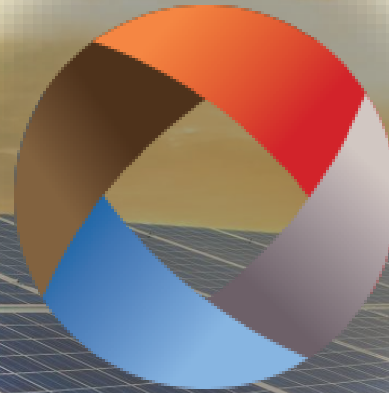


Sermsang Power Corporation

Public Company Limited

Opportunity Day
Results of 3Q23

23 Nov 2023



SERMSANG
POWER CORPORATION

Agenda



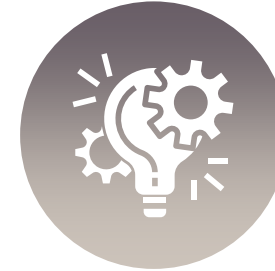
Company
Overview



Financial
Performance



Operation
Performance



Projects
Update

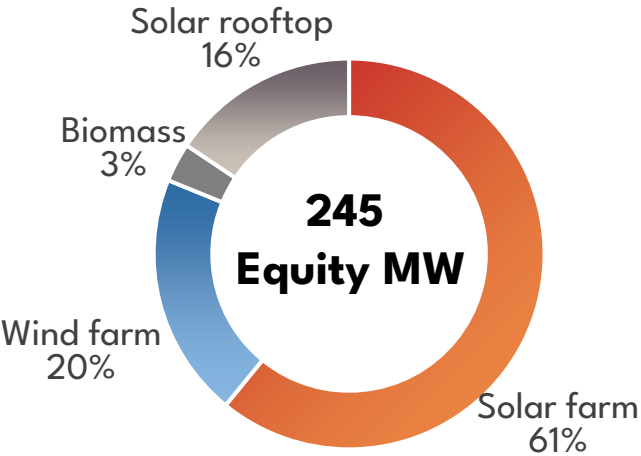


Future
Opportunity





Company Overview

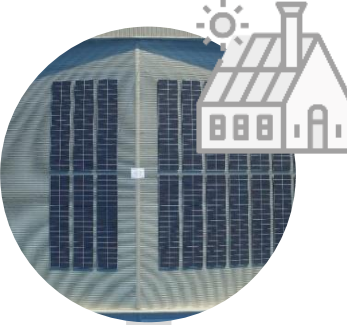


Solar



Operating Project	7
Country	
PPA Equity MW	149.3

Solar rooftop



Operating Project	100
Country	
PPA Equity MW	38.3

Wind



Operating Project	2
Country	
PPA Equity MW	49.7

Biomass



Operating Project	1
Country	
PPA Equity MW	7.9

KEY HIGHLIGHTS 9M23



Even Hikada divestment in Jun 2022, new projects offset some of its contribution- **full period profit sharing** from Winchai and **purchase 13% of TTQN**



CG 4 stars
for the year 2023 organized by the Thai Institute of Directors Association (IOD)



Revenue was **2,333.9 MB** (-3.5%YoY), from no Hidaka and lower performance in Japan, however SPN and TTTV has better performance from last year



BOD approve to **invest in Winchai** equivalent to 75% with a total investment value of not exceeding 2,322 MB



However, **core operating EBITDA** slightly decreased 2.5%YoY and **COP** decreased 17.0%YoY from finance cost and tax expense



Additionally **invested in Nova 9.36%** (181.3 MB) increased from 9.67% to **19.02%**





Financial Performance



KEY HIGHLIGHTS



Consolidated Financial Statement (unit:MB)	3Q22	2Q23	3Q23	QoQ	YoY	9M22	9M23	YoY
Total Revenues	807.1	783.3	830.4	6.0%	2.9%	2,841.2	2,390.8	(15.9)%
Revenue from sales and services	739.9	762.1	810.5	6.3%	9.5%	2,419.6	2,333.9	(3.5)%
EBITDA	590.5	603.5	612.8	1.5%	3.8%	2,264.3	1,870.7	(17.4)%
Core operating EBITDA	592.0	605.5	620.4	2.5%	4.8%	1,934.9	1,886.8	(2.5)%
Net Profit (to SSP's Shareholders)	263.8	228.1	218.7	(4.1)%	(17.1)%	1,161.7	686.5	(40.9)%
Core Operating Profit	254.7	225.4	221.5	(1.7)%	(13.0)%	839.4	696.8	(17.0)%
EBITDA margin (%)	73.2%	77.0%	73.8%			79.7%	78.2%	
Core operating EBITDA margin (%)	80.0%	79.4%	76.5%			80.0%	80.8%	
Net Profit Margin (%)	32.7%	29.1%	26.3%			40.9%	28.7%	
Core Operating Profit Margin (%)	34.4%	29.6%	27.3%			34.7%	29.9%	

9M23 Business Highlights



No revenues from Hidaka after its divestment in 2Q22 although increase from Winchai profit sharing (Jan-Feb'23)



However, COP decreased from finance cost and tax provision increased



For existing project

SPN revenues +10.9% from Ft rate increased

Japan project revenues -17.9% from lower production and Fx

Winchai profit sharing +239.7% from higher wind speed YoY and Ft rate increased



Electricity sales (MWh)



PPA eMW +13.2 YoY (Exc. Winchai)

- Purchased shares of TTQN from 87.0% to 100% in Apr'23 (+5.2 YoY eMW)
- Solar rooftop of Indonesia +7.4 YoY eMW
- Solar rooftop of Thailand +0.6 YoY eMW



