

Siamgas and Petrochemicals Public Company Limited



Presentation for Investors & Analysts
Quarter 4, 2013

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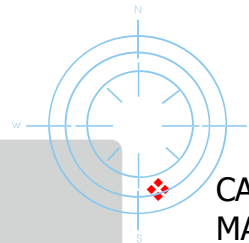
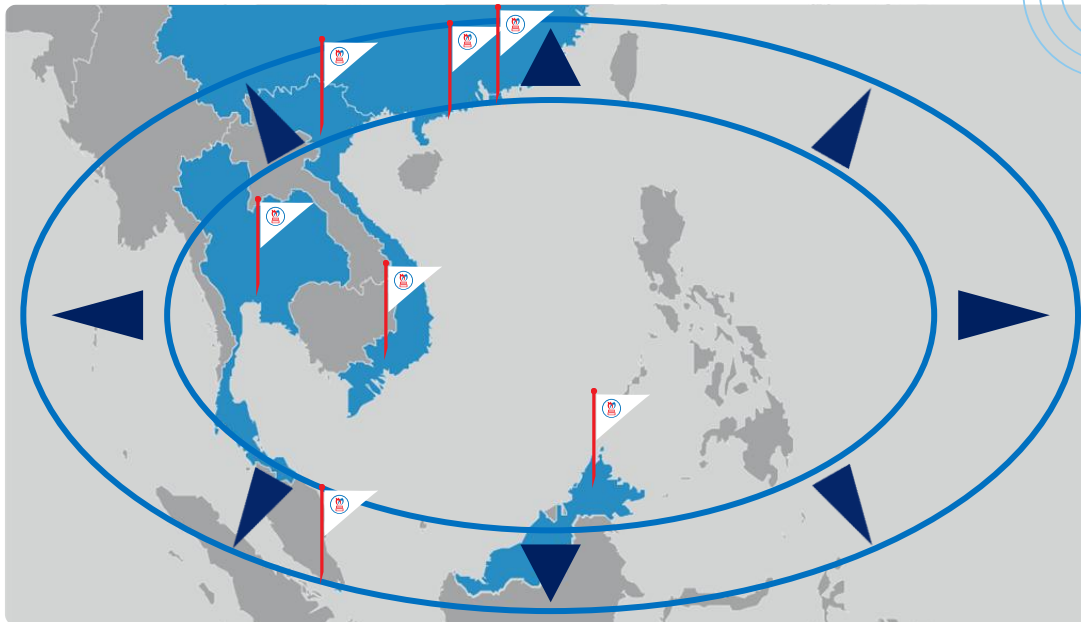
Agenda

- SGP's Business Overview & Current Presence
- Thailand LPG Market Highlights
- Oversea LPG Market Highlights
- Business Growth 2010 - 2013
- Financial Results
- Business Outlook
- Q & A

SGP's Business Overview

- One of the leading LPG Traders in Thailand
- Recent business expansion to oversea markets since 2010
- Leading LPG provider in East Asia with strong supply chain and key distribution facilities

Key Business Directions



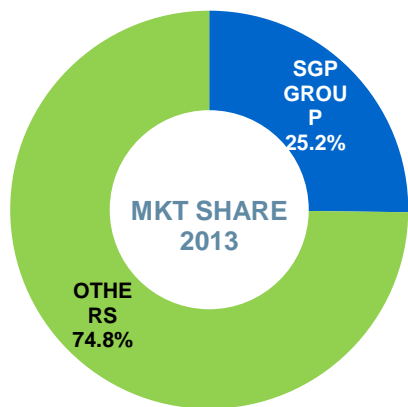
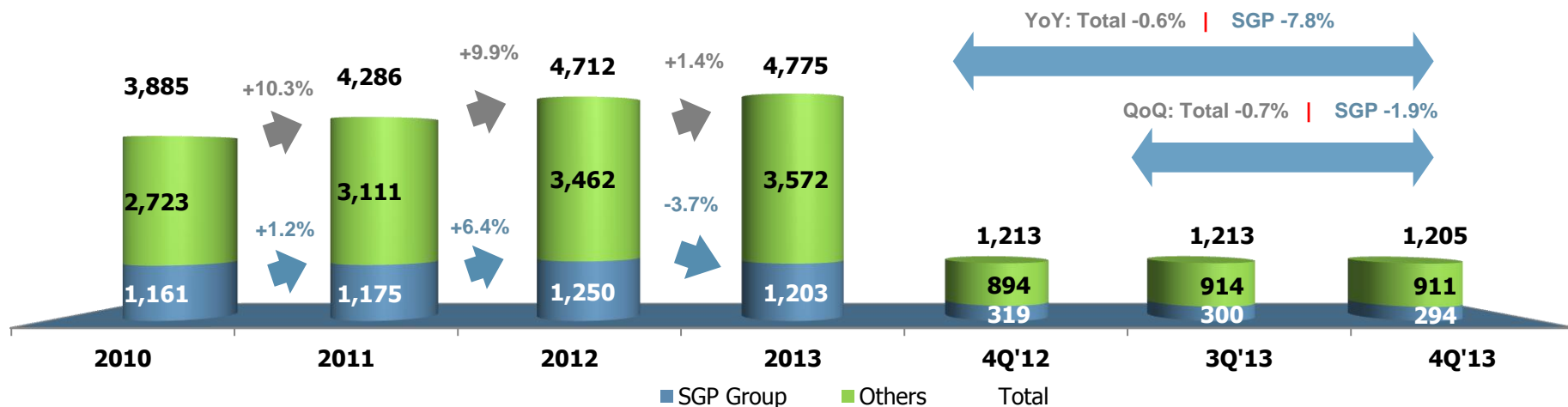
- ❖ CAPTURE THAILAND ORGANIC MARKET GROWTH
- ❖ CAPTURE NEW MARKETS WHEN THAILAND MARKET FLOATS
- ❖ NEW WHOLESALE MARKETS
Enhance economy of scale
- ❖ NEW DOWNSTREAM GEOGRAPHIES
Stabilize profit margin
- ❖ NEW LOWER-COST SOURCES OF PRODUCTS
- ❖ REDUCE RISK OF ADVERSE CP MOVEMENTS

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Thailand LPG Market Highlights

