



SELIC Q2/20 OPPORTUNITY DAY

September 15th, 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 of varying sizes.

| AGENDA

Ø1. BUSINESS OVERVIEW

Ø2 FINANCIAL PERFORMANCE

Ø3 SEGMENT PERFORMANCE

Ø4 2020 OUTLOOK

| BUSINESS OVERVIEW



BUSINESS OVERVIEW

ADHESIVE
BUSINESS

Innovation
นวัตกรรม

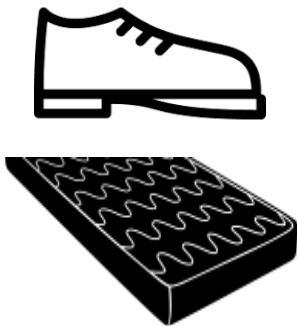
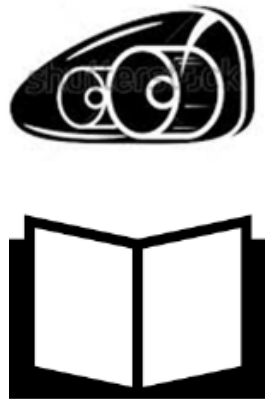
ผลักดันกระบวนการคิดแบบ
innovative thinking และส่งเสริม
เพื่อให้เป็นองค์กรนวัตกรรม

