



**Asia Green Energy Public Company Limited**



**Company Presentation  
Investor Meeting  
Q1/2020  
10<sup>th</sup> June 2020**

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



## 1. AGE Overview

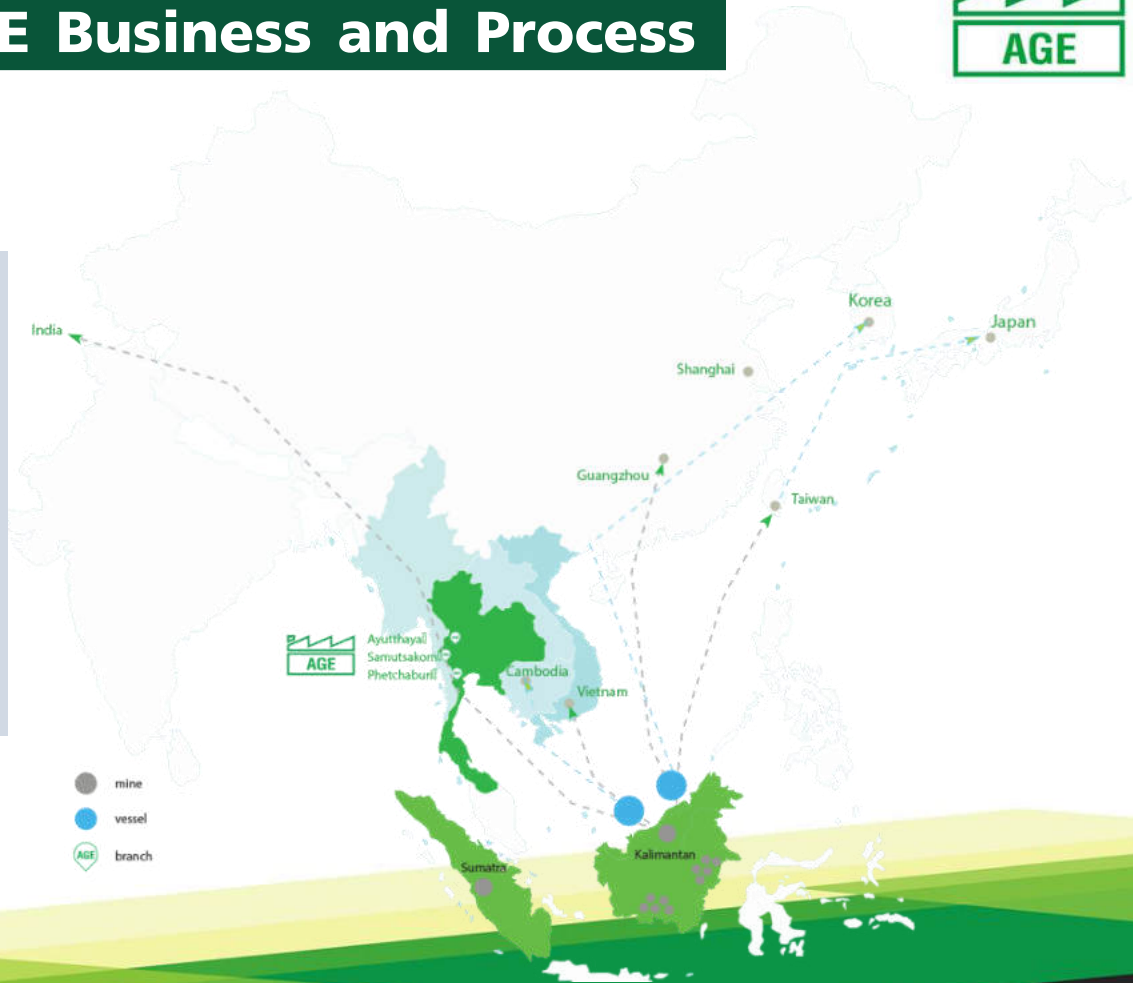
- **AGE Business and Process**
- **Our Business Structure**
- **Environmentally Friendly Process**
- **Awards of Pride**



