



Asia Green Energy Public Company Limited



Company Presentation

Analyst Meeting

Q2/2020

26th August 2020

AGENDA



1

AGE Overview

2

Financial Performance

3

Business Outlook

AGENDA

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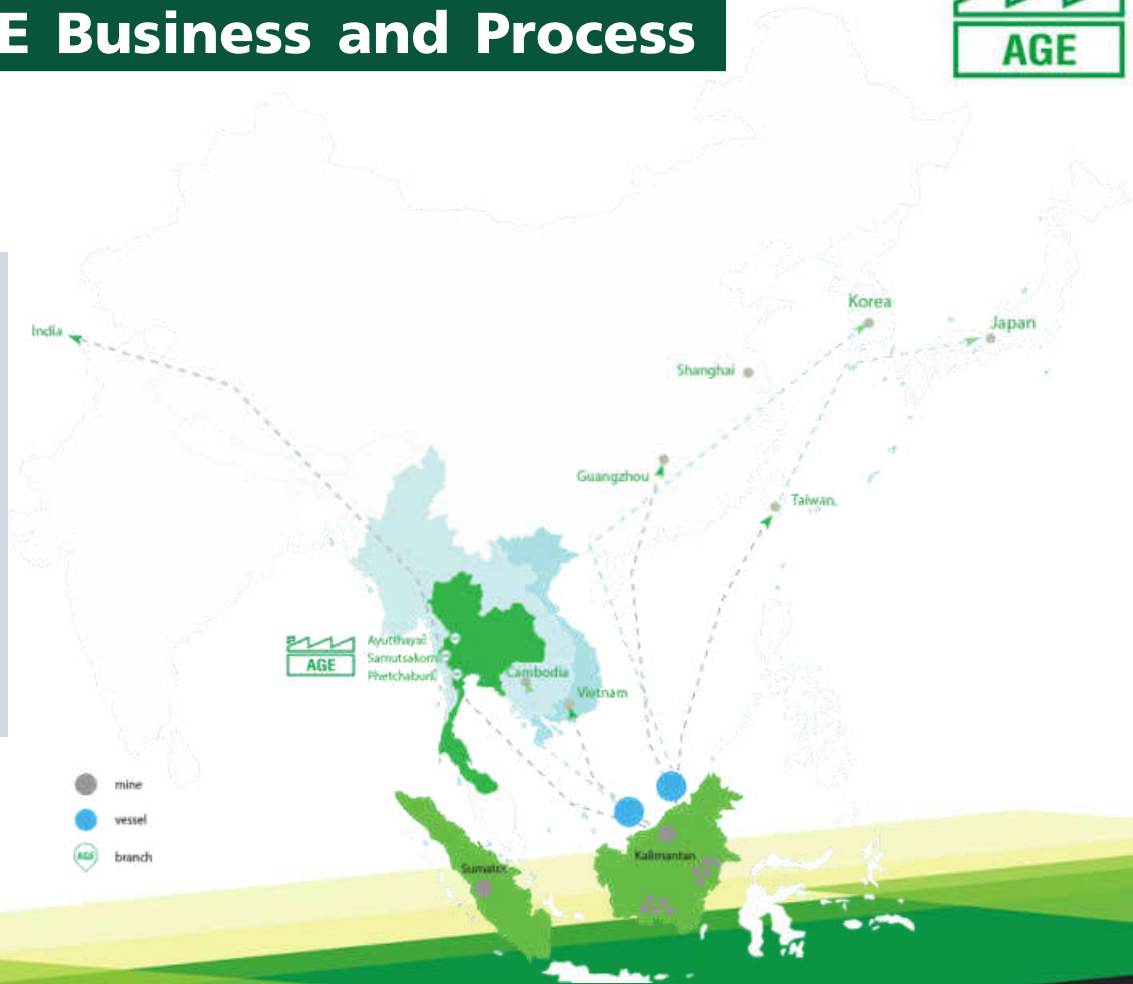
AGE Overview

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

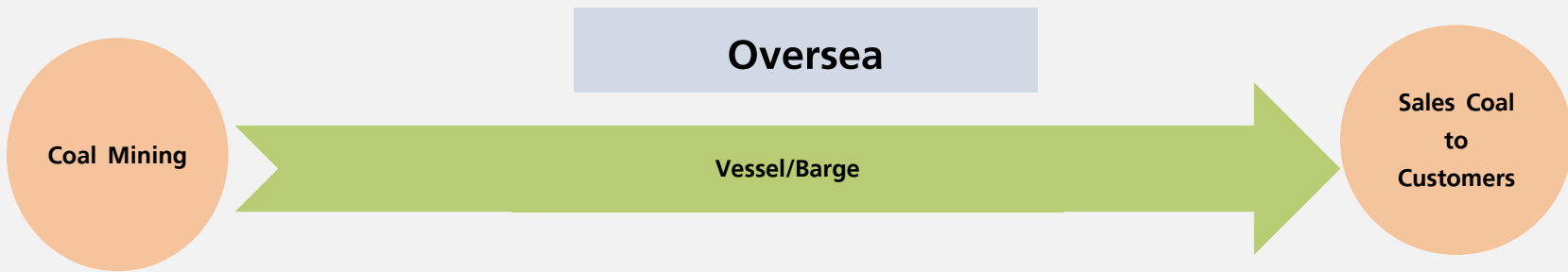
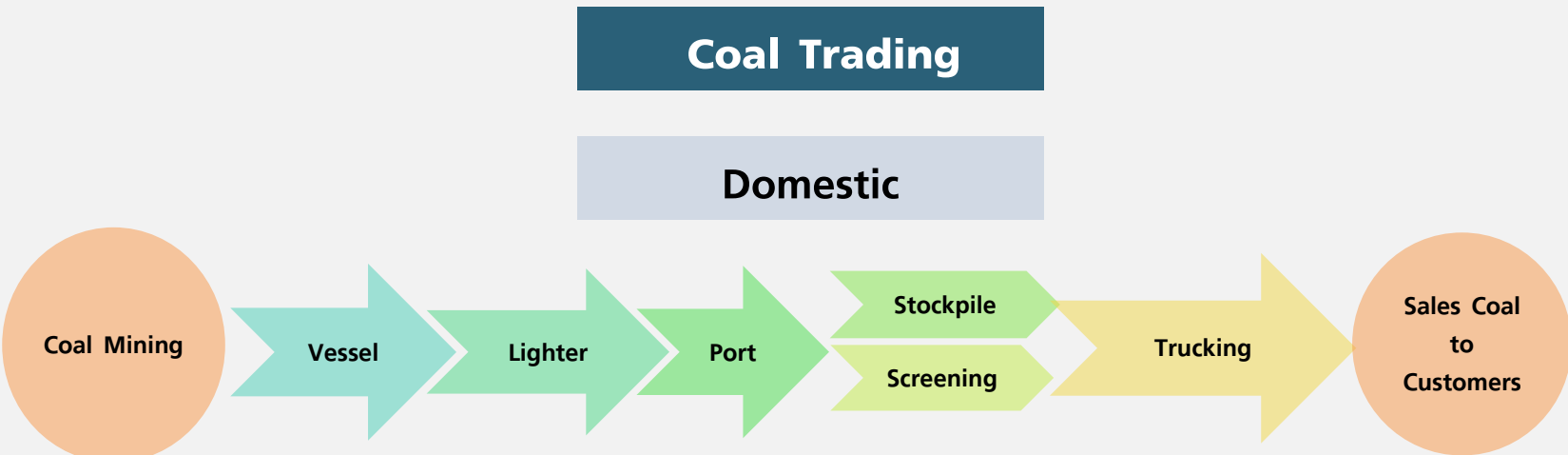
AGE Overview - AGE Business and Process



