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Sustainability Indices

Q4/2020 Analyst Conference

Thursday, January 28, 2021





Agenda

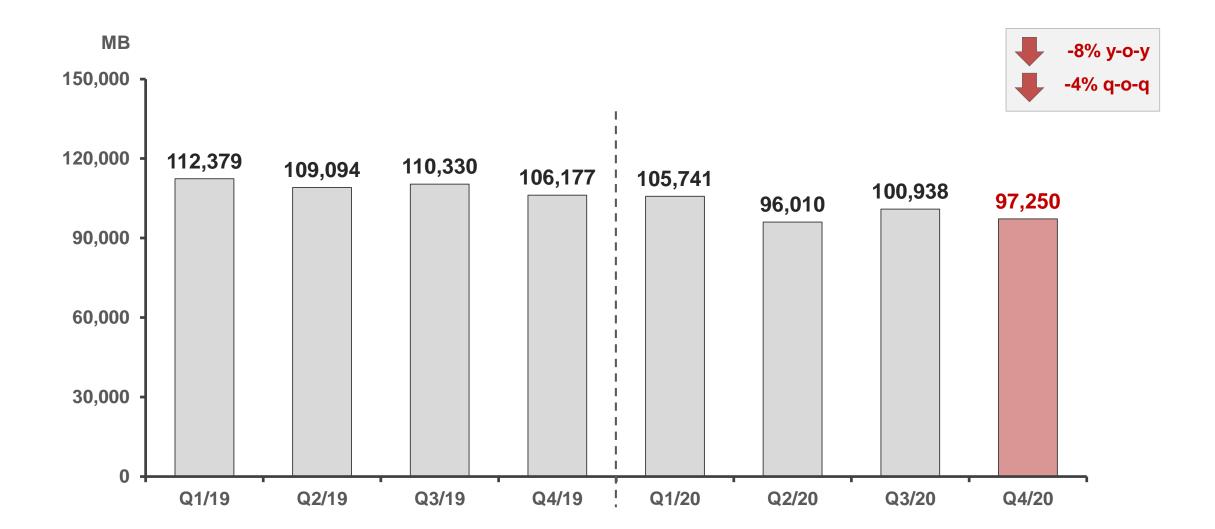


- Consolidated Results
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Q4/20 Revenues from Sales

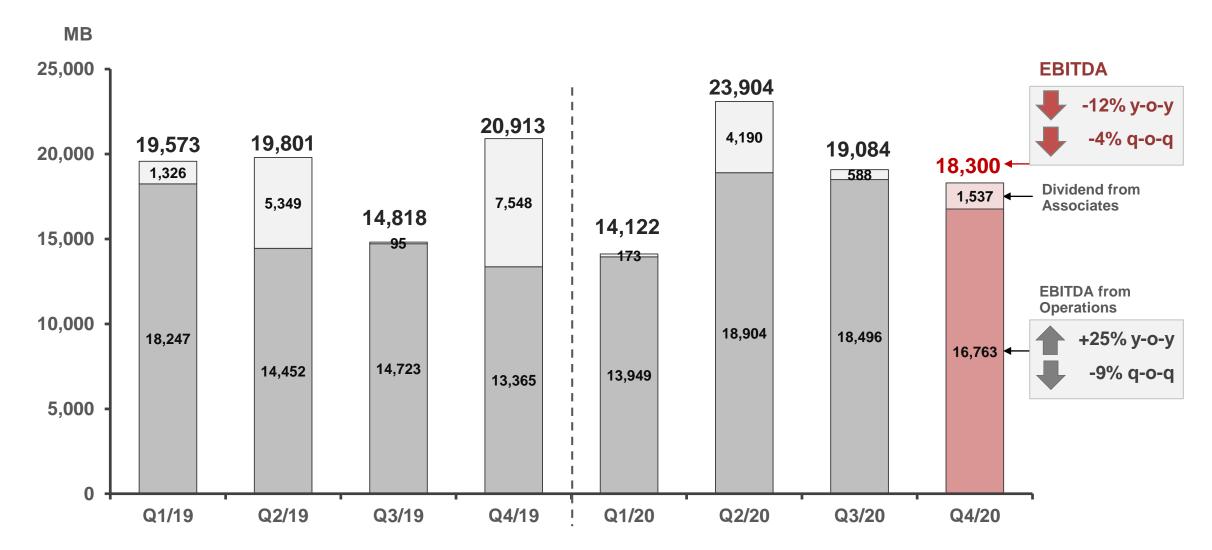
Revenues decreased q-o-q and y-o-y from seasonally weak demand at Cement-Building Materials business and lower Chemicals sales volume due to planned Map Ta Phut Olefins (MOC) turnaround.





Q4/20 EBITDA

EBITDA from operations decreased q-o-q as a result of lower Chemicals and Cement-Building Materials performance, while y-o-y improvement was driven by improvement seen at both, the Chemicals and Packaging businesses.

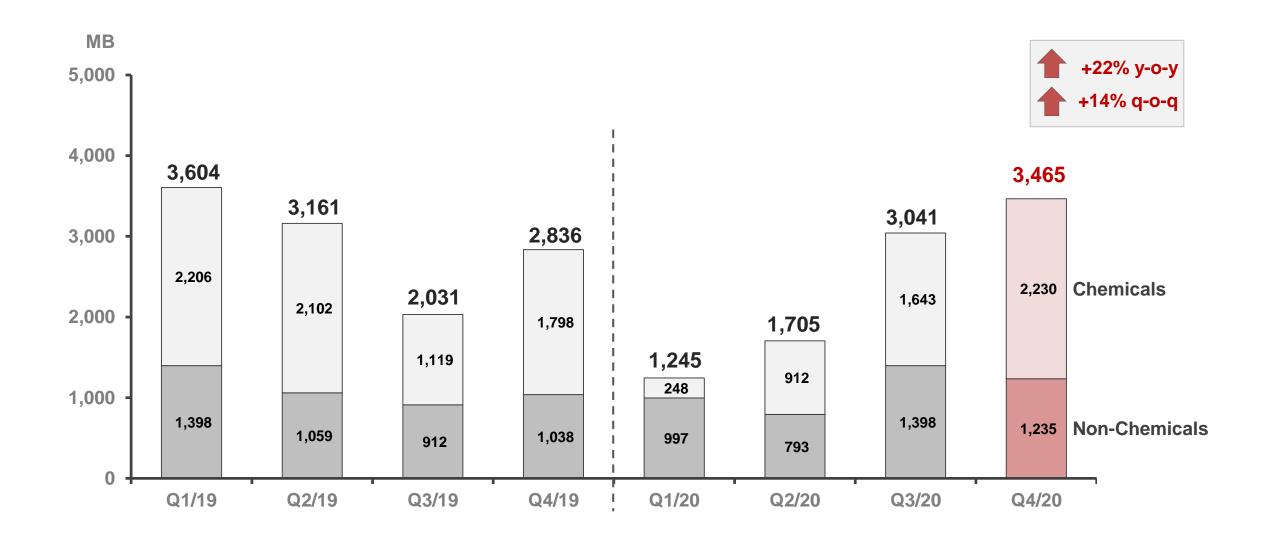


Note: EBITDA = EBITDA from Operations + Dividend from Associates
EBITDA includes FX gain/loss from loans from Q1/2019 onwards



Q4/20 Equity Income

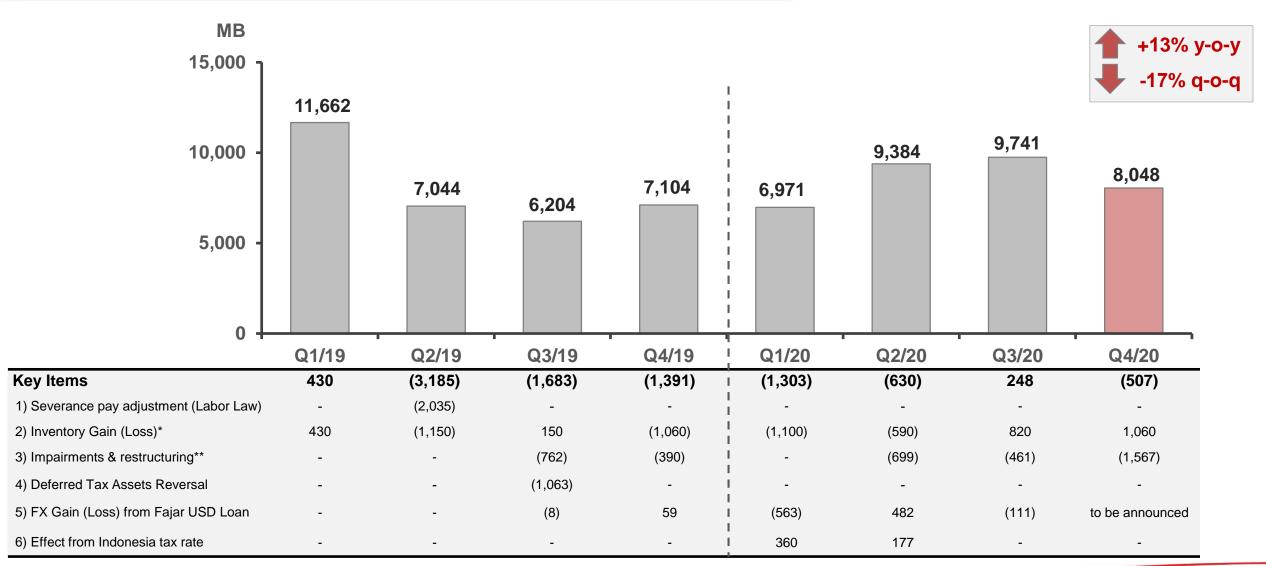
Equity income increased q-o-q and y-o-y mainly from Chemicals segment.





