



Asia Green Energy Public Company Limited

Company Presentation

Opportunity Day

Q4/2019

9th April 2019



- 1. AGE Overview**
2. Financial Performance
3. Business Outlook



1. AGE Overview

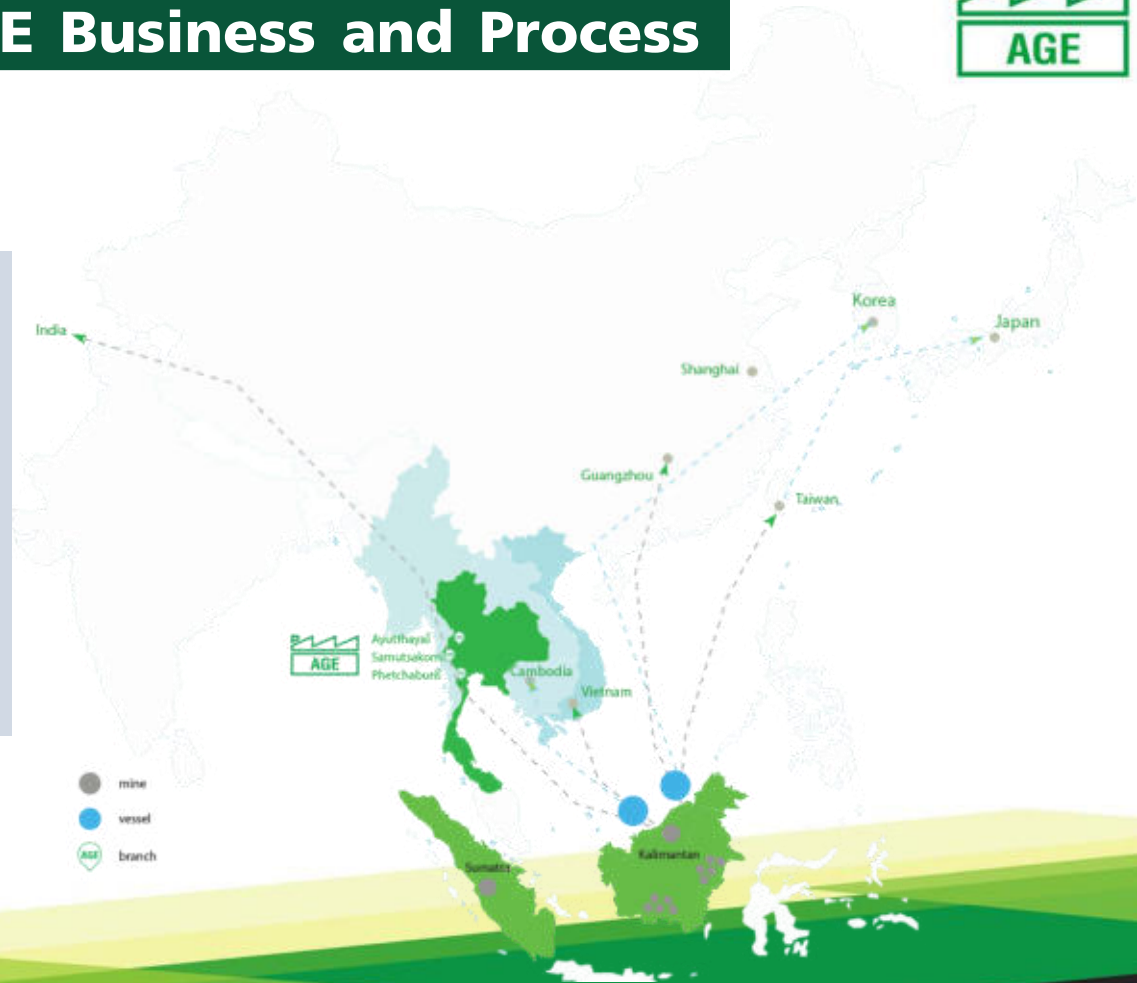
- **AGE Business and Process**
- **Our Business Structure**
- **Beyond Coal Supply**
- **Environmentally Friendly Process**
- **Awards of Pride**



AGE Overview - AGE Business and Process



- Sourcing and distributing high-quality clean coals (Bituminous) from Indonesia and Russia
- Environmentally friendly logistics service provider



Trading Business

- Sourcing and Distributing high-quality Clean Coals (Bituminous) from Indonesia and Russia

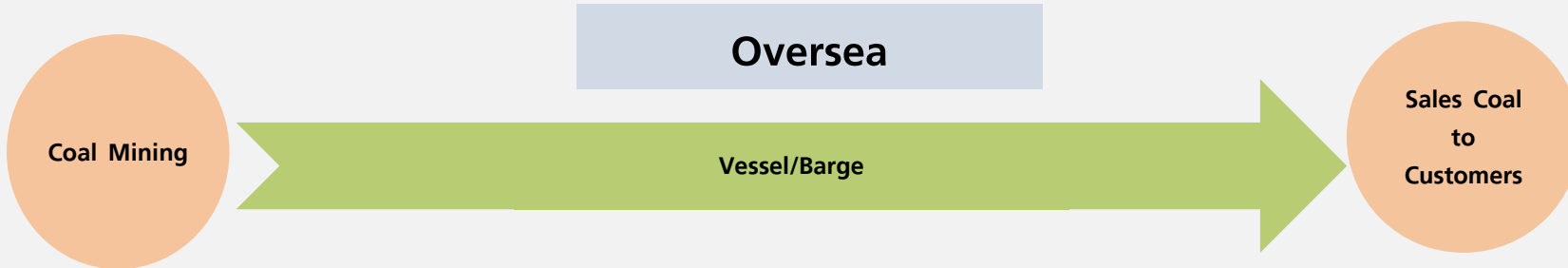
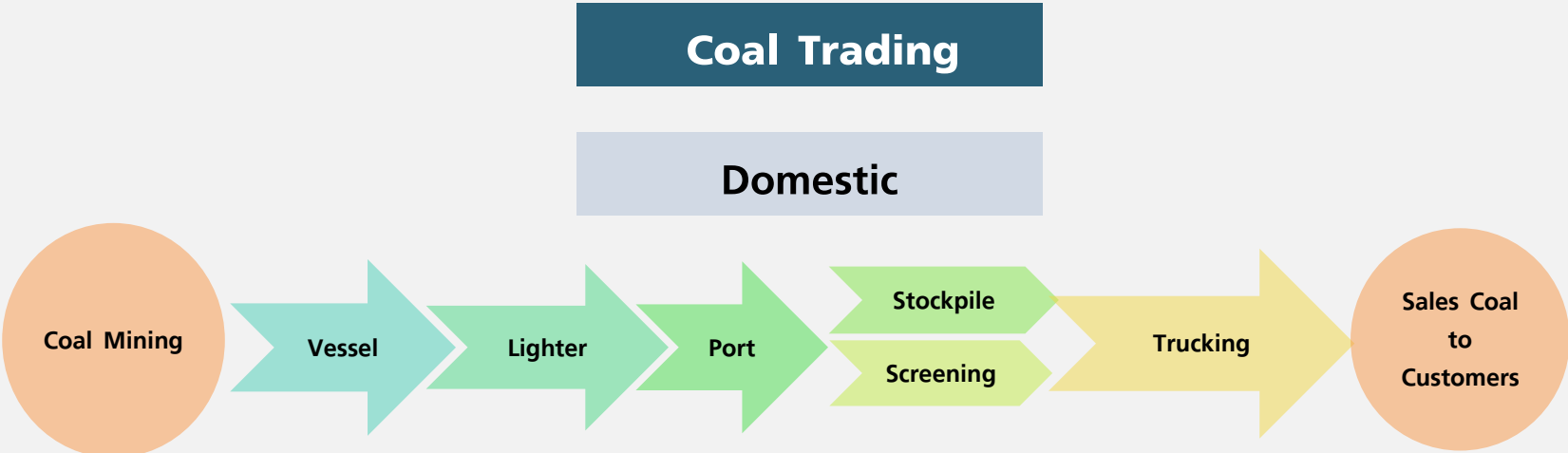


Bituminous coal is a dense and solid coal, typically composed of shiny jet-black coal layers, and popularly used as substitute fuel for furnace oil in Industrial plants.

