



**SOMBOON**  
ADVANCE TECHNOLOGY

**Drive Business toward  
a Sustainable Future**

# Opportunity Day 2Q2024

21<sup>st</sup> Aug 2024

# Disclaimer



The information contained in this presentation is prepared by Somboon Advance Technology PCL. The presentation is intended solely for reference only. In addition, such information contains expectation, projections and forward-looking statements that reflect the company's current views with respect to future events and financial performance. These views are based on assumptions subject to various risks and uncertainties. No assurance is given that future events will occur, that projections will be achieved, or that the assumptions are correct. Actual results may differ materially from those projected.



1



**Highlight &  
Update  
2Q2024**

2

Automotive &  
Tractor  
Industries

3

Financial  
Summary

4

Sustainability  
Development

5

Q&A

# SAT Shareholding and Investment Structures

## Shareholding Structure

43%

Somboon Holding Co.,Ltd.  
& Kitaphanich Family

Thai NVDR 9%

48%

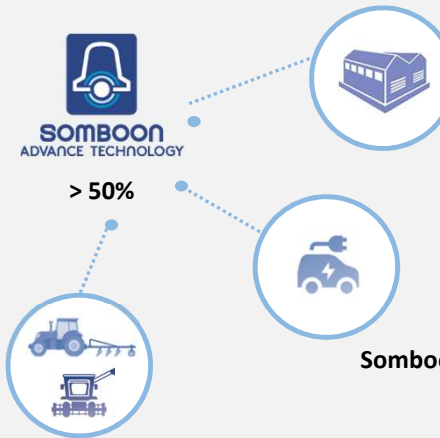
Others

## SAT's Investment

Somboon Forging Technology (SFT): Forging  
International Casting Product (ICP): Casting  
Somboon Malleable Iron Industrial (SBM): Machining



Somboon Advance Agriculture (SAA)



> 50%

Somboon Development  
and Service (SDS)

Somboon Tron Energy (STRON)

Mubea Somboon Automotive (MSA)  
Tsuchiyoshi Somboon Coated Sand (TSC)  
Yamada Somboon (YSC)  
Nisshinbo Somboon Automotive (NSA)  
Somboon Somic Manufacturing (SSMC)



Others  
Businesses  
< 50%



Somboon Siasun Tech (SST)

# Business Timeline

## Local Thai Supplier

1962: Establishment of Somboon Spring Part., Ltd. into **REM market**

1975: Establishment of Somboon Malleable Iron Co., Ltd. ("**SBM**")



## Expansion Footprint

1990: **JVs:**

- Yamada Somboon Co.,Ltd.
- Tsuchiyoshi Coated Sand Co.,Ltd.
- Nisshinbo Somboon Automotive Co.,Ltd.
- Somboon Somic Co.,Ltd.

1995: Establishment of Somboon Advance Technology ("**SAT**") with Technical Assistance from Gohsyu and Ibara Seiki



## Enhance People's Capabilities

2014: Establishment of Somboon Forging Technology ("**SFT**") and Somboon Learning Academy ("**SLA**")



## Restructure for New business growth

2021: SAT Transfer operation to SFT and make itself to be a "**Holding company**"

2022: SAT J/V with Tron E established new company name "Somboon Tron Energy Co.,Ltd." ("**STRON**")

2023: Establishment of "Somboon Advance Agriculture Co.,Ltd." ("**SAA**")

## From REM to OEM

1977: Establishment of Bangkok Spring Industrial ("**BSK**") with Technical Assistance ("TA") from Mitsubishi Steel (1983) and Somboon Spring transferred operation to Bangkok Spring (BSK)

1984: Began the move into **OEM market**

## Listed Company

2005: SAT get into **Stock Exchange of Thailand** and name change to "Somboon Advance Technology PCL."

2006: Bought up International Casting Products. ("**ICP**")

## Continued Expansion & Growth through Partnership

2017: SAT J/V with Mubea and established new company name "Mubea Somboon Automotive" ("**MSA**")

2018: BSK transfer its production spring business to MSA

2020: SAT J/V with Siasun established new company name "Somboon Siasun Tech Co.,Ltd." ("**SST**")



# Company Overview

## Automotive & Agricultural Parts Businesses

## New Businesses (~1%)

Automotive Industry (~81%) and Tractor Industry (~19%)

Implement & Agri Tech

Robot and Automation

Electric Vehicle Platform

SFT

ICP/SBM

MSA

SAA

SST

STRON

Process: Forging/ Machining

Process: Casting/Machining

Process: Bending/ Coiling

Process: Forming

Intelligent Logistics

E – 3 Wheelers



SMART Factory



Battery Packing



Robot



Automotive and Tractor

Automotive

Implement & Agri Tech

### Customers



# Products

## Automotive



● ICE

● HEV / PHEV

● BEV



SFT



Output Shaft



Axle shaft



Inner shaft



Hub



Intermediate Shaft

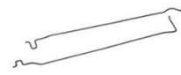
MSA



Coil Spring



Stabilizer Bar



Bar Hinge Torsion

SBM  
&  
ICP



Case set



Front Axle Assy



Brake Disc



Brake Drum



Differential Carrier

BEV Effected Parts 3% - 5%



Exhaust Manifold



Timing Cover



Camshaft



Flywheel

## Agriculture Machinery Part



### Tractor



Axle Shaft



Case Rear Axle



Case Front Axle



Axle Assy Rear



Rear Diff Assy

### Combine Harvester



Holder Bearing



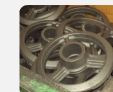
Case Bevel Gear



Differential Assy



Frame Tension



Roller 275

### Implement



Case Drive



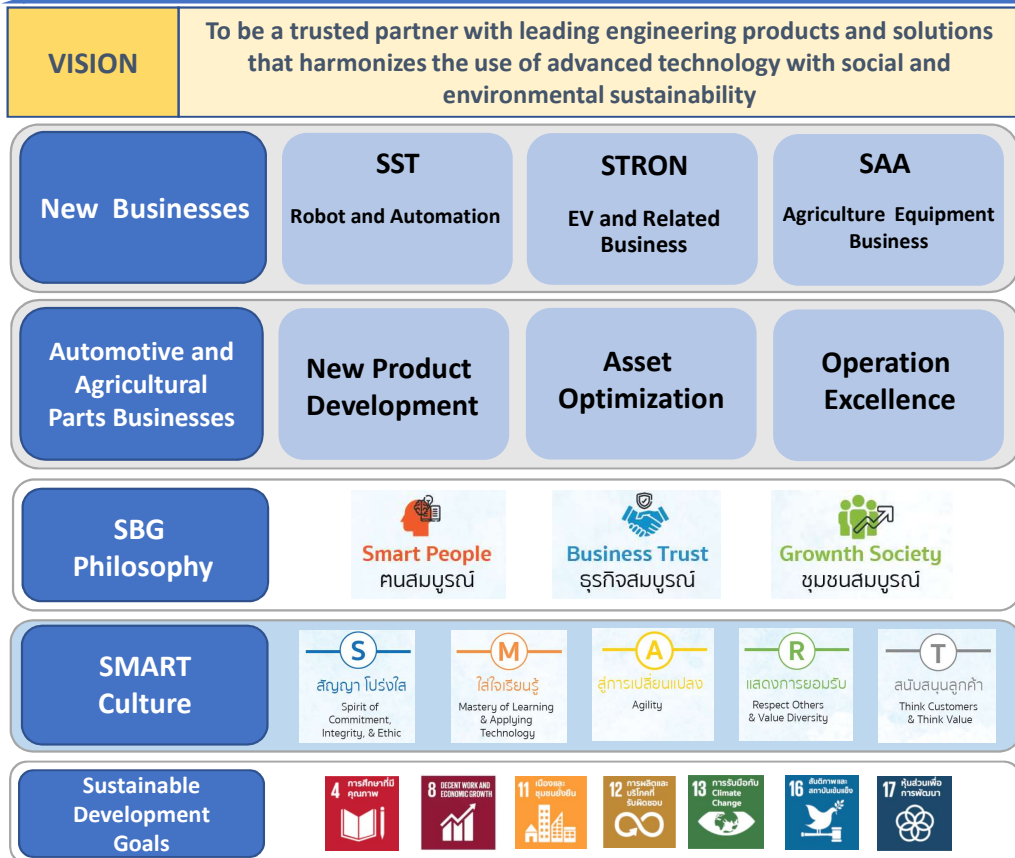
Rotary Blade



Assy Cutting Blade

# Strategic Directions

## Strategic Plan 2022 - 2026



Drive Business toward a Sustainable Future



# SAT Roadmap

## 2022

- New product : Intermediate Shaft.
- Established JV Company STRON: EV platform, battery pack, electrical system integration, automotive automatic system and etc.
- Introduced E-3 Wheelers

Intermediate Shaft



## 2023

- New product : Output shaft and Case set
- Established SAA: Agricultural machinery parts, agricultural machinery, implements and equipment

Output Shaft



Case Set



Rotary Blade



## 2024 onwards

- Strengthen core competencies to gain competitive advantages & enhance global market expansion.
- Broaden into future automotive markets with new material/process/business model.
- Grow new business model in relevant emerging industry.

