



# **OPPORTUNITY DAY**

Q3 2025

1 December 2025



# **AGENDA**

**01** COMPANY OVERVIEW

O2 HIGHLIGHTS OF Q3 2025

**03** BUSINESS OUTLOOK

04 Q&A



# **COMPANY OVERVIEW**

**Summary of Company Information** 



## **COMPANY OVERVIEW**



**Thai Solar Energy Public Company Limited ("TSE")** engaged in the business of producing and distributing electricity from renewable energy to government and private companies. Our mission is to establish a strong presence in Thailand's solar power industry, while also expanding into other renewable energy sectors and the healthcare business group.

#### **STOCK INFORMATION**

Company: Thai Solar Energy Public Company Limited

SET Symbol: TSE

Listed in: MAI on October 30, 2014

Moved to SET since May 14, 2019

Paid up Capital: THB 2,117 million

Sector: Energy & Utilities

Industry: Resources

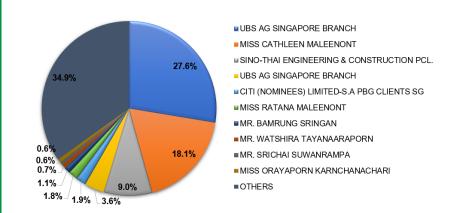
CG Score:

Company Credit Rating

(31 July 2025):

BBB

#### **MAJOR SHAREHOLDERS AS OF MARCH 31, 2025**



# TSE'S PROJECTS



#### **TOTAL 62 PROJECTS AND CAPACITY 382.86 MWPPA**

IN OPERATION: 34 PROJECTS, TOTAL OF 153.80 MWPPA

AWARDED NEW PPA: 28 PROJECTS, TOTAL OF 229.06 MWPPA

# SOLAR PV FARMS & FLOATING IN TH

109 MWPPA – 16 FARMS 8 MWPPA – 1 FLOATING 17 PROJECTS - 117 MWPPA

#### **SOLAR PV ROOFTOPS**

14 ROOFTOPS - 14 MWPPA

#### **BIOMASS**

**3 PLANTS - 22.80 MWPPA** 

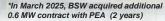
#### AWARDED NEW PPA SOLAR PV FARMS IN TH

28 FARMS - 229.06 MWPPA











\*As of 30 Sep 2025

# TSE'S MILESTONE



2008-2014

2015-2017

2018-2019

2020-2024

2025-Present

Solar Farms + Rooftops (TH)

Solar Farms (IP) + Biomass (TH)

Merger & Acquisition

**Private PPA** 

Expanding Investment

2008: > Established TSE

2011: > Majority owned by

- Dr. Cathleen Maleenont
- > COD Solar Thermal (4.5 MW)
- 2013: > COD 5 TH Solar PV Farms (40 MW) \*Partnership with GPSC (TSE 60%)

2014: > Listed in MAI on 31 OCT 2014

- > COD Solar PV TH
- 5 projects\* (40 MW)
- \*Partnership with GPSC (TSE 60%)
- > COD Solar Rooftop 5 Project (5 MW)

2015: > Expanded TSE's Business operation in

- Japan > COD a Solar PV JP
- (0.5 MW) > COD 9 Solar Rooftop
- (9 MW)

2016: > COD a Solar PV "SLC" (1 MW)

- > COD 4 Solar PV JP
- (6.5 MW) 2017: >Invested in 3 Biomass Projects
  - >Invested in Mega Project in Japan " Onikoube"

2018: > COD Biomass 3 projects (22.8 MW)

- > COD 2 JP Solar Farms (15 MW)
- > Acquired new 4 TH Solar Farms (20 MW)

2019: > Move to SET on May 14, SET



> Capital Increase to 2,117.7 MB. completely in OCT 2019.

