

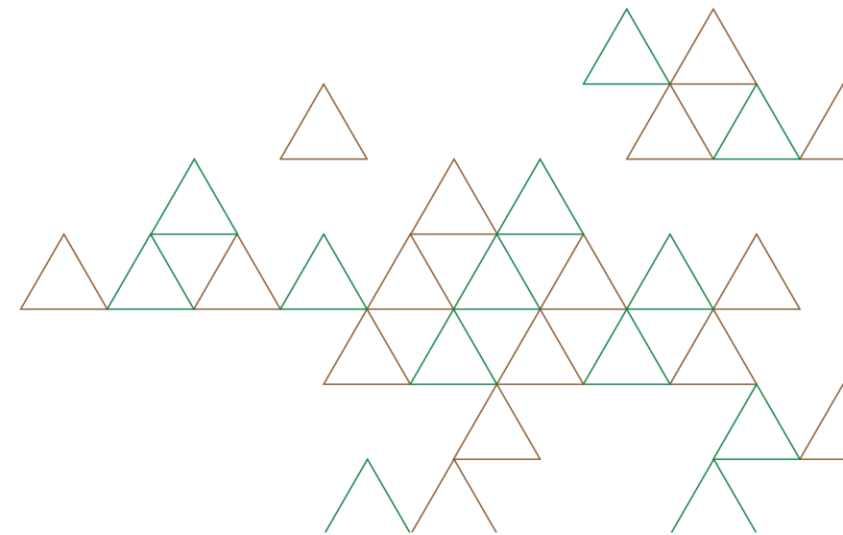


Tipco Asphalt Public Company Limited (TASCO)

2-2021 Analyst Meeting

(Q1 2021 Operational Results)

14th May 2021



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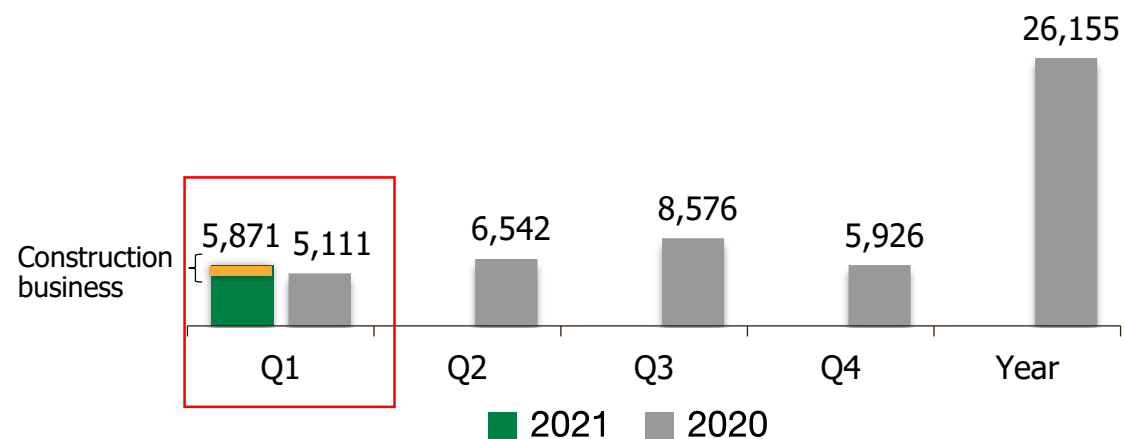
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Q&A

