

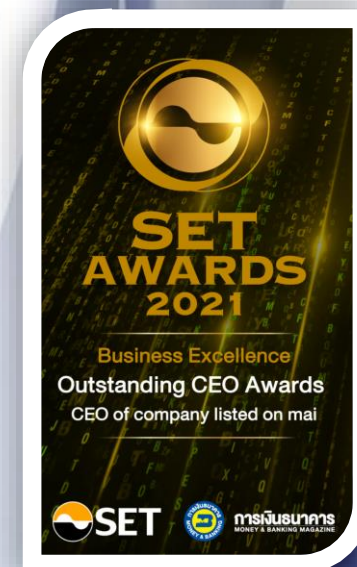


Megachem (Thailand) PCL

OPPORTUNITY DAY

21st November 2022 @ 10:15

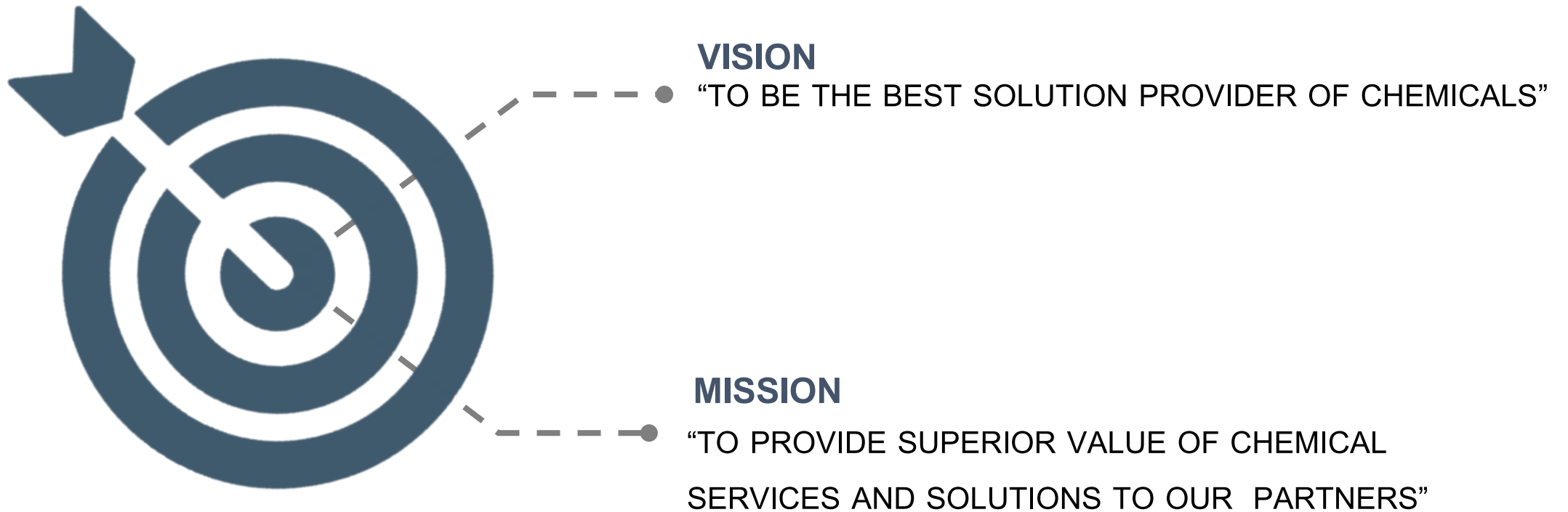
(Online Broadcasting)



Company Information

Company Name	: Megachem (Thailand) Public Company Limited
Business Types	: Chemicals distributor & chemical solution provider
Registered Capital	: 200,000,000 Baht
IPO Date	: 23 February 2017, Symbol : MGT
Par value	: 0.50 Baht
Location Office	: 25 Soi chalongkrung 31, Ladkrabang Industrial Estate Soi G1/9 Lamplathew Lat Krabang, Bangkok 10520
Telephone Number	: 02-739-6333
Home page	: http://www.megachem.co.th

Vision and Mission



Our Core Values



C

Collaboration

We aim work as a team, a single unit, to drive each other and to help others who are in need.

