

Serm Sang Power Corporation Public Company Limited

Ticker: SSP (SET)

18 AUGUST 2020 | OPPORTUNITY DAY
RESULTS FOR 6 MONTHS 2020



Disclaimer

The information contained in this presentation is strictly confidential and is provided by Sermsang Power Corporation Public Company Limited (“SSP” or the “Company”) to you solely for your information. Neither this presentation nor any part hereof may be (i) used or relied upon by any other party or for any other purpose; (ii) copied, photocopied, duplicated or otherwise reproduced in any form or by any means; or (iii) redistributed, passed on or otherwise disseminated, to any other person either in your organization or elsewhere, without the prior written consent of the Company and its respective affiliates or advisors. By attending this presentation, participants agree not to remove this document, or any materials provided in connection herewith, from the conference room where such documents are provided without express consent from the Company and its respective affiliates or advisors.

Although care has been taken to ensure that the information in this presentation is accurate, and that the opinions expressed are fair and reasonable, no representations or warranties, express or implied, are made as to, and no reliance should be placed on, the accuracy, fairness or completeness of the information presented or contained in this presentation. The information is subject to change without notice, its accuracy is not guaranteed, has not been independently verified and it may not contain all material information concerning the Company and its subsidiaries. None of the Company nor any of its respective affiliates or advisors nor any of its or their respective members, directors, officers, employees or affiliates assumes any responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information contained herein. Accordingly, none of the above nor any other person accepts any liability (in negligence, or otherwise) for any loss arising from or in connection with any use of this presentation or its contents.

This presentation is for information purposes only and does not constitute or form part of any offer or invitation by or on behalf of the Company for sale or subscription of or solicitation or invitation of any offer to or recommendation to buy or subscribe for any securities of the Company, nor shall it or any part of it form the basis of or be relied on in connection with any contract, commitment or investment decision in relation thereto (“Securities”) in Thailand, the United States or any other jurisdiction. Any recipient considering a purchase of Securities is hereby reminded that any such purchase should be made solely on the basis of the information contained in a final offering document (which may be different from the information contained in this presentation) and subject to the selling restrictions set out therein. No public offering of the Securities will be made in the United States or in any other jurisdiction outside of Thailand where such an offering is restricted or prohibited. This presentation should not be construed as legal, tax, investment or other advice. The information contained herein does not take into consideration the investment objectives, financial situation or particular needs of any particular investor, and should not be treated as giving investment advice.

In addition, this presentation contains certain financial information and results of operation, and may also contain certain projections, plans, strategies, and objectives of the Company, that are not statements of historical fact which would be treated as forward looking statements that reflect the Company's current views with respect to future events and financial performance. These views are based on a number of estimates and current assumptions which are subject to business, economic and competitive uncertainties and contingencies as well as various risks which are in many cases beyond the control of the Company, and which may change over time and may cause actual events and the Company's future results to be materially different than expected or indicated by such statements. No assurance can be given that future events will occur, that projections will be achieved, or that the Company's assumptions are correct. Such forward-looking statements are not guarantees of future performance and accordingly, the actual results, financial condition, performance or achievements of the Company may differ materially from those anticipated by the Company in the forward looking statements. The recipient is cautioned not to place undue reliance on these forward looking statements.

In providing this presentation, the Company does not undertake to provide any recipient with access to any additional information or to update the information contained in this presentation or to correct any inaccuracies herein which may become apparent.



RESULTS FOR 6 MONTHS 2020



COMMITTED PROJECTS UPDATE

Progress update 6M-2020



Yamaga / COD June 2020

NEW COD PROJECTS in first 6 months - 2020

- Solar Farm Japan
 - Yamaga / 30.0 MW PPA
- Solar Rooftop Thailand
 - SNNP4 / 0.31 MW PPA
 - TAPACO / 0.96 MW PPA
 - PRC / 0.88 MW PPA



SNNP4 / COD March 2020



TAPACO-1 / COD April 2020



TAPACO-2 / COD April 2020



PRC / COD April 2020

Progress update 6M-2020

Full Period Revenue Recognition 6M2019 vs 6M 2020

Khunsight Kundi Mongolia
MW PPA : 15 MW



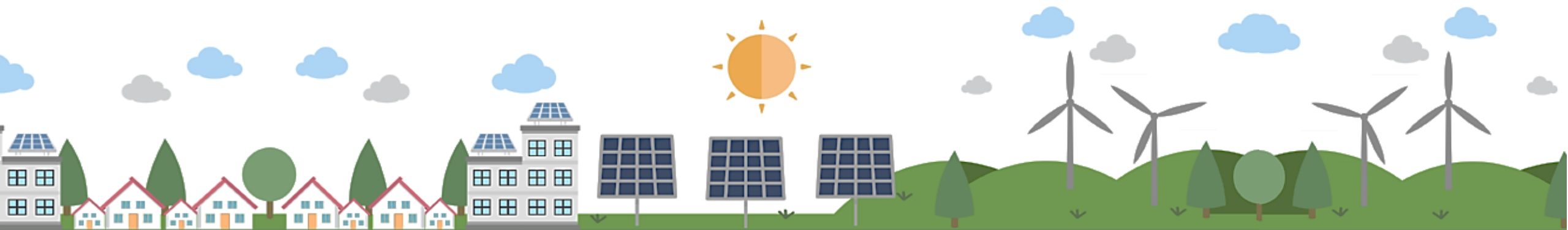
Binh Nguyen Solar Vietnam
MW PPA : 40 MW



Solar Irradiation

Average Solar Irradiance	CHANGE(%)		
	QoQ(3M)	YoY(3M)	YoY(6M)
THAILAND	-4.4%	-1.9%	0.9%
JAPAN	29.0%	-10.1%	-5.1%
VIETNAM	21.3%	-3.3%	-11.7%
MONGOLIA	-4.8%	n/a	n/a

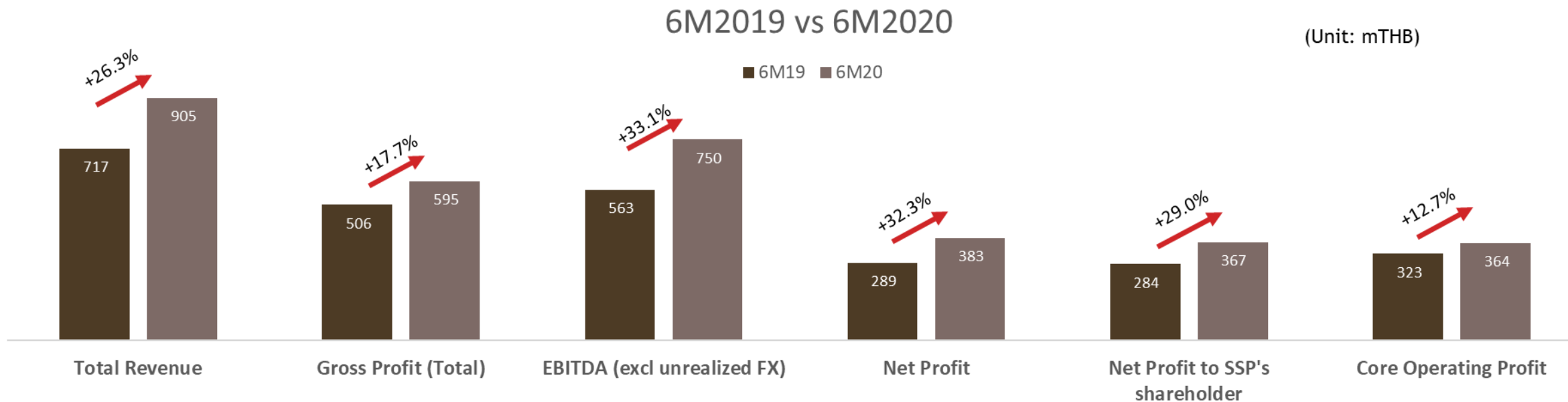
Lower average solar irradiance in 2Q20 in all area when compared with 1Q20



Business Portfolio

PROJECTS	COUNTRY	% Share	Installed MW	PPA MW	PPA Equity MW	PPA TERMS	COD
Operation							
SPN	Thailand	100%	52.0	40.0	40.0	25	1Q 2015
Hidaka	Japan	86.9%	21.0	17.0	14.8	20	1Q 2018
Zouen	Japan	100%	8.0	6.0	6.0	20	3Q 2018
Solar WVO	Thailand	100%	5.0	5.0	5.0	25	3Q 2018
Solar Rooftop	Thailand	100%	6.9	6.9	6.9	25	2018/2019/2020
Binh Nguyen Solar	Vietnam	80%	49.6	40.0	32.0	20	2Q 2019
Khunshight Kundi	Mongolia	75%	16.4	15.0	11.3	12	3Q 2019
Yamaga	Japan	90%	34.5	30.0	27.0	20	2Q 2020
Total			193.4	159.9	142.9		
Construction							
Leo 1	Japan	100%	26.0	20.0	20.0	20	3Q 2021
Wind	Vietnam	80%	48.0	48.0	38.4	20	4Q 2021
Total			74.0	68.0	58.4		
Development							
Leo 2	Japan	100%	22.0	17.0	17.0	20	1Q 2023
Total			22.0	17.0	17.0		
Grand Total			289.4	244.9	218.3		

Key Financial Highlights



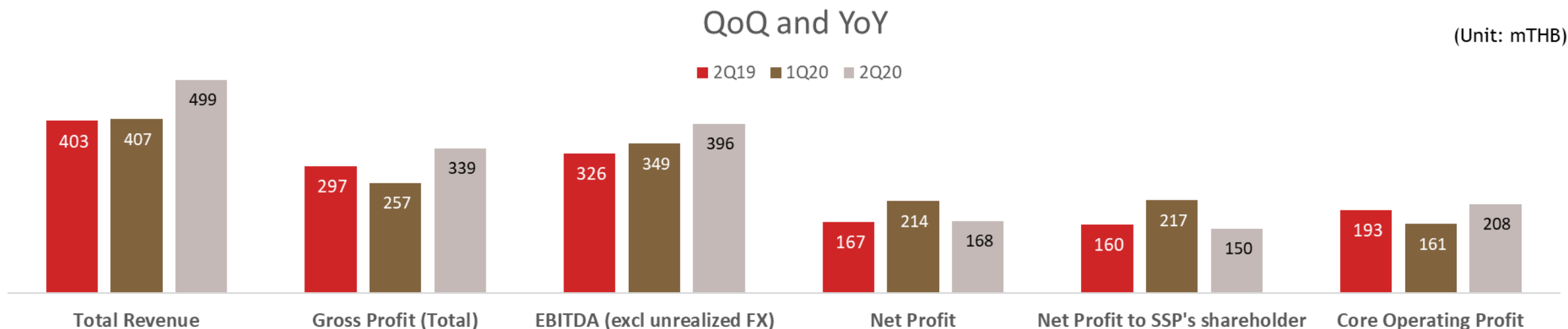
- Revenue and Profit continue to grow
 - + Full period revenue recognition from Solar Vietnam Project
 - + Contribution from new projects; Khunsight Kundi@Jul19, Solar Rooftop and Yamaga@Jun20
 - + Higher WVO's production by +2.9%
 - Lower production of SPN, Hidaka and Zouen

Key Financial Highlights

Margin Ratio	6M19	6M20
Gross Profit Margin	71%	67%
EBITDA Margin	79%	83%
Net Profit Margin	40%	42%
Core Operating Profit Margin	45%	40%

- Narrower gross profit margin caused by new COD projects but still favourable at 67%
- EBITDA margin increased from higher depreciation of new COD projects
- Net Profit Margin and Core Operating Profit Margin around 40%
 - Upper or lower from previous year due to FX effect

Key Financial Highlights



2Q20 vs 1Q20 (QoQ)

- Total Revenue, Gross profit and EBITDA increased.
 - + Higher production from all plants except Mongolia and WVO
- Decrease of net profit mainly due to unrealized FX gain/loss impact
 - 55.7 mTHB gain in 1Q20
 - 57.7 mTHB loss in 2Q20
- Core Operating Profit after unrealized FX loss adjustment increased by 28.8% to 208 mTHB

