

SCGP

SET Opportunity Day

9 April 2021



AGENDA

- 1 Invitation to join SCGP**
- 2 Growth strategy**
- 3 Sustainability & Innovations**
- 4 Appendix**

1

Invitation to join SCGP



SCGP at a glance

1975 

Established year

#1 

Market Shares¹

THB 200 bn 

Market Capitalization

THB 92.7 bn 

Revenue FY2020

18.0% CAGR

(16'-20') Net profit growth

THB 16.8 bn 

EBITDA FY2020

6 

Operating countries

43 

Plant locations

0.6x 

Total Debt to Equity

> Business Segments²

Integrated Packaging Chain (85% of total sales)

Fiber-based packaging



Packaging paper



Performance and polymer packaging



Fibrous Chain (15% of total sales)

Foodservice packaging

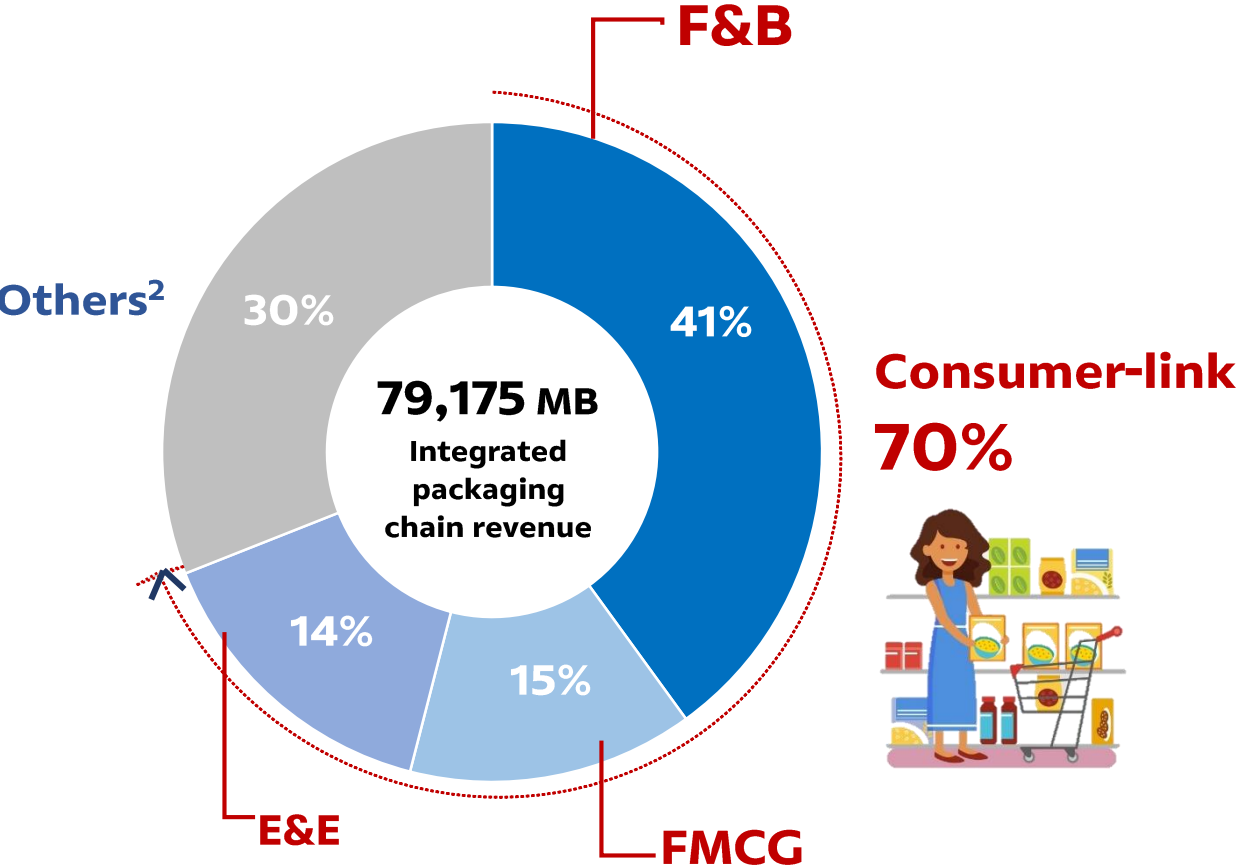


Pulp and paper



SCGP Growth Driver in everyday life

> Consumer linked



> ASEAN Mega Trends



Consumption growth
& FDI

5-7 % p.a.
GDP++



Consumer lifestyle

4X
Demand potential
vs developed economy



E-commerce boom

20%+ p.a.
Demand growth



Sustainable packaging

- Eco-friendly
- Recyclability

Note
1. %Consumer goods based upon (i) the actual classification of PPP & fiber-based packaging by end-market & (ii) basis of information classification of ultimate customers of packaging paper by end-markets
2. Industrial packaging & others i.e. auto parts, petroleum product, construction materials, footwear & garment.

