

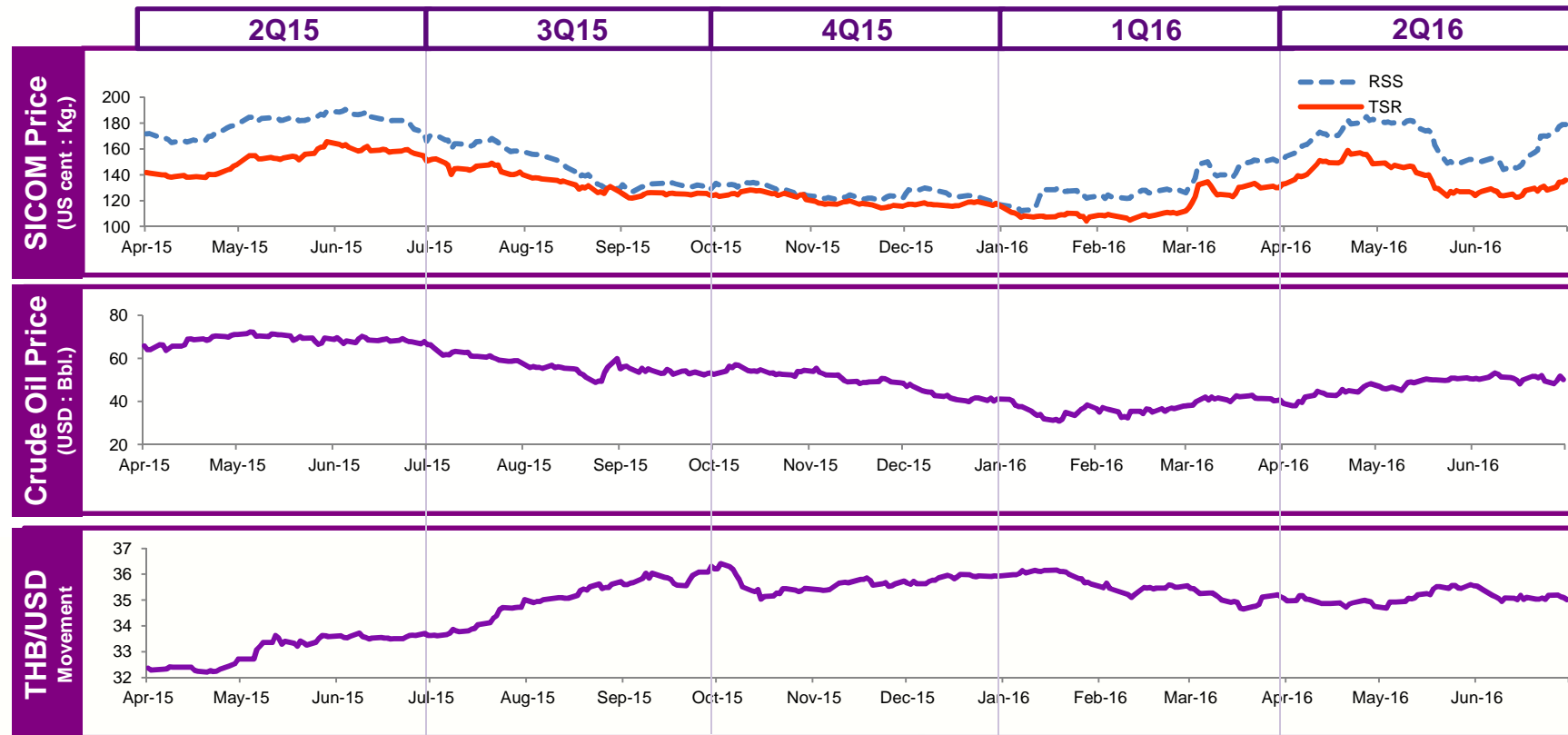
2016

ANALYST
PRESENTATION

2Q16 RESULTS



SICOM – Oil Price - FX



Financial Highlights

(THB million)	6M'15	6M'16	%YoY	Q2'15	Q1'16	Q2'16	%YoY	%QoQ
Revenue	29,589	35,446	▲ 20%	15,077	16,695	18,752	▲ 24%	▲ 12%
Sale volume (tons)	538,096	724,011	▲ 35%	269,204	363,105	360,906	▲ 34%	▼ 1%
Avg. selling price (Baht per ton)	49,412	43,382	▼ 12%	50,558	40,465	46,317	▼ 8%	▲ 14%
Gross profit	2,334	2,755	▲ 18%	1,294	817	1,938	▲ 50%	▲ 137%
Adj. gross profit*	2,517	2,748	▲ 9%	1,440	749	1,999	▲ 39%	▲ 167%
