



SOMBOON
ADVANCE TECHNOLOGY

**Drive Business toward
a Sustainable Future**

Opportunity Day 3Q2024

27th Nov 2024



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1



**Highlight &
Update
3Q2024**

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%

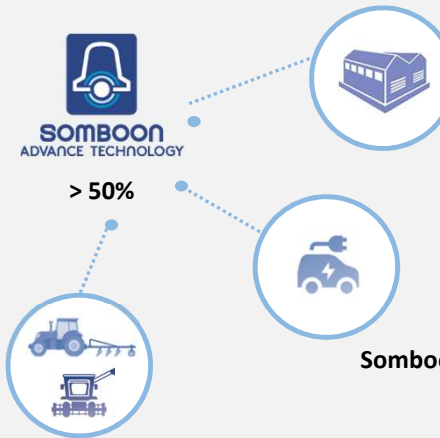
Others

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

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

New Businesses (~1%)

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

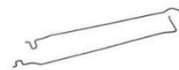
MSA



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



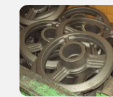
Case Bevel Gear



Differential Assy



Frame Tension



Roller 275

Implement



Case Drive



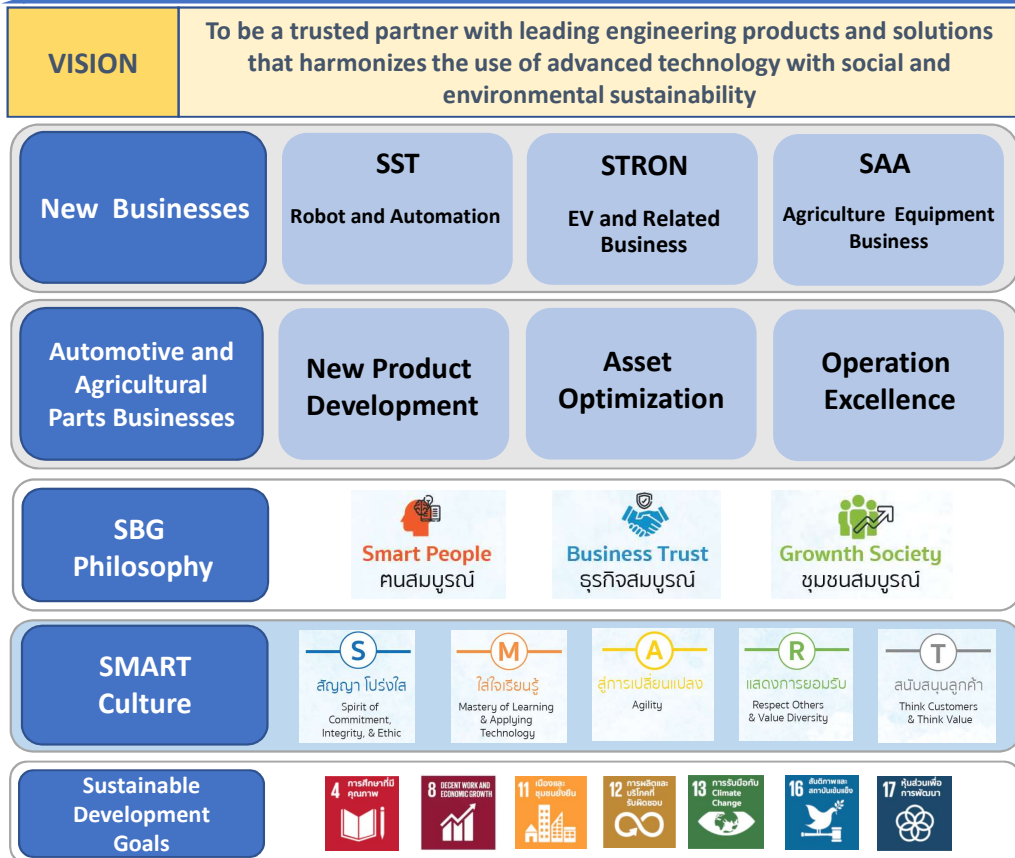