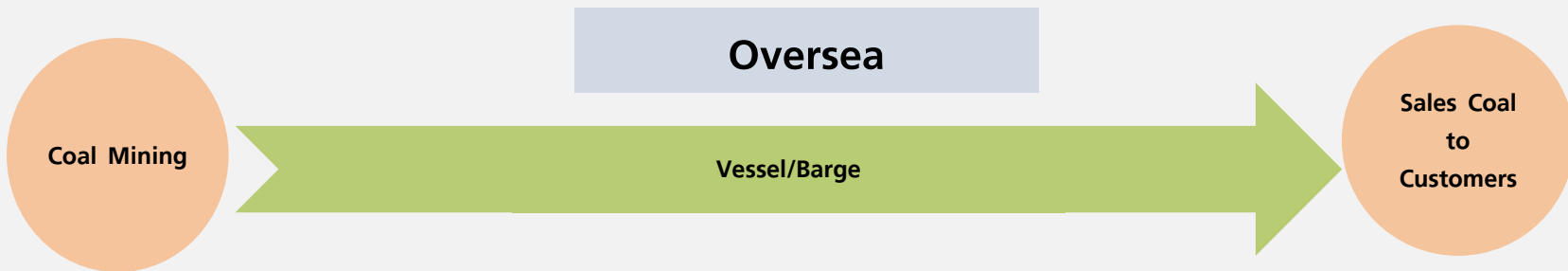
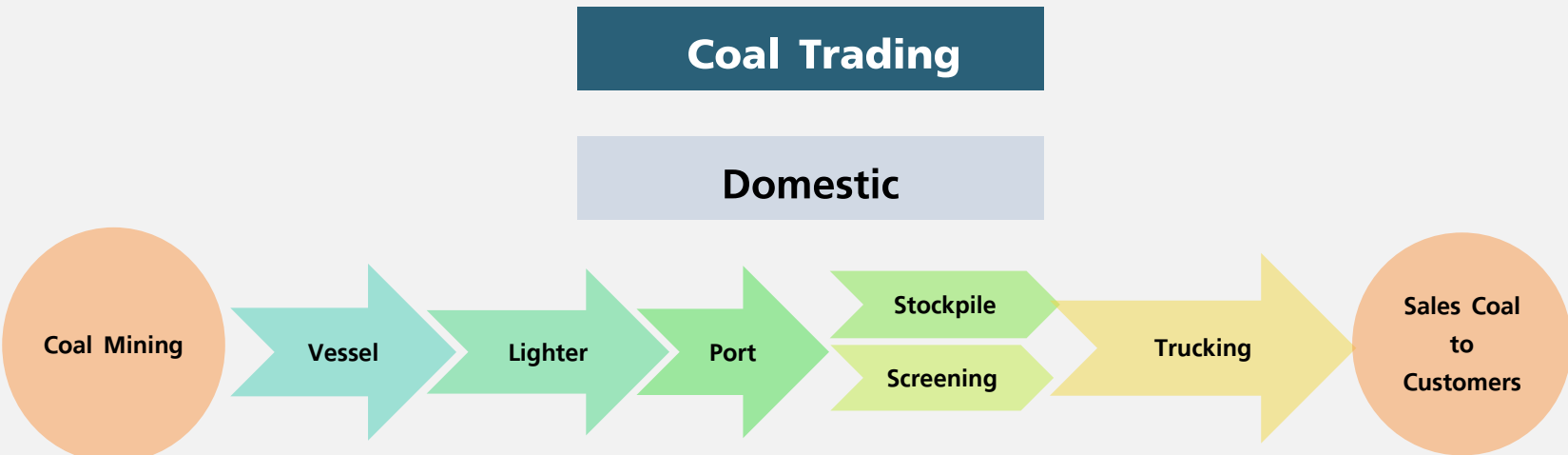
# AGE Overview - AGE Business and Process



