

ALUCON

Public Company Limited



Analyst meeting Q2 2023

(August 23, 2023)

AGENDA



Business Overview

Financial Performance

Strategic Direction

Head Office

Samutprakarn Plant



ALUCON



ISO 22000: 2005



ISO/TS 22002-4: 2013



Factory - Sriracha



376,400 Square Meters (230 Rai or 92.7 acres)

Company Overview ALUCON Public Company Limited



1961 - Established

1962 - Started Aluminium Collapsible Tube

1985 - Started Aluminium Monobloc Aerosol Can

1989 - Started Aluminium Slug at Sriracha plant &
Listed in Stock Exchange of Thailand

1995 - Partner with Takeuchi Press Industries in Japan

2004 - GMP certified by BVQI (Tube plant in Sriracha)

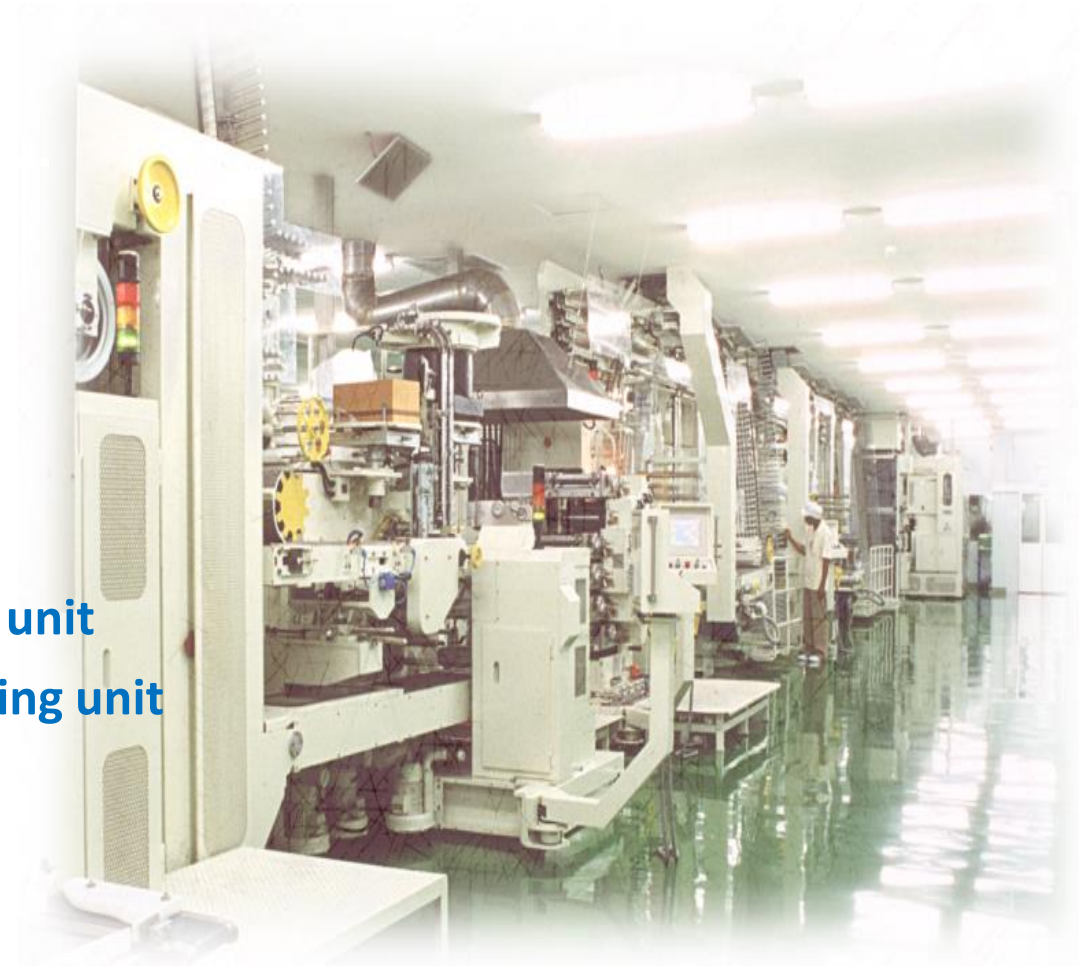
2014 - High Speed Tube Line (180 tpm) with 7 colors printing unit
High Speed Aerosol Line (200 cpm) with 9 colors printing unit

2016 – ISO 22000: 2005 & ISO/TS 22002-4: 2013 certified

2017 – ISO 9001 : 2015 certified

2018 – Bottle for car maintenance products started

2020 – Production lines from Bangkok transferred to Sriracha factory



1,160 employees as of end 2022

Our Products

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ALUMINIUM BOTTLES / RIGID WALL CONTAINERS