A

Accountability

Actions must have consequences; whether good or bad. We are a part of a unified team, meaning that we are all accountable for all our deeds.

R

Respect

We must respect each other, both professionally and personally.

E

Entrepreneurial mindset

We must continue to evolve as a person and as a team

MGT's Journey

1992



5th October 1992

MGT was founded as a specialty chemicals distributor

Registered Capital
1 million Baht

2016

April 2016

Capital increased
150 million Baht

Change share
value from 100
Baht per share to
0.50 Baht per
share

2017

February 2017

Listed in the Stock
Exchange of Thailand
in the mai section

Registered Capital
200 million Baht

2018

February 2018

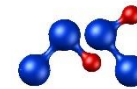


Joint-venture with Myanmar →
Megachem (Myanmar) Ltd.

Trading company distributor
(Construction materials, Medical
equipment, Agriculture)

MGT acquired share = 51%

June 2018



Established subsidiary company →
Megachem Plus Ltd.

Import and distributor of Ethanol
MGT acquired share = 80%

2021

January 2021



Joint-venture with Japan →
Mega fuji graphite Ltd.

Graphite business

MGT acquired share = 49%

September 2021

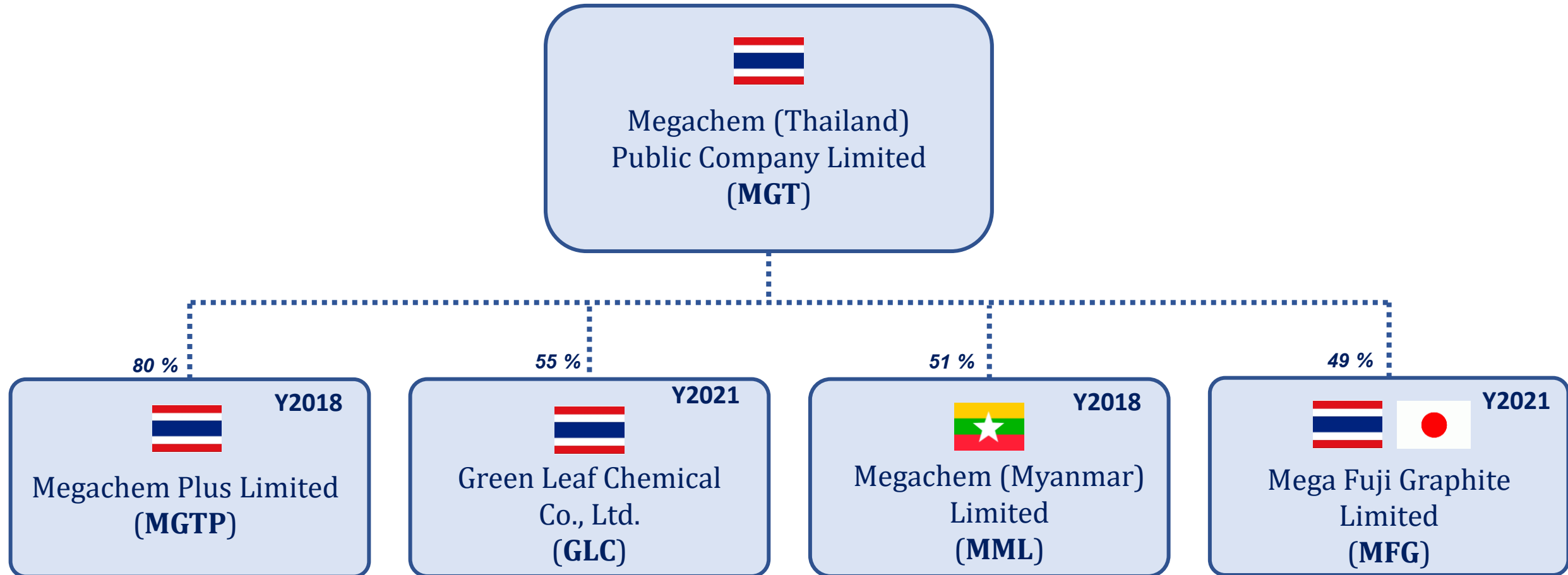


Established subsidiary company →
Green leaf chemical Ltd.

