



HMC Polymers

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## Investor Roadshow





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### Presenters



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

**Ms. Angkanee Soonthornyawad**  
VP | Finance, Accounting & Corporate Support

**Mr. Thien Krua-chottikul**  
DM | Strategy and Risk Management



**1** Strategy and 2025 Focus Areas

**2** Business Outlook

**3** Financial Highlights

**4** Proposed Offering and Timeline



## 1 Strategy and 2025 Focus Areas

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# Corporate Highlights



No.1

in ASEAN PP production capacity

1  
MILLION  
TONS



The most **advanced PP** through  
LyondellBasell's **Spheripol** and **Spherizone** technologies

HMC Polymers is the one and only producer of specialty Hexene  
PP-RCT resin for pipe application

**Global** market presence

PP Products exported worldwide

No.1 market share in **SP/DP** in Thailand



42  
Years

**A legacy of resilience** and adaptability  
across every cycle of petrochemical industry



**PP Flagship**

highlighting the strategic relationship  
and collaboration with GC

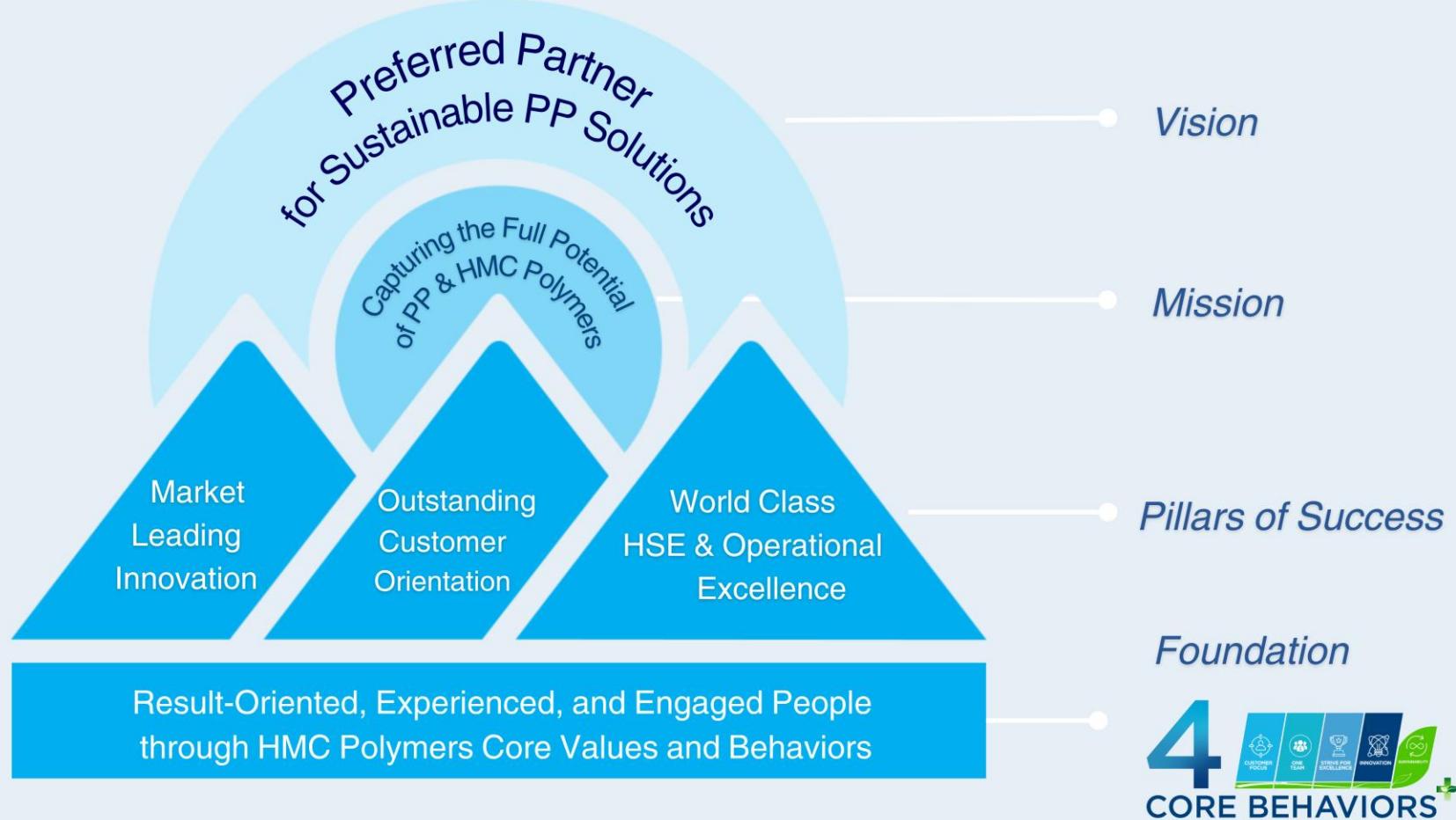
**Wide** range of **products**  
covering Specialties and Differentiated  
(SP/DP) applications



Leader of **Sustainable PP**  
products and solutions



# Vision & Mission



# Sustainability in action

We can create substantial Enterprise Value through leadership in sustainability

Sustainability to be a fundamental pillar of our strategy to create value for our customers, our shareholders, our employees and the wider society

