



SELIC Q1/20 OPPORTUNITY DAY

June 8th, 2020



A vertical orange bar on the left side of the slide, featuring a large white circle with a yellow ring, and several smaller orange squares and diamonds scattered around.

| AGENDA

Ø1. BUSINESS OVERVIEW

Ø2 FINANCIAL PERFORMANCE

Ø3 SEGMENT PERFORMANCE

Ø4 2020 OUTLOOK

| BUSINESS OVERVIEW



BUSINESS OVERVIEW

ADHESIVE BUSINESS

Innovation
นวัตกรรม

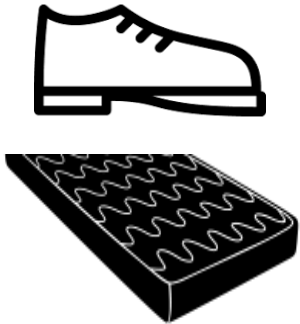
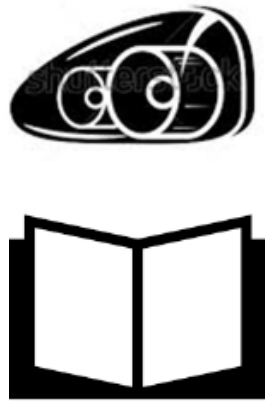
ผลักดันกระบวนการคิดแบบ
innovative thinking และส่งเสริม
เพื่อให้เป็นองค์กรนวัตกรรม

SELF-ADHESIVE LABEL BUSINESS

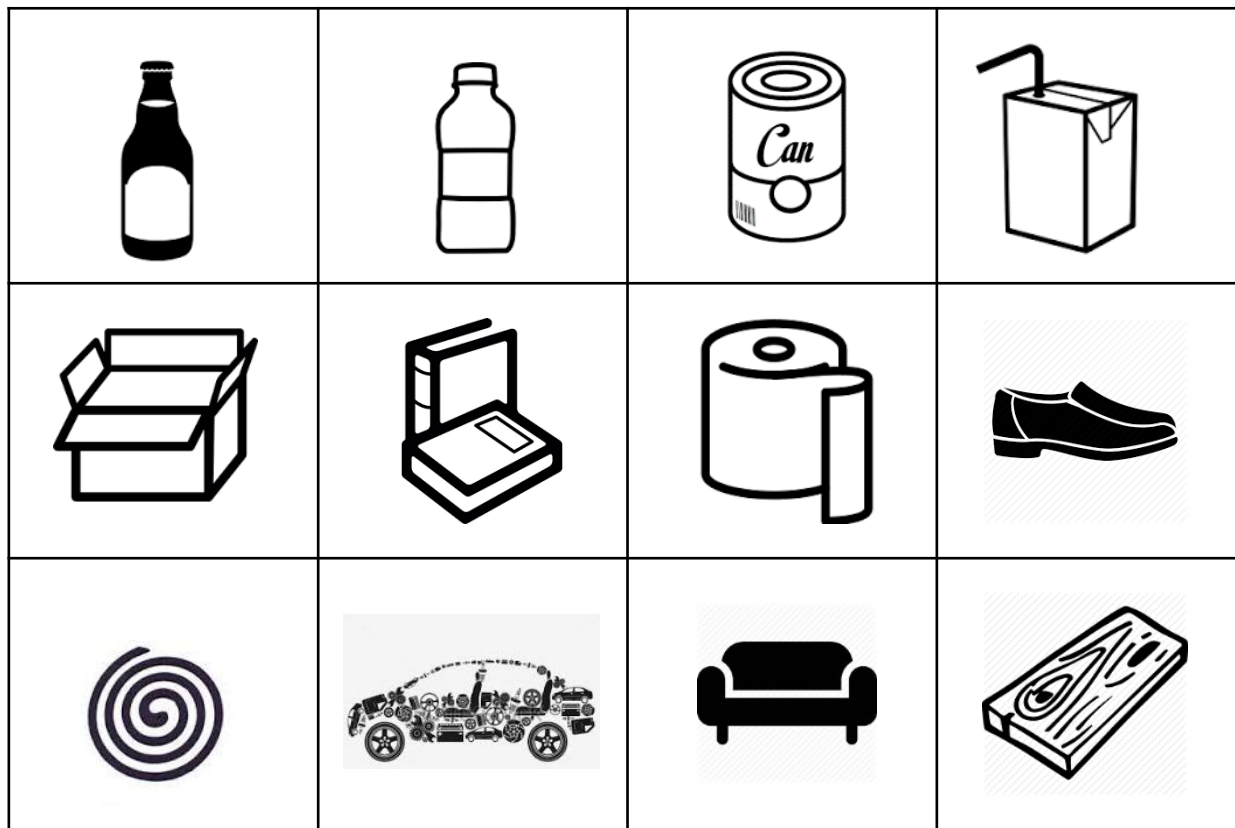
Heart of Customer
อยู่ในหัวใจของลูกค้า

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
			

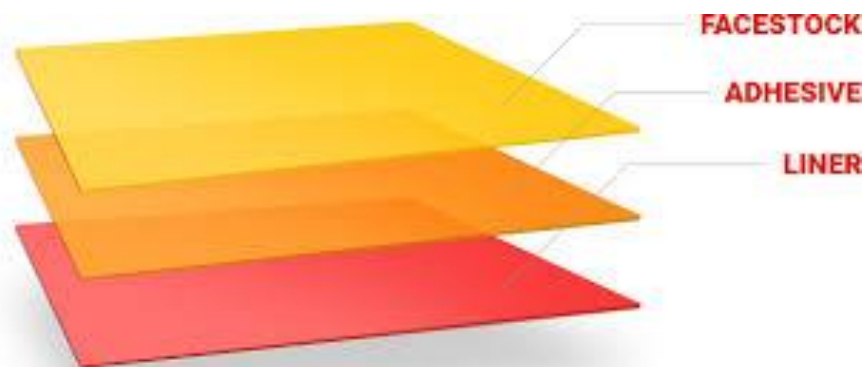
END MARKET SECTORS



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

WHAT IS SELF ADHESIVE LABEL?

