



SELIC FY/2020 OPPORTUNITY DAY

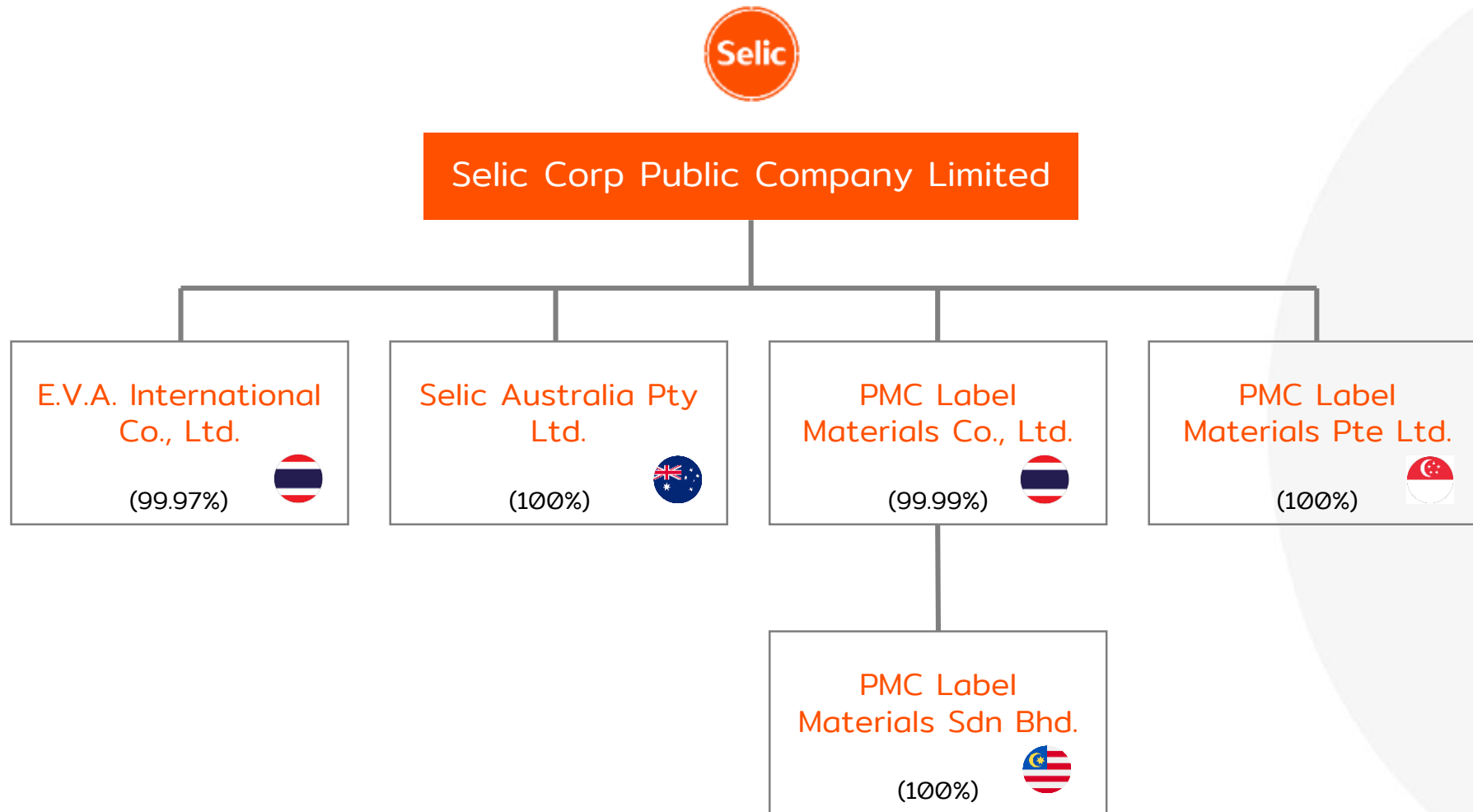
March 1st, 2021



| COMPANY OVERVIEW



COMPANY STRUCTURE



COMPANY OVERVIEW



ผลการประเมิน CGR CHECKLIST ปี2563
โครงการสำรวจการกำกับดูแลกิจการบริษัทจดทะเบียนไทย
Corporate Governance Report of Thai Listed
Companies

ได้ 93 คะแนน ระดับดีเลิศ (Excellent)



โครงการการประเมินคุณภาพการจัดการประชุมสามัญ
ผู้ถือหุ้นประจำปี2563

ได้คะแนน AGM CHECKLIST เต็ม 100 คะแนน



เกียรติบัตรโครงการแนวร่วมปฏิบัติของ
ภาคเอกชนไทยในการต่อต้านการทุจริต
Certificate of Membership Thailand's
Private Sector Collective Action
Coalition Against Corruption (CAC)
จากโครงการแนวร่วมปฏิบัติของภาคเอกชน
ไทยในการต่อต้านการทุจริต

BUSINESS OVERVIEW

ADHESIVE
BUSINESS

Innovation
นวัตกรรม

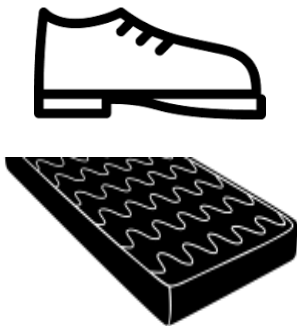
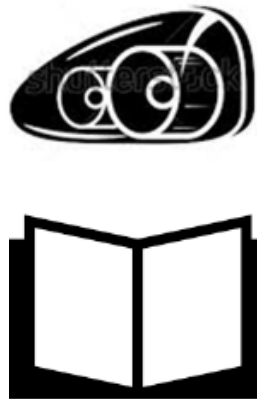
ผลักดันกระบวนการคิดแบบ
innovative thinking และส่งเสริม
เพื่อให้เป็นองค์กรนวัตกรรม

