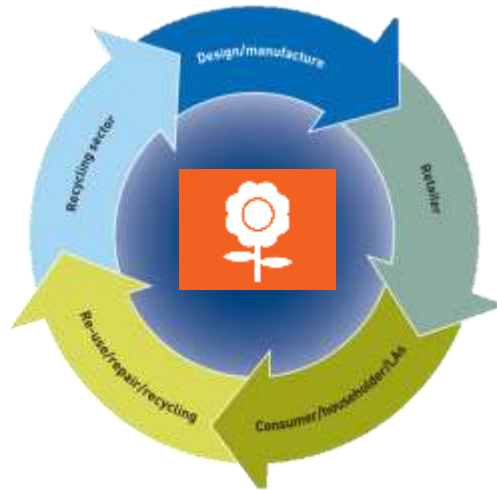


Analyst Meeting

Nov 16, 2020

10.00 – 12.00 am.

Meeting Room 1, Suntower A





- **Business overview**
- Financial performance
- 2020 Outlook & Future plan

BUSINESS OVERVIEW



THANTAWAN

COMPANY PROFILE



VISION: To be The Leading Innovative Packaging Solution Provider Worldwide



THIP is world leading innovative packaging solution provider



Main Products which generate major sale volume are Resealable bags



Establish in 1978 and first well known product was “Thantawan Straw” or “หลอดทานตะวัน”



Listed in SET market in 1994



Production capacity 27,400 ton per year



Located in Bangkok & Nakornpathom, Thailand

BUSINESS OVERVIEW



THANTAWAN

1. OMYAI PLANT

- Total Area : 47,000 sqm
- Total Building : 11 sub-plants, 2 WH
- Total Capabilities : 21,000 tons/year



2. TOUNGTANA PLANT

- Total Area : 7,500 sqm
- Total Building : 2 sub plants, 1 WH
- Total Capabilities : 6,400 tons/year