EBITDA	1,711	1,375	▼ 20%	923	174	1,201	▲ 30%	▲ 589%
Net profit	815	636	▼ 22%	518	(166)	802	▲ 55%	▲ 584%
Adj. GP margin*	8.5%	7.8%	▼ 70bps	9.6%	4.5%	10.7%	▲ 110bps	▲ 620bps
Net profit margin	2.8%	1.8%	▼ 100bps	3.4%	(1.0%)	4.3%	▲ 90bps	▲ 530bps

*Adjusting for (reversal) allowance of inventory and realised gains /(losses) from hedging activities

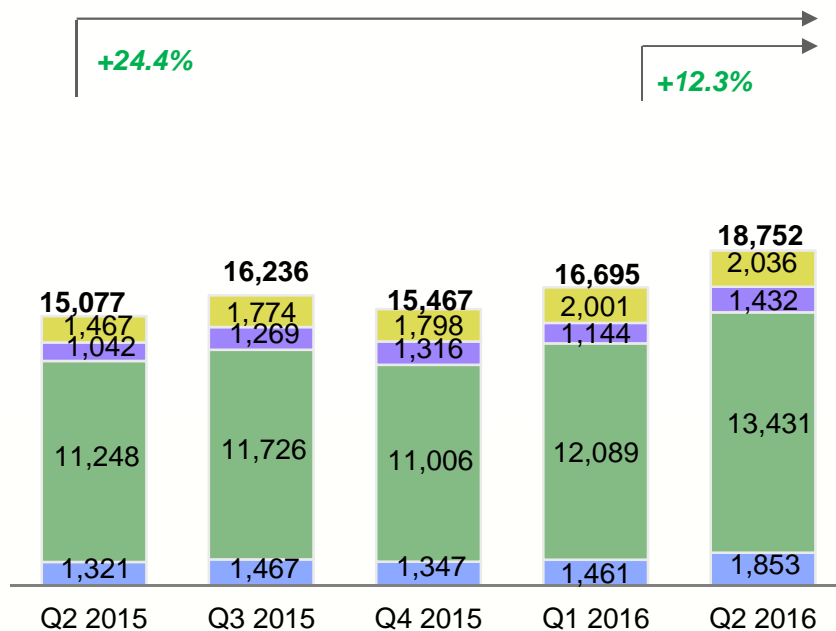


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Revenues & Sale volume

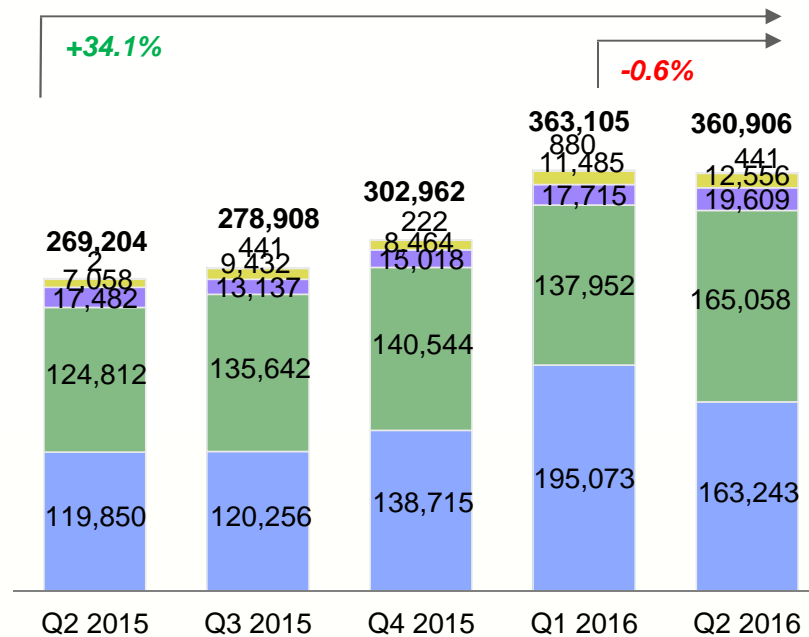
Revenue by Product (THB million)