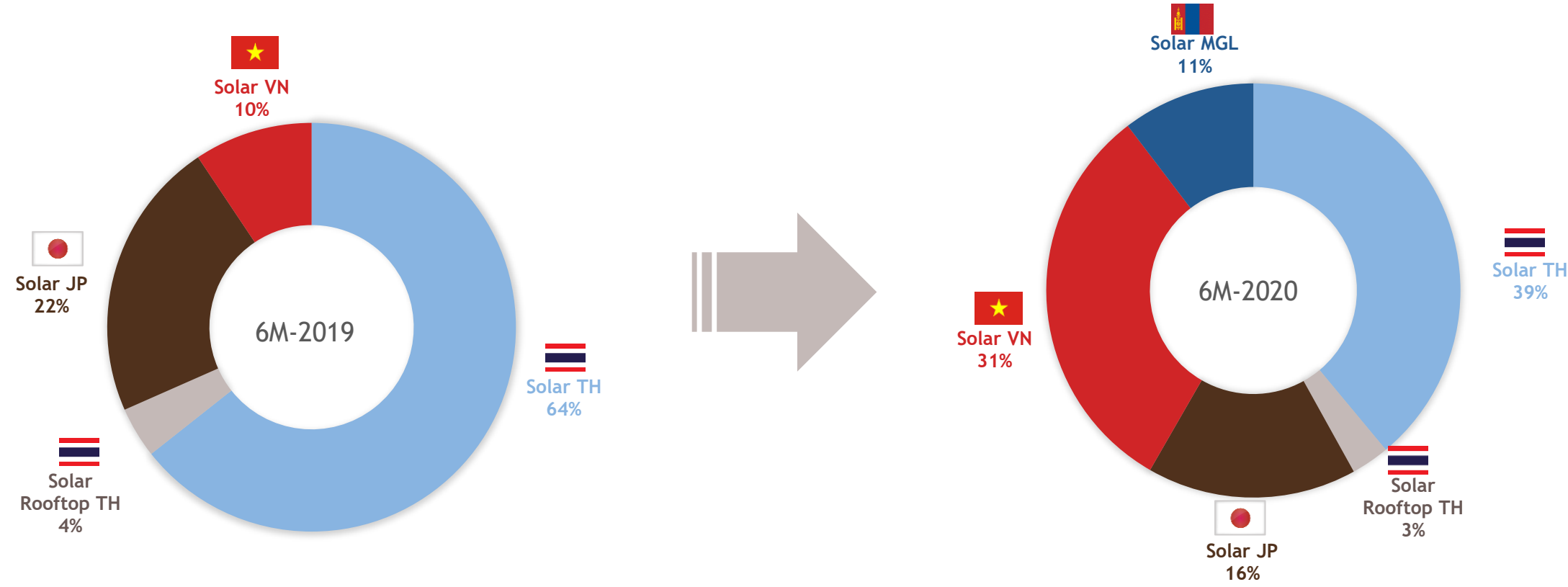
2Q20 vs 2Q19 (YoY)

- Total Revenue, Gross profit and EBITDA increased.
 - + Full quarter revenue recognition from Binh Nguyen Solar project
 - + Contribution from new COD projects (Khunsight Kundi, Solar Rooftop and Yamaga)
- Decrease of net profit to SSP's shareholder mainly due to higher unrealized FX loss impact
 - 33.0 mTHB loss in 2Q19
 - 57.7 mTHB loss in 2Q20
- Core Operating Profit after unrealized FX loss adjustment increased by 7.4%

% Change	QoQ (3M)	YoY (3M)
Total Revenue	+22.6%	+23.7%
Gross Profit	+31.8%	+13.9%
EBITDA (excl. unrealized FX gain/loss)	+13.3%	+21.1%
Net Profit (to SPP's shareholders)	-30.8%	-6.5%
Core Operating Profit	+28.8%	+7.4%

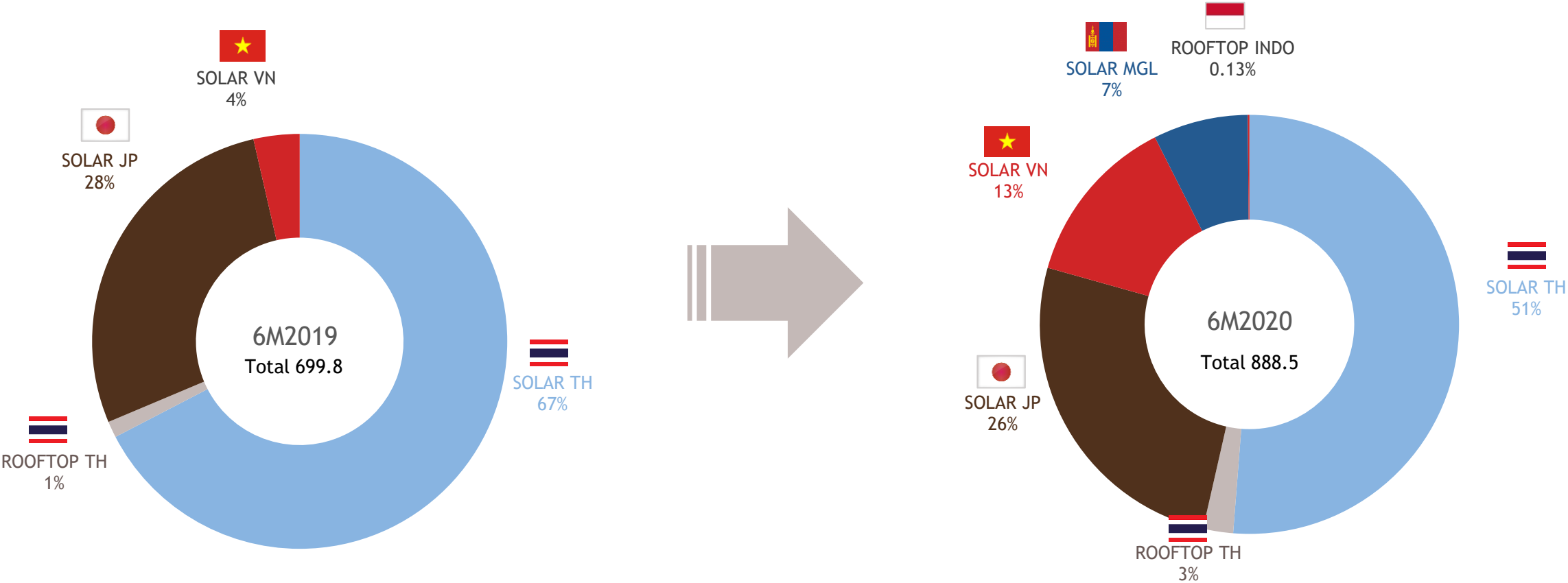
Portfolio diversification

Breakdown Sale Volumes by Countries (MWh)



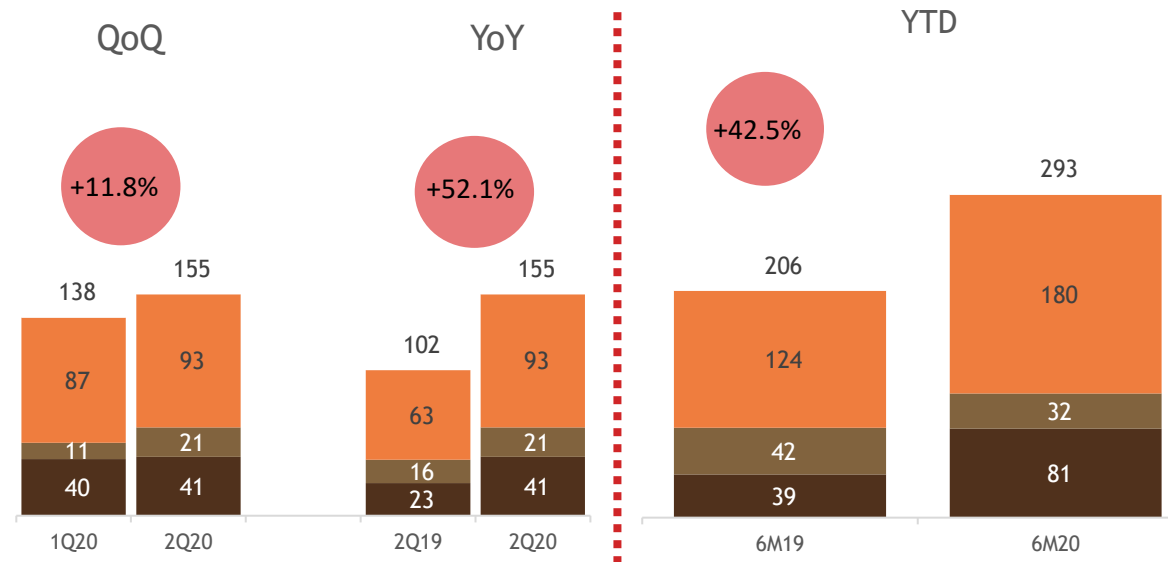
Portfolio diversification

Breakdown Sale Revenue by Countries (mTHB)



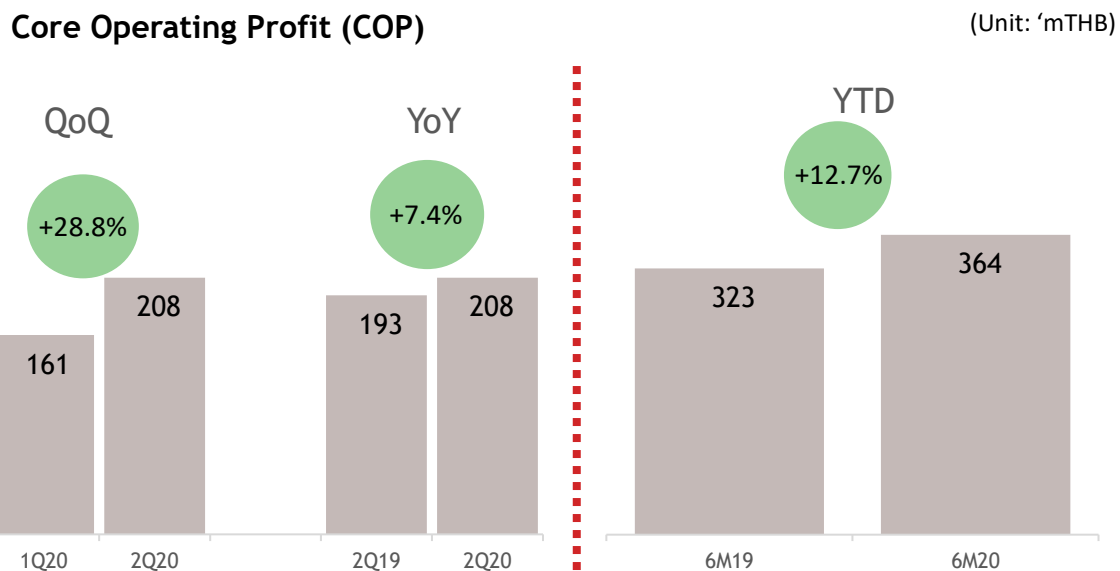
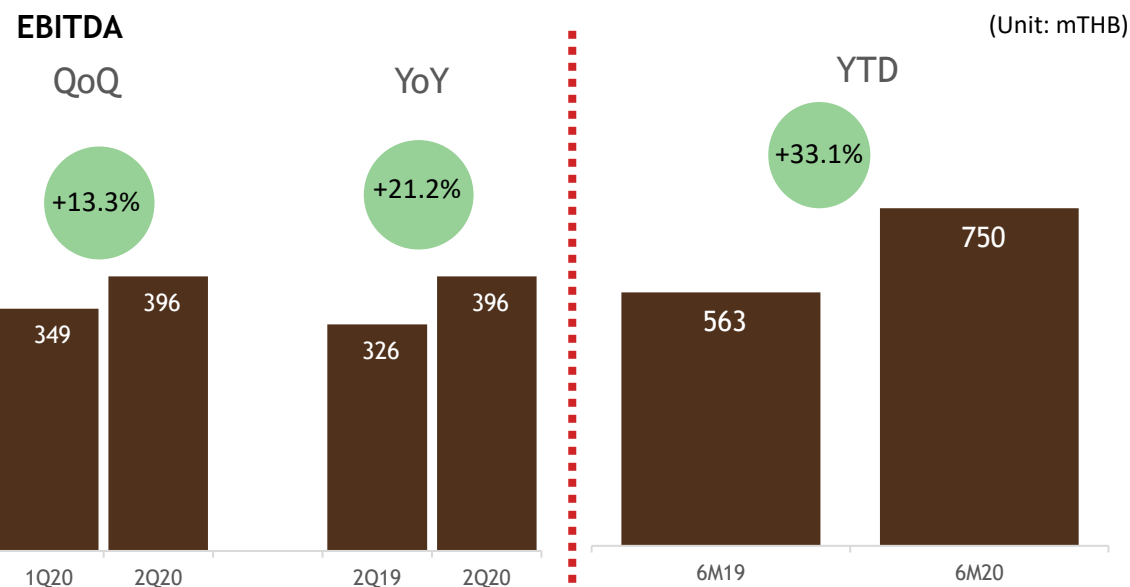
COGS Breakdown

■ O&M Costs ■ Others (Including EPC Construction cost) ■ Depreciation and Amortization



- Higher QoQ, YoY and YTD Mainly resulted from new projects entered COD throughout the year (Mainly from Depreciation and Amortization)
- Higher O&M Costs : QoQ and YoY from JP, VN and MGL Projects

EBITDA and Core Operating Profit (COP)



(Unit: mTHB)