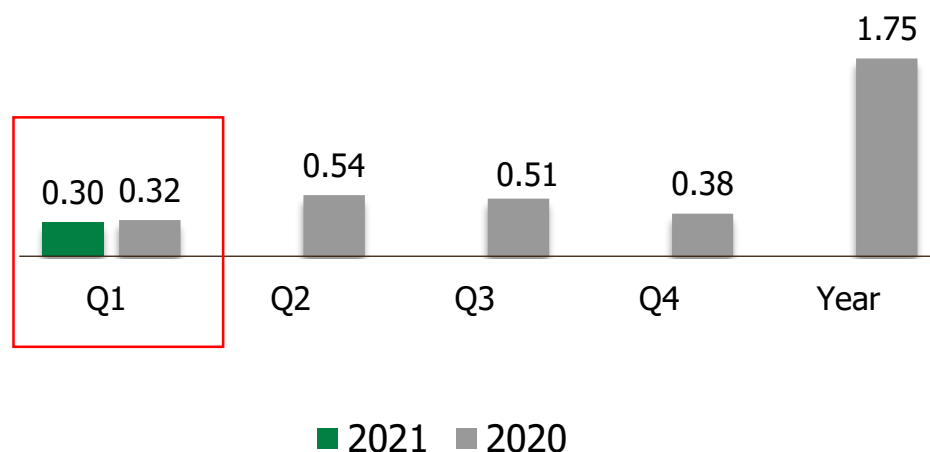
Sales & Services Revenue & Sales Volume

Total Revenue

Unit: Mil. THB



Sales Volume



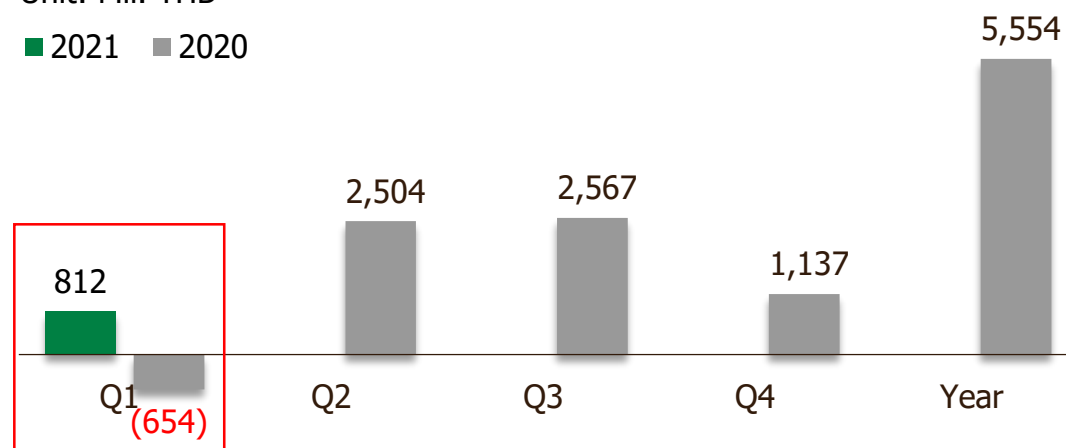
- Revenue from asphalt business stood at Baht 5,468 million, an 7.0% increase from Q1 2020. This was mainly attributed to the hike in selling price related to the global oil market price increase in Q1 2021
- The Company recognized revenue from construction business of Baht 404 million since Q1 2021
- Total sales volume remained constant. International sales was low due to our refinery was shut down for planned major maintenance and some markets are in low season
- However, this was compensated by strong domestic sale volume as a result of the continued disbursement acceleration of the government budget

Operating Gross Profit

Operating Gross Profit

Unit: Mil. THB

■ 2021 ■ 2020



Gross Profit Margin

	Q1	Q2	Q3	Q4	FY
Gross Profit margin (net hedging and NRV)					
2021	13.8%				
2020	(12.8%)^{1/}	38.3%^{2/}	29.9%	19.2%	21.2%

