

# INVESTOR MEETINGS

*Month of November 2022*



# Business highlights: Q3/2022



## M&P and organic expansion

Together with Peute, Jordan would enhance SCGP’s sourcing capabilities & international network of recovered materials



## Innovation & packaging solutions

Successful fundraising (Series A) of Dezpax foodservice packaging online platform



## Sustainability

Received top-tier rating in Global Container & Packaging from DJSI (S&P Global)



## Operational excellence & synergies

Increase renewable & alternative energy portion to 30.5%<sup>1</sup> of total energy sources

# Proactive management

## Macro environments in Q3/2022



### Weak demand from China economy

- **Drought in the South** led to shortage of energy & disruption of manufacturing sectors (~27% of GDP)<sup>1</sup>
- Overall sluggish market led to **production downtime**
- Prolonged **property sector crisis** (~30% of GDP)<sup>1</sup>



### Continuation of freight rate decline

Normalization of supply & demand for containers



### Prolonged hyperinflation & interest rates hike

Rise in cost of debt, FX volatility & lower consumers' disposable income



### Escalation of climate changes expedite ESG concern

Shifts in weather patterns disrupt supply chain & the economy

## Focused internal efforts

1

**Well-planned cash & CAPEX management** with strategic M&P to pursue quality growth

2

**Augment portfolio optimization & operational excellence** while stabilize supply chain; diversification by the addition of new export markets

3

**Enhance customer values** through distinctive capabilities of research, development, and innovation (RDI investment approx. 0.3% on total revenue in 9M/2022 )

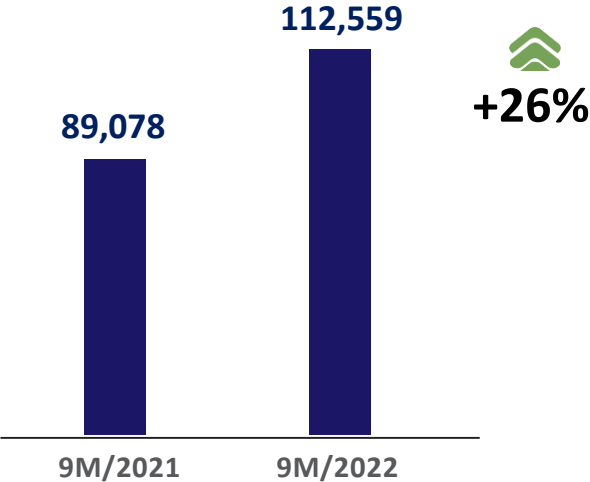
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**Continuous improvement on ESG** with target to reach 100% recyclable, reusable, or compostable packaging in 2025 and 20% GHG emission reduction within 2030<sup>2</sup>

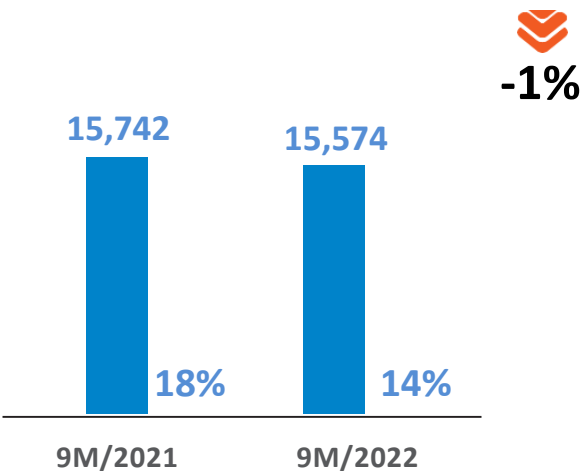
# Consolidated key financials: 9M/2022<sup>1</sup>

Revenue growth from business expansions while yoy earnings affected by higher raw material & energy costs

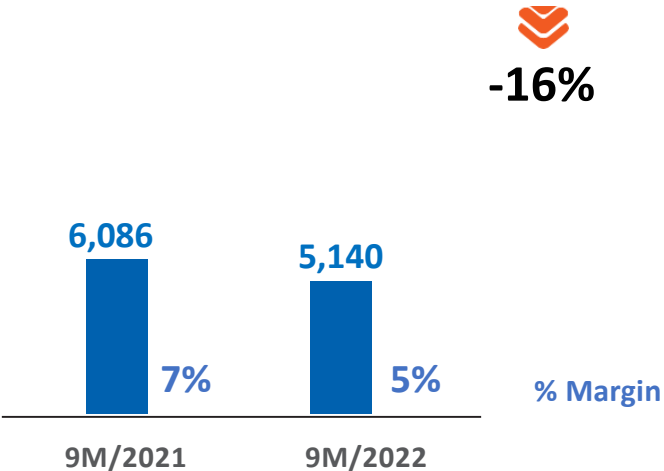
REVENUE FROM SALES (MB)



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



CORE PROFIT<sup>4</sup> (MB)



%COGS ON SALES



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



NET PROFIT (MB)



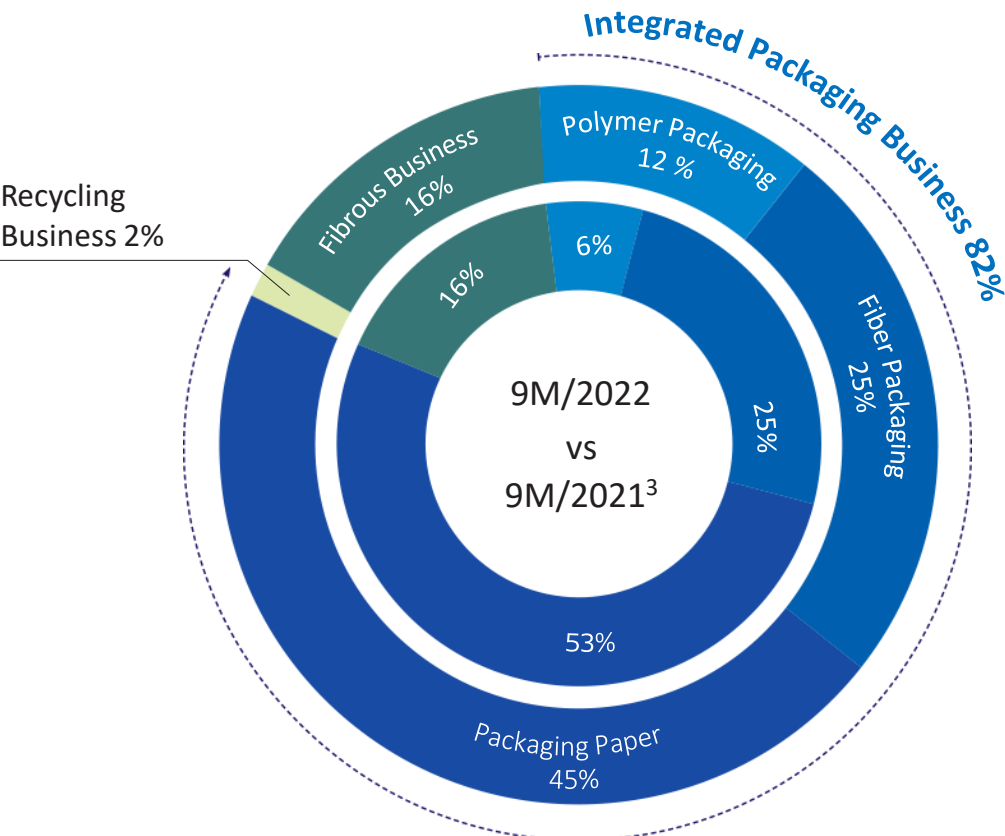
Note:  
1. Figures are "After inter-segment elimination"  
2. EBITDA excludes dividend from associates & includes FX gain/loss from loan

3. Core EBITDA = EBITDA – key items adjustments  
4. Core Profit = Net Profit – Key items adjustments after tax & after NCI basis

# SCGP's revenue portfolio: 9M/2022<sup>1</sup>

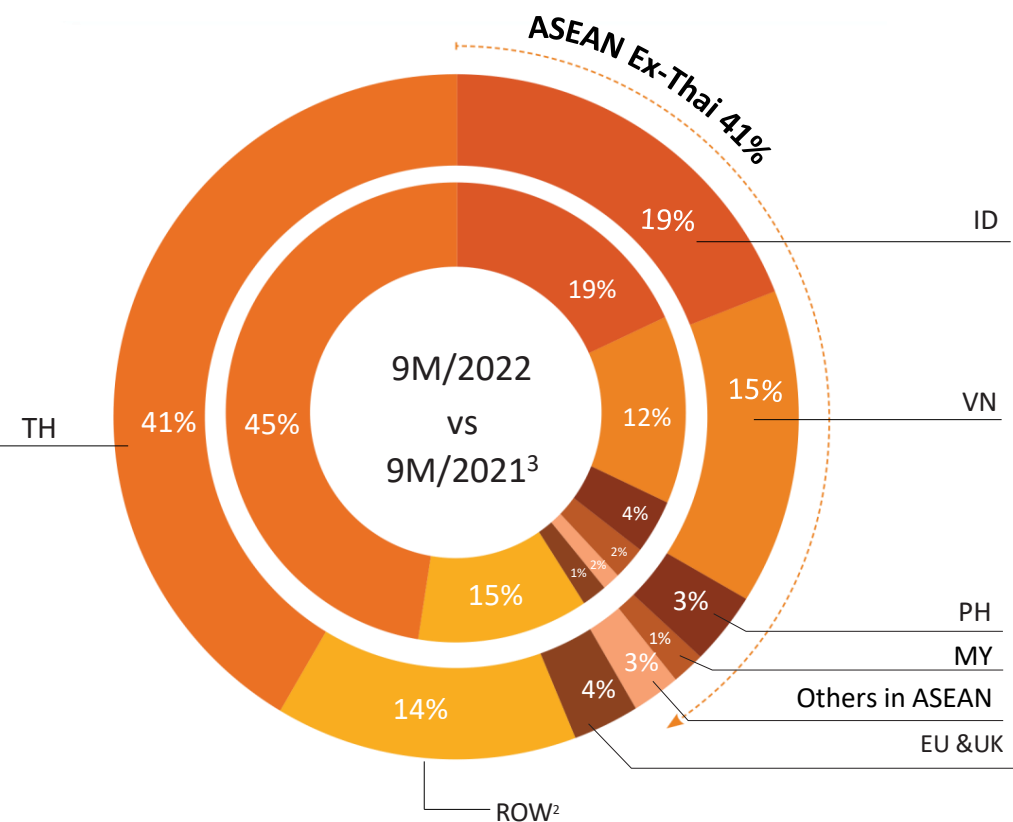
Continuous expansions focusing on attractive fast-growing segments & markets with addition of revenue from recycling business

