



**SOMBOON**  
ADVANCE TECHNOLOGY

**Drive Business toward  
a Sustainable Future**

# Opportunity Day 3Q2023

22<sup>nd</sup> Nov 2023



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# SAT Shareholding and Investment Structures

## Shareholding Structure

Somboon Holding Co.,Ltd.  
& Kitaphanich Family

43%

Thai NVDR

9%

Others

48%

## SAT's Investment

Somboon Forging Technology (SFT): Forging  
International Casting Product (ICP): Casting  
Somboon Malleable Iron Industrial (SBM): Machining



> 50%



Bangkok Spring Industrial (BSK)



Somboon Tron Energy (STRON)

Somboon Advance Agriculture (SAA)



Mubea Somboon Automotive (MSA)  
Tsuchiyoshi Somboon Coated Sand (TSC)  
Yamada Somboon (YSC)  
Nisshinbo Somboon Automotive (NSA)  
Somboon Somic Manufacturing (SSMC)



Others  
Businesses  
< 50%



Somboon Siasun Tech (SST)

# Business Timeline

## Local Thai Supplier

**1962:** Establishment of Somboon Spring Part., Ltd. into **REM market**

**1975:** Establishment of Somboon Malleable Iron Co., Ltd. ("**SBM**")



## Expansion Footprint

**1990: JVs:**

- Yamada Somboon Co.,Ltd.
- Tsuchiyoshi Coated Sand Co.,Ltd.
- Nisshinbo Somboon Automotive Co.,Ltd.
- Somboon Somic Co.,Ltd.

**1995:** Establishment of Somboon Advance Technology ("**SAT**") with Technical Assistance from Gohsyu and Ibara Seiki



## Enhance People's Capabilities

**2014:** Establishment of Somboon Forging Technology ("**SFT**") and Somboon Learning Academy ("**SLA**")



## Restructure for New business growth

**2021:** SAT Transfer operation to SFT and make itself to be a "**Holding company**"

**2022:** SAT J/V with Tron E established new company name "Somboon Tron Energy Co.,Ltd." ("**STRON**")

**2023:** Establishment of "Somboon Advance Agriculture Co.,Ltd." ("**SAA**")

## From REM to OEM

**1977:** Establishment of Bangkok Spring Industrial ("**BSK**") with Technical Assistance ("TA") from Mitsubishi Steel (1983) and Somboon Spring transferred operation to Bangkok Spring (BSK)

**1984:** Began the move into **OEM market**



## Listed Company

**2005:** SAT get into **Stock Exchange of Thailand** and name change to "Somboon Advance Technology PCL."

**2006:** Bought up International Casting Products. ("**ICP**")



## Continued Expansion & Growth through Partnership

**2017:** SAT J/V with Mubea and established new company name "Mubea Somboon Automotive" ("**MSA**")

**2018:** BSK transfer its production spring business to MSA

**2020:** SAT J/V with Siasun established new company name "Somboon Siasun Tech Co.,Ltd." ("**SST**")





# Company Overview

## Automotive & Agricultural Parts Businesses

Automotive Industry (~80%-85%) and Tractor Industry (~15% - 20%)

SFT

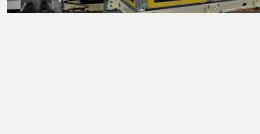
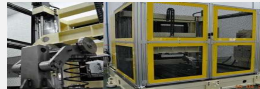
ICP/SBM

MSA

Process: Forging/ Machining

Process: Casting/Machining

Process: Bending/ Coiling



Automotive and Tractor

Automotive

Implement & Agri Tech

## New Businesses (~1%)

Implement & Agri Tech

Robot and Automation

Electric Vehicle Platform

SAA

SST

STRON

Process: Forming



Intelligent Logistics



SMART Factory



Robot



E – 3 Wheelers



Battery Packing



Customers



Kubota

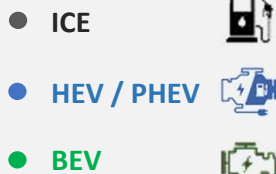
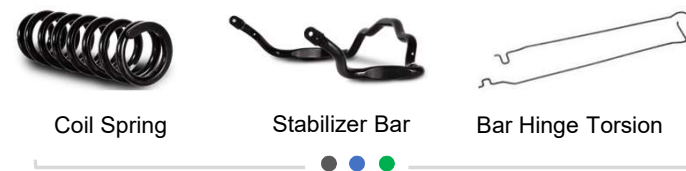


# Automotive Part Products

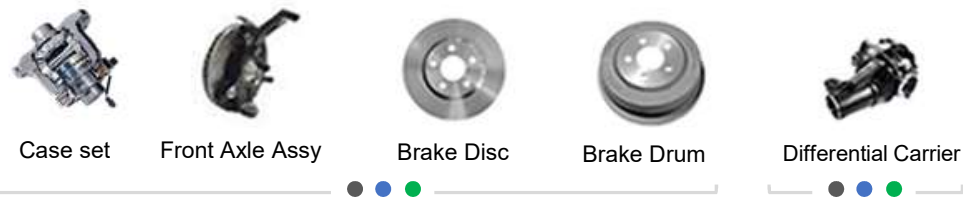
## SFT



## MSA



**Effected Parts 3% - 5%**



## SBM/ICP

# Agriculture Machinery Part Products

## Tractor



Axle Shaft



Case Rear Axle



Case Front Axle



Axle Assy Rear

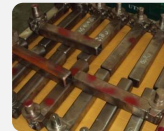


Rear Diff Assy

## Combine Harvester



Holder Bearing



Frame Tension



Case Bevel Gear



Roller 275



Differential Assy

## Implement



Case Drive



Rotary Blade



Assy Cutting Blade



# Strategic Directions

## Strategic Plan 2022 - 2026

### VISION

To be a trusted partner with leading engineering products and solutions that harmonizes the use of advanced technology with social and environmental sustainability

### New Businesses

Agriculture Equipment Business (SAA)

EV and Related Business (STRON)

Robot and Automation (SST)

### Automotive and Agricultural Parts Businesses

New Product Development

Asset Optimization

Operation Excellence

### SBG Philosophy

Smart People Business Trust Growth Society

### SMART Culture

Spirit of commitment, Customer Mind,  
Agility, Respect, Technology

### Sustainable Development Goals



Drive Business toward a Sustainable Future

# SAT Roadmap

## 2022

- New product : Intermediate Shaft.
- Signed licensing agreement with E-Tuk Factory as SMART E-TUK's production hub.
- Introduced E-3 Wheelers.



Intermediate Shaft

## 2023

- New product : Output shaft and Case set.
- Signed MOU with WICE for land development project.



Output Shaft

Case Set

## 2024 onwards

- Strengthen core competencies to gain competitive advantages & enhance global market expansion.
- Broaden into future automotive markets with new material/process/business model.
- Grow new business model in relevant emerging industry.

