




- LPG Domestic & Oversea

-  Thailand

-  China

-  Singapore

-  Malaysia

-  Vietnam

- Logistic


- Cylinder Manufacturing

- Oil Retail Business

- Container Terminal Service

- Liquid Tank Farm & Deep Sea Port

- Power Plant

-  Combine Cycle Power Plant

-  Diesel Power Plant

# 2Q/2021 Performance

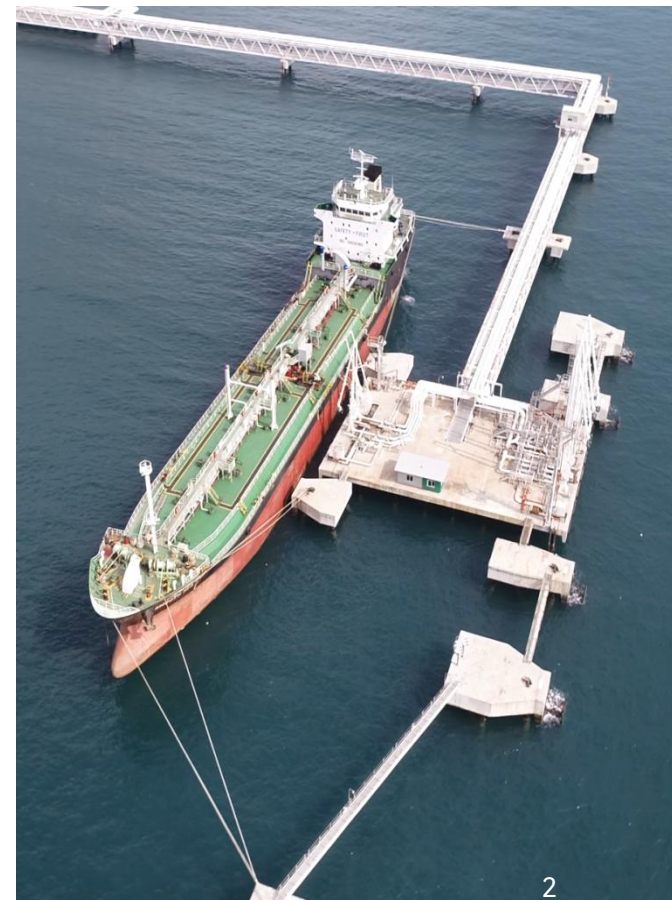
Presentation for investor & analyst





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# AGENDA

**BUSINESS  
OVERVIEW**

THAILAND  
LPG  
BUSINESS

OVERSEA  
LPG  
BUSINESS

OTHER  
BUSINESS

FINANCIAL  
RESULTS

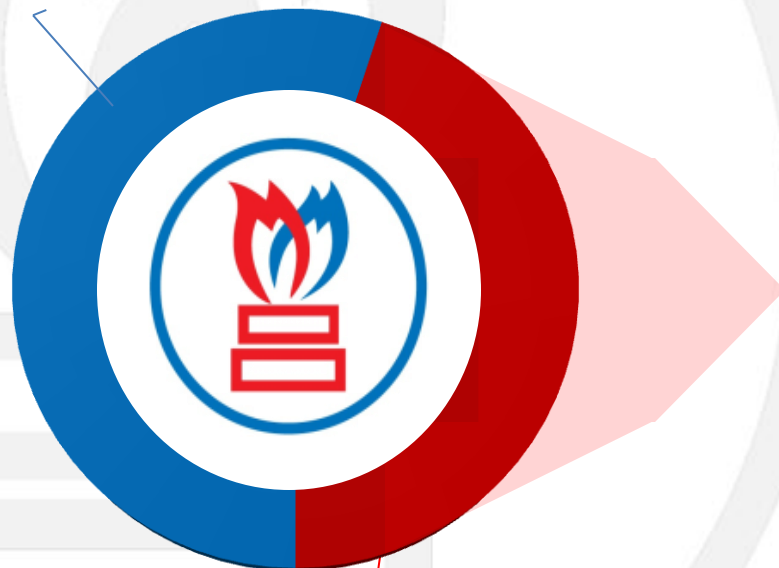
BUSINESS  
OUTLOOK

DIVIDEND  
POLICY

Q&A

# SHAREHOLDING STRUCTURE

**55.0%** MAJOR SHAREHOLDERS  
(Weeraborwornpong Group)



**45.0%** PUBLIC

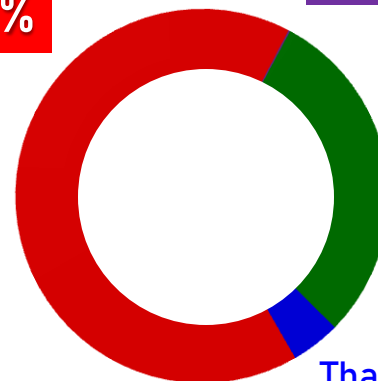
Foreign  
**29.7%**

Domestic Fund

**0.1%**





















Retail  
**13.3%**

Thai NVDR  
**1.9%**





# MILESTONES

1976	<p>Founded the company</p>  	2013	<p>Business acquisition (LPG Business)</p> <ul style="list-style-type: none"> <li>• MYGAZ in Malaysia</li> <li>• CITYGAS NORTH in Vietnam</li> </ul>  
2004	<p>Business acquisition – UNIQUEGAS</p>  	2016	<p>Investment</p> <ul style="list-style-type: none"> <li>• 230 MW. COMBINE CYCLE POWER PLANT in Myanmar</li> </ul> 
2005	<p>Founded Marine &amp; land logistic</p>   	2018	<p>Investment</p> <ul style="list-style-type: none"> <li>• 10 MW. DIESEL POWER PLANT in Myanmar</li> </ul> 
2008	<ul style="list-style-type: none"> <li>• Listed in SET</li> </ul>   <ul style="list-style-type: none"> <li>• Setup Cylinder Manufacture</li> <li>• Acquire Ethanol Business</li> </ul>	2019	<p>Business acquisition</p> <ul style="list-style-type: none"> <li>• LIQUID TANK FARM &amp; DEEP SEA PORT in Thailand</li> </ul>  
2010	<p>Business acquisition (LPG Business)</p> <ul style="list-style-type: none"> <li>• SUPERGAS in Vietnam</li> <li>• SINGGAS in Singapore</li> <li>• SINOSIAMGAS in China</li> </ul>   	2020	<p>Business acquisition</p> <ul style="list-style-type: none"> <li>• CYLINDER MANUFACTURER (LINH GAS) in Thailand</li> </ul>  
2011	<p>Business acquisition (LPG Business)</p> <ul style="list-style-type: none"> <li>• SOGEL in China</li> </ul> <p>Setup Trading Business in Singapore</p> <ul style="list-style-type: none"> <li>• SGT in Singapore</li> </ul>  		





# BUSINESS OPERATION

## THAILAND

1



LIQUEFIED PETROLEUM GAS (LPG)

2



ROAD TRANSPORTATION

3



MARINE TRANSPORTATION

4



CYLINDER MANUFACTURING

5



OIL RETAIL BUSINESS

6



CONTAINER TERMINAL SERVICE BUSINESS

7



LIQUID TANK FARM & DEEP SEA PORT

## OVERSEA

1



LIQUEFIED PETROLEUM GAS (LPG)



- Singapore



- China



- Malaysia



- Vietnam

2



COMBINE CYCLE POWER PLANT



- Myanmar

3



DIESEL POWER PLANT



- Myanmar

4



OIL TRADING BUSINESS



- Singapore



## > THAILAND

- ✓ SGP expands new filling plants in Nakorn Phatom and Chonburi.
- ✓ Open new cylinder inspection and paint shop in Khonkan
- ✓ LPG market in Q2/2021 is higher than the same period last year due to recover from Covid 19.

## > OVERSEAS

- ✓ CP price drops USD 82.5 in Q2/2021 but recovers in July and August.
- ✓ Sales volume for Overseas market are higher than the same period last year.
- ✓ Oil trading is expanding gradually.
- ✓ Power Plant in Myanmar is operating without any interruption.

