

## PASSION FOR BETTER

## Analyst Conference Q3/19

Monday, Oct 28, 2019
I. Consolidated Results

- Q3/19 Consolidated Results
- 9M/19 Segments
- Financial Updates
II. Cement - Building Materials Business
III. Chemicals Business
IV. Packaging Business
V. Summary


## Q3/19 Revenue from Sales

Revenue dropped -10\% y-o-y from mainly lower chemicals price.


## Q3/19 EBITDA

EBITDA dropped $y-0-y$ on lower chemicals margins and $q-0-q$ from lower seasonal dividend.


Note: EBITDA = EBITDA from Operations + Dividend from Associates

## Q3/19 Equity Income

Equity income declined $y-0-y$ and $q-0-q$, mainly from chemicals segments.


## Q3/19 Profit for the Period

Earning drop of $-12 \%$ q-o-q, mainly attributed to lower performance in the Chemicals Business, arising from the Deferred Tax Assets Reversal.


Note: * Chemicals Business (Sub + Asso.)
** CBM 1,320 MB and 350 MB from others. (CBM = 820 MB from Indonesian operations, and 500 MB from Precast Thailand)
*** Mainly CBM 640 MB (from regional non-Thai ceramic business)
I. Consolidated Results

- Q3/19 Consolidated Results
- 9M/19 Segments
- Financial Updates
II. Cement - Building Materials Business
III. Chemicals Business
IV. Packaging Business
V. Summary


## 9M/19 Financials

EBITDA was down 19\% y-o-y on lower chemicals performance. Similarly, earnings further declined by $-27 \%$ y-0-y as there was the 2,035 MB Severance Pay Adjustment in Q2/19, and the 1,063 MB Deferred Tax Assets Reversal in Q3/19.


Note: *Without Employee benefit expense from the amended severance pay of Labor Law and Deferred Tax Assets Reversal

## 9M/19 Segmented Revenue from Sales

Chemicals Sales dropped to $41 \%$, while non-Chemicals Sales were the other $59 \%$.


Note: *figures are before elimination of intersegment transactions.

## 9M/19 Segmented Profit for the Period

Chemicals Earnings is down to $53 \%$, compared to $69 \%$ in $9 \mathrm{M} / 18$.


Note: *figures are before elimination of intersegment transactions.

## 9M/19 Segments: Export Sales and ASEAN Operations

ASEAN exports and operations were $26 \%$ of total sales.

Sales Segments (by markets)


Export Segments (by markets)

## 9M/19 HVA's Revenue from Sales


I. Consolidated Results

- Q3/19 Consolidated Results
- 9M/19 Segments
- Financial Updates
II. Cement - Building Materials Business
III. Chemicals Business
IV. Packaging Business
V. Summary


## 9M/19 EBITDA on Assets, and EBITDA Margin



[^0]
## 9M/19 Net Debt

## Leverage rose to 2.7 times on weak EBITDA.



Net Debt to Equity $=0.6$
Note: Consolidation of 9,178 MB in net debt from Fajar \& Visy, in Q2/19 \& Q3/19 respectively.

## 9M/19 CAPEX \& Investments

Rose to $59,394 \mathrm{MB}$ in 9M/19, as there were recent incremental investments in SCG Packaging (Fajar and Visy).


## 9M/19 Interest and Finance Costs

Amounted to a total of $4,921 \mathrm{MB}$, while interest cost stood at $3.1 \%$.


## Financial Highlights \& Outlook

## Financials:

- The 1,063 MB Deferred Tax Assets Reversal in the Chemicals Business was taken due of the industry's market volatility.
- As part of the routine asset assessment procedure, there were asset impairment charges of 762 MB , mainly from the Cement-Building Materials Business.
- Cash \& cash under management of 30,764 MB at the end of Q3/19.
- Despite the non-recurring items, trough HDPE chemicals margins, and depressed global economic outlook, the Q3/19 operating profit demonstrates resiliency.


