



# 4Q/2022 Performance

SIAMGAS AND PETROCHEMICALS PUBLIC COMPANY LIMITED



## 01 BUSINESS OVERVIEW

## 02 THAILAND LPG BUSINESS

## 03 OVERSEA LPG BUSINESS

## 04 OTHER BUSINESS

## 05 FINANCIAL RESULTS

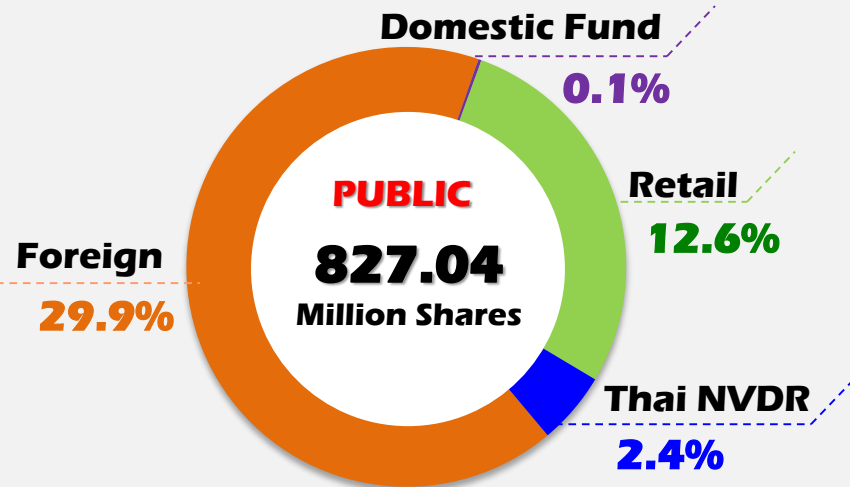
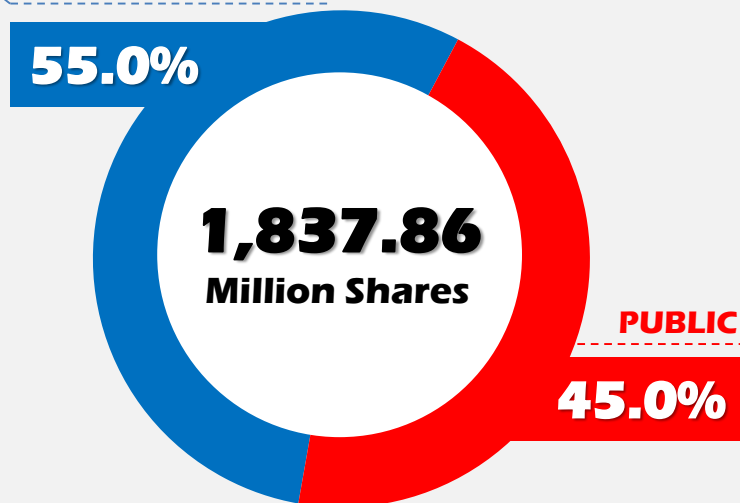
## 06 BUSINESS OUTLOOK

## 07 DIVIDEND POLICY



# SHAREHOLDING STRUCTURE

## MAJOR SHAREHOLDERS (Weeraborwornpong Group)



# 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



7 LIQUID TANK FARM & DEEP SEA PORT



## OVERSEA

1



LIQUEFIED PETROLEUM GAS (LPG)



• Singapore



• China



• Malaysia



• Vietnam



• Laos

2



COMBINE CYCLE POWER PLANT



• Myanmar

3



DIESEL POWER PLANT



• Myanmar

4



OIL TRADING BUSINESS



• Singapore



## THAILAND

- ✓ **LPG market in Q4/2022 increases 3.3% compare to the same period last year due to demand increases in Automotive sector which increases 21.8%.**
- ✓ **Sales volume beat target due to LPG demand recovery after Covid situation ease.**
- ✓ **No LPG price lifting in Q4/2022 and the selling price of 15kg cylinder is Baht 408 per cylinder**



## OVERSEA

- ✓ **CP price increases USD 10 in Q4/2022.**
- ✓ **Sales volume from China in Q4/2022 and Year 2022 increase 48.4% and 26.3% consecutively.**
- ✓ **Sales volume from Overseas beat target by 11.1% due to market recovery after Covid ease.**
- ✓ **Power Plant in Myanmar is operating without any interruption.**

# SGP's PRESENCE





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# VALUE CHAIN

PROCUREMENT

INBOUND  
LOGISTICS

SGP TERMINAL  
&  
DEPOTS

OUTBOUND  
LOGISTICS

MARKETING,  
SALES  
& SERVICE

GAS SEPARATION  
PLANT



371



27

REFINERY

9 Terminals

Sathupradit Terminal  
Suksawat Terminal  
Bangpakong Terminal  
Lampang Depot  
Nakornsawan Depot  
Khon Kaen Depot  
Songkhla Terminal  
Surat Thani Terminal (2)



COOKING



1. Commercial Users
2. Household Users

INDUSTRIAL



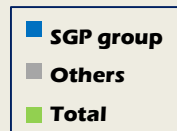
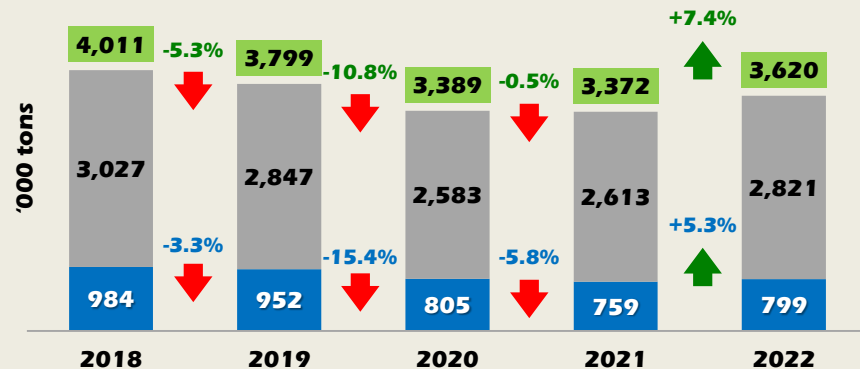
AUTOMOTIVE



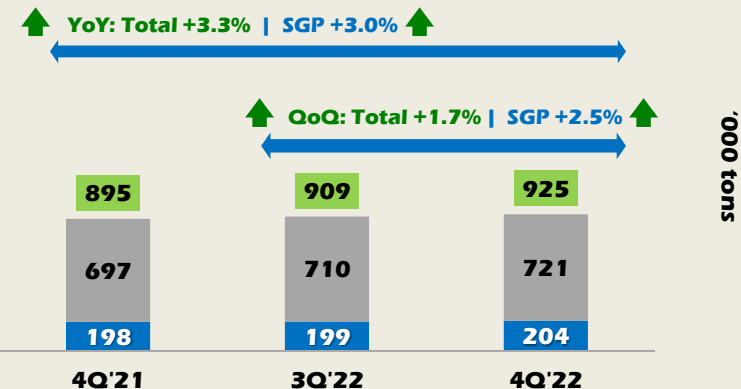
1. SGP Auto LPG Station
2. Agent Auto LPG Station

