

ZHUHAI TERMINAL | CAPACITY SIZE 200,000 TONS
LOCATION | SOUTH CHINA
OPERATE BY | Sino Siam Gas and Petrochemicals Co., Ltd.



Q3 | 2018 PERFORMANCE RESULTS

PRESENTATION FOR INVESTOR & ANALYST



BULLET TANK
LOCATION:
BANGKOK
OPERATE BY :
UNIQUEGAS AND
PETROCHEMICALS
PCL.





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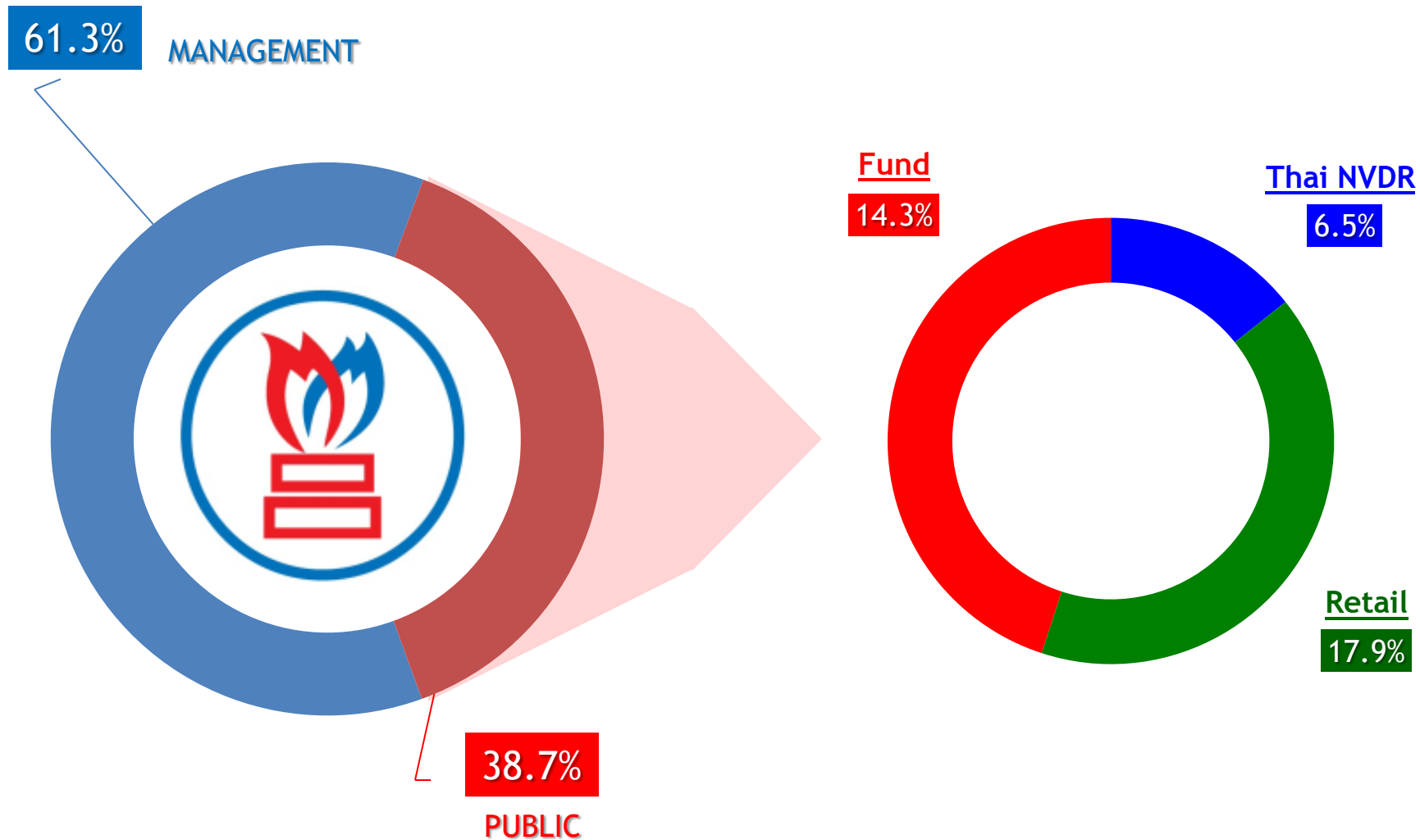
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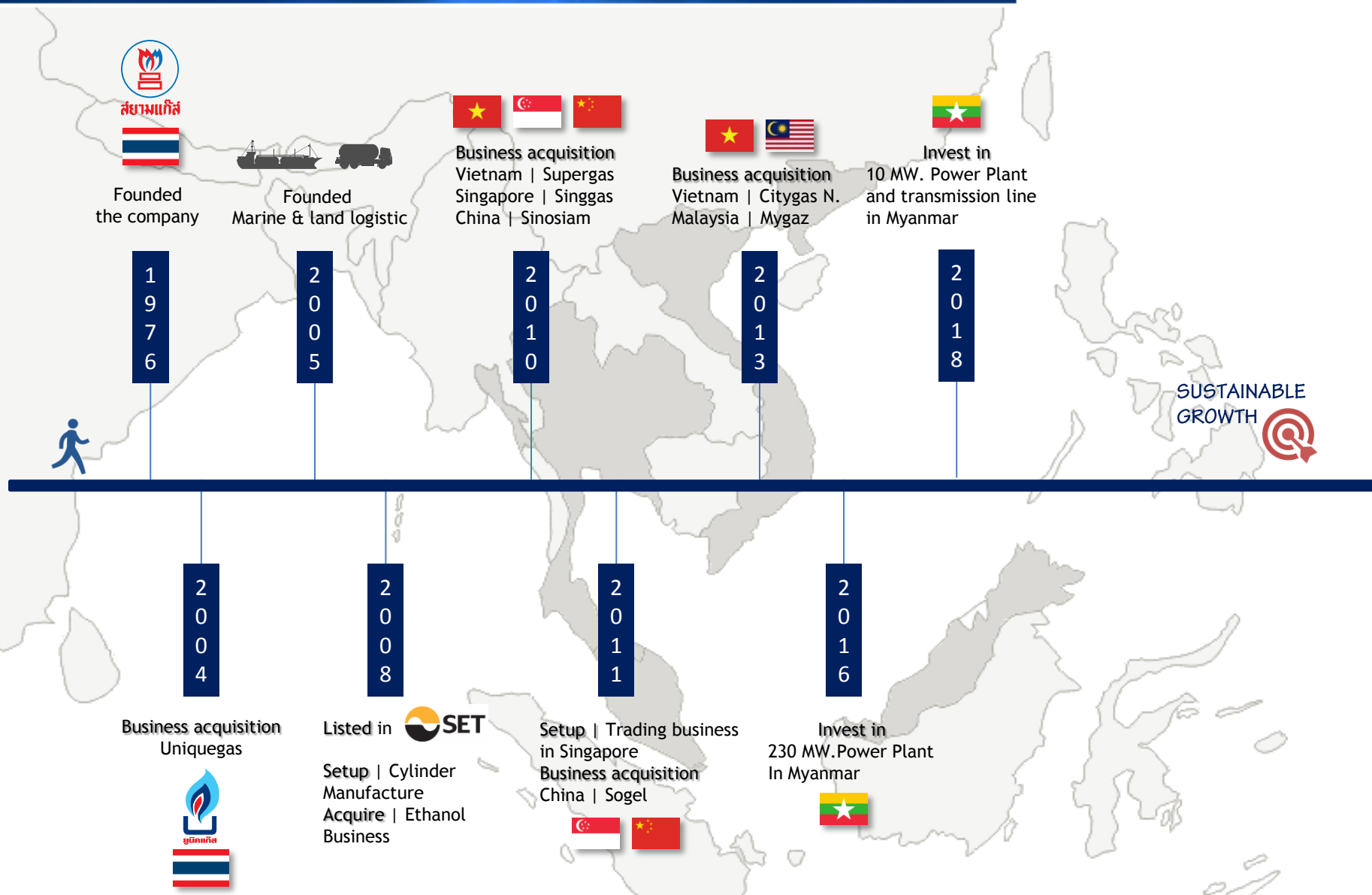
- **BUSINESS OVERVIEW**
- **THAILAND BUSINESS**
- **OVERSEA BUSINESS**
- **FINANCIAL RESULTS**
- **BUSINESS OUTLOOK**
- **Q&A**

SHAREHOLDING STRUCTURE



Latest book closing : On 31 AUG 2018

MILESTONES



SUSTAINABLE GROWTH

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

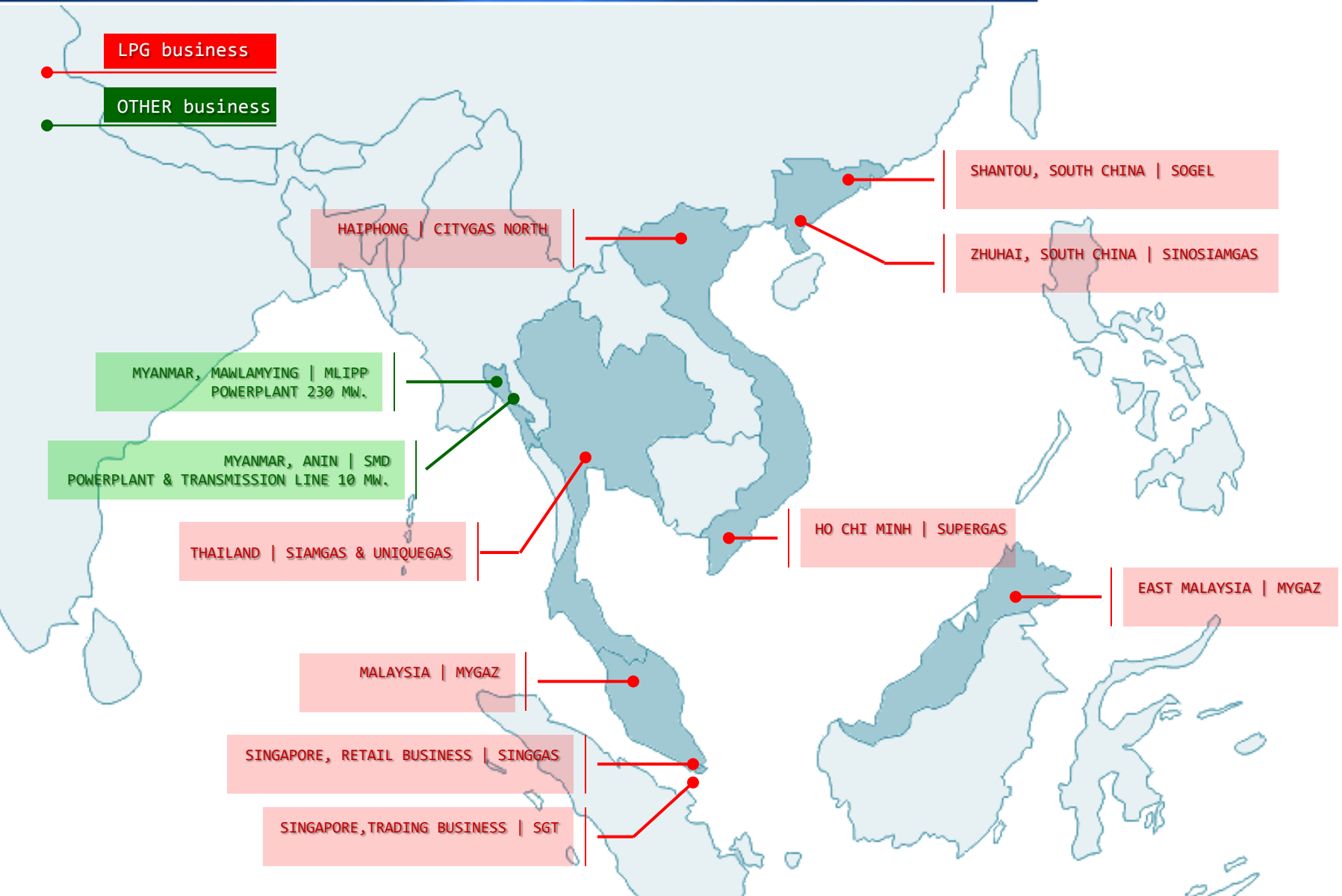
➤ **Thailand**

- ☑ *The Company is expanding petrol with LPG station.*
- ☑ *Set up Siamgas LNG and plan to build LNG terminal.*