## Outlook:

- Growth emphasis for SCG Packaging, with board approval for equity raising through IPO.
- FY2019 CAPEX and Investment approx. +70,000 MB, which includes the recent 24,914 MB acquisitions by SCG Packaging (Fajar and Visy), and ongoing construction of the LSP chemicals project in Vietnam.
- Debenture issuance of 10 Billion Baht on Nov $1 / 19$ (4-yr, 3.0\%) which replaced 10 Billion Baht matured debenture (10 Billion Baht at 3.4\%).
I. Consolidated Results
- Q3/19 Consolidated Results
- 9M/19 Segments
- Financial Updates
II. Cement - Building Materials Business
III. Chemicals Business
IV. Packaging Business
V. Summary


## Q3/19 Market situation

ASEAN (ex-Thailand) markets in Q3/19:

- The demand of grey cement were generally positive.
- Continued high competition across ASEAN, less in Cambodia.


## Thailand market in Q3/19:

- Grey cement demand decreased $-1 \% y-0-y$, due to the floods in northeast Thailand, while the average prices increased 3-4\% y-0-y, in the range of 1,750-1,800 Baht/ton.
- Ready-mixed concrete (RMC) demand decreased $-7 \%$ y-0-y, the average prices increased $3-4 \% y-0-y$, in the range of 1,700-1,750 Baht/cubic meter.
- Demand of housing products (roof, ceiling \& wall) were flat $y-0-y$, and estimated demand of ceramic tiles in Thailand decreased $-1 \% \mathrm{y}-\mathrm{o}-\mathrm{y}$.


## ASEAN market insight

## Grey Cement Demand Growth ( y-0-y )

|  | Q1/18 | Q2/18 | Q3/18 | Q4/18 | 2018 | Q1/19 | Q2/19 | Q3/19 | 9M/19 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cambodia | $+14 \%$ | $+15 \%$ | $+37 \%$ | $+22 \%$ | $+22 \%$ | $+39 \%$ | $+33 \%$ | $+20 \%$ | $+30 \%$ |
| Indonesia | $+6 \%$ | $+1 \%$ | $+7 \%$ | $+4 \%$ | $+5 \%$ | $-1 \%$ | $-5 \%$ | $+1 \%$ | $-1 \%$ |
| Myanmar | $+1 \%$ | $-2 \%$ | $-6 \%$ | $-8 \%$ | $-3 \%$ | $+2 \%$ | $+5 \%$ | $-1 \%$ | $+2 \%$ |
| Vietnam | $+5 \%$ | $+1 \%$ | $+3 \%$ | $+5 \%$ | $+4 \%$ | $+1 \%$ | $+7 \%$ | $+4 \%{ }^{*}$ | $+4 \%^{*}$ |
| Thailand | $0 \%$ | $+2 \%$ | $+7 \%$ | $+4 \%$ | $+3 \%$ | $+2 \%$ | $+3 \%$ | $-1 \%$ | $+1 \%$ |

Note: Indonesia's grey cement demand is based on the data from Indonesian cement association (ASI).
*Estimated demand growth.

## Revenue from sales

Q3/19 revenue decreased y-o-y, due to weak demand in Indonesia and Vietnam.


Note: Thailand : Revenue from sales in Thailand market
ASEAN : Revenue from sales in ASEAN market (ex Thailand)
Others : Revenue from sales in Non-ASEAN market
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## EBITDA and Profit for the period

Even including the 640 MB impairment in Q3/19, EBITDA and earning still increased $\mathrm{y}-\mathrm{o}-\mathrm{y}$.


Note: EBITDA margin = EBITDA from Operations, excludes dividend from associates.
Cement and Construction Solution: Grey cement, RMC, and Others (Mortar, White cement, Refractory)
Non-recurring items to net profit : Q3/19 = 640 MB as assets impairment, mainly from regional non-Thai ceramic business
*Q2/19 = 964 MB as severance pay adjustment (HR regulation)
Q3/18 = 1,315 MB as impairment in Indonesian RMC \& precast business

## ASEAN and others sales segmentation

Q3/19 sales growth decreased y-o-y, due to weak demand in Indonesia and Vietnam.


Note: ASEAN = ASEAN Operations, exports from Thailand to ASEAN, and Trading business in ASEAN market
Others = Exports from Thailand to Non-ASEAN, and Trading business in Non-ASEAN market

## Ceramic tiles (all markets)

Q3/19 selling price remained soft, owing to high competition.

