# POSITIVE **PROGRESS**

**Business Overview** 



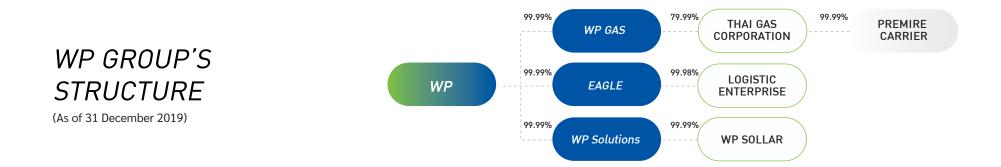
# WP GROUP'S STRUCTURE

## VISION

Regional leader in energy business with service innovation excellence

## MISSION

- Manage by observing international standards of the principle of good governance to steadily extend the business success
- Expand energy business overseas
- Continuously develop organizational capacity and reinforce a quality workforce
- Collaborate with business allies to achieve stable growth
- Seek for new business opportunities and ways to improve services





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#### Mr. Chulchit Bunyaketu

Chairman of the Board of Director / Independent Director

# **BOARD OF DIRECTOR**



Mrs. Niskorn Tadthiemrom

Chairman of the Audit Committee / Independent Director



Mr. Kanoksakdi Bhinsaeng

Director / Chairman of the Executive Committee



Mrs. Soithip Trisuddhi

Member of Audit Committee / Independent Director / Chairman of Nomination and Remuneration Committee



Mr. Chatchaval Jiaravanon

Director / Member of Executive Committee / Chairman of Risk Management Committee



Mr. Sa-nga Ratanachartchuchai

Director / Member of Executive Committee / Member of Nomination and Remuneration Committee



Mrs. Lakananan Luksamitananan

Member of Audit Committee / Independent Director



Mr. Bowon Vongsinud<u>om</u>

Director Member of Executive Committee



Ms. Chomkamol Poompanmoung

Director / Member of Executive Committee / Member of Nomination and Remuneration Committee / Chief Executive Officer



Mr. Somchai Kuvijitsuwan

Independent Director / Member of Risk Management Committee



Mr. Rungson Sriworasat

Independent Director / Member of Risk Management



Mr. Kasemsit Pathomsak

Director



WP GROUP'S STRUCTURE BOARD OF DIRECTOR

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# **OUR BUSINESS**

# 01. *LPG* BUSINESS

WP Energy is a leading LPG (Liquefied Petroleum Gas) distributor under the brand "Worldgas", with commitment to delivering integrated innovative services. For over 40years, we have supplied LPG gas to customers across Thailand with technology support from SHV Group, a leading global distributor of off-grid energy from Europe, with ever-advancing management system and diverse range of workforce and experts at all levels.

# 02.

#### **ENERGY & SERVICES** SOLUTIONS

WP Energy has constantly developed and enhanced a range of service innovations to offer ease and convenience of total solution that meets all business partner's needs. We leverage new technology to enhance operational and management efficiency, with improved speed and quality to ensure our services truly satisfy our customer's needs.

# **03.** *other business*

In addition to energy related businesses, WP Energy is constantly exploring other new opportunities by leveraging our experience and extensive business network to support the expansion beyond the realm of energy. With high level of investment readiness, WP Energy openly embraces new business venture in innovation technology as well as other emerging businesses in line with global trends.



#### OUR BUSINESS

# LPG BUSINESS

With the experience of over 40 years. WP Energy, the leading provider of liquefied petroleum gas under "Worldgas" trademark, One of the largest LPG in Thailand with ranking no. 2<sup>nd</sup> in LPG Market

