

## **Absolute Clean Energy Public Company Limited**

**Brief Company Information** 

February 2022

Ticker: ACE (SET100)





This presentation is for information purposes only and does not constitute or form whole or part of any offer, invitation or solicitation 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 jurisdictions. 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 correct any inaccuracies herein which may become apparent.

## **Table of Contents**



I	Company Overview
II	Industry Overview and Growth Potential
	Company Core Competitive Advantages
IV	Financial Highlights
V	Key Takeaways



"A world leading clean and sustainable power producer, that is responsible for environment, society, and shareholders under good governance"

In the second second





To accommodate the issuing of index to provide a benchmark of investment in the Stock Exchange of Thailand, the SET50 Index and the SET100 Index were launched. These indices are calculated, respectively, from the stock prices of the top 50 and 100 listed companies on SET.



A list of companies achieving the CG scores of "Very Good" level of recognition are publicized along with the publication of the CGR report and the public seminar jointly held by The Stock Exchange of Thailand, and Thai IOD.



FTSE Russell is a subsidiary of London Stock Exchange Group (LSEG) that produces, maintains, licenses, and markets stock market indices. The brand and division FTSE Russell was introduced in 2015, while integrating the indexing services of FTSE index series and Russell index series.

ACE is included in the FTSE SET Mid Cap index and the FTSE SET Shariah index.



MSCI is an acronym for Morgan Stanley Capital International. It is an investment research firm that provides stock indexes, portfolio risk and performance analytics, and governance tools to institutional investors and hedge funds. MSCI is perhaps best known for its benchmark indexes including the MSCI Emerging Market Index and MSCI Frontier Markets Index—which are managed by MSCI Barra.

ACE is included in the MSCI Global Small Cap index.



#### ACE The clean energy leader



# Convert Plants and Agri-residue to Energy



#### ACE The clean energy leader



# Convert Waste to Energy

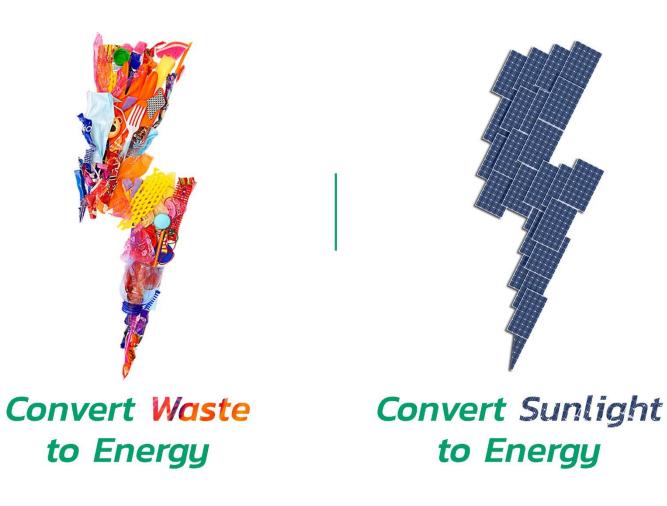




## Convert Plants and Agri-residue to Energy

ACE The clean energy leader





ACE The clean energy leader







40 Years Strong foundation in Integrated Agricultural Industry

"A world leading clean and sustainable power producer that is responsible for environment, society and shareholders under good governance" "เป็นผู้นำด้านการผลิตพลังงานสะอาดและยั่งยืนต้นแบบของโลก ที่มีความรับผิดชอบ ต่อสิ่งแวดล้อม สังคม และผู้ถือหุ้น ภายใต้หลักธรรมาภิบาล"

**Thailand's Current Largest "Professional-Run" Biomass Power Producer** 

**Thailand's Leading Renewable Power Producer** 

**The Green & Clean Energy Leader** 

# Company Overview **ACE at a Glance**





## Company Overview **ACE at a Glance**

# ΛCE



 Remark:
 /1 Including APP's capacity MW of 9.9, Currently, APP's shareholders sent LOI for APP share purchase proposal to ACE

 12
 /2 Compound Annual Growth Rate in term of MW from 2019-2024

## ACE's Biomass power plant (27 power plants, 317.9 MW)/1,/2,/3





ACP1 Ban Bueng



ALCP1 Si Chiang Mai



AAPP2 Chokchai



**ACP2** Phonthong



ALCP2 Sirindhorn



**AAP1 Nam Phong** 

Remark: /1 Including APP's capacity MW of 9.9, Currently, APP's shareholders sent LOI for APP share purchase proposal to ACE /2 Capacity MW

