

Opportunity Day

1H/2023 Presentation
23 Aug 2023

Presented by: Ms. Patama Laowong
Mr. Jerawut Laowong
Ms. Kanya Vipanut

<https://www.smpcplc.com>

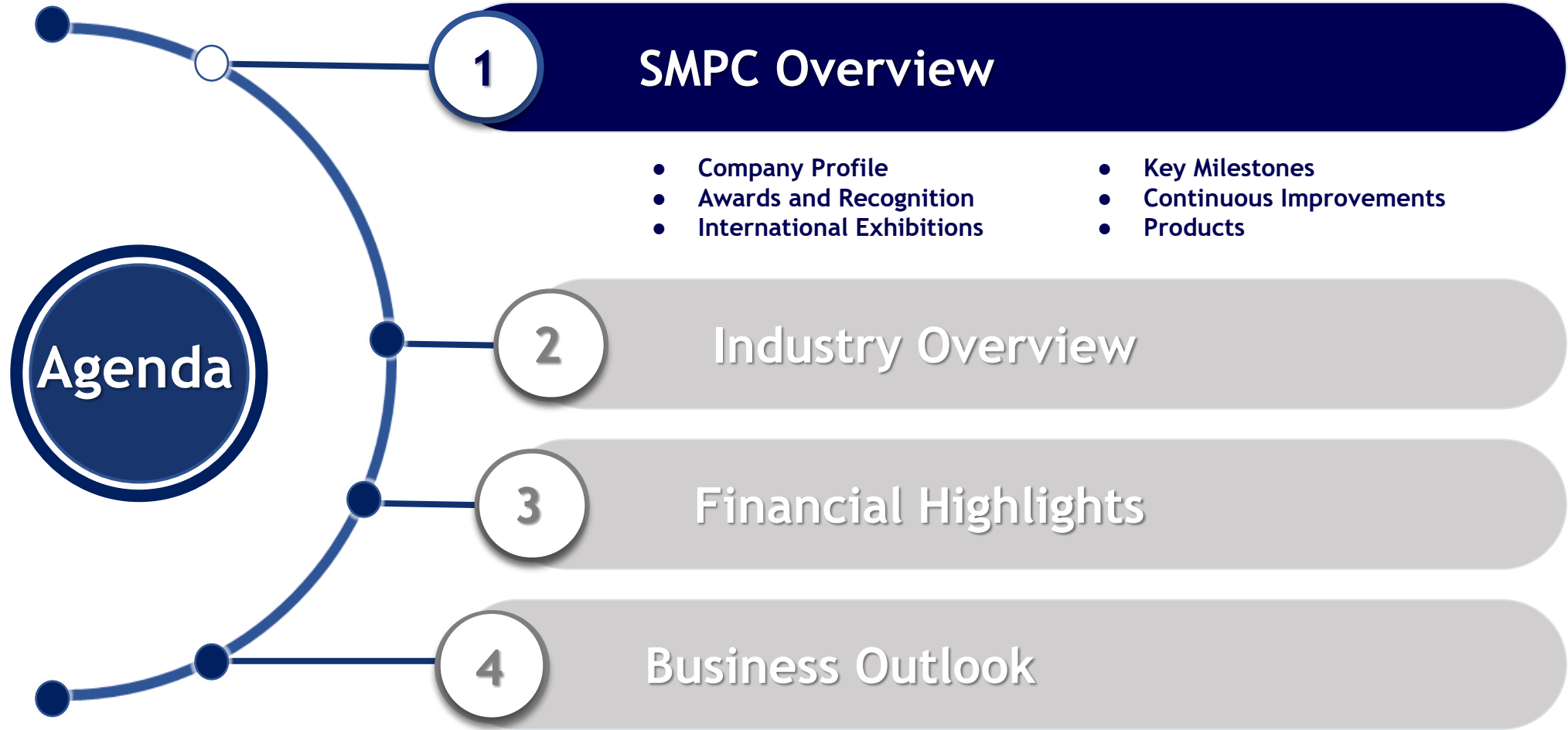
SAHAMITR PRESSURE CONTAINER
PUBLIC COMPANY LIMITED.

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SUSTAINABILITY





I. SMPC Overview: Company Profile

“SMPC is a world leading low pressure vessel manufacturer with customers in more than 100 countries”

Bangkok, Thailand



I. SMPC Overview: Key Milestones

Key Milestones

“SMPC has continuously developed its business since the company’s establishment 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 2nd 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

2023

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

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

I. SMPC Overview: Awards and Recognition

Awards and Recognition 2023



ESG100

15 June 2023: SMPC was selected in the ESG100 group of public companies listed in the Thailand stock exchange with **outstanding Environmental, Social, and Governance performance** in 2023 for 4th consecutive years (7th time for the ESG100 Selection).



AGM Checklist

8 Aug 2023: SMPC maintains **Excellent AGM 5 Scoring** for the 3rd consecutive year of listed companies under the Annual General Meeting Checklist of Thai Investors Association(TIA).

I. SMPC Overview: Awards and Recognition

Awards and Recognition 2023



SAHAMITR
PRESSURE
CONTAINER
PUBLIC COMPANY LIMITED



‘Best Under A Billion 2023’ List by Forbes Asia Magazine

10 Aug 2023: Sahamitr Pressure Container Public Company Limited (SMPC) is 1 of 200 companies in Asia Pacific region and **1 of 11 in Thailand** selected for Forbes Asia’s ‘Best Under A Billion 2023’ list. This distinguished list, while unranked, consists of 200 publicly traded companies with annual revenue ranging between 10 million and 1 billion US dollars with **exceptional financial performance, transparency, good governance and a dedicated focus on environmental concerns.**

SMPC Continuous Improvements

With feedbacks from our customers, we continue to improve in these key areas...

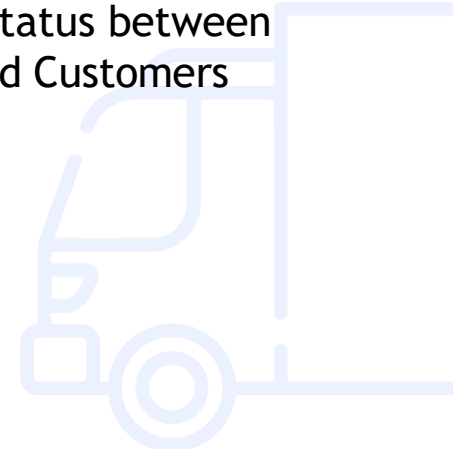
Product

- 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 Lead Time.
- Update Status between Teams and Customers



Communication

- Providing Accurate and Timely Information to Customers
- Communicate with Customers to Improve Products & Services



I. SMPC Overview: Continuous Improvements

SMPC Environmental & Process Improvements

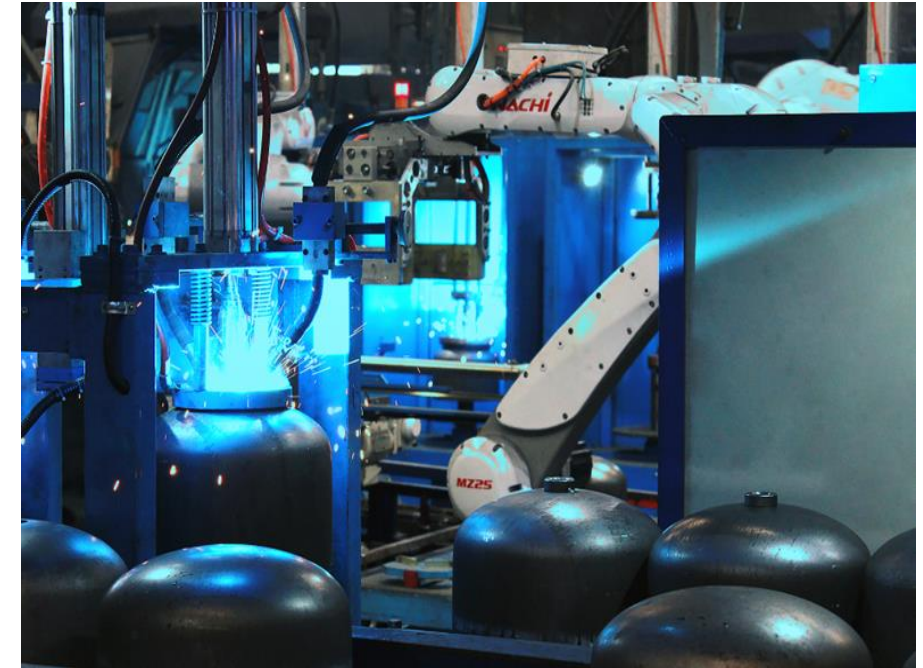
Solar Rooftop Installation

Up to 12% of SMPC's electricity demand now comes from sustainable source - payback within 2023.



Expansion of Automatic Process

Systematically designed and tested with our experience in production and tremendous engineering efforts.



5 Megatrends Towards Sustainability for SMPC

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)

Innovation

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

Digital Transformation

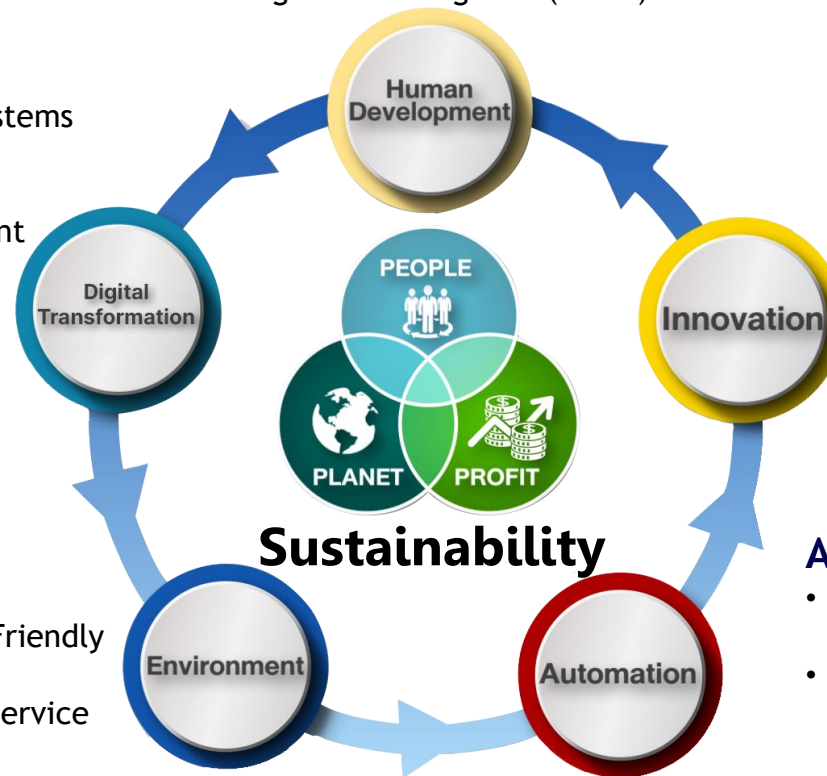
- Digital Technology to Improve Operational Systems
- Customer Relationship Management
- Supply Chain Management
- Digital Infrastructure for Big Data Development

