# Opportunity Day Q1/2023

**Bangchak Corporation Plc** 



bangchak



















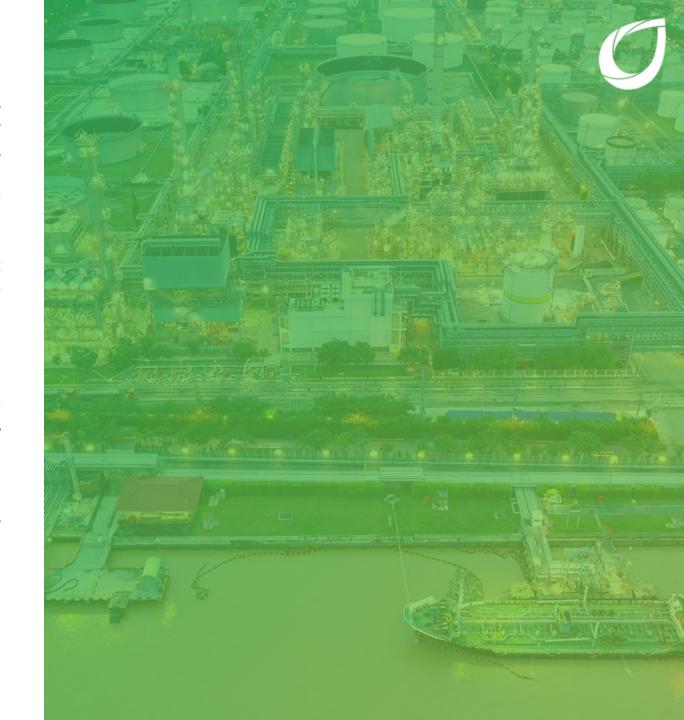


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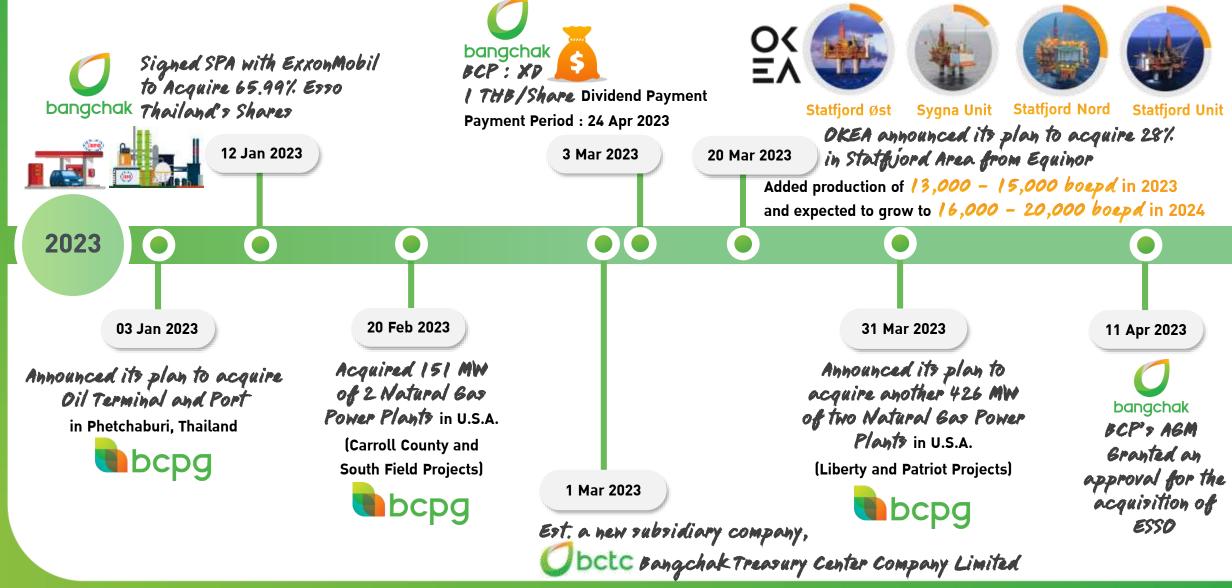
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# **Key Significant Events in 2023**





# Agenda



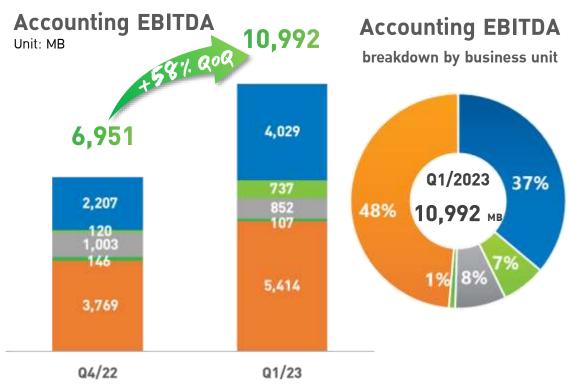




# **Bangchak Group Performance**

# Q1/2023 Bangchak Group's Key Performance Highlights





**Refinery and Oil** 



**Marketing Business** 









Natural Resources **Business** 

+83% QoQ, Successfully upheld a consistent level of production capacity, with its average record high of 125 KBD, also recognized a gain from oil hedging and lower impact on inventory loss

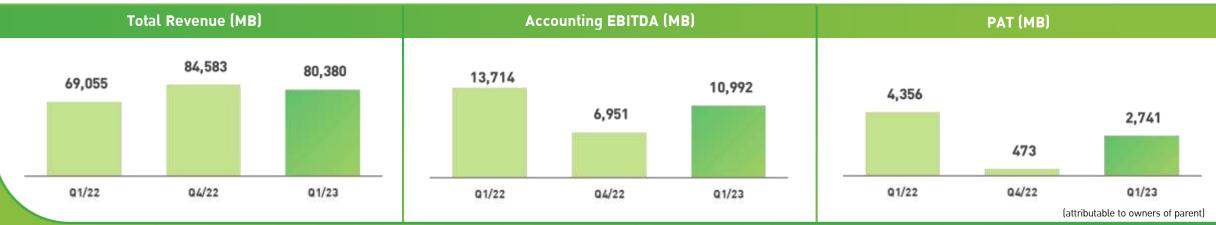
>100% QoQ, The increase in total marketing margin was mainly due to lower average finished oil prices, together with the unfreezed price cap and a lower contribution in diesel oil fund