- COD 13 power plants = 125.9 MW
- Under development 14 power plants = 192.0 MW

/3 Including UA Wittaya plc biomass power plants of 26.9 MW

**Company Overview** 

## ACE's Biomass power plant (27 power plants, 317.9 MW)/1,/2,/3





ACP3 Bo Ploy



AAPP1 Tanee



**ABA1 Thoen** 



AAE Muang Korat

14



**ABE Don Mon** 



**ACES Muang Burirum** 



ACP4 Klong Klung

- COD 13 power plants = 125.9 MW
- Under development 14 power plants = 192.0 MW

## ACE's MSW power plant (4 power plants, 31.8 MW)/1





#### **MSW Khon Kaen**



**MSW Krabi** 

**COD 2** power plants = 12 MW

Under development 2 power plants = 19.8 MW

## ACE's Co-generation power plant (1 power plant, 114.35 MW)<sup>/1</sup>







AAA Chachoengsao

**Company Overview** 

## ACE's Solar power plant (6 power plants, 5.32 MW)/1





FLOATING SOLAR 1 Project Chok Chai, Nakhon Ratchasima



SOLAR ROOFTOP 1 Project Sriracha, Chonburi



SOLAR ROOFTOP 1 Project *(Extension),* Sriracha, Chonburi



SOLAR ROOFTOP 2 Projects Chok Chai, Nakhon Ratchasima



SOLAR ROOFTOP 3 Project Mueng, Samut Sakhon

### ACE at a Glance



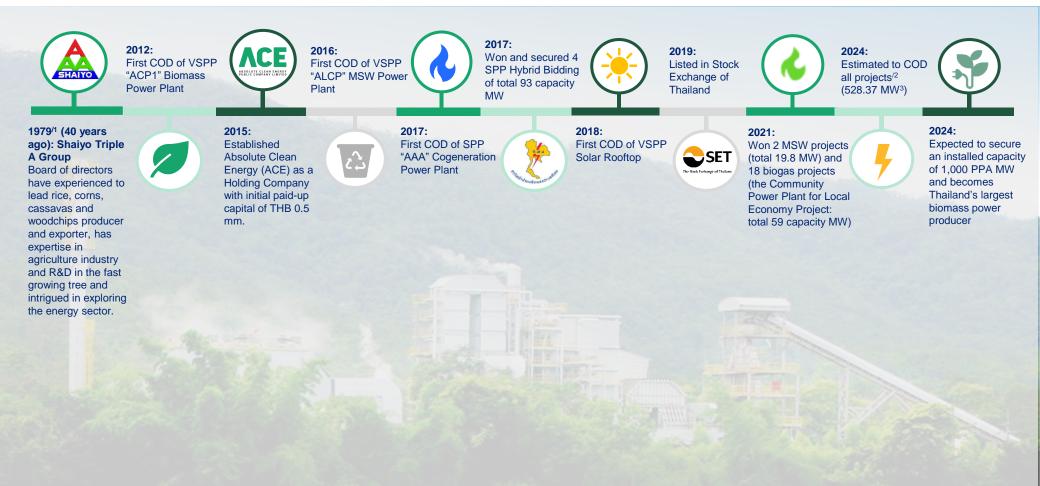


Source: ERC, company website/annual report
 Remark: /1 Average capacity of all power plant type of ACE /2 Feedstock burn capacity for biomass power plant

## **ACE's Key Development Milestones**



#### "A world leading clean and sustainable power producer, that is responsible for environment, society and shareholders under good governance"



20

### **Overview of ACE's Portfolio**



			ACE Business Po	ortfolio in Thaila	nd : March 2022			
			Power Plant			Others		
Power Type								P ENERGY I LIMITED
	Biomass	Co- gen	MSW	Solar	Biogas	Waste Landfill		
Existing + Pipeline	13+13+1 <sup>/1</sup>	1+0	2+2	6+0	0+18	1+0	COD: Pipeline:	23 34 <sup>/1</sup>
Projects							Total:	<b>57</b> /1
Capacity MW (Total Capacity MW)	192.0 /1 125.9	114.35	12.0 19.8	5.32	59.0		COD: Pipeline: <b>Total:</b>	257.57 270.80 <b>528.37</b>
	Total: 317.9/1	Total: 114.35	Total: 31.8	Total: 5.32	Total: 59.0		Total.	520.57
PPA MW to Government & IU (Total PPA MW)	102.5 156.31 <sup>/1</sup>	90.0	8.9 16.0	5.32	50.0		COD: Pipeline: <b>Total:</b>	206.72 222.31 <b>429.03</b>
	Total: 258.81 <sup>/1</sup>	Total: 90.0	Total: 24.9	Total: 5.32 <sup>/2</sup>	Total: 50.0			
		Existing	Under	Development + Pending f	or Development			

#### **Well-Balanced Portfolio with Diversified Locations**

#### **Assets Overview**



A33ets Overview		r			Installed /				
<ul> <li>Operating projects</li> </ul>				Туре	Equity MW	PPA MW	Location	COD / SCOD Date	Status
Under development projects & Pe	ending for development projects		1	VSPP - Biomass	9.9	8	Chonburi	24/4/2012	
Khonkaen: –			2	VSPP - Biomass	9.9	8	Khonkaen	2/5/2012	
• No. 2 and 9	19		3	VSPP - Biomass	9.9	8	Surin	30/10/2012	
	Chiangrai:		4	VSPP - Biomass	9.9	8	Nakhon Ratchasima	16/1/2013	
Pracheenburi: No. 35	• No. 40-57		5	VSPP - Biomass	9.9	8	Roi-et	4/6/2013	
	Nongkhai:		6	VSPP - Biomass	9.9	8	Nongkhai	26/12/2013	
Chachoengsao:	• No. 6		7	VSPP - Biomass	9.9	8	Lampang	9/7/2014	
• No. 10 • SPP - Cogen	(		8	VSPP - Biomass	9.9	8	Ubonratchathani	14/8/2015	
SPP - Cogen	Udonthani:		9	VSPP - MSW	6	4.5	Khonkaen	29/11/2016	
	• No. 20, <b>38</b>		10	SPP - Cogen	114.35	90	Chachoengsao	10/2/2017	
Lampang: • No. 7	Roi-et:	Existing	11	VSPP - Biomass	9.9	8	Kanchanaburi	16/8/2017	
	• No. 5	Projects	12	VSPP - Solar Rooftop	1	1	Chonburi	20/11/2018	COD
Kampangphet:	They all all and all and all all all all all all all all all al	(23 Projects)	13	VSPP - Solar Rooftop	0.73	0.73	Nakhon Ratchasima	22/2/2019	
• No. 23,24-26,28,40-57	Amnatcharoen:		14	1 Solar Rooftop	1	1	Chonburi	27/9/2019	
SPP – Hybrid	ACE ACE • No. 33		15	1 Solar Rooftop	0.83	0.83	Samut Sakhon	22/5/2020	
ACE	ACEA ACE ACE		16	VSPP - Biomass	7.5	6.5	Buriram (ACES)	24/1/2006	
ACEACE	Ubonratchathani:		17	VSPP - Biomass	9.5	8	Buriram (ABE)	6/2/2008	
Kanchanaburi:	• No. 8		18	VSPP - Biomass	9.9	8	Nakhon Ratchasima (AAE)	10/11/2011	
• No. 11			19	VSPP - MSW	6	4.4	Krabi	28/12/2020	
Ratchburi:			20	Waste Landfill	N/A	N/A	Udonthani	5/1/2021	
• No. 40-57	Srisaket: • No. 36		21	1 Solar Rooftop	0.24	0.24	Nakhon Ratchasima	25/2/2021	
Supanburi:			22	Floating Solar	1.515	1.515	Nakhon Ratchasima	31/3/2021	
• NO. 29	└── Surin: • No. 3		23	VSPP - Biomass	9.9	8	Kampangphet	26/11/2021	
Ranong: • No. 27	Buriram: • No. 16,17,40-57		24-26	3 SPP - Hybrids	70	56.31	Nakhon Si Thammarat / Kampangphet	Within 2022 <sup>/2</sup>	PPA signed
• SPP – Biomass			27	1 SPP - Hybrid	23	20	Ranong	Within 2023	EIA Approved
Nakornpathom:	<ul> <li>Nakhon Ratchasima:</li> <li>No. 4,13,18,21,22,31,39</li> </ul>		28	VSPP - Biomass	9.9	8	Kampangphet	Within 2022 <sup>/2</sup>	
• No. 30	Samut Sakhon:		29	VSPP - Biomass	9.9	8	Supanburi	Within 2022 <sup>/2</sup>	
	• No.15		30	VSPP - Biomass	9.9	8	Nakornpathom	Within 2022 <sup>/2</sup>	
Krabi:	Chonburi:	Under	31	VSPP - Biomass	9.9	8	Nakhon Ratchasima	Within 2022 <sup>/2</sup>	Under negotiation SCOD
• No. 19	• No. 1,12,14, <b>32,37</b>	Development	32	VSPP - Biomass	9.9	8	Chonburi	Within 2022 <sup>/2</sup>	Under negotiation 0000
	<u>A</u> '	and pending	33	VSPP - Biomass	9.9	8	Amnatcharoen	Within 2022 <sup>/2</sup>	
		for development	34	VSPP - Biomass	9.9	8	Lopburi	Within 2022 <sup>/2</sup>	
Nakhon Si Tha • No. 24-26		(34 projects)	35	VSPP - Biomass	9.9	8	Pracheenburi	Within 2022 <sup>/2</sup>	
• 10.24-26 • 2 SPP – E			36	VSPP - Biomass	9.9	8	Srisaket	Within 2022 <sup>/2</sup>	Under consideration of Administrative Court
<b>ACE</b> COD Biomass	ち SCOD MSW		37	VSPP - Biomass <sup>/1</sup>	9.9	8	Chonburi	Within 2022 <sup>/2</sup>	Under negotiation SCOD
	SCOD 4 SPP-Hybrid		38	VSPP - MSW	9.9	8	Udonthani	Within 2023	Pending for PPA
			39	VSPP - MSW	9.9	8	Nakhon Ratchasima	Within 2023	Pending for PPA
🎸 COD Cogeneration	✤ Solar ♦ SCOD Biogas		40-57	VSPP - Biogas	59	50	Chiangrai / Kampaengphet / Buriram / Ratchburi	2023 - 2024	Pending for PPA
	7	Total	57		528.37	429.03			
Source: Company informa	ation as of Feb 2022								

