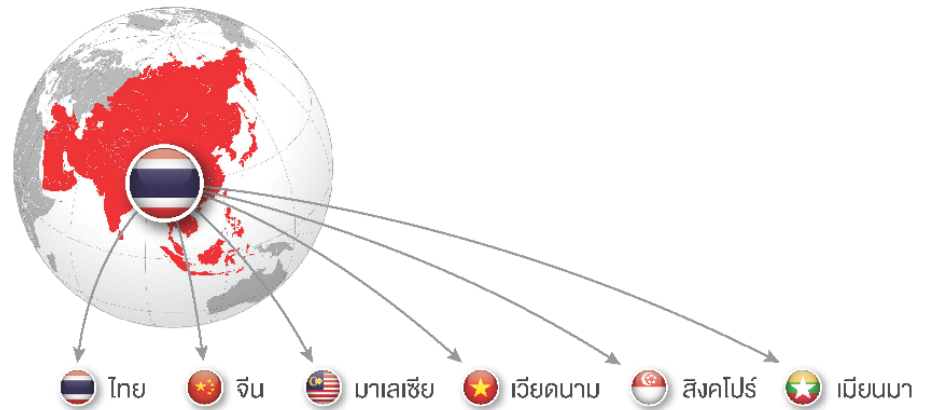
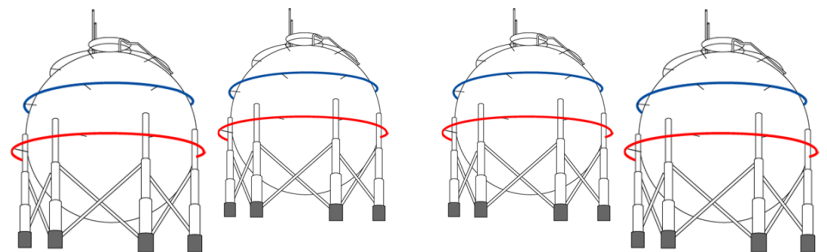


# Global Vision for Expanding Value



## Q2|2019 PERFORMANCE RESULTS

PRESENTATION FOR INVESTOR & ANALYST





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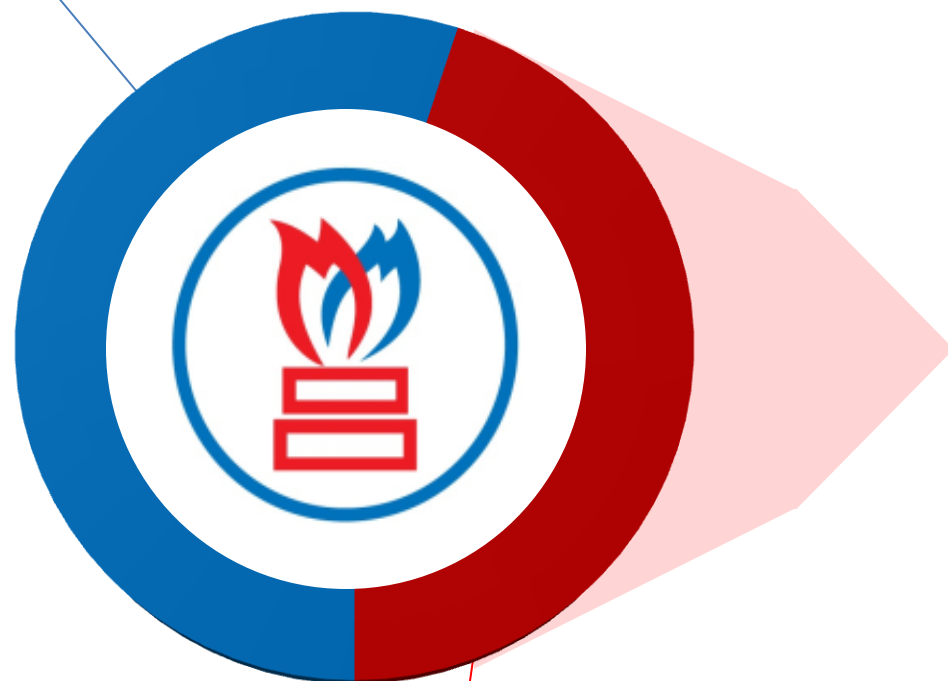
- **BUSINESS OVERVIEW**