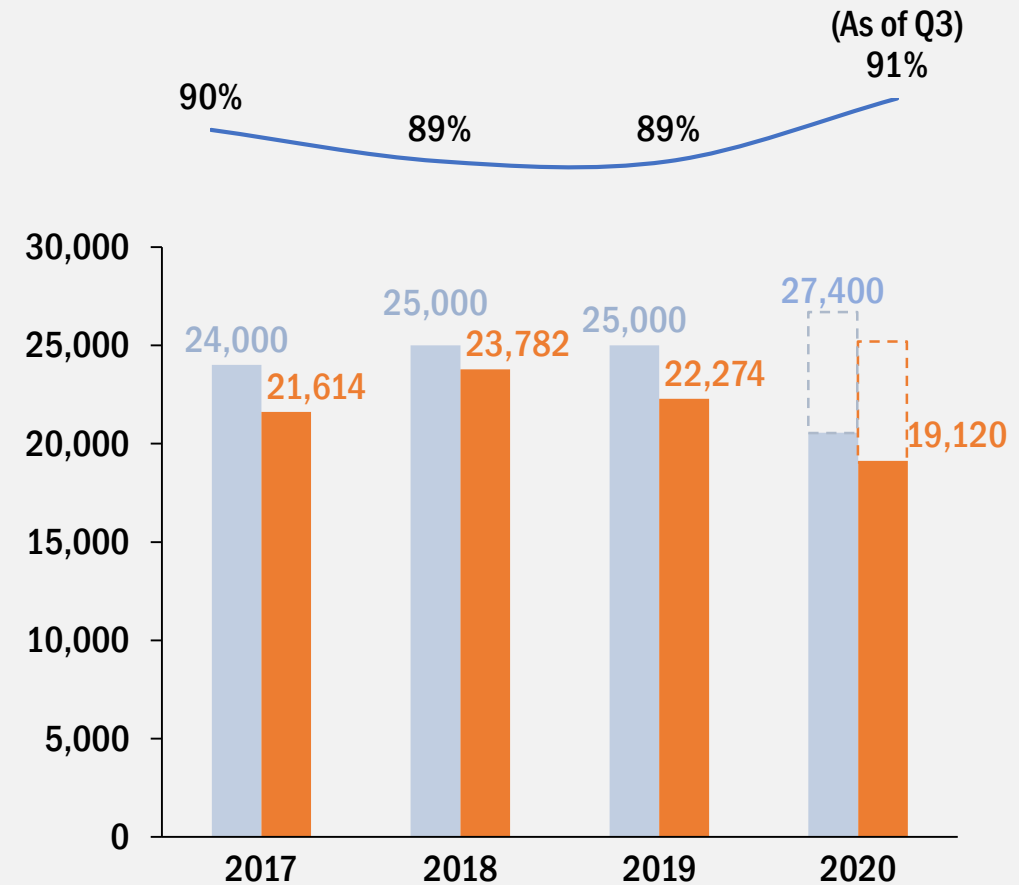
WAREHOUSE ASRS

- Total Area : 5,000 sqm



PRODUCTION CAPACITY AND UTILIZATION

CAPACITY OUTPUT %UTILIZATION



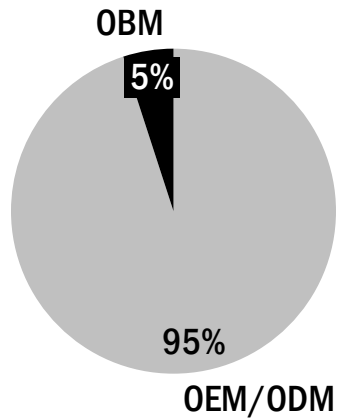
OUR PRODUCT PORTFOLIO



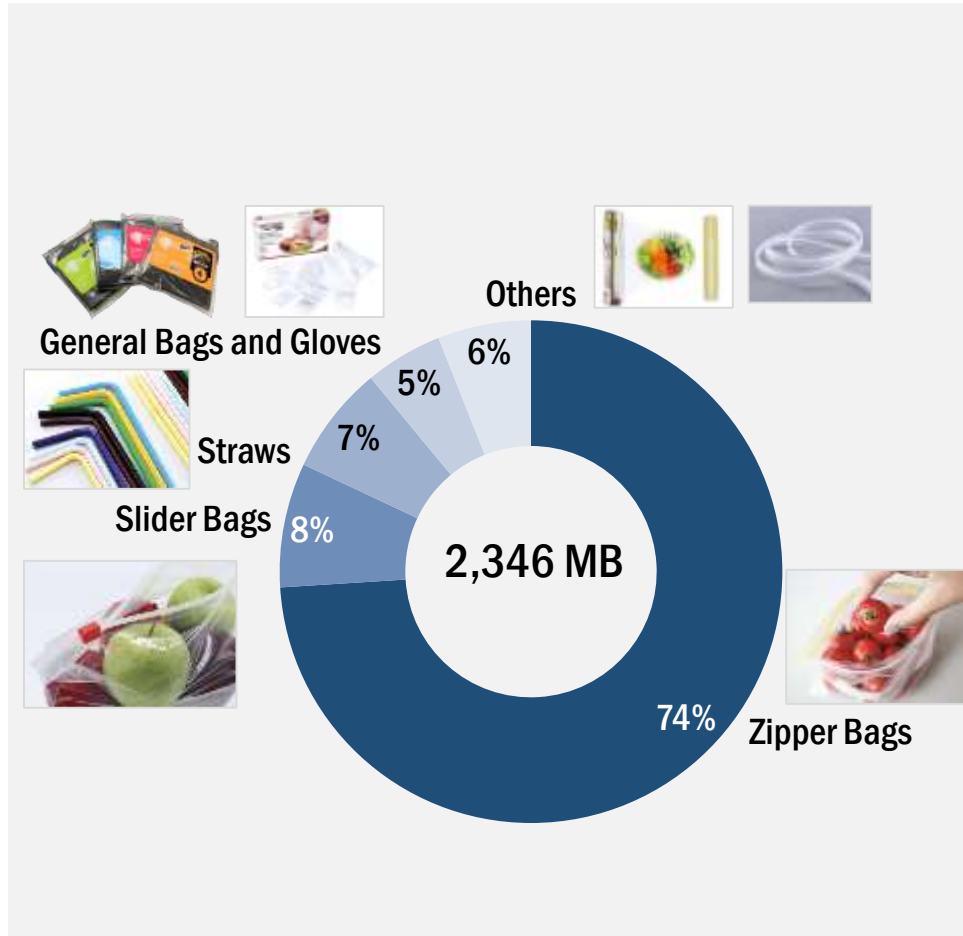
THANTAWAN

YTD'20-PRODUCT PORTFOLIO

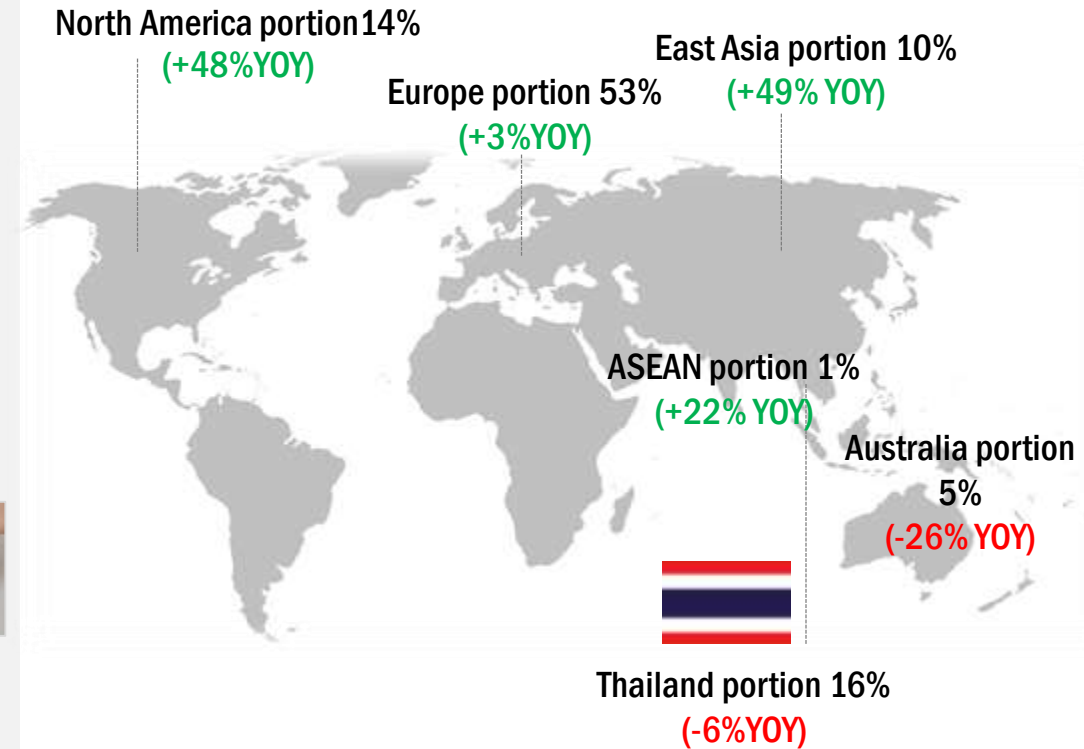
Sales YTD: 2,346 MB



95% of business is OEM/ODM products



MARKET EXPANSION YTD 2019 VS 2020



OUR OWN-BRAND PRODUCTS



THANTAWAN

PRODUCT CATEGORY

SUN[®]
FAMILY

SUN[®]
MUM&BABY



SUN[®]
KITCHEN



SUN[®]
eco



SUN[®]
WELLNESS



SUN[®]
LIFESTYLE



"TO BE THE LEADING INNOVATIVE PACKAGING SOLUTION PROVIDER WORLDWIDE."

OUR OWN-BRAND PRODUCTS



THANTAWAN

PRODUCTS

SUN[®]
MUM&BABY

SUNMUM[™]
All about
**Mom
and
Baby**

SUNMUM[™]
BABY⁺

SUNMUM[™]
BABY PLUS⁺

SUNMUM[™]
PREMIUM[★]



