



# Opportunity Day

## 2022 Presentation

Presented by: Mr. Surasak Urpsirisuk  
Mrs. Patama Laowong  
Mr. Jerawut Laowong  
Miss Kanya Vipnurut

22 February 2023

**SAHAMITR PRESSURE CONTAINER**  
PUBLIC COMPANY LIMITED.



**Sustainable Growth**

<https://www.smpcplc.com>





# Agenda

01

SMPC Overview

02

Industry Overview

03

Financial Highlights

04

Business Outlook



SMPC is a world leading Low Pressure Vessel manufacturer with customers more than 100 countries



Main products which generate major sales volume are LPG Cylinders



Established in 1981 by the "Ekahitanond" family



Listed in SET market in 1991



Production capacity 10 million cylinders per year



Located in Bangkok, Thailand (Total area 46-1-13.9 Rai)



# Key Milestones

*“SMPC’s business has continuously grown since the company’s inception to be one of the world-leading manufacturers of Liquefied Petroleum Gas (LPG) Cylinder”*

## 42 YEARS OF TRUST & EXCELLENCES

### 1980’s

- Established by the “Ekahitanond” family
- Capacity approx. 60,000 cylinders per year
- Certified TIS Standard for LPG cylinder manufacturing “Always Standard”

### 1990’s

- Listed in the Stock Exchange of Thailand (SET)
- Operation of 2<sup>nd</sup> factory started; production capacity increased to 2.4 million cylinders
- First Thai cylinder manufacturer to be accredited with ISO 9002 standard in 1995

### 2000’s

- Annual production capacity reached 5 million cylinders in 2001
- Catching the Autotank market boom, SMPC was the first Thai manufacturer to be accredited with TIS 370-2009 standard
- Launched of new product; Light-weight cylinder

### 2010’s

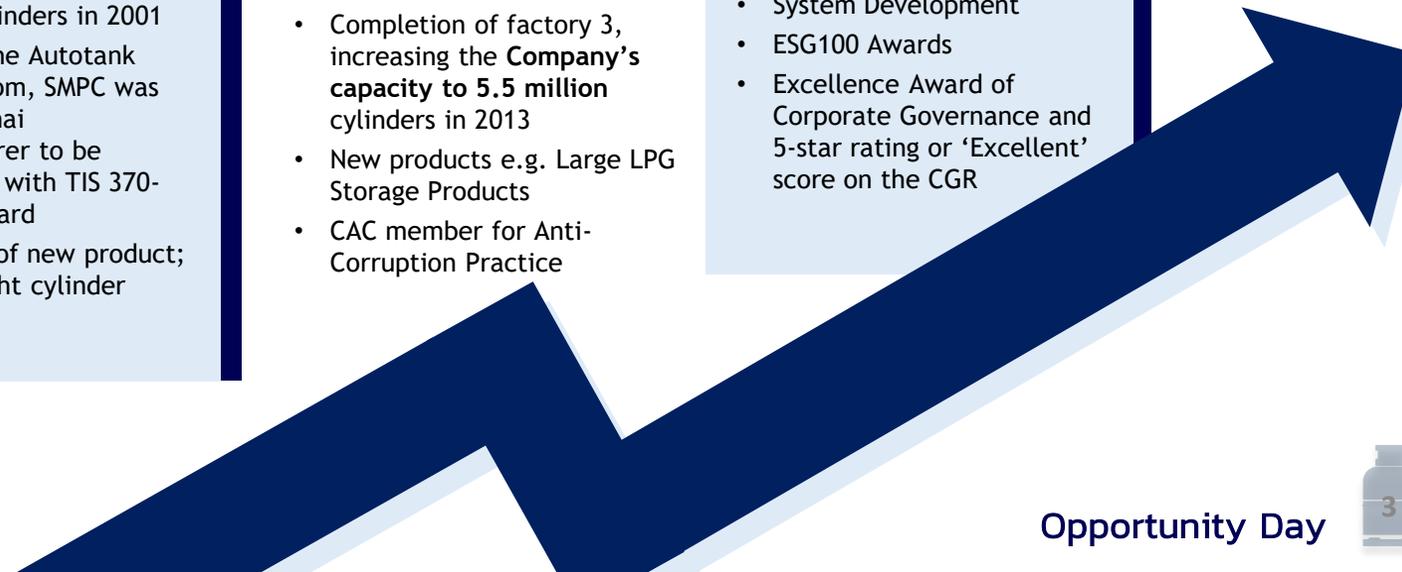
- Accredited the ISO 14001 standard
- SET Awards “Best Company Performance” and “Outstanding CEO”
- Paid-up capital increased to THB 535 million
- Completion of factory 3, increasing the Company’s capacity to 5.5 million cylinders in 2013
- New products e.g. Large LPG Storage Products
- CAC member for Anti-Corruption Practice

### 2020’s

- Capacity at 10 million
- Implement “5 Megatrends” Strategy to drive business Sustainability
- Enhance Production Efficiency and Capability
- Construction of New Facilities
- System Development
- ESG100 Awards
- Excellence Award of Corporate Governance and 5-star rating or ‘Excellent’ score on the CGR

### 2023

Entering the 5<sup>th</sup> decade, SMPC focuses on developing human capabilities, expanding customer outreach, reducing environmental impact, and creating innovation for sustainability.





# Awards and Recognition 2022



**27 Oct 2022 : SMPC maintains Excellent CG 5 Scoring for the 3<sup>rd</sup> consecutive year of listed companies under the Corporate Governance Report of Thai List Companies: CGR (2022).**

*Presenter : Thai Institute of Directors (Thai IOD) and The Stock Exchange of Thailand (SET)*



# 2022 Production Process Improvement



**Powder Coating Line for Large LPG Cylinder, Factory 4**

SMPC constructs powder coating line in factory 4, used for large LPG cylinder's powder coating process. The line speeds up the process and reduce the smell of painting. The budget is approximately 3.7MB. The project completed in Q3 2022.

(The budget is approximately 6 MB)



# SMPC Continuous Improvements

Thanks for the feedback from our customers, we will continue to improve in these key areas...

## Product

- Continue to Deliver Excellent Products that Help Our Customers' Business
- Invest in High Efficiency Machines & Improve Our Manufacturing Process



## Delivery

- Work with Our Customers and Our Supply Chain to Address Demand & Delivery Timing
- Speed Up Production Process to Serve Our Customers in Need



## Communication

- Update Status between Teams and Customers
- Providing Information to Customers when Needed
- Work with Customers to Improve our Products & Services





# 2022 - 2023 International Exhibitions

## 2022

## 2023

**ATTENDED**

Jul'22

**ATTENDED**

Nov'22

**ATTENDED**

Oct'22

May'23

Oct'23

**ATTEND**

Mar'23

Sep'23

**ATTEND**

Nov'23





# Wide Ranges of Product Coverage

Household LPG Cylinder 0.45 - 300 kg.  
(Water Capacity 0.9 - 1,000 lt.)



