



# Investor Update

## March 2023





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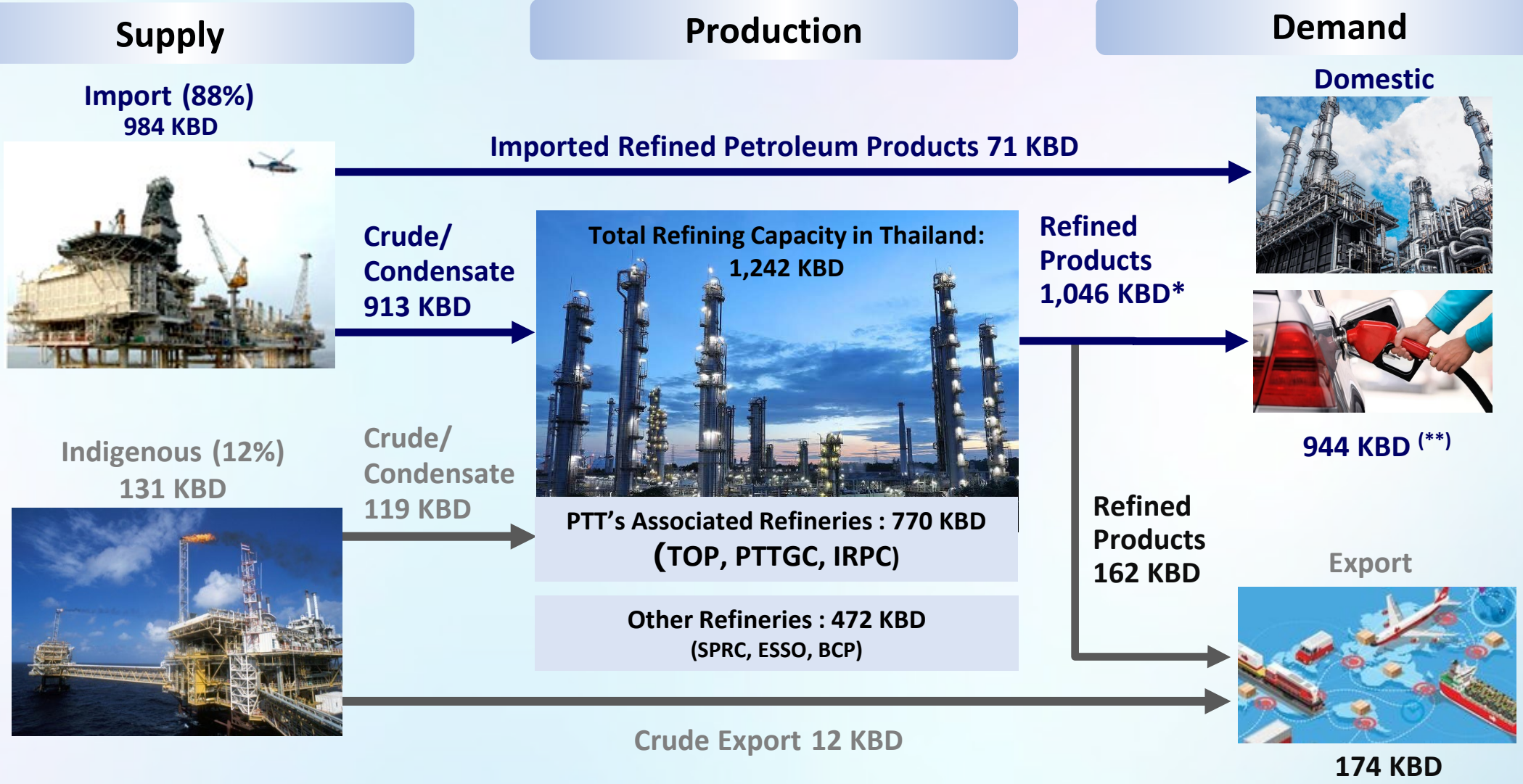
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Supplementary Information



# Oil Balance Thailand: Jan – Dec 2022

Adequate refining capacity maintains the stability of country supply



Source: PTIT

Remark : (\*)Refined product from refineries = 968 KBD, including domestic supply of LPG from GSPs and Petrochemical Plants = 78 KBD

(\*\*) Included Inventory

KBD = Thousand Barrels per day



# Natural Gas Balance: Jan – Dec 2022

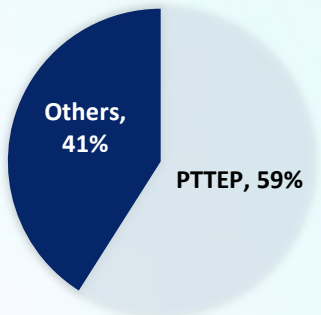
Main driver of the Thai economy

## Supply

## Production

## Sales

Gulf of Thailand (53%)



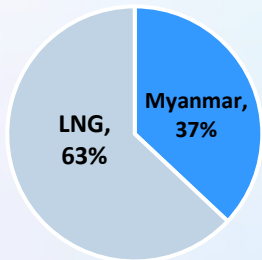
2,224  
MMSCFD

Onshore (3%)



109 MMSCFD

Import (44%)



1,839 MMSCFD



6 GSPs  
Total Capacity  
2,870 MMSCFD @ Actual Heat

Ethane/ Propane/  
LPG/NGL

780 MMSCFD  
(18%)

LPG/NGL

Petrochemical  
Feedstock  
(11%)

Industry  
Household  
Transportation  
(7%)

Bypass Gas  
213 MMSCFD

Methane  
1,231 MMSCFD

Power (59%)  
Industry (20%)  
NGV (3%)

Remark: MMSCFD = Million Cubic Feet @ Heating Value 1,000 Btu/ft<sup>3</sup>



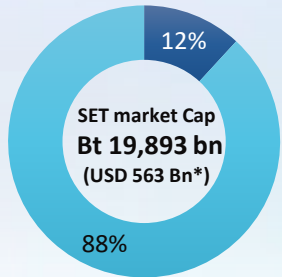
# PTT's Strategic Importance to Thailand



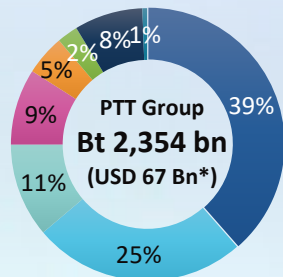
## Market Cap : SET & PTT Group

Unit: MB

Note: As of Feb 28, 2023



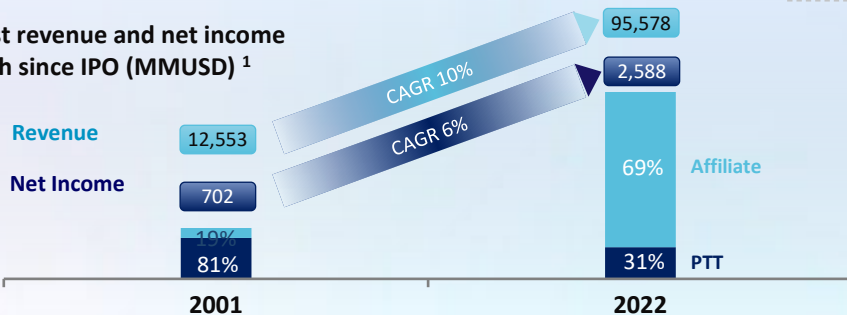
- PTT Group 12%
- Others 88%



- PTT 39%
- PTTEP 25%
- OR 11%
- PTTGC 9%
- TOP 5%
- IRPC 2%
- GPSC 8%
- GGC 1%

\* As of Feb 28, 2023, BOT selling rate USD/THB of 35.3155 (End rate)

## Robust revenue and net income growth since IPO (MMUSD) <sup>1</sup>

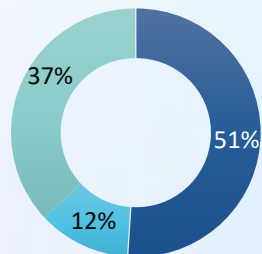


<sup>1</sup> 2022 Annual, BOT selling rate USD/THB of 35.23 (Avg. rate)



## Ministry of Finance holds majority stake in PTT

Note: As of Sep 29, 2022



- Thai Ministry of Finance 51%
- Vayupak Fund 12%
- Public 37%
  - Foreign 9%
  - Thai 28%

## PTT Ratings at Sovereign Level

	Moody's	STANDARD & POOR'S	Fitch Ratings
FC	Baa1	BBB+	BBB+
PTT-FC	Baa1	BBB+	BBB+
PTT-LC	Baa1	BBB+	BBB+

## International and local recognition



#232<sup>nd</sup>  
in 2022  
234<sup>th</sup> in 2021  
170<sup>th</sup> in 2020



TOP 250 GLOBAL ENERGY COMPANY RANKINGS  
#36<sup>th</sup>  
in 2022  
45<sup>th</sup> in 2021  
23<sup>rd</sup> in 2020



#177<sup>th</sup>  
in 2022  
206<sup>th</sup> in 2021  
140<sup>th</sup> in 2020



DJSI Member  
2011-2022  
(11<sup>th</sup> consecutive years)

## Fully integrated & highly diversified over entire O&G value chain

+ International E&P business  
**1,442** mmmboe proved reserves  
or 6.8 years in 2022

+ Sole operator & owner of gas transmission pipelines and Gas Separation Plants (GSPs) in Thailand  
Largest refinery group in Thailand  
3 of 6 refineries

+ Largest petrochemical producer group in Thailand  
total capacity of olefins, aromatics and styrenics >17 mtpa  
production of

+ Leading oil marketing business in Thailand  
**2,551** retail stations<sup>2</sup>  
and ~43%<sup>2</sup> of market share by sales volume

+ International oil trading business having traded **127.1** bn liters<sup>1</sup> in 2022  
+ Power Plant flagship with equity power capacity of **7,225** MW<sup>2</sup>

<sup>2</sup> As of Dec 2022



## Upward Integration (PTT Operate through our subsidiaries)

### E & P



**PTTEP (65.29%)**

- Oil, Gas, Condensate
- > 50 Projects in 15 Countries
- 1,442 mmboe proved reserves or 6.8 years in 2022

### LNG



(100%)<sup>1</sup>



(100%)

- LNG Value Chain
- LNG Receiving Facilities

### Coal



Coal Mine in Indonesia

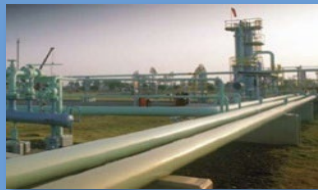


(100%)

(Completely divestment in Feb'23)

## PTT Own Businesses (PTT's own operation)

### Natural Gas



- 5 gas pipelines
- 6 Gas Separation Plants
- Procurement & Marketing
- NGV

### Trading



- Crude Procurement
- Import/Export
- Commodity Hedging
- Int'l Office: China/ Singapore/ Abu Dhabi/ London/ USA/ Thailand
- Traded 127.0 bn liters

### New Business and Infrastructure



- Innovation & New business
- Engineering & Infrastructure
- Innovation Institute

## Downward Integration (PTT Operate through our subsidiaries)

### Oil & Retail



(75%)

Market Share ~ 43%<sup>2</sup>

- Oil (2,158 stations in Thailand<sup>2</sup>)
- Non-oil Retail
- Lubricants
- International Oil & Retail

### Refineries



(~48%)

Market Share > 50%

- Largest refinery group in Thailand : 3 of 6 refineries

### Petrochemicals



(~48%)

Market Share > 50%

- Integrated Refineries & Petrochemical

### Power



(~ 75%<sup>3</sup>)

7,227 MW (equity portion)

- Electricity
- Steam & Chill Water
- Energy Storage

## New Business



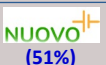
### Future Energy

- Renewable Energy



PTT Group's renewable energy portfolio is ~2.8 GW<sup>2</sup>

- EV Chain



- EV Service platform & Electric Vehicles/ Batteries
- 131 EV Charging stations



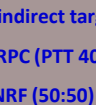
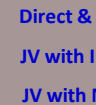
### Beyond Energy

- Life Sciences
- AI Robotics



(100%)

- Pharmaceutical
- Medical device
- Nutrition



Direct & indirect target 37%<sup>4</sup>

JV with IRPC (PTT 40 : IRPC 60)

JV with NRF (50:50)

- AI / Robotics



(50%)

- Cloud service, Data center



(100%)

- Digital platform



(100%)



(100%)



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# Key Activities in 2022

## Core Businesses

## Future Energy & Beyond



Fully COD LNG Map Ta Phut Terminal 2 with capacity 7.5 MTPA, resulted in total LNG Receiving terminal at 19 MTPA



PTTGL signed 20-year LNG contracts with Cheniere for 1 MTPA beginning offtake in 2026



PTT-PTTEP: Signing of Gas, Condensate and Crude Sale Agreement of G1/61 and G2/61 Projects



Completely divestment of coal business on 15 Feb 2023

### Pharmaceutical



- Acquire additional stakes in Lotus Pharmaceutical to be 37%. Profit contribution started in 2Q22



- R&D with Chulalongkorn on an innovation against aging cells 'Molecule Manee Daeng'

### Nutrition



- Building Innobic Nutrition Brand & Expand portfolio



- The first plant-based food community store to present future lifestyle



- Investing 20% in Interpharma to cover full range of health care products



- JV with Plant and Bean to construct plant-based factory which will complete construction in 2Q23

### Medical device



- Start commercial production of non-woven fabric capacity 5.6 KTA by Innopolymed in 1Q23



- Investing 17.65% in Namwiwat for medical products in the healthcare market

### EV Value Chain



- Start construction of the EV manufacturing facility, and progress with collaboration in battery business

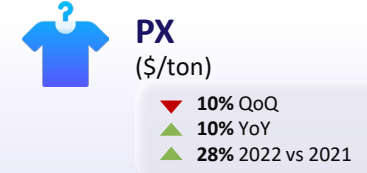
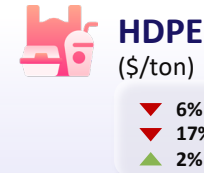
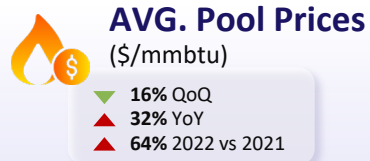
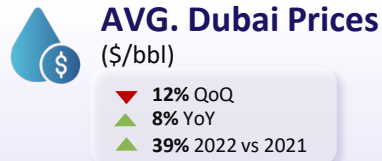


### Logistics & Infrastructure

- Setup a logistic business by Global Multimodal Logistics Co.,Ltd.



# Key Drivers



## Key Performance



Net income  
**17,872 MB**  
▲ >100% QoQ

NI improved mainly from gain on FX & lower stock loss despite soften operating performance



- **Gas:** Lower pool gas cost result in the increase performance in S&M and NGV
- **Trading :** Lower margin per unit from downward trend of global oil price as well as mark to market of inventory



Higher recognition loss of non-recurring item including impairment loss despite strong operating performance



- Higher gain on FX
- Petrochemical : Lower product spreads and sale vol.
- Refinery: Lower sales vol.



- Squeezed oil margin
- Higher non-oil sales revenue



Lower revenue from pharmaceutical business and Lower contribution from Xayaburi and SPP profit margin

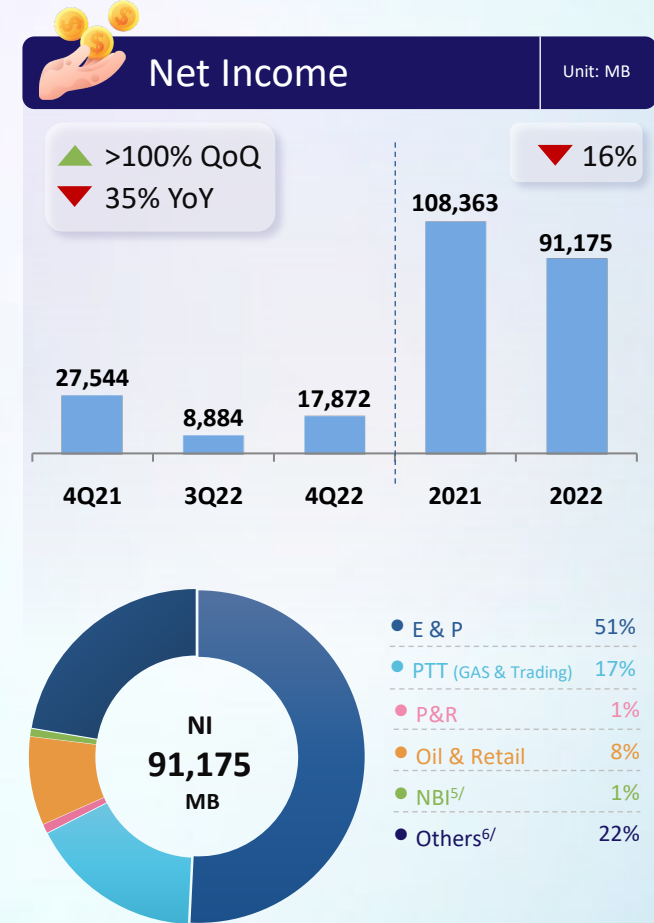
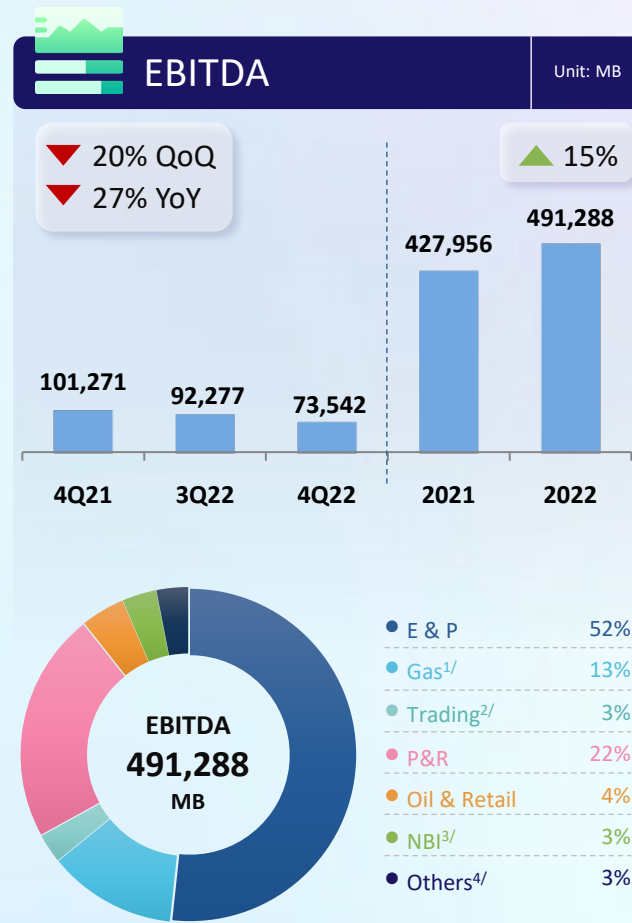
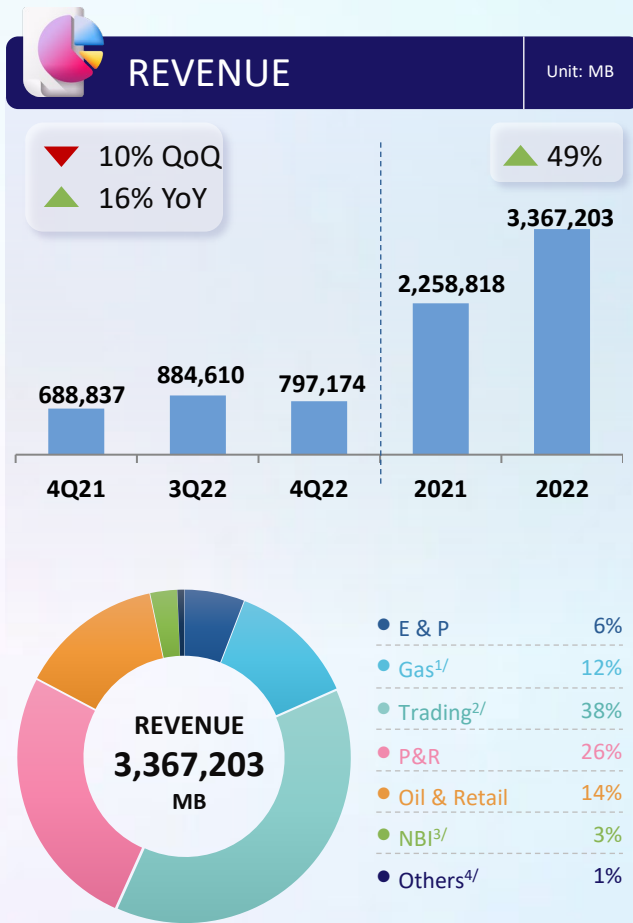
# PTT Consolidated Performance: 4Q22 & 2022

QoQ

NI improved mainly from gain on FX and lower stock loss, despite soften operating performance

2022 vs 2021

Soften NI due to higher derivatives loss, despite improved operating performance



Remark:

- 1/ PTT Gas business and affiliates
- 2/ PTT Trading business and affiliates
- 3/ New Business and Infrastructure mainly contributed from power business
- 4/ Others business mainly contributed from coal business

Remark:

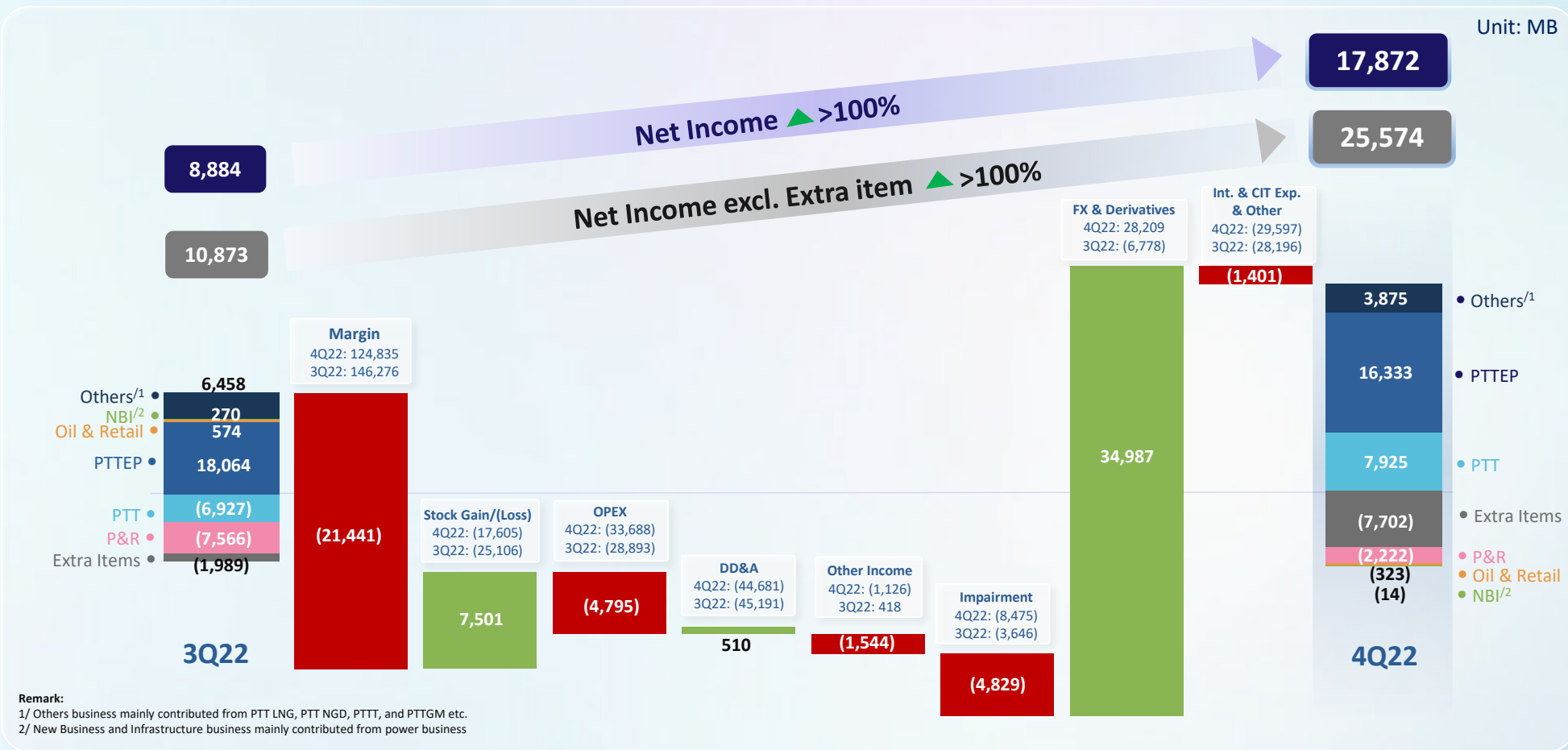
- 5/ New Business and Infrastructure mainly contributed from power business
- 6/ Others business mainly contributed from PTT LNG, PTT NGD, PTTT and PTTGM etc.



# 4Q22 vs 3Q22 PTT Consolidated Performance (QoQ):



NI improved mainly from gain on FX lower stock loss, despite soften operating performance



$\uparrow >100\%$  Higher gross margin and gain on FX



**Gas**

- S&M**
  - + Lower pool gas cost
  - Overall gas sales vol. decreased
- GSP**
  - Soften avg. selling prices
  - Lower sales vol.
  - Higher feed gas cost

**Trading**

- Lower margin per unit from downward trend of global oil price and spreads as well as higher loss from mark to market on inventory
- Lower sales vol. from crude and LNG import (Out-in trading)

**10% E&P**

- Higher recognition loss of non-recurring item including impairment loss
- + Strong operating performance

**>100% Oil & Retail**

- Squeezed oil margin from higher import during refinery turnaround
- + Higher non-oil sales revenue

**71% P&R**

Gain on FX, despite loss on operation

**Petrochemical**

- Lower product spreads
- Lower sales vol.

**Refinery**

- Lower sales vol.
- + Lower stock loss
- + Improved Market GRM

**>100% NBI**

- **Innobic:** Lower revenue from pharmaceutical business
- **GPSC:** Lower contribution from Xayaburi and SPP profit margin

**40% Others**

- PTTT: Dropped in spread margin and sales vol.