2020: > Acquire 2 TH Solar Farms (10 MW)

- 2021: > COD Floating Solar PV Project (8 MWp) since May 25, 2021
- 2023: > Awarded Solar Big Lot Phase 1
- 2024: > Awarded Solar Big Lot Phase 2

(21 Farms 136.10 MW)

(7 Farms 92.96 MW)

- > Solar PV Panel Replacement for Solar Farms and Rooftops
- > BSW biomass project won Thailand Energy Awards 2024, and ASEAN Renewable Energy Projects Award 2024.

2025: > Acquired BIC, Expand in **Health Business** 

- > Bond repayment (debt restructuring) 1.200 MB.
- > BSW acquired additional 0.6 MW with PEA (2 years) 13 Mar 2025
- > OSW1 biomass project won Thailand Energy Awards and ASEAN Energy Awards 2025
- > Divested SSE1 Solar Farms Project (10 Projects, 80 MW)
- > Acquired PACE1, Waste to Energy Power Plant (8.8 MW PPA)



# โครงการในประเทศไทย

# 109 MW โซล่าร์ฟาร์ม 🧃





SSE-PV01 (8 MW) COD SEP 2013



SSE-PV07(8MW) COD MAR 2014



SSE-PV02 (8MW) COD JUL 2013



SSE-PV08(8MW) COD JUN 2014



SLC(IMW) COD DEC 2016



SSE-PV03(8MW) COD OCT 2013



SSE-PV09(8MW) COD APR 2014



BSS (5MW) COD DEC 2016



SSE-PV04(8MW) COD NOV 2013



SSE-PVI0(8MW) COD MAY 2014



Mars (5MW) COD DEC 2018



SSE-PV05(8MW) COD NOV 2013



INS (2MW) COD DEC 2015



SSE-PV06(8MW) COD JUN 2014



SSP (8MW) COD MAR 2013



SCT (8MW) COD DEC 2015



# 8 MW ໂซล่าร์ฟาร์มบนน้ำ 🤅 🦠 (Private PPA) 盾

### ข้อมูลโครงการ

**ดำเนินการโดย :** บริษัท สยาม ธารา โฟลทติ้ง จำกัด ที่ตั้งโครงการ: นิคมอุตสาหกรรมกบินทร์บุรี (KIZ)

กำลังไฟฟ้าเสนอขาย: 8 MW

COD: 25 W.A. 2021

รูปแบบสัญญา: Private PPA อายุสัญญา 25 ปี

คู่สัญญา: บริษัท อาร์เซลิก ฮิตาชิ โฮม แอพพลายแอนซ์ จำกัด











# ้ โครงการในประเทศไทย

# **14 MW** โซล่าร์บนหลังคา 🕅





RT-01 Lopburi



RT-06 Nakhon SiThammarat **COD JUL 2015** 



RT-02Phrae **COD FEB 2015** 



RT-07 HatYai **COD OCT 2015** 



RT-03 NakornSawan **COD JUN 2015** 



RT-08 Ubon Ratchathanee **COD MAR 2015** 



RT-04Chumporn **COD SEP 2014** 



RT-09 KhaoYai **COD NOV 2014** 



RT-05 SuratThani **COD DEC 2014** 



RT-10Ekamai-Ramindra **COD FEB 2015** 



RT-11Ratchapruek **COD NOV 2014** 



RT-12Thapra **COD JUL 2015** 



RT-13Bangkapi **COD JUL 2015** 



RT-14Ngamwongwan **COD AUG 2015** 



# 22.80 MW โรงไฟฟ้าพลังงานชีวมวล ®









BSW (4.6+0.6 MW\*)

OSW1 (8.8 MW)

OSW2 (8.8 MW)

รายละเ	อยด	/ โครงการ

**BSW** 

OSW Project #1 & 2

บริษัท ออสการ์ เซฟ เดอะ เวิร์ล จำกัด (โครงการ 1 & 2)

ดำเนินการโดย: บริษัท บางสวรรค์ กรีบ จำกัด กำลังการผลิตติดตั้ง/เสนอขาย:

อายุสัญญา:

ที่ตั้งโครงการ: COD:

6.0 MWp/ 5.2 MWppa 20 Ü

สุราษฎร์ธานี มีนาคม 2018 15 ปี 4 เดือน

นครศรีธรรมราช

OSWI - สิงหาคม 2018

19.8 MWp/ 17.6 MWppa

OSW2 - ตุลาคม 2018

\*0.6 MW 2 YEARS CONTRACT UNTIL 31 DEC 2026, TARIFF 2.2 THB./KWH

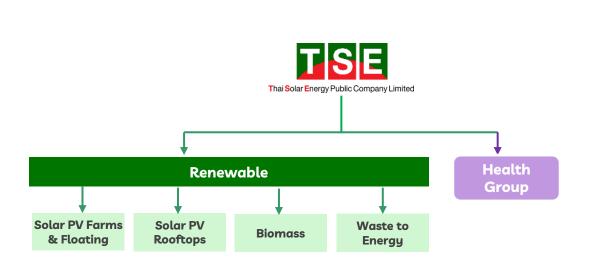
### **BUSINESS PLAN: GROWTH & INVESTMENT**



#### **HEALTH & WELLNESS - BUSINESS DIVERSIFICATION**

#### **TSE's Strategic Direction**

The acquisition serves as preliminary step towards TSE's new strategic direction to become a sustainability business





• In January 2025, the Group completed the acquisition of the ordinary shares of Bangkok Infertility Center Co., Ltd. (BIC), under the "Bangkok IVF" clinic. in joint venture with Dr. Viwat Chinpilas, a specialist in reproductive medicine and rename to Vita Prime Co., Ltd.

# HIGHLIGHTS OF Q3 2025



# HIGHLIGHTS OF Q3 2025





ถือเป็นการขยายพอร์ตธุรกิจเข้าสู่โรงไฟฟ้าขยะชุมชนอย่างเต็มตัว ตอกย้ำ กลยทธ์เติบโตต่อเนื่องและแข็งแกร่งยิ่ง

# HIGHLIGHTS OF Q3 2025











# Repowering, Replacement, and Upgrade Efficiency

#### Q3 2025 Solar Rooftop

- HP-Lopburi
- HP-Phrae
- HP-Khaoyai

HIGHLIGHTS OF
FINANCIAL PERFORMANCE
Q3 2025

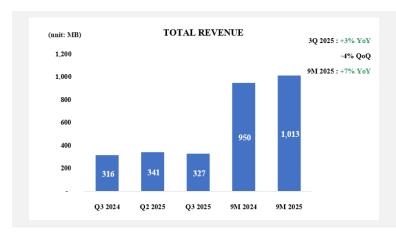


# INCOME STATEMENT Q3 2025

TSE - CONSOLIDATED		9M	∆ 9M	3Q	3Q	∆ 3Q
		2024	(%)	2025	2024	(%)
Total revenue	1,013	950	7%	327	316	3%
Cost of sales and services	(685)	(617)	11%	(226)	(213)	6%
Gross profit	328	333	-2%	101	103	-2%
Administrative expenses	(91)	(117)	-23%	(34)	(43)	-21%
Operating Profit	237	216	10%	67	60	11%
Other income	13	39	-68%	6	6	8%
Other gains (losses) - net	14	25	-45%	(4)	43	-109%
EBITDA	497	517	-4%	148	189	-21%
Depreciation and Amortization	233	237	-1%	79	80	-1%
EBIT	264	280	-6%	69	109	-37%
Finance costs	(170)	(199)	-14%	(56)	(59)	-4%
Earnings Before Income Tax, Share of profit, and						
Impairment of Investments in JV	94	81	16%	13	50	-74%
Income tax (expense) revenue	5	(8)	172%	(2)	1	-393%
Share of profit and impairment of investments in JV	1	182	-99%	11	21	-48%
Profit for the period	100	255	-61%	22	72	-69%

## **TOTAL REVENUE AND EBITDA OF Q3 2025**



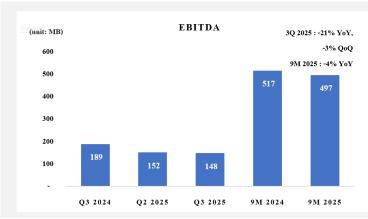


#### **TOTAL REVENUE (EX-JV)**

Revenue from sales and service for 3Q 2025 was 327 MB., an increase of 11 MB. or 3% YoY, And a decrease of 14 MB. or 4% QoQ.

