



SELIC Q3/2020 OPPORTUNITY DAY

November 17th, 2020



| BUSINESS OVERVIEW



BUSINESS OVERVIEW

ADHESIVE
BUSINESS

Innovation
นวัตกรรม

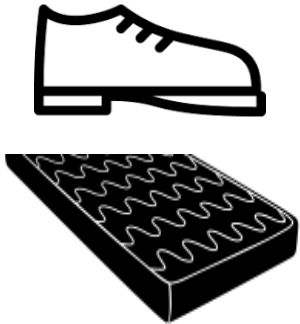
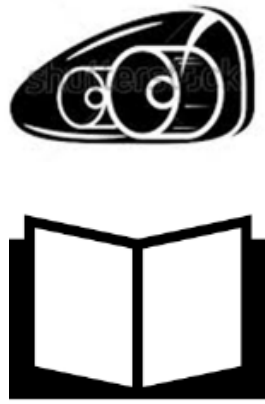
ผลักดันกระบวนการคิดแบบ
innovative thinking และส่งเสริม
เพื่อให้เป็นองค์กรนวัตกรรม

SELF-ADHESIVE
LABEL BUSINESS

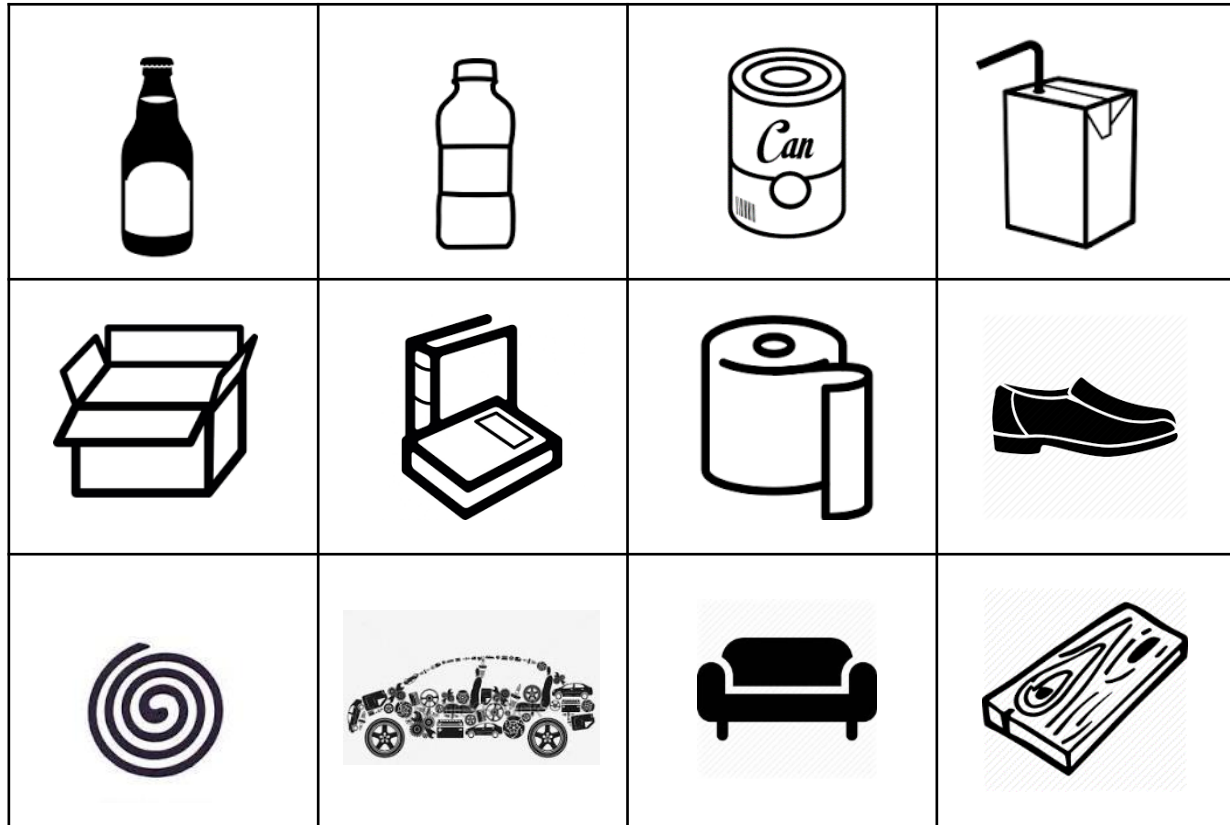
Heart of Customer
อยู่ในหัวใจของลูกค้า

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
			

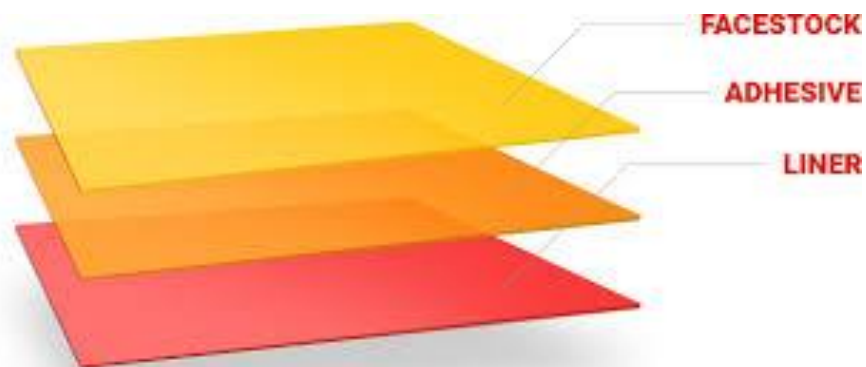
END MARKET SECTORS



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

WHAT IS SELF ADHESIVE LABEL?

