

Banpu reveals its Q3/2018 operating results confirming steady growth

Moving forward to be a leading integrated energy solutions company in Asia-Pacific through a strong integration for sustainability

- Achieving Q3's EBITDA of USD 310 million
- Maximizing its strength in strong business integration throughout its value chain, showing company's progress in Vietnam
- Moving forward to be a leading integrated energy solutions company in Asia-Pacific offering affordable, reliable and eco-friendly energy for all

Banpu Public Company Limited (BANPU), a leading integrated energy solution company in Asia-Pacific, recently announced its Q3/2018 operating results with total sales revenue of USD 965 million (approximately THB 31.816 billion), a considerable improvement from the USD 245 million (approximately THB 8.078 billion) or 34 percent from last year. Compared to same period last year, EBITDA (Earnings before interest, tax, depreciation and amortization) increased to USD 310 million (approximately THB 10.221 billion) or an 18-percent increase. A net profit was reported at USD 76 million (approximately THB 2.506 billion). While the operating profit, excluding foreign exchange loss, was USD 100 million (approximately THB 3.297 billion), an increase of 15 percent from previous quarter. This is due to the consistent demand for coal in the market given the tight supply in last quarter resulting in a significant increase in the company's average coal selling prices. Banpu is also moving forward, applying its core strategy, Greener & Smarter and diversification of company portfolio to ensure that it will be able to provide an integrated energy solution for all.

Ms. Somruedee Chaimongkol, Chief Executive Officer of Banpu Public Company Limited said: “Banpu has reported a strong operating result for Q3/2018. We have seen growths in all key business units. The coal business delivered higher sales volume which enabled the business unit to capture the robust coal market prices. The power business demonstrated high power plant efficiency at Hongsa and BLCP. Lastly the gas business reported a strong rise in earnings due to higher gas prices in domestic market of the U.S.”

Banpu continues its mission to be a leading integrated energy solutions company in the region by showcasing our presence in Vietnam with the Company’s strong business integration, covering **upstream, midstream** to **downstream**. This will create maximum benefits for the Company throughout the value chain so as to respond to the continuous increase in energy demands in Vietnam. Regarding the latest progress of our business in Vietnam, Banpu was recently awarded the contract with Vietnam Electricity (EVN), securing 1.3 million tonnes of coal supply. It also established the first crossed-BU office in Ho Chi Minh City to help liaise on business development there onwards. Banpu is completely capable to serve various demand types in Vietnam’s market with our strengths in providing and transporting high quality and customized coal to the customers via our strong business partnerships and network.

Banpu’s power business is moving its 200 MW wind-power plant project forward in Soc Trang, Vietnam. The project is targeted to begin its commercial operations by 2021. Moreover, Banpu’s power business is also exploring further opportunities in conventional power plant and renewable businesses in Vietnam, following the Company’s core strategy – the Greener and Smarter.

“As a leading energy company in Asia-Pacific, Banpu is committed to sustainable energy management by balancing conventional and renewable energy businesses that will empower Banpu to deliver energy that is affordable, reliable and environmentally-friendly to meet the energy demand from consumers, communities and societies continuously while also creating sustainable values to all stakeholders. This goes in line with our brand promise “Our Way in Energy”.”

Ms. Somruedee concluded.

*Remark: Calculation based on exchange rate USD 1: THB 32.97

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About BANPU

Banpu Public Company Limited is a leading integrated energy solutions company with coal, power and renewable energy business in 10 countries: Thailand, Indonesia, China, Australia, Lao PDR, Mongolia, Singapore, Japan, the United States of America and Vietnam. As of 30th September 2018, Banpu's assets totaled USD 8.492 billion, an increase of USD 269 million compared to 31st December 2017.

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