Q4/20 Profit for the Period

Earnings increased 13% y-o-y due to improved contributions Chemicals and Packaging businesses. Cement-Building Materials business's impairment of Myanmar and Indonesia cement operations drove q-o-q earnings contraction.



Note: * Chemicals Business (Sub + Asso.)



^{**} Mainly from Cement-Building Materials Business

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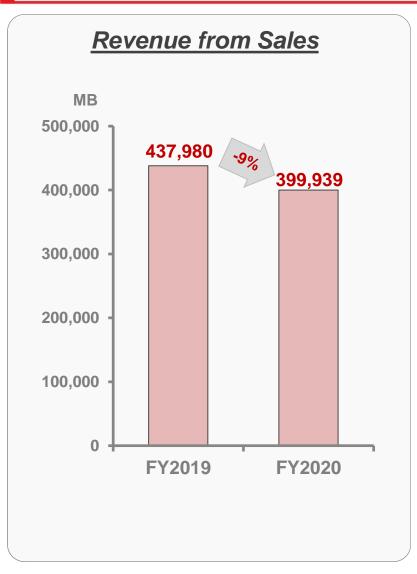


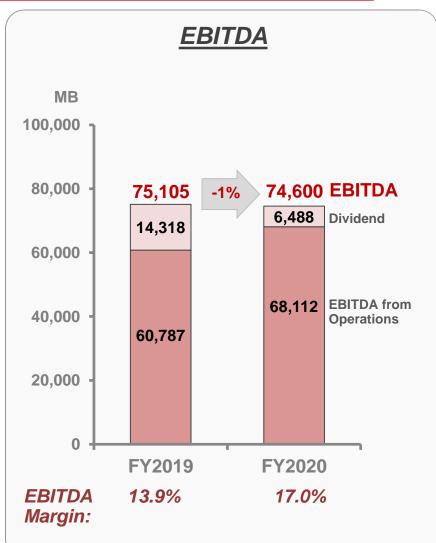
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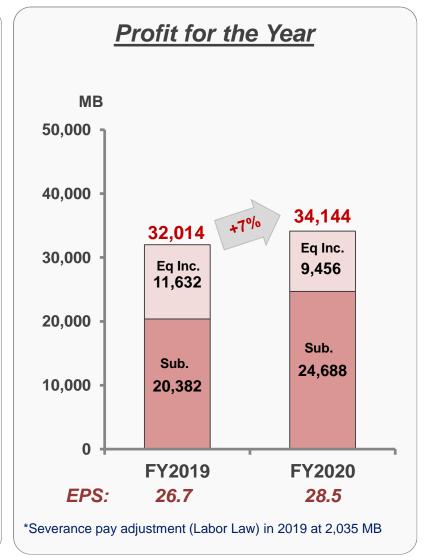


FY2020 Financials

EBITDA held steady while Profit grew y-o-y on higher contributions from all business units.



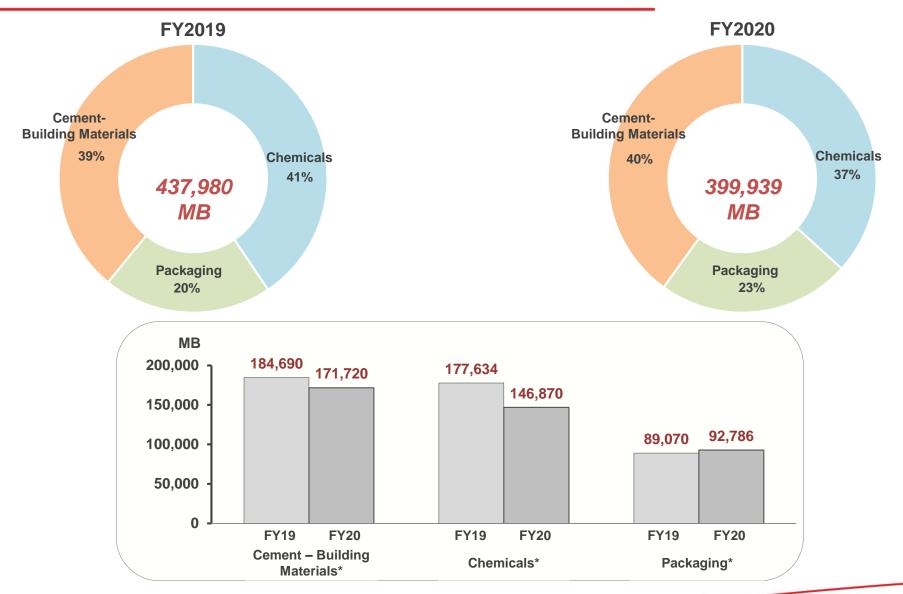






FY2020 Segmented Revenue from Sales

Chemicals accounted for 37% while non-Chemicals contributed 63% of total sales in 2020.

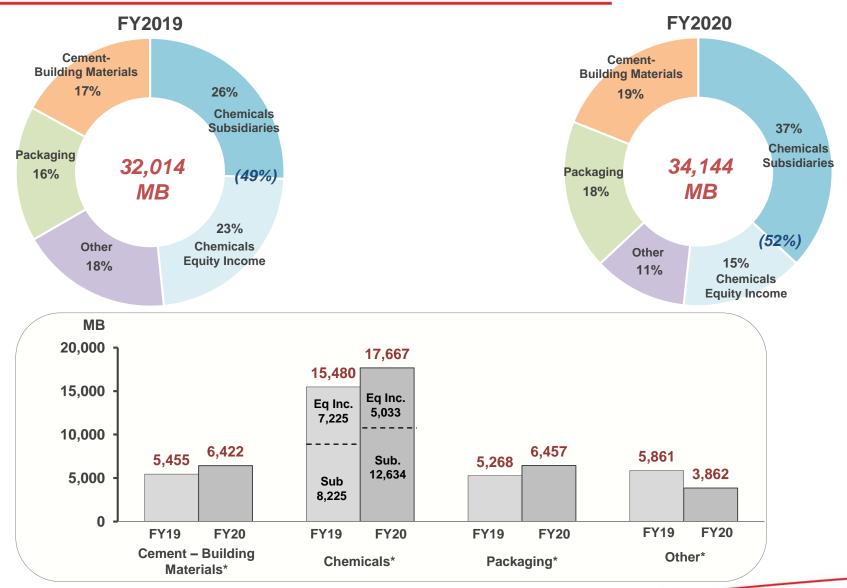


Note: *figures are before elimination of intersegment transactions.



FY2020 Segmented Profit for the Period

Chemicals earnings accounted for 52% of Total Profit in 2020 compared to 49% in 2019.



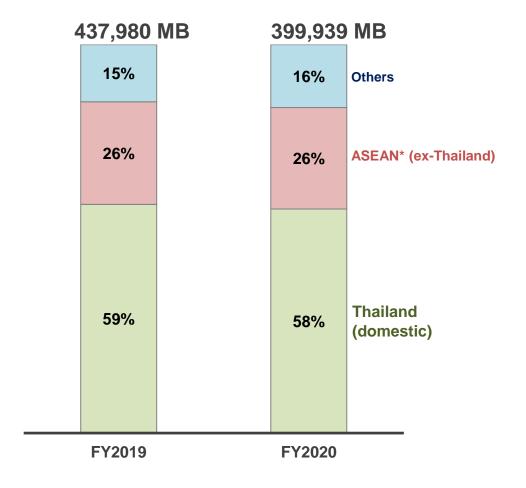
Note: *figures are before elimination of intersegment transactions.



FY2020 Segments: Export Sales and ASEAN Operations

ASEAN exports and operations were 26% of total sales in FY2020.

Sales Segments (by markets)



Note: *ASEAN = ASEAN Operations + Export to ASEAN

Export Segments (by markets)

	102,152	MB	88,134 MB				
	Others 15%		Others 14%				
	N. Asia 11%		N. Asia 10%				
	S. Asia 14%		S. Asia 14%				
	China/HK 20%		China/HK 25%				
	ASEAN (ex- Thailand) 40%	((ASEAN ex-Thailan 37%	d)			
_	FY2019		FY2020				
Export as	23%		22%				

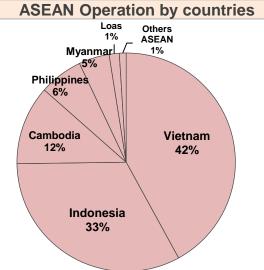
% of Sales

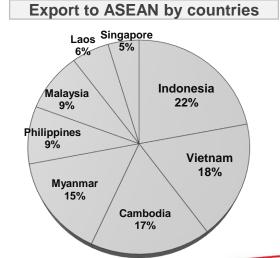
FY2020 Segments: ASEAN operations and exports

ASEAN Sales (ex-Thailand) decreased -10% y-o-y with ASEAN operations contributing 18% of total sales.