Sales volume \& prices for all ASEAN subsidiaries


## Thailand sales segmentation

Q3/19 sales in Thailand improved y-o-y, due to growth in distribution and retail.



Note: Cement and Construction Solution: Grey cement, RMC, and Others (Mortar, White cement, Refractory) Housing Products and Living Solution: Roofing products, Board \& Wood sub, Lightweight concrete blocks, Domestic ceramics. Distribution and Retail: Including Home improvement.

Grey cement demand in Q3/19 decline y-o-y, because of the floods in northeast Thailand.

## \% Growth ( y-o-y )

|  | Q1/18 | Q2/18 | Q3/18 | Q4/18 | 2018 | Q1/19 | Q2/19 | Q3/19 | 9M/19 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Market* (100\%) | 0\% | +2\% | +7\% | +4\% | +3\% | +2\% | +3\% | -1\% | +2\% |
| Commercial <br> (Approximately 15\%) | -3\% | 0\% | +5\% | +3\% | +1\% | +1\% | +1\% | -1\% | 0\% |
| Gov't <br> (Approximately 40\%) | +6\% | +8\% | +12\% | +6\% | +8\% | +6\% | +7\% | 0\% | +4\% |
| Residential (Approximately 45\%) | -3\% | -1\% | +3\% | +2\% | 0\% | 0\% | 1\% | -1\% | 0\% |

Note: * Estimated volume market distribution

## Outlook

## Outlook:

- ASEAN (ex-Thailand) demand for grey cement and building materials products in 2019 is expected to see growths in selected markets.
- Thailand's domestic demand of grey cement is forecasted to grow slightly in 2019, driven by demand from government projects.
- Thailand's domestic demand of housing products and ceramic tiles are projected to be flat in 2019.


## Company updates:

- Ceramic business in Indonesia is in the process of restructuring.
- The retail franchise format achieved the opening of 9 stores in 9M/2019.
- SCG is unaffected by the Court order to revoke permits for unloading coal freight at Pasak river.

SCG's coal pier and stockpile at Pasak river
Existing EIA compliance closed-loop coal management system

I. Consolidated Results

- Q3/19 Consolidated Results
- 9M/19 Segments
- Financial Updates
II. Cement - Building Materials Business
III. Chemicals Business
IV. Packaging Business
V. Summary

Crude extremely fluctuated amidst global economy slowdown and geopolitics in the Middle east

|  | Q3/19 | Q-o-Q <br> Change | Notes |
| :---: | :---: | :---: | :---: |
| Crude (Brent) | \$62/bbl | $\begin{gathered} -\$ 6 / b b l \\ (-9 \%) \end{gathered}$ | Despite supply disruption from attack of Saudi Arabia's oil facilities, price still strongly declined from concerns over escalating U.S.-China trade tensions. |
| Naphtha | \$494/ton | $\begin{array}{r} -\$ 47 / \text { ton } \\ (-9 \%) \end{array}$ | Naphtha price dropped relative to crude. |
| HDPE Naphtha | \$457/ton | $\begin{gathered} -\$ 82 / \text { ton } \\ (-15 \%) \end{gathered}$ | PE demand decelerated owing to continuing escalation of U.S.-China trade tensions and availability of deep sea supplies. |
| PP- Naphtha | \$590/ton | $\begin{array}{r} -\$ 9 / \text { ton } \\ (-2 \%) \end{array}$ | PP price dropped slightly as continued escalation of U.S.-China trade tensions are strong amongst tight supply situation |
| PVC-EDC/C2 | \$445/ton | $\begin{array}{r} +\$ 110 / \text { ton } \\ (+33 \%) \end{array}$ | Gap sharply rose from the improved PVC demand and very weak feedstock prices. |
| MMA-Naphtha | \$1,156/ton | $\begin{array}{r} -\$ 233 / \text { ton } \\ (-17 \%) \end{array}$ | Gap plunged from global economy slowdown driven by U.S.-China trade tensions. |
| BD-Naphtha | \$689/ton | $\begin{array}{r} +\$ 226 / \text { ton } \\ (+49 \%) \end{array}$ | Market tightened following a number of BD unit outages in the region. |

## HDPE-Naphtha Price Gap

PE demand decelerated owing to continuing escalation of U.S.-China trade tensions and availability of deep sea supplies.


