



- 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

# 4Q/2021 Performance

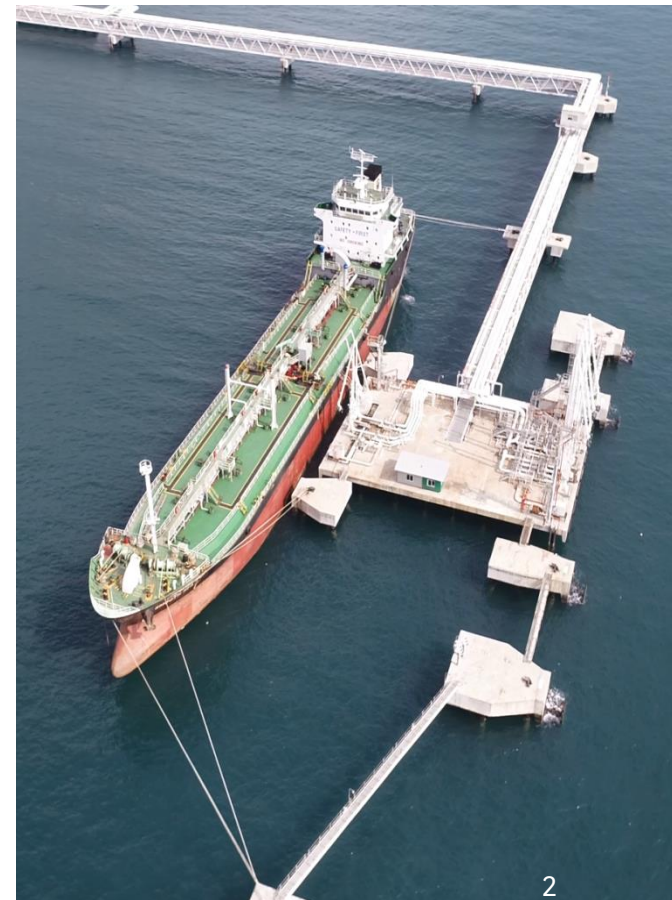
Presentation for investor & analyst





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# AGENDA

**BUSINESS  
OVERVIEW**

THAILAND  
LPG  
BUSINESS

OVERSEA  
LPG  
BUSINESS

OTHER  
BUSINESS

FINANCIAL  
RESULTS

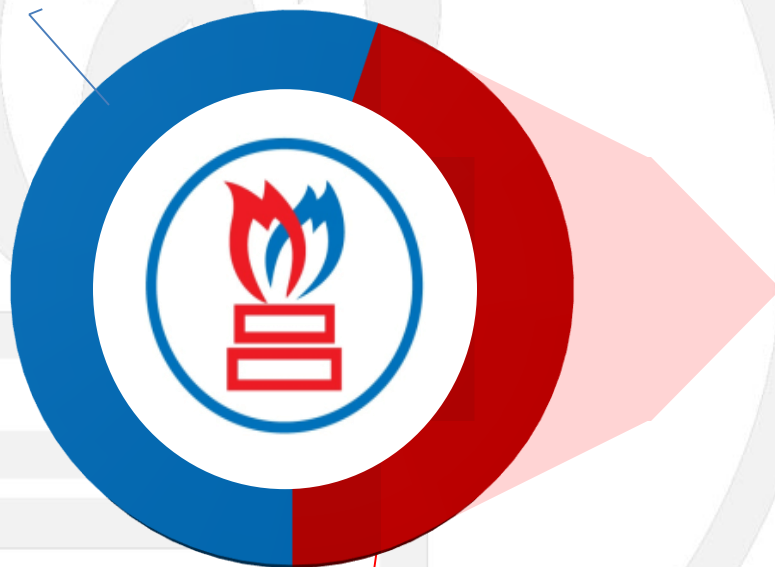
BUSINESS  
OUTLOOK

DIVIDEND  
POLICY

Q&A

# SHAREHOLDING STRUCTURE

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



**45.0%** PUBLIC

Foreign

**29.7%**

Domestic Fund

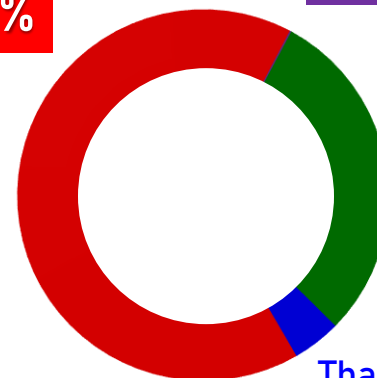
**0.1%**

Retail

**13.3%**

Thai NVDR






















**1.9%**





# MILESTONES

## BUSINESS OVERVIEW

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

BUSINESS  
OVERVIEW



## > THAILAND

- ✓ LPG market in Q4/2021 is steady compare to the same period last year due to Covid 19 situation.
- ✓ The Company's sale in industrial sector increases strongly due to higher demand from auto part manufacture and poultry farm.
- ✓ LPG price cap extended until March 31, 2022.

## > OVERSEAS

- ✓ CP price increases USD 107.5 in Q4/2021.
- ✓ Sales volume from LPG trading overseas is higher than the target due to higher sale volume in East Asia market.
- ✓ Sales volume from oversea subsidiaries are lower than the target due to effect from new Covid 19 variant.
- ✓ Oil trading benefits from higher oil price.
- ✓ Power Plant in Myanmar is operating without any interruption.