## Current Business

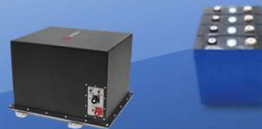
## New Businesses



E-3 Wheelers & Solution



AS/RS



Battery Pack/ Swap Battery



AGV/AMR/ Robots



Agriculture Equipment



Industrial robots

## 3Q23 highlights and outlook

### Financial Performance

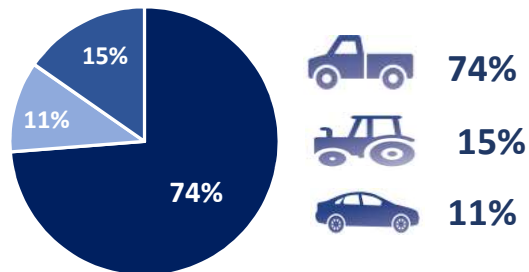


**Sale Revenue**     **2,333 MB**

**EBITDA**             **450 MB**

**Net Profit**         **263 MB**

### Revenue contribution by type



### Continue achieving cost reduction program in production lines



- Apply solar roof top to the rest building
- Change compressor in the factory

### Carbon Credit



- STRON is in process of carbon credit registration at SGS Thailand Limited

### Establish of Somboon Advance Agriculture ("SAA")

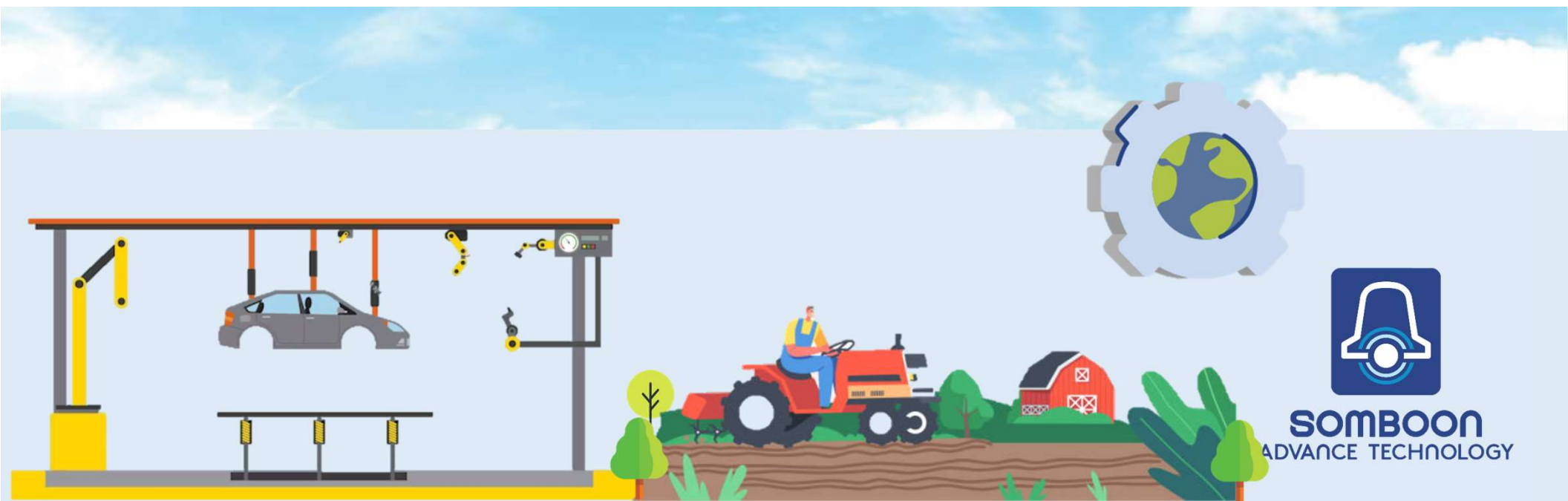


- SAA is established in April 23 and SOP in Jun'23

### STRON



- SOP in Sep'2023



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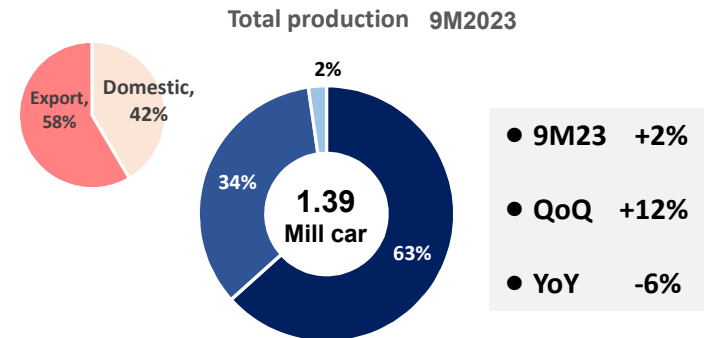
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Q&A

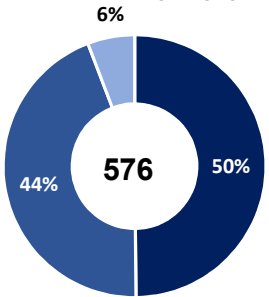


## Thailand Car Production

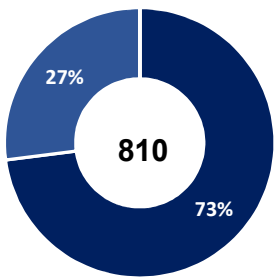
Unit: Thousand cars



**Domestic production 9M2023**



**Export production 9M2023**

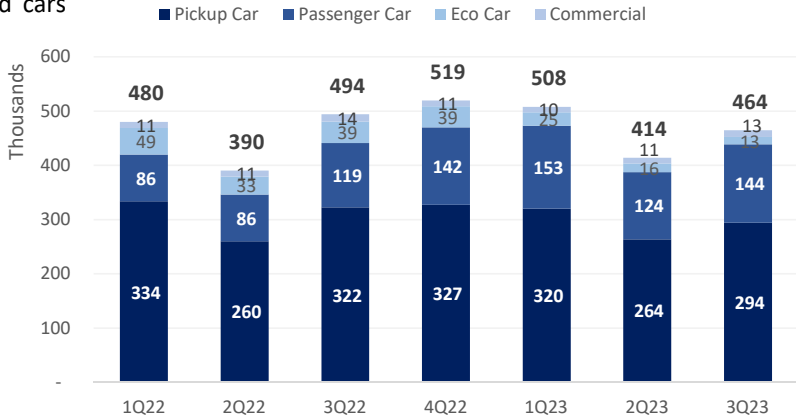


■ Pickup & PPV ■ Passenger & Eco ■ Other CV

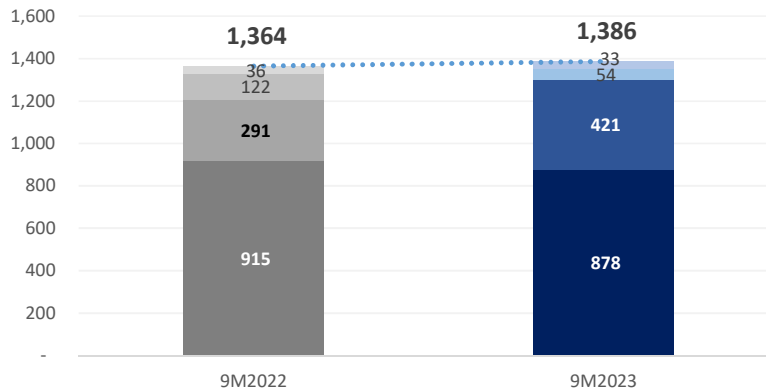
## Car Production by Type

Unit: Thousand cars

QoQ, YoY (3Q2023)