2030

OUR SUSTAINABILITY FRAMEWORK



5% of Sustainable PP Product sales by 2030



20% reduction of Scope I & II by 2030



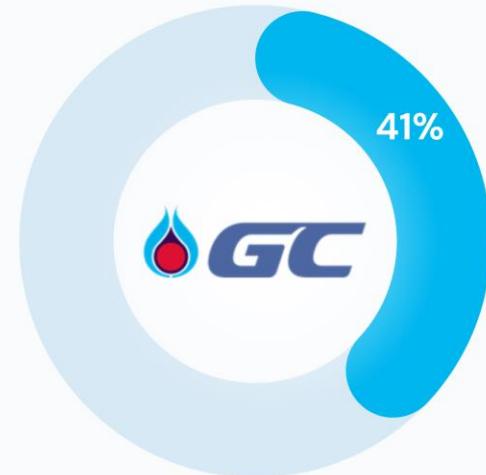
Achieve 70% of total spending in sustainable procurement



Scan to Explore  
Mini Sustainability Development Report 2025



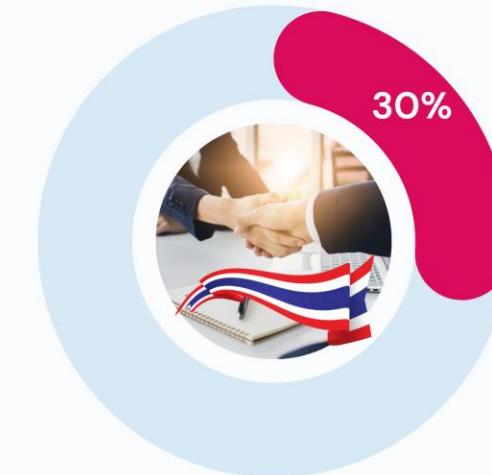
# Strong and Aligned Shareholders



- GC leverages HMC Polymers as a flagship for **Polypropylene (PP)** to broaden its product range to encompass high-performance goods.
- Ensure security in competitive feedstock, utilities, logistics, and ancillary services.
- Disseminate sales and marketing expertise across the Asia Pacific region.



- LyondellBasell is recognized as a global leader in **Polypropylene (PP)** technology and catalyst development.
- The second-largest PP producer globally.
- Sales and marketing activities worldwide, offering a range of global grades and brands.



Original founders include



**HUA KEE COMPANY LIMITED**

establishing robust connections with industry and financial institutions.

# Linkages to Shareholders



## Ultimate Shareholder

- New feedstock price formula for margin protection from Jan 2025 onwards
  - Extended credit term of feedstock purchases from 2025 onwards

## Shareholder

- Extended credit term to 90 days of feedstock purchases from Oct 2024 onwards

## Shareholder

- Geographically expand sales and marketing channels to support SPDP export sales and higher price premium

## Shareholder

- Continuously support initiatives for financing matters

## Affiliate of the Group

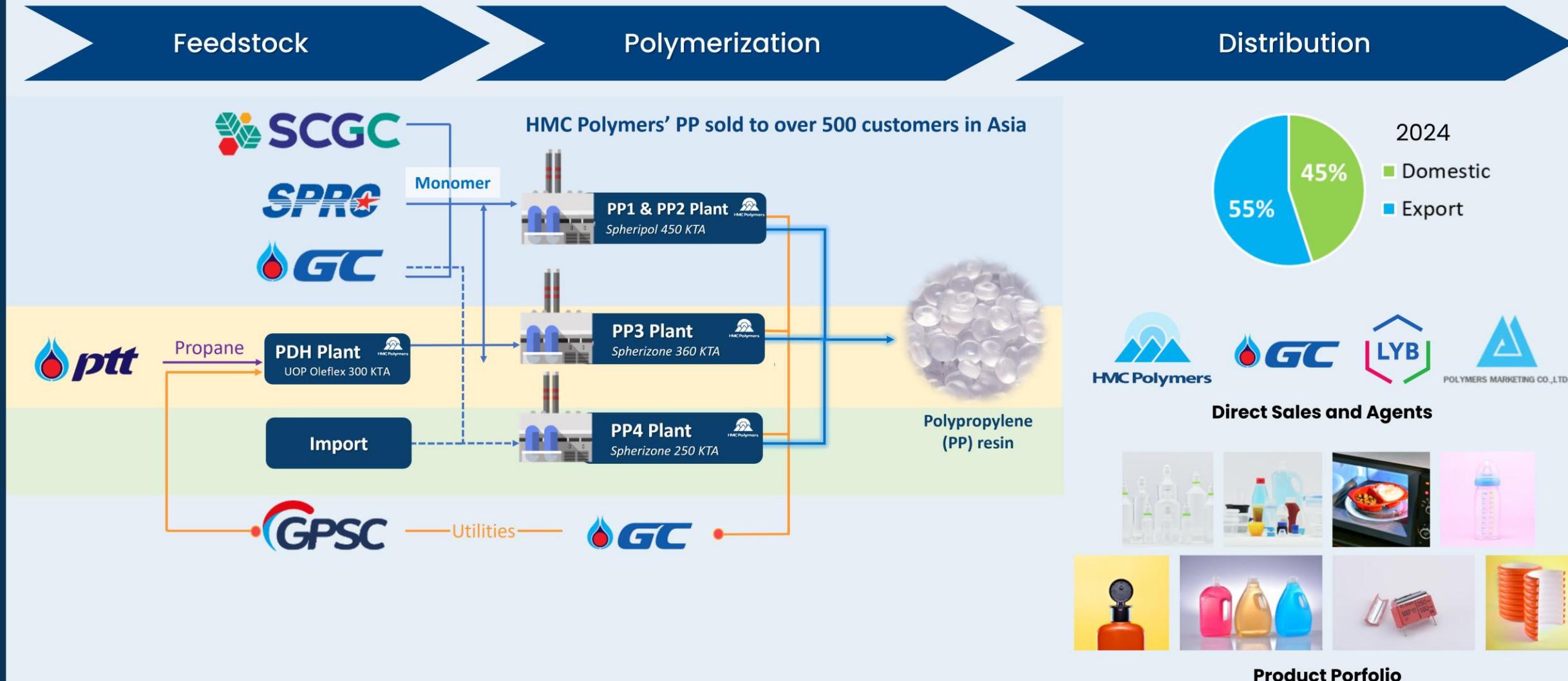
- Renewed a reliable utility supply source