## REVENUE FROM SALES BY BUSINESS UNITS



Fiber & Polymer packaging increased to 37% of total

## REVENUE FROM SALES BY END DESTINATIONS

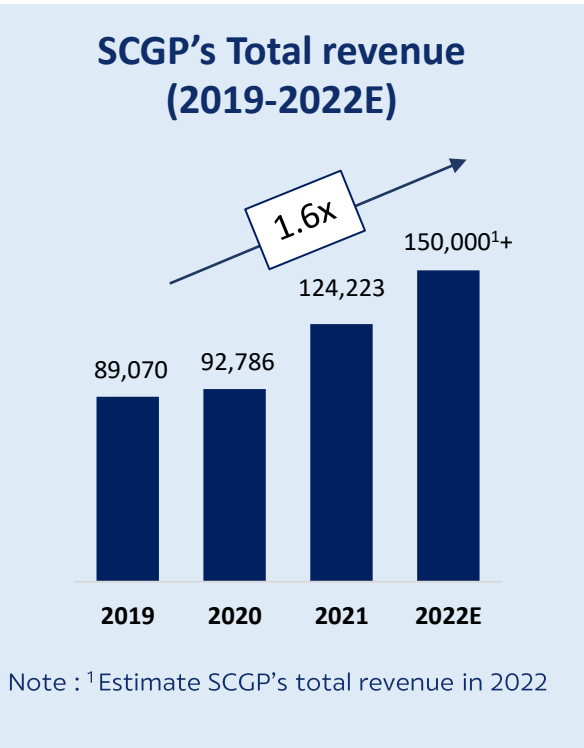
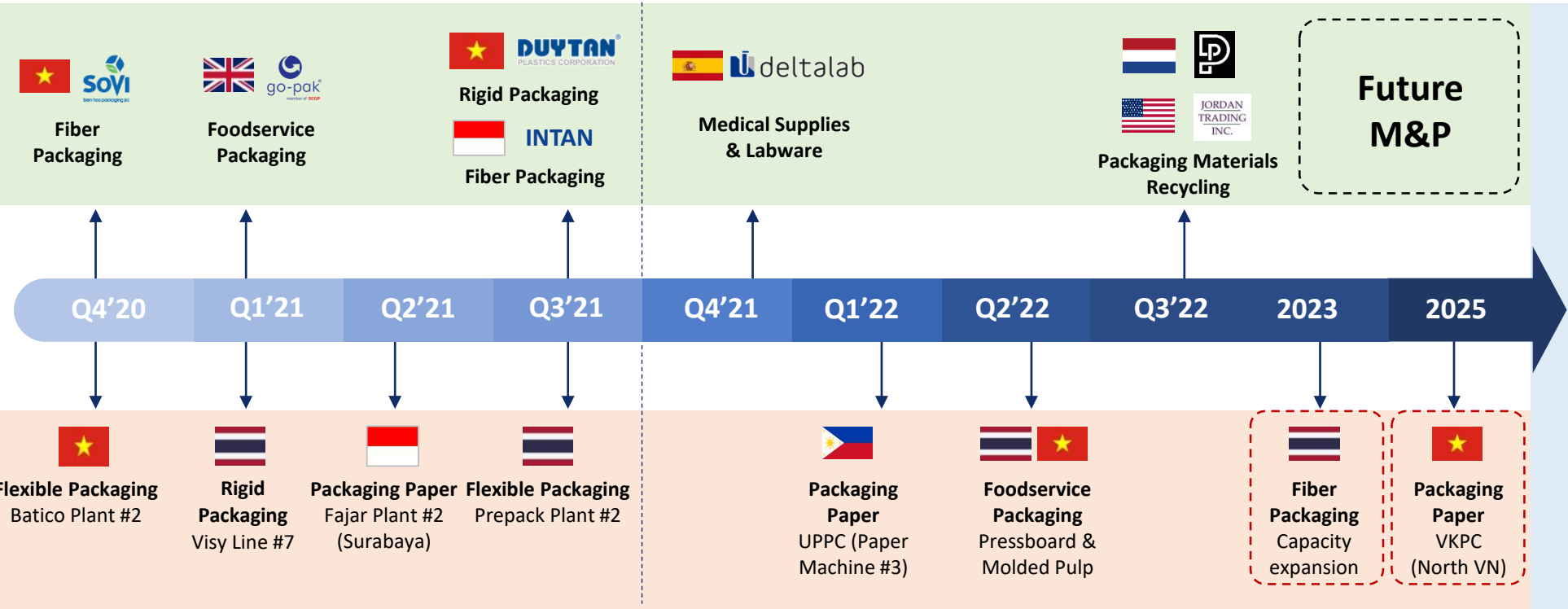


ASEAN Ex-Thai increased to 41% of total

# Key growth drivers

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

## 7 M&Ps



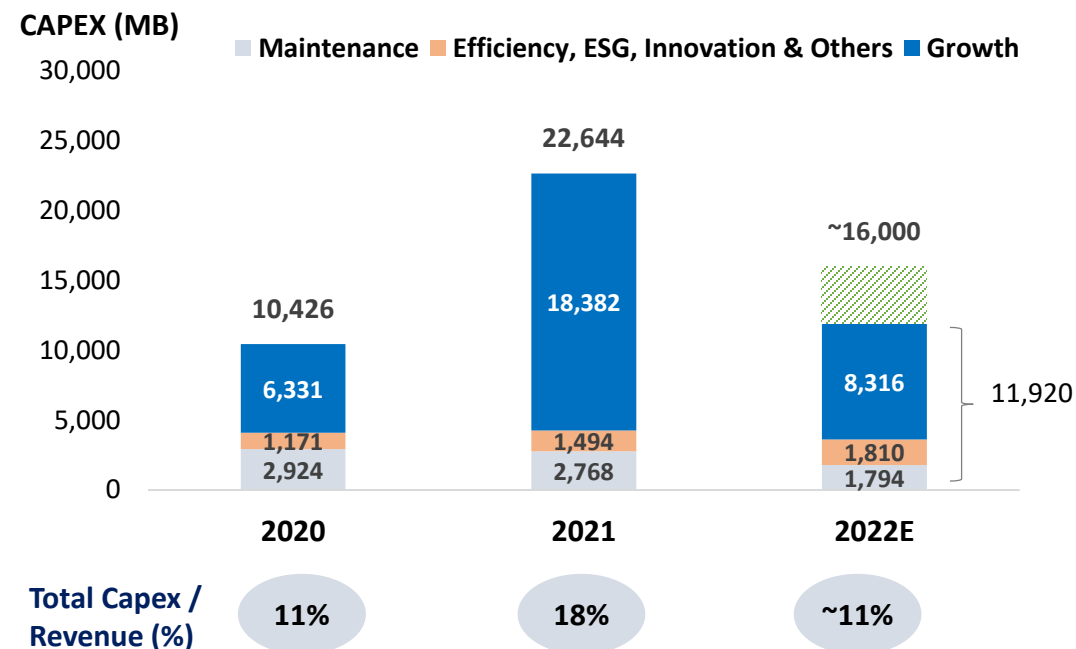
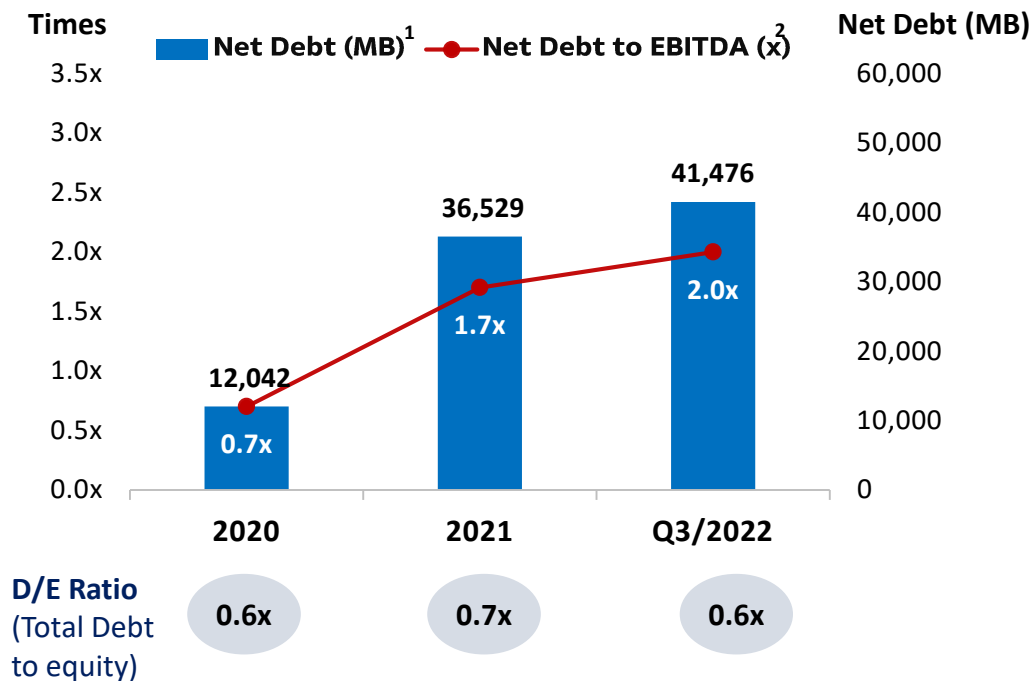
## 8 Organic Expansions

Ongoing Projects

M&P deliver incremental revenue ~30,000 MB/Y (from 2020 to 2022E)



# Strong balance sheet with ample CAPEX plan for growth



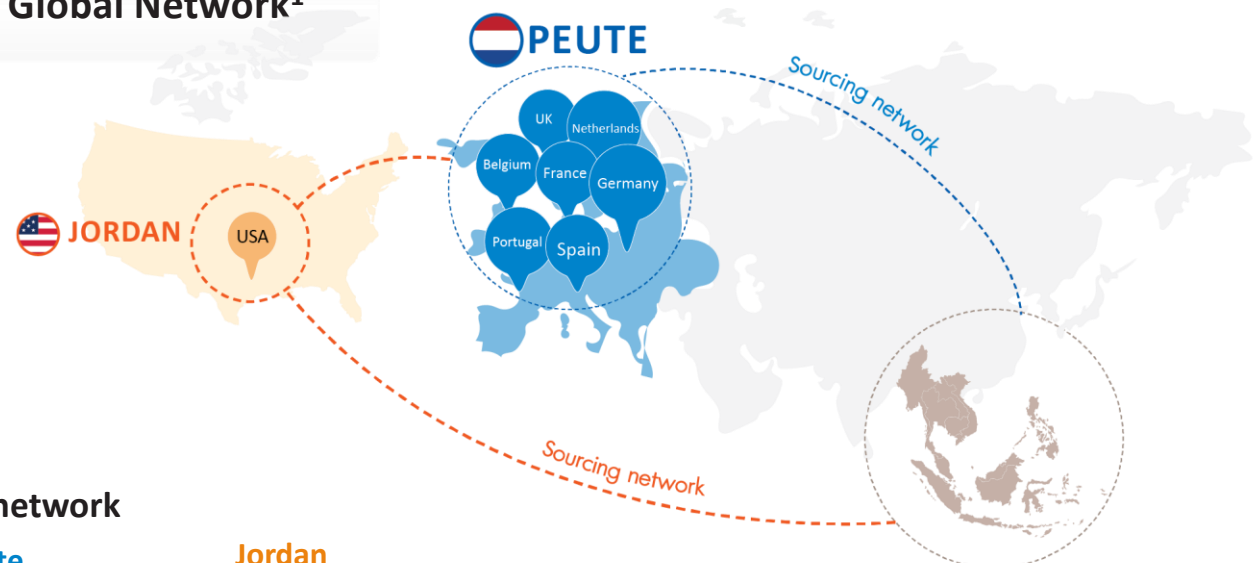
- Cash & cash under management of 10,171 MB and Interest-bearing debt of 51,647 MB with average cost of debt of 2.50% for 9M/2022 and 3.30% for Q3/2022
- Net debt to EBITDA was increased to 2.0x due mainly to investment activities.