2 Piece Cylinder 0.45 - 16 kg.  
(Water Capacity 0.9 - 36 lt.)

3 Piece Cylinder 18 - 300 kg.  
(Water Capacity 43 - 1,000 lt.)

## Automotive LPG Cylinder



Cylindrical Autogas Tanks



Recreational Vehicles Tanks



Toroidal Autogas Tanks

## Other Tanks



Air Receivers



Refrigerant Cylinders



Chlorine Cylinders



Ammonia Cylinders



Forklift Cylinders



Forklift Cylinders



Cylinders with Accessories



# Agenda

01 SMPC Overview

02 **Industry Overview**

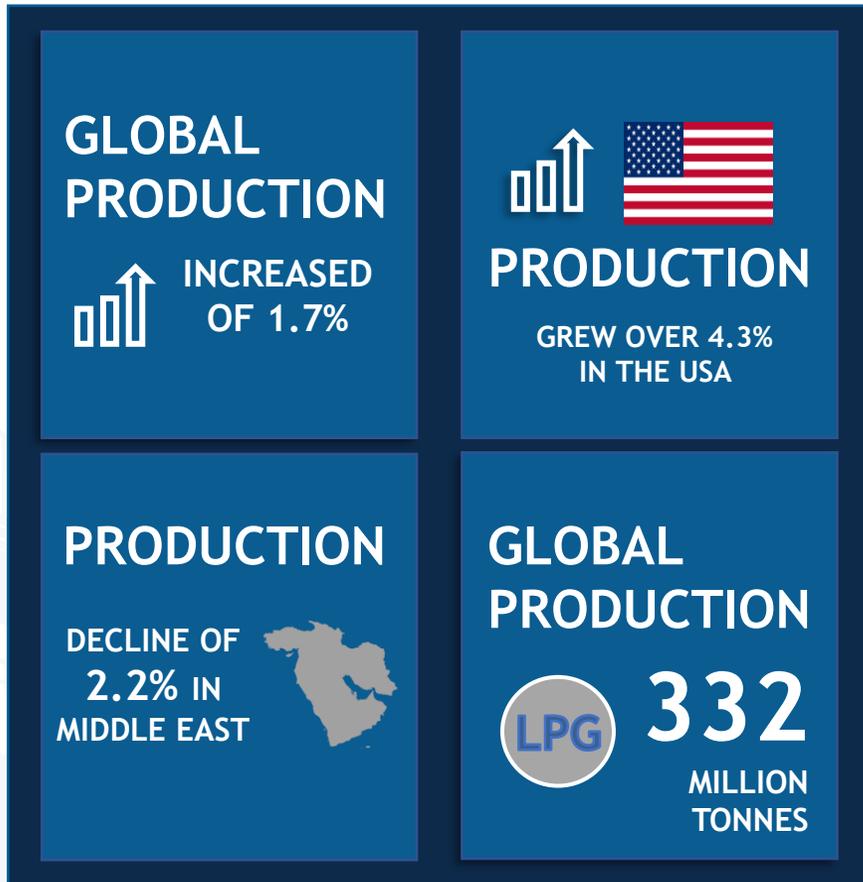
03 Financial Highlights

04 Business Outlook



# About the Industry

## Production



## Consumption





# LPG Production 2021



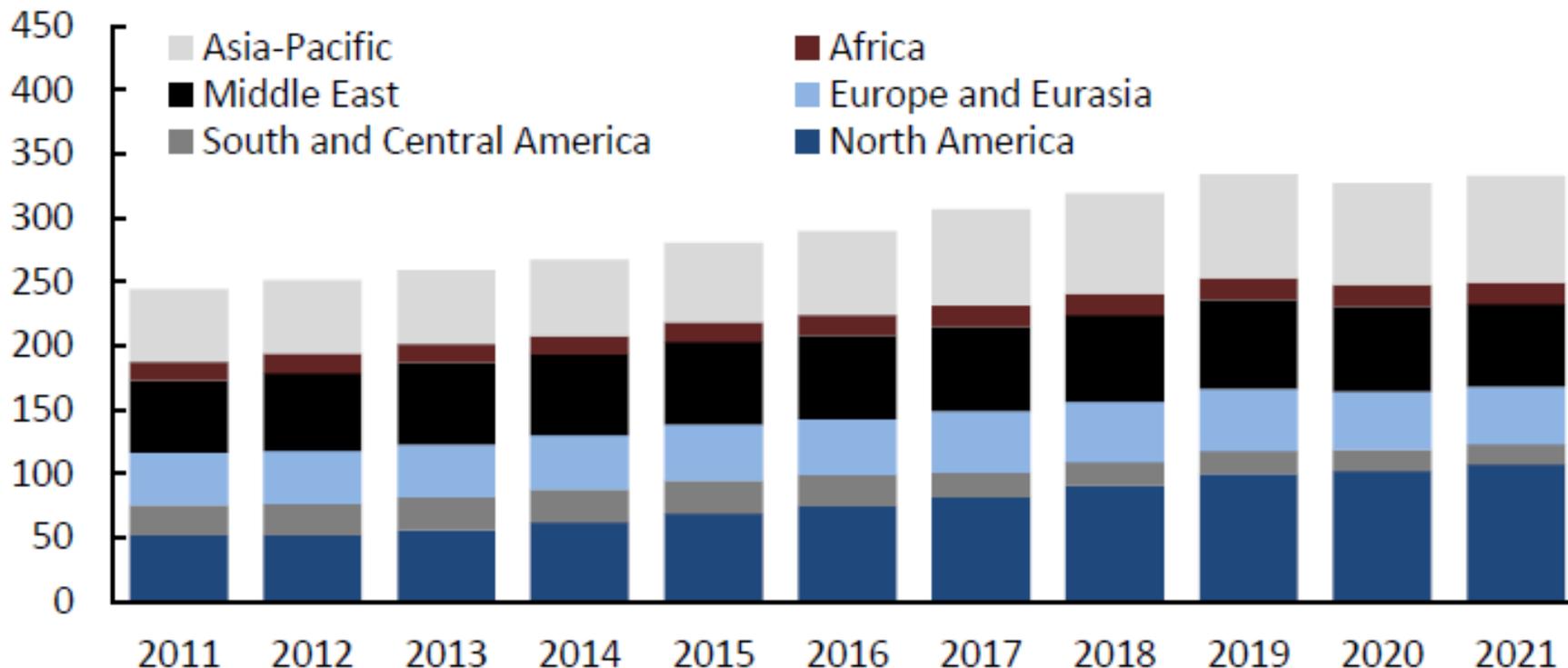
**332 Mil. MT**

**1.7%**



## LPG Production by Region

*mn t*



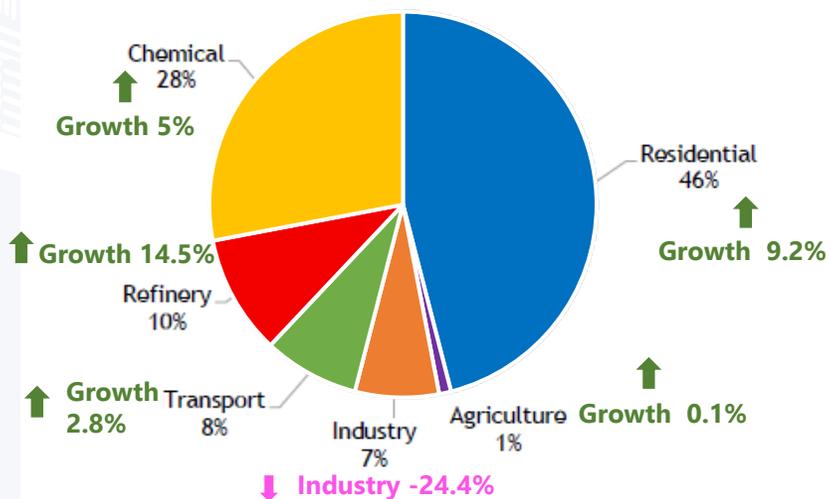


# LPG Consumption 2021



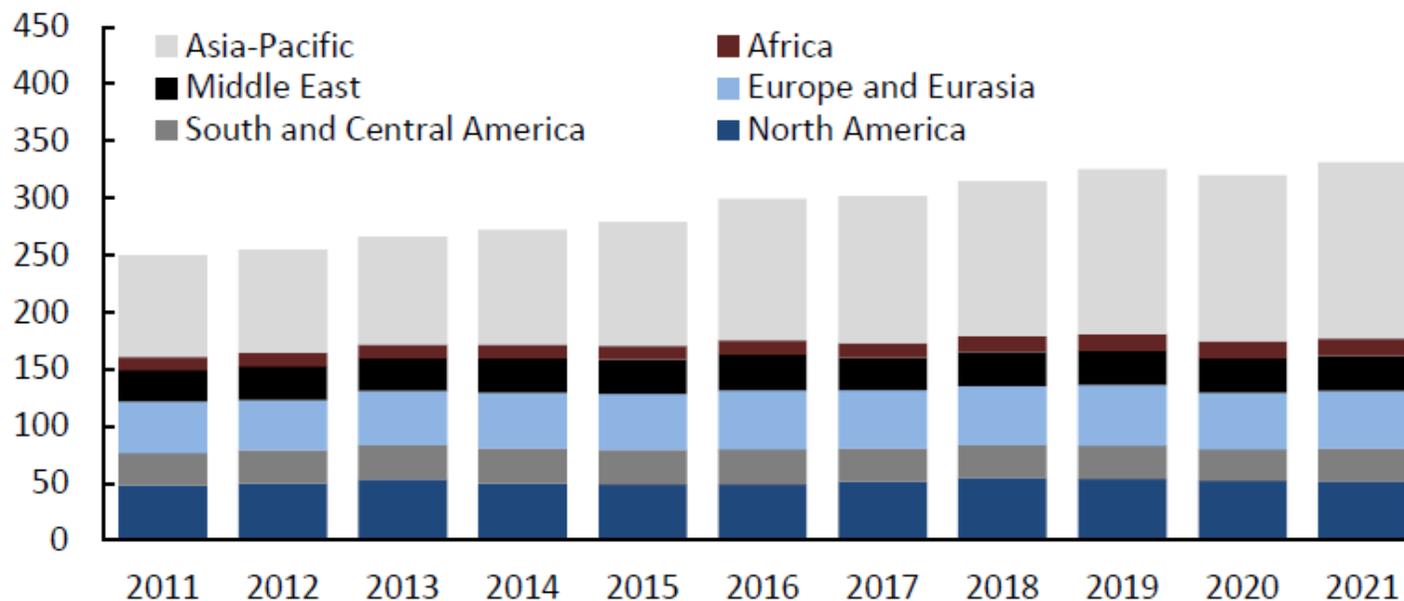
**331 Mil. MT**  
**3.7%**

LPG consumption by sector, 2021



## LPG Consumption by Region

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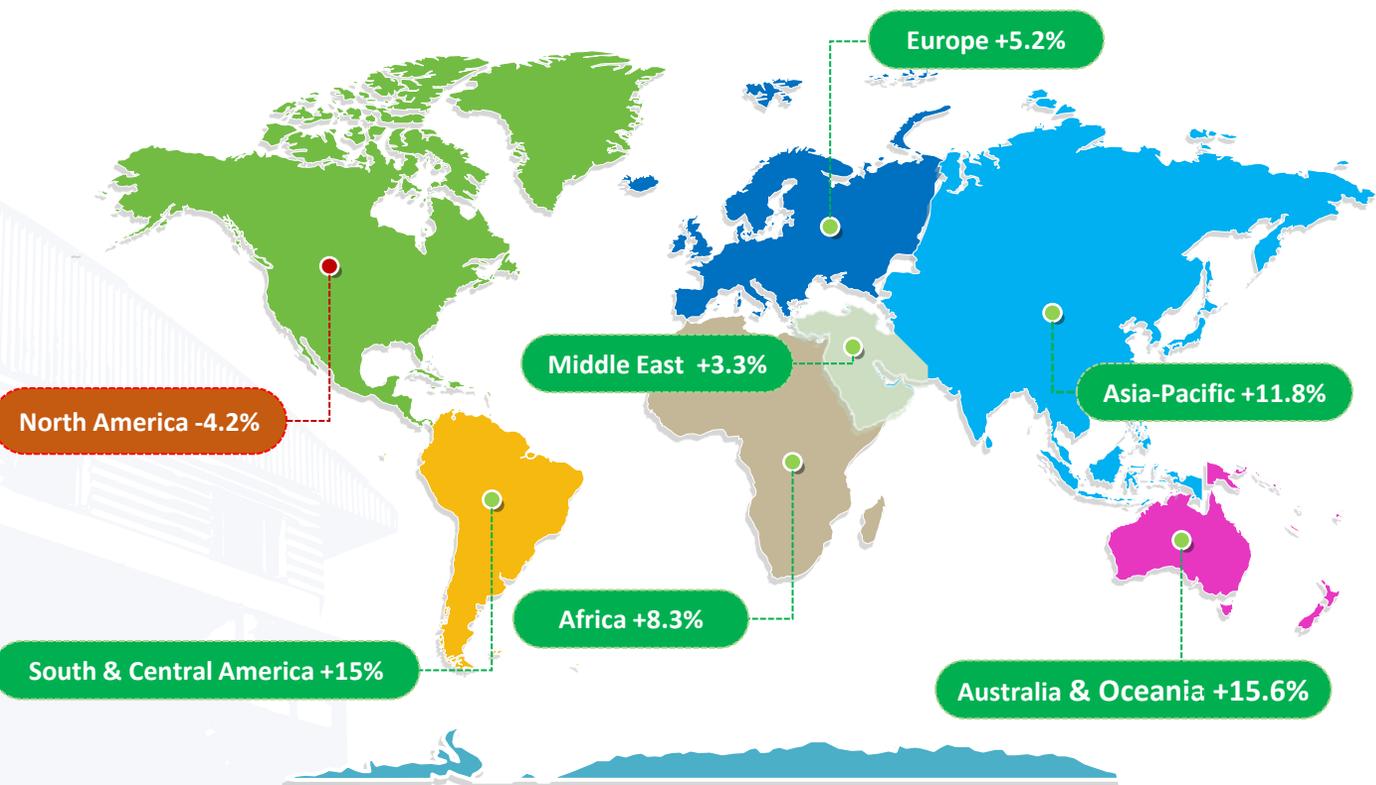




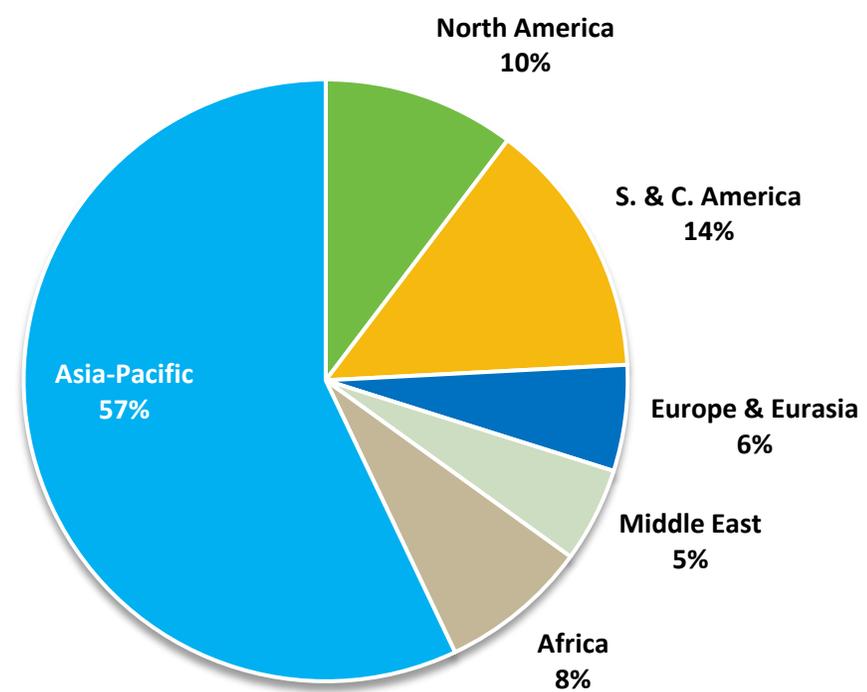
# Household LPG Consumption by Region

Global increase (2020-2021) **9.23%**, regional growth in all regions except North America

### Domestic Consumption Growth (2020-2021) by Continents



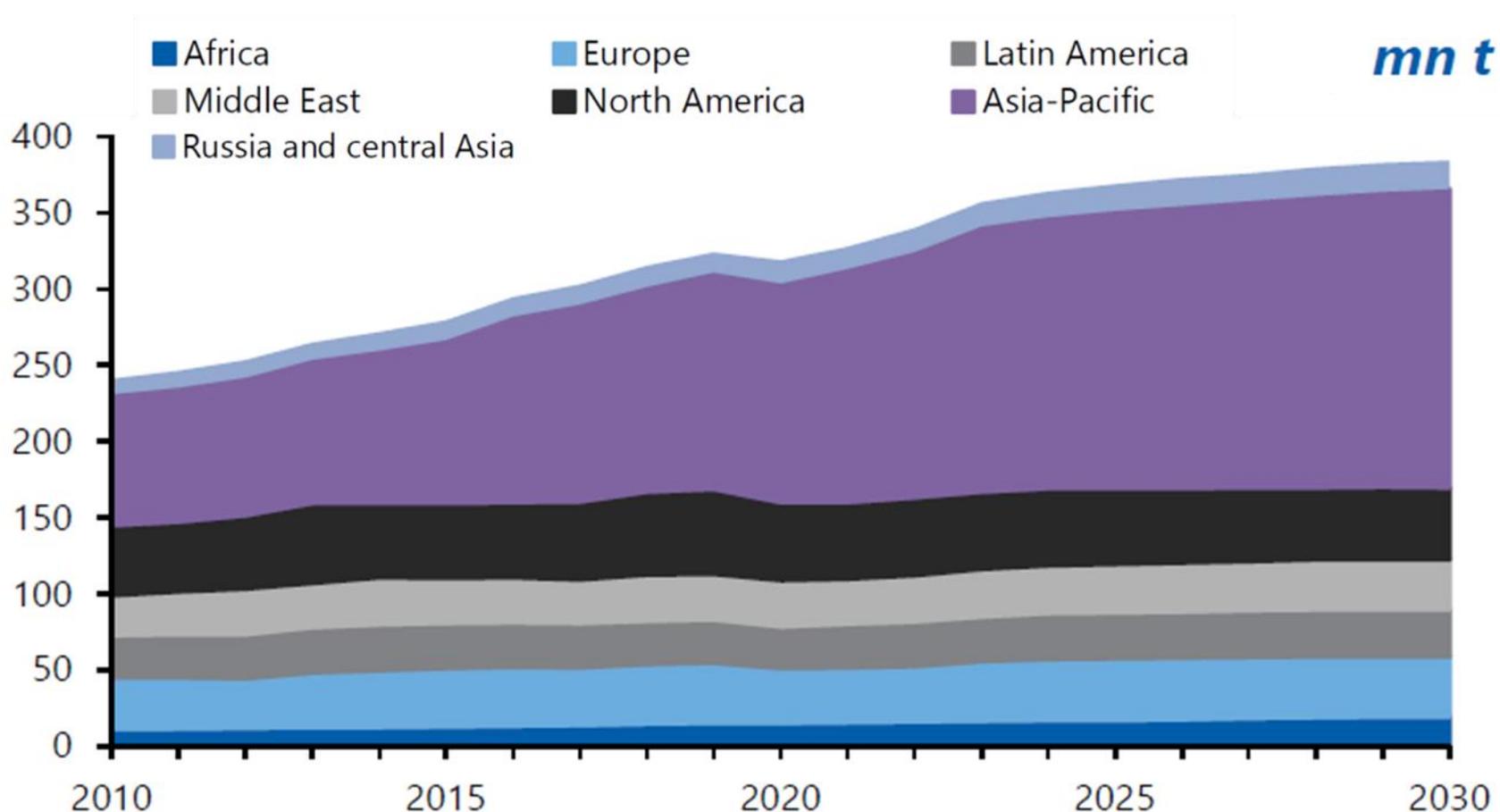
### 2021 Domestic Consumption by Continents