-15% QoQ, Mainly from Hydro Power Plant has fully paused its operation in preparation for electricity selling from Laos to Vietnam

-26% QoQ, Lower sales volume particularly from Ethanol Business due to the optimal sale management plan

+44% QoQ, The significant increase in production and sales volume

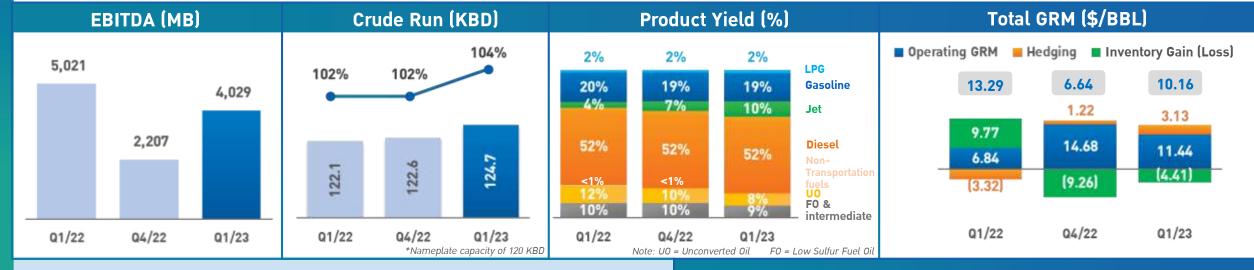
was mainly due to the full recognition of operational performance after acquiring Wintershall Dea Norge AS on November 1, 2022





# Refinery and Oil Trading Business





- O Run rate was the first-time achieved record high of 125 KBD in Q1/2023.
- O Reported operating GRM of 11.44 \$/bbl with a decline of 3.24 \$/bbl, primarily attributed to the diminished crack spread of diesel product (GO-DB) aligning with the prevailing global market conditions due to the easing of tight supply, as the sanctions imposed by European nations on Russian crude production did not cause significant disruption as initially projected by the market.
- Recorded gain from fair value of oil hedging of 3.13 \$/bbl due to the downward trend
  in the crack spreads.
- Inventory loss of 1,687 MB (Net NRV), as the decline in global oil prices demonstrated a relatively lesser deceleration in contrast to the preceding quarter.

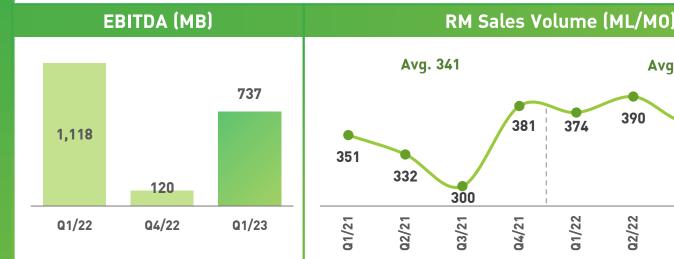
### Avg. Crack Spread & Oil Price (\$/BBL)

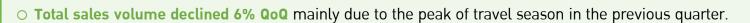




# **Marketing Business**







### O Net marketing margin per unit improved 16% QoQ mainly from

The quarter witnessed an increase in marketing margin per unit, primarily attributable to lower average finished oil prices driven by the prevailing global market conditions.

Avq. 386

365

03/22

04/22

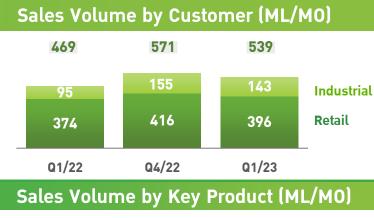
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02/22

396

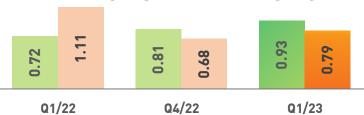
01/23

- Additionally, the market price underwent a suitable marketing margin adjustment, and lower contribution for diesel to the Oil Fuel Fund per the policy of Energy Policy and Planning office (EPPO)
- Recorded an inventory loss attributed to the downward trend in refined product prices.









Note: 1 Marketing Margin of Bangchak and BGN (excluding inventory gain/(loss) and NRV)

<sup>&</sup>lt;sup>2</sup> Net Marketing Margin of Bangchak and BGN (including inventory gain/(loss) and NRV)

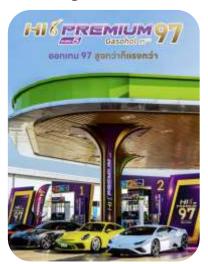


# **Launching High Premium Product**



# Best in class, Premium quality Gasohol 97

- Highest Octane level
- Euro 5 Standard
- Revolutionary Additives in Bangchak's 'Hi Premium 97' Achieve
   Immaculate Injector Cleaning at Unmatched World-Class Standards
- Remarkable Acceleration Boost with 4.1% increased (US Laboratory Accreditation)
- Covering 121 Service Stations in major areas