- Growth CAPEX includes 1) M&Ps of Peute&Jordan 2) remaining of Duy Tan's earn-out payment and organic expansion
- CAPEX plan of approx. 20,000+ MB in 2023
- With current industry landscape, expected commercial startup of VKPC3 is extended to 2025

Note:  
 1. Net Debt refers to Interest-Bearing Debt minus Cash & cash under management  
 2. EBITDA excludes dividend from associates & includes FX gain/loss from loans

# M&P of International recycling business (Netherlands & USA)

## Large Scale Global Network<sup>1</sup>



## %Customer network



## STRATEGIC RATIONALES: M&P with Jordan



Reinforce packaging materials recycling business while strengthen strategic raw materials to support long-term growth



Together with Peute, the M&P in Jordan would enhance global network of SCGP's recycling business.



Direct access to source of high quality American Old Corrugated Containers ("AOCC")

## Potential synergy throughout the value chain



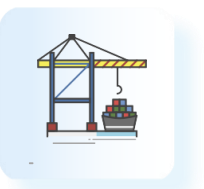
**Sourcing of recovered materials**  
Diversify & expand sourcing network within major supplier regions



**Recycling process**  
Enhance recycling operations with best practices across EU, US and ASEAN



**Raw materials**  
Secure reliable supply to capture fast-growing external demand and also for internal use



**SCGP's ASEAN operations**  
Freight and backhauling management to enhance logistics efficiency



# Continuously offer sustainable & innovative consumer solutions

## Foodservice packaging online platform



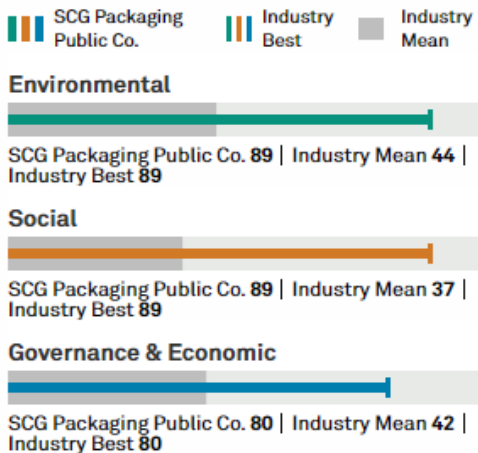
- Dezpax’s successful **Series A fundraising from ORZON Ventures and Next Ventures**, with the goal to enhance distribution channels, broaden customer base and technology development

## Healthcare network expansion



- **Broaden Deltalab’s customer network in TH&ASIA** through partnership with three leading distributors

## ESG achievements



- Received **top-tier rating in Global Container & Packaging** from **Dow Jones Sustainability Indexes (DJSI)** by **S&P Global**
- Selected as a member of Thailand Sustainability Investment (THSI) in 2022
- Rating improvement on MSCI from BB to BBB

# Progressing toward 150,000 MB topline with innovative consumer solutions



- 1 Strategic M&P to pursue consumer linked growth while fulfill evolving needs in healthcare, medical supply and labware
- 2 Enhance margin with portfolio optimization along with distinctive capabilities in research, development & innovation
- 3 Elevate ESG practices throughout all operations with emphasis on stakeholders' engagement

# APPENDIX

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

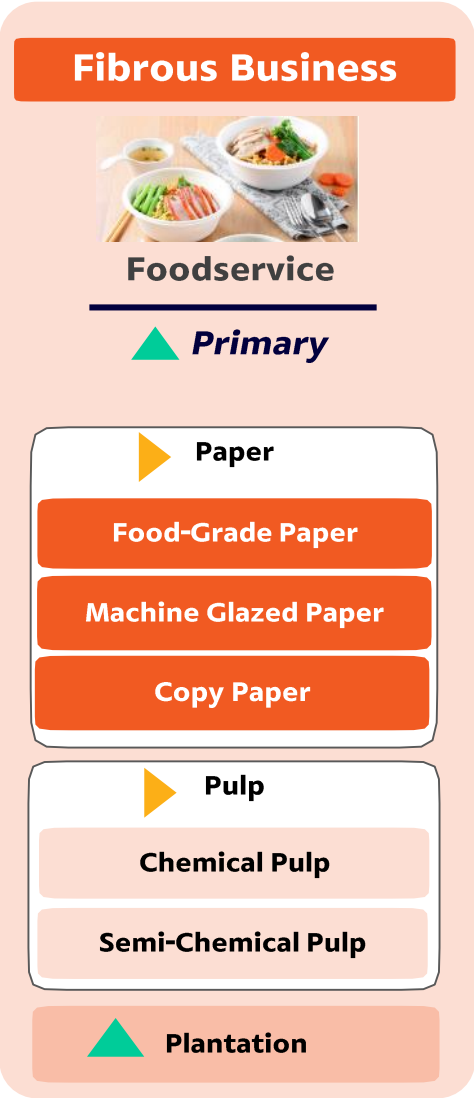
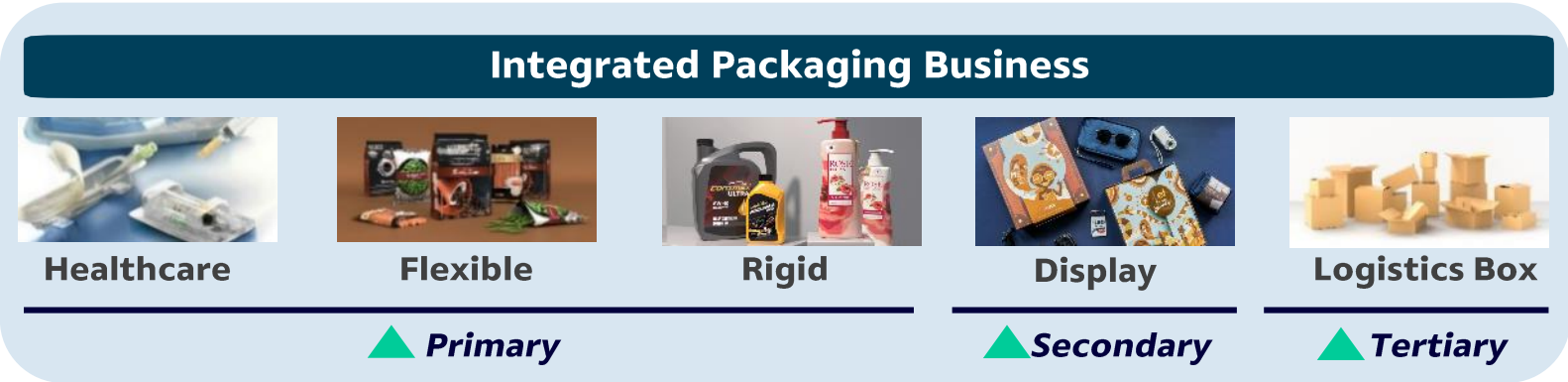
Double business size > 200,000 mTHB by 2025



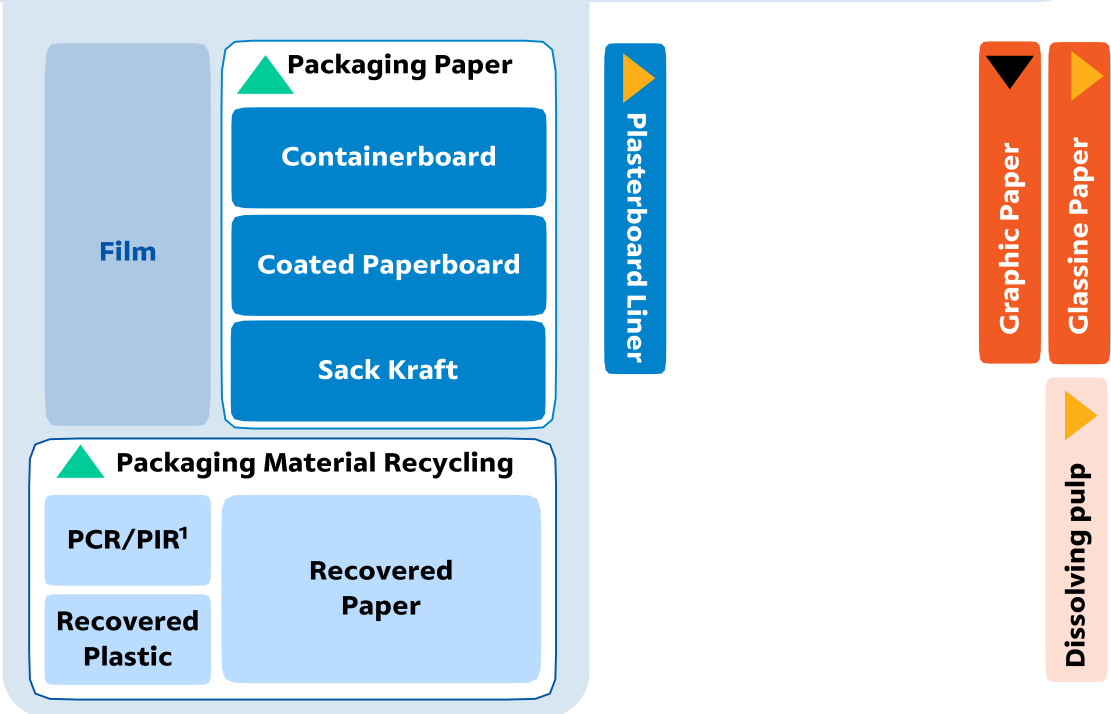
# SCGP Business model

Broad diversification of product & service offerings with fully integrated supply chain

*Innovation & Packaging Solutions*



- ▲ **Grow**
- ▶ **Maintain**
- ▼ **Downsize**



# SCGP strategic moves toward quality growth

1

## M&P and Organic Expansion

Growing the Core



Enhance leadership position of packaging paper in PH



Fiber packaging TH: strengthen customer network & integration with upstream

Break out with new business



Fulfil surging needs of healthcare & medical supply

2

## Innovation & Packaging Solutions

Expand to Adjacent Fields

OptiBreath®



Develop packaging technology for shelf-life extension

HOLIS  
by SCGP



Leverage proprietary knowhow in tissue cultivation to develop medical herbs

3

## Sustainability



Recyclable mono material bag

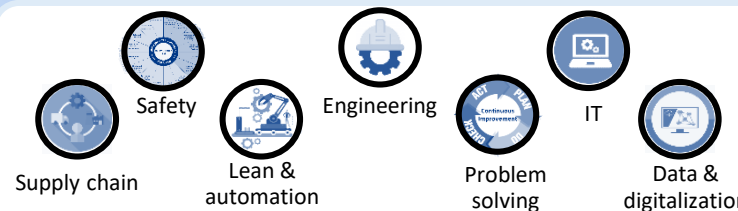


Products made from 100% rHDPE1

- 100% recyclability of packaging in 2025 & enlargement of recycled contents
- GHG reduction roadmap toward Net Zero 2050