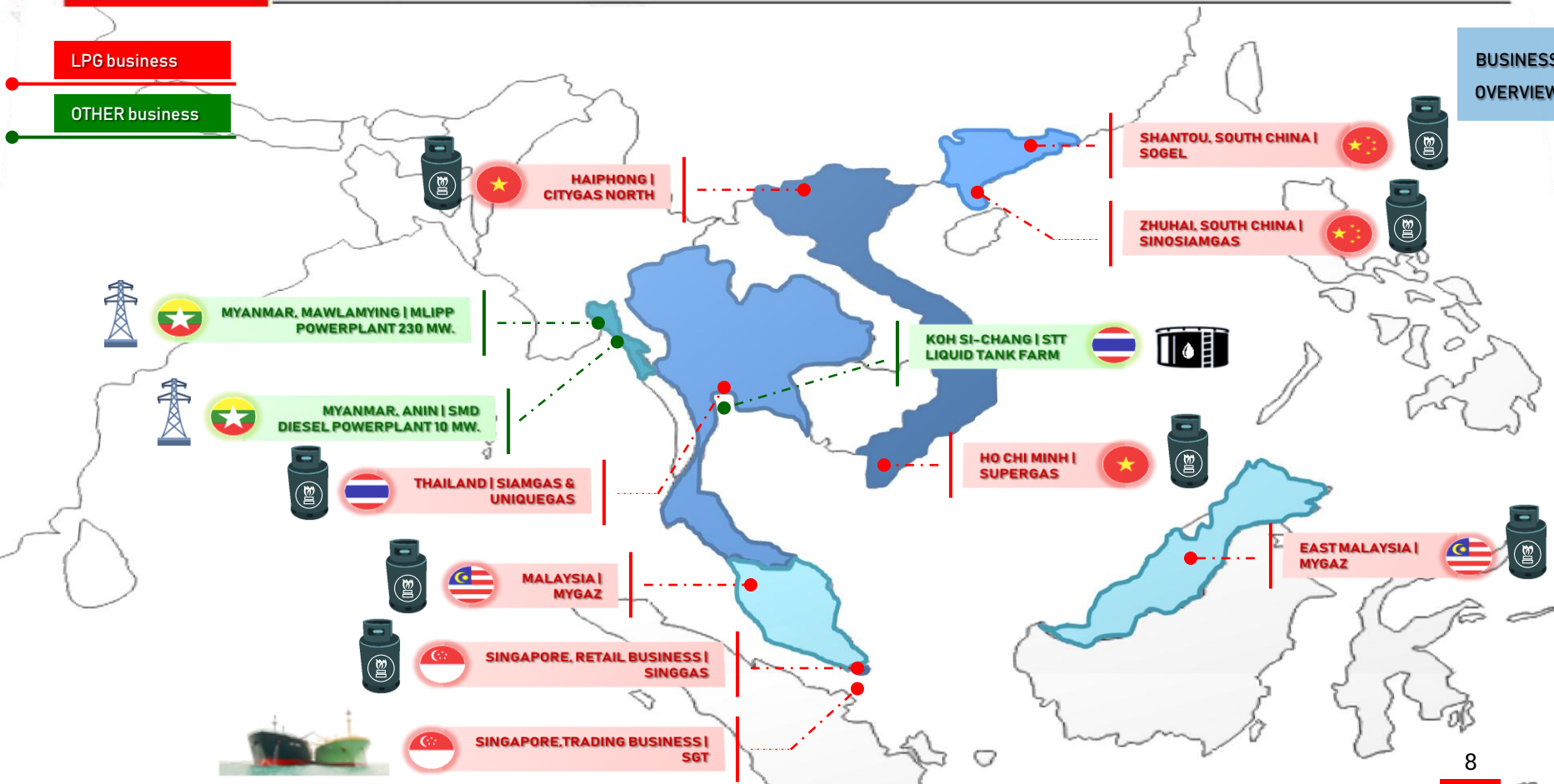


# SGP's PRESENCE

LPG business

OTHER business

BUSINESS  
OVERVIEW







# AGENDA

BUSINESS  
OVERVIEW

**THAILAND  
LPG  
BUSINESS**

OVERSEA  
LPG  
BUSINESS

OTHER  
BUSINESS

FINANCIAL  
RESULTS

BUSINESS  
OUTLOOK

DIVIDEND  
POLICY

Q&A

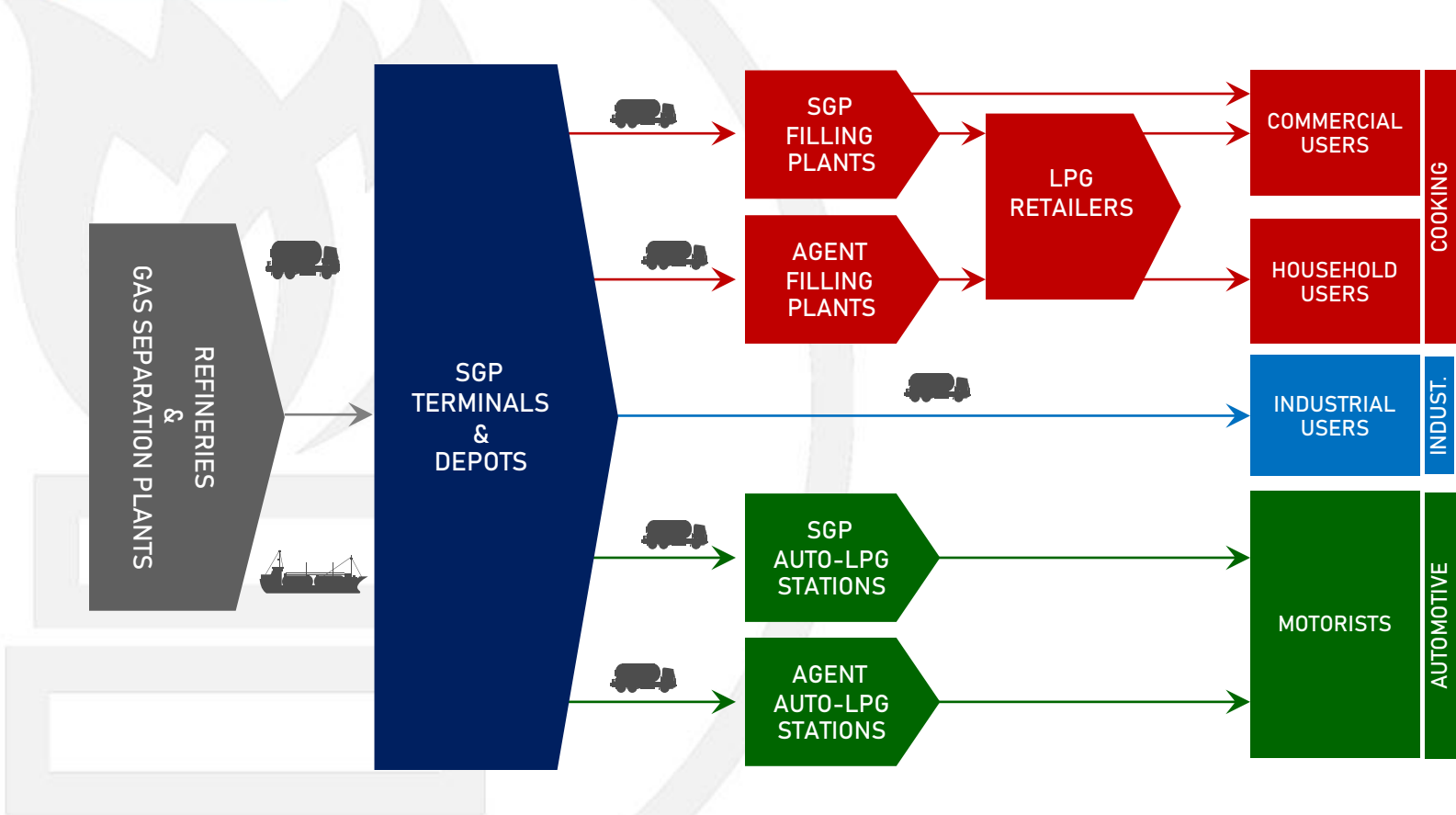
# สยามแก๊ส คู่ครัวไทย



## LPG DOMESTIC

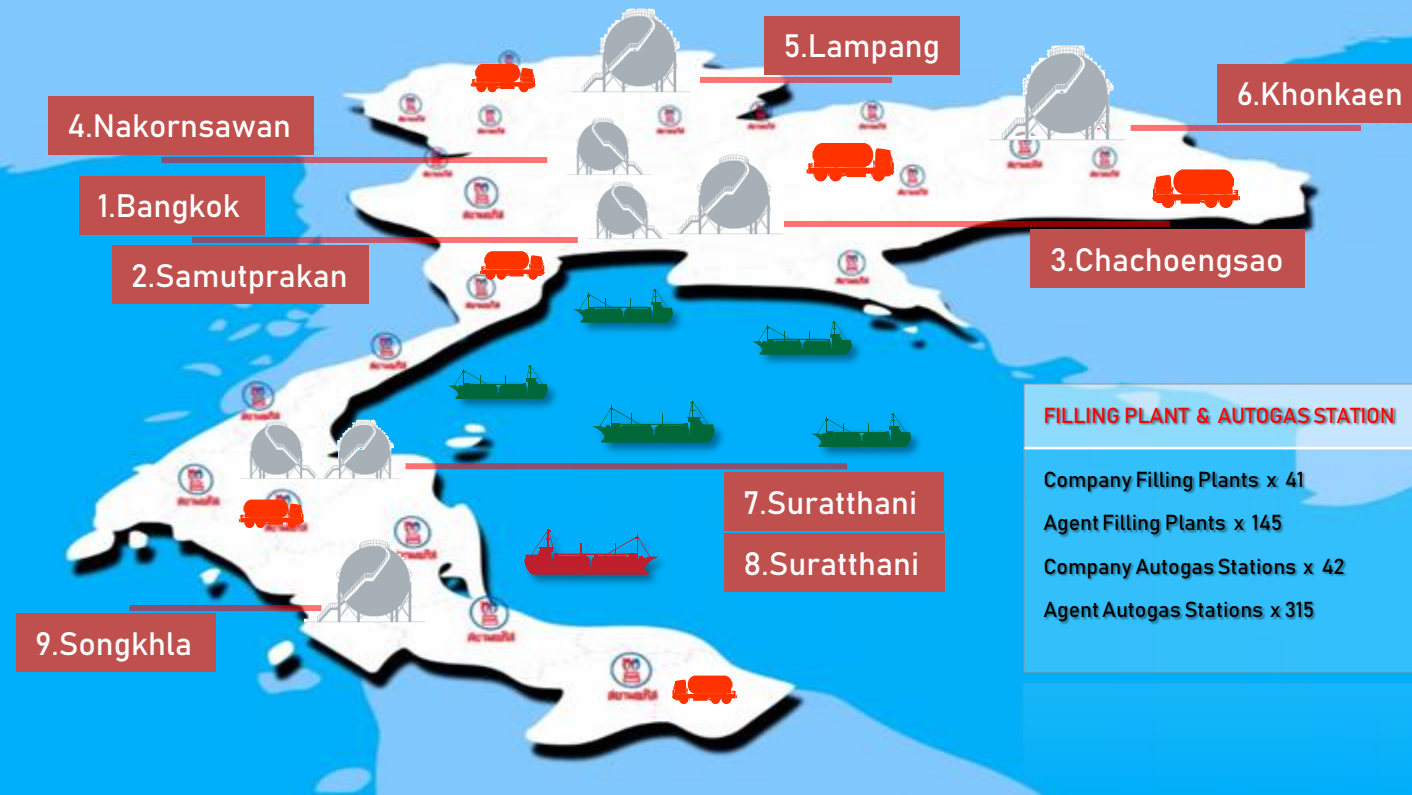
# THAILAND BUSINESS MODEL

THAILAND  
LPG  
BUSINESS



# SGP's NETWORK IN THAILAND

THAILAND  
LPG  
BUSINESS



## FILLING PLANT & AUTOGAS STATION

Company Filling Plants x 41

Agent Filling Plants x 145

Company Autogas Stations x 42

Agent Autogas Stations x 315



9  
terminals



500  
road tankers



27  
vessels

# THAILAND LPG MARKET | ALL SECTORS

SGP's market share in Thailand

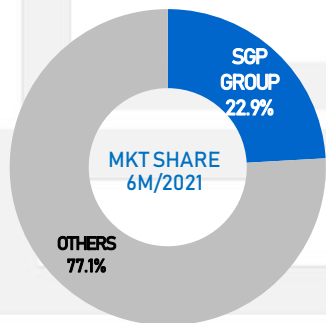
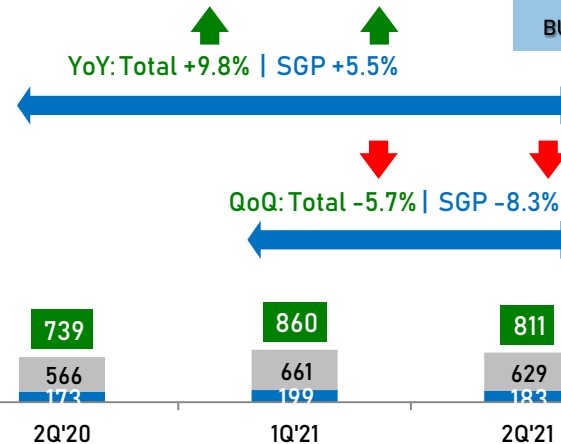
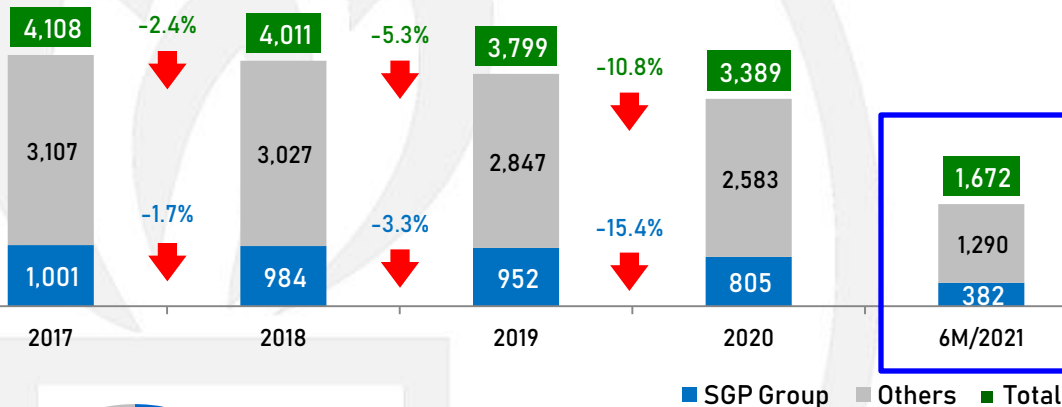
24.4% ↑ 24.6% ↑ 25.1% ↑ 23.8% ↓ 22.9% ↓

THAILAND  
LPG  
BUSINESS

YoY: Total +9.8% | SGP +5.5%

QoQ: Total -5.7% | SGP -8.3%

LPG Sales Volume ('000 tons)



MARKET SHARE

1.	PTT	42.9%
2.	SGP	22.9%
3.	WP	17.6%
4.	ATLAS OIL	4.1%
5.	OTHER (11)	12.5%

- 6M/2021 LPG market size 1.67 million TON