Customers

- Power Plant
- cement Industry
- Textile Industry
- Paper Industry
- Food and Beverage Industry
- Others

AGE Overview - AGE Business and Process



AGE Overview - AGE Business and Process



Service Businesses



1. Port Services



2. Stockpile and Screening Services



3. Trucking Services



4. River Transportation Services

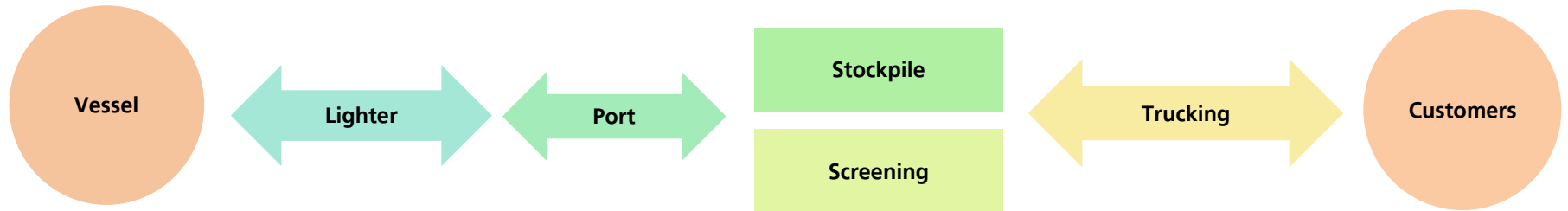
Products

- Cement
- Coal
- Biomass
- Agricultural crops
- Others

AGE Overview - AGE Business and Process



Services



AGE Overview - Our Business Structure



Asia Green Energy Public Company Limited



AGE Overview - Beyond Coal Supply

Coal Sourcing & Deliver Quality



Services



Port



Stockpile



