



SELIC Q3/2022 OPPORTUNITY DAY

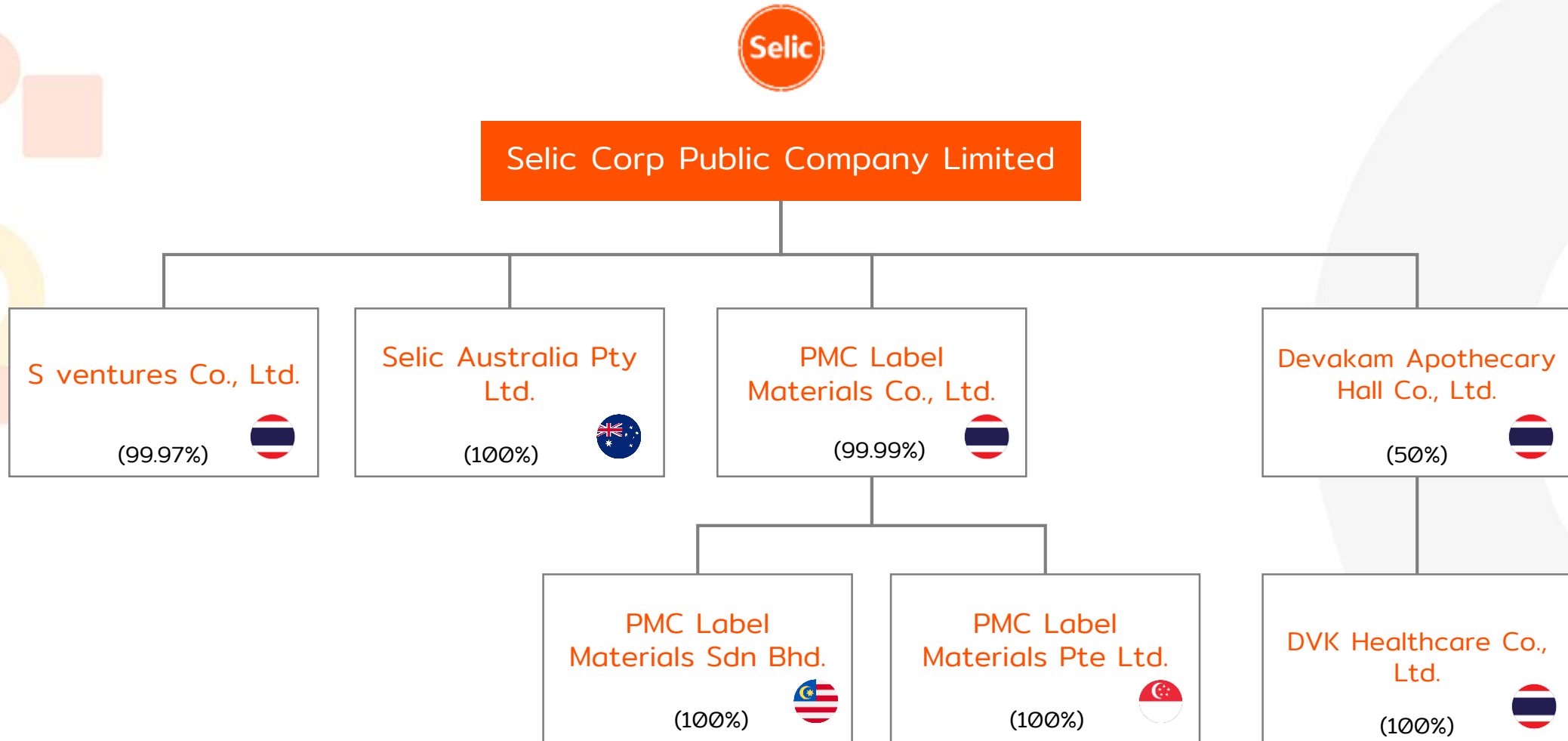
December 7th 2022



| COMPANY OVERVIEW



COMPANY STRUCTURE



GOVERNANCE & SUSTAINABILITY DEVELOPMENT



ผลการประเมิน CGR CHECKLIST ปี 2565
โครงการสำรวจการกำกับดูแลกิจการบริษัทจดทะเบียนไทย
Corporate Governance Report of Thai Listed Companies

ได้ 94 คะแนน ระดับดีเลิศ (Excellent)



โครงการการประเมินคุณภาพการจัดประชุมสามัญผู้ถือหุ้นประจำปี 2565

ได้คะแนน AGM CHECKLIST 100 เต็ม 100 คะแนน



รางวัล CAC Change Agent Award ประจำปี 2565
จากแนวร่วมต่อต้านคอร์รัปชันของภาคเอกชนไทย (Thai Private Sector
Collective Action Against Corruption – CAC)



ประกาศเกียรติคุณ Sustainability Disclosure
Recognition
สถาบันไทยพัฒน์



หลักทรัพย์จดทะเบียนที่น่าลงทุนในกลุ่ม ESG
Emerging ปี 2565 เป็นปีที่ 2
สถาบันไทยพัฒน์



ได้รับการคัดเลือกเข้าสู่รายชื่อหุ้นยั่งยืน หรือ
Thailand Sustainability Investment ปี 2565
ตลาดหลักทรัพย์แห่งประเทศไทย



รางวัลเกียรติยศแห่งความสำเร็จ SET Awards
2022: Commended Sustainability Awards
ตลาดหลักทรัพย์แห่งประเทศไทย

BUSINESS OVERVIEW

ADHESIVE
BUSINESS

SELF-ADHESIVE
LABEL BUSINESS

HEALTHCARE
BUSINESS

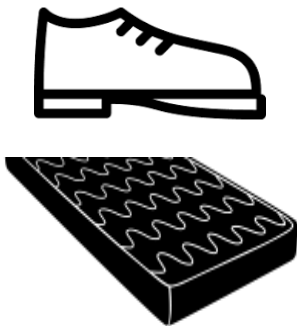
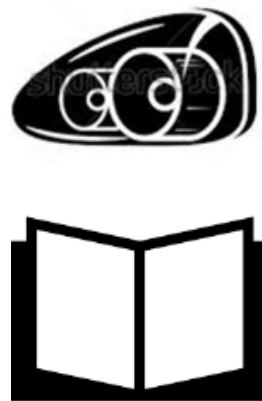
Innovation
นวัตกรรม

ผลักดันกระบวนการคิดแบบ
innovative thinking และส่งเสริม
เพื่อให้เป็นองค์กรนวัตกรรม

