

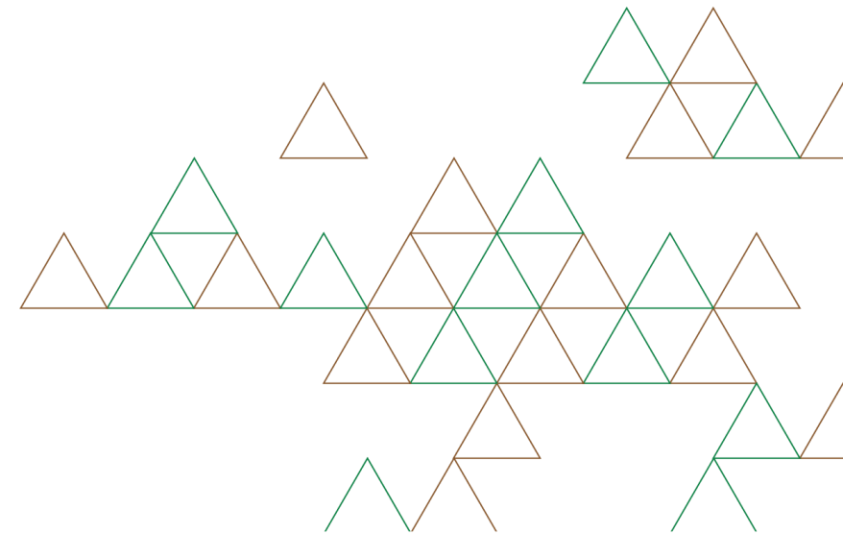


# Tipco Asphalt Public Company Limited (TASCO)

1-2021 Analyst Meeting

(FY2020 Operational Results)