Cooking	1.02 million TON (60.9%)
Automotive	0.32 million TON (19.3%)
Industrial	0.33 million TON (19.8%)

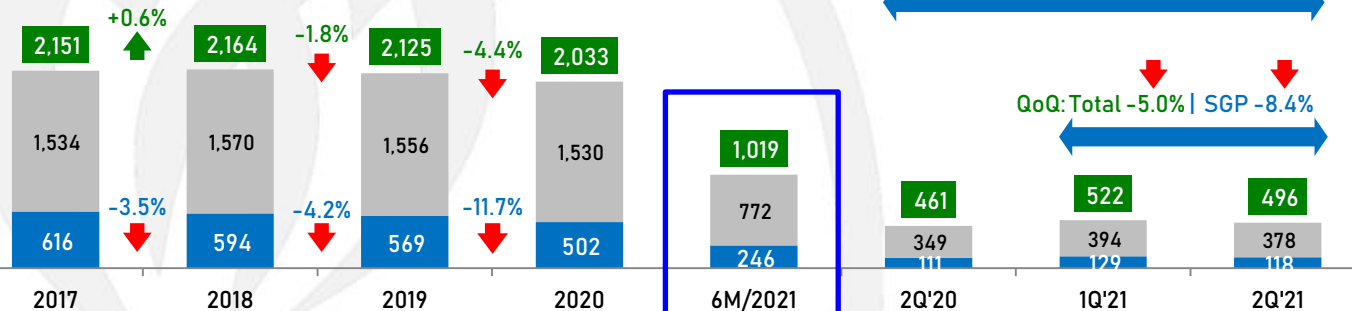
- Average growth ('16-'20) -5.1%

# COOKING MARKET

SGP's market share in Thailand

28.6% ↑ 27.5% ↓ 26.8% ↓ 24.7% ↓ 24.2% ↓

LPG Sales Volume ('000 tons)

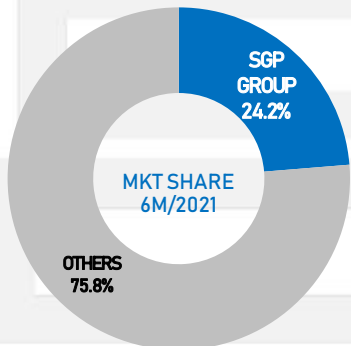
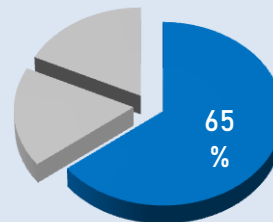


YoY: Total +7.7% | SGP +5.9%

QoQ: Total -5.0% | SGP -8.4%

THAILAND  
LPG  
BUSINESS

COOKING PORTION



2

## MARKET SHARE

1.	PTT	48.3 %
2.	SGP	24.6 %
3.	WP	20.2 %
4.	ATLAS OIL	1.5 %
5.	OTHER (8)	5.4 %



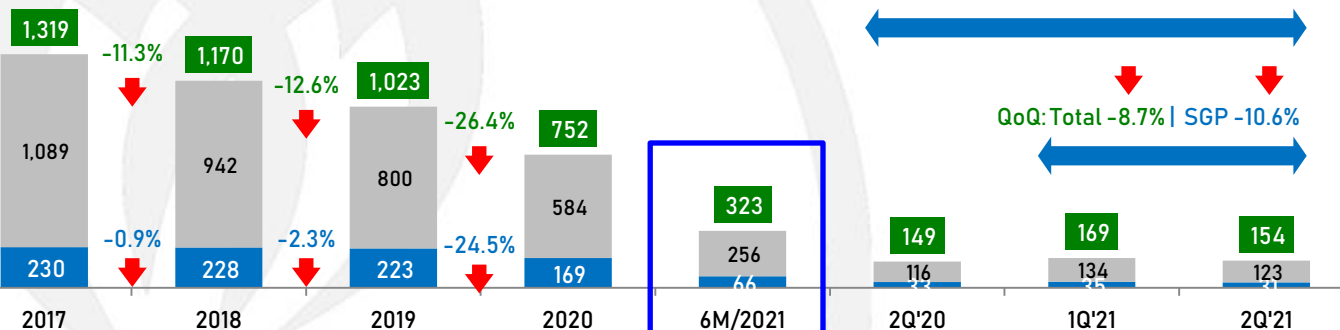


# AUTOMOTIVE MARKET

SGP's market share in Thailand

17.5% ↑ 19.5% ↓ 21.8% ↓ 22.4% ↓ 20.6% ↓

LPG Sales Volume ('000 tons)

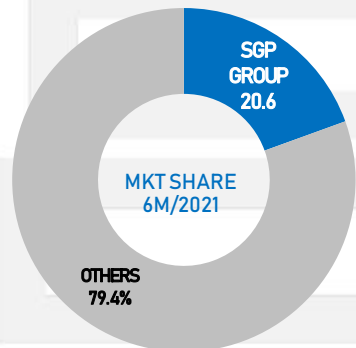
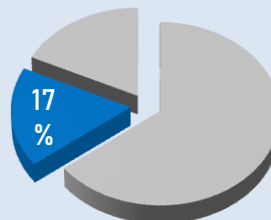


SGP Group Others Total Automotive

YoY: Total +3.1% | SGP -6.0%

QoQ: Total -8.7% | SGP -10.6%

AUTOMOTIVE PORTION



MARKET SHARE

1.	SGP	20.6 %
2.	ATLAS OIL	16.3 %
3.	PTT	15.9 %
4.	WP	14.9 %
5.	OTHER (9)	32.3 %



THAILAND  
LPG  
BUSINESS

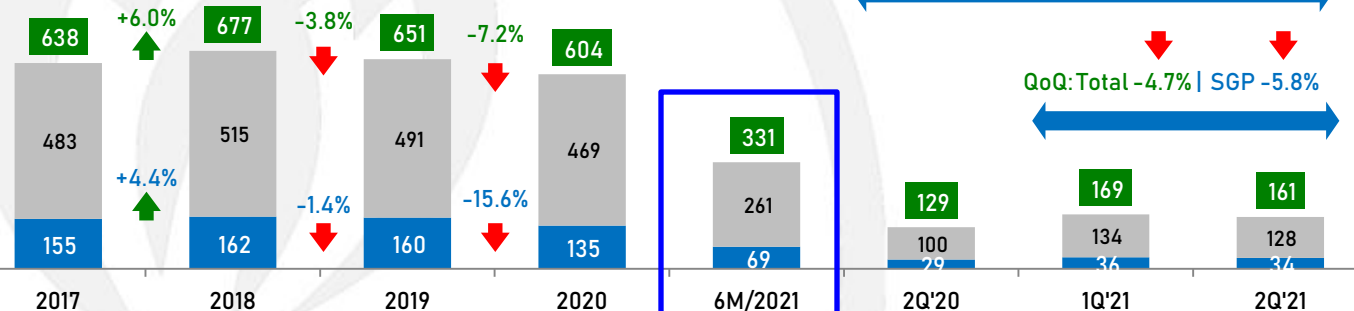


# INDUSTRY MARKET

SGP's market share in Thailand

24.3% ↑ 23.9% ↓ 24.5% ↑ 22.3% ↓ 21.0% ↓

LPG Sales Volume ('000 tons)