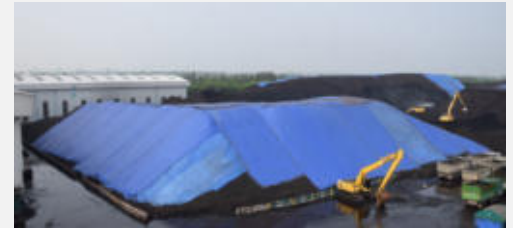
**Coal
Screening**



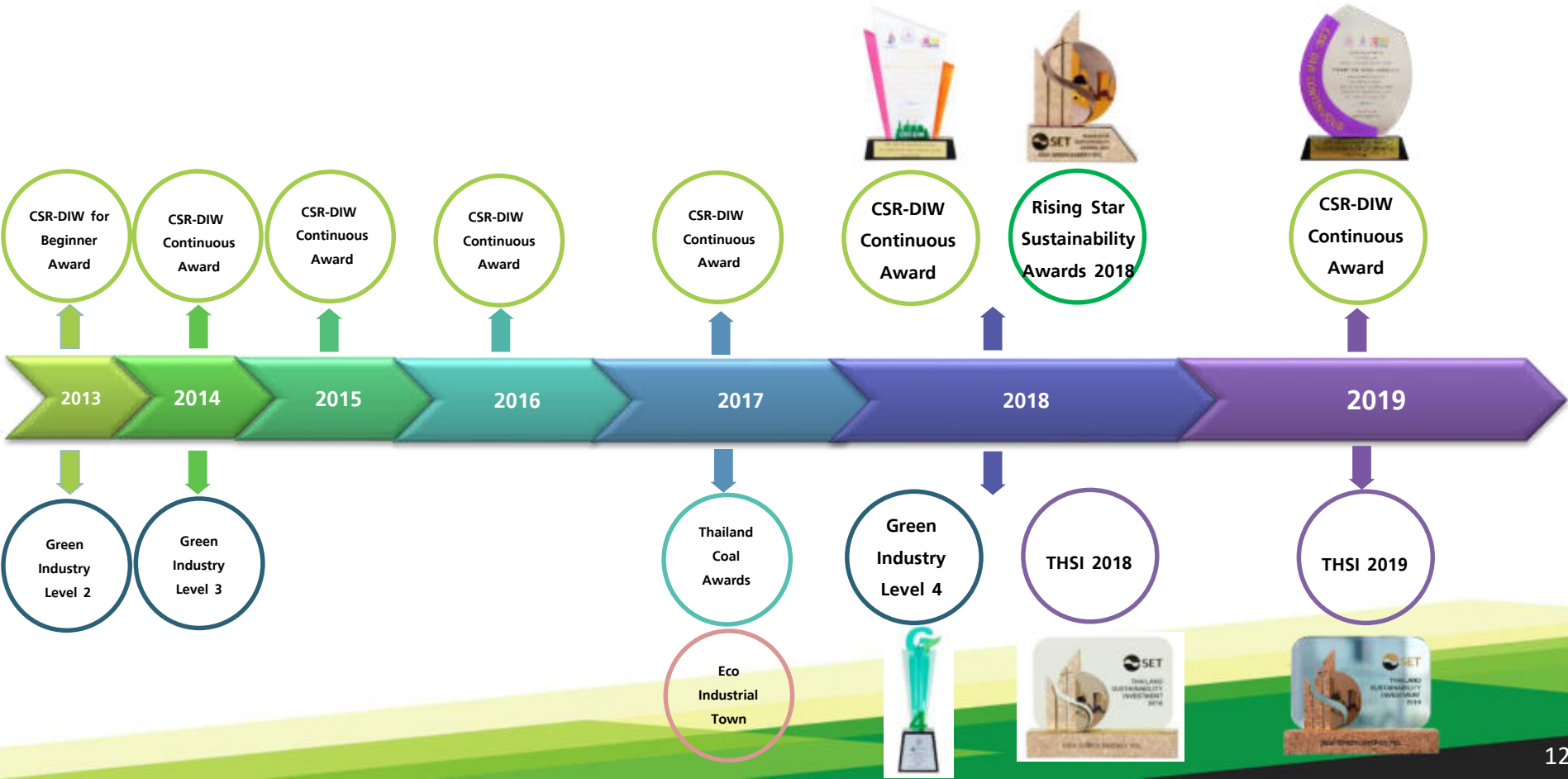
Logistics



AGE Overview - Environmentally Friendly Process



AGE Overview - Awards of Pride



Agenda



1. AGE Overview

2. **Financial Performance**

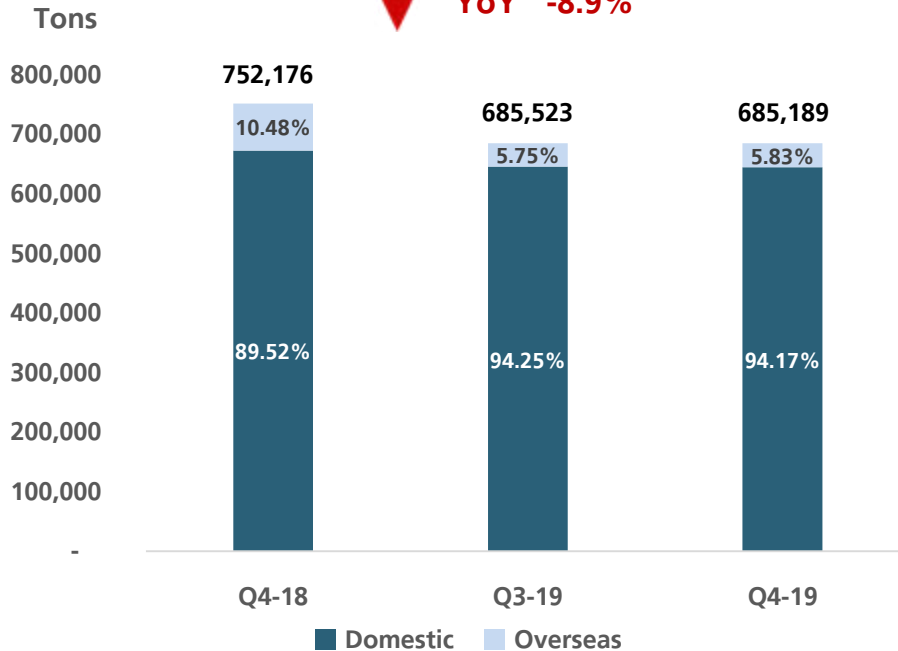
3. Business Outlook



Financial Performance

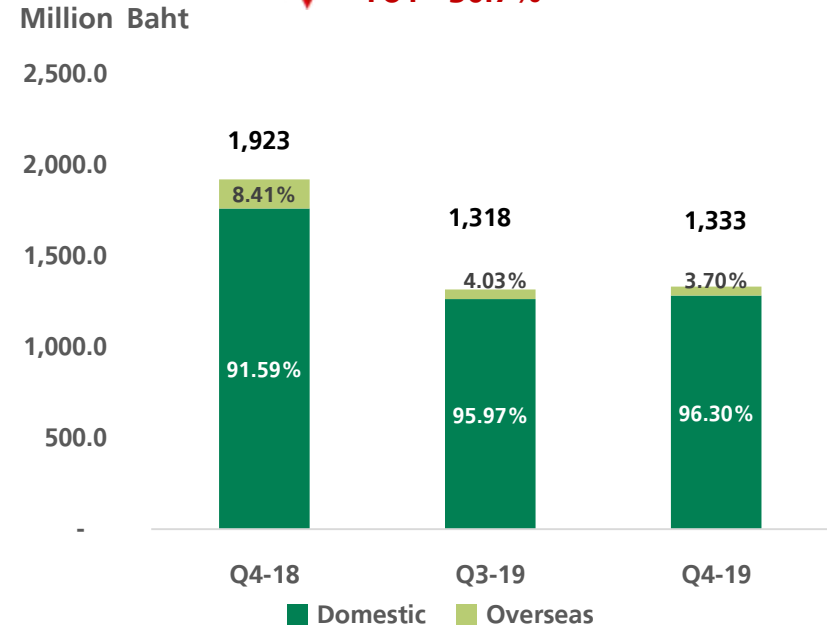
Coal Sales Quantity

▼ QoQ -0.5%
▼ YoY -8.9%



Coal Sales Revenue

▲ QoQ +1.1%
▼ YoY -30.7%

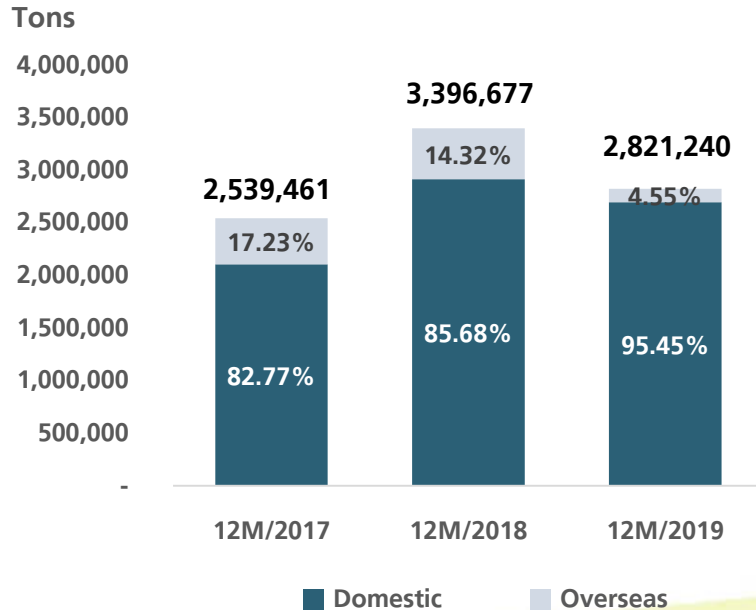


Financial Performance



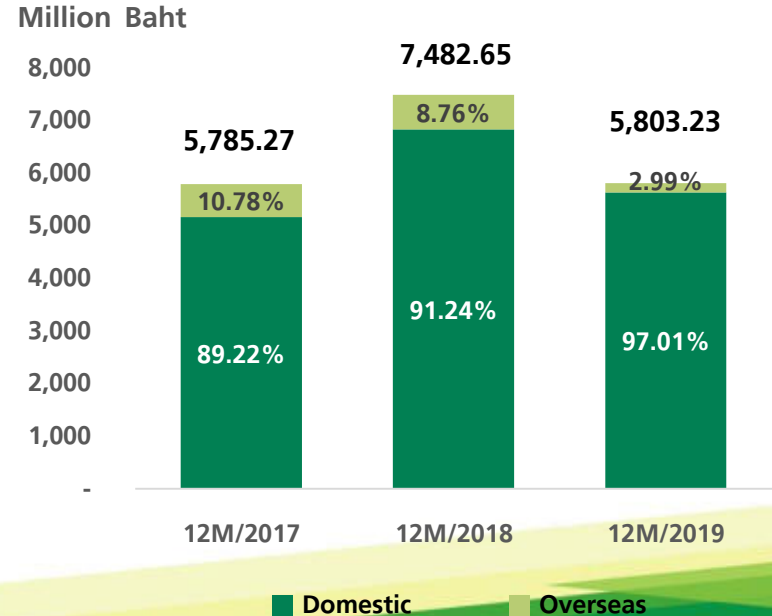
Coal Sales Quantity 12 Months

▼ -16.94%



Coal Sales Revenue 12 Months

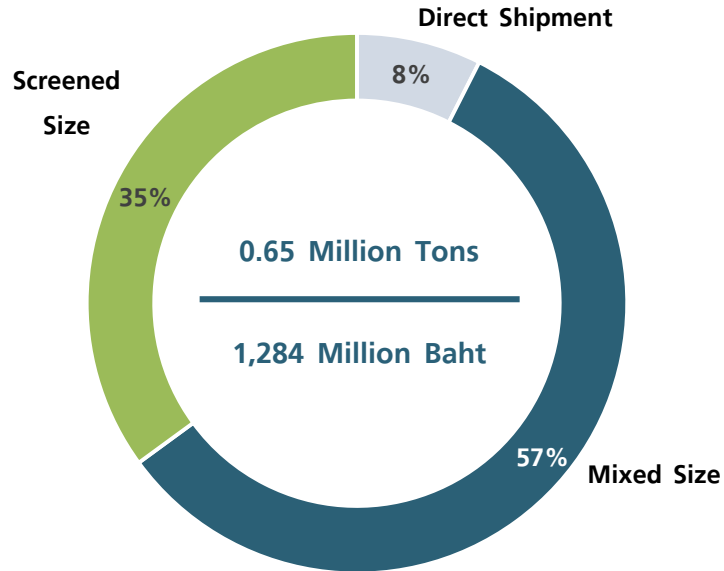