Source: Statistical review of global LPG 2022



# Predicted Global LPG Consumption by Region 2010-2030

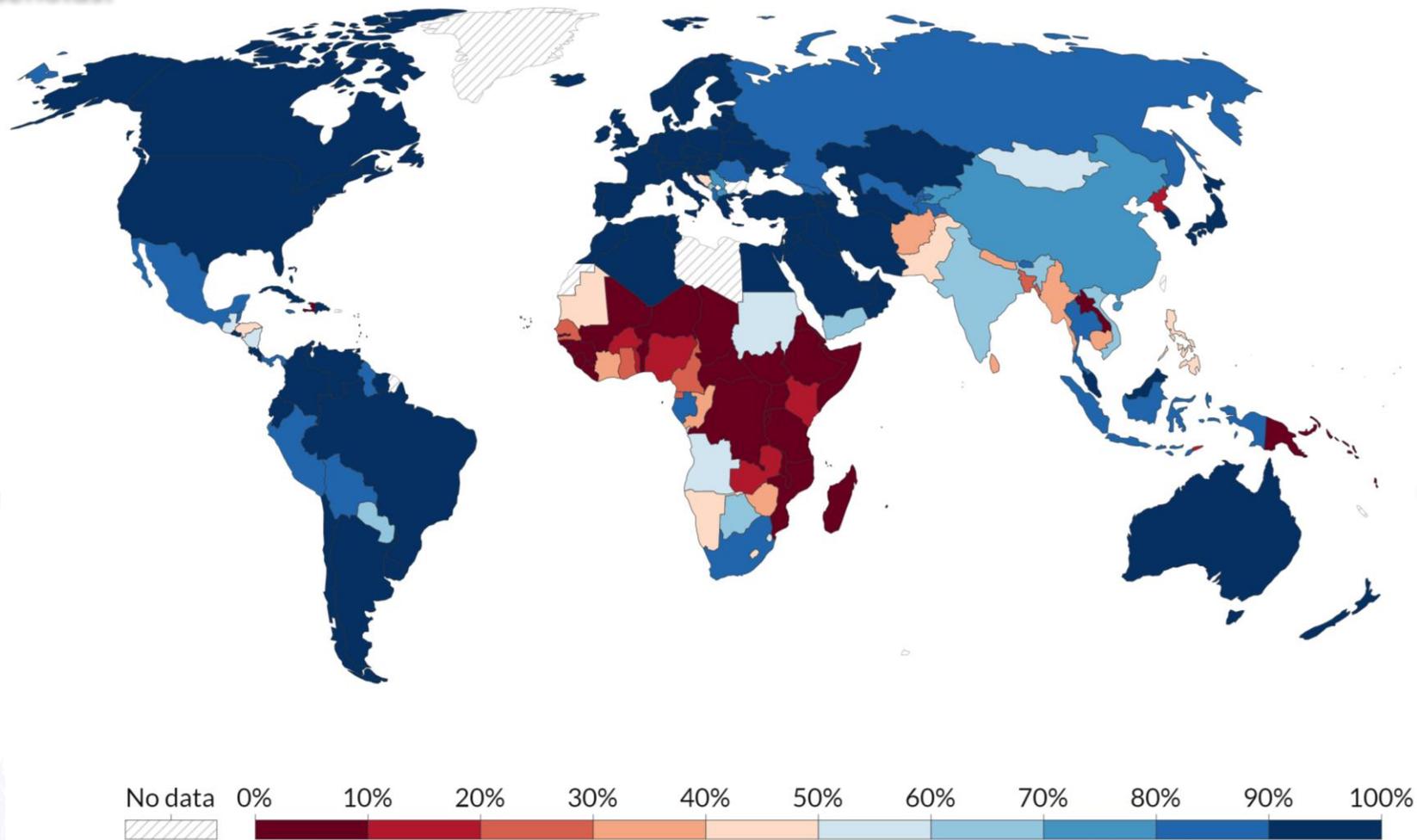


- Predicted global LPG consumption is gradual growth annually, there are opportunities for SMPC to grow in short to intermediate term.
- Thermal efficiency of LPG and transportation flexibility make LPG an excellent cooking fuel, especially in Asia where the use of the wok demands a high heating value flame.



# % of Population with Access to Clean Cooking Fuels

Access to clean fuels or technologies such as clean cookstoves reduce exposure to indoor air pollutants, a leading cause of death in low-income households.



Source: WHO, Global Health Observatory (2022)



# Agenda

01 SMPC Overview

02 Industry Overview

**03 Financial Highlights**

- Utilization Rate
- Sales Revenue
- Financial Ratios
- Dividend

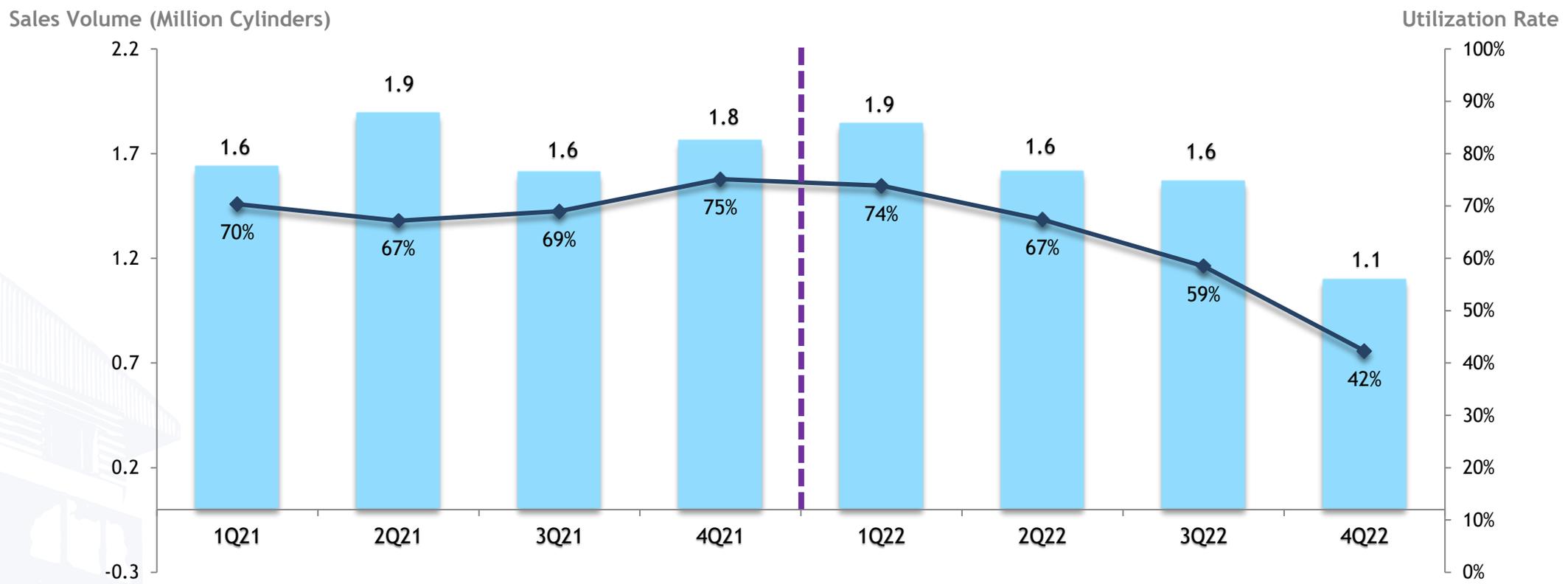
04 Business Outlook



III. Financial Highlights : Utilization Rate

# Operational Statistics

## Utilization Rate (%) 1Q21-4Q22



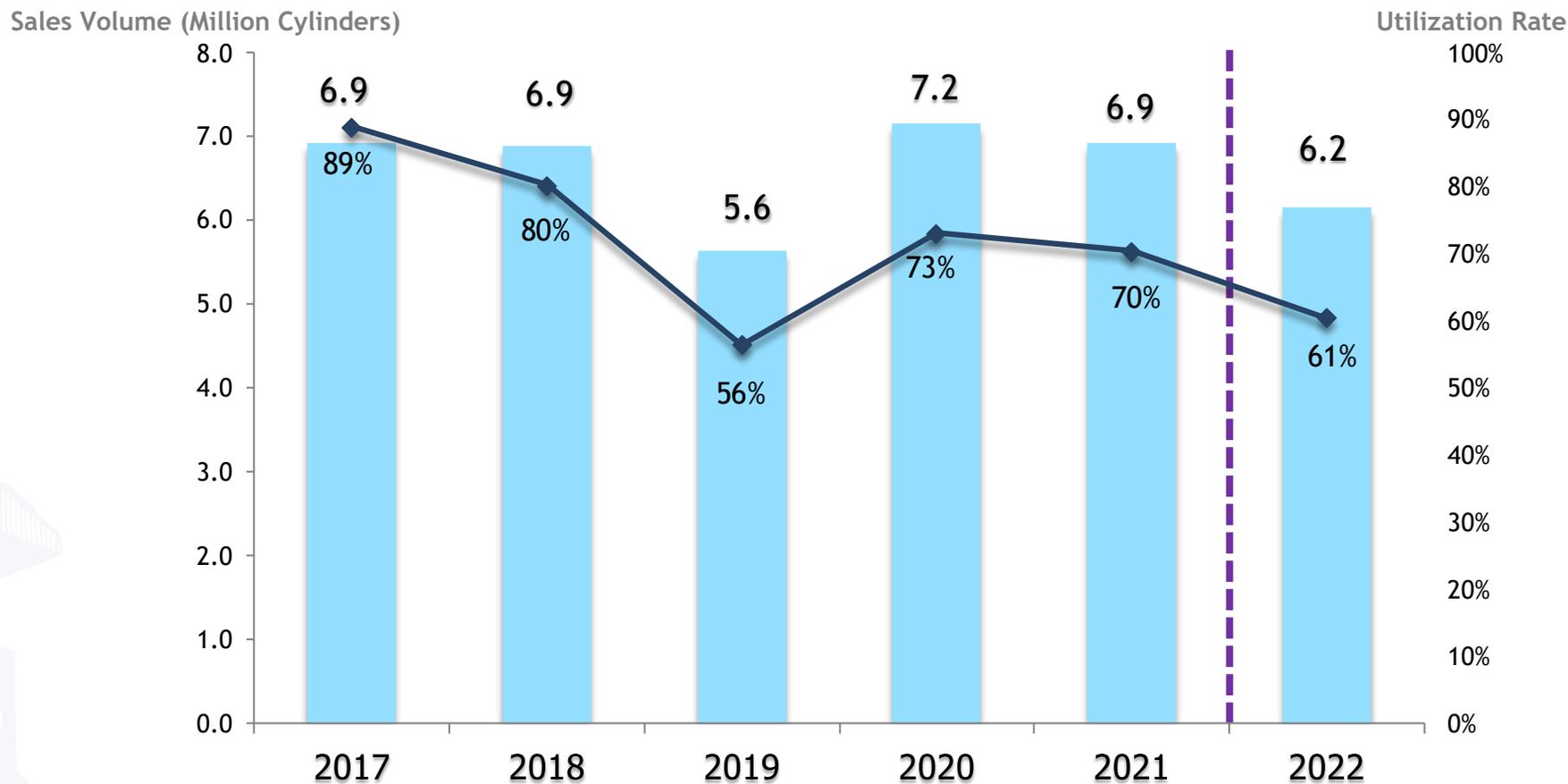
Capacity (Million Cylinders)	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Per Year	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0
Per/Quarter	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5



