



SOMBOON
ADVANCE TECHNOLOGY

**Drive Business toward
a Sustainable Future**

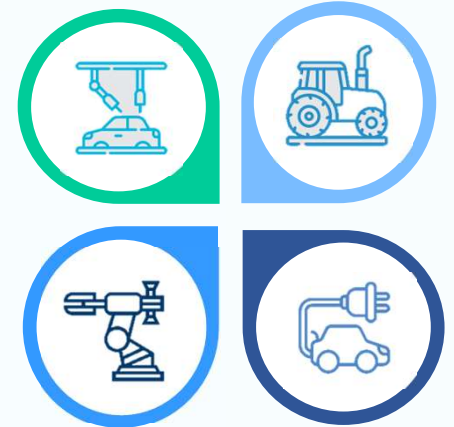
Opportunity Day YE2024

6th March 2025



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Agenda:



Agenda:



1

Highlight & Update YE2024

2

Automotive & Tractor Industries

3

Financial
Summary

4

Sustainability
Development

5

Q&A

SAT Shareholding structure



43%

Somboon Holding Co.,Ltd.
& Kitaphanich Family

Others **48%**

Thai NVDR **9%**

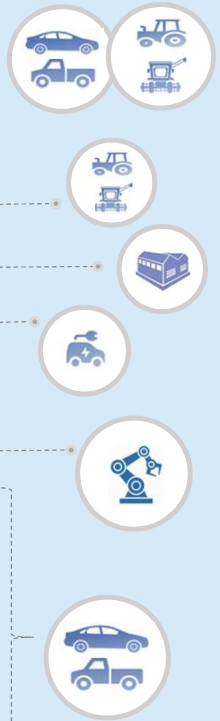
SAT Investment

6 Share > 50% companies

- Somboon Forging Technology (SFT): Forging
- International Casting Product (ICP): Casting
- Somboon Malleable Iron Industrial (SBM): Machining
- Somboon Advance Agriculture (SAA)
- Somboon Development and Service (SDS)
- Somboon Tron Energy (STRON)

6 Share ≤ 50% companies

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



Business Timeline

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

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



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

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

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**)

Local Thai Supplier

REM to OEM

Expansion Footprint

Listed Company

Enhance people's capability

Partnership Growth

New business growth



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**

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

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



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 (~80%) and Tractor Industry (~20%)

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

Robot



Battery Packing



Automotive



● ICE

● HEV / PHEV

● BEV



SFT



Output Shaft



Axle shaft



Inner shaft



Hub



Intermediate Shaft

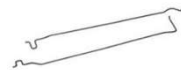
MSA



Coil Spring



Stabilizer Bar



Bar Hinge Torsion

SBM
&
ICP



Case set



Front Axle Assy



Brake Disc



Brake Drum



Differential Carrier



Exhaust Manifold



Timing Cover



Camshaft



Flywheel

BEV Effected Parts 3% - 5%

Agriculture Machinery Part



Tractor



Axle Shaft



Case Rear Axle



Case Front Axle



Axle Assy Rear



Rear Diff Assy

Combine Harvester



Holder Bearing



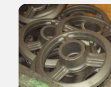
Case Bevel Gear



Differential Assy



Frame Tension



Roller 275

Implement



Case Drive



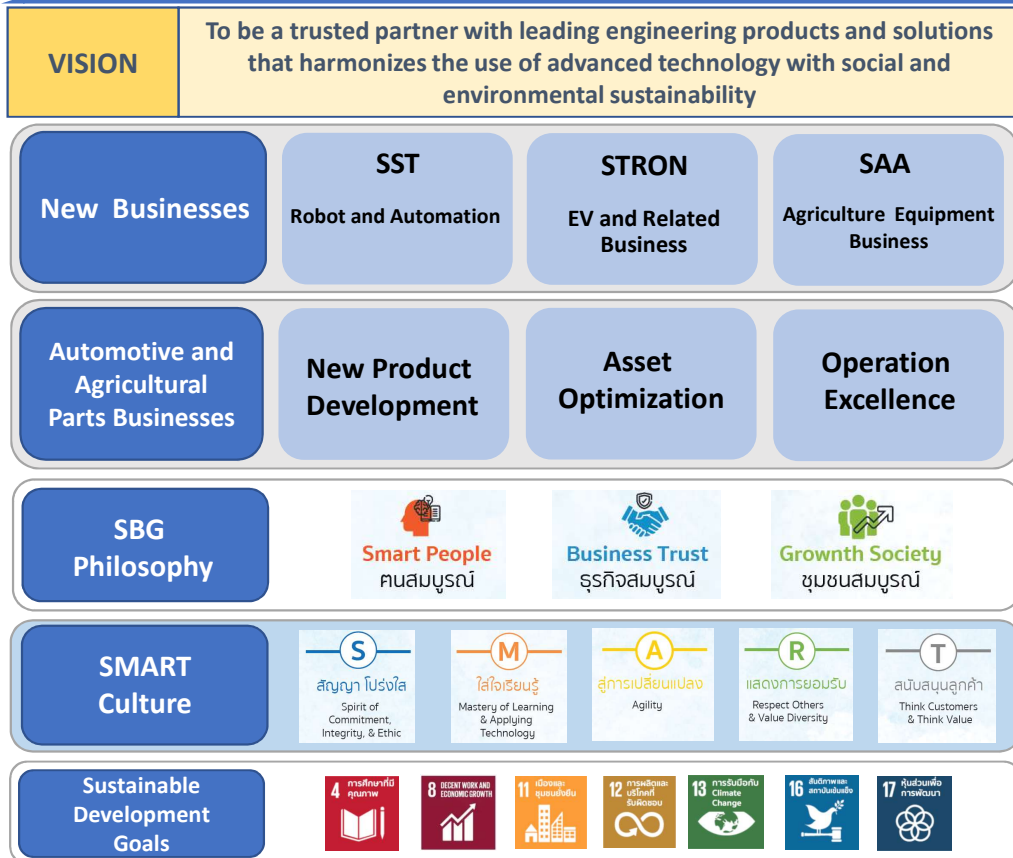
Rotary Blade



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



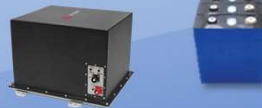
E-3 Wheelers & Solution



Industrial robots



AS/RS



Battery Pack/ Swap Battery



AGV/AMR/ Robots



Agriculture Equipment

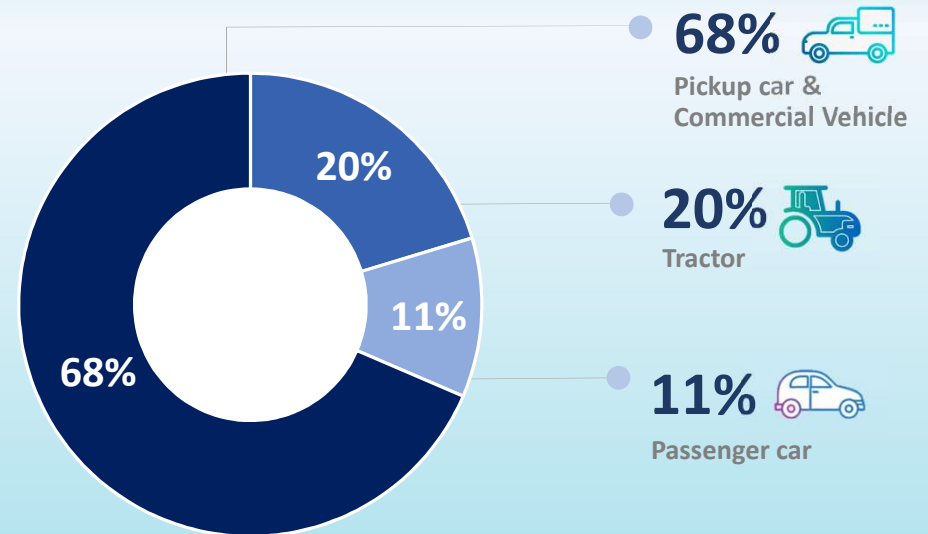


YE2024 highlights

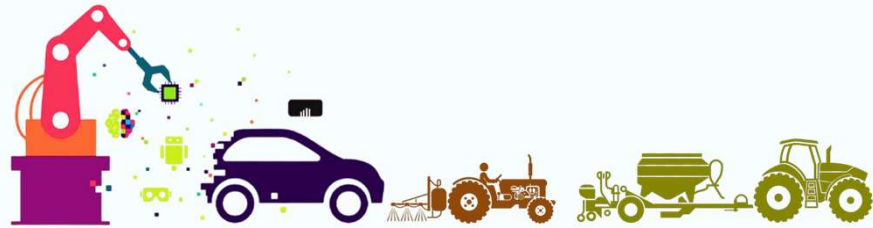
Financial Performance

YE2023		YE2024
9,089 MB <i>Sales Revenue</i>		7,429 MB <i>Sales Revenue</i>
979 MB <i>Net profit</i>		701 MB <i>Net profit</i>
1,653 MB <i>EBITDA</i>		1,328 MB <i>EBITDA</i>

