

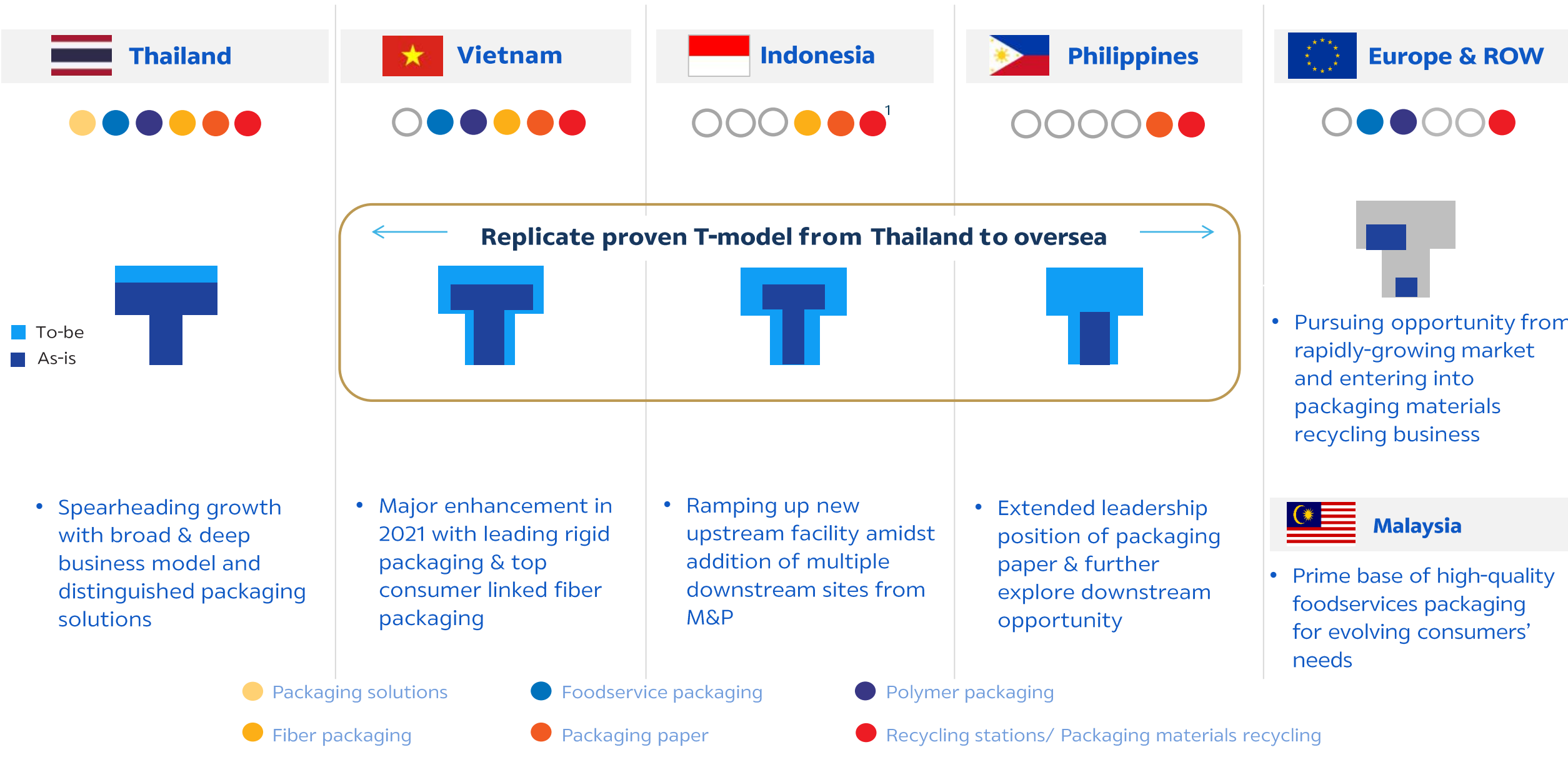
# THAILAND FOCUS 2022

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25 August 2022



# Pursue long-term growth, focusing on consumer-linked segments



# Progressing sustainably in all focused items

Q2/2022 Highlights

## Quality Growth



### Enhanced consumer-linked growth; broad & deep business model

- Q2/22: Expanded Fiber Packaging capacity in TH to serve the growing demand
- (Jul/22): Entered into the fast-growing international packaging material recycling business with 1 MT RCP-sourcing capability per year

## Packaging Solutions



### Augmented consumer solutions with strategic business partners

- Strategic investment in Imprint Energy to further develop technology for intelligent packaging
- Collaborate with KAO Industrial (TH) to provide end-to-end sustainable packaging solutions

## M&Ps Synergies



### Maximize value through business synergies

- Continuously pursue post-M&P integration. i.e. Duy Tan - enlarge cross-sellings with other operations in VN, Deltalab - expand new customer network in TH&ASIA

## ESG



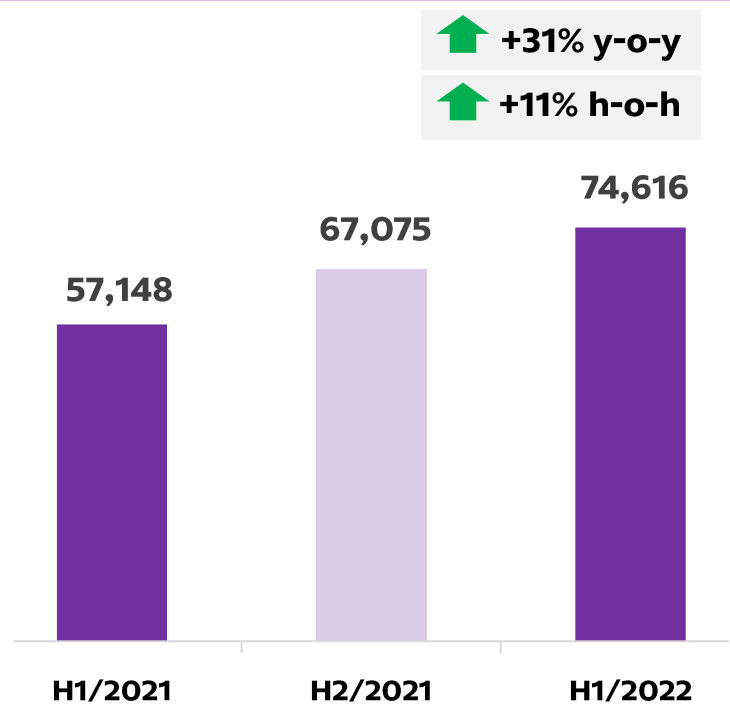
### Emphasis on the development of innovative sustainable packaging

- Distinguished achievement in international sustainability award & certification (i.e. ISCC, Circular Mark)
- Progressive efforts toward ESG targets with focus on development of sustainable packaging & renewable energy sources

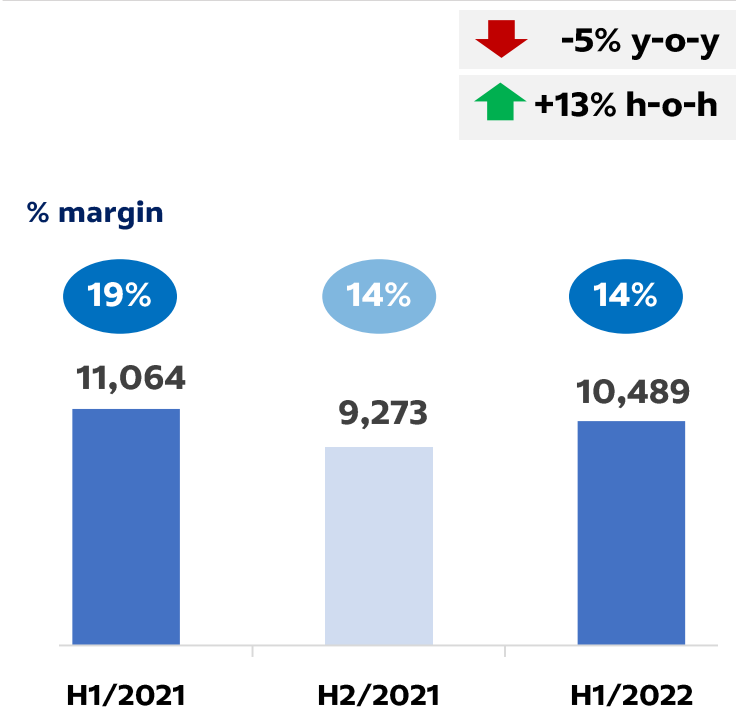
# Consolidated Key Financials: H1/2022<sup>1</sup>

Strong revenue growth from business expansions while yoy earning was affected by higher raw material and energy costs

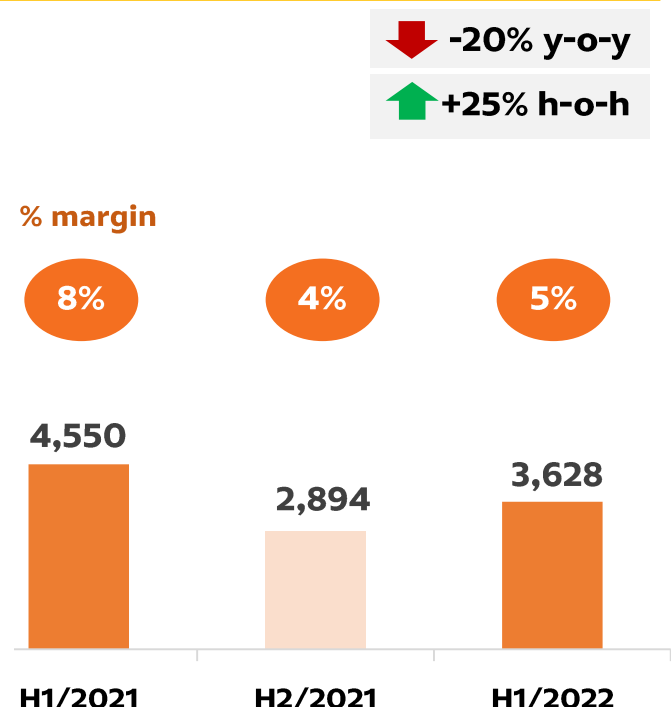
## Revenue from sales (MB)



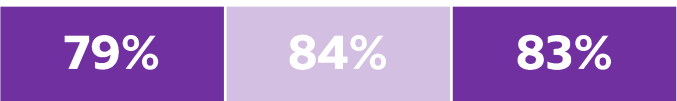
## Core EBITDA<sup>3</sup> (MB)



## Core Profit<sup>4</sup> (MB)



## %COGS on sales



## EBITDA<sup>2</sup> (MB)



## Net Profit (MB)



Note:

- Figures are "After inter-segment elimination"
- EBITDA excludes dividend from associates & includes FX gain/loss from loan