- **THAILAND BUSINESS**
- **OVERSEA BUSINESS**
- **FINANCIAL RESULTS**
- **BUSINESS OUTLOOK**
- **Q & A**

# SHAREHOLDING STRUCTURE



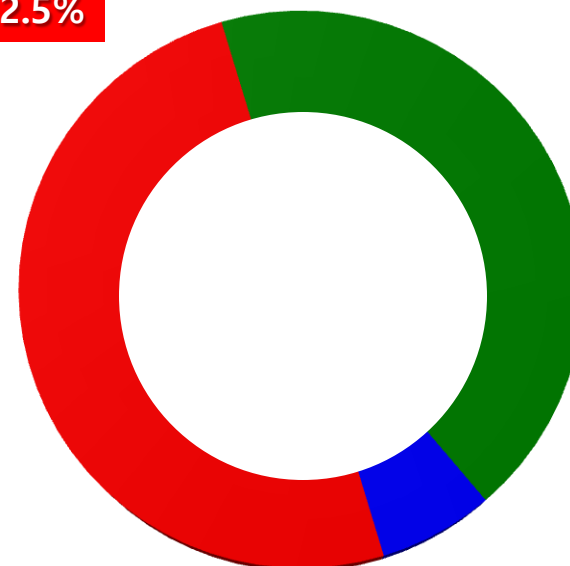
**55.0%** MAJOR SHAREHOLDERS



**45.0%**  
**PUBLIC**

Fund  
**22.5%**

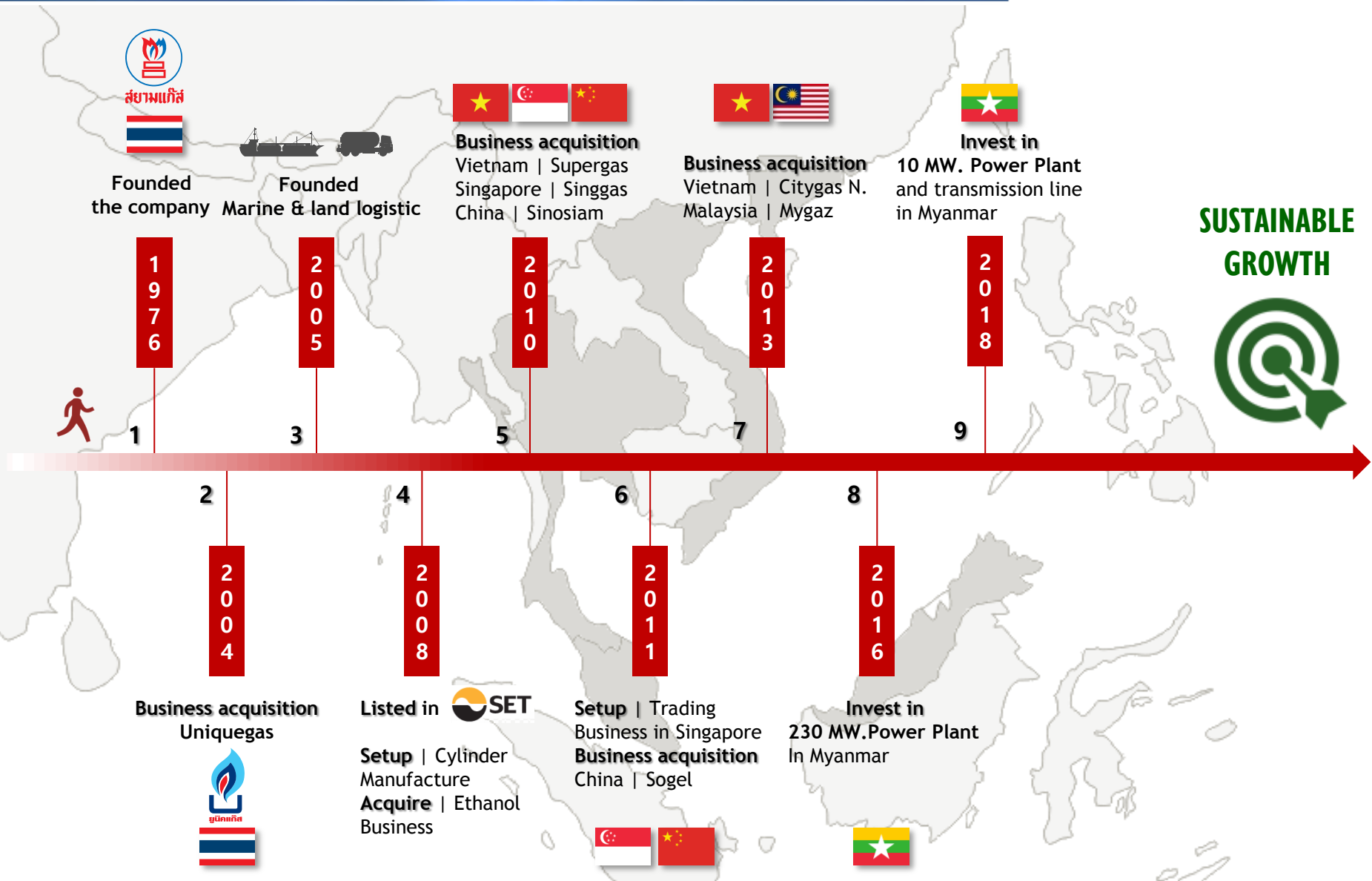
Retail  
**19.6%**



Thai NVDR  
**2.9%**

Latest book closing : On 22 AUG 2019

# MILESTONES



## THAILAND

1



**LIQUEFIED PETROLEUM GAS (LPG)**

2



**ROAD TRANSPORTATION**

3



**MARINE TRANSPORTATION**

4



**CYLINDER MANUFACTURING**

5



**OIL RETAIL BUSINESS**

6



**CONTAINER TERMINAL SERVICE BUSINESS**

## OVERSEA

1



**LIQUEFIED PETROLEUM GAS (LPG)**



• Singapore



• China



• Malaysia



• Vietnam

2



**COMBINE CYCLE POWER PLANT**



• Myanmar

3



**DIESEL POWER PLANT**



• Myanmar

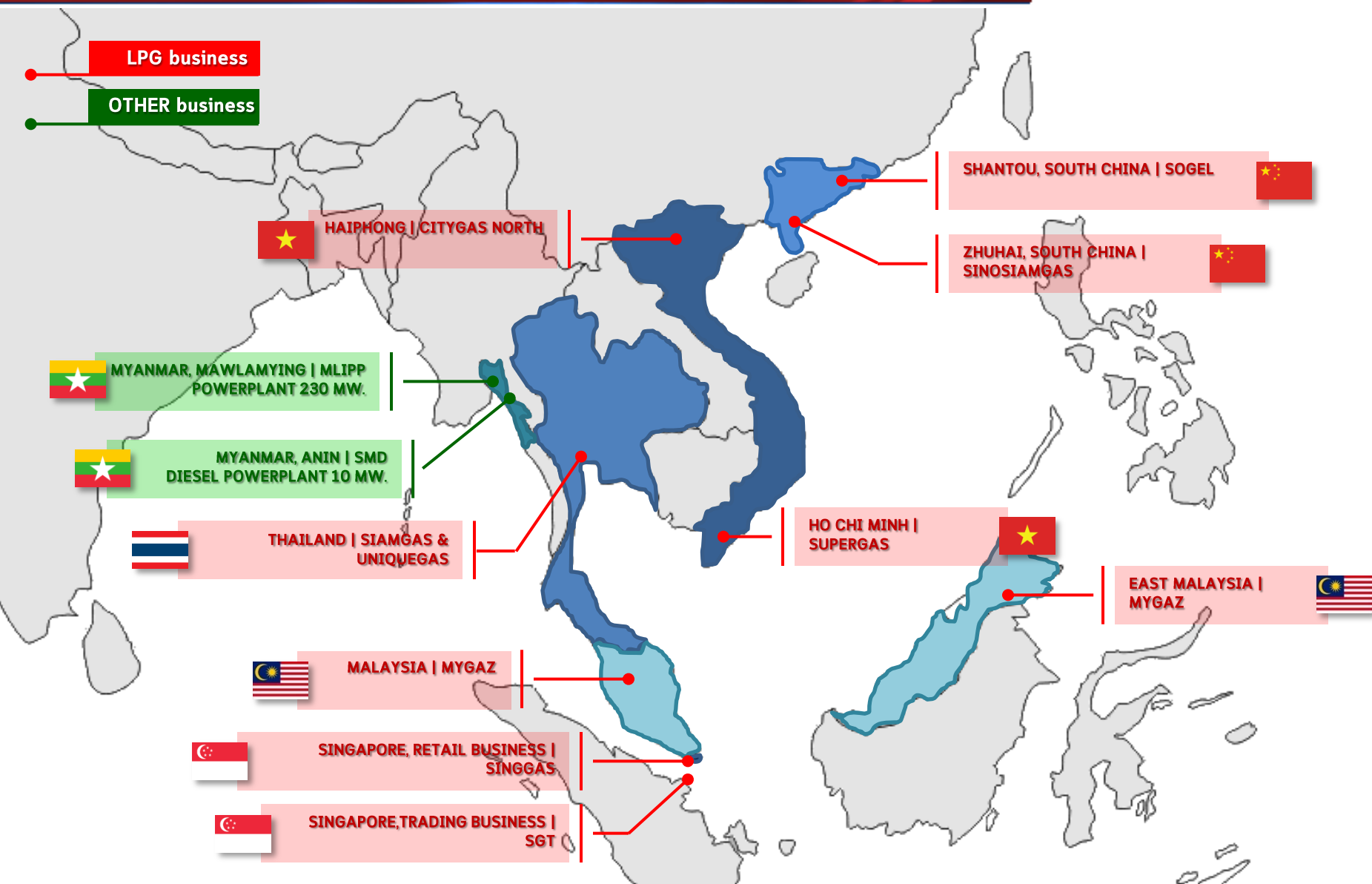
## ➤ **Thailand**

- ☑ Expand petrol with LPG stations. Currently opened 6 stations (Suksawat, Kaset-Nawamin, Phutthamonthon Sai 2, Saraphi Chiang Mai, Bypass Cha-am Pranburi, Bypass Saraburi, and 5 stations in pipeline.
- ☑ Expand Filling plants.

## ➤ **Overseas**

- ☑ The Company is constructing terminal and filling plants in Myanmar.
- ☑ The Company is constructing filling plant in Penang Malaysia.
- ☑ The Company is planning to construct LPG terminal in Indonesia

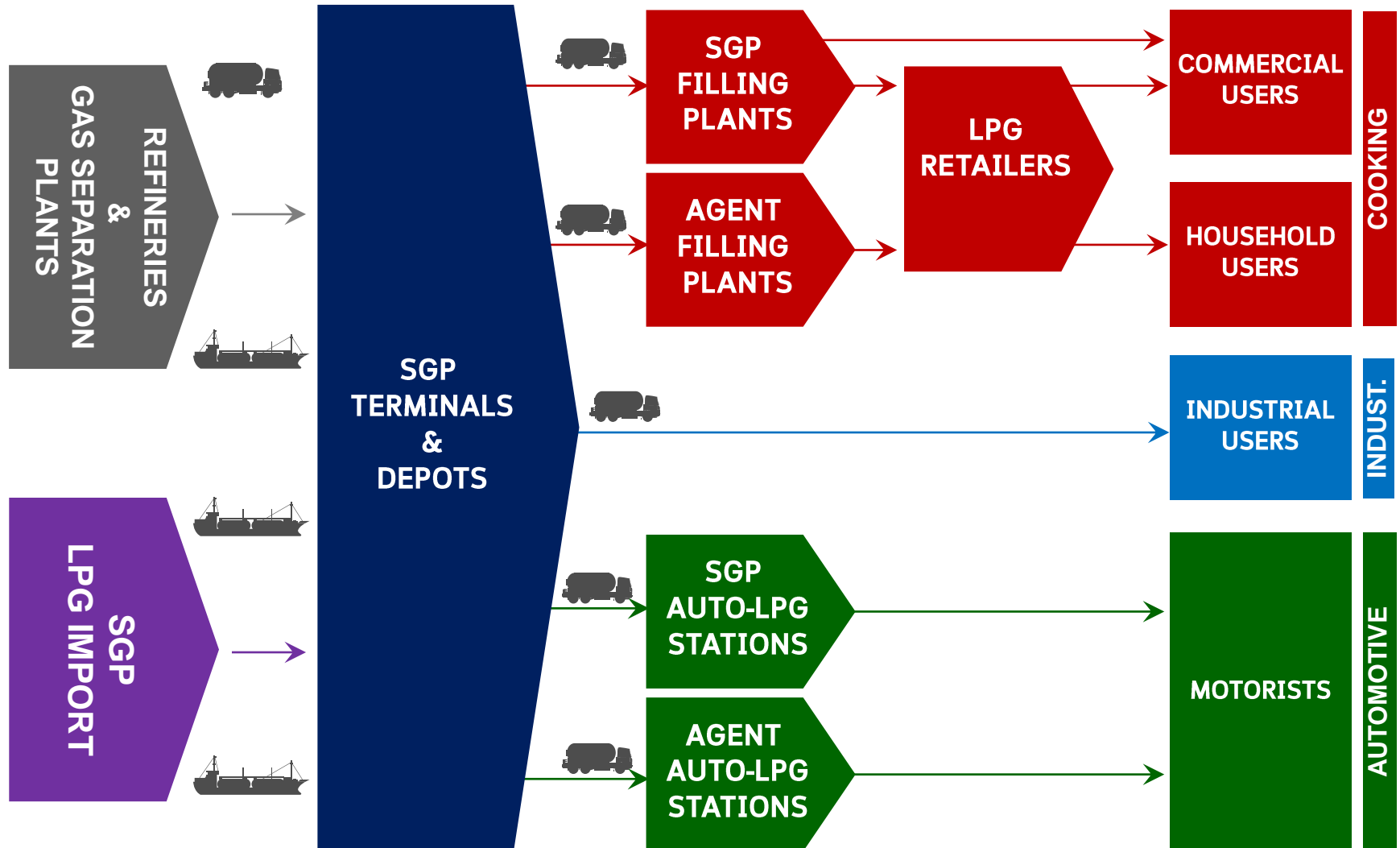
# SGP's PRESENCE





- **BUSINESS OVERVIEW**
- **THAILAND BUSINESS**
- **OVERSEA BUSINESS**
- **FINANCIAL RESULTS**
- **BUSINESS OUTLOOK**
- **Q & A**

# THAILAND BUSINESS MODEL



# SGP's NETWORK IN THAILAND



25  
vessels



8  
terminals



500  
roadtankers



## Floating Storage



## FILLING PLANT & AUTOGAS STATION

Company Filling Plants x 43  
Agent Filling Plants x 144  
Company Autogas Stations x 44  
Agent Autogas Stations x 521

# THAILAND LPG MARKET



LPG Sales Volume ('000 tons) | ALL SECTORS

## SGP's market share in Thailand

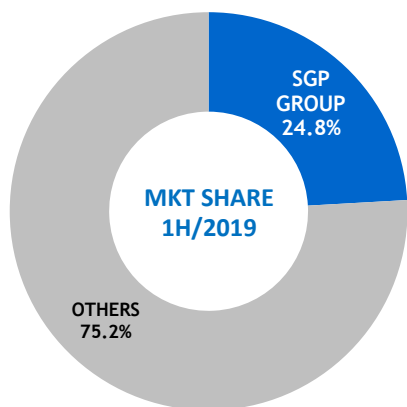
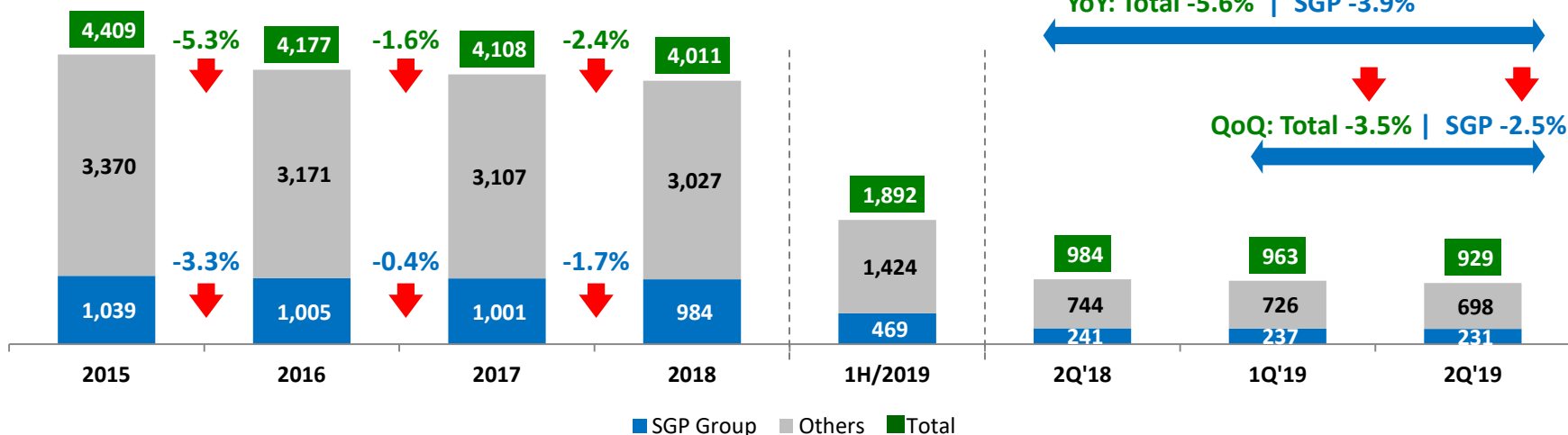
23.6%

24.1%

24.4%

24.6%

24.8%



2

### MARKET SHARE

1. PTT	41.4 %
2. SGP	24.8 %
3. WP	17.2 %
4. OTHER	16.6 %

- 1H/2019 LPG market size 1.89 million TON

Cooking	1.04 million TON (55.1%)
Automotive	0.53 million TON (27.8%)
Industrial	0.32 million TON (17.1%)

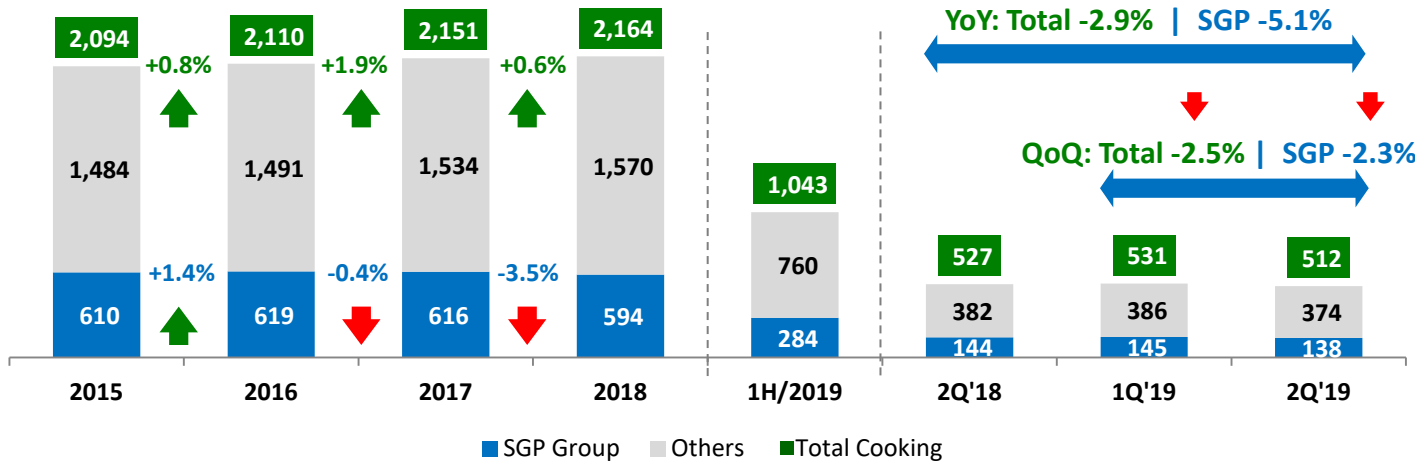
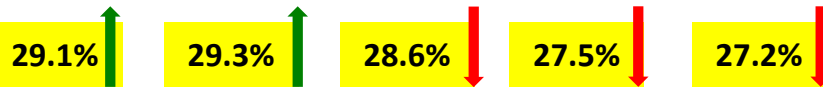
- Average growth ('14-'18) **-3.4%**



