

THE BANGCHAK PETROLEUM PUBLIC COMPANY LIMITED

2098 M Tower Building, 8th Floor, Sukhumvit Road, Bangchak, Phrakanong, Bangkok 10260 Thailand.

IR CONTACT

E-mail: ir@bangchak.co.th **Tel:** +662 335 4390, 335 8518

Website: www.bangchak.co.th

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FACT SHEET
FY 2016 PERFORMANCE



NEXT CHAPTER BEGINS

1984 Established



1990 Opened 1 st service station with co-op

1994 IPO Listina 2002 Launched Biofuel Product 2009 • Complex Refinery • Biodiesel Business

2012 Operated Solar Power Plant Phase 1 (38 MW PPA)

2013 Operated Solar Power Plant Phase 2 (32 MW PPA)

46

2014

- Fully operated of all Solar Power Plant (118 MW PPA)
- Expanded to E&P Business

Restructured Green Power

Plant Business for IPO

• BCP Innovation

Acquired BCPG Japan

2016

- Successful IPO of BCPG • Set up Trading Businesses
- Set up Bangchak Retail

BUSINESS HIGHLIGHTS

Refinery Business

Nameplate Capacity: 120 KBD Crude sourcing: Sweet Crude



BCP Trading Channels (2016 portion)

Biodiesel Business

MOGAS JET HSD

Production Capacity 810,000 litre/day (BCP hold 70 %) Utilizations rate (2016): 80%

11%

12%

Export

Fuel Oil exported to Japan

Wholesales

Ethanol Business

Production Capacity: 550,000 litre/day BBE 150,000 litre/day (BCP hold 85.00%) Utilizations rate (2016): 83% UBE 400,000 litre/day (BCP hold 21.28%) Utilizations rate (2016): 81%

Retail: Service Station

Our own brand "Bangchak"

FO

Refinery Accounting GRM (\$/BBL) Accounting GRM 2.15 0.48 FY2014 FY2015 FY2016

Market GRM Oil Hedging Inventory G/L

Net MKM Contribution Performance (THB/Litre) FY2014 FY2015 FY2016 Net Retail Margin Net Industrial Margin

Non-Oil Businesses

402 Bran



Refinery

Unprecedented High Crude Run >101 KBD (>113 KBD exclude TAM)

Supporting Business

- Biodiesel BusinessEthanol Business



10% YoY retail sales volume growth Total Service Station as of December 2016 : 1,075 stations

Green Power Plant

E&P "Bangchak hold 96.98% shares of Nido Petroleum Limited"

BCPG Milestone 17 July 2015 Dec 2015 Feb 2016 25 Mar 2016 28 Sep 2016 Acquisition SunEdison Japan Establis Restructuring **Public Company** SET Listing Completed Registration Completed **Electricity Generation Thailand Portfolio Japan Portfolio** (125 MWac)

2015

Upstream Business Nido Selling Price is premium to Dubai price Unit: \$/BBL Production (KBD)





■ Dubai ■ Nido

FINANCIAL PERFORMANCE (CONSOLIDATED)

Industrial Customer

FY2016

EBITDA Performance Unit: THB Million FY2015 _4% FRITDA 11,081 Refinery Business

Marketing Business

Solar Power Business

FY2014 FY2015 FY2016

* Attributable to owners of the company

Net Profit*























