

# Opportunity Day

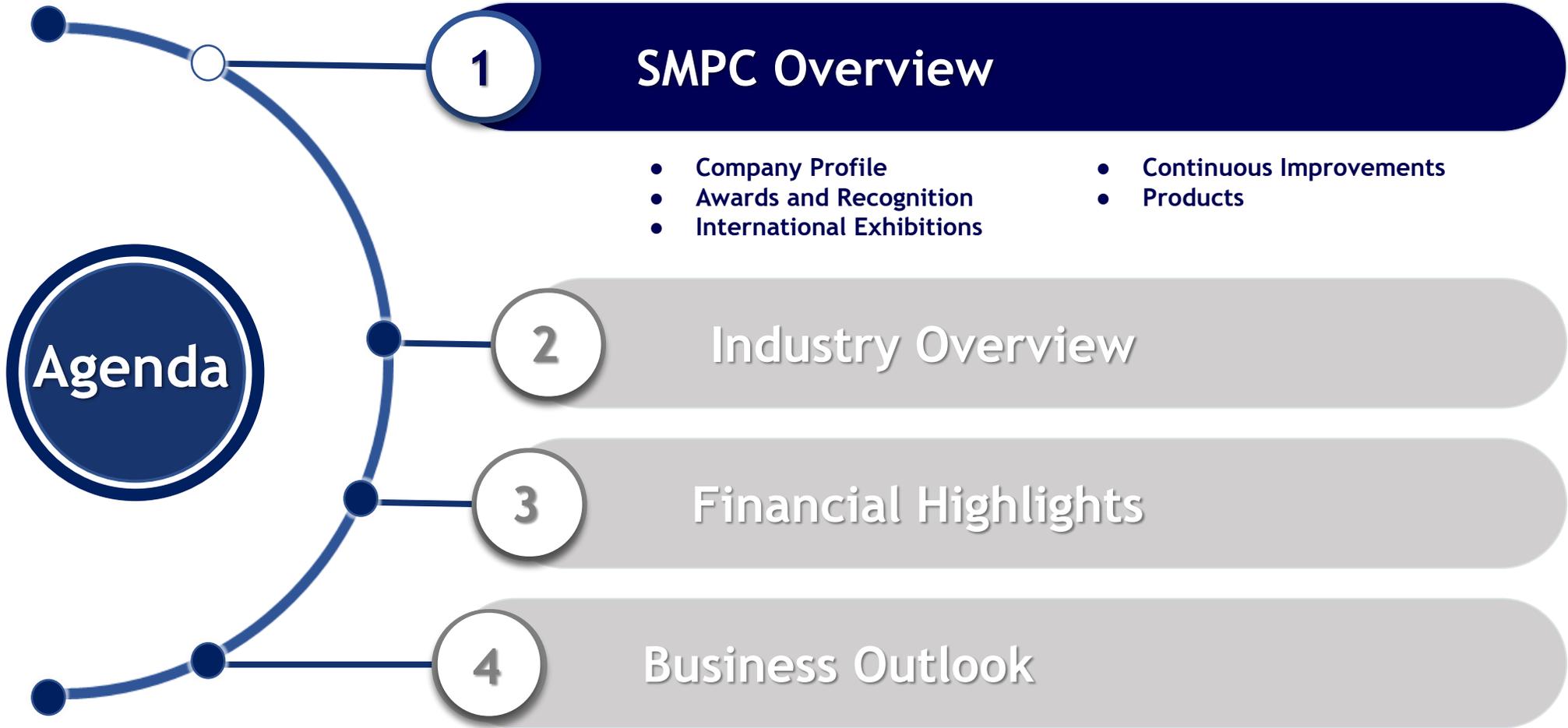
2023 Presentation  
29 Feb 2024

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

<https://www.smpcplc.com>

**SAHAMITR PRESSURE CONTAINER**  
PUBLIC COMPANY LIMITED.





I. SMPC Overview: Company Profile

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

Bangkok, Thailand



SUSTAINABILITY



## I. SMPC Overview: Awards and Recognition

# Awards and Recognition 2023



## 'Best Under A Billion 2023' List by Forbes Asia Magazine

**21 November 2023:** Ms. Patama Laowong, Deputy Chairman of SMPC attended the Forbes Asia Best Under A Billion Forum & Awards Dinner to receive the Forbes Asia's Best Under A Billion Award. The event, organized by Forbes Asia magazine, took place in Manila, Philippines. SMPC was selected as one of the 200 companies in the Asia-Pacific region and one of the 11 companies from Thailand to be part of the 'Best Under A Billion' group in 2023.



## I. SMPC Overview: Awards and Recognition

# Awards and Recognition 2023



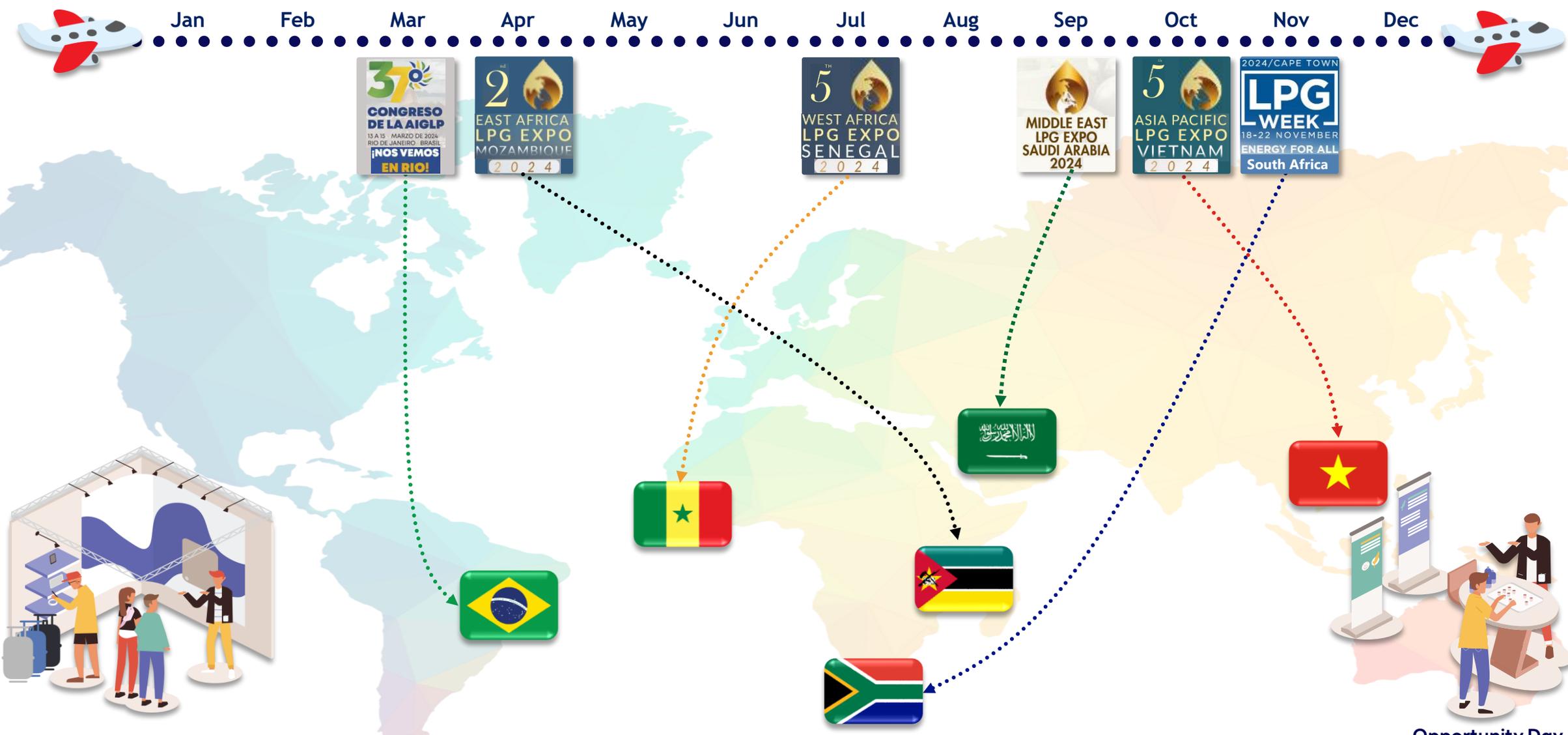
**31 October 2023:** SMPC maintains Excellent CG 5 Scoring for the 4<sup>th</sup> consecutive year of listed companies under the Corporate Governance Report of Thai List Companies: CGR (2023).



**6 November 2023:** SMPC received the “AA” Rating for SET ESG Ratings of 2023 by the Stock Exchange of Thailand (SET).

I. SMPC Overview: International Exhibitions

# International Exhibitions 2024



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## Feedback from our Valued Customers Worldwide...



**Average Overall  
Satisfaction Score  
4.6 out of 5**

In 2023, we have received valuable feedback from our customers in 59 countries worldwide, including from Africa, Asia, Australia & Oceania, Europe, North America, and South & Central America.



## I. SMPC Overview: Continuous Improvements

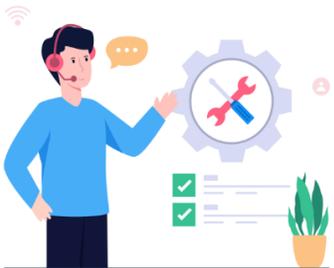
## Key Areas of Recognition



The highest level of trust from our respondents is in the **"Product Quality"**



The 2<sup>nd</sup> highest factor contributing to a positive experience was good **"Customer Service & Communication"**



**"Problem Solving"** received the 3<sup>rd</sup> highest reason for customers to make a purchase.

## I. SMPC Overview: Continuous Improvements

## Some of Our Customers' Testimonials



“... SMPC is recognized worldwide as being one of the most important players in the LPG market as a manufacturer of LPG cylinders.”



“... Long-term relationship, historically trusted partner”



“... Specifically, I appreciate the product quality, flexibility of the sales team, and the professional service they offer.”



“... What sets SMPC apart is their communication, aggressiveness to explore new opportunities, documentation procedures, and timely shipments. The SMPC team adds a great deal of value to the commodity price offering an overall better experience.”



“... Capability to meet our demand on time and response to our requests even on Whatsapp”

# SMPC Continuous Improvements

Thank you for your sincere feedback with us, we will continue to improve in these key areas...

## Product

- Providing outstanding products that contribute to the success of our customers' business.



## Delivery

- Collaborate with both our customers and supply chain to manage demand and enhance delivery timing.
- Production management to serve our customer need.