Rotary Blade



Assy Cutting Blade

Strategic Directions

Strategic Plan 2022 - 2026



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



3Q2024 highlights

Financial Performance



1,853 MB

Sales Revenue



318 MB

EBITDA

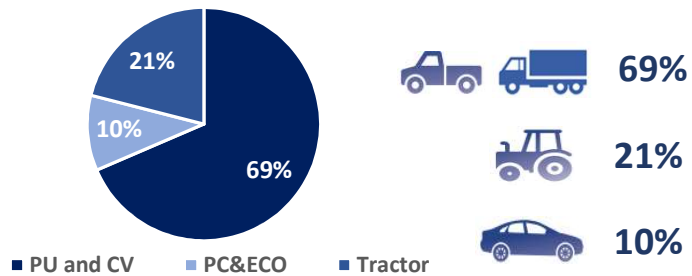


159 MB

Net Profit



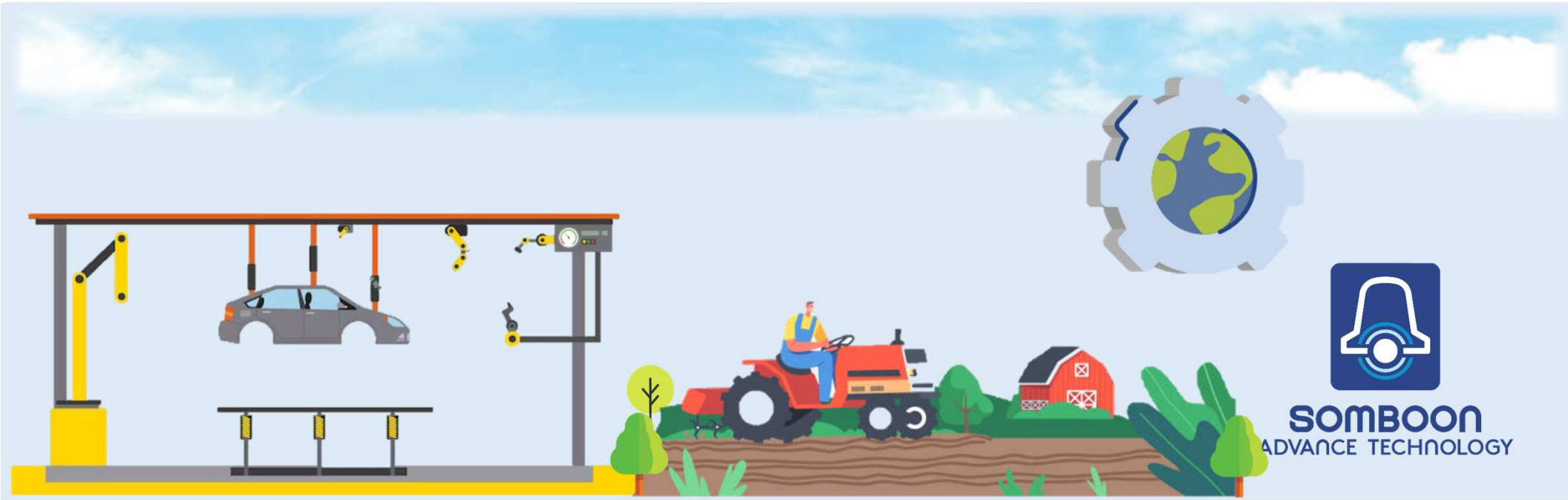
Revenue contribution by type 3Q2024



Continue achieving cost reduction program in production lines



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



1

Highlight &
Update
3Q2024

2



**Automotive &
Tractor
Industries**

3

Financial
Summary

4

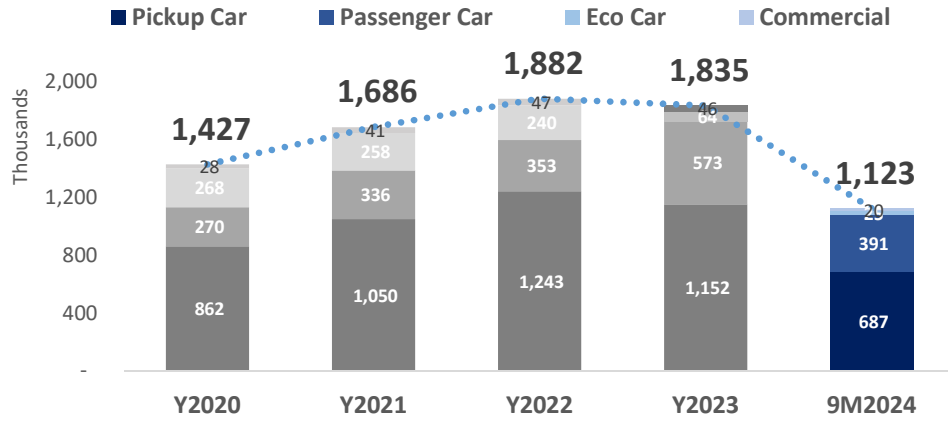
Sustainability
Development

5

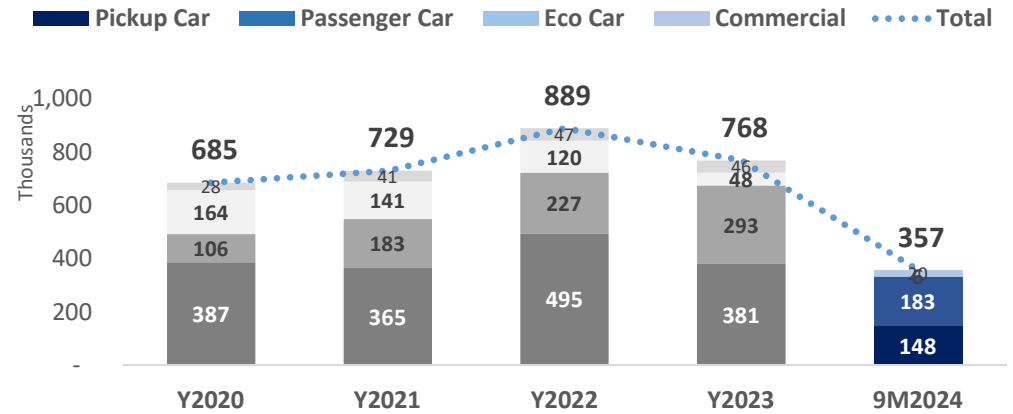
Q&A

Automotive Industries: YTD (9M2024)