Electricity sales +10.0%YoY

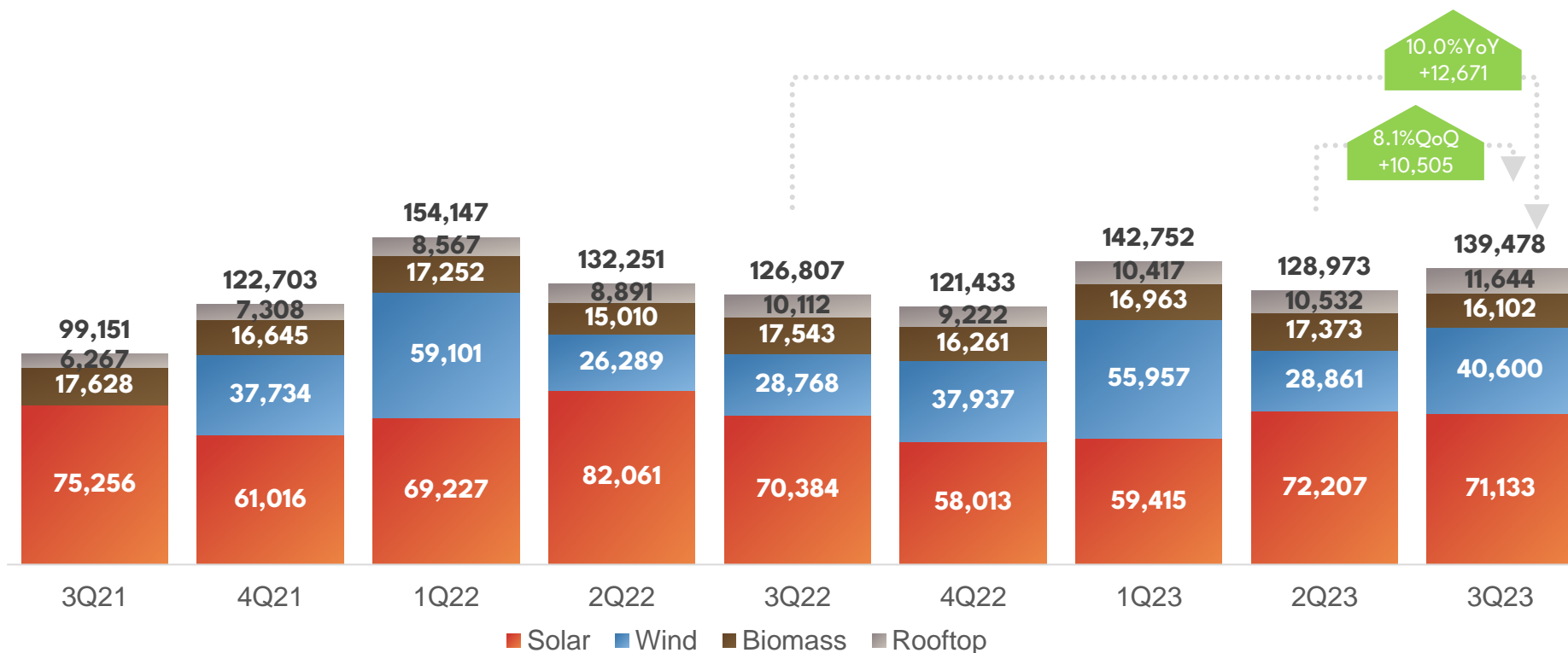
- Solar: +1.1%YoY mainly from better solar irradiance
- Wind: +41.1%YoY from better wind speed
- Biomass: -8.2%YoY from maintenance shutdown
- Rooftop: +15.2%YoY from new project in Indonesia

PPA eMW +3.5 QoQ (Exc. Winchai)

- Solar rooftop of Indonesia +3.3 QoQ eMW
- Solar rooftop of Thailand +0.2 YoY eMW

Electricity sales +8.1%QoQ

- Solar: -1.5%QoQ mainly from seasonal
- Wind: +40.7%QoQ from seasonal
- Biomass: -7.3%QoQ from maintenance shutdown
- Rooftop: +10.6%QoQ new project in Indonesia



“Diversification in renewable sources induce a smooth electricity production quarterly and risk management from nature and seasonal”

Electricity sales (MWh)



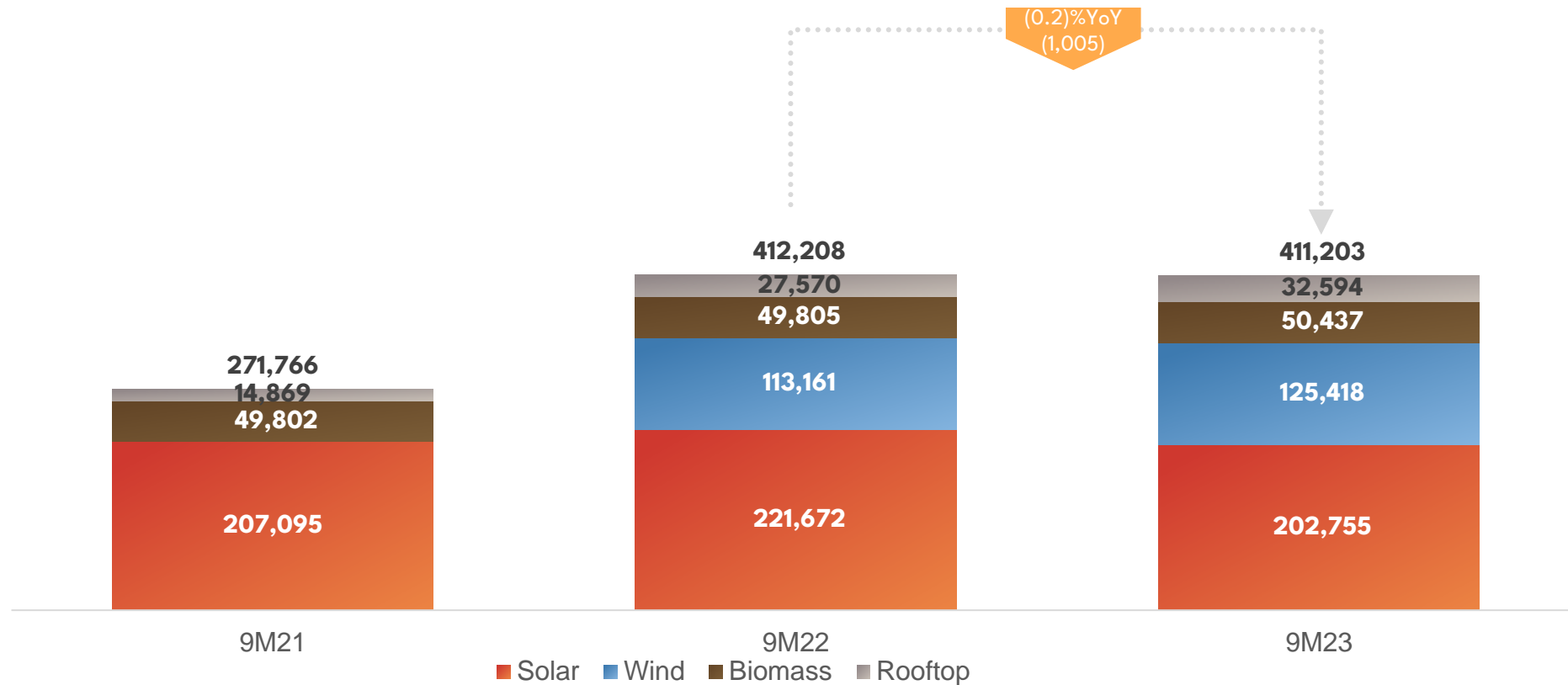
PPA eMW -1.6 YoY (Exc. Winchai)

