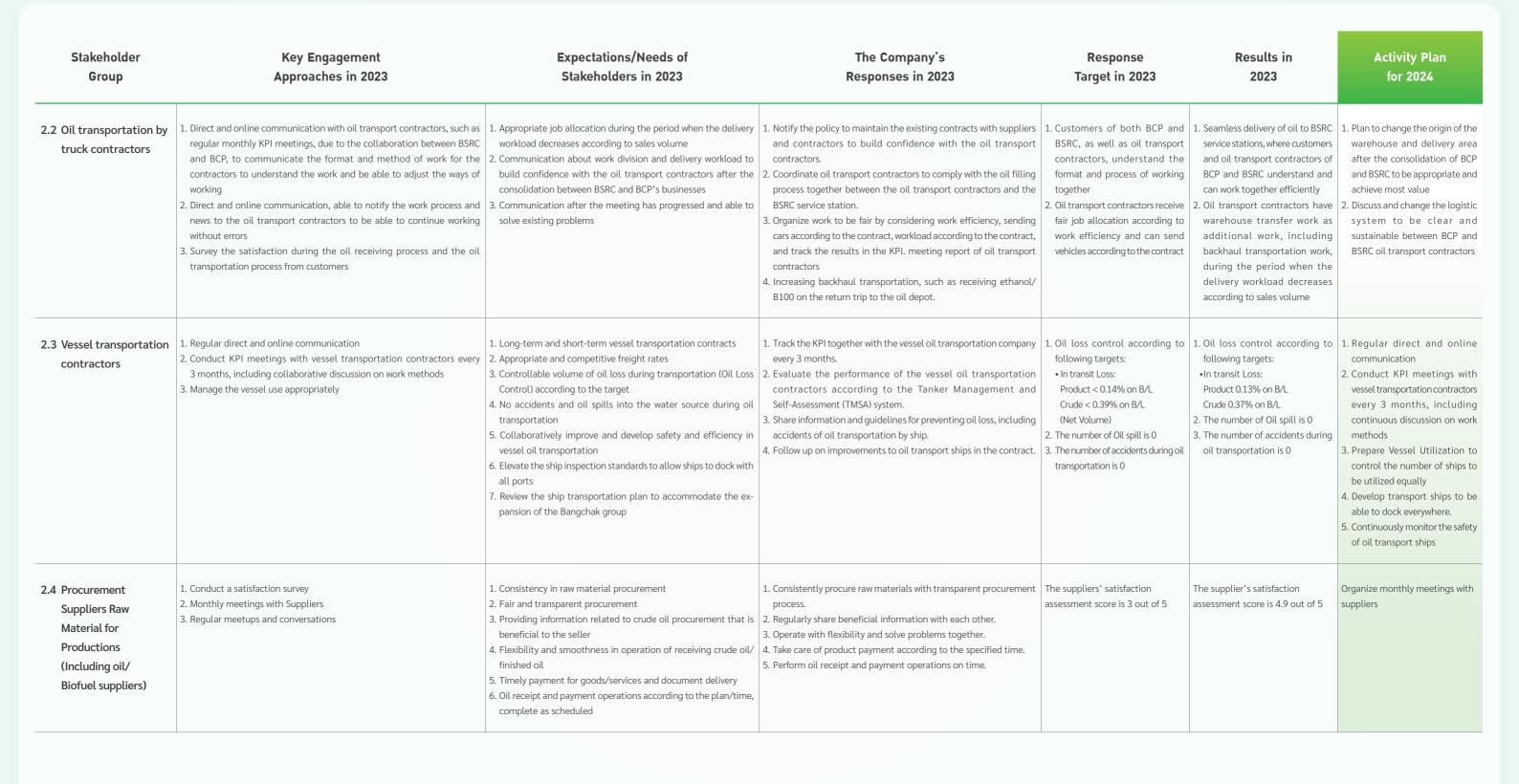
Key Engagement Expectations/Needs of The Company's Response Results in **Activity Plan** Approaches in 2023 Stakeholders in 2023 Responses in 2023 Target in 2023 2023 for 2024 1. Engagement Score > 74% 1. Recognizing needs and expectations through the Engagement | 1. Compensation and benefits The Company takes care of employees under the 100Xhappiness 1. Engagement Score 85% Development of EE through survey as follows: 2. Progress and development initiative, in line with each issue raised by employees: 2. Average Turnover Rate < 5% 2. Average Turnover Rate = 5.05% Theme 1.1 Engagement survey 2 times / year 3. Work process 3. High Performer Turnover Rate | 3. High Performer Turnover Rate • 100 x Happiness Plus 1.2 Determine the format of the survey questions in 3 formats 4. Performance appraisal 1. Compensation and benefits: review welfare policy, including: full = 2.17% Promotion of Engagement 4. Job Rotation for Development | 4. Job Rotation for Development 1.2.1 Engagement questions (Say Stay Strive) 5. Quality of life and work environment reimbursement of medical expenses for parents, addition of through Culture Recognition 1.2.2 Questions that are appropriate for the situation (Satisfaction) birthday leave for employees, development of a system to improve = 12.67% • Employee Well being 1.2.3 Open-ended questions to allow respondents to express convenience in making request for various benefits such as employee housing loans, special loans, and communication with opinions on factors affecting commitment 1.3 Survey result analysis is divided into 2 reports: employees on additional compensation. 2. Performance appraisal: Conduct performance feedback - Corporate - Business Group & Business Unit 3. Progress and development: Communicate and clarify the promotion 2. Conducting Focus Group criteria for employees, organize a Congratulation Day event to 3. HR Visit praise and congratulate employees, and communicate about the 4. Leadership Activities career growth and development of employees. In 2023, number 5. Develop an Engagement dashboard for supervisors to see the score of employees grew by 15%, and the Company provided training by themselves through the Online system and other various projects to support employee development on areas such as Design thinking, Mandatory. 