The component



Facestock สำหรับใช้พิมพ์

กาวทำหน้าที่ติด facestock กับผลิตภัณฑ์ หรือสิ่งของ

กระดาษเคลือบด้วยซิลิโคน

ม้วนใหญ่
Master roll

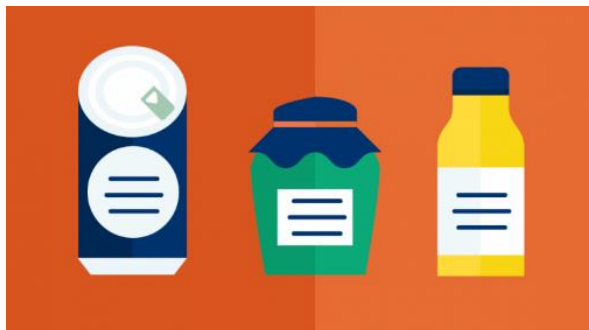


ม้วนสำเร็จรูป



แผ่นสำเร็จรูป

END MARKETS OF LABEL STOCK BUSINESS



Food & Beverage



Product ID



Advertising &
Retail



Consumer Products



Logistics and
Transportation



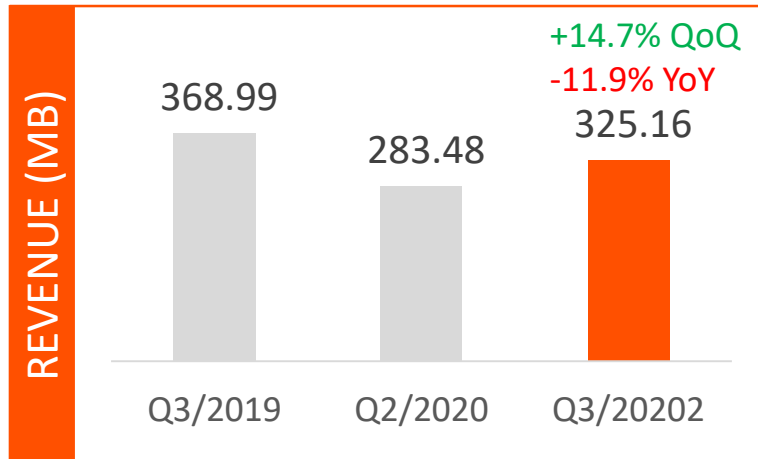
Industrial

| FINANCIAL PERFORMANCE



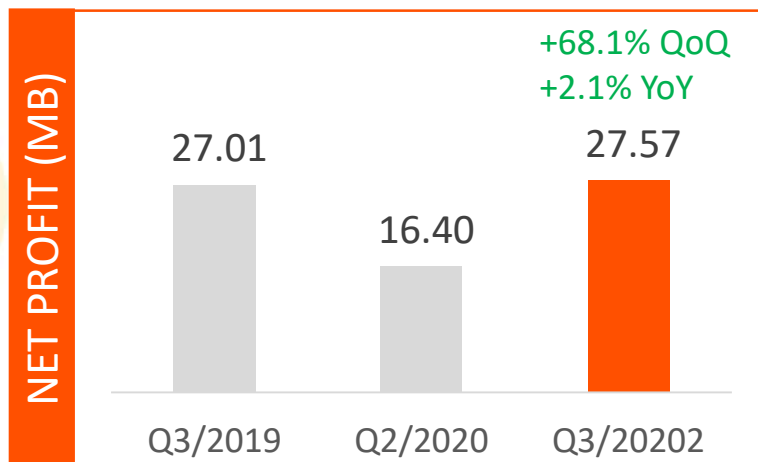
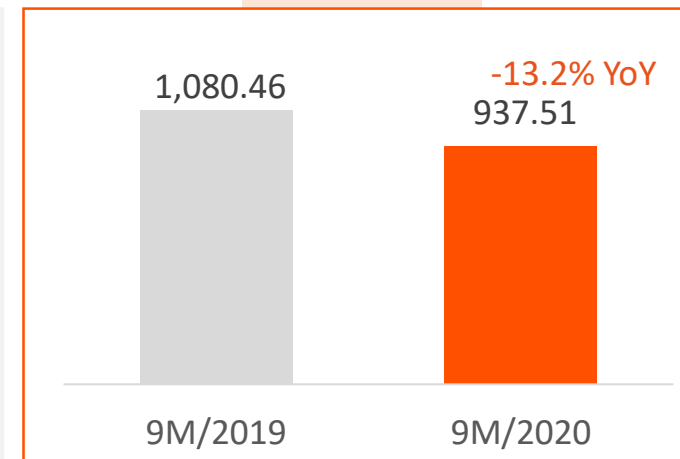
FINANCIAL HIGHLIGHTS

3-MONTH



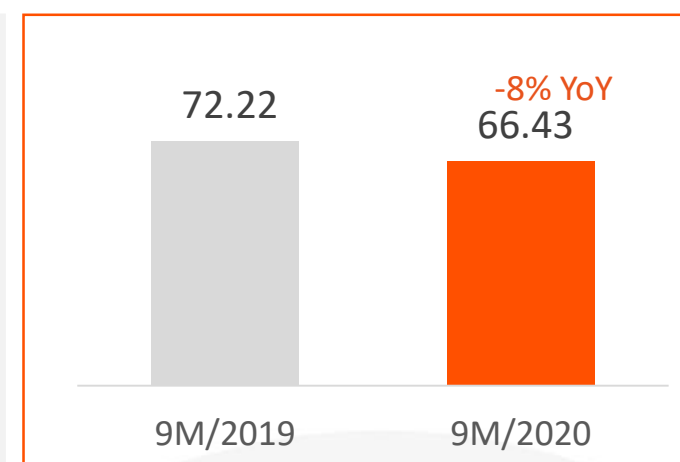
Rebound in revenue but lower compared to last year as economic recovery remain weak.