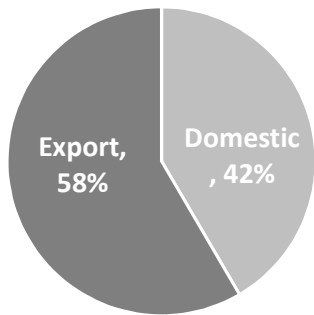
Thailand Car Production



For Domestic

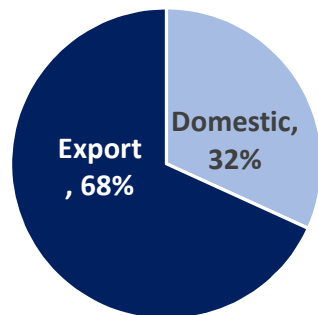


9M2023



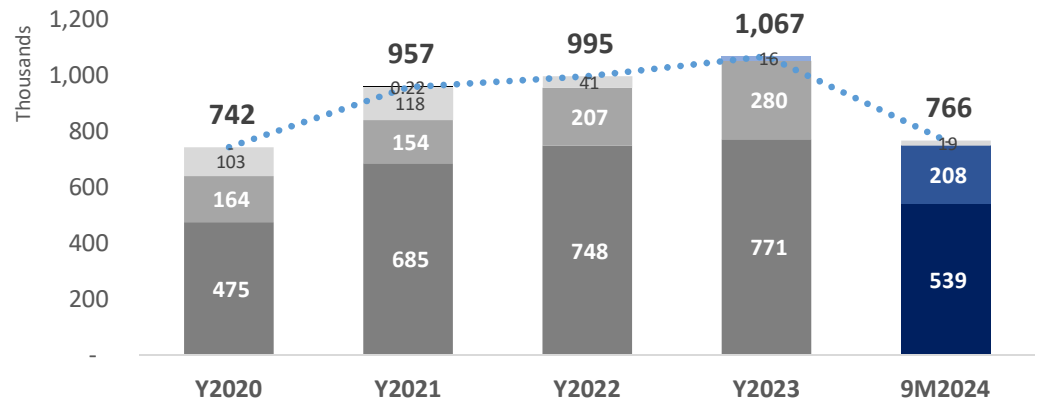
■ Domestic

9M2024

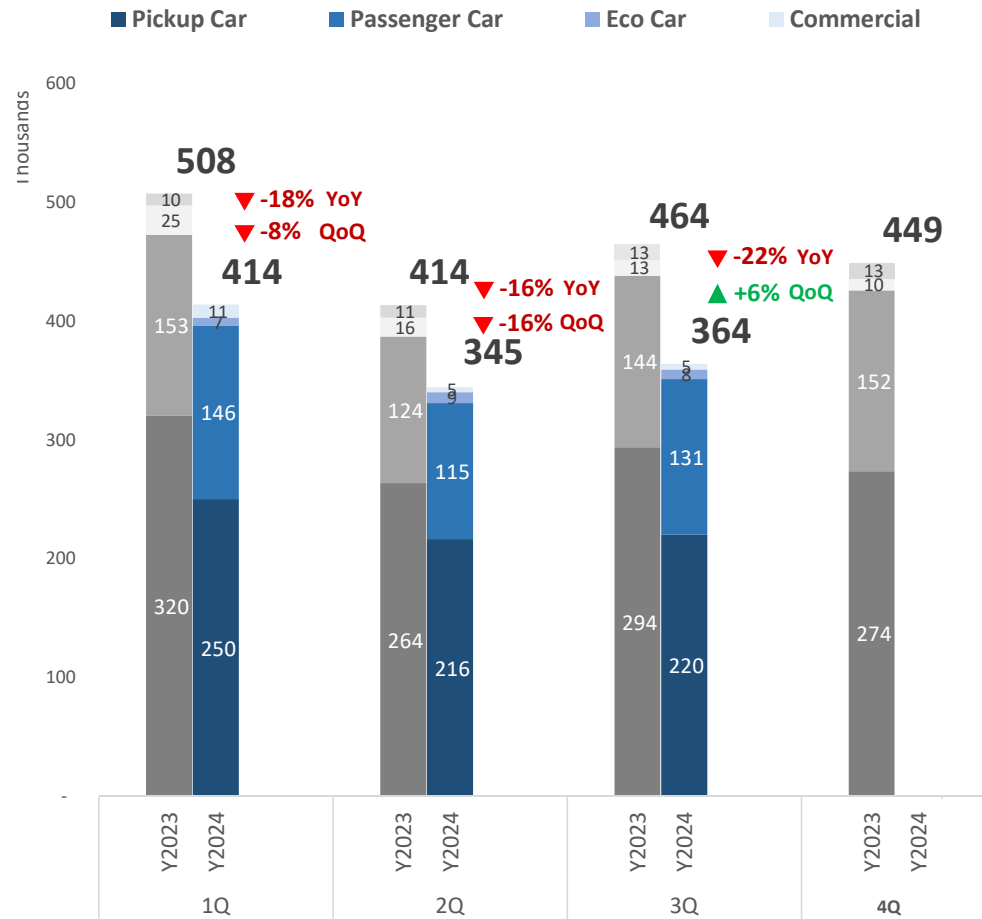


■ Export

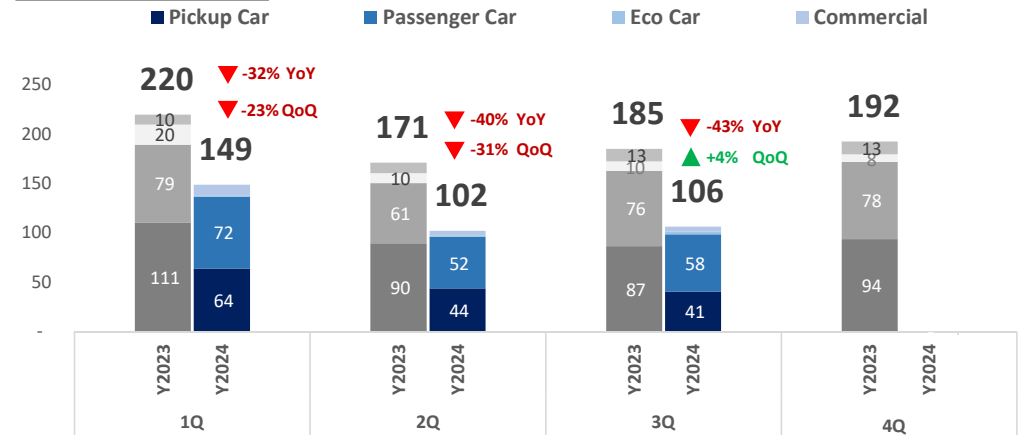
For Export



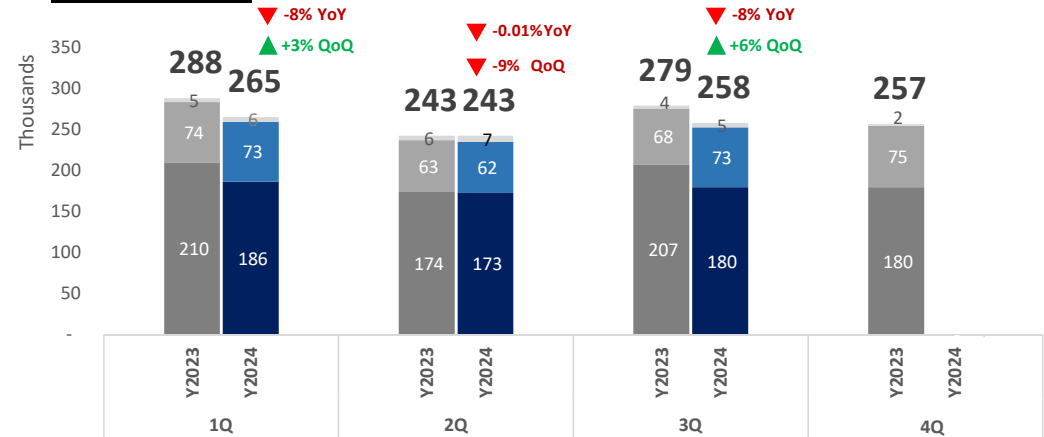
Thailand Car Production



For Domestic

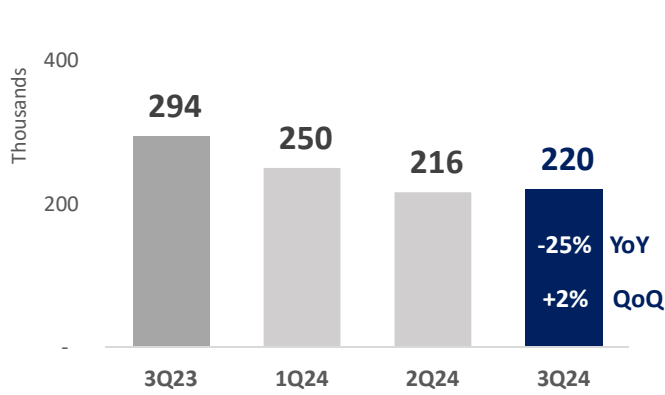


