**Opportunity Day** Q2/2022 Results Aug 24, 2022

S&P Global

Sustainability Award Silver Class 2022

CCC B BB BBB A AA AAA

AA

MSCI ESG RATINGS Net Zero by 2050

Carbon Neutrality

by 2030





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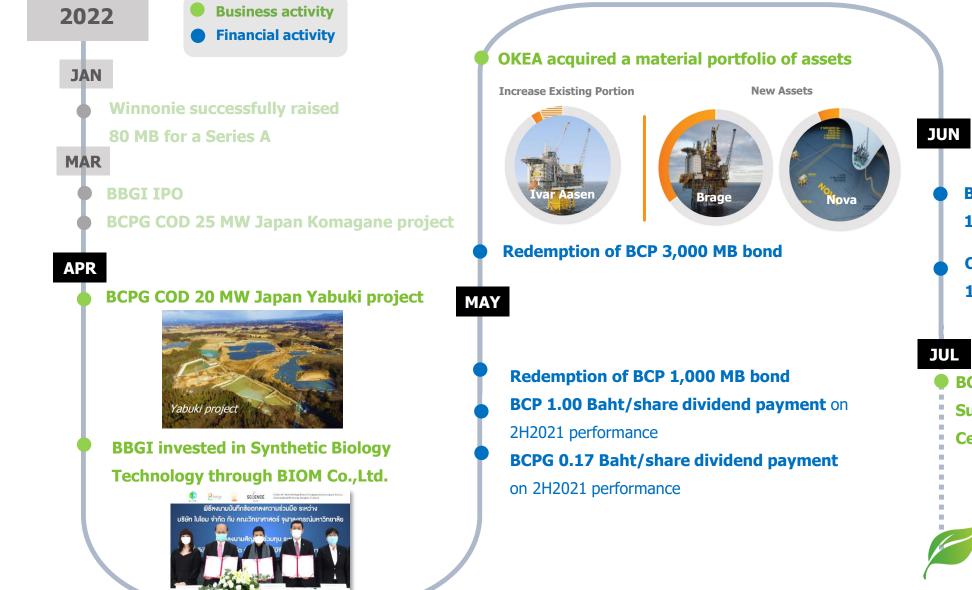
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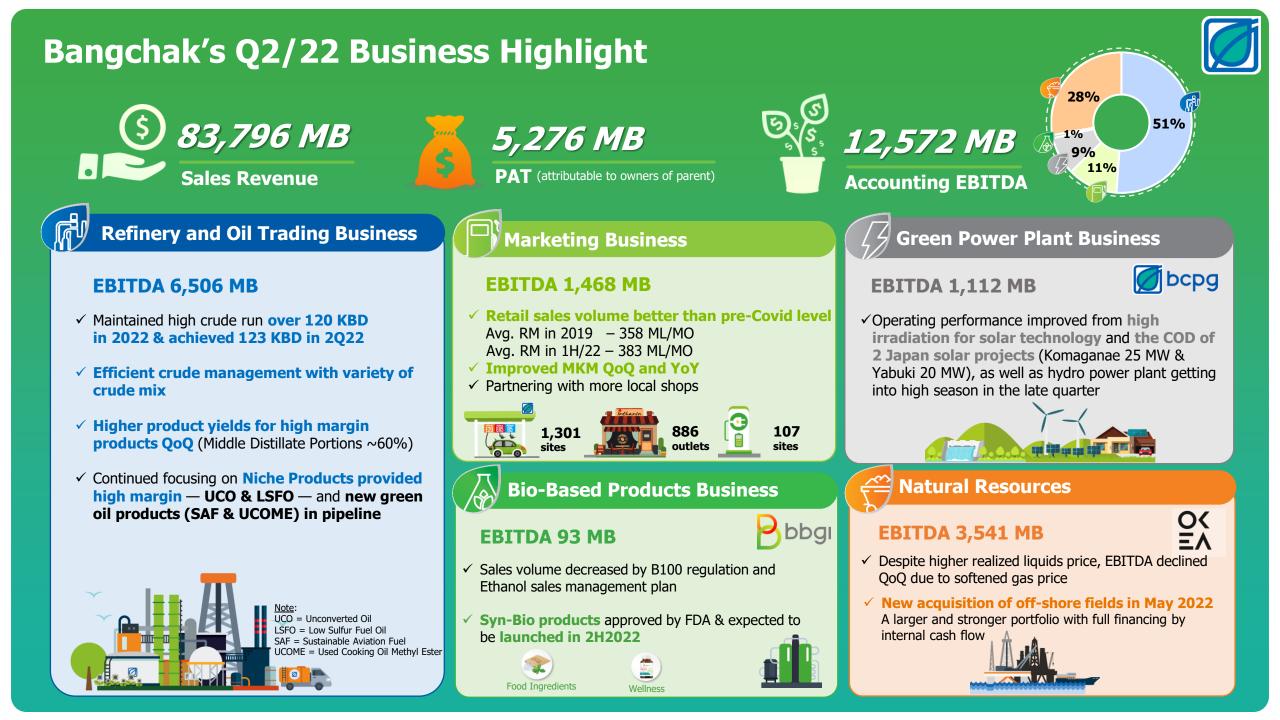
# **Towards Sustainable Growth**