- Purchased shares of TTQN from 87.0% to 100% in Apr'23 (+5.2 YoY eMW)
- Solar rooftop of Indonesia +7.4 YoY eMW
- Solar rooftop of Thailand +0.6 YoY eMW
- Divestment Hidaka -14.8 YoY eMW



Electricity sales -0.2% YoY

Solar: -8.5%YoY mainly from Hidaka (10,975 MWh)
Wind: +10.8%YoY from better wind speed
Biomass: +1.3%YoY
Rooftop: +18.2%YoY from new project in Indonesia





Revenue from sales and services

3Q23



Revenue from sales and services increased 6.3%QoQ and 9.5%YoY, mainly from better performance of wind farm in Thailand and Vietnam, EPC project increased while biomass decreased from annual maintenance in 3Q23

(Unit: MB)	3Q22	2Q23	3Q23	QoQ	YoY
Solar	534.5	551.6	530.3	(3.9)%	(0.8)%
Wind	101.5	99.4	139.5	40.4%	37.5%
Biomass	80.4	80.7	74.3	(7.9)%	(7.6)%
Rooftop	22.7	24.8	25.3	2.0%	11.1%
Revenue from sales	739.1	756.4	769.4	1.7%	4.1%
Revenue from services and other products	0.8	5.7	41.1	626.6%	4,989.9%
Total	739.9	762.1	810.5	6.3%	9.5%

9M23



Revenue from sales and services decreased 3.5%YoY cause by weakening performance from solar farm in Japan and no contribution from Hidaka(6M22 revenue 118.9 MB).

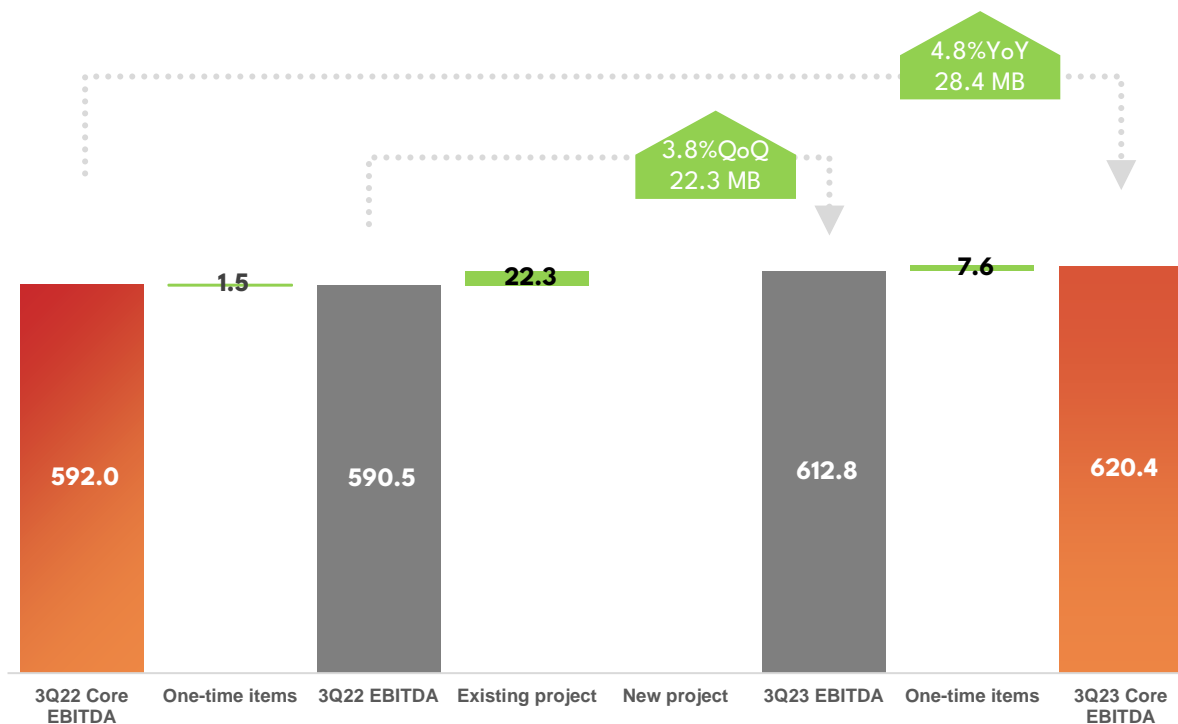
(Unit: MB)	9M22	9M23	YoY
Solar	1,729.5	1,555.3	(10.1)%
Wind	379.1	420.9	11.0%
Biomass	228.3	233.6	2.3%
Rooftop	60.2	74.2	23.3%
Revenue from sales	2,397.1	2,284.0	(4.7)%
Revenue from services and other products	22.5	49.9	120.8%
Total	2,419.6	2,333.9	(3.5)%

3Q23 vs 3Q22

EBITDA



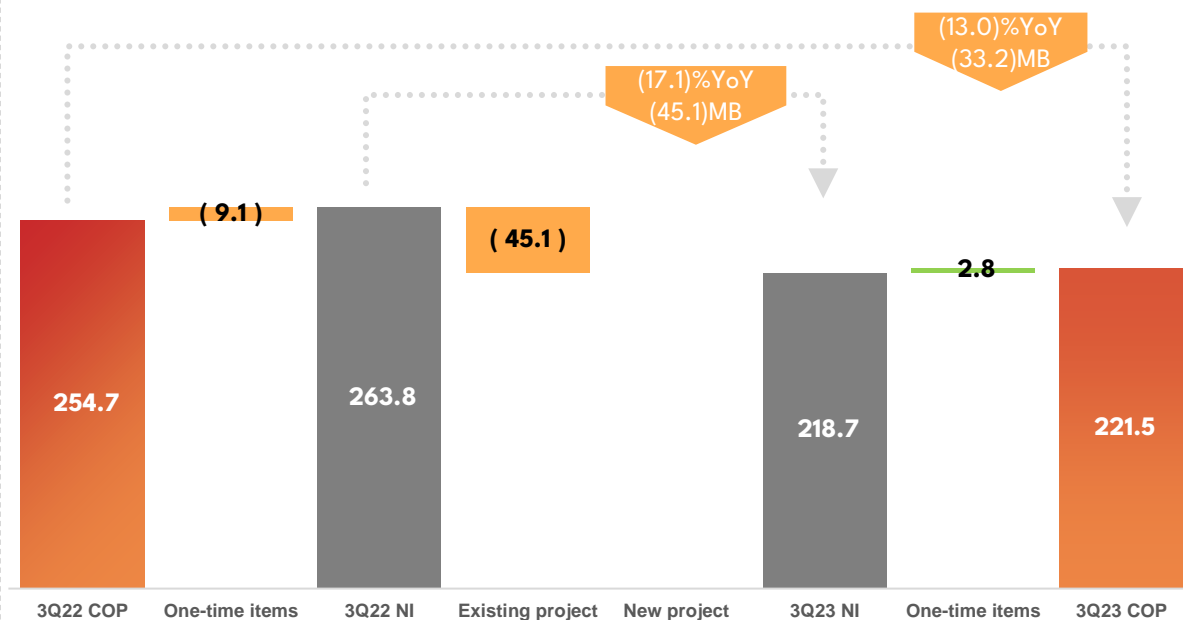
- +Winchai 13.6 MB
- +TTTV +41.2MB higher production
- +UPT +2.5MB from shorten plant shutdown in 2023
- solar 43.3 MB from lower performance of Japan group