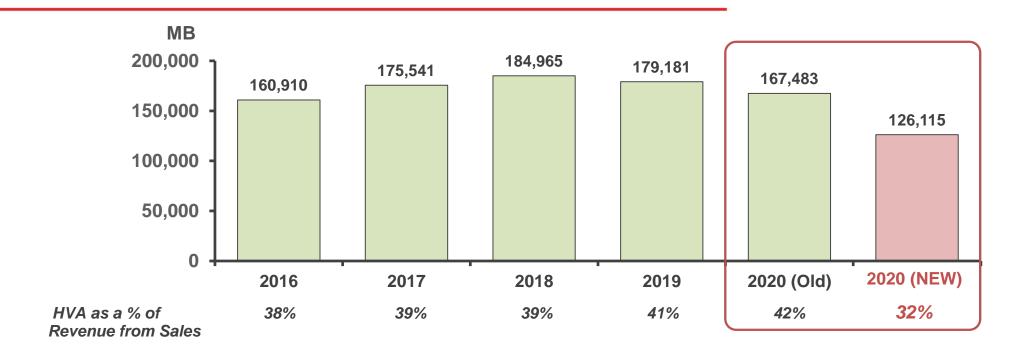












Innovation Metrics:

- 1) Shorten HVA lifespan amid fast-changing market (Example: from 5 years to 3 years)
- 2) Higher price premium over mainstream products

Results:

- 1) Tougher requirements lowers proportion of HVA as % of sales
- 2) But Higher profitability of New vs. Old HVA portfolio
- 3) New HVA definition will be accompanied by New Product Development (NPD) and Service & Solution metric. Additional details will be announced in 2021.



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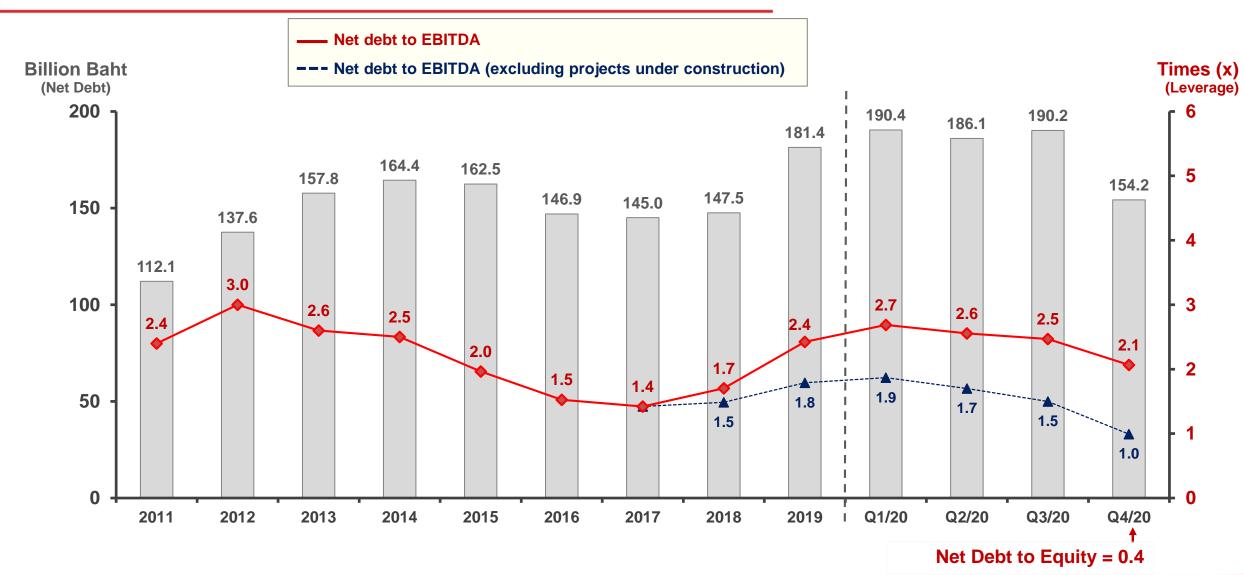




Note: EBITDA on Assets = Trailing-12-month EBITDA / Total Consolidated Assets EBITDA margin = EBITDA from Operations / Consolidated Sales



Leverage decreased to 2.1x as net debt decreased.

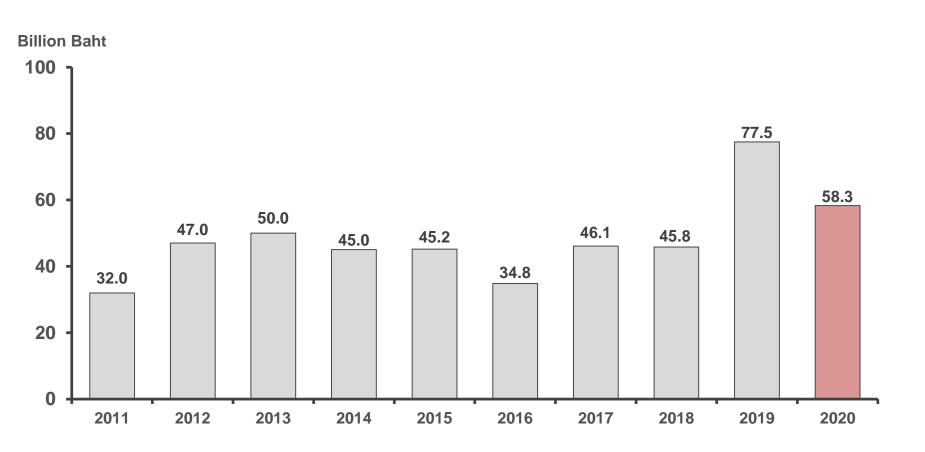


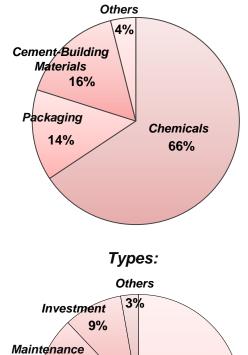
Note: Net debt to EBITDA = Net debt / Trailing-12-month EBITDA



FY2020 CAPEX & Investments

Registered at 58,308 MB in FY2020 due to ongoing project constructions (LSP and MOCD).





9%

Efficiency

Projects

14%

SBU:



⁻ Investments are acquisitions and purchase of shares (EV basis).



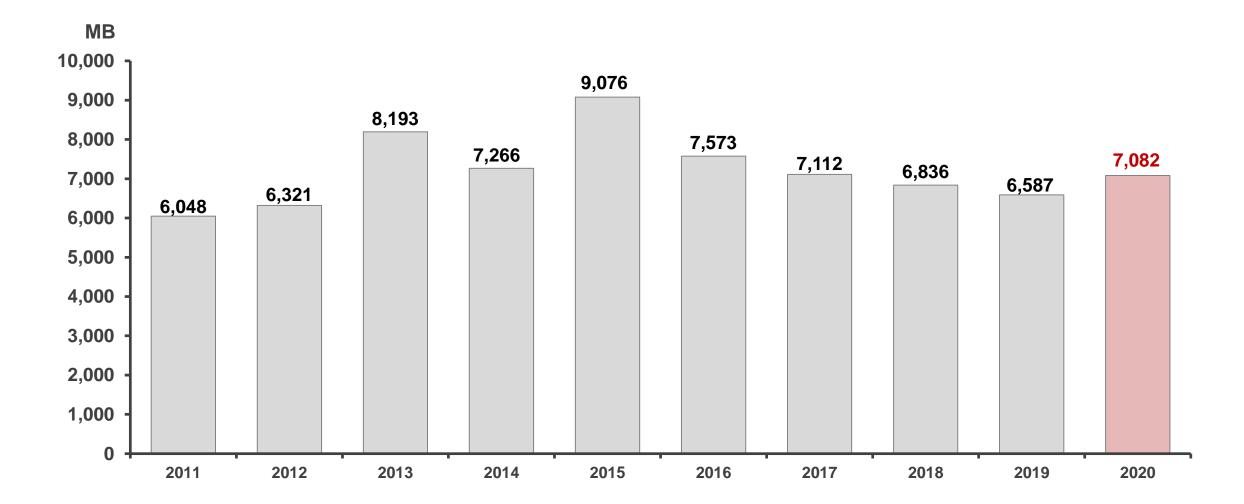
Greenfield

& Expansion

65%

FY2020 Interest and Finance Costs

Amounted to 7,082 MB, increased y-o-y mainly from TFRS 16 adoption. Interest cost stood at 2.9%.





Financial Highlights & Outlook

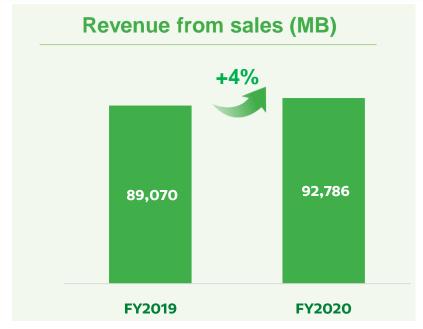
Financials Highlights:

- FY2020 dividend payment of 14.0 Bt/share (49% payout) or 16,800 MB, comprised of the 5.5 Bt/share H1/20 interim, and the 8.5 Bt/share H2/20 year-end.
- Resilient profit of 8,048 MB in Q4/20 (-17% q-o-q, +13% y-o-y) and 34,144 MB in FY2020 (+7% y-o-y) amid COVID-19 pandemic, planned major turnaround of Map Ta Phut Olefins (MOC), and challenging macroeconomic environment.
- Impairment test resulted in 1,567 MB charge in Q4/20 stemming mainly from Indonesian and Myanmar cement operations.
- Cash & cash under management of 107,150 MB at the end of Q4/20.
- Strong balance sheet with Net Debt/EBITDA of 2.1x, Net Debt/Equity of 0.4x, and interest coverage ratio of 10.6x.
- Well positioned for growth should opportunities arise

2021 Outlook:

- CAPEX & Investments Planned spending of c.65,000-75,000 MB with LSP project accounting for more than half.
- Planned debenture issuance of 15,000 MB in April 2021 which replace 25,000 MB matured debenture (at 3.25%).
 Additionally, SCGP plans to issue 5,500 MB debenture.