➤ **Overseas**

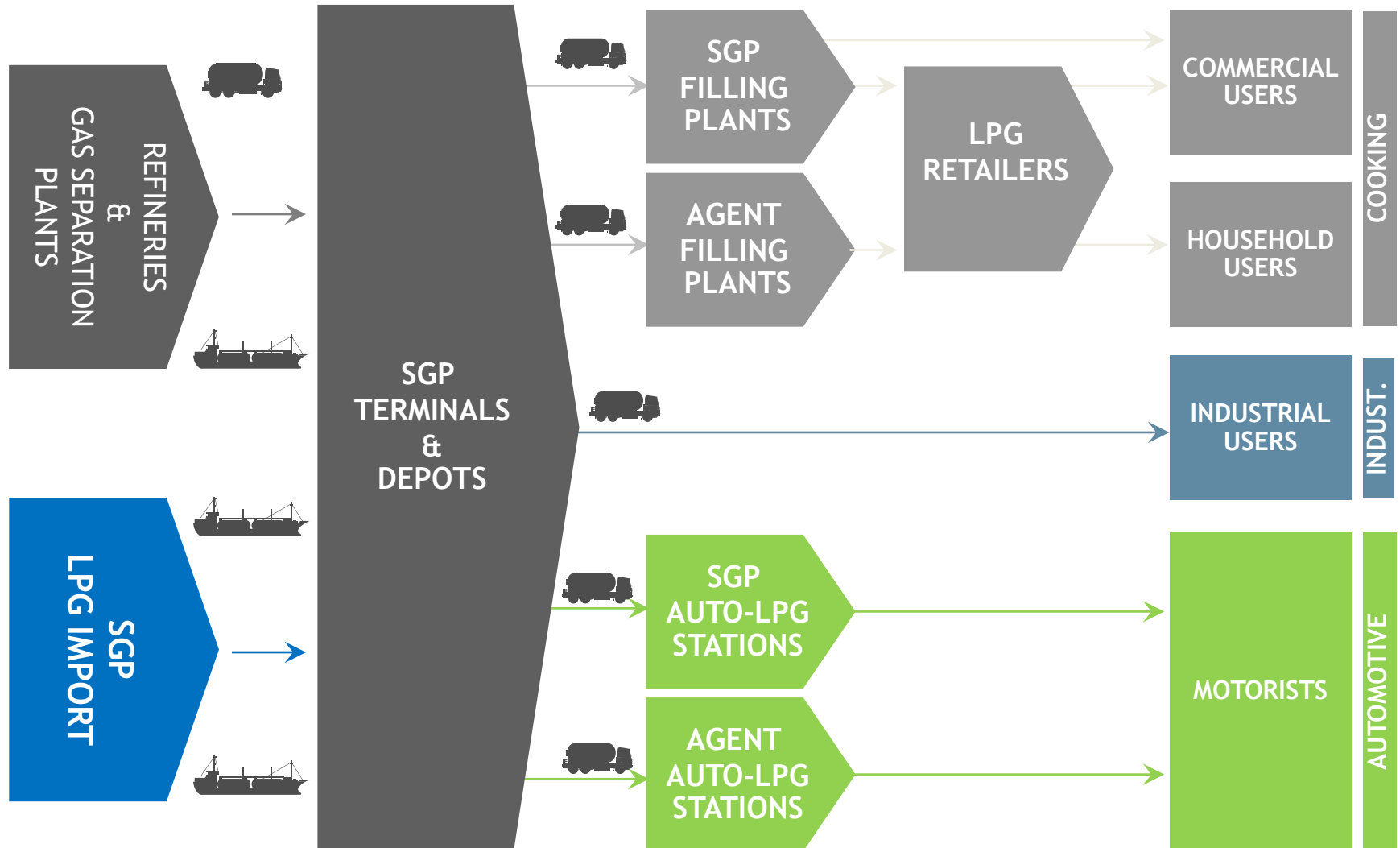
- ☑ *The Company is constructing terminal and filling plants in Myanmar.*
- ☑ *The Company is constructing filling plant in Penang Malaysia.*
- ☑ *The Company is reconditioning terminal in North port Malaysia.*
- ☑ *The Company is planning to invest in other high growth potential countries in Asia.*

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



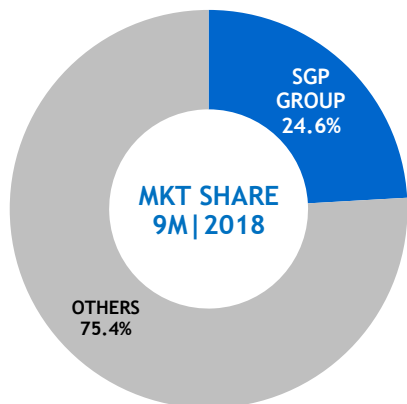
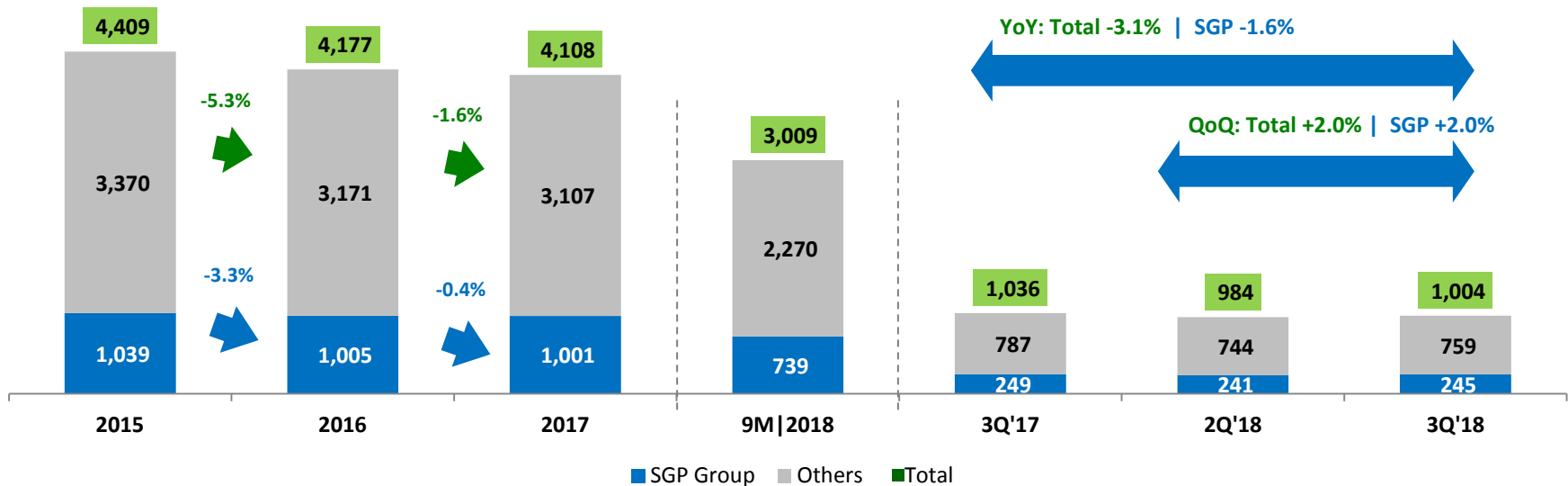
FILLING PLANT & AUTOGAS STATION

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



2

MARKET SHARE

1. PTT	40.9 %
2. SGP	24.6 %
3. WP	18.2 %
4. OTHER	16.3 %

- 9M|2018 LPG market size 3.01 million TON

Cooking 1.62 million TON (53.8%)

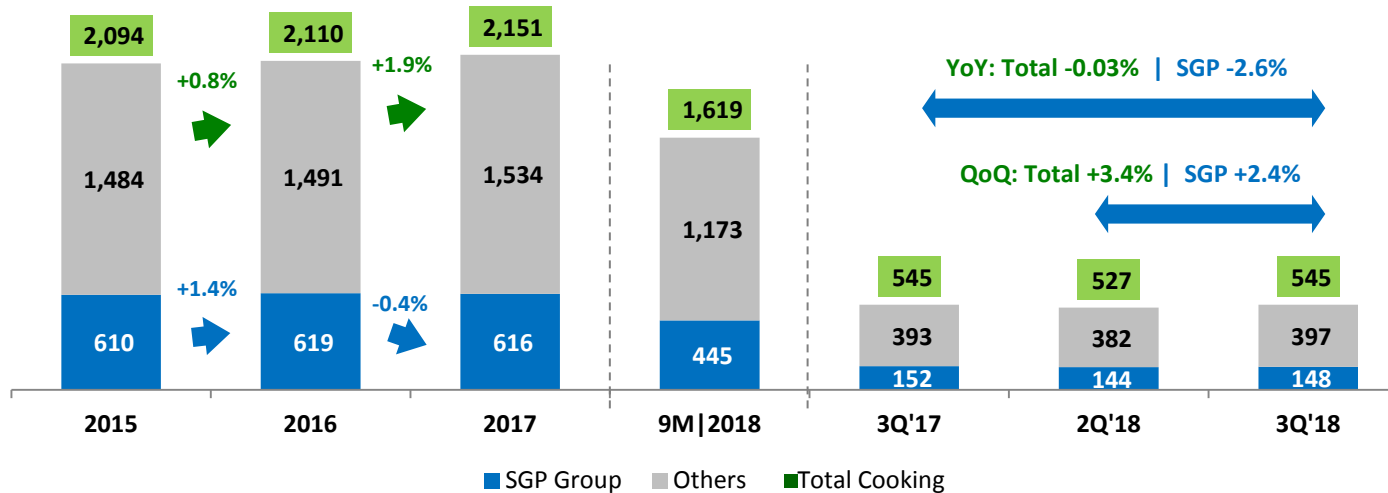
Automotive 0.89 million TON (29.4%)

Industrial 0.50 million TON (16.8%)

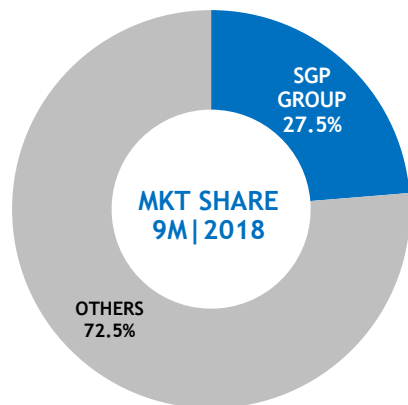
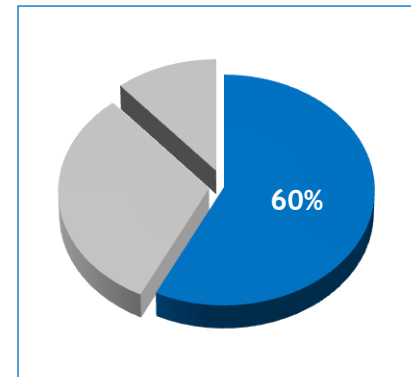
- Average growth ('13-'17) -2.7%