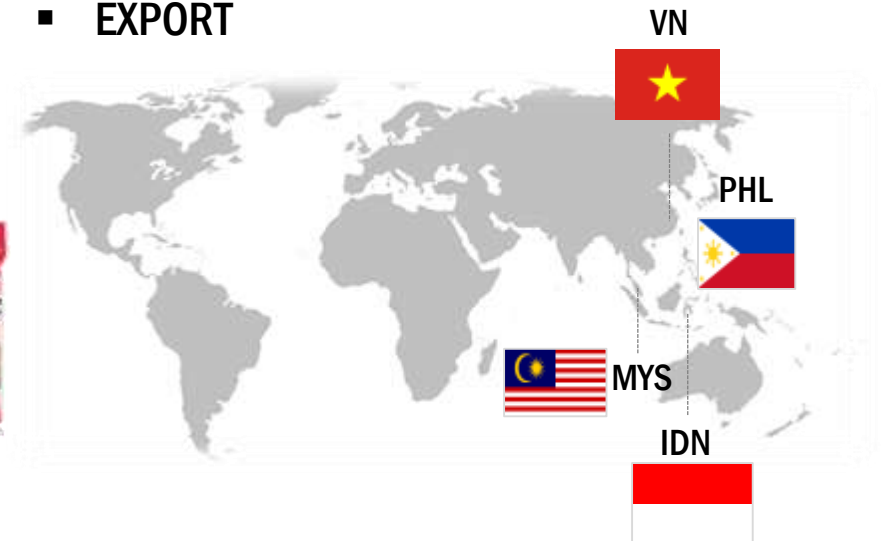
MARKETPLACE

- DOMESTIC - INDUSTRY / ONLINE



Source: www.sunmumshopping.com

- EXPORT



OUR OWN-BRAND PRODUCTS



THANTAWAN

PRODUCTS

SUN[®]
KITCHEN

SUN PRODUCTS
Household
Plastics
Solutions



Fresh[®]
& Fresh
Active &
Breathable Bag

MARKETPLACE

- DOMESTIC – MODERN TRADE / ONLINE



Source: www.sunmumshopping.com

OUR OWN-BRAND PRODUCTS



THANTAWAN

PRODUCTS

MARKETPLACE



- DOMESTIC – MODERN TRADE / ONLINE



Source: www.sunmumshopping.com

OUR OWN-BRAND PRODUCTS



THANTAWAN

PRODUCTS

SUN[®] LIFESTYLE **SUN**[®] WELLNESS



កូដិស្តារ Basic 1



កូដិស្តារ "Hello Kitty" លក់ដាច់



MARKETPLACE

- DOMESTIC - MODERN TRADE / ONLINE



Source: www.sunmumshopping.com

STANDARD COMPLIANCES & AWARDS



THANTAWAN

STANDARD

SUPPORT AGENCY

- STANDARD & QUALITY SYSTEM CERTIFIED



ISO 9001:2015
ISO 14001:2015
ISO 50001:2011



TIS 685-2540 of Plastic Toy
TIS 776-2552 of Plastic Straws for Food



- HONORS & AWARDS WINNER



Visionary Board Award



Excellent CG score

- ALL DESIGN & INNOVATION AWARDS WINNER





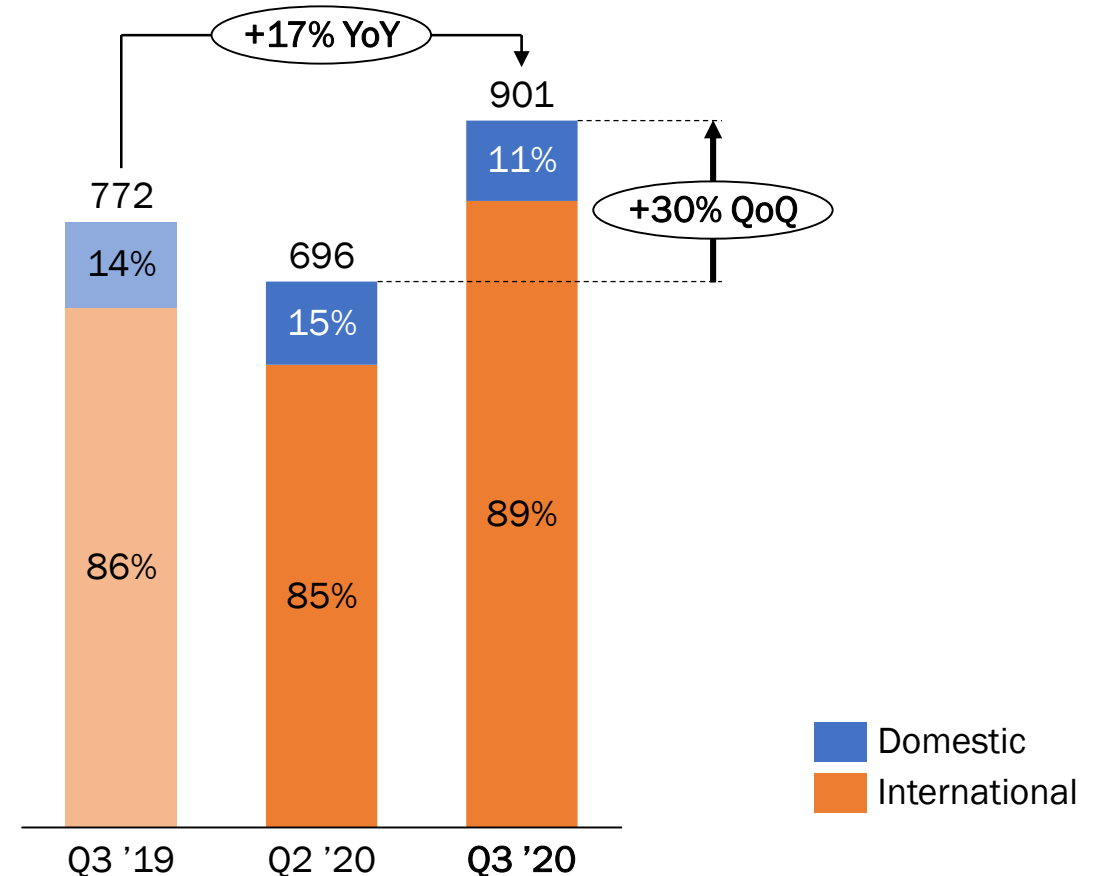
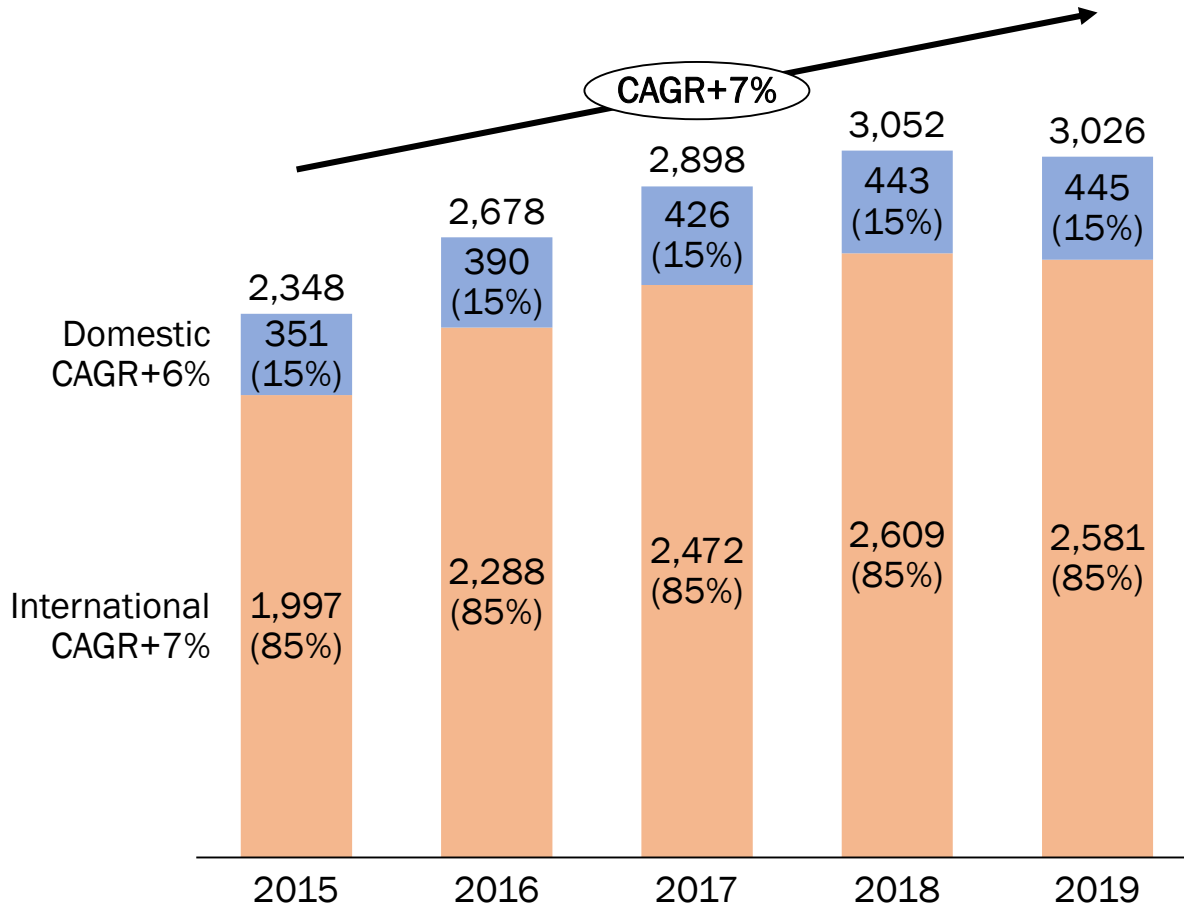
- Business overview
- **Financial performance**
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SALES REVENUE

Sales growth in Q3'20 from both customer expansion and growing demand after COVID shutdown.



