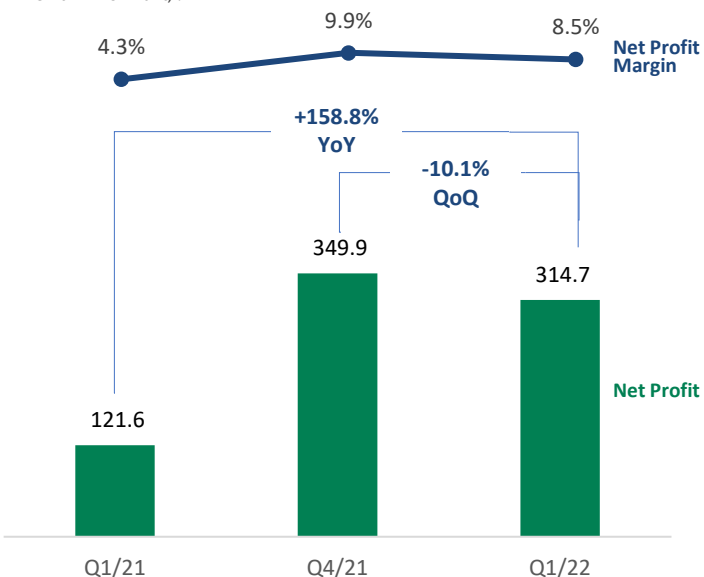
### QoQ : Q1/2022 vs Q4/2021

Gross Profit decreased by Baht 20.1 million, mainly due to the decrease in coal sales volume.

Gross Profit Margin decreased from 17.9% mainly due to the higher average cost of coal compared to the average cost in Q4/2021.

## Net Profit and Net Profit Margin

Unit: Million Baht, %



### YoY : Q1/2022 vs Q1/2021

Net profit increased by Baht 193.1 million mainly due to:

- Higher coal selling prices which increased corresponding to the global coal price index.
- Higher sale volumes from logistic business which have lower cost than coal business.

Net profit margin increased from 4.3% due to the Group's ability to adjust selling price corresponding to the global coal price index, as well as higher sales from logistic business, which have lower cost than coal business.

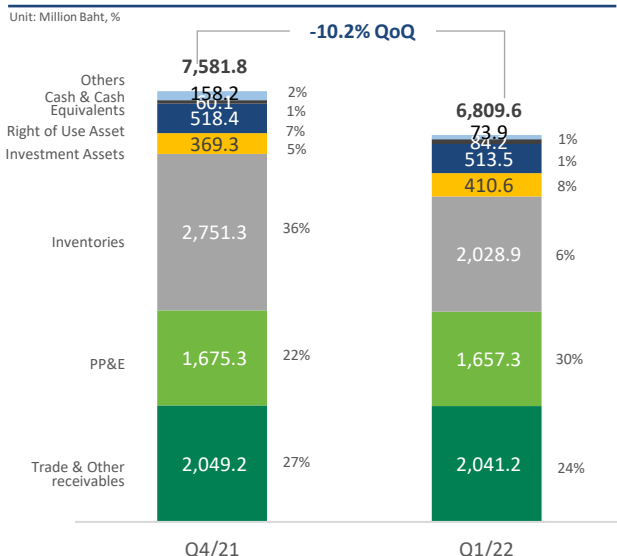
### QoQ : Q1/2022 vs Q4/2021

Net profit decreased by Baht 35.2 million, mainly due to the decrease in sales volume, as well as the higher average cost of coal compared to the average cost in Q4/2021.

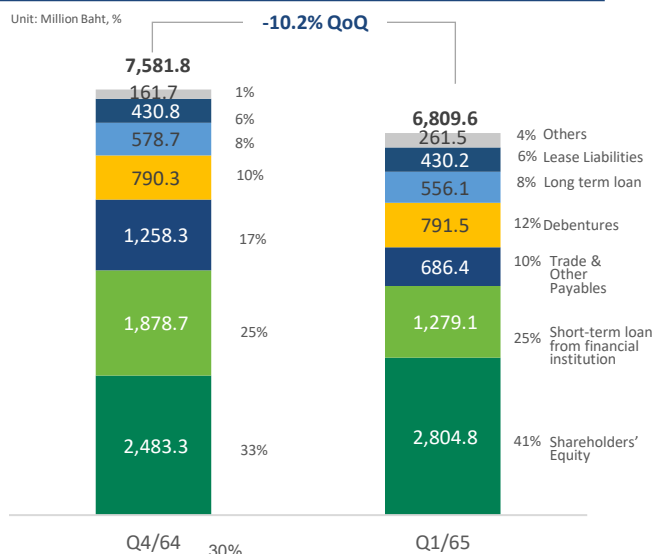
Net profit margin decreased from 9.9% as a result of the decrease in sales volume, as well as the higher average cost of coal compared to the average cost in Q4/2021.