RSS TSR Con. Latex Others



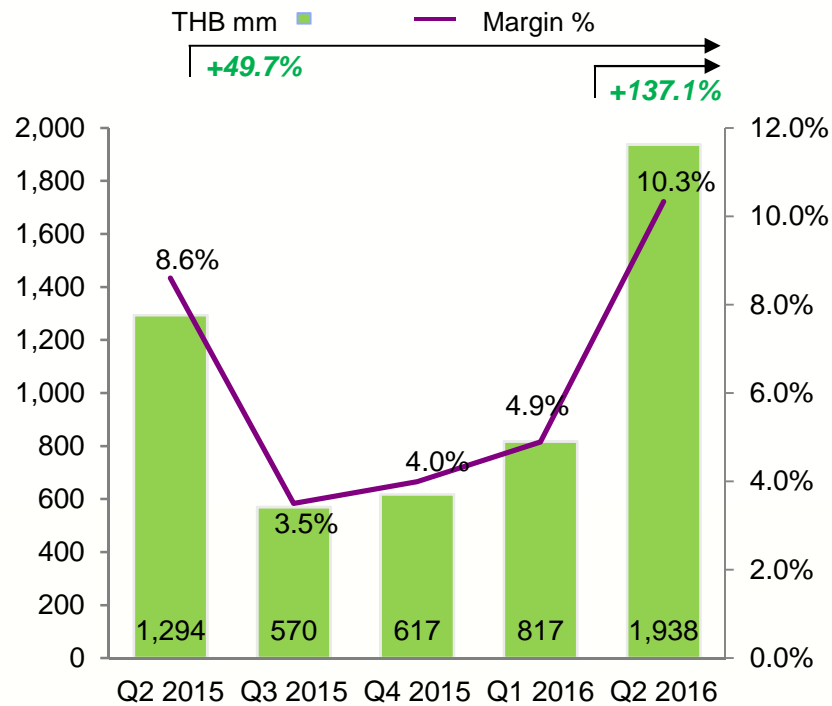
Sale Volume by Geography (tons)

