Siamgas and Petrochemicals Public Company Limited.

Company profile
The information contained in this presentation is for information purposes only and does not constitute an offer or invitation to sell or the solicitation of an offer or invitation to purchase or subscribe for share in Siamgas and Petrochemicals Public Company Limited (“SGP” and shares in SGP, “shares”) in any jurisdiction or should it or any part of it form the basis of, or be relied upon in any connection with, any contract or commitment whatsoever.

This presentation may include information which is forward-looking in nature. Forward-looking information involve known and unknown risks, uncertainties and other factors which may impact on the actual outcomes, including economic conditions in the markets in which SGP operates and general achievement of SGP business forecasts, which will cause the actual results, performance or achievements of SGP to differ, perhaps materially, from the results, performance or achievements expressed or implied in this presentation.

This presentation has been prepared by the SGP. The information in this presentation has not been independently verified. No presentation, warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information and opinions in this presentation. None of the SGP or any of its agents or advisers, or any of their respective affiliates, advisers or representatives, shall have any liability (in negligence or otherwise) for any loss howsoever arising from any use of the presentation or its contents or otherwise arising in connection with this presentation.

This presentation is made, furnished and distributed for information purposes only. No part of this presentation shall be relied upon directly or indirectly for any investment decision-making or for any other purposes.

This presentation and all other information, materials or documents provided in connection therewith, shall not, either in whole or in part, be reproduced, redistributed or made available to any other person, save in strict compliance with all applicable laws.
BOARD OF DIRECTOR

CHAIRMAN / CEO >>>
Mr. Worawit Weeraborwornpong

Experience >>>>>
Chairman of Uniquegas and Petrochemical PCL.
Director of Sinosiamgas and Petrochemical Company Limited.

MANAGING DIRECTOR >>>
Mr. Supachai Weeraborwornpong

Experience >>>>>
Managing Director of Uniquegas and Petrochemicals PCL.
Director of Siam Gas Trading Pte. Ltd.
Director of Mygaz Sdn. Bhd.

DIRECTOR >>>
Ms. Patcharawadee Weeraborwornpong

Experience >>>>>
Managing Director of Great China Millennium (Thailand) Co., Ltd.
Director of Prommaharaj Land Development Co., Ltd.

DIRECTOR >>>
Mrs. Patchara Weeraborwornpong

Experience >>>>>
Director of Prommaharaj Land Development Co., Ltd.
Director of Bobae Tower Co., Ltd.

DIRECTOR >>>
Mr. Somchai Korprasobsuk

Experience >>>>>
AMD of Uniquegas and Petrochemicals PCL
Director of Siam Lucky Marine Co., Ltd.
Director of Lucky Carrier Co., Ltd.

Vision
To be the Leading Energy Provider in Asia.
CHAIRMAN OF AUDIT COMMITTEE >>>
Mr. Viroj Klangboonklong

Experience >>>>
Director General of Department of Energy, Ministry of Energy
Senior Chief Engineer of Department of Public work, Ministry of Interior

MEMBER OF AUDIT COMMITTEE >>>
Mr. Harn Chiocharn

Experience >>>>
Member of Audit Committee of Thai Industry and engineering service PCL.
Managing Director of Bangkok First Investment & Trust PCL.

MEMBER OF AUDIT COMMITTEE >>>
Mrs. Sudjit Divari

Experience >>>>
Chairman of Audit Committee of Wave Entertainment PCL.
Member of Audit Committee of Singha Estate PCL.

SECRETARY OF THE BOARD / CFO >>>
Mrs. Jintana Kingkaew

Experience >>>>
Deputy Managing Director of Siamgas and Petrochemicals PCL.
Deputy Managing Director of Uniquegas and Petrochemicals PCL.
Liquefied Petroleum Gas (LPG) is widely used and is considered to be of major importance in daily life. It is called a “green” fuel as it decreases exhaust emissions and thus is environment-friendly. Bearing in mind that liquefied Petroleum Gas consumption has witnessed a steady growth each year, the Executives of the Company, with more than 40 years of experience are keenly attentive to the fuel’s vital role. As the leader in the field, the Company affirms its commitment towards incessant development to respond to the growing demand and the expanding market.