4. Work process: Implementing BPR (Business Process Redesign) 5. Quality of life and work environment: Improvements on areas such as restrooms, meeting rooms, medical rooms, dining areas, and refinery areas. The changing of the medical room service provider led to a satisfaction score of 4.85 out of 5. The Company provides continuing care on COVID-19 in areas such as booster vaccines, ATK vending machines, ATK test result recording system and notification system in case it yields a positive result, and also initial care medication to the employee's homes. The Company also supports healthcare with flu vaccines, improves the work environment, and organizes Recognition projects under 12 months 12 activities program, which reflects the Company's core values and promotes understanding. 1. Ongoing the implementation 1. Completed implementation of 2. Suppliers and 1. Annual suppliers and contractors seminar 1. Speed in procurement process (emphasizes on transparency to 1. Implementing a new procurement system. 1. Select a new platform along with 2. Surveying suppliers and contractors satisfaction, needs, and expectations build confidence in business operations) 2. Planning to improve the procurement process to align with the the implementor. process, expected to be a new procurement system Contractors 3. Suppliers and contractors visit 2. Digital Transformation new business operations, while still emphasizing transparency to 2. Initial improvement of the 2. Improve the procurement completed by June 2024 2.1 General Suppliers 4. Knowledge Sharing Session 3. Convenient and easy-to-use procurement system for bidding build confidence in business operations. procurement process, which 2. Procurement process is not process to be appropriate and and Contractors 4. Communication channels or channels for presenting the products 3. Providing opportunities for suppliers / contractors to present new aligned with the shared service supports the business consolidation interrupted and can continue as products, services, and technologies to the Company. 3. Continuously operate to allow and services of suppliers / contractors to ensure business continuity 4. Suppliers and contractors visit according to the S&P Global criteria. 3. Knowledge Sharing event for 3. Able to apply and adopt new suppliers and contractors to 5. Annual suppliers and contractors seminar, which allows for suppliers and contractors and technologies propose new products, services, sending questions prior to the event, intended to be another related users as a new alternative 4. Visited suppliers and contractors and technologies to the Company communication channel with suppliers and contractors. to adopt technologies with according to the list 4. Organize an annual suppliers 6. Surveying satisfaction, needs, and expectations of suppliers and business divisions 5. Organized a suppliers and and contractors seminar and contractors. 4. Visit suppliers and contractors contractors seminar in November survey their satisfaction, needs, in the Critical Vendor group and expectations together with the sustainability