9-MONTH



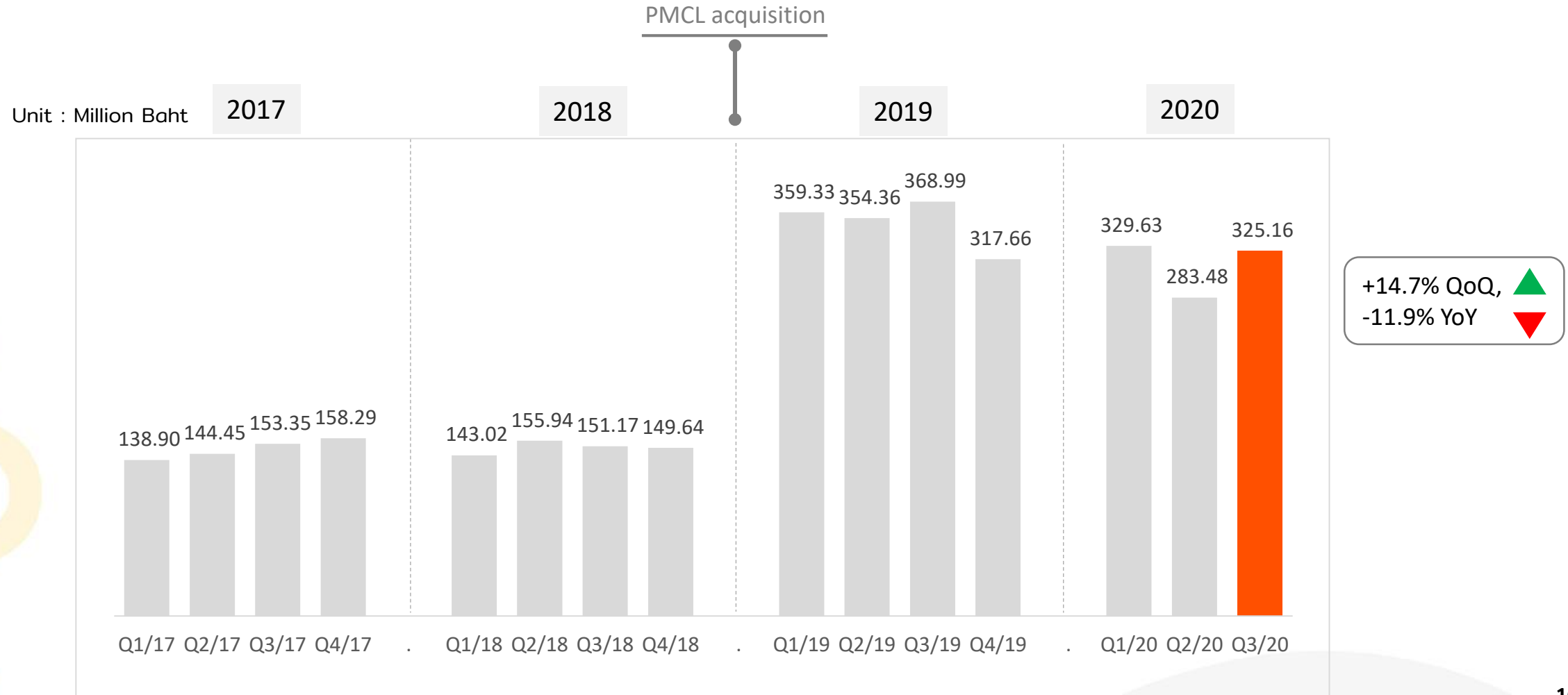
New high in Net Profit on quarterly basis