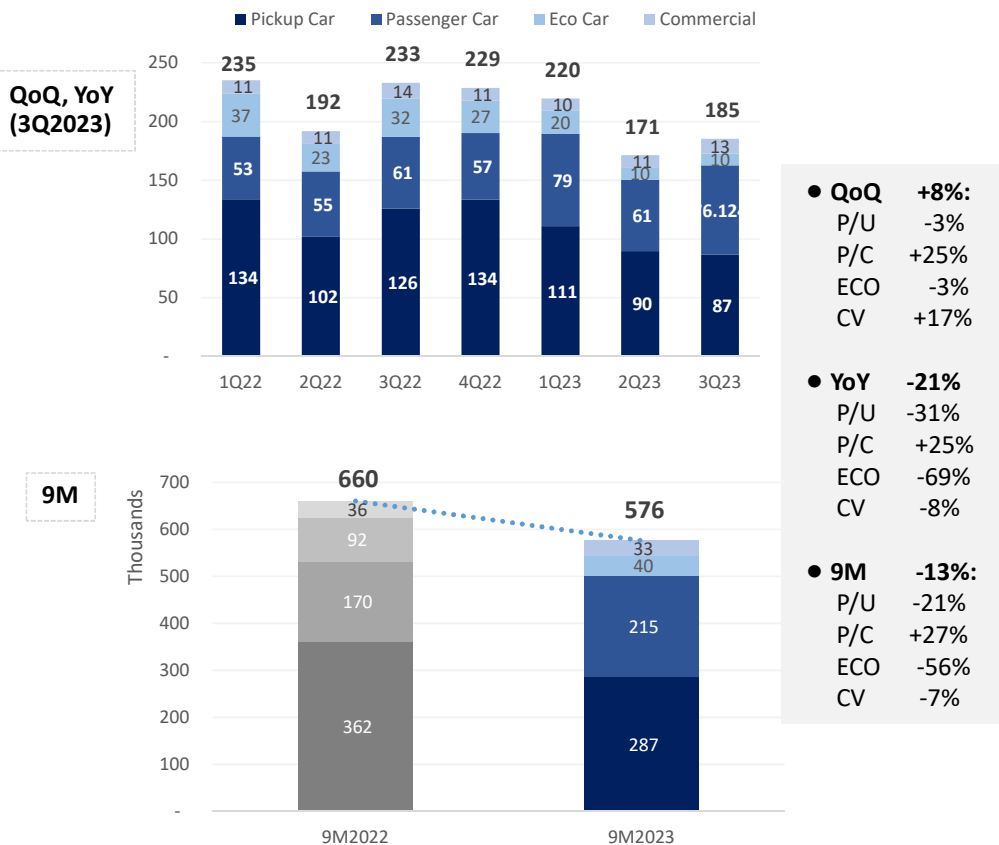
9M



- QoQ +12%:
  - P/U +11%
  - P/C +17%
  - ECO -15%
  - CV +17%
- YoY -6%:
  - P/U -9%
  - P/C +22%
  - ECO -66%
  - CV -8%
- 9M +2%:
  - P/U -4%
  - P/C +45%
  - ECO -55%
  - CV -7%