Environment

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

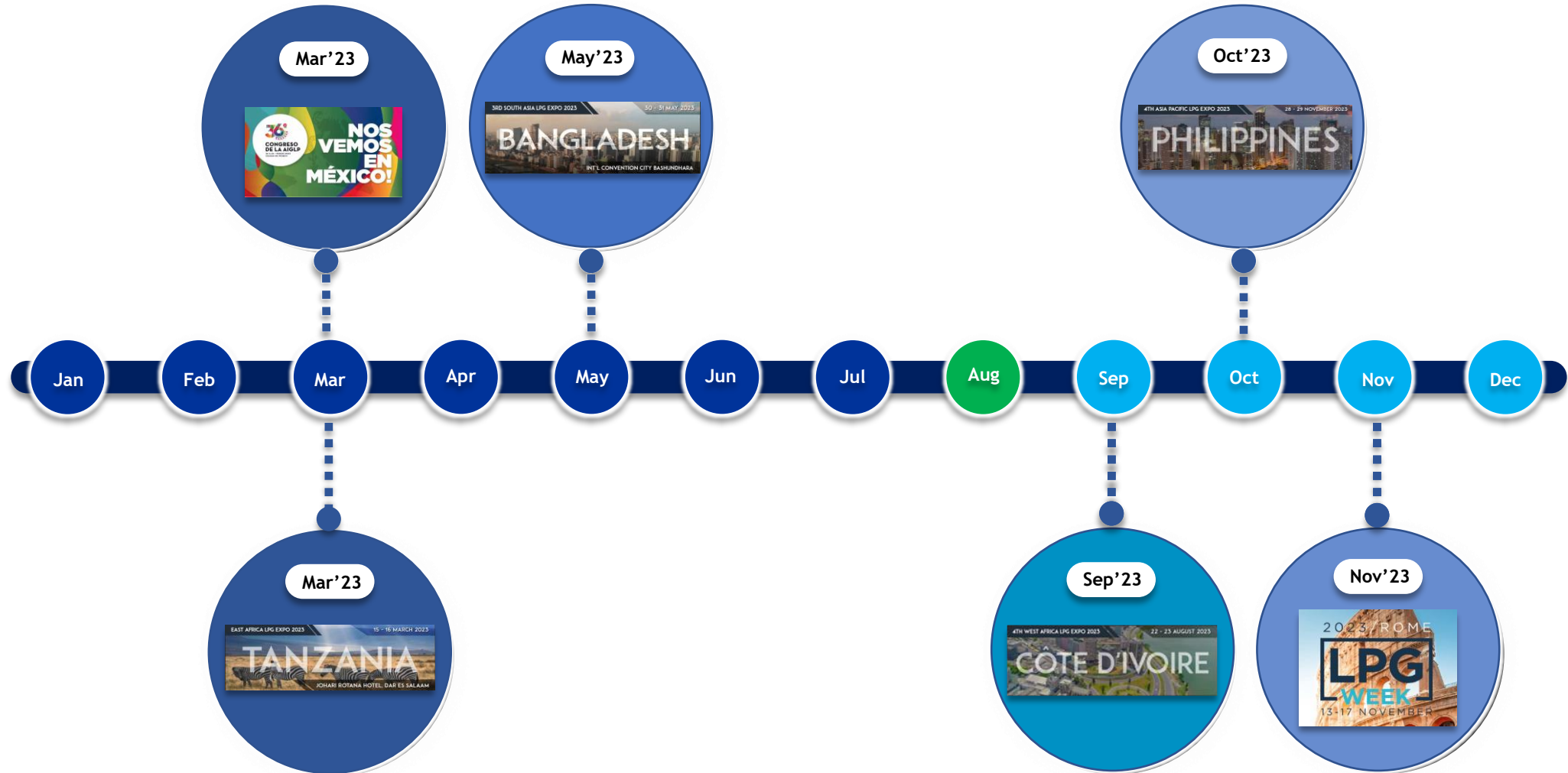
Automation

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



I. SMPC Overview: International Exhibitions

2023 International Exhibitions



I. SMPC Overview: Products

Wide Range 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



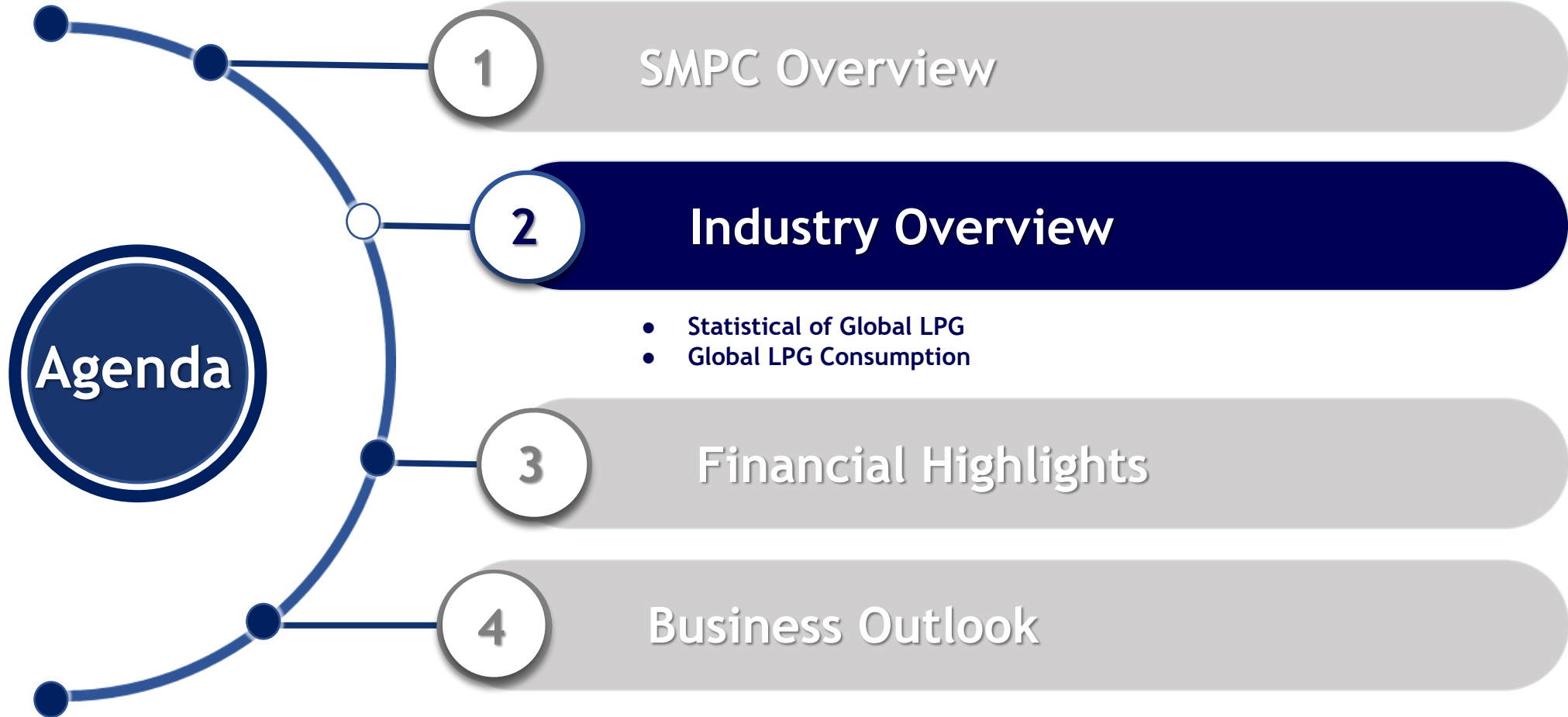
Ammonia
Cylinders



Forklift
Cylinders



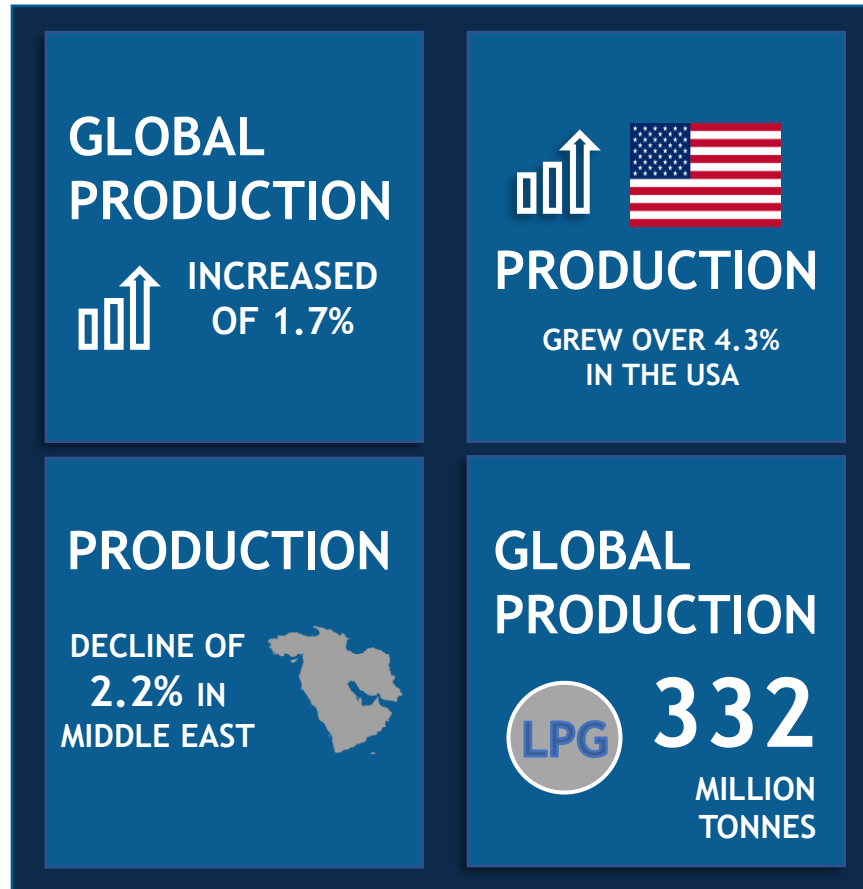
Cylinders with
Accessories
Opportunity Day



II. SMPC Overview: Statistical of Global LPG

About the Industry

Production

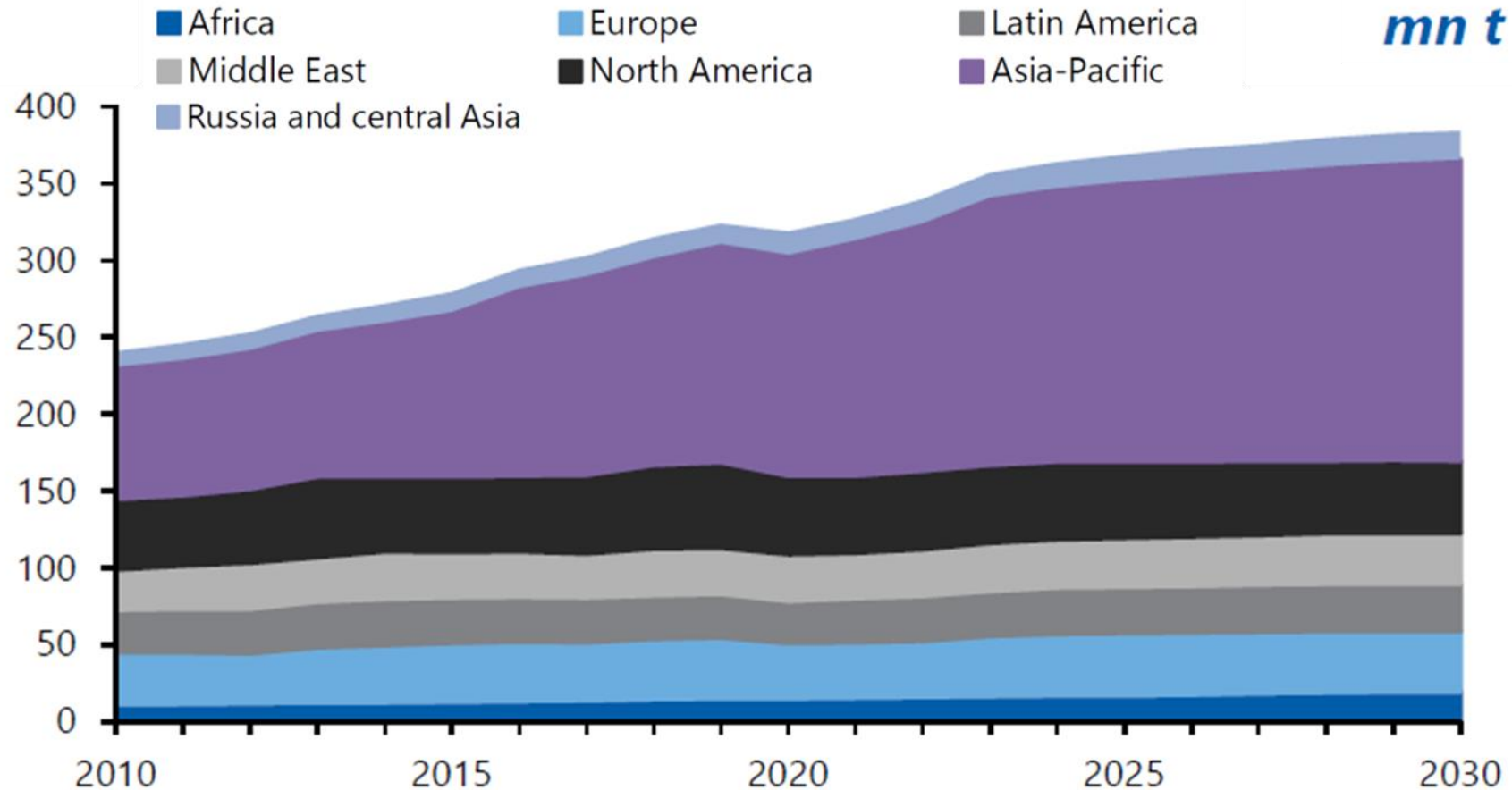


Consumption



II. SMPC Overview: Global LPG Consumption

Predicted Global LPG Consumption by Region 2010-2030



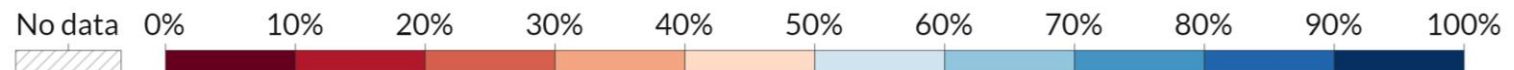
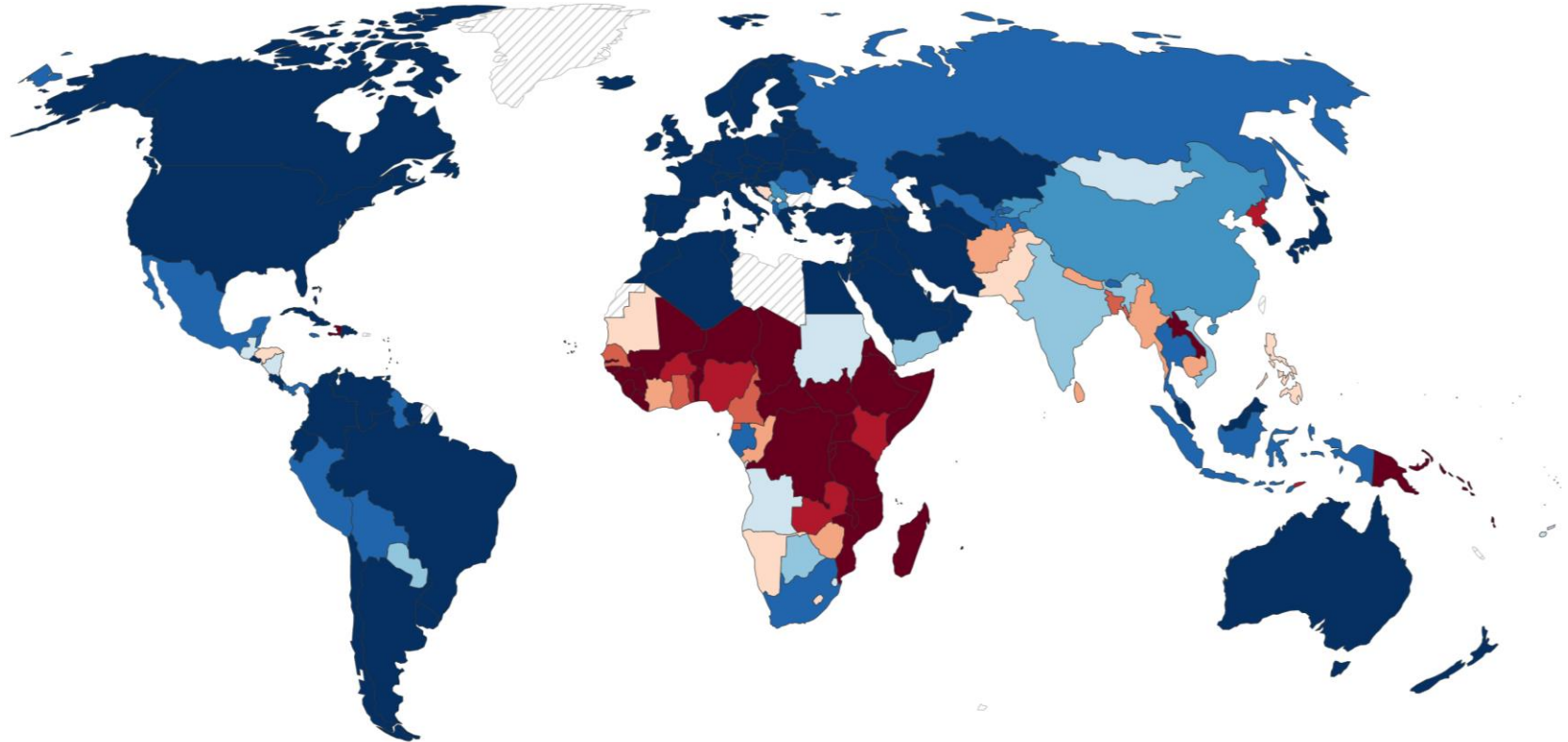
- Predicted global LPG consumption is gradual growth annually, there are opportunities for SMPC to grow in short to intermediate term.
- Thermal efficiency of LPG and transportation flexibility make LPG an excellent cooking fuel, especially in Asia where the use of the wok demands a high heating value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

Source: Statistical review of global LPG 2022

II. SMPC Overview: Global LPG Consumption

% 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.



