

Siamgas and Petrochemicals Public Company Limited



Presentation for Investors & Analysts
Quarter 4, 2013



Disclaimer

- The information contained in this presentation is for information purposes only and does not constitute an offer or invitation to sell or the solicitation of an offer or invitation to purchase or subscribe for share in Siamgas and Petrochemicals Public Company Limited (“SGP” and shares in SGP, “shares”) in any jurisdiction or should it or any part of it form the basis of, or be relied upon in any connection with, any contract or commitment whatsoever.
- This presentation may include information which is forward-looking in nature. Forward-looking information involve known and unknown risks, uncertainties and other factors which may impact on the actual outcomes, including economic conditions in the markets in which SGP operates and general achievement of SGP business forecasts, which will cause the actual results, performance or achievements of SGP to differ, perhaps materially, from the results, performance or achievements expressed or implied in this presentation.
- This presentation has been prepared by the SGP. The information in this presentation has not been independently verified. No presentation, warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information and opinions in this presentation. None of the SGP or any of its agents or advisers, or any of their respective affiliates, advisers or representatives, shall have any liability (in negligence or otherwise) for any loss howsoever arising from any use of the presentation or its contents or otherwise arising in connection with this presentation.
- This presentation is made, furnished and distributed for information purposes only. No part of this presentation shall be relied upon directly or indirectly for any investment decision-making or for any other purposes.
- This presentation and all other information, materials or documents provided in connection therewith, shall not, either in whole or in part, be reproduced, redistributed or made available to any other person, save in strict compliance with all applicable laws.



Agenda

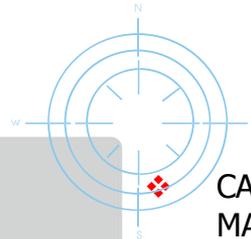
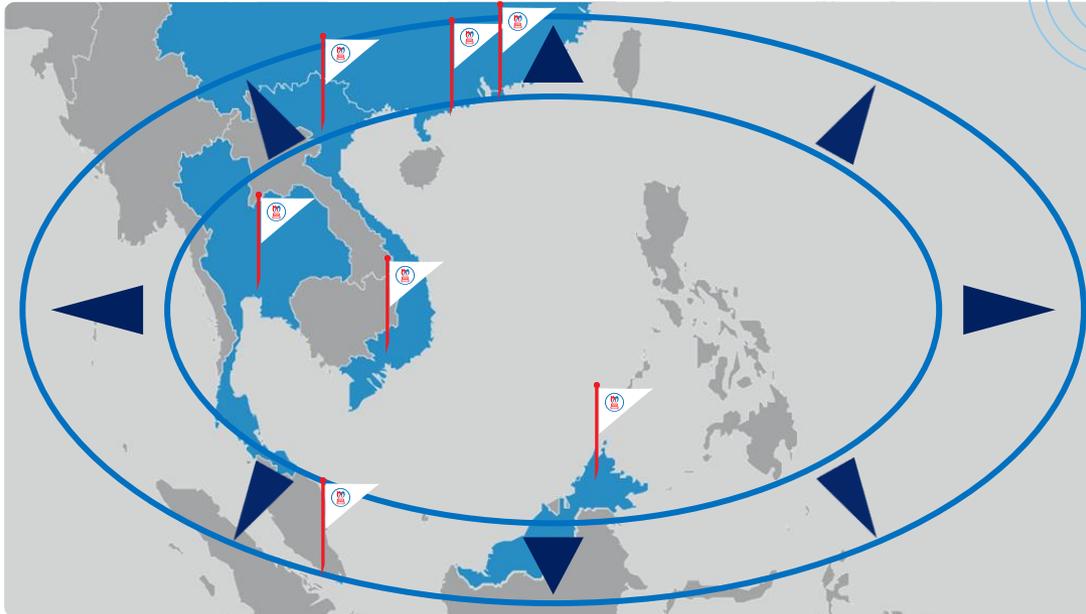
- **SGP's Business Overview & Current Presence**
- Thailand LPG Market Highlights
- Oversea LPG Market Highlights
- Business Growth 2010 - 2013
- Financial Results
- Business Outlook
- Q & A



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

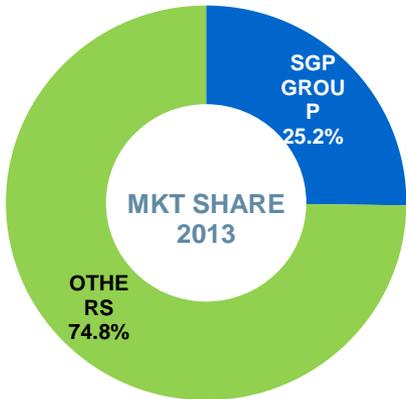
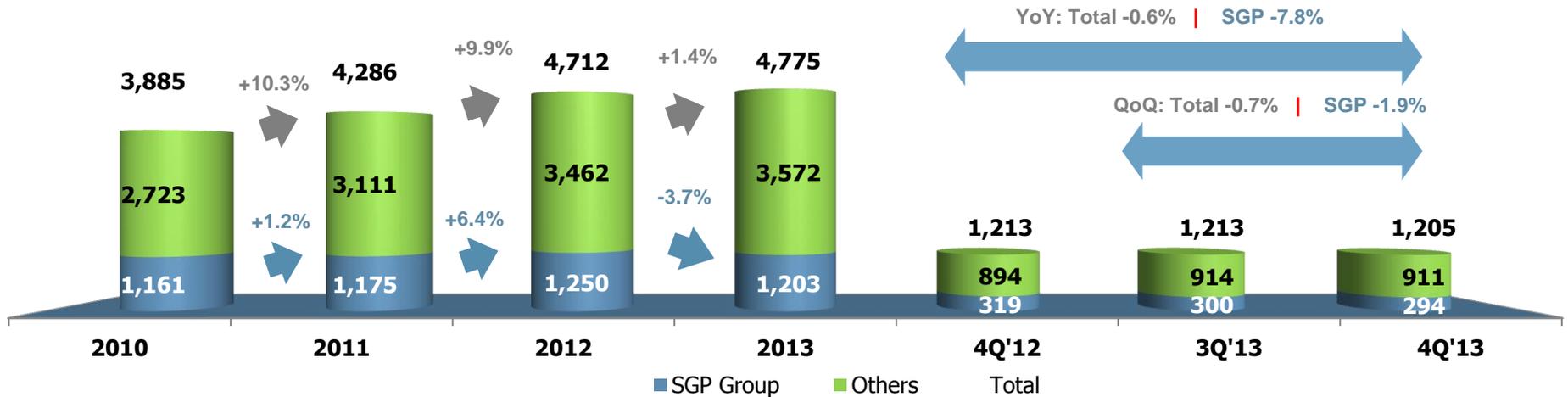