III. Financial Highlights : Utilization Rate

# Operational Statistics

## Utilization Rate (%) 2017-2022



Capacity (million cylinder)	2017	2018	2019	2020	2021	2022
Per Year	7.7	8.7	10.0	10.0	10.0	10.0
Per Quarter	1.9	2.2	2.5	2.5	2.5	2.5

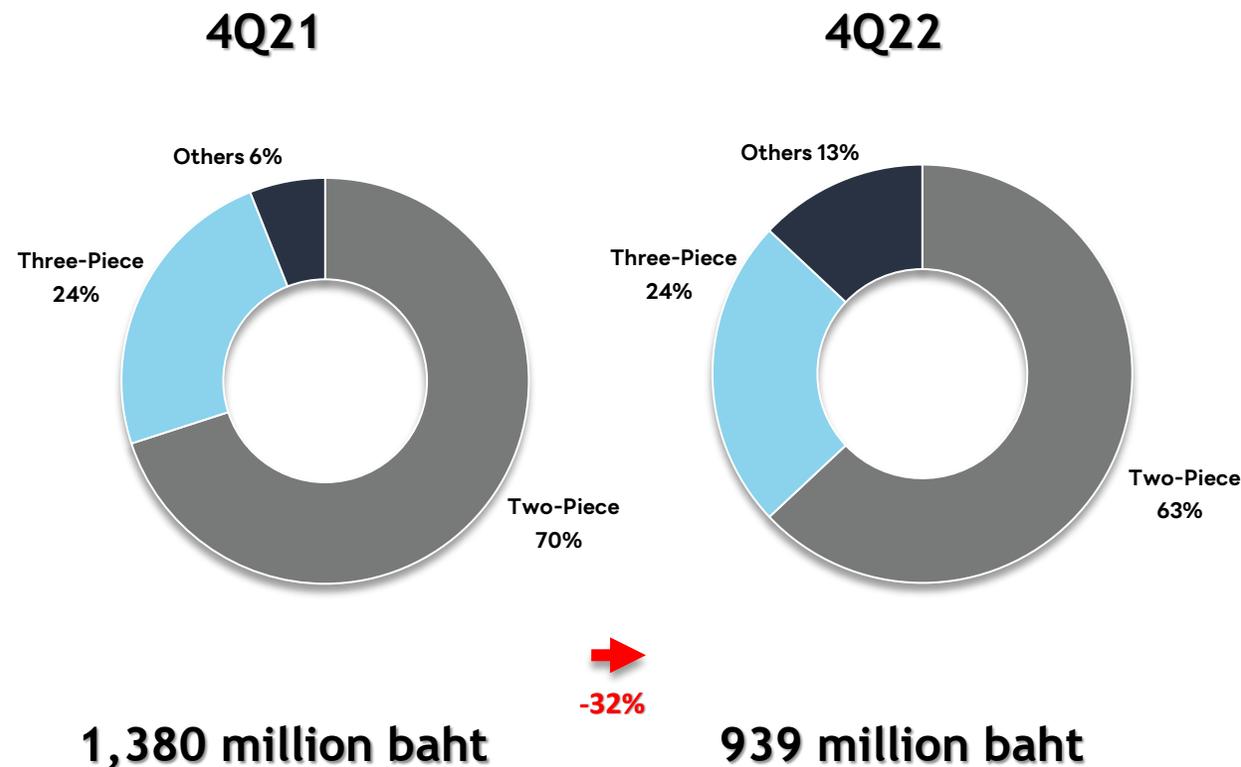
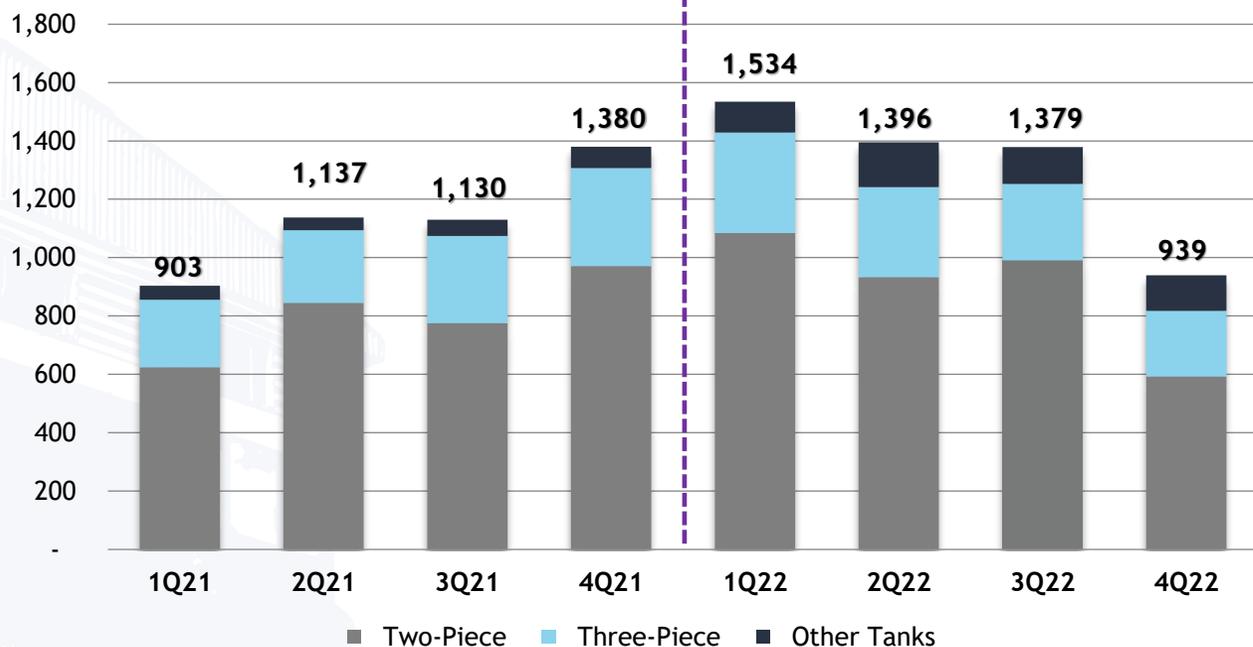


III. Financial Highlights : Sales Revenue

# Operational Statistics (Cont'd)

## Sales Revenue by Product Category : 1Q21-4Q22

Sales Revenue (Million Baht)



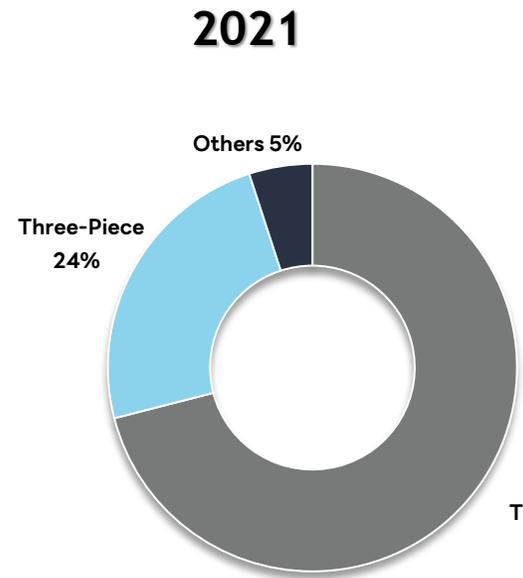
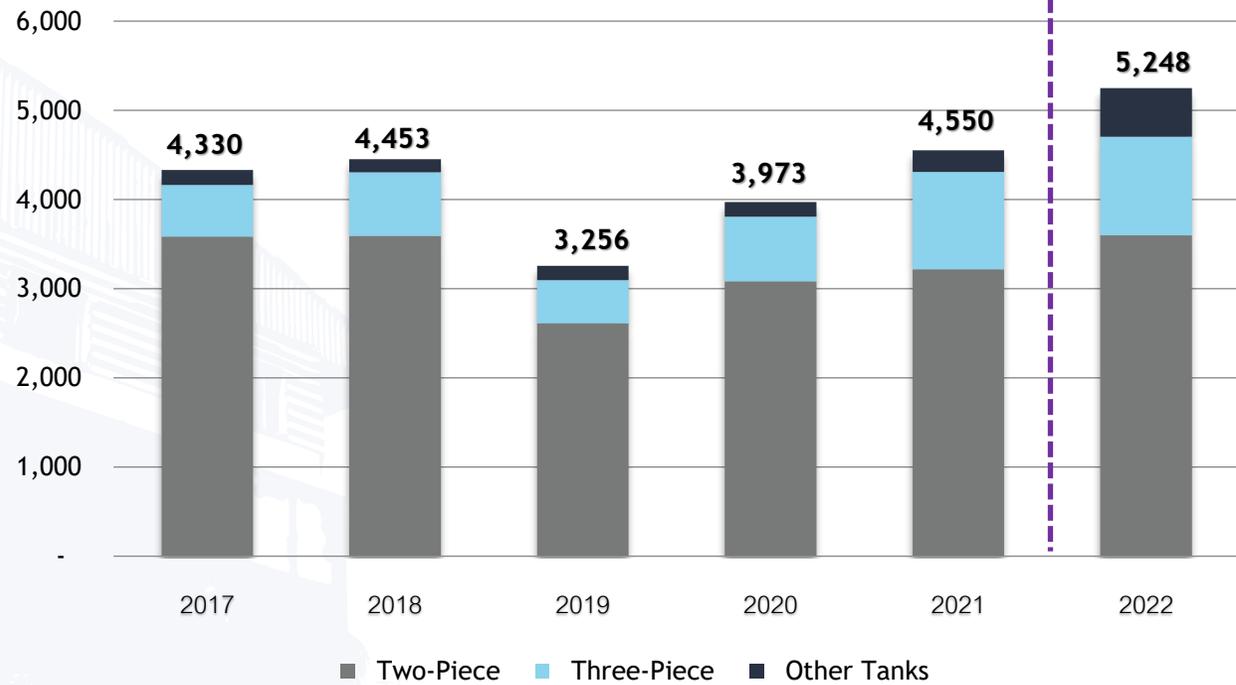


III. Financial Highlights : Sales Revenue

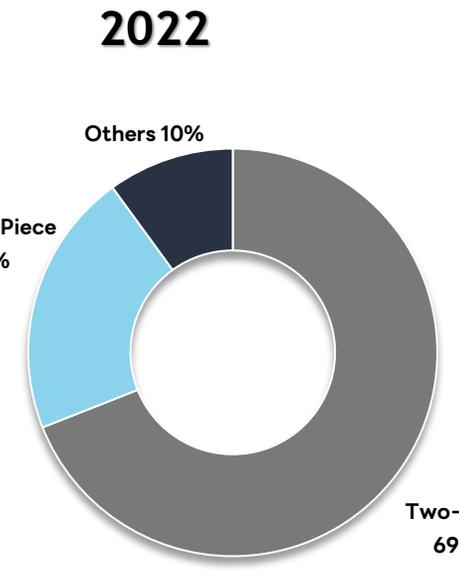
# Operational Statistics (Cont'd)

## Sales Revenue by Product Category : 2017-2022

Sales Revenue (Million Baht)



