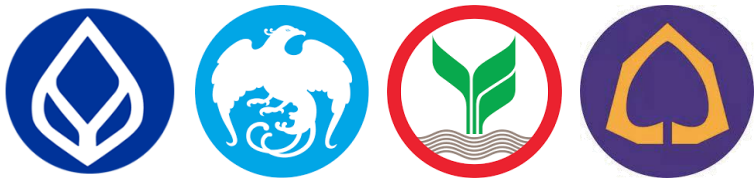




# Investor Roadshow



1 September 2023



# HMC Polymers Investor Roadshow Presenters



**Mr. Corso Uzielli**  
President



**Mr. Pornchai Pichitwutikorn**  
SVP - Business, Strategy, Innovation & Commercial



**Mr. Vasun Subanake**  
SVP - Manufacturing & Operational Excellence



**Ms. Angkanee Soonthornsawad**  
VP - Finance, Accounting & Corporate Support



**Mr. Paween Chiasakul**  
Division Manager - Investor Relations



**Mr. Ronnarit Virachanang**  
Head - Debt Capital Market, Capital Markets Business Division



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Proposed Offering and Timeline

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# Vision and Mission





# 2023

## Key Highlights

Long heritage of achievement since 1983



### New President and experienced and diverse Leadership Team



### PP4 & SPDP Maximization



### Sustainable Products



### Sustainability Framework in Actions





# Strong and Aligned Shareholders

Provides significant benefits to HMC Polymers



- GC leverages HMC Polymers as a **PP Flagship** to diversify product portfolio to high performance products
- Provide security in competitive **feedstock (40% off-taker)**, utilities, warehouse, logistics and other services
- Deliver **sales and marketing** competencies throughout Asia Pacific

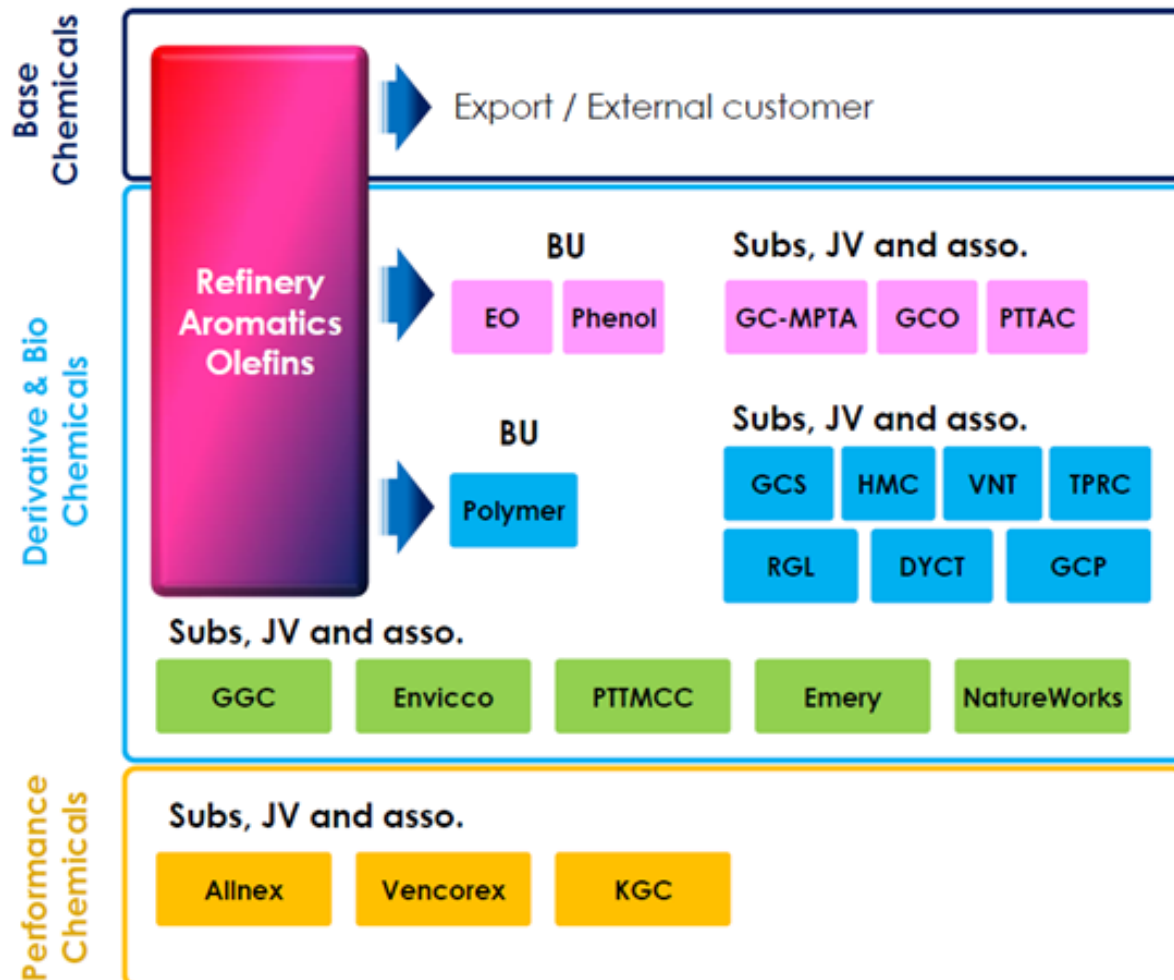


- LyondellBasell as a global leader in PP technology and catalyst
- Second largest PP producer in the world
- HMC Polymers as the largest and most advanced PP joint venture producer globally
- Sales and marketing throughout the world with global grades and brands



- Original founders of HMC Polymers
- Strong connections with industry and financial institutions

# HMC as PP Flagship of



**Upstream**

**Intermediates**

**Polymers & Chemicals**

**Bio & Circularity**

**Performance Chemicals**

## Products

Diesel, LSFO, Olefins, PX, BZ

EO/EG, Phenol, Acetone, BPA, PTA, PO, AN, MMA

 PE, PS, PP, PET, PVC, Compound Ethanolamine, Polyols

Oleochemical, Bioplastics, Recycle Resins

### Coating & Adhesives

Liquid Resins & Additives (LRA)  
Power Coating Resins (PCR)  
Radcured Resins (RAD)  
Crosslinkers (XLR)  
IPDI, HDI, HDI Derivatives