SELF-ADHESIVE
LABEL BUSINESS

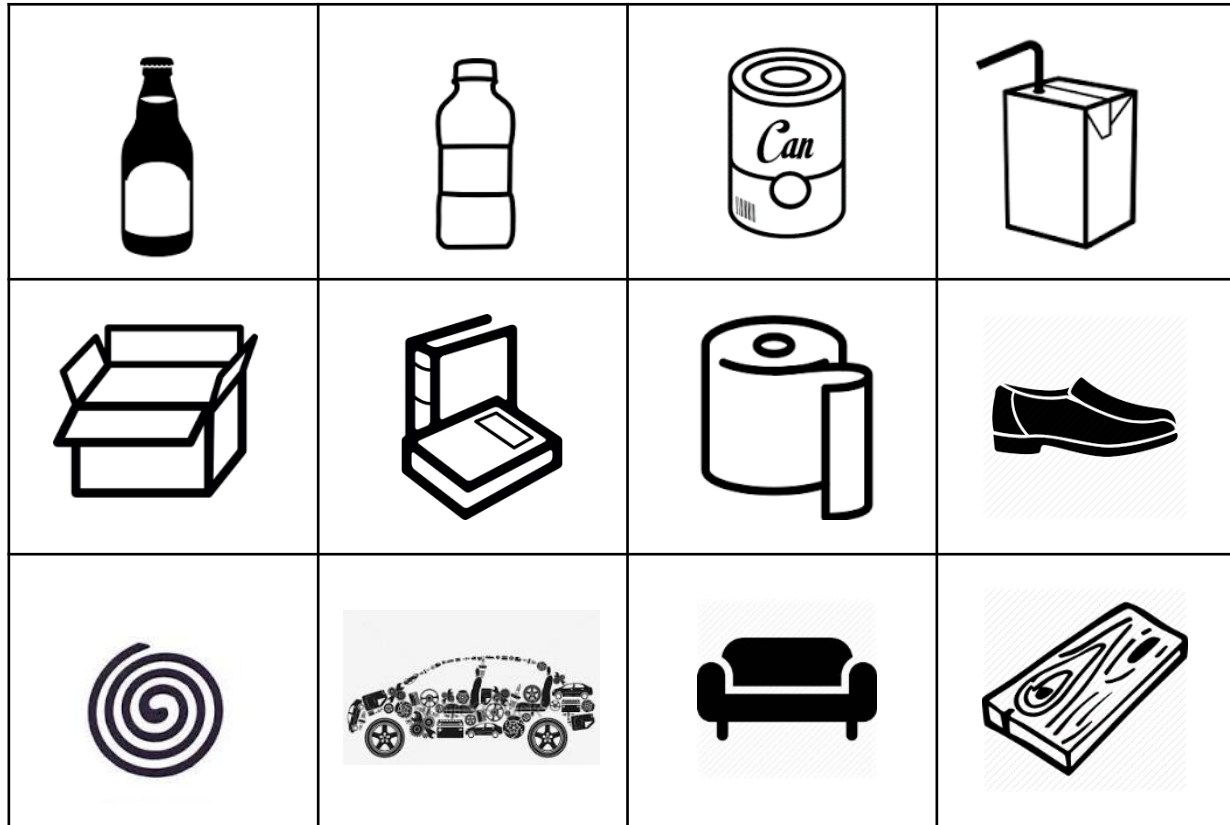
Heart of Customer
อยู่ในหัวใจของลูกค้า

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
			

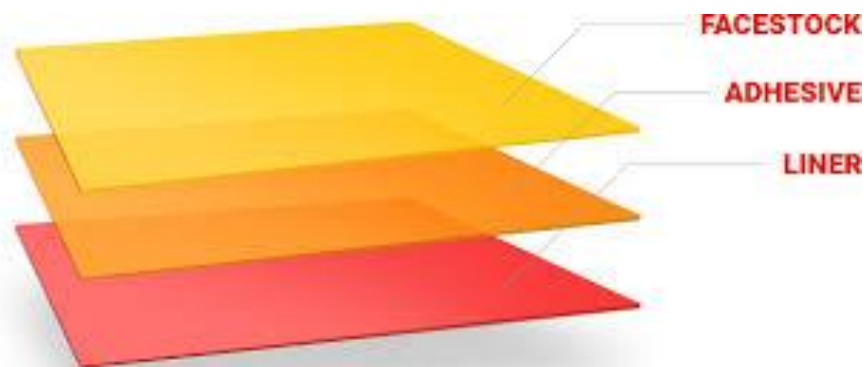
END MARKET SECTORS



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

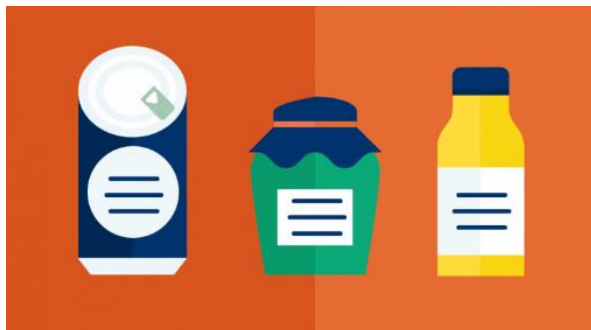


ม้วนสำเร็จรูป



แผ่นสำเร็จรูป

END MARKETS OF LABEL STOCK BUSINESS



Food & Beverage



Product ID



Advertising &
Retail



Consumer Products



Logistics and
Transportation



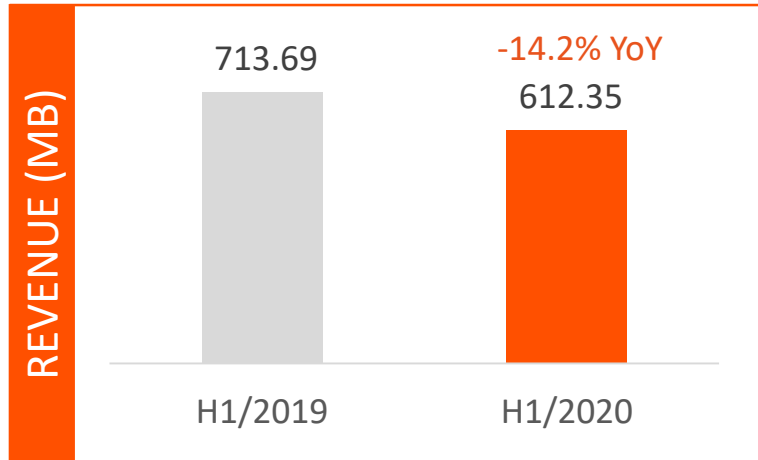
Industrial

| FINANCIAL PERFORMANCE



FINANCIAL HIGHLIGHTS

6-MONTH

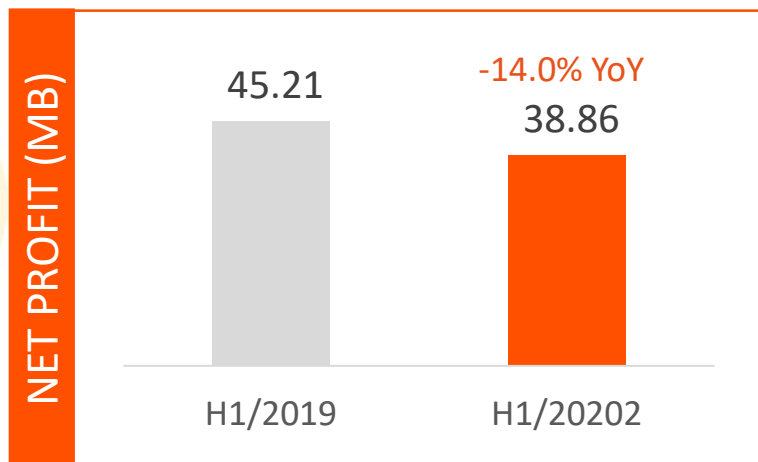
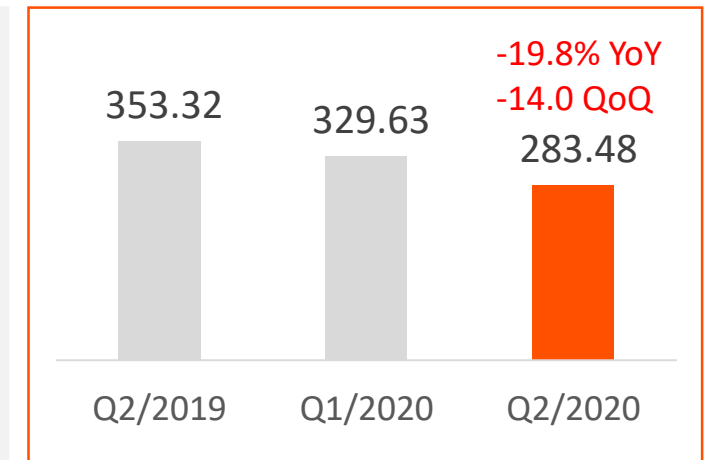