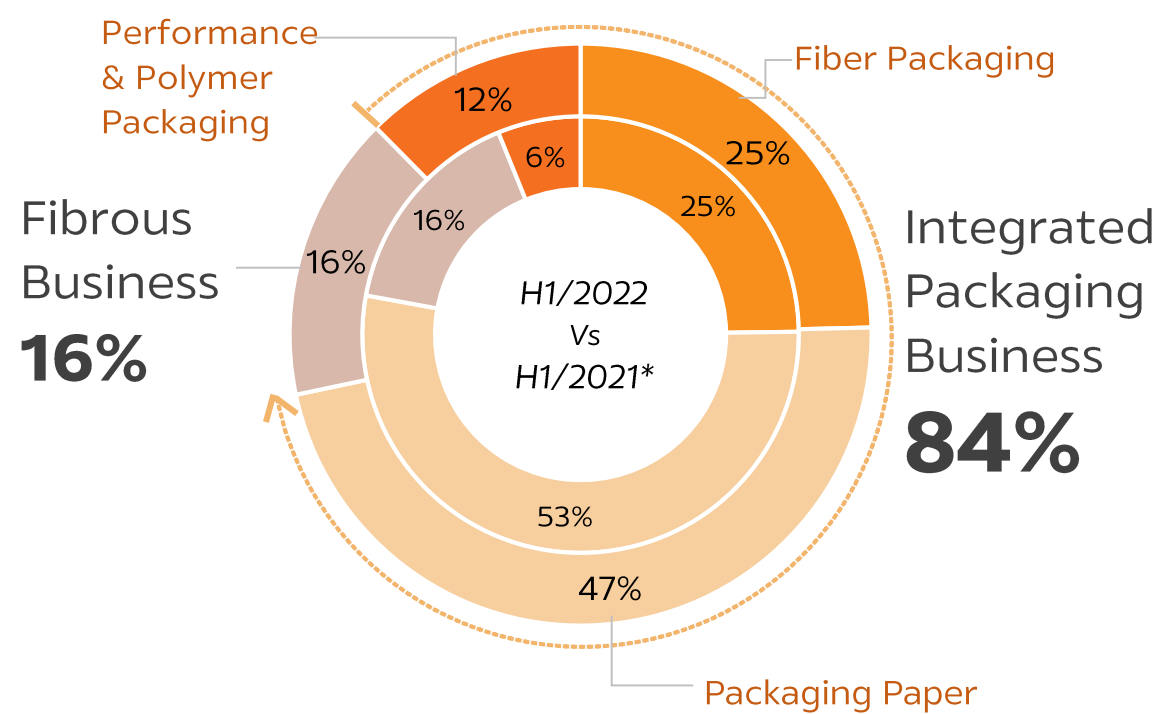
- Core EBITDA = EBITDA – key items adjustments
- Core Profit = Net Profit – Key items adjustments after tax & after NCI basis



# SCGP Business Portfolio: H1/2022<sup>1</sup>

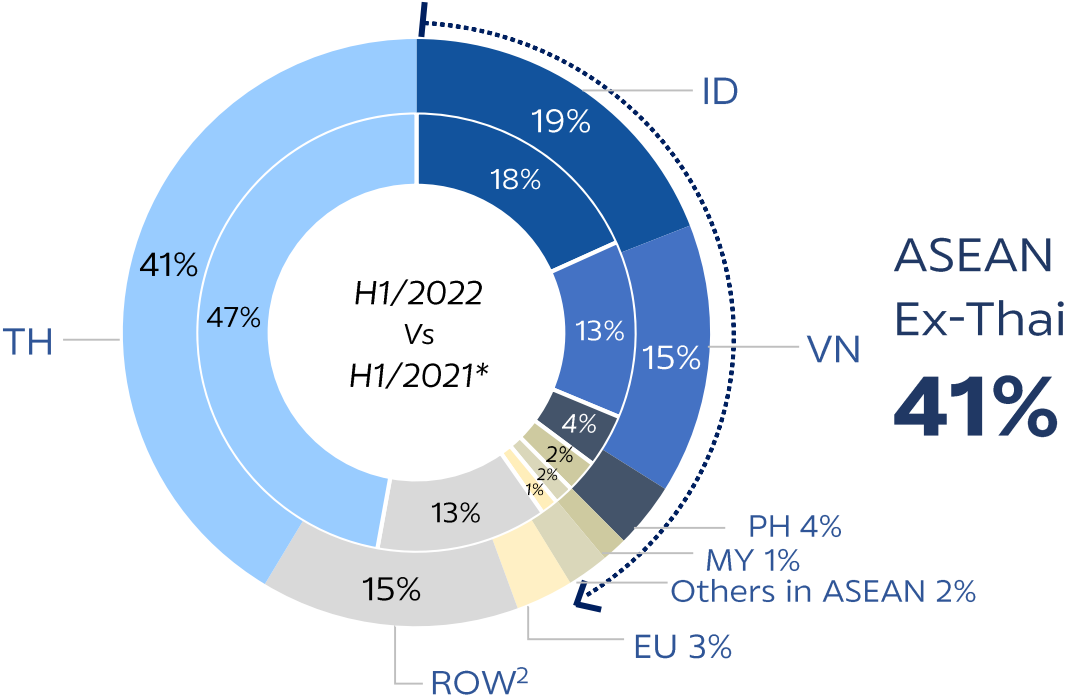
Continuous expansion focusing on downstream packaging & attractive fast-growing markets

## Revenue from sales by business units



Enhanced downstream businesses:  
**37%** from 31% in H1/2021

## Revenue from sales by end destinations

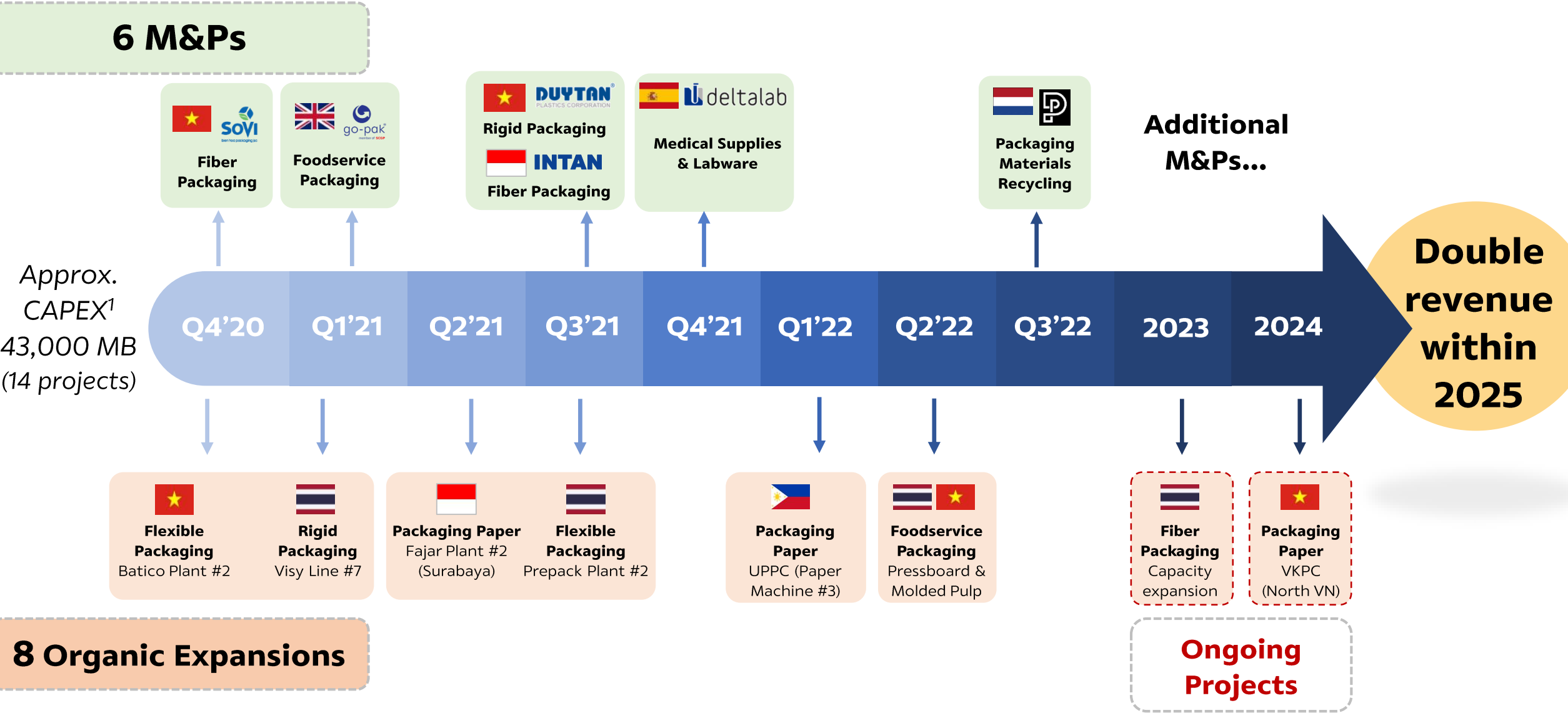


Growth of ASEAN Ex-Thai:  
**41%** from 39% in H1/2021

\* Outer pie chart: H1/2022 (Revenue 74,616 MB)  
Inner pie chart: H1/2021 (Revenue 57,148 MB)

# Key Business Drivers

Fuel up future growth with high quality M&Ps and organic expansions



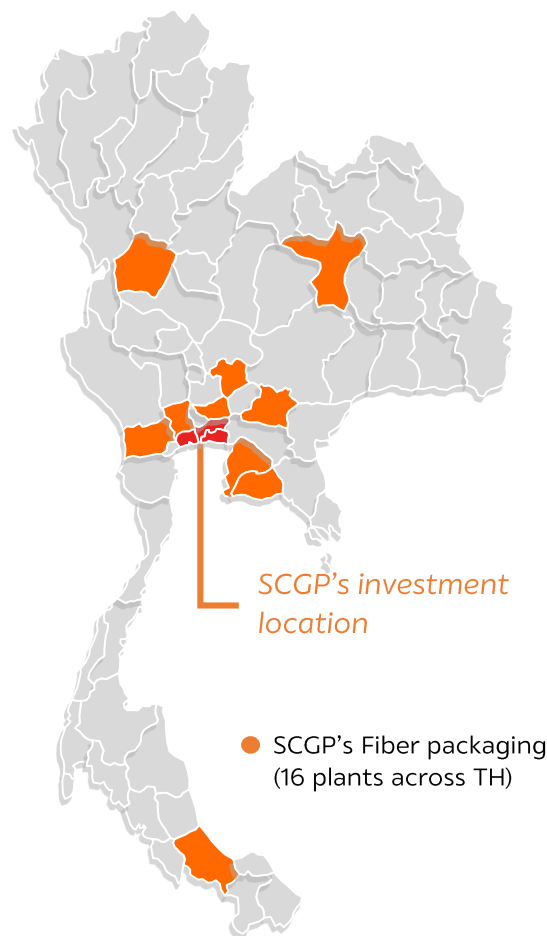
# Expansion of Fiber Packaging in Thailand (SET Disclosure in May/2022)

## STRATEGIC RATIONALES

- 1 Capture growth opportunities and reinforce leadership position in Thailand
- 2 Elevate production efficiency with the latest available technology
- 3 Improve logistics cost competitiveness and services level of our supply chains

## INVESTMENT DETAILS

- **Total investment:** 2,450 MB
- **Additional capacity:** 75,000 tons/year
- **Commercial start up:** 2023
- **Location:** Samutprakarn and Samutsakorn



## POSITIVE IMPLICATIONS FOR SCGP

**Enhance our consumer-linked** customer network & augment **packaging solutions** capabilities

**Improve service level** and process optimization within Fiber packaging business

**Increase integration level** with packaging paper business



# M&P of Peute in the Netherlands (Deal completion in July/2022)

Strategic investment to pursue opportunities in packaging materials recycling business

## STRATEGIC RATIONALES

- 1 Enter into fast-growing international packaging material recycling business
- 2 Fulfill the enlarging demand of recycled materials & evolving trend toward sustainability
- 3 Strengthen strategic raw materials supply to support long-term growth