### Engineering Plastic

PA9T, HSBC



# Facts and Figures

## Head Office



Total asset value (2022)

- 40 Billion THB
- 1.2 Billion US\$

Annual sales revenue (2022)

- 32 Billion THB
- 1.0 Billion US\$

## PP Plants

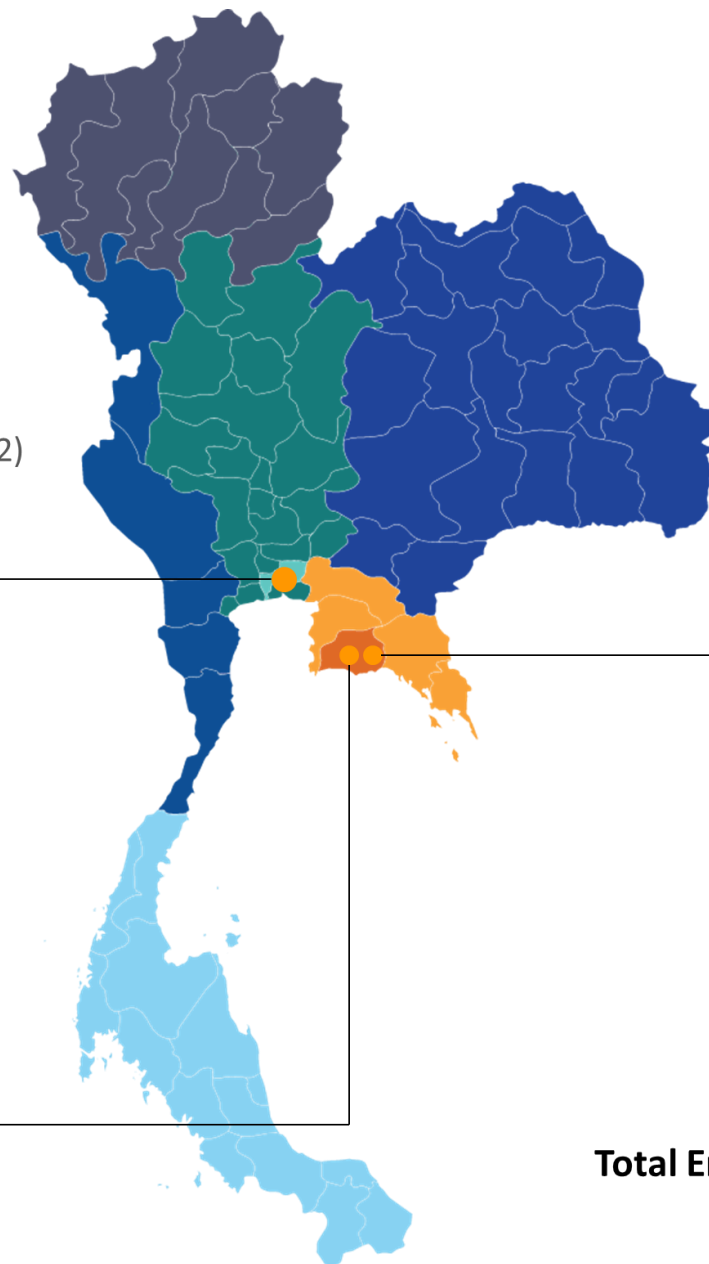


- Area: 156 rai | 25 hectares
- PP Capacity: 1,060 KTA
- 4 Production lines
- Technology: *Spheripol* and *Spherizone* from LyondellBasell
- ISO 9001 and ISO 14001

## PDH Plant



- Area: 59 rai | 9.4 hectares
- Propylene Capacity: 300 KTA
- Technology: UOP's Oleflex
- ISO 9001 and ISO 14001



Total Employees ≈ 500



70%



30%

# Long Heritage of Achievement

- **1983** : Founded on December 8<sup>th</sup> by Himont, Metro (Srikrung) and Bangkok Bank
- **1987** : Construction start of HMC Polymers' first plant - first PP manufacturing facility in Thailand.
- **1989** : First plant completed in September. Production startup in Nov. for "Pro-fax" – 100 KTA

1980s



1990s

- **1995** : PP Line 1 debottlenecked to 125 KTA  
Investment in Rayong Olefins.  
PP Line 2 construction started.
- **1997** : PP Line 2 startup with 200 KTA and Impact Copolymers capability.
- **1999** : ISO 9001 (1994 version) & ISO 14001 certification.



2000s

- **2001** : PP Line 2 debottlenecked to 250 KTA
- **2002** : PP Line 1 debottlenecked to 165 KTA
- **2006** : PTT became shareholder. Invested in PDH and PP (*Spherizone*) Projects – 300 KTA each
- **2007** : PDH and PP Line 3 construction started

2010s

- **2010** : PP Line 3 completed
- **2011** : PDH completed
- **2015** : Debottlenecked PP Line 3 to 360 KTA
- **2017** : Transfer of PTT JV ownership to GC



2020s

- **2022** : PP Line 4, the most advanced PP plant completed.
- **2023** : The highest capacity of PP manufacturer in Thailand





# PP4 Plant

Exploit the new generation technology and catalyst benefits



- **Nameplate Capacity:** 250 KTA
- **Technology:** *Spherizone*  
Latest generation polypropylene technology based on new Multi-zone circulating reactor (MZCR)
- **Total PP Production Capacity:** 1,060 KTA
- **Project Cost:** ~8,800mTHB  
Less than plan amid COVID-19 pandemic
- **Target Products and Markets:** Specialty and Differentiated products to serve customers in Thailand, SEA, China, India, Africa, Australia, New Zealand and Japan

