



SELIC Q2/2021 OPPORTUNITY DAY

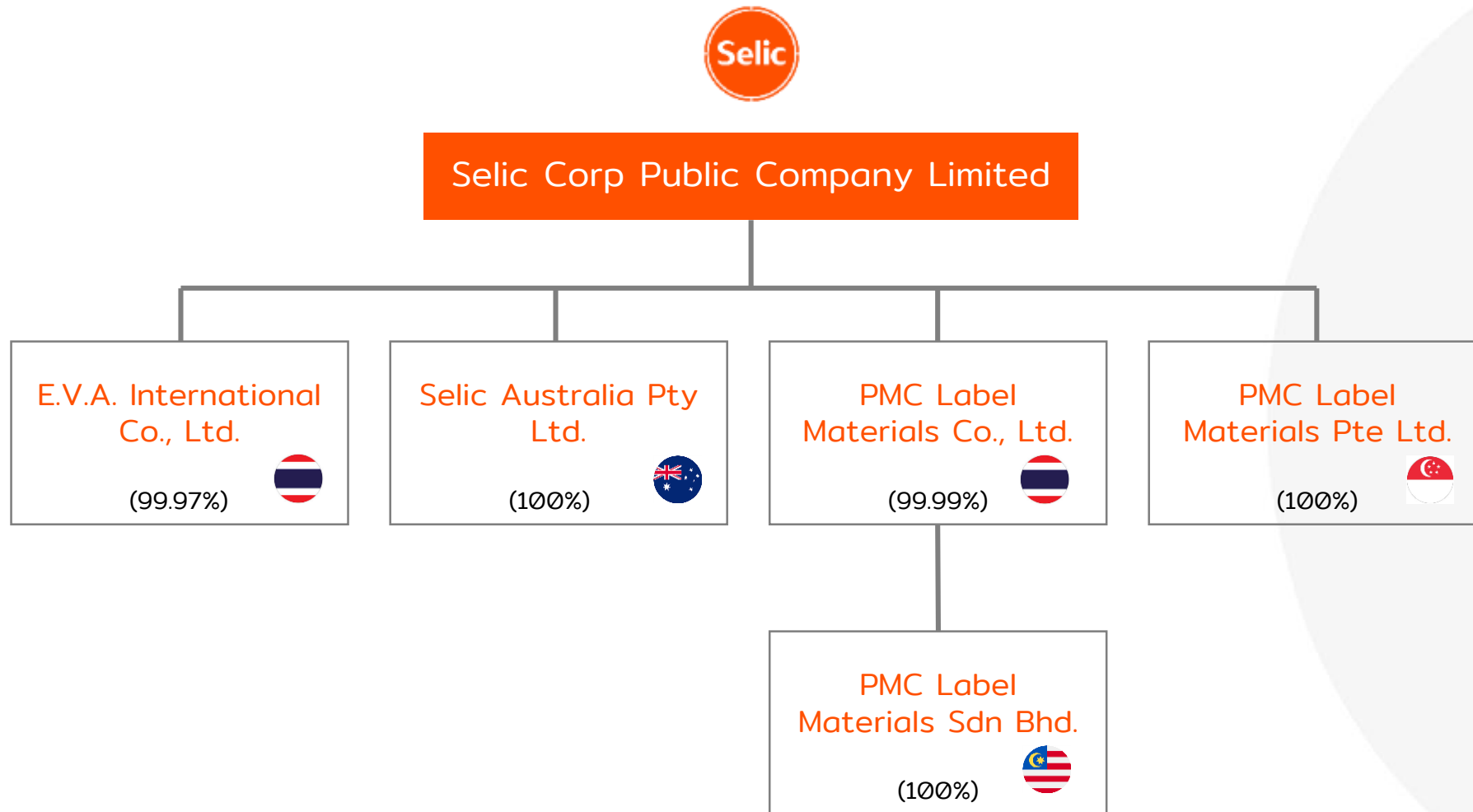
September 1st 2021



| COMPANY OVERVIEW



COMPANY STRUCTURE



GOVERNANCE & SUSTAINABILITY DEVELOPMENT



ผลการประเมิน CGR CHECKLIST ปี2563
โครงการสำรวจการกำกับดูแลกิจการบริษัทจดทะเบียนไทย
Corporate Governance Report of Thai Listed Companies

ได้ 93 คะแนน ระดับดีเลิศ (Excellent)



สมาคมส่งเสริมลงทุนไทย
THAI INVESTORS ASSOCIATION

โครงการการประเมินคุณภาพการจัดประชุมสามัญผู้ถือหุ้น
ประจำปี2563

ได้คะแนน AGM CHECKLIST เต็ม 100 คะแนน



เกียรติบัตรโครงการแนวร่วมปฏิบัติของ
ภาคเอกชนไทยในการต่อต้านการทุจริต
Certificate of Membership Thailand's
Private Sector Collective Action
Coalition Against Corruption (CAC)
จากโครงการแนวร่วมปฏิบัติของภาคเอกชนไทยใน
การต่อต้านการทุจริต