# THAILAND LPG MARKET – ALL SECTORS

## LPG Sales volume - Yearly



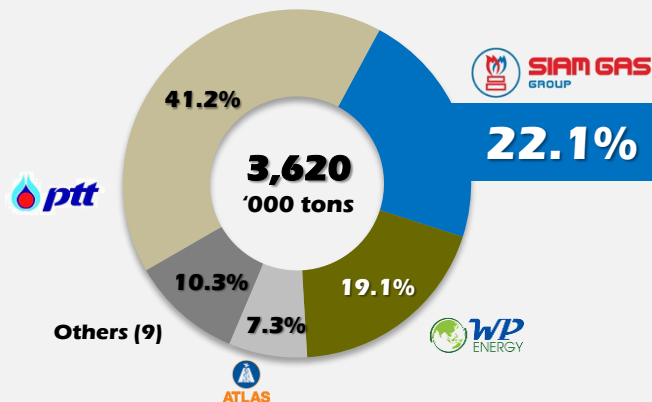
## LPG Sales volume - Quarterly



**Market Share**

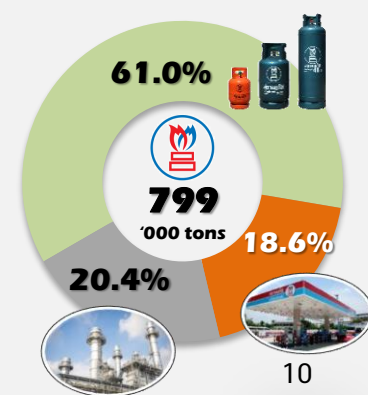
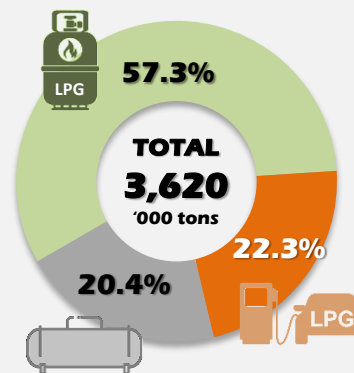
**2**