- 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

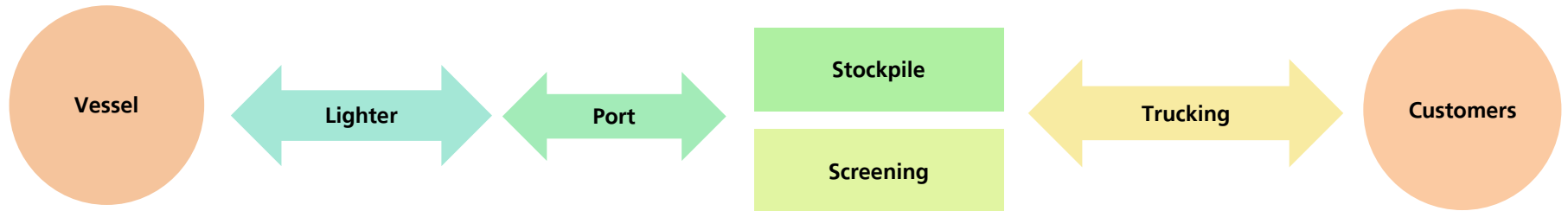
Products

- Cement
- Coal
- Biomass
- Agricultural crops
- Others

AGE Overview - AGE Business and Process



Services



AGE Overview - Our Business Structure



Asia Green Energy Public Company Limited

100%



AGE Terminal Co., Ltd.
Paid up 230 MB.

99%



A.G.E. Transport Co., Ltd.
Paid up 1 MB.

100%



AGE Global Trade Co., Ltd.
Paid up 52.2 MB.

100%



Multi Energy Trading (2020) Co., Ltd.
Paid up 128 MB.

49.99%



AT Energy Solution Co., Ltd.
Paid up 200 MB.

100%

AGE Marine Logistics Co., Ltd.

70%

Winner 789 Logistics Co., Ltd.

99.33%

VINA AGE Co., Ltd.

94%

A Engineering Consultant Co., Ltd.

100%

Grand Power (2019) Co., Ltd.

100%

Pian Green Power Co., Ltd.

AGE Overview - Environmentally Friendly Process



AGE Overview - Awards of Pride



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Financial Performance



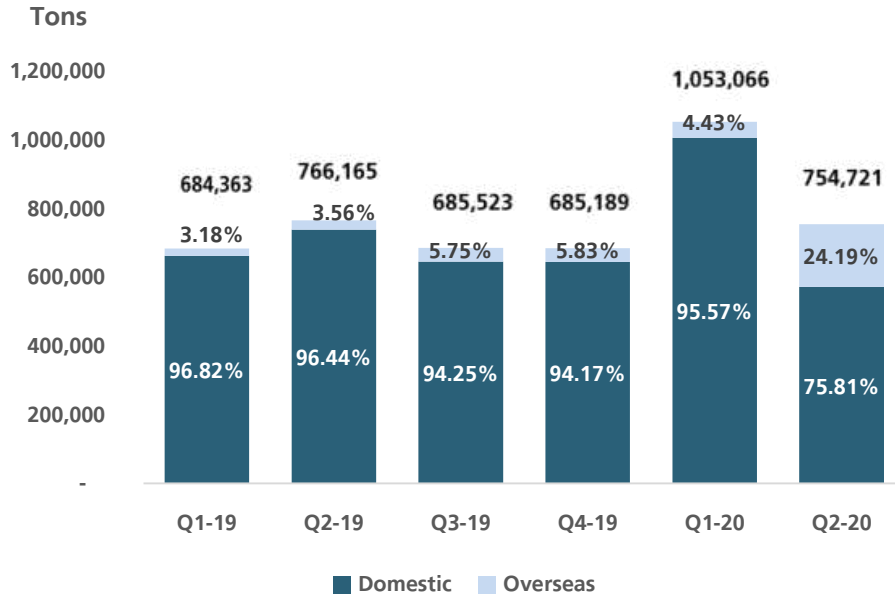
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Business Outlook