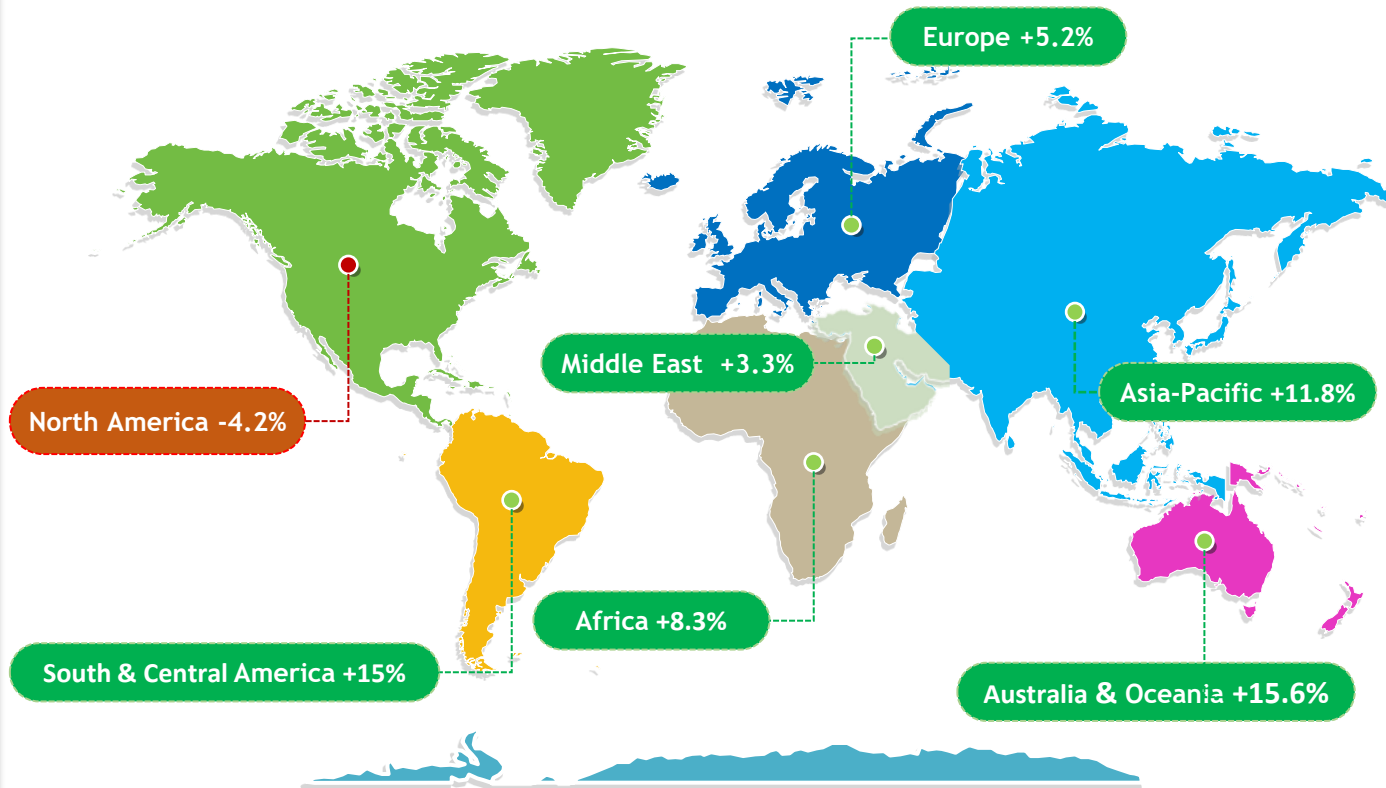
Source: WHO, Global Health Observatory (2022)

II. SMPC Overview: Global LPG Consumption

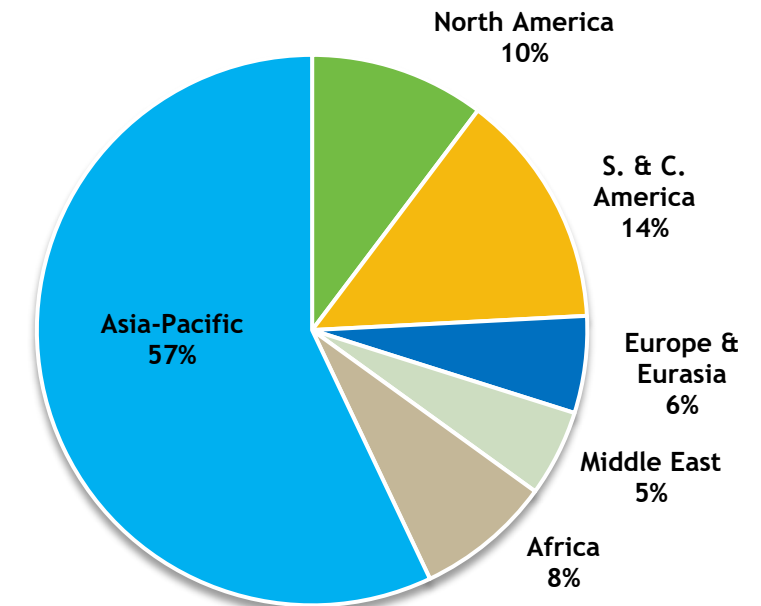
Household LPG Consumption by Region

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

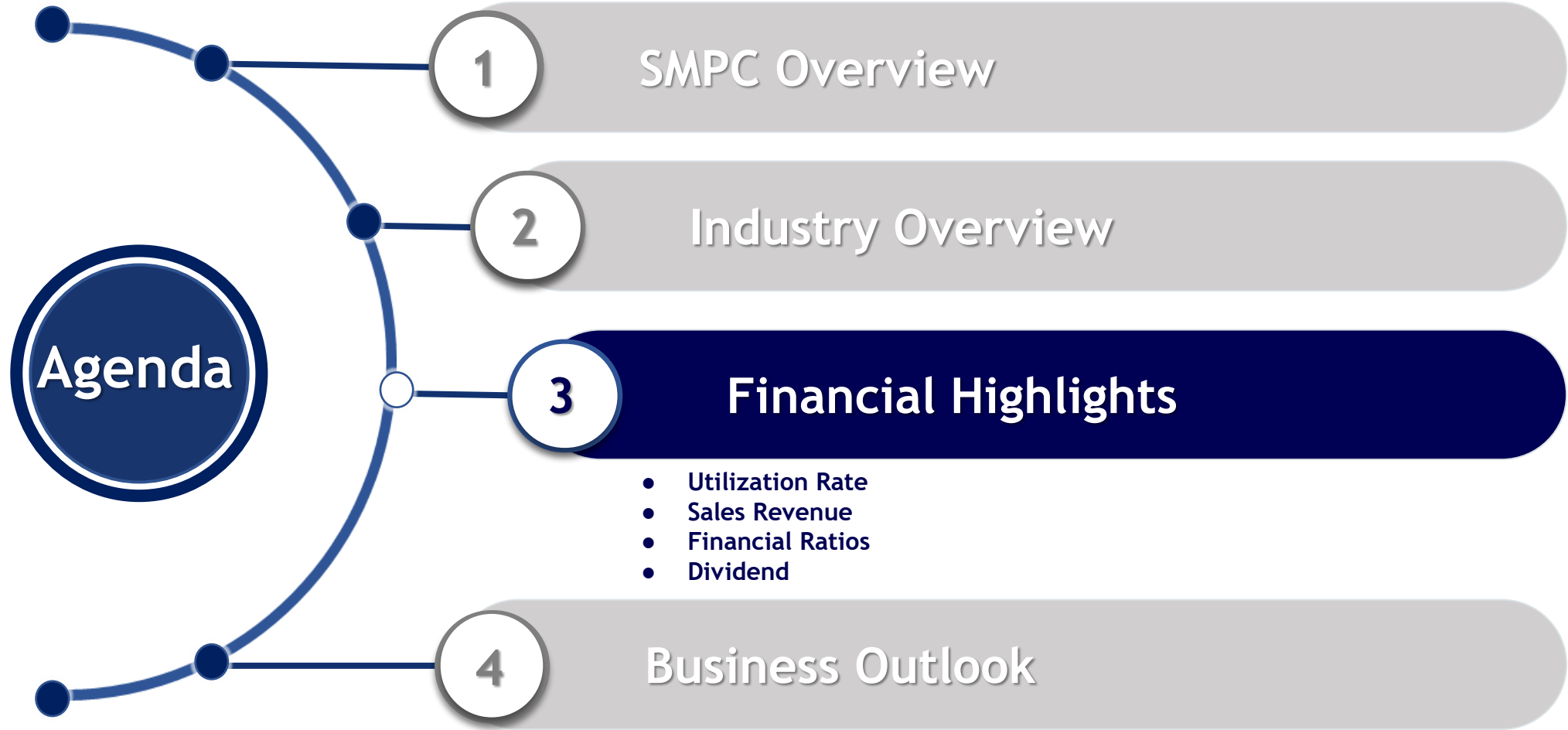
Domestic Consumption Growth (2020-2021) by Continents