Revenue contribution by type YE2024



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4

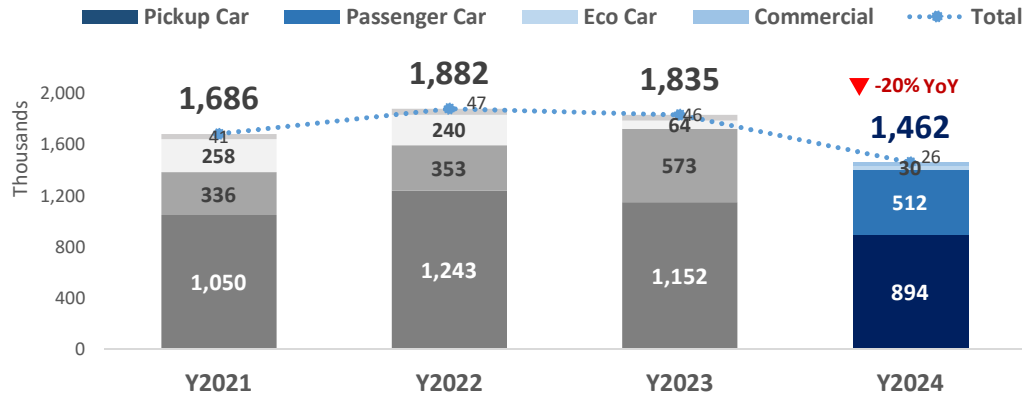
Sustainability
Development

5

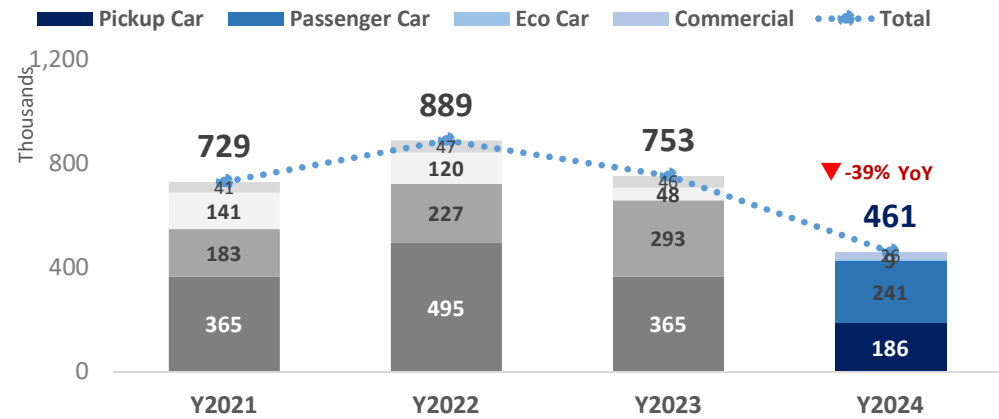
Q&A

Automotive Industries: Y2024

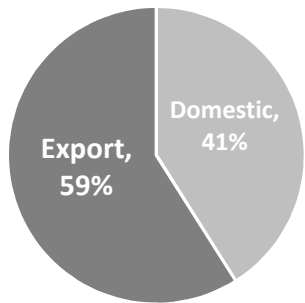
Thailand Car Production



For Domestic

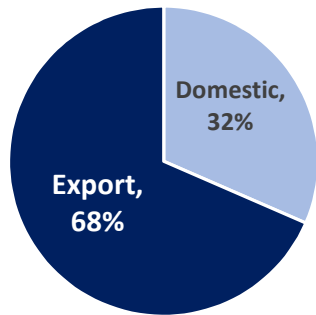


Y2023



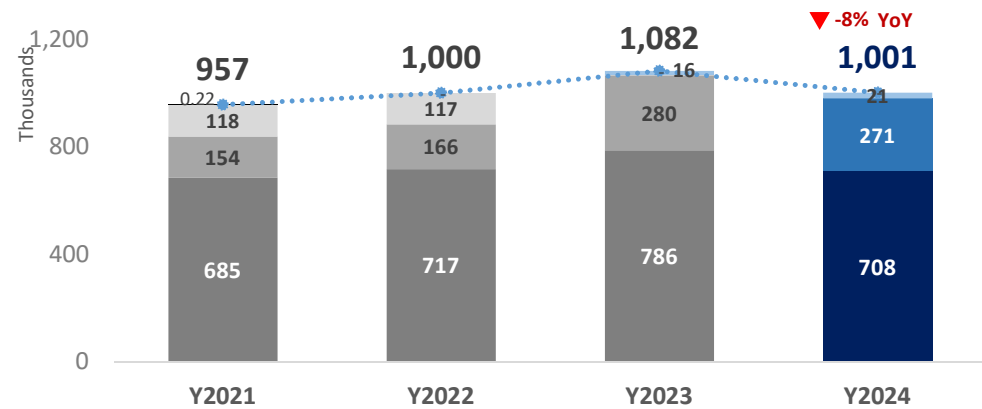
■ Domestic

Y2024

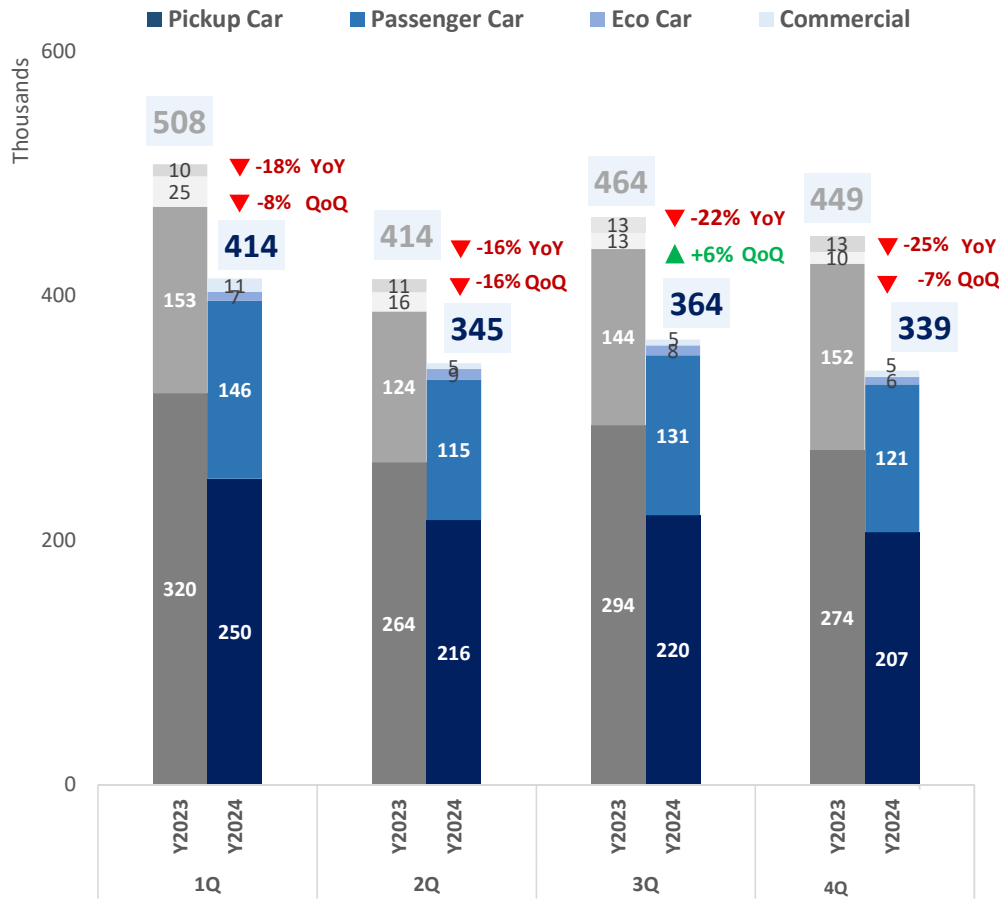


■ Export

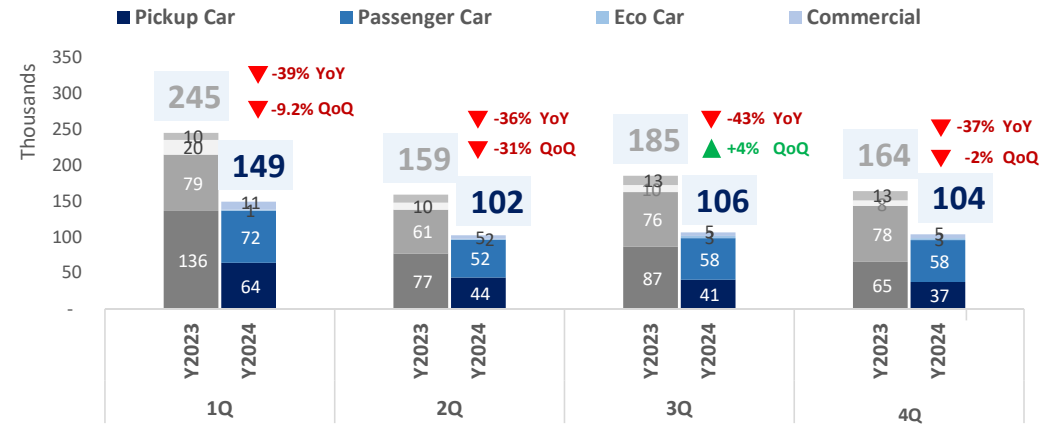
For Export



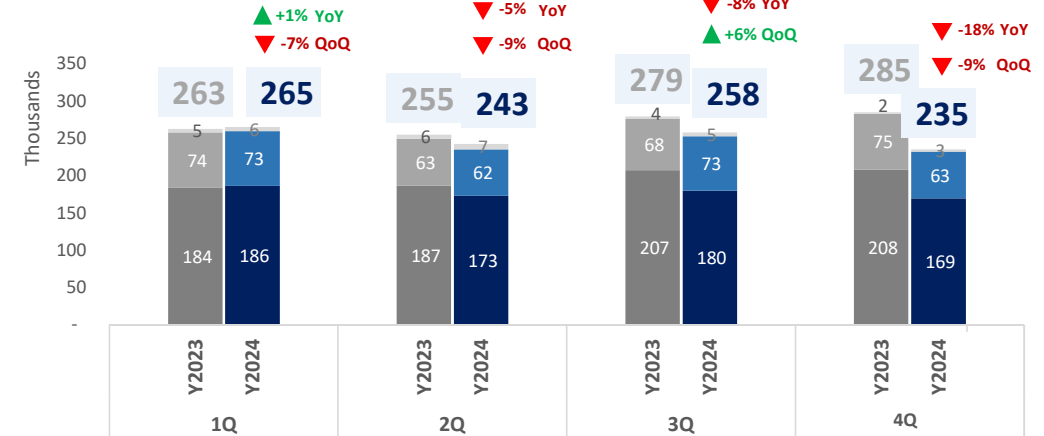
Thailand Car Production



For Domestic

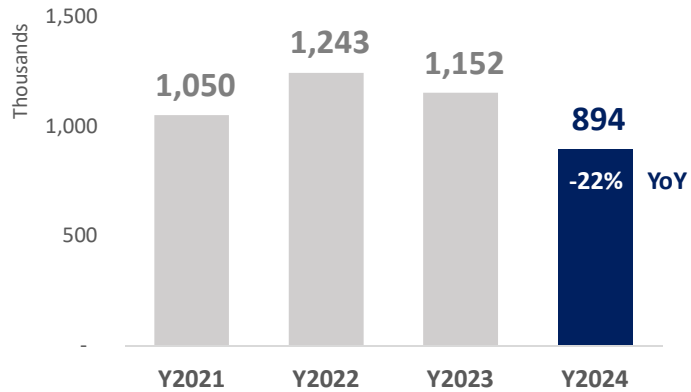