Business types (Personal care & toiletries,
Food BU, Skin test services)

MGT acquired share = 55%

Corporate Structure



Business Type

Megachem (Thailand) PCL runs its business by distributing and providing clients with complete consulting services of chemicals in these following industries:

Performance
Coating



Polymer and
Advance polymer
composite



Oil and Gas



Lifestyle
Biotech



Surface
technology



Business Units of GLC

Distributor and professional consultant for Personal Care and Nutraceutical

Personal Care & Toiletries

Personal Care & Cosmetic



Fragrance & Oil



Food

Nutraceutical



Skin Test Service

Technical Center & Skin Test



Revenue Breakdown by Segment and Growth (Consolidated)

THB Million

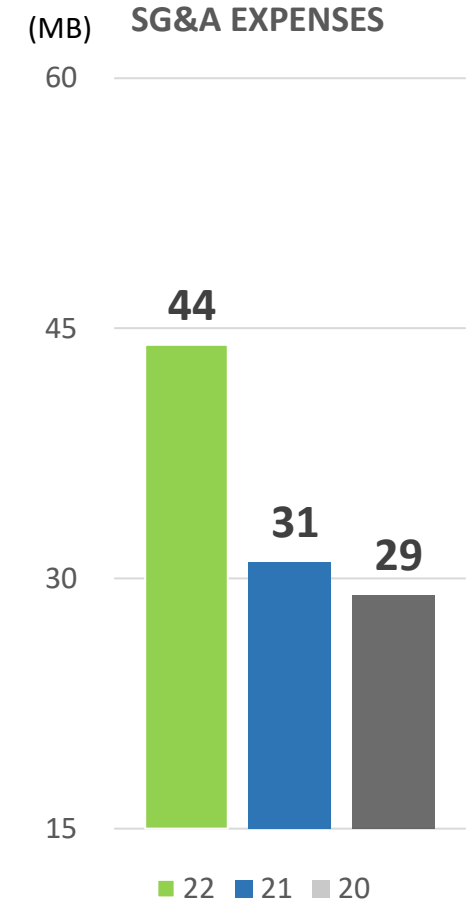
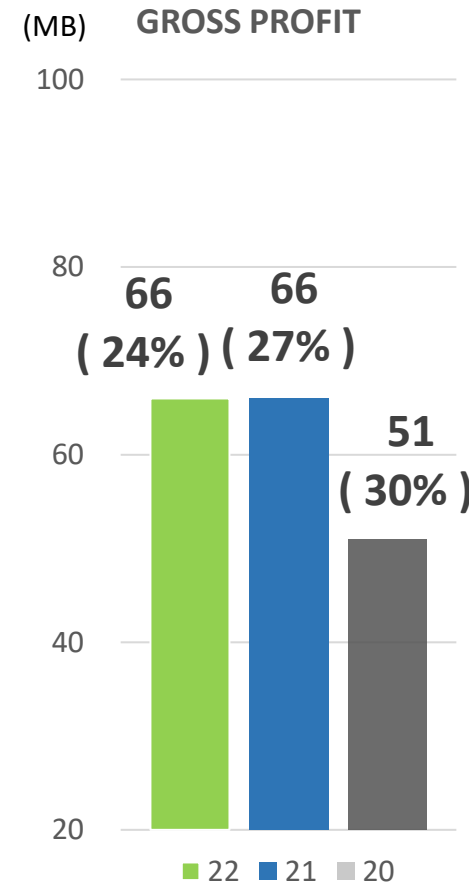
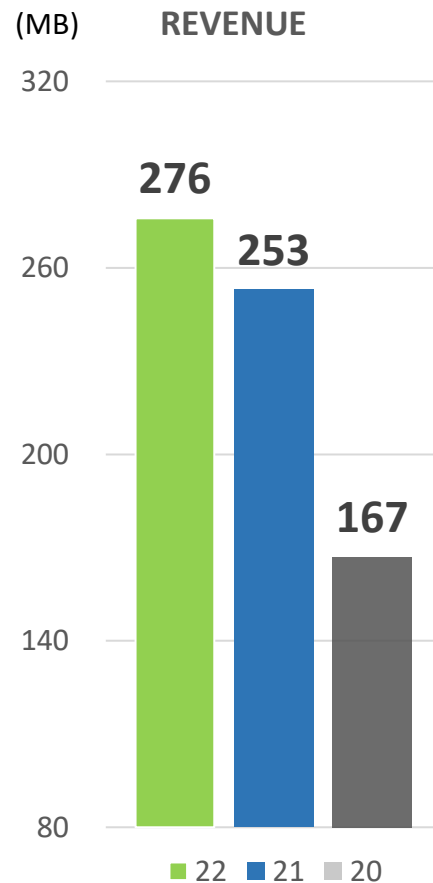
Sale by Segment	Growth	2022				By	2021				By
		Q1	Q2	Q3	Total	Segment	Q1	Q2	Q3	Total	Segment
Lifestyle Biotech	44%	108	123	122	353	42%	66	64	115	245	36%
Polymer and Advance polymer composite	28%	67	74	55	196	23%	50	56	47	153	22%
Performance coating	-12%	51	44	50	145	17%	58	56	51	164	24%
Surface technology	31%	33	27	22	82	10%	22	20	20	63	9%
Oil and Gas	-6%	19	12	19	50	6%	17	17	19	53	8%
Other	27%	6	5	5	15	2%	3	6	3	12	2%
Grand Total	22%	284	285	272	842	100%	216	220	254	690	100%

