



MEMBER OF
Dow Jones
Sustainability Indices
In Collaboration with RobecoSAM

Thai Oil Public Company Limited

Q4 & FY/2014 Opportunity Day Presentation

26 February 2015

Time : 10.15 - 11.15 AM
Venue : Stock Exchange of Thailand

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VISION	A LEADING FULLY INTEGRATED REFINING & PETROCHEMICAL COMPANY IN ASIA PACIFIC
MISSION	<ul style="list-style-type: none"> • To be in top quartile on performance and return on investment • To create a high-performance organization that promotes teamwork, innovation and trust for sustainability • To emphasis good Corporate Governance and commit to Corporate Social Responsibility
VALUES	<div> <div> Professionalism Ownership & Commitment Social Responsibility </div> <div>  </div> <div> Excellent Striving Vision Focus Initiative </div> </div> <p style="text-align: center;">Integrity Teamwork & Collaboration</p>

Corporate Governance Policy

The board of directors, management and all staff shall commit to moral principles, equitable treatment to all stakeholders and perform their duties for the company's interest with dedication, integrity, and transparency.

Roles and Responsibilities for Stakeholders

- Truthfully report company's situation and future trends to all stakeholders equally on a timely manner.
- Shall not exploit the confidential information for the benefit of related parties or personal gains.
- Shall not disclose any confidential information to external parties.

CG Channels

Should you discover any ethical wrongdoing that is not compliance to CG policies or any activity that could harm the Company's interest, please inform:



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CG
Manual

<http://www.thaioilgroup.com>

2014 KEY HIGHLIGHTS

Q4 & FY/2014 PERFORMANCE ANALYSIS

2015 MARKET OUTLOOK

KEY TAKE AWAY MESSAGES

2014 KEY HIGHLIGHTS



2014 Key Industry Highlights

Refinery



- **\$48/bbl drop in Dubai crude price** pressured by ample supply ,while demand remains soft
- **Benefits from crude price collapse** (i.e. lower refinery fuel & loss / crude premium) supports GRM

Implication

- **4.5 \$/bbl inventory loss**
(from stock gain 0.8 to stock loss 4.5 \$/bbl Y/Y)
- + **Improved market GRM**
(from 4.3 to 5.7 \$/bbl Y/Y)

Aromatic



- **PX oversupply from new capacities and slowdown in Chinese polyester / PTA demand** pressured margins

- **Pressured Aromatic Margins**
(GIM contribution from 1.8 to 0.1 \$/bbl Y/Y)

Base Oil



- **More competition from Gr II/III**, while sharp drop in HSFO supported margins

- ↔ **Soften Base Oil margins**
(GIM contribution from 0.9 to 0.7 \$/bbl Y/Y)

Refinery + Aromatics + Base Oil

\$/BBL	2014	2013
Market GIM	6.2	6.8
Stock Gains / (Loss)	-4.3	0.8
Accounting GIM	1.9	7.6

Key Events / Achievements 2014



- Completion of **CDU-3 Turnaround 9 days earlier than plan** (46 vs 55 day)



- Successful COD of key margin improvement products** i.e. HVU-2 revamp, CDU-3 Preheat Train



- Implementing **Profit Recovery Plan**
- Active commodities hedging** resulting in gains of **2,218 MB**



- Maintain **strong credit rating** profile by all 3 agencies

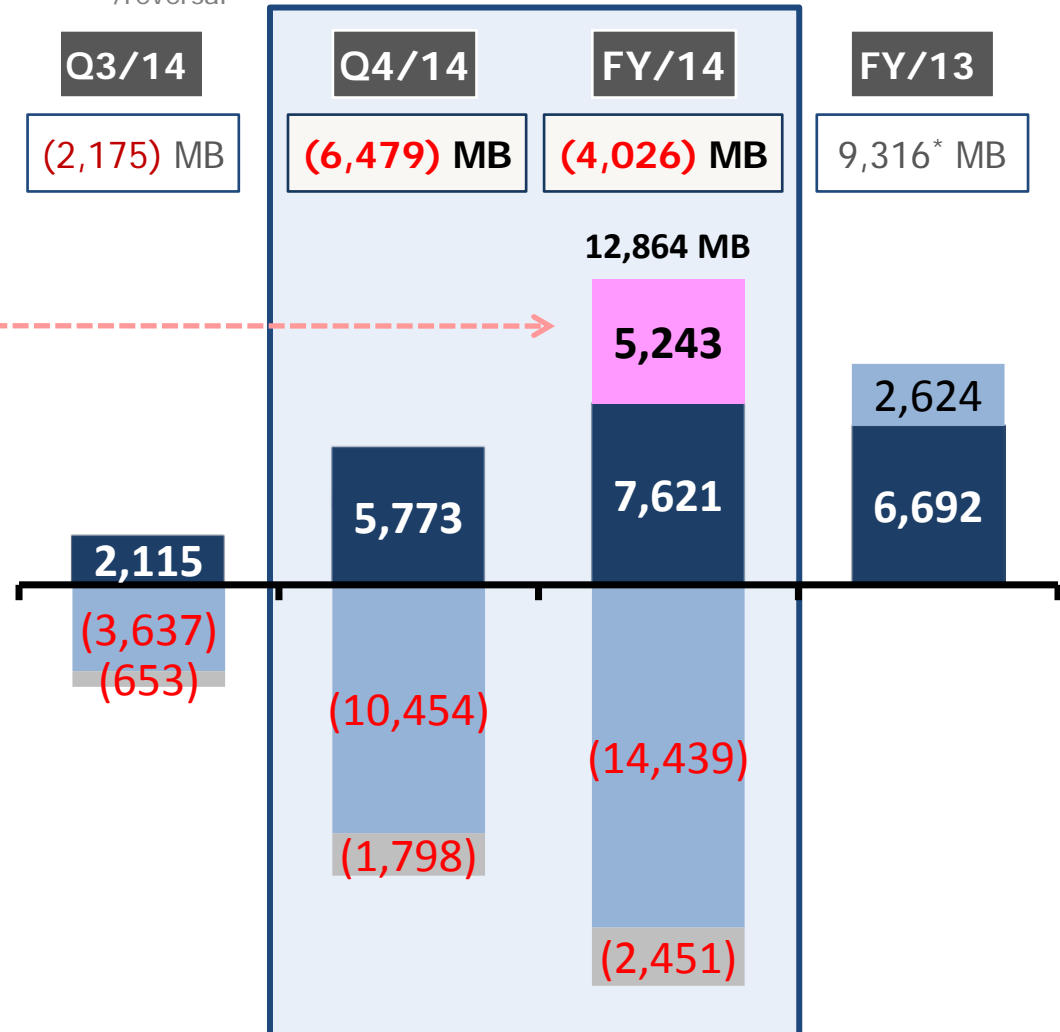


- Oil & Gas Industry Leader for sustainability**, only Thai Company for Gold Class for 2 consecutive yr (announce as of 19 Jan 2015)

Top Group Net Profit

Unit : million THB

■ NP w/o Stock G/L Including (tax expense) /reversal
 ■ Stock G/(L) Excluding tax
 ■ LCM
 ■ Additional benefits



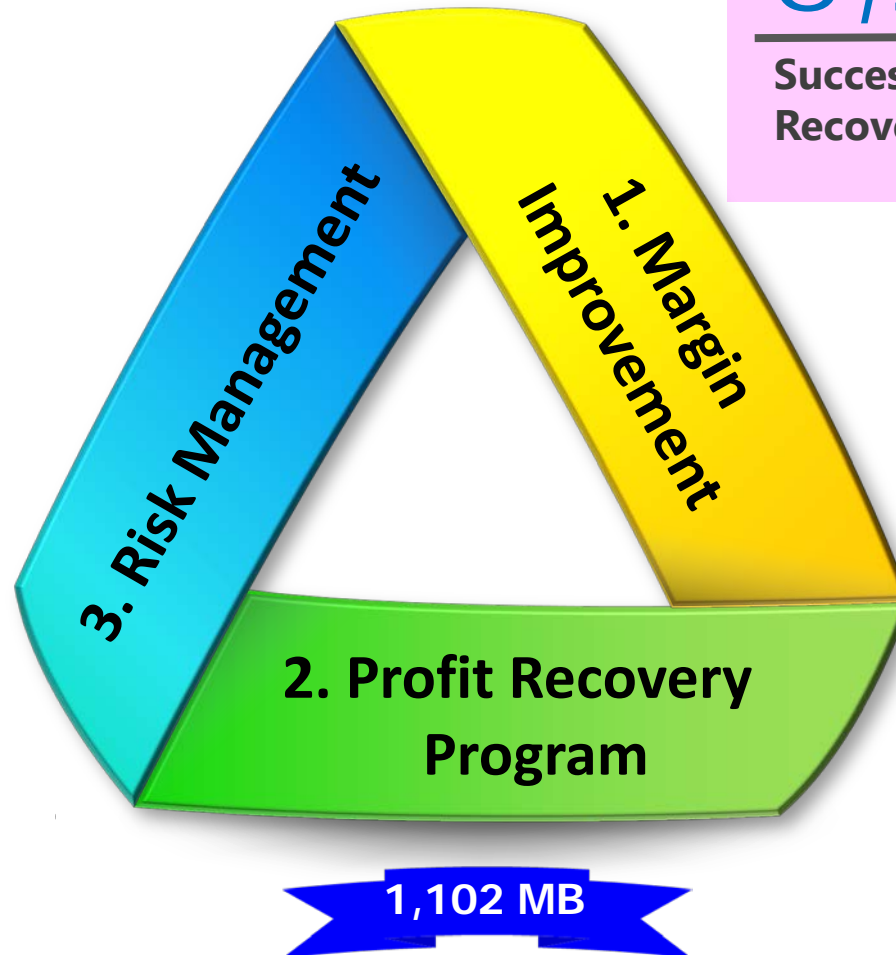
FY/14 Success on TOP Profit Recovery Program

5,243 Million Baht

Success from Margin Improvement / Profit Recovery Program / Risk Management

2,218 MB

**Commodities Hedging
(both crack spread &
Inventory)**



1,923 MB

**Hydrocarbon / Supply Chain &
Commercial Management
save 0.57 US\$/bbl**

- ✓ Less CDU-3 Maintenance time
- ✓ HVU-2 Revamp
- ✓ CDU-3 Preheat Train
- ✓ Alternative feedstock to TLB

1,102 MB

**OPEX & Cost Management ,
Supply & Marketing Initiatives**

- ✓ More specialty product sale (TLB)
- ✓ Optimize Gasoline Export
(upgrade low value component)
- ✓ Negotiate on Insurance Premium

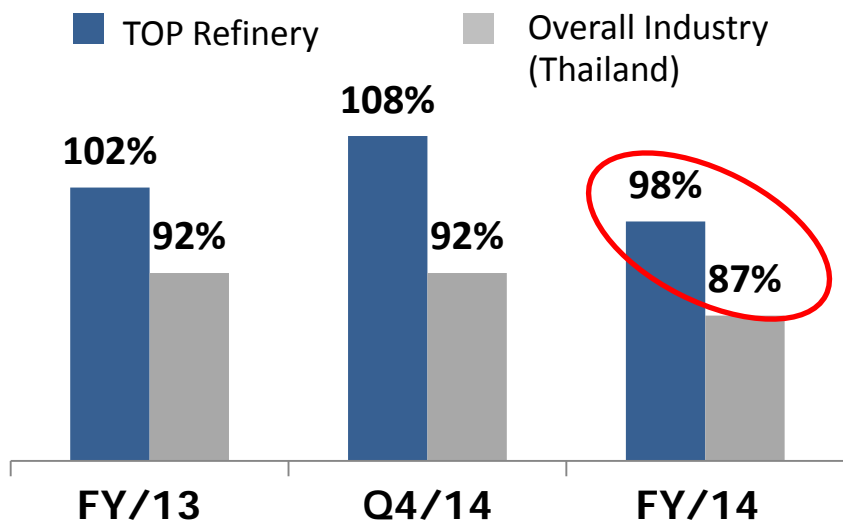


Q4 & FY/2014 PERFORMANCE ANALYSIS

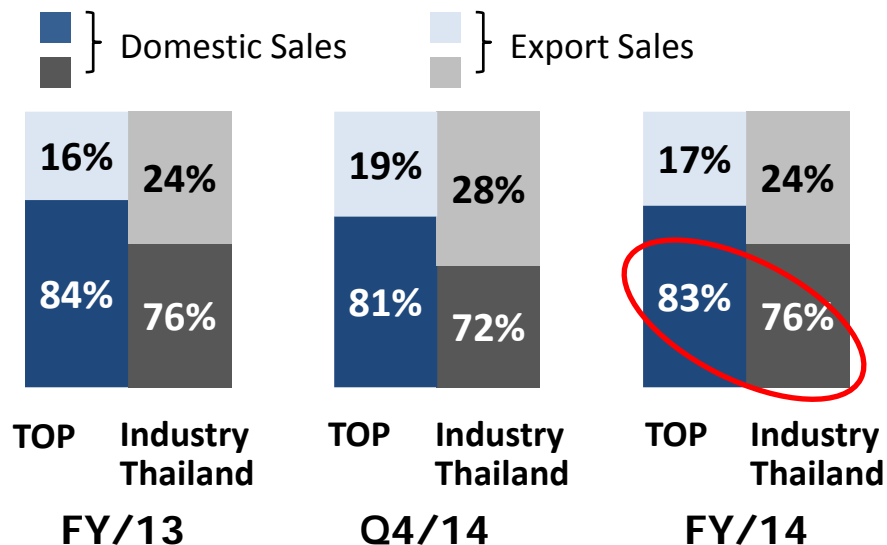


Thai Oil Refinery : Superior Performance...

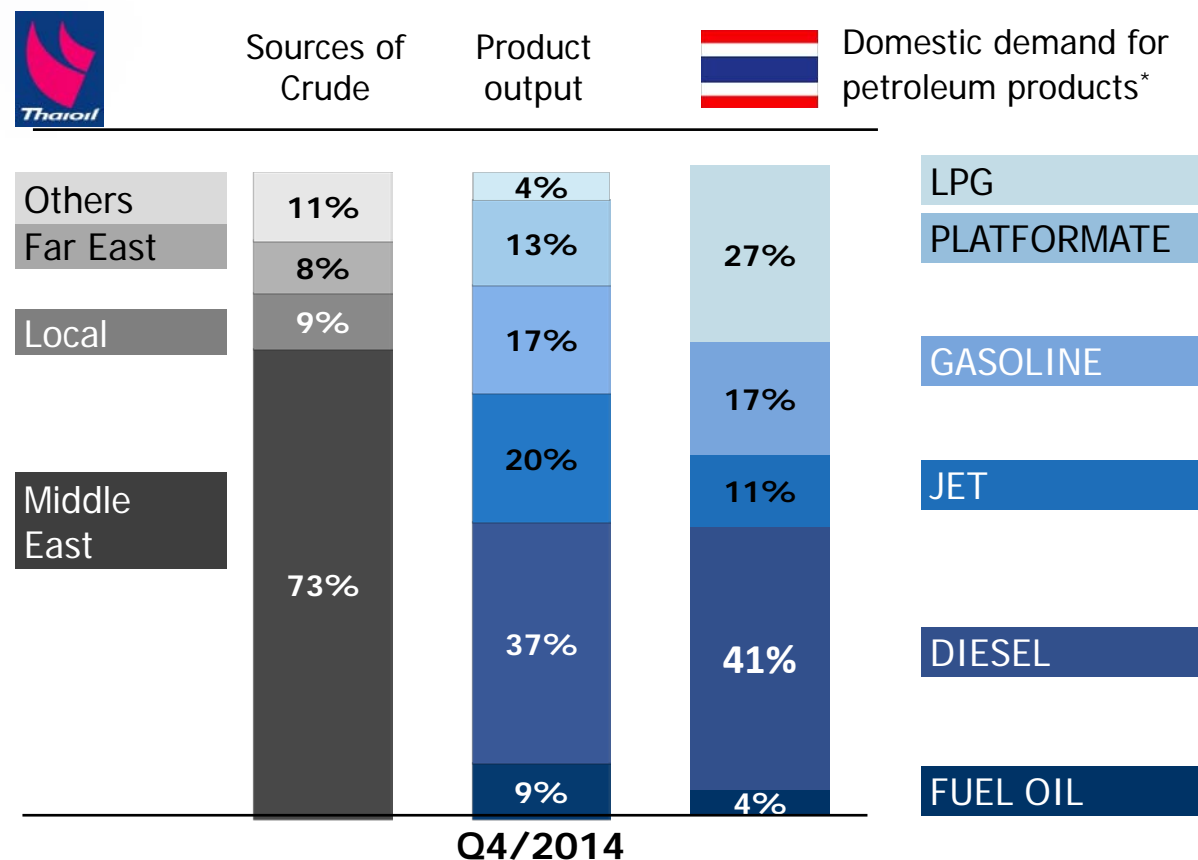
TOP's Refinery Utilization vs Industry



TOP's Domestic Sale vs Industry



TOP's Refinery Crude sources & Product Output



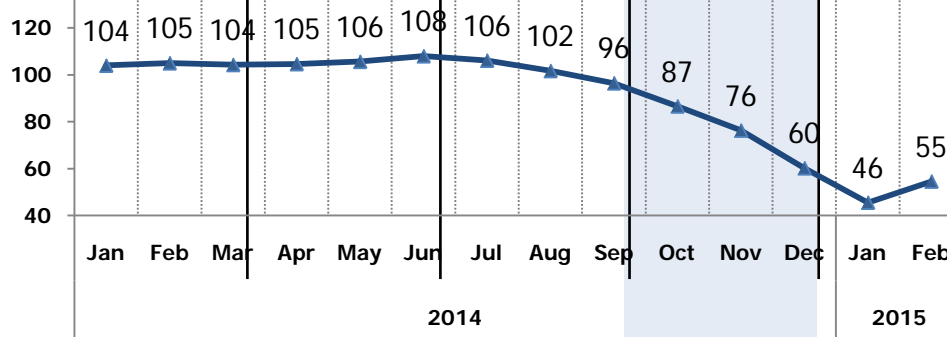
- Flexibility in crude intake allows diversification of crude types to source cheaper crude
- Flexibility in product outputs by maximizing middle distillates (jet and diesel) by adjusting production mode to capture domestic demand and price premium
- Maximize Platformate production to capture higher margin on aromatics
- Minimize fuel oil output to avoid lower margin products