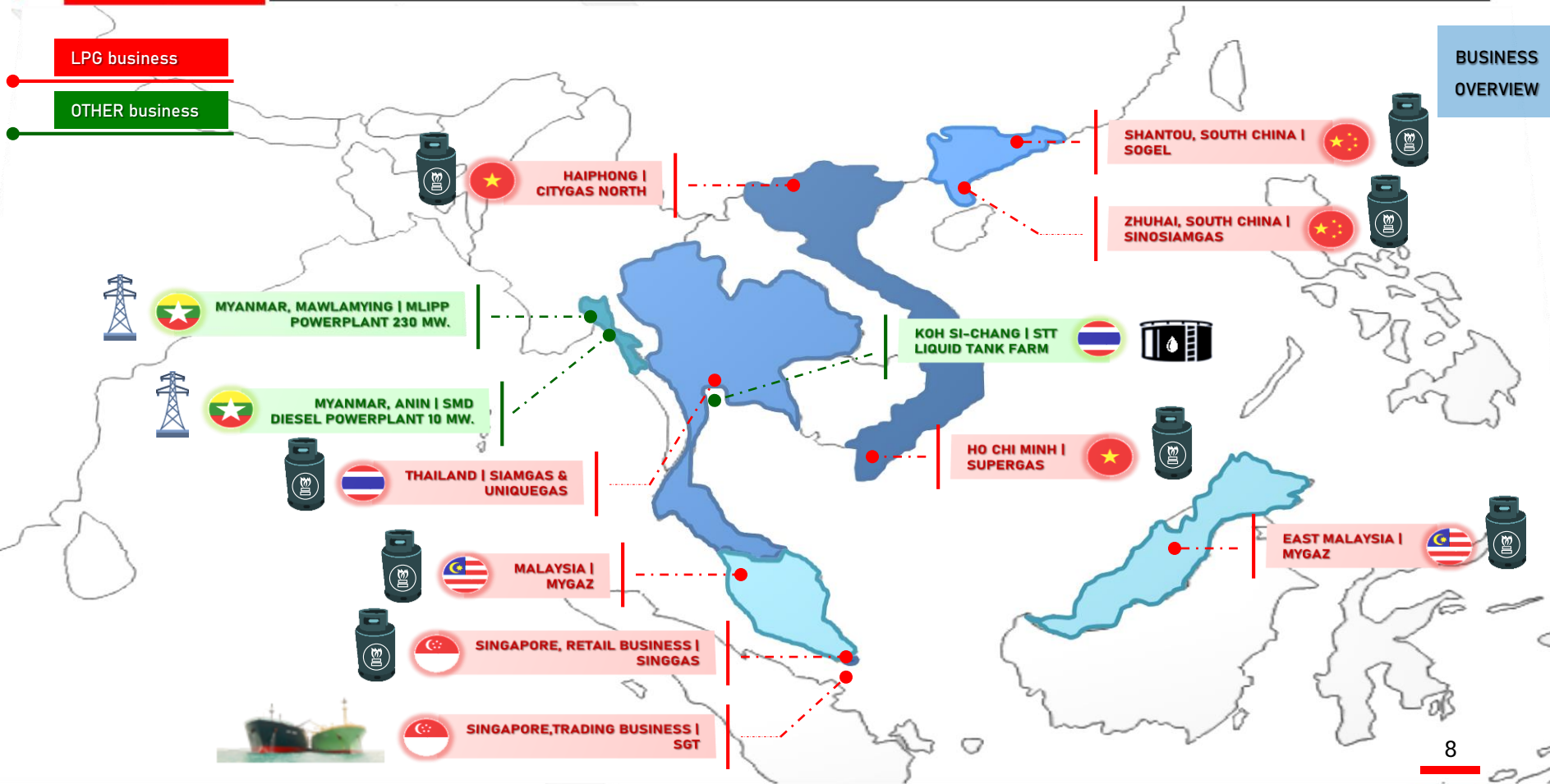


# SGP's PRESENCE

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

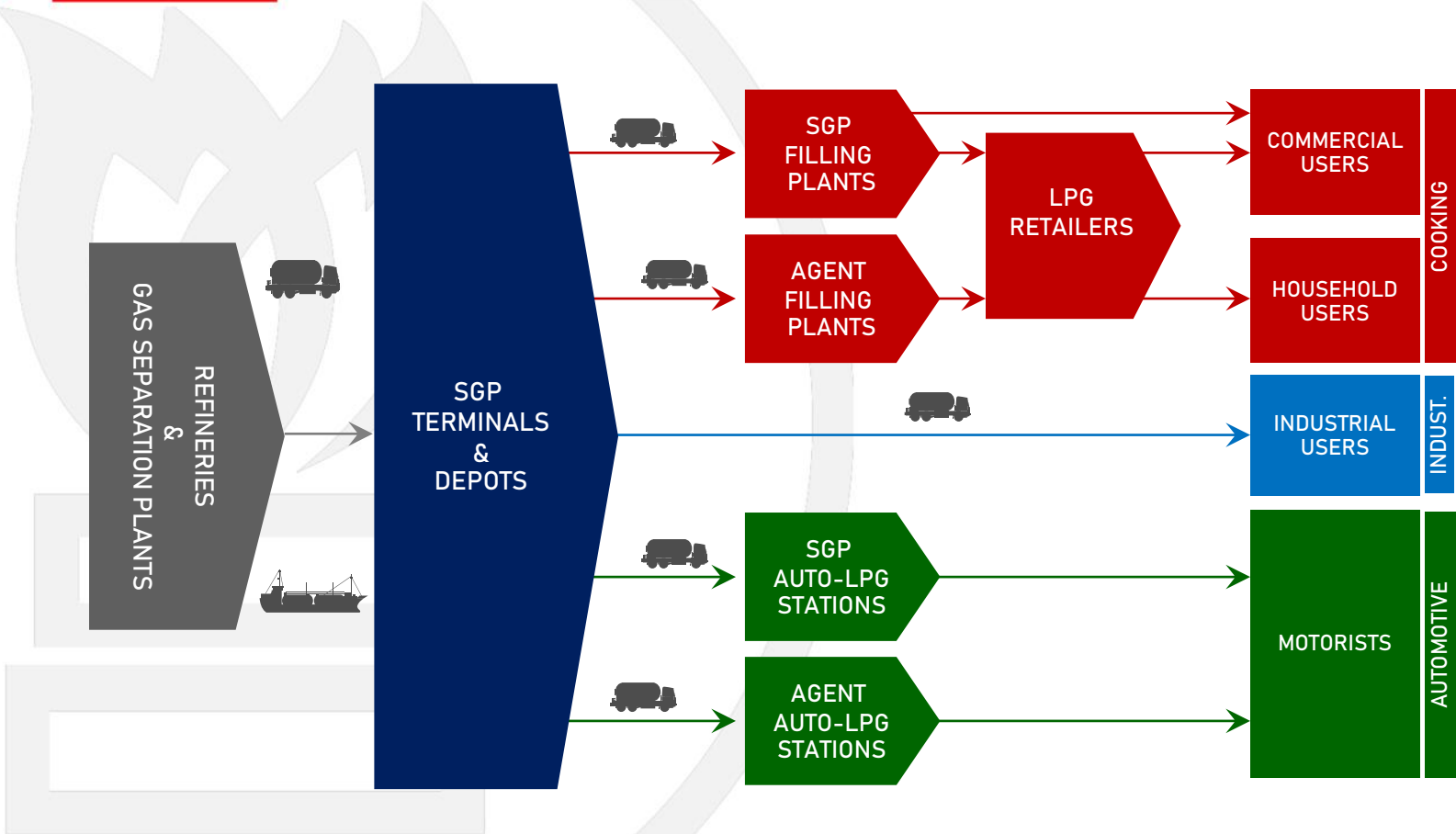
# สยามแก๊ส คู่ครัวไทย



# LPG DOMESTIC

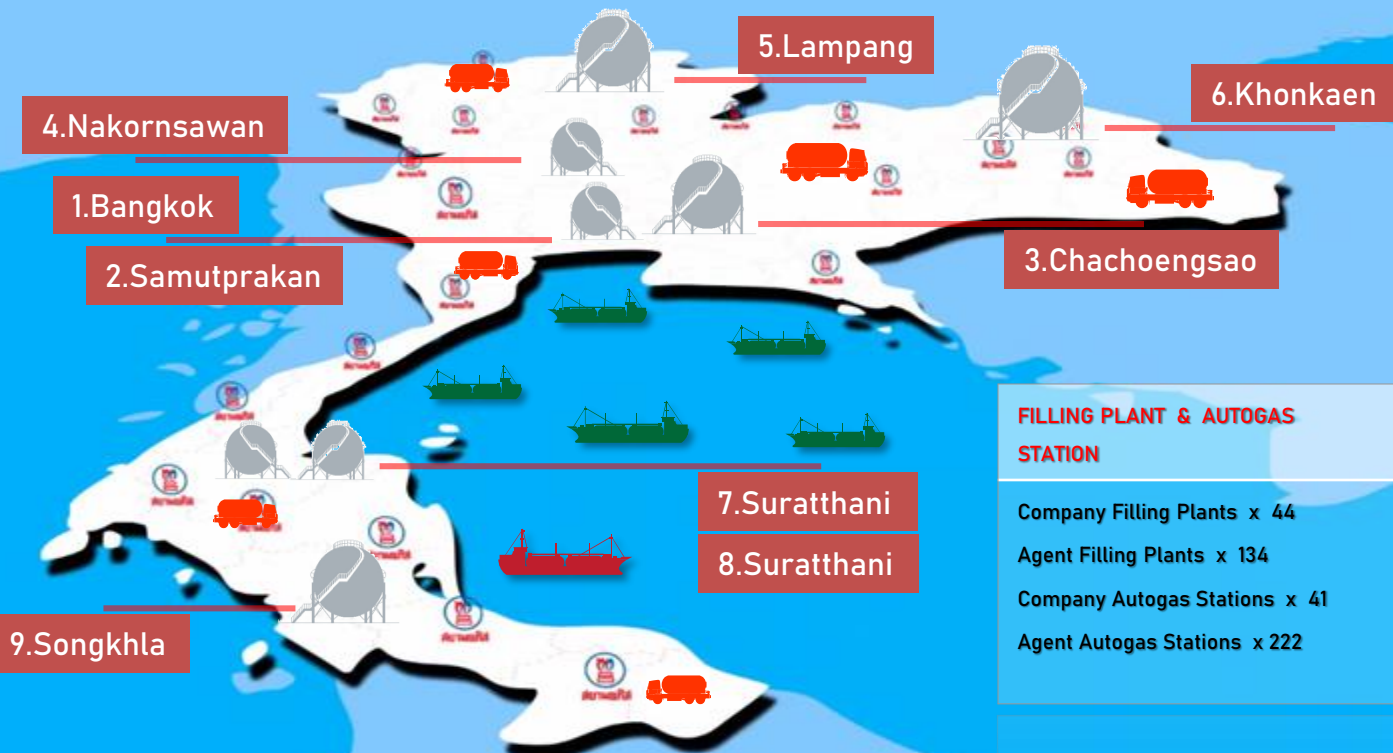
# THAILAND BUSINESS MODEL

THAILAND  
LPG  
BUSINESS



# SGP's NETWORK IN THAILAND

THAILAND  
LPG  
BUSINESS



## FILLING PLANT & AUTOGAS STATION

Company Filling Plants x 44

Agent Filling Plants x 134

Company Autogas Stations x 41

Agent Autogas Stations x 222



9  
terminals



371  
road tankers



27  
vessels



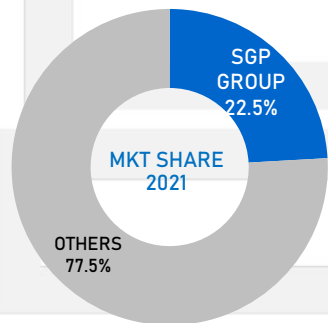
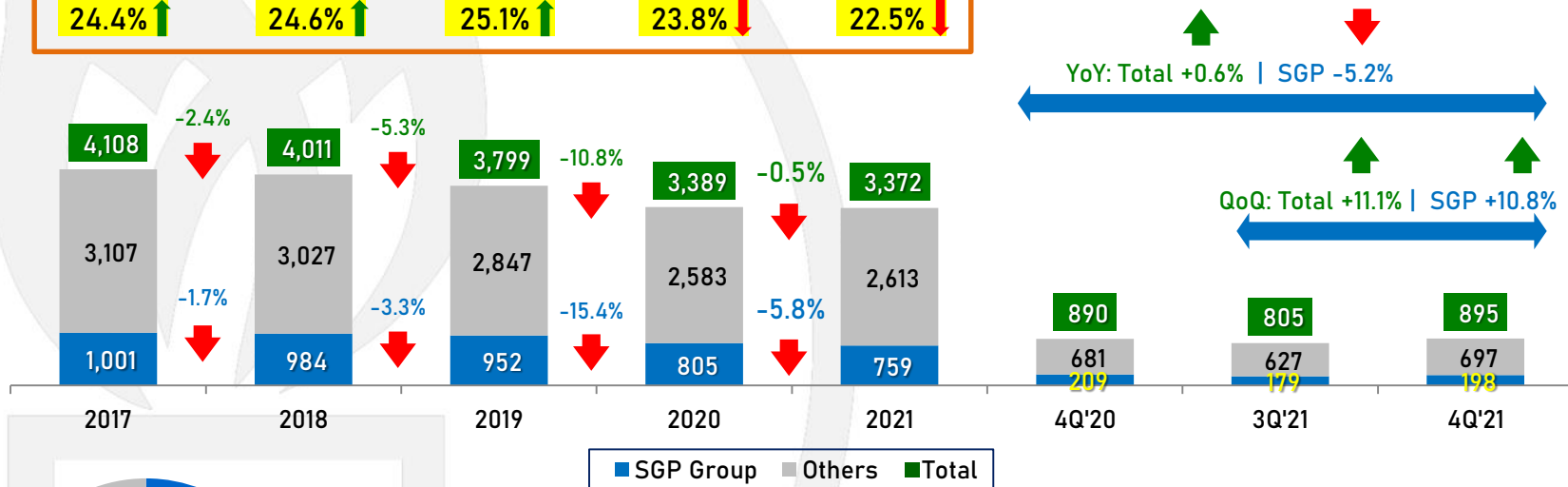
# THAILAND LPG MARKET | ALL SECTORS

THAILAND  
LPG  
BUSINESS

SGP's market share in Thailand

24.4% ↑ 24.6% ↑ 25.1% ↑ 23.8% ↓ 22.5% ↓

LPG Sales Volume ('000 tons)



2

## MARKET SHARE

1.	PTT	42.7 %
2.	SGP	22.5 %
3.	WP	17.6 %
4.	ATLAS OIL	4.9 %
5.	OTHER (11)	12.3 %

