



**Ranked Gold Class: 2010, 2009, 2008** Member since: 2004





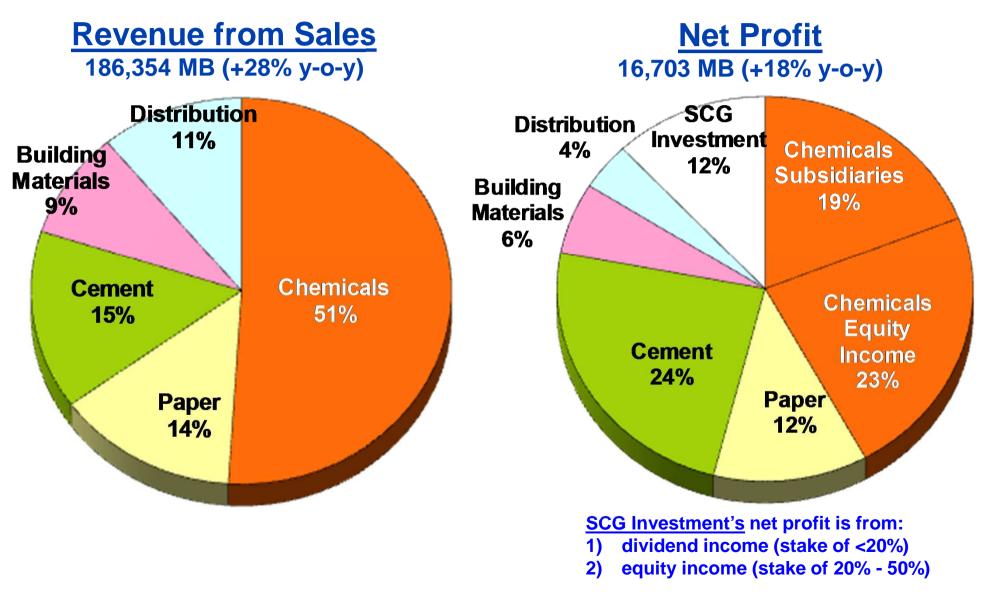


# Financial Updates

- Medium-Term Outlook & Strategy
- Business Updates
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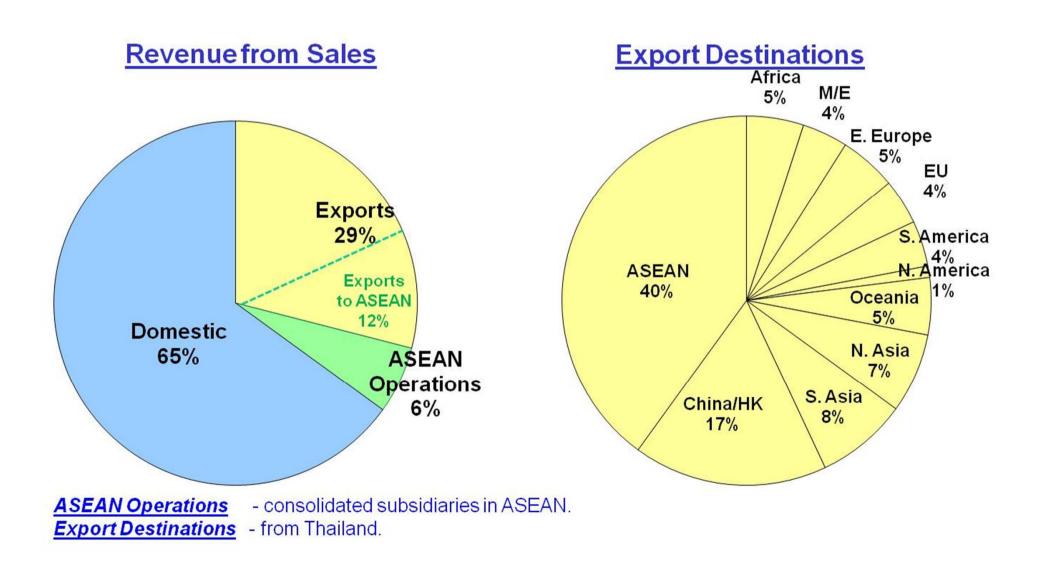
# **Business Segments H1/11**





#### **Export Destinations H1/11** ASEAN accounts for 40% of total exports, compared to the combined total of 6% for EU and N. America.

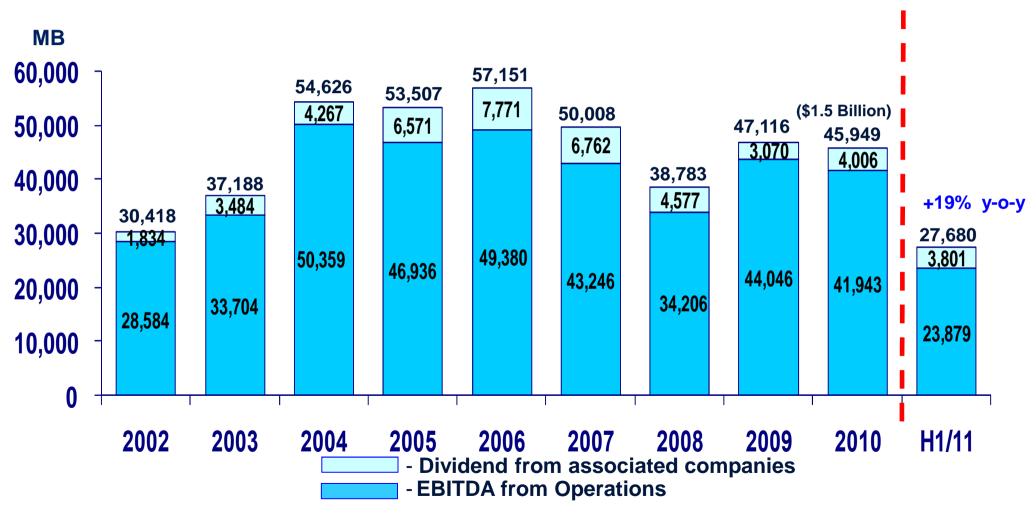




**EBITDA** 



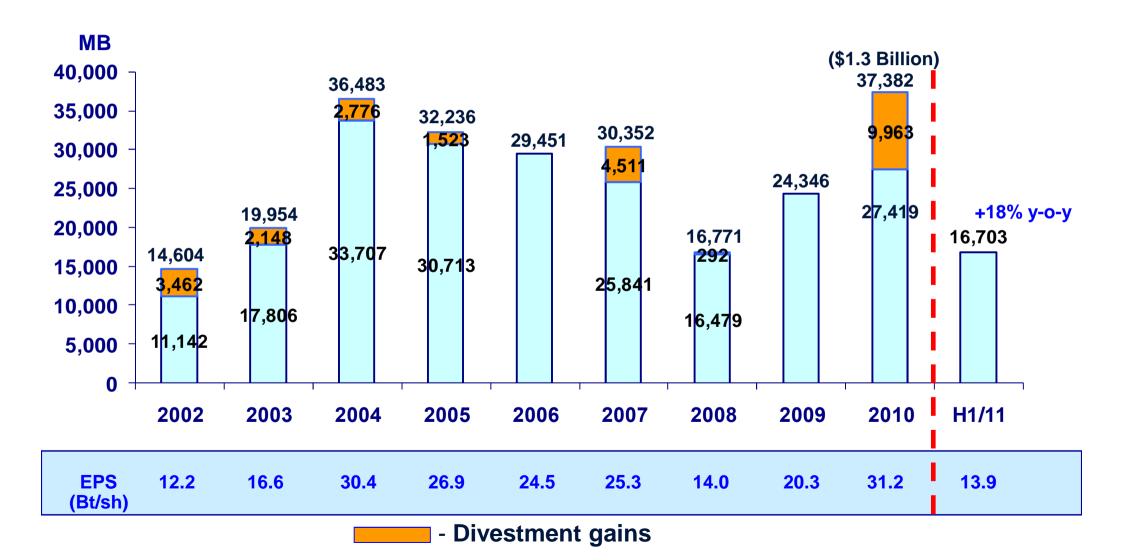
Slide 5



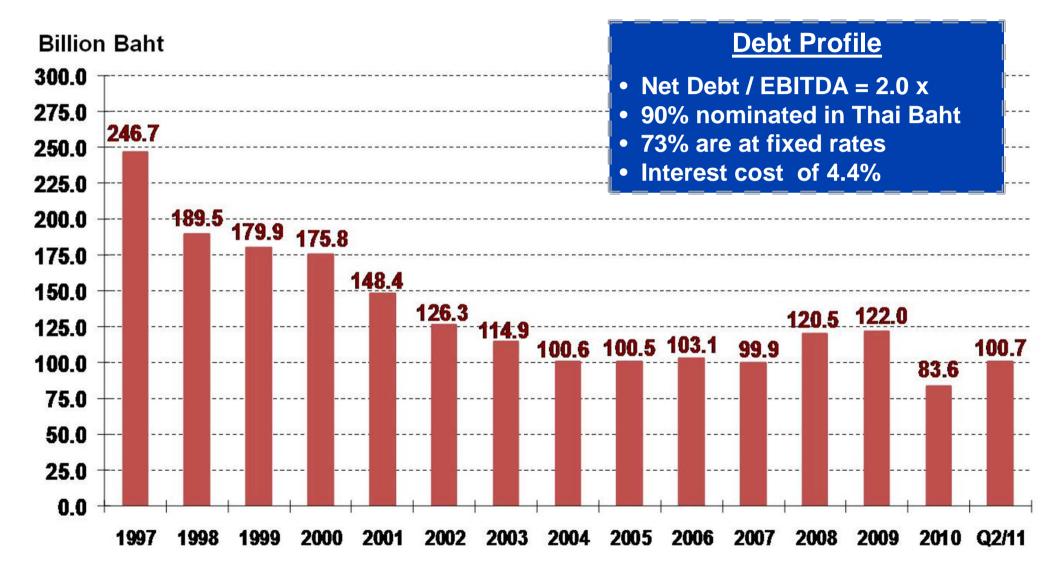
**Note:** EBITDA includes dividend received