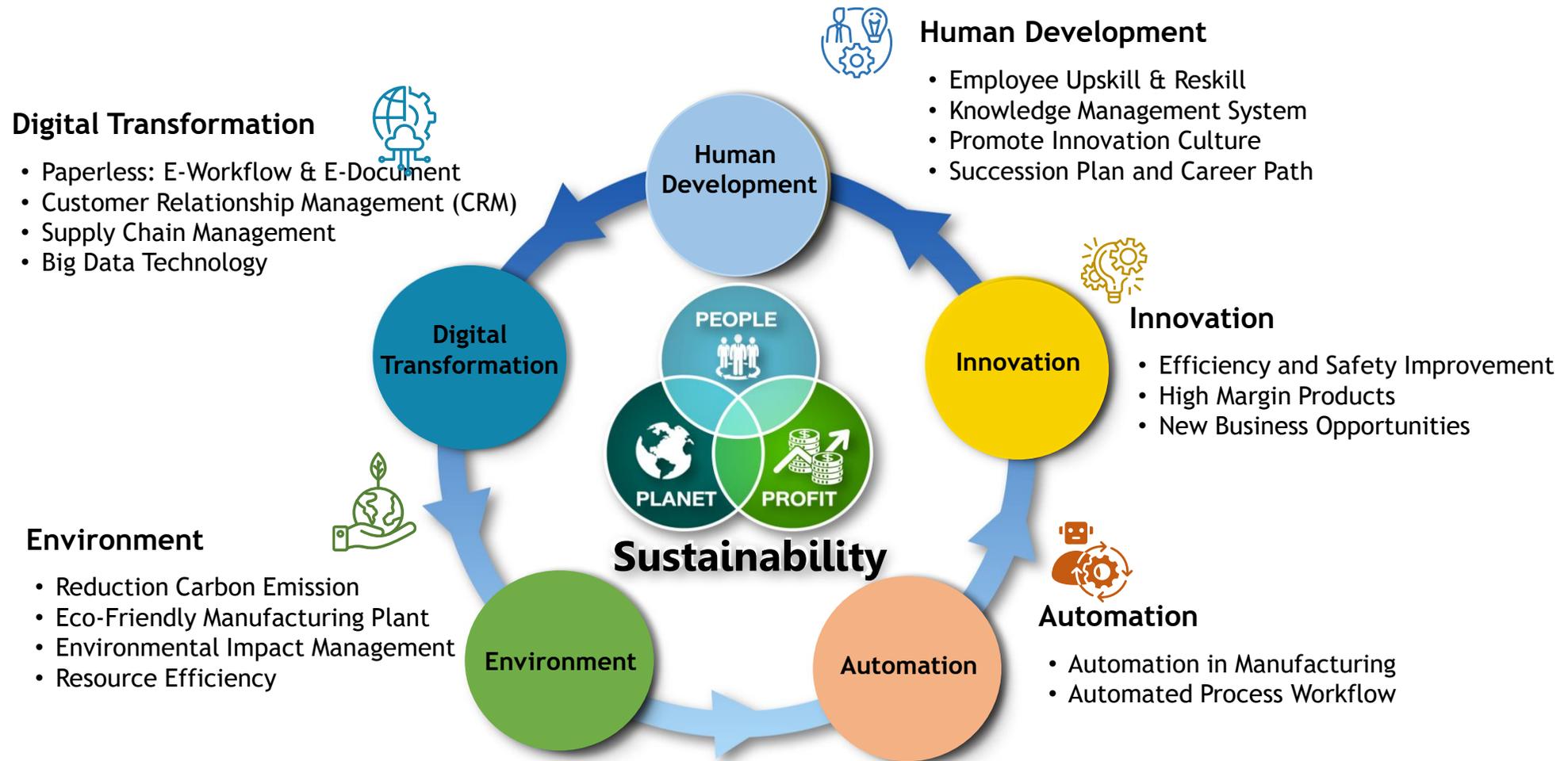


## Communication

- Update status between teams and customers
- Work with customers to improve our products & services



# 5 Megatrends Towards Sustainability for SMPC



I. SMPC Overview: Products

## 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



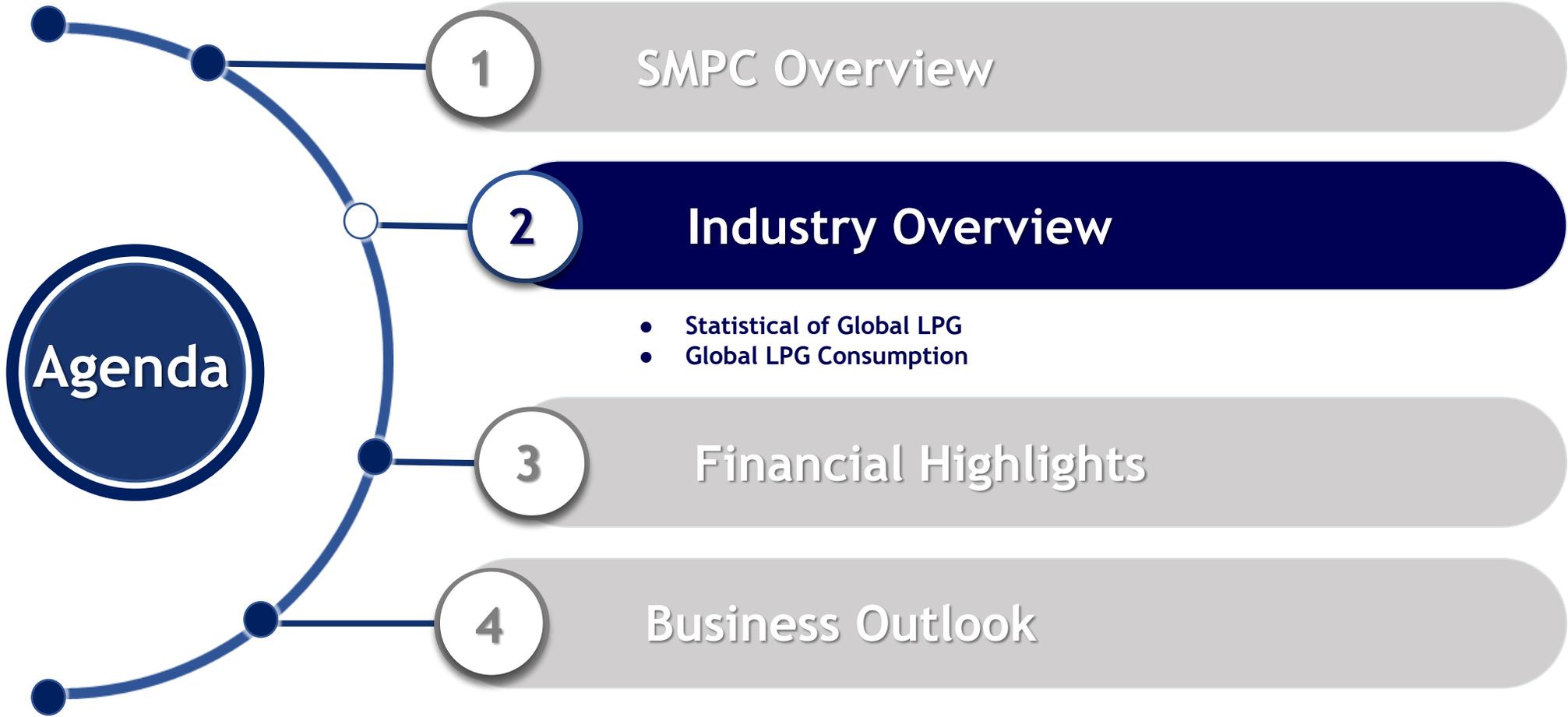
Ammonia Cylinders



Forklift Cylinders



Cylinders with Accessories  
**Opportunity Day**



II. SMPC Overview: Statistical of Global LPG

# About the Industry

## Production

## Consumption



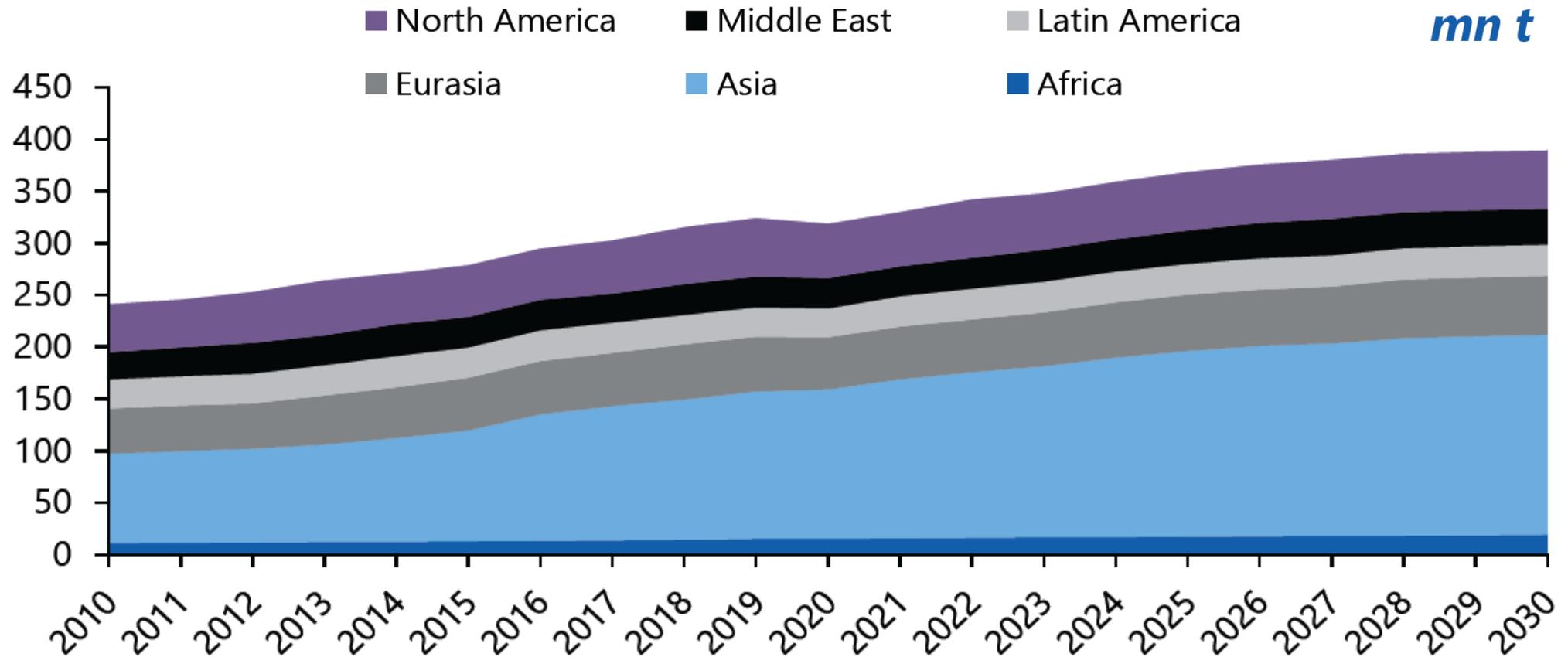
SUSTAINABILITY



Source: Statistical review of global LPG 2023

## II. SMPC Overview: Global LPG Consumption

## 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.

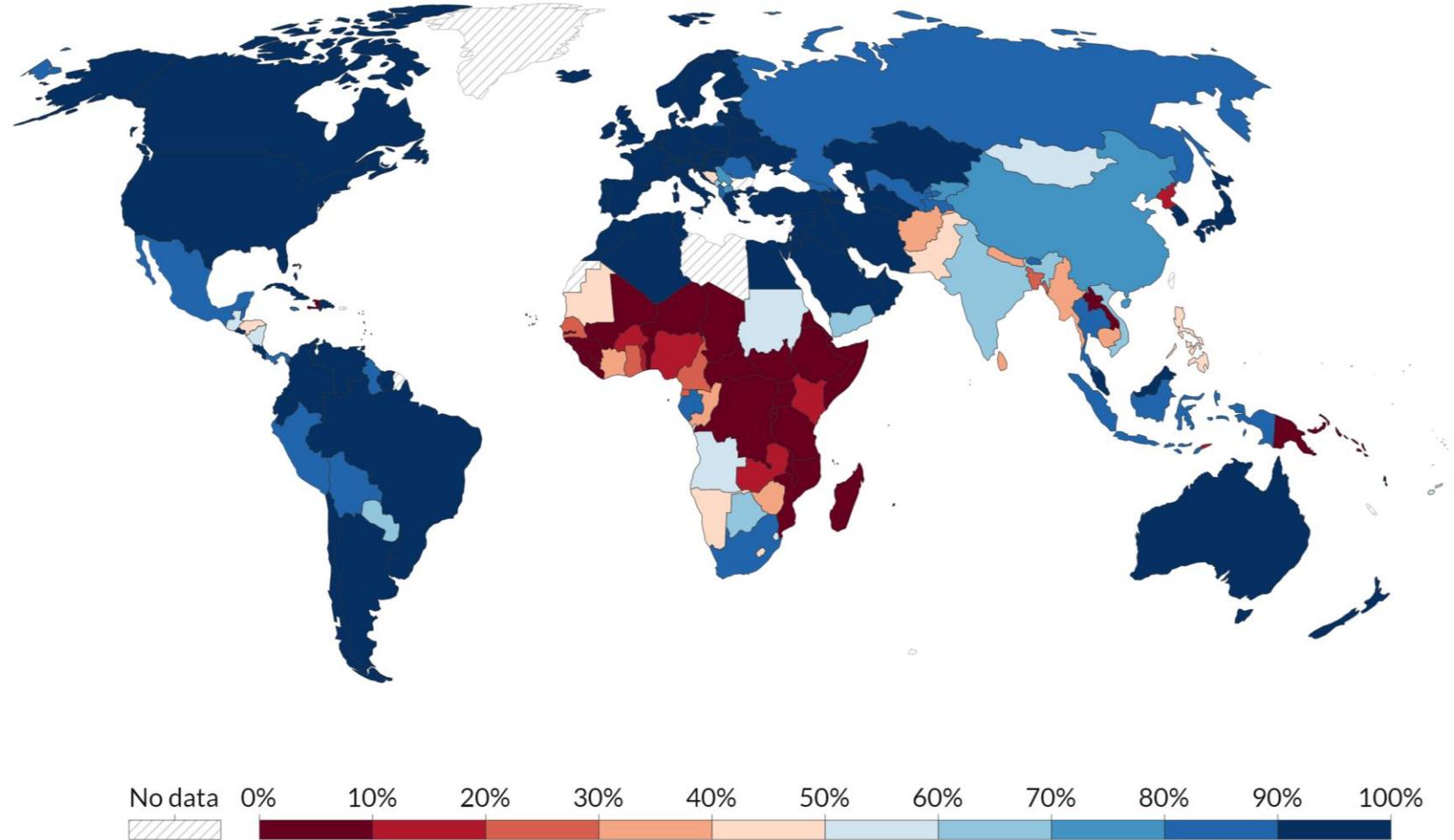
Source: Statistical review of global LPG 2023