Negative revenue growth due to COVID-19 impact

Sales portion by segment :

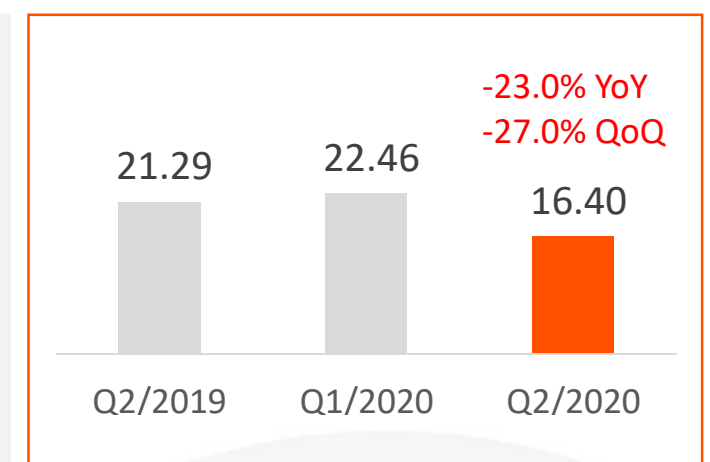
- Adhesive : 41%
- Sticker : 59%

3-MONTH



Net profit growth -14% YoY

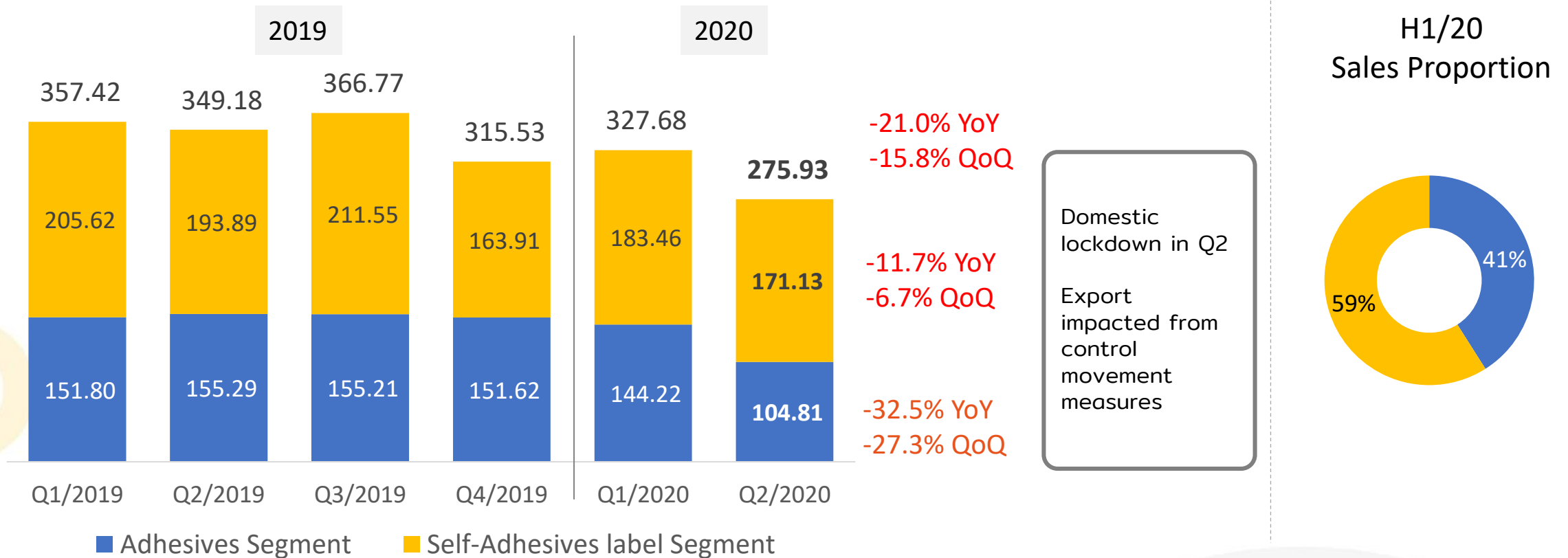
- Lower sales from COVID-19
- Cost and expense control