Net profit to SSP



Mainly from Finance cost and Tax provision increased

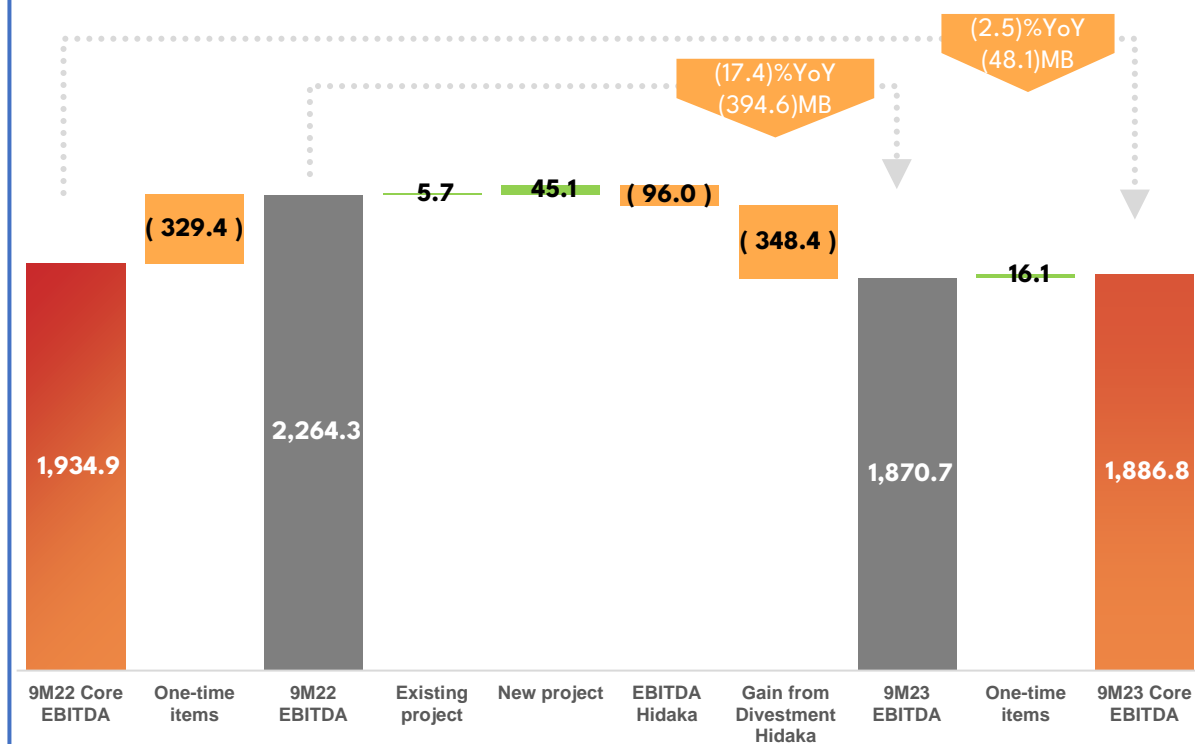


9M23 vs 9M22

EBITDA

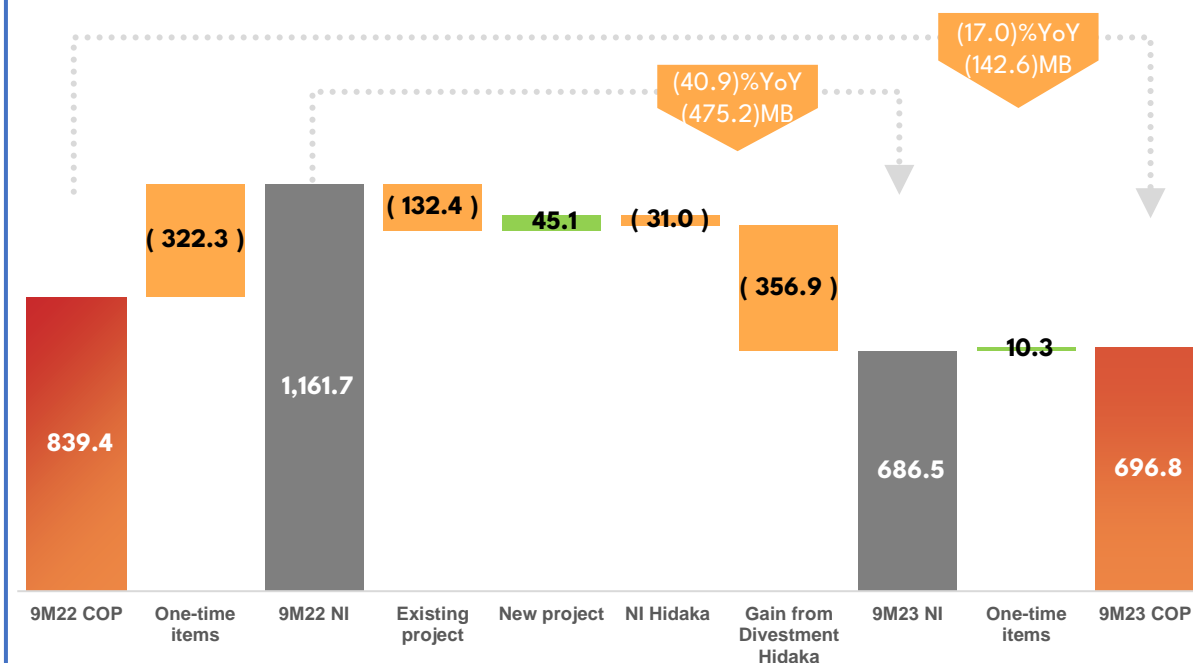
SPN avg. Ft rate increase from 0.6075 to 0.9220
No record from Hidaka, Japan solar power production decrease and avg. JPY depreciate 0.27 to 0.25 per Baht