THANTAWAN



Unit: Million baht

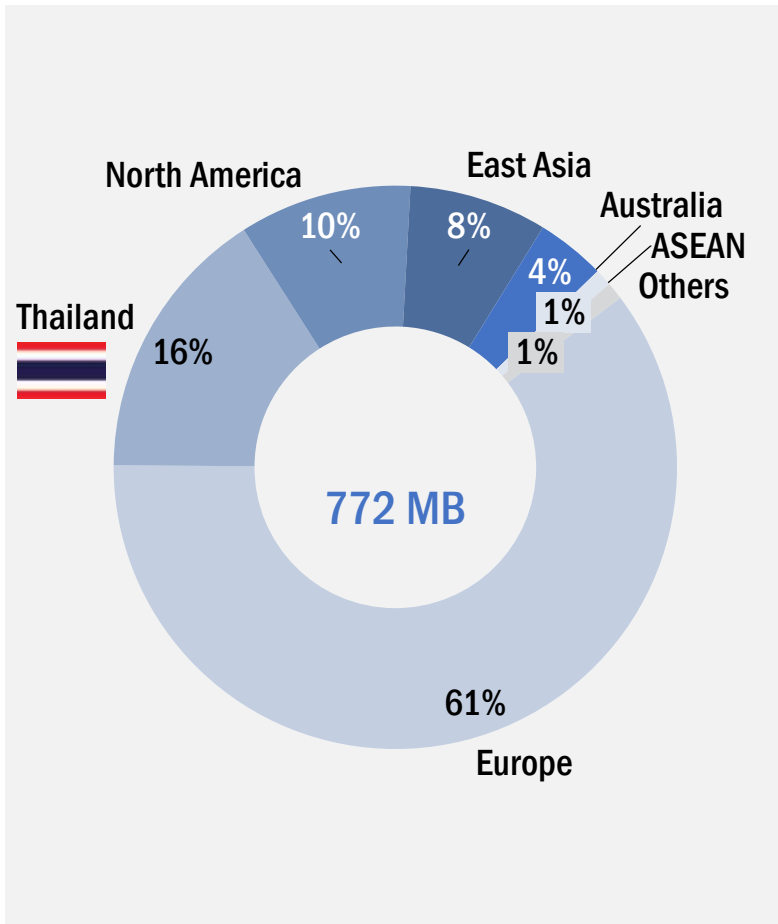
"TO BE THE LEADING INNOVATIVE PACKAGING SOLUTION PROVIDER WORLDWIDE."

MARKET PORTFOLIO BY GEOGRAPHY

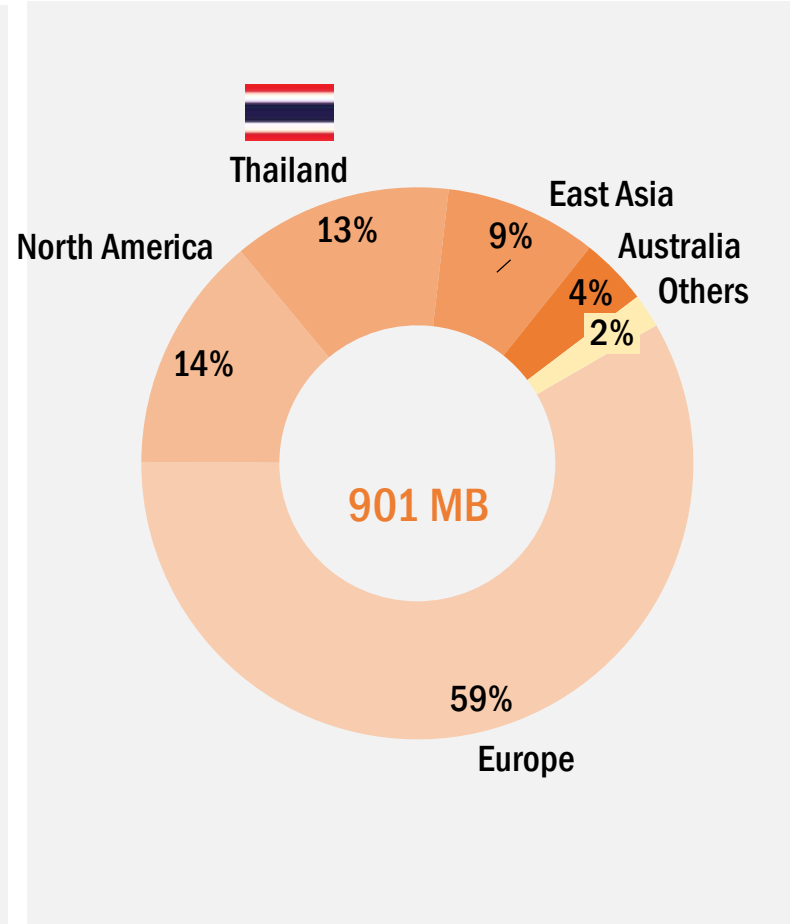


THANTAWAN

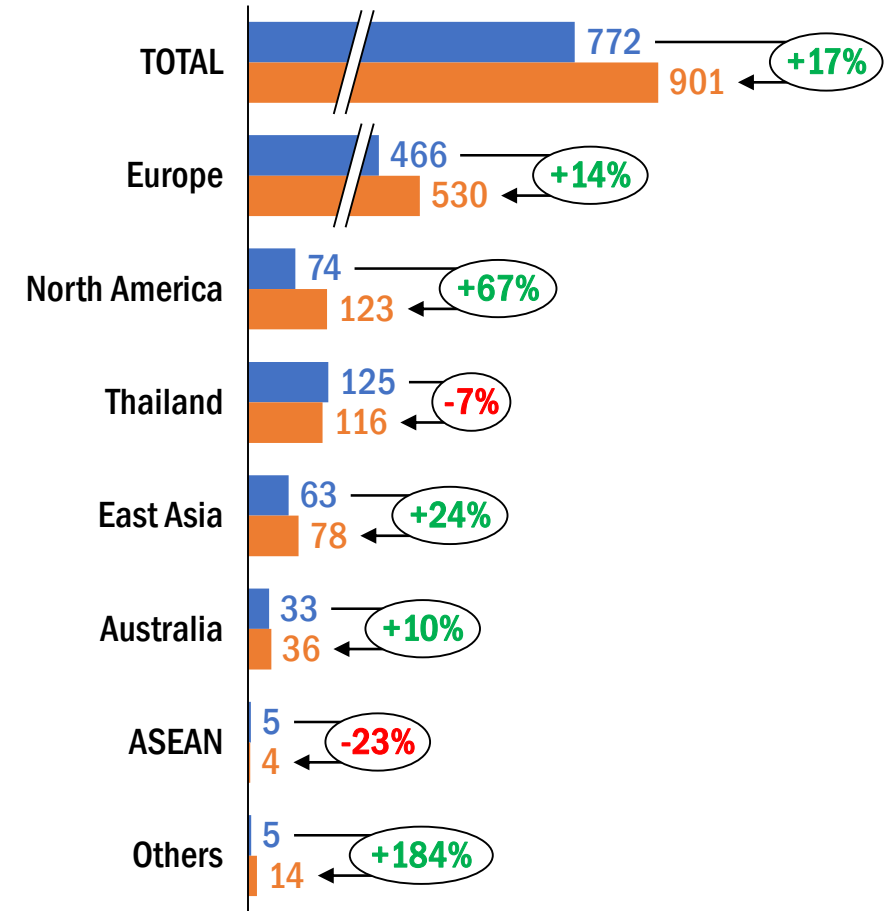
TOTAL SALES Q3-2019



TOTAL SALES Q3-2020



TOTAL SALES-2019 VS 2020



Unit: Million baht

"TO BE THE LEADING INNOVATIVE PACKAGING SOLUTION PROVIDER WORLDWIDE."