For Export

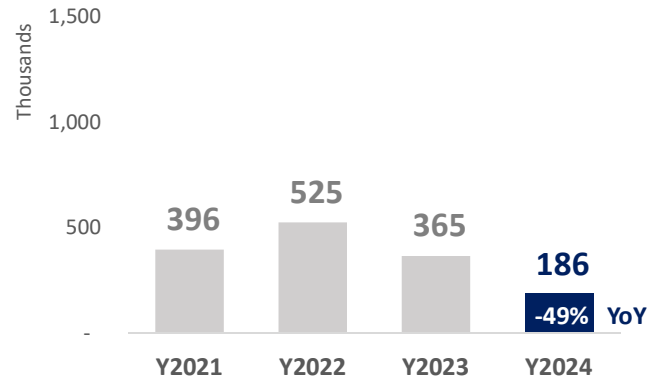


Automotive Industries: by car types

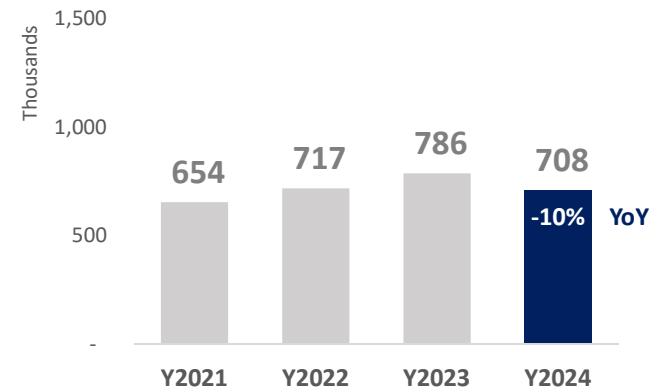
Thailand pickup car production



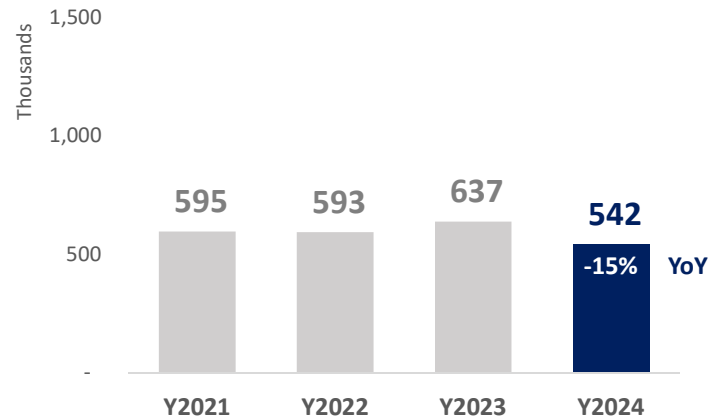
Pickup: Domestic



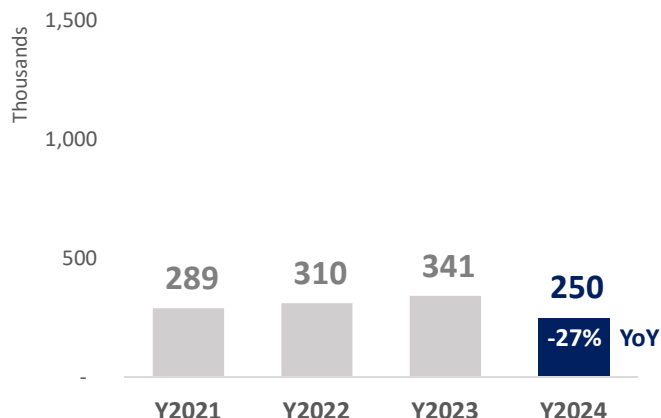
Pickup: Export



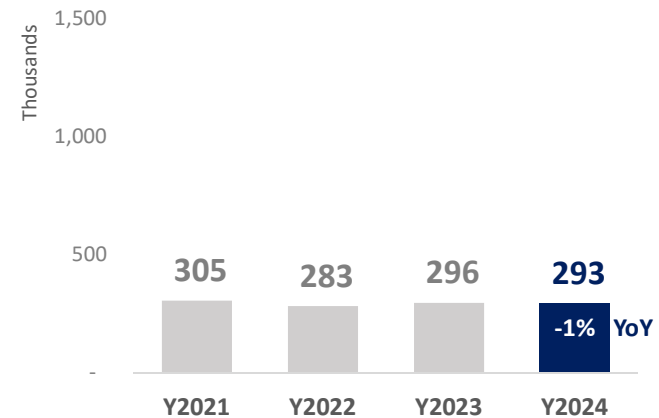
Thailand passenger car production



Passenger car: Domestic

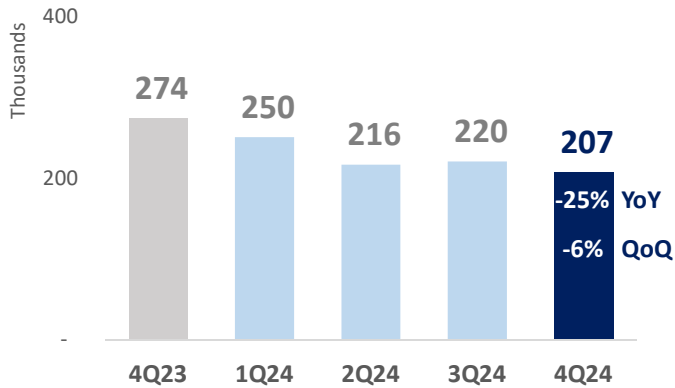


Passenger car: Export

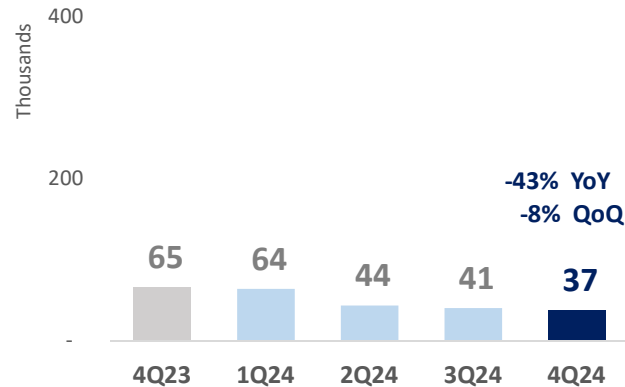


Automotive Industries: by car types

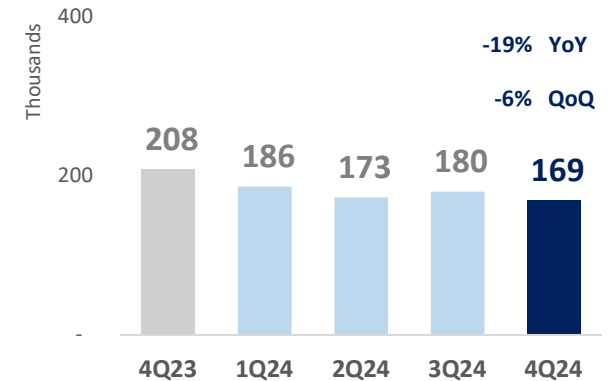
Thailand pickup car production



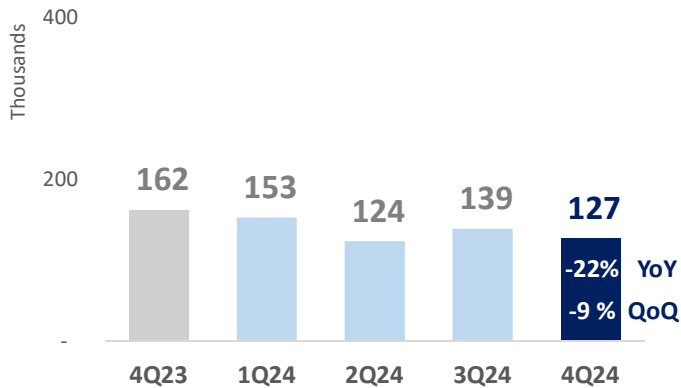