**38% Extra Items\***

**4Q22: Net loss ~-7,700 MB** mainly from

- PTTEP's impairment loss on Mozambique's goodwill ~-4,300 MB
- PTTEP's expense for the mediation on lawsuit brought by Indonesian seaweed farmer ~-3,000 MB
- PTT's donation to oil fund -2,000 MB
- PTTEP's adjusted of Oman Block 61 ~+1,600 MB

**3Q22: Net loss ~-2,000 MB** mainly from

- PTTEP's impairment loss on assets held-for-sale ~-2,300 MB
- PTT's donation to oil fund -1,000 MB
- PTT's discounted benefit from gas shortfall ~+900 MB

(\*PTT's portion net tax amount)

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# Gas Key drivers

QoQ



Gas pool price dropped from lower LNG import despite NG sales vol. decreased

- + Avg. pooled gas price dropped from lower vol. & price of imported LNG despite increased gulf & Myanmar gas costs following higher referenced price
- Decreased overall NG sales vol. mainly from power producers due to seasonal demand and switching of fuels to use diesel

Lower GSP's avg. selling prices and higher feed cost

- Decreased avg. GSP's selling prices following referenced global petrochemical prices together with higher feed gas cost
- Lower GSP sales volume following lower demand of petrochemical customers

2022 vs 2021



Surging pool gas cost and lower NG sales vol.

- Avg. pool gas price significantly increased from higher LNG import during global energy crisis due to lower supply of gulf gas
- NG sales vol. dropped due to lower gas supply from the gulf gas field and the switching of fuels for power generation

Higher avg. selling prices of GSP amid higher feed cost

- + Increased GSP's selling prices following global petrochemical prices amid increased feed gas cost
- Lower GSP sales volume following lower gulf gas supply

## NG Key drivers

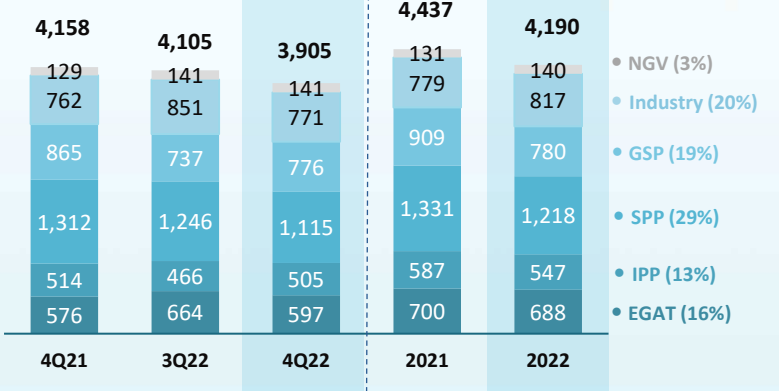
### NG Price



\* Energy pool price effective from May 2022, Avg. price in 2Q22 = 380.95 THB/MMBTU, 3Q22 = 550.52 THB/MMBTU, 4Q22 = 485.12 THB/MMBTU

### NG Vol.

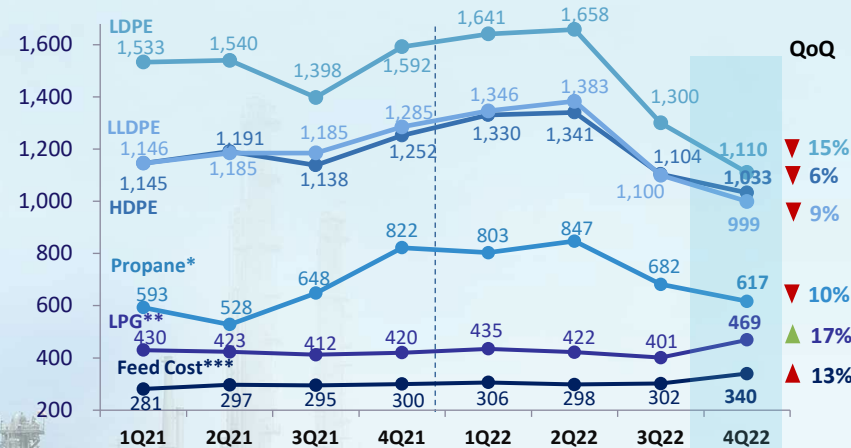
Unit: MMSCFD



## GSP Key drivers

### GSP Feed Cost vs Petchem. Prices

Unit: \$/Ton



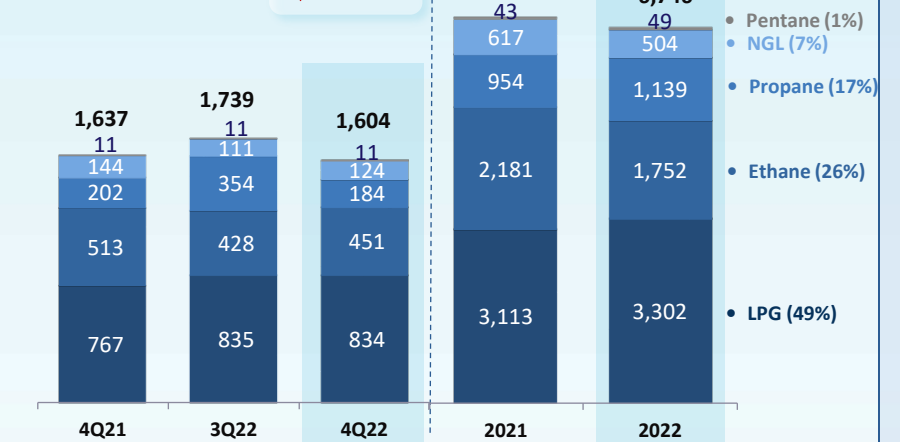
\* LPG price selling to Petro customers close to propane \*\*LPG Domestic \*\*\*feed cost calculation per GSP production volume

### U-Rate



### GSP Sales Vol.

Unit: kTon





# GAS – EBITDA

QoQ

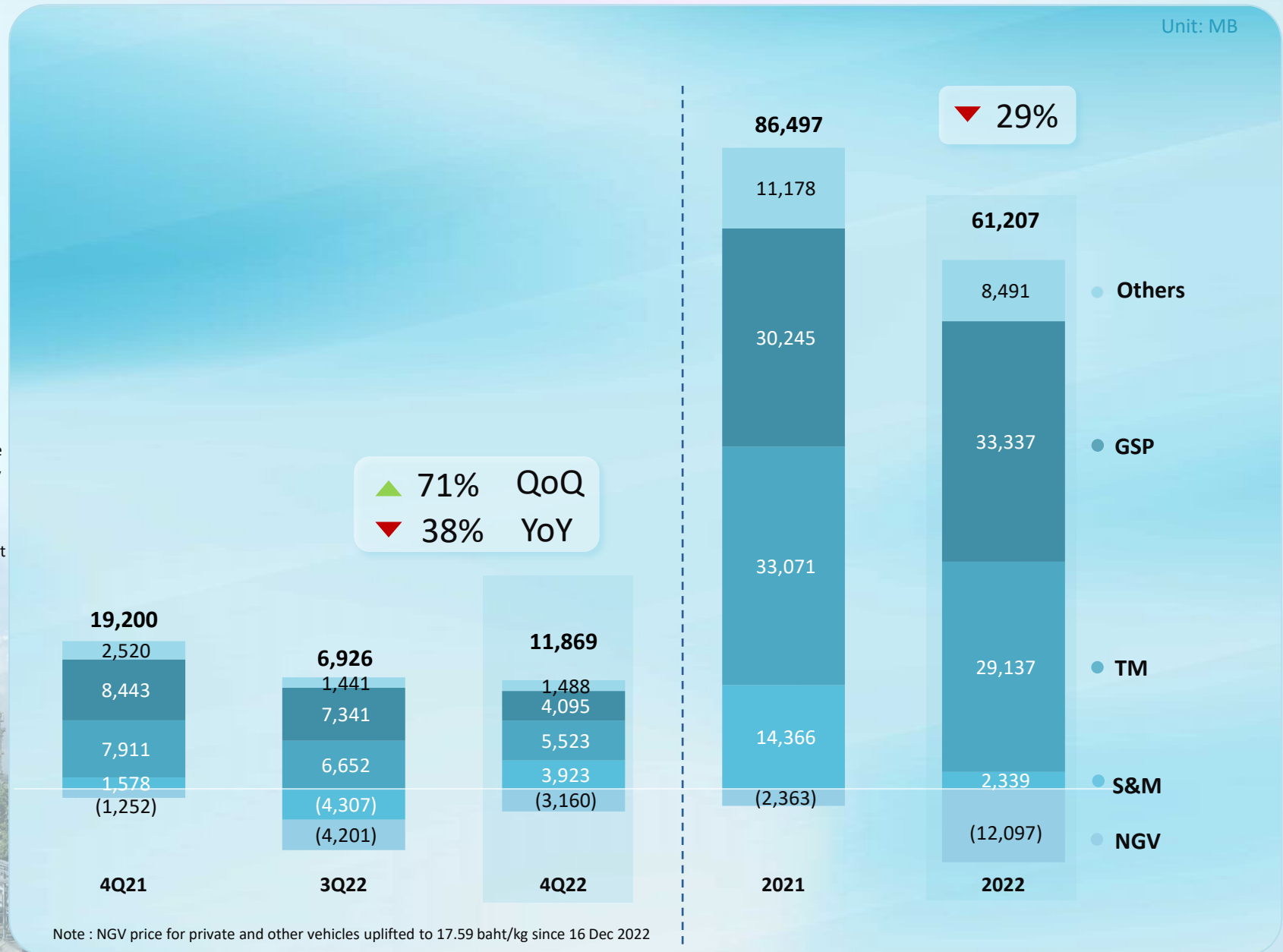
EBITDA increased from S&M and NGV mainly from lower avg. pool gas cost

- + S&M increased from lower avg. pool gas cost and higher avg. selling price to industrial customer
- + NGV increased mainly from lower gas cost and price uplifted
- GSP dropped from higher feed gas cost and lower avg. GSP's selling prices following referenced global petrochemical prices
- TM dropped from revised gas pipeline tariff and higher maintenance expense
- + Others slightly increased from lower avg. pool gas cost

2022 vs 2021

EBITDA dropped from S&M and NGV from higher avg. pool gas cost

- S&M decreased from higher avg. pool gas cost and lower sales volume
- NGV dropped following higher gas cost together with the capped NGV retail price
- TM decreased from revised gas pipeline tariff rates since August 2022
- + GSP increased due to higher avg. selling prices despite higher feed cost
- Others decreased from higher avg. pool gas cost



Note : NGV price for private and other vehicles uplifted to 17.59 baht/kg since 16 Dec 2022

# Trading Business

QoQ

Significantly dropped in EBITDA from lower margin and sales volume

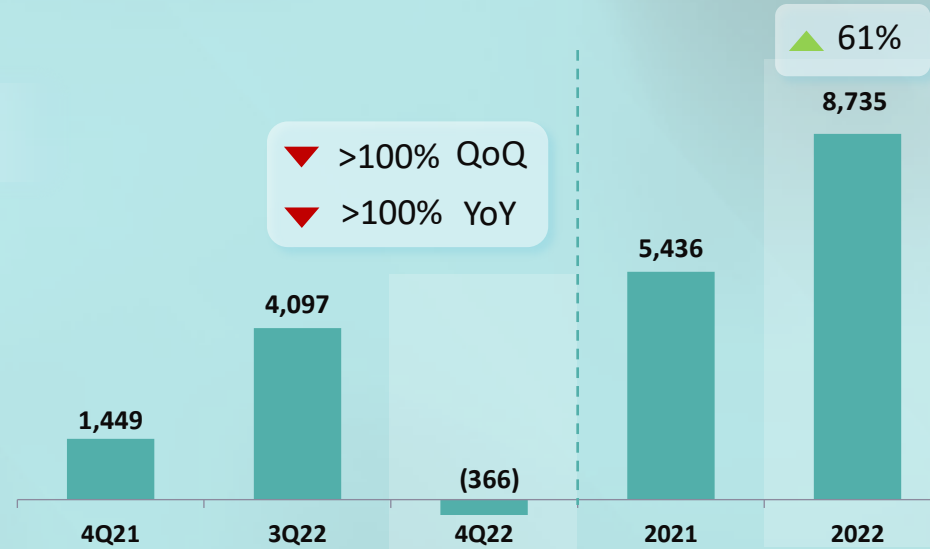
- Margin decreased due to lower product spread and mark to market loss following lower crude oil price in 4Q22 together with higher condensate discount
- Decreased sales vol. from lower LNG and crude import

2022 vs 2021

Enhanced EBITDA owing to improved sales volume

- ↔ Margin maintained from higher spread of crude oil, LPG, gasoline, and LNG, while higher condensate discount
- + Volume increased due to higher imported LNG & LPG as a result of lower domestic gas supply and crude import following recovered domestic demand

## Trading – EBITDA<sup>1/</sup>



<sup>1/</sup> PTT Trading BU + trading subsidiaries: FX Adjusted + gain/loss on derivatives + Joint Trade Agreement (JTA)

## Key Drivers

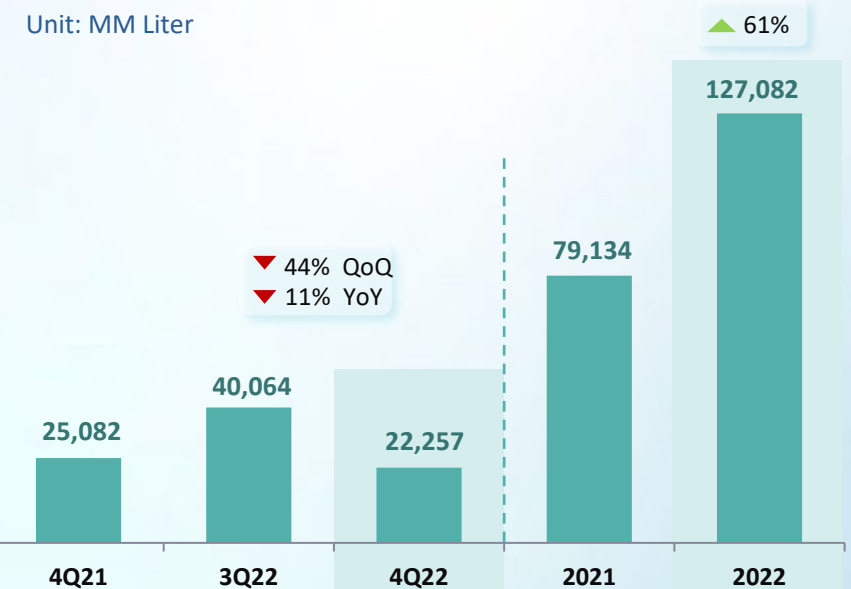
## Gross Margin<sup>2/</sup>

Unit: THB/Liter



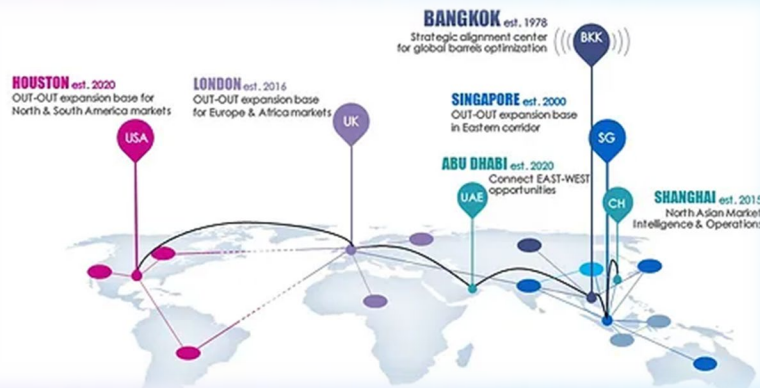
## Sales Volume<sup>3/</sup>

Unit: MM Liter



<sup>2/</sup> PTT Trading BU + trading subsidiaries: FX Adjusted + gain/loss on derivatives

<sup>3/</sup> PTT Trading BU + trading subsidiaries + JTA





# Financial Position

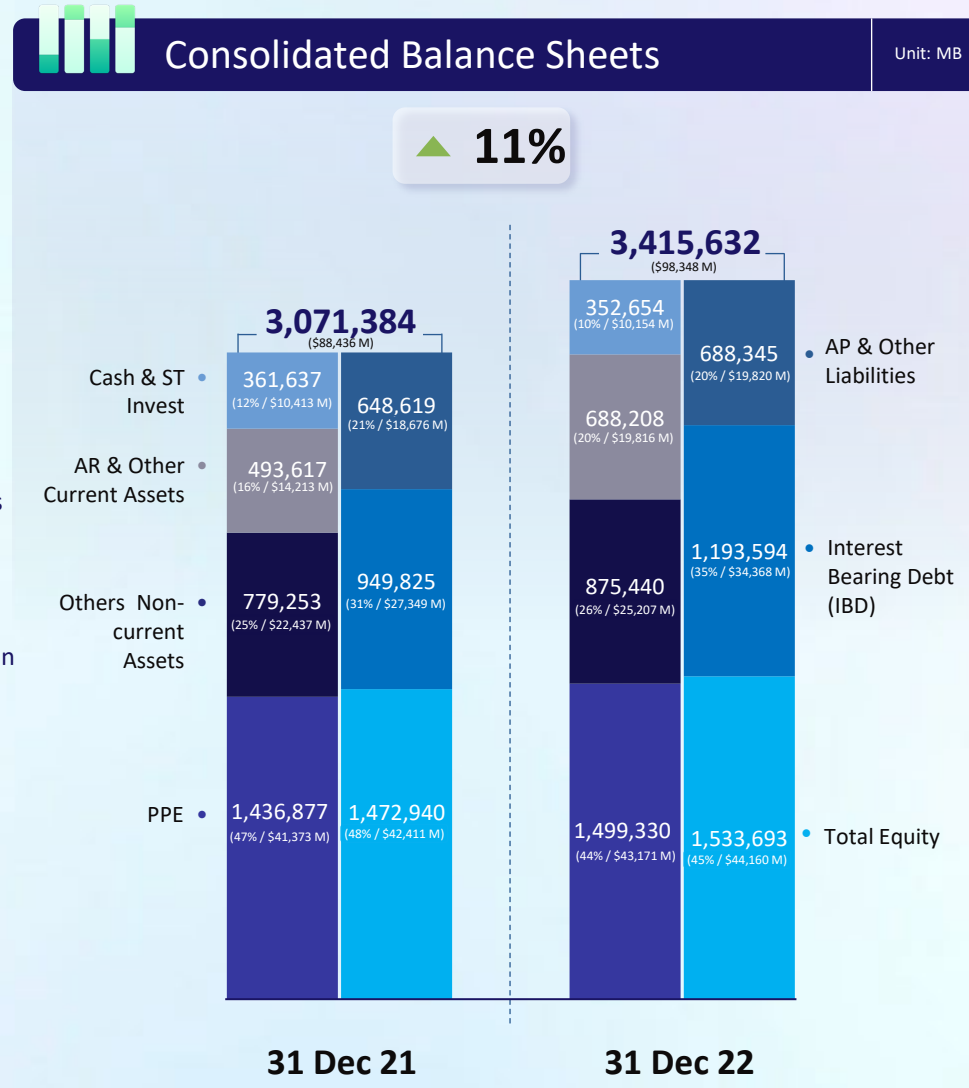
Strong Balance Sheets and credit ratings maintained

## Assets

- + Increase in Inventories and accounts receivable from higher product prices and inventory volume
- + Increase in Others Non-current Assets from increased investment in associates from GPSC, GC, PTTGM as well as right-of-use assets from PTTEP
- + PPE increased mainly from exploration and evaluation assets of PTTEP and Clean Fuel Project (CFP) of TOP

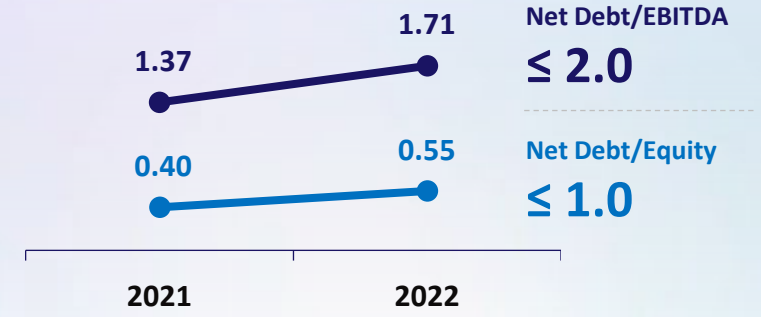
## Liabilities & Equity

- + Increase in IBD from long-term loans and bonds issuances from GC, PTT and TOP as well as short-term loans mainly from TOP, IRPC, and GC
- + Increase in Equity due to PTT group's net profit net off with dividend payment



### Key Financial Ratios

Unit: MB

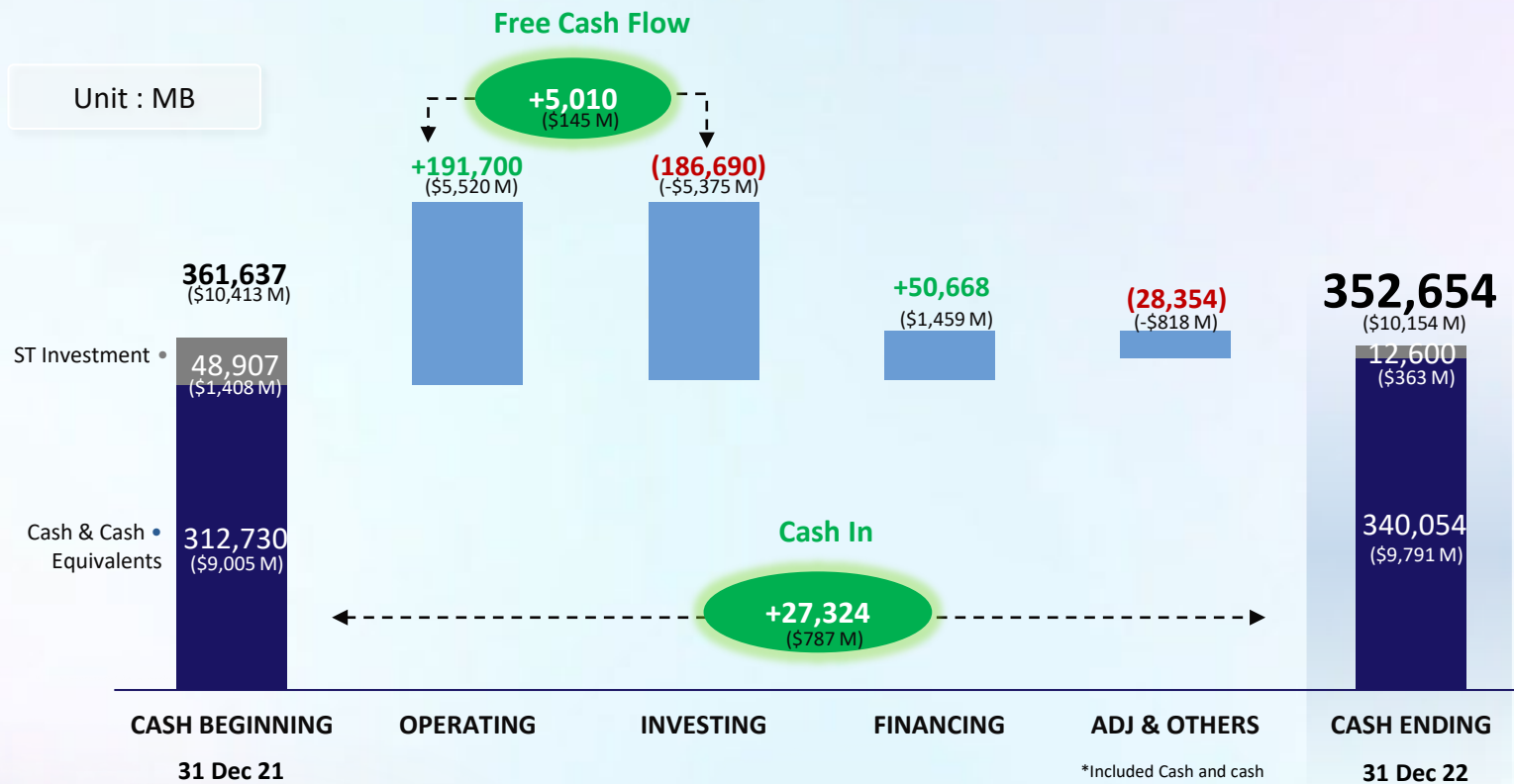


### PTT Ratings at Sovereign Level

Moody's	S&P Global Ratings	FitchRatings
Foreign & Local Currency	Foreign & Local Currency	Foreign & Local Currency
<b>Baa1</b>	<b>BBB+</b>	<b>BBB+</b>

\* As of Dec 31, 2022, BOT selling rate USD/THB of 34.73 (End rate)