**Source:** Company information as of Feb 2022

21

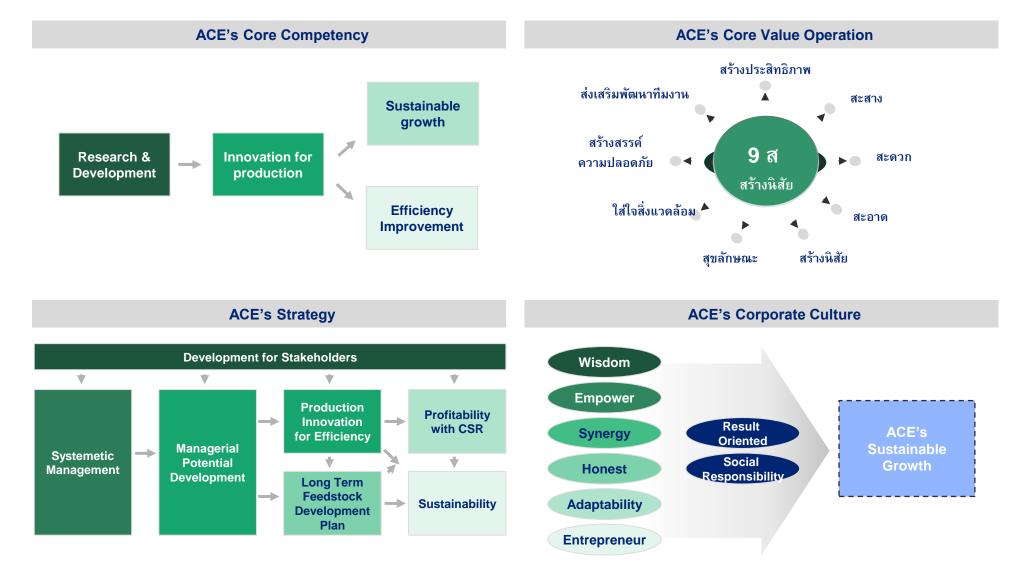
Remark: /1 Including APP's capacity MW of 9.9, Currently, APP's shareholders sent LOI for APP share purchase proposal to ACE /2 Under revision

Strictly Private & Confidential

#### **Company Overview**

#### ACE's Strategy, Core Value & Competency





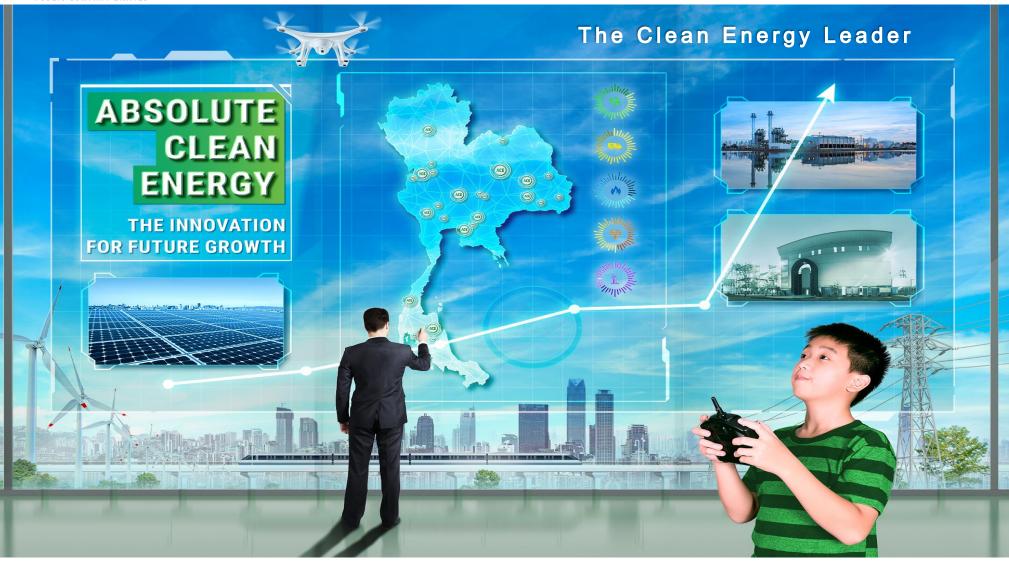
#### **Table of Contents**



1	Company Overview	
II	Industry Overview and Growth Potential	
	Company Core Competitive Advantages	
IV	Financial Highlights	
V	Key Takeaways	

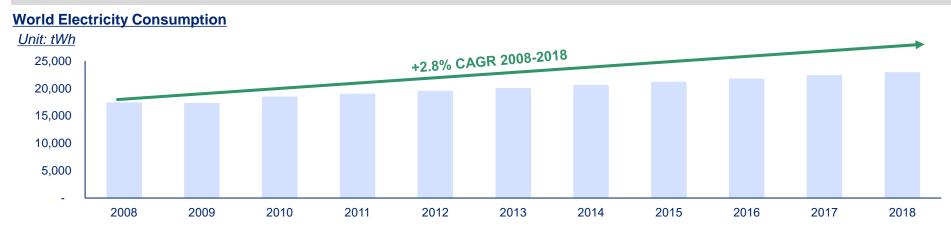
# **ACE** Industry Overview and Growth Potential

