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# Q2/2021 Analyst Conference

Friday, July 30, 2021





## Agenda



## **Consolidated Results**

- Q2/21 Consolidated Results (K.Roongrote, President & CEO)
- H1/21 Segments
- Financial Updates

Cement - Building Materials Business



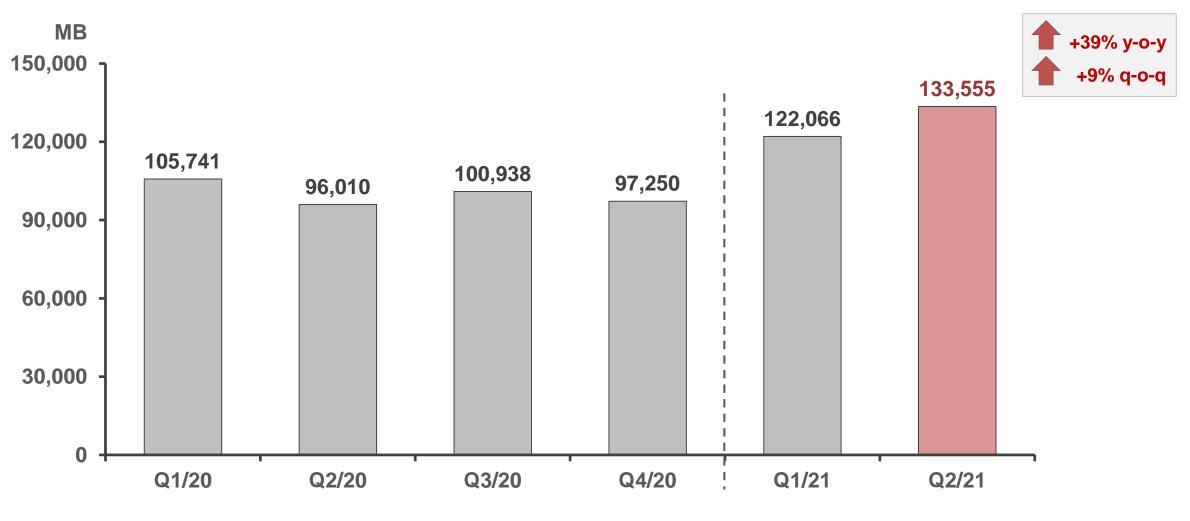
- **Chemicals Business**
- IV. Sustainability



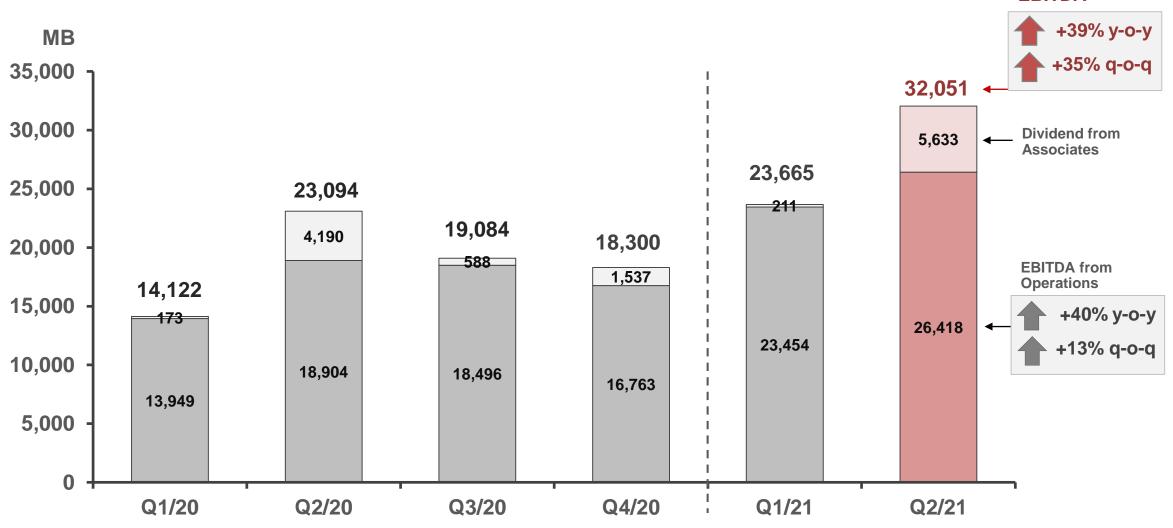


#### Q2/21 Revenues from Sales

Revenues increased q-o-q and y-o-y from all three business units driven by increased product prices amid global economic recovery



EBITDA increased y-o-y from all three business units, while q-o-q improvement was driven by Chemicals and Packaging businesses, as well as seasonal dividend from associates on improved agricultural income and spending

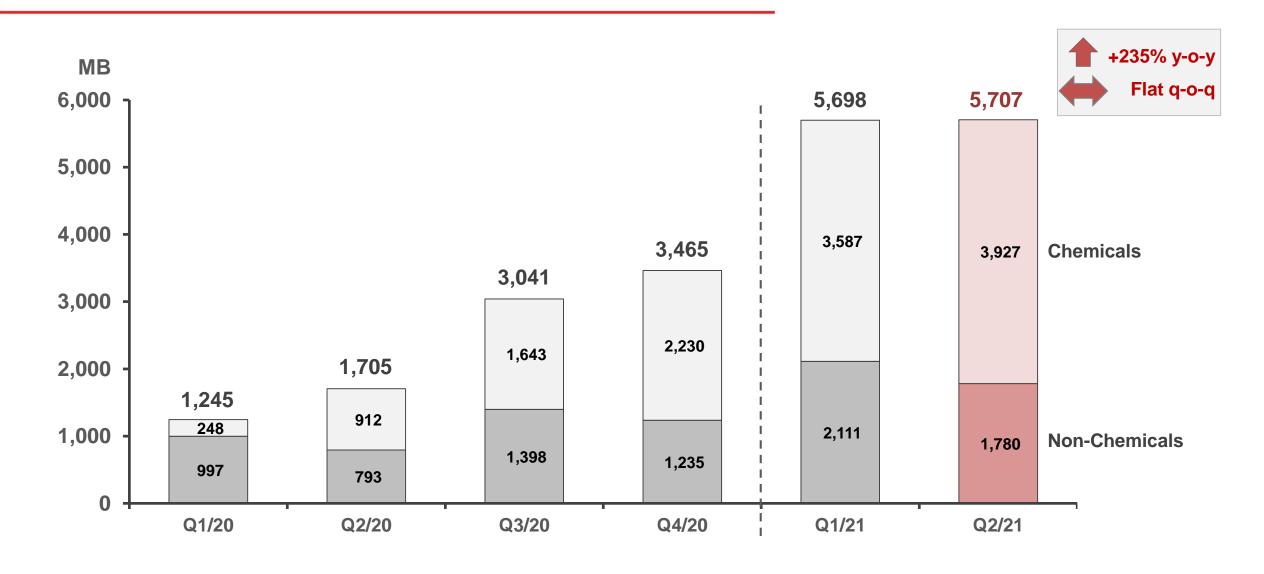


EBITDA

Note: EBITDA = EBITDA from Operations + Dividend from Associates

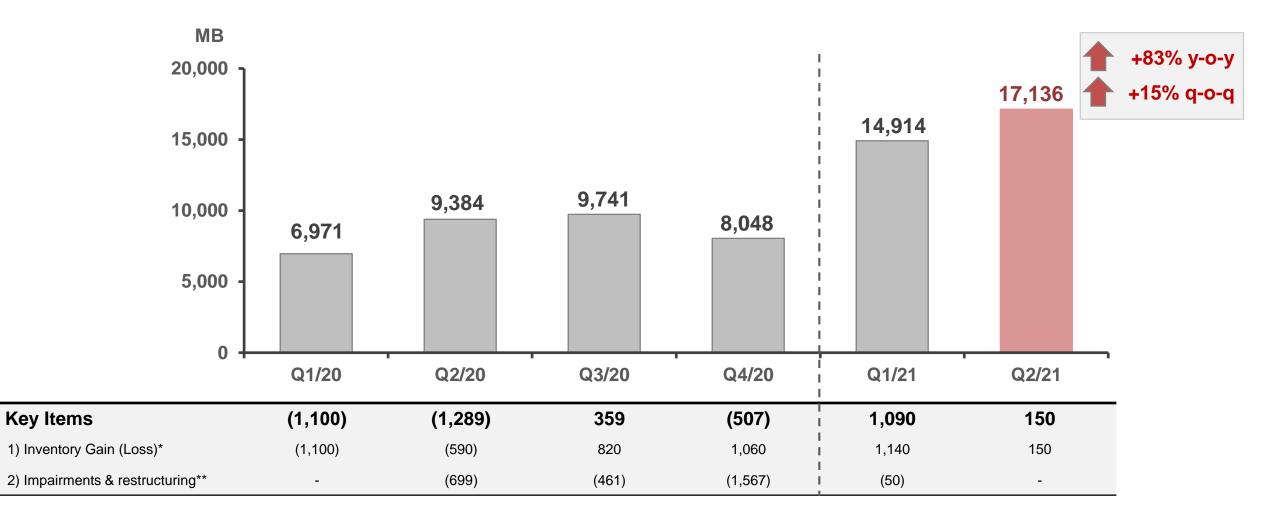
EBITDA includes FX gain/loss from loans

Equity income from Chemicals increased q-o-q and y-o-y while those from Non-Chemicals segments rose y-o-y





#### **Q2/21 Profit for the Period** Q-o-Q improvement was driven by robust results from Chemicals and Packaging businesses While an increase of 83% y-o-y was due to improved contributions from all three businesses



Note: \* Chemicals Business (Sub + Asso.)