**Profit for the Period** 





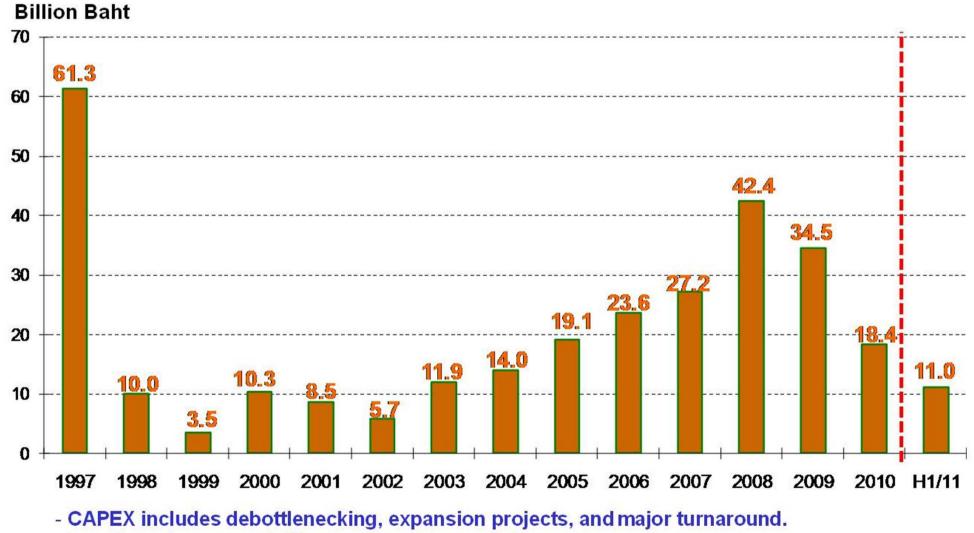
# Net Debt Includes cash & cash under mgnt of 58,229 MB (\$1.9 Bill)



#### **CAPEX & Investments**



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- Investments are acquisitions and purchase of shares.

#### **Net Debt on EBITDA**



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1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 H1/11





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#### **Capital Allocation**



#### Slide 11

## **Continued GROWTH...**

- ASEAN expansion, mostly M&A but some green fields.
- Higher value added products (HVA).

# ...while retaining financial discipline

- Dividend payout policy of 40% 50%
- "Cash return on investment" criteria of 15%

#### The next CAPEX cycle





# 2011 - 2015

2006 - 2010

- **CAPEX of 146,000 MB**
- Cash-flow financed
- Mostly green field

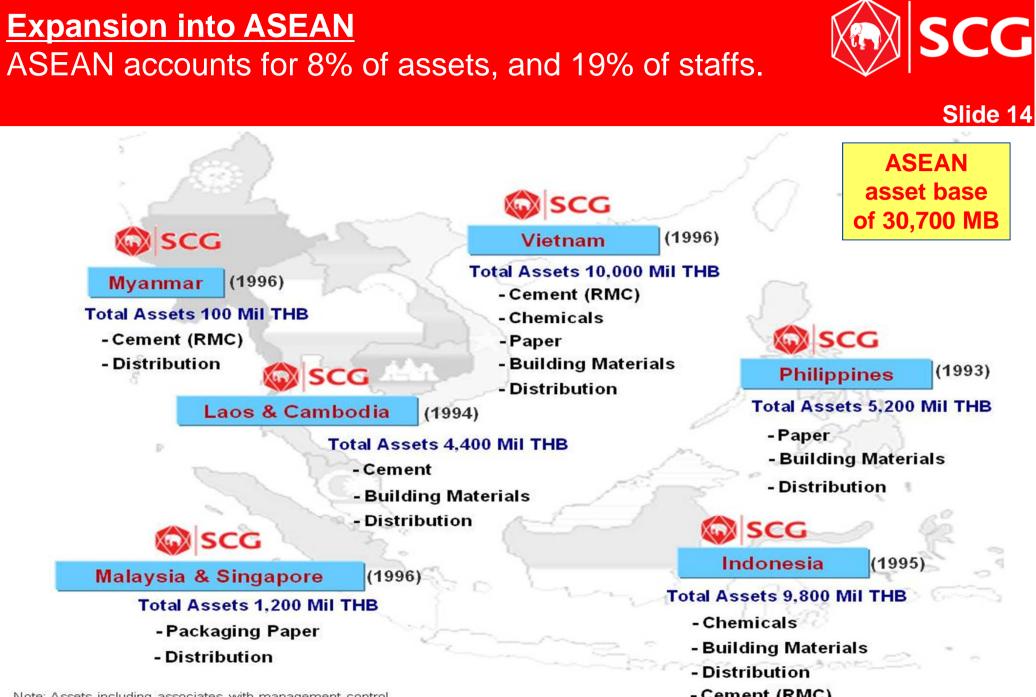
- CAPEX of +150,000 MB
- Cash-flow financed
- Cash on hand of 58,229 MB
- Mostly M&A

...continued expansion in <u>core businesses</u>.

# **SCG's Incremental Capacity**



(Capacity at year end = '000 tons)	Total Cap					Increase		Project Cost	
	2007	2008	2009	2010	2011	2007	- 2011	SCG Stake	CAPEX (MB)
Chemicals Upstream (Cracker)						<u>Cap</u>	Times		
Ethylene (subsidary)	800	800	800	1,700	1,700	900	2.1 x	<u>}</u> 67% →	45,600 MB
Propylene (subsidary)	400	400	400	1,200	1,200	800	3.0 x		(\$1.2 Bill)
Chemicals Downstream									
HDPE (subsidiary)	780	780	780	1,180	1,180	400	1.5 x		7,100 MB
PP (subsidiary)	320	320	320	720	720	400	2.3 x		(\$450 mill)
PVC (45% stake in TPC)	820	790	870	940	940	120	1.2 x	45%	2,200 MB
LLDPE (Dow JV)	300	300	300	650	650	350	2.2 x	50%	2,100 MB
Specialty Elastomers (Dow JV)	с	-	Apr	start 🗕	>220	220	-	50%	3,000 MB
Propylene Oxide (Dow JV)	-	-	Oct	start 🗕	>390	390	-	50%	2,400 MB
MMA (Mitsubishi Rayon JV)	85	85	85	175	175	90	2.1 x	470/	2 500 MB
Cast Sheets (Mitsubishi Ravon JV)	_	-	20	20	20	20		47%	2,500 MB
Paper									
Printing & Writing Paper	365	565	565	565	565	200	1.5 x	100%	7,300 MB
Packaging Paper	1,660	1,660	1,880	1,880	1,880	220	1.1 x	70%	5,200 MB
Box	550	637	692	741	795	245	1.4 x	70%	3,200 MB
Cement									
Cambodia Grey Cement (MT)	23	24	24	24	24	1	1.04x	90%	3,000 MB
Building Products									
Ceramic Tiles (M sqm)	95	122	122	122	149	54	1.6 x	54% to 100%	6,800 MB
Ceiling & Wall product (M sqm)	34	50	57	57	65	31	1.9 x	100%	3,200 MB
Lightweight concrete (M sqm)	3	3	3	15	15	12	4.0 x	68%	1,600 MB