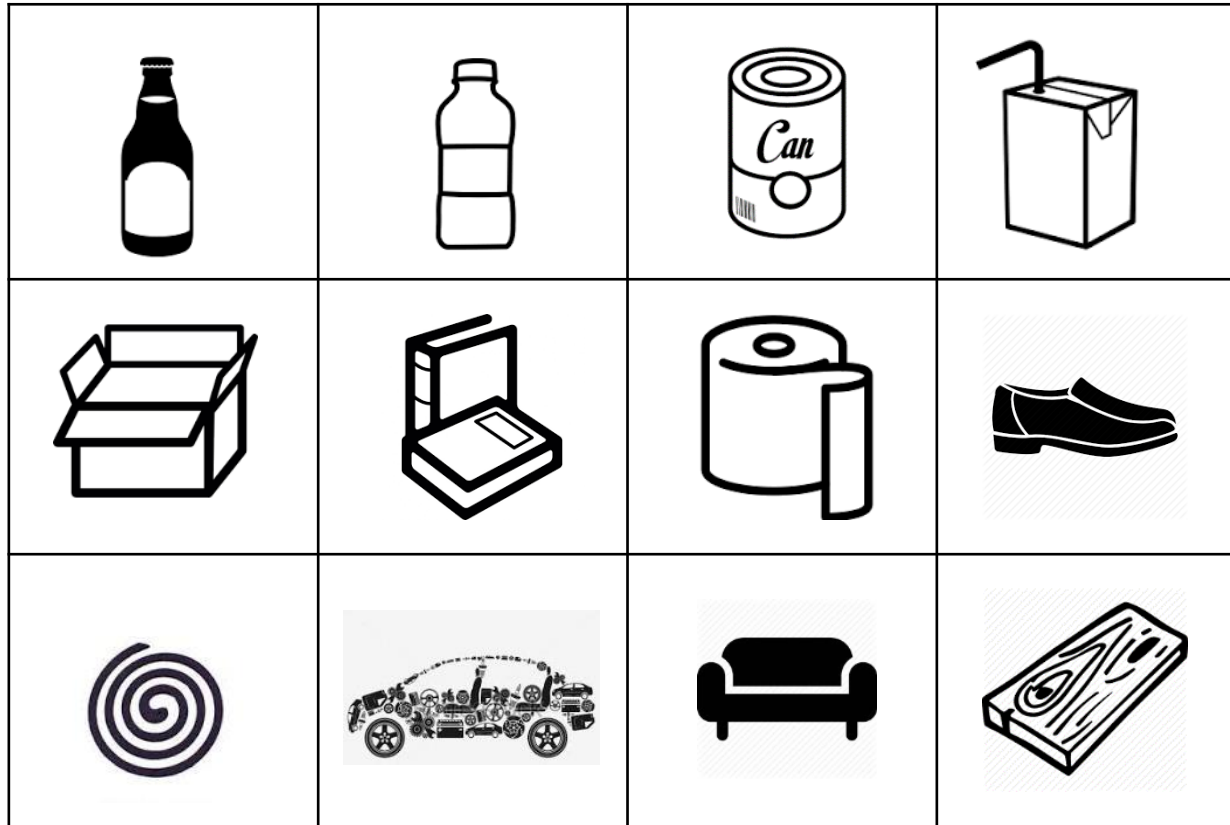
Heart of Customer
อยู่ในหัวใจของลูกค้า

การบริการและแนวทางในการบริหาร
ความสัมพันธ์กับลูกค้าใช้หลักการ customer
centric เพื่อตอบโจทย์ทางธุรกิจของลูกค้า

OUR ADHESIVE TECHNOLOGIES AND PRODUCTS

Solvent Based	Water Based	Hotmelt	Hotmelt PUR
เป็นกาวย่อยอยู่ในสถานะของเหลว ใช้ตัวทำละลายประเภท Solvent ในกลุ่มของน้ำมัน หรือทินเนอร์เป็นตัวทำละลาย	เป็นผลิตภัณฑ์กาวยสังเคราะห์และใช้น้ำเป็นตัวละลาย ทำให้กาวยมีสภาพเป็นของเหลว ใช้งานง่าย	มีคุณลักษณะเป็นของแข็ง ใช้งานผ่านความร้อนเพื่อให้กาวยละลายกลายเป็นของเหลวเมื่อเนื้อกาวยเย็นลง 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



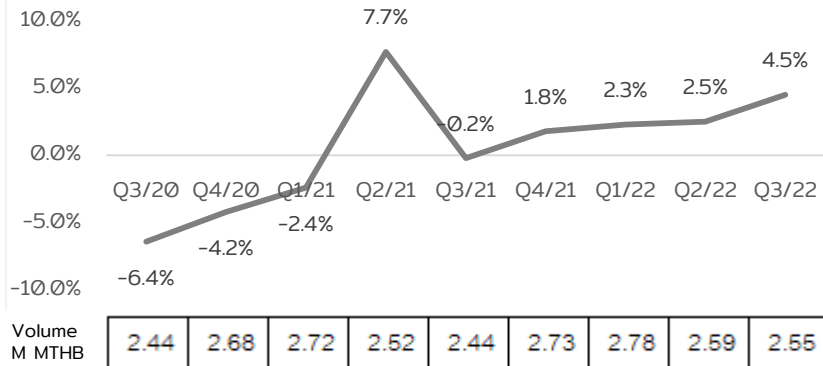
REVENUE

Q3/22 revenue recorded at 405.7 million with 3.9% growth compared to previous quarter and 18.8% growth compared to the same period of previous year. Revenue recognition of the healthcare business segment began in September 2022

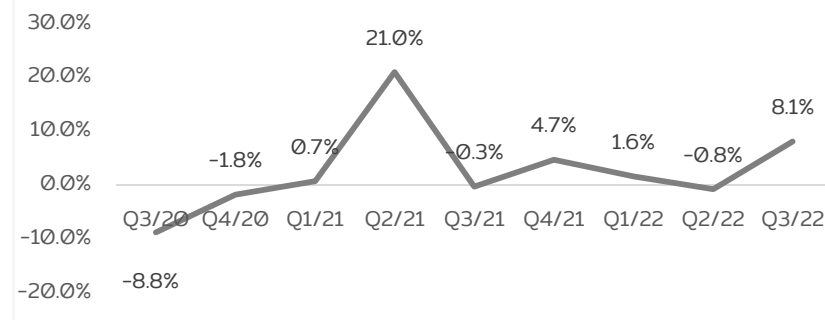


RELATED ECONOMY KEY INDICATORS

Overall Thailand GDP% (YoY)



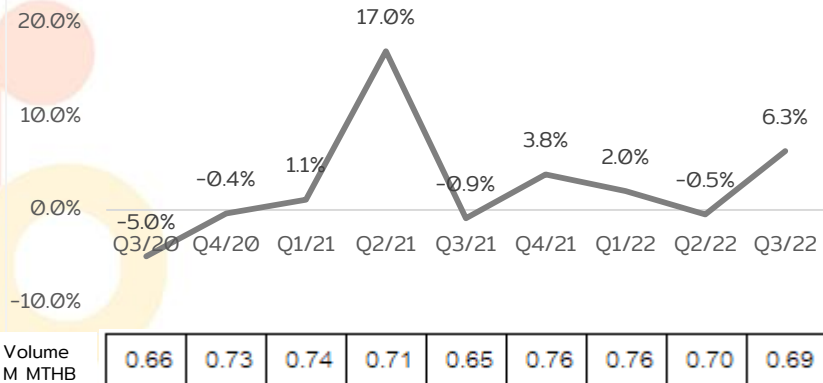
Manufacturing Production Index% (YoY)