The component



Facestock สำหรับใช้พิมพ์

กาทำหน้าที่ยึด facestock กับผลิตภัณฑ์ หรือสิ่งของ

กระดาษเคลือบด้วยซิลิโคน

ม้วนใหญ่
Master roll

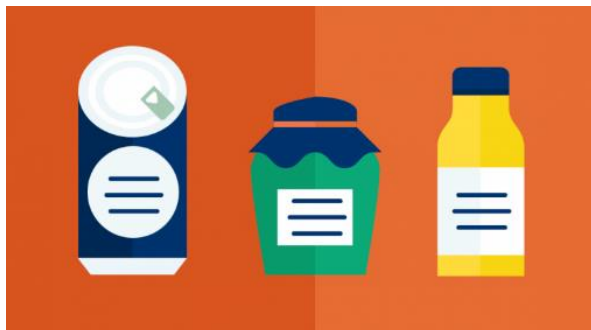


ม้วนสำเร็จรูป



แผ่นสำเร็จรูป

END MARKETS OF LABEL STOCK BUSINESS



Food & Beverage



Product ID



Advertising &
Retail



Consumer Products



Logistics and
Transportation



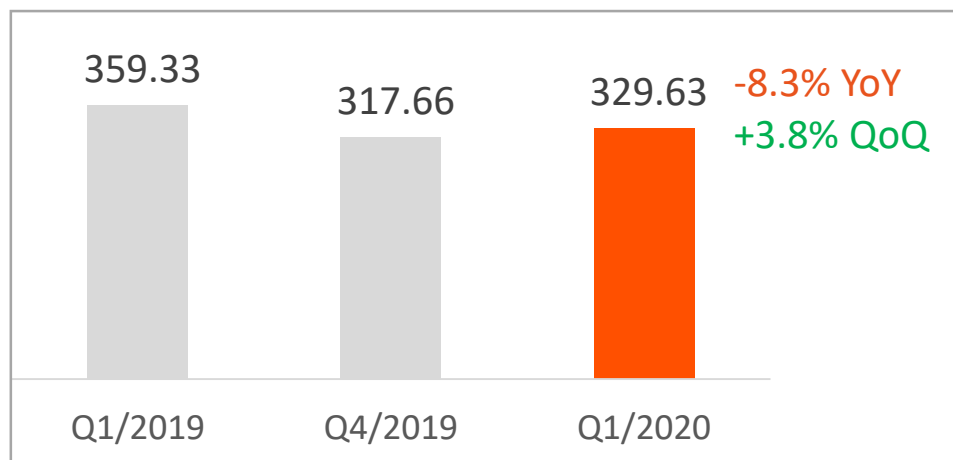
Industrial

| FINANCIAL PERFORMANCE



FINANCIAL HIGHLIGHTS

Revenue (Million Baht)



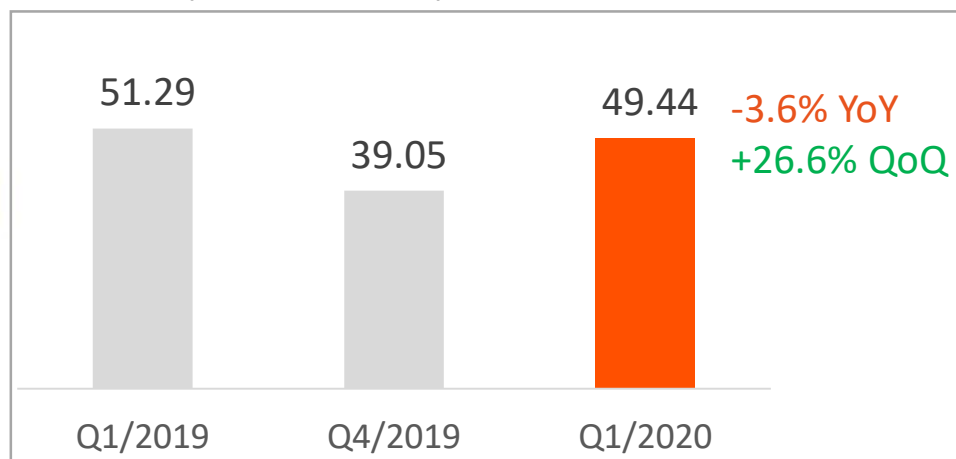
Revenue grew slightly from last quarter but dropped YoY affected from COVID-19 impact.

Sales by segment : 56% self-adhesive, 44% adhesive

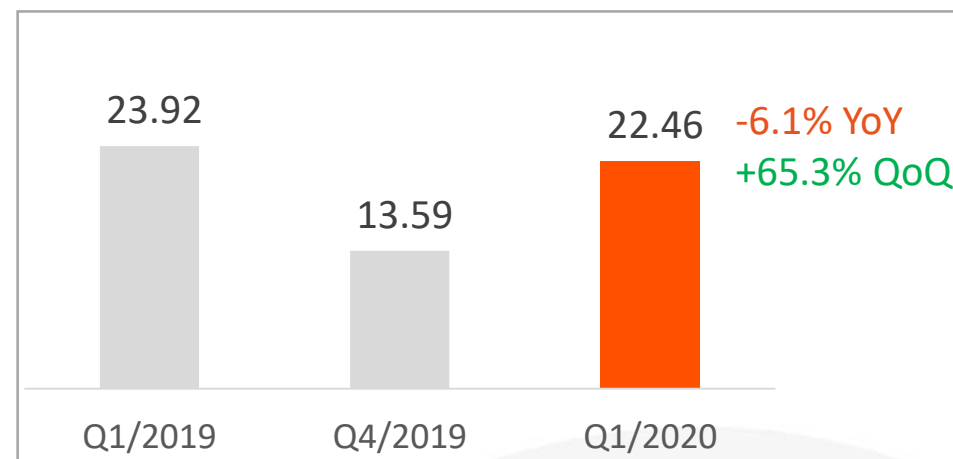
EBITDA grew from last quarter but decreased YoY

Net Profit grew from last quarter, lower SG&A

EBITDA (Million Baht)