# Upstream Integration and Diversified Feedstock



through PDH plant and secured & diversified long-term contracts with suppliers



# 2025 Key Focus Area

## Manufacturing

- Focus on asset management, operating principles and best practices
- Step up reliability improvement program
- Optimize product quality and execute production roadmap

## Finance

- Deliver EBITDA / NIAT
- Manage liquidity and working capital to deleverage
- Rollover long-term bonds becoming due
- Drive cost efficiency and revenue enhancement program

## Commercial & Supply chain

- Accelerate optimization (Monomer / Sale / Production / Logistics) and enhance S&OP
- Drive continuous growth in SP/DP segment
- Re-gain domestic market share and expand geographic reach in Europe and AFMEI
- Expand PP sales to support sustainability

## Health, Safety and Environment

- Goal Zero and IFI

## People

- Build performance driven organization and differentiation of high performer
- Continue reward and recognition program
- Leverage compensation & benefits to attract and retain talent
- Implement digital initiatives for process improvement

## Sustainability & ESG

- Enhance sustainability roadmap / structure
- Build leading position in circular business
- Drive energy reduction (net zero) targets
- Enhance CSR initiatives
- Advance sustainable procurement initiatives





## 1 Strategy and 2025 Focus Areas

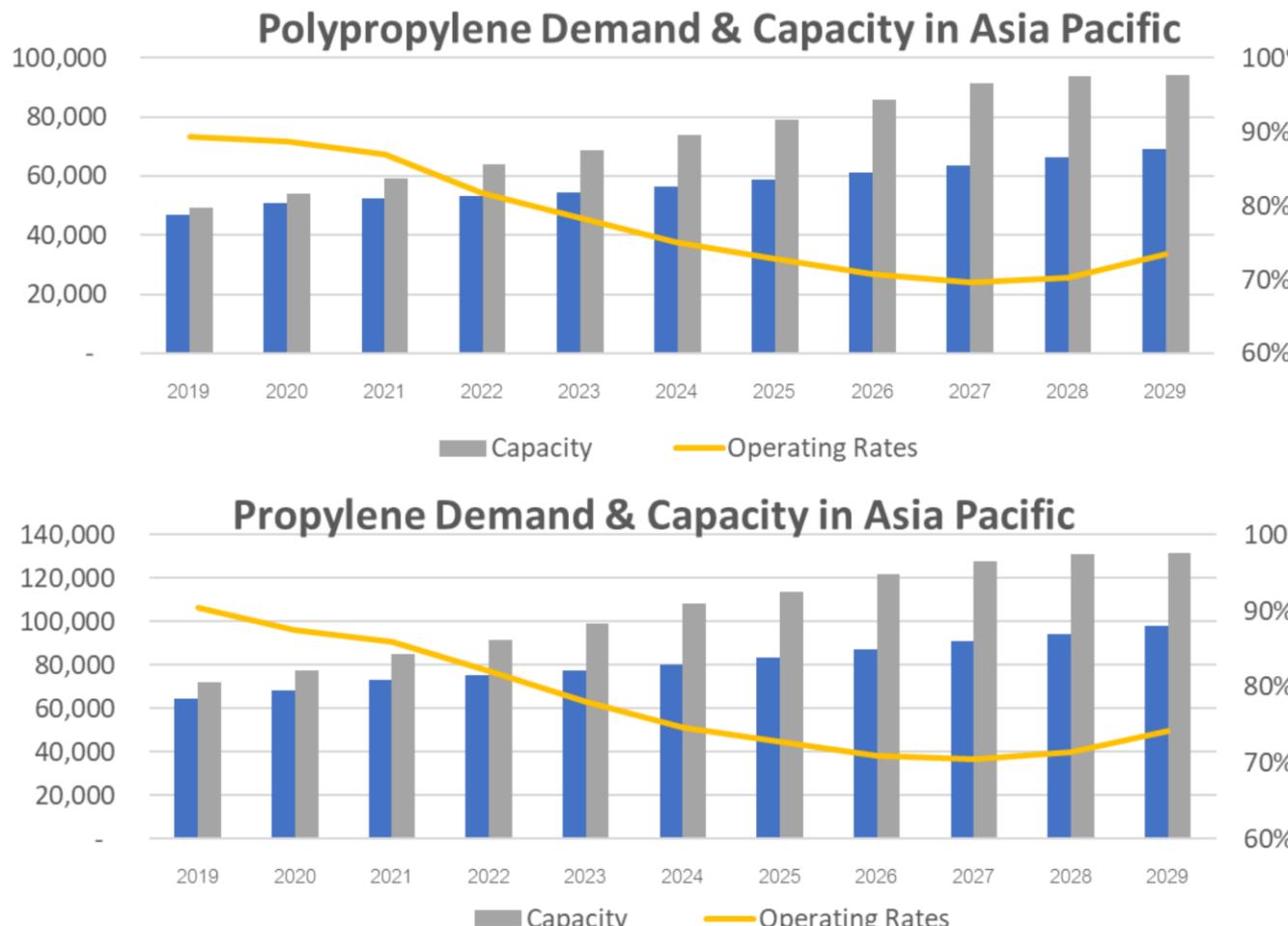
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# Polypropylene and Propylene Outlook