# PTT Consolidated Cash Flows 2022



\*Included Cash and cash equivalents classified as held-for-sales 8,764 MB

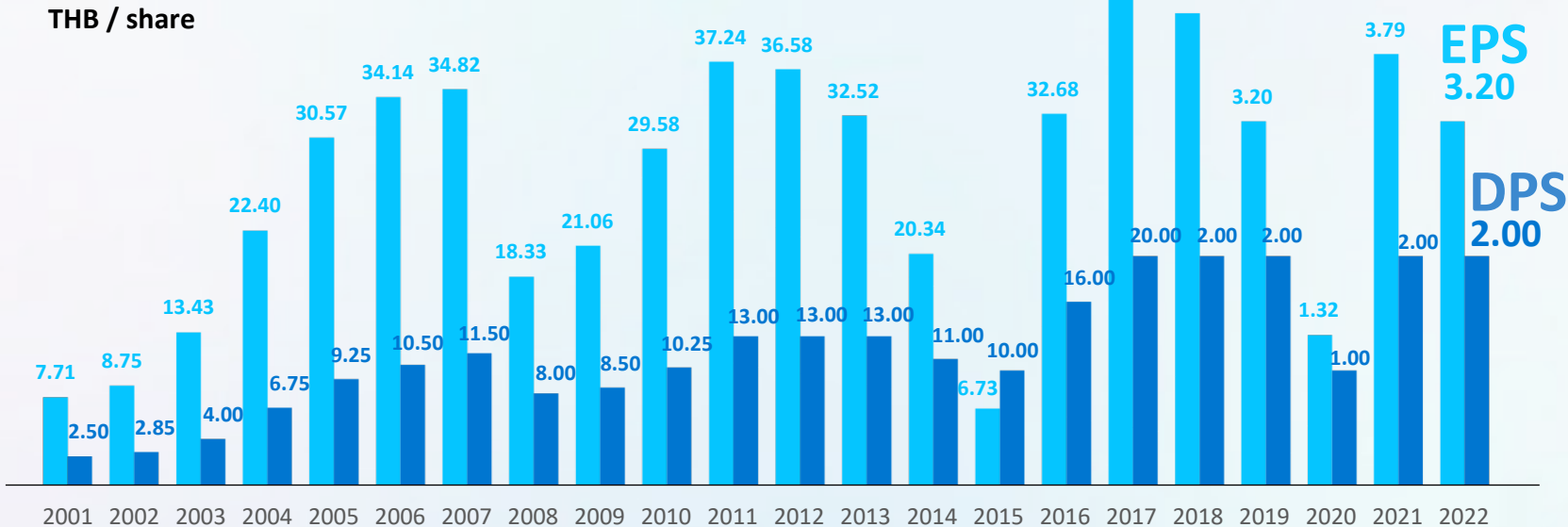
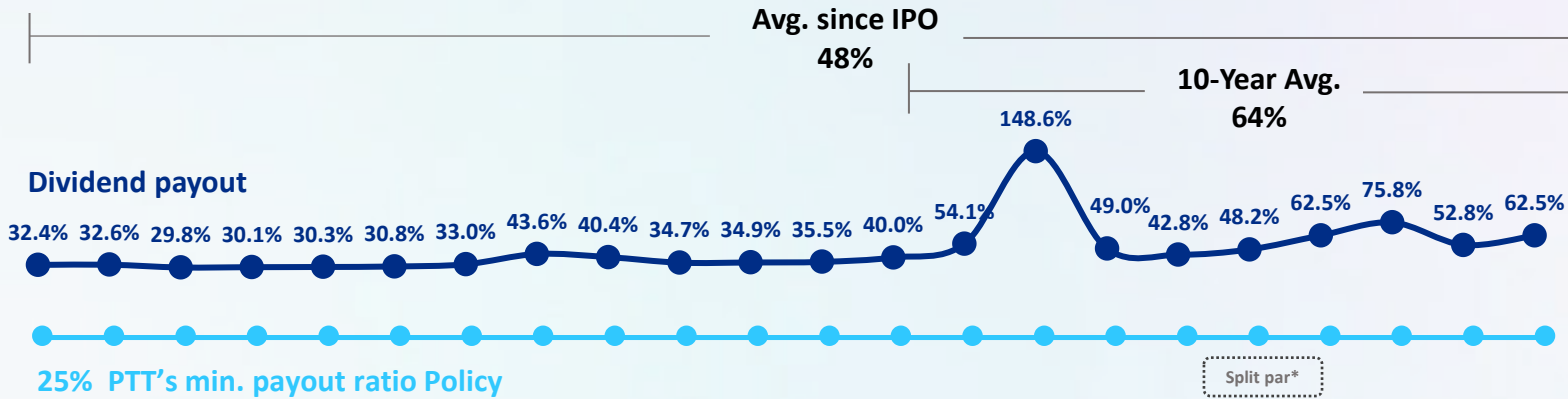
<p><b>Operating</b> <b>191,700</b> MB</p>	Non-Cash Adjustment	364,977
	Net Income	91,175
	Changes in assets & liabilities	(178,970)
<p><b>Investing</b> <b>(186,690)</b> MB</p>	Income Tax	(85,482)
	CAPEX (PPE, Intangible asset)	(171,813)
	Investment (Sub. & Affiliates)	(60,905)
	Others	(1,266)
	Current investment	37,031
	Dividend/Interest Received	10,263

**Financing**  
**50,668**  
MB

Received from loans/Bonds	171,139	Received from share issue	9,034	Dividend paid	(85,923)
Finance cost paid	(36,198)	Repayment Subordinated Bond	(4,988)	Others	(2,396)

\* As of Dec 31, 2022, BOT selling rate USD/THB of 34.73 (End rate)

# Dividend Policy & Historical Payments



\* Split par value from 10 to 1 Baht/share since 24 Apr 2018

**DPS**  
**2.00** THB/Share  
(1H22: 1.30, 2H22: 0.70)

**Payout Ratio**  
**62.5%**

**Payment Date**  
**28 April**



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# PTT's vision is revised to set aspirations along with future trends

## PURPOSE

Conduct business that powers  
the ways of life



# Powering Life

# with Future Energy and Beyond



## STRATEGIC POSITIONING

By expanding into the business of future energy  
and new business beyond energy industry

# Future Energy and Beyond

Strategic Positioning

*focus more on future energy trend  
and new businesses that have potentials to grow*

## Future Energy



## Beyond

Moving toward future energy and energy technologies which are clean and environmental friendly as well as stepping into new potential businesses that support people live and drive people well-being



# Overall Strategic Direction to achieve purpose of New Vision

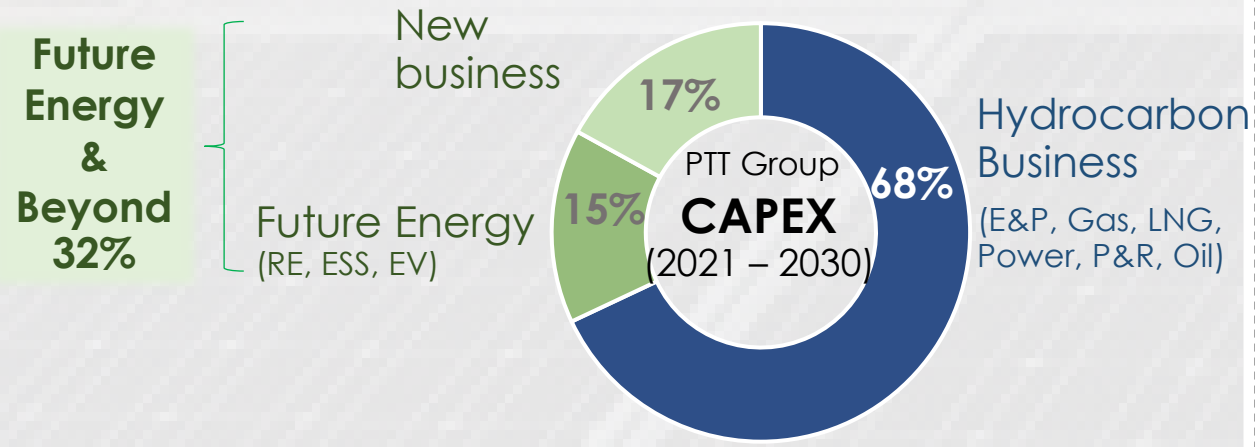
## Long-term target (2030) for new vision

- New growth

**NI from Future Energy and Beyond > 30%**
- Business growth

**LNG\*** 9 MTA  
**Power (Conventional)** 8 GW  
**Renewable energy** 12 GW
- Clean growth

**15% GHG reduction** from 2020



\* LNG Equity and controlling of portfolio volume

## Strategic Direction by Business

Business	Direction
E&P Gas	<ul style="list-style-type: none"> <li>Expand growth for high return asset &amp; mainly invest in gas assets</li> <li>Build global LNG portfolio</li> </ul>
P&R	<ul style="list-style-type: none"> <li>Supply chain integration</li> <li>Move to high value business</li> </ul>
Oil & Retail	<ul style="list-style-type: none"> <li>Grow in retail with customer-oriented</li> <li>Move to mobility &amp; lifestyle</li> </ul>
Power	<ul style="list-style-type: none"> <li>Accelerate growth in Thailand &amp; region</li> </ul>
<b>New Energy</b>	<ul style="list-style-type: none"> <li><b>Expedite growth in new energy e.g. renewable, energy storage &amp; system related and EV value chain</b></li> </ul>
<b>New business</b>	<ul style="list-style-type: none"> <li><b>Scale up potential business e.g. life science, logistics &amp; infrastructure</b></li> </ul>

# At A GLANCE : PTT Group Business Plan 2023-2027

## Upstream

“ Sustainable Growth through Integrated Gas Value Chain ”

## Downstream

“ Lasting legacies and Go beyond Downstream Business ”

## New Business & Infrastructure

“ Move PTT Forward ”



## ESG

### 3P Decarbonization Pathways



~30%

**Pursuit**  
of Lower Emission

เร่ง ปรับ กระบวนการผลิต



~50%

**Portfolio**  
Transformation

เร่ง เปลี่ยน ธุรกิจที่เป็นมิตรต่อสิ่งแวดล้อม



~20%

**Partnership**  
With Nature and Society

เร่ง ปลูก ป่าเพิ่มอีก 1 ล้านไร่

**Clean Growth**  
**15%**  
GHG reduction from 2020 by 2030

**Business Growth**  
**RE 12 GW**  
by 2030

**Reforestation**  
PTT  
**1,000,000**  
Rai by 2030

GHG Reduction Initiatives

**Green Portfolio**  
Future Energy and Beyond **32%**  
of CAPEX 2021 - 2030

PTT's Existing  
**1,115,185**  
Rai

Carbon Offset/ RECs

Remark: 1 Rai = 0.4 Acre

# Upstream Business Growth

- Sustainable Growth through Integrated Gas Value Chain -

## E&P strengthen to ensure gas supply continuity



Maximize production from existing assets  
- G1, G2, Arthit, Contract4, MTJDA

Expedite development projects



Mozambique



Lang Lebah



Increase more gas supply from regional



OCA



Vietnam

## Ensure competitive gas supply security



Secure natural gas from Gulf of Thailand and regional to maintain GSP  
Operation as well as National security



Thailand



Myanmar



Vietnam



OCA



Malaysia



Acquire additional spot and term contract of LNG



Develop facility to create LNG Reserve model for  
security and commercialize

## Enhance competitiveness



Optimize Gas & NG Products supply

GSP7, GSP8 & C2 Tank

Propane, LPG Supremacy

C3/ LPG Storage Tank



Synchronize facilities between LMPT-1 and LMPT-2  
- Interconnecting Pipeline



Sourcing supply to support Thailand partially regulated market  
and international market



Expand commercial  
portfolio in domestic



Expand LNG Business to international



CLMV China



Enhance infrastructure to support LNG Hub activities



# Downstream Business

## Transforming Downstream Business along with Energy Transition



### LASTING LEGACIES



#### Enhance Energy Resilience



#### Ensure Supply Stability through Digitalization



#### Enable Energy Transition by Group Synergy



#### Expedite Downstream Portfolio Transformation for Sustainable Growth

Reshaping PTT's refinery portfolio



### GO BEYOND WITH DOWNSTREAM



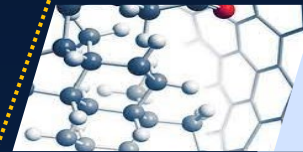
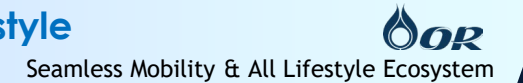
#### Moving forward with HVB



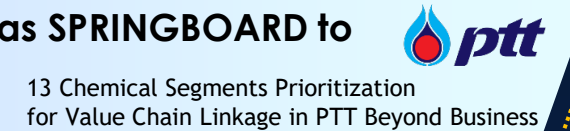
Sale & Marketing Collaboration of GC Group



#### Empowering All Toward Inclusive Growth in Mobility & Lifestyle



#### Establish ABI as SPRINGBOARD to go BEYOND



#### Stepping into Sustainability



1 WATER MGMT. BUSINESS

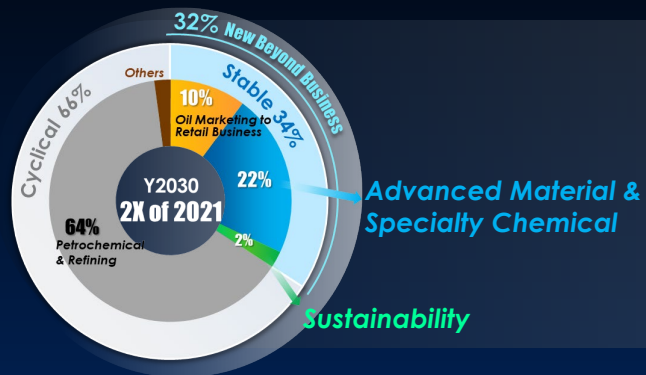
2 SAF collaboration

3 De-Carbonization

(CCUS, Green chemical/fuel)



# Establish ABI as SPRINGBOARD to go BEYOND



## D-GA's ROLE



**Build 10% Downstream EBITDA** portfolio from new business

**Build Synergies & Accelerate** PTT Group Supply Chain Linkage and Complete Value Chain in PTT Beyond Business

### Lasting Legacies



**Refinery Flagships**



**Integrated Refinery & Petrochemical**



**Petrochemical Flagship**  
*Global Chemical for better living*

### Advanced Business Integration (ABI)



**Mobility & Lifestyle Business**  
*Empowering All toward Inclusive Growth*



**Tank & Terminal**  
*Southeast Asia Preferred Tank Terminals Operator & Logistic Solutions Provider*



Enhance **operational excellence**

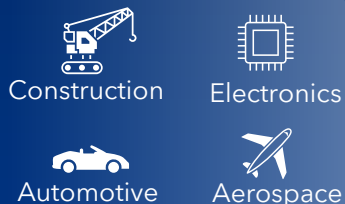


**Optimization & build up synergy**

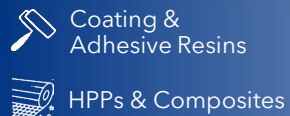


Keep **Resilience**

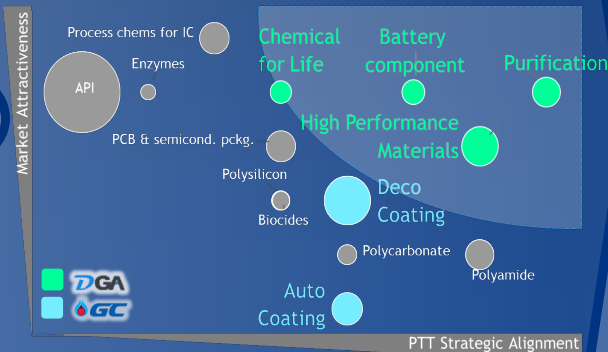
#### Industries Focus



#### Segment of Focus



### 13 Chemical Segments Prioritization for Value Chain Linkage in PTT Beyond Business



#### End Use



Chemical & Components

End Application

# Future Energy & Beyond



## Move PTT Forward

### Renewable Energy (RE)



Focus invest in RE domestic & Expand more in target countries



### Hydrogen

- Green H<sub>2</sub>/ammonia production in Thailand
- Demand outreach (PTT Group & External)
- Policy and regulatory driven
- Financial support exploration



Plan to establish Green H<sub>2</sub> & derivative production facilities in Thailand (with ACWA Power)

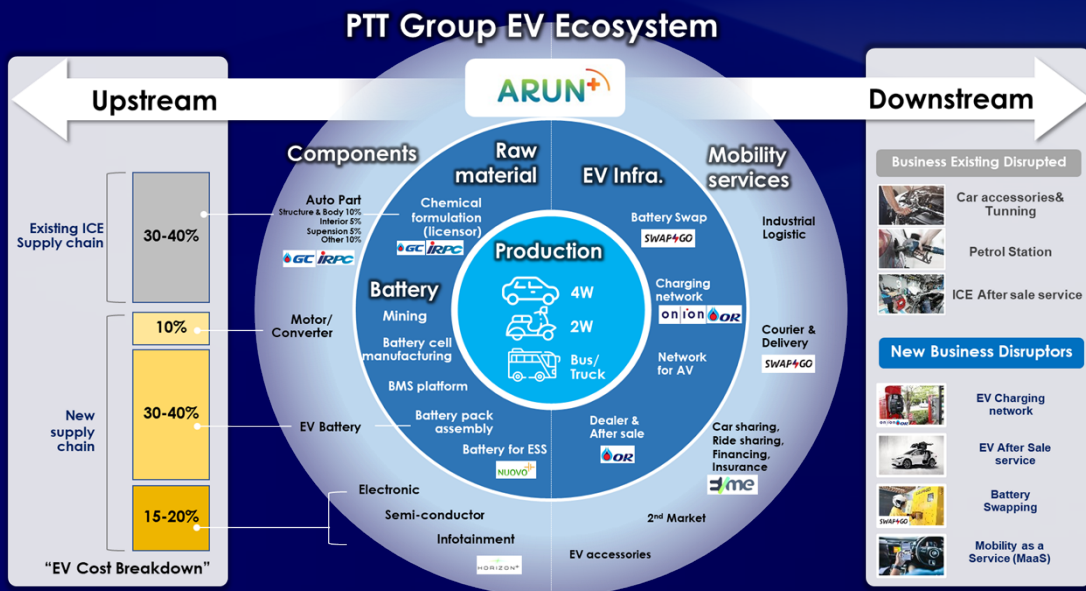


Launch Thailand's first H<sub>2</sub> fueling prototype station



Study H<sub>2</sub> blending on industry gas turbine

### EV Value Chain & Energy Storage System



#### Battery



Battery cell manufacturing

#### EV Production



Horizon+ COD in 2024  
Capacity: 50,000 Units/year

#### EV Infra.



Boost up EV infrastructure

#### Mobility Services



Expand fleet service (B2C & B2B)



Move from startup to commercial



# Future Energy & Beyond

Move PTT Forward



## Life Science



Realize Value & Strengthen Business

for creating a wellness ecosystem through INNOBIC

## Pharmaceutical



Leverage Lotus/ Alvogen TH as growth platform

Rebrand to "Innobic Pharma" & Establish local presence (Bring know how R&D to TH)



### Strengthen across Pharma value chain



Set up local manufacturing (API\*)

Chemical Generic



Identify product & explore opportunity

Biologic / Biosimilar



Collaborate local & international R&D

Personalized / advanced medicine

## Medical Technology



Strengthen production of Medical Supply/ Consumable

Speed up product launch

Medical Supply Consumable / HVPs & Implant / Medical Device / Digital Device / Diagnostic

## Nutrition



Production

PLANT&BEAN

Complete Construction 2Q2023

R&D & Product



Marketing



Opening 6 Stores in 3 years



Building Innobic Nutrition Brand & Expand portfolio



# Future Energy & Beyond

Move PTT Forward



## Logistic and Infrastructure



*Powering Thailand to be Global Logistics Hub  
by Developing Modernize Infrastructure and  
Total Solution Services with Leading Technology*

### RAIL & TERMINAL

Integrated international rail transport through Thailand as a gateway



Maximize asset utilization (Container Yard) & Seek potential customers to utilize rail transportation



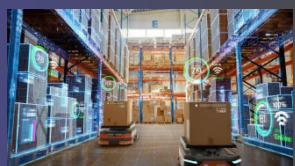
Sea Port Connection : Lam Cha Bang Phase 3

### AIR LOGISTICS

Co-develop air logistics business with partner



Air Cargo



Smart Warehouse Business

### COLD CHAIN

Fully integrated cold chain solutions provider



- Cold chain warehouse for fruit & Seafood
- Fruit & Seafood processing
- Logistics Related Trading Platform



### ASSET SHARING

Develop smart & modern logistics solution business



Reefer Container Rental service



Pallet Rental Service & Manufacturing

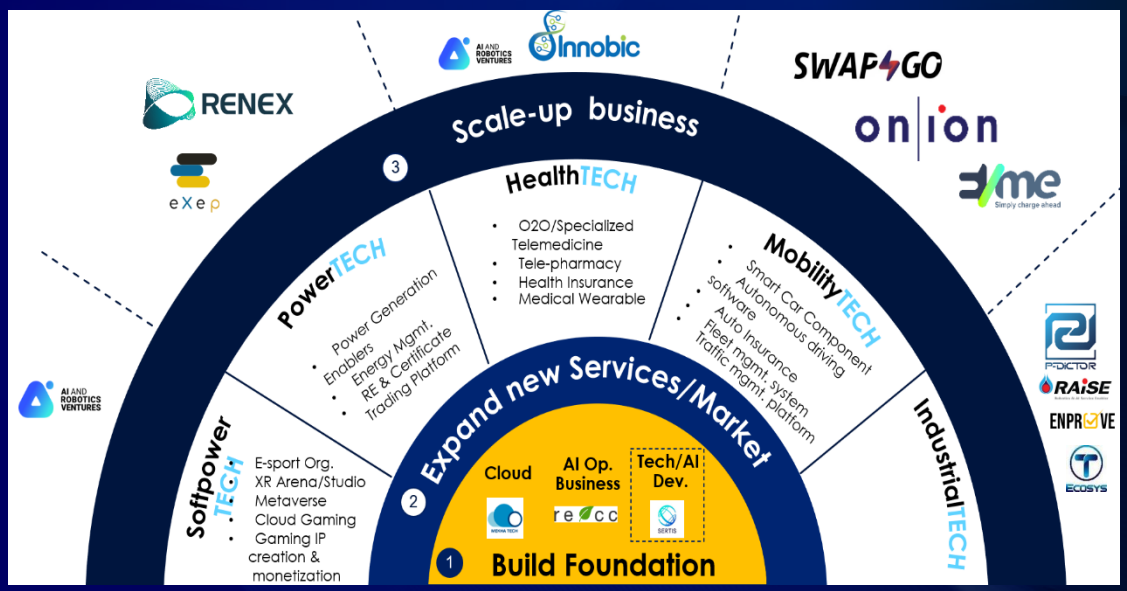


LNG ISO tank & Dangerous Goods Transportation service

## AI Robotic & Digitalization

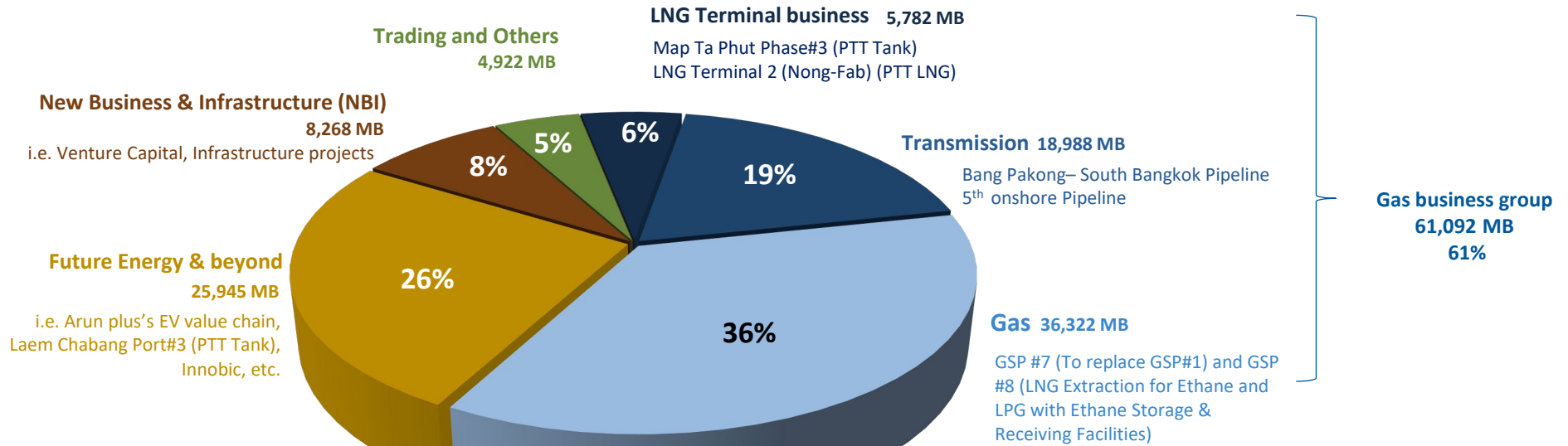


*Transform existing business and  
create new s-curve focus on 5 areas*



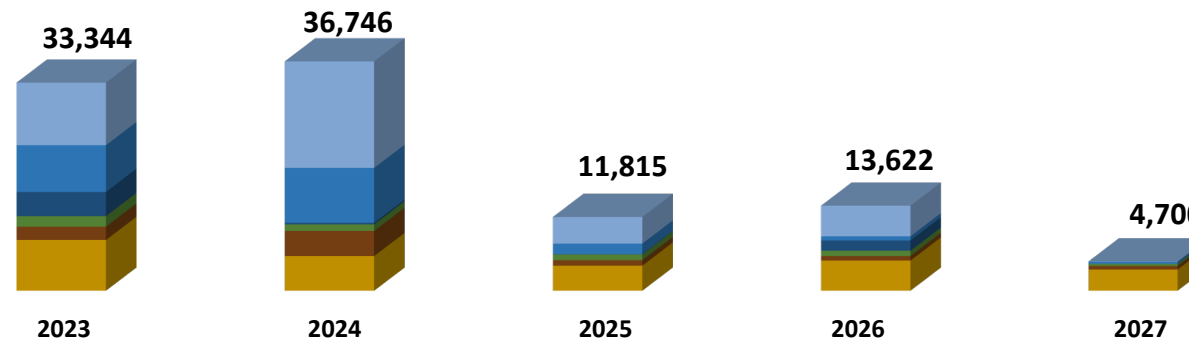
# PTT: Committed CAPEX (PTT and Wholly Owned Subsidiaries)

PTT 5-Years (2023-2027) Committed CAPEX Plan totaling Baht 100,227 million or ~ USD 2.8 bn<sup>1/</sup>



Unit: MMTHB

- Natural Gas
- Transmission
- LNG Terminal business
- Trading and Others
- NBI
- Future Energy & beyond



Note: 2023-2027 budget approved by BOD on 15 Dec 22

<sup>1/</sup> FX rate (avg.) 35.5Baht/USD

The Provisional uncommitted CAPEX ~Bt 302 bn mainly focus on Future Energy and Beyond Businesses including Electricity value chain, Logistics & Infrastructure, Life sciences (Pharmaceutical, Nutrition, Medical devices), Renewable energy, as well as existing gas and LNG value chain businesses.