- Strictly cost management and expense control



REVENUE

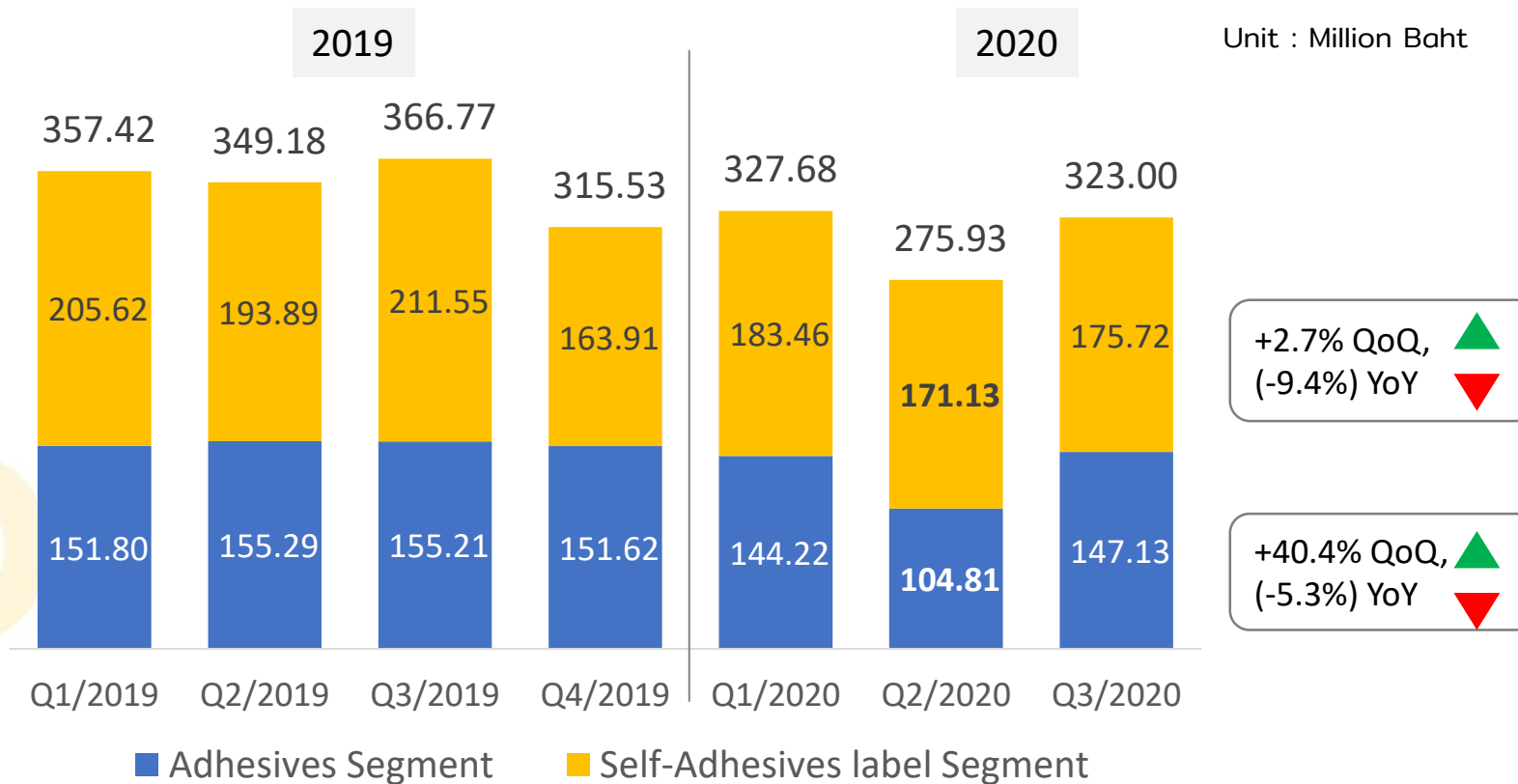
Revenue increased 14.7% from previous quarter but remain lower than last year on same period.



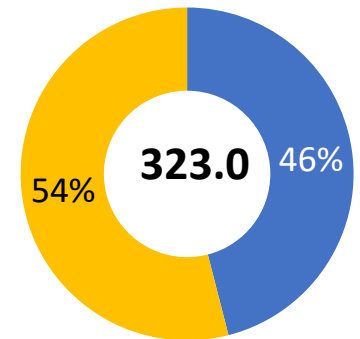
SALES BY SEGMENT

As the pandemic measures were lifted and relaxed resulting in positive sales in this quarter. Both segments saw increase in sales from previous quarter but decreased compared to last year.

9M SALES
926.60
(-13.7%)

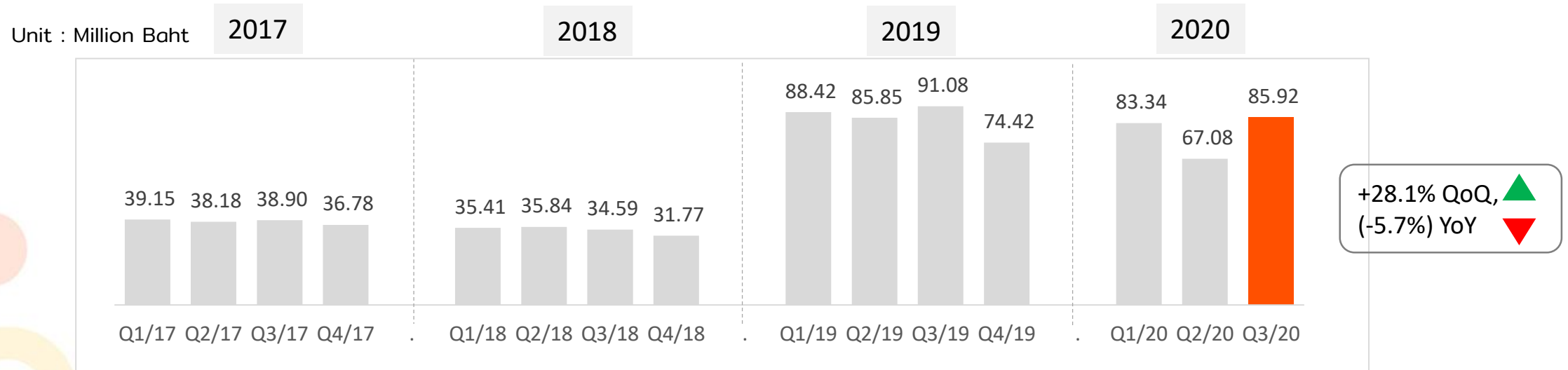


Q3/2020
Sales Proportion



GROSS PROFIT

Positive growth in gross profit quarter on quarter but dropped year on year.