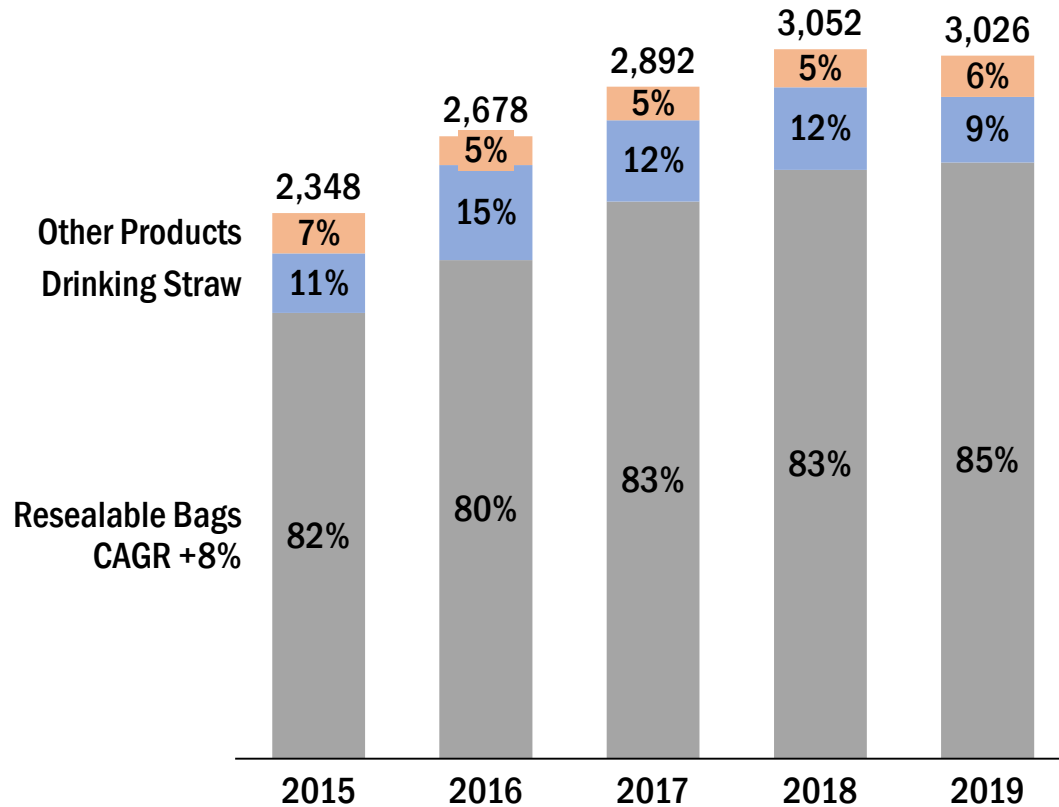
OUR PORTFOLIO SALES



THANTAWAN

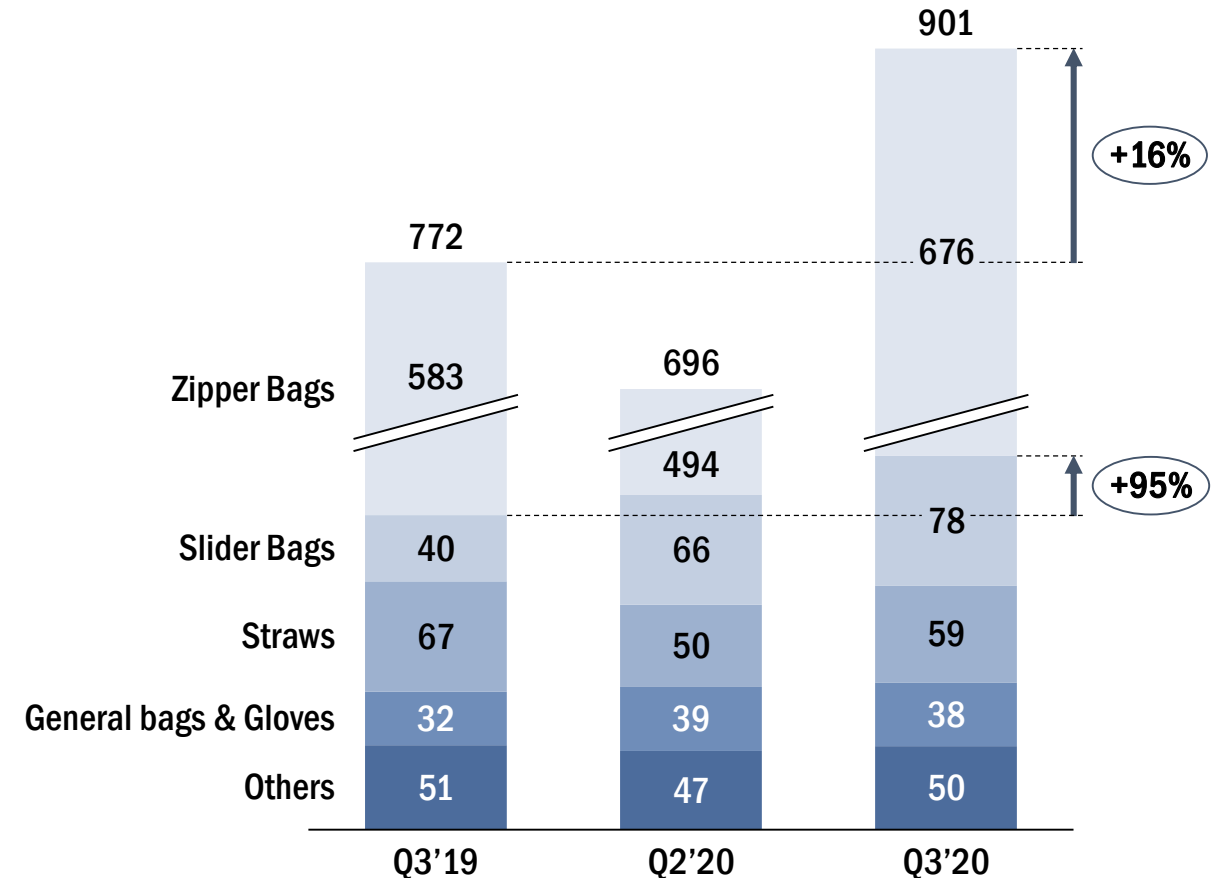
Sales by main product group

Shrinking demand in drinking straw from global anti-plastic but urbanization trend and hygiene concern boost up sales of resealable bags.



Zipper and Slider Bags

Zipper bags and slider bags are both the key driver.



Unit: Million baht

"TO BE THE LEADING INNOVATIVE PACKAGING SOLUTION PROVIDER WORLDWIDE."