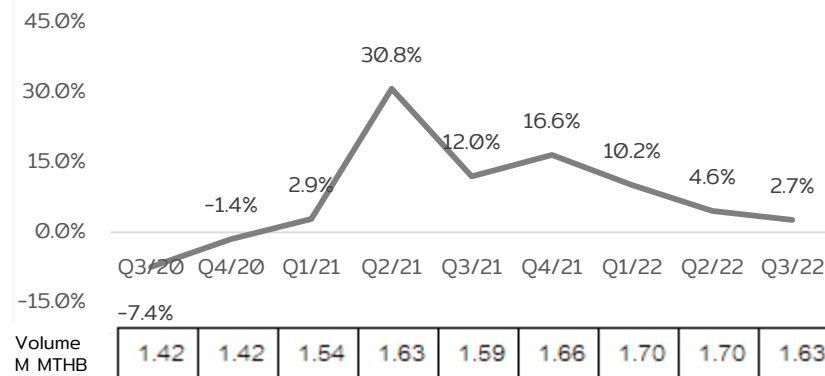
Overall Thailand GDP increased by 4.5% (YoY) due to ease of the COVID-19 restrictions and the improvement of Russia-Ukraine conflict.

Indicators that related to Selic's sales such as MPI, manufacturing GDP, and export of goods GDP did show positive sign YoY (vs Q3/2021) but drop QoQ (vs Q2/2022). Selic's sales perform trend did align with these key indicators trend.

Manufacturing GDP% (YoY)



Export of Goods GDP% (YoY)



Source: "Gross Domestic Product: Q3/2022 Report" Office of the National Economic and Social Development Council

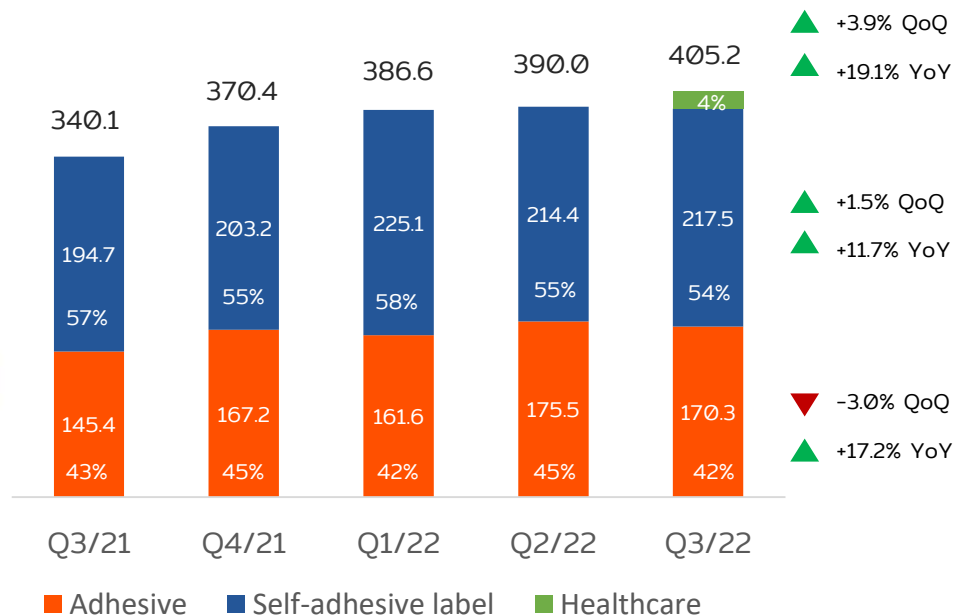
SALES BY SEGMENT and MARKET DESTINATION

Sales recorded at 405.2 million with 3.9% growth compared to previous quarter and 19.1% growth compared to the same period of previous year.

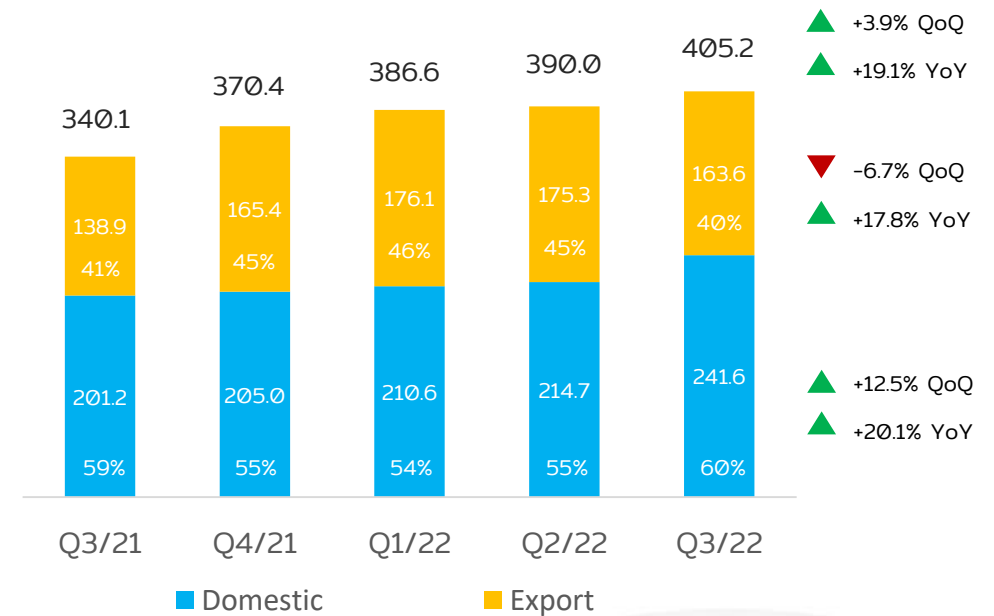
Sales of self-adhesive label segment increased from domestic market while sales of adhesive segment decreased from domestic market. Together with consolidating of healthcare sales in September 2022, a significant growth for domestic sales while facing demand drop from oversea.