ABSOLUTE CLEAN ENERGY PUBLIC COMPANY LIMITED

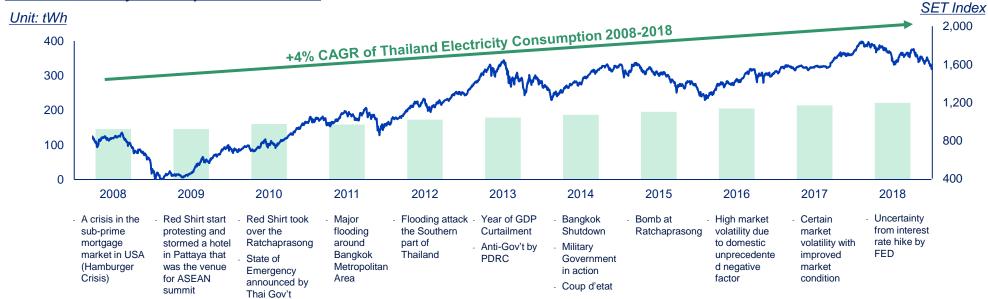


#### Industry Overview and Growth Potential Electricity Consumption, Resilience Growth Throughout Country Crisis

Electricity consumption is gradually growing amid the country's instability







ACE

#### Industry Overview and Growth Potential Global and Domestic Trend to Support Renewable Energy



#### Paris Agreement: Around 88% of the world have ratified or acceded to the Agreement. Thailand government has ratified the agreement.



World Zero Carbon: Government around the world is collaborating to aim for net zero carbon by 2050.

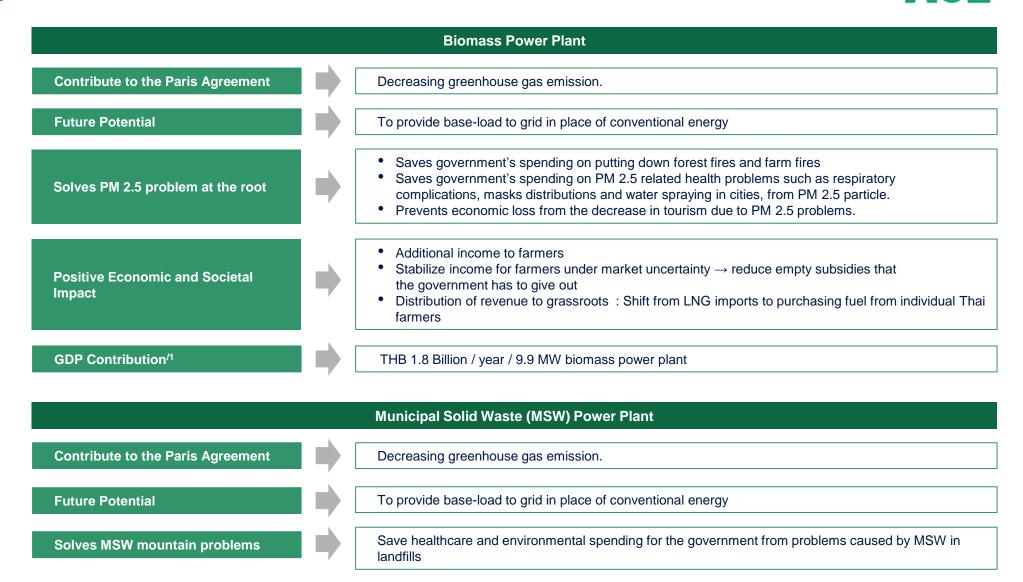


**EV Revolution:** 

EV trend is coming with 1) Fossil fuel vehicle bans 2) Renowned automakers are making promises on EV