PROFITABILITY

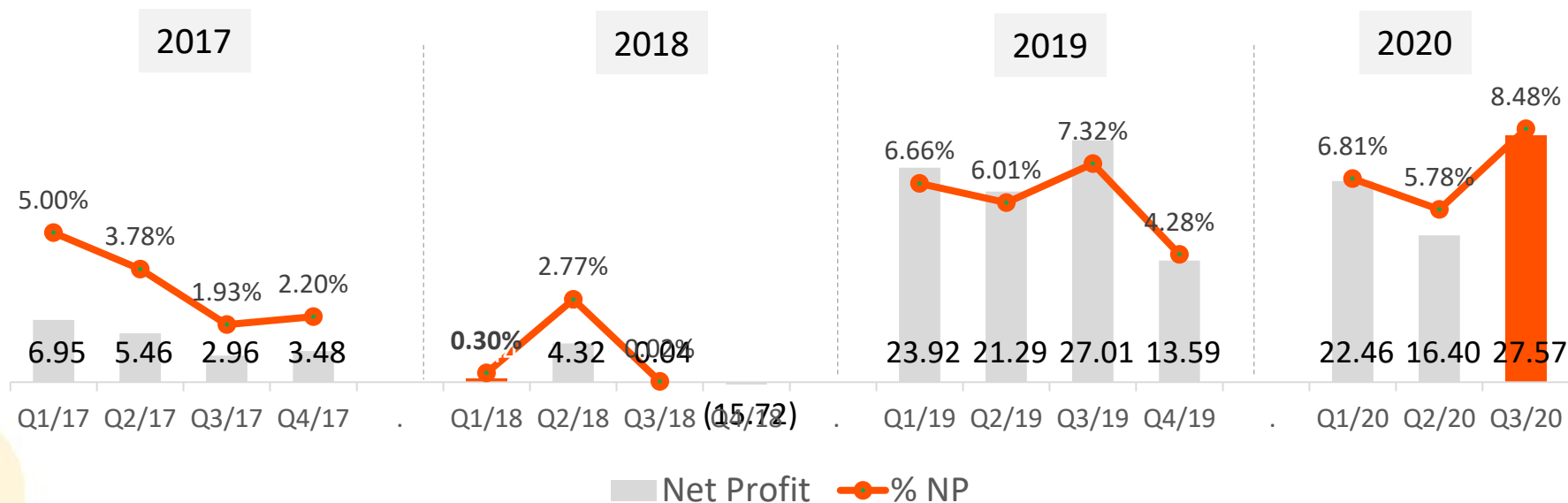
Net profit shows strong growth from previous quarter with margin of 8.48%

9M NET PROFIT

66.43

(-8%)

Net Profit (Million Baht)



+68.1% QoQ, ▲
+2.1% YoY ▲

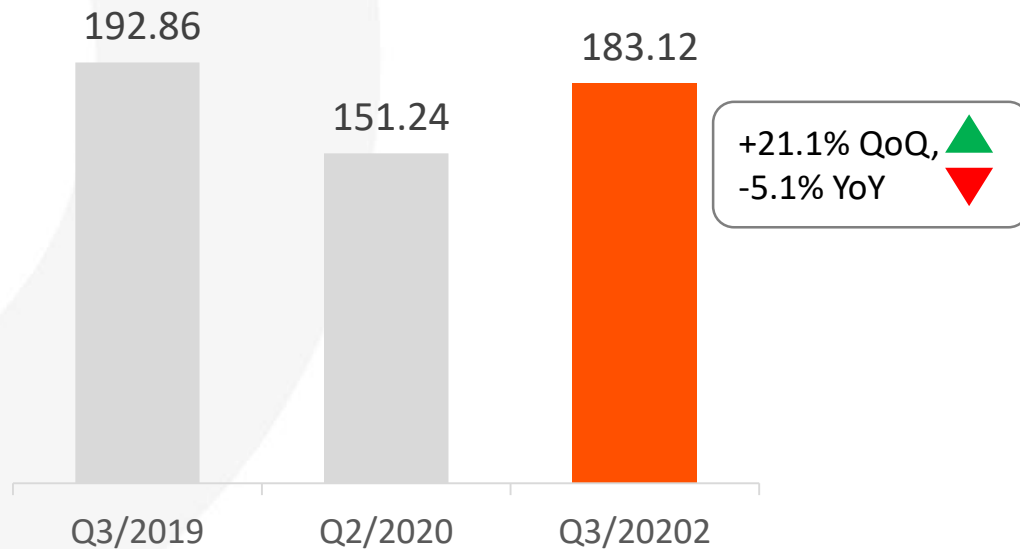
| SEGMENT PERFORMANCE



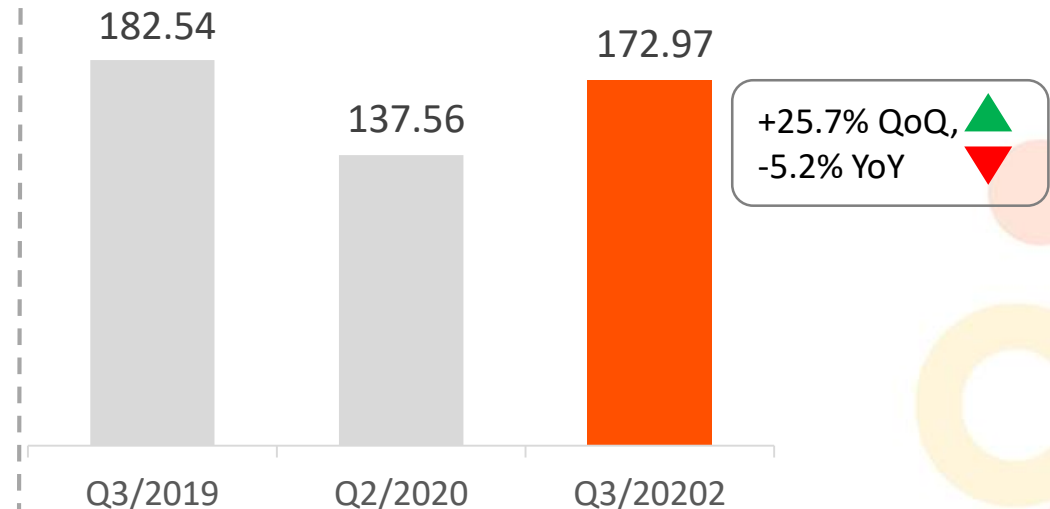
REVENUE & SALES

Total revenue for adhesive segment is at 183.12 with sales revenue at 172.97 million Baht. Both increased from last quarter but dropped from last year. The increase came from both domestic and export sales.