\*\* Mainly from Cement-Building Materials Business





## Agenda



## **Consolidated Results**

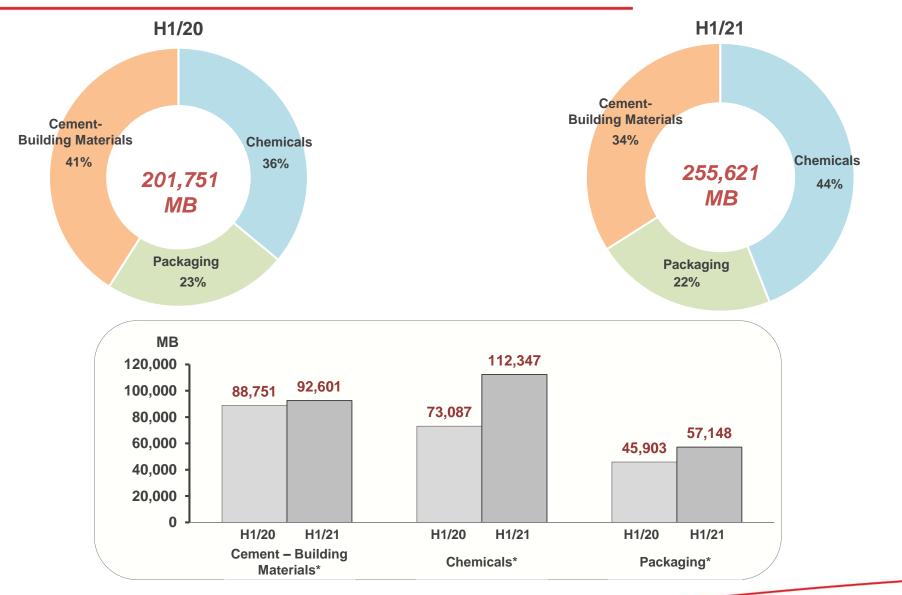
- Q2/21 Consolidated Results
- H1/21 Segments (K.Roongrote, President & CEO)
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- III.
- **Chemicals Business**
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#### H1/21 Segmented Revenue from Sales

Chemicals accounted for 44% while non-Chemicals contributed 56% of total sales in H1/21

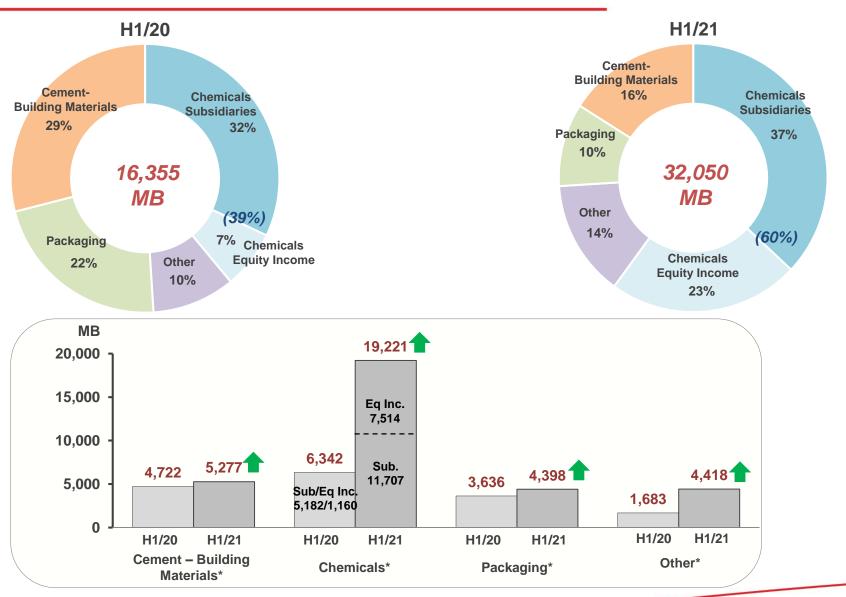


Note: \*figures are before elimination of intersegment transactions.



#### H1/21 Segmented Profit for the Period

Chemicals earnings accounted for 60% of Total Profit in H1/21 compared to 39% in H1/20



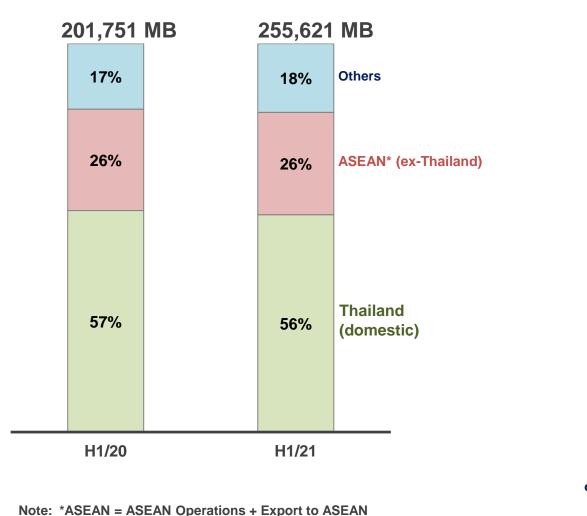
Note: \*figures are before elimination of intersegment transactions.

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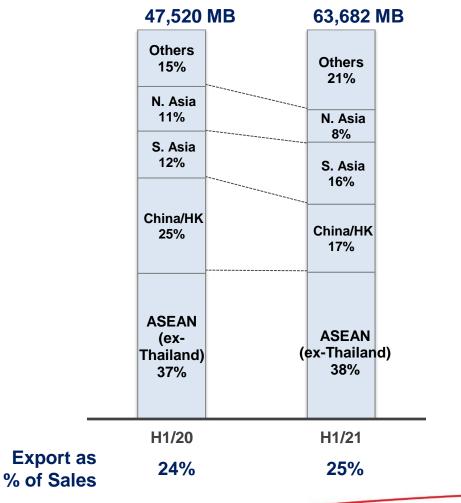
#### H1/21 Segments: Export Sales and ASEAN Operations

ASEAN exports and operations were 26% of total sales in H1/21 while export to South Asia and non-Asian destinations rose y-o-y

#### Sales Segments (by markets)



#### Export Segments (by markets)





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### H1/21 SCG'S HVA & New Products and Service Solutions





#### **Innovation Metrics**:

**HVA** – Generates higher margins over mainstream products, enabling superior profitability over industry peers **New Product Development (NPD)** – Responds to fast-changing market and customers' requirements **Service Solutions** – Solve customer's pain points, improve quality attributes, and increase sales



## SCG

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#### Q2/21 EBITDA on Assets, and EBITDA Margin

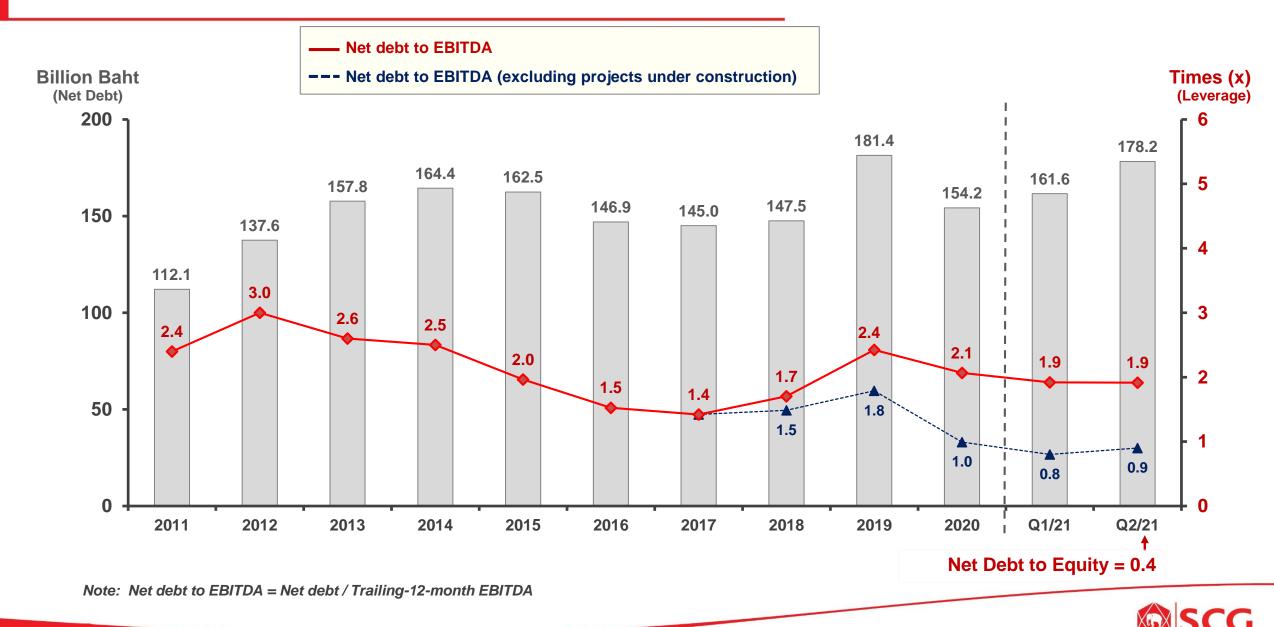


Note: EBITDA on Assets = Trailing-12-month EBITDA / Total Consolidated Assets EBITDA margin = EBITDA from Operations / Consolidated Sales