## INVESTMENT DETAILS

**Existing location:** Dordrecht, the Netherlands

**Capacity:** RCP 1.0 MT/Year and Recovered Plastics 0.1 MT/Year

**Investment size:** 78.19 M.EUR (Acquired 100%)

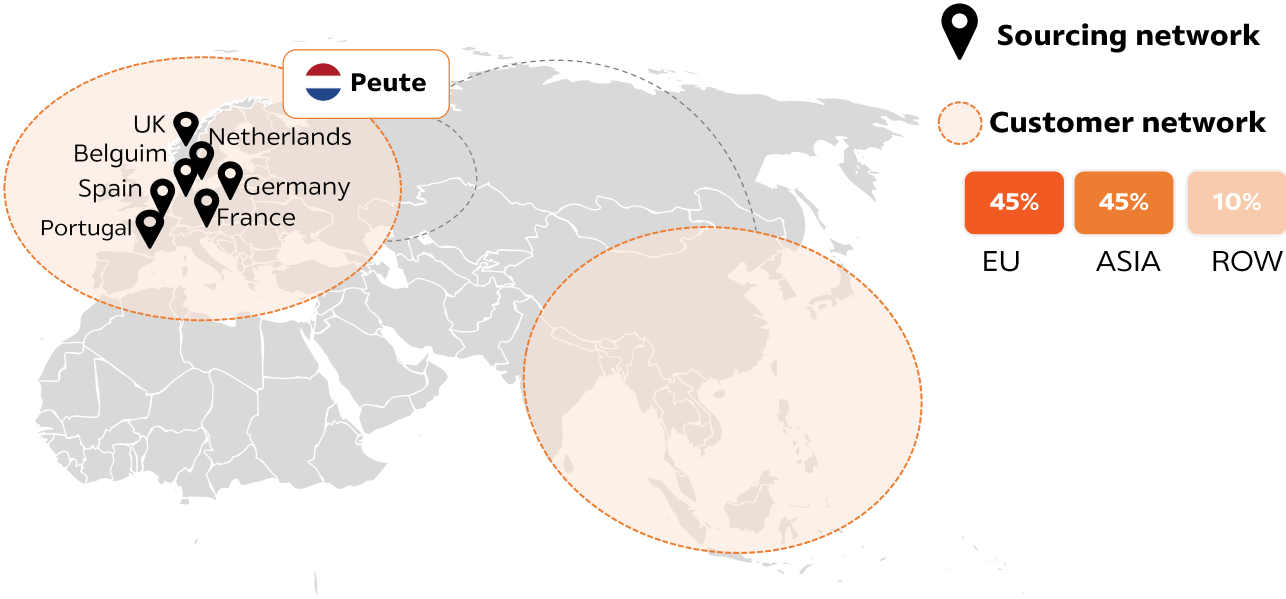
**Financial performance Y2021:**  
Revenue 249 M.EUR, Net Profit 3.2 M.EUR, and Assets 52 M.EUR

- Ongoing project to relocate the facility to Alblasserdam, which would double sourcing capacity & improve transportation efficiency
- CAPEX of 8 M.EUR, with expected completion in early 2024

## International Stream Operating Model



## Peute's Large Scale Global Network



# Circular Economy and Diversified Recovered Paper Sources

**~95%** of raw material for packaging paper is Recovered Paper<sup>1</sup>

## Multi-channels of domestic sources



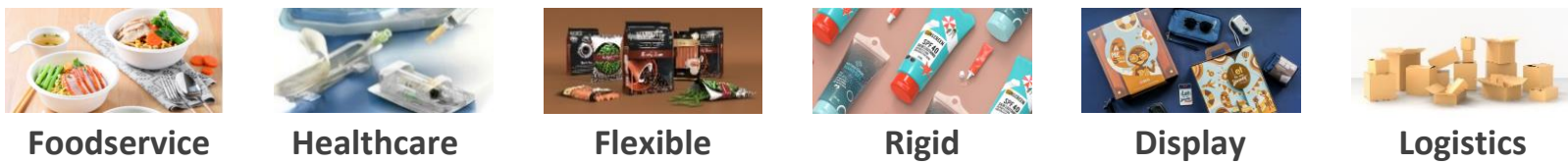
**55%**  
from local source

## Diversified import sources

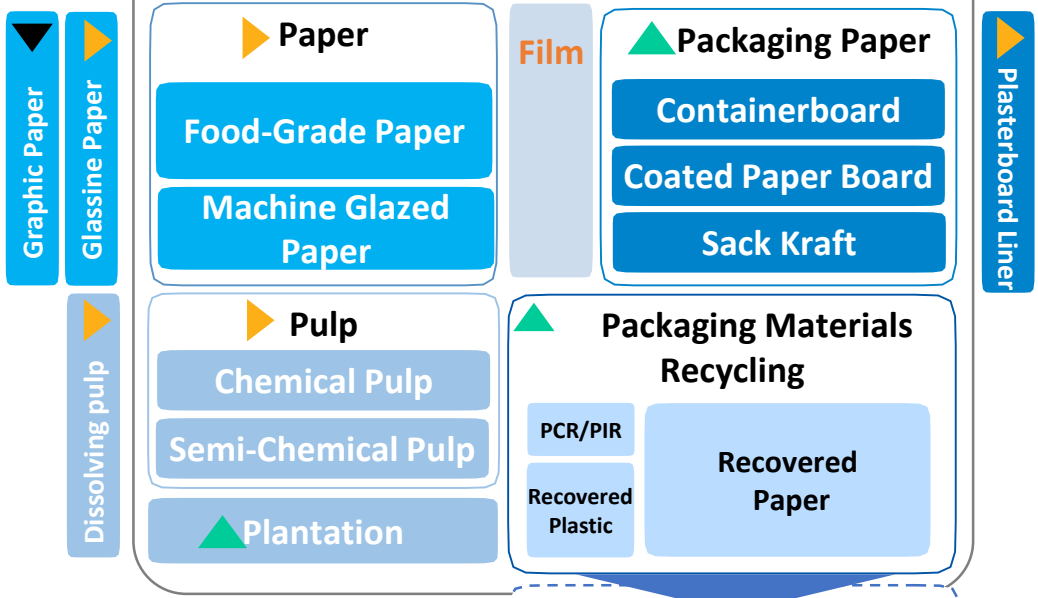


**45%**  
Global network

## Packaging Solutions and Innovation



▲ *Primary*      ▲ *Secondary*      ▲ *Tertiary*



Opportunity for the growing demand of recycled materials

- ▲ Grow
- ▶ Maintain
- 🔍 Explore
- ▼ Downsize



# Synergy from M&Ps

Continuous collaboration to maximize synergy value with approx. total of 1,000 MB per year



Revenue synergy								
• Enhance consumer-linked portfolio		●	●	●	●	●	●	
• Improve cross-selling	●	●	●	●	●	●	●	
• Expand to high growth segments				●			●	●
Operational synergy								
• Strengthen raw material sourcing	●	●		●	●		●	●
• Finance cost savings	●	●	●	●	●	●	●	●
• Production optimization	●		●			●		
Know-how & others synergy								
• Leverage best practices & technology	●	●	●	●	●	●	●	●
• Management collaboration	●	●	●	●	●	●	●	●

## Highlight in H1/2022

### Duy Tan

- ✓ **Cross-selling** i.e., Flexible packaging (Batiko) and Fiber packaging (SOVI)
- ✓ **Financial synergy** from effective interest rate cuts

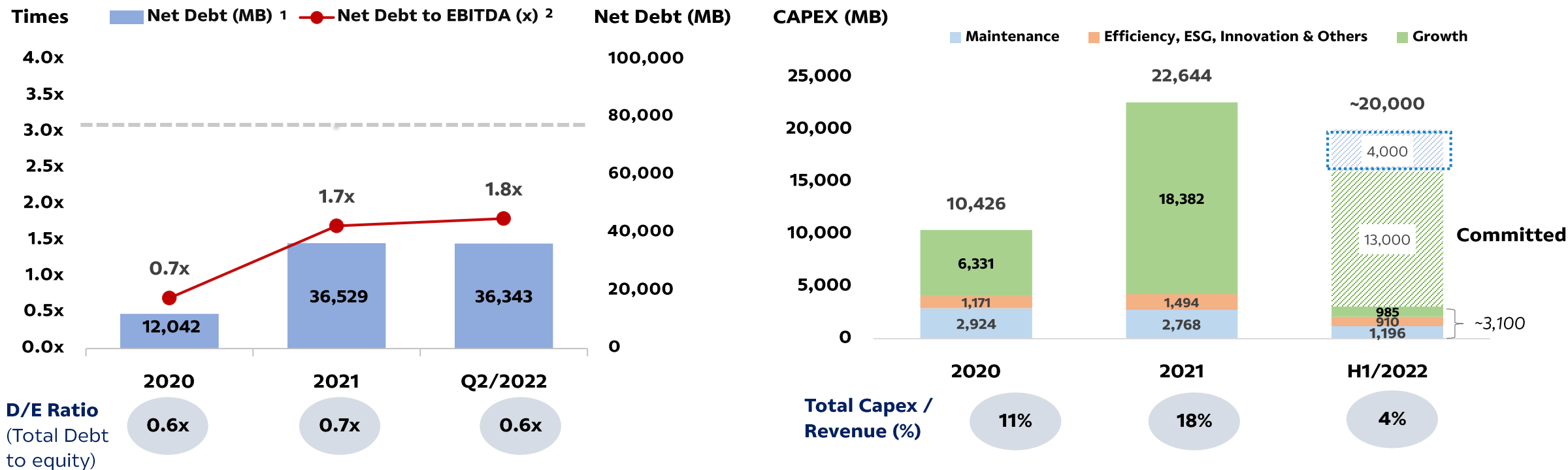
### Dentalab

- ✓ **Broaden customer network** with Meditop (Signed distribution agreement) in TH
- ✓ **Collaborative development** to expand healthcare business in Asia

### Peute

- ✓ **Entering into new business** following long-term strategic direction
- ✓ **Enhance sourcing capabilities** and secure raw materials

# Strong Balance Sheet with Ample CAPEX Plan for Growth

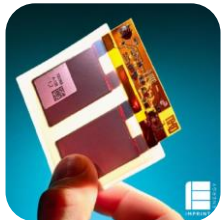


- Cash & cash under management of 11,015 MB and Interest-bearing debt of 47,358 MB with a cost of debt of 2.60% in Q2/2022
- First SCGP's digital bond with 5,000 MB principal amount at 2.80% interest rate with A+(tha) rating from FITCH. Tenor is 2 years 10 months
- The Board of Directors of SCGP has approved H1/2022 interim dividend payment of 0.25 Bt/Sh (1,073 MB), which is payable on 24 Aug 2022 (XD-Date on 8 Aug 2022 and record date on 9 Aug 2022)

- CAPEX spending was approx. 3,100 MB in H1/2022, while the committed proportion approx. 13,000 MB includes;
  - a) M&P (mainly Peute and the remaining proportion of Duytan's payment) of approx. 6,500 MB
  - b) Organic expansion of flagship investment in North VN (Packaging paper production base) and fiber packaging in TH approx. 6,500 MB

# Continuously Pursue Innovative & Sustainable Solutions

## Innovative Thin-film batteries for Smart Label Solutions



- **Strategic investment in Imprint Energy** with Investment size : 3 M.USD (~105 MB for 3.3% shares), an access to advanced intelligence packaging for consumers
- Example: Track-and-trace applications in logistics, Medical devices, Pharmaceuticals, Agricultural, and IoT wearables

## Collaboration for sustainable solutions & expansion of customer network



- **KAO-SCGP: Development on innovation & sustainable solutions for consumers** with Kao Industrial (TH)



- **Broaden Deltalab's customer network** in TH & ASIA with Meditop & Affinitech (Signed distribution agreement)

## Recent Certification and Awards



High-quality flexible packaging in Prepack



Pet care products made from 100% rHDPE<sup>1</sup>

- **Recipients of ISCC PLUS**, the world-class sustainability certification for organizations with superior carbon and sustainability management
- **One of the first companies in TH with certified CIRCULAR MARK** representing leadership in circular economy

