

MEMBER OF
Dow Jones
Sustainability Indices
In Collaboration with RobecoSAM



Thai Oil Public Company Limited

Q1/19

Financial Result Conference Call

15 May 2019

For Foreign Analyst & Investors: +66 2 104 6000 / pin code 438821# (10th May @ 2.00 AM)

For Thai Analysts & Investors: : +66 2 104 6000 / pin code 924464# (10th May @ 3.30 PM)



Disclaimer

The information contained in this presentation is intended solely for your personal reference. Please do not circulate this material. If you are not an intended recipient, you must not read, disclose, copy, retain, distribute or take any action in reliance upon it.

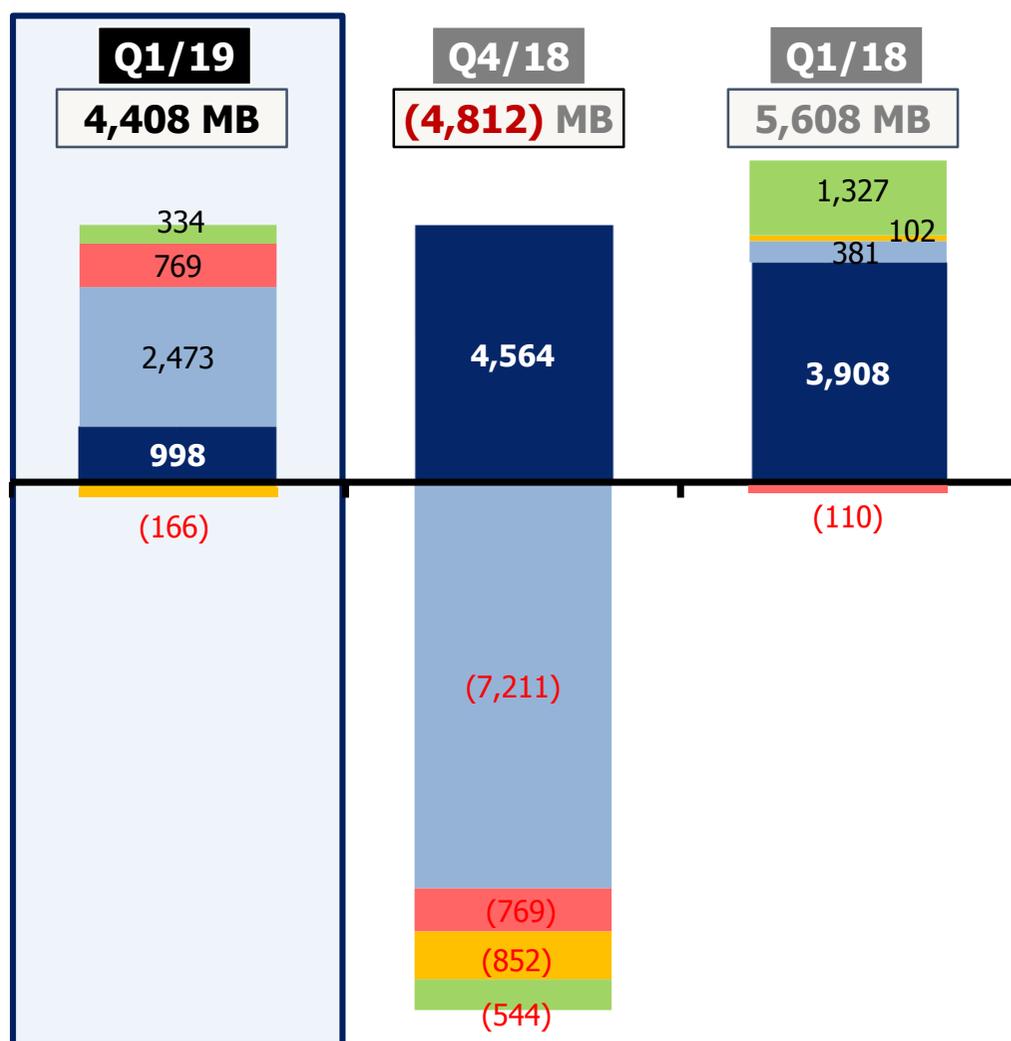
Some statements made in this material are forward-looking with relevant assumptions, which are subject to uncertainties, which may cause the actual result/performance to be materially deviated from any future result/performance implied by such forward-looking statements. Please note that the company and management/staff are not capable to control and guarantee if these forward-looking statements will be accurately materialized, they are subject to various risks and uncertainties.

