



Tipco Asphalt Public Company Limited (TASCO)

Opportunity Day

Q2/2024 Operational Results

16th August 2024



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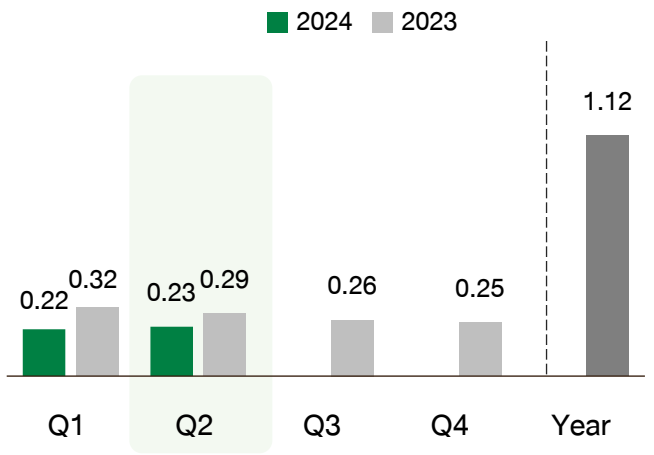


01 Q2 2024 Financial Performance

Sales & Services Revenue and Sales Volume

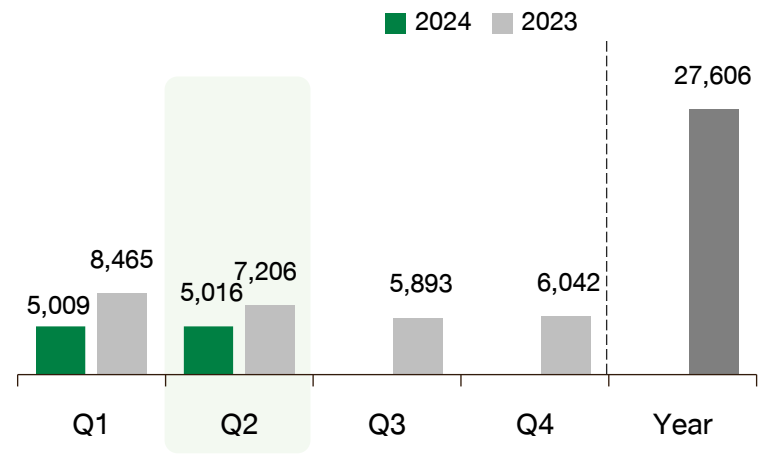
Asphalt Sales Volume

Unit: Mil. Tons



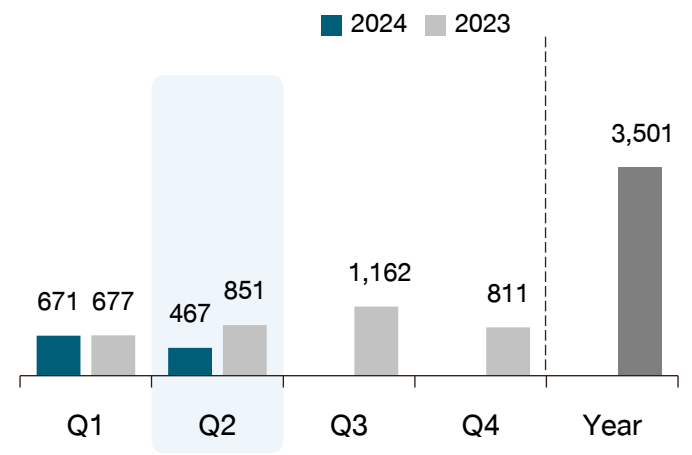
Asphalt Business – Sales & Service Revenue

Unit: Mil. THB



Construction Business – Revenue

Unit: Mil. THB



Total Revenue in Q2/2024
THB 5,482 Mil.
-32% YoY

Asphalt Business

- **Sales and services revenue** stood at Baht 5,016 million, reflecting a decrease of 30.4% from the corresponding period last year, mainly from lower demand in the domestic market continued from the first quarter due to the delay in the 2024 government budget.
- The selling price also dropped, aligned with the regional asphalt index price.
- Overall strong demand returned in June, with the price increasing.