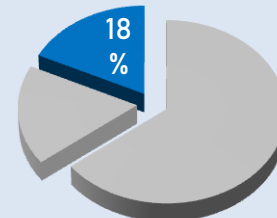


YoY: Total +25.0% | SGP +17.0.1%

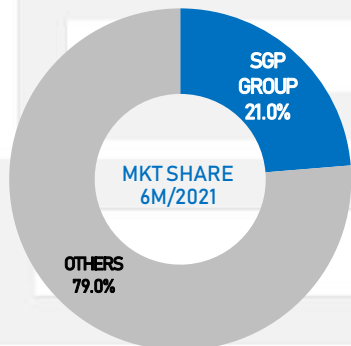
QoQ: Total -4.7% | SGP -5.8%

THAILAND  
LPG  
BUSINESS

INDUSTRY PORTION



SGP Group Others Total Industrial



2

MARKET SHARE

1.	PTT	52.8 %
2.	SGP	21.0 %
3.	WP	12.1 %
4.	ATLAS OIL	0.6 %
5.	OTHER (11)	13.5 %





# AGENDA

BUSINESS  
OVERVIEW

THAILAND  
LPG  
BUSINESS

**OVERSEA  
LPG  
BUSINESS**

OTHER  
BUSINESS

FINANCIAL  
RESULTS

BUSINESS  
OUTLOOK

DIVIDEND  
POLICY

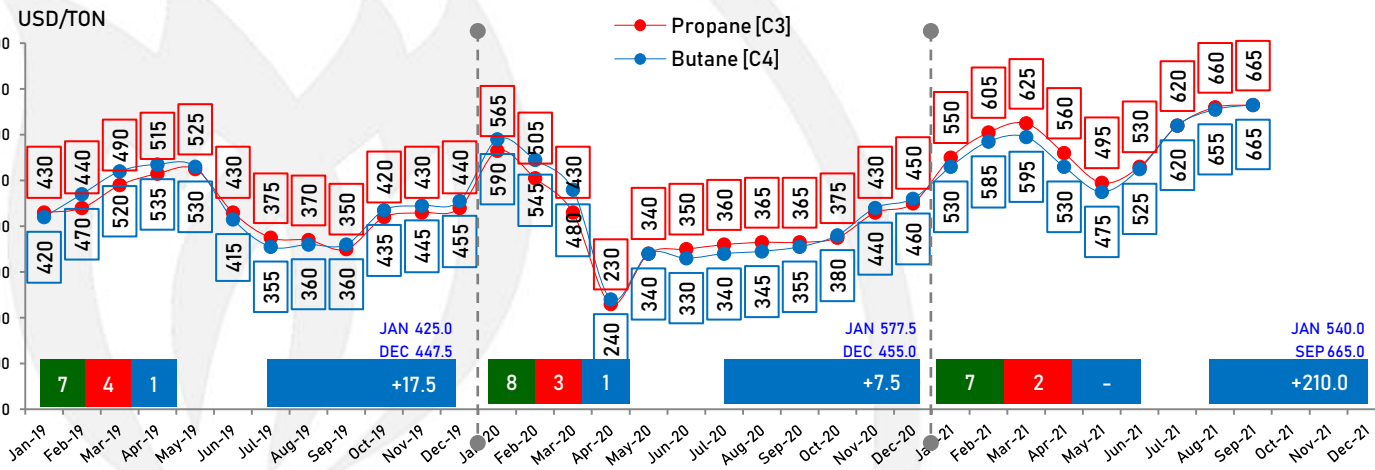
Q&A



# LPG OVERSEA

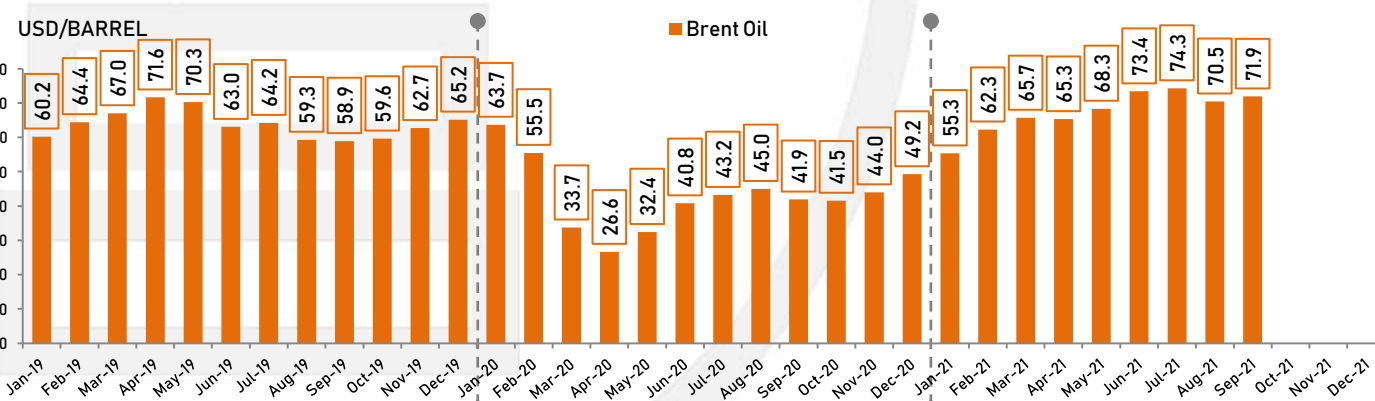


# SAUDI ARAMCO CP vs CRUDE OIL



	2019	2020
Q1	+75.0	+7.5
Q2	-82.5	-115.0
Q3	-67.5	+20.0
Q4	+92.5	+95.0
	2020	2021
Q1	+7.5	+155.0
Q2	-115.0	-82.5
Q3	+20.0	+137.5

OVERSEA  
LP6  
BUSINESS



	2019	2020
Q1	+9.4	-31.4
Q2	-4.0	+7.0
Q3	-4.1	+1.1
Q4	+6.3	+7.4
	2020	2021
Q1	-31.4	+16.5
Q2	+7.0	+4.4
Q3	+1.1	-1.5



# SINGAPORE MARKET (1/2)



6M/2021 >>>

TARGET VOLUME 1,400,000 TONS  
 TARGET GROWTH 12.8 %  
 SUCCESS 49.6 %

693,995

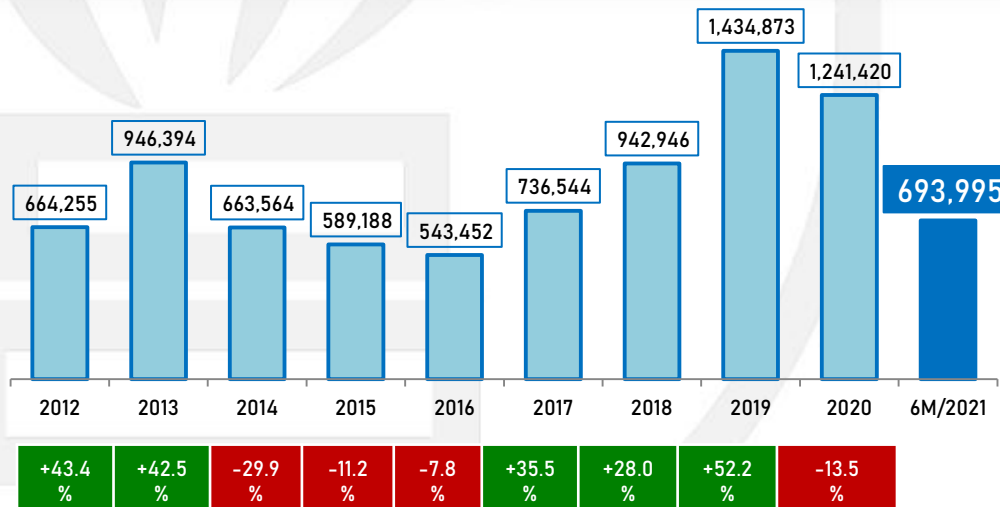
706,005

2021

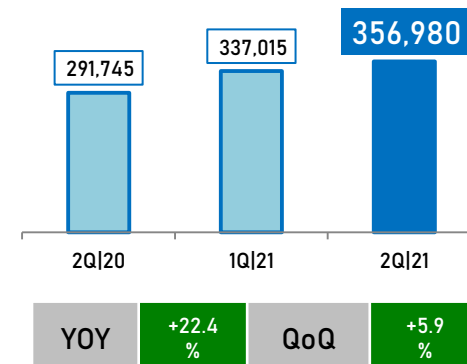
Remaining target

OVERSEA  
 LPG  
 BUSINESS

ANNUALLY | SALE VOLUME (TONS)



QUARTERLY | SALE VOLUME (TONS)





# SINGAPORE MARKET (2/2)



6M/2021 >>>

TARGET VOLUME	20,000 TONS
TARGET GROWTH	24.7 %
SUCCESS	41.3 %

8,262

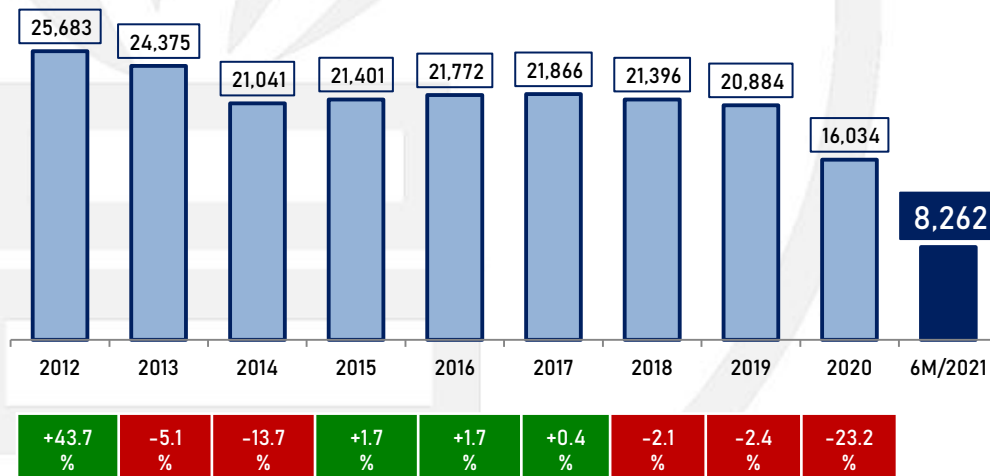
11,738

2021

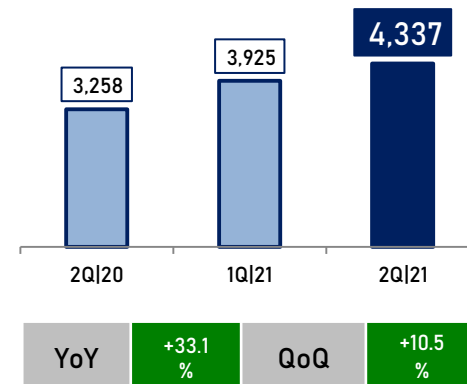
Remaining target

OVERSEA  
LPG  
BUSINESS

ANNUALLY | SALE VOLUME (TONS)



QUARTERLY | SALE VOLUME (TONS)