# Progressive efforts to enlarge renewable energy sources & enhance ESG-related activities

## Increase Renewable Energy Portion



- Continuous **increase in the proportion of renewable energy sources** (biomass fuel, biogas, and solar energy) to 22.4% in H1/2022 (from 21.1% at the end of 2021)
- Ongoing expansion of solar power generation capacity with an additional 10.0 MWp within Y2022 (from 11.8 MWp at the end of 2021)

## Natural Climate Solutions and Zero Waste Community

### Plantation in 2021

(Included all activities)

**55,315** trees



- Continue to expand reforestation activities, with **additional 21,800 trees in H1/2022** (+40% trees from 2021)

- Successful expansion of the Banpong Community Model, with an **additional 19 communities** (during 2021-H1/2022).
- Current total number of participated communities is 60 with aim to triple within 2023

# Progressing toward 2022 revenue target of 150,000+MB with confidence







# Q&A

For more information, please contact  
Investor relations, SCG Packaging Public Company Limited  
“[SCGP\\_invest@scg.com](mailto:SCGP_invest@scg.com)” or 02-586-2939

# SCGP Vision

“A leading multinational consumer packaging solutions provider through innovative and sustainable offerings”

## Growth Aspiration

**Quality  
Growth**



with progressive  
financials

**Customer  
Solutions**



Top-of-mind for innovative  
and sustainable packaging

**ESG  
Leader**



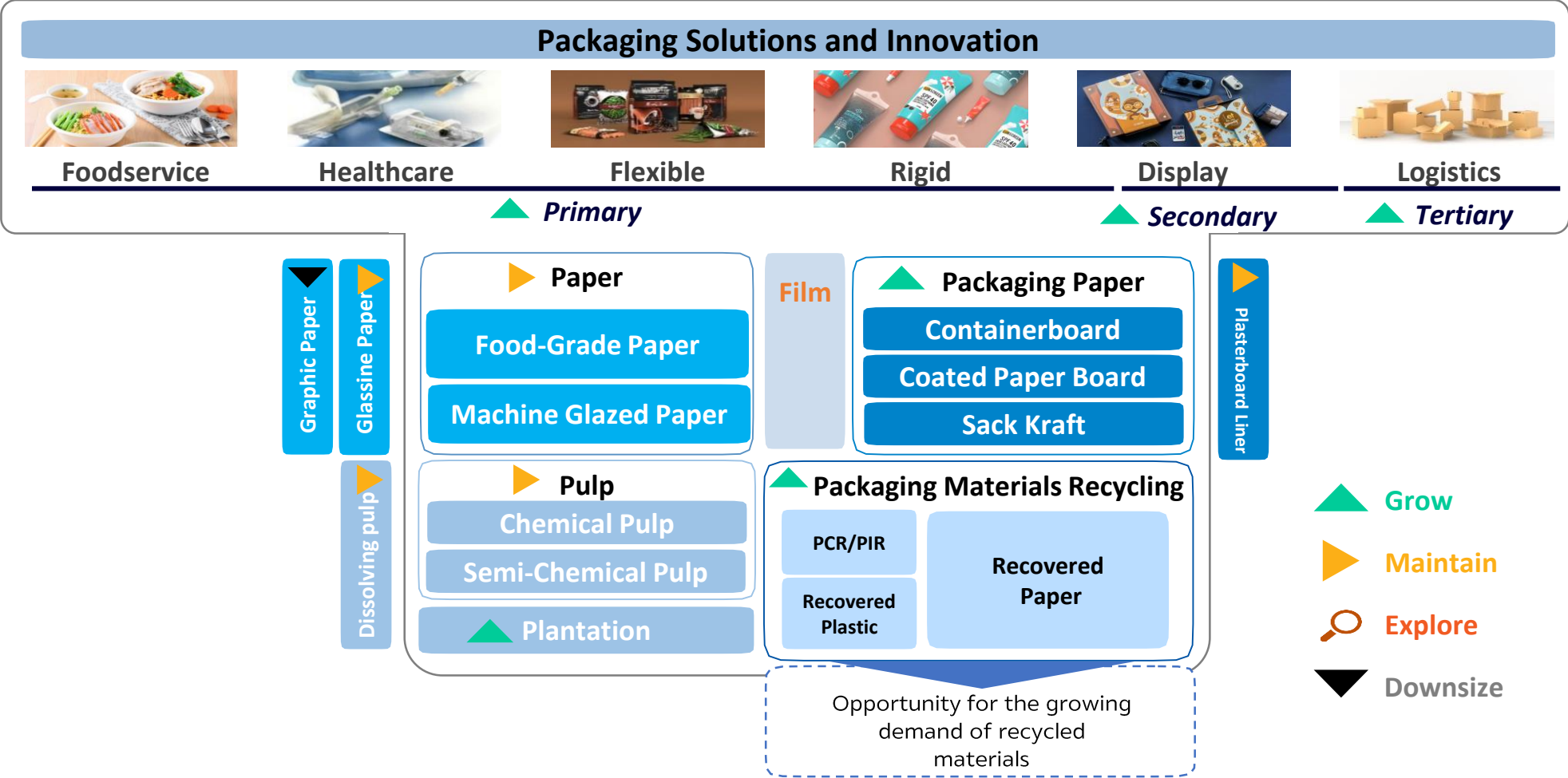
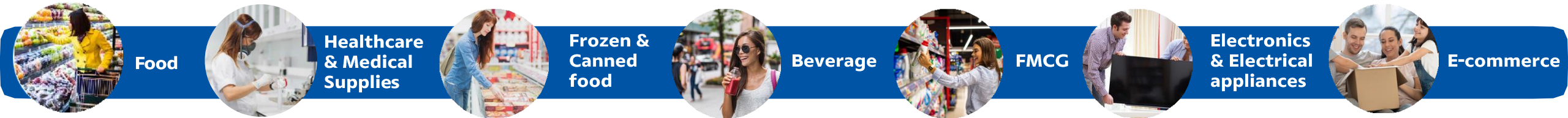
focus on sustainable  
packaging and practices

**Global Management Platform:**

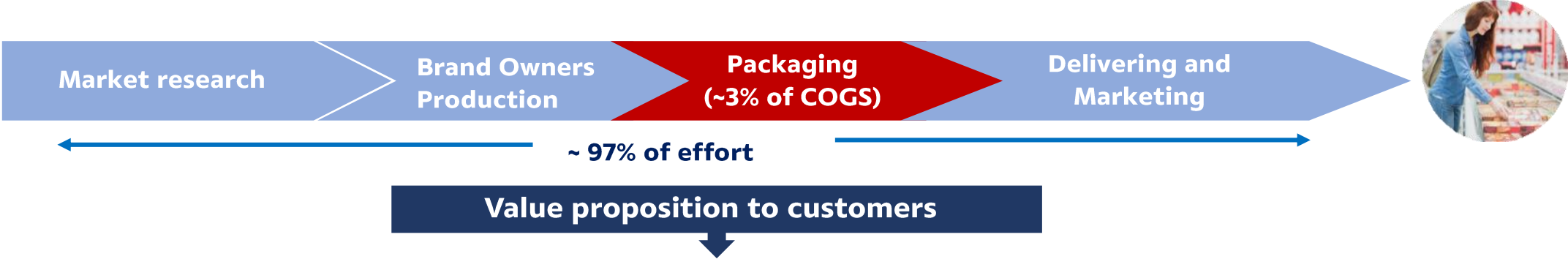
Building foundation toward becoming a global company

# Unique Approach to Growth Platform

Enhance margin stability: wide horizontal offerings & deep vertical integration



# Packaging is an essential part of customer's value chain



Secrecy    Customization    **Speed**    **Just in time delivery**

**Silent salesman**    **Innovation**    Anti-counterfeit

**Scalability**    Proximity advantage

**Design**    **Preservation**

Quality consistency    **Brand identity**    Protection



# SCGP's Business Operations in ASEAN and Europe



**57** Production facilities

**8** Countries

## Integrated Packaging Business

### Performance & polymer packaging



13 plants  
3 countries (TH,VN, Spain)

### Packaging paper



8 plants  
4 countries (TH,VN,PH,ID)

### Fiber packaging



29 plants  
3 countries (TH,VN,ID)

## Fibrous Business

### Foodservice packaging

### Pulp & paper



6 plants  
4 countries (TH,MY,VN,UK)

## Recycling Business

### Packaging materials recycling



1 plant  
1 country (Netherland)



# Our strategic directions are intact

## Growth Opportunities



### GDP +1-2%

Packaging demand growth<sup>1</sup>



### Ample ASEAN's

**consumption** growth opportunity compared to developed market



### CAGR 6-8%<sup>2</sup>

ASEAN's healthcare spending potential growth (Deltalab)



### E-commerce growth 20%<sup>3</sup>



### Rise of demand for sustainable packaging

## Key Efforts

### 1. Expand consumer-linked topline

- Strengthen business model: B2B2C & B2C
- Tailor-made solutions offering

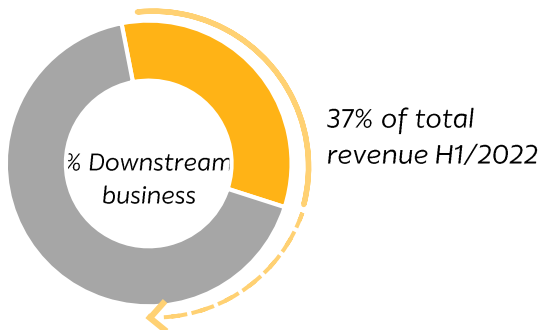
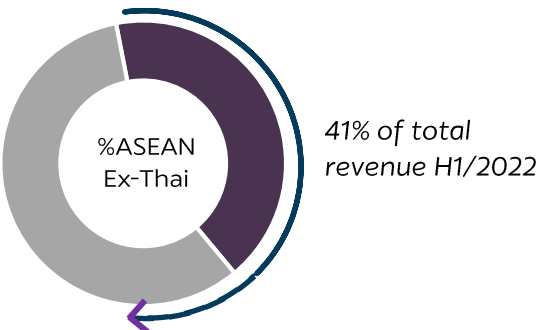
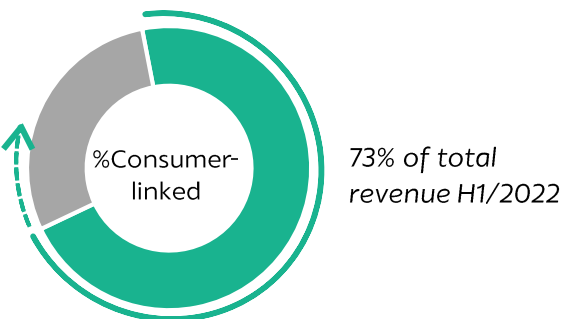
### 2. Enlarge growth in ASEAN & Beyond

- Business expansion: Organic and M&Ps
- Value-based offerings

### 3. Enhance bespoke downstream business

- Capture evolving high growth segments
- Broad & Deep fortification

## Future Portfolio


















Note:

1. Total household consumption growth from 2019-24E in ASEAN
2. Total healthcare & medical supplies growth from 2020-2025E in ASEAN

