

## Business Overview

### SCG Packaging Public Company Limited (SCGP)

SCGP is a leading multinational consumer packaging solutions provider. We offer innovative products & services that enables our broad and diversified product offering and ancillary services such as Fiber Packaging, Performance and Polymer Packaging, Medical Supplies and Labware, Foodservice Products, and Pulp and Paper Products. On top of that, we provide design and printing solutions to enhance customer's brand and serve consumer's demands. SCGP inspires the new way of living to enrich lifestyle of people, society and environment while placing emphasis on environmental, social and governance (ESG) aspects.

**SCGP'S** STRATEGY IS TO BECOME  
A LEADER IN THE INTEGRATED  
PACKAGING SOLUTIONS BUSINESS  
IN THE REGION.

#### Business Overview

SCGP's business operations span across ASEAN, and expand to group of potential countries outside the region. The Company has a total of 56 production facilities and 5 sales offices in 7 countries: Thailand, Vietnam, Indonesia, the Philippines, Malaysia, United Kingdom and Spain. The Company's geographical presence strengthens our vertically integrated business model as it allows for more intra-group synergy among subsidiaries and increases our capability to gain access to markets with growth potential in ASEAN, Europe and North America.



## Business Characteristics

### 1) Integrated Packaging Business

SCGP has a comprehensive and diversified portfolio of more than 120,000 SKUs in its Integrated Packaging Business including Corrugated Containers, Retail Display Packaging, Flexible Packaging, Rigid Packaging, Medical Supplies and Labware, as well as Packaging Paper, Grocery Bags and Industrial Bags to serve consumers' diverse demands and high-growth business, such as Fast-Moving Consumer Goods (FMCG) industry and E-Commerce business.



### 2) Fibrous Business

Fibrous Business products comprise safe and environmental-friendly foodservice products under Fest® brand and Go-Pak brand, which are designed with aesthetics and functionalities suitable for consumer usage as well as various pulp products and printing & writing paper products, which third party printing houses use for producing magazine, textbooks, copy paper, and specialty industrial paper such as paper for label, release liner, furniture products, medical & hygienic paper etc. Besides, SCGP proceeds plantation in accordance with Forest stewardship Council (FSC) certification many areas in Thailand.



## Competitive Strengths

- 1) Leading comprehensive packaging solutions provider
- 2) Packaging Business is the partner of choice of multinational companies ("MNCs") and other blue chip and established regional customers with whom Packaging Business have long-standing relationships
- 3) Strong packaging design and R&D capabilities which allow us to offer broad, diversified and innovative solutions and products to cater to our customers' differentiated needs
- 4) Large-scale vertically integrated packaging solutions provider, which creates operational efficiencies, cost competitiveness, security of supply and products and optimized resource allocation
- 5) A leading proponent of sustainability through Circular Economy principles, with emphasis on Environmental, Social and Governance (ESG)



**SCGP** FOCUSES ON PROVIDING WHAT CUSTOMER NEEDS AND BEING AN INTEGRAL PART OF CONSUMER DAILY LIFESTYLES.

## **SCGP's Business Strategy**

**1** Quality Growth through Merger and Partnership (M&P) and Organic Expansion

**2** Packaging Solutions, Innovation, and E-commerce

**3** Operational Excellence

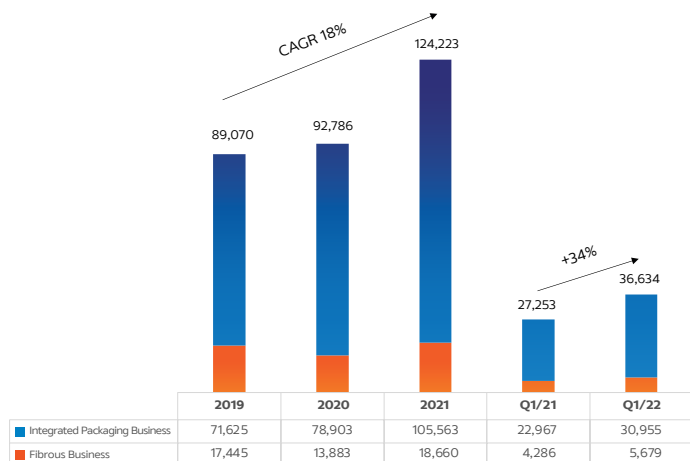
**4** ESG (Environmental, Social and Governance) and Sustainability



