





Q2|2020 PERFORMANCE RESULTS

PRESENTATION FOR INVESTOR & ANALYST



2020

COMPANY LIMITED

PUBLIC

EMICALS

AND PETROCH

SIAMGAS









DISCLAIMER



- 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.

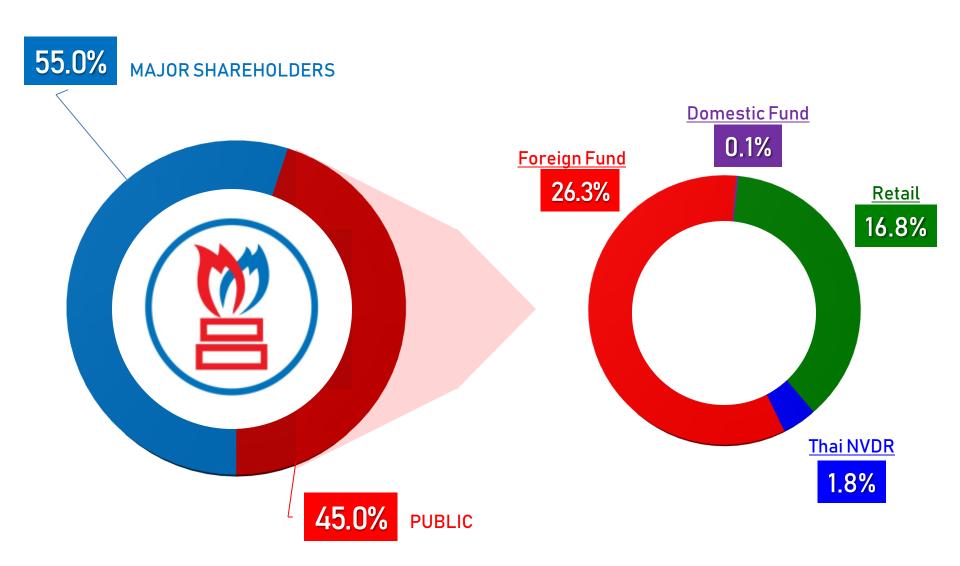




- BUSINESS OVERVIEW
- THAILAND LPG BUSINESS
- OVERSEA LPG BUSINESS
- OTHER BUSINESS
- FINANCIAL RESULTS
- BUSINESS OUTLOOK
- · Q&A

SHAREHOLDING STRUCTURE

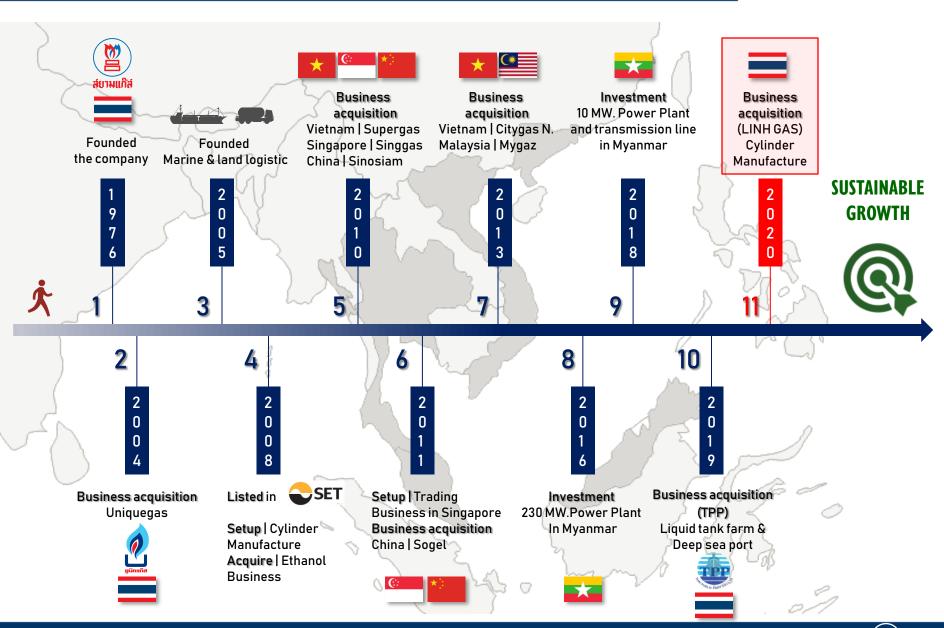




Latest book closing: On 8 MAR 2020

MILESTONES





BUSINESS OPERATION



THAILAND



LIQUEFIED PETROLEUM GAS (LPG)



ROAD TRANSPORTATION



MARINE TRANSPORTATION



CYLINDER MANUFACTURING



OIL RETAIL BUSINESS



CONTAINER TERMINAL SERVICE BUSINESS



LIQUID TANK FARM & DEEP SEA PORT

OVERSEA



LIQUEFIED PETROLEUM GAS (LPG)