Appendix

Stakeholder Group	Key Engagement Approaches in 2023	Expectations/Needs of Stakeholders in 2023	The Company's Responses in 2023	Response Target in 2023	Results in 2023	Activity Plan for 2024
3. Customers 3.1 General Service Station Customers (End users)	1. Conduct consumer research 2. Conduct market research 3. Customer behavior data from POS and CRM systems 4. Data from the Department of Energy 5. Customer service department 6. Post-service survey via Mobile Application	1. Convenient location 2. Fast service 3. Polite and enthusiastic service 4. High-quality oil that meets customer needs 5. Clean and sufficient restrooms 6. Convenient accesses and exits of service stations with enough parking 7. Emergency plans and operational measures for various situations, and relief measures after incidents 8. Support emergency relief measures for customers	 Expand service stations in areas of demand, develop service stations with a unique design, and offer a variety of additional services. Improve service standards to be more agile. Implement technology to improve service, such as expanding payment channels with the Bangchak digital payment system to reduce the service time of employees, expand the customer membership base, and exchange points through partners, such as changing points into mutual fund units with SCBS. Train front-line employees through the Bangchak online academy, which provides easier access to training, to ensure that front-line employees perform according to the service procedure. Deliver high-quality oil products that are environmentally friendly continuously. Bangchak is the only one that has Euro 5 standard oil up to 32 types, namely E20 S EVO, Hi-Premium Diesel S, and Hi Premium 97. Develop service stations to extend offerings beyond oil, such as restaurants, Inthanin coffee shops, mini-marts, food stalls, food trucks, and other lifestyle businesses, such as pet food restaurants, transportation businesses. Expand businesses related to EV Car/Bike for service, such as EV Charging stationer and Swapping Battery Station, etc. Use customer data to develop suitable strategies for each customer group (Personalized Offerings), such as sending special promotions to missing members to stimulate them to return to use the service at service stations. Give importance to the personal data protection policy, including increasing the security level in exchanging points of Bangchak members by requiring customers to enter a code (PIN) during the point redemption process. Participate in helping to reduce the cost of living through various projects, such as offering a discount of up to THB2.5 per liter of gasohol according to government policy, "Payback on the Day of Gasoline Price Hike" in which members get extra points in the amo	1. Have a market share of clear oil through service stations at 16.4%. 2. Improvement in the satisfaction score of service station users from previous year	 Have a market share of clear oil through service stations at 16.5% Customer Satisfaction Score from 3.85 in 2022 becomes 4.16 The number of members gives an overall satisfaction score in the service through the Mobile Application average 4.42 / 5.0 Develop new 58 service stations nationwide, including 13 additional unique design service stations, totalling 87 branches Develop Inthanin, both inside and outside service stations, accumulated a total of 1,020 branches Expand the EV Charger stations, with 265 charging stations and 890 charging ports installed Develop Non-Oil services in various formats in service stations, accumulated more than 4,390 Touchpoints 	1. Expand service stations, both standard and Unique Design, to meet the needs of consumers 2. Improve some existing service stations to be more ready in providing services 3. Implement digital to improve customer experiences 4. Develop and expand new non-oil business models with partners to meet the needs of consumers 5. Organize continuous sales promotion events to meet the needs and expectations of consumers
3.2 Industrial customers	Customer Visit Meeting with customers in both online and on-site format	Developing products to align with customer needs Improving logistics management Enhancing service by providing technical support from the service team when customers encounter product usage issues	 Developed additional solvent products, such as D80, Hexane, and BCP 80/100, complements the existing BCP White Spirit-3040 used in the paint industry. This expansion broadens the market reach to new customer segments. Developed and enhanced the Transportation Management System (TMS) to optimize the oil delivery process, ensuring punctuality and customer satisfaction. Provided online and on-site training sessions on product knowledge, particularly lubricants. Additionally, technical consultations were provided through online systems to enhance convenience, speed, and responsiveness to customer needs. 	The market for solvent products expands, leading to increased sales volume The number of complaints regarding delivery decreases Sales volume increase The satisfaction from the service provided meets the standard at 90%	 Sales of solvent products have increased by 16% Complaints regarding delivery have decreased by 40.51% Sales have increased Customer satisfaction rating is 93.91%, exceeding the set standard of 90%. 	Improving sales in the international market