4

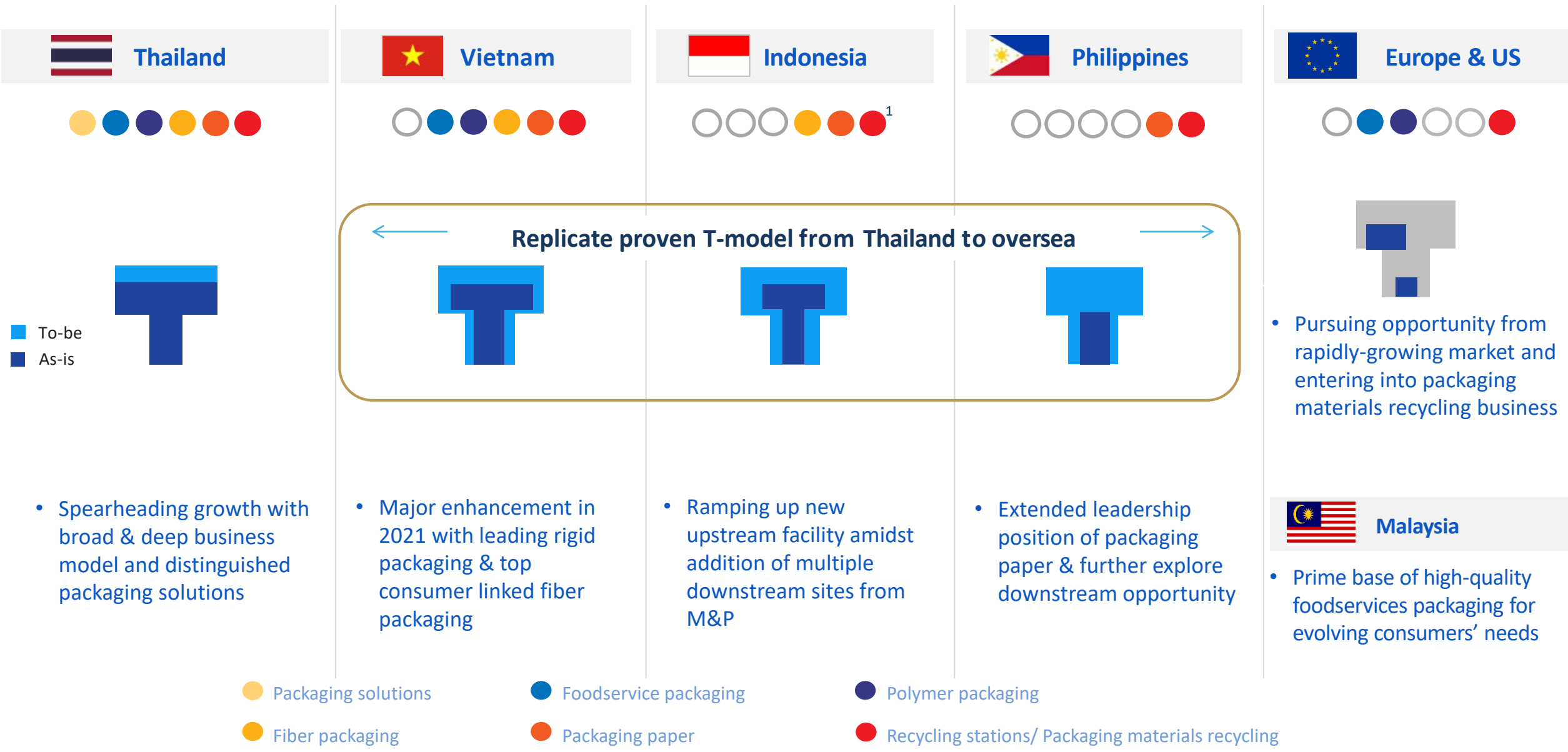
## Operational Excellence & People



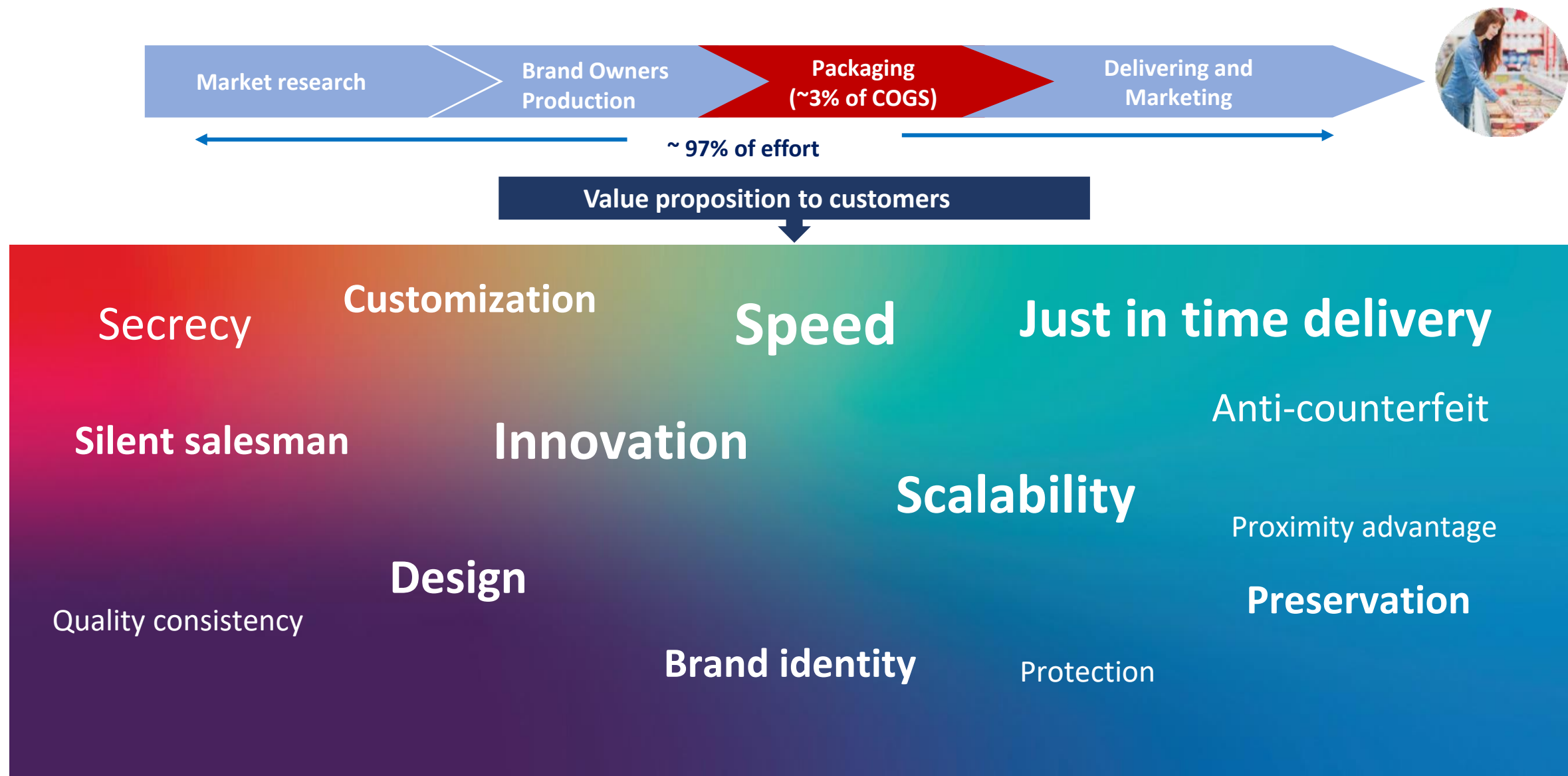
- Strengthen center of Operational Excellence regionally
- Proactively re-design operational process with automation & technology



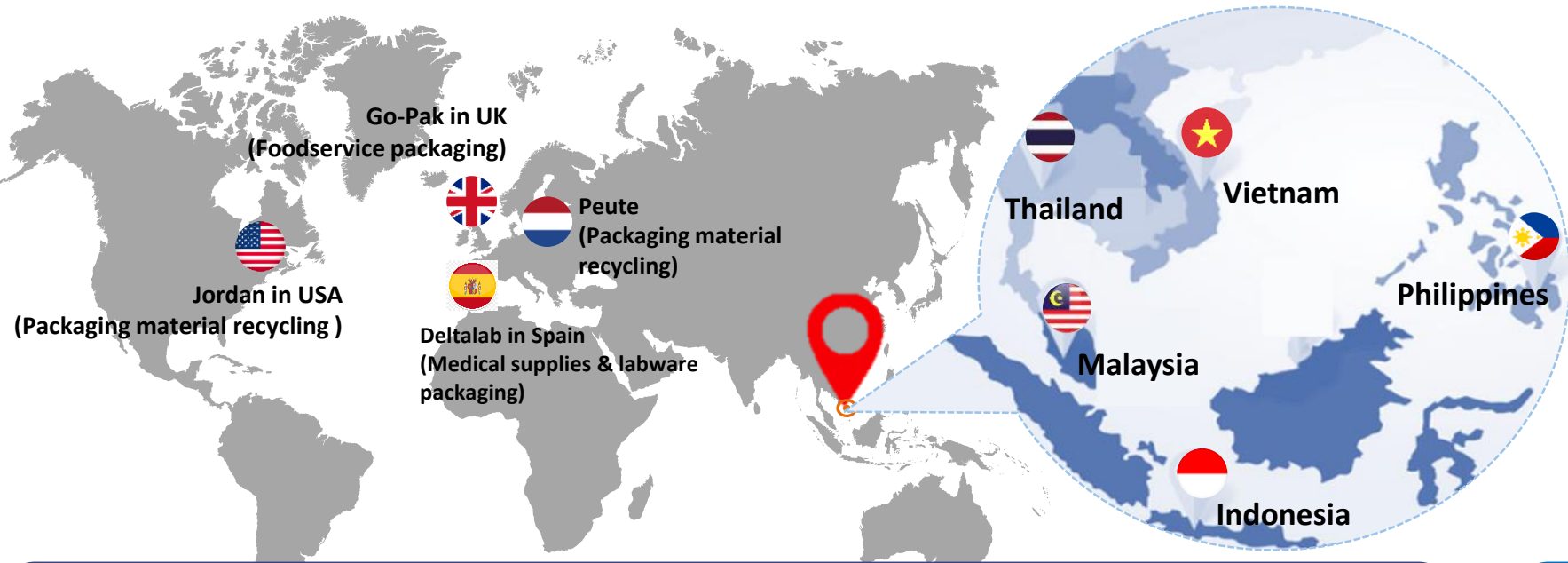
# Pursue long-term growth, focusing on consumer-linked segments



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



# SCGP's business operations in ASEAN, Europe and USA



57 Production facilities

9 Countries

## Integrated Packaging Business

### Consumer & performance packaging

 13 plants  
3 countries (TH,VN, Spain)

### Fiber packaging

 29 plants  
3 countries (TH,VN,ID)

### Packaging paper

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

## Fibrous Business

### Foodservice packaging Pulp & paper

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

## Recycling Business

Packaging material recycling  
 1 plant  
2 countries (Netherlands, USA)

# 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

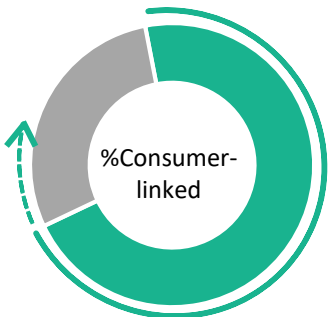
### 2. Enlarge growth in ASEAN & Beyond

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

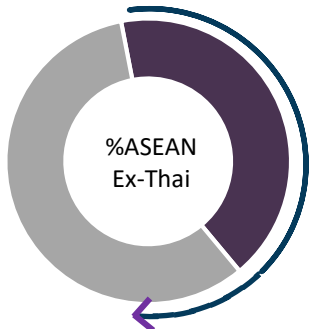
### 3. Enhance bespoke downstream business