Singapore



• China



Malaysia



Vietnam



COMBINE CYCLE POWER PLANT



Myanmar





DIESEL POWER PLANT



• Myanmar

BUSINESS UPDATE



> THAILAND

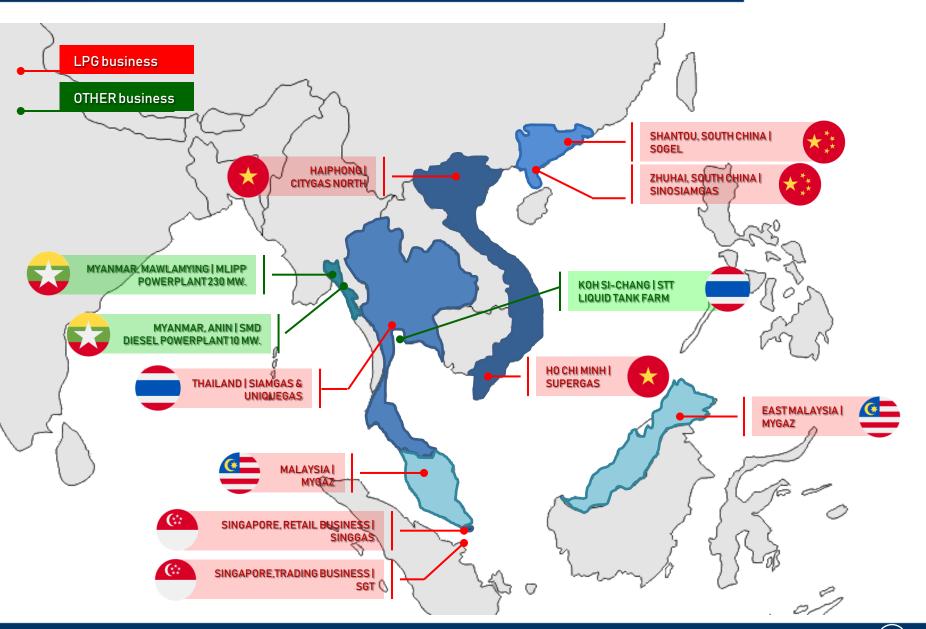
- Siamgas purchased shares of Linh Gas Co. Ltd. through Siam Quality Steel Co. Ltd. which is a 99% own subsidiary.
- Siamgas launched mobile application for ordering LPG cylinder.

OVERSEAS

Penang LPG Terminal is under construction.

SGP's PRESENCE



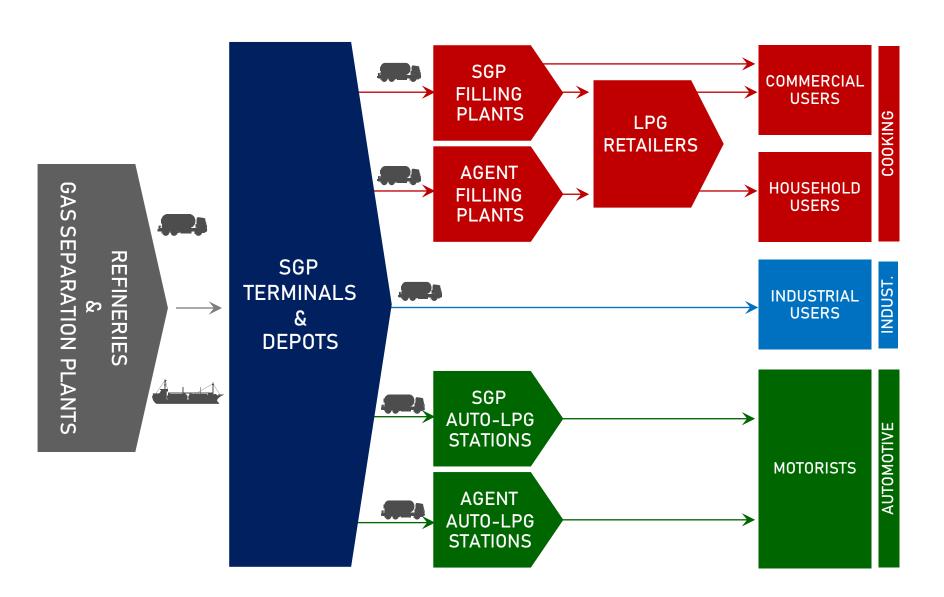




- BUSINESS OVERVIEW
- THAILAND LPG BUSINESS
- OVERSEA LPG BUSINESS
- OTHER BUSINESS
- FINANCIAL RESULTS
- BUSINESS OUTLOOK
- · Q&A