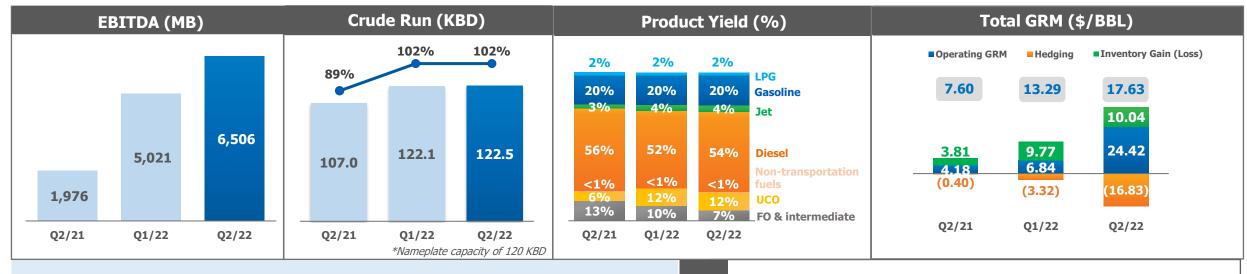
- BBGI 0.15 Baht/share 1<sup>st</sup> dividend payment after IPO
- OKEA 0.90 NOK/share 1<sup>st</sup> dividend payment after IPO
- BCP received International
   Sustainability and Carbon
   Certification (ISCC EU Certificate)



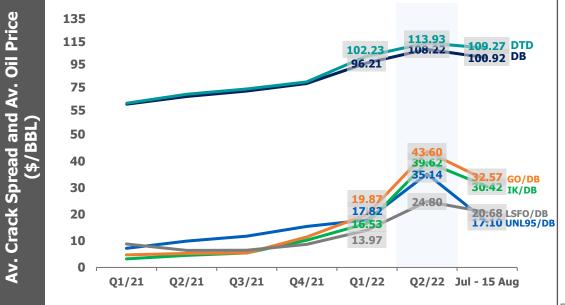






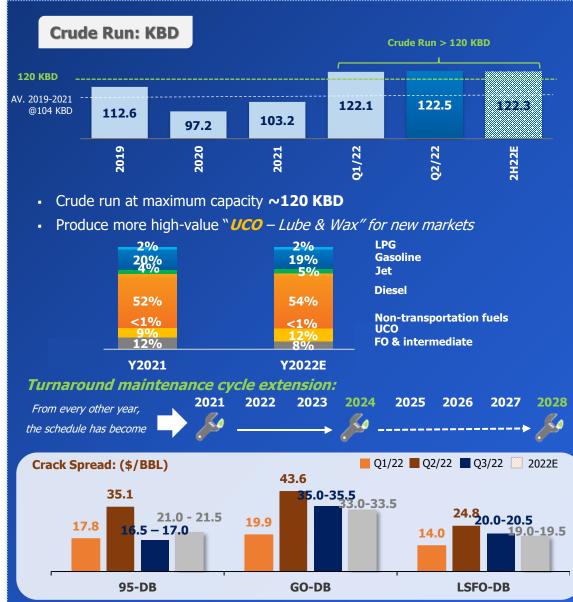


- Crude run remained high at 123 KBD (utilization rate of 102%)
- Extraordinarily high operating GRM of 24.42 \$/BBL from spiking crack spread of all products, especially diesel which is the main portion of BCP refinery's product yield
- **Strong inventory gains of 10.04 \$/BBL** from increased crude oil prices due to strengthening global oil demands and supply disruption from Russia-Ukraine war
- Competitive cost efficiency from integrated logistics network (BFPL & Switching FSU to oil tanks)



# **Business Update: Refinery**



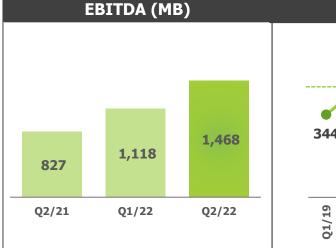


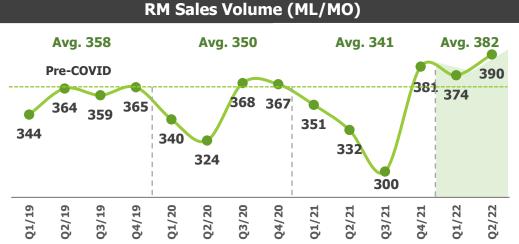
#### **Integrated Logistics and Sales Network**



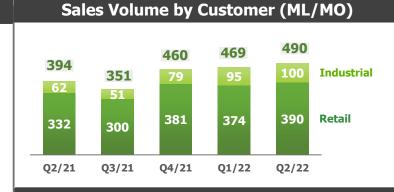
## **Marketing Business**







- $\circ$  Retail sales volume bounced back above, even stronger than, the pre-pandemic levels
- Total sales volume improved QoQ due to higher domestic oil consumption, especially in diesel and gasohol products;
  - Employees and students resumed on-site activities
  - Tourism industry also began to recover
  - Rising diesel demand from power sector as a substitute sources for natural gas
- Improved net marketing margin to 0.94 Baht/Liter or 60% QoQ as the government raising diesel price cap to be more in line with global oil price situation