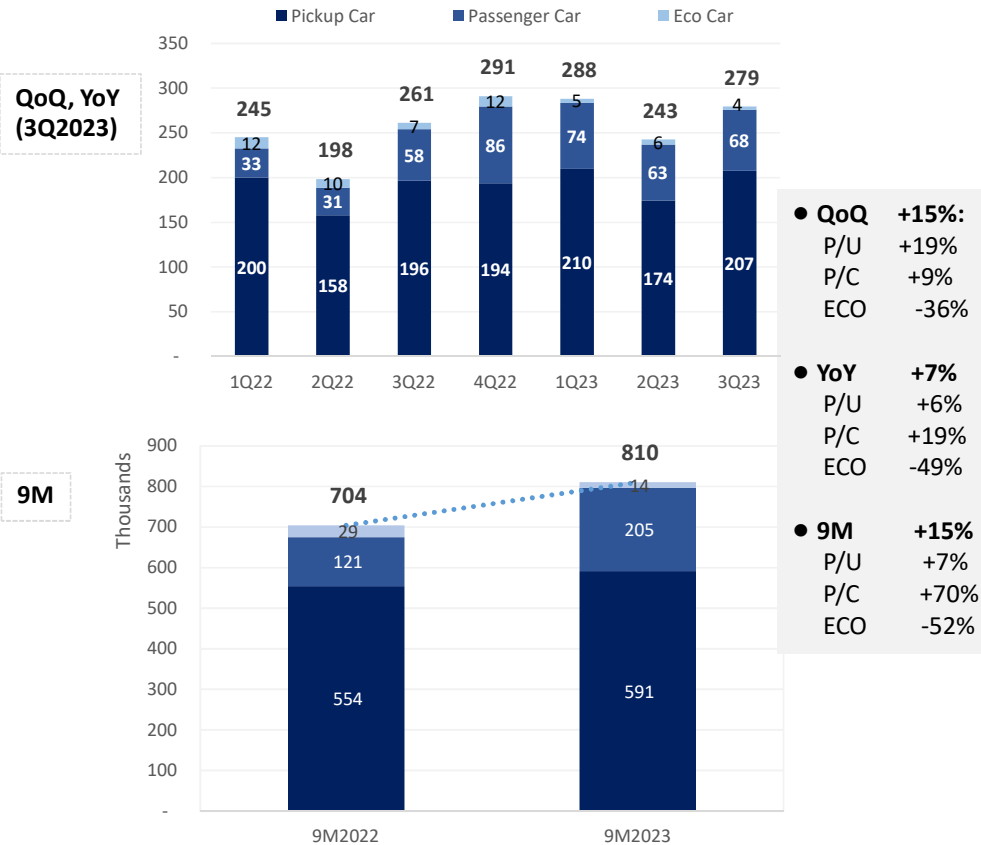
## Domestic Car Production

Unit: Thousand cars

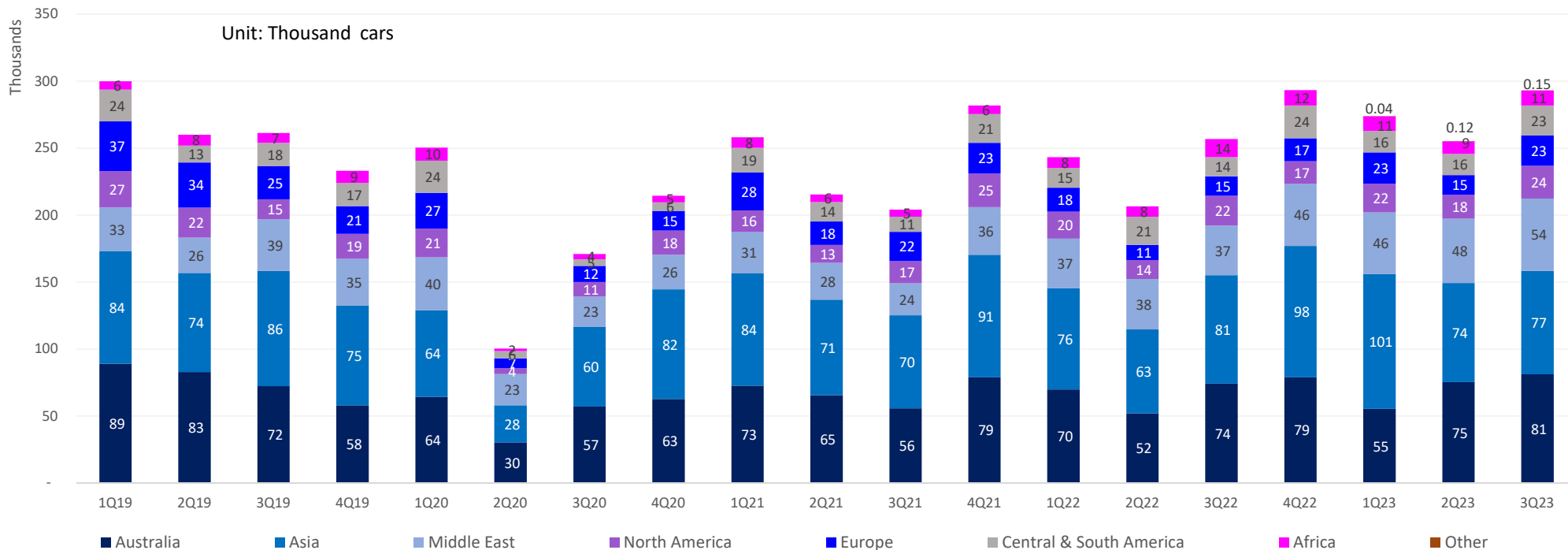


## Export Car Production

Unit: Thousand cars



# Car Export Destinations



• **QoQ (+14.9%)** % Mainly from

- 1.) Europe
- 2.) Central & South America
- 3.) North USA

• **YoY (+14.1%)** % Mainly from

- 1.) Central & South America
- 2.) Europe
- 3.) Middle East

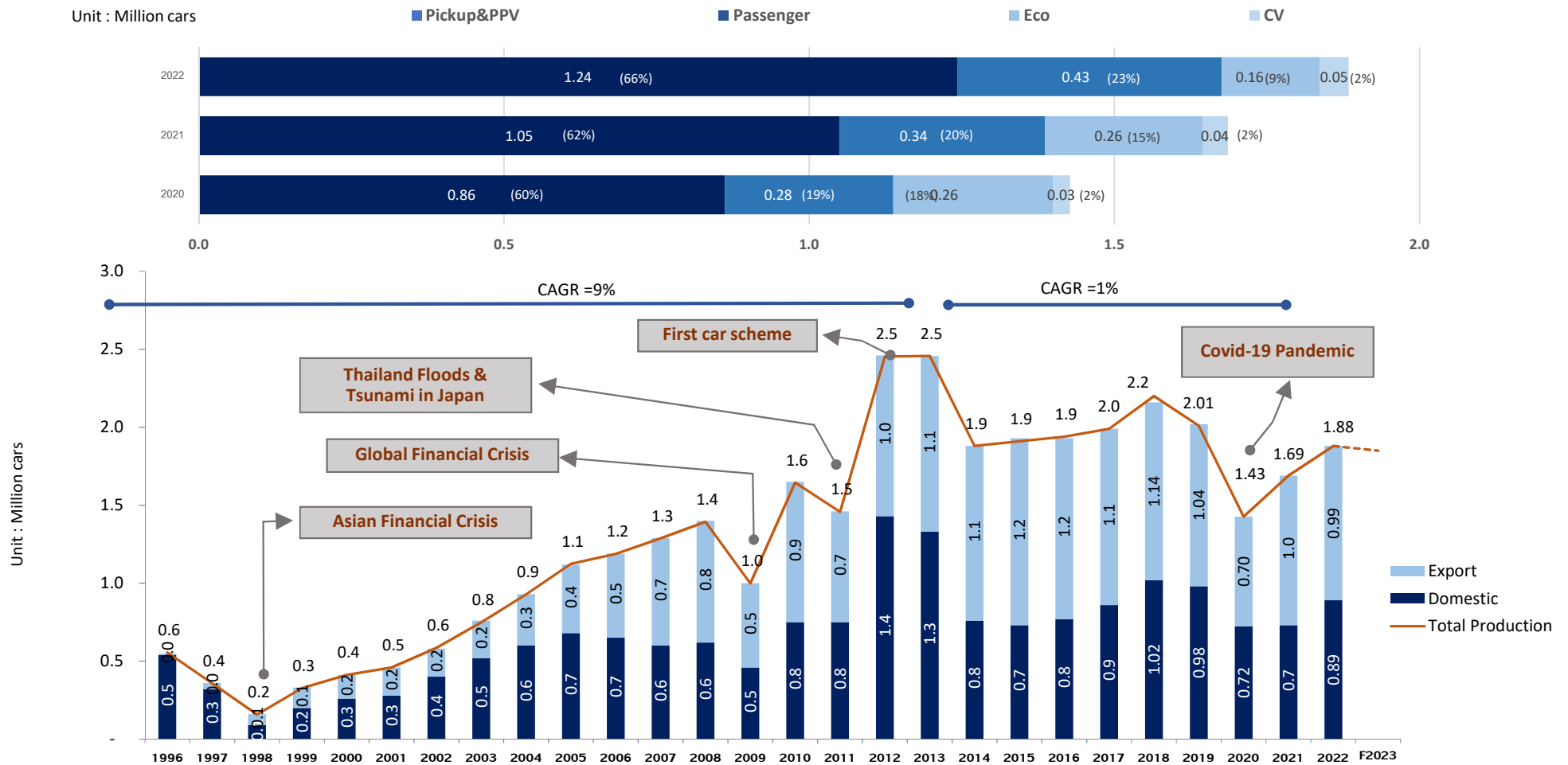
• **9M23 (+16.3%)** % Mainly from

- 1.) Europe
- 2.) Middle East
- 3.) Asia

• **3Q23: Thailand top 3 car export markets destination** are