Q4/14: Robust Refining Margins...Offset by Huge Inventory Loss

Dubai Crude Price & Key Petroleum Product Spreads

	2014				2015
\$/bbl	Q1	Q2	Q3	Q4	Q1TD*
DUBAI (DB)	104.4	106.1	101.5	74.4↓	48.9
ULG95 - DB	14.6	16.1	13.2	13.4↔	12.7
JET - DB	17.0	14.3	14.5	17.7↑	18.0
GO - DB	17.8	16.0	14.4	16.0↑	16.5
HSFO - DB	(8.5)	(10.6)	(8.4)	(5.6)↑	(1.3)

Dubai Price
(US\$/bbl)



	2013	2014
	FY13	FY14
DUBAI (DB)	105.5	96.6↓
ULG95 - DB	13.7	14.3↑
JET - DB	17.5	15.9↓
GO - DB	17.9	16.1↓
HSFO - DB	(8.0)	(8.3)↓

* As of 17Feb 15

Refinery Utilization

2013	Q4/14	2014
102%	108%	98%*

*CDU-3 MTA mid Jun to end Jul 14

Dubai

- **Excess OPEC & Non OPEC supplies**; High US shale oil production, Maintained OPEC production after OPEC meeting
- **Sluggish demand**; as weak world economy, IEA revised down 2015 global oil demand growth by 0.2 MBD to 0.9 MBD

Gross Refinery Margins - GRM

	2014			
\$/bbl	Q1	Q2	Q3	Q4
Marketing GRM	5.1	4.4	4.6	8.2↑
Stock G/(L)	(1.7)	1.4	(5.2)	(11.7)
Accounting GRM	3.4	5.8	(0.6)	(3.5)

3.6\$/bbl QoQ

	2013	2014
	FY13	FY14
Marketing GRM	4.3	5.7↑
Stock G/(L)	0.8	(4.5)
Accounting GRM	5.1	1.2

Benefits to Q4/14 TOP GRM

Total 2.6\$/bbl

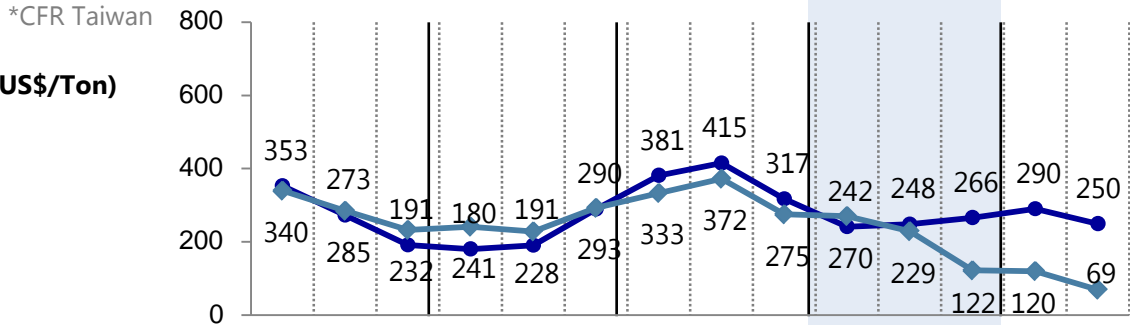
- Margin improvement Projects 0.6 \$/bbl
- Crude Premium ~1.2 \$/bbl
- F&L 0.8 \$/bbl

Aromatics

Q4/14: Over PX supplies...Pressured Aromatics Margins

Aromatics Spreads and Margins

	2014					2015
\$/ton	Q1	Q2	Q3	Q4	Q1TD*	
PX*-ULG95	273	220	371	252 ↓	275	
BZ-ULG95	285	254	327	207 ↓	101	



* As of 17 Feb 15

Aromatics Production		
2013	Q4/14	2014
89%	89%	82%*

*Aromatics unit MTA mid Jun to end Jul 14

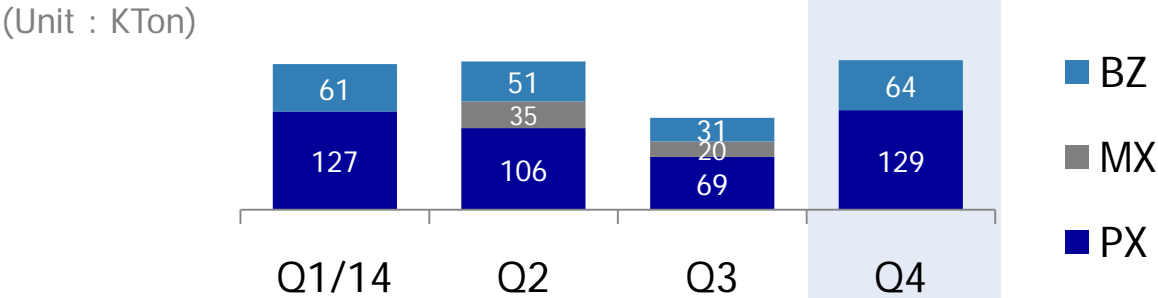
Paraxylene (PX)

- **Surplus supply** from both new plants and started up plants in FY/14 ~6.5 Mil Ton
- **Chinese economic slowdown** resulting in weak polyester demand

Benzene (BZ)

- **Squeezed SM margin and slow US import demand**
- **Excess BZ supplies** from both new aromatic plants & Olefin plants changing their feedstock from LPG to Naphtha during winter

TPX's Sales & Product-To-Feed Margin (P2F)



	2014			
\$/ton	Q1	Q2	Q3	Q4
P2F -\$/ton	63	37	66	22 ↓
P2F -\$/bbl	8.2	4.8	8.7	2.9

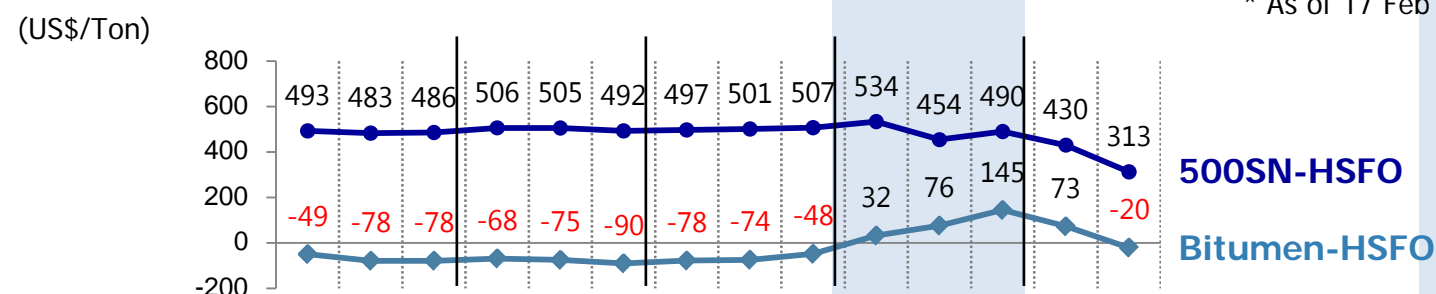
2013	2014
FY13	FY14
147	46 ↓
19.2	6.1

Q4/14: G II/III Price Competition...Soften Lube Margins

Base Oil & Bitumen Spreads & Margins

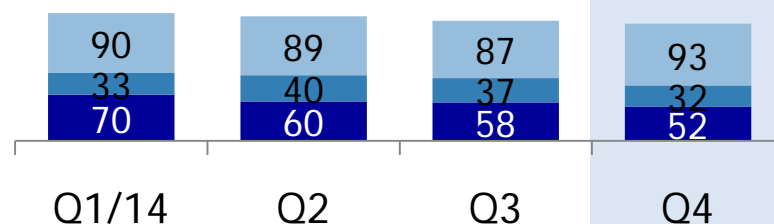
	2014					2013	2014
\$/ton	Q1	Q2	Q3	Q4	Q1TD*	FY13	FY14
500SN-HSFO	486	501	500	493 ↓	389	485	495 ↑
BITUMEN-HSFO	(69)	(77)	(66)	85 ↑	40	(14)	(32) ↓

* As of 17 Feb 15



TLB's Sales & Product-To-Feed Margin (P2F)

(Unit : KTon)



■ Bitumen
■ TDAE/Extract /Slack Wax
■ Base Oil

	2014			
\$/ton	Q1	Q2	Q3	Q4
P2F -\$/ton	135	117	107	90 ↓
P2F -\$/bbl	20.5	17.8	16.2	13.6

Base oil Production

2013	Q4/14	2014
102%	80%	92%*

*Base oil unit T/A in end-Sep 14

Lube Base Oil

- **Additional GII supply** from US & South Korea triggering **price war between GI & II**
- **Weak demand** as buyers kept low stock during year end
- + **Spread highly supported by soft fuel oil price**

Bitumen

- + **Resumed regional demand** especially from Indonesia & Vietnam to expedite road repairs during year end
- + **Spread supported by soft fuel oil price**

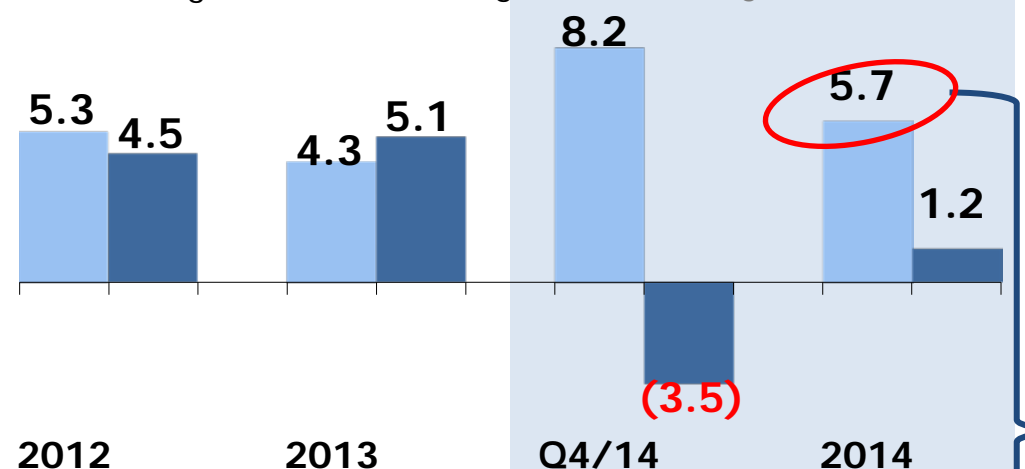
2013	2014
FY13	FY14
144	112 ↓
21.9	17.1

Integrated Margin & Competitive Cash Cost

Gross Refining Margin

(Unit: US\$/bbl)

■ Marketing GRM ■ Accounting GRM (Marketing GRM + Stock G/L)



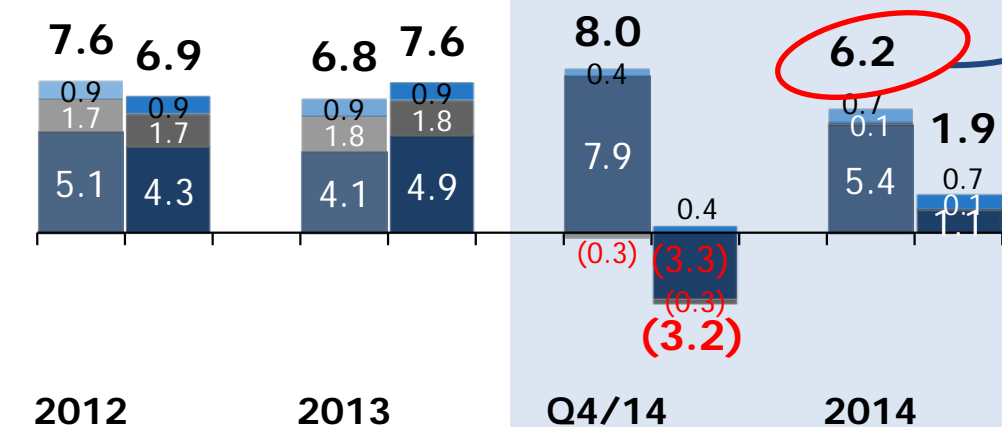
0.5↑

Gross Integrated Margin

(Unit: US\$/bbl)

■ Marketing GIM ■ Accounting GIM (Marketing GIM + Stock G/L)

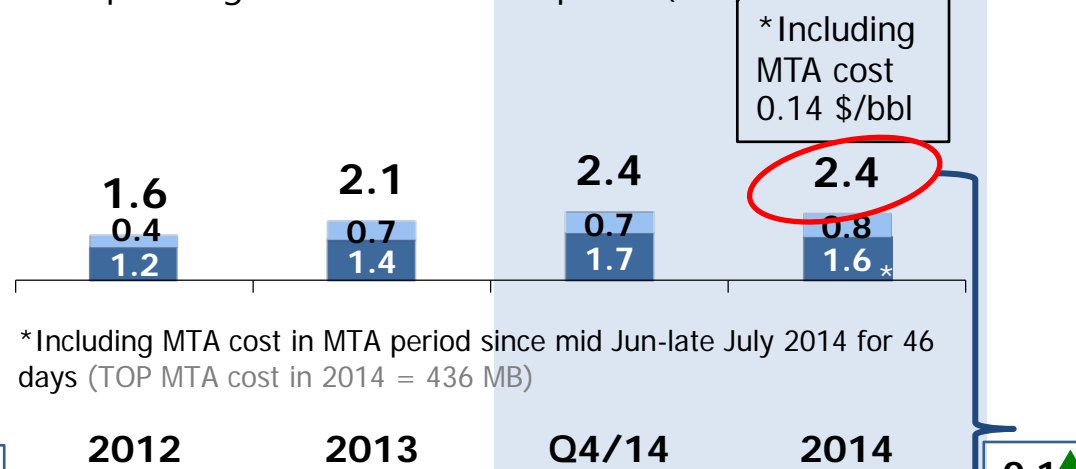
■ TLB ■ TPX ■ TOP



Refinery's Cash Cost

(Unit: US\$/bbl)

■ Operating Cost ■ Interest Expense (Net)



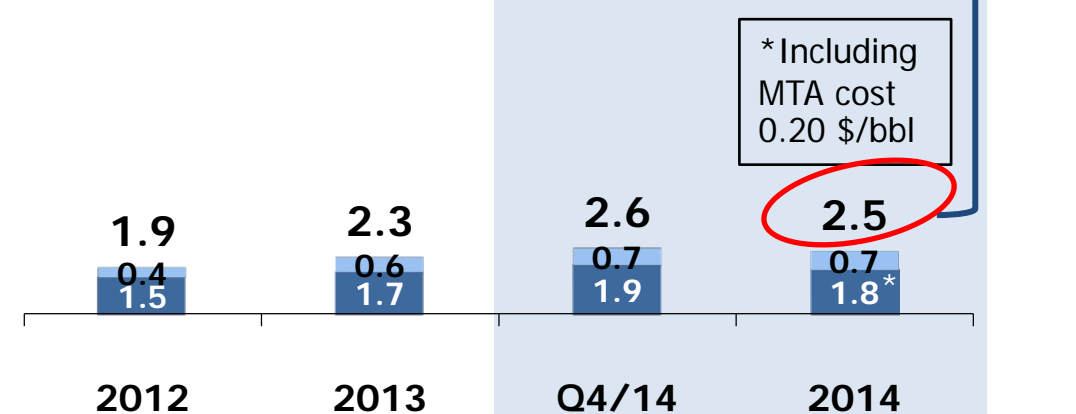
* Including MTA cost in MTA period since mid Jun-late July 2014 for 46 days (TOP MTA cost in 2014 = 436 MB)

0.1↑

Group's Cash Cost

(Unit: US\$/bbl)

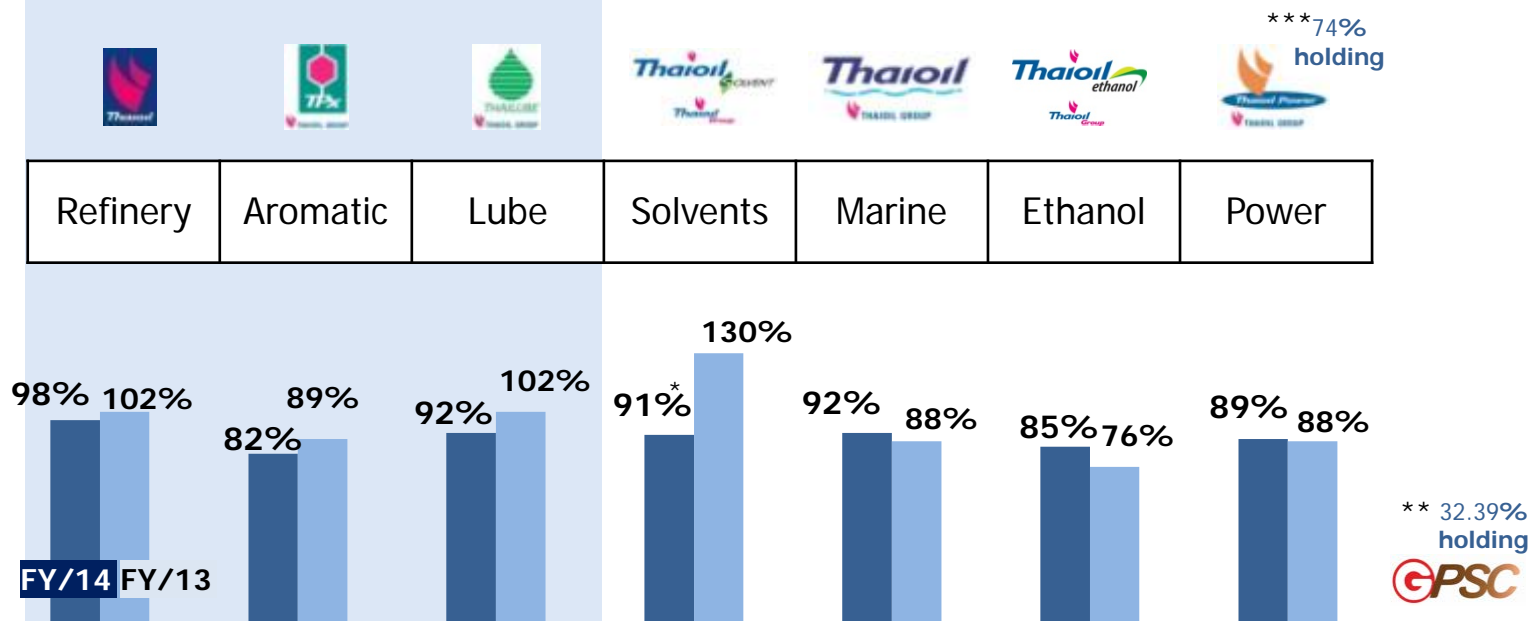
Total (Opt+Int) ■ Interest Expense (Net)