Resilient margin



Solid earning growth

SCG Packaging (SCGP):

- Financial growths amid the challenging environments.
- Margins stability, with EBITDA margin at 18% in 2020 vs. 17% in 2019.
- Execution and deployment of IPO proceeds, with SOVI and Go-Pak transactions.
- Proactive operational adaptability, to meet the market challenges.

Note

- 1. Figures are "After Inter-segment elimination" include IPC, FC & others as shown in financial statement and MD&A
- 2. EBITDA excludes dividend from associates & includes FX gain/loss from loans from Q1/2019 onwards



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ASEAN (ex-Thailand) market

Limited cement demand regionally from COVID-19 resurgence and severe floods from heavy rainfall in Oct'20.

		Q1/19	Q2/19	Q3/19	Q4/19	Q1/20	Q2/20	Q3/20	Q4/20	2019
	Cambodia	+39%		+20%		+9%	+3%	-18%	-14%	+31%
	Indonesia	-1%	-5%	+1%	+3%	0%	-12%	-14%	-10%	0%
•	Myanmar	+2%	+5%	-1%	+2%	-4%	-24%	-4%	-22%	+2%
•	Vietnam	+1%	+7%	+2%	-4%	-4%			-16%*	+1%

2019	2020
+31%	-5%
0%	-9%
+2%	-13%
+1%	-11%*

Note: * Estimate Demand growth of Vietnam for Y2020



Thailand market

Demand remained under pressure from second wave of COVID-19 and flooding.

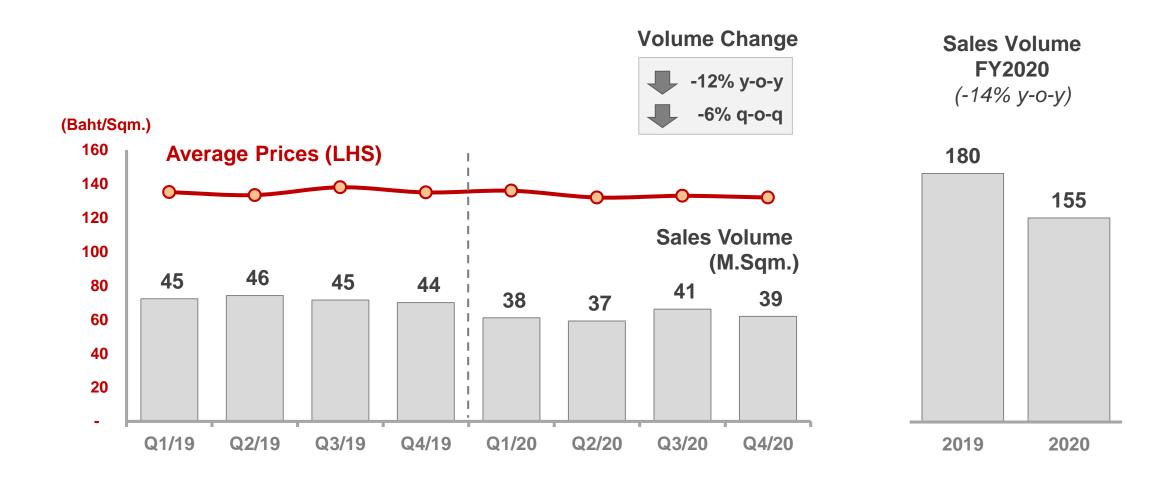
	Q1/19	Q2/19	Q3/19	Q4/19	Q1/20	Q2/20	Q3/20	Q4/20
Grey cement	+2%	+3%	-1%	+1%	-5%	+4%	+1%	-5%
- Residential	0%	1%	-1%	+1%	-3%	+3%	+1%	-7%
- Commercial	+1%	+1%	-1%	+1%	-5%	+1%	0%	-8%
- Infrastructure	+6%	+7%	0%	+2%	-7%	+7%	+1%	0%
Ready-mixed concrete	-2%	-4%	-7%	-3%	-7%	-5%	-7%	-10%
Housing products	0%	0%	0%	-4%	-11%	+1%	-9%	-8%
Ceramic tiles	+2%	0%	-1%	-1%	-11%	-6%	0%	-2%

2019	2020
1%	-1%
0%	-2%
0%	-3%
4%	0%
-4%	-7%
0%	-7%
0%	-5%



Ceramic tiles (all markets)

Severe floods in Vietnam and Cambodia exerted more pressure on an already weak market in Q4/20

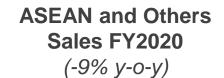


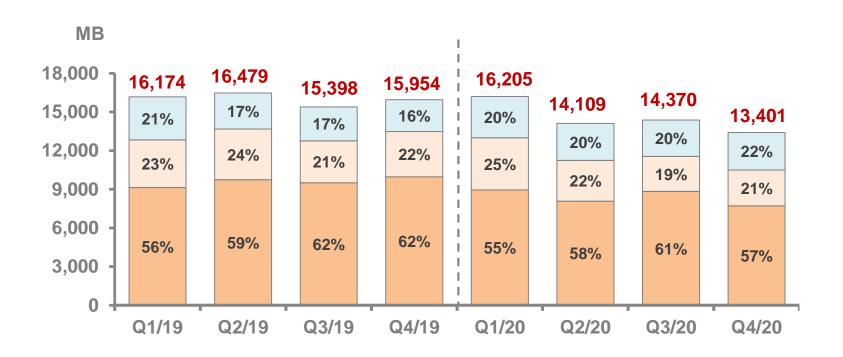
ASEAN (ex-Thailand) and others sales segmentation

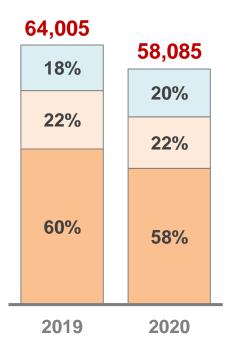
Q4/20 sales decreased y-o-y amid challenging macroeconomic environment.











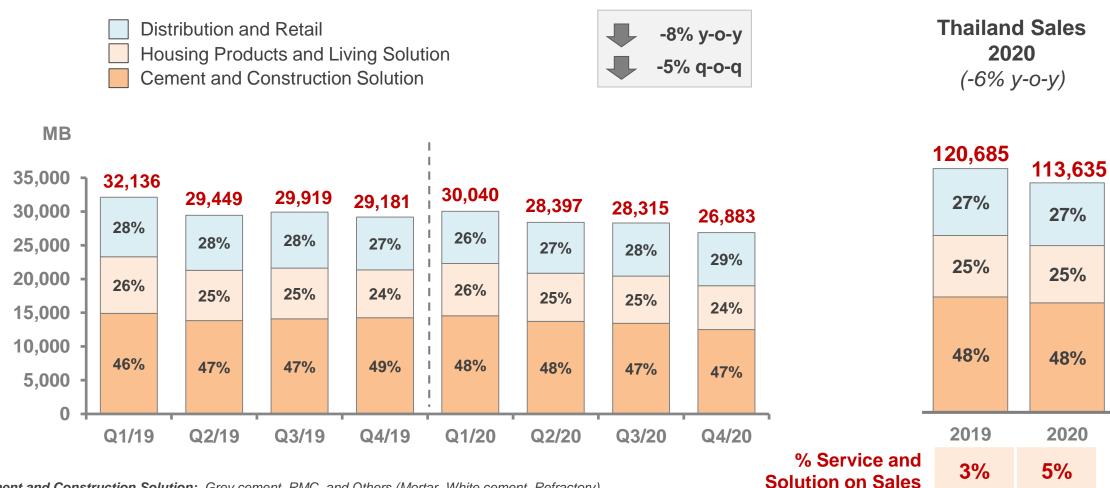
Note: ASEAN (ex-Thailand) = ASEAN (ex-Thailand) Operations, exports from Thailand to ASEAN, and Trading business in ASEAN (ex-Thailand) market

Others = Exports from Thailand to Non-ASEAN, and Trading business in Non-ASEAN market



Thailand sales segmentation

Sluggish demand in most segments due to COVID-19 pandemic and severe weather drove lower sales y-o-y.



Note: Cement and Construction Solution: Grey cement, RMC, and Others (Mortar, White cement, Refractory)
Housing Products and Living Solution: Roofing products, Board & Wood sub, Lightweight concrete blocks, Domestic ceramics.

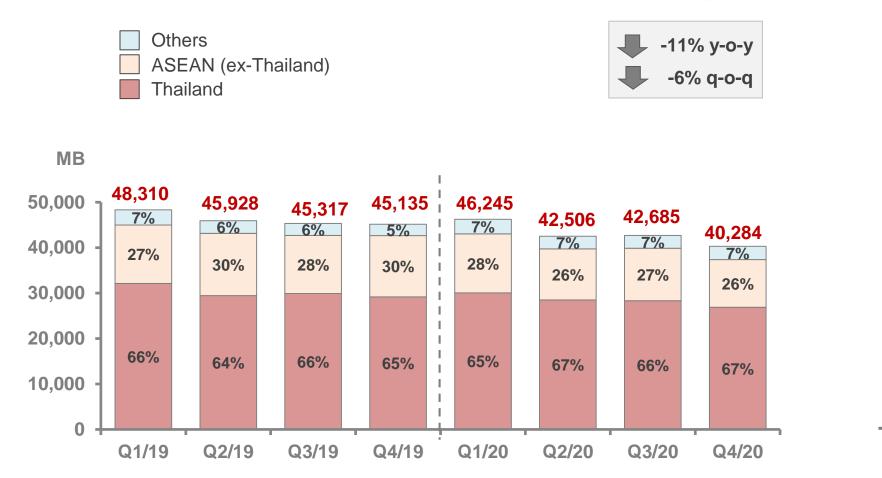
Distribution and Retail: Including Home improvement.