Aluminium Felt Pen Bodies

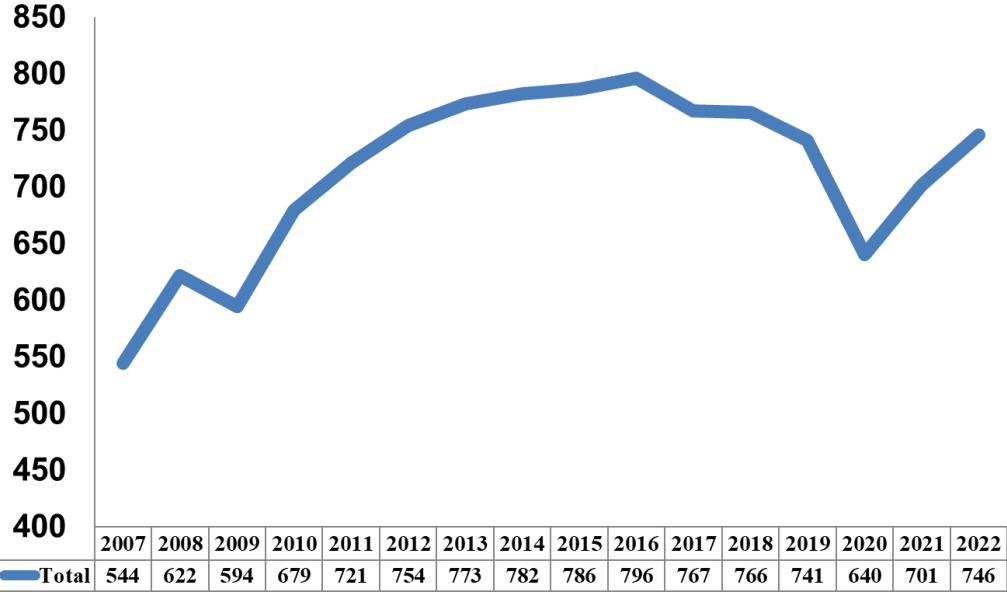
Aluminium Collapsible Tubes

Aluminium Slugs

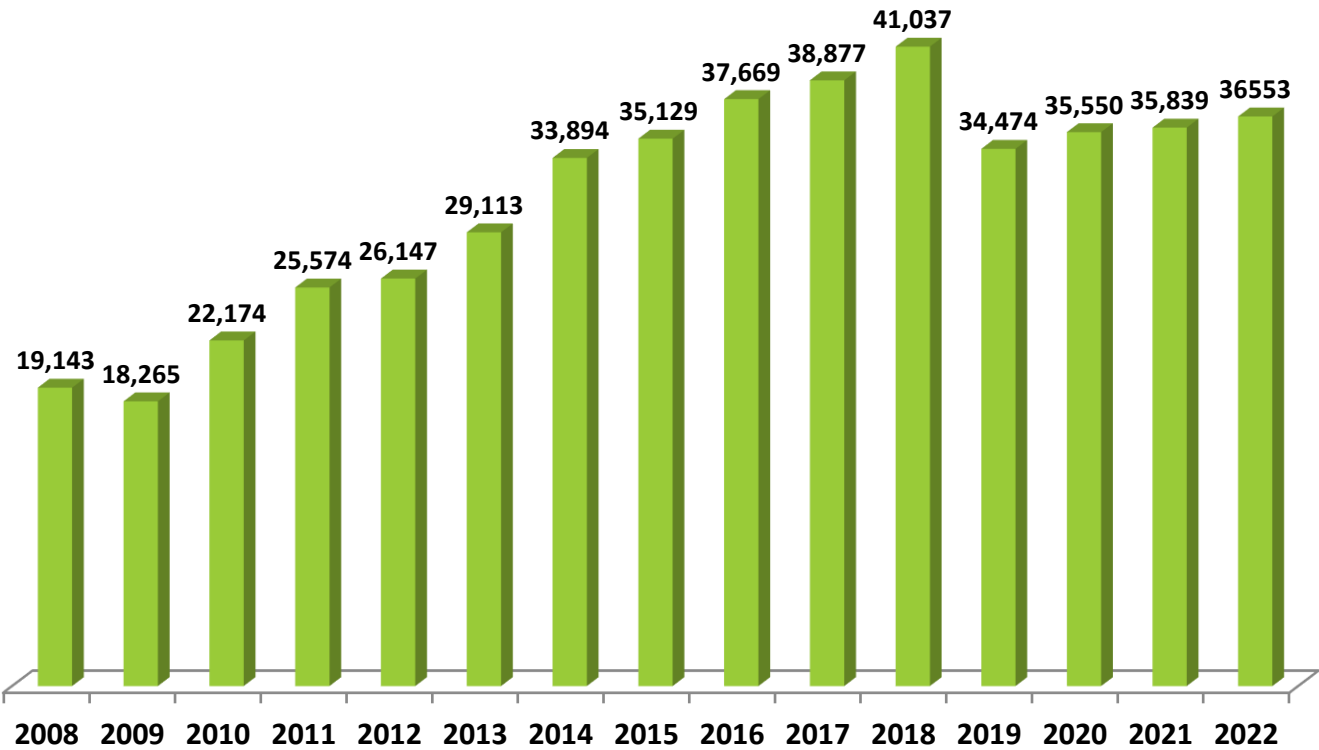
TOTAL PRODUCTION

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tubes, cans and other containers



Aluminium slug (Metric ton)