19<sup>th</sup> February 2021



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# Agenda

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**03**

**Outlook**

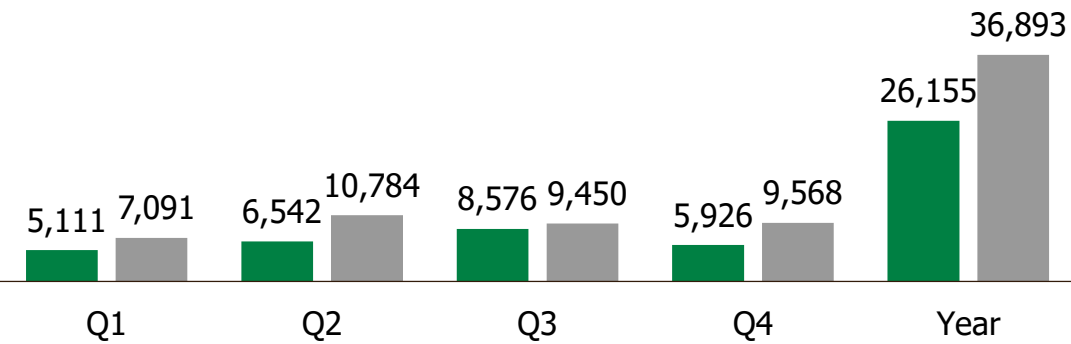
**04**

**Q&A**

# Sales & Services Revenue & Sales Volume

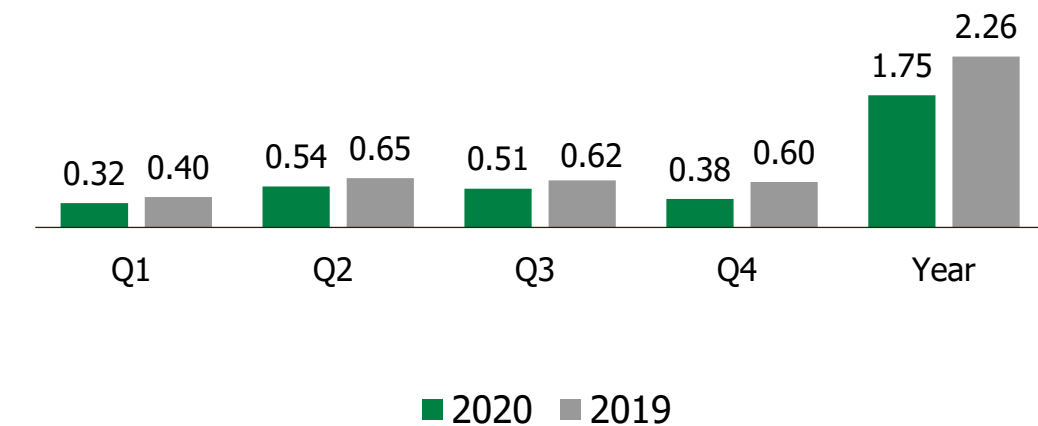
## Sales & Services Revenue

Unit: Mil. THB



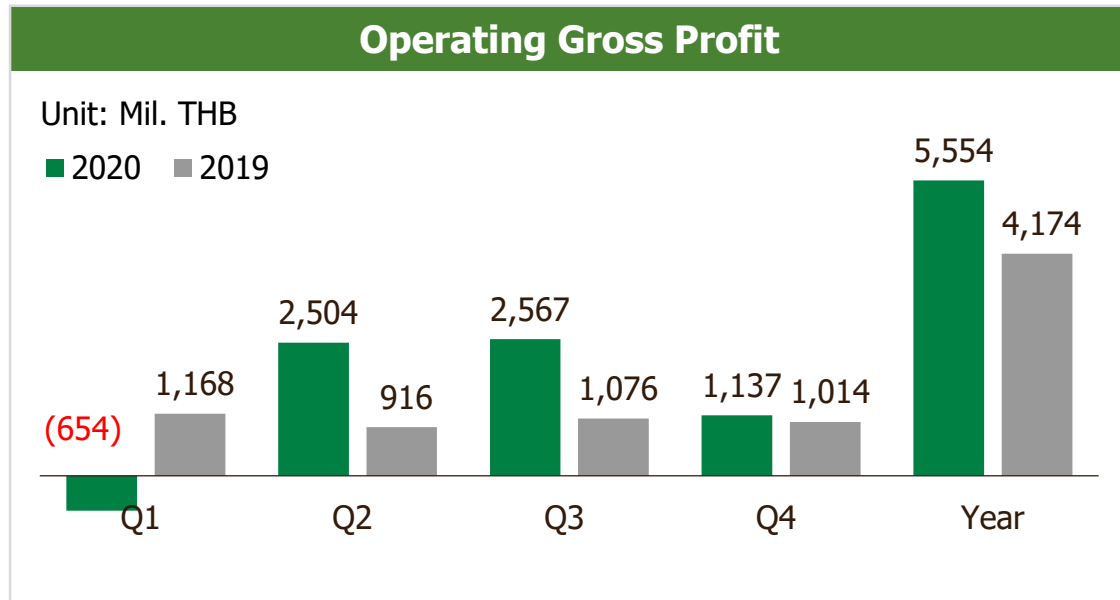
Sales and services stood at Baht 26,155 million, reflecting a decrease of 29.11% from last year due to significant decrease in sales volume in our international market

## Sales Volume



On the other hand, the domestic Thailand asphalt sales experienced strong volume and price increase resulted from shortage of asphalt supply as regional refineries cut production during the economic shut down under COVID-19 pandemic

# Operating Gross Profit



The improvement in of gross profit margin from 11.3% to 21.2% was mainly due to the higher retail sales volume together with an increase in average retail asphalt selling price

<b>Gross Profit Margin</b>					
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>FY</b>
<b>Gross Profit margin</b> (net hedging and NRV)					
<b>2020</b>	<b>(12.8%)<sup>2/</sup></b>	<b>38.3%<sup>3/</sup></b>	<b>29.9%</b>	<b>19.2%</b>	<b>21.2%</b>
<b>2019</b>	<b>16.5%<sup>1/</sup></b>	<b>8.5%</b>	<b>11.4%</b>	<b>10.6%</b>	<b>11.3%</b>