## II. SMPC Overview: Global LPG Consumption

# % 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.



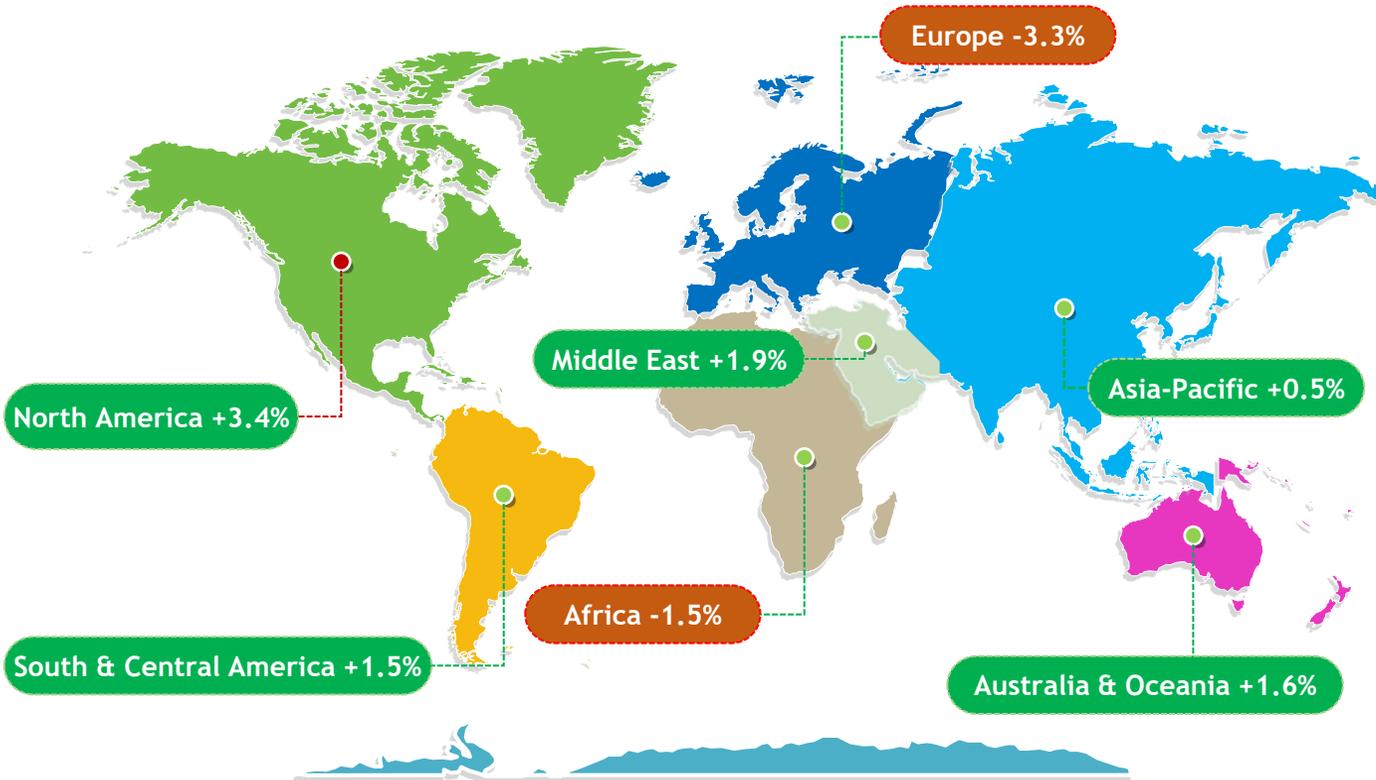
Source: WHO, Global Health Observatory (2022)

## II. SMPC Overview: Global LPG Consumption

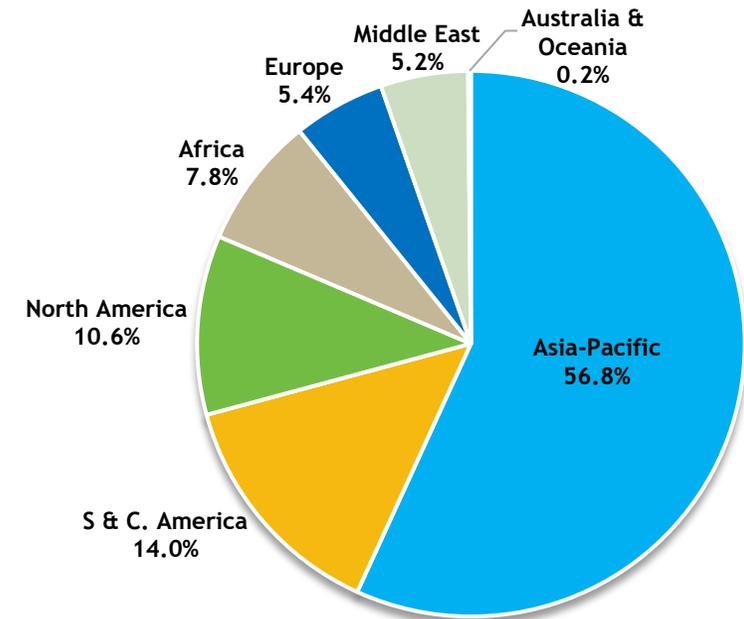
# Household LPG Consumption by Region

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

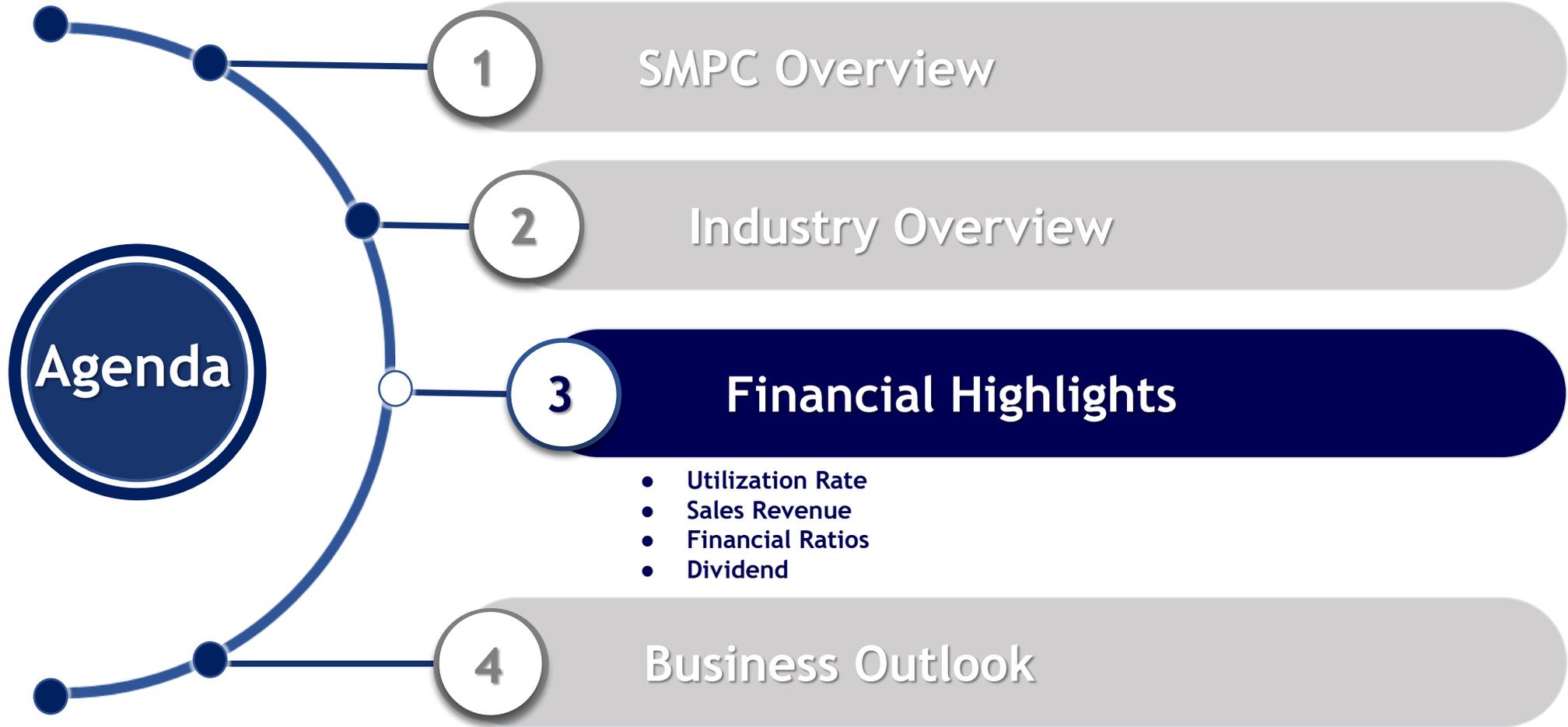
Domestic Consumption Growth (2021-2022) by Continents



2022 Domestic Consumption by Continents



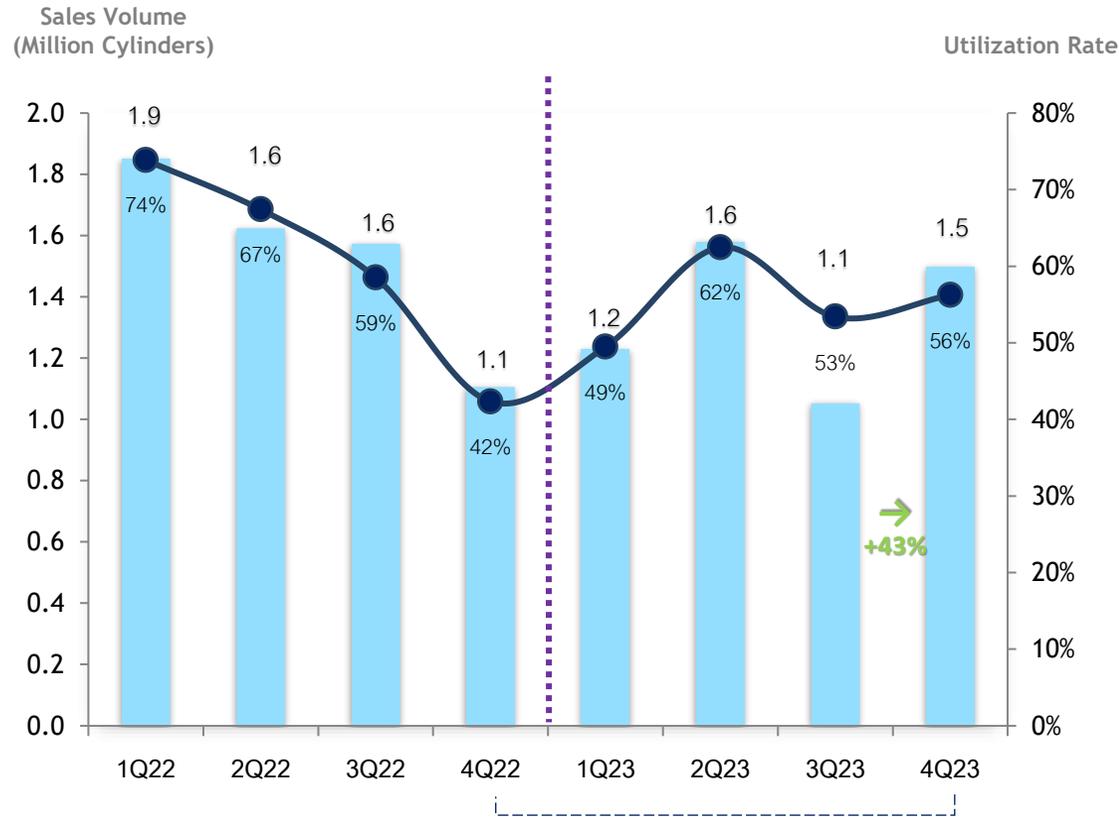
Source: Statistical review of global LPG 2023



