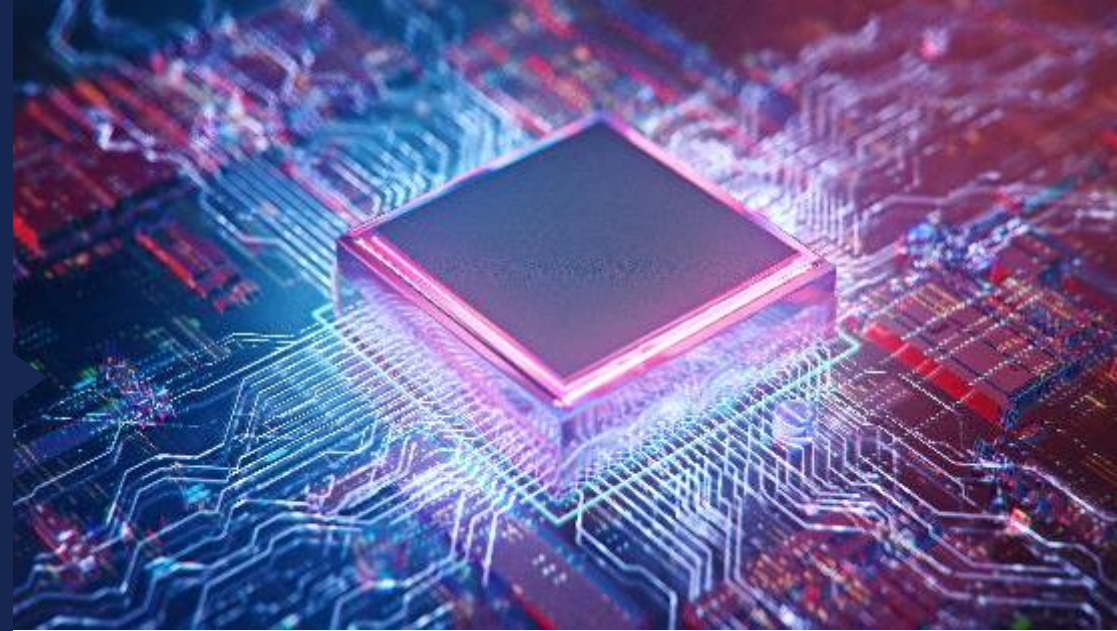


# INVESTOR PRESENTATION

## 3Q2021 Performance

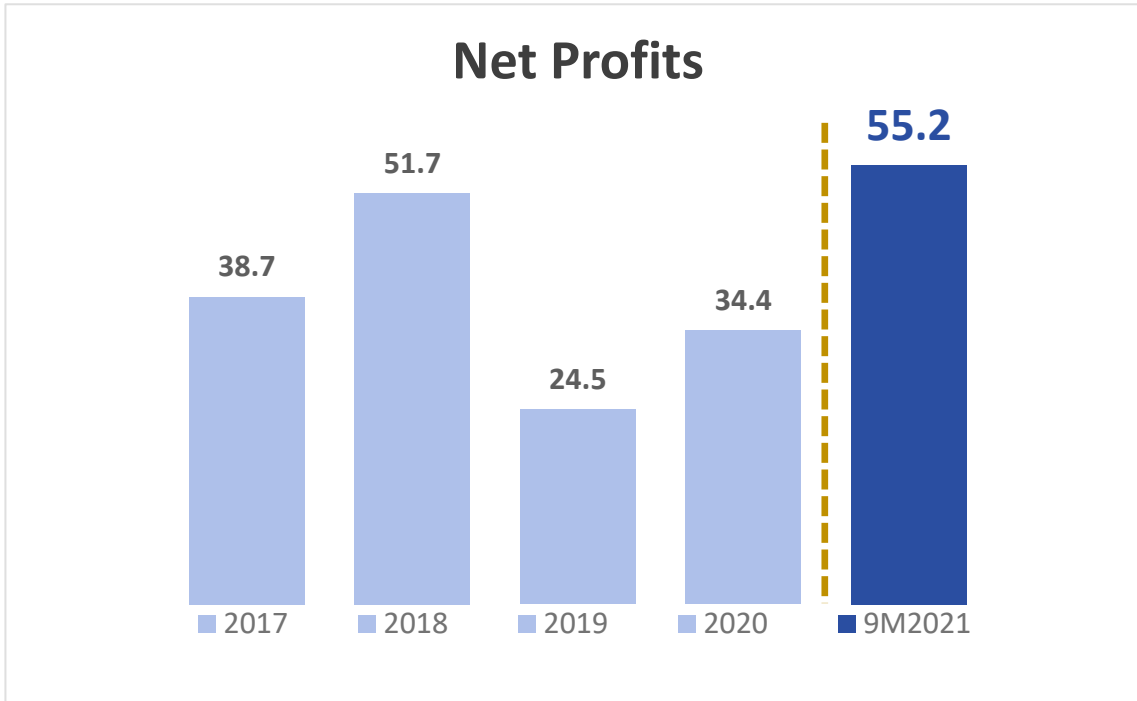


# 3Q2021 FINANCIAL PERFORMANCE

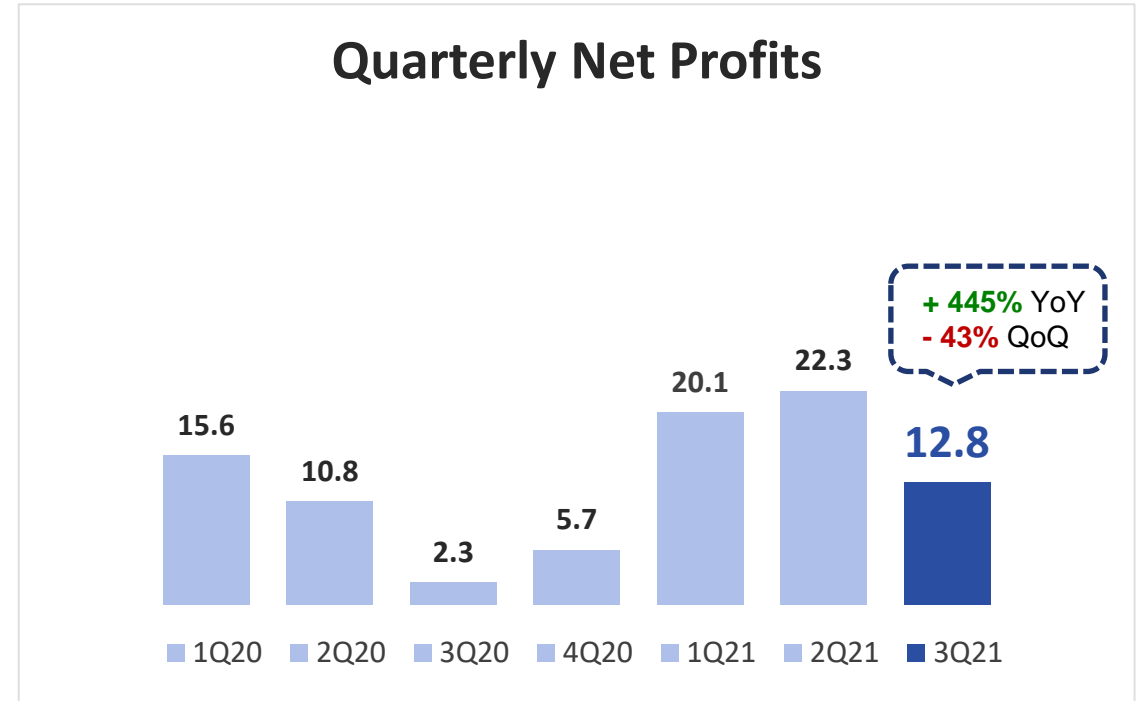


# Performance Highlight: Strong Net Profits from Core Business Growth

MN Baht



