



SELIC Q1/2022 OPPORTUNITY DAY

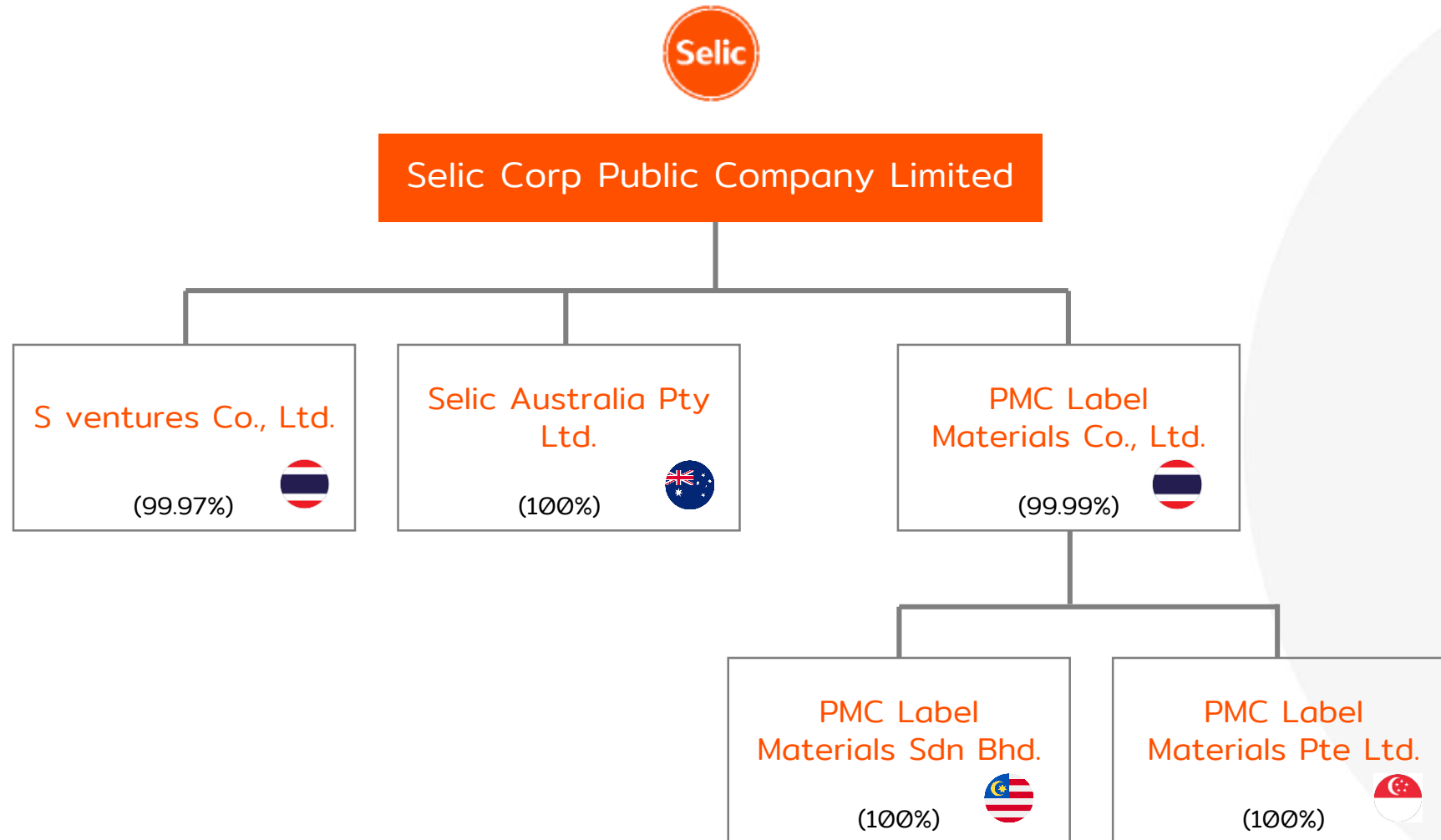
June 15th 2022



| COMPANY OVERVIEW



COMPANY STRUCTURE



GOVERNANCE & SUSTAINABILITY DEVELOPMENT



ผลการประเมิน CGR CHECKLIST ปี 2564
โครงการสำรวจการกำกับดูแลกิจการบริษัทจดทะเบียนไทย
Corporate Governance Report of Thai Listed Companies

ได้ 93 คะแนน ระดับดีเลิศ (Excellent)



โครงการการประเมินคุณภาพการจัดประชุมสามัญผู้ถือหุ้นประจำปี 2564

ได้คะแนน AGM CHECKLIST 98.5 เต็ม 100 คะแนน



เกียรติบัตรโครงการแนวร่วมปฏิบัติของภาคเอกชนไทยในการต่อต้านการทุจริต
Certificate of Membership Thailand's Private Sector Collective
Action Coalition Against Corruption (CAC)
จากโครงการแนวร่วมปฏิบัติของภาคเอกชนไทยในการต่อต้านการทุจริต



ประกาศเกียรติคุณ Sustainability Disclosure
Recognition
สถาบันไทยพัฒน์



หลักทรัพย์จดทะเบียนที่น่าลงทุนในกลุ่ม ESG
Emerging ปี 2564
สถาบันไทยพัฒน์



Asia Responsible Enterprise Awards :
Green Leadership 2021
Enterprise Asia



ได้รับการคัดเลือกเข้าสู่รายชื่อหุ้นยั่งยืน หรือ
Thailand Sustainability Investment ปี 2564
ตลาดหลักทรัพย์แห่งประเทศไทย



รางวัลเกียรติยศแห่งความสำเร็จ SET Awards
2021: Rising Star Sustainability Awards
ตลาดหลักทรัพย์แห่งประเทศไทย

BUSINESS OVERVIEW

ADHESIVE
BUSINESS

Innovation
นวัตกรรม

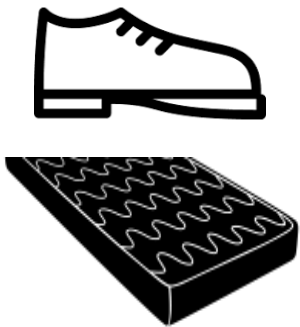
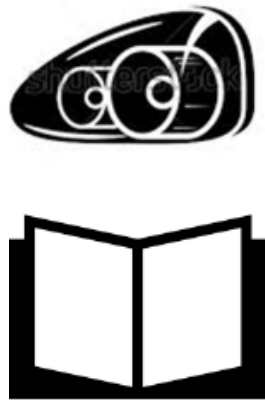
ผลักดันกระบวนการคิดแบบ
innovative thinking และส่งเสริม
เพื่อให้เป็นองค์กรนวัตกรรม