Agenda

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

Thailand LPG Market Highlights

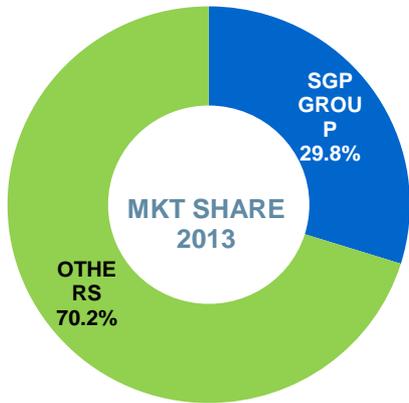
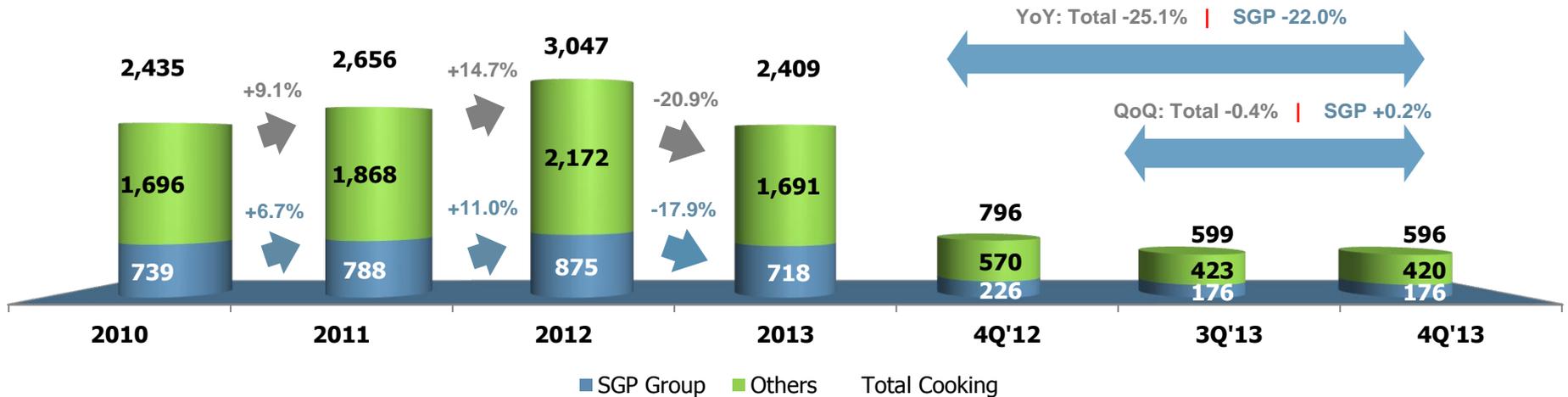
LPG Sales Volume ('000 tons) | ALL SECTORS



- 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

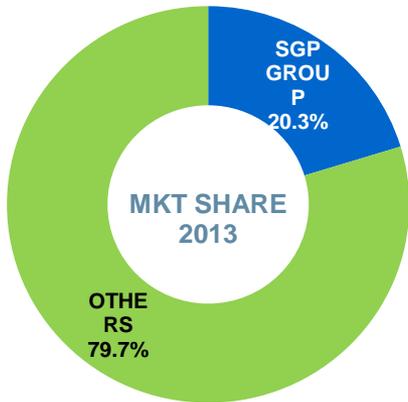
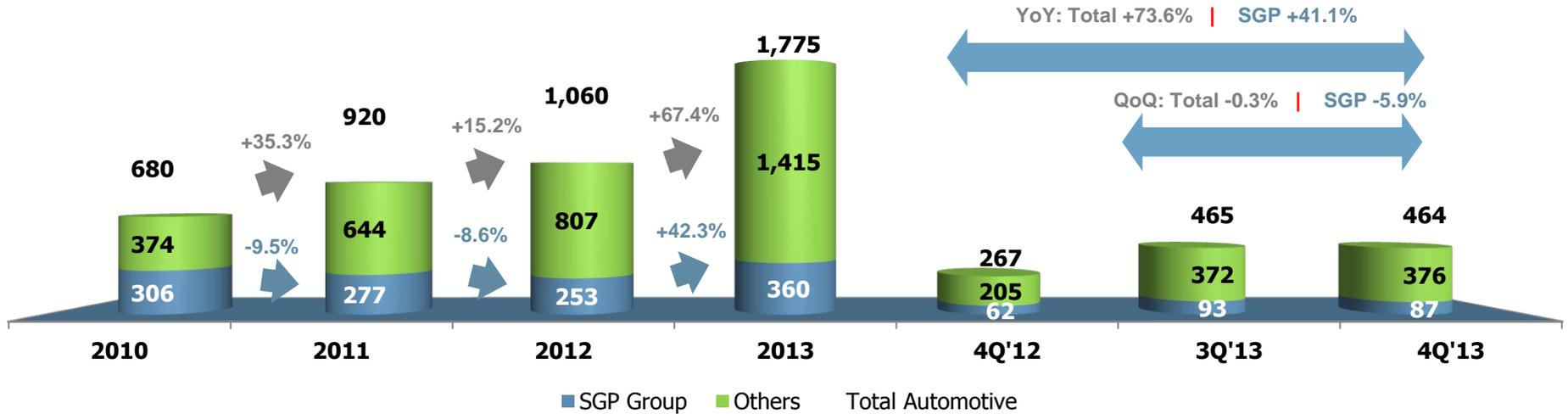
LPG Sales Volume ('000 tons) | COOKING SECTOR



- 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



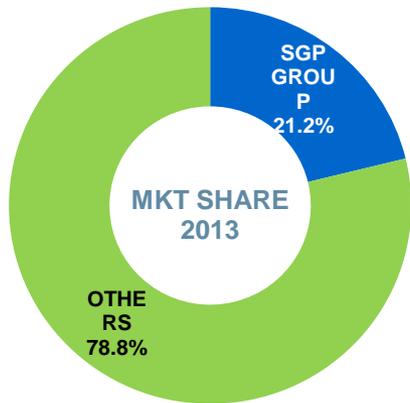
- LPG price (lifted by 3.25 THB/kg) is still attractive to convert
- Continuous growth in numbers of LPG vehicles and stations
- Competition from new traders

