



Tipco Asphalt Public Company Limited (TASCO)

Thailand Focus 2024

Q2 2024 Operational Results

29th August 2024



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MISSION

To be a globally preferred integrated asphalt solutions partner

เราคือพันธมิตรในธุรกิจยางมะตอยแบบครบวงจรที่
ได้รับความไว้วางใจและการยอมรับในระดับสากล

VISION

To provide asphalt solutions in a sustainable manner led by an innovative culture

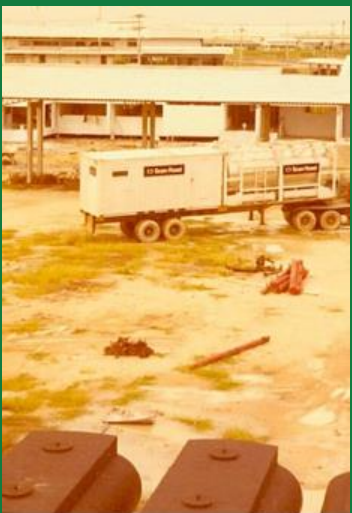
มุ่งมั่นในการส่งมอบบริการด้านธุรกิจยางมะตอย
อย่างยั่งยืนผ่านทางวัฒนธรรมนวัตกรรม

TIPCO ASPHALT JOURNEY

1991

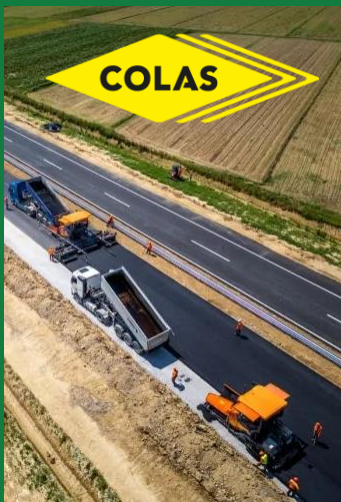
LISTED ON THE STOCK EXCHANGE OF THAILAND

“TASCO”