Financial Performance

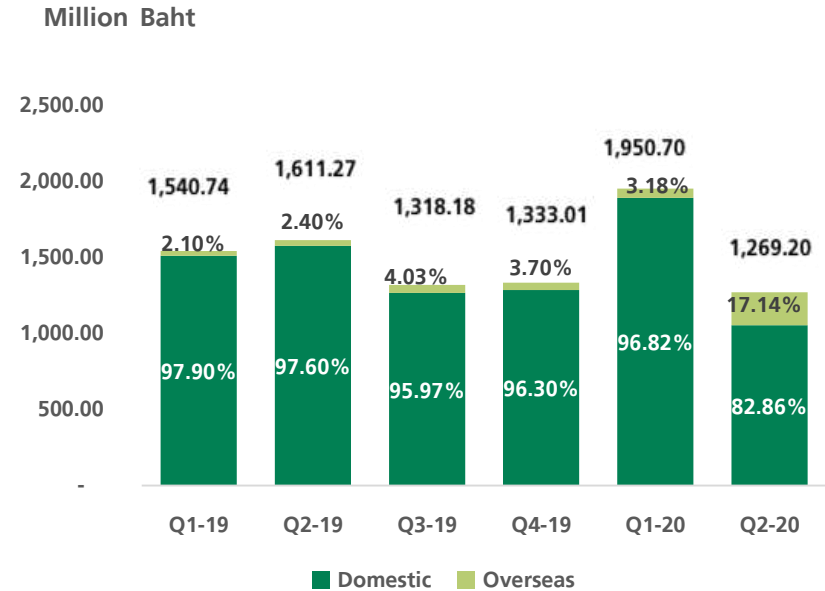
Coal Sales Quantity

Q2/2020 ▼ QoQ 28.33%
 ▼ YoY 1.49%



Coal Sales Revenue

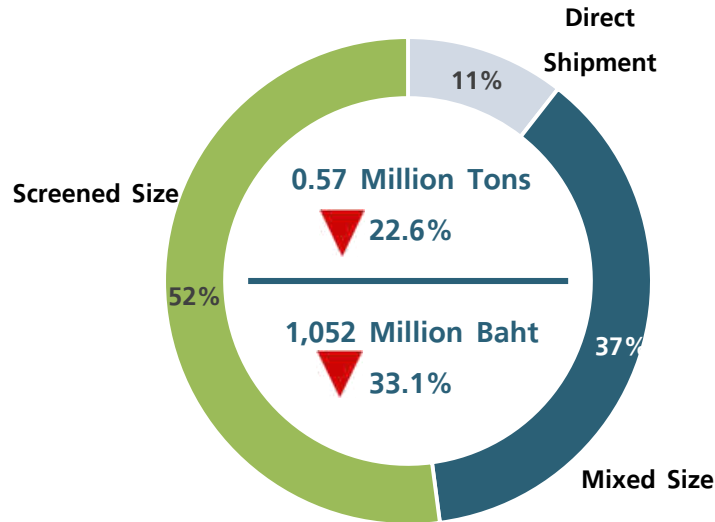
Q2/2020 ▼ QoQ 34.94%
 ▼ YoY 21.23%



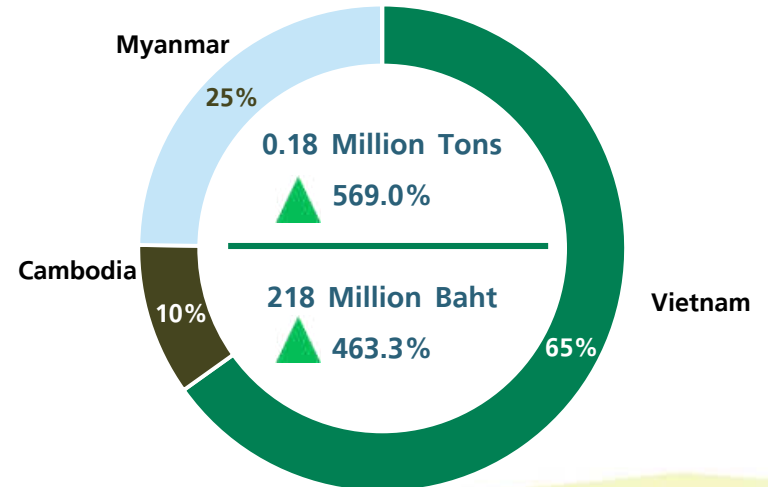
Financial Performance



Coal Domestic Structure Q2/2020



Coal Overseas Structure Q2/2020



Financial Performance

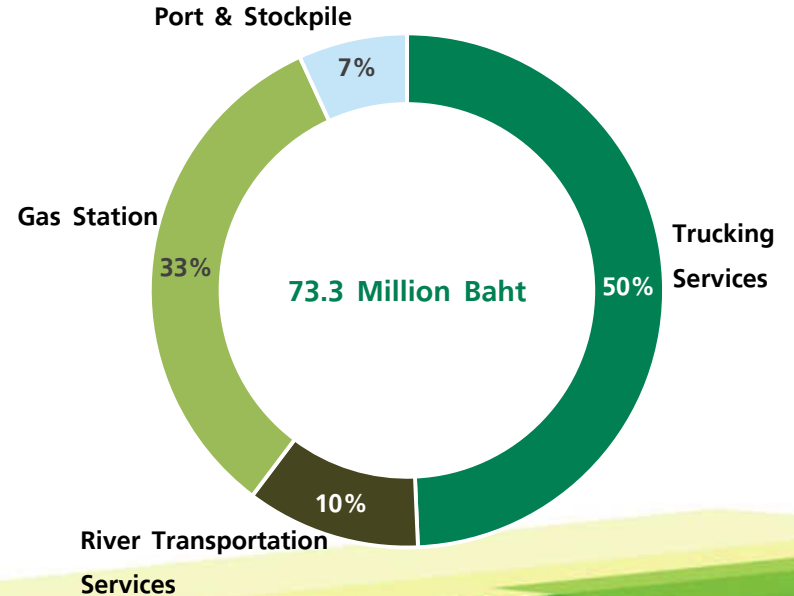
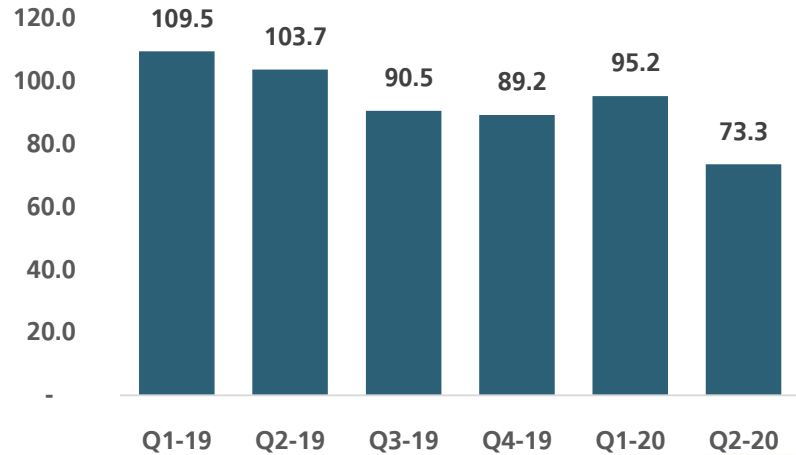