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

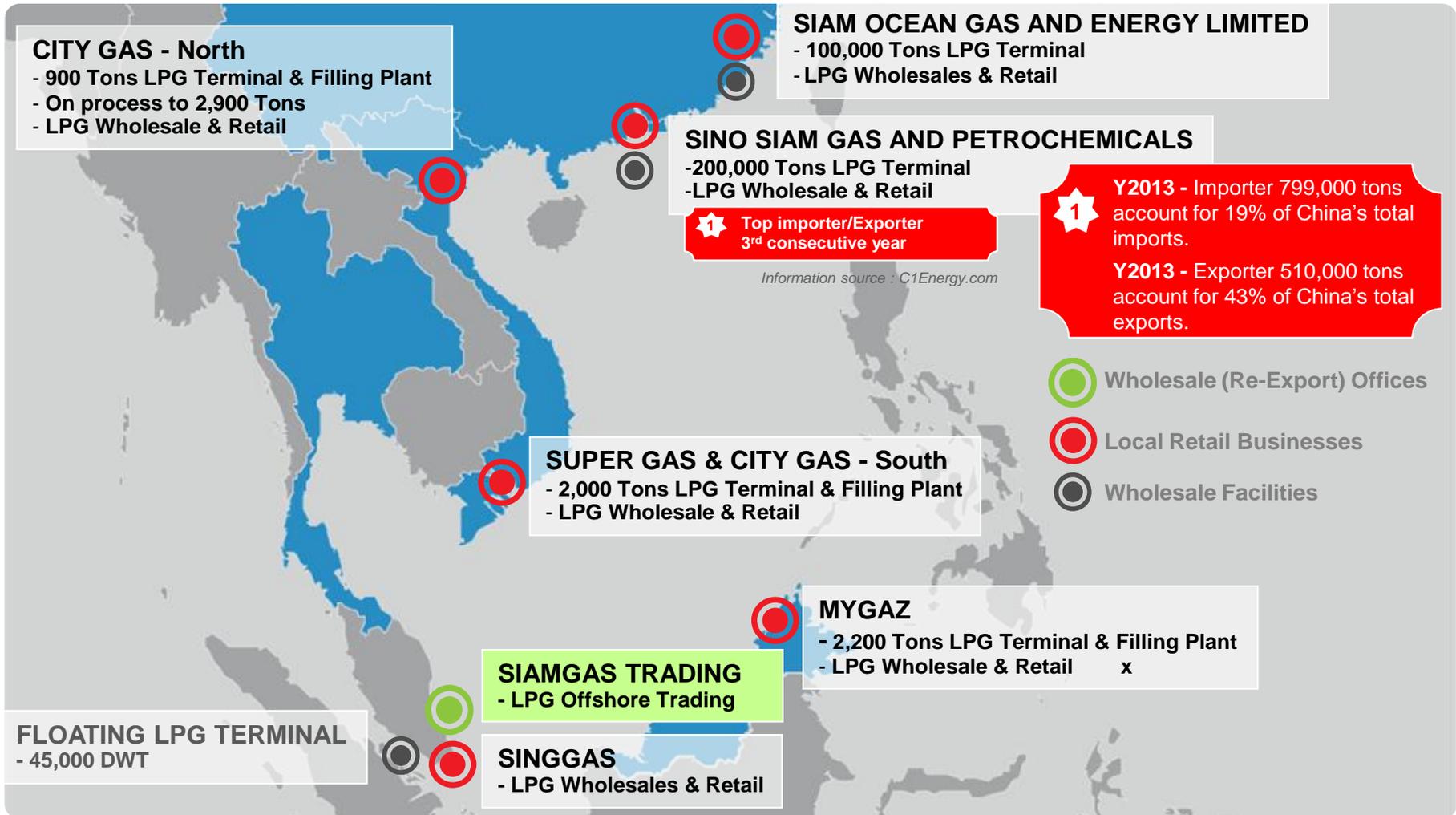
* Average CP (July – Sept 2013)