**2022**

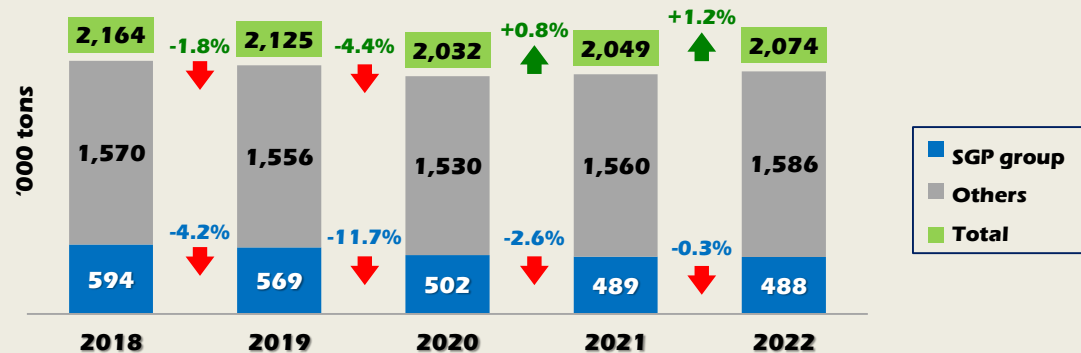


**LPG Sales Volume By customer**

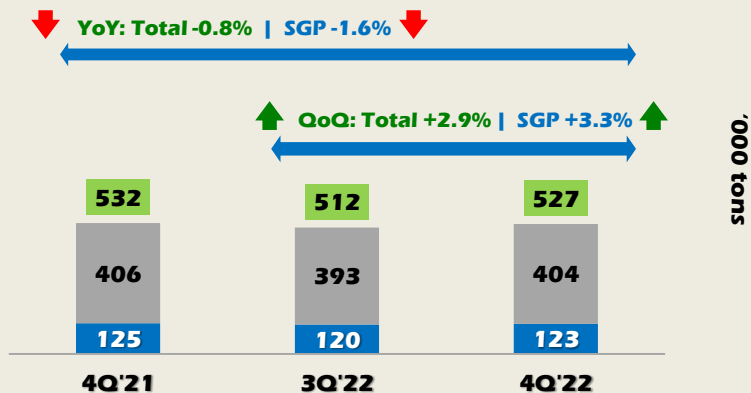
**2022**



## LPG Sales volume - Yearly



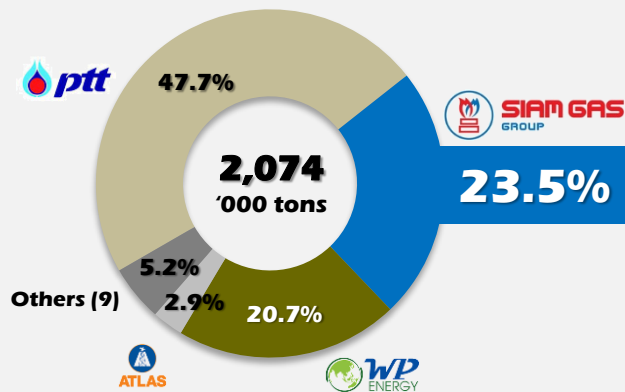
## LPG Sales volume - Quarterly



## Market Share

2

2022



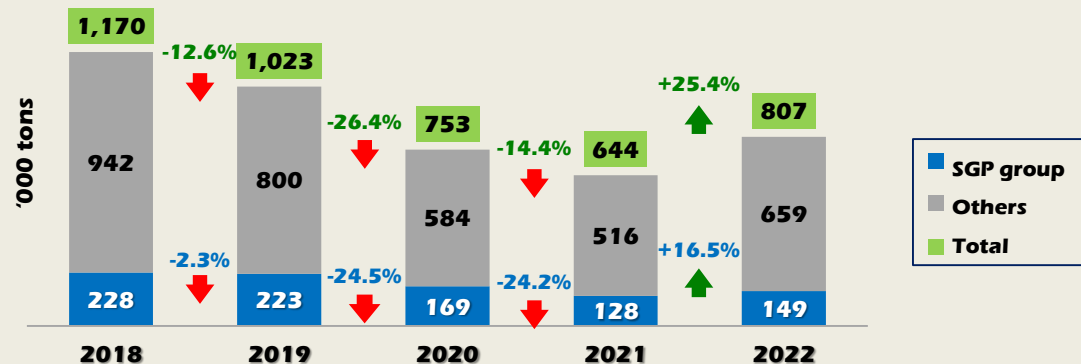
## SGP COOKING

## PORTION

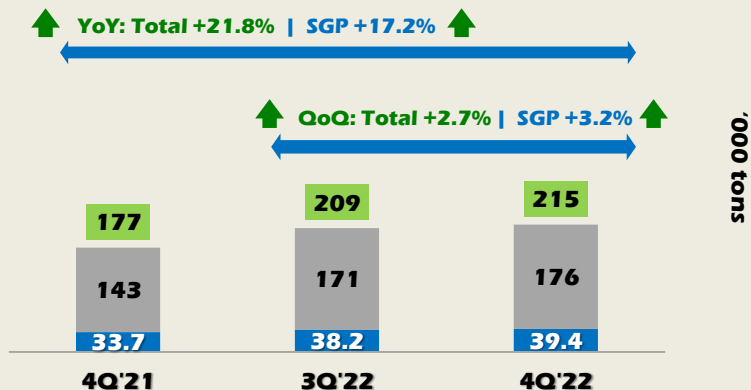
2022



## LPG Sales volume - Yearly



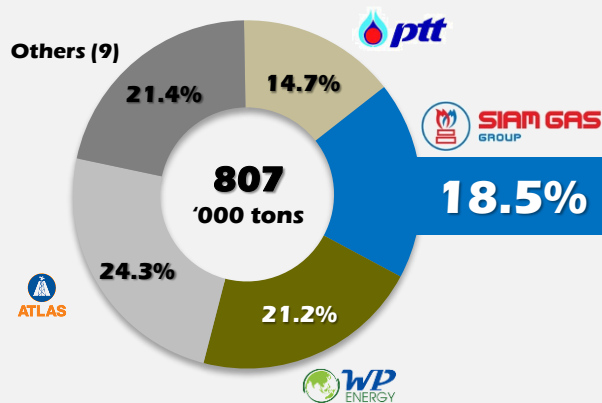
## LPG Sales volume - Quarterly



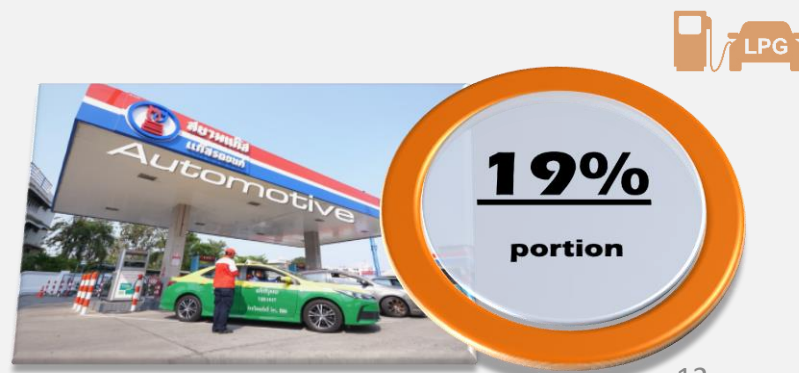
## Market Share

**3**

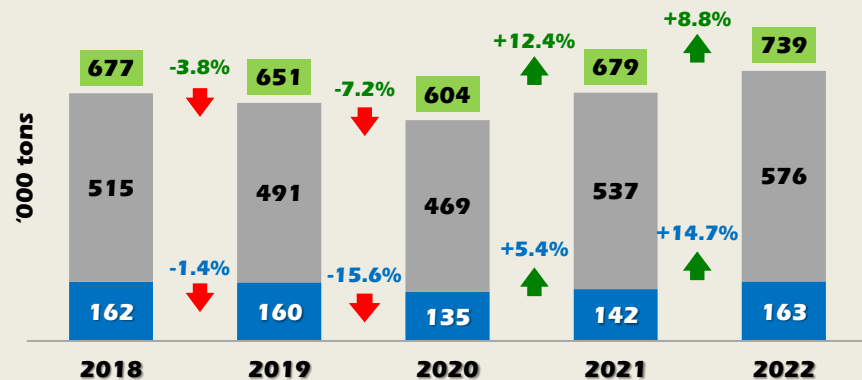
**2022**



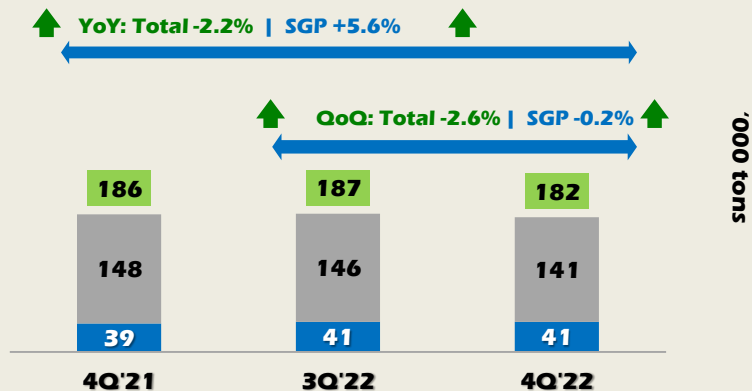
**SGP  
AUTO  
MOTIVE  
PORTION  
2022**



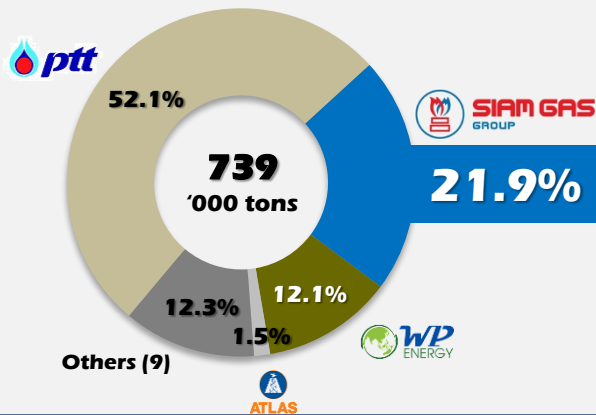
## LPG Sales volume - Yearly



## LPG Sales volume - Quarterly



## Market Share



## SGP INDUSTRY

## PORTION

2022







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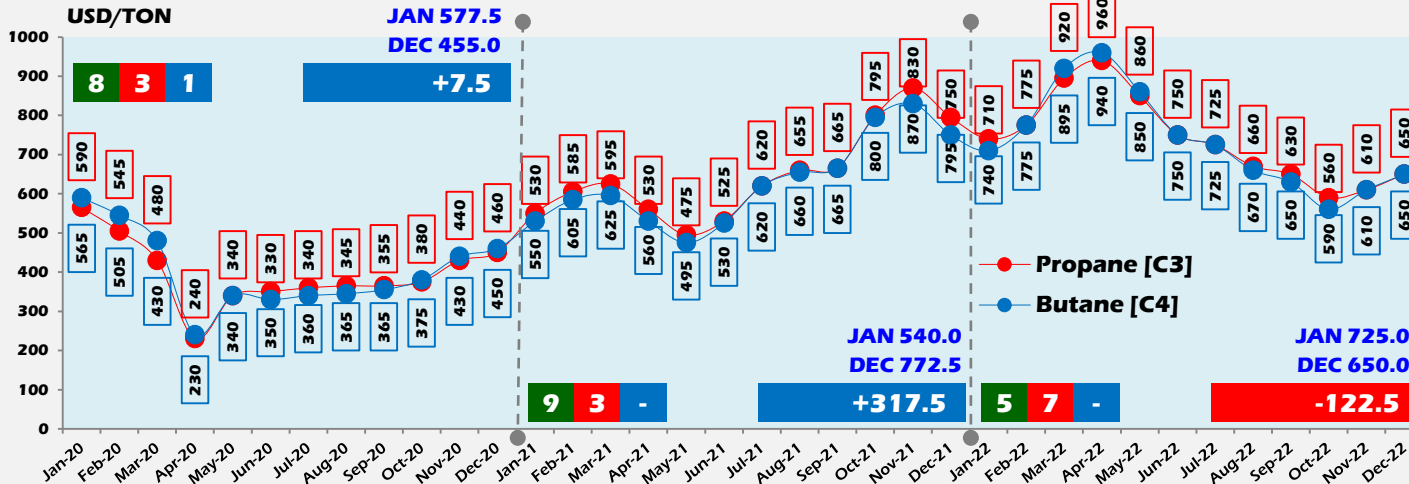
**05 FINANCIAL RESULTS**