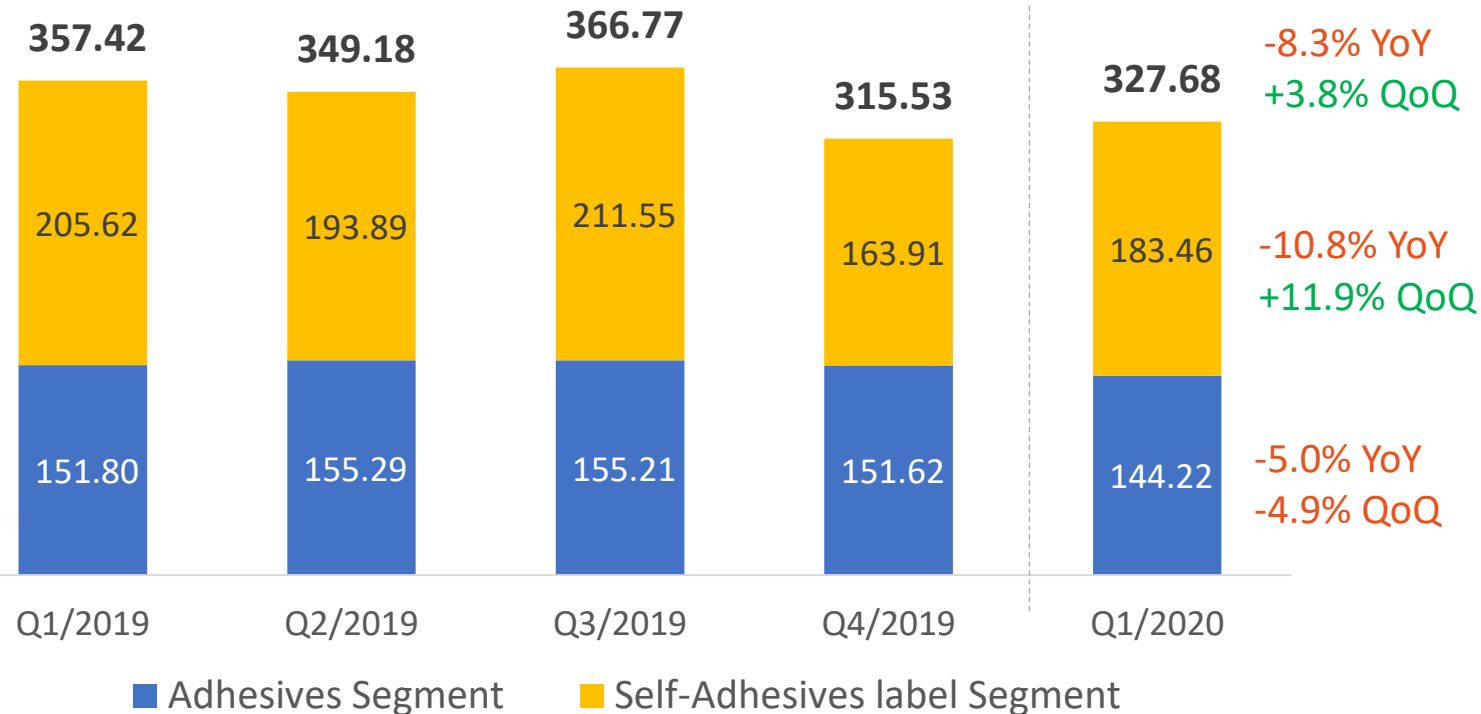
Net Profit (Million Baht)



SALES BY SEGMENT

Both adhesive and self adhesive label segments reported sales drop compared from last year affected by COVID-19 and economy slow down.

In Q1/2020, Self-adhesive segment contributed 56% while Adhesive segment is 44% of the total sales.



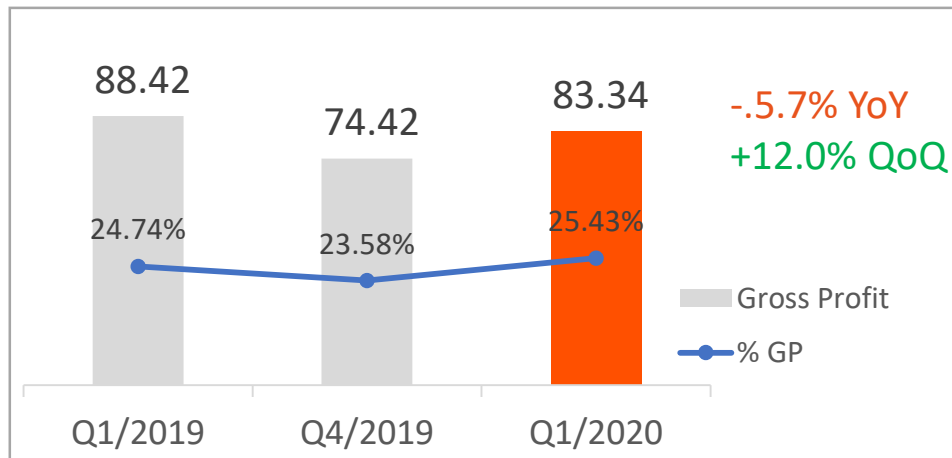
Q1/20
Sales Proportion



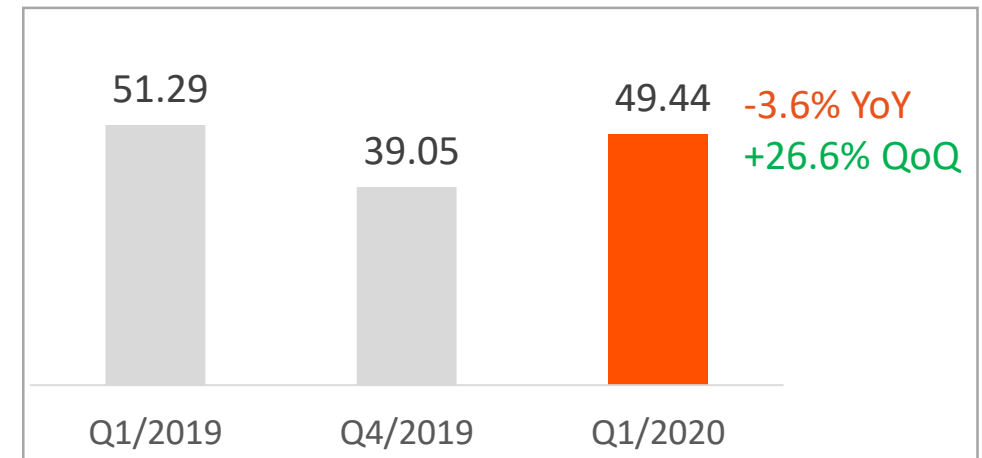
PROFITABILITY

Higher GP% contributed by lower material costs and better expense management.