* Including MTA cost in MTA period since mid Jun-late July 2014 for 46 days (TOP group MTA cost in 2014 = 609 MB)

Q4 & FY/2014: Performance Breakdown

Utilization/Production (%) & Net Profit (million THB)



	Q1/14	Q2/14	Q3/14	Q4/14	FY/14	Refinery	Aromatic	Lube	Solvents	Marine	Ethanol	Power	GPSC	Consol	Stock G/(L) & NRV	Consol Excl Stock G/(L) & NRV
	1,929	1,729	(2,500)	(6,188)	(5,030)	98%	(161)	437	43	39	64	71	72	2,534	(1,433)	3,967
						82%	(397)	337	51	63	(13)	57	204	2,094	1,074	1,020
						92%	(276)	240	56	(15)	(4)	52	219	(2,175)	(4,290)	2,115
						91%	(633)	98	11	3	10	93	89	(6,479)	(12,252)	5,773
						92%		1,112	98	153	57	273	591	(4,026)	(16,890)	12,864

1,172

Key Points

- **TOP/ TPX/ TLB:** Lower intake due to CDU-3 & aromatics complex planned MTA (15 Jun-end July 14) & Lube planned S/D during Sep 14
- **TS:** Completion of capacity expansion but drop in gross profit margins pressured by slow demand & higher regional competition
- **TM:** Drop in contribution from the dry docking of the VLCC
- **TET:** Higher ethanol sale as rising domestic gasohol demand but soften margins
- **TP:** Better contribution from higher run rate & rising Ft rate

*Since Q3/14 onwards, 2014 SAKC capacity = 141 KTA / 2013 SAKC capacity = 76 KTA

** Apply on an equity accounted basis in the consolidated financial statement. (GPSC has been hold by TOP 11.88% and TP 27.71% since 10 Jan 13)

***TP performance are based on TOP's equity portion (excluding 27.71% shares of profit from the investment in GPSC). TOP hold TP 74% since 4 Dec 12

Consolidated Financial Performance

(million THB)	<u>Q4/14</u>	<u>Q3/14</u>	<u>Q4/13^R</u>	<u>QoQ+ / (-)</u>	<u>FY/14</u>	<u>FY/13^R</u>	<u>YoY+ / (-)</u>
Sales Revenue	88,545	88,254	107,952	291	390,090	414,575	(24,485)
Hedging Gain	328	695	388	(367)	2,218	1,292	926
EBITDA	(5,373)	(545)	4,257	(4,828)	2,651	22,337	(19,686)
EBITDA excl. Stk G/(L)	6,880	3,745	3,010	3,135	19,541	19,713	(172)
Financial Charges	(992)	(1,004)	(968)	12	(3,966)	(3,786)	(180)
FX G/(L) & CCS	(548)	561	(1,815)	(1,109)	996	(3,111)	4,107
(Tax Expense)/reversal	1,451	118	(217)	1,333	920	(1,160)	2,080
Net Profit / (Loss)	(6,479)	(2,175)	10	(4,304)	(4,026)	9,316	(13,342)
EPS (THB/Share)	(3.18)	(1.07)	0.00	(2.11)	(1.97)	4.57	(6.54)
Stock G/(L) & NRV	(12,252)	(4,290)	1,247	(7,962)	(16,890)	2,624	(19,514)
Net Profit/ (Loss) excl. Stk G/(L) and NRV	5,773	2,115	(1,237)	3,658	12,864	6,692	6,172
THB/US\$ - average	32.85	32.24	31.83	0.61	32.62	30.87	1.75
THB/US\$ - ending	33.11	32.52	32.95	0.59	33.11	32.95	0.16
Effective Tax Rate (%) *	N/A	N/A	N/A	N/A	N/A	10%	N/A

^R Restated financial statement . As on 1 January 2014, Thaioil Group adopted Thai Financial Reporting Interpretations Committee 4 (TFRIC4) on determining whether an arrangement contains a lease.

*redeemed BOI privilege for tax exemption on environmental projects in Q4/14 ,= 0 MB, Q3/14 = 0 MB, FY/14 = 0 MB, FY/13 = 640 MB

FY/2014 Consolidated Cash Flow

(Unit: Million THB)

Operating Cash Flow		
	<u>2014</u>	<u>2013</u>
Operating Cash Flow	24,432	16,131
Net income & non-cash adj.	7,762	24,882
Change in working capital	16,670	(8,751)

(Unit: Million THB)

Investments		
	<u>2014</u>	<u>2013</u>
Investments	(20,346)	(26,242)
ST investments	(1,734)	(11,129)
CAPEX (PP&E) & other	(18,612)	(15,113)

Free Cash Flow	4,086	(10,111)
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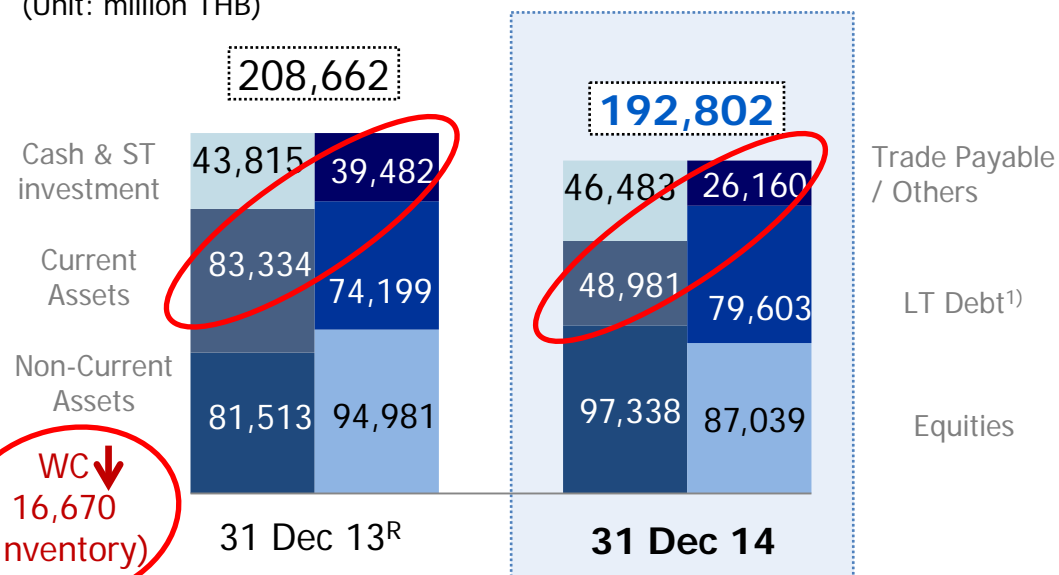
Financing		
Financing	(3,075)	16,616
Loans proceeding / (repayment)	4,985	25,953
Dividends paid	(4,242)	(6,269)
Interest	(3,818)	(3,068)

	Beginning		Change		Effect of FCD		Ending
cash	15,303	+	1,011 ↑	+	(77)	=	16,237
S/T investment	28,512						30,246
	43,815						46,483

Strong Financial Performance

Statements of Financial Position

(Unit: million THB)

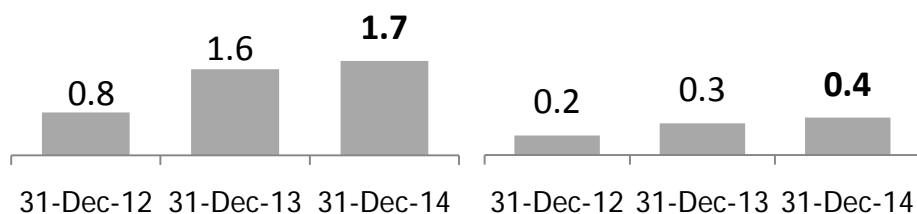

^R Restated financial statement as TOP has adopt TFRIC4 since 1 Jan 14

¹⁾ Including current portion of Long-Term Debt

Financial Ratios

Net Debt / adj. EBITDA*

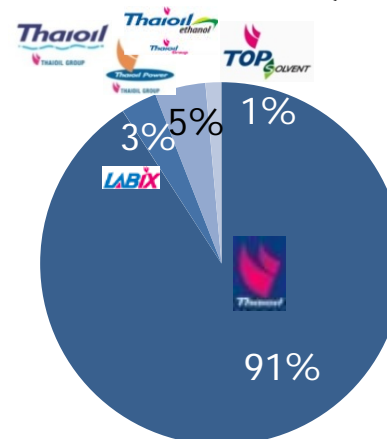
Net Debt / Equity



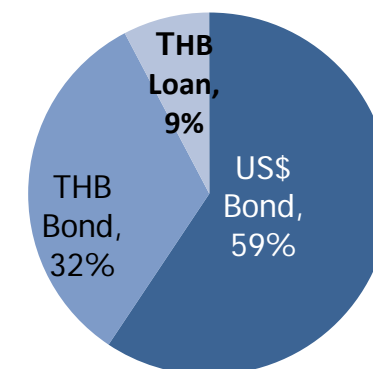
* EBITDA(excl stock gain/loss & NRV)

Consolidated Long-Term Debt as at 31 Dec 14 ¹⁾

Total Long-Term Debt

79,603 million THB
(US\$ 2,404 million)


Net Debt

33,618 million THB
(US\$ 1,015 million)
As at 31 Dec 14 (33.11 THB/US\$)


Interest Rate

Currency

9% Float

41% THB

91% Fixed

59% USD

TOP avg. loans life

12.3 Yrs

Cost of Debt (Net**)

TOP Group

3.50%

** Calculated by interest expense net off interest income as per FS as at 31 Dec 14



Moody's Investors Service

STANDARD
& POOR'S

Fitch Ratings

Baa1
Stable Outlook

BBB
Stable Outlook

AA-
Stable Outlook

2015 MARKET OUTLOOK

- *Crude Oil*
- *Petroleum Products*
- *Aromatics*
- *Base Oil & Bitumen*



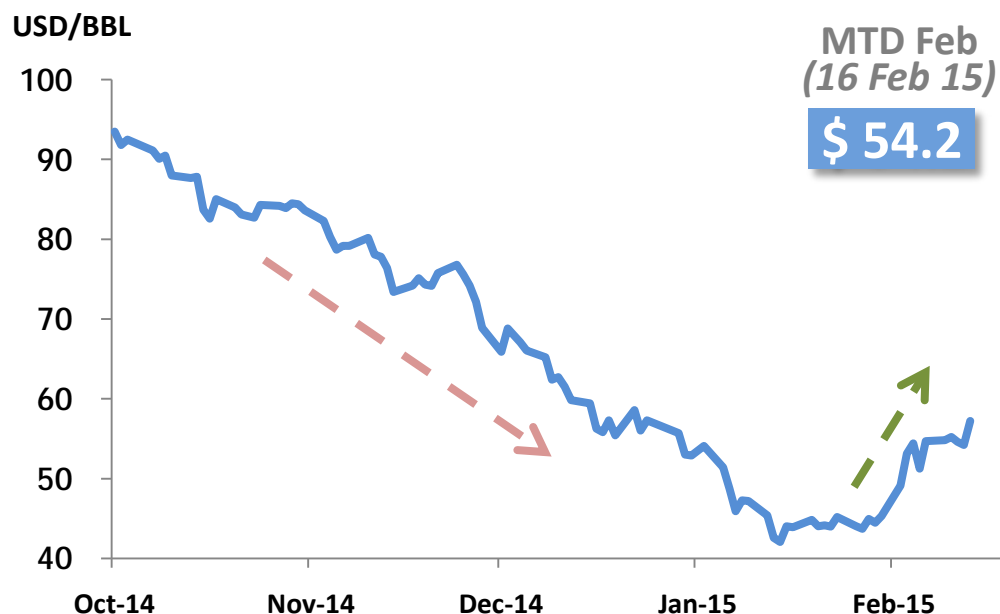


CRUDE OIL



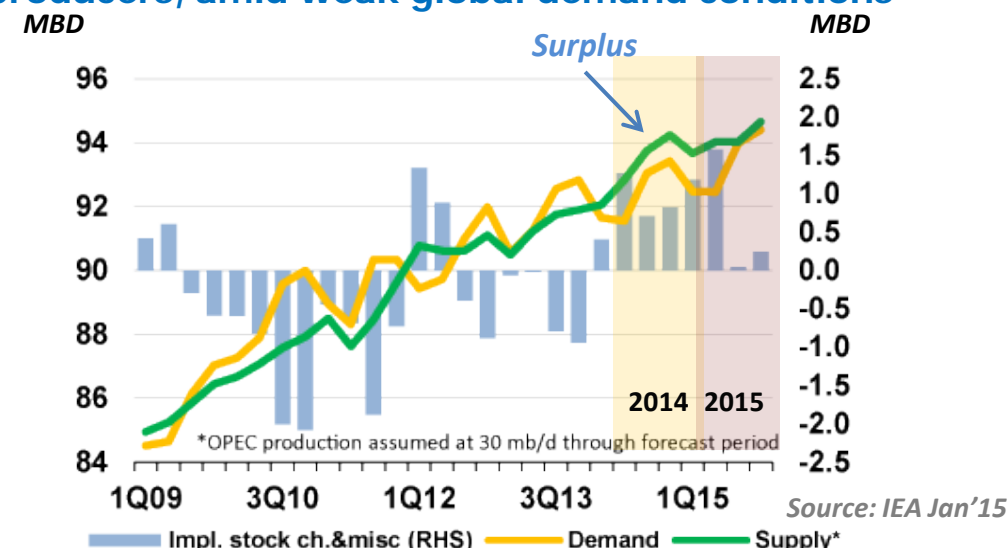
Overview of Crude Prices in Q1/15

Dubai Price Rebound in Late Jan' 15



Fundamental Factors

Abundant Supply from both Non-OPEC and OPEC producers, amid weak global demand conditions



Why Do Crude Prices Rebound?: Slowdown in Supply Growth

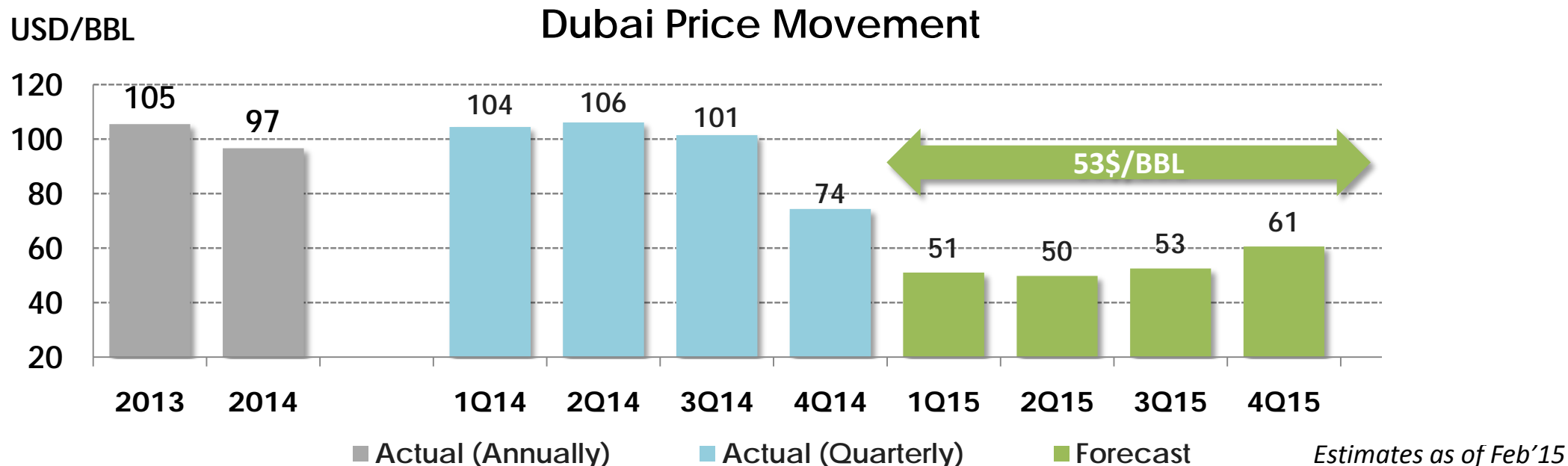
Total U.S. Oil Rig Counts 2011-2015



Source: Baker Hughes, 2015

- ▶ **Response to the dramatic drop in oil rig counts**
- ▶ **Reduced CAPEX on oil production, mainly by non-OPEC producers**