COOKING MARKET

LPG Sales Volume ('000 tons) | COOKING SECTORS



COOKING PORTION



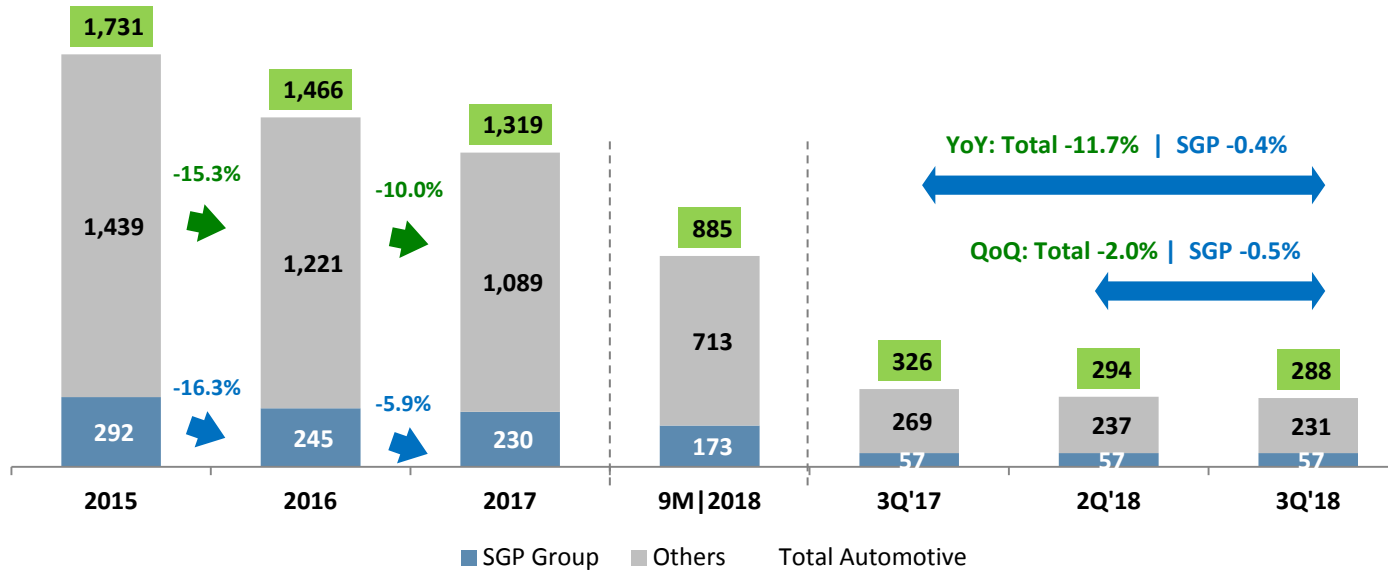
2

MARKET SHARE

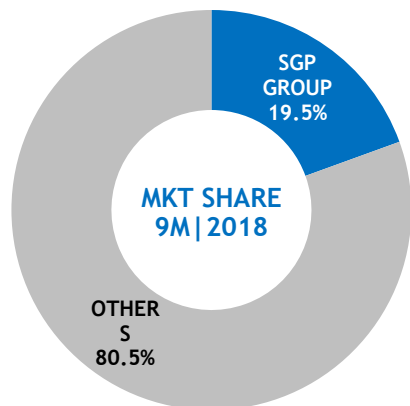
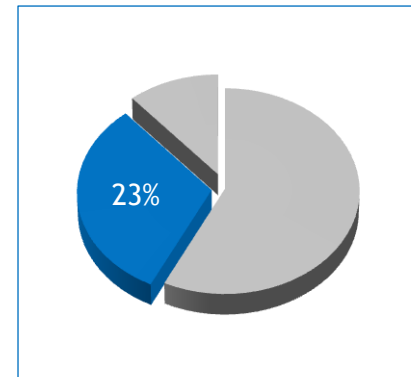
1. PTT	49.6 %
2. SGP	27.5 %
3. WP	20.0 %
4. OTHER	2.9 %



LPG Sales Volume ('000 tons) | AUTOMOTIVE SECTORS



AUTOMOTIVE PORTION

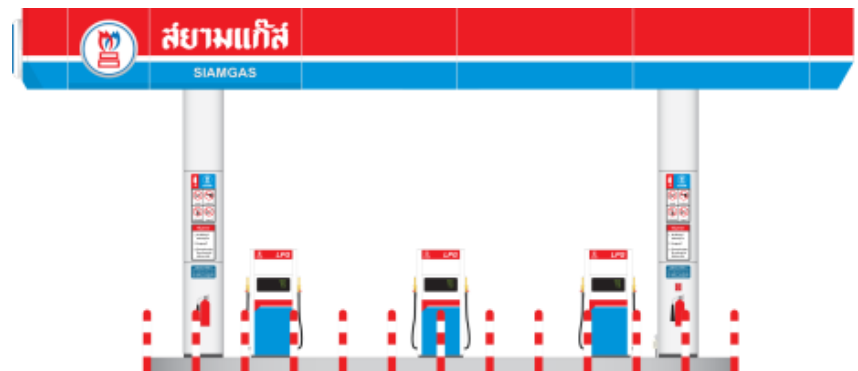


1

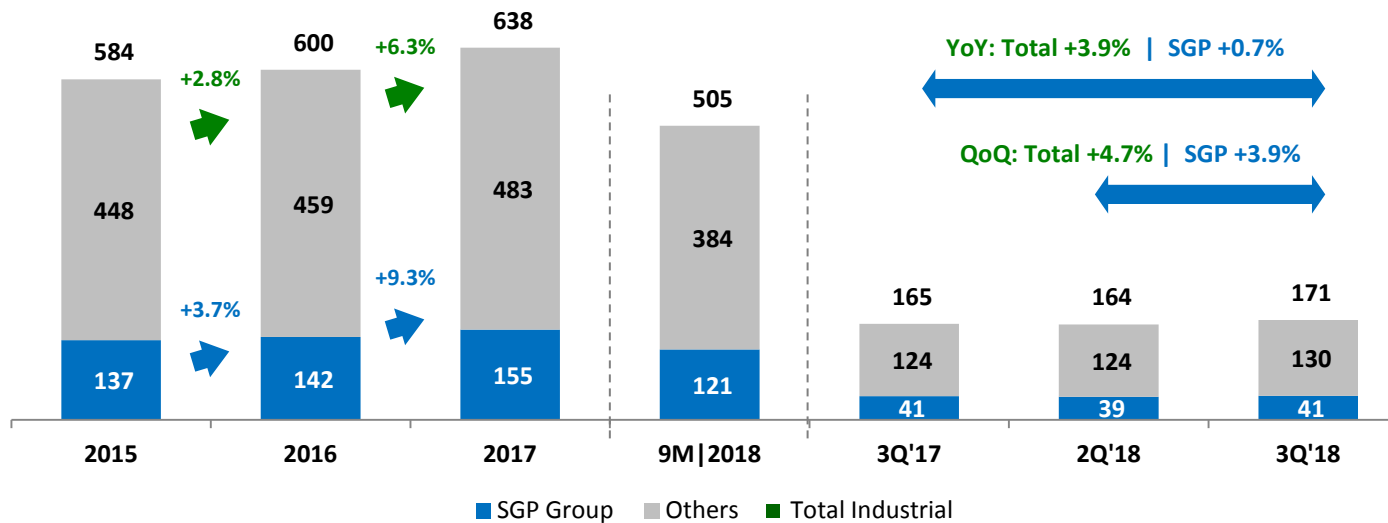
MARKET SHARE

1. SGP 19.5 %
2. WP 19.0 %
3. PTT 17.4 %
4. OTHER* 44.1 %

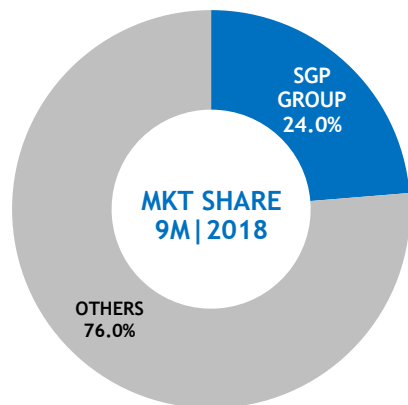
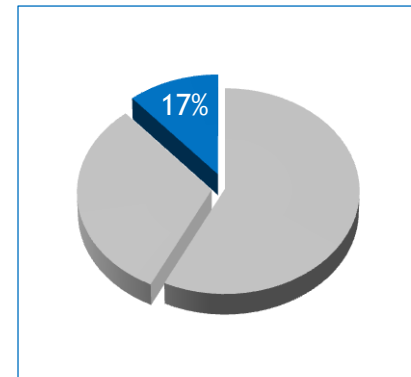
* 10 company



LPG Sales Volume ('000 tons) | INDUSTRY SECTORS



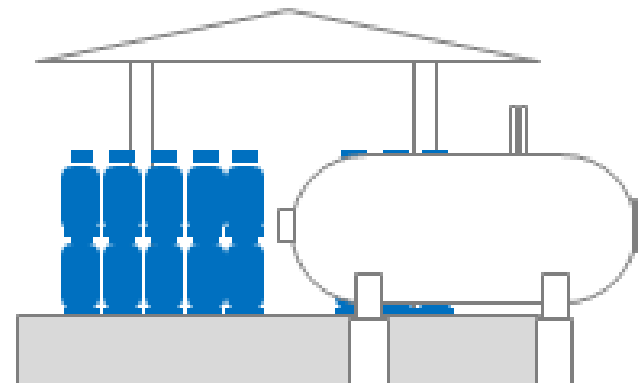
INDUSTRY PORTION



2

MARKET SHARE

1. PTT	54.4 %
2. SGP	24.0 %
3. WP	11.1 %
4. OTHER	10.5 %

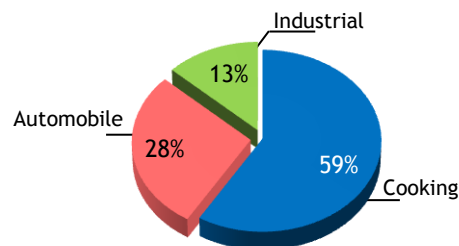
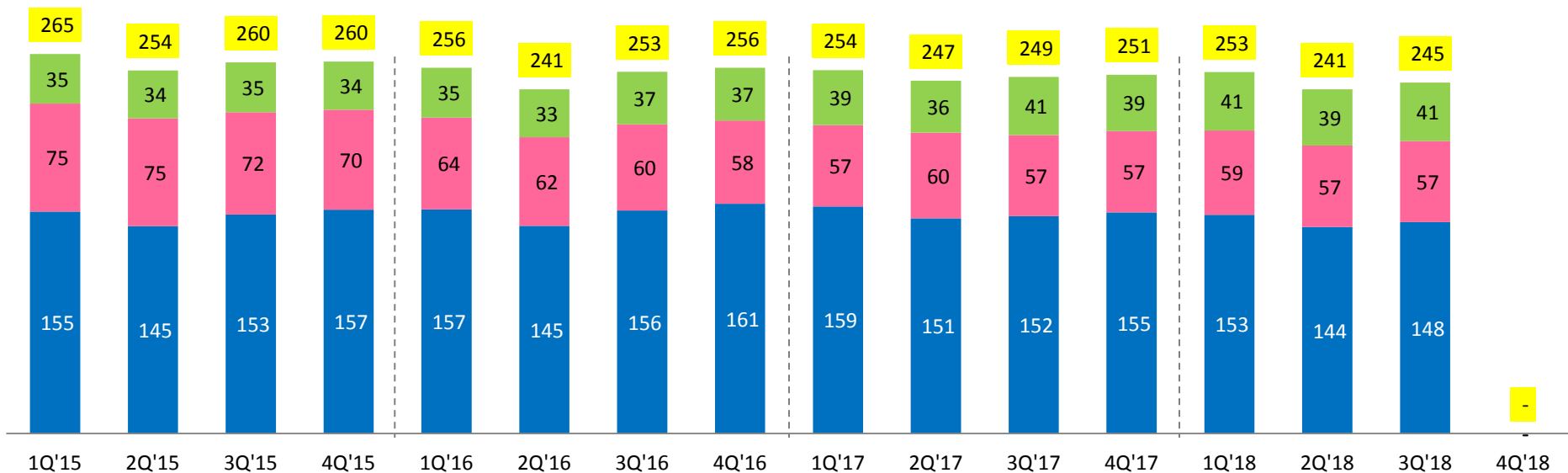


LPG MARKET (VOLUME SALE BY SGP)

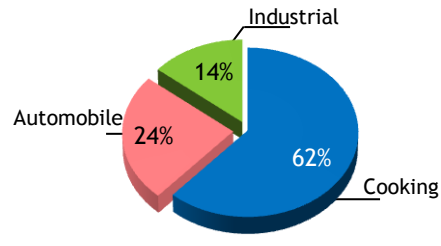
LPG Sales Volume ('000 tons) | By SECTORS

■ Cooking ■ Automobile ■ Industrial

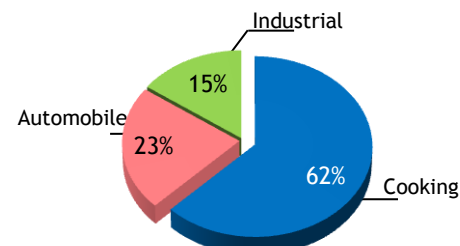
|----- 1,039 -----| |----- 1,005 -----| |----- 1,001 -----| |----- 739 -----|



