



ASEAN Sustainable Business Leader

Agenda:

1. *Key Drivers and Opportunities*
2. *Performance Summary and Key Indicators*
3. *Appendix*



NDR in Canada & USA
June 5-9, 2017

Pages	Details
5	Additional details on central Vietnam cement acquisition
6	Additional details on LSP project
7 - 8	SCG's presence in Vietnam and Indonesia
14 - 18	Updated chemicals prices
23	Updated details on the ASEAN cement markets

1. Key Drivers and Opportunities

Summary of Strategic Efforts:

Towards the ASEAN market advantage

SCG Chemicals

- **Vietnam's LSP Complex:** FID targeted for mid-2017
71% stake, +\$5 bill, approx. 5 yr construction
- **Indonesia's Chandra Asri Complex:** Continued asset upgrades.

SCG Cement - Building Materials

- **Vietnam:** 3.1 MT cement acquisition in central Vietnam (approx. 15,400 MB).
- **Myanmar and Laos:** Ramp up of SCG's new cement plants.
- Capture growth opportunities with integrated platform.

SCG Packaging

- Consolidate position as an integrated packaging solutions provider.
- Move towards end-user application.

Strong financial position

- 1.5x net debt on EBITDA



- **15,400 MB (\$440 mill)** investment for **3.1MT** of integrated cement, at **\$140/ton**.
- \$140/ton is **EV basis**, which includes **debt and facility upgrades** (waste heat power generator, and others) over 18-24 months.
- Main assets are in **2 facilities** in Central Vietnam.
- Sales efforts **focused in Central Vietnam**.

<u>(2016)</u>	<u>Supply</u>	<u>Demand</u>
North	64 MT	25 MT
Central	13 MT	13 MT
South	9 MT	22 MT



- Vietnam's first cracker
- **1.6MT** world-scale olefins cracker
- **Flex-feedstock (gas up to 80%)**
- Full integration to downstream.
- Deep seaport and utilities
- 100km from Ho Chi Minh City
- Vietnam consumed **2.3MT (PE,PP) in 2016**

Status: FID targeted for mid-2017

- 71% SCG
- 29% Petro Vietnam

Presence in Vietnam:

Assets: 48,448 MB (\$1.4 Bill), and 8,700 staffs



Cement – Building Materials:

- Ceramic tiles (Prime Group)

Chemicals:

- PVC pipe & fitting (Tien Phong)

Packaging:

- Box Plant

Cement – Building Materials:

- Cement Plant
- Ceramic tiles (Prime Group)

Cement – Building Materials:

- White Cement (Buu Long)
- RMC (Ready-mixed concrete)
- Concrete Products

Chemicals:

- Long Son Petrochemicals (LSP)
- PVC (TPC Vina)
- PVC pipe & fitting (Binh Minh)

Packaging:

- Packaging paper (VKPC)
- Box plants
- Flexible packaging plant

Presence in Indonesia:

Assets: 46,834 MB MB (\$1.3 Bill), and 7,000 staffs



Chemicals:

- TPC Indo (PVC)

Cement – Building Materials:

- Cement plant
- RMC (Ready-mixed concrete)
- Ceramic tiles (KIA)
- Lightweight concrete block

Chemicals:

- Chandra Asri (30% stake)

Packaging:

- Box Plants

<u>Nationwide</u>	<u>Total</u>
RMC (Ready-mixed concrete)	52 plants
Distribution: Kokoh	19 DC

Flex-products (metathesis)

Thailand

Crackers (SCG 2/3, DOW 1/3)

ROC (1999) Rayong Olefins 1.35 MT C2 + C3	MOC (2010) Map Ta Phut Olefins 1.7MT C2 + C3
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Indonesia

Cracker (SCG 30%)

CAP (1995) Chandra Asri 0.9 MT C2 + C3	De-bottleneck 40% debot done 1.3 MT C2 + C3
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Flexible-feed cracker

Vietnam

Cracker

Long Son Petrochemicals (LSP)
 >\$4.5 Billion
 1.6 MT C2 + C3

Downstream

Subsidiaries

Associates

PE
PP
PVC
Others

- Dow
- Mitsui Chemicals
- Mitsubishi Rayon
- BST

Downstream

Subsidiaries

Associates

PE
PP
SM
BD

Michelin SSBR
(Q2/18 start)

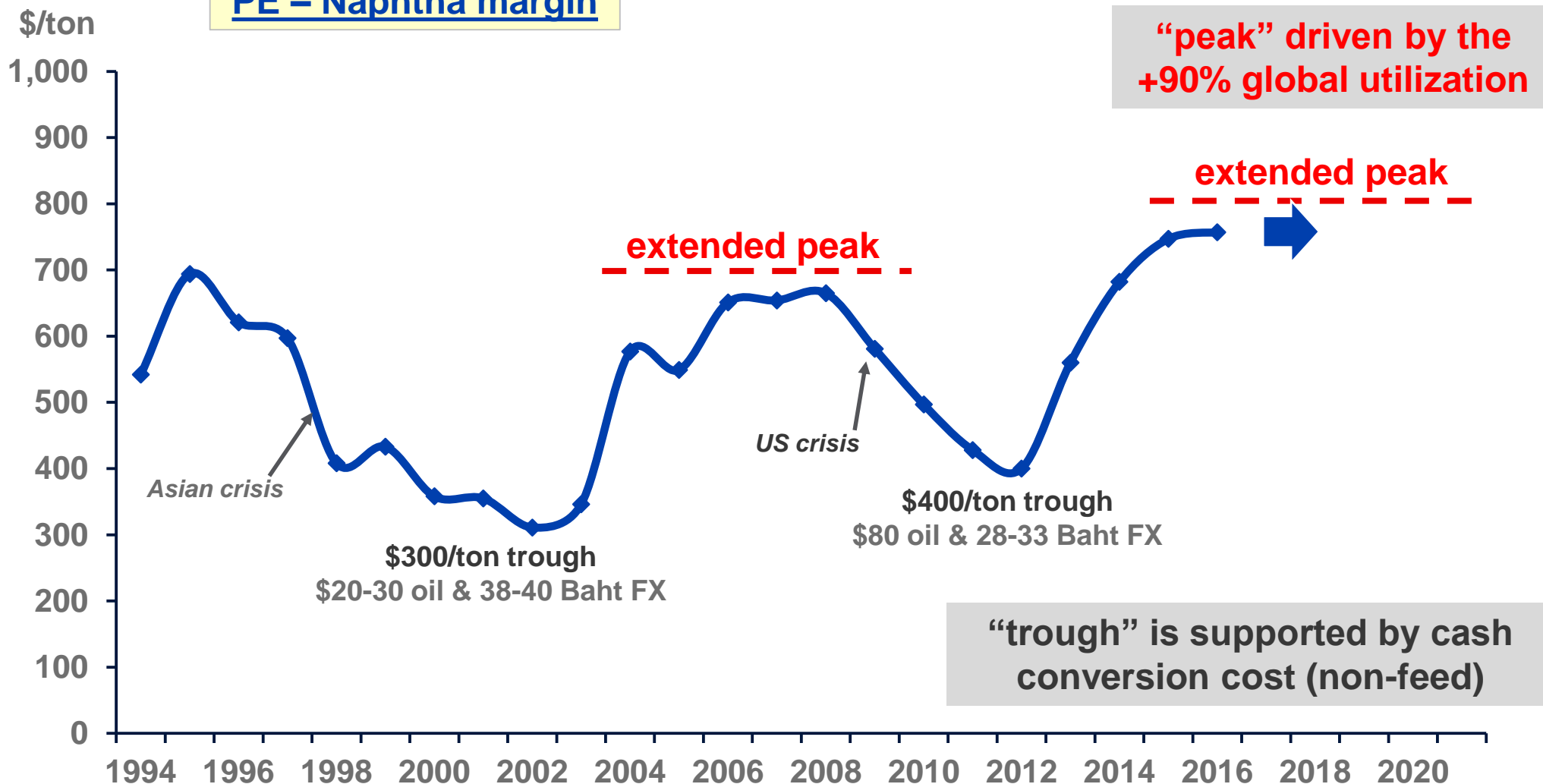
Project Details

JV basis
Located in Southern Vietnam

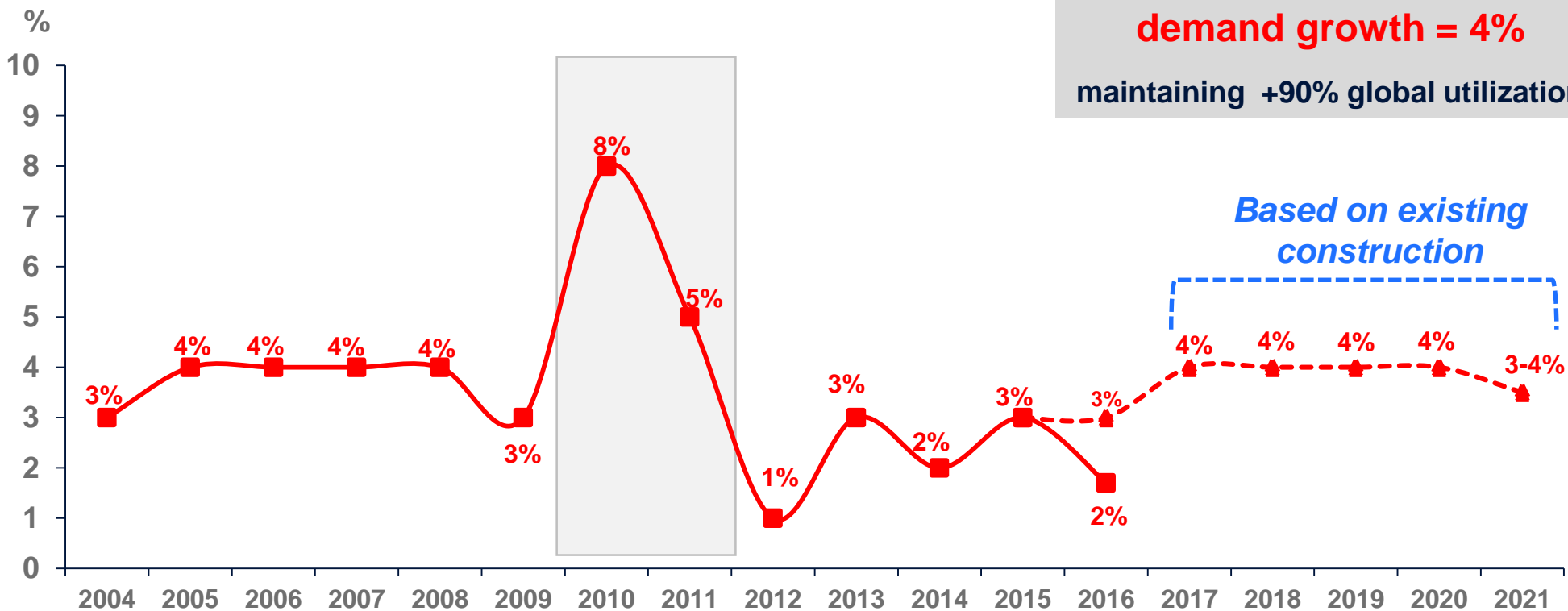
Update:
 71% SCG
 29% Petro Vietnam

FID targeted for mid-2017.