SELF-ADHESIVE
LABEL BUSINESS

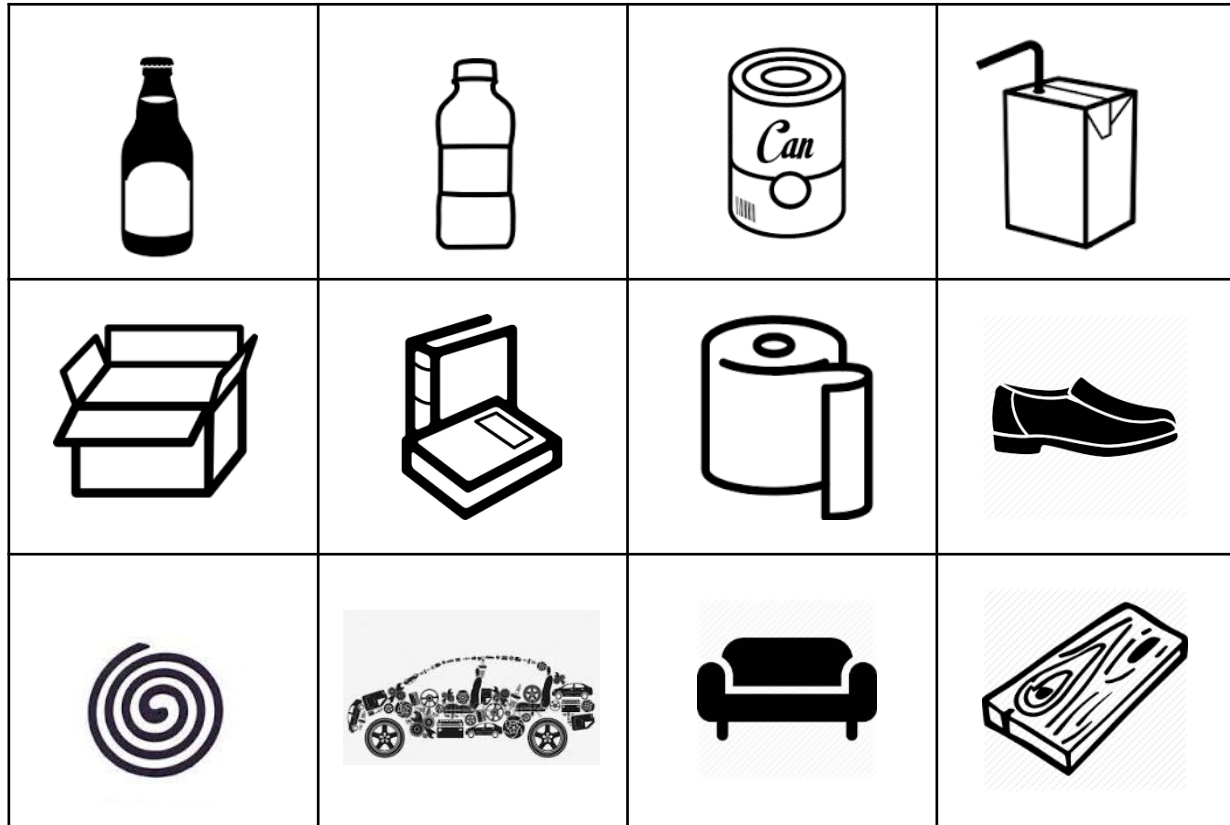
Heart of Customer
อยู่ในหัวใจของลูกค้า

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
			

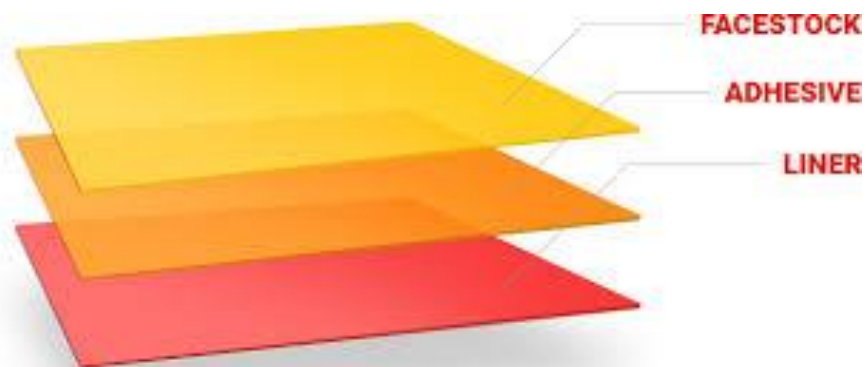
END MARKET SECTORS



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

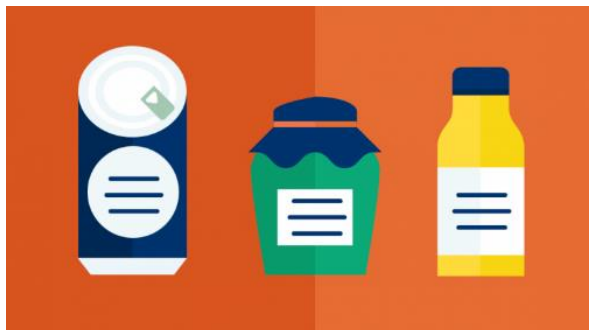


ม้วนสำเร็จรูป



แผ่นสำเร็จรูป

END MARKETS OF LABEL STOCK BUSINESS



Food & Beverage



Product ID



Advertising &
Retail



Consumer Products



Logistics and
Transportation