SCGP has diversified markets, customers, products & services

25+ Sub- Industries, 7,000+ Customers & 120,000+ SKUs



Food



Frozen & Canned food



Beverage



FMCG



Electronics & Electrical appliances



E-commerce

Customer's various requirements

Secrecy

Silent salesman

Quality consistency

Customization

Innovation

Design

Speed

Scalability

Brand identity

Just in time delivery

Anti-counterfeit

Proximity advantage

Wide products offerings & tailor-made solutions

Direct contact

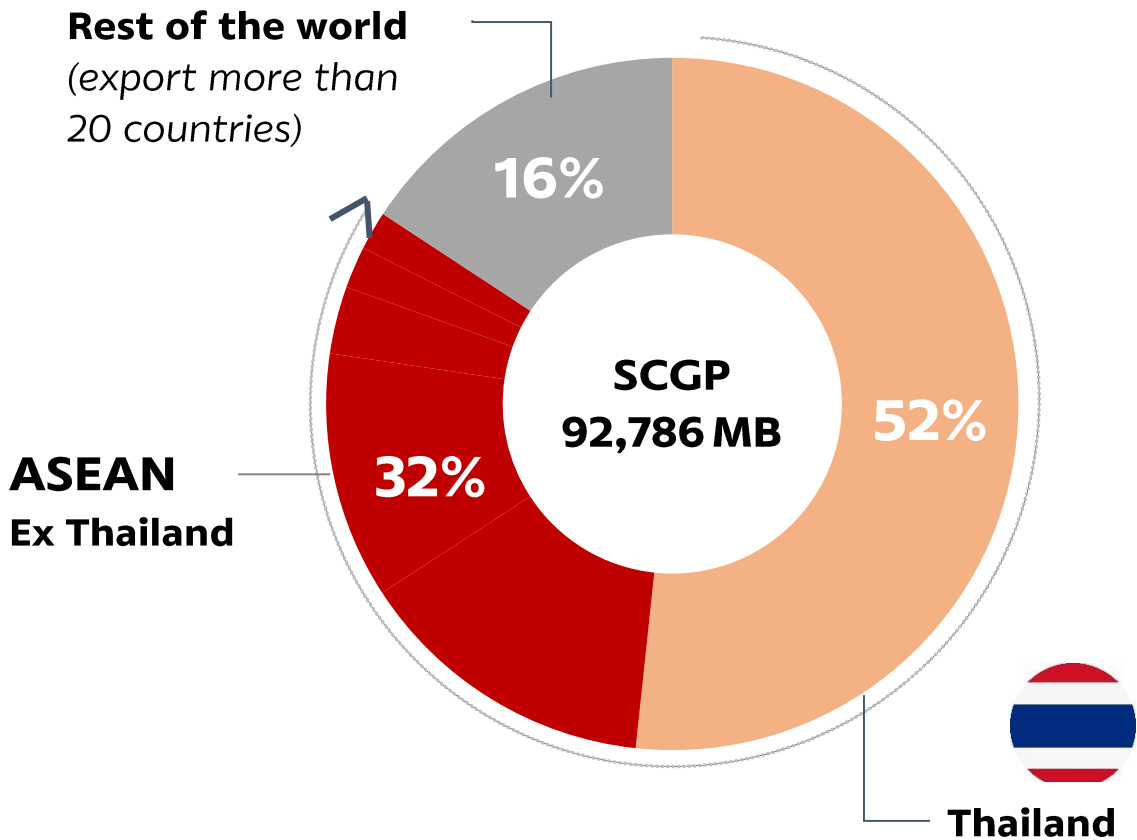
Branding Display

Transportation

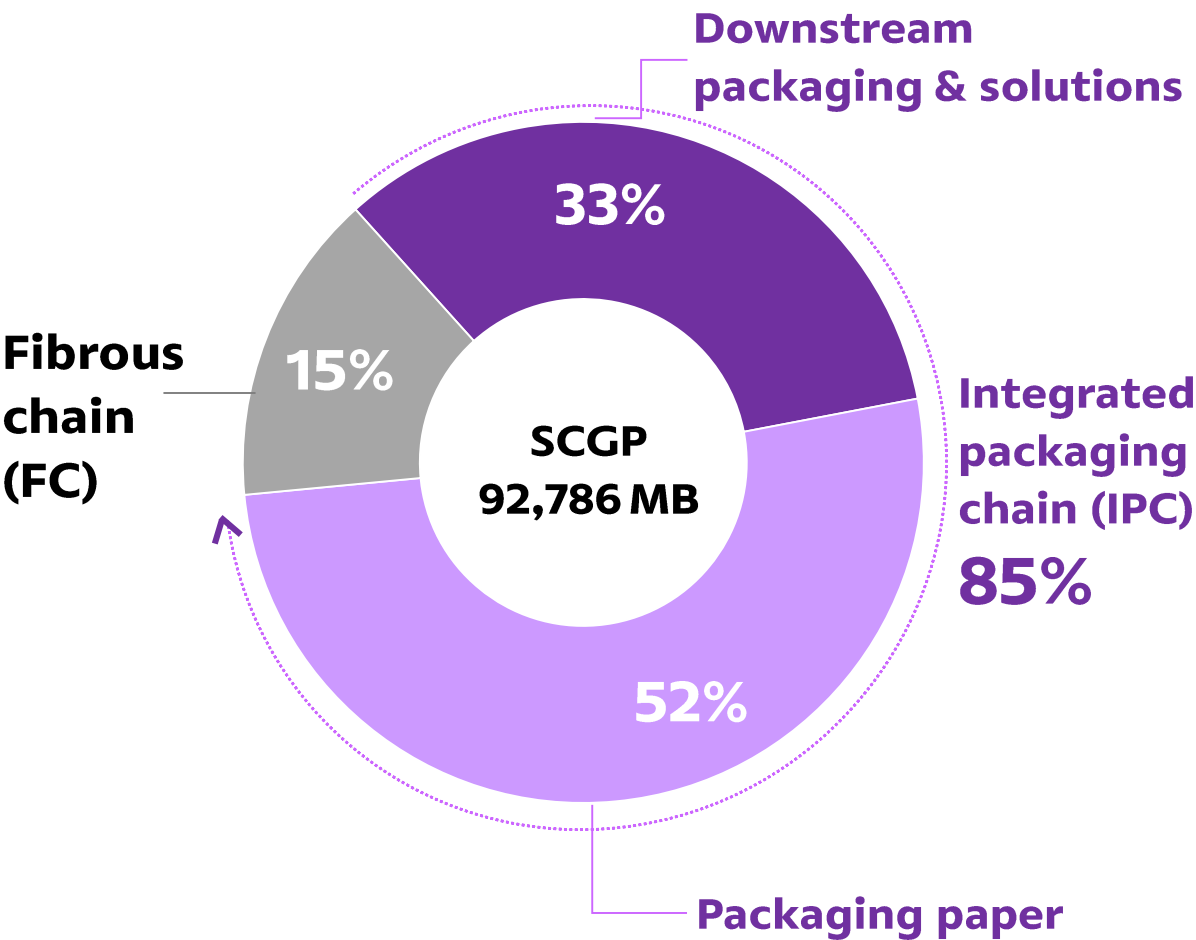
Design & Innovation

SCGP's revenue portfolio

By end destinations



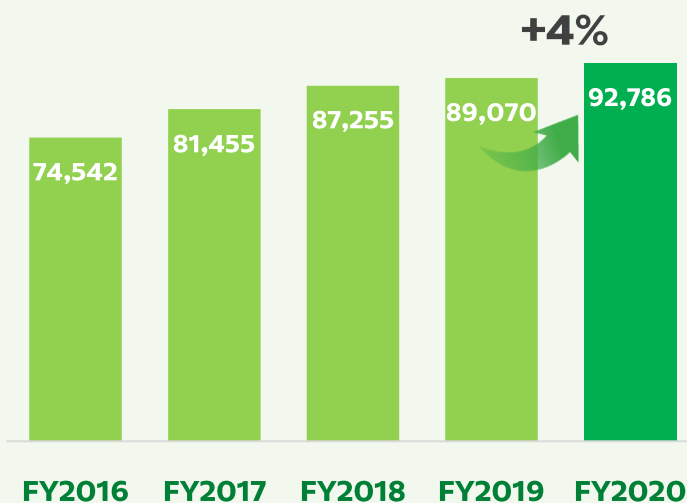
By business units



Steady growth with resilient profitability

Revenue from sales¹ (MB)

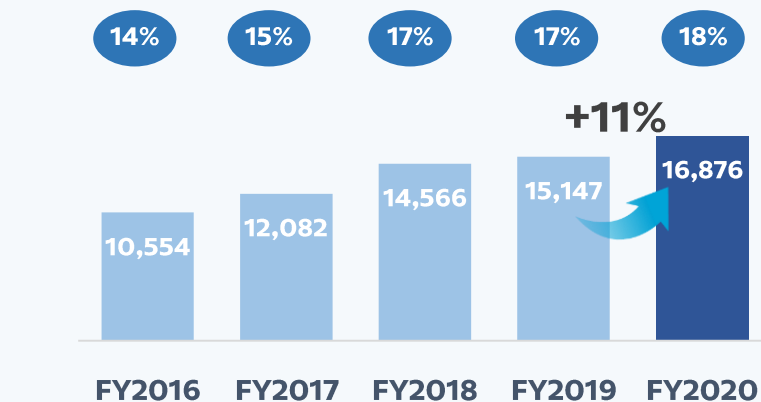
SCGP 2016-2020 CAGR : 6%



EBITDA^{1,2} (MB)