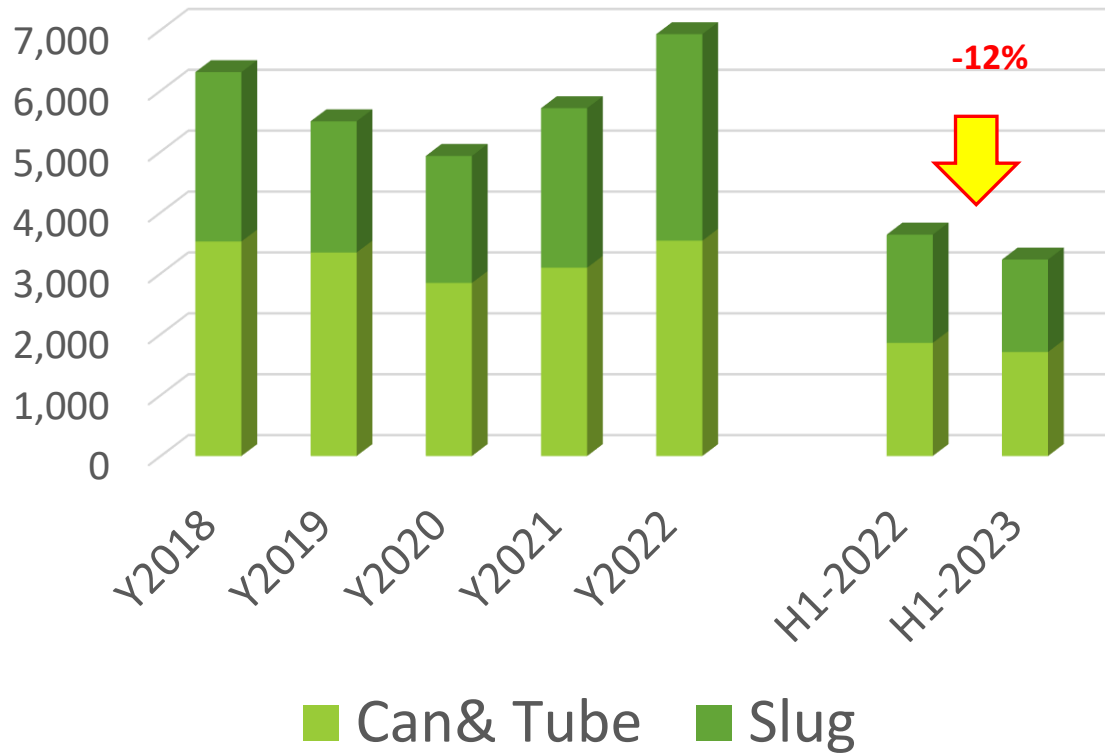


Export Destinations



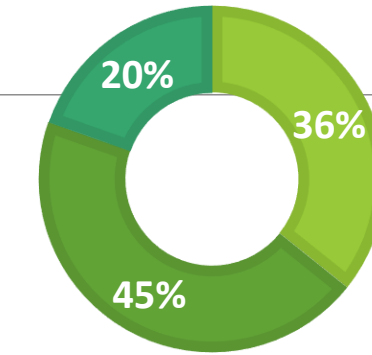
Revenue By - Group

unit : MB



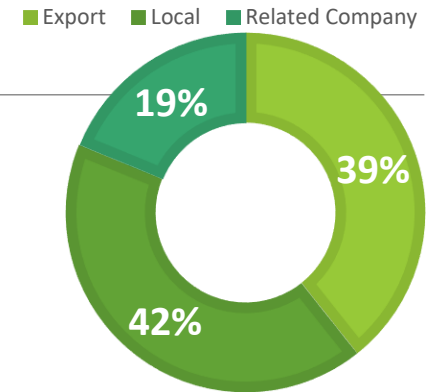
Can& Tube

1H23

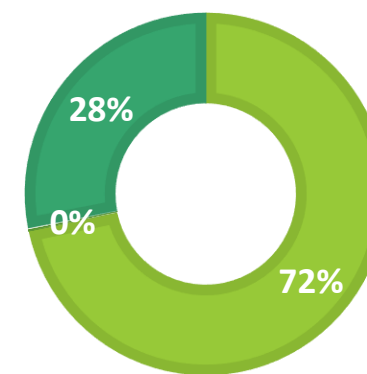


Export Local Related Company

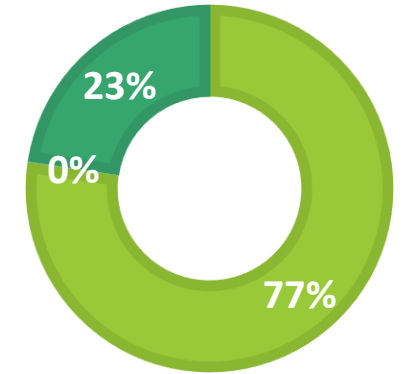
1H22



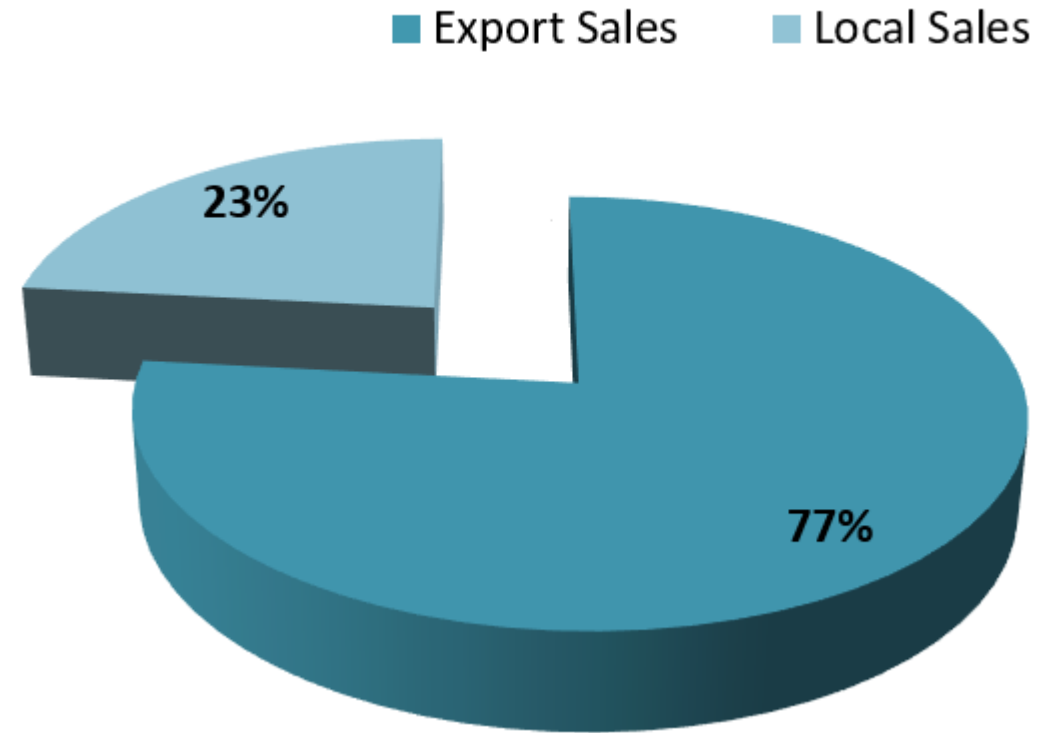
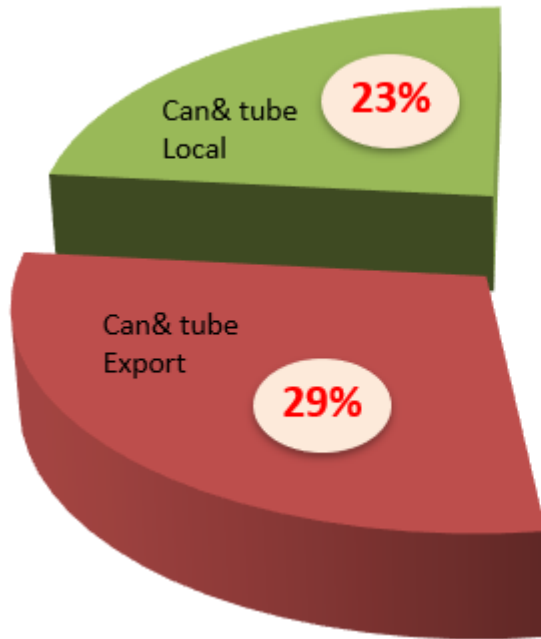
Slug