Revenue from Services

Revenue from Services Structure Q2/2020

Q2/2020 ▼ QoQ 22.99%
▼ YoY 29.31%

Million Baht

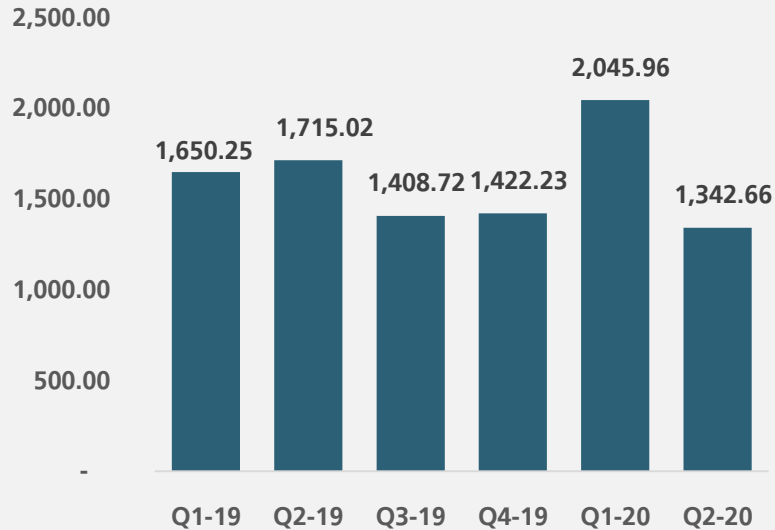


Financial Performance

Total Revenue

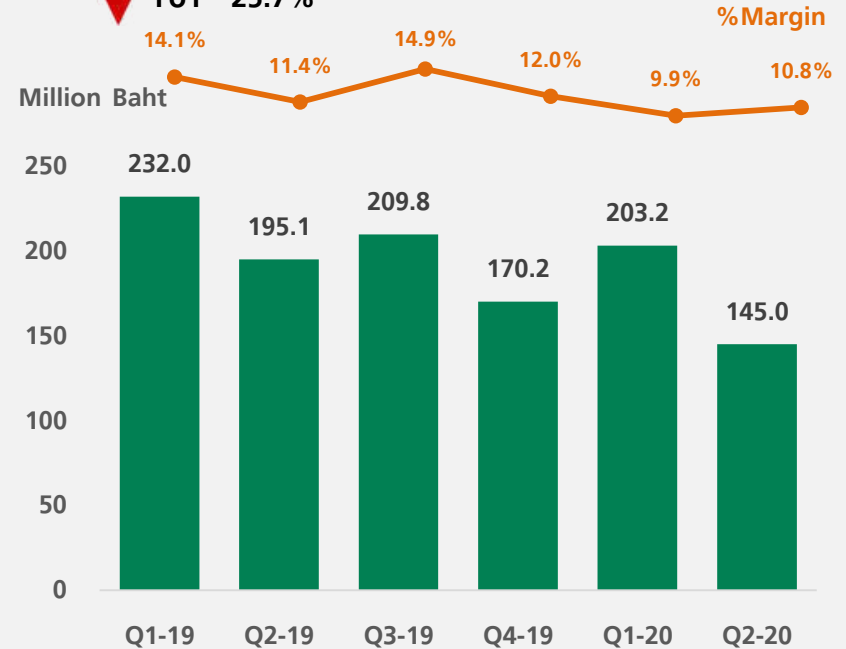
Q2/2020 ▼ QoQ 34.4%
▼ YoY 21.7%

Million Baht



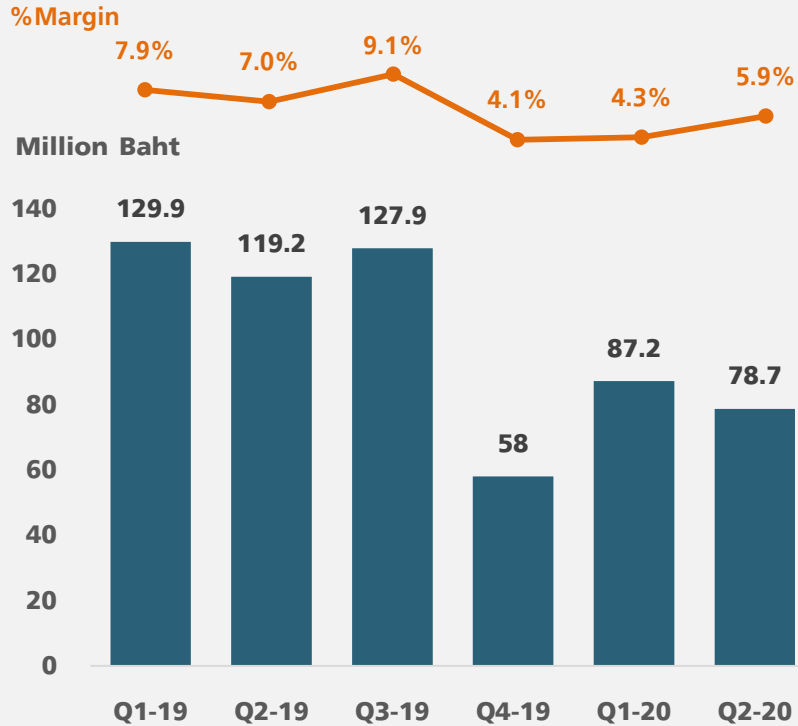
Gross Profit & Margin

Q2/2020 ▼ QoQ 28.6%
▼ YoY 25.7%

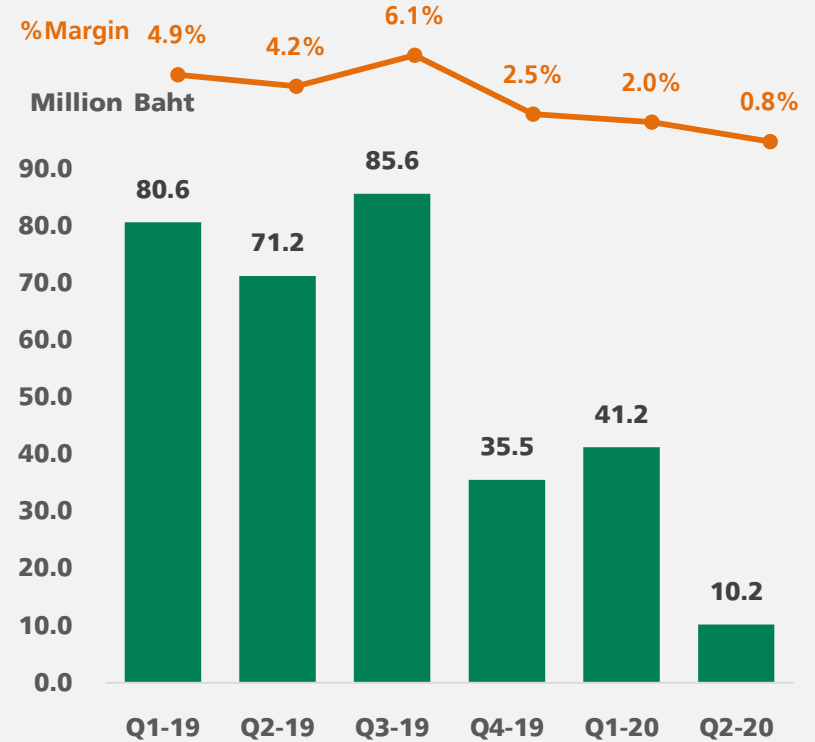


Financial Performance