- 2021 LPG market size 3.37 million TON

Cooking	2.05 million TON (61.3%)
Automotive	0.64 million TON (18.9%)
Industrial	0.68 million TON (19.8%)

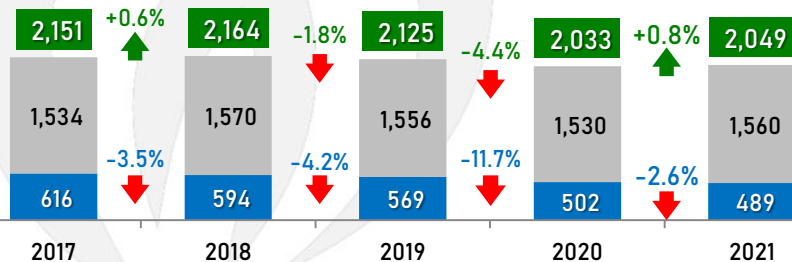
- Average growth ('17-'21) -4.1%

# COOKING MARKET

SGP's market share in Thailand

28.6% ↑ 27.5% ↓ 26.8% ↓ 24.7% ↓ 23.9% ↓

LPG Sales Volume ('000 tons)



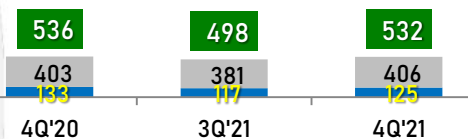
SGP Group Others Total Cooking

## MARKET SHARE

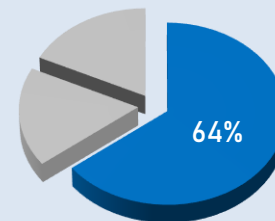
1.	PTT	48.0 %
2.	SGP	23.9 %
3.	WP	20.4 %
4.	ATLAS OIL	2.0 %
5.	OTHER (8)	5.7 %

YoY: Total -0.8% | SGP -5.5%

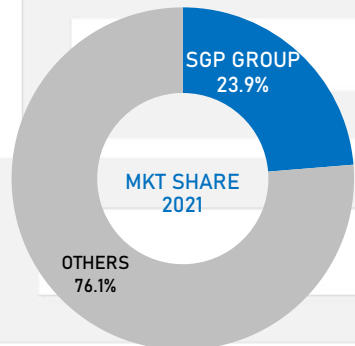
QoQ: Total +6.8% | SGP +7.1%



## COOKING PORTION



THAILAND  
LPG  
BUSINESS



2



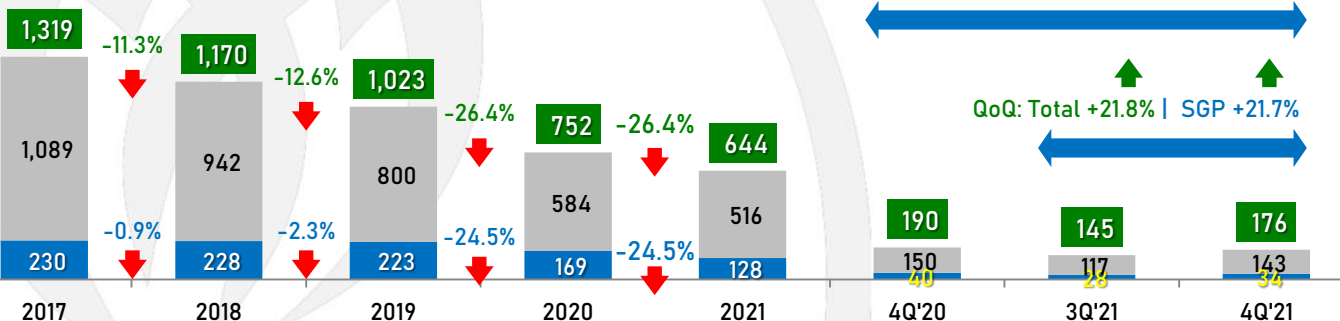


# AUTOMOTIVE MARKET

SGP's market share in Thailand

17.5% ↑ 19.5% ↓ 21.8% ↓ 22.4% ↓ 19.8% ↓

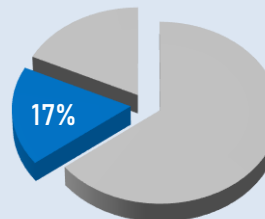
LP Gas Sales Volume ('000 tons)