THAILAND BUSINESS MODEL





SGP's NETWORK IN THAILAND

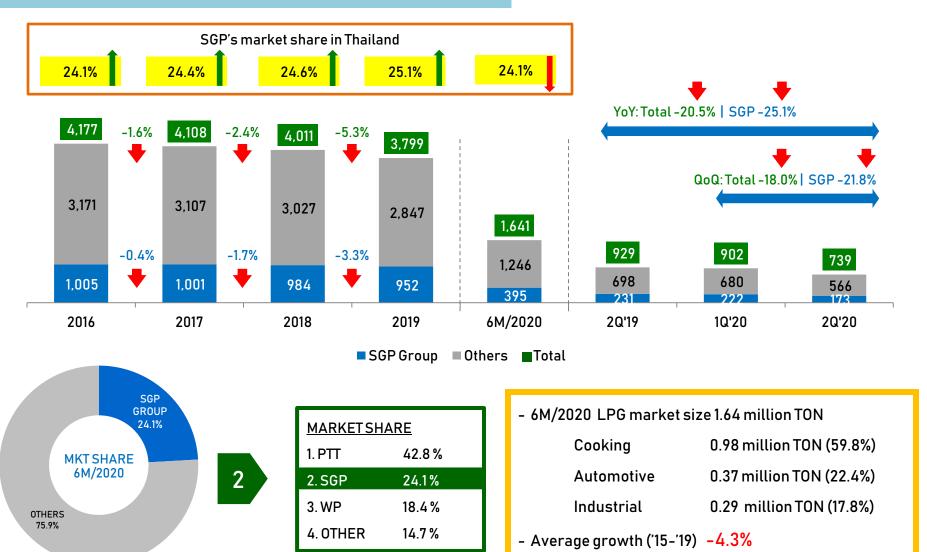




THAILAND LPG MARKET



LPG Sales Volume ('000 tons) | ALL SECTORS



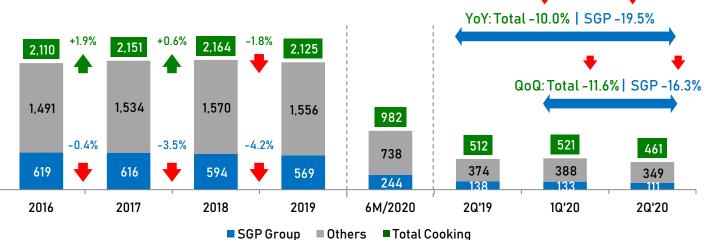
COOKING MARKET

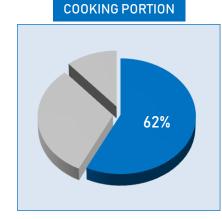


LPG Sales Volume ('000 tons) | COOKING SECTORS



2





SGP GROUP 24.9%	
MKTSHARE 6M/2020	
OTHERS 75.1%	

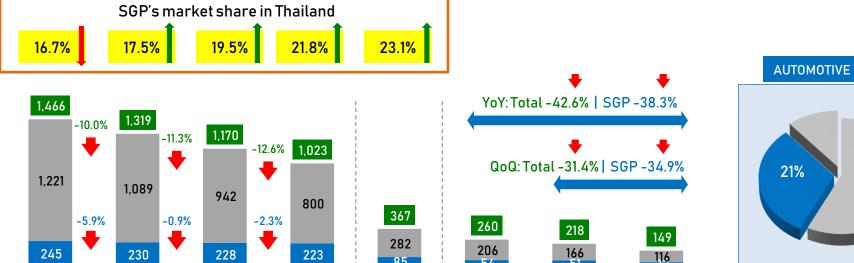
MARKET SHARE		
1. PTT	49.8 %	
2. SGP	24.9%	
3. WP	20.1%	
4. OTHER	5.2 %	

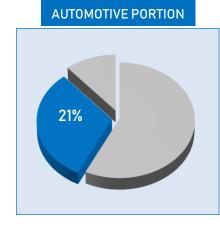


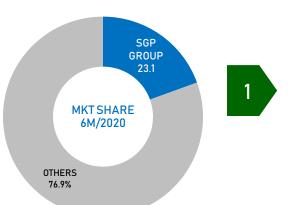
AUTOMOTIVE MARKET



LPG Sales Volume ('000 tons) | AUTOMOTIVE SECTORS







2017

2018

2019

2016

MARKET SHARE		
1. SGP	23.1%	
2. WP	20.0%	
3. PTT	15.7 %	
4. OTHER*	41.2 %	

6M/2020

■ SGP Group ■ Others ■ Total Automotive

*10 company

ส์ยามแก๊ส์

2Q'19

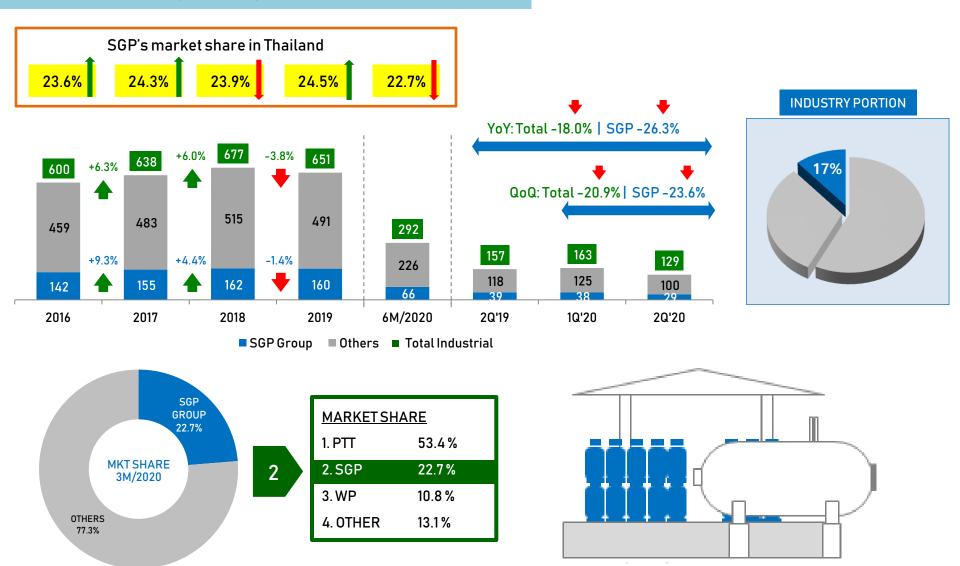
1Q'20

2Q'20

INDUSTRY MARKET



LPG Sales Volume ('000 tons) | INDUSTRY SECTORS





- BUSINESS OVERVIEW
- THAILAND LPG BUSINESS
- OVERSEA LPG BUSINESS
- OTHER BUSINESS
- FINANCIAL RESULTS
- BUSINESS OUTLOOK
- · Q&A