## Current Business

## New Businesses



E-3 Wheelers & Solution



Industrial robots



AS/RS



Battery Pack/ Swap Battery



AGV/AMR/ Robots



Agriculture Equipment



# 2Q2024 highlights

## Financial Performance



**1,712 MB**

*Sales Revenue*



**283 MB**

*EBITDA*

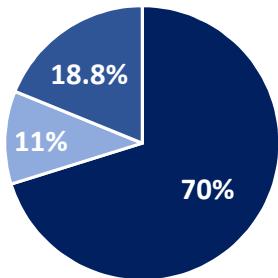


**140 MB**

*Net Profit*



## Revenue contribution by type 2Q2024



  **70%**

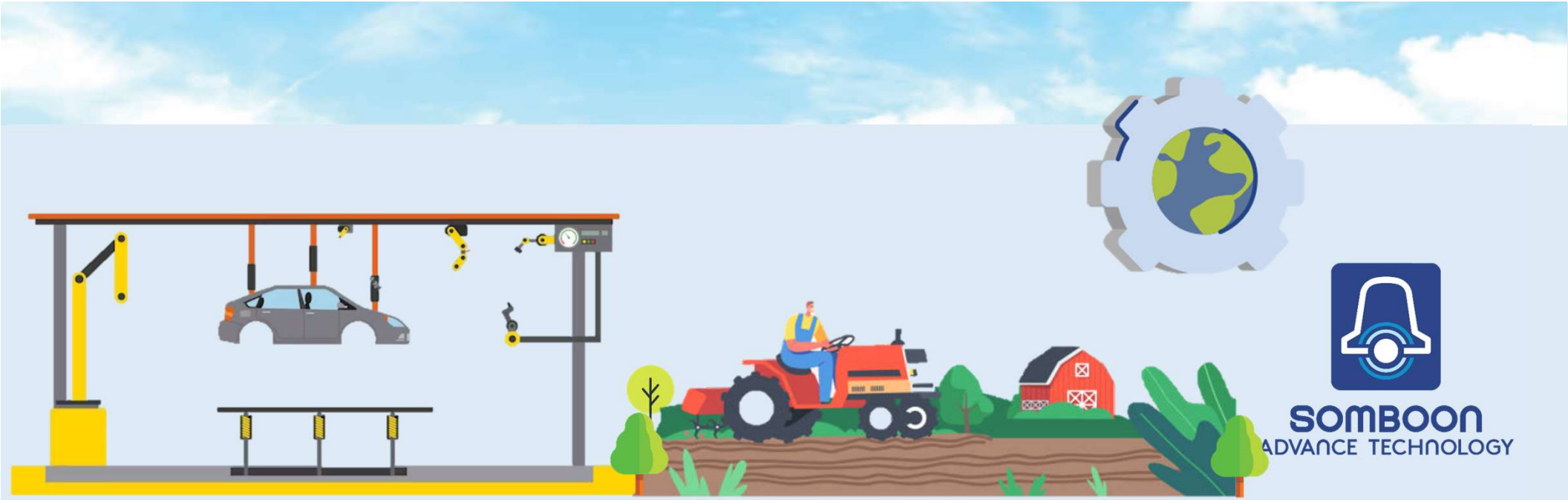
 **19%**

 **11%**

## Continue achieving cost reduction program in production lines



- Apply solar roof top to the rest building
- Change compressor in the factory



1

Highlight &  
Update  
2Q2024

2



**Automotive &  
Tractor  
Industries**

3

Financial  
Summary

4