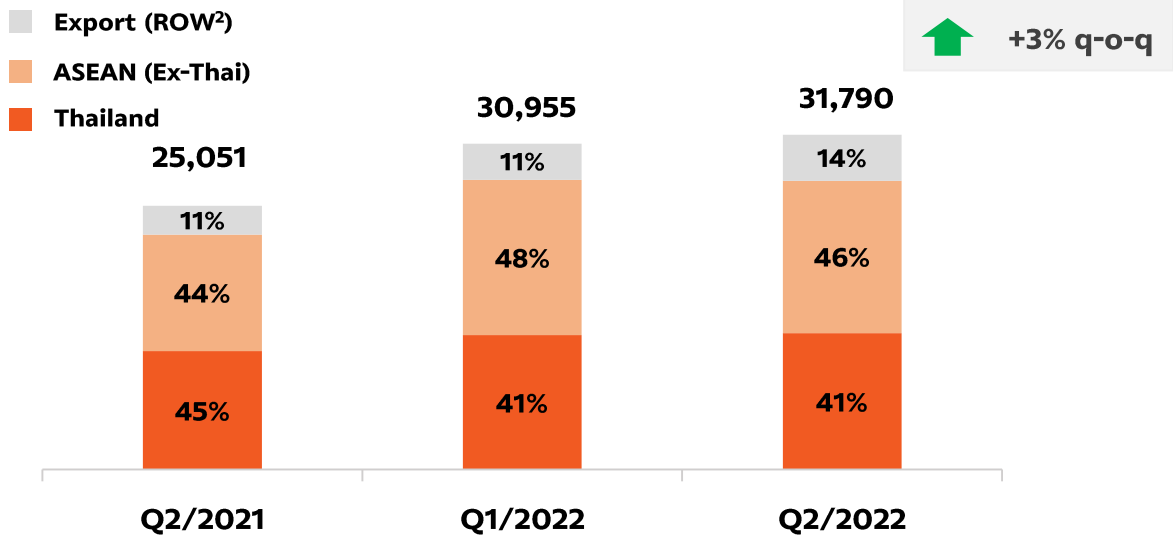
3. E-commerce GMV (gross merchandise volume) growth from 2019-24E in ASEAN

# ASEAN Q2/2022: Market Highlights

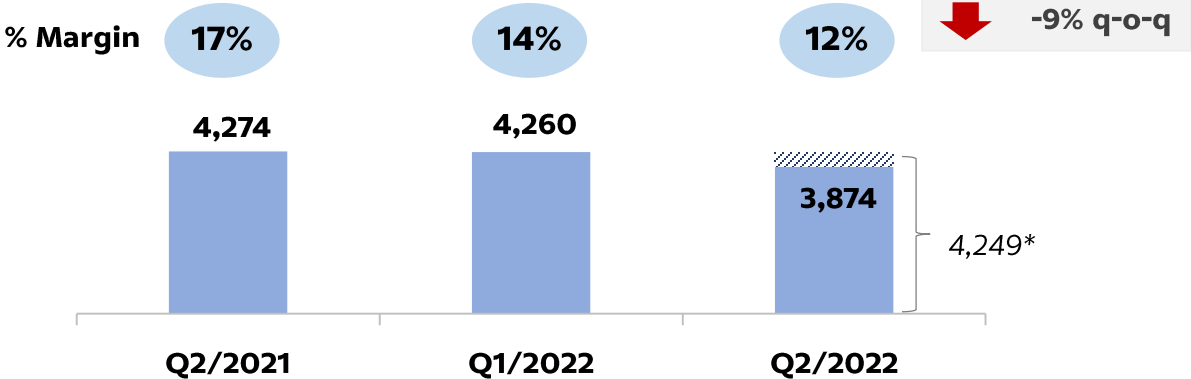
		QoQ	YoY
	<b>Thailand</b>	<ul style="list-style-type: none"><li>+ Gradual improvement in demand of F&amp;B, FMCG from country's reopening. Impact from long holidays while export markets of frozen, canned &amp; pet food remain healthy</li><li>- Parts shortage has affected demand in E&amp;E and automotive sector</li></ul>	 
	<b>Vietnam</b>	<ul style="list-style-type: none"><li>+ F&amp;B and consumer product segments rebounded as policy maker prioritized growth</li><li>+ Augmented export demand for garments &amp; footwear especially to US &amp; EU</li></ul>	 
	<b>Indonesia</b>	<ul style="list-style-type: none"><li>+ E&amp;E and automotive sectors slightly recovered as container shortage was alleviated</li><li>- Moderate demand for F&amp;B, consumer products, garments &amp; footwear as there was less operational output during Hari Raya</li></ul>	 
	<b>Philippines</b>	<ul style="list-style-type: none"><li>+ Strong demand for F&amp;B was largely driven by spending during the election period</li><li>+ Improved demand for FMCG as economic activities resume after easing of COVID-19 restrictions</li></ul>	 
	<b>Malaysia</b> (Only for foodservice packaging market)	<ul style="list-style-type: none"><li>+ Growing regional foodservice packaging demand especially in Quick Service Restaurant (QSR) while the freight cost has continued to improve</li></ul>	 

# Integrated Packaging Business

Revenue by end destinations<sup>1</sup> (MB)



EBITDA<sup>3</sup> (MB)



\*Excluding earn-out adjustment in IPB (mainly from Duy Tan)

**Revenue:** YoY growth was driven by pricing improvement, consumer-linked M&Ps, and organic expansions

- Performance & Polymer Packaging:** QoQ increased especially in FMCG, F&B, and pet food segments, while selling price adjustments continued
- Fiber Packaging:** TH&ID sales dropped QoQ due to softened demand during holidays, while VN sales growth was supported by the improving demand for F&B exports
- Packaging Paper:** QoQ growth mainly from ramping up of PH's new paper machine and overall price adjustment, while stagnated China's demand was bottomed out in Q2'22

**EBITDA:** YoY decline amidst challenging cost headwind across industries

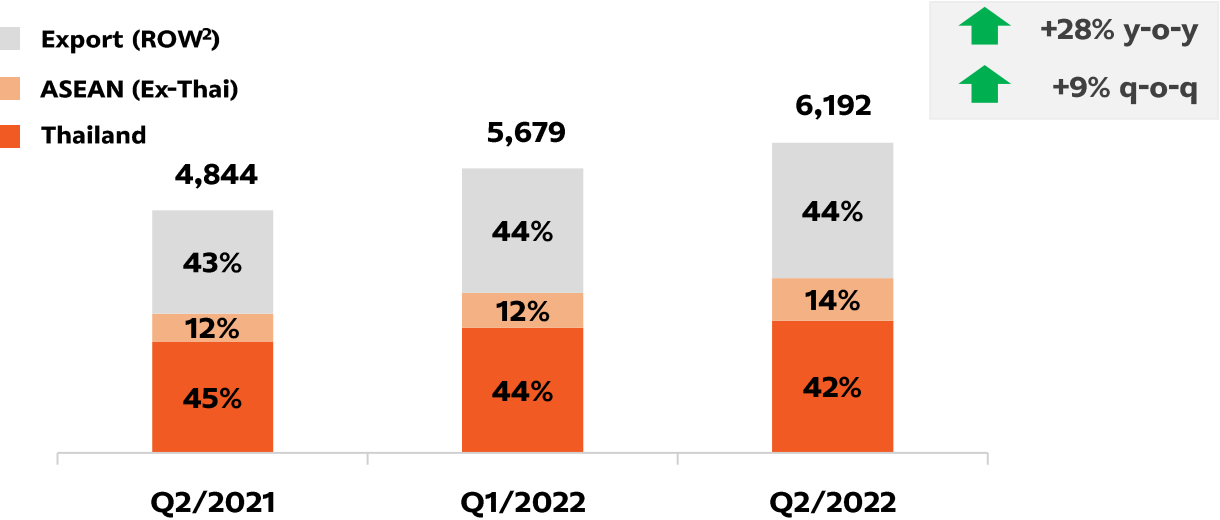
- QoQ EBITDA declined mainly from the rise of energy cost and non-recurring earn-out adjustment, while core EBITDA margin was still maintained by active cost management and the increase of product price across the board

Note:  
1. Revenue figures are "After inter-segment elimination"  
2. ROW is Rest of the world

3. EBITDA excludes dividend from associates & includes FX gain/loss from loans

# Fibrous Business

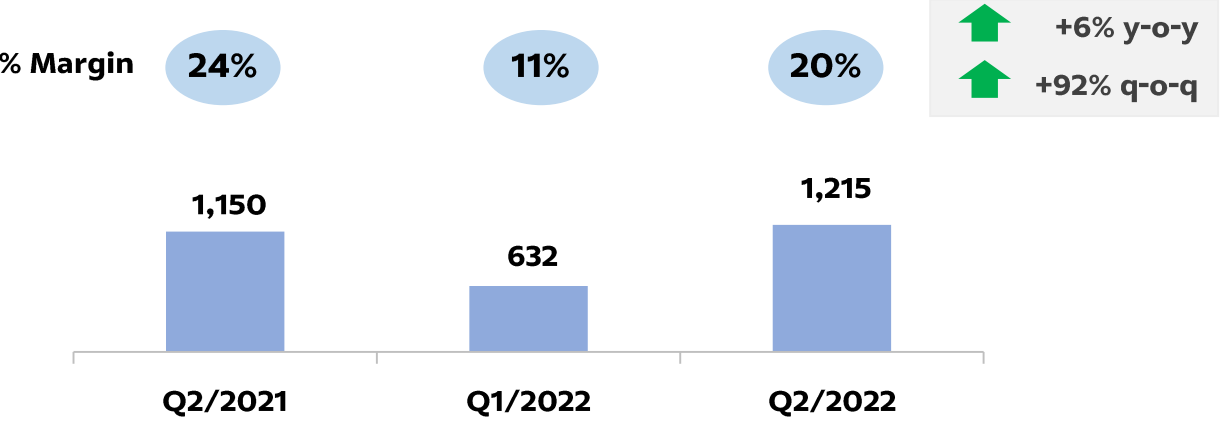
## Revenue by end destinations<sup>1</sup> (MB)



**Revenue:** YoY increased with major effect from rise in sale volumes of all products

- Foodservice Packaging:** QoQ higher sales volume mainly from new pressboard capacity. Price improvement along with growing demand from country's reopening
- Paper:** QoQ revenue was slightly increased as there was a rise in prices of paper chain, while sale volume declined as demand was affected by long holiday in TH along with internal efforts to maximize pulp sales volume
- Pulp:** Revenue grew QoQ from surging regional prices with continuous internal efforts on product portfolio optimization

## EBITDA<sup>3</sup> (MB)



**EBITDA:** YoY increase was supported by the improvement in paper chain's EBITDA and higher products price in all categories

- QoQ margin expansion was largely related to pulp market price and improving freight cost for export products