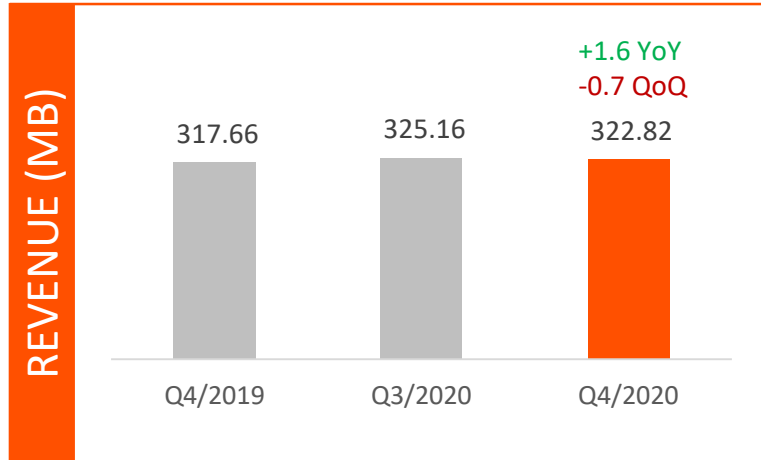
Industrial

| FINANCIAL PERFORMANCE



FINANCIAL HIGHLIGHTS

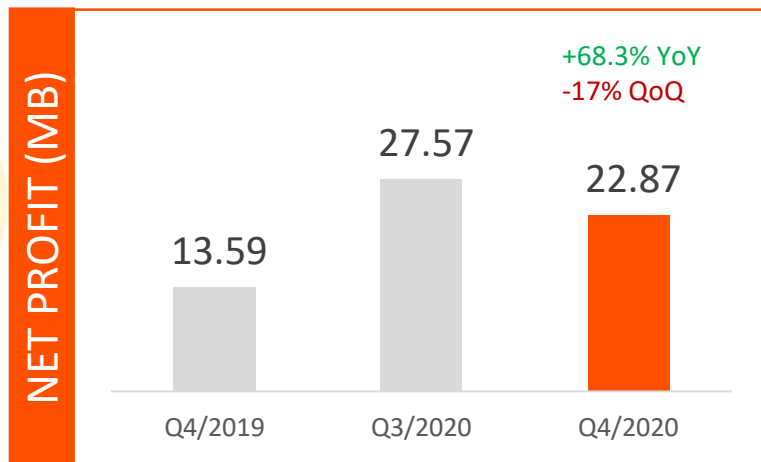
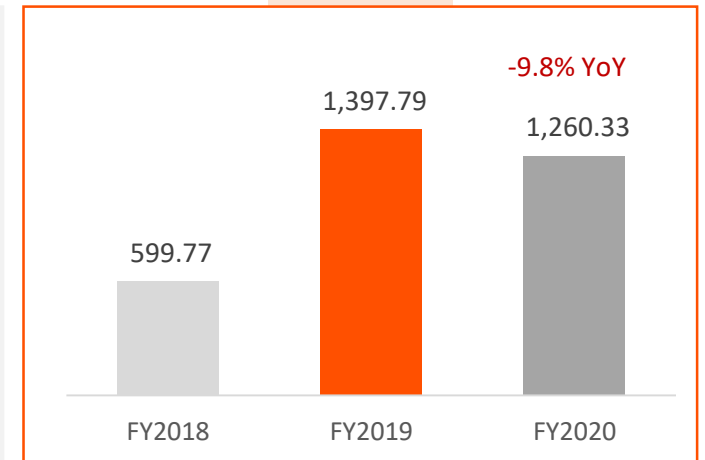
Q4/2020 (3-MONTH)



Revenue in Q4 stagnant with slight increase from last year but slight drop from last quarter.

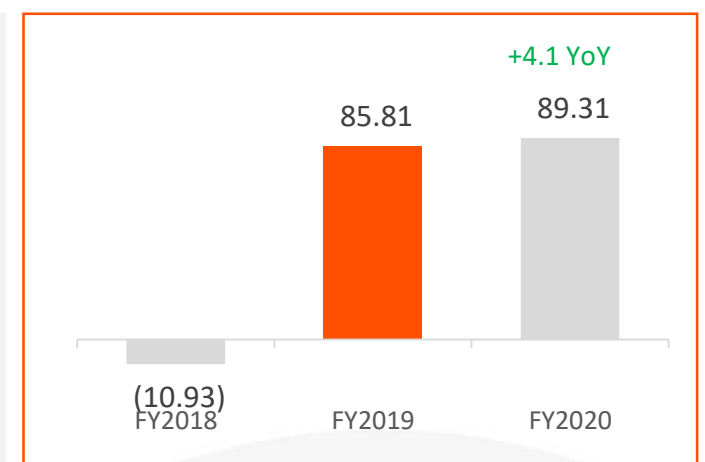
For 12-month revenue dropped 9.8% to the pandemic

FY2020



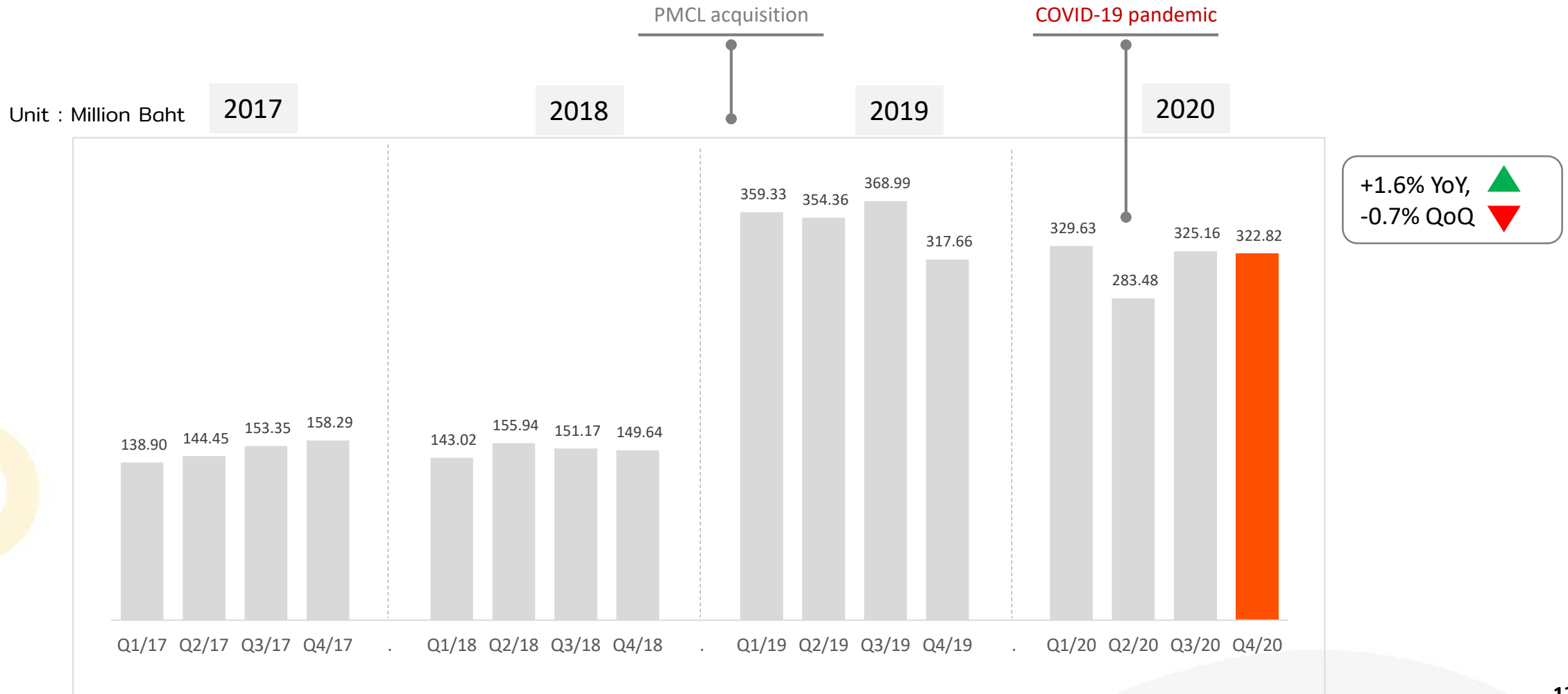
New high in Net Profit for FY2020 despite drop in revenue