# CHINA MARKET



**6M/2021 >>>**

TARGET VOLUME	1,150,000 TONS
TARGET GROWTH	21.4 %
SUCCESS	38.5 %

442,757

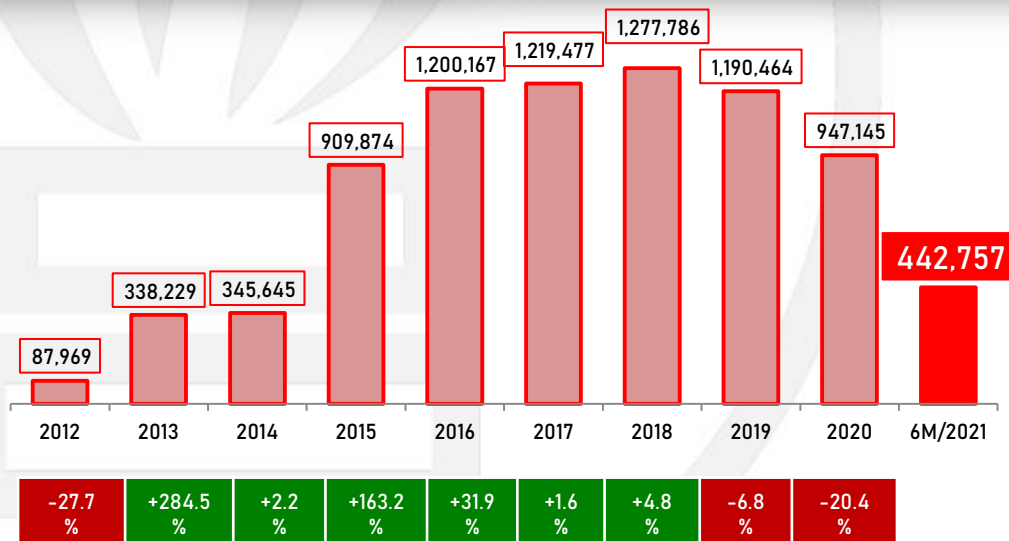
707,243

2021

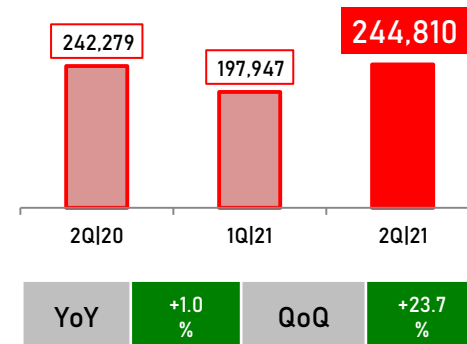
Remaining target

OVERSEA  
LPG  
BUSINESS

ANNUALLY | SALE VOLUME (TONS)



QUARTERLY | SALE VOLUME (TONS)





# VIETNAM MARKET



6M/2021 >>>

TARGET VOLUME	100,000 TONS
TARGET GROWTH	8.6 %
SUCCESS	29.7 %

29,732

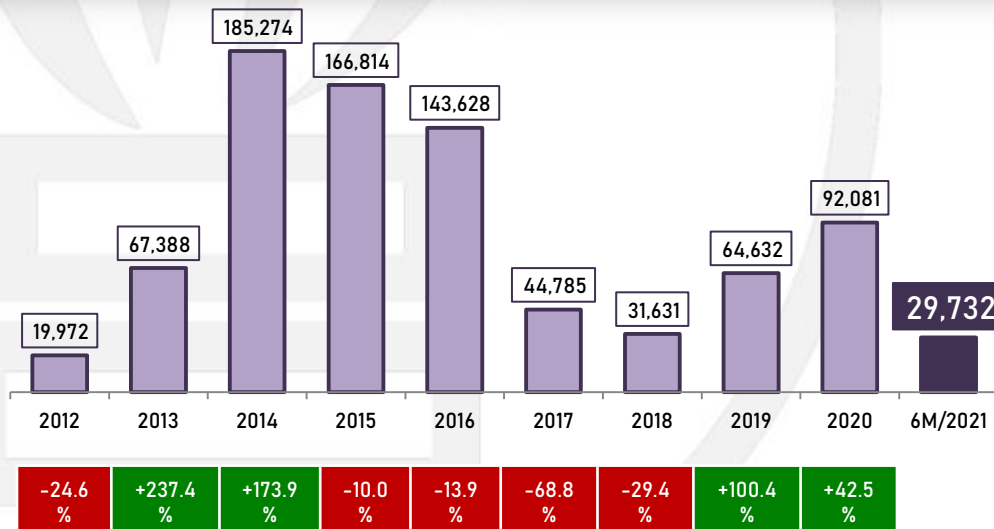
70,268

2021

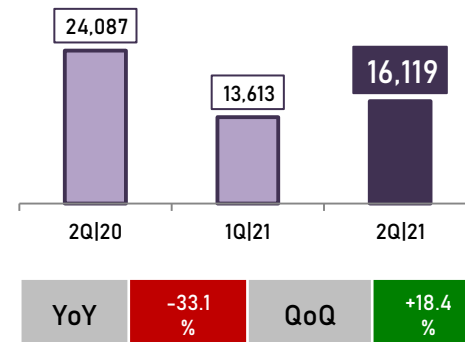
Remaining target

OVERSEA  
LPG  
BUSINESS

ANNUALLY | SALE VOLUME (TONS)



QUARTERLY | SALE VOLUME (TONS)





# MALAYSIA MARKET



6M/2021 >>>

TARGET VOLUME 150,000 TONS  
TARGET GROWTH 7.8 %  
SUCCESS 46.8 %

70,216

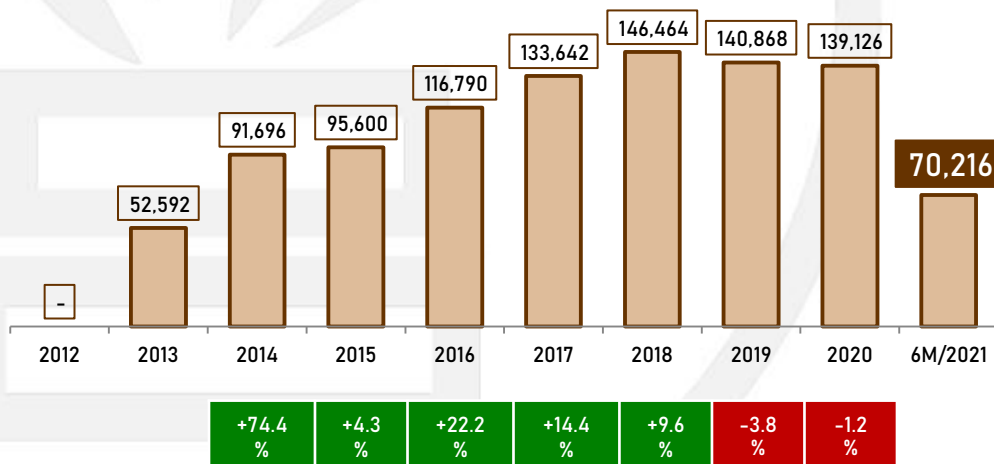
79,784

2021

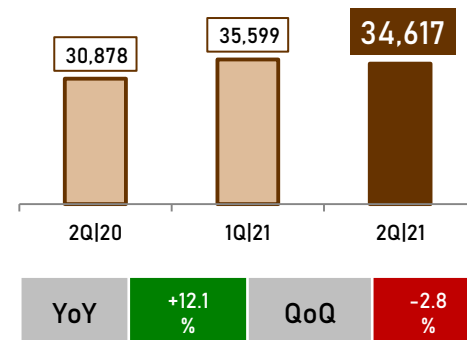
Remaining target

OVERSEA  
LPG  
BUSINESS

ANNUALLY | SALE VOLUME (TONS)



QUARTERLY | SALE VOLUME (TONS)





# TOTAL OVERSEA MARKET



6M/2021 >>>

TARGET VOLUME	2,820,000 TONS
TARGET GROWTH	15.8 %
SUCCESS	44.1 %

1,244,962

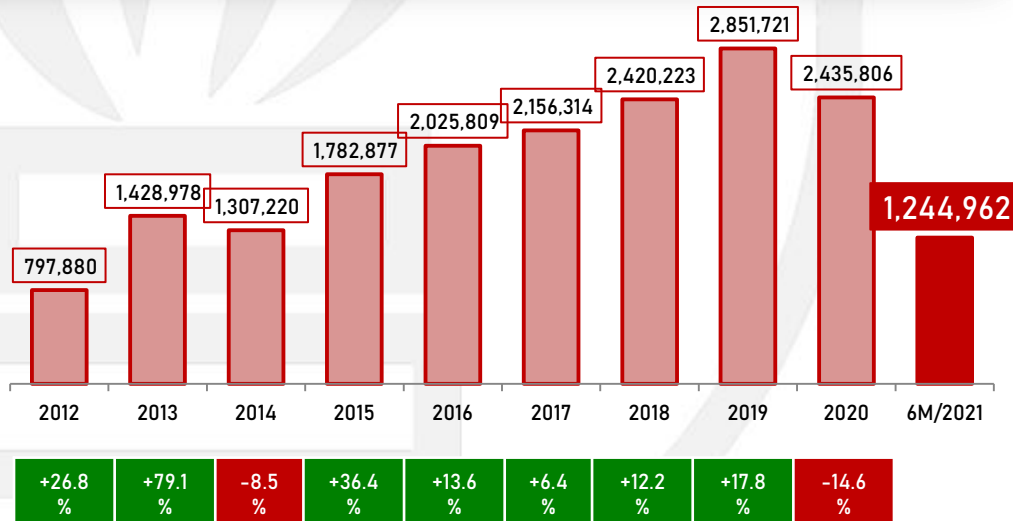
1,575,038

2021

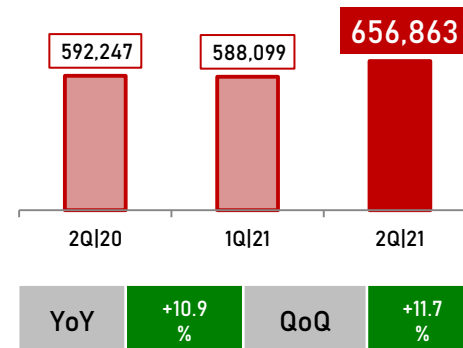
Remaining target

OVERSEA  
LP6  
BUSINESS

ANNUALLY | SALE VOLUME (TONS)



QUARTERLY | SALE VOLUME (TONS)







# AGENDA

BUSINESS  
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POLICY

Q&A





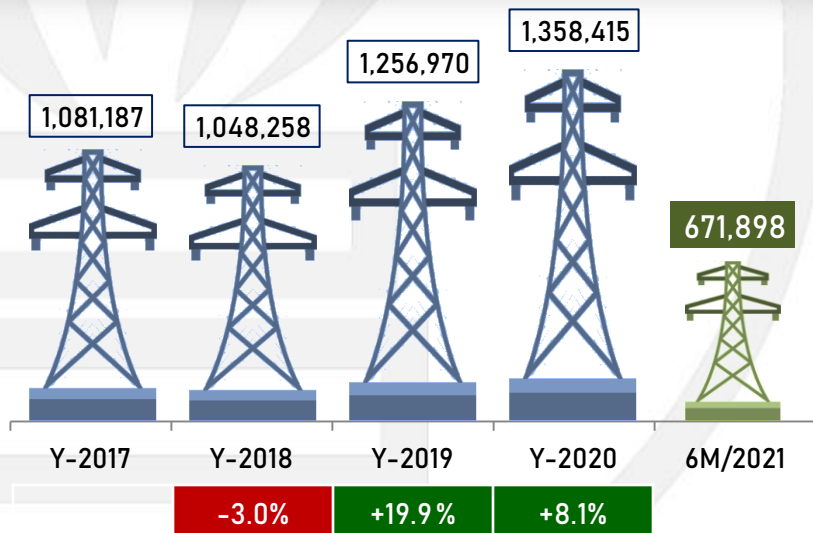
**POWER PLANT**

# 230 MW. COMBINE CYCLE POWERPLANT

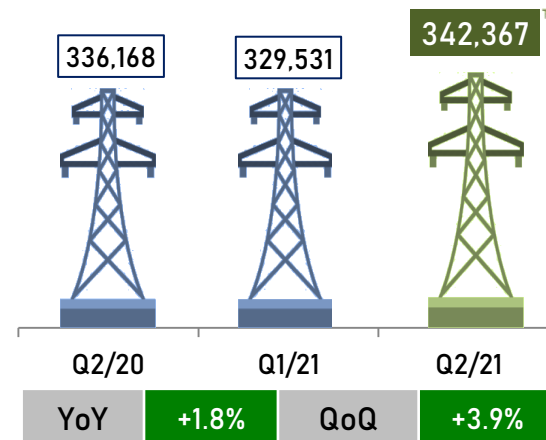


OTHER BUSINESS

ANNUALLY | SALE VOLUME (MW.)