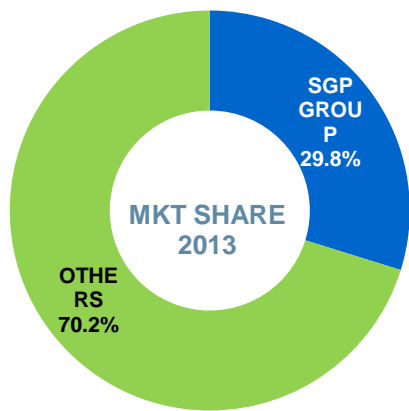
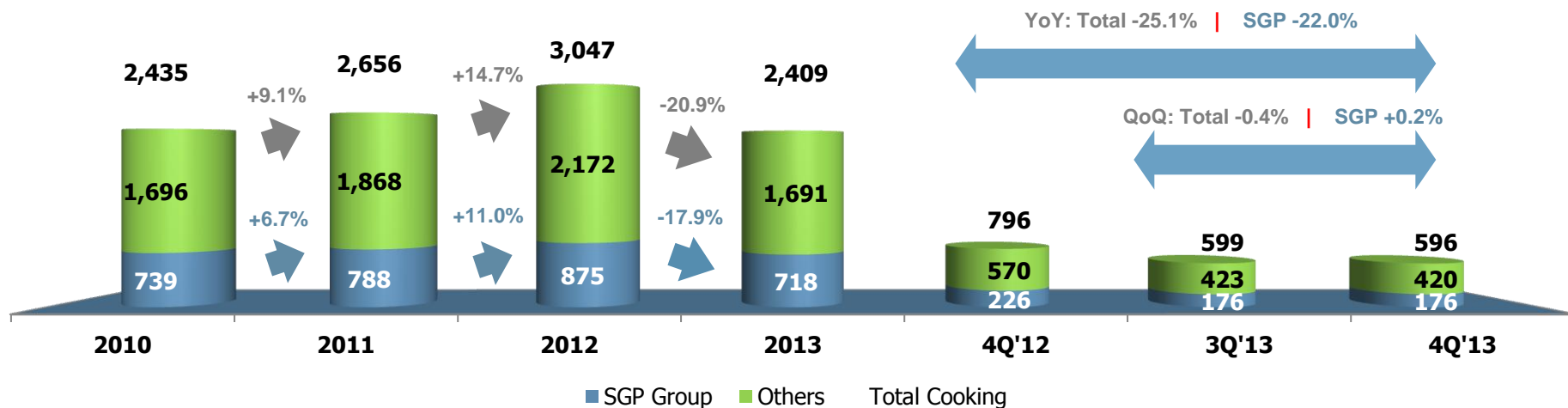
LPG Sales Volume ('000 tons) | ALL SECTORS



- Legislation on cross-application sales with strict enforcement
- Total market size 4.77 million TPA (2013)
 - Cooking 2.40 million TPA (50.3%)
 - Automotive 1.77 million TPA (37.1%)
 - Industrial 0.60 million TPA (12.6%)
- Average growth ('10-'13) 7.2%

Thailand LPG Market Highlights

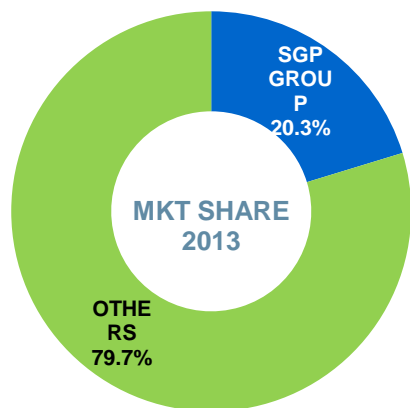
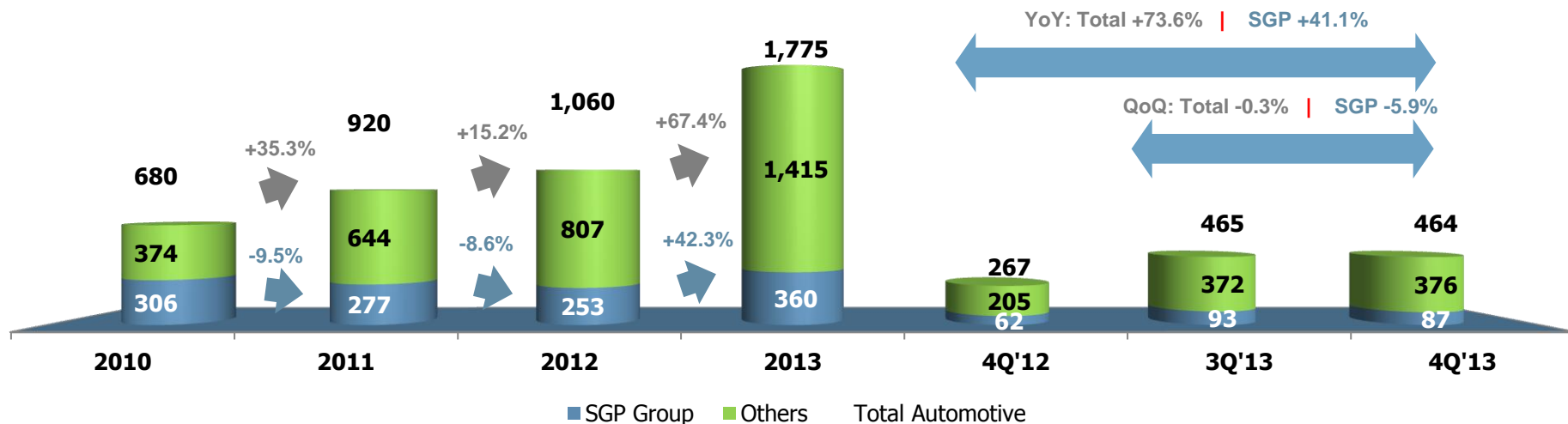
LPG Sales Volume ('000 tons) | COOKING SECTOR



- Govt's caps filling capacity affects cooking sales
- Commercial sector growth
- Low price elasticity
- Few substituted energy sources
- Cooking price lifting in 14 months (Sep'13 – Dec'14) total of THB 6.70/kg
- Impact alleviation program in place to support low-income users

Thailand LPG Market Highlights

LPG Sales Volume ('000 tons) | AUTOMOTIVE SECTOR



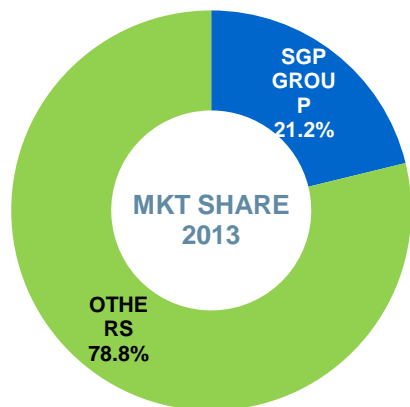
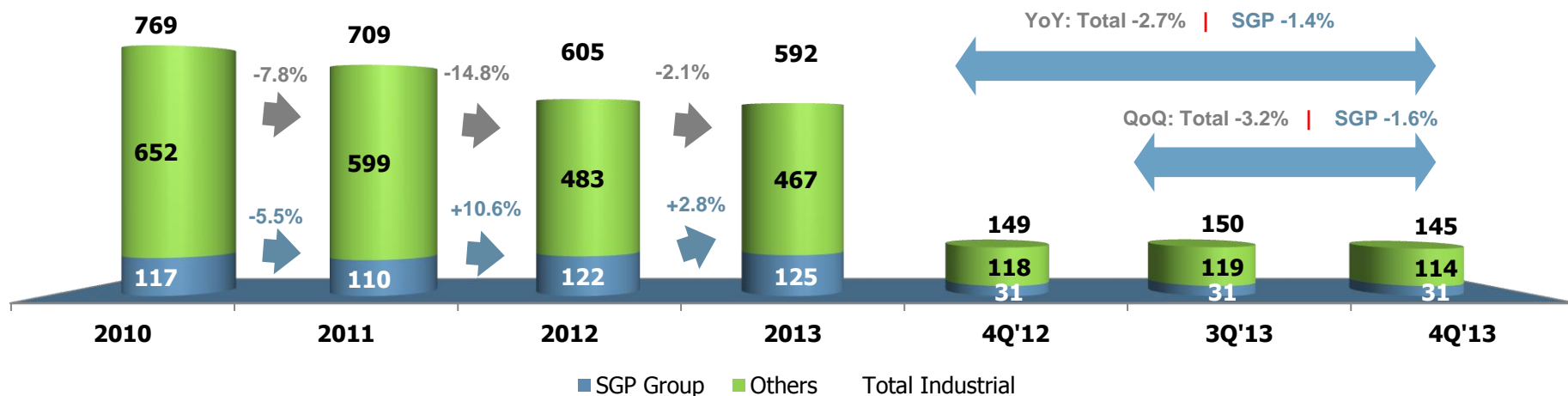
- LPG price (lifted by 3.25 THB/kg) is still attractive to convert
- Continuous growth in numbers of LPG vehicles and stations
- Competition from new traders