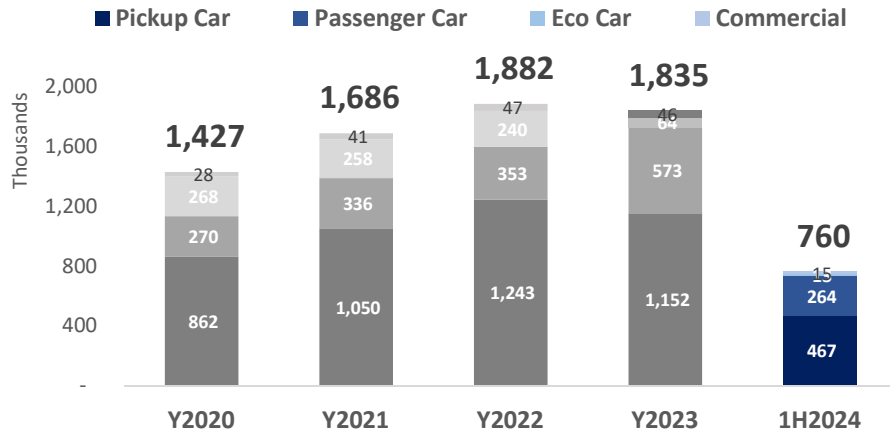
Sustainability  
Development

5

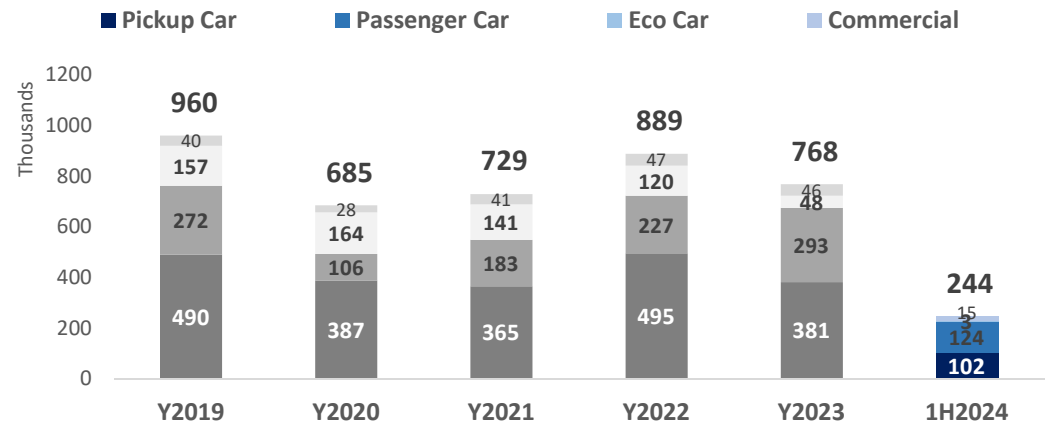
Q&A

# Automotive Industries: YTD (1H2024)

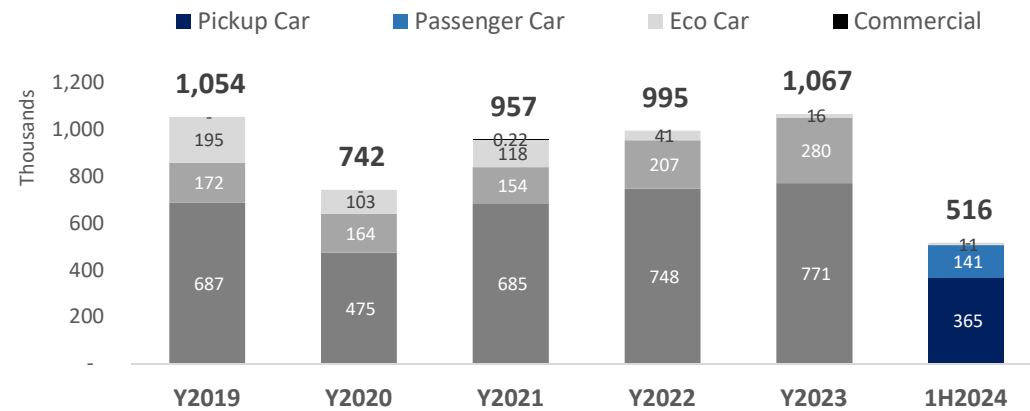
## Thailand Car Production



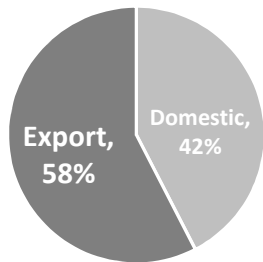
## For Domestic



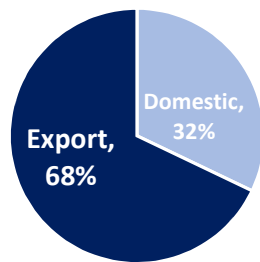
## For Export



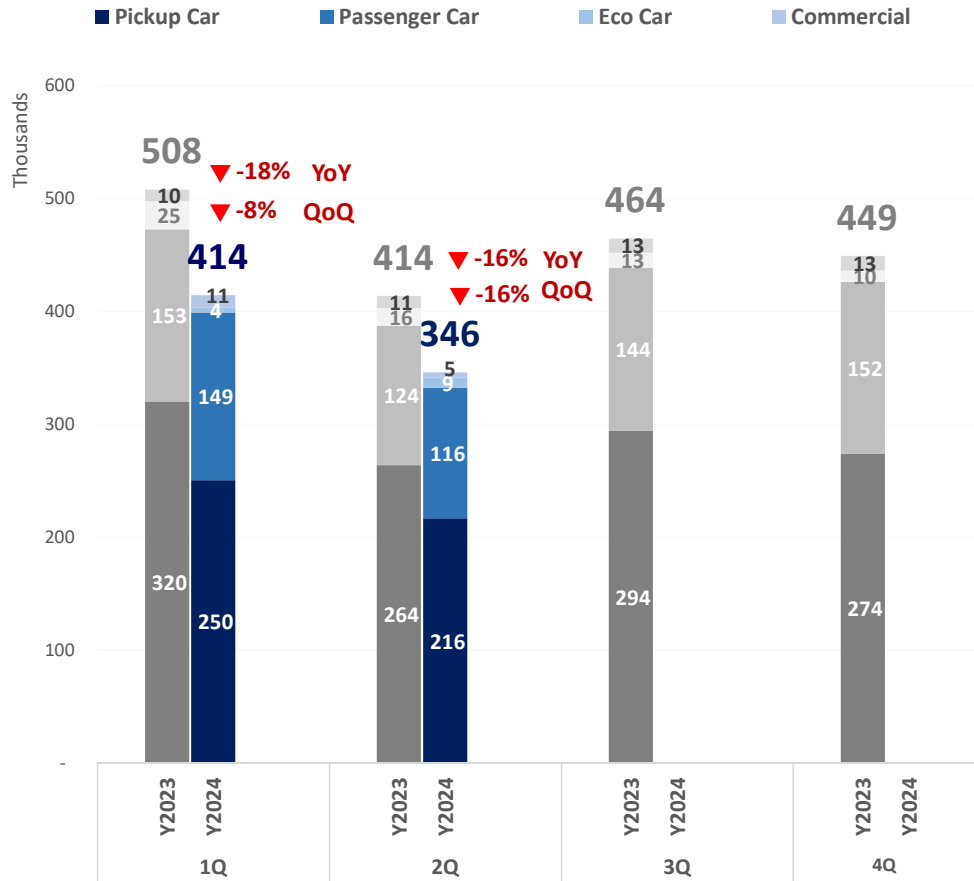
1H2023



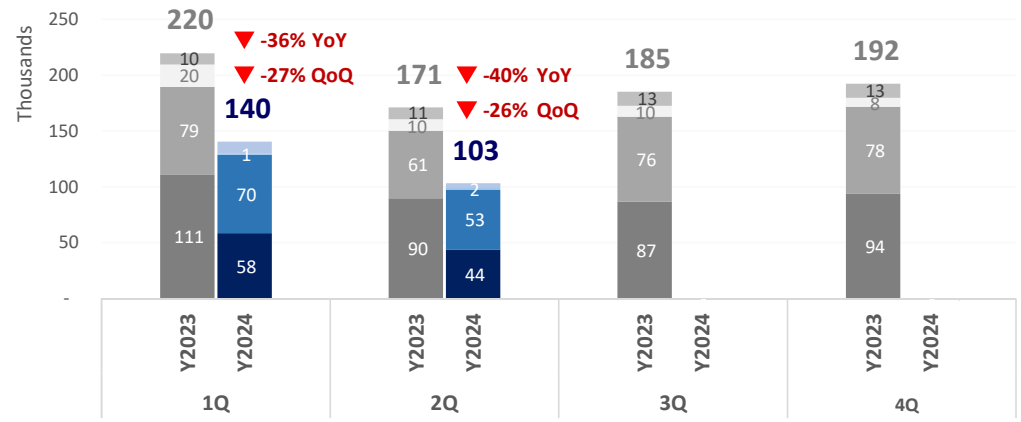
1H2024



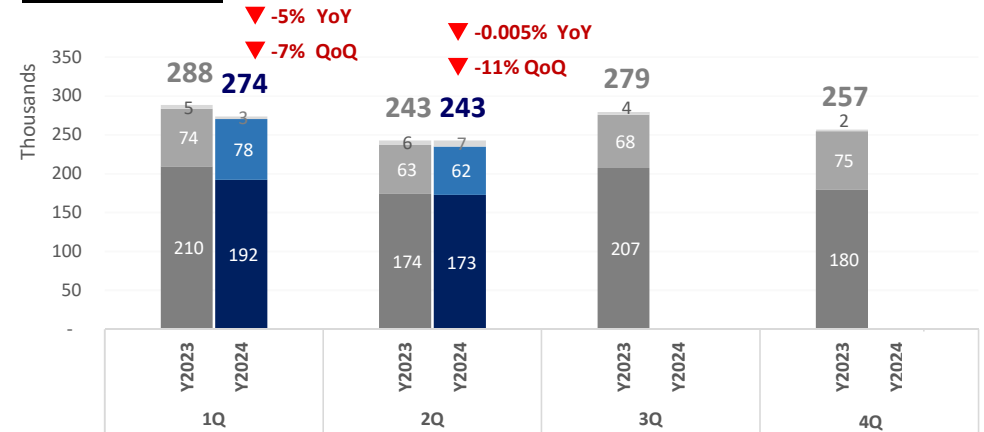
## Thailand Car Production



## For Domestic

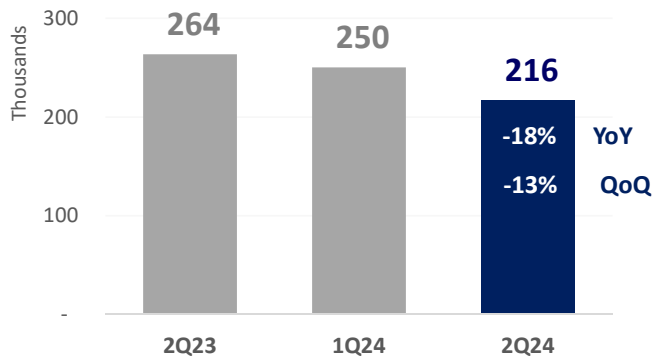


## For Export

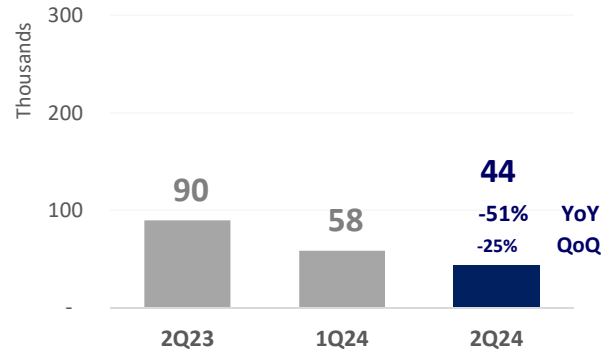


# Automotive Industries: by car types

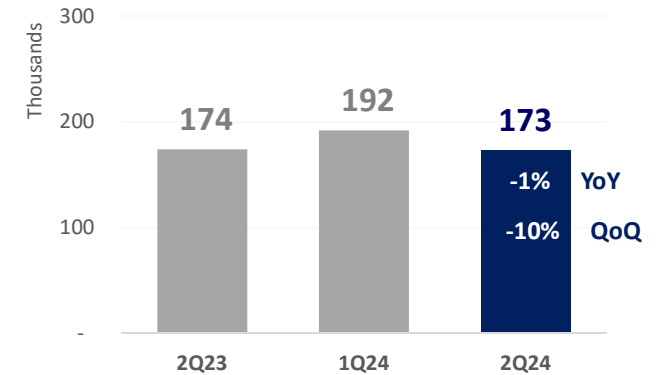