LPG BUSINESS IN OVERSEA

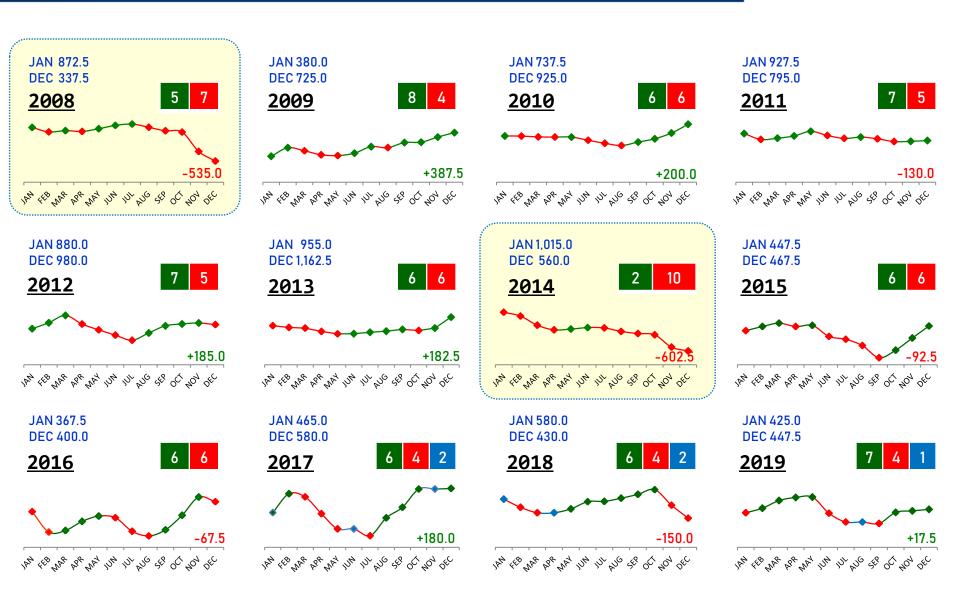






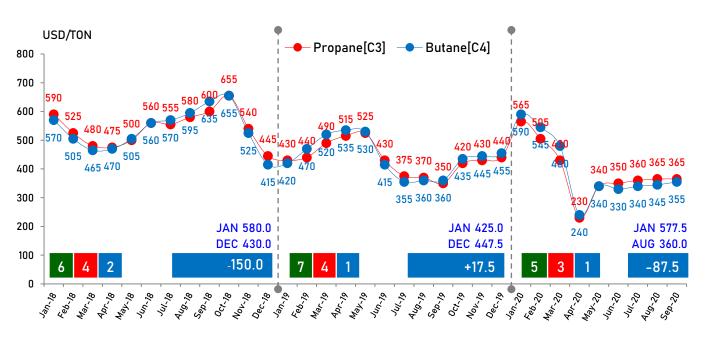
HISTORICAL CP PRICE MOVEMENT

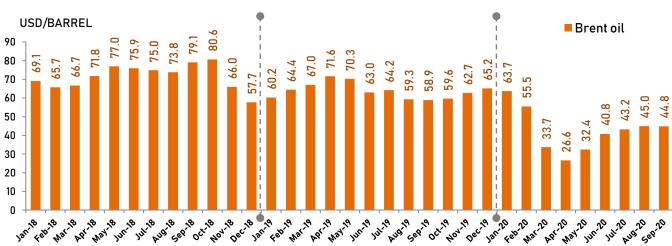




SAUDI ARAMCO CP vs CRUDE OIL







	2018	2019
Q1	-107.5	+75.0
Q2	+87.5	-82.5
Q3	+57.5	-67.5
Q4	-187.5	+92.5
0.7	-107.5	1/2.5
Q-7	2019	2020
Q1		
	2019	2020
Q1	2019 +75.0	2020 +7.5

	2018	2019
Q1	+2.5	+9.4
Q2	+9.2	-4.0
Q3	+3.2	-4.1
Q4	-21.4	+6.3
	2019	2020
Q1	+9.4	-31.4
		- 7.0
Q2	-4.0	+7.0
Q2 Q3	-4.0 -4.1	+7.0



SINGAPORE MARKET (1/2)

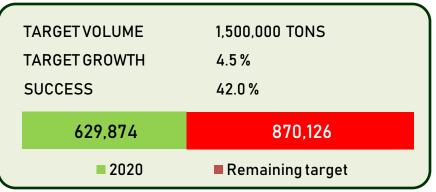


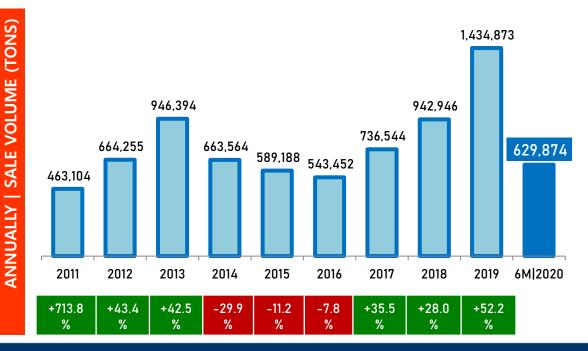
TRADING BUSINESS >>>

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













SINGAPORE MARKET (2/2)