For Export

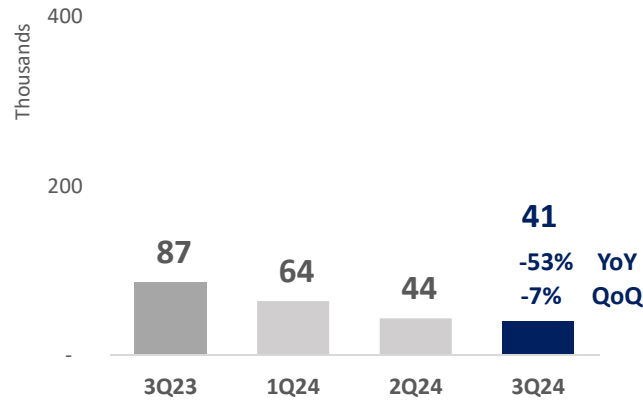


Automotive Industries: by car types

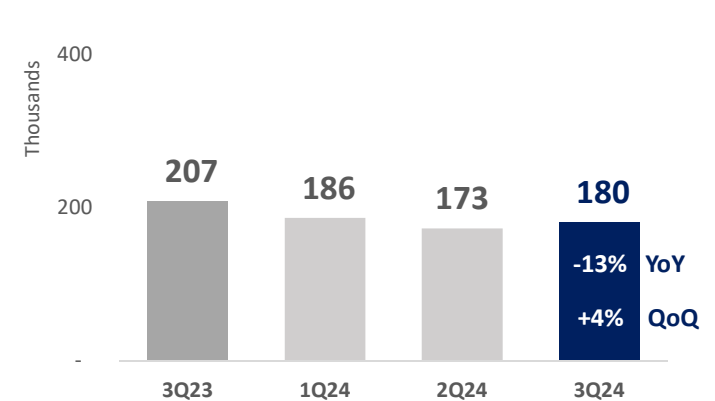
Thailand pickup car production



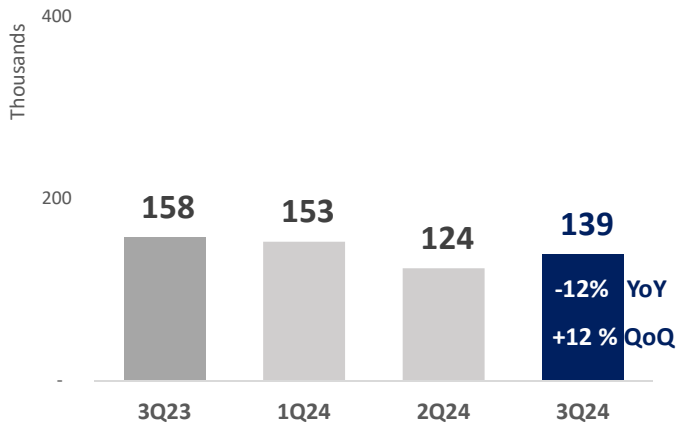
Pickup: Domestic



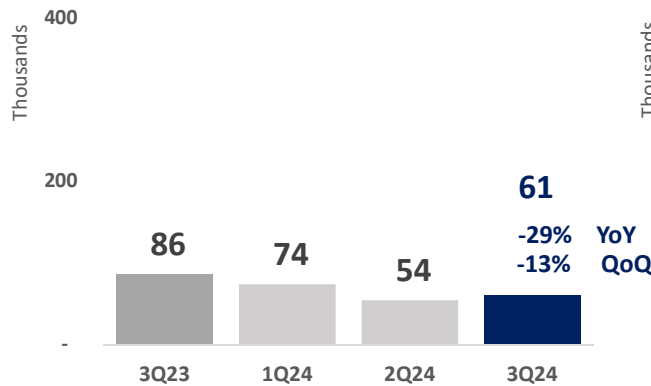
Pickup: Export



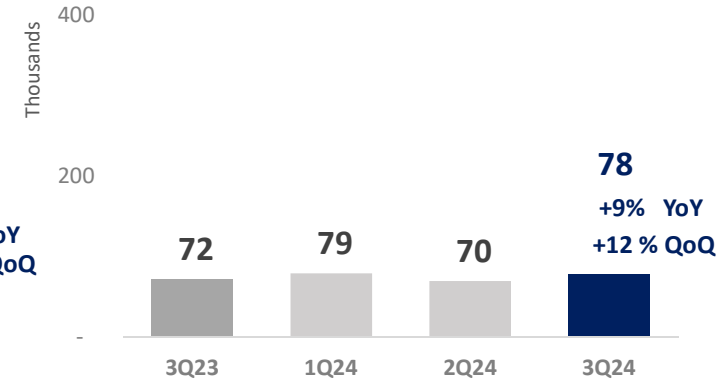
Thailand passenger car production



Passenger car: Domestic

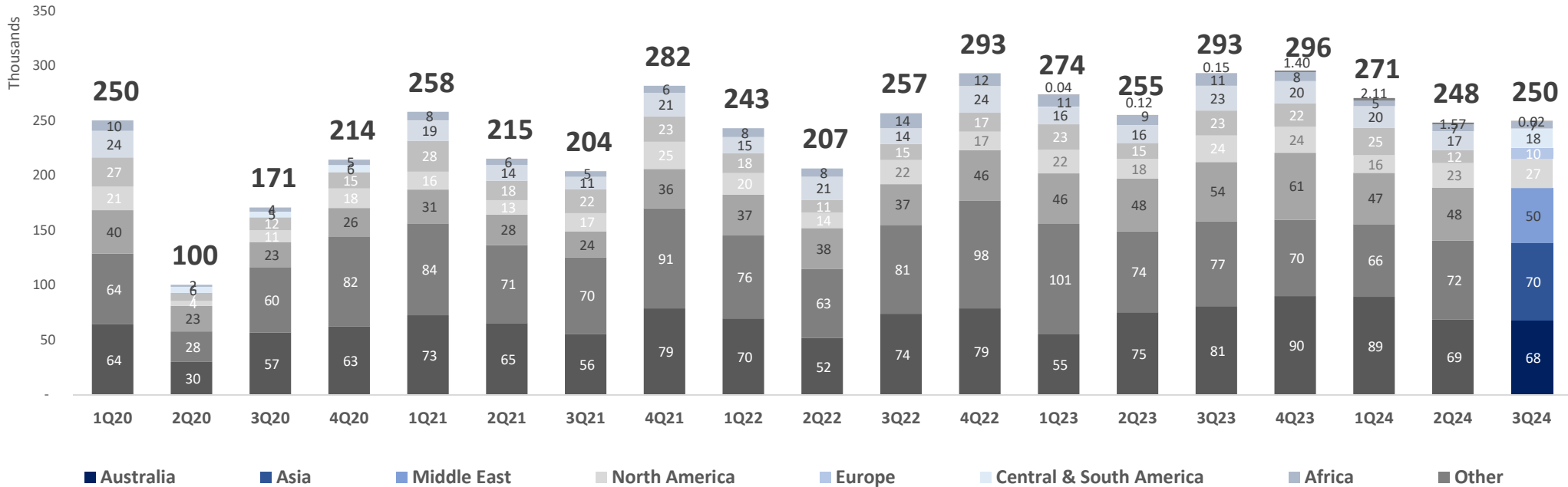


