

Business Overview

SELIC and its subsidiaries have engaged in manufacturer, distributor (both domestic and export) including research and development as following businesses:

- Industrial adhesive
- Stickers or Self-adhesive labels
- Consumer Healthcare Product

Financial Statement

	9M23	9M22	2022	2021
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Income Statement (MB)

Revenues	1,394.11	1,184.41	1,624.70	1,466.03
Expenses	1,261.52	1,118.97	1,543.38	1,340.43
Net Profit (Loss)	47.07	35.24	40.25	81.53

Balance Sheet (MB)

Assets	2,987.24	2,550.83	2,781.94	1,756.92
Liabilities	1,683.61	1,316.64	1,547.08	1,088.83
Shareholders' Equity	997.04	953.53	959.47	668.08

Cash Flow (MB)

Operating	118.80	95.13	128.32	105.50
Investing	-90.66	-68.04	-615.47	-100.20
Financing	-84.20	215.58	566.40	-58.89

Financial Ratio

EPS (Baht)	0.08	0.07	0.08	0.18
GP Margin (%)	26.80	22.41	22.00	24.20
NP Margin (%)	5.59	3.03	2.44	5.56
D/E Ratio (x)	1.29	1.07	1.25	1.63
ROE (%)	5.34	5.79	4.95	13.71
ROA (%)	5.15	3.77	3.32	7.44

Business Plan

Business Direction and Action Plan in 2023

Continuous Growth on Revenue

Sellic continues to focus on revenue growth from adhesive, self-adhesive label, and healthcare business according to the plan strategy.

Cost and Expenditure Management for better GP and Net Profit

Sellic intend to continue improve on cost management for better result through efficient of supply chain process and proper risk management.

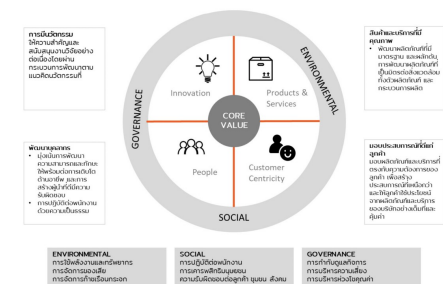
Human Capital Management

The Company has policy to develop and manage the human resources as the valued capital of the Company.

Sustainability Development Journey

In 2023, Sustainability development policies and goals cover key 3 dimensions of Environment, Social and Governance (ESG) where we will continuously operate. This will include new product development on more "green" products to support our customers.

Sustainable Development Plan



Business Highlight

- Incubation Center Project at the Thailand Science Park, through a project with the Thailand Board of Investment.
- Invested in Meticuly Company Ltd., which manufactures and services strong and high-precision bone implants designed for individual patients.
- Invested in Devakam Apothecary Hall Co., Ltd, a manufacturer and distributor of relieving-muscle-pain products under the brand name "Nammam Muay" and established DVK Healthcare Co., Ltd. to invest in the production and distribution of healthcare products under brand Neoplast™ and Neobun™.

Performance and Analysis

Business Performance Summary

<https://weblink.set.or.th/dat/news/202311/1333NWS141120231730040843E.pdf>

Key Milestones

2023: able to grow in line with the growth strategies through healthcare business by launching a variety of products into the market under brand "Neoplast" and "Neobun".

2022: investment in Devakam Apothecary Hall Co., Ltd ("Devakam") regarding the acquisition of the ordinary shares equivalent to 50% of the total shares of Devakam after capital increase. Devakam has expertise in medical and healthcare which benefit to the investment project in manufacturing and marketing the healthcare and medical supplies under trademark/brand of Neoplast™, Neobun™.

2021: Changed the shareholding and management structure of PMC Label Materials Limited (PMCT) Thailand, by moving PMC Label Materials Pte Ltd, Singapore, under the shareholding and management of PMCT.

2020: Opened a distribution center in Australia under the name, Selic Australia Pty Ltd., where SELIC has 100% shareholding of the company's listed capital, and in Malaysia under the name, PMC Label Materials Sdn Bhd. (PMCM), where SELIC holds indirect shares through a PMCL subsidiary, in order to support the market expansion of SELIC and its subsidiary companies.

2019: Acquired and received controlling authority of PMC Label Materials Limited (PMCT) Thailand and PMC Label Materials Pte Ltd, Singapore.

Risk Management Policy

The company recognizes the importance of sustainable risk management, as this ensures that the company is able to meet our objectives and targets, build trust among stakeholders, and minimize any potential future losses. The company has established a risk management policy that focuses on managing risks across all business activities, and strives to embed risk management as part of our organizational culture. The company regularly reviews risks related to all aspects of business operations, and analyzes internal and external risk factors that could impact the business. Through this approach, the company is able to respond to any risks that might occur and identify approaches to manage and minimize all categories of risk, to ensure that such risks fall within manageable and acceptable levels.

Recent Awards and Recognitions

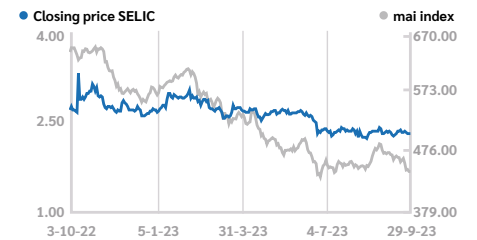
- List of Prime Minister's Export Award 2023 (Best Thai Brand)
- List of ESG Emerging 2023 from Thaipat Institute for the third consecutively year
- List of SET ESG Ratings A 2023 from the Stock Exchange of Thailand
- SET Awards 2022: Commended Sustainability Awards from the Stock Exchange of Thailand
- CAC Change Agent Award 2022 from Thai CAC
- Sustainability Disclosure Recognition 2022 from Thaipat Institute

Revenue Structure



Stock Information

mai / INDUS



as of 29/09/23	SELIC	INDUS	mai
P/E (X)	38.78	54.53	109.70
P/BV (X)	1.49	1.37	2.40
Dividend yield (%)	0.91	3.00	1.47
	29/09/23	30/12/22	30/12/21
Market Cap (MB)	1,441.90	1,691.07	1,465.59
Price (B/Share)	2.36	2.86	3.20
P/E (X)	38.78	36.30	15.75
P/BV (X)	1.49	1.77	2.23

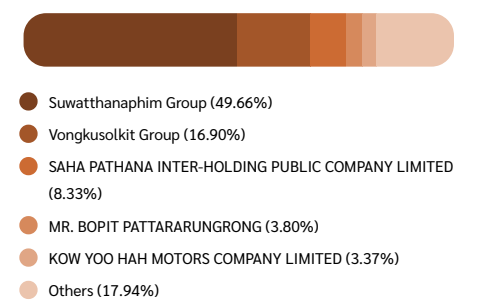
CG Report:



Company Rating: SET ESG Ratings A

Major Shareholders

as of 30/09/2023



Company Information and Contact

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- Other Trading Info. : https://www.settrade.com/C04_01_stock_quote_p1.jsp?txtSymbol=SELIC

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