SELF-ADHESIVE
LABEL BUSINESS

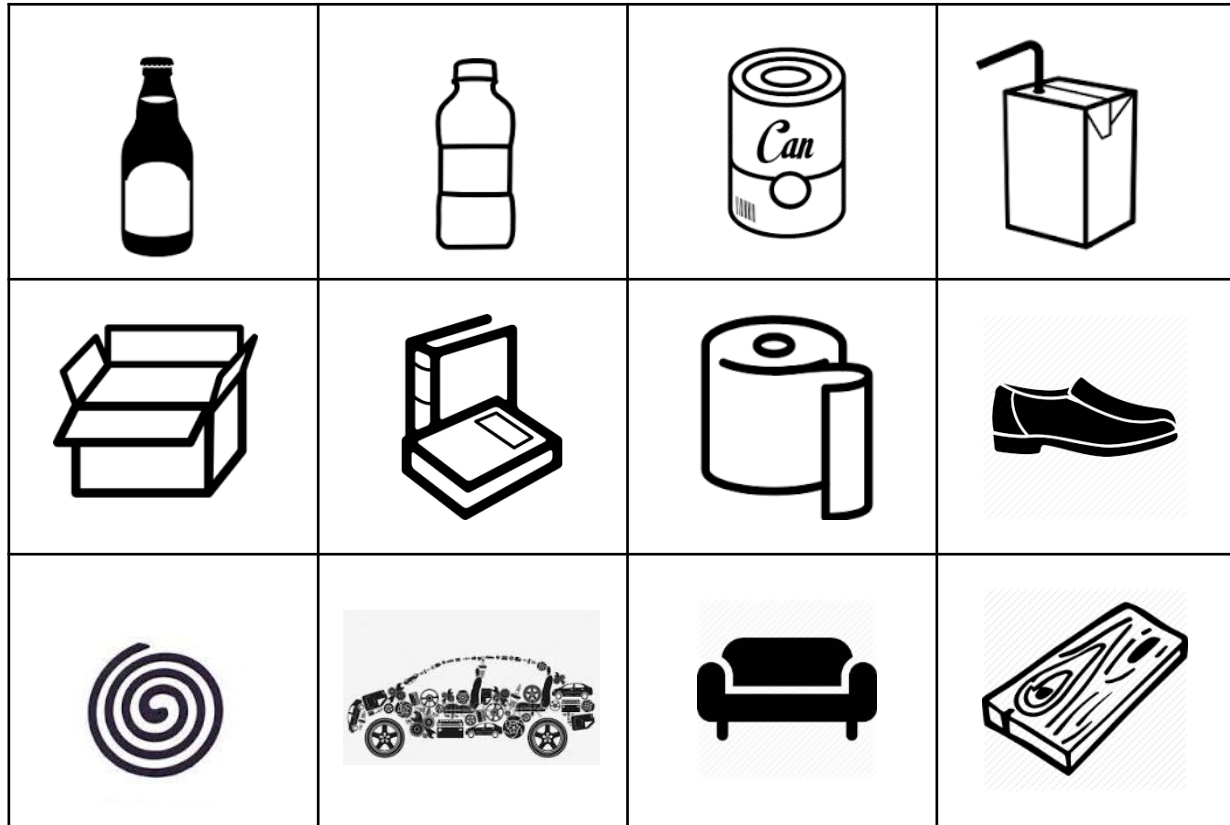
Heart of Customer
อยู่ในหัวใจของลูกค้า

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

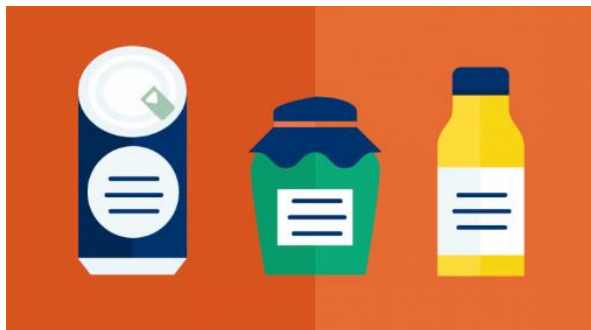


ม้วนสำเร็จรูป



แผ่นสำเร็จรูป

END MARKETS OF LABEL STOCK BUSINESS



Food & Beverage



Product ID



Advertising &
Retail



Consumer Products



Logistics and
Transportation



Industrial

| FINANCIAL PERFORMANCE



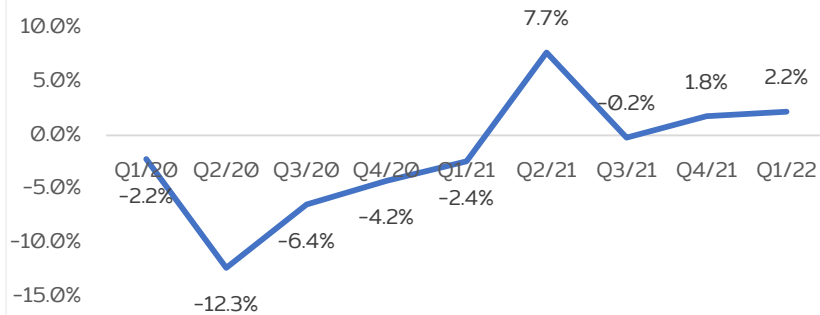
REVENUE

Q1/22 revenue reached new high at 389.7 million with 3.8% growth compared to previous quarter and 7.7% growth compared to the same period of previous year with good expansion in overseas market

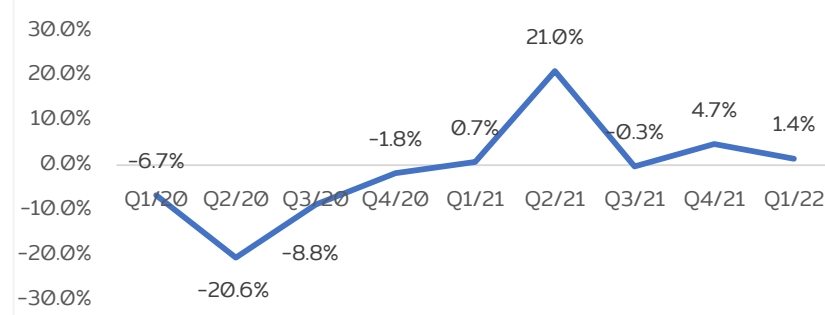


RELATED ECONOMY KEY INDICATORS

Overall Thailand GDP% (YoY)