| ENERGY | UNIT | RETAIL PRICE | CONS. KM/LT | COST THB/KM |
|------------------|--------|--------------|-------------|-------------|
| NGV | THB/KG | 10.50 | 10.69 | 0.98 |
| LPG | THB/LT | 13.08 | 7.41 | 1.77 |
| LPG (CP \$964) | THB/LT | 21.11 | 7.41 | 2.85 |
| E85 | THB/LT | 24.58 | 6.13 | 4.01 |
| GASOHOL 91 (E10) | THB/LT | 38.48 | 7.91 | 4.86 |
| GASOHOL 95 (E10) | THB/LT | 40.93 | 7.91 | 5.17 |
| ULG 95 | THB/LT | 48.45 | 8.76 | 5.53 |

* Average CP (Oct – Dec 2013)

Thailand LPG Market Highlights

LPG Sales Volume ('000 tons) | INDUSTRIAL SECTOR



- LPG Price has been lifted w/policy trying to reflect LPG World Price
- Minor impact on growth due to LPG's advantages (i.e. cleanliness, lower R&M maintenance)

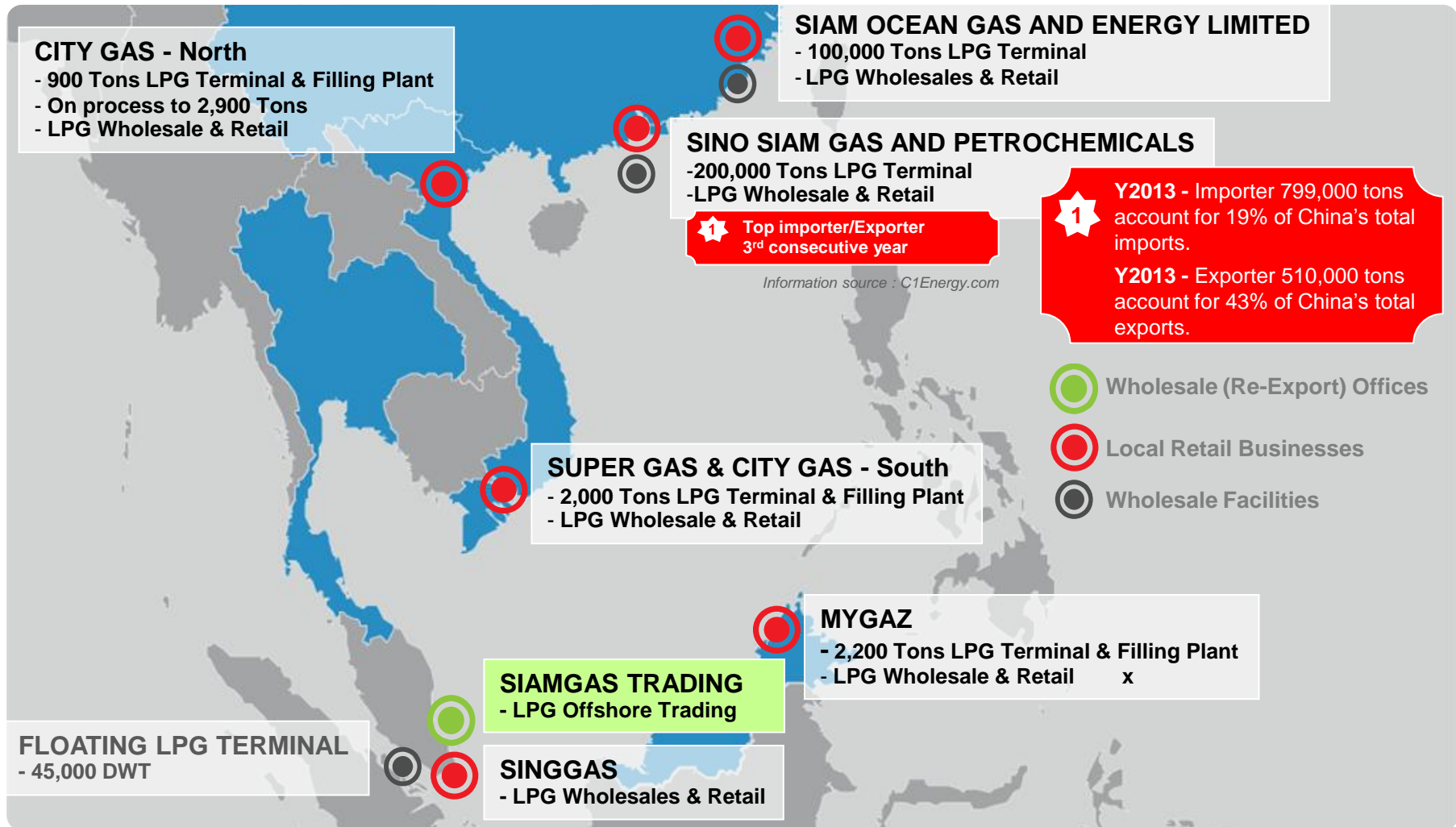
| ENERGY | UNIT | PRICE (Exc.VAT) | HEATING VALUE (BTU) | PRICE/ Mil BTU |
|----------------|-------------|-----------------|---------------------|----------------|
| COAL | THB/KG | 2.70 | 23,003 | 117.38 |
| NG | THB/Mil BTU | 450.00 | 1,000,000 | 450.00 |
| LPG | THB/KG | 29.13 | 47,300 | 615.76 |
| FUELOIL * | THB/LT | 22.49 | 39,600 | 567.87 |
| LPG (CP \$964) | THB/KG | 35.03 | 47,300 | 740.60 |
| DIESEL OIL | THB/LT | 29.99 | 36,700 | 817.17 |

* Average CP (July – Sept 2013)