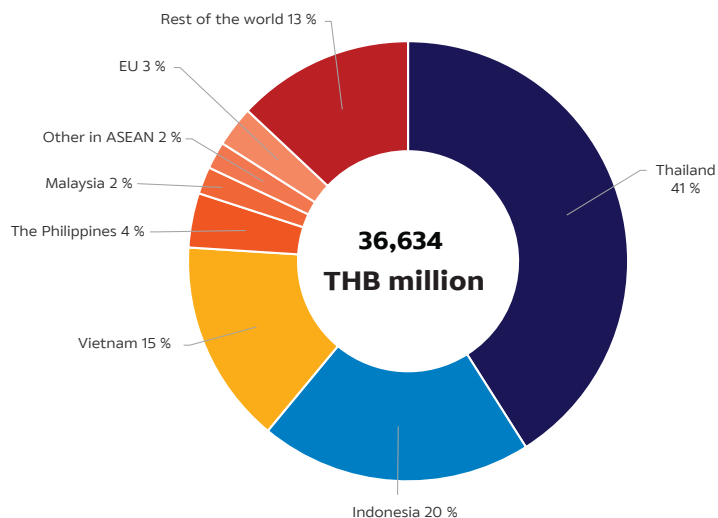
**SCGP** PROVIDES PRODUCTS, SERVICES, AND SOLUTIONS TO FULFILL CONSUMERS' REAL-LIFE APPLICATIONS. DAILY LIFE IS EASIER AND MORE CONVENIENT THAN EVER.

Consolidated financial statements for the years 2019-2021 and for the three-month period ended March 31, 2022 (unit: THB million)

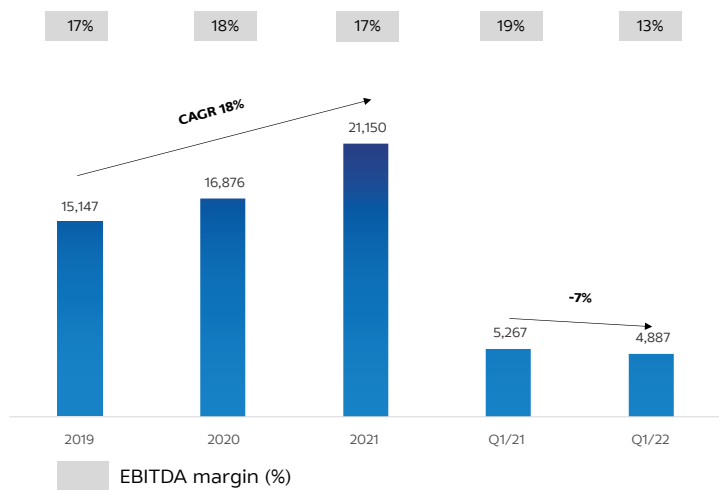
Revenue from sales



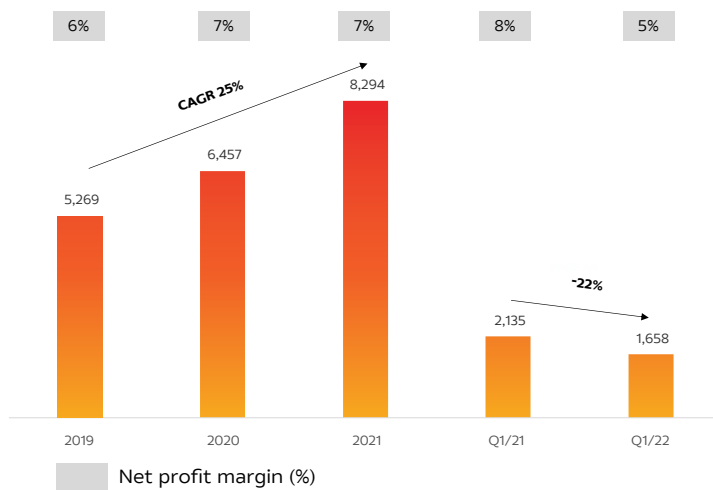
Revenue from sales by end destinations



EBITDA <sup>(1)</sup>



Profit for the period <sup>(2)</sup>



### Note

(1) Earnings before finance cost, tax, depreciation and amortization (excluded dividend from associates and included FX gain/loss from loans)

(2) Profit for the period attributable to owners of the parent