Gross Profit (Million Baht)



EBITDA (Million Baht)



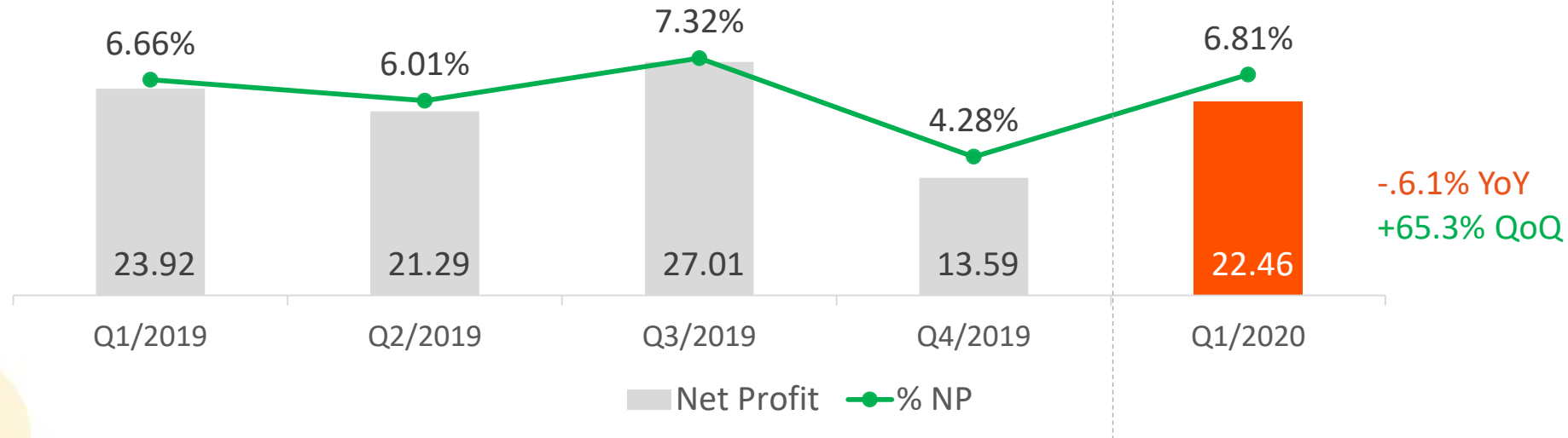
Unit : Million Baht	Q1/2019	Q4/2019	Q1/2020	%QoQ	%YoY
Cost of Sales	268.99	241.12	244.33	1.3%	(9.2%)
Selling Expenses	7.47	10.32	7.41	(28.2%)	(0.9%)
Administrative Expenses	43.43	40.04	41.34	3.2%	(4.8%)

Raw materials cost
down + better
expense management

NET PROFIT

Net profit reported at 22.46 million Baht in this quarter growing 65.3% from last quarter with 6.1% dropped from last year same period. Contribution of NP is at 6.81%.

Net Profit (Million Baht)



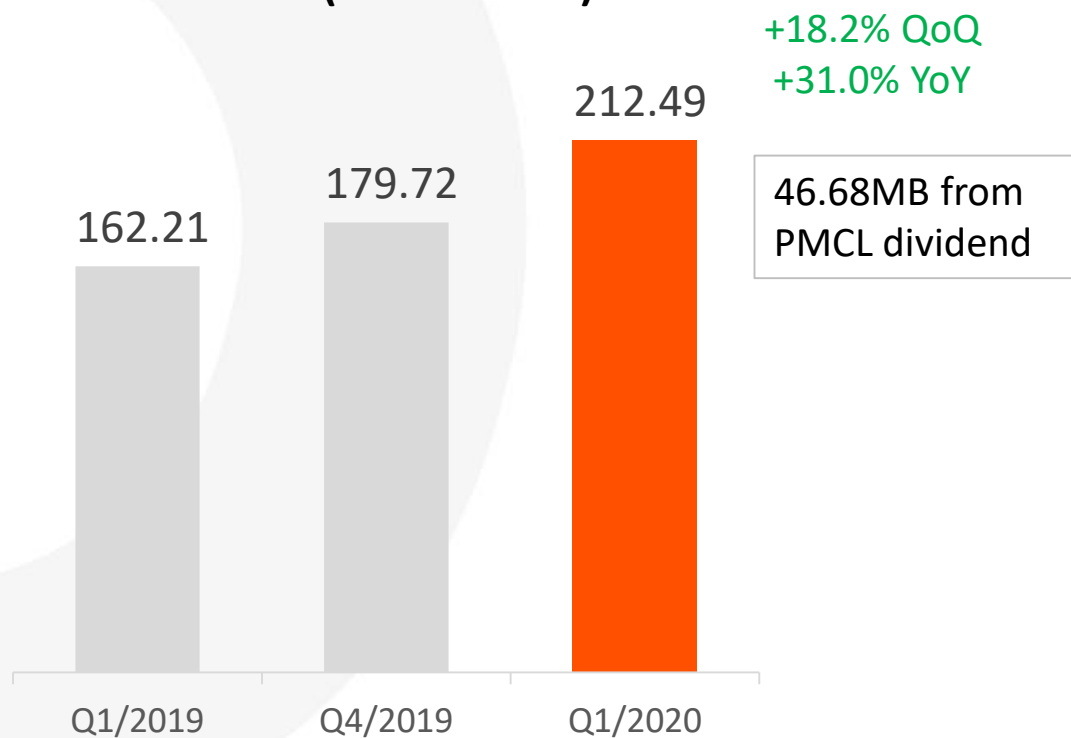
| SEGMENT PERFORMANCE



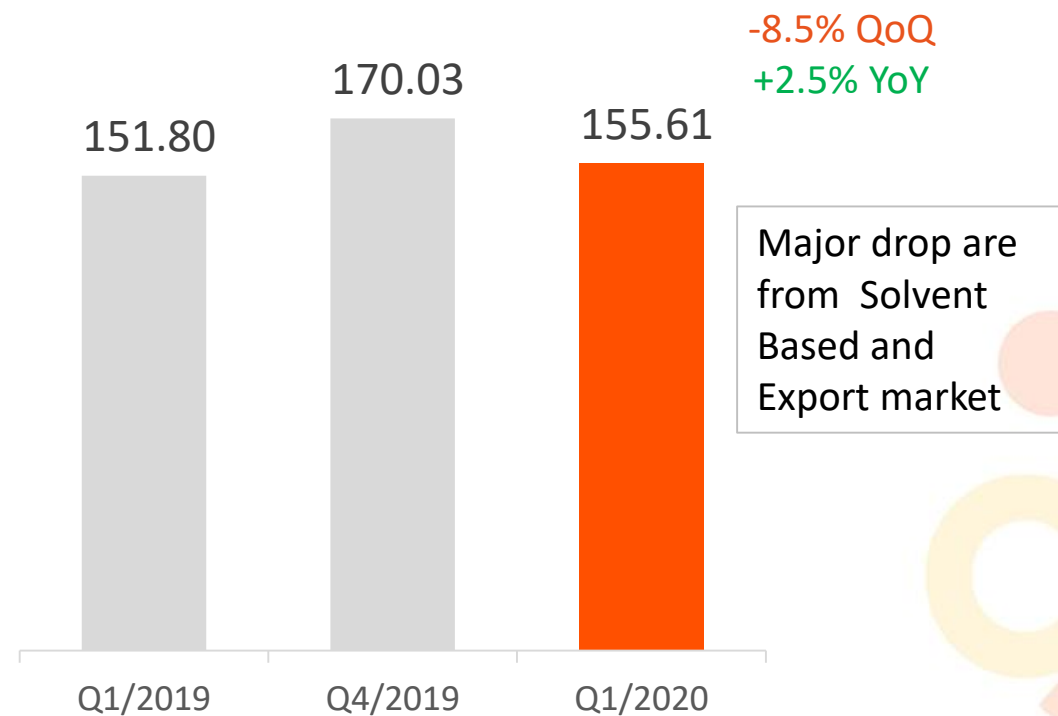
REVENUE

Revenue pressure down from impact of COVID-19 caused by the drop of export markets and solvent based adhesive.