Construction Business

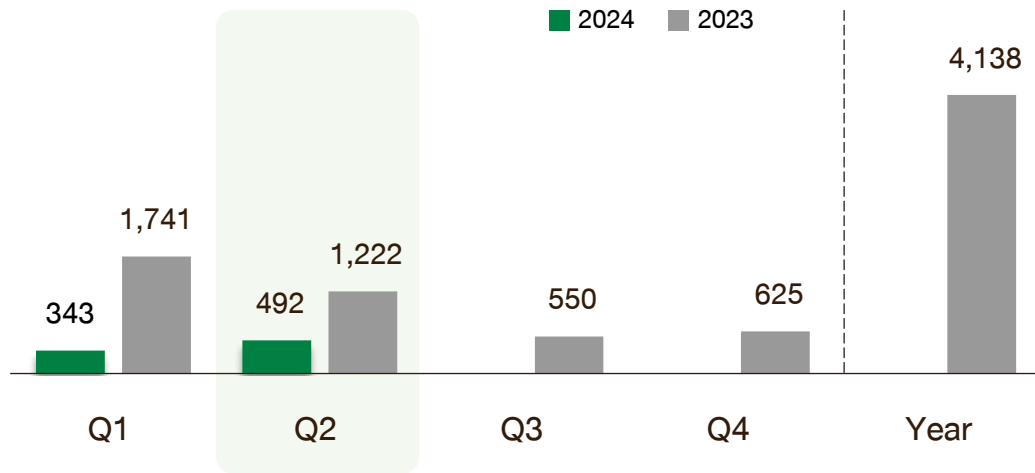
- **Revenue from construction** contracts stood at Baht 467 million, 45% decrease from the same period in 2023
- From the approved budget, we have secured THB 1,700 million for Road construction and maintenance projects. The works will start in Q3 onwards.



Operating Gross Profit

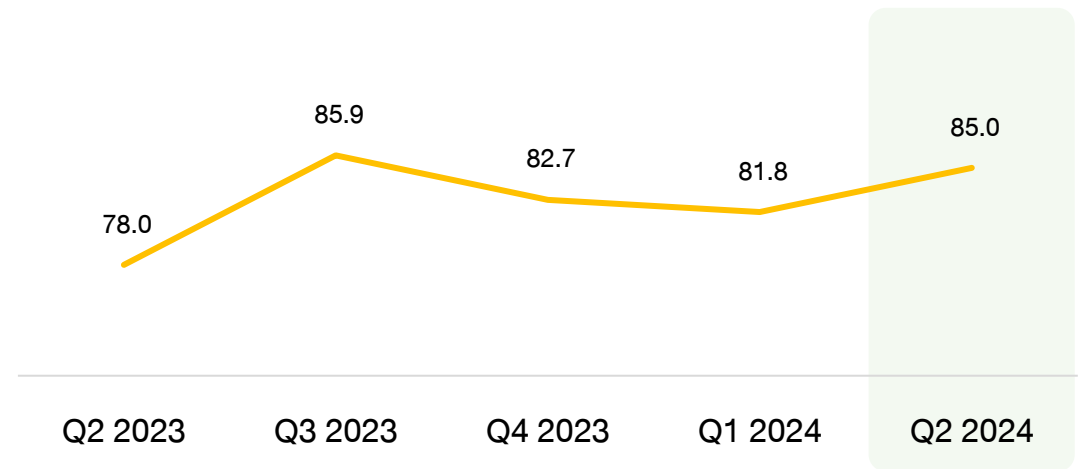
Operating Gross Profit

Unit: Mil. THB



Average Ice Brent

Unit: USD/bbl.