1979

FOUNDED “TIPCO EMULSION CO., LTD.” THE FIRST ASPHALT EMULSION PLANT



2000

COLAS S.A. BECAME ONE OF THE MAJOR SHAREHOLDERS

2008

STARTED COMMERCIAL OPERATIONS ASPHALT REFINERY IN MALAYSIA



2010

ACHIEVED RECORD BREAKING SALES OF 1 MILLION TONS

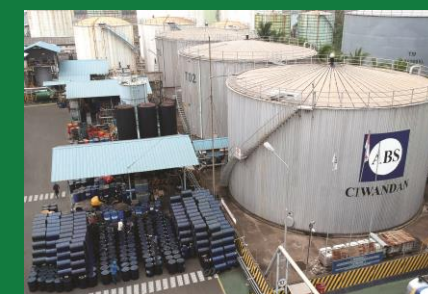
2014

ACHIEVED RECORD BREAKING SALES OF 2 MILLION TONS

2016 - 2019

STARTED ROAD CONSTRUCTION BUSINESS IN THAILAND

INVESTED IN VIETNAM, INDONESIA, EAST MALAYSIA, PHILIPPINES, LAOS





REFINERY BUSINESS



ASPHALT BUSINESS



CONSTRUCTION BUSINESS



MARINE BUSINESS

INTEGRATED VALUE CHAIN



CRUDE OIL SOURCING



REFINERY



RESEARCH & DEVELOPMENT



PRODUCTION



MARINE LOGISTICS



IN-LAND LOGISTICS



CONSTRUCTION



TECHNICAL SERVICE

OUR REGIONAL PRESENCE

308,000

tons asphalt storage capacity

44

asphalt emulsion and polymer modified asphalt plants

34


asphalt depots


22

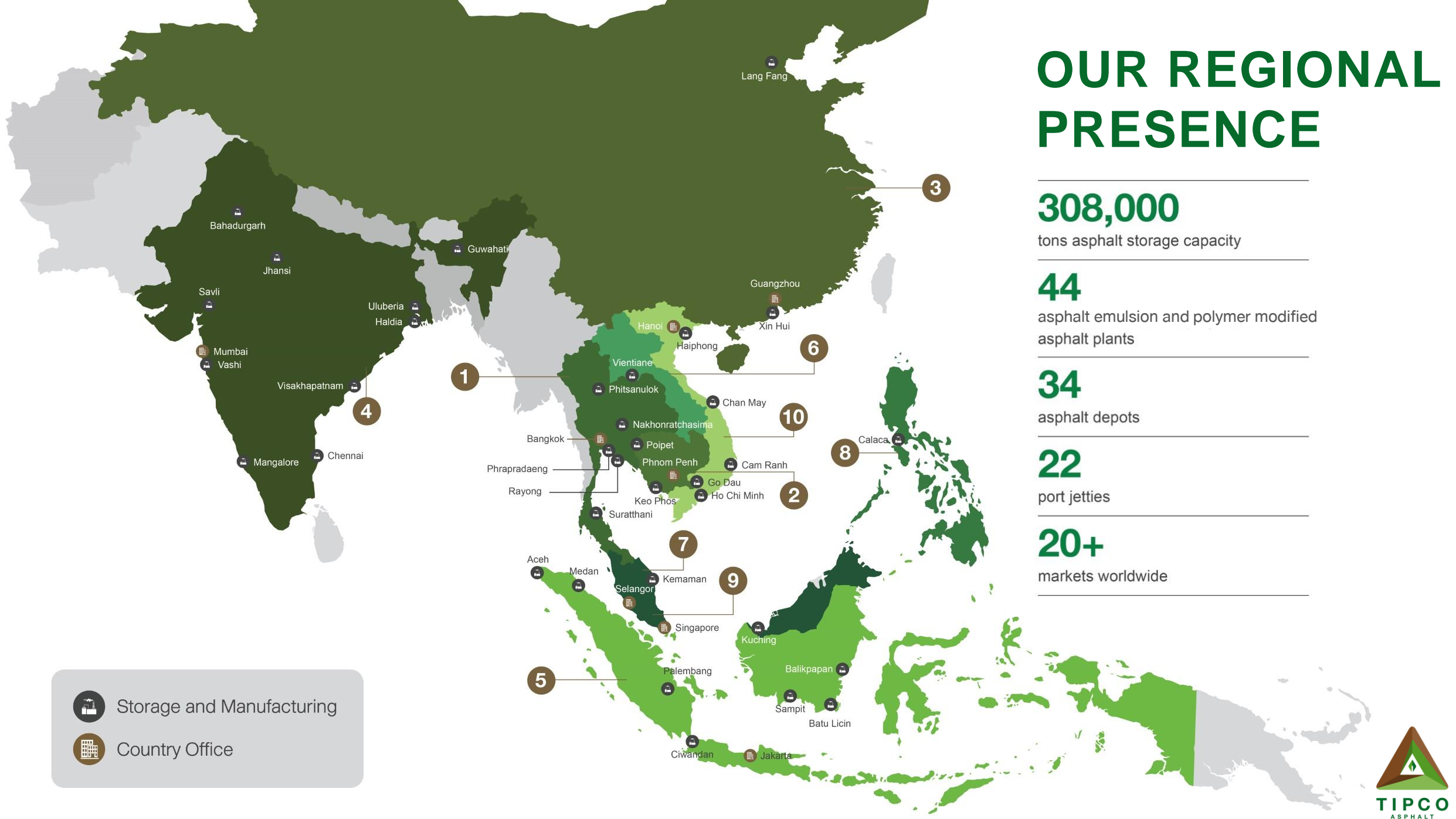
port jetties

20+

markets worldwide

 Storage and Manufacturing

 Country Office



ASPHALT BUSINESS



LOGISTICS

Specialized land and sea logistics



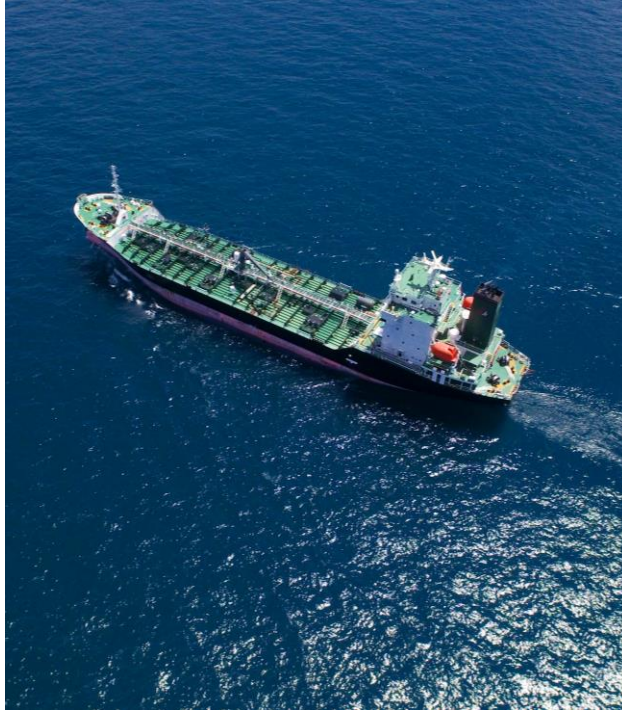
Asphalt Vessel
Fleet Capacity