The focus lies on ensuring its stamina in distribution and services are recognized nationwide. With aim to expand several LPG terminals, depots and filling stations in different areas of the country. Safety, reliability and quality assurance are like blood through its veins as customer satisfaction is the top priority. The Company also provides safety, technical and engineering consultation services for customers of all levels.

Life is a never-ending journey, so is the Company’s plight to success. Overseas investment has been given a priority mission in recent years as a strategy to strengthen itself and its subsidiaries’ business base.
Siamgas and Petrochemicals Plc.

- 2nd largest LPG trader in Thailand.
- Listed in the SET under ticker “SGP”.
- Subsidiary in China, Singapore, Malaysia, Vietnam
- 1st LPG importer & exporter in China
- 3.1 Million ton of sale volume in 2016
ACQUISITION PROJECT

WITH

Siamgas and Petrochemical Public Company Limited
Business Expansion

Vietnam

High competition with high growth potential
Consumers gradually switch to LPG instead of fire wood

2010 Acquisition “Supergas Co., Ltd.”
From local company at 11.50 million USD.

2013 Acquisition “Citygas North Co., Ltd. & Citygas Co., Ltd.”
From Shell Gas (LPG) Holdings B.V. at 0.40 million USD.
Small market with good margin
Consumer seeks quality product & service over price concern

2010 Acquisition “Singgas (LPG) Pte. Ltd.”
From Shell Gas (LPG) Holdings B.V. at 15.00 Million SGD.
Large import LPG market in South China

Advantage over competitors with large cavern storage

Large sale volume with continuous growth rate

2010 Acquisiion “Sinosiagmas and Petrochemicals Co., Ltd.”
From BP Global Investments Limited at 101.00 Million USD.

2011 Acquisiion “Siam Ocean Gas and Energy Limited.”
From Chevron China Ltd. at 51.00 Million USD.
Market leader with growth potential in East Malaysia

Expand market to West Malaysia

2013 Acquisition “MYGAZ SDN. BHD.”
From SHELL TIMUR SDN. BHD. at 10.00 Million MYR.
## Our Group

### Local Business

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Business Type</th>
<th>Share Holding</th>
<th>Registered Capital</th>
</tr>
</thead>
<tbody>
<tr>
<td>Siamgas and Petrochemicals PCL.</td>
<td>LPG Trader</td>
<td>99.59</td>
<td>918.93 Million Baht</td>
</tr>
<tr>
<td>Uniquegas and Petrochemicals PCL.</td>
<td>LPG Trader</td>
<td>99.59</td>
<td>105.00 Million Baht</td>
</tr>
<tr>
<td>Lucky Carrier Co., Ltd.</td>
<td>Land transportation services</td>
<td>99.99</td>
<td>70.00 Million Baht</td>
</tr>
<tr>
<td>Siam Lucky Marine Co., Ltd.</td>
<td>Marine transportation services</td>
<td>100.00</td>
<td>447.02 Million Baht</td>
</tr>
<tr>
<td>Siam Quality Steel Co., Ltd.</td>
<td>Cylinder Manufacturer</td>
<td>99.99</td>
<td>70.00 Million Baht</td>
</tr>
<tr>
<td>Siam Ethanol Export Co., Ltd.</td>
<td>Ethanol product</td>
<td>70.00</td>
<td>400.00 Million Baht</td>
</tr>
<tr>
<td>Siam Suksawat Co., Ltd.</td>
<td>Terminal &amp; Jetty services</td>
<td>100.00</td>
<td>100.00 Million Baht</td>
</tr>
<tr>
<td>Siam Nathalin Co., Ltd.</td>
<td>Joint Venture</td>
<td>50.00</td>
<td>1.00 Million Baht</td>
</tr>
</tbody>
</table>