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 Oversea Businesses

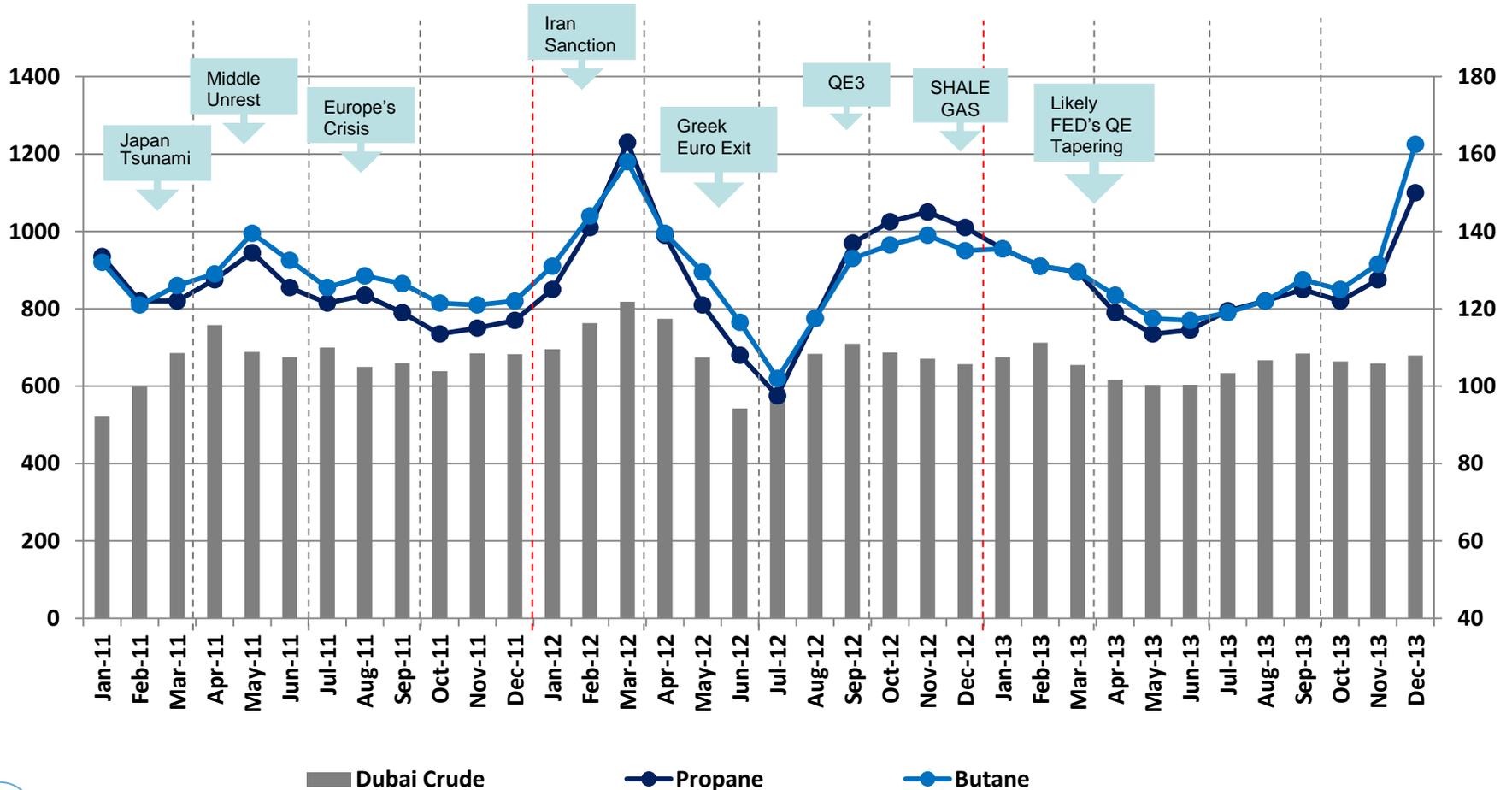




CP Price Movement vs Crude Price : Snap Shot 2011-2013 (Dec)

CP Price
USD/Ton

Crude Price
USD/Barrel



สมาคมแก๊ส



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



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)

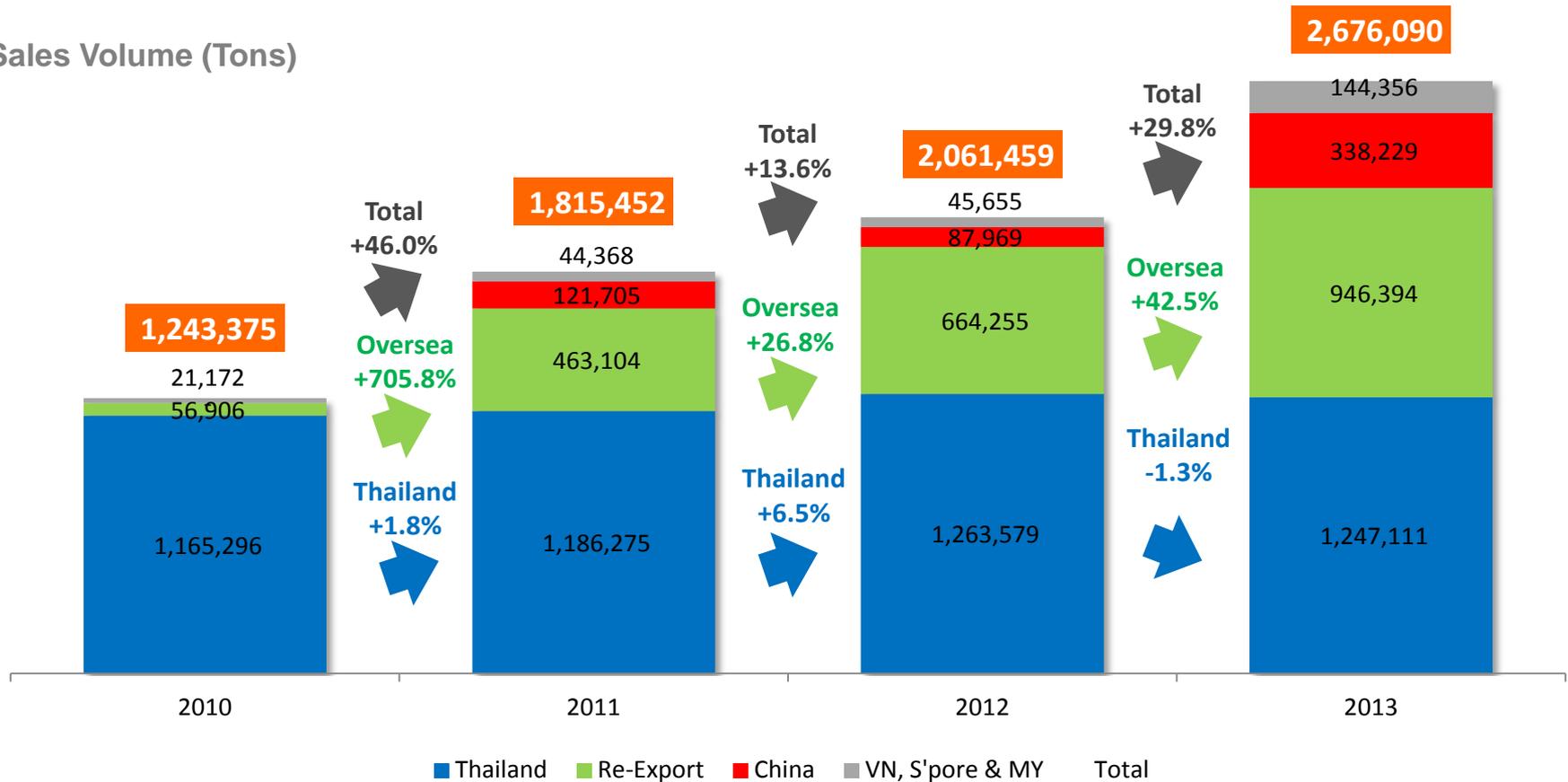
Container Terminal
LPG Stations x 2
VLGC x 1

LPG Vessels x 3
LPG Stations x 11



Annually LPG Sales Growth : 2011 – 2013

Sales Volume (Tons)