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



# 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**

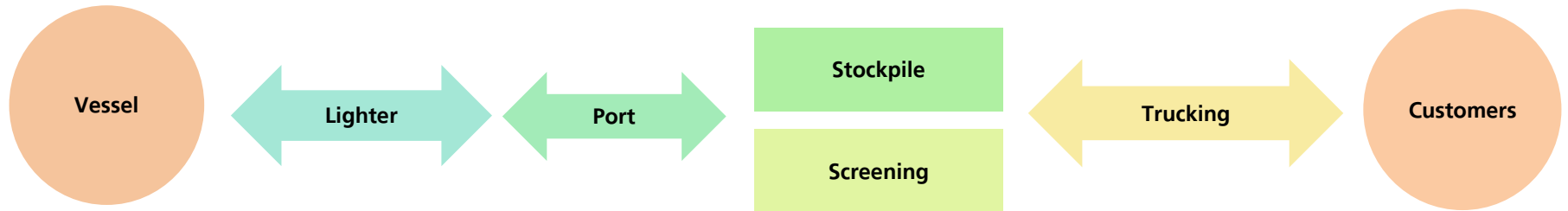
## Products

- Cement
- Coal
- Biomass
- Agricultural crops
- Others

# AGE Overview - AGE Business and Process



## Services



# AGE Overview - Our Business Structure

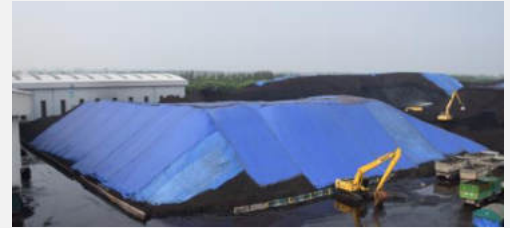


Asia Green Energy Public Company Limited