Passenger car: Export



Car Export Destinations

Unit: Thousand cars



• **QoQ (+0.5%)** % Mainly from

- 1.) North America
- 2.) Central & South Africa
- 3.) Middle East

• **YoY (-15%)** % Mainly from

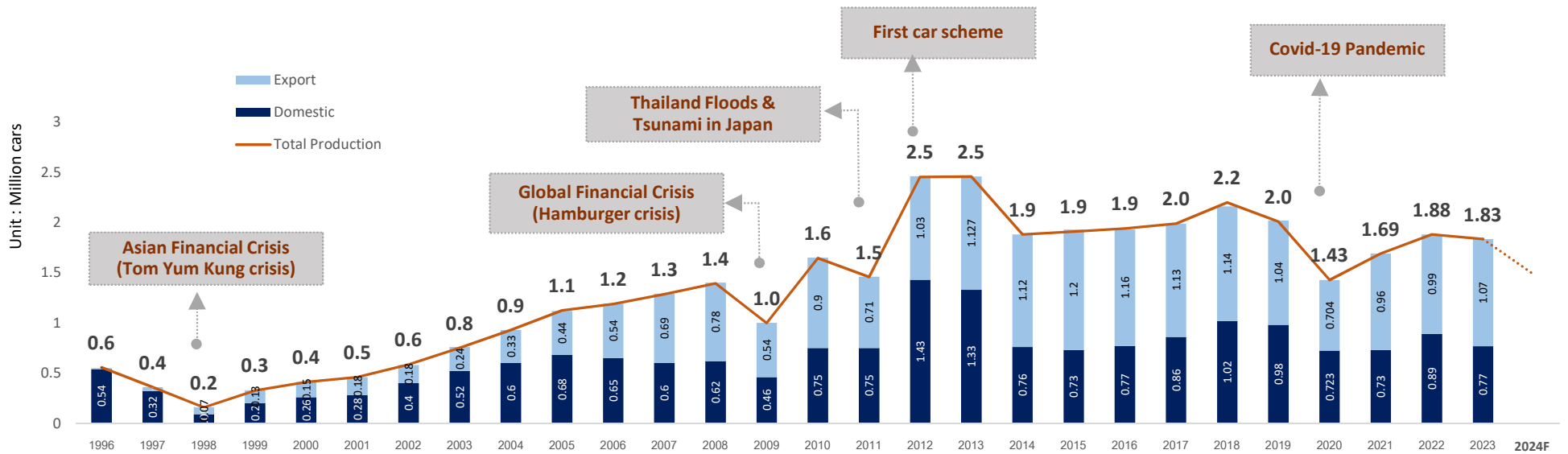
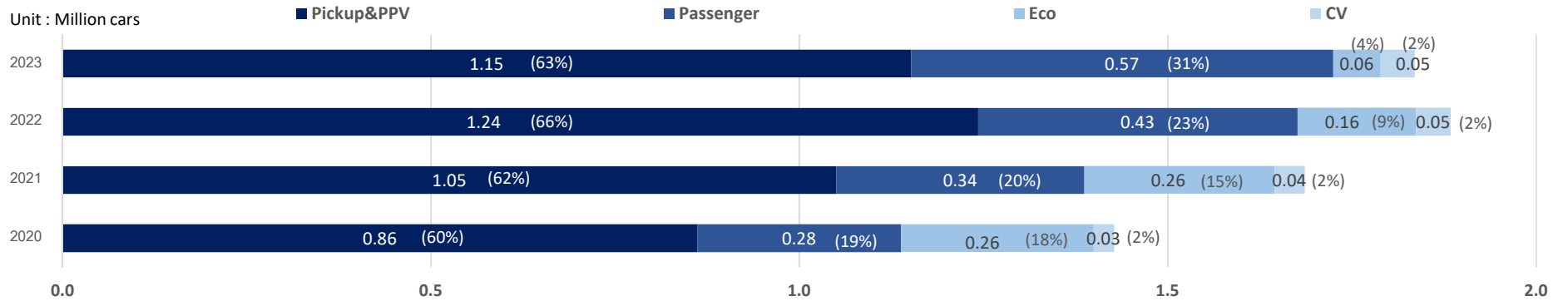
- 1.) Europe
- 2.) Africa
- 3.) Central & South Afric

• **3Q2024: Thailand top export markets destination** are Asia, Australia and Middle East