43,000 DWT



Asphalt Truck Fleet

units **300**



MARINE BUSINESS

8 Ocean-going Asphalt Tankers

43,000 DWT of Total Capacity



ASPHALT REFINERY

Specialized Asphalt Refinery



Refining Capacity

30,000 barrels per day

Asphalt Production Capacity

1.2 million tons annually



Storage Capacity for Crude

360,000 MT

Storage Capacity for Asphalt

76,500 MT

Storage Capacity for Oil, Gas Oil
and Naphtha

36,000 MT



Crude and Product vessels can
berth at any of the 4 berths

165,000 DWT



CONSTRUCTION BUSINESS



INNOVATIVE SOLUTIONS

3rd RUNWAY
SUARNABHUMI AIRPORT



INNOVATIVE SOLUTIONS



SUARNABHUMI AIRPORT



BURIRUM INTERNATIONAL RACE TRACK



Chang
INTERNATIONAL
CIRCUIT



INNOVATIVE SOLUTIONS

2ND MIDFIELD SATELLITE (SAT-2), SUVARNABHUMI AIRPORT



RAMA 9 BRIDGE





Agenda

01 Q2 2024
Financial
Performance

02 Q2 2024
Highlights

03 Outlook

04 Q&A

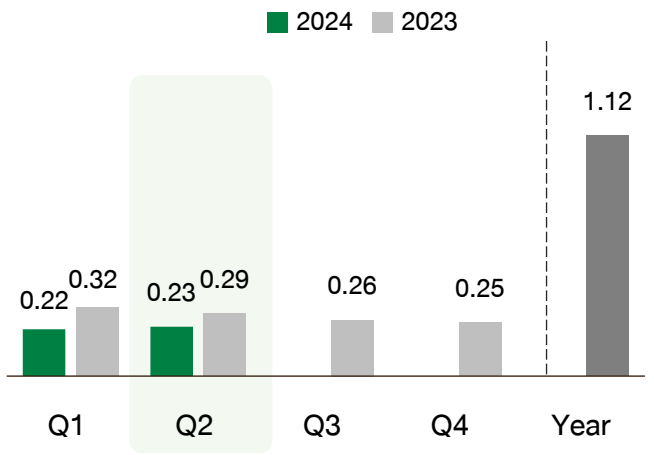


01 Q2 2024 Financial Performance

Sales & Services Revenue and Sales Volume

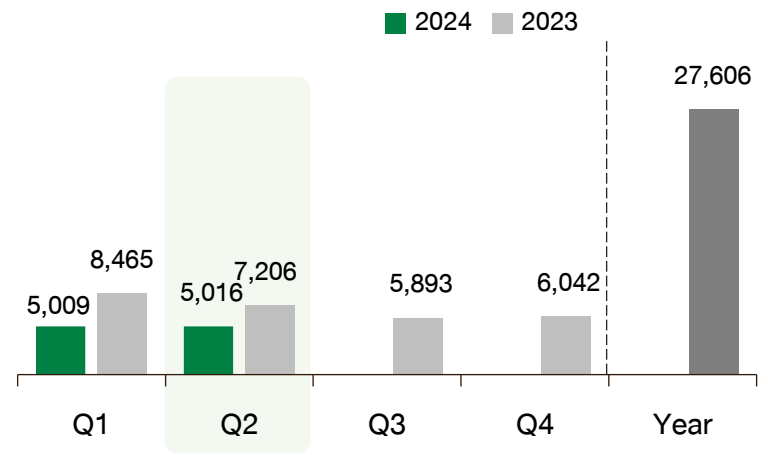
Asphalt Sales Volume

Unit: Mil. Tons



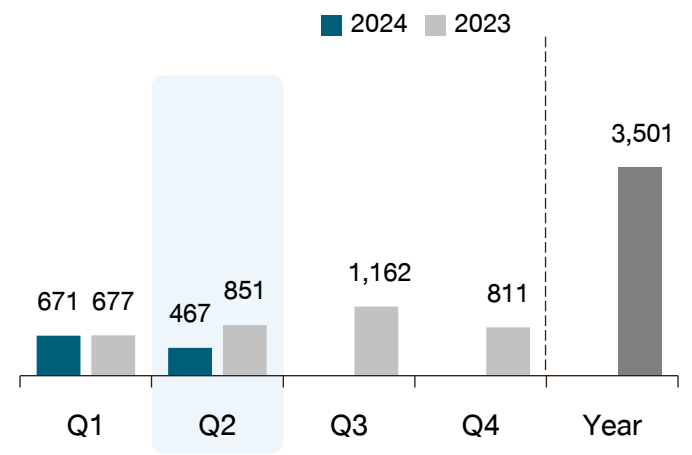
Asphalt Business – Sales & Service Revenue