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SGP's Oversea Businesses

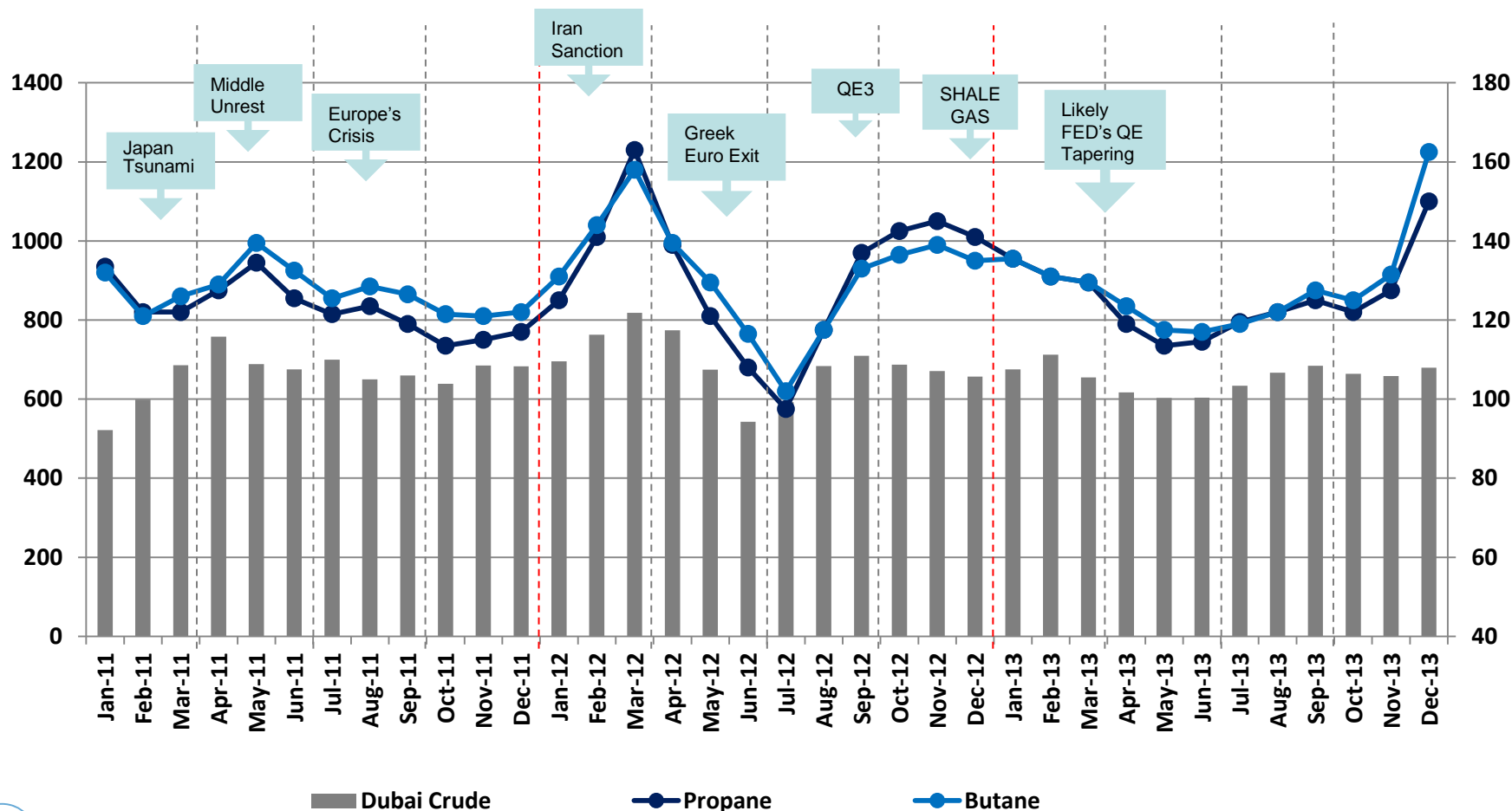




CP Price Movement vs Crude Price : Snap Shot 2011-2013 (Dec)

CP Price
USD/Ton

Crude Price
USD/Barrel



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Business Expansion & Key Investment Projects



M&A:

- BP Zhuhai (Zhuhai, PRC)
- Shell Gas (Singapore)
- Super Gas (Vietnam)

LPG Vessels x 2

LPG Stations x 6

M&A:

- COGEL (Shantou, PRC)

Thailand Terminal Expansion

LPG Vessels x 2

VLGC x 1

LPG Stations x 3

M&A: (Deposit)

- None -

Thailand Terminal Expansion

Container Terminal

LPG Vessel x 1

VLGC x 1

LPG Stations x 3

M&A:

- Shell Gas (North Vietnam)
- Shell Gas (South Vietnam)
- Shell Gas (East Malaysia)

Container Terminal

LPG Stations x 2

VLGC x 1

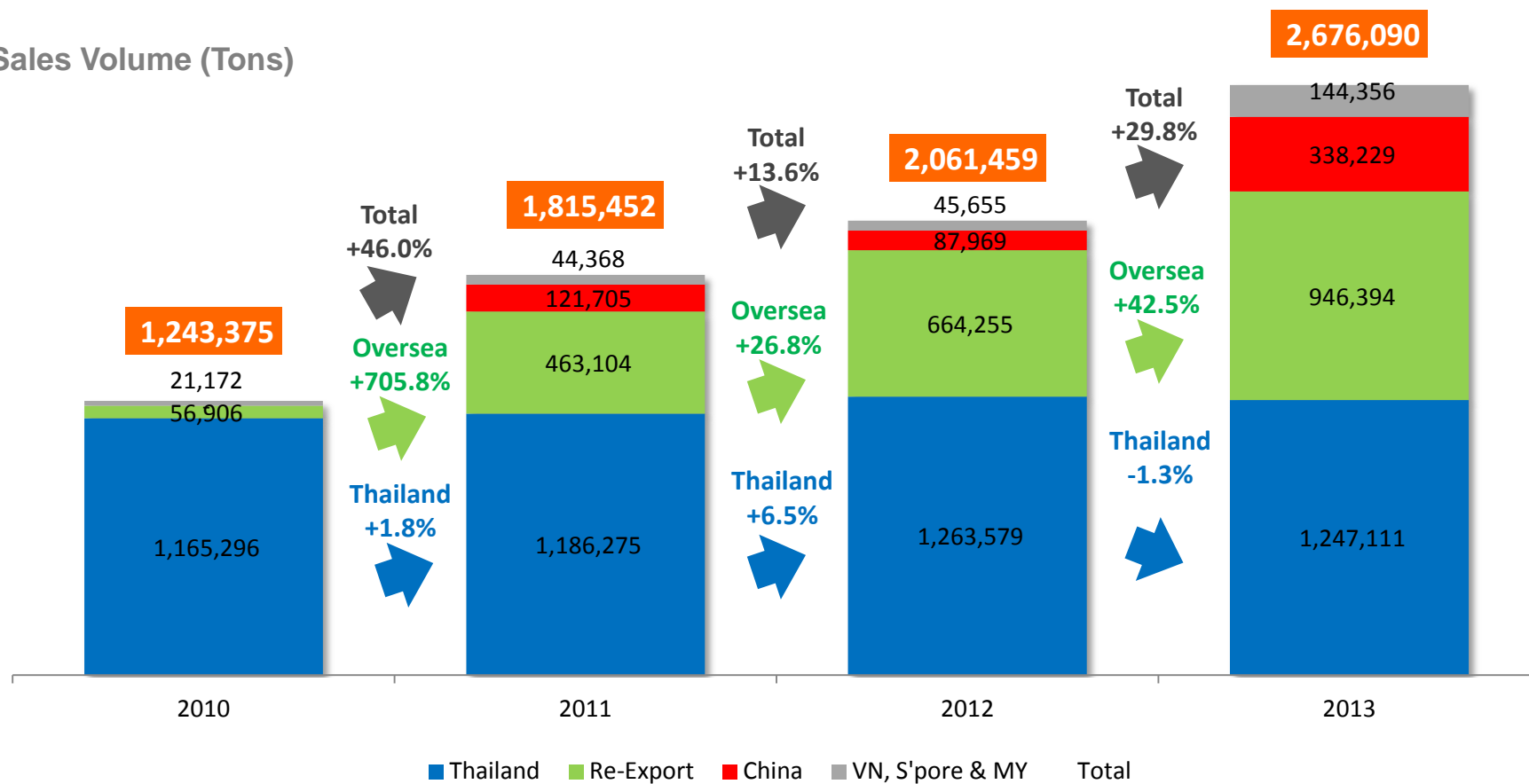
LPG Vessels x 3

LPG Stations x 11



Annually LPG Sales Growth : 2011 – 2013

Sales Volume (Tons)