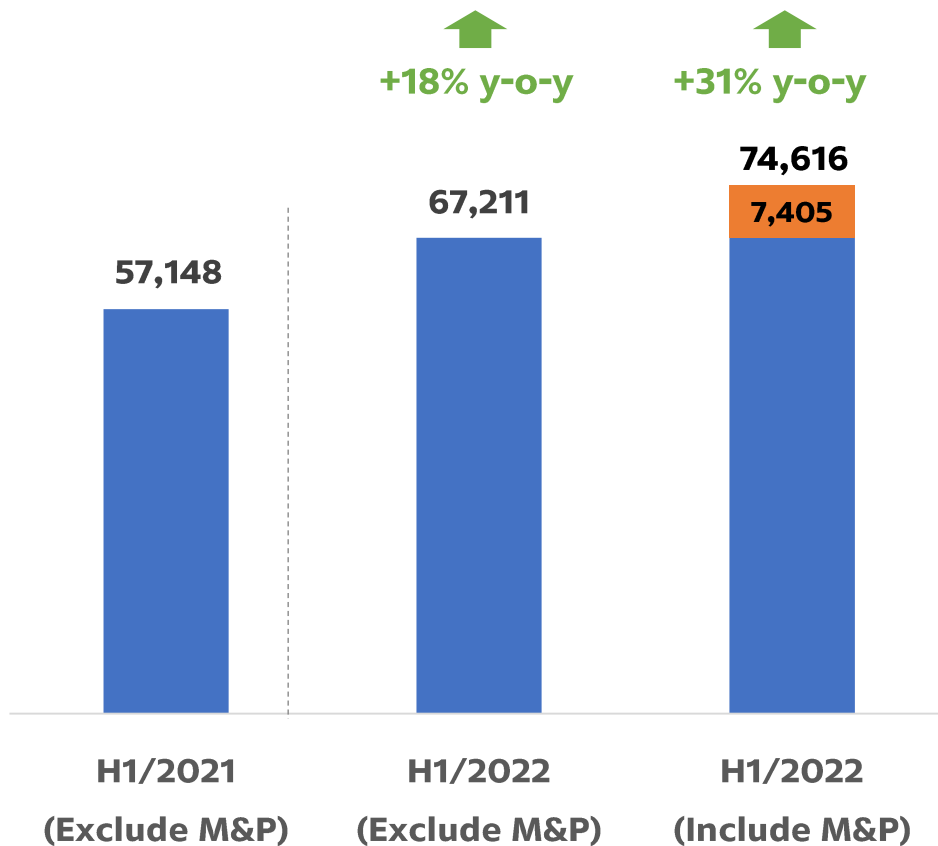
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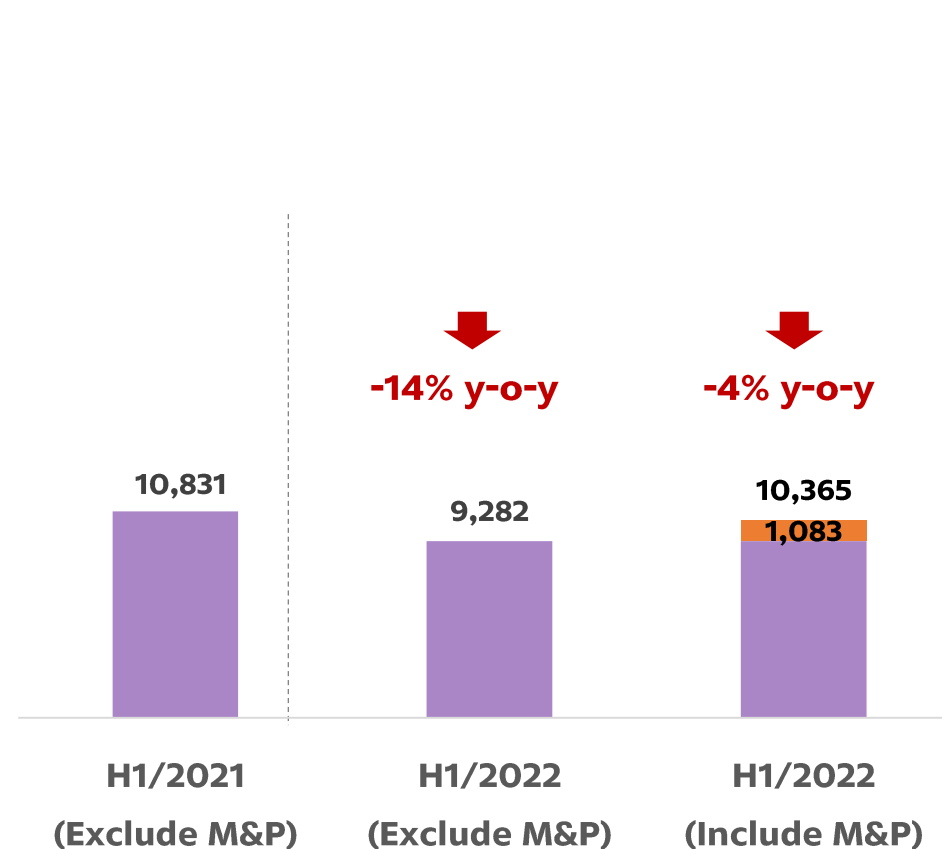
# H1/2022 movement

Excluding M&P<sup>1</sup>, revenue grew YoY organically while EBITDA dropped amid global cost upturn

## Revenue from sales (MB)



## EBITDA (MB)



Note :

1. M&P: Duy Tan, Intan group, and Deltalab



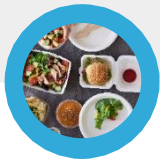
# Organic Expansions to Strengthen Leadership Position



## Pressboard & Molded pulp

(1,838 million pieces/year, +25%<sup>1</sup>)

- Commercial sales of pressboard to export markets
- **Commissioning Molded pulp machines (TH operation) in Jun'2022**



**Accelerate global foodservice packaging**



## Packaging paper

(370,000 Ton/year, +75%<sup>1</sup>)

- Under EIA & land preparation process
- Commercial start-up is expected in 2024



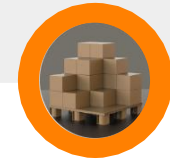
**First SCGP new production base in North VN**



## Fiber packaging expansion

(75,000 Ton/year, +5%<sup>1</sup>)

- Commercial start-up is expected in 2023



**Reinforce leadership position in TH**

# Maximize value through M&P synergies



# M&P of Deltalab in Spain

To leverage SCGP consumer solutions to the medical supplies & labware segment

## Strategic Rationale:

- 1 Elevate SCGP's customers and products portfolio & enrich global services capabilities
- 2 Establish essentials foundation for future expansion in high growth Asia Pacific market
- 3 Add synergy to related fundamental of existing productions

## Key Financial (FY2020)

### SCGP M&P of 85% stake

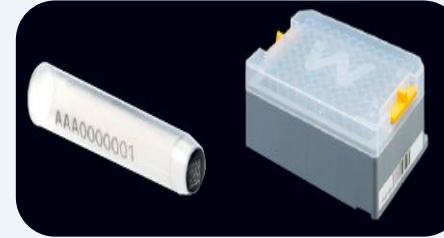
**Revenue** : approx. 73 Million Euro (~2,800 MB)  
**Total assets** : approx. 54 Million Euro (~2,100 MB)  
**Deal closing** : Dec 2021 (Financial performance consolidation from Dec 2021 onward)

## Company information

**Establishment** : 1976

**Locations** : HQ in Barcelona, Spain  
 : 2 Product sites in Barcelona & Madrid  
 : 4 Distribution centers in Barcelona, Madrid, Valencia, and Murcia)

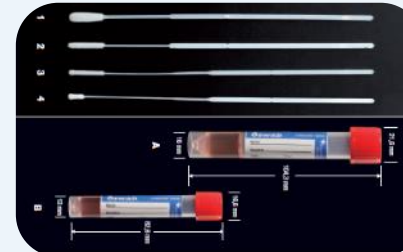
## Highlight products



**Cold (cryogenic) storage system for vaccine & molecular biology**



**Blood collection tubes & micro tubes**



**Swab test set**



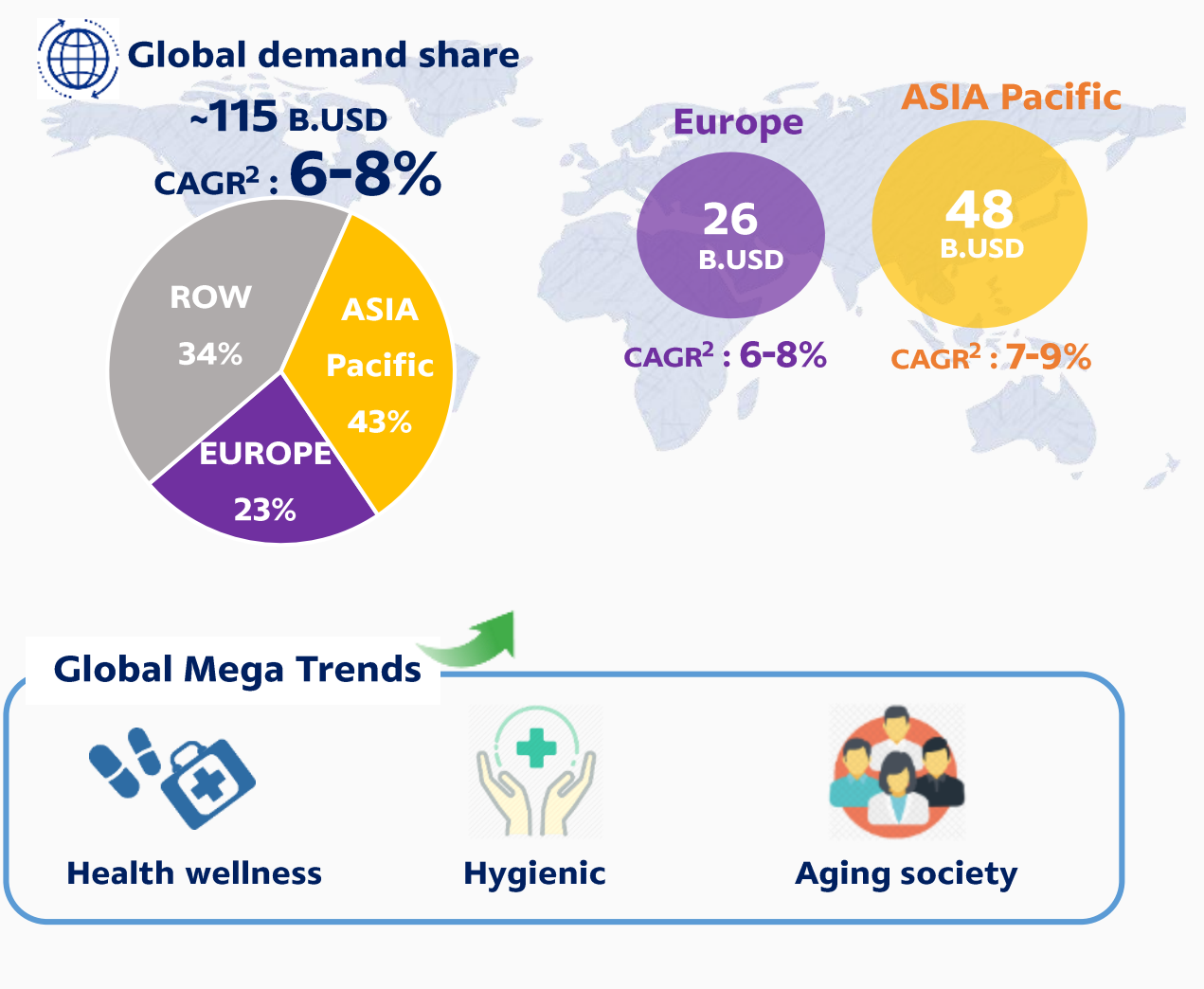
**Liquid containers & tubes for vacuum system**

**Over 15,000 SKUs & 250 million pieces per year**

# How Deltalab enables SCGP entry to healthcare & medical supplies industry

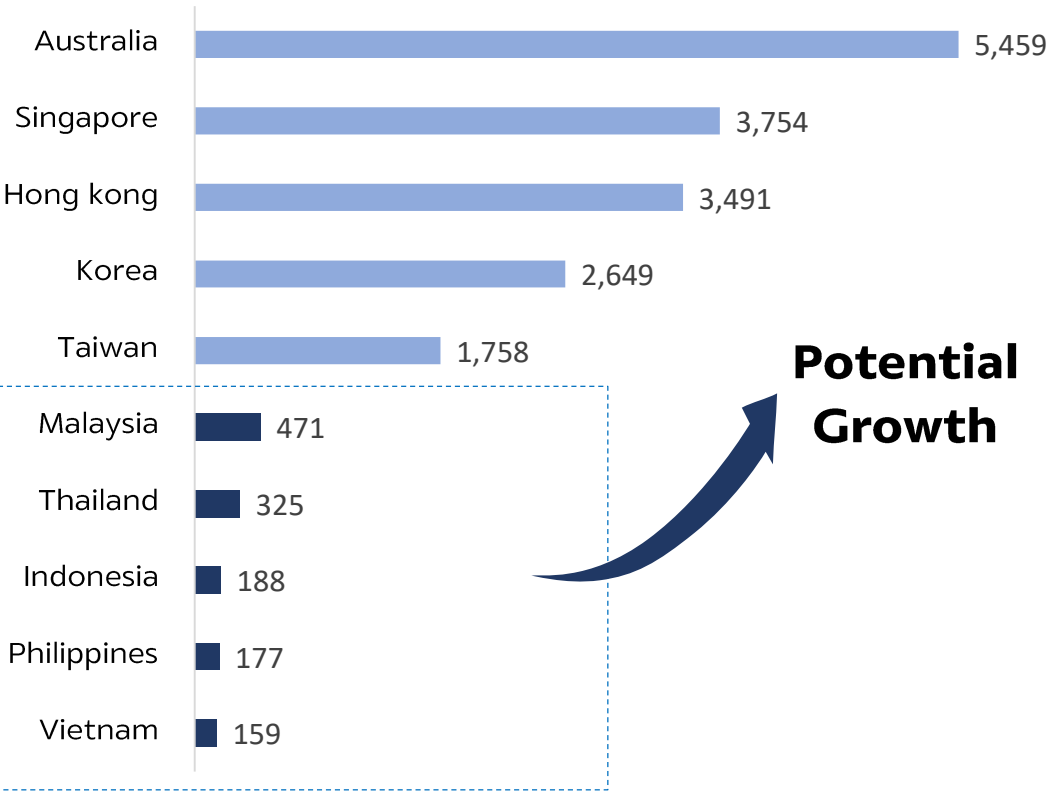
Growth opportunities in Asia Pacific market