4,550 million baht



5,248 million baht

➔  
15%

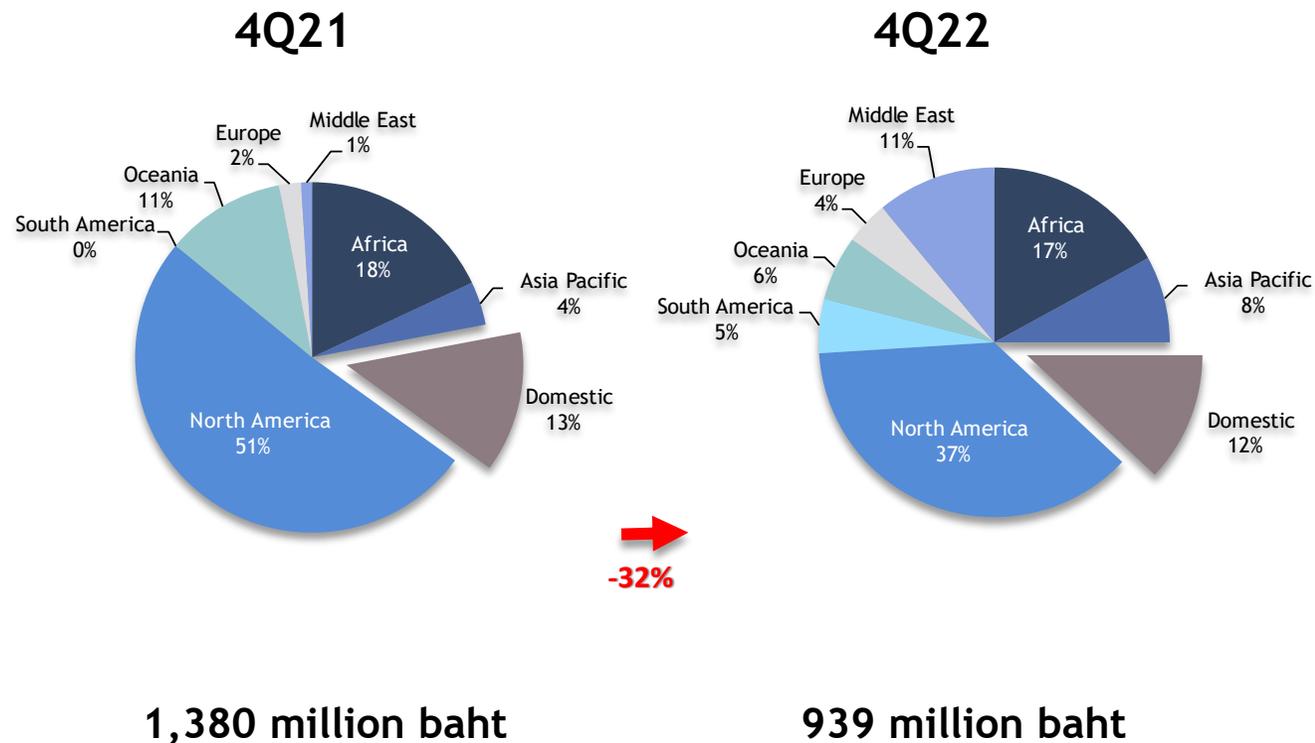
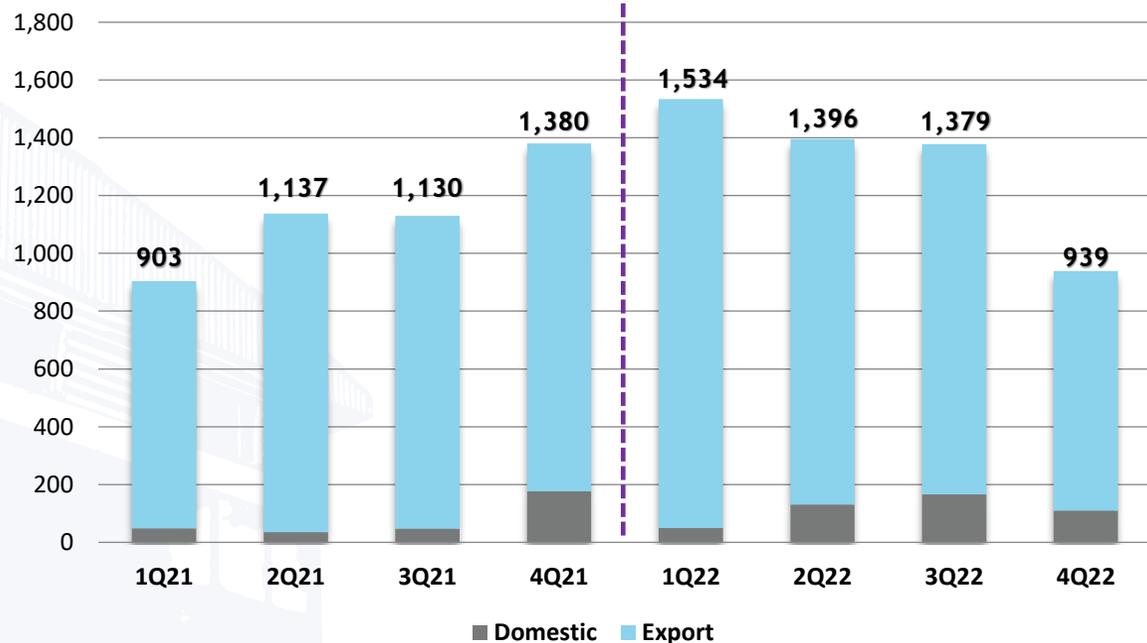


III. Financial Highlights : Sales Revenue

# Operational Statistics (Cont'd)

## Sales Revenue by Geography : 1Q21-4Q22

Sales Revenue (Million Baht)



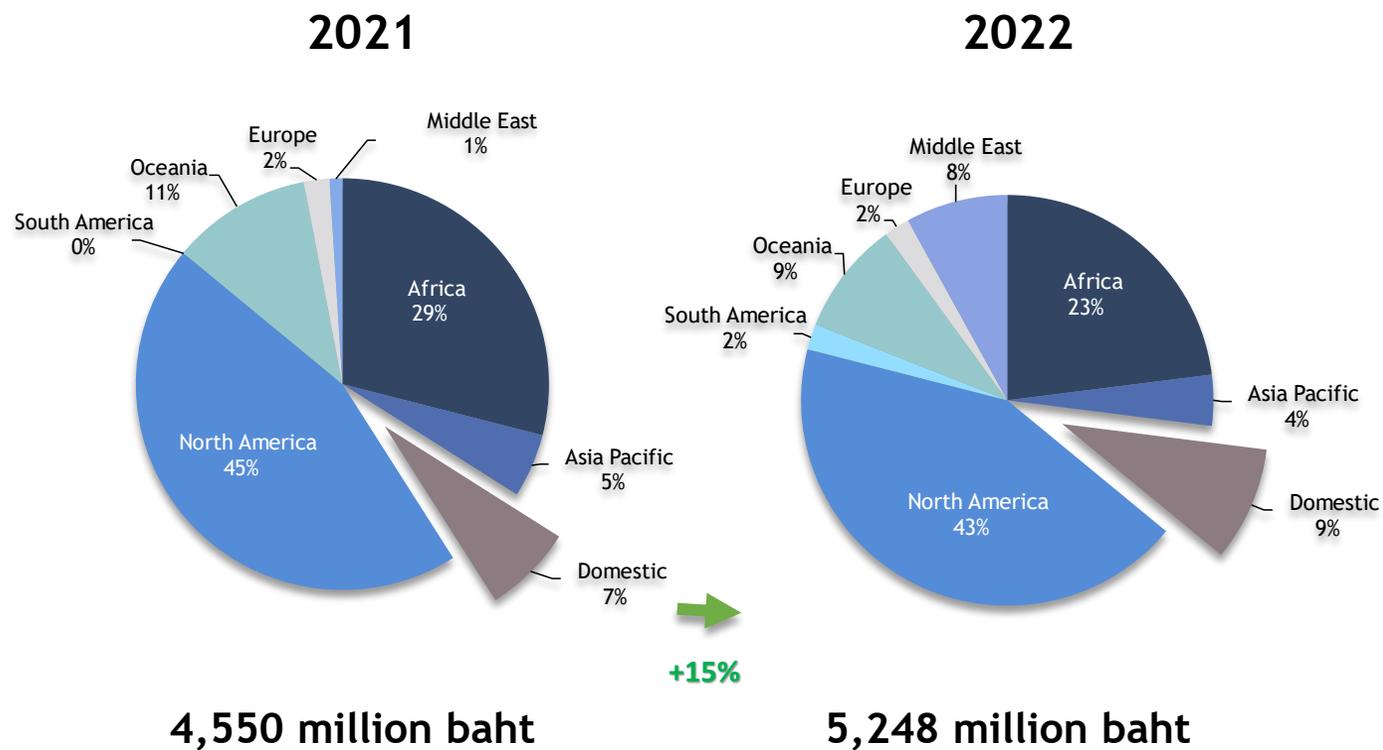
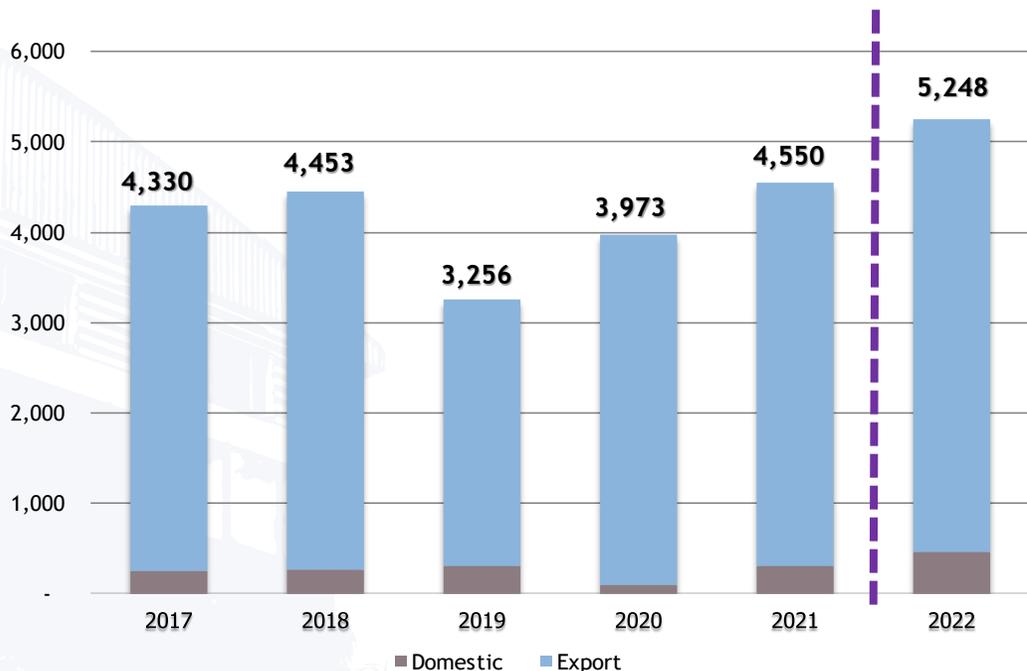


III. Financial Highlights : Sales Revenue

# Operational Statistics (Cont'd)

## Sales Revenue by Geography : 2017-2022

Sales Revenue (Million Baht)

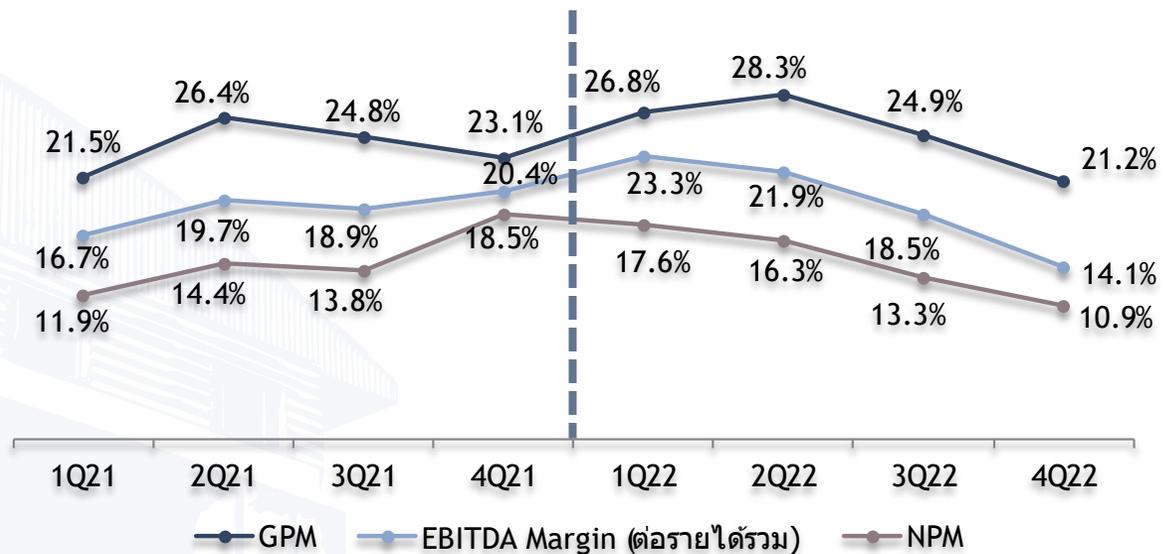




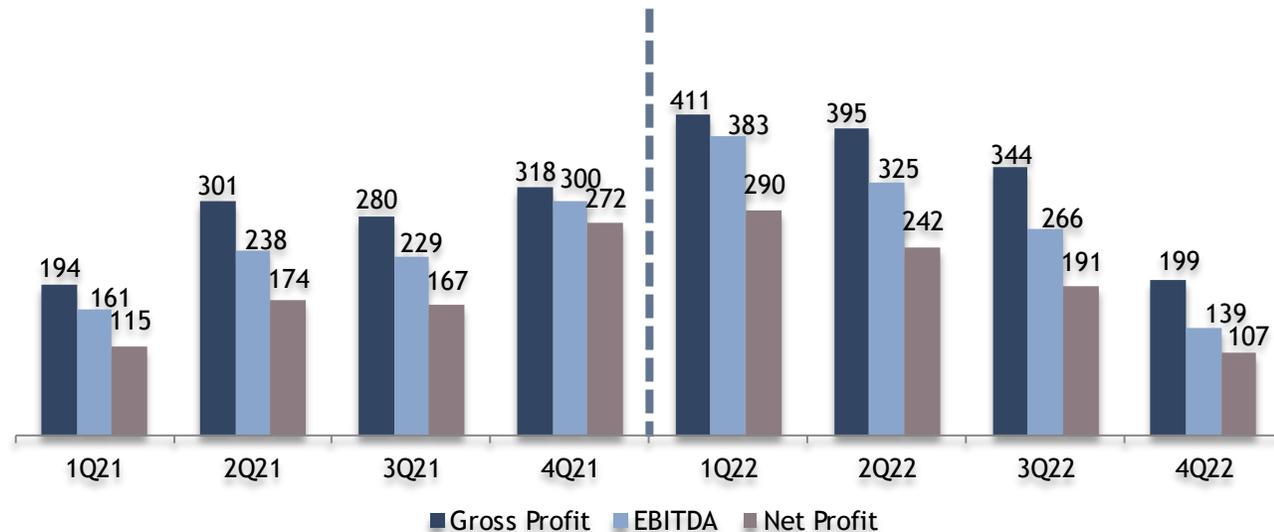
III. Financial Highlights : Financial Ratios