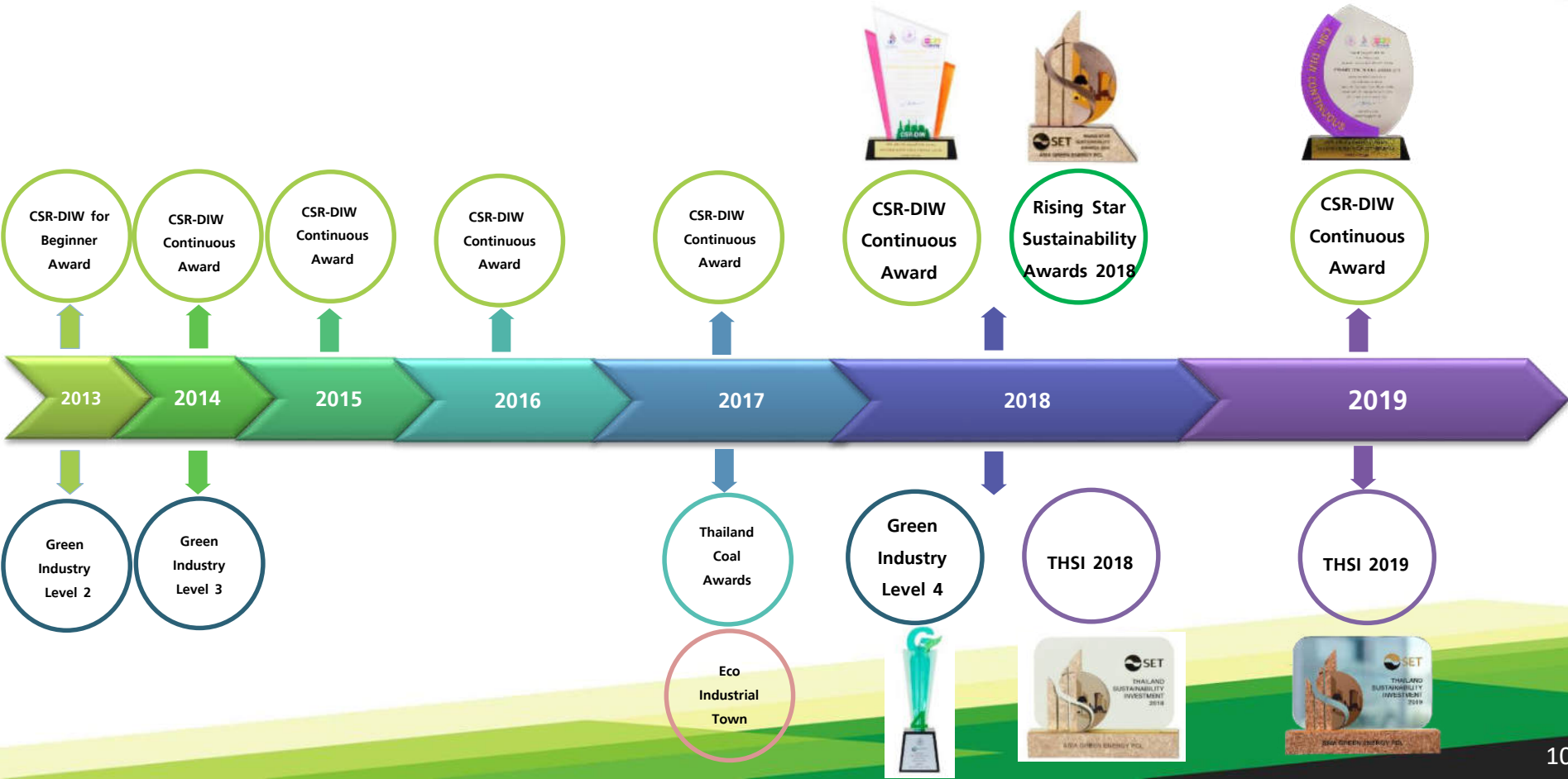




# AGE Overview - Environmentally Friendly Process



# AGE Overview - Awards of Pride



1. AGE Overview

2. **Financial Performance**

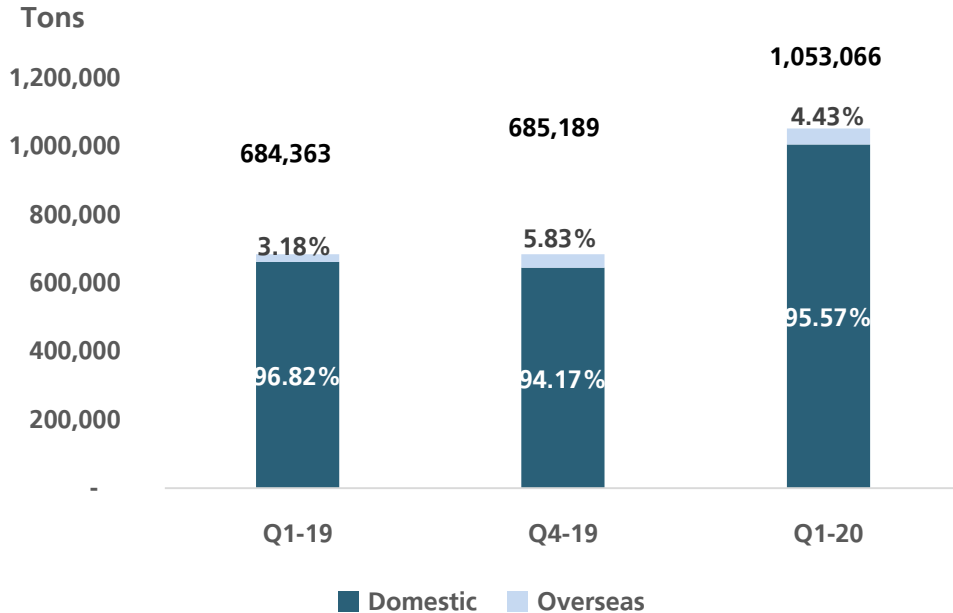
3. Business Outlook



# Financial Performance

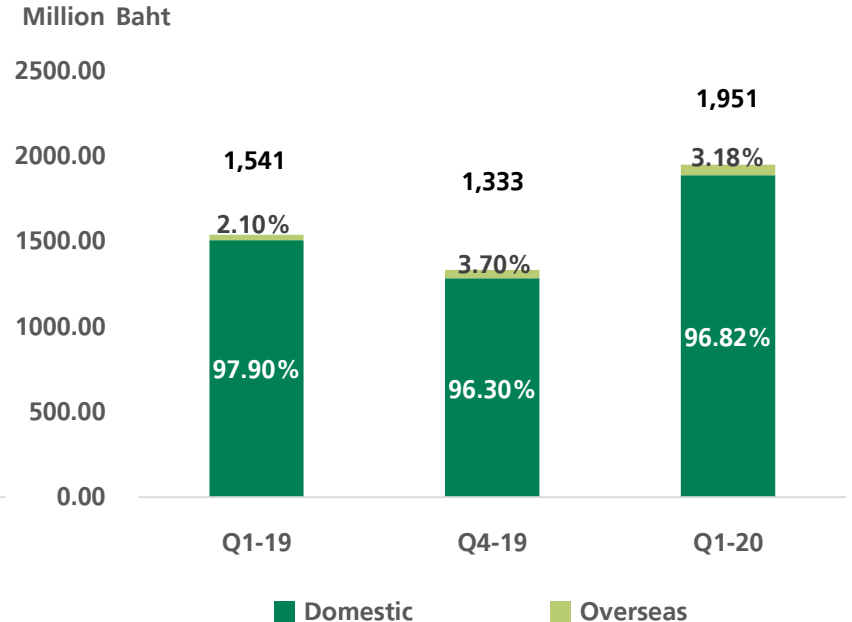
## Coal Sales Quantity

▲ QoQ 53.69%  
▲ YoY 53.88%