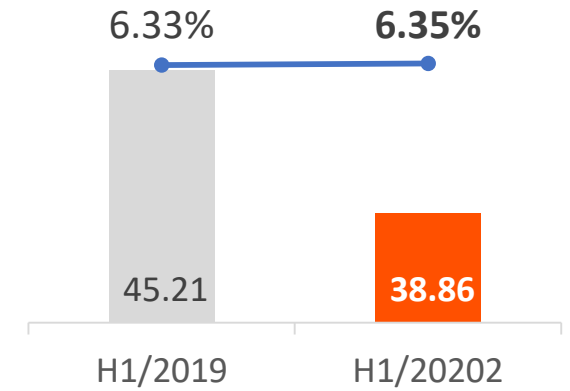
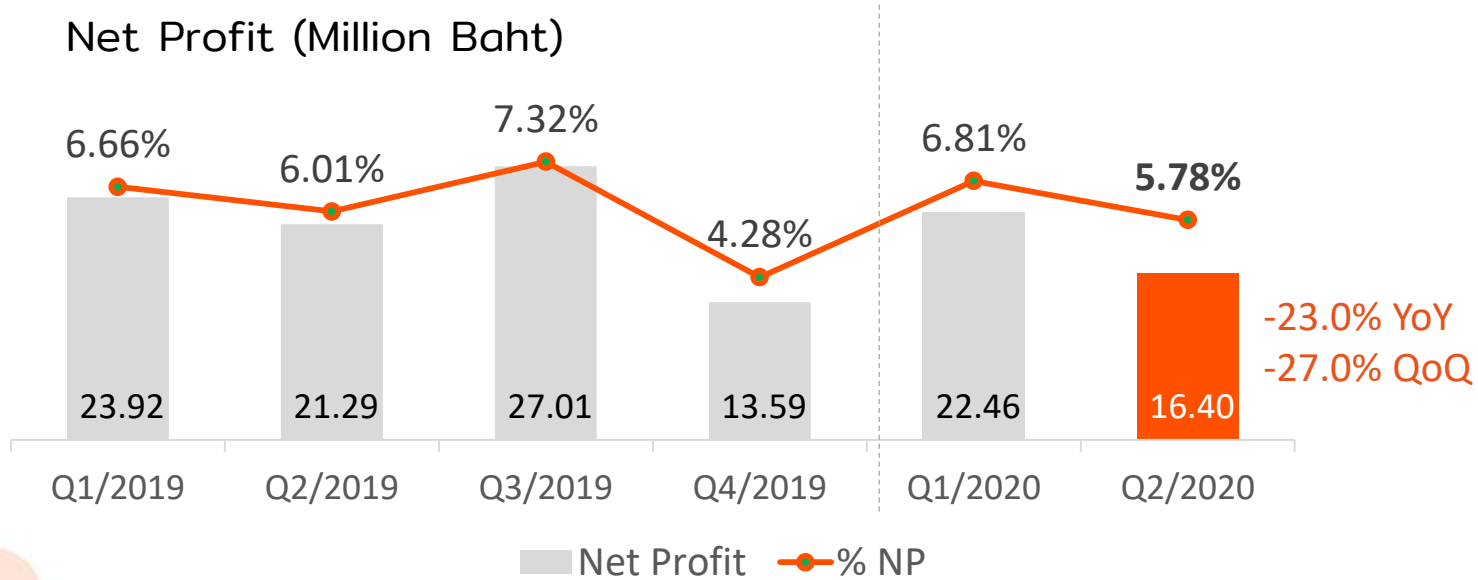
SALES BY SEGMENT

Overall sales performance impacted from domestic lockdown and control movement measures from other countries.

The COVID-19 measures had the biggest impact in quarter 2 resulting in negative sales for both segments.



PROFITABILITY



Unit : Million Baht	Q2/2019	Q1/2020	Q2/2020	%
Gross Profit	85.85	83.34	67.08	24.3%
Cost of Sales	263.34	244.33	208.85	75.7%
Selling & Administrative Expenses	51.87	48.741	46.63	16.5%
EBITDA	50.36	49.44	42.50	15.0%