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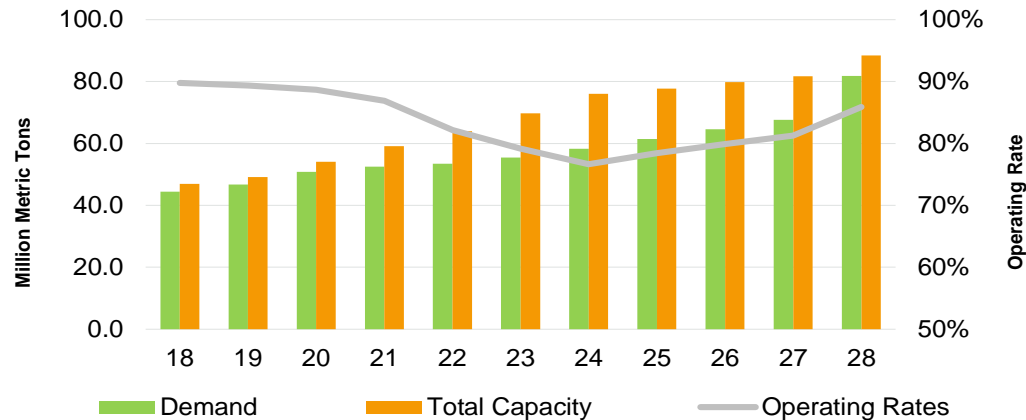
Proposed Offering and Timeline



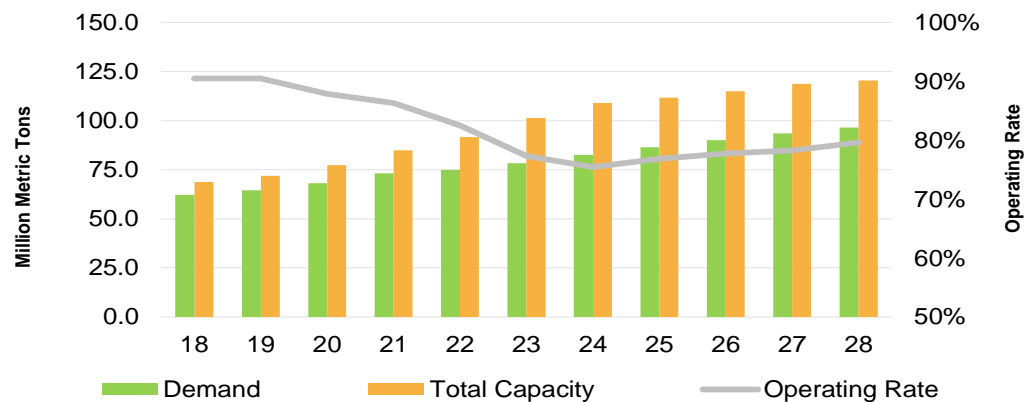
# Polypropylene and Propylene

## PP demand recovery with more affordable propylene

### Polypropylene Demand & Capacity in Asia Pacific



### Propylene Demand & Capacity in Asia Pacific



- Most of new capacities are announced in China, shifting the country towards self-sufficiency and impacting regional supply / demand balance.
- Due to current PP oversupply, some new PP capacities without feedstocks or cost advantage will delay commercial start-up resulting in **lower supply pressure** in the regional market.
- PP plants with commodity focus and high costs are expected to run at low rates during 2023-2024 and regional **PP market is forecast to gradually improve** from 2025 along with expected economic recovery.
- More propylene new capacities – both PDH and steam crackers – in China will make **propylene price more affordable** in the long run.

# 2023 Agile Strategies through Challenges

Resilient toward petrochemical cyclical and economic uncertainty

## Feedstock

- Optimize feedstock portfolio.
- Utilize multiple and diversified feedstock sources for supply security and cost competitiveness.
- Expand into new sustainable feedstock e.g., bio-circular monomer.

## Manufacturing

- Exploit new *Spherizone* Plant to produce specialty and differentiated products.
- Enhance flexibility of production cycle through 4 PP Plants.
- Improve monomer yield by optimizing process condition.
- Prioritize CAPEX plan and prudent OPEX spendings.

## Sales

- Elevate product portfolio margins through specialty and differentiated products from new *Spherizone* capacity.
- Promptly adjust our product mix, sales plan and production plan for higher premiums and margins.
- Diversify markets with less competition and more opportunities e.g., countries in Indian Subcontinent and Africa.
- Expand in new markets e.g., sustainable and specialty PP solutions

## Finance

- Secure adequate liquidity through the petrochemical cycle.
- Manage available cash and committed revolving credit facilities.
- Access to Thai Bond Market to refinance short-term debts.
- Optimize working capital management.