# Operational Statistics (Cont'd)

### GPM, EBITDA Margin and NPM (%) 1Q21-4Q22



### Gross Profit, EBITDA and Net Profit (MB) 1Q21-4Q22

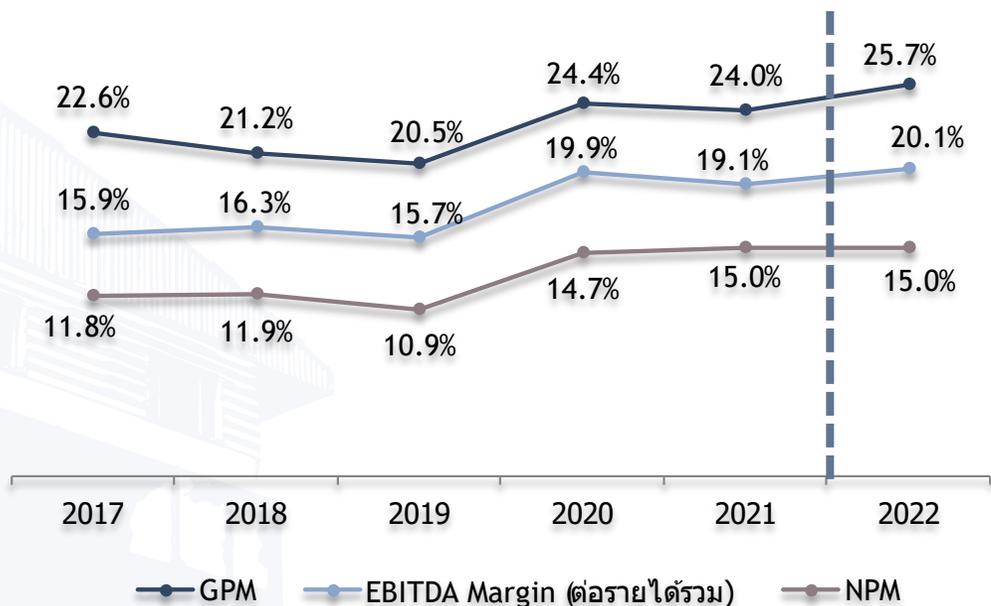




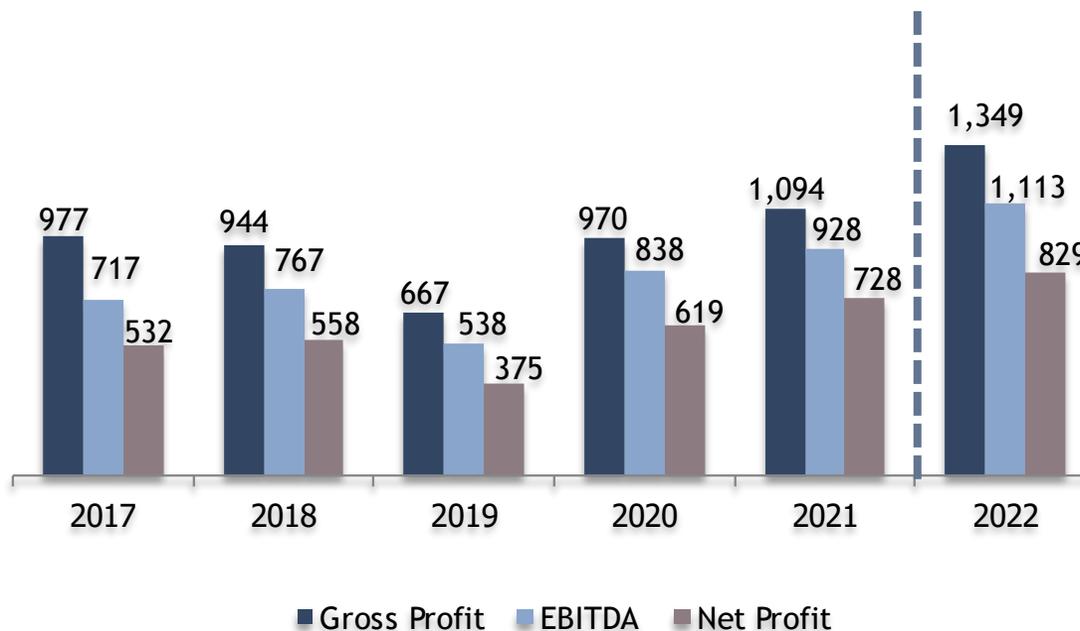
III. Financial Highlights : Financial Ratios

# Operational Statistics (Cont'd)

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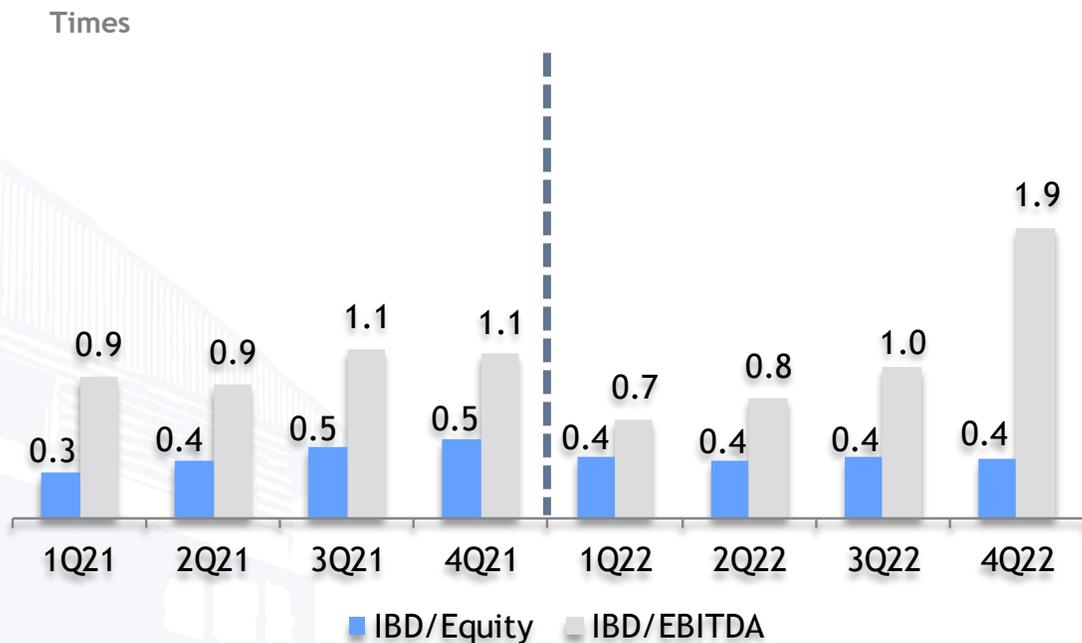




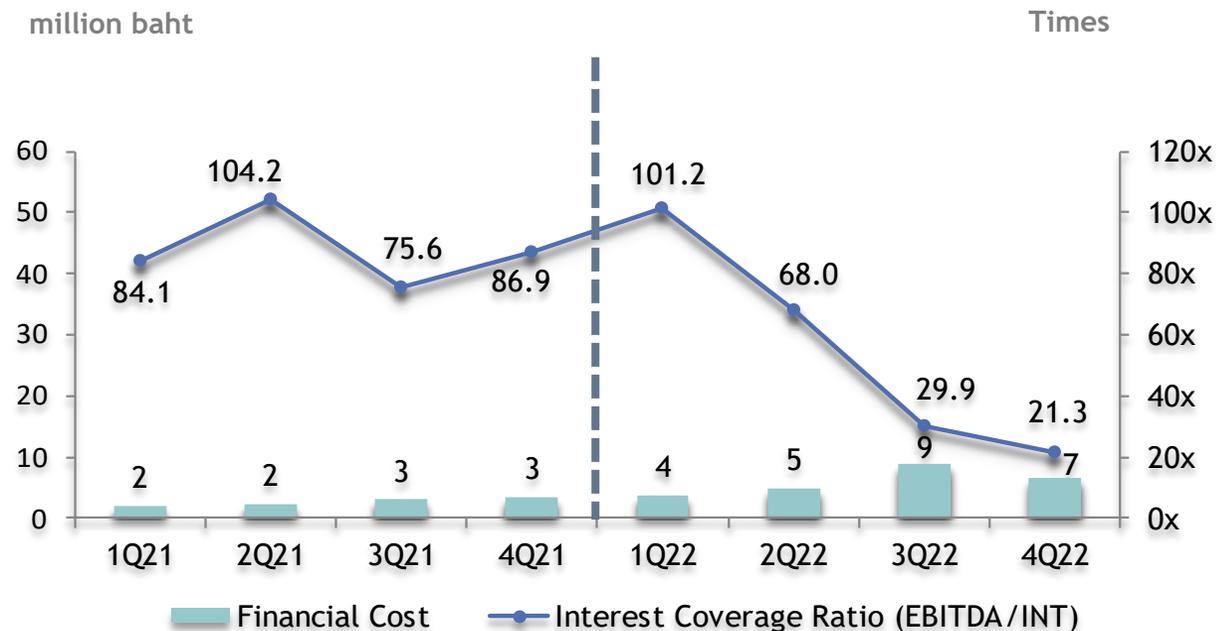
III. Financial Highlights : Financial Ratios