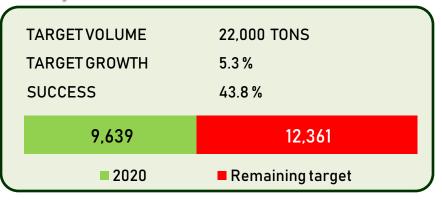


RETAIL BUSINESS >>>

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



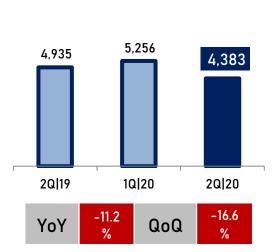














CHINA MARKET



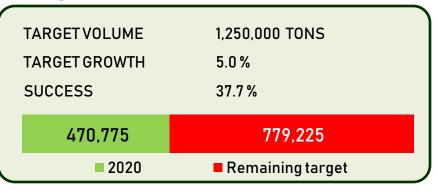
RETAIL BUSINESS >>>

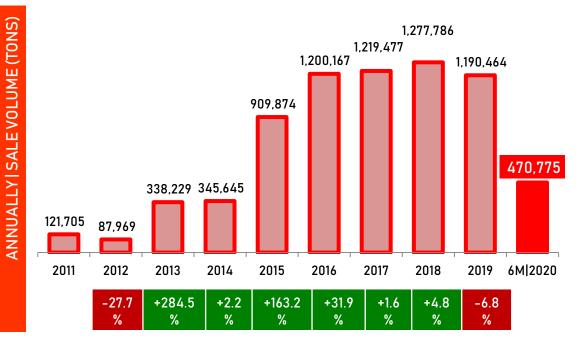
BY 1. SINOSIAMGAS AND PETROCHEMICALS CO., LTD. (100%)

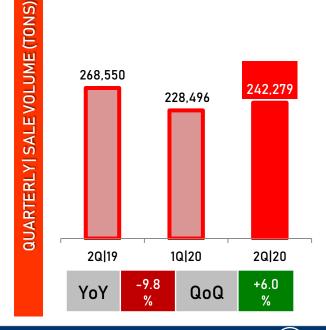
2. SIAM OCEAN GAS & ENERGY LTD. (100%)













ANNUALLY | SALE VOLUME (TONS)

VIETNAM MARKET

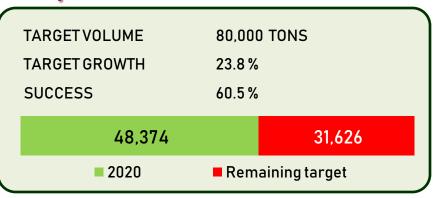


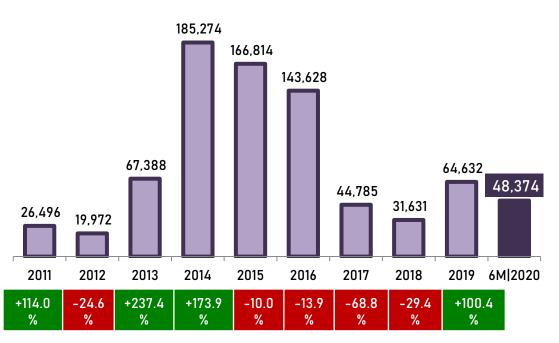
RETAIL BUSINESS >>>

- BY 1. SUPERGAS COMPANY LIMITED (100%)
 - 2. SUPERGAS HAIPHONG CO., LTD. (100%)
 - 3. CITYGAS NORTH COMPANY LIMITED (70%)













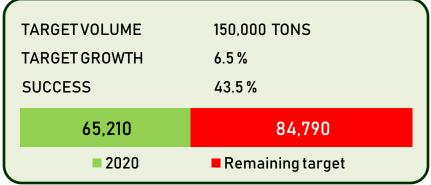
RETAIL BUSINESS >>>

BY MYGAZ SDN. BHD. (70%)

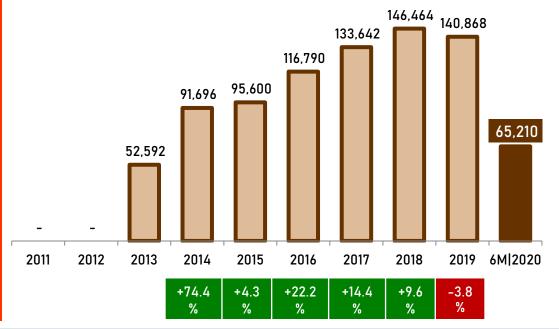




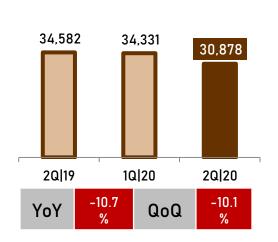
6M/2020 >>>



ANNUALLY | SALE VOLUME (TONS)







TOTAL OVERSEA VOLUME











6M/2020 >>>

 TARGET VOLUME
 3,002,000 TONS

 TARGET GROWTH
 5.3 %

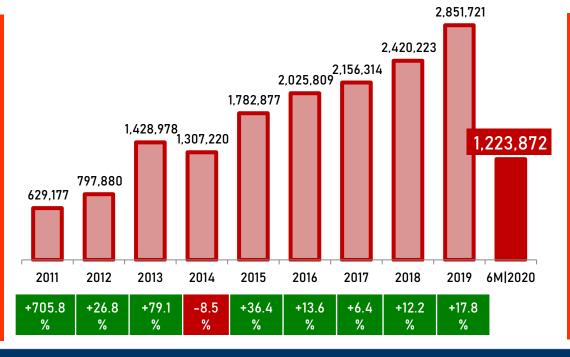
 SUCCESS
 40.8 %

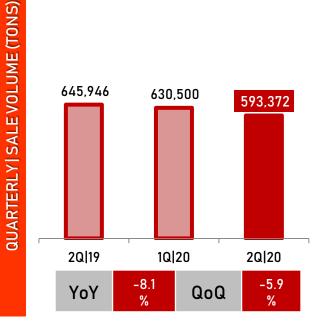
 1,223,872
 1,778,128

 ■ 2020
 ■ Remaining target



ANNUALLY | SALE VOLUME (TONS)