2021 Domestic Consumption by Continents

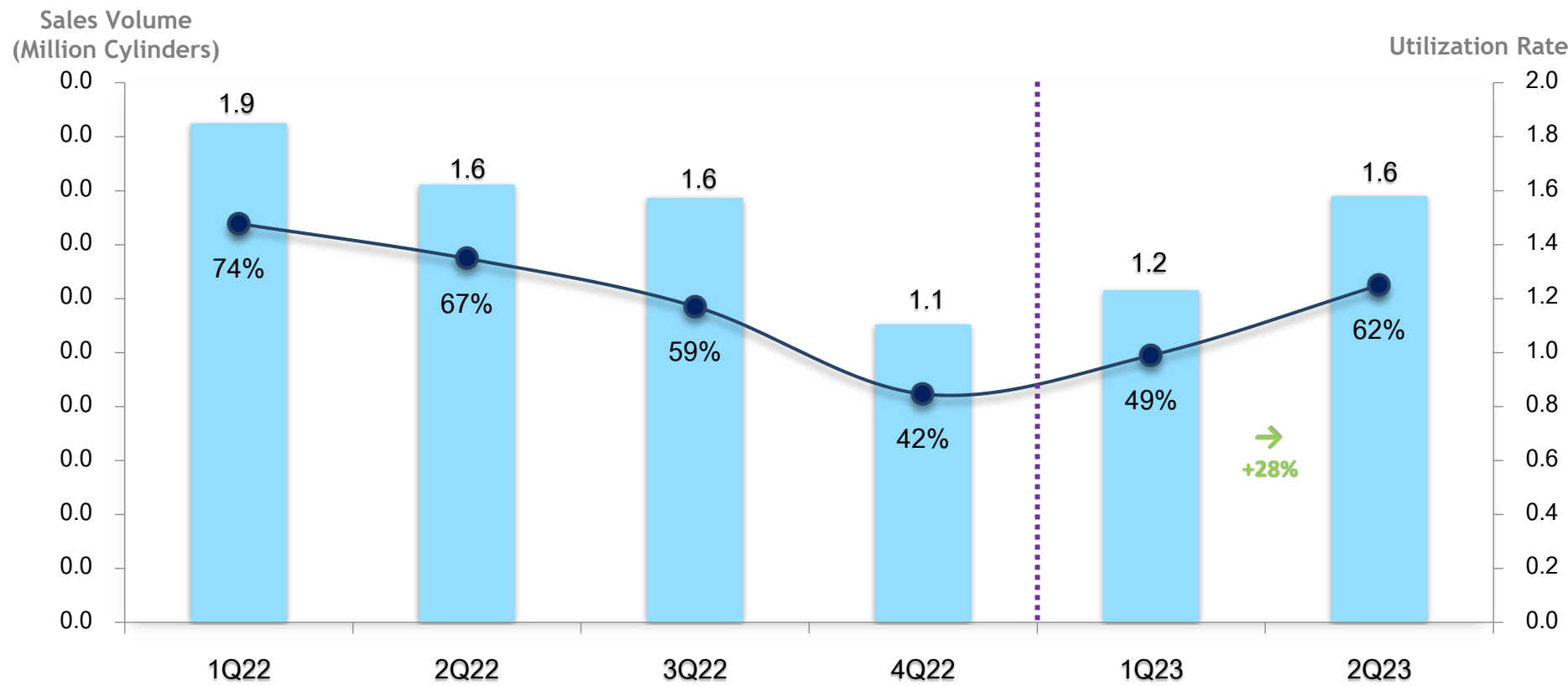


Source: Statistical review of global LPG 2022



III. Financial Highlights: Utilization Rate

Utilization Rate(%) 1Q22-2Q23

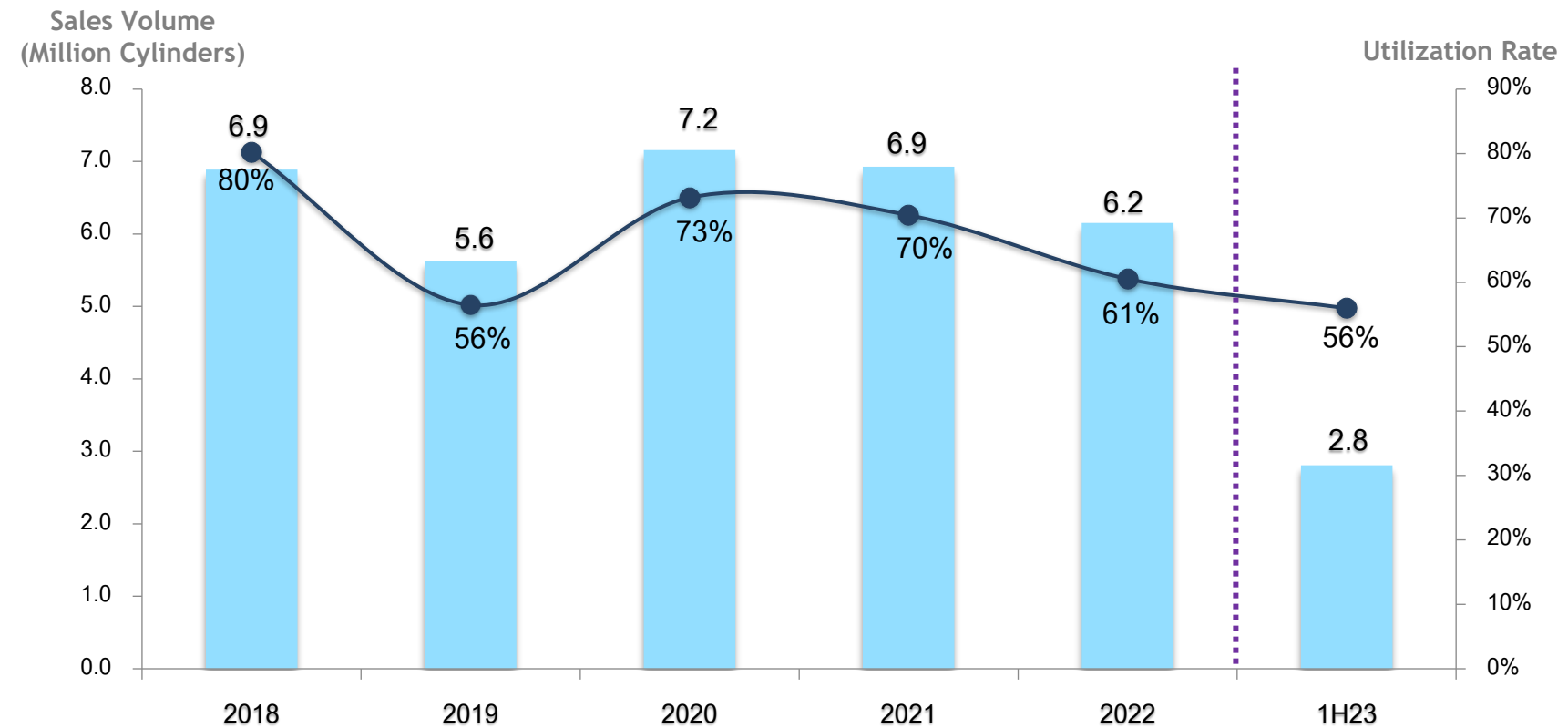


Capacity (million cylinder)	
Per Year	10.0
Per Quarter	2.5

↓ 3%

III. Financial Highlights: Utilization Rate

Utilization Rate(%) 2018-1H23



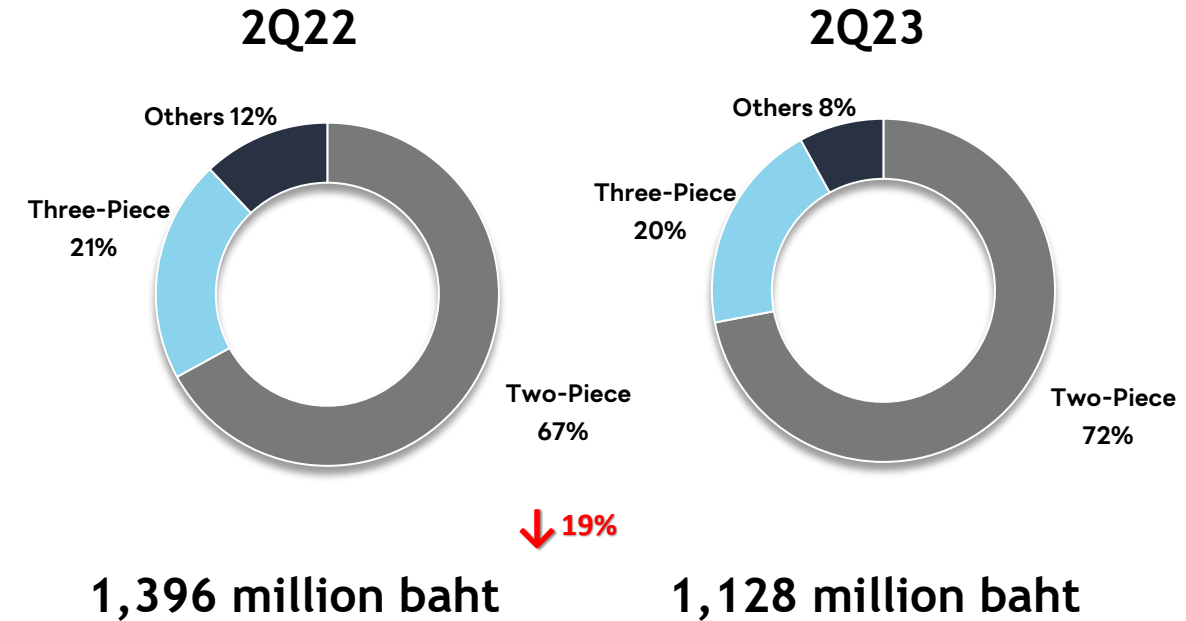
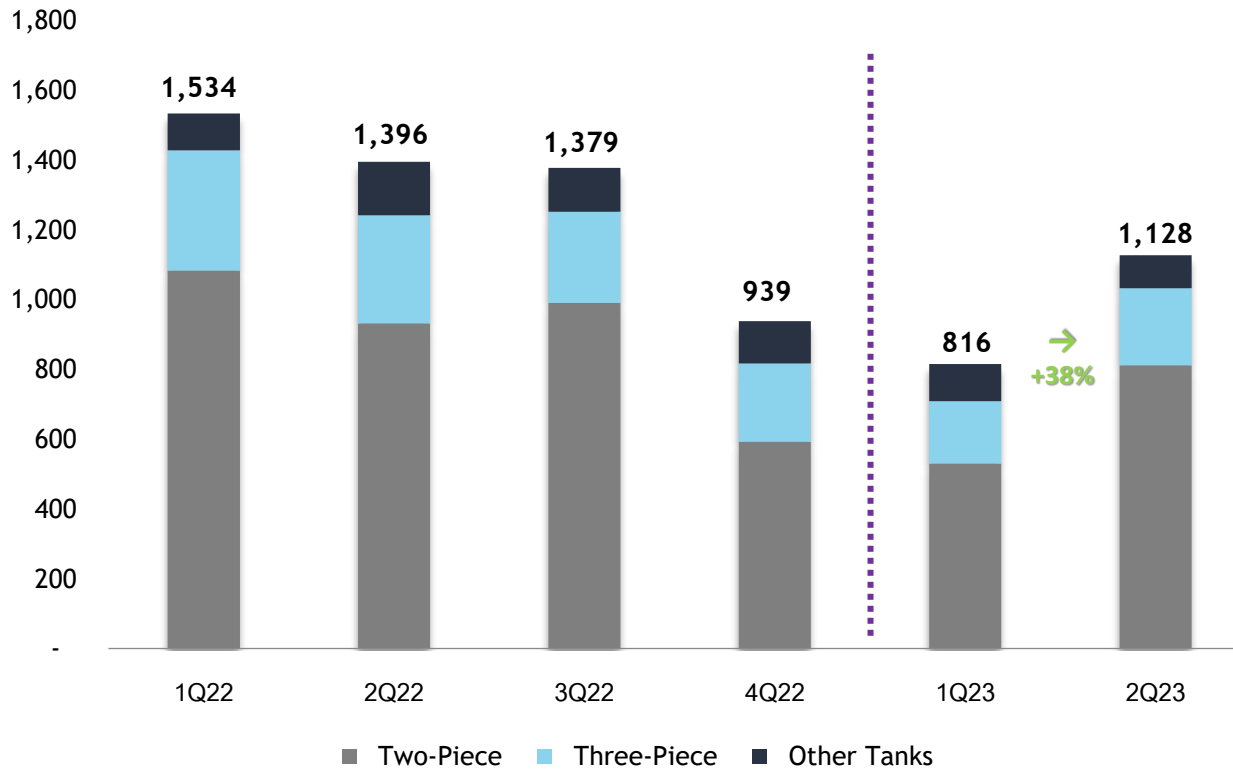
↓ -19% (1H22)
↑ 5% (2H22)

Capacity (million cylinder)	2018	2019 - Present
Per Year	8.7	10.0
Per Quarter	2.2	2.5

III. Financial Highlights: Sales Revenue

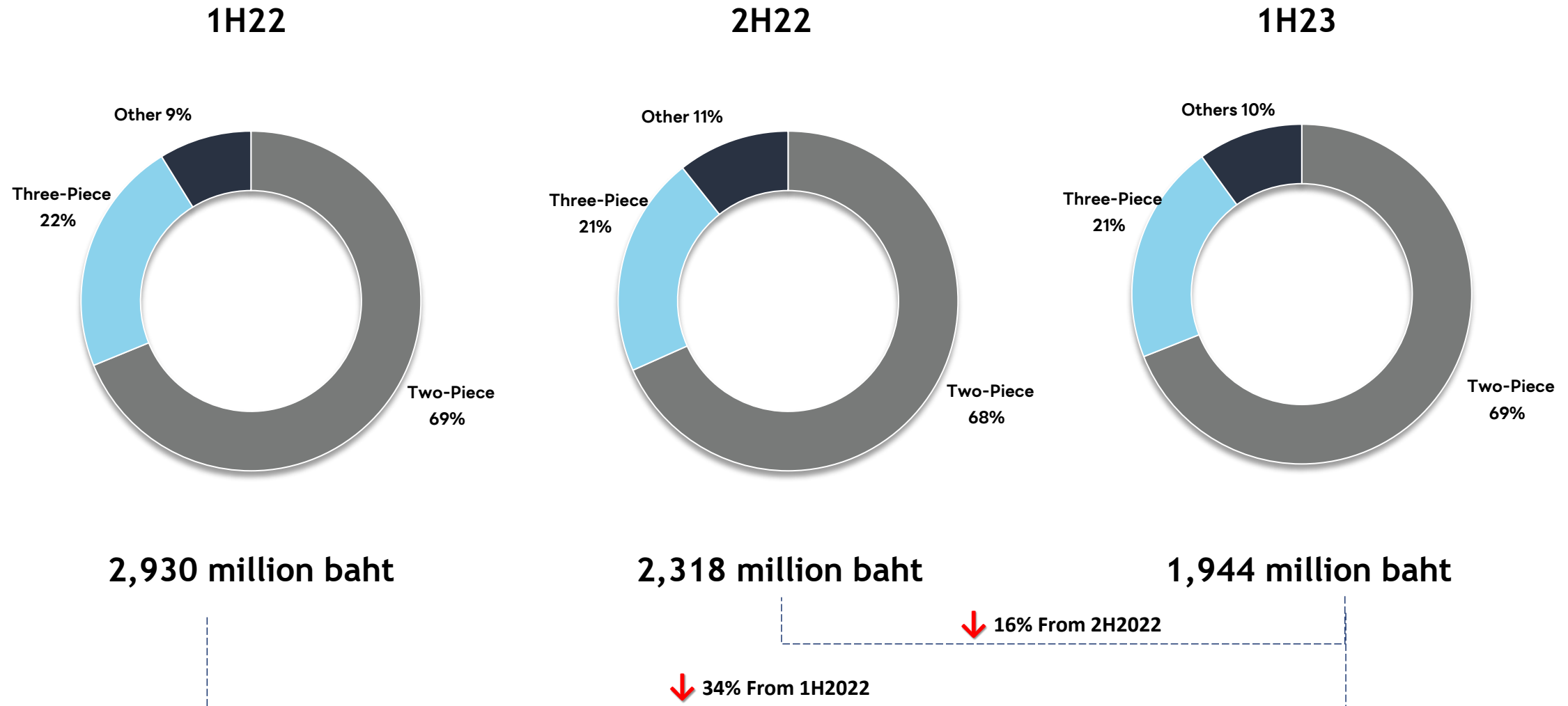
Sales Revenue by Product Category: 1Q22-2Q23

Sales Revenue
(Million Baht)