MN Baht

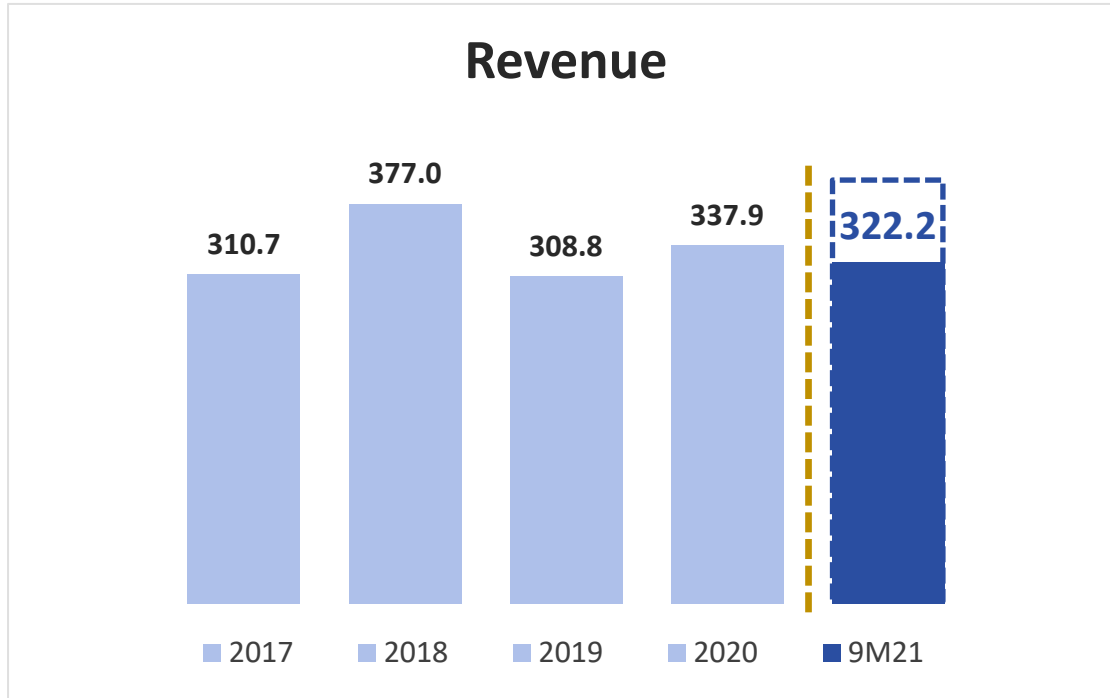


- **3Q21 Net Profits** grew **445% YoY** from core business growth, but decreased **43% QoQ** mainly due to prolonged COVID-19 situation.
- **9M21 Net Profits** recorded a **New High**