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

2/ Reversal of net realizable value (NRV) provision of Baht 2,103 million

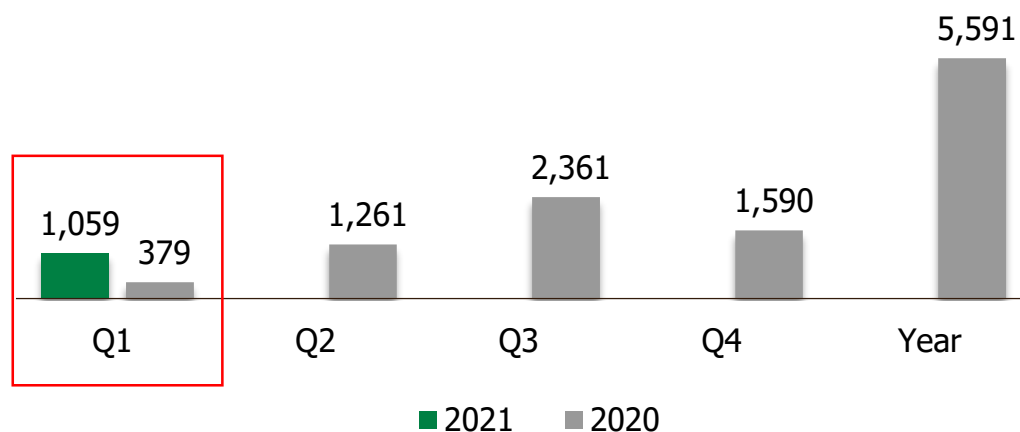
- The improvement in gross profit was mainly due to the higher retail sales volume especially from the Thailand, Vietnam and Cambodia markets together with an increase in average retail asphalt selling price as compared to the inventory cost

- The Company recorded loss from price hedging contracts of Baht 396 million because of an increase in the global market price for crude oil, asphalt, and petroleum products

EBITDA & Net Profit

EBITDA

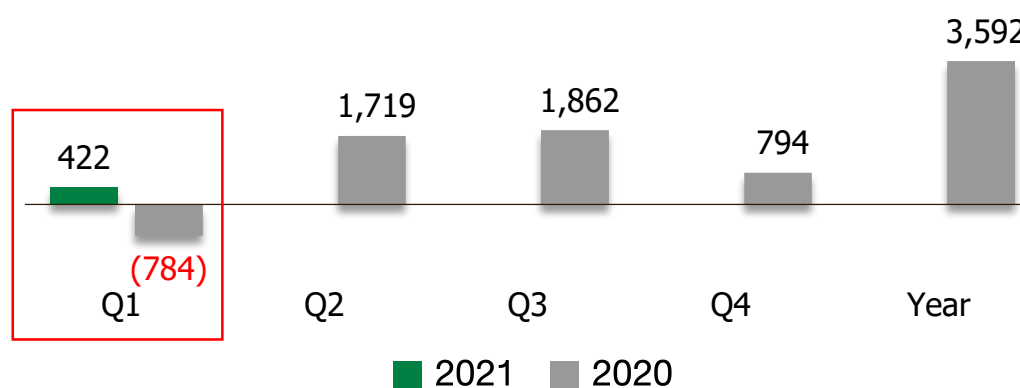
Unit: Mil. THB



- The Group's cashflow generated from operations stood at Baht 1,059 million compared to Baht 379 million in the corresponding period of 2020 mainly from an improvement of gross profit and operating performance in Q1 2021