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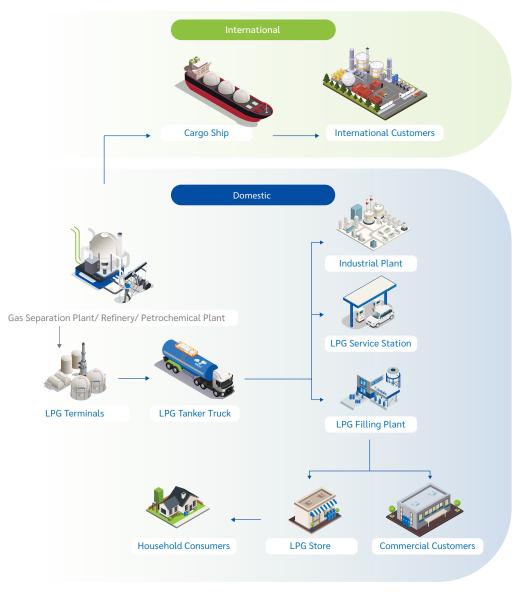
BUSINESS OVERVIEW

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## NATURE OF BUSINESS

Driven by the concept of 'Positive Progress' based on our belief in positive thinking, we deliver clean energy solutions assessable to all with integrated services from upstream to downstream based on highest safety quality. We strive to become a leader in comprehensive energy, overcome challenges, and open up to new opportunities in order to drive business forward, at both regional and global levels, in a sustainable way.





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LPG BUSINESS ENERGY & SERVICES SOLUTIONS

#### **NETWORK & DISTRIBUTION**

**COMPANY PROFILE 2021** 



#### LPG TERMINALS

WP Energy operates 5 large-scale LPG terminals in the strategic locations of each region nationwide with a total storage capacity of 18,341 tons, comprising 2 marine terminals and 3 land-based terminals, enabling our ability to store LPG in different grades and quality to serve specific customer requirements and facilitating the exports to the ASEAN region.

With adherence to utmost safety standard in every stage of operation, our LPG terminals are certified by the ISO 9001, ISO 14001 and ISO45001 standards, guaranteeing quality, occupational health and safety and environmental management systems.

- Bangpakong LPG terminal Phase 1 3 115 Moo 16 Bangpakong district, Amphoe Bangpakong, Chachoengsao province. Tel: 038-531647
- 2. Khonkaen LPG terminal 101 Moo10 , Banhaet Sub-district, Banhaet District, Khonkaen province. Tel: 043-218112
- Bangchakreng LPG terminal 286 Moo 1 Bangchakreng district, Amphoe Muangsamutsongkhram, Samutsongkhram province.

**Tel:** 034-762957

4. Lampang LPG terminal

73/1 Moo 10 Viangtan district, Amphoe Hangchat, Lampang province. **Tel:** 054-339321

5. Pichit LPG terminal

79/9 Moo 1 Nonglum Sub-district, Wachirabarami District, Phichit province WP GROUP'S STRUCTURE

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## **5** LPG terminals

across 5 regions nationwide with a total capacity of 18,341 tons, comprising 2 marine terminals and 3 land-based terminals

#### LPG FILLING PLANTS

WP Energy's LPG filling plants in numerous strategic locations across Thailand are operated by both the company itself and a strong network of LPG filling plants run by our customers, with over 160 locations nationwide.

LPG Filling Plants

# 160 LPG filling

plants

of which 7 operated by the company, with nationwide distributor network.



#### LPG Transport Vehicles

# 105 large transport vehicles

Our modern transportation system with high standards comprises 105 large transport vehicles with a delivery capacity of 1,078 tons, operated by our affiliates - Eagle Intertrans Co., Ltd. and Premier Carrier Co., Ltd.

- 1. Rangsit LPG filling plant: 55 Moo 3 Phaholyothin Rd., Khlongnung district, Amphoe Klongluang, Pathumthani province. Tel: 02-9020372
- 2. Latlumkaeo LPG filling plant: 85 Moo 4 Latlumkaeo District, Amphoe Latlumkaeo, Pathumthani province. Tel: 02-1945702
- 3. Bangkhae LPG filling plant: 500 Bangkhae Rd., Bangkhae, Bangkhae, Bangkok. Tel: 02-4555540
- 4. . Bangna LPG filling plant: 11 Bangna - Trad 26 Bangna, Bangna, Bangkok. Tel: 02-3939844