**06 BUSINESS OUTLOOK**

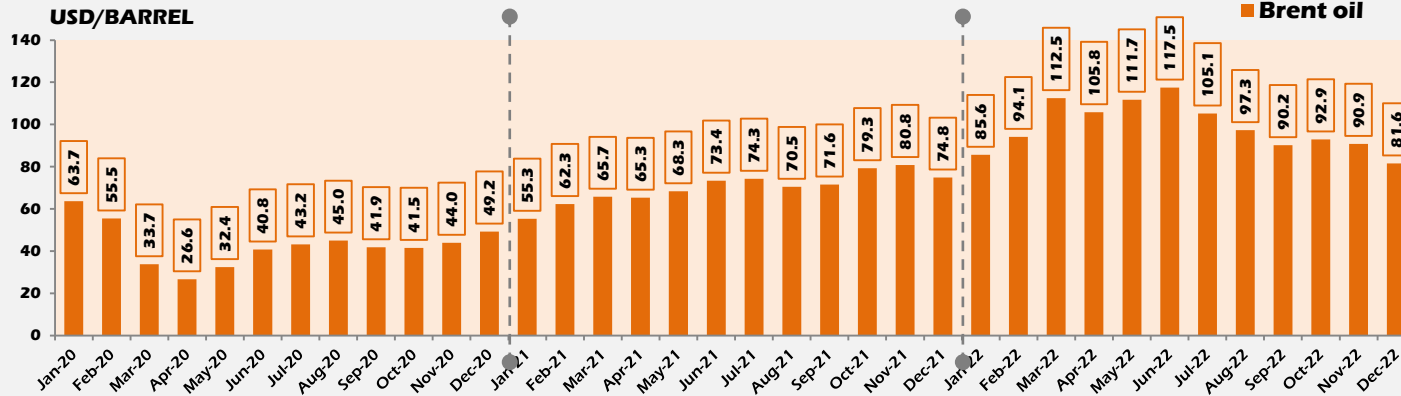
**07 DIVIDEND POLICY**



# SAUDI ARAMCO CP vs CRUDE OIL

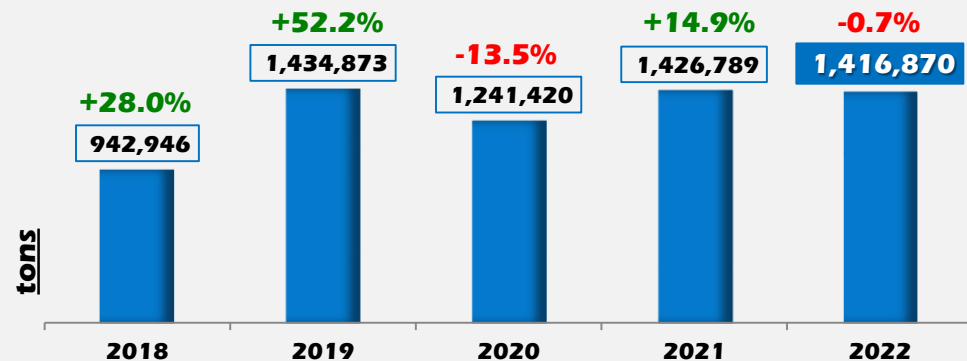


	2020	2021	2022
Q1	+7.5	+155.0	+135.0
Q2	-115.0	-82.5	-157.5
Q3	+20.0	+137.5	-110.0
Q4	+95.0	+107.5	+10.0

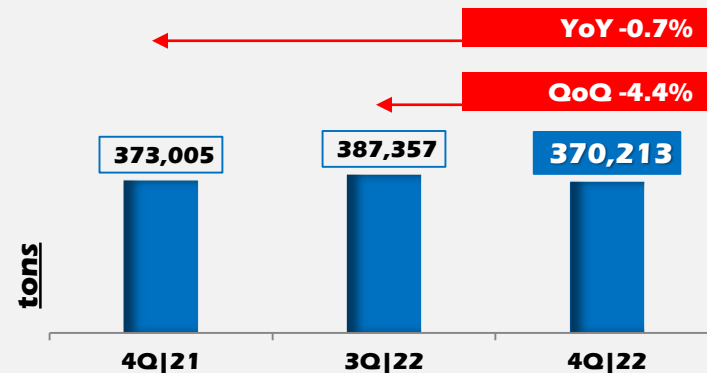


	2020	2021	2022
Q1	-31.4	+16.5	+37.7
Q2	+7.0	+4.4	+5.0
Q3	+1.1	-1.8	-27.3
Q4	+7.4	+3.2	-8.6

## Sales volume - Yearly



## Sales volume - Quarterly

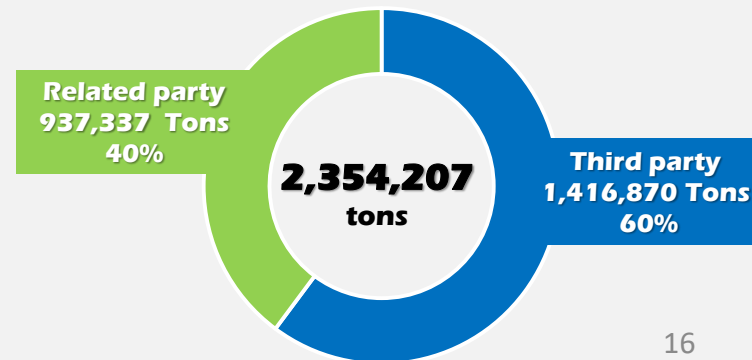


**1,654,000**  
Target

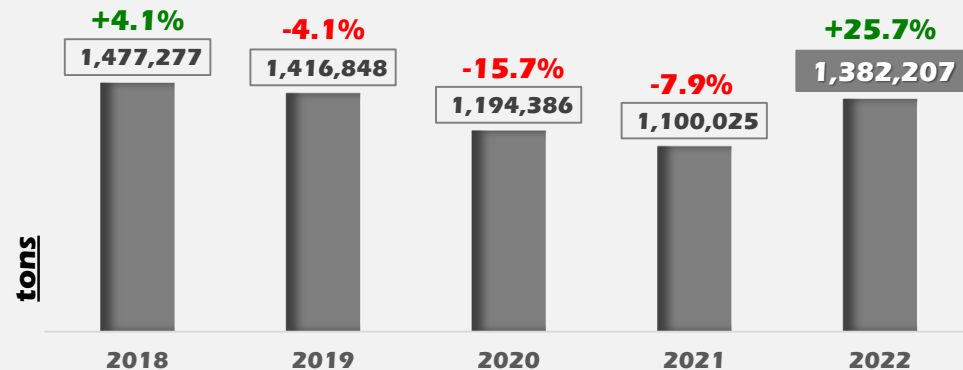
**15.9%**  
growth

**85.7%**  
success

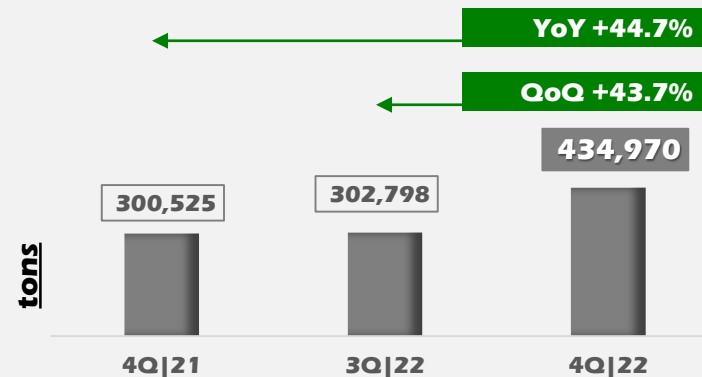
## Sales volume by customer - 2022



## Sales volume - Yearly



## Sales volume - Quarterly



**1,196,000**  
Target

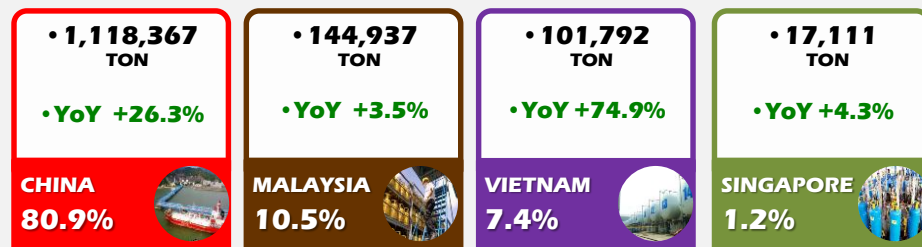


**8.7%**  
growth



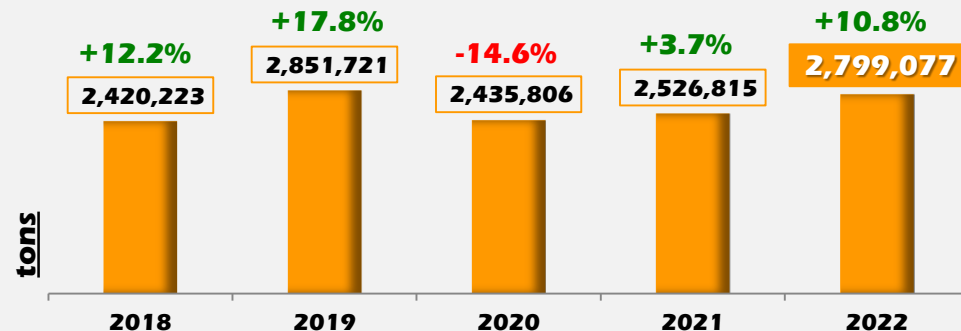
**115.6%**  
success

## Sales volume by customer - 2022

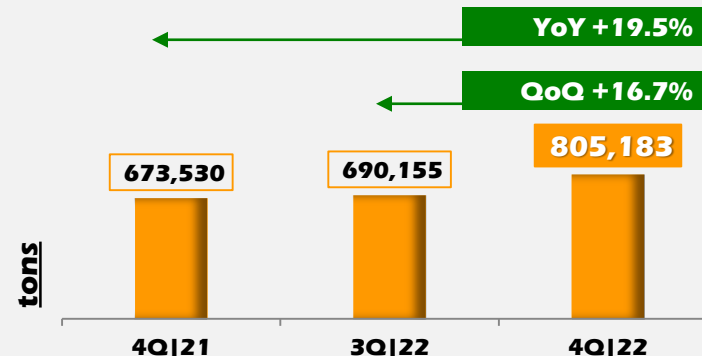


# TOTAL SALES OVERSEA

## Sales volume - Yearly



## Sales volume - Quarterly



**2,850,000**  
**Target**

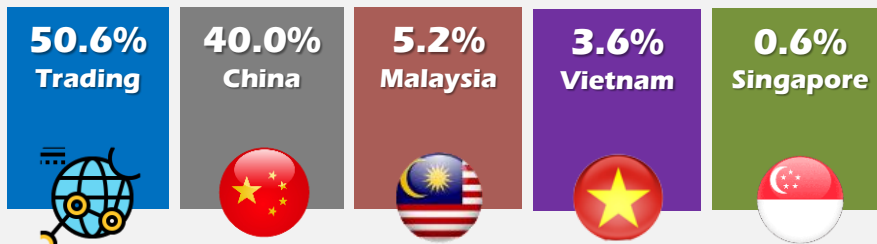