PE – Naphtha margin



Ethylene world supply growth



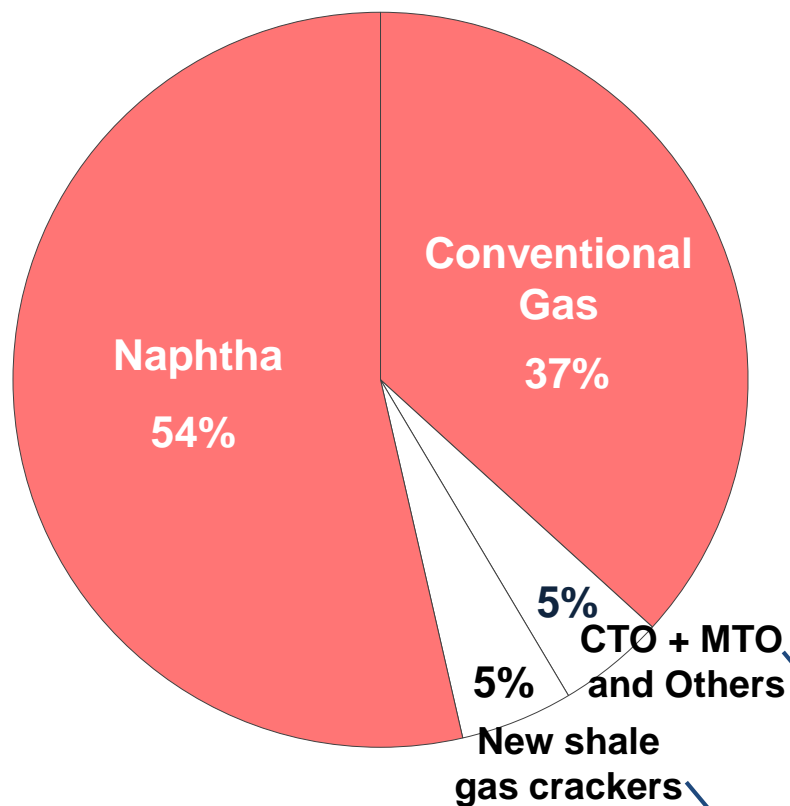
supply growth = 4%
demand growth = 4%
maintaining +90% global utilization

Based on existing construction

Incremental supply growth (MT):

2.8 4.4 4.6 4.7 4.7 3.5 10.5 6.9 2.0 5.0 3.4 5.0 2.8 6-7 6-7 6-7 6-7 6-7

Ethylene world capacity 197 MT in 2021



- *Mongolia coal reserves location.*
- *2.5 time higher investment cost than conventional.*
- *deleted from China's investment tax promotion.*

H2/17

DOW 1.5 MT

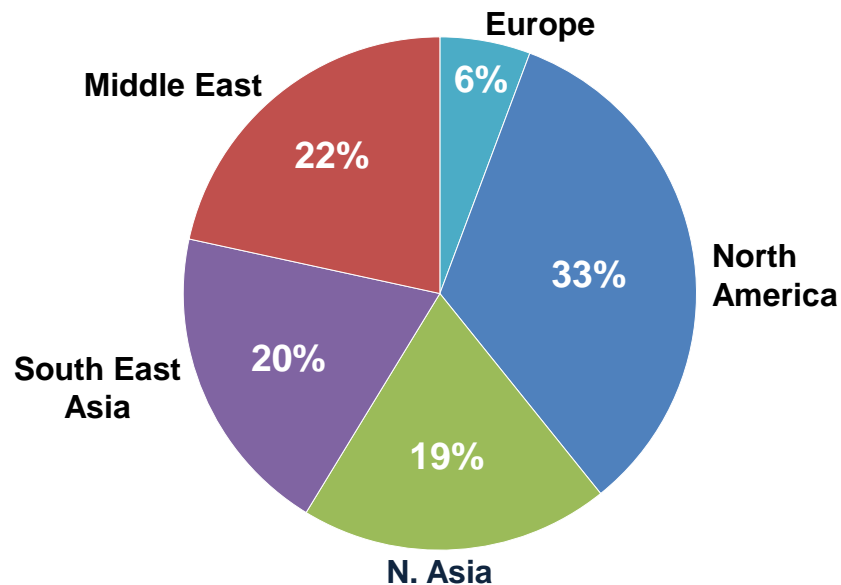
OXY 0.6 MT

2018

Chevron 1.5 MT

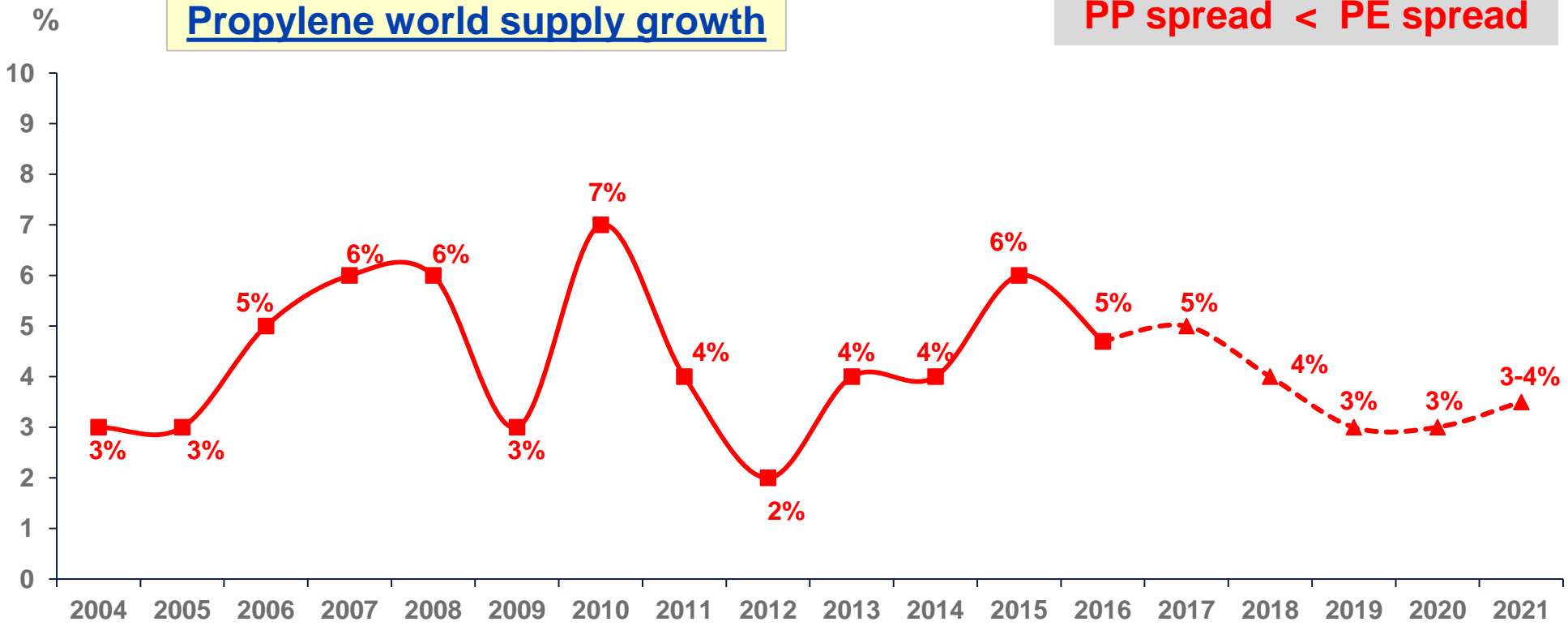
Exxon 1.5 MT

New capacity by region (2017 - 2021)



Propylene world supply growth

PP spread < PE spread



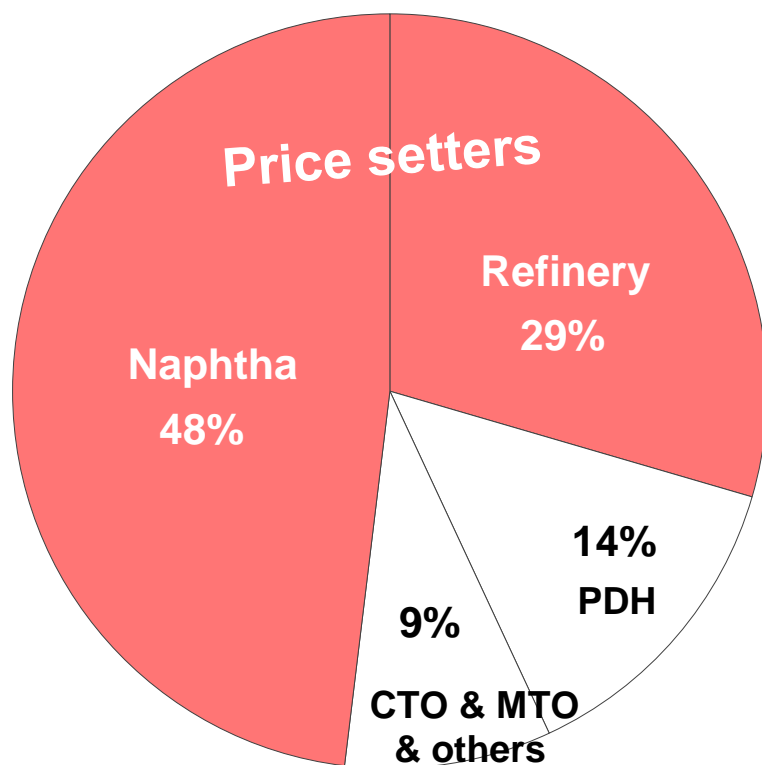
Incremental supply growth (MT):

1.8 2.4 3.3 4.1 4.8 2.8 5.9 4.1 2.1 4.4 3.8 6.2 5.4 5-6 4-5 3-4 3-4 4-5

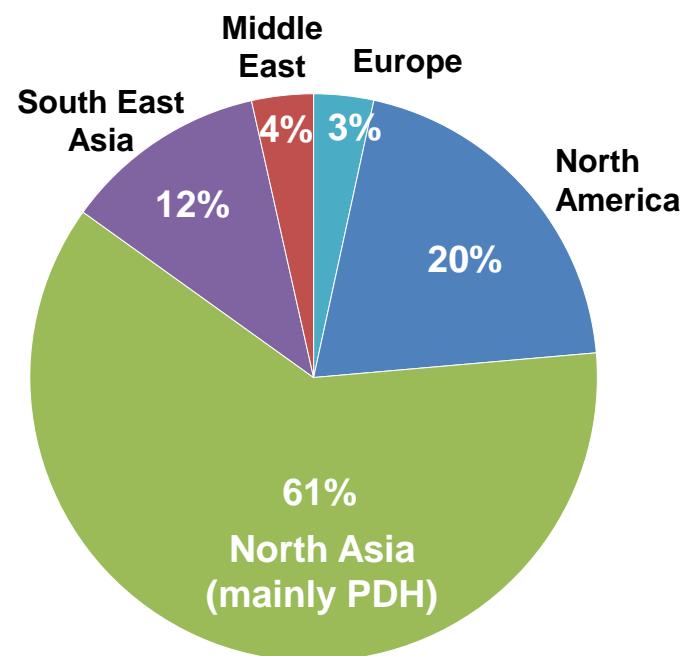
Chemicals: Propylene world capacity

Naphtha + refinery = 77% of capacity

Propylene world capacity 143 MT in 2021



New capacity by region (2017 – 2021)



PE (C2) consumer goods (food packaging)

PP (C3) capital goods (electronics, automotive)