Note: Assets including associates with management control

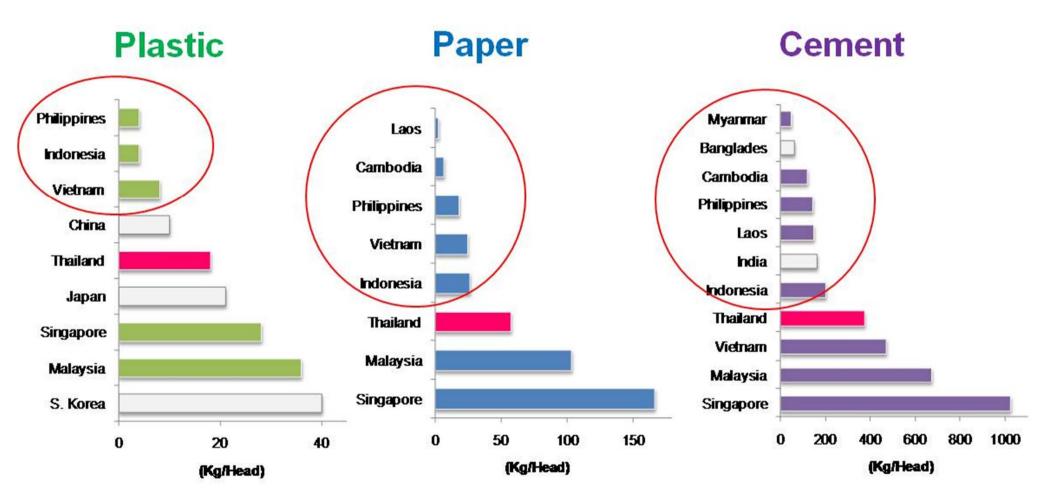
- Cement (RMC)



#### Expansion into ASEAN Regional Growth Opportunities



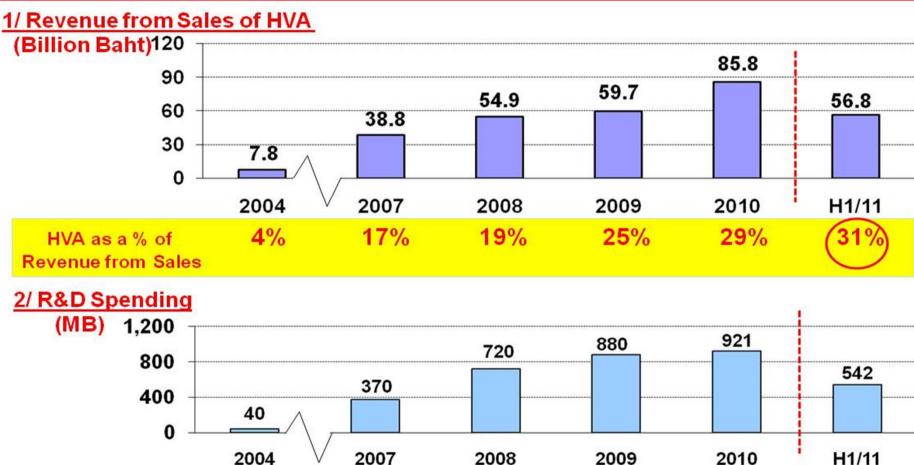
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Low Consumption per Capita in ASEAN

#### Higher Value Added Products (HVA) Growth of HVA to 50% of sales by 2015.







#### KPI for HVA



# Subsidiaries' HVA

Stake > 50%
 Consolidated accounting
 KPI = "HVA on Revenue from Sales"

**Associates' HVA** 

- Stake < 50%
- Not consolidated (equity income)
- JV with global majors, benefiting from competitive earnings

#### **Recent** expansions and investment



# **Acquisition of Indonesian Distributor (Kokoh)**

Indonesia's second largest distributor of building materials, with nationwide network of 22 distribution centre and +10,000 wholesalers and retailers.

# Acquisition of Indonesian Ceramics Producer (KIA)

- Market share of 10% and capacity of 27 M sqm.
- SCG's total capacity will increase to 149 M sqm from 122 M sqm.

# Expansion Capacity of Modular Homes (Sekisui Heim)

- Expand production of modular homes, valued 2,900 MB (\$97M).
- Capacity increased to 1,000 homes from 200.

#### Kokoh's 22 distribution centre in Indonesia







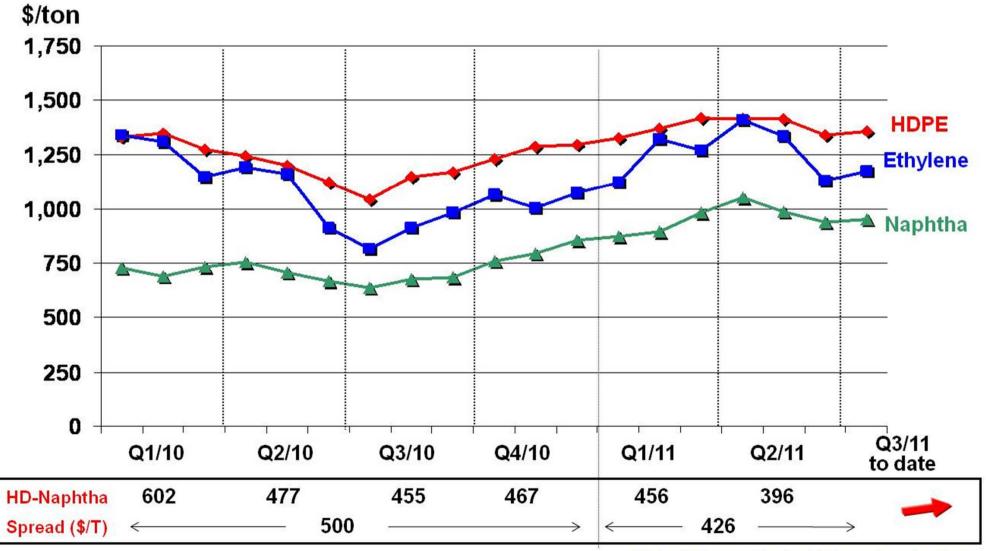


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# <u>HDPE – Naphtha Margins</u> Trough margins to persist to H2/12.



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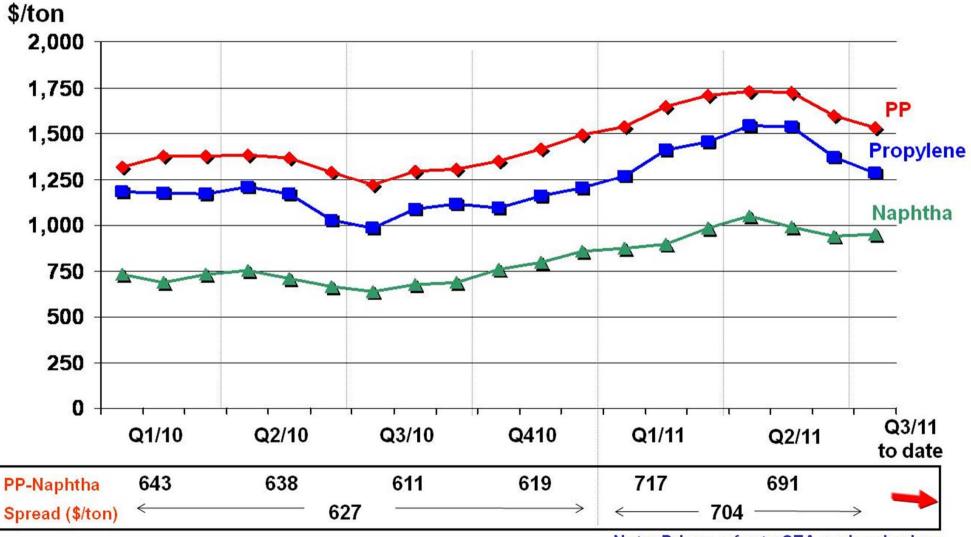