หลักทรัพย์จดทะเบียนที่น่าลงทุนในกลุ่ม
ESG Emerging ปี 2564
สถาบันไทยพัฒน์



ประกาศเกียรติคุณ Sustainability
Disclosure Recognition
สถาบันไทยพัฒน์

BUSINESS OVERVIEW

ADHESIVE
BUSINESS

Innovation
นวัตกรรม

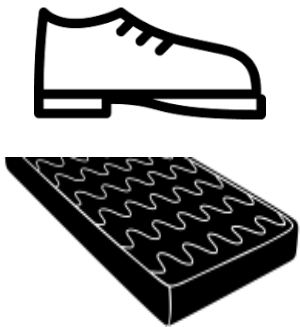
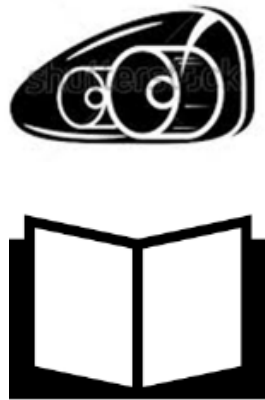
ผลักดันกระบวนการคิดแบบ
innovative thinking และส่งเสริม
เพื่อให้เป็นองค์กรนวัตกรรม

SELF-ADHESIVE
LABEL BUSINESS

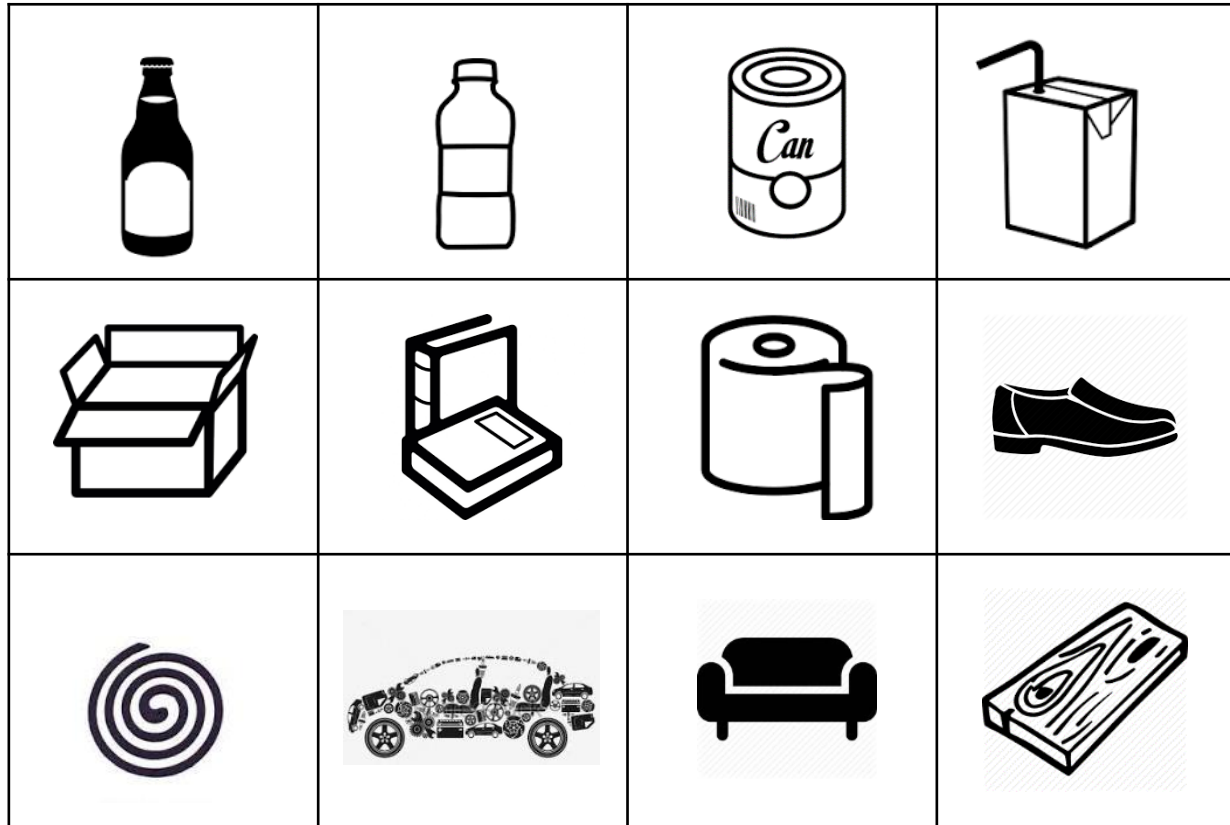
Heart of Customer
อยู่ในหัวใจของลูกค้า

การบริการและแนวทางในการบริหาร
ความสัมพันธ์กับลูกค้าใช้หลักการ customer
centric เพื่อตอบโจทย์ทางธุรกิจของลูกค้า

OUR ADHESIVE TECHNOLOGIES AND PRODUCTS

Solvent Based	Water Based	Hotmelt	Hotmelt PUR
เป็นกาวที่อยู่ในสถานะของเหลว ใช้ตัวทำละลายประเภท Solvent ในกลุ่มของน้ำมัน หรือทินเนอร์เป็นตัวทำละลาย	เป็นผลิตภัณฑ์กาวสังเคราะห์และใช้น้ำเป็นตัวละลาย ทำให้กาวมีสภาพเป็นของเหลว ใช้งานง่าย	มีคุณลักษณะเป็นของแข็ง ใช้งานผ่านความร้อนเพื่อให้กาวละลายกลายเป็นของเหลวเมื่อเนื้อกาวเย็นลง จะยึดติดวัสดุ 2 ชั้นเข้าด้วยกัน	เป็นกาวในกลุ่ม hot melt แต่ต่างที่คุณสมบัติคงทน โดยเมื่อเกิดการยึดติดแล้วจะไม่แปลงสภาพ เหมาะกับงานที่ต้องการความทนทาน
			