# Operational Statistics (Cont'd)

## IBD\* to Equity Ratio, IBD\* to EBITDA Ratio (times) 1Q21-4Q22



## Financial Cost (million baht), Interest Coverage Ratio (times) 1Q21-4Q22



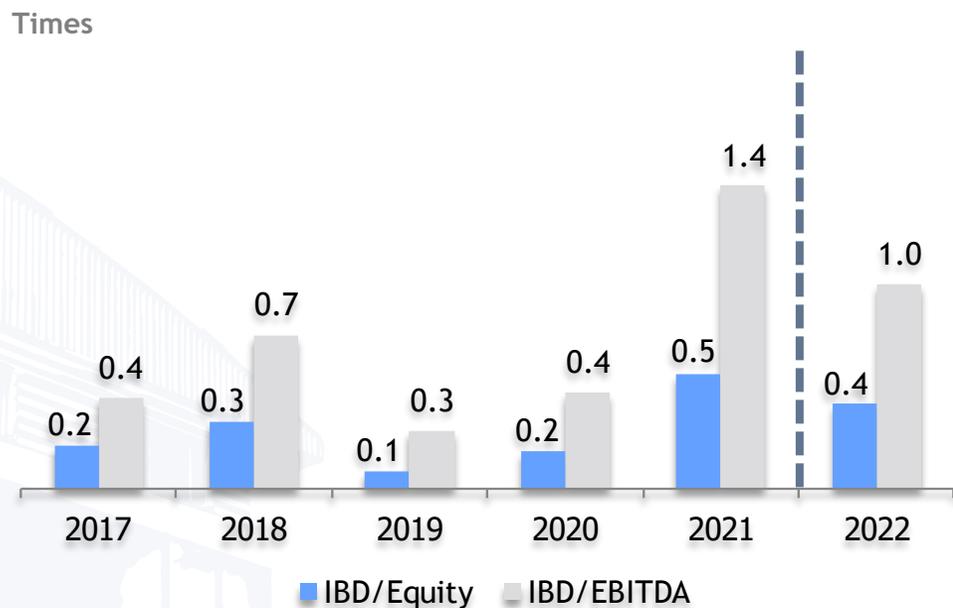
Remarks \* IBD = Interest Bearing Debt



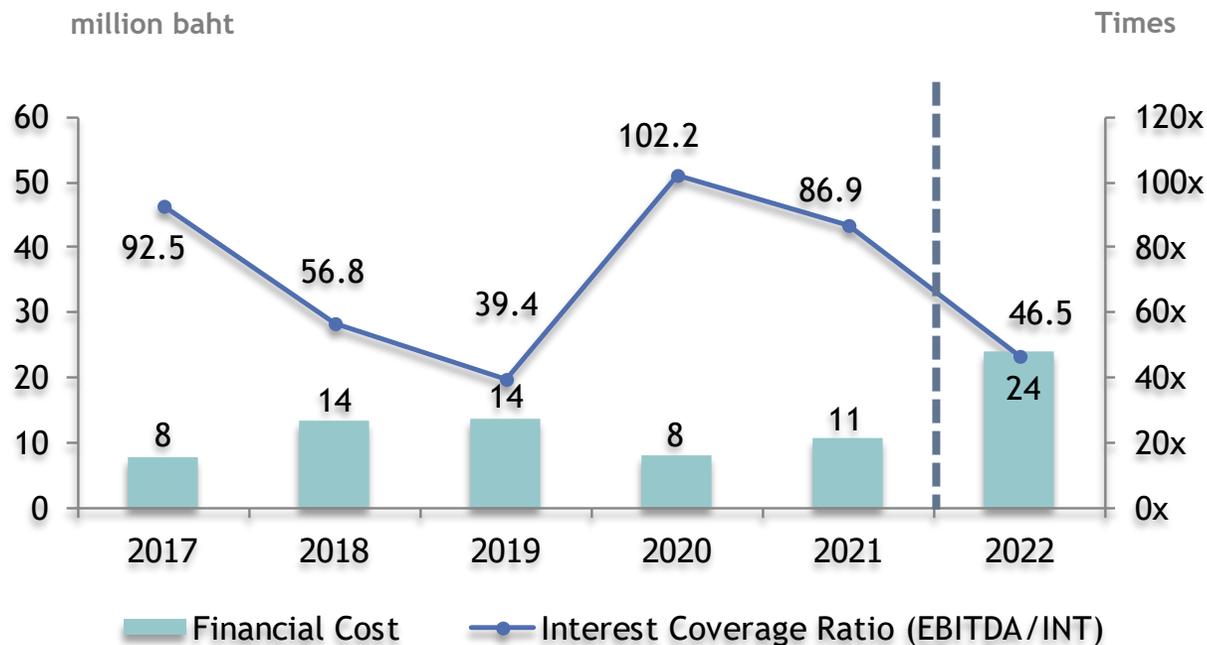
III. Financial Highlights : Financial Ratios

# Operational Statistics (Cont'd)

## IBD\* to Equity Ratio, IBD\* to EBITDA Ratio (times) 2017-2022



## Financial Cost (million baht), Interest Coverage Ratio (times) 2017-2022



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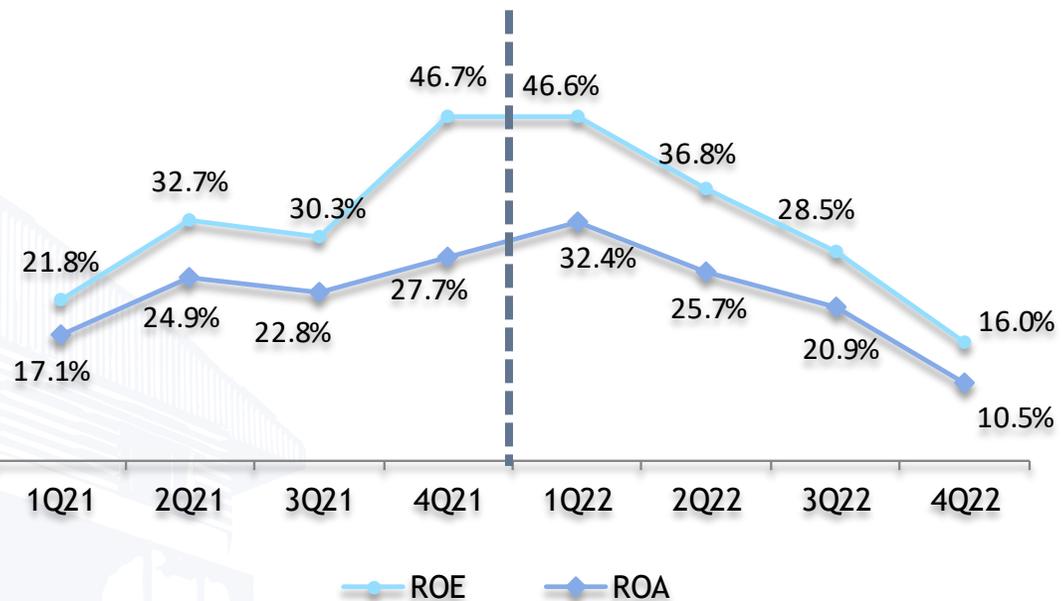


III. Financial Highlights : Financial Ratios

# Operational Statistics (Cont'd)

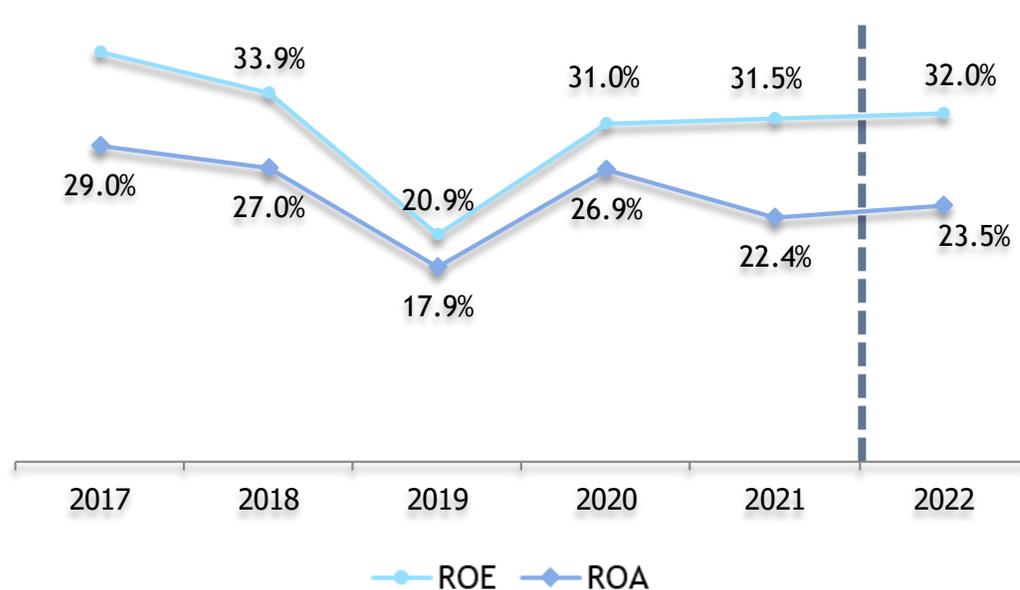
### ROE and ROA (%)

#### 1Q21-4Q22



### ROE and ROA (%)

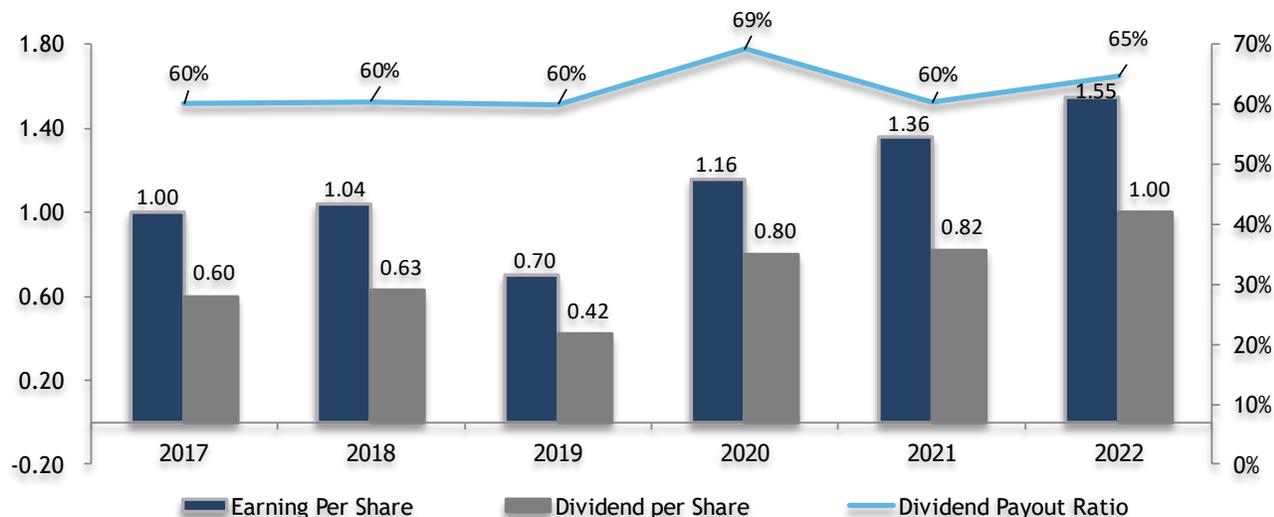
#### 2017-2022





III. Financial Highlights : Dividend

### Dividend Payment History



	2017	2018	2019	2020	2021	2022
FS publication day	14/2/2018	12/2/2019	21/2/2020	15/2/2021	14/2/2022	14/2/2023
Price per share	13.40	12.10	5.65	11.70	12.60	12.90
Dividend per share	0.60	0.63	0.42	0.80	0.82	1.00
Earning Per Share	1.00	1.05	0.70	1.16	1.36	1.55
Dividend Yield per year	4.5%	5.2%	7.4%	6.8%	6.5%	7.8%
Dividend Amount (MB)	319.18	337.37	224.91	428.41	439.12	535.51
Dividend Payout Ratio	60%	60%	60%	69%	60%	65%

Waiting for AGM approval 31 Mar 2023

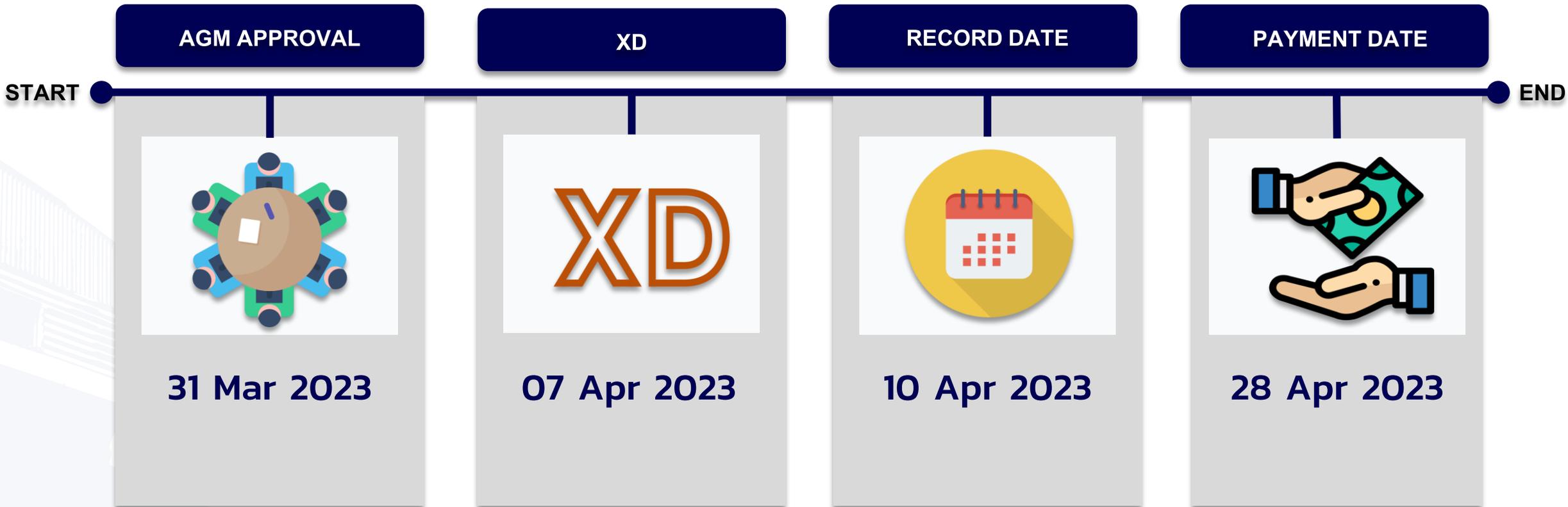
[ H1/22 = 0.60 ]  
[ H2/22 = 0.40 ]

Remarks: \*The company has a dividend payout policy to shareholders at not less than 60% of the net profit.  
\*The Company began paying Dividend since 2014