▼ -22.44%



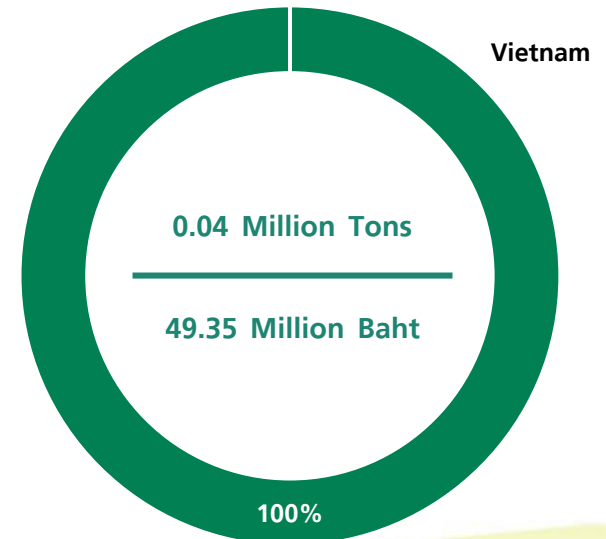
Financial Performance



Coal Domestic Structure Q4/2019



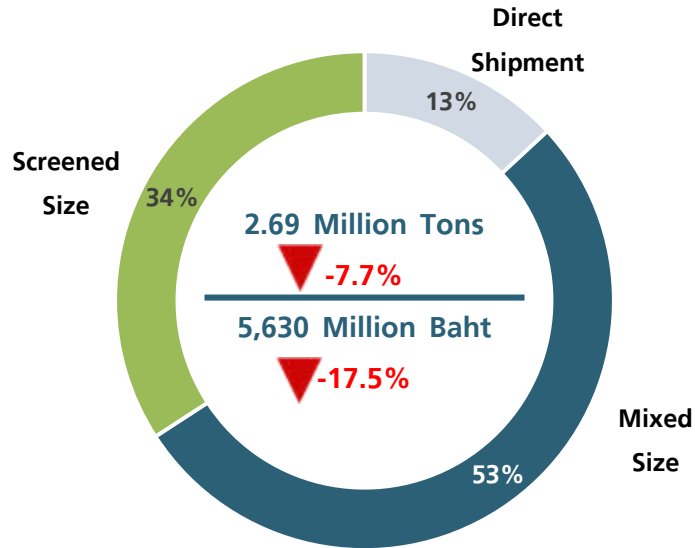
Coal Overseas Structure Q4/2019



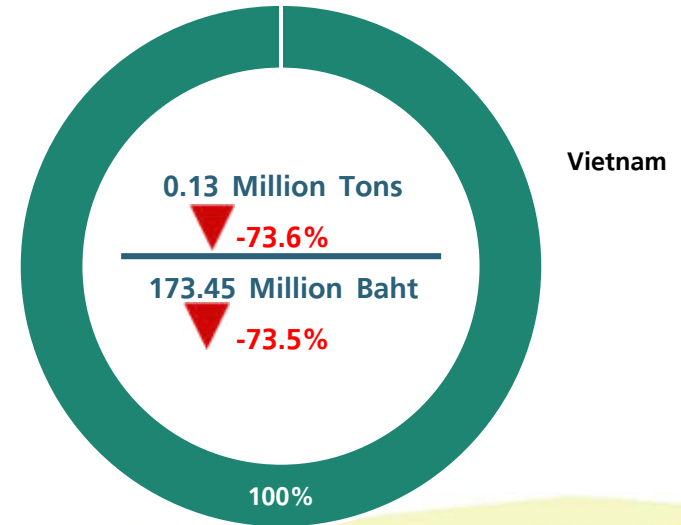
Financial Performance



Coal Domestic Structure 12M-2019



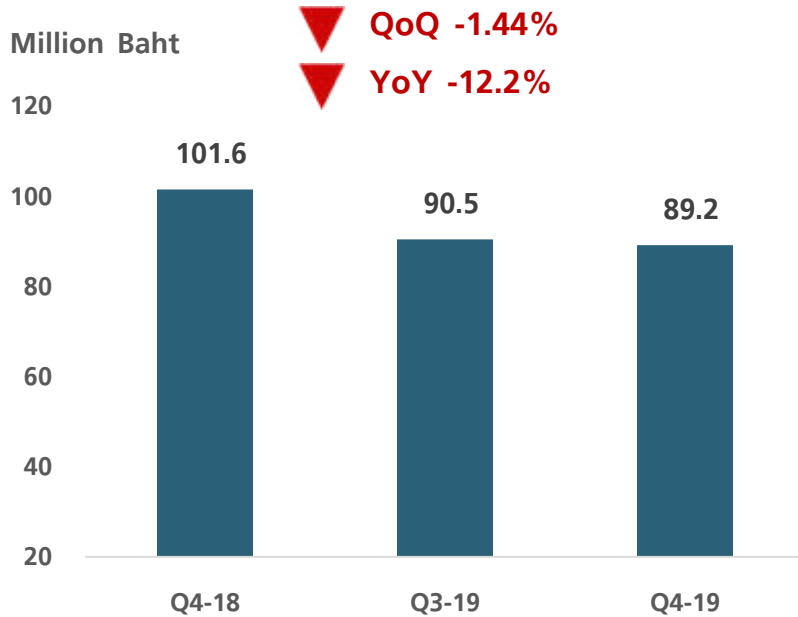
Coal Overseas Structure 12M-2019



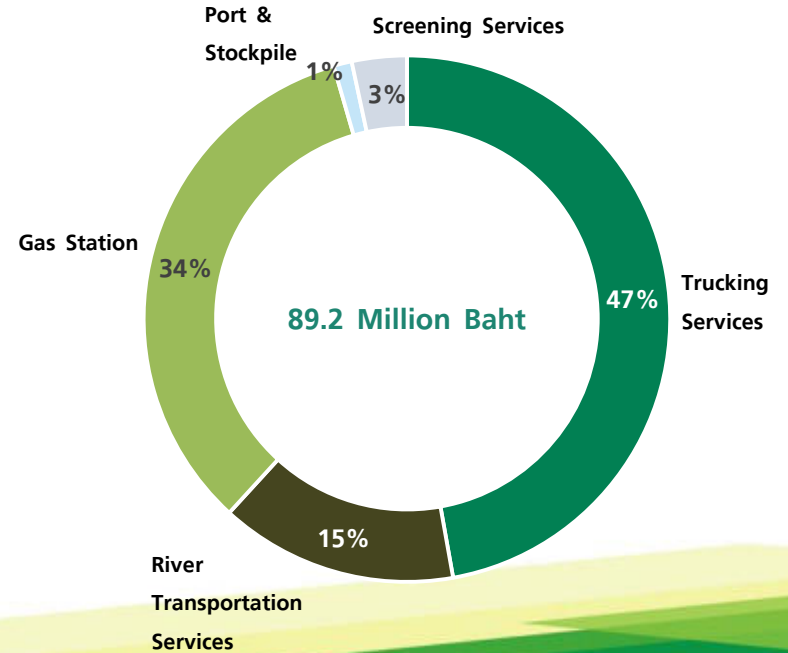
Financial Performance



Revenue from Services



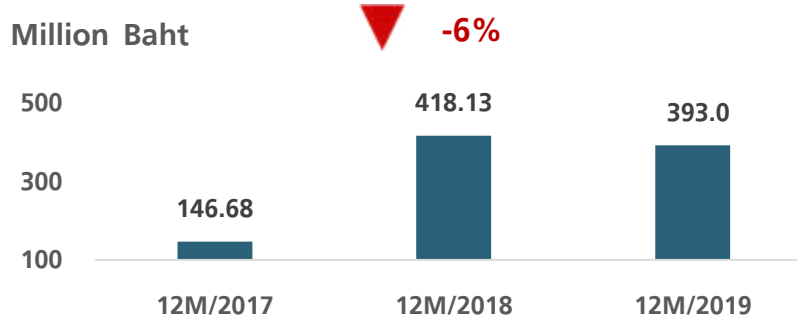
Revenue from Services Structure



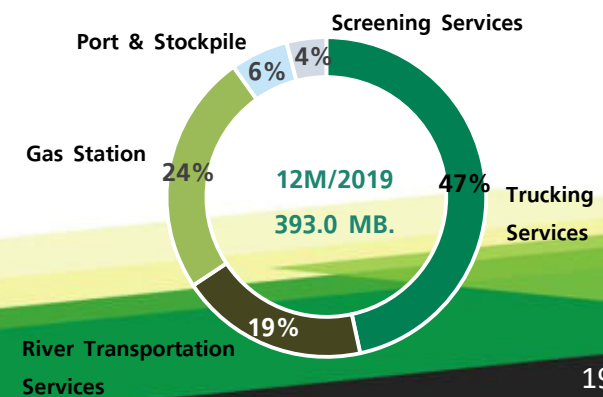
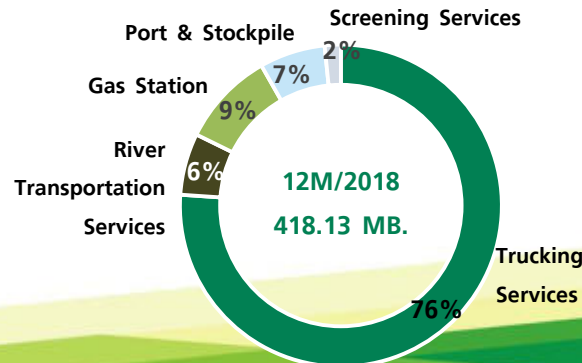
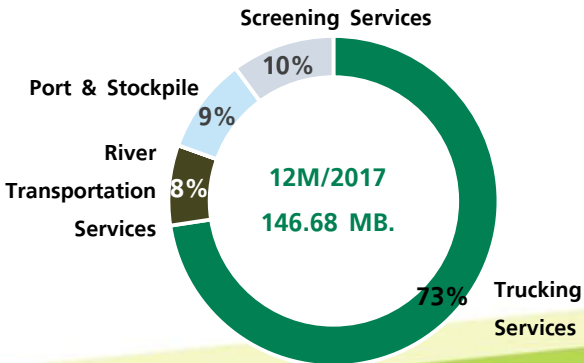
Financial Performance