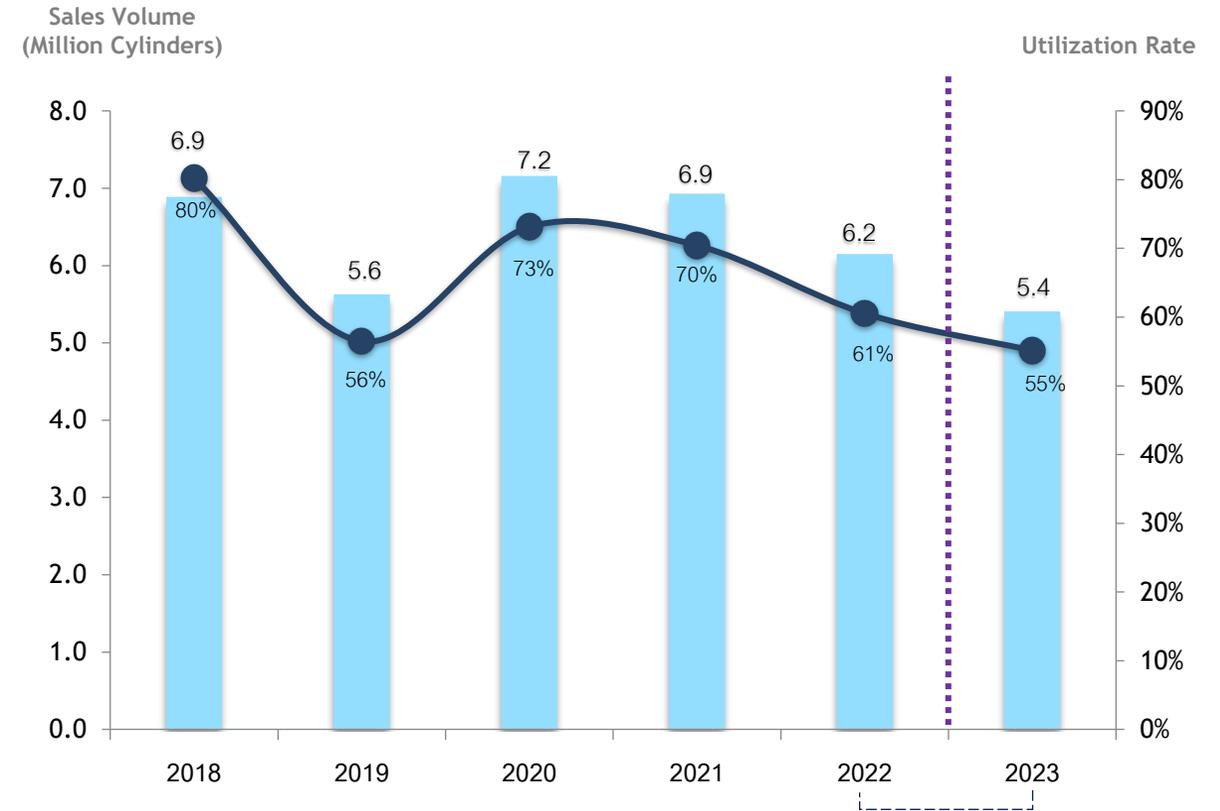
## III. Financial Highlights: Utilization Rate

# Utilization Rate(%)

## 1Q22 - 4Q23



## 2018-2023



Capacity (million cylinder)	2018	2019 - Present
Per Year	8.7	10.0
Per Quarter	2.2	2.5

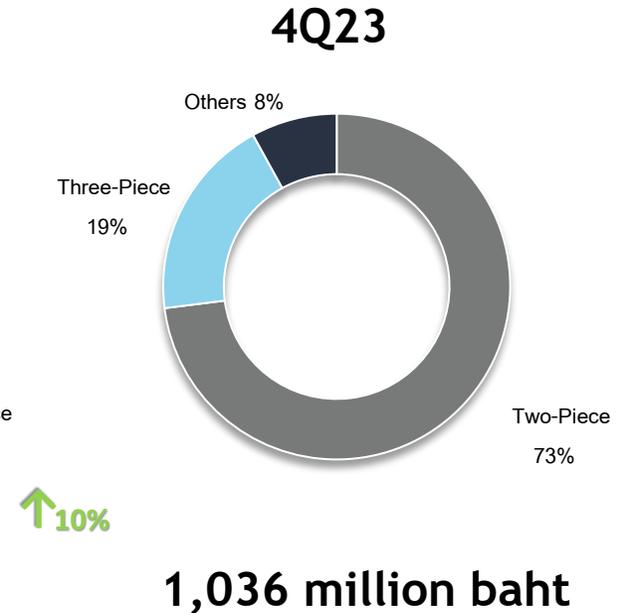
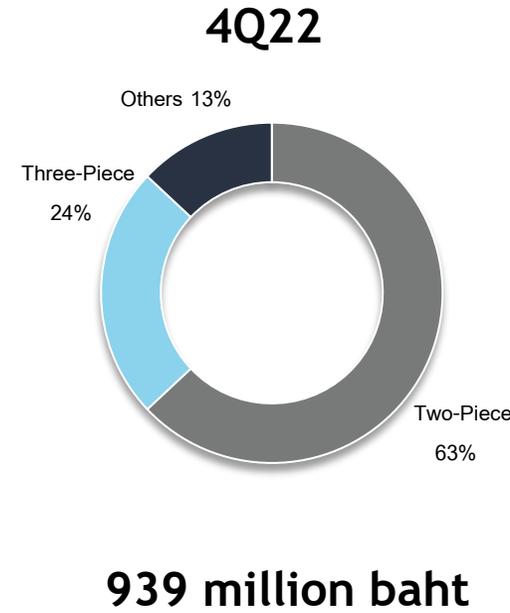
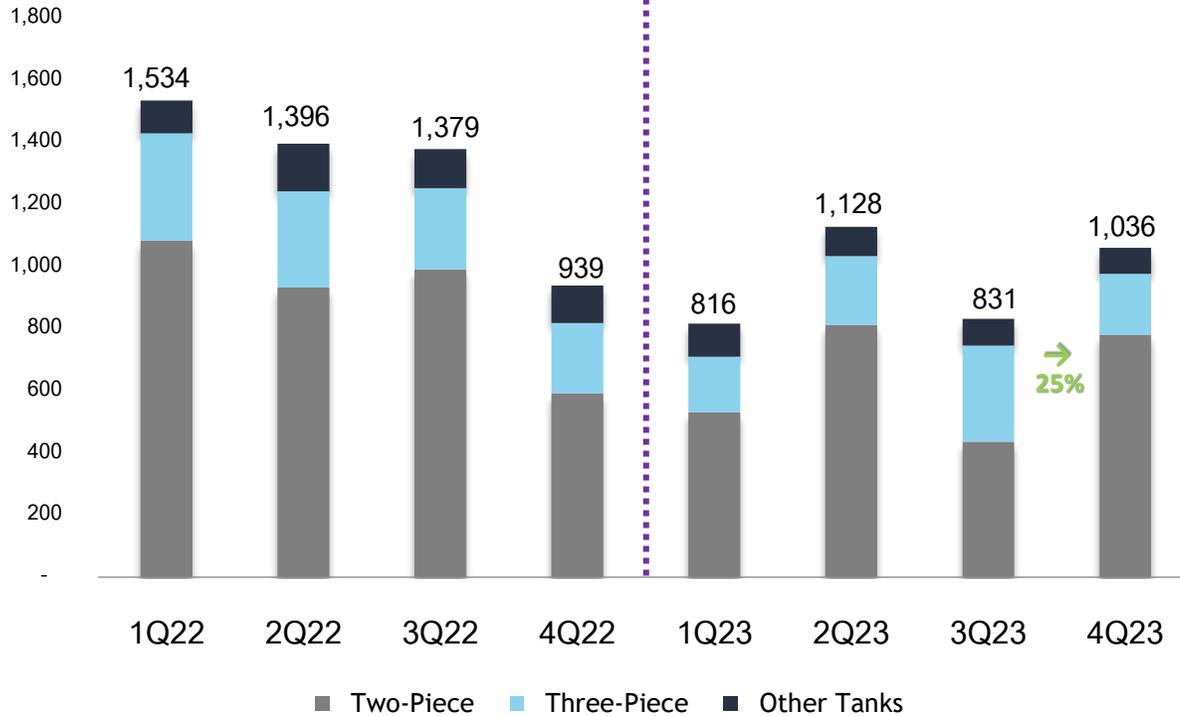
↑ 36%

↓ 13%

III. Financial Highlights: Sales Revenue

# Sales Revenue by Product Category: 1Q22 - 4Q23

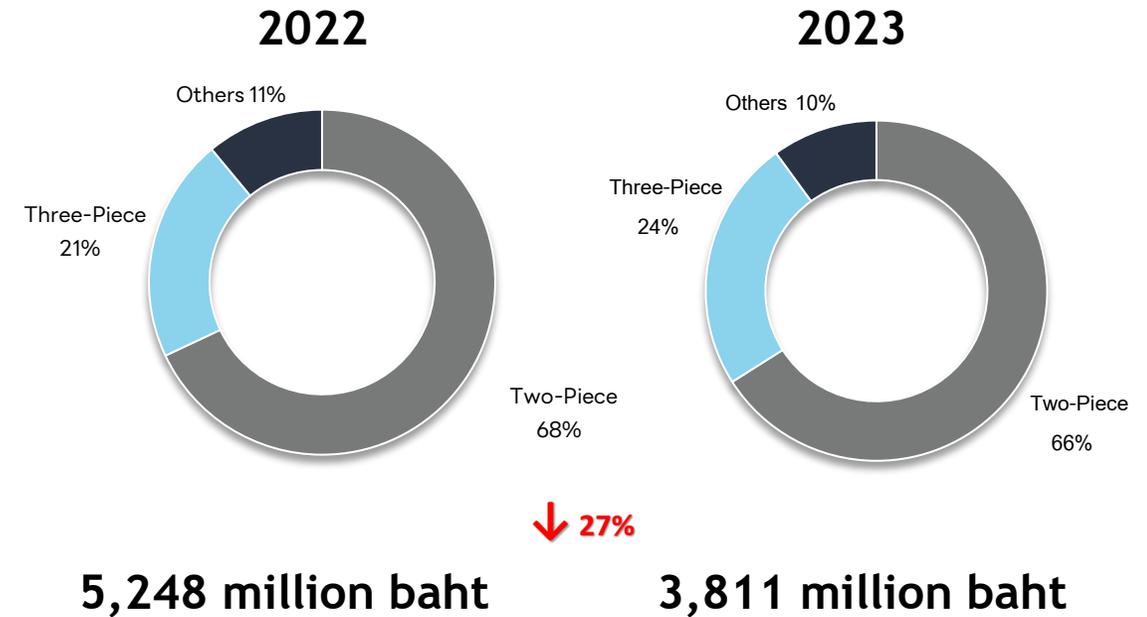
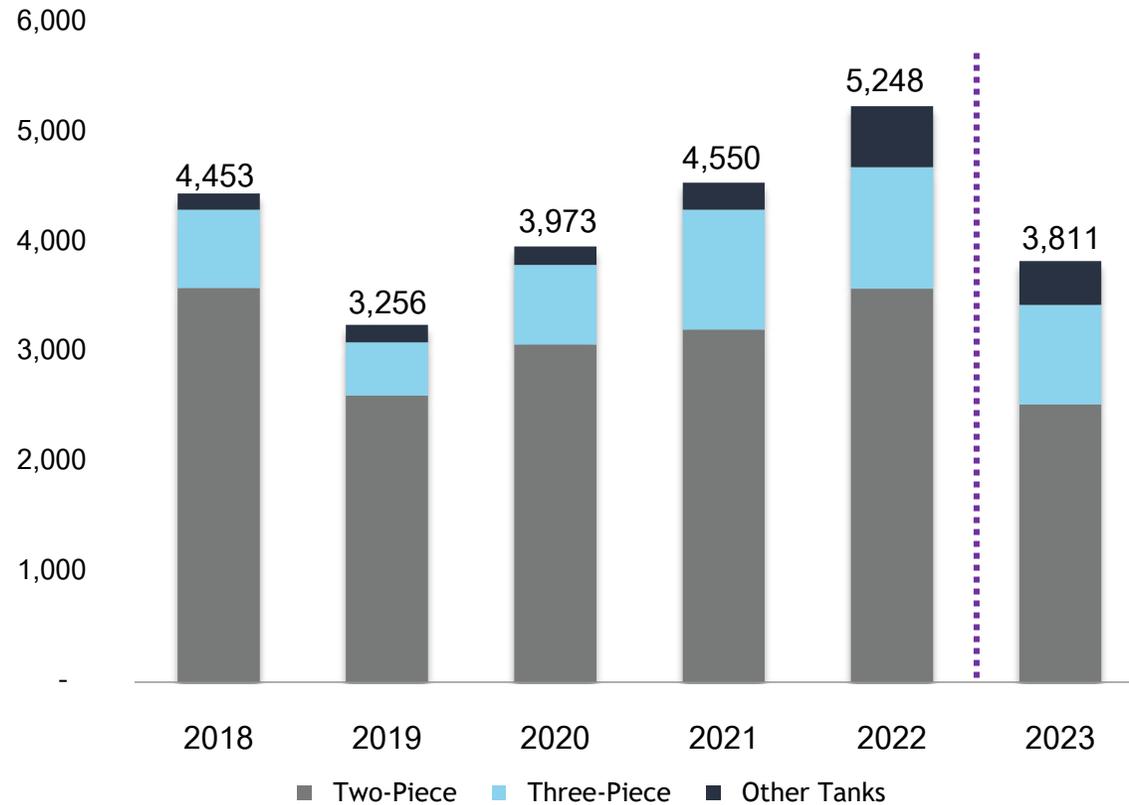
Sales Revenue (Million Baht)