- 5. Chonburi LPG filling plant 3/2 Moo 2 Soi Behind Jaroonrat temple, Bypass Rd., Huaykapi district, Amphoe Muangchonburi, Chonburi province Tel: 038-797485
- 6. Pattaya LPG filling plant: 458/12 Moo 4, Naklua district, Amphoe Banglamung, Chonburi province. Tel: 038-221548
- 7. Khonkaen LPG filling plant: 101 Moo10, Banhaet Sub-district, Banhaet District, Khonkaen province. Tel: 043-218112

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# **PRODUCTS AND SERVICES**

#### PRODUCT

WP Energy is a leader in delivering innovative, comprehensive services and unprecedented customer experience. We relentlessly pursue innovation to create new products and services to better meet customer needs, driving all business across our network forward with impeccable service and quality products.



BUTANE GAS CARTRIDGE

We are sole distributor of Worldgas, a premium butane gas cartridge.



FORKLIFT

WP Energy also offers specialized LPG cylinder for forklift truck that is economical and safe in accordance with the standards set by the Ministry of Industry, which is widely recognized by many renowned companies.



BULK

WP Energy sources high quality gas from leading refineries and plants throughout Thailand. With our nationwide transportation network, we deliver high-quality LPG products to customers across all household and industrial networks.

 A8
 15
 13.5
 8

 Kg
 15
 kg
 8

 CYLINDER

Each and every LPG cylinder is certified in accordance with standards set by the Ministry of Industry - TIS No. 27-2543, to ensure maximum safety.



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**CUSTOMER SERVICES** 

WP Energy helps drive all businesses forward with a comprehensive range of products and services.



1. Customer Service Centers and Emergency Response Center

Well-equipped with order management system to handle orders efficiently and promptly around the clock. Call Center 02-272-3333 24 hours Emergency call 02-272-3334



#### 3. Safety Training Center :

Certified by the Department of Energy Business, our safety training center provides comprehensive safety training courses including LPG filling, basic firefighting, fire evacuation rehearsal, risk assessment and safety consciousness, open to our customers and the general public

Call Center 02-272-3333



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2. After-Sales Service Center

Provides comprehensive after-sales services and technical support to customers with our specialized and dedicated team of engineers specializing in design, installation of LPG piping system, service and maintenance, emergency support with highest level of safety standard. Contact our call center at 02-272-3333

#### 4. Data iCare Network Service

Created with aim to ensure optimal customer satisfaction by integrating all operational processes, from order placement, storage, transportation and distribution into a connected network for improved flexibility in supply chain management.

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# CUSTOMER SECTORS AND DISTRIBUTION CHANNELS

WP Energy is a leader in comprehensive energy and a leading LPG distributor under the brand "Worldgas", supplying a wide range of LPG products to customers across household, automobile and industrial sectors both domestically and internationally through various distribution channels.





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## **DOMESTIC DISTRIBUTION CHANNEL**

#### HOUSEHOLD SECTOR

WP Energy distributes LPG products to customers through gas filling plants and representative gas shops nationwide, holding 2<sup>nd</sup> position in the household sector of Thailand.

Our key strength is an extensive network of gas filling plants in strategic locations across the country, making us well-positioned to leverage our expertise in delivering clean energy solutions to customers nationwide. With our long experience in business, we are able to offer all kinds of advice to customers, including the matters related to safety inspection according to the law and arrangement of LPG safety training for customers.







With over 6 million cooking gas cylinders under the brand "Worldgas" used in the household throughout all regions of Thailand distributed through a network of more than 400 gas shops nationwide, our cooking gas cylinders are available in 5 sizes - 4, 8, 13.5, 15 and 48 kg, to meet different customer needs. All Worldgas cylinder are certified with the Ministry of Industry's TIS No. 27-2543 standard, ensuring that they meet industrysafety requirements. In fact, cooking gas with the trademark "Worldgas" is well-known and widely-recognized among consumers in the household sector.