**12.8%**  
**growth**



**98.2%**  
**success**

## Sales volume by customer - 2022







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**POWER PLANT**

## 230 MW. COMBINE CYCLE POWERPLANT



SELL TO GOVERNMENT >>>

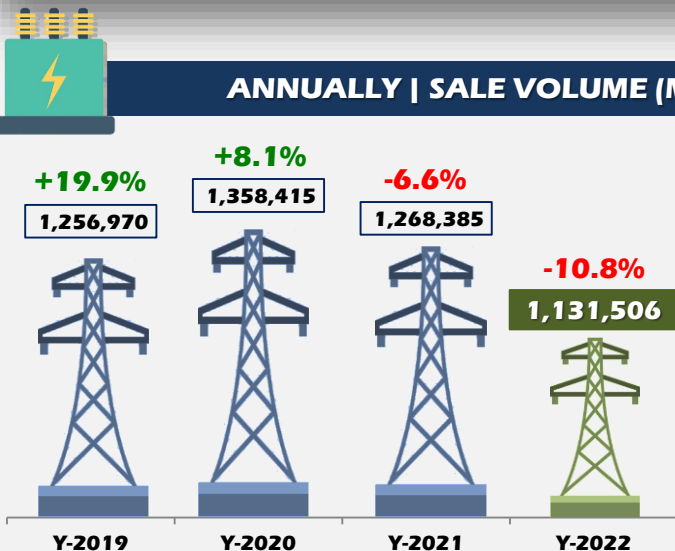
## 10 MW. DIESEL POWERPLANT



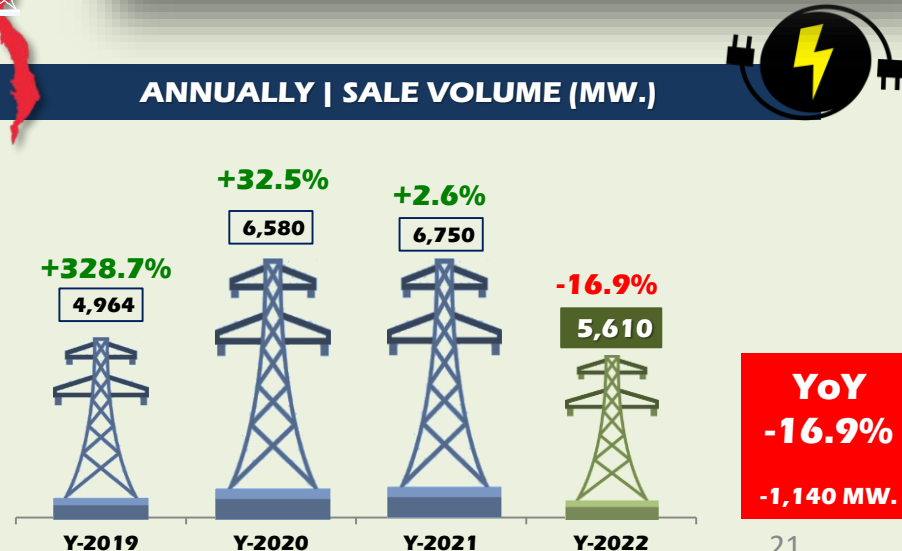
SELL TO HOUSEHOLD >>>



### ANNUALLY | SALE VOLUME (MW.)



### ANNUALLY | SALE VOLUME (MW.)







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


## LIQUID TANK FARM & DEEP SEA PORT SERVICE





## OIL TRADING OVERSEA BUSINESS



No.	Total Capacity (Mil.Liter)	Number of Liquid Tank	Utilized As 31 Dec 2022	Available As 30 Dec 2022
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1	<b>15.27</b> (avg. 3.82/unit)	4	 	
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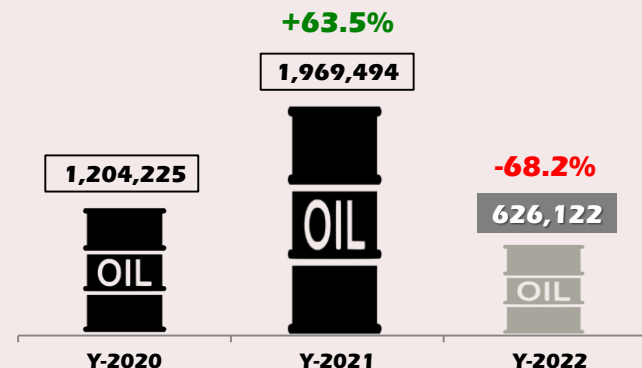
2	<b>27.05</b> (avg. 6.76/unit)	4		
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3	<b>187.14</b> (avg. 46.79/unit)	4	 	
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4	<b>116.25</b> (avg. 58.13/unit)	2	 	
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<b>Total</b>	<b>345.71</b>	<b>14</b>	<b>7</b>	<b>7</b>
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## ANNUALLY | SALE VOLUME (BARRELS)