Gross Profit Margin

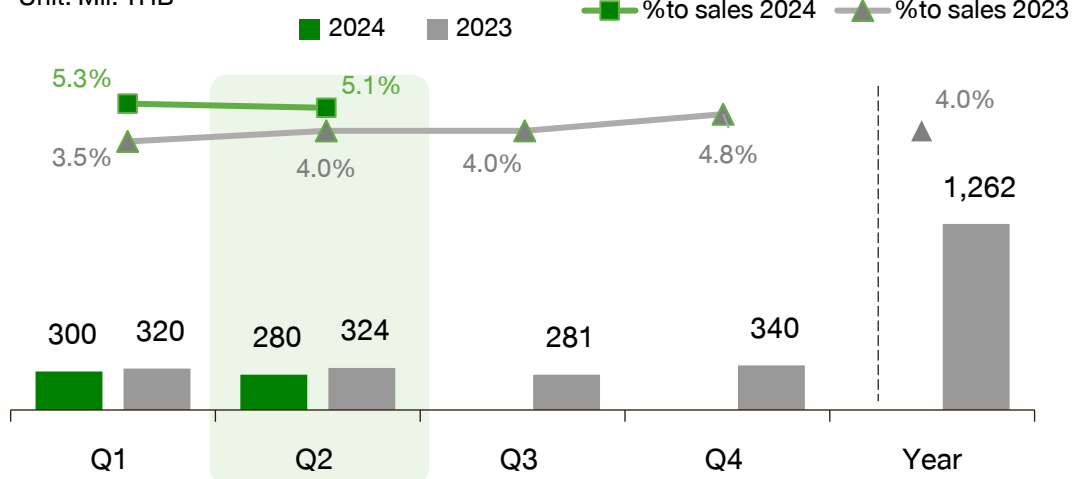
| | Q1 | Q2 | Q3 | Q4 | FY |
|--------------------------------------------------|-------|-------|------|------|-------|
| Gross Profit margin (net hedging and NRV) | | | | | |
| 2024 | 6.0% | 9.8% | | | |
| 2023 | 19.0% | 15.2% | 7.8% | 9.1% | 13.3% |

- Gross profit stood at Baht 492 million, reflecting a significant decrease from corresponding period in last year.
- The decrease in gross profit was primarily due to a reduction in the total sales volume and average asphalt selling price.

EBITDA and Net Profit

SG&A

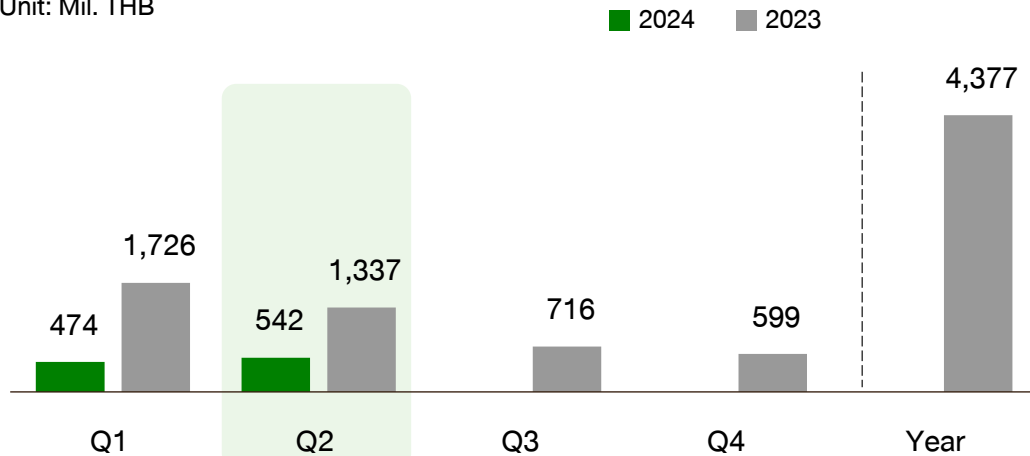
Unit: Mil. THB



- SG&A for the 2nd quarter Baht 280 million, reduced by 13.6% as compared with the same period in last year from the cost management. %SG&A to Sales was 5.1%, slightly improved from the last quarter.
- Lower EBITDA and net Profit were mainly due to the lower sales volume and the gross profit margin.