## Related healthcare & medical supplies industry size<sup>1</sup> (Billion USD)



## High growth market opportunity<sup>1</sup>

### Healthcare spending per capita (2020E, USD)



Note:  
1. Data source from healthcare study by external consultant  
2. %CAGR 2020-2025

# Elevate SCGP's Customers & Products Portfolio

## Potential Segments

 Medical Supplies  
& Consumer  
Healthcare

 Pharmaceutical

 Food & Beverage





Tertiary Packaging

Secondary Packaging

Primary Packaging

			
Corrugated Box	Folding Carton	Performance & Polymer Packaging	
			
Corrugated Box	Folding Carton	Performance & Polymer Packaging	
			
Corrugated Box	Folding Carton	Foodservice Packaging	Performance & Polymer Packaging

## Growth Opportunities in Medical Space



>10x of potential growth in ASEAN from healthcare spending per capita perspective

SCGP Product Serving



# Building on SCGP's Consumer Solutions Capability...

## Food & Beverages



Fashionable Packaging



Circular Packaging Solutions



Eco-friendly Mono material R-1 and Recyclable rice bag



DEZPAX Foodservice packaging Online Platform



Foodservice & Recyclable packaging

## FMCG



Display & Packaging Design



On-demand One stop solutions



Daily consumer staples

## E-commerce



แพ็คเกจ ครบ จบง่าย : Doozy  
Enabler of ASEAN E-commerce growth



Auto - Lock and Easy to pack design

## Medical Supplies & Consumer Healthcare



Folding carton for consumer healthcare



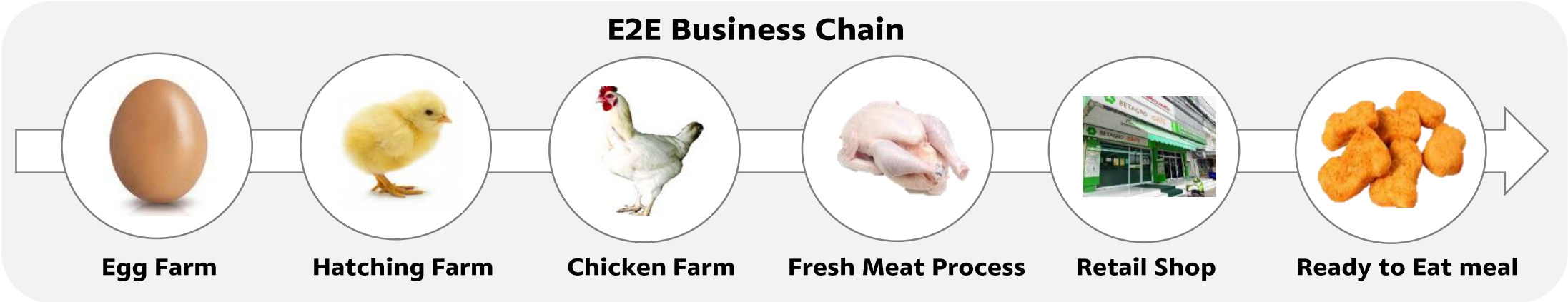
Cosmetics & Pharmaceuticals packaging



Labware and medical supplies

# Integrated Packaging Solutions for Food Industries

*In-depth collaboration with customers to provide packaging solutions along end-to-end business chain*



Molded Pulp



Baby Chicken Box



High Barrier Thermoformed Cup



Grab & Go Design



Shelf-ready



Ezy Peel



Chicken Food Packaging



Monopolymer



Ezy Box for Retail



Ezy Steam

# Integrated Packaging Solutions for FMCG Industries

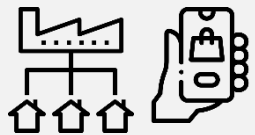
Offer convenience solutions with variety of products & prompt response to customer's requirements

## Customer trends and key requirements



### Environmental concern

- Customer's target to go green within 2030
- Sustainability & Recyclability



### Change of distribution channel

- E-commerce packaging
- Track & trace and logistic protection

## Product Offering to Customers



- Blister card
- Heat-transfer label design



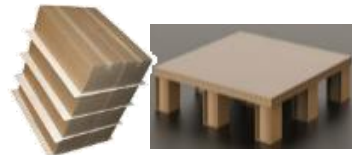
- G-flute & Offset folding
- Shelf-ready
- FybroZeal



- On-demand design service
- Ezy box
- Unique barcode & QR code



- Sustainable logistic box



- Anti-slip
- PP Honey comb (Cushion)



- Marketing display



# Sustainable Packaging: G-Technology

Looking at the entire supply chain, our in-house R&D team has developed innovative technologies since 2010 that utilize **“Less”** raw material for **“More”** benefits to customers and to the earth



### Customer

- Cost reduction
- Efficient truck space utilization



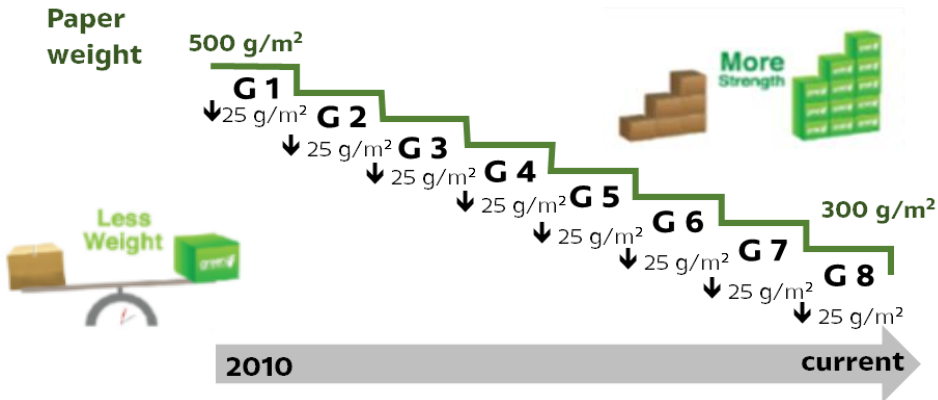
### Environment

- Save tree
- Save Energy and reduce CO<sub>2</sub> emission



### Company

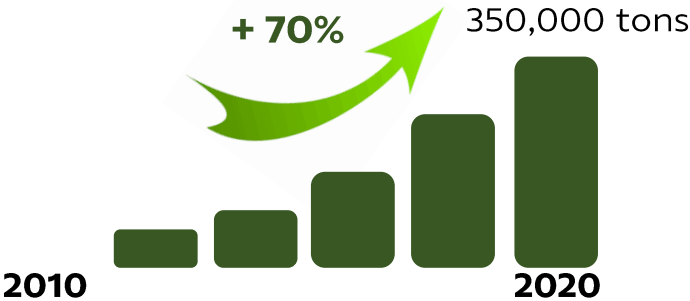
- Increase competitive advantage
- Grow market share



### New Technology Special Coating



Green Carton Sales Volumes with 1,200 Customers in 2020



**With 70% green carton sales volumes increase, we are able to save ...**

30 M. trees



43 Sa-med Island



1.1 M. Tons of CO<sub>2</sub> Emission Reduction



220 Hours of CO<sub>2</sub> Emission in BKK

# Pioneering Breakthrough of Sustainable Packaging: Recyclable & Recycled

1

## Innovative Recyclable Products



Recyclable Rice bag



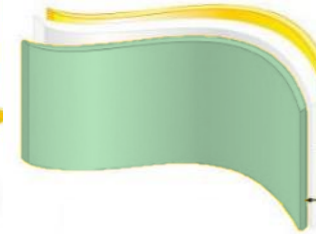
Recyclable Pet Food Bag

(Example of SCGP products)

- Develop multi-layer mono material to be **easy to recycle** while retaining high protection & high impact resistant properties

2

## Increase Recycled Contents



Outer layer  
Middle layer: Recycled  
Inner layer

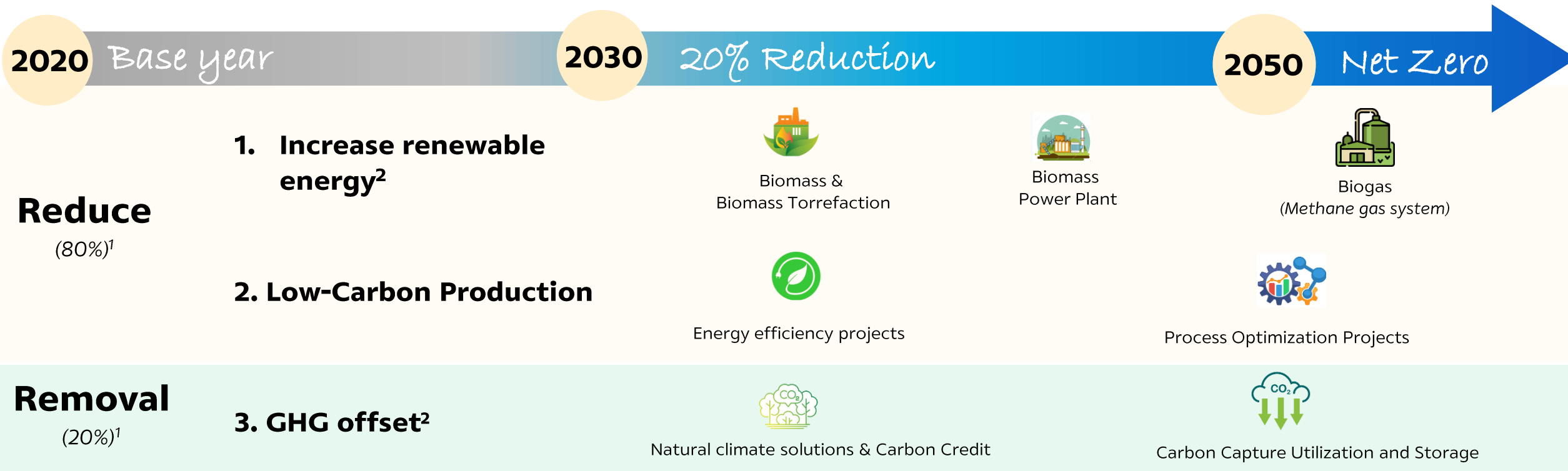
Auto Lubricant Container  
with 25% HDPE PCR Resin