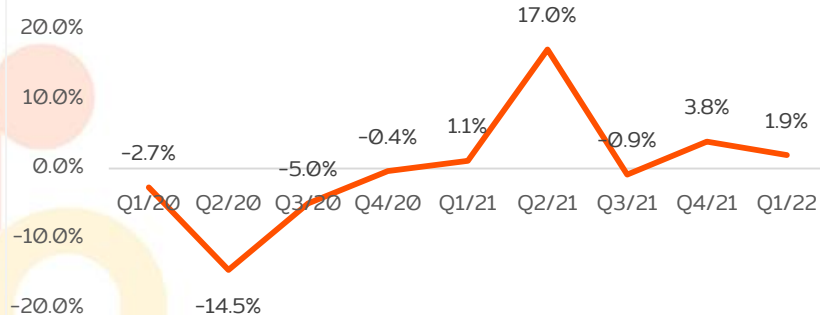


Manufacturing Production Index% (YoY)

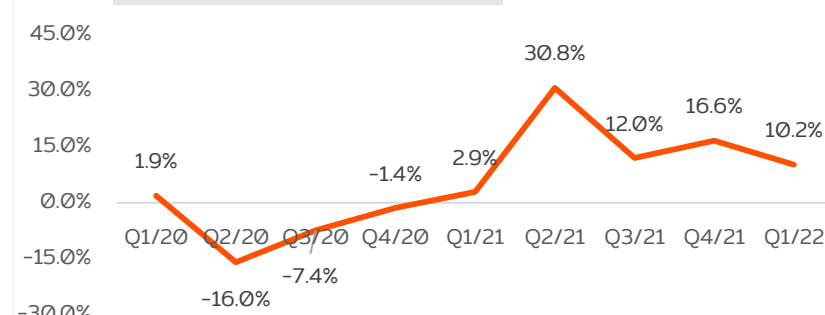


Overall Thailand GDP and MPI in Q1/22 increased by 2.2% (YoY) and 1.4% (YoY) respectively

Manufacturing GDP% (YoY)



Export of Goods GDP% (YoY)



GDP indicators that related to Selic's sales such as manufacturing and export of goods did show positive sign in Q1/22 but with declined ratio. Selic's sales perform better than these 2 indicators

Source: "Gross Domestic Product: Q1/2022 Report" Office of the National Economic and Social Development Council

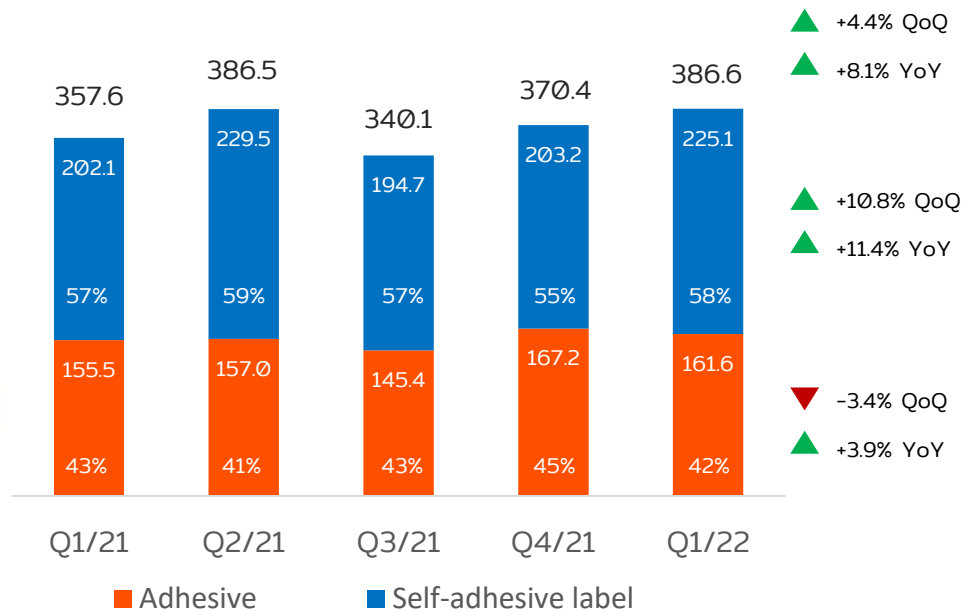
SALES BY SEGMENT and MARKET DESTINATION

Sales recorded new high at 386.6 million with 4.4% growth compared to previous quarter and 8.1% growth compared to the same period of previous year driven by both self-adhesive label and adhesive especially from overseas market.

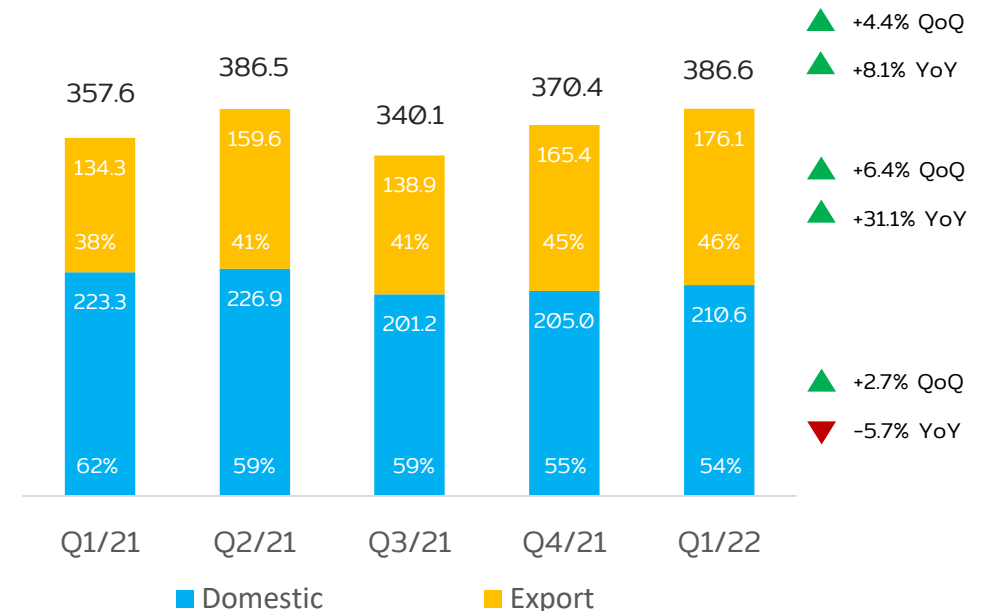
Sales of Self-adhesive label segment shoot up in Q1/22 especially in overseas market while there is no significant change in adhesive sales