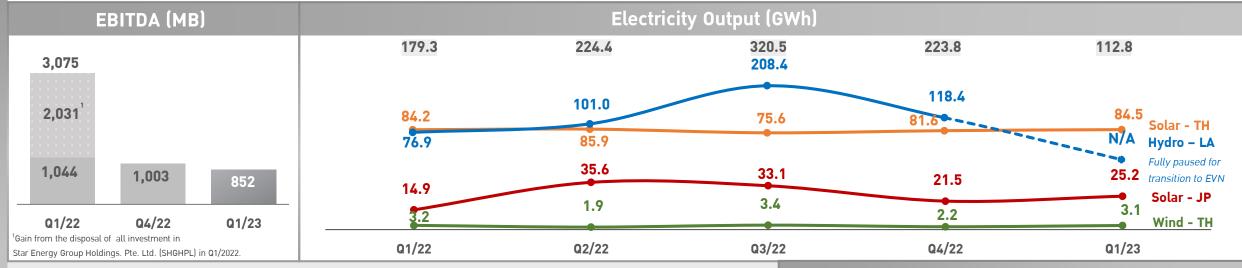










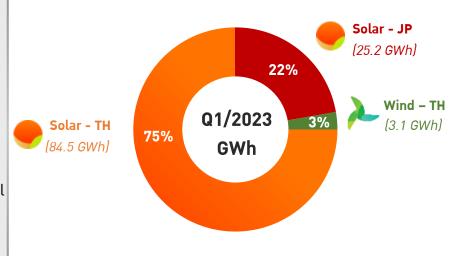


**Electricity sales -50% QoQ**, mainly caused by the transition phase of hydropower plant

- Laos hydropower plant has been paused in preparation to transit their electricity output to Vietnam Electricity (EVN) since late Q4/2022 through all Q1/2023.
- O Solar and Wind projects generated higher output in this quarter supporting by the seasonal factor. Share of profit reported 40 MB (+>100% QoQ). This quarter BCPG recognized additional contribution from the new combined cycle gas turbine power plants in the USA commencing since March 2023.

A reversal of impairment was recorded on Chiba 2 (10MW), Solar project in Japan, owing to its successful resumption of the construction process and the expectation of its timely commercialization as planned.

### Sellable Output Breakdown by Power Types



# DCDG New Investment: Combined Cycle Gas Turbines



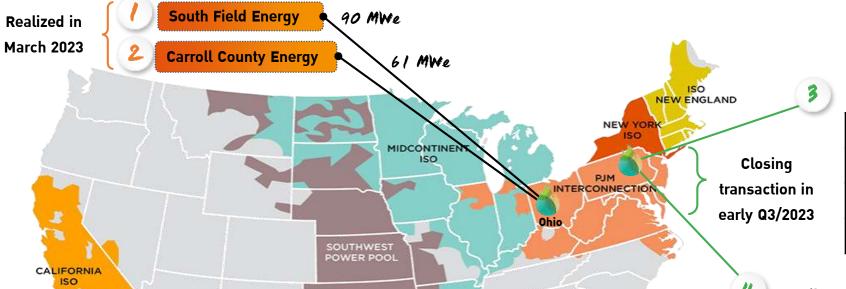


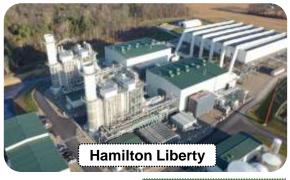


ERCOT

BCPG's Investments in pm Operational asset 577 MWe







COD	July 2016
Installed Capacity	848 MW
% Net Holding	25.0%
MW acquired	212 MWe

### **Hamilton Patriot**

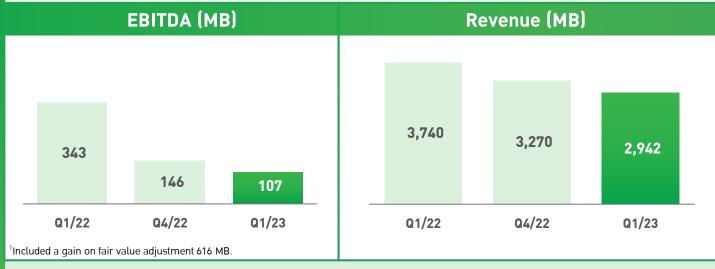
COD	July 2016		
Installed Capacity	857 MW		
% Net Holding	25.0%		
MW acquired	214 MWe		

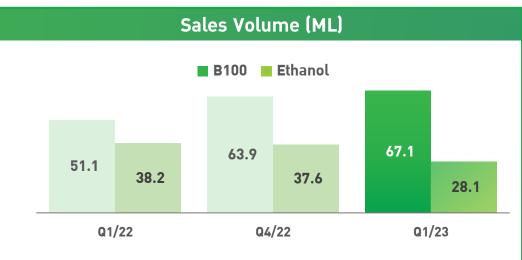




# **Bio-Based Products Business**

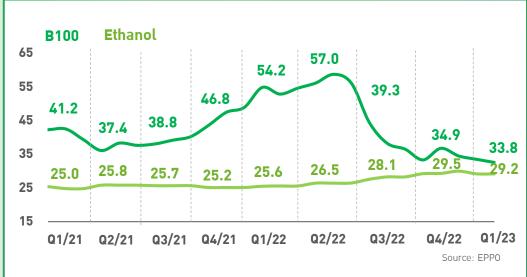






- Ethanol business revenue declined QoQ, attributable to 25% decreased sales volume due to the optimal sale management plan.
- Biodiesel business had lower costs thanks to the decrease in raw material, utility and chemicals.
- SG&A rose attributed to various factors, including the temporary shutdown at the ethanol plant in Khonkaen during the quarter, as well as there were additional expenditures related to the promotion of high-value bio-based products and the development of new products

### Avg. Market Price (Baht/Liter)

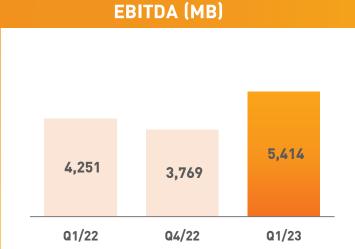


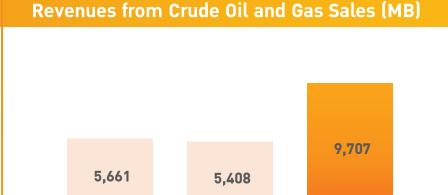


# **Natural Resources Business**

Q1/22



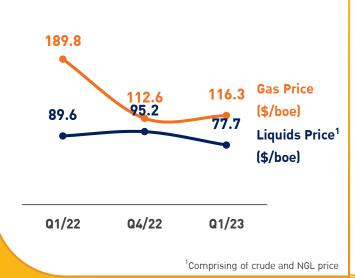




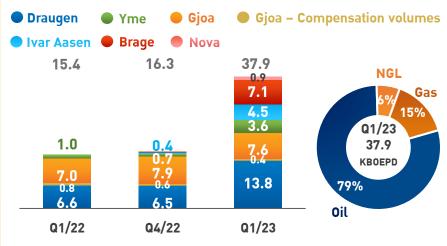
### Sales Volumes (KB0EPD)