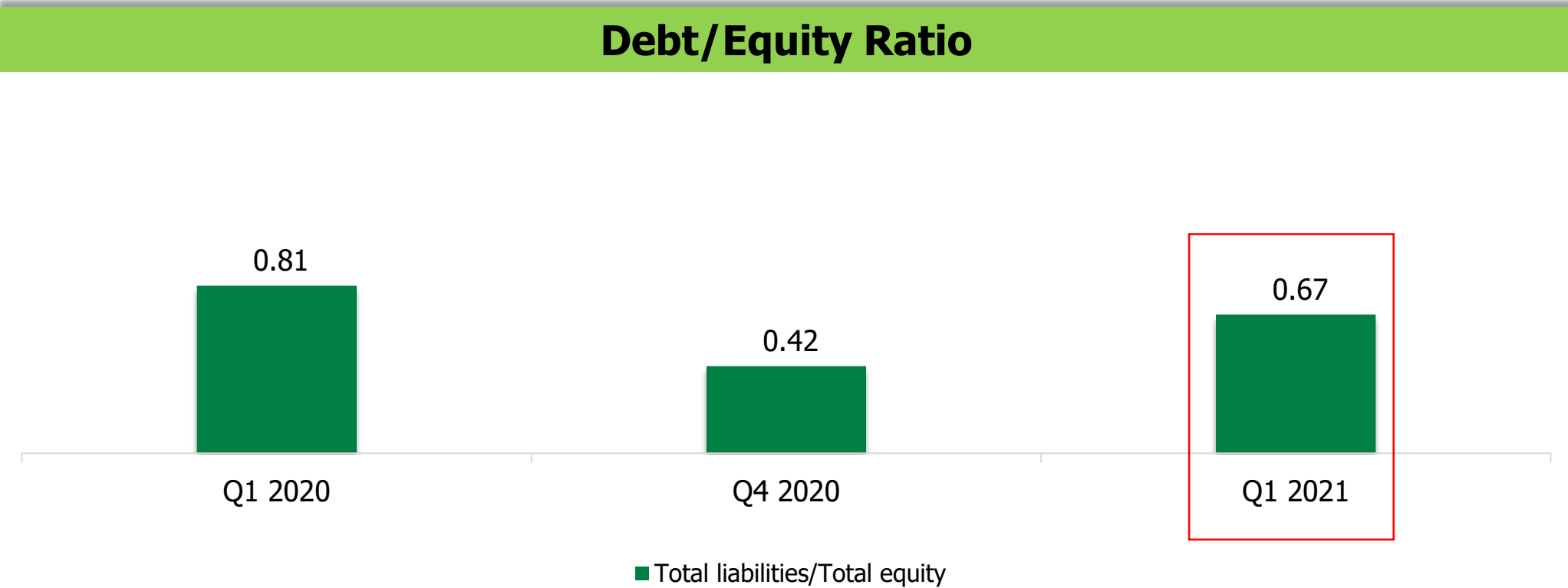
Net Profit After Tax

Unit: Mil. THB



- The Profit After Tax of Baht 422 million for Q1 2021 represented earnings per share of Baht 0.27 (par value of Baht 1 each) as compared to loss per share of Baht (0.50) per share in Q1 2020

Debt to Equity Ratio



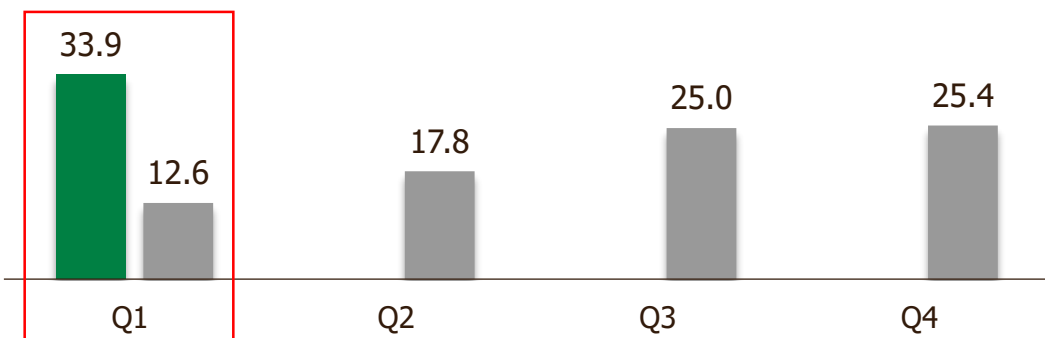
The Group's consolidated debt to equity ratio (D/E ratio) was 0.67 comparing to 0.81 in the corresponding period a year ago due to the better operating performance in this quarter