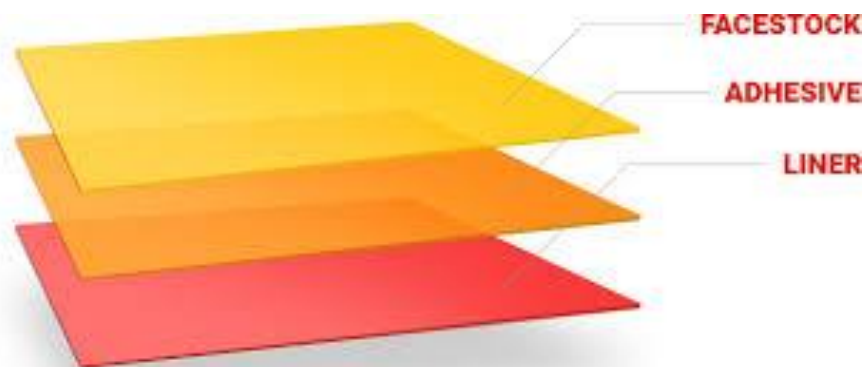
END MARKET SECTORS



Food & beverage
Footwear
Consumer products
Printing
Furniture
Construction
Automotive
Etc.

WHAT IS SELF ADHESIVE LABEL?

The component



Facestock สำหรับใช้พิมพ์

กาวทำหน้าที่ติด facestock กับผลิตภัณฑ์ หรือสิ่งของ

กระดาษเคลือบด้วยซิลิโคน

ม้วนใหญ่
Master roll

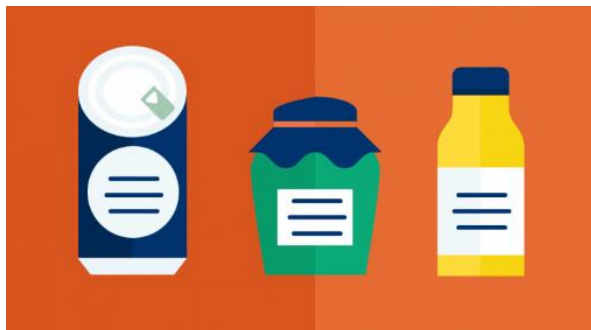


ม้วนสำเร็จรูป



แผ่นสำเร็จรูป

END MARKETS OF LABEL STOCK BUSINESS



Food & Beverage



Product ID



Advertising &
Retail