Q4/22

Q1/23

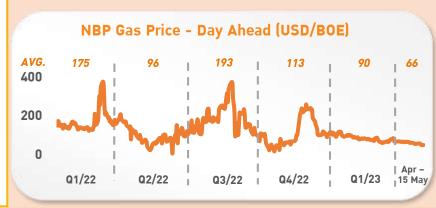


**Realized Price** 



OKEA has once again reported another remarkable Record-High Operating Income and EBITDA, supported by

- OKEA's sale volume grew by over 100% QoQ, exceeding contracted production capacity, due to
  - Overlifting position in 1Q23 due to the successful lifting of two cargoes from the Draugen field
  - Full-quarter revenue recognition from the recently acquired Brage field from Wintershall Dea
- O Despite the average selling oil (liquid) price's decline in alignment with the global oil market attributed to looming concerns over a global economic slowdown, natural gas prices experienced a modest increase in Q1/2023, surpassing the overall market conditions.



# OKEA ASA

Listed in Oslo Stock Exchange

- A Norway-based oil company engaged in the oil and gas exploration and production industry
- Mid-to-late-life operator on the Norwegian Continental Shelf (NCS)
- Listed in Oslo Stock Exchange since June 2019

As of Mar 2023



**New Acquisitions** 

### **Current Assets in Production**



Draugen 44.56% Operator: OKEA



Gjoa 12%



Yme 15%





Ivar Aasen 9.24%



Nova 6%

# **28%** WI in Statfjord Area which comprises:



Statfjord Øst 14%



Sygna Unit 15.4%



Statfjord Nord 28%



Statfjord Unit 23.93%

**After Acquiring Statfjord** 

Effective date 1 January 2023

### Expected completion in Q4/2023 subject to government approval

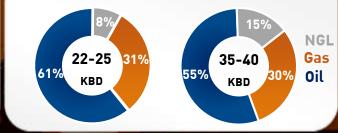
2023

More acquisition info. on https://www.okea.no/investor/reports/

### Scale and diversification

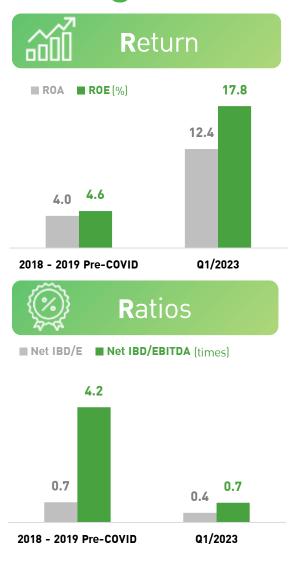
"Step change in asset base, production and reserves with significant upside"





# **Strong Financial Status**







Data as of Q1/2023





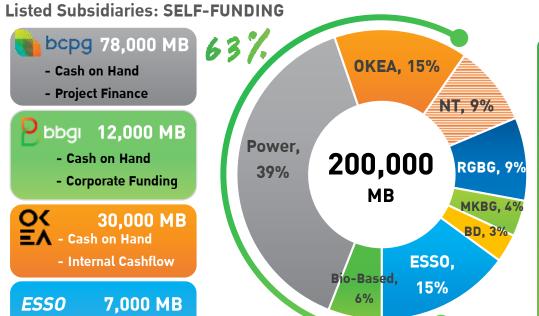


**EBITDA** Asset Debt S EDITOR
237,756 MB 91,363 MB 10,992 MB

Remark: (1) Including short-term investment

- Internal Cashflow

## **CAPEX Plan (2023-2030)**



### CAPEX Plan (2023)

	(Unit: MB)	FY2023	
THE STATE OF	Refinery and Oil Trading	8,000	
	Esso	25,000	nc. quisition
	Marketing	2,300	
13	Power	39,000	
	<b>Bio-Based Products</b>	1,700	
<b>F</b>	Natural Resources	17,000 11	nc. M&A
策	New Business	700	
400	Total CAPEX: ~	90.000	МВ



# **Bangchak Group Going Forward**

# Going Forward





- Flexible crude sourcing to mitigate the outlook for Refinery Margin
- Optimally adjusted Run rate accordingly



Positive Sentiment for Marketing Margin

Bangchak Hi Premium 97 launched for premium
 market segment



Inthanin  $+250 \rightarrow 1,250$  stores in FY23



New Investment: Combined
Cycle Gas Turbines

\* 151 MW in March 2023

• 426 MW Q3/2023



Transmission line 3A & 3B: LA-VN
(SCOD Q2/2023)

- Aria Link Terminal (Targeted by 1H23)
- CHIBA II Project (SCOD in 2024)
  successfully return to construction as planned
- Partnership with Xiamen Ampace Technology
   Limited (ATL) to jointly developed battery for 2-3
   wheel electric motorcycle
- Study Energy Storage system (ESS)
  to support the expansion of EV vehicle

OKEA plan to acquire 28% in Statfford Area



- Target for 16 20 kboepd in 2024
- Advancing to league of producers with
   > 40 kboepd in 2024
- Healthy balancing growth & dividends