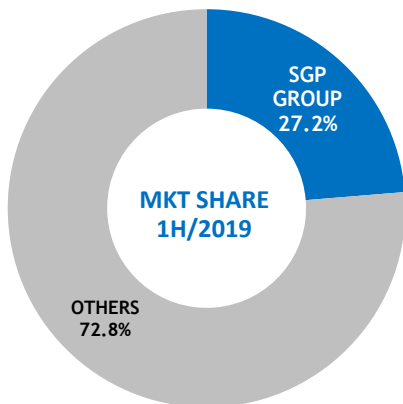
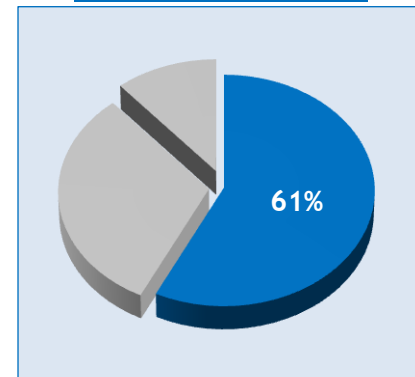
# COOKING MARKET

LPG Sales Volume ('000 tons) | COOKING SECTORS

## SGP's market share in Thailand



## COOKING PORTION



2

## MARKET SHARE

1. PTT	50.0 %
2. SGP	27.2 %
3. WP	19.2 %
4. OTHER	3.6 %

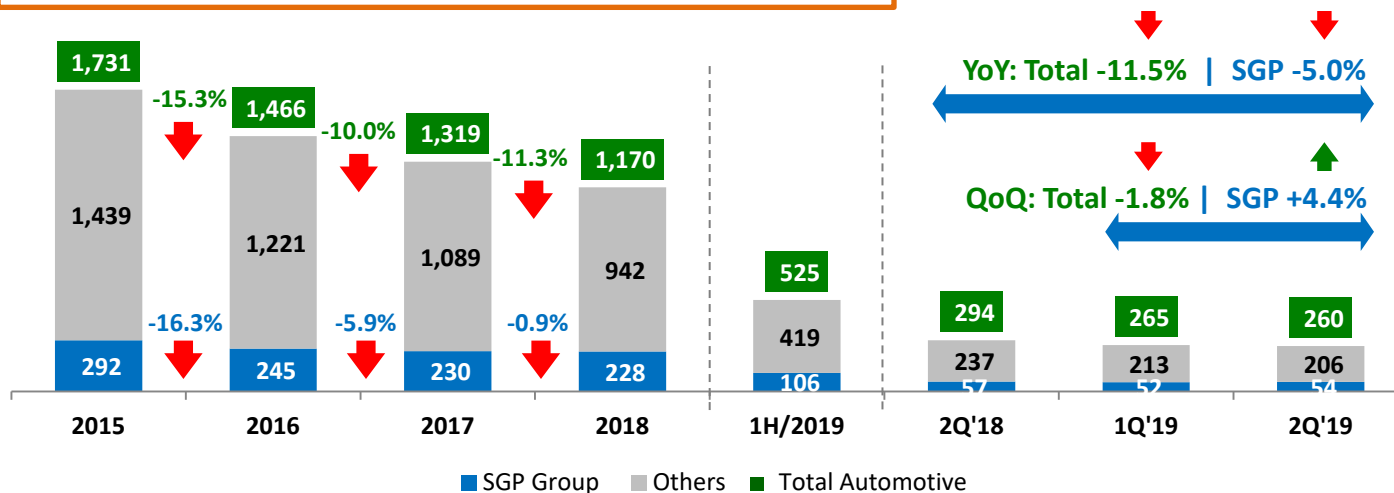


# AUTOMOTIVE MARKET

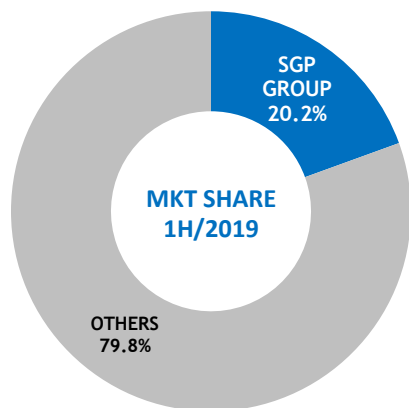
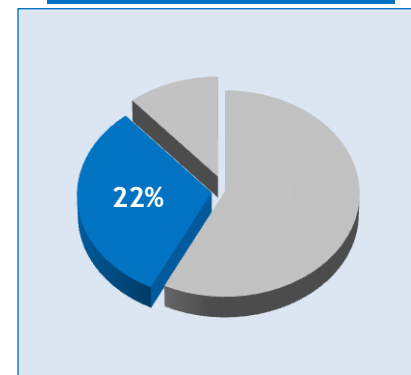
LPG Sales Volume ('000 tons) | AUTOMOTIVE SECTORS

## SGP's market share in Thailand

16.9% 16.7% 17.5% 19.5% 20.2%



## AUTOMOTIVE PORTION

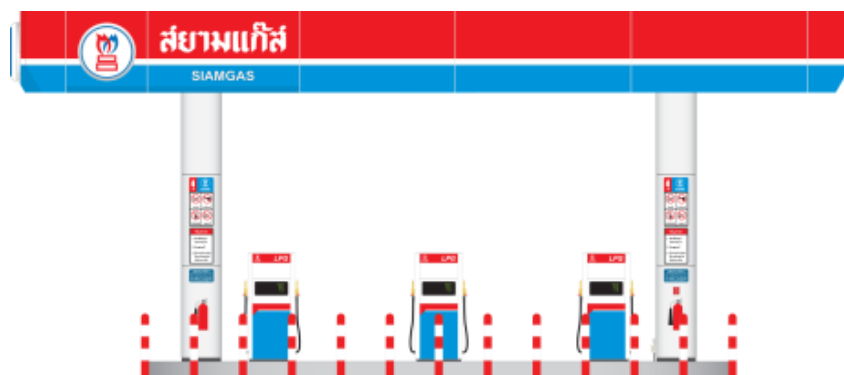


1

## MARKET SHARE

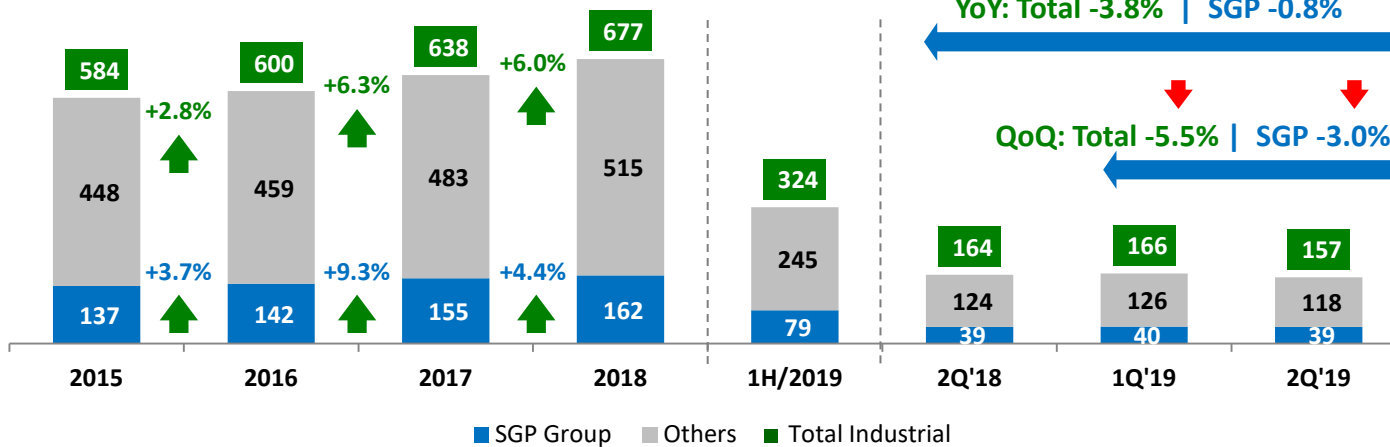
1. SGP	20.2 %
2. WP	17.0 %
3. PTT	16.7 %
4. OTHER*	46.1 %

\* 10 company

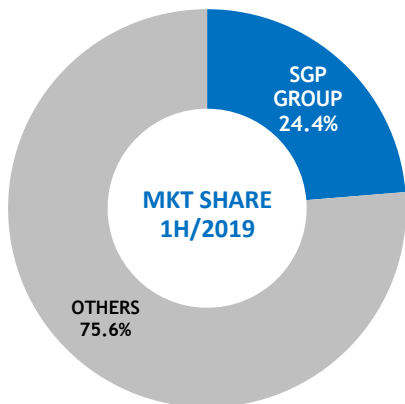
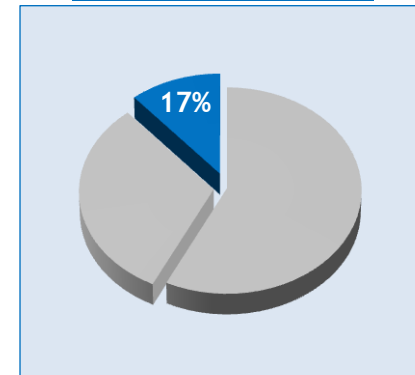


