



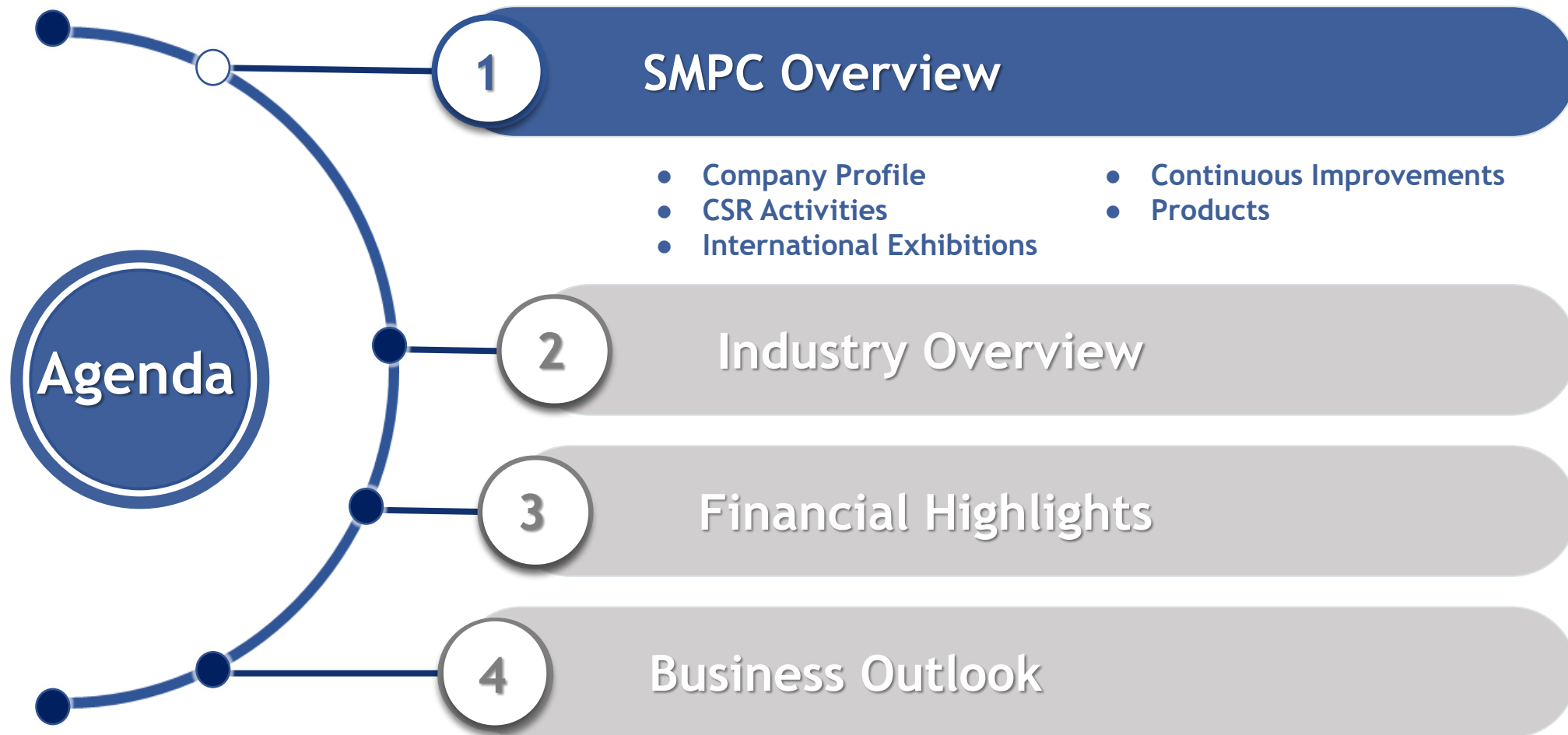
"Trusted Cylinder for Your Home ...Trusted Partner for Your Business"

# Opportunity Day

**1H2024 Presentation**  
20 Aug 2024

Presented by :Mrs. Patama Laowong  
Mr. Jerawut Laowong  
Miss Kanya Vipanut





“SMPC is a world leading low pressure vessel manufacturer with customers in more than 100 countries”

Bangkok, Thailand



## “Dinsaw” Robot

15 May 2024

### RATCHAPHIPHAT HOSPITAL



#### SMPC Donates “Dinsaw” Robots to Ratchaphiphat Hospital

Dr. Wanniga Saengsuri, Deputy Director of Ratchaphiphat Hospital - Medical Office, Mr. Sastra Thanrattananukool, Acting Head of the Academic and Planning Department, and the hospital staff representatives graciously received the equipment on behalf of the hospital.

26 June 2024

### VENERABLE THAWISAK JUTINDHARO HOSPITAL



#### SMPC Donates “Dinsaw” Robots to Venerable Thawisak Jutindharo Hospital

Ms. Natnaree Chokviriyakorn, M.D., Deputy Director of Venerable Thawisak Jutindharo Hospital - Medical Office, received the donation on behalf of the hospital.

31 July 2024

### CHAROENKRUNG PRACHARAK HOSPITAL



#### SMPC Donates “Dinsaw” Robots to Charoenkrung Pracharak Hospital

The donation was honored by the Assoc. Prof. Chatchat Sitthiphan, Governor of Bangkok, along with Dr. Kriangkrai Tangchitmaneesakda, Deputy Director of Medical Service Department, and Dr. Pornthep Saeheng, Director of Charoenkrung Pracharak Hospital, received the delivery on behalf of the hospital.



# International Exhibitions in 1H24

13-15 March 2024



## SMPC Attended 37th AIGLP Congress in Rio De Janeiro, Brazil

To promote SMPC's products and services to potential customers in Latin America markets and to exchange the LPG industry information with other industry frontrunners.

17-18 April 2024



## SMPC Attended 1st Southern Africa and 2nd East Africa LPG Expo 2024 in Maputo, Mozambique

The primary objective was to foster connections with existing and potential customers in the region.

18-19 July 2024



## SMPC Attended 5th West Africa LPG Expo in Dakar, Senegal

To promote our products and services to current and potential customers in the West African region.

# International Exhibitions 2024



Jan

Feb

Mar

Apr

May

Jun

Jul

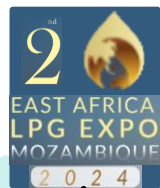
Aug

Sep

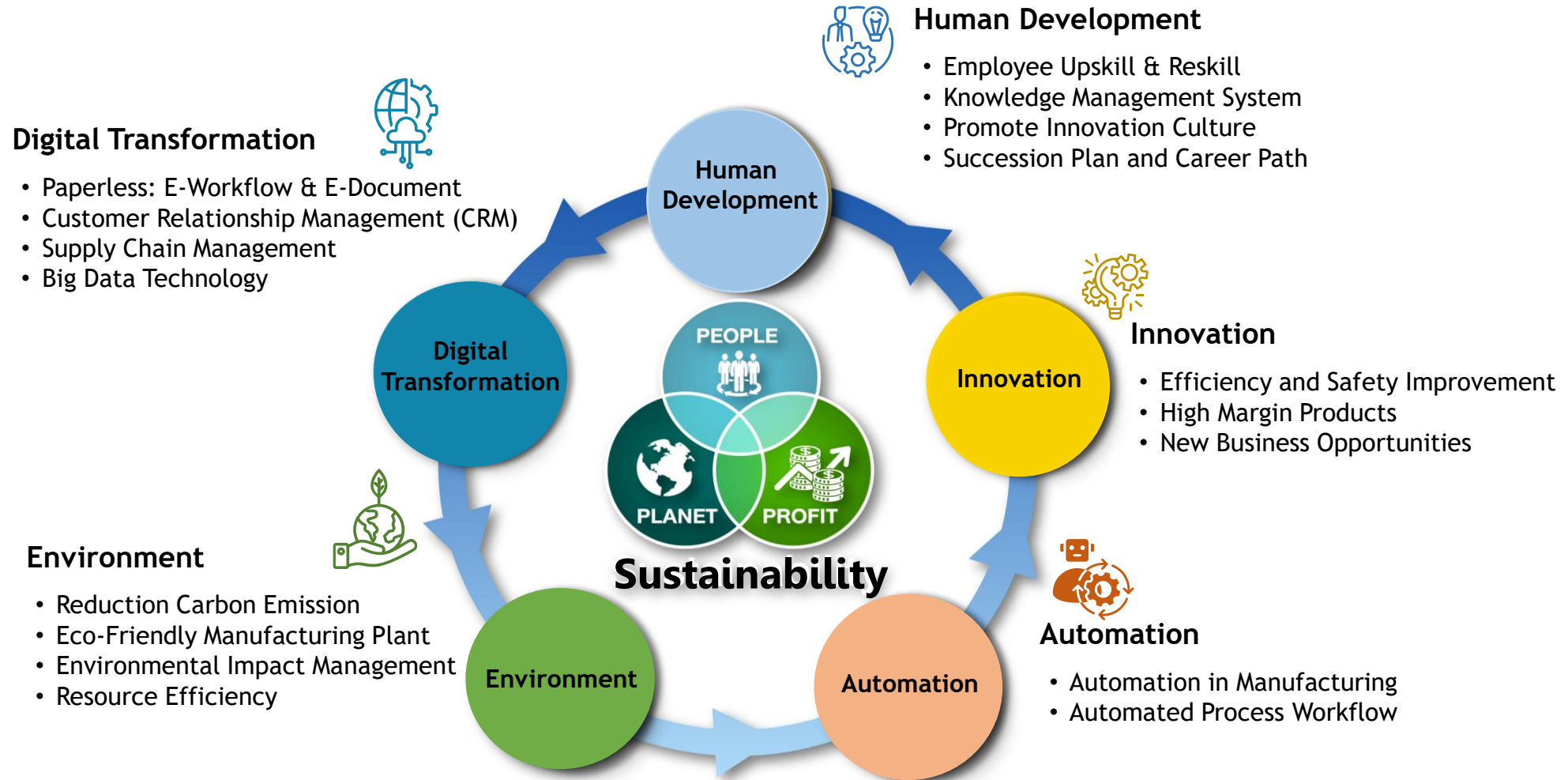
Oct

Nov

Dec



# 5 Megatrends Towards Sustainability for SMPC



# Wide Range of Product Coverage

Household LPG Cylinder 0.45 - 300 kg.  
(Water Capacity 0.9 - 750 lt.)