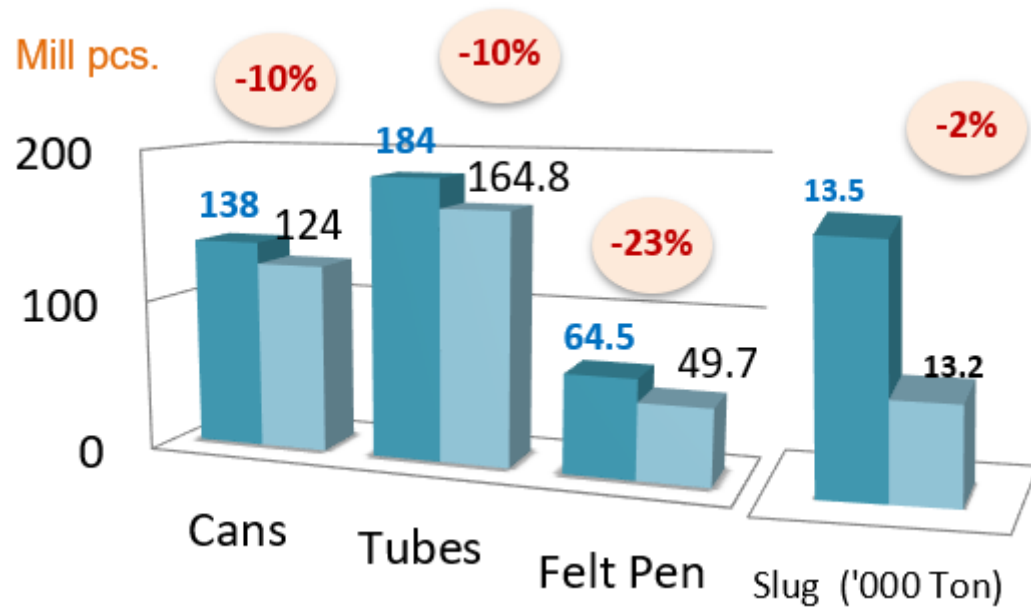
Export Local Related Company



Sales Ratio – 1H2023

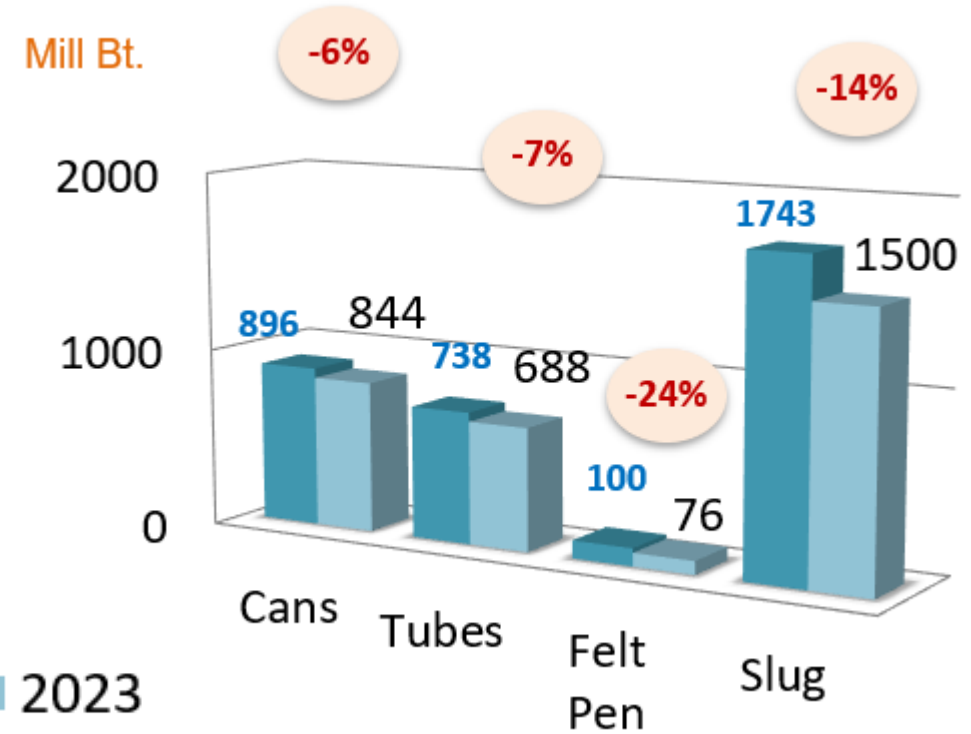


Total Sales 1H2023 Vs 2022



■ 2022 ■ 2023

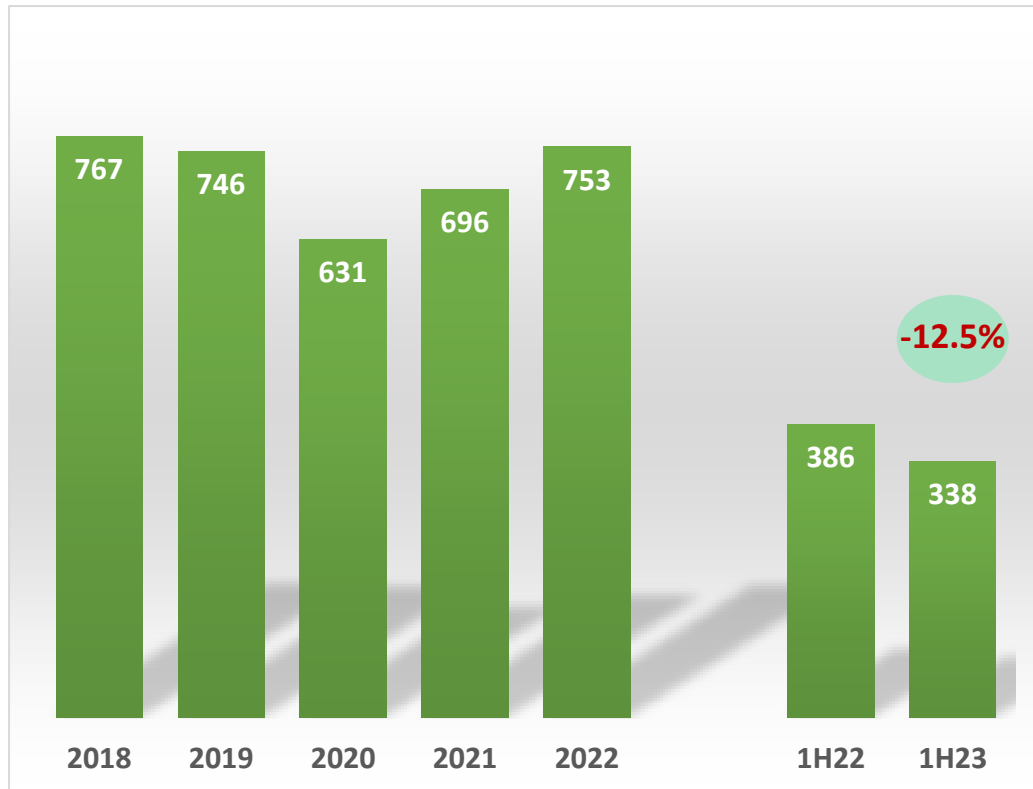
- 1H22 => 386.7 m. pcs
- 1H23 => 338.8 m. pcs



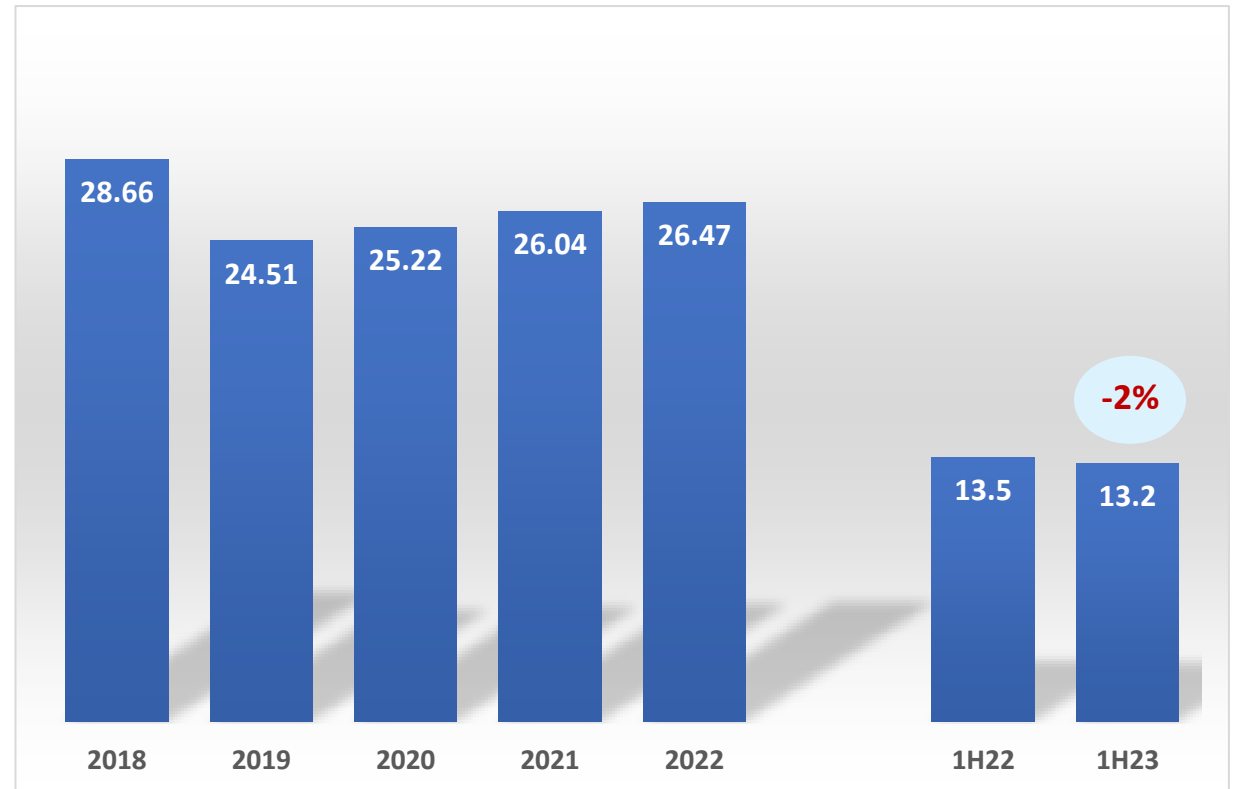
- 1H22 => 386.7 m. pcs
- 1H23 => 338.8 m. pcs

Total Sales movement

Cans, Tubes & Felt pen (Qty)
unit : MPcs.