Consumer Products



Logistics and
Transportation



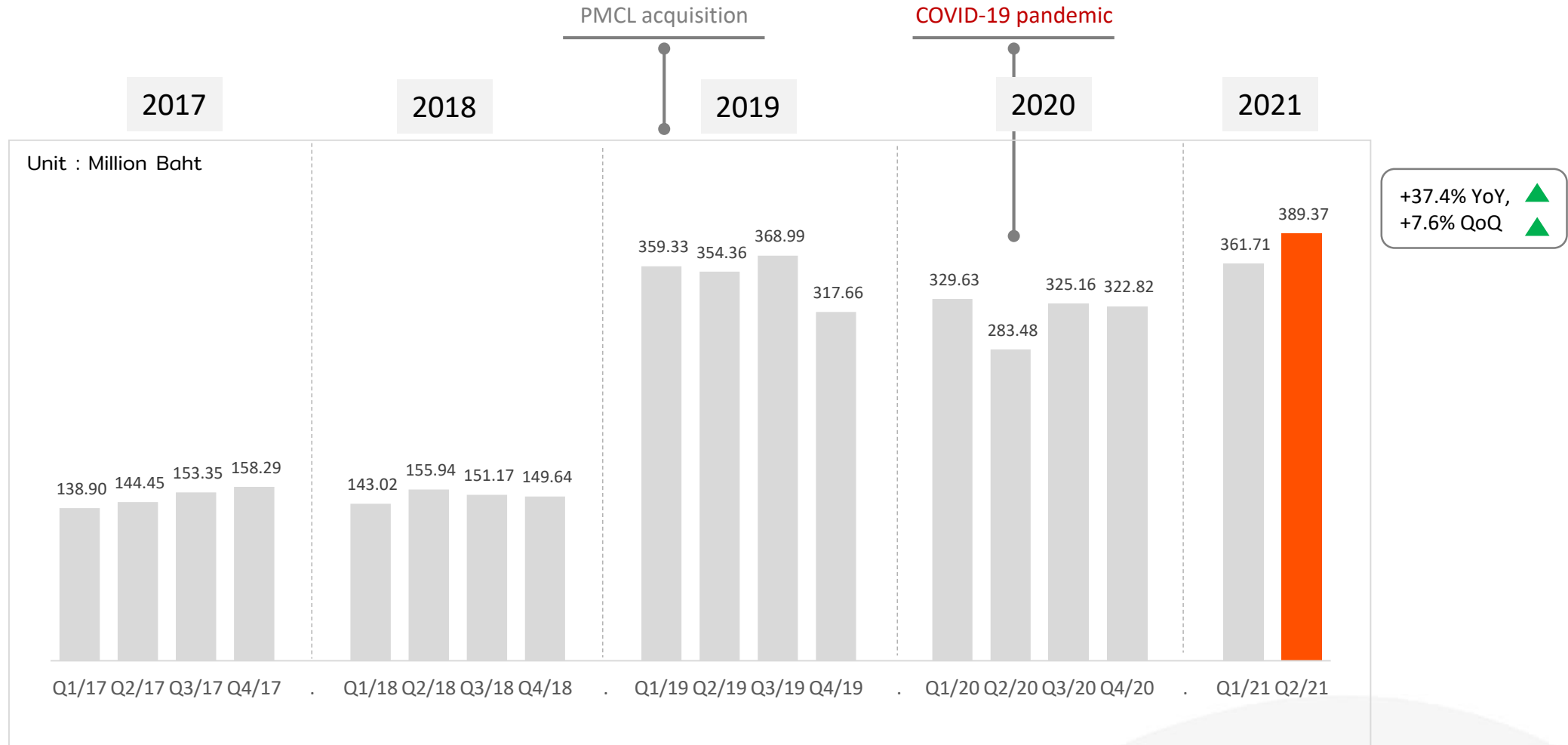
Industrial

| FINANCIAL PERFORMANCE



REVENUE

Revenue continue to grow from Q1 to date. The growth can be seen both QoQ and YoY.

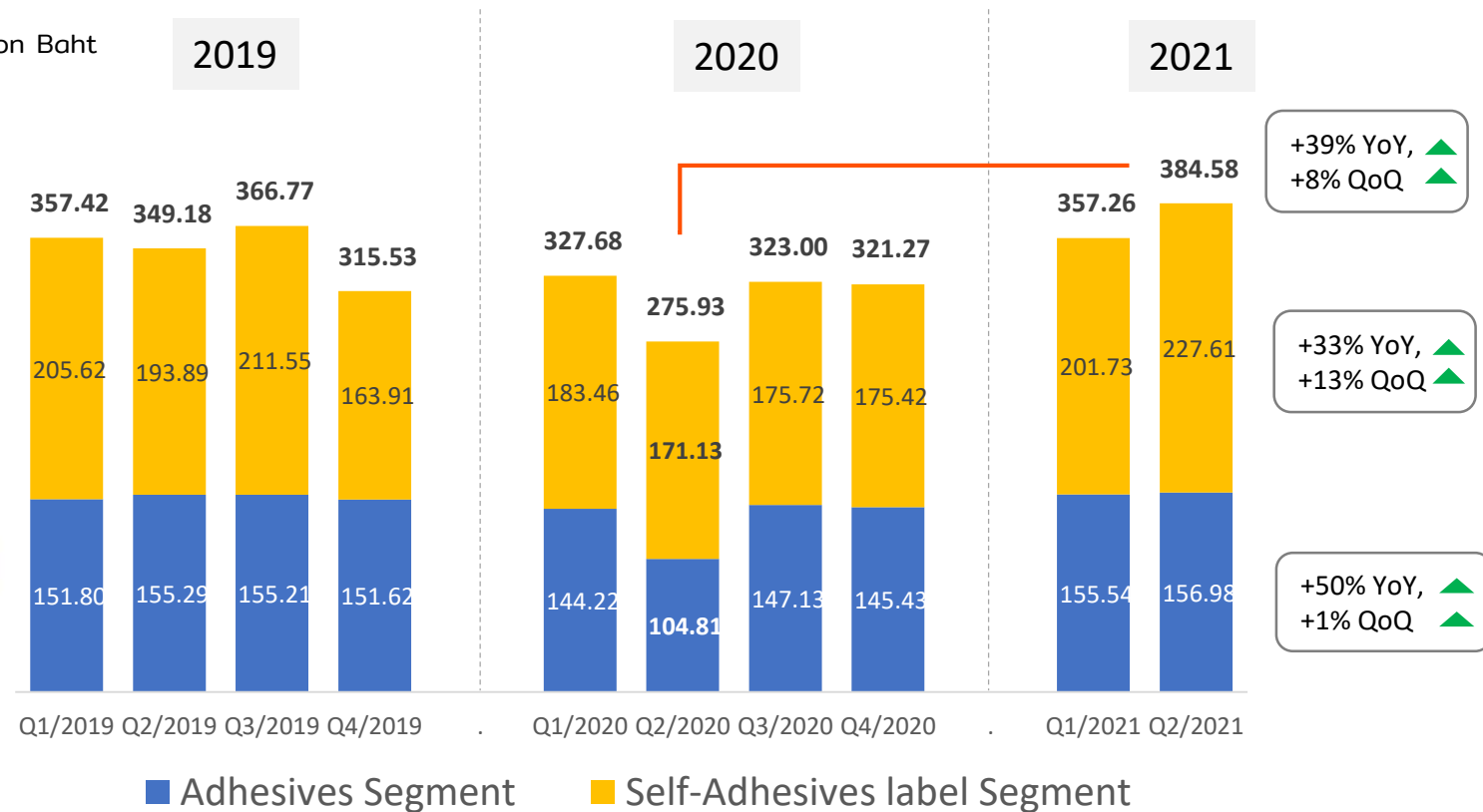


SALES BY SEGMENT

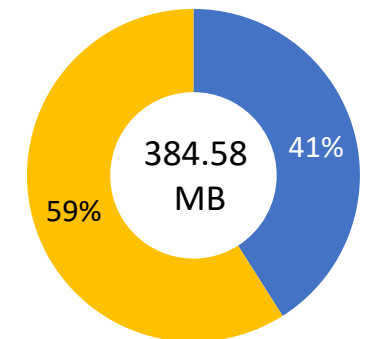
Total Sales in Q2 is 384.58 million Baht, the highest of sales by quarter basis. Self-adhesive label contributed to total sales at 59% while 41% of sales contributed by Adhesive business.