#### Sales Volume by Key Product (ML/MO)

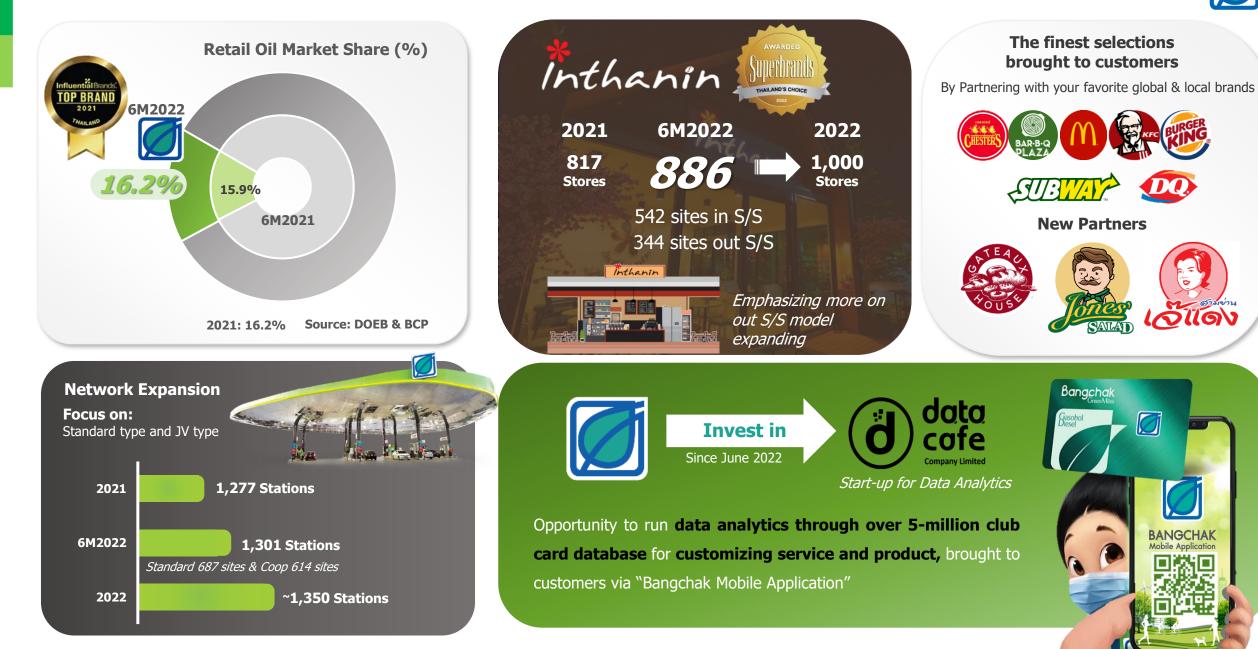


#### Net Marketing Margin (Baht/Liter)



# **Business Update: Marketing**





NIG

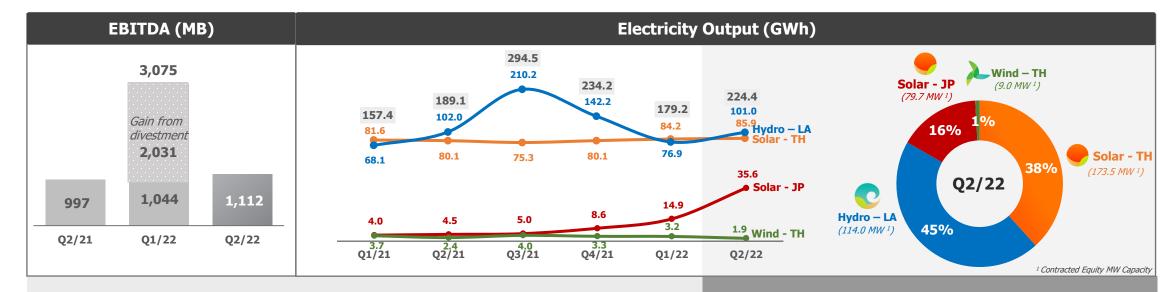
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## **Green Power Plant Business**





- **Normalized EBITDA improved QoQ** mainly due to better electricity outputs 0
  - The commencement of commercial operations of 2 solar power plants in Japan (45 MW in total), Komagane and Yabuki in late Q1/2022 and early Q2/2022, respectively, led Japan Solar power to surge significantly +139%
  - Thai solar power plant performance increased from the higher irradiation in Q2
  - Laos hydropower +31% due to seasonal factor as it has started entering the high season at the end of the second quarter
  - Lower performance from JV Philippines wind power plant due to low season

#### • Business Update

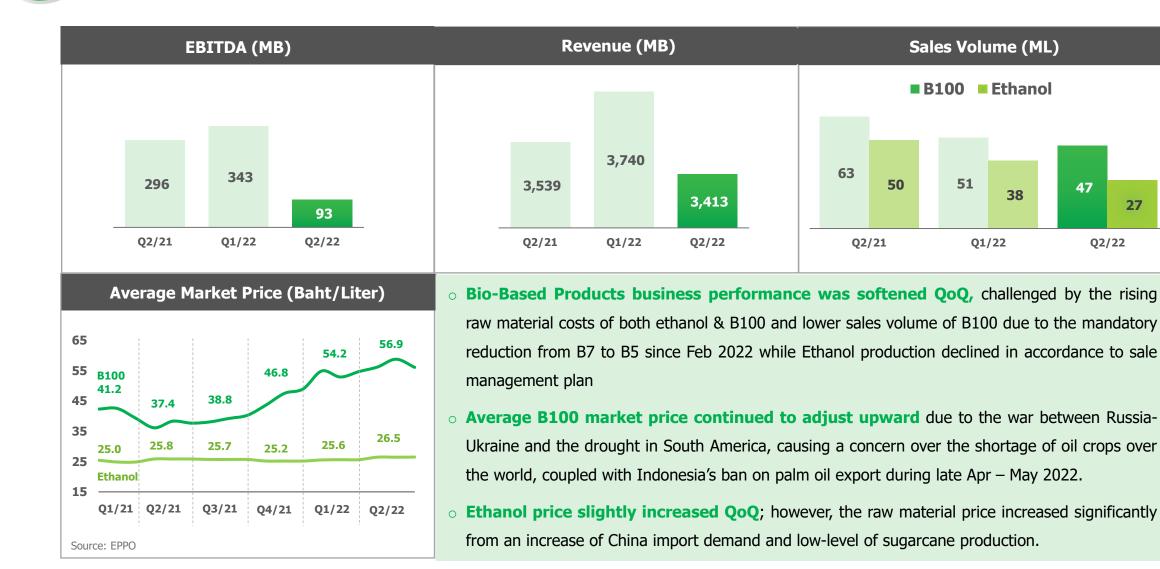
 Construction of transmission line on track and expected selling electricity to EVN from Lao PDR within Sep 2022