2 Piece Cylinder 0.45 - 16 kg.  
(Water Capacity 0.9 - 36 lt.)

3 Piece Cylinder 18 - 300 kg.  
(Water Capacity 43 - 750 lt.)

## Automotive LPG Cylinder



Cylindrical Autogas Tanks



Recreational Vehicles Tanks



Toroidal Autogas Tanks

## Other Cylinders



Air Receivers



Refrigerant Cylinders



Chlorine Cylinders



Ammonia Cylinders



Forklift Cylinders



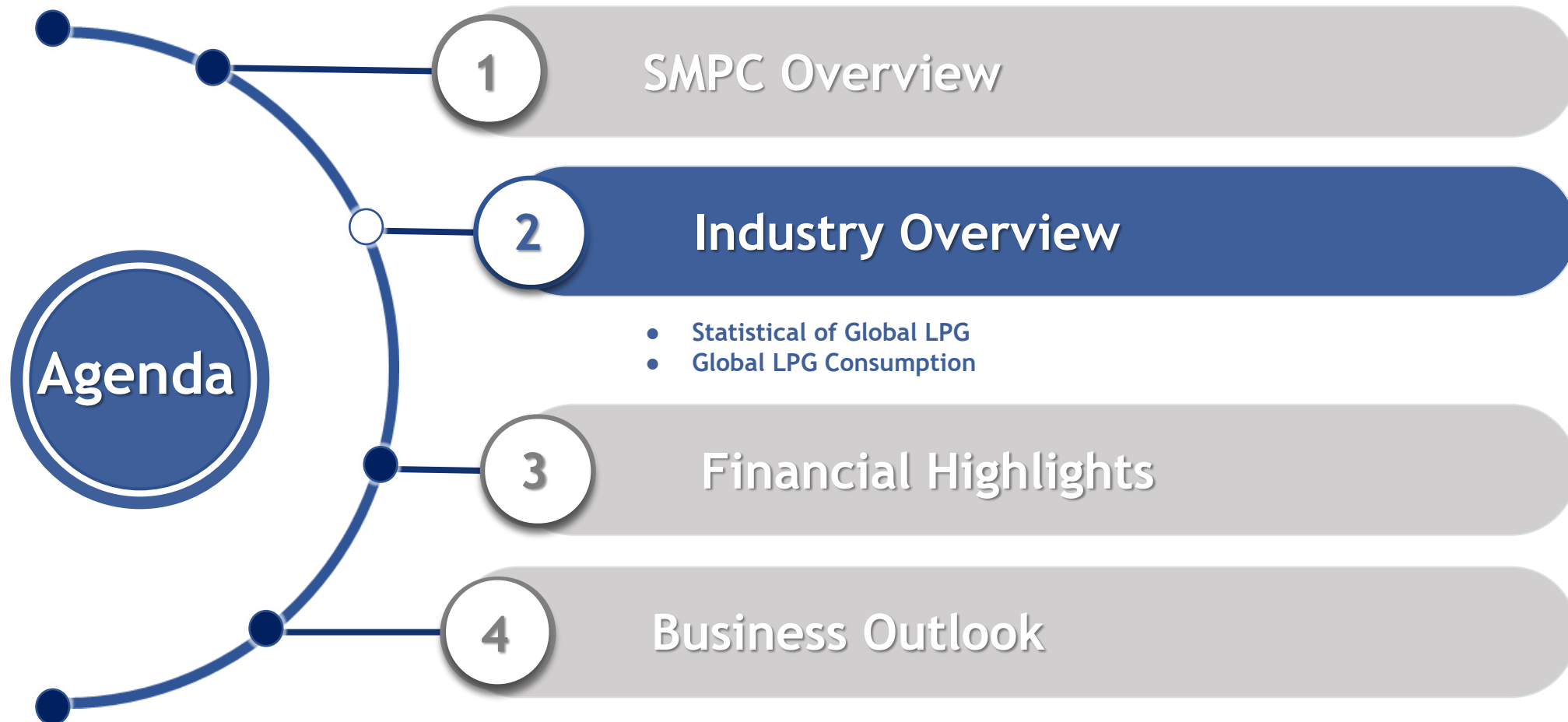
Aluminum Cylinders



Cylinders with Accessories

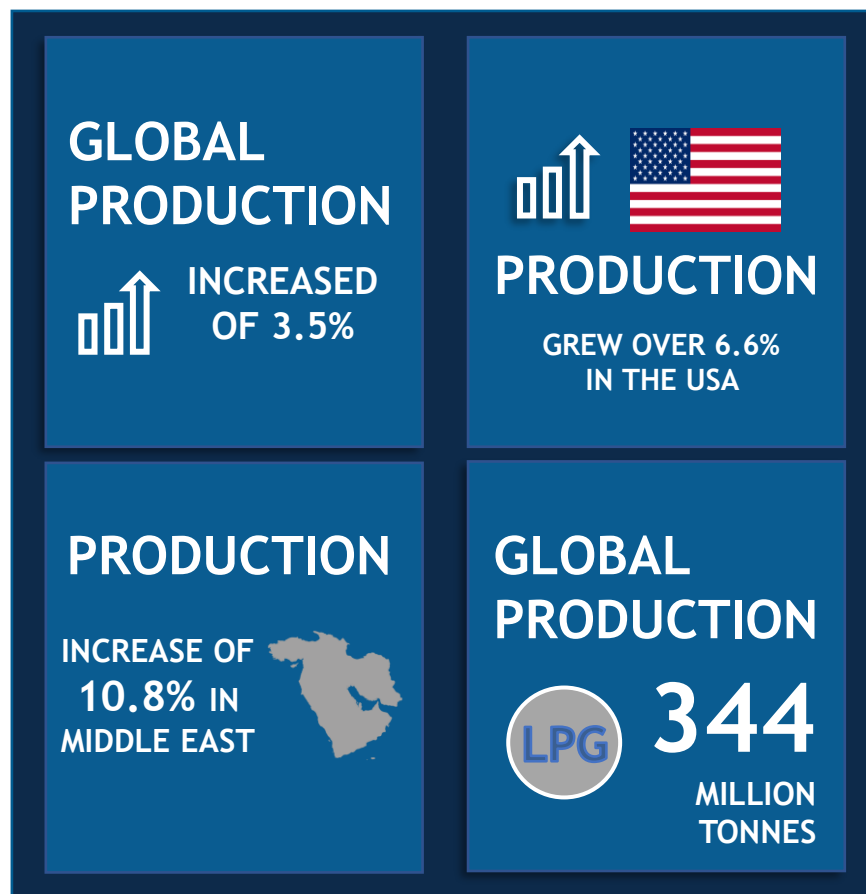






# About the Industry

## Production



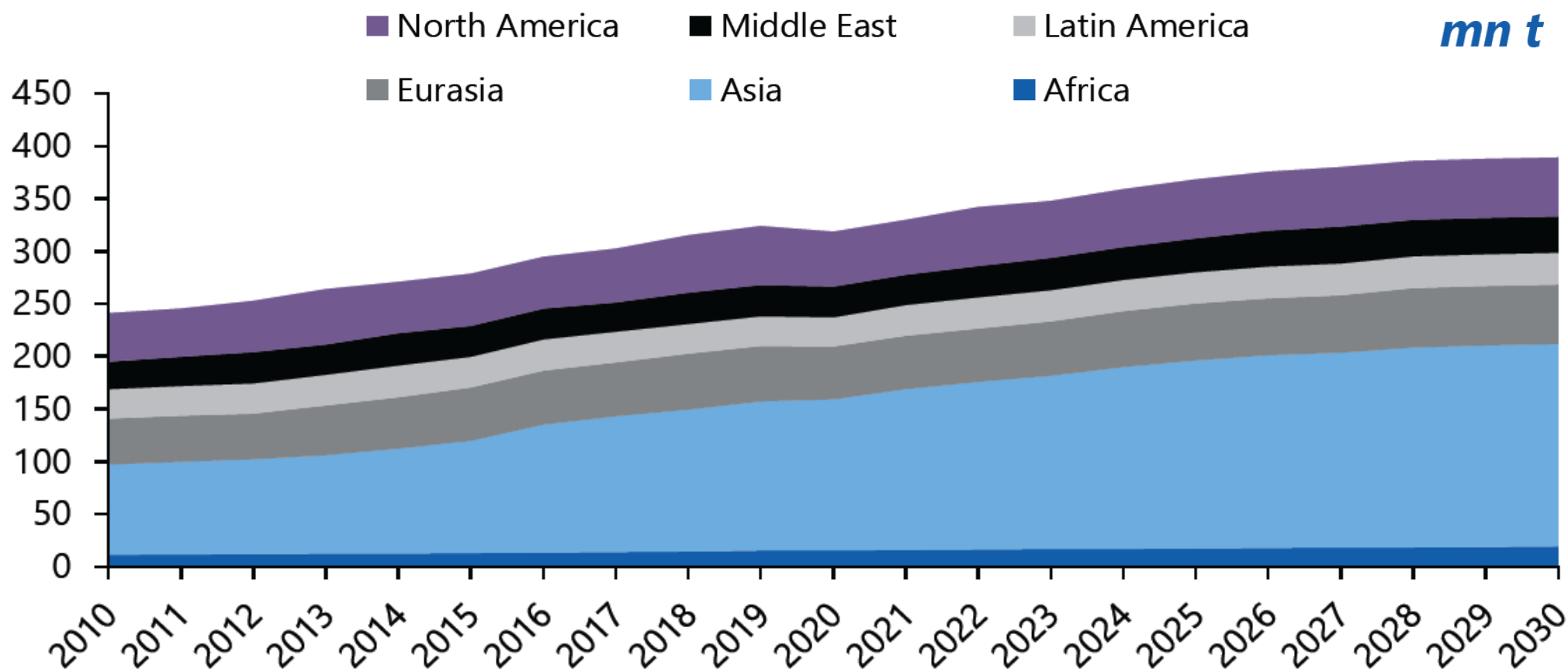
## Consumption



Source: Statistical review of global LPG 2023



## Predicted Global LPG Consumption by Region 2010-2030



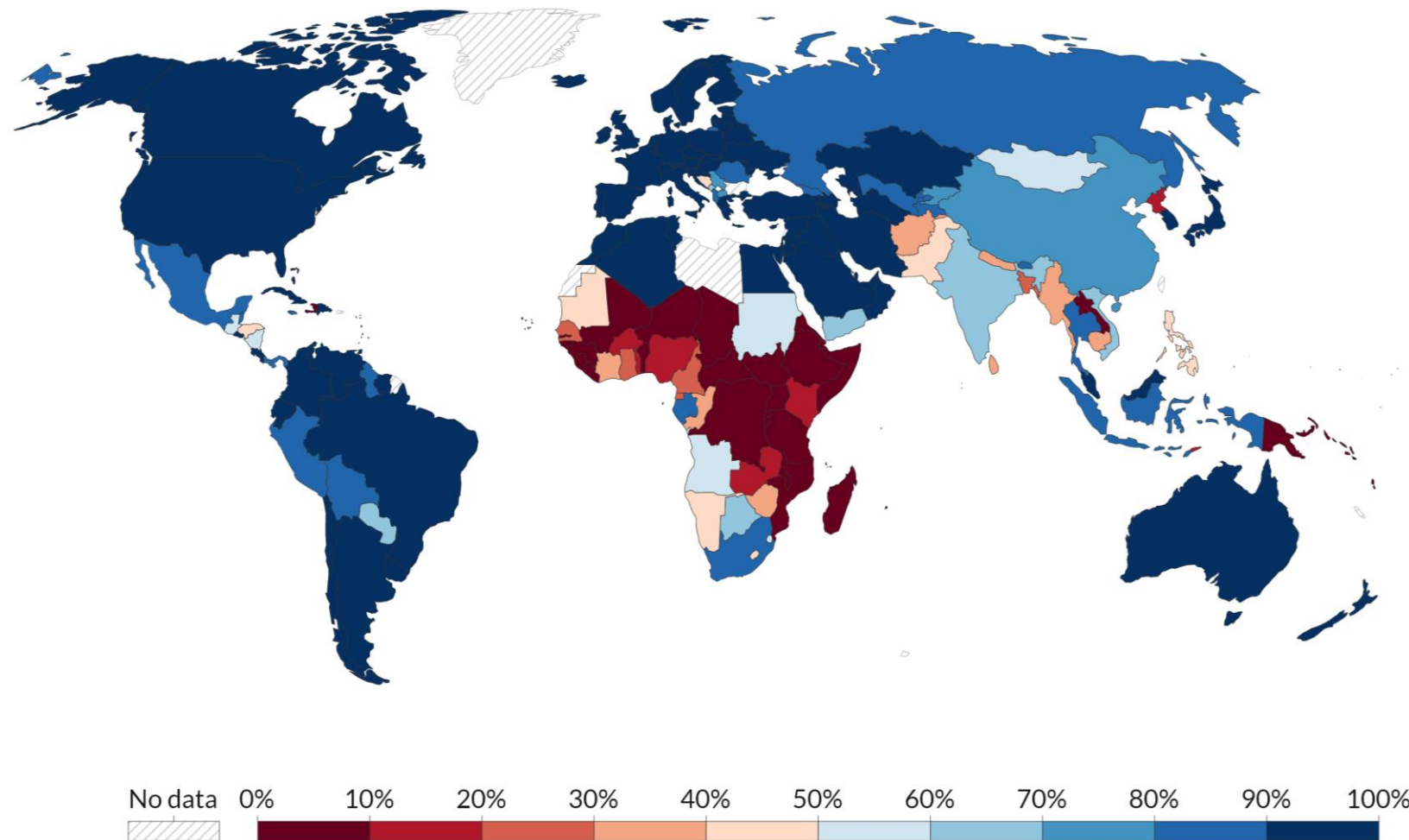
- Predicted global LPG consumption is gradual growth annually, there are opportunities for SMPC to grow in short to intermediate term.
- Thermal efficiency of LPG and transportation flexibility make LPG an excellent cooking fuel, especially in Asia where the use of the wok demands a high heating value flame.

Source: Statistical review of global LPG 2023



## % of Population with Access to Clean Cooking Fuels

Access to clean fuels or technologies such as clean cookstoves reduce exposure to indoor air pollutants, a leading cause of death in low-income households.