# Committed CAPEX: PTT Group

Total committed CAPEX during 2023-2027 : ~Bt 1,075 bn or USD 30 bn

## Downstream Business

### Key Projects

- **TOP:** Clean Fuel Project (CFP), CAP
- **OR:** Oil & Retail Expansion in domestic & international
- **IRPC:** Ultra Clean Fuel Project (UCF)
- **GC:** Olefins 2 Modification Project (OMP)

## Power Business

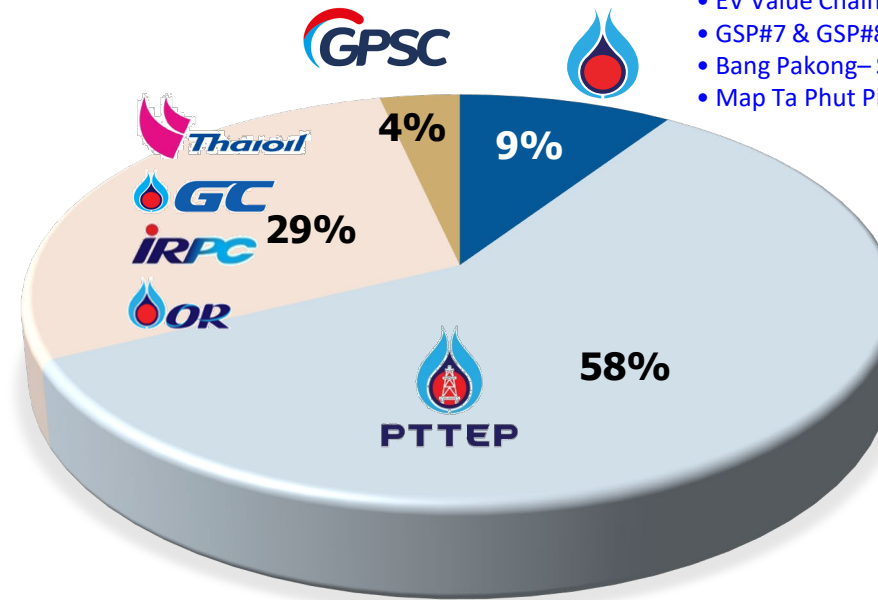
### Key Projects

- ERU
- SPP Replacement

## PTT Business

### Key Projects

- EV Value Chain
- GSP#7 & GSP#8
- Bang Pakong– South Bangkok Pipeline
- Map Ta Phut Phase#3 , Laem Chabang Port#3

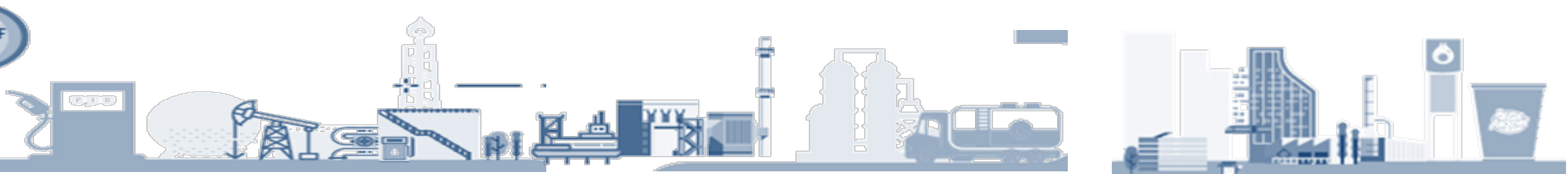


## Upstream Business

### Key Projects

- Onshore and Offshore Exploration and Production in Thailand (G1/61 etc.)
- SK410B
- Mozambique LNG
- Algeria HBR
- Southwest Vietnam

PTT Group's Provisional CAPEX for 2023 – 2027 ~Bt 1,094 bn



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# PTT Group Guidance

## Econ & Price outlook 2023

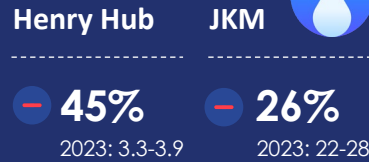
### GDP

(IMF)



### Gas

(\$/mmbtu)



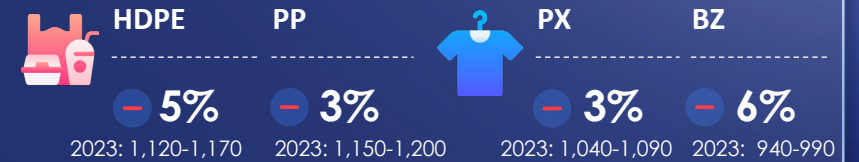
### Oil

(\$/bbl)



### PetChem

(\$/ton)



## Business outlook 2023

### Upstream

#### E&P

+ Vol. increase



- Softer Average selling price from new PSC

#### GAS

+ NG Demand increase

+ Improve domestic gas production



+ GSP's U-Rate increase in 2023

- Pressure on gas cost from volatile Spot LNG price

### Downstream

Oil + Increasing Demand in line with the GDP



#### P&R



#### Refinery

- Pressure from softer Singapore GRM

+ Higher PTT Group Refinery U-Rate

#### Petchem

- Pressure from tighten petrochemical spreads

- Lower demand following weak-purchasing power

Power + Recovering domestic electricity consumption

- High energy price pressure on feed costs



### Future Energy & Beyond

#### Future Energy

+ Expansion of EV chargers



Target EV chargers within 2023



Arun Plus

OR

3,850 units ~ 800 stations

#### Beyond



#### Life Sciences

Recognize higher contribution from upcoming project





# PTT Group Guidance

## Upcoming Projects

### Core Biz

**5<sup>th</sup> Pipeline**

**Phase I** On Schedule  
**Phase II & III** Postpone  
**COD: 2023**

**GSP#7**

Replace GSP#1



**460 MMSCFD**

**COD: 1Q2024**



**Ole 2 Modification Plant Project**

Feed flexibility (propane)

**COD: 1Q2023**



**Kuraray GC Advanced Materials**

PA9T 13 KTA HSBC 16 KTA

**COD: 1Q2023**



### New Biz



Non-Woven Fabric products

**~ 5.6 KTA**

**COD in 1Q2023**



Plant-based manufacturing Plant

**3 KTA**

**COD: 2Q2023**



Module Battery Production Plant

**1,000 MWh**

**COD: 4Q2023**



EV Manufacturing Plant in Thailand

**50,000 cars/year**

**COD: 1Q2024**



Avaada Solar Power Platform in India

**4,634 MW**

**COD: 4Q2021-2024**

GPSC hold 42.9% (3,842 MW in operating / 792 MW in progress)



CFXD Offshore windfarm in Taiwan

**595 MW**

**COD: 1Q2024**

GPSC hold 25%

## Maintenance schedule in 2023

### Gas Separation Plants

GSP#2 & GSP#3  
Major TA  
**15-20 days**

ESP TD 50%  
**~ 60 days**

### Petrochemical & Refinery Plants

Ole 1/2 & Ole 2/2  
Major TA  
**~1-2 months**

Oleflex TA  
**65 days**

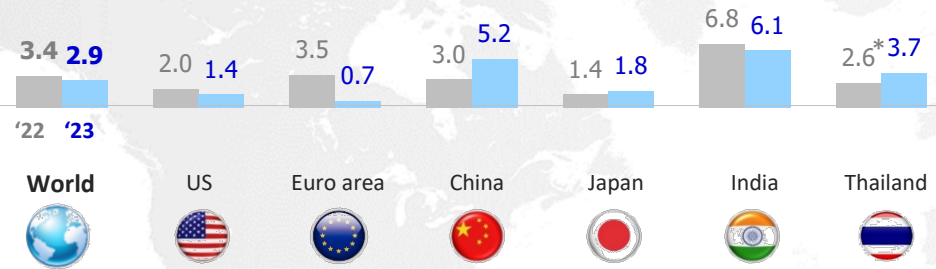
ARO II TA  
**37 days**

# ECONOMIC OUTLOOKS

## World

### Inflation Peaking amid Low Growth

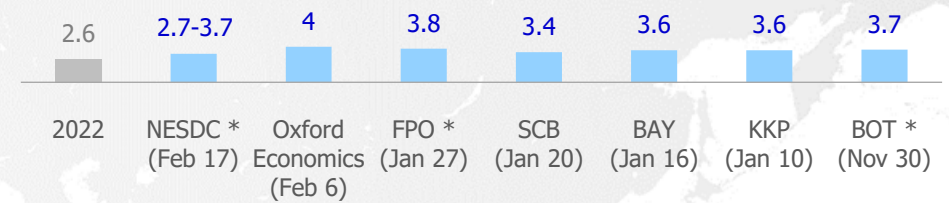
IMF Forecast – GDP Growth (%)



## Thailand

### Higher 2023 Growth Reflects Better Tourism Prospects

Thailand GDP Growth Forecast (%)



\* NESDC = The Office of the National Economic and Social Development Council/ FPO = The Fiscal Policy Office/ BOT = Bank of Thailand

#### Tailwinds

- Pent-up travel demand
- China's re-opening
- Still-tight labor markets in advanced economies
- Better-than-expected adaptation to energy crisis in Europe

#### Headwinds

- Inflation persisting
- Interest rates to remain high
- Unwinding fiscal stimulus
- Russia's ongoing war in Ukraine

#### Tailwinds

- Recovery in tourism amid China's early reopening
- Improving domestic consumption
- Easing inflation
- Election stimulus and spending

#### Headwinds

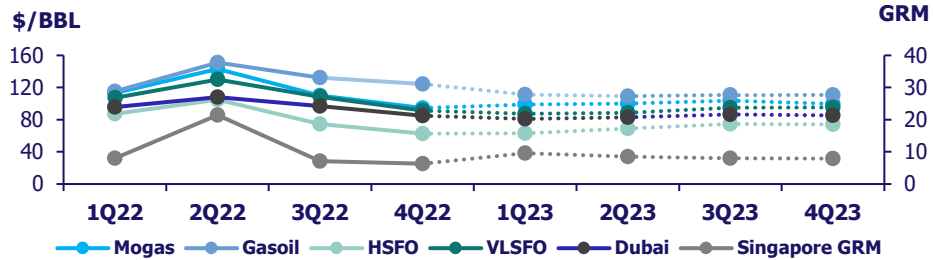
- Softening goods exports
- Higher interest rates
- Political uncertainty

Note: \* Real GDP in 2022 from The Office of the National Economic and Social Development Council (NESDC)

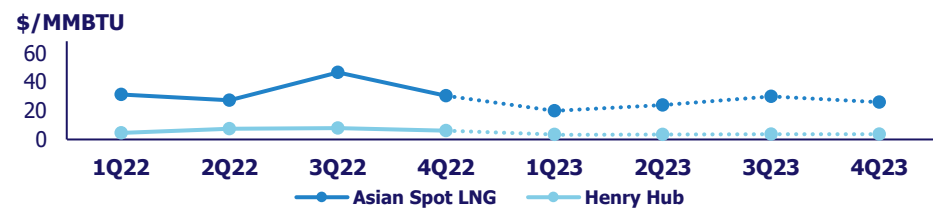
Sources: IMF WEO (Jan 30, 2023), Blog by Pierre-Olivier Gourinchas, International Industry Research and Economics Department

# Economic & Product Prices Outlook:

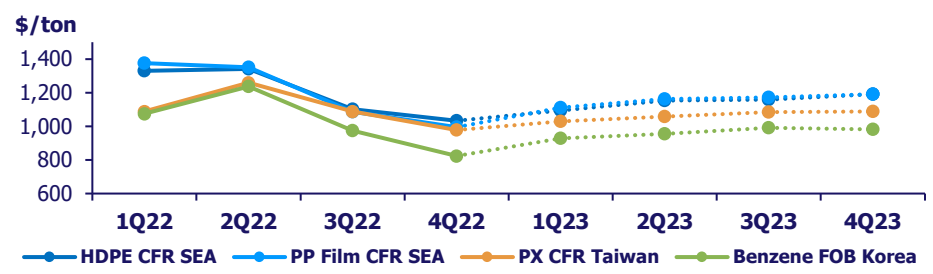
Petroleum



Gas/LNG



Petrochemical



Price	3Q22	4Q22	1Q23(E)	2022	2023(E)
Dubai	97	85	79-84	96	81-86
Mogas	110	94	96-101	115	98-103
Gasoil	132	124	109-114	131	108-113
HSFO (3.5%S)	75	62	61-66	82	68-73
VLSFO (0.5%S)	109	91	85-90	109	89-94
Singapore GRM	7.1	6.3	8.0-9.0	10.7	8.0-9.0
Asian Spot LNG	46.6	30.4	17-23	34.0	22-28
Henry Hub (HH)	7.9	6.1	3.2-3.8	6.5	3.3-3.9
HDPE	1,102	1,033	1,070-1,120	1,204	1,120-1,170
PP Film	1,085	995	1,105-1,155	1,207	1,150-1,200
BZ	974	823	900-950	1,027	940-990
PX	1,087	978	1,000-1,050	1,103	1,040-1,090

## MARKET FACTORS

Bullish

**Petroleum**

- Recovery of oil demand** from China's reopening and economic recovery in 2H23
- Maintained OPEC production cut** to balance crude oil market in 1H23
- Low gasoline and gasoil inventory level** in the U.S.

Bearish

- Increased Non-OPEC Production mainly from the U.S.** (US 2023E=12.5 MBD, 2022A=11.9 MBD)
- Market sentiment** pressured by concern on economic slowdown in 1H23

Gas/LNG

- Higher European LNG imports as Russia further reduced gas supply to Europe** (In 2022, Russia supply gas via pipeline to EU at 46 MTA and it is expected to fall to 26 MTA in 2023.)
- China's economic recovery** from reopening.

Petrochemical

- Expected downstream demand recovery after Lunar New Year**
- Lower spot supply in Asia** amid scheduled maintenance in Q1-2 and lower production rates
- Healthy gasoline blending** to support aromatics demand from tourism sector.

U.S Freeport LNG (15 MTA) reopened after maintenance.

- (Freeport announced force majeure since 8 Jun'22)
- Weaker heating demand** due to mild weather in Europe and Asia
- High gas storage in Europe** (Current storage is twice comparing with the previous year)

Additional regional supply, especially from China

- to pressure on global operating rate to be bottom-out at 80% for olefins and 70% for aromatics
- Concern on economic slowdown in 1H23** to pressure on overall market sentiment

Source: PTT, PRISM Petroleum Rolling as of 7 February 2023, PRISM Petrochemical Rolling as of 9 February 2023, TBU Analyst as of 8 February 2023



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# PTT's Sustainability Strategic Direction

Vision

**Powering Life  
with Future Energy and Beyond**

Target  
by 2030

- 1 New growth**  
PTT Group Net Income from Future Energy and beyond > 30%
- 2 Business growth**  
LNG : 9 MTPA  
Power (Conventional) : 8 GW  
Renewable energy : 12 GW
- 3 Clean growth**  
15% Green House Gas Reduction from 2020

Aspiration

**POWERING THAILAND'S TRANSFORMATION** by **PARTNERSHIP & PLATFORM** **TECHNOLOGY FOR ALL** **TRANSPARENCY & SUSTAINABILITY**

Strategic  
Direction

CORE STRENGTHENING		FOUNDATION FOR GROWTH	
 <b>Resilience</b> Survive any Crisis • Secure liquidity • Safety, Operation excellence • Synergy & optimization • Agile workforce • Risk & Crisis Management	 <b>Reenergize</b> Enhance competitiveness • Create value along PTT Group value chain • Reinforce upstream & downstream • Reshape portfolio • Decarbonize toward net zero	 <b>Reimagination</b> Initiate businesses for the next normal • Accelerate growth through transition energy (LNG and power) • Generate Future Energy and Beyond business at speed and scale	 <b>Reform</b> Enhance readiness • Transform organization & structure for regulatory and environment shift

Group Synergy - People - Finance - Communication

Mindset: Outside in + Inside out Values: **S P I R I T**



PTT contributes to and is fully aligned with all 17 goals

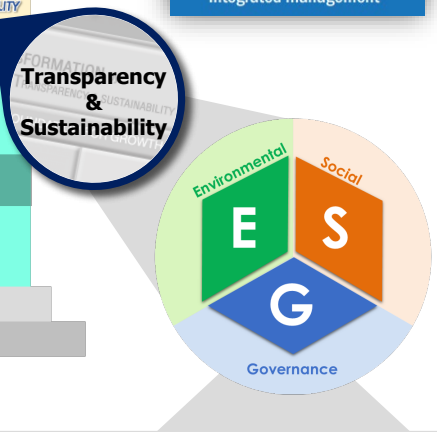
Member of  
**Dow Jones Sustainability Indices**

Powered by the S&P Global CSA

**Sustainability Award**  
Gold Class 2021

**S&P Global**

Industry Leader in the  
**Oil & Gas Upstream & Integrated (OGX) Sector**



**Environmental:**  
Sustainable Production and Consumption



Low Carbon Society



Circular Economy



Safe Working Environment and Respect for Human Rights



Social Shared Value



Workforce for New Growth



Operate with Integrity



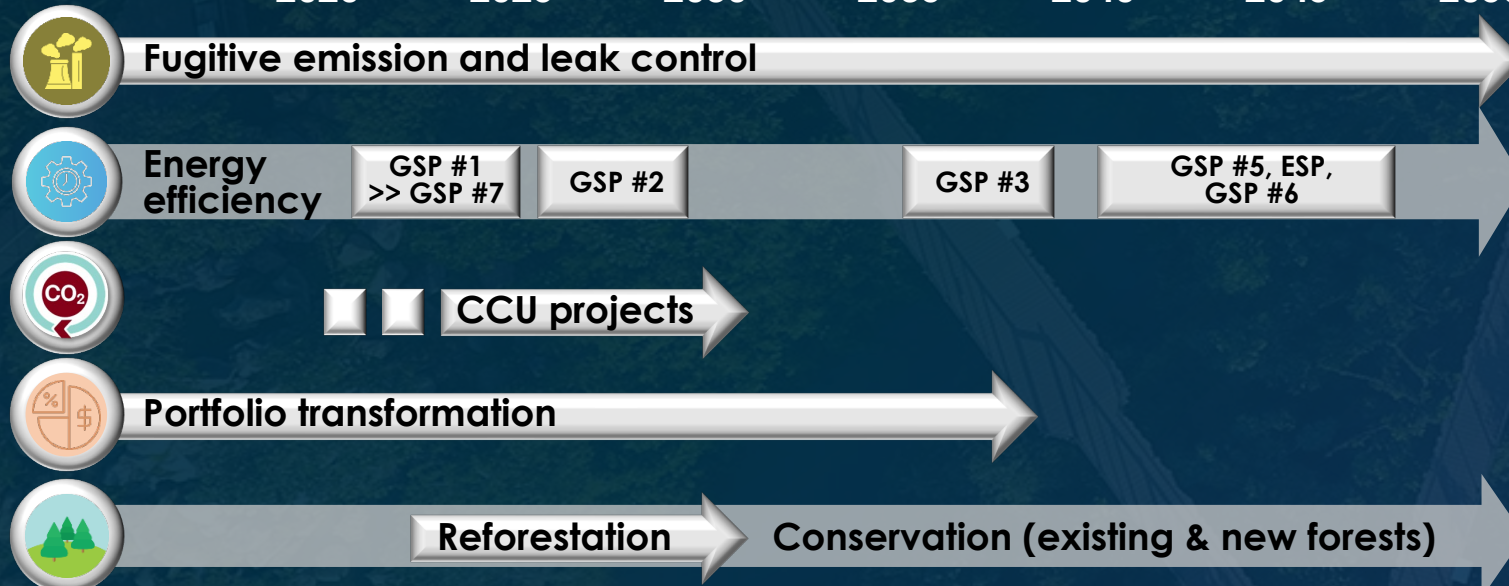
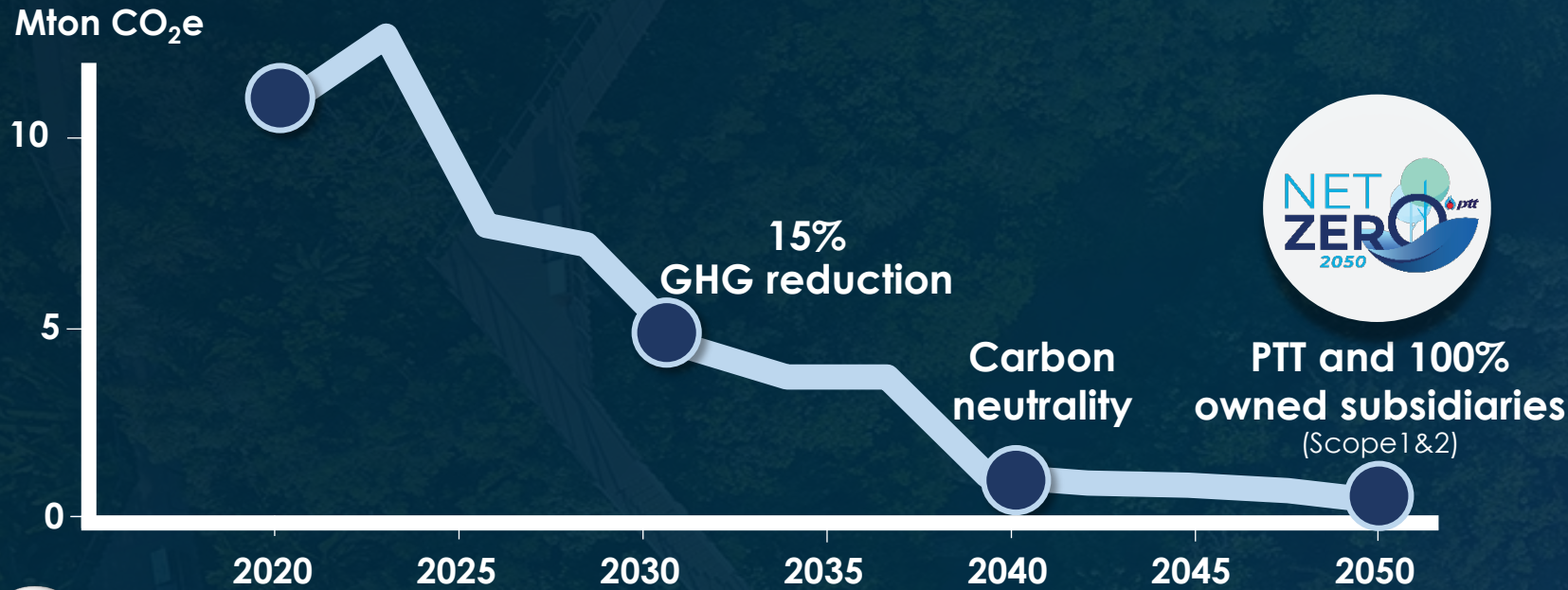
Performance Excellence

**Social:**  
People's Well-being

**Governance:**  
Corporate Governance and Performance Excellence



# PTT Moving Forward to Carbon Neutrality by 2040 and Net Zero Emissions by 2050



## 3P Decarbonization Pathways



~30 %

### Pursuit of Lower Emissions (Clean Growth)

15% GHG reduction from 2020 by 2030

GHG Reduction Initiatives

Carbon Offset/ RECs



~50 %

### Portfolio Transformation (Business Growth) (Green Portfolio)

RE 12 GW by 2030  
Future Energy and Beyond 32% of CAPEX 2021 - 2030



~20 %

### Partnership with Nature and Society (Reforestation)

PTT: 1,000,000 Rai by 2030

(PTT's Existing): 1,115,185 Rai

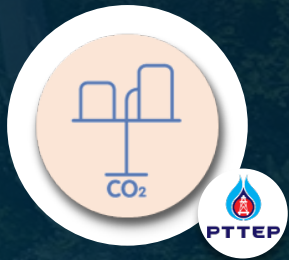
Remark: 1 Rai = 0.4 Acre  
37  
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# PTT Group Decarbonization Initiatives

Net Zero Emissions



CCS



Thailand CCUS Consortium

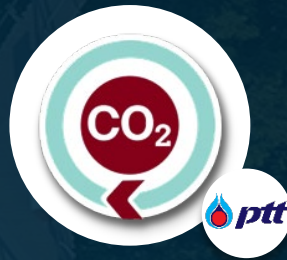


PTT Group CCS Hub Model



ARTHIT CCS Project

The 1<sup>st</sup> CCS pilot project in Thailand by 2027



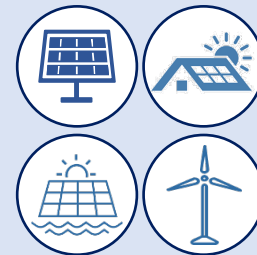
CCU

Select potential products and technology for CO<sub>2</sub> utilization, and conduct a feasibility study for commercialization of new products

- Sodium Bicarbonate
- Animal Protein
- Methanol
- Nano Calcium Carbonate



Renewable Energy



Install solar/wind power generators in the building and in/near the operation areas (350 MW by 2030)



Hydrogen

3 focus areas

H<sub>2</sub> Turbine & Burner  
Partial H<sub>2</sub> turbine/burner by 2026



H<sub>2</sub>/NG blending

Pilot H<sub>2</sub> blending in NG pipeline by 2025



Fuel cell electric vehicle (FCEV)



Prototype by 2030



Reforestation



Planting additional 2 million rai of forests and mangroves by 2030, and continuously implementing conservation plans

Remark: 1 Rai = 0.4 Acre

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# Supplementary Information

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Cash Flow	P.44
<b>Debt Profile</b>	<b>P.45</b>
PTT Group Accounting Structure	P.46
<b>Financial Performance by business</b>	<b>P.47-54</b>
PTT Group : Upcoming Projects	P.55
<b>Gas Roadmap &amp; PDP</b>	<b>P.56-58</b>
Natural Gas Price Structure & Pipeline Business	P.59-61