## Coal Sales Revenue

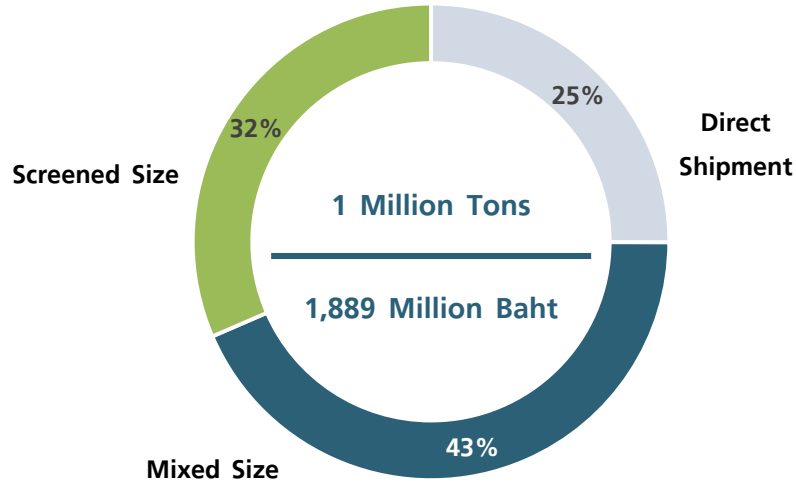
▲ QoQ 46.34%  
▲ YoY 26.61%



# Financial Performance

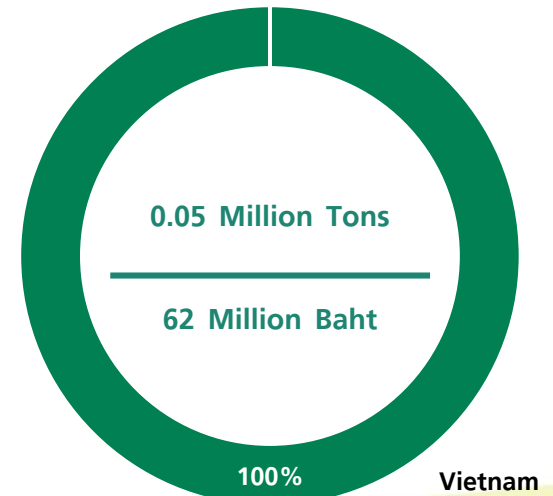


## Coal Domestic Structure Q1/2020



■ Direct Shipment ■ Mixed Size ■ Screened Size

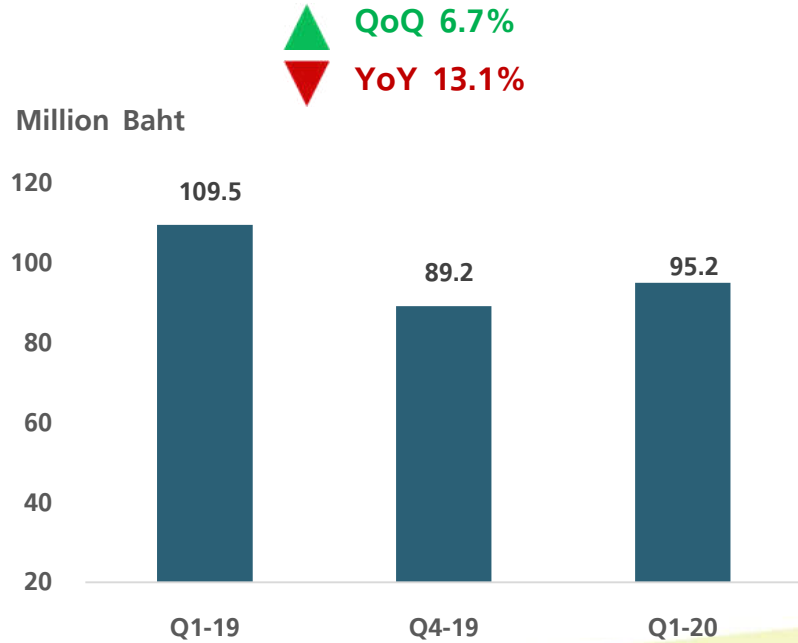
## Coal Overseas Structure Q1/2020



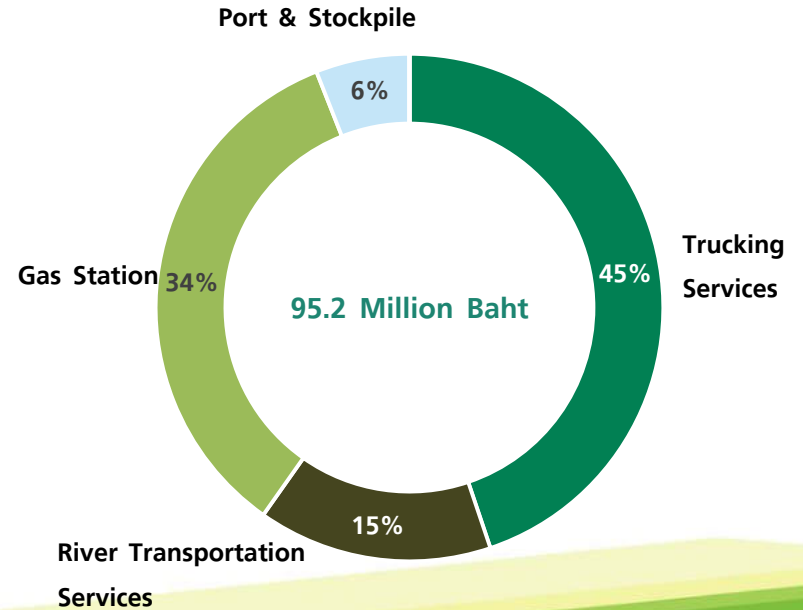
# Financial Performance



## Revenue from Services

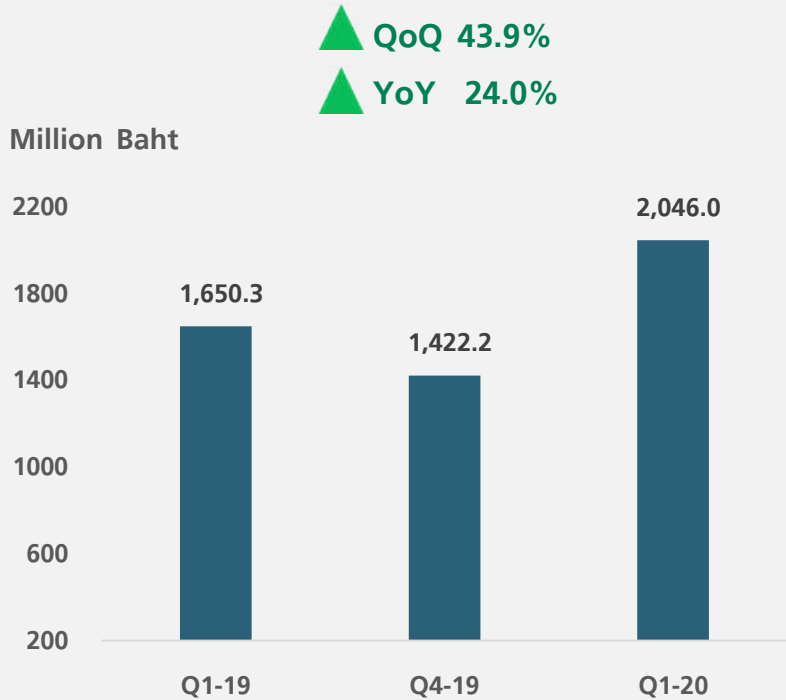