Note: Prices refer to SEA regional prices

# <u>PP – Naphtha Margins</u> PP continues to outperform HDPE.



Slide 23

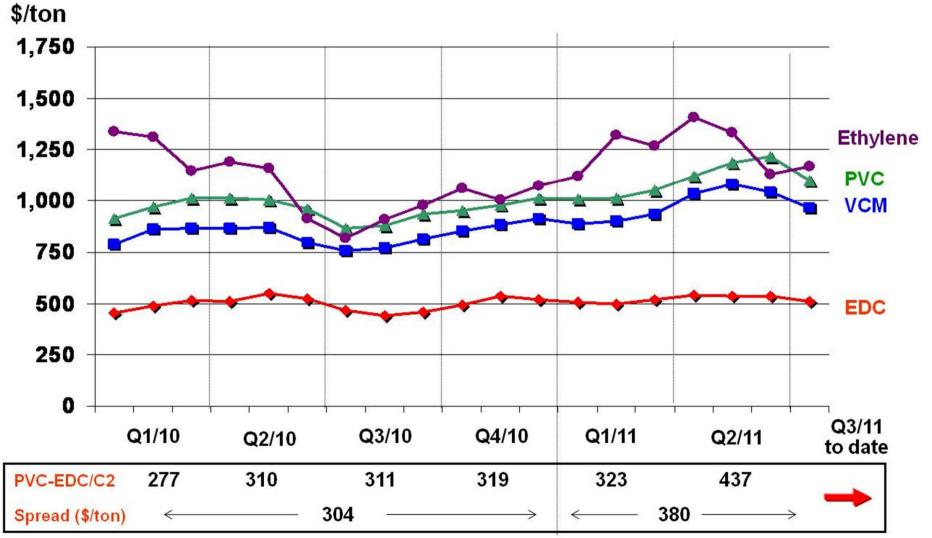


Note: Prices refer to SEA regional prices

# <u>PVC Margins</u> Continued healthy PVC margins.



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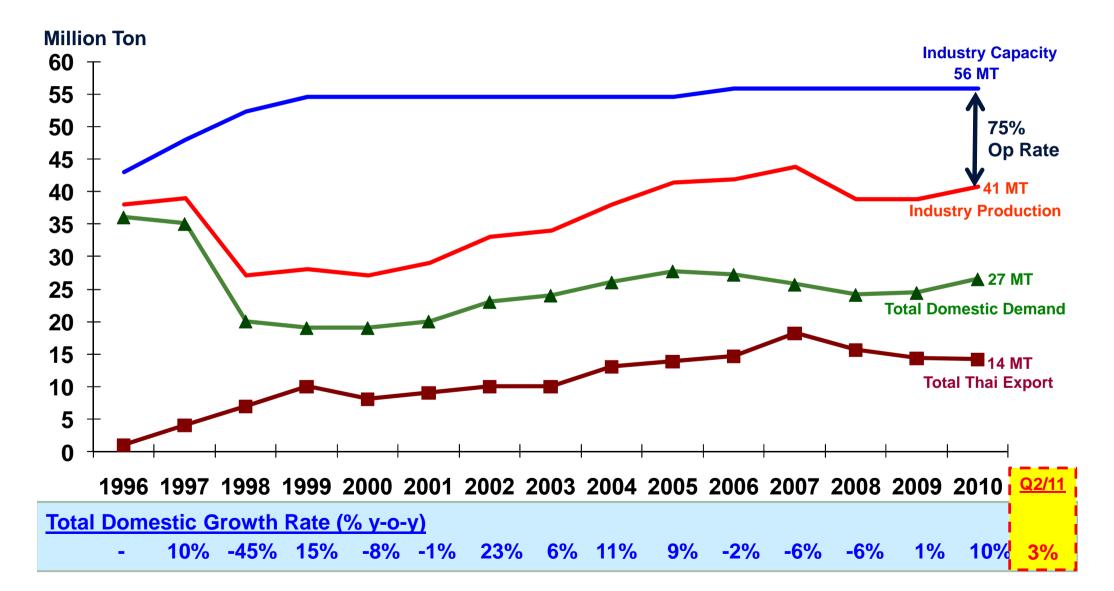
Prices refer to FE regional prices



- FY2011 global ethylene capacity growth of 6 MT, compared to 12 MT in FY2010.
- Continued trough margins for HDPE.
- PP margins continues to outperform.
- Healthy PVC, and MMA margins.
- Depressed PTA margins, due to lower cotton prices.
- Full utilization of the new cracker in H2/11, following the additional start-up of downstream operations (Specialty Elastomer, and Propylene Oxide).

#### Domestic Cement Industry FY2011 volume growth of at least 5%



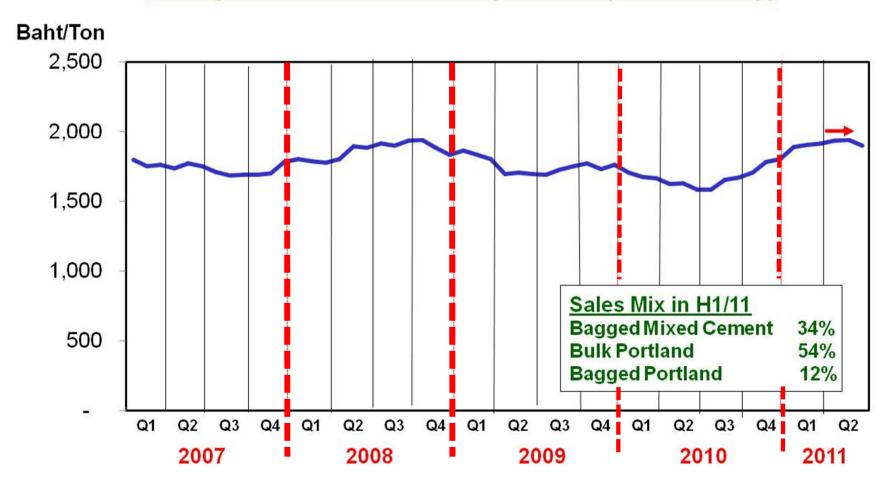


#### **Domestic Cement Prices**





#### Average Domestic Price of Grey Cement (Net ex-factory)



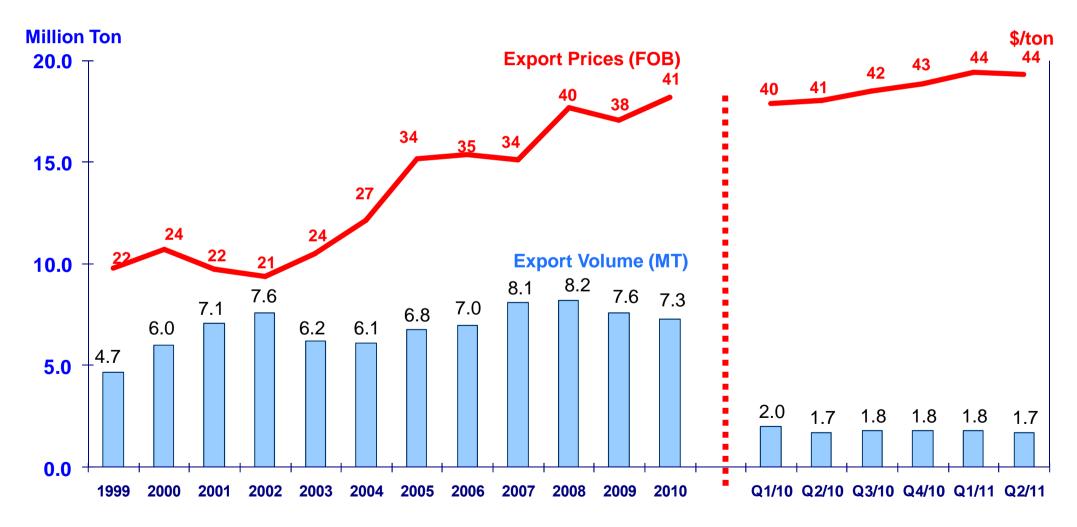
SCG

Q1/10 - Q2/11

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**Cement Exports** 



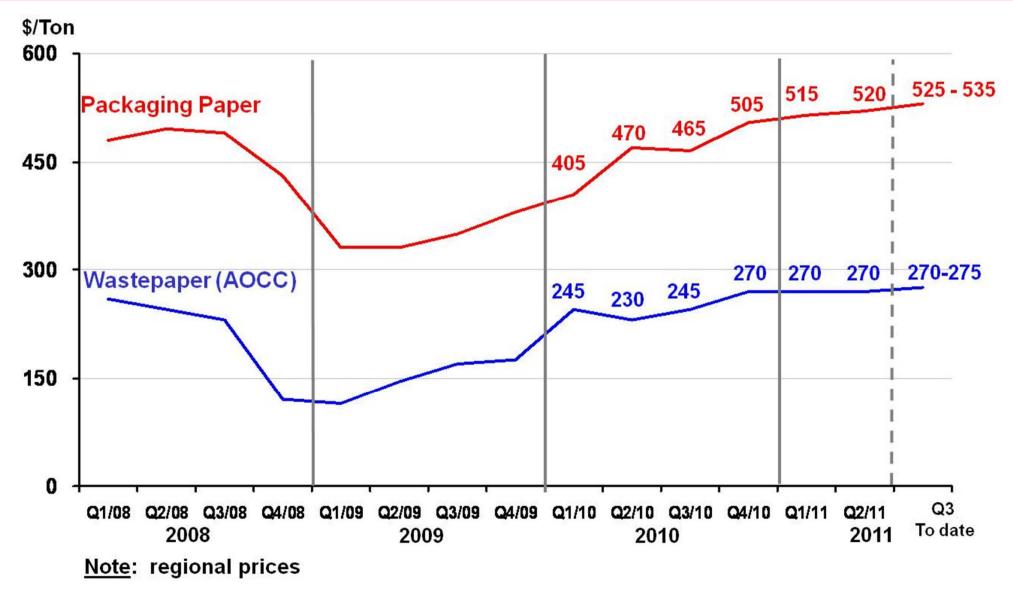




- H2/11 domestic demand growth is forecasted to be similar to H1/11.
- Strong demand from the commercial sector, with marginal demand from the residential sector.
- Flat export sales volume for FY2011.