Revenue from sales and service for 9M 2025 was 1,013 MB., an increase of 63 MB. or 7% YoY.

The increase in revenue was driven by the recognition of revenue from the Group's healthcare business, which contributed 48 MB., together with the efficient operations of solar and biomass power plants. In addition, the continued enhancement of production efficiency in solar power plants has resulted in an improvement in electricity generation, supporting additional revenue growth of 20 MB. compared to the same period of the previous year.



#### **EBITDA**

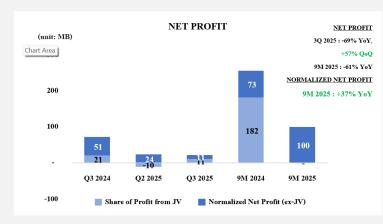
EBITDA for 3Q 2025 was 148 MB., a decrease of 41 MB. or 21% YoY, And decrease of 4 MB. Or 3% QoQ.

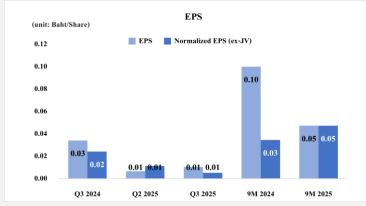
EBITDA for 9M 2025 was 497 MB., a decrease of 20 MB. or 4% YoY.

The decrease was due to the recognition of other income from an overseas subsidiary amounting to 43 million Baht in the previous year. Excluding such income, the Company's operating revenue would have shown an increase. the Group's operating profit in 2025 has actually increased, supported by lower administrative expenses and financing costs.

# **NET PROFIT & EPS OF Q3 2025**







#### **NET PROFIT**

Net profit for 3Q 2025 was 22 MB., a decrease of 50 MB. or 69% YoY, However, an increase of 8 MB. or 57% QoQ.

Net profit for 9M 2025 was 100 MB., a decrease of 155 MB. or 61% YoY.

Normalized Net profit for 9M 2025 was 100 MB., an increase of 27 MB. or 37% YoY.

The declines were primarily due to the Group no longer recognizing its share of profits from its investment in the joint venture. Excluding the share of profits from the joint venture in 2024, the Group's operating profit in 2025 has actually increased, supported by lower administrative expenses and financing costs.

#### **EPS**

**EPS for 3Q 2025 was 0.01 Baht per share**, compared to 0.03 Baht per share in Q3 2024 and 0.01 Baht per share in Q2 2025.

EPS for 9M 2025 was 0.05 Baht per share, a decrease from 0.1 Baht per share in 9M 2024

Normalized EPS (EX-JV) for 9M 2025 was 0.05 Baht per share, an increase 0.02 Baht per share from 0.03 Baht per share in 9M 2024

The reason for the decline was the Group's non-recognition of its share of profit from JV. Nonetheless, when excluding the share of profit from joint ventures, EPS showed an improvement.

# D/E RATIO AND ROE OF Q3 2025

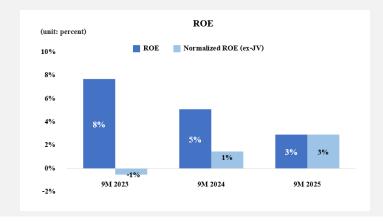




#### D/E RATIO

The D/E ratio of Q3 2025 was 1.60 times, as same as in Q2 2025 and 1.58 times at the end of the previous year.