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

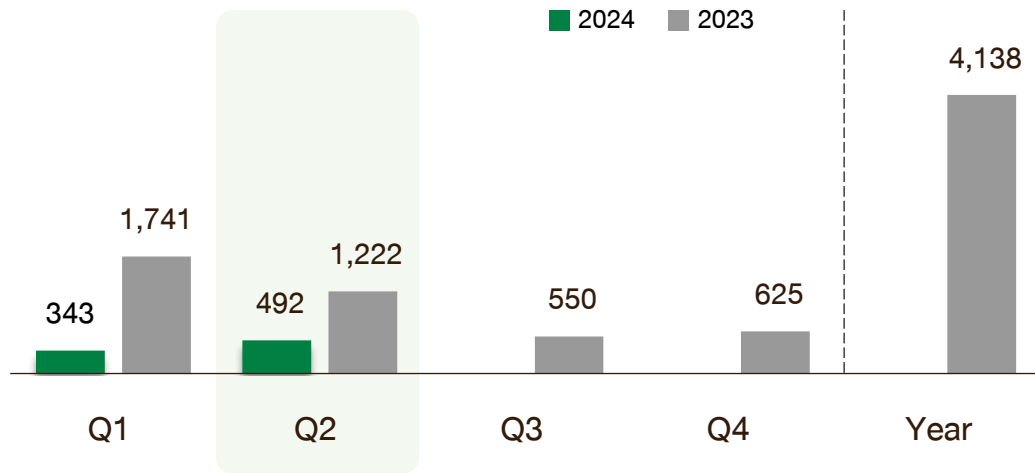
- **Revenue from construction** contracts stood at Baht 467 million, 45% decrease from the same period in 2023
- From the approved budget, we have secured THB 1,700 million for Road construction and maintenance projects. The works will start in Q3 onwards.



Operating Gross Profit

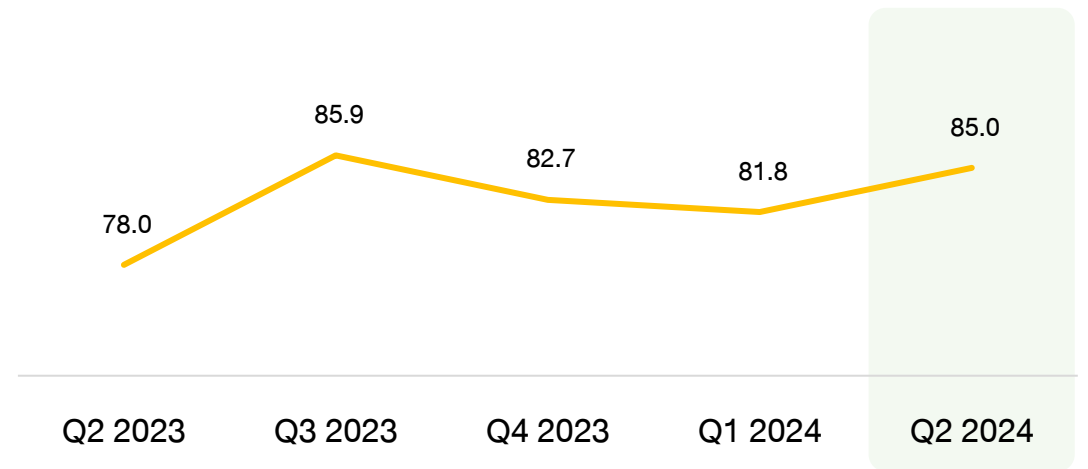
Operating Gross Profit

Unit: Mil. THB



Average Ice Brent

Unit: USD/bbl.



Gross Profit Margin

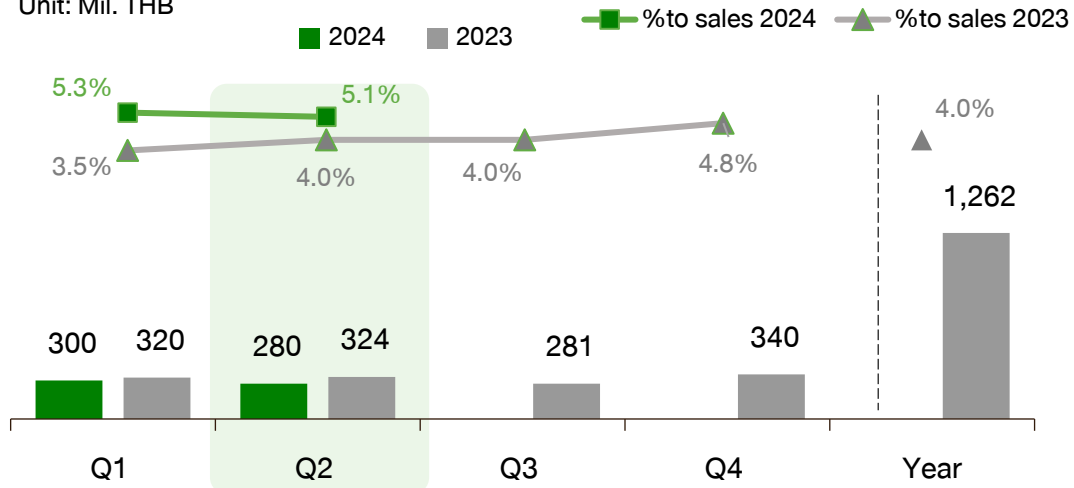
	Q1	Q2	Q3	Q4	FY
Gross Profit margin (net hedging and NRV)					
2024	6.0%	9.8%			
2023	19.0%	15.2%	7.8%	9.1%	13.3%