PVC construction related

MMA (C4) consumer / capital goods

BD (C4) rubber substitutes

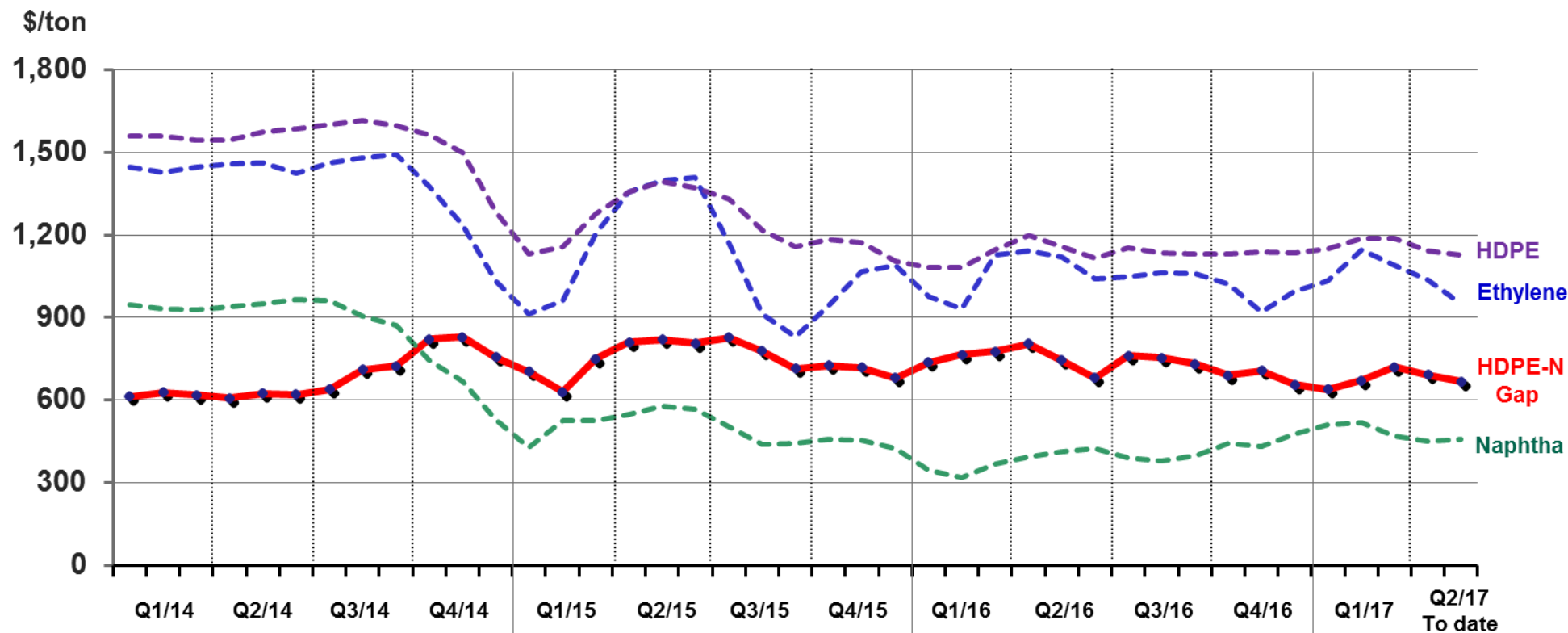


olefins

PTA textiles industry

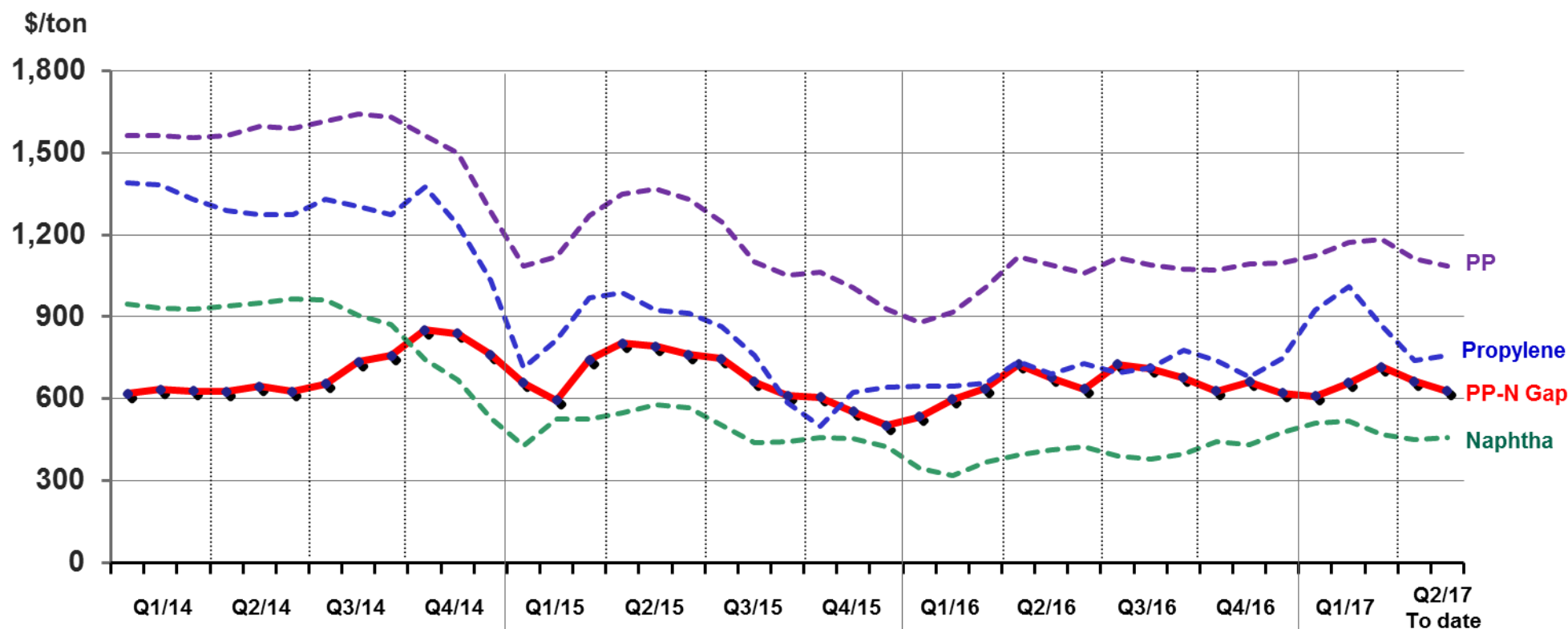


aromatics



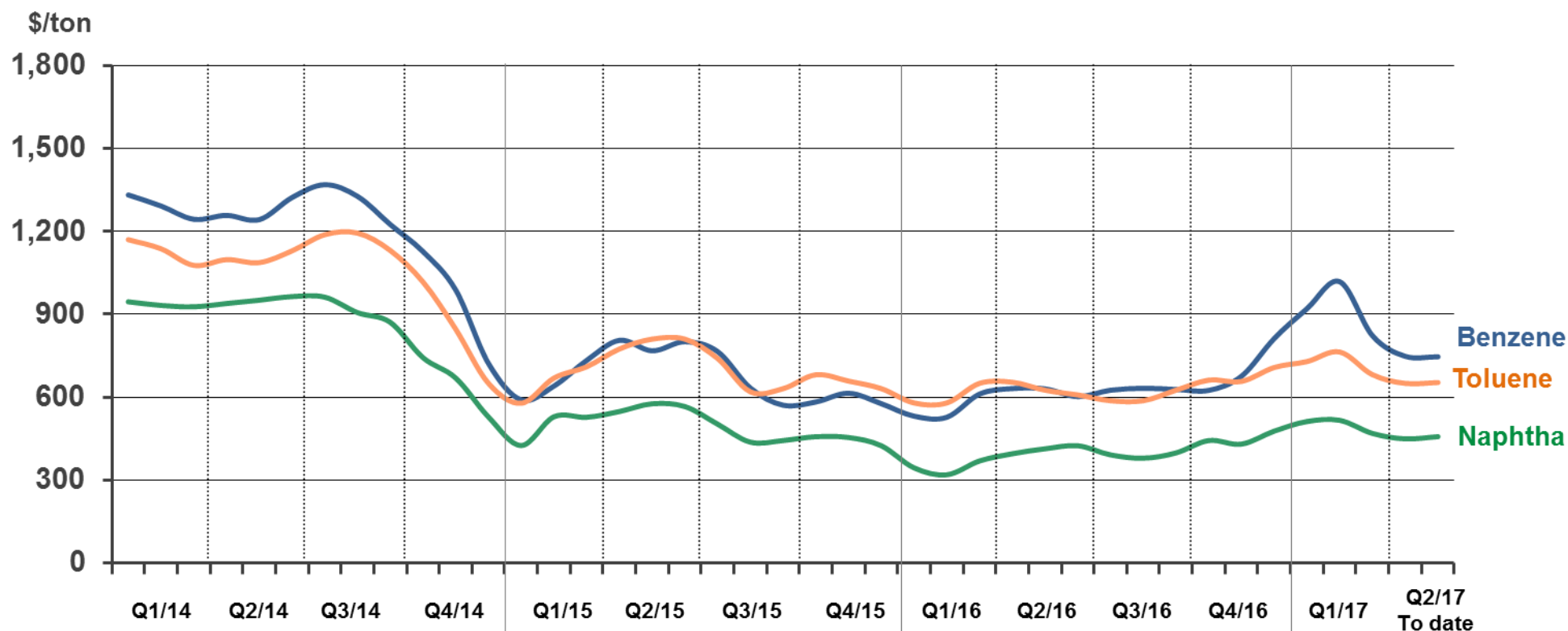
	Q1/14	Q2/14	Q3/14	Q4/14	Q1/15	Q2/15	Q3/15	Q4/15	Q1/16	Q2/16	Q3/16	Q4/16	Q1/17	Q2/17 To date
HDPE-Naphtha	620	618	691	802	694	812	774	708	759	743	749	684	677	691
Spread (\$/ton)	682				747				734					
HDPE-C2	113	121	125	234	161	(11)	264	120	91	54	82	156	86	103
C2-Naphtha	507	496	565	568	532	823	510	588	668	689	668	528	591	588
Brent	108	110	103	77	55	63	50	44	34	46	46	51	55	50

Note: Prices refer to SEA regional prices



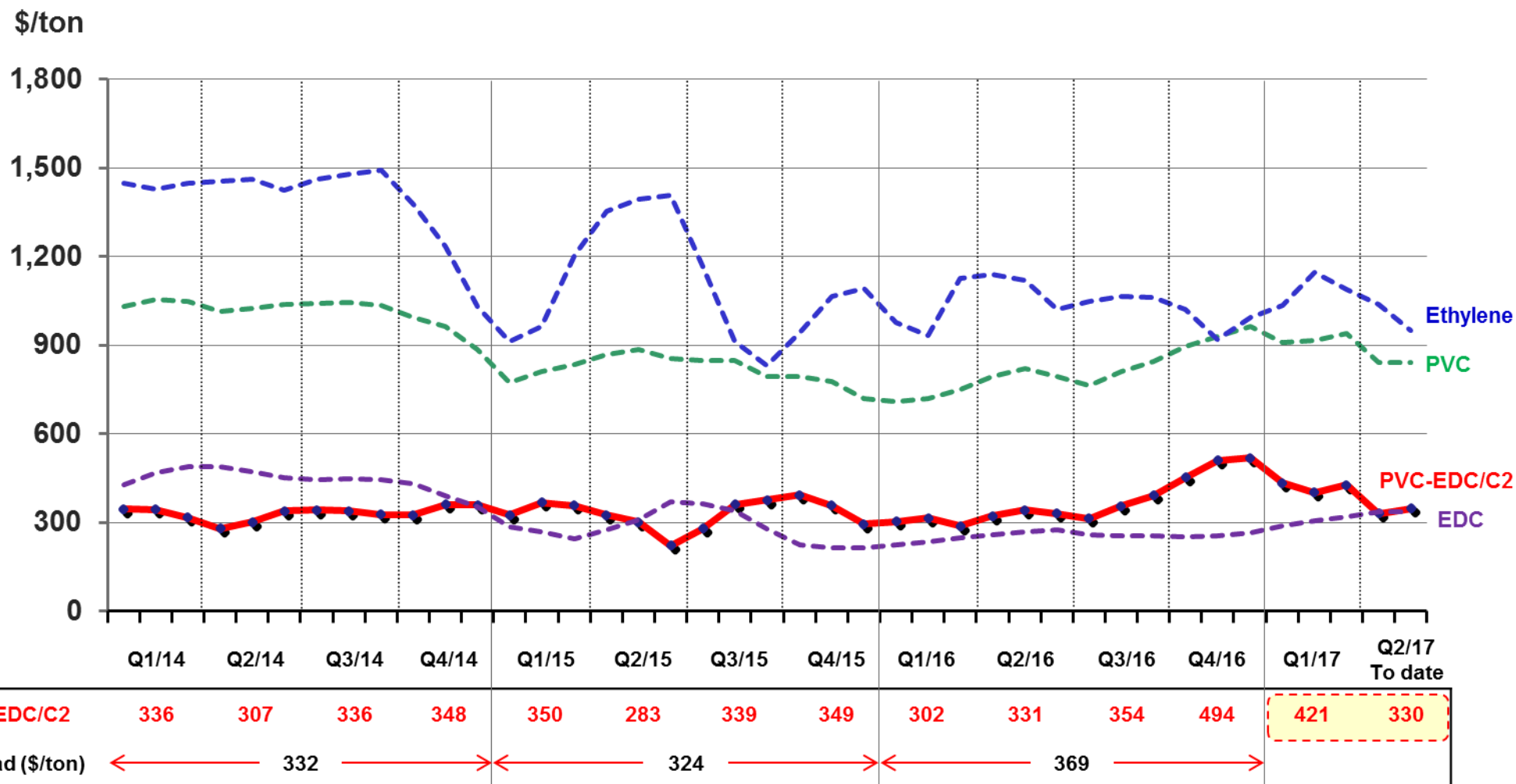
	Q1/14	Q2/14	Q3/14	Q4/14	Q1/15	Q2/15	Q3/15	Q4/15	Q1/16	Q2/16	Q3/16	Q4/16	Q1/17	Q2/17 To date
PP-Naphtha	626	632	716	819	664	785	672	554	589	680	704	636	661	663
Spread (\$/ton)	← 698 →				← 669 →				← 653 →					
PP-C3	192	304	328	433	325	408	397	412	285	372	365	364	226	371
C3-Naphtha	434	328	388	385	339	376	275	142	305	308	339	272	435	292

Note: Prices refer to SEA regional prices



	Q1/14	Q2/14	Q3/14	Q4/14	Q1/15	Q2/15	Q3/15	Q4/15	Q1/16	Q2/16	Q3/16	Q4/16	Q1/17	Q2/17 To date
BZ-Naphtha	355	323	394	299	161	228	196	146	212	210	239	254	422	299
TL-Naphtha	193	153	258	191	159	235	203	212	260	218	210	225	226	201
BZ-Spread	← 343 →			← 183 →				← 229 →						
TL Spread	← 199 →			← 202 →				← 228 →						