Key Ratios and Historical Dividend

Return on Equity^{1/}

Unit: %

■ 2021 ■ 2020

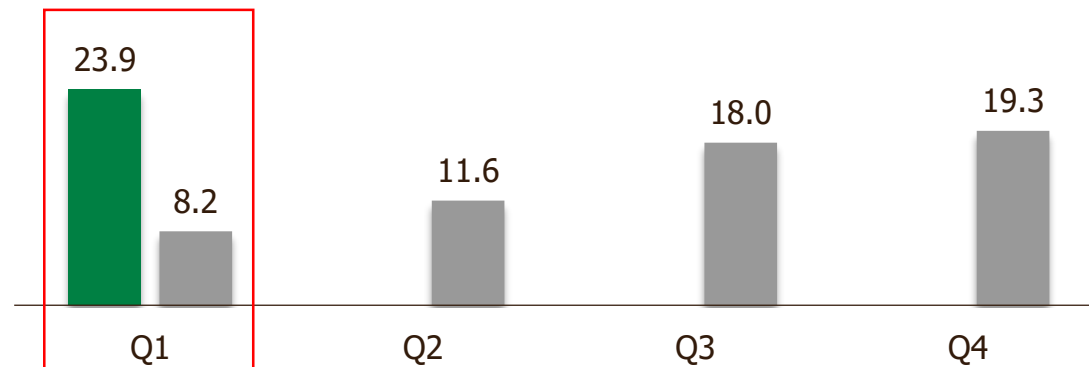


1/ Return is based on sum of last 12 months net profit

Return on Asset^{2/}

Unit: %

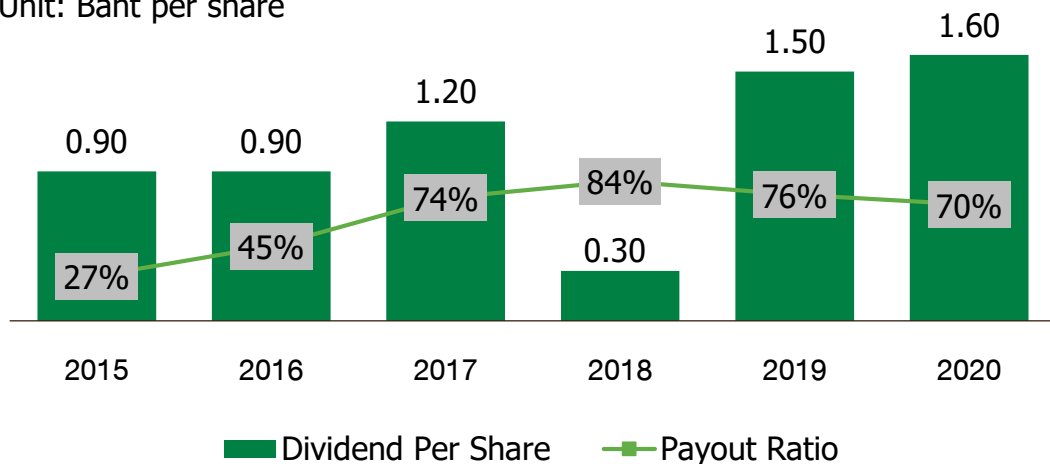
■ 2021 ■ 2020



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

Historical Dividend

Unit: Baht per share



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 8th April 2021, the Annual General Meeting of the Company's shareholders approved the final dividend payment for the year 2020 of Baht 1.00 per share, a total of Baht 1,578 million. The Company paid such dividend on 28th April 2021

Q1 2021 Highlight

Refinery & Crude



- Pursuant to Malaysia regulatory, our refinery in Malaysia was shut down for planned major maintenance during Q1 2021 for every 3 years



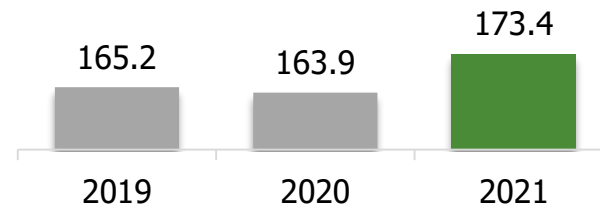
- 2 alternative crudes were committed during Q1/2021