- Fransmission Line n Vietnam
- Solar power projects in Taiwan 469 MW (SCOD 2022-25)
- New investments through M&A: 2022 CAPEX of 30,000 MB

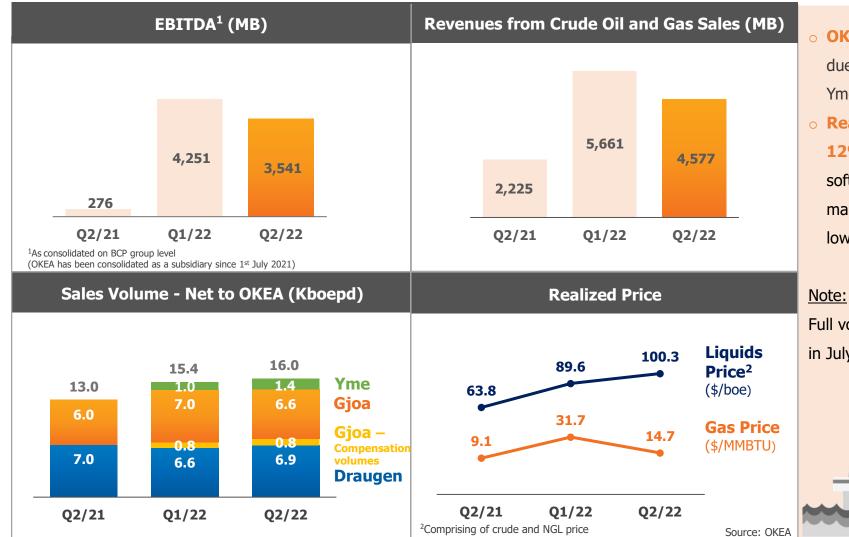












 OKEA sales volumes slightly rose 3% QoQ due to increasing performance from Draugen and Yme oil fields.

 Realized liquids price continued to increase 12% QoQ while gas price remained volatile and softened QoQ, in line with the market price of the main export destination country (UK) led to a lower performance.

Full voluntary redemption of 100 MUSD OKEA02 bond in July for cost saving after tax of ~ 55 MNOK



# A Norway-based oil company engaged in the oil and gas exploration and production industry Listed in Oslo Stock Exchange Listed in Oslo Stock Exchange Morway-based oil company engaged in the oil and gas exploration and production industry Listed in Oslo Stock Exchange since June 2019 March 2010 Marc

Current Assets in Production



Draugen **44.56%** 

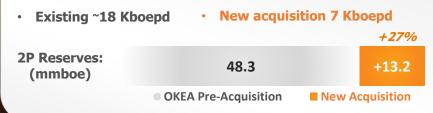


Gjoa **12%** 



Strengthening a more robust and diverse production portfolio in North Sea

#### 2022 Production Target:



Yme **15%** 



Ivar Aasen 2.77% → \*9.24%

Healthy balance between growth and dividends





\*New Acquisitions





Nova

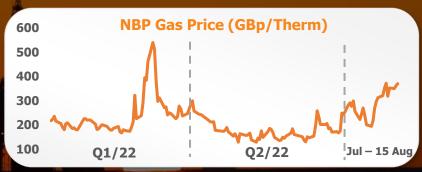
**6%** First Oil - 1 Aug 2022

\*Transactions are expected to complete in Q4/22

35.2%

Operator: OKEA

# Rising gas price underpinned by strong demand recovery and supply disruption



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# Appendix



Businesses

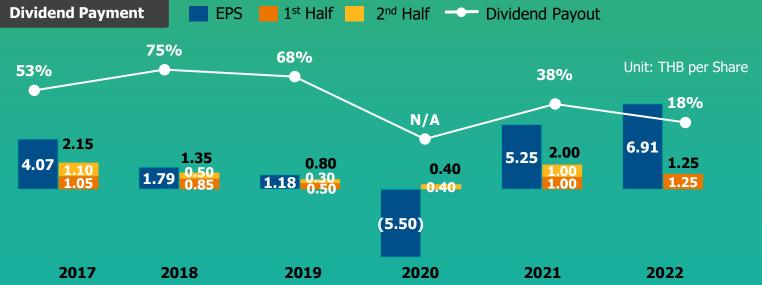
# **Bangchak's Business Portfolio**





#### Listed in SET since August 1994 **Dividend Policy:** ≥ 30 percent

The Company has the policy to pay out dividend to the shareholders at the rate of not less than 30 percent of net profit after deduction of allocation of legal reserve. However, this is subject to the economic situation, the Company's cash flow and investment plans of the Company and its subsidiaries according to the necessary, appropriation and other concerning as the Board of Directors' consideration.