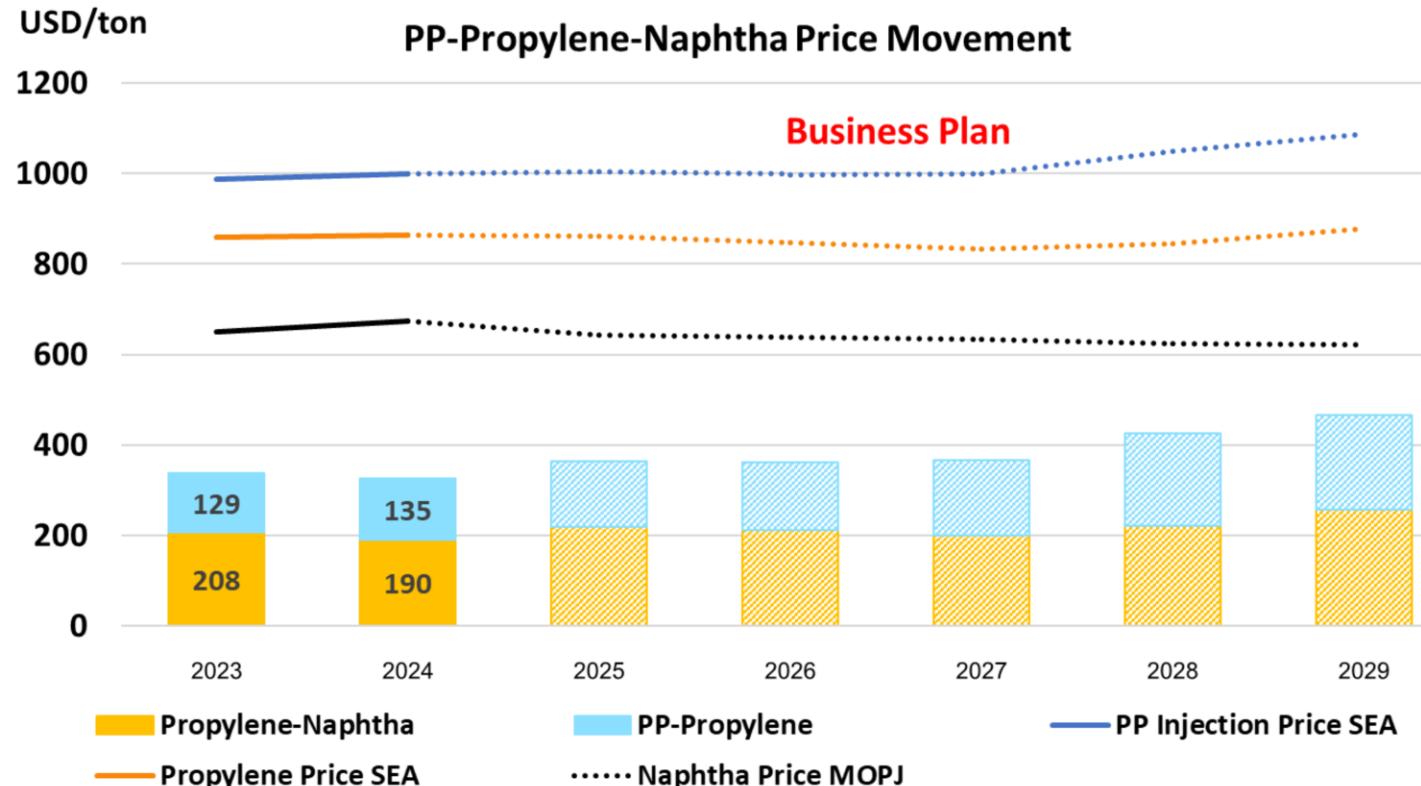
## Asia Pacific Region



Source: CMA – 2025 World Analysis (Polypropylene and Propylene Report)

- **Supply-Demand imbalance:**
  - PP plants which do not have cost competitiveness are expected to run at lower rates or rationalized.
- **Delayed Start-ups:**
  - Narrow PP-propylene margins could postpone new projects without feedstock advantages, easing supply pressure.
- **Propylene Supply Growth:**
  - New PDH and steam crackers capacities, especially in China, are making propylene more affordable.
- **Geopolitical Risks:**
  - Ongoing geopolitical uncertainties may cause energy market volatility, affecting cracker and PDH profitability.