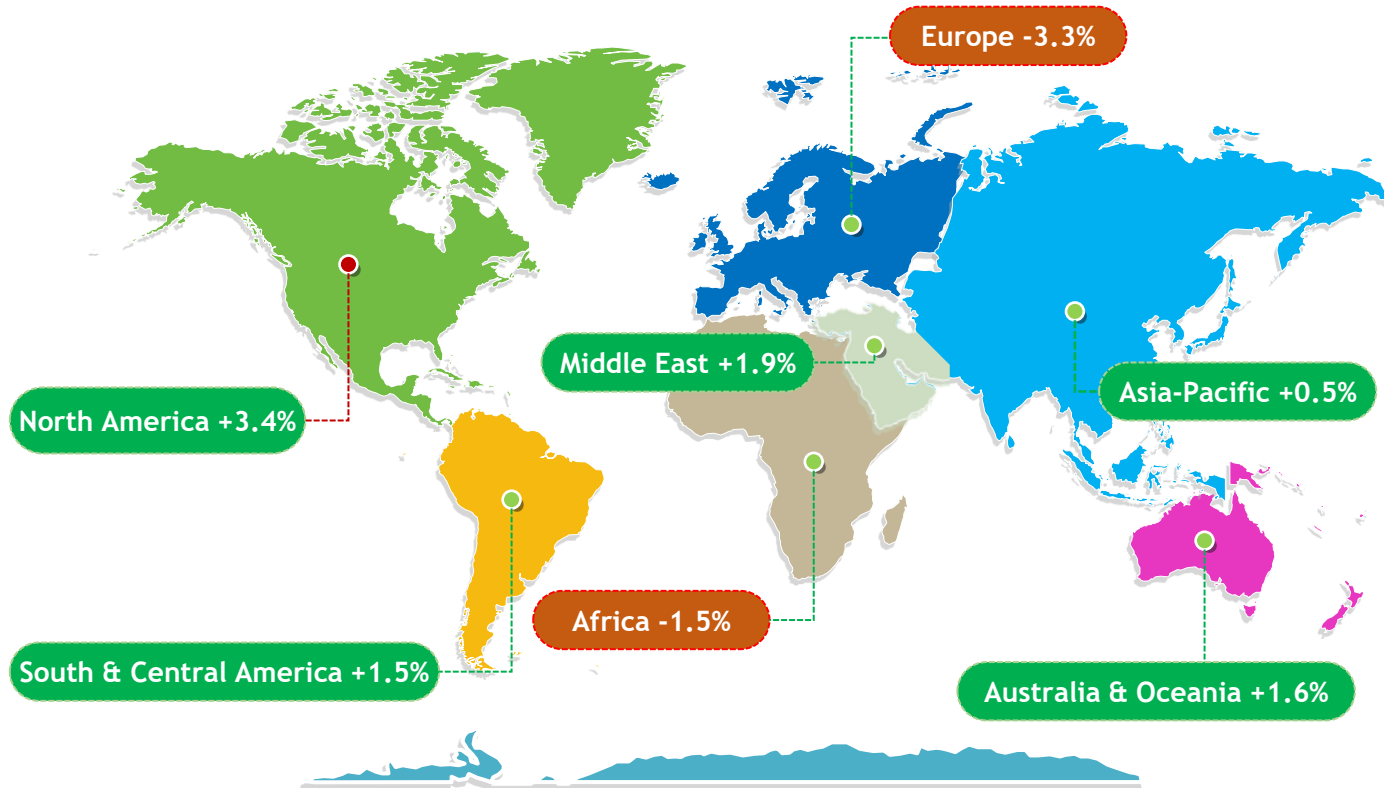


Source: WHO, Global Health Observatory (2022)

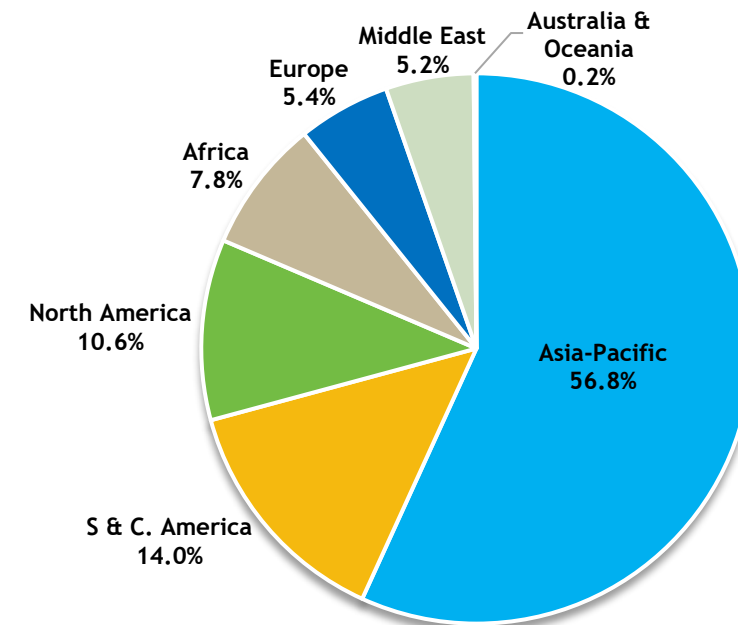
# Household LPG Consumption by Region

Global increase (2021-2022) **0.61%**, regional growth in all regions except Europe & Africa

Domestic Consumption Growth (2021-2022) by Continents

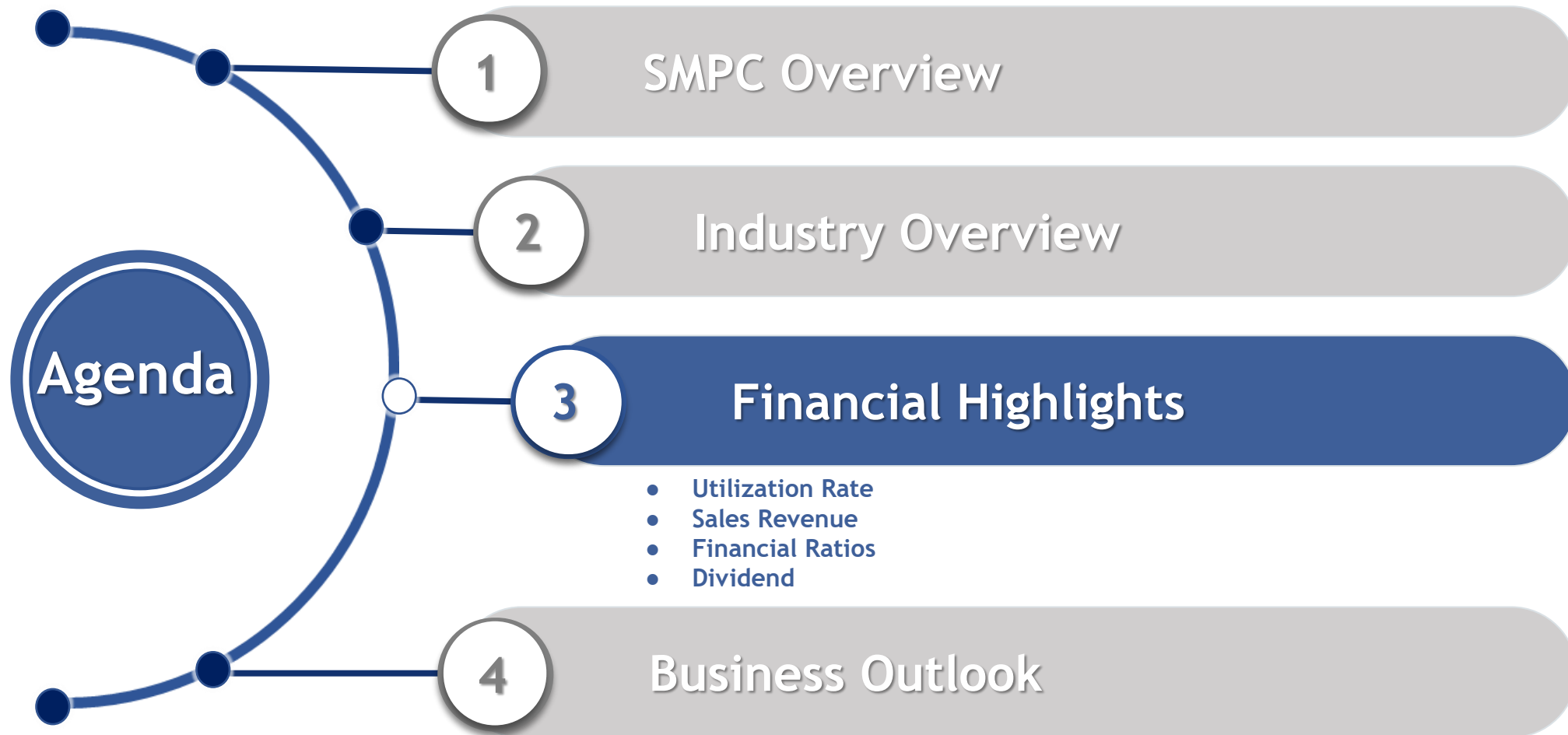


2022 Domestic Consumption by Continents



Source: Statistical review of global LPG 2023



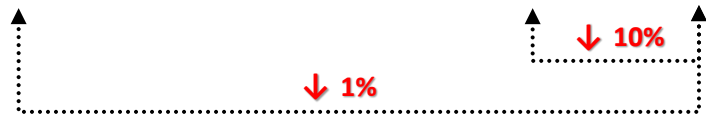
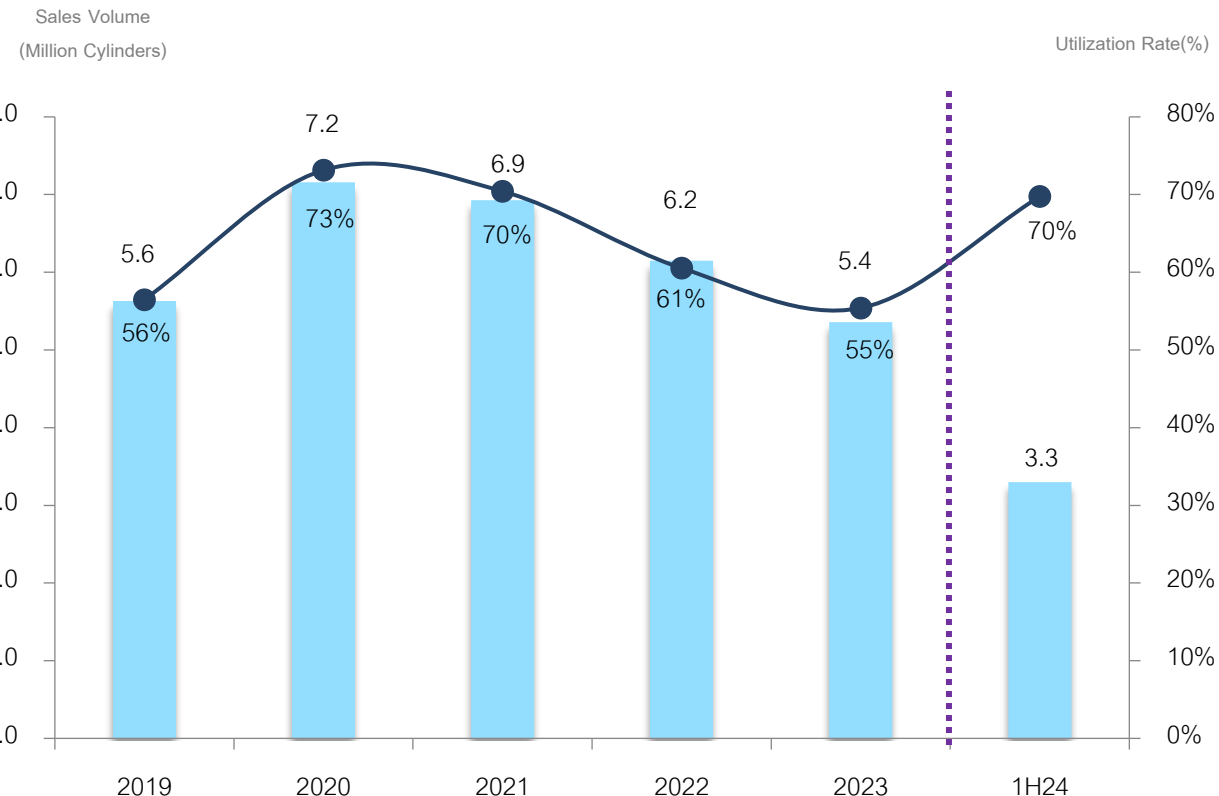
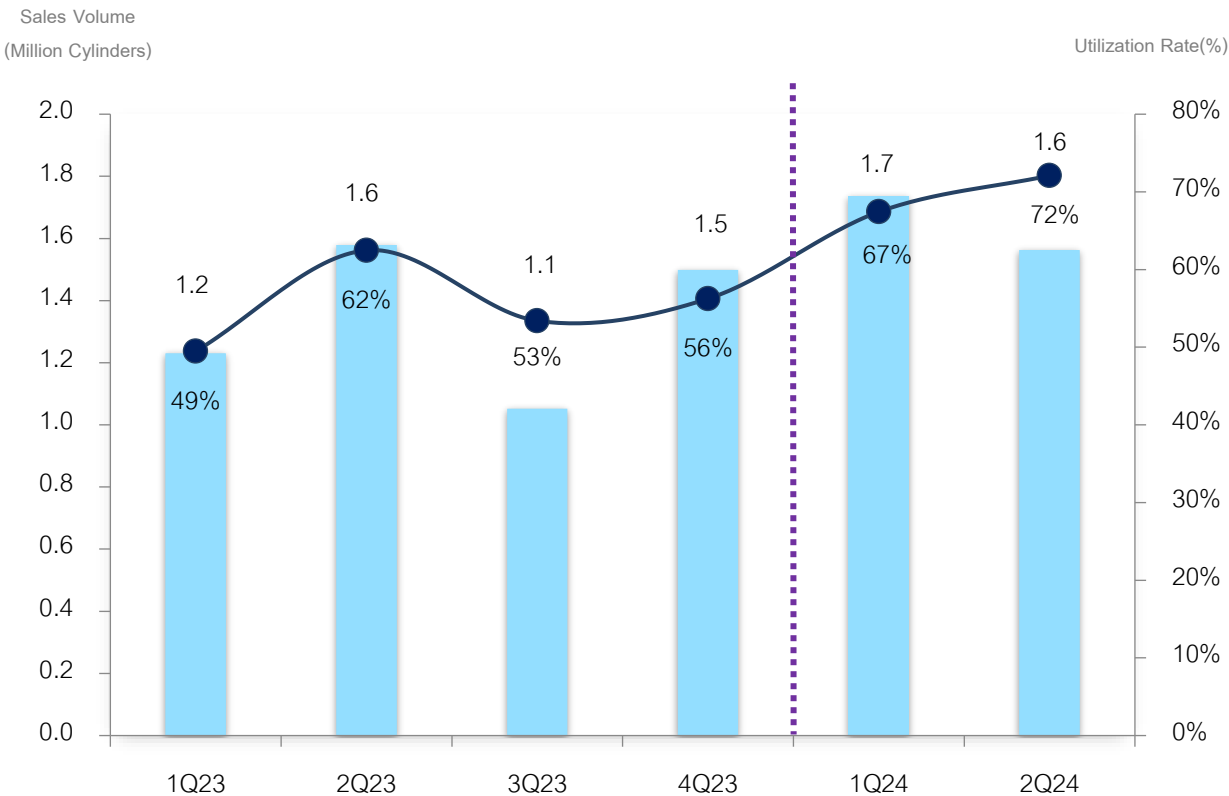