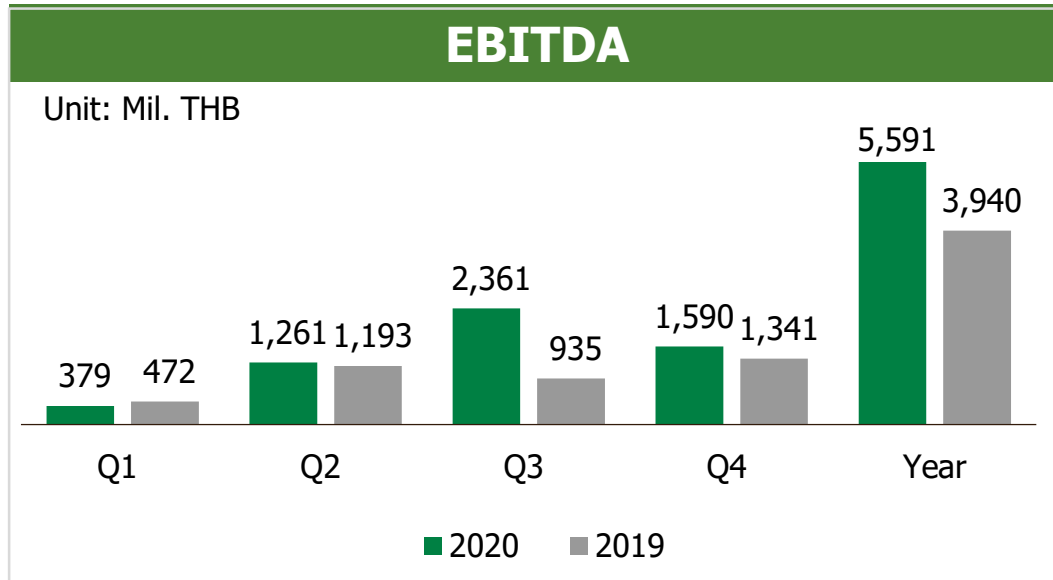
The Company recorded a gain from price hedging contract of Baht 803 million in 2020 attributable to the to the global oil market price plunged in the first quarter of this year

1/: Reversal of impairment of stocks net realizable value at Baht 794 million

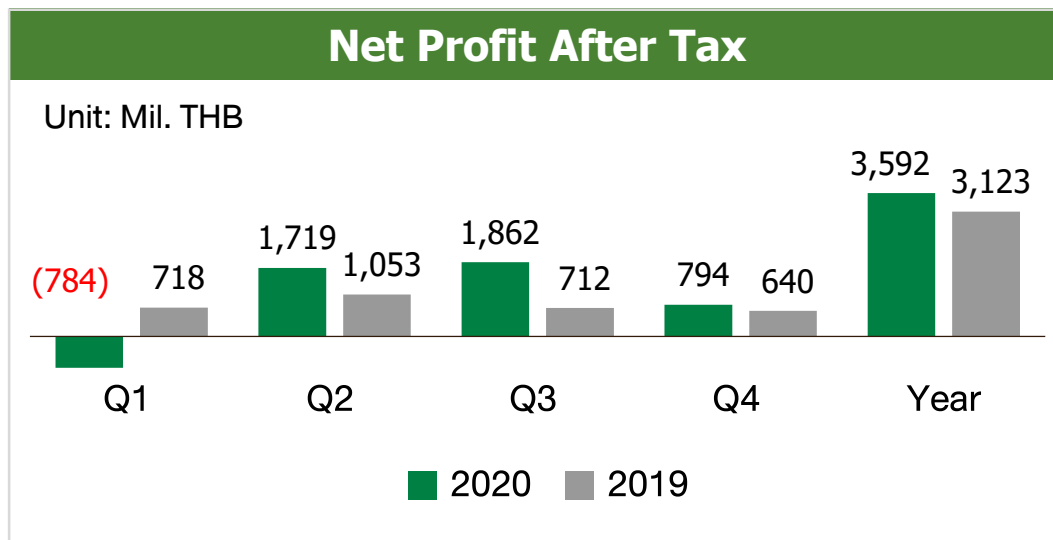
2/: Additional provision for impairment of stocks net realizable value at Baht 2.16 billion and Hedging gain of Baht 1.31 billion

3/: Reversal of stocks net realizable value at Baht 2.103 billion and Hedging loss of Baht 0.164 billion