	2Q19	1Q20	2Q20	6M19	6M20
Net Profit Distribution to SSP's Shareholders	160.5	216.9	150.1	284.5	367.0
Adjustment Items (after minority interest)					
Unrealized FX loss (gain)	33.0	(55.6)	57.7	38.7	(2.9)
Deferred tax expenses (revenue)	(0.06)	(0.08)	(0.08)	(0.12)	(0.16)
Core Operating Profit (to SSP's shareholders)	193.4	161.2	207.7	323.1	364.0

Profit/Loss Breakdown

(Unit : mTHB)	2Q19	%	1Q20	%	2Q20	%	6M19	%	6M20	%
Electricity Sale Revenue	398.8		395.2		483.3		699.8		878.5	
EPC&Service Revenue	0.3		-		10.0		11.9		10.0	
Total Revenue	399.1	100%	395.2	100%	493.3	100%	711.7	100%	888.5	100%
Cost of Sales	101.7	25%	138.4	35%	154.7	31%	205.8	29%	293.2	33%
Gross Profit	297.4	75%	256.8	65%	338.6	69%	505.9	71%	595.4	67%
Total SG&A	43.8	11%	39.8	10%	40.2	8%	78.9	11%	80.0	9%
Other Revenue	3.9	1%	11.4	3%	5.4	1%	5.2	1%	16.8	2%
EBIT	257.5	65%	228.4	58%	303.8	62%	432.2	61%	532.2	60%
Financial Expenses	48.7	12%	61.7	16%	72.1	15%	94.8	13%	133.9	15%
EBT	208.7	52%	166.6	42%	231.7	47%	337.4	47%	398.3	45%
Tax	9.4	2%	3.2	1%	4.7	1%	9.4	1%	7.9	1%
Profit before FX loss/(gain)	199.3	50%	163.4	41%	226.9	46%	328.0	46%	390.4	44%
FX loss(gain)	32.8	8%	(51.0)	-13%	58.8	12%	38.7	5%	7.7	1%
Net Profit	166.5	42%	214.5	54%	168.1	34%	289.2	41%	382.6	43%
EBITDA	326.4	82%	353.9	90%	395.8	80%	563.3	79%	749.6	84%
Depreciation	68.9		125.5		92.0		131.1		217.5	

Consolidated Balance Sheet

Balance Sheet Statement ('000 THB)	31/Dec/19	30/Jun/20	Change
Cash and Cash Equivalent	915,457	1,172,994	257,537
Short-term restricted bank deposits	283,149	248,513	(34,636)
Trade and other receivables	361,394	537,872	136,353
Other Current Assets	29,810	23,586	1,206
Total Current Assets	1,589,811	1,982,965	360,459
Long-term restricted bank deposits	159,037	372,580	213,543
Revenue department receivable	17,412	17,740	328
Property, plant and equipment	9,722,104	10,440,681	713,950
Intangible Assets	1,045,830	1,120,929	74,503
Right-of-use assets	-	819,671	819,671
Other Fixed Assets	510,933	468,451	(21,165)
Total Fixed Assets	11,455,316	13,240,052	1,800,830
Total assets	13,045,127	15,223,017	2,161,289
Account Payables	208,658	474,884	255,319
Current Portion of Long-Term loan	686,089	818,529	132,440
Other Current Liabilities	473,120	426,504	(44,903)
Total Current Liabilities	1,367,868	1,719,917	342,855
Long-Term Loan	7,666,372	8,265,955	599,583
Other Non-Current Liabilities	13,900	855,683	840,260
Total Non-Current Liabilities	7,680,273	9,121,638	1,439,842
Total liabilities	9,048,141	10,841,555	1,782,697
Paid-up share capital	922,000	922,000	-
Premium on ordinary shares	1,511,210	1,511,210	-
Surplus on business combination under common control	33,098	33,098	-
Legal Reserve	92,200	92,200	-
Unappropriated Retained Earnings	1,402,274	1,773,512	366,104
Others components of shareholders' equity	(183,759)	(230,057)	(46,510)
Total Equity of Company	3,777,023	4,101,963	319,594
Minority interest	219,963	279,499	58,998
Total shareholders' equity	3,996,986	4,381,462	378,592
Consolidated D/E	2.26	2.48	



RESULTS FOR 6 MONTHS 2020

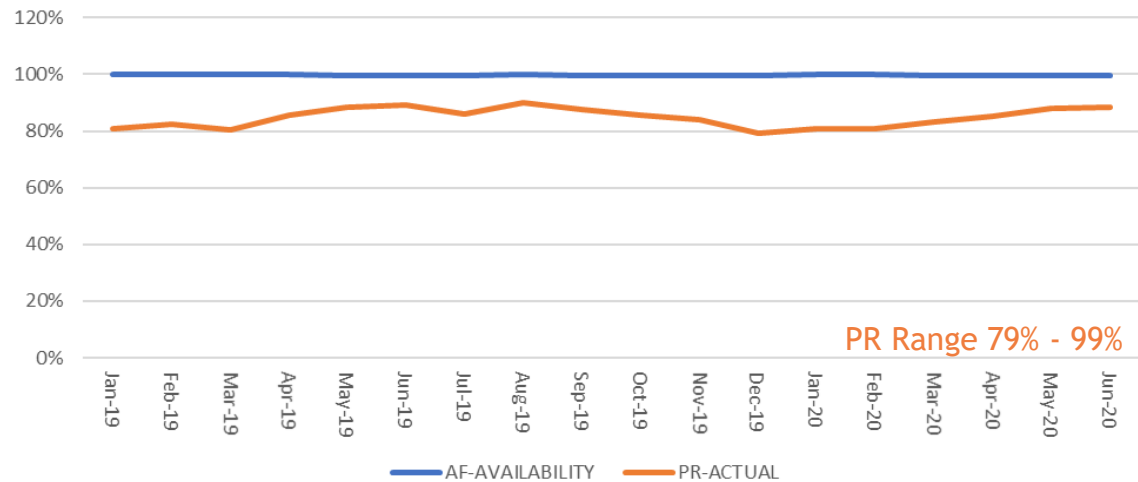


COMMITTED PROJECTS UPDATE

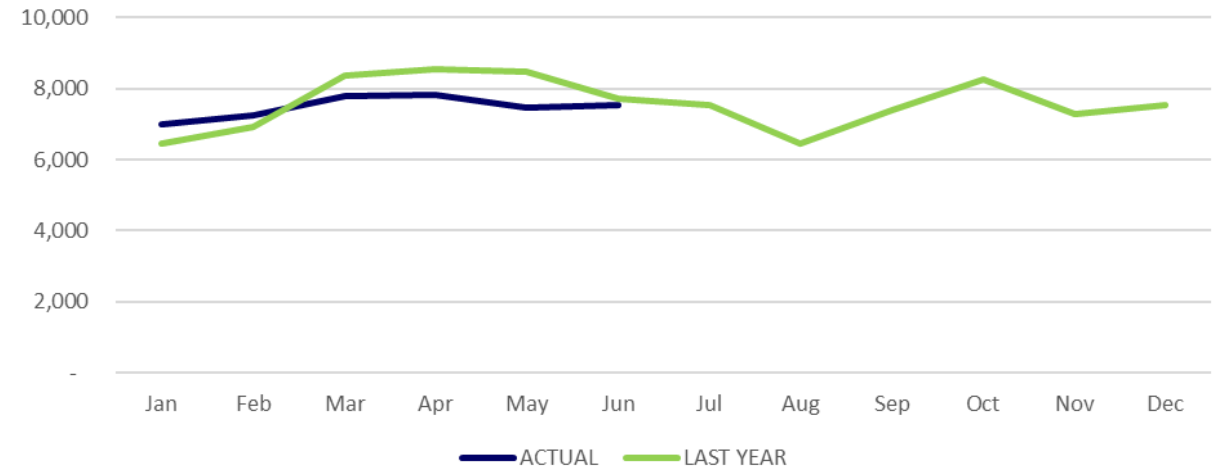
SPN 52 MW: Operation performance



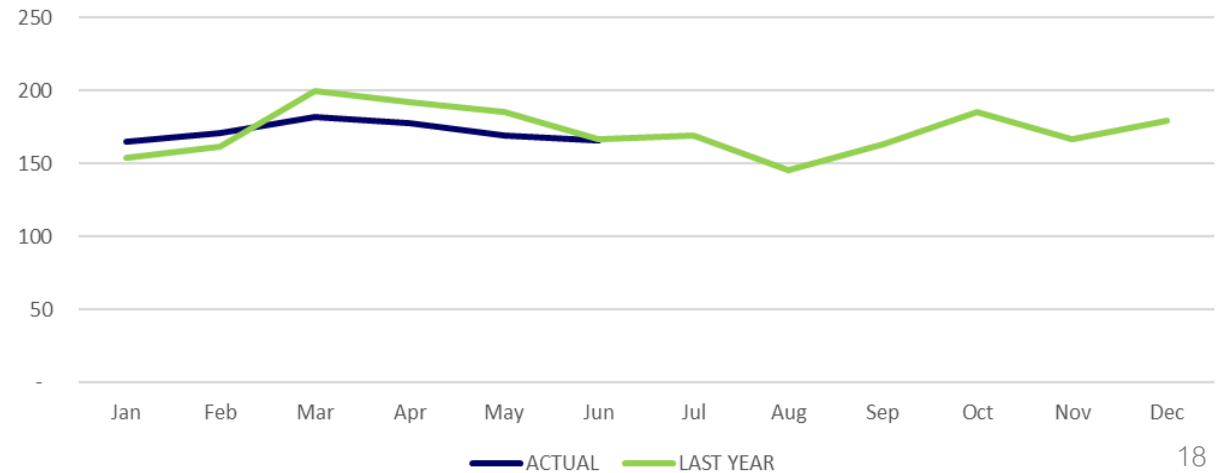
SPN - OPERATION PERFORMANCE



POWER PRODUCTION (MWh)



Solar Irradiance (KWh/SQM/Mo)



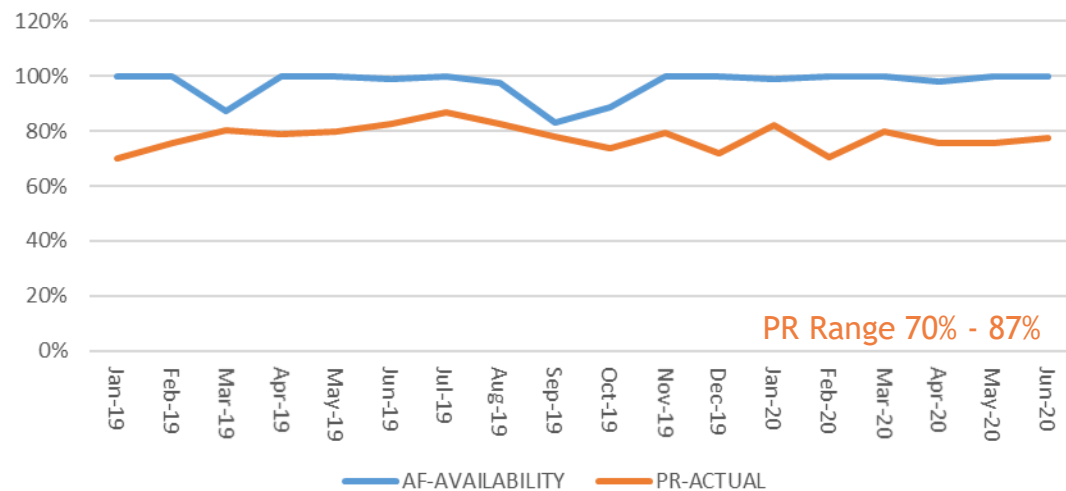
Hidaka 21 MW: Operation performance



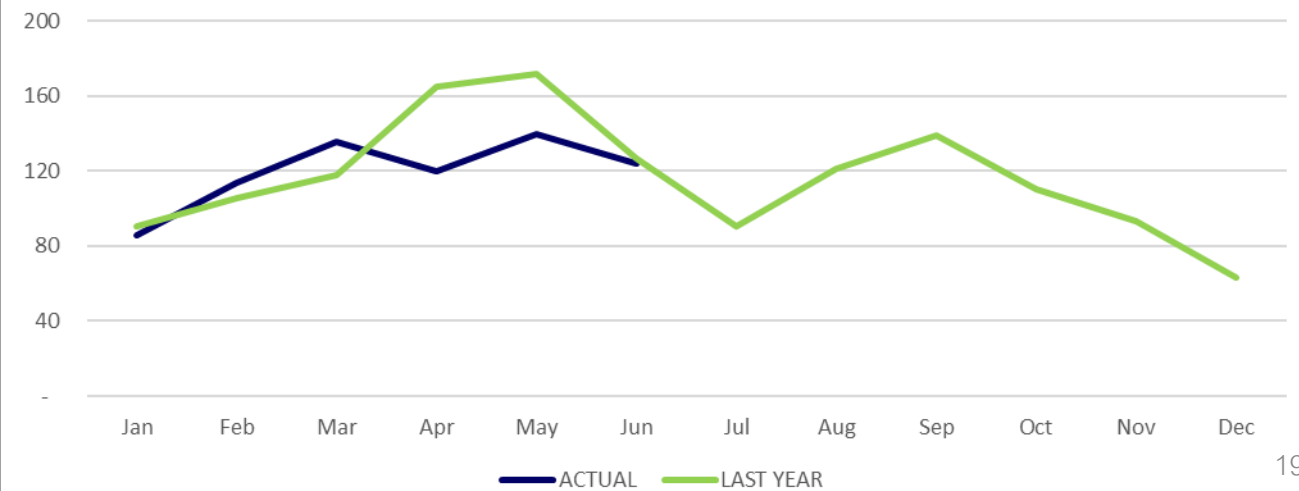
POWER PRODUCTION (MWh)