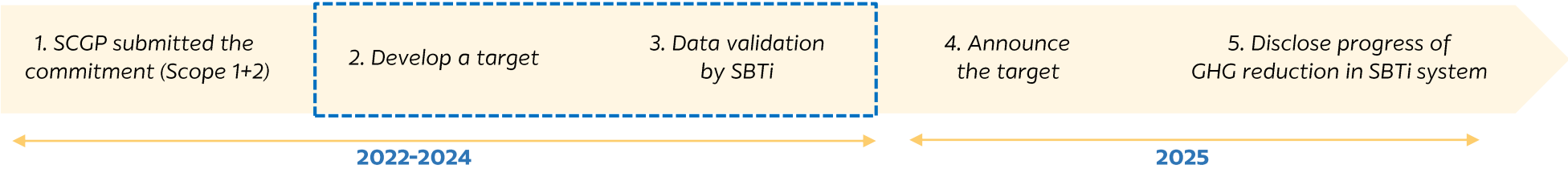
- **Increase usage of recovered plastic** as a supplement raw material to performance & polymer packaging production and reduce the use of virgin resin

# Elevate Net Zero Pathway via Science-based targets

Progressive effort toward long term goal with 2.4% GHG reduction achieved as of the end of 2021

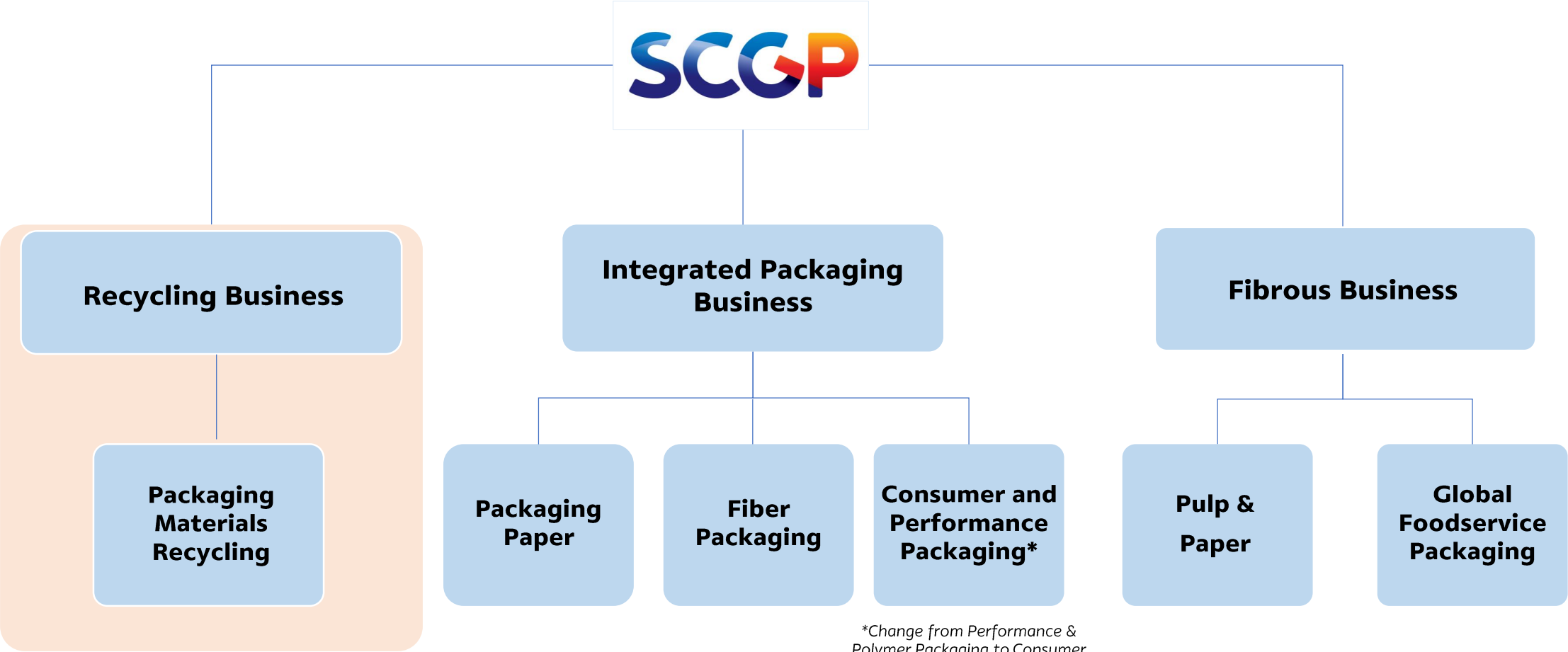


## SCGP committed to setting science-based GHG emissions reduction targets (SBTi)





# Addition of New Business Segmentation



*\*Change from Performance & Polymer Packaging to Consumer and Performance Packaging*

# Notable focused KPI matrix for the company and management

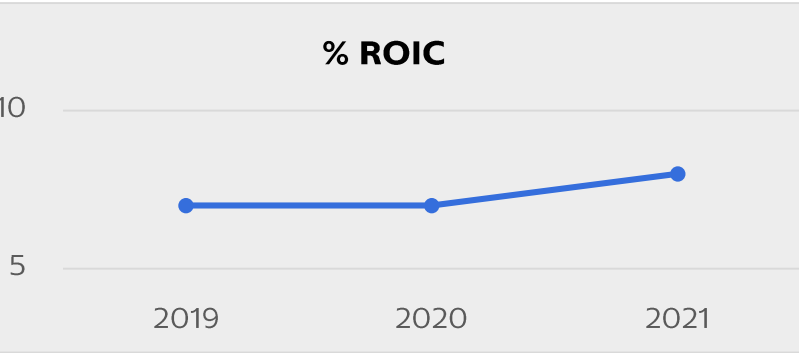
## 1 Financial performance & Business growth

### A) Revenue, EBITDA & Profit

- Essentials indicators for overall business growth, operational efficiency and profitability

### B) ROE and ROIC

- Effectiveness related to the company's generation of long term value from the capital and shareholder's equity



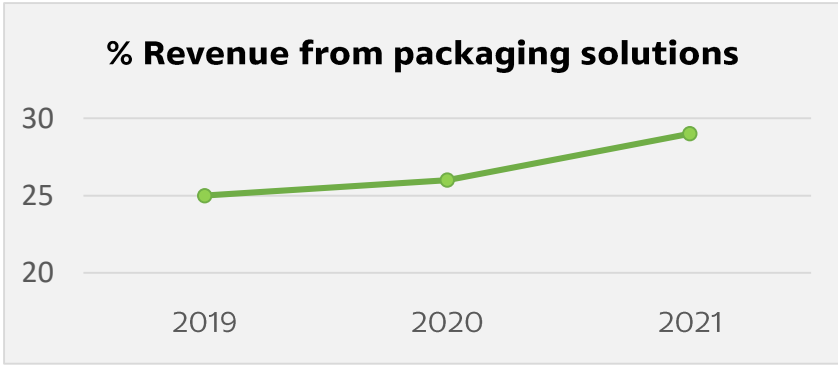
## 2 Customer-centricity

### A) % Revenue from packaging solutions

- Key measurements on progress of strategic direction to be solutions for customers and consumers

### B) Customer Satisfaction score

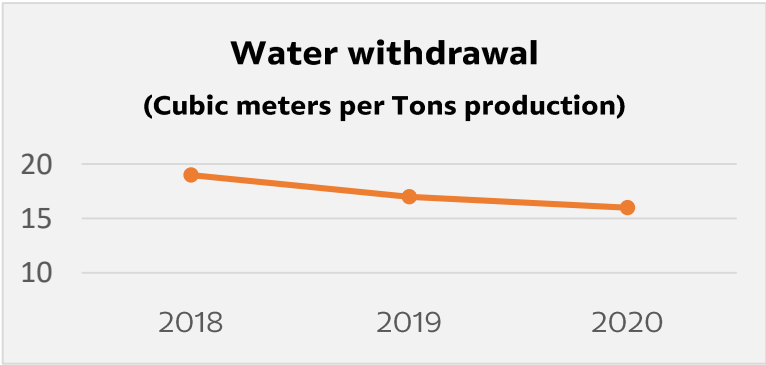
- Key indicators on how well a company's products or services meet customer expectations



## 3 ESG & People

Measurements of how the company continuously develops sustainable value chain & business practices with focus on circularity

- GHG reduction
- Recyclable polymer products
- Water withdrawal reduction
- Employee engagement
- and more...



# Annual capacity: Full year basis

Data as of 26 July 2022

Integrated Packaging Business		Unit	TH	VN	PH	ID	MY	ES	Total	Incoming capacity (not yet included)
Packaging Paper	MT/year		1.85	0.50	0.45	1.80			4.60	Packaging Paper in North VN, 2024 (0.37 MT/year)
Fiber packaging	MT/year		0.84	0.26		0.28			1.38	Fiber Packaging in TH, 2023 (75,000 TPY)
Fiber packaging <sup>4</sup>	Million m <sup>2</sup> /year		1,529	473		127			2,129	
Integration level (downstream/upstream)			45%	52%		15%				
Performance & Polymer Packaging										
• Flexible packaging	Million m <sup>2</sup> /year		443	509					952	
• Rigid packaging	'000 Ton/Year		27	116					143	
• Medical Supplies & Labware	Million pieces/year							250	250	
Fibrous Business										
Printing and writing paper & others	MT/year		0.49						0.49	
Foodservice packaging	Billion pieces/year		2.43	4.00			3.00		9.43	

Note: (For data in the table)

1. Full-year basis without pro-rate from consolidation/start-up date
2. Data included M&P of SOVI, Go-Pak, Duy Tan, Intan, and Deltalab
3. Data included organic expansion of Batico#2, Visy Line#7, FAJAR Plant#2, Prepack#2, UPPC#3, Pressboard & Molded pulp
4. Calculated by assumption 1 ton of box: 1,820 million m<sup>2</sup> per year

# Updated Information

	2021					2022		
	Q1	Q2	Q3	Q4	FY2021	Q1	Q2	Jul
Market information <sup>1</sup>								
Testliner paper price: (USD/Ton CIF – ASEAN regional price)	541	512	475	530	515	535	520	495
AOCC prices: ASIA index (USD/Ton CIF - from US to Asia)	232	274	310	280	275	280	275	245
Spread: Testliner paper price vs AOCC Asia Index	309	238	165	250	240	255	245	250
Short Fiber prices: China index (USD/Ton CIF - from US to China)	656	768	640	570	658	670	813	855
SCGP sales information								
Packaging paper sale volume <sup>2</sup> - Million tons	1.08	1.07	1.09	1.07	4.31	1.06	1.05	
Fiber packaging sale volume <sup>2</sup> - Million tons	0.24	0.24	0.25	0.28	1.01	0.28	0.27	
Performance & Polymer Packaging sale volume <sup>2</sup> - Thousand tons	11.67	13.52	18.22	35.23	78.64	31.81	34.21	
Fibrous business sale volume <sup>2</sup> - Million tons	0.17	0.16	0.16	0.16	0.65	0.18	0.18	
%SCGP solutions & services of total sales	← 29% →					← 30% →		

Note:

- Market data from company sources
- SCGP's sale volume before inter-segment elimination while already eliminated intercompany sales within same business unit which are managerial report basis

# H2/2022 Opportunities & Challenges going forward

## Internal

- Continuation of prudent business expansions & operational fortification throughout the supply chain
- Dynamic cross-companies collaboration to maximize value from M&P synergies
- Relentless determination to enhance ESG with emphasis on recyclability & reduction of GHG emission

## External

- ASEAN economy is expected to gradually improve driven by domestic consumption & resumption of tourism
- Effect from China's lockdown has passed its peak in Q2/2022. Manufacturing and other economic activities are gradually improving amid governments' stimulus efforts
- Macroeconomics challenges from hyperinflation, heightened energy prices, and ongoing geopolitical conflicts are yet to be subsided



# THANK YOU

For more information, please contact  
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