Sales by Segment

Unit: Million Baht



Sales by Market Destination



COST OF SALES AND GROSS PROFIT

Q3/22 gross profit amount recorded at 96.7 million increased 11.6% and 21.3% compared to previous quarter and the same period of previous year respectively together with better GP% from all segments

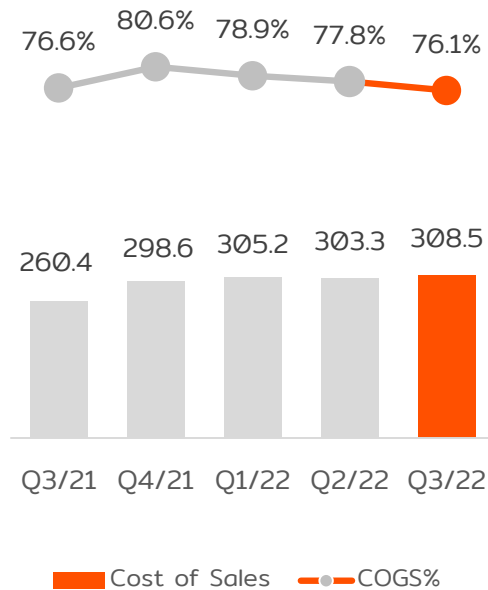
Q3/22 Crude Oil Price: 80 – 100 USD/bbl



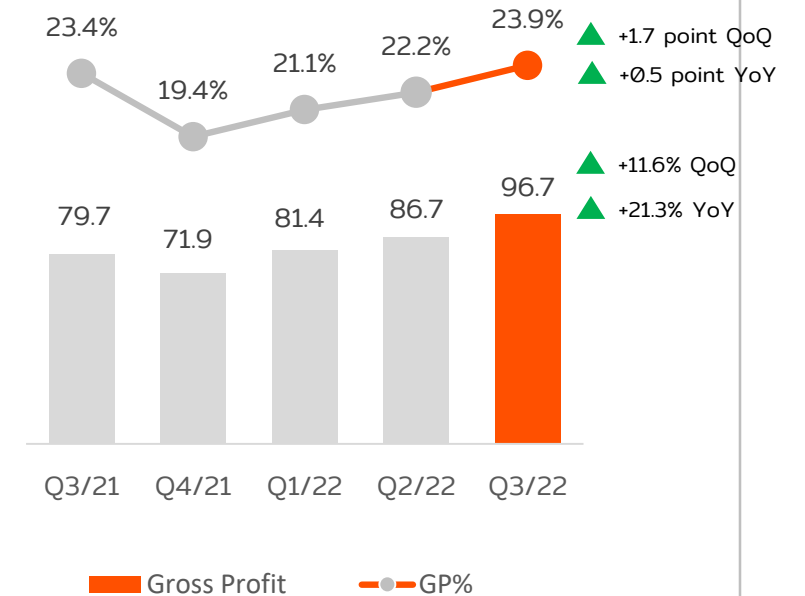
Source: <https://tradingeconomics.com/commodity/crude-oil>

Unit: Million Baht

Cost of Sales



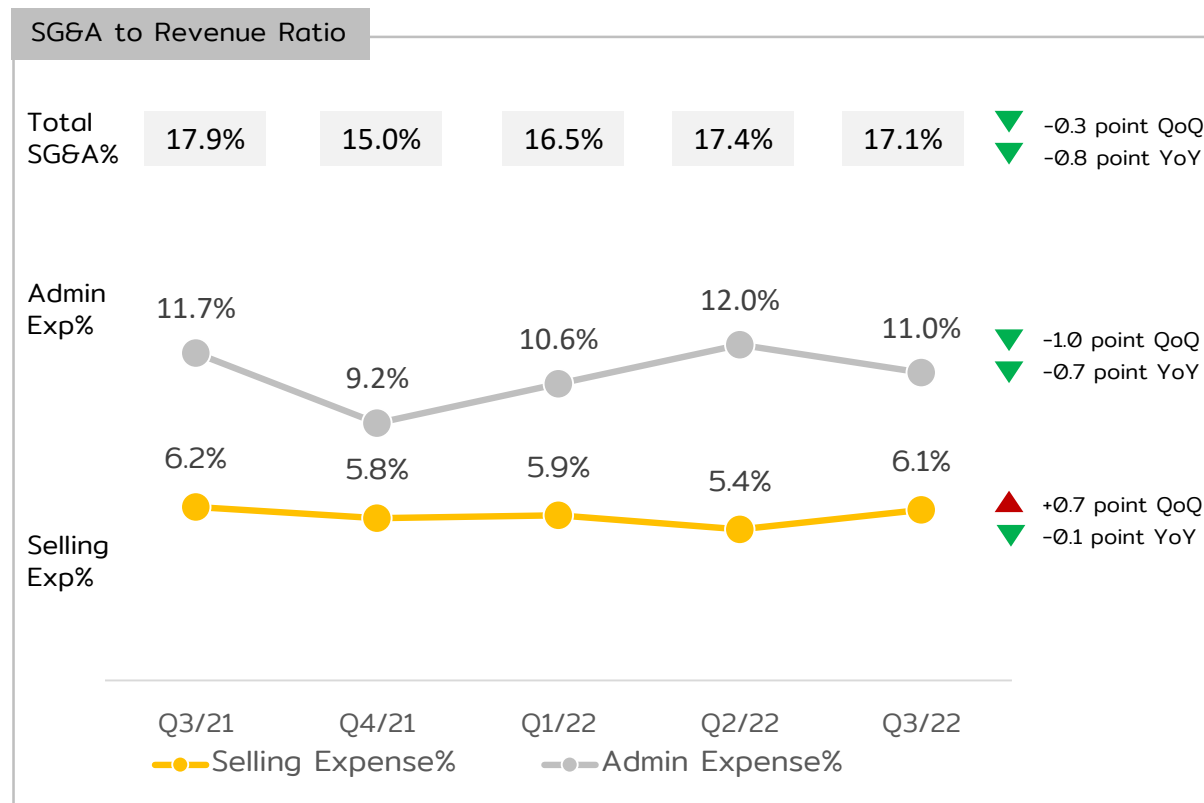
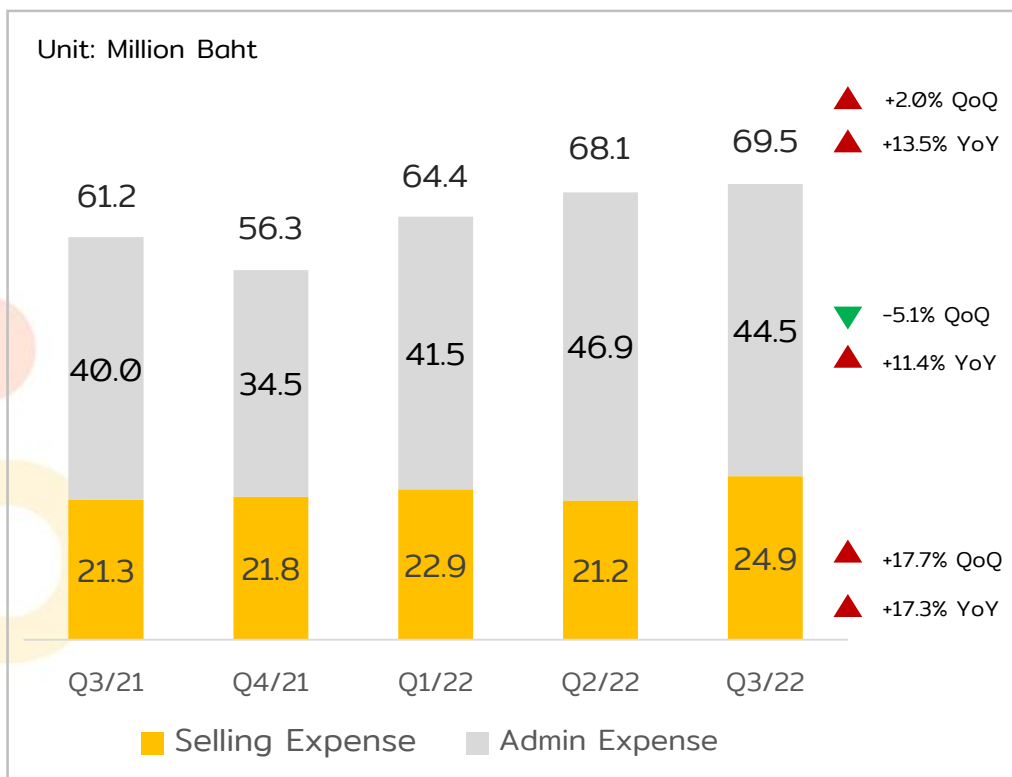
Gross Profit