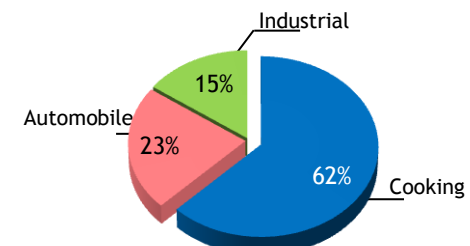
2015



2016



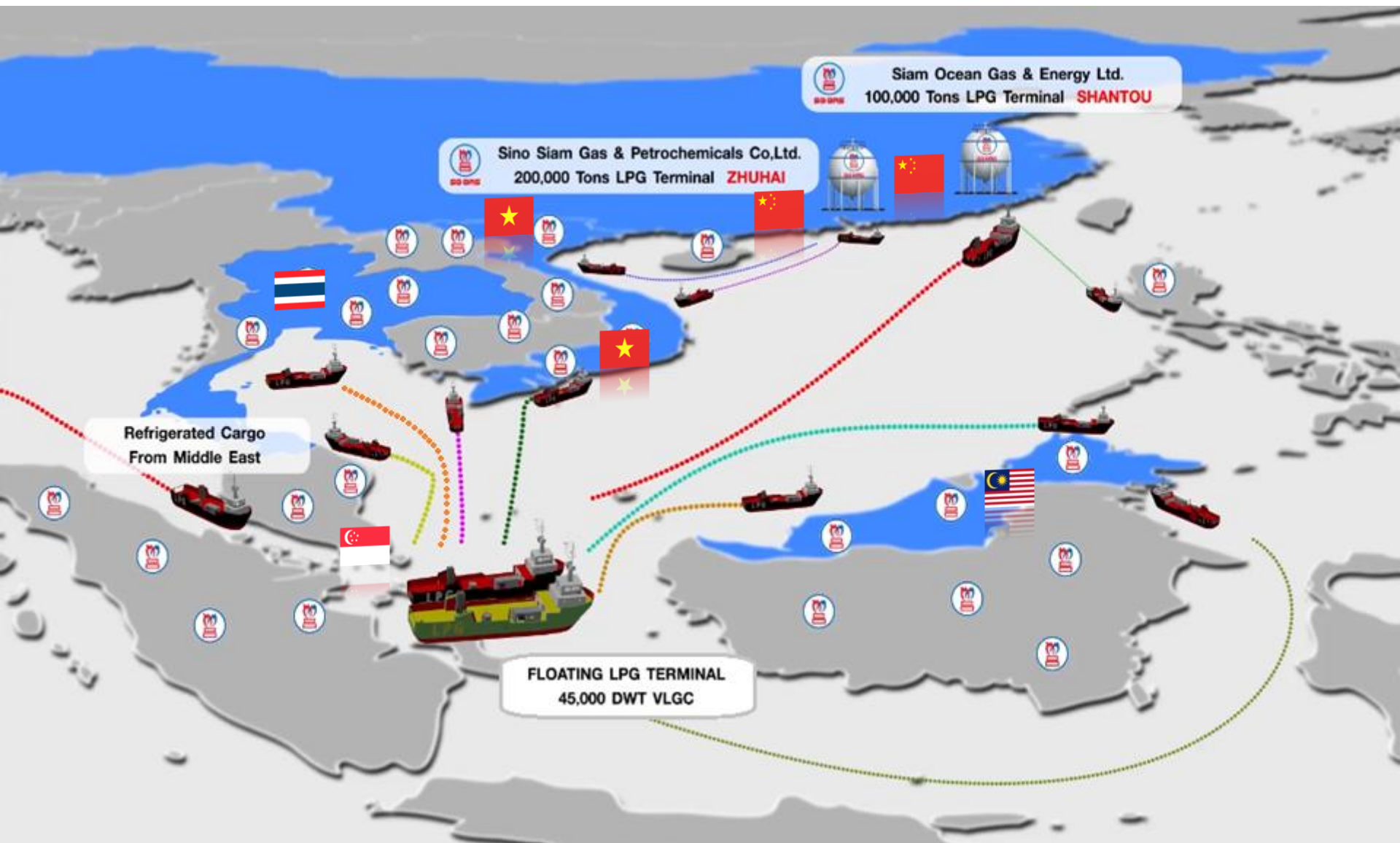
2017



2018

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

REGIONAL LPG WHOLESALE MODEL



HUGE STORAGE IN CHINA

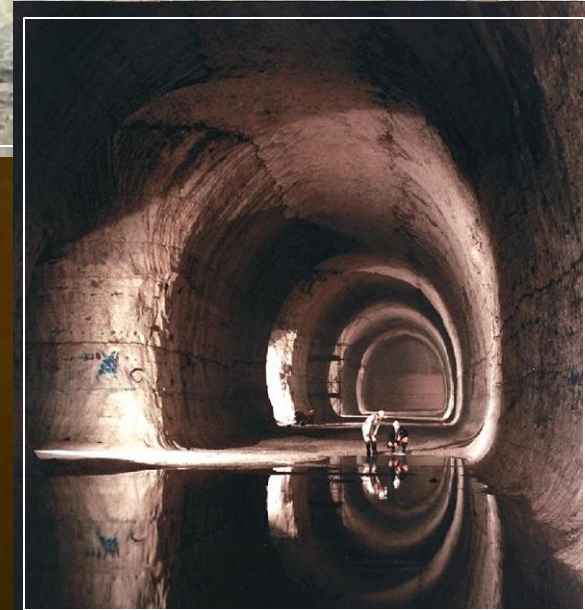


COMBINED LARGEST STORAGE IN CHINA

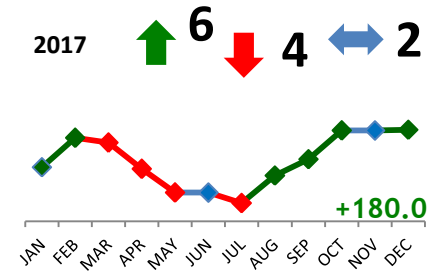
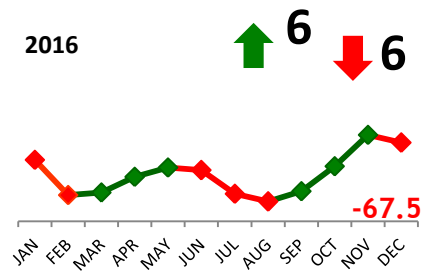
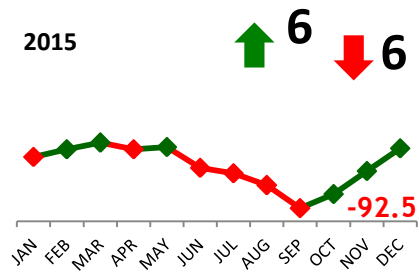
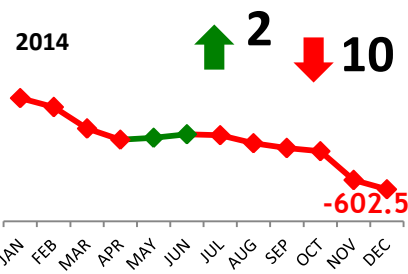
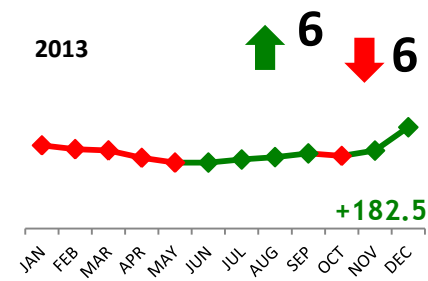
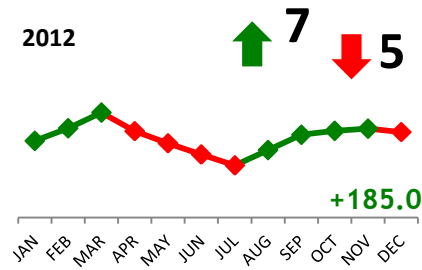
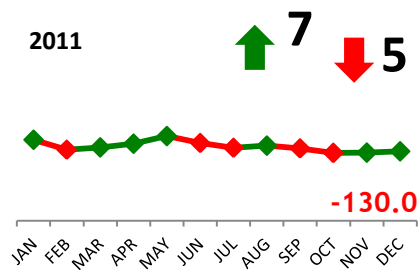
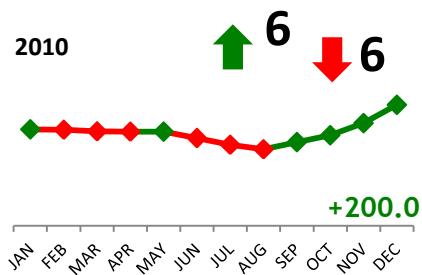
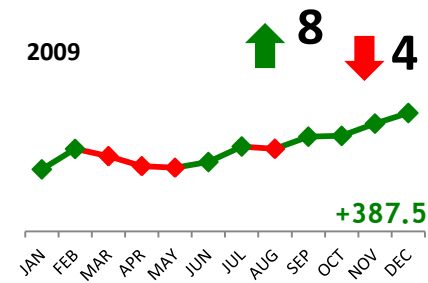
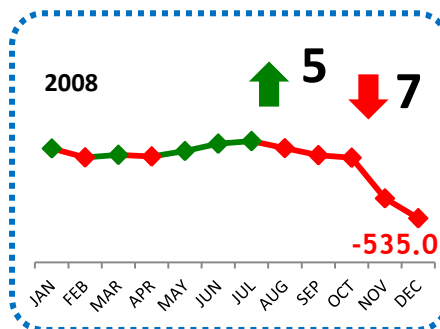
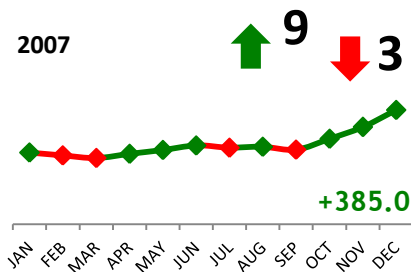
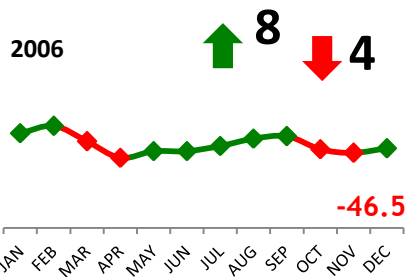
Total : 300,000 Tons
Zhuhai : 200,000 Tons
Shantou : 100,000 Tons