### Oversea Business

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Business Type</th>
<th>Share Holding</th>
<th>Registered Capital</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sinosiamgas and Petrochemical Co., Ltd.</td>
<td>LPG Trader in China</td>
<td>100.00</td>
<td>409.49 Million RMB</td>
</tr>
<tr>
<td>Siam Ocean Gas and Energy Limited</td>
<td>LPG Trader in China</td>
<td>100.00</td>
<td>1,036.40 Million RMB</td>
</tr>
<tr>
<td>Siam Gas Trading Pte. Ltd.</td>
<td>LPG Trader in Singapore</td>
<td>100.00</td>
<td>0.50 Million USD</td>
</tr>
<tr>
<td>Singgas (LPG) Pte. Ltd.</td>
<td>LPG Retailer in Singapore</td>
<td>95.00</td>
<td>14.30 Million SGD</td>
</tr>
<tr>
<td>Siamgas HK Limited.</td>
<td>Holding Company in Hong Kong</td>
<td>100.00</td>
<td>133.16 Million USD</td>
</tr>
<tr>
<td>Supergas Co., Ltd.</td>
<td>LPG Trader in Vietnam</td>
<td>100.00</td>
<td>276,455.57 Million VND</td>
</tr>
<tr>
<td>Citygas North Co., Ltd.</td>
<td>LPG Retailer in Vietnam</td>
<td>79.64</td>
<td>134,443.20 Million VND</td>
</tr>
<tr>
<td>Mygaz SDN. BHD.</td>
<td>LPG Trader in East Malaysia</td>
<td>70.00</td>
<td>12.00 Million MYR</td>
</tr>
<tr>
<td>SG GAS SDN. BHD.</td>
<td>Petroleum in Malaysia</td>
<td>29.99</td>
<td>1.00 Million MYR</td>
</tr>
<tr>
<td>Far East Petroleum SDN. BHD.</td>
<td>LPG &amp; Other Petrochemicals in Malaysia</td>
<td>100.00</td>
<td>10.00 Million MYR</td>
</tr>
<tr>
<td>SiamGas Power Pte. Ltd.</td>
<td>Electrical Energy in Myanmar</td>
<td>100.00</td>
<td>48.00 Million USD</td>
</tr>
<tr>
<td>SiamGas Global Investment Pte. Ltd.</td>
<td>Holding Company in Singapore</td>
<td>100.00</td>
<td>0.05 Million USD</td>
</tr>
<tr>
<td>Siamgas Myanmar Consortium Pte. Ltd.</td>
<td>Holding Company in Singapore</td>
<td>80.00</td>
<td>100.00 SGD</td>
</tr>
</tbody>
</table>
The Company’s major target groups are:

**Cooking gas consumers** such as individual households, restaurants, hotels and department store. The product is distributed through the Company’s LPG filling stations and gas shops.

**Liquefied Petroleum Gas Products**
- Cooking gas (4 Kilogram cylinder)
- Cooking gas (15 Kilogram cylinder)
- Cooking gas (48 Kilogram cylinder)

**Autogas consumers** whose vehicles are fuelled by LPG. Such vehicles include taxis, personal cars and trucks.

**Industrial gas consumers** which are factories that rely on LPG such as steel manufacturers and ceramic manufacturers.

**Wholesale customer** which are major traders in several countries in Asia.
INTEGRATED FACILITY

- LPG TERMINAL
- ROAD TRANSPORTATION
- COOKING GAS
- VESSELS TRANSPORTATION
- AUTOMOTIVE GAS
- CYLINDER MANUFACTURER
- INDUSTRIAL GAS

Siamgas and Petrochemical Public Company Limited
OUR NETWORK IN THAILAND

- 23 vessels
- 8 terminals
- 500 roadtankers

1. Bangkok
2. Samutprakan
3. Chachoengsao
4. Nakornswan
5. Lampang
6. Khonkaen
7. Suratthani
8. Songkhla

Floating Storage

FILLING PLANT & AUTO GAS STATION
- Company Filling Plants x 40
- Agent Filling Plants x 151
- Company Autogas Stations x 45
- Agent Autogas Stations x 497

Siamgas and Petrochemical Public Company Limited
One of Siamgas key strengths is our demonstrated ability to find new LPG sources. We emphasize on sourcing the best quality LPG to supply to our customers. After sourcing, we safely transport LPG using tankers and trucks to connect LPG supply to demand. This is to supply LPG throughout Asia under our vision “To be a leading Energy operator in Asia.”
LPG DISTRIBUTION SYSTEM
TARGET STRATEGY

- **Establish nationwide distribution network and availability in key potential areas**

  "Satellite filling plant"

  *In response to current and future demand*
Invest in new bulk truck and cylinder truck in response to the current and future demand

“LPG Cylinder truck”

“LPG Road tanker”
Establish a set of standard cylinder sizes meeting with consumer needs

- 48 kg.
- 15 kg.
- 4 kg.
**Target Strategy**

- **Promote and license more distributors to expand LPG bottling market in strategic areas**