  NOK 4.00 per share intended payout in 2023





partners with Conagen

To establish a precision fermentation JV for sustainable bio-based products

# **Esso's Deal Progress**

O

**Update: Illustrative Price** 

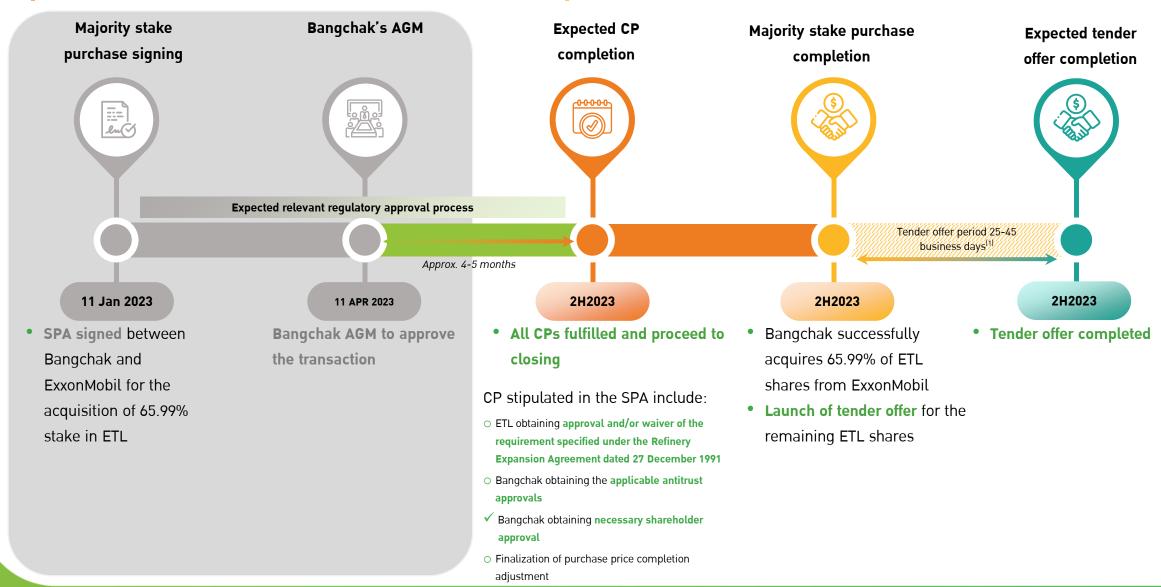
		Based on information obtained from ESSO		Based on public information disclosed by ESSO and the Company's estimate		
	(THBbn)	Illustrative 2Q2022	Illustrative 3Q2022	Illustrative 4Q2022	Illustrative 1Q2023	
	Enterprise value	55.5	55.5	55.5	55.5	
Debt/cash	(-) Net debt and debt equivalent Items	(25.6)	(41.6)	(41.2)	(30.4)	
adjustments	(+) Other financial items	2.8	2.9	3.0	3.1	
	(+) Working capital	(8.9)	1.4	7.7	(4.7)	
Working capital adjustments	(-) Reference working capital	9.5	9.5	9.5	9.5	
	(+/-) Volume-linked hydrocarbon inventories adjustment	(6.0)	2.3	(2.3)	1.8	
Pro forma adjustments	(+) Other adjustment Items	0.6	0.7	(0.4)	(0.4)	
	Total adjustments	(22.2)	(24.9)	(23.7)	(21.1)	
	= Indicative equity value	33.3	30.6	31.8	34.4	
	Total number of outstanding shares (mm) <sup>1</sup>	3,461	3,461	3,461	3,461	
	Indicative purchase price per share (THB)	9.63	8.84	9.18	9.94	

Note: Impact of potential changes is purely illustrative and does not represent any forecast of ETL's operating performance; please refer to Information Memorandum on Asset Acquisition for further details

<sup>&</sup>lt;sup>1</sup> On a fully diluted basis as of 3Q2022

# **Esso's Deal Progress**Update: Indicative timeline and next steps







# THANK YOU

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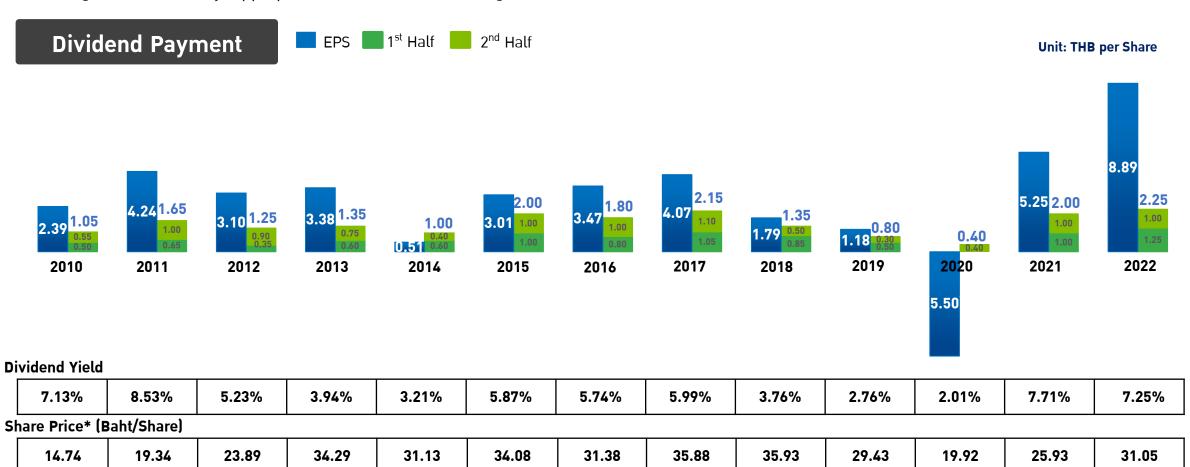