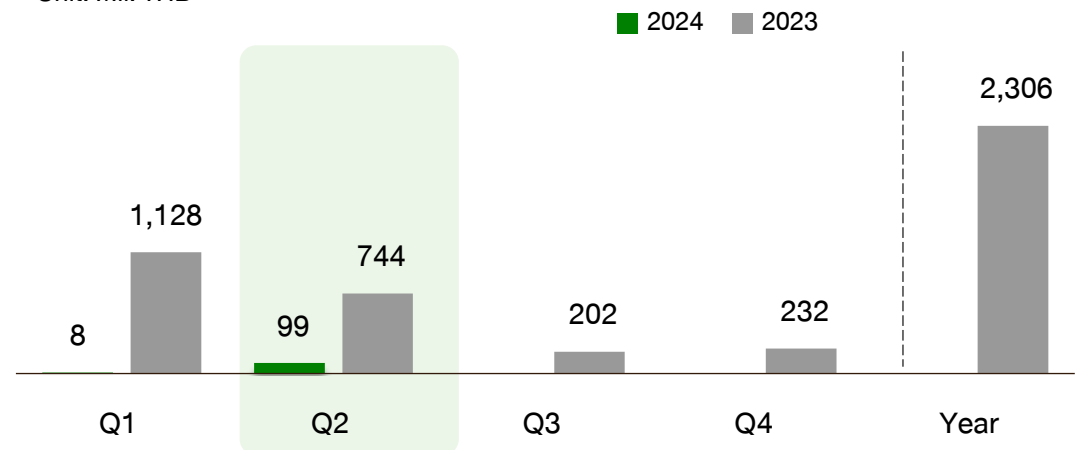
EBITDA

Unit: Mil. THB



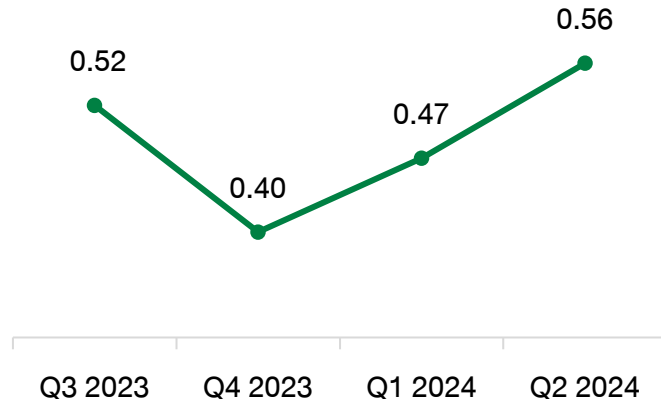
Net Profit

Unit: Mil. THB

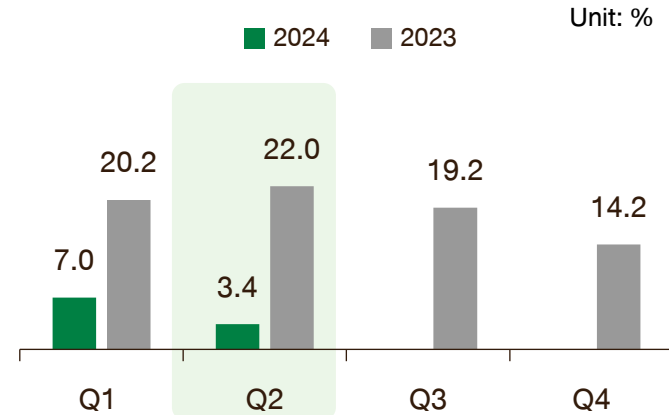


Key Ratios and Historical Dividend

Debt / Equity Ratio

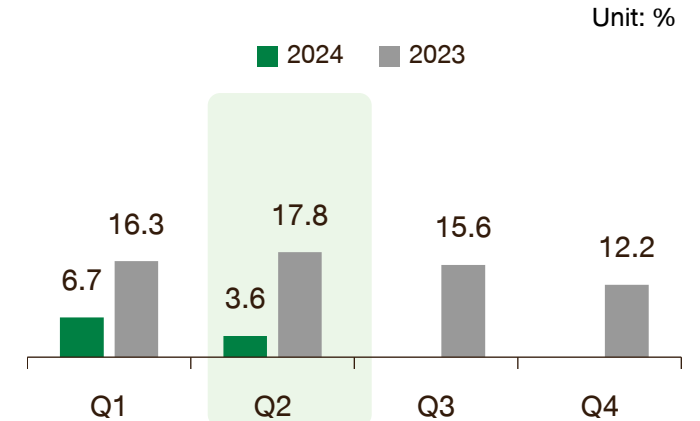


Return on Equity^{1/}



1/ Return is based on sum of last 12 months net profit

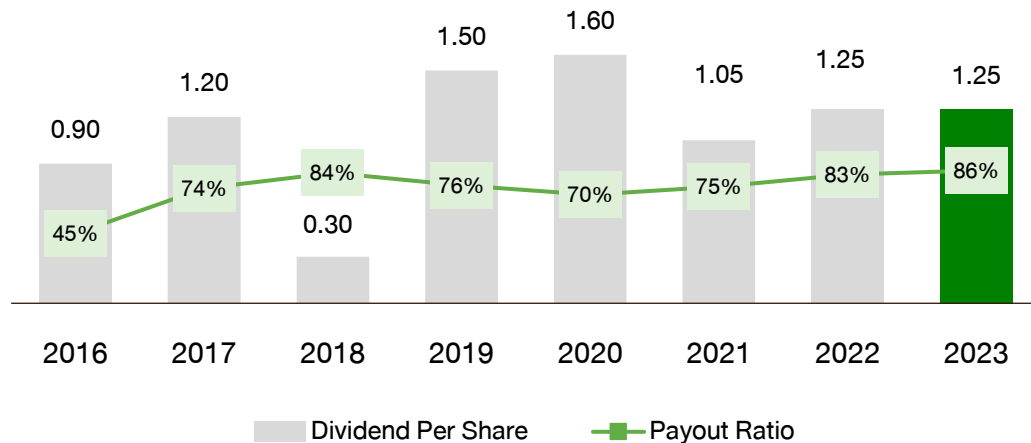
Return on Asset^{2/}



2/ Return is based on sum of last 12 months net profit
Return is based on profit before interest and tax

Historical Dividend

Unit: Baht per share



Dividend Policy

The Company has a policy to pay dividends of not less than 60% of its consolidated net profit of each fiscal year.

Tipco Asphalt has been in the list of SET HD (High Dividend) during January 2 - June 30, 2024.