Key driver for the growth in this quarter came from self-adhesive label segment which growth rate at 13% QoQ and 33% YoY. Adhesive segment remain stable compared to last quarter but increase by 50% from same quarter last year.

Unit : Million Baht

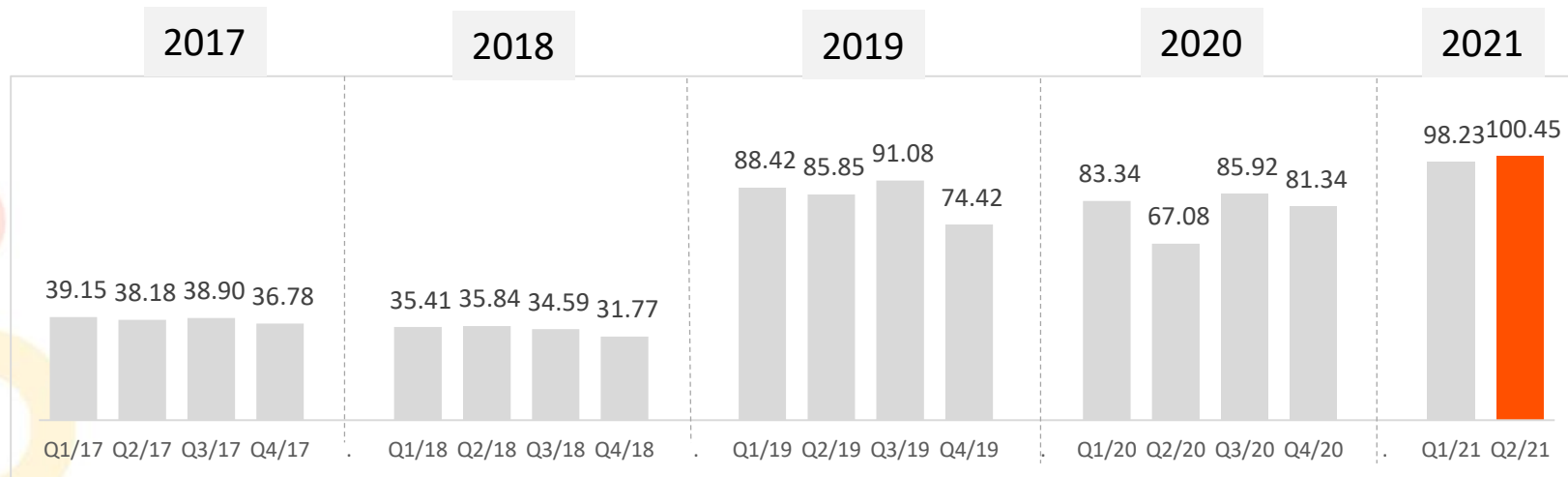


Q2/2021
Sales Proportion



GROSS PROFIT

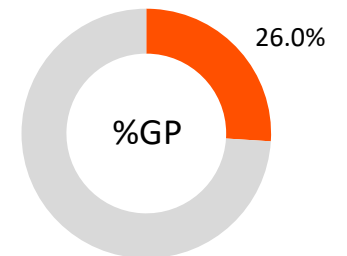
Gross profit margin in this quarter is 26%. Amount of gross profit is 100.45 million Baht. Increase by 49.7% YoY and 2.3% QoQ.