# **Bangchak's Historical Dividend**



# **Dividend Policy: ≥ 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.



<sup>\*</sup>Average share price of the period



# Refinery and Oil Trading Business





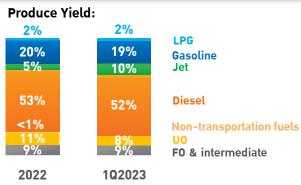
Record-High Q1/23 Crude run | 24.7 KBD

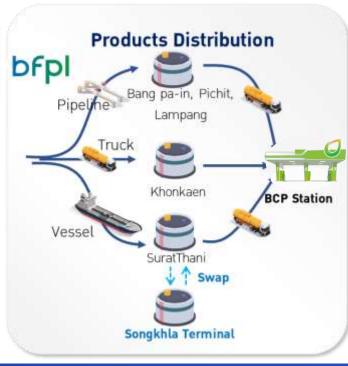


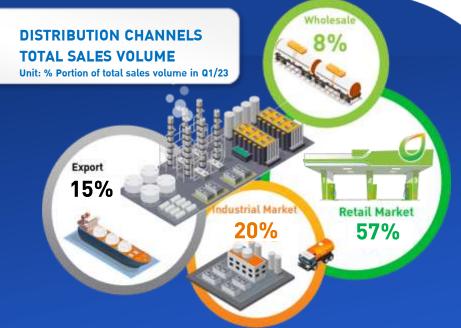
Q1/23 Market GRM / / .44 \$/BBL

Nameplate capacity of 120 KBD

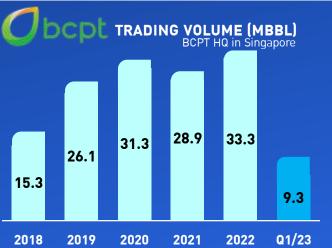














# **Marketing Business**



### Service Stations (as of 31 Mar 2023)



1,353 Sites

**Standard Type** 

**735** Sites

CO-OP Type

618

Sites

# Network Expansion

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

## Unique Design Service Stations



# "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



## Retail Experiences







# SHAVAND 2 OLOHER

Award for 2 years consecutively

# "THE FRESH QUALITY ECO-COFFEE IN THAILAND",

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



602 sites in S/S
419 sites out S/S
[as of 31 Mar 2023]

## EV Charging Business



Total installed



# bcpg Business footprints in 7 countries globally



Listed in SET since September 2016

BCP holds 57.19% As of Mar 2023

An integrated power generation company service provider of smart energy system focusing on renewable and clean power





(SCOD 2024)

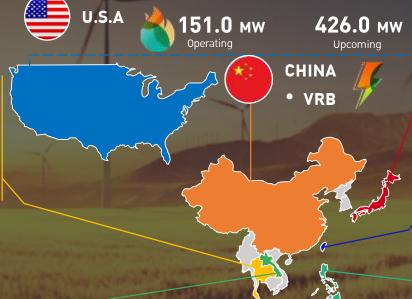
Generation by Technologies





(SCOD 2025)

230.0 MW Developing





















LAOS TO VIETNAM

114.0 MW

Operating



# DCDG New Investment: Combined Cycle Gas Turbines







Net to BCPG: 90 MW

Carroll County Energy 700 MW<sup>[1]</sup>

Net to BCPG: 61 MW

with investment budget of \$115 mm.

# Operational asset 151

### **Investment Highlight**

- PJM is the well-developed largest wholesale market in the world
- New technology of Gas Turbines with lowest fuel consumptions
- Strategic location accessing to low cost of natural gas from Marcellus Shale Gas

[1] Installed MW

• Unique opportunity to partner with Advanced Power to expand business in the US





### **South Field Energy: SFE**

COD	October 2021		
Installed Capacity	1,182 MW		
% Net Holding	7.6%		
MW acquired	90 MWe		





### **Carroll County Energy: CCE**

COD	December 2017		
Installed Capacity	700 MW		
% Net Holding	8.7%		
MW acquired	61 MWe		



# Flagship for Biofuel and HVP in Health & Well-Being



Listed in SET since March 2022

BCP holds 44.99% As of Mar 2023

# Thailand First Fully

# Integrated Biofuel Producer

**Our Growth Opportunities** 

Leading and Pioneering in Thailand "Synthetic Biology"

### Kanchanaburi

**Ethanol Business** 

Molasses

### **300,000** L/D

Operates under BBGI-BP Kanchanaburi

BBGI holds 100%

### Khonkaen

Molasses

### **350,000** L/D

Operates under BBGI-NP

BBGI holds 100%

### Chachoengsao

Cassava

### **150,000** L/D

Operates under BBGI-PS BBGI holds 85%

### **Biodiesel Business**

### **Ayutthaya** Crude palm oil **1,000,000** L/D

+ Refined Glycerin 27.000 Tons/Yr Operates by BBGI-BI BBGI holds 70%

## **Equity Portion**

49,600 L/D

BBGI holds 12.4%

### **Biofuel Production Capacity** (Unit: ML/D)

UB

1.85

Ayutthaya

Chachoengsao

0.8

1.0

Khonkaen

■ Ethanol Capacity

**UBE** Equity Portion

■ Biodiesel Capacity

# **Upstream**



convert sugar into natural ingredients

# **Exclusive**

Manufacturing License and Distributor in 12 Countries through



### **Joint Venture with**

Right to Commercialized BIOM's research and other patented products

### **Midstream**

**Partnering** with world class professional of CDMO Manufacturer



Engineered Microbes

"Farming in Fermenter"

Precision

Fermentation

### **Downstream**

Distributing HVP both B2C & B2B





















Greenovative

Experience

**Green Society** 

4G
Sustainability
Strategies





# **Sustainability Performances**

**Green Production** 



**Economic Dimension** 





**Green Business** 

**Environment Dimension** 





**Social Dimension** 





# Pathway to Net Zero 2050







**Efficiency and Process Improvement = 30%** 

**Conserving Nature and Society** 

Green and Blue Carbon = 10%

**Target Carbon Neutrality by** 

**Target Net Zero by** 

**Proactive Business Growth and Transition** 

6

**Green Portfolio, Future Technology and Carbon Offset = 60%** 

**BCP** NET Strategy



Net Zero Ecosystem NET

**Ecosystem Creation** 





SCAN to visit our website

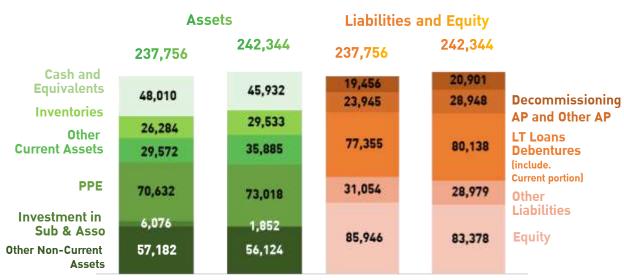
www.carbonmarketsclub.com

& Join us now (free of charge)