# Pathway to NET ZERO 2050





## **BCP and Sustainability**



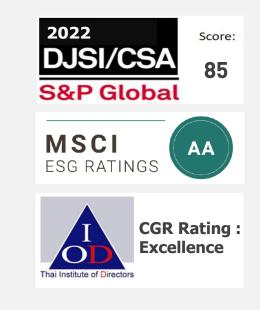


## **To Create Social Values**





# ESG Rating & SDGs Performance



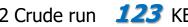
# **Refinery and Trading Business: BCP Refinery**



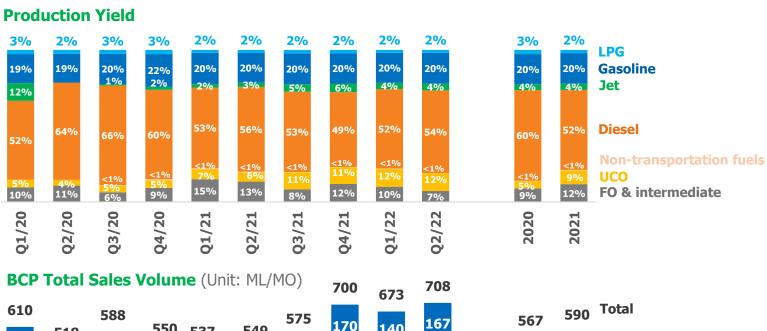


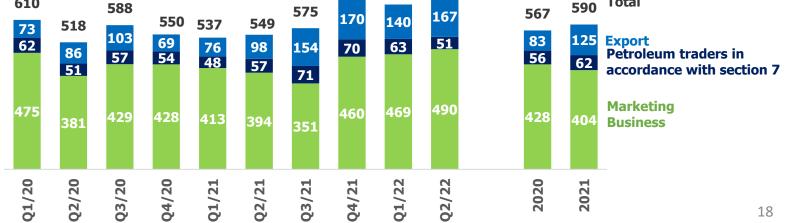






Q2/22 Operating GRM 24.4 \$/BBL

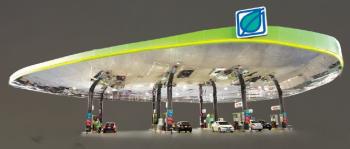




# **Marketing Business: Service Stations and Inthanin**







#### **Network Expansion**

Focus on high potential areas, with service stations of distinguished character, harmoniously customized to customer needs

#### **Unique Design Service Stations**



# **687** Sites

Standard Type

**1,301** Sites

**CO-OP** Type







#### "The first impression"

Deliver the best customer experience. Developing unique design service station is one of the main strategy to make BCP service stations more appealing to customers



#### **Non-Oil Business**

#### **Coffee Business**

Inthanin



serve 100% Arabica coffee beans roasted with specific process while giving back to the community and