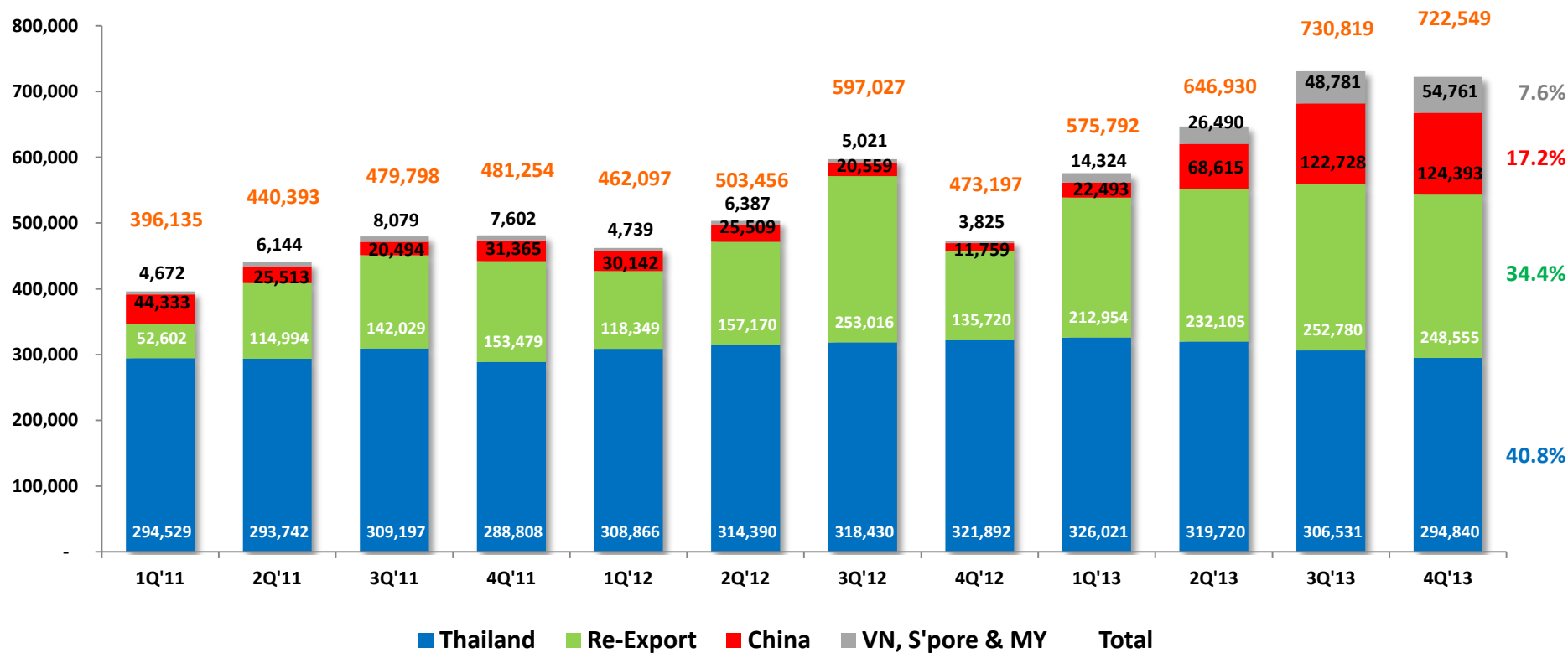




Quarterly LPG Sales Growth : 2011 – 4Q'13

4Q'YoY: Total +52.7% | Thailand -8.4% | Re-Export +83.1% China +957.9% | VSM +1,331.5%

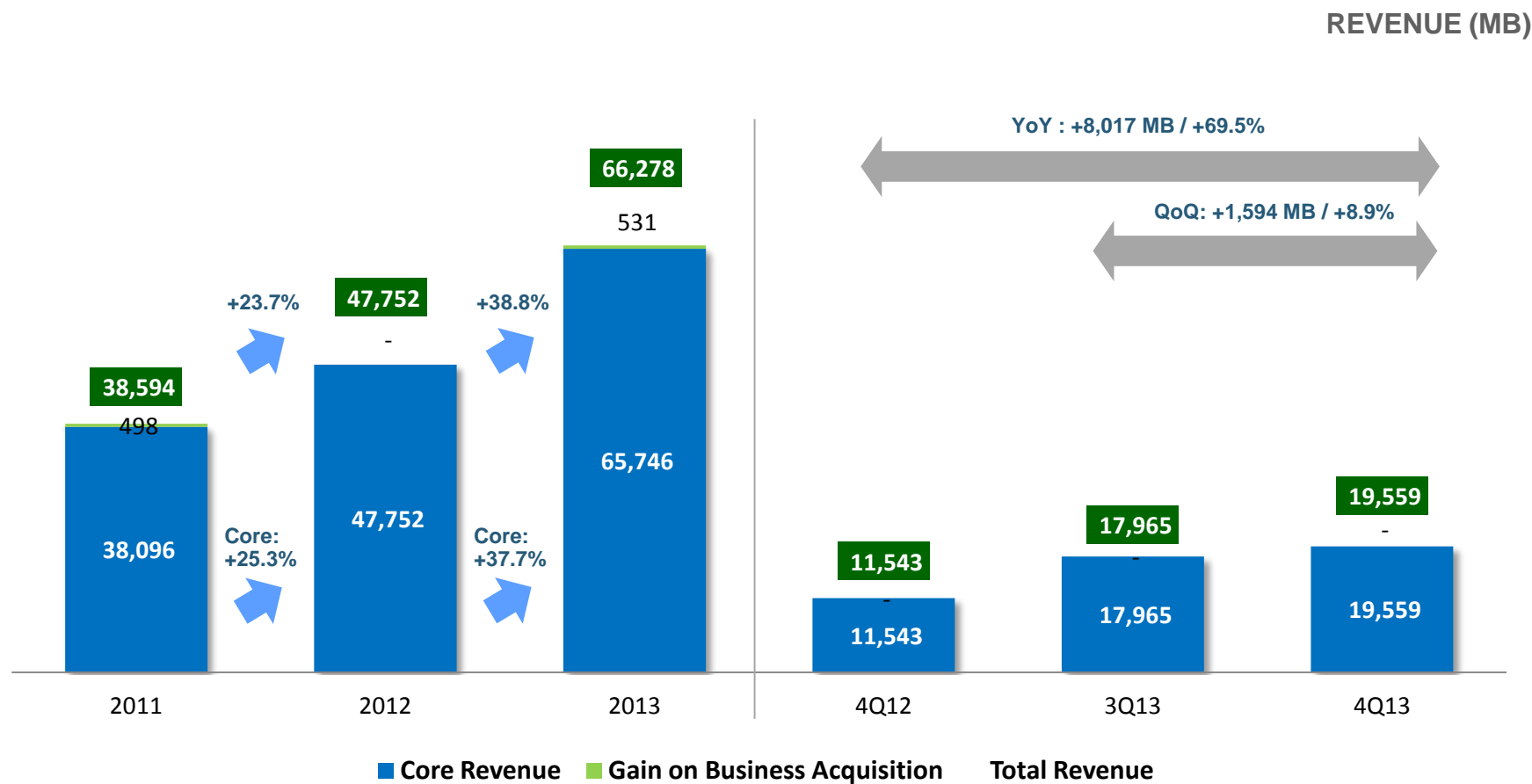
Sales Volume (Tons)