GP and cost of sales : % on sales

H1/2019	H1/2020	%
174.27	150.42	24.9%
532.33	453.18	75.1%
103.82	94.61	15.5%
101.65	91.93	15.0%

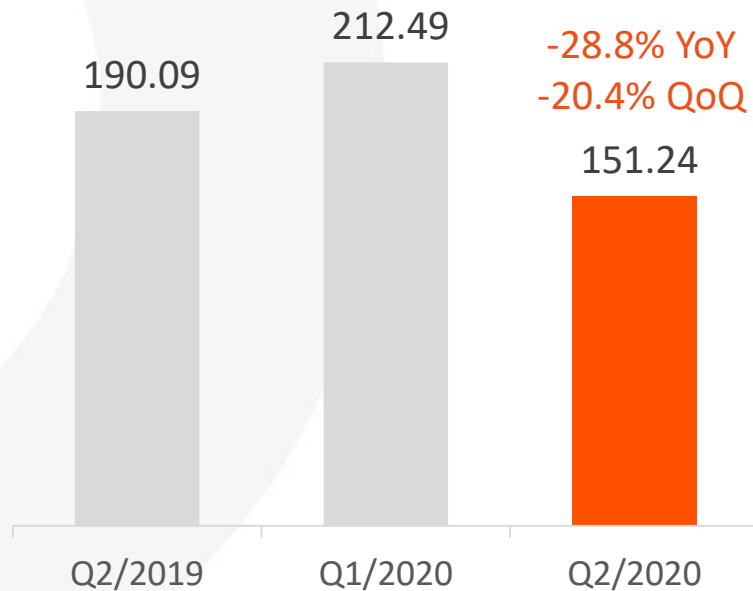
| SEGMENT PERFORMANCE



REVENUE & SALES

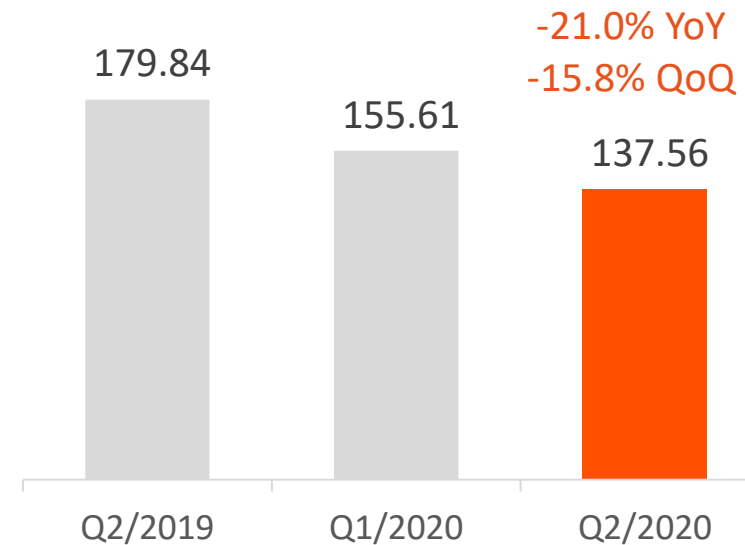
Revenue and Sales reported negative growth resulting from the COVID-19 pandemic which has the biggest impact in Q2.

Revenue (Million Baht)



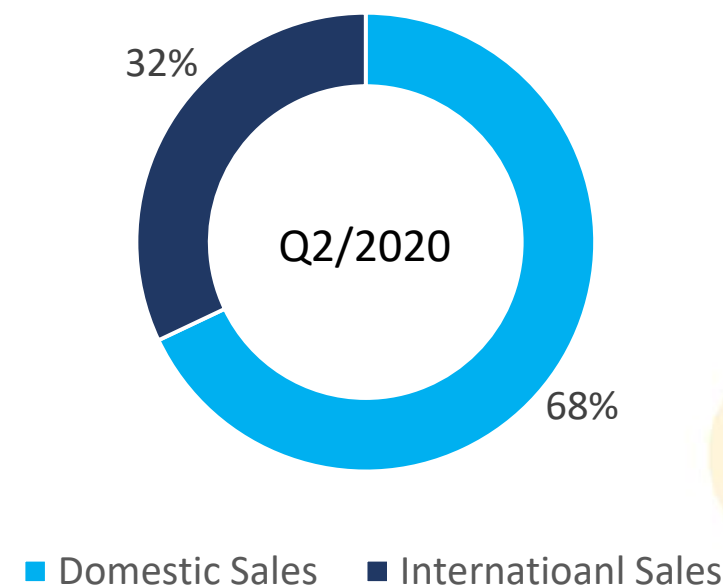
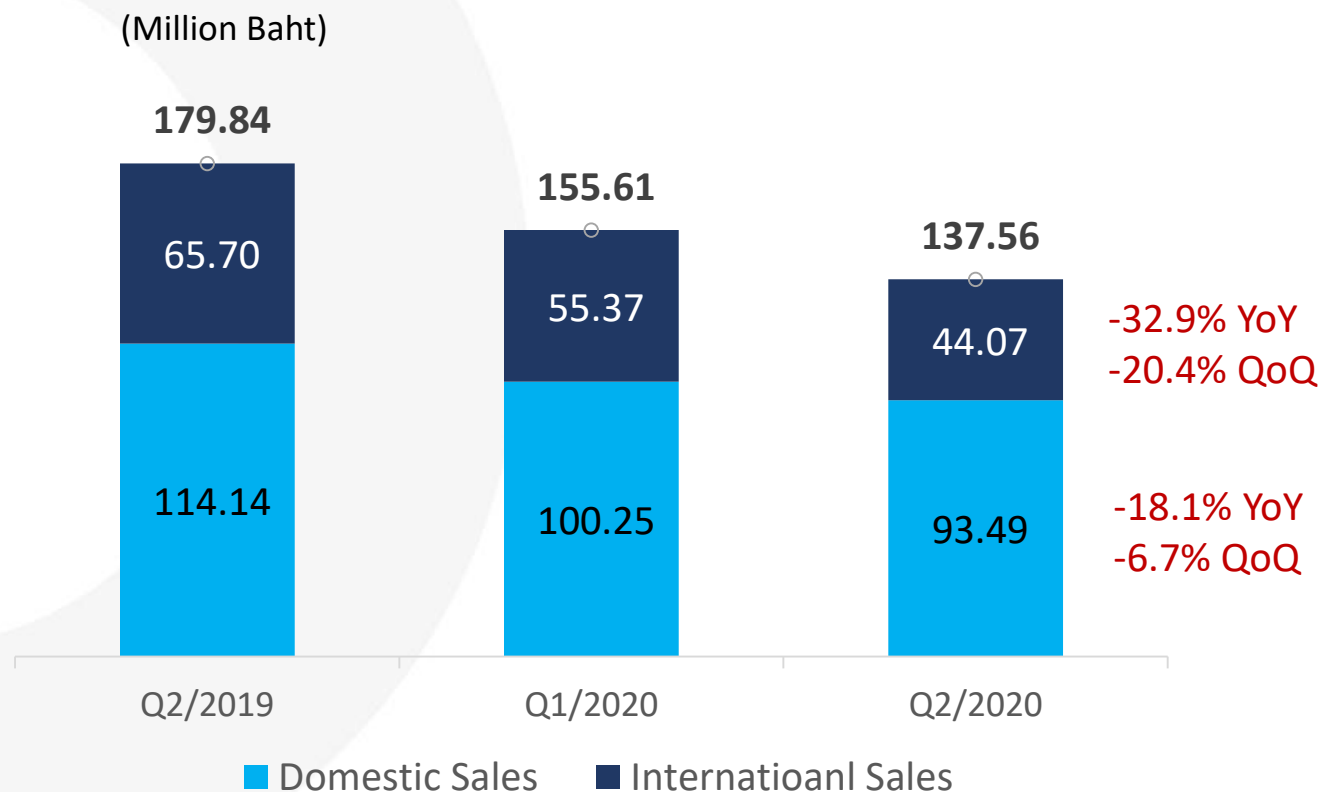
Q1/2020 was with one-time dividend from PMCL (46.68MB)