# PTT Group Performance : 4Q22 (QoQ & YoY)

Unit : MB	Performance 100%					% PTT holding	Equity Method % PTT				
	4Q21	3Q22	4Q22	QoQ	YoY		4Q21	3Q22	4Q22	QoQ	YoY
<b>PTT Net Operating Income</b>	7,683	(6,566)	6,149	>100%	(20%)		7,683	(6,566)	6,149	>100%	(20%)
<b>E&amp;P - PTTEP</b>	10,646	24,172	15,610	(35%)	47%	65.29%	6,950	15,768	10,219	(35%)	47%
<b>Petrochemical</b>	3,278	(13,241)	(875)	93%	<(100%)		1,064	(5,968)	(410)	93%	<(100%)
- GC	3,247	(13,384)	(968)	93%	<(100%)	48.18%	1,033	(6,110)	(503)	92%	<(100%)
- Other	31	143	93	(35%)	>100%		31	142	93	(35%)	>100%
<b>Refining</b>	7,228	(2,537)	(7,002)	<(100%)	<(100%)		4,070	(1,602)	(1,241)	23%	<(100%)
- TOP	5,033	12	147	>100%	(97%)	48.00%	3,000	(432)	2,171	>100%	(28%)
- IRPC	2,195	(2,549)	(7,149)	<(100%)	<(100%)	48.05%	1,070	(1,170)	(3,412)	<(100%)	<(100%)
<b>Oil - OR</b>	2,353	701	(744)	<(100%)	<(100%)	75.00%	1,699	577	(552)	<(100%)	<(100%)
<b>NBI - GPSC/TP/DCAP/PTTES/PTTDIGITAL/ENCO/PTTGM<sup>2/</sup></b>	1,535	586	(110)	<(100%)	<(100%)		645	270	(142)	<(100%)	<(100%)
<b>Others Business</b>	5,705	6,377	3,572	(44%)	(37%)		5,423	6,424	3,849	(40%)	(29%)
<b>Inter - PTTER/PTTGM<sup>2/</sup></b>	3,298	2,325	2,193	(6%)	(34%)	100.00%	3,348	2,461	2,682	9%	(20%)
<b>Gas - PTTLNG/PTTNGD/PTTGL/TTM(T)/TTM(M)</b>	2,316	1,508	1,258	(17%)	(46%)		1,971	1,440	1,149	(20%)	(42%)
<b>Other - PTTT/Others<sup>1/</sup></b>	91	2,544	121	(95%)	33%		104	2,523	18	(99%)	(83%)
<b>Shared of Net Income from Affiliates</b>	30,745	16,058	10,451	(35%)	(66%)		19,851	15,469	11,723	(24%)	(41%)
<b>Tax Adjustment for Gain on Disposal of Investment and Asset</b>	10	(19)	-	100%	(100%)		10	(19)	-	100%	(100%)
<b>PTT Consolidated Net Income</b>	38,438	9,473	16,600	75%	(57%)		27,544	8,884	17,872	>100%	(35%)

1/ Including PTTGE, BSA, and PTT TCC

2/ Currently PTTGM has 2 main businesses including coal & NBI (Pharma)

# PTT Group Performance : 2022 vs 2021

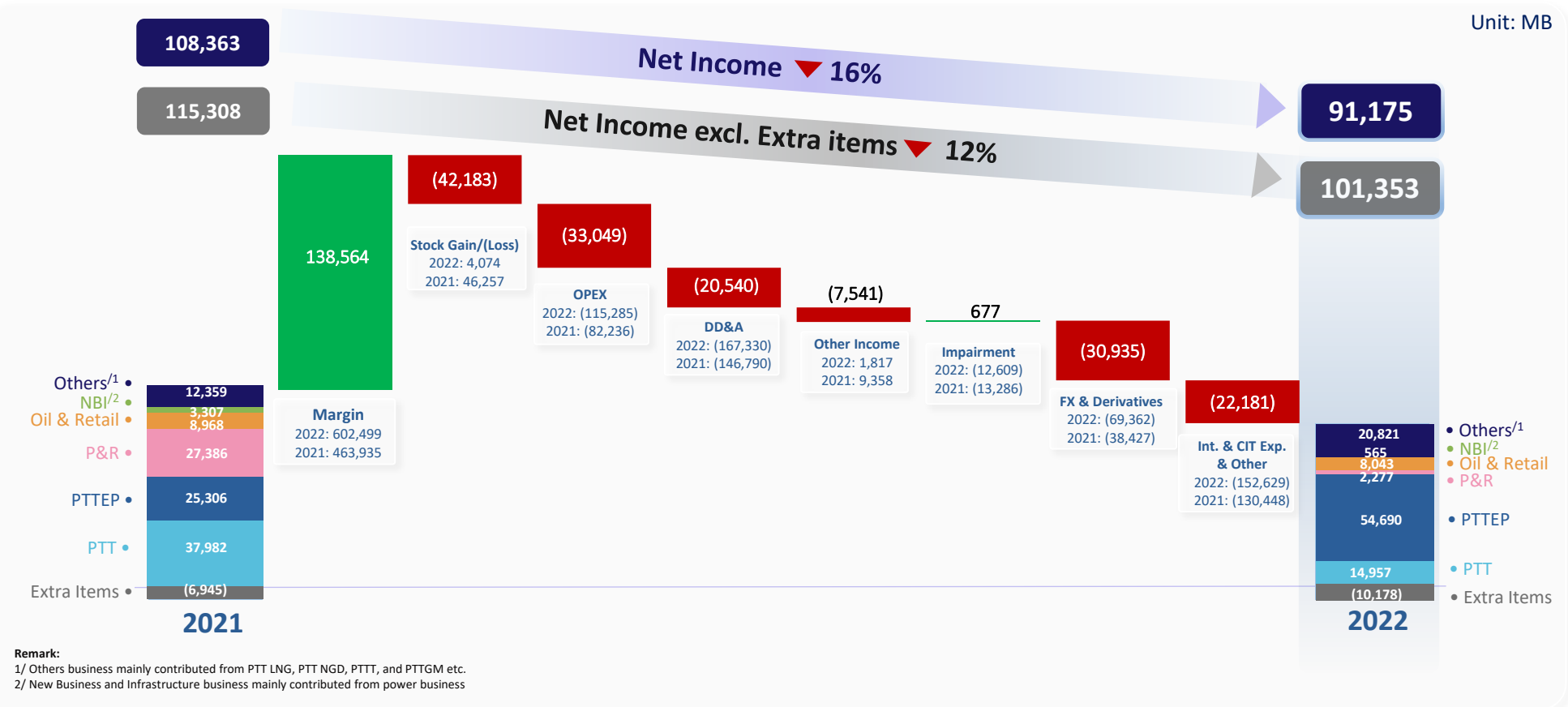
Unit : MB	Performance 100%			% PTT holding	Equity Method % PTT		
	2021	2022	2022 vs 2021		2021	2022	2022 vs 2021
<b>PTT Net Operating Income</b>	<b>34,024</b>	<b>15,271</b>	<b>(55%)</b>		<b>34,024</b>	<b>15,271</b>	<b>(55%)</b>
<b>E&amp;P - PTTEP</b>	<b>38,864</b>	<b>70,901</b>	<b>82%</b>	<b>65.29%</b>	<b>25,369</b>	<b>46,279</b>	<b>82%</b>
<b>Petrochemical</b>	<b>45,253</b>	<b>(8,337)</b>	<b>&lt;(100%)</b>		<b>10,753</b>	<b>(3,832)</b>	<b>&lt;(100%)</b>
- GC	<b>44,982</b>	<b>(8,752)</b>	<b>&lt;(100%)</b>	<b>48.18%</b>	<b>10,482</b>	<b>(4,247)</b>	<b>&lt;(100%)</b>
- Other	<b>271</b>	<b>415</b>	<b>53%</b>		<b>271</b>	<b>415</b>	<b>53%</b>
<b>Refining</b>	<b>27,083</b>	<b>28,304</b>	<b>5%</b>		<b>12,170</b>	<b>4,608</b>	<b>(62%)</b>
- TOP	<b>12,578</b>	<b>32,668</b>	<b>&gt;100%</b>	<b>48.00%</b>	<b>5,284</b>	<b>6,734</b>	<b>27%</b>
- IRPC	<b>14,505</b>	<b>(4,364)</b>	<b>&lt;(100%)</b>	<b>48.05%</b>	<b>6,886</b>	<b>(2,126)</b>	<b>&lt;(100%)</b>
<b>Oil - OR</b>	<b>11,474</b>	<b>10,370</b>	<b>(10%)</b>	<b>75.00%</b>	<b>8,987</b>	<b>7,819</b>	<b>(13%)</b>
<b>NBI - GPSC/TP/DCAP/PTTES/PTTDIGITAL/ENCO/PTTGM<sup>2/</sup></b>	<b>23,537</b>	<b>2,139</b>	<b>(91%)</b>		<b>3,307</b>	<b>653</b>	<b>(80%)</b>
<b>Others Business</b>	<b>15,358</b>	<b>22,663</b>	<b>48%</b>		<b>13,441</b>	<b>20,315</b>	<b>51%</b>
<b>Inter - PTTER/PTTGM<sup>2/</sup></b>	<b>4,712</b>	<b>9,366</b>	<b>99%</b>	<b>100.00%</b>	<b>3,880</b>	<b>8,085</b>	<b>&gt;100%</b>
<b>Gas - PTT LNG/PTTNGD/PTTGL/TTM(T)/TTM(M)</b>	<b>9,265</b>	<b>7,737</b>	<b>(16%)</b>		<b>8,157</b>	<b>6,766</b>	<b>(17%)</b>
<b>Other - PTTT/Others<sup>1/</sup></b>	<b>1,381</b>	<b>5,560</b>	<b>&gt;100%</b>		<b>1,404</b>	<b>5,464</b>	<b>&gt;100%</b>
<b>Shared of Net Income from Affiliates</b>	<b>161,569</b>	<b>126,040</b>	<b>(22%)</b>		<b>74,027</b>	<b>75,842</b>	<b>2%</b>
<b>Tax Adjustment for Gain on Disposal of Investment and Asset</b>	<b>312</b>	<b>62</b>	<b>(80%)</b>		<b>312</b>	<b>62</b>	<b>(80%)</b>
<b>PTT Consolidated Net Income</b>	<b>195,905</b>	<b>141,373</b>	<b>(28%)</b>		<b>108,363</b>	<b>91,175</b>	<b>(16%)</b>

1/ Including PTTGE, BSA, and PTT TCC

2/ Currently PTTGM has 2 main businesses including coal & NBI (Pharma)

# 2022 vs 2021 PTT Consolidated Performance (YTD):

Decreased NI from lower stock gain and higher loss on derivatives despite improved operating performance



**▼ 61%** Lower gross margin despite gain on FX

<b>Gas</b>	<b>Trading</b>
<ul style="list-style-type: none"> <li>- S&amp;M</li> <li>+ Increased avg. selling prices</li> <li>- Overall gas sales vol. decreased</li> <li>+ Higher feed gas cost</li> <li>- Lower sales volume</li> </ul>	<ul style="list-style-type: none"> <li>- Lower margin from mark to market inventory and higher condensate discount</li> </ul>

**>100%** E&P

- + Higher avg. selling price
- + Higher avg. sales volume
- Provision for Montara incident
- Higher Impairment loss on Mozambique project

**▼ 10%** Oil & Retail

- Squeezed oil margin
- Higher SG&A expense

**▼ 92%** P&R

<b>Petrochemical</b>	<b>Refinery</b>
<ul style="list-style-type: none"> <li>- Lower product spread</li> <li>- Lower sales vol. (soften demand)</li> </ul>	<ul style="list-style-type: none"> <li>+ Higher Mkt GRM</li> <li>+ Higher sales vol.</li> <li>- Lower stock gain</li> </ul>

**▼ 83%** NBI (mainly from power)

Lower profit margin due to higher fuel costs

**▲ 68%** Others

- + Coal: Higher avg. selling prices and sales vol.
- + PTTT: Higher margin and sales vol.

**▼ 47%** Extra Items\*

**2022: Net loss ~-11,000 MB**

- PTTEP's asset impairment loss ~-6,600 MB
- PTTEP's provision for Montara ~-3,000 MB
- PTTEP's adjusted of Oman Block 61 ~+1,600 MB
- PTT's donation to oil fund -3,000 MB
- PTT's discounted benefit of gas shortfall ~+3,400 MB

**2021: Net loss ~-6,900 MB**

- PTTEP's asset impairment loss & write-off ~-6,900 MB
- PTTEP's gain from bargain purchase ~7,000 MB
- PTT's impairment loss ~-3,500 MB
- PTT's return of take or pay benefit ~-2,700 MB
- PTT's discounted benefit of gas shortfall ~+1,700 MB
- GC's impairment loss ~-1,000 MB

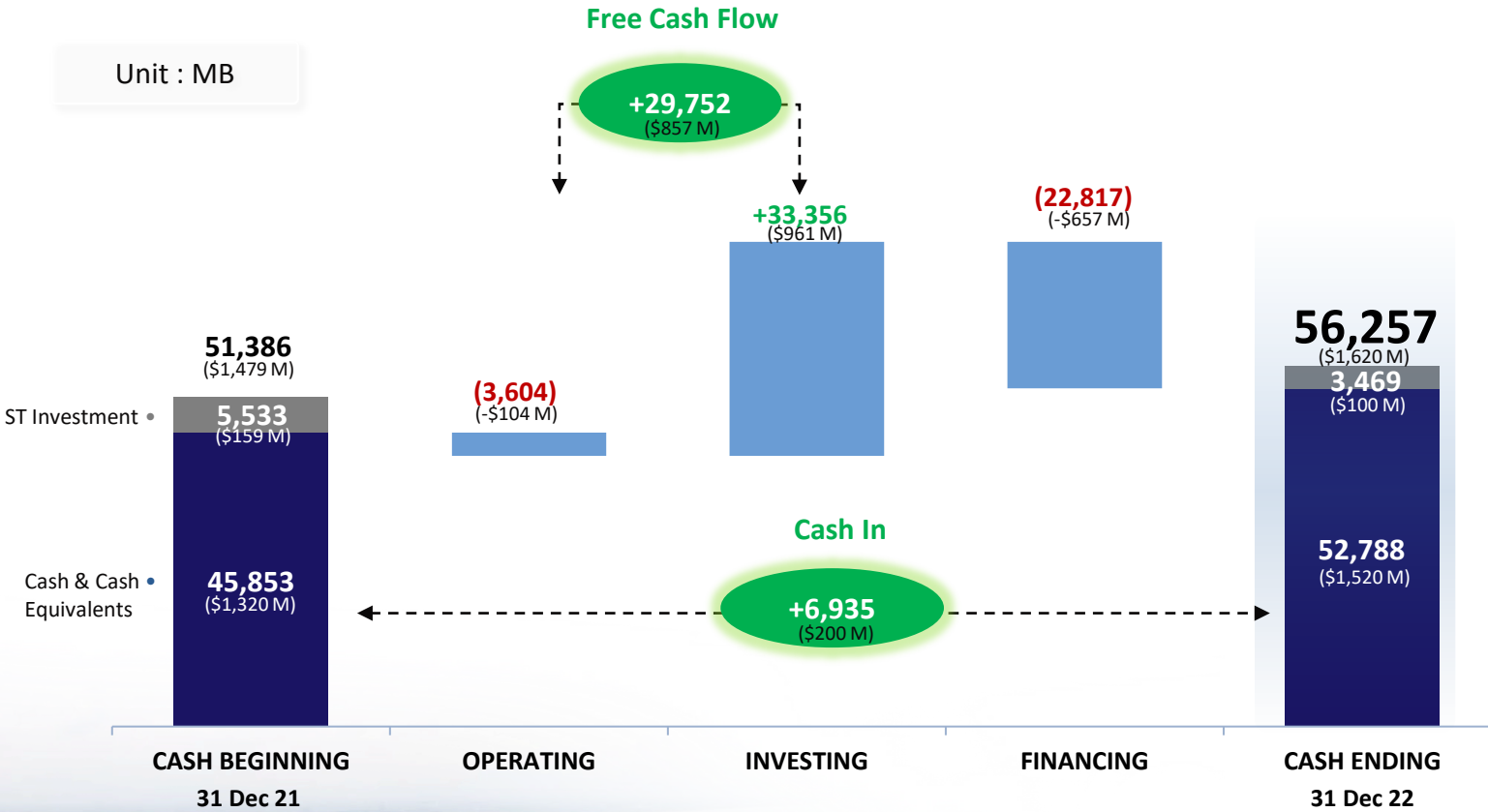
(\*PTT's portion net tax amount)



# PTT Only Cash Flows 2022



Unit : MB



<p><b>Operating</b> <b>(3,604)</b> MB</p>	Changes in assets & liabilities	(46,609)
	Income Tax	(7,198)
	Non-Cash Adjustment	(2,378)
	Net Income	52,581
<p><b>Investing</b> <b>33,356</b> MB</p>	Short / Long-term lending loans & others	65,919
	Dividend/Interest Received	40,075
	Current investment	2,903
	Investment (Sub. & Affiliates)	(60,181)
<p><b>Financing</b> <b>(22,817)</b> MB</p>	CAPEX (PPE, Intangible asset)	(15,360)
	Dividend paid	(59,977)
	Finance cost paid	(7,871)
	Derivatives	(20)
	Received from loans/bonds	45,051

\* As of Dec 31, 2022, BOT selling rate USD/THB of 34.73 (End rate)

# Debt Profile : Control Cost & Manage Risk

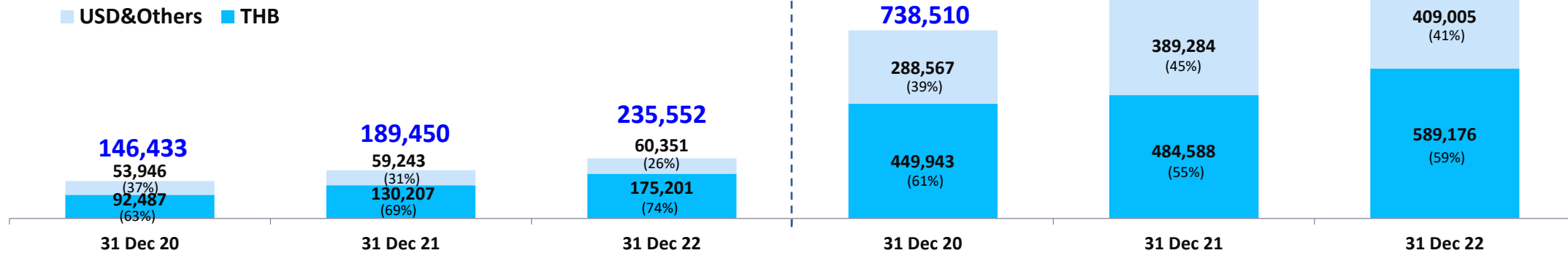
Managed debt according to financial risk and policy

## Debt Portfolio

Unit : MB

**PTT Only** : Cost of debts ~ 3.74%  
 : % fixed-rate ~ 70.02%  
 : Avg. debt life ~ 12.72 years

**Consolidated** : Cost of debts ~ 3.63%  
 : % fixed-rate ~ 68.79%  
 : Avg. debt life ~ 10.67 years

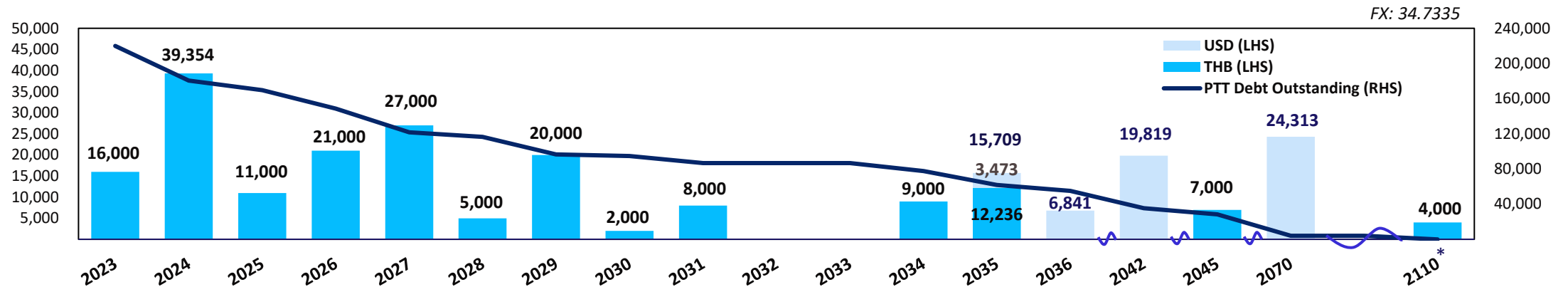


Note : 1. PTT Data as of 31 Dec 22 (THB/USD = 34.7335 THB/JPY = 0.2645) excluding liabilities from finance leases.  
 2. Debt Outstanding represents amount and portion before derivative swaps and reconciled with accounting.  
 3. Cost of debts, % fixed rate, and avg. debt life took into account the derivative transactions, including withholding tax (update as of 31 Dec 22).

## PTT Only : Debt Outstanding and Repayment Profile

Unit : MB

As of 31 Dec 22



Note : 1. Debt Outstanding for Repayment Profile represents financial data and portion after derivative swaps.  
 2. Bond repayment amounting 6,236 MB in 2035 is USD swaps to THB.

\*PTTC10DA (Century Bonds) is due on 2 Dec 2110

# PTT Group Accounting Structure

Data as of 31 Dec 2022

E&P and Gas Business Group	International Trading Business Group	Petrochemicals & Refining Business Group																																																								
<p><b>Subsidiaries</b></p> <table border="0"> <tr> <td>PTT Exploration &amp; Production Plc.</td> <td>PTTEP</td> <td>Consolidate</td> <td>65.29% <sup>2/</sup></td> </tr> <tr> <td>PTT Natural Gas Distribution Co., Ltd.</td> <td>PTTNGD</td> <td></td> <td>58.00%</td> </tr> <tr> <td>PTT LNG Co., Ltd.</td> <td>P TTLNG</td> <td></td> <td>100.00%</td> </tr> </table> <p><b>Joint Ventures</b></p> <table border="0"> <tr> <td>Trans Thai-Malaysia (Thailand) Co., Ltd.</td> <td>TTM (T)</td> <td>Equity</td> <td>50.00%</td> </tr> <tr> <td>Trans Thai-Malaysia (Malaysia) Sdn. Bhd.</td> <td>TTM (M)</td> <td></td> <td>50.00%</td> </tr> <tr> <td>Map Ta Phut Air Products Co., Ltd.</td> <td>MAP</td> <td></td> <td>51.00% <sup>2/</sup></td> </tr> </table>	PTT Exploration & Production Plc.	PTTEP	Consolidate	65.29% <sup>2/</sup>	PTT Natural Gas Distribution Co., Ltd.	PTTNGD		58.00%	PTT LNG Co., Ltd.	P TTLNG		100.00%	Trans Thai-Malaysia (Thailand) Co., Ltd.	TTM (T)	Equity	50.00%	Trans Thai-Malaysia (Malaysia) Sdn. Bhd.	TTM (M)		50.00%	Map Ta Phut Air Products Co., Ltd.	MAP		51.00% <sup>2/</sup>	<p><b>Subsidiaries</b></p> <table border="0"> <tr> <td>PTT International Trading Pte.</td> <td>PTTT</td> <td>Consolidate</td> <td>100.00%</td> </tr> <tr> <td>PTT International Trading London Ltd.</td> <td>PTTT LDN</td> <td></td> <td>100.00%</td> </tr> <tr> <td>PTT International Trading USA Inc.</td> <td>PTTT USA</td> <td></td> <td>100.00%</td> </tr> </table> <p style="background-color: #f4a460; text-align: center; padding: 5px;"><b>Oil Business Group</b></p> <p><b>Subsidiaries</b></p> <table border="0"> <tr> <td>PTT Oil &amp; Retail Business Co., Ltd.</td> <td>OR</td> <td>Consolidate</td> <td>75.00%</td> </tr> </table>	PTT International Trading Pte.	PTTT	Consolidate	100.00%	PTT International Trading London Ltd.	PTTT LDN		100.00%	PTT International Trading USA Inc.	PTTT USA		100.00%	PTT Oil & Retail Business Co., Ltd.	OR	Consolidate	75.00%	<p><b>Petrochemical Subsidiaries</b></p> <table border="0"> <tr> <td>PTT Global Chemical Plc. <sup>1/</sup></td> <td>GC</td> <td>Consolidate</td> <td>48.18% <sup>2/</sup></td> </tr> <tr> <td>PTT Tank Terminal Co., Ltd.</td> <td>PTT TANK</td> <td></td> <td>100.00%</td> </tr> </table> <p><b>Refining Subsidiaries</b></p> <table border="0"> <tr> <td>Thai Oil Plc. <sup>1/</sup></td> <td>TOP</td> <td>Consolidate</td> <td>48.00% <sup>2/</sup></td> </tr> <tr> <td>IRPC Plc. <sup>1/</sup></td> <td>IRPC</td> <td></td> <td>48.05% <sup>2/</sup></td> </tr> </table>	PTT Global Chemical Plc. <sup>1/</sup>	GC	Consolidate	48.18% <sup>2/</sup>	PTT Tank Terminal Co., Ltd.	PTT TANK		100.00%	Thai Oil Plc. <sup>1/</sup>	TOP	Consolidate	48.00% <sup>2/</sup>	IRPC Plc. <sup>1/</sup>	IRPC		48.05% <sup>2/</sup>
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## New Business and Infrastructure Business Group

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## International Investment Business Group

<p><b>Subsidiaries</b></p> <table border="0"> <tr> <td>PTT Energy Resources Co., Ltd.</td> <td>PTTER</td> <td>Consolidate</td> <td>100.00%</td> </tr> <tr> <td>PTT Green Energy Pte. Ltd</td> <td>PTTGE</td> <td></td> <td>100.00%</td> </tr> <tr> <td>PTT Global Management Co., Ltd.</td> <td>PTTGM</td> <td></td> <td>100.00%</td> </tr> </table>	PTT Energy Resources Co., Ltd.	PTTER	Consolidate	100.00%	PTT Green Energy Pte. Ltd	PTTGE		100.00%	PTT Global Management Co., Ltd.	PTTGM		100.00%
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## Others

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Remark : <sup>1/</sup>Subsidiaries that PTT holds less than 50.00% but being consolidated because PTT has the power to control the financial and operating policies.