- BUSINESS OVERVIEW
- THAILAND LPG BUSINESS
- OVERSEA LPG BUSINESS
- OTHER BUSINESS
- FINANCIAL RESULTS
- BUSINESS OUTLOOK
- · Q&A













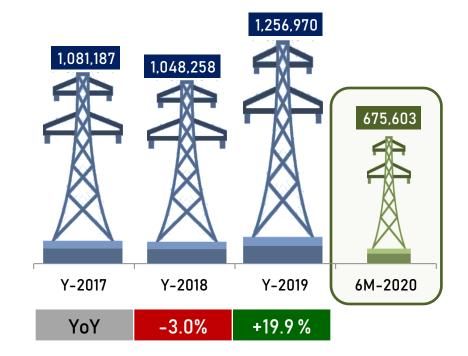
ANNUALLY | SALE VOLUME (MW.)

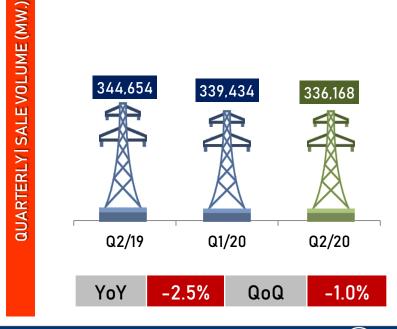
230 MW. POWERPLANT













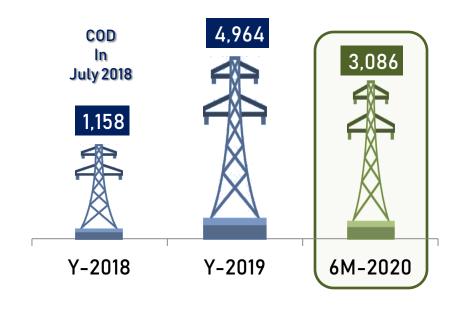
10 MW. DIESEL POWERPLANT

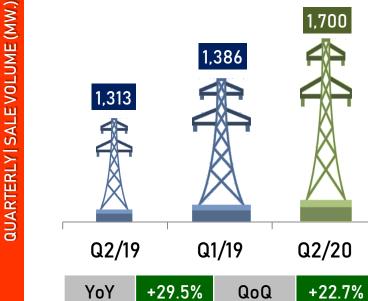


















(DEEP SEA PORT AND OIL TANK)



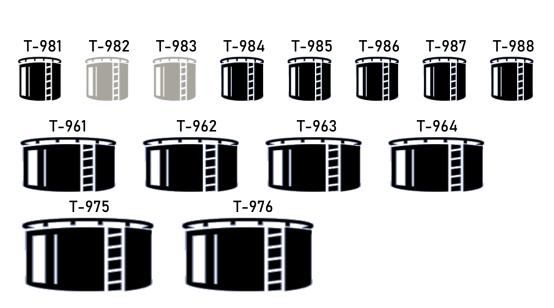




OIL TANK STORAGE | SI-CHANG TERMINAL



SERVICE FOR OIL TANK STORAGE >>> BY SIAM TANK TERMINAL COMPANY LIMITED (99.68%)



UNIT	CAPACITY (MIL.LITRE)	STATUS (USAGE)
8	42.32	6
4	187.14	FULL
2	116.25	FULL

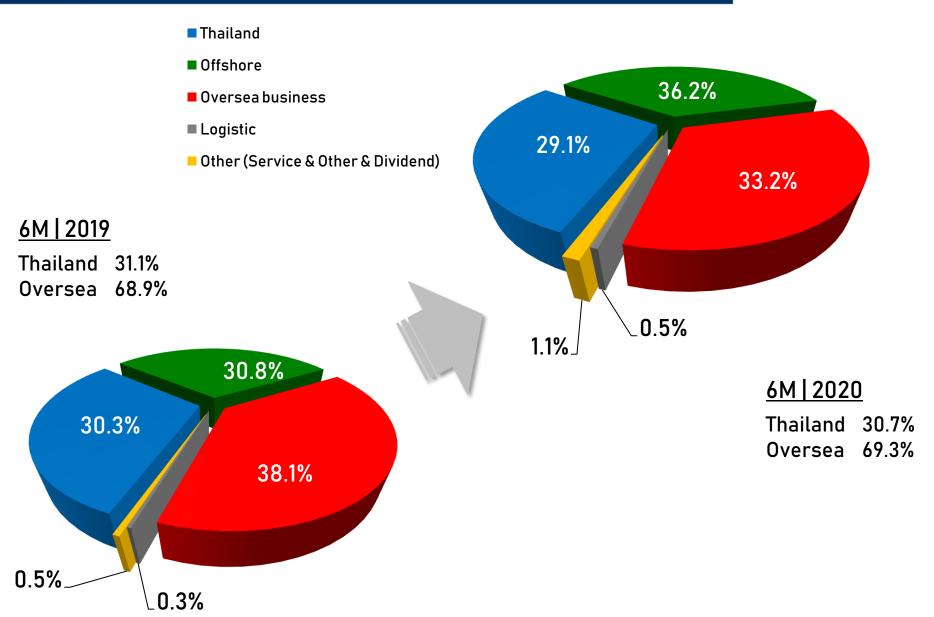
AGENDA



- BUSINESS OVERVIEW
- THAILAND LPG BUSINESS
- OVERSEA LPG BUSINESS
- OTHER BUSINESS
- FINANCIAL RESULTS
- BUSINESS OUTLOOK
- · Q&A