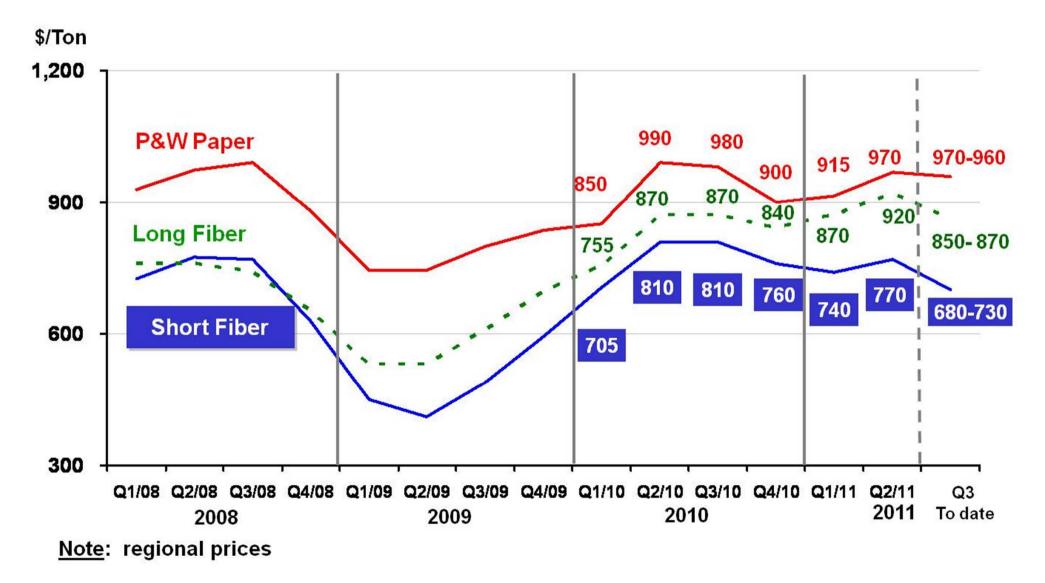
**Packaging Paper** 





#### P&W Paper





#### Paper Outlook



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# **Packaging Paper & Corrugated Containers**

- Continued high wastepaper prices.
- Increase in seasonal demand for packaging paper.

# **Pulp and Printing & Writing Paper**

- Lower pulp prices (short & long), following inventory reduction.
- Paper prices are expected to closely track pulp prices.





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- SCG has been in DJSI's "<u>Gold Class</u>" for the past 3 years, and has been a member of DJSI since 2004.
- In 2010, +2,500 companies participated and 10% were credited with Gold / Silver / Bronze Class ranks.
- DJSI measures standards in <u>Economics</u>, Social, and Environment.
- DJSI was established in 1999, and is the first truly global index to track sustainability initiatives of listed companies.
- More than 70 global funds in 19 countries allocate their asset portfolio in accordance to the DJSI.
- For further details: <u>www.sustainability.index.com</u>

#### <u>SCG eco value</u> Thailand's first eco-friendly label, accounting for 15% of H1/11 sales.

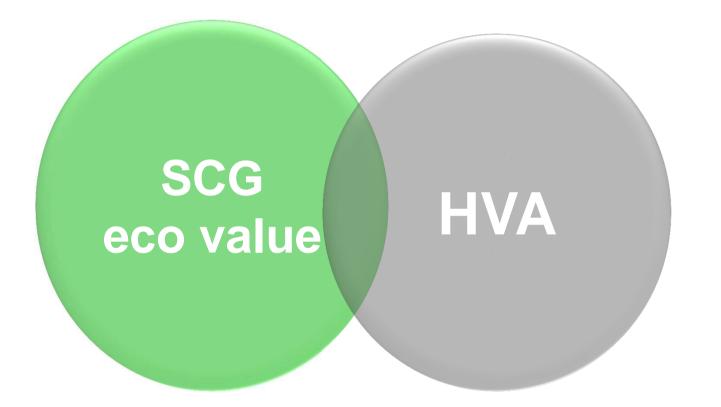




#### eco value and HVA



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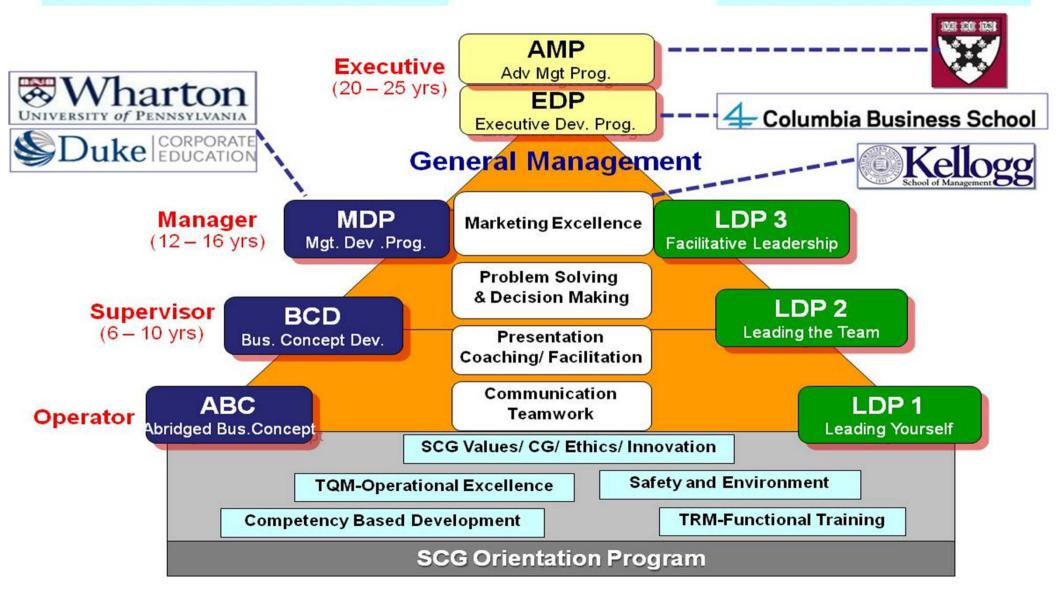
# Most of the new SCG eco value = HVA

## **Comprehensive Training Roadmap**

SCC Slide 37

**Leadership Skills** 

## **Business Knowledge**



## Corporate Scholarship Began in 1973, with +400 scholarships granted.



#### **MBA Scholarships**

### **Engineering Scholarships**

	.08	<b>'09</b>	<b>'10</b>	11		<b>'08</b>	<b>'09</b>	<b>'10</b>	-11	$\frown$	<b>'08</b>	<b>'09</b>	<b>'10</b>	-11
US Harvard	-	-	-	-	MIT	-	1	-	-	EU Cambridge	-	-	-	-
Chicago	-	-	-	-	US Stanford	-	-	-	-	Imperial College	2	1	1	-
Stanford	-	-	-	-	UC Berkeley	-	-	-	-	Oxford	-	1		- I
Wharton	2	1	1	-	Illinois	1	-	-	-	RWTH Aachen	-	1	-	-
МІТ	2	2	2	1	Califonia Tech	-	-	-	-	U. of London	-	-	1	-
Columbia	1	-	-	-	Georgia Tech	-	3	1	-	CU-Warwick	-	4	1	-
	-	-			Carnegie Mellon	-	-	2	2	Queen Mary (UK)	-	-	1	-
UC Berkeley	-	-	-	-	Michigan	-	1	3 <del></del> 1	-	Queen's U. Belfast (UK)	-	-	1	-
NYU Stern	-	-	-	1	Cornell	-	-	-	-	U. Of Southampton		_	1	_
Kellogg	2	2	3	-	UT Austin	-	-	-	-	(UK)				
Dartmouth	-	-	-	-	North Western	-	-	-	-	Brunel U. (UK)	-	1	-	-
Michigan	4	1	1	-	U. Southern California	-	1	-	-	UEC, Birmingham (UK)	-	1	-	-
Duke	_		1	1	Penn State U.		1	1		U. Manchester (UK)	1	-	-	-
IMD			_	-	John Hopkins U.	-	-	-	-	U. Aberdeen (Scotland)	1	1	-	-
EU LBS	-	1			Virginia Polytech	-	-	-	-	U. Dundee (Scotland)	2	1	-	-
	-	1	-	-	U. Washington	-	-	1	-	IFP School (FR)	-	-	1	-
INSEAD	-	-	1	-	Western Michigan U.	-	1	-	-	Domus Academy (GER)	1	1		11
ISB (India)	-	-	-	-	U. Massachusetts,	-	1	_	-	U. Tokyo	-	-	-	-
Tsinghua	-	-	-	-	Lowell		1			ASIA Kyoto U.	-	-	-	-
ASIA CEIBS	-	-	-	-	U. Wisconsin-Madison	-		-	-	Tokyo Tech	-	-	-	-
НК ИЗТ	-	-	-	1	U. North Carolina	1	-	-	-	Waseda U. (JAP)	-	1	-	1
Sasin	_	1	1	_	U. Portland State Purdue U.	1	-	-	-	Ceramics Tech. (JAP)	-	-	1	-
Total	7	8	10	4	Purdue U.				1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	AIT	- 11	- 19	14	-