# The industry is experiencing an extended trough



## 1. Oversupply & Weak Demand:

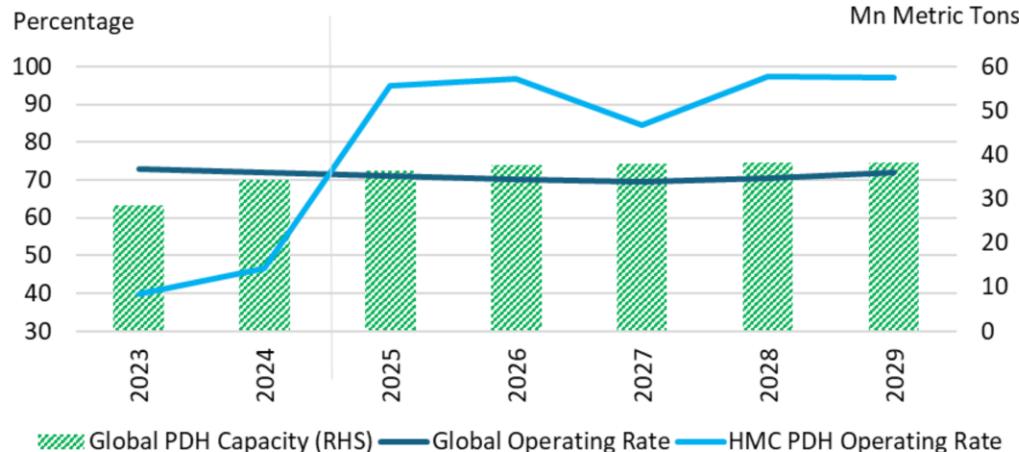
- PP-Naphtha Integrated margin dropped to an average of **331 \$/T** during 2023-2024 (vs. historical average of 600 \$/T)
- PP – propylene industry spread fell to **only 135 \$/T in 2024** (vs. Historical average of 250 \$/T)

## 2. Market Recovery Outlook:

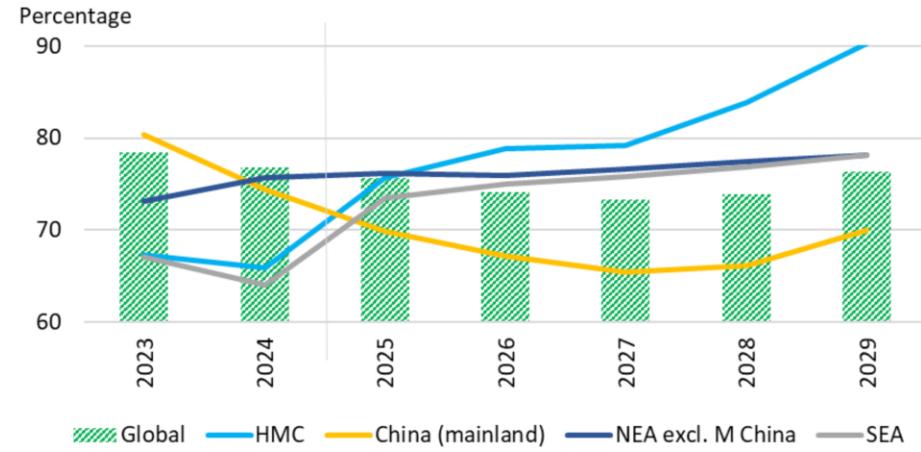
- Gradual improvement of marketbalance is expected from PP plant rationalization and global economic recovery. However, geopolitics uncertainties remain a risk factor in the short term.

# PDH and PP performance stay above global rate

## PDH Operating Rate



## PP Operating Rate



1. New feedstock formula price has been applied in Jan 2025, improving our PDH competitiveness.
2. Impacted from supply-demand imbalance, global operating especially China have been subdued and prolonged.
3. Due to SP/DP focus, HMC Polymers' PP operating rate is superior to that of global and Chinese players.

# Our Focus Segments

cutting-edge  
technology



Spheripol  
& Spherizone



Specialty &  
Differentiated  
(SP/DP) grade

Commodity  
grade

## Healthcare & Hygiene



## Medical | Spunbond



## Industrial Products



## Pipes | Automotive | Appliances | Compounds | Industrial Products



## Rigid Packaging



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



## Flexible Packaging



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



# Our Sustainable PP Segments



exporting to Asia and Australia continental



## 1 Bio - Circular PP

made from second generation Bio-Based feedstock based on waste and residues.



## 2 Advance Recycling PP

made from PCR mixed plastic wastes through pyrolysis process.



## 3 Mechanical Recycling PP

PCR PP grade with US FDA LNO is also available.