Domestic and International market

Road related budget in Thailand

Unit: Billion Baht



Domestic Market

- 2021 road related budget grew comparing to 2020 budget
- Despite low focus on premium product, this will be compensated by premium product usage from construction group
- Domestic selling surged in Q1 2021 driven by strong asphalt demand together with increase in crude

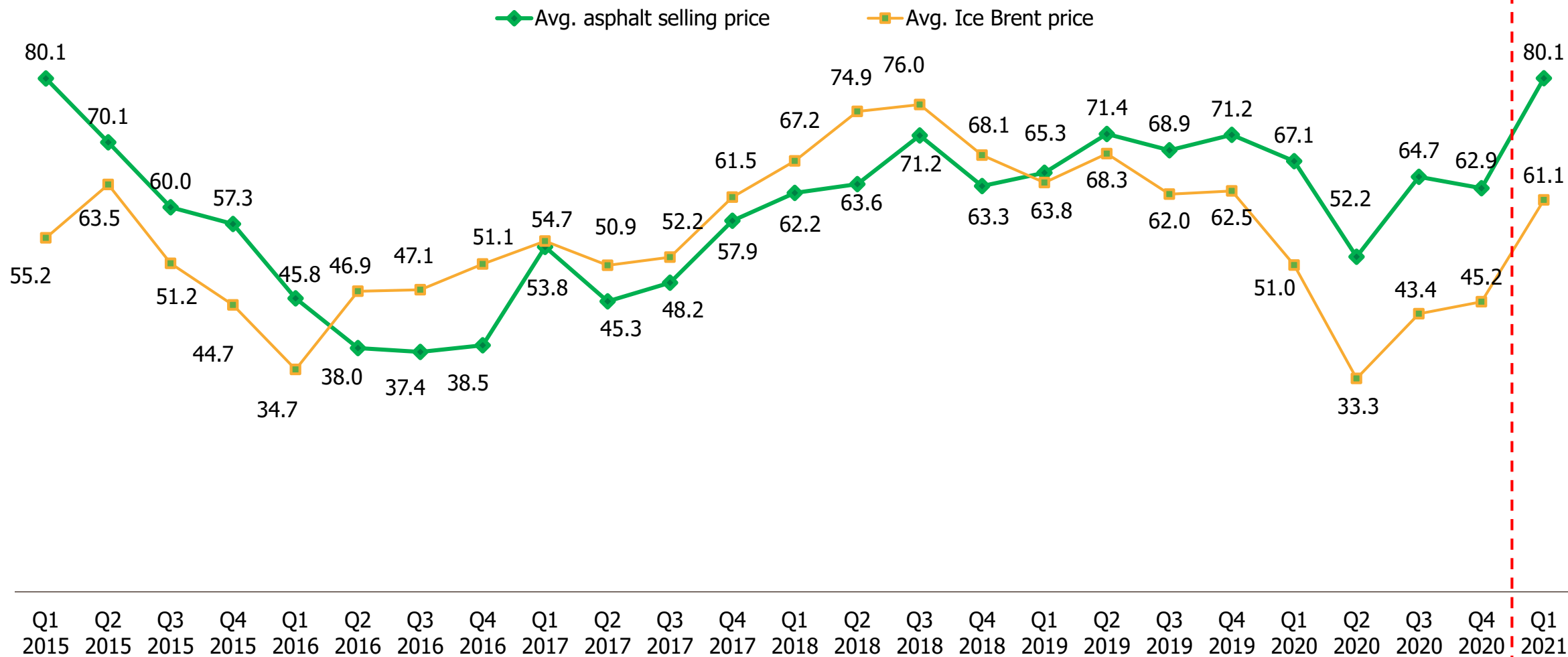
International Market

- Amid supply constraint due to refinery shutdown, selective international markets in term of healthy margin are prioritized