Q1/19 Stock Gain Offset Soften Market GIM

TOP Group Net Profit

Unit : million THB (MB)

- Net operating profit
- Stock gain/(loss)
- Reversal of NRV Crude/(NRV Crude)
- F/X Risk management gain/(loss)
- Others i.e. Commodities hedging gain/(loss) & Non-recurring items



Gross Refining Margin - GRM

\$/bbl	Q1/19	Q4/18	Q1/18
Market GRM	3.0	3.9	5.7
Stock Gain/(Loss)	2.7	(7.5)	0.9
Accounting GRM	5.7	(3.6)	6.2

Gross Integrated Margin - GIM

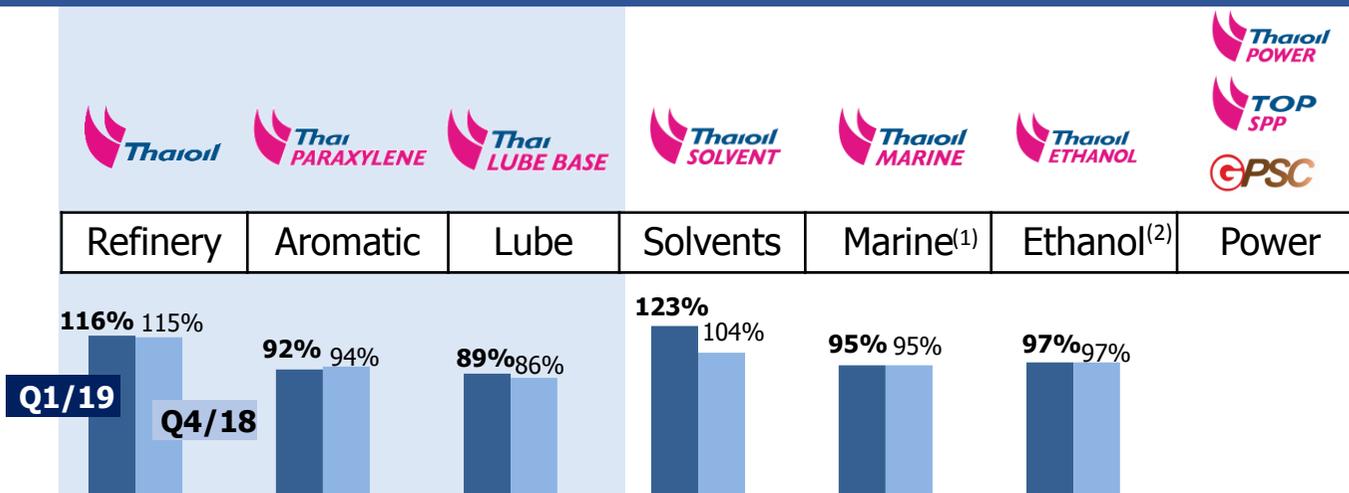
Aromatics & LAB	2.0	2.2	1.7
Lube base	0.2	0.4	0.7
Market GIM	5.2	6.5	8.2
Accounting GIM	7.9	(0.9)	8.6

Utilization / Production Rate

Refinery	116%	115%	113%
Aromatics	92%	94%	90%
Base Oil	89%	86%	89%

Q1/19: Performance Breakdown by Business Unit

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



	Acc GRM (\$/bbl)	P2F (\$/ton)	P2F (\$/ton)
Q1/19	5.7	143	59
Q4/18	(3.6)	151	73
Q1/18	6.2	110	105