REVENUE PORTION

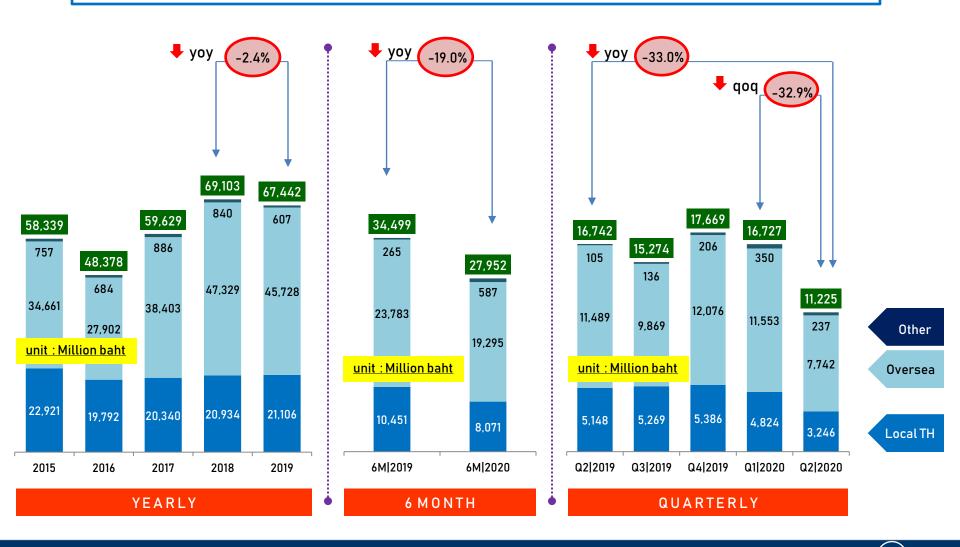




FULL YEAR AND QUARTERLY REVENUE [BT.M]



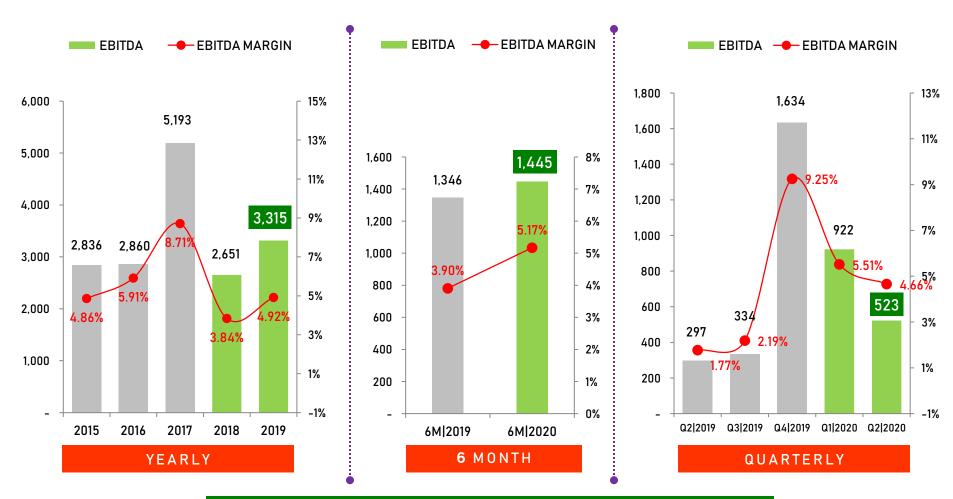
6M|2020 Consolidated revenue of Bt.27,952 m shows a 19.0% yoy decline



FULL YEAR AND QUARTERLY EBITDA [BT.M]