Note: Prices refer to SEA regional prices

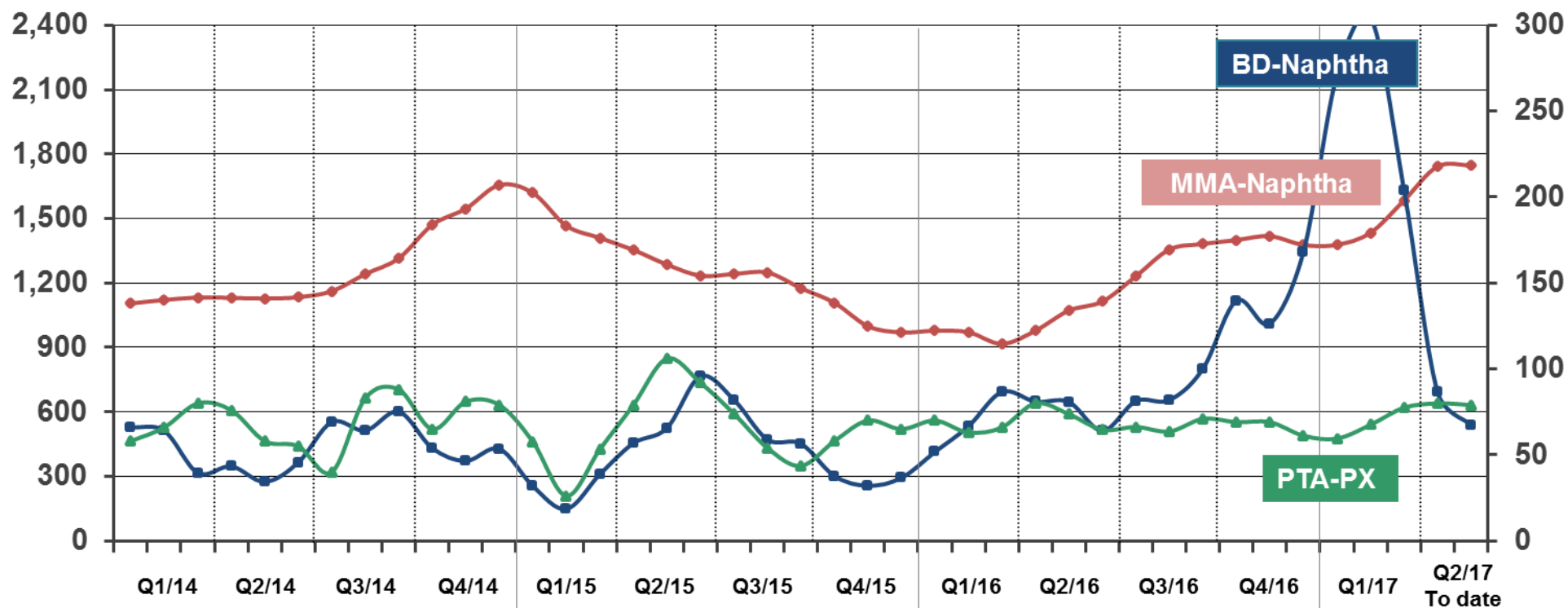


Note: Prices refer to FE regional prices

Price Gaps of Associates

MMA-Naphtha \$/ton, BD-Naphtha \$/ton

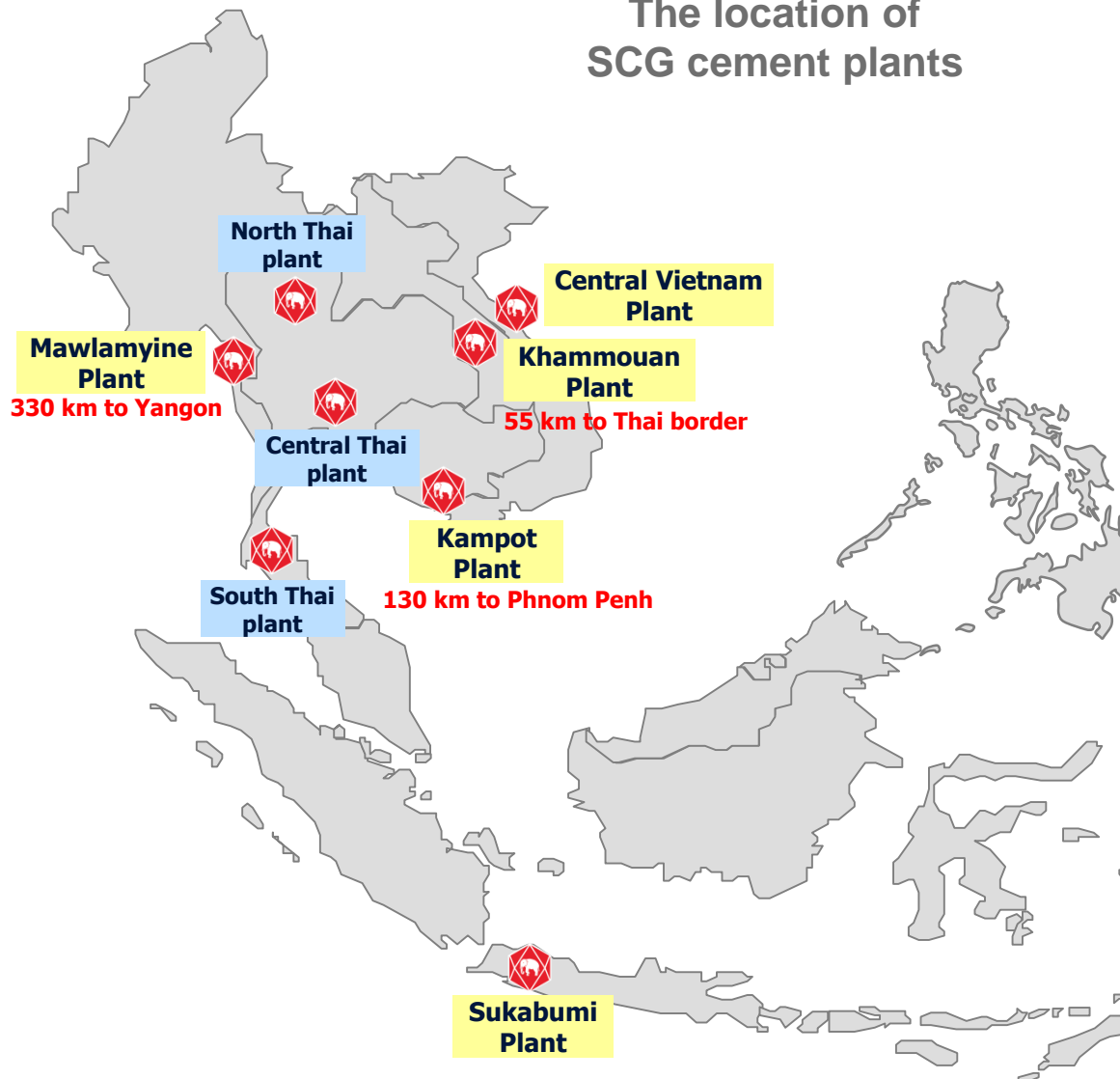
PTA-PX \$/ton



MMA-N	1,120	1,131	1,240	1,558	1,499	1,291	1,222	1,025	955	1,055	1,323	1,398	1,465	1,742
PTA-PX	68	63	70	75	46	92	57	64	66	73	67	66	68	80
BD-N	452	329	556	410	238	581	527	284	546	602	702	1,158	2,080	693

Note: BD and MMA prices refer to SEA regional prices, PTA prices refer to Asian regional prices

The location of SCG cement plants

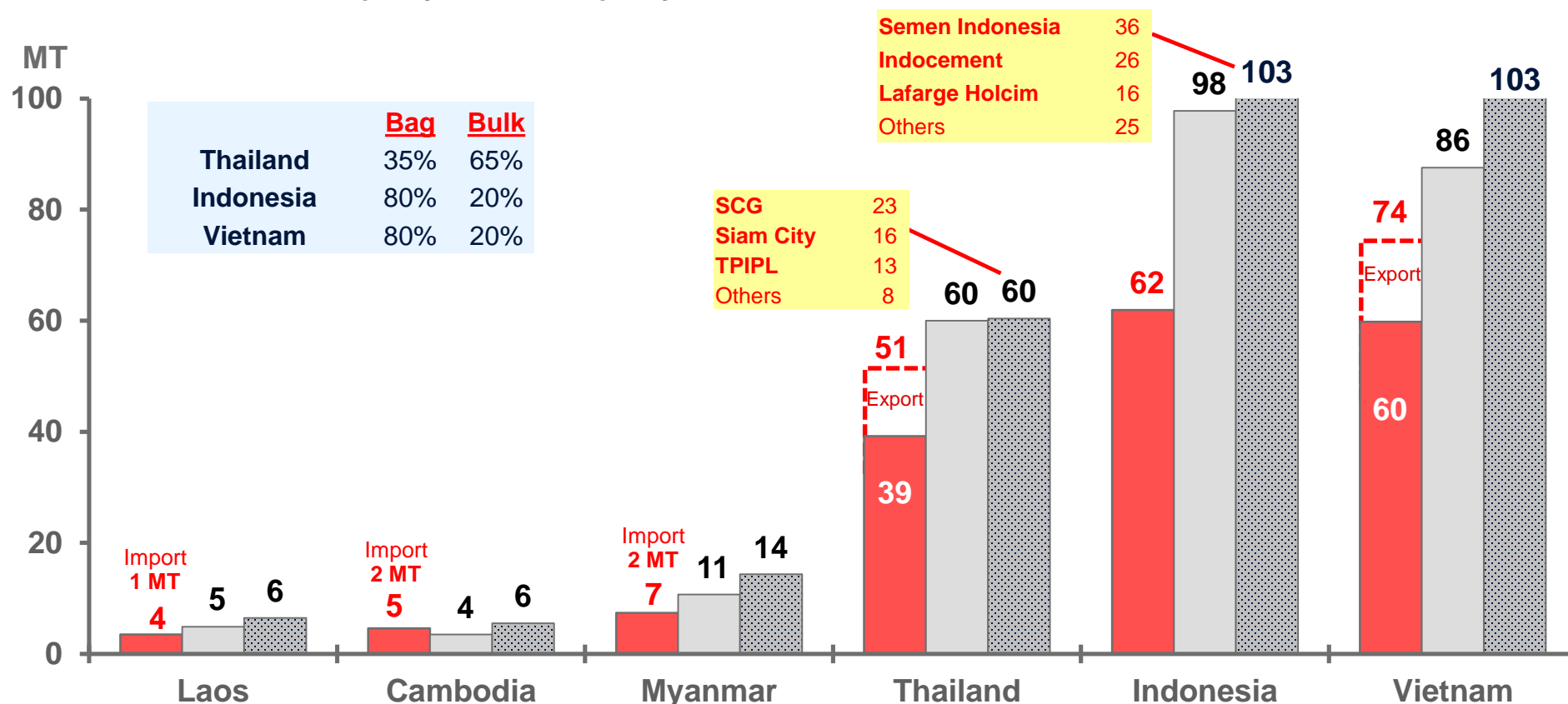


ASEAN (ex-Thai): **10.5 MT**

Vietnam	3.1	MT	Q1/17 M&A
Laos	1.8	MT	Q1/17 start
Myanmar	1.8	MT	Q1/17 start
Indonesia	1.8	MT	H1/15 start
Cambodia 1&2	2.0	MT	H1/15 start

THAILAND: **23 MT**

■ Demand 2016 ■ Capacity 2016 ■ Capacity 2018



% Growth (y-o-y)

	Q1/16	Q2/16	Q3/16	Q4/16	FY2016	Q1/17
Total Market* (100%)	+5%	-3%	-5%	-3%	-2%	-7%
Commercial (Approximately 15%)	0%	-7%	-7%	-2%	-4%	-7%
Gov't (Approximately 35%)	+21%	+9%	+1%	+4%	+9%	-4%
Residential (Approximately 50%)	-2%	-10%	-8%	-8%	-7%	-9%

*Note: * Estimated volume market distribution*

Packaging Chain - Rengo's 30% JV.



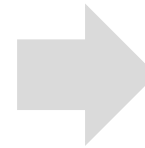
Baling station
(across ASEAN)



Recycled Paper
(Imported + Local)



Packaging Paper
2.3 MT



- Tertiary (1.0 MT)



- Secondary



- Primary (520 mill sq.m.)



Fibrous Chain - Nippon Paper's 30% JV.