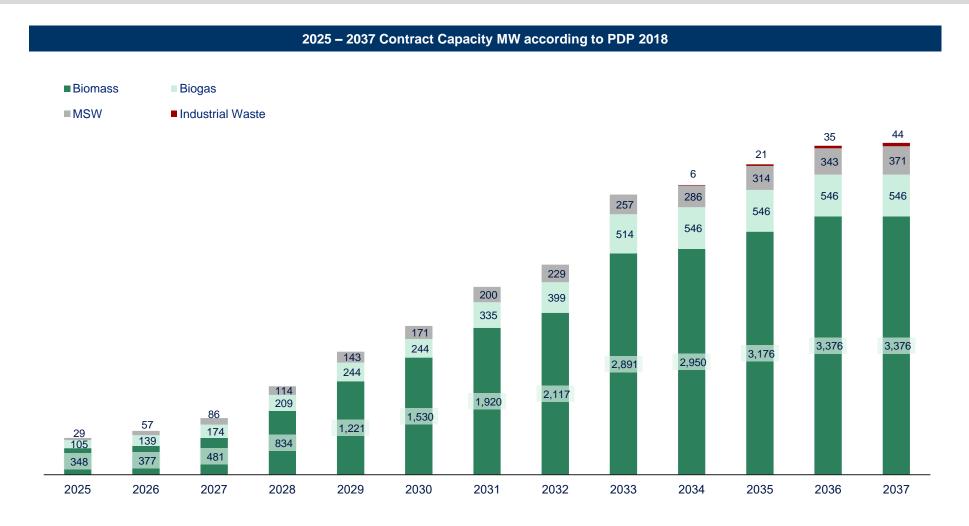


## Total Societal Impact (TSI) and Environmental, Social & Governance (ESG)



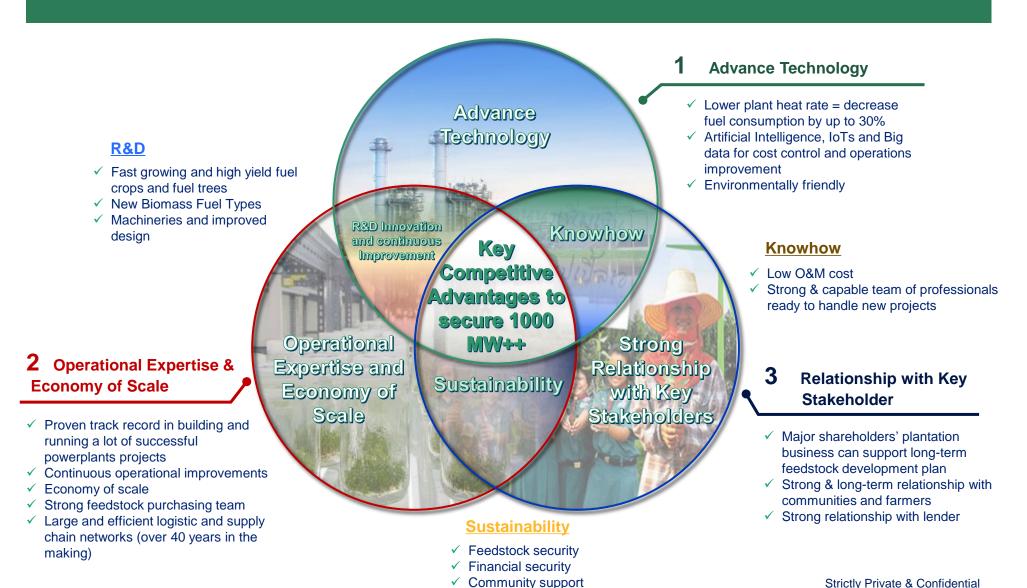


Continuous growth with existing PPA along with future potential growth supported by favorable government renewable energy policy



Source: Power Development Plan 2018

Remark: /1 Including APP's capacity MW of 9.9, Currently, APP's shareholders sent LOI for APP share purchase proposal to ACE /2 Estimated timeline : Currently, Arbitration result states that PEA has to return PPA to ACE and with the assumption that normally power project's construction period is approx. 2 years



#### **Table of Contents**



Ι	Company Overview
II	Industry Overview and Growth Potential
	Company Core Competitive Advantages
IV	Financial Highlights
V	Key Takeaways

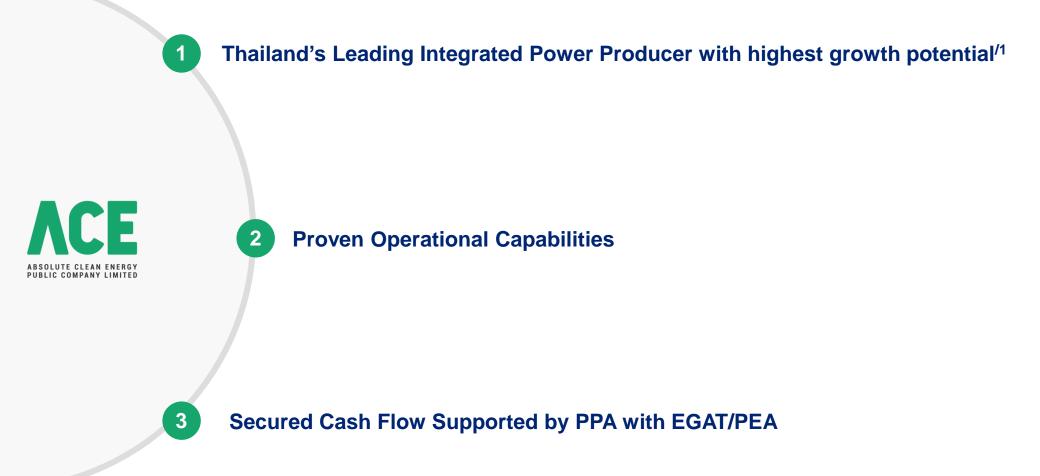
# **ACE** Company Core Competitive Advantages

ABSOLUTE CLEAN ENERGY PUBLIC COMPANY LIMITED

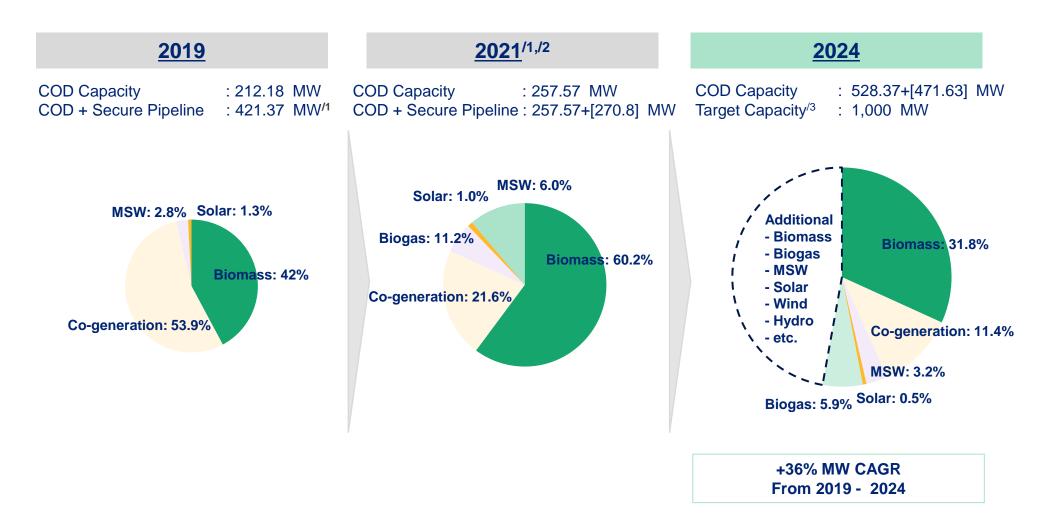


**Company Core Competitive Advantages** 









Remark: /1 Including APP's capacity MW of 9.9, Currently, APP's Shareholders sent LOI for APP's share purchase proposal to ACE /2 Estimated timeline: Currently, Arbitration result states that PEA has to return PPA to ACE and with the assumption that normally power project's construction period is approx. 2 years
 Company Terrent to COP MW within 2024

Strictly Private & Confidential

/3 Company Target to COD + secure at 1,000 MW within 2024



ACE's in-house R&D capabilities results in feedstock and O&M cost reduction with the target to reduce feedstock cost approx. 5%-15% for current plant and 24.7%-27.8% on top for pipeline plant and O&M cost reduction approx. 15%-25% in the next 2-3 years