Financial Performance Q3 FY'2022 (Consolidated)

Y-O-Y% : 9.3%

Y-O-Y% : -1%

Y-O-Y% : 39.9%



3YR CAGR: 2.8%

3YR CAGR

(ORGANIC GROWTH): -4.2%

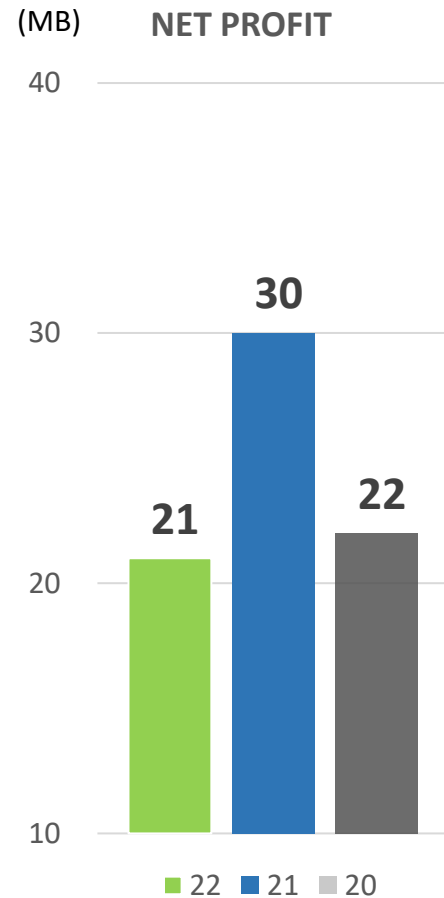
Organic Growth : -30.3 MB

(-12%)

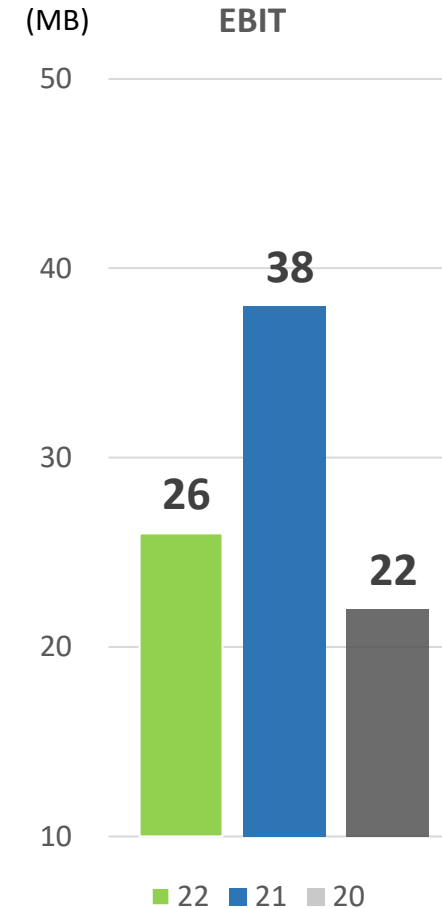
Inorganic Growth : 52.2 MB

Financial Performance Q3 FY'2022 (Consolidated)