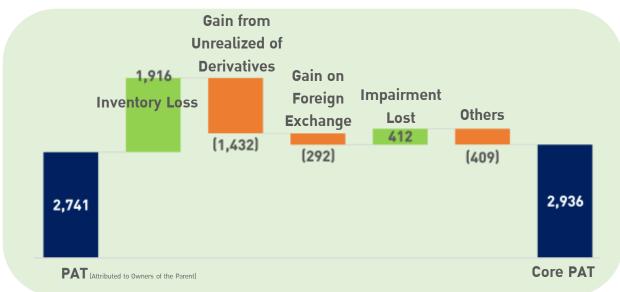
# Bangchak's Financial Position (Consolidated) 31 Mar 2023



# Statement of Financial Position Unit: THE MILLION



# Operating Profit Unit: THB Million



- Assets 4,588 MB (-2%)
- Liabilities 7,156 MB (-5%)
- Equities +2,568 MB (+3%)



# **EBITDA Structure (Consolidated)**



Unit: THB Million	Q1/2023	Q4/2022	QoQ	Q1/2022	YoY
Total Revenue	80,380	84,583	-5%	69,055	16%
Refinery and Trading Business 1/	<b>65,97</b> 4	74,664	-12%	59,296	11%
Marketing Business <sup>2/</sup>	49,220	53,892	-9%	39,426	25%
Power Plant Business <sup>3/</sup>	1,057	1,267	-17%	1,158	-9%
Bio-Based Products Business <sup>4/</sup>	2,942	3,270	-10%	3,740	-21%
Natural Resources Business and New Business Development 5/	9,772	5,486	78%	5,703	71%
Others	(48,585)	(53,995)	10%	(40,268)	-21%
Accounting EBITDA	10,992	6,951	58%	13,714	-20%
Refinery and Trading Business	4,029	2,207	83%	5,021	-20%
Marketing Business	737	120	>100%	1,118	-34%
Power Plant Business	852	1,003	-15%	3,075	-72%
Bio-Based Products Business	107	146	-26%	343	-69%
Natural Resources Business and New Business Development	5,414	3,769	44%	4,251	27%
Others	(147)	(294)	50%	(94)	-56%
Profit attributable to owners of the Company	<b>2,74</b> 1	473	>100%	4,356	-37%
Earnings (Loss) per share (Baht)	<b>1.9</b> 1	0.26		3.12	

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), BSGF Co., Ltd (BSGF) and others

<sup>2/</sup> EBITDA from Marketing Business of the company (BCP), Bangchak Green Net Co., Ltd. (BGN), Bangchak Retail Co., Ltd., (BCR) and others

<sup>3/</sup> EBITDA from Power Plant Business of BCPG Plc. (BCPG Group)

<sup>4/</sup> EBITDA from Bio-Based Products Business of BBGI Plc. (BBGI Group)

<sup>5/</sup> EBITDA from Natural Resources Business and New Business Development of OKEA ASA (OKEA), BTSG Co., Ltd. (BTSG), BCP Innovation Pte. Ltd. (BCPI) and others





Consolidated Statement of Income (THB Million)	Q1/2023	Q4/2022	QoQ	Q1/2022	YoY
Revenue from sale of goods and rendering of services	80,380	84,584	-5%	69,055	16%
Cost of sale of goods and rendering of services	(72,071)	(78,063)	-8%	(56,801)	27%
Gross Profit	8,309	6,521	27%	12,254	-32%
Other income	627	578	8%	349	80%
Selling and administrative expenses	(1,860)	(3,352)	-45%	(1,669)	11%
Exploration and evaluation expenses	(78)	(679)	-89%	(346)	-77%
Gain (loss) from derivatives	1,225	1,147	7%	(1,320)	>100%
Gain (loss) on foreign exchange	292	242	21%	60	>100%
Gain (loss) from fair value adjustment of investment	(52)	-	N/A	-	N/A
Gain from sale of investment	-	-	N/A	2,031	-100%
Gain (loss) from impairment of assets	(412)	(786)	48%	563	<-100%
Profit (loss) from operating activities	8,052	3,671	>100%	11,922	-32%
Finance costs	(1,032)	(1,005)	3%	(836)	23%
Impairment gain and reversal of impairment loss (impairment loss) determined in accordance with TFRS 9	10	(8)	>100%	(384)	>100%
Share of profit (loss) of associates and joint ventures accounted for using equity method	29	5	>100%	148	-80%
Profit (loss) before income tax expense	7,058	2,663	>100%	10,850	-35%
Tax income (expense)	(3,689)	(1,410)	>100%	(5,347)	-31%
Profit (loss) for the period	3,369	1,253	>100%	5,503	-39%
Owners of parent	2,741	473	>100%	4,356	-37%
Non-controlling interests	629	780		1,147	
Basic earnings (loss) per share (Baht)	1.91	0.26		3.12	
Net profit from normal operations (excluding extraordinary items)	2,936	2,282	29%	1,092	>100%





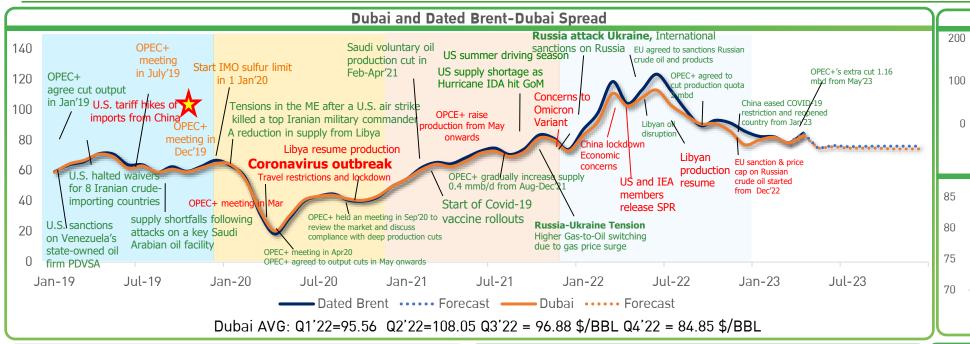
	Q1/2023	Q4/2022	Q1/2022
Profitability Ratios (%)			
Gross Profit Margin	10.34%	7.71%	17.75%
EBITDA Margin	13.69%	8.22%	19.86%
Net Profit Margin	4.19%	1.48%	7.97%
Return of Equity (ROE)	17.76%	21.65%	17.96%
Efficiency Ratio (%)			
Return on Assets (ROA)	12.39%	14.40%	13.45%