Key Points

- **Refinery:** continued high run rate to capture strong demand in domestic and Indochina market
- **Aromatic/LAB:** stable run rate to capture ongoing decent margins
- **Lube:** declined contribution pressured by new base oil supply from China
- **Power:** higher contribution mainly from higher GPSC's profit sharing
- **Solvents:** higher contribution due to higher sale gross margins following rising crude price
- **Marine:** improved contribution supported by higher TMS's utilization and lower operating cost
- **Ethanol:** higher contribution due to higher sales volume and profit sharing from UBE

Q1/19 Net Profit Breakdown (include stock gain/ loss)

(Unit: million THB)

	Thaioil	Thai PARAXYLENE	Thai LUBE BASE	Thaioil SOLVENT	Thaioil MARINE	Thaioil ETHANOL	Thaioil POWER	TOP SPP	GPSC	Consol	Stock G/(L) & Reversal of NRV /(NRV)	Consol Excl Stock G/(L) & Reversal of NRV /(NRV)
NP	2,968	774 ⁽³⁾	56	44	(2)	16	482 ⁽⁴⁾			4,408	3,787	621
ΔQoQ	9,055 ▲	27 ⁽³⁾ ▲	(89) ▼	58 ▲	63 ▲	9 ▲	65 ⁽⁴⁾ ▲			9,220 ▲	12,311 ▲	(3,091) ▼
ΔYoY	(779) ▼	23 ⁽³⁾ ▲	(361) ▼	6 ▲	(19) ▼	(11) ▼	(110) ⁽⁴⁾ ▼			(1,200) ▼	3,515 ▲	(4,715) ▼

(1) U-rate of 5 Oil & Chemical Tankers (total capacity: 22,800 DWT, acquired 1 LPG vessel in Dec 18 which start operation in Jan 19 onwards)

(2) U-rate of TET Q1/19 includes SAPTHIP 97% and UBE 97%, Q4/18 includes SAPTHIP 96% and UBE 98%, Q1/18 includes SAPTHIP 87% and UBE 108%

(3) Includes 75% of LAB net profit, Q1/19 = (64) MB, Q4/18 = (106) MB, Q1/18 = 115 MB

(4) Apply on an equity accounted basis in the consolidated financial statement. (GPSC has been held by TOP 8.9% and TP 20.8%, TP has been held by TOP 74% & TOP SPP has been held by TOP 100%)

Q1/19 TOP Group Consolidated P&L

(Unit : million THB)

	Q1/19	Q4/18	QoQ	Q1/18	YoY
Sales Revenue	91,626	100,150	(8,524) (A)	91,536	90
Hedging Gain / (Loss)	(166)	(852)	686 (B)	102	(268)
EBITDA	6,889	(3,582)	10,471 (C)	7,359	(470)
EBITDA excl. Stock G/(L) & Reversal of NRV/(NRV)	3,102	4,942	(1,840) (D)	7,087	(3,985)
Financial Charges	(1,215)	(1,078)	(137) (E)	(750)	(465)
FX G/(L) & CCS	652	(233)	885 (F)	1,470	(818)
(Tax Expense)/reversal of income tax	(1,000)	1,315	(2,315)	(1,209)	209
Net Profit / (Loss)	4,408	(4,812)	9,220	5,608	(1,200)
EPS (THB/Share)	2.16	(2.36)	4.52	2.75	(0.59)
Stock G/(L) & Reversal of NRV	3,787	(8,524)	12,311	272	3,515
Net Profit/ (Loss) excl. Stock G/(L) and Reversal of NRV/(NRV)	621	3,712	(3,091)	5,336	(4,715)
THB/US\$ - average	31.79	32.99	(1.20)	31.71	0.08
THB/US\$ - ending	31.98	32.61	(0.63)	31.41	0.57
Effective Tax Rate (%)	18%	N/A	N/A	17%	1%