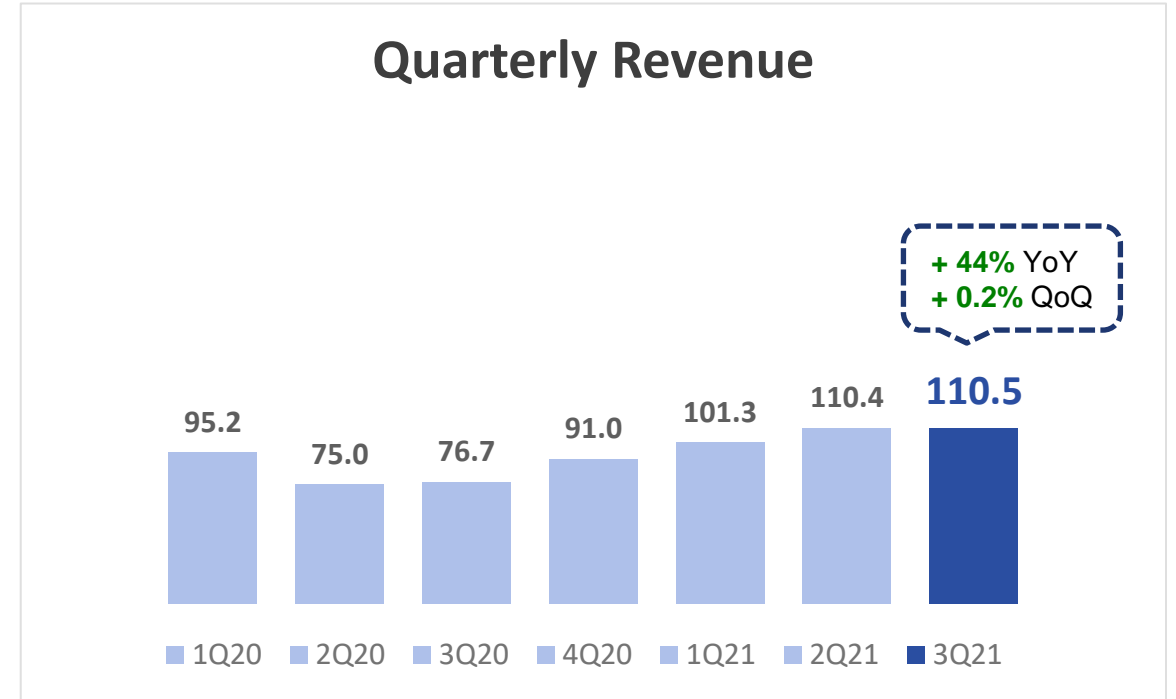


# Performance Highlight: Revenue hit New High for 3<sup>rd</sup> consecutive Quarter

MN Baht



MN Baht



**3Q21 Revenue** posted **New