### Q2/21 Net Debt

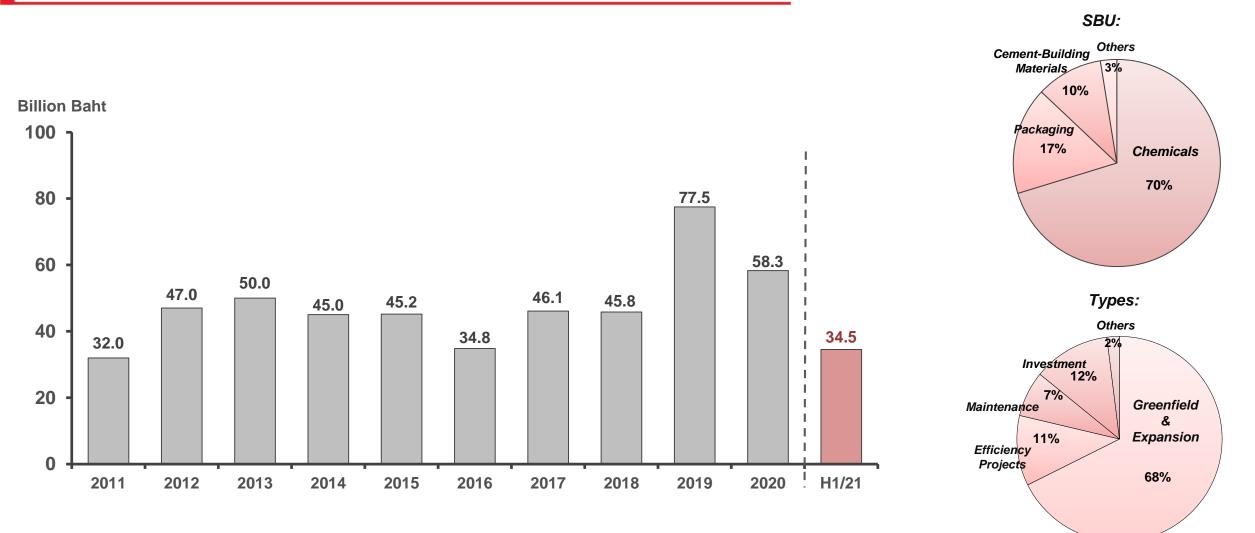
Leverage held steady q-o-q at 1.9x as both, EBITDA and net debt rose



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#### H1/21 CAPEX & Investments

Registered at 34,544 MB in H1/21 due mainly to ongoing project constructions (LSP)

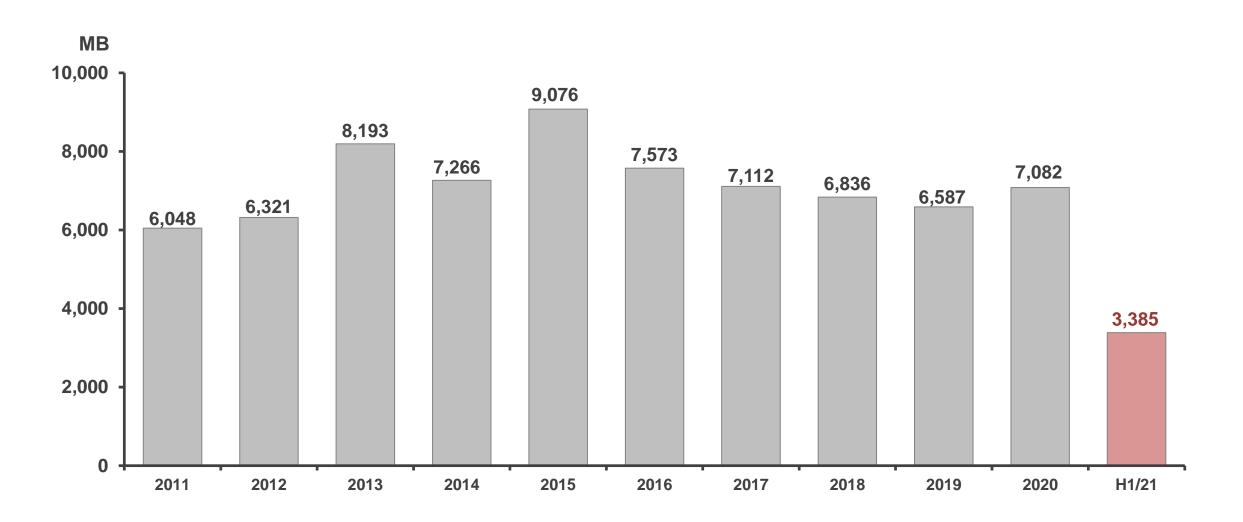


- CAPEX includes debottlenecking, expansion projects, and major turnaround.

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

#### H1/21 Interest and Finance Costs

Amounted to 3,385 MB, decreased y-o-y from 3,587 in H1/20 mainly due to decreased interest cost which stood at 2.8% in H1/21 vs. 2.9% in H1/20





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#### **Financials Highlights:**

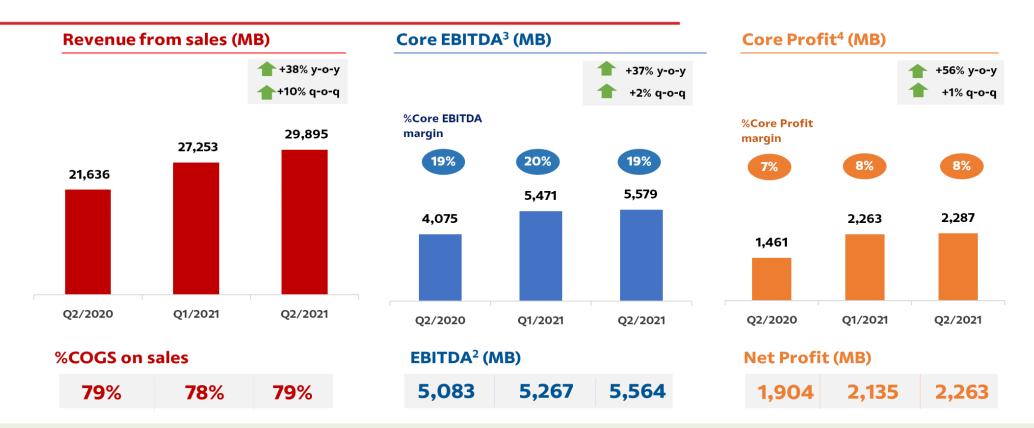
- H1/2021 interim dividend payment of 8.5 Baht per share (10,200 MB), and payable on Aug 27/21 (XD date on Aug 13/21).
- Strong EBITDA generation of 32,051 MB in Q2/21, +35% q-o-q and +39% y-o-y was the result of:
  - Strong execution at all three business units;
  - Expansion of HVA enabled higher chemicals gaps than market;
  - Solid revenues growth and cost control at Cement-Building Materials business;
  - Continued M&P and growth execution by Packaging business
- Cash & cash under management of 94,543 MB at the end of Q2/21, with 10,200 MB dividend due to be paid in Q3/21.
- Strong balance sheet with Net Debt/EBITDA of 1.9x, Net Debt/Equity of 0.4x, and interest coverage ratio of 18.9x.
- Chemicals business' investment in Chandra Asri's second petrochemicals complex totaling up to 434 Million USD (c.14,260 MB) follows Packaging business' closing share acquisition of 70% in Duy Tan for up to 6,400 Billion VND (c. 9,120 MB) and planned acquisition of a 51% stake in A.I. Technology Co. Ltd., a leading automation system integrator in Thailand.

#### **Outlook:**

 CAPEX & Investments – Planned spending of c.80,000-90,000 MB in 2021 taking into consideration acquisitions that have been announced with LSP project accounting for about half. For 2022, capex for LSP project is expected to be around 40,000 MB.

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#### Q2/21<sup>1</sup> SCGP's Consolidated results



#### SCG Packaging (SCGP):

- Packaging order and consumer packaging demand were resilient as economies in ASEAN have learned to live with COVID-19.
- SCGP benefited from increased export to US/Europe where economic growth has been accelerating.
- SCGP's organic and inorganic growth execution continued.