Pickup: Domestic



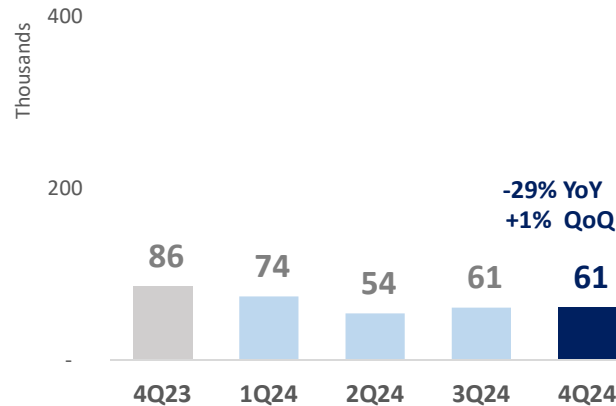
Pickup: Export



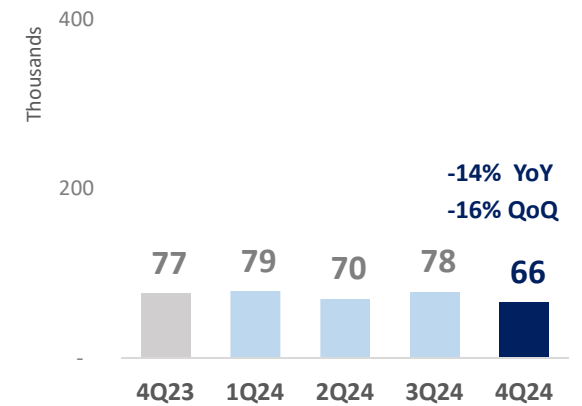
Thailand passenger car production



Passenger car: Domestic

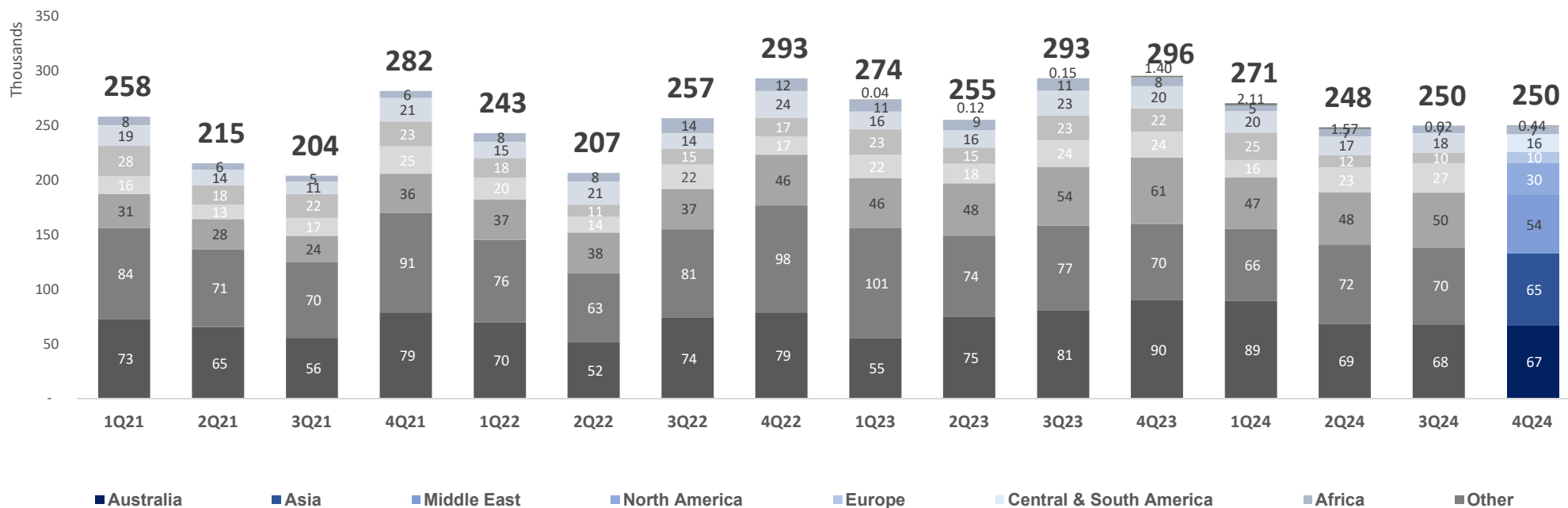


Passenger car: Export



Car Export Destinations

Unit: Thousand cars



• **QoQ (+0.2%)** % Mainly from

- 1.) Africa
- 2.) North USA
- 3.) Middle East

• **YoY (-15%)** % Mainly from

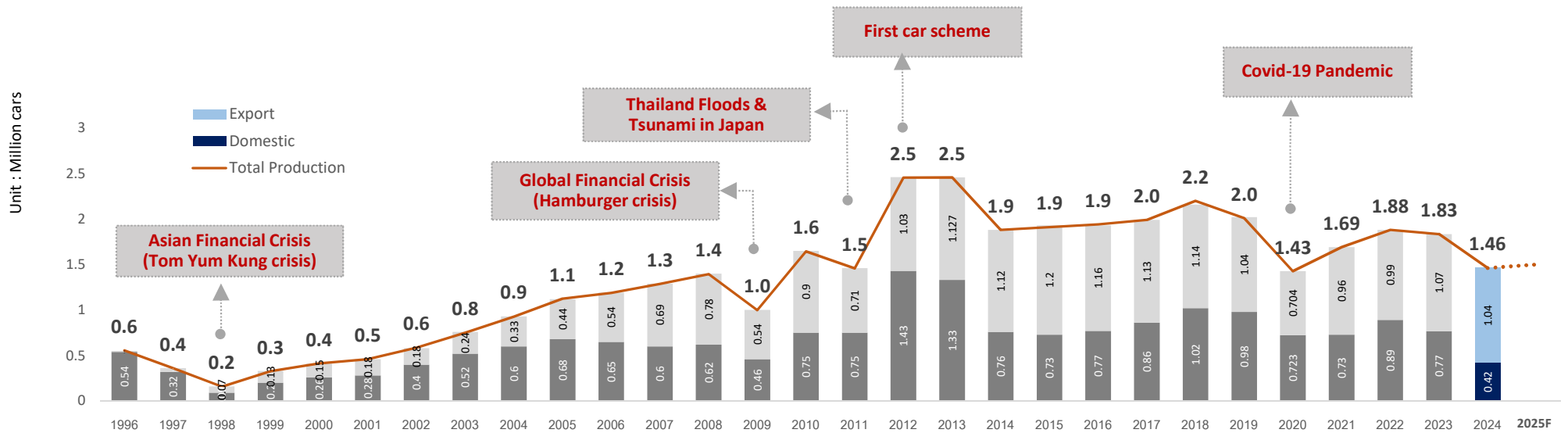
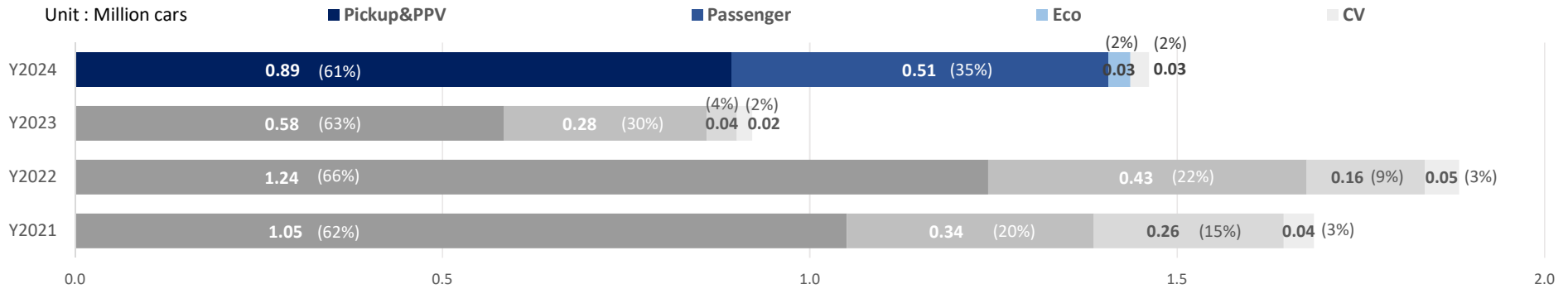
- 1.) Europe
- 2.) Australia
- 3.) Central & South America

• **4Q2024: Thailand top export markets destination** are Australia, Asia and Middle East