Y-O-Y% : -30.7%



Y-O-Y% : -30.7%

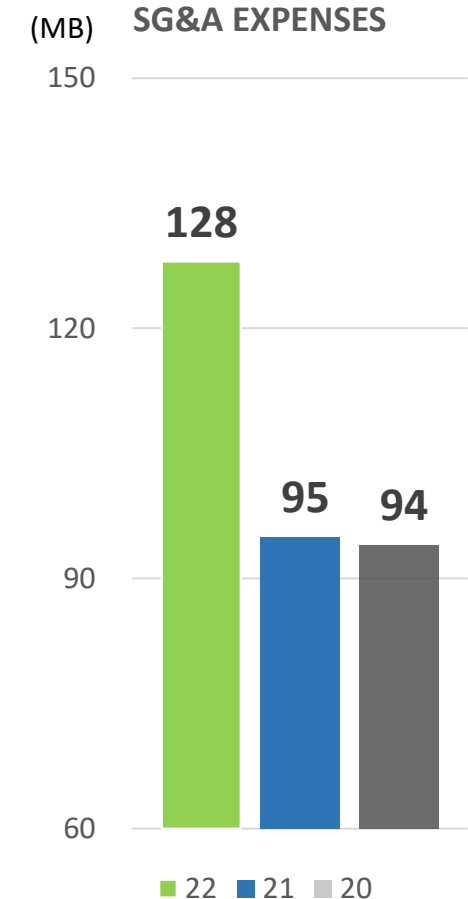
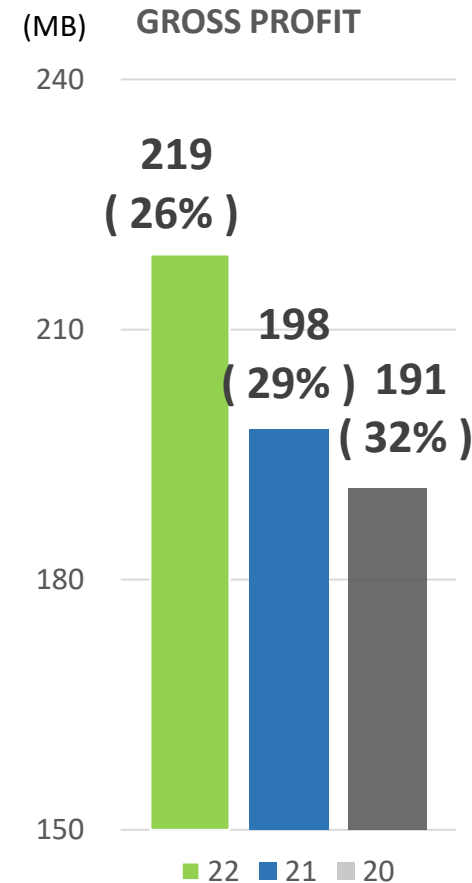
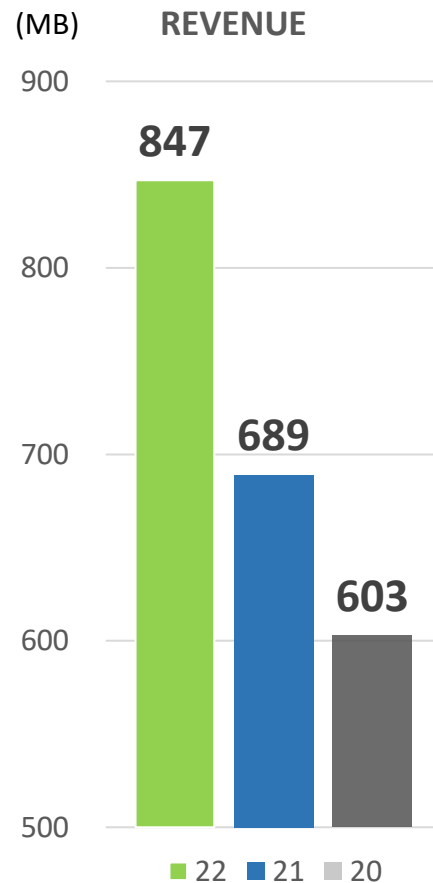