**886** Stores 542 sites in S/S 344 sites out S/S (as of 30 Jun 2022)

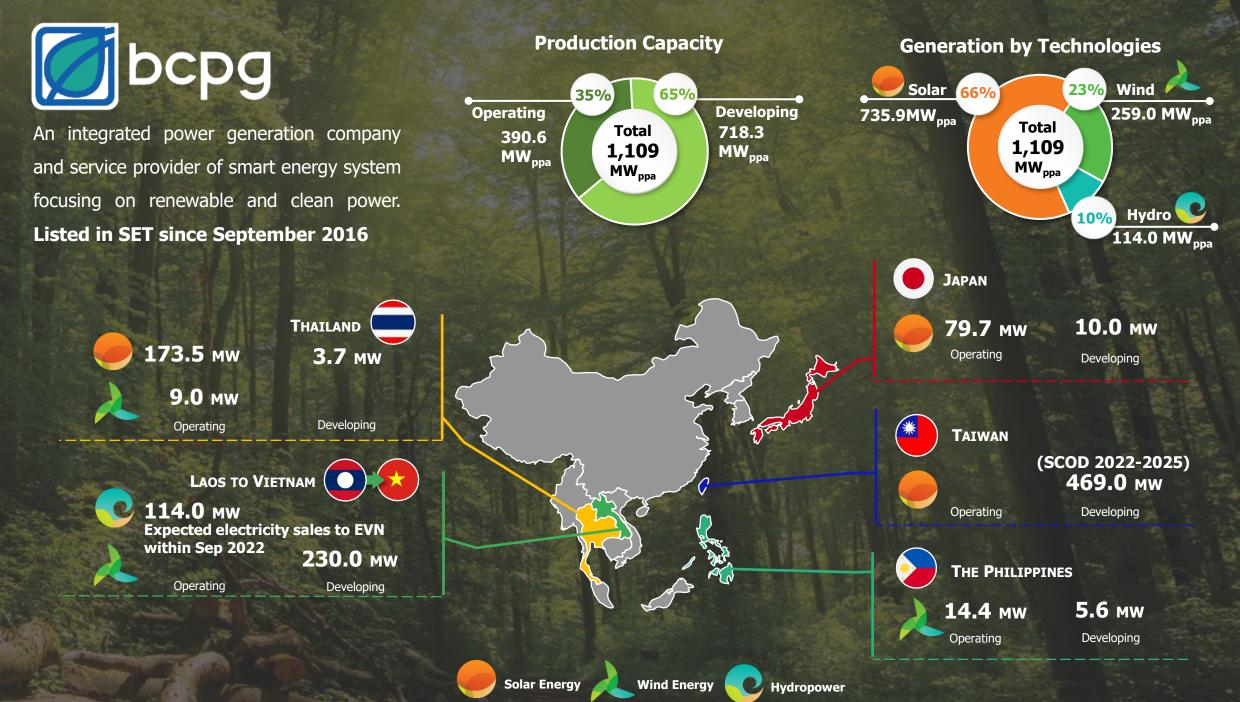
#### **EV Charging Business**

hthanin



Inthanin

**SHARGE** Total installed Service Stations



Remark: information as of Aug 2022 and Unit is Contracted capacity or equity MW<sub>ppa</sub>



# No.1 Fully Integrated Biofuel Producer in Thailand

• Listed in SET since March 2022

Collaborate with a synbio-technology player through Investing and Partnering to Bring Bio Business to "New Frontier"

#### **Ethanol Business**

Kanchanaburi Molasses 300,000 L/D

**Operates under KGI-BP** BBGI holds 100%

#### Khonkaen

Molasses

#### 150,000 L/D

+200,000 L/D (Currently under construction) **Operates under KGI-NP** BBGI holds 100%

#### Chachoengsao Cassava 150,000 L/D

**Operates under BBE** BBGI holds 85%

#### **Biodiesel Business**

Ayutthaya Crude palm oil **1.000.000** L/D Refined Glycerin 27,000 Tons/Yr

Operates by BBF BBGI holds 70%

Chachoengsao

1.0

Ayutthaya

Kanchanaburi

Khonkaen

**Biofuel Production Capacity** (Unit: ML/D) 1.8 WWWWWWW & Ethanol Expansion Capacity \*currently under construction 0.6 Ethanol Capacity

Biodiesel Capacity

### **BBGI's Dividend Policy ≥** 40% of net profit of Company's

separate financial statements after all deductions as required by law or by Company. However, this is subject to the economic situation, Company's cash flow and investment plans according to the necessary, appropriation and other concerning as the Board of Directors' consideration.

#### 1<sup>st</sup> dividend payment of 0.15 Baht/share in Jun 2022 2<sup>nd</sup> dividend payment of 0.05 Baht/share in Sep 2022

#### **Our Growth Opportunities**

Leading and Pioneering in Thailand Synthetic Biology

#### Synthetic Biology

Partnering with (%) MANUSBIO Advanced bacteria fermentation tech to convert sugar into natural ingredients

**Distribution Platform** 

nature+

Supplement

www.bbgigroup.com



**F** BNaturePlus @BNaturePlus BBGI Official Store 👹 BBGI B nature+

Manufacturing License and Distributor in 12 Countries through

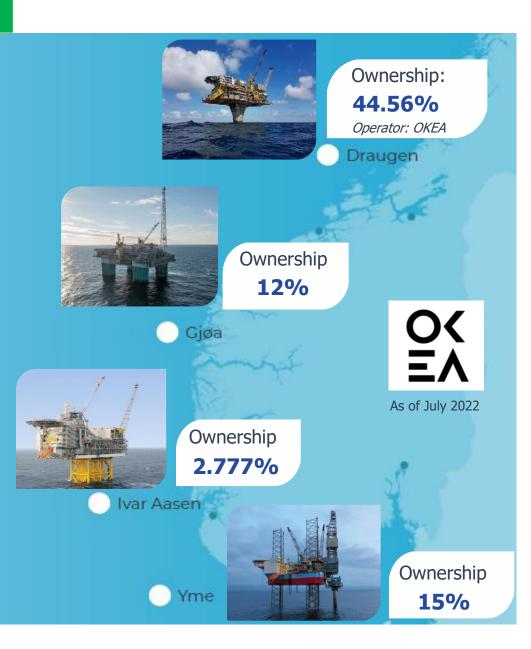
Exclusive



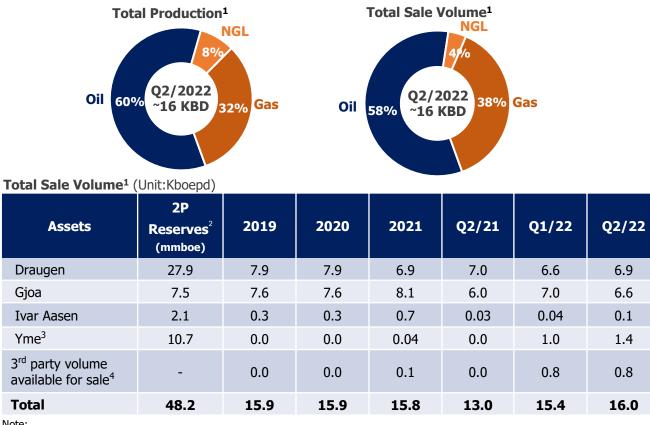


# **Natural Resources Business: OKEA ASA**





- A Norway-based oil company engaged in the oil and gas exploration and production industry
- Listed in Oslo stock exchange since June 2019



Note: <sup>1</sup> Net to OKEA

<sup>2</sup> OKEA reserves as of 31 December 2021, except reserve from Ivar Aasen which is as of 1 January (2.777% working interest) <sup>3</sup> Yme First oil on 25 October 2021. Net production ~5.6 KBD for the first 12-months, and 8.4 KBD at plateau <sup>4</sup> Compensation volume from Duva received (tie-in to Gjøa)