III. Financial Highlights: Sales Revenue

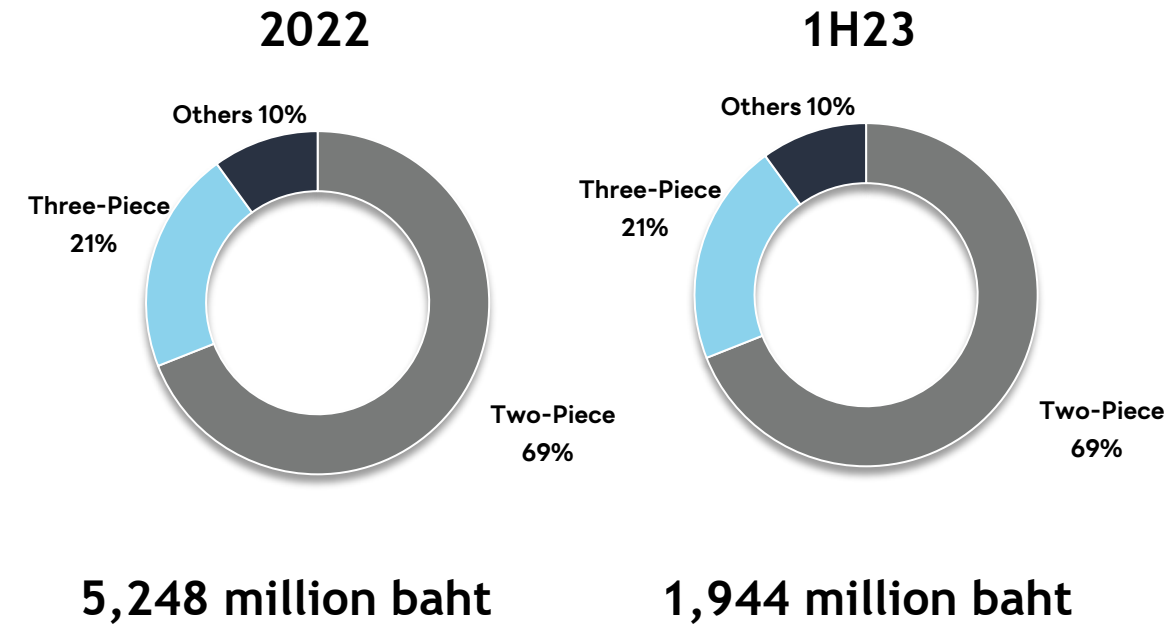
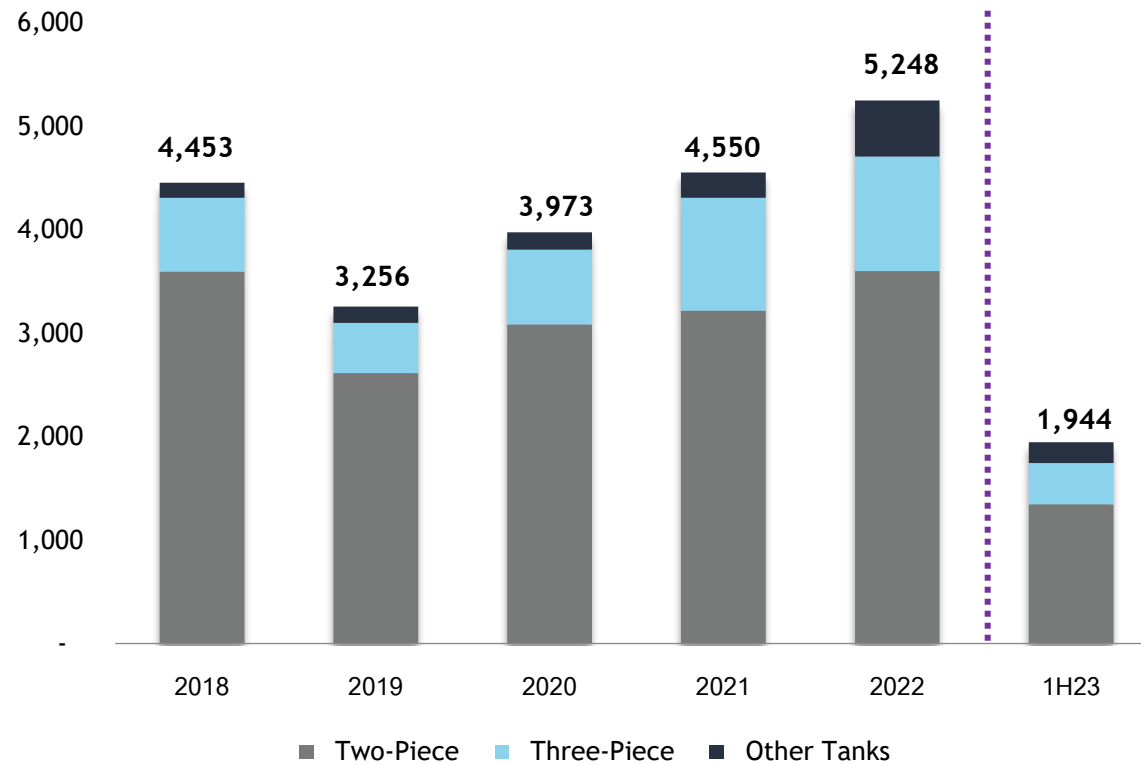
Sales Revenue by Product Category: 1H22 - 1H23



III. Financial Highlights: Sales Revenue

Sales Revenue by Product Category: 2018 - 1H23

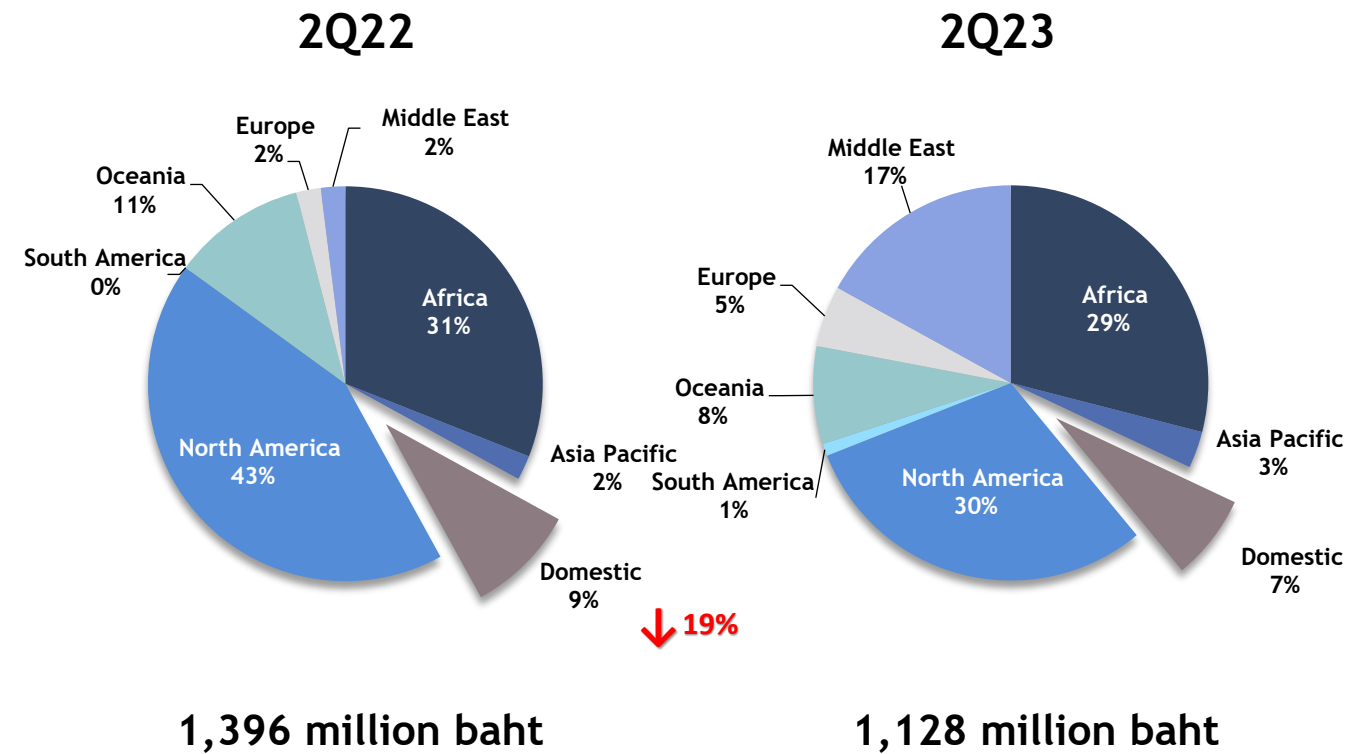
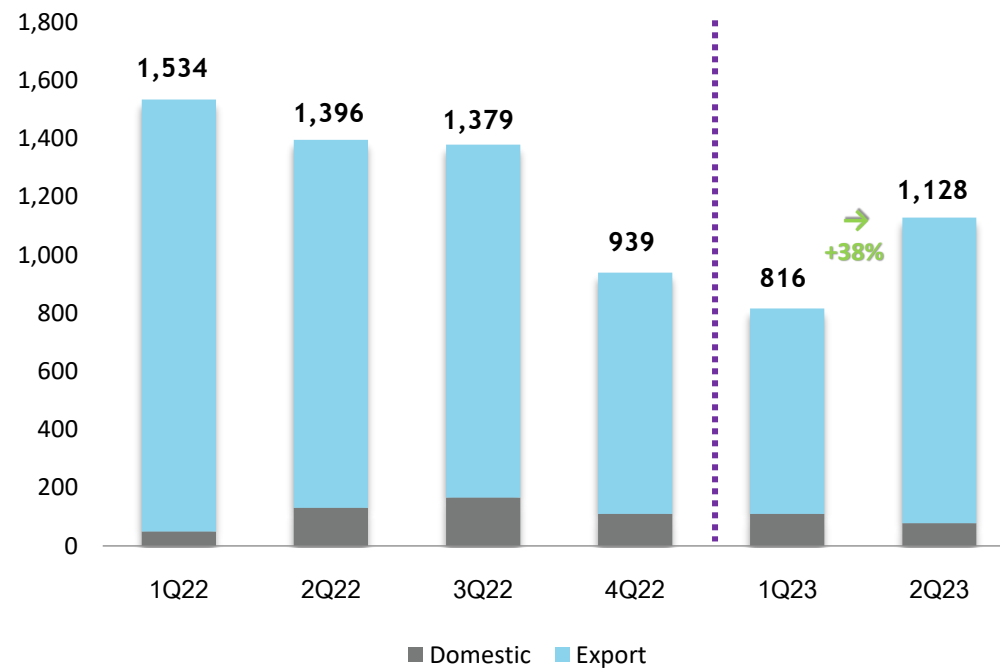
Sales Revenue
(Million Baht)



III. Financial Highlights: Sales Revenue

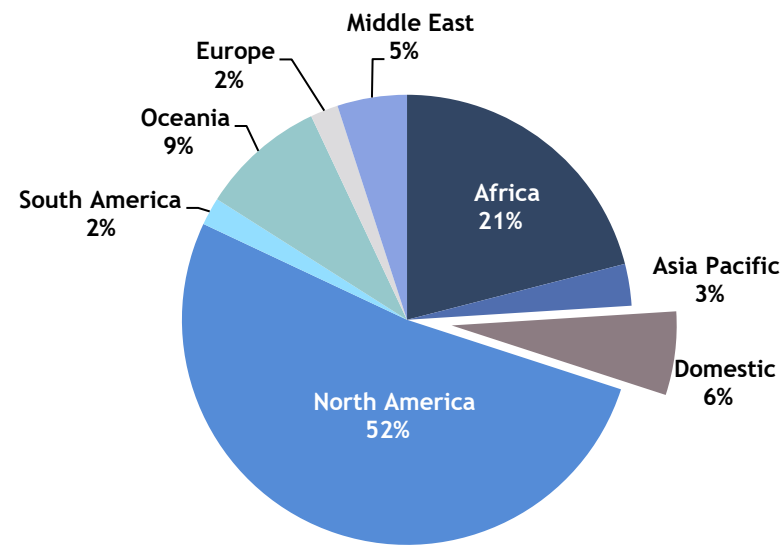
Sales Revenue by Geography: 1Q22-2Q23

Sales Revenue
(Million Baht)