Slug (Qty)
Unit : K MT

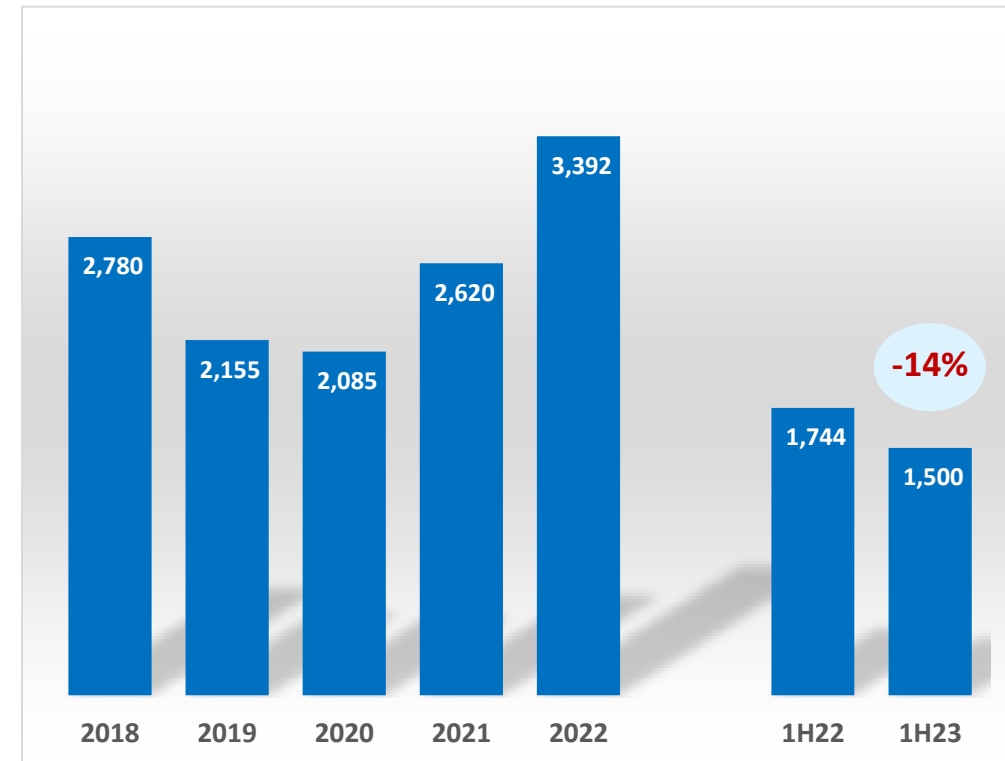


Total Sales movement

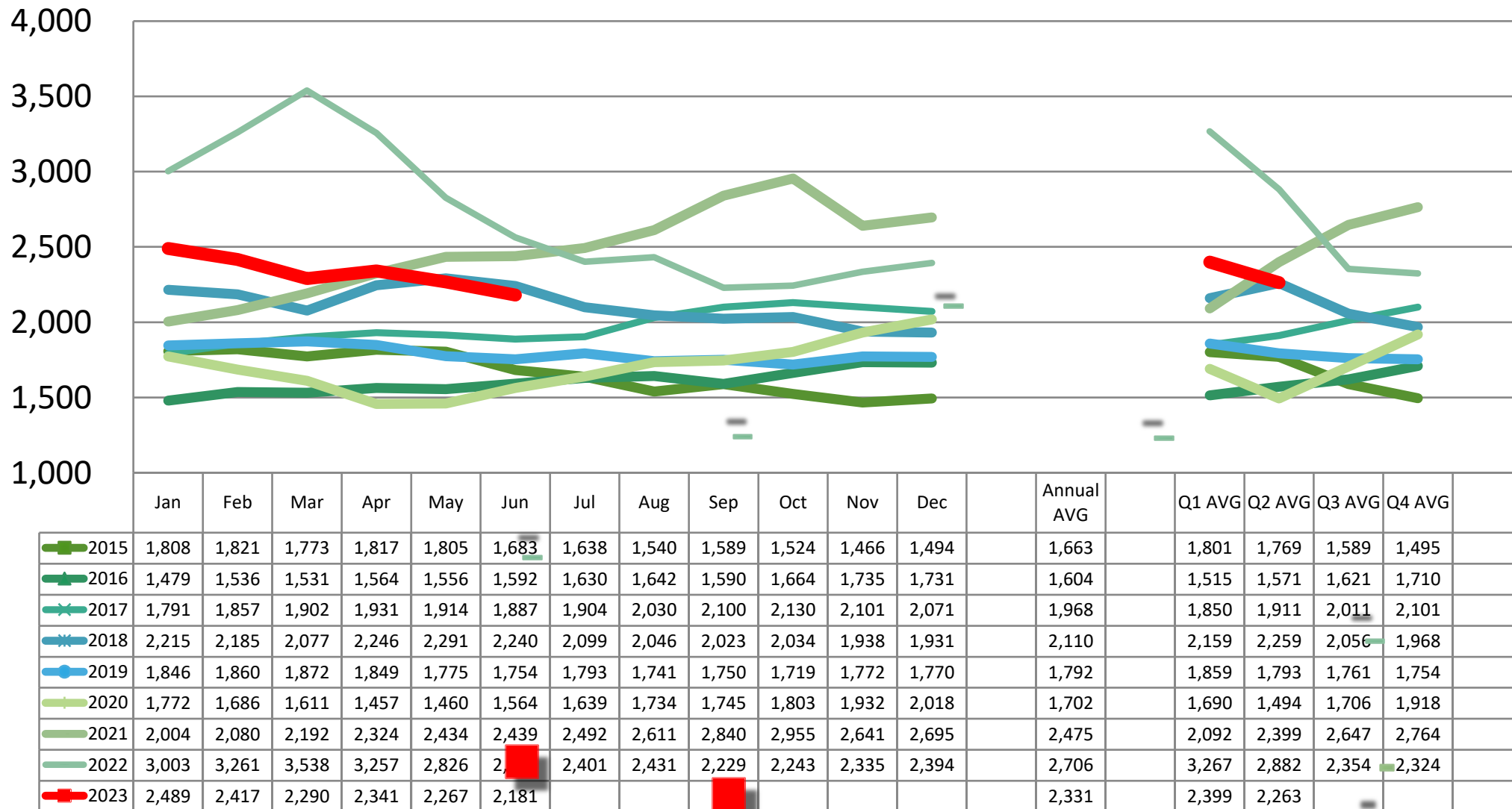
Cans, Tubes & Felt pen (Amount)
unit : M baht.