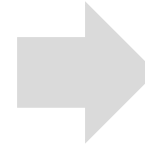
Tree farmed eucalyptus
(mainly contract farm)



Woodchip



Pulp
0.47 MT



- Dissolving Grade Pulp (textile)

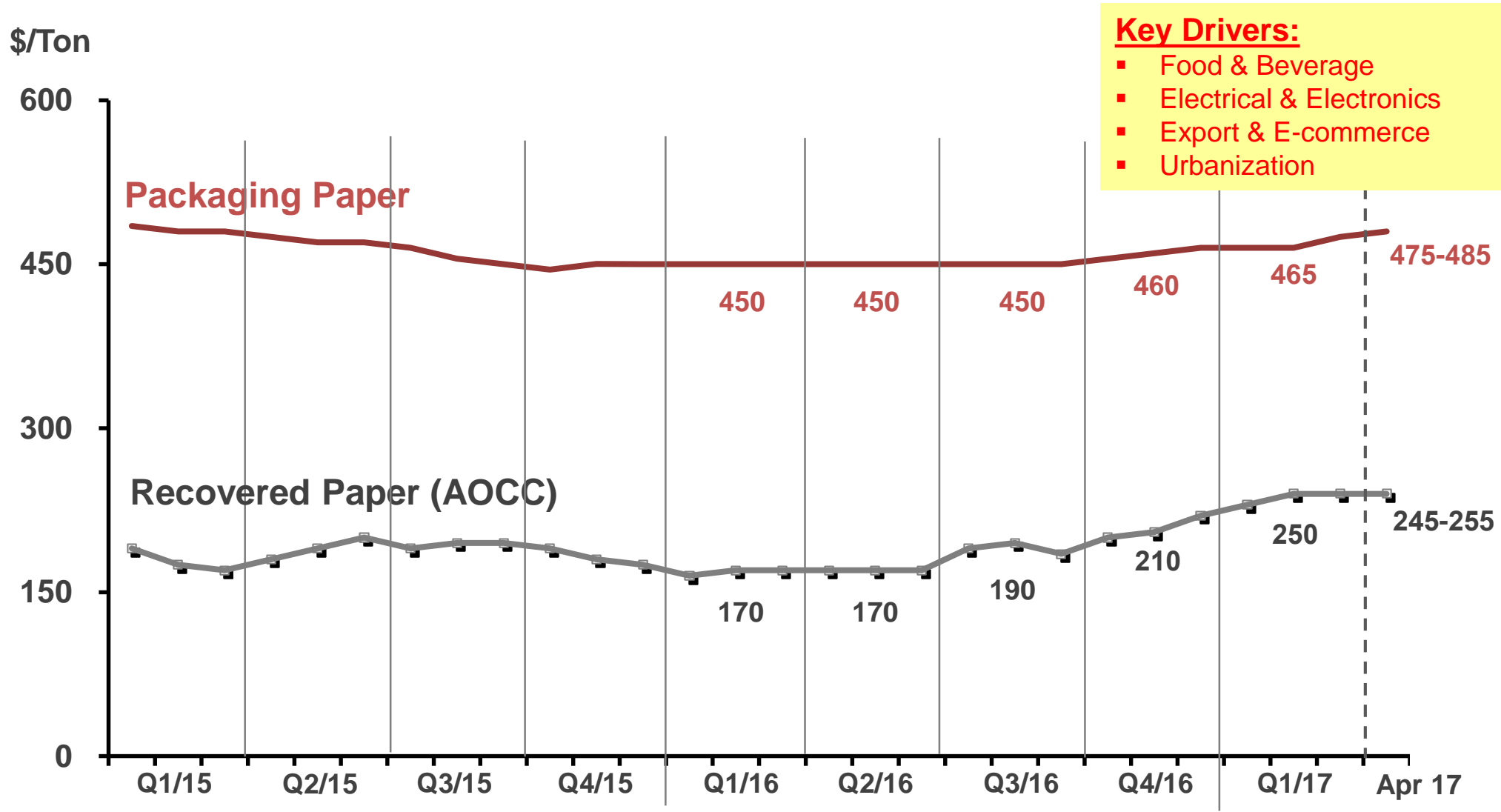


- Hygienic Food Application



- Printing and Writing





Note: regional prices

2. Performance Summary and Key Indicators

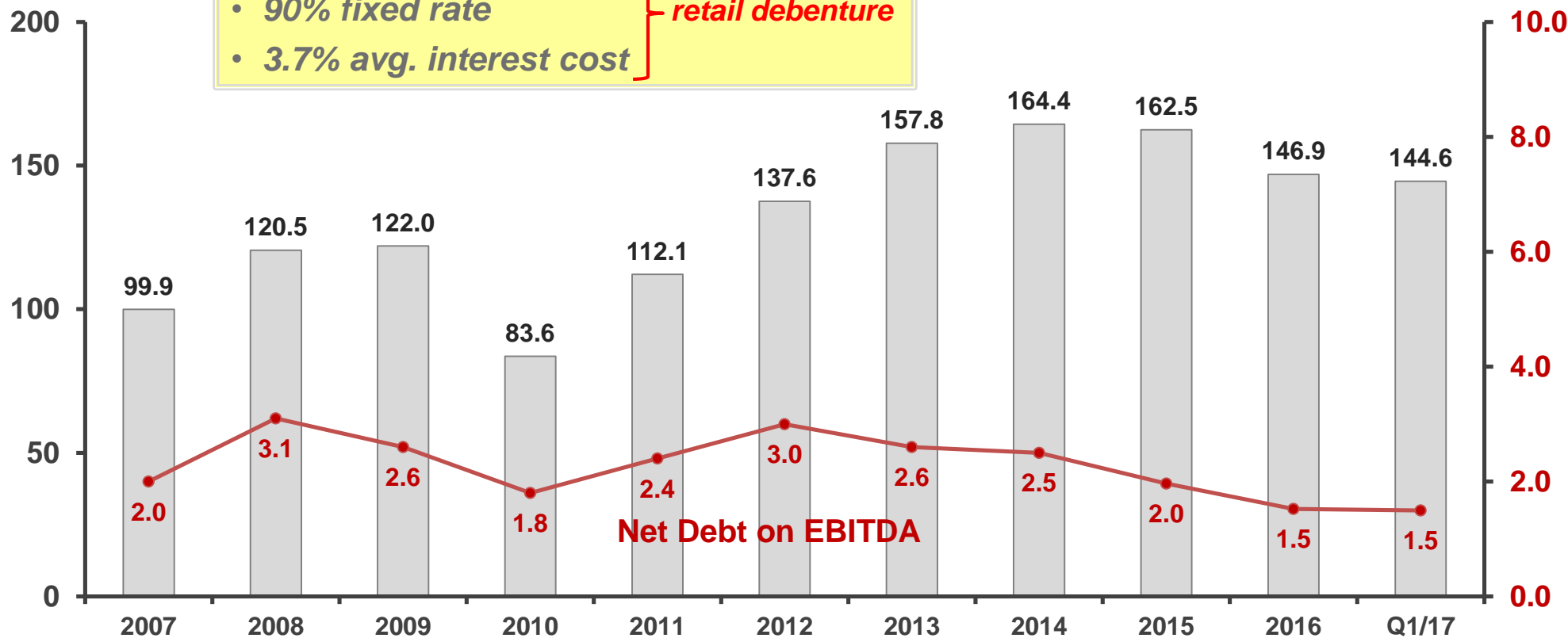
Net debt:

Internal leverage ceiling of 2.5 times (Net debt / EBITDA)

- 1.5x Net Debt / EBITDA
 - 0.5x Net Debt / Equity
 - 53,143 MB cash on hand
 - 98% Thai Baht
 - 90% fixed rate
 - 3.7% avg. interest cost
- retail debenture*

Billion Baht
(Net Debt)

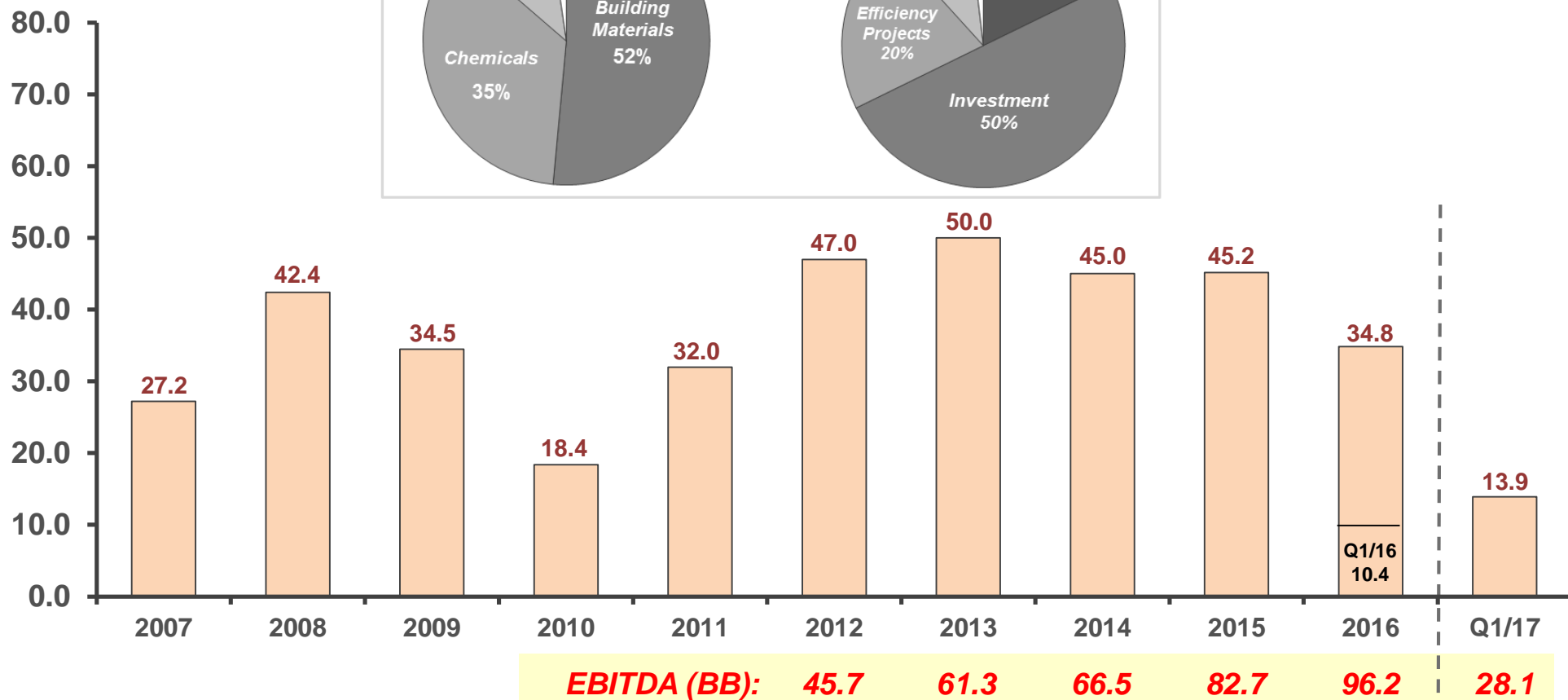
Times (x)
(Leverage)



CAPEX and Investments:

Forecasted FY2017 CAPEX & Investments of 60,000 MB to 70,000 MB.