• **Y2024 (-8.3%)** % Mainly from

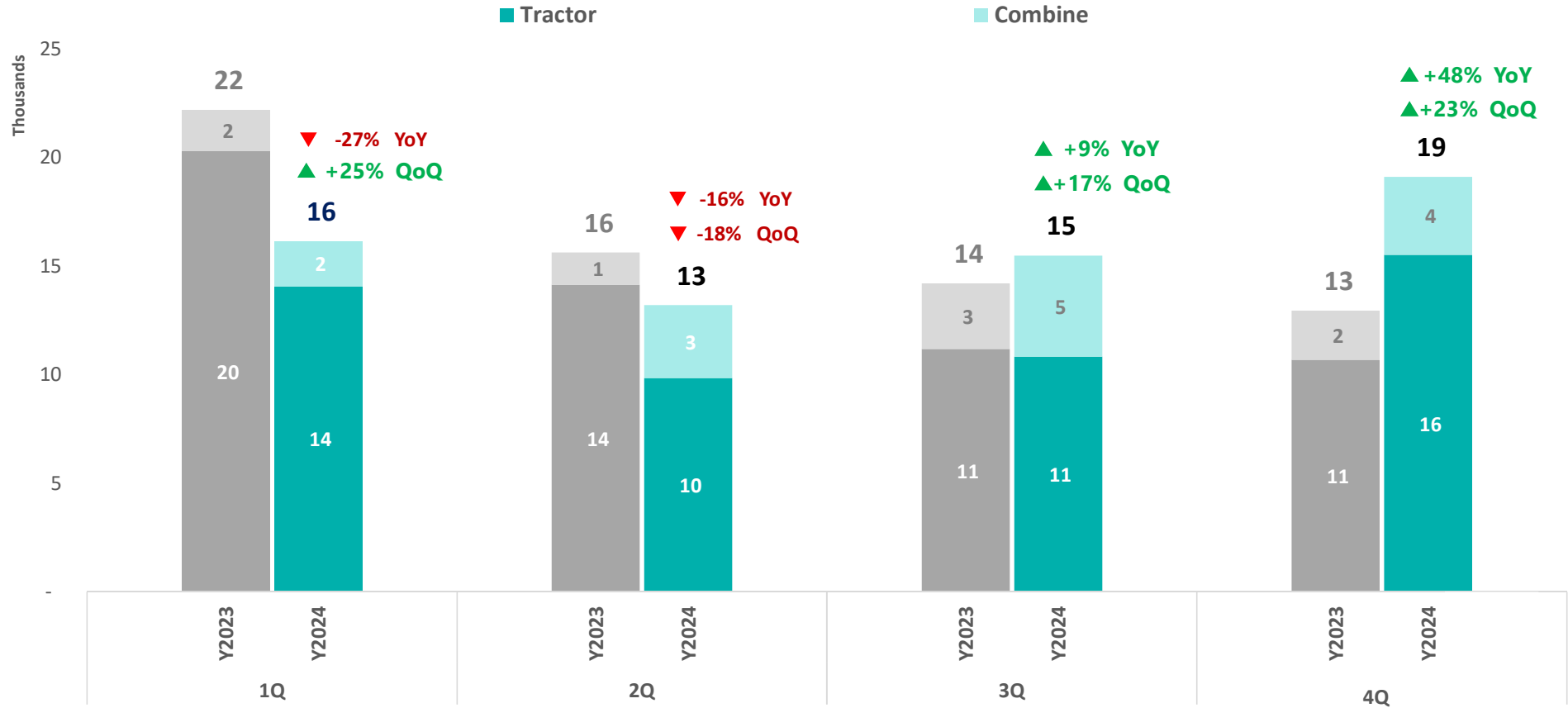
- 1.) Europe
- 2.) Africa
- 3.) Asia

Thailand automotive outlook



Tractor production

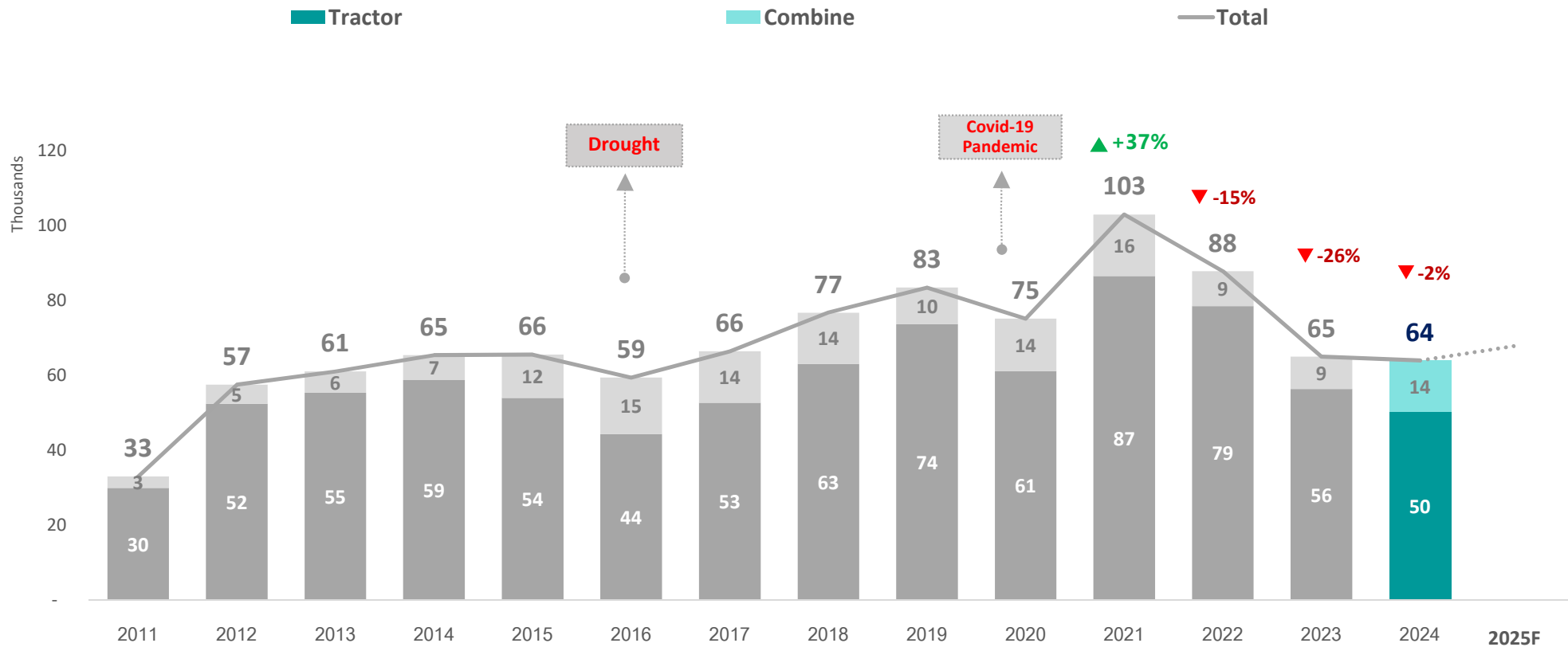
Tractor production: YoY, QoQ



Source : Customer

Tractor production

Tractor production outlook



Source : Customer and SAT's forecast

Key Takeaways

+

- Thailand still production based for pickup car
- Agriculture: 2H2024 better than 1H2024
Y2025F: better than Y2024
(Climate change situation better)

-

- Purchasing power decreased
- EL NINO effect in Y2024, other natural disaster
- Uncertainty of US policy