<ul> <li>Biggest professional-run biomass power player in Thailand</li> <li>More than 1 year continuing operation before requiring shutdown maintenance</li> <li>Advanced Technology leading to feedstock flexibility</li> <li>Advanced Technology leading to feedstock flexibility</li> <li>Advanced Technology leading to feedstock flexibility</li> <li>Ac E's ability to burn various types of high moisture content biomass efficiently up to 60-65%</li> <li>More than 1 year continuing operation before requiring shutdown maintenance</li> <li>Advanced Technology leading to feedstock flexibility</li> <li>Advanced Technology leading to feedstock</li> <l< th=""><th>Professional Run</th><th>Advanced Technology</th><th>Continuing Improvement</th><th>Proven Track Record</th><th>Upside Potential</th></l<></ul>	Professional Run	Advanced Technology	Continuing Improvement	Proven Track Record	Upside Potential
	<ul> <li>biomass power player in Thailand</li> <li>More than 1 year continuing operation before requiring shutdown maintenance</li> <li>Advanced Technology leading to feedstock</li> </ul>	<ul> <li>various types of high moisture content biomass efficiently up to 60-65%</li> <li>Various type of biomass mix with controllable cost</li> <li>ISO 9001, 14001, OHSAS</li> </ul>	<ul> <li>feedstock cost of 5%-15% by 2-3 years</li> <li>Additional, potential plant heat rate decrease of 24.70%-27.81%<sup>1</sup> for pipeline plant (VSPP, SPP Hybrid)</li> <li>Target to decrease its O&amp;M</li> </ul>	<ul> <li>track record of continued efficiency and profit margin improvement</li> <li>Proven ability to source biomass feedstock (no record of supply</li> </ul>	of ~24 MW to IUs • +15 operational years

- Biggest professional-run
- Ability to burn high moisture content
   60%-65%
- To decrease Feedstock cost 5%-15% by 2-3 years
- 24.70%-27.81% Plant heat rate decrease on top for VSPP, SPP Hybrid pipeline
- To decrease O&M cost 15%-25% by 2-3 years

- Track record with Improvement
- ~ ~24 Potential MW sales to IUs
- ✓ +15 operational years<sup>/2</sup> after PPA



#### **Potentially Improving Margin**

Upside potential in the near future

ACE's early engagement in MSW, reputable bidding track record and renowned expertise will secure the upcoming MSW bidding opportunity

Professional Run	Advanced Technology	International Recognition	Proven Track Record	Upside Potential
<ul> <li>Most efficient MSW power plant operator in Thailand</li> <li>Strong in-house O&amp;M Team</li> <li>Target to decrease its O&amp;M cost 15% -25% by 2-3 years</li> </ul>	<ul> <li>ACE's high technological plant could burn high moisture content municipal solid waste up to 80% with efficiency</li> <li>Zero discharge</li> <li>Odorless</li> <li>ISO 9001, 14001, OHSAS 18001</li> </ul>	<ul> <li>Received 3Rs Awards in 2016 for being an environment friendly power operator.</li> <li>Thailand' Minister of Interior, Minister of Energy and government officials of other countries to visit the plant as MSW prototype</li> </ul>	<ul> <li>3 year performance track record with high efficiency and high profit margin</li> <li>Abundant supply of waste</li> </ul>	<ul> <li>Potential electricity sales of 0.4 MW (9% increase in excess of current PPA MW)</li> <li>Tipping fee will enhance project return (fee increase 10%/3 years)</li> </ul>

#### ✓ Most efficient MSW

- ✓ Ability to burn high moisture content up to 80%
- Zero discharge and Odorless

Distinguished Efficiency and Eco friendly

- ✓ Track record with Improvement
- ✓ ~0.4 Potential MW sales to IUs
- ✓ Additional **Tipping fee** enhance return

#### Upside potential in the near future

#### Company Core Competitive Advantages – Proven Operational Capabilities **MSW Power Plant : visited by internal government agencies and other countries**



Gen.Anupong Paojinda (Minister of Interior) visited MSW power plant at 3 May 2018





**ACE** 

Mr. Siri Jirapongphan (minister of Energy) visited MSW power plant at 12 Dec 2018

Kraisi Kanasuta (Former member of ERC) visited MSW KK powerplant

Mr. Kurujit Nakornthap Chairman of Energy Affairs Committee and Member of the National Reform Steering Assembly (NRSA)visited MSW KK powerplant



H.E.Mrs.Kshenuka Dhireni Senewiratne (Sri Lanka's Supreme Ambassdor) visited MSW KK powerplant at 11 Dec 2018



*Md.* Tajul Islam (Minister of Local Government and Rural Development) visited MSW KK powerplant at 16 Feb 2019

### Company Core Competitive Advantages – Proven Operational Capabilities Khon Kaen MSW Power Plant visited by numerous Regional Municipal and government agencies



Environmental Inspection Division Team visited MSW KK powerplant



Indonesia Vice President Deligation visited MSW KK powerplant



Director-General of the Department of Local Administration visited MSW KK powerplant



Director-General of the Pollution Control Department visited MSW KK powerplant



Deputy Director-General of the Department of Local Administration visited MSW KK powerplant



Amnat Charoen Governor visited MSW KK powerplant

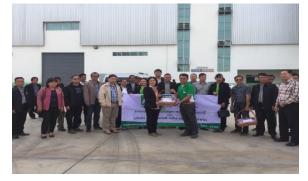
**ACE** 

### Company Core Competitive Advantages – Proven Operational Capabilities Khon Kaen MSW Power Plant visited by numerous Regional Municipal and government agencies





Phuket Municipal visited MSW KK powerplant



Udonthani Municipal visited MSW KK powerplant



Executive Committee of local administrative organization from Surat Thani visited MSW KK powerplant



Management team from Choomporn Municipal



Nonsira, Khon Kaen Municipal visited MSW KK powerplant



Management team from Roi Et Municipal

### Company Core Competitive Advantages – Proven Operational Capabilities Khon Kaen MSW Power Plant visited by numerous Regional Municipal and government agencies





Management team from Maha Sarakham Municipal



Board of Directors, Ministry of Energy and Ministry of Local Administration from Bangladesh visted MSW KK powerplant



Local government leaders from Songkhla province visited MSW KK powerplant in order to solve the local waste issues



Management team from Krabi Municipal



Municipal team team from Udonthani



Municipal team team from Banpai, Khon Khaen

### Company Core Competitive Advantages – Proven Operational Capabilities **Krabi MSW Power Plant official opening ceremony**











### Company Core Competitive Advantages – Proven Operational Capabilities Krabi MSW Power Plant official opening ceremony













#### Defensive scheme of Co-Generation Power Plant would help balance risk scheme of company's powerplant portfolio

Professional Run	Advanced Technology	Continuing Improvement	Proven Track Record	Upside Potential
One of the most efficient SPP Co-Generation powerplant operator in Thailand	<ul> <li>ACE's high technological to control and manage plant according to EGAT demand</li> <li>ISO 9001, 14001, OHSAS 18001</li> </ul>	<ul> <li>Strong in-house O&amp;M Team</li> <li>Target to decrease its O&amp;M cost 15% - 25% by 2-3 years</li> </ul>	<ul> <li>3 year performance track record with high efficiency and competitive margin</li> <li>Cost pass-through scheme could result in stable margin</li> <li>Long term gas purchase contract with PTT</li> </ul>	<ul> <li>Potential sales to IUs of ~20 MW</li> <li>Potential steam sales from IUs for more than 100,000 tons/year</li> <li>+25 operational years after PPA expire</li> </ul>