Unit : Million Baht

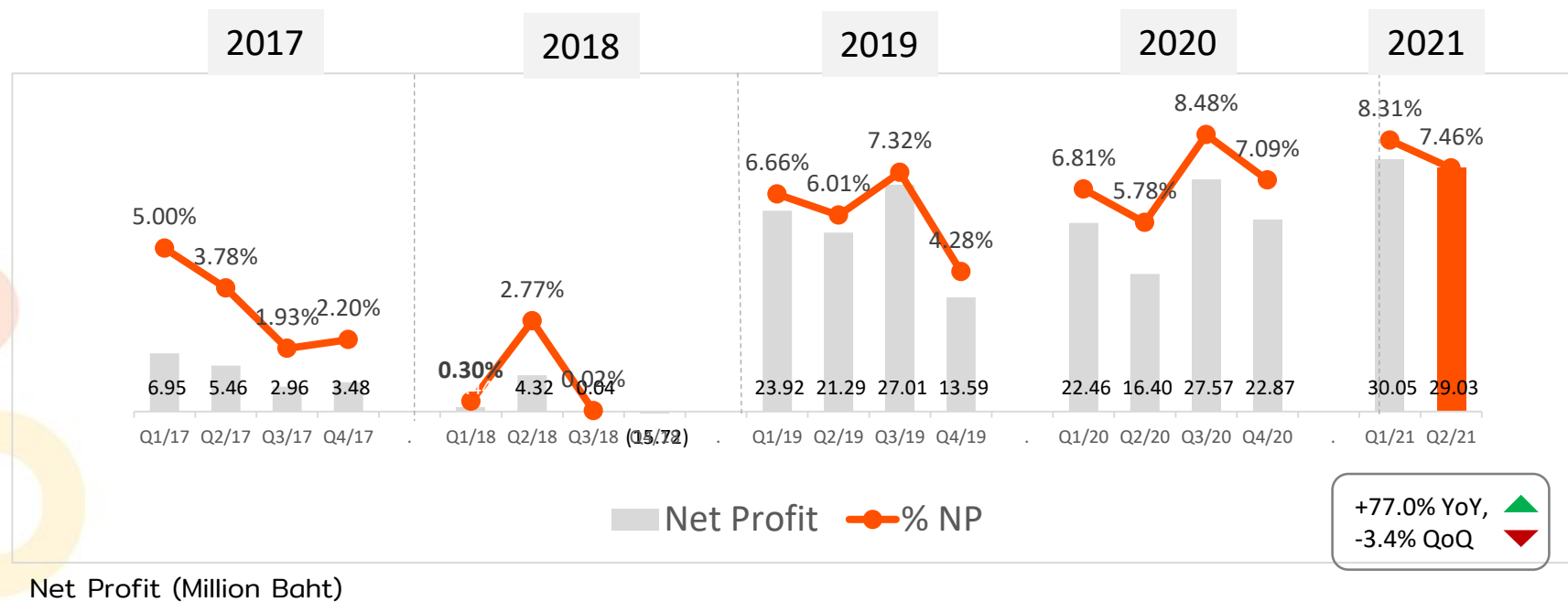
+49.7% YoY,
+2.3% QoQ

Q2/2021
100.45
(+49.7% YoY)



PROFITABILITY

Net Profit for the quarter is 29.03 million Baht increased by 77% from last year but slightly dropped from last quarter. Net Profit margin is 7.46%.



Q2/2021
29.03
(+77.0% YoY)

7.46
%

%NP

6 MONTH : Q2/2021

CONSOLIDATED FINANCIAL RESULTS – 6M

Unit : Million Baht

Total Revenue

749.35

+22.4%
vs previous year

EBITDA

113.00

+22.9%
vs previous year

Net Profit

59.08

+52.0%
vs previous year

Gross Profit

200.42

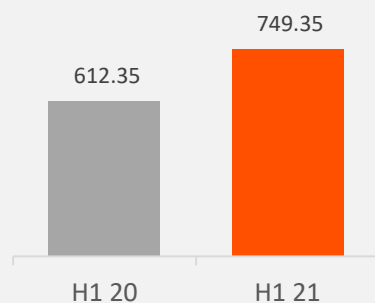
+33.2%
vs previous year

SG&A

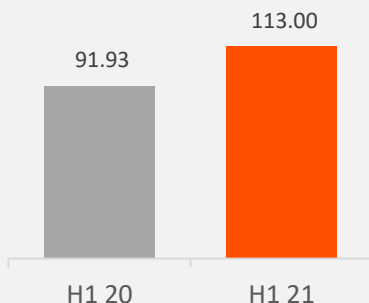
120.30

+27.2%
vs previous year

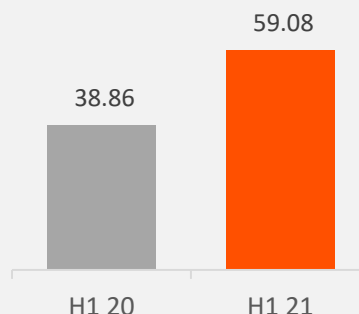
Total Revenue



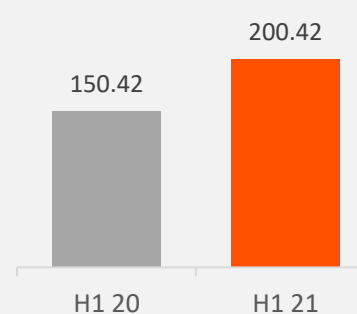
EBITDA



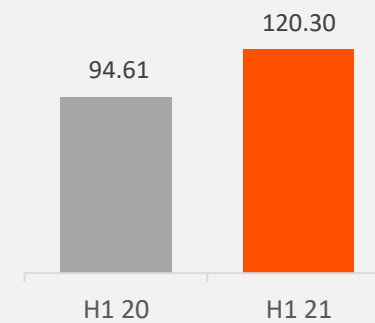
Net Profit



Gross Profit



SG&A



Summary

- For the period of 6 months, revenue increased by 22.4%. Growth on Gross Profit and EBITDA are observed.
- Whereas COGS and SG&A also increased in the first half.
- Net profit recorded at 59.08 Million or 7.9% net profit margin.