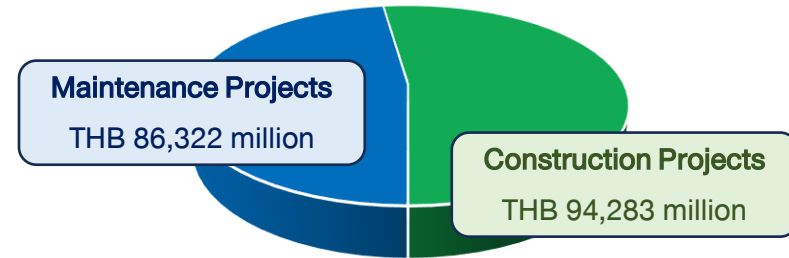


02 Q2 2024 Highlights

Q2/2024 Highlight



2024 Government Budget
Total THB 180,605 million

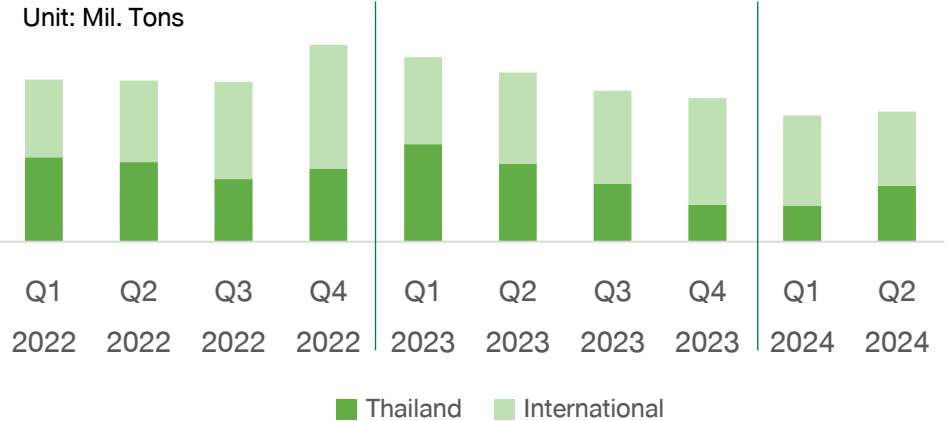


Source : Company

- The budget was approved in late April. Most of the work started in June, which resulted in asphalt domestic volume picking up strongly in late Q2
- Construction group has secured THB 1,700 million and continue tendering for more prospect projects in Q3.