## Revenue from Services Structure

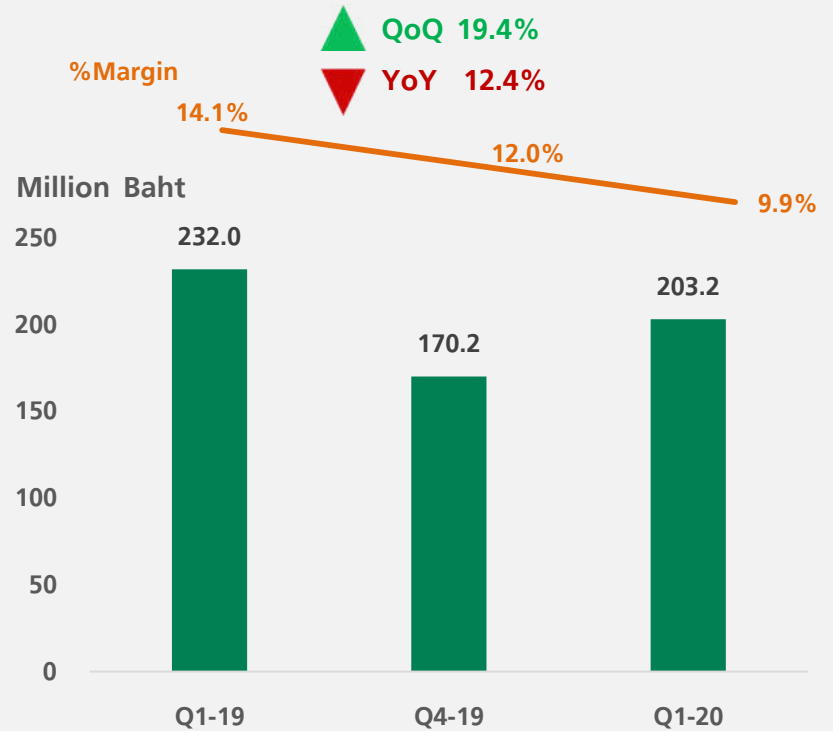


# Financial Performance

## Total Revenue

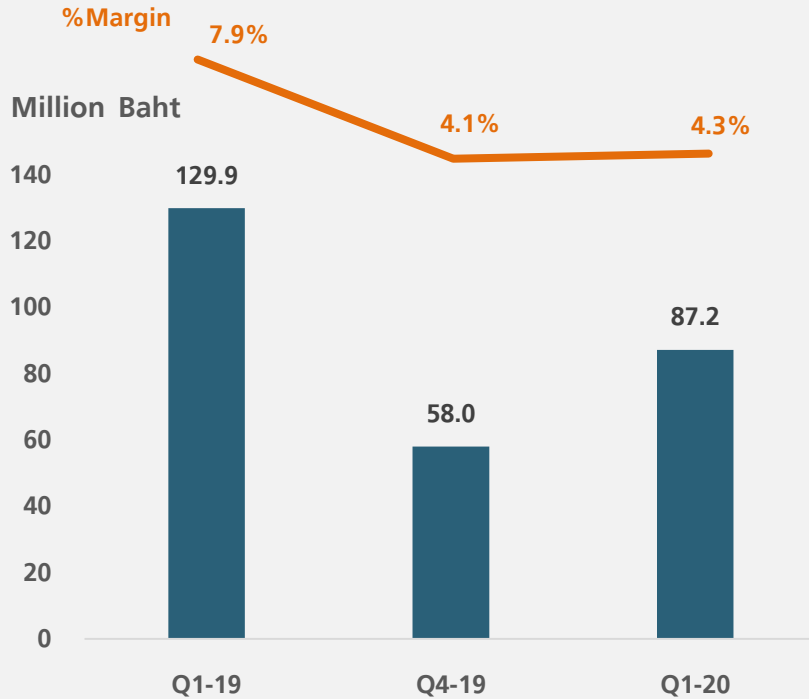


## Gross Profit & Margin

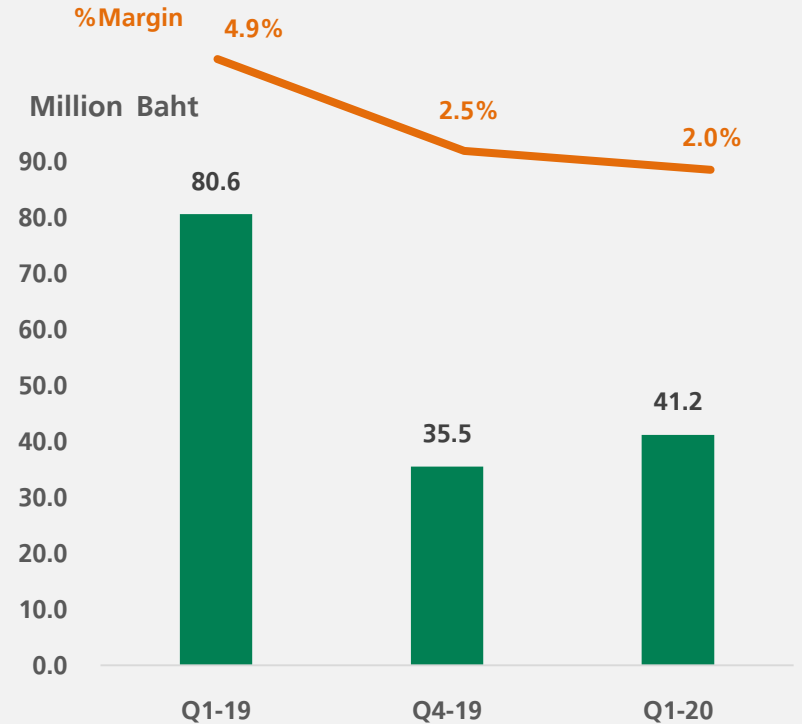


# Financial Performance

## EBITDA & Margin



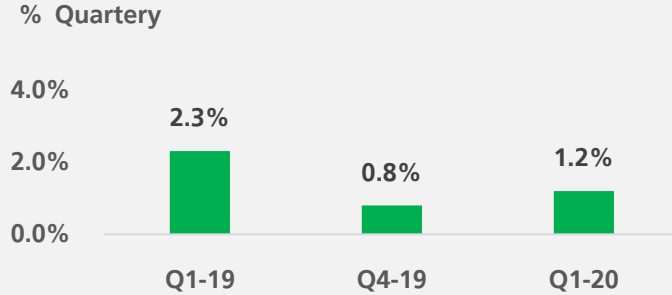
## Net Profit & Margin



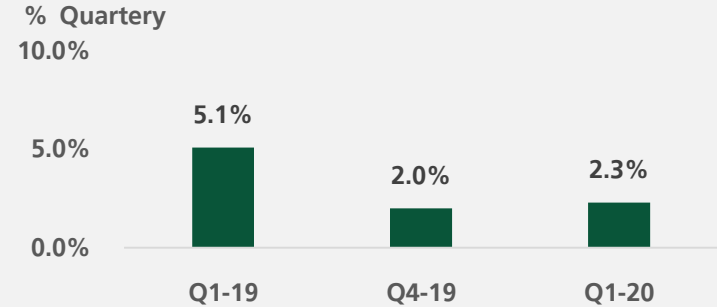