- ✓ One of the most efficient SPP Co-Gen
- ✓ Strong in-house O&M
- To decrease O&M cost of 15%-25% by 2-3 years

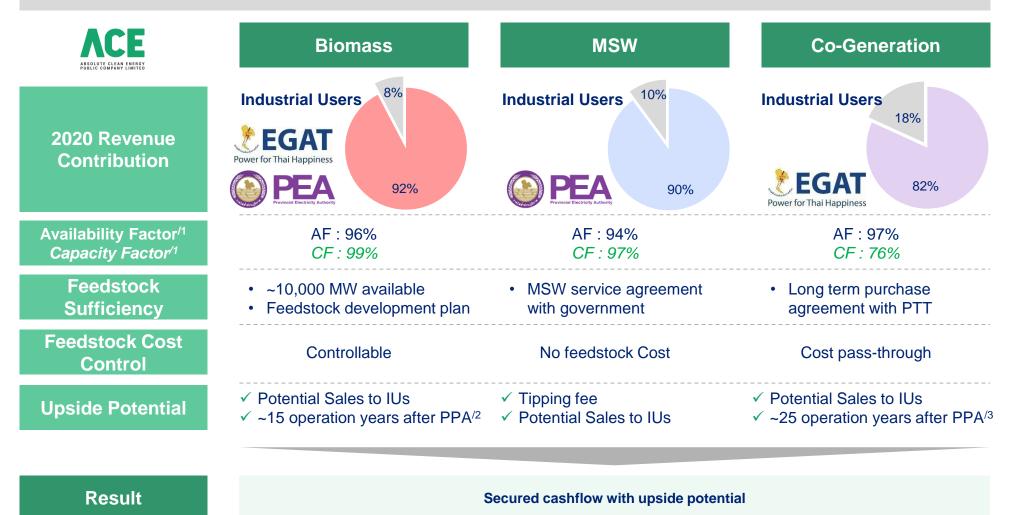
- Track record with stable margin
- ✓ ~20 Potential MW sales to IUs
- +25 operational years after PPA

### **Balance company risk profile**

Upside potential in the near future



#### Reliable revenue source with high efficiency and controlled cost can guarantee cash flow to the company



Remark: 1/ AF and CF of 2020

2/ Third party technical report stated that general biomass powerplant has an average useful life of 25-30 years or greater in case of proper recurring maintenance 3/ Third party technical report stated that general natural gas powerplant has an average useful life of 30-60 years

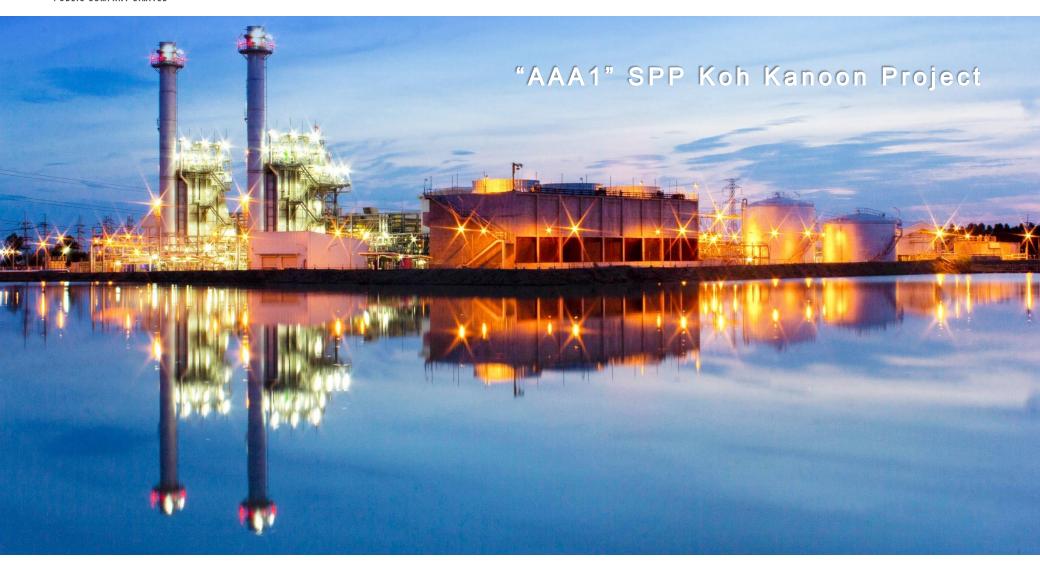
43

### **Table of Contents**



	Company Overview
	Industry Overview and Growth Potential
	Company Core Competitive Advantages
IV	Financial Highlights
V	Key Takeaways



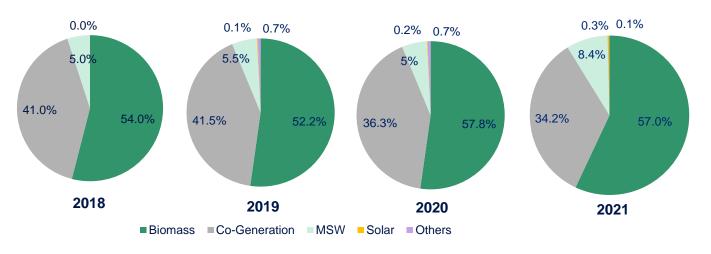


### **Financial Highlights Robust Revenue Growth with Diversified Revenue Mix**





#### **Revenue Breakdown by Type of Power Plant**

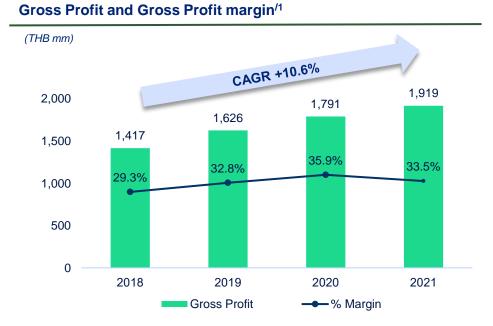


- Biomass and co-generation accounts for the majority of ACE's revenue in 2021 at 57% and 34% respectively.
- ACE's primary source of revenue is secured by EGAT and PEA.