III. Financial Highlights: Sales Revenue

# Sales Revenue by Product Category: 2018 - 2023

Sales Revenue  
(Million Baht)



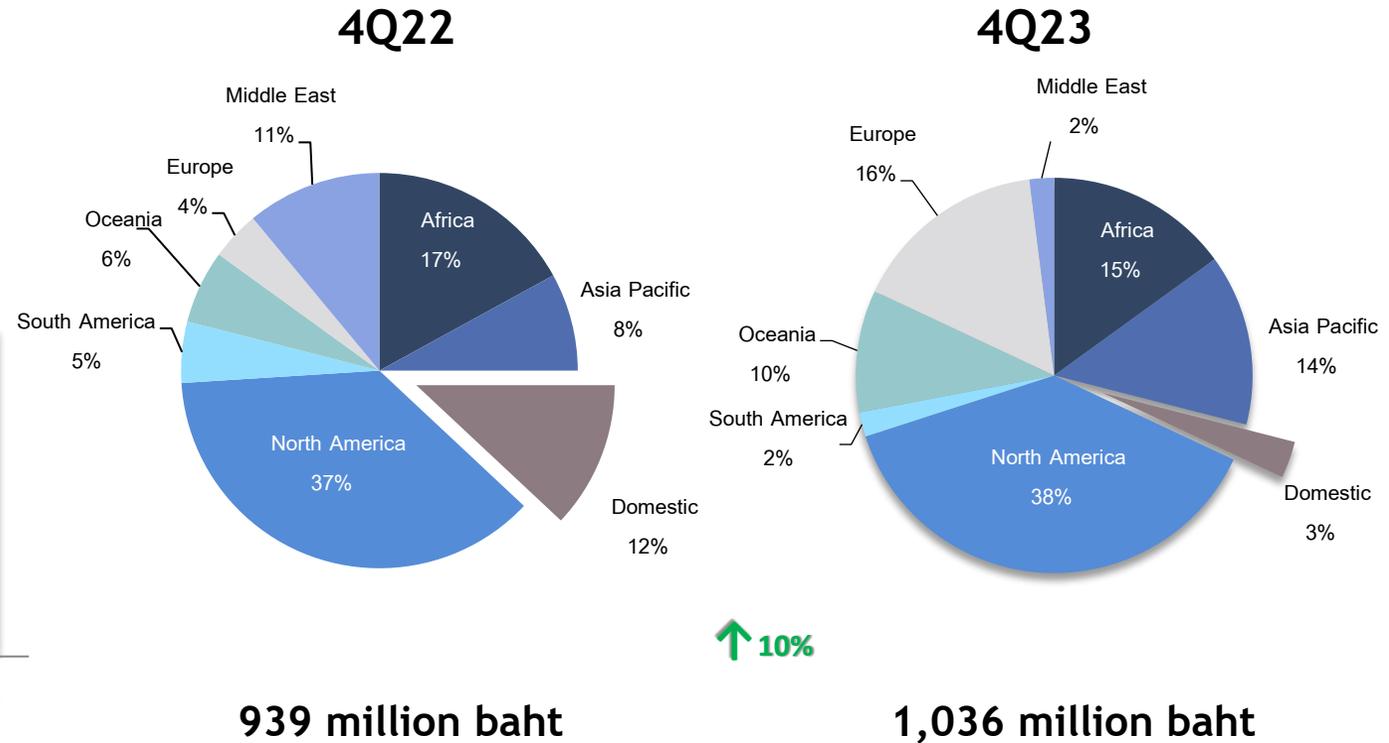
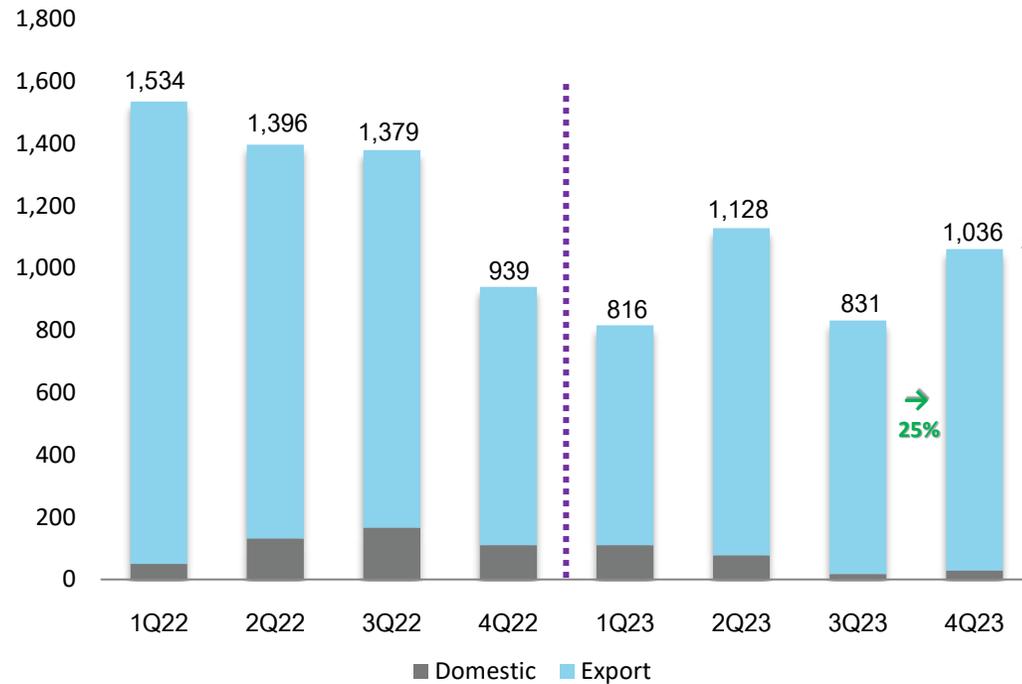
SUSTAINABILITY



## III. Financial Highlights: Sales Revenue

# Sales Revenue by Geography: 1Q22 - 4Q23

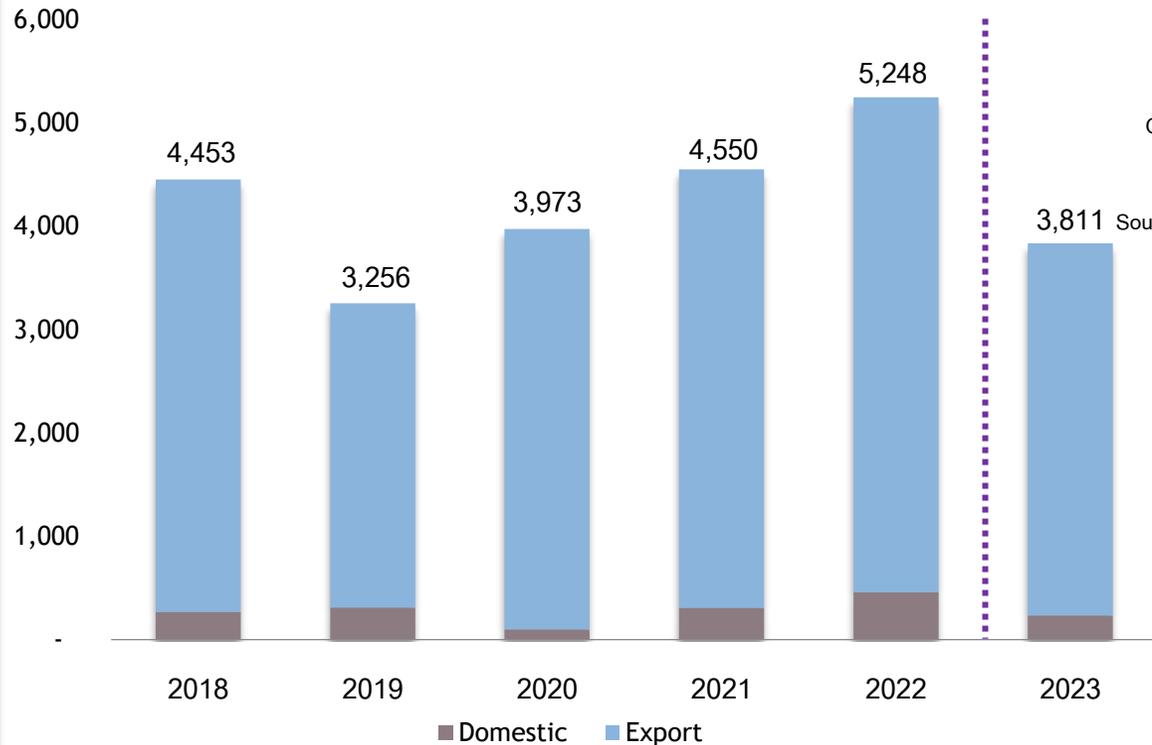
Sales Revenue (Million Baht)



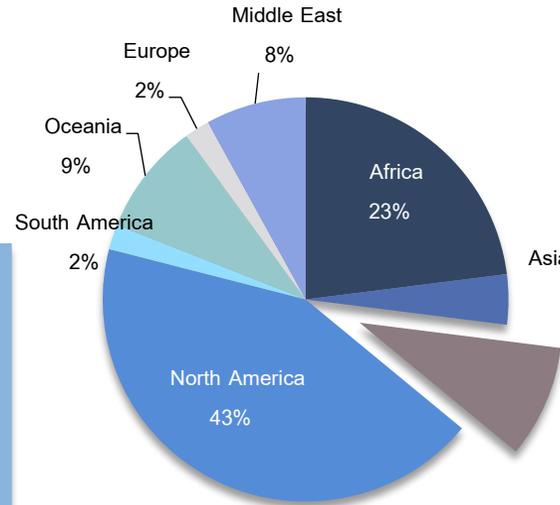
III. Financial Highlights: Sales Revenue

# Sales Revenue by Geography: 2018 - 2023

Sales Revenue (Million Baht)