SG&A

Q3/22 SG&A increased by 1.3 million (2.0% QoQ) and 8.3 million (13.5% YoY) with 17.1% SG&A to revenue ratio

- Admin expense decreased by 2.4 million (-5.1% QoQ) but increased 4.6 million (11.4% YoY) due to consolidate spending of healthcare business segment together with IPO preparation of subsidiary entity, can control admin expense to revenue ratio at 11.0%.
- selling expense increased 3.8 million (17.7% QoQ) and 3.7 million (17.3% YoY) due to began consolidating spending of healthcare business segment (B2C)

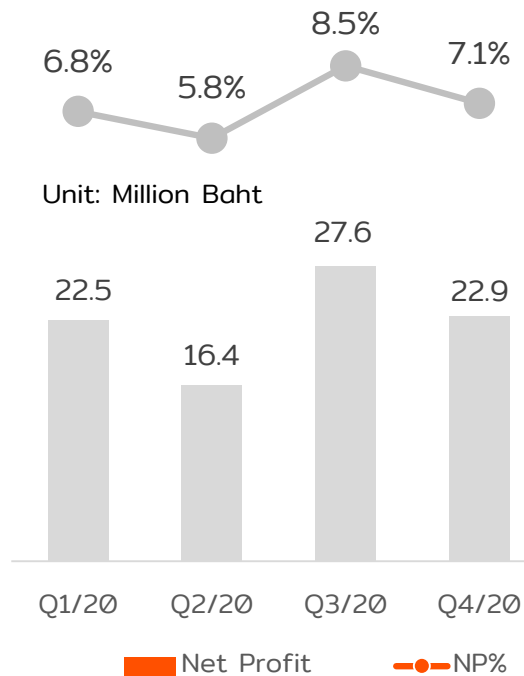


Remark: reclassified reporting between selling expenses and administrative expenses to align with accounting standards and definitions of the department of business

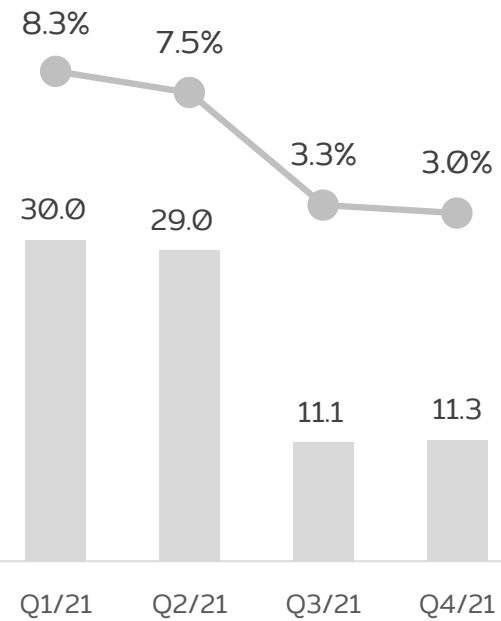
PROFITABILITY

Q3/22 net profit was 14.1 million increased by 4.1 million with net profit ratio at 3.5%