Revenue from Services 12 months



Revenue from Services Structure 12 months

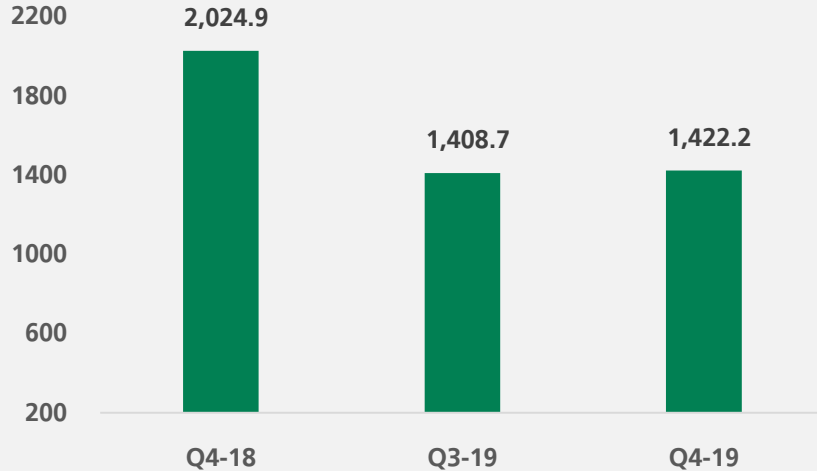


Financial Performance

Total Revenue

▲ QoQ +1%
▼ YoY -29.8%

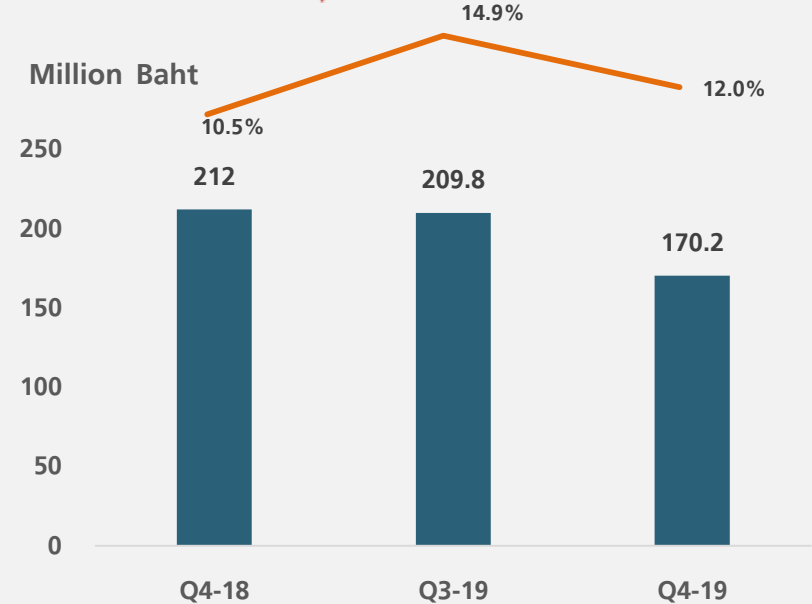
Million Baht



Gross Profit & Margin

▼ QoQ -18.9%
▼ YoY -19.7%

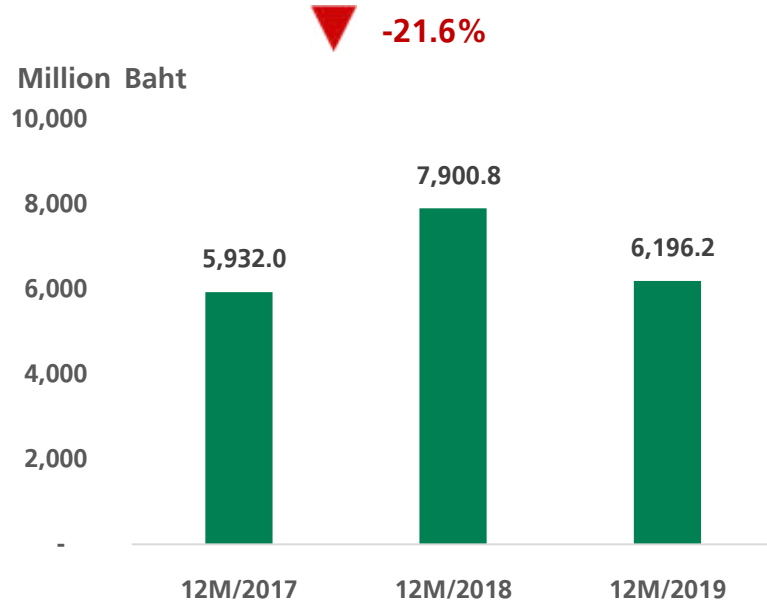
Million Baht



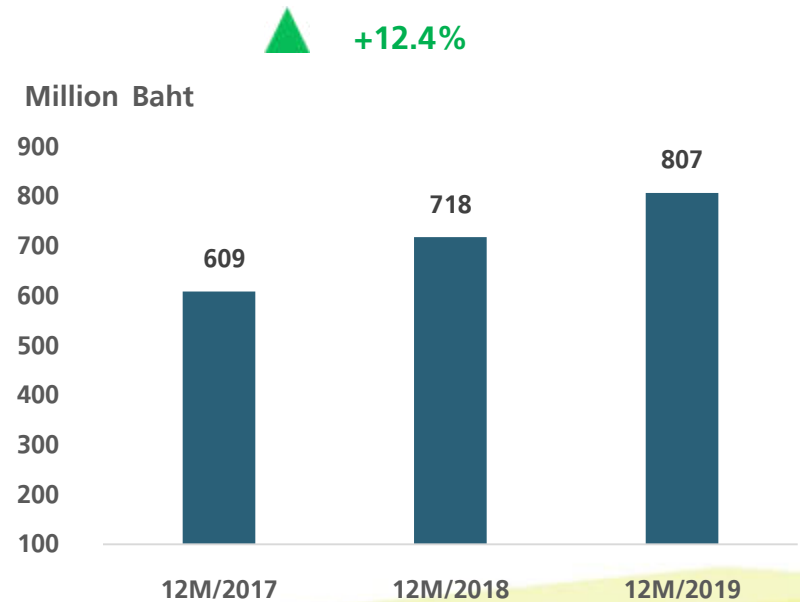
Financial Performance



Total Revenue 12 Months

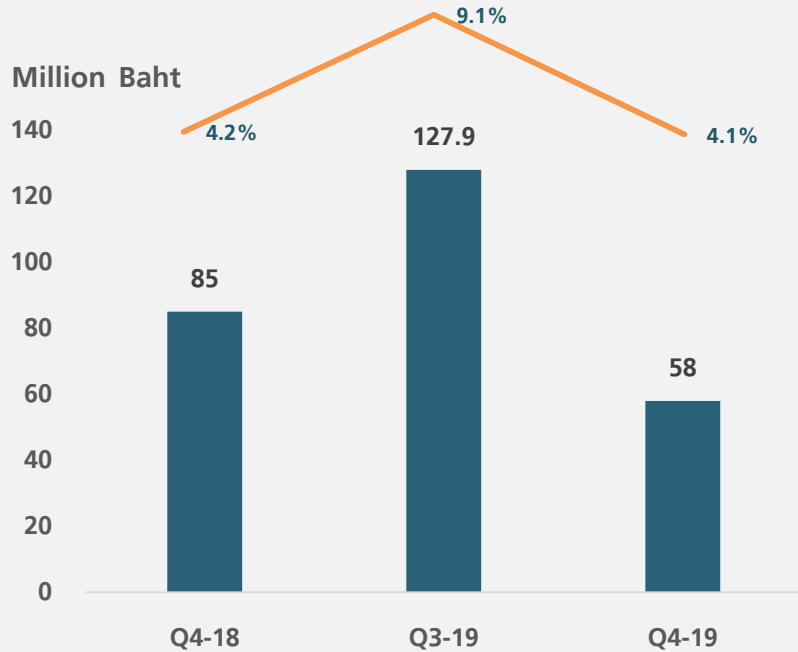


Gross Profit & Margin 12 Months

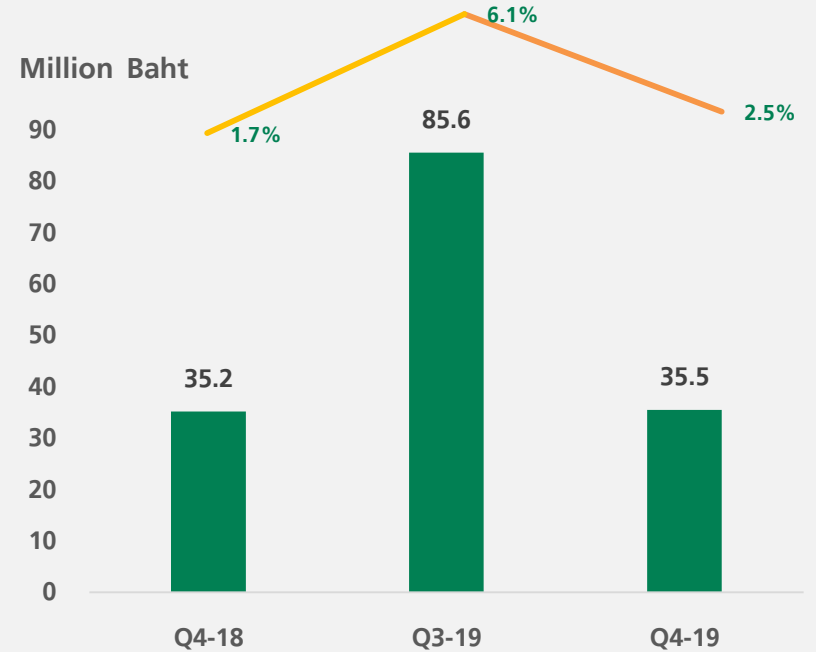


Financial Performance