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## **Thank You**





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Appendix

## **Background**



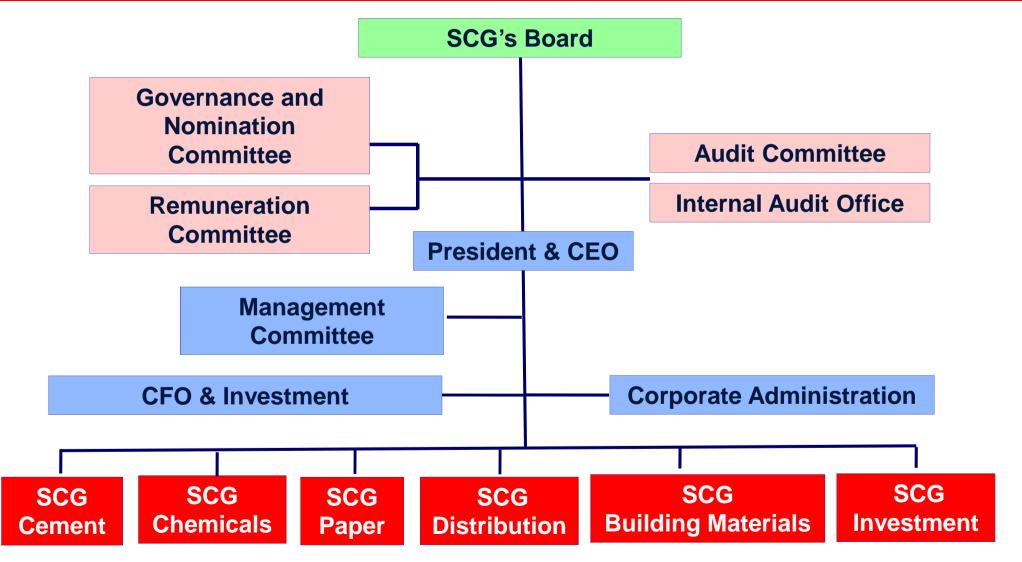
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• Founded in 1913.

- Listed on the SET since 1975.
- Market cap of \$13.6 Billion (local share price of 340 Bt/sh), and free float of approx 70%.
- Roots in cement, with expansions into building materials, distribution, paper, and chemicals.
- Currently employ approx 34,000 staffs.
- Asset of 373.2 Billion Baht (\$12.5 Billion)
- Key figures (2010):
  - Net Sales 301.3 Billion Baht (\$10.0 Billion)
  - EBITDA 45.9 Billion Baht (\$ 1.5 Billion)
  - Net Profit 37.3 Billion Baht (\$ 1.2 Billion)

## **SCG's Organization Chart**



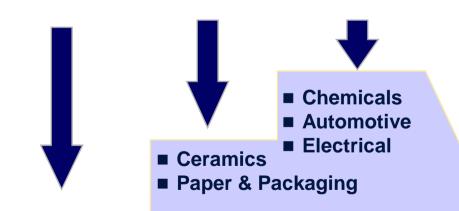


## **SCG's Operational History**



#### Slide 43





- Cement
- Construction Materials
- Steel

#### Core businesses today

- SCG Chemicals
- SCG Cement
- SCG Building Materials
- **SCG** Paper
- SCG Distribution
- SCG Investment

## **Capacity at the End of 2011**



			Slide 44
Chemicals - Naphtha Cracker (co	onsolidated)	Chemicals - Associates (equity accounting)	
Ethylene	1,700,000 tons	Mitsui Chemicals JV	
Propylene	1,200,000 tons	- PTA (1.44 million tons)	50%
		- PET (100,000 tons)	20%
<b>Chemicals - Downstream (conso</b>	lidated)	- PP Compound 86,000 tons	46%
HDPE	1,180,000 tons	Dow Chemicals JV	
LDPE + LLDPE	200,000 tons	- LLDPE (650,000 tons)	50%
PP	720,000 tons	- Propylene Oxide (390,000 tons)	50%
PVC (Thailand, Indo, Vietnam)	940,000 tons	- Specialty Elastomer (220,000 tons)	50%
		- PS (120,000 tons)	50%
		- SM (300,000 tons)	50%
Paper (consolidated)		- Synthetic Latex (18,000 tons)	50%
Packaging Paper (Thai, Phil, Viet)	1.88 million tons	<u>Mitsubishi Rayon JV</u>	
Box (Thai, Malay, Sing, Viet)	795,000 tons	- MMA (175,000 tons)	47%
Printing & Writing Paper	565,000 tons	- Cast Sheets (20,000 tons)	47%
Short Fibre Pulp	425,000 tons		
Cement (consolidated)		Building Products (consolidated)	
Grey Cement (Thai + Cambodia)	24 million tons	Ceramic Tiles (Thai, Indo, Phil)	149 M sqm
Ready-Mixed Concrete	19 million metre <sup>3</sup>	Roofing Products (Thai, Cambodia, Phil, Viet)	87 M sqm
		Ceiling & Wall Products	65 M sqm
		Autoclaved Lightweight Concrete	15 M sqm

## SCG's ASEAN Branding





### **Examples of eco process**







## SCG eco value: eco process

#### eco = Ecology + Economy

Balance and Sustainable relationship of economy, society and ecology

#### value

Value for stakeholders, society and environment received from innovative products and services



นำลมร้อนเหลือทิ้ง จากกา*ร*ผลิตปูนซีเมนต์ กลับมาผลิตเป็นพลังงานไฟฟ้า ช่วย<mark>ลดการปล่อย CO<sub>2</sub></mark>



ระบบหมุนเวียนน้ำ ในการผลิตเคมีภัณฑ์ **ลดการใช้น้ำใหม่** 



## **Commitment Towards Sustainability**



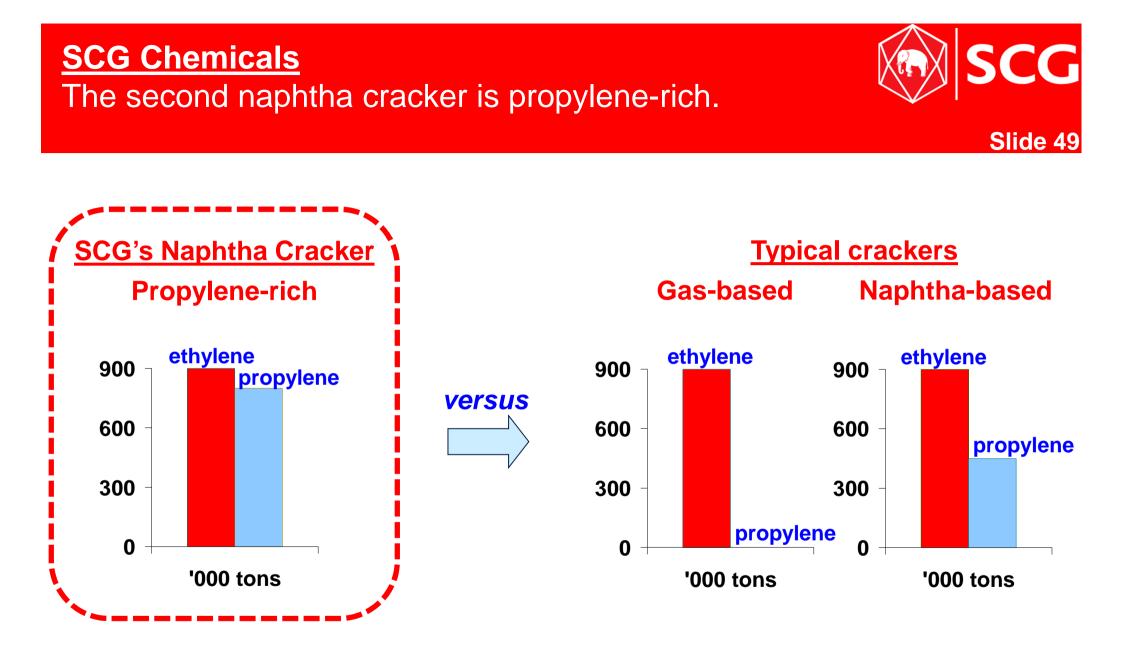


- One of the founding member of "<u>World Business Council for</u> <u>Sustainable Development</u>" (WBCSD) since 2000.
- Active participate in 2 member projects:
  - Cement Sustainable Initiative CSI
  - Sustainable Forestry Products Industry SFPI

## <u>SCG Chemicals</u> Integrated and globally competitive operations.



- World-scale integrated producers of upstream (2 crackers totaling 2.9 MT of olefins) and downstream chemicals (1.9 MT of PE/PP), both at the consolidated subsidiary level.
- Successful partnership with world-class leaders such as Dow Chemical, Mitsui Chemicals, and Mitsubishi Rayon, at the associated company level.
- Strategic partnerships in Vietnam, and Indonesia.
- ASEAN market leader with a diverse portfolio of commodities and HVA products.
- High production efficiency and reliability by using leading, commercially proven technologies for all processes.
- Exports to over 110 countries worldwide.