High** for third consecutive quarter, growing amid challenge conditions at **44% YoY** and **0.2% QoQ**

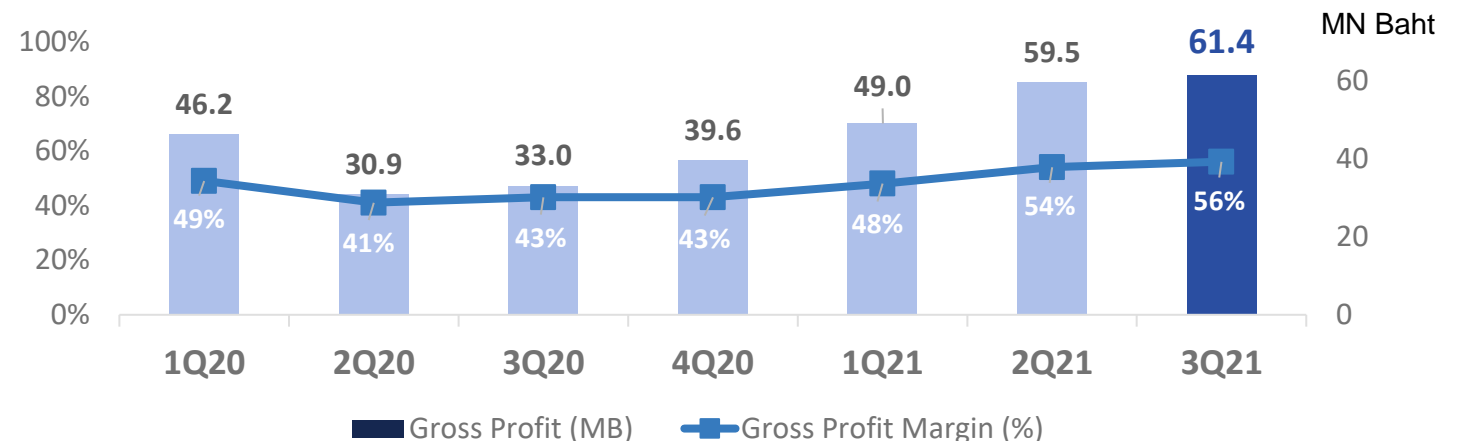
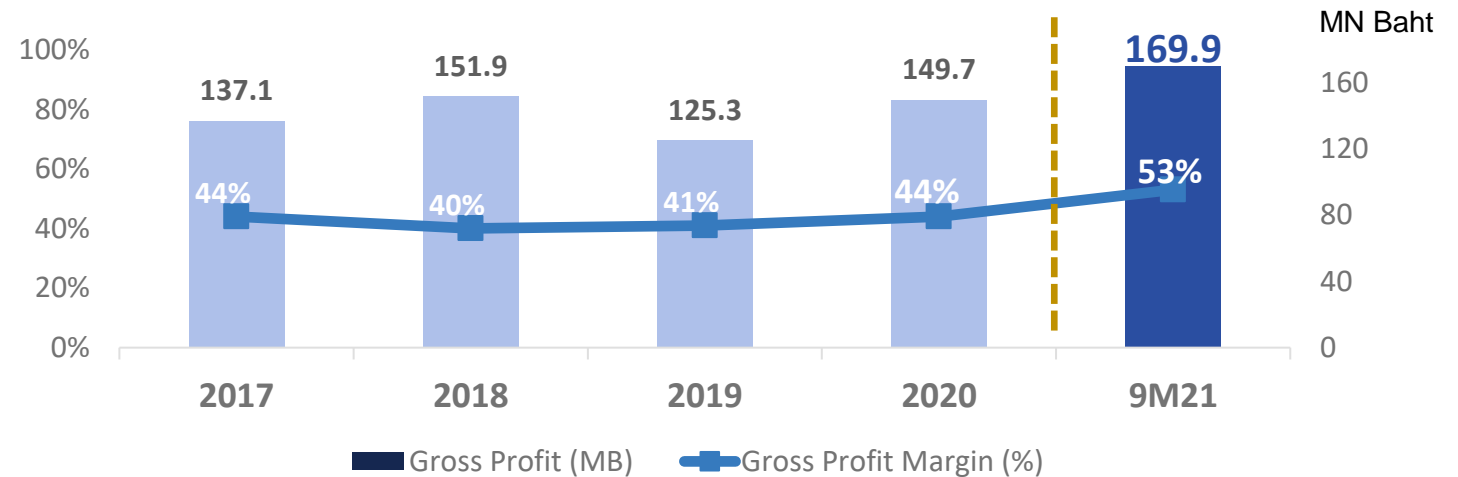