- Capture evolving high growth segments
- Broad & Deep fortification

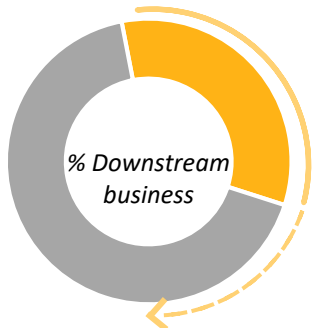
## Future Portfolio



73% of total revenue H1/2022



41% of total revenue H1/2022



37% of total revenue H1/2022

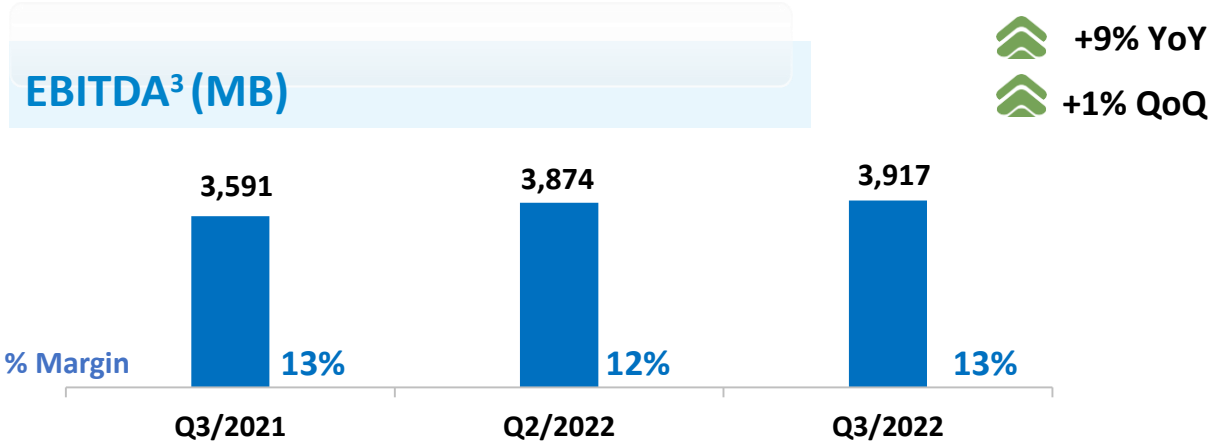
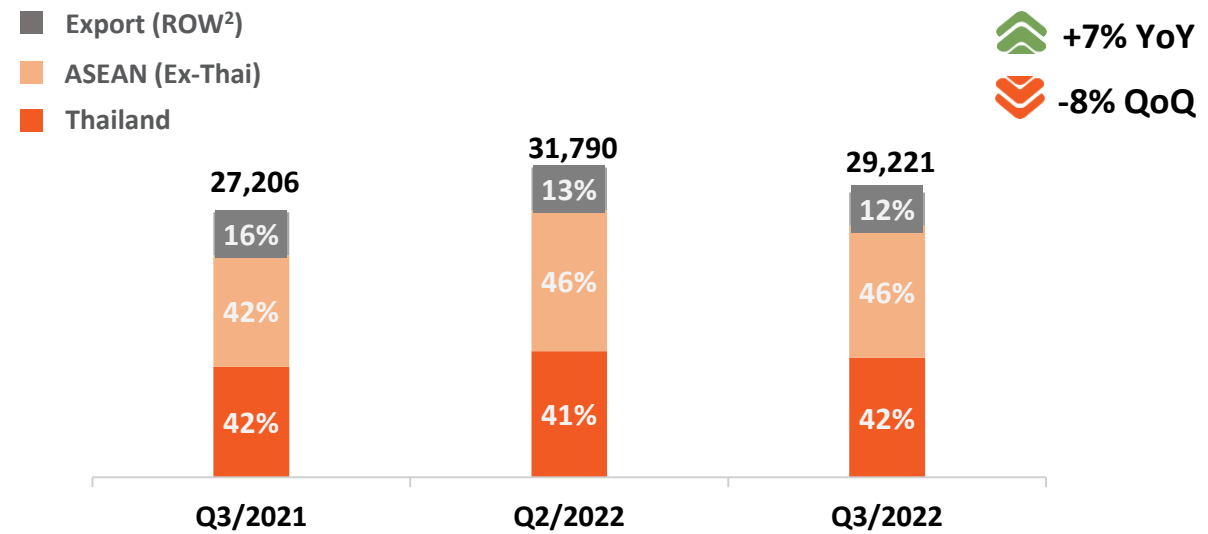
Note:

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

# Integrated packaging business

## REVENUE BY END DESTINATIONS<sup>1</sup> (MB)



\*Excluding earn-out, EBITDA for Q2/22 and Q3/22 would be 4,249 and 3,830 respectively

### Revenue: YoY increased mainly from price improvement and M&Ps

- Polymer packaging:** QoQ declined mainly from weaker demand of durable goods and certain exports to US & EU. Meanwhile consumer packaging improved in preparation for year-end activities
- Fiber packaging:** QoQ sales increased mainly from overall price improvement, while sale volume dropped due to softer demand of non-food products
- Packaging paper:** QoQ sales declined as ASEAN export was affected by weak demand in China. Export networks were expanded, to South Asia. Domestic sales related to non-essential goods also decreased.

### EBITDA: YoY improvement driven by Polymer & Fiber packaging

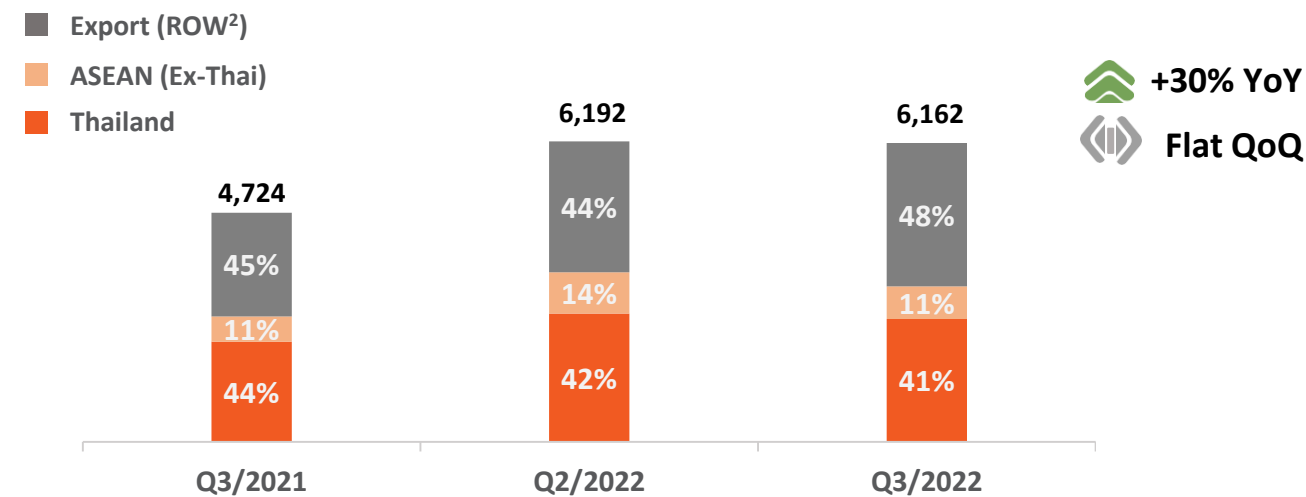
- Slightly increased QoQ. Excluding extra items, decrease in EBITDA was due to weaker sales volume
- Energy costs continued to be at heightened level while recovered paper prices and freight rates have been improving from the middle of the year onward

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

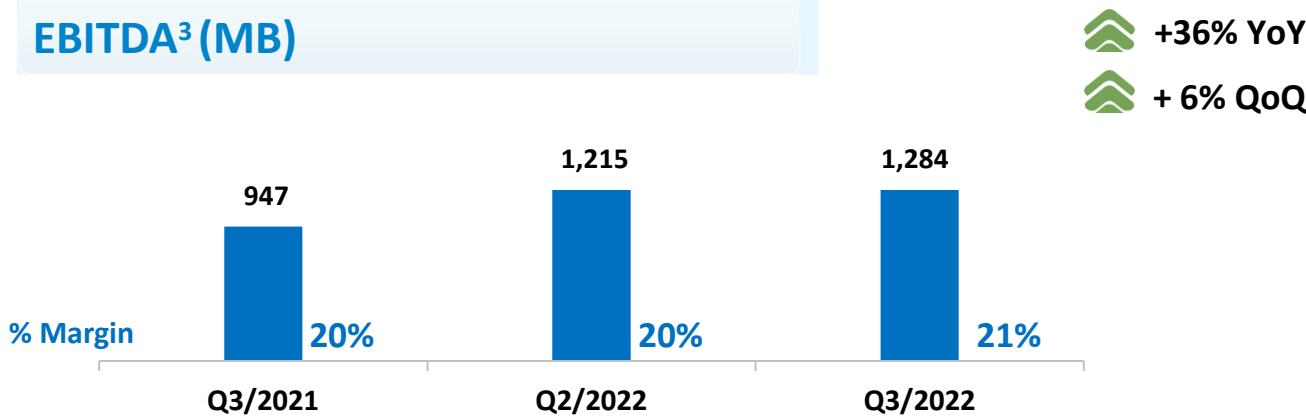
## REVENUE BY END DESTINATIONS<sup>1</sup> (MB)



**Revenue: YoY increased from improved selling price and foodservice packaging sales**

- **Foodservice packaging:** QoQ increased driven by tourism recovery, which benefited quick-service restaurants, along with additional sales from new capacity of pressboard & molded pulp
- **Paper:** QoQ sales slightly decreased from weaker demand during low season
- **Pulp:** QoQ declined from softened dissolving pulp sales to China, while domestic sales dropped amidst inventory management at user levels