## Thailand pickup car production



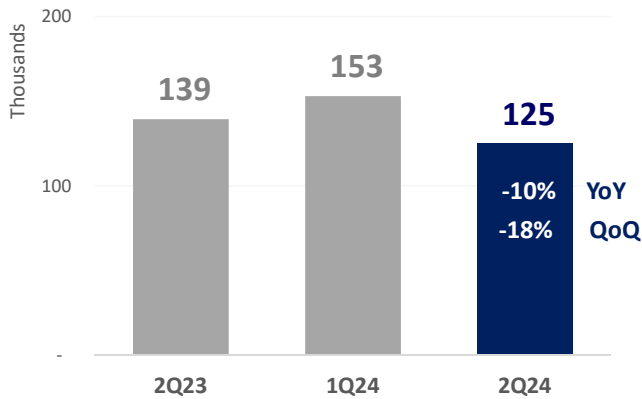
## Pickup: Domestic



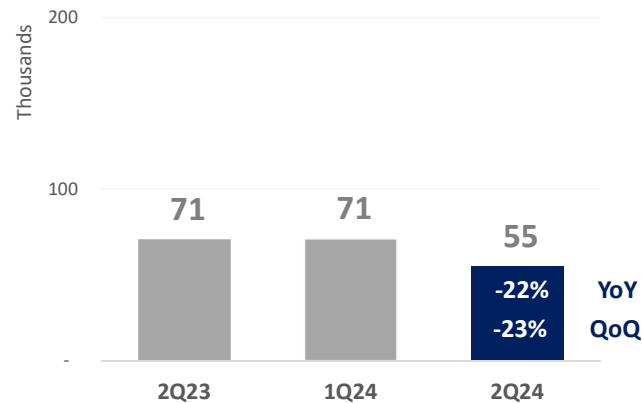
## Pickup: Export



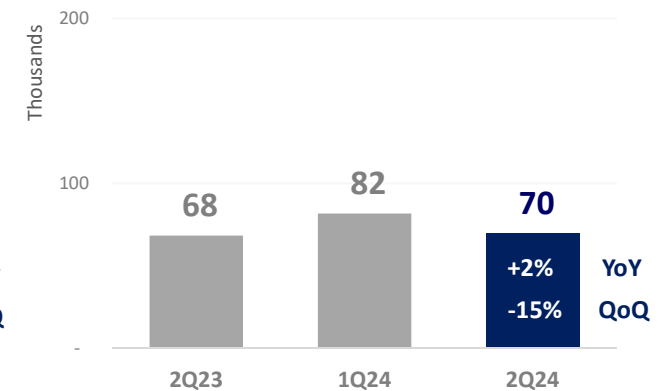
## Thailand passenger car production



## Passenger car: Domestic

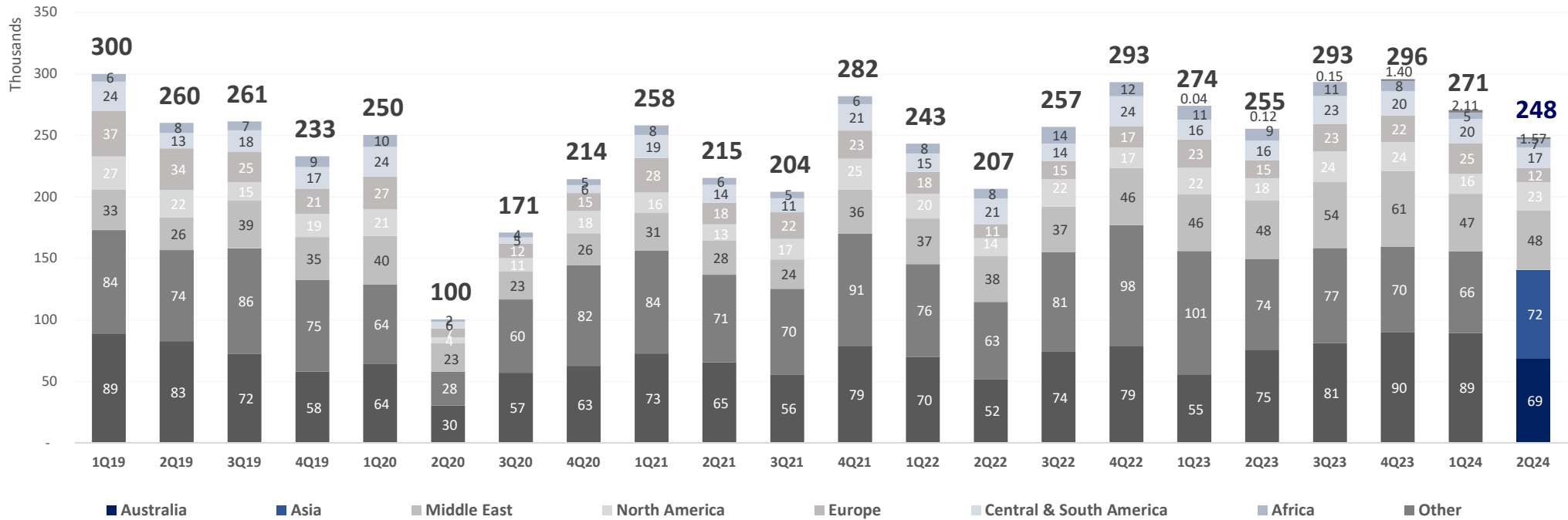


## Passenger car: Export



# Car Export Destinations

Unit: Thousand cars



• **QoQ (-8.2%)** % Mainly from

- 1.) Europe
- 2.) Australia
- 3.) Central & South Africa

• **YoY (-2.7%)** % Mainly from

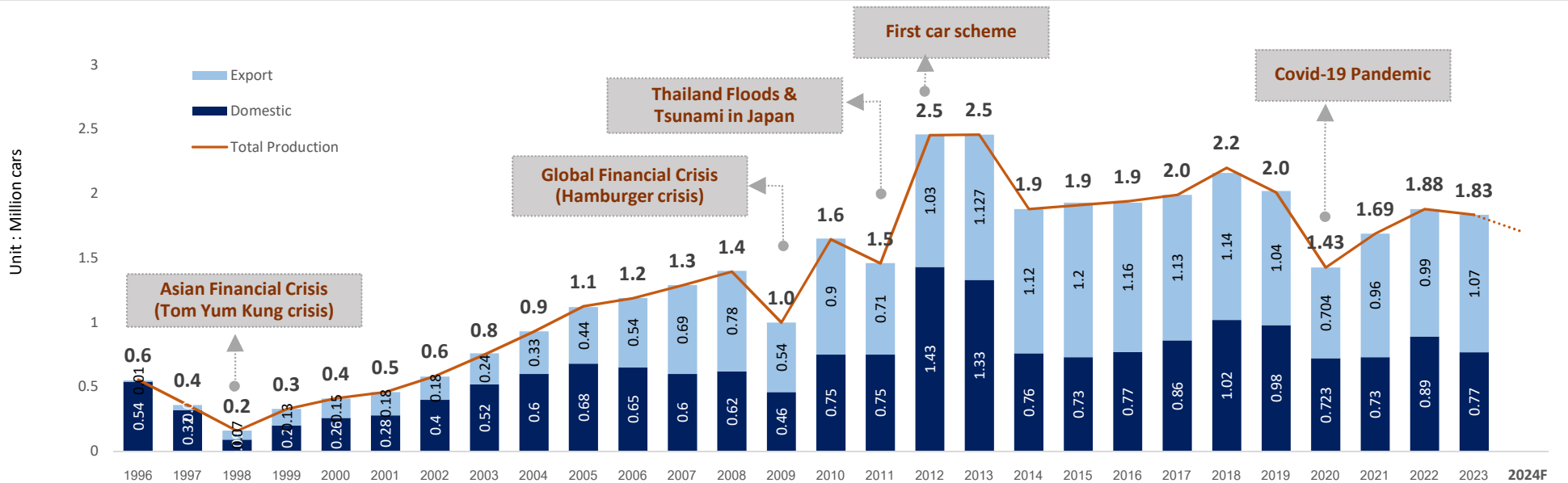
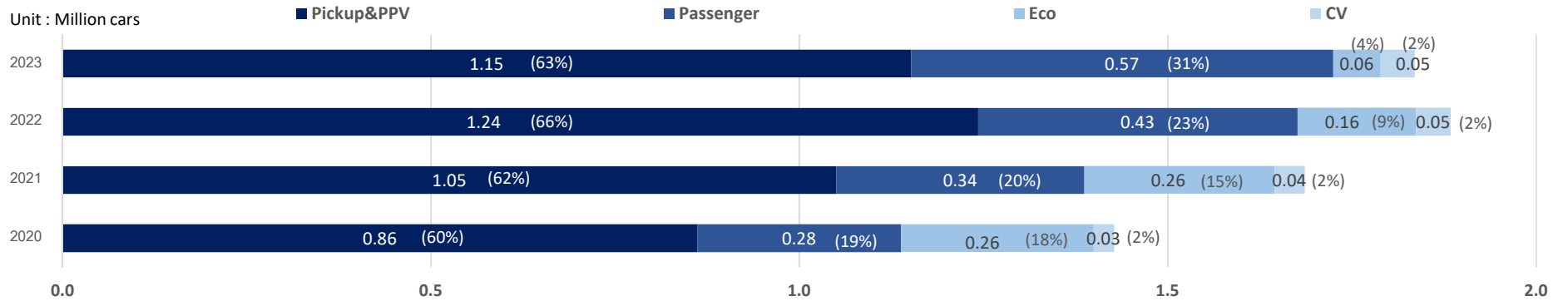
- 1.) Africa
- 2.) Europe
- 3.) Australia

• **2Q2024: Thailand top export markets destination** are Asia, Australia and Middle East