SCGP 2016-2020 CAGR : 13%

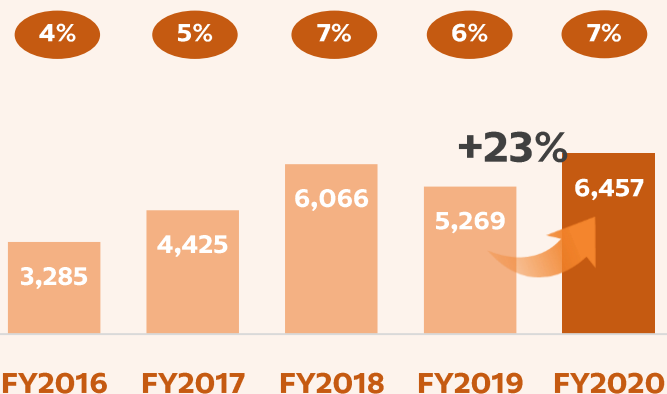
% Margin



Net Profit¹ (MB)

SCGP 2016-2020 CAGR : 18%

%Margin



% Revenue ex-Thailand



% COGS



Recap of FY2020

- Raised 40BB at IPO, to **accelerate double-digit revenue growth**
- **Diverse** markets, customers, and product portfolio
- Demonstrated **operational flexibility & resilient margin**, despite pandemic
- Launched steady stream of **innovative products, services, and solutions**
- **Strong balance sheet** with ample debt headroom
- One of a few SET 50 companies with **earning growth in 2020**
- FY2020 dividend: 30% payout @ 0.45 THB/Share