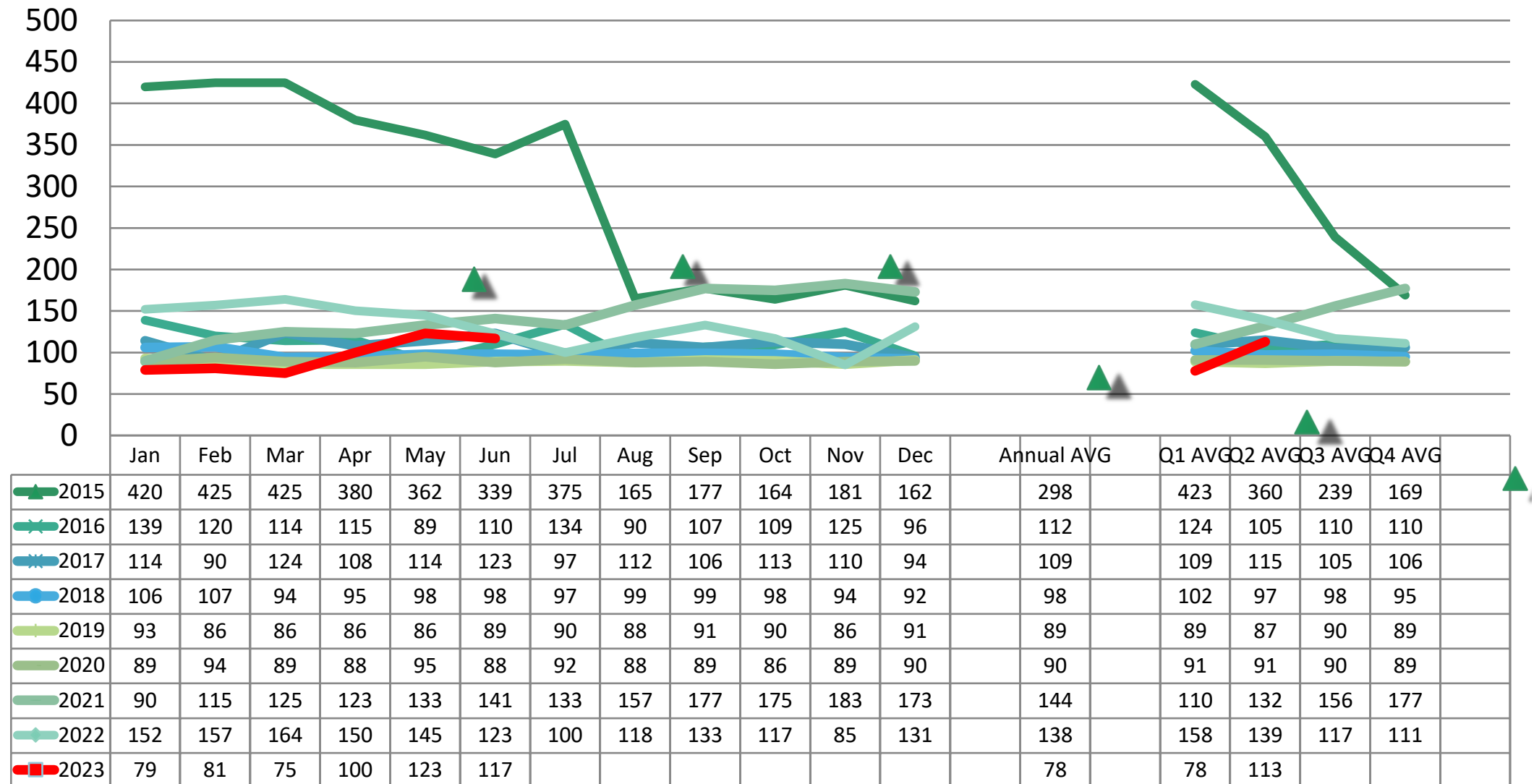
Slug (Amount)
Unit : M. baht



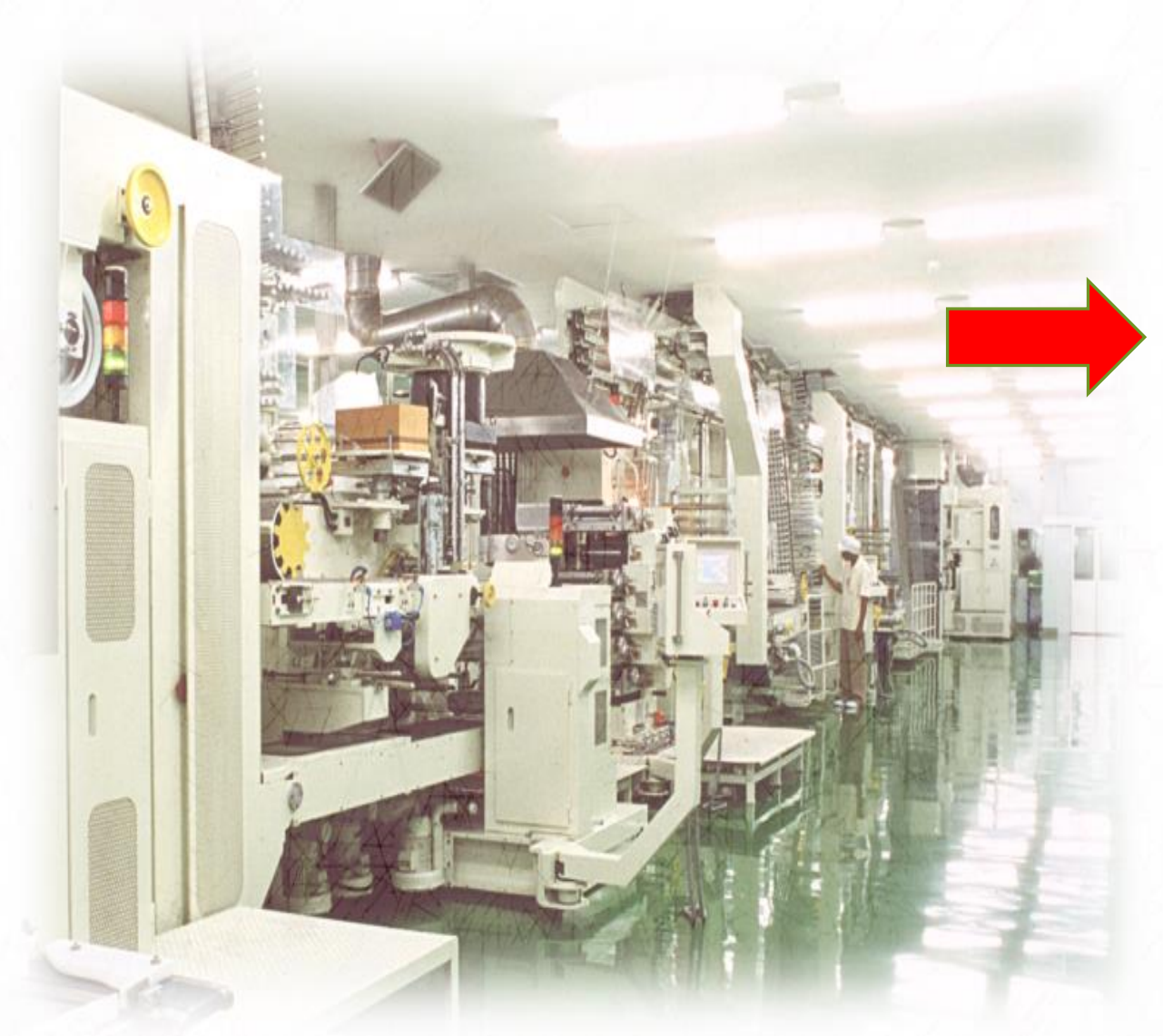
Comparison Aluminium LME price 2015-2023