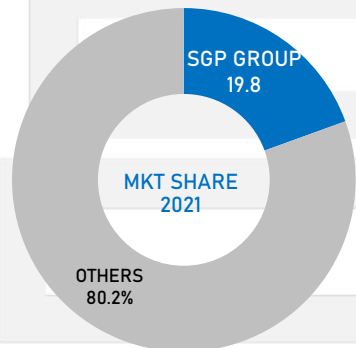
YoY: Total -7.0% | SGP -16.4%

QoQ: Total +21.8% | SGP +21.7%

AUTOMOTIVE PORTION



SGP Group Others Total Automotive



MARKET SHARE

1.	SGP	19.8 %
2.	ATLAS OIL	18.0 %
3.	PTT	15.5 %
4.	WP	14.8 %
5.	OTHER (9)	31.9 %



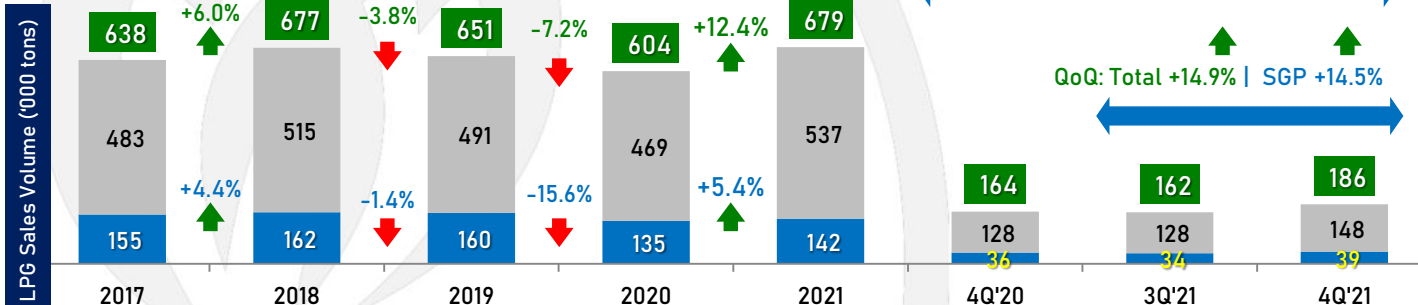
THAILAND  
LPG  
BUSINESS



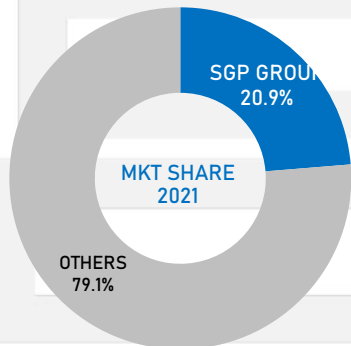
# INDUSTRY MARKET

SGP's market share in Thailand

24.3% ↑ 23.9% ↓ 24.5% ↑ 22.3% ↓ 20.9% ↓



SGP Group Others Total Industrial



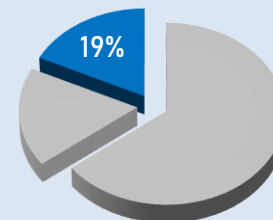
2

MARKET SHARE

1.	PTT	52.4 %
2.	SGP	20.9 %
3.	WP	12.1 %
4.	ATLAS OIL	1.0 %
5.	OTHER (11)	13.6 %

THAILAND  
LPG  
BUSINESS

INDUSTRY PORTION





# AGENDA

BUSINESS  
OVERVIEW

THAILAND  
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BUSINESS

**OVERSEA  
LPG  
BUSINESS**

OTHER  
BUSINESS

FINANCIAL  
RESULTS

BUSINESS  
OUTLOOK

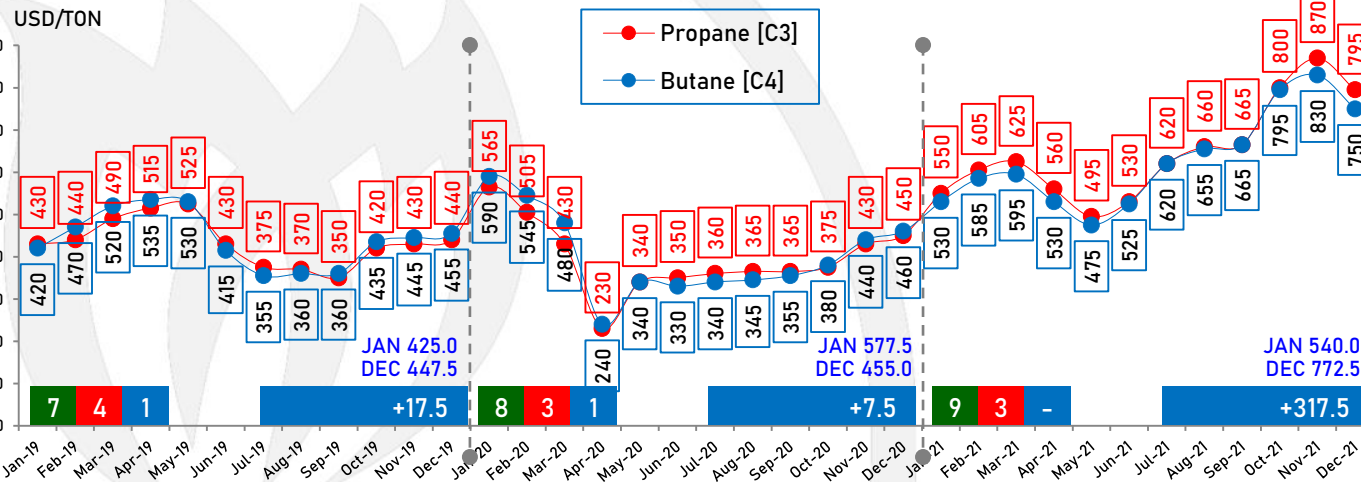
DIVIDEND  
POLICY

Q&A



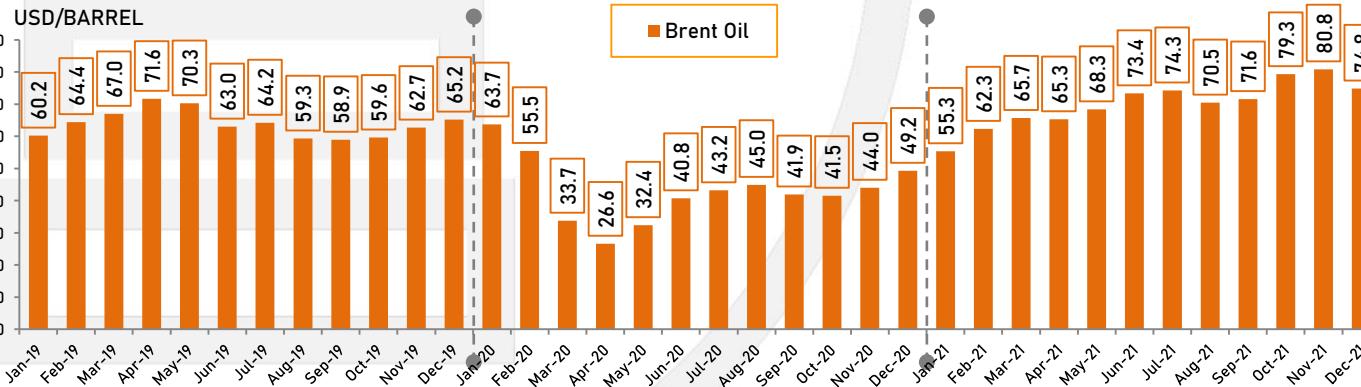
# LPG OVERSEA

# 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
Q4	+95.0	+107.5

OVERSEA  
LPG  
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	-1.8
Q4	+7.4	+3.2



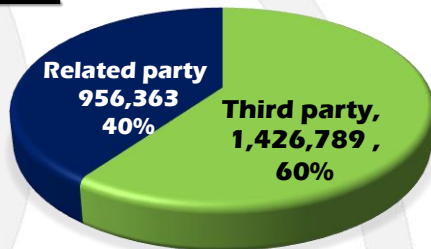


# TRADING BUSINESS



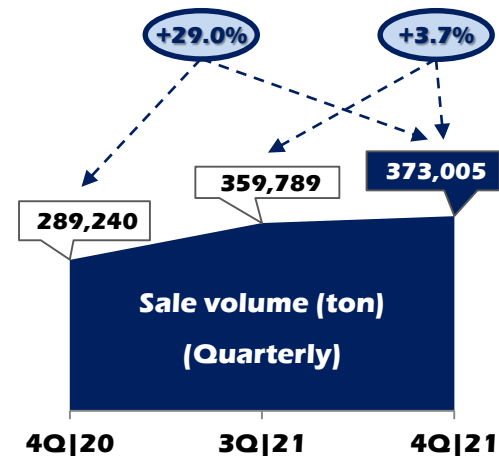
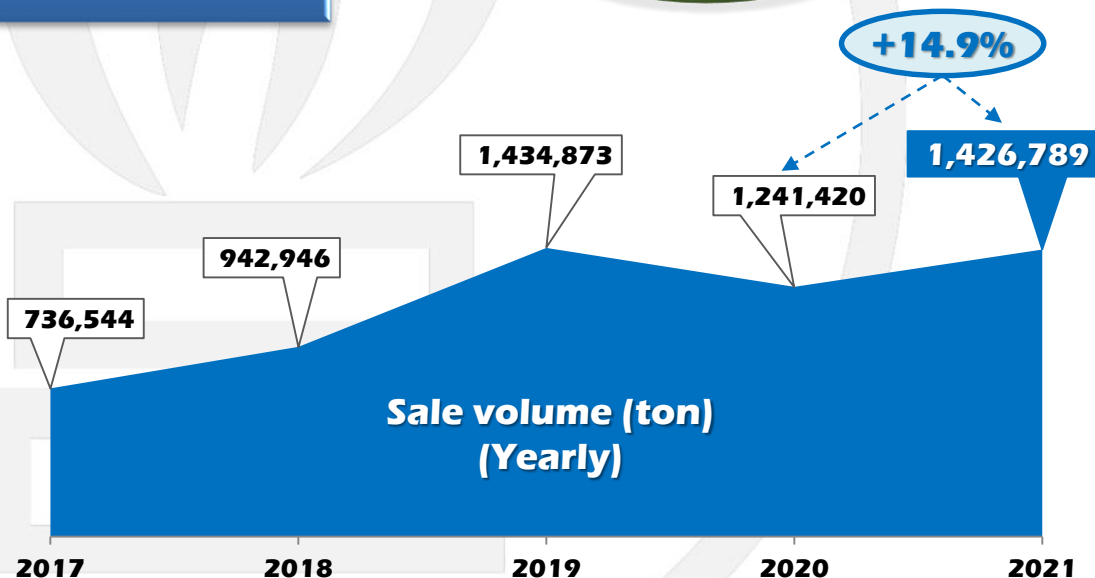
**WHOLESALE**