EBITDA & Margin



Net Profit & Margin



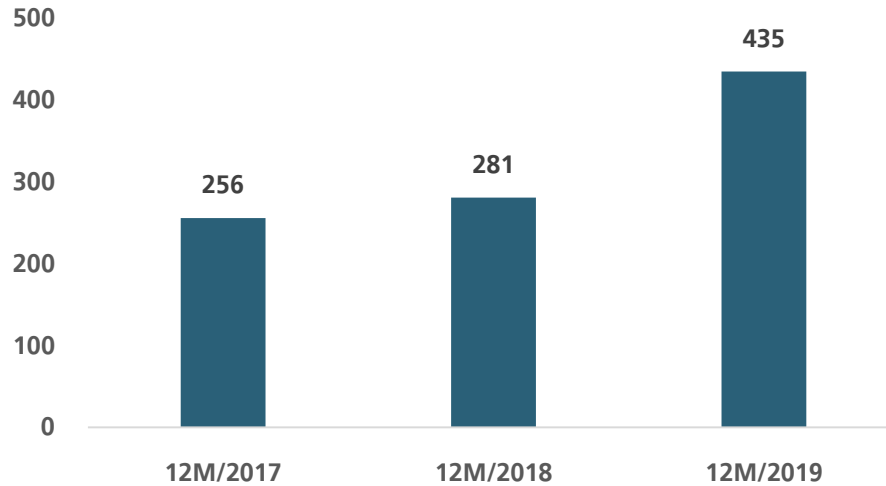
Financial Performance



EBITDA 12 months

▲ +54.7%

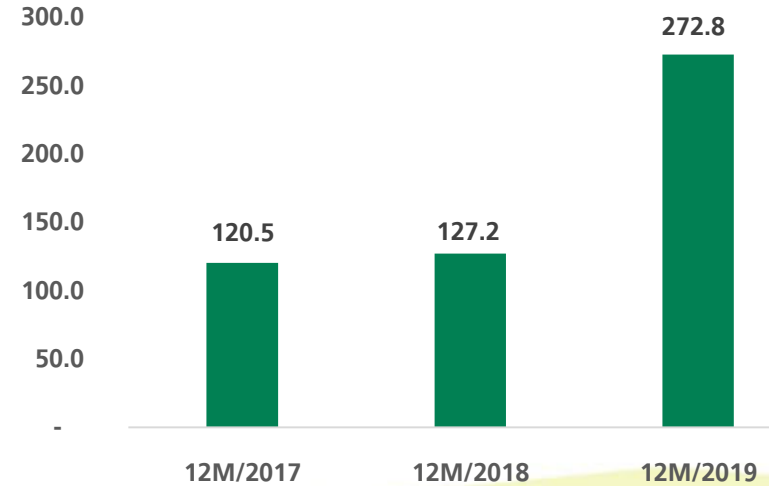
Million Baht



Net Profit 12 months

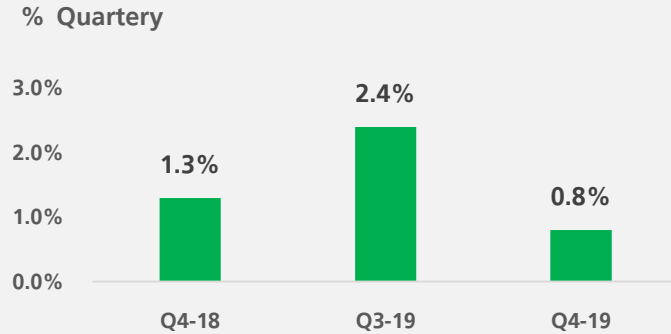
▲ +114.5%

Million Baht

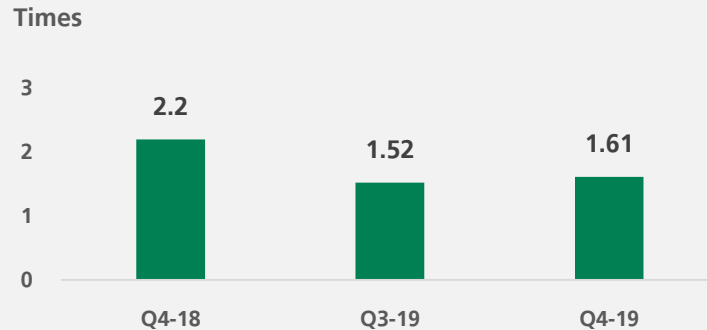


Financial Performance

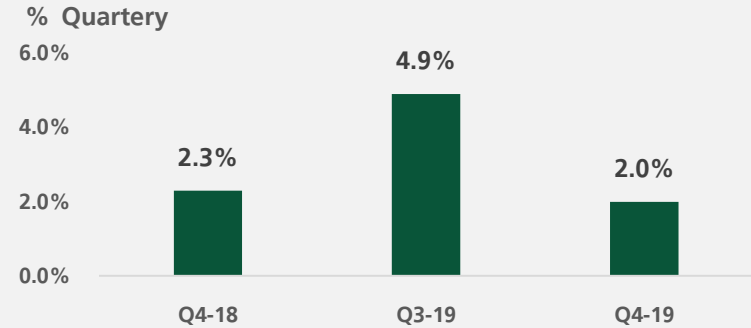
ROA



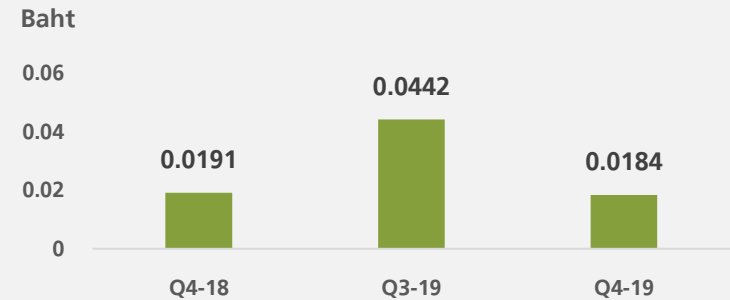
D/E



ROE



EPS

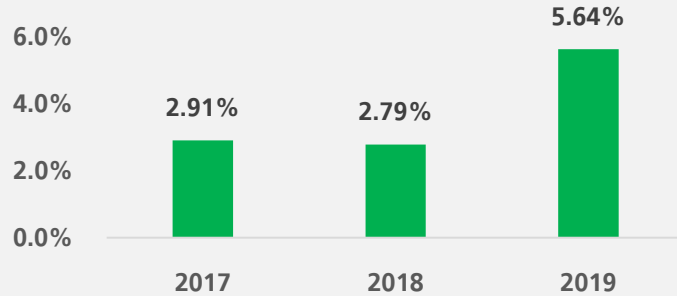


Remark : EPS was calculated by using the number of shares at the original par value (Baht 0.25 per share)

