



BANGCHAK CORPORATION PCL.

Opportunity Day

Q2/2021

August 30, 2021



From Last Quarter until Now ...

We have been entitled with
Awards & Recognitions



WINNER

BANGCHAK CORPORATION PCL

- 3G BEST OF THE BEST IN CORPORATE GOVERNANCE AWARD 2021
- 3G CHAMPIONSHIP AWARD IN SUSTAINABILITY PERFORMANCE 2021
- 3G BEST SUSTAINABILITY REPORT AWARD 2021



**EXCELLENT CG
SCORING at 98%**



บริษัทภิบาลแห่งชาติ บริษัทภิบาลแห่งชาติ บริษัทภิบาลแห่งชาติ บริษัทภิบาลแห่งชาติ บริษัทภิบาลแห่งชาติ
National CG Committee National CG Committee National CG Committee National CG Committee National CG Committee



**ASIA RESPONSIBLE
ENTERPRISE AWARDS 2021**

Investment in People Category

efi.co WINNER
SUSTAINABILITY AWARDS



BEST SUSTAINABLE INNOVATION STRATEGY

THAILAND



2021

**BEST SUSTAINABLE
INNOVATION STRATEGY
(Thailand)**

From Last Quarter until Now ...

We have been doing
Social Responsibilities

We have worked on **Initiations**



Helping with Kingkaew fire



The First for Thailand to promote carbon credit trading to reduce greenhouse gases

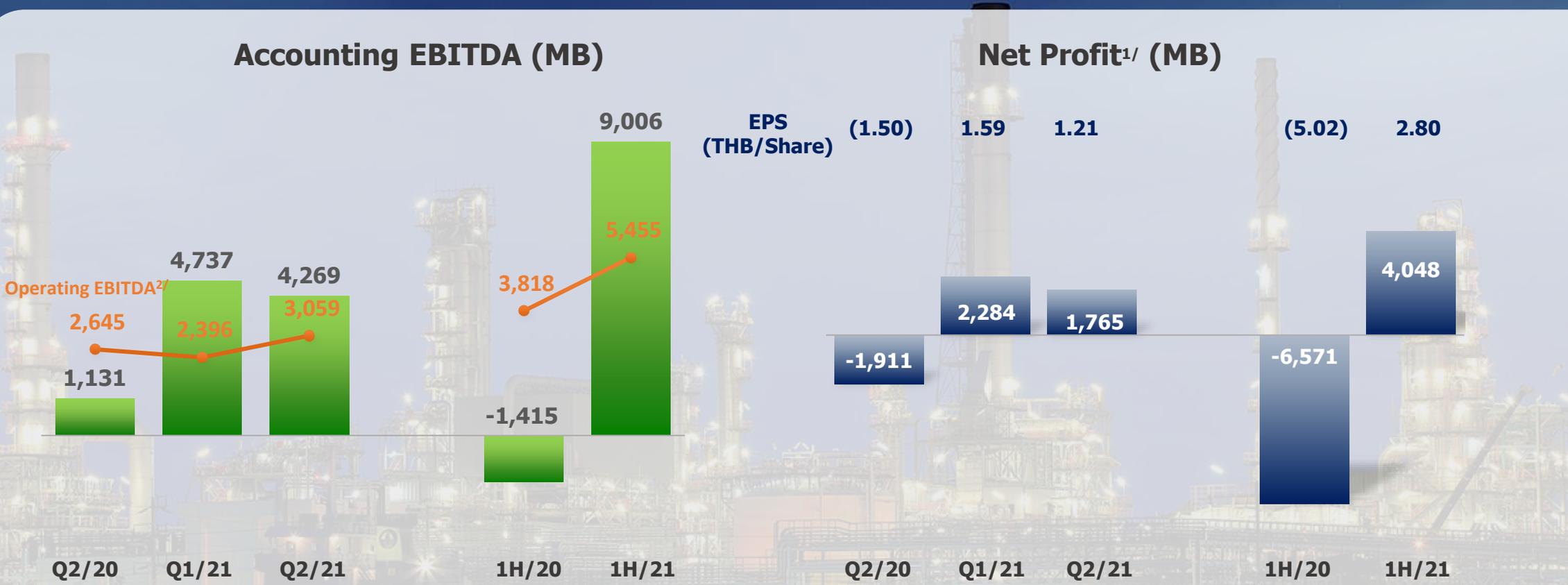


NT & Bangchak partnership to enhance 5G business capability

Consolidated Performance Q2/2021

Global oil price continued to improve, but at the lower pace, followed with national outbreaks and lockdown led to slightly dropped in overall Q2 performance

However, the result still show *"All Time High 1H Performance"*



Note: 1/ Net profit attributable to the owners of parent
 2/ Operating EBITDA excludes Inventory gain/loss, One-time items, Gain/loss from FX forward contracts