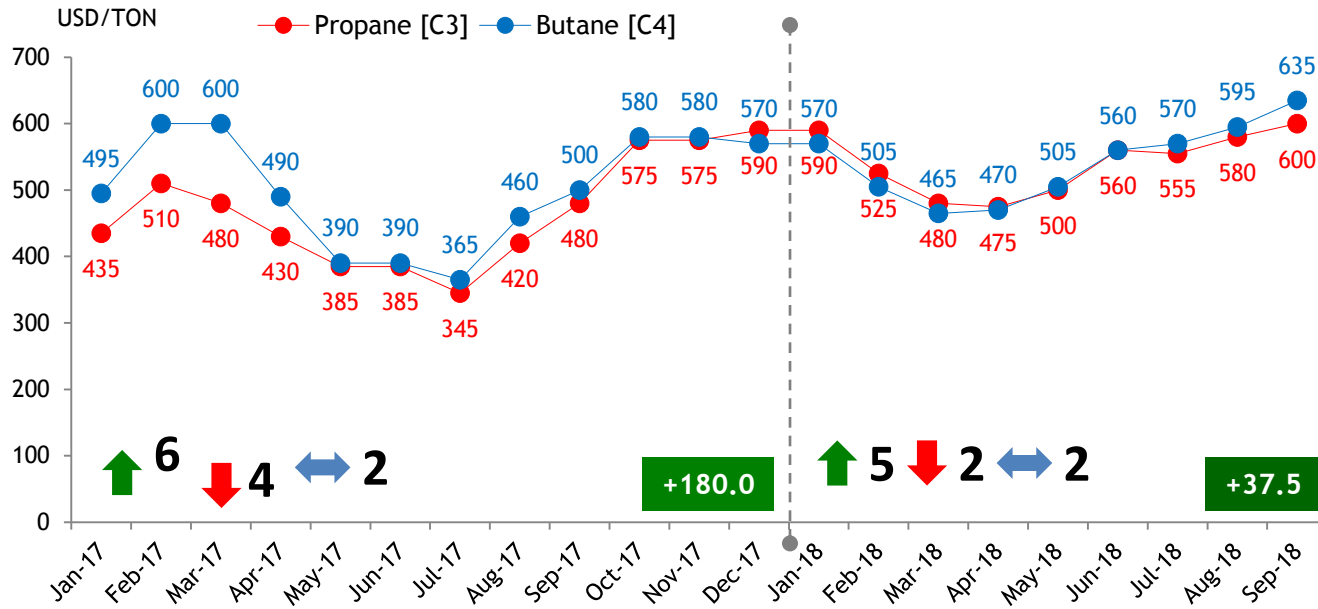
Storage Caverns



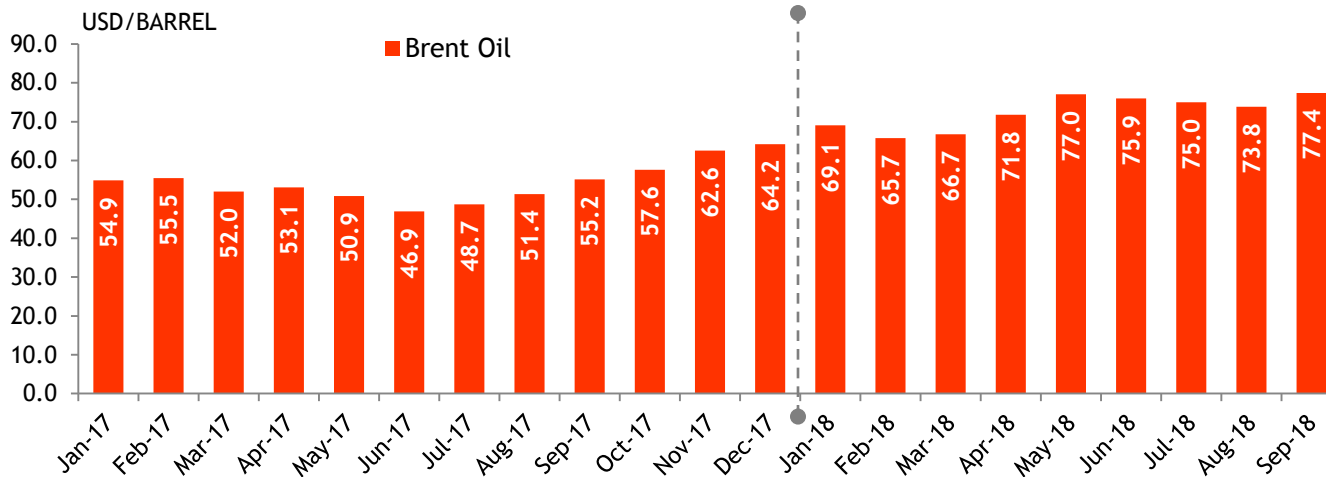
HISTORICAL CP PRICE MOVEMENT



SAUDI ARAMCO CP VS CRUDE OIL



	2017	2018
Q1	+140.0	-107.5
Q2	-152.5	+87.5
Q3	+102.5	+57.5
Q4	+90.0	



	2017	2018
Q1	-2.1	+2.5
Q2	-5.1	+9.2
Q3	+8.3	+1.5
Q4	+9.1	



SINGAPORE MARKET (1/2)



SIAMGAS
GROUP

TRADING BUSINESS >>>

BY SIAM GAS TRADING PTE. LTD.(100% OWNED)

9 MONTH

TARGET VOLUME 820,000 TONS

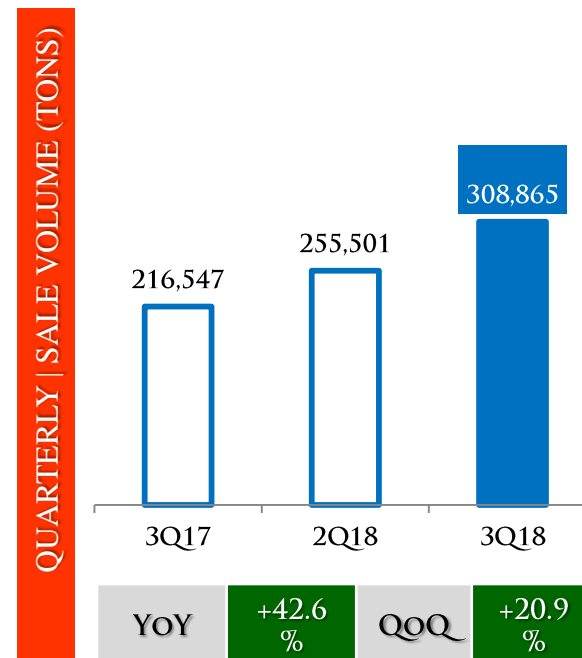
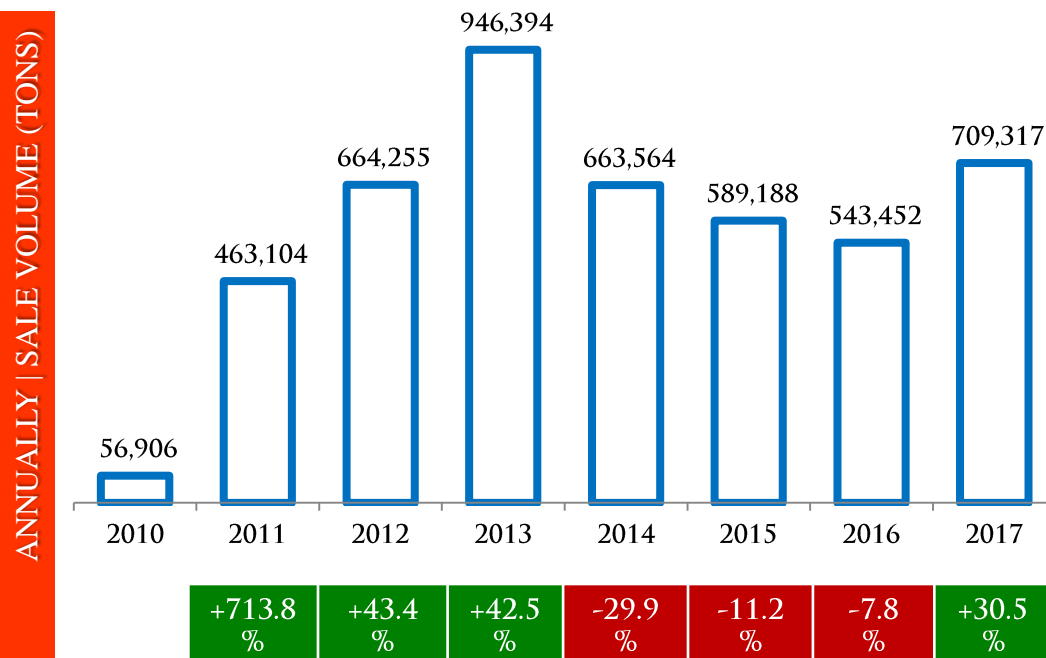
GROWTH 11.3 % YOY

SUCCESS 89.1 %



■ ACTUAL 2018

■ REMAINING TARGET





SINGAPORE MARKET (2/2)



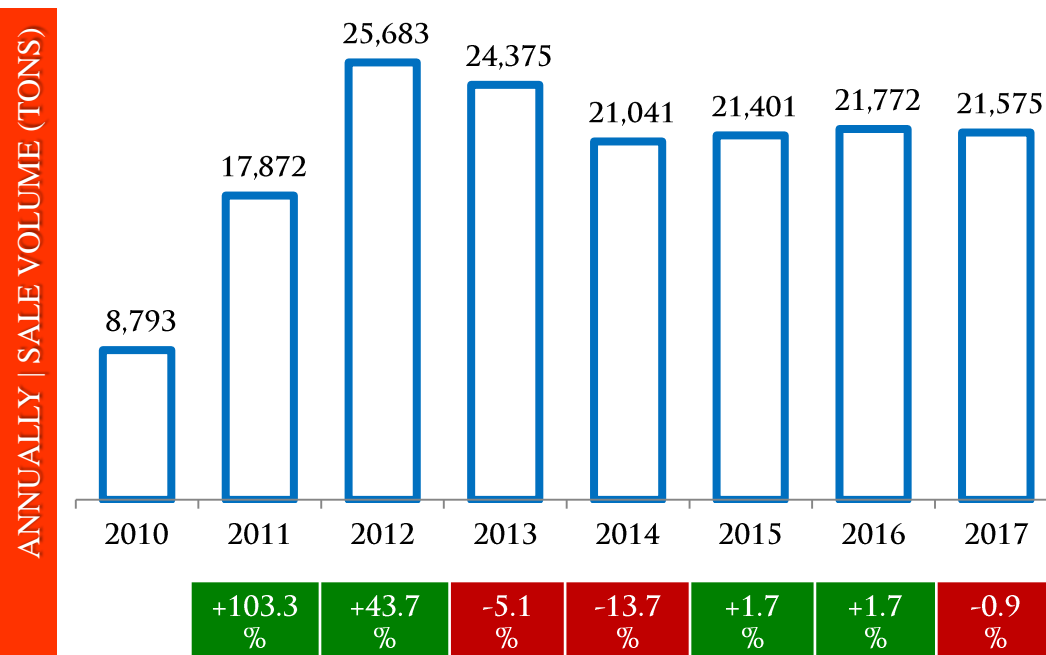
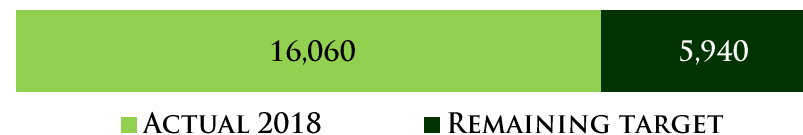
RETAIL BUSINESS >>>

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



9 MONTH

TARGET VOLUME	22,000 TONS
GROWTH	0.6 % YOY
SUCCESS	73.0 %





CHINA MARKET



SIAMGAS
GROUP

RETAIL BUSINESS >>>

BY 1. SINOSIAMGAS AND PETROCHEMICALS CO., LTD.
(100% OWNED)

2. SIAM OCEAN GAS & ENERGY LTD. (100% OWNED)

9 MONTH

TARGET VOLUME 1,350,000 TONS

GROWTH 10.7 % YOY

SUCCESS 67.7 %

913,455

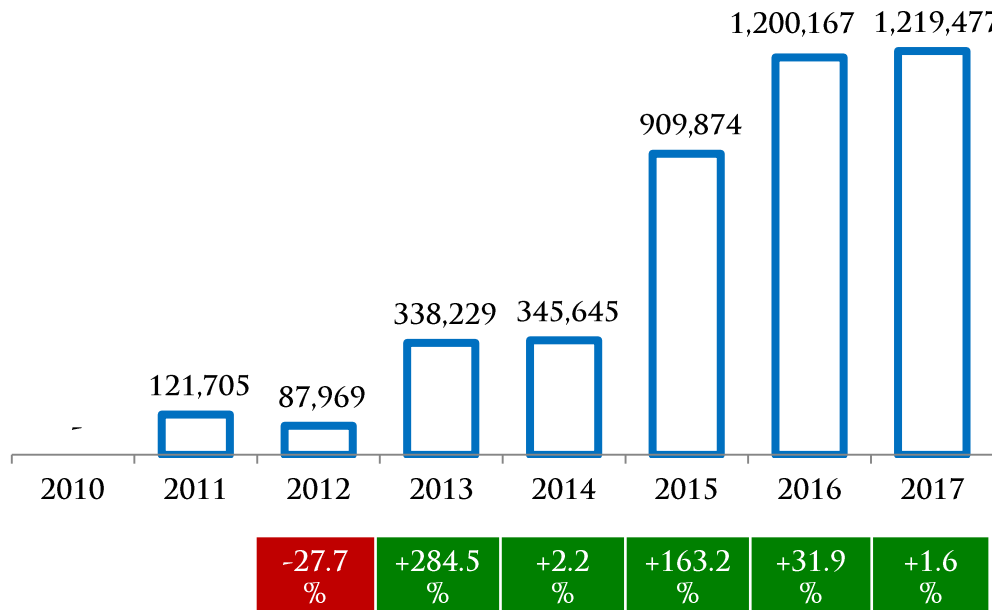
436,545

■ ACTUAL 2018

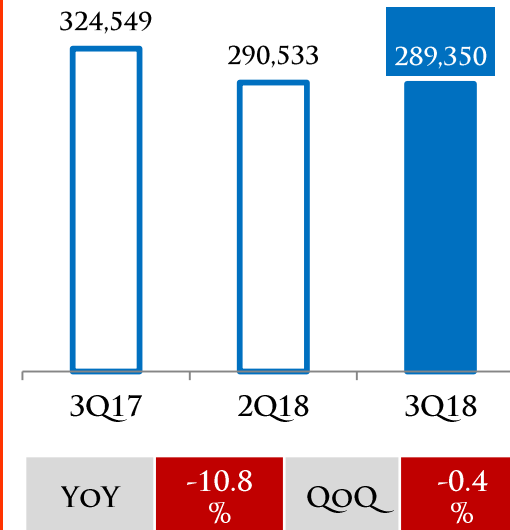
■ REMAINING TARGET



ANNUALLY | SALE VOLUME (TONS)



QUARTERLY | SALE VOLUME (TONS)