- Australia  
Asia  
Middle East

# Thailand automotive outlook

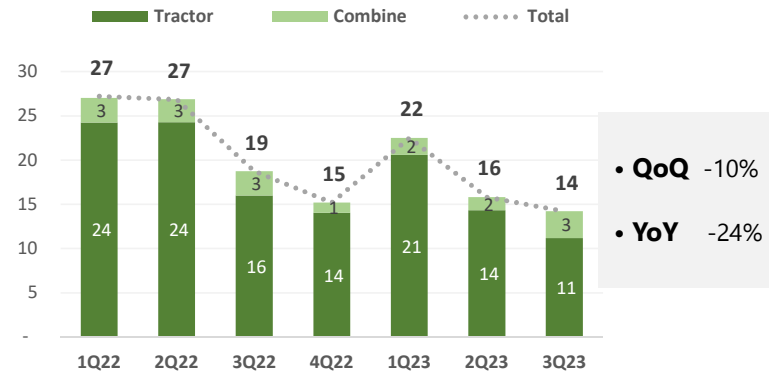




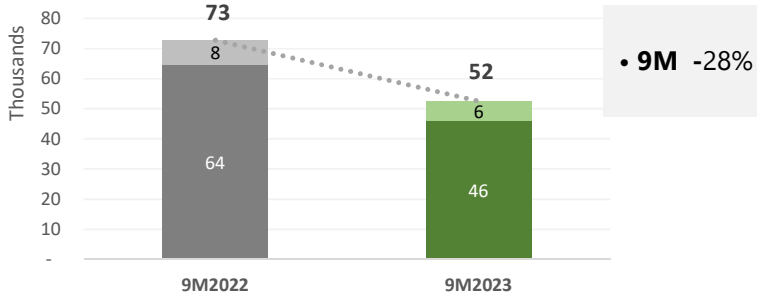
# Tractor production

## Tractor production by quarter

Unit: Thousand units



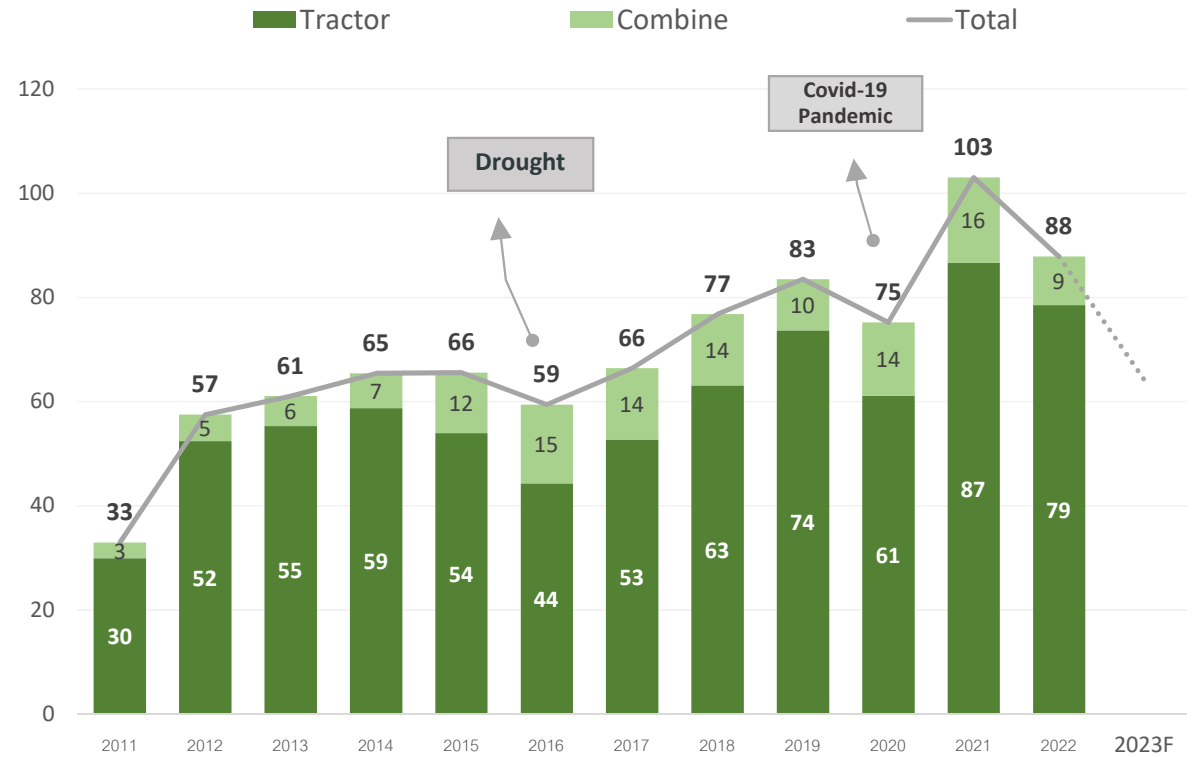
9M



Source : Customer

## Tractor production outlook

Unit: Thousand units



Source : SAT's Forecast



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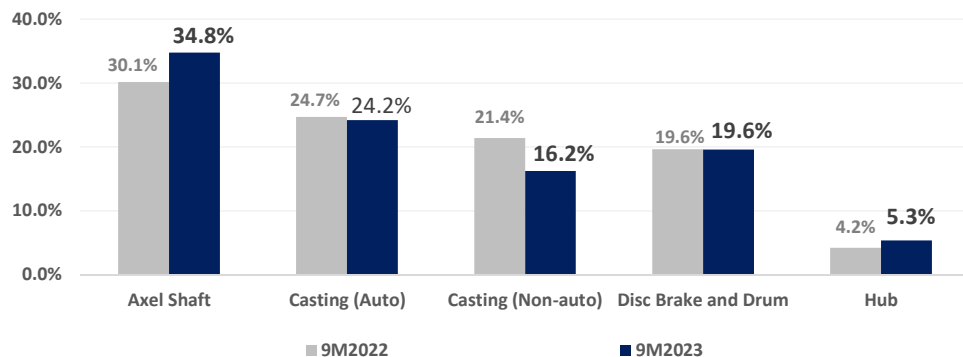
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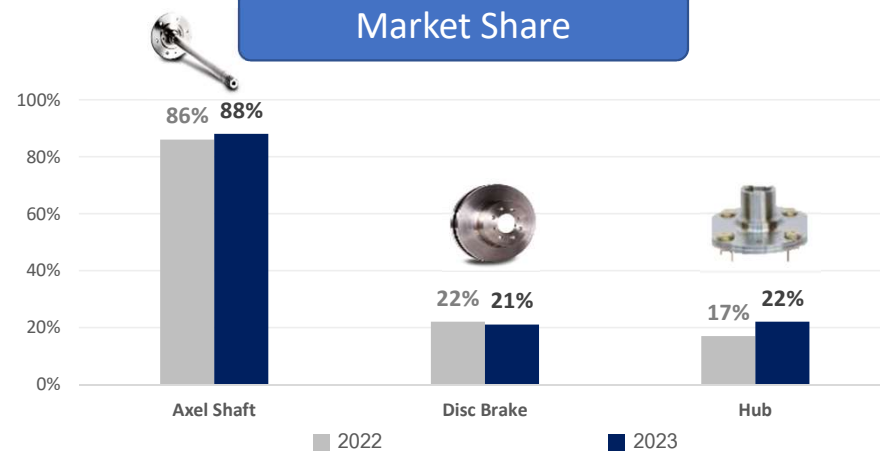
Q&A