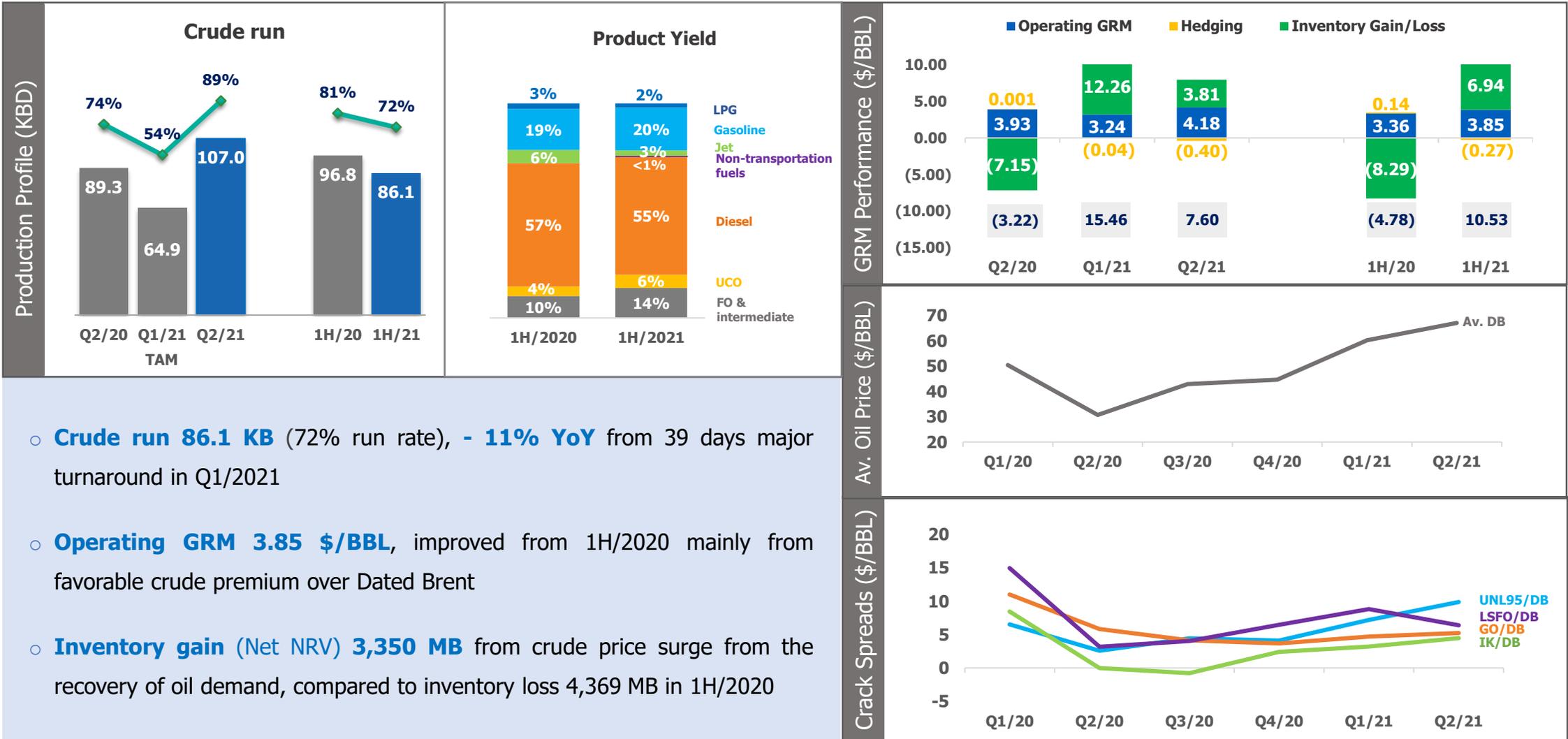


Refinery & Trading Business



Strong Refinery and Trading Performance was Supported by Global Oil Market

1H/2021 EBITDA 4,388 MB



Refinery Business: Focus More on High Value Products

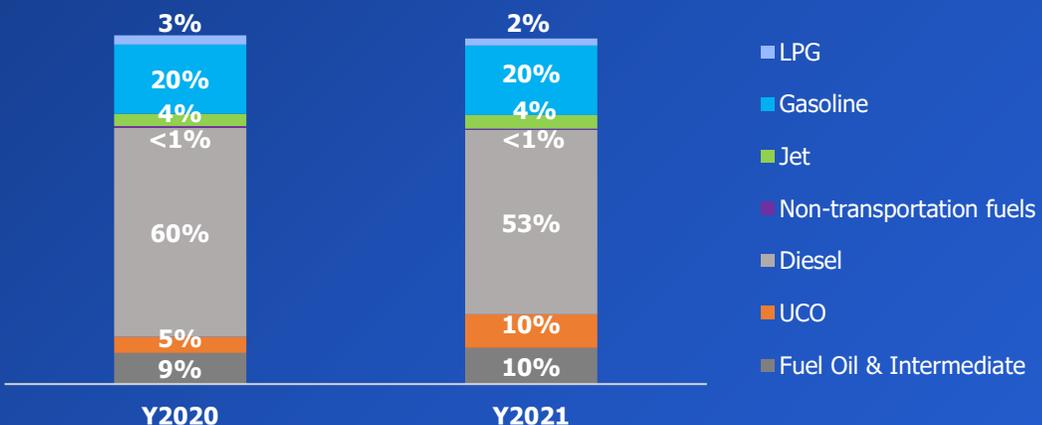
Crude run: KBD

DB: \$/BBL

1H/2021 2H/2021E 2021E

86.1	110-115	95-100
63.6	75-80	65-70

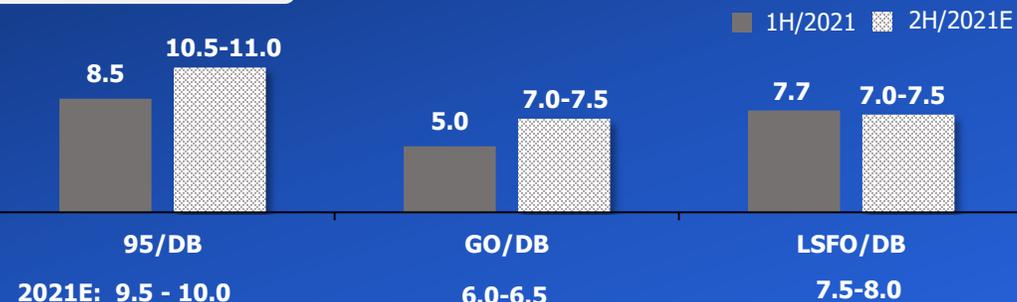
Customized Products:



Niche-Products (UCO, Solvent, Wax, Oil Blending) Volume
~580 ML to become

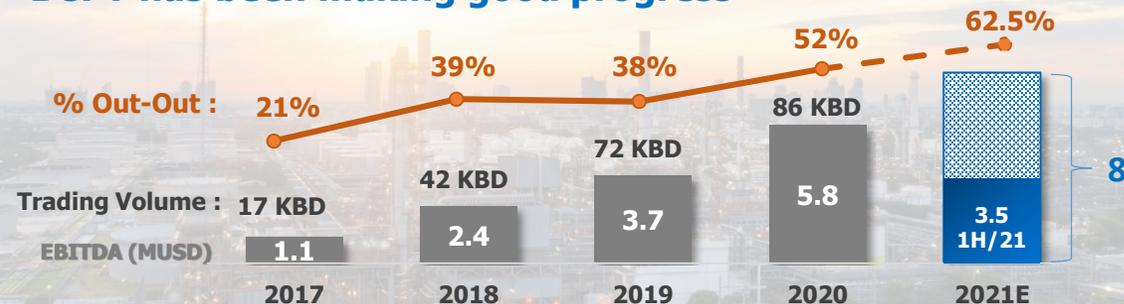
2024 **1,000** ML/Yr → 2026 **1,200** ML/Yr

Crack Spread: (\$/BBL)



Trading Growth: bcpt

BCPT has been making good progress



External transaction EBITDA

5 MUSD to become

2024 **15** MUSD → 2026 **25** MUSD



Expand Trading Product, UCO to new customer to continue long-term growth



More intensive LSFO for IMO bunker



White spirit solvent to new destination outside SE Asia

Refinery Process Optimization to Save Cost and Increase Efficiency

FAST+

Focus **A**nalysis **S**uccess **T**ransform +

Expected 2021 benefit of 1,300 MB



Some of the initiatives:

Increase diesel yield from catalyst optimization



Recovery energy in UCO production

- Heat recovery 
- Reduce steam and fuel



Efficient transportation mode

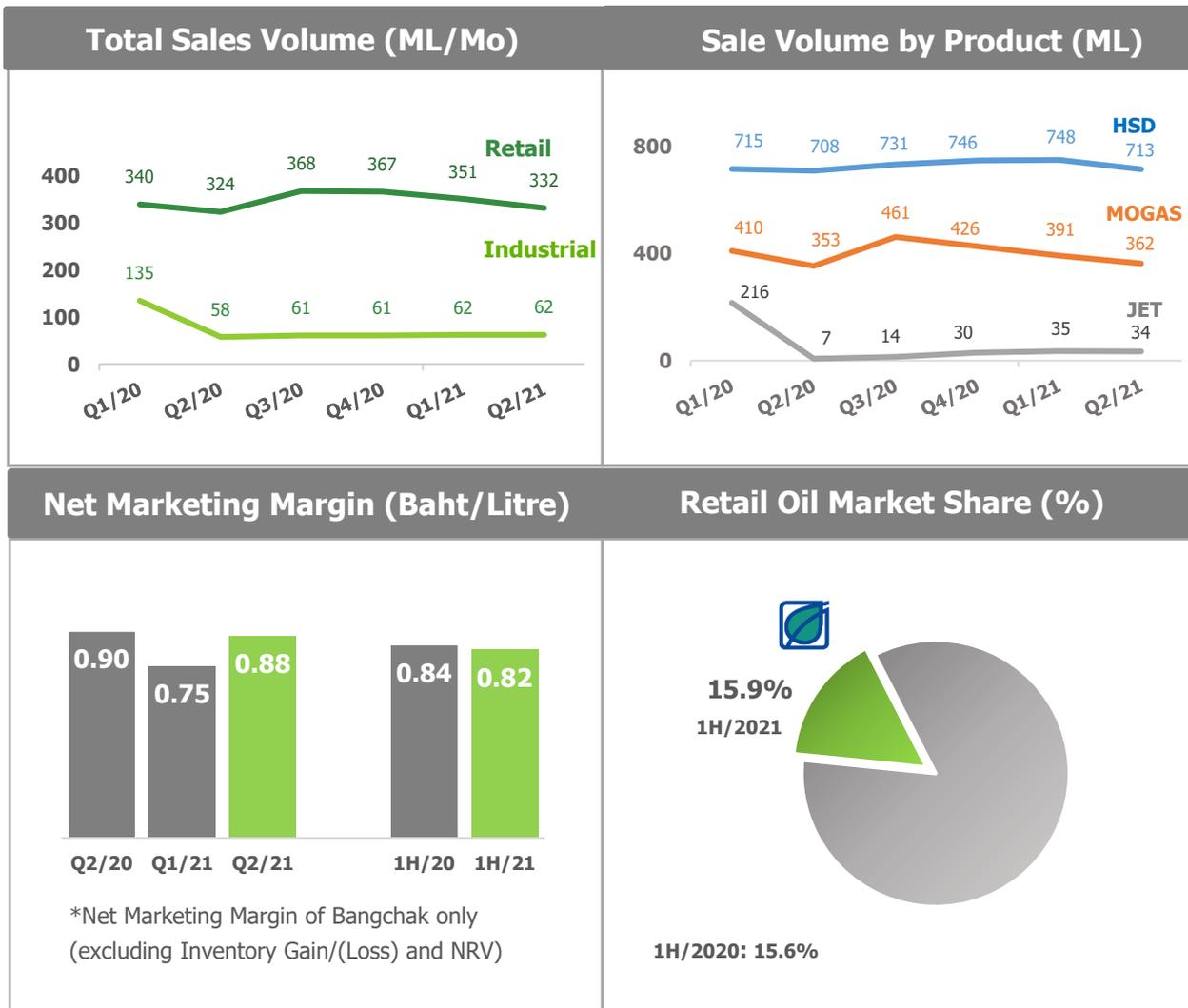
Marketing Business





Promising Performance amidst the Pressure from National COVID-19 Outbreak

1H/2021 EBITDA 1,797 MB



- **1H/2021 total sales volume slightly dropped by 6% YoY**
 - Retail market +3%,
 - Industrial sales -36% as the aviation industry has still not made a recovery from the pandemic
- **Net MKM per unit softened by 3% YoY** as the oil price surged while retail price adjustment was slower
- **Inventory gain of 423 MB (Net NRV)**