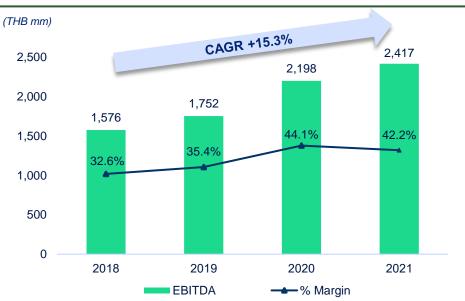
# Financial Highlights Robust Financial Performance



Financial track record shows strong and consistent gross profit and EBITDA with the high margin levels.



#### EBITDA and EBITDA margin<sup>/1</sup>

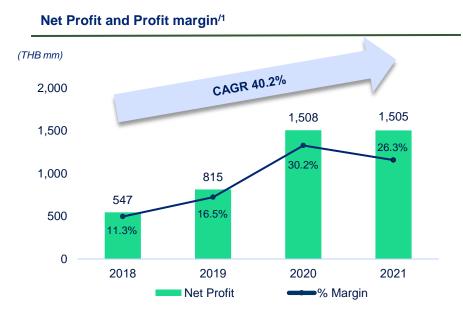


#### **Key Observation**

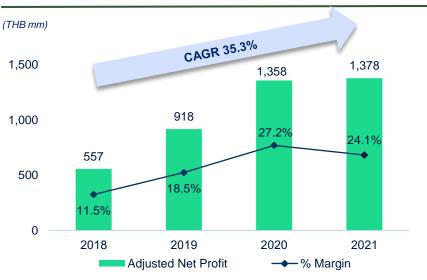
- ACE's gross profit increased at CAGR of 10.6% (2018-2021), while EBITDA significantly increased at CAGR of 15.3% (2018-2021)
- Both gross profit margin and EBITDA margin maintained at the high levels, mainly from
  - Increasing efficiency in generating electricity (longer operating hours)
  - Managing both feedstock cost and operating cost

# Financial Highlights Robust Financial Performance

Financial track record shows strong and consistent revenue, EBITDA and net profit growth with continuous margin expansion.



#### Adjusted Net Profit<sup>/2</sup> and Net Profit Margin<sup>/1</sup>



#### **Key Observation**

- Since Net profit of ACE generally include unrealized gain/loss from exchange rate from financial lease of (co-generation powerplant) which may be mislead if THB/USD exchange rate fluctuate overtime
- Adjusted net profit excluding such unrealized item would reflect actual profitability of the Company, The adjusted net profit trend shows the significant increase in term of absolute amount and margin over time
- In 2021, there were exchange rate gain item and gain on forward contract from applying TFRS 9 item, totaling THB 168.0 mln., while there
  was the insurance claims from an insurance company item amount of THB 171.9 mln. in 2020.

Remark: \*/1 Margin divided by sale and service revenue (not including construction revenue)

/2 Adjusted net profit calculated from Net income - FX gain/(loss) - insurance claim - forward contract gain (applied in Q1'20) and other non recurring items

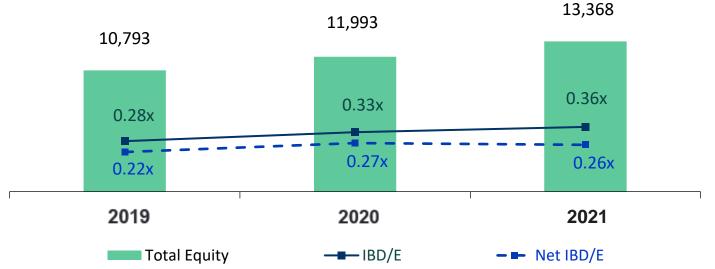
### ACE Outstanding Debt and Leverage Ratio



#### **ACE's Leverage Ratio**

Unit: THB mln		December 31	
	2019	2020	2021
Current Interest-bearing debt	1,084	842	918
Non-Current Interest-bearing debt	1,911	3,106	3,862
Total interest-bearing debt	2,995	3,948	4,780
Cash equivalent and restricted cash	571	760	1,326
Net Interest-bearing debt	2,424	3,188	3,454
Equity (THB mln)	10,793	11,993	13,368

<u>Unit : THB mln</u>



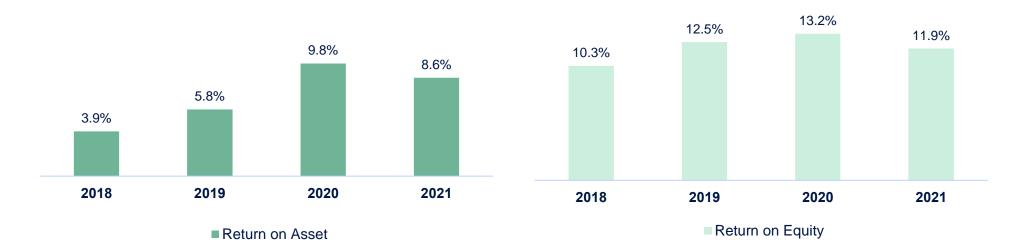
Strictly Private & Confidential





Return on Asset

#### **Return on Equity**



### **Table of Contents**



Ι	Company Overview
II	Industry Overview and Growth Potential
	Company Core Competitive Advantages
IV	Financial Highlights
V	Key Takeaways

#### Key Takeaways

1

NCE

ABSOLUTE CLEAN ENERGY

PUBLIC COMPANY LIMITED

5

### **ACE's Key Strengths and Opportunities**

2



#### Thailand's Leading Integrated Power Producer with Highest Growth Potential

- Largest and fast-growing Biomass Power Producer supported by PPA with PEA in Thailand
- No. 1 Renewable Power Producer in Thailand in terms of Equity MW Growth

#### **World Megatrend**

- "Electrification" Era
- Global & Thailand Commitment to Zero Carbon which implies the rise of renewable energy
- Biomass is one of the most reliable renewable energy that can replace the base load provided by conventional energy.
- ESG Business

#### **Continuous Growth from Projects in the Pipeline and Future**

- Power Plant's PPA with exceptional tariff rate
- Better technology which leads to higher efficiency and less feedstock / kWh
- Economy of Scale resulting in lower CAPEX, OPEX, and SG&A
- 28% share in the latest biomass power plant bidding

#### 4

3

#### **Efficient Operational Capabilities with Continuous Improvement**

- Lower Feedstock and O&M cost which leads to higher margin
- Stronger creditworthiness which leads to lower financing cost
- Peer-to-Peer Electricity Trading which leads to additional electricity sales

#### Low Downside Risk

- Secured Demand & Cashflow (Long term Power Purchase Agreement with the Government)
- Proven Operational Excellence & Feedstock Management
- Our business model commits to the greater good and has a positive Total Societal Impact (TSI)



## **Thank You**

www.ace-energy.co.th