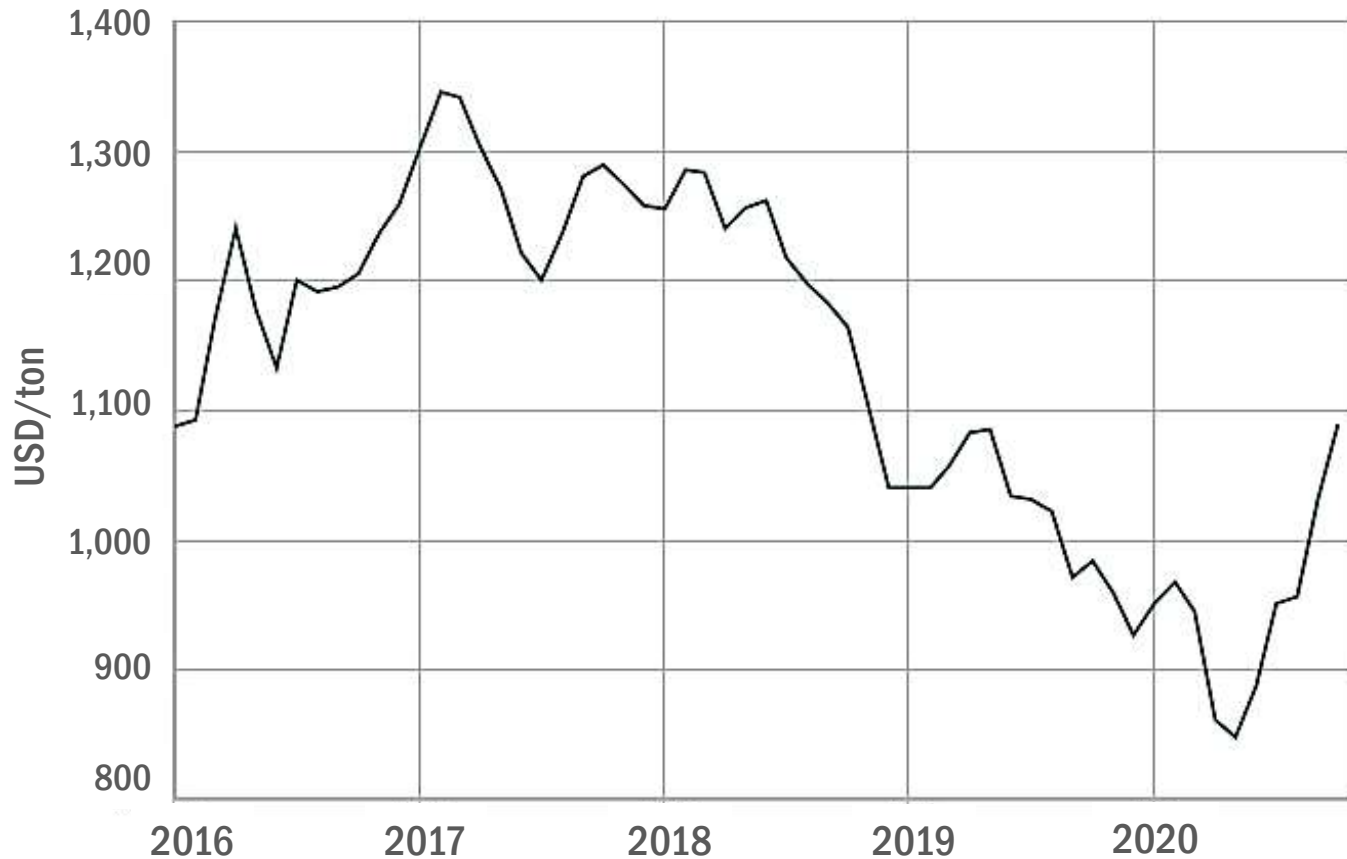
PROFIT



THANTAWAN

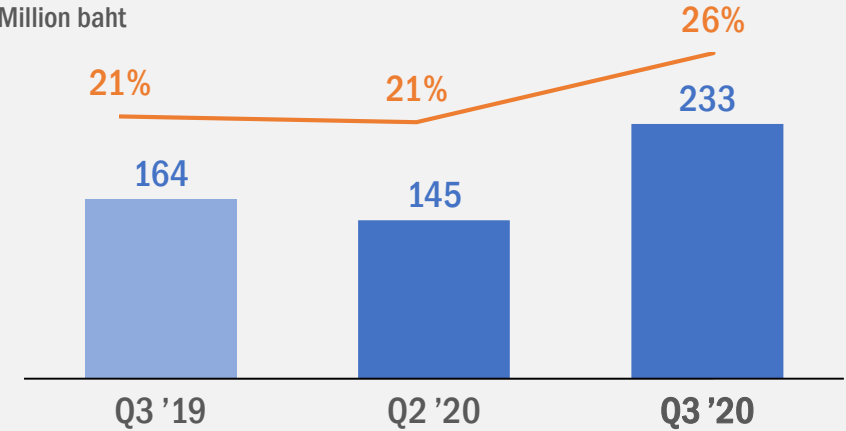
Record high of %GP in Q3'20 from both low raw material cost as well as productivity improvement.

Resin Price in 2016-2020



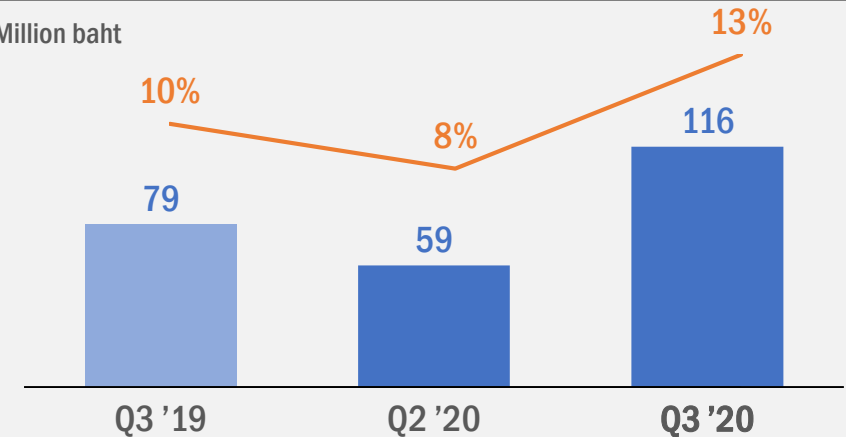
Gross Profit

Unit: Million baht



Net Profit

Unit: Million baht



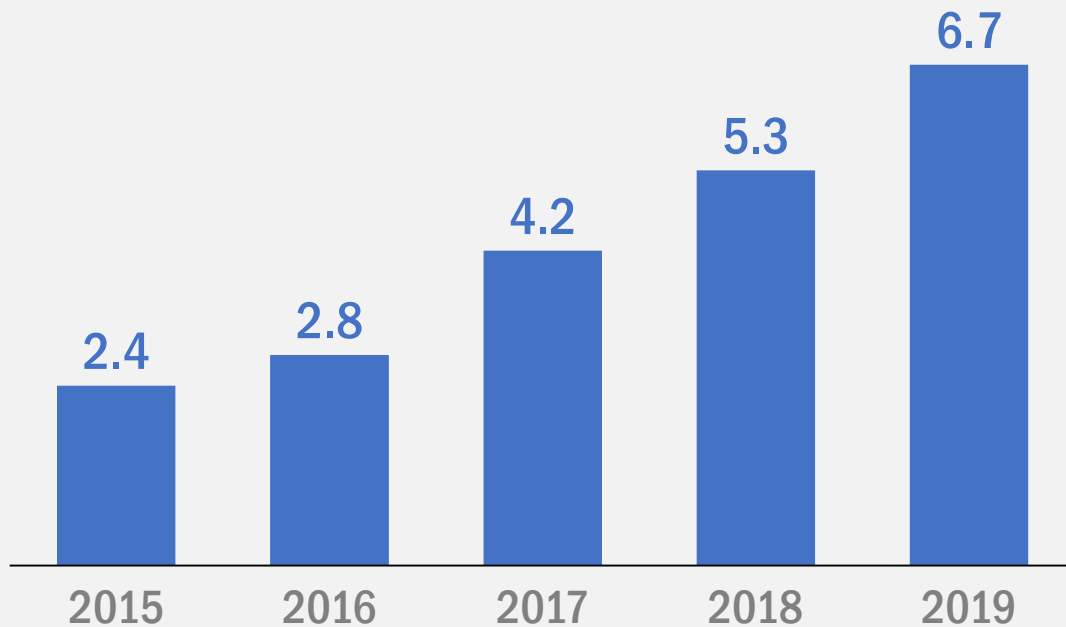
SUSTAINABLE GROWTH AND EARNING



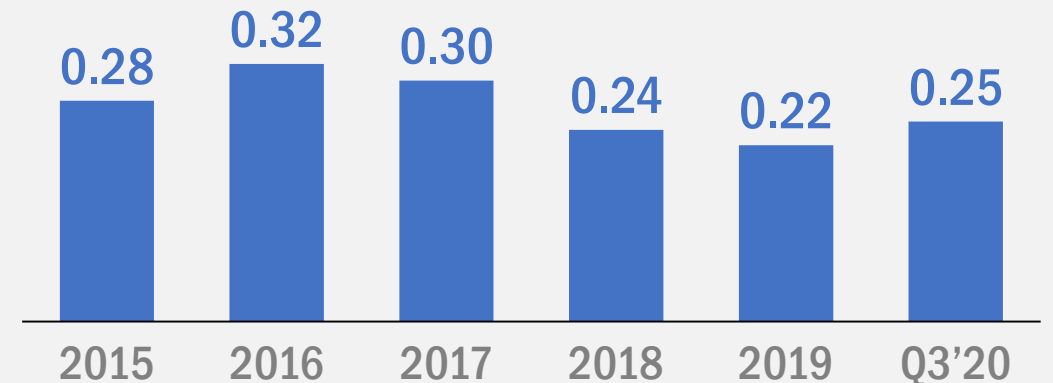
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Free of Interest-bearing debt and high cash level make us ready for future inorganic growth.