## PP-Naphtha Price Gap

PP price dropped slightly as continued escalation of U.S.-China trade tensions.


[^1]PVC
PVC price increased from improved demand after general elections in Asia. EDC price dropped due to more spot availability from U.S. and Northeast Asia.


## Benzene \& Toluene

BZ-N: Spread rose on more exports to the West amidst several outages
TL-N: Spread went up on stronger gasoline blending demand


## Price Gaps of Associates

MMA-N: Gap plunged from global economy slowdown driven by U.S.-China trade tensions
BD-N: Market tightened following a number of BD unit outages in the region.


Note: MMA price refers to SEA regional prices
BD prices refer to Asian regional prices

## Polyolefin Sales Volume

Q3/19 sales volume slightly improved q-o-q amidst uncertainty from geopolitical and trade disputes.


## PVC Sales Volume

Sales volume slightly dropped -4\% q-o-q mainly from less PVC production in Thailand during VCM plant turnaround


Note: *ASEAN Operations = Sales volume from PVC operations in Vietnam and Indonesia

## Revenue from Sales

Q3/19 revenue decreased $-4 \%$ q-o-q and $-24 \%$ y-o-y from lower product prices.


Q3/19 EBITDA decreased -29\% q-o-q from lower seasonal dividend and $-41 \%$ y-o-y from decline in product spreads.


Note: *EBITDA margin excluded sale of investment.

## Profit for the Period

Earnings decreased $-18 \%$ q-o-q and $-57 \%$ y-o-y from lower product margins.


Note: *Without Employee benefit expense from the amended severance pay of Labor Law and Deferred Tax Assets Reversal

- Crude - Expected to maintain from concerns on global economy slowdown and trade tensions.
- Naphtha - Maintain as demand expected to pick up from poor LPG economy.
- Polyolefin - Prices to trend lower from ample supply and weakening year-end demand.
- PVC - Slight drop in PVC price due to higher competition from U.S. cargoes during year-end.


## Company Updates:

- Debottlenecking of MOC - On going erection major equipment such as tower and cold box (Startup Mid 2021)
- Long Son Petrochemicals in Vietnam (LSP) - Work progress is on plan (Startup 2023)
(Pictures on the following pages)


# Debottlenecking of MOC - On going erection major equipment such as tower and cold box 



Major equipment

## LSP - Work progress is on plan



Piling Work at LPG Tank



Overall Tank Farm Area


Olefin plant construction
I. Consolidated Results

- Q3/19 Consolidated Results
- 9M/19 Segments
- Financial Updates
II. Cement - Building Materials Business
III. Chemicals Business
IV. Packaging Business
V. Summary


## Q3/19 Market Situation

Overall demand grew $q-0-q$ both domestic and overseas market.

## Domestic market

| Market Segment | Situation (Q-o-Q) | Market situation |
| :---: | :---: | :---: |
| Food \& Beverages | $\sqrt{3}$ | - Demand decreased mainly due to lower production from customer maintenance shutdown and flood situation in north eastern region. |
| Consumer |  | - Demand increased thanks to promotional campaigns and higher export. |
| Electronics \& electrical appliance (E\&E) | $凸$ | - Demand dropped due to lower exports but was partly offset by increased volume from production reallocation as a consequence from trade war. |
| ASEAN market |  |  |
| Country | $\begin{gathered} \text { Situation } \\ (Q-0-Q) \end{gathered}$ | Market situation |
| Vietnam |  | - Overall demand increased mainly from higher production and export especially Footwear and E\&E segment. |
| Indonesia |  | - Demand increased owing to higher domestic consumption and seasonal demand for export of E\&E segment. |
| Philippines |  | Overall demand grew owing to higher consumption in food and beverage segment. |

## Packaging prices

Packaging paper prices continued to drop due to an intense price competition. AOCC prices increased slightly as a result of Chinese buyers using their import quotas.