Financial Performance

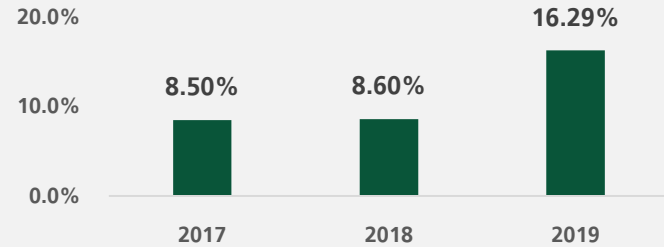
ROA

% Quarterly



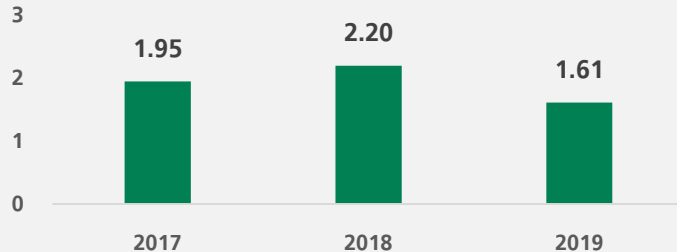
ROE

% Quarterly



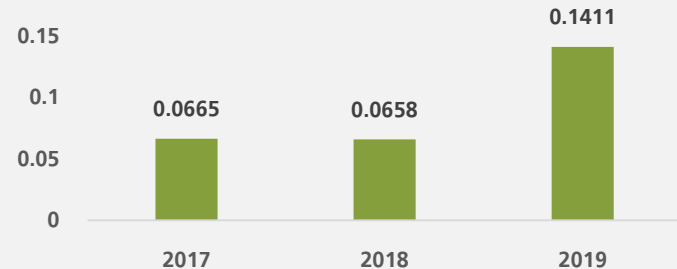
D/E

Times



EPS

Baht

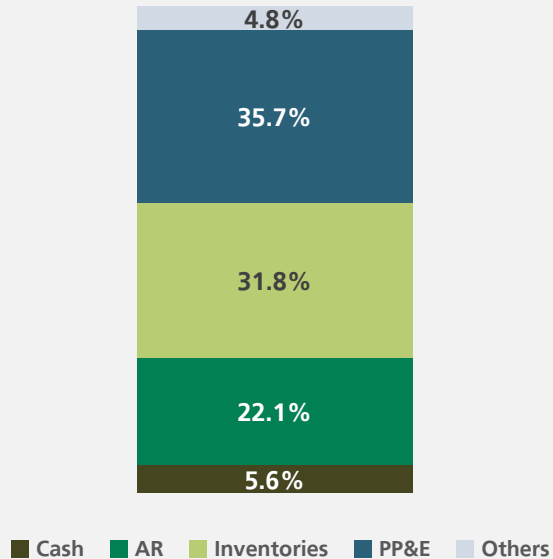


Remark : EPS was calculated by using the number of shares at the original par value (Baht 0.25 per share)

Financial Performance

Total Assets

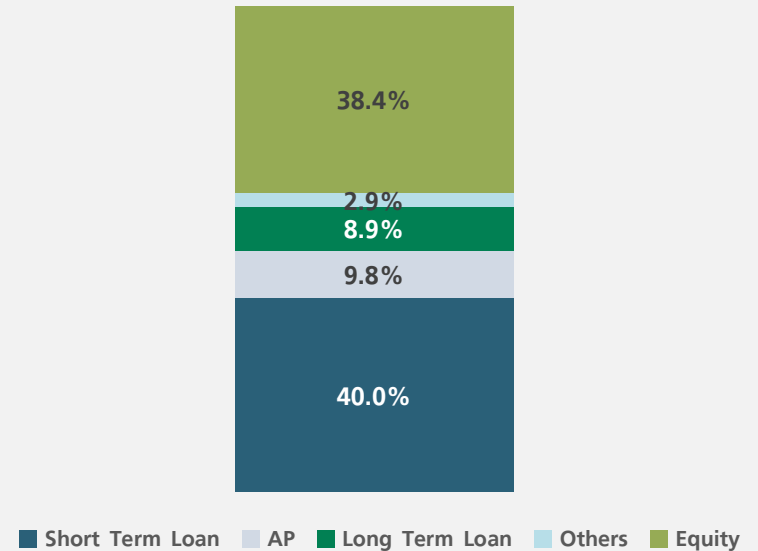
4,732.08 MB.



31 Dec. 2019

Total Liabilities & Shareholders' Equity

4,732.08 MB.