# Financial Performance

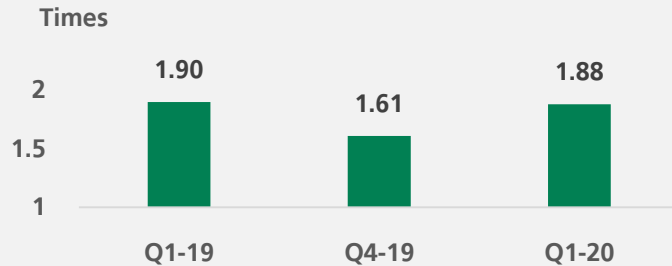
## ROA



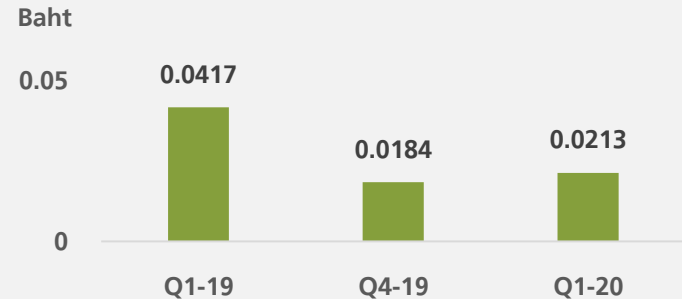
## ROE



## D/E



## EPS

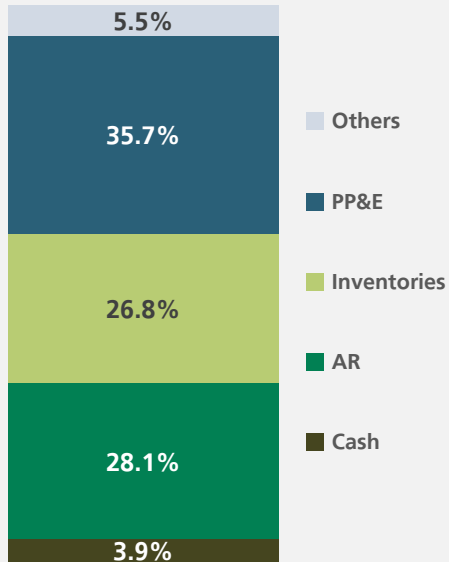


Remark : EPS was calculated by using the number of shares at the original par value (Baht 0.25 per share)

# Financial Performance

## Total Assets

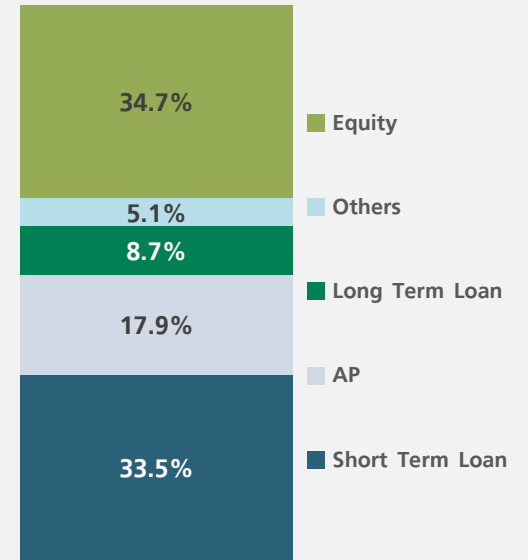
5,337 MB.