Note: Based on published regional prices

## Revenue from Sales by Product type \& by Industry

By product type, Packaging paper is the largest constituting $58 \%$ of sales.
By industry, Food and Beverage, Consumer, and E\&E were $39 \%$, $15 \%$, and $13 \%$ respectively.


Vietnam, Indonesia, and the Philippines sales were 14\%, 9\% and 4\%, respectively.

## 9M/18 Portfolio

Total sales: 65,972 MB

9M/19 Portfolio
Total sales : 65,974 MB


## Packaging paper sales volume

Total sales volume in Q3/19 increased $+53 \%$ q-o-q and $+52 \%$ y-0-y from the consolidation of the Indonesian packaging paper company (Fajar).


Note: *Sales Volume from Philippines and Vietnam
Start consolidated Fajar's performance in Jul. 2019

## Paper-based packaging (Box) sales volume

Total sales volume in Q3/19 increased $+1 \%$ q-o-q mainly from the improved domestic demand condition, but flat $\mathrm{y}-\mathrm{o}-\mathrm{y}$.


Note: *Sales Volume from Vietnam and Indonesia
Paper-based packaging includes Corrugated container, Folding cartons, and others packaging related.

## Performance and polymer packaging sales volume

Total sales volume in Q3/19 increased $+10 \% q-0-q$ and $+21 \% y-0-y$ as a result of the consolidation of the rigid plastic packaging company (Visy) and pre-marketing for capacity expansion in Vietnam.


Note: *Sales Volume from Vietnam
Start consolidated Visy's performance in Sep. 2019
Performance and polymer packaging includes Flexible and Rigid packaging

## Revenue from Sales by Business

Revenue from sales in Q3/19 increased $+20 \%$ q-0-q and $+10 \%$ y-o-y mainly from the consolidated performance of the newly acquired companies (Fajar and Visy Thailand).
 as percent of total

## EBITDA and Profit for the Period

In Q3/19, EBITDA increased $+25 \%$ q-o-q and $+10 \%$ y-o-y. Profit for the period increased $+47 \%$ q-o-q while dropped $-11 \%$ y-0-y as a result of higher financial cost.


Note: *Without Employee benefit expense from the amended severance pay of Labor Protection Act

## Outlook

## Outlook:

- Domestic packaging demand condition to continue from Q3 but expect some picks-up toward year-end on seasonality of Food and Beverages segment.
- Regional packaging demand is expected to continue growing, supported by spending during year-end, production relocation from trade war and improved private consumption.
- Recovered paper (AOCC) prices will likely maintain their levels as a result of lower-thanexpected Chinese import quota release.


## Company update:

- Acquired 80\% stake in Visy Packaging (Thailand) Limited, a leading producer of thermoformed barrier food packaging, serving established global brand owners that require high quality packaging products, with value of $4,341 \mathrm{MB}$
- Successful startup of VKPC - Vietnam debottlenecking phase in Q3/19, resulted in an increase capacity of 24,000 tons per year.
- The 230,000 tons per year UPPC - Philippines construction progress is now reaching $35 \%$, onplan to start up in Nov/20.
I. Consolidated Results
- Q3/19 Consolidated Results
- 9M/19 Segments
- Financial Updates
II. Cement - Building Materials Business
III. Chemicals Business
IV. Packaging Business
V. Summary


## Summary

## In Summary:

- CBM's operations performed steadily, with new growths from the Retail and Distribution Businesses.
- The HDPE margins shows that the Chemicals Business is already in the low cycle. The question is how long.
- And we have the growth initiative with the listing and IPO of the Packaging Business.
- As SCG continues to expand across ASEAN, we expect leverage to remain at elevated levels.
- This is at least until the projects under construction are completed and begin to started up and generate EBITDA.


## Actions and Measures:

- Ensure the execution of existing projects under construction.
- Execute the growth strategy of SCG Packaging.
- Reinforce customer platform via HVA and solutions-based offerings.
- Roll out of technology usage for efficiency improvements.
- Continued discipline on working capital management.


## Thank You

## For further details, please contact invest@scg.com

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[^0]:    Note: EBITDA on Assets = EBITDA / Consolidated Assets EBITDA margin = EBITDA from Operations / Consolidated Sales

[^1]:    Note: Prices refer to SEA regional prices