Certified number CGI-700274



# Product Strategy

## Ongoing global expansion into SP/DP markets



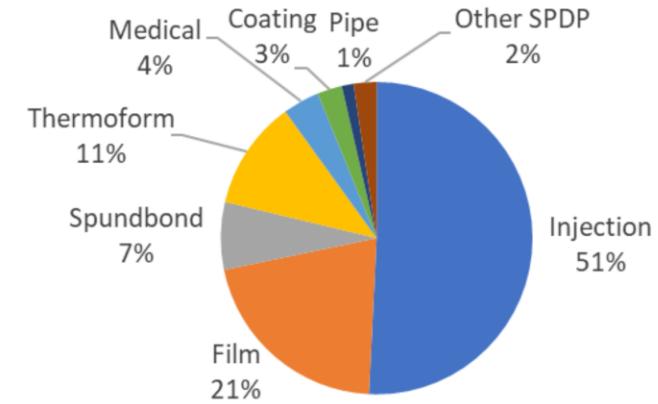
1. Gained **higher SP/DP sales** resulting in higher price premium through the challenging market environment.
2. New Product Development sales volume despite lower production volume resulting in **higher margins**.
3. Capitalized PP4 and developed unique **C6 Spherizone grades** to capture **new application segments with higher margins**.
4. Successfully achieved **10 new product industrialization** in 2024, contributing to upcoming SP/DP products
5. **Secured local sustainable feedstock** and establish **sustainable PP product pipeline**

SPDP	<b>Specialty Product (SP)</b> is disruptive product, low or no other competitors, high entry barrier, high profitability end application and low-price sensitivity
Others	<b>Differentiated Product (DP)</b> is selected product, high growth, limited producers and superior profitability of end application.
Commodity	is general commodity product, low entry barrier, high competition, low value end application and high price sensitivity.
Non-Prime	is transition products and off-specification.

### SP/DP Sales in 2024

#### Contributing to our successful SP/DP sales

Injection and film applications have been growing, offsetting spun bond and raffia in recent years.





1 Strategy and 2025 Focus Areas

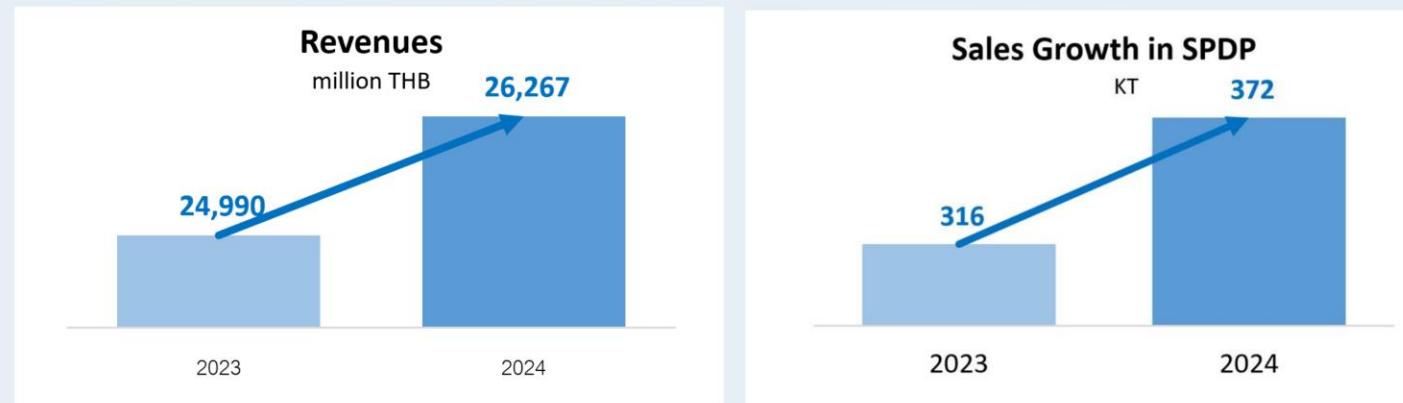
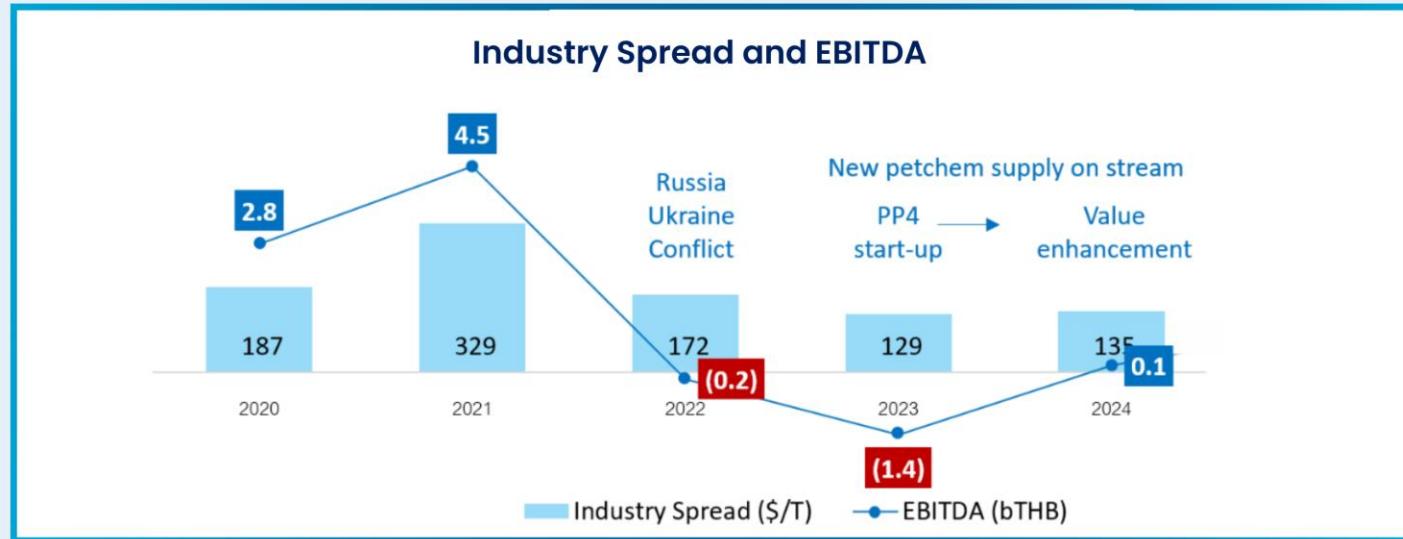
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# Inherent Cyclical性 of Petrochemical Industry

