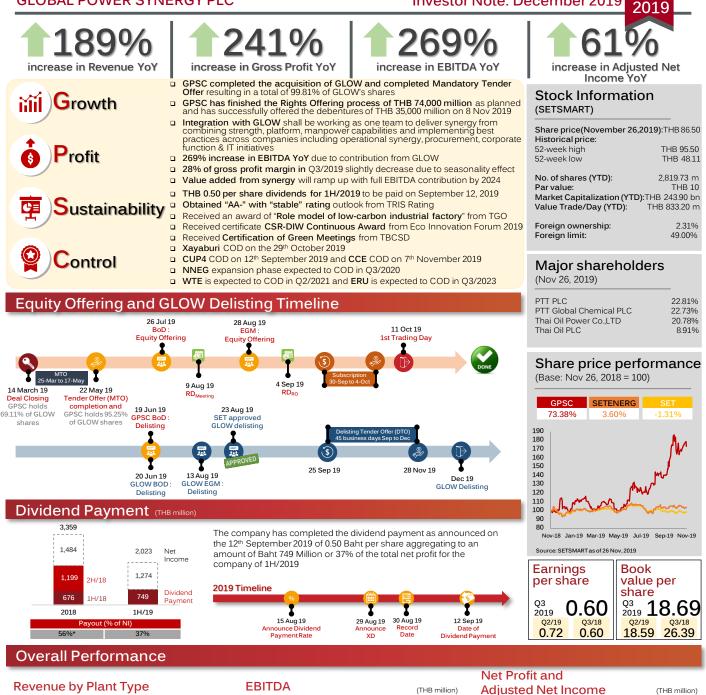
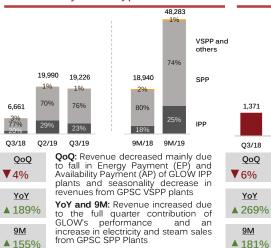
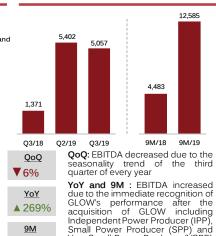
# **Investor Note: December 2019**

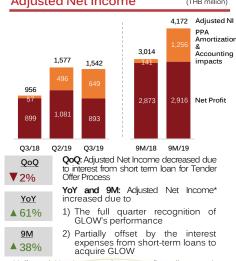
Q3







Small Power Producer (SPP) and Very Small Power Producer (VSPP) and Others.

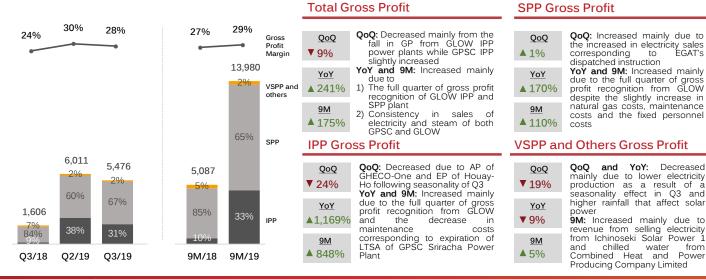


\*Adjusted Net Income: the net profit attribute to the company that excludes the "fair value of intangible asset from the acquisition of GLOW and the effects of accounting standards"

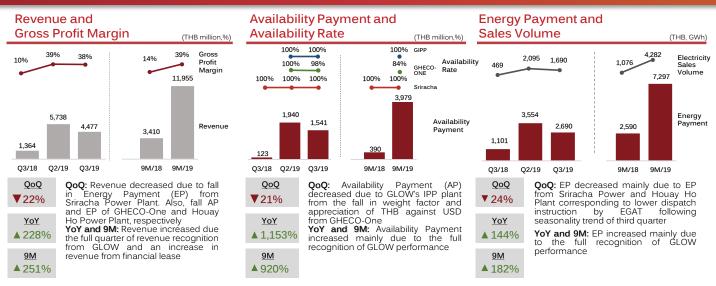




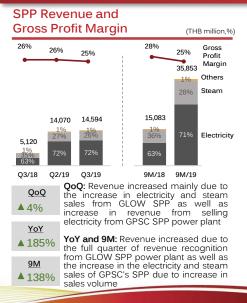
### Gross Profit and Gross Profit Margin (THB million, %)