- 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

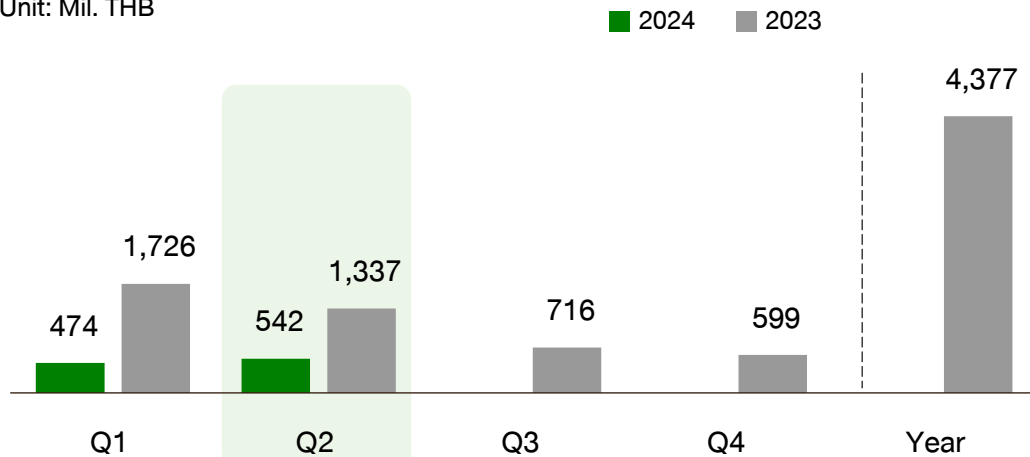
Unit: Mil. THB



- 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.