Substantially improved EBITDA despite weak industry spread

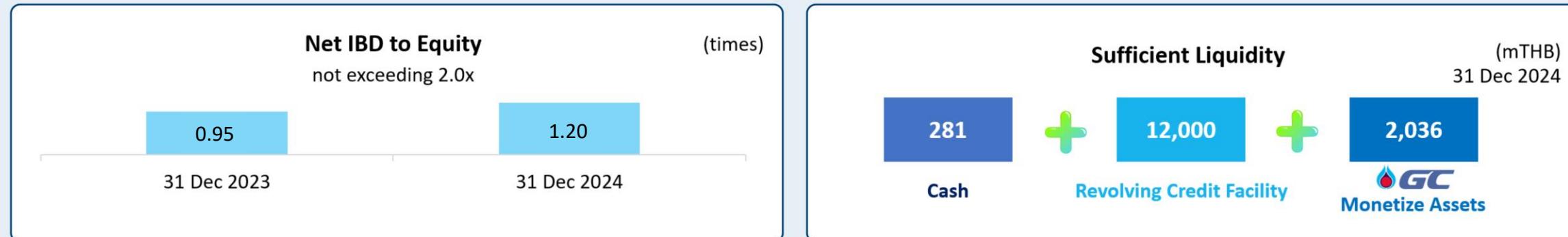
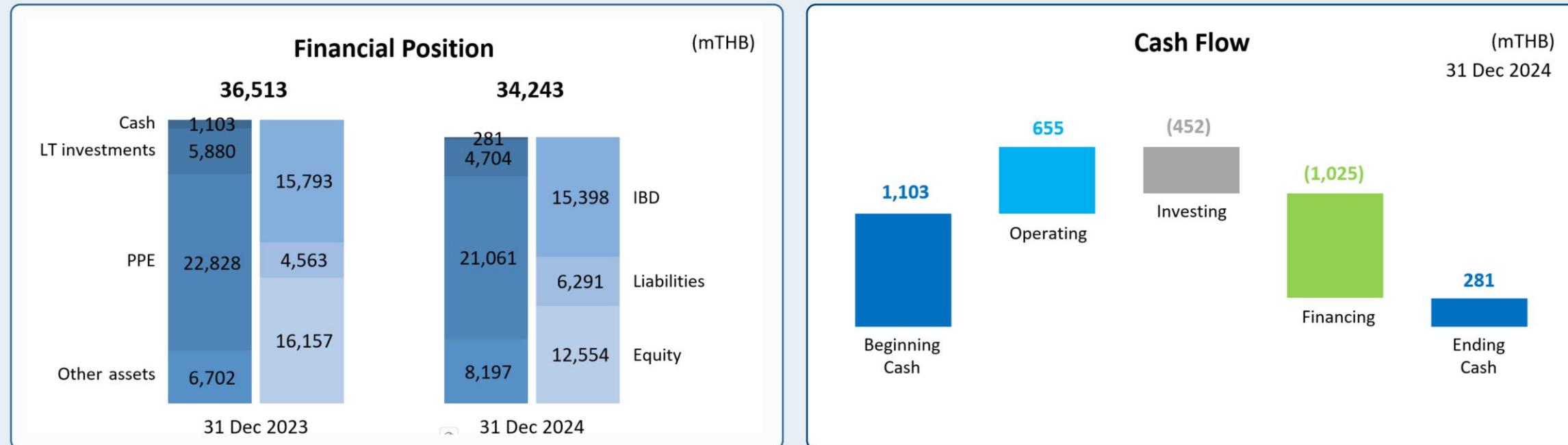


## Highlights

- Substantially **improved EBITDA** despite a weak industry spread at THB 1.5b recovering from its lowest level in 2023
- Continued growth in SP/DP products** with higher margins
- Robust growth in sustainable PP** with strong margins
- Sufficient liquidity** THB 15.3 b (12 + 3.3) enhanced by revolving credit facility as of 30 June 2025

# 2024 Financials

Strong cash generation and funding from internal sources



# 2025 Value Enhancement and Cost Efficiency

Strive for performance enhancement and deleveraging



1

## • EBITDA Enhancement

- Feedstock cost competitiveness
- Revenue enhancement
- Cost efficiency / Optimization