# EBITDA & Net Profit

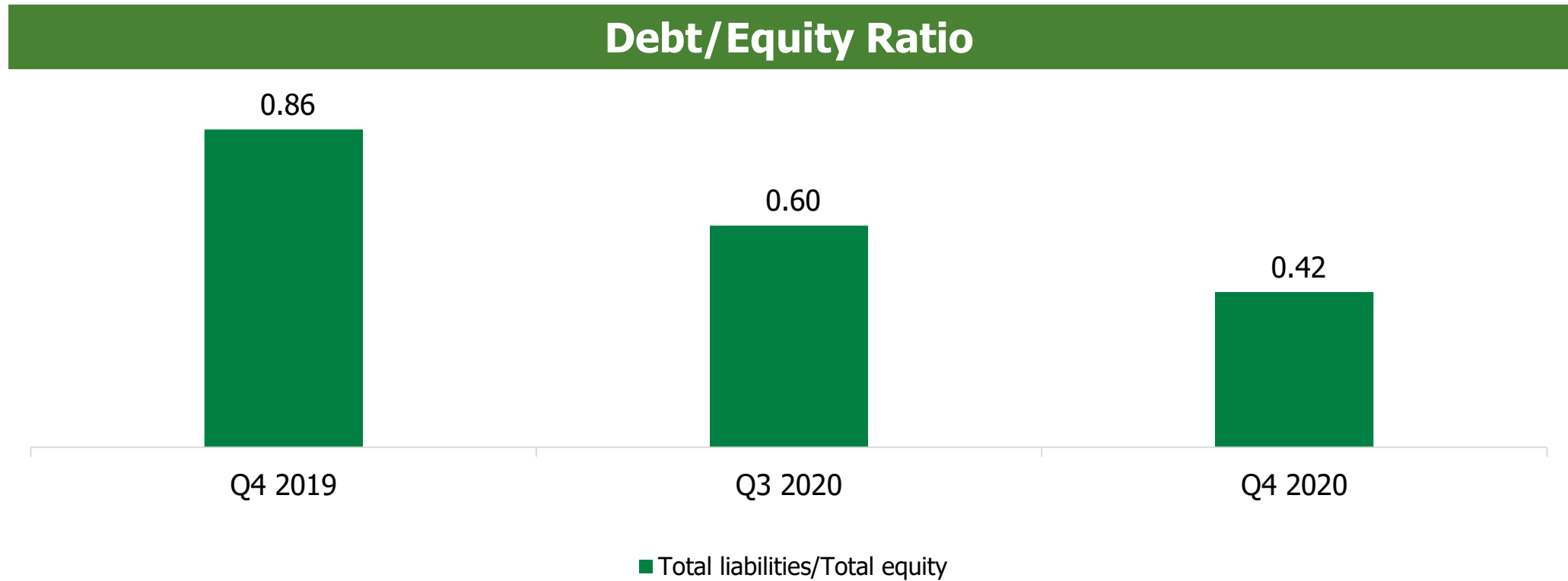


The Company's cashflow generated from operations stood at Baht 5,591 million compared to the Baht 3,940 million in 2019 due to improved performance in this year as compared to last year's