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#### INDUSTRIAL & COMMERCIAL CUSTOMERS

LPG is widely used in various industrial production processes as fuel that gives higher heating value and provides safe, clean, and complete combustion without causing any environmental pollution. WP Energy has been trusted by over 150 industrial customers such as ceramic sanitary ware producers and industries that use heat energy to manufacture their products at a constant temperature.

Today, WP Energy has been trusted by over 1,000 renowned commercial customers. Our commercial customers consist primarily of small factories, hotels, hospitals, restaurants, shopping centers, and community malls.

Our proficient sales and engineering teams are ready to provide customers with consultation on gas distribution equipment, both with single and dual-phase cylinder valve, and system safety to ensure that customers can optimize gas consumption with a maximum level of safety, as well as after-sales services.

Moreover, WP Energy also offers specialized LPG cylinder for forklift truck that is economical and safe in accordance with the standards set by the Ministry of Industry, which is widely recognized by many renowned companies.







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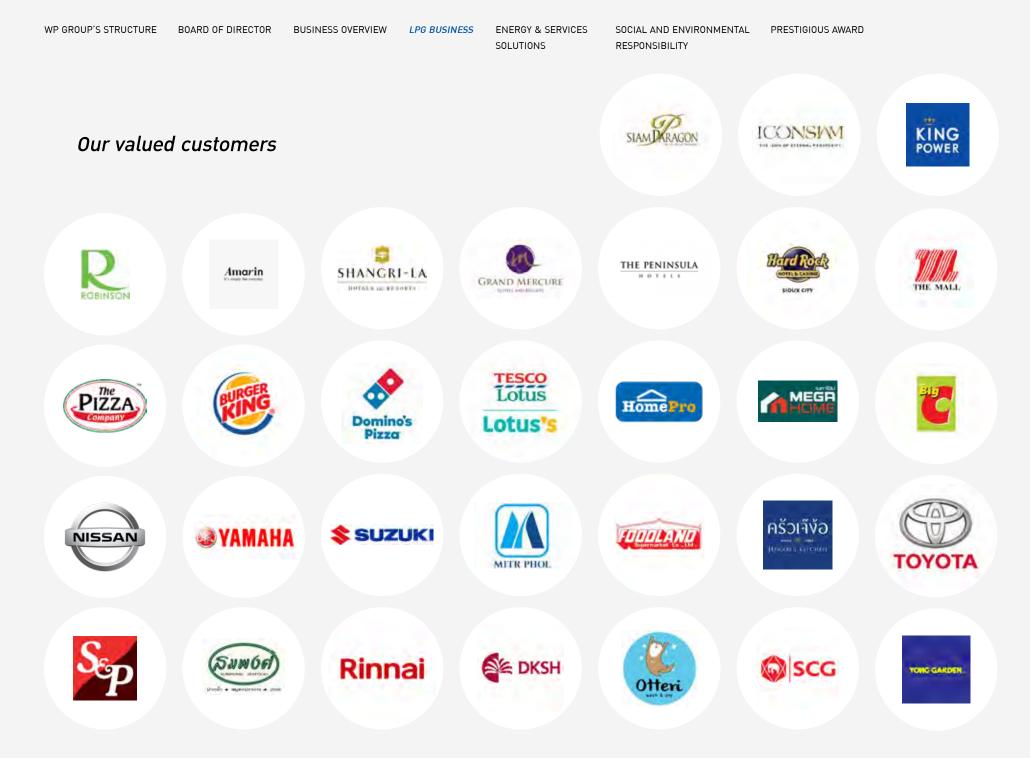
#### AUTO GAS STATION

WP Energy ensure motorists' peace of mind on their everyday journey with extensive network of Worldgas branded LPG service stations that sell LPG to LPG-powered vehicles in over 300 locations nationwide covering various needs of customers.



#### **INTERNATIONAL DISTRIBUTION CHANNEL**

WP Energy exports gas products as a trading company to support regional economic growth, starting with Vietnam as the first market outside Thailand. We continue to explore new exporting opportunities to other markets in the ASEAN region.