VIETNAM MARKET



SIAMGAS
GROUP

RETAIL BUSINESS >>>

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

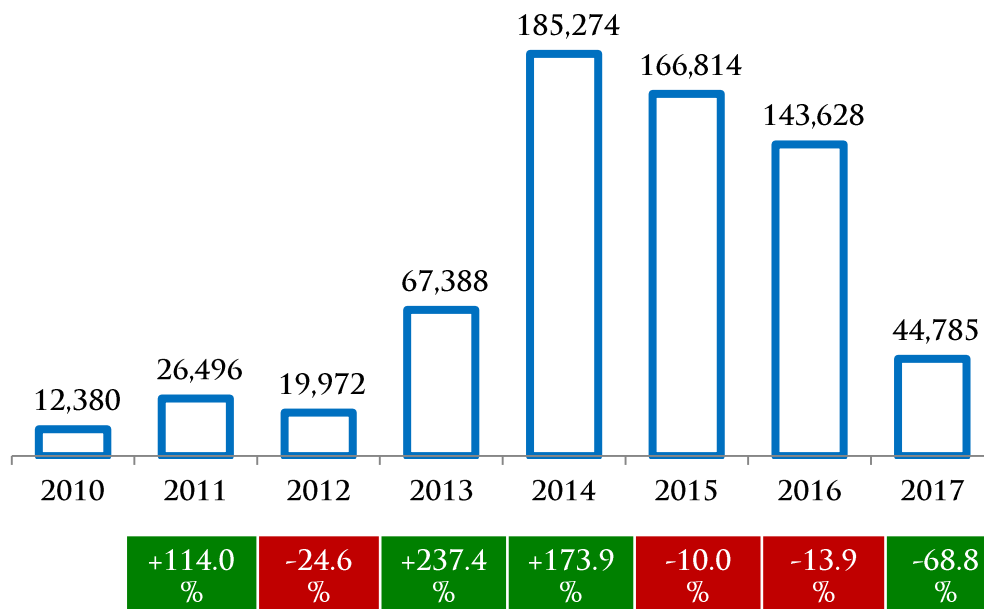


9 MONTH

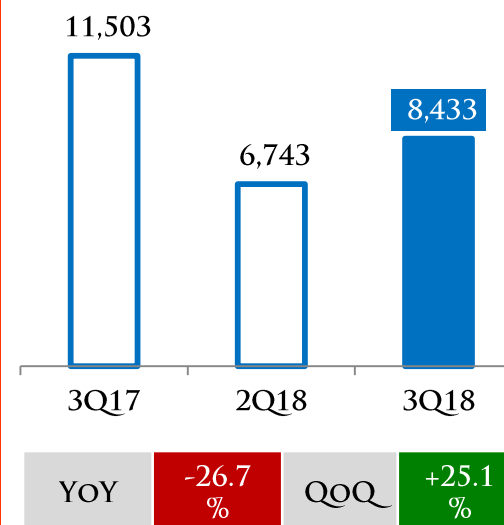
TARGET VOLUME	50,000 TONS
GROWTH	11.6 % YOY
SUCCESS	46.8 %



ANNUALLY | SALE VOLUME (TONS)



QUARTERLY | SALE VOLUME (TONS)





RETAIL BUSINESS >>>

BY MYGAZ SDN. BHD. (70% OWNED)

9 MONTH

TARGET VOLUME 168,000 TONS
GROWTH 25.7 % YOY
SUCCESS 65.3 %

109,749

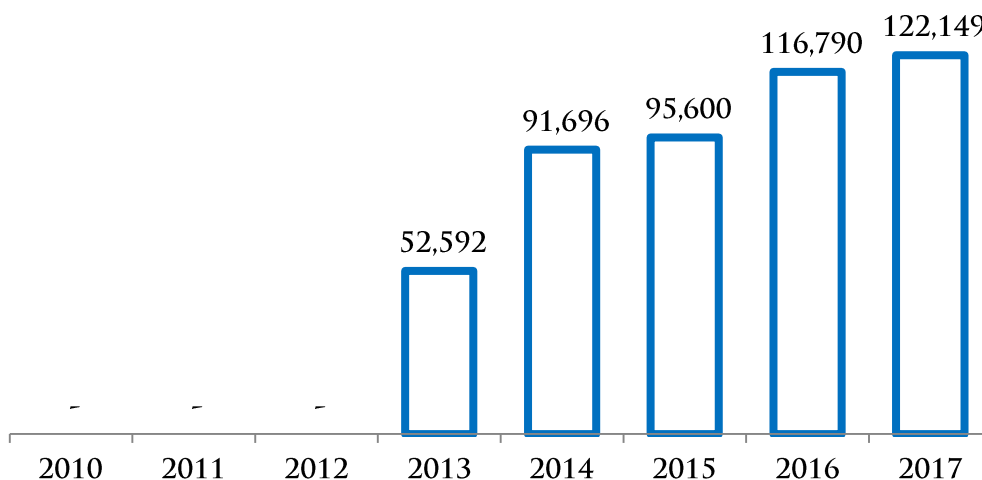
58,251

■ ACTUAL 2018

■ REMAINING TARGET



ANNUALLY | SALE VOLUME (TONS)



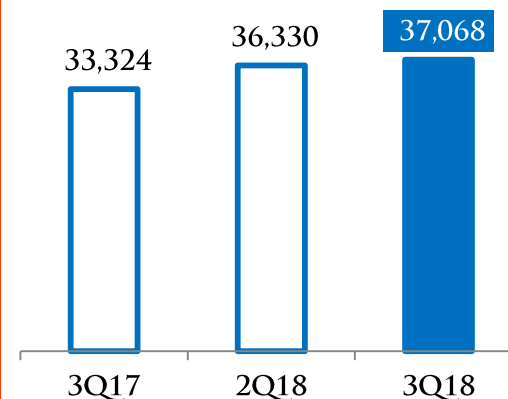
+74.4 %

+4.3 %

+22.2 %

+4.6 %

QUARTERLY | SALE VOLUME (TONS)



YoY

+11.2 %

QoQ

-2.0 %

TOTAL OVERSEA VOLUME



9 MONTH

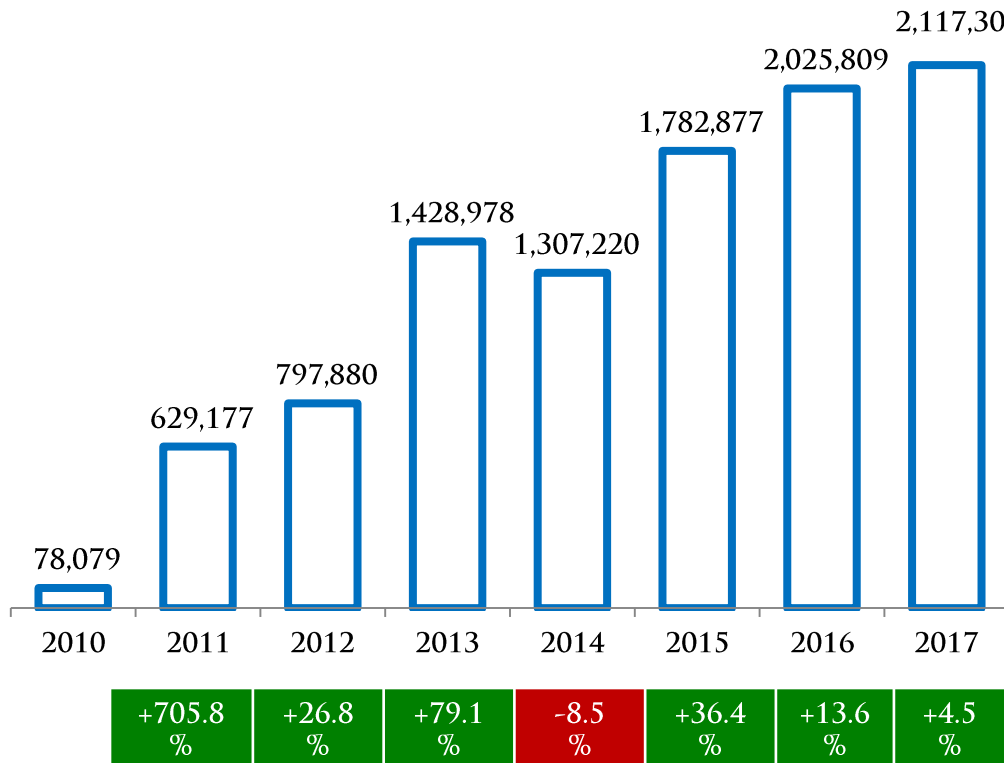
TARGET VOLUME 2,410,000 TONS
GROWTH 11.8 % YOY
SUCCESS 74.4 %



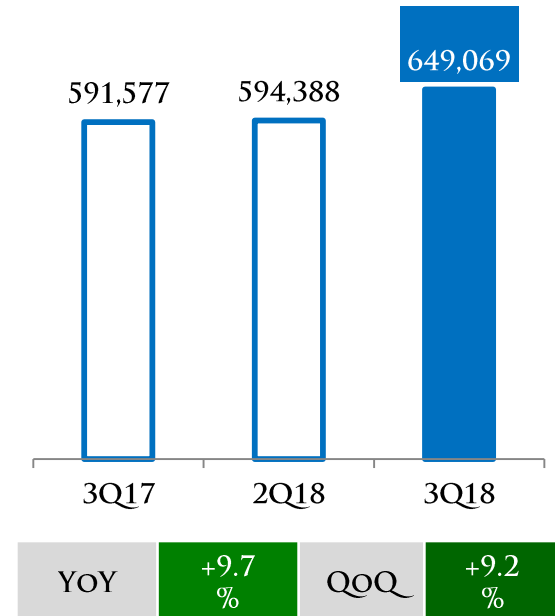
■ ACTUAL 2018 ■ REMAINING TARGET



ANNUALLY | SALE VOLUME (TONS)



QUARTERLY | SALE VOLUME (TONS)



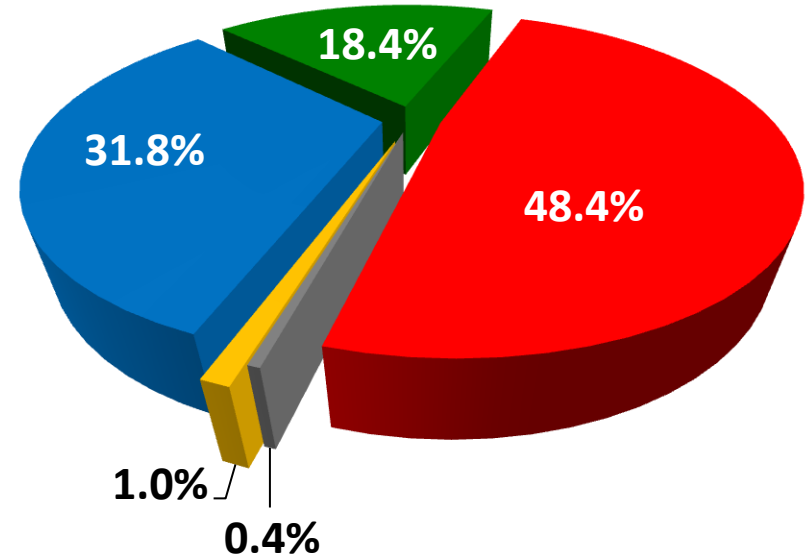
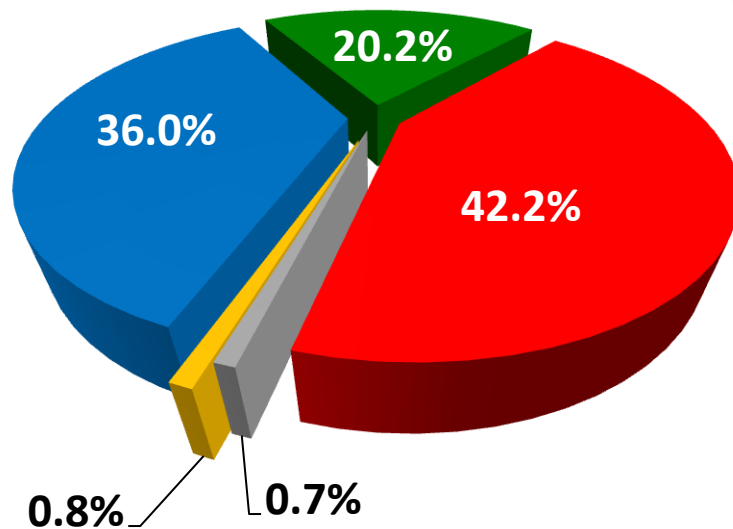
- BUSINESS OVERVIEW
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- OVERSEA BUSINESS
- FINANCIAL RESULTS
- BUSINESS OUTLOOK
- Q&A