Comparison Aluminium Premium price 2015-2023



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Business Overview

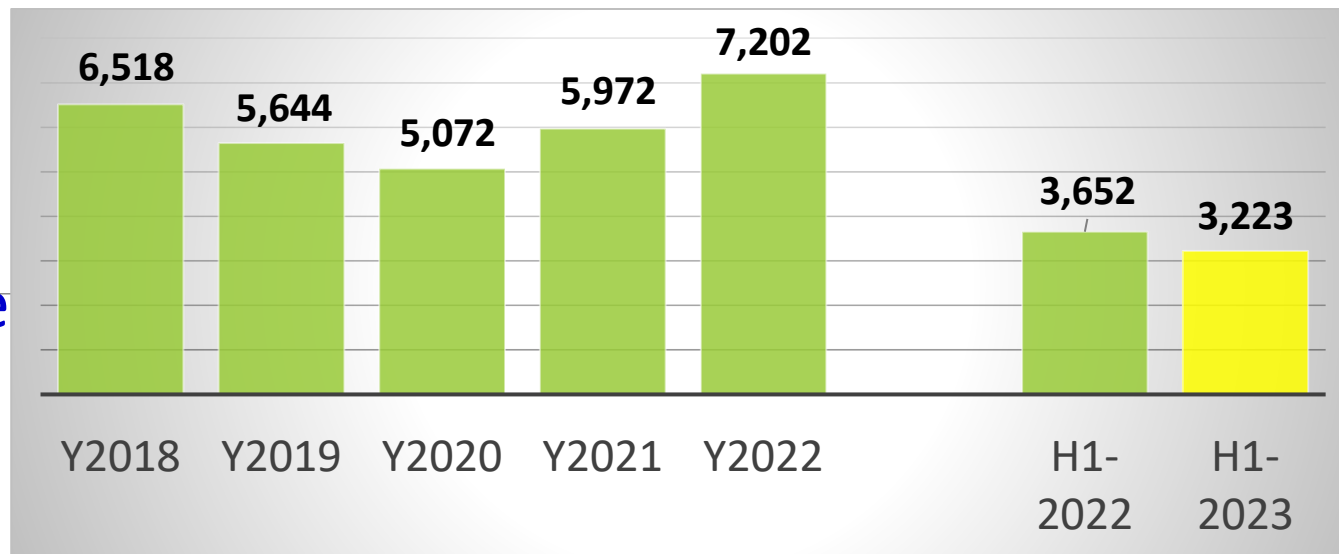
Financial Performance

Strategic Direction

Unit : MB

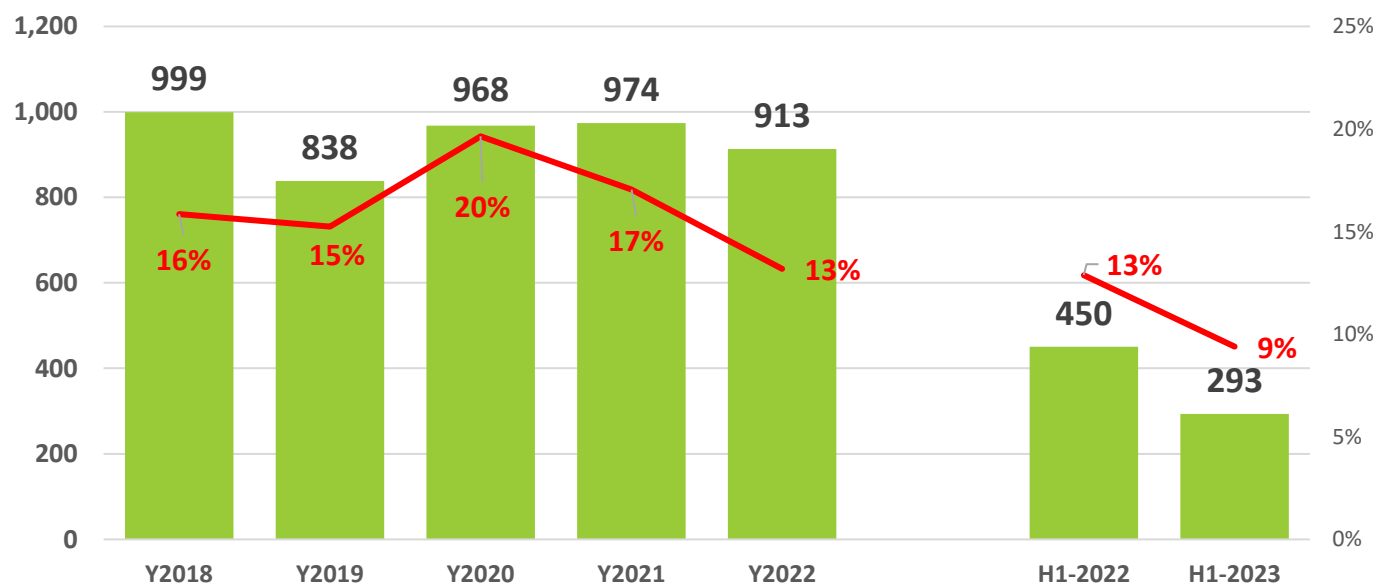
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Total Revenue



- ❖ H1-2023 total Revenue reduce 12% compare to H1-2022 mainly from Slug selling price due to LME decrease
- ❖ volume H1-2023 Can&Tube -12% , Slug -2% Vs H1-2022
- ❖ Depreciate on JPY while USD appreciate against THB

Gross Margin

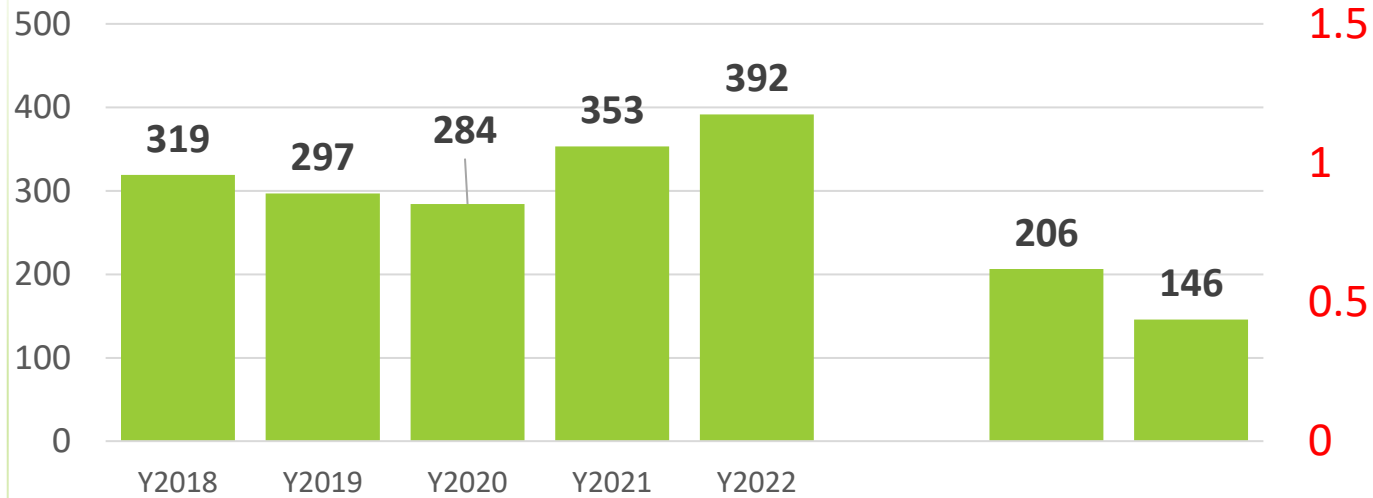


- Gross margin reduce from 13% to 9% in H1-2023 mainly from high Raw material - ingot price compare to Slug Selling price
- Production volume Can & Tube -13% , Slug -4%
- Energy Cost increase 4%

Unit : MB

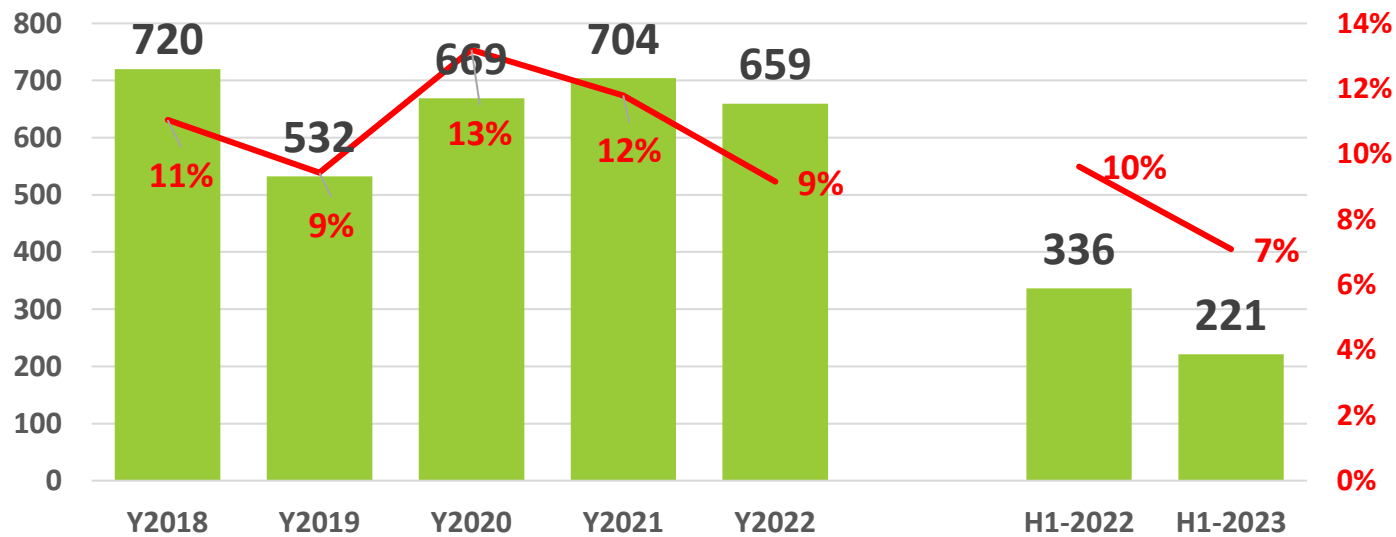
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Selling & Adm Exp