• **6M2024 (-2.7%)** % Mainly from

- 1.) Australia
- 2.) Asia
- 3.) Middle East

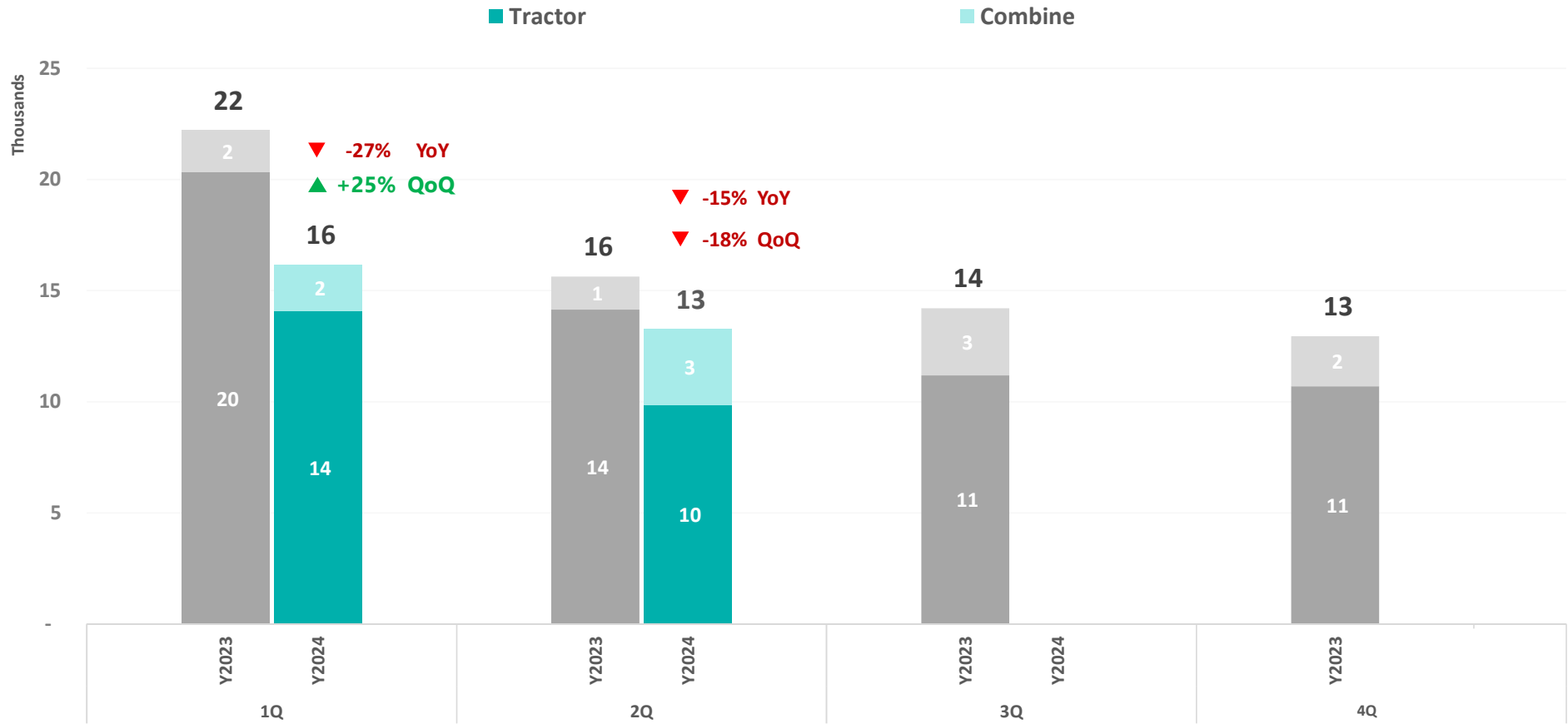
# Thailand automotive outlook





# Tractor production

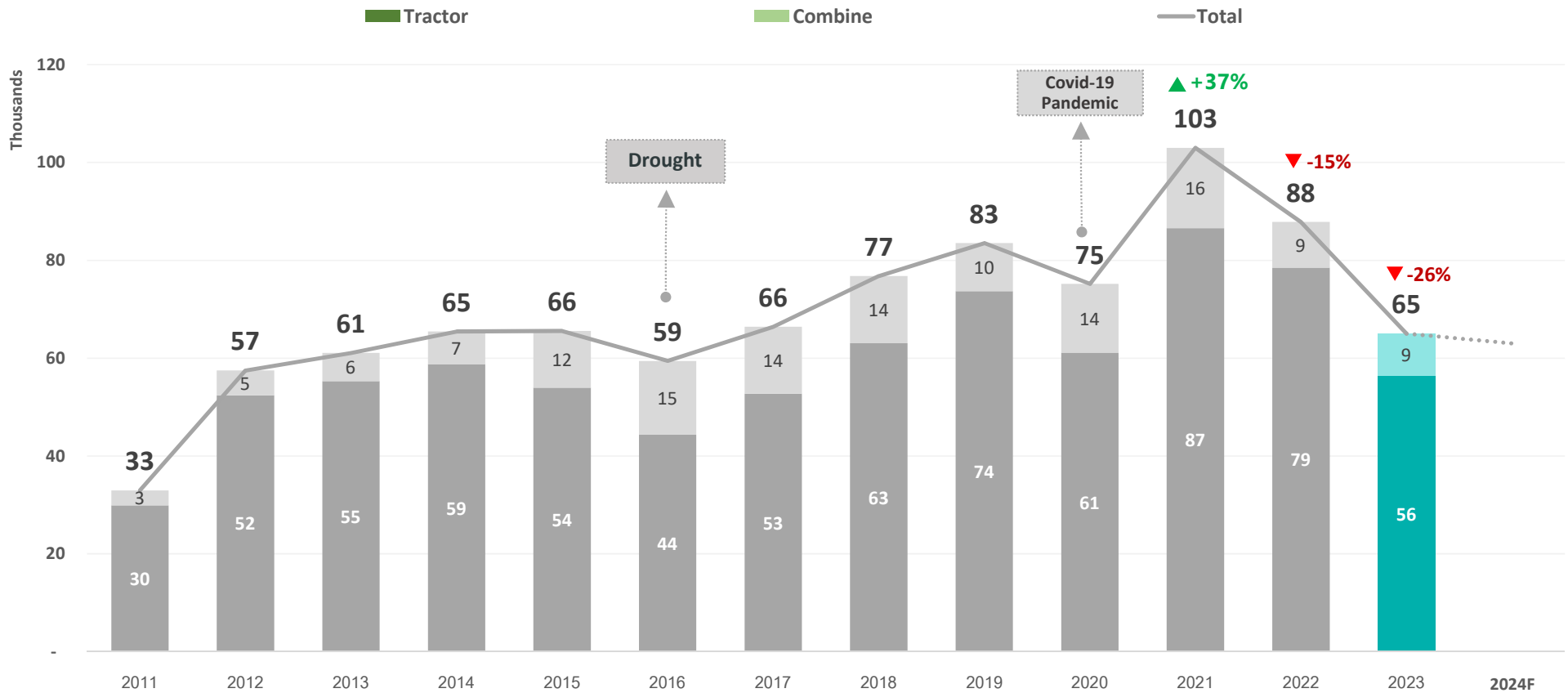
## Tractor production: YoY, QoQ



Source : Customer

# Tractor production

## Tractor production outlook



Source : Customer and SAT's forecast

## Key Takeaways

+

- Thailand still production based for pickup car
- New order in Y2023 will fully affect in Y2024
- Agriculture: 2H2024 trend to be better than 1H2024

-

- Purchasing power decreased
- EL NINO effect, other natural disaster
- Geopolitical risk