Sales by Segment

Unit: Million Baht



Sales by Market Destination



COST OF SALES AND GROSS PROFIT

Q1/22 gross profit amount recorded at 81.4 million increased 13.3% compared to previous quarter as a result of higher sales and better GP% from internal cost management while raw material cost in a market kept increasing due to oil price rock up from conflict of Russia and Ukraine.

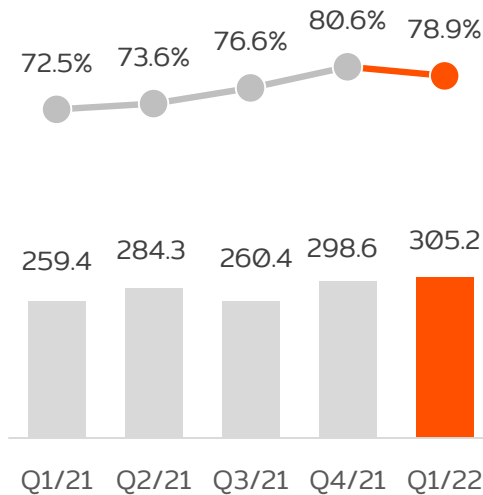
Crude Oil Price: price increased more than 50% Q1/22



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

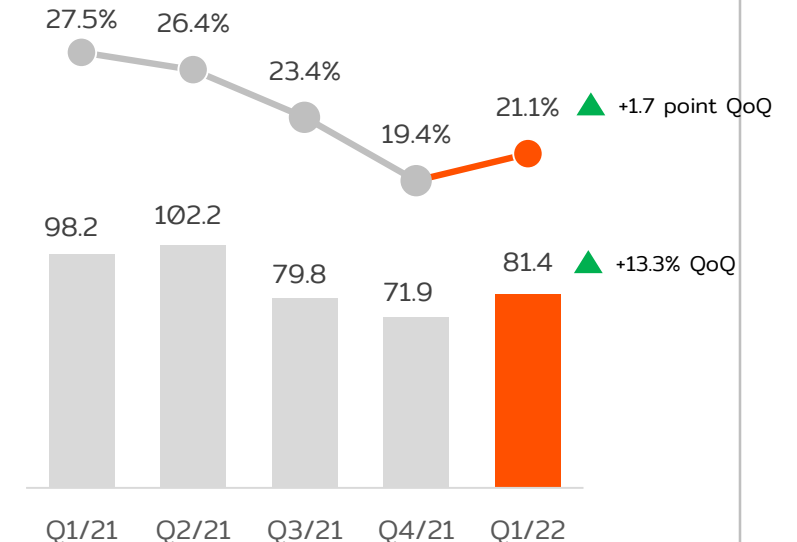
Unit: Million Baht

Cost of Sales



Cost of Sales COGS%

Gross Profit

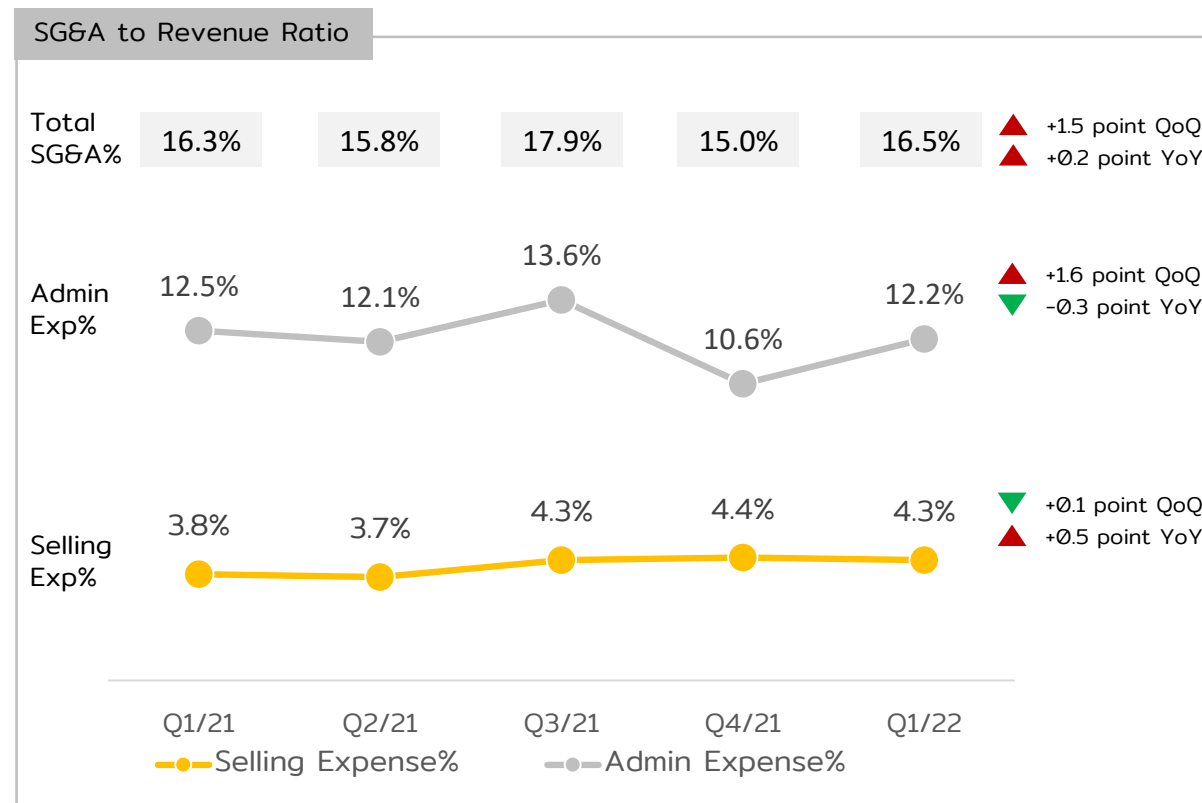
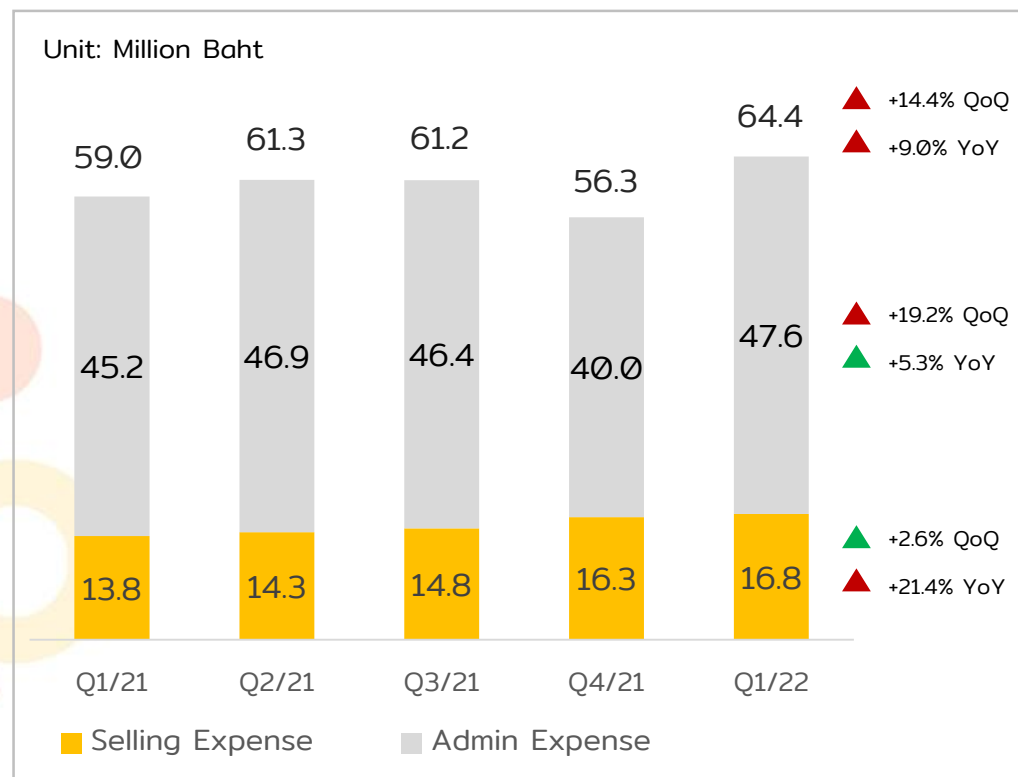