# Sales 2023 vs 2022 Sales (9M)

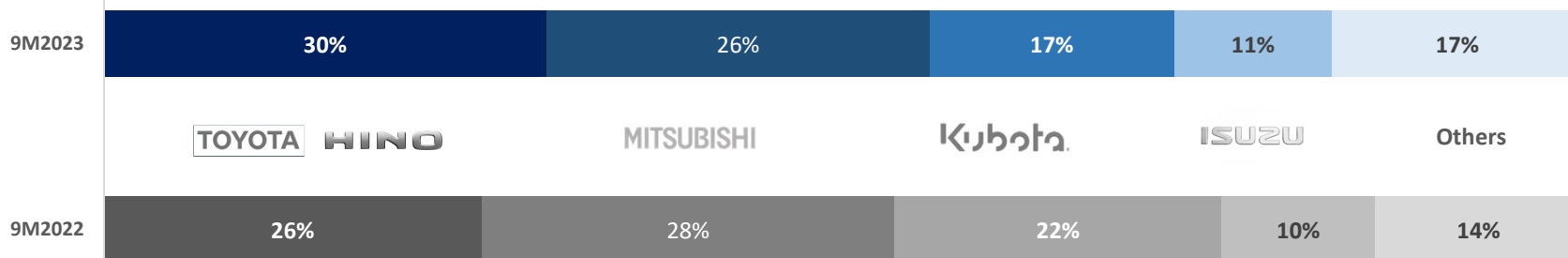
## Sales Contribution



## Market Share



## Sales by Brands (9M)



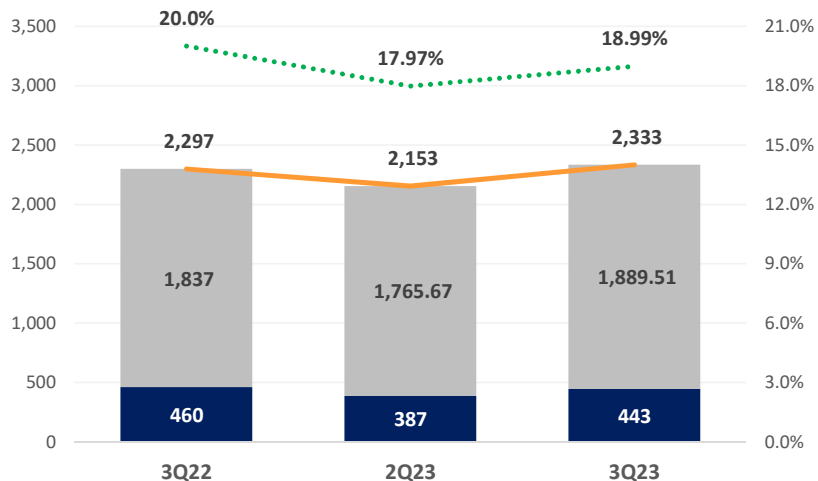
Note : \*Other : Other customers included direct export

# Sales and Gross Profit

Unit: Million Baht

■ Gross Profit ■ COGs — Sales ..... %GP

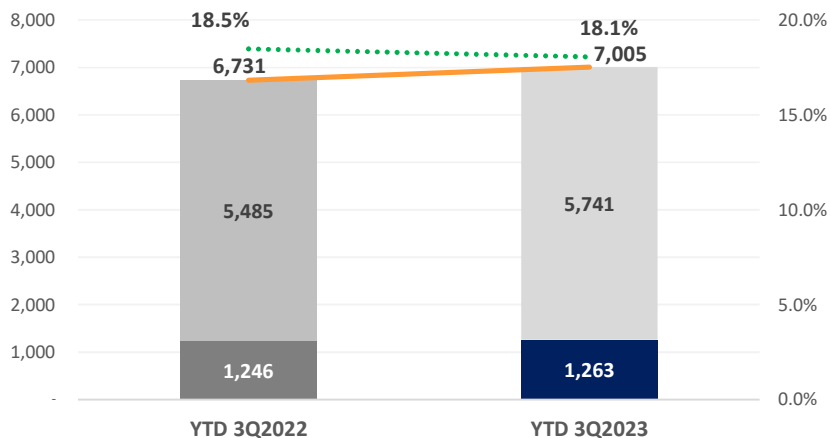
QoQ, YoY  
(3Q2023)



QoQ

- ▲ Sales revenue increased by +8.4% mainly from automotive
- ▲ GP amount increased by +14.5%
- ▲ %GP increased by +1.02%

9M



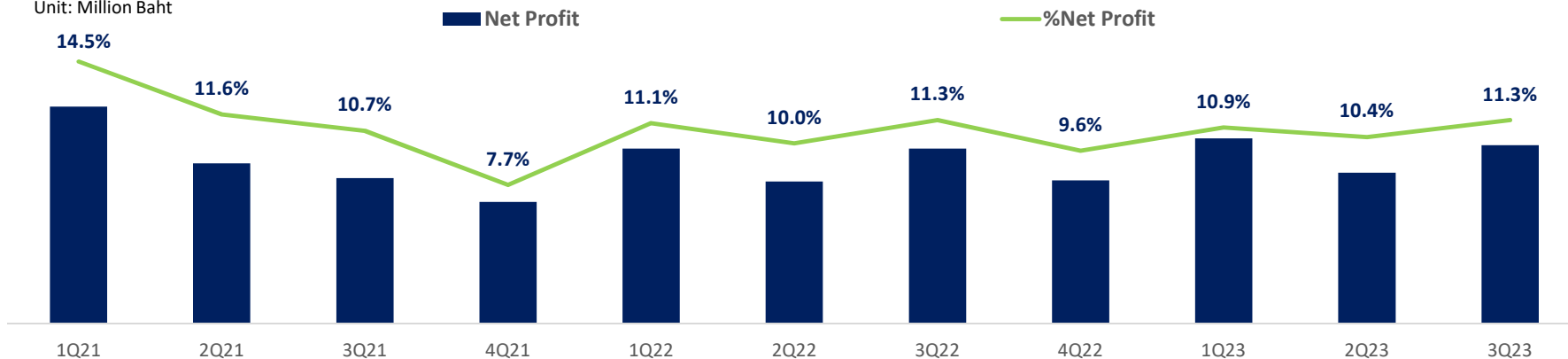
YoY

- ▲ Sales revenue increased by +1.6% mainly from the growth in Thailand automotive industry and full year impact of new orders from last year.
- ▼ GP amount decreased by -3.6%
- ▼ %GP decreased by -1.01%