<sup>2/</sup> Holding portion of PTT Group (direct & indirect)

<sup>3/</sup> PTT holds 100.00% of BSA's ordinary shares, PTT's ownership interest in BSA is 100.00%



# E&P Performance

QoQ



Soften performance from lower selling price as well as the recognition of provision on Montara incident and impairment loss

- + Normal operation: increased due to higher sales volume and lower exploration expenses despite decreasing selling prices.
- Non-operating items: primarily from administrative expenses from the recognition of provision on Montara incident and impairment loss on Mozambique Area 1 Project and loss on assets in Angola.

2022 vs 2021

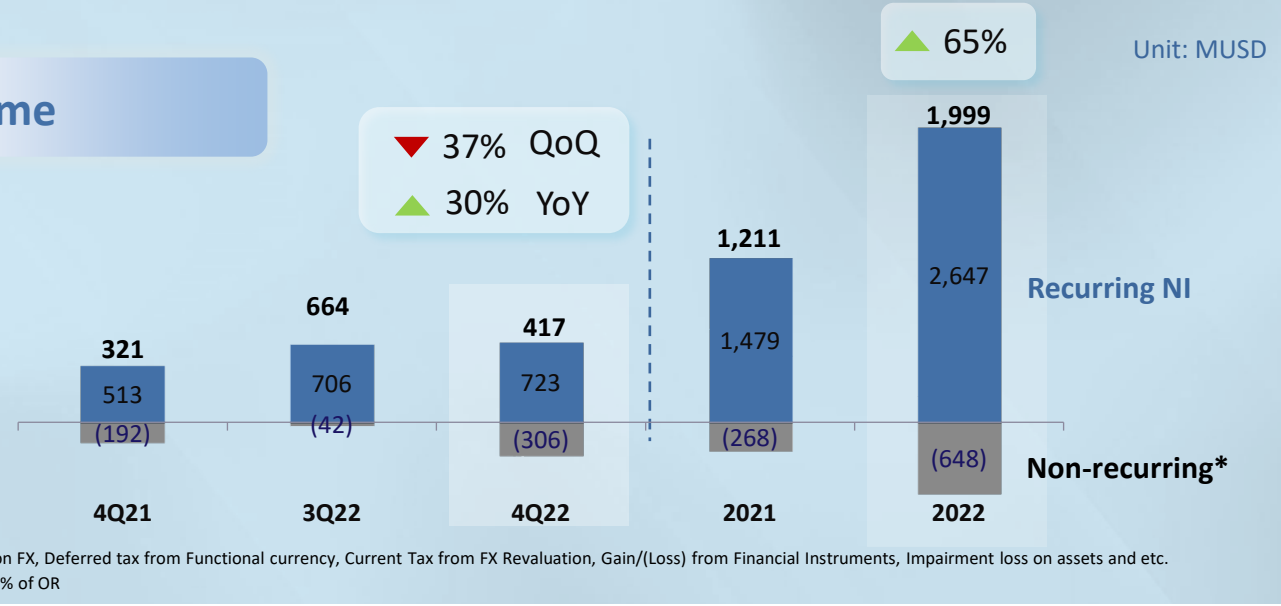


NI improved due to higher selling prices & sales volume

- + Normal operation: significantly increased from higher selling prices & sales volume
- Non-operating items: mainly from the recognition of provision on Montara incident and impairment loss on Mozambique Area 1 Project and loss on assets in Angola. While in 2021, there was recognition of gain on a bargain purchase of Oman Block 61.



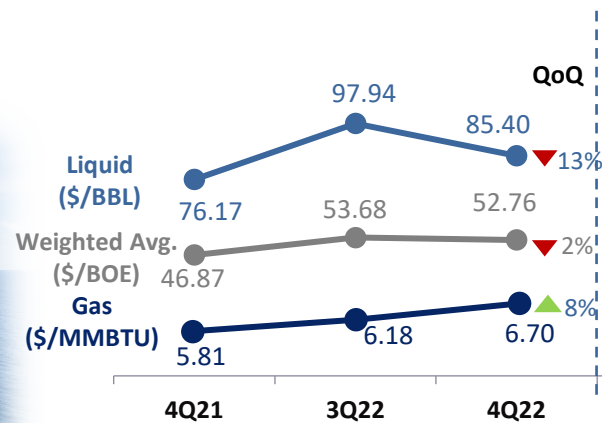
## Net Income



\* Includes Gain/(Loss) on FX, Deferred tax from Functional currency, Current Tax from FX Revaluation, Gain/(Loss) from Financial Instruments, Impairment loss on assets and etc.  
NOTE: Net income 100% of OR

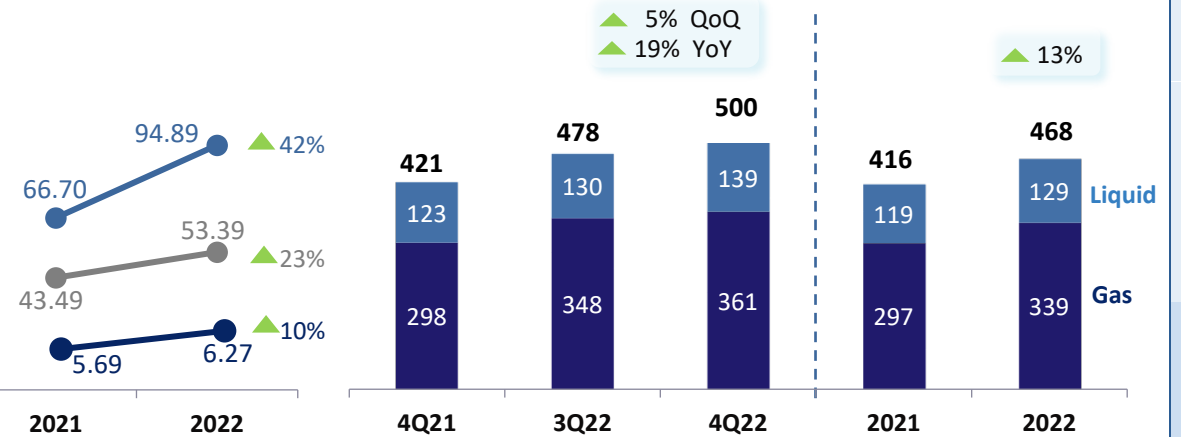
## Key Drivers

### Product Prices



### Sales Volume

Unit: KBOED



## Strategy Refinement

### Key Focus Areas 2023

Strategic alignment with UNSD Goals



#### Drive Value

- Max. Production & Energy Security
- G1/61 Ramp-up and GOT Synergy
- SK410B LLB FID
- MY Discovery Monetization
- Competitive Unit Cost



#### Decarbonize

- EP Net Zero 2050
- Arthit CCS FID
- GOT CCS Hub Study
- Emission Offsetting & Ocean for Life



#### Diversify

- Scale-up AI & Robotics Venture
- Power and Renewable Opportunity
- Explore CCUS
- Future Energy



## 2023 Guidance

	Outlook	
	Q1 2023	FY 2023
Sales Volume (KBOED)	~472	~470
Gas Price (US\$/MMBTU)	~6.7	~6.1
Unit Cost (US\$/BOE)	~27-28	
Profitability (EBITDA Margin)	70-75%	

\* Based on average Dubai oil price in 2023 at 88 \$/BBL

## Business Update (E&P)

#### THAILAND

G1/61 Erawan Currently producing at 210 MMSCFD. In 2022, drilled additional 77 wells and installed 8 WHIPs. 1<sup>st</sup> ramp-up to 400 MMSCFD target mid 2023.

G2/61 Bongkot Currently producing at 200 MMSCFD. Preparing for remaining transition Block B16 and B17 in Mar-23 to PSC.

MTJDA Granted additional exploration area and PSC extension to 2039. Currently supplying 33 MMSCFD to Thailand.

Participating in 24<sup>th</sup> Gulf of Thailand Bid Round

Seeking progress in OCA

#### UAE

Sharjah Onshore Area A and C acquired 25% stake

Offshore 1 and 3 currently being evaluated for petroleum potential

Offshore 2 made sizable gas discovery approx. 2.5-3.5 TCF

#### ALGERIA

HBR 1st Oil production commenced with daily production ~13 KBPD.

#### MOZAMBIQUE

MZA1 Site re-access pending security situation.

1<sup>st</sup> Cargo is estimated in 2027.

#### BRAZIL / ANGOLA

Portfolio Rationalization

Divestment from Brazil and Angola

#### MALAYSIA

SB412 New block awarded from MBR 2021 - Started seismic processing.

SK410B LLB FEED in progress. Estimated production rate ~1000 MMSCFD.

FID plan in 2023. Additional discovery in the area from Paprika-1 well.

#### MYANMAR

Yadana Operate normally. Possibility to extend PSC beyond 2028.

Zawtika Operate normally. Maintain production with new phase 1D.

## Business Update (Beyond E&P)

#### AI AND ROBOTICS VENTURES

- Received "The National Innovation Awards" from Thailand's National Innovation Agency (NIA).
- MOU with AEROTHAI to develop and test data connectivity between ARV's unmanned aircraft systems, flight-operations and fleet-management systems and AEROTHAI's UAS traffic management system

#### ROVULA

- ZEAQUEST delivered subsea pipeline maintenance and exploration projects in the Gulf of Thailand and the Gulf of Martaban.
- The NAUTILUS technology is now ready for commercial services and was awarded "The Spotlight on New Technology" award from OTC Asia 2022 in Malaysia.

#### SKYLLER

- Signed an agreement with HMC Polymers for the inspection of flares and confined spaces (silo) for plastic pallets, using UAV technology and digital platforms
- Created and developed Digital Twin technology

#### varuna

- Cooperated with PTT in research and development of carbon stock assessment technologies for the forestry sector
- Aims to collect 1 million tons of carbon credits by 2030.

#### CARIVA

MOU with Thammasat University Hospital to provide CARIVA's digital health screening tools and digital data collection solution.

#### bind

Successfully developed and deployed National Digital Corporate Identity (NCID) solution, which leverages innovations in Digital-ID and e-documents

#### bedrock

MOU with more than 10 agencies to accelerate the development and dissemination of City Data Digital Platform and lead to integration of city data analytics into the forecasting, planning, monitoring, and problem solving of the cities

#### Gas To Power

The project is currently on the preparation process. Timeline is delay due to local situation in Myanmar.

#### Green e-methanol

MOU with 5 multinational companies on a 'Green Methanol Value Chain Collaboration' which will explore the feasibility of establishing a green e-methanol pilot plant.

#### CCS for PTT Group's GHG Reduction

MOU with PTT Group companies to conduct a feasibility study on the application of CCS under the concept of CCS Hub Model.

#### CCS as a Service

Collaborates with INPEX and JGC to explore the potential development of a CCS project in Thailand

# Oil Business : OR Group

QoQ



Declined performance

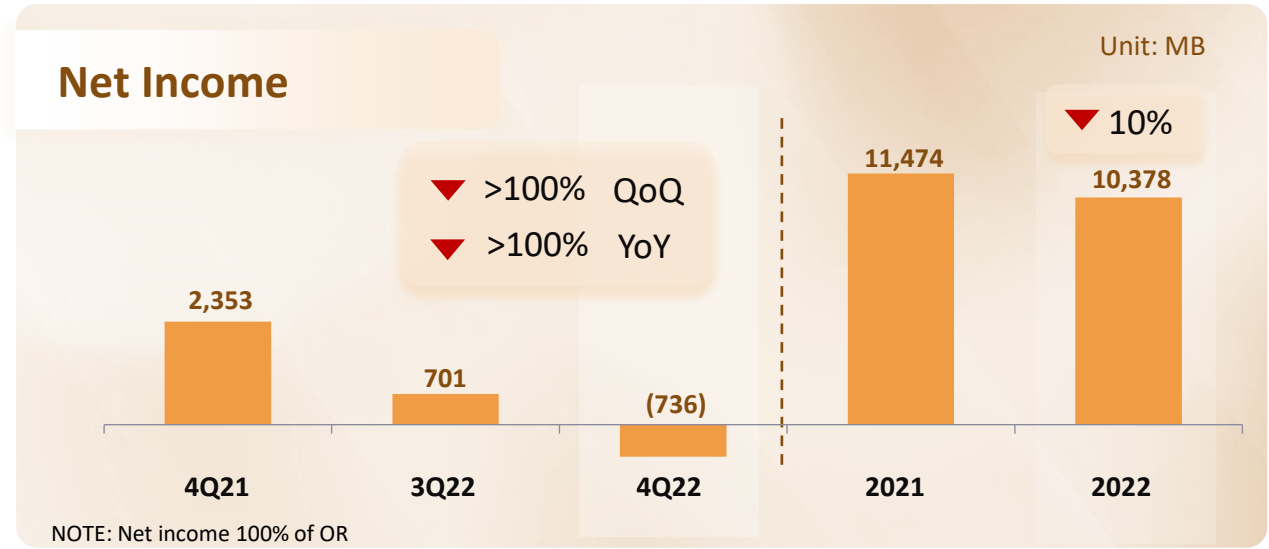
- Oil – Squeezed oil margin due to higher cost from importing products during domestic main oil refinery turnaround period despite increased sales volume.
- + Non-Oil – Slightly increased revenue as the higher demand from economic recovery and seasonal factor

2022 vs 2021

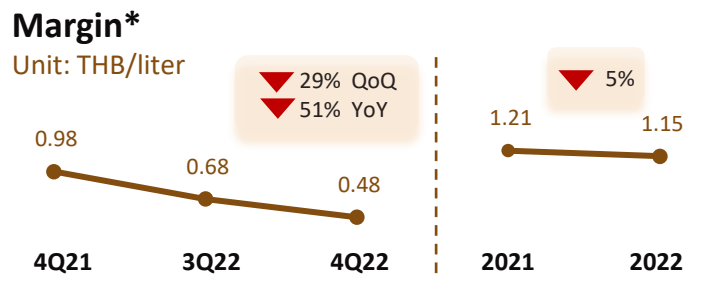
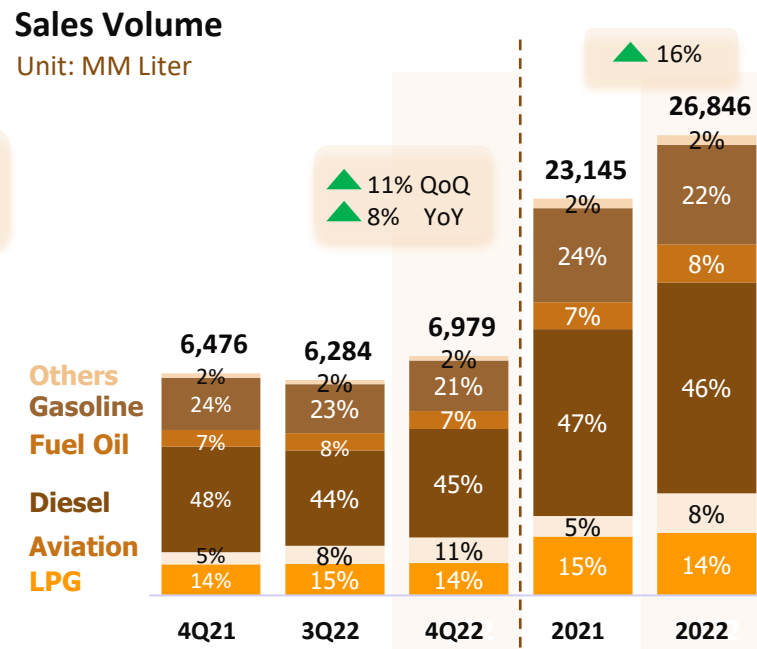
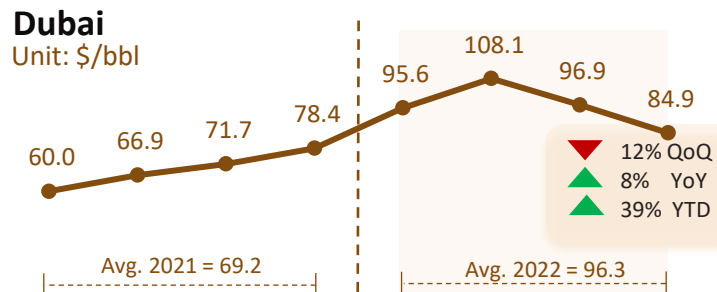


Declined performance

- Oil – Squeezed oil margin due to higher cost from importing products despite increased sales volume from power plant sector
- + Non-Oil - Improved performance due to increased sales volume from economic recovery and outlet expansion

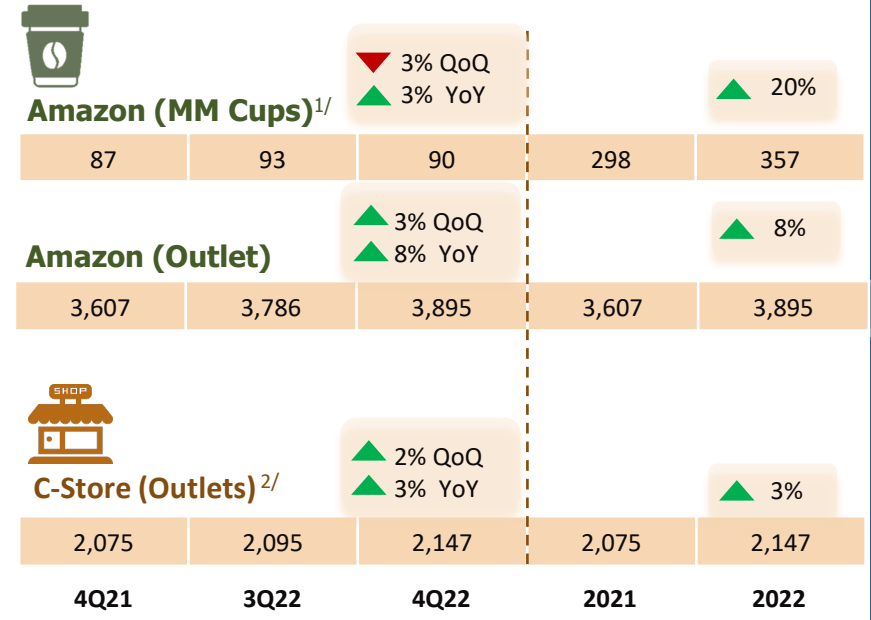


## Oil Business



\*Gross margin included stock gain/(loss)

## Non - Oil Business



<sup>1/</sup> Thailand, Japan, Oman, Myanmar, and Malaysia

<sup>2/</sup> Thailand



# P&R Business

QoQ



Performance increased due to the significant increase in gain on exchange rates despite the increase in operating loss.

- Petrochemical performance decreased mainly from both Olefins business and Aromatics business due to the decrease in petrochemical product spreads and the decrease in sales volume.
- Refinery performance decreased due to the decrease in sales volume due to major turnaround of refinery plants. Conversely, Market GRM increased.

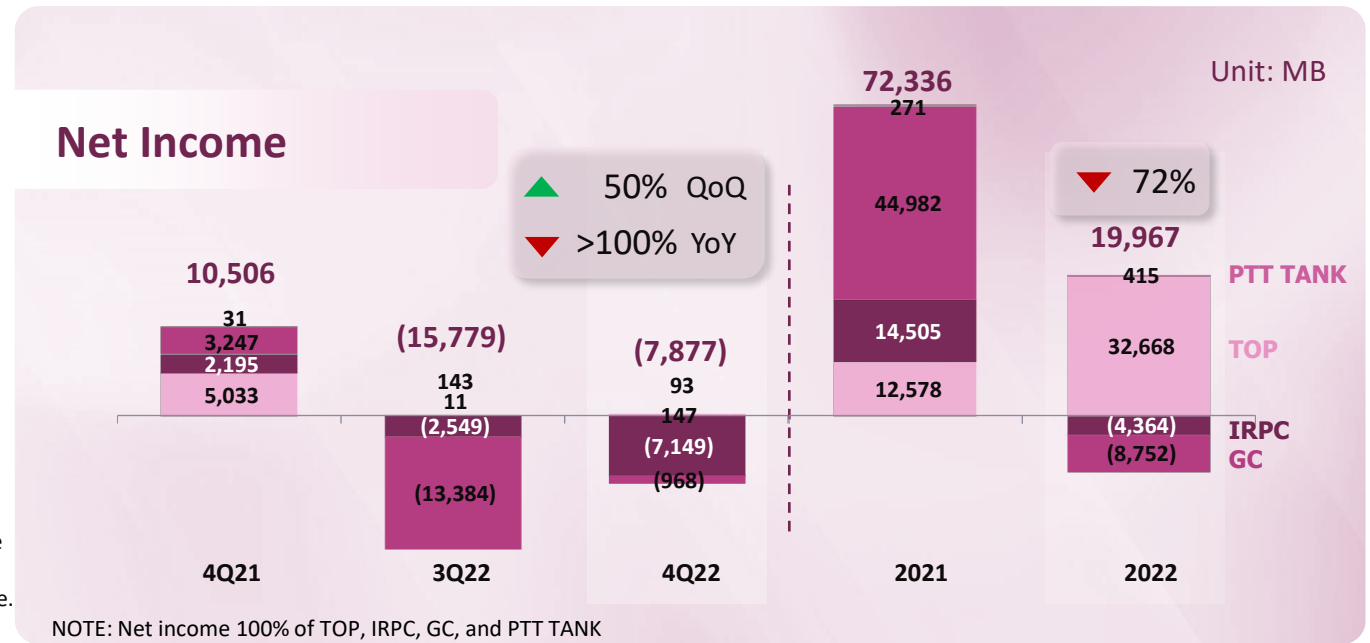
2022 vs 2021



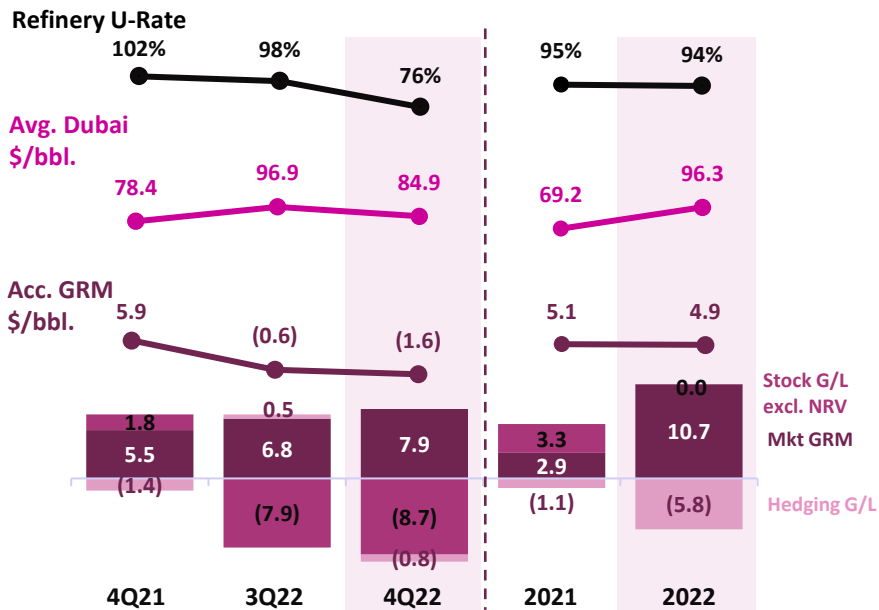
Performance decreased mainly from operating performance, and loss on oil price hedging instruments.

- Petrochemical performance decreased mainly from both Olefins business and Aromatics business due to the decrease in most of product spreads and the decrease in sales volume.
- + Refinery performance increased due to the higher Market GRM as well as the increase of sales volume. However, there is lower stock gain in this year.