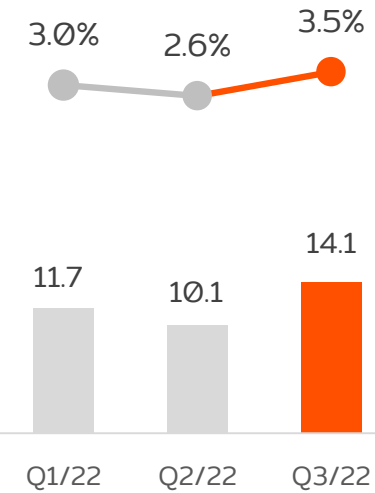
2020 by Quarter



2021 by Quarter



2022 by Quarter



9 MONTH : FY2022

CONSOLIDATED FINANCIAL RESULTS – 9M/2022

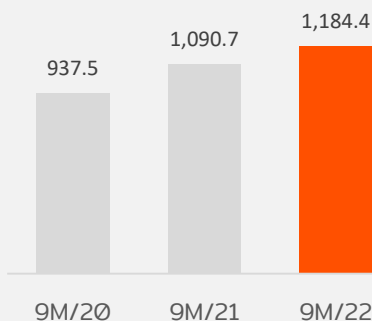
Unit : Million Baht

Total Revenue

1,184.4

+8.6%

vs previous year

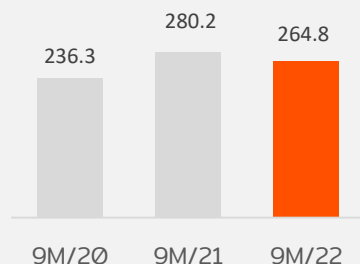


Gross Profit

264.8

-5.5%

vs previous year



Gross Profit Margin

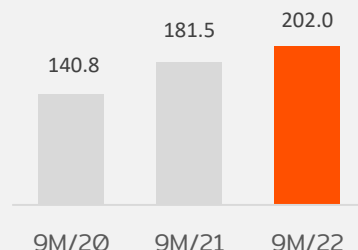
22.4%

SG&A

202.0

+11.3%

vs previous year

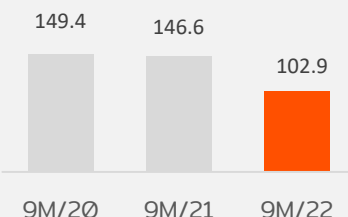


EBITDA

102.9

-29.8%

vs previous year

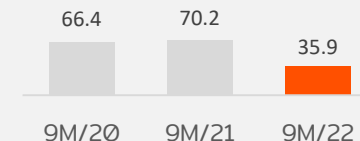


Net Profit

35.9

-48.8%

vs previous year



Net Profit Margin

3.0%

| SEGMENT PERFORMANCE

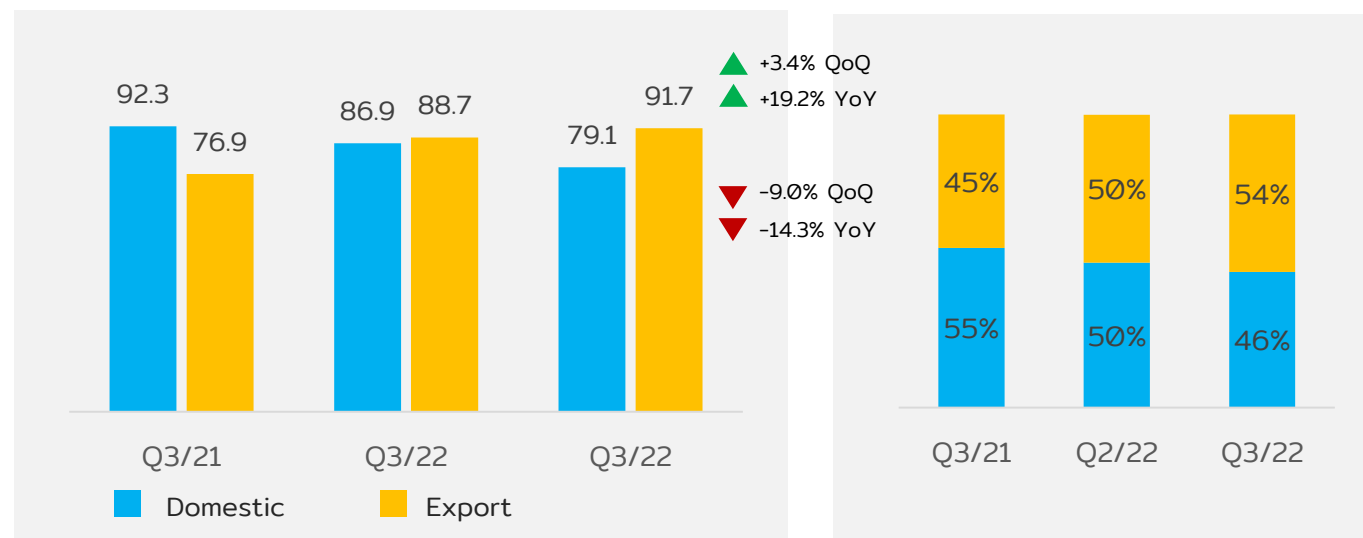


REVENUE & SALES

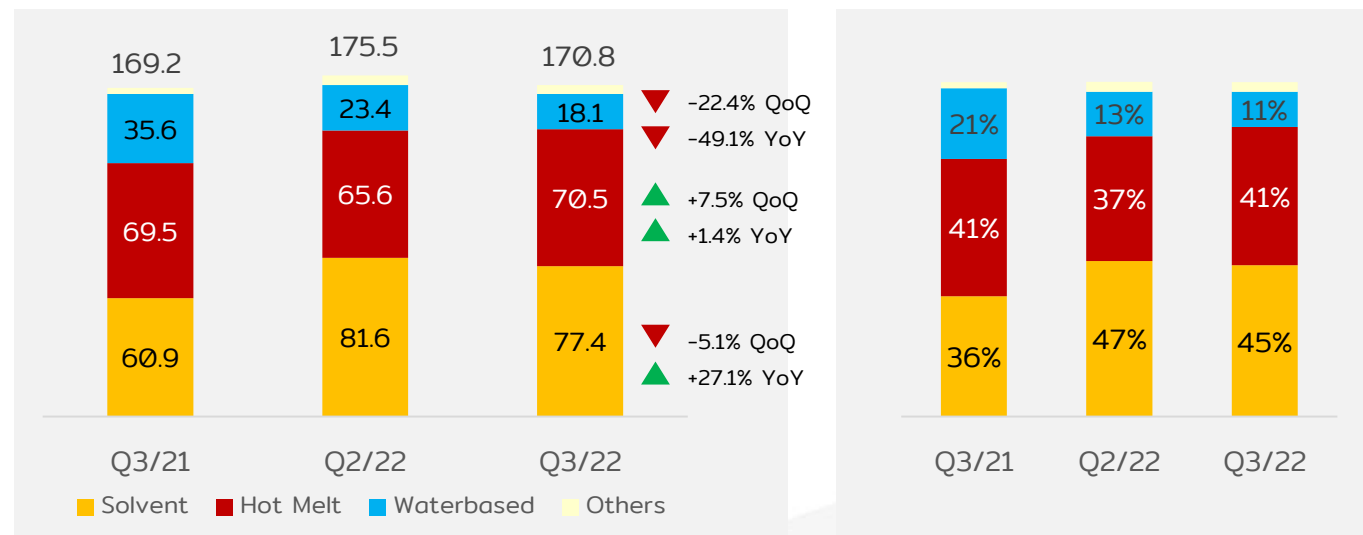
Q3/22 sales recorded at 170.8 million declined 2.7% from previous quarter but increased 0.9% from the same period of previous year. YTD incremental sales (excl interco) was mainly from solvent and waterbased sales of both domestic and export

Domestic sales declined 9.0% QoQ and 14.3% YoY while export sales had good growth at 3.4% QoQ and 19.2% YoY