- Strictly cost management and expense control



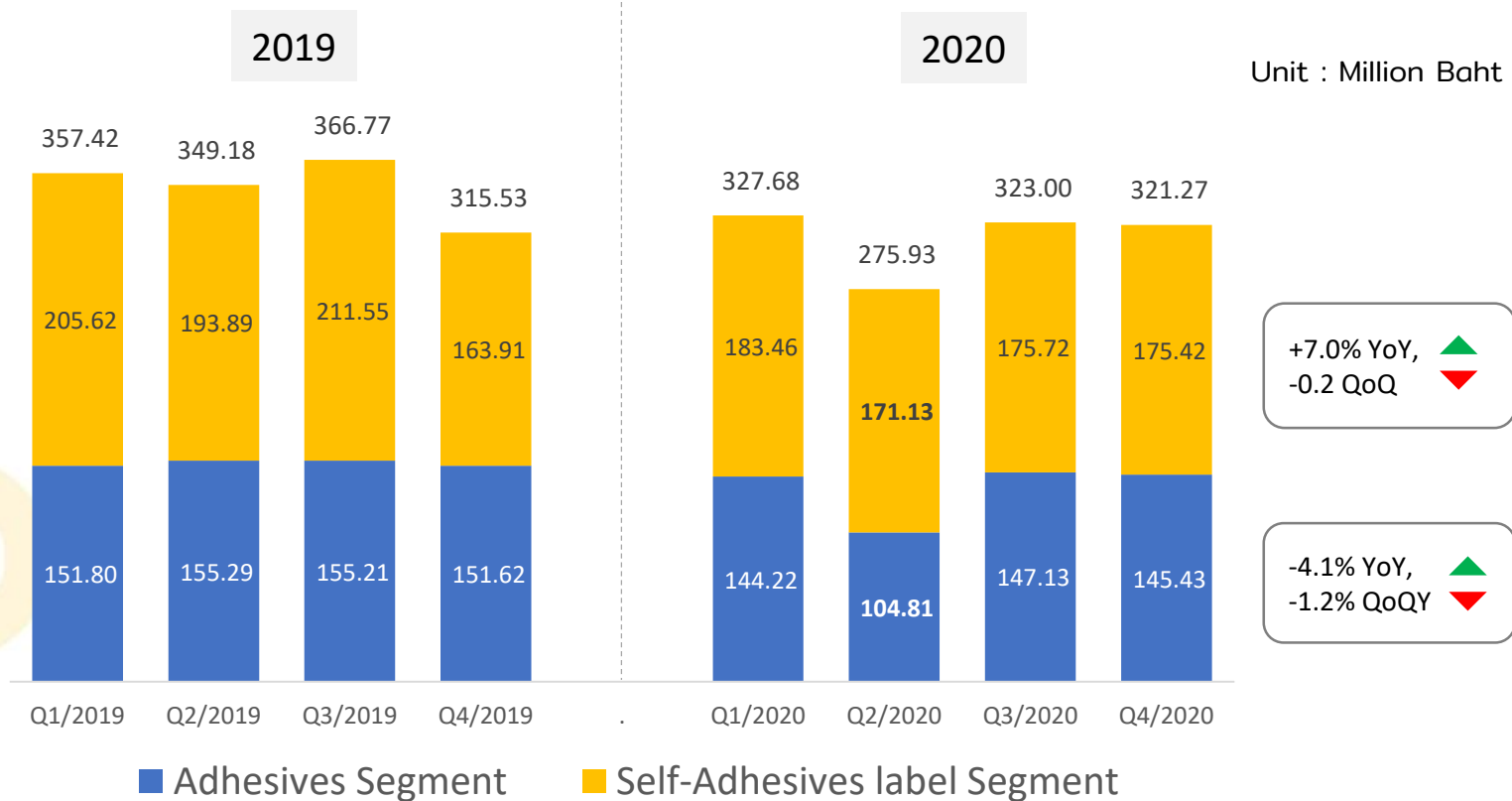
REVENUE

Revenue rebound in the second half of 2020. Q4 revenue increase 1.6% from last year with slight dip compared to last quarter.



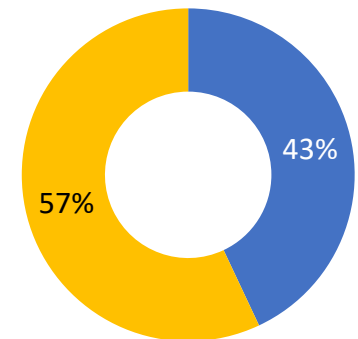
SALES BY SEGMENT

Base on 12-month period, self-adhesive sales accounted for 57% where adhesive sales is at 43%
Both segments show increase in Q4 quarterly compared to last year.
Yearly sales has dropped 10.2% as the pandemic hit hard in Q2.