EBITDA & Margin



Net Profit & Margin

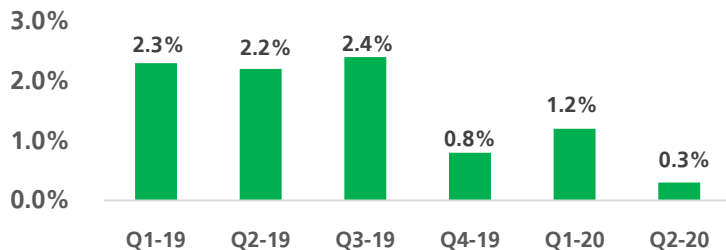


Financial Performance



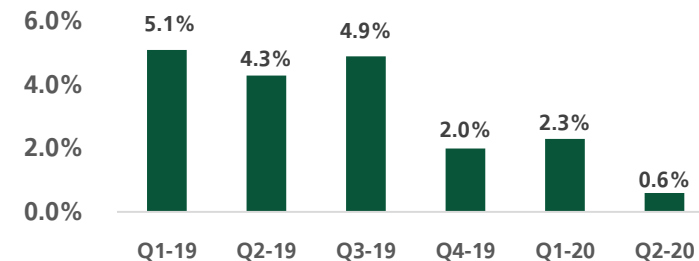
ROA

% Quarterly



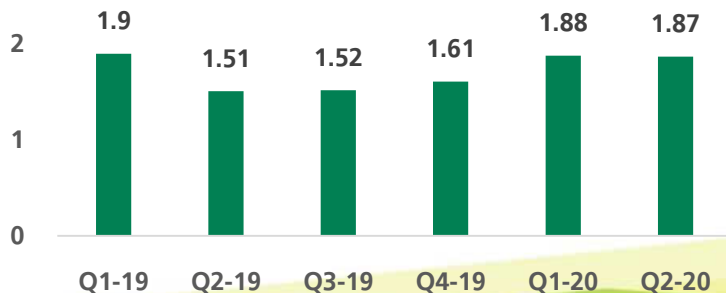
ROE

% Quarterly



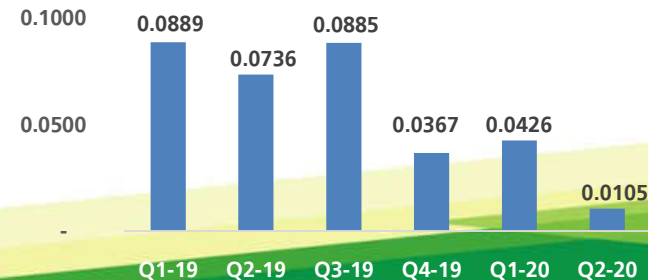
D/E

Times



EPS

Baht

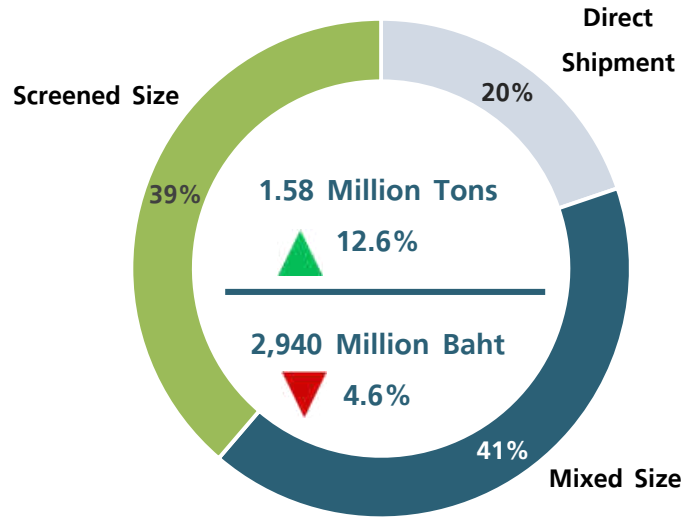


Remark : EPS was calculated by using the number of shares at the original par value (Baht 0.50 per share)