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Financial Highlights - Revenue

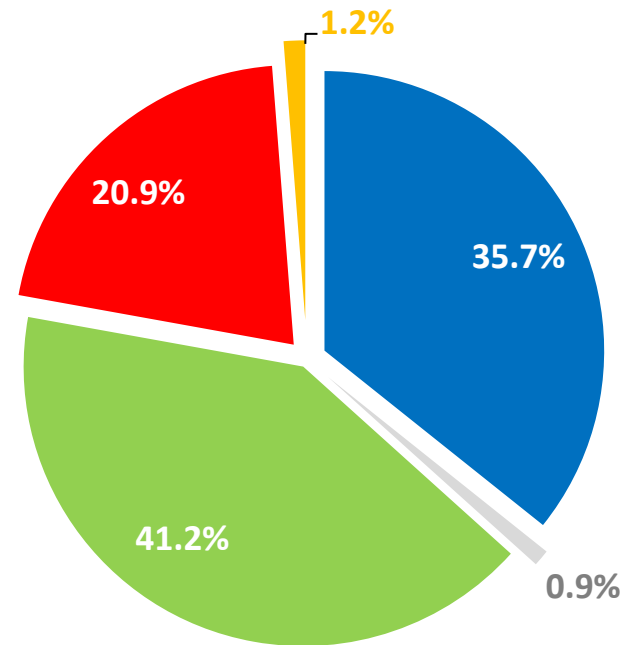
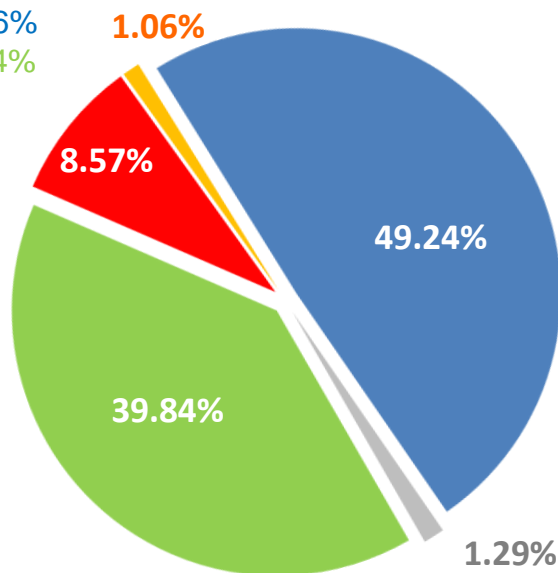


Revenue Portion

- Thailand
- Logistic
- Offshore trading
- Oversea business
- Other (Service&Other)