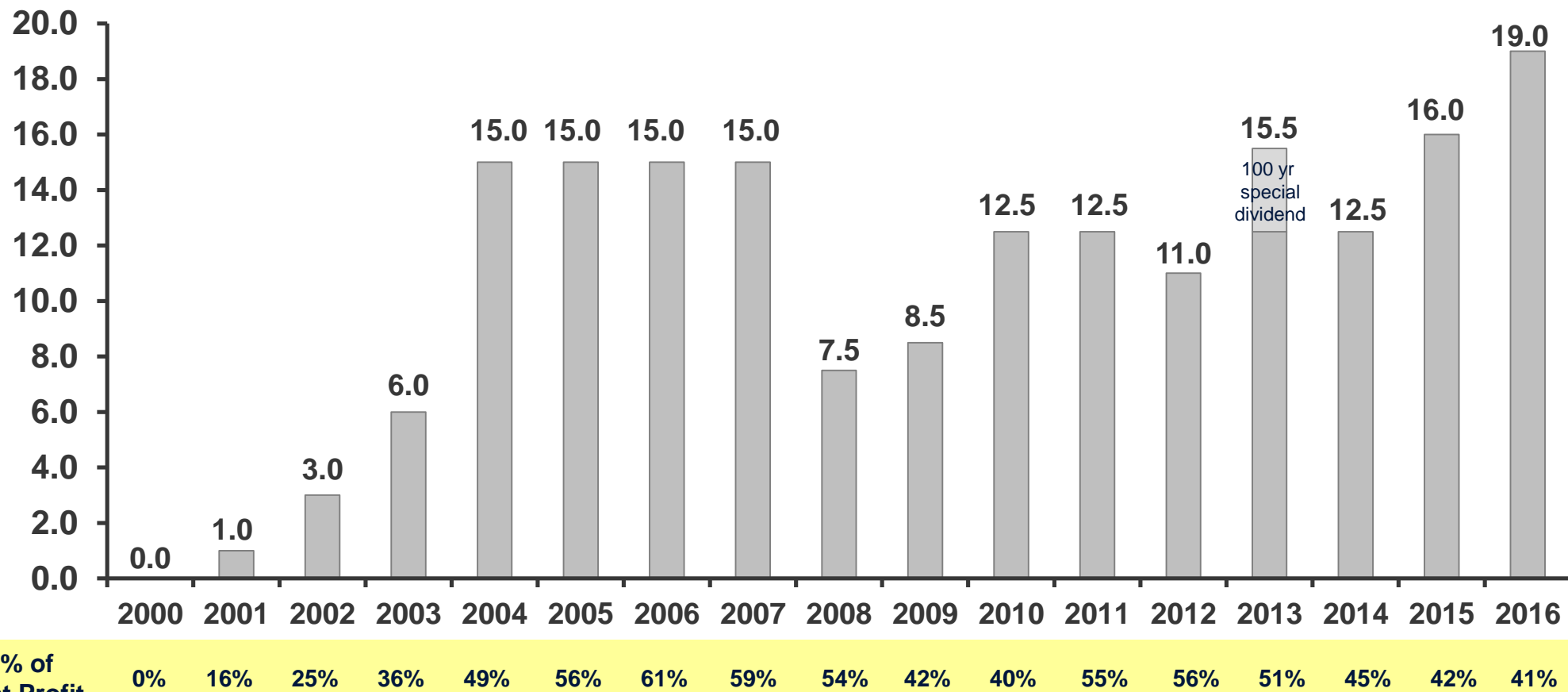
Billion Baht



- CAPEX includes debottlenecking, expansion projects, and major turnaround.
- Investments are acquisitions and purchase of shares.

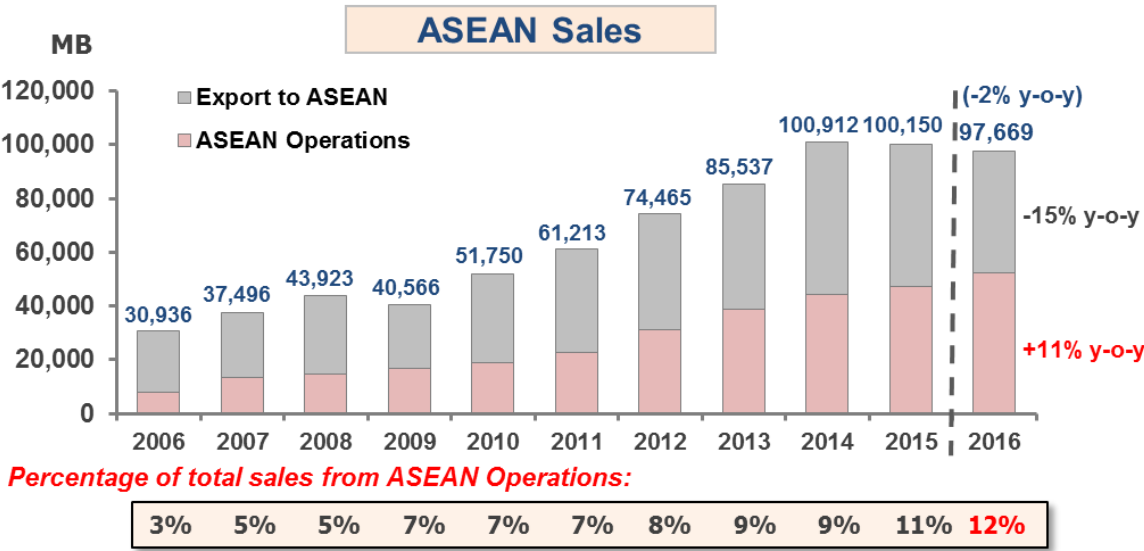
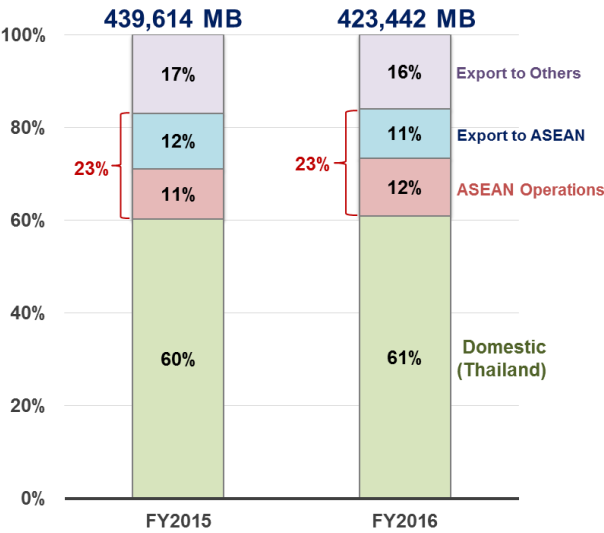
Payout policy of 40% - 50%

Baht / Share

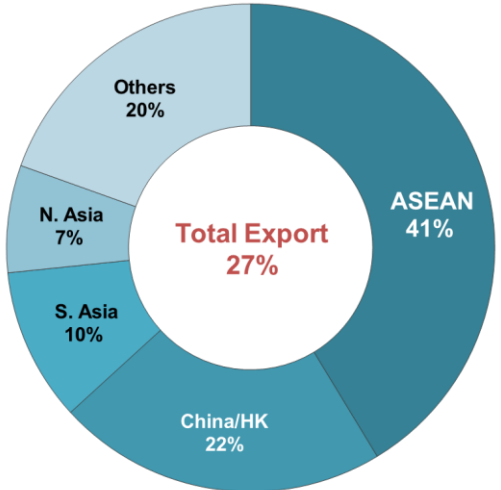


Note: Dividend policy established in 2008

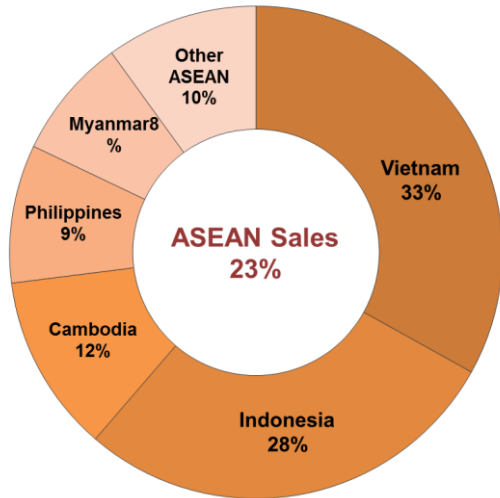
Sales Destinations



Export Sales by countries



ASEAN Sales by countries



HVA progress: High value added products and services



HVA attributes:

5-10% higher margin

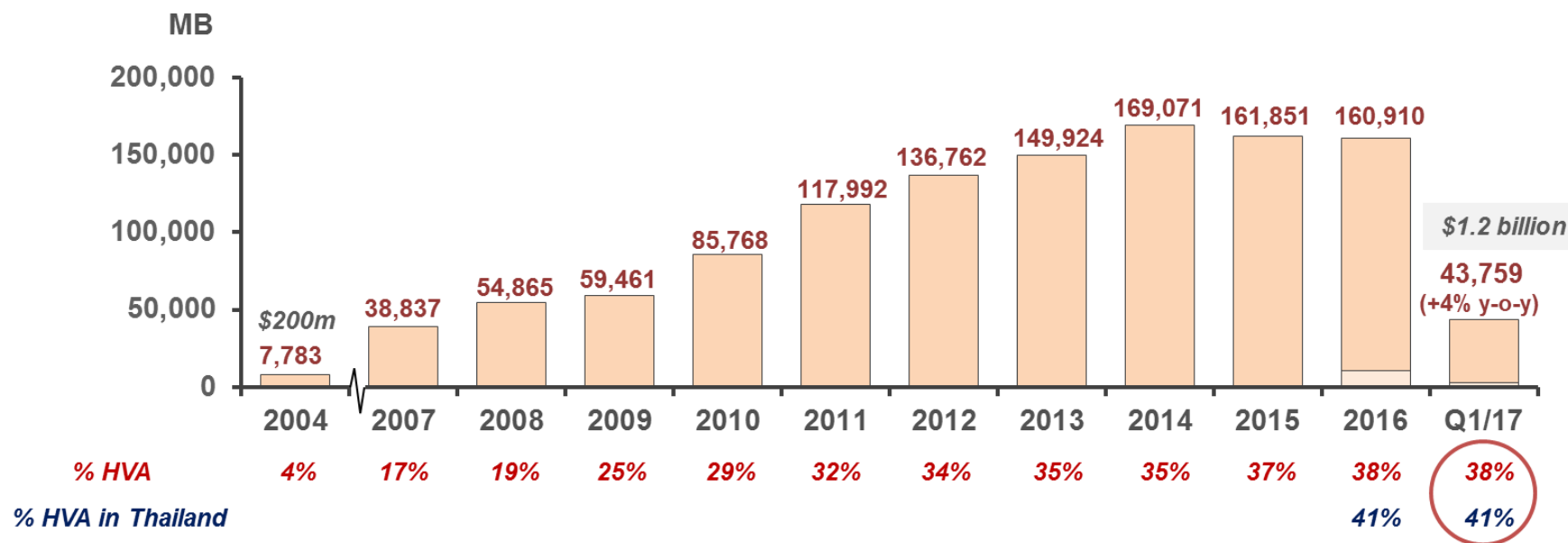
Performance

Solutions provider

Service & Design

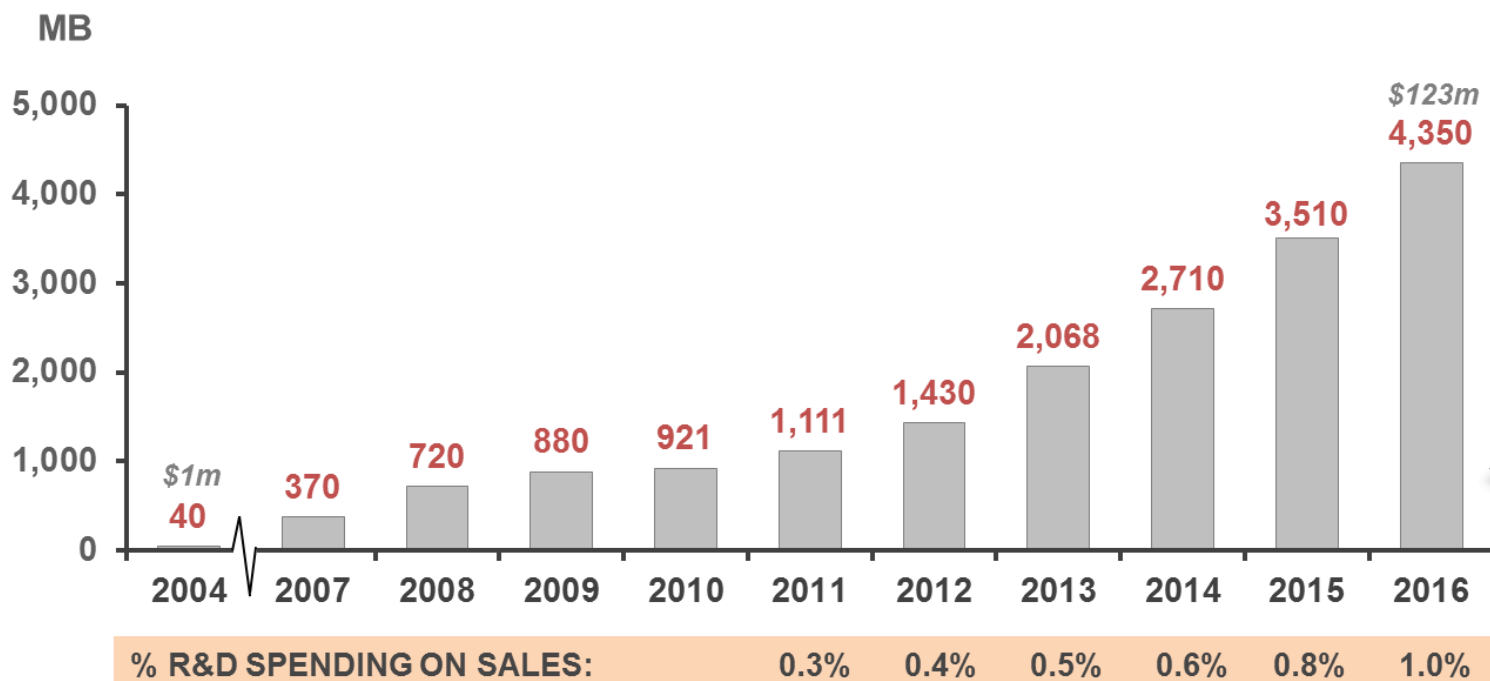
Branding

HVA's Revenue from Sales

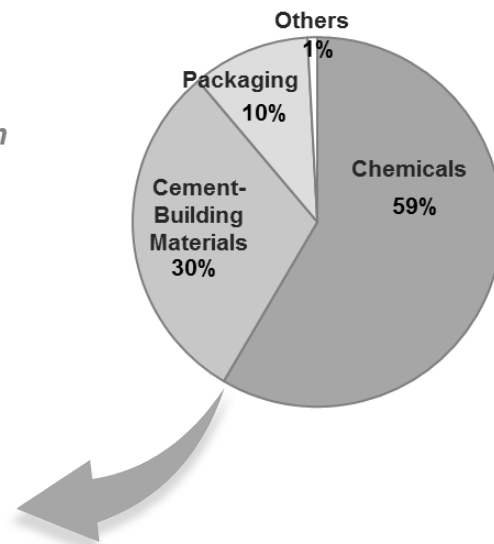


Business	2013	2014	2015	2016	Q1/17
Cement-Building Materials	41%	42%	41%	41%	44%
Chemicals	27%	27%	31%	31%	29%
Chemicals (Includes associates)	50%	50%	53%	54%	52%
Packaging	38%	39%	39%	43%	45%

1. R&D Spending




Segments FY2016



2. R&D and Product Design Team


364 (Ph.D. = 9)
2007




1,823 (Ph.D. = 108)
Jan/17

Note: includes recent acquisition of
Norner Group (Norway)
50 R&D staffs (10 Ph.D.)