• **9M2024 (-7%)** % Mainly from

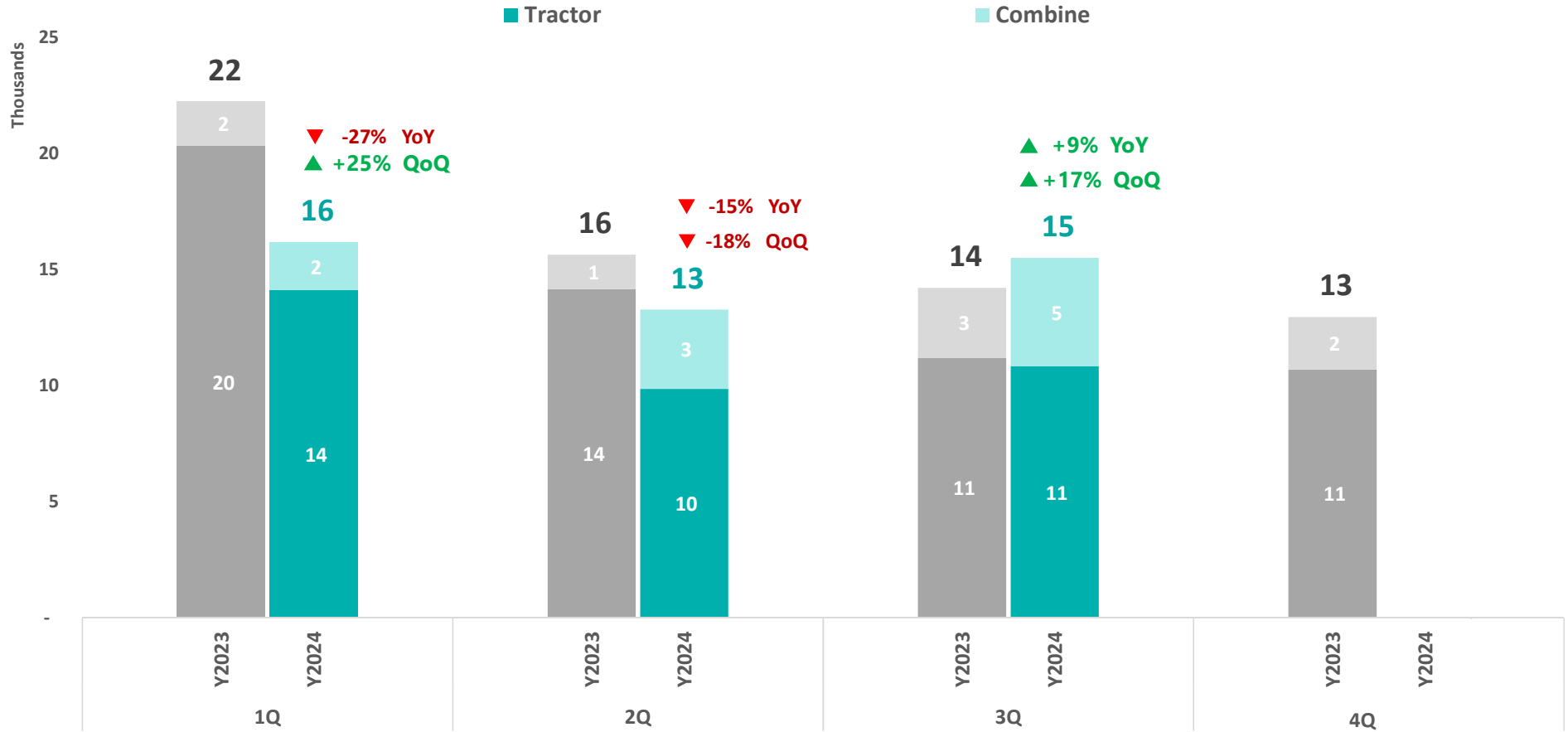
- 1.) Africa
- 2.) Europe
- 3.) Asia

Thailand automotive outlook



Tractor production

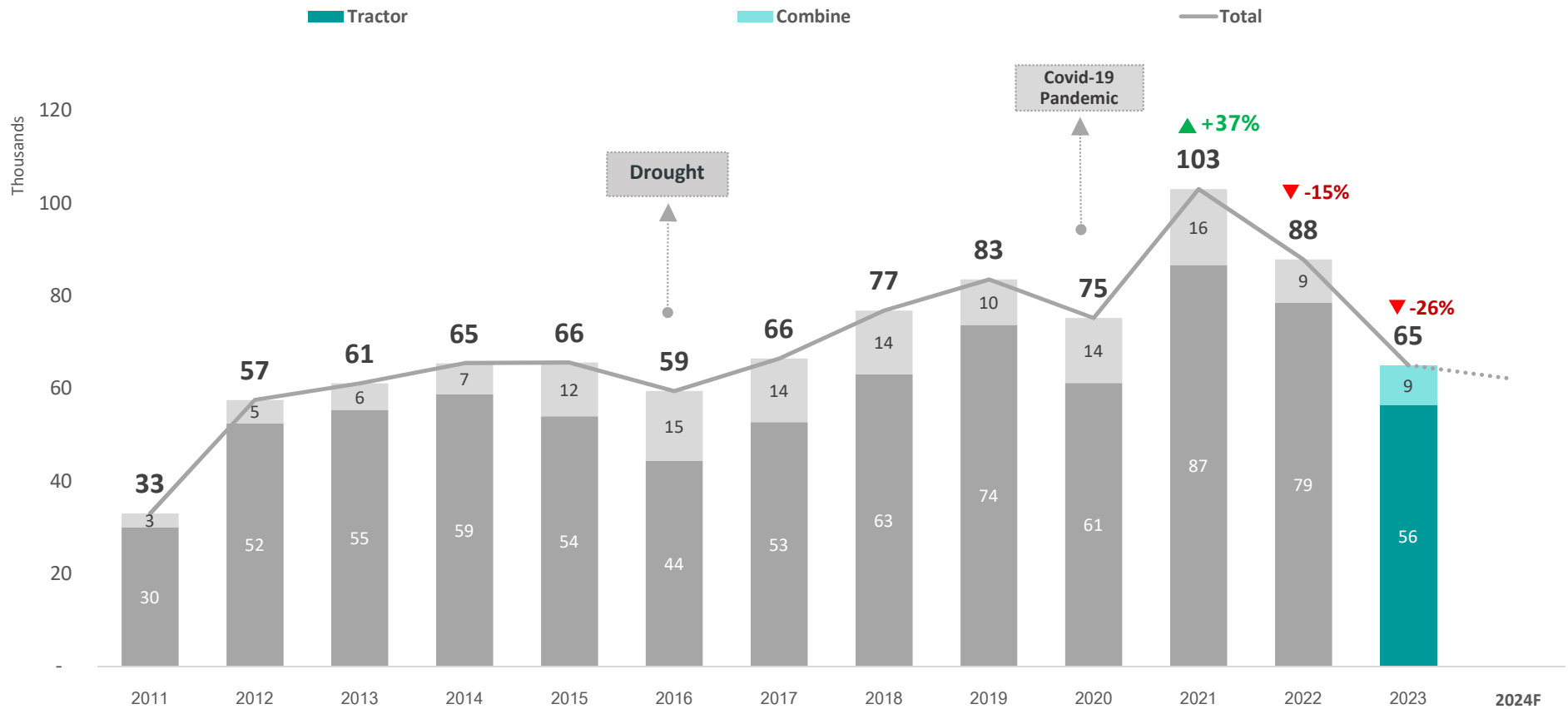
Tractor production: YoY, QoQ



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 tend to be better than 1H2024