PRC Asia (Ex PRC) USA Europe Others

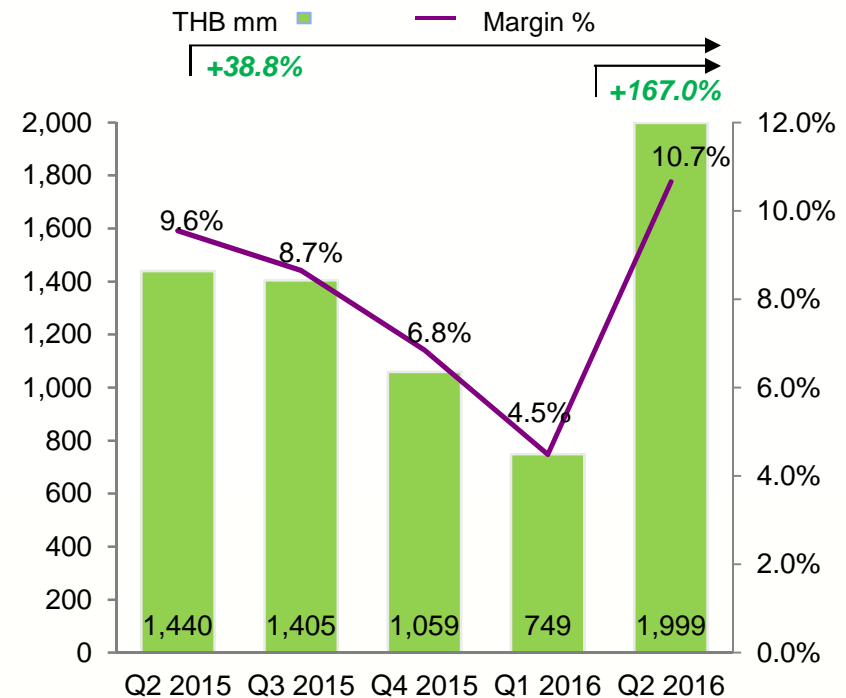


Gross Profit

Gross Profit



Adjusted Gross Profit*

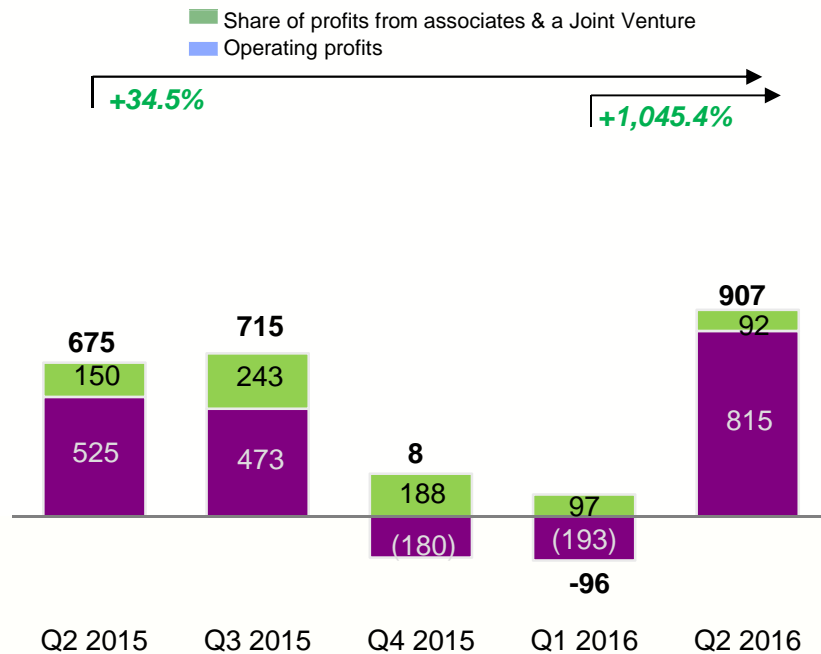


*Adjusting for (reversal) allowance of inventory and realised gains/(losses) from hedging activities

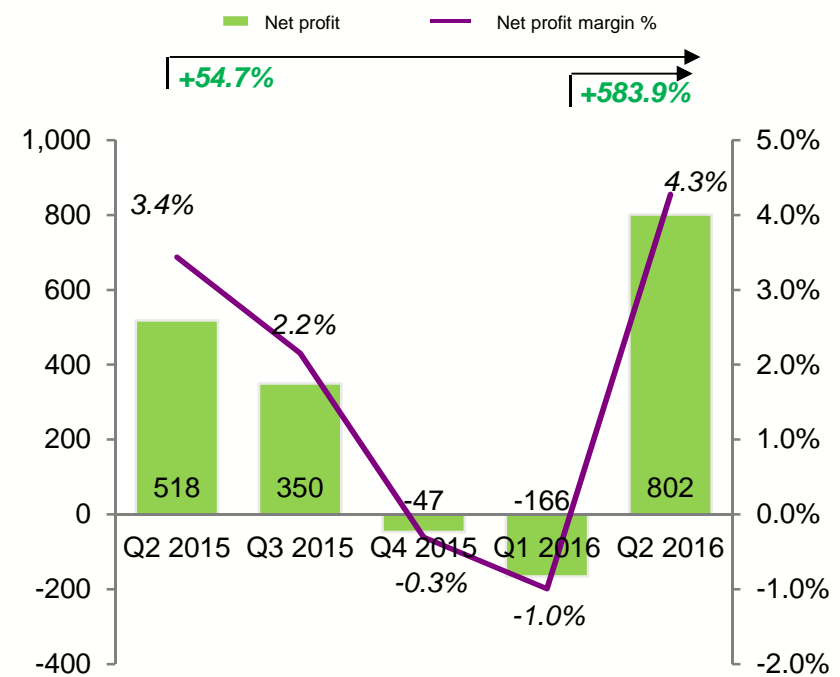


EBIT & Net Profit

EBIT (THB million)