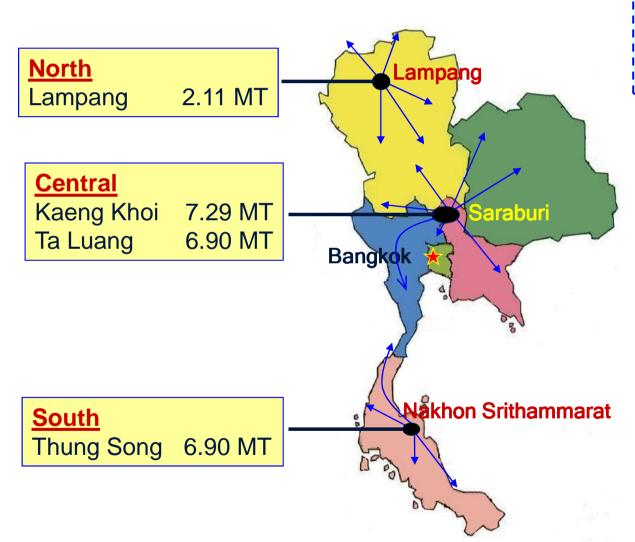


## **SCG Cement**

## Nationwide network, and domestic market share of approximately 40%.



#### Slide 50



## **SCG Cement**

Thai capacity of 23 MTCambodia capacity of 1 MT.

## **<u>SCG Cement</u>** Waste-Heat Power Generator Program



- Slide 51
- Utilize heat from the production process to turn steam turbines for generation of electricity, thereby lowering electrical consumption from the grid.
- Total investment of 5,750 MB, with return on investment of approx 25% or 1,600 MB per annum.

Phase 1	2,000 MB	Thailand	-started in Q1/08
Phase 2	350 MB	Cambodia	-started in Q2/09
Phase 3	3,400 MB	Thailand	-started in Q4/09
total	5,750 MB		

## SCG Paper

# Integrated and competitive operator of Packaging Paper and P&W Paper.



- Slide 52
- Plants in Thailand, Vietnam, Philippines, Malaysia, and Singapore.
- <u>Packaging paper</u> capacity (1.9 million tons) is ASEAN's largest, and is integrated into box plants for customized products with Rengo of Japan as a successful partner.
- Printing & Writing operations (0.57 million tons) are supported by internal pulp production from tree farms.
- Quality printing and writing products includes:
  - "Idea Green" 30% less virgin pulp via recycled pulp.
    "Idea Work" high grade photocopy paper.
    "Idea Max" lightweight (70 gram), high performance with dual-side usage.
    "Green Read" non-reflective paper for ease of reading.

## SCG Paper





#### Printing & Writing Paper

#### Internal Eucalyptus Pulp





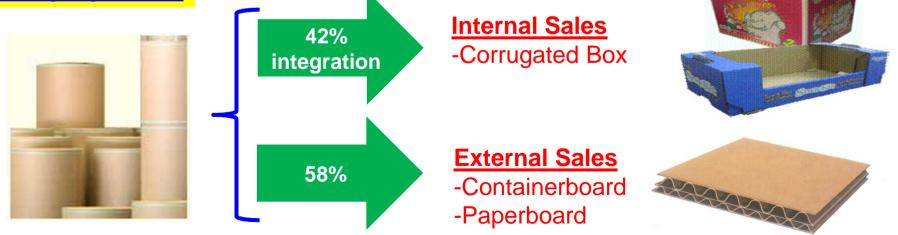
#### Printing & Writing Paper





STAR BIRSE

### Packaging Paper



## **SCG Building Materials**

# World's largest ceramics tiles producer, with diversified building product offerings.

### Broad range of product offering

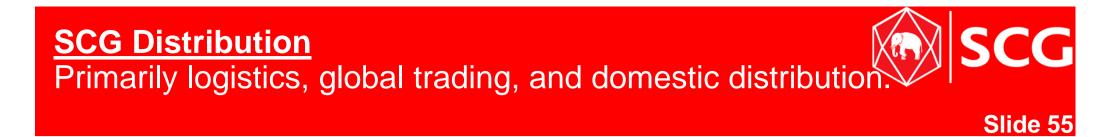
- Manufacturer of roofing, fiber cement, and autoclaved lightweight concrete products, in addition to sanitary ware and fitting (jv with TOTO), and landscaping services.
- Global sales to +50 countries.

#### Integrated solutions provider

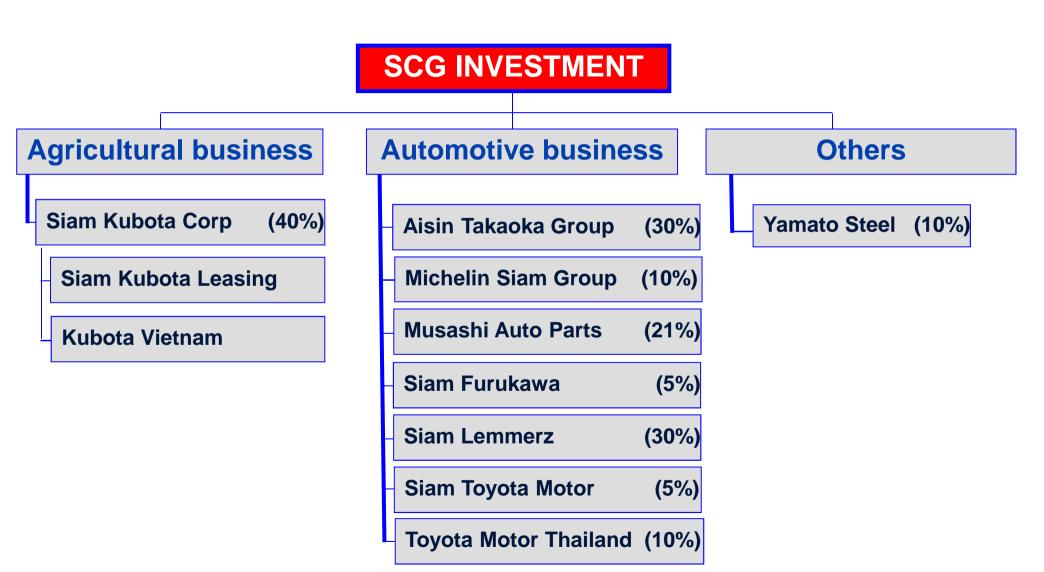
- Roofing Center
- Cotto tile studio
- Cotto speed bathroom
- Modular house (jv with Sekisui Heim)

#### **Environmentally-friendly products and services**

- Non-asbestos fiber cement products
- SCG Eco Value label
- Revenue from high-value added products accounts for more than 40% of existing sales.



- Leading supply chain solution provider, whereby non-SCG clients accounts for approx 40% of total sales.
- Global international trading coverage is provided by the 36 global offices in 25 countries.
- Domestic logistics service provider to +200 clients, with +30 MT hauled in FY2010.
- Network of more than 450 exclusive domestic distributors nationwide.

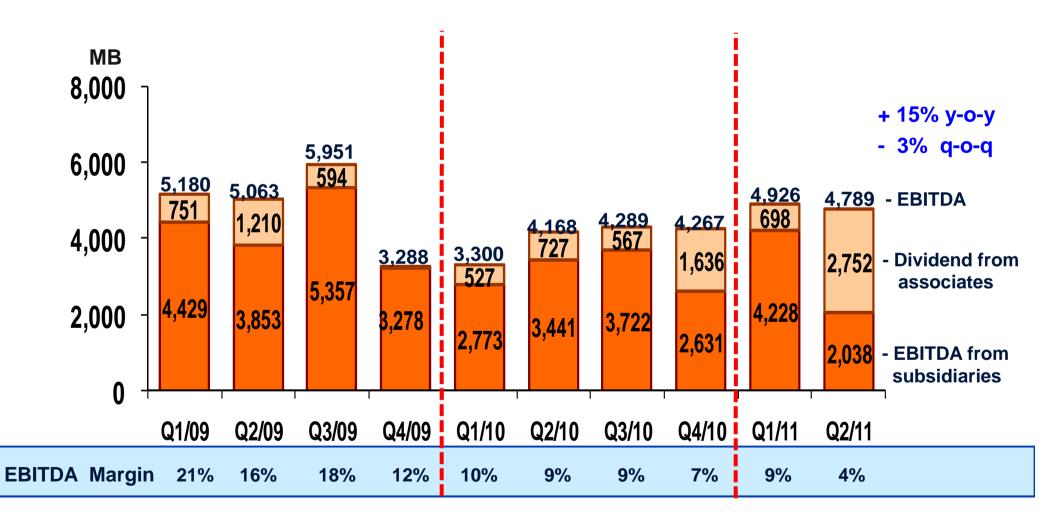


## **SCG Investment** Contribution in FY2010 was approx 1,700 MB in equity income, and another 2,700 MB from dividend income.