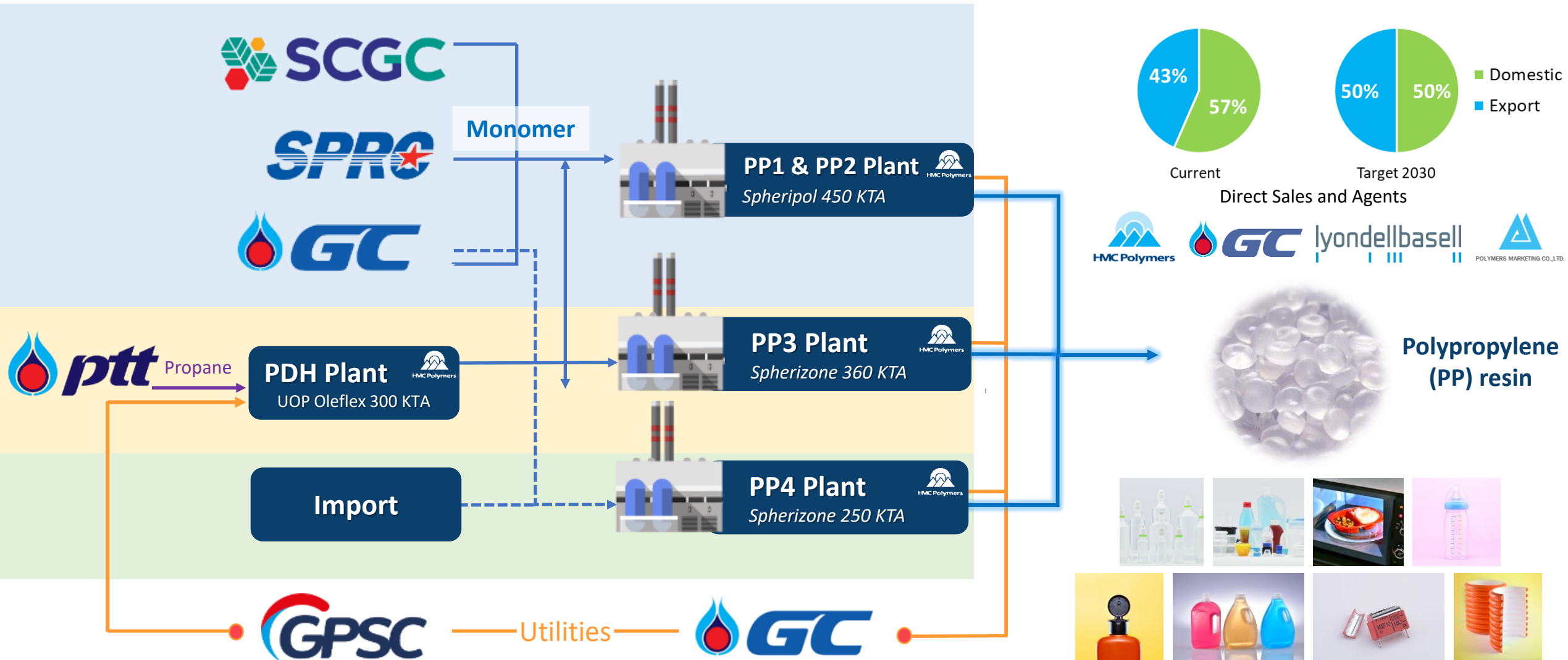


# Production Flow

## Feedstock

## Polymerization

## Distribution Channels



# Our Market Applications

## Healthcare & Hygiene

Medical | Spunbond



## Industrial Products

Pipes | Automotive | Appliances |  
Compounds | Industrial Products



## Rigid Packaging

Caps and Closures | Crates & Pails |  
EBM and ISBM | Thermoforming |  
TWIM | Houseware



## Flexible Packaging

Blown Film | BOPP | CPP | IPP |  
POF Shrink film | Raffia | Coating



# Market Leading Innovation

Contributing to sustainable developments and enhancing product performance



## Food safety & access

Flexible and Rigid packaging for safe transportation, storage and extend shelf life of food products

Consumer safety

Non-phthalate

International standard compliance



## Qualified health & hygiene application

Products for IV bottles, bags, syringes, medical devices, test kits, labware and other hygiene products

Spunbond &  
Soft spunbond

Medical



## Cleaner air & fuel efficiency

Stronger, lighter plastics, high purity

High MFI for compound

Capacitor film

## Infrastructure



Stronger, longer-lasting pipes used for sewage transportation and hot and cold-water pipes

Sewage pipe

Pressure pipe

## Sustainable PP resin



Using renewable raw material as feedstock & Innovated environmentally friendly PP resin in term of recyclability