**YoY**  
**-68.2%**  
**-1,343,372 Barrel**





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## 2021

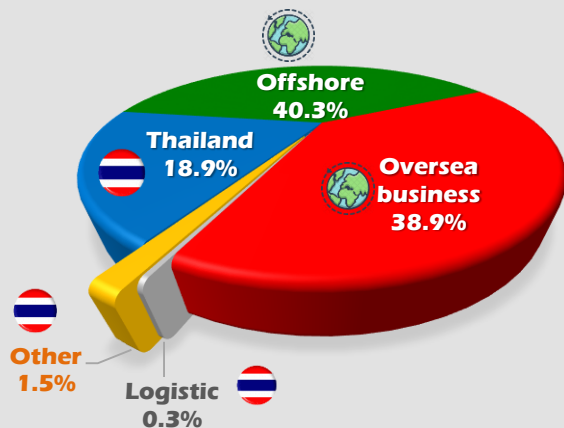


**Thailand 20.8%**  
(Thailand LPG, Logistic & Other)



**Oversea 79.2%**  
(Offshore Trading & Retail Oversea Business)

**79,511 Million Baht**



## 2022

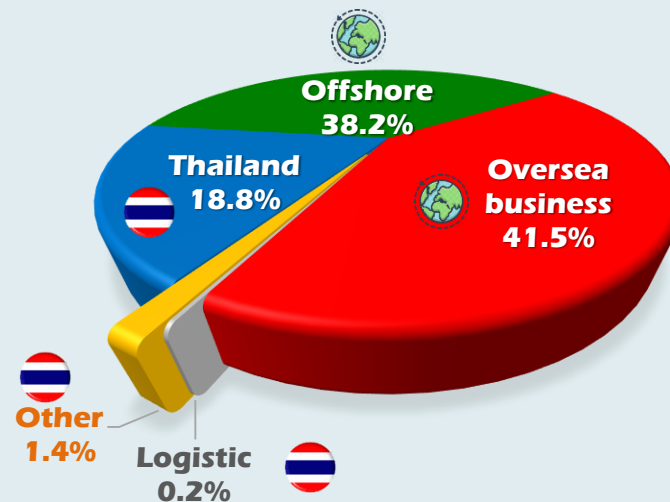


**Thailand 20.3%**  
(Thailand LPG, Logistic & Other)



**Oversea 79.7%**  
(Offshore Trading & Retail Oversea Business)

**103,198 Million Baht**

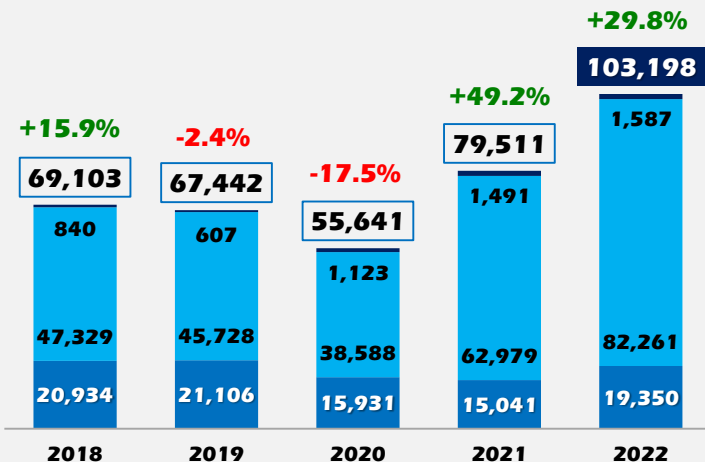




2022 Consolidated REVENUE of **Bt.103,198 m** shows a **29.8%** yoy growth

## YEARLY

Unit : Million Baht



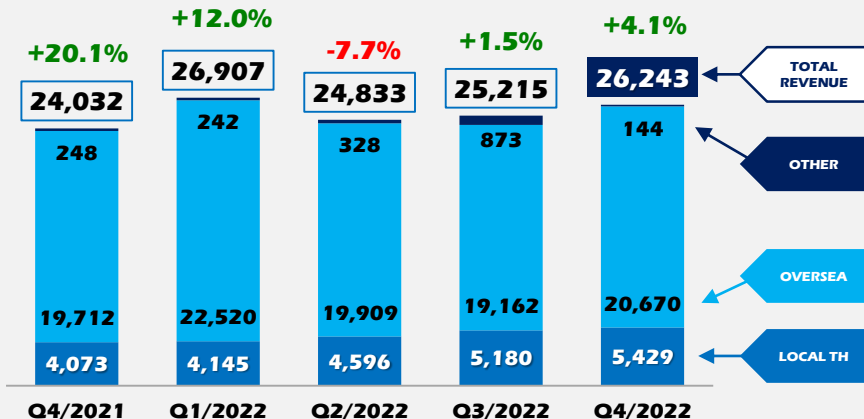
## QUARTERLY

YoY  
+9.2%

+2,211 M.Baht

QoQ  
+4.1%