2012

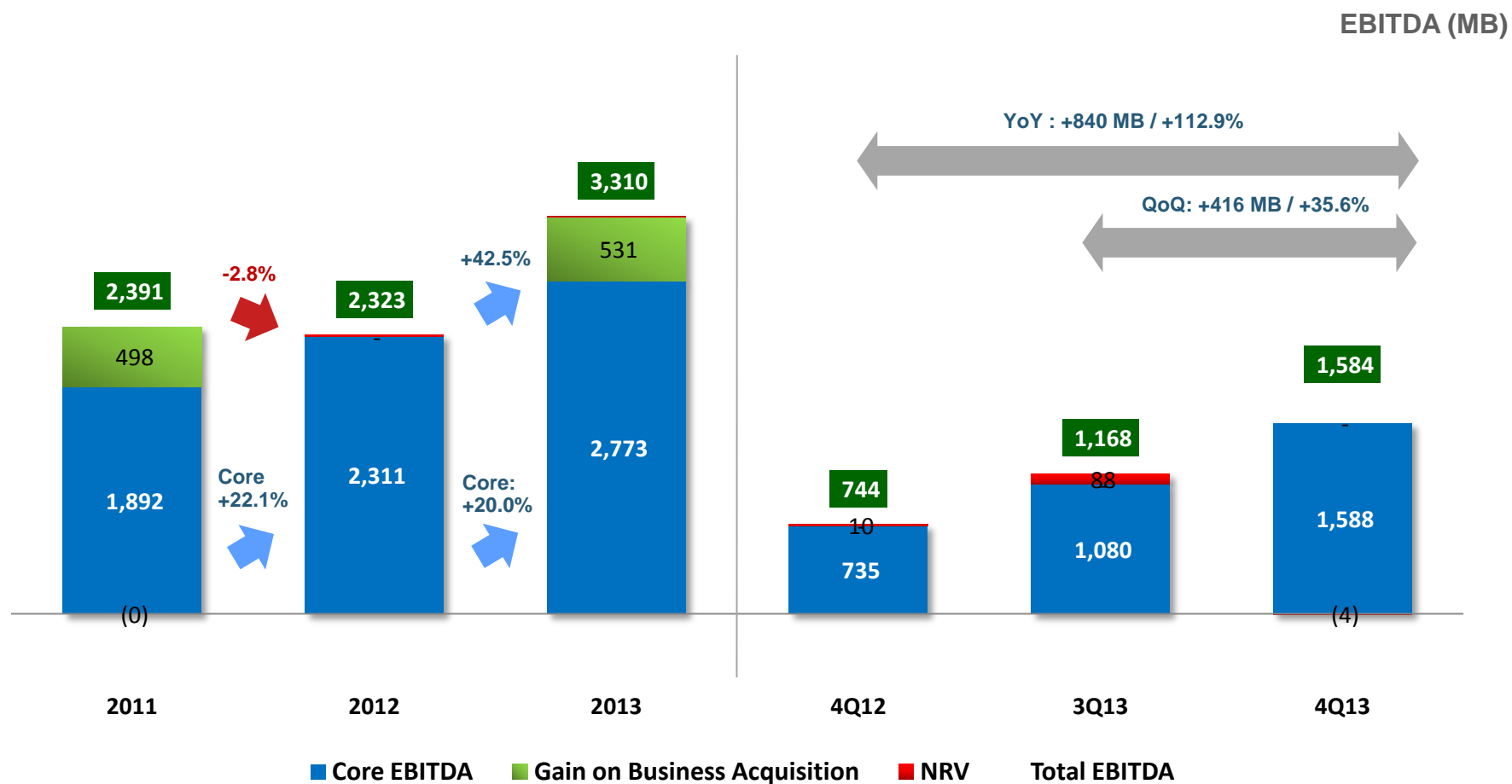
Thailand 51.6%
Oversea 48.4%



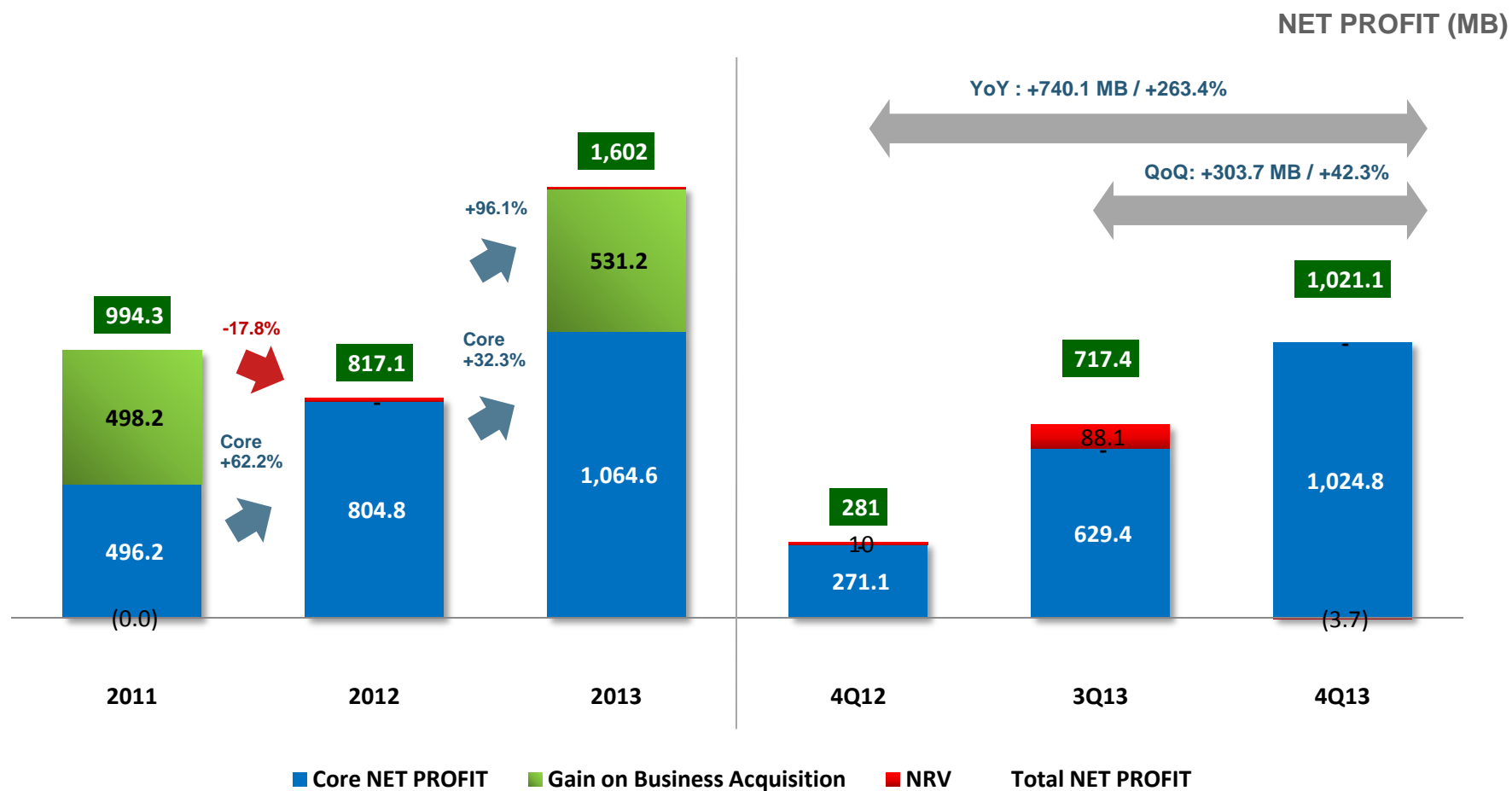
2013

Thailand 37.9%
Oversea 62.1%

Financial Highlights - EBITDA



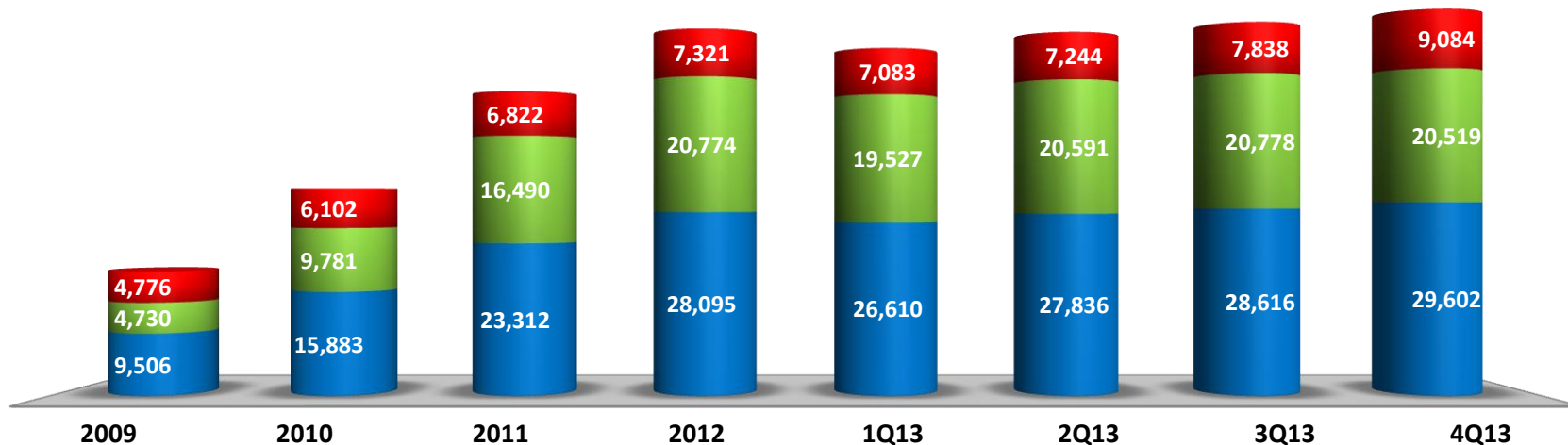
Financial Highlights – Net Profit



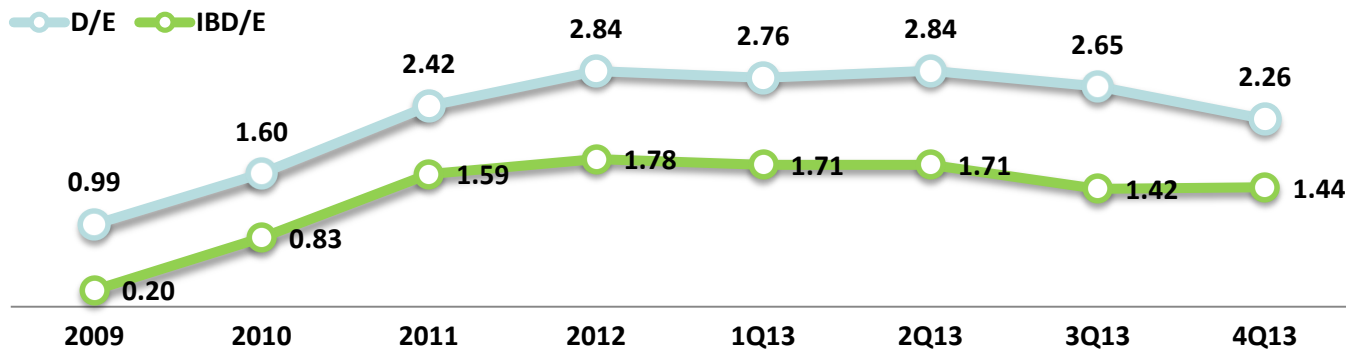
Financial Highlights – Balance Sheet & D/E

■ ASSETS ■ LIABILITIES ■ SHAREHOLDERS' EQUITY

STATEMENT OF FINANCIAL POSITION



GEARING RATIO (X)