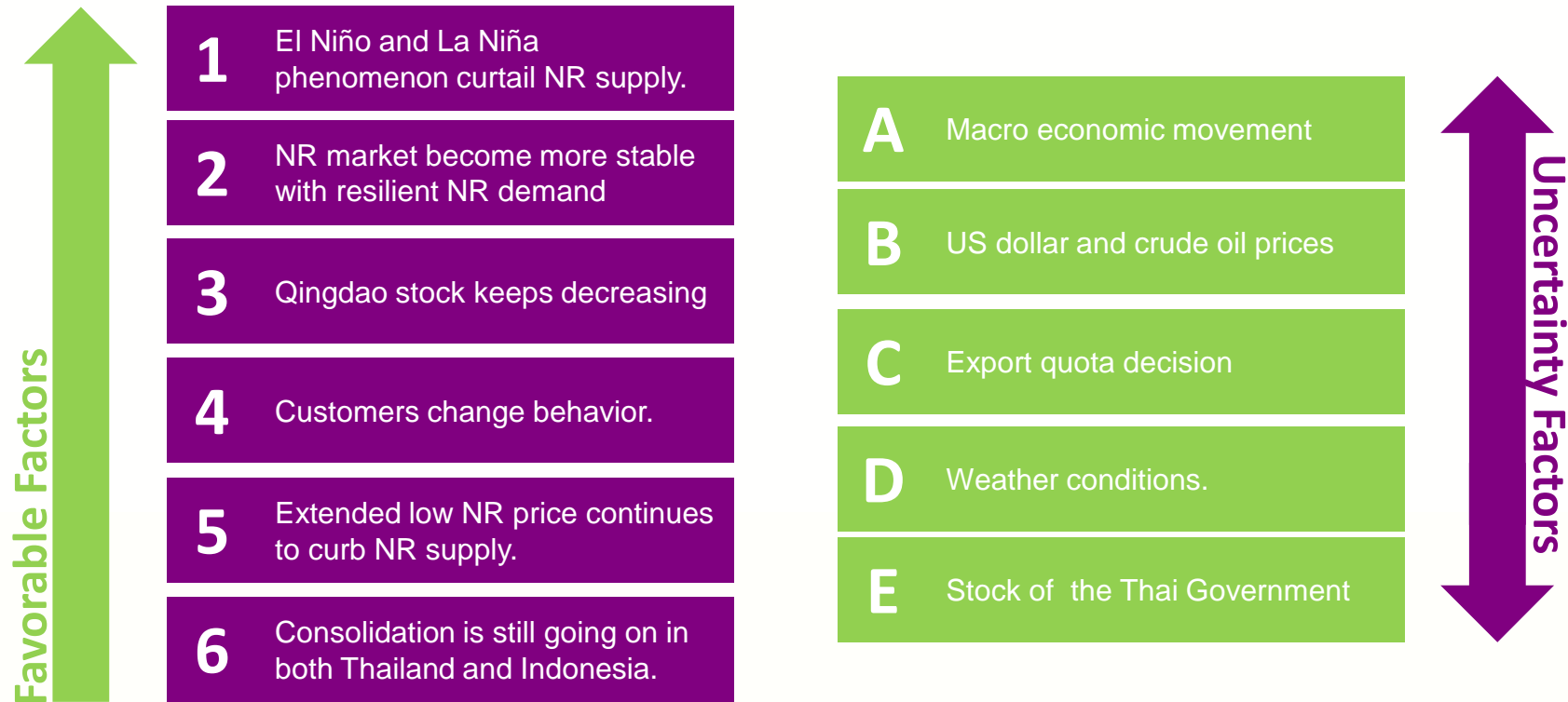
Net Profit (THB million)



INDUSTRY UPDATES



Natural Rubber Industry Updates



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