This was due to an increase in borrowings from financial institutions. Nevertheless, at this level, the Group maintains sufficient capacity to secure additional financing from financial institutions to support investments and the development of new projects in the future.



#### ROE

**ROE in 9M 2025 was 3** % decreased from 5% in 9M 2024, and 8% 9M 2023 **Normalized ROE in 9M 2025 was 3** % **increased 2**% from 1% in 9M 2024, and -1% in 9M 2023.

The decline was attributable to the Group's non-recognition of its share of profit from joint ventures (JV). Nonetheless, excluding the JV share of profit, the Normalized ROE improved.

Note: - Equity is average equity attributable to owners of the parent

# **FINANCIAL POSITION OF Q3 2025**





FINANCIAL POSITION	YE 2024	9M 2025	+/- (%)
Assets	7,724	8,152	+6%
Liabilities	4,736	5,014	+6%
Equities*	2,988	3,139	+5%

Note: \*Average Equity attributable to owners of the parent As of Sep 30, 2025

#### **TOTAL ASSETS +6%**

The Group's total assets was 8,152 MB., an increase of 428 MB., or 6% from 7,724 MB. as of December 31, 2024.

This growth was primarily driven by revenue from normal operations and the goodwill arising from the healthcare business.

#### **TOTAL LIABILITIES +5%**

The Group's total liabilities was 5,014 MB., an increase of 278 MB., or 6% from 4,736 MB.as of December 31, 2024.

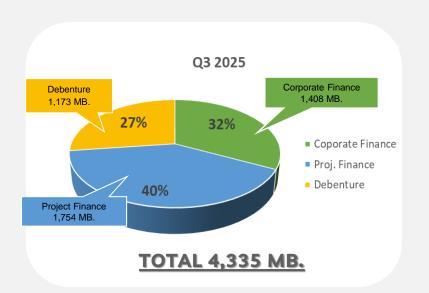
The increase was primarily due to borrowings from financial institutions.

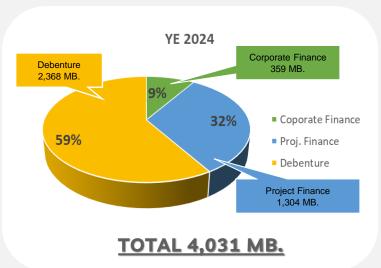
#### EQUITY +5%

The Group's **total owner's equity was 3,139 MB., an increase of 151 MB., or 5%** from 2,988 million baht as of December 31, 2024.

This increase was primarily attributable to the growth in retained earnings from normal operations.

# **INTEREST BEARING DEBT OF Q32025 & YE2024**





#### **INTEREST BEARING DEBT**

- Most of the Group's IBD of Q3 2025 was from *Project Finances*, which increasing by 8% from 32% in YE2024 to 40%, due to the increasing of borrowings from financial institutions.
- The ratio of interest-bearing debt to equity was 1.38 times in Q2 2025, slightly increase from 1.35 times at year-end 2024, reflecting an increase in company's interest-bearing debt.

# **BUSINESS OUTLOOK**

Summary of TSE's Business Plan





# TRENDS & OPPORTUNITIES

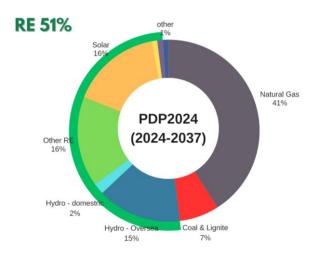
#### TRENDS & OPPORTUNITIES



#### OF RENEWABLE ENERGY IN THAILAND

Thailand has committed to achieving carbon neutrality by 2050 and net-zero greenhouse gas (GHG) emissions by 2050.

The Energy Policy and Planning Office (EPPO) of the Ministry of Energy has to conform to the country's roadmap referring the draft PDP2024 which has planned a public hearing in June 2024, the plan aims to increase the proportion of renewable and alternative energy to 50% by 2037, up from the 30% target set in PDP2018 Rev.1.