III. Financial Highlights: Utilization Rate

# Utilization Rate(%)

## 1Q23 - 2Q24

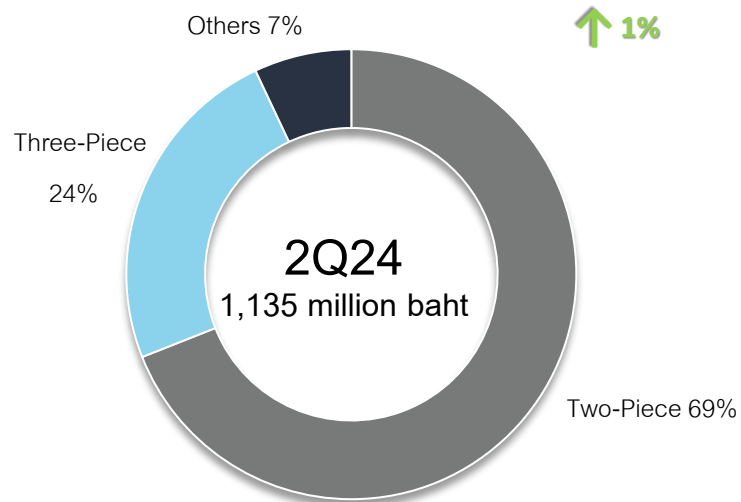
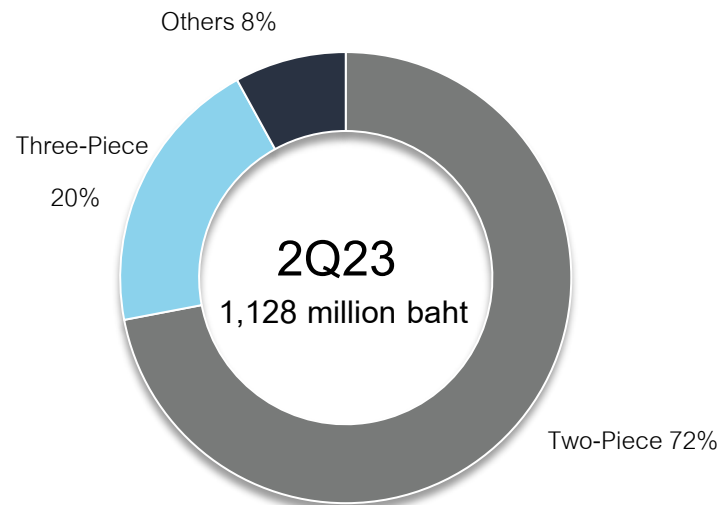
## 2019 - 1H24



Capacity (million cylinder)	
Per Year	10.0
Per Quarter	2.5

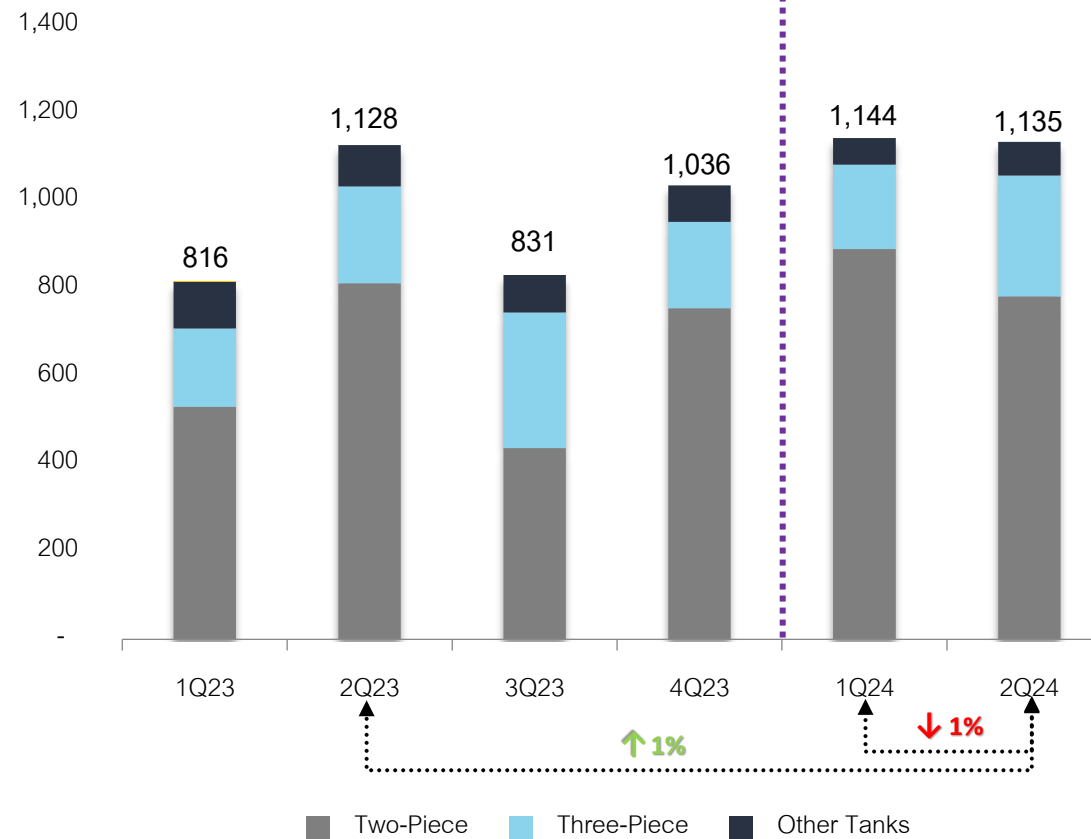


# Sales Revenue by Product Category: 1Q23 - 2Q24



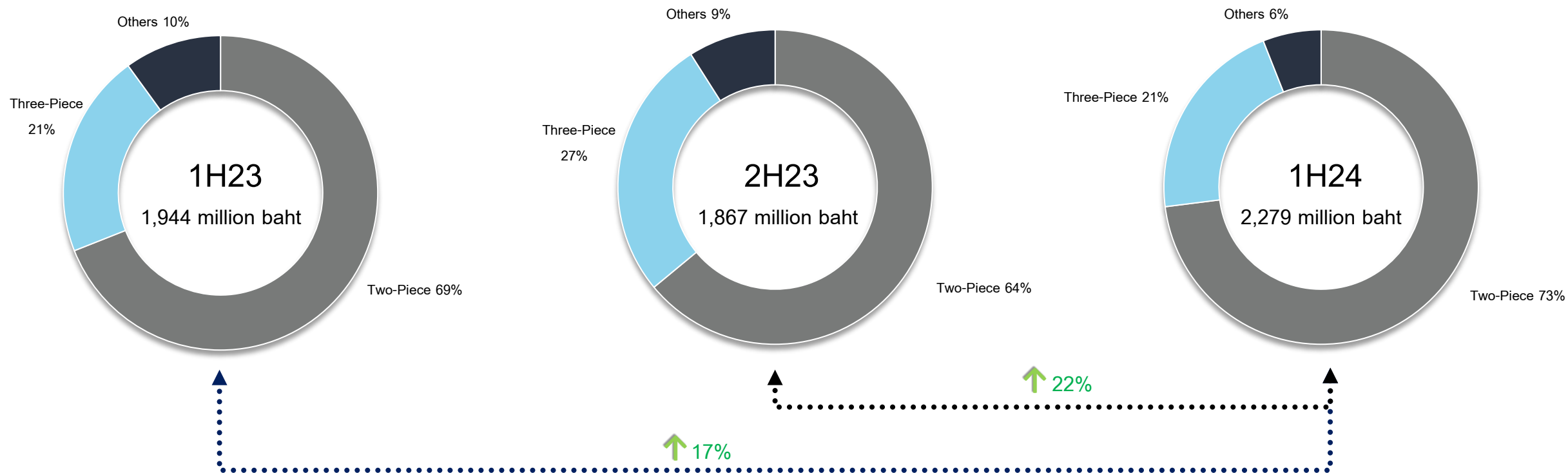
Sales Revenue

(Million Baht)

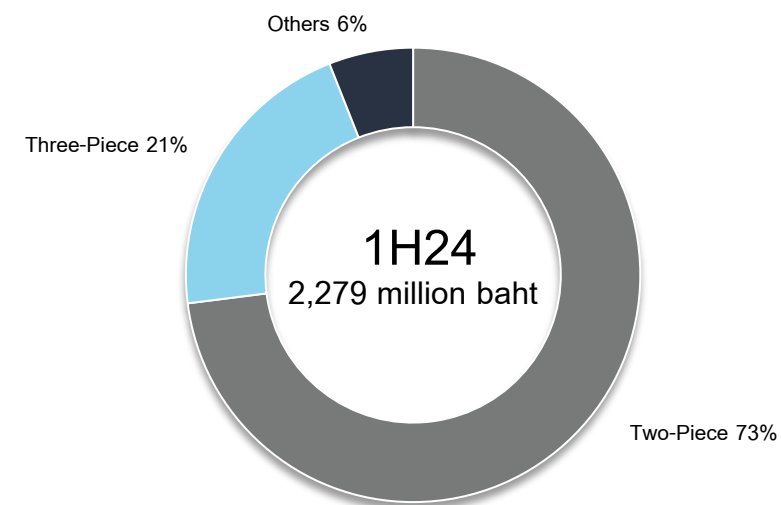
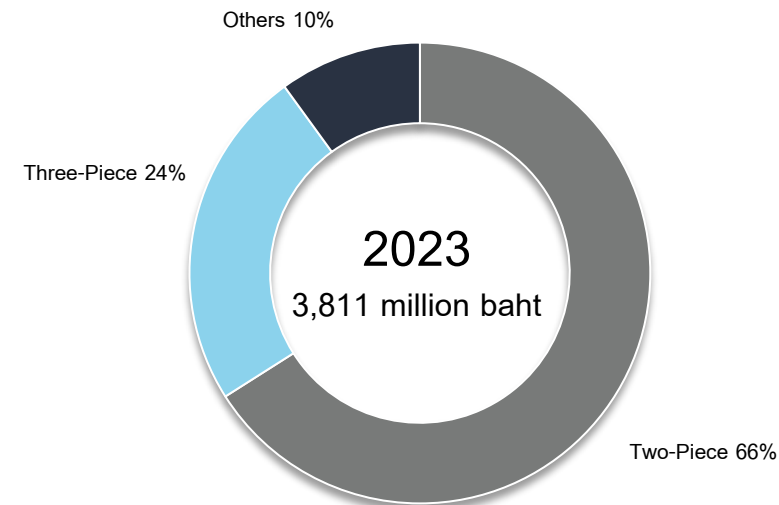
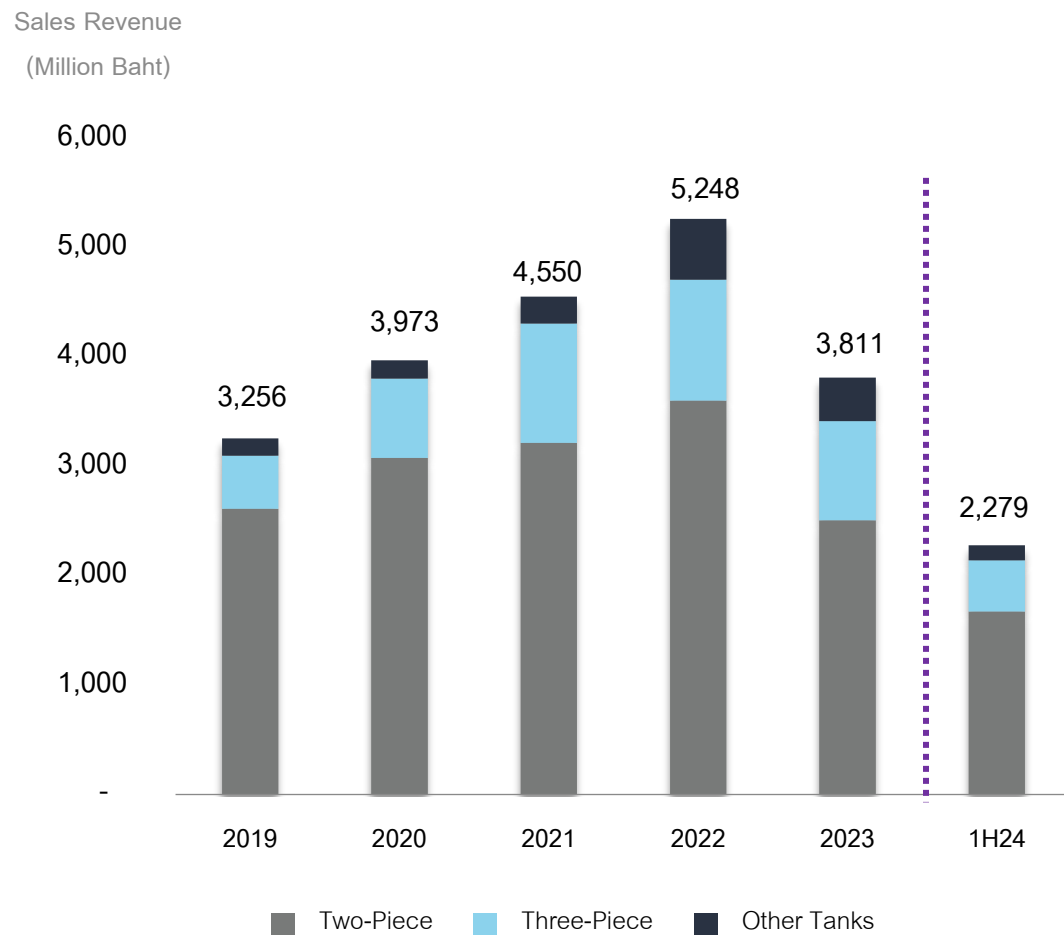