Revenue (Million Baht)

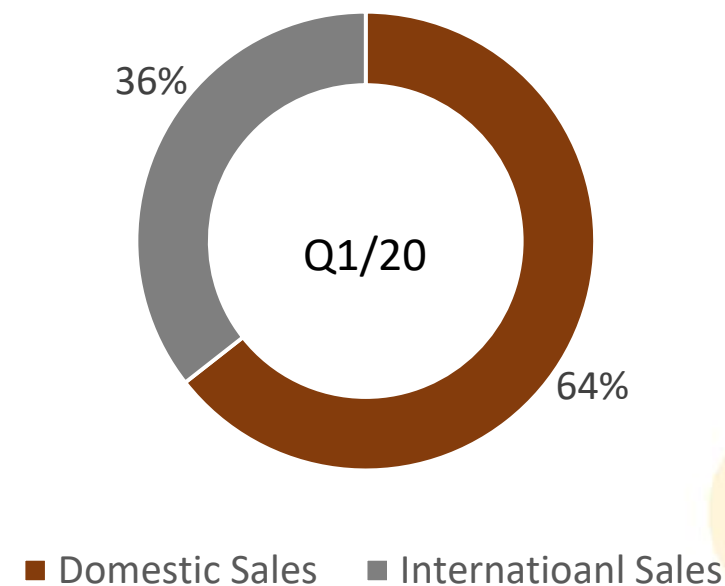
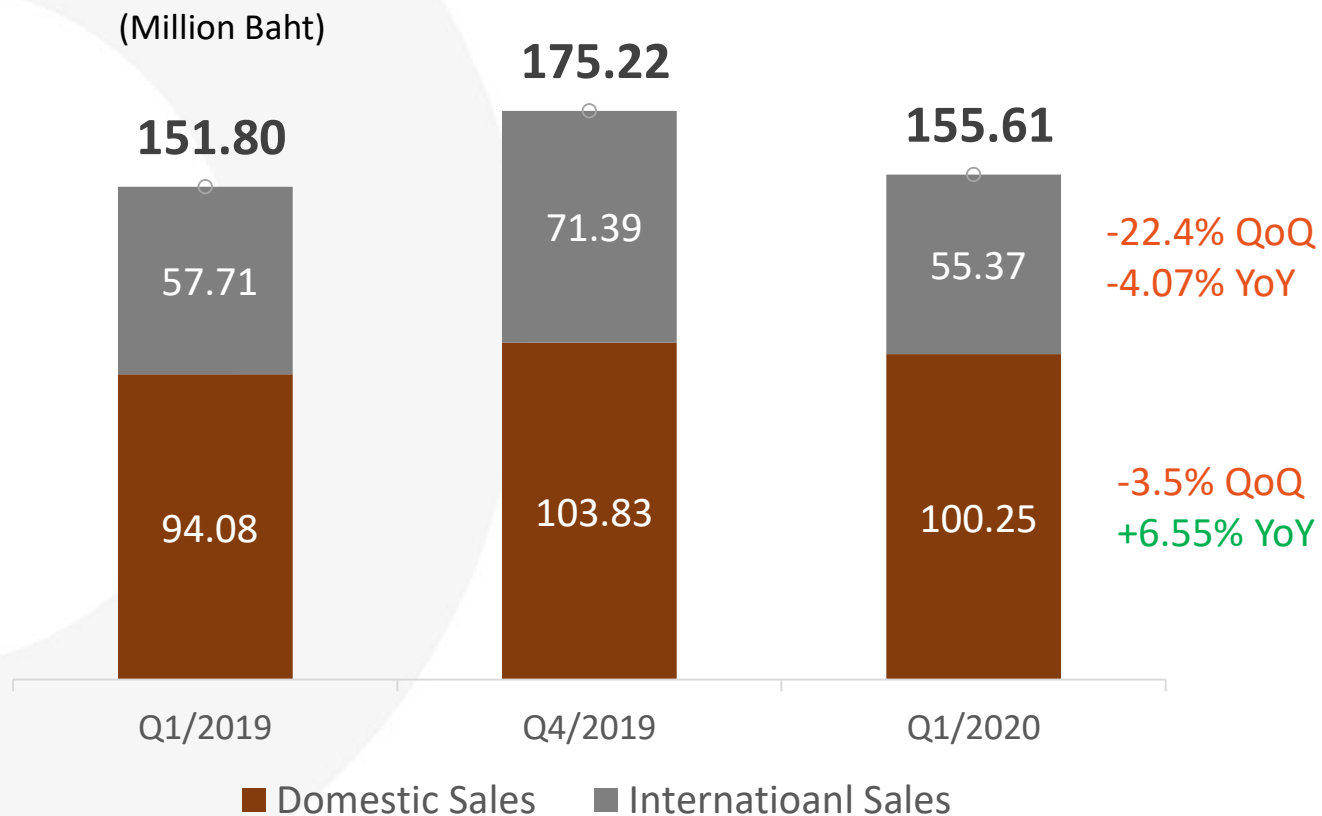


Sales Revenue (Million Baht)