requests cooperation

5. Provide market information that does not affect competitors

Stakeholder Group	Key Engagement Approaches in 2023	Expectations/Needs of Stakeholders in 2023	The Company's Responses in 2023	Response Target in 2023	Results in 2023	Activity Plan for 2024
3.3 Wholesale customers	Organizing seminars for the subgroups of customers of distributors to instill confidence in the quality and standards of the products	Communicating product knowledge and developing new marketing formats to support market expansion Organizing sales promotion events and establishing competitive pricing Creating flexibility in payment methods and fund transfers	to support customer sales.	Sales volume or market share is increasing compared to the previous year	 Lubricant oil sales increased by 7.77% compared to 2022. Lubricant oil market share increased by 1.23% (from 10.20% in 2022 to 11.42% in 2023). 	keeping unit products to be more suitable 2. Increasing sales of the Automotive
4. Service Station Operators	 Marketing representatives Monthly / Quarterly / Annual meetings BCP Link system Mystery Shopper Call center system Data from the Department of Energy Bangchak online academy 	 Improved business performance (business operations for profit and growing revenues) Monitoring of MR Support and monitor the standards of service stations to be competitive (modern pump management system) Efficient equipment repair Effective sales promotion programs and advertising (demand for the development of marketing tools) Development of high-quality products (delivery of quality products to service stations) Timely, complete, and non-loss oil delivery service Emergency plans and operational measures for various situations Ability to continue providing services during emergencies Relief measure after incidents Place importance on the strategy to promote collaboration 	results as follows: 1. Maintain product quality to compete with competitors and push the sale of products that meet market needs 2. Support and monitor the standards of service stations to be competitive. 3. Support the improvement of service station image, such as Renovate, Bright and Clean, and Refresh.	1. Have a market share of clear oil through service stations at 16.4% 2. Improvement in the satisfaction score of service station users from previous year 3. The score assessed by Mystery Shopper passing the standards (BGN 90%, Dealer 75%)	1. Have a market share of clear oil through service stations at 16.5% 2. Retail business sales increased by +3.0% from previous year 3. The number of members gives an overall satisfaction score in the service through the Mobile Application average 4.42 / 5.0 4. Expand Inthanin inside service stations, accumulated total of 636 branches 5. Expand the EV Charger stations, with 265 charging stations and 890 charging ports installed 6. Develop non-oil services in various formats in service stations, accumulated more than 4,390 Touchpoints 7. The score assessed by Mystery Shopper passing the standards (BGN 92%, Dealer 76%)	non-oil business models with partners to increase revenue and optimize the utility from rental area 2. Support the improvement of service station image to attract consumers 3. Continuously organize sales promotion events 4. Organize activities to stimulate sales with operators, such as giving rewards and incentive 5. Increase courses and the frequency of training in the
5. Competitors (Service Stations)	1. Follow up on business results, market conditions from the data of the Department of Energy 2. Study competitor data through financial reports and present to relevant persons 3. Follow news and marketing activities from various media, including social media 4. Cooperate and coordinate with competitors on issues that the government requests cooperation	Provide support to competitors during emergencies that affect competitors	Conduct business under free market competition and comply with laws and regulations related to business operations correctly and transparently.	No negative complaints or news in doing business with competitors No complaints from competitors in the part of unfair business operations.	$2. \ No \ complaints \ from \ competitors$	market competition and comply



received from shareholders, investors, and analysts, and report to the executives regularly

1. Community relations employees / local visits

3. Channels for communication / complaints

3.2 Public announcement board

3.5 Leaflets / brochures / banners

4. Evaluation of community relations activities

5. Assessment of community needs by a Third Party

3.4 LINE community group

3.1 Direct telephone lines / 24-hour Call Center

3.3 Audio transmission through public broadcasting

2. Community relations activities and access to target groups

Stakeholder Group

- 8. Bangchak's Neighbors
- 8.1 Nearby communities (1.5 kilometers radius, covering 8 communities in Phra Khanong district, 1 community in Bang Na district, and 11 villages in Bang Nam

Phueng Subdistrict,

Phrapradaeng District,

Samut Prakarn)