Full period recognition from share of profit from Winchai



Net profit to SSP

Mainly from Finance cost and Tax provision increased

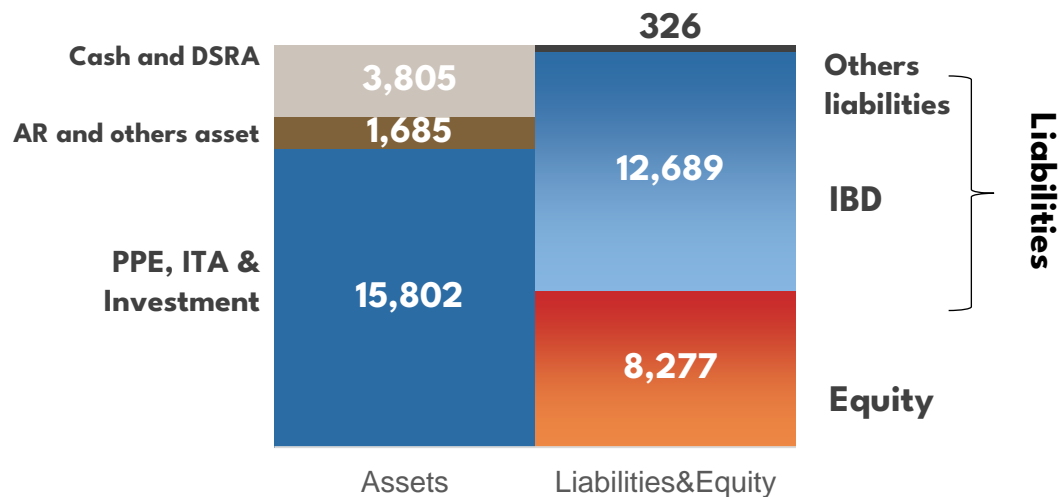


Balance Sheet

Balance sheet (Unit: MB)