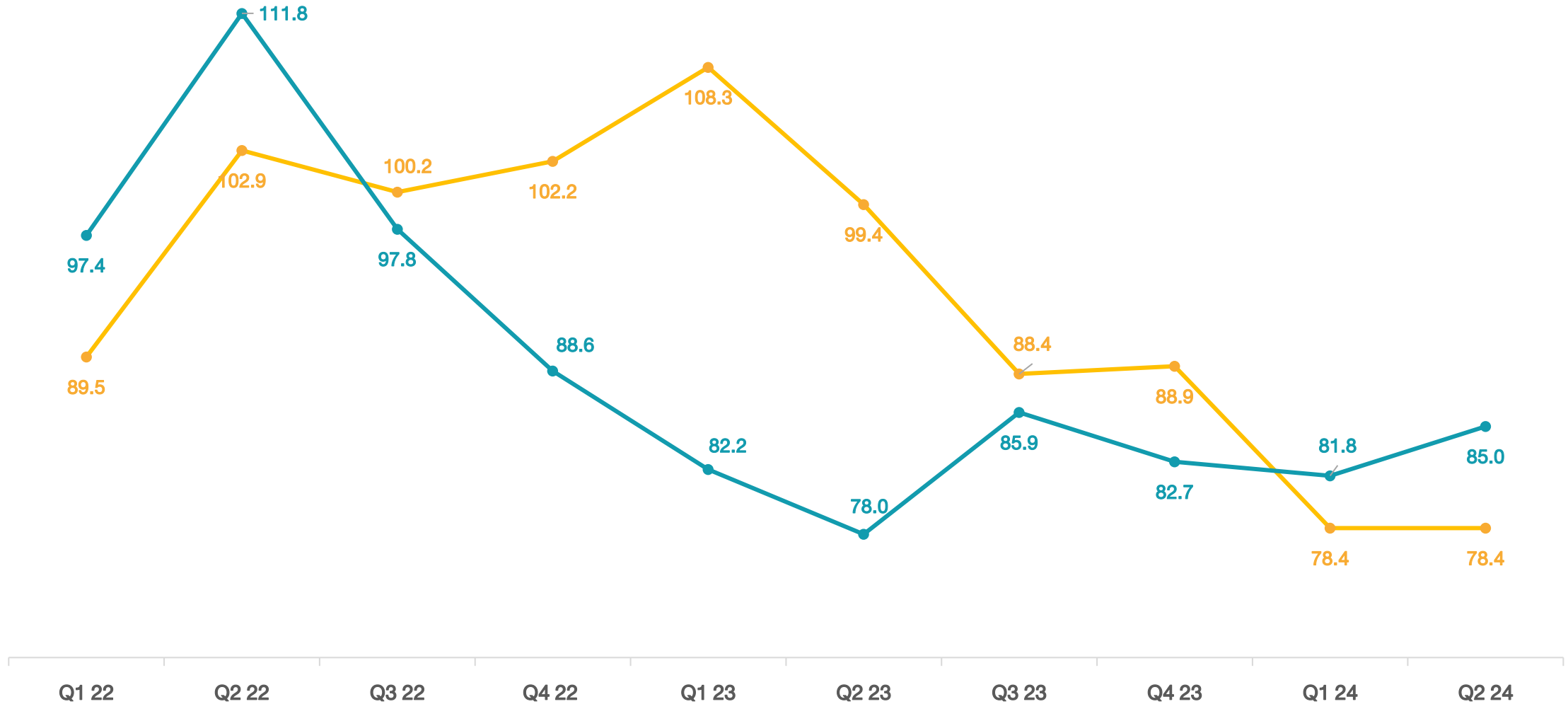


Sales volume breakdown



- Solid demand for Thailand market returned in June and will continue the good momentum in Q3
- International market was in the low season in 1H. We expect to see more strong demand in 2H.

Asphalt Selling Price vs. Average ICE Brent



● Average Selling Price ● Average ICE Brent

Sustainable Development (SD) updates

SD&CG ratings

AGM Checklist



สมาคมส่งเสริมพ่อขุนไทย
THAI INVESTORS ASSOCIATION

100%



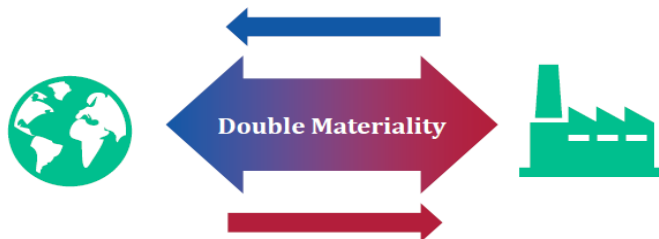


To be announced in Q4 2024

Impact Materiality