Financial Performance 9M FY'2022 (Consolidated)

Y-O-Y% : 23%

Y-O-Y% : 10.6%

Y-O-Y% : 35.8%



3YR CAGR: 7.1%

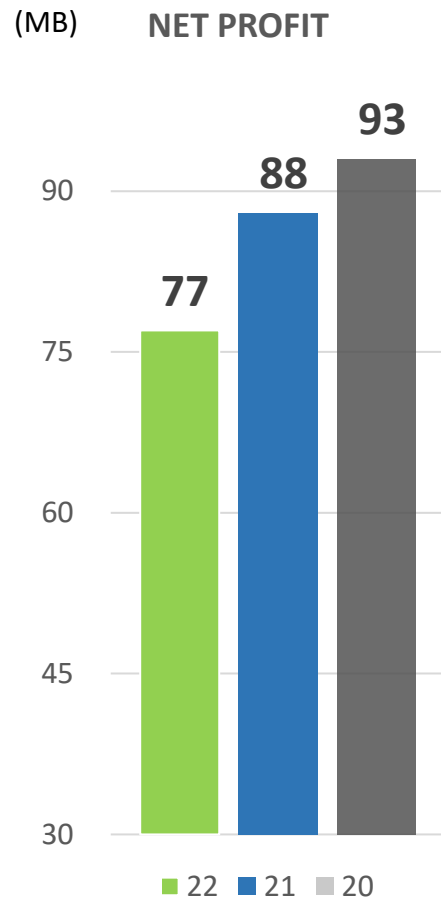
3YR CAGR
(ORGANIC GROWTH): 0.7%

Organic Growth : 13.8 MB
(2%)

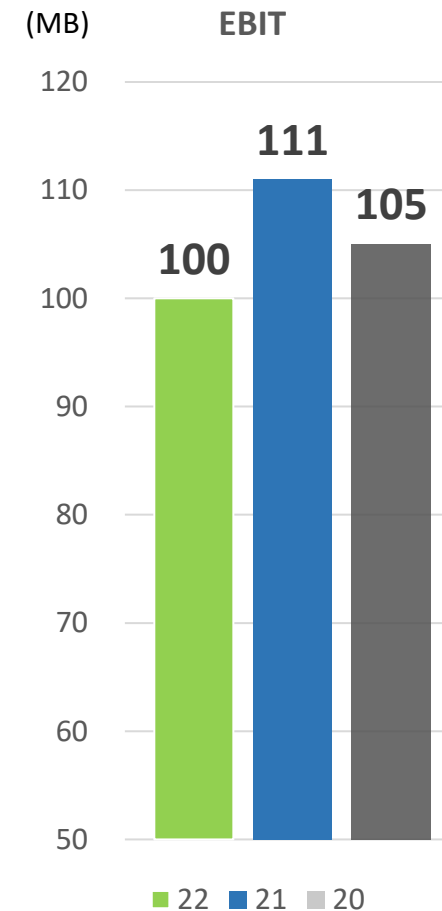
Inorganic Growth : 142.7 MB

Financial Performance 9M FY'2022 (Consolidated)