Certified Biobased PP



Certified Recycled PP

Downgugging

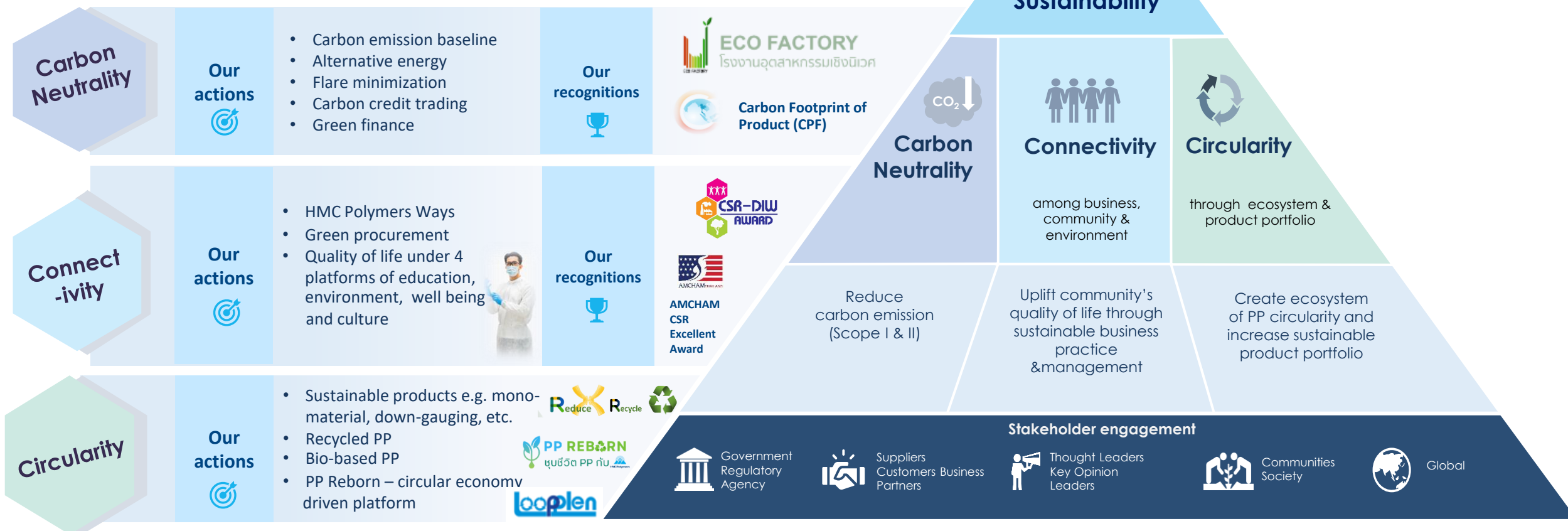
Momomaterial





# Sustainability Framework

Carbon Neutrality ● Connectivity ● Circularity



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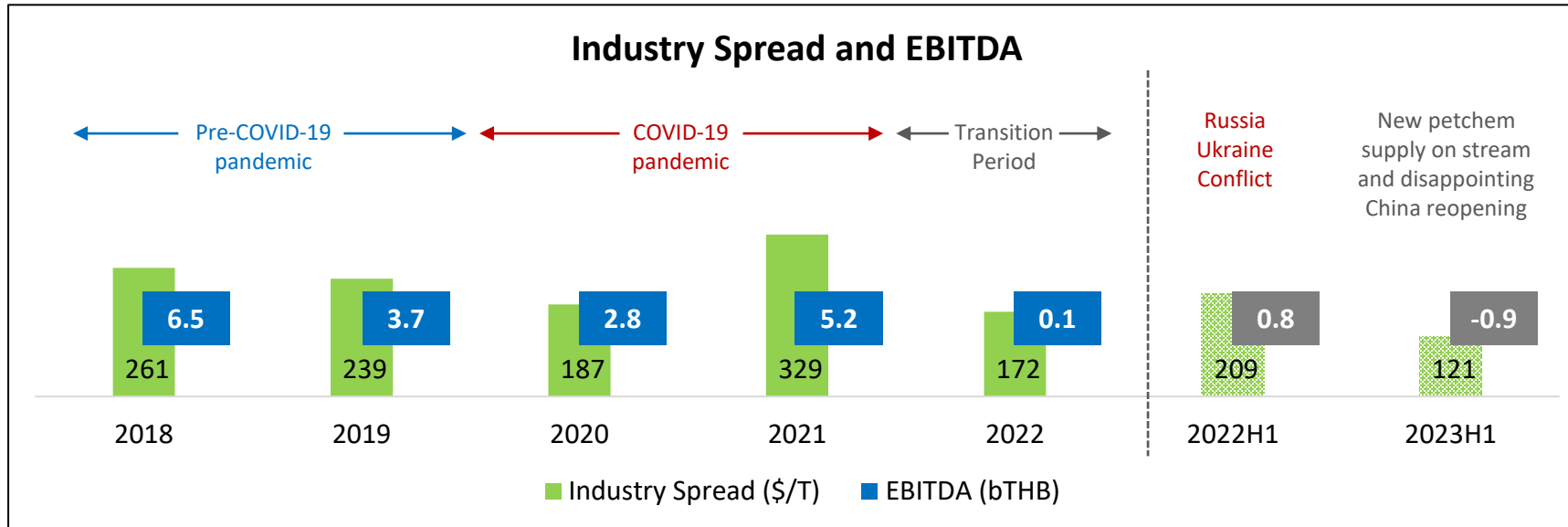
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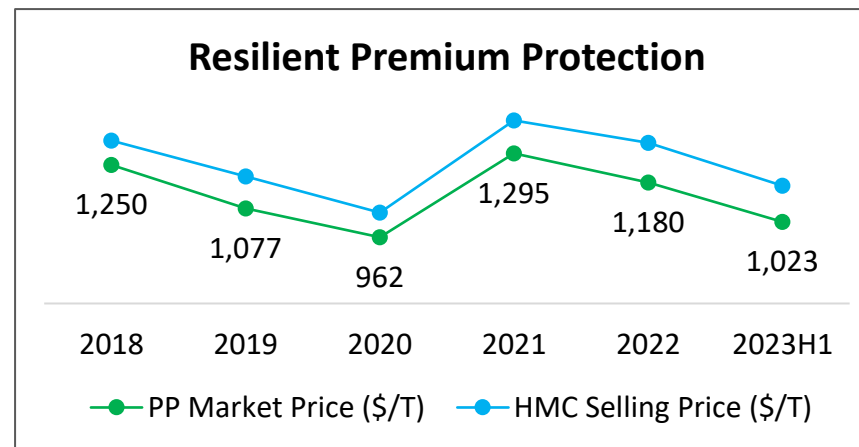
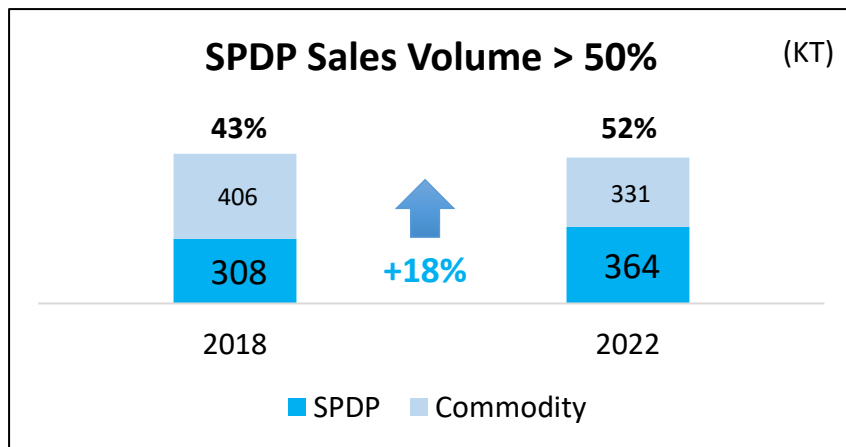
# Inherent Cyclicalality of Petrochemical Industry

Escalate growth in specialty and differentiated products



### Transition Period

- Narrow PP-Propylene spread
- High feedstock and utility cost
- + Achieved **SPDP > 50%** of portfolio
- + Strong price premium performance
- + Growth in **NPD +10% in average**