- Mainly from Reducing freight cost 58% and less Export Volume 17.5%

Net Profit



- FX gain less than 2022 => 45m
- CIT privilege from BOI from 15m to 21m

SUMMARY HIGHLIGHTS

Financial Data

	2018	2019	2020	2021	2022	1H-2022	1H-2023
Assets (Million Baht)	6,780.49	6,610.62	6,799.06	7,143.00	7,339.96	7,190.09	7,128.34
Liabilities (Million Baht)	1,237.43	1,005.56	836.83	885.49	842.54	1,028.22	841.56
Equity (Million Baht)	5,543.06	5,605.06	5,962.23	6,257.52	6,497.42	6,161.87	6,286.78
Paid-up Capital (Million Baht)	432.00	432.00	432.00	432.00	432.00	432.00	432.00
Revenue (Million Baht)	6,518.08	5,644.37	5,072.38	5,972.49	7,202.38	3,652.10	3,223.21
Net Profit (Million Baht)	719.67	532.12	669.00	704.22	659.41	336.35	221.35
EPS (Baht)	16.66	12.32	15.49	16.30	15.26	7.79	5.12

Financial Ratio

ROA (%)	13.6%	7.9%	10.0%	10.1%	9.1%	9.4%	6.1%
ROE (%)	13.3%	9.5%	11.6%	11.5%	10.3%	10.6%	6.9%
D/E (X)	0.22	0.18	0.14	0.14	0.13	0.17	0.13
Net Profit Margin (%)	11%	9%	13%	12%	9%	10%	7%

Dividend Paid History

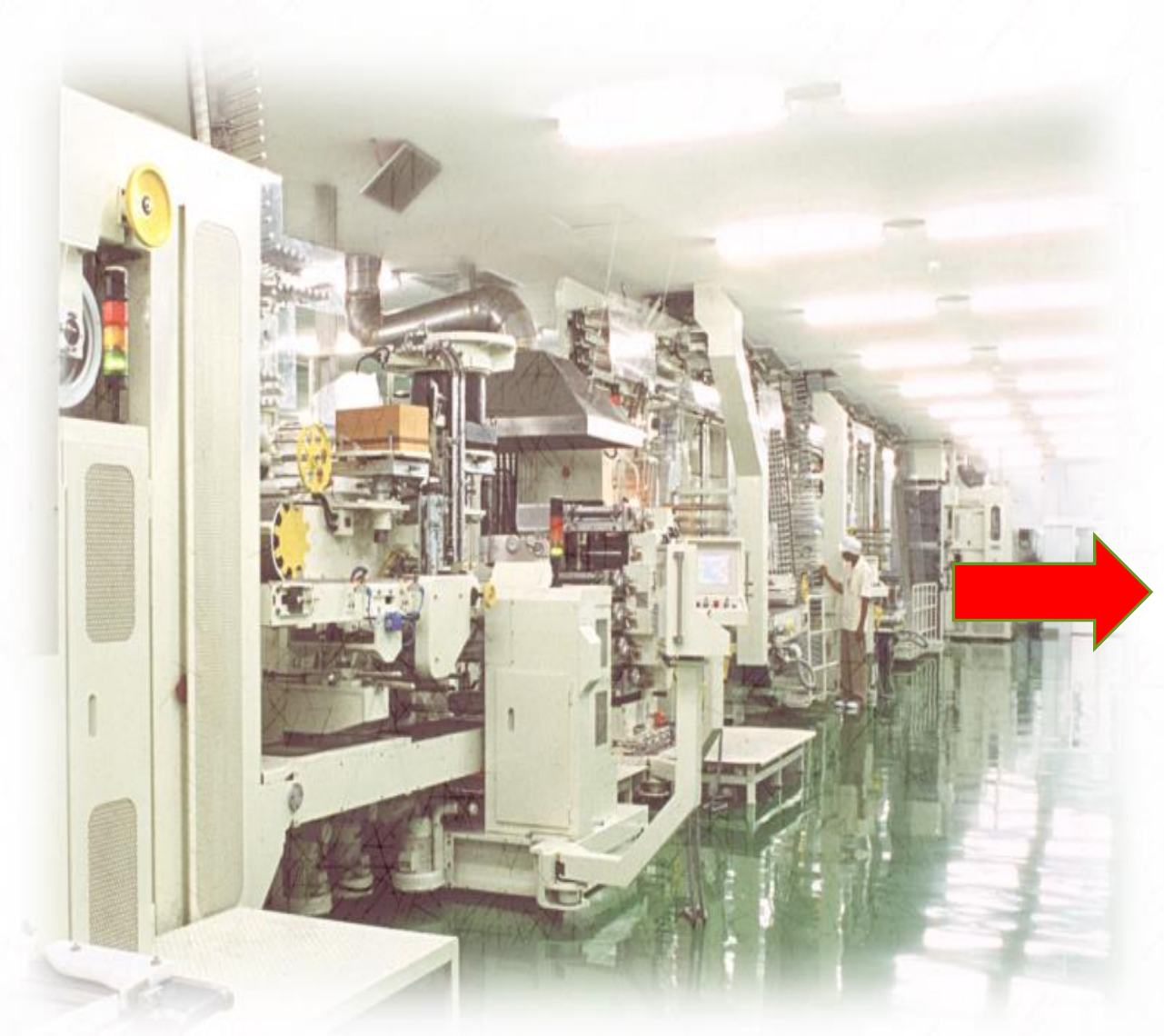
Year	Profit('000)	Dividend Baht/ share	%
2014	750,728	10	57.54
2015	775,067	10	55.74
2016	1,069,812	15	60.57
2017	783,739	11	60.63
2018	719,666	10	60.03
2019	532,116	7.5	60.89
2020	669,003	10	64.57
2021	704,218	10	61.34
2022	659,407	10	65.51

AGENDA

Business Overview

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ALUCON



Our Vision

- To Bring More Comfortable Lifestyles through our Products
- To Be the Best and Largest Production in the World
- To Achieve Lower Cost
- To Improve Environmental Sustainability

Our Mission

- Satisfy Customers with Excellent Quality Products
- Better Productivity with Less People
- Lowest Scrap Rate
- Lower CO₂ Footprint

TO SUPPORT OUR MISSION : TO BE MORE MULTI-TASKING | SAVE ENERGY, SAVE MATERIAL AND REDUCE WASTE | TO LEVERAGE TECHNOLOGY OF PRODUCTION FOR EXCELLENT QUALITY PRODUCT | TO DEVELOP ENVIRONMENTAL-FRIENDLY PACKAGING | MORE QUANTITY WITH LESS PEOPLE |

A large collection of aluminum cans and caps, with various brands of aerosol products in the background. The cans are arranged in a dense, overlapping pile, and the caps are scattered in front of them. The background shows a variety of aerosol products, including Lysol, OZIOUM, and others.

Q&A
Thank you