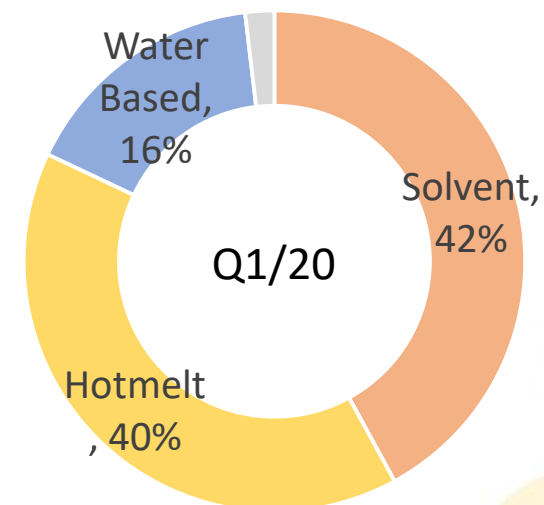
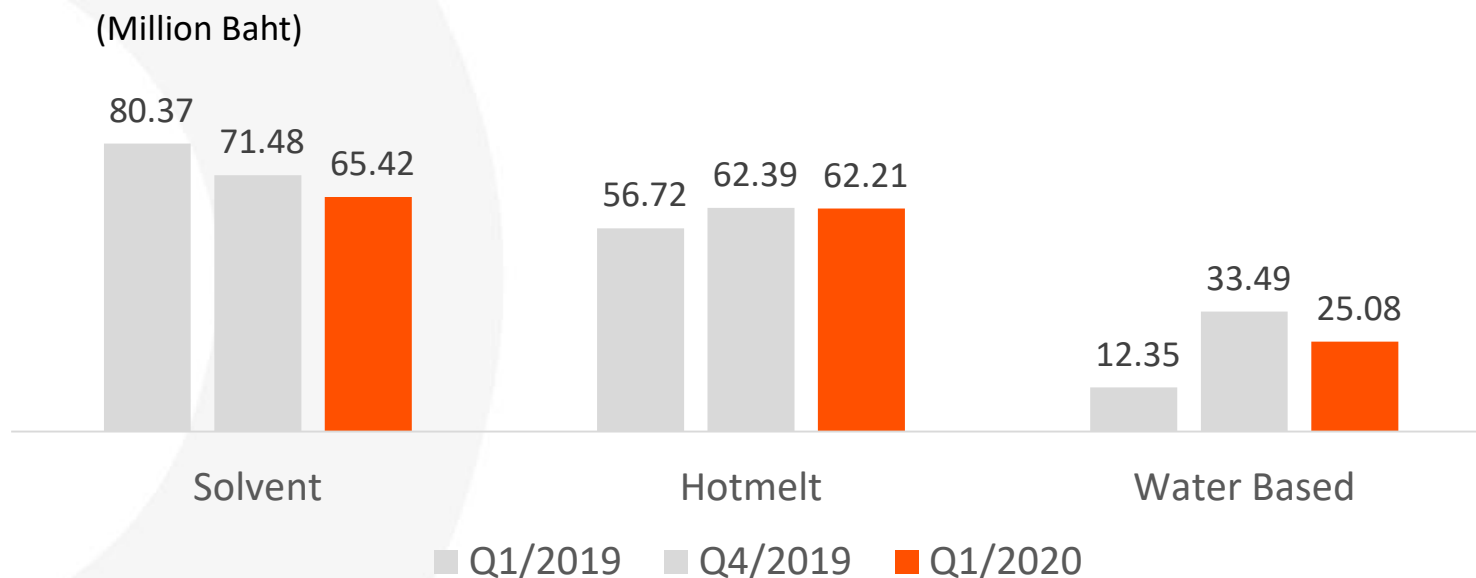
SALES BY DESTINATION

The impact of COVID-19 resulting in the drop of export markets due to lockdown and movement control in several countries.



SALES BY ADHESIVE TECHNOLOGY

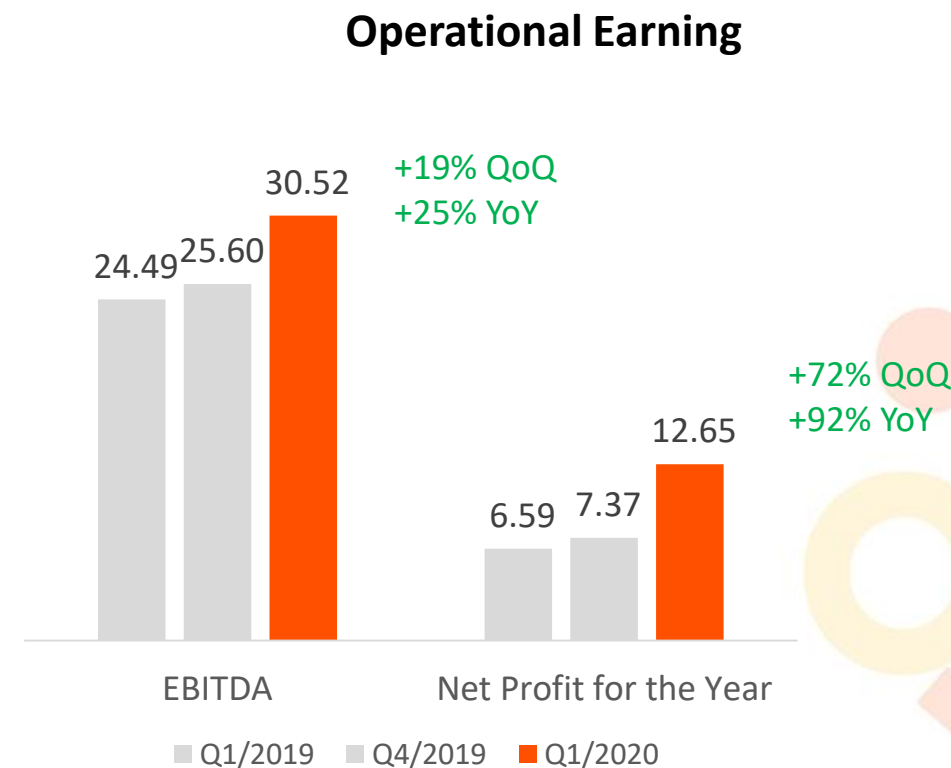
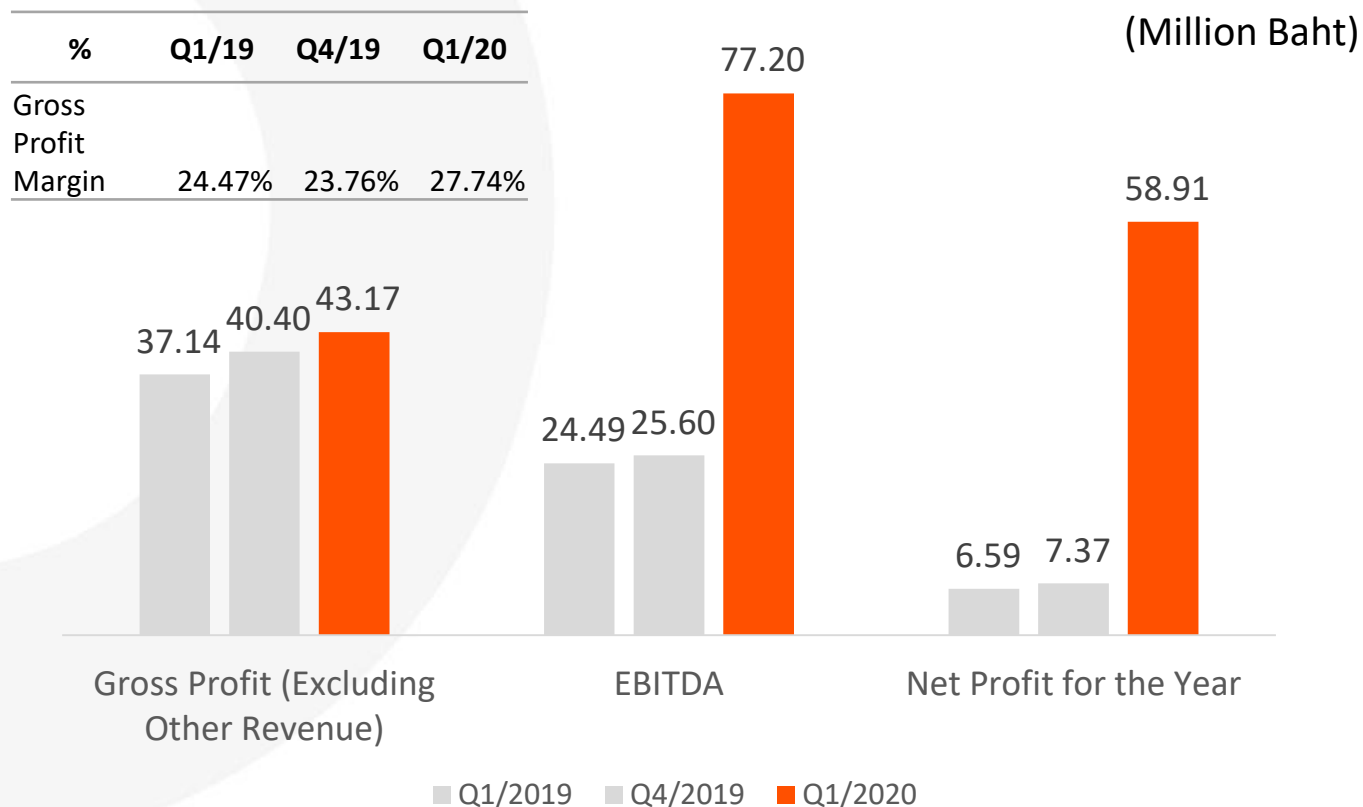
Solvent show decline over time, upward trend for hotmelt