**2021**



TARGET VOLUME	1,400,000	TONS
TARGET GROWTH	12.8	%
SUCCESS	101.9	%
1,426,789		
■ 2021 ■ Success		

OVERSEA  
LPG  
BUSINESS





# RETAIL BUSINESS



**CHINA**

**80.5%**



**MALAYSIA**

**12.7%**



**VIETNAM**

**5.3%**



**SINGAPORE**

**1.5%**

TARGET VOLUME	1,420,000	TONS
TARGET GROWTH	18.9	%
SUCCESS	77.5	%

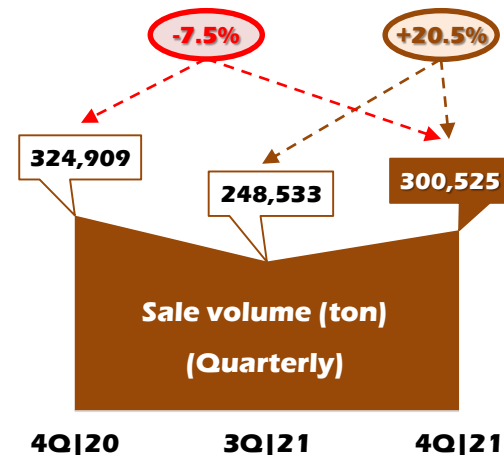
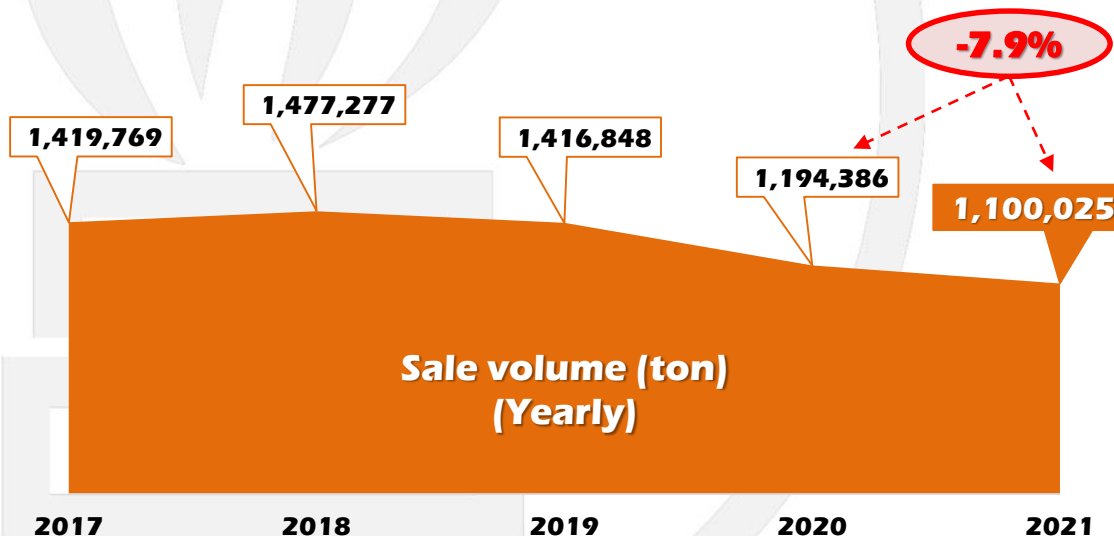
**1,100,025**

**319,975**

■ 2021

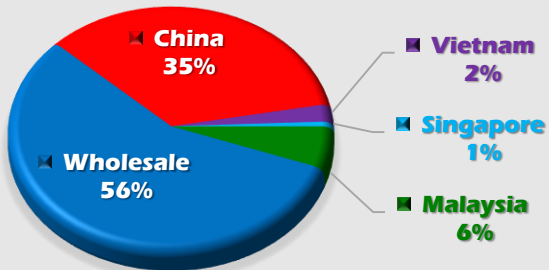
■ Remaining target

OVERSEA  
LPG  
BUSINESS



# TOTAL SALE OVERSEA

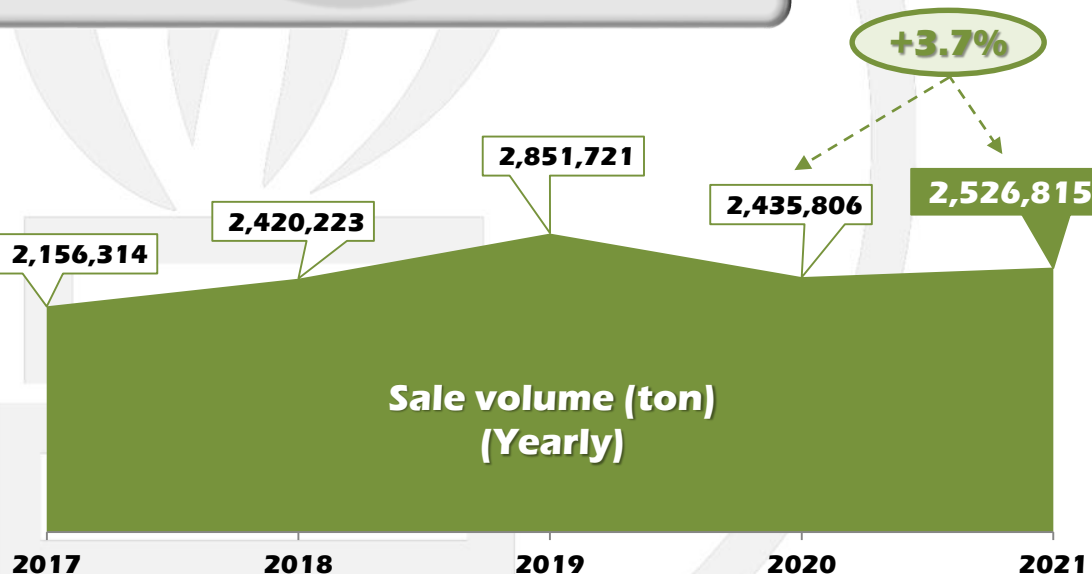
Portion  
sale



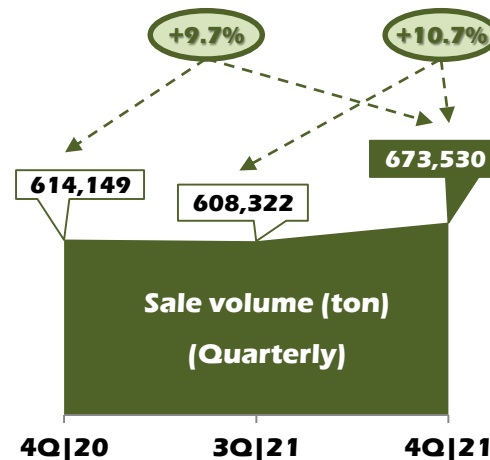
TARGET VOLUME	2,820,000	TONS
TARGET GROWTH	15.8	%
SUCCESS	89.6	%
2,526,815		293,185
2021		Remaining target

OVERSEA  
LPG  
BUSINESS

Sale volume (ton)  
(Yearly)



Sale volume (ton)  
(Quarterly)





# AGENDA

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**OTHER  
BUSINESS**

FINANCIAL  
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POLICY

Q&A

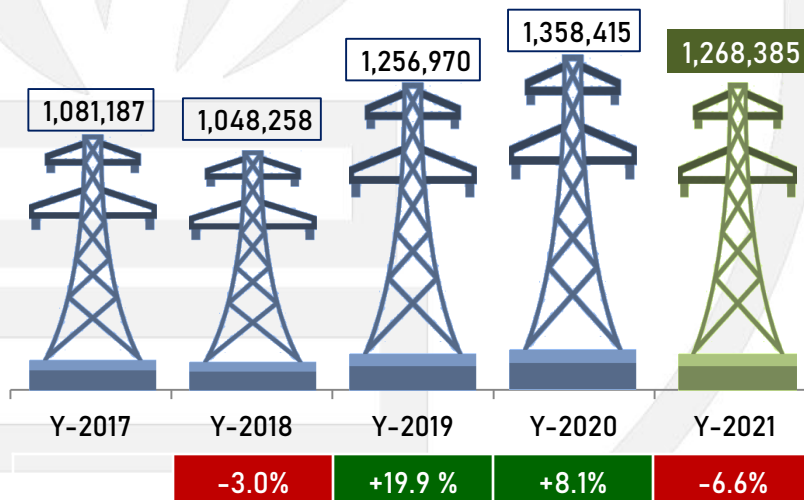


**POWER PLANT**

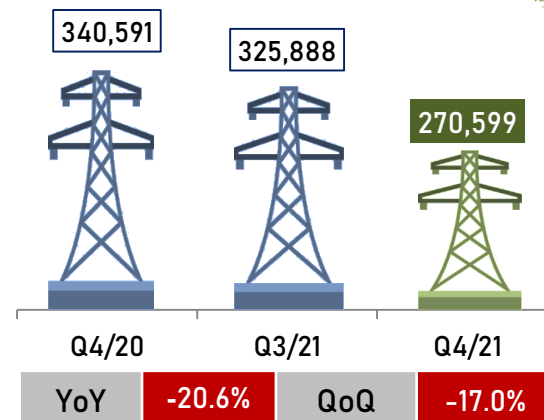
# 230 MW. COMBINE CYCLE POWERPLANT



ANNUALLY | SALE VOLUME (MW.)



QUARTERLY | SALE VOLUME (MW.)