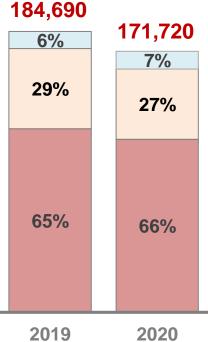
[%] Service & Solution on Sales are based on sales of Housing Products & Living Solution and Cement & Construction Solution

Revenue from sales

Q4/20 revenue decreased y-o-y, due to weak demand, resurgence of COVID-19 pandemic, and abnormal weather



Revenue 2020 (-7% y-o-y)



Note: Thailand: Revenue from sales in Thailand market

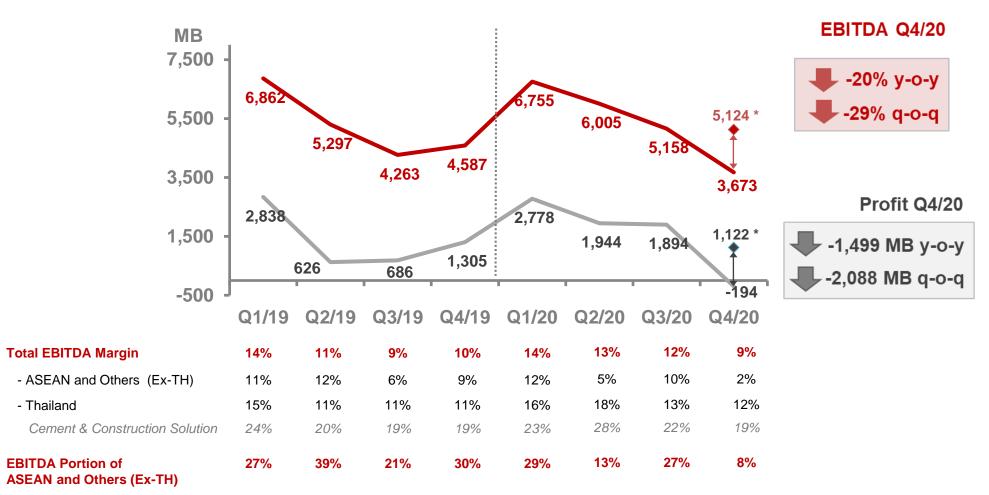
ASEAN (ex-Thailand): Revenue from sales in ASEAN market (ex-Thailand)

Others: Revenue from sales in Non-ASEAN market



EBITDA and Profit for the period

FY2020 EBITDA and profit increased y-o-y from continuous efficiency improvement.



Core EBITDA 2020 +10% y-o-y* 24,405 22,178 21,591 21,009 2019 2020 Core Profit 2020 +18% y-o-y* 8,793 7,449 6,422 5,455 2019 2020

*Without Non-recurring items

Note: EBITDA margin = EBITDA from operations, excludes dividend from associates.

Cement and Construction Solution: Grey cement, RMC, Mortar, White cement, and Refractory

EBITDA of FY2019 and FY2020 are restated to include FX from financial costs

*Non-recurring items to net profit: Assets impairment 1,316 MB in Q4/20, 356 MB in Q3/20, 699 MB in Q2/20, and 640 MB in Q3/19

Severance pay adjustment 964 MB in Q2/19

Ceramic business restructuring 390 MB in Q4/19



Outlook:

- Demands will continue on downward trend in the first quarter of 2021 but is expected to recover in second half of the year once COVID-19 vaccine is widely distributed.
- Government spending will continue to play a major role in domestic cement demand.
- Cost optimization will remain a focus in 2021.
- Priority will be given to expand sales of services and solutions.

Company updates:

- Domestic retail franchise business added 7 new stores, bringing the total stores to 18 in 2020.
- SCG-Boonthavorn has entered into MOU with Hardware House Co. Ltd. to strengthen platform's competitiveness and increase product offerings and supply efficiency in retail business
- SCG-Boonthavorn store in Cambodia reached overall progress of 72%. Opening scheduled for Q2/2021.

Enhance efficiency improvement

Carry out continuous efficiency improvement to sustain competitiveness.

Increase self - generated power

Increase solar capacity from 67 MW in 2020 to 94 MW in 2021, in addition to 108 MW in Waste Heat Power Generation(WHG)





Self-generated power in 2019 = 42 MW

Adopt lean and ID4 to increase OEE* and Productivity per head

By digitized throughout value chain e.g. Smart Maintenance System and Advance Process Control







Productivity per head 28% y-o-y

Lock in coal price and increase alternative fuel use

- Secured and priced 60% of planned coal consumption with plans to do more
- Increase proportion of alternative fuel from agricultural waste and other waste in cement manufacturing process from 19% in 2020 to 25% in 2021



agricultural



Energy Pellet



RDF



Indrustrial Waste



^{*}Overall Equipment Effectiveness (OEE) in 2020 = 2% FY 2020 productivity increase per head = +17% y-o-y

Product innovations and solutions for green and hygienic living

Develop new products and solutions to serve customer's evolving needs.



New Products

Hydraulic cement



Touchless sanitary ware



Ultra clean smart board



Hygienic tile



New Solutions

Medical solution





Acute Respiration Infection (ARI) Outdoor Clinic



Airborne Infectious Isolation Room

Solar roof system solution



Decorative solution







Increased the number of **RETAIL** FRANCHISE STORES to 18 in 14 key provinces in 2020 with an aim to increase coverage to more than 30 provinces in 2021.







SCG HOME BOONTHAVORN

Cambodia plans to launch a new flagship store in H2/21.



SCG HOME BOONTHAVORN signed MOU with Hardware House Co. Ltd. to expand products offerings to include hardware and hand tools.





In 2020, gross merchandise volume (GMV) of the Active Omni-Channel (SCGhome.com) grew 6X with over 10,000 SKUs available.





Q-Chang's GMV, on-demand living services & solution platform, grew 4X in 2020.

Leading Solutions











Air conditioner cleaning service

Garage Installation

Insulation Service

Re-Roof Service

5

NocNoc, marketplace for home building and improvement, grew 6x with a total of 114k SKUs on offer in 2020







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Chemicals Business Q4/20 Highlights

Market highlights:

	Q4/20	Q-o-Q Change	Notes	
Crude (Brent)	\$45/bbl	+\$2/bbl (+5%)	Crude was fueled by bullish sentiment from COVID-19 vaccine rollout and depreciating U.S. dollar resulting from stimulus packages.	
Naphtha	\$408/ton	+\$11/ton (+3%)	Price was up following crude, although partially offset by weakening naphtha demand from unplanned cracker outages in the region.	
	PE-N PP-N PVC-EDC/C2 +\$70/ton (+13%) +\$159/ton (+28%) +\$69/ton (+15%)		HDPE price increased following higher C2 price, less HDPE supply available from the U.S., higher freight cost and limited container space while demand gradually recovered.	
Key Product Spreads			Tollowing increased manufacturing activities.	
			PVC price went up significantly with strong demand across all regions amid global supply tightness as major U.S. and European producers declared force majeure due to production issues.	

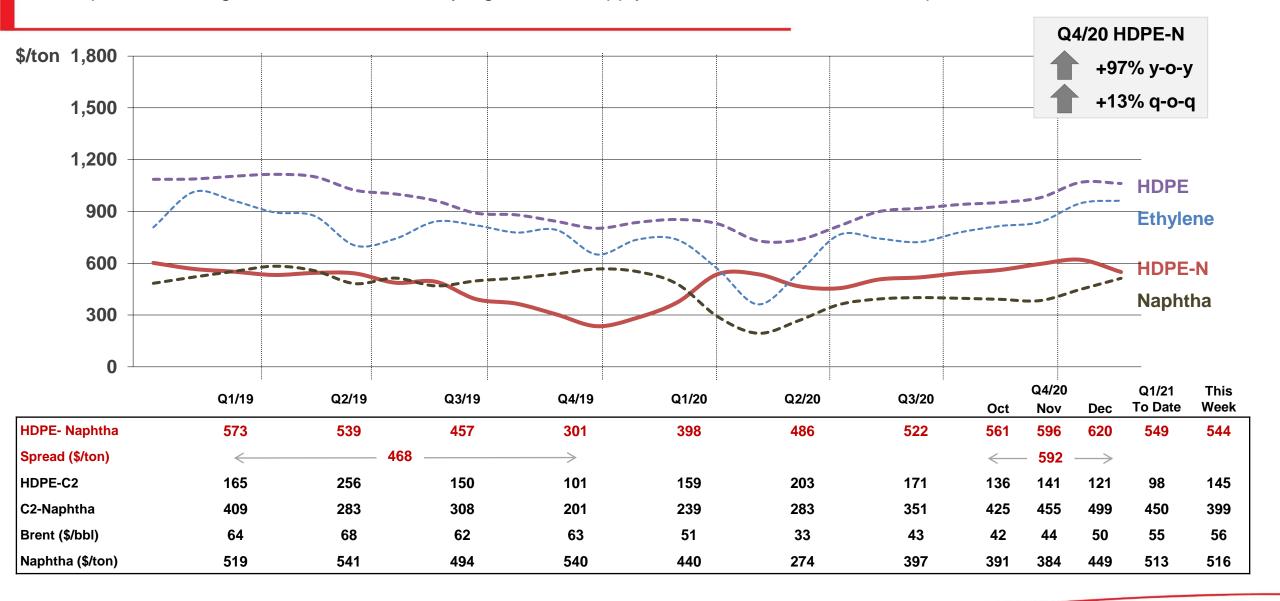
Performance highlights:

- MOC T/A shortened to 38 days from 45 days, resulting in net positive impact on PE/PP sales volume of 18KT
- Active sales destination and logistical management resulted in negligible impact from container and freight shortage



HDPE-Naphtha Price Gap

HDPE price rose on gradual demand recovery, tight HDPE supply in Asia, and firmer feedstock price.