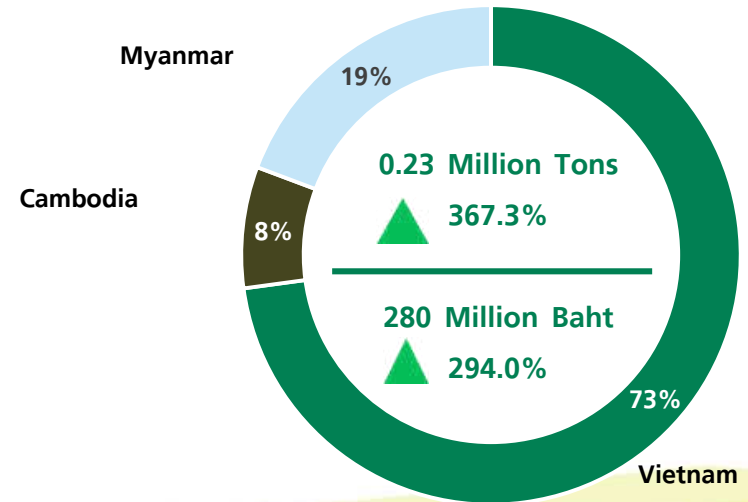
Financial Performance



Coal Domestic Structure 1H-20



Coal Overseas Structure 1H-20



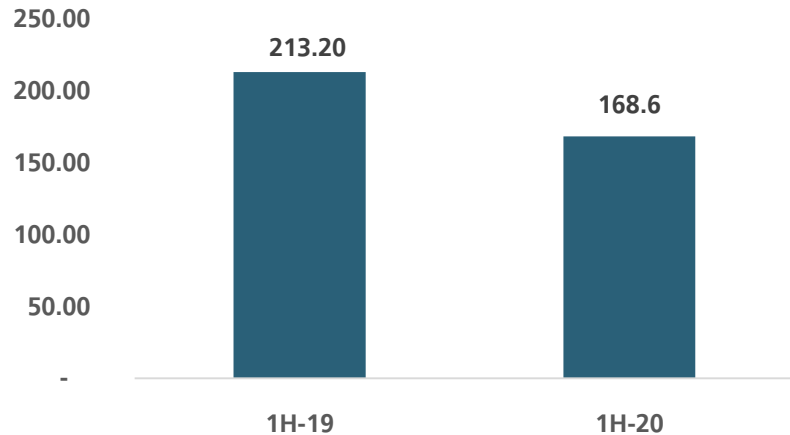
Financial Performance



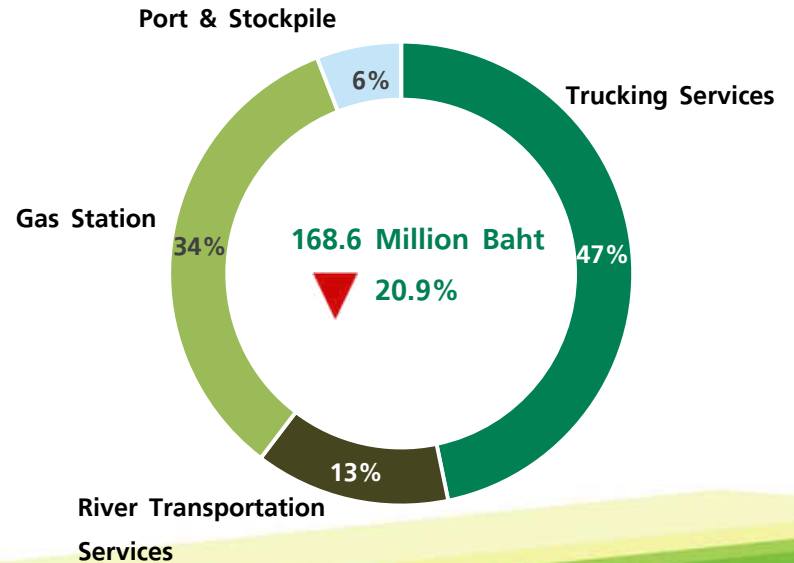
Revenue from Services 1H

▼ YoY 20.9%

Million Baht



Revenue from Services Structure 1H-20



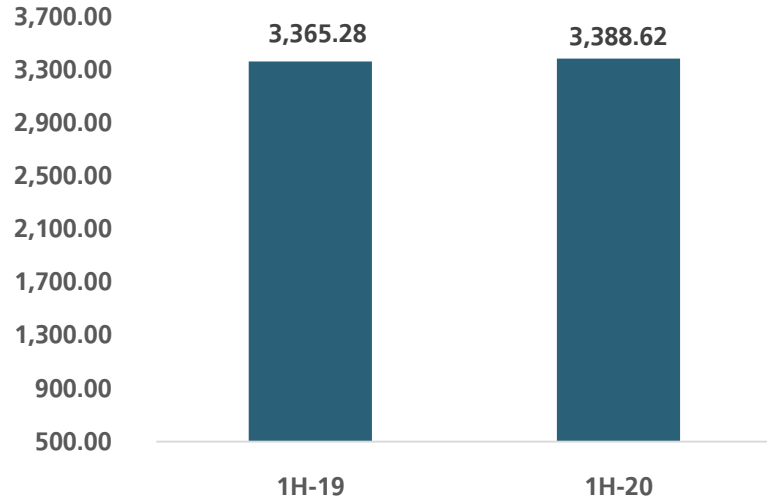
Financial Performance



Total Revenue 1H

▲ YoY 0.7%

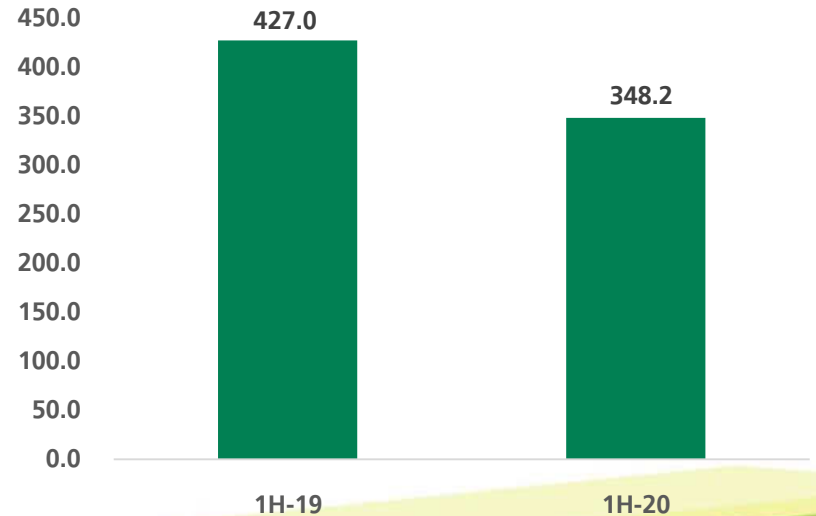
Million Baht



Gross Profit & Margin 1H

%Margin 12.7% ▼ YoY 18.5% 10.3%

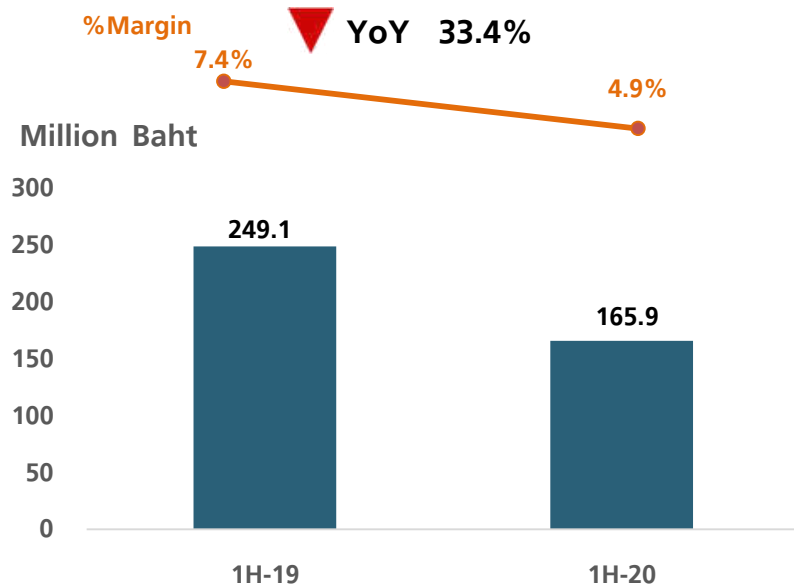
Million Baht



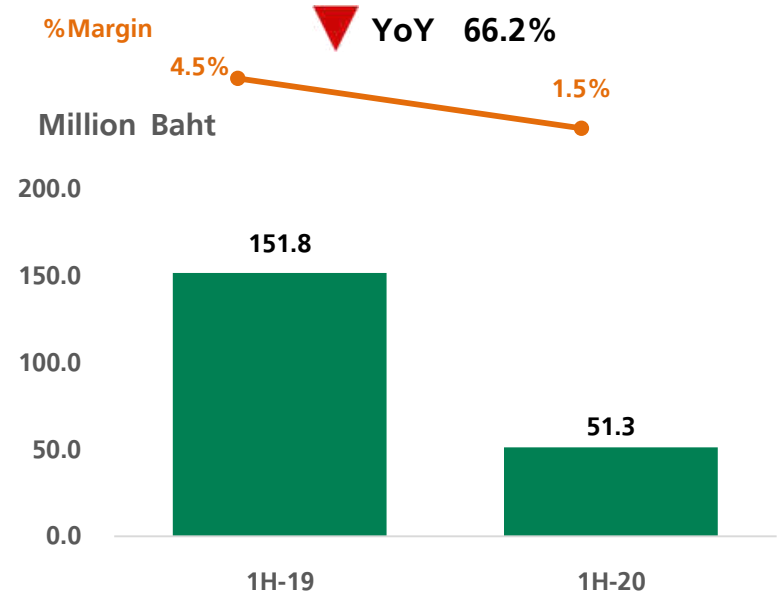
Financial Performance



EBITDA & Margin 1H

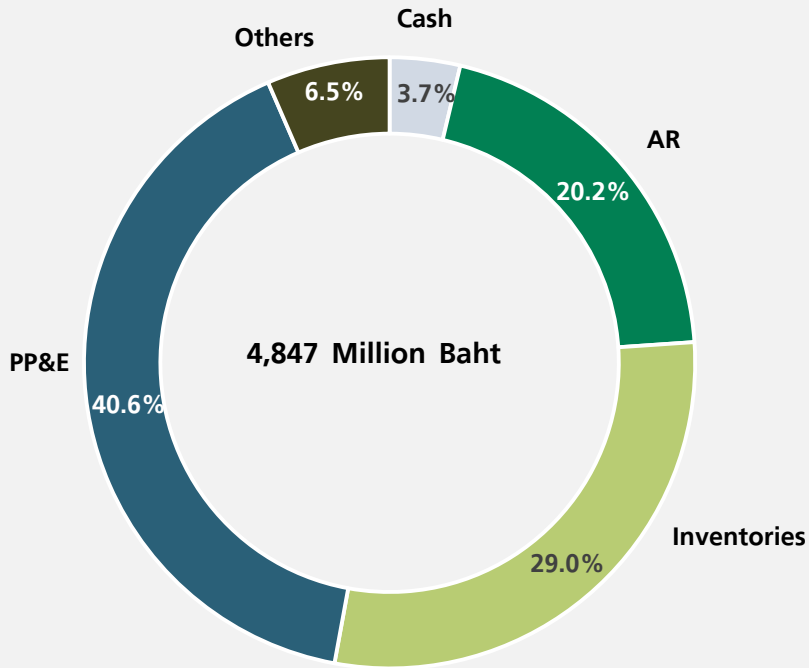


Net Profit & Margin 1H

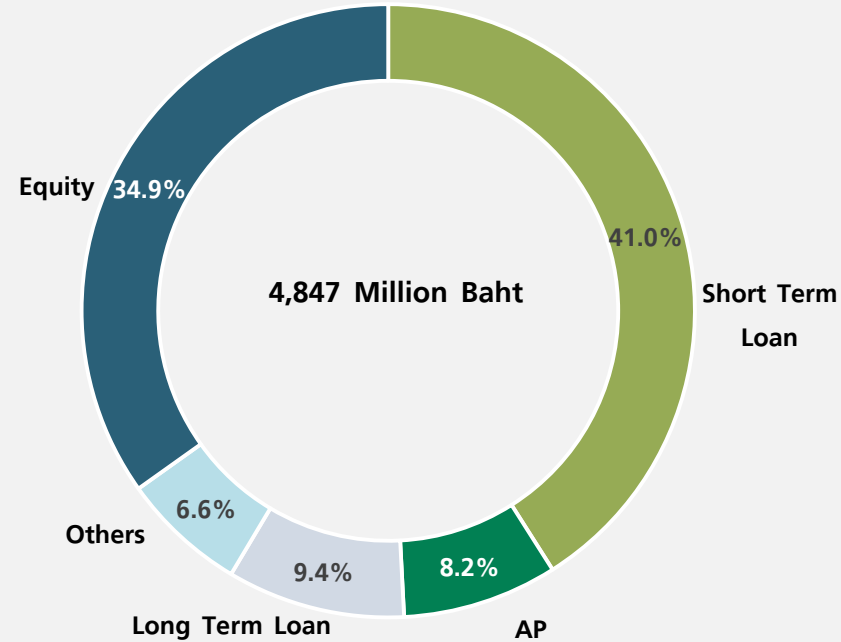