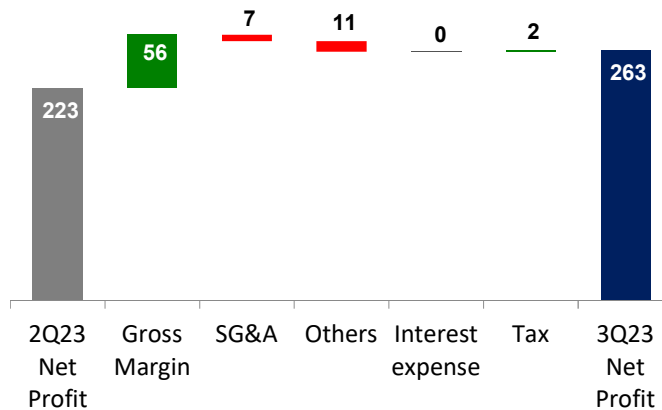


# Net Profit

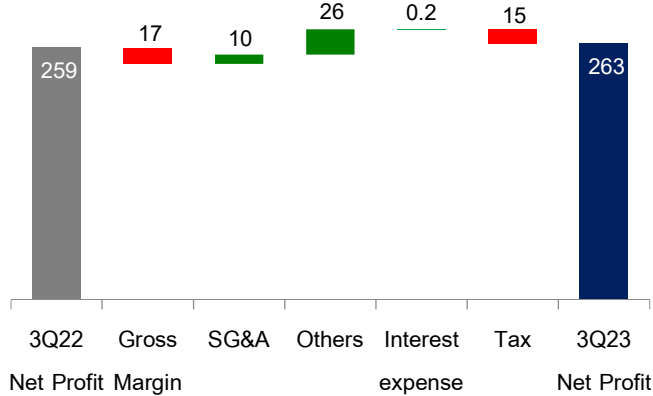
Unit: Million Baht



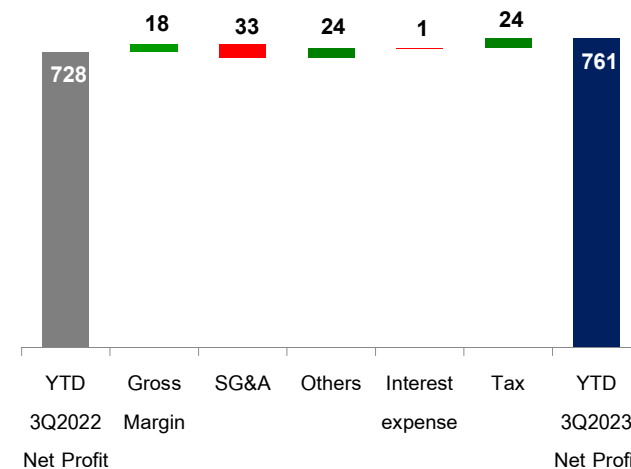
## QoQ: 3Q23 vs 2Q23



## YoY: 3Q23 vs 3Q22



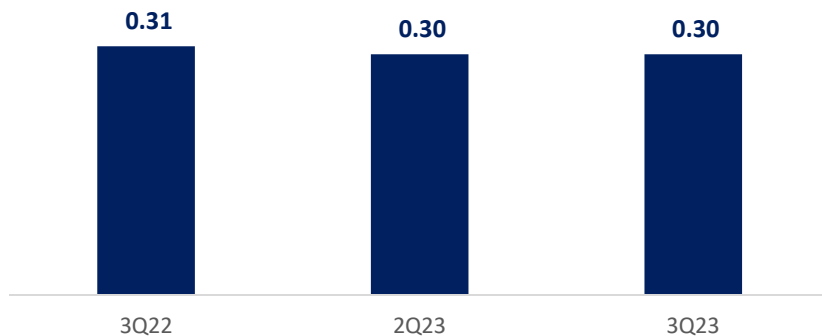
## 9M2023



# Financial Ratio

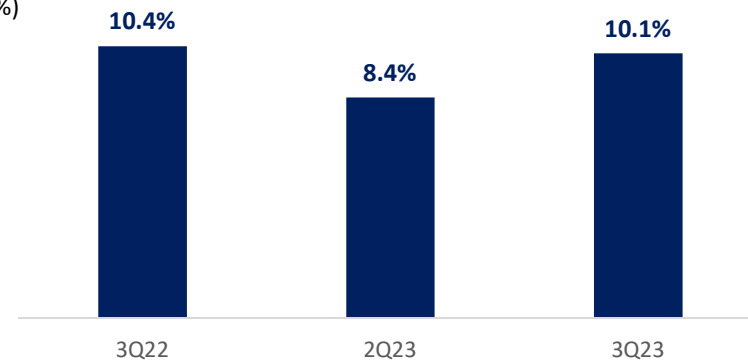
## DE Ratio

(X)



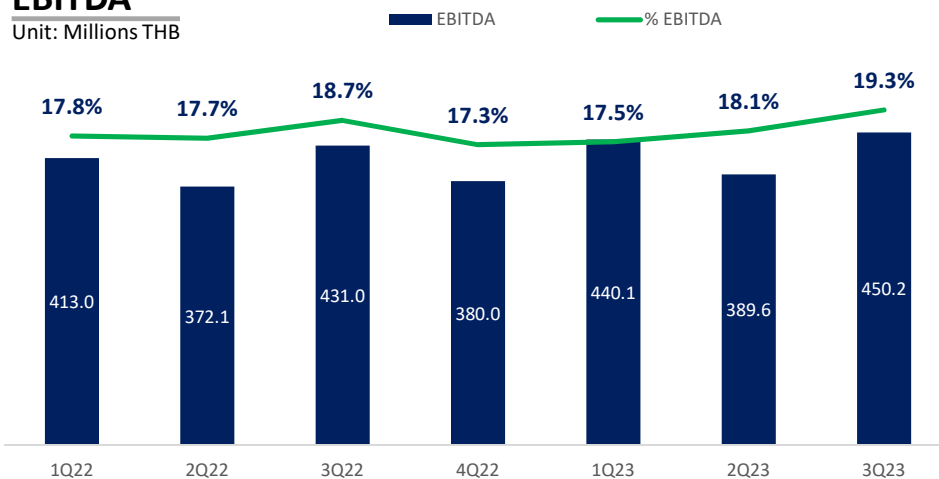
## Return on Asset

(%)