REVENUE PORTION

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

9M | 2017

Thailand 37.6%
Oversea 62.4%



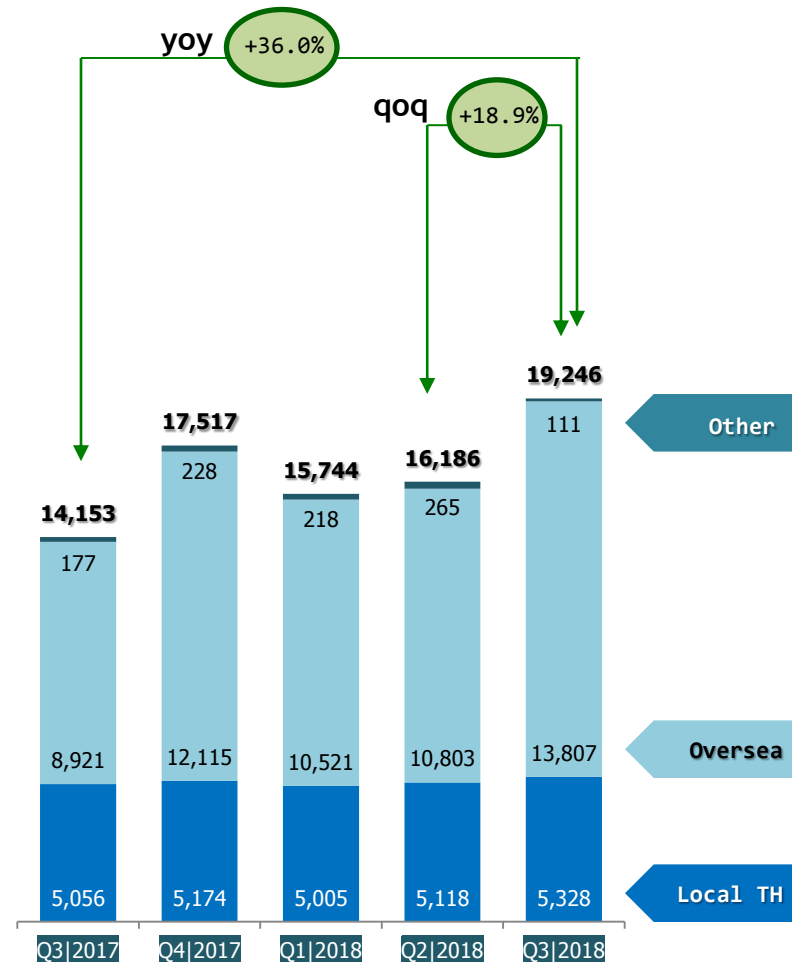
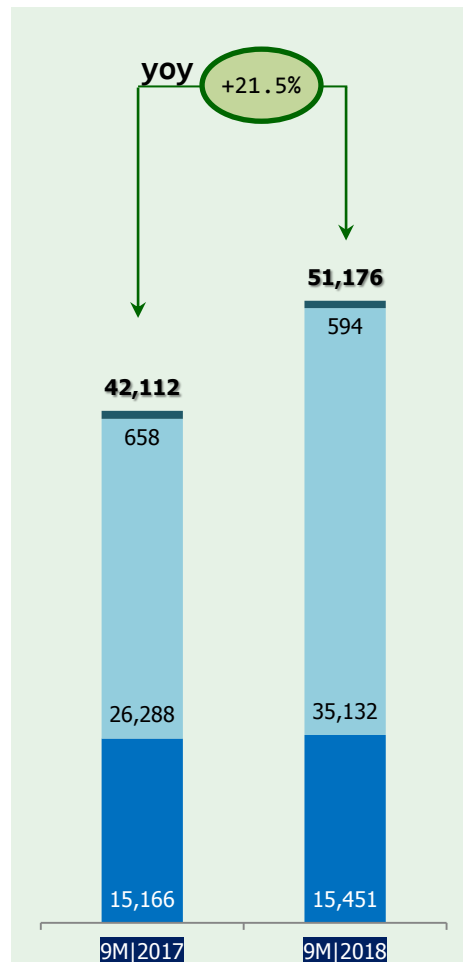
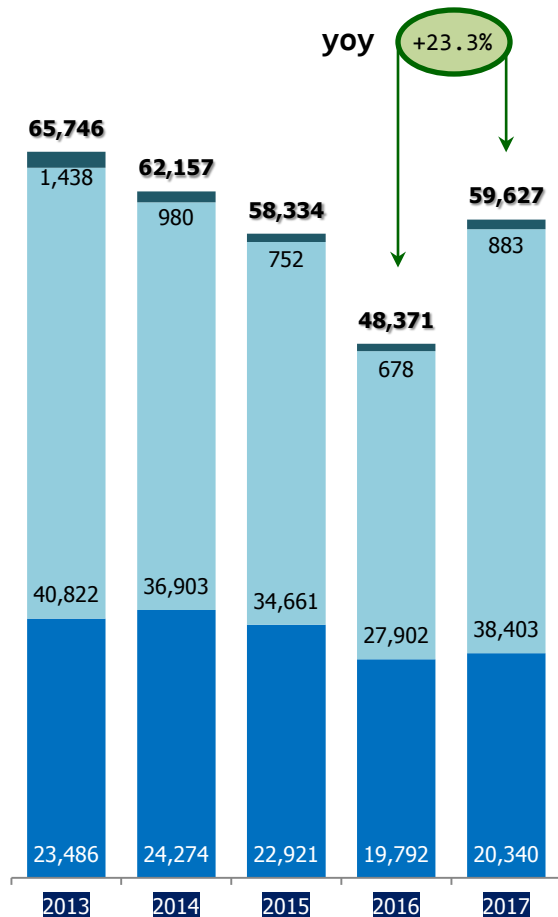
9M | 2018

Thailand 31.4%
Oversea 68.6%

FULL YEAR AND QUARTERLY REVENUE [BT.M]

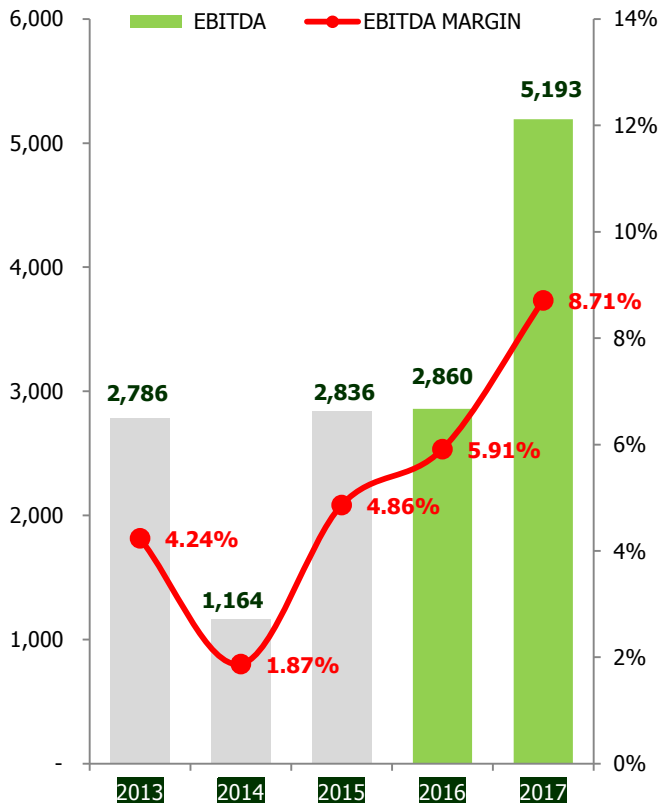


9M|2018 Consolidated revenue of **Bt.51,176 m** shows a **21.5%** yoy growth

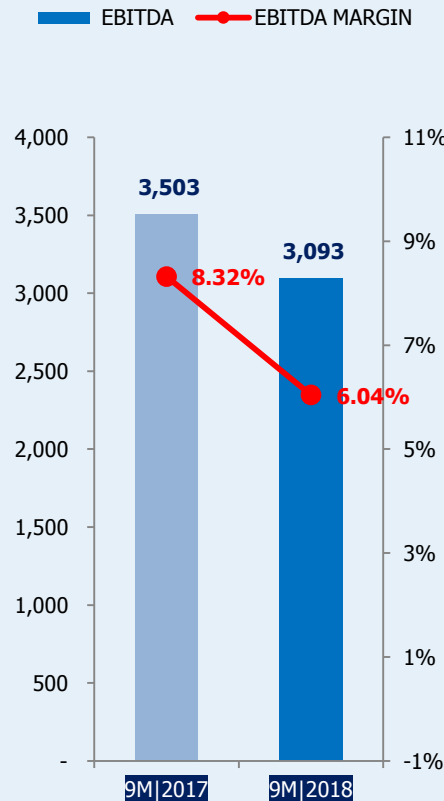


FULL YEAR AND QUARTERLY EBITDA [BT.M]

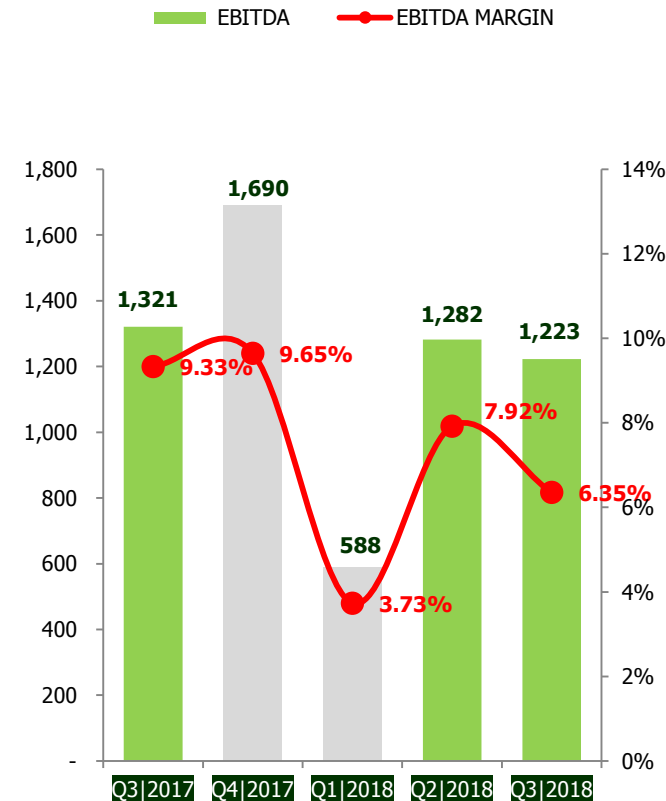
9M|2018 Consolidated EBITDA of **Bt.3,093 m** a decline of **11.7%** yoy



EBITDA by year



EBITDA 9 month

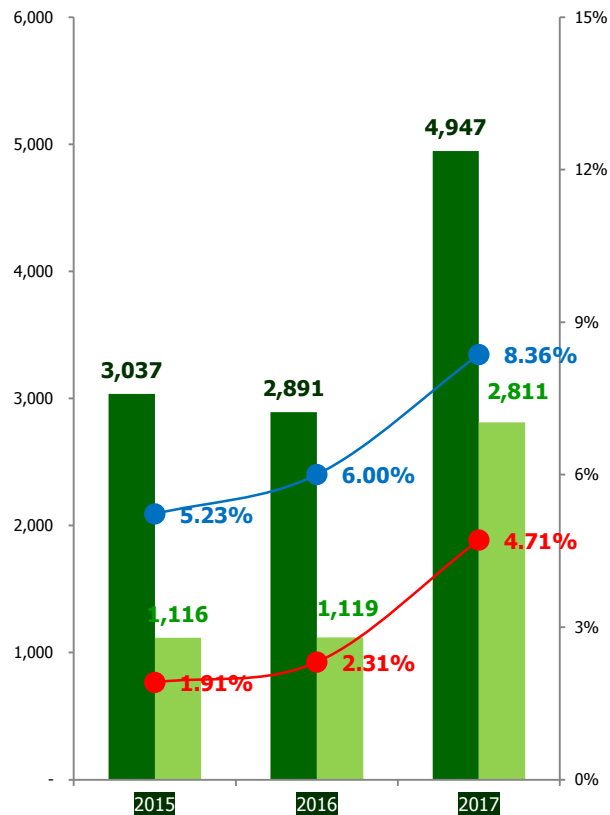


EBITDA by Quarter

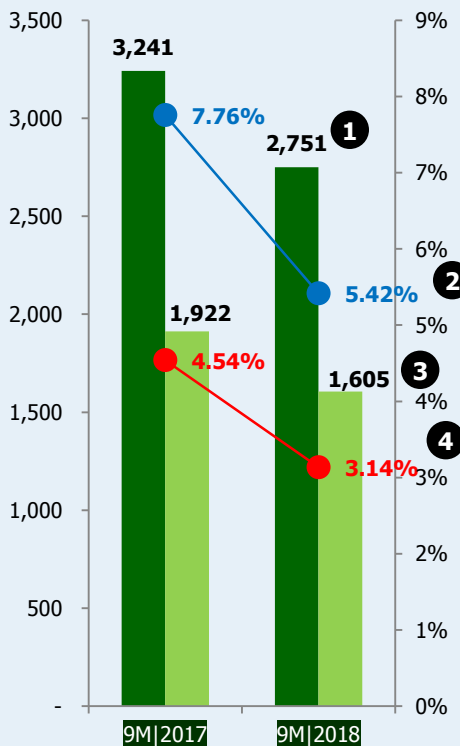
EBITDA margin : 6.35% in Q3|2018 decreased from 9.33% in Q3|2017