## LPG Sales Volume ('000 tons) | INDUSTRY SECTORS

### SGP's market share in Thailand



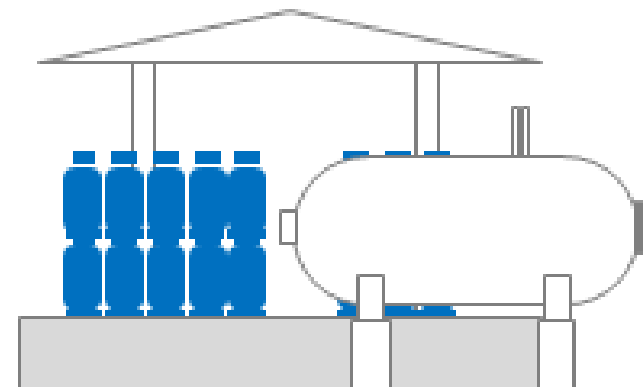
### INDUSTRY PORTION



2

### MARKET SHARE

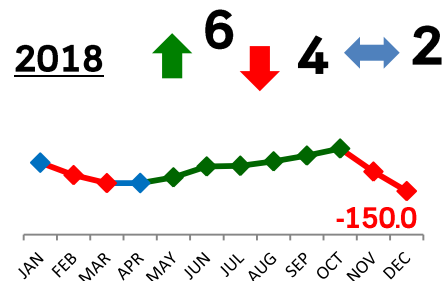
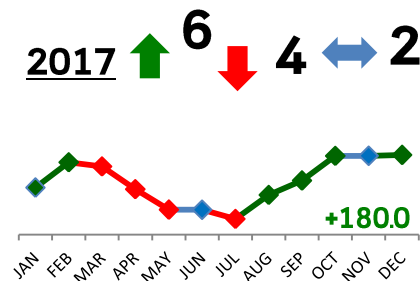
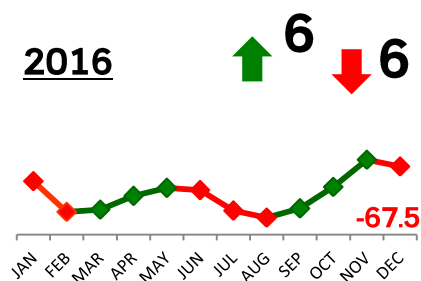
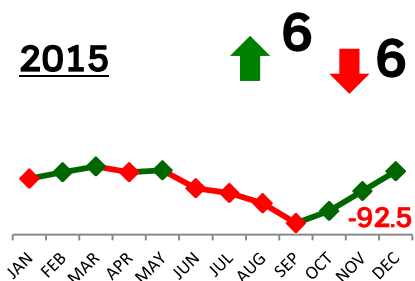
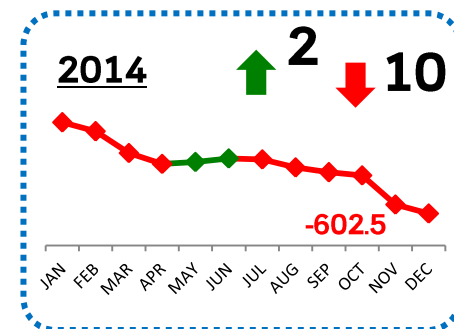
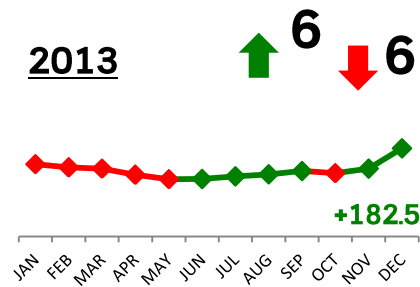
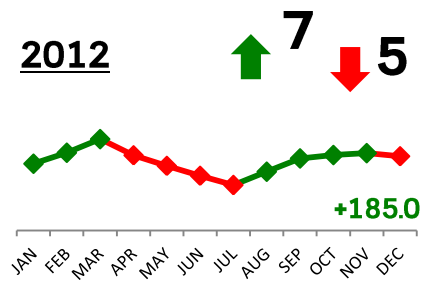
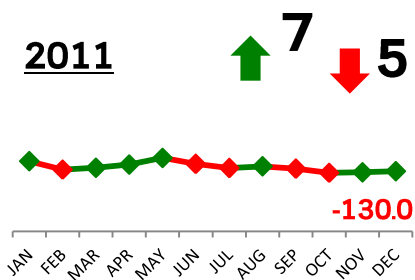
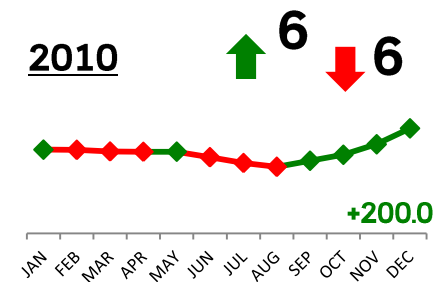
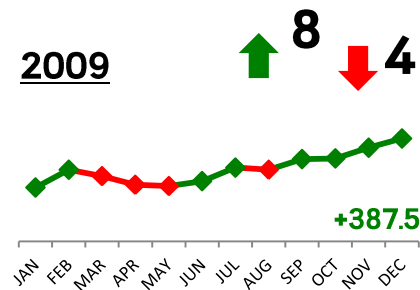
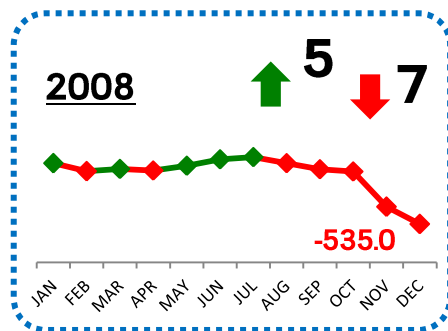
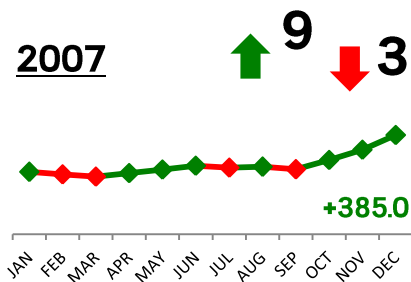
1. PTT	53.8 %
2. SGP	24.4 %
3. WP	10.8 %
4. OTHER	11.0 %



- **BUSINESS OVERVIEW**
- **THAILAND BUSINESS**
- **OVERSEA BUSINESS**
- **FINANCIAL RESULTS**
- **BUSINESS OUTLOOK**
- **Q & A**



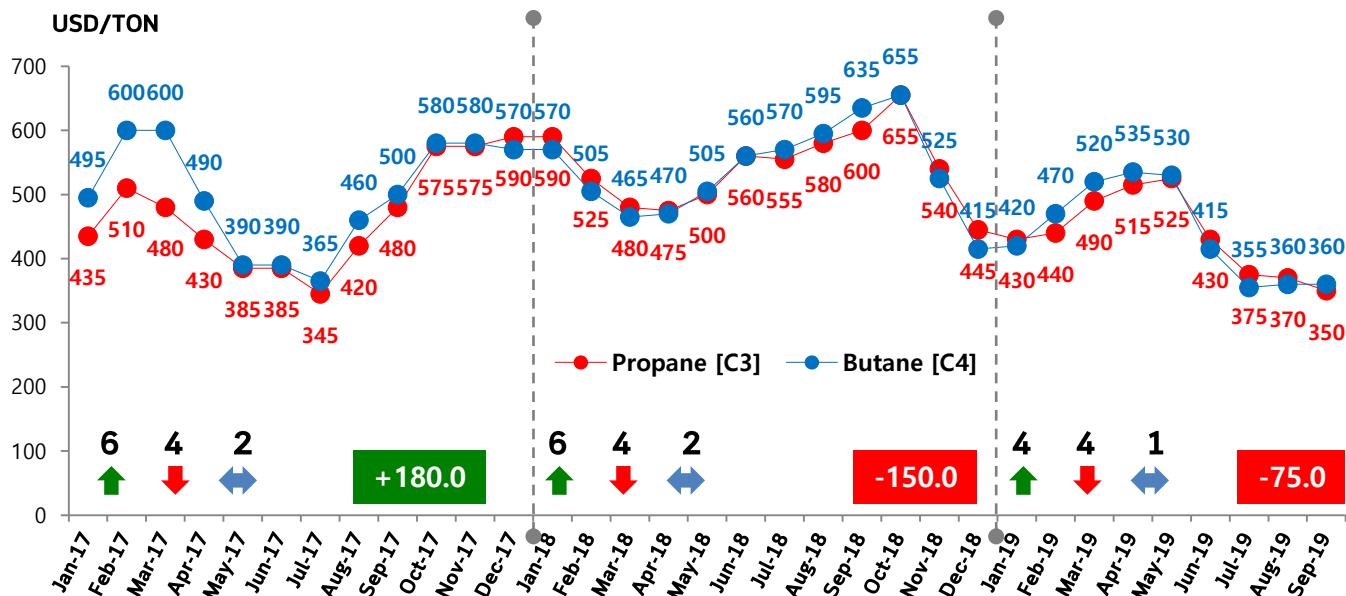
# HISTORICAL CP PRICE MOVEMENT



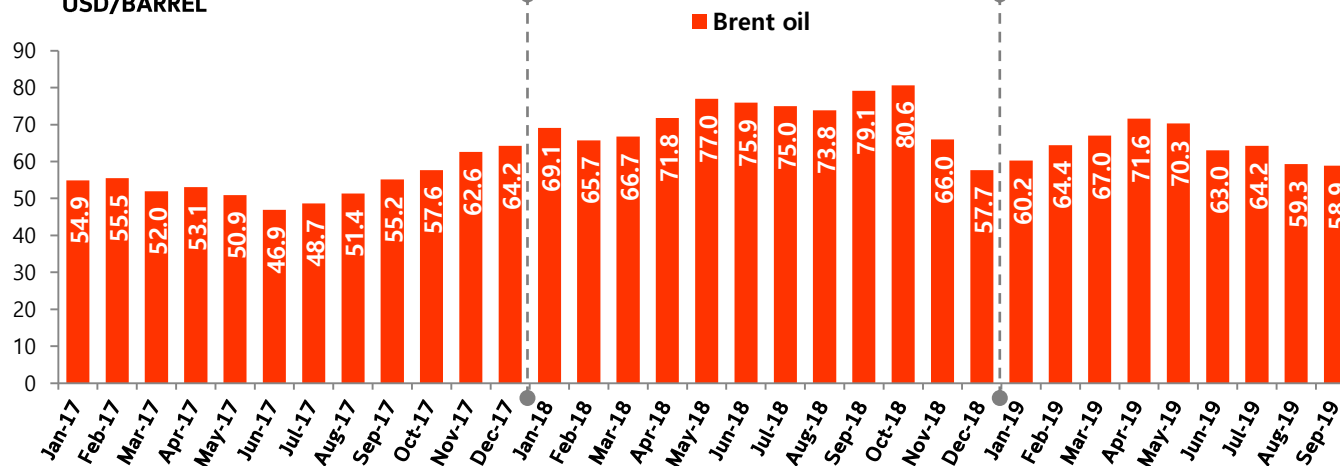
# SAUDI ARAMCO CP VS CRUDE OIL



USD/TON



USD/BARREL





# SINGAPORE MARKET (1/2)



## TRADING BUSINESS >>>

By SIAM GAS TRADING PTE. LTD. (100%)



**6M/2019 >>>**

TARGET VOLUME	1,150,000 TONS
GROWTH	22.0 %
SUCCESS	54.6 %

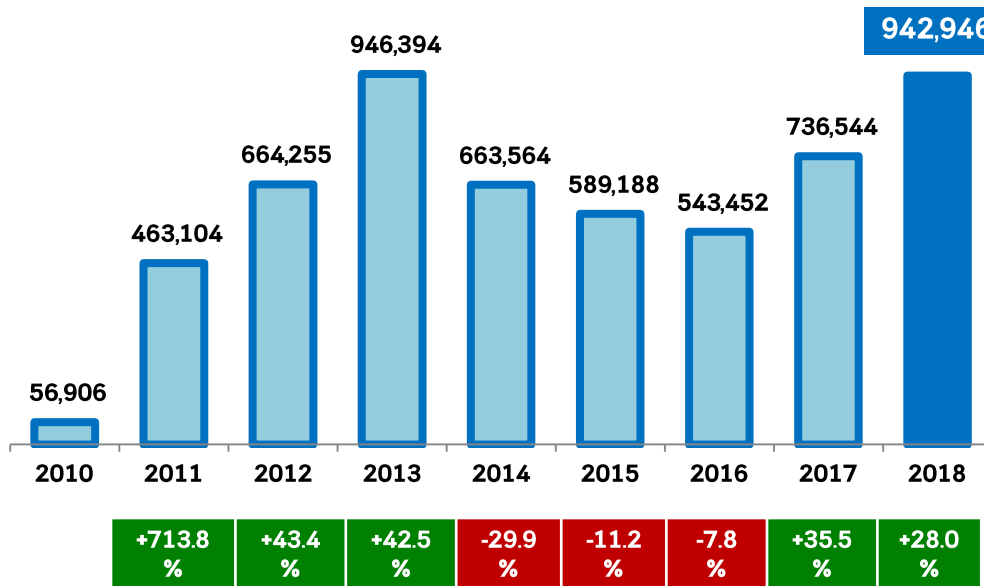
627,434

522,566

6M | 2019

Remaining target

ANNUALLY | SALE VOLUME (TONS)



QUARTERLY | SALE VOLUME (TONS)





# SINGAPORE MARKET (2/2)



## RETAIL BUSINESS >>>

BY SINGGAS (LPG) PTE. LTD. (95%)