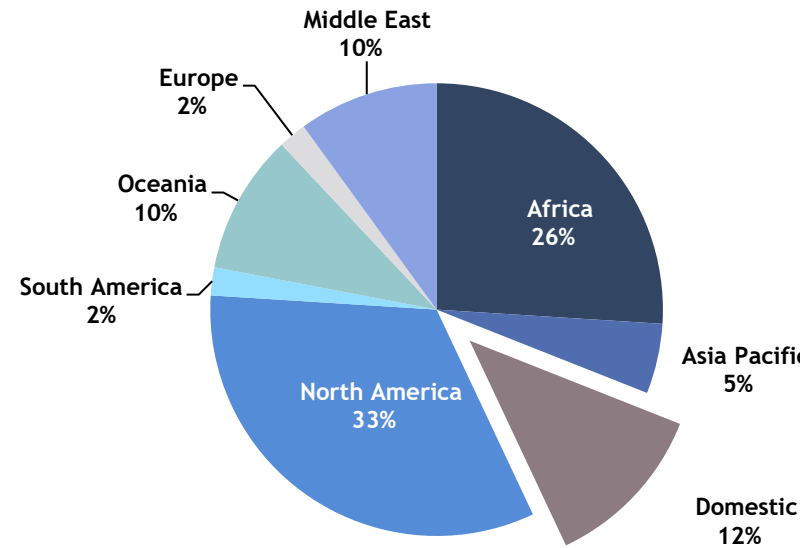


III. Financial Highlights: Sales Revenue

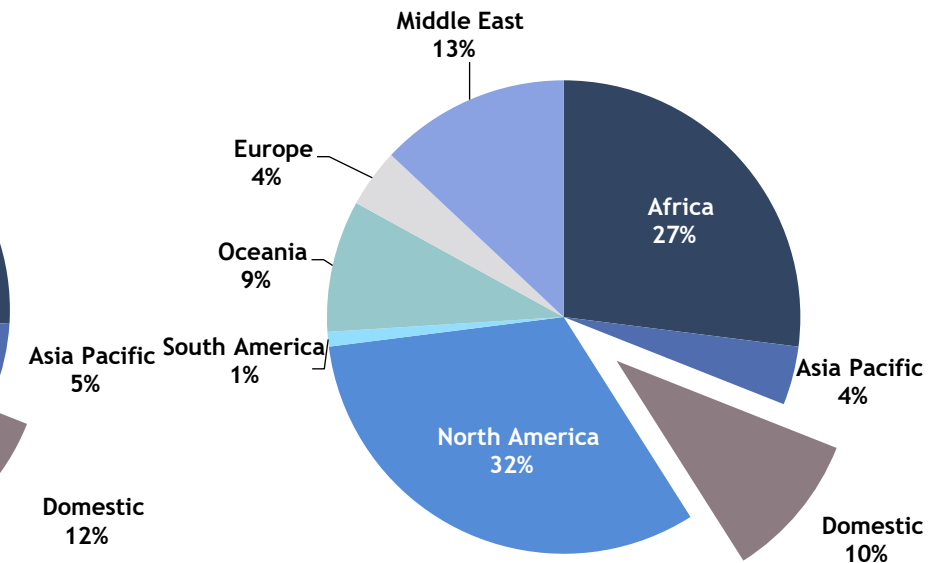
Sales Revenue by Geography: 1H22-1H23



2,930 million baht



2,318 million baht



1,944 million baht

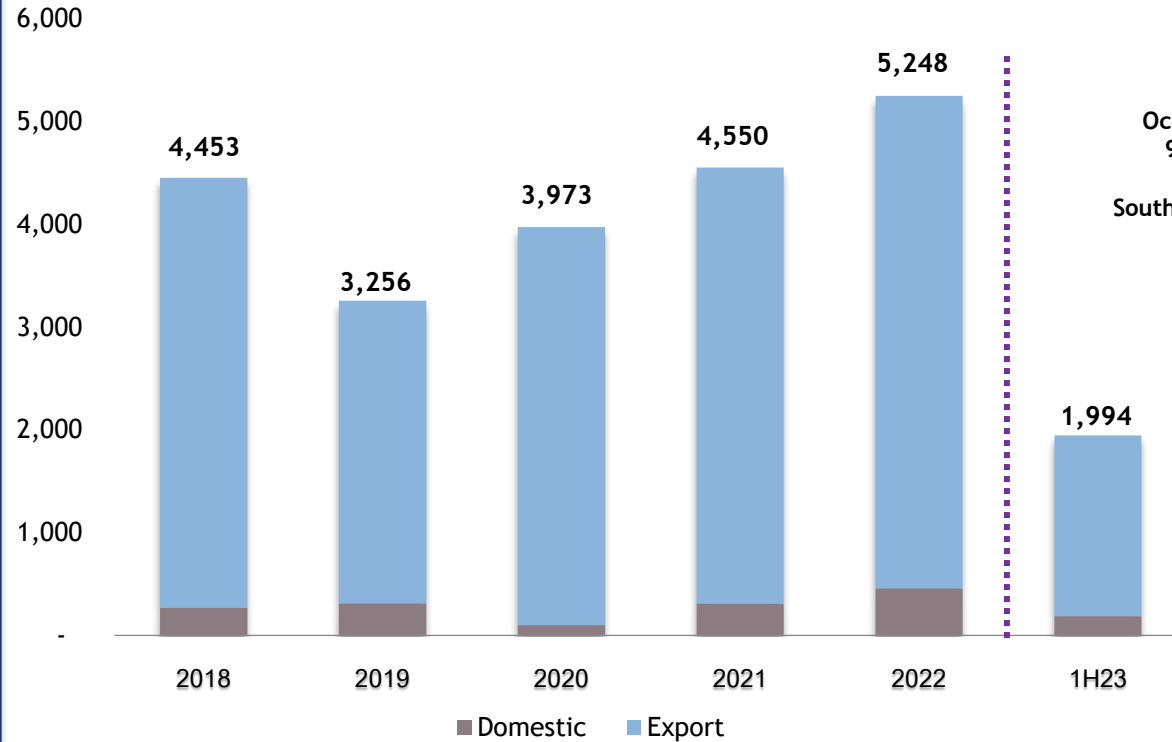
↓ 34% From 1H2022

↓ 16% From 2H2022

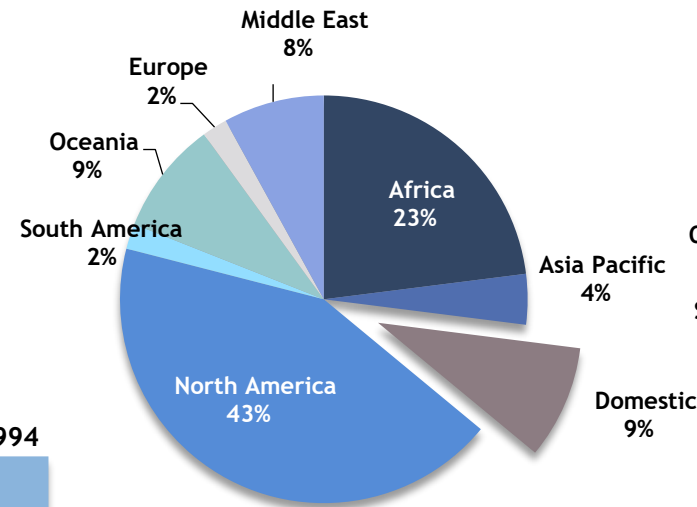
III. Financial Highlights: Sales Revenue

Sales Revenue by Geography: 2018-1H23

Sales Revenue
(Million Baht)

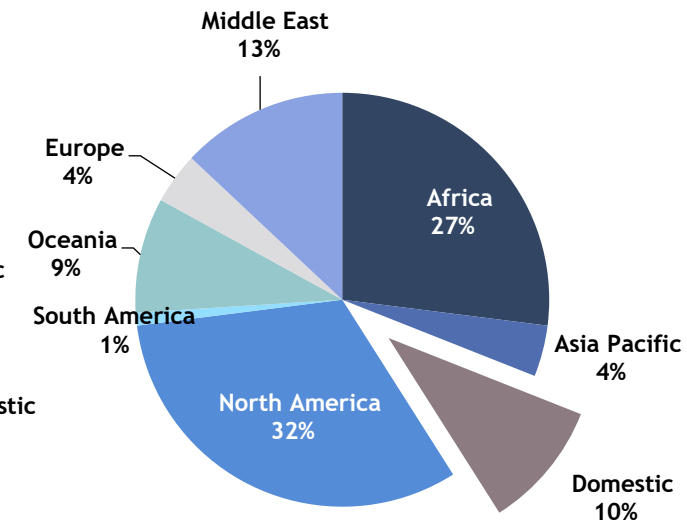


2022



5,248 million baht

1H23

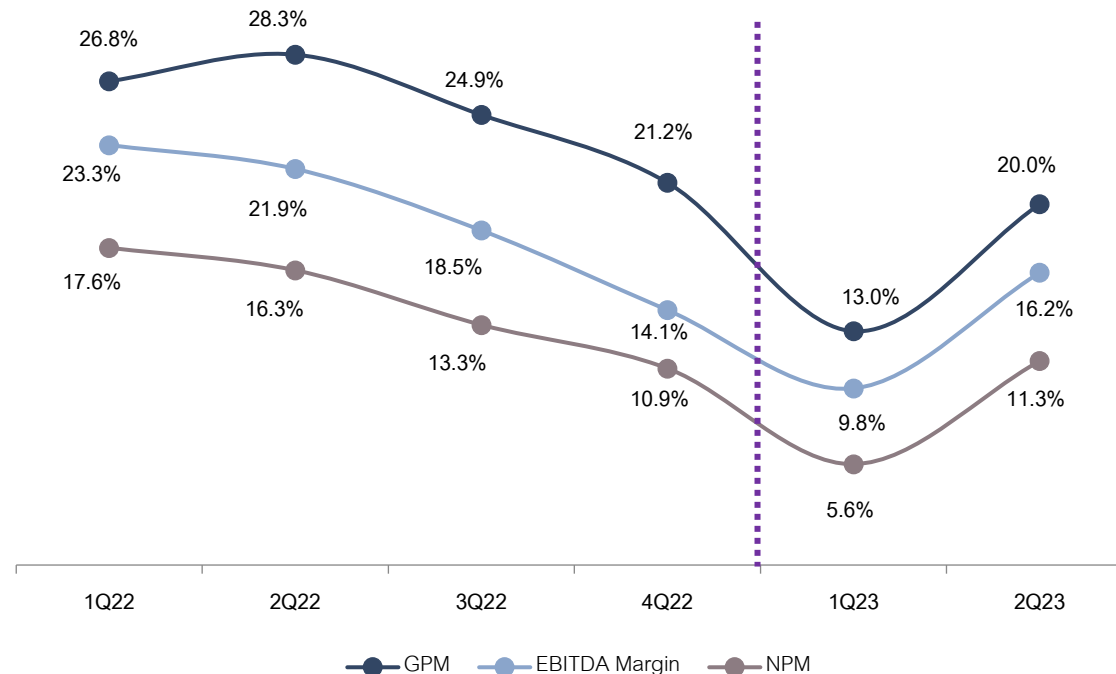


1,944 million baht

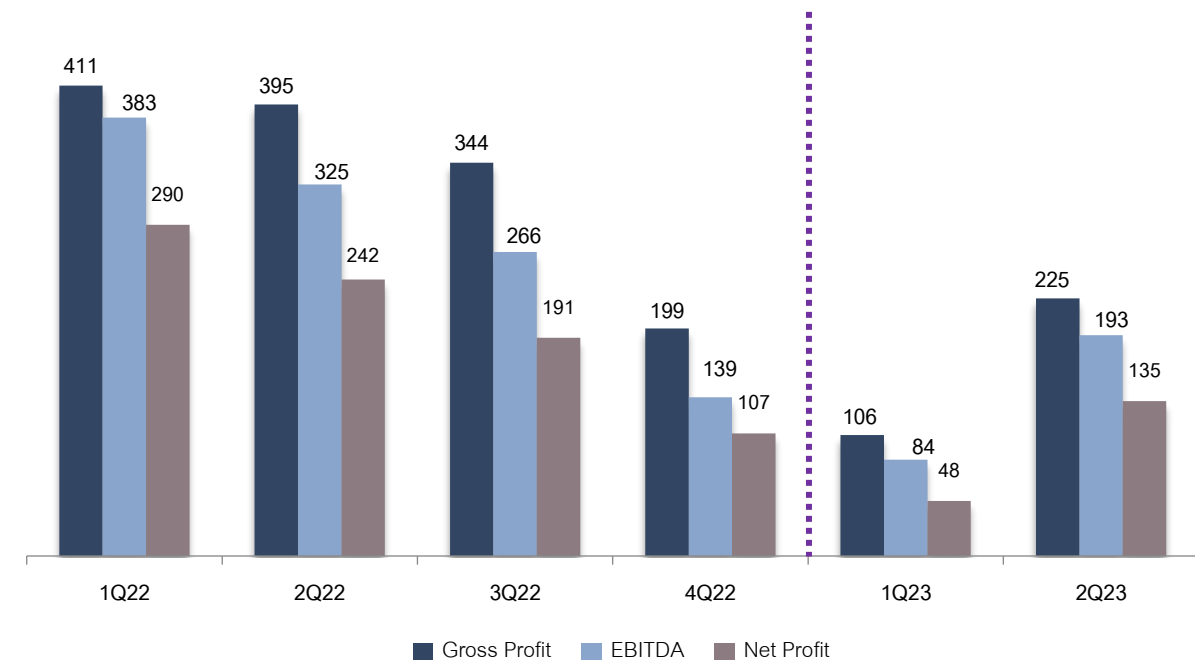
III. Financial Highlights: Financial Ratios

Profitability Ratios

GPM, EBITDA Margin and NPM(%) 1Q22-2Q23



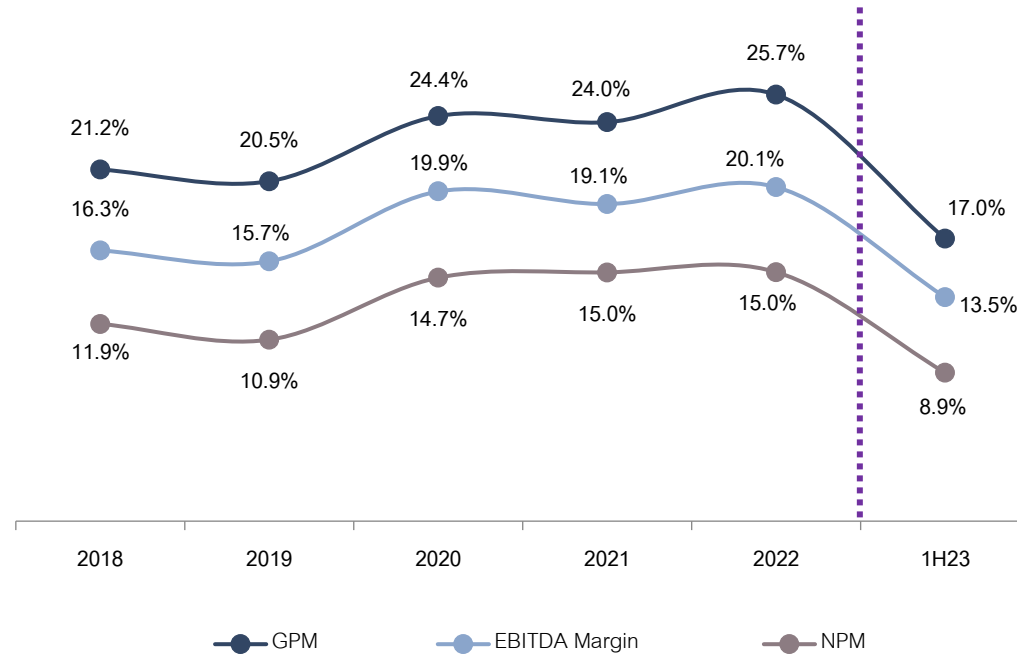
Gross Profit, EBITDA and Net Profit(MB) 1Q22-2Q23