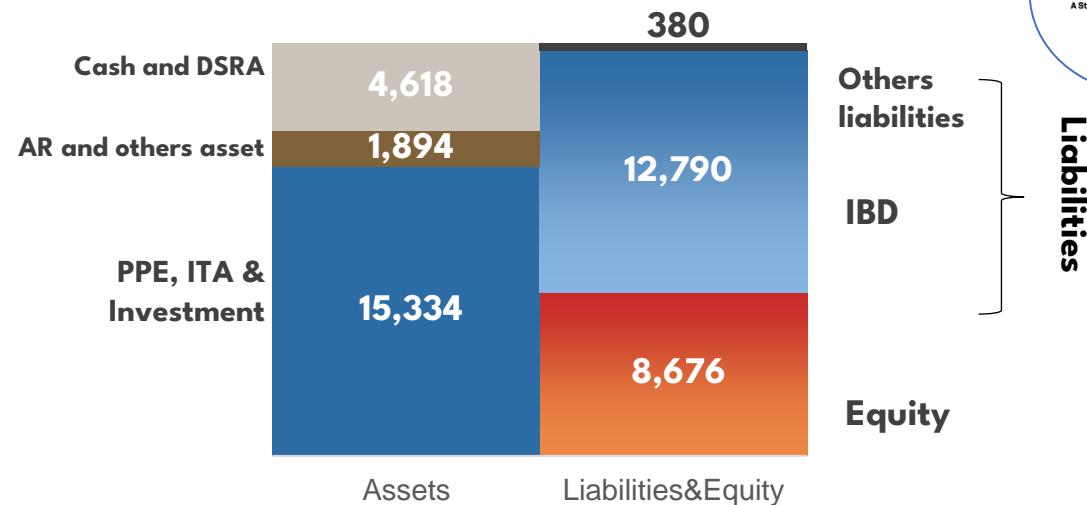
31 Dec 22

Total asset 21,292



30 Sep 23

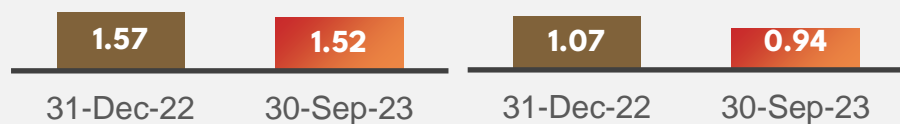
Total asset 21,846



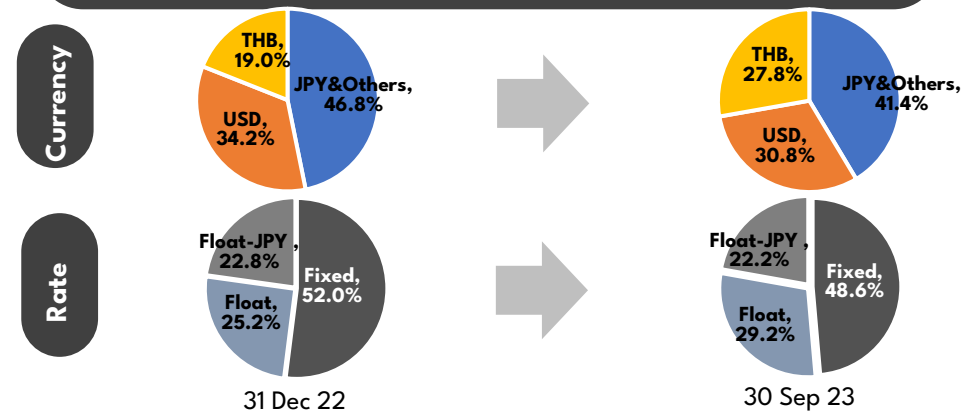
Leverage ratio

DE ratio

Net IBD to equity



Interest bearing debt by





Operation Performance

Average Solar Irradiance & Wind Speed

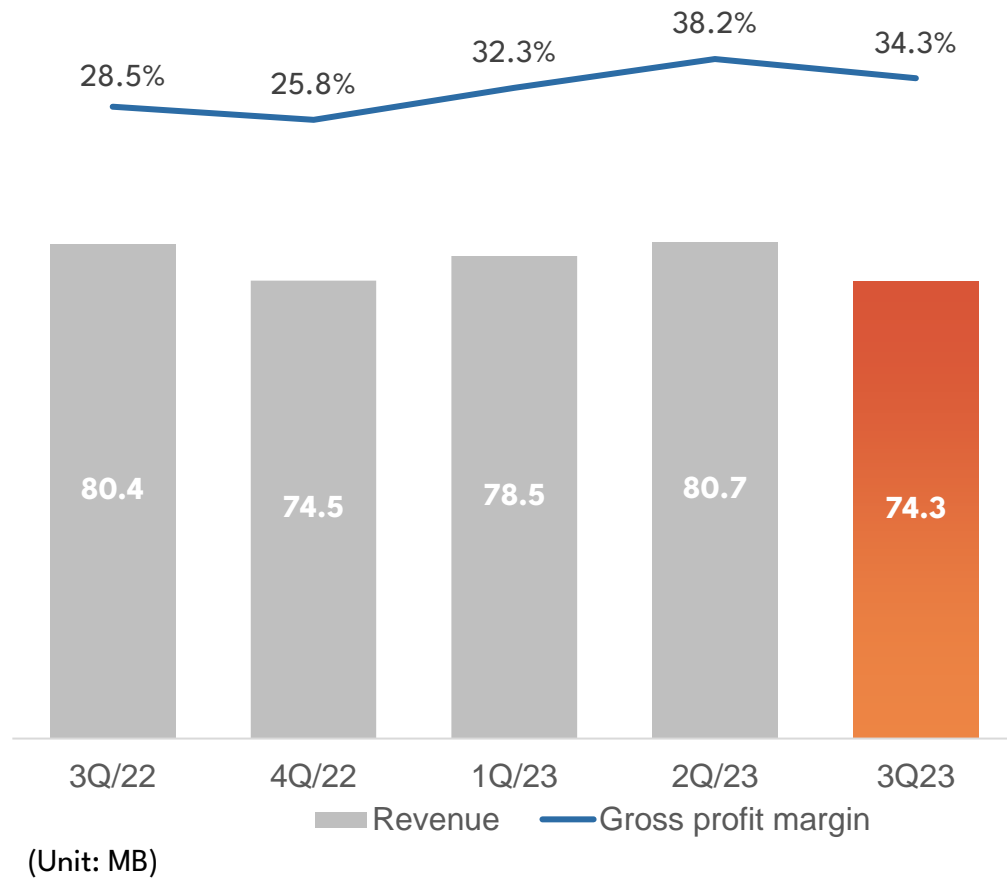
Average Solar Irradiance	3Q23	2Q23	1Q23	4Q22	3Q22	9M23	9M22	CHANGE(%)		
(KWh / Sqm / month)								QoQ	YoY	YTD
SPN	154	178	168	163	150	166	159	(13)%	3%	4%
WVO	142	159	167	145	141	156	154	(10)%	1%	1%
Hidaka	-	-	-	-	-	-	129	-	-	(100)%
Zouen	130	133	104	106	129	122	125	(3)%	0%	(3)%
Yamaga	154	151	113	113	152	139	143	2%	1%	(3)%
Leo	149	131	113	107	134	131	131	14%	12%	0%
TTQN	174	178	121	102	165	157	157	(2)%	5%	0%
Mongolia	175	194	176	126	185	183	184	(10)%	(5)%	0%

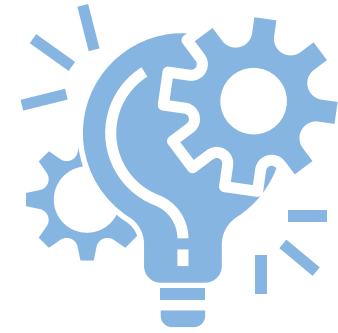
Average Wind Speed	3Q23	2Q23	1Q23	4Q22	3Q22	9M23	9M22	CHANGE(%)		
(m / s / month)								QoQ	YoY	YTD
TTTV	6.4	5.5	7.9	6.1	5.7	6.6	6.6	16%	11%	0%

Production

Production (MWh)	3Q23	2Q23	1Q23	4Q22	3Q22	9M23	9M22	CHANGE(%)		
								QoQ	YoY	YTD
SPN	20,018	23,135	20,625	20,085	19,848	63,778	62,780	(14)%	(1)%	2%
WVO	1,746	1,897	1,969	1,698	1,713	5,612	5,476	(8)%	2%	3%
Hidaka	-	-	-	-	-	-	10,975	-	-	-100%
Zouen	2,508	2,000	1,775	2,101	2,669	6,283	7,633	25%	(6)%	(18)%
Yamaga	12,091	9,064	7,925	9,348	12,291	29,080	35,022	33%	(2)%	(17)%
Leo1	9,938	9,130	7,703	7,536	9,067	26,772	27,241	9%	10%	(2)%
TTQN	19,483	20,404	13,759	11,181	19,449	53,646	55,008	(5)%	0.2%	(3)%
Mongolia	5,349	6,576	5,659	6,064	5,347	17,584	17,537	(19)%	0%	0.3%
Rooftop TH	2,580	2,852	2,573	2,054	2,479	7,996	7,372	(10)%	4%	9%
Rooftop ID	9,064	9,064	7,852	7,169	7,633	24,598	20,198	18%	19%	22%
UPT	16,102	17,373	16,963	16,261	17,543	50,437	49,805	(7)%	(8)%	1%
TTTV	40,600	28,861	56,362	37,936	28,768	125,418	113,161	41%	41%	11%
Total	139,478	128,973	143,165	121,433	126,807	411,203	412,208	8%	10%	(0.2)%