%Dividend Yield



D/E Ratio





- Business overview
- Financial performance
- **2020 Outlook & Future plan**

GLOBAL RESEALABLE PACKAGING INDUSTRY & TREND

In 2020, Resealable bag market was worth \$20 billion with CAGR of 7.2% to reach \$32 billion in 2027, while the Zippers packaging accounted for 20% of the total

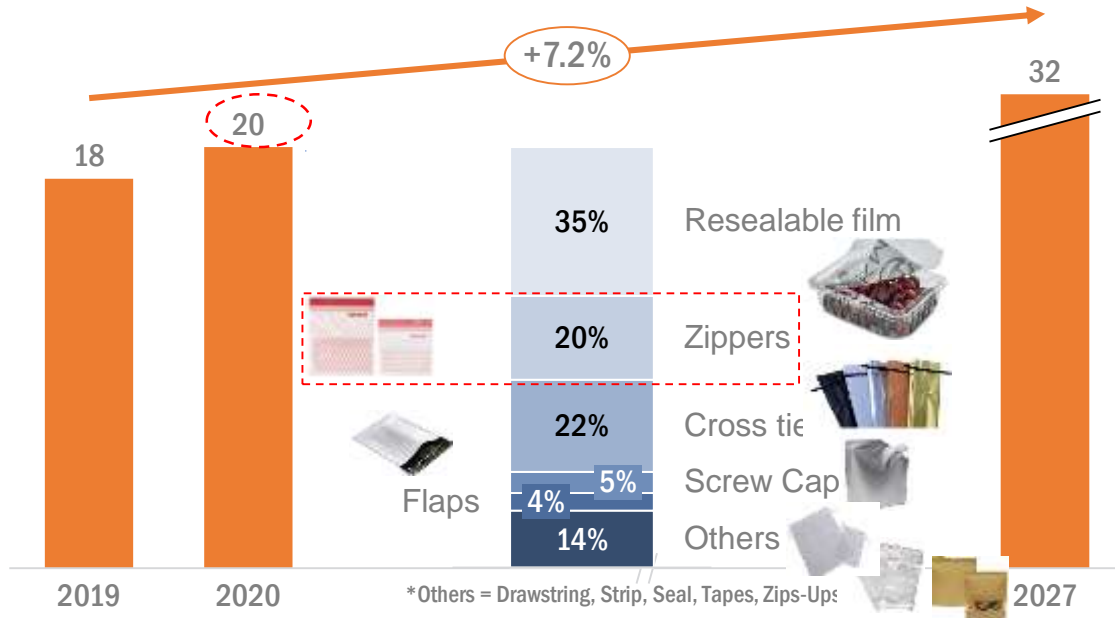


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Size and growth

Global Resealable bag packaging market:2019-2027

Unit:\$ Billion



THIP MKT Share = 2% Zippers segment contributes 20% of total resealable packaging bags.
 THIP Revenue = 2,400 MB

Packaging megatrends are expected to evolve in response to the COVID-19 crisis

Moderate ■ ■ ■ High

Key trend shaping the industry	Potential impact of expected trend			
	Past 5 years	Before pandemic	During pandemic	Next normal
Sustainability requirements increasing at every step of the value chain	Moderate	High	Moderate	High
New: Hygiene concerns	N/A	N/A	High	Moderate
Widespread e-commerce	Moderate	High	High	High
Rapidly changing consumer preference	Moderate	High	Moderate	Moderate
Fast-moving consumer goods and retail margin compression	Moderate	High	Moderate	High
Digitization of packaging	Moderate	Moderate	Moderate	Moderate

Why flexible packaging?

- Urbanization
- Sustainability
- E-commerce

Source: Internal research team

"Shaping the next normal of packaging beyond COVID-19", May 26, 2020 - McKinsey

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ZIPPER MARKETS SIZE AND GROWTH BY COUNTRY



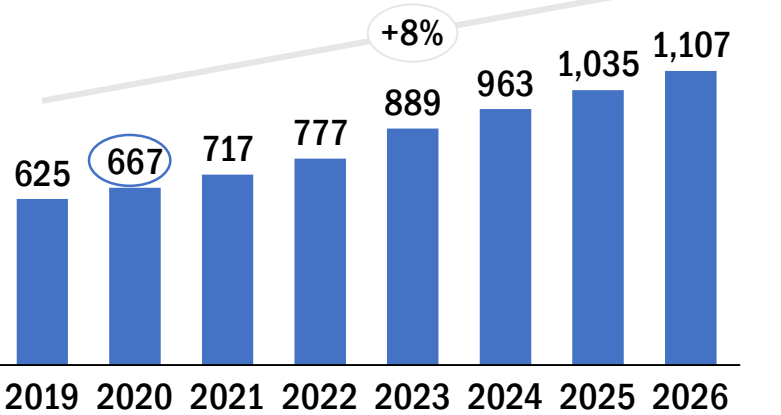
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USA is the main market of North America while ASIA has the highest consumption