- Still emphasizes the expansion of Non-Oil Business**
- **711 Inthanin stores**
 - During the pandemic, Inthanin has focused on Kiosk expansion to serve as pick-up point as well as online delivery channel
 - **~ 200 minimart stores**

Greenovative Destination



Service station

1,247

as of Jun 2021

Standard Type → **636 sites**

COOP Type → **611 sites**

Network Expansion

2020		2021
1,233	→	1,310
stations		stations

Focus on: Standard type and JV type

Unique Design Service Stations



39/61 Stations
in 2021

Expand network and new products to maximum customers satisfaction

Food Truck

2/10 stations
in 2021



Inthanin is Growing Vibrantly

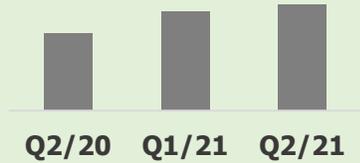
Promoting non-oil growth to synergize with the retail oil service

711 *Inthanin* stores as of Jun 2021

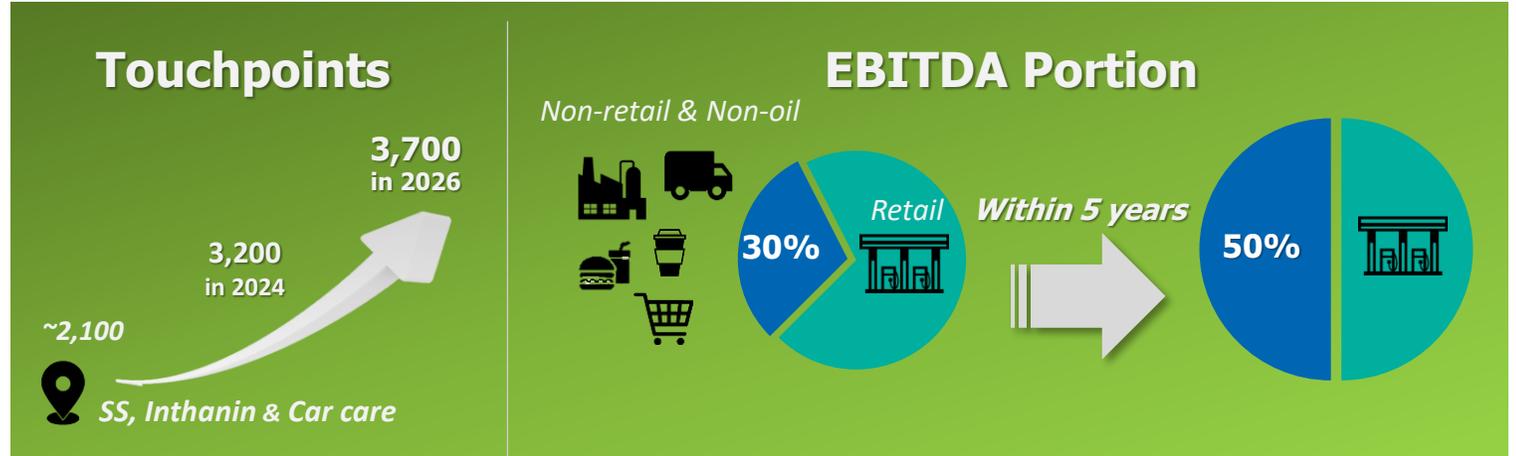
800 stores within 2021

Q2/2021 Sales Performance: Total cups/Day

+37% YoY
+7% QoQ



Sales through Online Delivery Platform + 90% QoQ



The finest selections brought to customers

New Business Partner

DAKASI SINCE 1990

2/12 Stores in 2021

TRY US!

Wellness DRINKS+

V3

79.-

Iced Fingerroot 69.-

V4

79.-

Iced Sacred Lotus 69.-

8 ส.ค. 64 - 31 ก.ค. 64

Plant-based Beverage

Other Non-oil Businesses

EV Chargers on Major Routes across The Country in 350 Bangchak Stations within 2025 Metropolitan Service Areas



MG SUPER CHARGE

2021 Target: 50 stations



SHARGE

2021 Target: 7 stations

Provincial Service Areas



Ready-to-use now in 27 Bangchak stations



2021 Target: 56 stations



You can also look for...