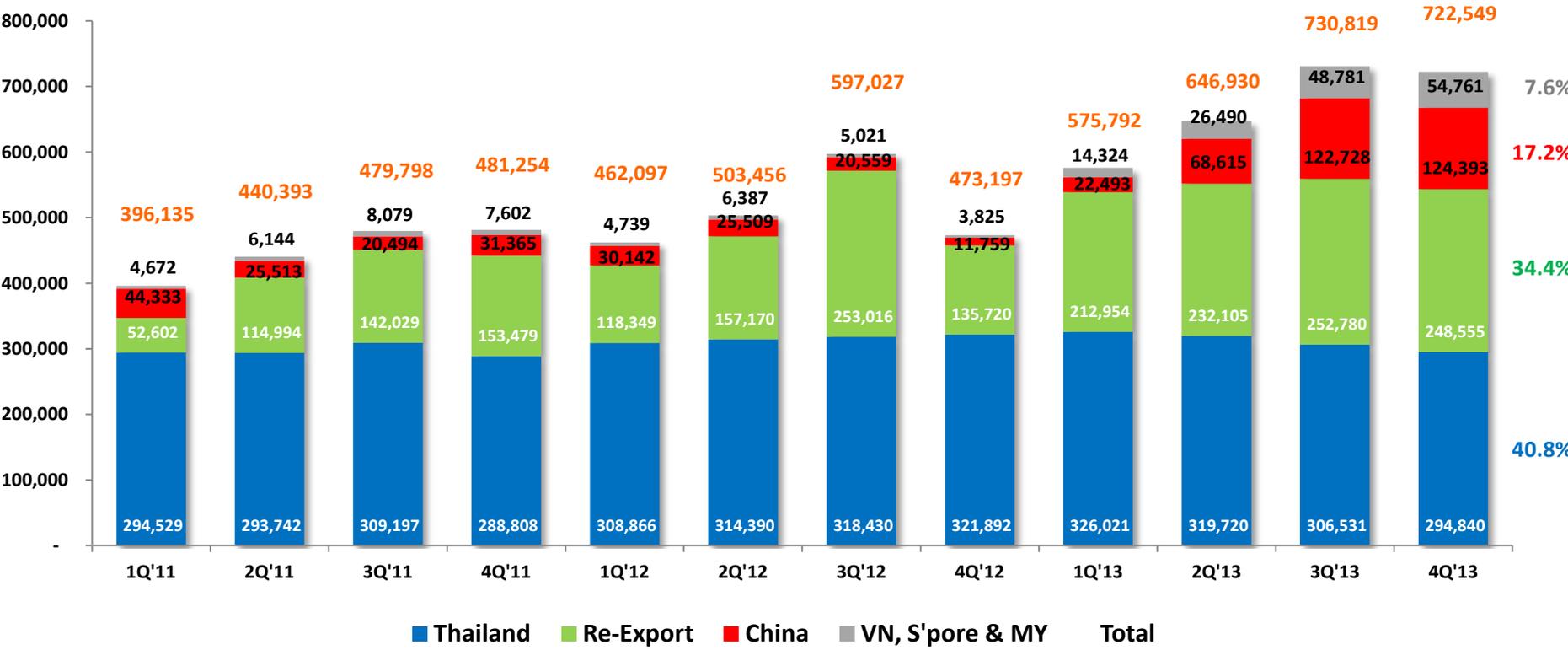




Quarterly LPG Sales Growth : 2011 – 4Q'13

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

Sales Volume (Tons)





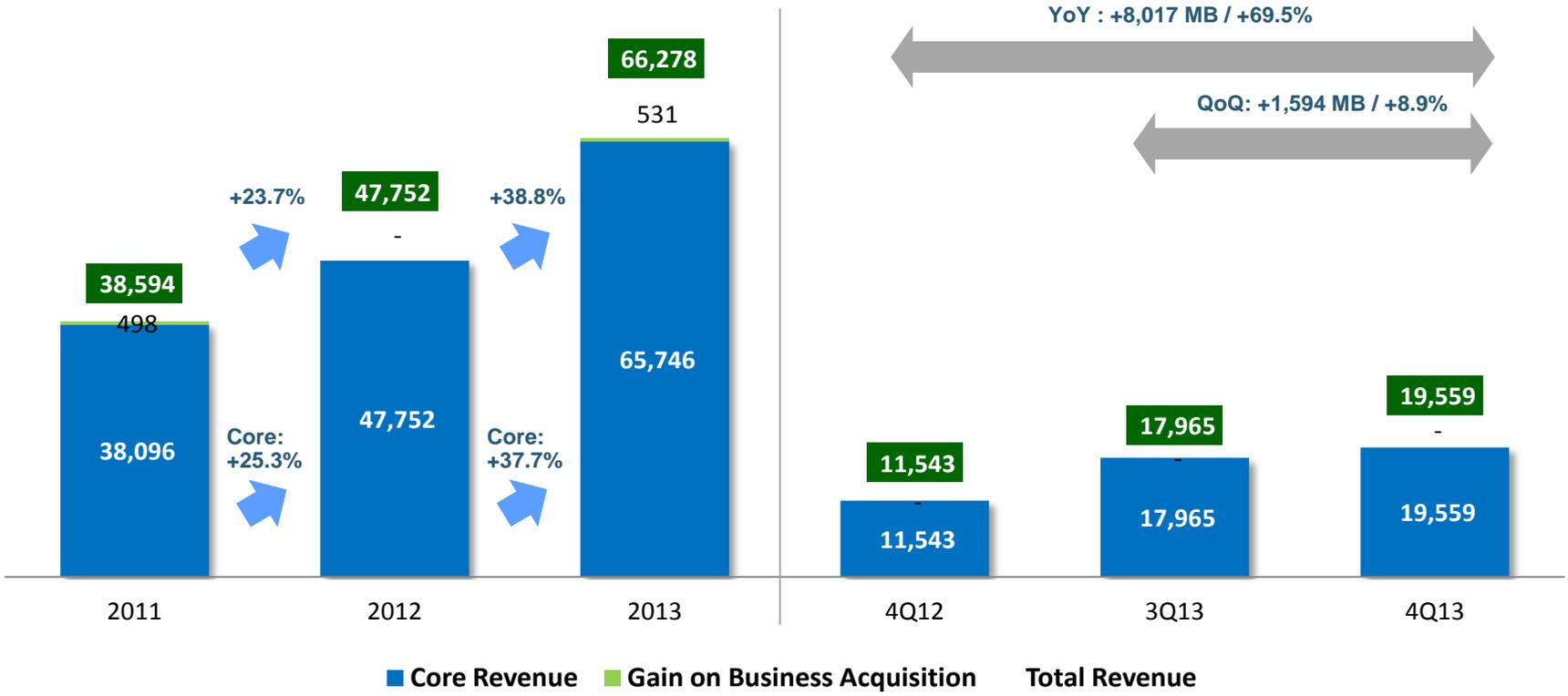
Agenda

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



Financial Highlights - Revenue

REVENUE (MB)