Gross Profit GP%

SG&A

Q1/22 SG&A increased by 5.3 million (9.0% YoY) or 8.1 million (14.4% QoQ) with 16.5% SG&A to revenue ratio

- Admin expense increased 2.4 million (5.3% YoY) mainly from new product development and IPO preparation of subsidiary entity. Admin expense to revenue ratio kept at 12.2%.
- selling expense increased 3.0 million (21.4% YoY) due to upsurge of freight cost therefore selling expense to revenue ratio went up to 4.3%



PROFITABILITY

Net profit is 11.7 million increased by 0.3 million or 3.3%



3 MONTH : Q1/2022

CONSOLIDATED FINANCIAL RESULTS – Q1/2022

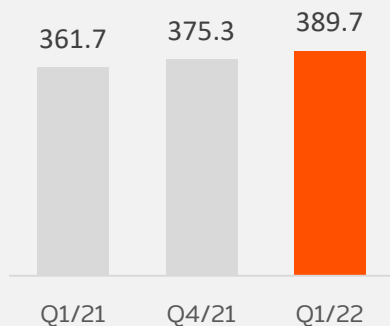
Unit : Million Baht

Total Revenue

389.7

+7.7%

vs previous year

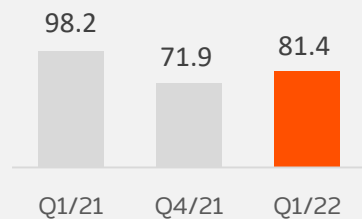


Gross Profit

81.4

-17.1%

vs previous year



Gross Profit Margin

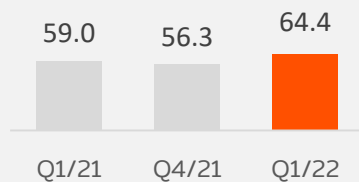
21.1%

SG&A

64.4

+9.0%

vs previous year

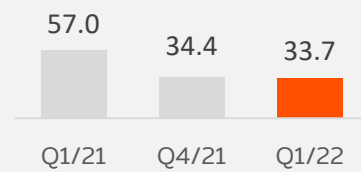


EBITDA

33.7

-41.0%