Key Engagement Approaches in 2023

1. Have strategies and operate the business with safety, and give

importance to the environment and the impact that may occur to the community, which affects the Company's image and acceptance, in order to inspire communities' trust, which allows

Expectations/Needs of

Stakeholders in 2023

2. Notify the community in advance before taking any action that may have an impact or cause misunderstanding in the communities

the Company to continue to operate (License to operate)

- 3. Participate in community relations activities:
- 3.1 Education development
- 3.2 Quality of life development
- 3.3 Economic development
- 3.4 Environmental development in the community
- 3.5 Safety development
- 4. Continuous support / care in both health and economic aspects after the COVID-19 outbreak situation eased

1. Adjust the format of activities to be aligned and consistent with situations, environments, and current community needs.

The Company's

Responses in 2023

- Continuing to carry out activities and return to the normal format prior to COVID-19 according to the needs of the target community group per the results of the 2022 needs assessment of 95.5%
- The Bangchak Huang Yai Su Phai COVID-19/PM2.5 supported the donation of medical face masks and children's face masks.
- 2. Support the education of young people in the community through the Bangchak Youth Scholarship Project to alleviate the burden of parents / community from the inflation and continuing economic stagnant situations.
- 3. Support / promote proactive life and preventive healthcare in the community.
- Organize "Healthy Community" project by collaborating with a private hospital in the area, namely Rama Rak Hospital, in providing health checks for people in the community around the oil refinery.
- Organize "Elderly with Online Heart" project / event by providing knowledge about the use and safety from technology and online media to the elderly in the community to have knowledge and be able to apply in daily life.
- 4. Support / promote the economy and generate recurring income for the community.
- Bangchak supports a career profession and develops the skill of making Thai desserts for the community around the refinery to create jobs, careers, and generate income for the community to promote income recovery amid the stagnant economic recovery after the COVID-19 situation eased.
- Support / subsidize products / services from the community to use in the Company's projects / activities continuously, creating more than THB 1,000,000 baht of income to the
- 5. Environmental and biodiversity promotion projects, including the "Phuet Phan Pan Suk Ruam Pluk Ton Mai Project" (areas in Phra Khanong district, Bang Na district, and Bang Nam Phueng) and support the conservation of firefly / firefly surveys by local research teams / World Firefly Day Kung Bang Kachao in 2023 with over 300 participants, and support the Bang Nam Phueng Large Farm Stingless Beekeeper Group / World Bee Day and the competition for stingless bee hives in 2023 with over 300 participants, generating income for the group / community of more than THB 300,000.
- 6. Build good and sustainable relationships with the community through participatory development:
 - Set up a committee to develop environmental quality and social
- Organize a meeting between the Environmental Quality Improvement and Social Activities Development Committee and the community committee to present the plan and listen / discuss for development together in the future.
- Organize Bangchak Open House activities to get to know and visit the Company and Bangchak refinery.
- Organize community trip committee / community trip activities, which includes off-site studies and training (search for community identity) to develop the community and build good relationships between the community and the Company.
- 7. Support / promote preventive / proactive safety for the community, carry out equipment inspection activities and support the preparation of safety readiness in the community continuously. such as evacuation plan drills in case of emergency / disaster, safety inspection project, support fire extinguishers to the
- 8. Communicate the work plan to the community in advance in all communication channels, such as public announcement boards, LINE, leaflets / brochures / banners, etc.

1. Result of the satisfaction assessment by questionnaires provided to activity participants:

Response

Target in 2023

- 2. Result of the community engagement assessment: ≥88%
- 1. Result of the satisfaction assessment by questionnaires from participating in activities: is 96.40%

Results in

2023

- 2. Result of the community engagement assessment is 88.20%
- Develop activity plan to align with the community needs in 7 areas:

Activity Plan

for 2024

- Quality of Life
- Education
- Environment Safety
- Economy
- Relationships
- Public Benefits