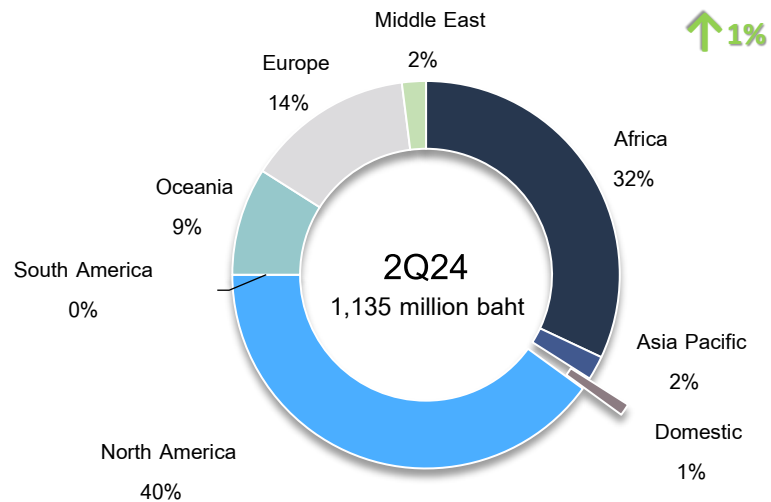
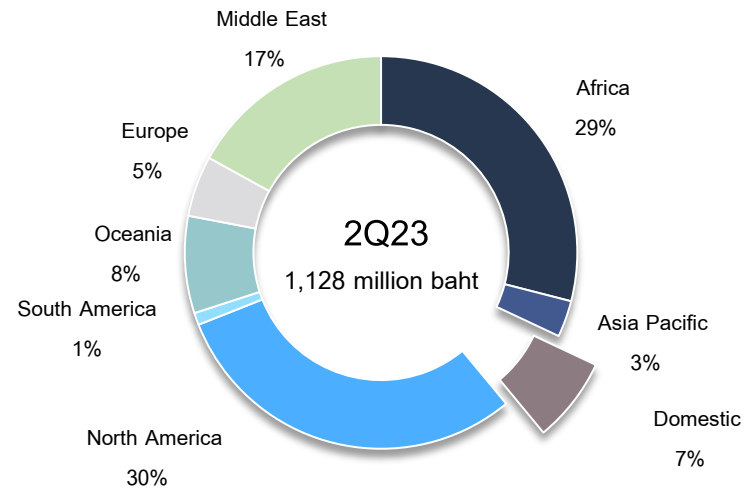
# Sales Revenue by Product Category: 1H23 - 1H24



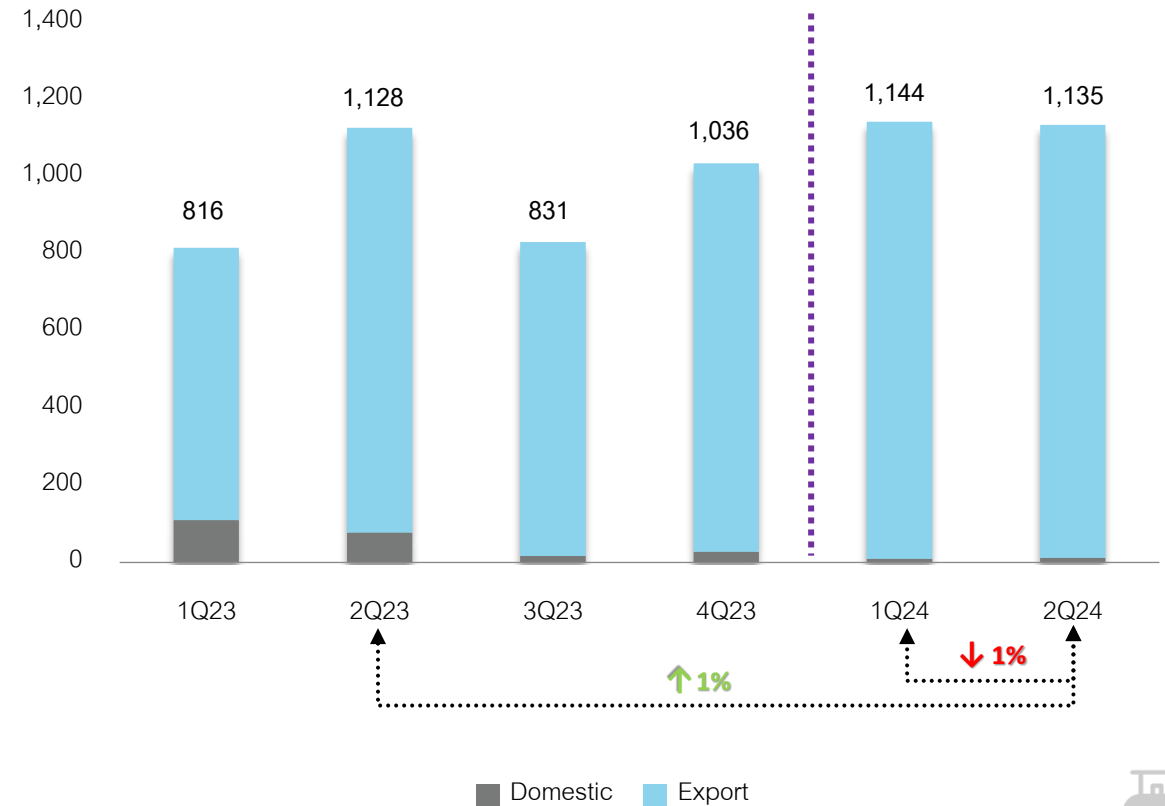
# Sales Revenue by Product Category: 2019 - 1H24



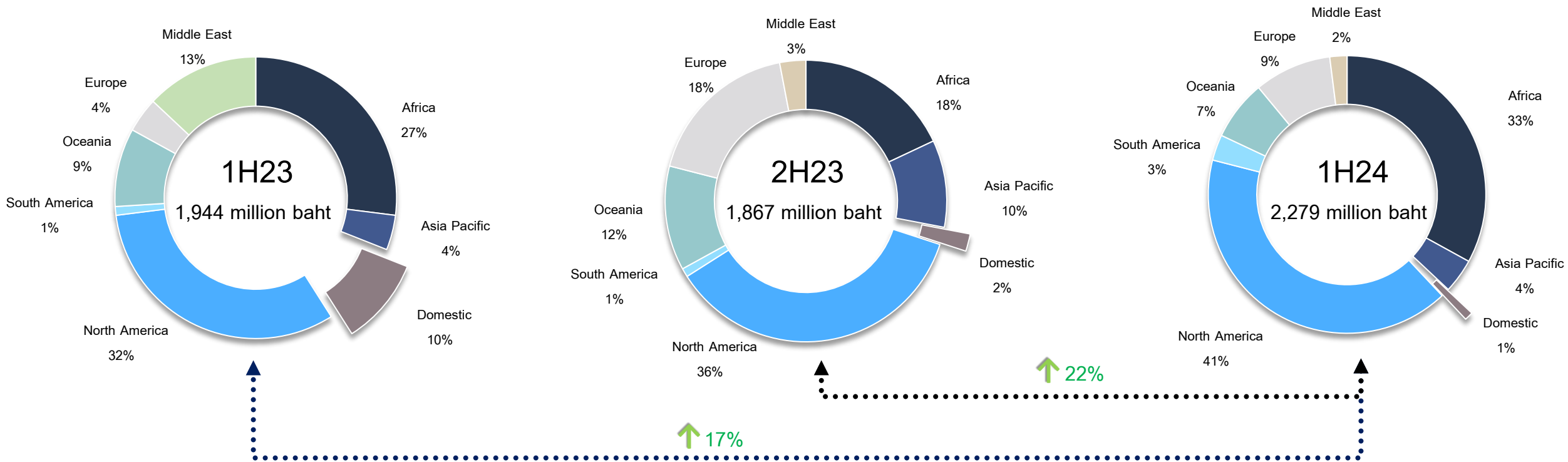
# Sales Revenue by Geography: 1Q23 - 2Q24