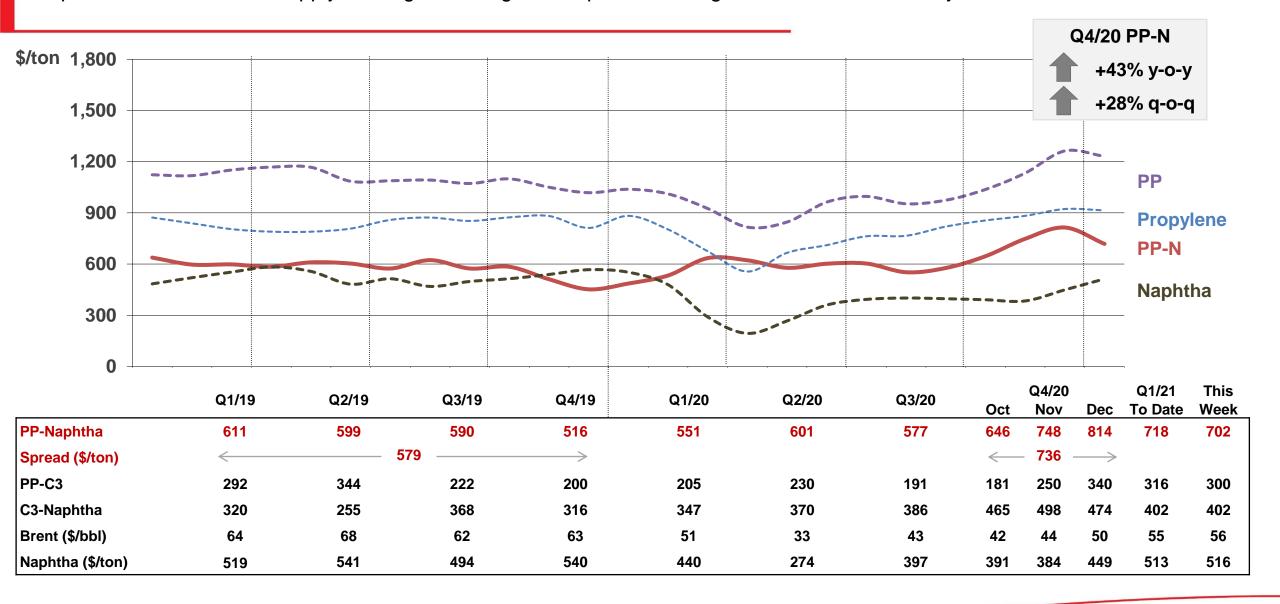


Note: Prices refer to SEA regional prices as of 22 Jan 2021



PP-Naphtha Price Gap

PP price increased due to supply shortage from regional unplanned outages and demand recovery in China.

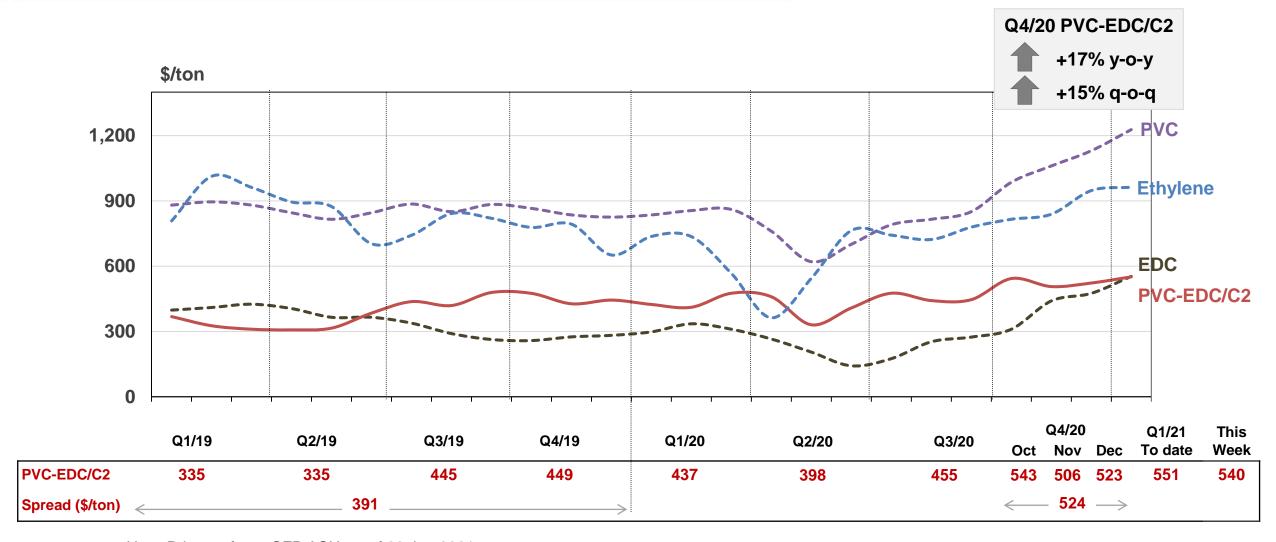


Note: Prices refer to SEA regional prices as of 22 Jan 2021



PVC-EDC/C2 Price Gap

PVC price rose sharply due to strong demand across all regions amid global supply tightness as major U.S. and European producers declared force majeure.



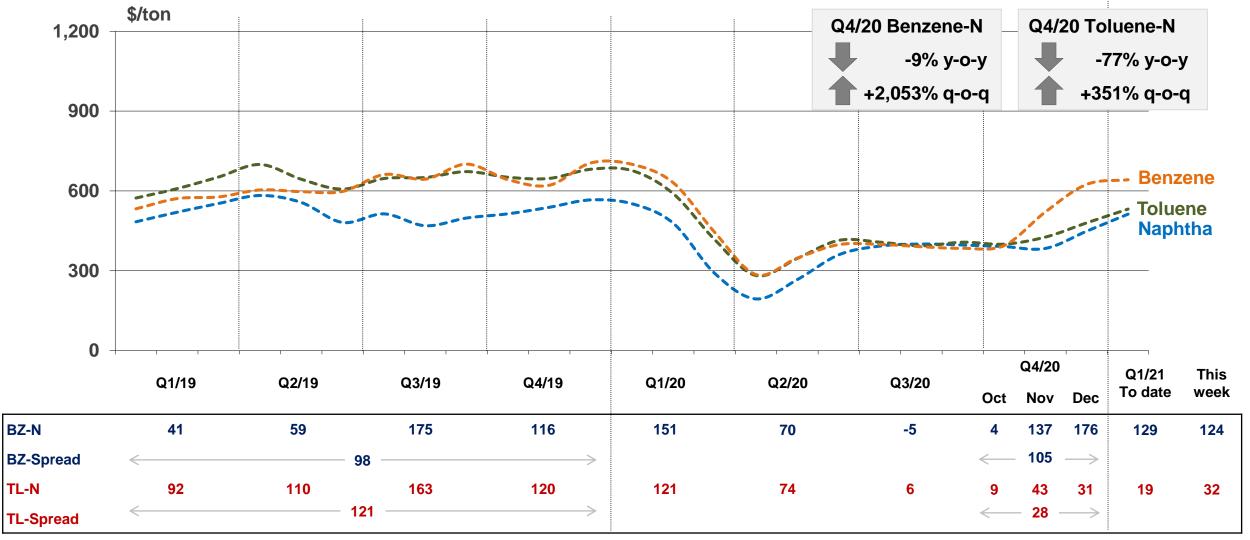
Note: Prices refer to CFR ASIA as of 22 Jan 2021



Benzene & Toluene

BZ-N: Spread rose on higher export to the West and new styrene capacity in China.

TL-N: Spread increased from improved toluene disproportionation demand.