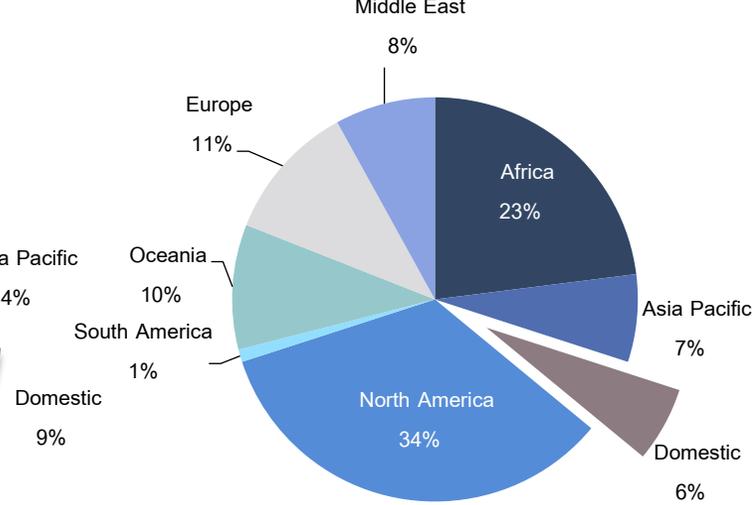


2022



5,248 million baht

2023



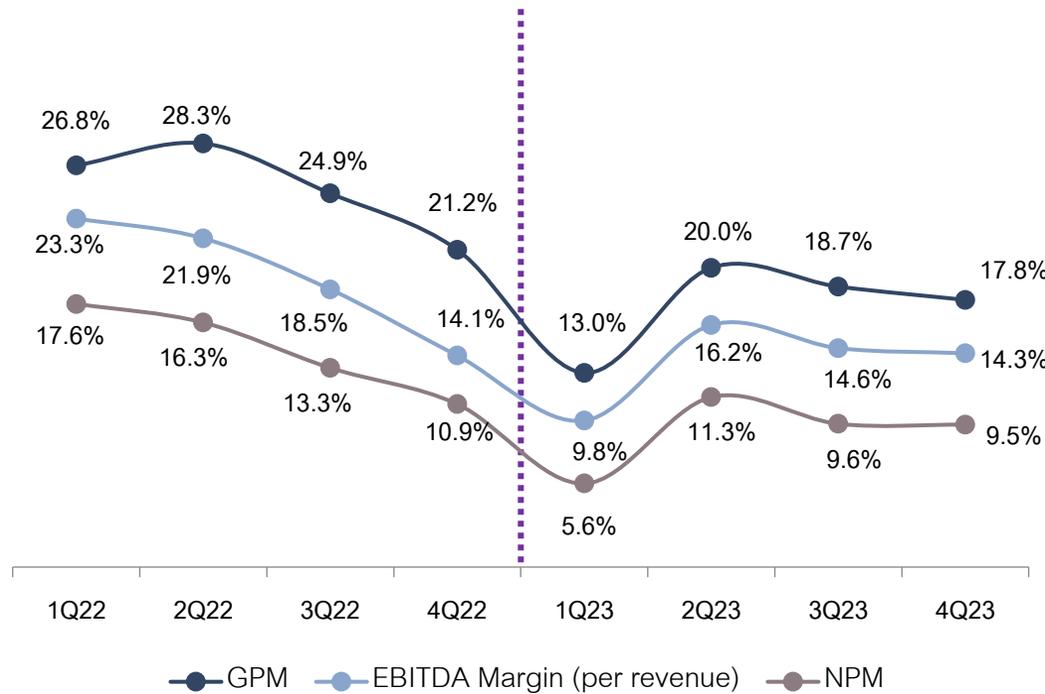
3,811 million baht

↓ 27%

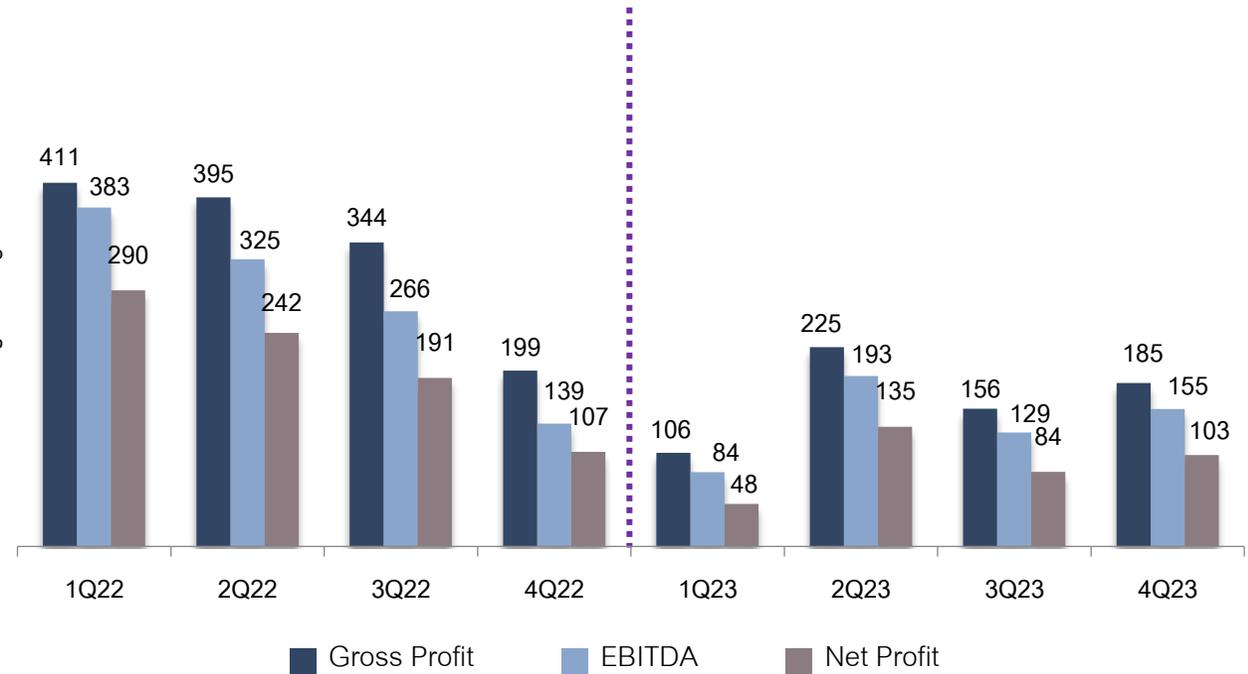
## III. Financial Highlights: Financial Ratios

# Profitability Ratios

### GPM, EBITDA Margin and NPM (%) 1Q22-4Q23



### Gross Profit, EBITDA and Net Profit (MB) 1Q22-4Q23

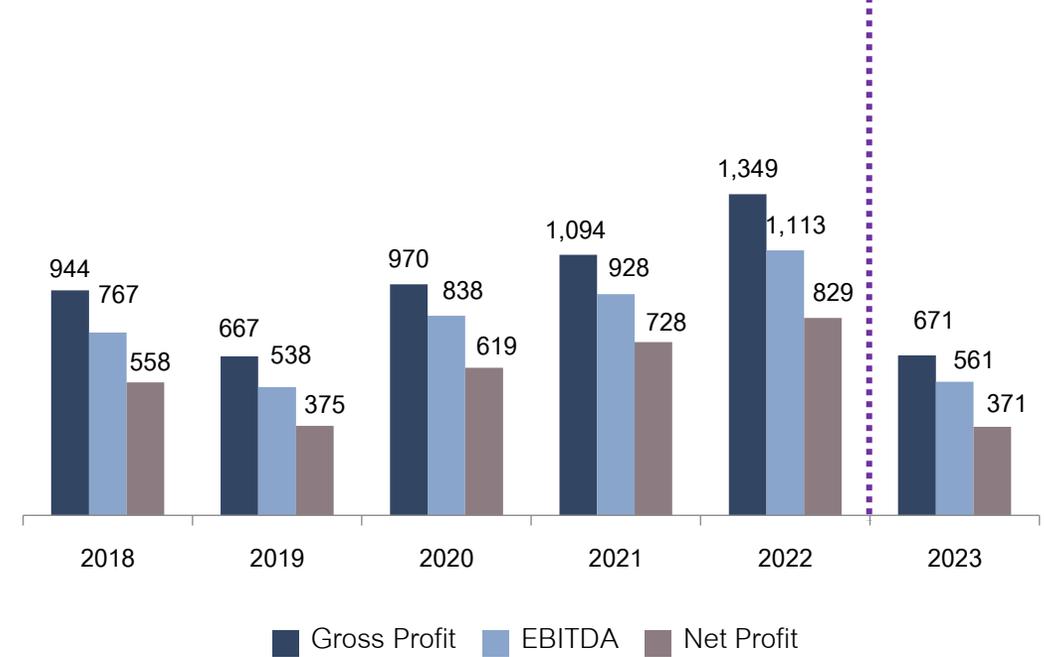
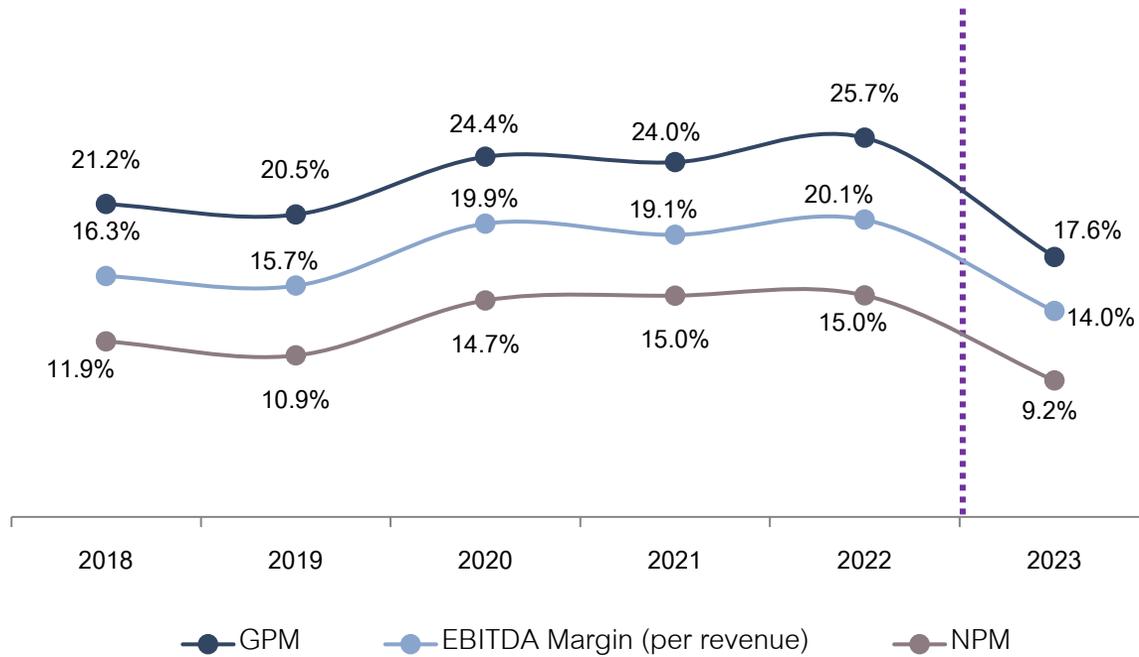