Net Profit Margin

7.9%

Cost of Sales

543.72

+20.0%
vs previous year

| SEGMENT PERFORMANCE



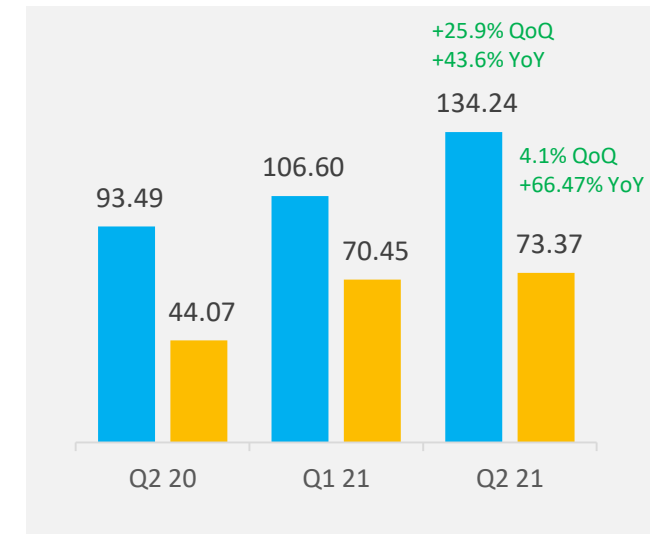
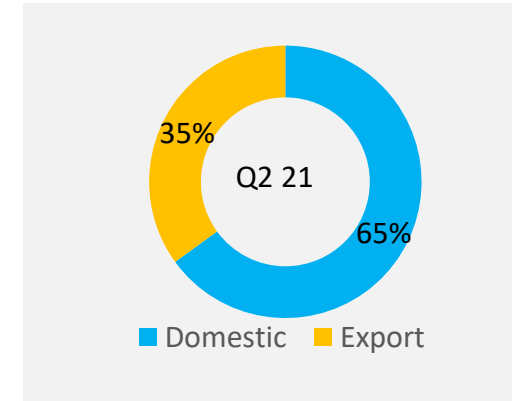
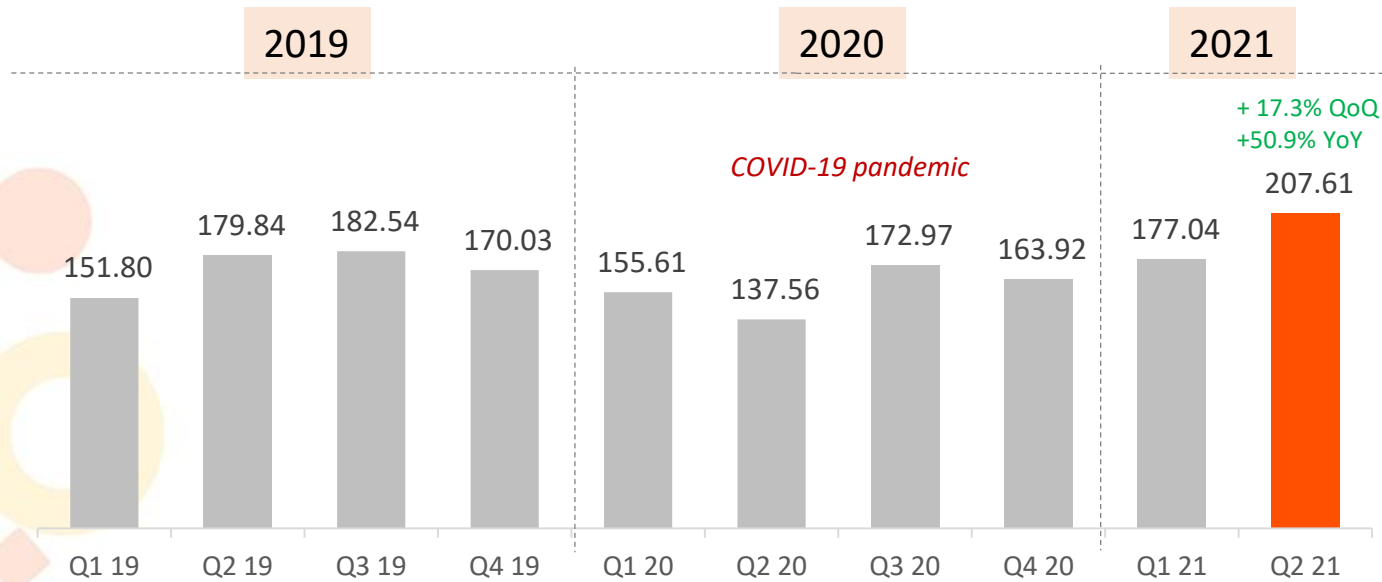
REVENUE & SALES

Sales revenue generated by adhesive segment for Q2 is 207.61 million Baht.
Growth in adhesive sales observed at 50.9% YoY and 17.3% QoQ.

Majority of adhesive sales is domestic (65%).

Unit : Million Baht

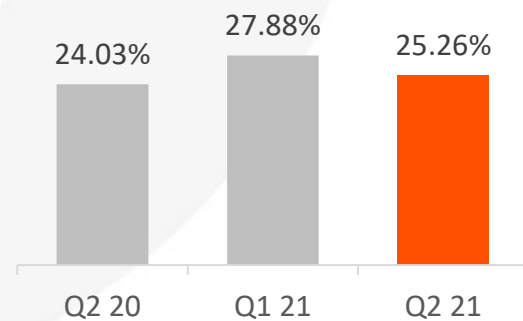
Sales



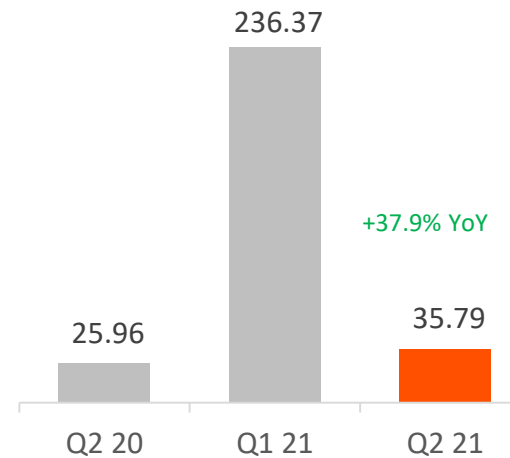
FINANCIAL RESULTS

- Gross Profit Margin slightly dropped due to increasing trend of raw materials.
- EBITDA increased by 37.9% compared to last year at 35.79 million Baht.
- Net Profit for the quarter is 18.82 million Baht increased from same period last year by 104.4%