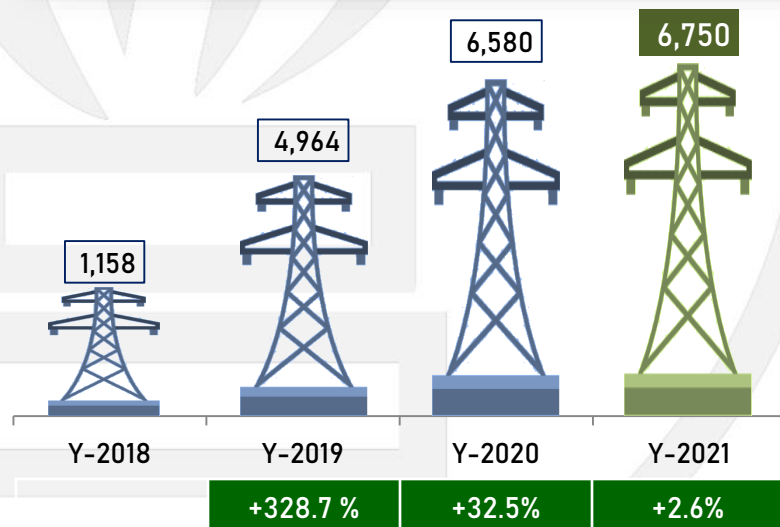


# 10 MW. DIESEL POWERPLANT

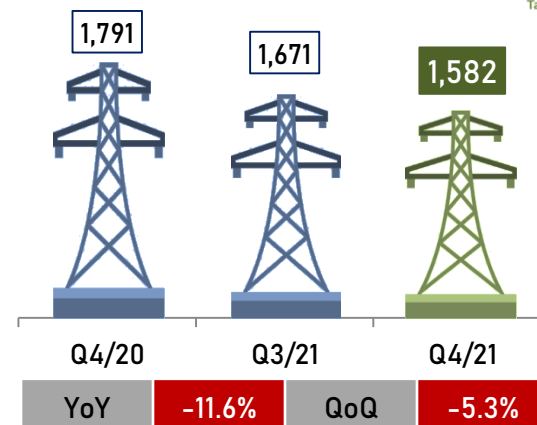


OTHER  
BUSINESS

ANNUALLY | SALE VOLUME (MW.)



QUARTERLY | SALE VOLUME (MW.)





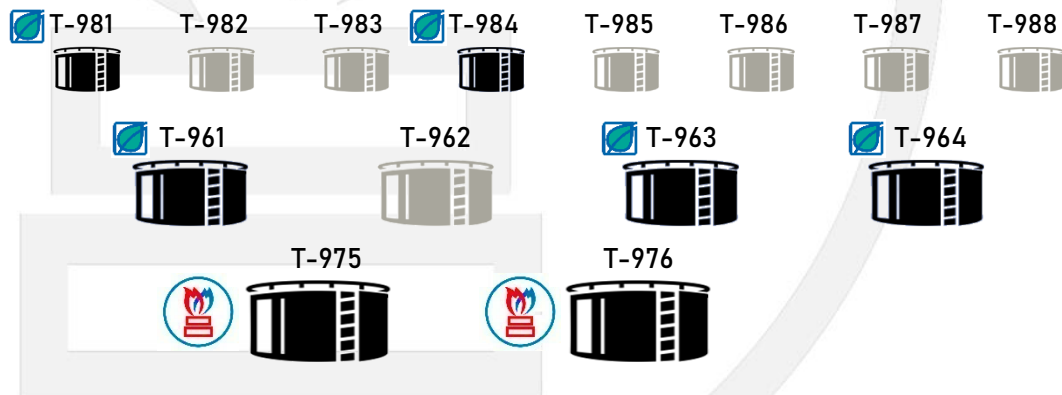


# **LIQUID TANK FARM AND DEEP SEA PORT**

# OIL TANK STORAGE | SI-CHANG TERMINAL



OTHER  
BUSINESS



UNIT	CAPACITY (MIL.LITRE)	OCCUPIED BY
8	42.32 (5.29/unit)	2
4	187.14 (46.79/unit)	3
2	116.25 (58.13/unit)	2



# OIL TRADING BUSINESS

## OIL TRADING BUSINESS >>>

by Siam Gas Trading Pte.Ltd.



OTHER  
BUSINESS

ANNUALY | SALE VOLUME (BARRELS)

1,204,225



Y-2020

1,969,494



2021

+63.5 %

COMPARE | SALE VOLUME (BARRELS)

609,612



Q4/2020

YoY

-74.3%

445,880



Q3/2021

QoQ

156,453



Q4/2021

-64.9%



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LPG  
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BUSINESS

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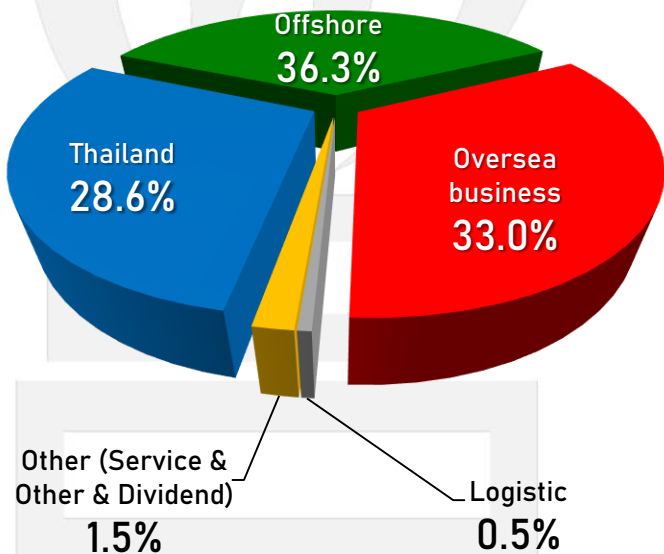
# **FINANCIAL REPORT**