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



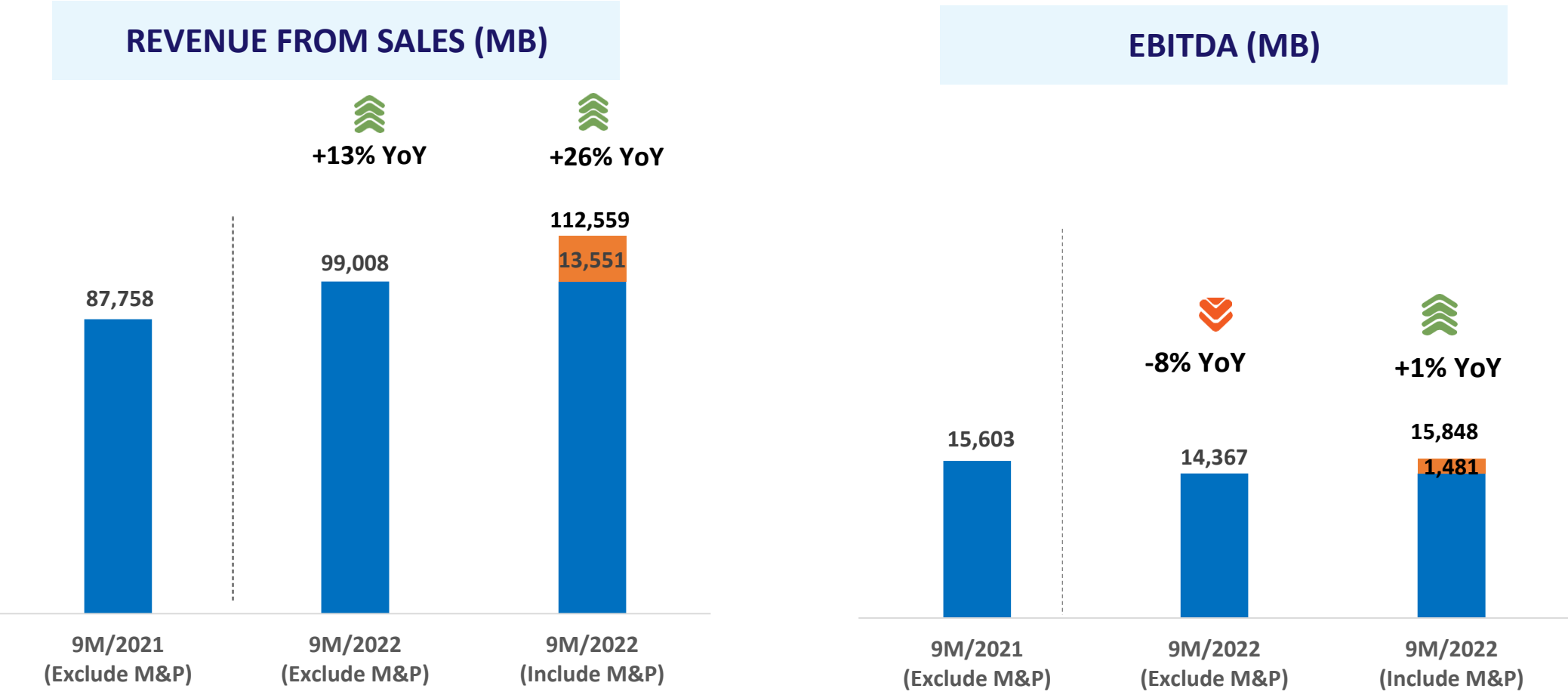
**EBITDA: YoY improvement driven by higher paper demand**

- QoQ increased from extended high market price of pulp and lower freight costs



# 9M/2022 movement

Excluding M&P<sup>1</sup>, revenue grew YoY organically while EBITDA dropped amid higher overall costs



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

# Core profit & Net profit: Q3/2022<sup>1</sup>

Unit: MB	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22	Q3/22	YoY	QoQ
Core profit (after NCI)	2,263	2,287	1,536	1,358	1,722	1,906	1,512	-2%	-21%
Key Items (after Tax & after NCI)									
1) FX Gain/Loss from loan, derivatives & investment	56	111	280	(99)	22	346	244*		
2) Company restructurings	(35)	-	-	7	(95)	-	-		
3) Changes to local regulations	-	-	-	(107)	-	-	-		
4) Expenses related to M&Ps transactions	(73)	(137)	(35)	(115)	9	(10)	(18)		
5) Others	(76)	2	-	1,071	-	(386)	99**		
Total	(128)	(24)	245	757	(64)	(50)	325		
Net profit (after NCI)	2,135	2,263	1,781	2,115	1,658	1,856	1,837	+3%	-1%

\* FX gain mainly from cross-currencies intercompany loans

\*\*Major portion from the adjustment of earn-out provision of Intan in accordance with the share purchase agreement

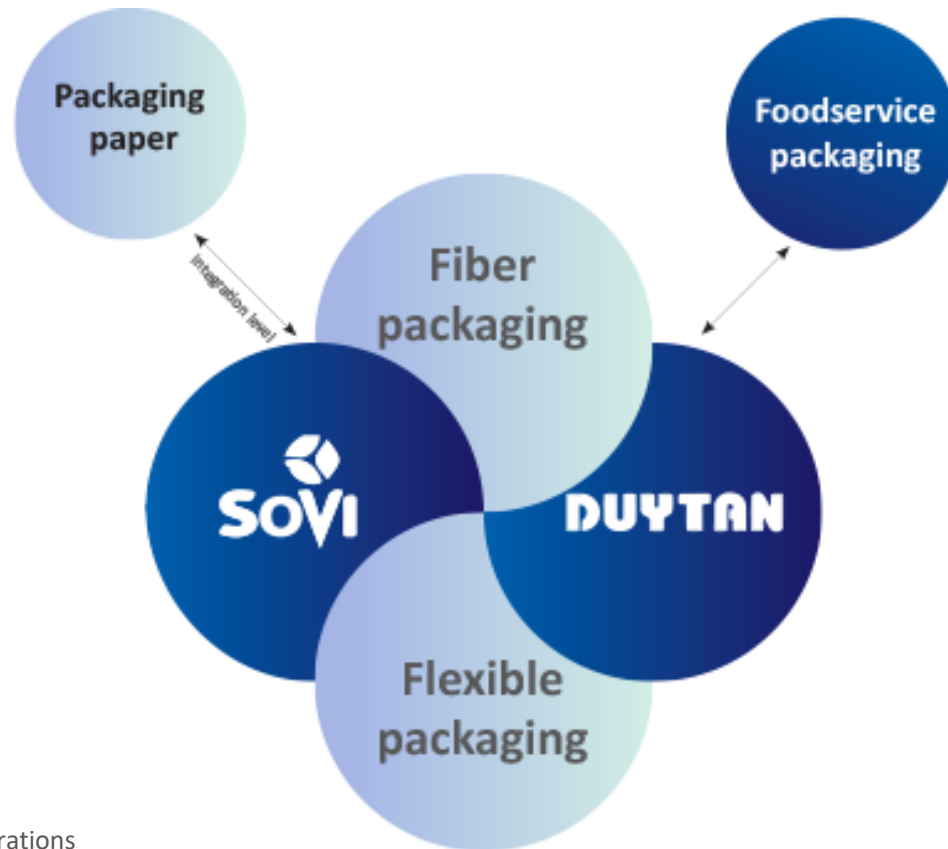
# Synergy from M&Ps

Continuous collaboration to maximize synergy value with approx. total of 1,000 MB per year (not incl. cross-selling)

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

# Realization of post M&P synergies in Vietnam

Doubling revenue size while bolting on synergy along with enhanced value offering to customers



Existing operations  
M&Ps in 2020 & 2021



Improve operational excellence across operations



Enhance packaging solutions & designer community

## M&P Synergies



### Foodservice packaging

- Cross-selling Duy Tan products with Go-Pak's customers in US market



### Polymer packaging

- Expand to new customer segments via Duy Tan's network of leading MNCs & retailers
- Cross-selling with Batico and SOVI



### Fiber packaging

- Increase consumers-linked revenue from 68% to 80%<sup>1</sup>
- Logistic optimization across multiple locations



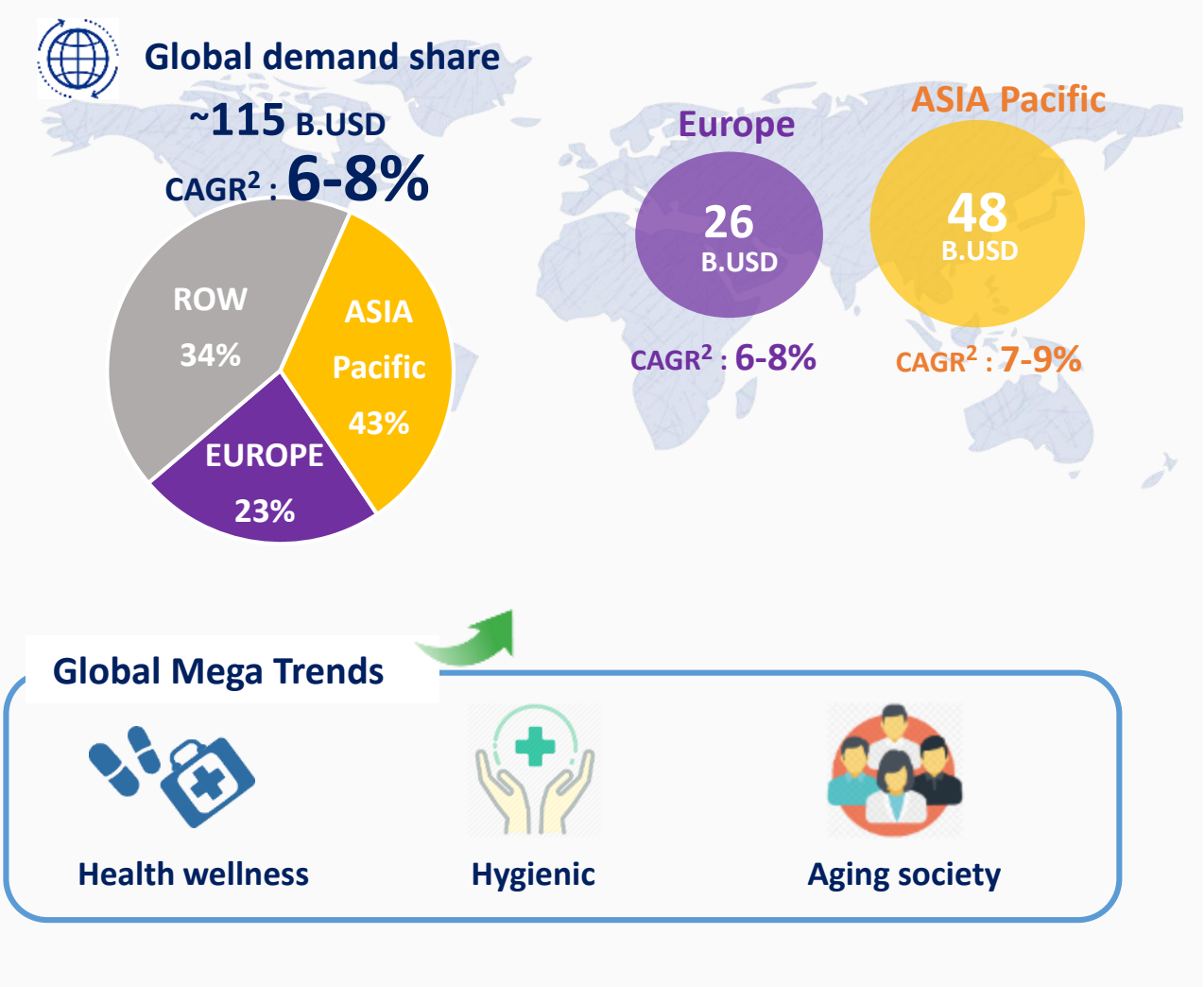
### Packaging paper

- Enhance internal integration level from 30% to 52% with the enlarged VN fiber packaging operation