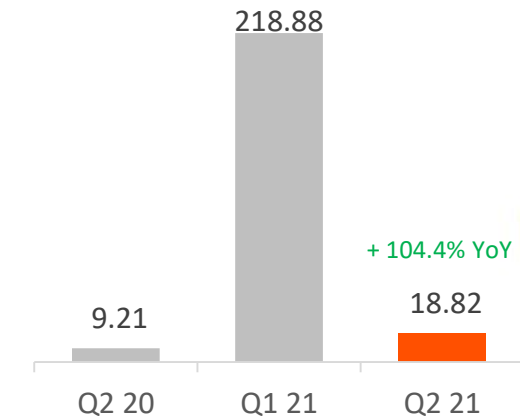
Gross Profit (%)



EBITDA (MB)



Net Profit (MB)



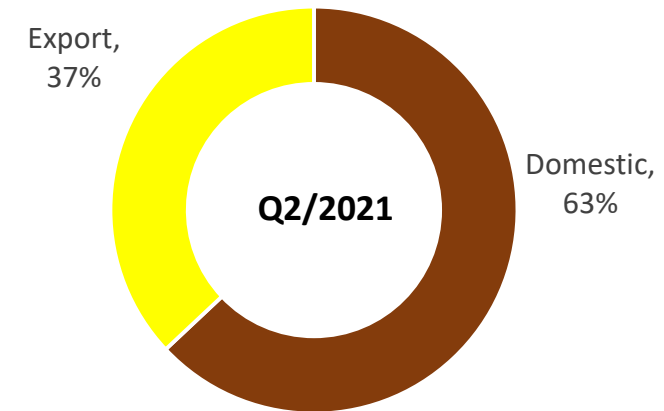
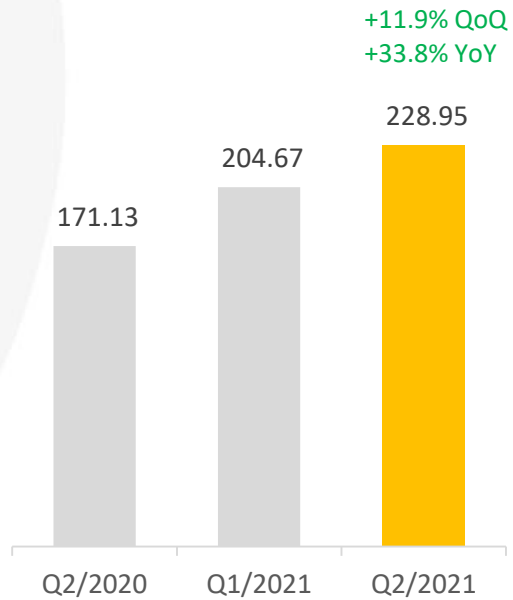
**inclusive of dividend from PMCL Q1/2021 (199.99MB)*

SELF-ADHESIVE SEGMENT

Self-Adhesive sales continue to grow in this year. Sales growth by 33.8% YoY and 11.9% QoQ.
Majority of sales also within domestic market at 63%.

Unit : Million Baht

Sales Revenue



| KEY DEVELOPMENT & UPDATES



SECTOR TARGET

TARGET GROWING SECTORS

- Food & Beverage
- Packaging
- Logistics / e-Commerce
- Household products
- Shoes & Leather

Sector	Target Sector Growth	H1 Growth YoY
Food & Beverage	15%	18%
Packaging & logistics	20%	39%
Household (consumer)	10%	7%
Shoes & Leather	5%	30%
Furniture	5%	12%

LEVERAGE RATIO

Ratio	Y2018	Y2019	Y2020	Q1/2021	Q2/2021	Y2021 (projected)
Total Debt (MB)	195	1,161	1,097	1115.21	1,173.47	1,117.09
Total Equity (MB)	349	432	522	551.85	644.48	644.48
Interest-bearing Debt (MB)	69	681	592	565.67	540.15	483.76
D/E (X)	0.56	2.68	2.1	2.02	1.82	1.73
D/E (x) interest bearing debt	0.2	1.57	1.13	1.03	0.84	0.75

INVESTMENT PROJECT

Encapsulation is a process in which tiny particles or droplets are surrounded by a coating to give small capsules, with useful properties. In general, it is used to incorporate active ingredients and sensitive materials such as enzymes, cells or other materials in food and pharmaceutical industries.

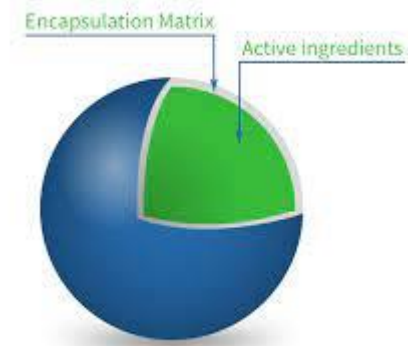
The technic can be designed on a micro metric scale (Micro Encapsulation) to nano metric scale (Nano Encapsulation).

Key Features of Encapsulation

1. Increase stability and life of materials being encapsulated
2. Elimination of taste and scent of active ingredients in food or pharma.
3. Isolating a reactive core from chemical attack (Oxidation, heat, humidity etc)
4. Control the rate at which it releases the contents

Target Applications

1. Animal feeds
2. Food ingredients
 - a) Beverage, Dairy
 - b) Cheese



Under evaluation and assessment

I

Q & A





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The statements are based on the assumptions and beliefs of the Company's management in light of the information currently available to the Company. These assumptions involve risks and uncertainties which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Nothing in this Presentation is, or should be, relied on as promise or representation of the Company as to the future.



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