6M/2019 >>>

TARGET VOLUME	22,500 TONS
GROWTH	5.2 %
SUCCESS	44.0 %

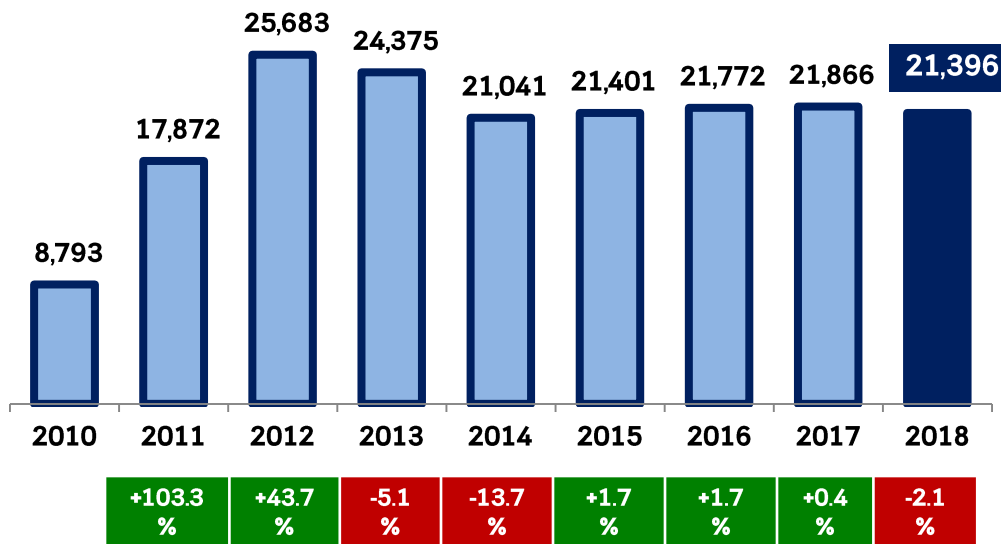
9,906

12,594

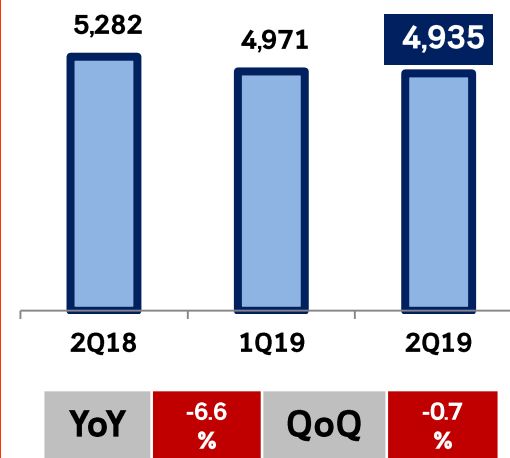
6M | 2019

Remaining target

ANNUALLY | SALE VOLUME (TONS)



QUARTERLY | SALE VOLUME (TONS)







# CHINA MARKET



## RETAIL BUSINESS >>>

- BY 1. SINOSIAMGAS AND PETROCHEMICALS CO., LTD. (100%)  
2. SIAM OCEAN GAS & ENERGY LTD. (100%)



6M/2019 >>>

TARGET VOLUME	1,300,000 TONS
GROWTH	1.7 %
SUCCESS	48.1 %

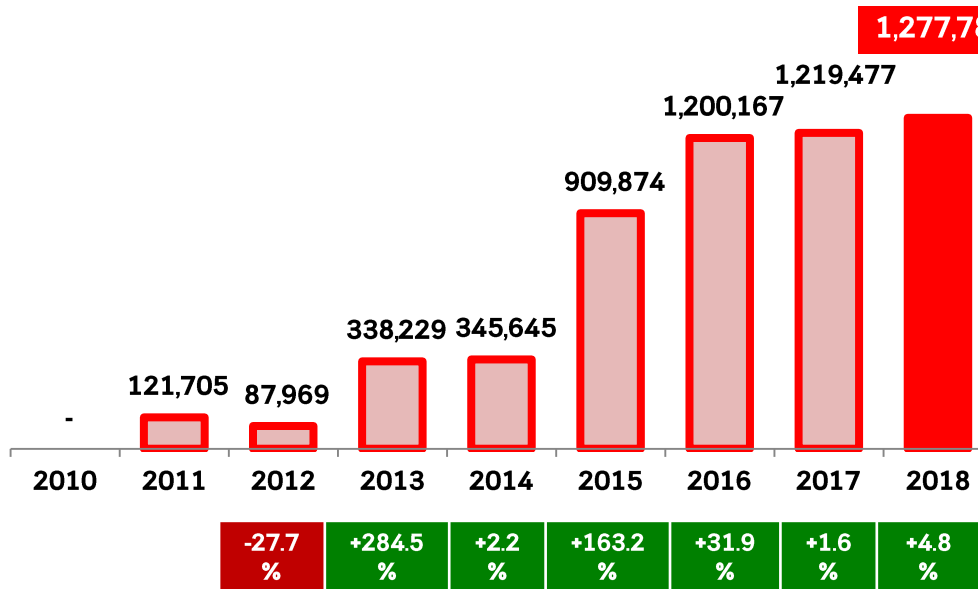
624,718

675,282

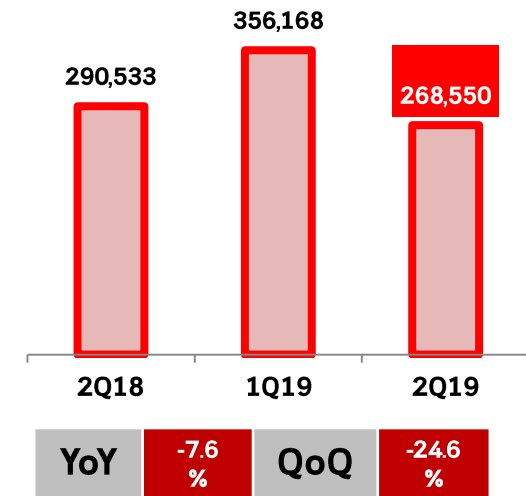
6M | 2019

Remaining target

ANNUALLY | SALE VOLUME (TONS)



QUARTERLY | SALE VOLUME (TONS)





# VIETNAM MARKET



## RETAIL BUSINESS >>>

- BY 1. SUPERGAS COMPANY LIMITED (100%)  
2. CITYGAS NORTH COMPANY LIMITED (70%)



## 6M/2019 >>>

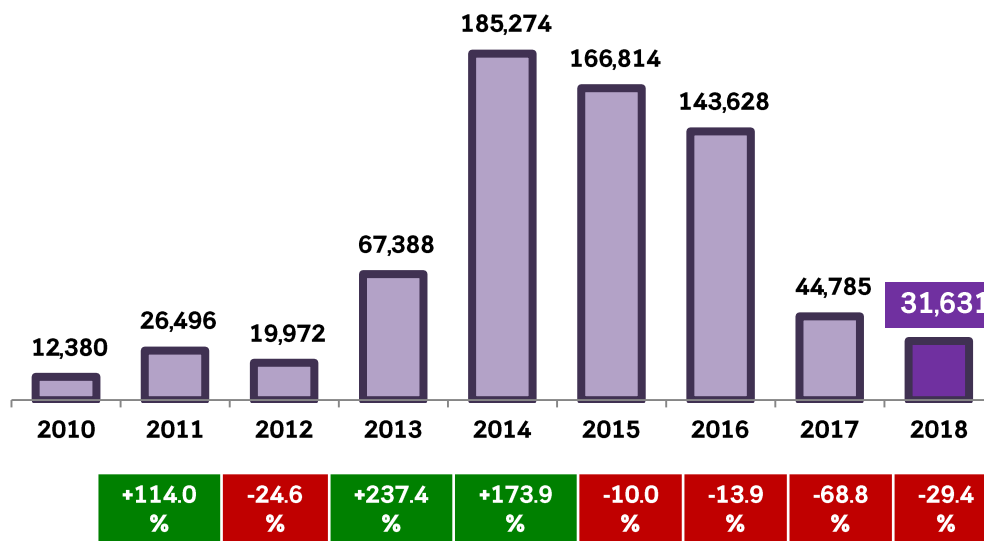
TARGET VOLUME	45,000 TONS
GROWTH	42.0 %
SUCCESS	66.4 %



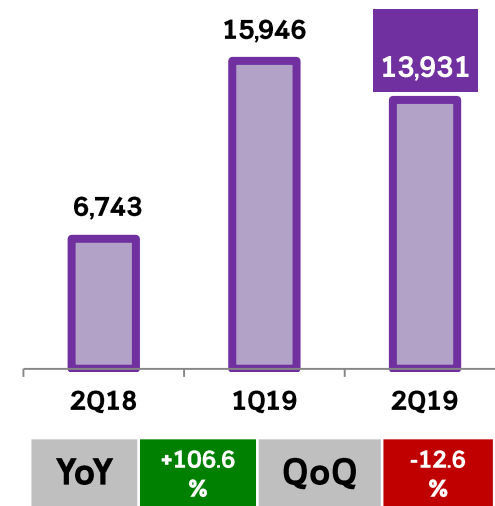
6M | 2019

Remaining target

### ANNUALLY | SALE VOLUME (TONS)



### QUARTERLY | SALE VOLUME (TONS)





# MALAYSIA MARKET



## RETAIL BUSINESS >>>

BY MYGAZ SDN. BHD. (70% )



6M/2019 >>>

TARGET VOLUME	202,500 TONS
GROWTH	38.3 %
SUCCESS	34.7 %

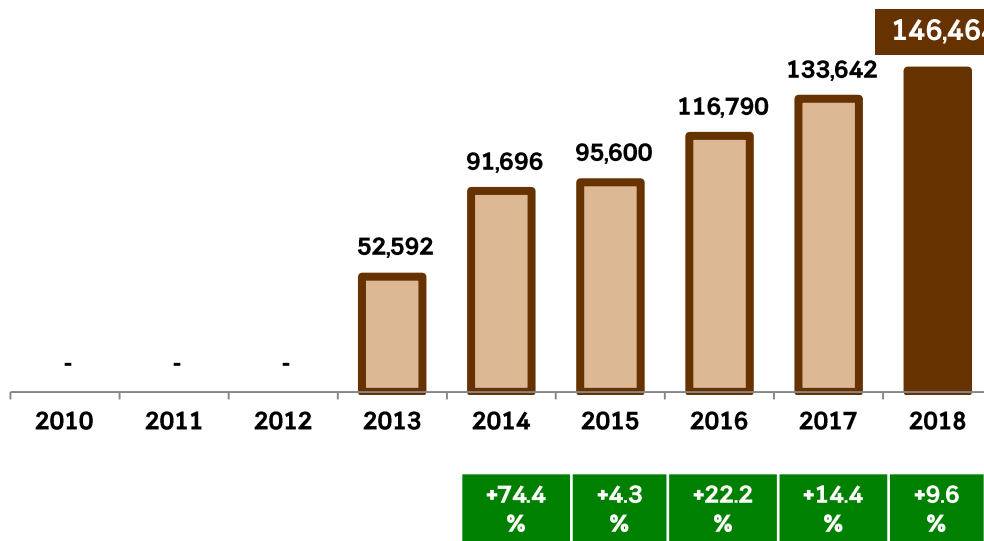
70,263

132,237

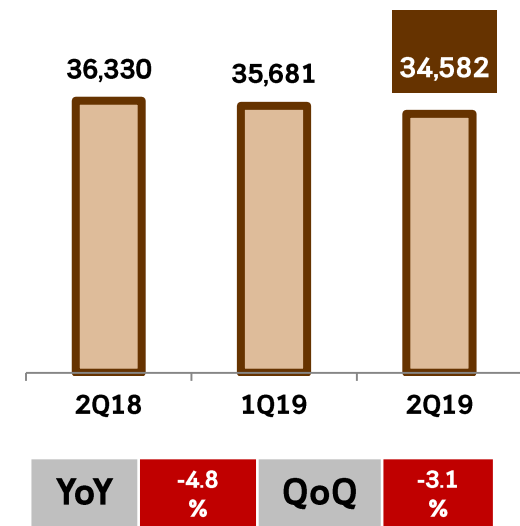
6M | 2019

Remaining target

ANNUALLY | SALE VOLUME (TONS)