Sales (Million Baht)



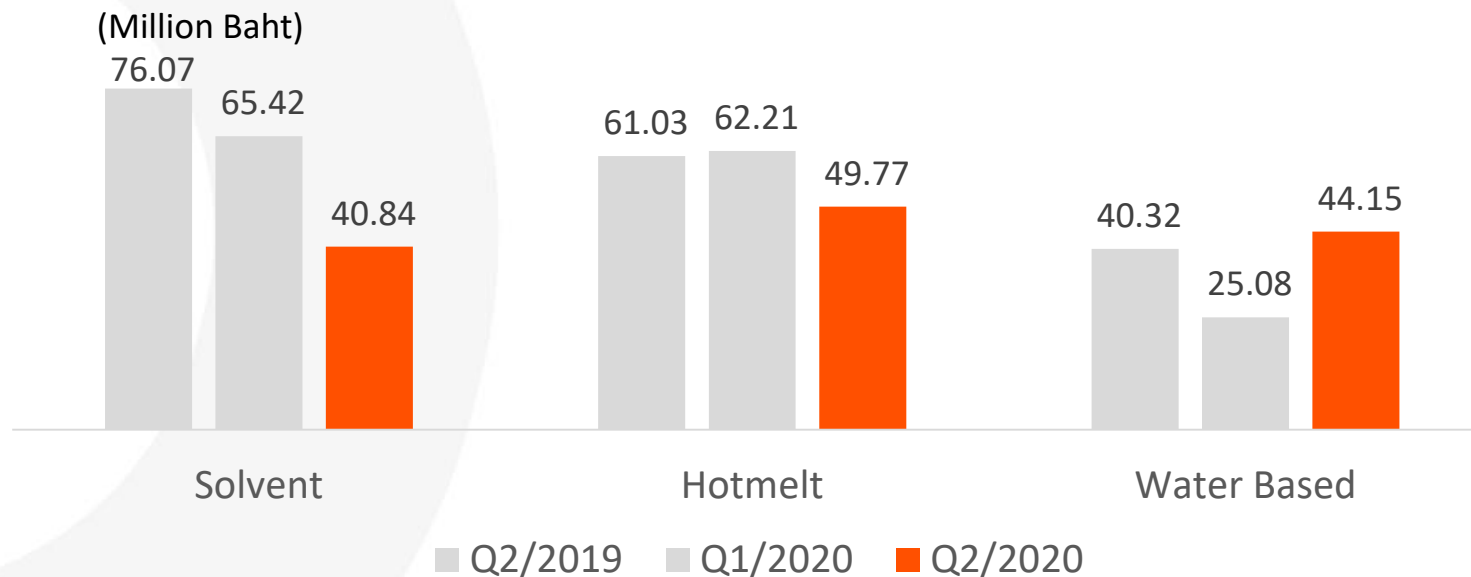
SALES BY DESTINATION

Export sales was highly pressured down due to movement control in several countries. Domestic sales also got hit by the pandemic as several strong measures took place in Thailand.