## **4Q/2021**

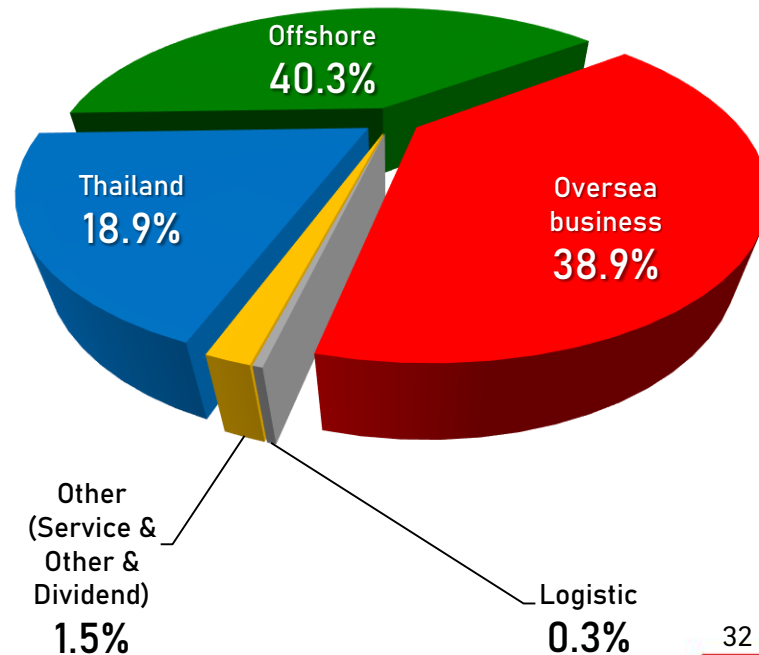


# REVENUE PORTION

<u>2020</u>	
Thailand	30.6%
Oversea	69.4%



<u>2021</u>	
Thailand	20.8%
Oversea	79.2%



FINANCIAL RESULTS



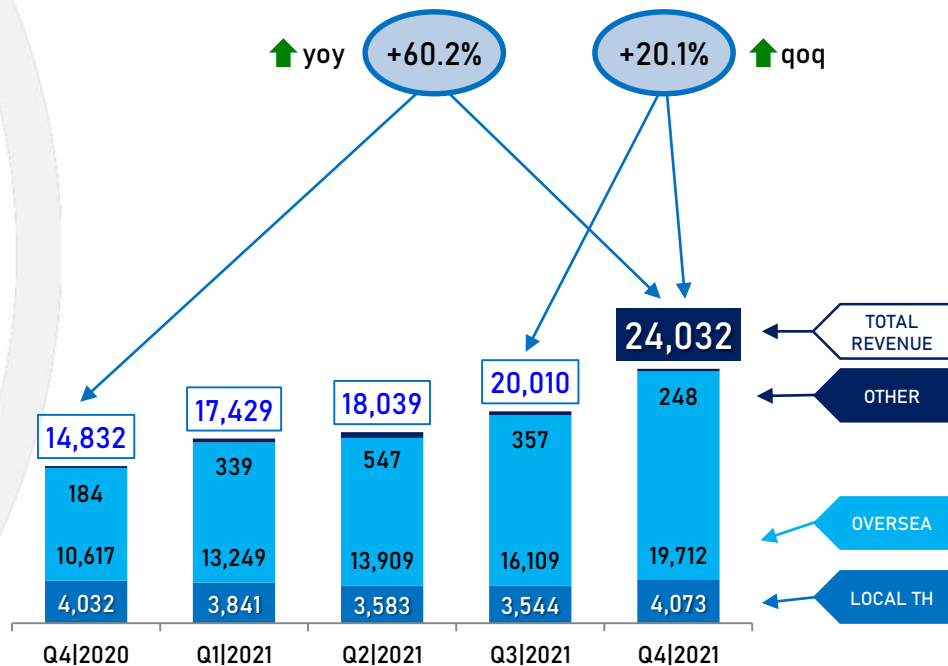
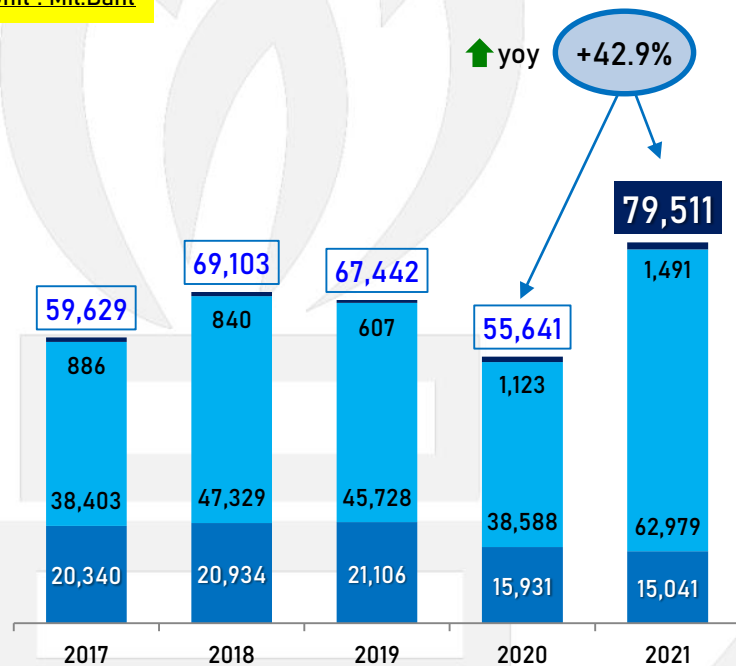


# FULL YEAR AND QUARTERLY REVENUE [BT.M]

2021 Consolidated revenue of **Bt.79,511 m** shows a **42.9%** yoy growth

FINANCIAL  
RESULTS

Unit : Mil.Baht



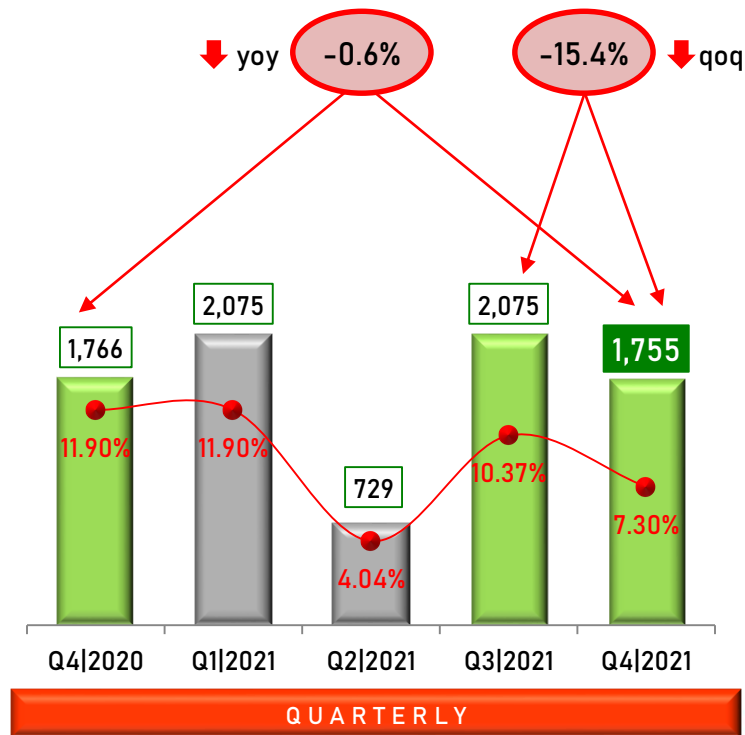
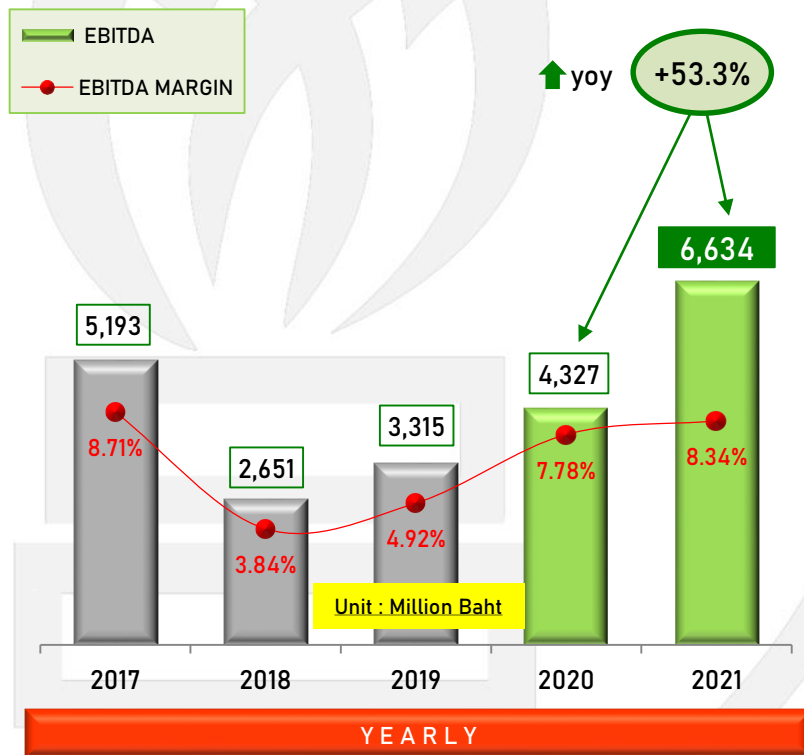
YEARLY

QUARTERLY



# FULL YEAR AND QUARTERLY EBITDA & EBITDA MARGIN

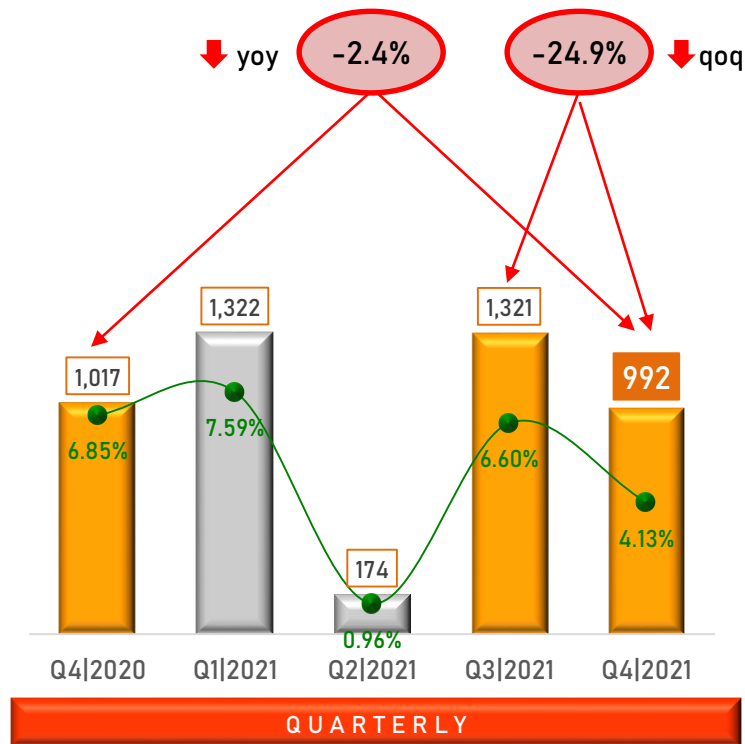
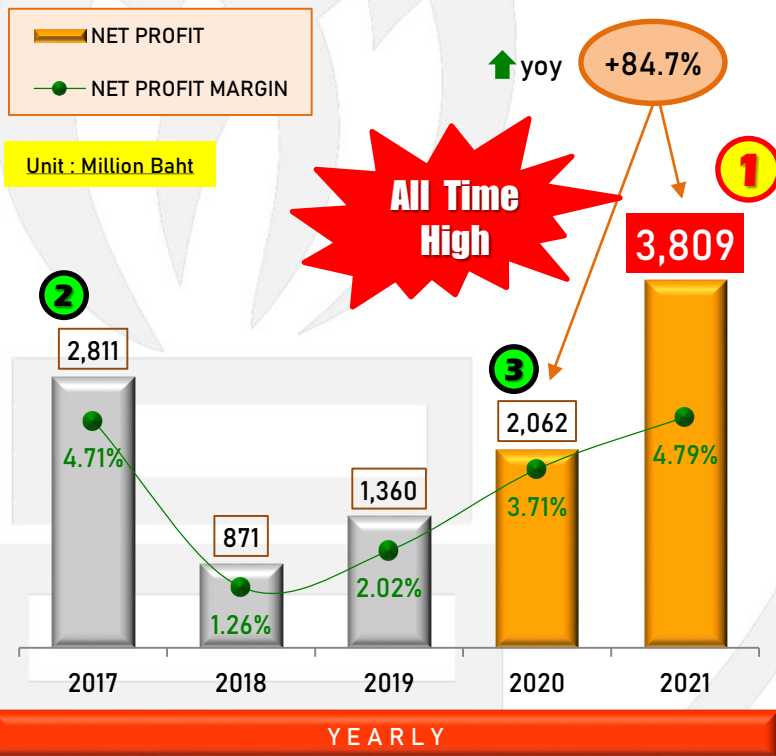
2021 Consolidated EBITDA of **Bt.6,634 m** shows a **+53.3%** yoy growth