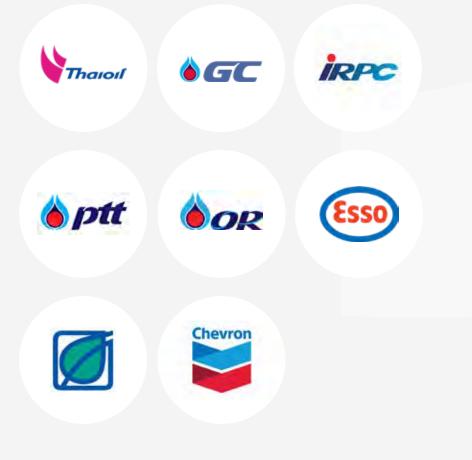
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#### Supplier

WP Energy sources high-quality LPG the nation's leading gas separation plants.





#### OUR BUSINESS

# **ENERGY & SERVICE** SOLUTION

WP Energy continues to develop and enhance service innovation to achieve strategic, process and operational excellence in order to create business solutions and to determine the breakeven point in business and meet the customer's needs. 

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## WP SERVICE SOLUTION

WP Energy has teams of experts to serve customers as consultant for energy use in various forms with a wide range of services covering all business sectors, as well as investment consulting services.

# SOLAR SERVICE SOLUTION (SOLAR ROOFTOP)

By partnering with EPC, a leading provider of solar power with over twenty years of experience in supplying solar solutions to leading companies, WPEnergy is keen to serve businesses looking into immediate and long-term electricity savings from installation of solar panels.

Solar rooftop is recognized worldwide for its ability to reduce electricity expenses. Solar panels can efficiently generate power and reduce electricity costs from the first month after commercial operation date (COD). The installation of rooftop Solar PV on factory roofs is recognized worldwide for its low maintenance costs and has been proven that it will not affect the factory's power usage and production capacity. Businesses can immediately save electricity bill and achieve better cost efficiency.





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## WP MAINTENANCE SERVICE

With a team of experienced engineers, WP Energy is well-positioned to provide helpful advice for customers on the design of gas station according to the principles of engineering and pursuant to regulatory requirements, as well as comprehensive gas distribution station installation services including the installation of tank system and gas distribution system, the safety audit, the improvement and repair and maintenance of gas distribution system and the repair and maintenance of PM vaporizer.







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## LOGISTIC SERVICE

WP Energy utilizes state-of-the-art LPG transportation and transportation system that meets standards operated by its affiliates, Eagle Intertrans Co., Ltd. and Premier Carrier Co., Ltd., both registered carriers under Section 12 of the Fuel Trade Act, B.E. 2543. Delivery service is fully equipped with online GPS tracking system, allowing customers to have a full view of their delivery status. WP Energy also has a comprehensive service to provide freight services to the country's leading modern trade group.



ENERGY & SERVICES

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**RESPONSIBILITY** 

# SOCIAL AND ENVIRONMENTAL RESPONSIBILITY POLICY

As "We Promise" you, WP Energy wishes to continue helping Thai society in accordance with our vision to stay "Together, Create Smile" for Thaipeople through activities in all 4 areas in order to improve the quality of life and encourage good economy, society and environment in a sustainable way.

- 1. Improving the quality of life for Thai people both in matters of daily life and career from help generating more income and creating more jobs for people in the community to providing full support for food industry and professionals in the industry in Thailand.
- 2. Putting focus on art and culture which are the roots of Thais. Food and fashion, especially, are the roots that lead to how WP Energy organized "the World Curated by WP Energy"
- 3. Preserving the environment in a sustainable way both in terms of energy and conservation of



natural resource. With the "WP Energy Walk Rally" activity held annually.

4. Giving full support to children through the "Full Belly... Warm Smile with World Gas" activity with Worldgas which the company has done for 9 consecutive years to offer a good quality of life to children living around the company's gas storage warehouse.