# TRENDS & OPPORTUNITIES OF RENEWABLE ENERGY IN THAILAND



#### The Policy Commitment under PDP 2018 Rev.1

2024

2025

Phase 2A - SCOD

**Grand Total** 

In 2022-2023, ERC had released regulation to procure Electricity from Renewable Energy using Feed-in-Tariff (FiT) Scheme for SCOD during year 2024-2030. The total capacity of bidding RE Big lot is equals to 8,871.50 MW, which is split into 3 phases as following:

Phase 1 - scop	2024	2025	2026	2027	2028	2029	2030	Total
Solar Energy							· · · · ·	
Solar Farm	190	290	258	440	490	310	390	2,368
Solar Farm + BESS	100	100	100	100	200	200	200	1,000
Wind Energy		250	250	250	250	250	250	1,500
Biogas Energy			75	75	75	70	40	335
Grand Total	290	640	683	865	1,015	830	880	5,203

Phase	1:	5,203	MW

Status: Completed

Signed PPA of 92.96 MW under New FiT Scheme Phase 1 25 years with EGAT/PEA Q1/2025

Phase 2A: 2,217 MW

Status: The PPA is expected to be signed in Q1-2026 (Tentatively)

Solar Energy 140 120 360 480 480 1,580 Solar Farm Wind Energy 240 240 120 600 **Biogas Energy** Industrial Waste 30 30

177

2026

2027

120

2028

480

2029

720

2030

720

Total

2,217

ERC announcement for Phase 2A 140.40 MW (136.10+4.30) and the price under negotiation

# TRENDS & OPPORTUNITIES OF RENEWABLE ENERGY IN THAILAND





## **BUSINESS PLAN: GROWTH & INVESTMENT**



#### 3 YEARS INVESTMENT PLAN (FY2025-2027)



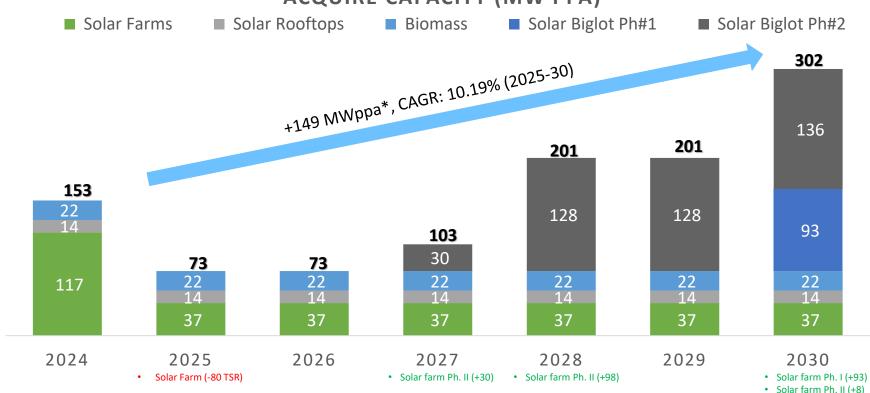
Direct PPA

# TSE Capacity Growth (2025-2030) - Solar Phase#1 and 2 (COD date)

TSE

Project pipeline with +229 MW of additional contracted capacity by 2030 (excluding WTE)





## **ESG DEVELOPMENT**



The Group remains committed to conducting business on a foundation of sustainability, balancing economic growth, environmental care, and social responsibility under a framework of good and transparent corporate governance.







#### **Environmental**

- Reducing waste in Uttaradit Province and parts of Sukhothai Province
  - Minimizing landfill use
  - Decreasing methane emissions

#### **Social**

- Creating local employment opportunities,
- Stimulating the local economy, and generating income for surrounding communities.

#### Governance

-The Group has a clear, transparent corporate governance structure and a strict anti-corruption policy to build confidence among all stakeholders.





# THANK YOU

#### **Investor Relations**

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