Financial Position 30 June 2020

Total Assets



Total Liabilities & Shareholders' Equity



AGENDA



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Financial Performance

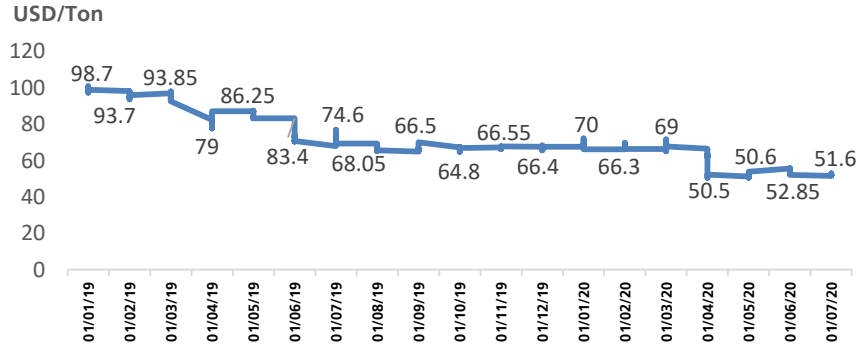
3

Business Outlook

Business Outlook - Coal Market

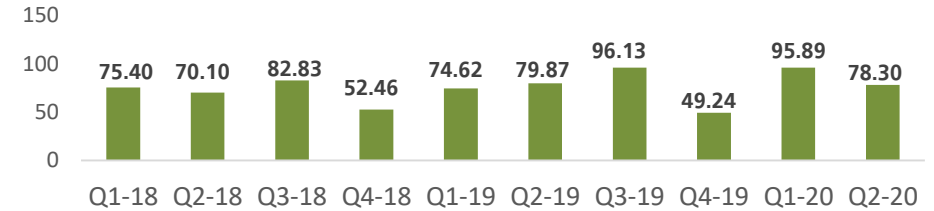


New Castle Index



China Coal Imports

Million tons



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



Coal Import 173.99 MT.(Jan.-Jun.2020) YoY ▲ 12.7%



Coal Import 57.27 MT. (Apr.-Jul.2020) YoY ▼ 35.8%



Coal Import 31.57 MT. (Jan.-Jun.2020) YoY ▲ 53.8%



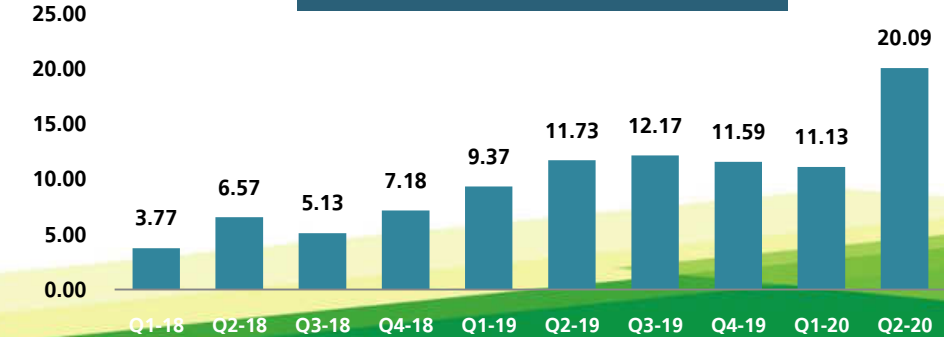
Coal Import 11.08 MT. (Jan.-May.2020) YoY ▲ 8.99%



Coal Export 175.15 MT. (Jan.May.2020) YoY ▼ 8%

Vietnam Coal Imports

Million tons



Source : Vietnam customs

Agenda

3. Business Outlook



Coal Market

- Stockpile expansion in Go Dau, Vietnam

Lighter project

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

Warehouse Development Plan

- The warehouse No.4 is expected to test-run within Q4/20 and fully operate in Q1/21
- Capacity 3,500 Tons/Day / Budgets 90 MB.

3. Business Outlook



Energy Solution Business

- **5 MW Solar Farm project in Lopburi province is expected to recognize revenue in Q3/20.**
- **Steam project is expected to start operation and recognize revenue in Q1/21**
- **Steam project in Vietnam is expected to start operation and recognize revenue in Q2/21**

New Subsidiary

- **Expected to start recognize revenue in Q3/20**

Thank You



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