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





1

Highlight &
Update
3Q2024

2

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Tractor
Industries

3



**Financial
Summary**

4

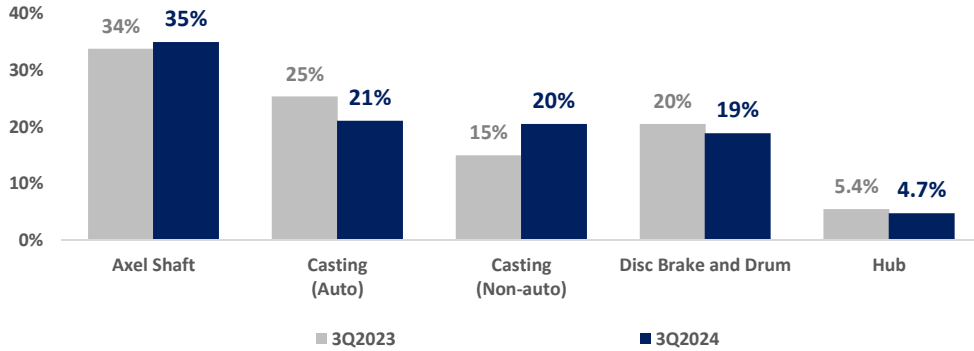
Sustainability
Development

5

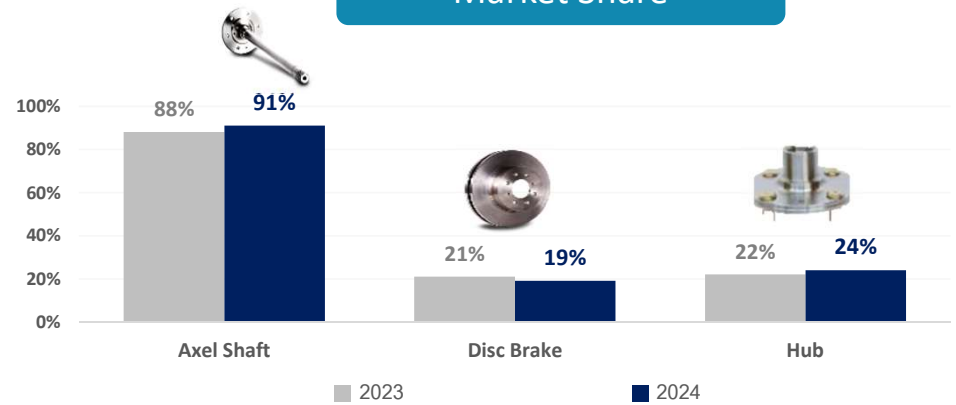
Q&A

Sales 2024 vs 2023 Sales

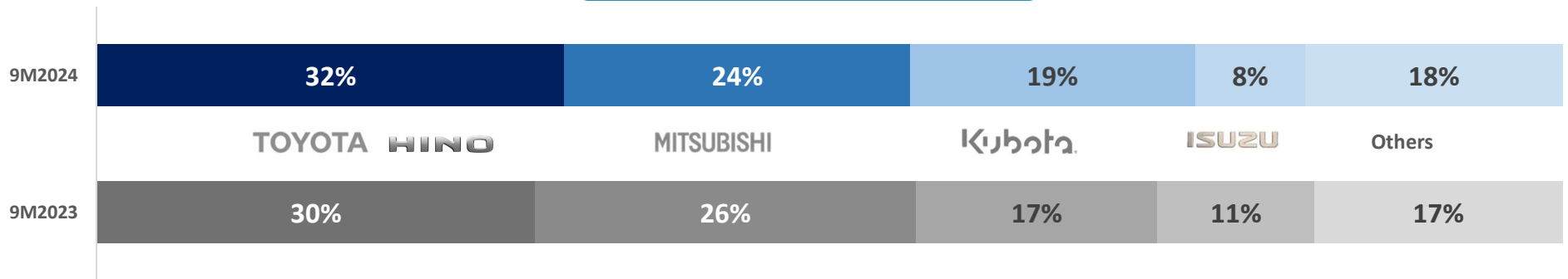
Sales Contribution



Market Share



Sales by Brands



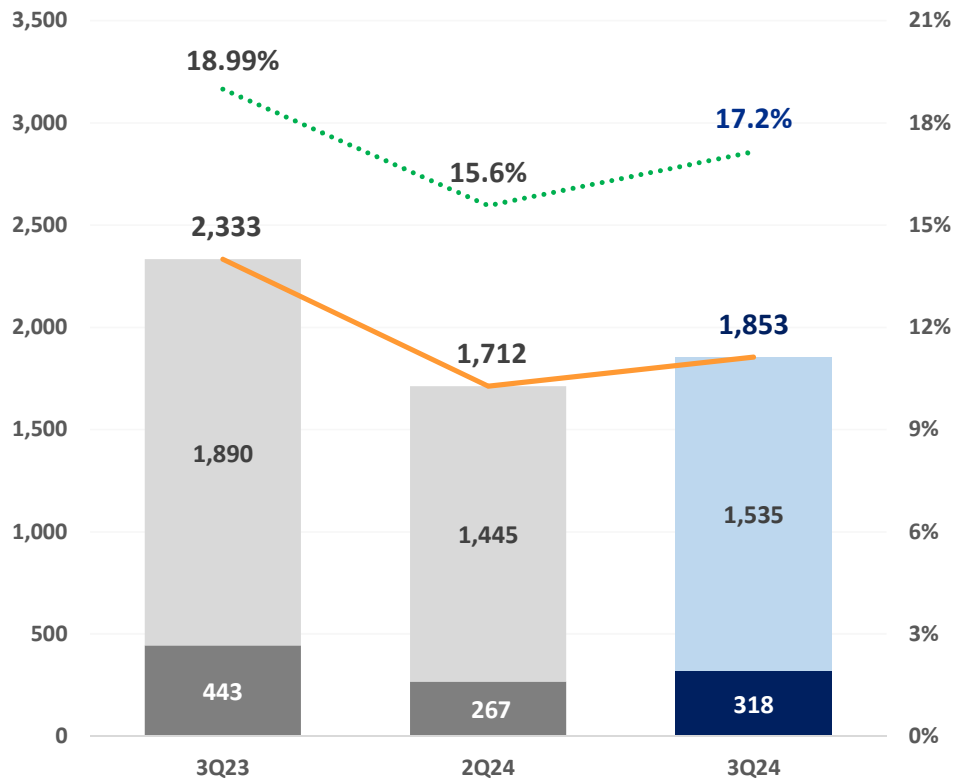
Note: *Other : Other customers included direct export

Sales and Gross Profit

Unit: Million Baht

QoQ, YoY
(3Q2024)

■ Gross Profit ■ COGs — Sales %GP



QoQ

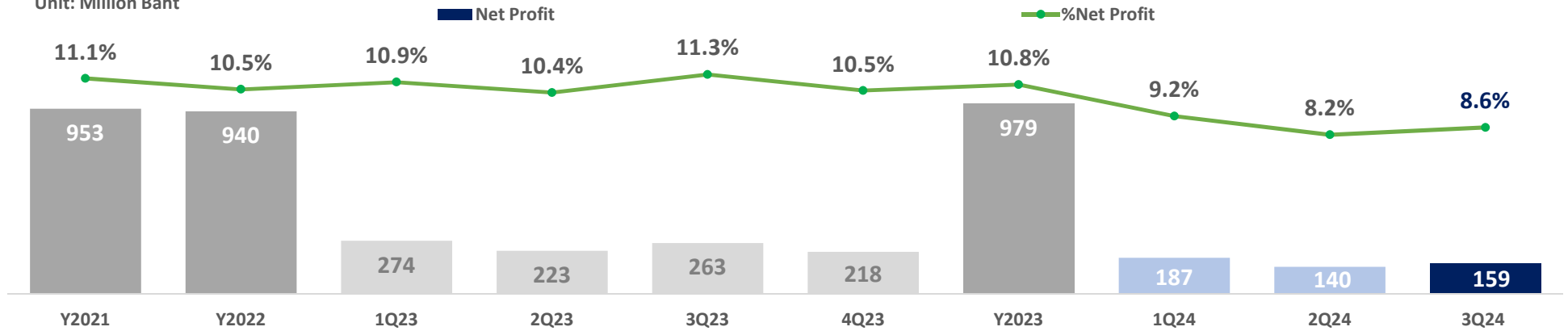
- ▲ Sales revenue increased by +8%, from both auto and agriculture
- ▲ GP amount increased by +19%
- ▲ %GP increased by +2%

YoY

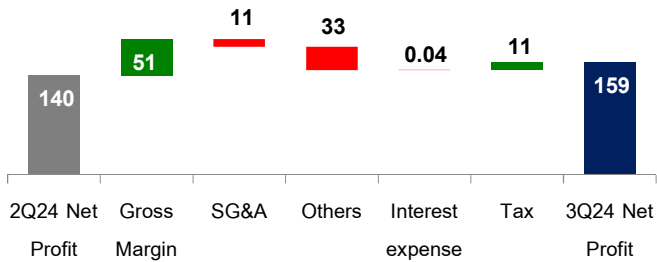
- ▼ Sales revenue decreased by -21%
- ▼ GP amount decreased by -28%
- ▼ %GP decreased by -2%