1

Highlight & Update YE2024

2

Automotive & Tractor Industries

3

Financial
Summary

4

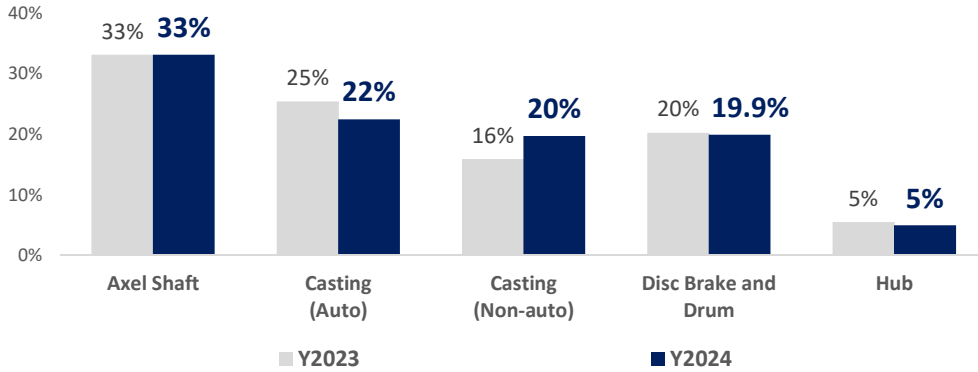
Sustainability
Development

5

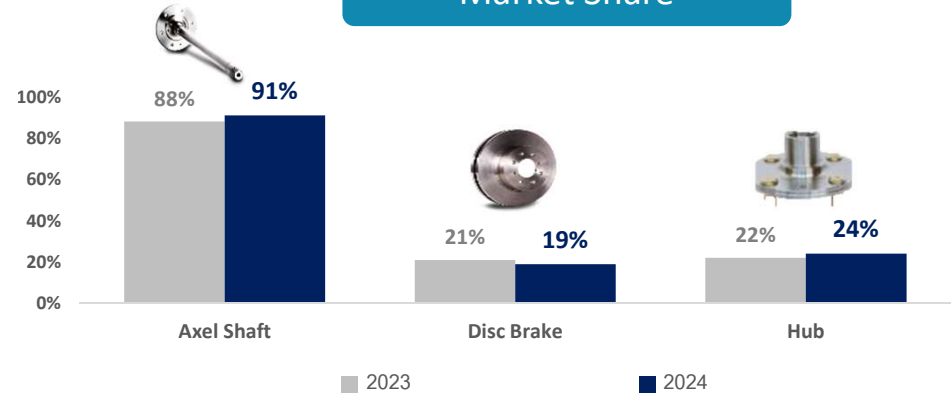
Q&A

Sales 2024 vs 2023

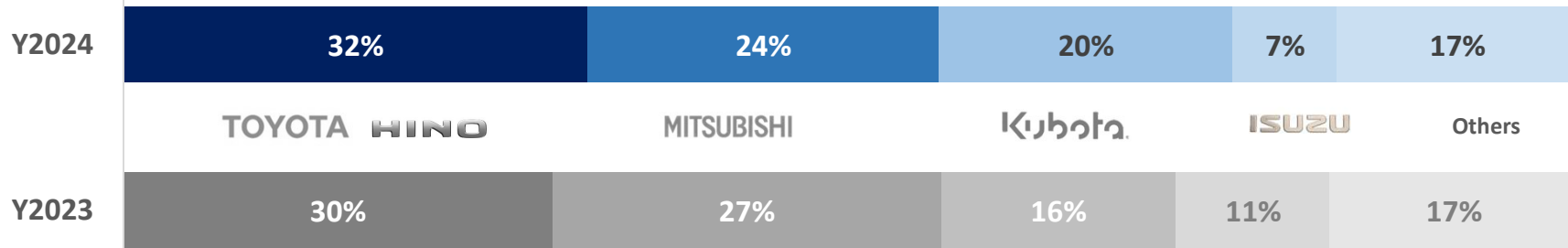
Sales Contribution



Market Share



Sales by Brands

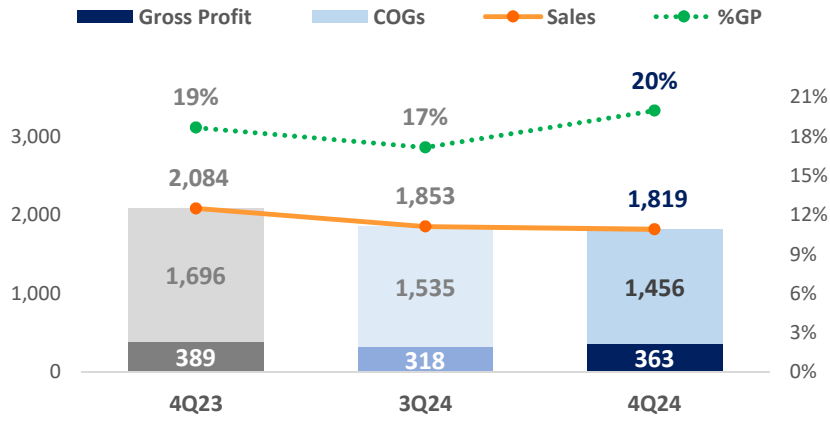


Note: *Other : Other customers included direct export

Sales and Gross Profit

Unit: Million Baht

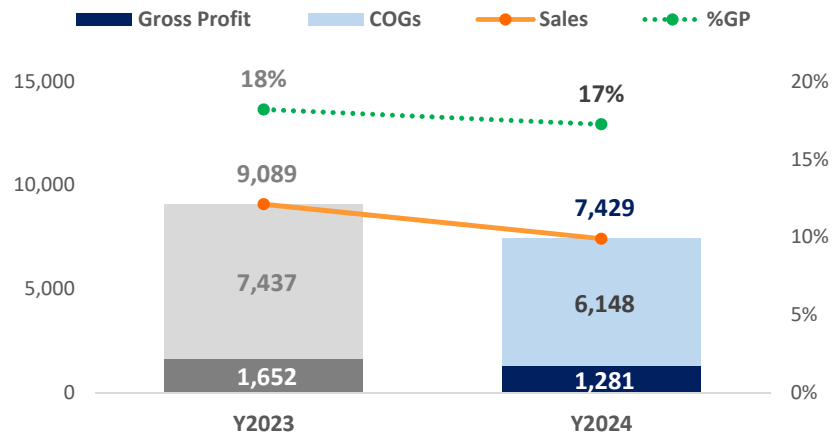
**QoQ, YoY
(4Q2024)**



QoQ

- ▼ Sales revenue decreased by -2%, mainly from automotive