### **IPP** Power Plant

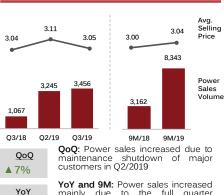


# SPP Power Plant



# Power Sales Volume and Avg. Selling Price

<u>9M</u>



(GWh, THB/kWh)

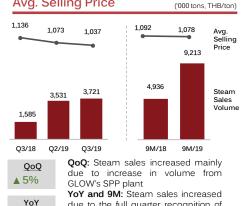
YoY and 9M: Power sales increased mainly due to the full quarter recognition of GLOW's performance ▲ 224% as well as the revenue from electricity GPSC's SPP as the average price of natural gas increased **164%** 

### Steam Sales Volume and Avg. Selling Price

**▲ 135%** 

<u>9M</u>

**▲ 87%** 



due to the full quarter recognition of GLOW's performance as well as higher volume of steam sales from Rayong Central Utility Plant (CUP) and IRPC-CP despite the fall in average selling price



# **GLOBAL POWER SYNERGY PLC**

Income Statement	Q3/18	Q2/19	Q3/19	Chan	ge +/(-)	9M/18	9M/19	Change	
(Unit: MB)				QoQ	YoY				Α
Operating revenue	6,661	19,990	19,226	(4%)	189%	18,940	48,238	155%	
Cost of sales (exclude D&A)	(5,055)	(13,979)	(13,750)	(2%)	172%	(13,853)	(34,303)	148%	
Gross profit	1,606	6,011	5,476	(9%)	241%	5,087	13,980	175%	
Selling and administrative expenses	(238)	(614)	(425)	(31%)	79%	(613)	(1,407)	130%	Ģ
Other operating income	3	5	6	20%	100%	9	12	33%	
EBITDA	1,371	5,402	5,057	(6%)	269%	4,483	12,585	181%	
Depreciation and amortization	(473)	(2,229)	(2,110)	(5%)	346%	(1,332)	(5,044)	279%	
EBIT	898	3,173	2,947	(7%)	228%	3,150	7,541	139%	
Finance costs	(124)	(1,610)	(1,960)	22%	1,481%	(378)	(3,943)	943%	-
Other non-operating income and expenses	199	150	286	91%	44%	338	607	80%	
Shares of profit of associates and joint ventures	131	106	138	30%	5%	438	374	(15%)	
Income tax expenses	(49)	(30)	(129)	330%	163%	(251)	(205)	(18%)	
Profit before FX & extraordinary items	1,055	1,789	1,282	(28%)	22%	3,297	4,374	33%	
Net foreign exchange losses	(18)	242	17	(93%)	(194%)	(12)	207	(1,825%)	-
Net profit	1,037	2,031	1,299	(36%)	25%	3,285	4,581	39%	
Non-controlling interests	(138)	(950)	(406)	(57%)	194%	(412)	(1,665)	304%	
Net profit for the company	899	1,081	893	(17%)	(1%)	2,873	2,916	1%	
Adjusted Net Income	956	1,577	1,542	(2%)	61%	3,014	4,172	38%	
Earning per share (THB/share)	0.60	0.72	0.60	(17%)	0%	1.92	1.95	2%	S
Weighted average number of common share (Million)	1,498	1,498	1,498	0%	0%	1,498	1,498	0%	

### DEPRECIATION AND AMORTIZATION EXPENSES DECREASED BY 119 MB QoQ



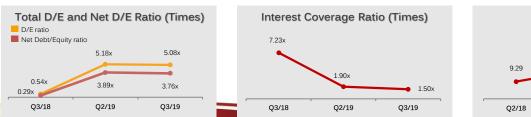
The decrease was mainly due to the amortization of intangible assets arising from the acquisition of GLOW in Q2/2019. As the PPA was completed in Q2/2019, the amortization in Q3/2019 was recognized for 92 days.

### SHARE OF PROFIT OF ASSOCIATES AND JOINT VENTURE **INCREASED BY 32 MB QoQ**

30% QoQ

The increase was mainly from the increase of shares of profit from BIC and NNEG due to the major overhaul in June 2019 and the unplanned maintenance shutdown during June 2019, respectively. While NL1PC profits increased slightly.