#### Note:

- 1. Figures are "After inter-segment elimination"
- 2. EBITDA excludes dividend from associates & includes FX gain/loss from loan
- 3. Core EBITDA = EBITDA key items adjustments
- 4. Core Profit = Net Profit Key items adjustments after tax & after NCI basis



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**Cement - Building Materials Business** 

K.Nithi, President - Cement-Building Materials Business K.Chana, Vice President - Cement and Construction Solution Business



N. Sustainability





Despite cement market decreased, housing products and ceramic tiles demand increase from renovation projects

	Q1/20	Q2/20	Q3/20	Q4/20	2020	Q1/21	Q2/21
Grey cement	-5%	+4%	+1%	-5%	-1%	+3%	-2%
- Residential	-3%	+3%	+1%	-7%	-2%	+2%	-4%
- Commercial	-5%	+1%	0%	-8%	-3%	+2%	-5%
- Infrastructure	-7%	+7%	+1%	0%	0%	+6%	+2%
Ready-mixed concrete	-7%	-5%	-7%	-10%	-7%	+2%	-1%
Housing products	-11%	+1%	-9%	-8%	-7%	+8%	+1%
Ceramic tiles*	-11%	-6%	0%	-2%	-5%	+3%	+10%

**Note:** \* Demand growth of Ceramic tiles was from actual data (Apr-May) and June estimated



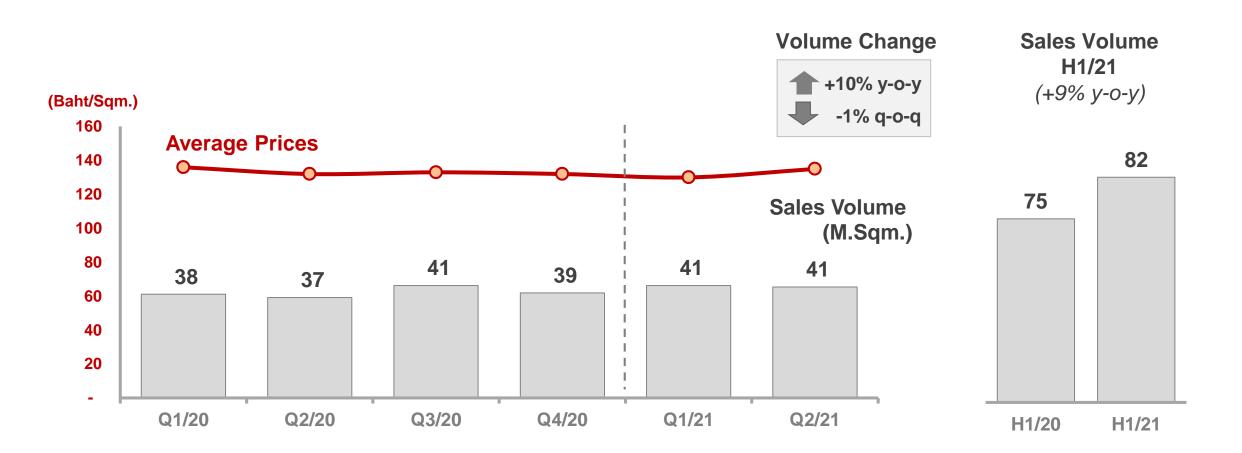
Cement demand in Indonesia and Vietnam improved thanks to better economic condition

	Q1/20	Q2/20	Q3/20	Q4/20	2020	Q1/21	Q2/21
Cambodia	+9%	+3%	-18%		-5%	-4%	-21%
Indonesia	0%	-12%	-14%	-10%	-9%	-7%	+13%
Myanmar	-4%	-24%	-4%	-22%	-13%	-30%	-7%
Vietnam	-4%	-7%	-7%	-2%	-5%	0%	+8%

Note: \* Demand growth of Vietnam for Q2/21 were from VNCA (Actual Apr-May) and June estimated



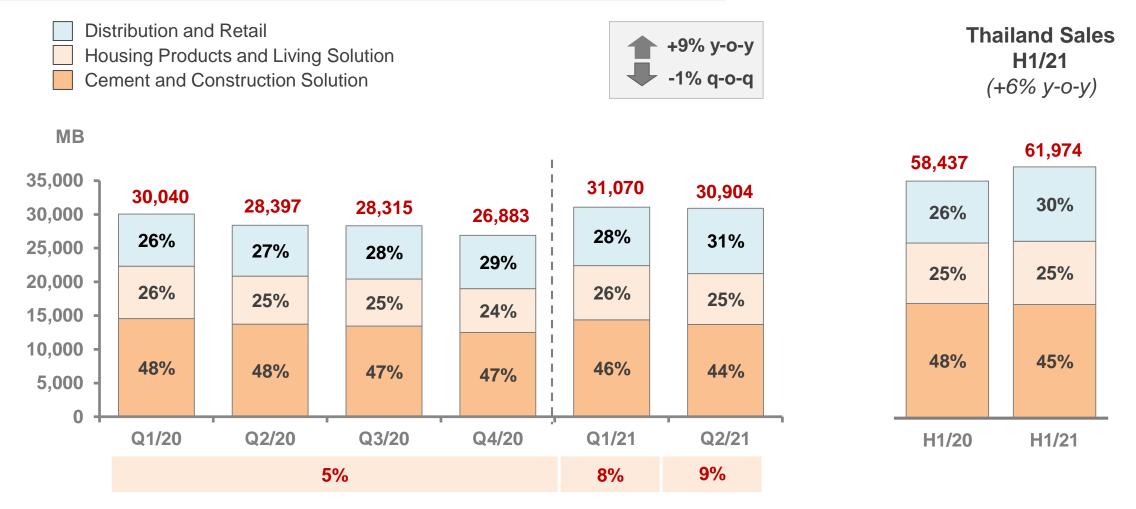
Overall sales volume increased y-o-y, especially in Thailand, Indonesia and Philippines





#### **Thailand sales segmentation**

In Thailand, housing products and distribution & retail business drove an increase in revenue from sales, meanwhile cement sales held steady y-o-y despite soften demand thanks to increase in construction solution sales



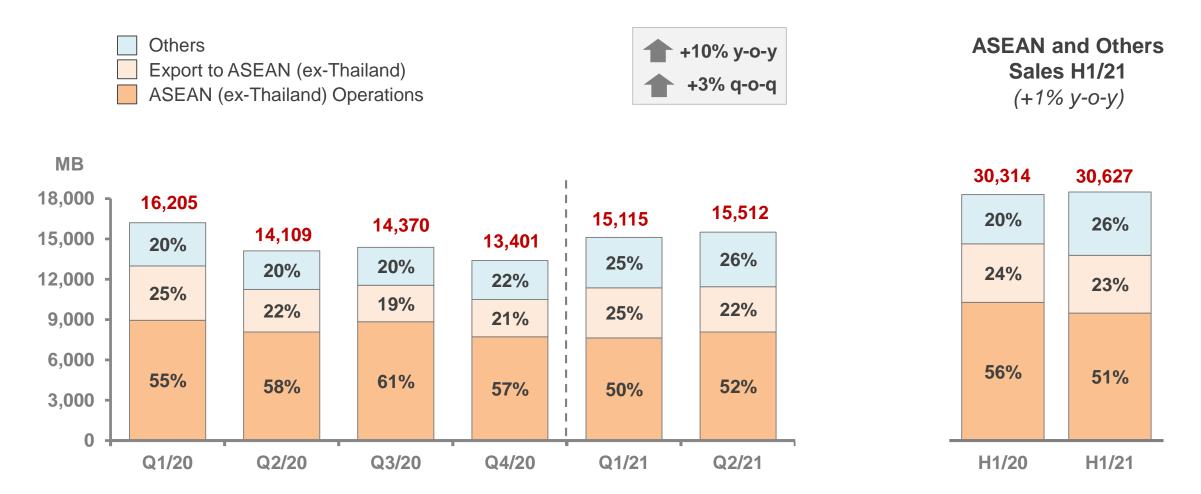
<u>Note</u>: Cement and Construction Solution: Grey cement, RMC, and Others (Mortar, White cement, Refractory)

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

#### **ASEAN (ex-Thailand) and other sales segmentations**

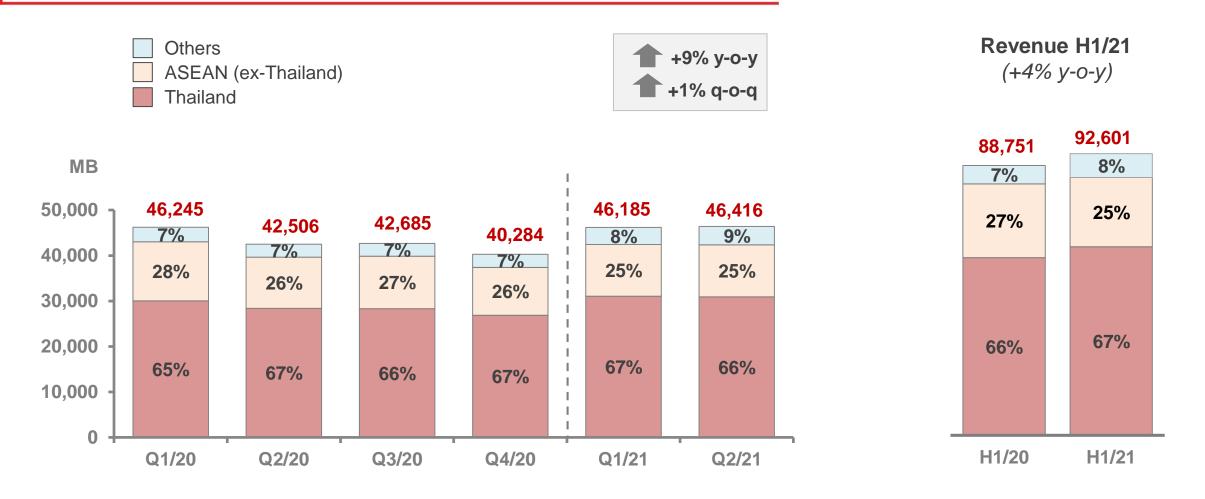
Higher export to ASEAN and non-ASEAN markets contributed to overall increase in sales outside of Thailand, while sales in regional operations held steady amid sluggish demand backdrop