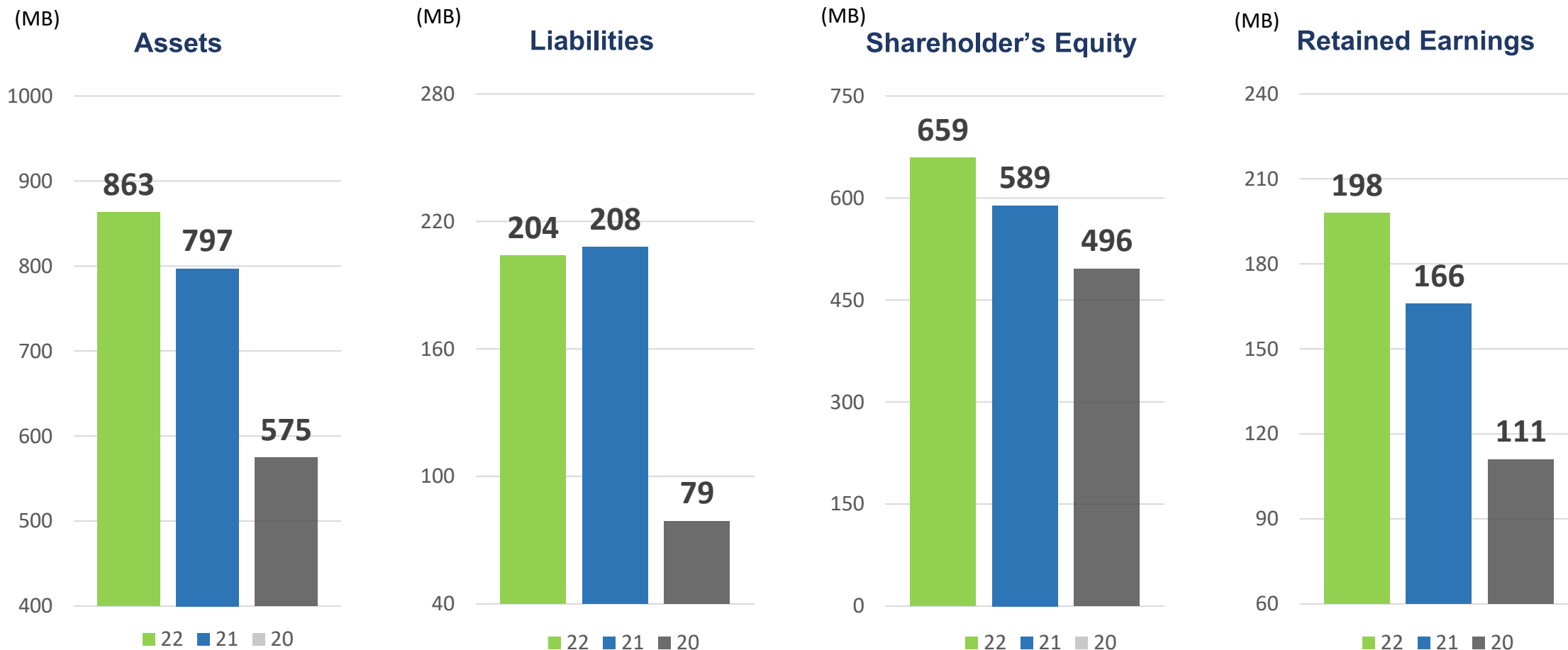
Y-O-Y% : -12.7%



Y-O-Y% : -10.4%



Financial Position 9M FY'2022 (Consolidated)



Financial Ratio 9M FY'2022 (Consolidated)

Financial Ratio	9M FY22	9M FY21	FY21
A/R Turnover (days)	81	86	68
A/P Turnover (days)	39	40	28
Inventory Turnover (days)	75	70	65
Cash Conversion Cycle (days)	117	116	105
Debt/Equity	0.37	0.40	0.38
Net Debt/Equity	-0.14	-0.09	-0.16

Dividend Payment

	2022	2021	2020	2019	2018	2017
Interim Dividend	0.03	0.03	0.03	0.05	0.04	0.03
Year end		0.12	0.07	0.04	0.06	0.07
Total	0.03	0.15	0.10	0.09	0.10	0.10
Share	400,000,000	400,000,000	400,000,000	400,000,000	400,000,000	400,000,000
Total Paid	12,000,000	60,000,000	40,000,000	36,000,000	40,000,000	40,000,000
Paid Date	09/09/2022	03/09/2021 20/05/2022	09/09/2020 20/05/2021	09/12/2019 20/05/2020	06/09/2018 15/05/2019	12/12/2017 14/05/2018



Q & A