Stakeholder Group	Key Engagement Approaches in 2023	Expectations/Needs of Stakeholders in 2023	The Company's Responses in 2023	Response Target in 2023	Results in 2023	Activity Plan for 2024
			9. Support, take care of, and participate in activities / public benefits within the community, such as supporting important day activities (New Year's Day, Children's Day, Songkran Day, Mother's Day) and other activities such as repairing lights, cutting trees, improving community multipurpose rooms, improving various project signs within the community, improving and constructing steel structure roofs for compost machines, supporting elderly club shirts, supporting safety checkpoints during festivals, etc			
8.2 School Groups	1. Community relations employees / local visits 2. Community relations activities and access to target groups 3. Channels for communication / complaints 3.1 Direct telephone lines / 24-hour Call Center 3.2 Public announcement board 3.3 Audio transmission through public broadcasting 3.4 LINE community group 3.5 Leaflets / brochures / banners 4. Evaluation of community relations activities 5. Assessment of community needs by a Third Party	1. Have strategies and operate the business with safety, and give importance to the environment and the impact that may occur to the schools, which affects the Company's image and acceptance, in order to inspire the schools' trust, which allows the Company to continue to operate (License to operate) 2. Support the development of education in various aspects, such as the capability of personnel / students in the schools, support technology / teaching media, etc. 3. Support the development of the surrounding and environment both inside and outside the schools, provide knowledge and create a network in the environment / environmental management for teachers - students and schools 4. Support safety, provide knowledge on coping with emergency situations / disasters, basic self-help and others, support fire extinguisher equipment, etc. 5. Continuous support / care in both health and economic aspects after the COVID-19 outbreak situation eased	 Adjust the format of activities to be aligned and consistent with situations, environments, and current school needs: Continuing to carry out activities and return to the normal format prior to COVID-19 according to the needs of the target school group per the results of the 2022 needs assessment of 91.5%. The Bangchak Huang Yai Su Phai COVID-19/PM2.5 supported the donation of medical face masks and alcohol hand sanitizers / cleaning for schools. Support the education of young people in the community through the Bangchak Youth Scholarship Project to alleviate the burden of parents / community from the inflation and continuing economic stagnant situations. Operate a project to develop the capability of teachers and schools and returning to on-site training, beginning with the Pre-STEM Activities curriculum to support long-term projects to be implemented in 2024. Organize environmental projects, Eco-School Environmental Education project, Environmental Education Curriculum in Schools (Online), Ruk Pun Suk Junior project, waste management and waste bank in all school systems, The Green Shelter Project for the Friend of Pa Foundation which involves collecting cleaned UHT boxes and recycle into construction materials for people affected by natural disasters and those in need, and the Waste Orphan project which involves reducing sources of waste in schools by separating and disposing in the right way to reduce air pollution from landfill according to the waste management direction of Circular Economy. Operate a safety project "Bangchak Huang Yai Plot Phai Nai Rong Rian" (fire extinguishing and fire escape drills with schools, return to 100% on-site arrangement) and additional basic first aid training courses, basic CPR, and the use of AED machine as another additional course, which are the need of the Bangkok Metropolitan Administration Office, Bang Na District Office, and offer a	 Result of the satisfaction assessment by questionnaires provided to activity participants: ≥90% Result of the school engagement assessment: ≥88% 	1. Result of the satisfaction assessment by questionnaires provided to activity participants: 94% 2. Result of the school engagement assessment: 92%	Develop activity plan to align with the school needs in 7 areas: - Quality of Life - Education - Environment - Safety - Economy - Relationships - Public Benefits