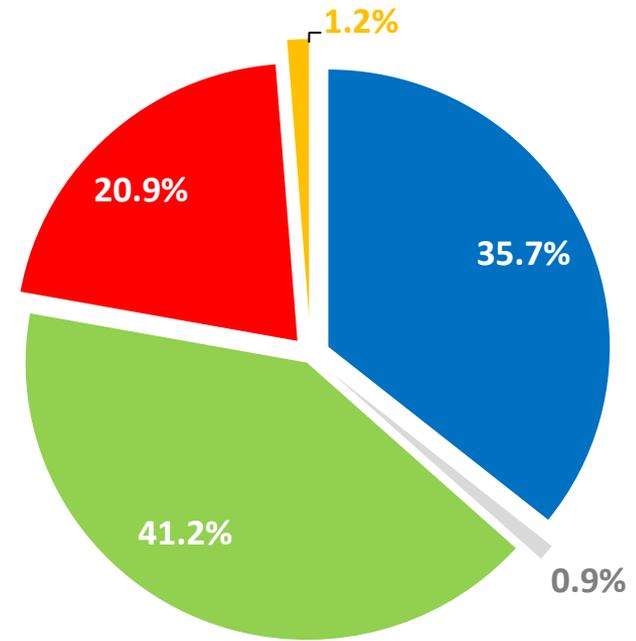
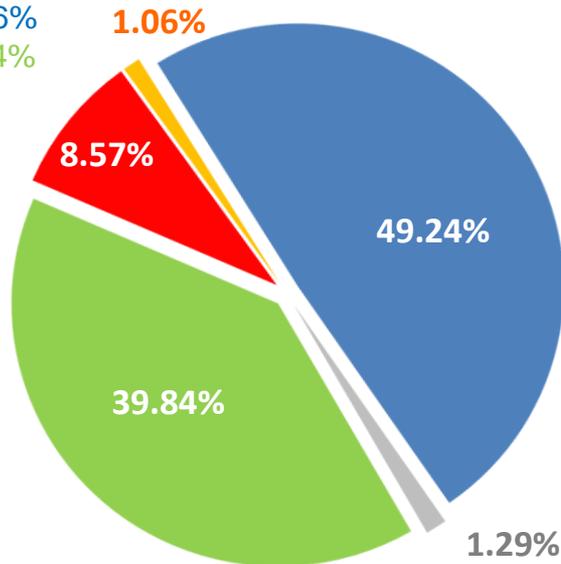