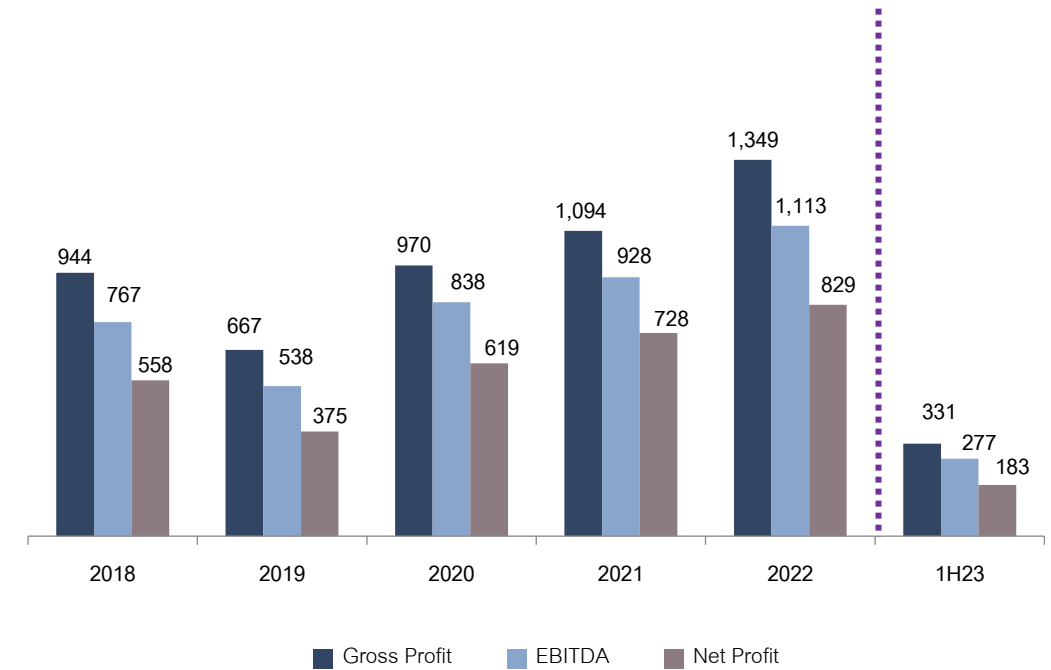
III. Financial Highlights: Financial Ratios

Profitability Ratios

GPM, EBITDA Margin and NPM(%) 2018-1H23



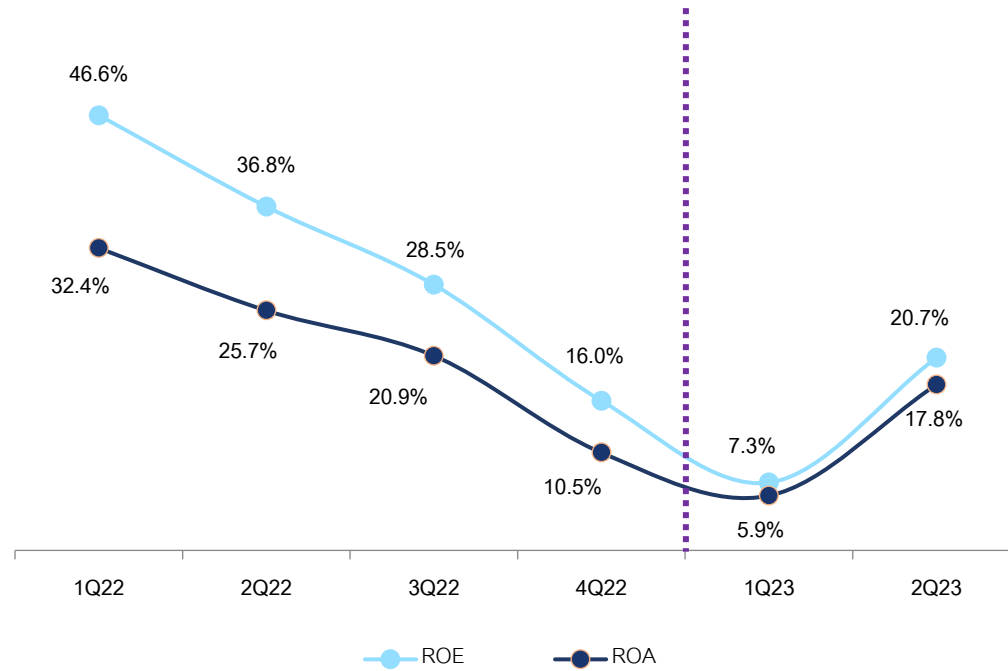
Gross Profit, EBITDA and Net Profit(MB) 2018-1H23



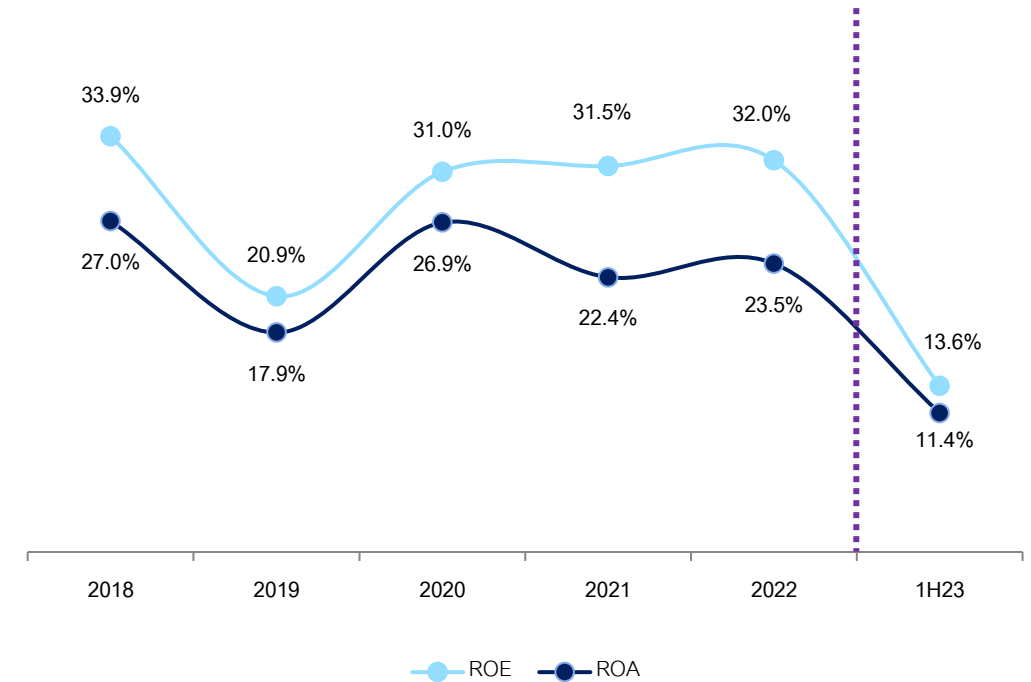
III. Financial Highlights: Financial Ratios

Profitability Ratios

ROE and ROA(%)
1Q22-2Q23



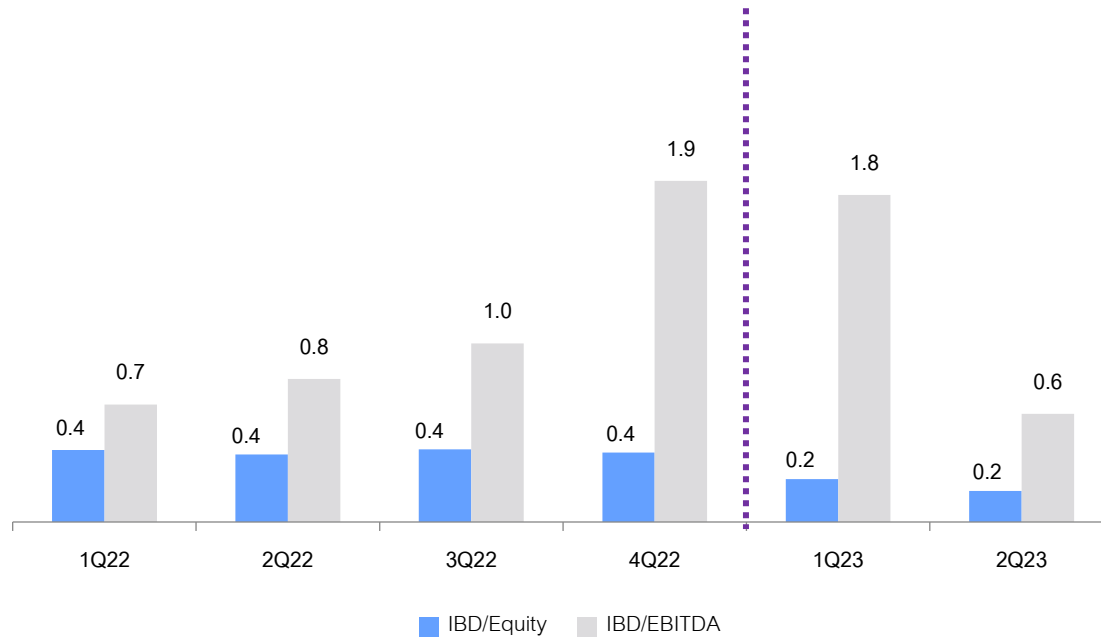
ROE and ROA(%)
2018-1H23



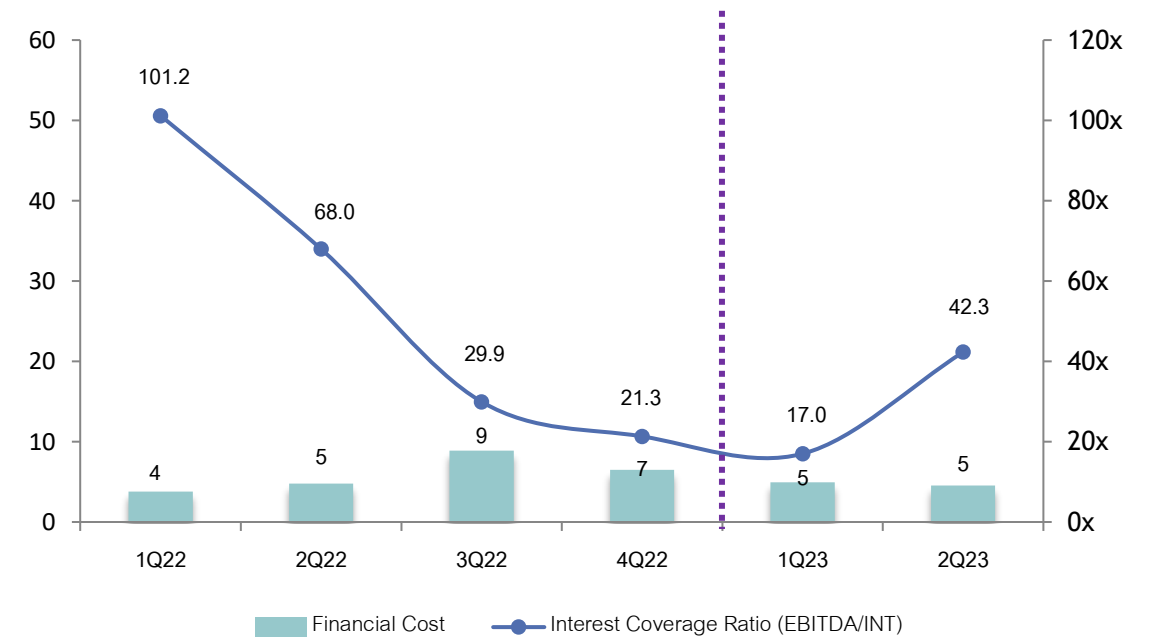
III. Financial Highlights: Financial Ratios

Leverage Ratios

IBD* to Equity Ratio, IBD* to EBITDA Ratio(times) 1Q22-2Q23



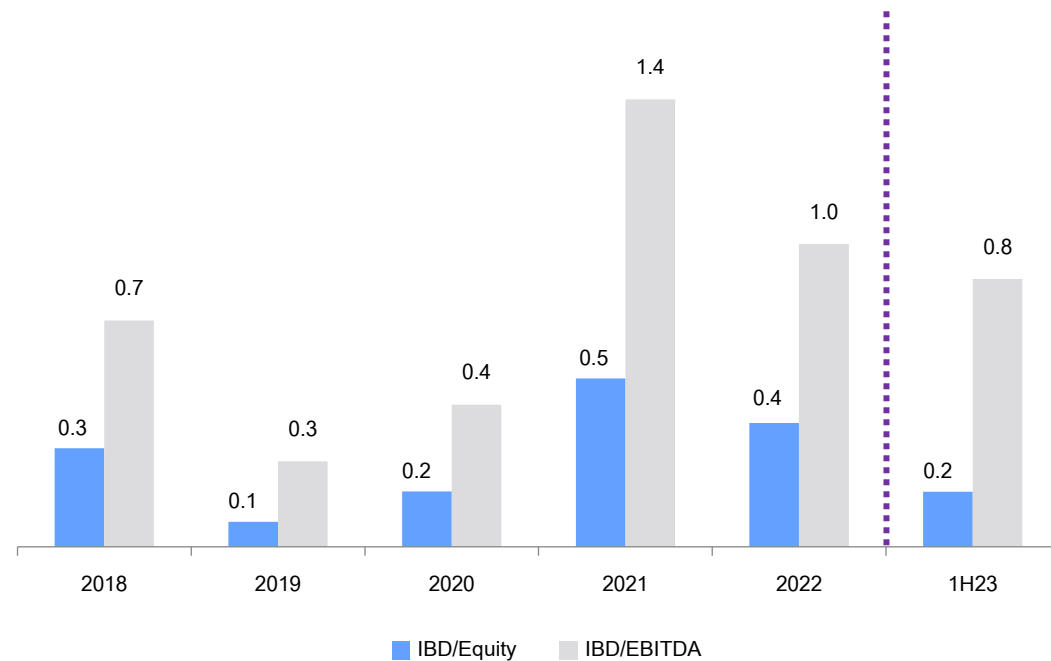
Financial Cost(million baht), Interest Coverage Ratio(times) 1Q22-2Q23