6M|2020 Consolidated EBITDA of Bt.1,445 m shows a +7.3% yoy growth



EBITDA margin: 5.17% in 6M/2020 increased from 3.90% in 6M/2019



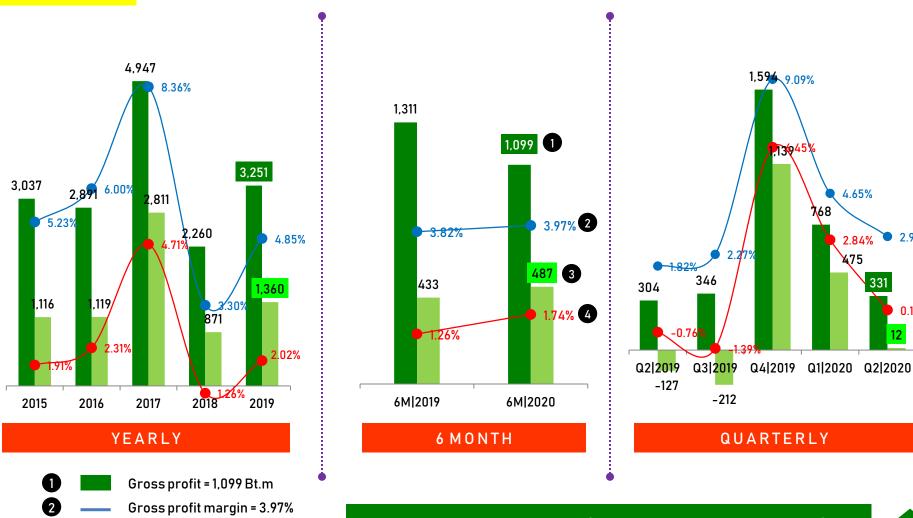
GROSS PROFIT MARGIN & NET PROFIT MARGIN

Net profit = 487 Bt.m

Net profit margin = 1.74%



unit: million Baht



Gross profit margin: 3.97% in 6M/2020 increased from 3.82% in 6M/2019

: 1.74% in 6M/2020 decreased from 1.26% in 6M/2019 Net profit margin



2.97%

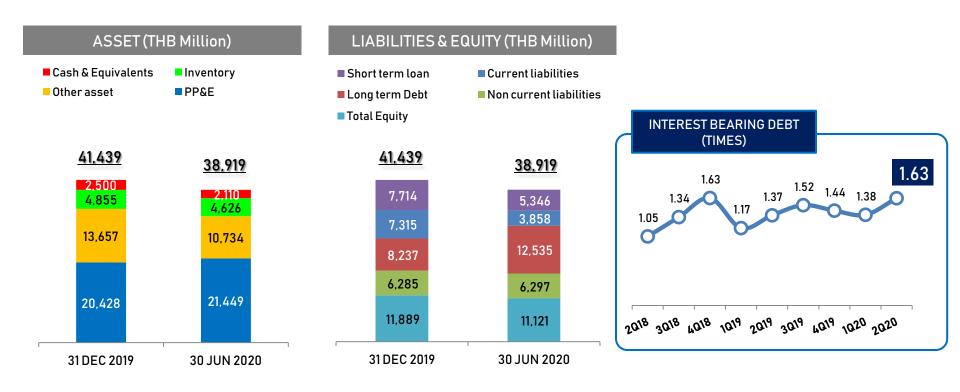
0.11%

12



FINANCIAL POSITION





DEBTPORTION		
LOAN FROM FINANCIAL INSTITUTION	6,136	Loan from financial institutionDebenture
DEBENTURE	11,440	11,440 .
TOTAL	17,576 (THB Million)	6,136, 35%



AGENDA



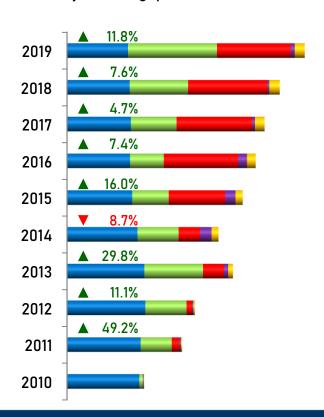
- BUSINESS OVERVIEW
- THAILAND LPG BUSINESS
- OVERSEA LPG BUSINESS
- OTHER BUSINESS
- FINANCIAL RESULTS
- BUSINESS OUTLOOK
- · Q&A

OUTLOOK 2020

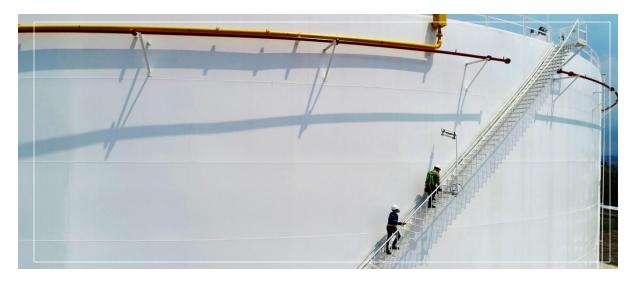


LPG Sales Volume (Tons)

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



Sales volume (TONs)	2017	2018	2019	Outlook 2020	6M 2020	% Success
SGP - Thailand	1,030,660.58	1,010,383.14	983,246.31	1,030,000	398,569.76	38.7%
Offshore Trading	736,544.45	942,945.98	1,434,872.89	1,500,000	629,874.43	42.0%
China	1,219,476.64	1,277,786.33	1,190,464.07	1,250,000	470,774.78	37.7%
Vietnam	44,784.87	31,631.45	64,632.24	80,000	48,374.20	60.5%
Singapore	21,865.52	21,396.14	20,883.52	22,000	9,639.10	43.8%
Malaysia	133,642.38	146,463.57	140,868.49	150,000	65,209.60	43.5%
GRAND TOTAL	3,186,974.44	3,430,606.62	3,834,967.52	4,032,000	1,622,441.86	40.2%
OVERSEA BUSINESS	2,156,313.86	2,420,223.47	2,851,721.20	3,002,000	1,223,872.10	40.8%
Domestic portion	32.3%	29.5%	25.6%	25.5%	24.6%	
Oversea portion	67.7%	70.5%	74.4%	74.5%	75.4%	
Growth (%)	0.0%	7.6%	11.8%	5.1%		



DIVIDEND PAYMENT

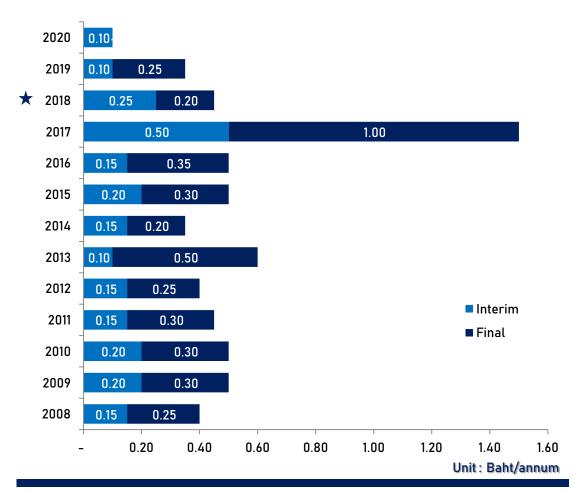


Dividend Policy

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



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





QUESTIONS ARE WELCOMED!