2015 Crude Outlook



FACTORS TO WATCH

DEMAND-SIDED FACTORS

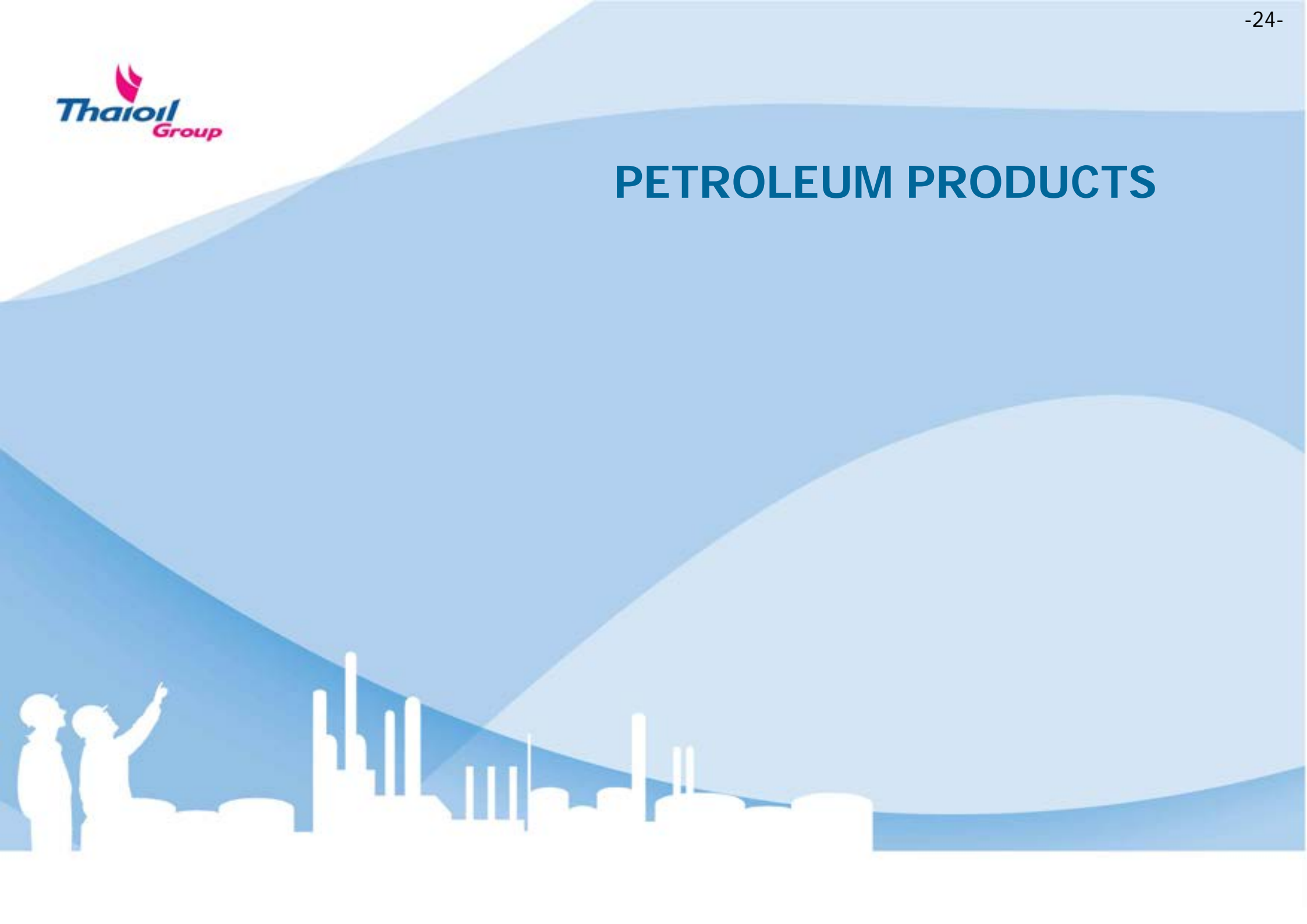
- Fed's stance on interest rate hike
- ECB's QE impacts on economy
- China's Strategic Petroleum Reserve Plan

SUPPLY-SIDED FACTORS

- Declining oil rig counts and reduced CAPEX on oil production
- MENA Unrest (i.e. Libya and Iraq)
- Iran's nuclear talks



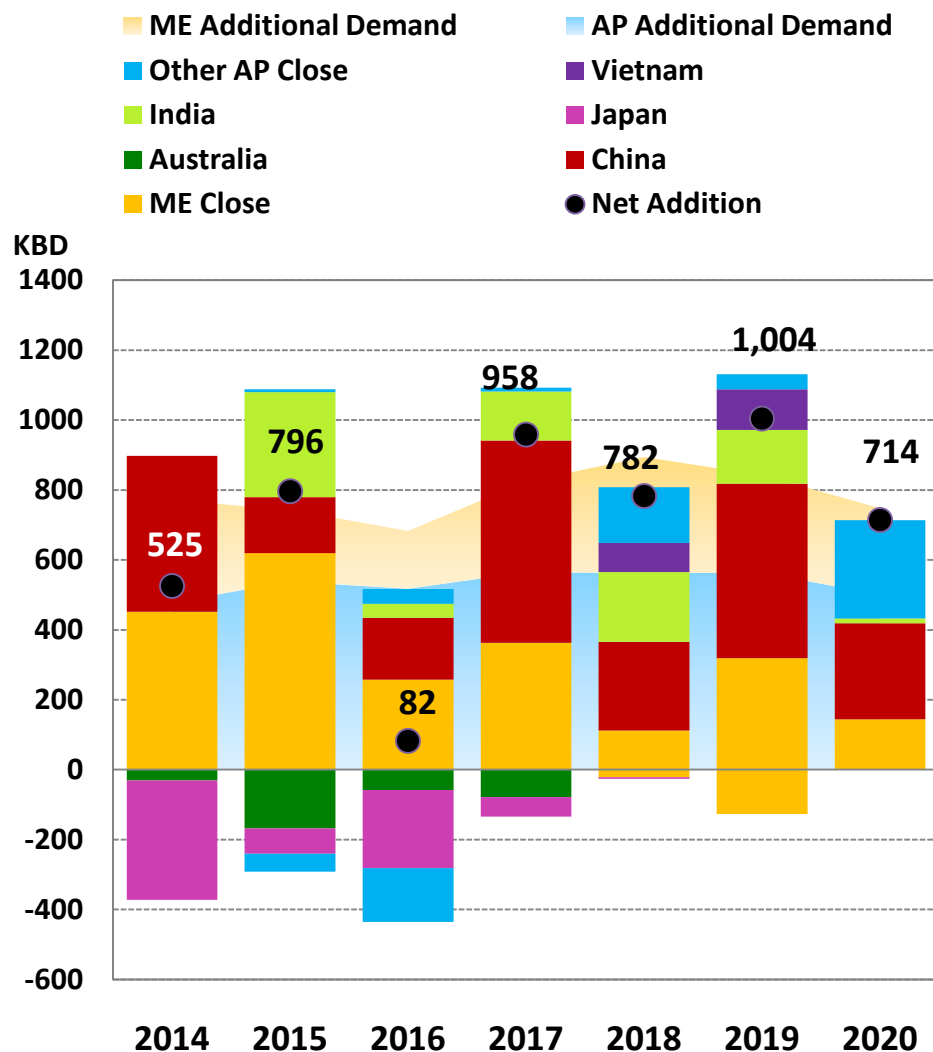
PETROLEUM PRODUCTS



Overview 2014-20 Refinery Status

New barrels from AP/ME are expected to continually flood the petroleum product market

CDU Addition VS Additional Demand – AP & ME



Addition (start-up period)	Country	Nameplate (KBD)	Company
Q4-14	Saudi Arabia	400	Jubail
	Saudi Arabia	400	Yanbu
	China	90	Sinopec Yangxi
	China	45	Local
Q1-15	UAE	300	Ruwais
	India	417	IOC Paradip
Q2-15	China	14	Local
	Pakistan	10.5	Attock Rawalpindi
Q3-15	China	30	Sinopec Yangxi
Q4-15	China	60	CNOOC Jiangsu
	China	140	CNOOC Zhejiang
	New Zealand	8	Marsden Point
Closure			
Q4-14	Australia	-125	Caltex (Kurnell)
Q2-15	Australia	-95	BP Bulwer
	Japan	-124	Cosmo/Tonen Chiba
Q4-15	Taiwan	-205	CPC Kaohsiung
	China	-75	Local

Note: Adjusted capacity based on start-up period
(Effective additional capacity)

Source: FACTs Semi Annual Reports, October 2014, Reuters, Bloomberg, TOP estimate

High Supply Pressures GRM

(\$/bbl)	2013	2014	Q4-14	Q1-15TD*	Q2-15(F)**	2015(F)***
ULG95-DB	13.7	14.3	13.4	12.7	↑	↔
JET-DB	17.5	15.9	17.7	18.0	↔	↔
GO-DB	17.9	16.1	16.0	16.5	↔	↔
HSFO-DB	(8.0)	(8.3)	(5.6)	(1.3)	↔	↑
SG GRM Crack	6.1	5.8	6.2	7.8	↔	↔

Remark : *as of 17 Feb 15 , **Compared to Q1-15, ***Compared to 2014

Overall Market in Q1-15

- + High winter demand for heating oil
- + Crude prices slump



- New barrels from China and ME started to enter the market stream
- Increased refinery run rates, incentivized by healthy refinery margins



Factor to Watch for 2015...






- + Improved regional economy
- + Lower price to support demand



- More supply from new AP/ME refineries
- Energy subsidy cuts and consumption tax policies dampen regional oil demand

Thailand Oil Demand Outlook

Thailand oil demand in 2015 is expected to grow at 2.1% YoY supported by better economic outlook compared to 2014

Year on Year		2013	2014	2015(F)
	 LPG	+2%	0%	+3%
	 Mogas ^A	+7%	+4%	+4%
	Jet/Kero	+9%	-1%	+3%
	Diesel ^A	+2%	+1%	+1%
	 Fuel Oil	-8%	-4%	-5%
Total		+3.0%	+0.6%	+2.1%
GDP Growth		+2.9%	+0.7%	+4.0%^B

A) Mogas and diesel have included ethanol and biodiesel, respectively

B) Forecasted by BOT (Monetary Policy Report as of Dec-14)



Higher local petroleum demand supported by lower crude oil price

Feb 02: New LPG ex-ref. price formula (**CP-\$20 /T**)

Better benefit when LPG CP price is higher than \$416/T



FACTORS TO WATCH

“Energy Policy & Economic Stimulus Program”

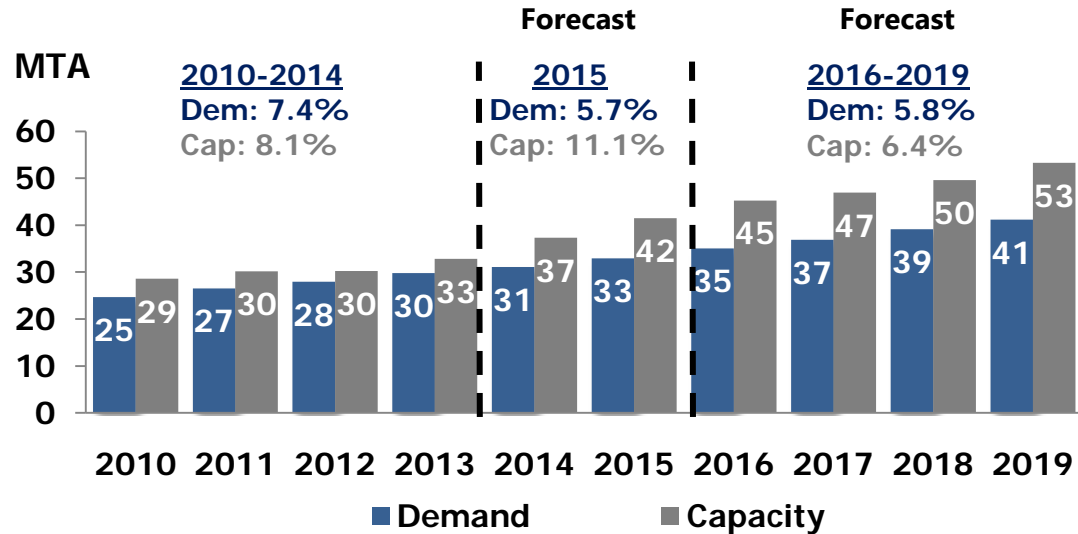


AROMATICS



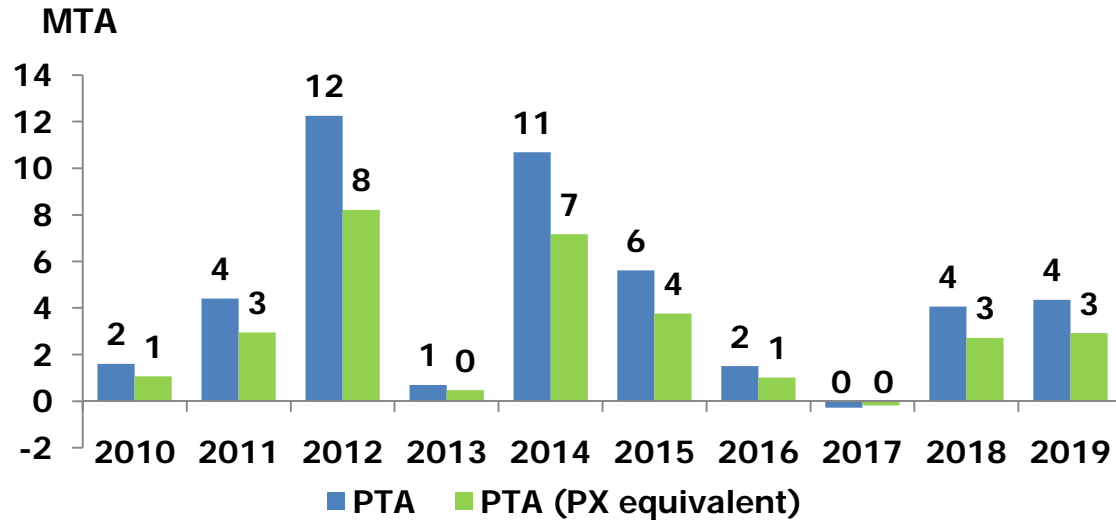
PX Demand/Supply Outlook

AP/ME PX Capacity* and Demand



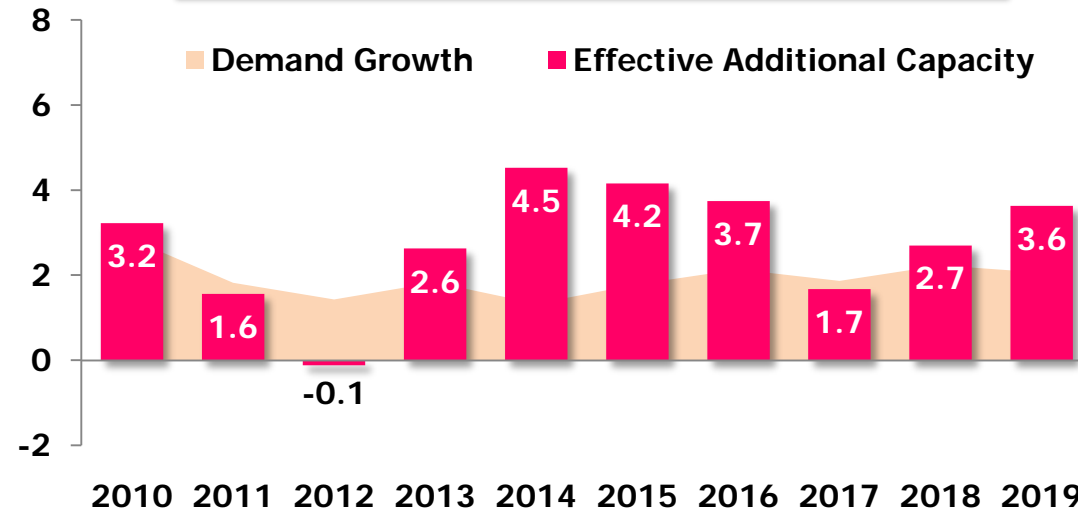
Remark : * Nameplate capacity

AP/ME PTA Additional New Capacity*



Remark : * Nameplate capacity

AP/ME Effective Additional New Capacity



DEMAND

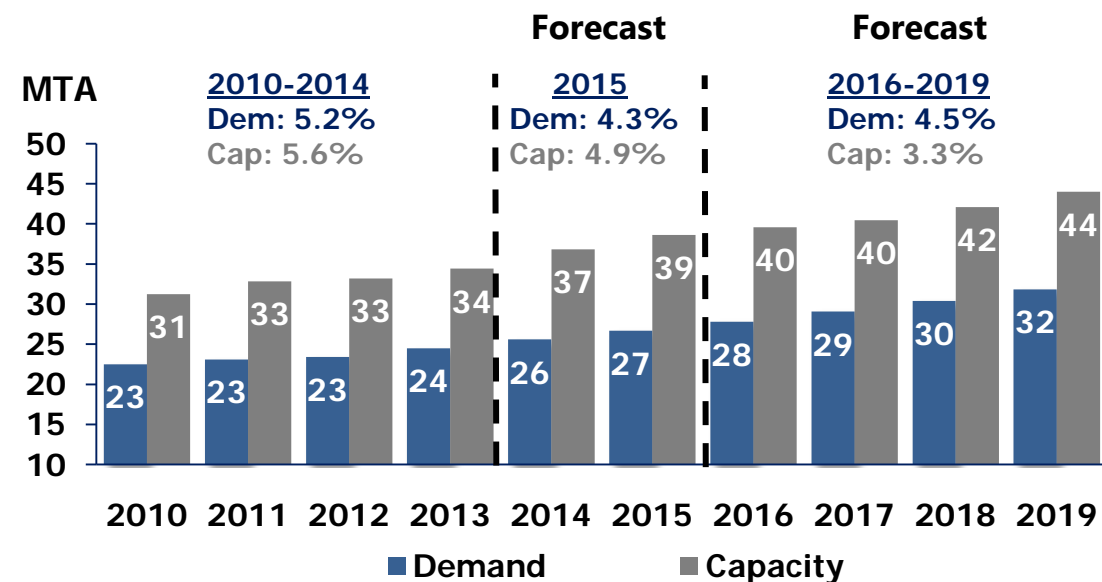
- New PTA additional capacity support PX demand growth

SUPPLY

- New PX capacity of 2.9 mil tons/yr will be added in China, S. Korea, Brunei, Vietnam and ME during 2016-2019