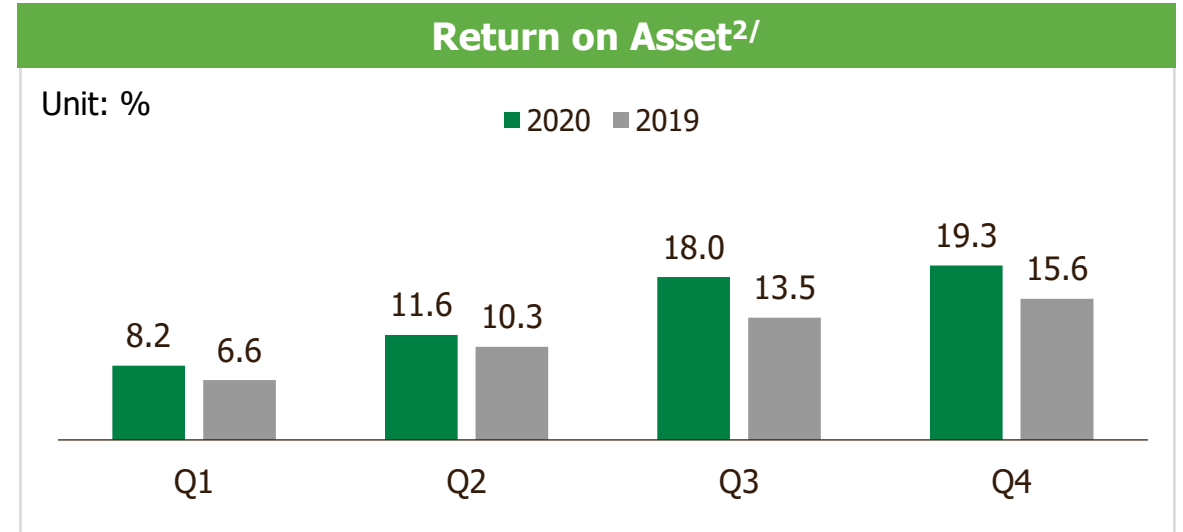
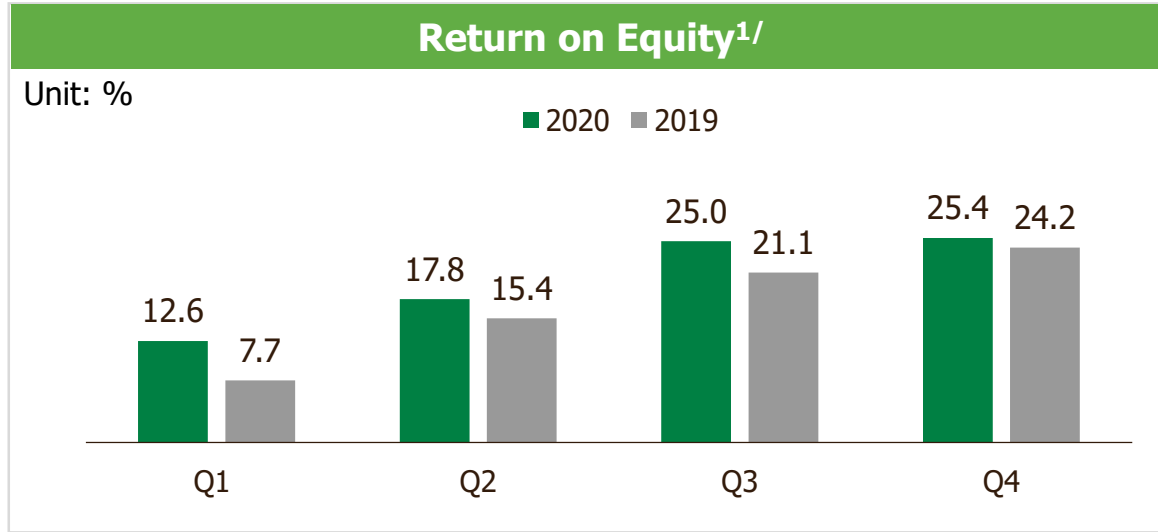
Net Profit After Tax of Baht 3,592 million for 2020 represented earning per share of Baht 2.28 as compared to Baht 1.98 per share in previous year

# Debt to Equity Ratio



The Company's consolidated debt to equity ratio (D/E ratio) was at 0.42 comparing to 0.86 in 2019 due to the reduction of working capital financing and better operating performance in 2020

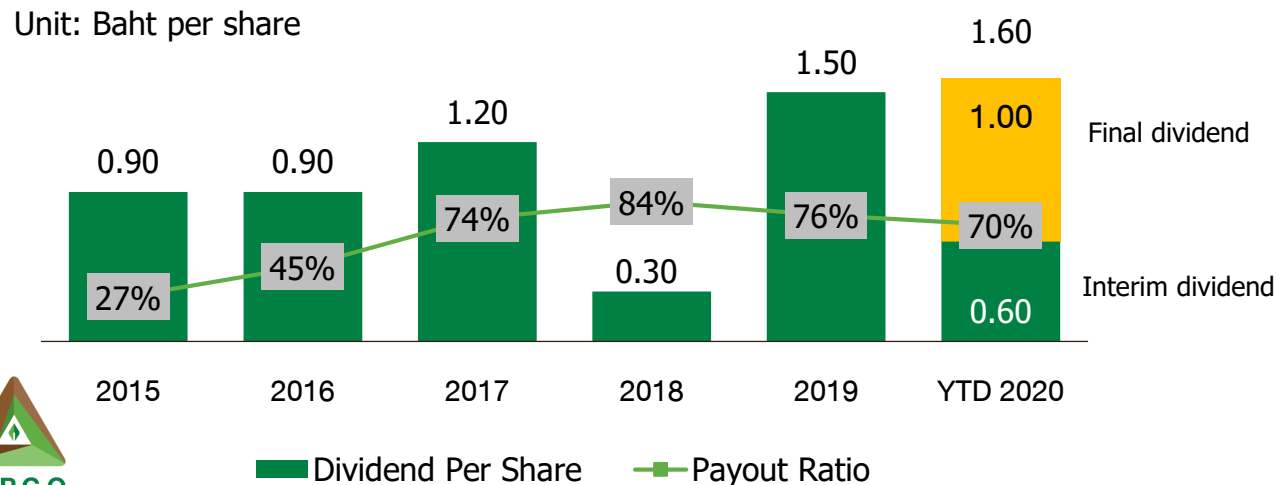
# Key Ratios and Historical Dividend



1/ Return is based on sum of last 12 months net profit

2/ Return is based on sum of last 12 months net profit  
Return is based on profit before interest and tax