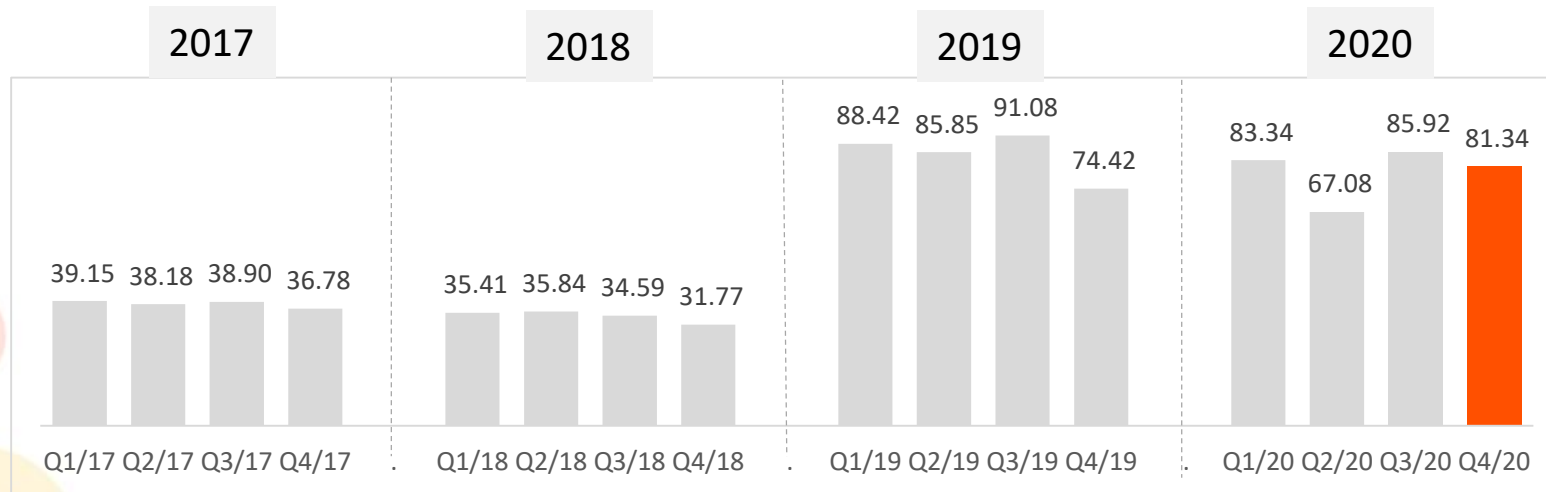
FY2020 SALES
1,247.87
(-10.2% YoY)

FY2020
Sales Proportion



GROSS PROFIT

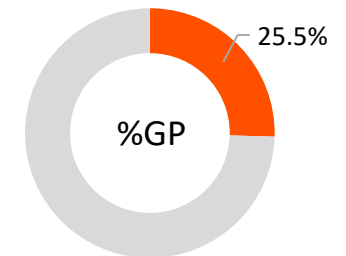
Gross profit dropped 6.5% from last year but maintain strong margin at 25.5% on yearly.



Unit : Million Baht

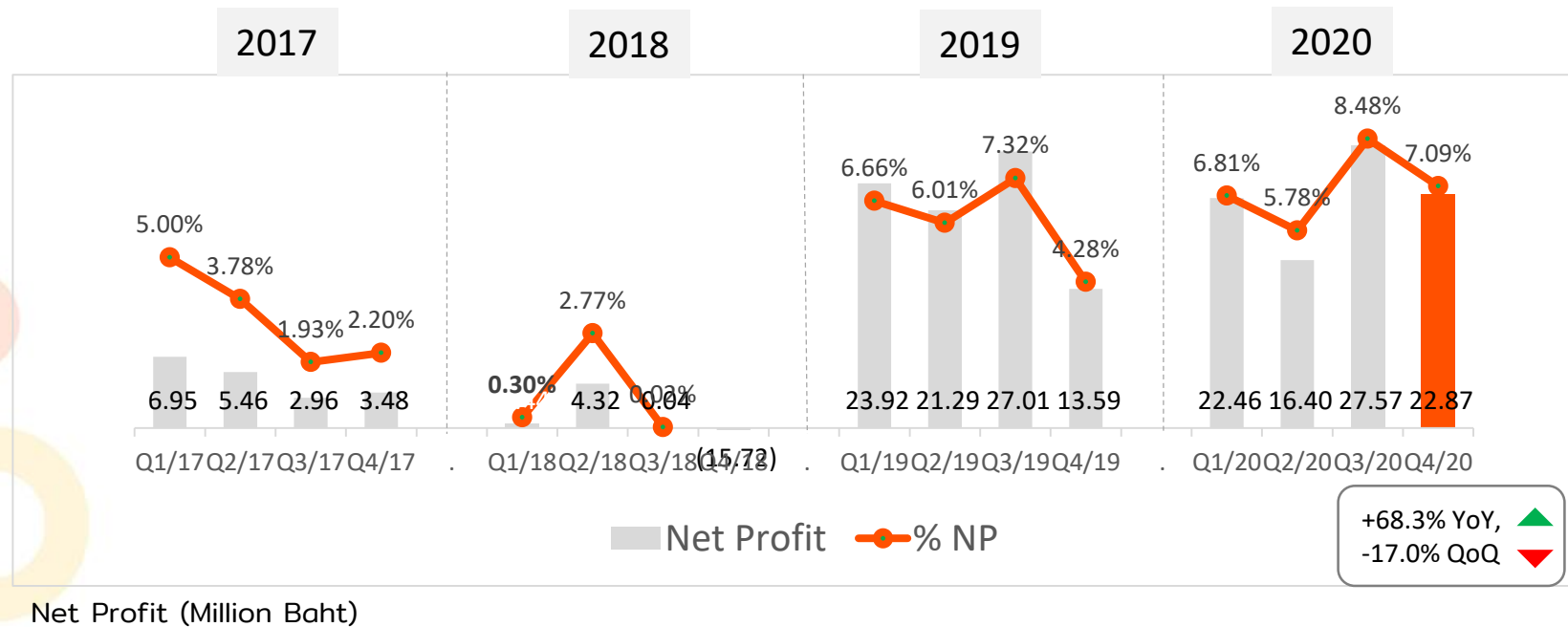
+9.3% YoY, ▲
-5.3% QoQ ▼

FY2020
317.68
(-6.5% YoY)



PROFITABILITY

Net Profit of 2020 accounted for 89.3 million Baht increase 4.1% from last year. Making it the highest net profit for the company.