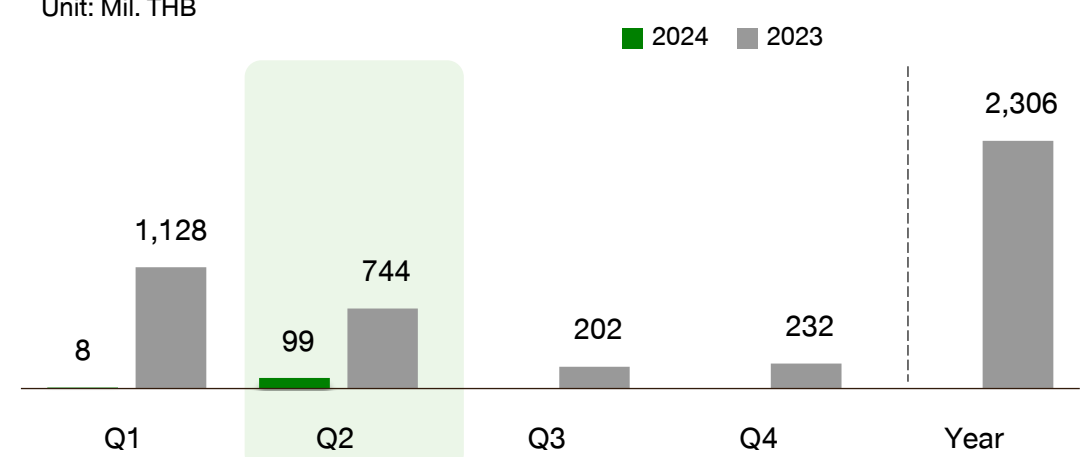
EBITDA

Unit: Mil. THB



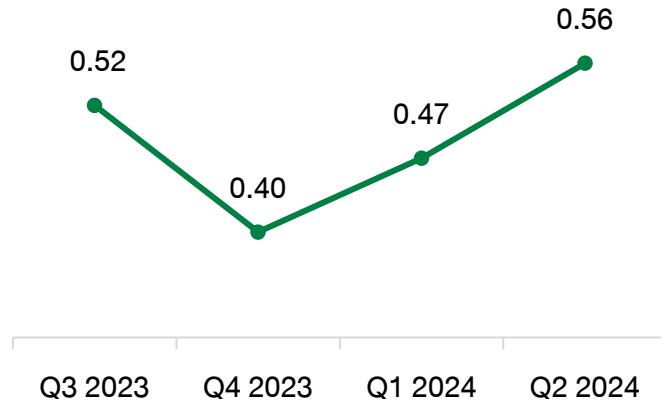
Net Profit

Unit: Mil. THB

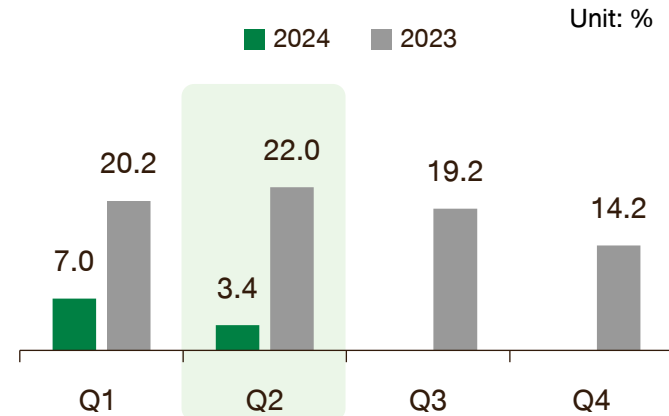


Key Ratios and Historical Dividend

Debt / Equity Ratio

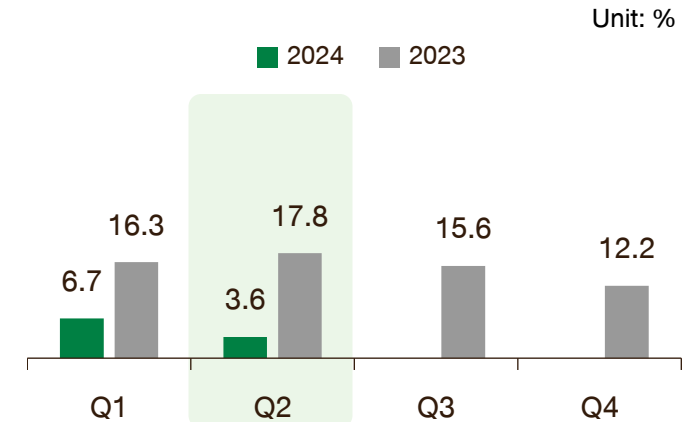


Return on Equity^{1/}



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

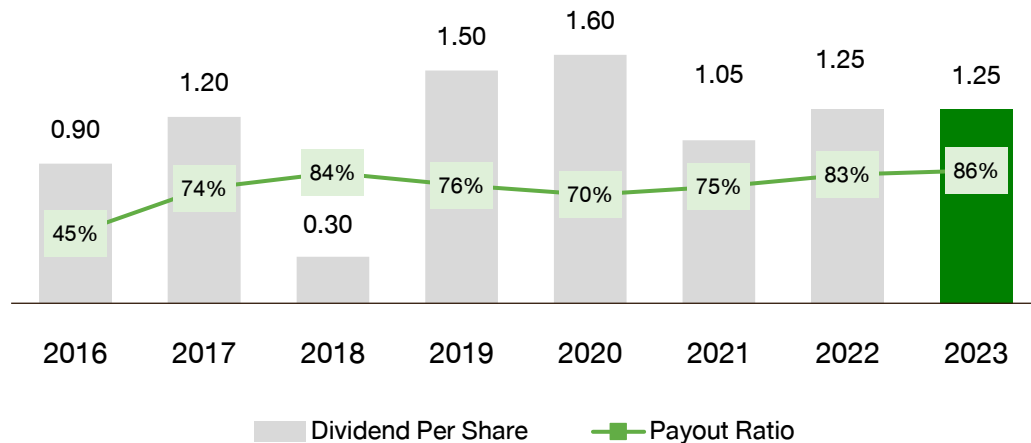
Return on Asset^{2/}



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.