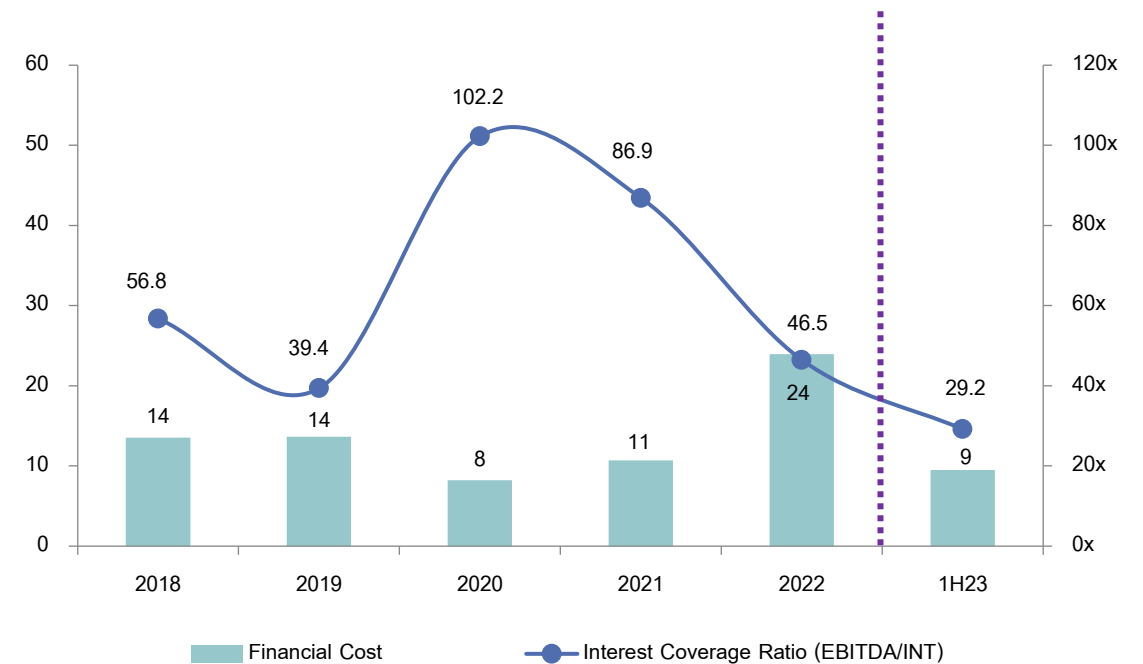
III. Financial Highlights: Financial Ratios

Leverage Ratios

IBD* to Equity Ratio, IBD* to EBITDA Ratio(times)
2018-1H23

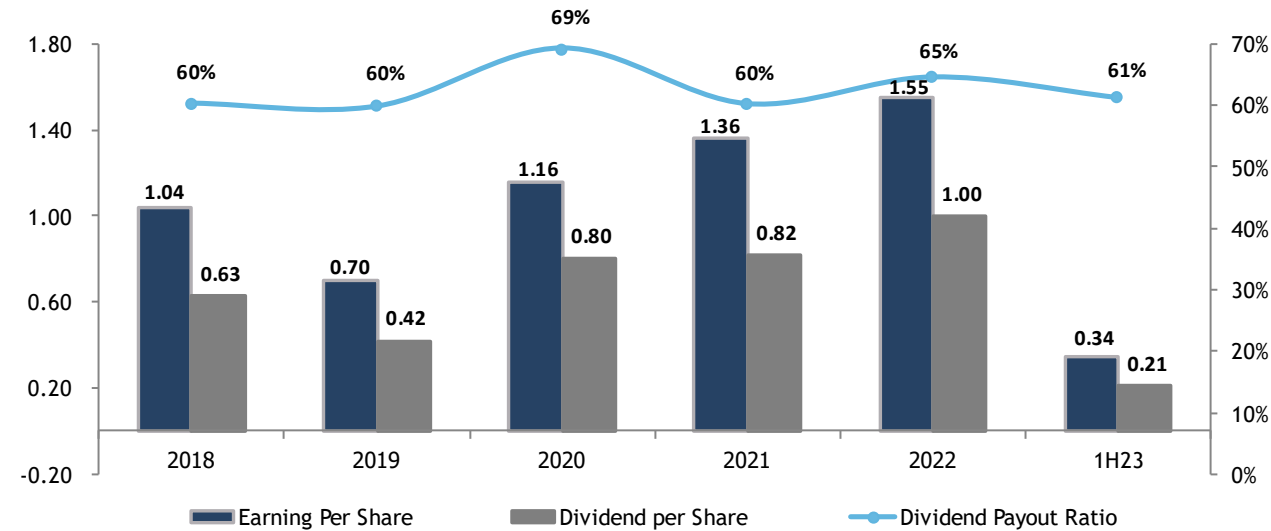


Financial Cost(million baht),
Interest Coverage Ratio(times) 2018-1H23



III. Financial Highlights: Dividend

Dividend Payment History



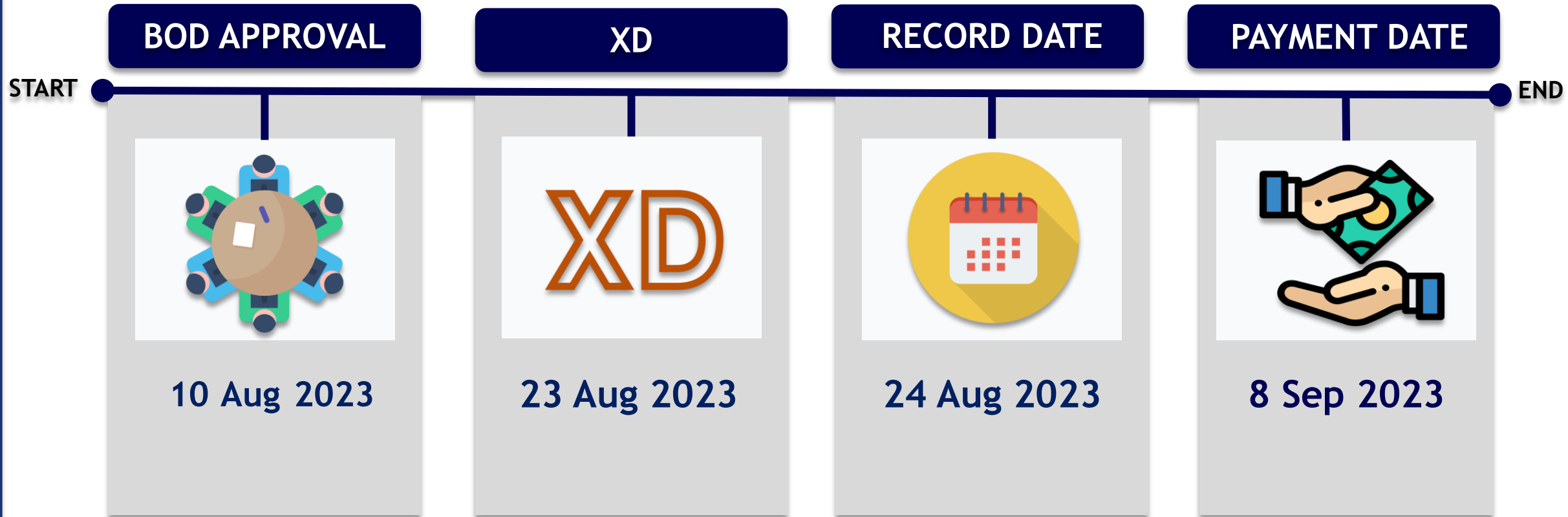
	2018	2019	2020	2021	2022	1H23
FS publication day	12/2/2019	21/2/2020	15/2/2021	14/2/2022	14/2/2023	10/8/2023
Price per share	12.10	5.65	11.70	12.60	12.90	10.60
Dividend per share	0.63	0.42	0.80	0.82	1.00	0.21
Earning Per Share	1.05	0.70	1.16	1.36	1.55	0.34
Dividend Yield per year	5.2%	7.4%	6.8%	6.5%	7.8%	4.0%
Dividend Amount (MB)	337.37	224.91	428.41	439.12	535.51	112.46
Dividend Payout Ratio	60%	60%	69%	60%	65%	61%

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

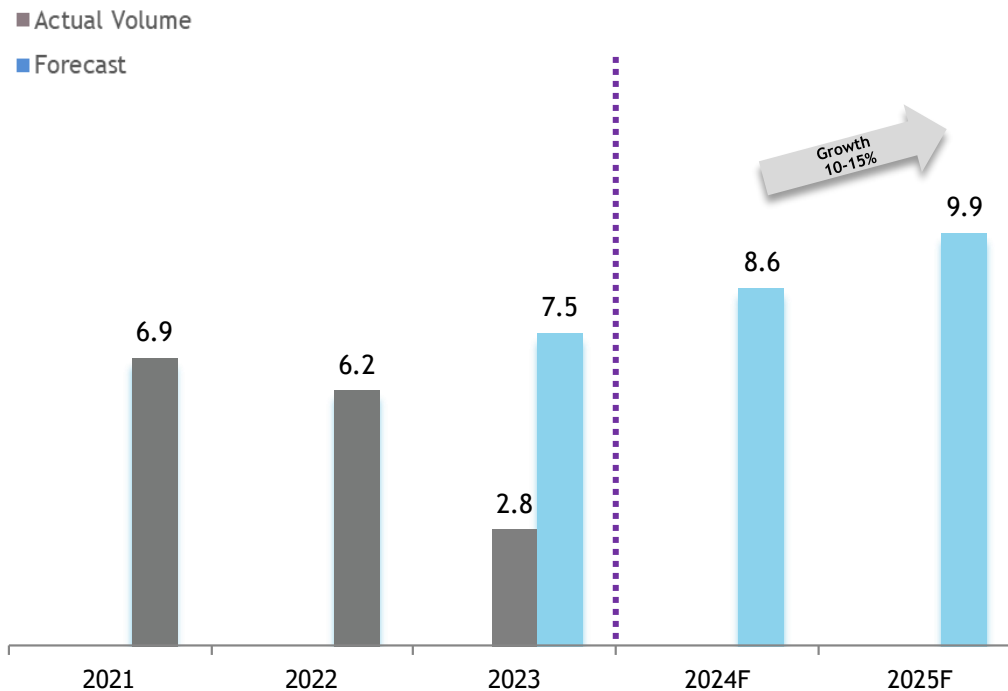




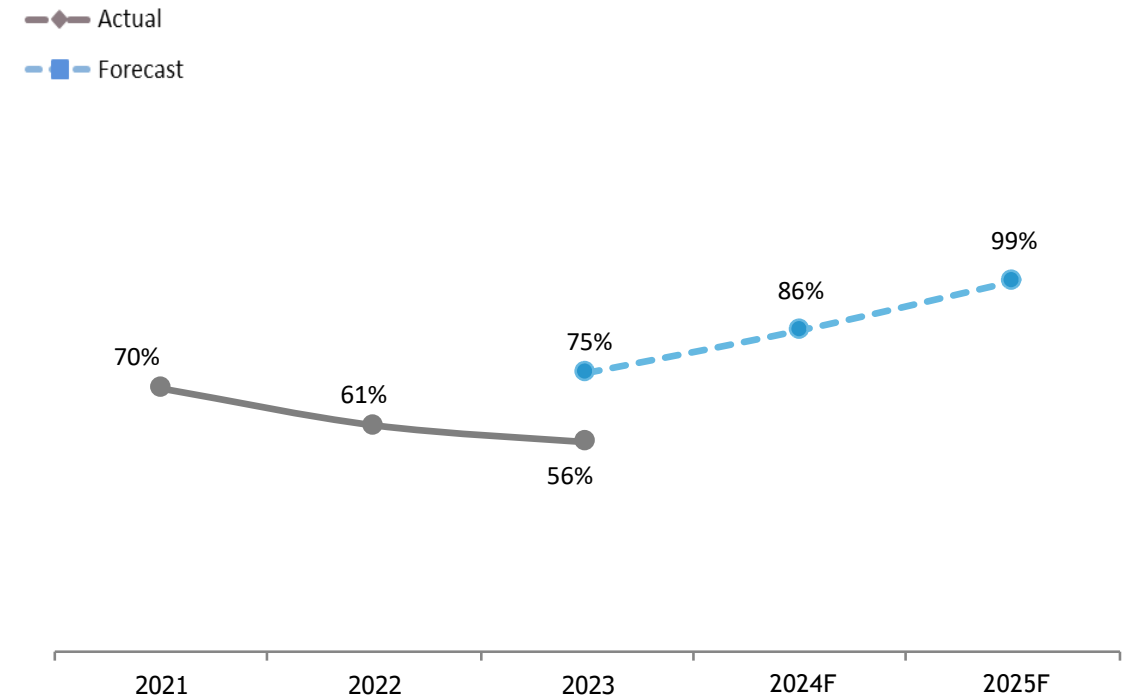
IV. Business Outlook: Target and Future Growth Strategy

2023 Target and Future Growth Strategy

Projected Sales Volume(million cylinders)



Projected Utilization(%)



Capacity (million cylinder)	
Per Year	10.0
Per Quarter	2.5

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THANK YOU



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