	%QoQ	%YoY
Solvent	-8.5%	-18.6%
Hotmelt	-0.3%	9.7%
Water Based	-25.1%	103.1%

PROFITABILITY

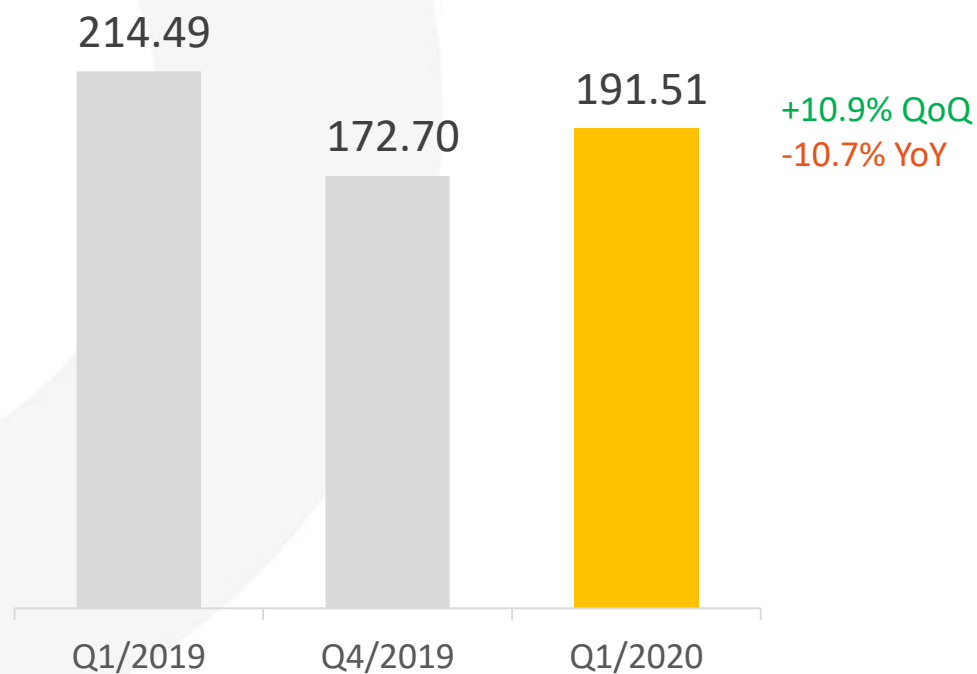
In exclusion of one time dividend, profitability increased in this quarter reflecting on increases of EBITDA and Net Profit
EBITDA margin recorded at 18.40% while net profit margin reported at 7.38%



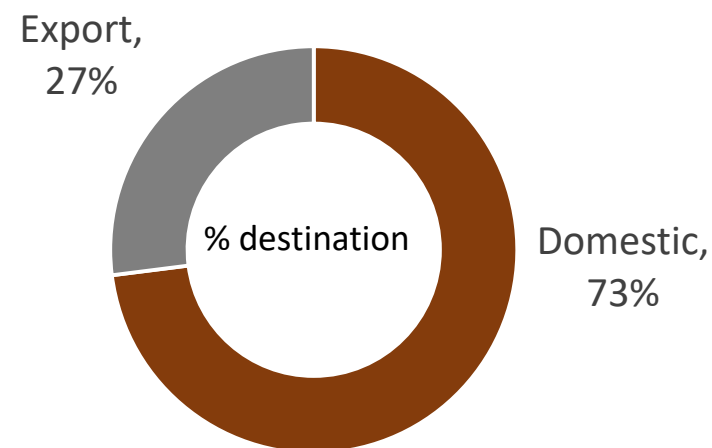
SELF ADHESIVE REVENUE

Revenue in this quarter grew 10.9% from last quarter but decrease by 10.7% compared to last year. Domestic is the majority source of revenue in Q1/20 due to the decline in export sector.