GROSS PROFIT MARGIN & NET PROFIT MARGIN

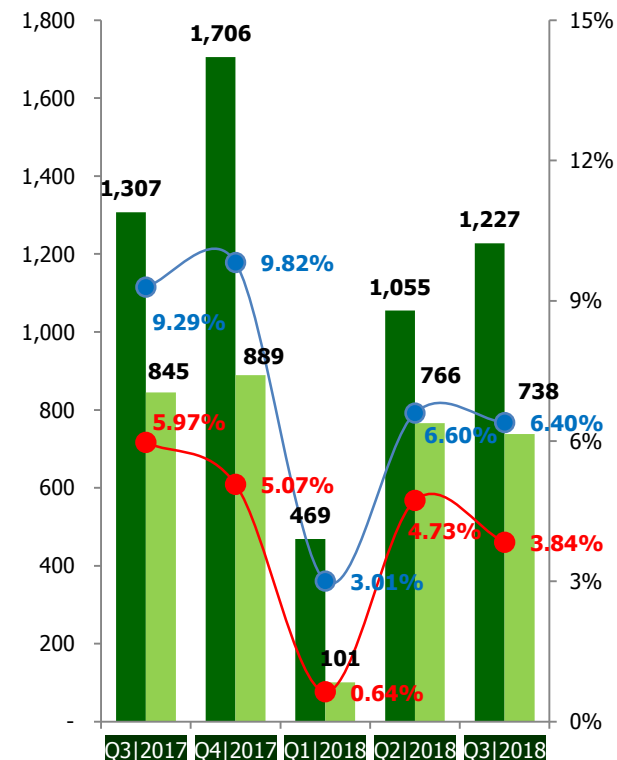
YEARLY



9 MONTH



QUARTERLY



Gross profit margin : 6.40% in Q3|2018 decreased from 9.29% in Q3|2017
 Net profit margin : 3.84% in Q3|2018 decreased from 5.97% in Q3|2017

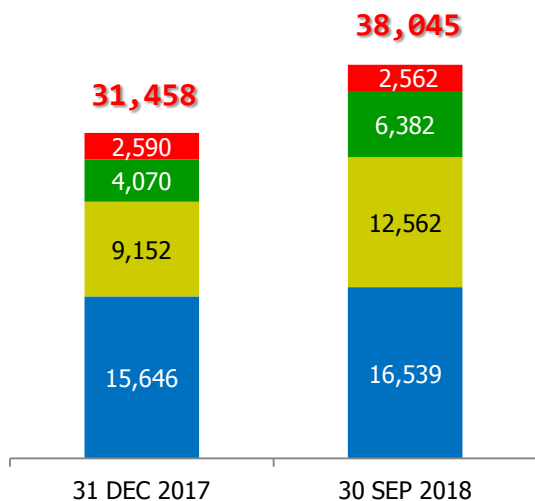
- ① Gross profit = 2,751 Bt.m
- ② Gross profit margin = 5.42%
- ③ Net profit = 1,605 Bt.m
- ④ Net profit margin = 3.14%

FINANCIAL POSITION



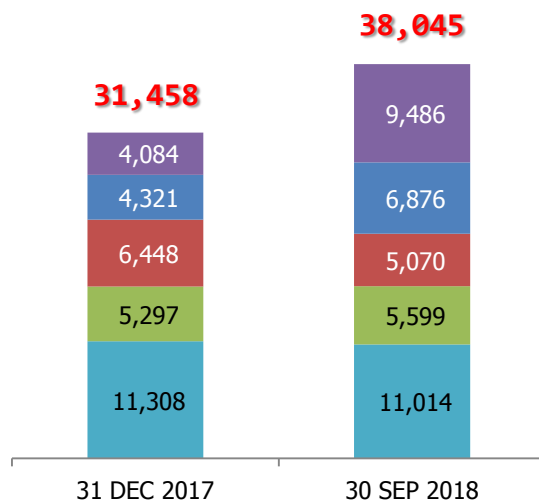
ASSET (THB Million)

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

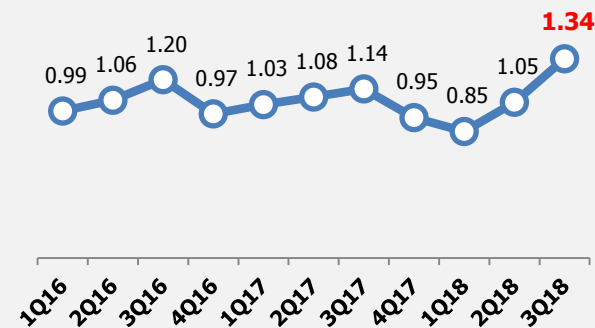


LIABILITIES & EQUITY (THB Million)

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



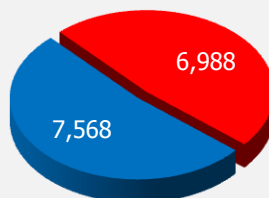
Interest Bearing Debt (Times)



DEBT PORTION

LOAN FROM FINANCIAL INSTITUTION	7,568
DEBENTURE	6,988
TOTAL	14,556 (THB Million)

- Loan from financial institution
- Debenture



COMPANY RATING

TRIS RATING

BBB+ Stable

BOND RATING

TRIS RATING

BBB+ Stable

BOND with CGIF RATING

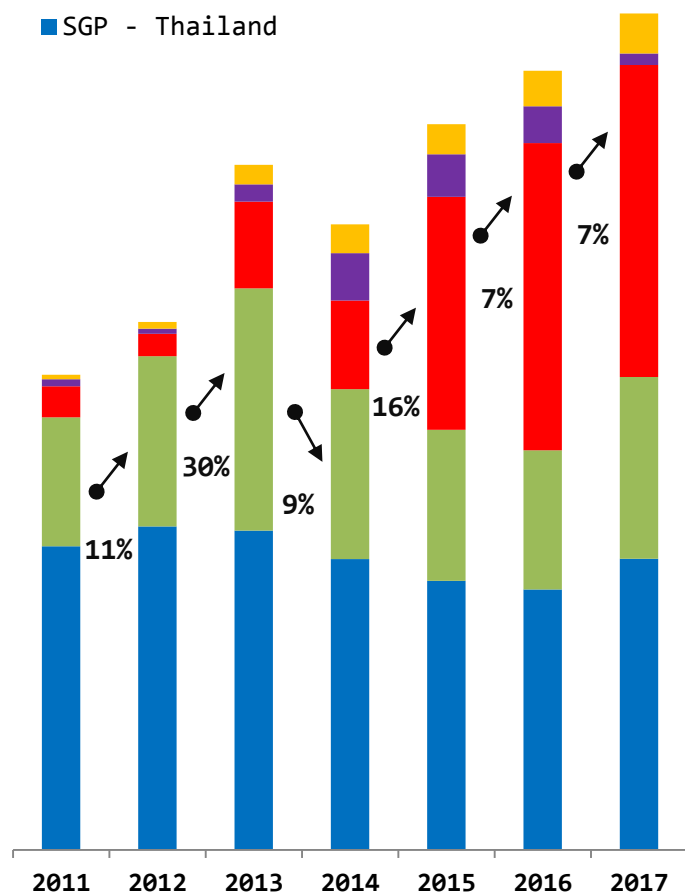
TRIS RATING
CGIF

A+ Stable

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

LPG Sales Volume (Tons)

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



Sales volume (TONs)	2016	2017	Outlook 2018	9M 2018	% Success
SGP - Thailand	1,016,965.56	1,030,660.58	1,100,000.00	755,713.62	68.7%
SGP Offshore Trading	543,451.66	736,544.45	820,000.00	730,504.22	89.1%
China	1,200,167.37	1,219,476.64	1,350,000.00	913,455.10	67.7%
Vietnam	143,628.32	44,784.87	50,000.00	23,405.79	46.8%
Malaysia & Singapore	138,561.38	155,507.90	190,000.00	125,809.32	66.2%
GRAND TOTAL	3,042,774.29	3,186,974.44	3,510,000.00	2,548,888.04	72.6%
<i>Oversea business</i>	<i>2,025,808.73</i>	<i>2,156,313.86</i>	<i>2,410,000.00</i>	<i>1,793,174.43</i>	<i>74.4%</i>

Domestic portion	33.4%	32.3%	31.3%	29.6%
Oversea portion	66.6%	67.7%	68.7%	70.4%
Growth (%)	-8.7%	4.7%	10.1%	

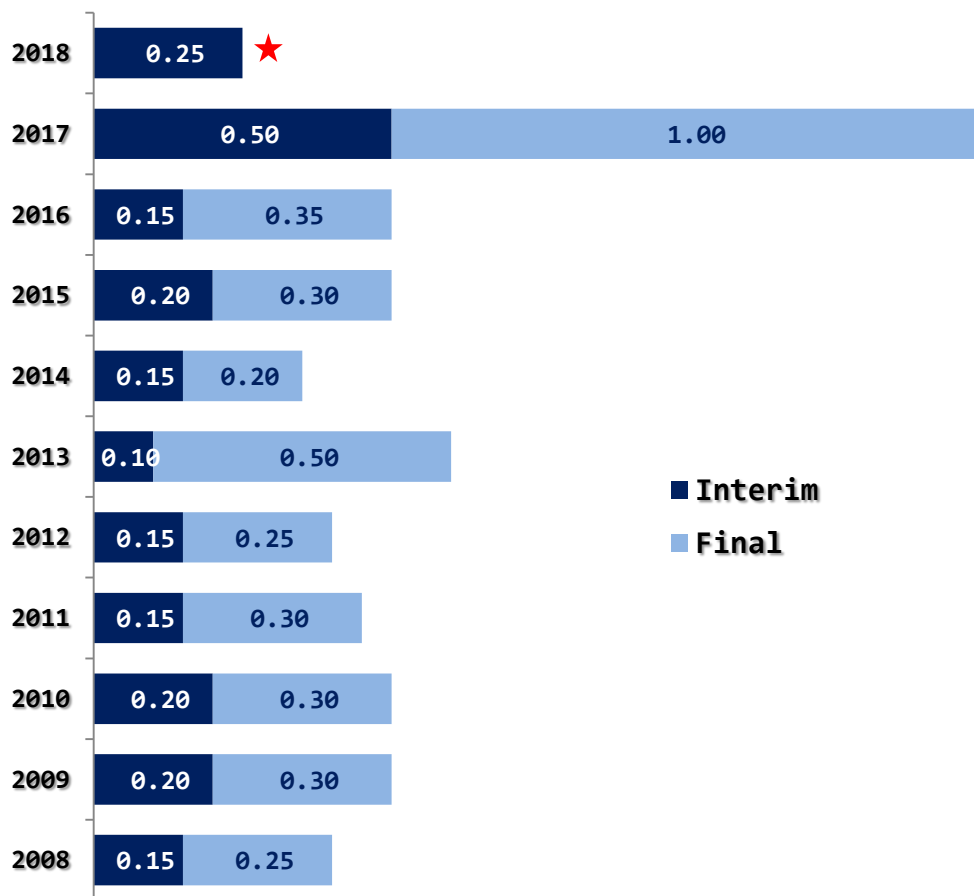


Dividend Policy

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 !