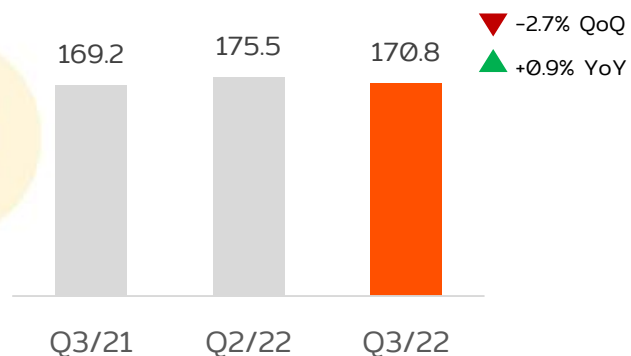
By market destination



By product technology



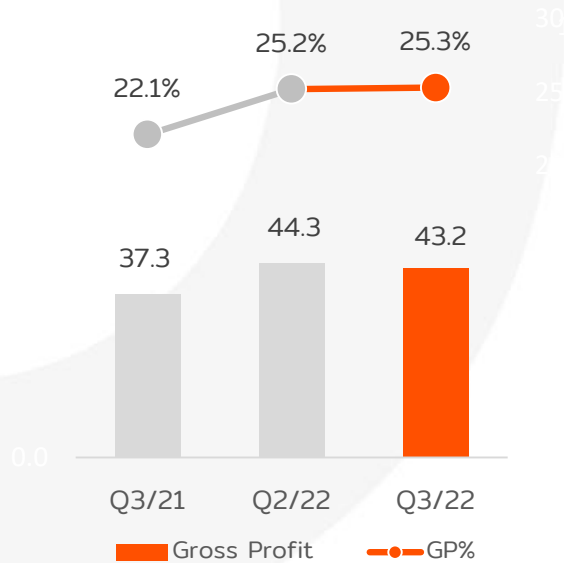
Unit: Million Baht



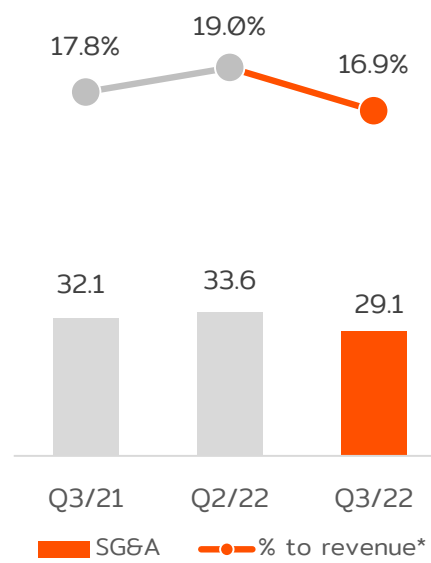
FINANCIAL RESULTS

- Gross Profit decreased 1.1 million or -2.5% from previous quarter with better GP% at 25.3%
- SGA decreased 1.5 million or -13.5% from previous quarter with better SGA ratio at 16.9%
- EBITDA increased 2.7 million or 15.9% growth from previous quarter with better EBITDA ratio at 11.4%
- Net Profit increased 2.7 million or 35.2% growth from previous quarter with better net profit ratio at 6.1%

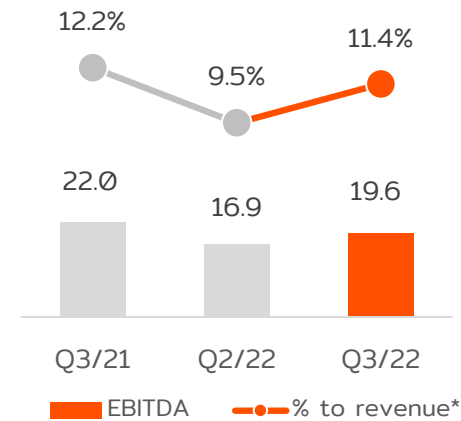
Gross Profit



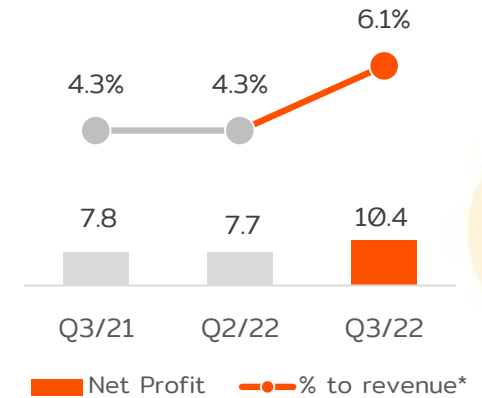
SG&A



EBITDA



Net Profit



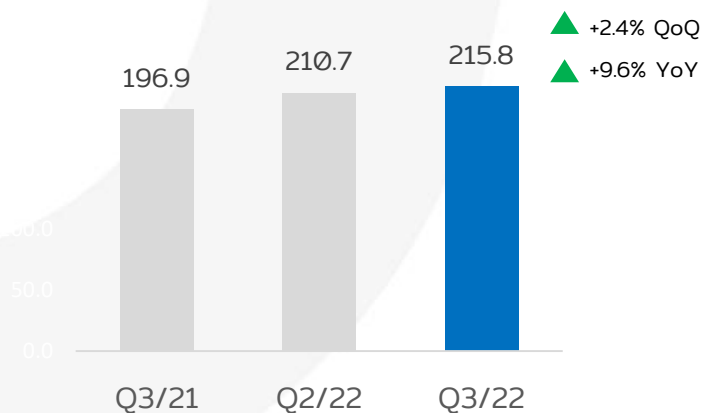
*exclusive of inter company dividend and extra

REVENUE & SALES

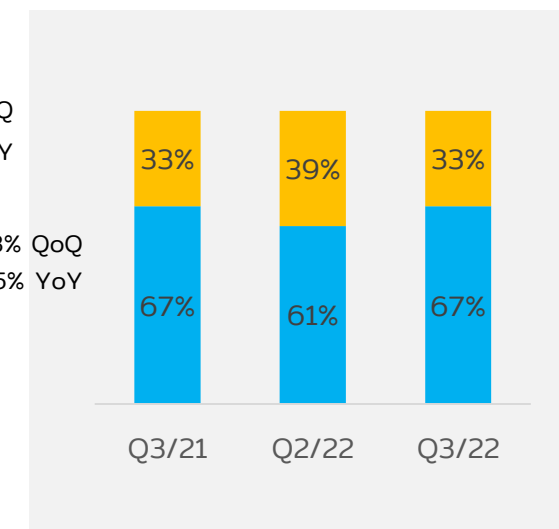
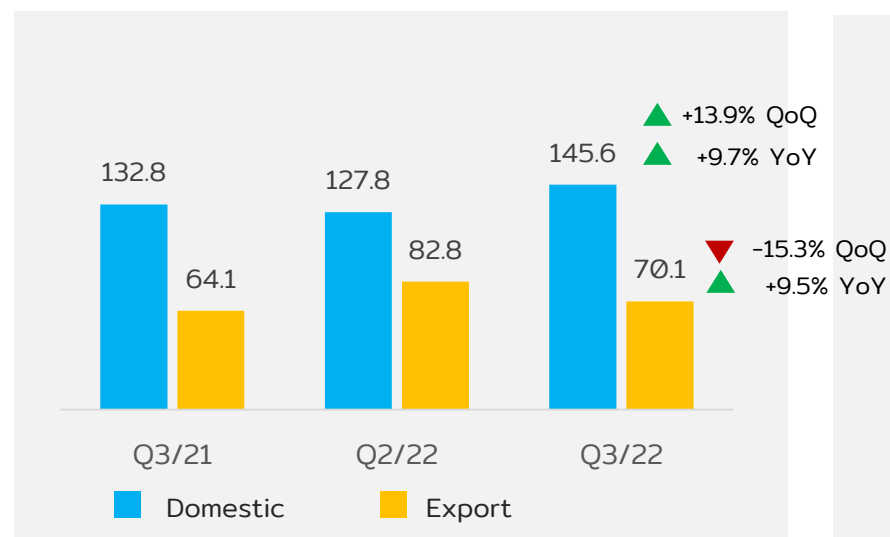
Q3/22 sales recorded at 215.8 million increased 2.4% QoQ and 9.6% YoY mainly from film product sales of domestic