FY2020
89.3
 +4.1% YoY

7.1%

%NP

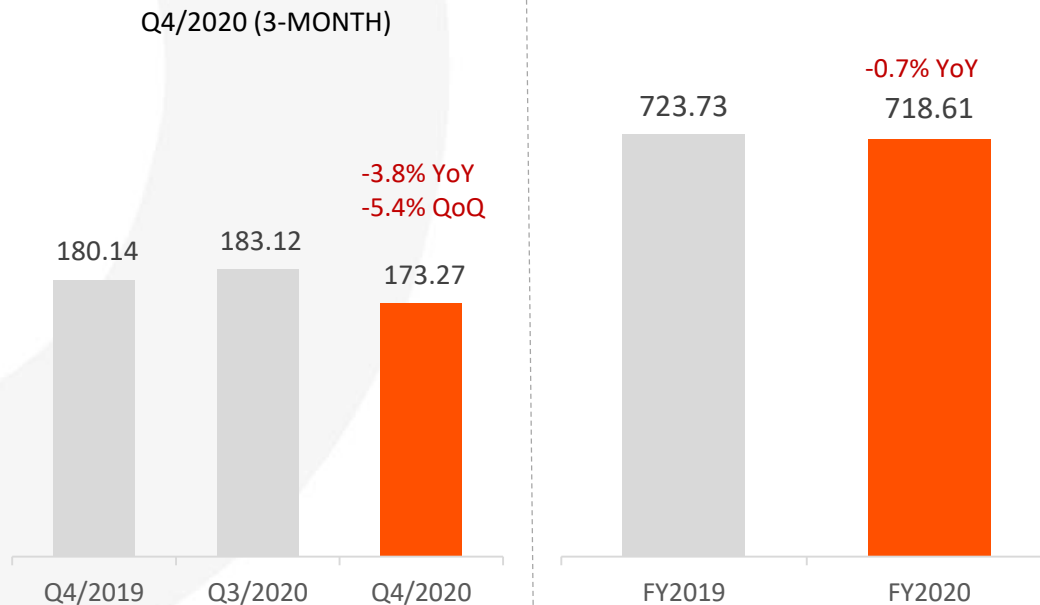
| SEGMENT PERFORMANCE



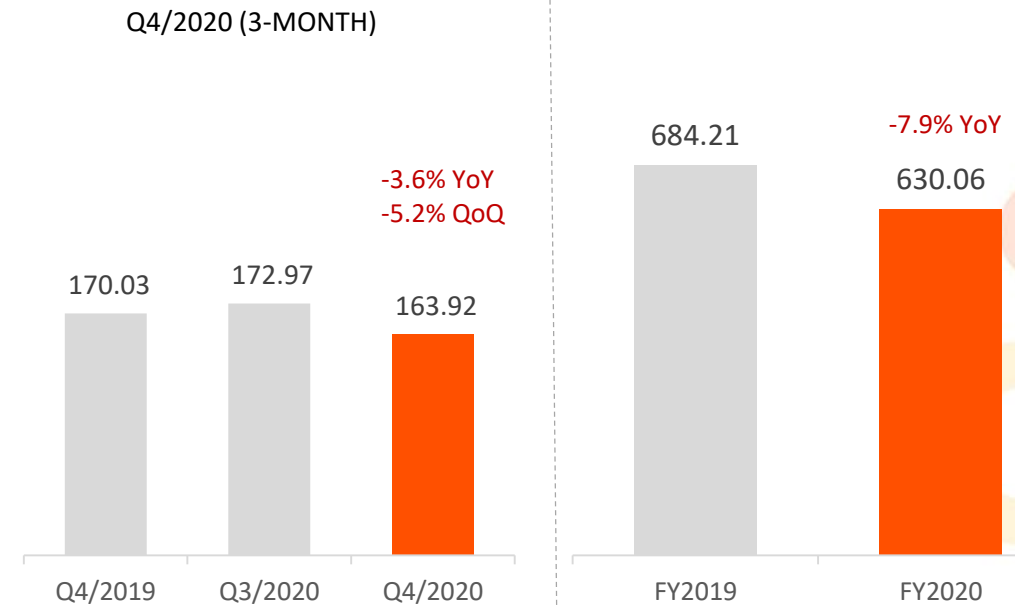
REVENUE & SALES

Total revenue for adhesive segment is 718.61 million Baht with sales revenue of 630.06 million Baht. Annual value sales dropped by 7.9% compared to last year.

Revenue (Million Baht)



Sales (Million Baht)