Q1 2021 Highlight - Asphalt Selling Price vs. Ice Brent

Unit: USD/barrel



Sustainable Development Framework



- In line with the Group's *Vision 2025* strategic plan, our sustainable development strategies were formulated around economic, environment and social aspects, each of which is accompanied by series of action plan and implementations to ensure success of the strategies
- We also implement 2 foundations; good corporate governance and building value for the future. Both serves as strong foundation pillars for our sustainable development works



3 Sustainable Development Strategies

- Through our materiality analysis, our 3 SD strategies were crystalized into (i) innovation (ii) eco-efficiency and (iii) public safety, corresponding to economic, environment and social aspects, respectively.

Innovation Leader



Instill and promote corporate innovation culture across the Group

- Innovation solutions award
- Innovation bootcamp

Eco-efficiency



Eco-efficiency focuses on operational improvement, with minimal impacts to the environment

- Reduction of GHG Emission Intensity (scope 1 & 2) > 6% as opposed to base year 2020
- Energy use efficiency across business processes, promotional use of alternative energy
- Water withdraw & wastewater management
- Waste materials management, aim at zero waste disposal

Safety Awareness



Our materiality analysis indicates public safety are high priorities. Our safety awareness strategies are formulated, with objective as follows:

- For work safety:* reduce severe injury frequency rate.0 Fatalities case and 0 Lost Time Injury Frequency (LTFR)
- For public road safety:* provide road safety knowledge to road users including first-aid training for post-accidents (e.g., CPR training)

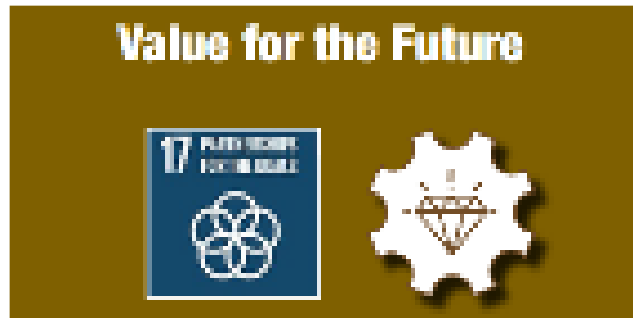
2 Sustainable Development Foundations

- Our good corporate governance and building value for the future are strong foundation pillars for SD works.



We constantly spend great efforts to enhance good corporate and applied across our business operations.

- Code of Ethics, Human Rights
- Participation of Thailand's Privat sector Collective Actions Coalition against Corruption (CAC)
- Enterprise Risk Management



- Human capital developments with focus on attracting, retaining and developing key staffs
- Develop international mindset and mobility for key staffs who can become future leaders
- Organization knowledge management

Our Sustainable Development and CG Recognitions & Awards



3 consecutive years

Included in the Thailand Sustainability Investment Index (THSI Index)