<u>Note</u>: **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

#### **Revenue from sales**

Revenues increased y-o-y thanks to higher export and robust sales of building material products in Thailand

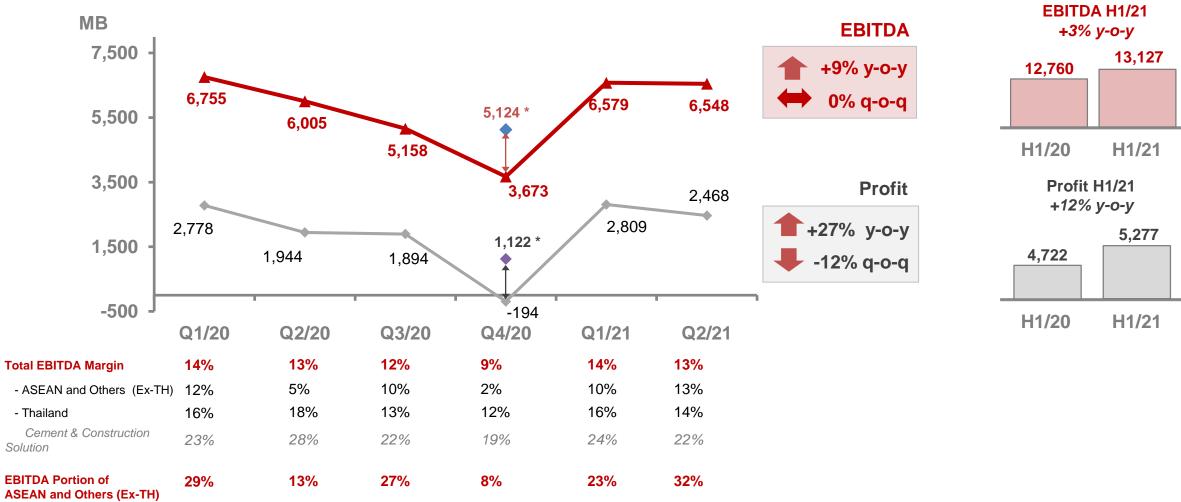


<u>Note</u>: Thailand : Revenue from sales in Thailand market **ASEAN (ex-Thailand)** : Revenue from sales in ASEAN market (ex-Thailand) **Others** : Revenue from sales in Non-ASEAN market

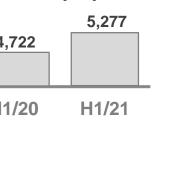


### **EBITDA and Profit for the period**

EBITDA and profit increased y-o-y thanks to higher sales



**Note: EBITDA** margin = EBITDA from operations, excludes dividend from associates. Cement and Construction Solution: Grey cement, RMC, Mortar, White cement, and Refractory EBITDA of FY2020 was restated to include FX from financial costs \*Key items to net profit : Assets impairment 1,316 MB in Q4/20, 356 MB in Q3/20, 699 MB in Q2/20





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#### **P.27**

### **Outlook:**

- Demand for Q3/21 is expected to be lower due to the new wave of COVID-19 outbreak and closures of construction sites.
- Government sector will continue to be the main driver of domestic cement demand, as it should be noted that Covid-19 lockdown is not being implemented countrywide.

### Mitigation plan:

- Aside from robust BCM measures, management's key priority remains to accelerate sales both in Thailand (in areas less affected by COVID-19 outbreak) and abroad, as seen in Q2/21.
  - Domestic : Maximize sales of housing products and service solution via retail franchise stores as well as on-line platforms.
  - Overseas : Continuously expand export sales to new potential customers in South Asia, EU, USA and Oceania.
- Increase the proportion of self-generated power and the use of alternative fuels to help control cost and reduce CO2.

### **Company updates in Q2/21:**

- Domestic retail franchise business added 3 new stores, raising the total to 24 stores in Q2/21.
- Domestic ceramic outlets added 7 new stores, raising the total to 54 stores in Q2/21 from 47 stores in Q1/21.
- New medical solutions for COVID: Modular ICUs with high safety standards for medical personnel were developed given the increasing number patients needing critical care.



#### **Develop service and solution to better serve ESG-conscious customers**

End-to-end construction solutions with digitization and technology to help improve efficiency and reduce waste



**Construction Solution** 

**23** CPAC Solution Centers nationwide







#### **Drone solution**

 Solution for the assessment of the overall construction area using drones to collect information

#### **CPAC BIM**

 The implementation of digital technology to manage construction projects which allows all stakeholders to understand the construction ecosystem in every step

#### **3D printing solution**

A new construction technology that uses a computer program to design and control the construction process using 3D printers



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### **Efficiency improvement**

Continuous efficiency improvement to sustain competitiveness

#### Increase self - generated power

- Increase solar capacity in cement business 69 MW in Q2/21 to 119 MW in H2/21-2022
- Add 13MW of solar capacity to other business in CBM in H2/21-22





#### Secure coal and increase alternative fuel use

- Secured coal at more than 90% of planed coal consumption for FY2021
- Increased proportion of alternative fuel in cement manufacturing process from 23% in Q1/21 to 27% in Q2/21



Increase Energy Pellet Usage





RDF Industrial Waste

#### Enhance lean operation and ID4 in CBM business

Internal consolidation of operation functions and support active collaboration within CBM

Finish goods management with palletizer and automatic warehouse



Smart store operation to improve efficiency for procurement ٠ and inventory management by digital platform



### Expand retail stores and ceramic outlets countrywide

Open new retail stores and ceramic outlets as well as promote on-line platforms to serve and expand customer base

#### Physical stores and outlets

**On-line platforms** 



#### **Retail stores**

- Q2/21, opened additional 3 retail franchise stores, bringing the total to 24 stores in 18 key provinces
- Additional 7 stores are planned to open within Q3



#### Active-omni channels

- SCGHOME.com : GMV grew by 3.2x y-o-y with more than 18,000 SKUs available in scghome.com.
- Q-Chang : Expand services from 16 to 24 retail franchise stores as one-stop service for customers with GMV growing 3.4X y-o-y.



#### **Ceramic outlets**

 Q2/21, opened additional 7 ceramics outlets, bringing the total to 54 outlets, and more outlets in H2/21



#### **Market platform**

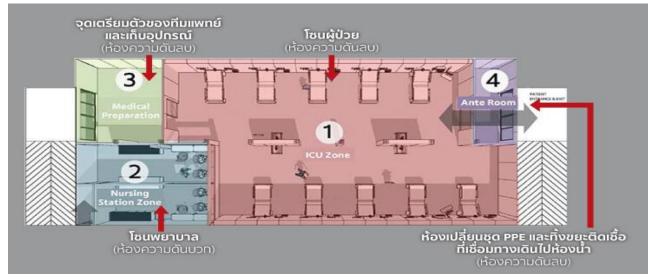
 NocNoc marketplace for home building and improvement, expanding SKUs to 198k with GMV growing 1.7x y-o-y



## Social contribution to society

Develop modular intensive care units (ICU) to support COVID-19 patients and medical staffs





#### **Key features**

- 7-days installation
- High safety standard for medical personnel
- ICU zone with negative pressure room
- Nursing station zone with positive pressure room
- Medical preparation area
- Ante room



Delivered to Ratchaphiphat Hospital





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Cement - Building Materials Business

## **Chemicals Business**

K. Tanawong, President - Chemicals Business

Sustainability





#### Market highlights:

	Q2/21	Q	-o-Q Change	Notes
Crude (Brent)	\$69/bb		58/bbl (+13%)	Crude price jumped on brighter demand outlook from summer driving season and easing restrictions in Western countries following lower COVID-19 infections.
Naphtha	\$606/to		649/ton (+9%)	Price up, following crude. Naphtha demand remained firm from new crackers startup in the region.
Key Product Spreads				HDPE price supported by limited supply from the U.S. and Middle East from prolonged production outages amidst resurgence of COVID-19 in SEA and South Asia. Overall HDPE spread was stable.
	\$585/ton \$700	PP-N	PVC-EDC/C2	PP spread squeezed from PP price dampened by the return of Middle East and Chinese producers from maintenance season and the resurgence of COVID-19 in Asia.
		\$700/ton -\$90/ton (-12%)	/ton \$700/ton	PVC price sharply rose from extended supply tightness in the U.S. from winter freeze among planned and unplanned shutdown in Asia. Lockdown in Asia impacted demand at end of quarter.
				Freight limitation in Q2 affected that the export volume from SEA producers decreased.