UPT revenue and gross profit margin





Project update

Project Details: Leo (phase#2) 17.0 MW

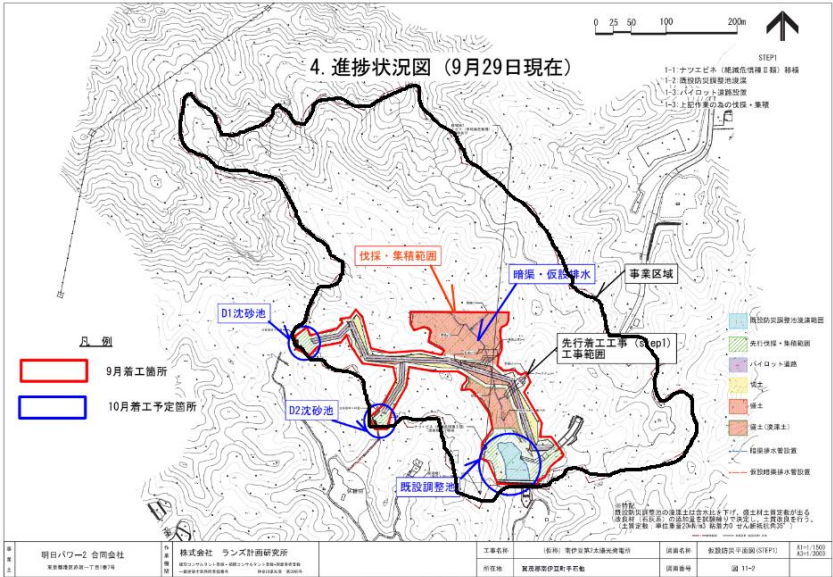
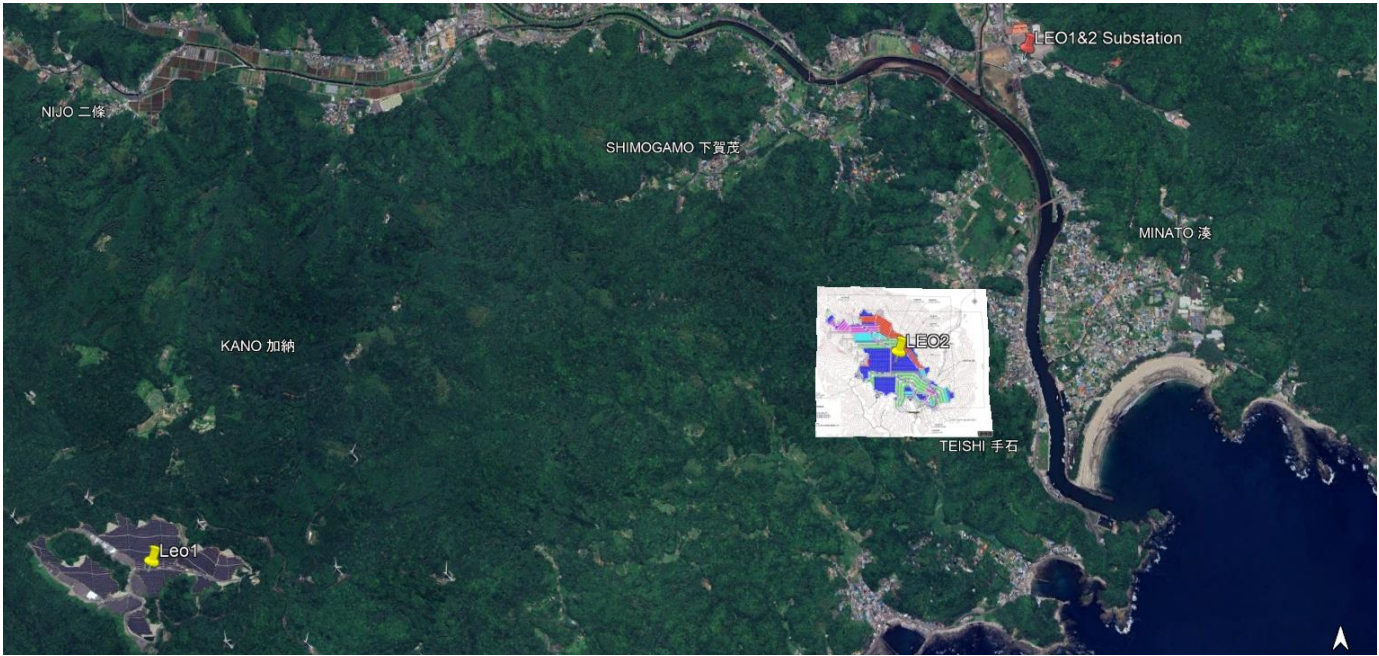
Project Leo Details

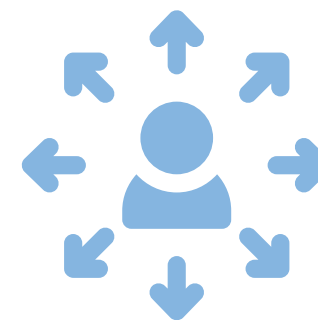
Business Type	: Solar power plant
Investment Type	: Through SEG, as TK Investor, under GK-TK Investment Structure
Investment Percentage	: 100.0%
Location	: Shizuoka, Japan
Installed/PPA MW	: 22/17.0 MW
Target SCOD date	: Q4-2025
Purchase Price	: Under FiT Scheme of JPY 36/KWh
Purchase Term	: 17 years
Tax Incentive	: <u>GK-TK Structure</u> • TK distribution of GK Company to TK investor can be used as tax deductible expense at GK Company level

Project progress

Approvals related	: done
EPC agreement	: End of Nov 2023
Financial close	: Dec 2023
Site preparation	: End of Sep 2023
Transmission Line Construction	: Q4-2023
Generating Facilities Construction	: Q1-2024
Commercial Operation	: Q4-2025