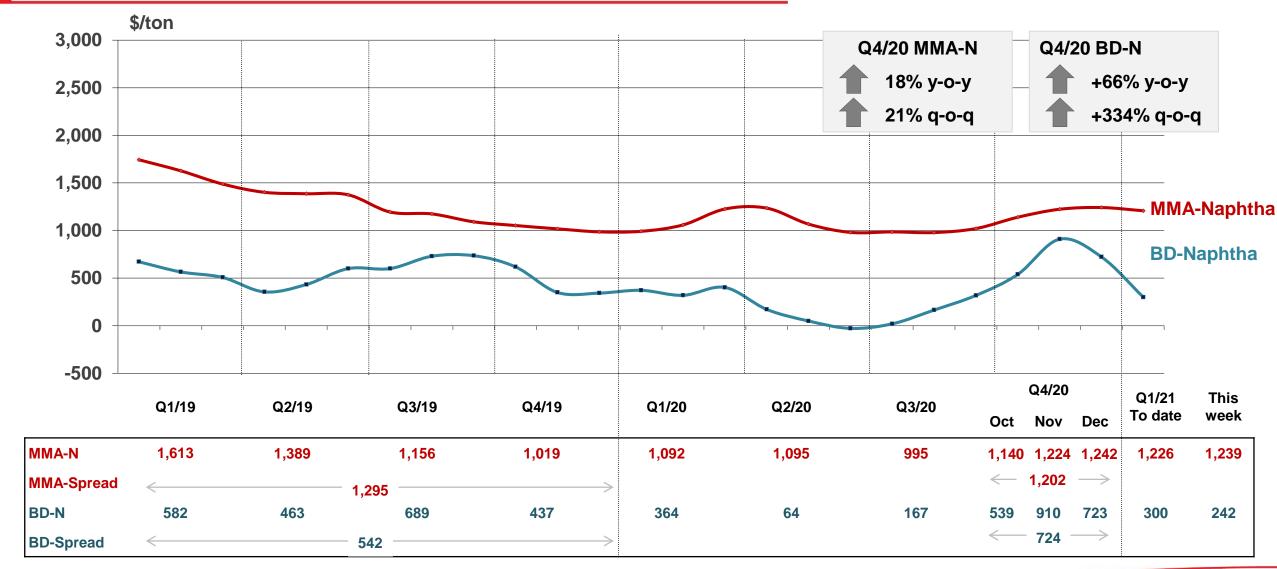
Note: Benzene prices refer to SEA regional prices, toluene prices refer to NEA regional prices

Note: Prices refer to SEA regional prices as of 22 Jan 2021



Price Gaps of Associates

MMA-N: Gap increased as supply tightened from unplanned shutdowns and planned T/A, and automotive demand recovered BD-N: Gap rose, supported by improved demand amidst several unplanned outages and limited deep-sea cargoes availability

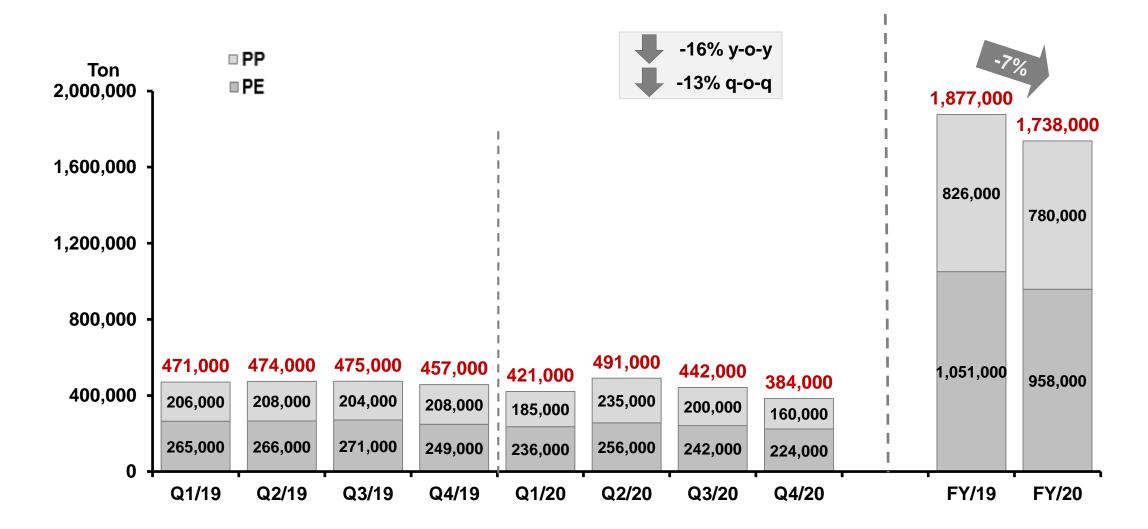


Note: MMA price refers to SEA regional prices of 22 Jan 2021 BD prices refer to Asian regional prices of 22 Jan 2021



Polyolefin Sales Volume

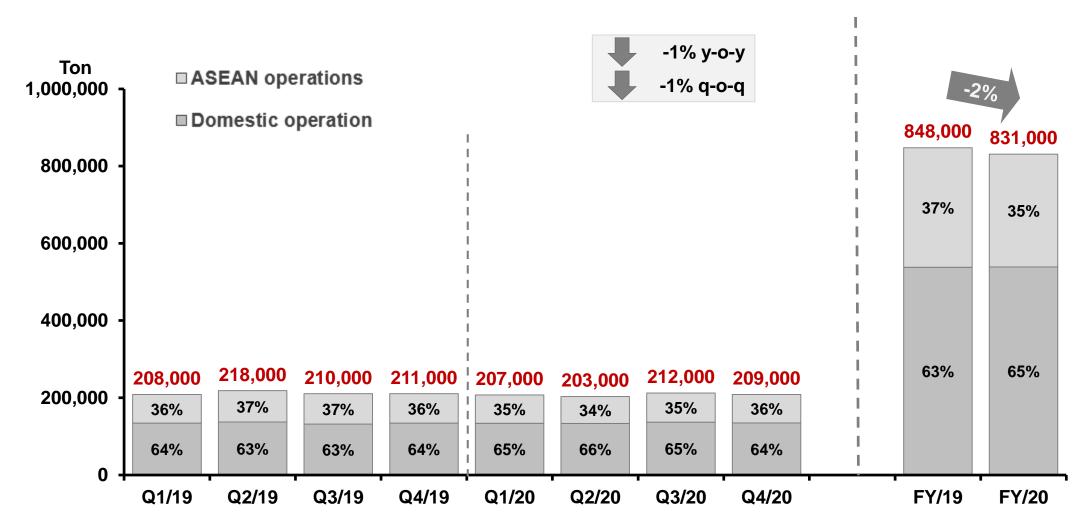
Sales volume decreased 13% Q-o-Q owing to MOC turnaround; however, earlier commercial startup and active procurement softened impact to sales volume (previously estimated at 120-130 KT).





PVC Sales Volume

Sales volume slightly reduced by 1% Q-o-Q from the COVID-19 restrictions in Indonesia while demand remained healthy across all regions.

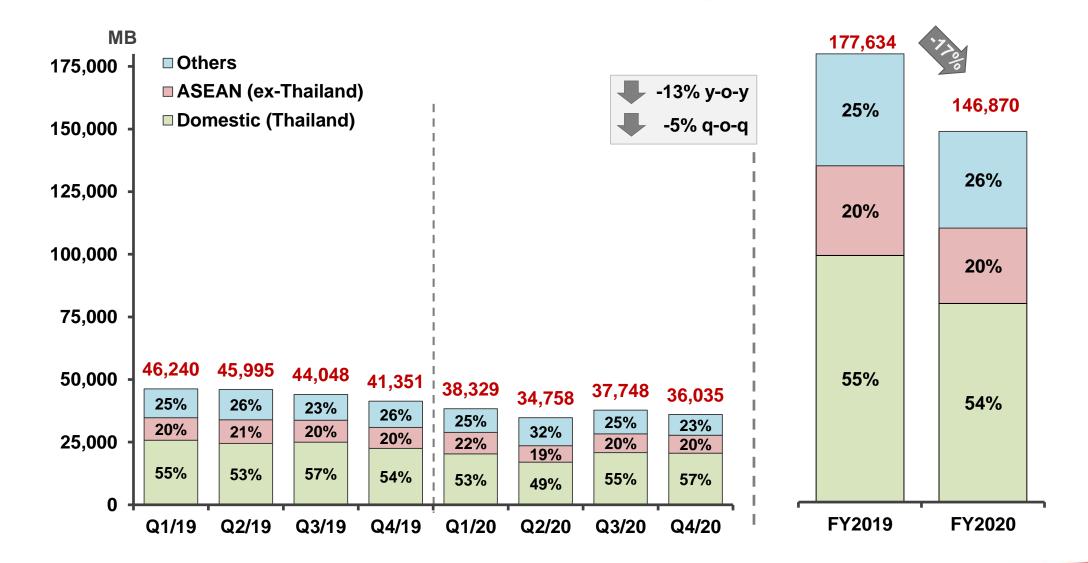


Note: *ASEAN Operations = Sales volume from PVC operations in Vietnam and Indonesia



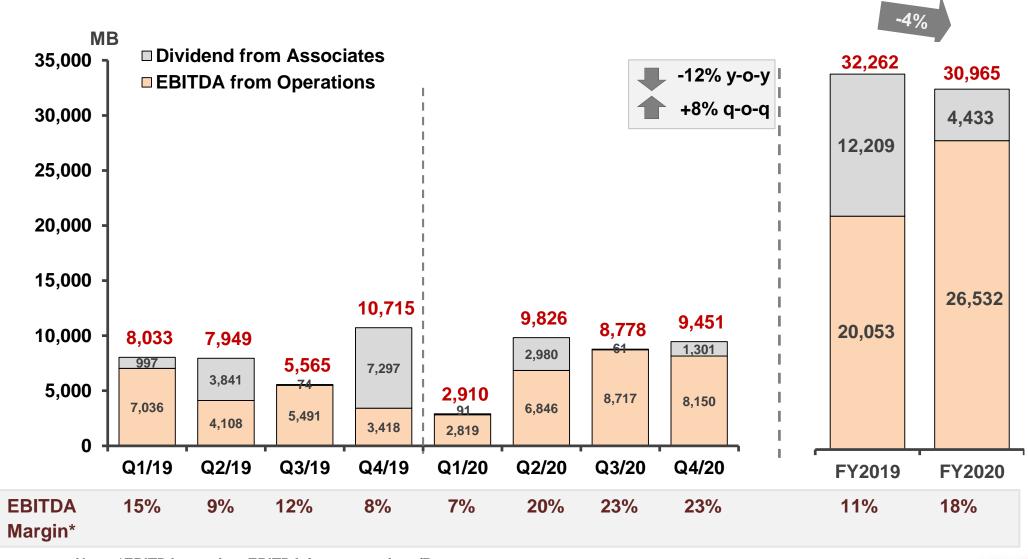
Revenue from Sales

Q4/20 revenue slightly dropped by -5% q-o-q from lower sales volume amidst improved product prices.