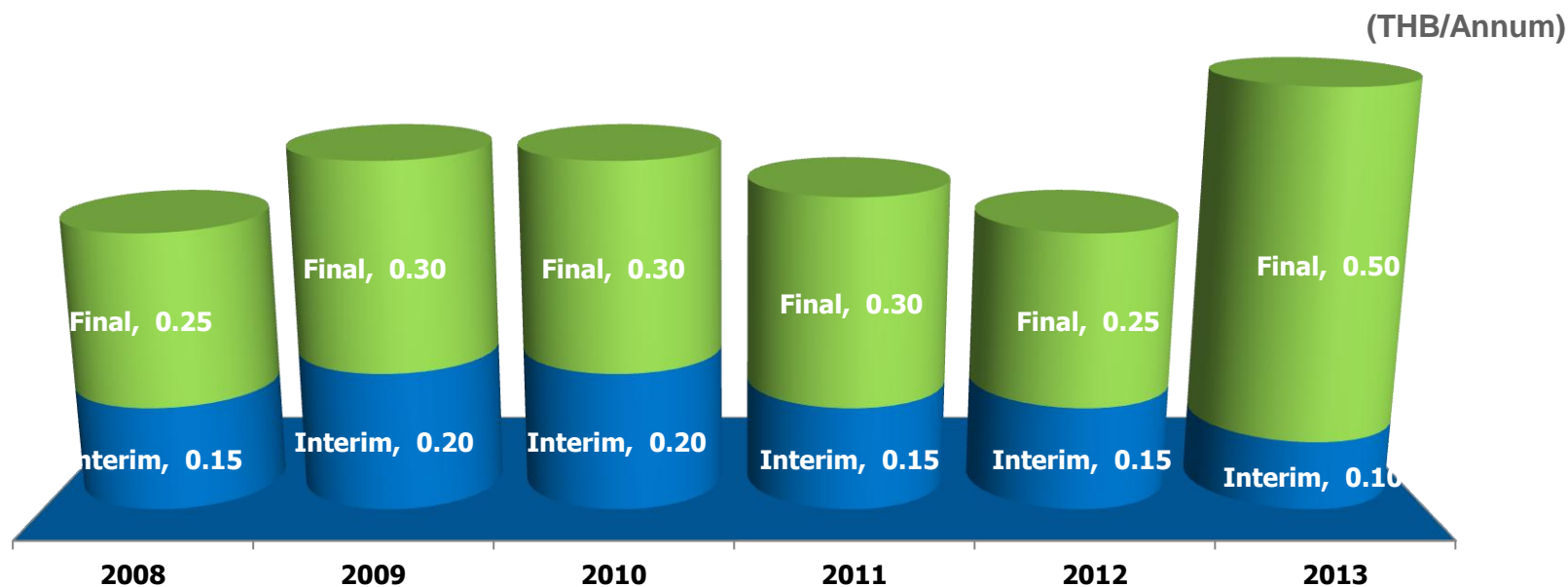


Dividend Payment

- **Dividend Policy**

- The Company has established the policy to pay dividends to the shareholders at the rate of not less than 40% of the net profit after corporate income tax, accumulated loss brought forward (if any) and appropriation of statutory reserve in accordance with the Company's separate financial statements. However, the Board of Directors may set the rate of dividend less than the one mentioned above depending on the operating results, financial situation, liquidity and the necessity to expand the operation as well as the reserve on circulating capital of the operating of the organization.

- **Historical Dividend Payments**



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2014 LPG Volume Outlook

LPG Sales Volume (Tons)

■ Malaysia & Singapore

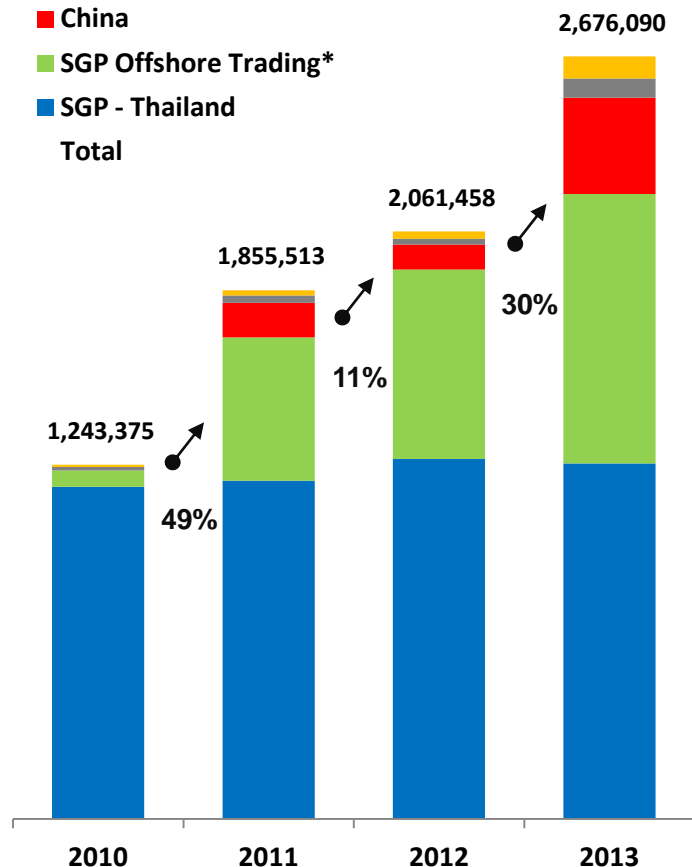
■ Vietnam

■ China

■ SGP Offshore Trading*

■ SGP - Thailand

Total



| Sales Volume (tons) | 2010 | 2011 | 2012 | 2013 | 2014 O/L | Growth '14/'13 |
|-------------------------|------------------|------------------|------------------|------------------|------------------|----------------|
| SGP - Thailand | 1,165,296 | 1,186,275 | 1,263,579 | 1,247,111 | 1,300,000 | 4% |
| SGP Offshore Trading* | 56,906 | 503,165 | 664,255 | 946,394 | 1,028,000 | 9% |
| China | - | 121,705 | 87,969 | 338,229 | 360,000 | 6% |
| Vietnam | 12,380 | 26,496 | 19,972 | 67,388 | 194,400 | 188% |
| Malaysia & Singapore | 8,793 | 17,872 | 25,683 | 76,968 | 117,600 | 53% |
| Total | 1,243,375 | 1,855,513 | 2,061,458 | 2,676,090 | 3,000,000 | 12% |
| Domestic Portion | 93.7% | 63.9% | 61.3% | 46.6% | 43.3% | |
| Oversea Portion | 6.3% | 36.1% | 38.7% | 53.4% | 56.7% | |
| Growth | | 49.2% | 11.1% | 29.8% | 12.1% | |



SGP's Strong Propositions

Fully Integrated
LPG Business &
Geographical
Synergy

UPSTREAM

Huge Strategic
LPG Storage Terminals
-300,000 tons
Floating Storage 45,000 tons
-Competitive Edge in
regional LPG Wholesale Biz

DOWNSTREAM

Oversea Subsidiaries
-China
-Vietnam
-Singapore
-East Malaysia

Strong Logistics w/

Company Tanker Vessels
-Pressurized x 18+
-VLGC x 3+

Continuously Growing LPG Demand
New Market Opportunities



Leading Energy Operator
in East Asia

Strong Foundation
Long-Time Experiences
Thailand's 2nd Largest LPG Trader

Customers' Recognition & Trust

Top LPG Import & Export
in China in 2011-2013
-“Quality & Reliability”

Financial Strength

- “Established Credibility”
among local & international
financial institutions
- Diversified Sources of Fund





Questions are welcomed !