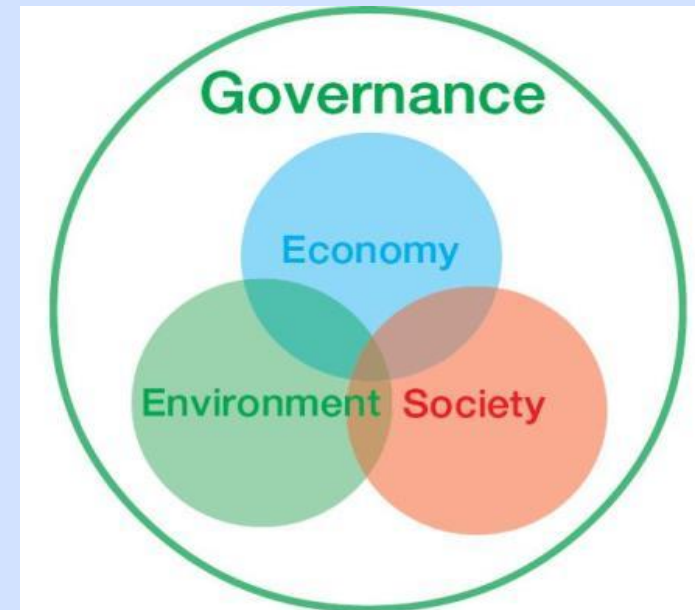
3. Appendix

Employee's Core Values

- Adherence to **Fairness**
- Dedication to **Excellence**
- Believe in the **Value of the Individual**
- Concern for **Social Responsibility**

DJSI

Global Recognition



Member since 2003

MEMBER OF

**Dow Jones
Sustainability Indices**

In Collaboration with RobecoSAM 

Programs	Current	Since	Classes	SCG Participants
AMP – Advanced Management Program	Harvard Wharton IMD	1982 2007 2015	33 7 1	89 14 1
EDP – Executive Development Program	Columbia IMD	2007 2014	4 1	177 45
MAP – Management Acceleration Program	Duke CE	2015	3	136
MDP – Management Development Program	Wharton Duke CE	1980 2011	36 5	1,531 276
Marketing Excellence Program	Kellogg	2006	9	615

Note: as of Jan/17

Corporate scholarship:

Total 537 scholarships granted since 1973

MBA

		'11	'12	'13	'14	'15	'16
US	Harvard	-	-	-	1	-	-
	Chicago	-	-	-	-	-	-
	Stanford	-	-	-	-	-	-
	Wharton	-	1	1	-	-	-
	MIT	1	-	1	1	-	2
	Columbia	2	2	1	-	1	2
	UC Berkeley	-	-	-	-	-	-
	UCLA	-	-	-	-	-	-
	NYU Stern	-	-	1	-	-	-
	Kellogg	-	1	-	-	-	-
	Dartmouth	-	-	-	-	-	-
	Michigan	-	2	-	1	-	1
	Yale SOM	-	-	-	-	-	-
	Duke	1	-	1	-	1	1
	IMD	-	-	1	1	-	1
	LBS	-	1	-	-	-	1
EU	HEC	-	-	-	-	-	-
	INSEAD	-	1	-	2	1	-
	HKU	-	-	-	-	-	1
ASIA	Tsinghua	-	-	-	-	1	-
	NUS (SGR)	-	-	-	-	-	-
	HKUST	1	-	1	3	1	-
	Sasin	-	-	1	-	-	-
Total		5	8	8	9	5	9

Engineering and Specialist

as of Dec/16

		'11	'12	'13	'14	'15	'16
US	MIT	-	-	-	-	1	-
	Stanford	-	-	-	-	-	-
	GWU	-	-	-	1	1	-
	Alfred U	-	1	1	-	-	-
	New Hampshire	-	-	-	1	-	-
	Purdue	-	-	-	1	-	-
	Georgia Tech	-	-	-	-	-	-
	Carnegie Mellon	2	-	-	1	1	-
	Michigan	-	-	-	-	-	-
	NYU	1	-	-	-	1	-
	Rochester	-	-	-	-	-	2
	Northwestern	1	-	-	-	-	-
	Chicago	-	-	1	-	1	-
	U of Illinois	-	-	-	-	-	1
	UC Berkeley	-	-	-	-	-	1
	Southern Calif	-	1	-	-	-	-
	Penn State	-	-	-	1	-	-
	Texas A&M	-	1	-	-	-	-
	UNC	-	-	1	-	-	-
	Tennessee	1	-	-	-	-	-
	Washington	-	-	-	-	-	1
	Martin-Luther	-	-	1	-	-	-
	Texas Austin	-	-	-	1	-	-
	Minnesota	-	-	1	-	-	-
	Portland State	-	-	2	-	-	-
	Clemson (SC)	1	-	-	-	-	-

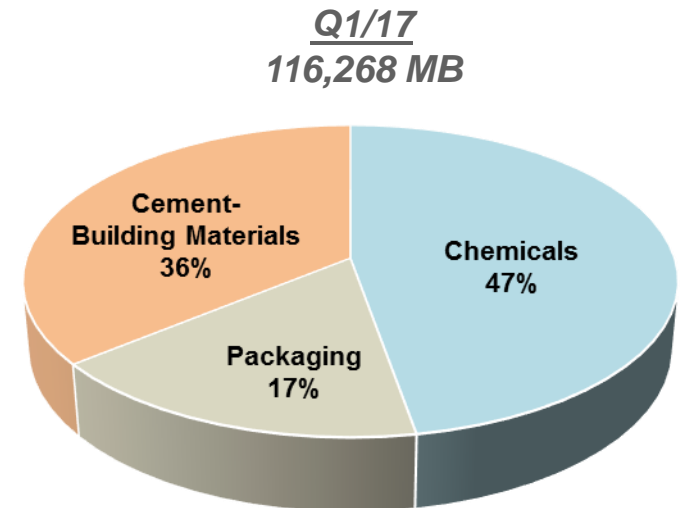
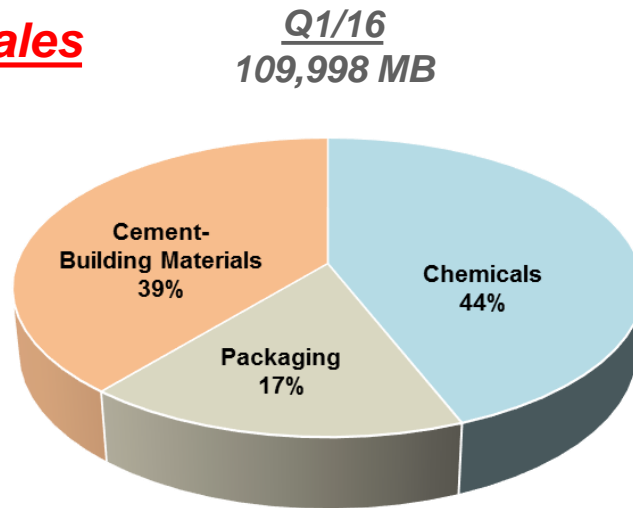
		'11	'12	'13	'14	'15	'16
UK	Oxford	-	-	-	1	-	-
	Imperial College	1	-	1	-	-	1
	London School of Economics	-	-	-	-	1	1
	U of Loughborough	-	2	-	-	-	-
	U. of London	-	-	-	-	-	-
	U of Art London	-	-	-	-	1	-
	Cass Business School	-	-	-	-	1	-
	Warwick	4	-	1	3	1	-
	Queen Mary	-	-	1	-	-	-
	U. Of Southampton	-	-	1	-	1	-
EU	U. Of Stirling	-	-	1	1	-	-
	Brunel U.	-	-	-	1	-	-
	U. Manchester	-	1	-	-	1	1
	Cranfield	1	-	4	2	1	-
	EPFL (CHE)	-	-	-	1	1	-
	Swansea	-	-	1	-	-	-
	Aalto (FIN)	-	-	-	1	-	-
	U. Dundee (Scotland)	-	-	1	-	-	-
	IFP School (FR)	-	2	1	-	-	-
	Domus Academy (Italy)	-	-	3	-	-	-
ASIA	Royal Institute of Tech (SWE)	1	-	-	-	-	-
	Tech U. Munchen (Ger)	-	-	2	-	-	-
	Adelaide (AUS)	-	-	1	-	-	-
	Tokyo Int. (JPN)	-	1	-	-	2	-
	Tokyo Tech (JPN)	-	-	1	-	3	-
	UEC (JPN)	1	-	-	-	-	-
	Waseda U. (JPN)	1	-	-	-	-	-
	U. Tsukuba (JPN)	1	-	-	-	-	-
	Ceramics Tech. (JPN)	-	-	-	-	-	-
	Japan Advanced Int.	-	1	-	-	-	-
	Int. Supply Chain Innovation (Malaysia)	-	-	1	-	-	-
	Chiang Mai U.	-	-	1	-	-	-
	Total	13	10	30	17	24	8

Note: 402 scholars are active, others have mostly retired
Current 50 students: MBA 10, Engineering 31, Specialist 9