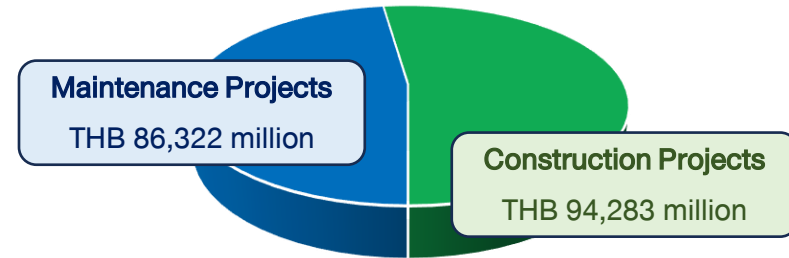


02 Q2 2024 Highlights

Q2/2024 Highlight



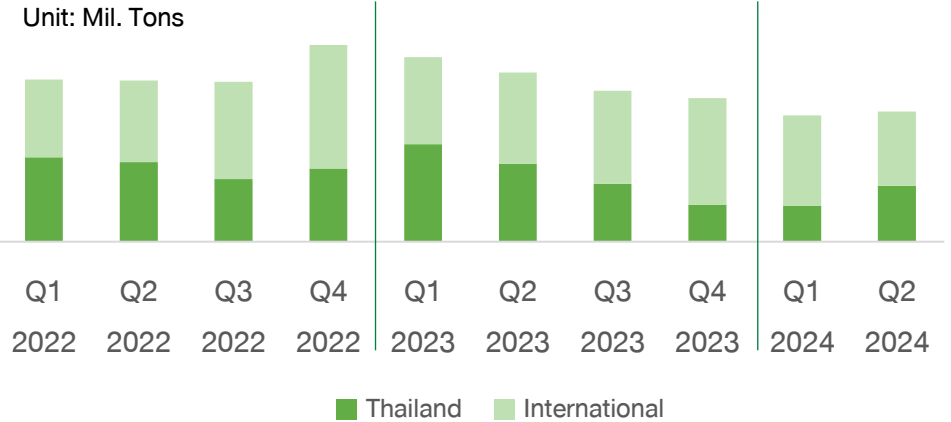
2024 Government Budget
Total THB 180,605 million



- 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.