Net Profit

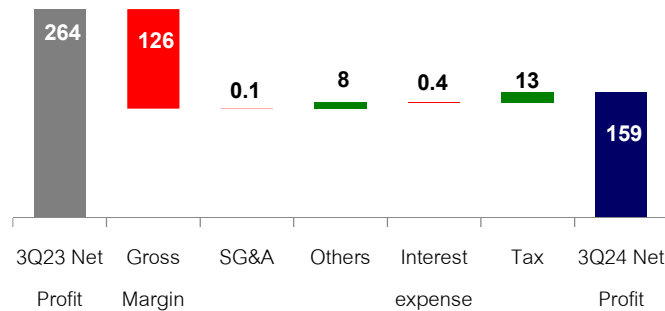
Unit: Million Baht



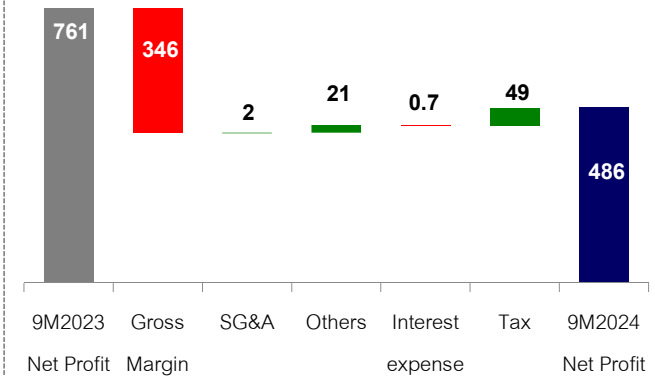
QoQ: 3Q24 vs 2Q24



YoY: 3Q24 vs 3Q23



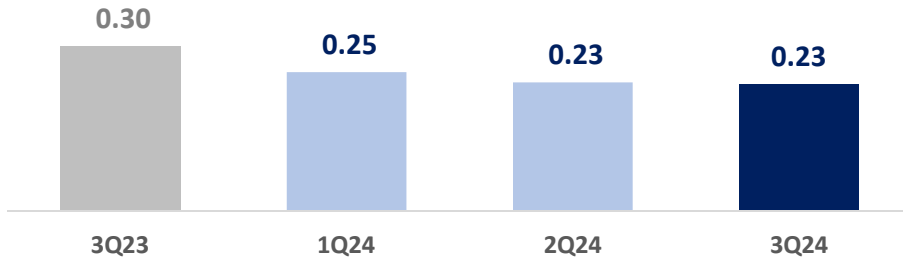
YTD: 9M



Financial Ratio

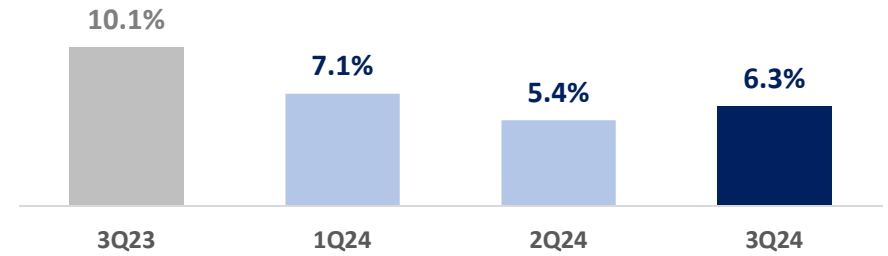
DE Ratio

(X)



Return on Asset

(%)

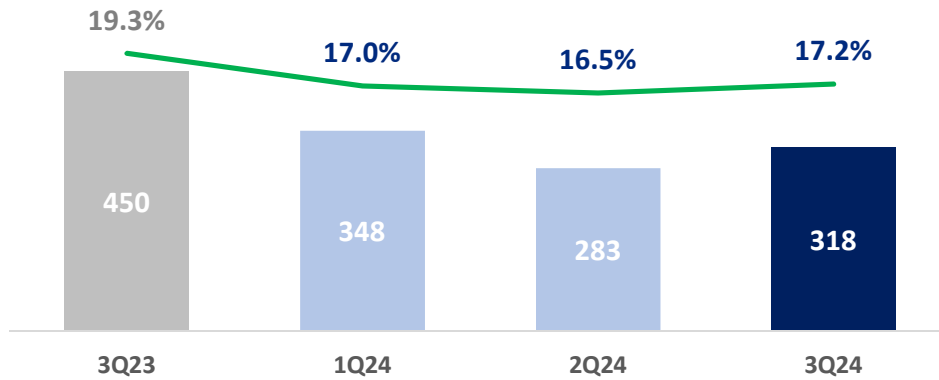


EBITDA

Unit: Millions THB

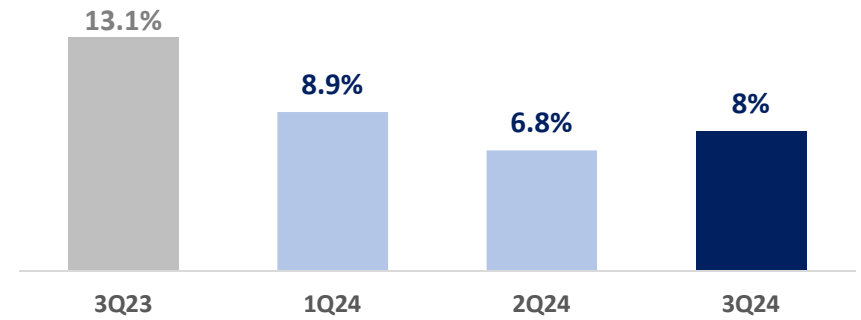
■ EBITDA

— % EBITDA



Return on Equity

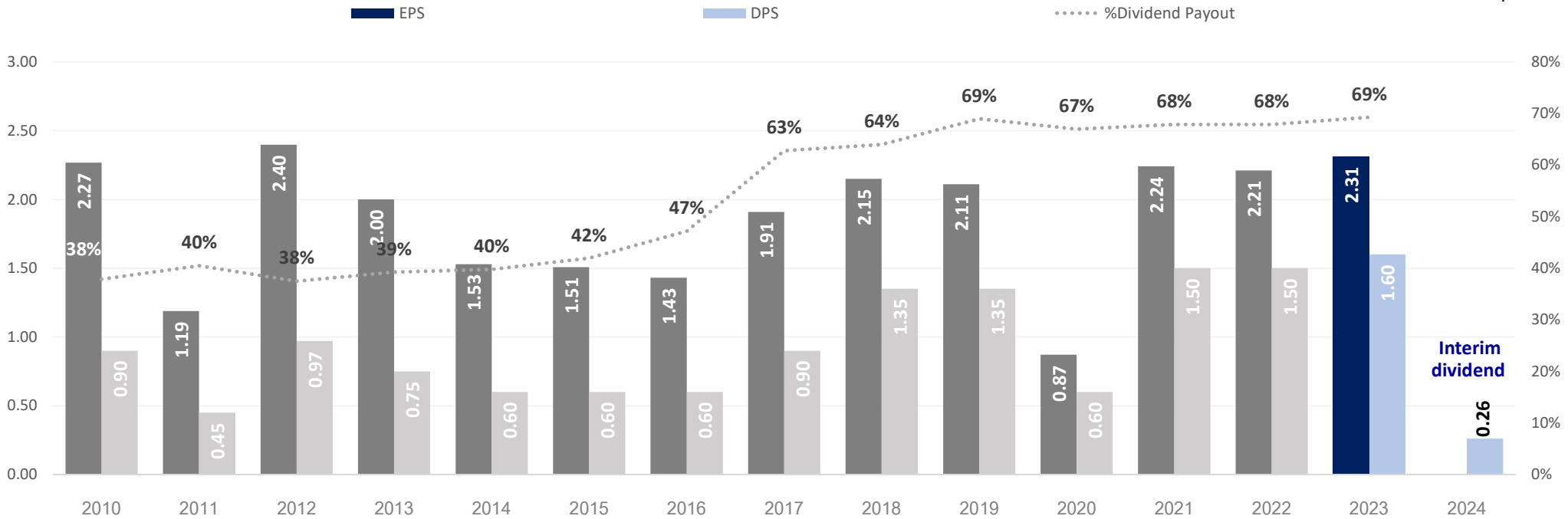
(%)



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 6th 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
3Q2024

2

Automotive &
Tractor
Industries

3

Financial
Summary

4



**Sustainability
Development**

5

Q&A

Sustainability Development Target Y2024

Environmental

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

Social

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

Governance

Indicator	Target
Customer satisfaction	100%
BCP 100%	100%
Cyber security	≥ 85%
Anti-corruption Supplier commitment with SAT (New supplier)	100%
Anti-corruption Supplier commitment With CAC (Focus Group)	100%
ESG Supplier Risk Assessment	100%
Business Ethics 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

9 years in roll



Bronze Awards: Kubota Kaizen World Cup 2024



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1

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2

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3

Financial
Summary

4

Sustainability
Development

5



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S A T

THANK YOU



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