31 Mar. 2020

## Total Liabilities & Shareholders' Equity

5,337 MB.



31 Mar. 2020

# Agenda



1. AGE Overview
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3. Business Outlook

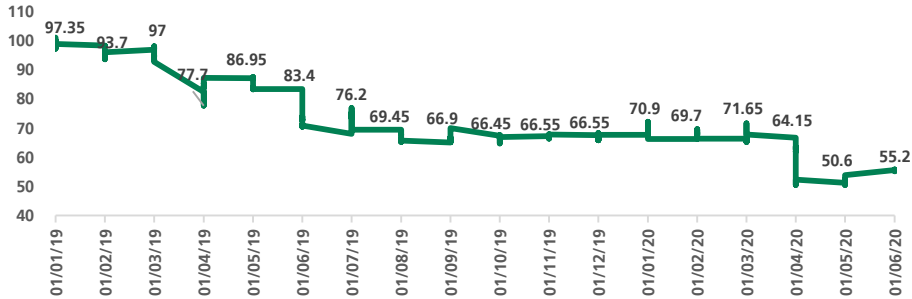


# Business Outlook - Coal Market



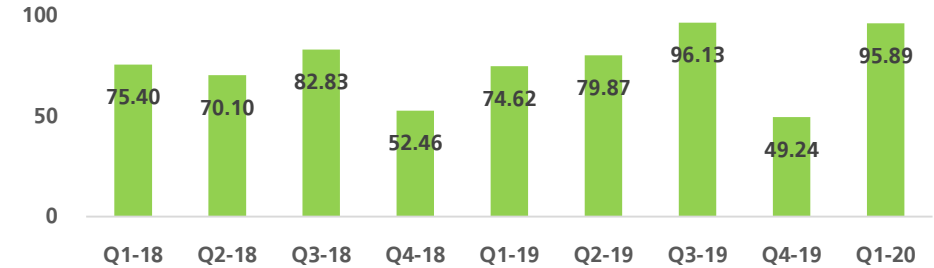
## New Castle Index

USD/Ton



## China Coal Imports

Million tons



Source : <http://english.customs.gov.cn>



Coal Import 95.89 MT.(Jan.-Mar.2020) YoY ▲ 28.5%



Coal Import 242.97 MT. (Apr.19-Mar.20) YoY ▲ 3.24%

\*\* Apr.18-Mar.19 is 235.35 MT. \*\*



Coal Import 11.13 MT. (Jan.-Mar.2020) YoY ▲ 18.78%



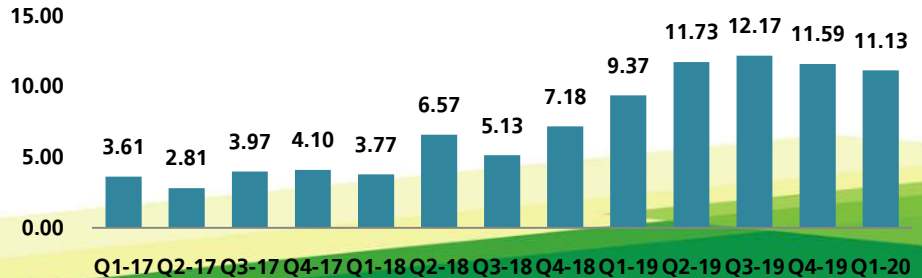
Coal Import 6.92 MT. (Jan.-Mar.2020) YoY ▲ 16.65%



Coal Export 115 MT. (Jan.-Mar.2020) YoY ▼ 1.03%

## Vietnam Coal Imports

Million tons



Source : Vietnam customs

# Agenda

## 3. Business Outlook



### Coal Market

- Stockpile expansion in Go Dau, Vietnam

### Port Development Plan

- Complete port No.4 in 2020

### Lighter project

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

# 3. Business Outlook



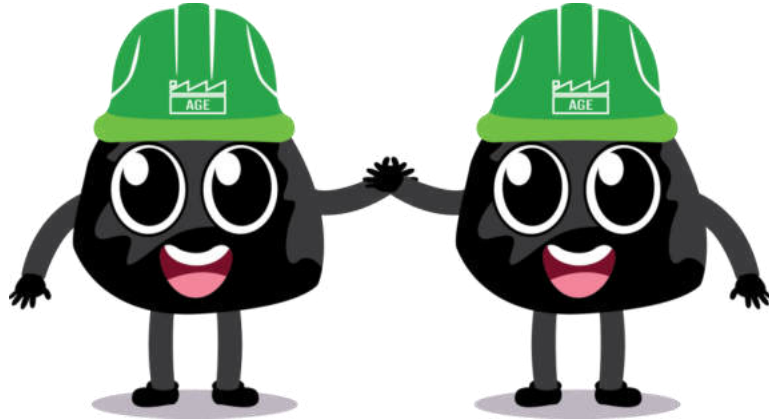
## Energy Solution Business

- **Plan to invest in steam, hot air, cogeneration business and power plant**
- **Steam Sale project with Tipak is expected to operate within the end of 2020**
- **A solar project is being dealt and expected to be completed in next quarter.**
- **Steam Sale project for customer in Vietnam is expected to operate within 2021**

## 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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