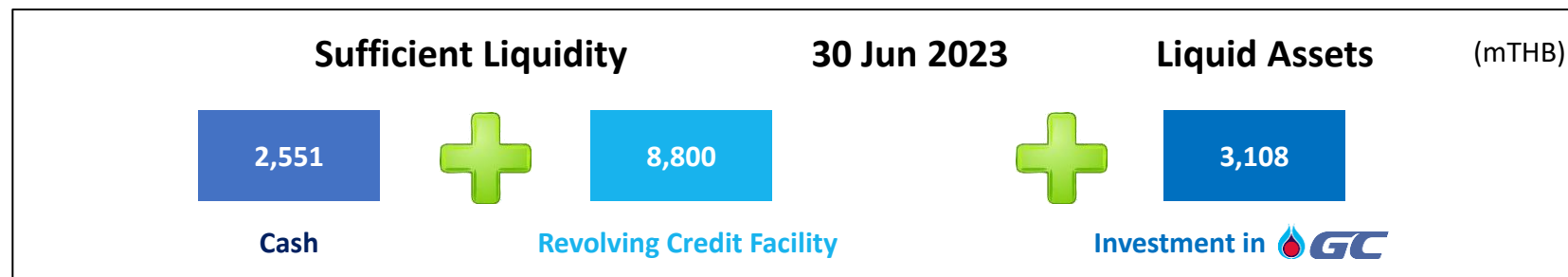
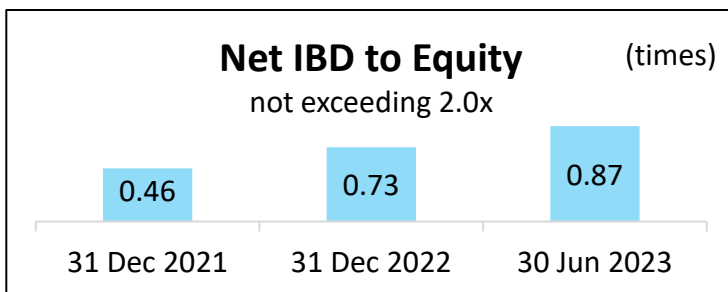
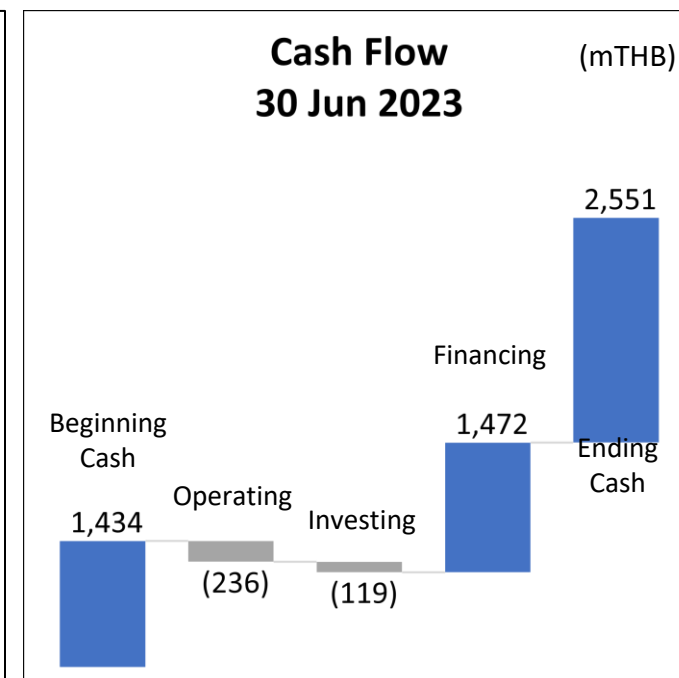
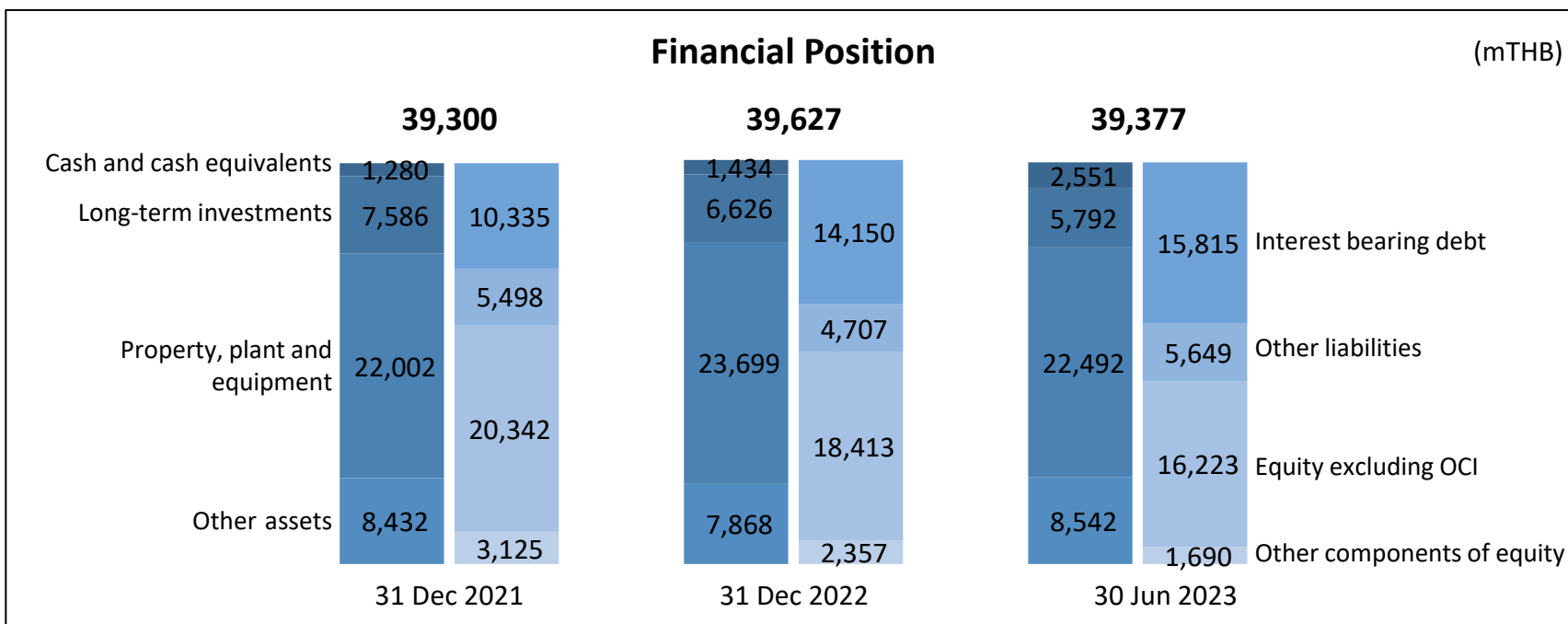
### Growth in NPD Sales Volume