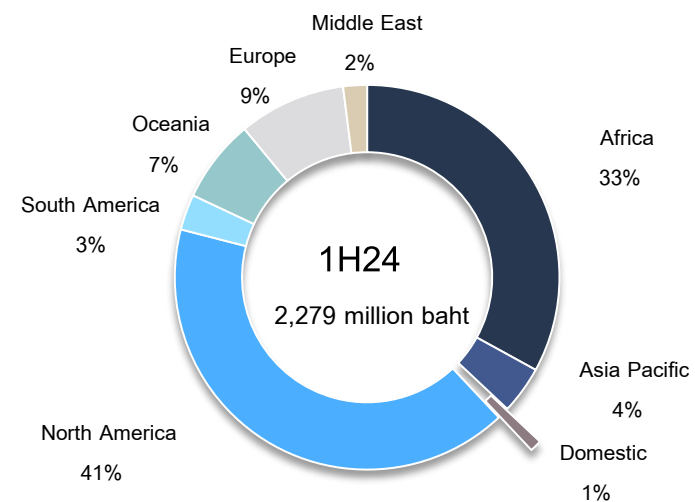
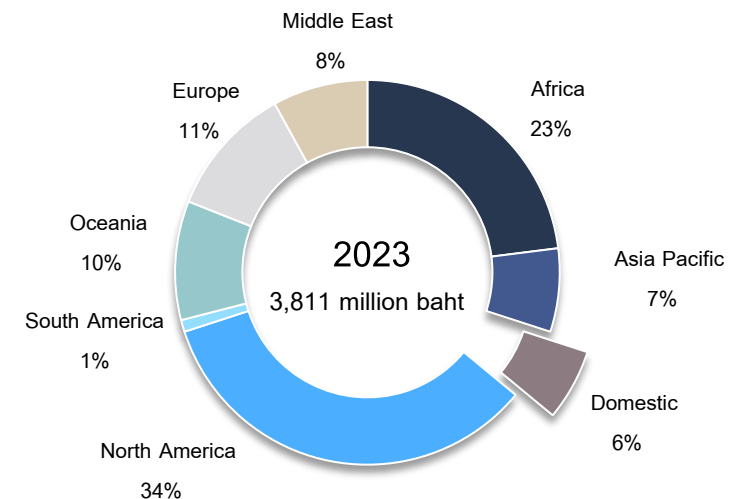
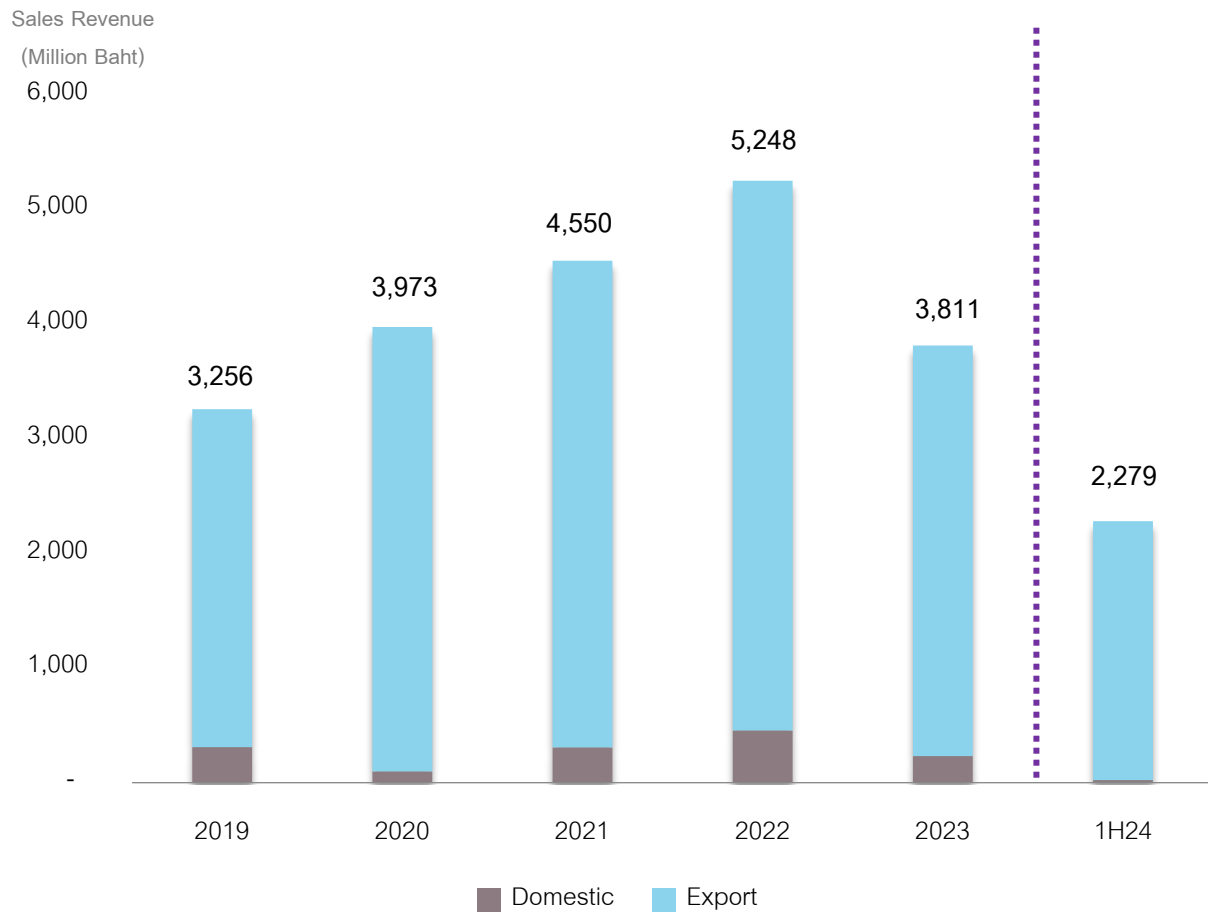
Sales Revenue  
(Million Baht)