#### **Performance highlights:**

- Achieved sales volume of 492 KT amidst tight freight situation and COVID-19 in the region by leveraging domestic channel, managing freight and product portfolio to yield highest performance.
- Continue to work on NPD launch to maintain HVA proportion despite unfavorable situation.

## HDPE-Naphtha Price Gap

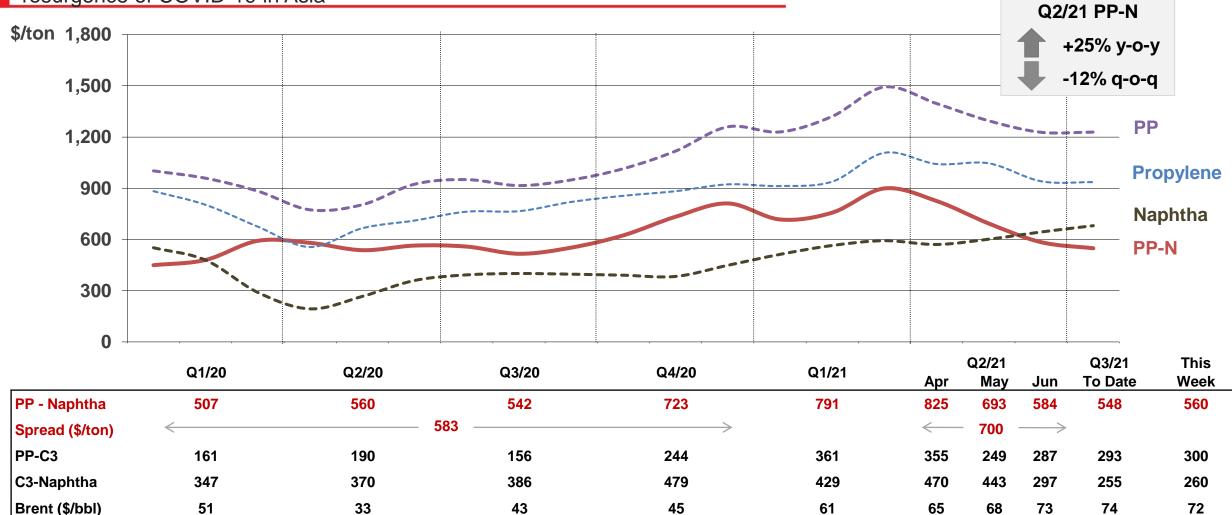
HDPE spread held steady q-o-q as limited supply in the U.S. and Middle East, caused by prolonged production shortage, balanced rising feedstock cost



Note: Prices refer to SEA regional prices as of 23 Jul 2021

#### **PP-Naphtha Price Gap**

PP price dampened q-o-q as Middle East and Chinese producers returned from maintenance season coupled with resurgence of COVID-19 in Asia



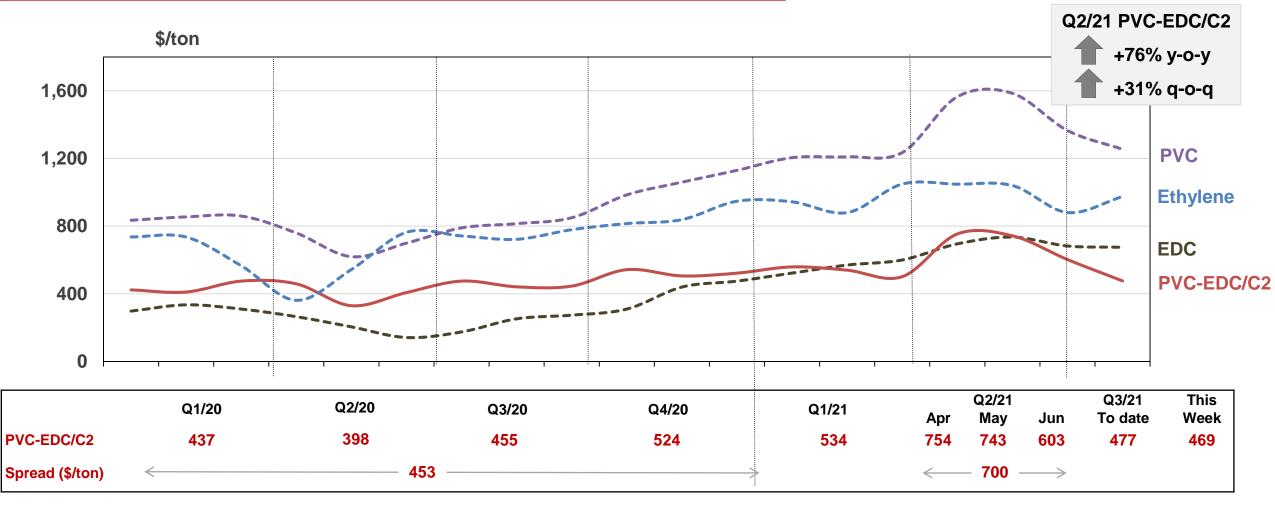
Note: Prices refer to SEA regional prices as of 23 Jul 2021 and PP market as PP yarn

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Naphtha (\$/ton)

### **PVC-EDC/C2** Price Gap

PVC price soared from extended supply tightness in the U.S. caused by winter freeze amongst planned and unplanned shutdowns in Asia

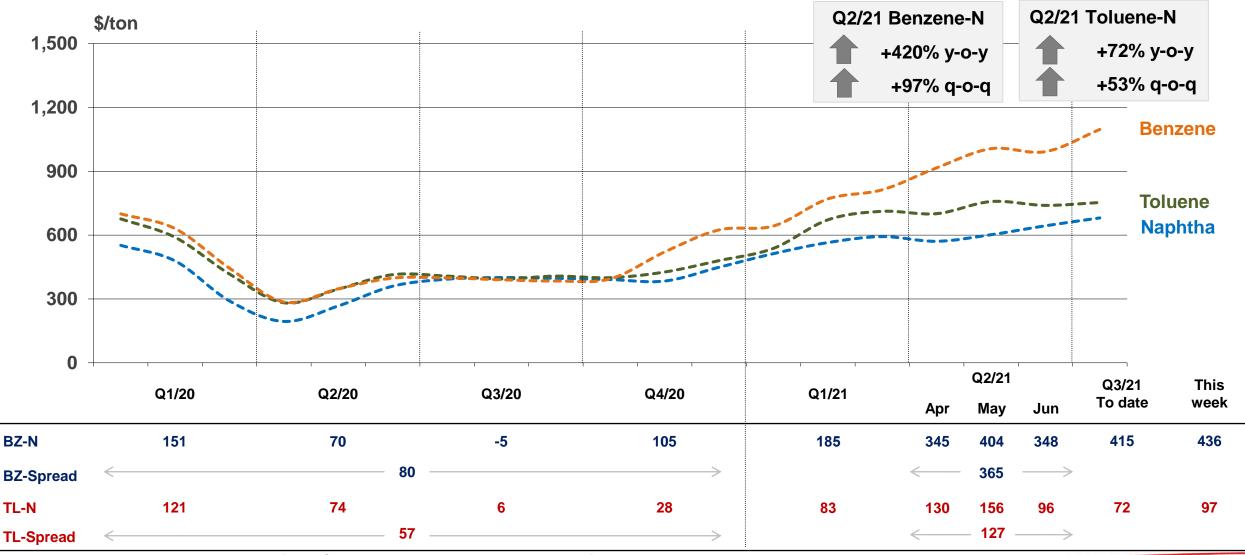


Note: Prices refer to SEA regional prices as of 23 Jul 2021



### **Benzene & Toluene**

BZ-N: Spread rose from tight supply in the West due to delayed restart of maintenance unit and several unplanned outage TL-N: Spread increased from improved TDP and restocking demand for gasoline blending during summer season



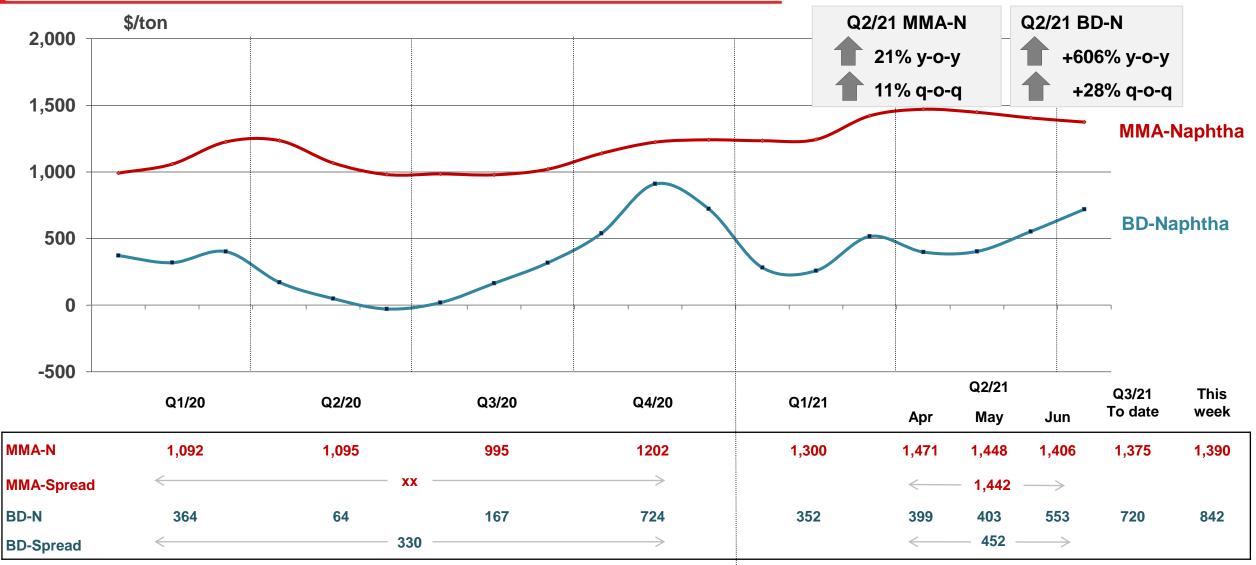
Note: Benzene prices refer to SEA regional prices, toluene prices refer to NEA regional prices

Note: Prices refer to SEA regional prices as of 23 Jul 2021

### **Price Gaps of Associates**

MMA-N: Gap increased from global supply tightnesss due to plant turnarounds in Europe & Asia

BD-N: Gap rose following cracker maintenance and opened Asia-U.S. arbitrage due to strong demand and limited supply in the U.S.