1

Highlight &  
Update  
2Q2024

2

Automotive &  
Tractor  
Industries

3



**Financial  
Summary**

4

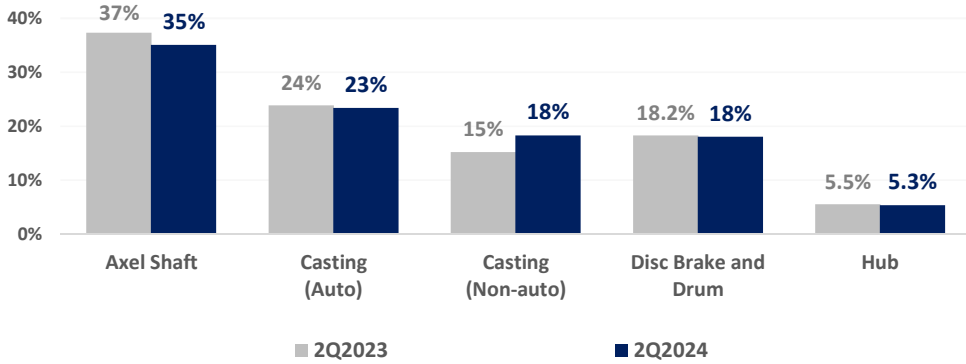
Sustainability  
Development

5

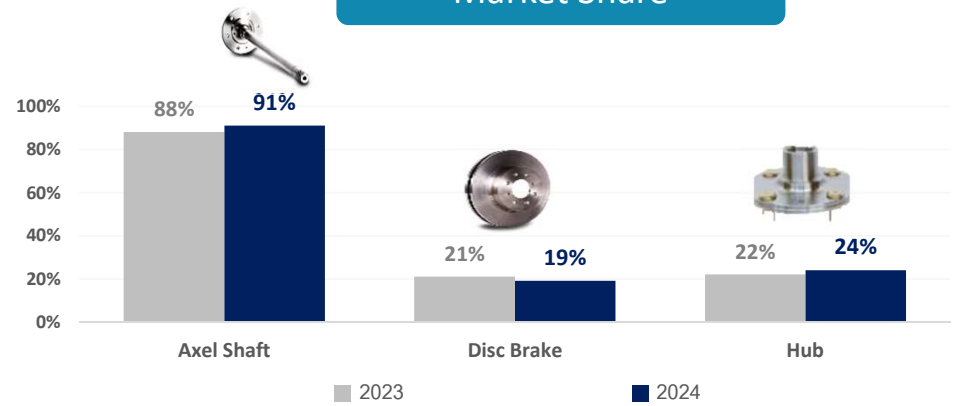
Q&A

# Sales 2H2024 vs 2H2023 Sales (YoY)

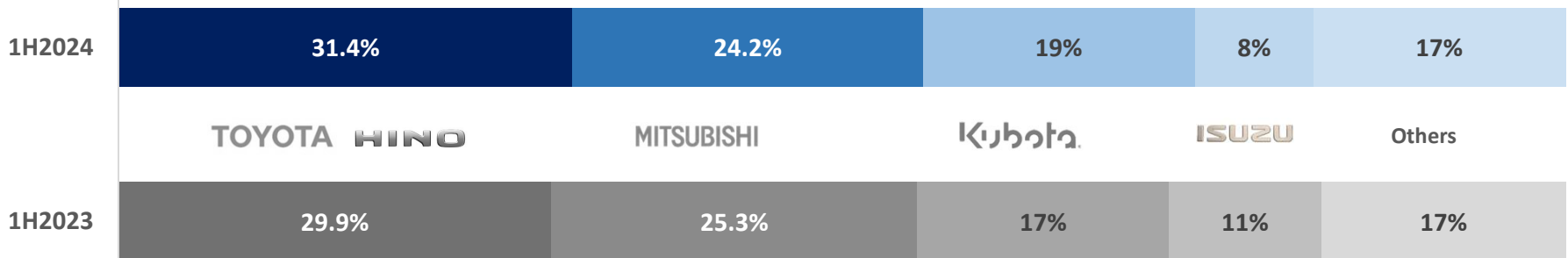
## Sales Contribution



## Market Share



## Sales by Brands

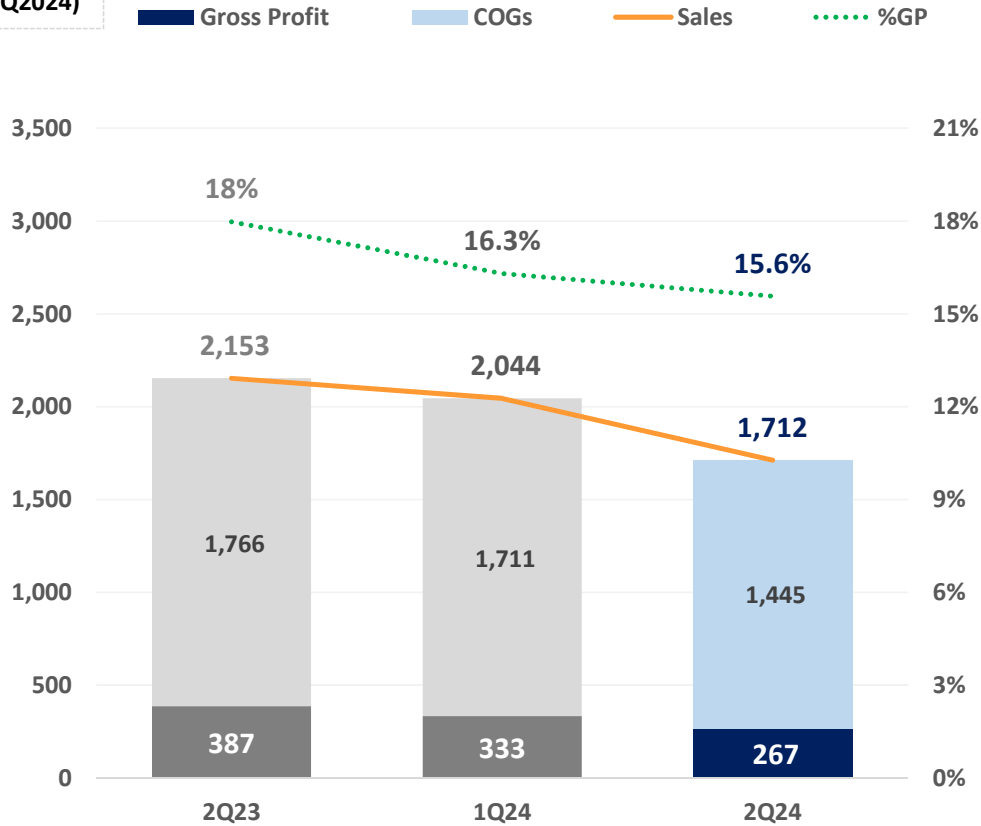


Note: \*Other : Other customers included direct export

# Sales and Gross Profit

Unit: Million Baht

QoQ, YoY  
(2Q2024)



### QoQ

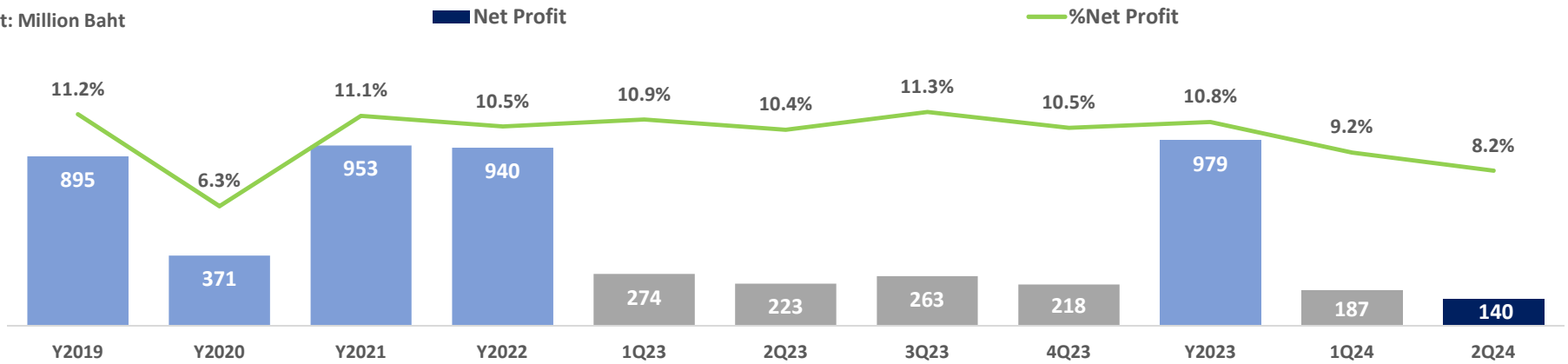