QUARTERLY | SALE VOLUME (TONS)



# TOTAL OVERSEA VOLUME



**6M/2019 >>>**

**TARGET VOLUME** 2,720,000 TONS  
**GROWTH** 12.4 %  
**SUCCESS** 50.1 %

1,362,198

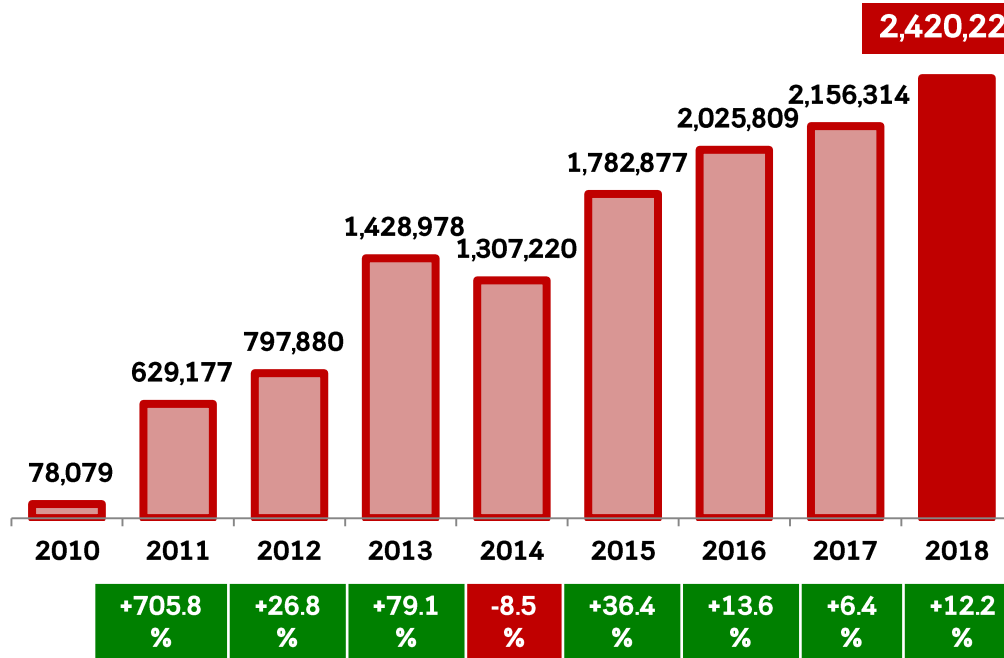
1,357,802

6M | 2019

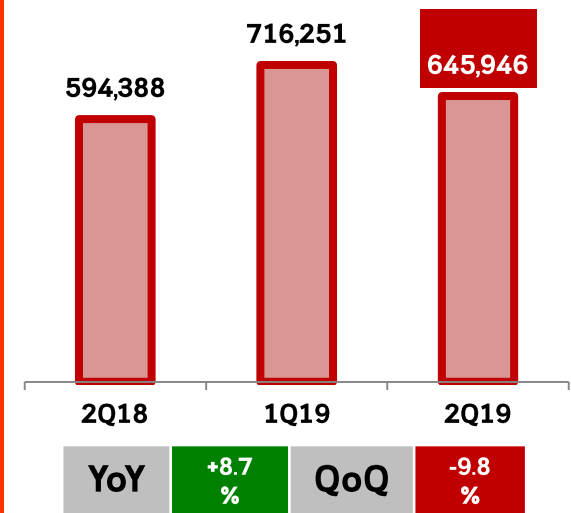
Remaining target



ANNUALLY | SALE VOLUME (TONS)



QUARTERLY | SALE VOLUME (TONS)







# 230 MW. POWERPLANT | MYANMAR



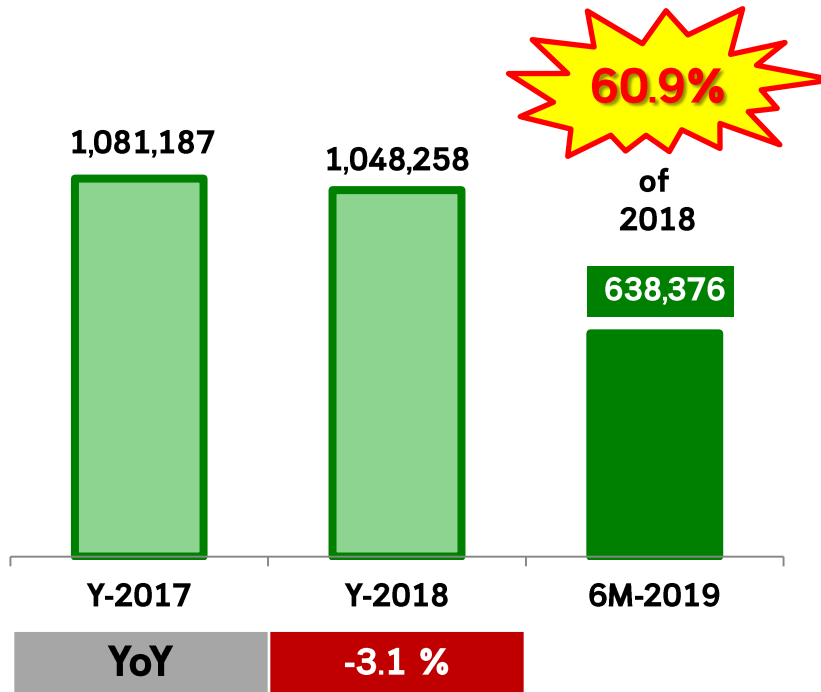
**SIAMGAS**  
GROUP

**SELL TO GOVERNMENT >>>**

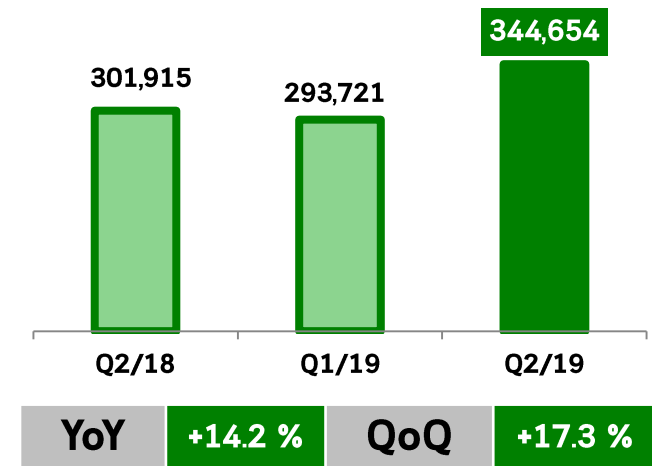
**BY MYANMAR LIGHTING (IPP) CO., LTD. (41.1%)**



**ANNUALLY | SALE VOLUME (MW.)**



**QUARTERLY | SALE VOLUME (MW.)**



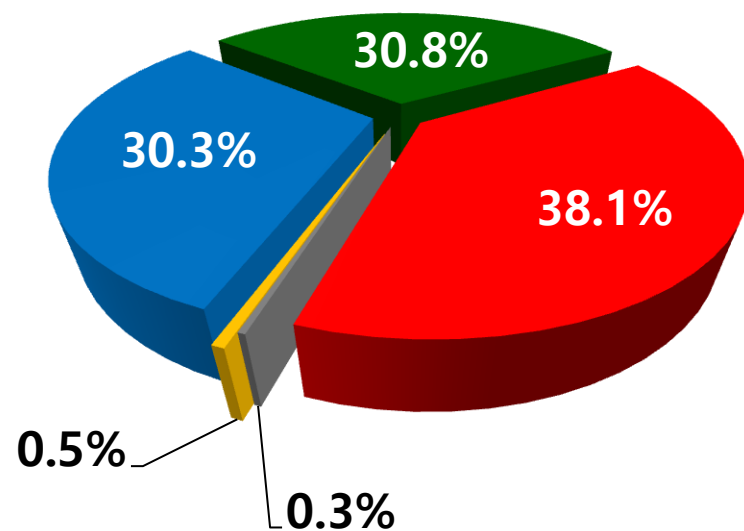
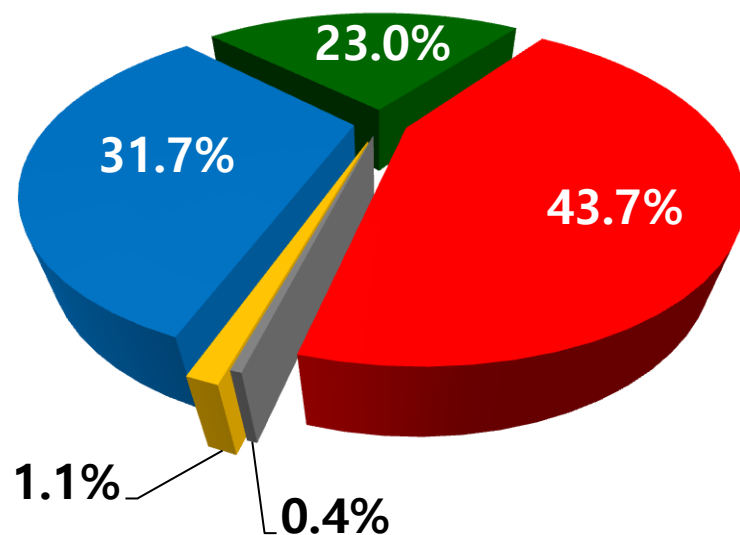
- **BUSINESS OVERVIEW**
- **THAILAND BUSINESS**
- **OVERSEA BUSINESS**
- **FINANCIAL RESULTS**
- **BUSINESS OUTLOOK**
- **Q & A**

# REVENUE PORTION

- Thailand
- Offshore
- Oversea business
- Logistic
- Other (Service & Other & Dividend)