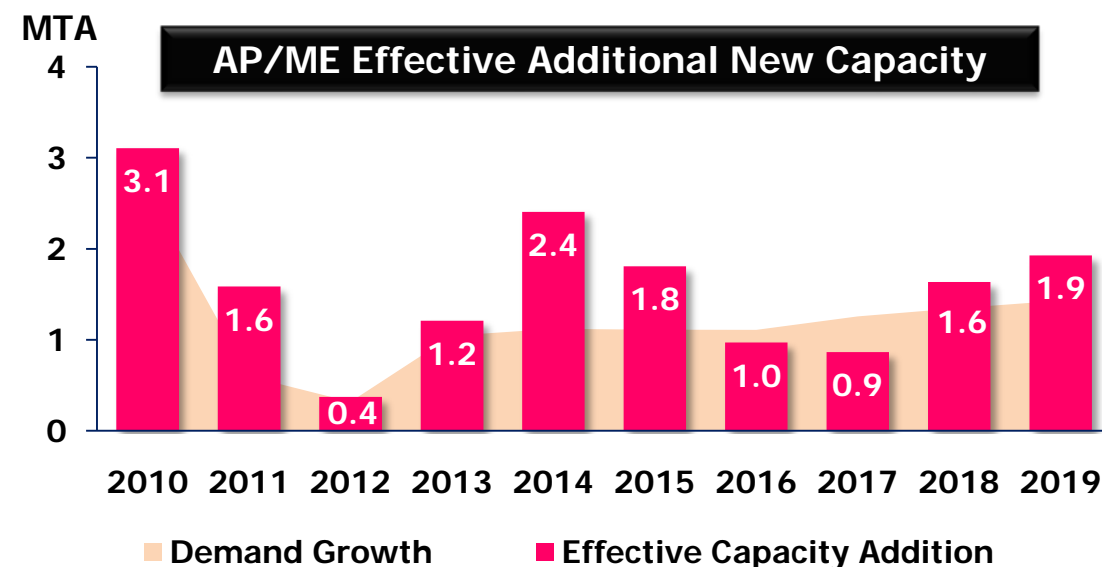
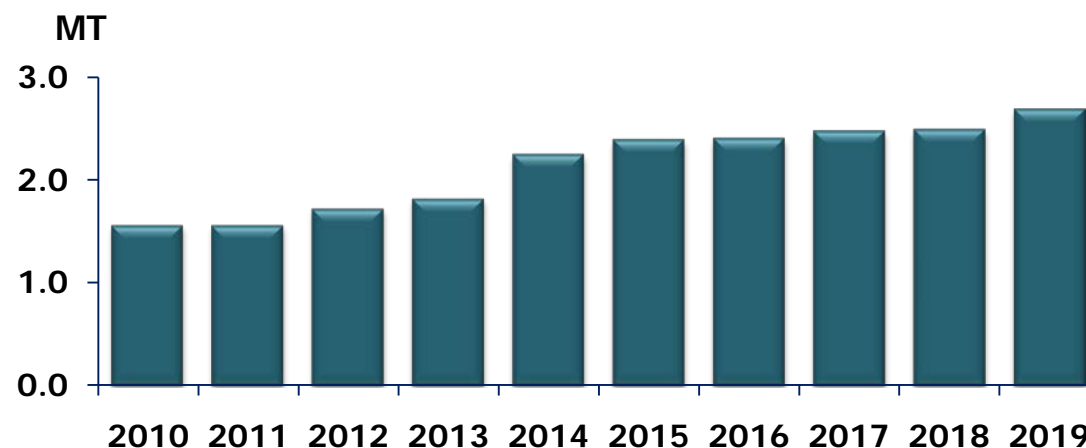
BZ Demand/Supply Outlook

AP/ME BZ Capacity* and Demand



Remark : * Nameplate capacity

BZ Imports by North America



DEMAND

- Healthy BZ demand, driven by US import

SUPPLY

- New BZ capacity of 1.4 mil tons/yr will be added in China, S. Korea, Brunei, Vietnam and ME during 2016-2019

Stable PX Spread Due To Production Cut

(\$/t)	2013	2014	Q4-14	Q1-15TD*	Q2-15(F)**	2015(F)***
PX-ULG95	486	279	252	275	↔	↔
BZ-ULG95	289	268	207	101	↔	↓

Note: PX = Paraxylene, BZ = Benzene

Remark : *as of 17 Feb 15 , **compared to Q1-15, ***Compared to 2014

Overall Market in Q1-15

PX:

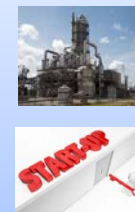
- + Cut run of PX plants due to soft margin
- + Improved PTA margin on rising polyester demand



Factor to Watch for 2015...

PX: + PX plants reduce operating rate

- + New PTA capacity (5.6 MTA) will help support PX market
- New PX plants (3.5 MTA) start-up in Q2 and Q3'15



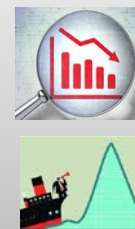
BZ:

- Weak downstream margin on weak Chinese economy
- Slow US buying interest due to weak BZ price following weak crude price

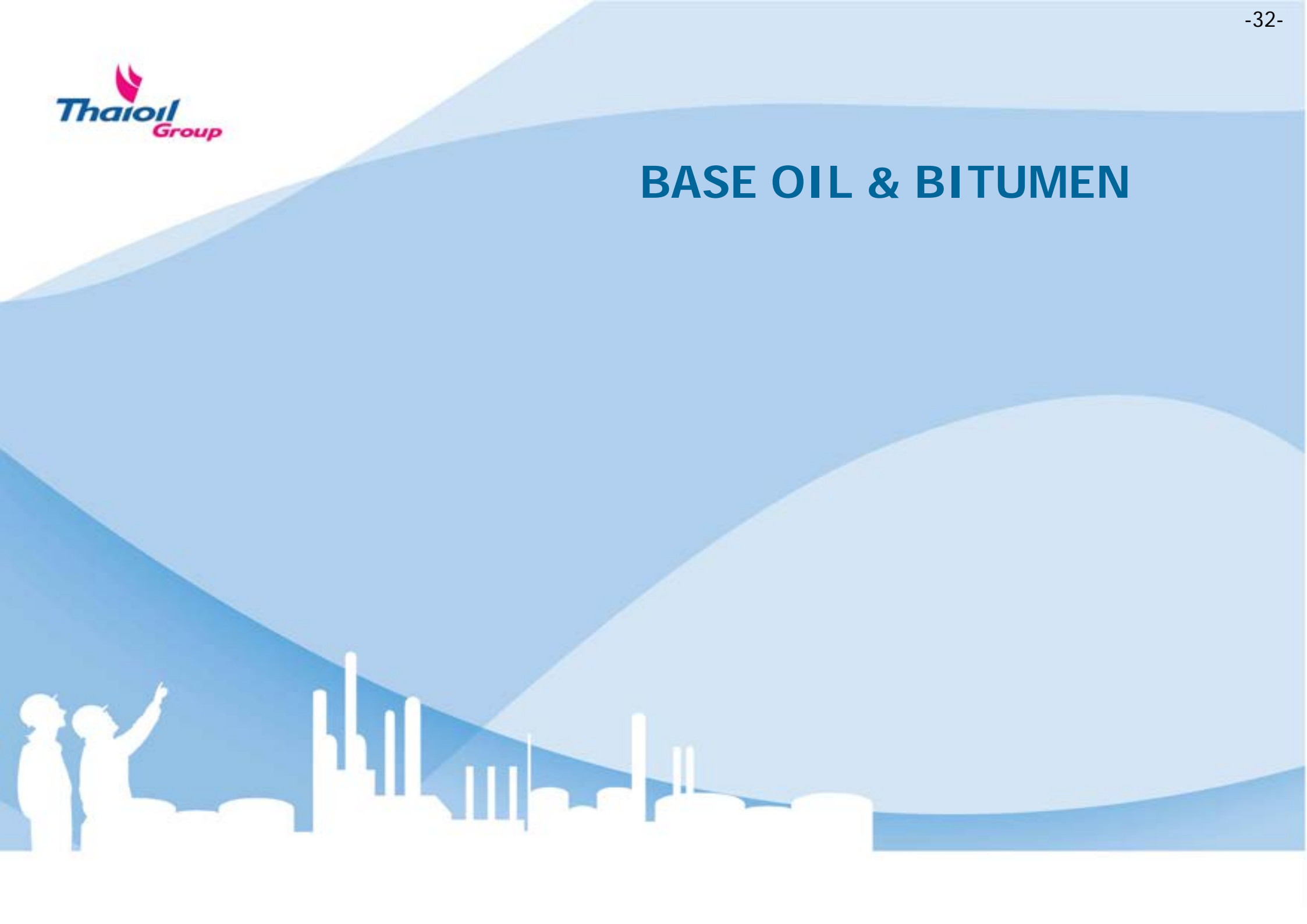


BZ:

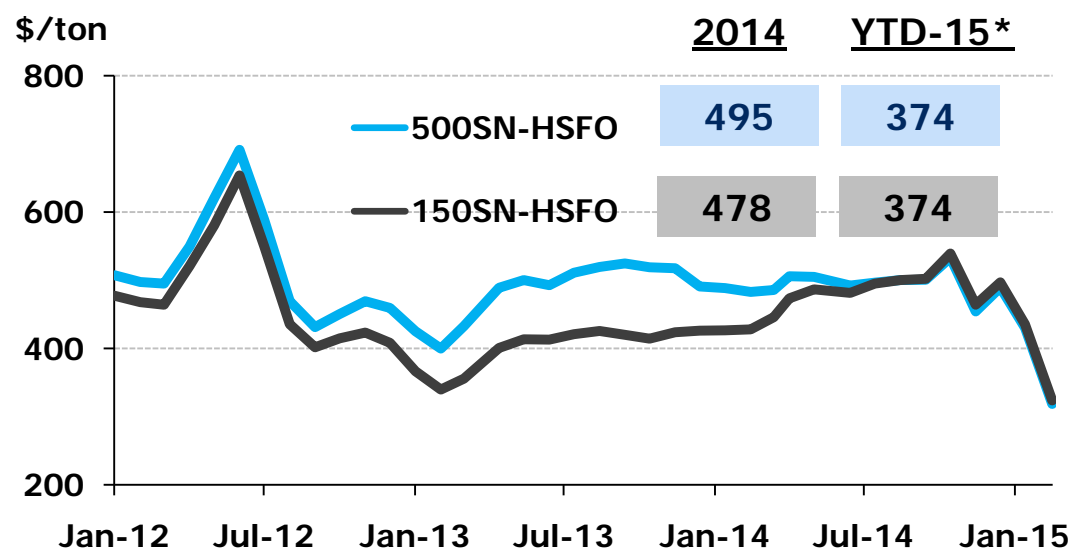
- Bearish downstream demand on weak margin
- + Lower BZ production following reduction of PX run rate



BASE OIL & BITUMEN

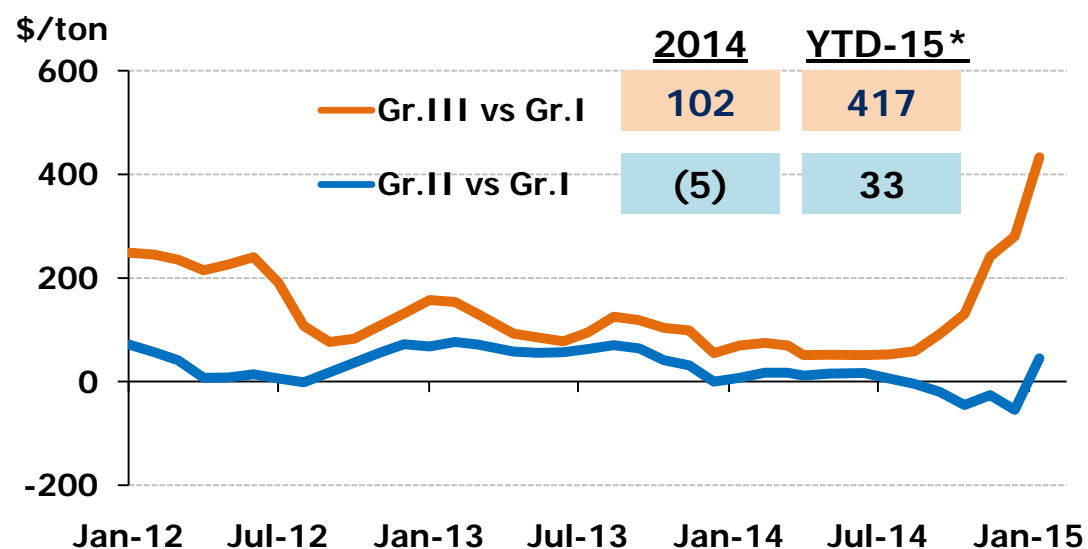


Weak Base Oil Prices



Key Factors

- Lower 150SN and 500SN spreads due to Gr.II supply surplus

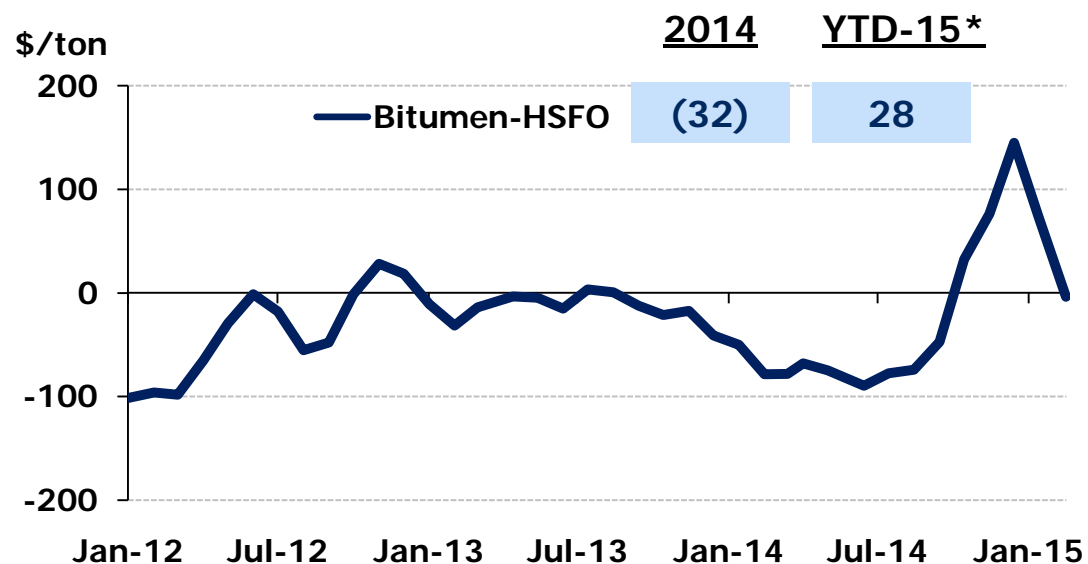


Key Factors

- Widening Gr.II and Gr.III over Gr.I supported Gr.I market

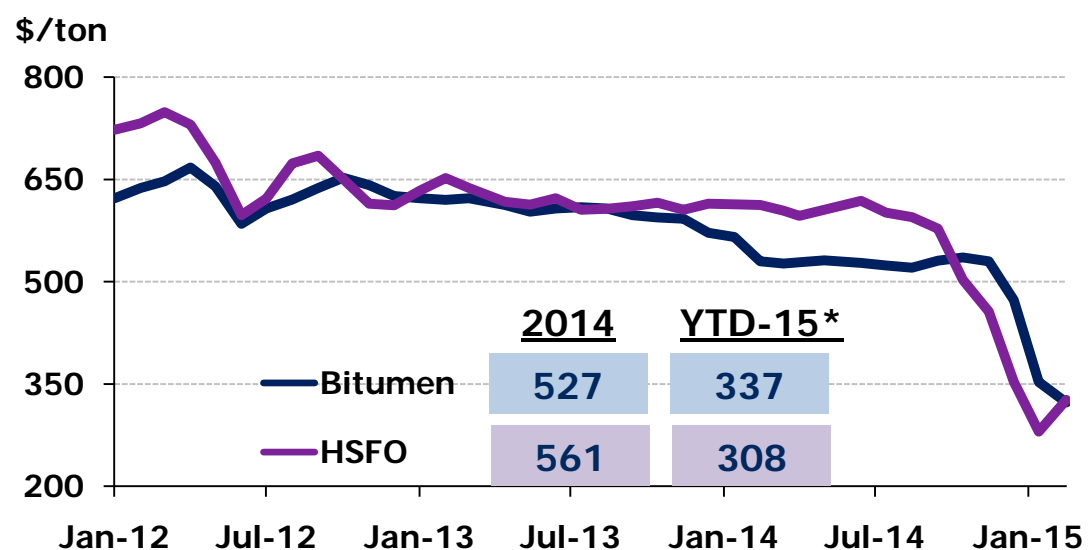
*As of 13 Feb 2015

Weak Fuel Oil Support Bitumen Spread



Key Factors

- Positive spread due to weakening fuel oil price in Q4-2014



*As of 13 Feb 2015

Abundant Supply to Pressure Base Oil Prices

(\$/t)	2013	2014	Q4-14	Q1-15TD*	Q2-15(F)**	2015(F)***
500SN-HSFO	485	495	493	389	↑	↔
Bitumen-HSFO	(14)	(32)	85	40	↔	↔

Remark : *as of 17 Feb 15 , **compared to Q1-15, ***Compared to 2014

Overall Market in Q1-15

- Base oil:** - Continued Gr.II price competition
 - Expansion of Exxon Mobil pressures market in Mar (1.2MTA to 1.6 MTA in Singapore)



- Bitumen:** + Steady regional demand, especially from Indonesia and Vietnam
 - Increasing HSFO price, following crude price, limits bitumen margin



Factor to Watch for 2015...