2 consecutive years

Recognition by Thaipat Institute' Sustainability Disclosure Award

Received the Prime Minister's Industry Award 2020

Outstanding Achievement in Corporate Social Responsibility

Recertification

Achieved recertification of Private Sector Collective Action against Corruption

3 consecutive years

Recognition for "excellent level" under the corporate governance report by IOD

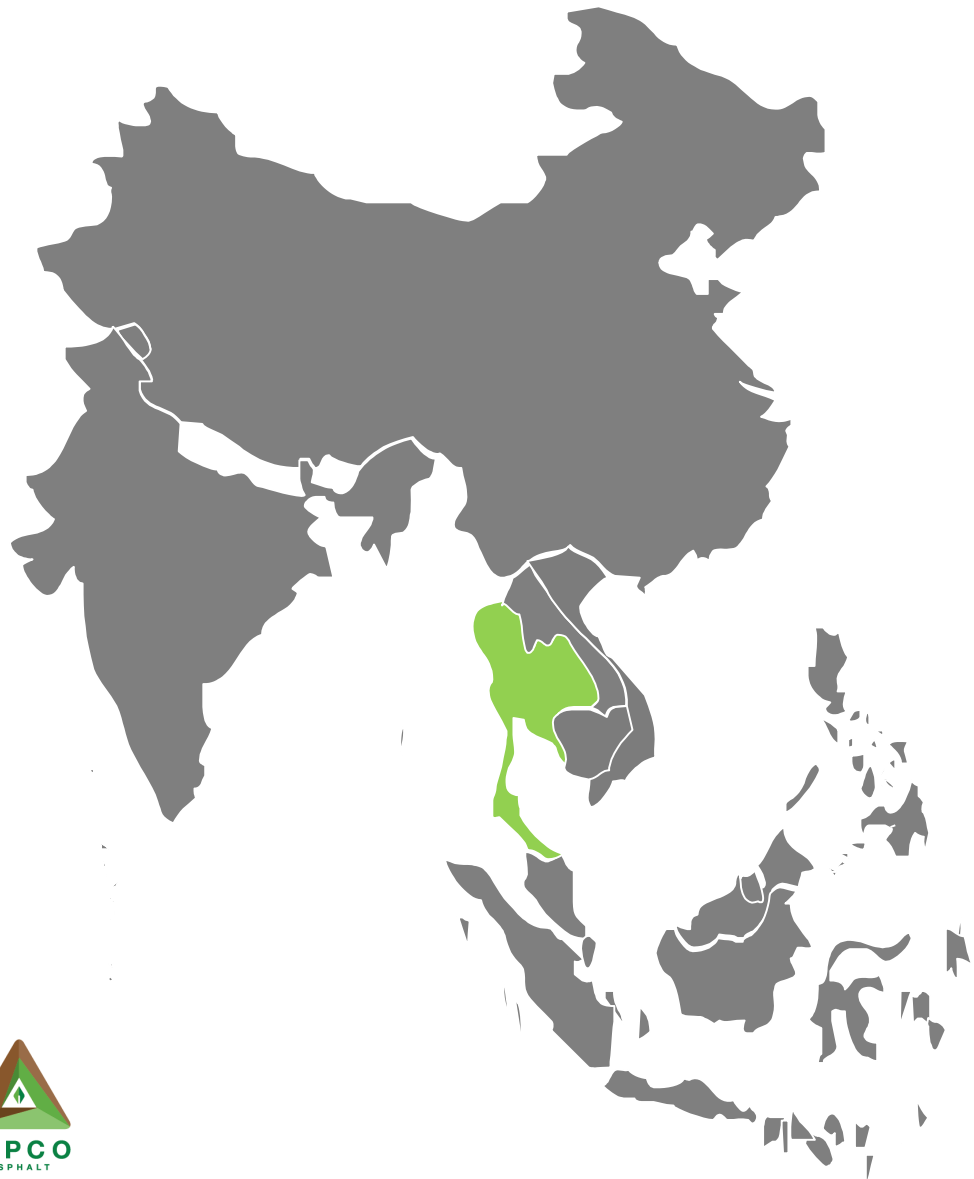


Outlook - Refinery

- The refinery resumes normal operation
- Currently, the Group's management is in the final process of negotiating insurance claim with the insurance company

	2018	2019	2020	Total
Key events	July 2018: Fire Incident at refinery's tanks	Feb 2019: Floating storage unit rental Nov 2019: Maintenance tanks resumed to operate	May 2020: <ul style="list-style-type: none"> • 2 new crude tanks operated • Insurance cover expiration 	
Damaged Assets written off	289.9	-	-	289.9
Related expenses to the incident	68.2	387.1	64.3	519.6
Claims Received	-	(593.0)	(174.0)	(767.0)
Total	358.1	(205.9)	(109.9)	42.5

Outlook - Domestic and International market



Domestic Market

- Q2/2021 sales volume still benefit from ongoing government budget disbursement
- Domestic asphalt selling price is still strong due to the high demand

International Market

- Strategically, selective retail markets to secure the margin

THANK YOU

Any queries, please contact:



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