QUARTERLY | SALE VOLUME (MW.)

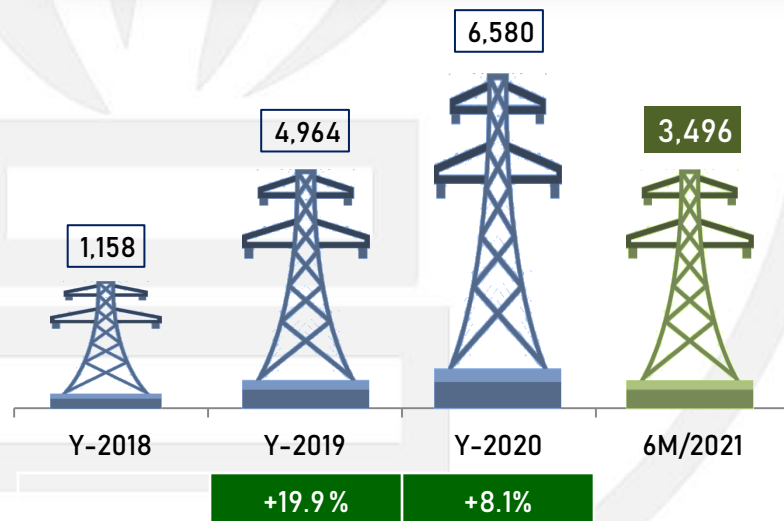


# 10 MW. DIESEL POWERPLANT

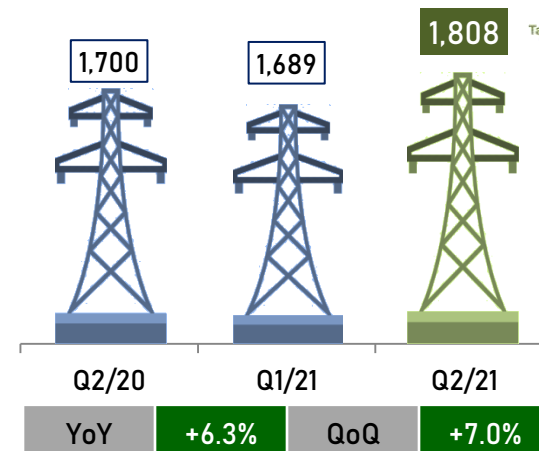


OTHER  
BUSINESS

ANNUALLY | SALE VOLUME (MW.)



QUARTERLY | SALE VOLUME (MW.)







# **LIQUID TANK FARM AND DEEP SEA PORT**

# OIL TANK STORAGE | SI-CHANG TERMINAL



SERVICE FOR OIL TANK STORAGE >>>

by Siam Tank Terminal Co., Ltd.



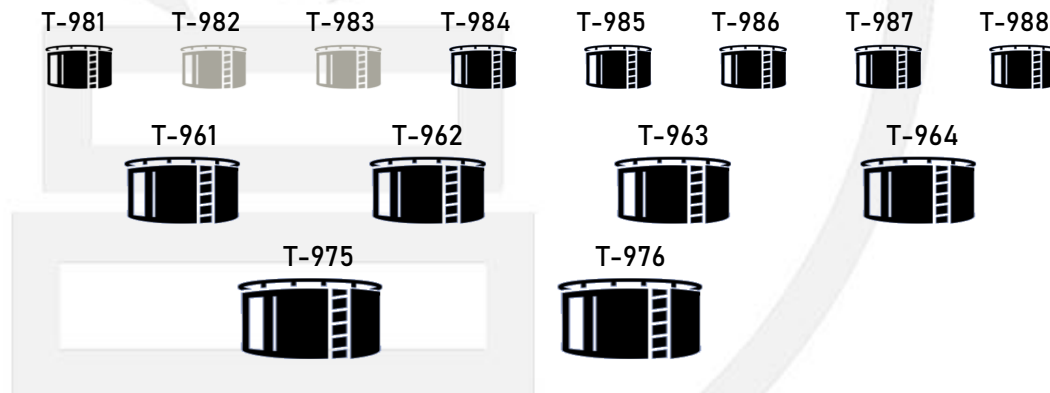
OTHER  
BUSINESS



OCCUPIED



AVAILABLE



UNIT	CAPACITY (MIL.LITRE)	OCCUPIED BY
8	42.32 (5.29/unit)	6
4	187.14 (46.79/unit)	4
2	116.25 (58.13/unit)	2



# OIL TRADING BUSINESS

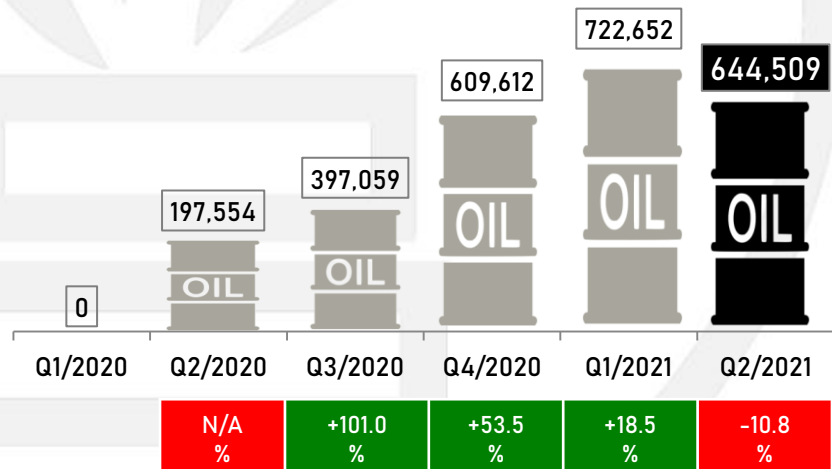
## OIL TRADING BUSINESS >>>

by Siam Gas Trading Pte.Ltd.

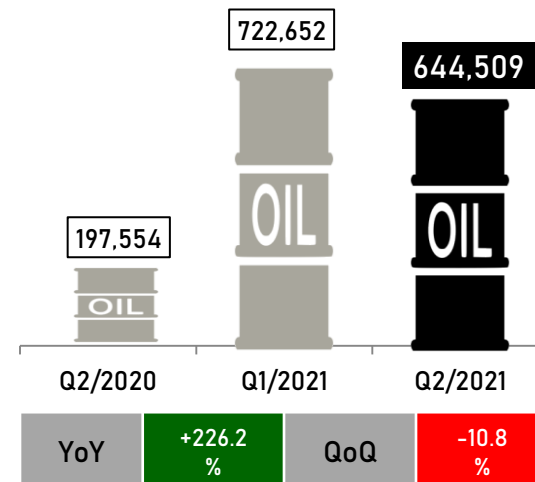


OTHER  
BUSINESS

QUARTERLY | SALE VOLUME (BARRELS)



COMPARE | SALE VOLUME (BARRELS)