# Sales Revenue by Geography: 1H23 - 1H24

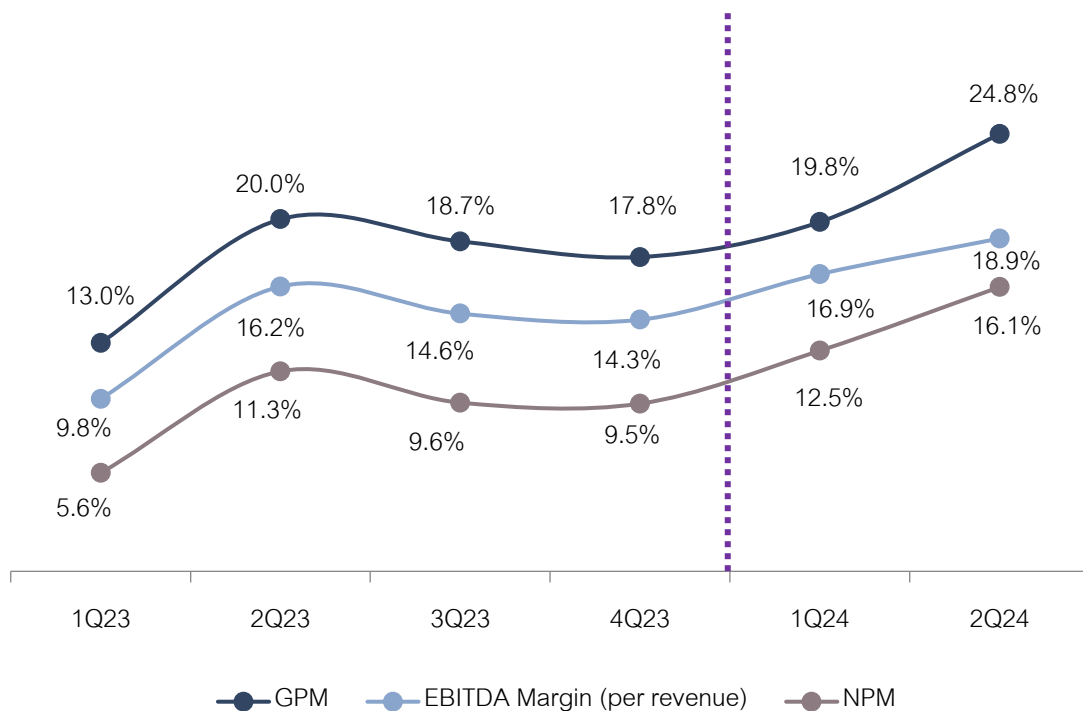


# Sales Revenue by Geography: 2019 - 1H24

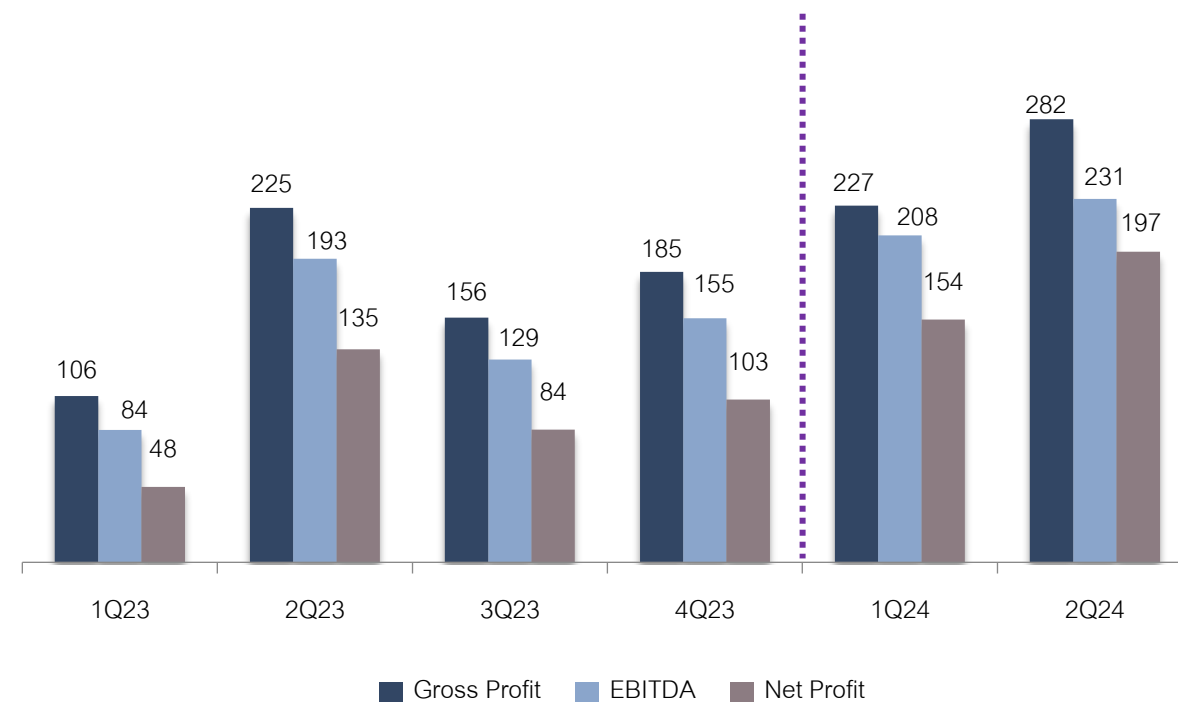


# Profitability Ratios

### GPM, EBITDA Margin and NPM (%) 1Q23-2Q24

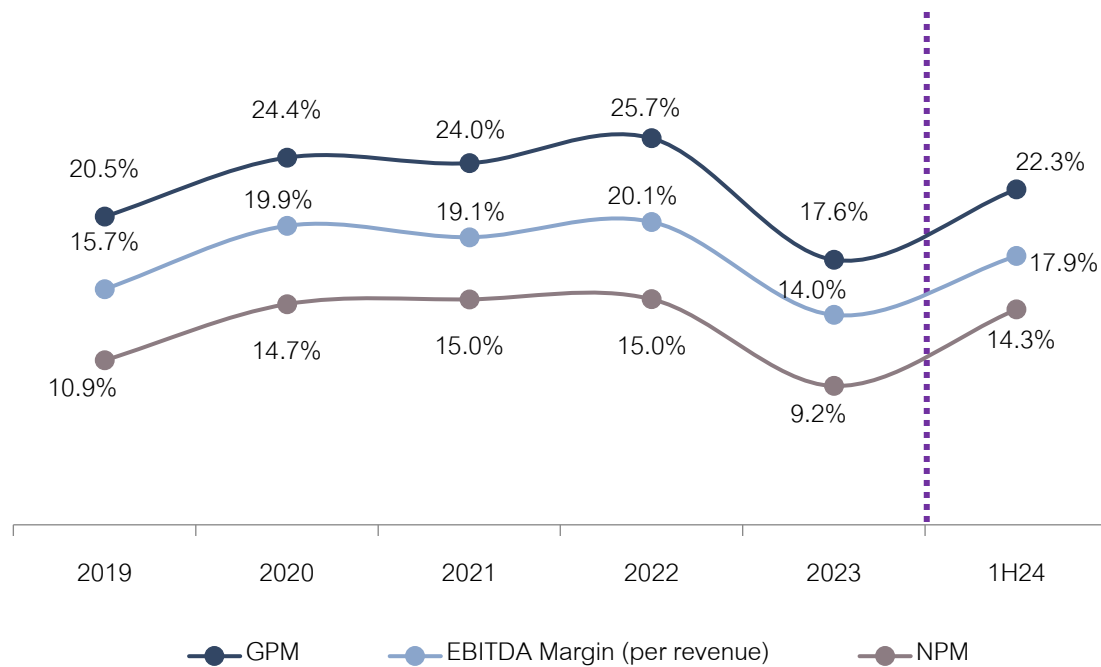


### Gross Profit, EBITDA and Net Profit (MB) 1Q23-2Q24

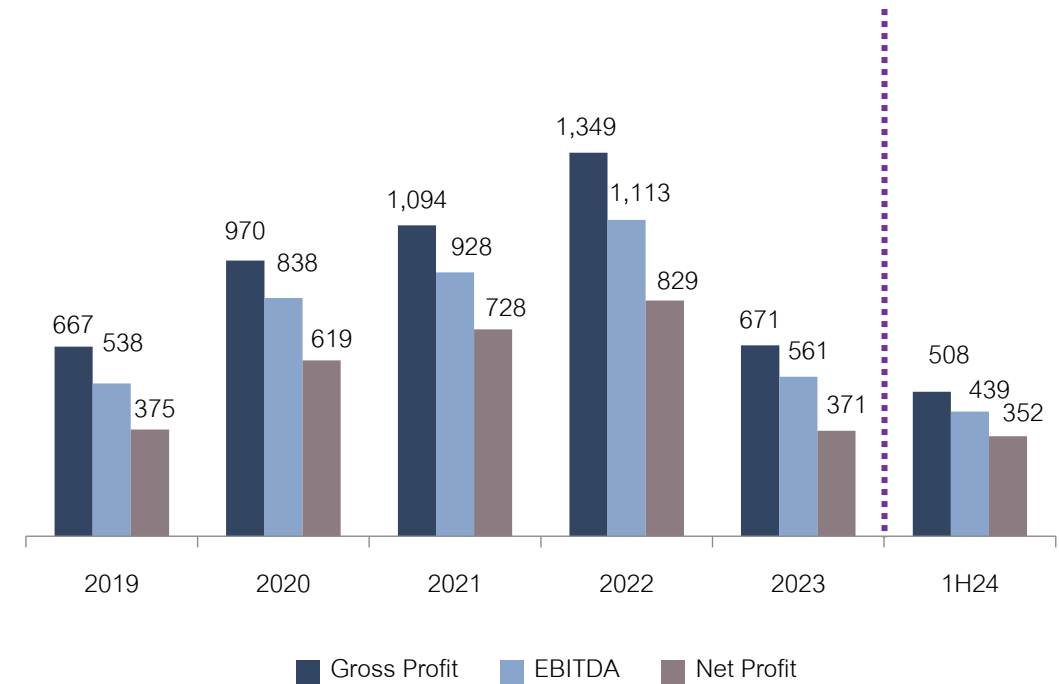


# Profitability Ratios

### GPM, EBITDA Margin and NPM(%) 2019-1H24



### Gross Profit, EBITDA and Net Profit(MB) 2019-1H24

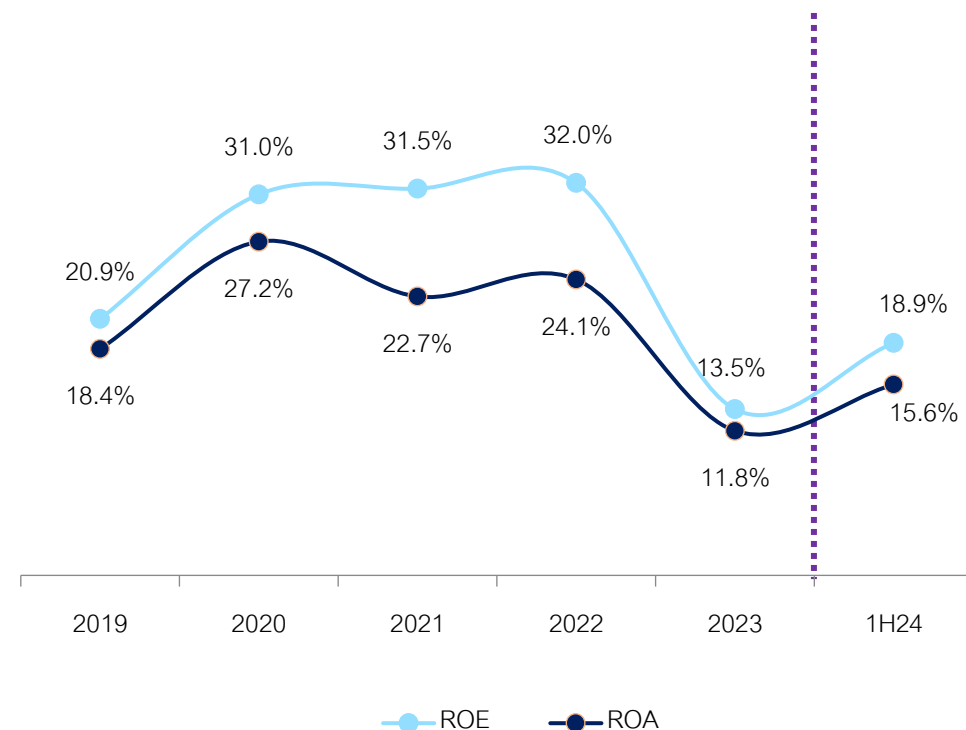
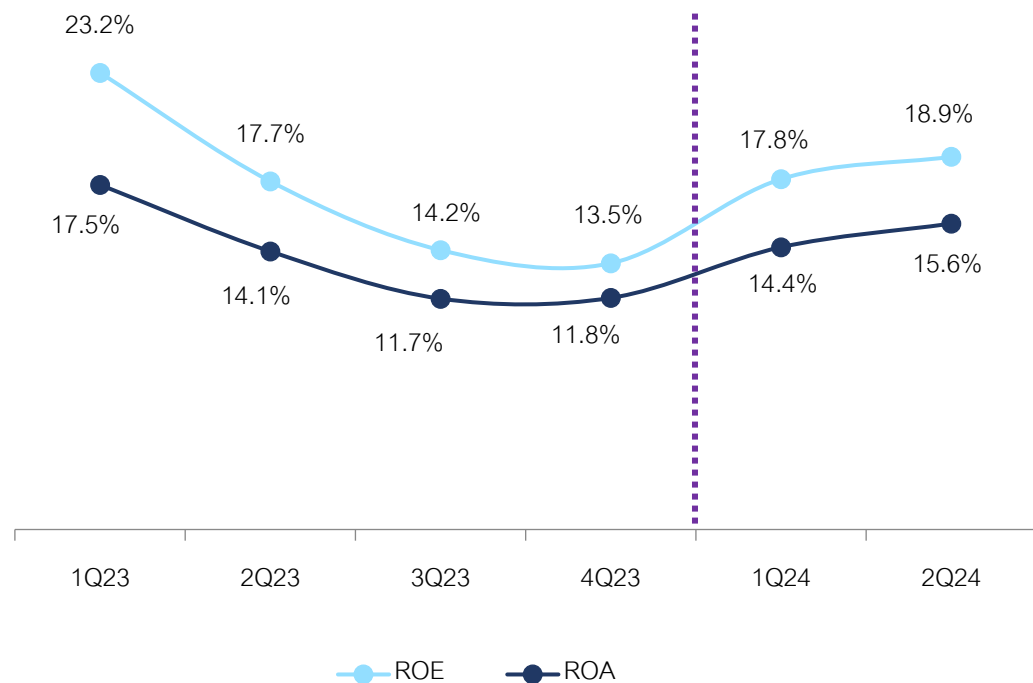