## Historical Dividend



### Dividend Policy

The Company has a policy to pay dividends of not less than 60% of its consolidated net profit of each fiscal year.

On 11<sup>th</sup> September 2020 and 9<sup>th</sup> February 2021, the Company paid an interim dividend of 0.60 Baht/share for 2020 year.

Final dividend of 1.00 Baht/share will be proposed to 2021 AGM approval on 8<sup>th</sup> April 2021. EX-Dividend Date is on 2<sup>nd</sup> March 2021 and with a proposed date of payment on 28<sup>th</sup> April 2021.



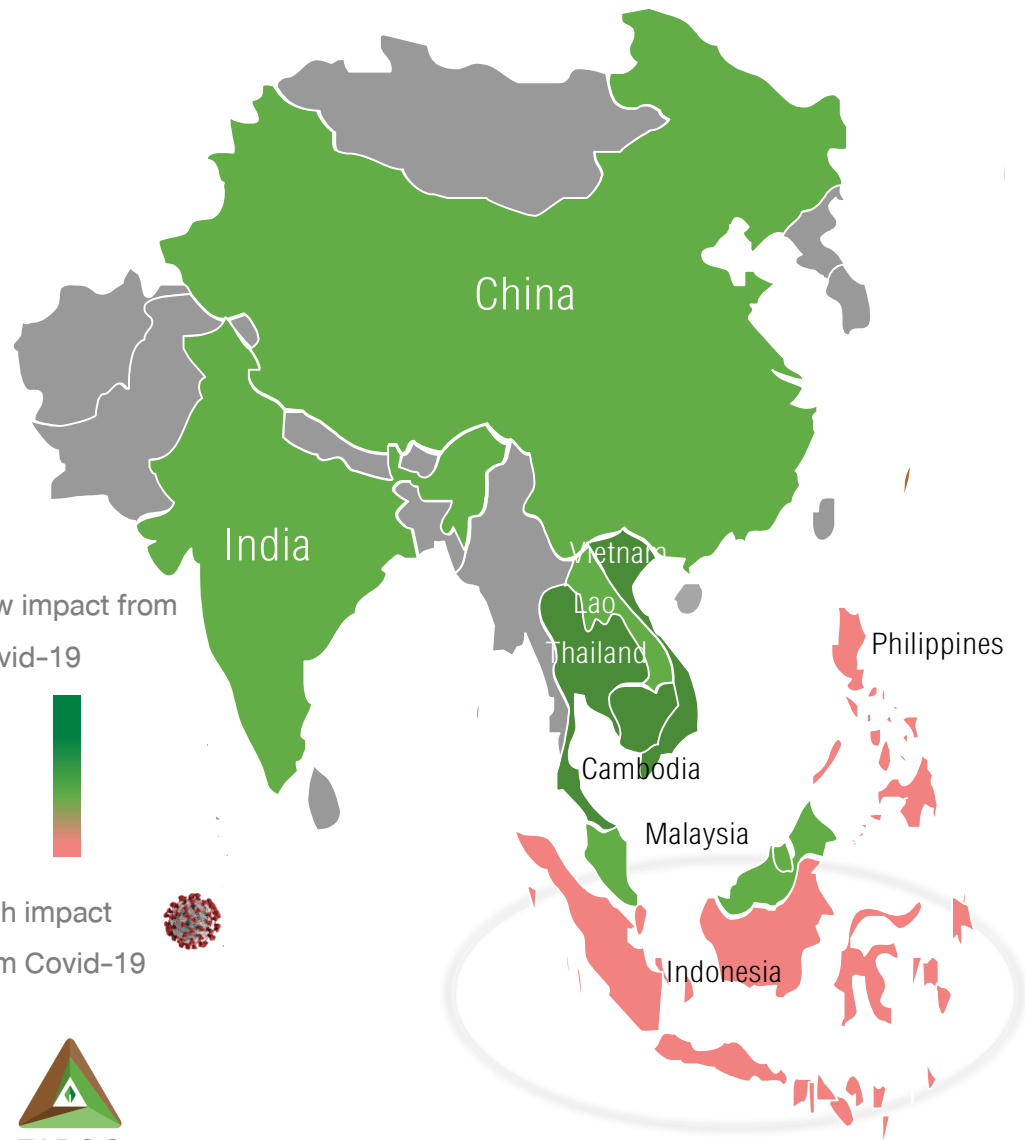
# Highlight – insurance claim

	2018	2019	2020	Total
Key events	<b>July 2018:</b> Fire Incident at refinery's tanks	<b>Feb 2019:</b> Floating storage unit rental <b>Nov 2019:</b> Maintenance tanks resumed to operate	<b>May 2020:</b> • 2 new crude tanks operated • Insurance cover expiration	
Damaged Assets written off	289.9	-	-	<b>289.9</b>
Related expenses to the incident <sup>1/</sup>	68.2	387.1	64.3	<b>519.6</b>
Claims Received	-	(593.0)	(174.0)	<b>(767.0)</b>
<b>Total</b>	<b>358.1</b>	<b>(205.9)</b>	<b>(109.9)</b>	<b>42.5</b>

1/ include cost of floating storage unit rental, demurrage, tanks repair and other expenses

- Currently, the Group's management is in the final process of negotiating insurance claim with the insurance company

# 2020 Highlight – Domestic and International market



## Domestic Market

- Strong Domestic market sales volume due to delay of the government budget disbursement from 2019 to 2020.
- The high demand in Q2-Q3 2020 created shortage of supply pushing up the retail price.