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

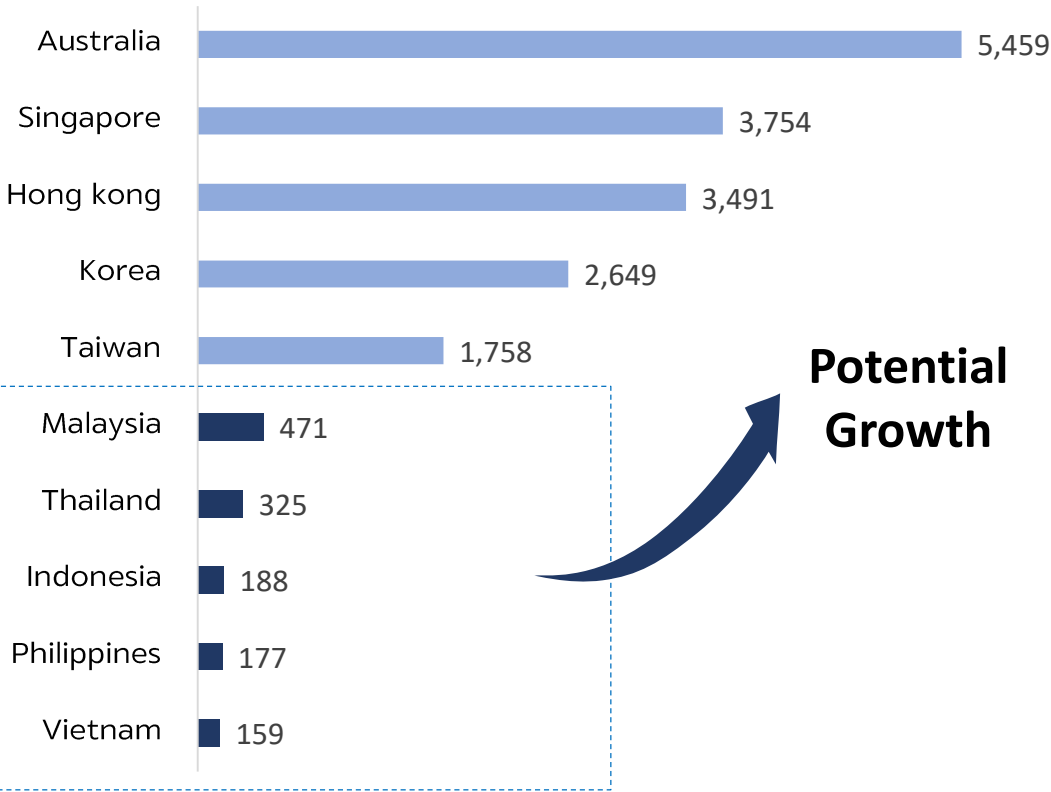
Growth opportunities in Asia Pacific market

## 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



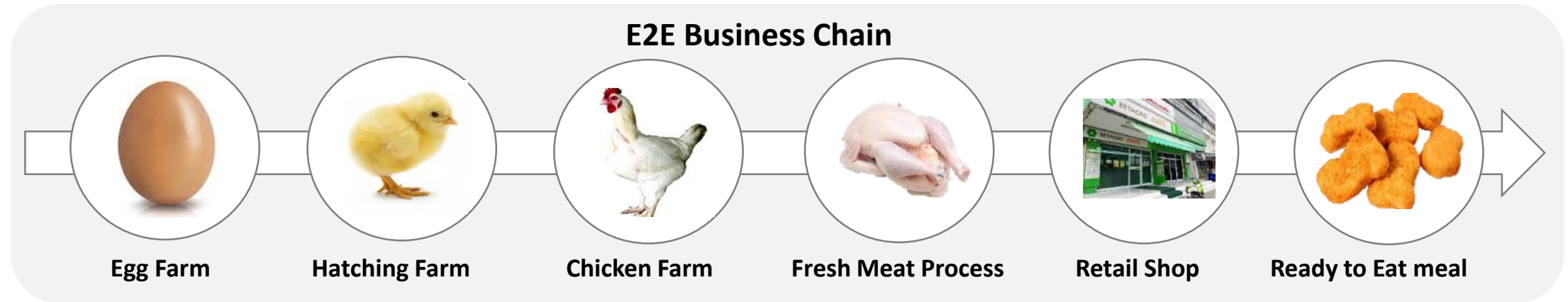
Cosmetics & Pharmaceuticals packaging



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



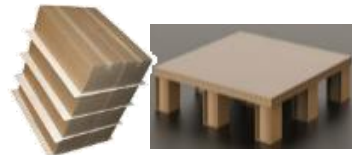
- G-flute & Offset folding
- Shelf-ready
- FybroZeal



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



- Sustainable logistic box



- Anti-slip
- PP Honey comb (Cushion)



- Marketing display



# Fulfil emerging demands of sustainable packaging: Recyclable and recycled

## Innovative recyclable products



High-quality flexible packaging



Recyclable mono material bag

- Develop multi-layer **mono material** for **easy-to-recycle** which retain high protection & high impact resistant properties

## Increase recycled contents



Pet care products made from 100% rHDPE1



rPET homecare packaging

- **Increase usage of recycled resin and recycled PET (rPET)** as part of raw materials to polymer packaging production, reducing the use of virgin resin



### Target

The volume of recyclable, reusable, or compostable packaging

**100%** from the volume of total packaging by **2025**

### Performance 2021

The volume of recyclable, reusable, or compostable packaging

**99.7%** from the volume of total packaging

# Well-defined targets and execution plans toward Net Zero in 2050

## Strategy & targets in 2030 (20% GHG reduction)



### 1. Renewable & Low Carbon energy

- Increase plantation area for biomass
- Increase biomass usage in existing and new boiler
- Solar capacity expansion to 52MWp within 10 years

**Reduce**  
(80%)<sup>1</sup>



### 2. Energy Efficiency

- Packaging paper plant efficiency improvement

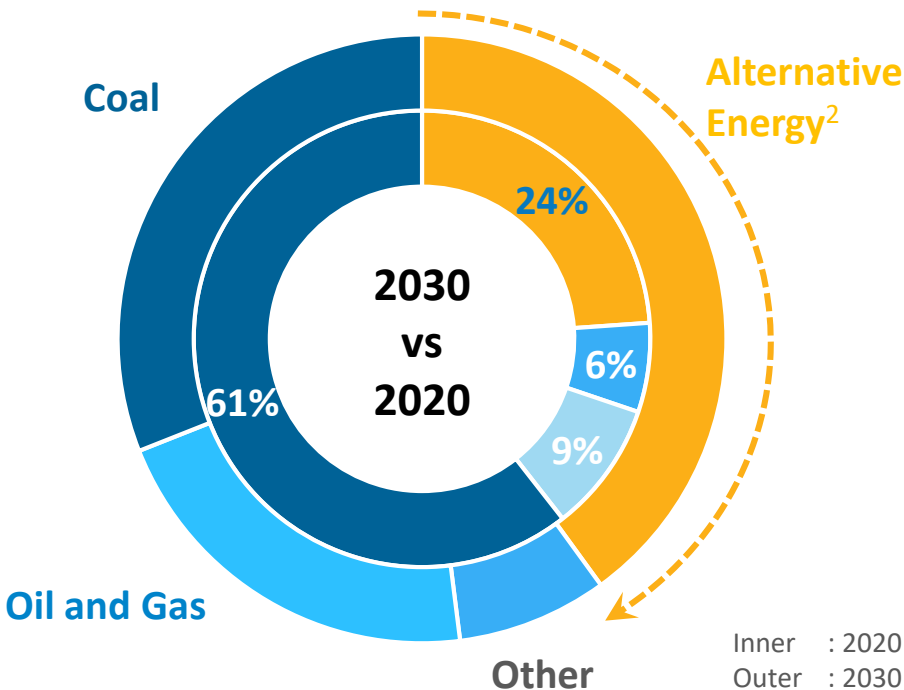


### 3. Carbon Offset

- Plantation for carbon credit 9,120 hectare
- Carbon capture utilization & storage

**Removal**  
(20%)<sup>1</sup>

## Energy ratio



9M/2022: Coal 56.8% and alternative energy 30.5% of total energy sources

Note : 1. % contribution to achieving the target

2. Alternative energy = Renewable energy (biomass + biogas + black liquor + solar cell) + waste reject + used oil

# Continuous development to enlarge renewable energy sources

Relentless pursue of alternatives for efficiency improvement

## Increase Renewable Energy Portion



- Continuous **increase in the proportion of alternative energy sources** (biomass fuel, biogas, and solar energy) to 30.5%<sup>1</sup> in 9M/2022
- Ongoing **expansion of solar power generation** capacity with an additional 10.0 MWp within Y2022 (19.4 MWp as of Sep'22 from 11.8 MWp in 2021)

## Continuation to more Advance Technology



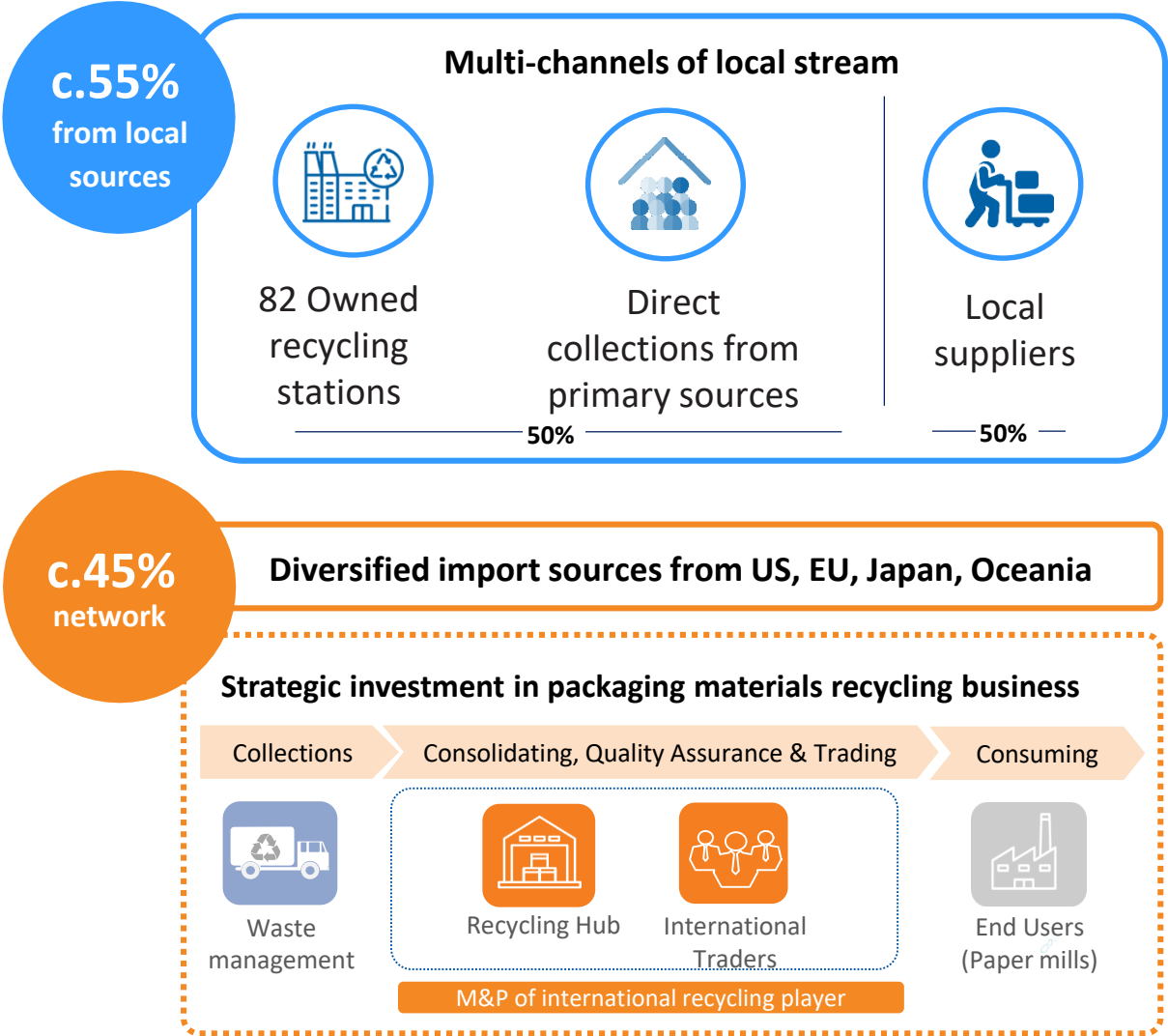
- Focusing on best environmentally friendly technology through **torrefaction process technology by replacing fossil fuels with bio-carbon** (biomass, agricultural residues)
- Ongoing study to pursue **pilot-scale** torrefaction and combustion