31 Dec. 2019

Agenda



1. AGE Overview
2. Financial Performance
3. Business Outlook



Agenda

3. Business Outlook

Coal Market

- Stockpile expansion in Go Dau, Vietnam

Port Development Plan

Lighter project

Energy Solution Business

Warehouse Development Plan

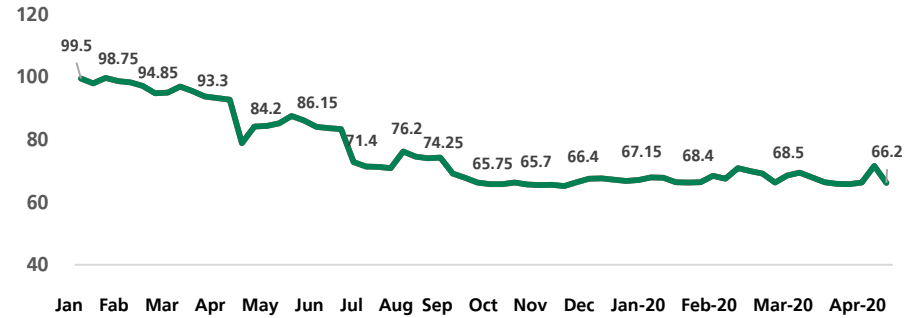


Business Outlook - Coal Market

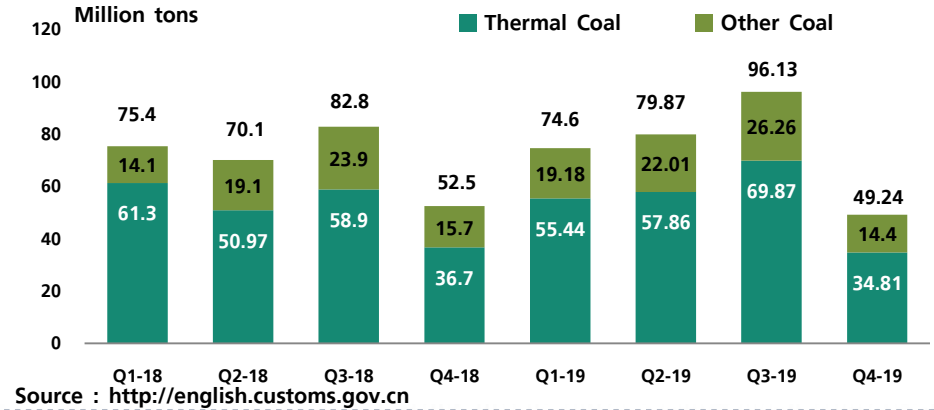


New Castle Index

USD/Ton



China Coal Imports



Coal Import 299.86 MT. (Jan.-Dec.2019) YoY ▲ 6.79%



Coal Import 197.2 MT. (Apr.2019-Feb.2020) YoY ▲ 1.49%

** Apr.2018-Feb.2019 is 194.3 MT. **



Coal Import 44.86 MT. (Jan.-Dec.2019) YoY ▲ 98.06%

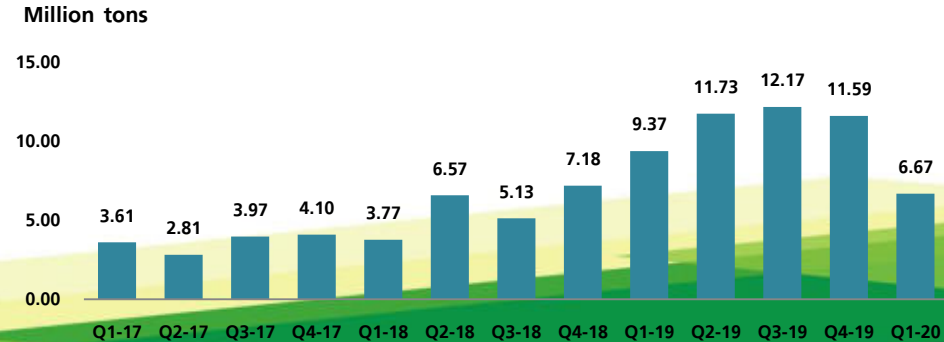


Coal Import 21.63 MT. (Jan.- Dec.2019) YoY ▼ -13.52%



Coal Export 456 MT. (Jan.-Dec. 2019) YoY ▲ 6.43%

Vietnam Coal Imports



Source : Vietnam customs / The data in Q1-20 are from Jan-Feb 2020

Agenda

3. Business Outlook

Coal Market

- Stockpile expansion in Go Dau, Vietnam

Port Development Plan

- Complete port No.3 in Q4-2019
- Complete port No.4 in 2020

Lighter project

Energy Solution Business

Warehouse Development Plan

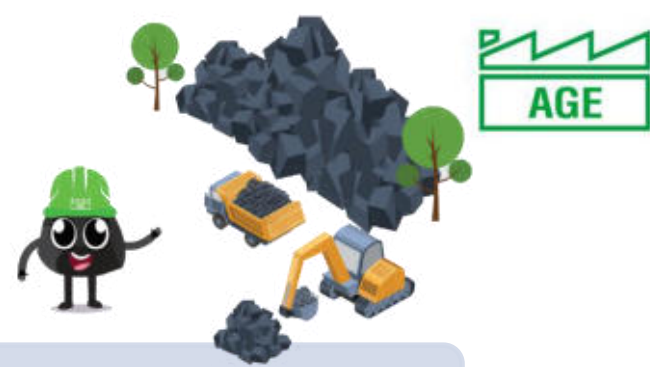


Business Outlook - Port Development Plan



Agenda

3. Business Outlook



Coal Market

- Stockpile expansion in Go Dau, Vietnam

Port Development Plan

- Complete port No.3 in Q4-2019
- Complete port No.4 in 2020

Lighter project

- Complete more 6 lighters in 2020
- Total 36 lighters in 2020

Energy Solution Business

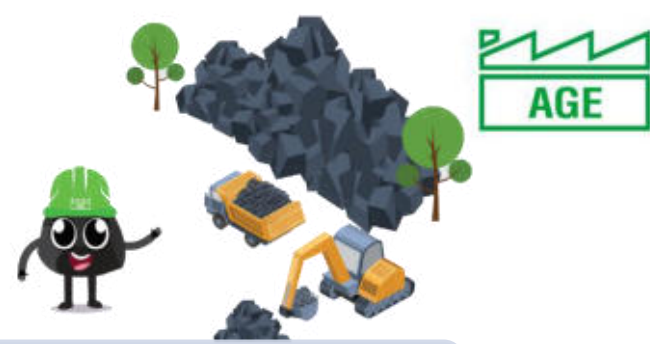
Warehouse Development Plan

Business Outlook - Update Lighter project



Agenda

3. Business Outlook



Coal Market

- Stockpile expansion in Go Dau, Vietnam

Port Development Plan

- Complete port No.3 in Q4-2019
- Complete port No.4 in 2020

Lighter project

- Complete more 6 lighters in 2020
- Total 36 lighters in 2020

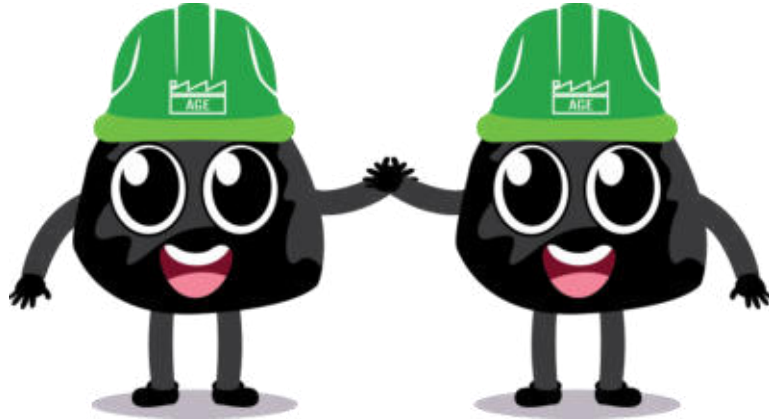
Energy Solution Business

- Plan to invest in steam, hot air, cogeneration business and power plant

Warehouse Development Plan

- Plan to development the warehouse No.4
- Capacity 3,500 Tons/Day / Ready for production in Q4/2020 / Budgets 90 MB.

Thank You



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