Revenue Portion

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

2012

Thailand 51.6%
Oversea 48.4%

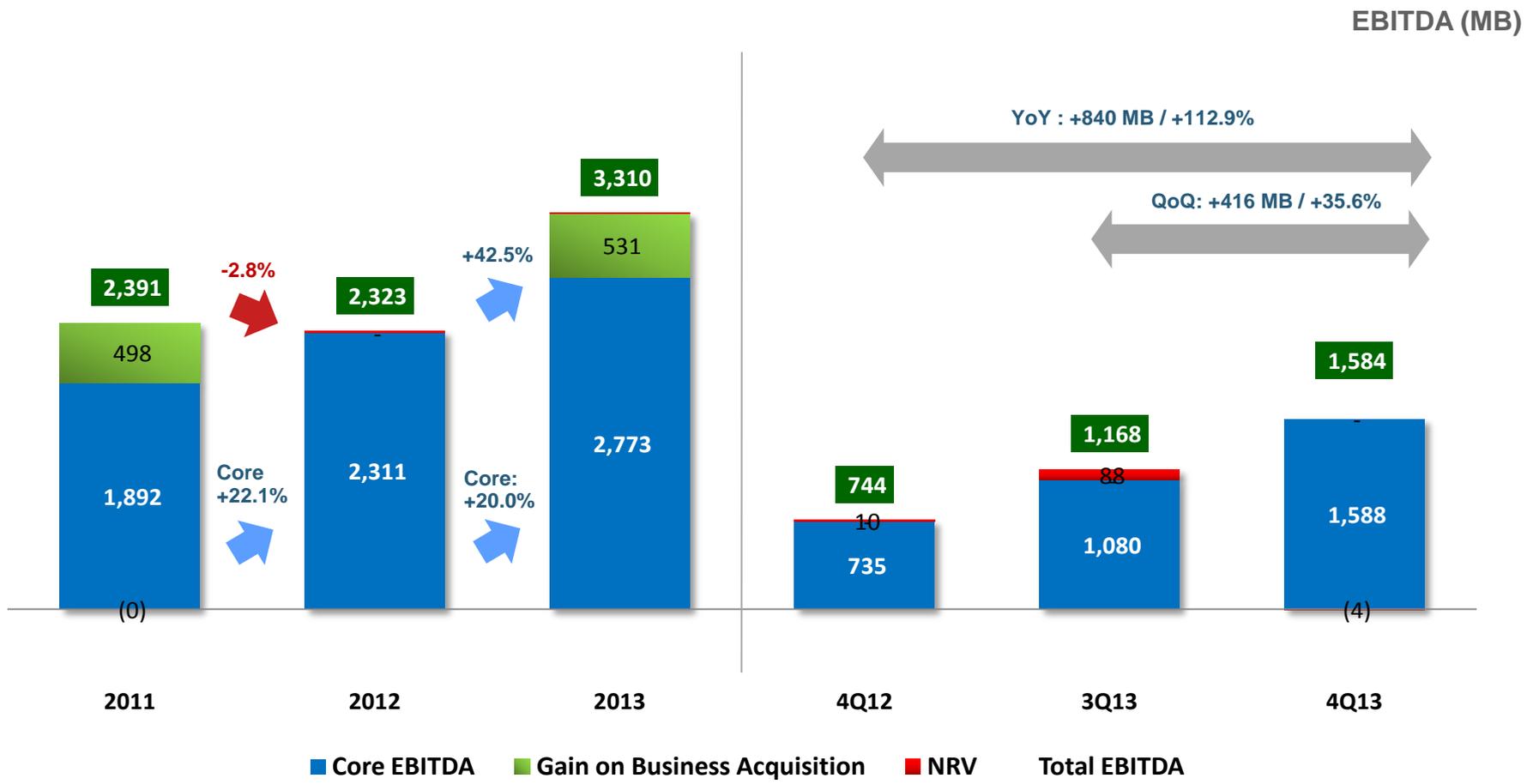


2013

Thailand 37.9%
Oversea 62.1%

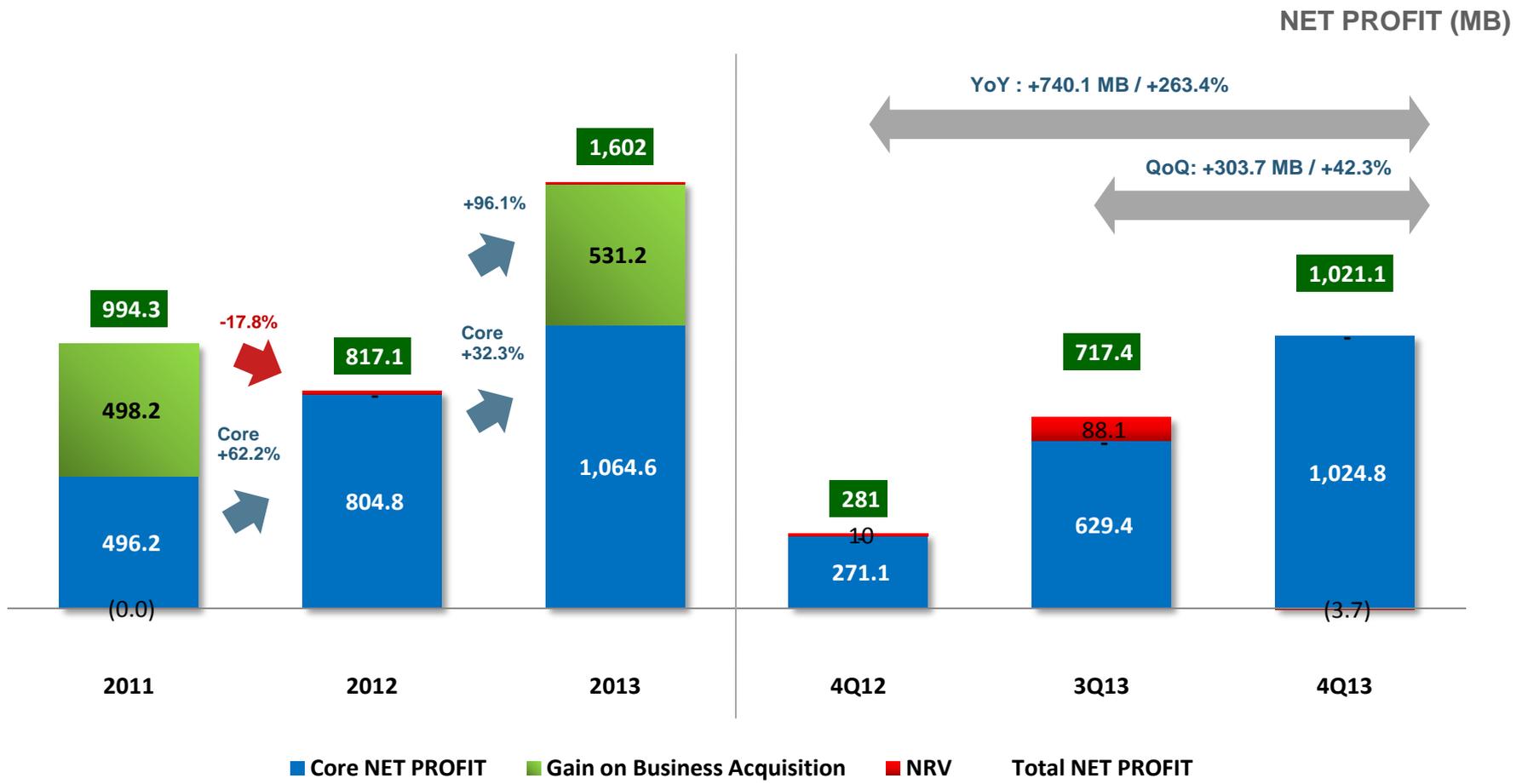


Financial Highlights - EBITDA





Financial Highlights – Net Profit

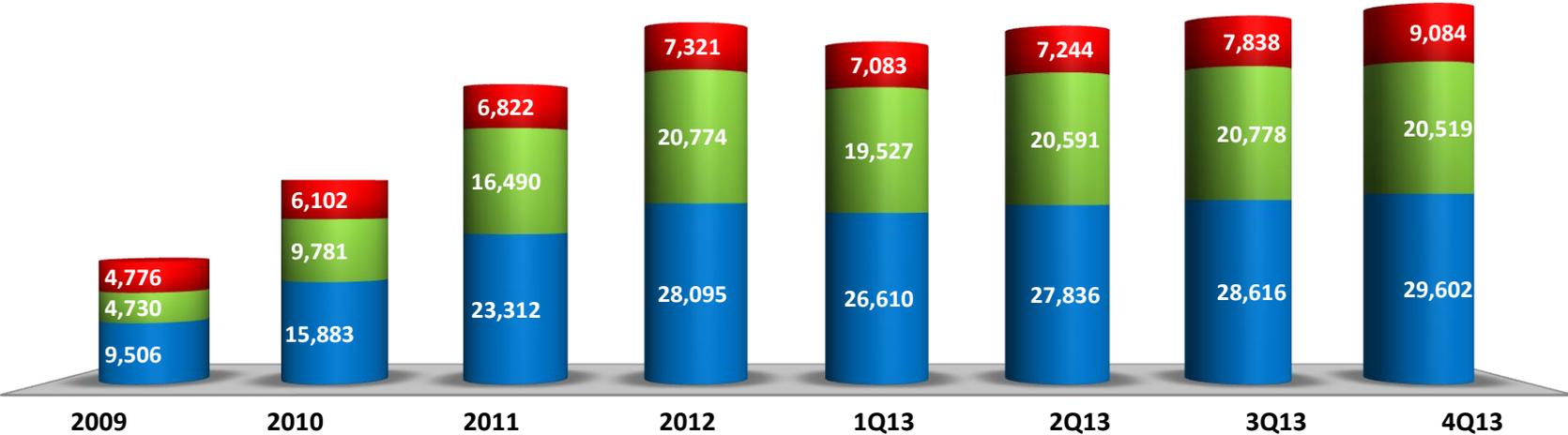




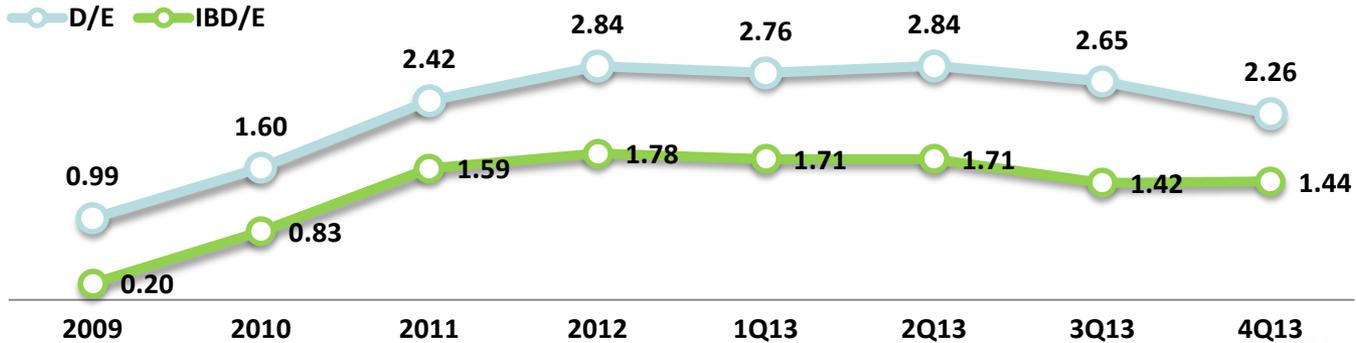
Financial Highlights – Balance Sheet & D/E

■ ASSETS ■ LIABILITIES ■ SHAREHOLDERS' EQUITY

STATEMENT OF FINANCIAL POSITION