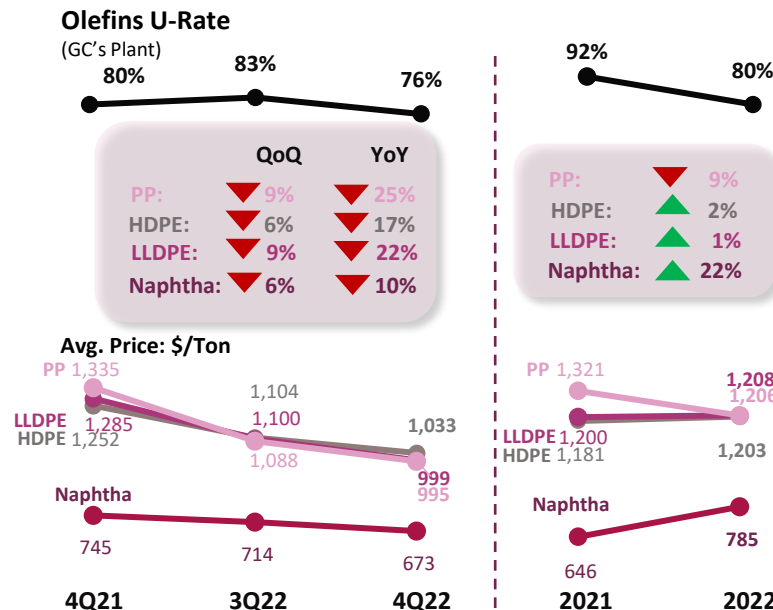
## Net Income



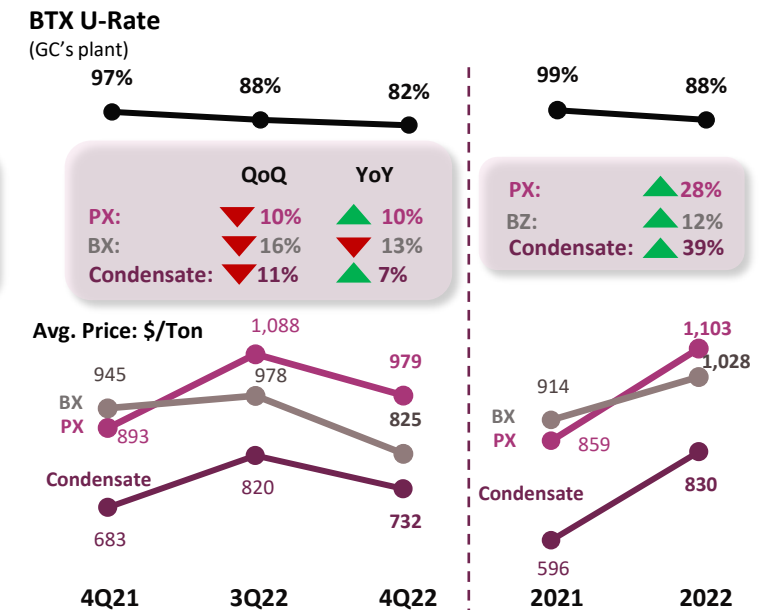
## Refinery



## Olefins



## Aromatics





**GC**  
HVB  
(Allnex)

**ptt irpc**  
Non-Woven Fabric  
products

**Thaioil**  
Olefins investment

**GC**  
Ole 2 Modification plant  
project

**irpc**  
Ultra Clean Fuel

**Thaioil**  
CFP

2022

2023

2024

**High value business (HVB)**  
Acquired 100% share of Allnex

**The establishment of Innopolymed**

**Olefins investment**  
(Investment in PT Chandra Asri: CAP)

**Ole 2 Modification plant project**

**Ultra Clean Fuel**

**CFP**  
(Clean Fuel Project)

Objective/  
Capacity

- To diversify geographic targets in specialty chemical and expand global footprint (Basic chemical → Performance Chemicals & Green Chemicals)
- Global producer of industrial coating resins and additives
- Total capacity around 1,297 KTA

\*Expected closing deal in 4Q21

- 40% stake held by Innobic and 60% stake held by IRPC with a registered capital of Baht 260 million.
- to manufacture and sell Non-Woven Fabric products as well as medical consumables
- Total capacity around 5.6 KTA

\*The Company completed its registration in 2Q21

- Further extend Hydro- Carbon value chain to Olefins
- Use excess feedstock from CFP project (Naphtha) to create more flexibility and competitiveness.
- Investment 15.38% in petrochemical producer (Olefins) in Indonesia with total capacity around 4,232 KTA

\*Realized CAP contribution in 4Q21 onwards

\*CAP2 : expected FID in 2022

- To increase Propane usage as feedstock
- To enhance feedstock flexibility and long-term competitiveness

- To increase refinery plant's efficiency and upgrade diesel quality to meet the Euro 5 standard
- Increase 75 KBD of diesel capacity in Diesel hydro-treating Unit

- Upgrade lower value products → higher value products
- Ability to process heavier (cheaper) crude oil
- Refining capacity 275 → 400 KBD

CAPEX

€4,002 million or equivalent to 148,417 MB

260 MB

not exceed 1,183 M.USD or equivalent to 39,116 MB

165 MMUSD or equivalent to 5,198 MB

13,300 MB

4.8 Bn.USD incl. ERU unit 757 MMUSD

COD

4Q2021 (Dec)

4Q2022

CAP2 : 2026 (FID 2022)

1Q2023

Jan'2024

2024 (FID Jul'18)

# NBI: Power-GPSC

QoQ



Declined performance from lower contribution from Xayaburi and SPP's margin

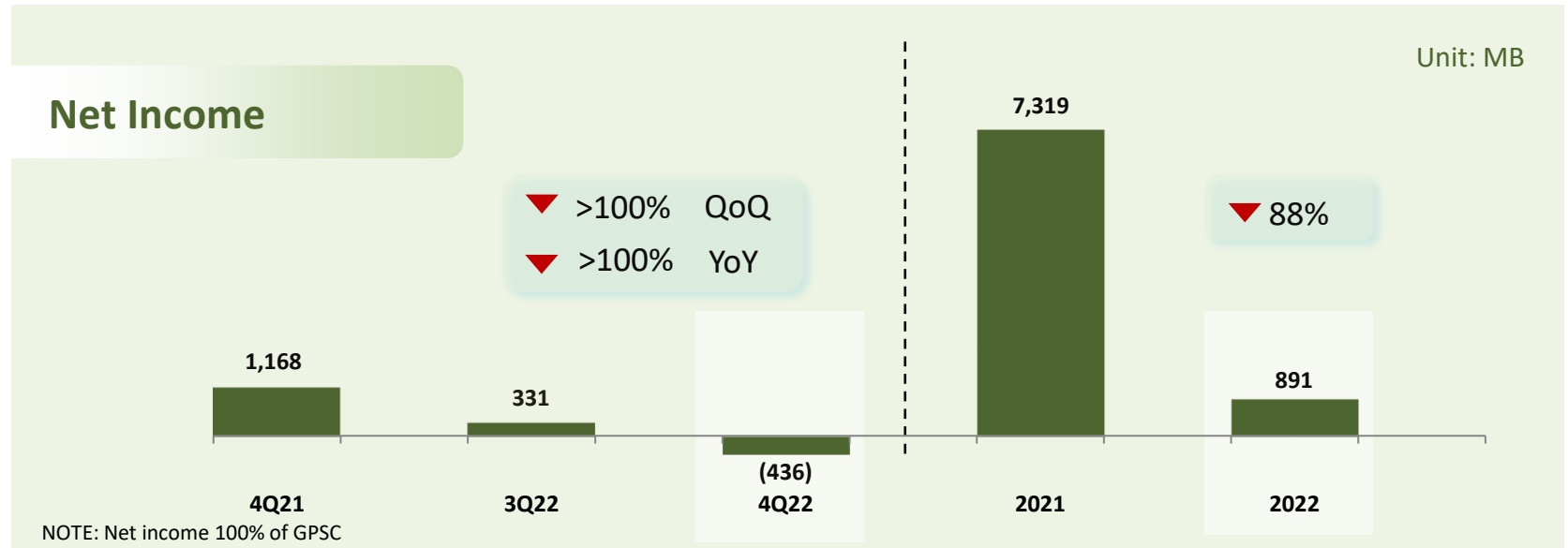
- Lower share of profit from Xayaburi power plant due to lower water level compared to 3Q22 according to seasonality
- Lower SPP's margin due to increase in natural gas and coal costs together with lower sales volume to industrial customers

2022 vs 2021



Significantly dropped in NI due to higher fuel costs despite higher contribution from Xayaburi

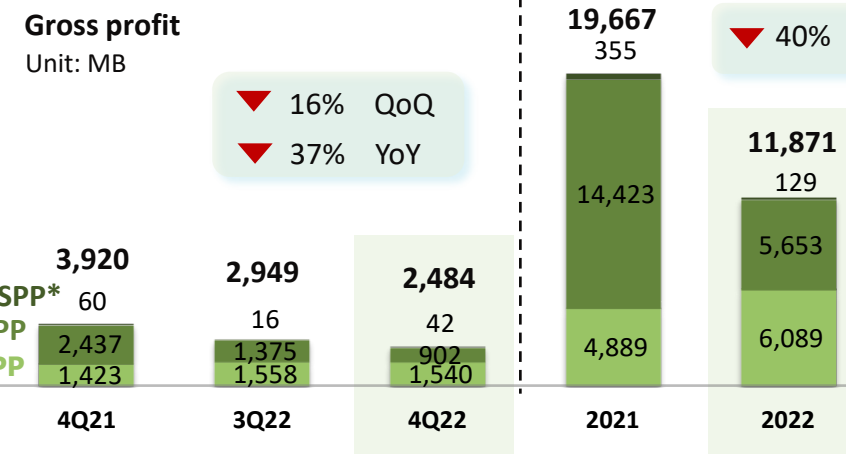
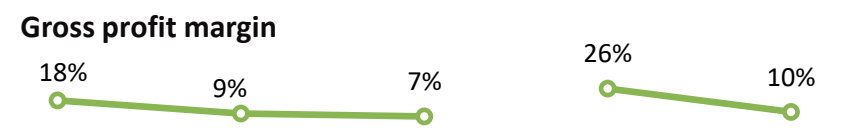
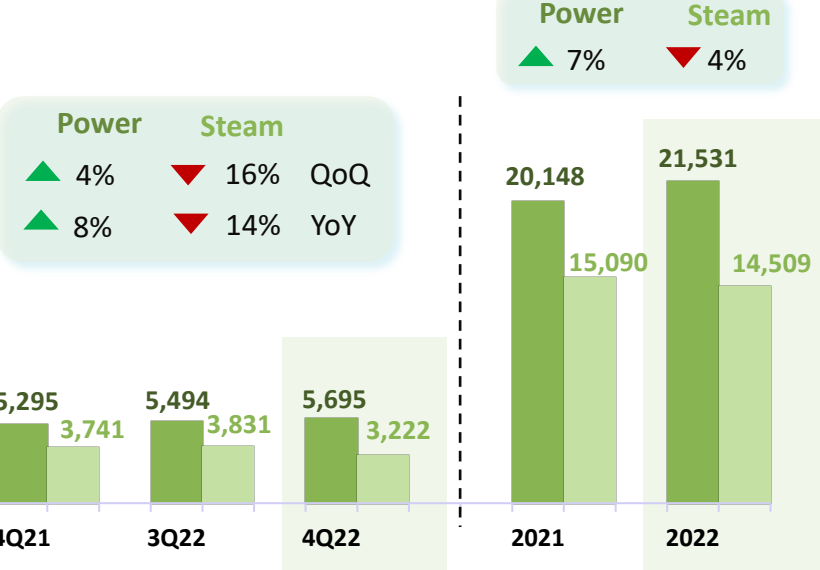
- Significantly dropped in SPP's margin from the increase in fuel costs together with the Ft has yet to adequately catch up with the rising fuel costs
- + Higher share of profit from Xayaburi power plant due to higher water level compared to 2021



## Key Drivers

### Sales Volume

Unit: Power: GWh / Steam: '000 Ton



\*VSP and others



## Upcoming Projects to Bolster Future Growth

### Avaada Energy Private Limited (AEPL)

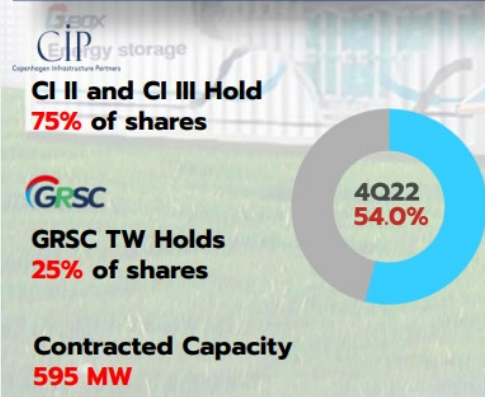
#### SCOD | 2021-2024



Project	Electricity Capacity (MW) as of 13 Jul 21	Electricity Capacity (MW) as of 31 Dec 23	COD
<b>Operating</b>	1,392 (13 projects)	3,842 (28 projects)	-
<b>Under construction</b>	2,352 (8 projects)	792 (7 projects)	2023 – 2024
<b>Total</b>	<b>3,744</b>	<b>4,634</b>	

### CFXD : Progress of offshore wind in Taiwan

#### SCOD | 2022-2024



### AXXIVA : Battery manufacturing business

#### SOP | 2023



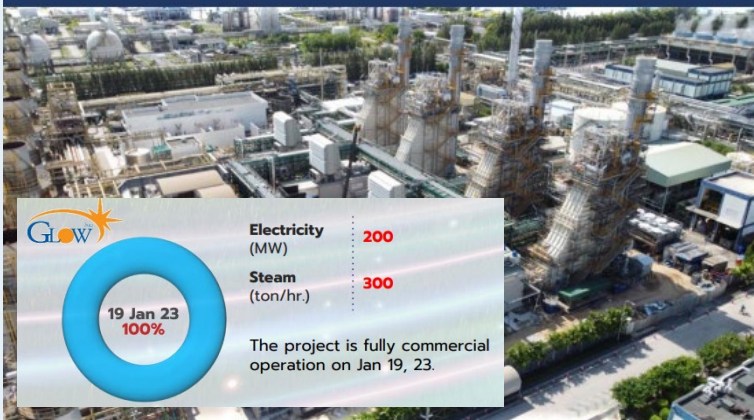
AXXIVA operates a battery manufacturing business in China at production capacity of 1 GWh per annum by 24M Technologies

Project Update: Complete installation in 1H2023

### Glow Energy Phase 2

#### SCOD | Q1/2023

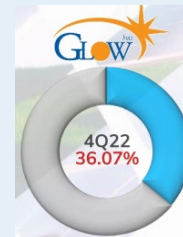
Unit 1 : 29 Nov 2022 / Unit 2 : 19 Jan 2023



### Glow SPP2

#### SCOD | Q2/2024

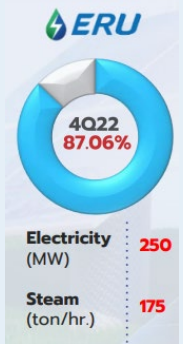
Unit1 : Mar 2024 / Unit2 : Apr 2024



Projects	Electricity Capacity (MW)	Steam Production Capacity (t/h)	Contracted PPA with EGAT (MW)
GLOW SPP2 Replacement			
• Glow SPP2	98	230	60 (2 PPAs)

### Energy Recovery Unit (ERU)

#### SCOD | 2025<sup>1</sup>



Project updates:

- The project is in the process of the construction of foundation
- Overall, the project has reached 87.06%.

# Other Business : Coal business (SAR)

QoQ



Strengthen performance owing to higher avg. selling prices

- + Higher avg. selling prices from more export sales despite lower Newcastle price
- Higher cash cost following an increase in royalty expense as well as the rising in dumping distance
- Lower avg. sales volume

2022 vs 2021



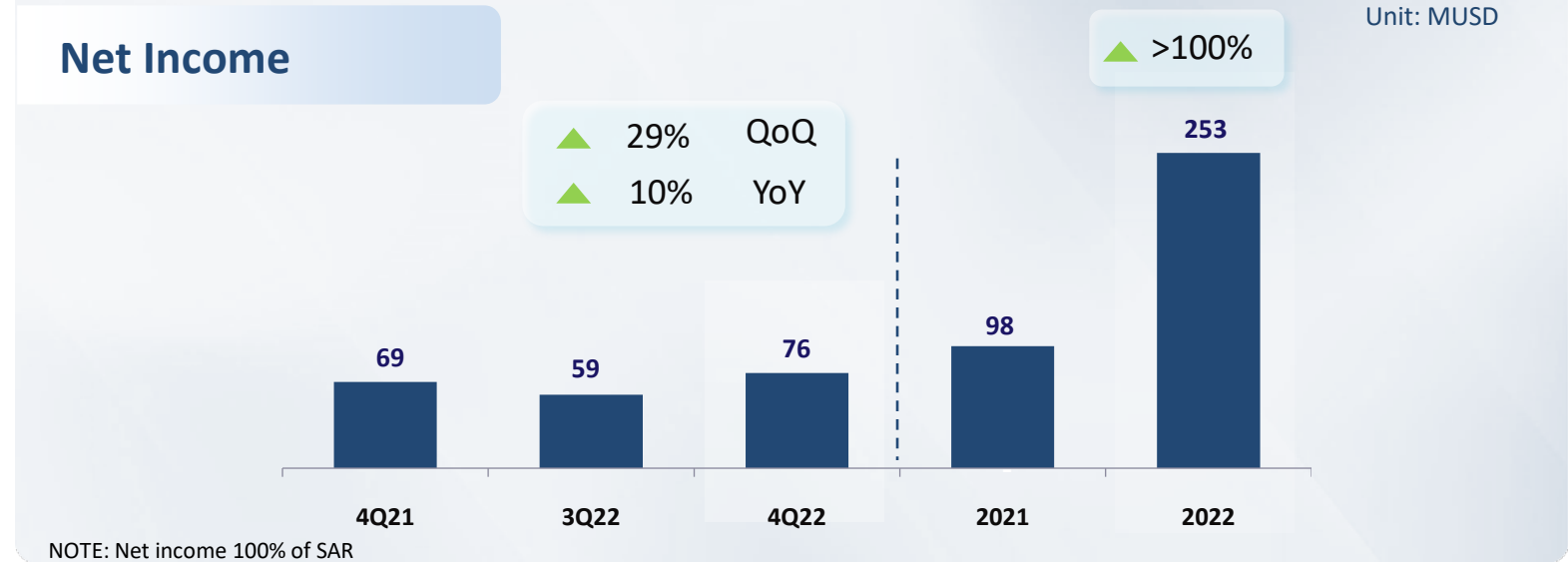
NI increased due to the increase in avg. selling prices following Newcastle price despite higher cash cost

- + Avg. selling prices significantly enhanced following the rising Newcastle price
- Cash cost rose due to higher Newcastle, gas oil prices and higher royalty expense



## Net Income

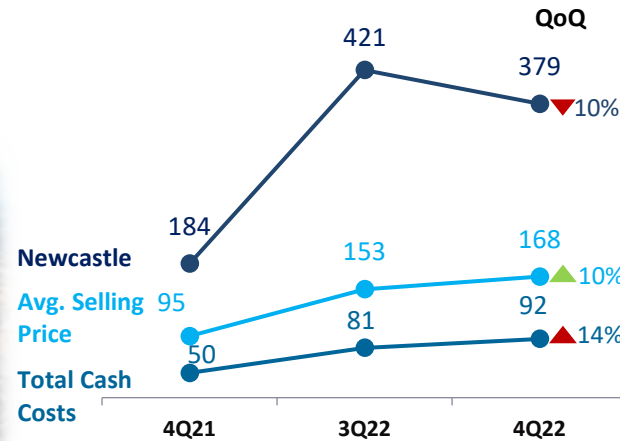
Unit: MUSD



## Key Drivers

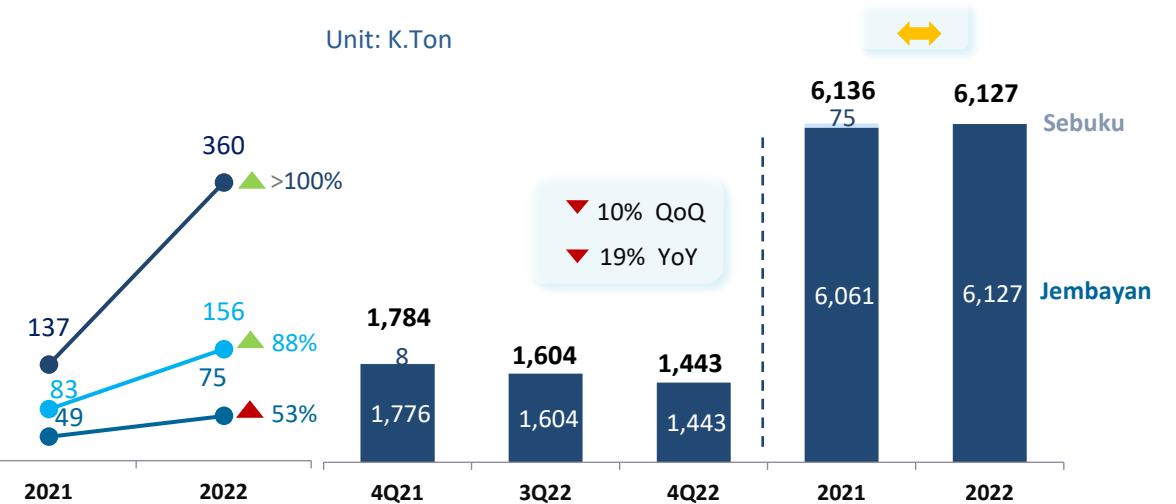
### Avg. Selling Price<sup>1/</sup> & Cash cost<sup>1/</sup>

Unit: \$/Ton



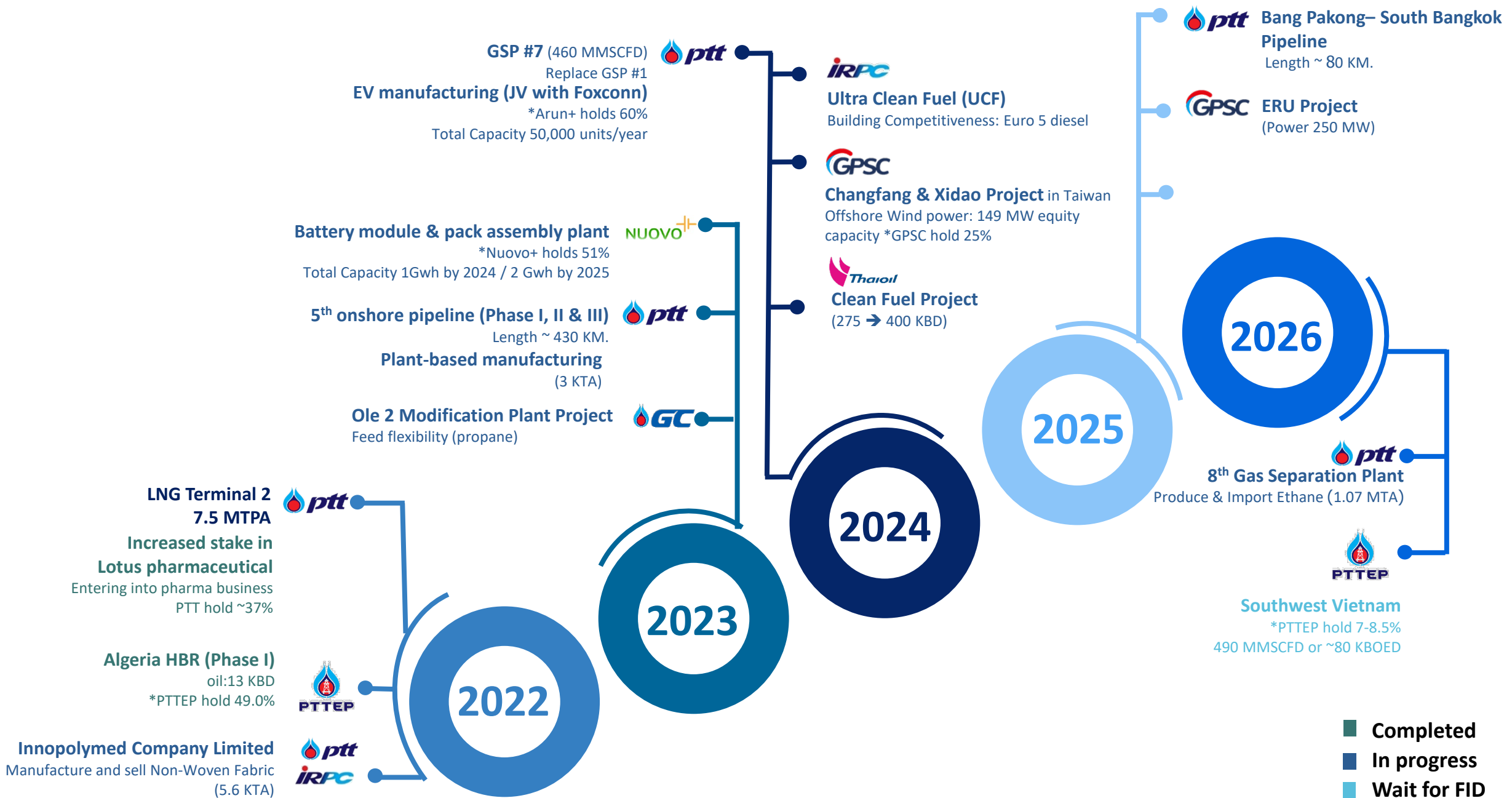
### Sales Volume

Unit: K.Ton



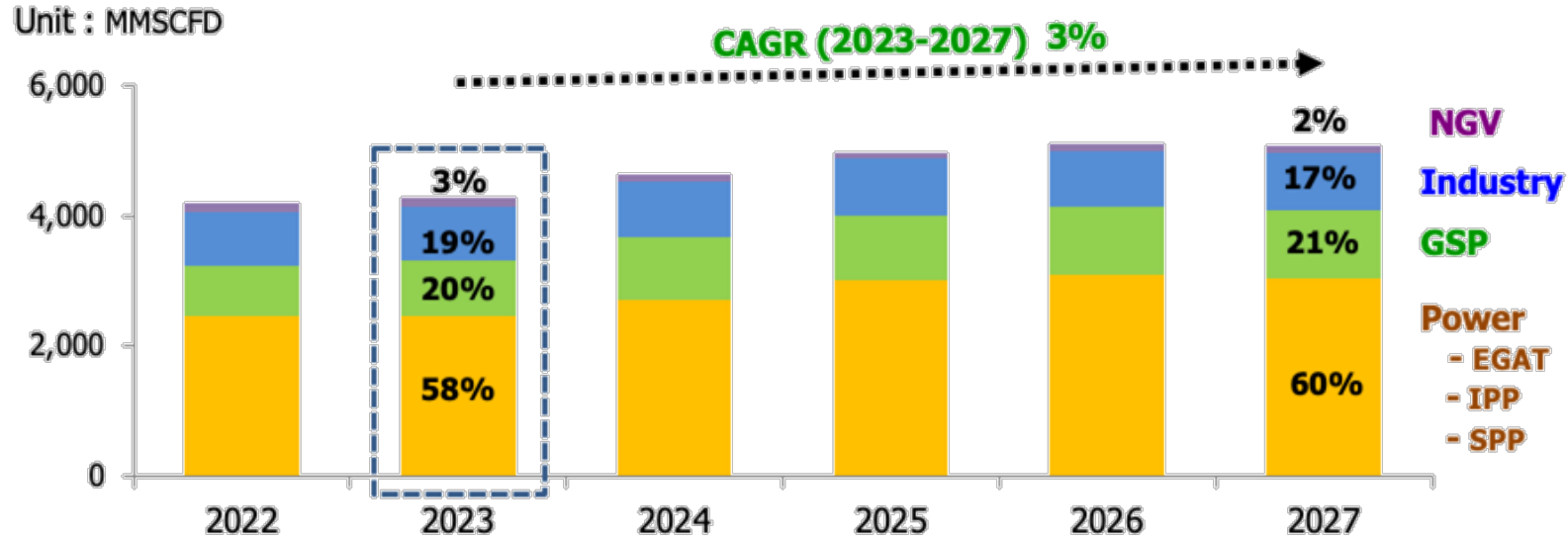
<sup>1/</sup> Avg. Calorific value ~ 5,400 kcal/kg