# NET PROFIT & NET PROFIT MARGIN

FINANCIAL  
RESULTS

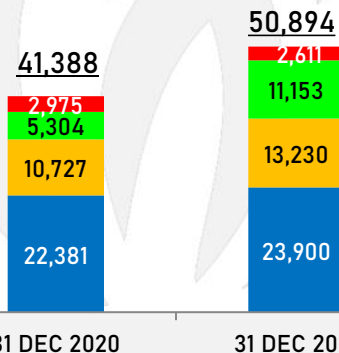
2021 Consolidated NET PROFIT of **Bt.3,809 m** shows a **+84.7%** yoy growth



# FINANCIAL POSITION

## ASSET (THB Million)

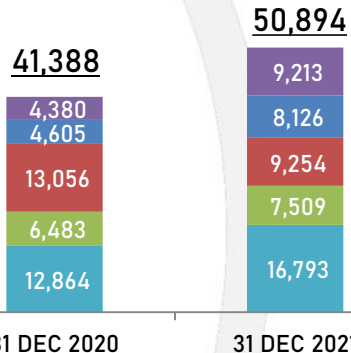
- Cash & Equivalents
- Inventory
- Other asset
- PP&E



Unit : Million Baht

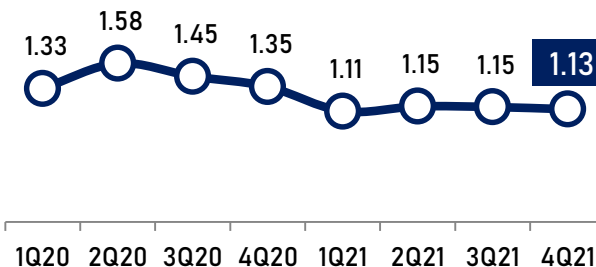
## LIABILITIES & EQUITY (THB Million)

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



## FINANCIAL RESULTS

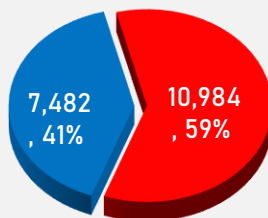
### INTEREST BEARING DEBT (TIMES)



## DEBT PORTION

### LOAN FROM

FINANCIAL INSTITUTION	7,482
DEBENTURE	10,984
<b>TOTAL (THB Million)</b>	<b>18,466</b>



### COMPANY RATING

**TRIS RATING**

**BBB+ Stable**

### BOND RATING

**TRIS RATING**

**BBB+ Stable**

### BOND with CGIF RATING

**TRIS RATING**  
**CGIF**

**A+ Stable**



# AGENDA

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LPG  
BUSINESS

OVERSEA  
LPG  
BUSINESS

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BUSINESS

FINANCIAL  
RESULTS

**BUSINESS  
OUTLOOK**

DIVIDEND  
POLICY

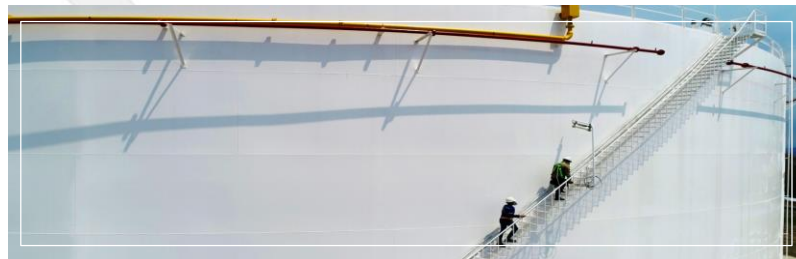
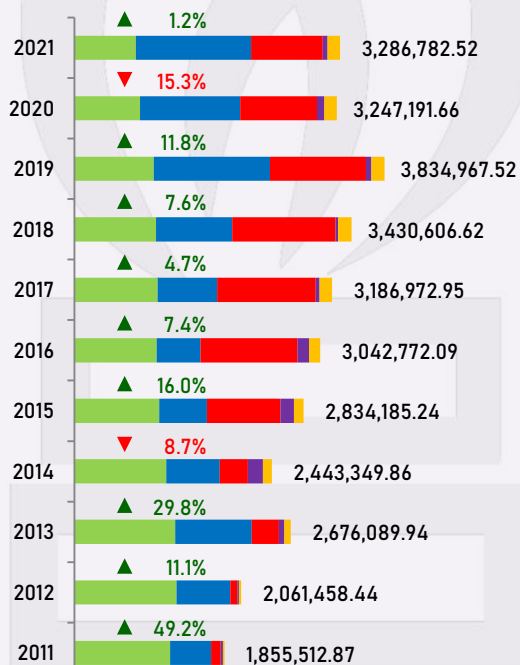
Q&A



# OUTLOOK 2022

## LPG Sales Volume (Tons)

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



BUSINESS  
OUTLOOK

## SALE VOLUME OUTLOOK 2022

Sales volume (TONs)	2019	2020	2021	Outlook 2022	% Growth
SGP - Thailand	983,246.31	811,385.58	759,967.81	800,000	5.3%
Offshore Trading	1,434,872.89	1,241,419.64	1,426,789.43	1,654,000	15.9%
China	1,190,464.07	947,145.39	885,381.84	960,000	8.4%
Vietnam	64,632.24	92,080.65	58,190.99	64,000	10.0%
Singapore	20,883.52	16,034.29	16,401.98	18,000	9.7%
Malaysia	140,868.49	139,126.11	140,050.47	154,000	10.0%
GRAND TOTAL	3,834,967.52	3,247,191.66	3,286,782.53	3,650,000	11.1%
OVERSEA BUSINESS	2,851,721.20	2,435,806.08	2,526,814.72	2,850,000	12.8%
Domestic portion	25.6%	25.0%	23.1%	21.9%	
Oversea portion	74.4%	75.0%	76.9%	78.1%	
Growth (%)	-15.3%	-15.3%	1.2%	11.1%	





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# DIVIDEND PAYMENT

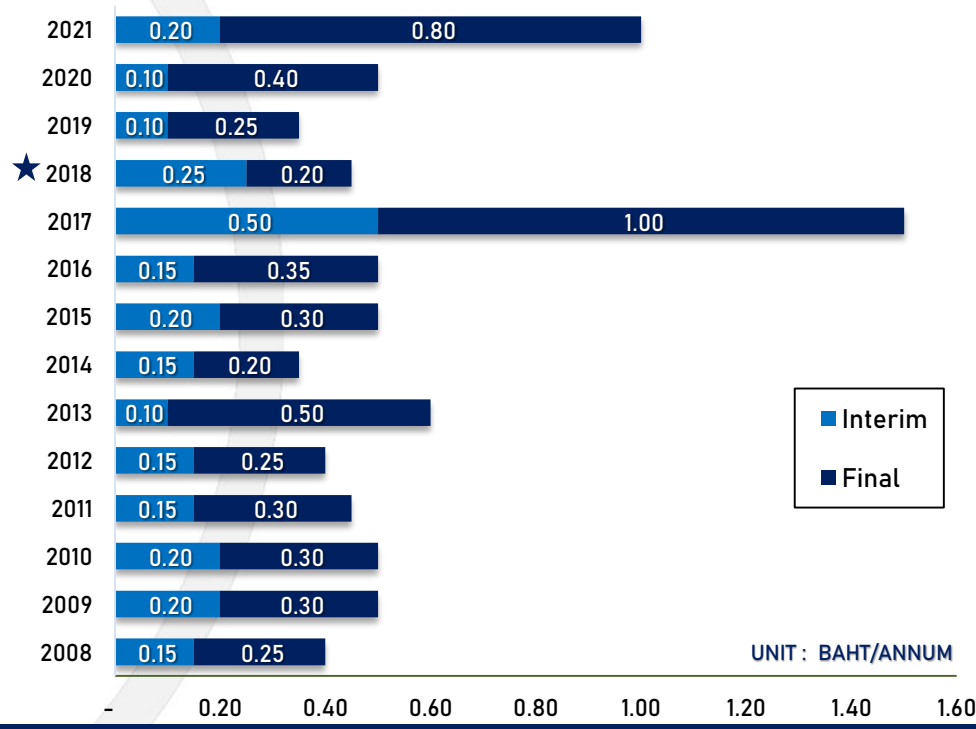
## DIVIDEND POLICY

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



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**QUESTIONS ARE WELCOMED !**