## 6M/2018

Thailand 33.2%  
Oversea 66.8%

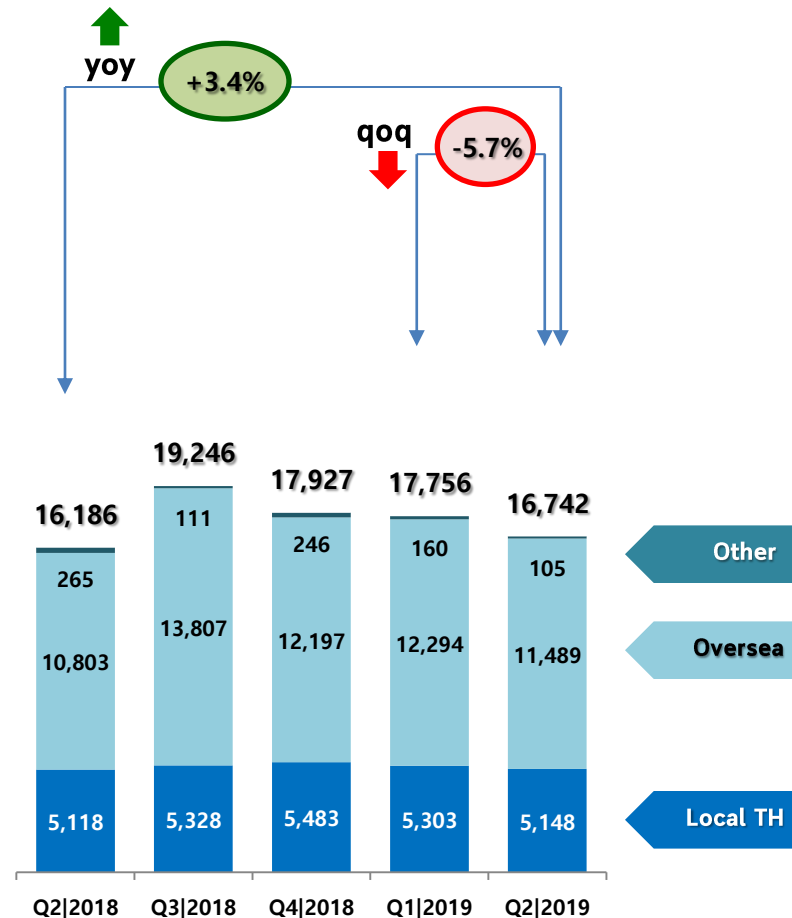
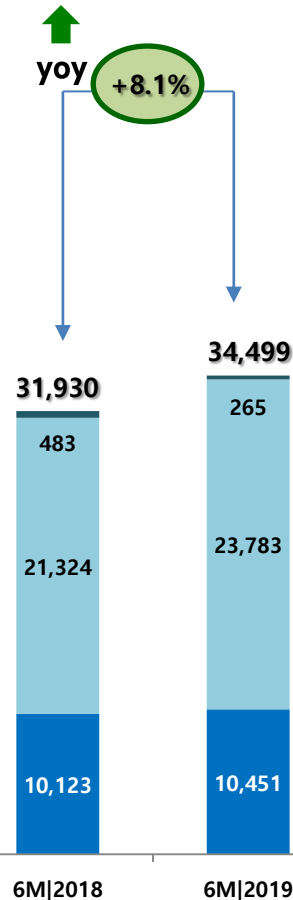
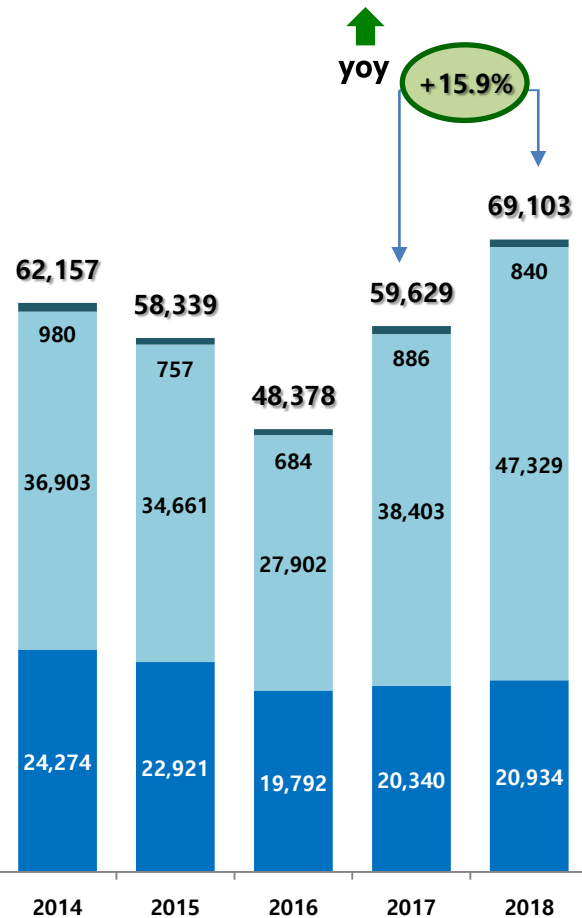


## 6M/2019

Thailand 31.1%  
Oversea 68.9%

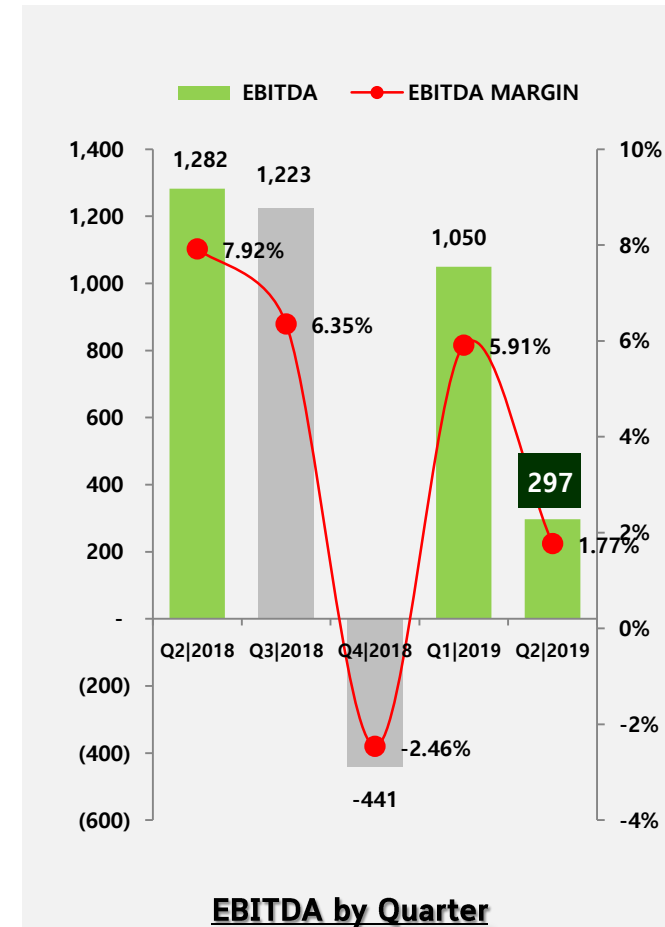
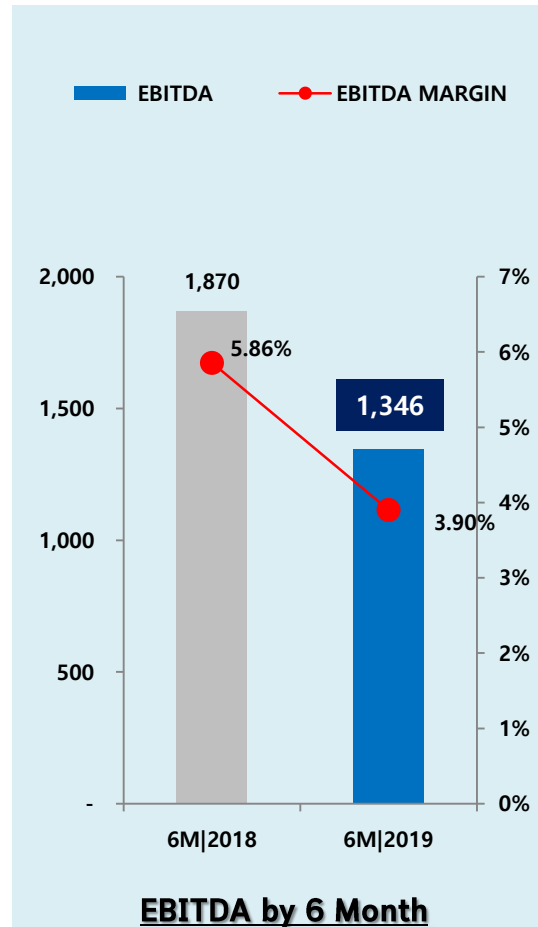
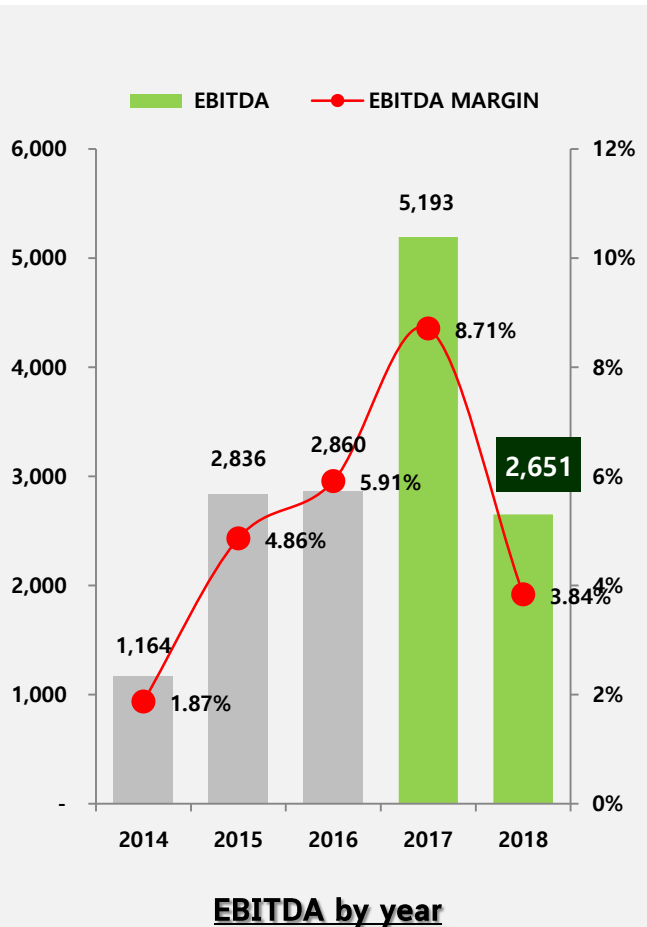
# FULL YEAR AND QUARTERLY REVENUE [BT.M]

↑ 6M/2019 Consolidated revenue of Bt.34,499 m shows a 8.1% yoy growth



# FULL YEAR AND QUARTERLY EBITDA [BT.M]

- ↓ 1. 6M/2019 Consolidated EBITDA of **Bt.1,346 m** a decline of **28.0%** yoy
- ↓ 2. EBITDA margin : 3.90% in 6M/2019 decrease from 5.86% in 6M/2018





# GROSS PROFIT MARGIN & NET PROFIT MARGIN

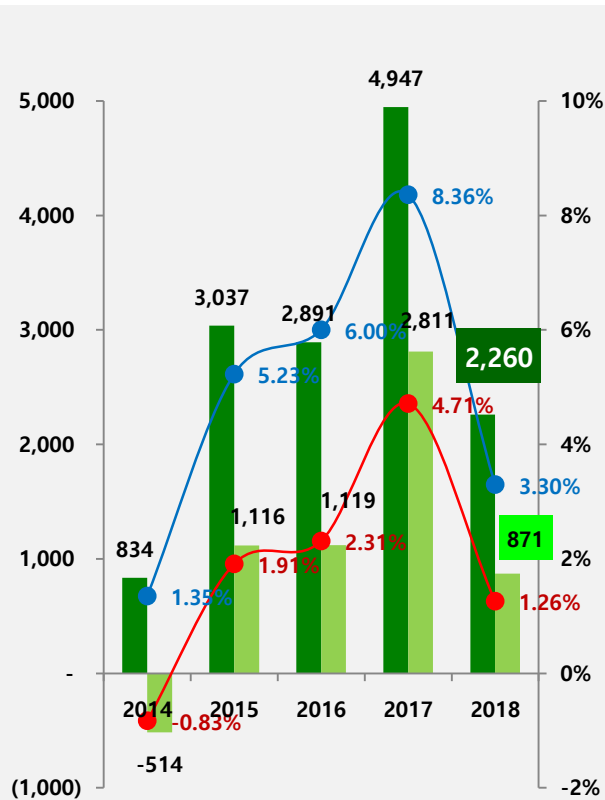


## 6M/2019 : GROSS PROFIT & NET PROFIT

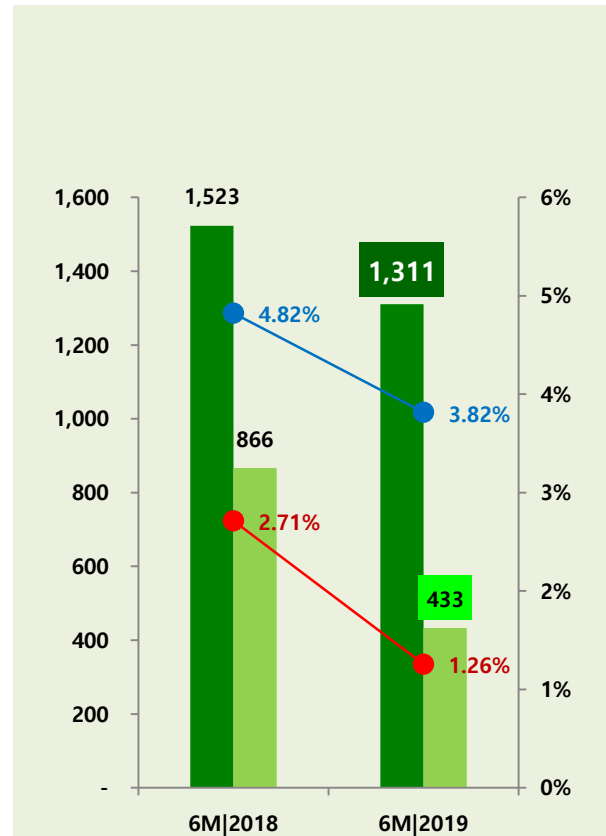
1. Gross profit of **Bt.1,311m** a decline of **14.0%** yoy ↓
2. Net profit of **Bt.433m** a decline of **50.0%** yoy ↓