# AGENDA

BUSINESS  
OVERVIEW

THAILAND  
LPG  
BUSINESS

OVERSEA  
LPG  
BUSINESS

OTHER  
BUSINESS

**FINANCIAL  
RESULTS**

BUSINESS  
OUTLOOK

DIVIDEND  
POLICY

Q&A



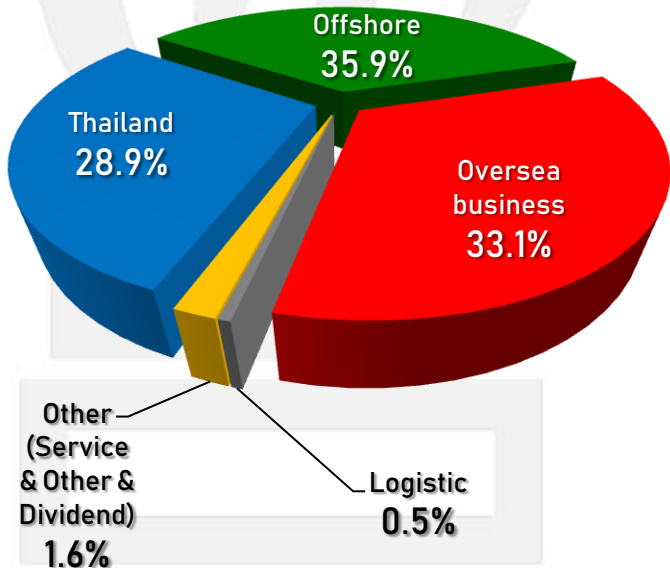
# **FINANCIAL REPORT**

## **2Q/2021**

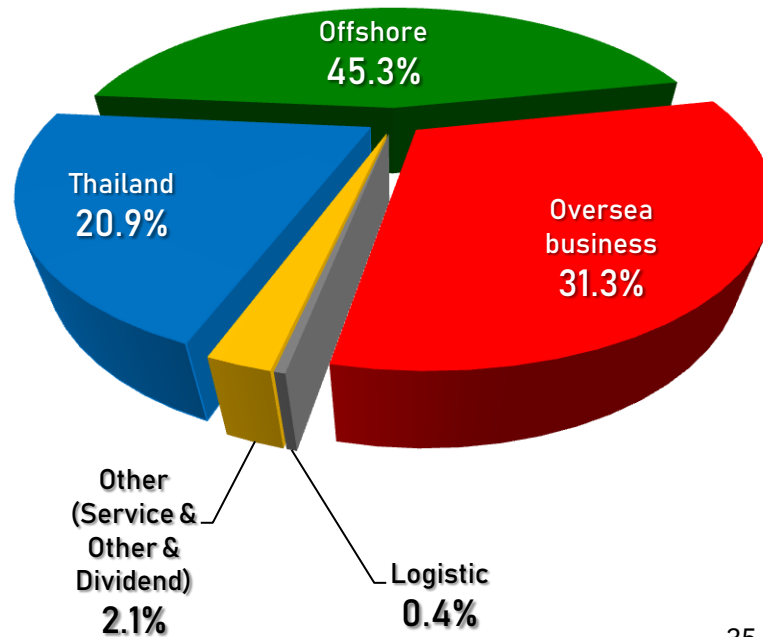
# REVENUE PORTION

FINANCIAL RESULTS

<u>6M/2020</u>	
Thailand	31.0%
Oversea	69.0%



<u>6M/2021</u>	
Thailand	23.4%
Oversea	76.6%



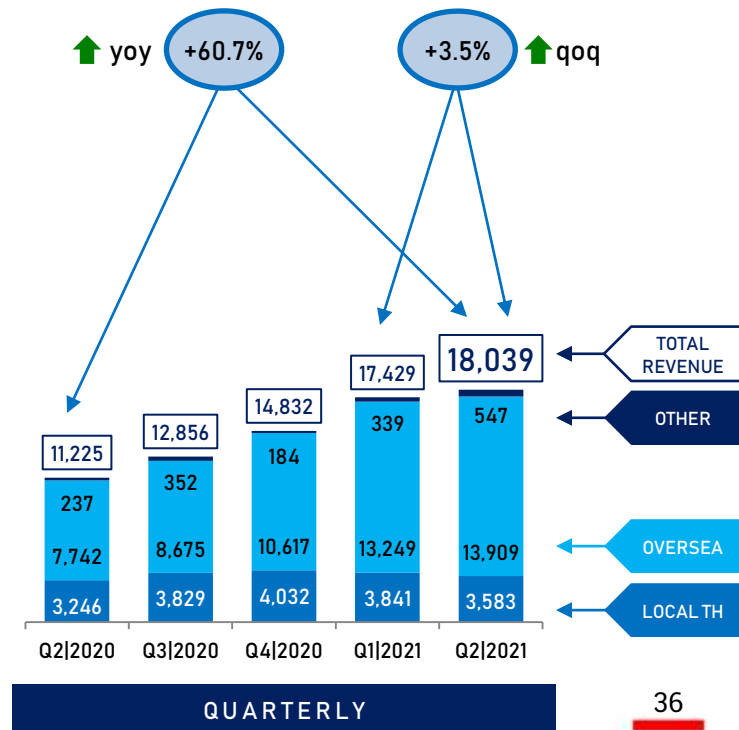
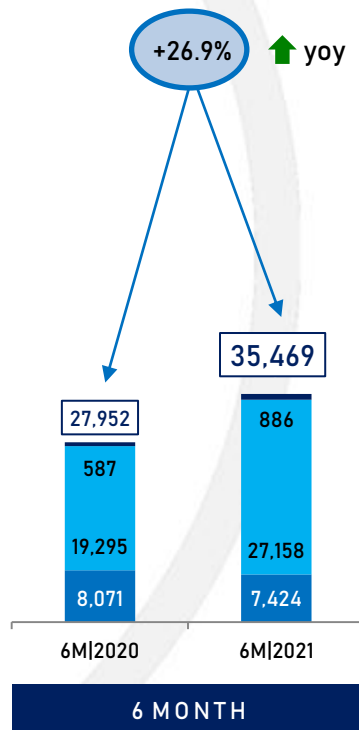
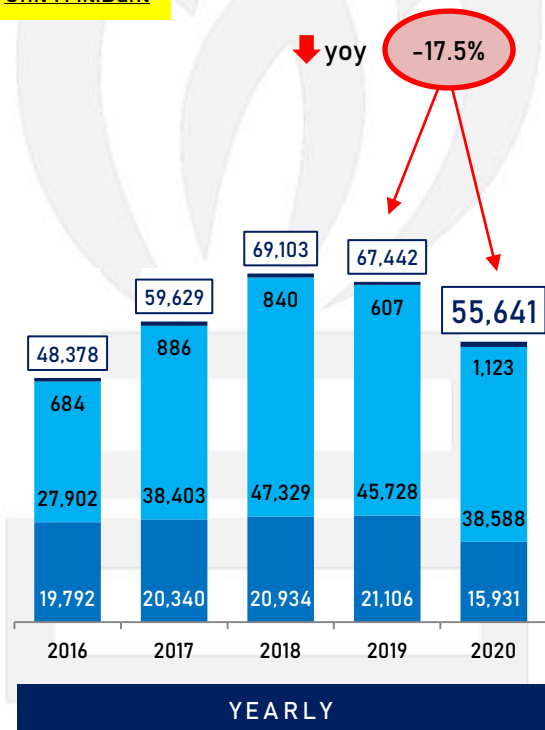


# FULL YEAR AND QUARTERLY REVENUE [BT.M]

6M|2021 Consolidated revenue of **Bt.35,469 m** shows a **26.9%** yoy growth

FINANCIAL  
RESULTS

Unit : Mil.Baht



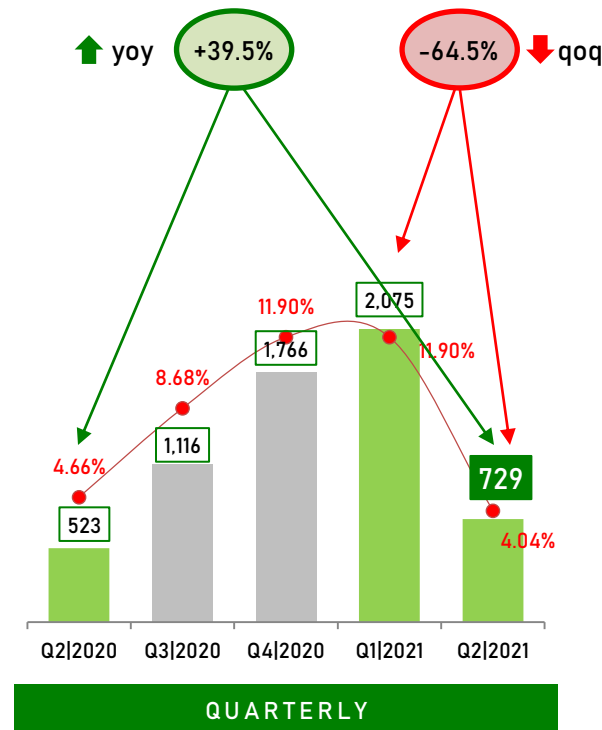
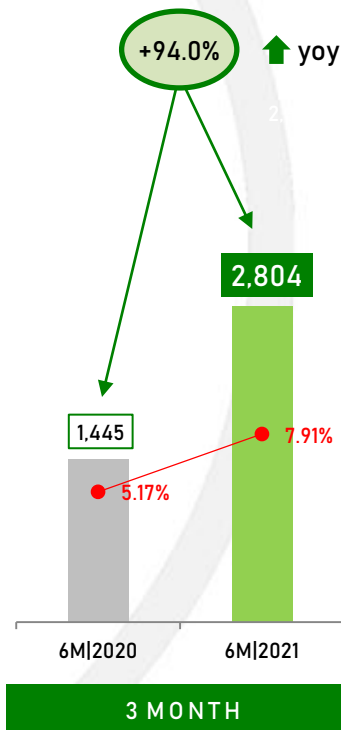
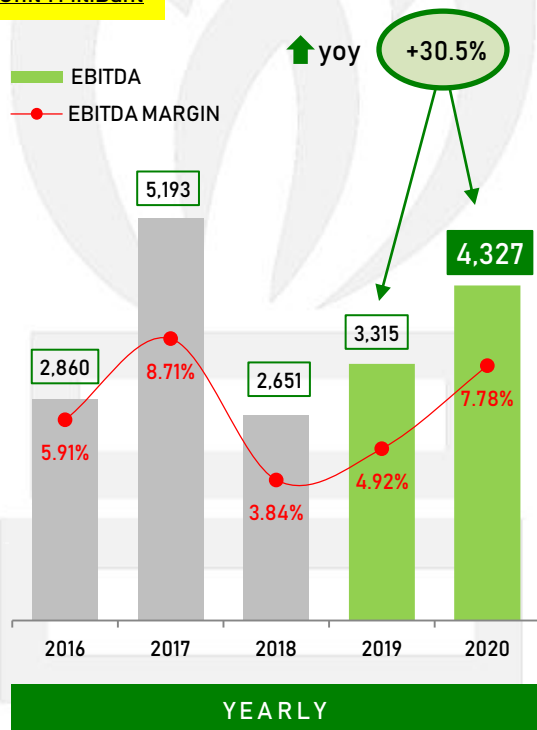