2

- Capex Discipline avg 852 MB (591 MB excl T/A)
- No major capital projects in near term
- PDH turnaround in 2027 and extend interval from 2 to 3 years

3

## • Working Capital Reduction

through credit term extension

## • Liquidity

enhanced by additional credit facility





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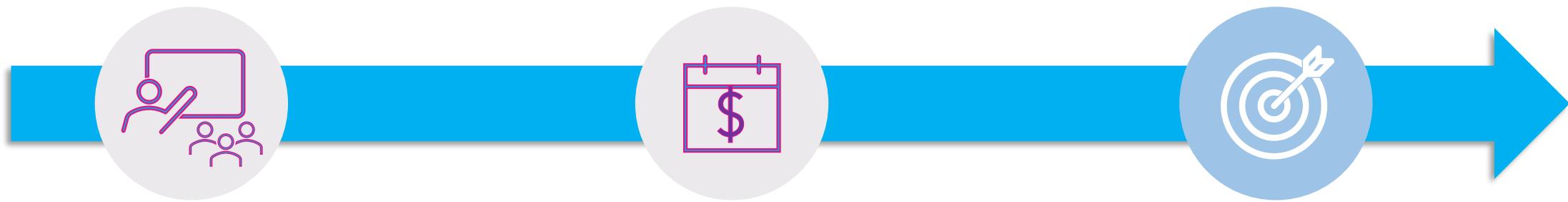
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# Indicative Debenture Structure

<b>Issuer</b>	HMC Polymers Company Limited (“HMC” or the “Issuer”)	
<b>Company Rating</b>	“BBB(tha)” with “Negative” Outlook by Fitch Ratings (Thailand) Limited as of 28 May 2025	
<b>Issue Rating</b>	“BBB(tha)” by Fitch Ratings (Thailand) Limited as of 15 July 2025	
<b>Debenture Type</b>	Thai Baht Senior Unsecured Debenture with Debenture holders’ representative (“Debenture”)	
<b>Type of Offering</b>	Private Placement to Institutional and High Net Worth Investors (PP-II&HNW)	
<b>Tenor</b>	2 years	3 years and 6 months
<b>Use of Proceed</b>	For refinance existing debts	
<b>Tentative Issue Date</b>	[27 August] 2025	
<b>Interest Payment</b>	Quarterly	
<b>Principal Repayment</b>	Bullet payment at maturity	
<b>Joint Lead Arrangers</b>	BBL, CIMBT, ASPS, BLU, KGI, CGSI and KTX	
<b>Debenture holders’ representative</b>	Krunghai XSpring Securities Co., Ltd.	
<b>Registrar</b>	Kasikornbank Public Company Limited	
<b>Debenture Financial Covenants</b>	Net Debt to Equity Ratio not exceeding 2.0x	
<b>Debenture Registration</b>	Thai Bond Market Association (ThaiBMA)	

# Tentative Timeline



## Investor Roadshow

25 Jul 2025

## Subscription

[22, 25-26 Aug] 2025

## Issue Date

[27 Aug] 2025

BETTER INVESTMENTS.  
INNOVATIVE FUTURES.  
BIGGER SMILES.

หุ้นกู้ เอชเอ็มซี โพลิเมอร์



**HMC Polymers ติดอาวุธ  
ให้ธุรกิจเม็ดพลาสติก PP เกรดพรีเมียม<sup>®</sup>  
ยืนหนึ่งในอาเซียนด้วยกลยุทธ์ครบมือ**

ปี 2567 รายได้ รวมกว่า **26,000 ล้านบาท** **4 อาวุธ** ฝ่าศึก เศรษฐกิจโลก

เสริมทัพด้วยจุดแข็งแบบไม่เป็นรองใคร

- GC ถือหุ้นใหญ่ และ HMC Polymers เป็น PP Flagship ของ GC
- ถือหุ้นโดยธนาคารกรุงเทพ สถาบันการเงินชั้นนำของไทย
- ใช้หนึ่งในเทคโนโลยี ที่ดีที่สุดในโลก จาก LyondellBasell พลิตเม็ดพลาสติก PP
- การันตีด้วยการยืนหยัด และเติบโตตลอด 42 ปี

การเพิ่มรายได้อย่างยั่งยืน

SP/DP Sustainable PP Products

มุ่งเน้นการผลิตและจำหน่าย เม็ดพลาสติก PP เกรดพรีเมียม และเกรดยังยืน แต่ก่อต่างจากคู่แข่ง

การบริหารจัดการต้นทุน

เพิ่มประสิทธิภาพในห่วงโซ่อุปทาน ด้วยการจัดหาวัตถุดิบหลัก การผลิต การจำหน่าย และการขนส่ง

กระแสเงินสดจากการดำเนินงานเป็นบวก

Liquidity

มีวงเงินเสริมสภาพคล่อง อย่างเพียงพอ

ผลงานเรื่องความยั่งยืนในทุกมิติของธุรกิจ

ยึดหลัก 3 เสา คือ Circular Economy, Carbon Reduction และ Connectivity เพื่อประโยชน์สูงสุดของผู้มีส่วนได้เสีย

42 YEARS ANNIVERSARY



# Q & A





**HMC Polymers**

# Thank you

## ***Disclaimer:***

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