EBITDA

Q4/20 EBITDA improved 8% q-o-q mainly from higher gaps, while decreased -12% y-o-y from lower dividends.

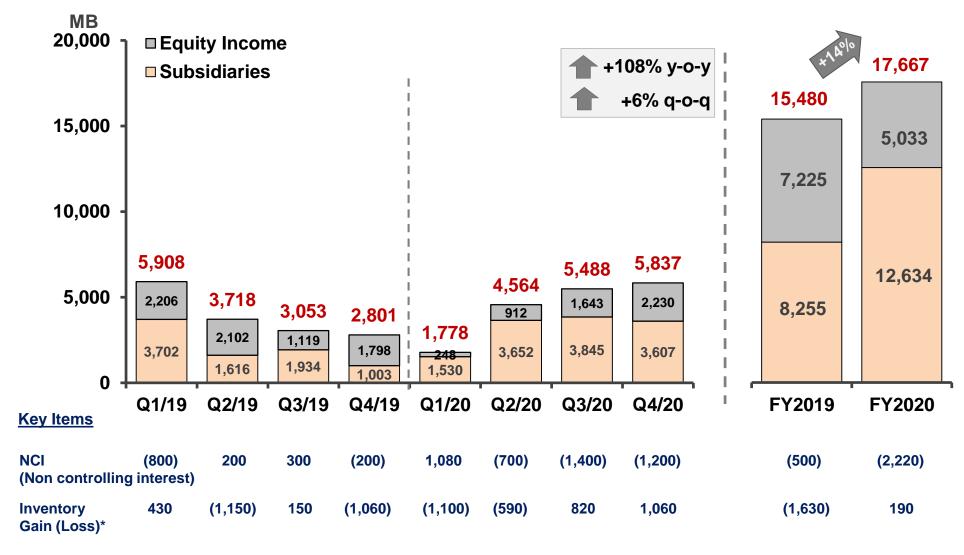


Note: *EBITDA margin = EBITDA from operations/Revenue.



Profit for the Period

Earnings increased 6% q-o-q from higher gaps and 108% y-o-y from lower feedstock cost. FY2020 earning grew 14% y-o-y due to higher product gaps.



^{*}Sub/Asso Q4/20: 78%:22%



2020 Key Accomplishments

Mitigated COVID-19 impact to existing operations

- Robust supply chain & operation management, resulting in zero COVID-19 case and operation disruption.
- Sales portfolio & destination management to minimize sales volume impact.
- Active sales destination and logistical management resulted in negligible impact from container and freight shortage.

Key project & turnaround management

- LSP: Achieved overall project progress as planned with extra measures to mitigate COVID-19 risk.
- **MOC turnaround:** Postponed from Q2/20 to Q4/20 to avoid critical COVID-19 period. Managed to shorten the duration by overlapping some activities and using digital technology for real-time monitoring, resulting in lower than guided production loss.
- **MOCD:** Proactive measures enabled project to progress well amid COVID-19 pandemic in 2020. Start-up is expected to be ahead of plan.

Cost management

- Prioritized CAPEX investment and reduced overhead expense.
- Optimized feedstock proportion and procurement timing to minimize impact from feedstock price volatility.



Outlook

- Crude Despite the rise in COVID-19 cases, market is supported by weakening U.S. dollar and large voluntary production cut by Saudi Arabia.
- Naphtha Following crude amidst stronger demand after crackers return from shutdown.
- **Polyolefin** Increased buying activities after new year holiday supports market, while supply increase from new capacity in China and resumption of U.S. operations will pressure sentiment. Resurgence of COVID-19 around the world could continue to have implications on movement of supply.
- **PVC** Demand continues upward around the globe driven by construction industry while global supply is expected to recover since major producers in the U.S. and Europe have lifted force majeure declarations.

Company Updates:

- Circular Economy related activities:
 - Chemical recycling: Completed construction of demonstration unit (Capacity 4,000 Ton/year) in Rayong
- Projects update: Details in the following pages.



INNOVATIONS FOR CIRCULARITY & CHEMICAL RECYCLING



CIRCULAR ECONOMY INITIATIVES















SCG CIRCULAR ECONOMY SOLUTION PLATFORM















VDO CHEMICAL RECYCLING PROCESS



CHEMICAL RECYCLING PROCESS



CHEMICAL RECYCLING DEMONSTRATION PLANT





CHEMICAL RECYCLING DEMONSTRATION PLANT



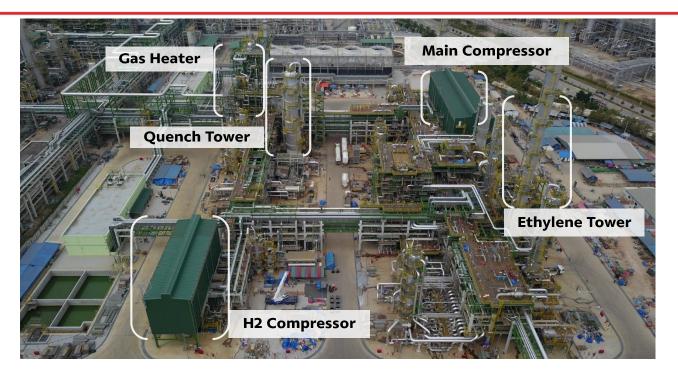






SCG

MOCD – Completed all piping work and ongoing pre-commissioning activities





Progress

99% as planned



Commercial Operation

expected in Early Q2 2021, earlier than planned

 Insist employee health screening, workplace hygiene, only related people are allowed in project area and apply physical distancing practice steadily to prevent the spread of COVID-19.









Projects update: LSP Project

Overall progress is around 66% (as planned) with completion of modular piperack at hydrocarbon jetty, interconnection piperack and roof air raising of tanks. Commercialization is expected in H1/23.



Overall Site



Interconnecting Piperack



Trestle Modular Piperack at Hydrocarbon Jetty



Roof Air Raising of Tanks



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- Cement Building Materials Business
- Chemicals Business
- IV. Sustainability
- V. Summary



SCG: A world-class ESG company

ENVIRONMENT

GHG emissions reduction target

20% in 2025

28% in 2030

Transitioning to...

"Net-zero" by 2050

Promotes **Circular Economy**

Water withdrawal reduction 23% by 2025



SCG Green Choice



of revenue from sales By 2030

SOCIAL

Provides innovative

medical equipment and

supply needed in tackling

COVID-19 in Thailand and

ASEAN countries

case of
Human rights
violation

GOVERNANCE

Conducts business with

Responsibility

Fairness

Transparency

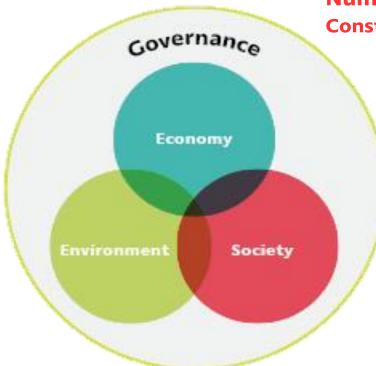
defined by the framework of the SCG Code of Conduct

Composition of Independent directors, no less than 50% of the total number of directors

To ensure **Transparency Diversity &**Overseeing the interest of all stakeholders



Awards and Recognitions



Number #1 in the world and ranked in the Gold Class as Industry Leader in Construction Materials of Dow Jones Sustainability Indices ("DJSI") in 2020

Earned **Thailand Corporate Excellence Awards 2020** for our sustained commitment to drive long term growth through Circular Economy from Thailand Management Association (TMA) and Sasin School of Management

2 royally-bestowed excellence awards in Human Resource for 18 consecutive years and Financial Management

3 distinguished awards in Leadership Excellence, Sustainable Development Excellence and Product / Service Excellence

Granted "Outstanding" in the Human Right Award 2020 as a role model organization for our best practices on human rights from Rights and Liberties Protection department, Ministry of Justice Thailand

Rated "Excellent" in the Corporate Governance Report of Thai Listed

Companies in 2020 from Thai Institute of Directors (IOD) for 6 consecutive years



A Member of **WBCSD** since 2000





Commitment to comply via specific target

Dow Jones
Sustainability Indices

Powered by the S&P Global CSA

The first ASEAN member of the DISI since 2004





Agenda



- Consolidated Results
 - Q4/20 Consolidated Results
 - FY2020 Segments
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Summary

In Summary:

- Resilient profit amid COVID-19 pandemic and challenging macro economic environment in 2020.
- Able to achieve quicker MOC turnaround and MOCD construction progress than previously planned.
- MOCD start-up, lack of cracker turnaround, and healthy chemicals spreads should drive resilient Chemicals business in 2021.
- Cost optimization allowed Cement-Building Materials Business to achieve higher profit and profitability in 2020.
- Active procurement and use of alternative energy will help mitigate impact from higher coal price.
- SCGP has and will continue to execute growth. SOVI transaction concluded and Go-Pak acquisition recently announced.
- SCG remains financially strong with high liquidity, healthy cash generation, and strong balance sheet.

Challenges & Opportunities:

- Recent surge in COVID-19 cases in Asia and Western Hemisphere remains a concern, though vaccine availability should gradually improve the situation.
- In Asia, China's strong economic recovery is a good news.











Thank You

For further information, please contact <u>invest@scg.com</u>