Lotus
Vending Machine
2/50
units
in 2021

Domestic Lubricant Market Share

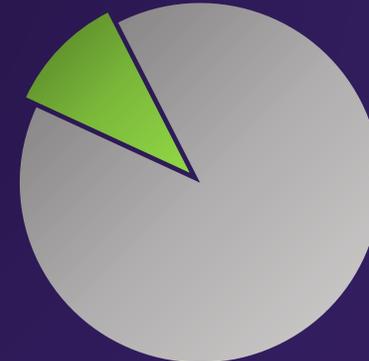


10.6%

6M/2021

6M/2020: 9.9%

Source: DOEB & BCP



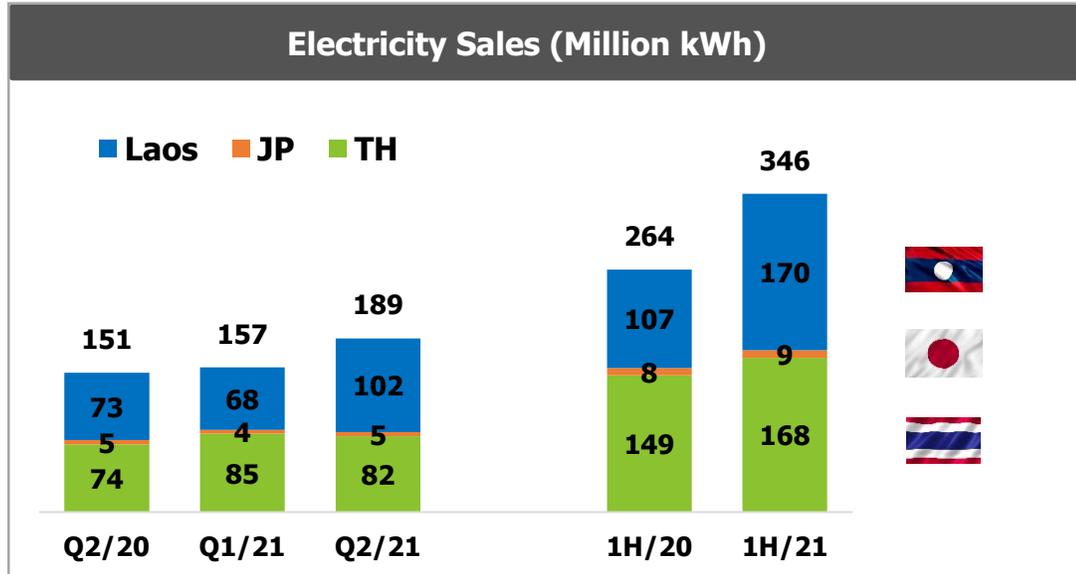
Green Power Business





Stronger Performance from Laos Hydropower Plants, Added with Higher Share of Profit

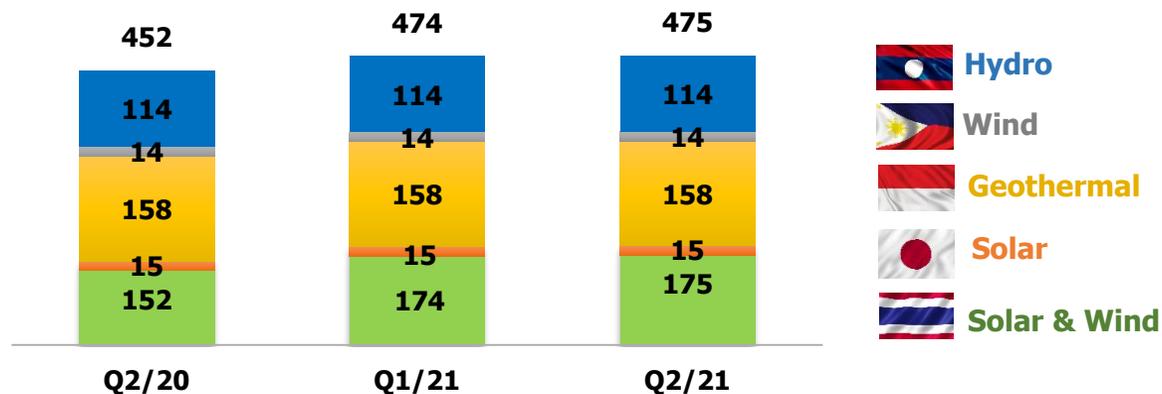
1H/2021 EBITDA 1,976 MB



Electricity sales +31% YoY

- **Laos hydropower sales +58%:** full 6-months recognition of Nam San 3B, acquired in February 2020, with higher rainfall than previous year
- **Thai solar power sales +13%:** full period contribution of new 20 MW solar farm acquired in August 2020
- Thai wind power sales +10% and Japan solar power sales +8%

Operating Capacity (MW PPA)



Share of profit 297 MB, +53% YoY

- **Geothermal power plant 274 MB,** recorded higher tariff rate and lower finance cost thanks to the decrease in interest rate and outstanding loan
- **Wind power plant of 23 MB**

Strengthening the Solid Foundation for the Next Stage of Growth

- ✓ **24 MUSD investment in VRB Energy, utility-scale energy storage business**
- ✓ **Hydropower plants Q3/2021 performance may improve both YoY and QoQ from expected higher water level at the projects and seasonality respectively**
- ✓ **Japan solar projects COD in Q4/2021**
 - **Yabuki 20 MW**
 - **Chiba 1 20 MW**