vs previous year

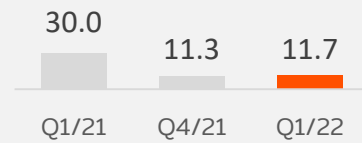


Net Profit

11.7

-61.0%

vs previous year



Net Profit Margin

3.0%

| SEGMENT PERFORMANCE

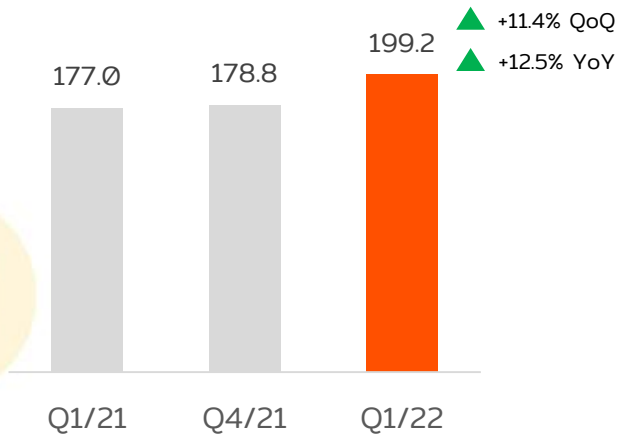


REVENUE & SALES

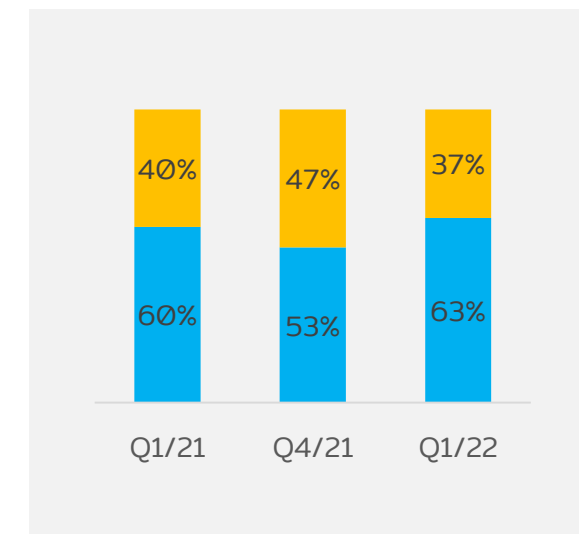
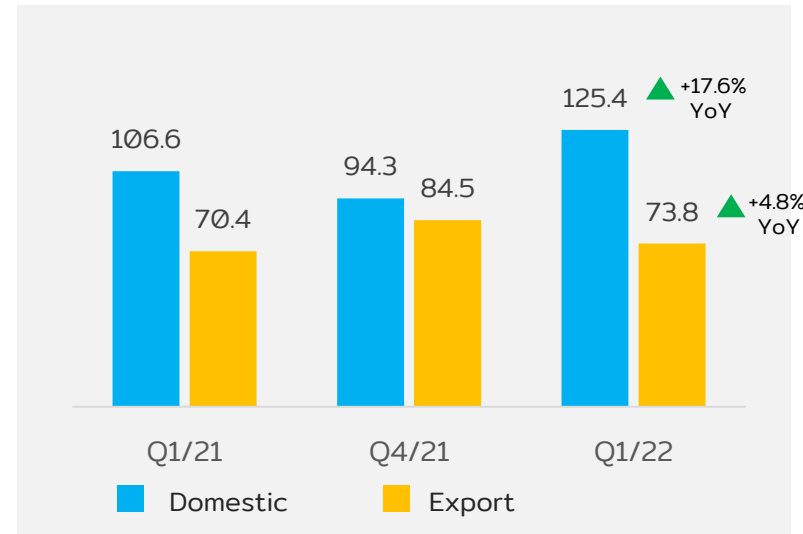
Q1/22 sales reached at 199.2 million with 12.5% growth from the same period of previous year.

Domestic had strong growth from bulk inter company sales at 17.6% while export sales had moderate growth at 4.8%

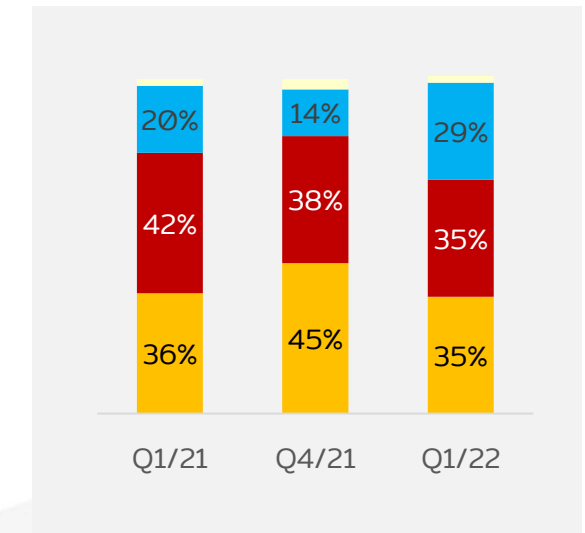
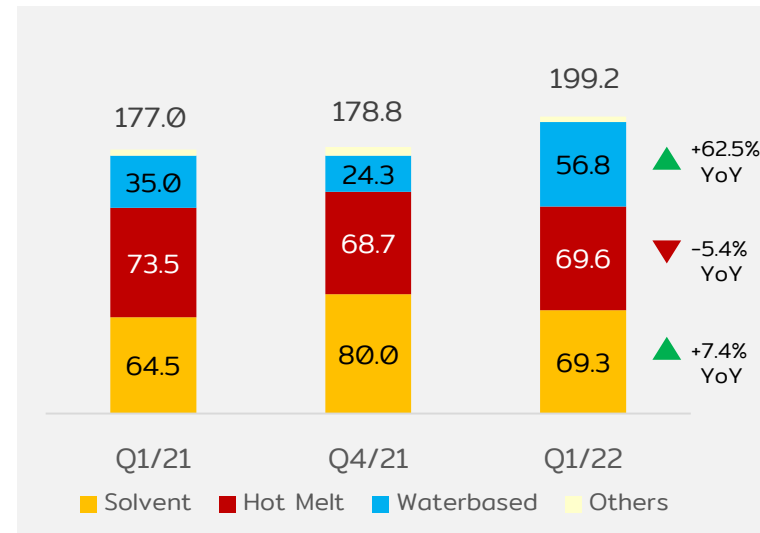
Unit: Million Baht



By market destination



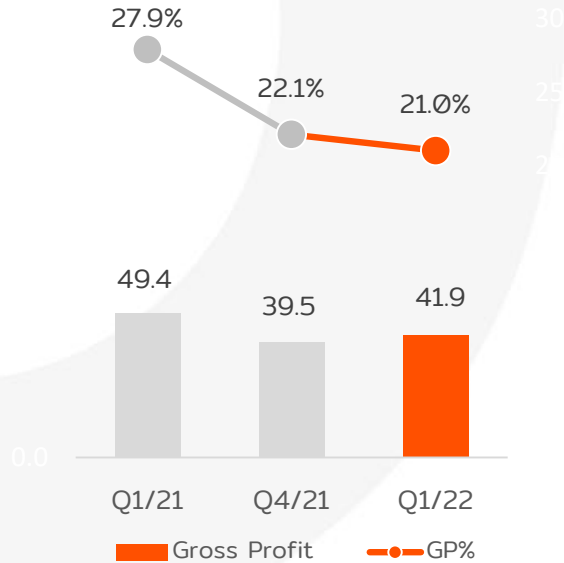
By product technology



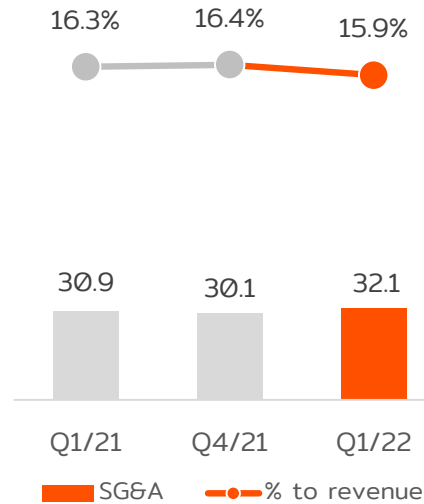
FINANCIAL RESULTS

- Gross Profit increased 2.4 million with 6.0% growth from previous quarter
- EBITDA decreased 2.0 million or -10.6% from previous quarter
- Net Profit increased 0.2 million or 2.5% growth from previous quarter