# FULL YEAR AND QUARTERLY EBITDA & EBITDA MARGIN

6M|2021 Consolidated EBITDA of **Bt.2,804 m** shows a **94.0%** yoy growth

FINANCIAL  
RESULTS

Unit : Mil.Baht

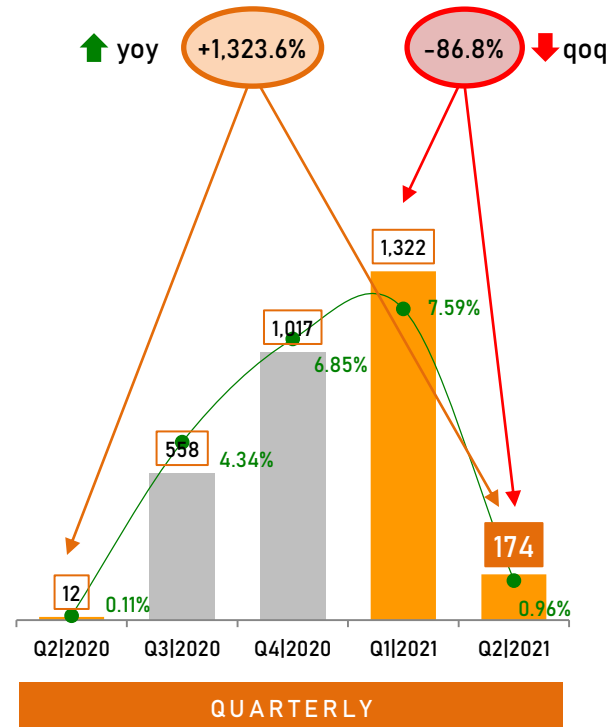
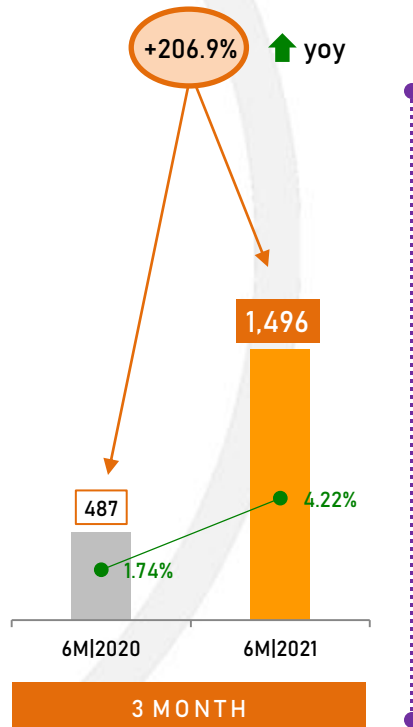
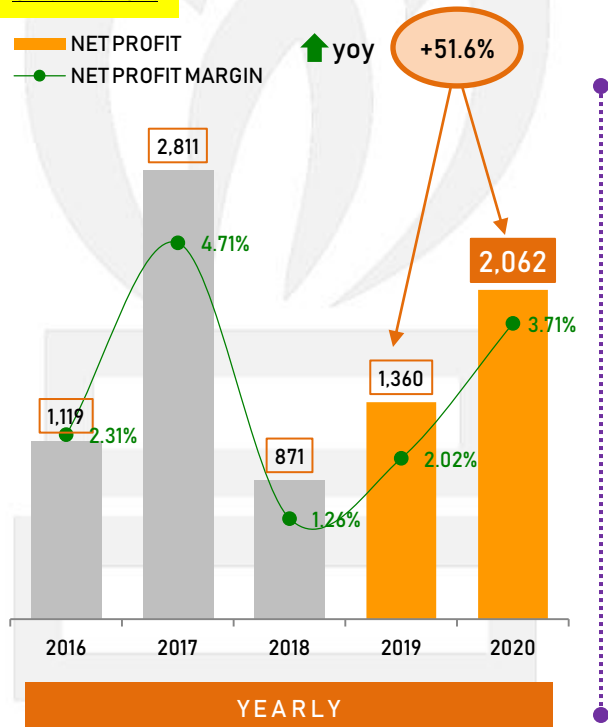


# NET PROFIT & NET PROFIT MARGIN

FINANCIAL  
RESULTS

6M|2021 Consolidated NET PROFIT of **Bt.1,496 m** shows a **206.9%** yoy growth

Unit : Mil.Baht



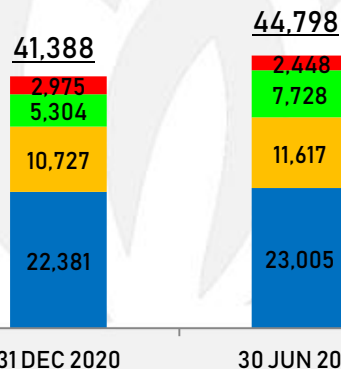


# FINANCIAL POSITION

## FINANCIAL RESULTS

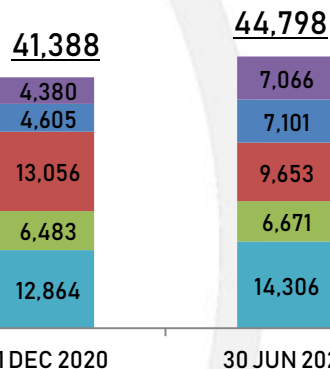
### ASSET (THB Million)

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

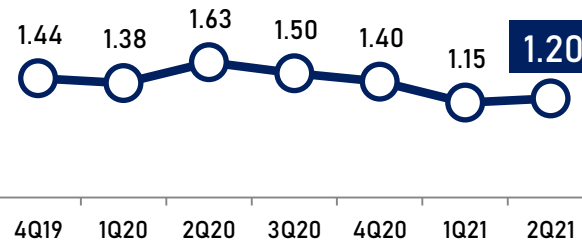


### LIABILITIES & EQUITY (THB Million)

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



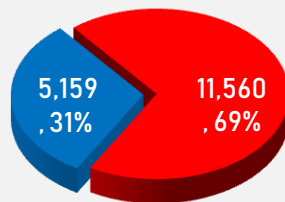
### INTEREST BEARING DEBT (TIMES)



### DEBT PORTION

#### LOAN FROM

FINANCIAL INSTITUTION	5,159
DEBENTURE	11,560
<b>TOTAL (THB Million)</b>	<b>16,719</b>



#### COMPANY RATING

**TRIS RATING**

**BBB+ Stable**

#### BOND RATING

**TRIS RATING**

**BBB+ Stable**

#### BOND with CGIF RATING

**TRIS RATING**  
**CGIF**

**A+ Stable**



# AGENDA

BUSINESS  
OVERVIEW

THAILAND  
LPG  
BUSINESS

OVERSEA  
LPG  
BUSINESS

OTHER  
BUSINESS

FINANCIAL  
RESULTS

**BUSINESS  
OUTLOOK**

DIVIDEND  
POLICY

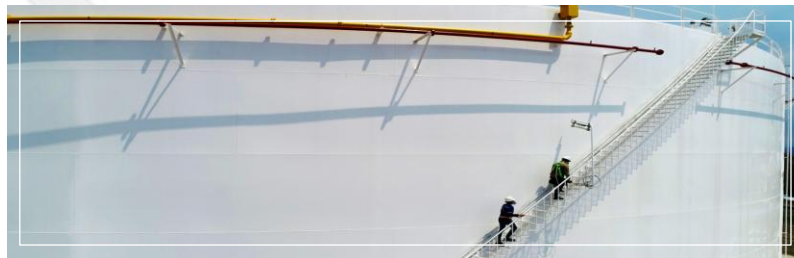
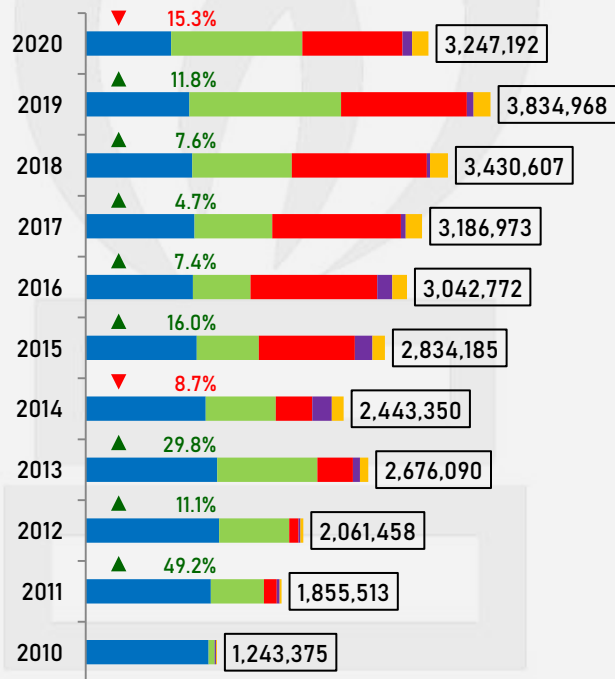
Q&A



# OUTLOOK 2021

## LPG Sales Volume (Tons)

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



BUSINESS  
OUTLOOK

Sales volume (TONs)	2018	2019	2020	Outlook 2021	6M 2021	% Success
SGP - Thailand	1,010,383.14	983,246.31	811,385.58	910,000	384,360.69	42.2%
Offshore Trading	942,945.98	1,434,872.89	1,241,419.64	1,400,000	693,995.31	49.6%
China	1,277,786.33	1,190,464.07	947,145.39	1,150,000	442,756.63	38.5%
Vietnam	31,631.45	64,632.24	92,080.65	100,000	29,732.28	29.7%
Singapore	21,396.14	20,883.52	16,034.29	20,000	8,262.24	41.3%
Malaysia	146,463.57	140,868.49	139,126.11	150,000	70,215.86	46.8%
GRAND TOTAL	3,430,606.62	3,834,967.52	3,247,191.66	3,730,000	1,629,323.02	43.7%
OVERSEA BUSINESS	2,420,223.47	2,851,721.20	2,435,806.08	2,820,000	1,244,962.32	44.1%
Domestic portion	29.5%	25.6%	25.0%	24.4%	23.6%	
Oversea portion	70.5%	74.4%	75.0%	75.6%	76.4%	
Growth (%)	0.0%	11.8%	-15.3%	14.9%		



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Q&A



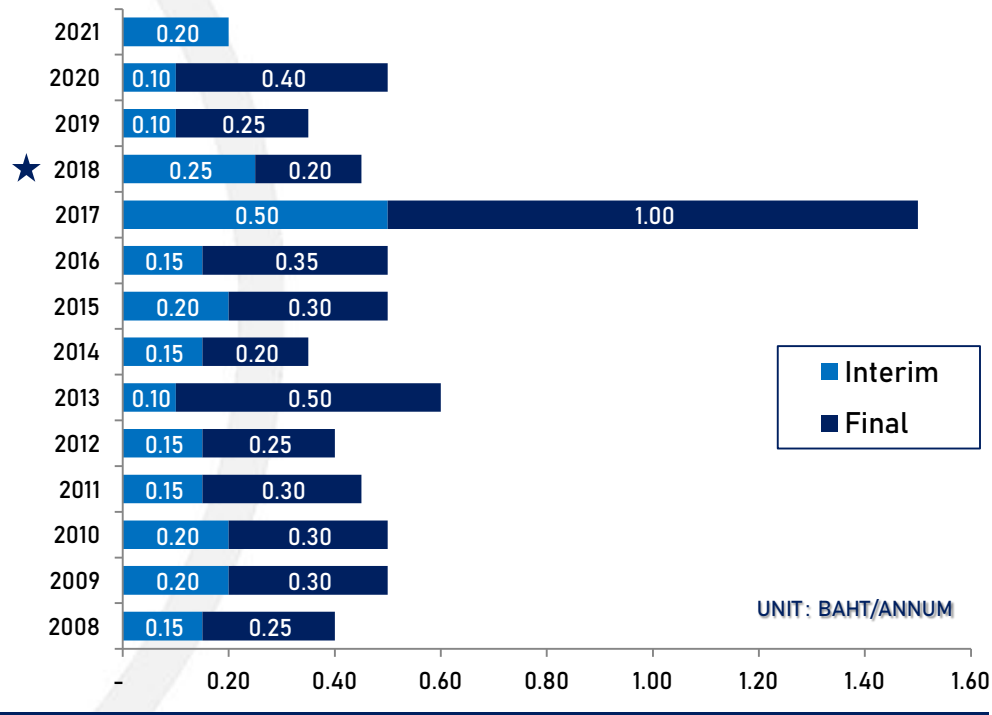
# DIVIDEND PAYMENT

## 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

DIVIDEND  
POLICY



★ SGP split par from Baht 1.00 to Baht 0.50 in May 2018



# AGENDA

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**Q&A**





**QUESTIONS ARE WELCOMED !**