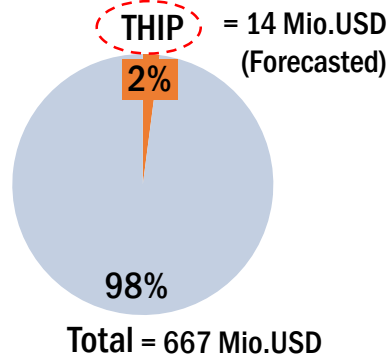
USA Market Size&Growth



Unit:\$ Million



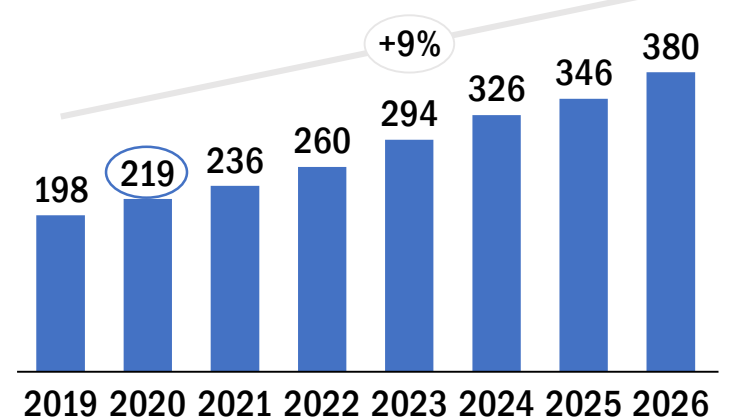
425 Mio.THB



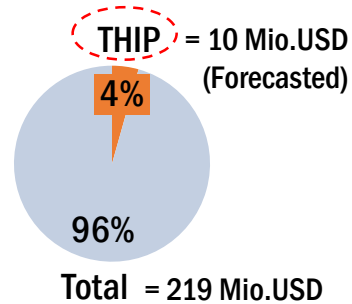
JAPAN Market Size&Growth



Unit:\$ Million



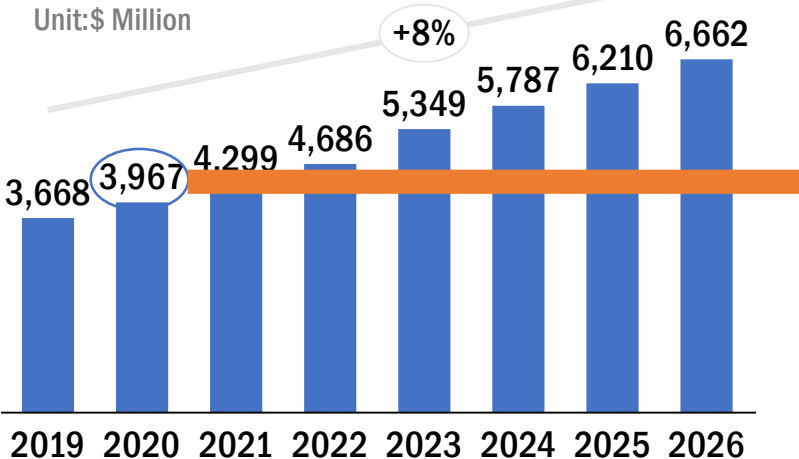
307 Mio.THB



World Market Size&Growth

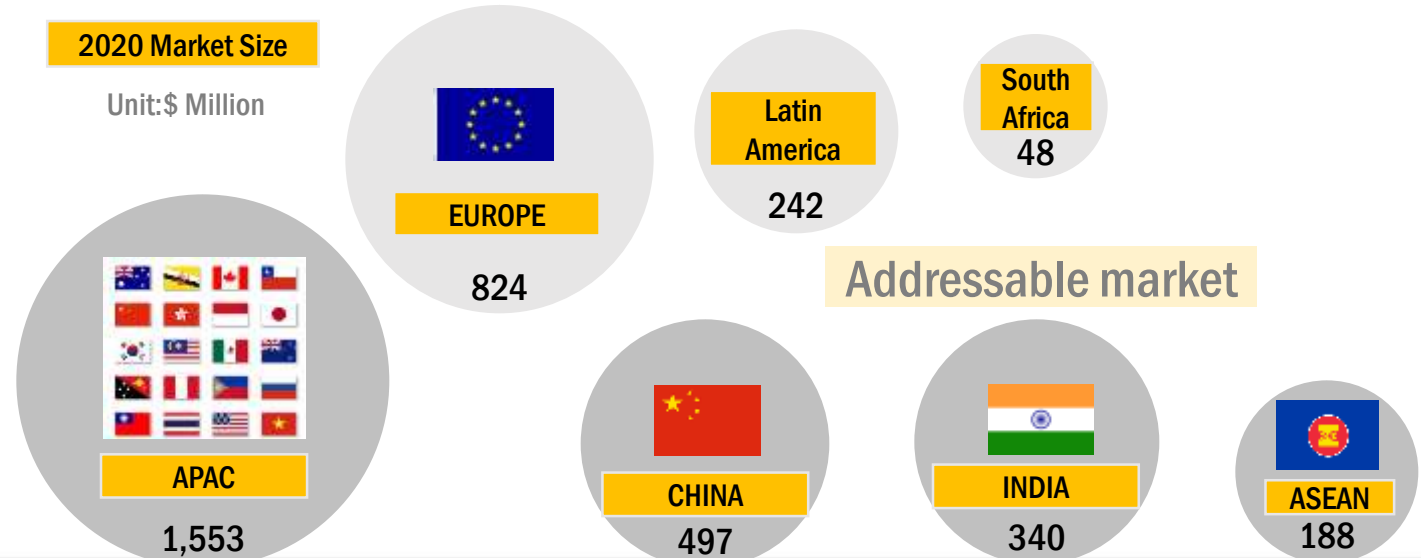


Unit:\$ Million



2020 Market Size

Unit:\$ Million



Addressable market



Strategic Direction on Business



Business Direction

Market Expansion

- Increase own-brand
- Expedite online-volume
- Penetrate ASEAN market and expand USA sales revenue

Product Development

- Offer innovative products with circular economy concept
- Build brand awareness

Capacity Expansion

- Increase internal capacity and improve productivity
- Build strategic partners

Cost Reduction

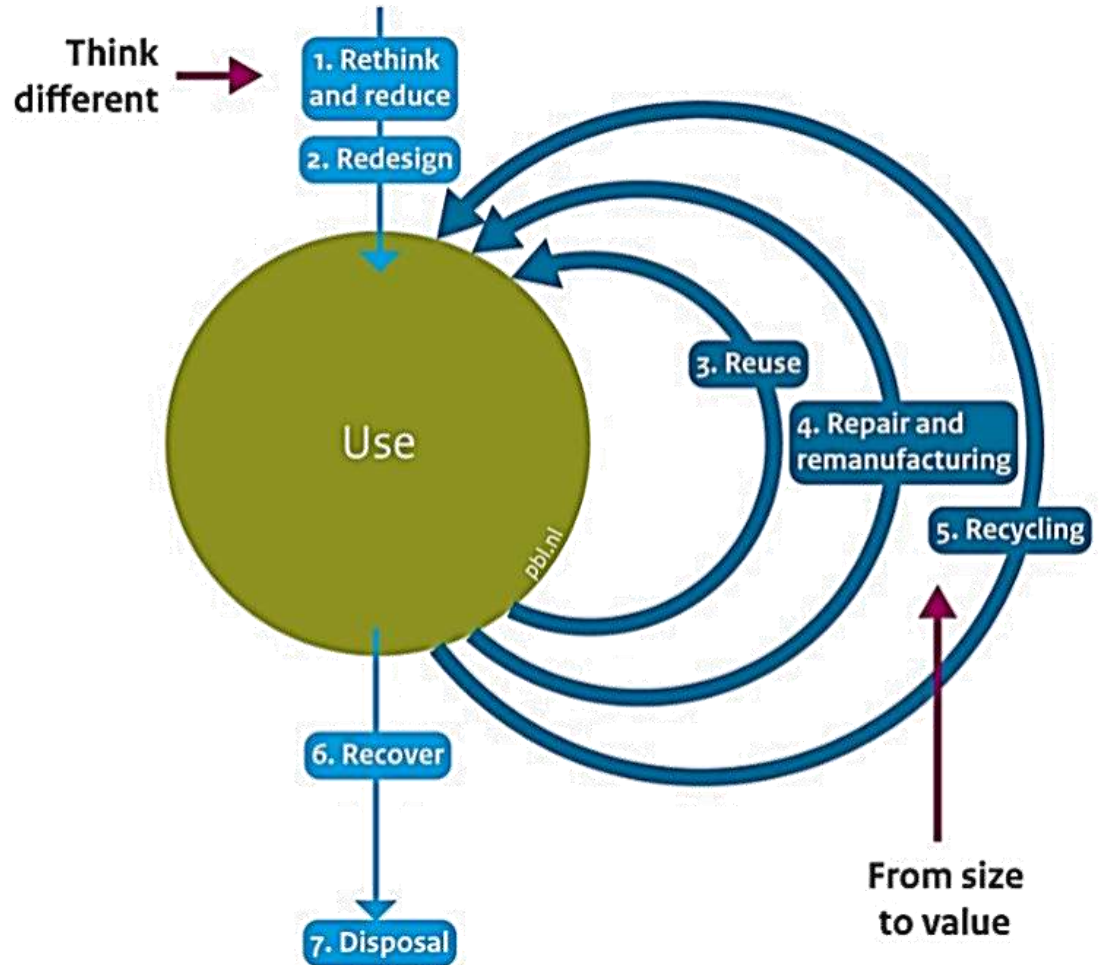
- Apply automation
- Continue process improvement (LEAN & TPM)
- Reduce energy consumption

SUSTAINABLE DESIGN CONCEPT



THANTAWAN

- CIRCULAR ECONOMY Focus on Products / Material & Process / Business Model



Re-Think/reduce
Re-Use
Re-Pair
Re-Cycle
Re-Newable
Re-Cover

DISCLAIMER



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