GEARING RATIO (X)



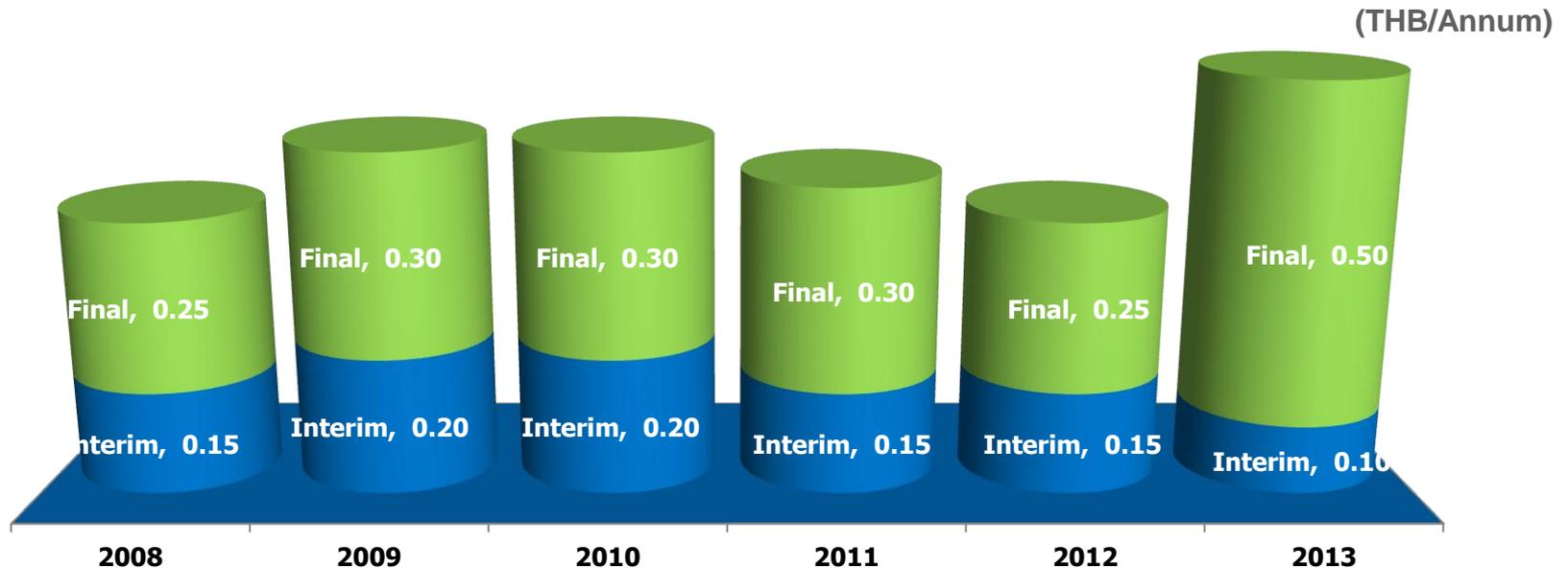


Dividend Payment

- **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**





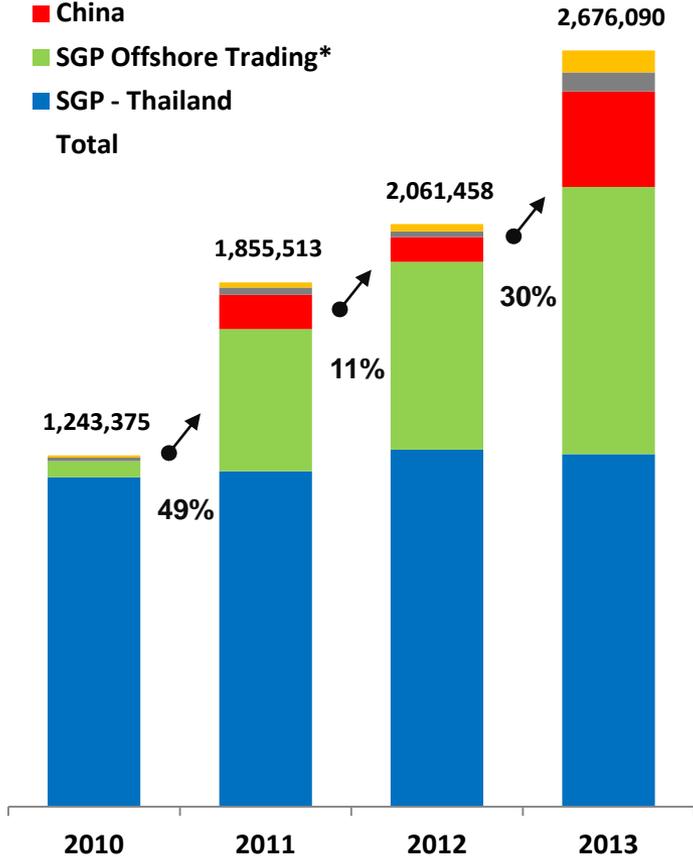
Agenda

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

2014 LPG Volume Outlook

LPG Sales Volume (Tons)

- Malaysia & Singapore
- Vietnam
- China
- SGP Offshore Trading*
- SGP - Thailand



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%	
Overseas 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 !