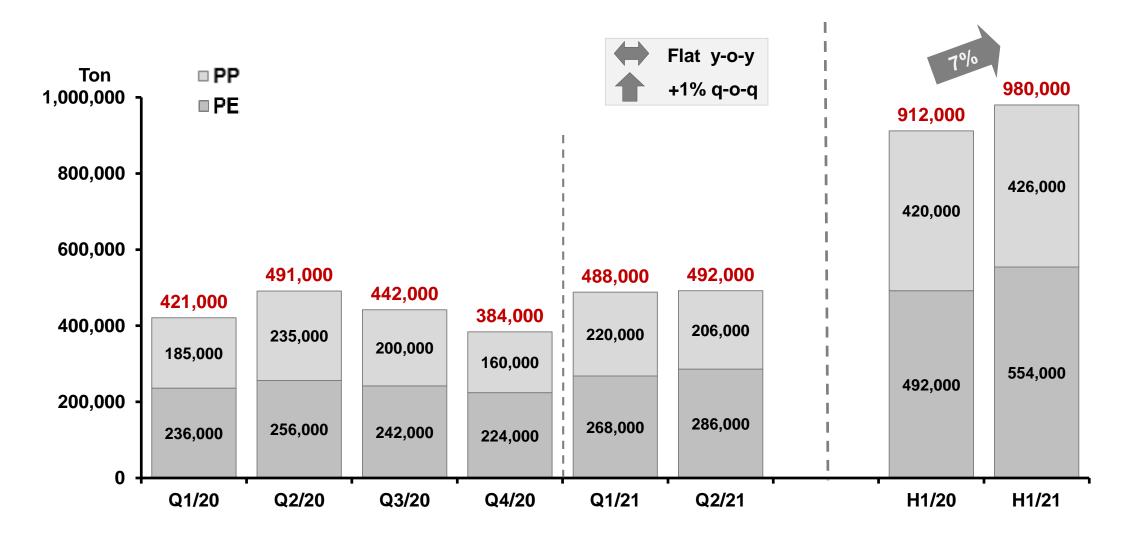
<u>Note</u>: MMA price refers to SEA regional prices of 23 Jul 2021 BD prices refer to Asian regional prices of 23 Jul 2021



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### **Polyolefin Sales Volume**

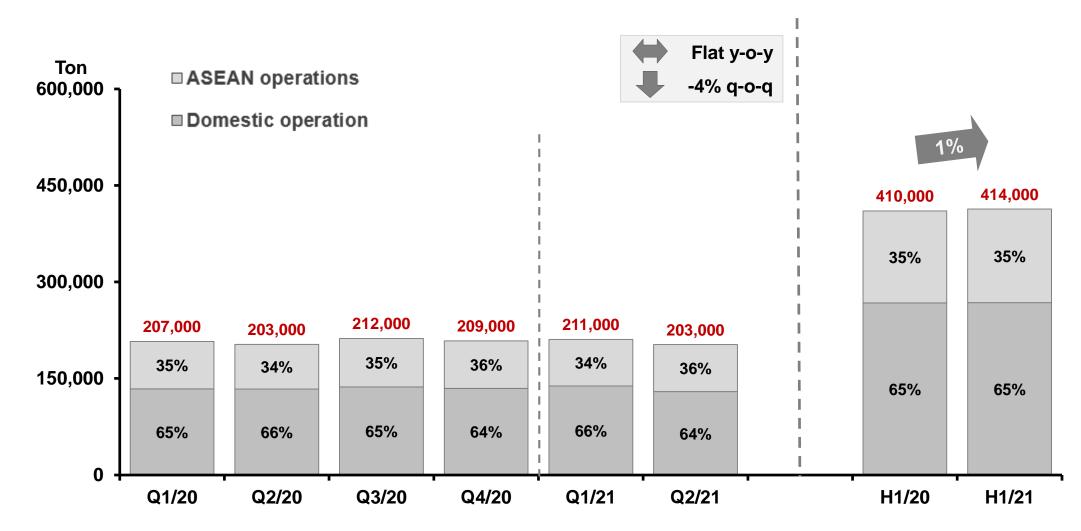
Sales volume slightly increased q-o-q from firm demand amidst tight freight situation and COVID-19 in the region by leveraging domestic channel, managing freight and product portfolio





### **PVC Sales Volume**

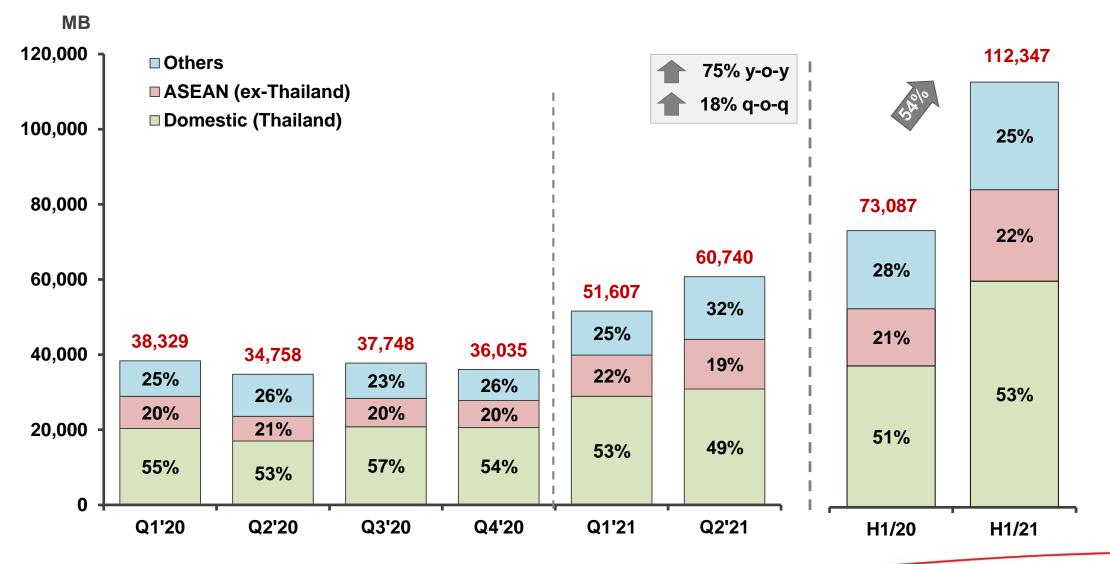
Sales volume reduced 4% Q-o-Q from slowdown in demand in SEA as COVID-19 situation picked up since the beginning of Q2 amidst freight tightness



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

### **Revenue from Sales**

Q2/21 revenue increased 18% q-o-q and 75% y-o-y from higher product prices

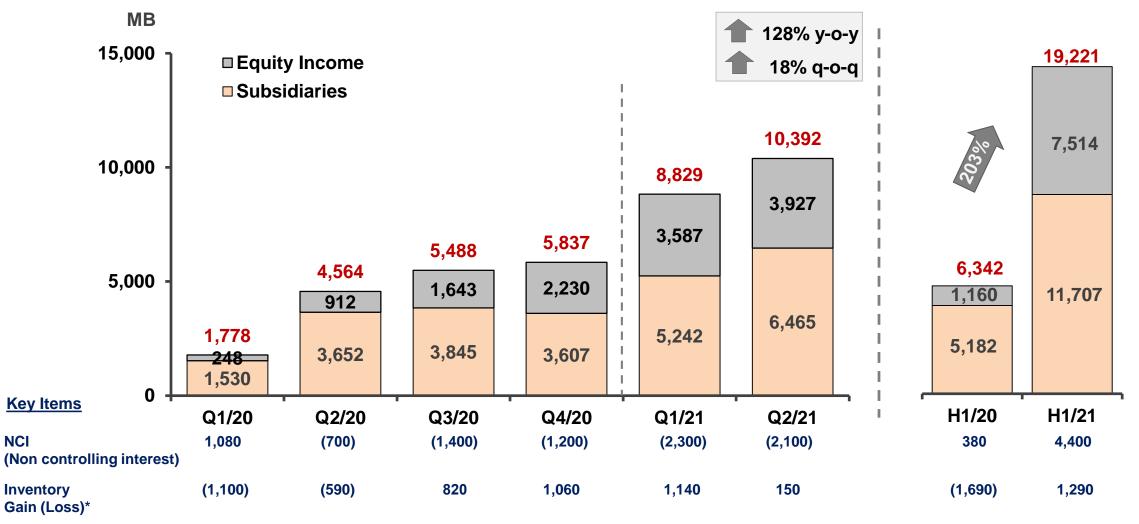


MB 59% у-о-у 30,000 26,540 42% q-o-q □ Dividend from Associates 3,264 **EBITDA** from Operations 25,000 108% 20,000 15,591 12,736 15,000 3,173 10,949 3,071 23,276 91 9,826 9,451 8,778 61 10,000 1,301 2,980 12,418 10,858 9,665 2,910 5,000 8,717 8,150 6,846 91 2,819 0 H1/20 H1/21 Q1/20 Q3/20 Q4/20 Q1/21 Q2/21 Q2/20 **EBITDA** 7% 20% 23% 23% 21% 20% 13% 21% Margin\*