- Base oil:** - Additional capacity (1.28MTA) affected base oil market
 + Widening Gr.II over Gr.I supported Gr.I market



- Bitumen:** + Firm regional demand especially from AEC infrastructure projects



CONCLUSION



2015 Market Conclusion

Refinery



- Expected crude prices recovery in 2H15, supported by declining non-OPEC production
- Additional supply from new refineries pressure refinery margins

Aromatics



- Stable PX spread due to production cut
- Soft SM downstream margin limited BZ demand

Base Oil & Bitumen



- Stable base oil spread due to widen Gr.II price
- Stable bitumen spread supported by firm regional demand

KEY TAKE AWAY MESSAGES



2015 Key Focus



- ✓ **Maximize Refinery Run to capture decent GRM**
- ✓ **Flexible & Optimized Run for Aromatics & Base Oil**
- ✓ **Maintain Regional 1st Quartile Cost Effectiveness**
- ✓ **Prudent Risk Management Strategies**
- ✓ **Sustain Strong Financial Discipline**
- ✓ **Further Enhance Cost Management Program i.e.**

1.) Improve Energy Intensity Index (EII)
i.e. 2014 EII @ 82.3point,
every 1 EII reduction =
energy saving 14.9 MW or
5.5 M\$ (@Dubai 53\$/bbl)

2.) Procurement Strategy i.e. PTT Group
procurement plan to save
cost, IT system to
enhance process

3.) Negotiate service contract (operation & maintenance) i.e.
contractor / service &
consultant fees

APPENDIX

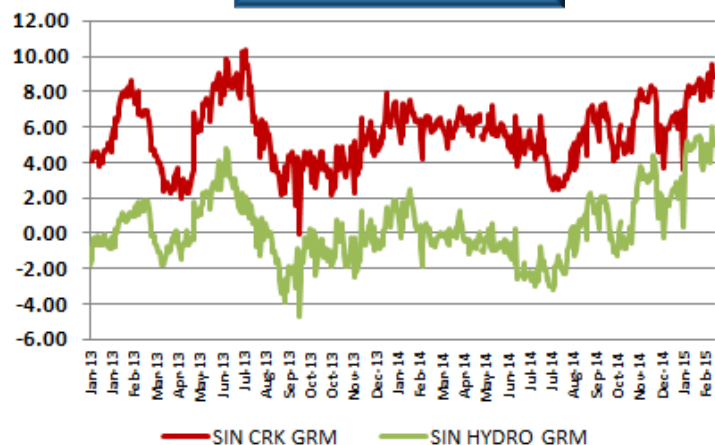
- World GRM / Inventories
- Thailand petroleum demand by products
- Updated CAPEX plan / Key projects progress



Asian Margin Vs. US-EU margin

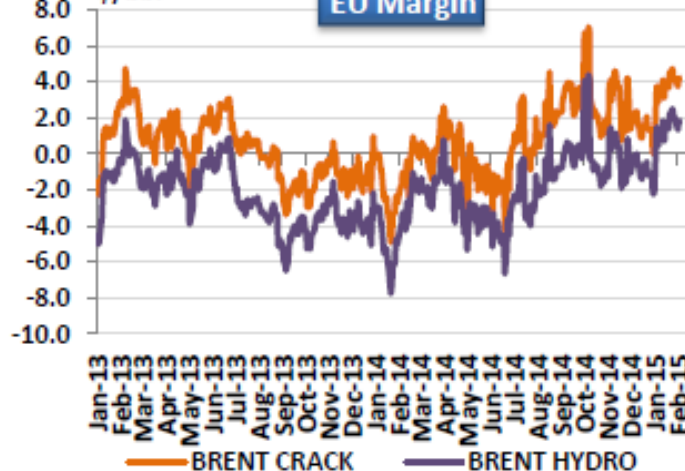
\$/bbl

SINGAPORE GRM



\$/bbl

EU Margin



\$/bbl

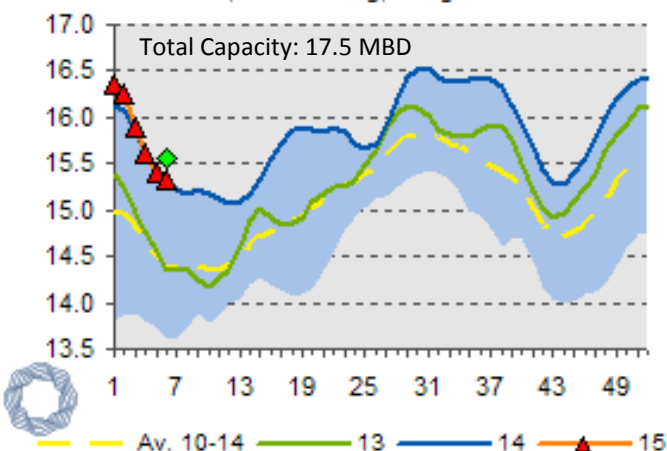
US Margin



US, Total Crude Refinery Input

88.9%

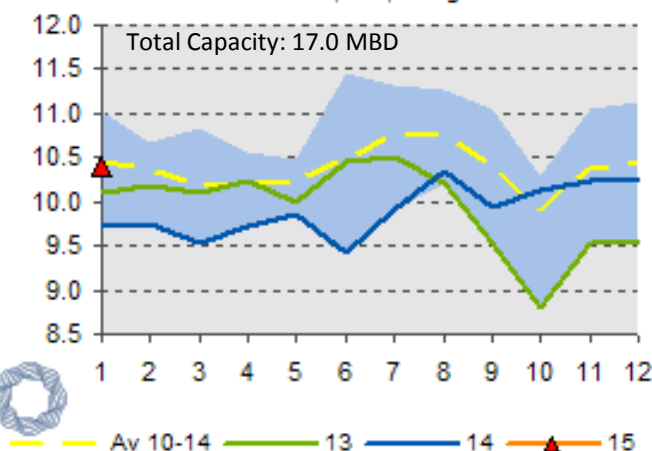
Source: EIA, 4-week avg, Range 10-14



Eur16, Crude Refinery Input

61.1%

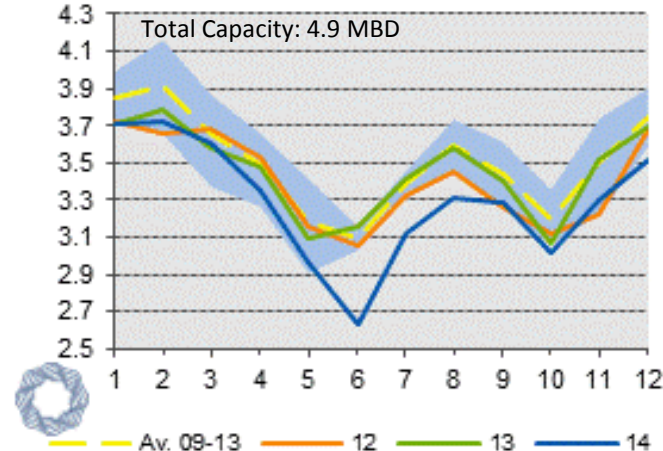
Source: Euroilstock, IEA, Range 10-14



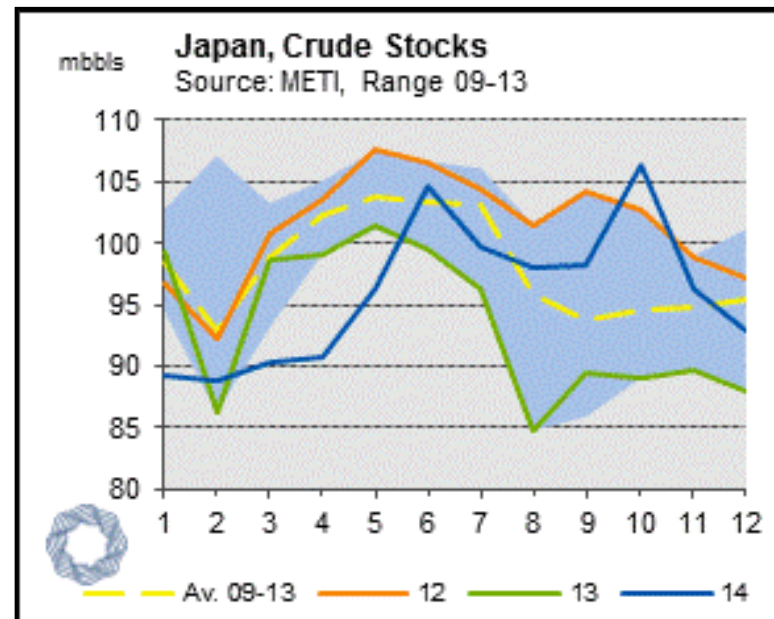
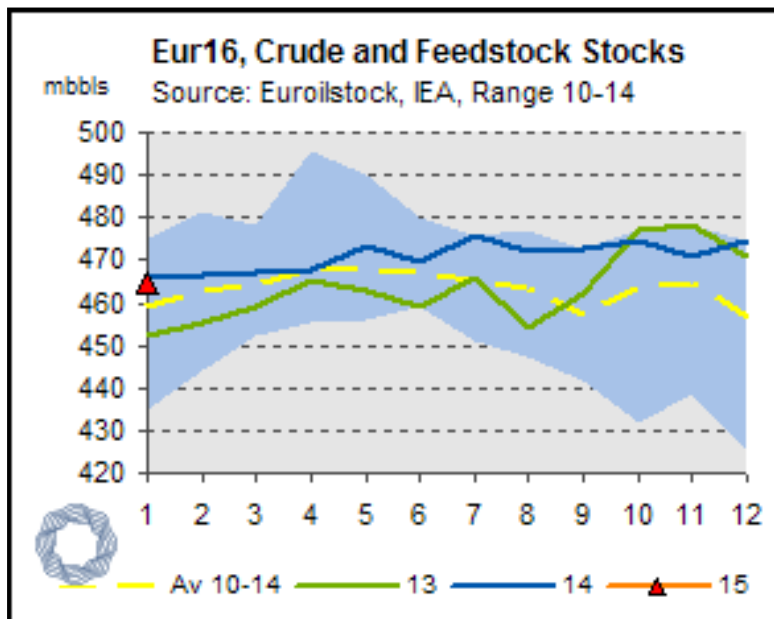
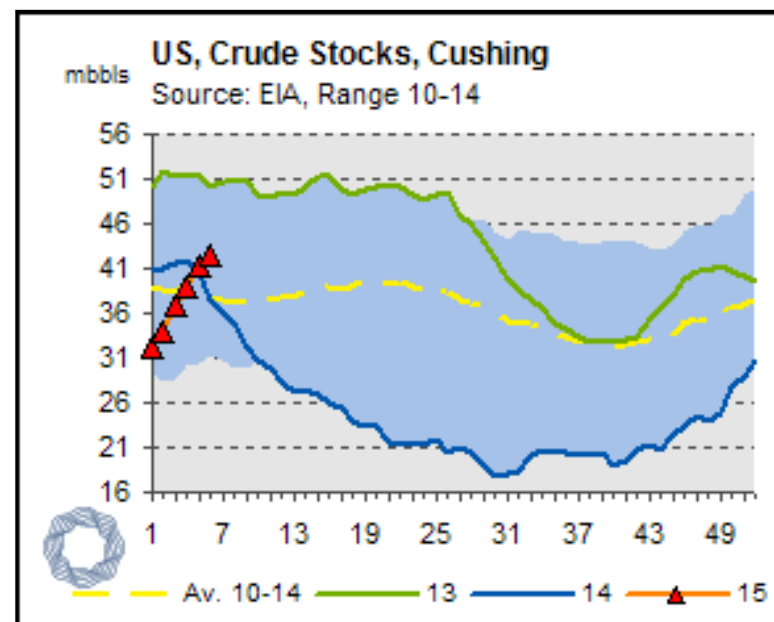
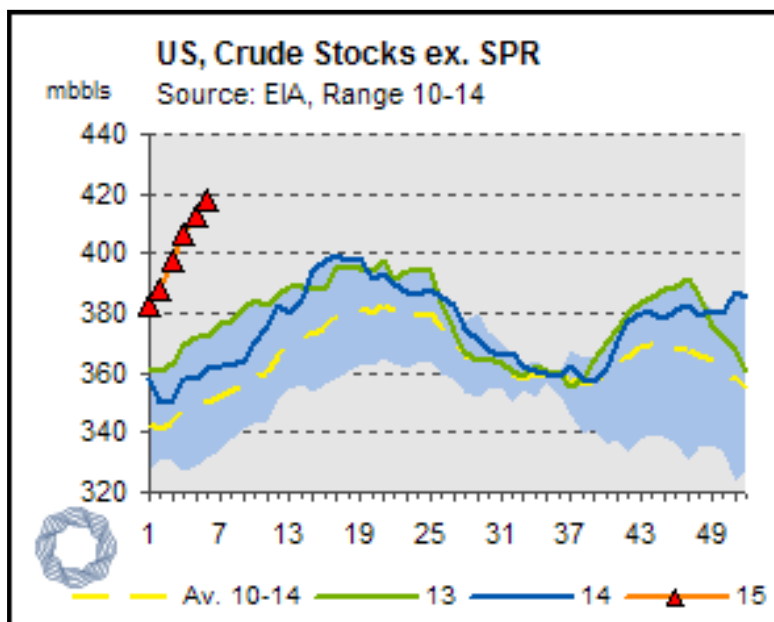
Japan, Crude Refinery Input

71.8%

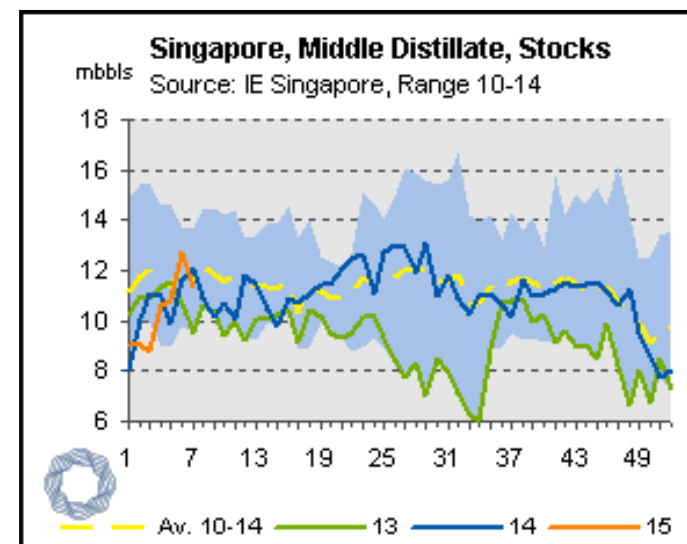
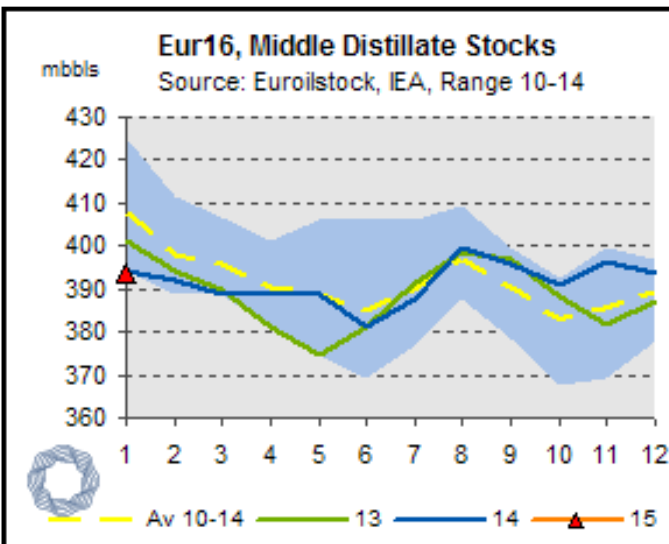
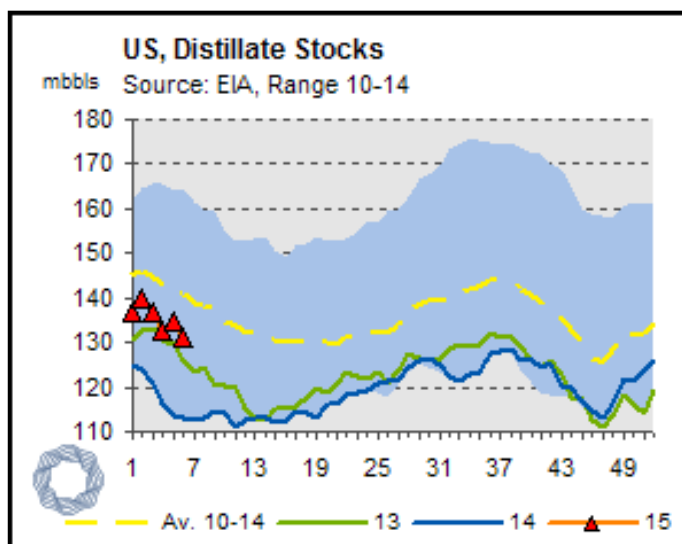
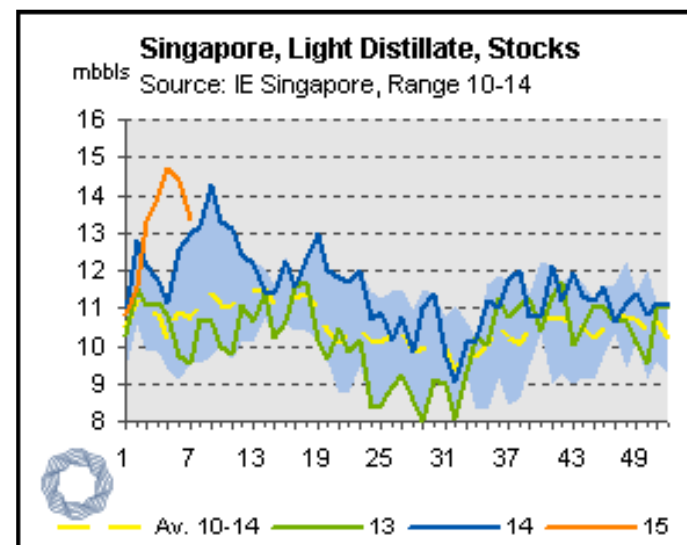
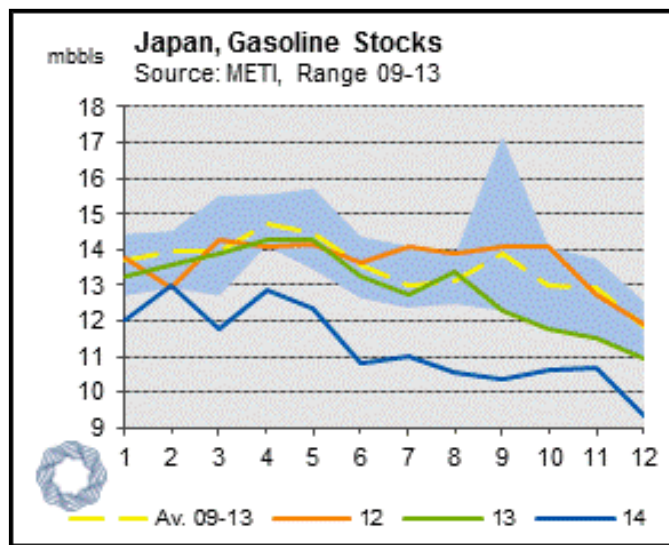
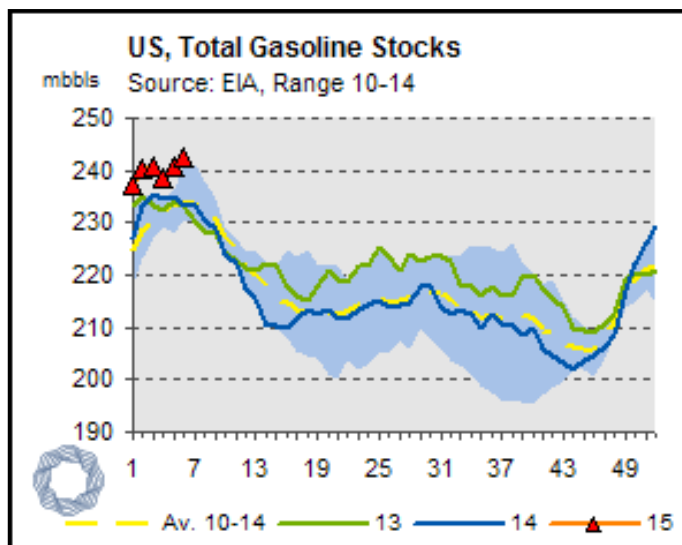
Source: METI, Range 09-13