Export sales declined at 15.3% QoQ while domestic sales gradually with good rebound quarter by quarter

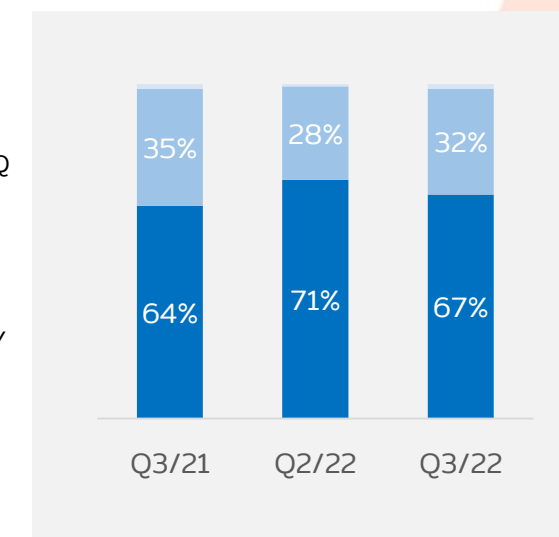
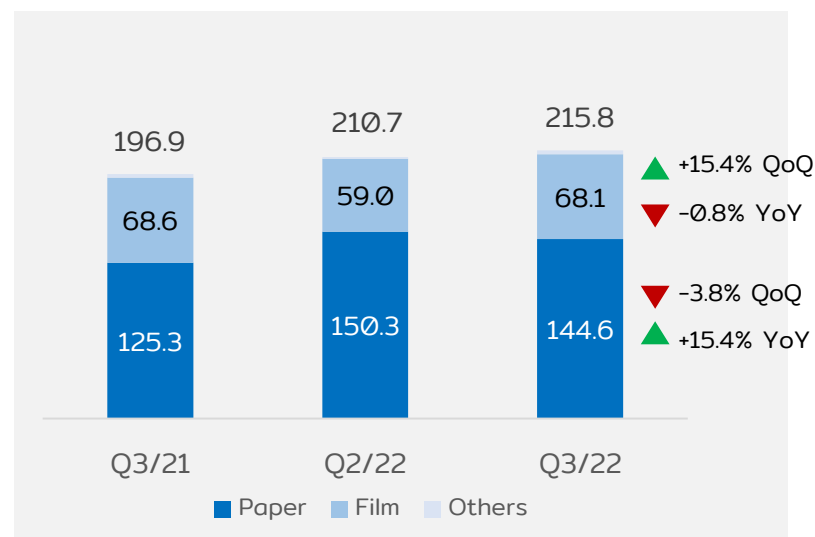
Unit: Million Baht



By market destination



By product technology

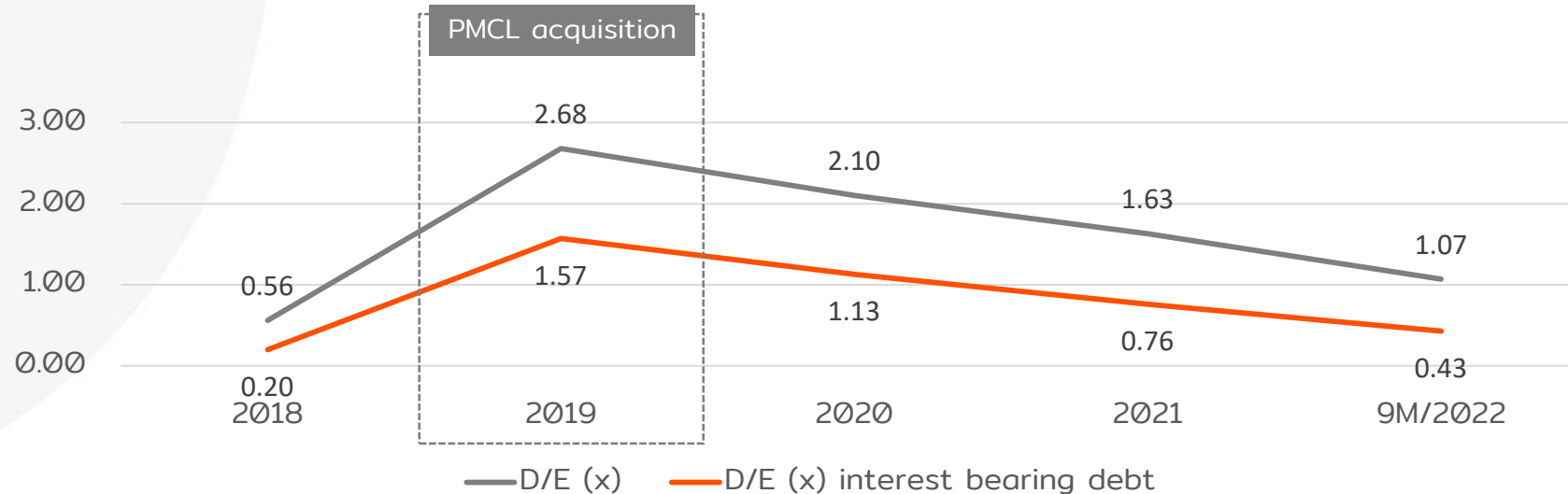


LEVERAGE RATIO

PMCL acquisition

Devakam acquisition

Ratio	2018	2019	2020	2021	9M/2022
Total Debt (MB)	195	1,161	1,097	1,089	1,317
Total Equity (MB)	349	432	522	668	1,234
Interest-bearing Debt (MB)	69	681	592	507	526
D/E (x)	0.56	2.68	2.10	1.63	1.07
D/E (x) interest bearing debt	0.20	1.57	1.13	0.76	0.43



KEY TAKEAWAYS

- Total revenue increased with growth of 8.6% YTD
- Sales increased with growth of 9.0% YTD

All segments with positive sales growth and began to consolidate healthcare business segment

Gross profit margin increased by 1.7 point QoQ to 23.9%.

Net Profit increased to 14.1 million with better net profit ratio at 3.5%

Better GP% in all segments with smaller GP gap from previous year
Higher administrative expense for additional revenue and profit from new business expansion (healthcare) in the long term

I

Q&A





This Presentation is not intended to provide the basis for any investment decision, nor to substitute your own analysis and investigation, and should not be considered as a recommendation to any recipient of this Presentation. Some statements made in this presentation are forward-looking statements, which are subject to various risks and uncertainties. These include statements with respect to the Company's corporate plans, strategies and beliefs and other statement that are not historical facts. These statement can be identified by the use of forward-looking terminology such as "may", "will", "expect", "intend", "estimate", "continue", "plan" or other similar words.

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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