+10%



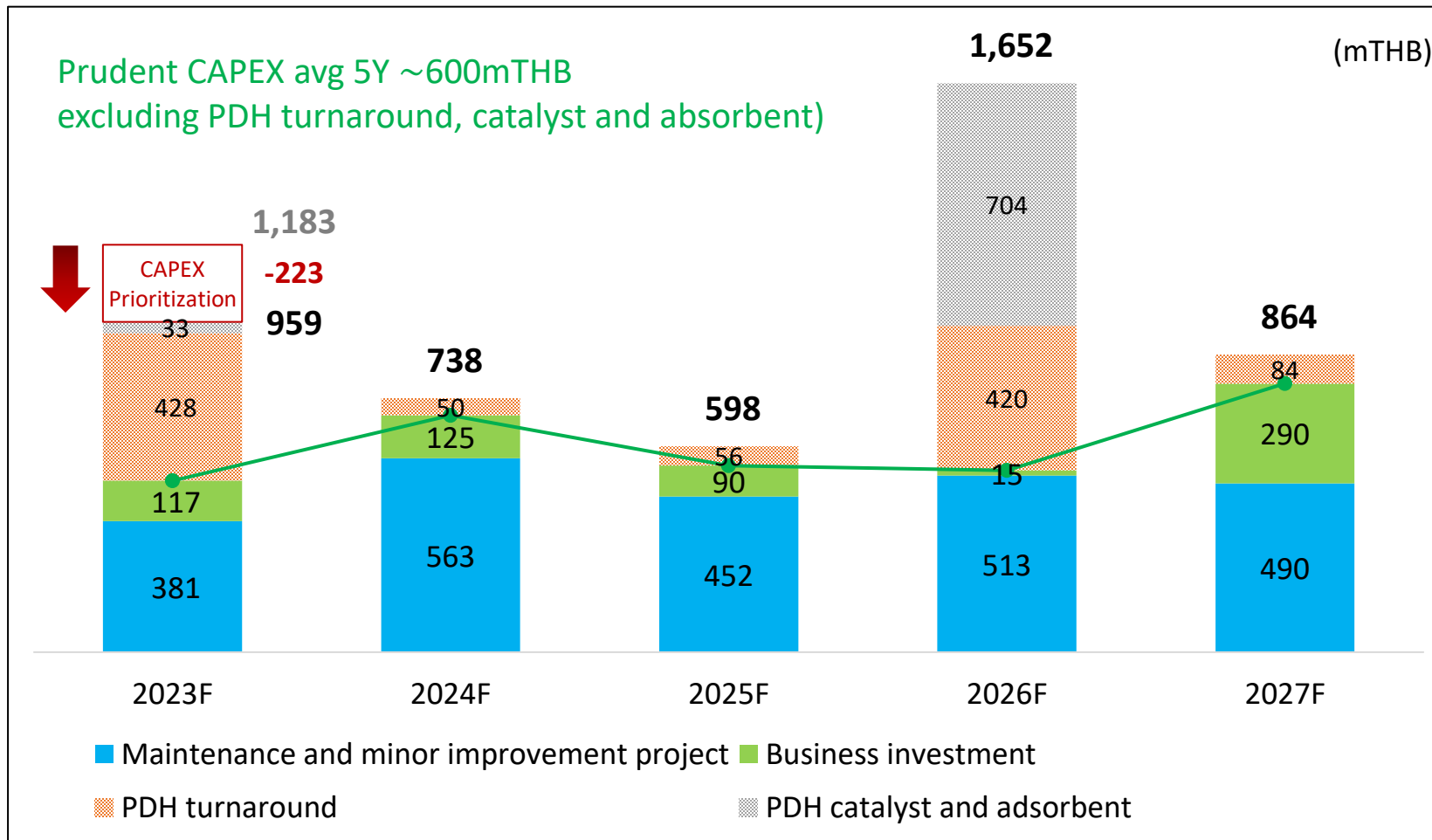
# Solid Financial Position

Adequate liquidity through the transition period in 2023 – 2024



# 5 Years CAPEX Plan

No major capital projects in near term



## Key Highlights

- No major capital projects in near term
- PDH major turnaround in 2023 and will extend turnaround interval from 2 to ~3 years, then next turnaround will be shifted to 2026.
- Prudent CAPEX avg 5Y to be 960mTHB (600mTHB excluding PDH turnaround, catalyst and absorbent).

# Value Enhancement and Cost Efficiency

Strive for excellence toward petrochemical cyclicalty

1

- Price premium enhancement by escalating growth in SPDP from new *Spherizone* capability



