



WP
ENERGY

บริษัท ดับบลิวพี เอ็นเนอร์ยี จำกัด (มหาชน) WP ENERGY PUBLIC COMPANY LIMITED

เลขที่ 1 อาคารอีสท์ วอเตอร์ ชั้น 15 ซอยวิภาวดีรังสิต 5 ถนนวิภาวดีรังสิต แขวงจตุรพา เขตจตุจักร กรุงเทพฯ 10900
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10 August 2023

Subject: Management Discussion and Analysis (MD&A) of the Company for the second quarter of the year 2023

To: President
The Stock Exchange of Thailand

WP Energy Public Company Limited (hereinafter refer to as “the Company”) and its subsidiaries (hereinafter refer to as “the Group”) would like to report operating result of the company for the second quarter of the year 2023 as follows;

For the second quarter of the year 2023, net profit of the Group was Baht 25.85 million, decreasing Baht 16.95 million or 39.61% from Baht 42.80 million in the second quarter of the year 2022.

Please see further details in the “Management Discussion and Analysis of the Operating Performance for the second quarter of the year 2023” as attached herewith.

Please be informed accordingly

Yours sincerely,

- Noppavong Omathikul -

Deputy Chief Executive Officer in Finance and Corporate Support



Management Discussion and Analysis (MD&A) of the Operating Performance for the second quarter of the year 2023

The Group reported the performance for the second quarter of the year 2023 ended 30 June 2023, the Group's net profit was at Baht 25.85 million, decreasing Baht 16.95 million or 39.61% compared with the second quarter of the year 2022. The total revenue was at Baht 4,401.48 million, increasing Baht 870.70 million or 24.66% compared with the same period last year. In addition, The Group reported EBITDA of Baht 149.41 million, decreasing Bath 13.46 million or 8.26%. The key summaries are as follows;

Table of key financial results

(Unit: Million Baht)	Quarter 2	Quarter 2	Increase (Decrease)	Increase (Decrease)
	2023	2022	Amount	%
Total Revenue	4,401.48	3,530.78	870.70 ↑	24.66% ↑
Revenue from Sales and Services	4,346.18	3,482.48	863.70 ↑	24.80% ↑
Net Profit	25.85	42.80	(16.95) ↓	-39.61% ↓
Net Profit Margin (%)	0.59%	1.21%	-0.63% pp	
EBITDA	149.41	162.87	(13.46) ↓	-8.26% ↓

1) Revenue from Sales and Services

In the second quarter of the year 2023, the Group's revenue from Sales and Services was Baht 4,436.18 million, increasing Baht 863.70 million or 24.80% from Baht 3,482.48 million compared to the same period last year. The increasing in revenue from Sales and Service was due to LPG Sale Volume was increased from 190,198 tons to 193,983 tons, increasing 3,785 tons or 1.99%. In additional, LPG prices have risen during the year. The domestic LPG sales volume is similar to the same period last year, while, overseas sales volume increased by 60.66%, from 6,664 tons to 10,707 tons from the expand in export market and export new product since May 2023.

"World Gas" Brand was ranked No. 2 in industry or market share of 19%.



2) Selling expenses

The Group's selling expenses were Baht 77.54 million in the second quarter of 2023, accounting for 1.78% of revenue from sales and services. Due to decreasing of oil price, transportation expenses reduced and represented selling expense dropped by Baht 4.17 million or 5.11% from the same period last year. The Group did, though, keep a close eye on costs.

(Unit: Million Baht)	Quarter 2	Quarter 2	Increase (Decrease)	Increase (Decrease)
	2023	2022	Amount	%
Selling Expense	77.54	81.71	(4.17) ↓	-5.11% ↓

3) Administrative Expenses

In the second quarter of year 2023, the Group's administrative expenses was Baht 102.66 million, accounting for 2.36% of Revenue from Sales and Services which slightly increased Baht 0.90 million or 0.89%.

(Unit: Million Baht)	Quarter 2	Quarter 2	Increase (Decrease)	Increase (Decrease)
	2023	2022	Amount	%
Administrative Expense	102.66	101.75	0.90 ↑	0.89% ↑

4) Profits

In the second quarter of year 2023, the Group reported gross profit of Baht 165.70 million or gross profit margin 3.81% and net profit of Baht 25.85 million or net profit margin 0.59%. The Group's gross profit and net profit decreased by Baht 29.73 million or 15.21% and Baht 16.95 million or 39.61% from the second quarter of year 2022 respectively. In addition, the Group's EBITDA was Baht 149.41 million, increasing by 8.26%.

The Group's profit in the second quarter of 2023 decreased compared to the same period last year, mostly because the government announced a price rise throughout the quarter at a rate



of 0.9345 Baht per kg during second quarter of 2022. As a result of these pricing changes, the group experienced slightly improved earnings in 2022.

(Unit: Million Baht)	Quarter 2	Quarter 2	Increase (Decrease)	Increase (Decrease)
	2023	2022	Amount	%
Gross Profit (Exclude Other Income)	165.70	195.43	(29.73) ↓	-15.21% ↓
Gross Profit Margin (Exclude Other Income) (%)	3.81%	5.61%	-1.80%	
Net Profit	25.85	42.80	(16.95) ↓	-39.61% ↓
Net Profit Margin(%)	0.59%	1.21%	-0.63%	

5) Financial Status

As of 30 June 2023, The Group's total assets lightly decreased by 3.50% from Baht 7,022.44 million at the end of year 2022 to Baht 6,776.59 million at the end of the second quarter of year 2023. The Group's total liabilities declined by 3.19% from Baht 5,661.14 million at the end of last year to Baht 5,480.61 million at the end of the second quarter of year 2023 and the Group's total equity decreased by 4.80% from Baht 1,361.30 million at the end of last year to Baht 1,295.98 million at the end of the second quarter of year 2023 because the corporation paid dividends for the 2022 operational results in May 2023 at a rate of 0.25 baht per share during the second quarter of 2023, this caused a drop in shareholders' equity.

For The group's financial status in the second quarter of year 2023, the Group's Debt to Equity ratio (D/E) was at 4.23 times slightly increase from 4.16 times at the end of last year and Interest-bearing Debt to Equity Ratio is equal to 0.40 times, remaining constant from the end of 2022.



(Unit: Million Baht)	30-Jun-23	31-Dec-22	Increase (Decrease)	
			Amount	%
Total Assets	6,776.59	7,022.44	(245.85) ↓	-3.50% ↓
Total Liabilities	5,480.61	5,661.14	(180.53) ↓	-3.19% ↓
Interest Bearing Debt	518.24	548.35	(30.11) ↓	-5.49% ↓
Shareholder's Equity	1,295.98	1,361.30	(65.32) ↓	-4.80% ↓
D/E ratio (x)	4.23	4.16	0.07 ↑	
IBD/E ratio (x)	0.40	0.40	-	

6) Cash Flow

As of 30 June 2023, the Group had cash and cash equivalents of Baht 640.06 million and short-term investments in money market and bond market of Baht 91.62 million which mainly from operating activities. Each year, the Group had an average EBITDA of approximately Baht 500-600 million which was sufficient for operations and expanding in the future.