**Chemicals EBITDA** 



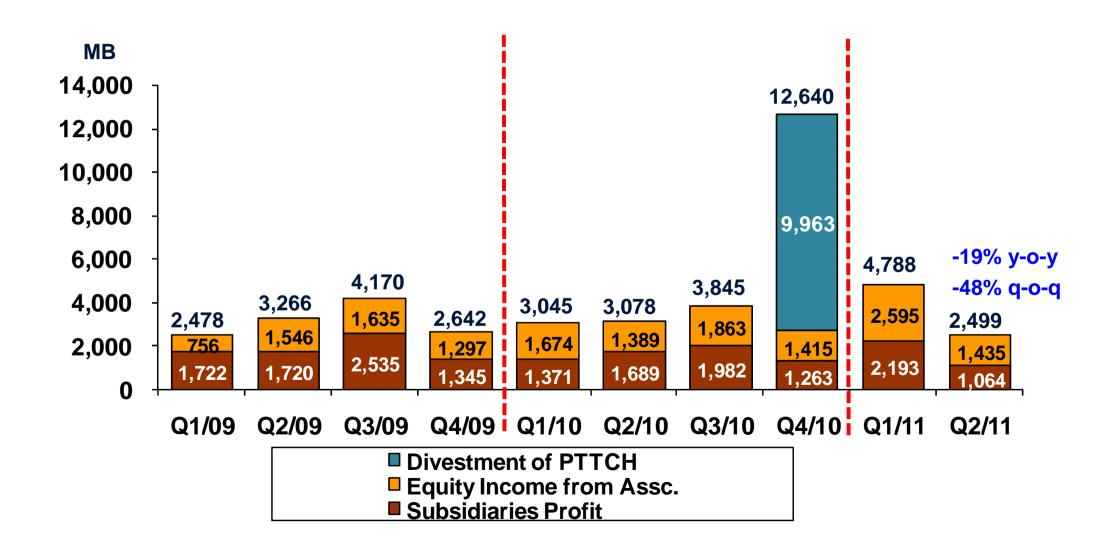




**Note**: EBITDA = EBITDA from operations + dividend from associated companies

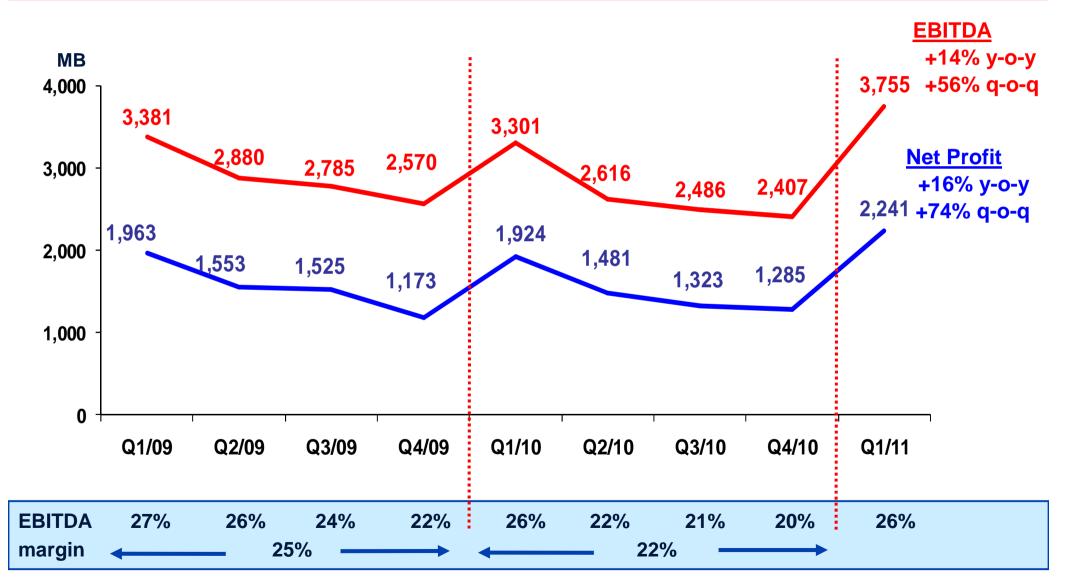
## **Chemicals Profitability**





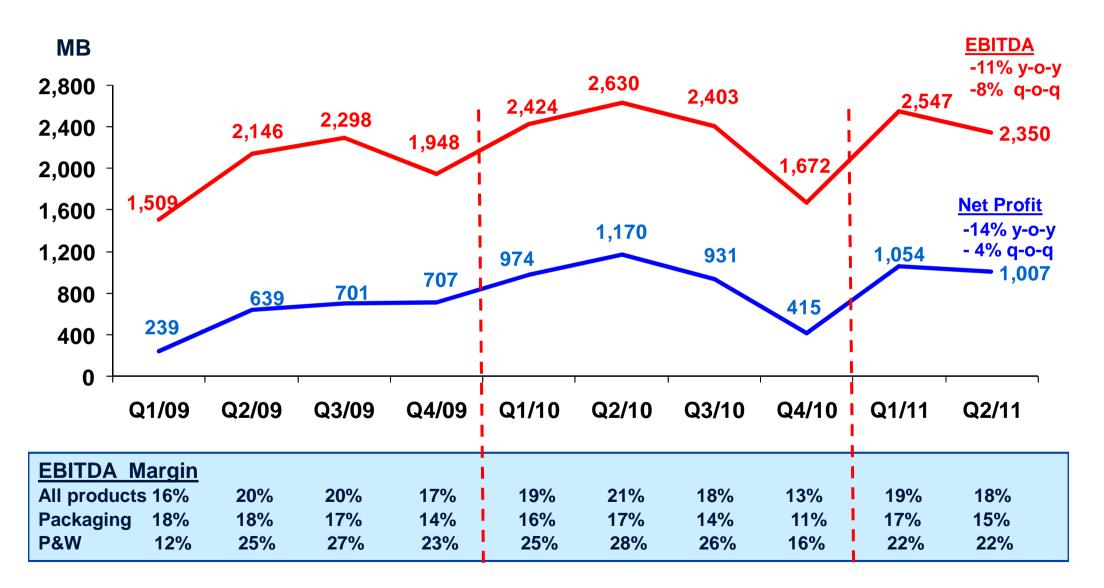
**Cement Financials** 





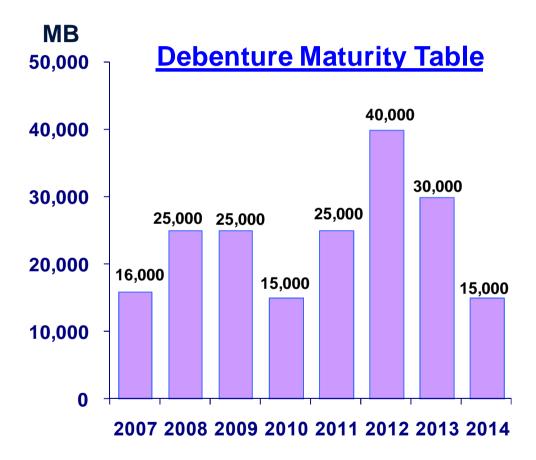
**Paper Financials** 





## **Debenture Profile**





- Retail investors only.
- Unsecured, unsubordinated.
- No debt covenant.
- Thai Baht, fixed rate, and mostly 4-yr maturity tenure.
- Current "A" rating by Fitch (local).

**NOTE**: Debentures amount to110,000 MB, as of Q2/11.



Sales (MB)	2008	2009	2010	H1/11	Assets (MB)	2008	2009	2010	H1/11
Consolidated	293,230	238,664	301,323	186,354	Consolidated	285,776	315,986	359 <mark>,</mark> 219	373,213
Chemicals	136,527	101,115	144,317	97,899	Chemicals	138,504	165,947	165,087	170,881
Paper	47,110	42,729	51,714	27,573	Paper	51,089	48,271	50,127	52,489
Cement	49,999	46,661	48,954	27,900	Cement	60,770	60,680	61,018	60,709
Building Materials	23,351	26,873	30,719	17,244	Building Materials	22,654	22,992	24,796	34,520
EBITDA (MB)	2008	2009	2010	H1/11	Profit for the Period (MB)	2008	2009	2010	H1/11
Consolidated	38,783	47,116	45,949	27,680	Consolidated	16,771	24,346	37,382	16,703
Chemicals	12, <mark>598</mark>	19,482	16,024	9,715	Chemicals	6,136	12,556	22,609	7,287
Paper	6,660	7,901	9,129	4,896	Paper	1,658	2,286	3,490	2,061
Cement	11,272	11,616	10,810	7,141	Cement	6,006	6,214	6,014	4,231
Building Materials	4,085	4,907	5,489	2,847	Building Materials	778	1,617	1,872	1,051
EBITDA Margin (%)	2008	2009	2010	H1/11	EBITDA / Assets (%)	2008	2009	2010	H1/11
Consolidated	12%	18%	14%	13%	Consolidated	14%	15%	13%	14%
Chemicals	7%	17%	9%	6%	Chemicals	9%	12%	12%	9%
Paper	14%	18%	18%	18%	Paper	13%	16%	16%	19%
Cement	23%	25%	22%	26%	Cement	19%	19%	19%	24%
Building Materials	16%	18%	17%	16%	Building Materials	18%	21%	20%	16%