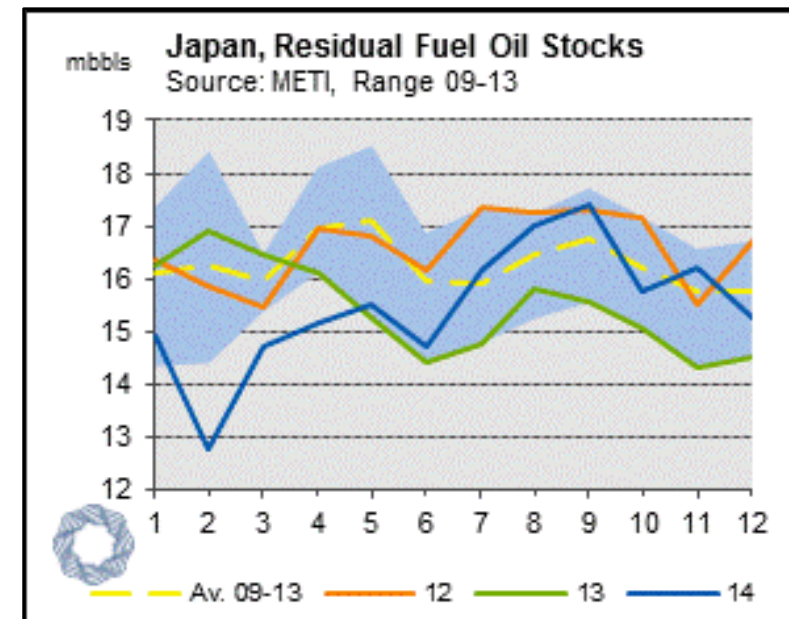
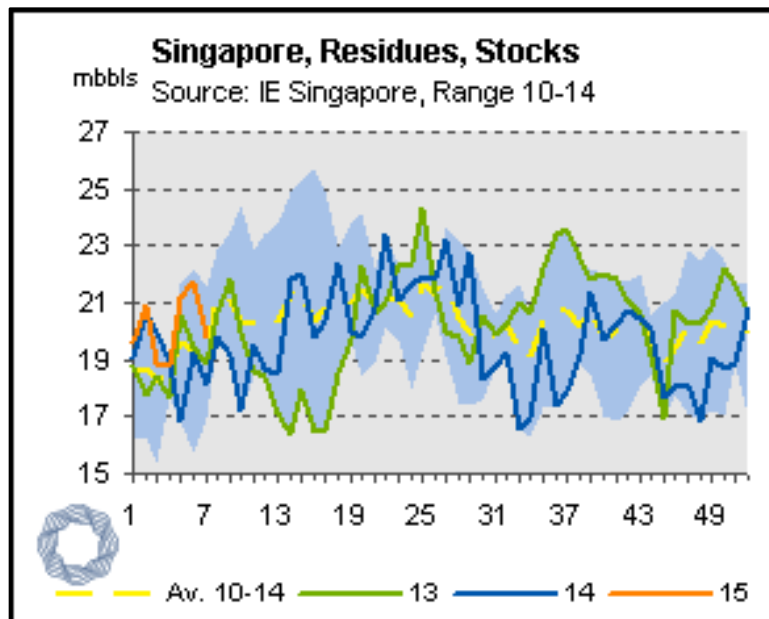
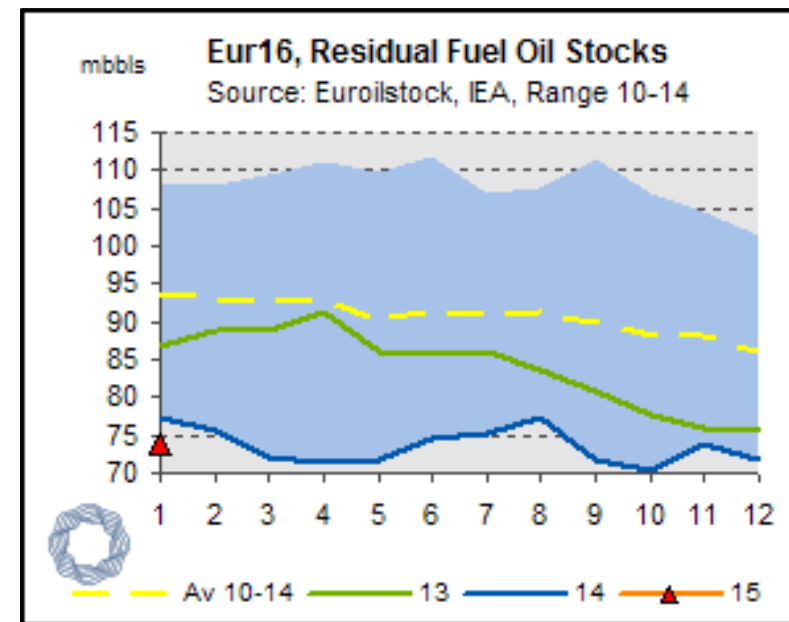
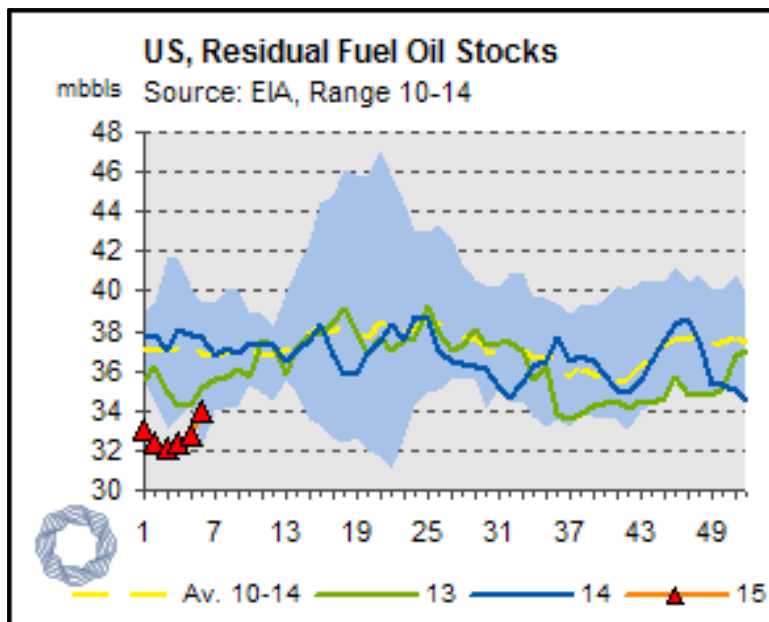


Crude Inventory

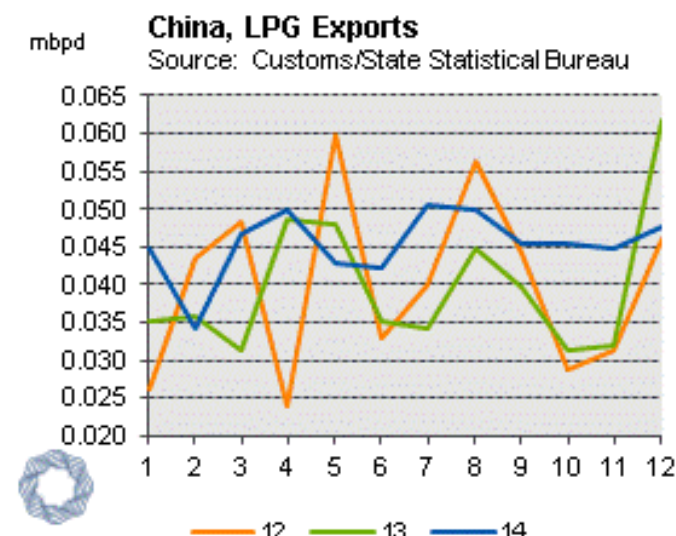
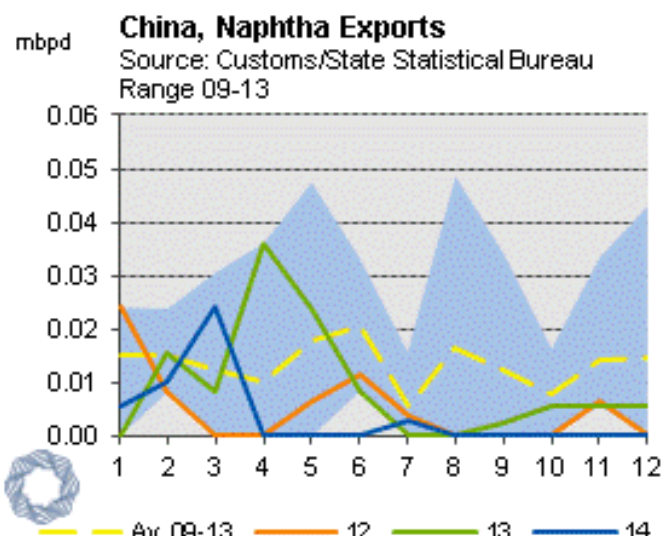
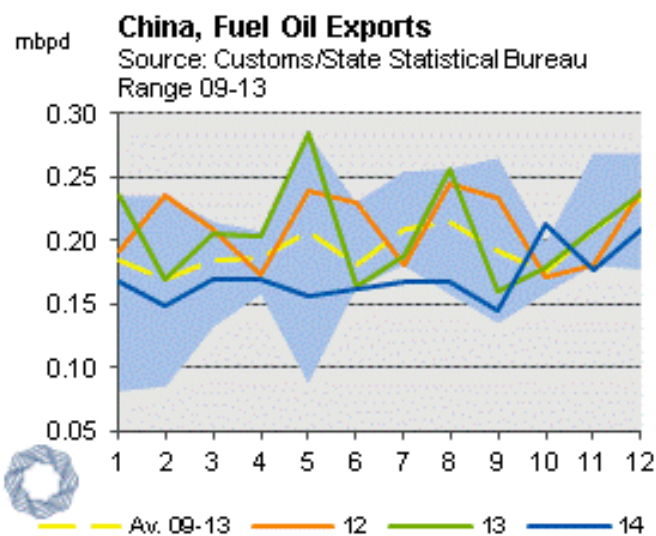
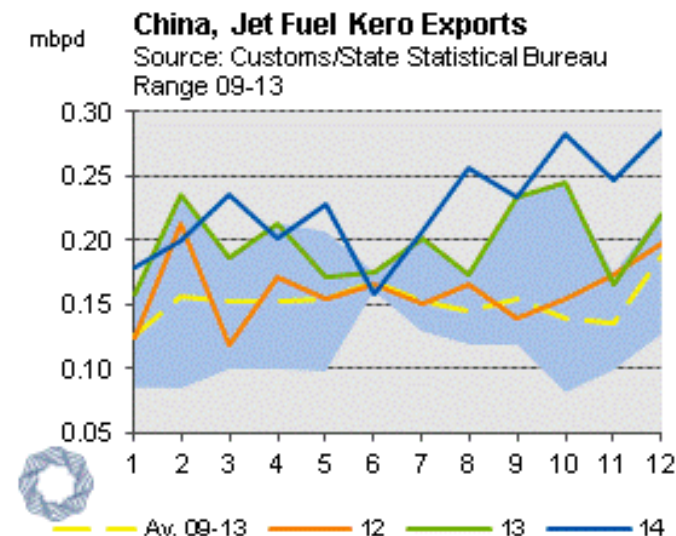
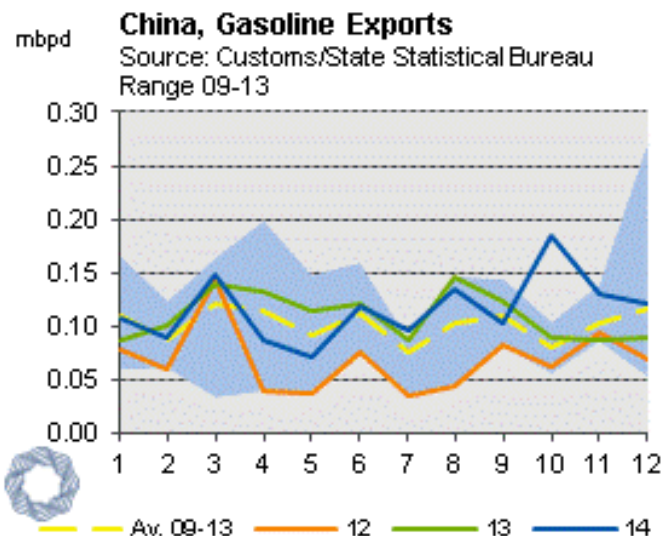
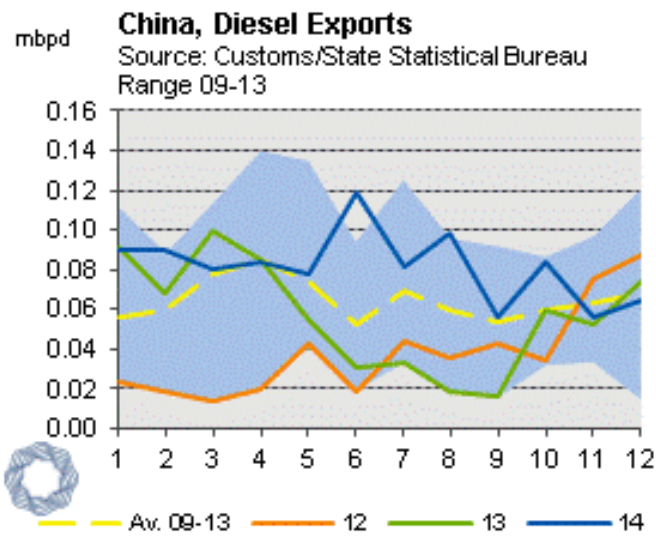


Global Distillate Inventory



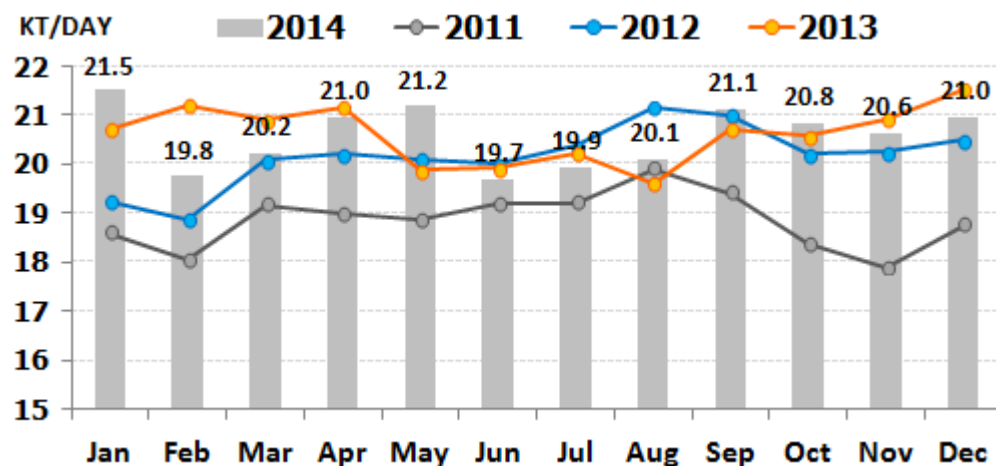


China's Product Export



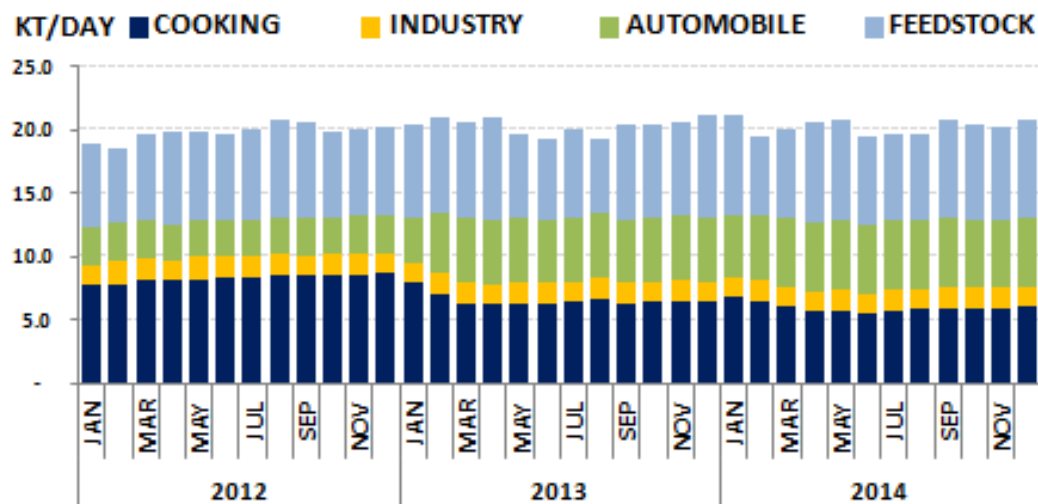
Domestic LPG Demand

Thailand LPG Demand



Remark : Include Petrochemical and own used consumption

LPG Demand by Sector



LPG Demand Highlight

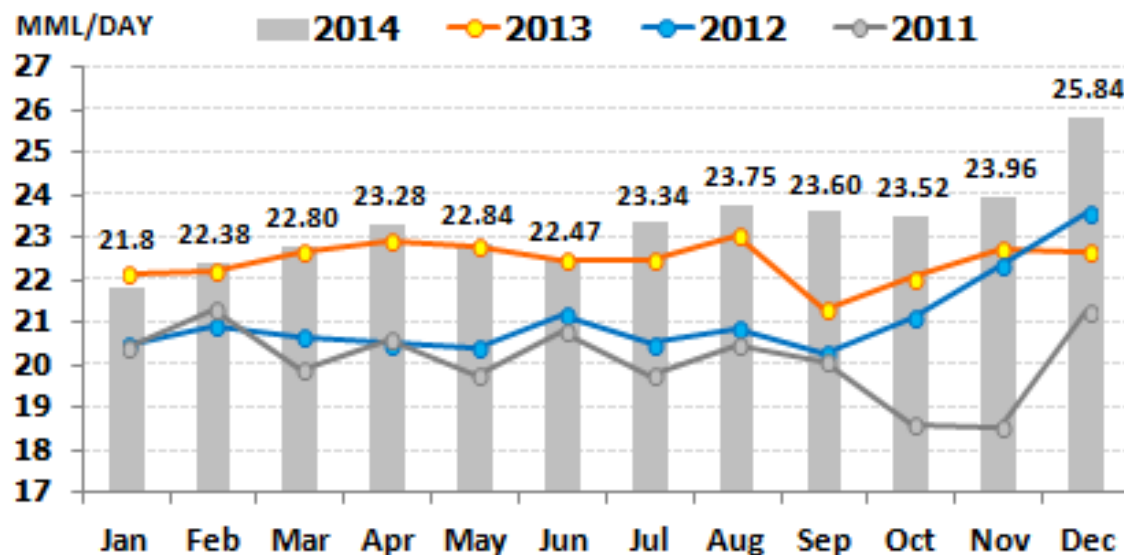
- In 2014 LPG demand slightly declined by 0.2% YoY as pressured by low usages in cooking, industrial and petrochemical sectors. Consumptions in cooking and industrial sector were limited by increased retail price to reflect real cost and weak Thailand economic activities. However, usages in automobile sector significantly increased as a result of new registered LPG cars.