WP Energy is committed to supporting the WP Volunteer Program to contribute to community development and solve problems faced in each locality. Our focus areas are cultivating the spirit of generosity, sharing, helping hands to public service for better society, community and the country without expecting anything in return. SOLUTIONS

SOCIAL AND ENVIRONMENTAL PRESTIGIOUS AWARD RESPONSIBILITY



# **STANDARD & CERTIFICATES**

WP Energy is committed to continue developing our various management systems in terms of quality, environment, occupational health and safety. We have been certified by international standards such as is committed to continue developing our various management systems in terms of quality, environment, occupational health and safety. We have been certified by international standards such as



Environmental Management

CERTIFIED

Quality Management System (ISO 9001:2015)

Environmental Management System (ISO 14001:2015)



bsi

Occupational Health & Safety Management System (ISO 45001:2018)

Certificate of Registration

Occupational Health & Safety Management System (TIS 45001 : 2561)

In addition, we take into consideration of health and safety for employees and surrounding communities. We areprepared to cope with all kinds of disasters. In paticular, the practice of fire protection of warehouse and gas filling plants annually in order to get our staffs and all involved ready and prepared for all incidents.

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L PRESTIGIOUS AWARD

# PRESTIGIOUS AWARD 2018



#### **"Most Sustainable LPG Supplying Company - 2018"** From International finance

IFM Awards, hosted annually by International Finance, UK's premium financial and business analysis magazine, recognizes organizations from various industries across the world by a qualified committee.



#### **Green Industry**

This award from the Ministry of Industry is to certify that WP Energy complies with systematic environmental management as well as constant follow-ups and evaluations after the development of the green system.

#### 2019



#### **"Best LPG Distributors- 2019"** From International finance

After receiving an award from IFM in 2018, WP Energy took home again in 2019 another award the Best LPG Distributor in utility and energy category, for its outstanding management, proactive support to partners and comprehensive after-sales service from upstream to downstream.



#### **"Asia' s Most Influential Companies-2019"** From ACES Awards

The globally acclaimed Asia Corporate Excellence & Sustainability Awards 2019 (ACES Awards 2019) recognizes companies with stable and sustainable growth, outstanding operating performance, commitment to workforce development and environmental protection as well as strong culture of giving back to the society.



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#### 2020



**"Most Innovative CSR Initiative"** From International Finance Awards (IFM Awards – 2020)

Once again, WP Energy has been recognized for the third consecutive year by IFM Awards by winning the "Most Innovative CSR Initiative" award for the company's commitment to achieve the balance of business performance and social return to benefit people and the environment in order to drive sustainability with responsibility in all aspects by creating positive impact and changes for the economy, society, environment, as well as Thai people's quality of life and livelihood to ensure a more sustainable future for everyone.

**"Best Renewable Energy (LPG) Efficient Provider - 2020"** FromGlobal Banking and Finance Awards

WP Energy received an international award from the Global Banking and Finance Awards 2020 for the best renewable energy provider which organized by Global Banking & Finance, the UK's leading financial and banking magazine. The honor indicated for success to become the company strives to become a leader in comprehensive energy that drives business under the power of positive thinking and has delivered integrated services from upstream to downstream base on highest safety quality in accordance with the laws, rules, standards, and regulations for its environmental management system and occupational health and safety management system standards, which have gained international acceptance. 2021



"Most Innovative Customer Service Initiative – Data icare network – Gas" From IFM Awards 2021

WP Energy has been recognized for its excellence in innovation, technology, and analytics. Receiving awards from IFM for four consecutive years has proven that we always strive for excellence and bring satisfactory returns to investors and stakeholders by leveraging customer database to analyze, consult and design service solutions in response to customer needs across different segments. **"Most Innovative LPG Management Company"** From International Finance Awards (IFM Awards) 2021

Apart from being recognized for its outstanding offering of comprehensive service solutions for all customer segments, WP Energy also demonstrated its openness to adopt innovation and new technologies to the development of product with high quality, reliability and safety with comprehensive services as proven by recent operations and achievements



#### WP ENERGY PUBLIC COMPANY LIMITD

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