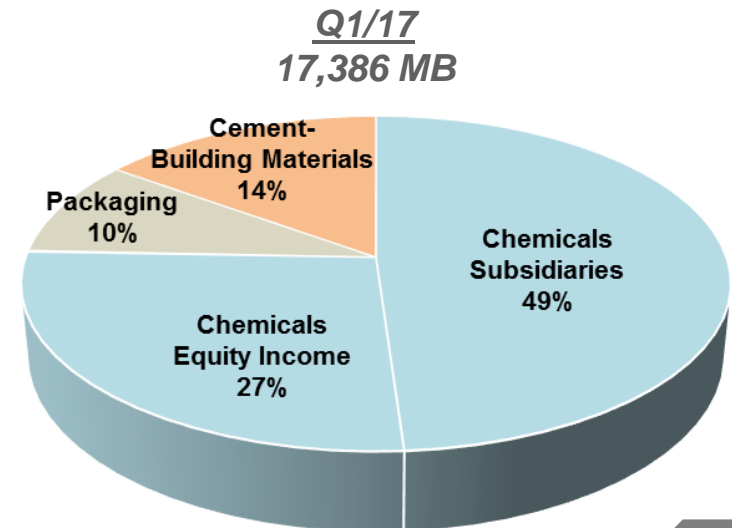
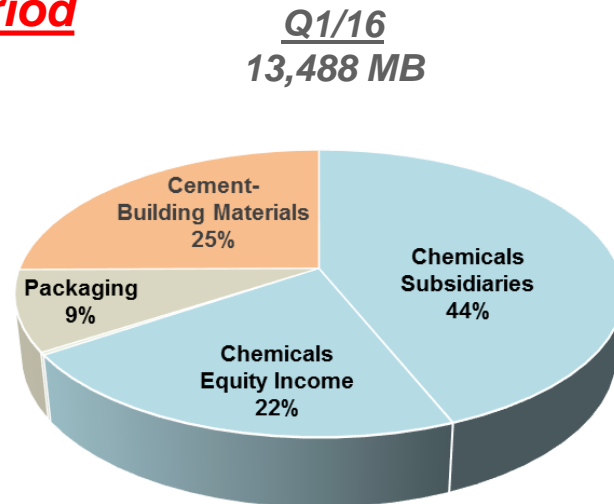
Chemicals - Naphtha Cracker (consolidated)		Chemicals - Associates (equity accounting)	
Ethylene	1,800,000 tons	<u>Dow Chemicals JV (50%)</u>	
Propylene	1,250,000 tons	- LLDPE	650,000 tons
Chemicals - Downstream (consolidated)		- Propylene Oxide	390,000 tons
HDPE	920,000 tons	- Specialty Elastomer	220,000 tons
LDPE + LLDPE	220,000 tons	- PS	140,000 tons
PP	720,000 tons	- SM	300,000 tons
PVC (Thai, Indo, Viet)	886,000 tons	- Synthetic Latex	18,000 tons
Cement - Building Materials (consolidated)		<u>Mitsui Chemicals JV (20% - 50%)</u>	
Grey Cement (Thai, Cam, Myan, Indo, Laos, Viet)	33.5 million tons	- PTA (50%)	1,440,000 tons
Ready-Mixed Concrete	550 batching plants	- PET (20%)	133,000 tons
(Thai, Cam, Myan, Indo, Laos, Viet)		- PP Compound (46%)	168,000 tons
White Cement (Thai, Viet)	0.4 million tons	- LLDPE Cast Film (45%)	15,000 tons
Ceramic Tiles (Thai, Indo, Phil, Viet)	225 M sqm	<u>Mitsubishi Rayon JV (47%)</u>	
Roofing Tiles (Thai, Cam, Phil, Viet)	89 M sqm	- MMA	175,000 tons
Ceiling & Wall Products	100 M sqm	- Cast Sheets	20,000 tons
Lightweight concrete (Thai, Indo)	30 M sqm	<u>Chandra Asri JV(30%)</u>	
Packaging (consolidated)		- Ethylene	860,000 tons
Packaging Paper (Thai, Phil, Viet)	2,549,000 tons	- Propylene	470,000 tons
Box (Thai, Malay, Sing, Viet, Indo)	1,045,000 tons	- HDPE / LLDPE	336,000 tons
Printing & Writing Paper	495,000 tons	- PP	480,000 tons
Machine Glazed Paper (Nippon Paper JV)	43,000 tons	- SM	340,000 tons
Flexible Packaging (Thai, Viet)	590,000 M sqm	<u>Bangkok Synthetic (49%)</u>	
		- Butadiene	140,000 tons
		- SSBR	

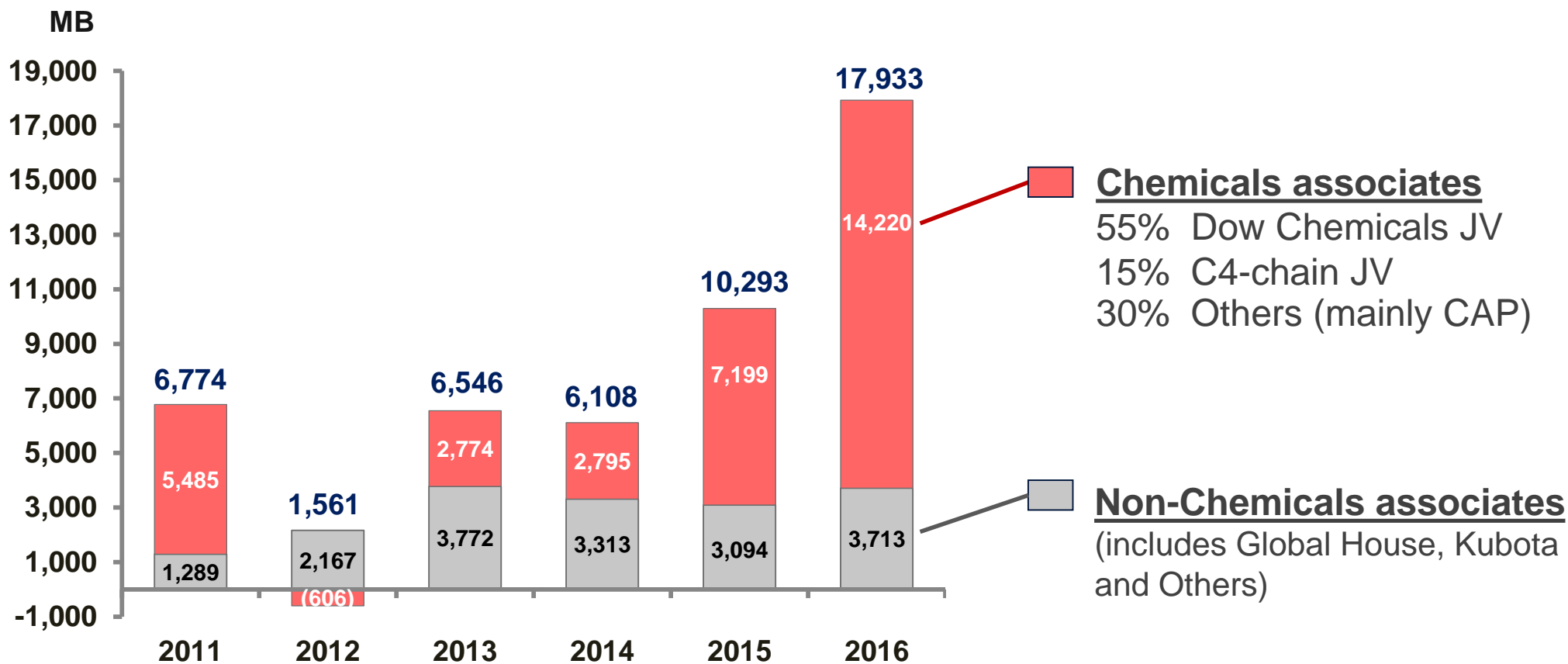
Capacity at year end	Total Capacity						
	2011	2012	2013	2014	2015	2016	2017
Chemicals Upstream (Cracker) - ('000 tons)							
Ethylene (subsidiary)	1,700	1,700	1,700	1,700	1,700	1,700	1,800
Propylene (subsidiary)	1,200	1,200	1,200	1,200	1,200	1,200	1,250
Chandra Asri (30% stake)							
Ethylene	600	600	600	600	600	860	860
Propylene	320	320	320	320	320	470	470
Chemicals Downstream - ('000 tons)							
HDPE (subsidiary)	920	920	920	920	920	920	920
PP (subsidiary)	720	720	720	720	720	720	720
PVC (90% stake in TPC)	886	886	886	886	886	886	886
Chemicals Downstream (JV) - ('000 tons)							
LLDPE (Dow JV)	650	650	650	650	650	650	650
Specialty Elastomers (Dow JV)	220	220	220	220	220	220	220
Propylene Oxide (Dow JV)	390	390	390	390	390	390	390
SSBR (BST JV)	-	-	50	50	50	100	100
LLDPE cast sheet film (Mitsui Tohcello JV)	-	-	-	15	15	15	15
MMA (Mitsubishi Rayon JV)	175	175	175	175	175	175	175
Cast Sheets (Mitsubishi Rayon JV)	20	20	20	20	20	20	20
HDPE / LLDPE (CAP JV)	336	336	336	336	336	336	336
PP (CAP JV)	480	480	480	480	480	480	480
SM (CAP JV)	340	340	340	340	340	340	340
Capacity at year end	Total Capacity						
	2011	2012	2013	2014	2015	2016	2017
Packaging - ('000 tons)							
Printing & Writing Paper	570	570	570	570	570	495	495
Packaging Paper	1,880	1,880	1,956	2,306	2,306	2,306	2,549
Box	795	855	1,013	1,013	1,013	1,013	1,045
Machine Glazed Paper (Nippon Paper JV)	-	-	-	43	43	43	43
Flexible Packaging (Million sqm.) (Thai + Vietnam)	-	-	-	290	590	590	590
Cement - (MT)							
Grey Cement (TH, KH, MM, ID, LA, VN)	24	24	24	24	27	29	34
White Cement (TH, VN)	0.2	0.4	0.4	0.4	0.4	0.4	0.4
Mortar	2.1	2.1	2.1	3.2	4.1	6.6	6.6
Building Products - (M sqm)							
Ceramic Tiles	149	149	225	225	225	225	225
Ceiling & Wall product (TH)	60	68	86	99	99	100	100
Lightweight concrete (TH, ID)	15	15	21	27	27	30	30
Modular Home (Sekisui Heim JV)	200	200	1,000	1,000	1,000	1,000	1,000

Revenue from Sales



Profit for the Period





Sales & Assets (MB):

Sales (MB)	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	Q1/17
Consolidated	120,353	128,201	148,865	192,395	218,265	258,175	267,737	293,230	238,664	301,323	368,579	407,601	434,251	487,545	439,614	423,442	116,268
Cement	24,183	27,269	30,552	36,658	41,630	44,123	44,087	49,999	46,661	48,954	54,249	67,558					
Building Materials	13,046	16,129	18,147	20,542	22,227	22,745	21,281	23,351	26,873	30,719	34,171	41,340	174,642	185,423	178,988	170,944	44,824
Distribution	53,326	52,191	56,551	68,558	76,070	81,519	86,440	102,672	86,641	96,898	111,920	126,690					
Chemicals	38,152	42,394	50,767	75,185	86,084	122,645	130,223	136,527	101,115	144,317	192,929	203,539	209,997	248,118	200,433	188,163	54,271
Packaging	26,995	29,305	33,564	38,265	40,306	42,645	43,890	47,110	42,729	51,714	54,839	57,430	59,135	64,614	70,907	74,542	19,841
Assets (MB)	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	Q1/17
Consolidated	174,804	167,388	176,566	191,081	199,370	226,264	248,256	285,776	315,992	359,219	373,789	395,573	440,633	465,823	509,981	539,688	562,170
Cement	59,618	60,624	56,315	54,801	55,953	57,791	60,132	60,770	60,681	61,018	60,115	66,808					
Building Materials	16,023	15,338	15,771	18,068	20,259	20,595	19,863	22,654	22,991	24,796	35,845	43,512	155,458	168,662	187,976	203,068	216,074
Distribution	7,813	6,864	6,631	7,765	8,560	10,610	11,143	10,903	10,110	12,177	16,234	24,463					
Chemicals	54,284	57,762	67,254	75,186	78,656	109,391	123,205	138,504	165,964	165,087	176,036	176,837	192,063	183,884	185,583	193,465	199,188
Packaging	25,844	28,720	32,813	39,128	38,575	40,734	46,454	51,089	47,942	50,127	52,463	58,439	65,169	73,987	83,218	85,369	86,916

EBITDA & Profit for the Period (MB):

EBITDA (MB)	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	Q1/17
Consolidated	28,884	30,418	37,188	54,626	53,507	57,151	50,008	38,783	47,116	45,949	46,253	45,716	61,265	66,493	82,690	97,816	28,108
Cement	7,615	7,917	11,581	13,175	13,235	12,200	10,198	11,272	11,616	10,810	12,781	14,824					
Building Materials	3,140	3,605	4,382	5,307	5,387	4,856	3,928	4,085	4,907	5,489	5,060	6,661	26,274	26,683	24,395	23,639	6,273
Distribution	1,268	1,214	602	1,541	1,546	1,498	1,576	1,739	1,581	1,440	1,532	1,564					
Chemicals	6,443	6,452	9,851	23,642	19,653	26,199	22,611	12,598	19,482	16,024	14,394	8,628	20,342	26,142	42,900	60,713	17,010
Packaging	8,205	9,536	9,819	9,840	9,496	9,634	7,943	6,660	7,901	9,129	8,811	8,844	9,473	9,718	10,831	10,884	3,852
Profit for the Period (MB)	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	Q1/17
Consolidated	7,634	14,604	19,954	36,483	32,236	29,451	30,352	16,771	24,346	37,382	27,281	23,580	36,522	33,615	45,400	56,084	17,386
Cement	859	2,006	5,313	6,582	7,916	6,652	5,463	6,006	6,214	6,014	7,288	9,163					
Building Materials	410	1,521	2,253	2,700	3,071	1,939	950	778	1,617	1,872	1,476	2,949	16,092	13,180	10,250	8,492	2,468
Distribution	680	586	251	968	1,079	1,021	939	1,211	1,077	1,061	1,075	1,035					
Chemicals	2,611	5,285	7,777	20,523	16,656	17,574	16,982	6,136	12,556	22,609	11,190	2,690	11,292	12,461	28,488	42,084	13,367
Packaging	3,272	4,079	4,424	4,122	3,689	3,574	2,353	1,658	2,286	3,490	3,331	3,560	3,587	3,448	3,463	3,565	1,696

Thank You

For further details, please contact invest@scg.com