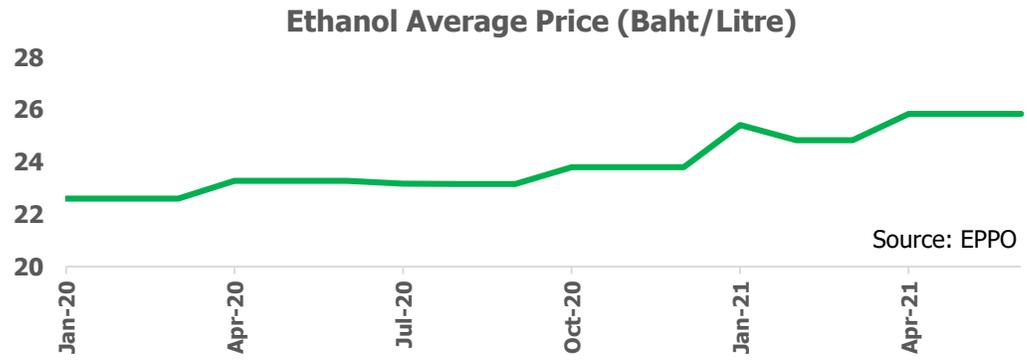
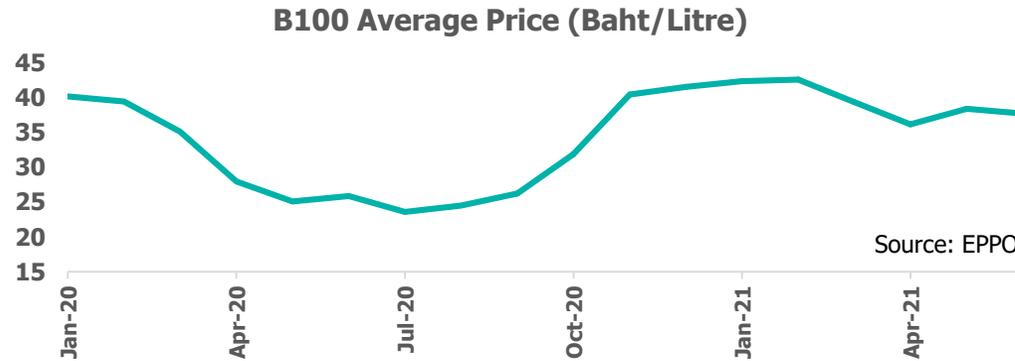
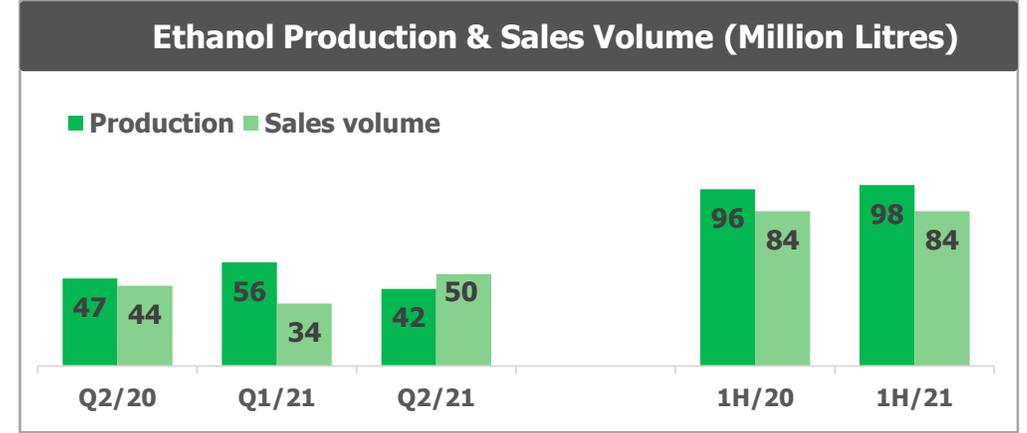
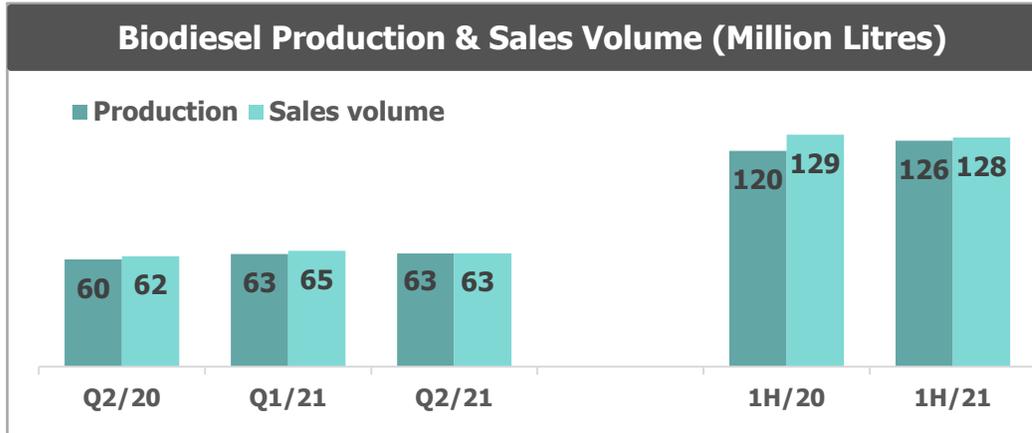


Bio Base Product Business



Performance was Softened YoY, Challenged by the Raw Material Costs and the Outbreak

1H/2021 EBITDA 717 MB



- Gross profit -3% YoY

2021 performance was pressured by lower volume following the diesel demand during COVID-19 outbreak

- Gross profit -52% YoY

Molasses and cassava cost was higher, and sales volume of industrial-grade ethanol (used in disinfectant products) was considerably lower than the previous year

BBGI's High Value-added Products are Underway

- BBGI imported product **Astaxanthin ingredients for B2B customer since June, with the plan for B2C in the name "B Nature Plus"**



- BBGI with the Department of Biochemistry, Chulalongkorn University, **funded to conduct research in development of Bio Enzyme for pesticide chemicals decontamination in vegetables and fruits**

- Win Ingredients Co.,Ltd.'s **sweetener-Neotame is certified to be distributed in Thailand, and the authorized dealers were appointed in TH,VN,MY,IN,PH**