- ▲ GP amount increased by +14%
- ▲ %GP increased by +3%

**12M
(Y2024)**



YoY

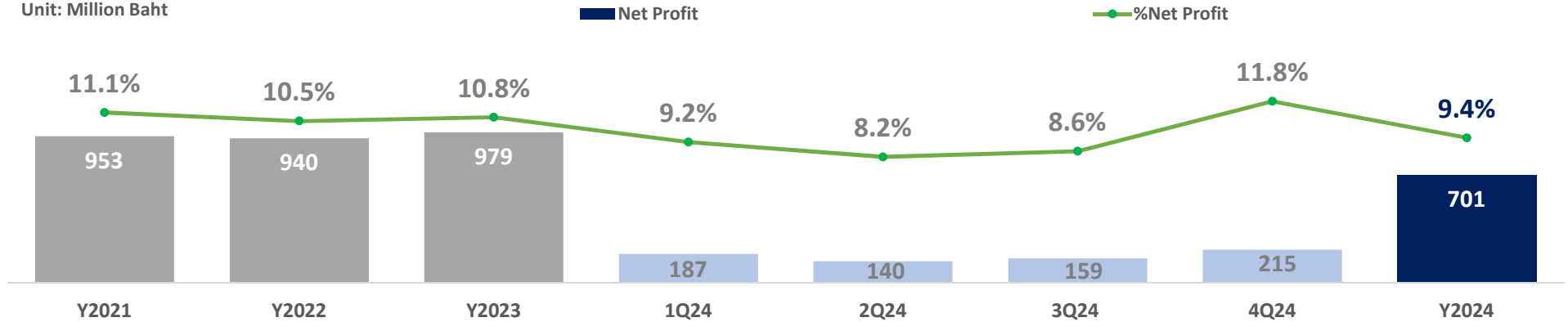
- ▼ Sales revenue decreased by -13%
- ▼ GP amount decreased by -7%
- ▼ %GP decreased by -1%

Y2024 vs Y2023

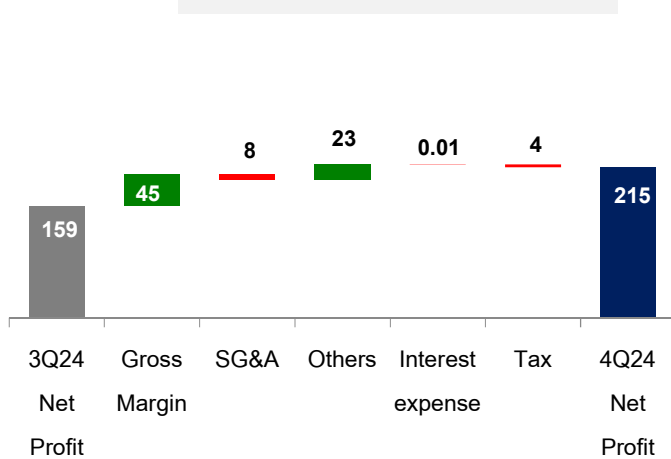
- ▼ Sales revenue decreased by -18%
- ▼ GP amount decreased by -23%
- ▼ %GP decreased by -1%

Net Profit

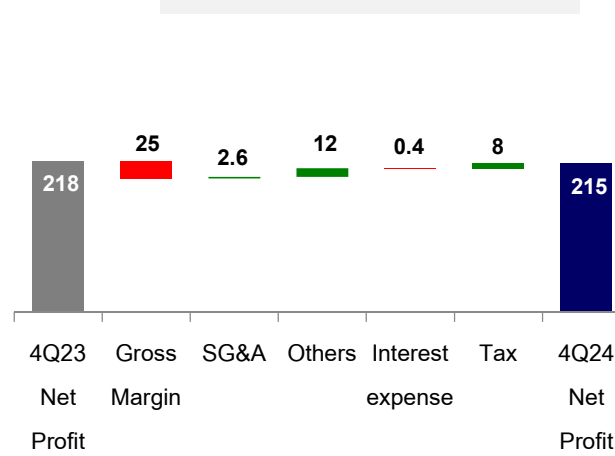
Unit: Million Baht



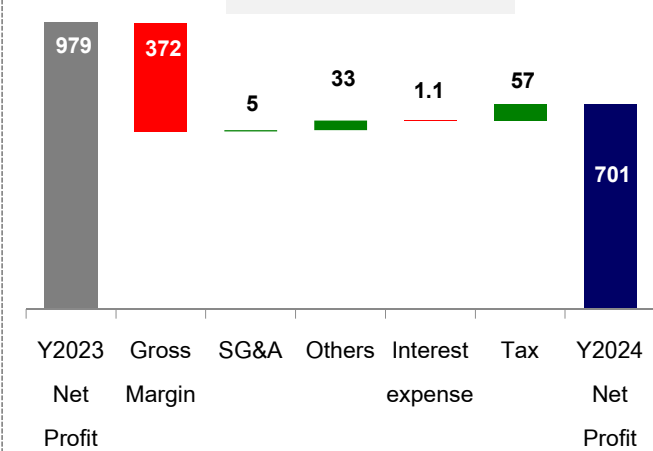
QoQ: 4Q2024 vs 3Q2024



YoY: 4Q2024 vs 4Q2023



Y2024 vs Y2023



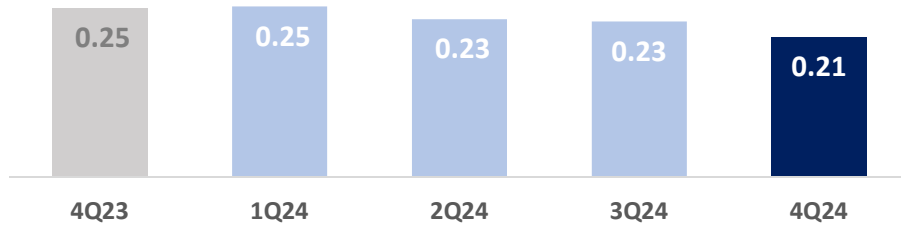
Financial Ratio

DE Ratio

(X)