Total Revenue (Million Baht)



**Sales Revenue
183.47 Million Baht**





| 2020 OUTLOOK

SELIC RESPONSE TO THE COVID-19

Health & Protection Measures

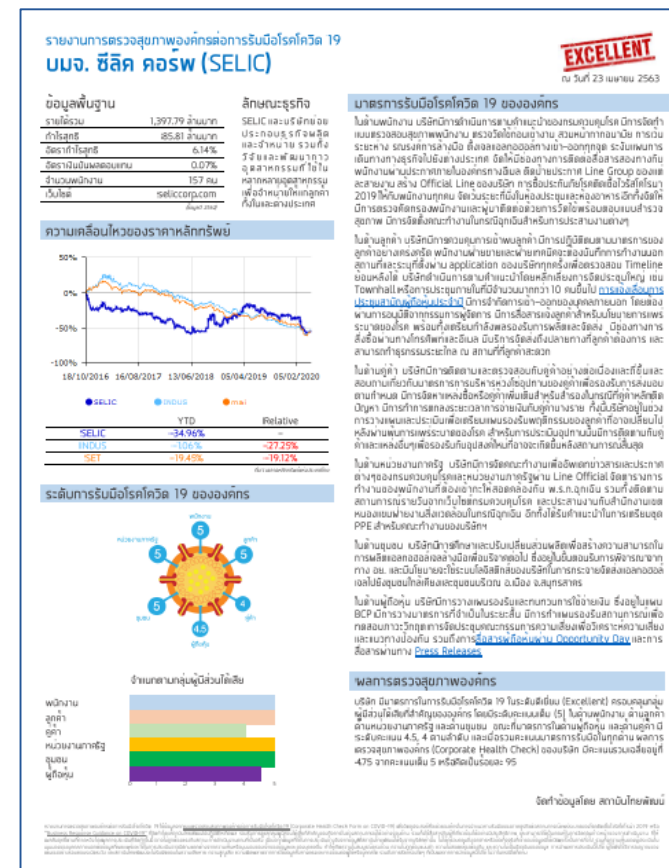
- COVID-19 insurance protection to all staff
- Physical distancing measures at work
- Protection kits provided ; masks, hand sanitizer
- Premise entry body temperature screening
- No travel policy

Operation Continuation

- Setup Crisis Working Team
- Initiate Business Continuation Plan
- Supply Chain monitor / tracking

Social Contribution

- Alcohol gel hand sanitizer to hospitals and other NGO organization
- Survival Bags to community in the neighborhood



EXCELLENT company health report from Thai Pat

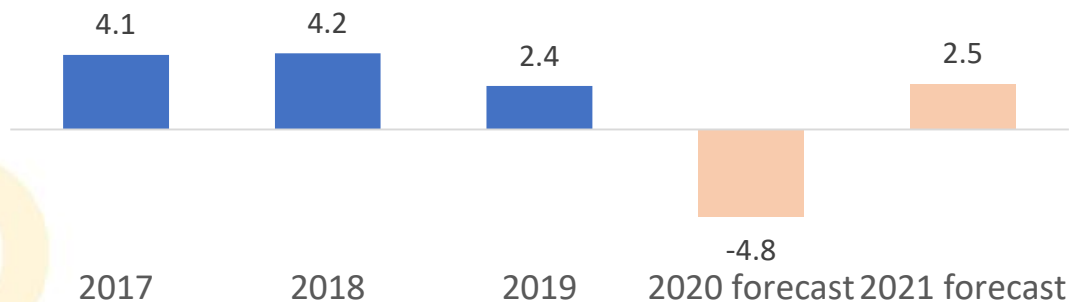
2020 A CHALLENGING YEAR

Thai Economy Slowdown

Thai economy predicted to contract 4.8 percent in 2020 and would recover 2.5 percent in 2021.

Thai economy tends to be negatively impacted from COVID-19 and worse than peers owing to the high reliance on tourism and export.

% GDP Growth Rate per Year



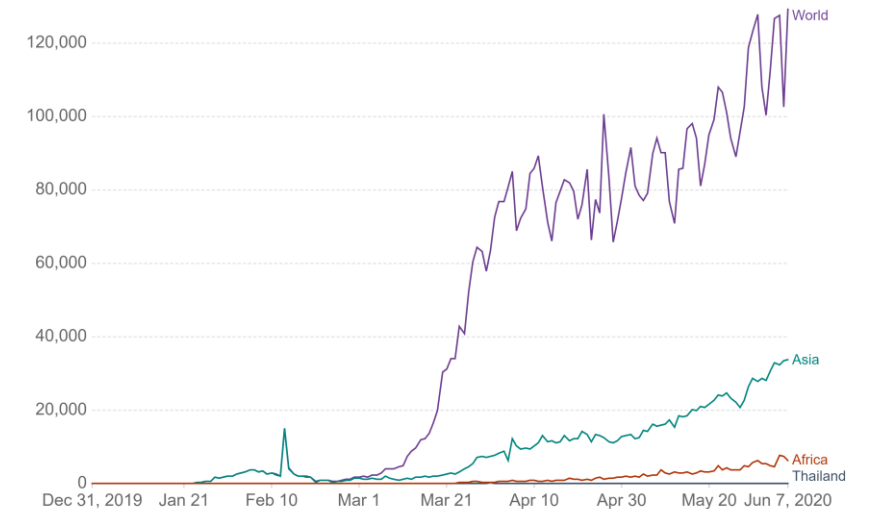
Source : Asian Development Bank : *Asian Development Outlook (April 2020)*

The Impact Might Continue

COVID-19 impact would continue throughout 2020 resulting in more country lockdowns and movement control. Highly impact on export sector.

Daily confirmed COVID-19 cases

The number of confirmed cases is lower than the number of total cases. The main reason for this is limited testing.



Source: European CDC – Situation Update Worldwide – Last updated 7th June, 11:00 (London time) OurWorldInData.org/coronavirus • CC BY

SHIFT OF SALES FOCUS AND COST MANAGEMENT

Re-focus and Re-prioritize

Thailand : Category Role and Vision remains key. In the packaged food category, different categories sales surges at different weeks during the pre and lockdown periods. Are these temporal usage occasions/habits will continue to hold

Source : KANTAR : MOPH, National Thailand, Household Panel,

Specific product category :

Packaged Food
Beverage
Snack for Indulgence
Cooking Aids

Cost Saving to Offset the Negative Impact to Sales

Cost of Goods : re-negotiate

- Re-negotiate with suppliers on prices and credit terms
- Ensure no disruption in supply chain
- Production planning to efficiently utilize resources , personnel and utilities

SG&A : efficiency

- Marketing activities slowdown
- Headcount control to manage staff cost
- Non essential expenses cut off

|

Q & A





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