---

**LPG Cooking Distribution Chain**

- Wholesale/Large-Scale Distributor
- Retail LPG Dealer
- Household User
Develop and promote commercial brand awareness and recognition thru cost-effective medium
✅ **Call center**: +880 2 XXX XXXX

To place an order, press 1
To follow up on an existing order, press 2
To reach a Customer Support agent, press 3
To reach our Billing department, press 4
For troubleshooting question, press 5
etc.
Comprehensive logistics network
Extensive distribution facilities
Ensure regular and secure supplies for customers as well as the company and its subsidiaries
Support international market expansion
“Customer satisfaction is our goal”
A PREMIUM ON “SAFETY”

- Commitment to HSSE
- Advanced safety equipment
- Safety trainings provided to all employees and customers on an ongoing basis
- Regular emergency response plant drills
- Regular risk assessment and safety review to ensure achievement in safety standards
Hugh storage in China
**COMBINED LARGEST STORAGE IN CHINA**

- **Total**: 300,000 Tons
- **Zhuhai**: 200,000 Tons
- **Shantou**: 100,000 Tons

*Storage Caverns*
VOLUME GROW CONTINUOUSLY

UNIT: TONS

<table>
<thead>
<tr>
<th>Year</th>
<th>Tons</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>1,239,402</td>
</tr>
<tr>
<td>2011</td>
<td>1,804,242</td>
</tr>
<tr>
<td>2012</td>
<td>2,047,912</td>
</tr>
<tr>
<td>2013</td>
<td>2,632,388</td>
</tr>
<tr>
<td>2014</td>
<td>2,428,489</td>
</tr>
<tr>
<td>2015</td>
<td>2,822,196</td>
</tr>
<tr>
<td>2016</td>
<td>3,031,181</td>
</tr>
</tbody>
</table>

THAILAND 33%
OVERSEA 67%

CHINA 59%
WHOLESALE 27%
SINGAPORE 1%
MALAYSIA 6%
VIETNAM 7%
STRONG FINANCIAL STATEMENT

**UNIT: MILLION BAHT**

**ASSET**

- 2010: 15,883
- 2011: 23,312
- 2012: 28,095
- 2013: 29,602
- 2014: 28,243
- 2015: 29,098
- 2016: 28,557

**REVENUE**

- 2010: 22,000
- 2011: 38,096
- 2012: 47,752
- 2013: 65,746
- 2014: 62,157
- 2015: 58,334
- 2016: 48,371
• **Dividend Policy**

The Company has established the policy to pay dividends to the shareholders at the rate of not less than 40% of the net profit after corporate income tax, accumulated loss brought forward (if any) and appropriation of statutory reserve in accordance with the Company’s separate financial statements. However, the Board of Directors may set the rate of dividend less than the one mentioned above depending on the operating results, financial situation, liquidity and the necessity to expand the operation as well as the reserve on circulating capital of the operating of the organization.

• **Historical Dividend Payments**
Privileged as one of the pioneers in this field, the Company is ready to face any challenges that might come with its expansion. No matter how great the demand, or if the government decides to deregulate LPG prices, Siamgas is highly prepared to tackle every obstacle. Siamgas’s upstream business is highly advantageous and its prime position enables efficient networking and wider distribution of its products and services, locally and to neighbouring countries. The Company places extra emphasis on the following:

- Planning for additional facilities, terminals, LPG filling stations, service stations, as well as getting more tanker vessels and roadtanker
- Developing human resource to improve the efficiency and effectiveness for better quality and higher safety
- Ensuring the safety policies are put into practice in order to create a safe working environment and offer safe products and services
- Improving Thai people’s standard of living by providing excellent products and service with high safety, high convenience and affordable prices
- Siamgas places a high priority in protecting the environment, incorporating business ethics, corporate governance, and showing responsibility toward the community, and the stakeholders.

Siamgas and Petrochemicals Public Company Limited affirms its policy to strive to be a leading energy operator in Asia and advance further to win the heart and trust of the people with its efficiency and trust worthiness.
Siamgas and Petrochemicals Public Company Limited

553 The Palladium Bldg. 30th Floor, Ratchaprrop Rd.,
Makkasan, Ratchathewi, Bangkok 10400 THAILAND.
PHONE : +662-120-9999
FAX : +662-250-6008

www.siamgas.com