III. Financial Highlights : Dividend

### DIVIDEND PAYMENT TIMEFRAME





# Agenda

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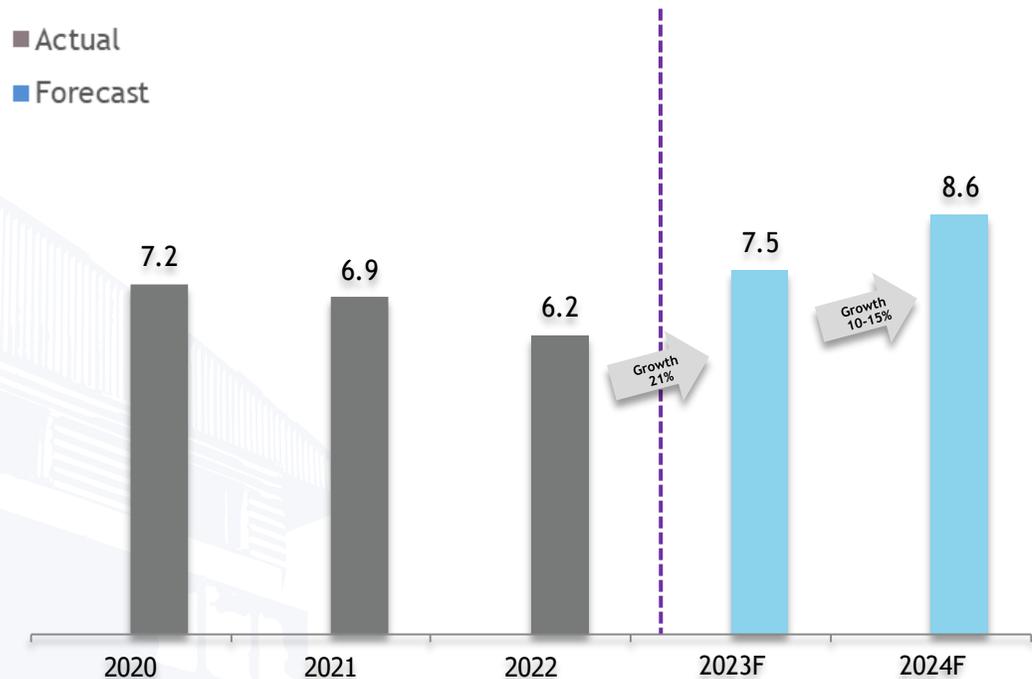
04 **Business Outlook**



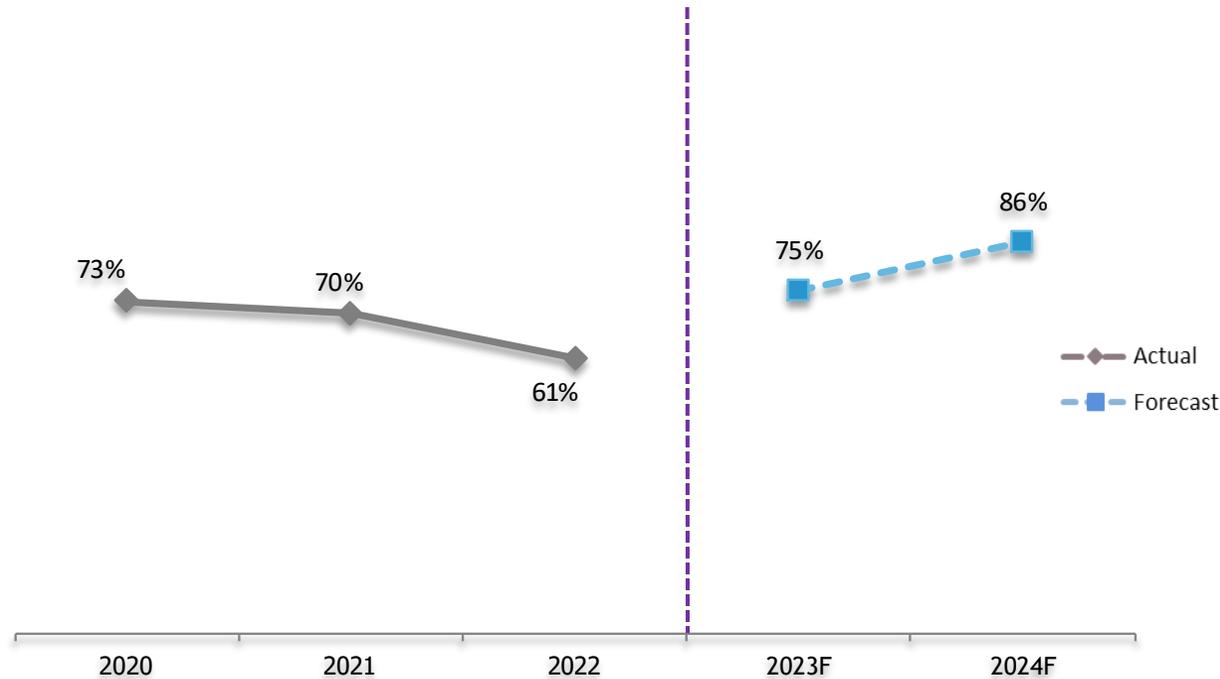
IV. Business Outlook

# 2023 Target and Future Growth Strategy

## Projected Sales Volume (million cylinders)



## Projected Utilization (%)

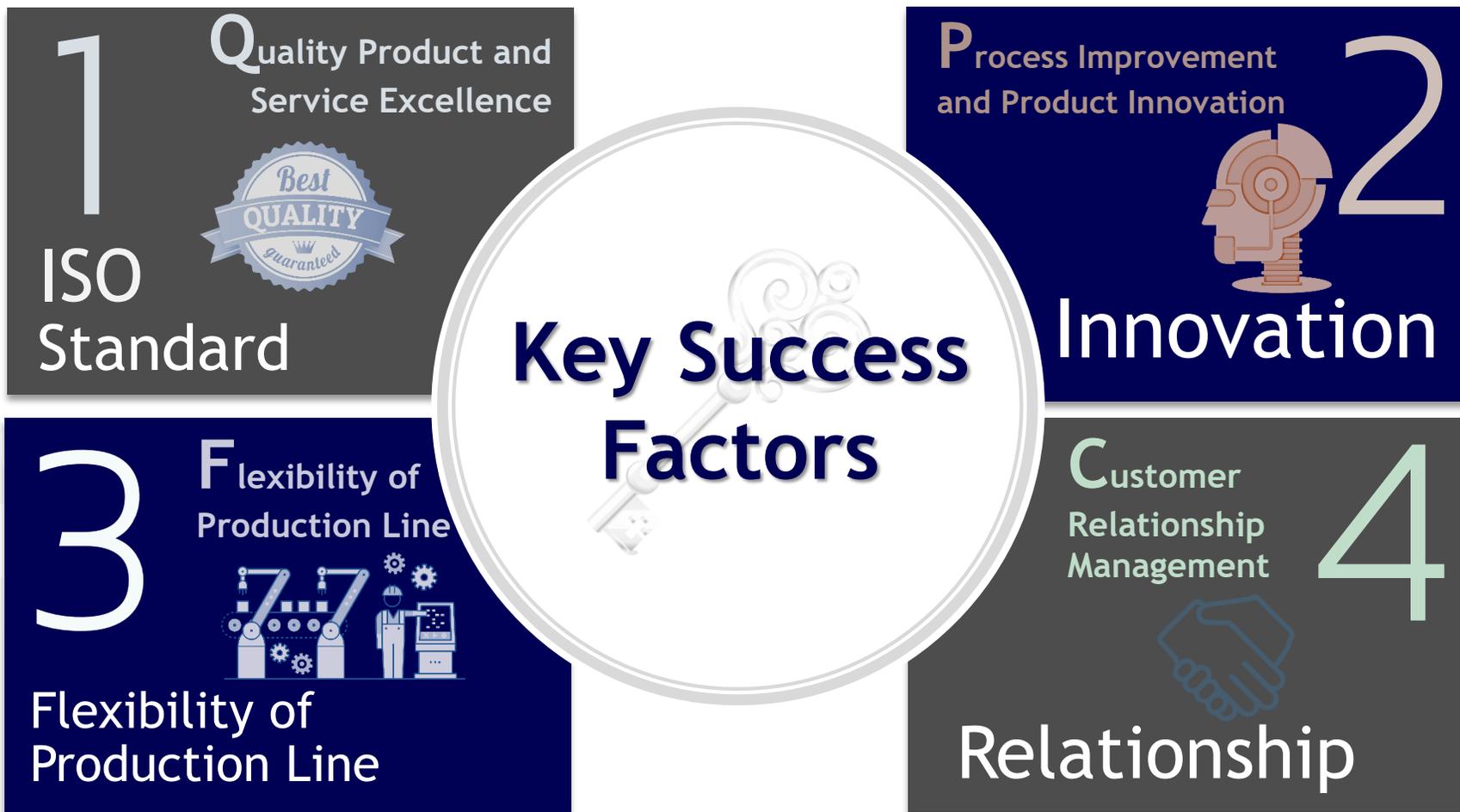


Capacity (million cylinder)	2020	2021	2022	2023F	2024F
Per Year	10.0	10.0	10.0	10.0	10.0
Per Quarter	2.5	2.5	2.5	2.5	2.5



## Business Key Success Factors

*“Experienced in LPG cylinder business about 42 years, SMPC, currently, is one of the world-leading manufacturer who offers variety of products and service with excellent quality assurance”*





# 5-Megatrends: Innovation Development Strategy Toward Future Sustainability



## Human Development

- Enhance Employee's Skill Set
- Foster Knowledge Sharing and Collaboration
- Promote Business Innovation Development for Social & Environmental Challenges
- Career Development and Succession Planning
- Human Rights Due Diligence (HRDD)



## Digital Transformation

- Digital Technology to Improve Operational Systems
- Customer Relationship Management
- Supply Chain Management
- Digital Infrastructure for Big Data Development



## Innovation

- Continuously Develop New & High-Value Products
- Optimizing Production Processes to Improve Efficiency and Safety
- Exploring New Business Horizons for Expansion



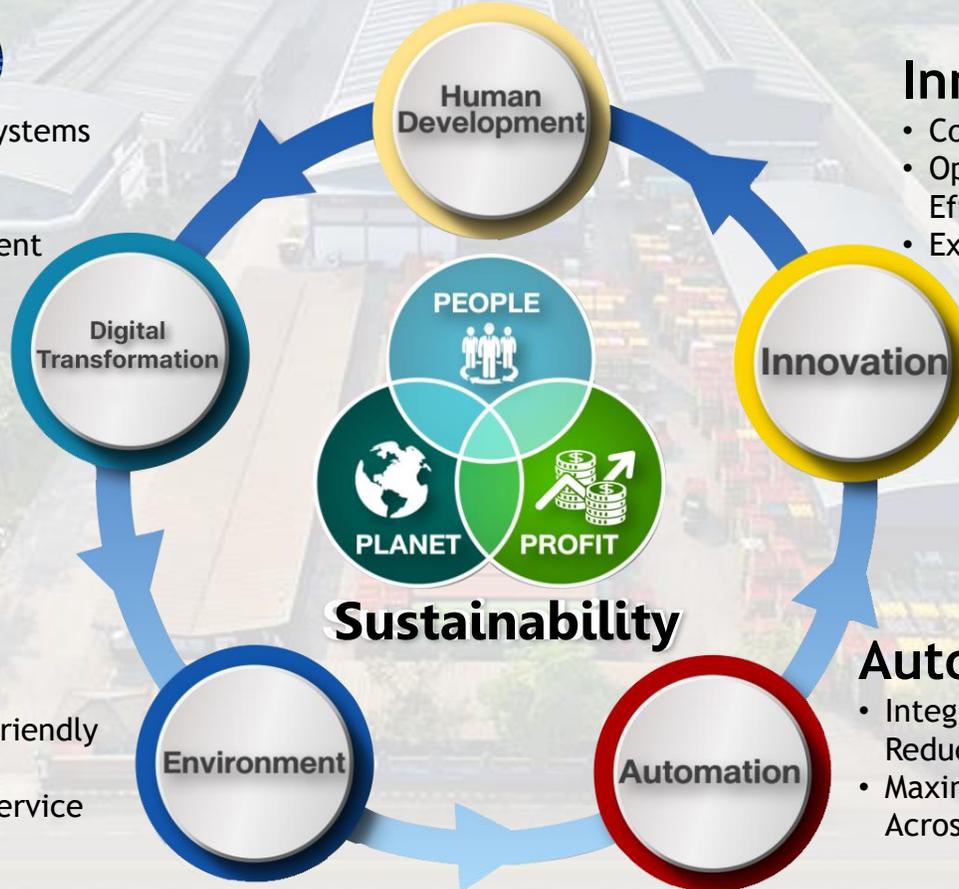
## Environment

- Greenhouse Gas Emission Reduction
- Machinery and Process Upgrades for Eco-Friendly Production
- Eco-Friendly Procurement for Product & Service
- Source Environmentally Friendly Materials



## Automation

- Integrated Automation to Improve Product Quality, Reduce Costs, and Enhance Workplace Safety
- Maximize the Results by Promoting Automation Across Factories





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