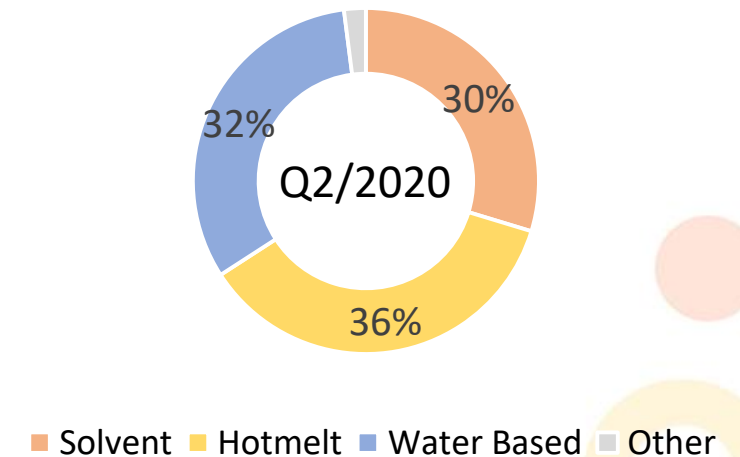


SALES BY ADHESIVE TECHNOLOGY

A big dip in Solvent as the end markets were slowing down e.g. Footwear, Automotive parts etc. Packaging and labelling applications were in demand result in the sales performance of Water Based and Hotmelt.