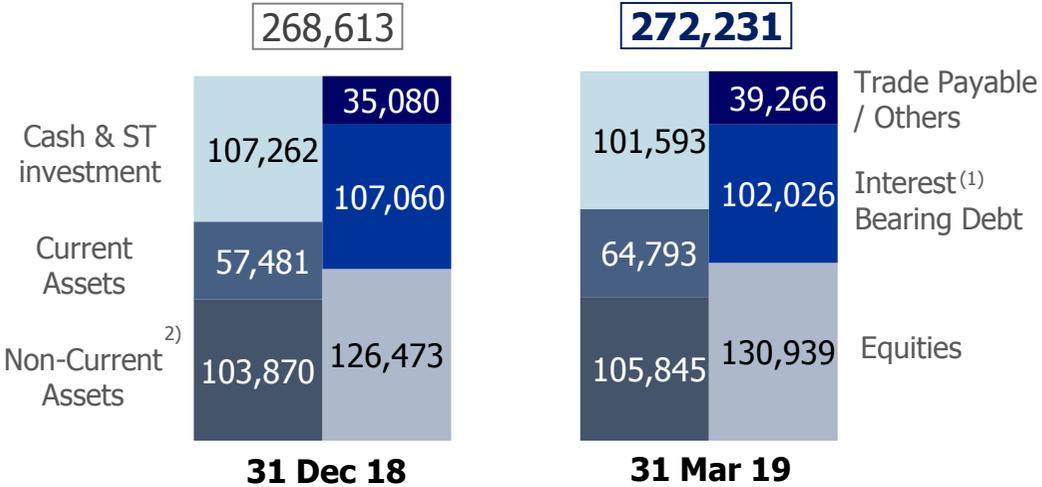
QoQ analysis

- (A) Decrease overall sales volume and product prices following lower quarterly average crude price
- (B) Less commodity hedging loss in Q1/19
- (C) Mainly from stock gain 2.7 \$/bbl in Q1/19 compared with stock loss (7.5) \$/bbl in Q4/18
- (D) Mainly due to soften Mkt GIM 5.2 \$/bbl in Q1/19 from 6.5 \$/bbl in Q4/18
- (E) Mainly from new bond 1,000 M\$ in Nov'18 to support funding plan for CFP
- (F) Mainly from realized gain on AP/AR & unrealized gain on USD debt from THB appreciated

Q1/19 TOP Group Strong Financial Position & Financial Ratios

Statements of Financial Position

(Unit: million THB)



ROE	8.0 %	7.0 %*
ROIC	9.2 %	8.3 %*

(1) Including current portion of Long-Term Debt
 (2) Including investment held as available for sale 31 Dec 18 = 361 MB, 31 Mar 19 = 380 MB

Financial Ratios

Net Debt / adj. EBITDA**

0.0 0.0***

31-Dec-18 31-Mar-19

Net Debt / Equity

0.0 0.0***

31-Dec-18 31-Mar-19

* Based on actual performance in the past 12 months
 ** Annualized EBITDA (excl stock gain/loss & Reversal of NRV/(NRV))
 *** As of 31 Mar 19 Net Debt 433 MB or 14 M\$

Consolidated Long-Term Debt as at 31 Mar 19



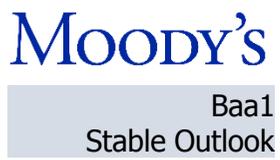
	Value (Million)	Portion
US\$ Bond & US\$ Loan ⁽³⁾	USD 1,991	63%
THB Bond	THB 20,500	20%
THB Loan	THB 16,212	17%

(3) Including VND Loan equivalent to USD

Interest Rate	Portion
Float	11%
Fixed	89%
TOP avg.debt life	14.00 Yrs

Cost of Debt	
TOP Group (Net***)	2.43% ⁽⁴⁾
TOP Group (Gross)	4.83%

(4) Due to yield enhancement



Thank You

Any queries, please contact:



at email: ir@thaioilgroup.com

Tel: 662-797-2999 / 662-797-2961

Fax: 662-797-2976