# PTT Group : Upcoming Projects





### Thailand Gas Demand Outlook (Short Term – 5 year plan)



**New Supply**  
Additional capacity (mmscfd)

Bongkot  
700

Erawan  
800

L-T LNG contract 1  
MTPA

**Major Project : COD**  
**& Capacity/**

LNG Terminal 2  
+7.5 MTA

GSP#7\*  
460 mmscfd

GSP#8  
(Ethane 1.07 MTA, LPG 0.11 MTA)

**Accumulate Pipeline distance**

5th pipeline  
4,702 KM

BPK-SB\*\* pipeline  
~ 56KM  
4,758 KM

\*Replace GSP#1

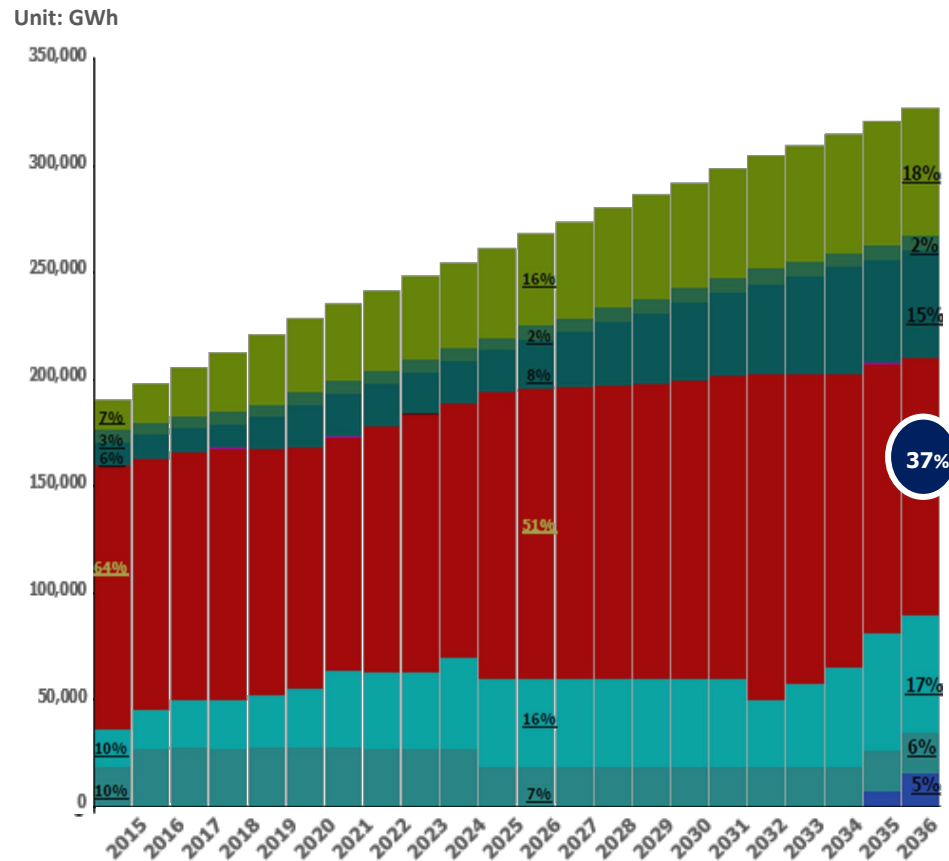
\*\*Bang Pakong– South Bangkok  
Power Plant

# Newly Thailand Power Development Plan

## Stronger demand of NG for power plants

PDP 2015\*

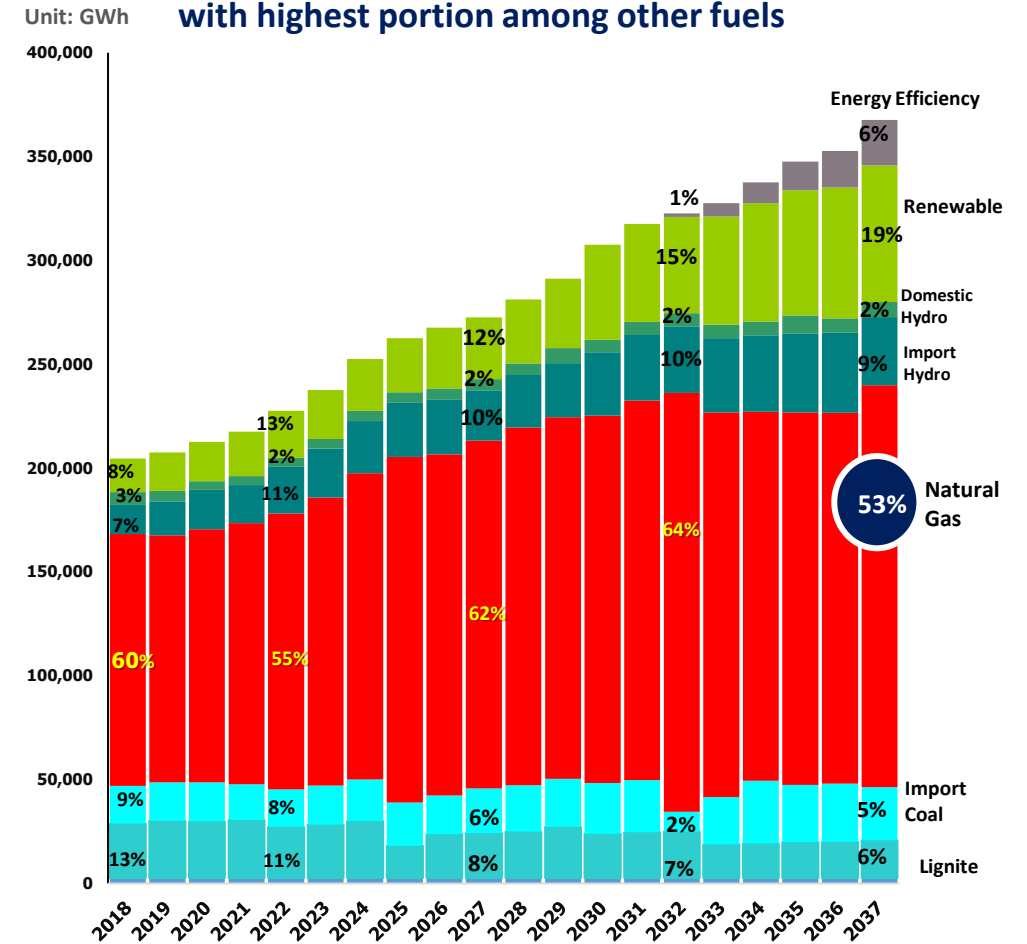
Natural Gas growth upon Government fuel diversification policy for power generation



\*Source: Ministry of Energy

PDP 2018 Rev.1\*\*

Natural Gas be the most important source of energy with highest portion among other fuels



\*\* Source : EPPO (Public Hearing presentation)

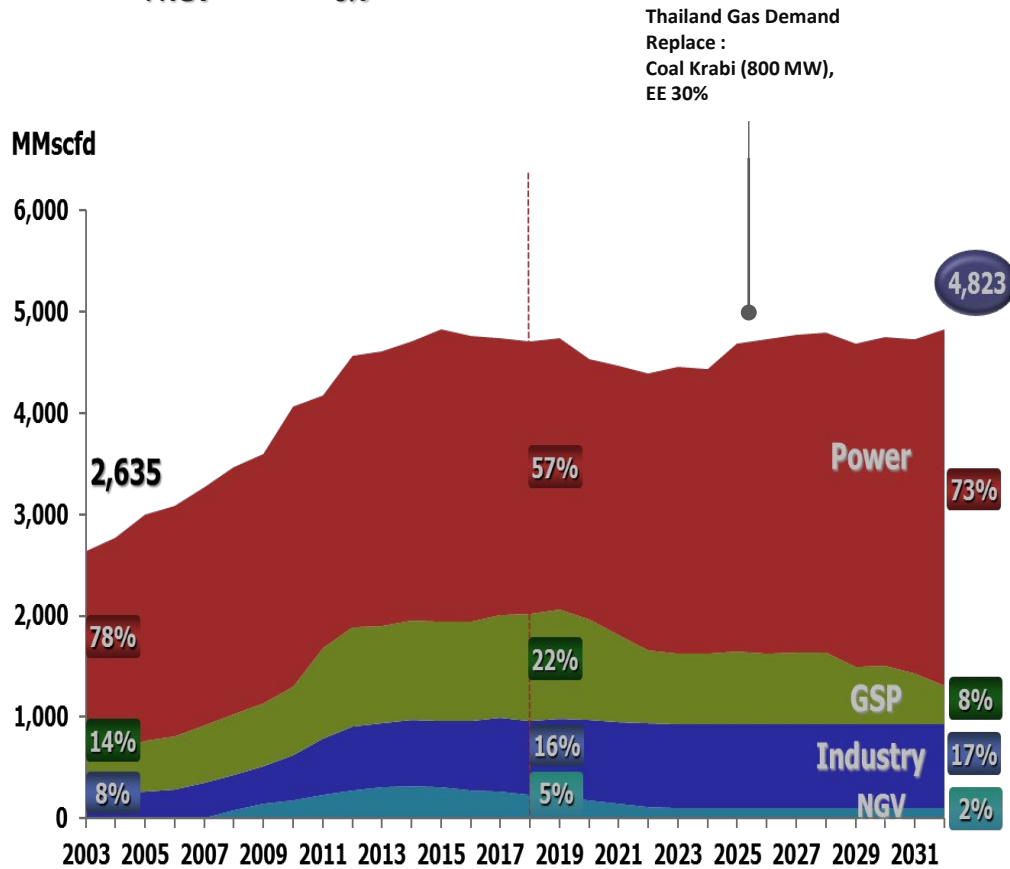
# Natural Gas Demand

## Growth of natural gas upon Government fuel diversification policy for power generation

Old\*

Thailand Gas demand forecast (CAGR during 2018-2032)

- : Total ~ 0.1%
- : Power ~ 2%
- : GSP ~ -7%
- : Industry ~ 1%
- : NGV ~ -6%

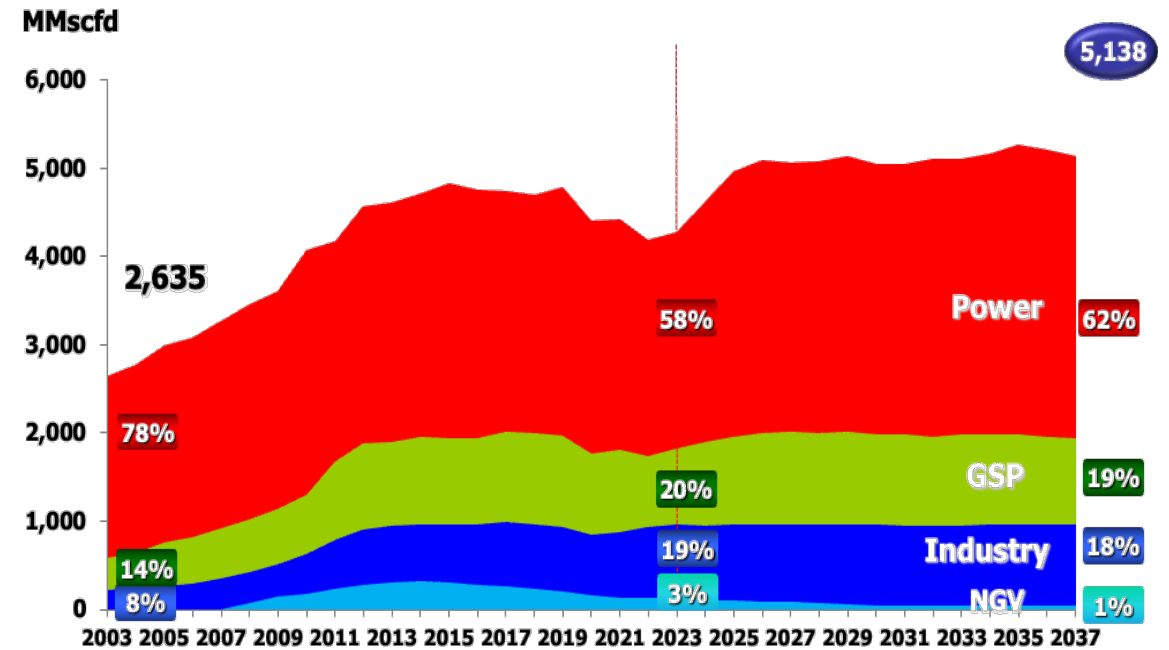


\*Source: Ministry of Energy

NEW\*\*

Thailand Gas demand forecast (CAGR during 2023-2037)

- : Total ~ 1%
- : Power ~ 2%
- : GSP ~ 1%
- : Industry ~ 1%
- : NGV ~ -8%

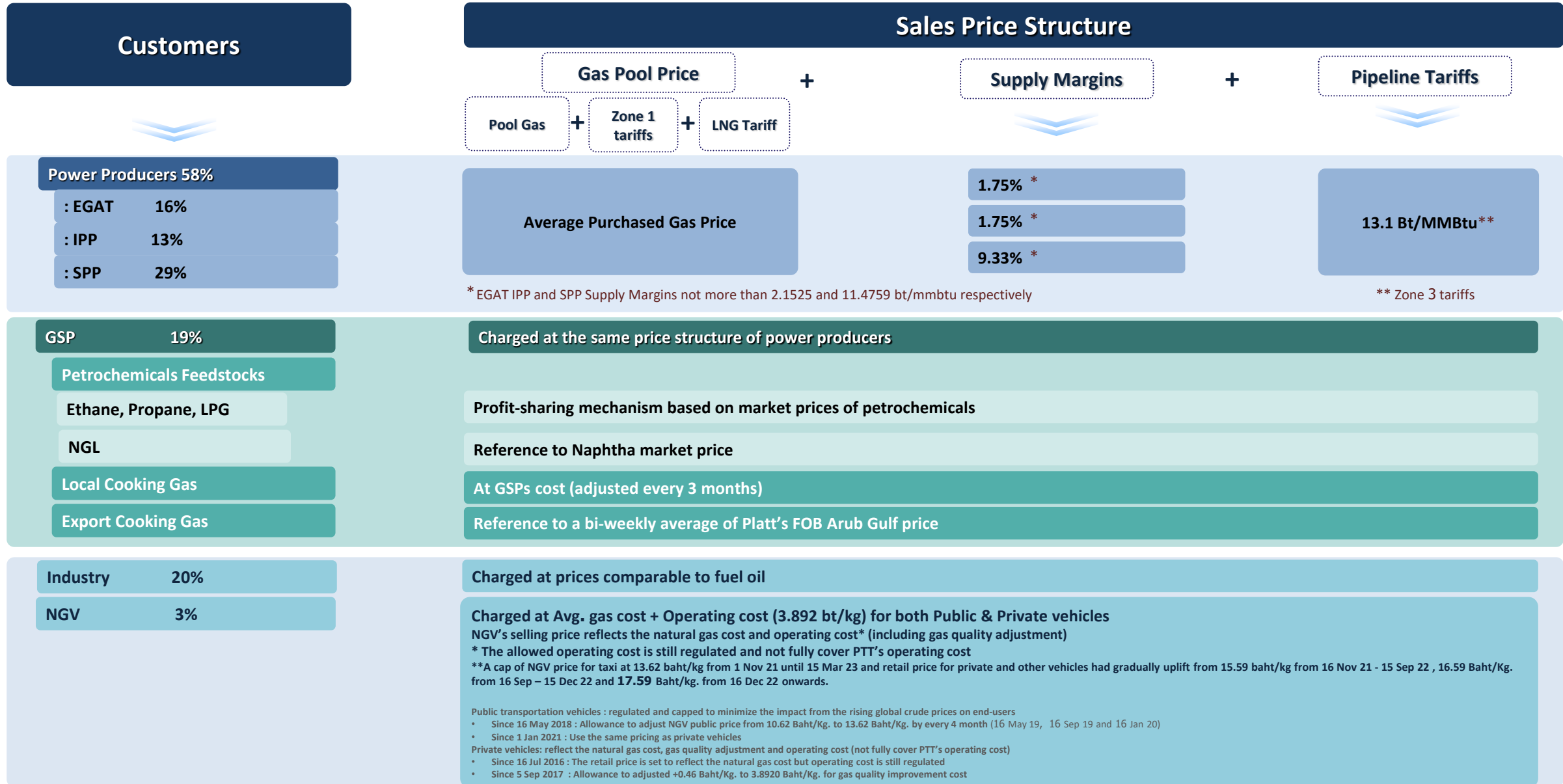


\*\* Source : PTT Business plan 2023 approved by BOD on 15 Dec 2022

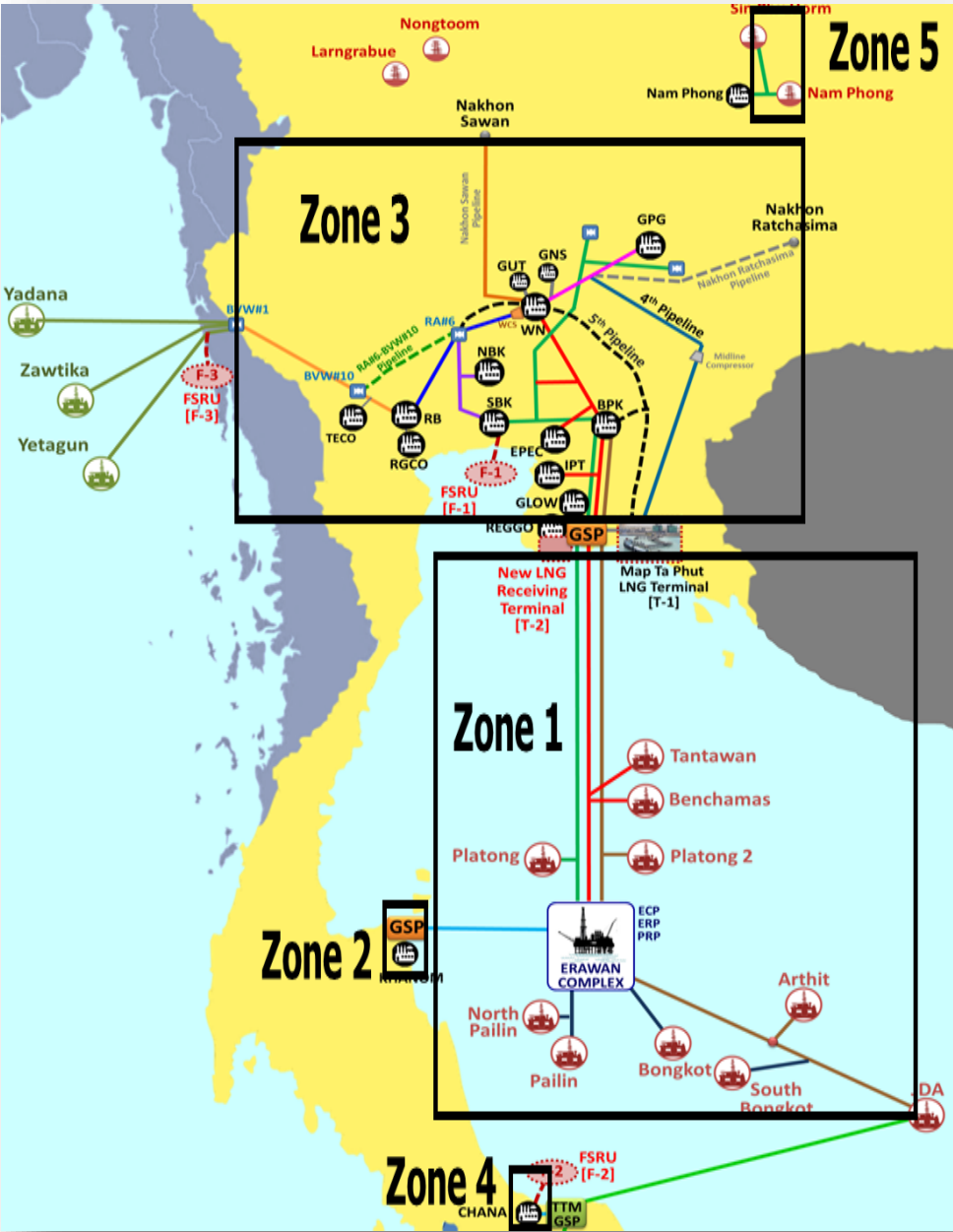


# Natural Gas Price Structure : As of Dec 2022

Gas prices are mostly agreed under long term contracts and volatility pass-through to ensure stable returns



# Gas Transmission Tariff



**Zone 1**

Offshore pipeline network (Gas separation plant)

**Zone 2**

Offshore pipeline network in Khanom area

**Zone 3**

Onshore pipeline network

**Zone 4**

Onshore pipeline network in Chana area

**Zone 5**

Onshore pipeline network in Nam Phong area

## Gas Transmission Tariff calculation

Zone	Tariff (Old)			Tariff (New)		
	Td	Tc	Total	Td	Tc	Total
1	8.59	1.04	9.63	12.89	0.19	13.08
2	14.22	1.04	15.26	5.90	0.06	5.96
3 : Pool gas	20.66	1.04	21.70	15.48	1.45	16.93*
3 : LNG Import	12.07	1.04	13.11	11.69	1.39	13.08
4	7.08	0.10	7.18	4.79	0.15	4.94
5	1.13	0	1.13	0.27	0	0.27
<b>Tariff calculation</b>	<b>Discounted Cashflow : IRROE</b>			<b>Building Block : WACC ~ 6.48 - 7.31%</b>		

\*Estimated by including Zone 1 tariffs

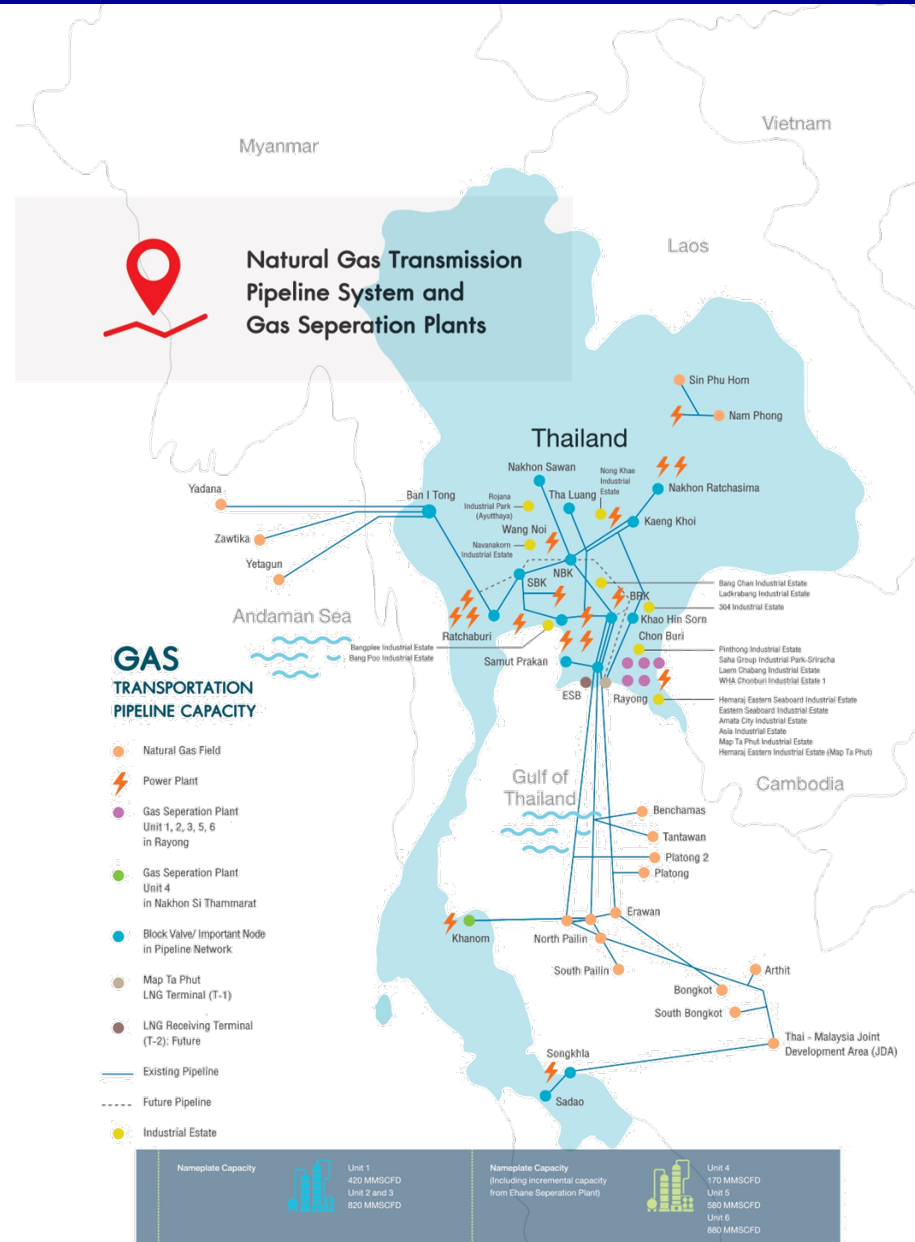
## Overview

- ✔ **Sole owner and operator of entire gas transmission pipelines in Thailand (~ 4,000 km), a regulated business**
  - WACC ranges between 6.5% - 7.3% for transmission pipeline investment
- ✔ **Supply & marketing of natural gas provides fixed margin with long-term contracts of 25-30 years**
- ✔ **6 Gas Separation Plants; Total production 6.7 MTA; are on petrochemical market price-linked profit sharing basis**

### Gas Separation Plant Capacity

Unit 1	420 MMcf/d
Unit 2 and 3	820 MMcf/d
Unit 4	170 MMcf/d
Unit 5	580 MMcf/d
Unit 6	880 MMcf/d

## Gas transmission pipeline capacity





# Thank you

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