Impact on society & the environment

The company's impact on the environment/society through different environmental, social, and governance topics (GRI-aligned definition of materiality).



Financial Materiality

Impact on enterprise value

Different environmental, social, and governance topics impacts on the company's ability to generate enterprise value.

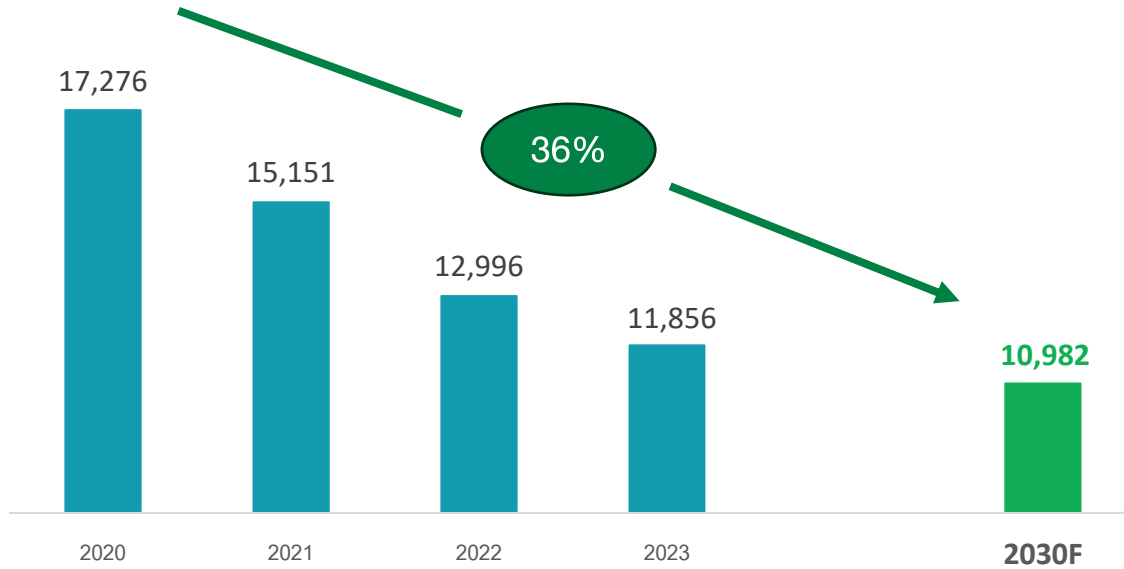
The Company has been assessing material sustainability issues based on the principle of Double Materiality of the European Union's Corporate Sustainability Reporting Directive (CSRD).