2

Growth strategy

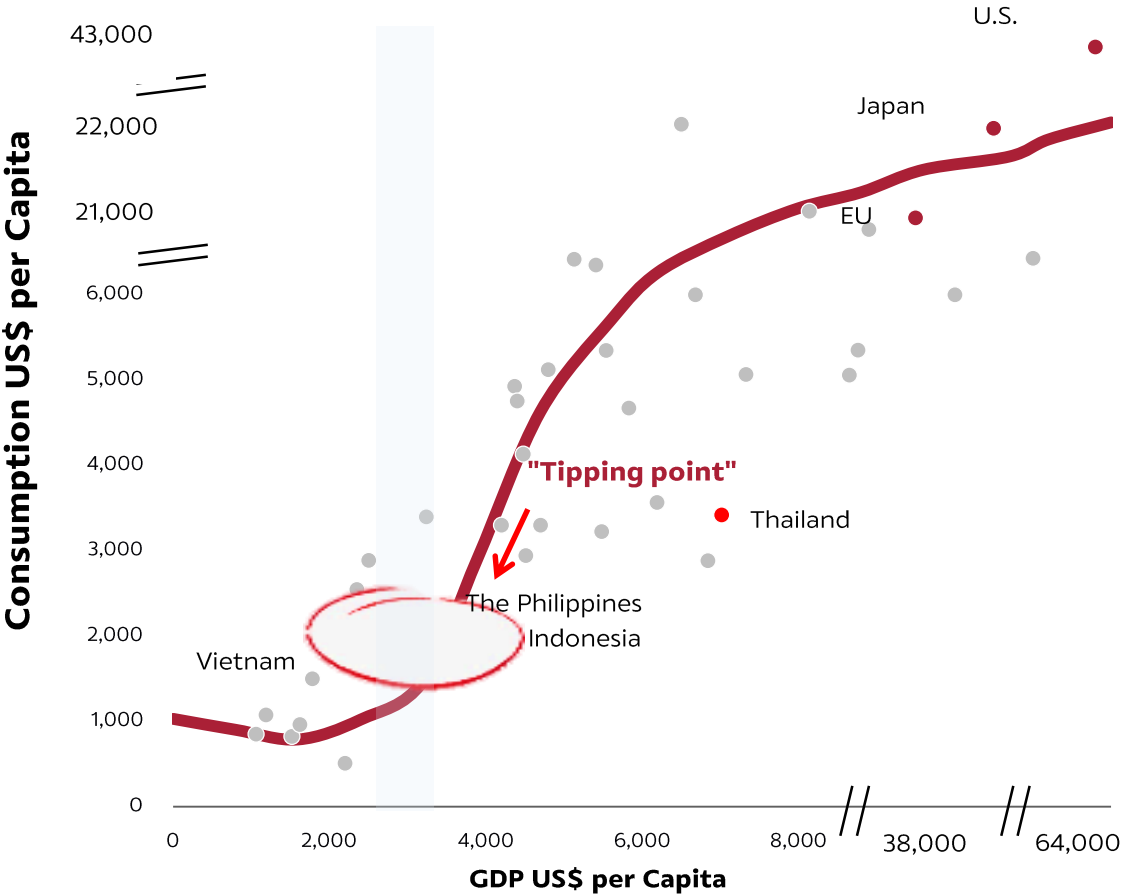


SCGP as Proxy to ASEAN Consumers

Growing consumer spending

Illustrative GDP per capita S-Curve

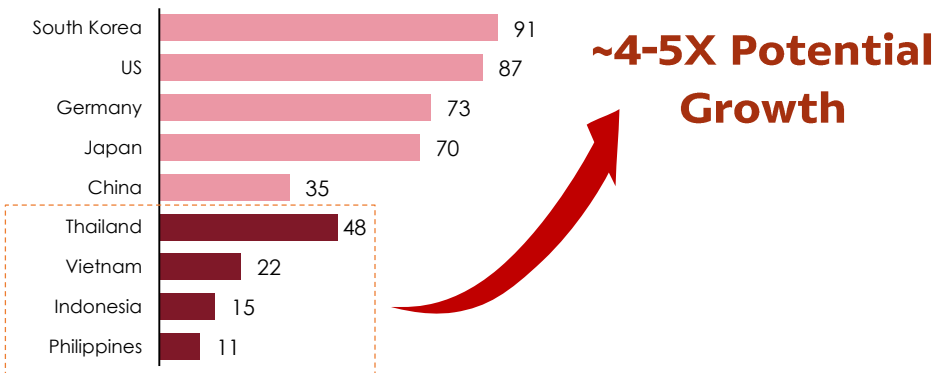
When GDP per capita exceeds approximately US\$2,500 to US\$3,000, consumption per capita begins to grow exponentially



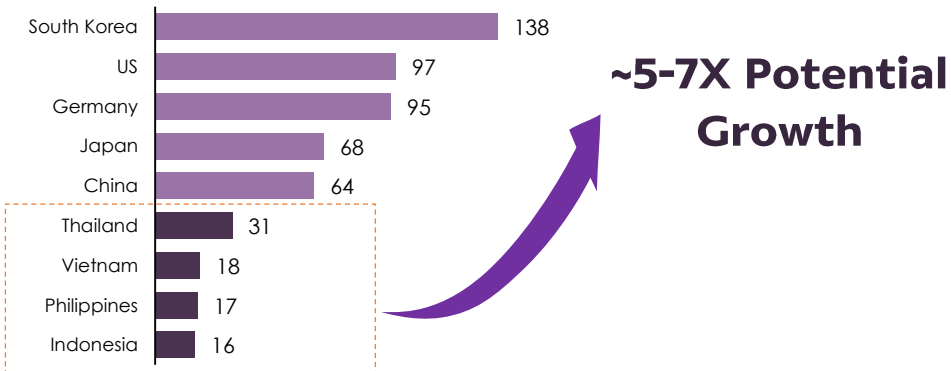
High growth opportunity in ASEAN

Penetration rate (2019, kg per capita)