III. Financial Highlights: Financial Ratios

# Profitability Ratios

**GPM, EBITDA Margin and NPM(%) 2018-2023**

**Gross Profit, EBITDA and Net Profit(MB) 2018-2023**



SUSTAINABILITY



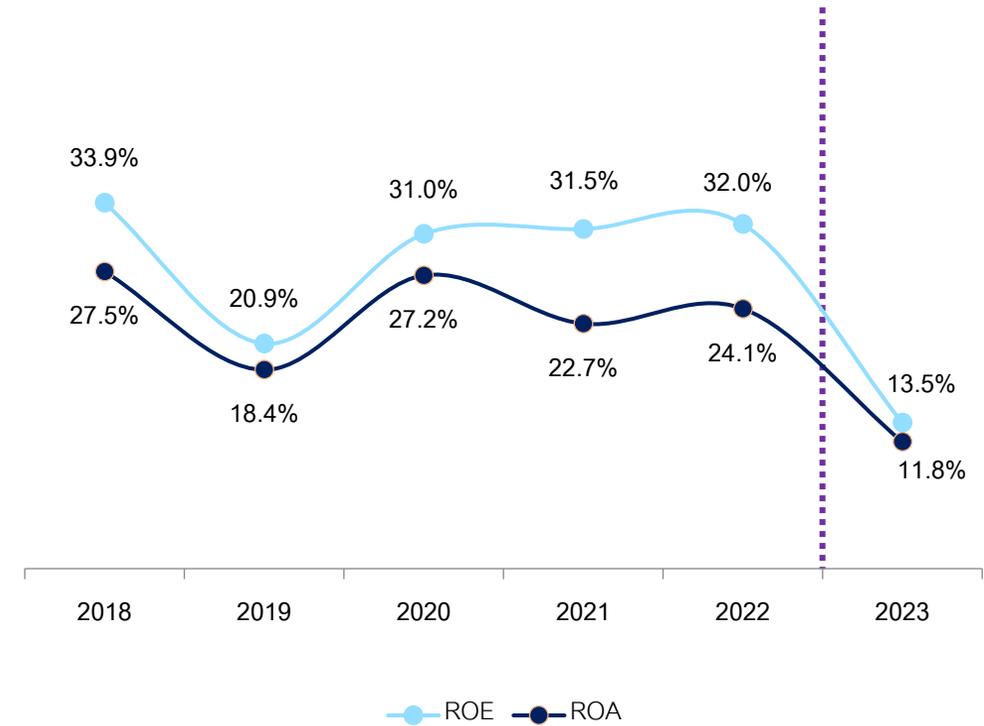
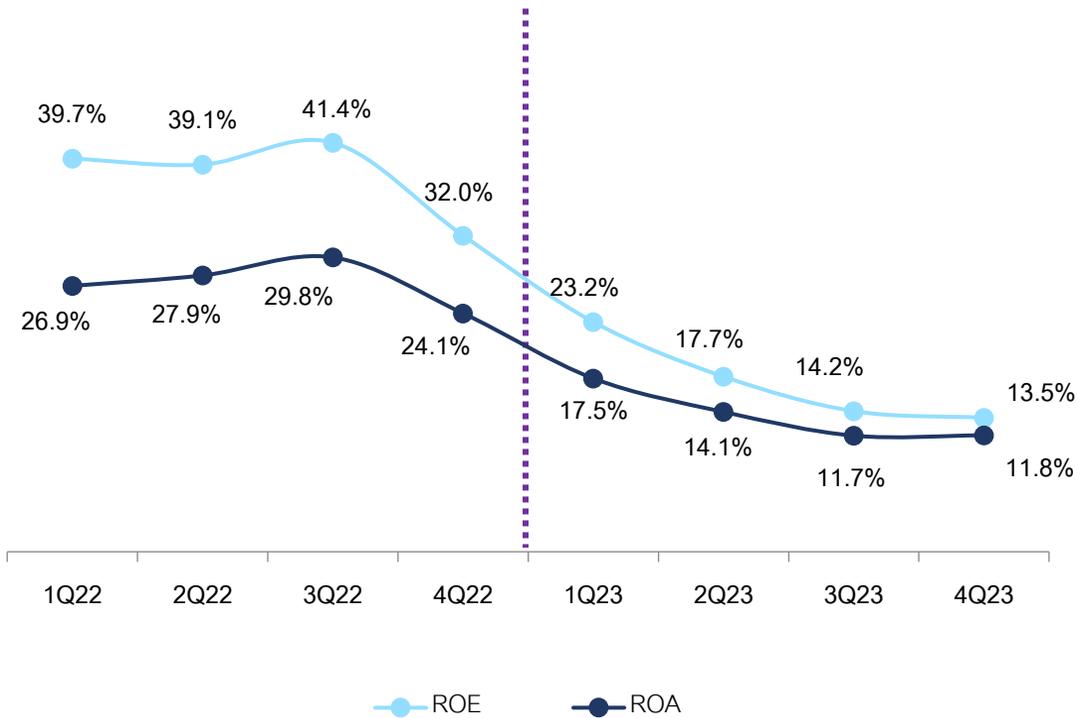
## III. Financial Highlights: Financial Ratios

# Efficiency & Profitability Ratios

## ROE and ROA(%)

1Q22-4Q23

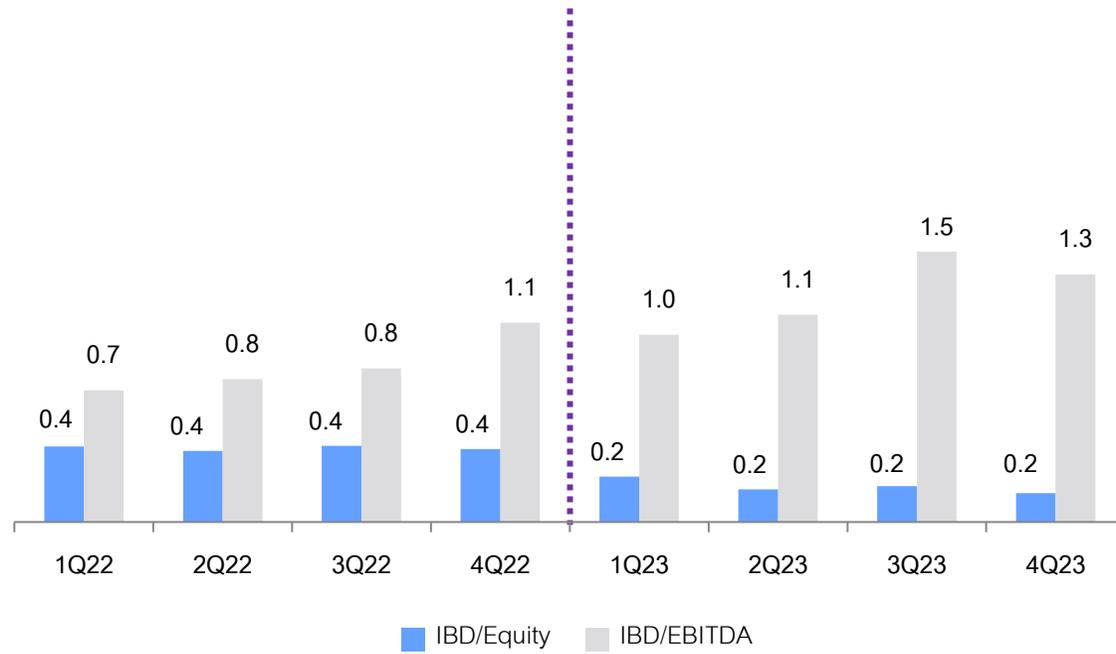
2018-2023



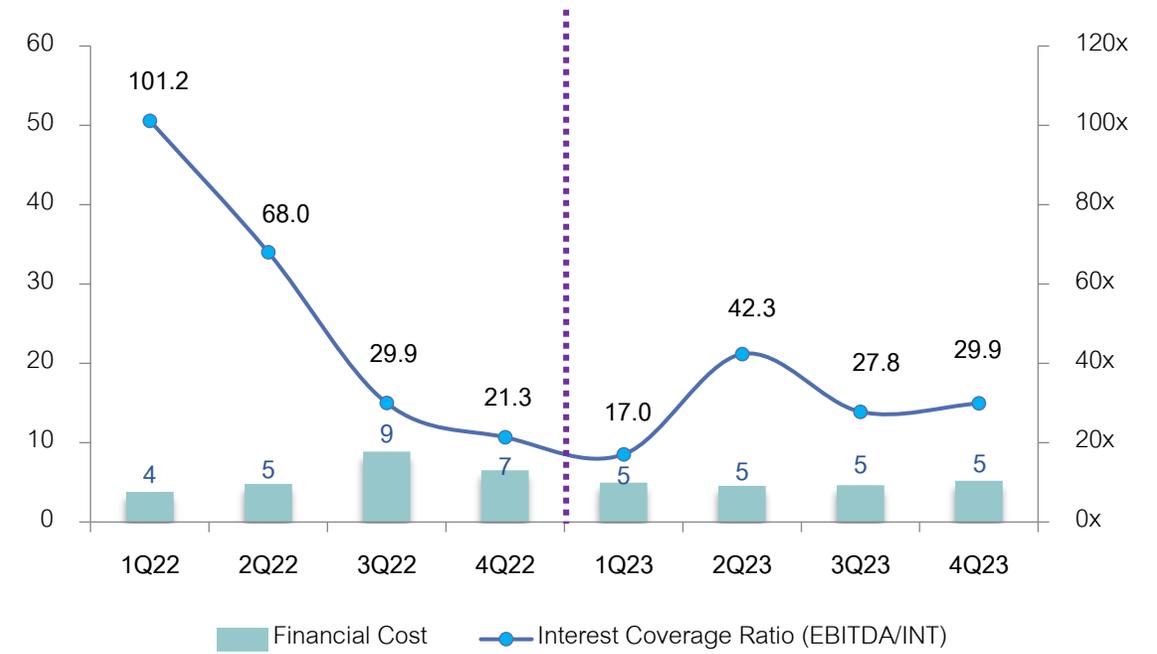
## III. Financial Highlights: Financial Ratios

# Leverage Ratios

### IBD\* to Equity Ratio, IBD\* to EBITDA Ratio(times) 1Q22-4Q23



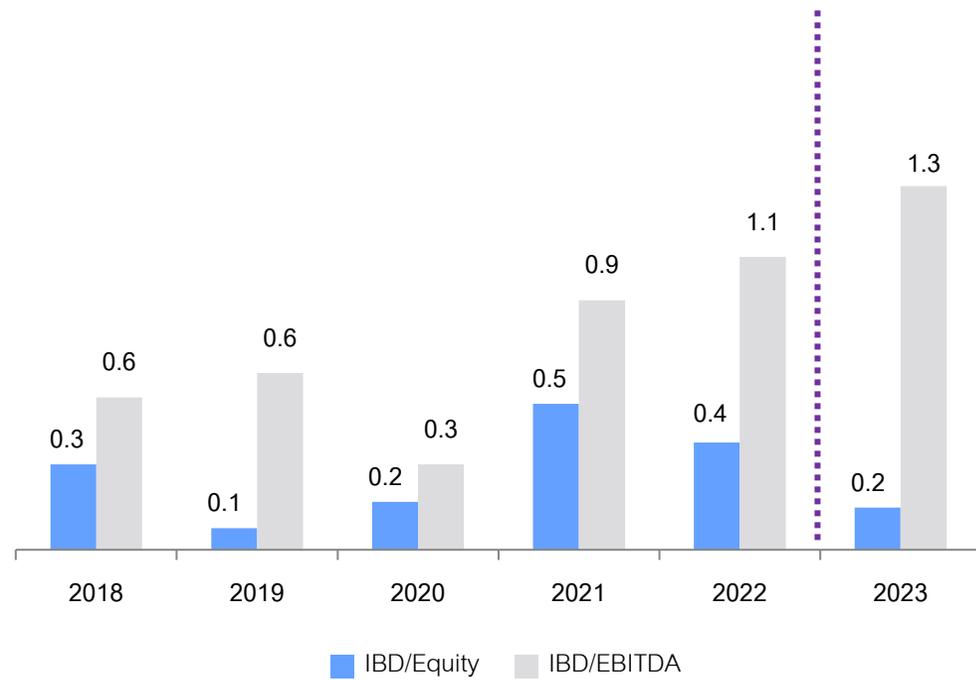
### Financial Cost(million baht), Interest Coverage Ratio(times) 1Q22-4Q23