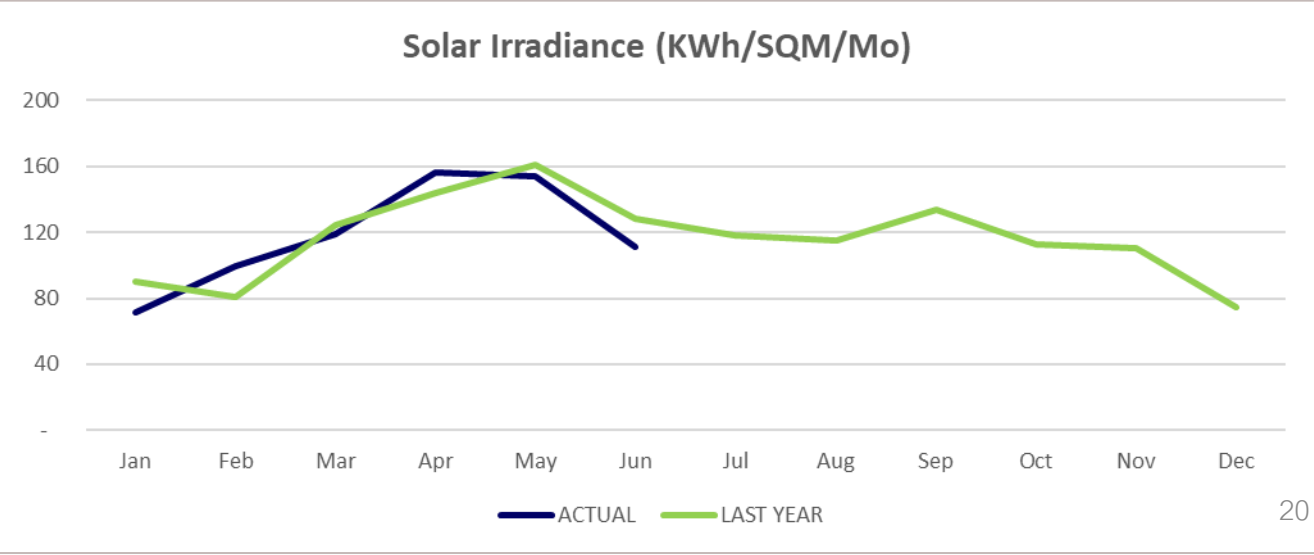
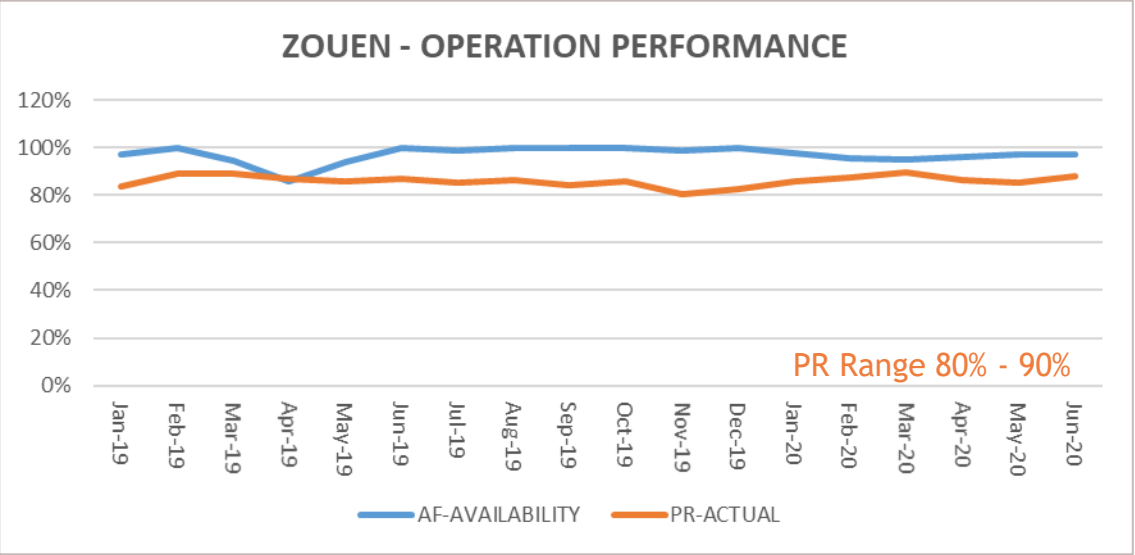
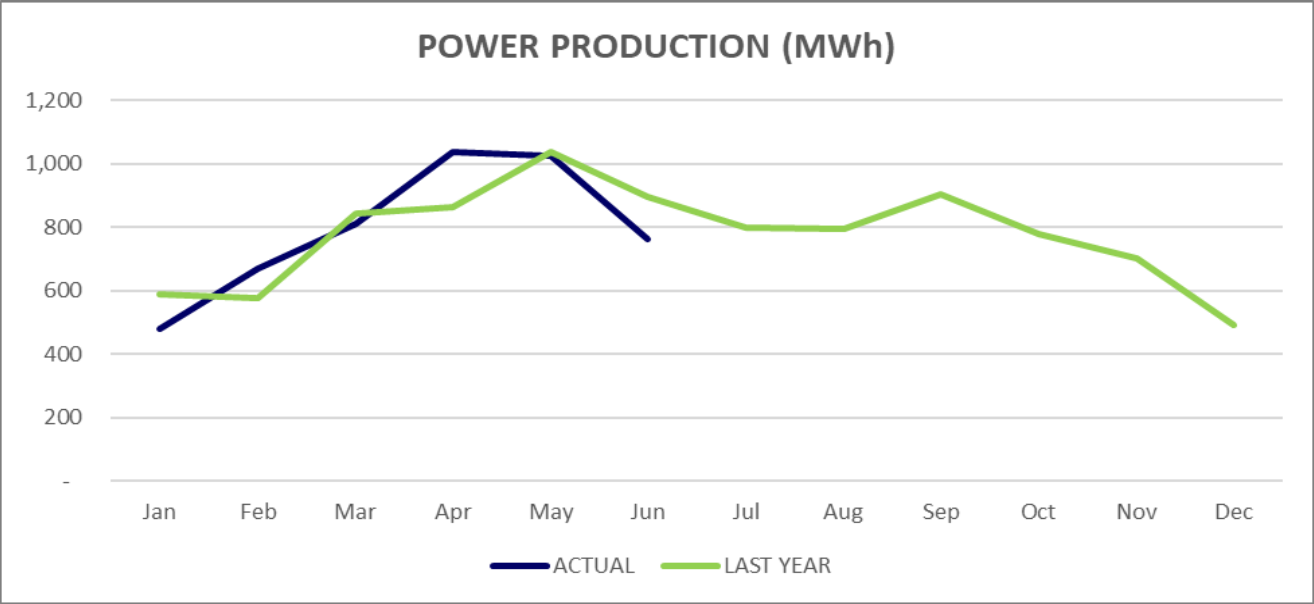
HIDAKA - OPERATION PERFORMANCE



Solar Irradiance (KWh/SQM/Mo)



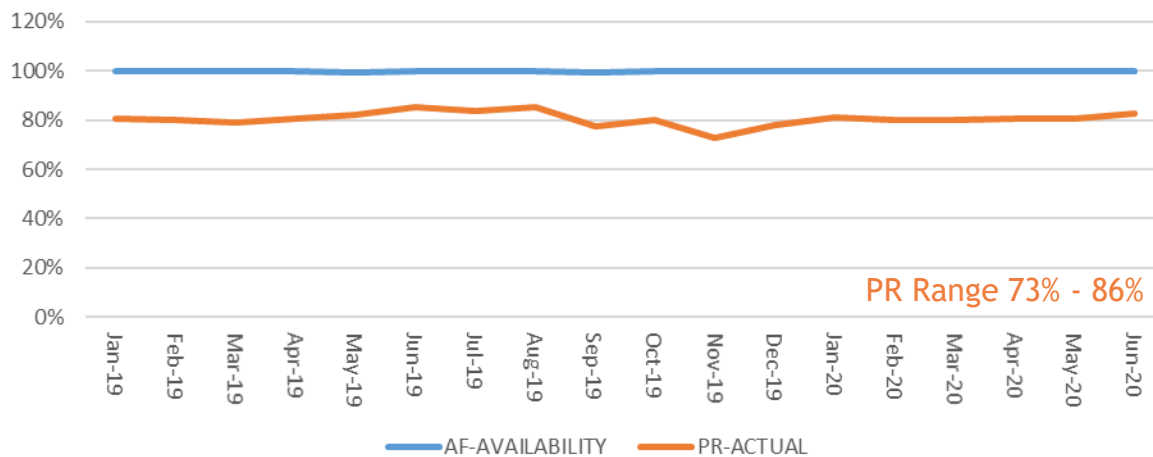
Zouen 8 MW: Operation performance



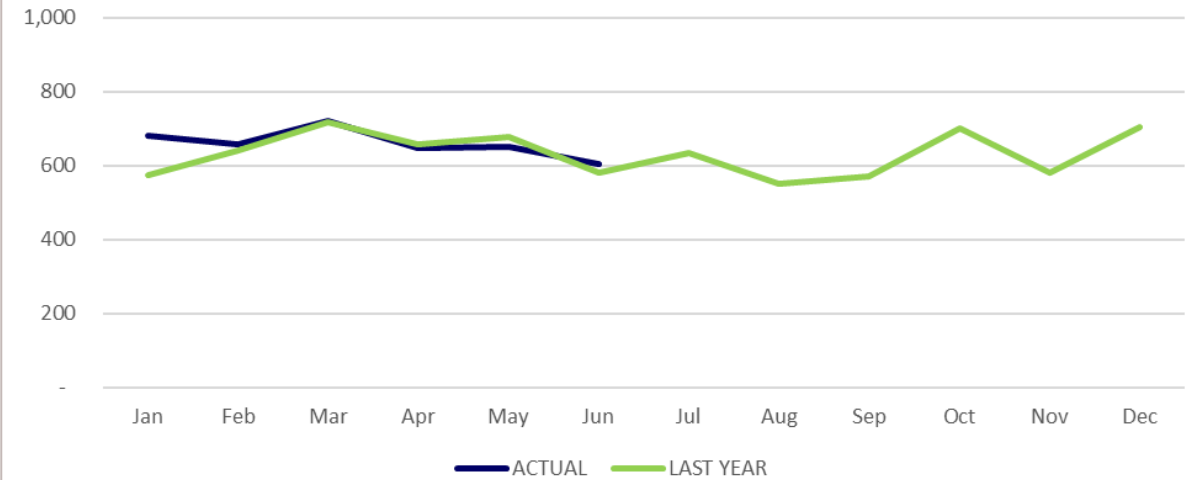
Solar WVO 5 MW: Operation performance



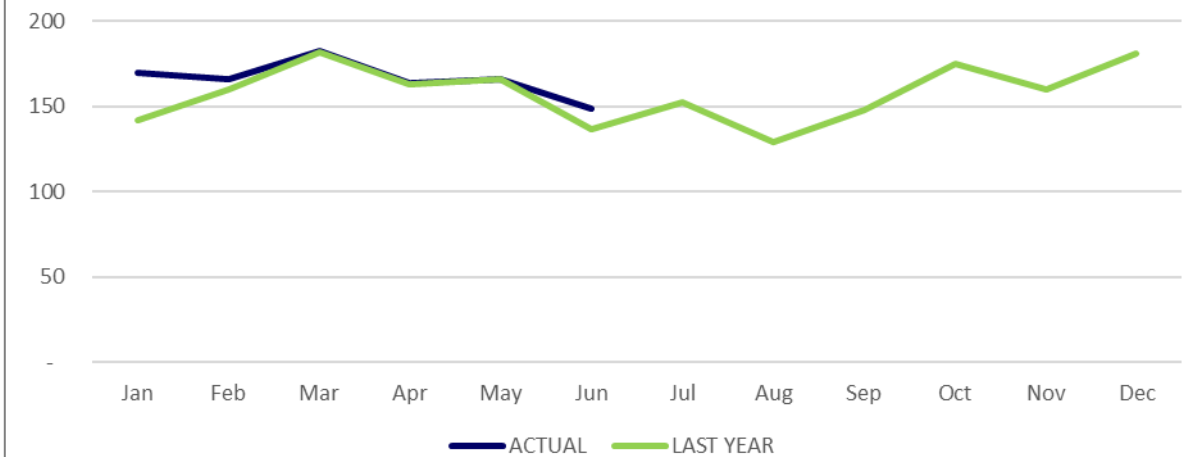
WVO - OPERATION PERFORMANCE



POWER PRODUCTION (MWh)