	31 De	ec 18	30 Se	30 Sep 19		
Statement of Financial Position	MB	MB % to total assets		MB % to total assets		
Current assets	11,463	18%	37,894	15%	231%	
Investment in associates, joint ventures and other long-term investments		20%	13,488	5%	4%	
Property, plant and equipment, net	28,535	44%	102,153	40%	258%	
Finance lease receivable, net	5,354	8%	8,858	4%	65%	
Other non-current assets	6,108	10%	90,544	36%	1,382%	
Total Assets	64,439	100%	252,937	100%	293%	
Other current liabilities	3,675	6%	136,660	54%	3,619%	
Debenture	4,995	8%	19,195	8%	284%	
Long term borrowings from financial institutions, net	12,509	19%	30,361	12%	143%	
Other non-current liabilities	911	1%	25,116	10%	2,657%	
Total liabilities	22,090	34%	211,332	84%	857%	
Non-controlling interests of the subsidiaries	2,357	4%	13,607	5%	477%	
Total Shareholders' Equity	42,349	66%	41,605	16%	(2%)	
Total Liabilities and Shareholders' Equity	64,439	100%	252,937	100%	293%	



**Investor Note: December 2019** 2019

### ADJUSTED NET INCOME DECREASED BY 35 MB QoQ

The decrease was mainly from the increase in 2% interest from short term loan as a result of the Tender Offer process in May 2019, together with the increase in Front End Fee Amortization due to adjustment of

#### short-term loan repayment plan GROSS PROFIT DECREASED BY 535 MB OoO

- The decrease was mainly due to the following 9% reasons: 000
  - IPP gross profit decreased by 553 MB as a result of the GLOW's GHECO-One power plant with the reduction in weight factor affecting the Availability Payment. As well as the seasonality decrease in demand from Houay-Ho power plant. However, Sriracha Power Plant GP increased due to sales of industrial water.

Q3

- SPP gross profit increased by 42 MB due to GPSC's SPP plants especially from Rayong Central Utility Plants after the maintenance shutdown from Q2/2019. As well as GLOW's SPP plants which sales volume increased.
- VSPP gross profit decreased by 24 MB due to the seasonal decrease in revenue from Ichinoseki Solar Power 1 GK and Combine Heat and Power Producing Company Limited.

### SELLING AND ADMINISTRATIVE EXPENSES DECREASED

The administrative expenses of the company, 31% decreased by 189 MB mainly due to the decrease in fees and business development consulting expenses compared to Q2/2019.

### INCOME TAX EXPENSES INCREASE BY 99 MB QoQ



QoQ

The increase was mainly due to the reduction of income tax in Q2/2019 from the large amount of interest expenses resulting in no tax expense.

### FINANCE COSTS INCREASED BY 350 MB QoQ



QoQ

000

MB YTD

The increase was mainly due to the increase in short term loan interest for the Tender Offer process, together with the Front End Fee Amortization, corresponding to the revision of the short-term loan repayment plan.

### TOTAL ASSET INCREASED BY 188,498 MB YTD

The increase mainly from the acquisition of GLOW 293% on 14 March 2019. The detail of significant changes are as follows:

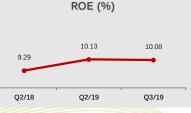
- Current Assets increased by 26,431 MB
- PP&E increased by 73,618 MB.
- · Finance lease and receivable net increased by 3.504 MB.
- · Other non-current assets increased by 84,436 MB.

#### TOTAL LIABILITIES INCREASED BY 189,242 MB YTD

- The increase mainly from 857%
  - Current liabilities rose by 132,985 MB mainly from short-term loan for acquisition of GLOW.
  - Long-term borrowing and debentures increased by 32,052 MB from GLOW's long-term borrowing and debenture.
    - Other non-current liabilities rose by 24,205 MB mainly from GLOW and the the increase in deferred tax liabilities from recording fair value of net asset from acquiring GLOW.

#### TOTAL SHAREHOLDERS'S EQUITY DECREASE BY 744

The decrease was mainly from the change in noncontrolling interest and the change in investment proportion in subsidiaries as a result from the tender offer for acquisition of GLOW.



Q3

2019

# **GPSC's Existing Business Portfolio**