Revenue (Million Baht)



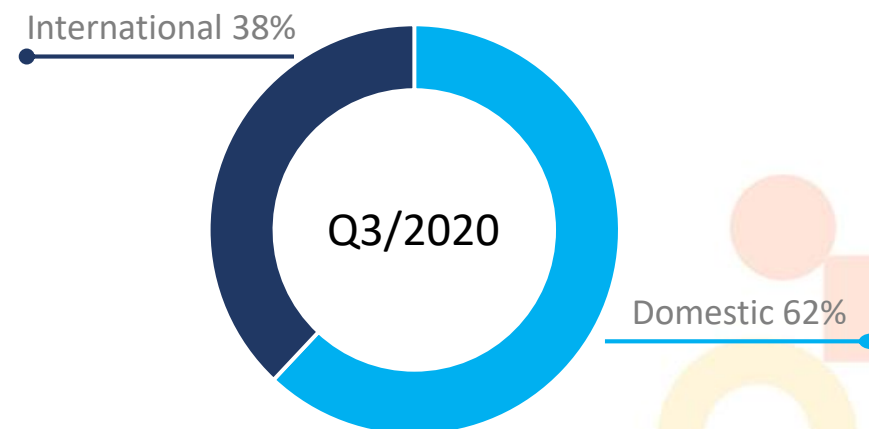
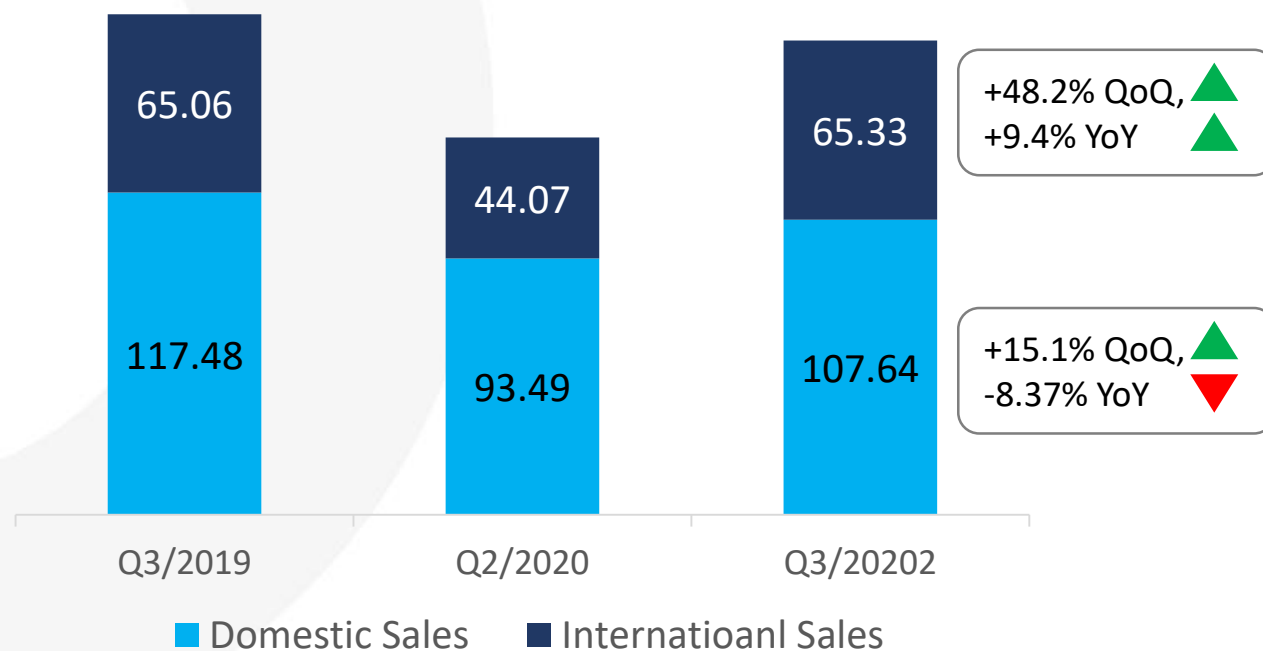
Sales (Million Baht)