**EBITDA** 

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

Earnings increased 18% q-o-q from higher gaps and 128% y-o-y from higher gaps and equity income



\*Sub/Asso Q2/21: 181%:-81%

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### Outlook

- Crude Expect to climb higher as it is supported by demand recovery following COVID-19 vaccine roll-out amidst OPEC+ production curb to balance the market.
- **Naphtha** Moving in line with crude, and also there is firm demand from new crackers and lower LPG replacement.
- Polyolefin Demand pressured by COVID-19 in the region and freight tightness. However, seasonal restocking is expected.
- PVC Construction demand in SEA affected by rainy season and implementation of social restriction, but will be offset India's demand will gradually recover from COVID-19.

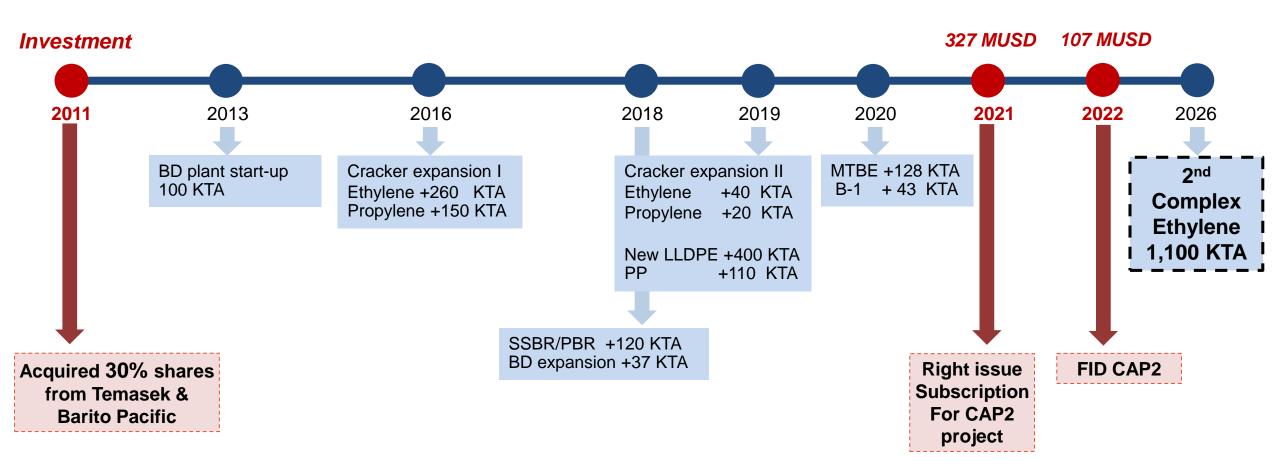
### **Company Updates:**

- Subscription of CAP equity rights issue: to maintain existing stake and grow together with CAP in CAP2 project
- Circular related activities
  - Chemical recycling: product testing, product certificate, and patent pending are on progress
  - Signed MoU with Unilever to develop and utilized high quality post-consumer recycled resin (PCR) under SCG Green Polymer<sup>™</sup> brand. Commercialized, expected to expand in the future
- LSP Project updates: maintain on-plan progress at 83% amidst COVID-19 resurgence in Vietnam



### Subscription to Chandra Asri's Equity Rights Issue for CAP2 Project

Since 2011, SCG has continued investing in CAP with proven track record of successful project executions together with Barito Pacific. This Rights Issue is another important stepping stone for CAP2 project



### SCG supports CAP on project execution leveraging SCG's best-in-class operating models

- Operational Excellence
- Process Safety Management
- Maintenance Solutions
- Human Resource Solutions







Partnership with Unilever...Turn Post-Consumer Plastics into High Quality Post-Consumer Recycled Resin for Packaging Bottles for the First Time



SCG's high quality PCR HDPE: higher proportion of PCR blending while maintaining the efficiency to meet customer requirements



- SCG Chemicals has developed high quality recycled HDPE resin formula under SCG Green Polymer™ brand
- Collaborate with Unilever to turn local postconsumed HDPE bottles into Thailand's first high quality post-consumer recycled resin (PCR) through the recycling process
- Starting with HDPE packaging from leading brands like Sunlight (gallon bottles), Comfort, Dove, Sunsilk, Clear, Tresemme, followed by many other brands



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### **Projects update: LSP Project**

Overall progress is 83% (as planned) with successful power energization, completed major equipment installation at Hydrocarbon Jetty, completed installation of pellet silos, and construction of main buildings. Commercialization is expected in H1/23



Main Buildings



Administration Building

**Pellet Silos** 

### **Projects update: LSP Project**

Amidst the resurgence of COVID-19 in Vietnam, the project implements strong measures to control and prevent the spread of the disease

#### Screening process



#### Launched temporary isolation area



#### On site COVID-19 Quick Test Center









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  - Chemicals Business

### Sustainability

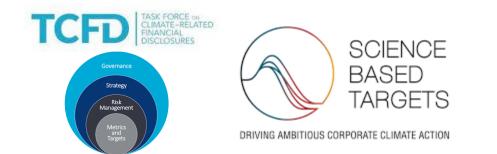
K. Tanawong - President, Chemicals Business

Summary



### **SCG Sustainability**

To achieve Net zero emissions by 2050, SCG has committed to the Science Based Targets initiative (SBTi), executed business model transformation, and implemented financial planning in accordance to the **TCFD framework** 



### ENVIRONMENT – Key Initiatives

Increasing the proportion of Renewable energy and Alternative fuel



Establishing the Internal Carbon Pricing ("ICP") program



Developing **new products, services and solutions** and looking for opportunities to **invest in Deep Tech** 



Becoming a **Member of the RE100 Thailand Club** in June, 2021





### SOCIAL CONTRIBUTION

Continuous public service during the Covid-19 pandemic

Volunteer the use of its Bangsue corporate headquarters as one of Bangkok's "Covid-19 vaccination unit"

### Develop and deliver health-related innovations to tackle Covid-19 in Thailand and ASEAN countries in which SCG operates

Provided financial supports and services to mitigate impact of Covid-19 lockdown on SME businesses and trade partners



### GOVERNANCE

Reinforce awareness and maintain a robust ESG oversight at highest level

In 2Q21, SCG arranged Board of Directors Seminar focusing on 2 topics:

• ESG in the eye of investors and ESG Disclosure by Aberdeen Standard Investments, Singapore

 Climate Resilience, De carbonization and Mitigation Mechanism by Thailand Greenhouse Gas Management Organization (TGO)





### SCG

## Agenda

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- **Consolidated Results** 
  - Q2/21 Consolidated Results
  - H1/21 Segments
  - Financial Updates
- Cement Building Materials Business
- Chemicals Business
- IV.

111.

Sustainability



Summary (K.Roongrote, President & CEO)



### Summary

### In Summary:

- Strong profit of 17,136 MB in Q2/21 contributed by all three business units.
- Solid execution in Q2/21 drove robust performance amid resurgence of Covid-19 in ASEAN countries and tight global freight situation.
  - Chemicals business delivered above-market spreads and resilient polyolefin sales volume.
  - Cement-Building Materials business reported revenue growth and good cost control.
  - Packaging business continued growth execution. Closing on Duy Tan is the latest M&P.
- Looking ahead, H2/21 is set to be challenging given the fast-rising Covid-19 cases in Thailand, Vietnam, and Indonesia.
- Possibility of Covid-19 resurgence in Western Hemisphere following removal of social restrictions.
- SCG remains financially strong with high liquidity, healthy cash generation, and strong balance sheet.
- SCG is better prepared to tackle the challenges compared to last year, and global vaccine rollout helps.
- Transformation toward ESG business continues with chemical recycling, recycled plastics, and zero-coal initiative leading the way.
- Investment in Chandra Asri's second petrochemical cracker (CAP2) adds capacity growth beyond LSP, at competitive all-in price.
- Management's priority remains to ensure strong execution amid the resurgence of Covid-19 in Thailand and ASEAN.
- SCG has a track record of achieving operational excellence in crisis. This will continue.









### PASSION FOR BETTER

# Thank You

For further information, please contact *invest@scg.com* 