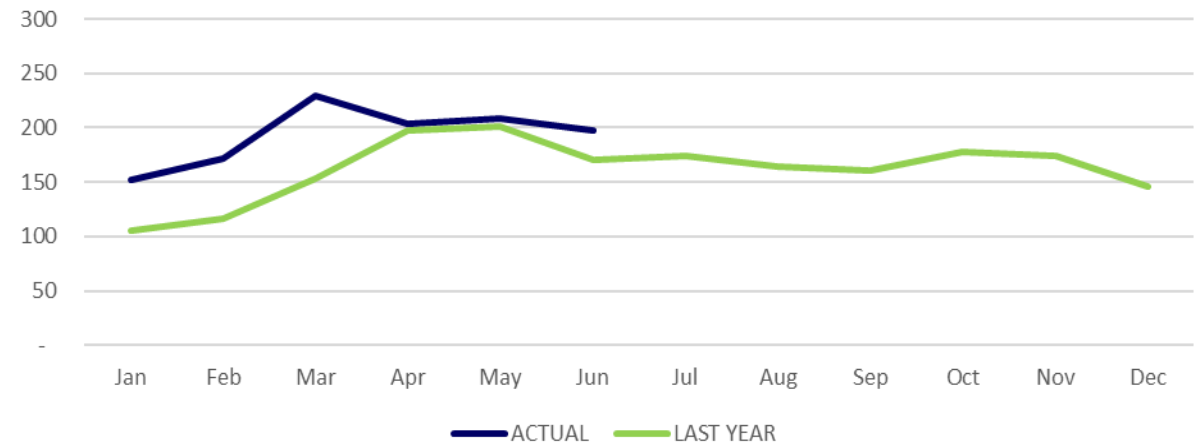
Solar Irradiance (KWh/SQM/Mo)



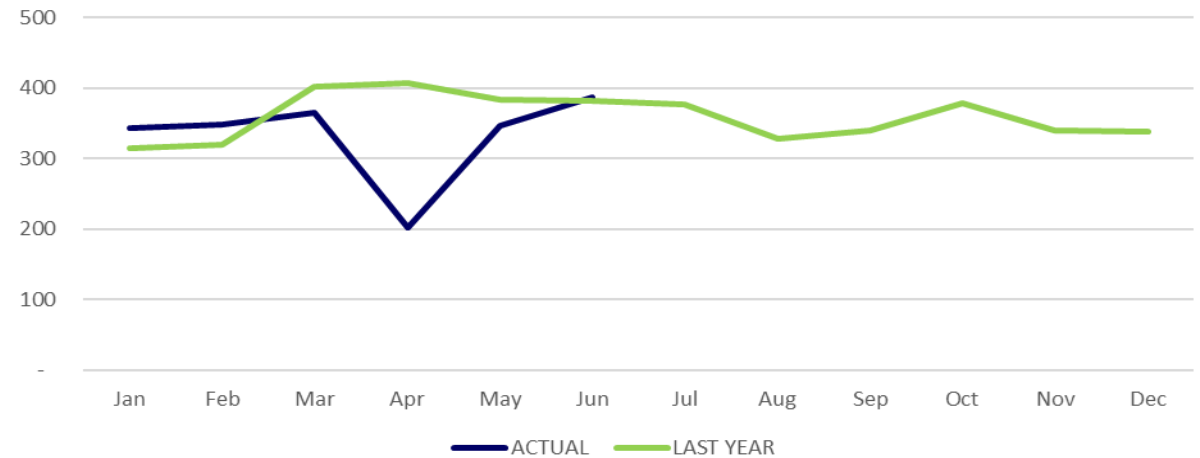
Solar Rooftop projects : Operation performance



POWER PRODUCTION (MWh) - SNNP



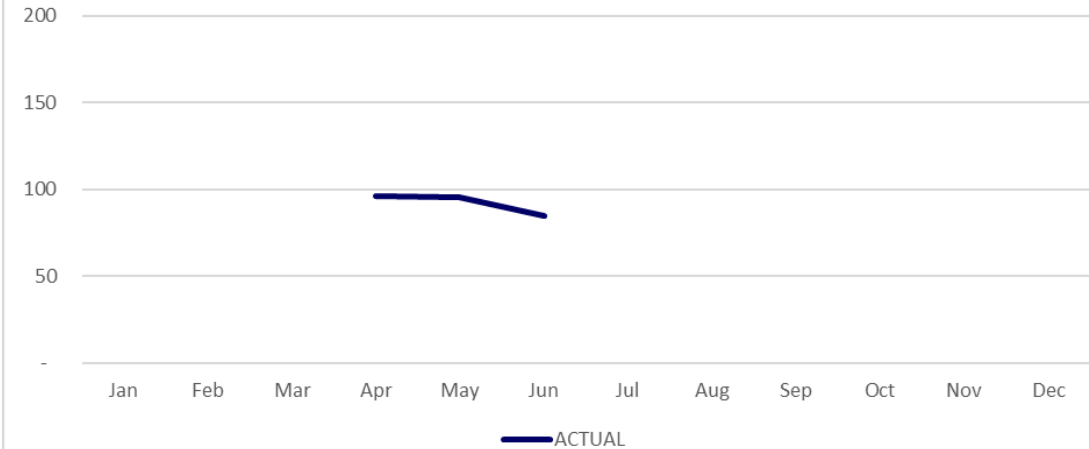
POWER PRODUCTION (MWh) - DoHome



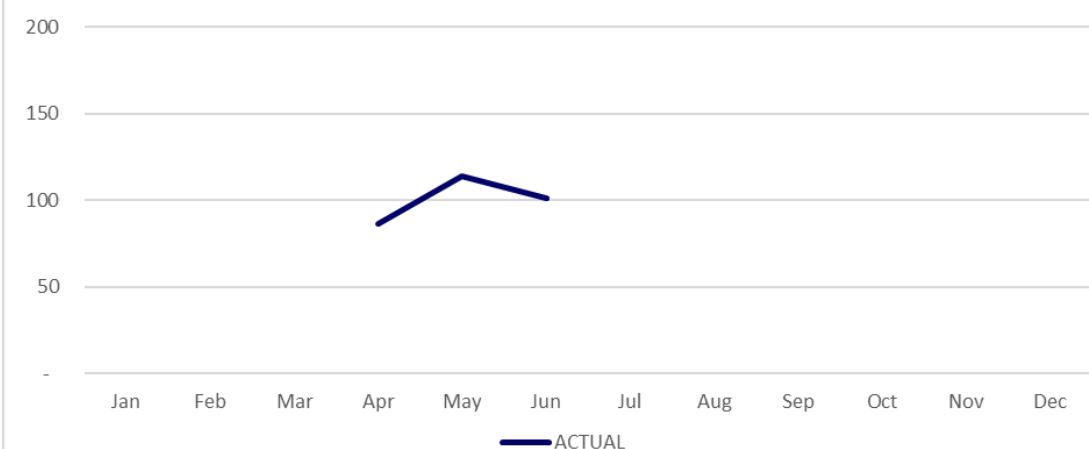
Solar Rooftop projects : Operation performance



POWER PRODUCTION (MWh) - TAPACO



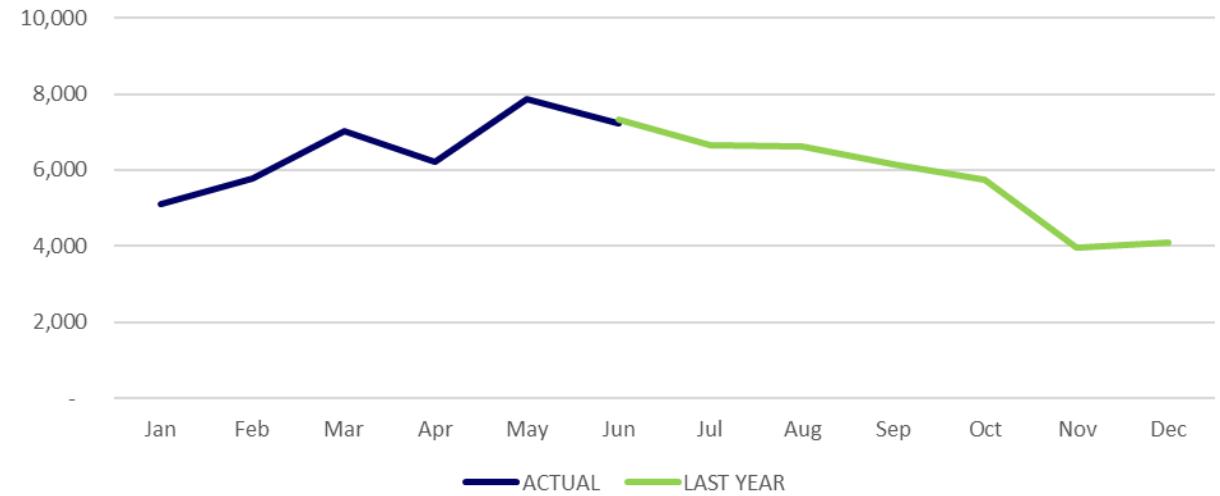
POWER PRODUCTION (MWh) - PRC



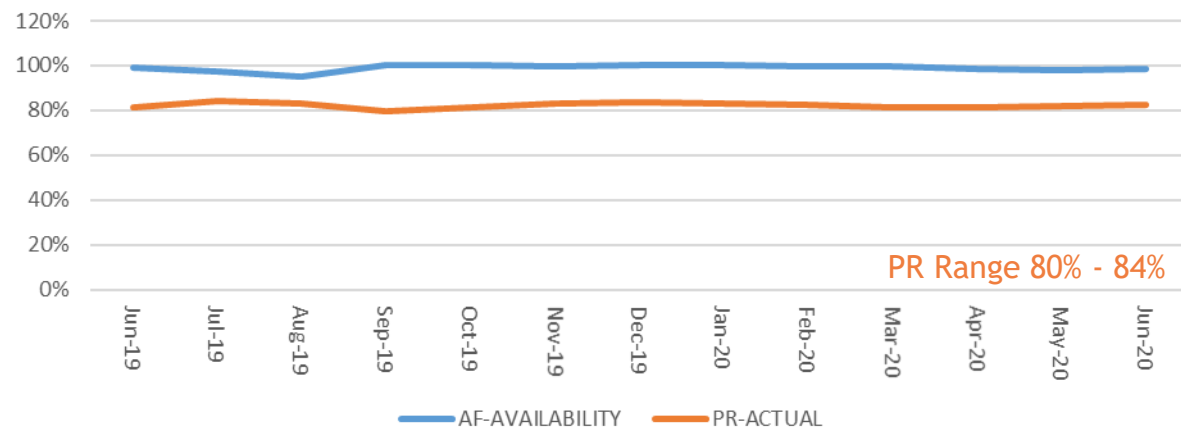
Binh Nguyen Solar (Vietnam) 49.6 MW: Operation performance



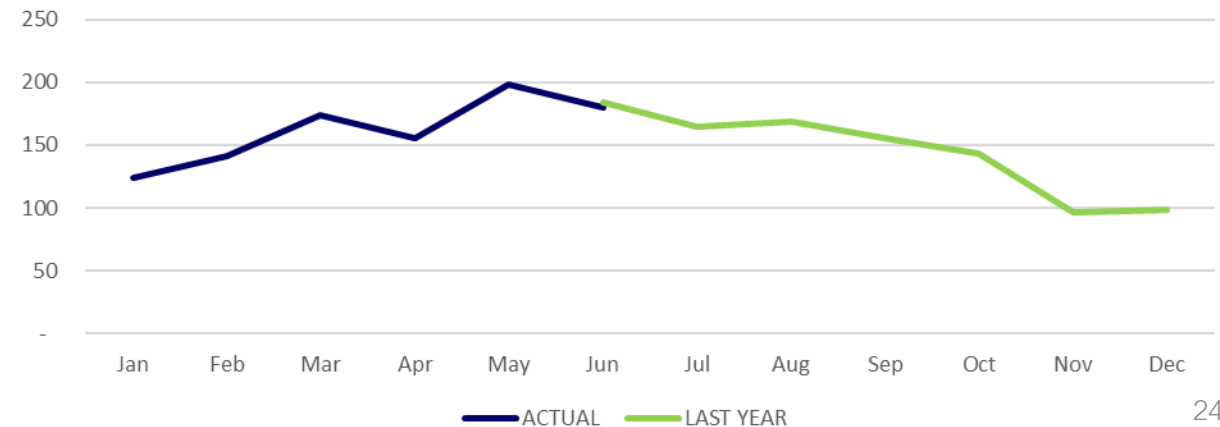
POWER PRODUCTION (MWh)