	%QoQ	%YoY
Solvent	-37.6%	-46.3%
Hotmelt	-20.0%	-18.5%
Water Based	76.1%	9.5%

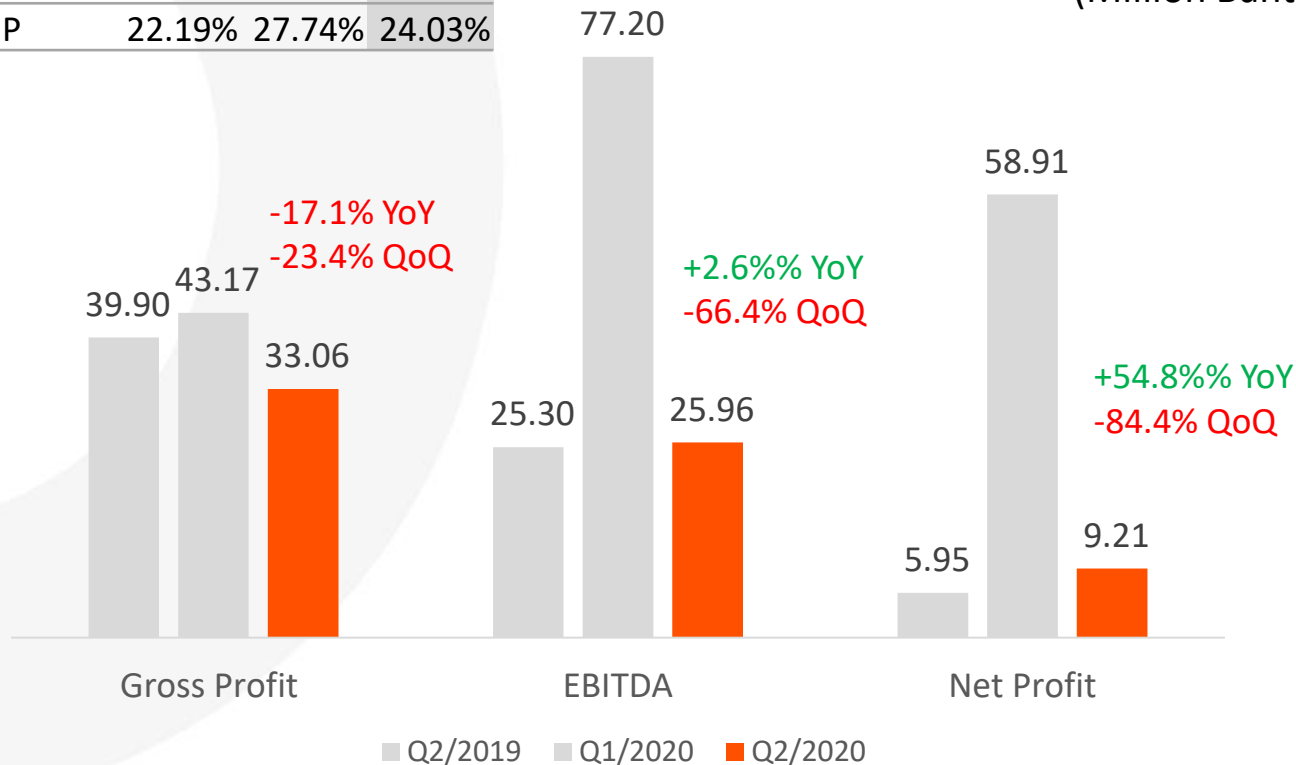


PROFITABILITY

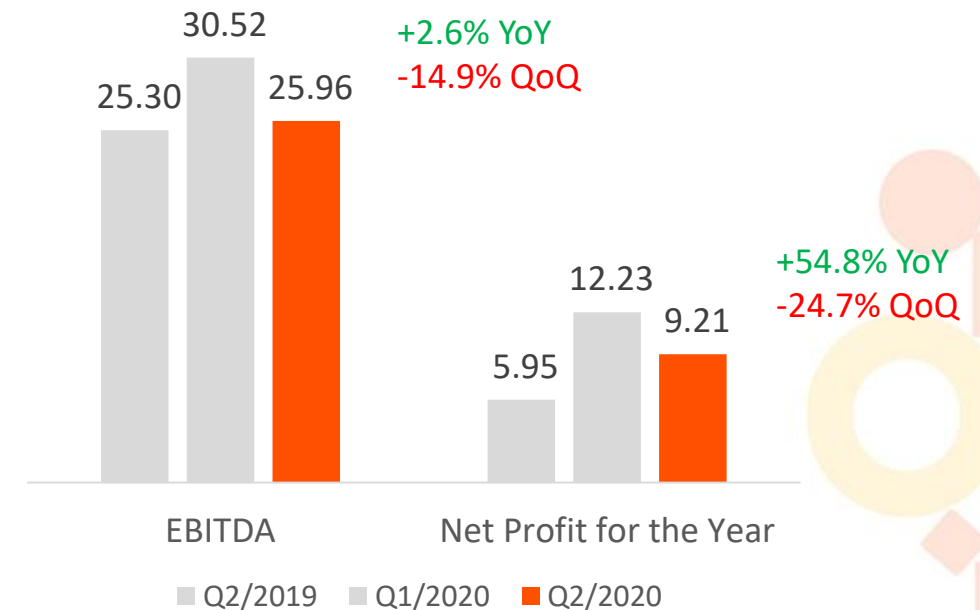
EBITDA +2.6% YoY and Net Profit + 54.8% YoY amidst pandemic, despite negative growth on sales, due to cost and expenses measures.

%	Q2/19	Q1/20	Q2/20
GP	22.19%	27.74%	24.03%

(Million Baht)



*Operational Earning

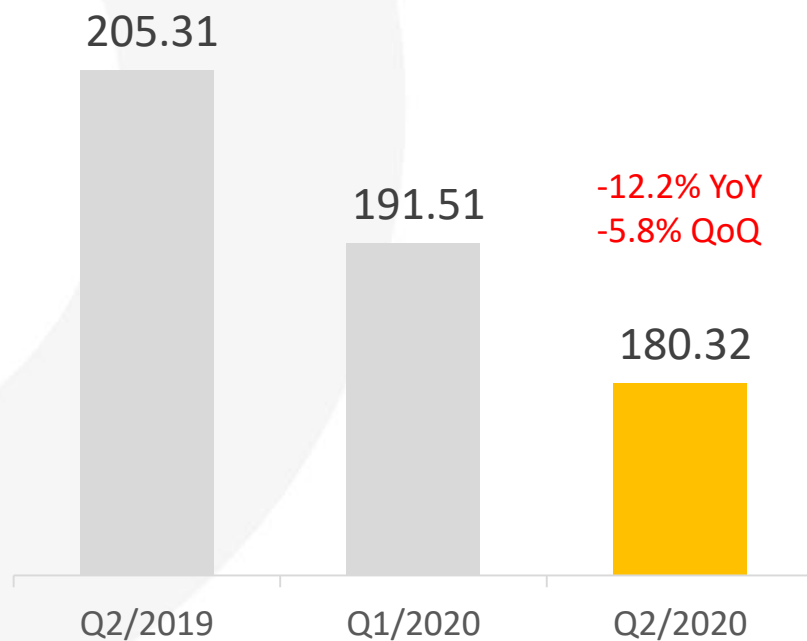


*EXCLUSION OF Q1 : one-time dividend from PMCL (46.68MB)

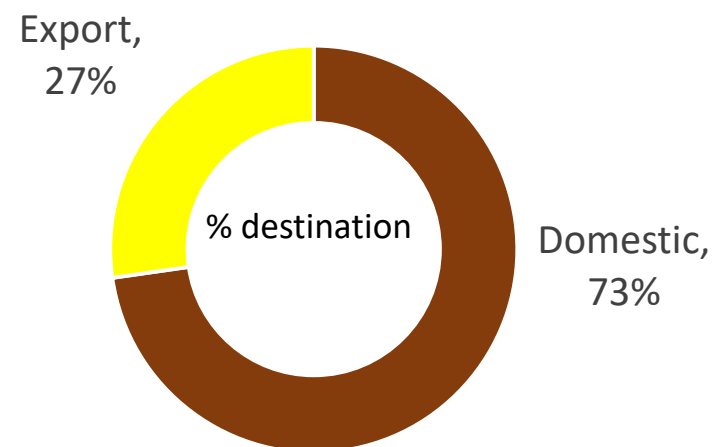
SELF ADHESIVE REVENUE

Negative impact to revenue in Self-adhesive segment can be observed due to the decline in exports and economic slow down in domestic market

Total Revenue (Million Baht)



**Sales Revenue
171.13 Million Baht**





2020 OUTLOOK



2020 POST COVID-19 KEY STRATEGIES



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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270 Liabklongphasicharoenfangtai,
Nongkhaem, Bangkok 10160



02 8073347



investorrelation@seliccorp.com