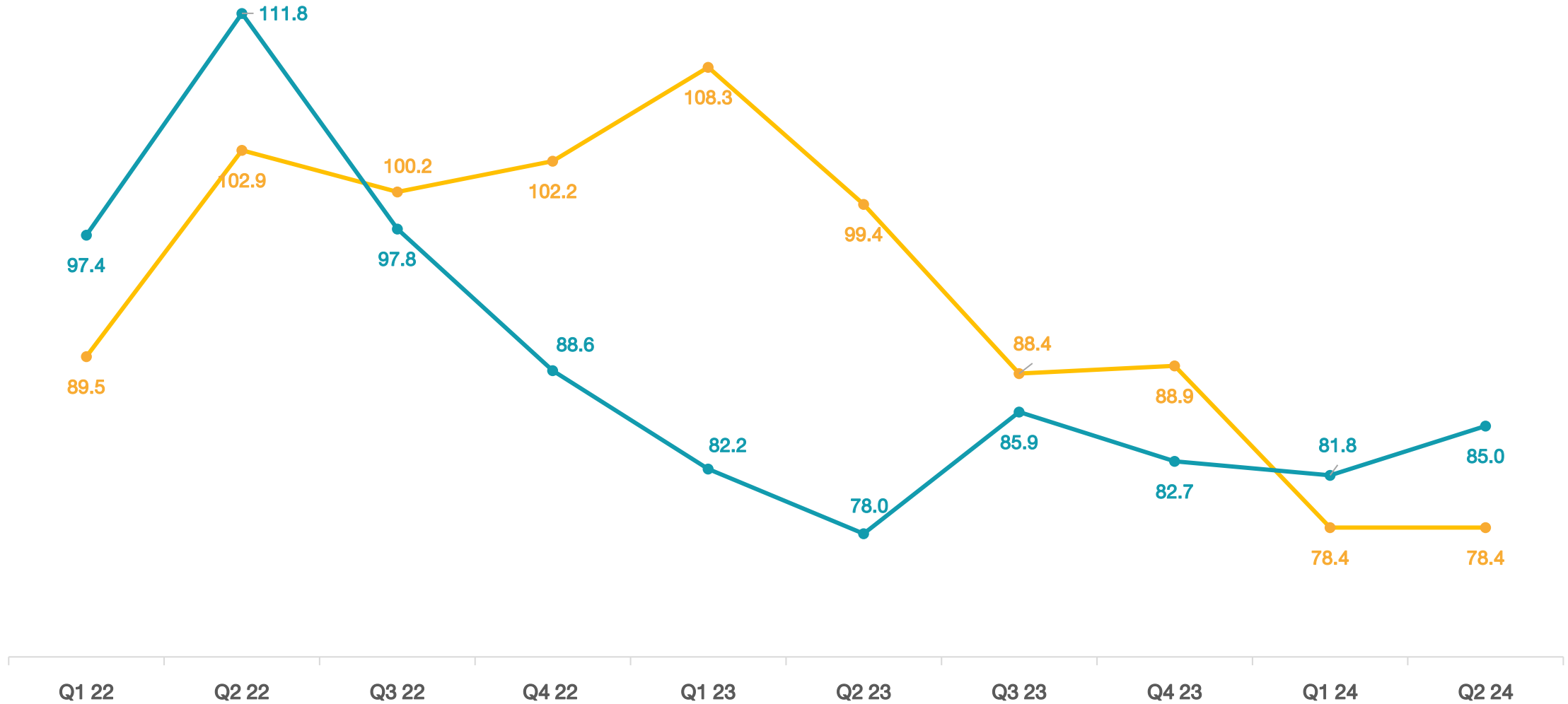


Sales volume breakdown



- 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



สมาคมส่งเสริมการลงทุน
THAI INVESTORS ASSOCIATION

100%

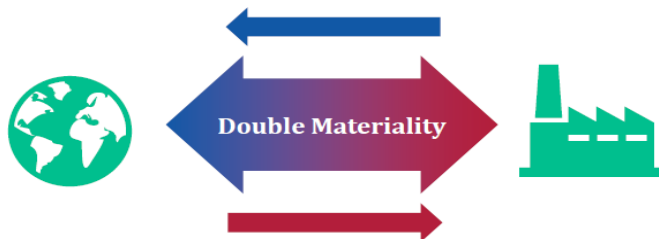



To be announced in Q4 2024

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.

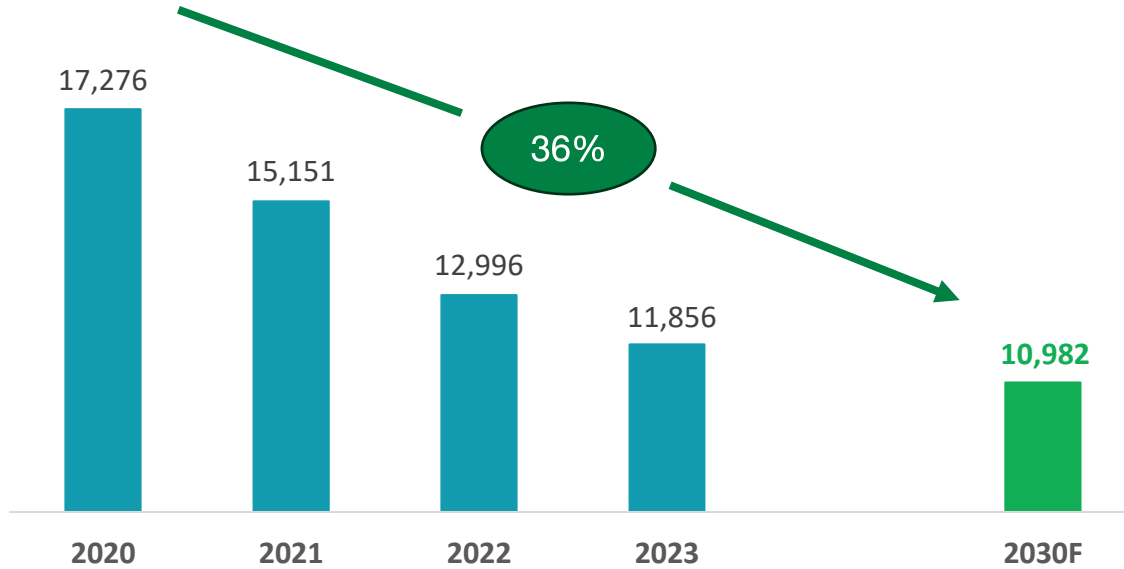
The Company has been assessing material sustainability issues based on the principle of Double Materiality of the European Union's Corporate Sustainability Reporting Directive (CSRD).

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)

IR Contact: K. Proud Chettapongsaphan



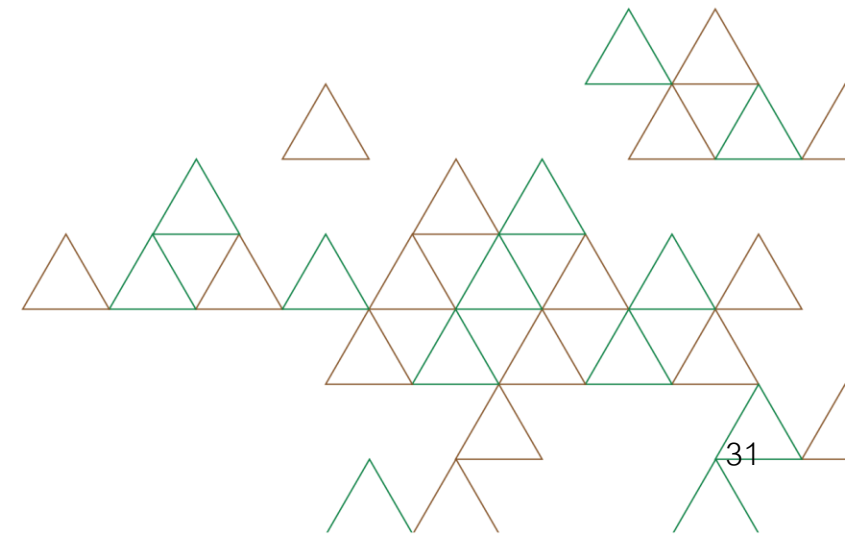
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TIPCO
ASPHALT

YOUR INNOVATIVE
SOLUTIONS PARTNER

THANK YOU

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