- ▼ Sales revenue decreased by -16.3%, from both auto and agriculture
- ▼ GP amount decreased by -20%
- ▼ %GP decreased by -0.7%

### YoY

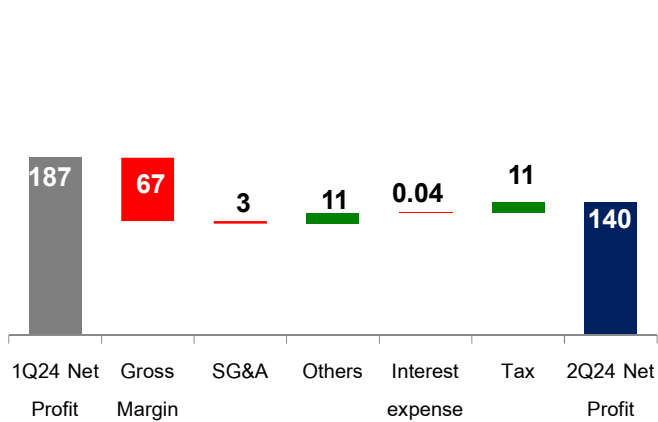
- ▼ Sales revenue decreased by -20%
- ▼ GP amount decreased by -31%
- ▼ %GP decreased by -2.4%

# Net Profit

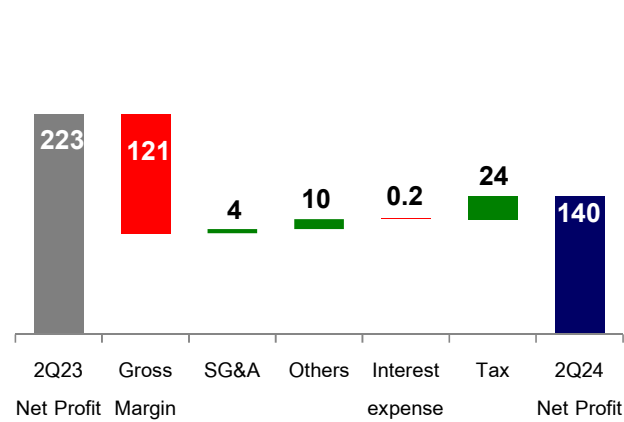
Unit: Million Baht



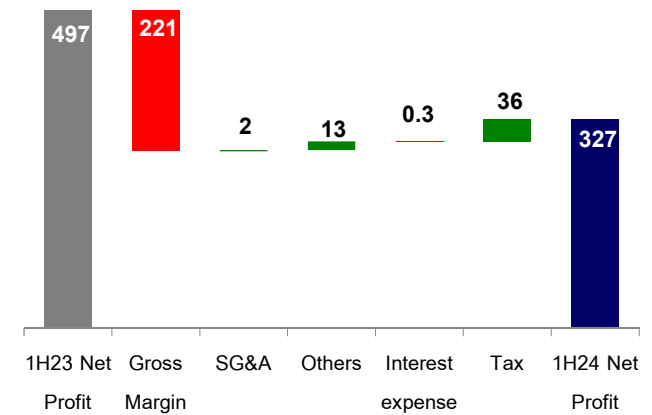
## QoQ: 2Q24 vs 1Q24



## YoY: 2Q24 vs 2Q23



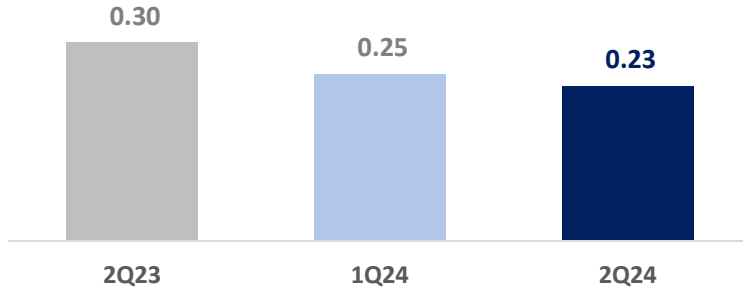
## YTD: 6M



# Financial Ratio

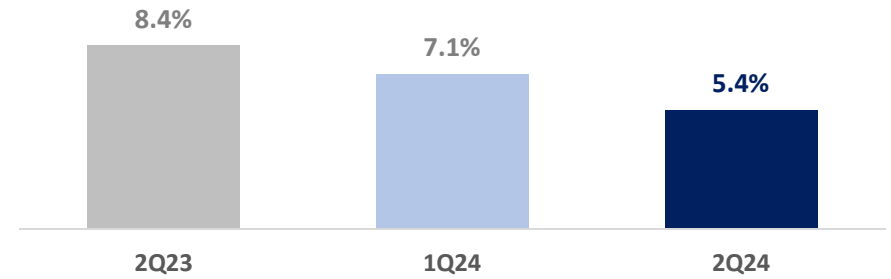
## DE Ratio

(X)