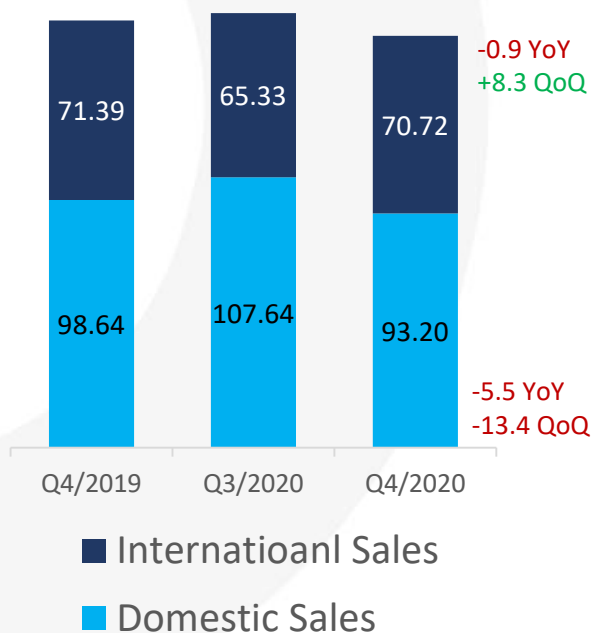


SALES BY DESTINATION

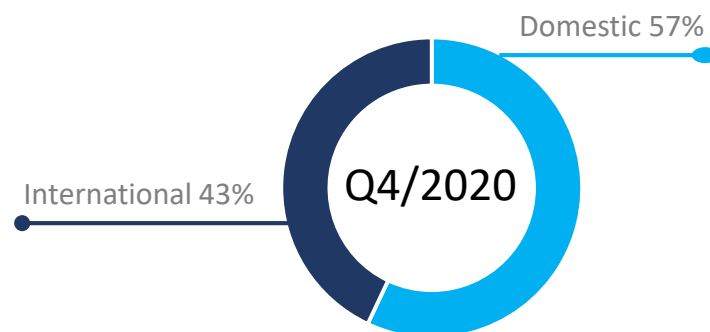
Export sales increased 8.3% from last quarter with slight drop compared to last year. Domestic sales in this quarter dropped both YoY and QoQ.

For the year, proportion between domestic and export sales is 63:37

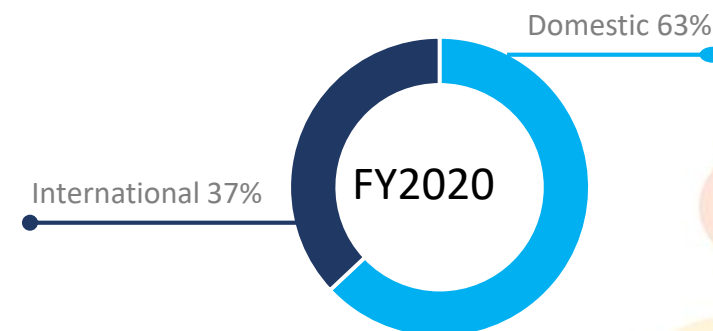
(Million Baht)



Q4/2020 (3-MONTH)



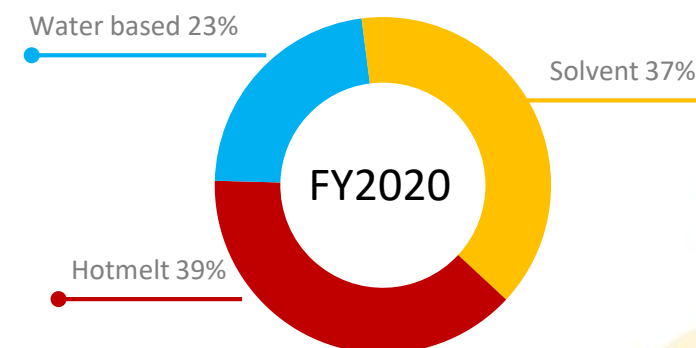
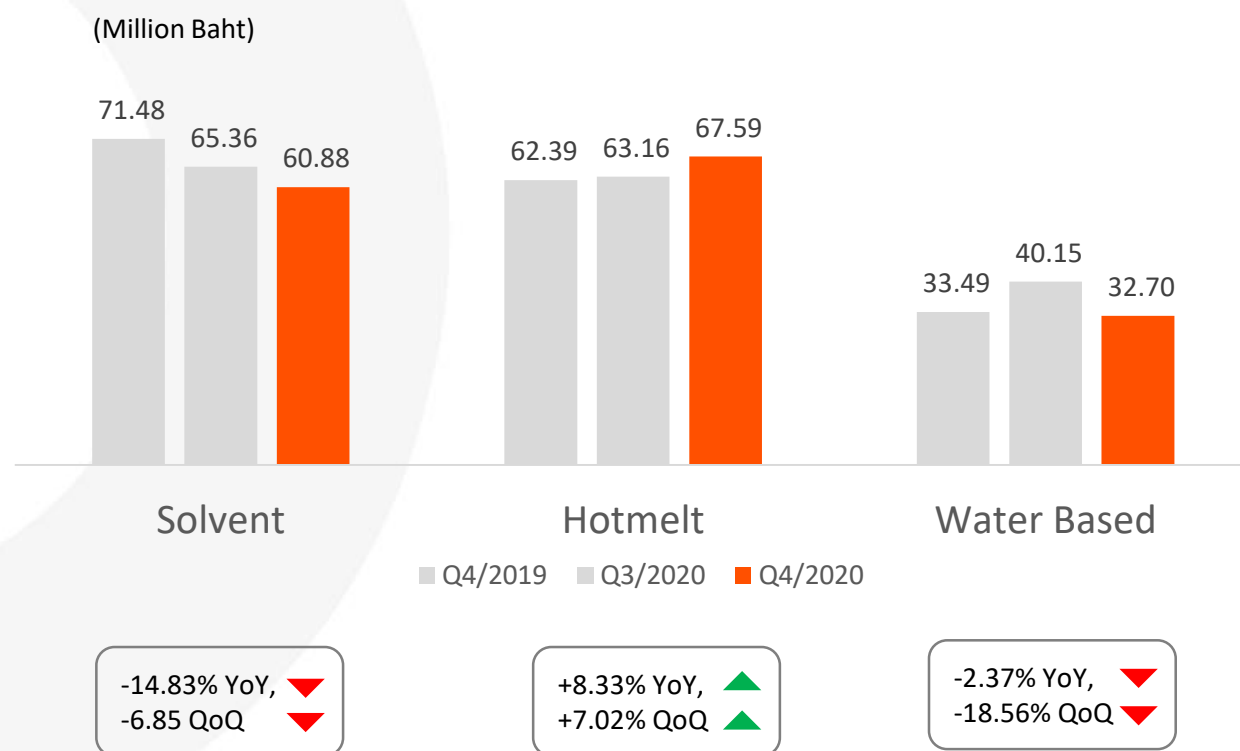
FY2020



SALES BY ADHESIVE TECHNOLOGY

Hot melt has strong increase both year on year and quarter on quarter for Q4/2020