SALES BY DESTINATION

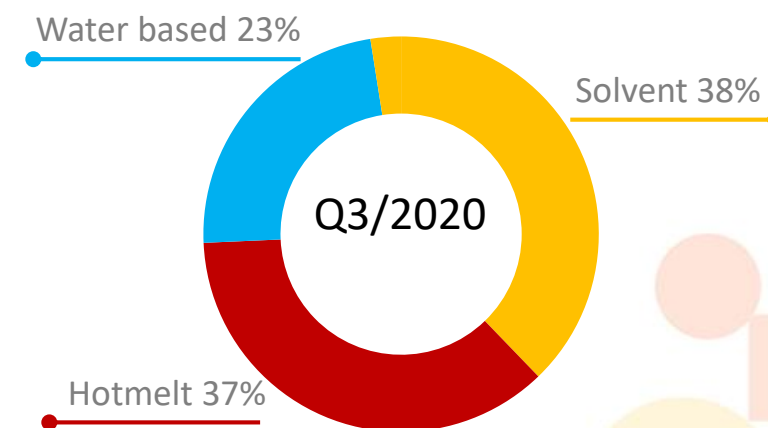
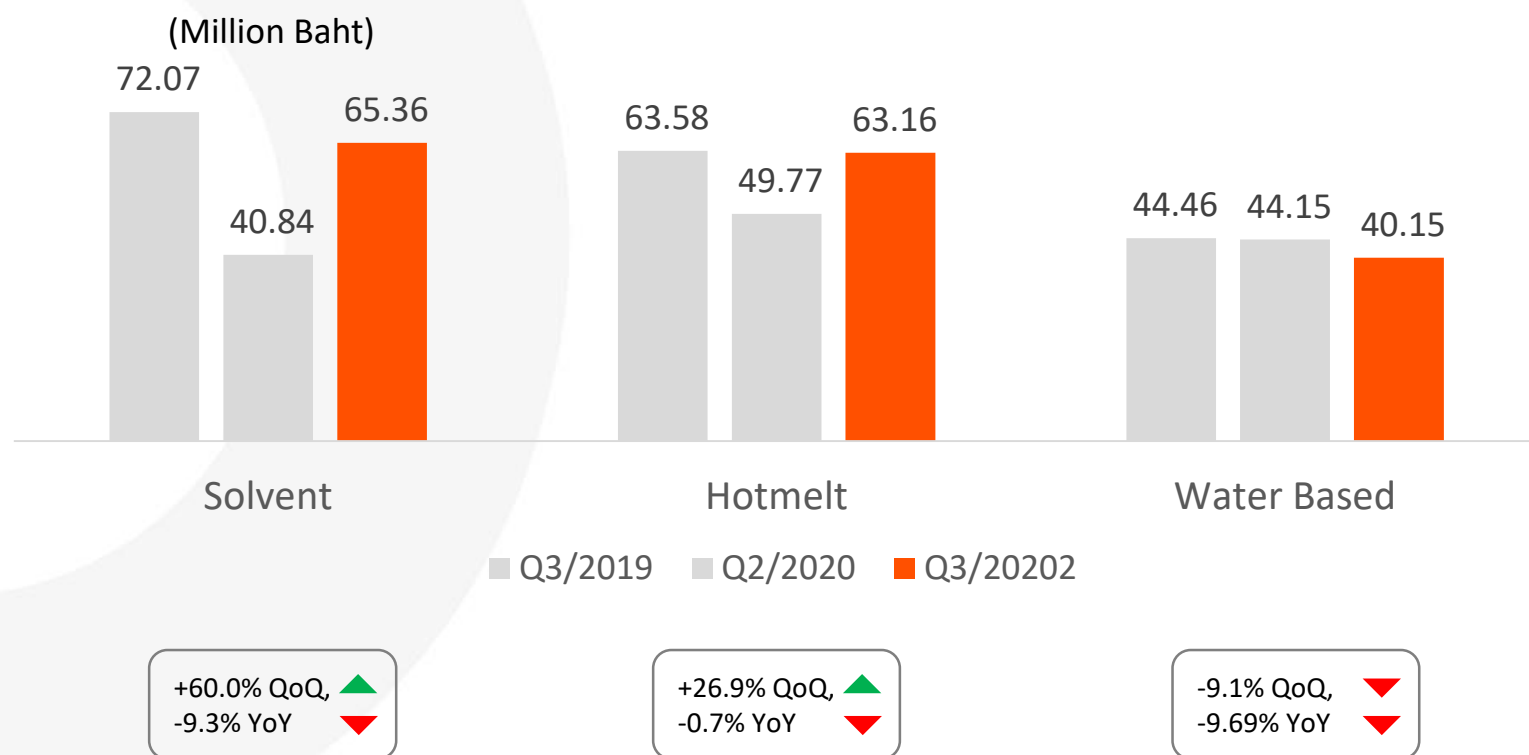
Export sales increased both quarter on quarter and year on year with proportion of 38%.
Domestic sales increased from last quarter but dropped from last year.

(Million Baht)



SALES BY ADHESIVE TECHNOLOGY

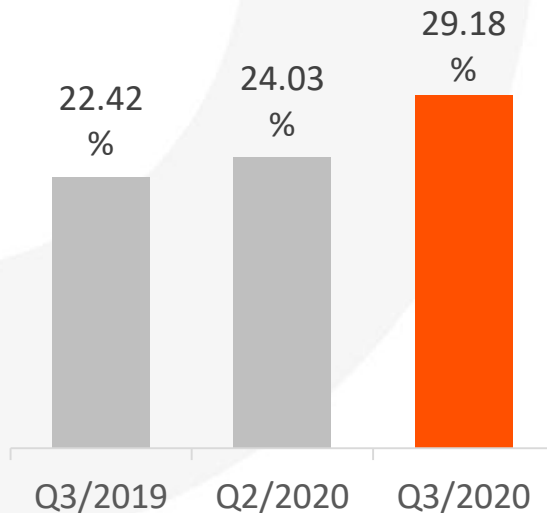
Solvent showed strong growth as its end markets started to recovery with proportion of 38% of total sales. Hotmelt increased by 26.9% from last quarter and remain stagnant from last year. Water based dropped in this quarter.