[350 – 400] mTHB

2

- Feedstock portfolio optimization
- Continuous OPEX cost improvement



[150 – 250] mTHB

3

- CAPEX prioritization
- Working capital optimization



[300 – 350] mTHB





**LEADING PP  
PRODUCER IN ASEAN  
WITH LONG HERITAGE**



**WORLD CLASS  
PP TECHNOLOGY**



**STRONG TIES  
WITH SHAREHOLDERS**



**GEOGRAPHIC  
MARKET  
DIVERSIFICATION**



**SOLID FINANCIAL  
POSITION AND  
SUFFICIENT  
LIQUIDITY**





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# Investment Highlights



**Strong Ties with Shareholders**



**A Most  
Admired  
Company  
and Preferred  
Partner for  
Sustainable  
Solutions**



**PP Expert in ASEAN with 40 years of Heritage**



**Leading Technology and Product Innovation  
for Specialty and Differentiated Products**



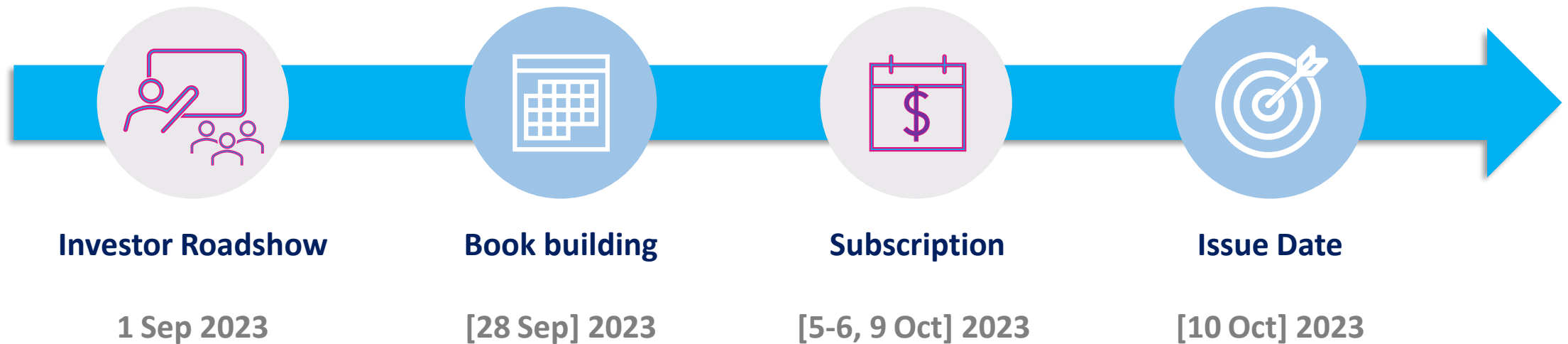
**World Class Safety and Operational Excellence with Sustainable Development**



# Indicative Debenture Structure

Issuer	HMC Polymers Company Limited (“HMC” or the “Issuer”)			
Company Rating	“A-(tha)” with “Negative” Outlook by Fitch Ratings (Thailand) Limited			
Issue Rating	“A-(tha)” by Fitch Ratings (Thailand) Limited			
Debenture Type	Thai Baht Senior Unsecured Debenture with Debenture holders’ representative (“Debenture”)			
Type of Offering	Private Placement to Institutional and High Net Worth Investors (PP-II&HNW)			
Tenor	3 years	5 years	7 years	10 years
Use of Proceed	For refinance existing debts and/or working capital			
Tentative Issue Date	[10 October] 2023			
Interest Payment	Semi-annually			
Principal Repayment	Bullet payment at maturity			
Joint Lead Arrangers	BBL, Krungthai, KBANK and SCB			
Debenture holders’ representative	BBL			
Registrar	KBANK			
Debenture Financial Covenants	Net Debt to Equity Ratio not exceeding 2.0x			
Debenture Registration	Thai Bond Market Association (ThaiBMA)			

# Tentative Timeline



# Q & A







**HMC Polymers**

บริษัท เอ็มซี โพลีเมอร์ จำกัด

ผู้นำธุรกิจเม็ดพลาสติกโพลีโพรพิลีนรายใหญ่ที่สุดของประเทศไทย บริษัทในเครือ GC แขนงนำธุรกิจของ PTT

เตรียมเสนอขายหุ้นกู้ครั้งที่ 1/2566

ชนิดระบุชื่อผู้ถือ ประเภทไม่ด้อยสิทธิ ไม่มีประกัน และมีผู้แทนผู้ถือหุ้นกู้

ให้แก่ ผู้ลงทุนสถาบัน และ/หรือ ผู้ลงทุนรายใหญ่

อายุ 3 ปี	อายุ 5 ปี	อายุ 7 ปี	อายุ 10 ปี
ประกาศอัตราดอกเบี้ยภายหลัง	อัตราดอกเบี้ย [4.10 – 4.40]% ต่อปี	อัตราดอกเบี้ย [4.45 – 4.75]% ต่อปี	อัตราดอกเบี้ย [4.79 – 5.09]% ต่อปี

ชำระดอกเบี้ยทุกๆ 6 เดือน (ตลอดอายุหุ้นกู้)

อันดับความน่าเชื่อถือของหุ้นกู้ “A-(tha)” โดยบริษัท ฟิทช์ เรตติ้งส์ (ประเทศไทย) จำกัด เมื่อวันที่ 24 สิงหาคม 2566

จองซื้อขั้นต่ำ 100,000 บาท และทวีคูณครั้งละ 100,000 บาท (สำหรับผู้ลงทุนรายใหญ่)

คาดว่าจะเปิดจองซื้อวันที่ [5 – 6] และ [9] ตุลาคม 2566 นี้

-----สอบถามรายละเอียดเพิ่มเติมได้ที่-----



โทร. 1333 (ยกเว้นสาขาไมโคร)



โทร. 02-111-1111



โทร. 02-888-8888 กด 819

กสิกรไทยทุกสาขา



โทร. 02-777-6784



คำเตือน: การลงทุนมีความเสี่ยง ผู้ลงทุนควรศึกษาและทำความเข้าใจลักษณะสินค้า เงื่อนไขผลตอบแทน และความเสี่ยงก่อนตัดสินใจลงทุน ทั้งนี้ ผู้ลงทุนสามารถศึกษารายละเอียดได้จากแบบแสดงรายการข้อมูลและร่างหนังสือชี้ชวนที่ [www.sec.or.th](http://www.sec.or.th)

หมายเหตุ: บริษัทอยู่ระหว่างการยื่นแบบแสดงรายการข้อมูลเสนอขายตราสารหนี้และร่างหนังสือชี้ชวนต่อสำนักงาน ก.ล.ต. ซึ่งยังไม่มีผลใช้บังคับ | การจัดสรรขึ้นอยู่กับดุลยพินิจของผู้จัดการการจัดจำหน่ายหุ้นกู้ เงื่อนไขการจัดจำหน่ายเป็นไปตามที่กำหนดในร่างหนังสือชี้ชวน