Paper packaging



Plastic packaging

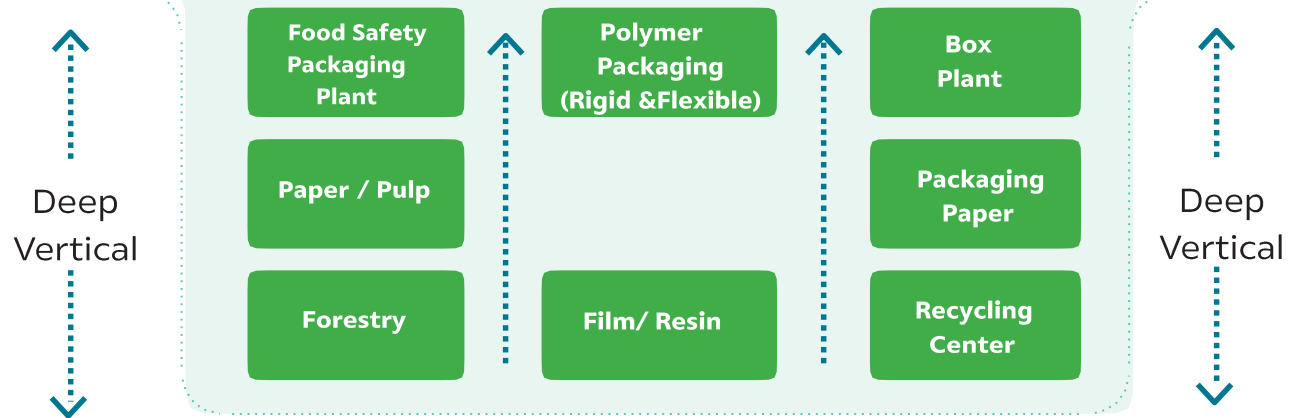


SCGP's "T-Model" as one-stop solutions

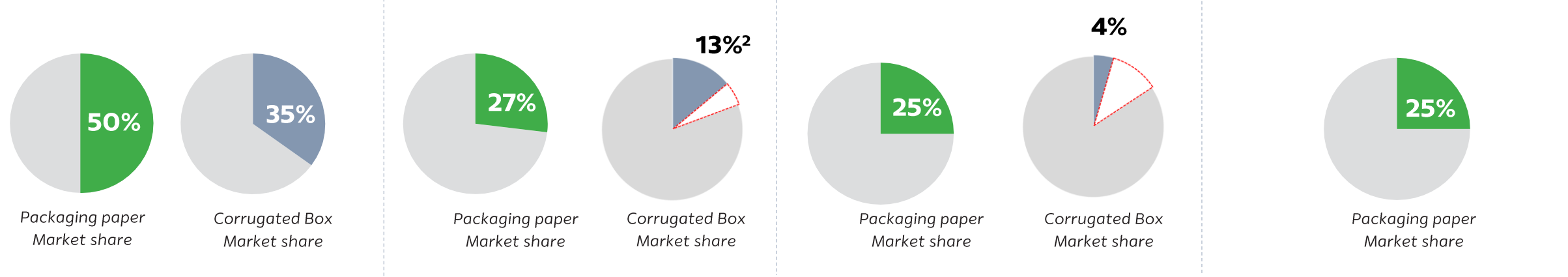
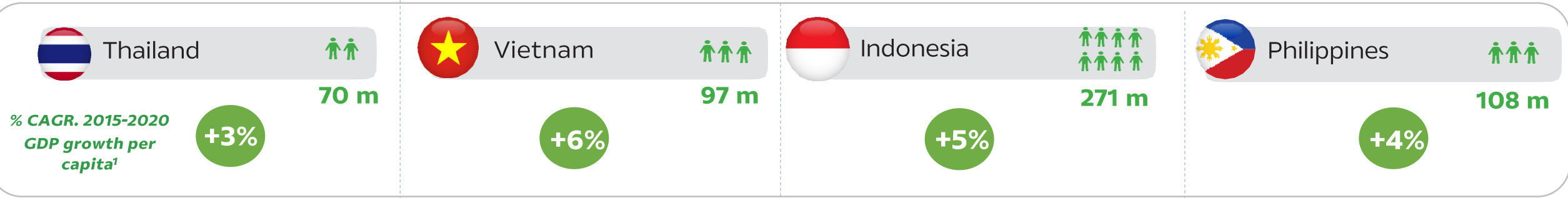
25+ Sub- Industries, 7,000+ Customers & 120,000+ SKUs



Wide Horizontal

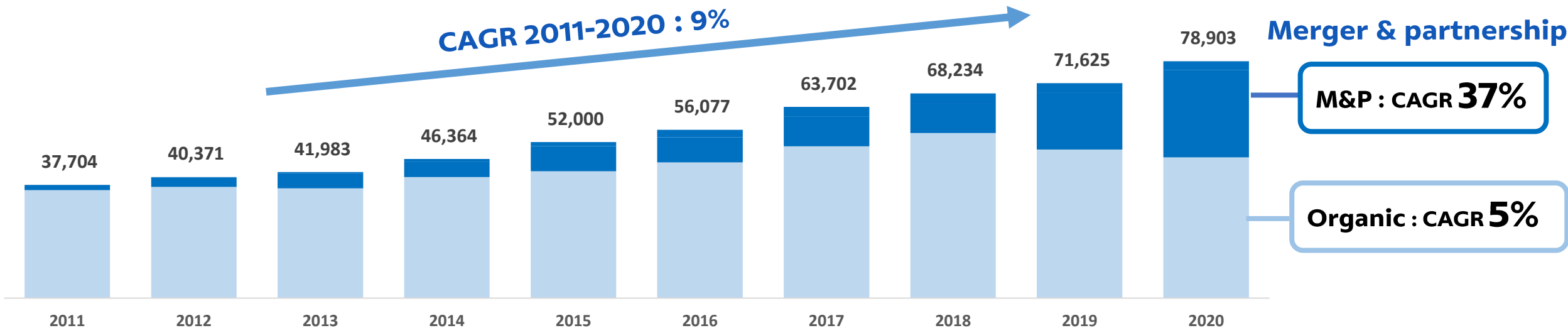


Expand our "T-Model" success overseas

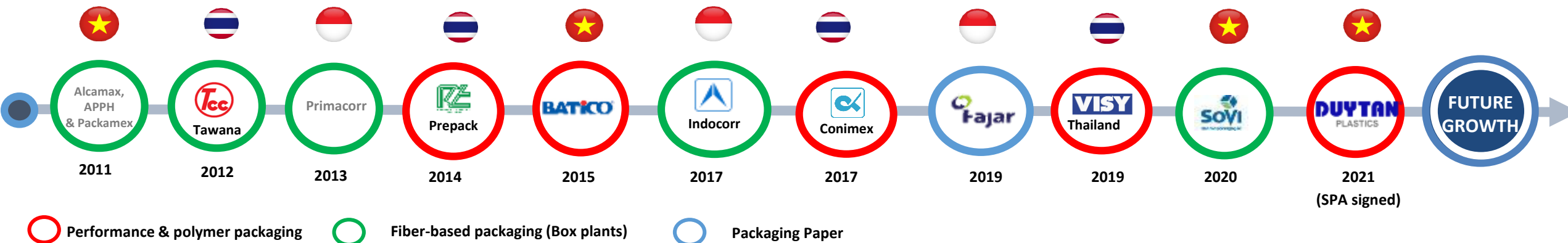


SCGP is accelerated growth journey

Integrated packaging chain's revenue (MB)



Over 20 M&P deals in past 10 years



Post-IPO M&P efforts : Consolidated Sovi & Go-Pak and closing Duy Tan

SOVI



Top box player in VN with high consumers growth



Go-Pak



Fibrous chain's Transformation To foodservice packaging



Duytan



Fullfill VN's T-Model with leader in rigid packaging








Key financials :