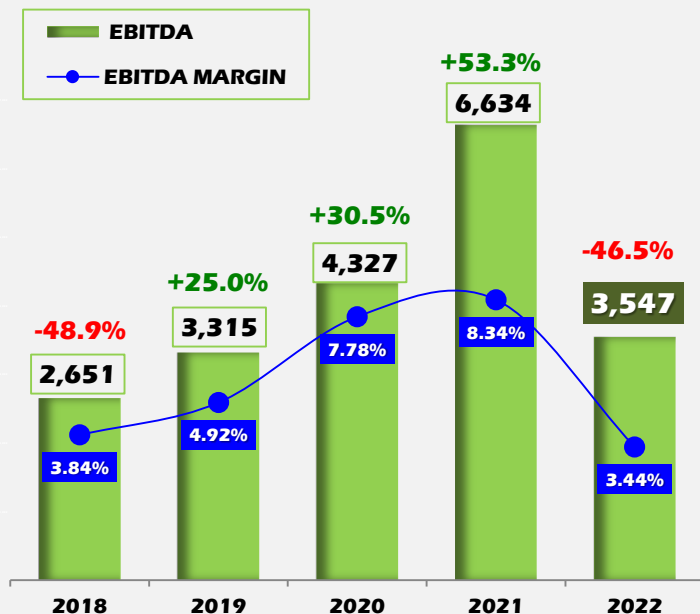
+1,028 M.Baht



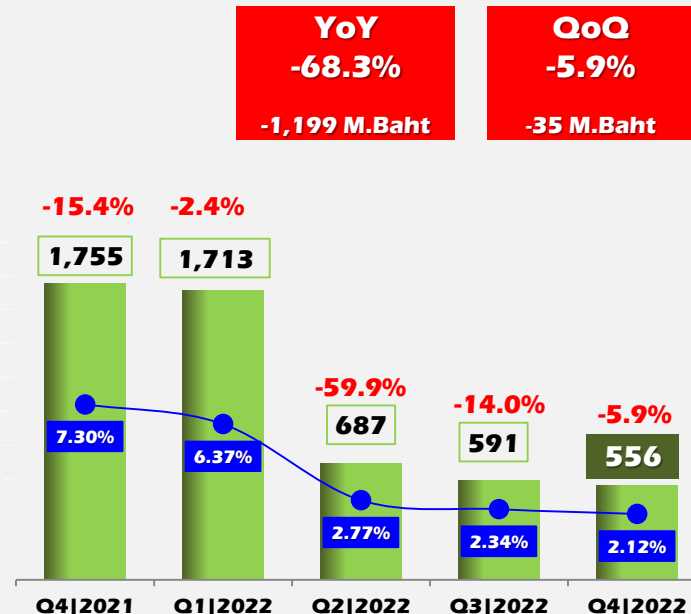


2022 Consolidated EBITDA of **Bt.3,547 m** shows a **46.5%** yoy decline

## YEARLY



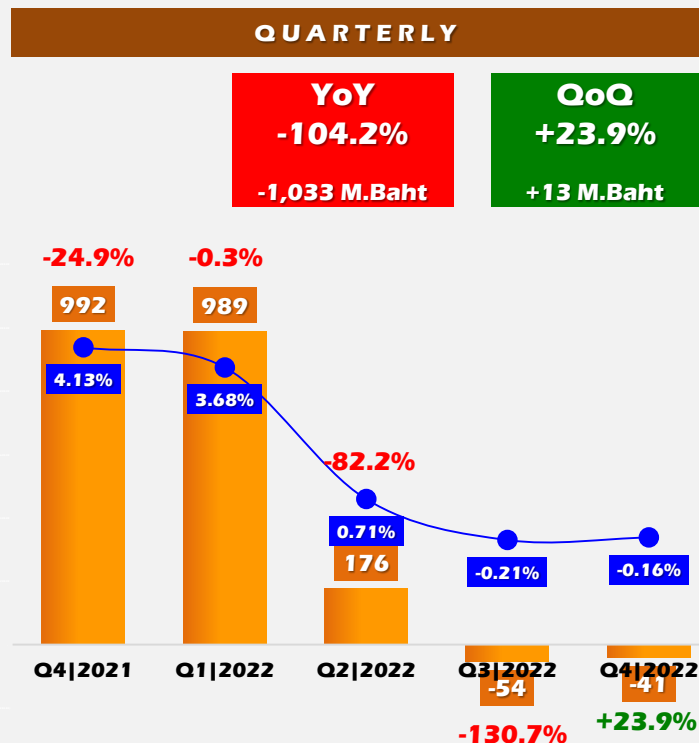
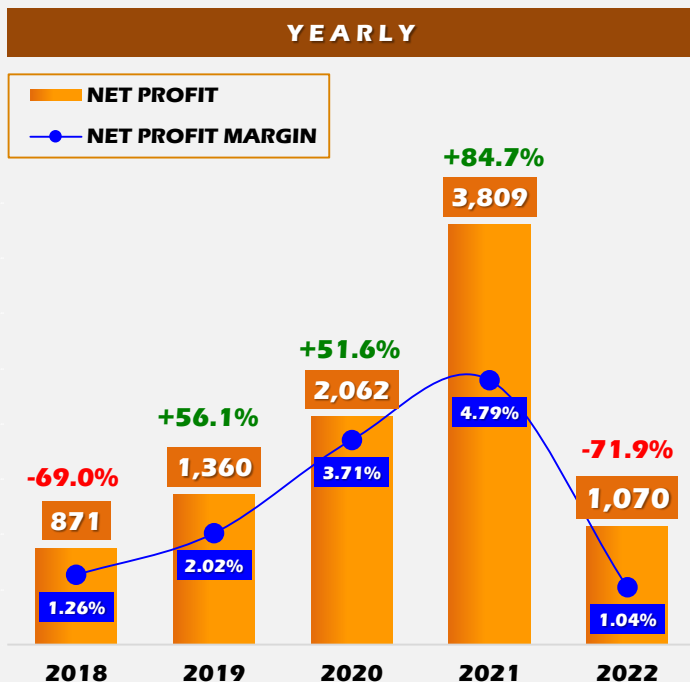
## QUARTERLY



Unit : Million Baht



2022 Consolidated NET PROFIT of **Bt.1,070 m** shows a **-71.9%** yoy decline



Unit : Million Baht

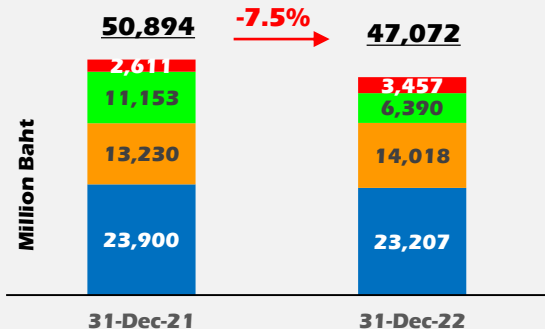


# FINANCIAL POSITION



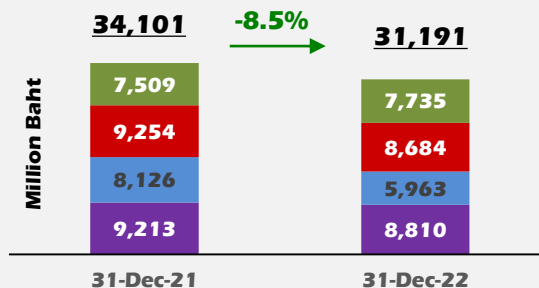
## ASSET (THB Million)

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



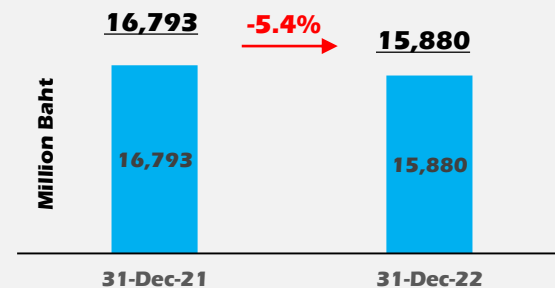
## LIABILITIES (THB Million)

- Shot term loan
- Long term Debt
- Current liabilities
- Non current liabilities