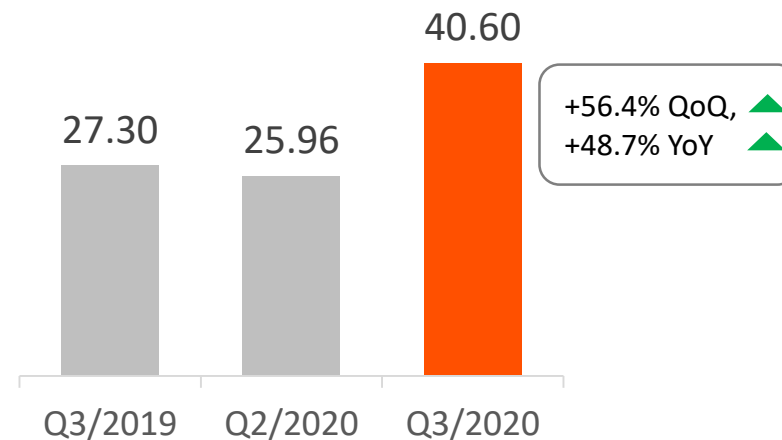
PROFITABILITY

- Strong GP margin at 29.18%.
- EBITDA increased from previous quarter and last year.
- Strong growth in Net Profit both quarter on quarter and year on year due to the company cost and expense management policy.

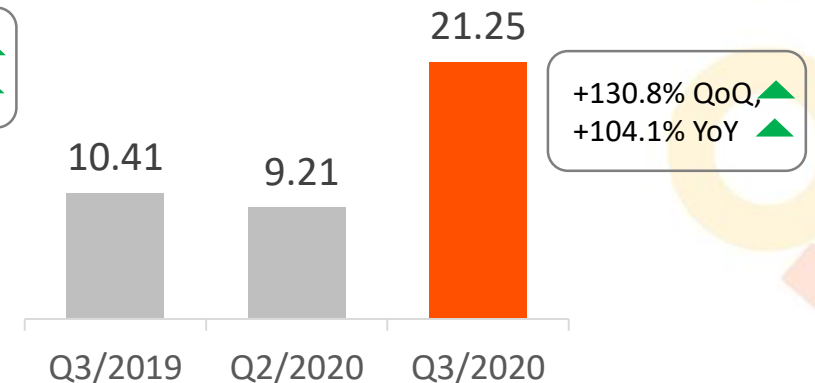
Gross Profit (%)



EBITDA (MB)



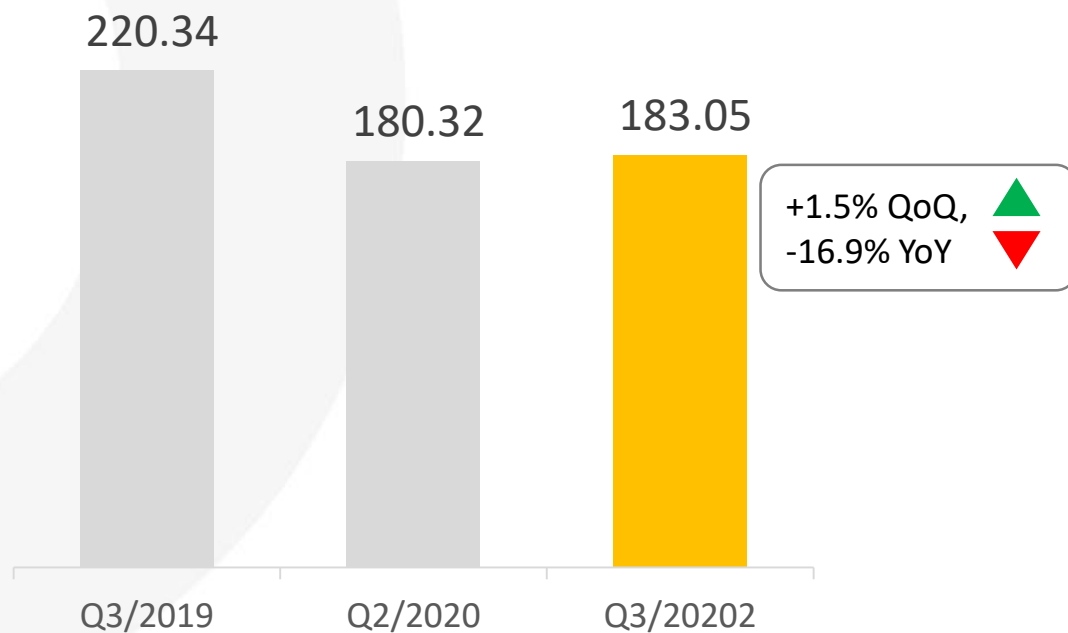
Net Profit (MB)



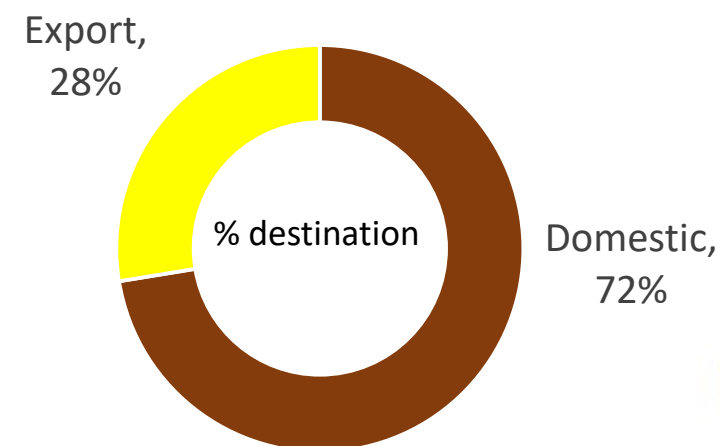
SELF ADHESIVE REVENUE

Revenue slightly increased from last quarter but decreased from last year.

Total Revenue (Million Baht)



**Sales Revenue
176.85 Million Baht**





2020 OUTLOOK



2020 KEY FOCUS



TARGET FOCUS MARKET

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



MARKET EXPANSION

- New location setup in Australia
- Initially for market penetration on Self-adhesive label
- To gain market share and brand building



COST EFFICIENCY

- Lean operation and high utilization through process improvement
- Supply chain management
- Cost and expense management

I

Q & A





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