# Appendix

Financials



# **EBITDA Structure (Consolidated)**



Unit: THB Million	Q2/2022	Q1/2022	QoQ	Q2/2021	YoY
Total Revenue	83,796	69,055	21%	43,775	91%
Accounting EBITDA	12,572	13,714	-8%	4,269	195%
Refinery and Trading Business 1/	6,506	5,021	30%	1,976	229%
Marketing Business <sup>2/</sup>	1,468	1,118	31%	827	78%
Power Plant Business <sup>3/</sup>	1,112	3,075	-64%	997	12%
Bio-Based Product Business <sup>4/</sup>	93	343	-73%	296	-68%
Natural Resources Business <sup>5/</sup>	3,541	4,251	-17%	276	>1000%
Others	(148)	(94)	-58%	(103)	-44%
Profit attributable to owners of the Company	5,276	4,356	21%	1,765	199%
Basic earnings (loss) per share (Baht)	3.79	3.12		1.21	

Note: 1/ EBITDA from Refinery and Trading Business of the company (BCP), BCP Trading Pte. Ltd. (BCPT), Bangchak Fuel Pipeline and Logistic Co.,Ltd. (BFPL) and others 2/ EBITDA from Marketing Business of the company (BCP), Bangchak Green Net Co.,Ltd. (BGN), Bangchak Retail Co., Ltd., (BCR) and others 3/ EBITDA from Power Plant Business of BCPG Plc. (BCPG Group)

4/ EBITDA from Bio-Based Product Business of BBGI Plc. (BBGI Group)

5/ EBITDA from Natural Resources Business of OKEA ASA (OKEA), BCP Innovation Pte. Ltd. (BCPI) And BTSG Co., Ltd. (BTSG) and others

# **Profit and Loss (Consolidated)**



Consolidated Statement of Income (THB Million)	Q2/2022	Q1/2022	QoQ	Q2/2021	YoY
Revenue from sale of goods and rendering of services	83,796	69,055	21%	43,775	91%
Cost of sale of goods and rendering of services	(65,579)	(56,801)	15%	(40,032)	64%
Gross Profit	18,218	12,254	<b>49%</b>	3,744	387%
Other income	477	350	36%	176	171%
Selling and administrative expenses	(2,074)	(1,669)	24%	(1,590)	30%
Exploration and evaluation expenses	(95)	(346)	-73%	(38)	151%
Gain (loss) from derivatives	(6,422)	(1,320)	N/A	(202)	N/A
Gain (loss) on foreign exchange	(516)	60	N/A	181	N/A
Gain from sale of investment	-	2,031	N/A	-	N/A
Loss from impairment of assets	4	563	N/A	13	N/A
Profit (loss) from operating activities	9,592	11,923	-20%	2,283	320%
Finance costs	(1,043)	(836)	25%	(518)	101%
Impairment gain and reversal of impairment loss (impairment loss) determined in accordance with TFRS 9	(20)	(384)	N/A	(8)	N/A
Share of profit (loss) of associates and joint ventures accounted for using equity method	(6)	148	N/A	512	N/A
Profit (loss) before income tax expense	8,522	10,851	-21%	2,269	276%
Tax income (expense)	(3,033)	(5,347)	-43%	(195)	>1000%
Profit (loss) for the period	5,489	5,504	-0.3%	2,074	165%
Owners of parent	5,276	4,356	21%	1,765	199%
Non-controlling interests	213	1,205		309	
Basic earnings (loss) per share (Baht)	3.79	3.12		1.21	

# **Financial Ratio (Consolidated)**



Profitability Ratios (%)	Q2/2022	Q1/2022	Q2/2021
Gross Profit Margin	21.74%	17.75%	8.55%
EBITDA Margin	15.00%	19.86%	9.75%
Net Profit Margin	6.55%	7.97%	4.74%
Return on Equity <sup>1/</sup> (ROE)	23.40%	17.96%	7.67%
Efficiency Ratio (%)			
Return on Assets (ROA)	16.66%	13.45%	5.26%

1/ Profit and total equity attributable to owners of the parent

	30-Jun-22	31-Mar-22	30-Jun-21
Liquidity Ratios (Times)			
Current Ratio	1.97	2.19	1.94
Quick Ratio	1.19	1.46	1.07
AR Turnover	24.03	23.67	27.71
Collection Period (Days)	15	15	13
AP Turnover	14.67	16.71	25.74
Payment Period (Days)	25	22	14
Financial Policy Ratios (Times)			
Debt to Equity	1.81	1.78	1.32
Interest bearing Debt to Equity	1.03	1.11	1.06
Net Interest bearing Debt to Equity	0.52	0.49	0.80
Release of Debenture Ratio (Times)			
Net Interest bearing Debt to Net Equity	0.47	0.45	0.66