## Financial Information and Analysis

### Assets



### Liabilities and Equity



#### Total Assets

As of 31 March 2022, the total assets of the Group were Baht 6,809.6 million, decreased by Baht 772.2 million from 31 December 2021 mainly due to:

- **Trade & Other Receivables:** decreased due to the increase in debt collection.
- **Inventories:** decreased due to the decrease in raw materials in transits.
- **Right of Use Assets:** decreased from the depreciation from normal operation

#### Total Liabilities

As of 31 March 2022, the total liabilities of the Group were Baht 4,004.9 million, decreased by Baht 1,093.7 million from 31 December 2021 mainly due to:

- **Short-term loan from financial institution:** decreased due to the short-term loan repayment.
- **Trade and Other Payables:** decreased in accordance with the decrease in raw materials in transits.
- **Lease Liabilities:** decreased from repayment under lease contract from normal operation.

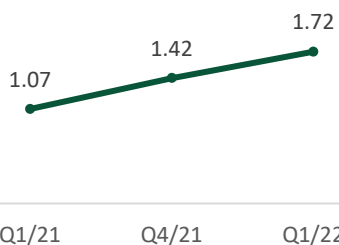
#### Total Shareholders' Equity

As of 31 March 2022, the total equity of the Group was Baht 2,804.8 million, increased by Baht 321.5 million from 31 December 2021, mainly due to the recognition of net profit from Q1/2022

## Financial Ratio

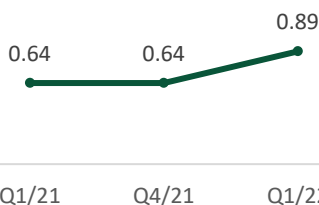
### Current Ratio

Unit: Times



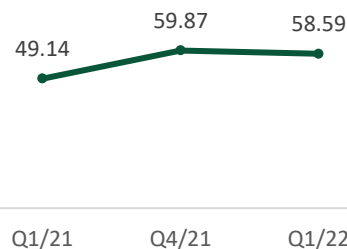
### Quick Ratio

Unit: Times



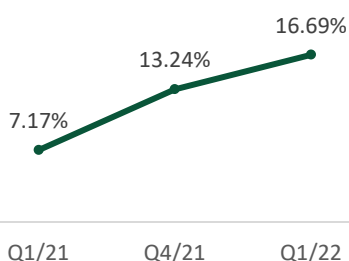
### Inventory Turnover

Unit: Days



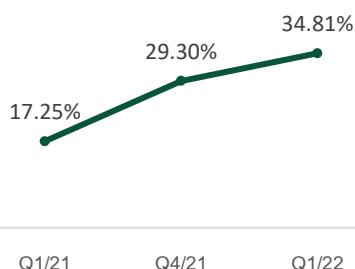
### ROA

Unit: %



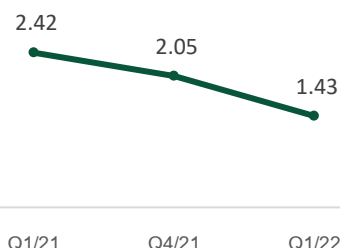
### ROE

Unit: %



### D/E Ratio

Unit: Times



# AGE STRATEGIC DIRECTIONS

Moving Towards "Thailand's Leading Integrated Logistics Chain Solution Provider"

## 2022

"Thailand's Leading Coal Distributor with Integrated Logistics Chain Solution Provider"



- ✓ **Leading importer** and distributor of clean coal
- ✓ **Trusted exporter of coal** to Vietnam, Cambodia, Myanmar, Philippines, Taiwan, China and India
- ✓ **Integrated Logistics Chain Solution Provider** with marine and in-land transportation, warehouse, and port facilities services



## 2023

"Asia's Trusted Coal Distributor, and Thailand's Integrated Logistics Chain Solution Provider"



- ✓ **Strong player of coal exporter** in Asia Pacific
- ✓ **Integrated Logistics Chain Solution Provider** covering more areas and products range

## 2025

"Thailand's Leading Integrated Logistics Chain Solution Provider For Raw Materials and Industrial Goods"



- ✓ **Thailand's well known Integrated Logistics Chain Solution Provider** covering all raw materials and industrial products
- ✓ **Horizontal integration along the logistics supply chain** by seeking new related businesses to capitalize on long-term growth opportunities



- ✓ Sustainable
- ✓ Environmental-Friendly
- ✓ Stakeholder Interest

## AGE KEY STRATEGY

### 1. Strengthen Foundation Business (Trading)

- Expand business into overseas markets
- Enhance operational and service excellence



### 3. Prioritize Environment and Social Impact for sustainable growth

- Ensure environmental-friendly processes
- Continuous CSR activities and responsibilities for community and society

### 2. Grow Through Diversified Business (Logistics Chain Solution Provider & Non-Coal Trading)

- Diversify product portfolio more towards "integrated Logistics Chain Solution Provider"
- Maximize business efficiency (Backhaul management)
- Explore other new business in the related fields
  - ✓ Strengthen Non-Coal trading business

### 4. Enhance Operational Efficiency through IT Systems Investment

- Enterprise Resource Planning System (ERP)
- Transportation Management System (TMS)