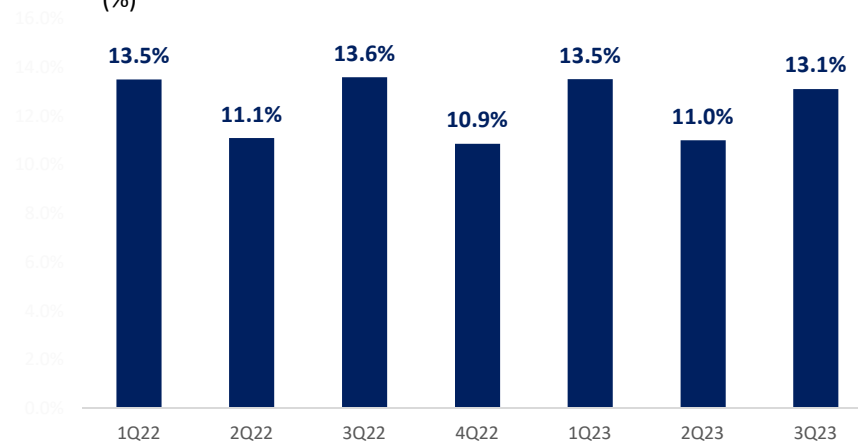
## EBITDA

Unit: Millions THB

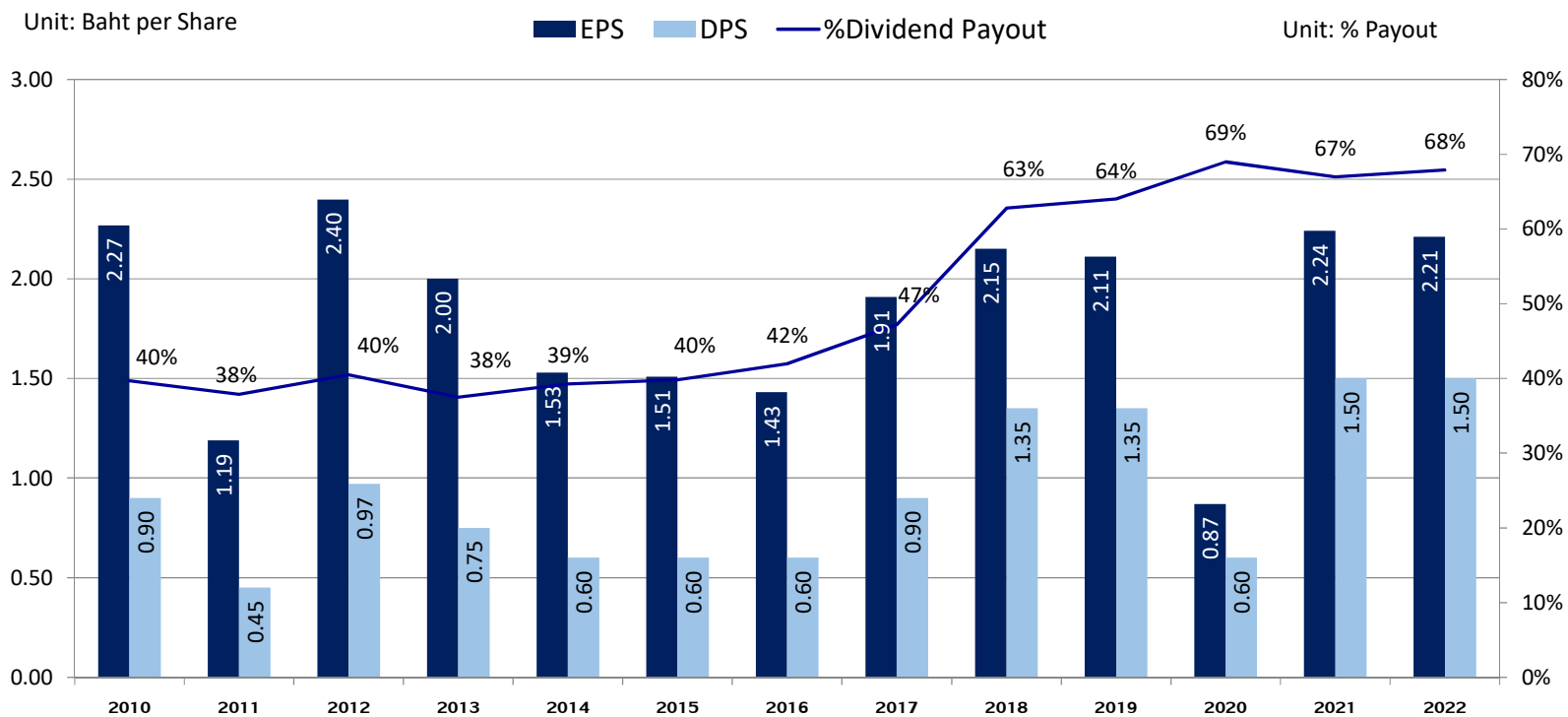


## Return on Equity

(%)




# Dividend Payments




- Y2022's dividend payment is 1.50 Baht per share
- Y2023: Interim dividend 0.38 baht/share is paid on 6<sup>th</sup> Sep 2023

Note: Dividend policy at a minimum rate of 30% of net profit after tax and legal reserve

## Key Takeaways 2023

- 
- Estimated Thailand car production this year 1.85 mill car (source: FTI)
  - Core business's sales revenue from new order 350 – 400 MB YoY
  - STRON start operation in Sep'2023

- 
- Agriculture business is expected to slow down by -20% - 27% YoY from global climate change (EL NINO)
  - Purchasing power decreased





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# Sustainability Development : ESG Target 2023

- **GHG Reduction** - The amount of greenhouse gas emissions decreased by 11%.
- **Energy Saving** - Reduce energy consumption per production by 4%

- **Reduce the impact of using water resources** - Water consumption per production decreased by 1.5%

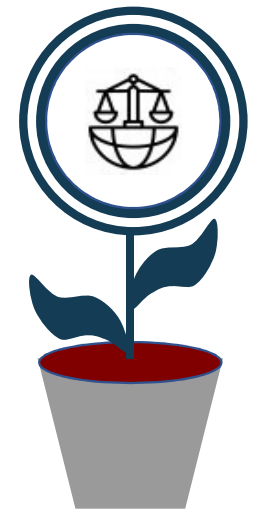
- **Waste Management**- The amount of hazardous industrial waste to the production decreased by 2.5%.

- **Employees.** Develop employees to be smart and good people to society.

## Target

- 100% good deed
- Hours of training 10 hours/ person /year

- **Customer Relationship Management** - Continuously develop and improve operational efficiency
- **Supplier Management** - Cooperation with suppliers for sustainable development, such as participating in anti-corruption network, etc.



Note: Target: Base line Y2018

# Rewards and Activities

## Social Awards



## Good Corporate Governance Awards



**CG Scoring Excellent 15 years in roll**

## Awards



## Environmental Awards

Carbon Footprint of  
Circular Economy  
Product Certification



**Sustainability  
Awards of Honor**

**9** years in roll





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S A T



**THANK YOU**