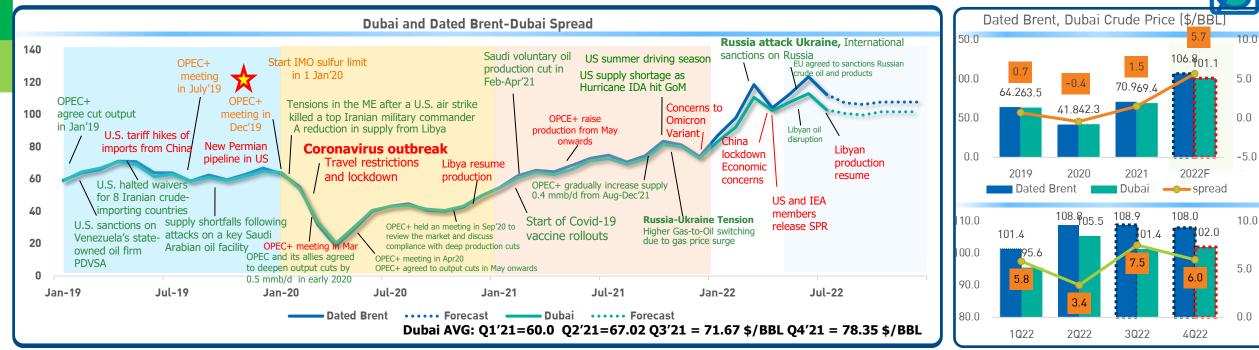


# Appendix

Oil Outlook



# **Crude Price Outlook**

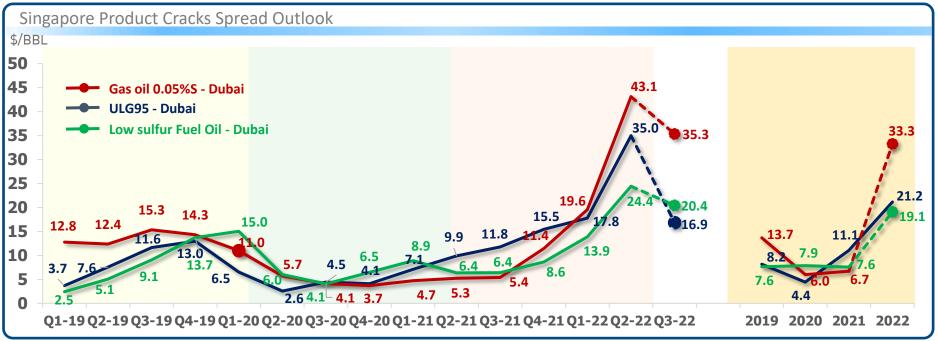


#### Crude price move around 90-120 \$/BBL in Q3'22.

Oil fundamentals have passed peak tightness and will ease in Q4, but risks remain with tight stocks and little spare capacity.

Focus on Q3'22:	Market Highlights in 2022:	Dated Brent – Dubai Spread
<ul> <li>Fears of global recession</li> <li>Concerns of China lockdown to hit oil demand.</li> <li>IEA members to release 1.3 MMBD oil over 6 months til Oct'22</li> <li>Libyan oil production resumed</li> <li>OPEC+ agrees 100 KBD increase from September</li> <li>Dollar strengthens, high US inflation fears of further big rate hikes</li> <li>Seasonal demand growth remains a main driver of the tight oil market</li> <li>Very low spare capacity drive supply tightness</li> <li>The EU imposes an embargo on Russian crude oil and oil products in Dec'22 and Feb'23.</li> <li>OPEC+ continues to produce below target</li> </ul>	<ul> <li>Oil demand recovering but more slowly prospect: high inflation and higher recession risk</li> <li>Lower supply due to sanctions on Russian oil</li> <li>Supply uncertainty from Libya outages and prolong Iranian sanctions lifting.</li> <li>Geopolitical supply risks in MENA</li> <li>OPEC+ continues to produce below target</li> <li>SPR releases reducing tight supply</li> <li>Supply increase as U.S. and Iran nuclear talks.</li> <li>Low global oil products inventory, refineries will need to run harder</li> <li>Strong dollar index on potential US interest rate rise</li> </ul>	<ul> <li>EU imposes sanction on Russian crude</li> <li>Some Asian countries replace its Middle East crude grade by discounted Russian crude oil.</li> <li>Overall spread in 2022 could be seen in widen range due to global supply tight especially in Europe which want to replace Russian barrel and strong demand from refinery which runs at high rate.</li> </ul>

# **Crack Spread Price Outlook**



Soften gasoil crack as low seasonal demand in Asia as monsoon season amid rising supply from refineries keep high refinery runs and maximize gasoil production. Weaker gasoline crack as softer demands from high retail prices and rising supply from refineries with more export from China after granted the new export quotas. Lower low sulfur fuel oil crack as higher supply shift away from marine fuel and higher VLSFO export quota from China

#### Focus on Q3'22:

- Gasoil crack will be softened as low seasonal demand in Asia during monsoon season amid rising supply from refineries continued to maximize capacity and gasoil production as lucrative margin. However, the downside is limit due to the ongoing Europe sanction Russian oil imports
- Gasoline crack will be pressured as rising supply from high refinery runs and China's new
  export quotas lead to more export with some of demands could curb as high retail prices
- Low Sulfur Fuel oil crack will be softened following both of gasoline and gasoil cracks narrow down. Supply is likely to increase as producers moves to produce more LSFO and Chinese VLSFO export is projected to increase after government grant new round of VLSFO export quota this year.

#### Market Highlights in 2022:

- The continued demand recovery to pre-COVID levels as relax restrictions and further border reopening
- Expected growth in manufacturing and industrial demand will recover following economic activities
- The resumption of air travel after more countries gradual lifting of travel restrictions
- Europe banned Russian oil imports lead to global supply tightness
- The Low Sulfur Fuel Oil's supply in the worldwide will be continued to fall on the back of continued refinery modernization and will be supported by lower supply due to refiners move sulfur cutter supply away from marine fuel



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