Sustainability framework



Progress on GHG Emissions (Scope 1 & 2)

GHG Emission
Unit: tCO₂e



- The Company announced target of reducing Scope 1 and Scope 2 GHG emissions by at least 36% by 2030, compared to GHG emissions in the base year 2020.
- This target only encompasses GHG emissions of the asphalt business in Thailand



Climate Strategic Projects



Solar Roof

Harnessing sunlight to generate electricity, reducing reliance on conventional power sources for sustainable energy mix.



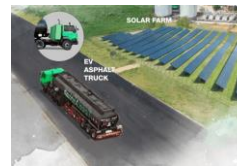
Electrical Hot Oil Boiler with Solar Power

Replacing diesel hot oil boiler unit with an electrical hot oil boiler unit, eliminating GHG emissions from diesel.



Fuel-switching to LNG

Switching from diesel to liquified natural gas (LNG) for hot oil boiler heating system for cleaner and more sustainable fuels.



Electric Vehicles and Electric Trucks

Transitioning of fossil fuel-based vehicles to electric vehicles (EVs) including its own-operated trucks.



Specialized Logistic Partners

Leveraging like-minded specialized logistic partners to effectively and efficiently manage product deliveries and associated emissions.



03 Outlook

Outlook

Feedstock



Expected the procurement plan of 1-2 cargoes in 2024

Domestic Market



Sales volume resumed in June, and good momentum was expected to continue in Q3.

International Market



We anticipate sales volume maintained as in 2023



04 Q&A



Tipco Asphalt PLC. (TASCO)

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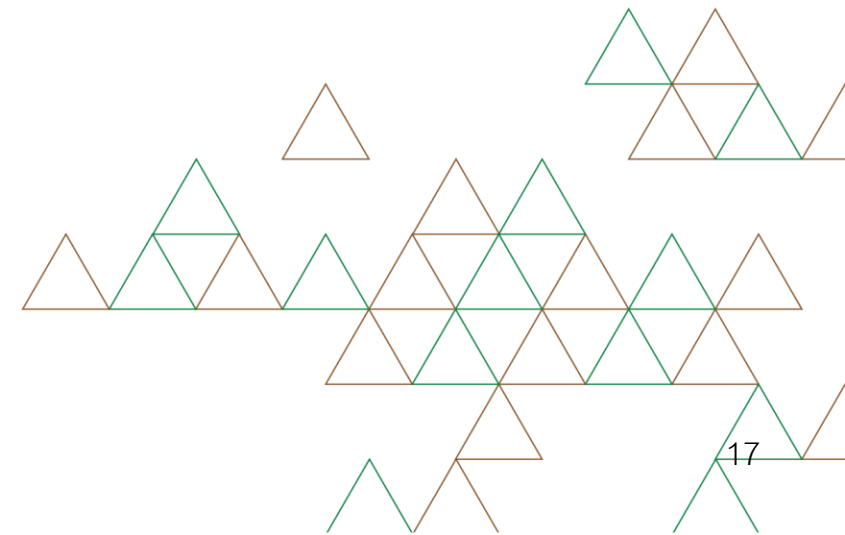
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TIPCO
ASPHALT

YOUR INNOVATIVE
SOLUTIONS PARTNER

THANK YOU

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