Project Details: Leo (phase#2) 17.0 MW

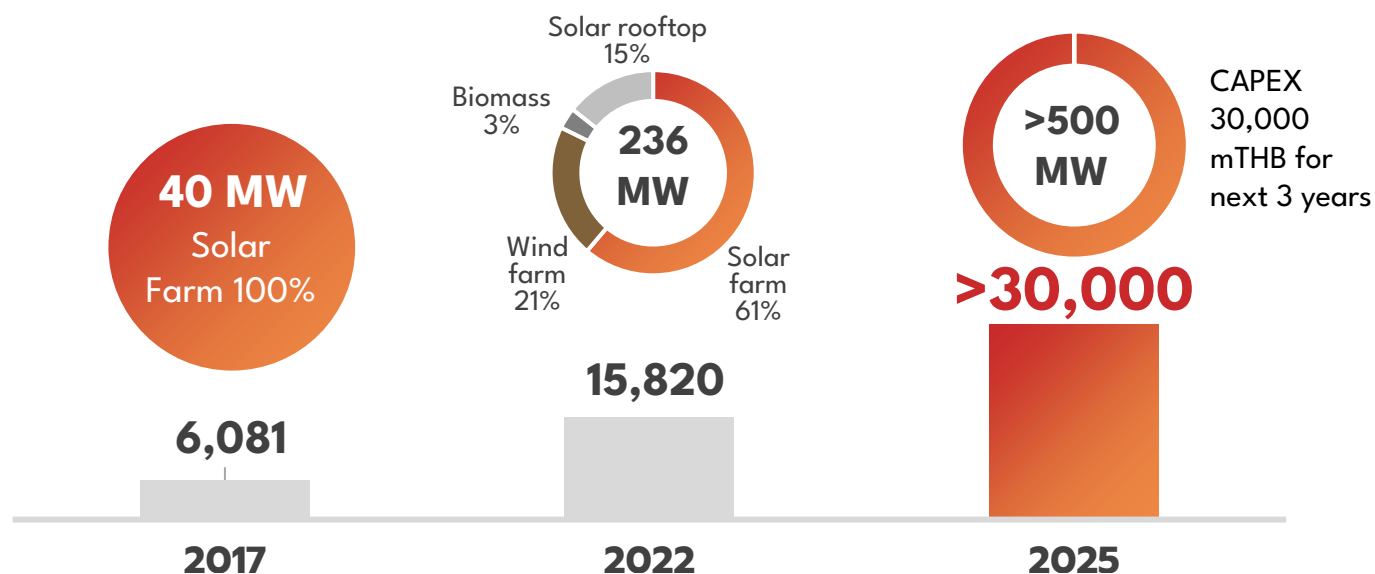




Future Opportunity

Future Opportunity

Driving by organic and inorganic growth



1

Green field - organic growth

- Start construction Leo2 in 2Q23 : project cost 2,000 mTHB
- Solar rooftop in TH and ID 10 MW for 2023
- New opportunities in Thailand, Vietnam, Taiwan, Philippines

2

M&A - inorganic growth

- Renewable energy
- Target equity IRR > 10%

Budget = 3,000 – 4,000 mTHB

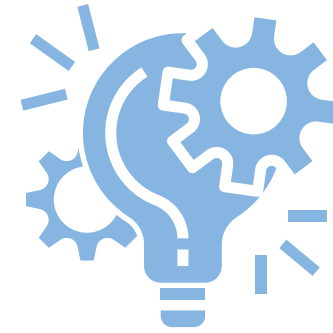
3

New business - Three criteria:

- Profitable & growth company
- Experience & synergy with SSP group
- ESG theme

Budget = 500 – 1,000 mTHB



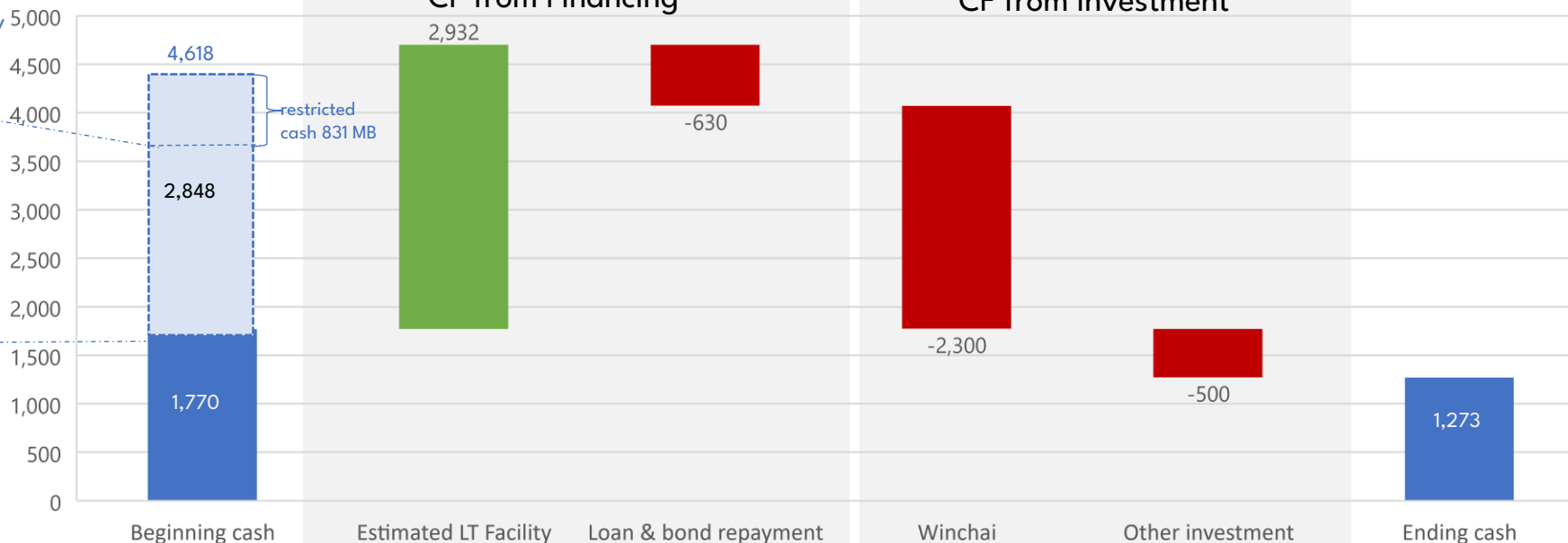
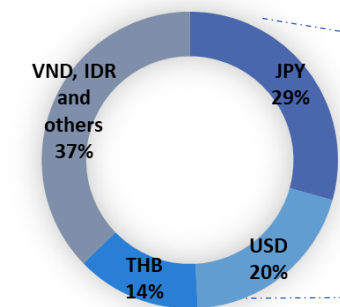


Treasury stock

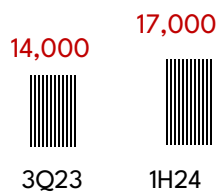
Treasury Stock program for the purpose of financial management as per BoD approval on 13 Nov 2023	
Amount	Not exceeding 810 mB
No. of Shares	Not exceeding 90 m.shares (par value Baht 1.00 per share) or representing 6.55% of the total paid-up share capital
Procedure used for the repurchasing of shares	17 Nov 2023 to 16 May 2024

Cash projection to 1H24 with sufficient cash for dividend payment and treasury stock

Non-restricted cash in subsidiaries
approx. 2,000 MB in different currency



Asset size to reflect D/E 2 times



D/E	1.5	< 2
Net IBD/E	0.9	1.5

Cash sufficiency for treasury stock and dividend payment

- 1,770 MB of SSP cash and cash equivalents at the end of 3Q23 deducted by financial repayment and investment plan in 6 months plus with long term loan facilities. Available cash would be 1,273 MB
- As mentioned investment and loan drawdown, forecasted assets would be 17,000 MB in 1H24 mainly due to asset recognition of Winchai with D/E and Net IBD/E ratio not exceeding 2 times.

*Assets refer to PPE, ITA and Right of use asset

Thank you

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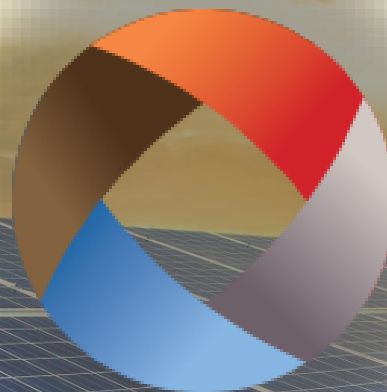
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