- SCGP acquisition of 94.1% stake at approx. 2,700MB
- Revenue approx. 2,100 MB¹

- SCGP acquisition of 100% stake (approx. 4,400 - 5,500 MB)
- Revenue approx. 2,800 MB¹

- SCGP acquisition of 70% stake (Expected in mid of 2021)
- Revenue approx. 6,100 MB²

Organic expansion with revenue growth approx. 9,000MB (annualized)

	Country	Products	Capacity expansion	Project status	Final completion
1	Vietnam	 Flexible packaging	84 million m² /year (Batiko plant#2)	<ul style="list-style-type: none"> Completion in early Q4/2020 	
2	Indonesia	 Packaging paper	400,000 Ton/year (Fajar Plant#2, Surabaya)	<ul style="list-style-type: none"> Start Line #2,3 in Nov/20 Start Line#1 in Apr/21 	Q2/2021
3	Philippines	 Packaging paper	220,000 Ton/year (UPPC-Paper machine#3)	<ul style="list-style-type: none"> Installation of machinery is progressing 	Q3/2021
4	Thailand	 Flexible packaging	53 million m² /year (Prepack plant#2)	<ul style="list-style-type: none"> On progress 	Q3/2021
5	Thailand	 Rigid packaging	347 million pieces/year (Visy Line#7)	<ul style="list-style-type: none"> Commercially started the machine in Q1/21. Automated warehouse to be completed end 2021 	

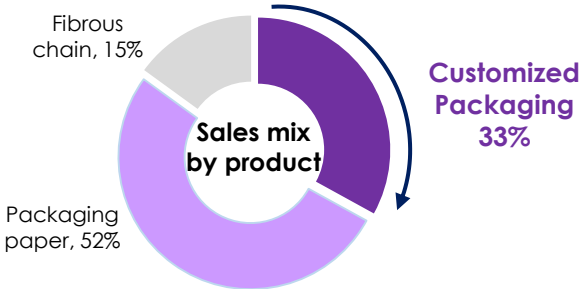
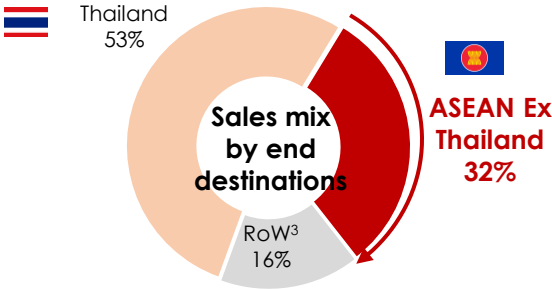
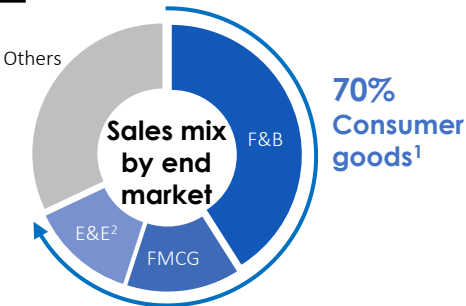
SCGP's aspirations to strengthen position as ASEAN's packaging solutions champion

1 Expand consumer end market

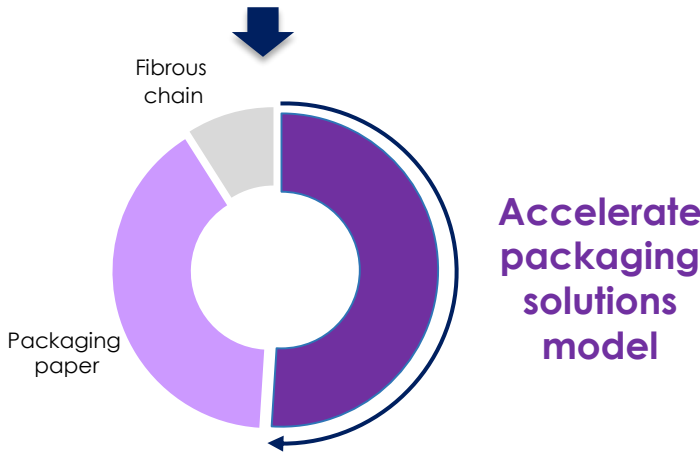
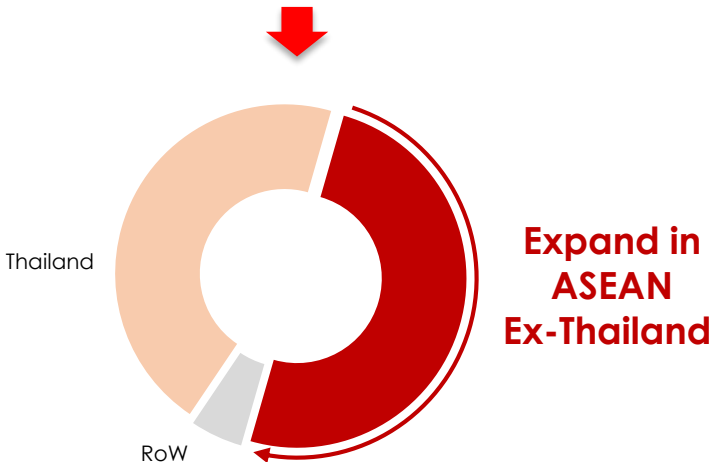
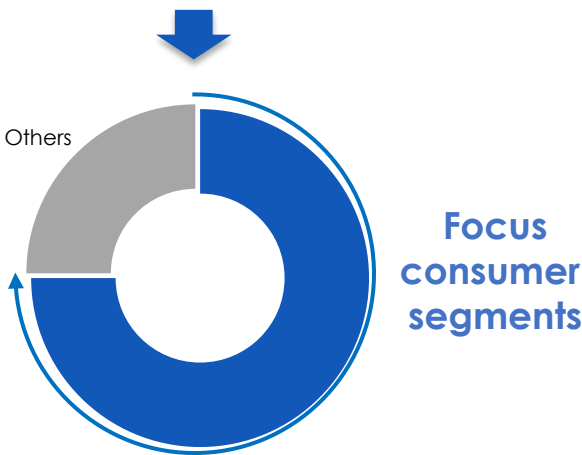
2 Enlarge high growth ASEAN %