## Return on Asset

(%)

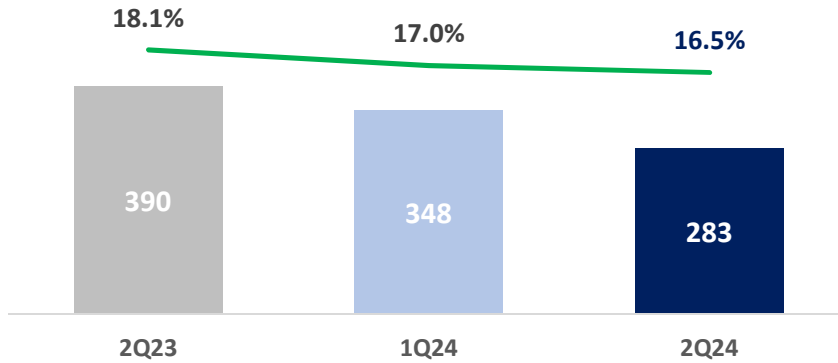


## EBITDA

Unit: Millions THB

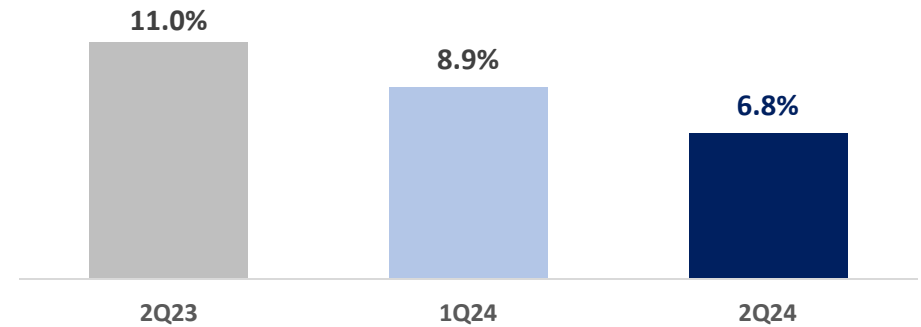
■ EBITDA

— % EBITDA



## Return on Equity

(%)

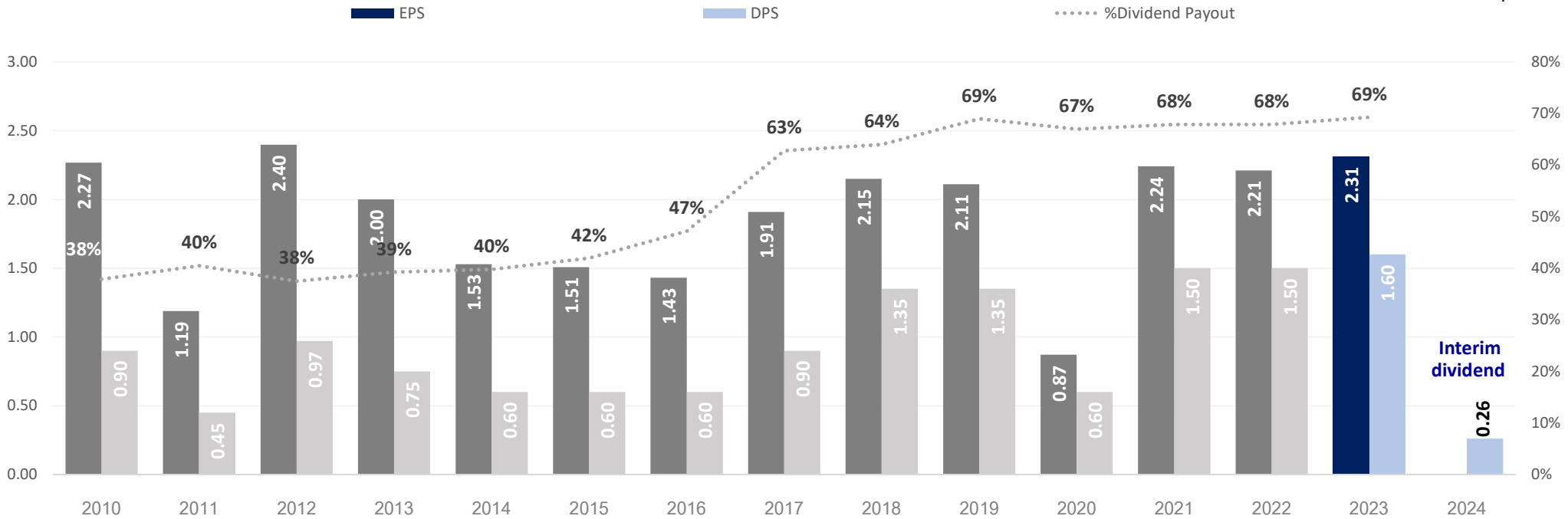




# Dividend Payments

Unit: Baht per Share

Unit: % Payout



- Y2023: Dividend payment is 1.60 THB/share (interim dividend 0.38 THB/share)
- Y2024: Interim dividend is 0.26 THB/share will pay on 6<sup>th</sup> Sep 2024

Note: Dividend policy at a minimum rate of 30% of net profit after tax and legal reserve



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**1**

Highlight &  
update  
2Q2024

**2**

Automotive &  
Tractor  
Industries

**3**

Financial  
Summary

**4**



**Sustainability  
Development**

**5**

Q&A

# Sustainability Development Target Y2024

## Environmental

Indicator	Target
<b>GHG -30% @2030</b> Reduction of GHG emission per production unit and absolute GHG emission	14%
<b>Energy Saving</b> Reduction of energy per production quantity	4.5%
<b>Waste</b> Reduction of industrial waste disposal	3%
Reduction of non-hazardous waste	12%
Zero Industrial waste to landfill within 3 year	Decrease 30% from Y2023
<b>Water</b> Decreasing no. of water consumption	25%

## Social

Indicator	Target
<b>Development of good people</b> Employee's participation in Voluntary activities	100%
<b>Training</b>	12hrs.
<b>LTIF</b> (Loss time injury frequency rate)	0
<b>Employee Engagement</b>	Survey in Y2025
<b>Create value for society</b>	0.5% of Net profit

## Governance

Indicator	Target
<b>Customer satisfaction</b>	100%
<b>BCP 100%</b>	100%
<b>Cyber security</b>	≥ 85%
<b>Anti-corruption Supplier commitment with SAT (New supplier)</b>	100%
<b>Anti-corruption Supplier commitment With CAC (Focus Group)</b>	100%
<b>ESG Supplier Risk Assessment</b>	100%
<b>Business Ethics</b> Has business ethics training	100%
Has business ethics pass test	100%



# Rewards and Activities

## Social Awards



## Good Corporate Governance Awards



**CG Scoring Excellent 15 years in roll**

## Awards



## Environmental Awards

Carbon Footprint of  
Circular Economy  
Product Certification



Sustainability  
Awards of Honor

**9** years in roll

**SET** AA  
ESG Ratings 2023



Bronze Awards: Kubota Kaizen World Cup 2024



1

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update  
2Q2024

2

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Tractor  
Industries

3

Financial  
Summary

4

Sustainability  
Development

5



Q&A

## Somboon Advance Technology Public Company Limited

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### Investor Relation



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S A T

**THANK YOU**



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