BINH NGUYEN - OPERATION PERFORMANCE



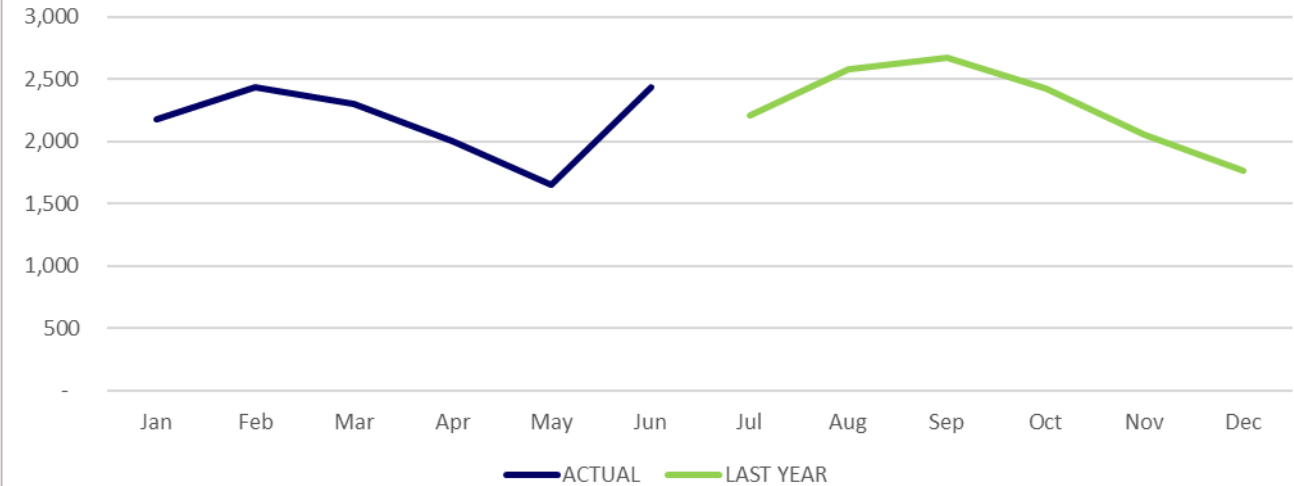
Solar Irradiance (KWh/SQM/Mo)



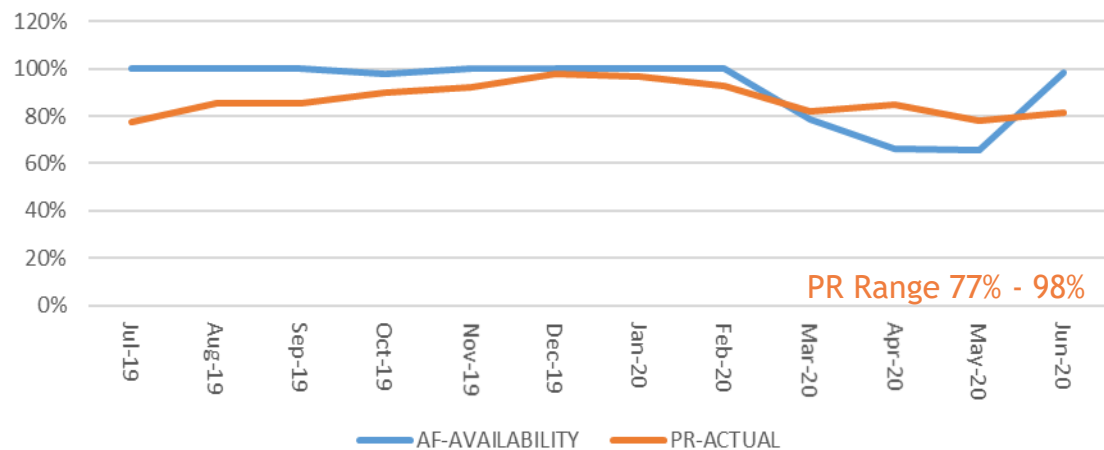
Khunsight Kundi (Mongolia) 16.4 MWp: Operation performance



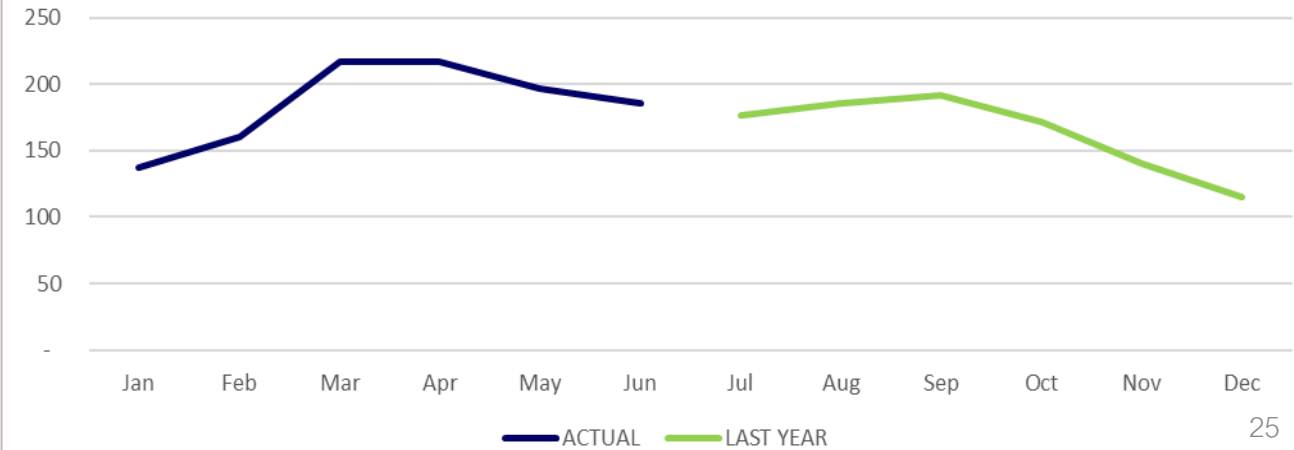
POWER PRODUCTION (MWh)



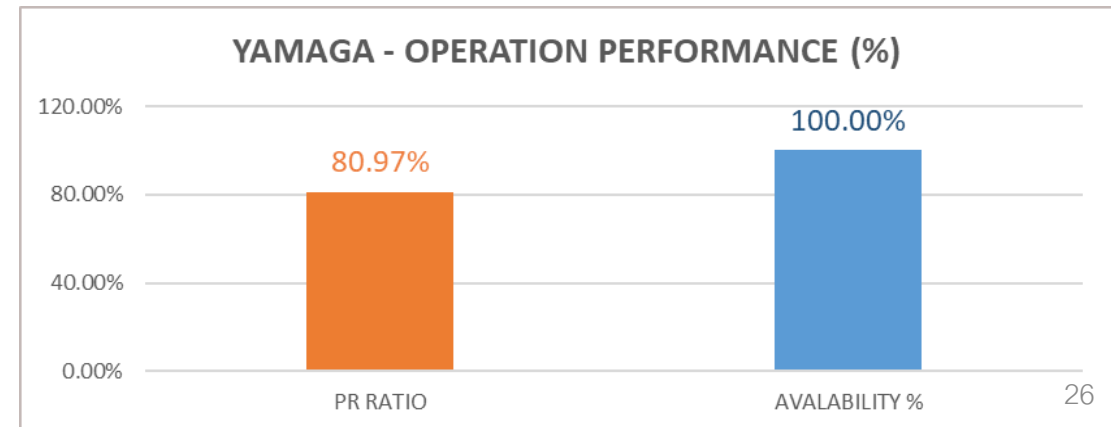
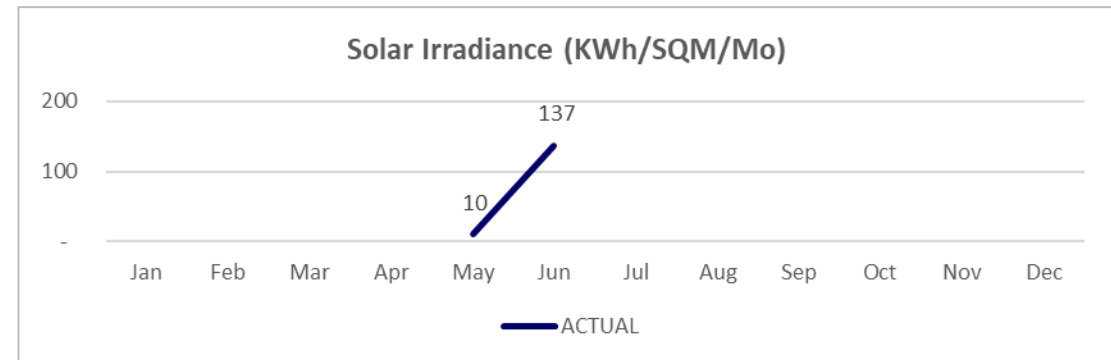
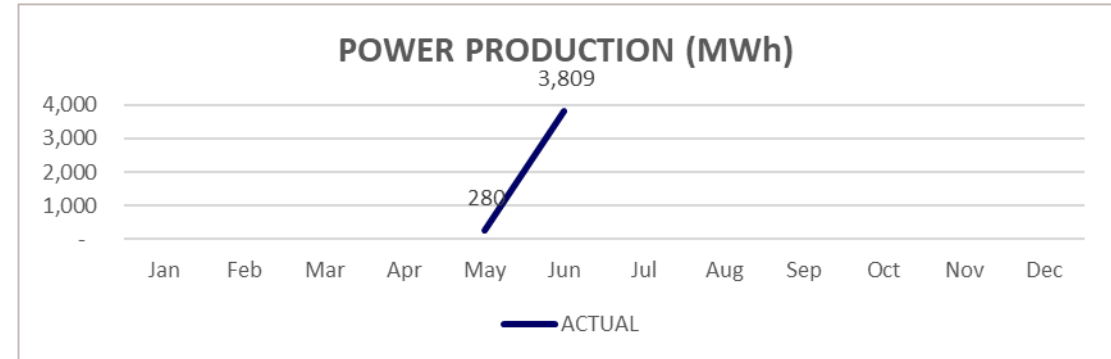
KHUNSIGHT KUNDI - OPERATION PERFORMANCE



Solar Irradiance (KWh/SQM/Mo)

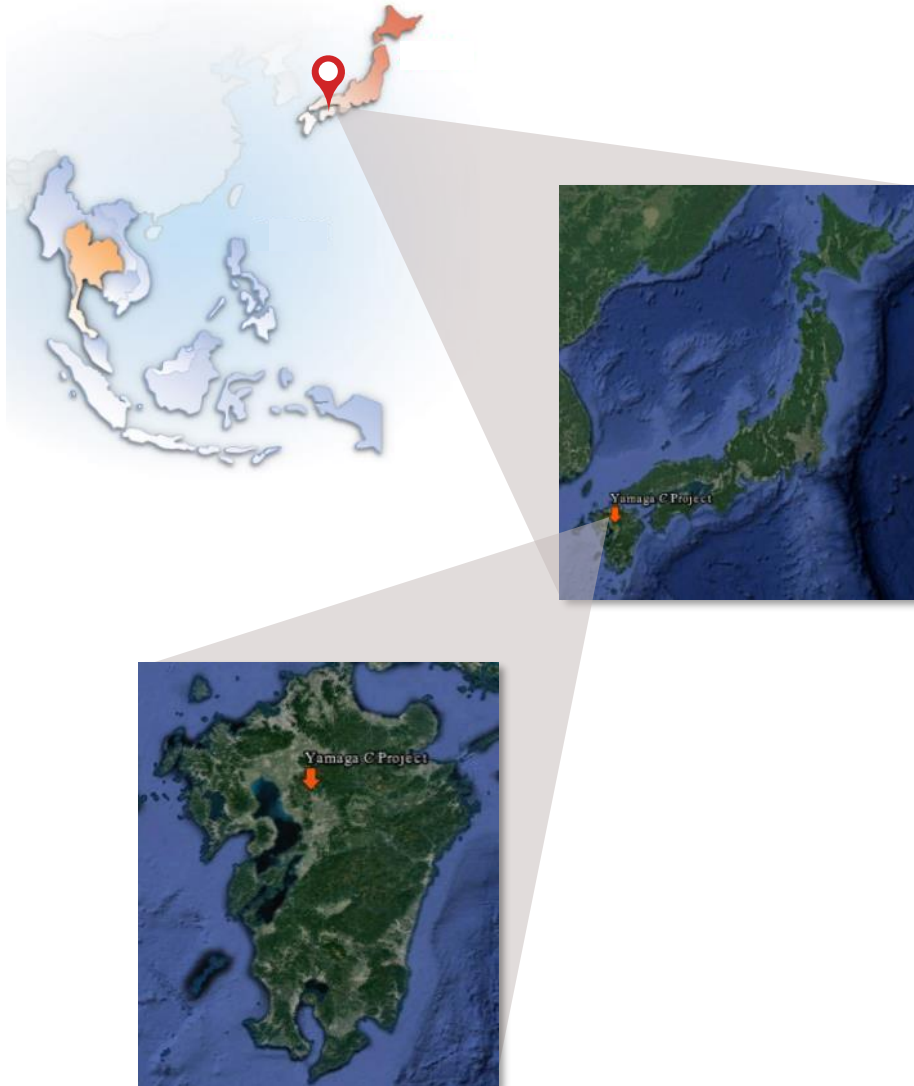


Yamaga 34.5 MW: Operation performance COD: 30 May 2020



Progress Report of Projects under Construction/Development

Project Details: Leo (phase#1) 26 MW:



Project Leo Details

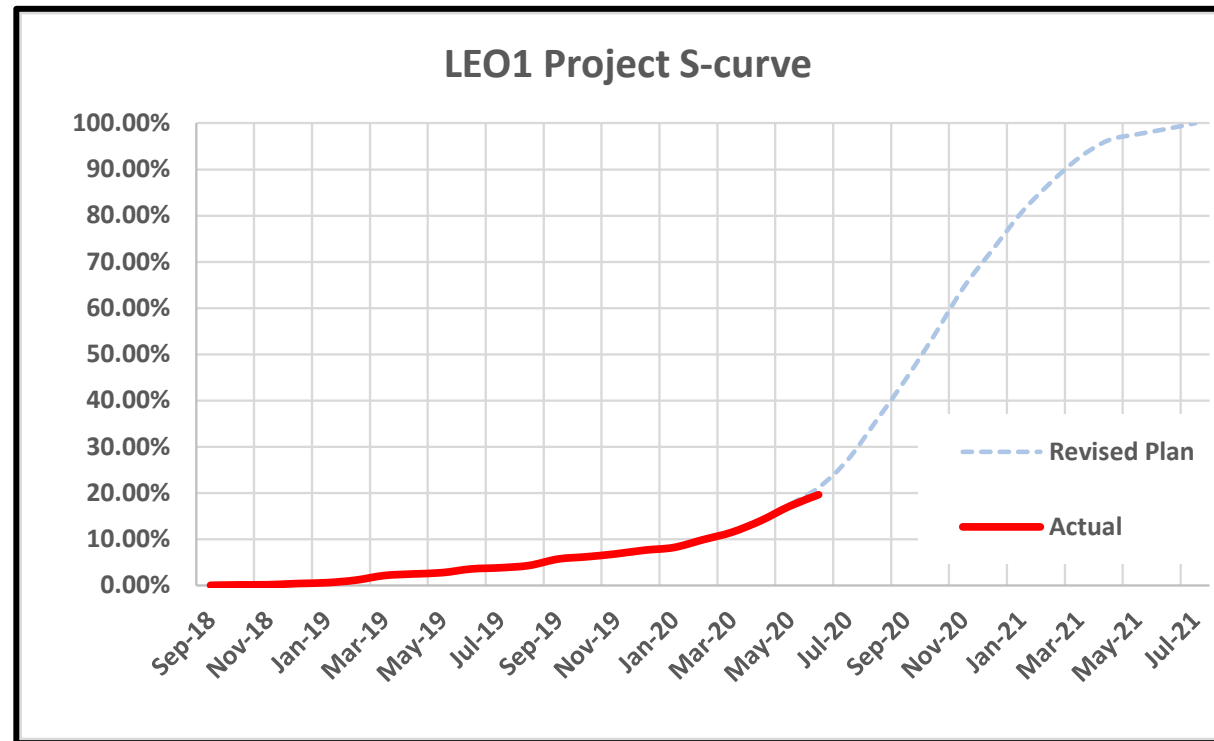
Business Type	: Solar power plant
Project Owner	: Ashita Power 1 (GK Company)
Investment Type	: Through SEG, as TK Investor, under GK-TK Investment Structure
Investment Percentage	: 100.0%
Solar Irradiation*	: 1,413 - 1,460 kWh/sq.m./annum
Location	: Shizuoka, Japan
Installed/PPA MW	: 26/20 MW (Phase#1)
Solar Cell Technology	: Polycrystalline Silicon
Land Details	: 756 rais (surface right)
Project Status	: Under construction (commencement in September 2018)
SCOD date	: End of July-2021
Total Project Cost	: Approximately JPY 13,700.0 mm
Power Purchaser	: Tokyo Electric Power Co., Inc
Purchase Price	: Under FiT Scheme of JPY 36/KWh
Purchase Term	: 20 years
Tax Incentive	GK-TK Structure • TK distribution of GK Company to TK investor can be used as tax deductible expense at GK Company level

*Source: (i) New Energy and Industrial Technology Development Organization
(ii) Power Plant Analysis Report, Mitsui Chemicals Inc.

Leo (phase#1) 26 MWp



As of June-2020



Leo (phase#1) 26 MWp: Construction Progress (Site Preparation)



3 April 2020



ドローンにて撮影 (2020.4.3)

24 April 2020



ドローンにて撮影 (2020.4.24)

Leo (phase#1) 26 MWp: Construction Progress (Site Preparation)

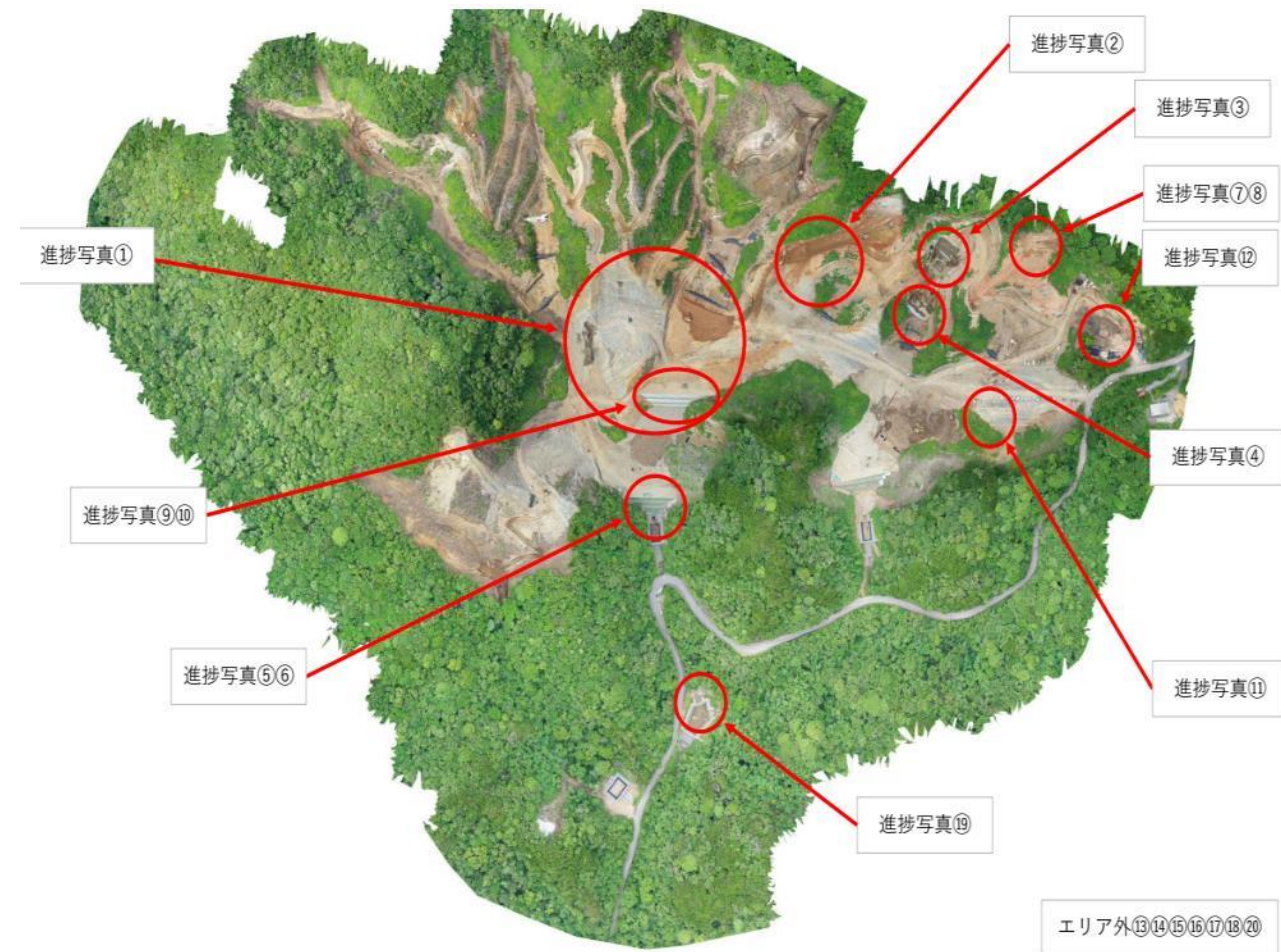


25 May 2020



ドローンにて撮影 (2020.5.25)

24 June 2020



ドローンにて撮影 (2020.6.24)

Leo (phase#1) 26 MWp: Construction Progress (Site Preparation)



As of June 2020

Self-operated distribution line work



Hand-hole Setup



Pipe Laying

Site Preparation



Overview



Earth Cutting



Concrete Work



Concrete Work

Current & Next Progress: Leo (phase#1)

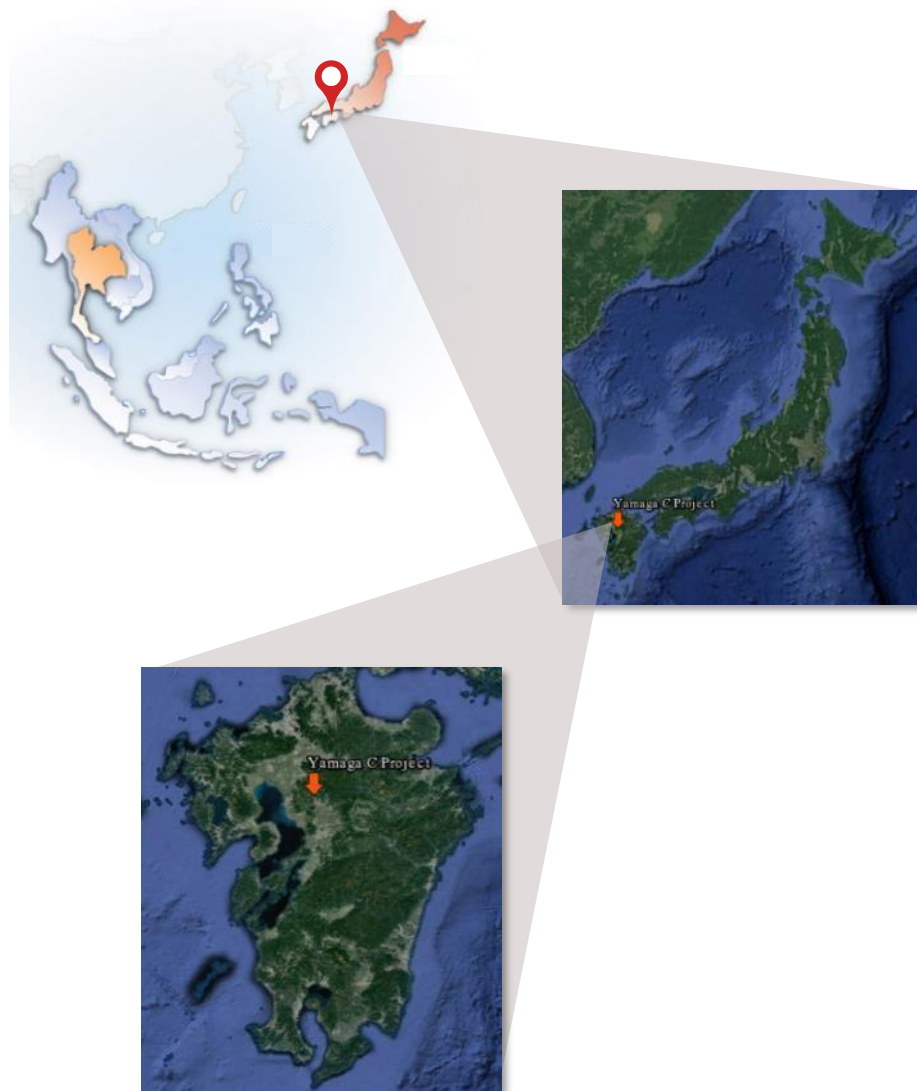
Current Progress (As of June 2020)