Y2023 = 0.25

Y2024 = 0.21

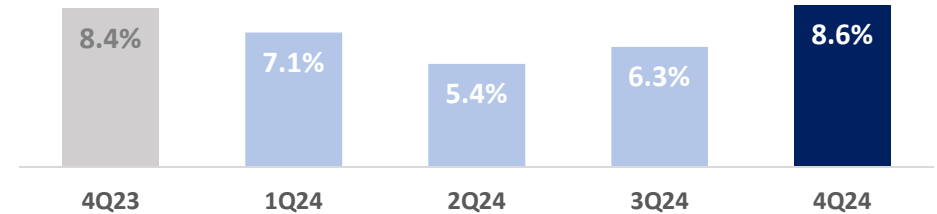


Return on Asset

(%)

Y2023 = 9.4%

Y2024 = 7%



EBITDA

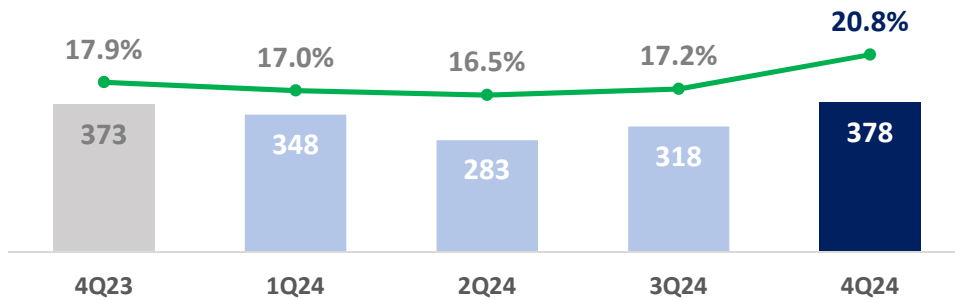
Unit: Millions THB

■ EBITDA

— % EBITDA

Y2023 = 1,653 MB. (18.2%)

Y2024 = 1,328MB. (17.9%)

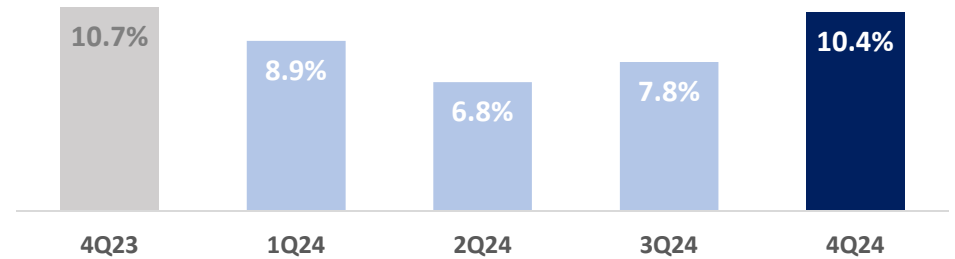


Return on Equity

(%)

Y2023 = 11.8%

Y2024 = 8.4%



Dividend Payments

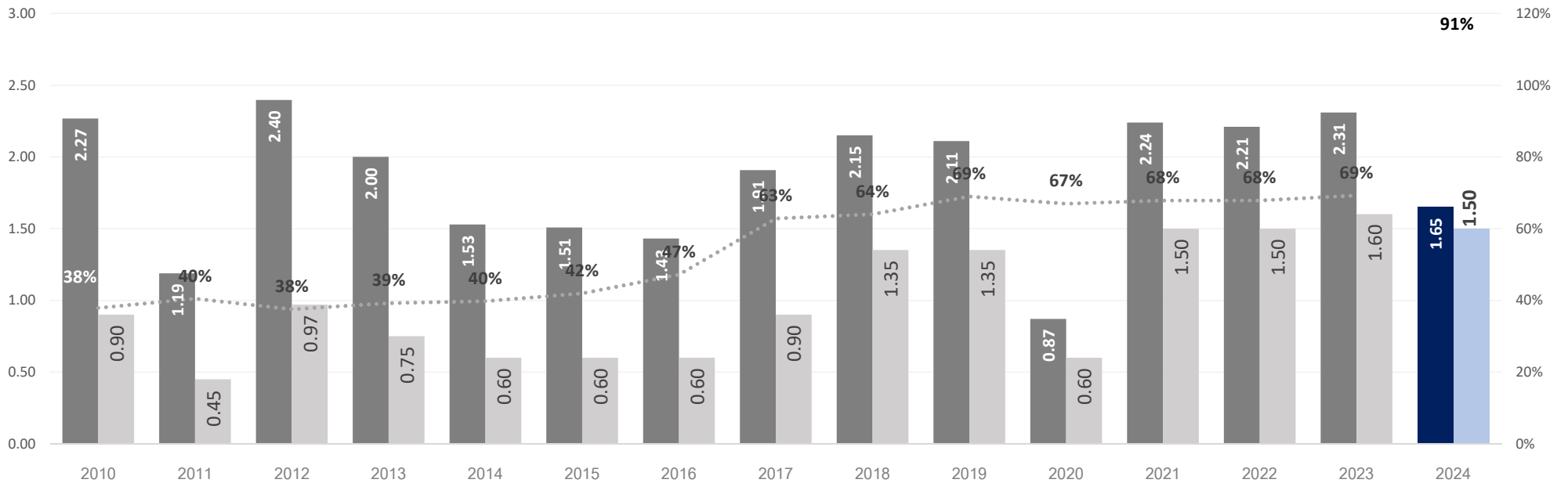
Unit: Baht per Share

■ EPS

■ DPS

..... %Dividend Payout

Unit: % Payout



- Y2023: Dividend payment is 1.60 THB/share (interim dividend 0.38 THB/share)
- Y2024: Dividend payment is 1.50 THB/share (interim dividend is 0.26 THB/share paid 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

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3

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4

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5

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Sustainability Development Performance 2024

Environmental

Indicator	Target	2024
GHG -30% @2030 Reduction of GHG emission per production unit and absolute GHG emission	-14%	-29%
Energy Saving Reduction of energy per production quantity	-4.5%	-5%
Waste		
Reduction of hazardous waste	-3%	+32%
Reduction of non-hazardous waste	-12%	-14%
Zero Industrial waste to landfill within 3 year	-30% base line Y2023	+9

Social

Indicator	Target	2024
Development of good people Employee's participation in voluntary activities	100%	98%
Training	12 hrs.	16 hrs.
LTIF (Loss time injury frequency rate)	0	0.19
Employee Engagement	Survey in Y2025	
Create value for society	0.5% of Net profit	0.7% of Net profit

Governance

Indicator	Target	2024
Customer satisfaction	100%	92%
BCP 100%	100%	100%
Cyber security	85%	91%
Anti-corruption Supplier commitment with SAT (New supplier)	100%	100%
ESG Supplier Risk Assessment	100%	100%
Business Ethics business ethics training and pass test	100%	100%



Remark: Key indicator base line Y2018

Rewards and Activities

Social Awards



Good Corporate Governance Awards



CG Scoring Excellent 16 years in roll

Awards



Environmental Awards

Carbon Footprint of
Circular Economy
Product Certification



Sustainability

SET AA
ESG Ratings 2024
2 years in roll





1

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2

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3

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4

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5

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THANK YOU



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