## EQUITY (THB Million)

- Total Equity

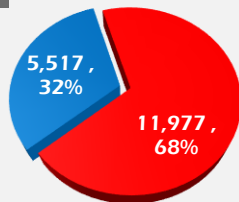


## DEBT PORTION

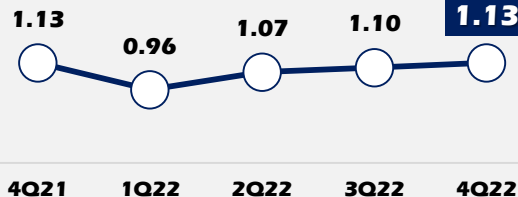
### LOAN FROM

FINANCIAL INSTITUTION	5,517
DEBENTURE	11,977

**TOTAL (THB Million) 17,494**



## INTEREST BEARING DEBT (TIMES)



### COMPANY RATING

**TRIS RATING**

**BBB+ Stable**

### BOND RATING

**TRIS RATING**

**BBB+ Stable**

BOND with CGIF RATING

**TRIS RATING**

**CGIF**

**A+ Stable**



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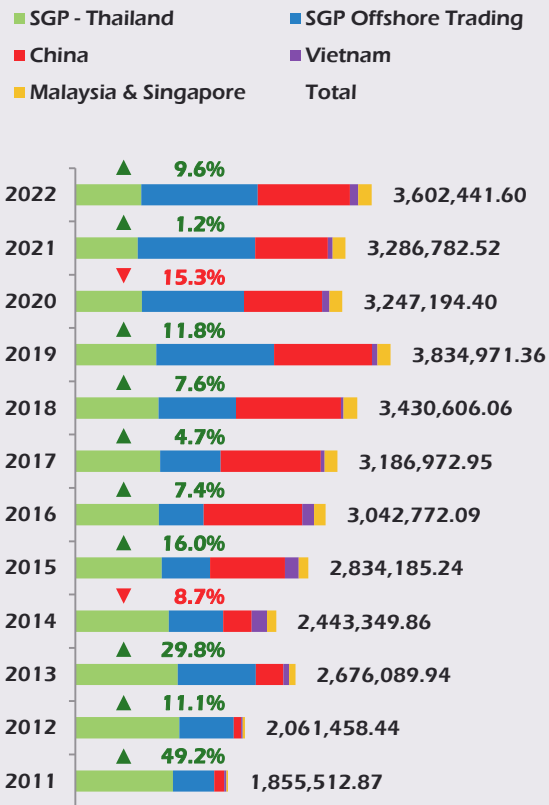
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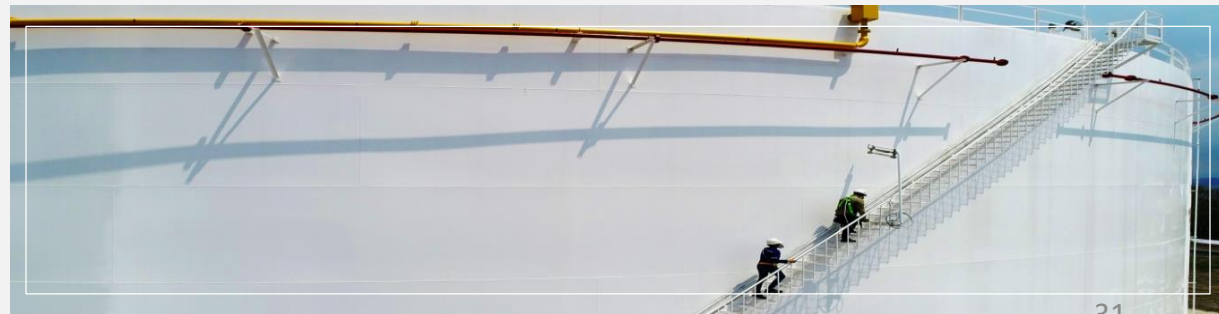


## LPG Sales Volume (Tons)



## SALE VOLUME 2022 & OUTLOOK 2023

Sales volume (TONs)	2020	2021	2022	% Growth	Outlook 2023	%Growth
SGP - Thailand	811,385.58	759,967.81	803,364.39	+5.7%	860,000.00	7.0%
Offshore Trading	1,241,419.64	1,426,789.43	1,416,869.82	-0.7%	1,600,000.00	12.9%
China	947,145.39	885,381.84	1,118,367.37	+26.3%	1,300,000.00	16.2%
Vietnam	92,080.65	58,190.99	101,792.08	+74.9%	110,000.00	8.1%
Singapore	16,034.29	16,401.98	17,111.22	+4.3%	18,500.00	8.1%
Malaysia	139,126.11	140,050.47	144,936.71	+3.5%	160,000.00	10.4%
<b>GRAND TOTAL</b>	<b>3,247,191.66</b>	<b>3,286,782.53</b>	<b>3,602,441.60</b>	<b>+9.6%</b>	<b>4,048,500.00</b>	<b>12.4%</b>
<b>OVERSEA BUSINESS</b>	<b>2,435,806.08</b>	<b>2,526,814.72</b>	<b>2,799,077.21</b>	<b>+10.8%</b>	<b>3,188,500</b>	<b>13.9%</b>
Domestic portion	25.0%	23.1%	22.3%		21.2%	
Oversea portion	75.0%	76.9%	77.7%		78.8%	
Growth (%)	0.0%	1.2%	9.6%		12.4%	





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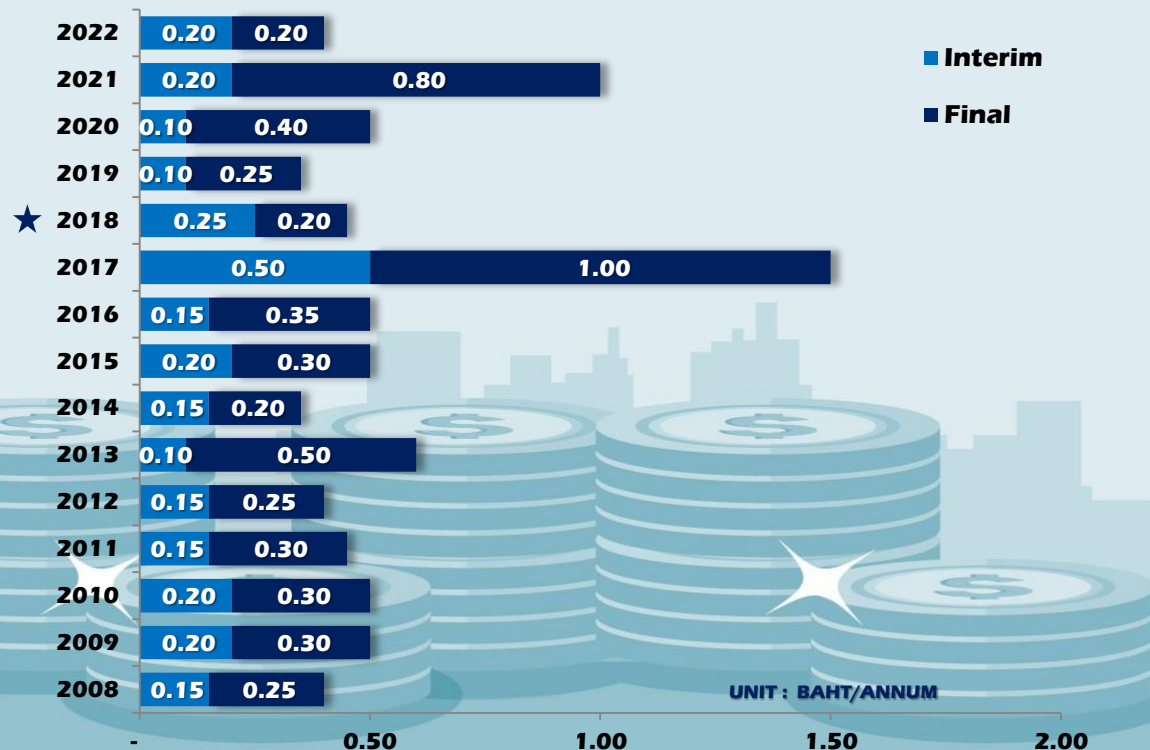


## DIVIDEND POLICY

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





# THANK YOU



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