Site Preparation	: 31.21% Completed
High-voltage Work	: TBD
Interconnection Substation Work	: TBD
Electrical Work	: TBD
Self-operated Distribution Line Work	: 50.79% Completed
Temporary Facility / Others Works	: 38.45% Completed

Next Progress

Site Preparation	: 43.04%
High-voltage Work	: TBD
Interconnection Substation Work	: TBD
Electrical Work	: 6.73%
Self-operated Distribution Line Work	: 51.72%
Temporary Facility / Others Works	: 44.99%

Project Details: Leo (phase#2) 22 MWp:

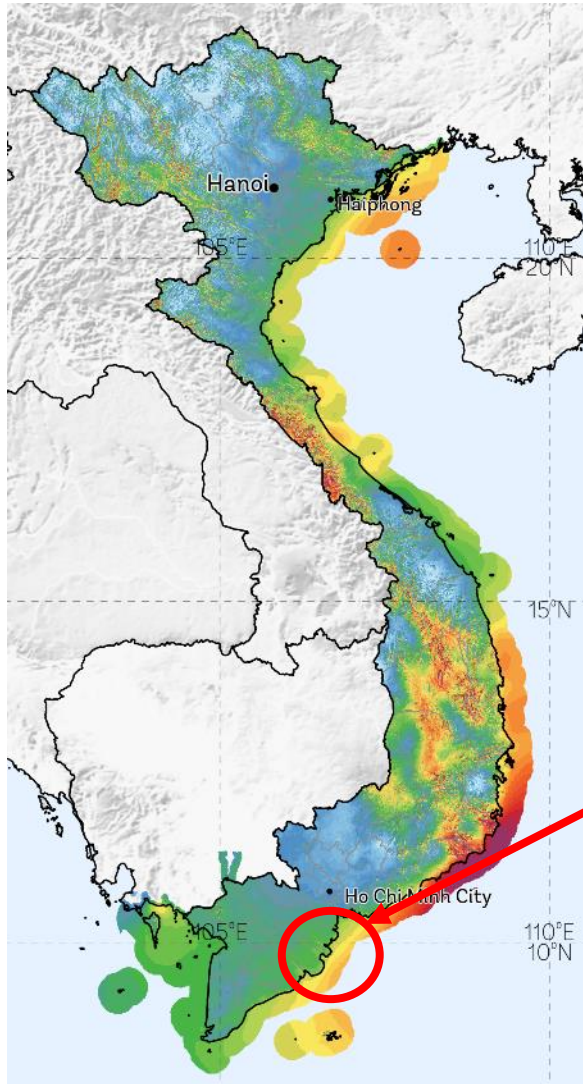


Project Leo Details

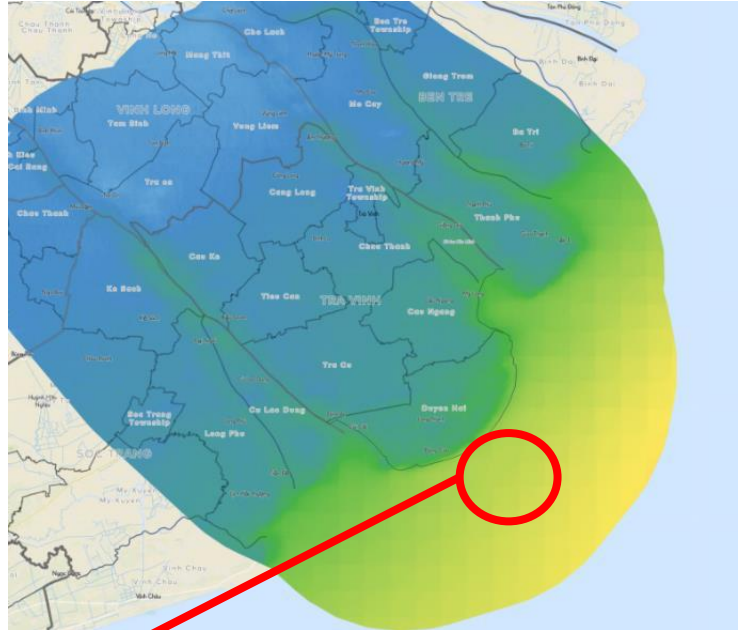
Business Type	: Solar power plant
Project Owner	: Ashita Power 2 (GK Company)
Investment Type	: Through SEG, as TK Investor, under GK-TK Investment Structure
Investment Percentage	: 100.0%
Solar Irradiation*	: 1,413 - 1,460 kWh/sq.m./annum
Location	: Shizuoka, Japan
Installed/PPA MW	: 22/13 MW (Phase#2)
Solar Cell Technology	: Polycrystalline Silicon
Land Details	: Approximately: 750 rais (surface right)
Project Status	: Under Development
Target Financial close	: End of Sep-2020
Target SCOD date	: End of Dec-2022
Power Purchaser	: Tokyo Electric Power Co., Inc
Purchase Price	: Under FiT Scheme of JPY 36/KWh
Purchase Term	: 20 years
Tax Incentive	GK-TK Structure • TK distribution of GK Company to TK investor can be used as tax deductible expense at GK Company level

*Source: (i) New Energy and Industrial Technology Development Organization
(ii) Power Plant Analysis Report, Mitsui Chemicals Inc.

48 MW Wind Project investment in Tra Vinh



Tra Vinh Area

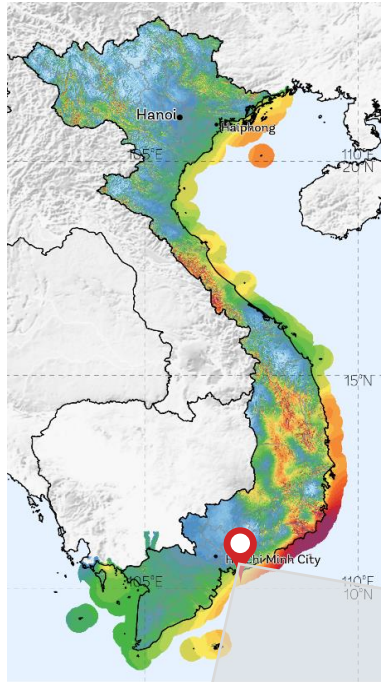


- First wind farm investment opportunity
- One of the best Wind speed area in Vietnam with an attractive FIT at 9.8 us cent/kwh across 20 years.
- Vietnam is a forefront for renewable development and investment since 2018
- Stable outlook of grid capacity and low risk of curtailment
- Enhance earnings and provide a hybrid cash flow (solar + wind)
- Fully supported by Tra Vinh province

Wind Speed@ 50 m - [m/s]

<2.5 2.75 3.00 3.25 3.50 3.75 4.00 4.25 4.50 4.75 5.00 5.25 5.50 5.75 6.00 6.25 6.50 6.75 7.00 7.25 7.50 7.75 8.00 8.25 8.50 8.75 9.00 9.25 9.50 9.75 >9.75

Project Details: 48 MW Wind Farm



Project Details

Business Type	:	Wind Power Plant (Nearshore)
Project Owner	:	Truong Thanh Tra Vinh Wind Power JSC (TTPTV)
Investment Percentage	:	80%
Wind Speed	:	Average 6.8 - 7 m/s (at 100 m)
Location	:	Tra Vinh, Vietnam
PPA Capacity (MW)	:	48 MW
COD date	:	Within 31 October 2021
Project Cost	:	Approximately +/- USD 115 million
Power Purchaser	:	Electricity of Vietnam (EVN)
Purchase Price	:	Under FiT Scheme of USD 0.098/KWh
Purchase Term	:	20 years

Key Milestone	Details	Status
JDA	SSP and TTVN	Engaged <input checked="" type="checkbox"/>
Power Purchase Agreement	Truong Thanh Tra Vinh Wind Power JSC (TTPTV) and EVN	Engaged <input checked="" type="checkbox"/>
Sea surface agreement	TTPTV Tra Vinh and Local Government	Engaged <input checked="" type="checkbox"/>
EPC Agreement	Power China	Engaged <input checked="" type="checkbox"/>
O&M Contractor	Gold Wind	On Process <input type="checkbox"/>
NTP	August, 2020	On Process <input type="checkbox"/>

Progress of 48 MW Wind Farm

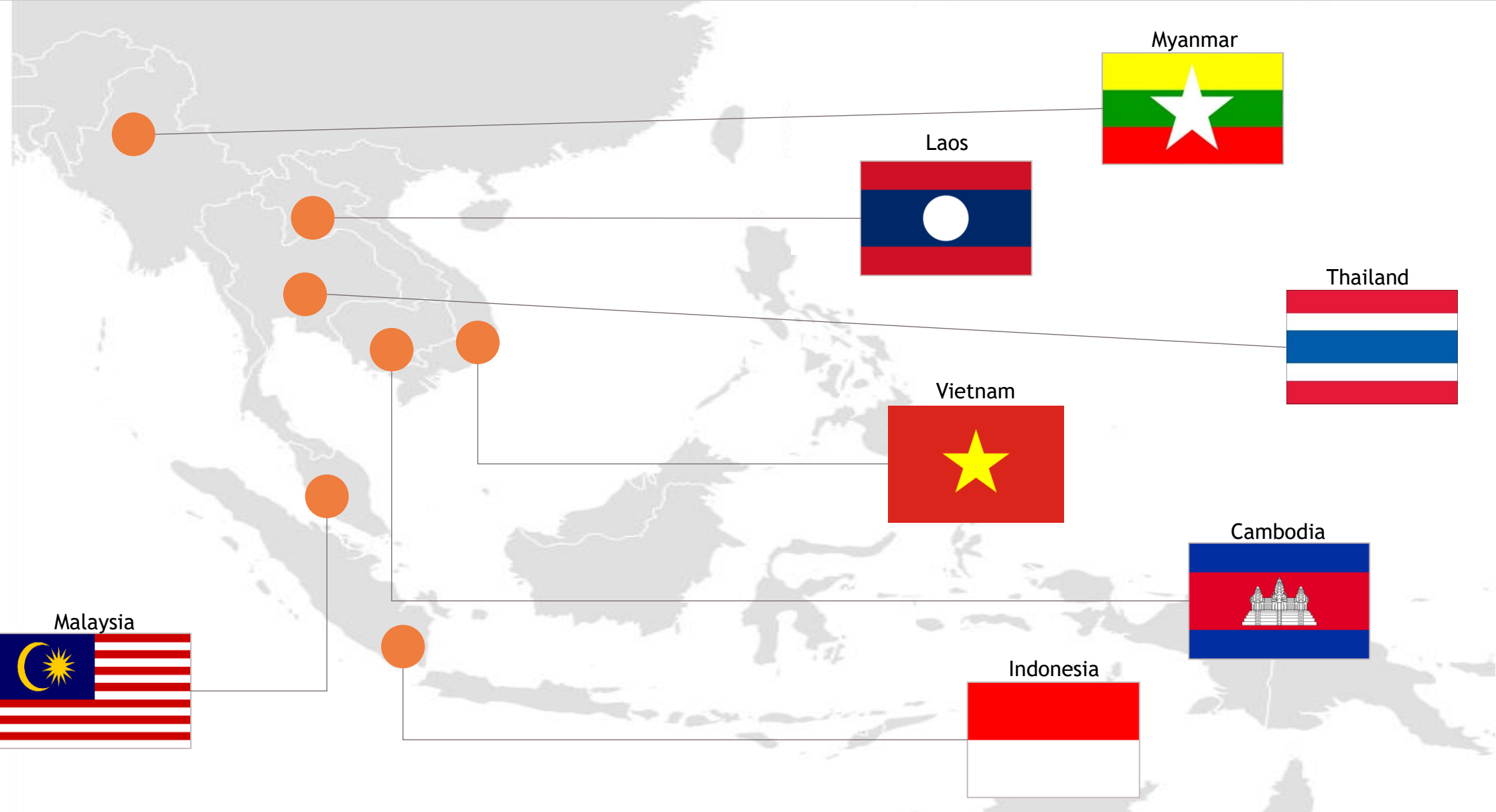


the groundbreaking of V1-2 wind power project with a capacity of 48 MW on August 14th

Tentative Timeline

Item	Finish Date	Year 2020						Year 2021											
		7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
UXO Work and Mine Clearance																			
UXO for turbine and substation	Completed	▼																	
EPC Construction																			
Contract Signing and Notice to Proceed	July 18, 2020	▼																	
Early Work and Engineering	December 24, 2020																		
Procurement Work and Turbine Delivery	June 29, 2021																		
Construction and Installation	September 2, 2021																		
Commisioning and COD	October 15, 2021																		
Substation Land Acquisition																			
Land Compensation Agreement	Completed	▼																	
Land Handover	September 30, 2020																		
Substation and Transmission Line Work																			
Construction Work	June 30, 2021																		
Commisioning Work	July 31, 2021																		
Owner Engineer and Construction Management																			
Engagement and Contract	Completed	▼																	
Document Review and Construction Inspection	October 15, 2021																		

Future Opportunity



Q&A