# SCGP's circular model and diversified raw material sources



**95%<sup>1</sup>** of raw material of packaging paper is Recycled Paper



# Ever-expanding collaborations with recycling partners at multiple levels



460

Drop points



96 Million<sup>1</sup>

Volume Kg/Year



145

Recycling Partners



## Key Project Highlights :

### Government

- **SCGP x The Ministry of Industry** - 80 Years of Ministry of Industry, 8,000 Kg. of Recycling and Returning to the Society
- **SCGP x Thai post Rebox to school projects:** Turn recycled waste into tables and chairs for border patrol police schools' students

### Customers

- **SCGP x Uniqlo Set up drop points at Uniqlo** to collect waste, convert to paper based furniture, and donate to UNHCR in Ratchaburi and Kanchanaburi



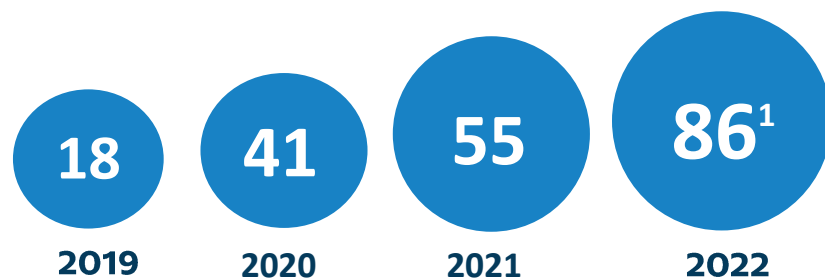
# Influencing community & consumer on sustainable waste management

Zero waste community model since 2015

## Key objectives :

- Reduce waste and increase incomes from waste management
- Expand zero waste model to other areas where SCGP's plants are located, and share zero waste knowledge to other communities across the country

No. of participated communities



ชุมชน **LIKE**(ไว้รู้) ชุมชน



## Develop Zero Waste Products for Communities



### “Khudin by SCGP” organic fertilizer capsule



- Reduce food waste, transform into organic fertilizer
- Won notable design award from the Design excellence award 2022 (Demark)



### Water conservation pond

Bring water back to reuse







### Food waste and grease separator

Reduce drain clogs, use the water and grease for additional benefits

# Continuous evaluation of ESG key metrics and targets

			Targets	As at Dec'2021
 Environment	Emissions	Reduce greenhouse gas emissions Scope 1 and 2 against 2020 base line both Thailand and abroad	20% by 2030 Net Zero by 2050	2.4%
	Water	Reduce water withdrawal	35% by 2025	26.3%
	Recyclability	Volume of Recyclable, Reusable or Compostable packaging	100% by 2025	99.7%
 Social	Employees	Health & Safety : Occupational Illness and Disease Frequency Rate	0 case / 1,000,000 Hours Worked	0 case / 1,000,000 Hours Worked
		Human Rights : Number of human rights violation	0 case	0 case
	Communities	Community Satisfaction Index	90%	89%
 Governance	Board Composition	Independent Directors (3 out of 12 directors are female)	>50%	66%
	Product Stewardship	Sales revenue which comes from products, services, and solutions that received the SCG Green Choice label	66.7% by 2030	45%
	Supply Chain Stewardship	Suppliers that pass the ESG Risk assessment	100%	100%

# SCGP's sustainability ratings

No.	Agency	Scale (best to worst)	Update
1		100 - 0	<b>Leading score in</b> Global Container & Packaging for 2022
2		AAA - CCC	Rating upgrade to ' <b>BBB</b> ' in Sep 2022
3		5 - 0	First ESG rating at <b>3.7 score</b>
4		-	Listed in SET THSI index
5		Platinum - Bronze	<b>Gold Medal</b>
6		A - E	<b>Grade B</b>
7		Negligible - Severe	First assessment as <b>Low Risk</b>

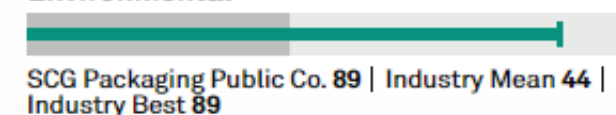
## ESG Awards & Recognitions

ESG Score

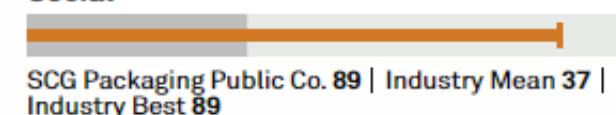
**86**

 SCG Packaging Public Co.  Industry Best  Industry Mean

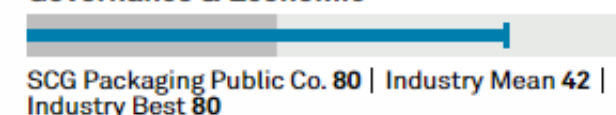
### Environmental



### Social



### Governance & Economic



Last Updated: September 23, 2022





# Notable focused KPI matrix for the company and management

1

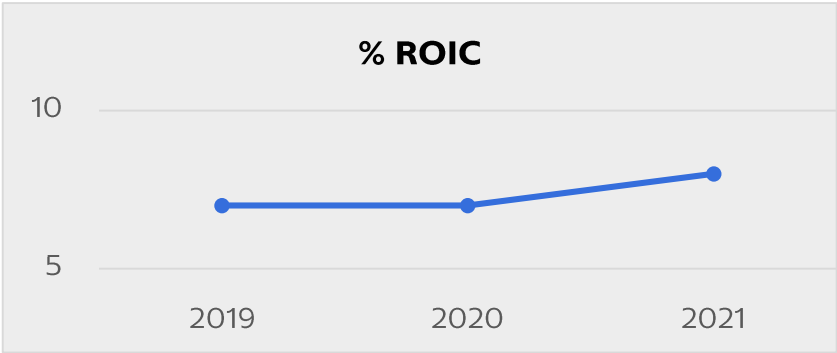
Financial performance  
& Business growth

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

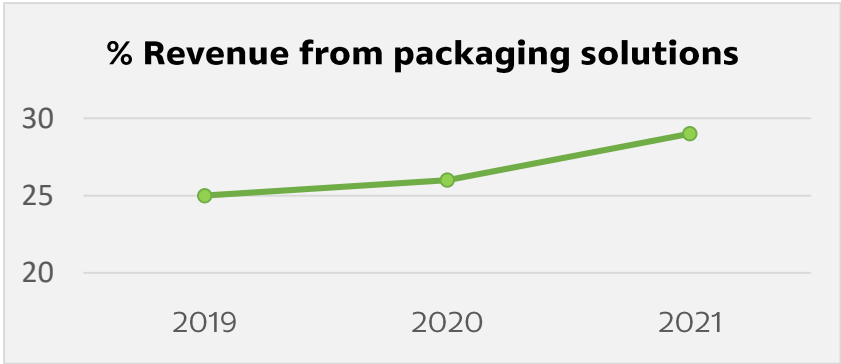
Customer-centricity

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

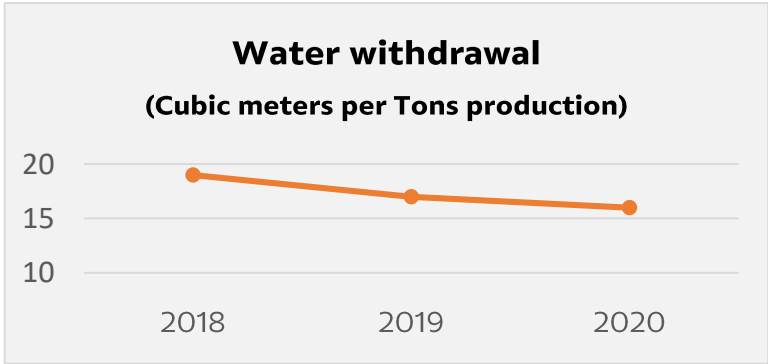


3

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 25 Oct 2022

Integrated packaging business	Unit	TH	VN	PH	ID	MY	ES	NL	US	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, 2025 (0.37 MT/year) Fiber Packaging in TH, 2023 (75,000 TPY)
Fiber packaging	MT/year	0.84	0.26		0.28					1.38	
Fiber packaging <sup>4</sup>	Million m <sup>2</sup> /year	1,529	473		127					2,129	
Integration level (downstream/upstream)		45%	52%		15%						
Polymer packaging											
Flexible packaging	Million m <sup>2</sup> /year	443	509							952	
Rigid packaging	Thousand tons/Year	27	116							143	
Medical supplies & labware	Million pieces/year						250			250	
Fibrous business											
Printing & writing paper & others	MT/year	0.49								0.49	
Foodservice packaging	Billion pieces/year	2.43	4.00			3.00				9.43	
Recycling business (sourcing capacity)											
RCP: Peute (NL) & Jordan (US)	MT/year							1.0	0.1	1.1	Peute: ongoing relocation from Dordrecht to Alblasserdam facility nearby Rotterdam port

Note: (For data in the table)

- Full-year basis without pro-rate from consolidation/start-up date
- Data included M&P of SOVI, Go-Pak, Duy Tan, Intan, Deltalab, Peute & Jordan
- Data included organic expansion of Batico#2, VEXCEL Line#7, FAJAR Plant#2, Prepack#2, UPPC#3, Pressboard & Molded pulp
- 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	Q3	Oct
Market information <sup>1</sup>									
Testliner paper price: (USD/Ton CIF – ASEAN regional price)	541	512	475	530	515	535	520	480	435
AOCC prices: ASIA index (USD/Ton CIF - from US to Asia)	232	274	310	280	275	280	275	200	128
Spread: Testliner paper price vs AOCC Asia Index	309	238	165	250	240	255	245	280	307
Short fiber prices: China index (USD/Ton CIF - from US to China)	656	768	640	570	658	670	813	855	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	0.93	
Fiber packaging sale volume <sup>2</sup> - Million tons	0.24	0.24	0.25	0.28	1.01	0.28	0.27	0.25	
Polymer packaging sale volume <sup>2</sup> - Thousand tons	11.67	13.52	18.22	35.23	78.64	31.81	34.21	30.87	
Fibrous business sale volume <sup>2</sup> - Million tons	0.17	0.16	0.16	0.16	0.65	0.18	0.18	0.15	
%SCGP solutions & services of total sales	<div><div></div><div>29%</div><div></div></div>					<div><div></div><div>28%</div><div></div></div>			

Note:

1. Market data from company sources

2. SCGP’s sale volume before inter-segment elimination while already eliminated intercompany sales within same business unit which are managerial report basis

# THANK YOU

For more information, please contact  
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