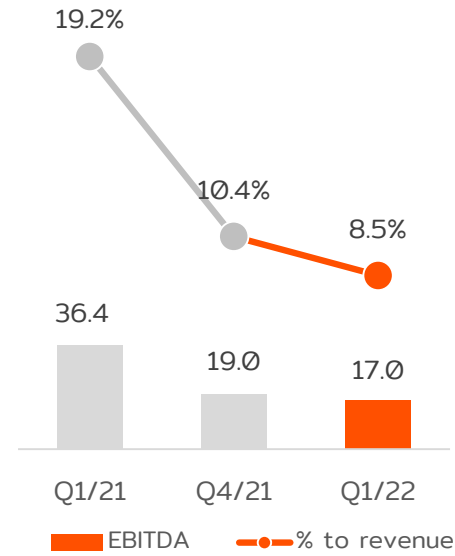
Gross Profit



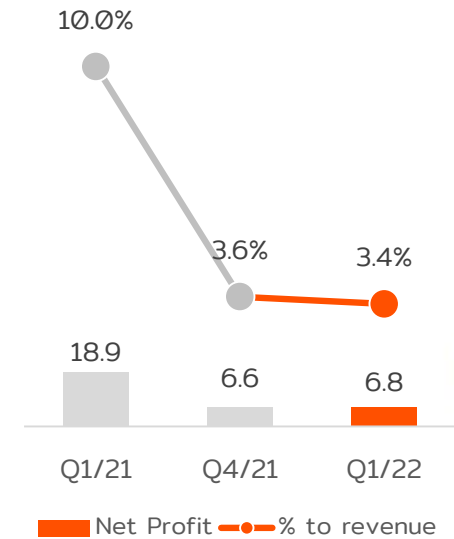
SG&A



EBITDA



Net Profit



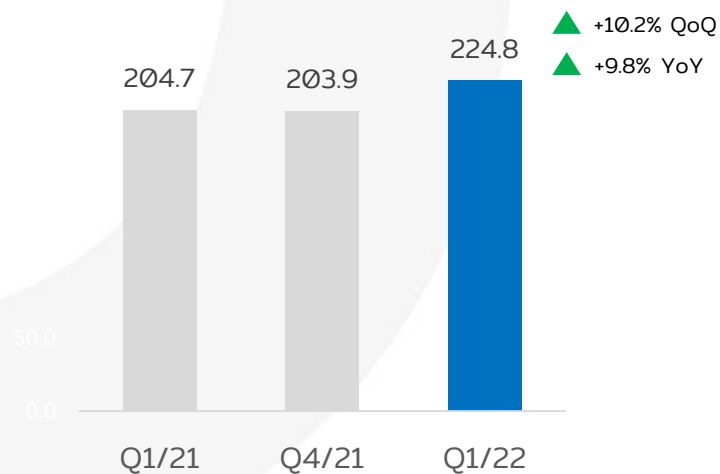
*exclusive of inter company dividend and extra

REVENUE & SALES

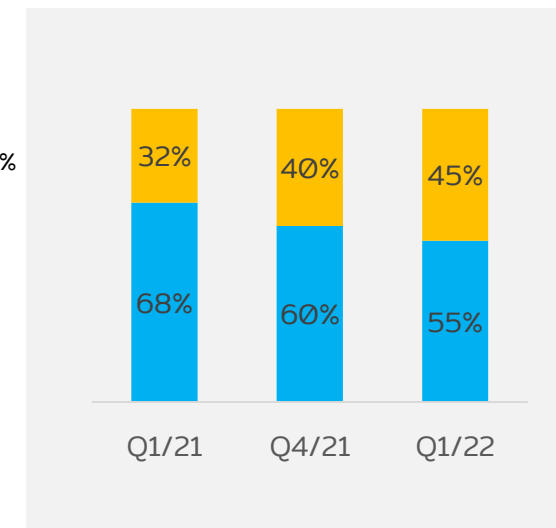
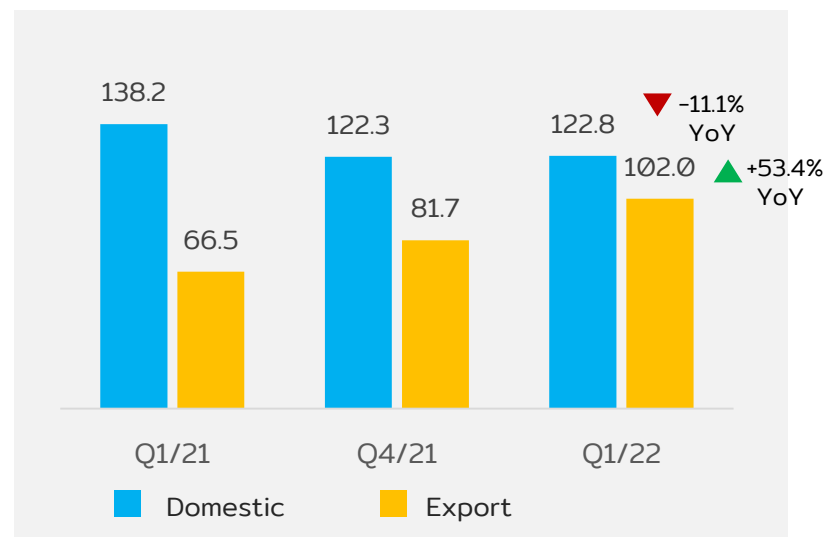
Q1/22 sales reached at 224.8 million with 9.8% growth compared to the same period of previous year, mainly contributed from film product.

Export had strong growth at 53.4% while domestic sales have not rebounded.