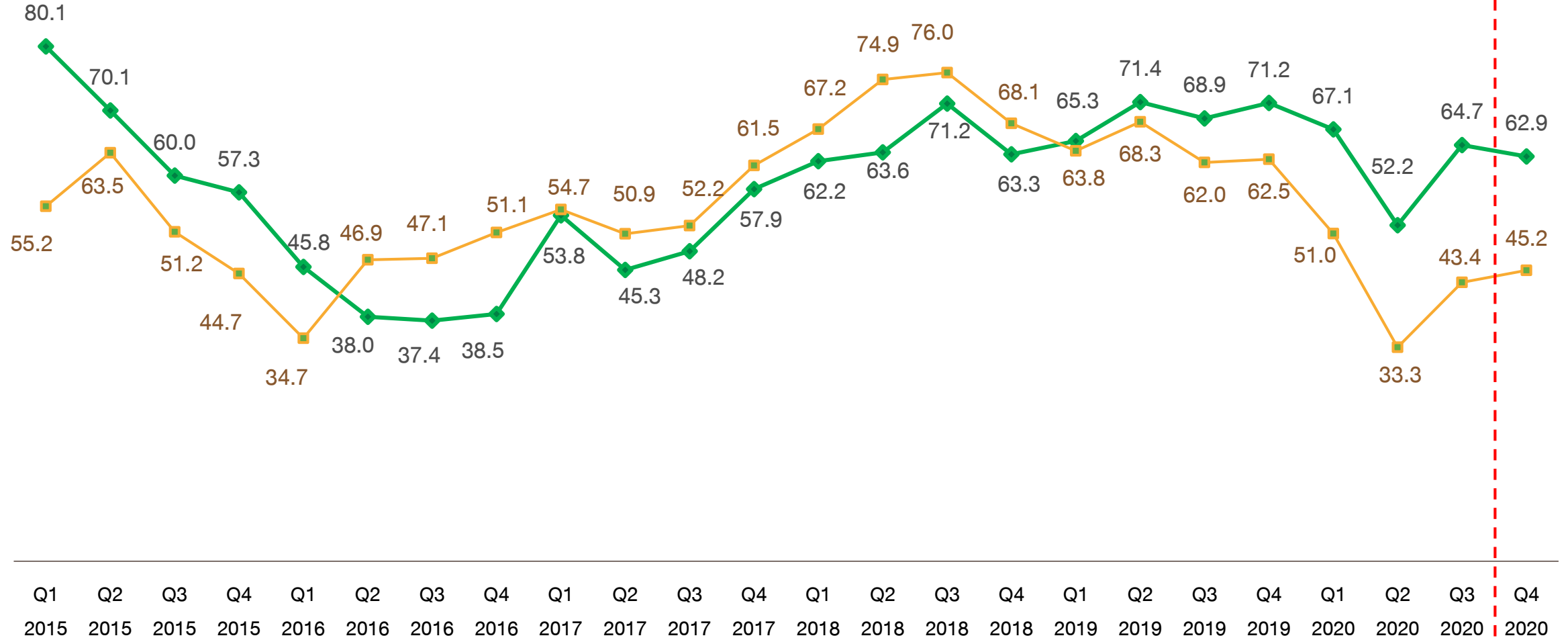
## International market

- In addition to crude disruption impact, International market was affected by Covid-19 pandemic. Indonesia market was severely impacted by the restriction due to Covid-19 pandemic than other countries.
- Nevertheless, Vietnam and Cambodia in particular showed strong growth by 5% from 2019 due to Covid-19 effective control.

# Asphalt Selling Price vs. Ice Brent Price

Unit: USD/barrel

◆ Avg. asphalt selling price      ■ Avg. Ice Brent price



# Outlook – Refinery and Domestic market

## Refinery

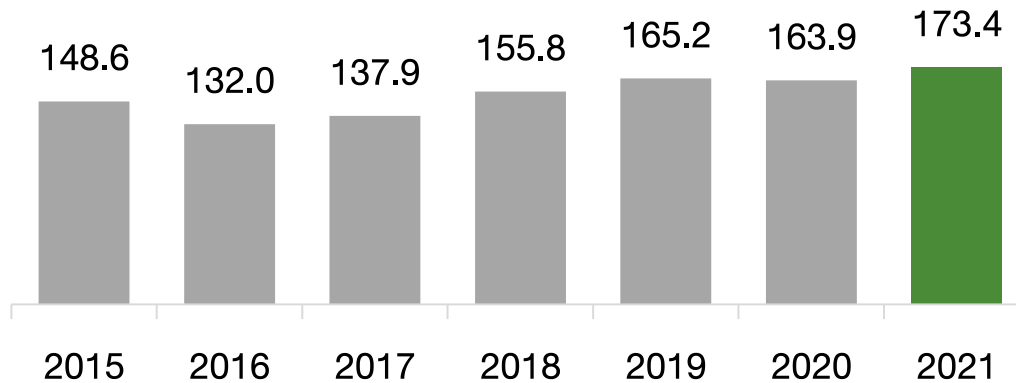


- Turnaround for statutory inspection in during 15 Jan 2021 to 24 Feb 2021
- The refinery remain at high productivity level in Q1 2021

## Domestic

### Road related budget of DOH and DOR

(Unit: Bil. THB)



Source from: Budget Bureau

- Sustainable Domestic growth due to strong government budget
- The government budget just disbursed since late December
- The peak season will be in Q1-Q2 2021

# Outlook - International



## Shifting from wholesale to retail

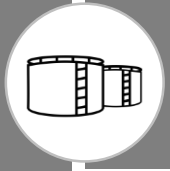
- Strategic move from wholesale to retail due to higher alternative crude cost
- Expected sales to improve in Indonesia and Philippines after the vaccine of Covid-19 has been implemented

# Outlook – Strengthen the Domestic market through acquisition

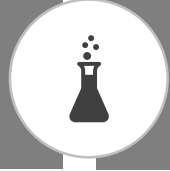
Procure



Refine



Produce



Transport



Customer



Construction



## Acquisition of Thai Slurry Seal from 25% to 62.50%



Pavement Specialist



Special class Contractor



- The Company has benefited from integrated the construction group as marketing arms to introduce new value-added products and new developed techniques to the market under Tipco Asphalt group
- The construction group has been awarded Baht 5 billion - 3<sup>rd</sup> runways project of Suvarnabhumi airport

# THANK YOU

**Any queries, please contact:**



**TIPCO**  
ASPHALT

YOUR INNOVATIVE  
SOLUTIONS PARTNER

At email: [investors@tipcoasphalt.com](mailto:investors@tipcoasphalt.com)

Tel: 662-273-6642

[www.tipcoasphalt.com](http://www.tipcoasphalt.com)