**Filing within Q3/2021 &
IPO in Q1/2022**

EBITDA of high value-added products

2024	➡	2026
33%		50%

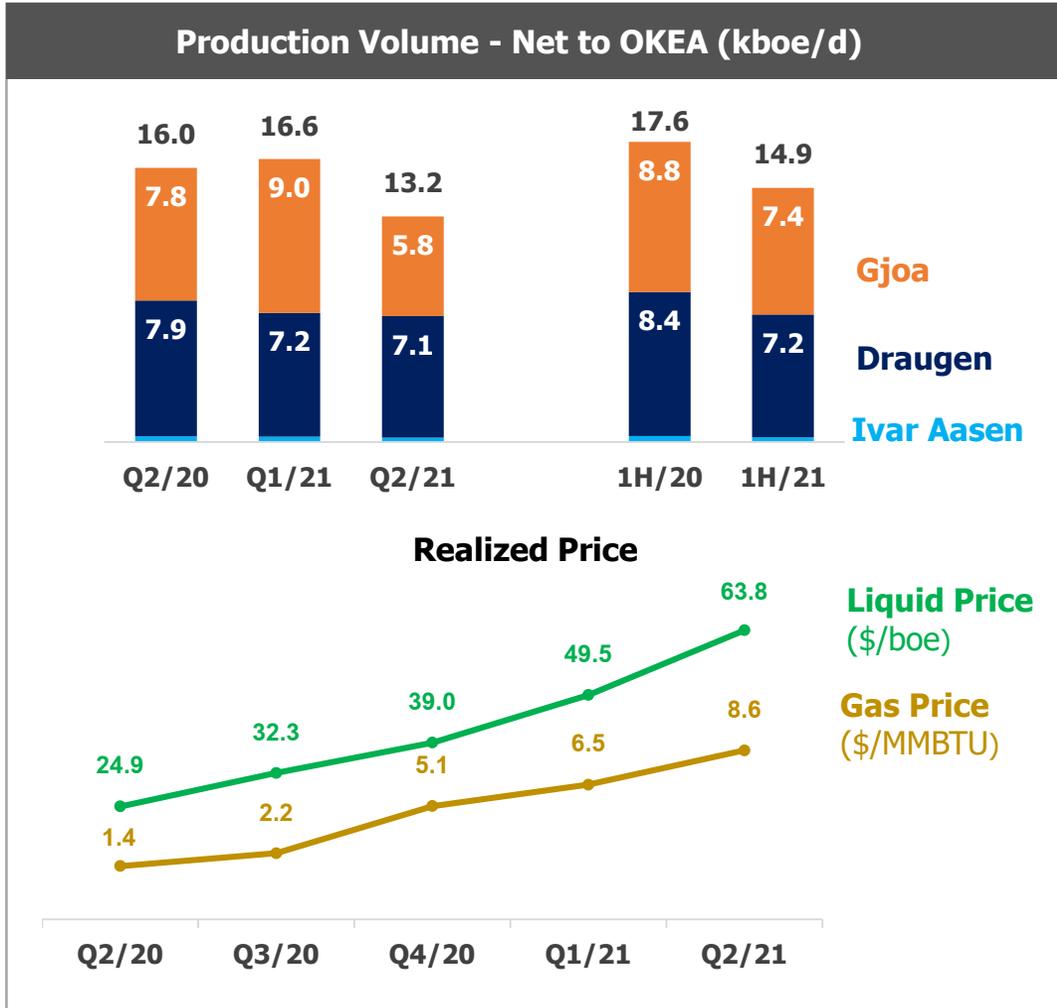
Natural Resources Business





OKEA Performance Improved Significantly due to the Recovery in Oil & Gas Price

1H/2021 EBITDA 307 MB



Source: OKEA



OKEA ASA

BCPR holds 46.09 % in OKEA ASA

- Total net production was lowered to 14.9 kboe/d mainly from planned maintenance at Gjøa field
- Revenue increased by **higher crude oil and natural gas price**

Impact to financial statement in 1H/2021

- **Impairment reversal NOK 730 million at Yme asset under development.** The project's cash flow increased from the improved macro conditions and the expected positive synergy effects from the operation reorganization in Yme licenses.

Resulting in BCP recorded share of gain 371 MB from OKEA

Looking Forward to the New Capacity during the Favorable Environment

✓ **Yme: first oil in 2H/2021**



**Net Production
to OKEA**

- **7,500 boepd at Plateau**
- **Av. 5,600 boepd in the 1st year**

✓ **Production guiding net to OKEA**

- **15,500-16,500 boepd in 2021**

✓ **A notable increase in the natural gas price will enhance cash flow & profits of Gjoa, as well as improve the economic for OKEA's upcoming development Hasselmus**

Key Takeaways



- 1H/2021, the recovery in oil price and crack spread led to higher **GRM at 3.85\$/BBL** and **inventory gain 3,350 MB**
- Expected increase **crude run in 2H/2021 at 95- 100 KBD**
- Going to focus more on
 - **Niche products volume 1,000 ML/Yr & 1,200 ML/Yr**
 - **BCPT external transaction 15 MUSD & 25 MUSD**

- Strong 1H/2021 performance with **MKM 0.82 B/Litre**, securing **15.9% market share**
- Expanding for **1,310 Service stations and 800 Inthanin stores** within 2021
- Aim for **touchpoints** to be **3,200 sites & 3,700 sites**
- Accelerating **non-retail & non-oil portion to be 50% within 5 years**

- 1H/2021 performance was softened, pressured by higher cost of raw materials and pandemic
- **Filing within Q3/2021 & IPO in Q1/2022**
- High-value Biobased Products are Underway:
 - Astaxanthin and sweetener ingredients
- **EBITDA of high value-added products** to be