Stakeholder Group	Key Engagement Approaches in 2023	Expectations/Needs of Stakeholders in 2023	The Company's Responses in 2023	Response Target in 2023	Results in 2023	Activity Plan for 2024
8.3 Family Group (Detached House Group)	 Community relations employees / local visits Community relations activities and access to target groups Channels for communication / complaints Direct telephone lines / 24-hour Call Center Public announcement board Audio transmission through public broadcasting LINE community group Leaflets / brochures / banners Evaluation of community relations activities Assessment of community needs by a Third Party 	 Have strategies and operate the business with safety, and give importance to the environment and the impact that may occur to the target group, which affects the Company's image and acceptance, in order to inspire the community's trust, which allows the Company to continue to operate (License to operate) Support quality of life, such as supporting knowledge in physical health, mental health, and other areas that are beneficial and necessary for daily life, continuous support / care after the situation of the spread of COVID-19 has eased, etc. Support the environment, such as providing environmental / environmental knowledge to neighbors, conservation activities, inspire environmental consciousness that can be done or participated easily by oneself, being a medium to promote or support environmental development projects to improve, etc. 	 Adjust the format of activities to be aligned and consistent with situations, environments, and current target group needs: Continuing to carry out activities and return to the normal format prior to COVID-19 according to the needs of the target community group per the results of the 2022 needs assessment of 98.5%. Organize activities to support various necessary items, such as foldable cloth bags, eco-friendly food boxes, eco-friendly water bottles, portable folding umbrellas, etc., alternating with useful Workshop activities such as online elderly projects / activities, training to provide knowledge about the use and safety from technology and online / social media to the elderly in the family group to have knowledge and be able to apply in daily life, tree planting activities in the garden which involves simple tree planting methods to increase green space for the house and help purify the air, activities to provide knowledge in self-protection from respiratory diseases that may occur due to PM 2.5 dust problems, etc. Clearly communicate with target group through Krob Krua Bai Mai (Leaf Family) Newsletter and Krob Krua Bai Mai Bangchak Facebook page. 	 Result of the satisfaction assessment by questionnaires provided to activity participants: ≥90% Result of the family group engagement assessment: ≥88% 	1. Result of the satisfaction assessment by questionnaires provided to activity participants: 98.20% 2. Result of the family group engagement assessment: 86.80%	Develop activity plan to align with the family group needs in 7 areas: - Quality of Life - Education - Environment - Safety - Economy - Relationships - Public Benefits
8.4 Condominium	1. Community relations employees / local visits 2. Community relations activities and access to target groups 3. Channels for communication / complaints 3.1 Direct telephone lines / 24-hour Call Center 3.2 Public announcement board 3.3 Audio transmission through public broadcasting 3.4 LINE community group 3.5 Leaflets / brochures / banners 4. Evaluation of community relations activities 5. Assessment of community needs by a Third Party	 Have strategies and operate the business with safety, and give importance to the environment and the impact that may occur to the target group, which affects the Company's image and acceptance, in order to inspire the community's trust, which allows the Company to continue to operate (License to operate) Support quality of life, such as supporting knowledge in physical health, mental health, and other areas that are beneficial and necessary for daily life, continuous support / care after the situation of the spread of COVID-19 has eased, etc. Support the environment, such as providing environmental / environmental knowledge to neighbors, conservation activities, inspire environmental consciousness that can be done or participated easily by oneself, being a medium to promote or support environmental development projects to improve, etc Support safety, such as organizing training in necessary and beneficial safety areas, providing knowledge and understanding of environmental impact prevention measures, safety of Bangchak, and building confidence between each other, etc. Organize activities appropriately and continuously Develop the format of public relation activities announcement to cover more target groups Continuing to support / care in both health and economic aspects after the situation of the spread of COVID-19 has eased 	 Adjust the format of activities to be aligned and consistent with situations, environments, and current target group needs: Continuing to carry out activities and return to the normal format prior to COVID-19 according to the needs of the target community group per the results of the 2022 needs assessment of 78%. The Bangchak Huang Yai Su Phai COVID-19 supported the donation of medical face masks. The Bangchak Huang Yai Sai Jai Phuen Ban Condo supported various necessary items, such as New Year's calendar, foldable cloth bags, eco-friendly food boxes, portable folding umbrellas, etc. Organize fire extinguishing / emergency plan and fire escape drills, with additional content in 2023 covering basic first aid, Basic CPR and the intensive use of AED equipment to match the needs and current situation that are more aware of life-saving from respiratory arrest. Support necessary and beneficial activities of the condo according to the needs continuously, such as the annual general meeting, etc. Communicate news / activities through channels that the target group can conveniently and regularly access, such as: LINE Phuen Ban Bang Chak (Bang Chak Neighbors) Krob Krua Bai Mai (Leaf Family) Newsletter Poster 	 Result of the satisfaction assessment by questionnaires provided to activity participants: ≥90% Result of the Condominium group engagement assessment: ≥88% 	1. Result of the satisfaction assessment by questionnaires provided to activity participants: 96.60% 2. Result of the Condominium group engagement assessment: 91.20%	Develop activity plan to align with the condominium group needs in 7 areas: - Quality of Life - Education - Environment - Safety - Economy - Relationships - Public Benefits