Outlook for 2015

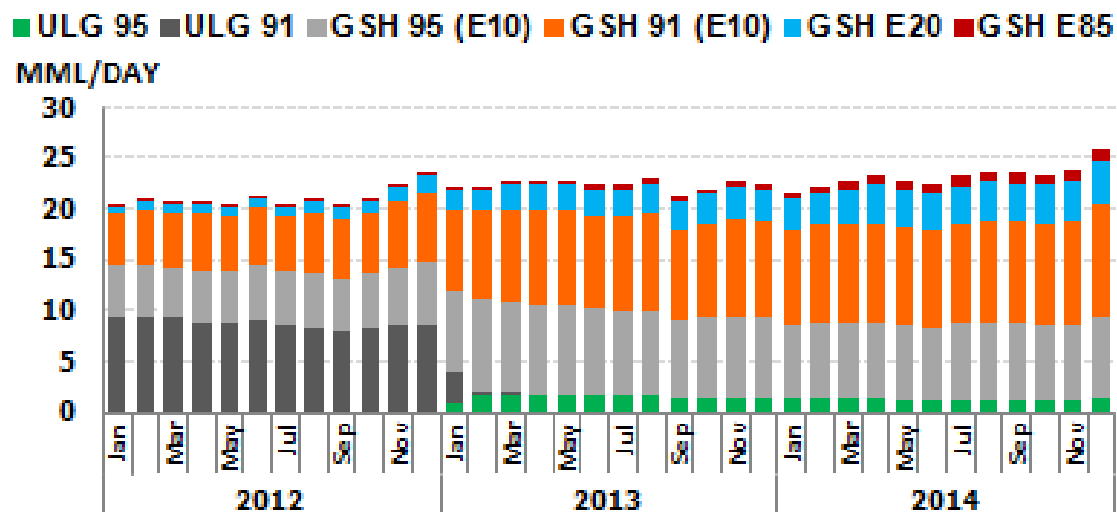
- LPG demand is expected to grow by 2.9% YoY supported by the expectation of higher demand in auto and cooking sectors following an improving economic.
- However, LPG demand growth was expected to limit by increased of LPG price to reflect market price.

Domestic Gasoline Demand

Thailand Gasoline Demand



Gasoline Demand by Grade



GASOLINE Demand Highlight

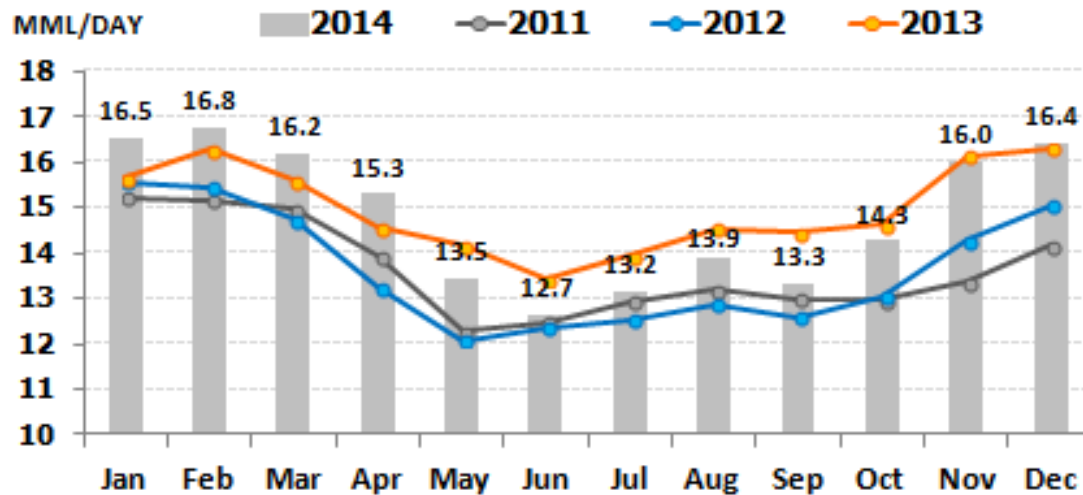
- **Mogas demand in 2014 increased by 3.8% YoY to a record high of 23.30 mml/day.** This was mainly due to new passenger car and reduction in retail price in Q4/2014 as a result of lower price of crude oil. Meanwhile, recorded gasohol portion at 94.1% of total gasoline was thanks to higher usages of E20 and E85 and continuing expansion of E20 and E85 gas stations
- **The level of domestic ethanol demand in 2014 jumped sharply by 25.0% YoY** from 2.60 mml/day to 3.25 mml/day because of higher demand in GSH-91, E20, and E85 backed by increasing in the number of new registered personal car and E20 gas station.

Outlook for 2015

- Mogas consumption is predicted to grow by 4.0 YoY supported by increasing passenger cars and retail mogas price reduction.

Domestic Jet Demand

Thailand JET-A1 Demand

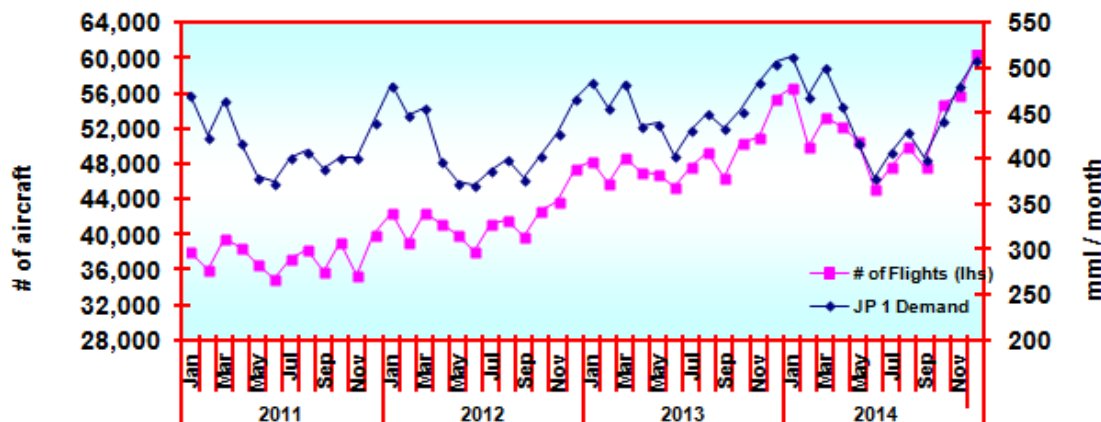


JET Demand Highlight

- In 2014 Jet consumption marginally decreased by 1.0% YoY mainly due to the concern of politic situation in Thailand during May-Jul 14 and weakening global economic growth especially in Russia which has resulted from declining oil price and economic sanction from US and EU. However, downside was limited by the increased number of flight movement especially from domestic aircraft movement and stability situation in Thailand in Dec-14.

JET-A1 demand and # of flights

Relationship between aircraft movement and JP-1 demand

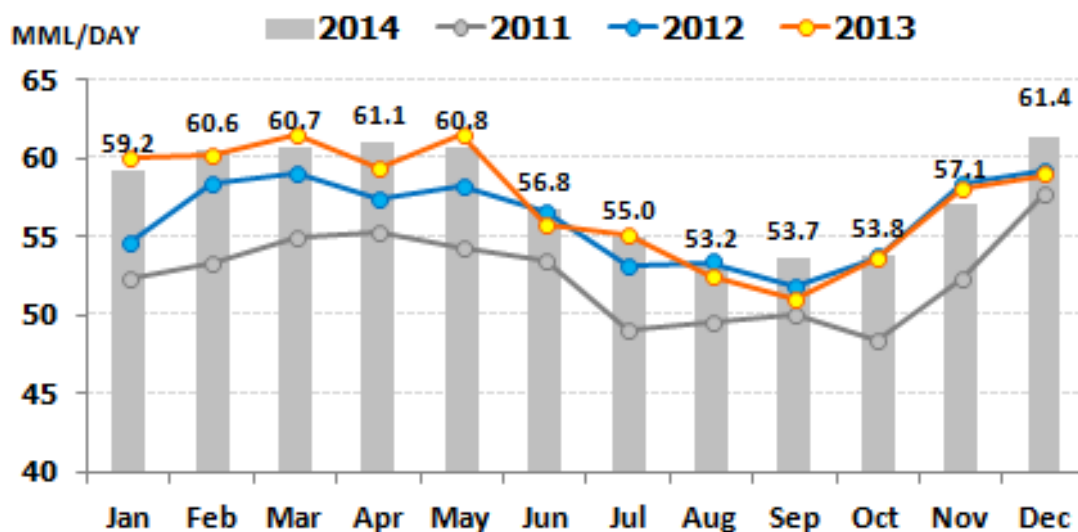


Outlook for 2015

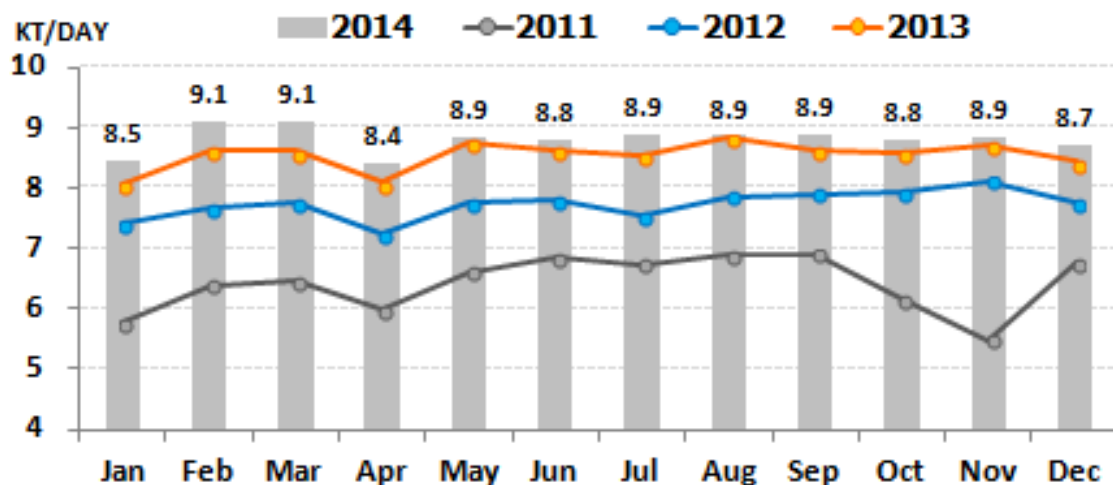
- Jet demand growth is expected to surge by 3.2 YoY owing to returning tourists from improving global economy and stable politic situation in Thailand.

Domestic Gasoil Demand

Thailand Gasoil Demand



NGV Demand



Diesel Demand Highlight

- In 2014 Diesel demand rose by 0.9% YoY, as supported by increased transportation demand and retail fuel price reduction in Q4/14. However, demand growth was limited by the slow growth of Thailand economy especially in Manufacturing sector, which has affected by declined export orders and slowly-than-expected improvement of domestic orders.

Outlook for 2015

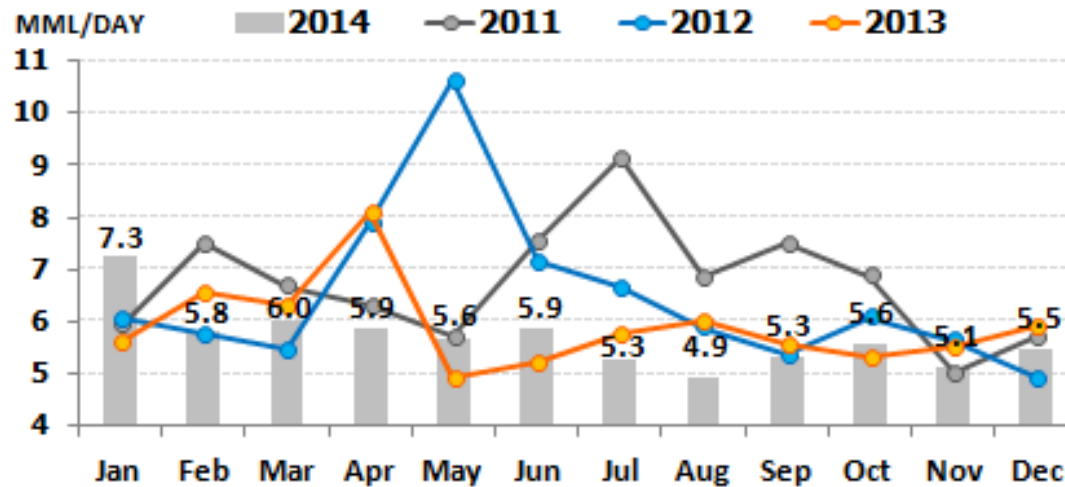
- Diesel demand in 2015 is expected to expand by 1.1% YoY supported by reducing retail price and increasing new commercial car sales. However, gasoil demand was limited gain by concerns on in-recovery of Thailand's export sector.

NGV Demand Highlight

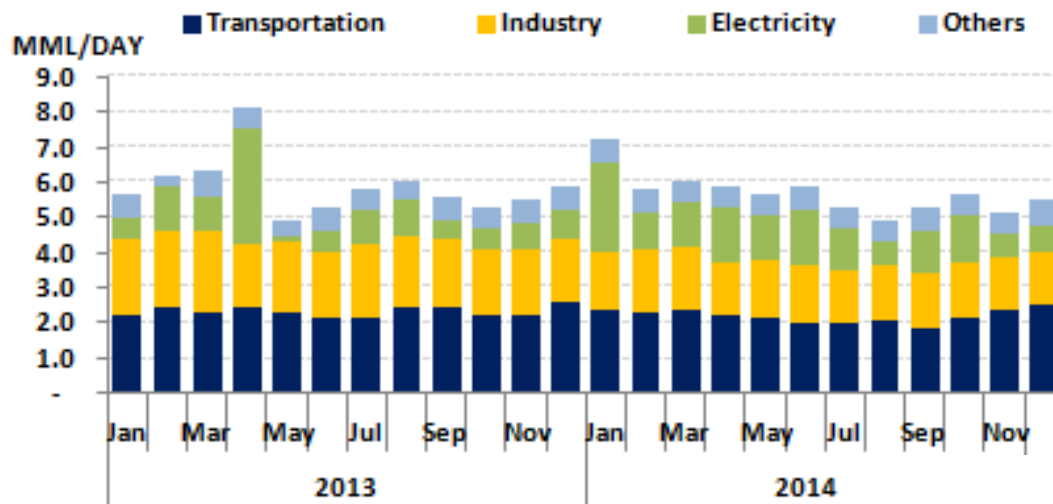
- In 2014 NGV demand increased by 3.2% YoY to 8.8 KT/day thanks to switching on fuel engines, new register cars and price attractiveness over gasoline and diesel.

Domestic Fuel Oil Demand

Thailand Fuel Oil Demand



Thailand Fuel Oil Demand by Sector



FUEL OIL Demand Highlight

- In 2014, Fuel Oil consumption significantly fell by 3.9% YoY. because of lower demand in electrical sector which has resulted from fuel switching toward Natural gas and alternative energy. Moreover, demand in transportation also declined as a result of lower shipping activities.

Outlook for 2015

- Fuel oil demand is expected to dropped by 4.7% YoY following the government power develop plan (PDP) that aim to promote alternative fuel. Moreover, power plant also alternate to use natural gas instead of fuel oil thanks to lower price.

Strategic Investment Plan

Our CAPEX investments will cover improvements in plants reliability, efficiency & flexibility, environmental & fuel efficiency improvement as well as value chain enhancement

Thai Oil has sufficient internal cash flow to fund this investment plan

CAPEX Plan (Unit US\$ million)


Projects	COD	Total Project Cost	Remaining capital investment				
			2014	2015	2016	2017	2018
Refinery upgrading	2014	137	32				
Reliability, efficiency and flexibility improvement	-	353	103	58	14	8	31
Environmental and fuel efficiency improvement	-	269*	89	12			
CDU-3 preheat train	2014	68	45	15			
Benzene Derivatives - LAB	2015	300	141	77	10	16	
Power – 2 SPPs	2016	380	140	192	48		
Solvent expansion – SAKC	2014	64	13	7			
Marine fleets expansion	2014/15	56	15	8			
Lorry Expansion	2016	57		57			
Total		1,700	578	425	72	24	31

Notes: Excluding approximately 40 M\$/year for annual maintenance

*anticipated to receive BOI for environmental projects

\$127m

Key Project Progress Update : LAB

Project	Detail	Progress
 <p>Linear Alkyl Benzene (LAB)</p>	<ul style="list-style-type: none"> • TPX JV with Mitsui (75% : 25%) • Upgrade existing Benzene and Kerosene into higher valued product; LAB which is an intermediate feedstock in production of surfactant (detergent) • Capacity: 100 KTA (First Integrated LAB Plant in SEA) • Benefit = add to GIM ~ 0.4-0.6 \$/bbl • CAPEX = 400 M\$ (TPX's part = 300 M\$) • COD = Q4 2015 	<p>86%</p>




LABIX site



LABIX : Feedstock / Products

	KTA	%
<u>Feedstock</u>		
Kerosene (from TOP)	520	94%
Benzene (from TPX)	33	6%
<u>Product/ By-products</u>		
LAB	100	19%
By-products (mostly Kerosene components) (to TOP)	453	81%

Key Project Progress Update : 2 SPPs

Project	Detail	Progress
 <p>TOP SPP (2 blocks of SPP)</p>	<ul style="list-style-type: none"> • Low risk power business enhance income stability • Support reliability of electricity & steam supply for TOP Group • Develop 2 new SPP power plants; <ul style="list-style-type: none"> • Total power capacity 239 MW (~20% used in TOP complex ~80% sales to national Grid under firm contract) • Total steam capacity 498 T/H (100% used in TOP complex) • CAPEX = 380 M\$ • COD = 1H 2016 	<p>60%</p>



Thank You

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Fax: 662-797-2976