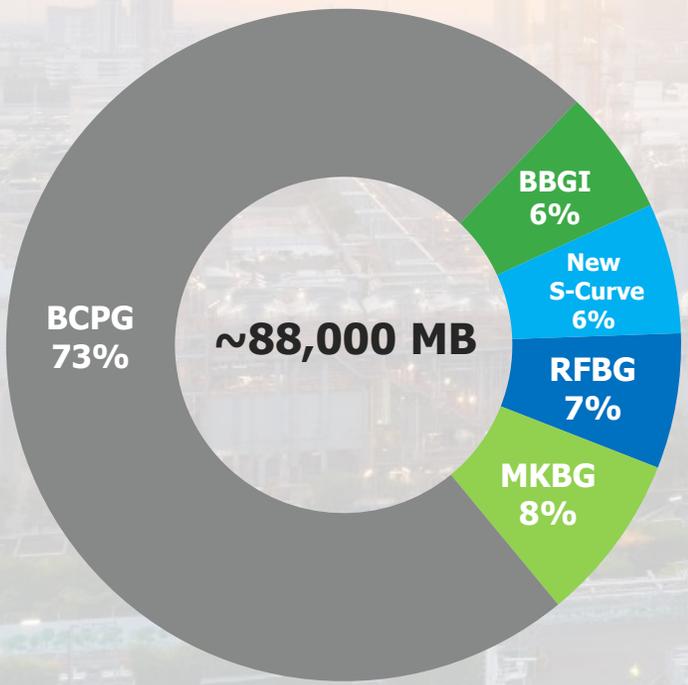
2024 2026
33% & 50%

- **1H/2021 performance remained strong, electricity sales increased 31% YoY**
- **2H performance expected to remain strong**
 - Higher water level in Laos
 - 40 MW Japan solar projects COD in Q4/2021

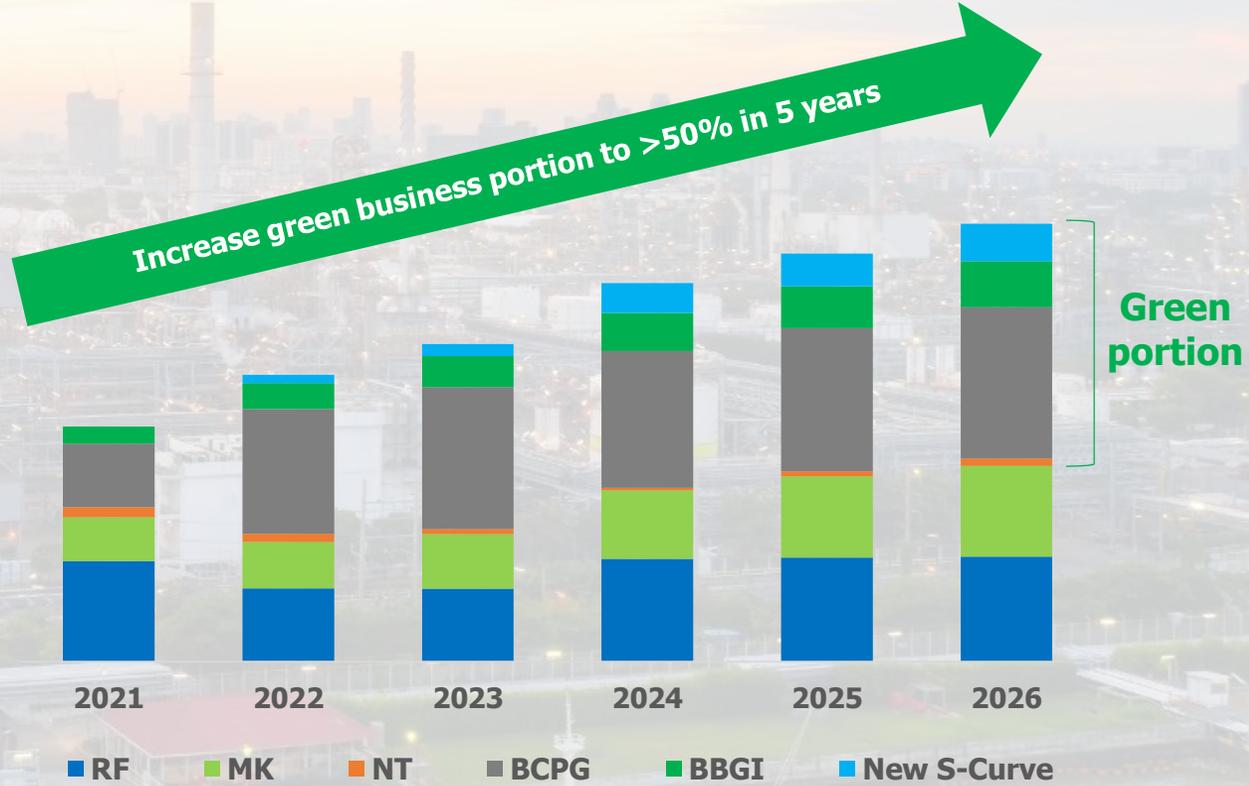
- **1H/2021 OKEA's performance has improved YoY** from the increase in oil and natural gas price, as well as the reversal of impairment
- Yme 1st run in 2H with 5,600 boed in 2021/ 7,500 boed at Plateau
- Net production to OKEA **15,500-16,500 boepd in 2021**

Accelerate Green Portfolio

5-year CAPEX 2022-2026



Accounting EBITDA



ESG Commitments

Environment



Carbon Neutral Company by 2030

CO₂ emission reduction 20% By 2024 compared to BAUs




Energy Intensity Index EII= 88 by 2025




Expanding Renewable Energy production 2,000+ MW by 2027



Water Recycle Target 30% cumulative by 2025 compared to base year 2015




Zero waste to landfill



Social



No incidents that lead to widespread complaints




(NPS Score) #1 Ranking




Expanding EV Chargers to 350 stations



Use at least **50 million bio cups** at Inthanin coffee shops in 2025



Community Engagement Score > 85% by 2025



Governance & Economic



Honored with **Excellent level** in **New Corporate Governance Report Score (CGR score)**




Promote **20,000 electric motorcycles** through **"Winnonie" Project** by 2025




Sustainability Award
Bronze Class 2021
S&P Global

Become **DJSI member by 2025** & maintains **at least bronze level**

THANK YOU

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