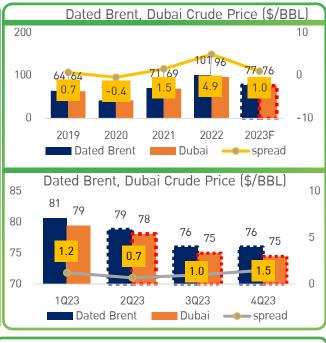
	Q1/2023	Q4/2022	Q1/2022
Liquidity Ratios (Times)			
Current Ratio	2.50	2.33	2.19
Quick Ratio	1.67	1.45	1.46
AR Turnover	24.41	27.42	23.67
Collection Period (days)	15	13	15
AP Turnover	17.06	19.21	16.71
Payment Period (days)	21	19	22
Leverage Ratios (Times)			
Debt to Equity	1.77	1.91	1.78
Interest bearing Debt to Equity	0.91	0.97	0.98
Net Interest-bearing Debt to Equity	0.35	0.41	0.37
Release of Debenture Ratio (Times)			
Net Debt to Equity	0.32	0.37	0.33

## **Crude Oil Price Outlook:**

Crude price move around 74-76 \$/BBL in H2'23, Crude oil price will be pressured by concern on economic slowdown and possible recession. However, China economic activities expected to recover continuously and OPEC+ also agreed to cut oil production additionally 1.16 mbd from May to stabilize oil market.







### Focus on H2'23:

- Concern on economic slowdown in key markets as their central banks is continuing to raise interest rate to battle with inflation that have negative impact on oil demand
- Concern renewed banking crisis following the collapse of First Republic Bank
- China's economic activities will gradually recover
- OPEC+ (ind. Russia) agreed to cut oil production additionally 1.66 mbd from May until end of year to stabilize oil market
- Oil demand during summer driving season

# Market Highlights in 2023:

- Slowing economic growth and possible recession, could dampened the global oil demand outlook
- Chinese's economy and oil demand is expected to recover as it reopened country
- OPEC+ policy to control production to stabilize oil market

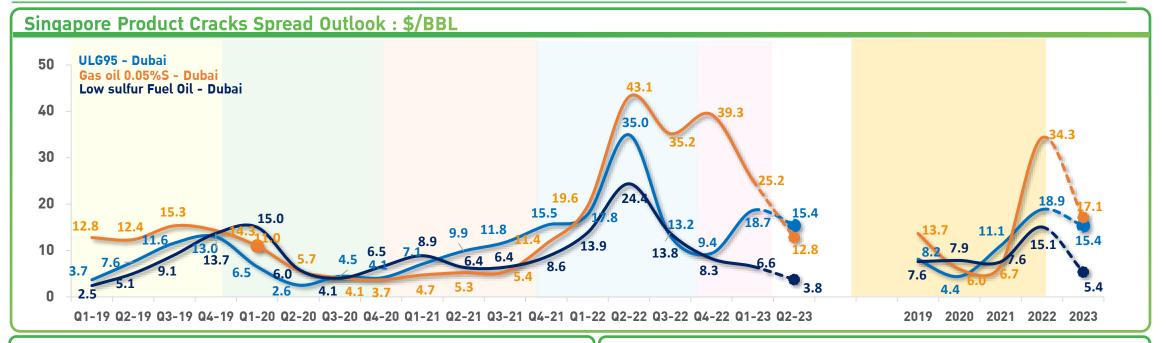
### Dated Brent - DB Spread H2'23

- H2'23 spread is likely to remains the level due to Europe's weak economy and refinery turnaround, pressuring on oil demand
- WTI entering DTD Benchmark likely to pull DTD brent down
- While China's economic activities likely to recover expect to recover continuously
- OPEC+ announced to cut production to stabilize market

# Oil Outlook

Weaker gasoil crack as supply concerns eased from high refinery run rates and more exports amid concern over economic recession weighed on demand. However, China's demand recovery will limit the downside. Soften gasoline crack as higher exports amid the inflation concerns could cap the upside demand, but expected steady demand will remain support fundamental. Lower Low Sulfur Fuel Oil crack due to higher supply from Kuwait's Al Zour refinery export.





## Focus on 2H'23:

- Gasoline crack will be softened as key suppliers will export after refineries return from maintenance and the new capacity is ramping up lead to the gasoline stock will be increased. However, the continued demand recovery to pre-COVID as further border reopening will remain support fundamental.
- Gasoil crack will be weakened due to soften global economic activities weigh on gasoil demand and amply supply from high refinery run rates with the new capacity, but China's demand recovery will remain keep the floor price.
- Low Sulfur Fuel oil crack will be softened due to abundant supply from Kuwait's Al Zour refinery while bunkering demand is sluggish. However, seasonal demand for bunkering sector will support crack during year end.

# Market Highlights in 2023:

- Concern over recession in several countries, especially in the US and Europe will impact on global demand
- Europe sanction Russian product oil imports will be limited impact due to softer-than-expected earlier lead to ease supply concerns and weakened European demand
- Kuwait Al Zour refinery's new phase expected to be completed by 2023, adding more supply to market
- China's restrictions easing will be supported global demand growth
- Expected demand recovery to pre-COVID levels as eased restrictions and further border reopening with the more recovery of Jet demand in China