## 6M/2019 : GROSS PROFIT AND NET PROFIT MARGIN

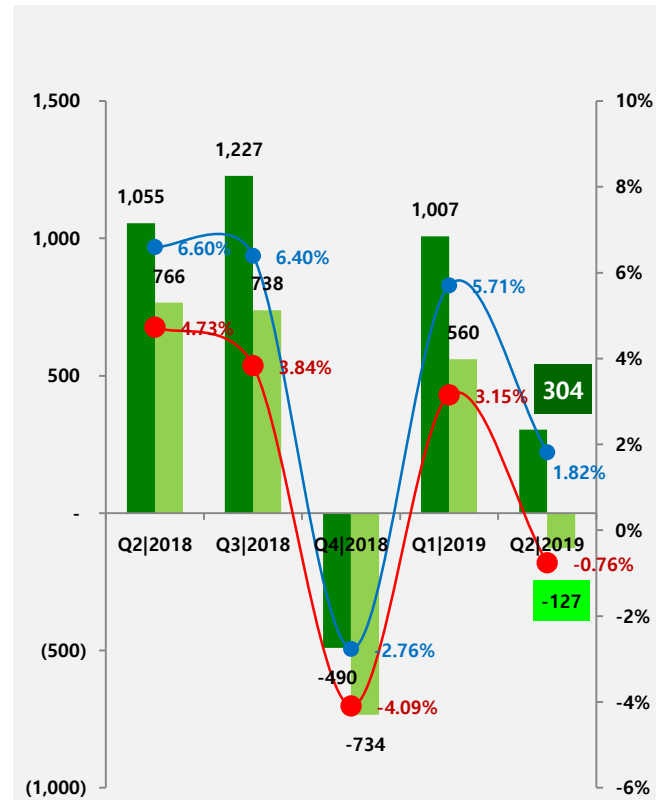
1. Gross profit margin decrease from 4.82% to 3.82% yoy ↓
2. Net profit margin decrease from 2.71% to 1.26% yoy ↓



Gross profit & Net profit by year



Gross profit & Net profit by 6 Month



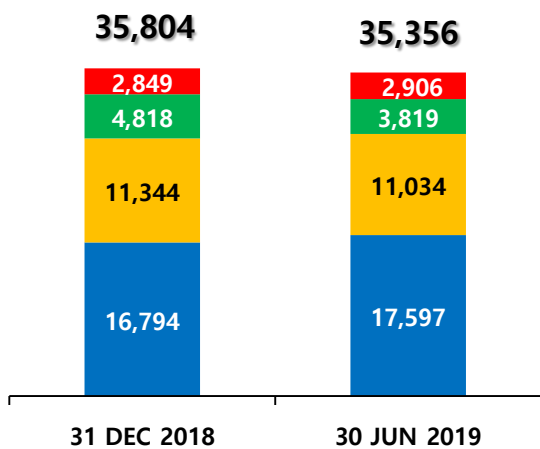
Gross profit & Net profit by quarter

# FINANCIAL POSITION



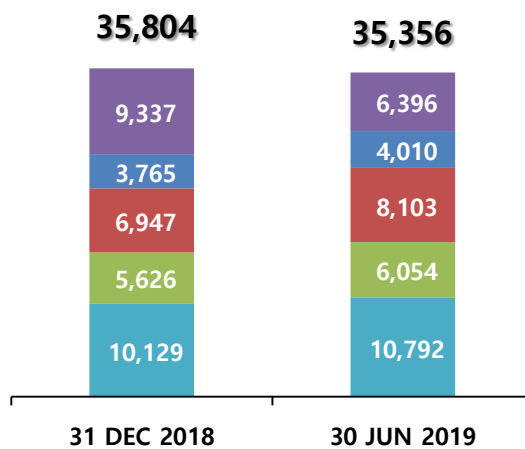
## ASSET (THB Million)

- Cash & Equivalents
- Inventory
- Other asset
- PP&E

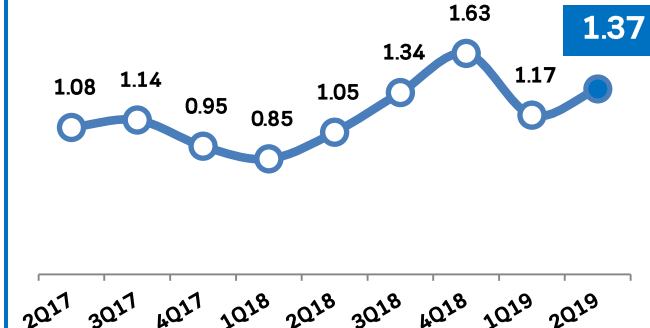


## LIABILITIES & EQUITY (THB Million)

- Short term loan
- Long term Debt
- Total Equity
- Current liabilities
- Non current liabilities



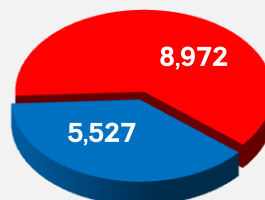
## INTEREST BEARING DEBT (TIMES)



## DEBT PORTION

LOAN FROM FINANCIAL INSTITUTION	5,527
DEBENTURE	8,972
<b>TOTAL</b>	<b>14,499 (THB Million)</b>

- Loan from financial institution
- Debenture



### COMPANY RATING

**TRIS RATING**

**BBB+ Stable**

### BOND RATING

**TRIS RATING**

**BBB+ Stable**

### BOND with CGIF RATING

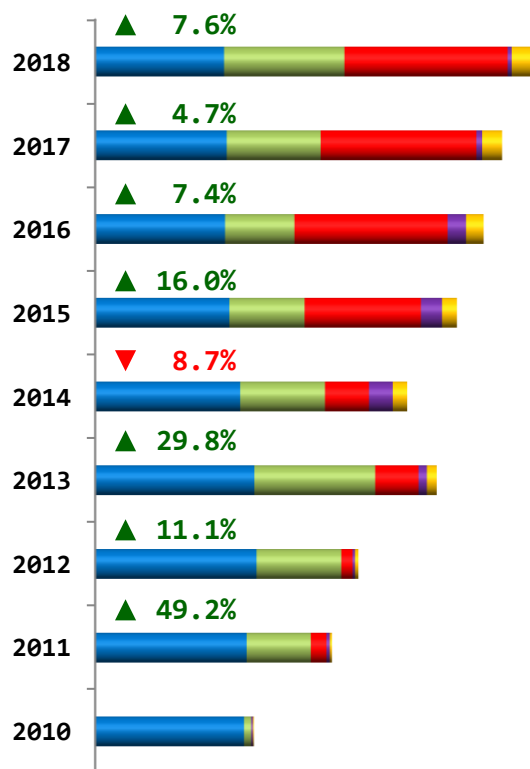
**TRIS RATING**  
**CGIF**

**A+ Stable**

- **BUSINESS OVERVIEW**
- **THAILAND BUSINESS**
- **OVERSEA BUSINESS**
- **FINANCIAL RESULTS**
- **BUSINESS OUTLOOK**
- **Q & A**

## LPG Sales Volume (Tons)

- SGP - Thailand
- SGP Offshore Trading
- China
- Vietnam
- Malaysia & Singapore



Sales volume (TONs)	2017	2018	OUTLOOK 2019	6M 2019	% Success
SGP - Thailand	1,030,660.58	1,010,383.14	1,050,000.00	487,106.40	46.4%
Offshore Trading	736,544.45	942,945.98	1,150,000.00	627,433.93	54.6%
China	1,219,476.64	1,277,786.33	1,300,000.00	624,717.72	48.1%
Vietnam	44,784.87	31,631.45	45,000.00	29,877.41	66.4%
Malaysia & Singapore	155,507.90	167,859.71	225,000.00	80,168.53	35.6%
GRAND TOTAL	3,186,974.44	3,430,606.62	3,770,000.00	1,849,303.99	49.1%
OVERSEA BUSINESS	2,156,313.86	2,420,223.47	2,720,000.00	1,362,197.59	50.1%

Domestic portion	32.3%	29.5%	27.9%	26.3%
Oversea portion	67.7%	70.5%	72.1%	73.7%
Growth (%)	-8.7%	7.6%	9.9%	

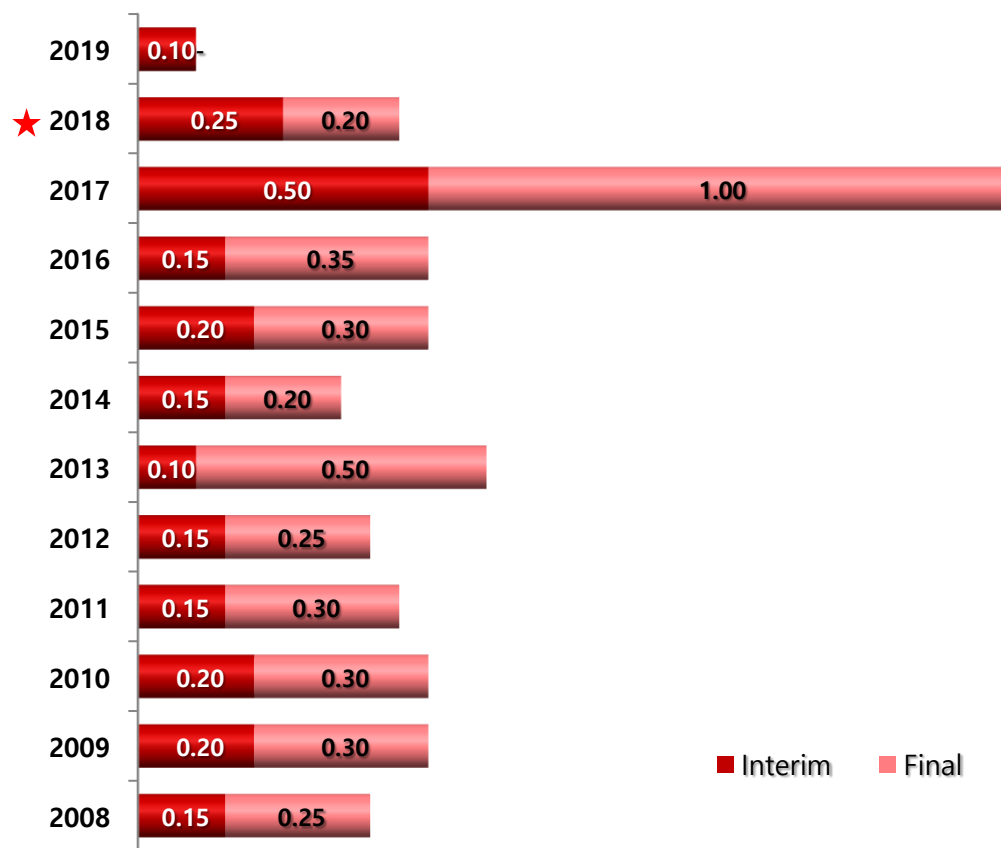


## Dividend Policy

*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 payment



Unit : Baht/annum

★ SGP split par from Bt1.00 to Bt 0.50 in May 2018





**QUESTIONS ARE WELCOMED !**