# Profitability Ratios

## ROE and ROA(%)

1Q23-2Q24

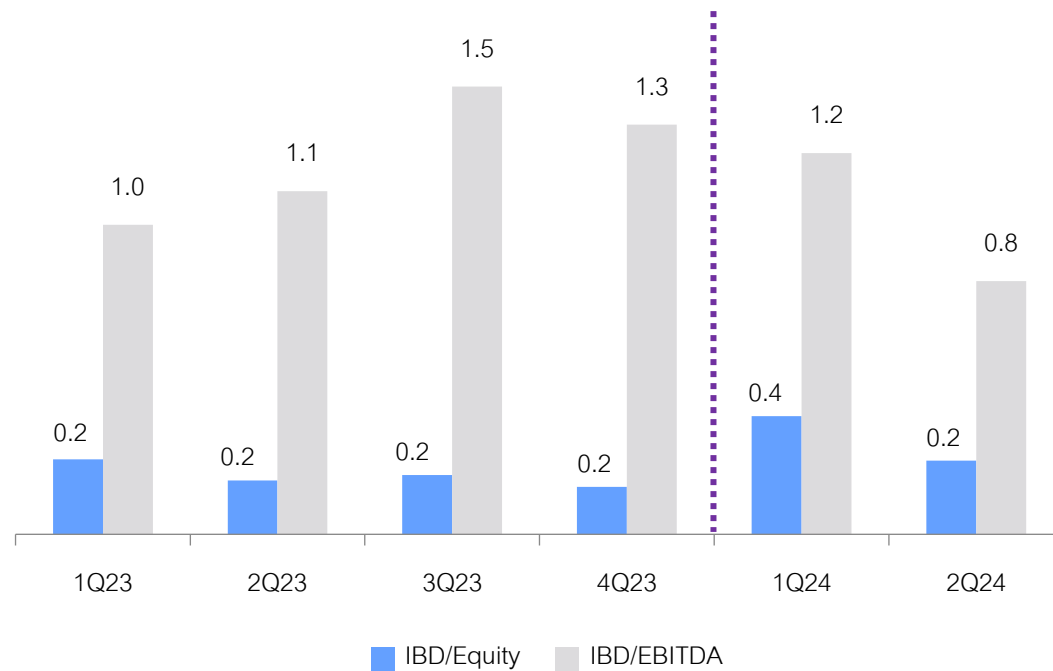
2019-1H24



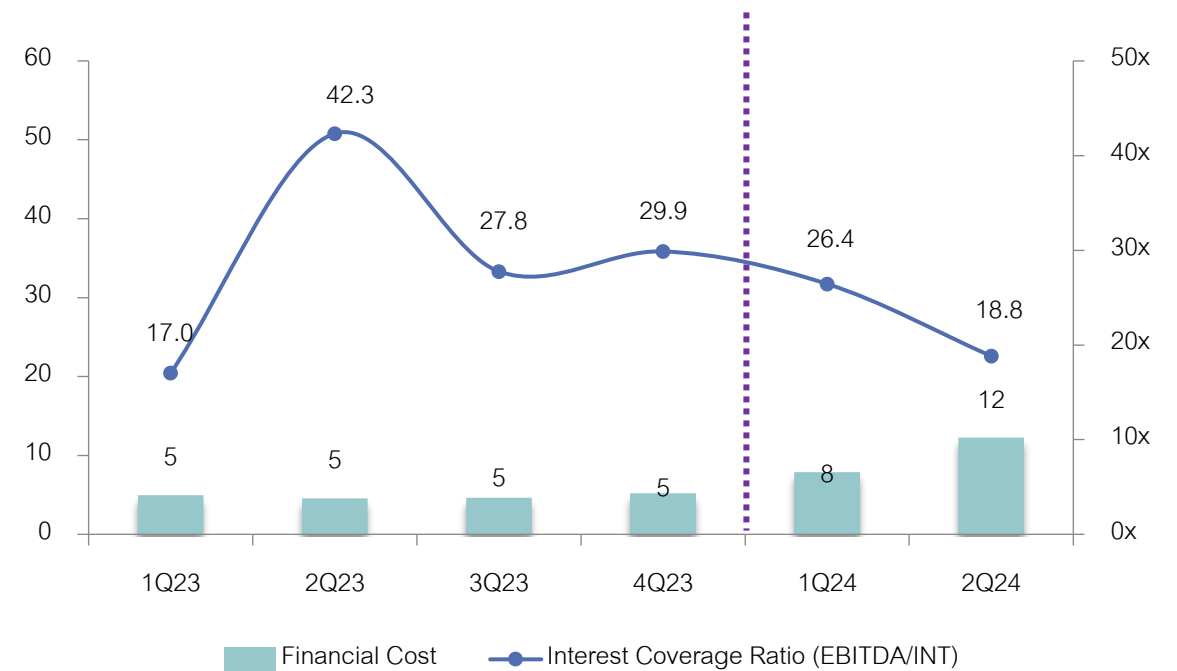


# Leverage Ratios

### IBD\* to Equity Ratio, IBD\* to EBITDA Ratio(times) 1Q23-2Q24

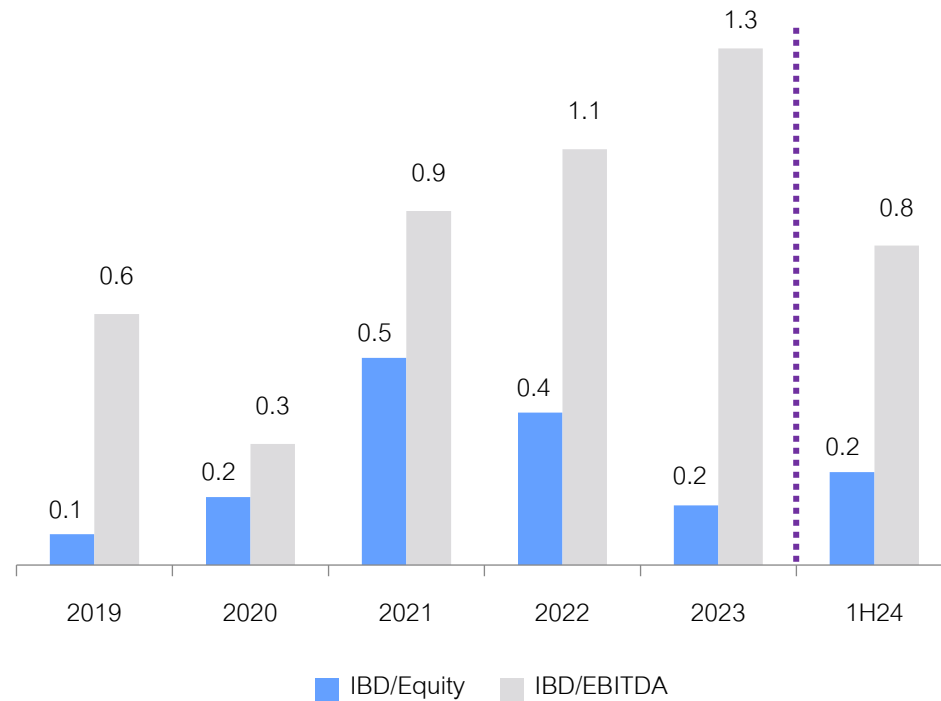


### Financial Cost(million baht), Interest Coverage Ratio(times) 1Q23-2Q24

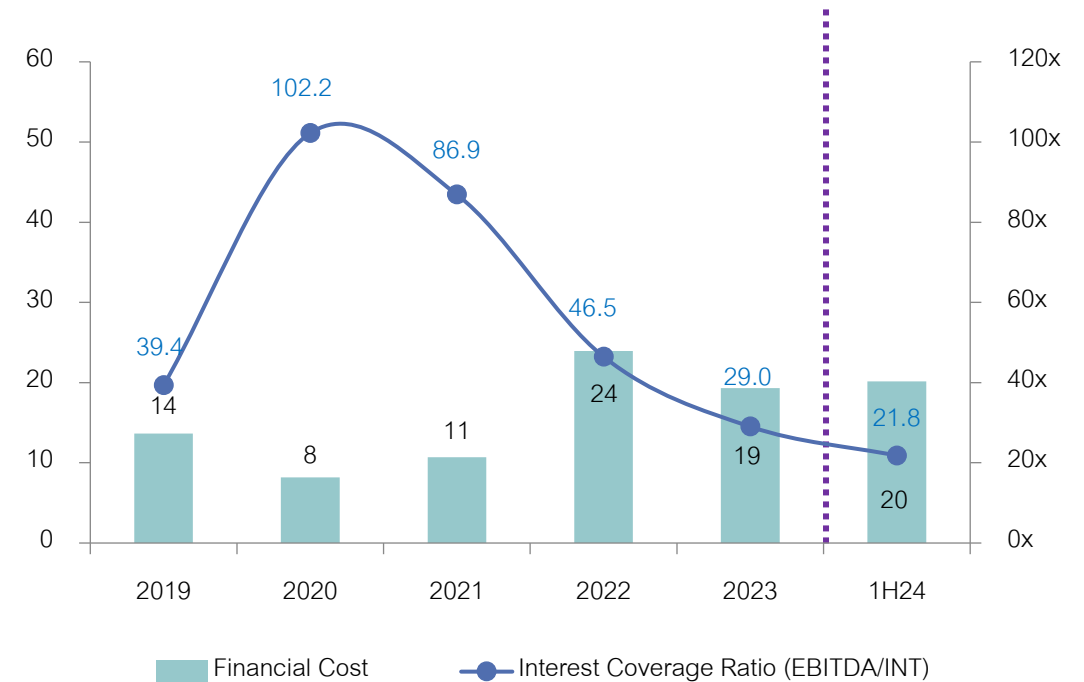


# Leverage Ratios

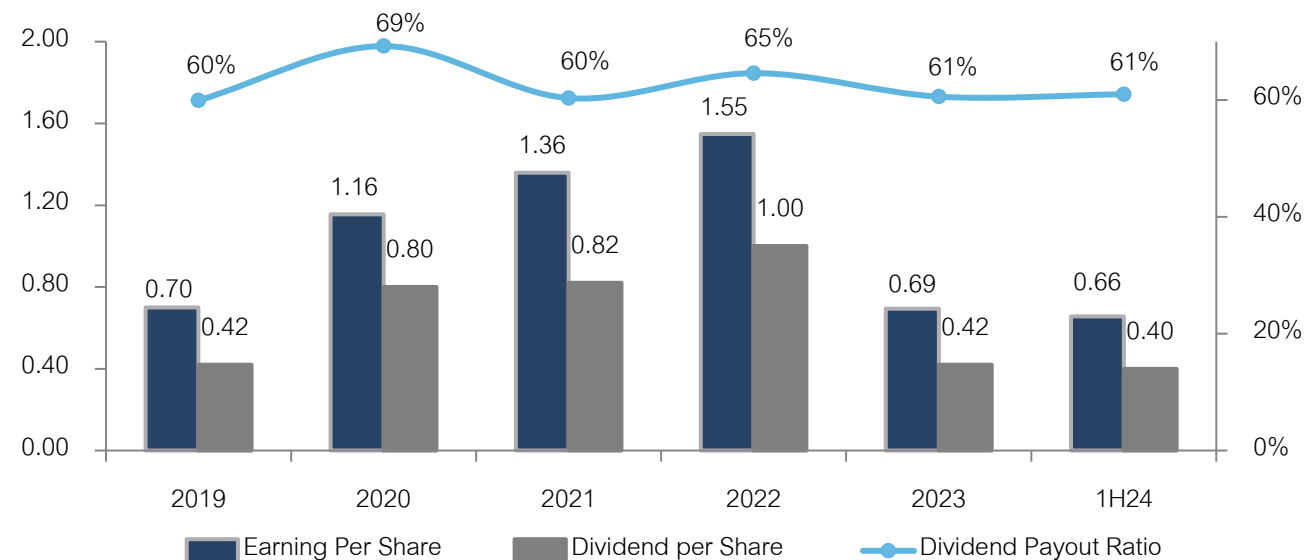
### IBD\* to Equity Ratio, IBD\* to EBITDA Ratio(times) 2019-1H24



### Financial Cost(million baht), Interest Coverage Ratio(times) 2018-1H24



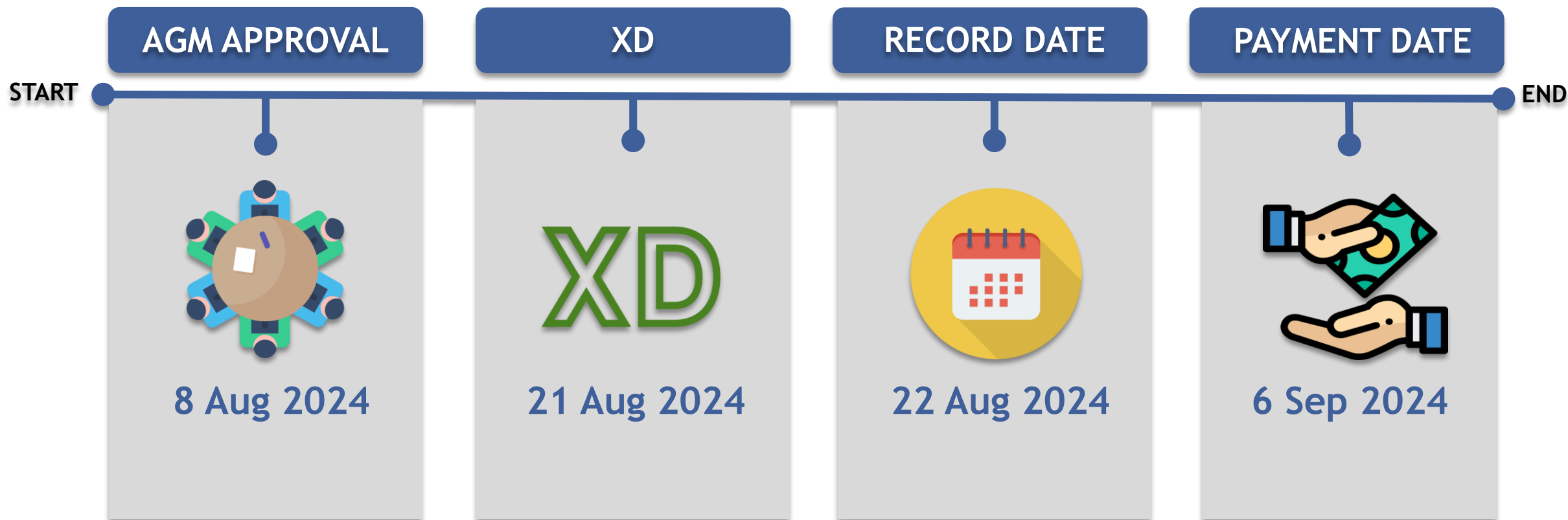
## Dividend Payment History



Dividend	2019	2020	2021	2022	2023	1H24
FS publication day	21/2/2020	15/2/2021	14/2/2022	14/2/2023	14/2/2024	8/8/2024
Price per share (Baht/share)	5.65	11.70	12.60	12.90	9.30	9.05
Dividend per share (Baht/share)	0.42	0.80	0.82	1.00	0.42	0.40
Earning Per Share (Baht/share)	0.70	1.16	1.36	1.55	0.69	0.66
Dividend Yield per year	7.4%	6.8%	6.5%	7.8%	4.5%	8.8%
Dividend Amount (MB/year)	224.91	428.41	439.12	535.51	224.92	214.20
Dividend Payout Ratio	60%	69%	60%	65%	61%	61%

**Remarks:** \*The company has a dividend payout policy to shareholders at not less than 60% of the net profit.  
 \*The Company began paying Dividend since 2014.

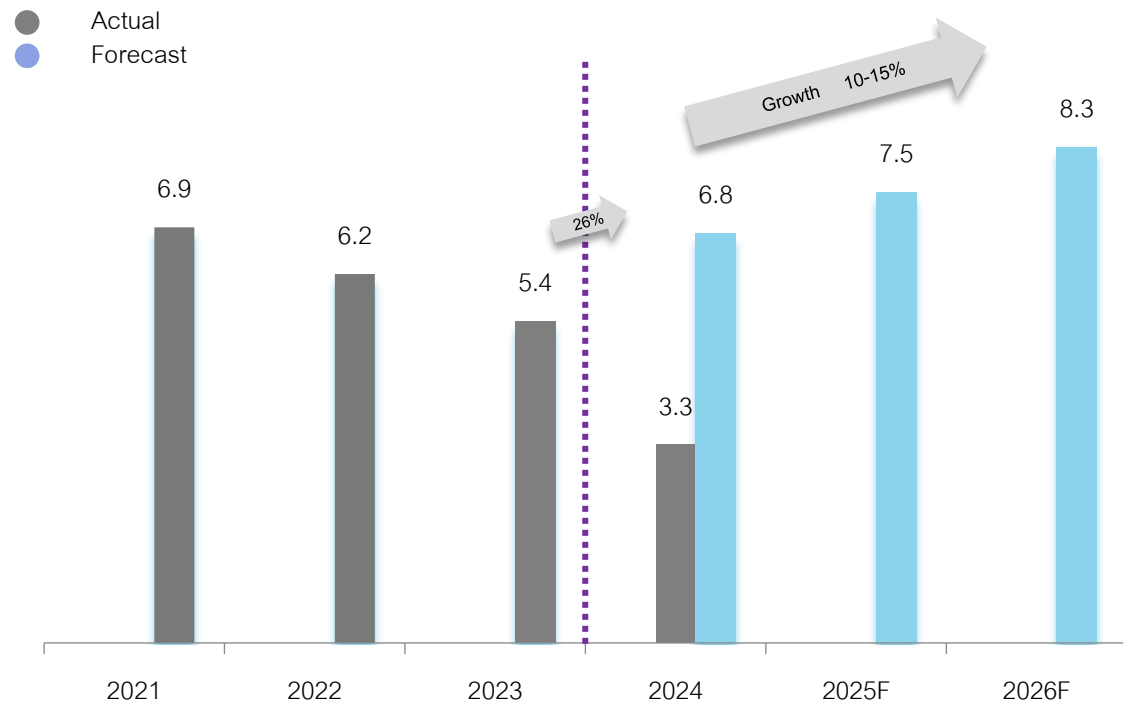
## Dividend Payment Timeframe



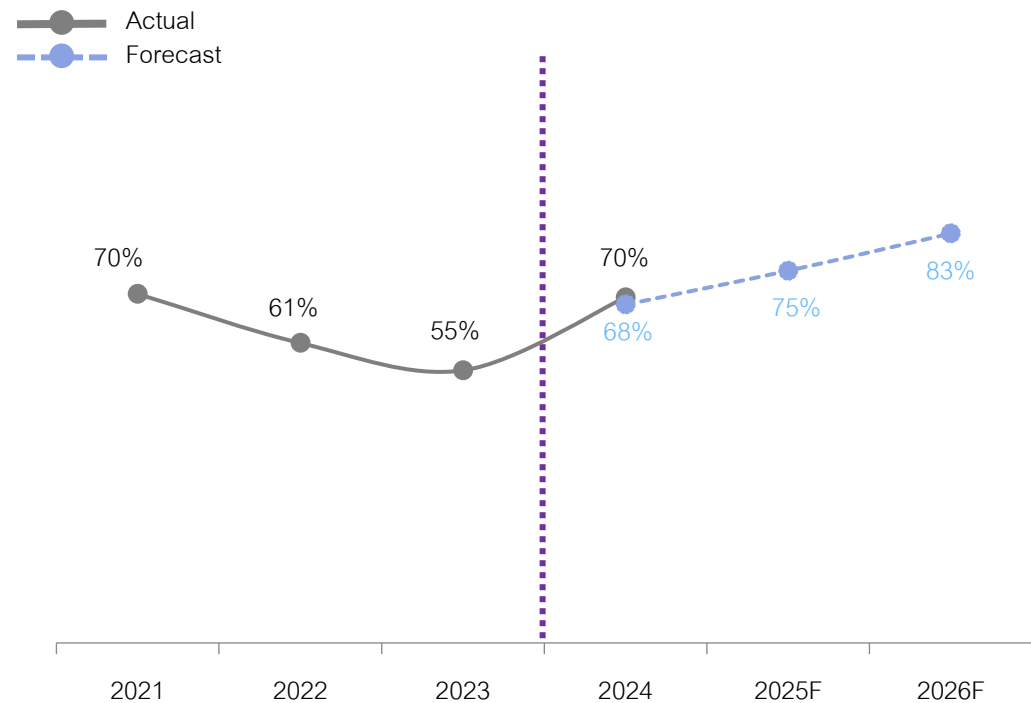


# 2024 Target and Future Growth Strategy

### Projected Sales Volume(million cylinders)



### Projected Utilization(%)



Capacity (million cylinder)	
Per Year	10.0
Per Quarter	2.5



## Disclaimer

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# THANK YOU



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