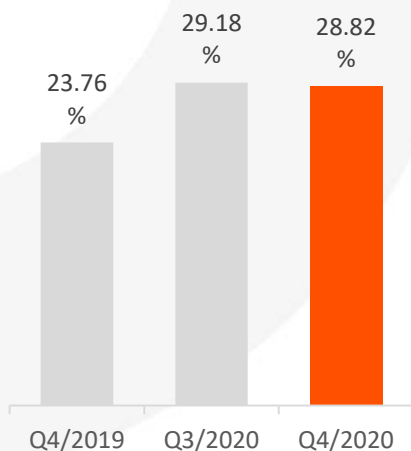
Resulting in biggest proportion of adhesive sales in year 2020 of 39% followed by Solvent 37% and Water based at 23%



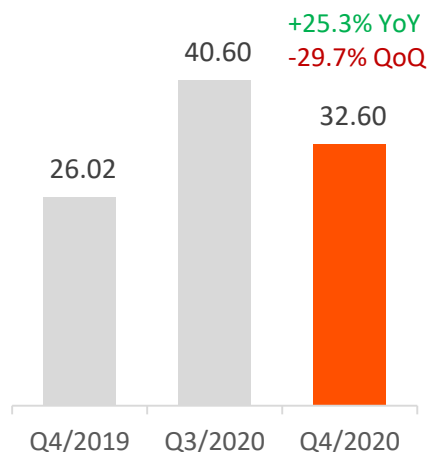
PROFITABILITY

For the year 2020, adhesive segment performed better from the year before with EBITDA of 176.36 million Baht and Net Profit of 104.67 million Baht, breaking its record.

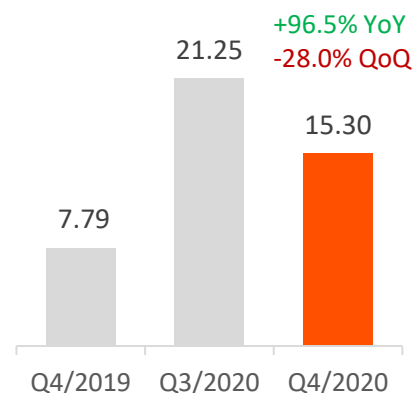
Gross Profit (%)



EBITDA (MB)



Net Profit (MB)



FY2020 PERFORMANCE

EBITDA
176.36
+71%

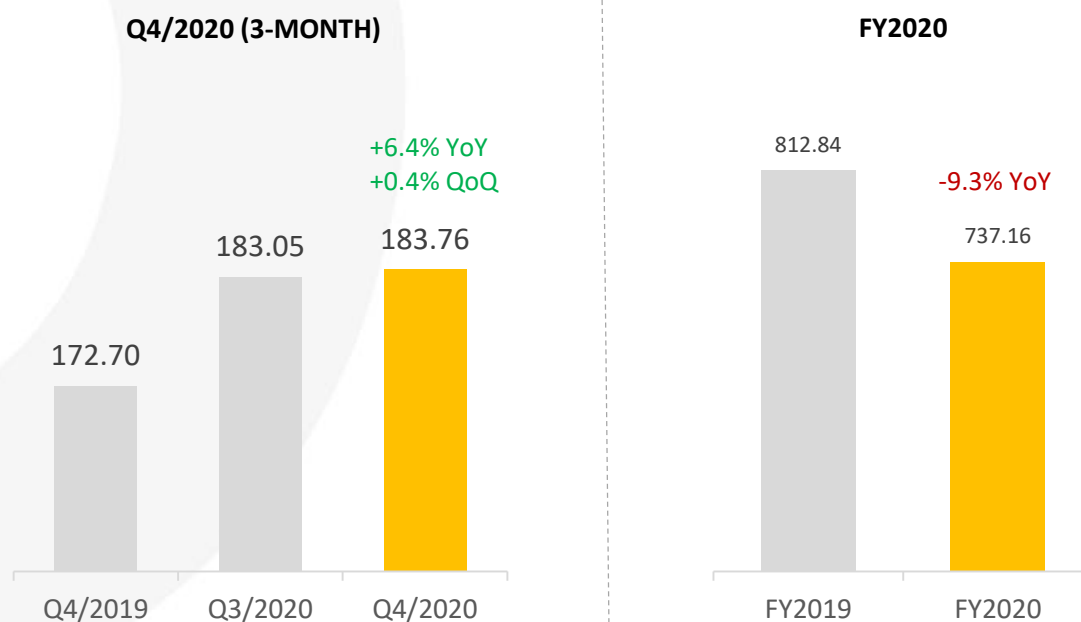
NET PROFIT
104.67
+240.5%

NET PROFIT %
14.57%

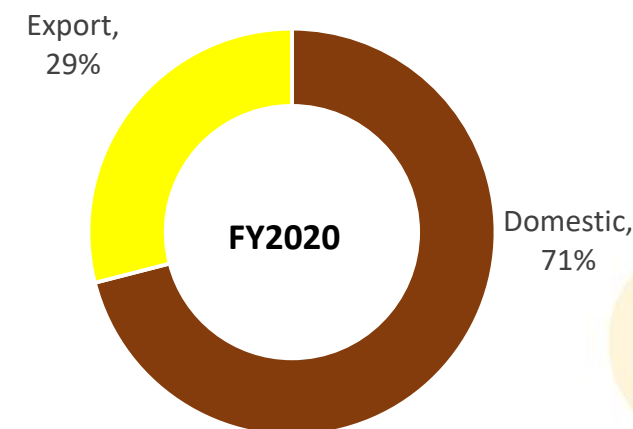
SELF ADHESIVE REVENUE

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

Total Revenue (Million Baht)



Sales Revenue
707.88 Million Baht





GOING FORWARD



2021 KEY FOCUS

TARGET GROWING SECTORS

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

SETUP DISTRIBUTION CENTER IN AUSTRALIA AND MALAYSIA

- Properly setup by quarter 2/2020
- But sales and marketing has already started

EFFICIENCY THROUGH PROCESS IMPROVEMENT

- Lean and high utilization
- Supply chain management
- Increase digitalization to boost efficiency
- Cost and expense management

I

Q & A





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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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