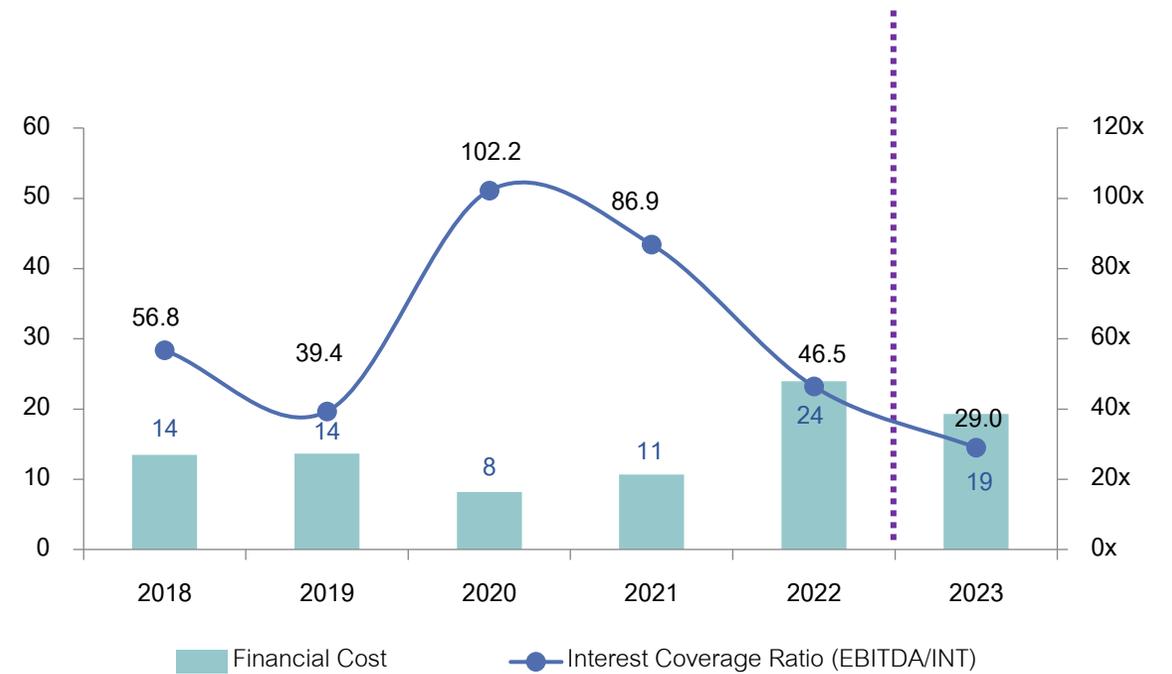
## III. Financial Highlights: Financial Ratios

# Leverage Ratios

### IBD\* to Equity Ratio, IBD\* to EBITDA Ratio(times) 2018-2023

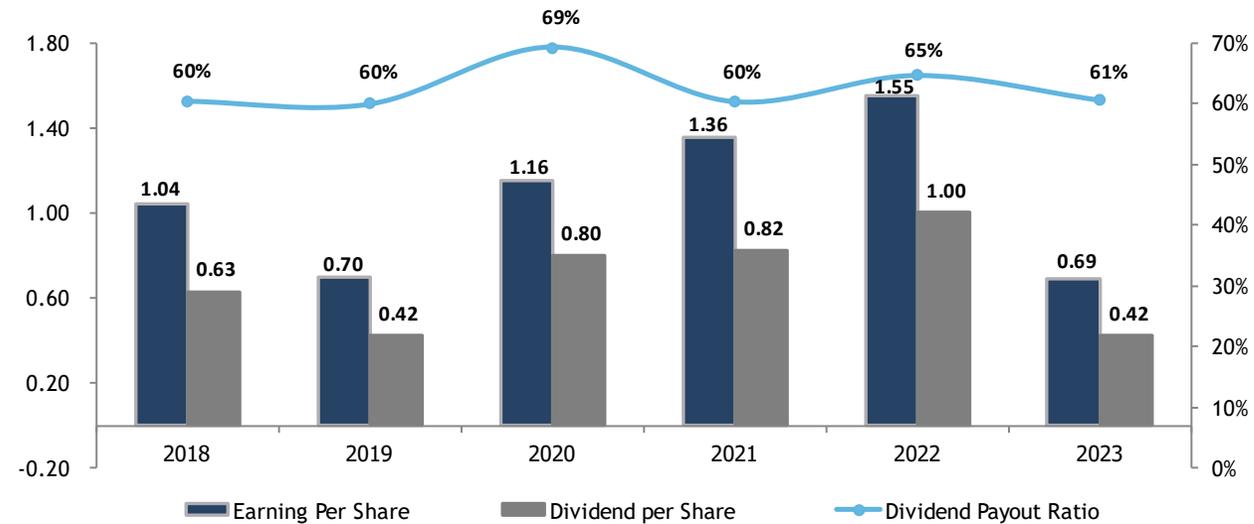


### Financial Cost(million baht), Interest Coverage Ratio(times) 2018-2023



## III. Financial Highlights: Dividend

## Dividend Payment History



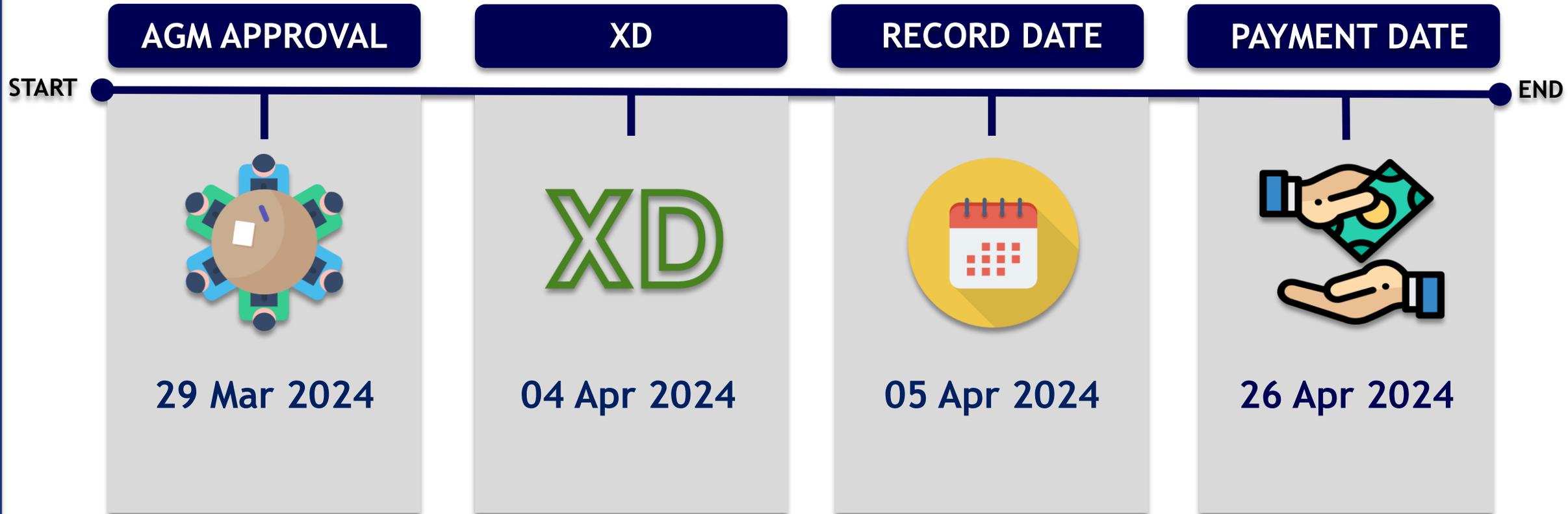
	2018	2019	2020	2021	2022	2023
FS publication day	12/2/2019	21/2/2020	15/2/2021	14/2/2022	14/2/2023	14/2/2024
Price per share	12.10	5.65	11.70	12.60	12.90	9.30
Dividend per share	0.63	0.42	0.80	0.82	1.00	0.42
Earning Per Share	1.05	0.70	1.16	1.36	1.55	0.69
Dividend Yield per year	5.2%	7.4%	6.8%	6.5%	7.8%	4.5%
Dividend Amount (MB)	337.37	224.91	428.41	439.12	535.51	224.92
Dividend Payout Ratio	60%	60%	69%	60%	65%	61%

**Pending AGM Approval**  
**29 Mar 2024**  
 H1/23 = 0.21  
 H2/23 = 0.21

**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.

## III. Financial Highlights: Dividend

## Dividend Payment Timeframe

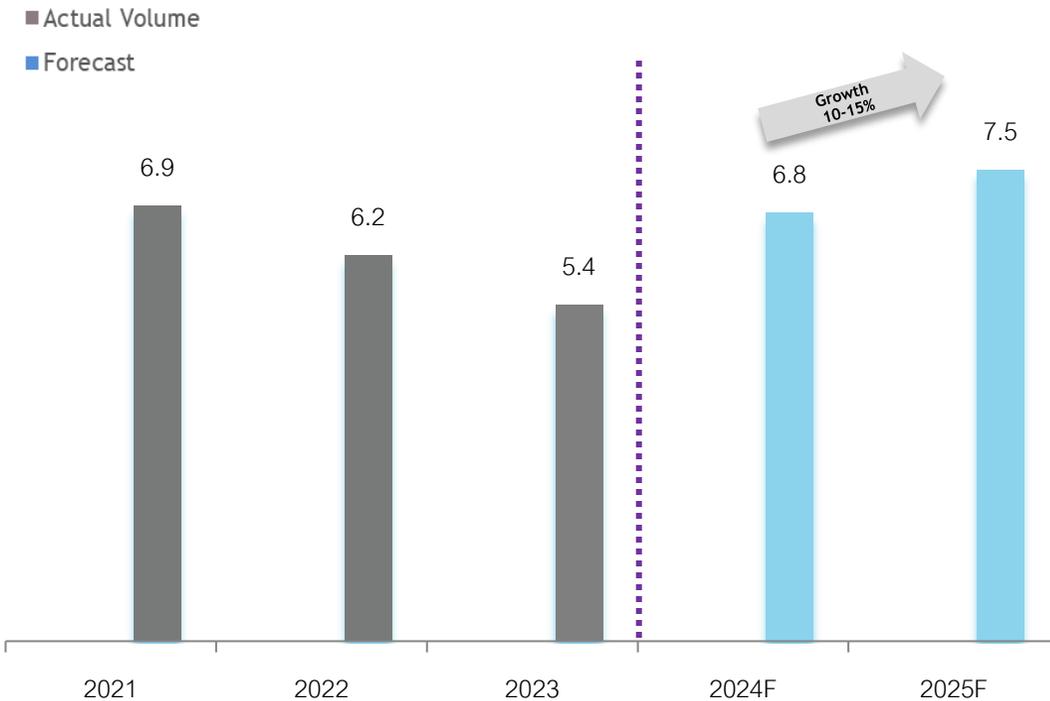




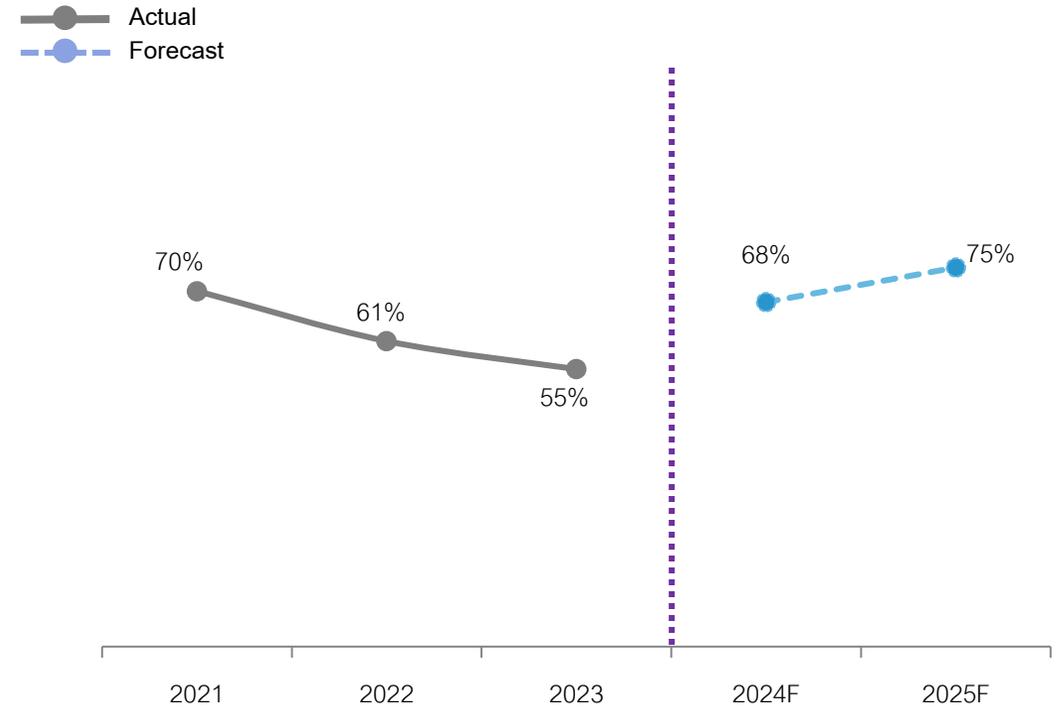
IV. Business Outlook: Target and Future Growth Strategy

# 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



0-2895-4139-54



Info@smcplc.com



<https://www.smcplc.com>