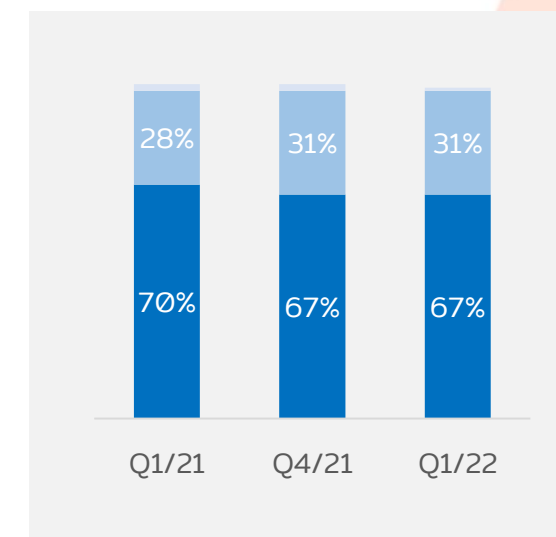
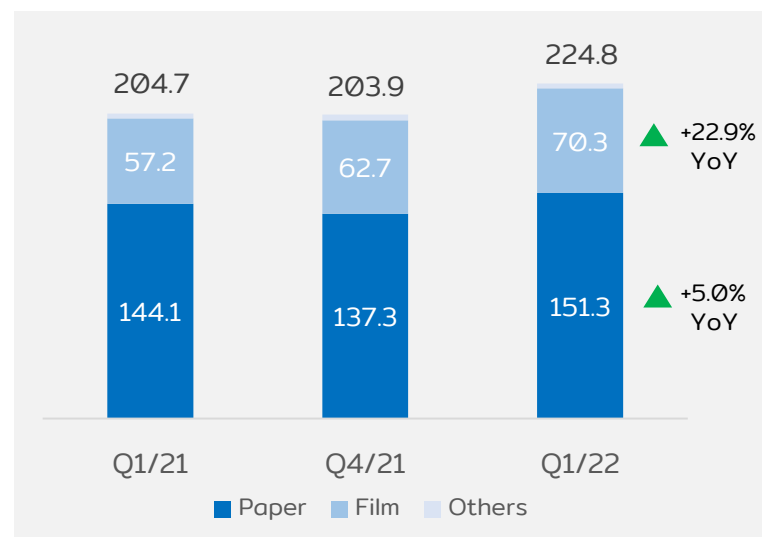
Unit: Million Baht



By market destination



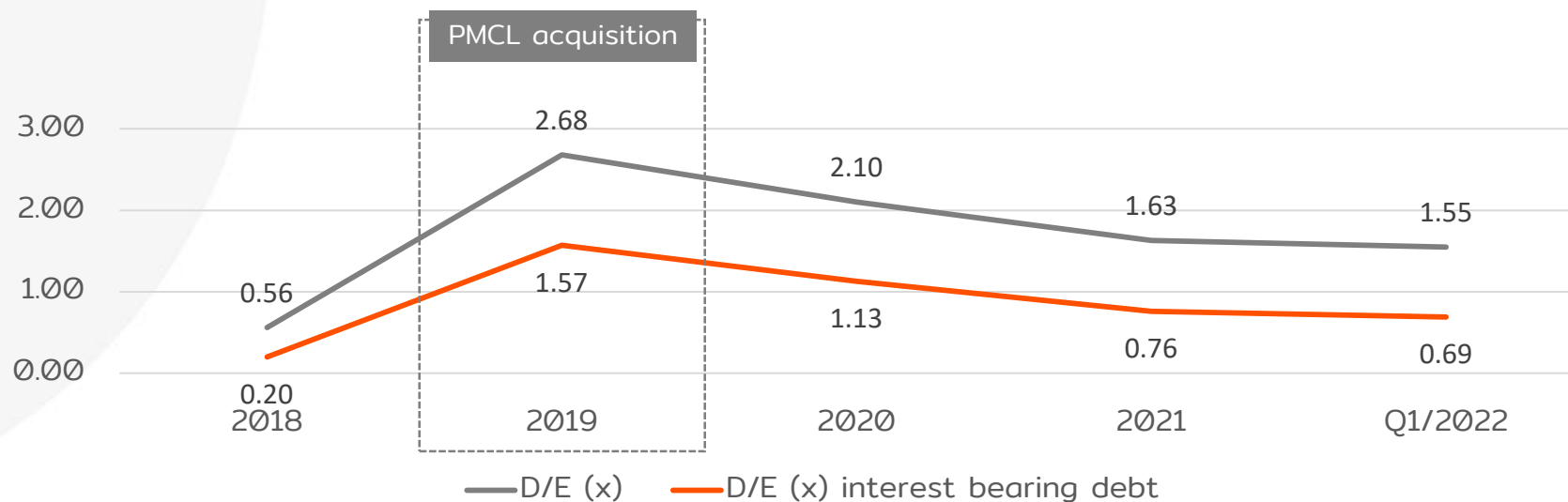
By product technology



LEVERAGE RATIO

PMCL acquisition

Ratio	2018	2019	2020	2021	Q1/2022
Total Debt (MB)	195	1,161	1,097	1,089	1,059
Total Equity (MB)	349	432	522	668	682
Interest-bearing Debt (MB)	69	681	592	507	471
D/E (x)	0.56	2.68	2.10	1.63	1.55
D/E (x) interest bearing debt	0.20	1.57	1.13	0.76	0.69



KEY TAKEAWAYS

- Total revenue growth by 7.7% YoY
- Sales growth by 8.1% YoY

Thailand economic slowdown as
Manufacturing Production Index is
1.4% YoY

Gross profit margin increased
by 1.7 point QoQ to 21.11%.

Net Profit Margin maintained at
3.0% or 11.7 million Baht

Despite raw material cost surged.
Crude oil price gone sky rocket and the rise of inflation.

2022 GOALS & DIRECTION

Growth Driver

- Maintain sector targeting to grow
- Expand market application through NPD
- Investment project pipelines through M&A, JV

Profitability Driver

- Leverage R&D to build GP
- Supply chain management to get cost avoidance
- Efficiency operations

Sustainability Development

- Sustainable materials for customer's supply chain
- Green product NPD through innovation
- Energy and waste management
- Employee engagement

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.



270 Liabklongphasicharoenfangtai,
Nongkhaem, Bangkok 10160



02 8073347



investorrelation@seliccorp.com