3 Enhance bespoke B2B2C downstream business

As of FY2020



SCGP's aspirations



3

Sustainability & Innovations



Value proposition to customers through innovative products & services

Innovative packaging



For shelf life extension



Convenience solutions with "Ezy Steam" technology



Fruit bowl packaging replacing metal can

Sustainable packaging



Lightweight Technology

95% of fiber-based raw material from RCP



Recyclable packaging (Mono material : R-1)



Fest Chill®
Food safety packaging



Fest®
Paper straw

Alluring packaging



Worldstar Packaging Awards



Graphic & Structural design

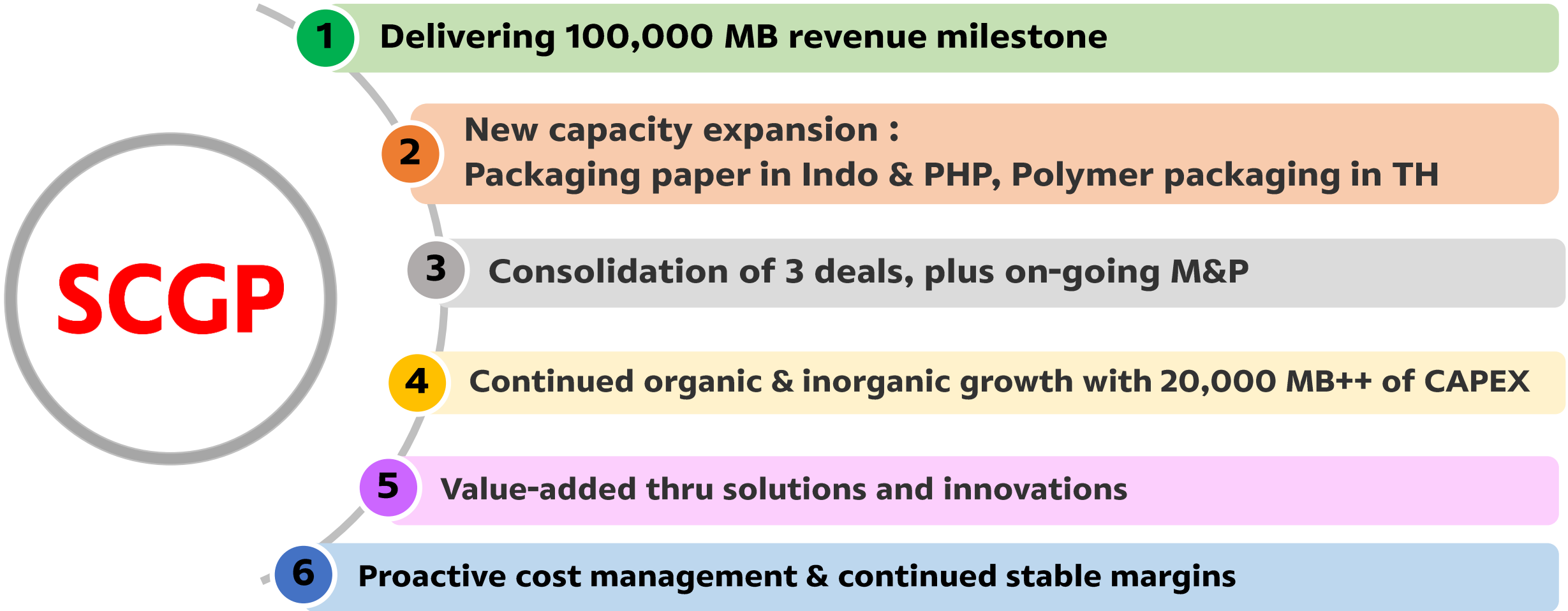


Marketing event design



Inspired Solutions Studio

Growing thru Y2021...





Q&A

THANK YOU

For more information , please contact
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