# Performance Highlight: Maintained High Margin amid Challenges

3Q21 GPM maintained high level at **56%**

9M21 GPM maintained high level at **53%**

Despite global supply shortage situation, GPM maintained high level from well-managed costs & inventory, and selling price adjustment



# 3Q2021 Financial Performance Summary

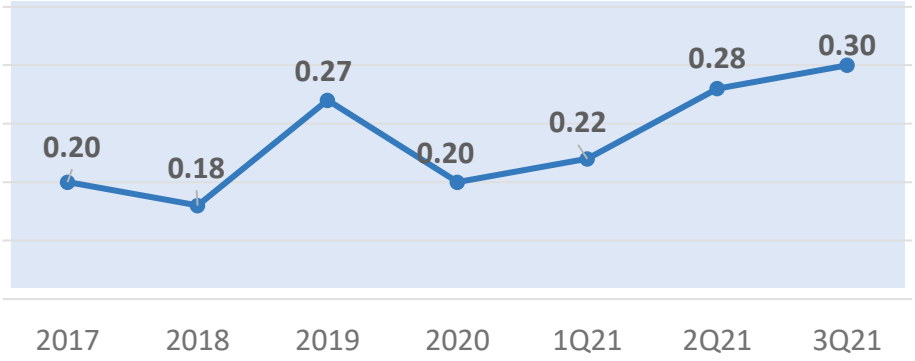
(Unit: million Baht)	3Q2020	2Q2021	3Q2021	% YoY	% QoQ	9M2020	9M2021	% YoY
Revenue from sales and services	76.7	110.4	110.5	44%	0.2%	246.9	322.2	31%
COGS	43.7	50.8	49.2	13%	-3%	136.8	152.3	11%
<b>Gross Profit</b>	<b>33.0</b>	<b>59.5</b>	<b>61.4</b>	<b>86%</b>	<b>3%</b>	<b>110.1</b>	<b>169.9</b>	<b>54%</b>
<b>%GPM</b>	<b>43%</b>	<b>54%</b>	<b>56%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>45%</b>	<b>53%</b>	<b>n.a.</b>
<b>SG&amp;A</b>	<b>30.2</b>	<b>38.9</b>	<b>43.2</b>	<b>43%</b>	<b>11%</b>	<b>81.1</b>	<b>109.4</b>	<b>35%</b>
Distribution costs	5.8	7.3	7.5	28%	2%	17.9	22.7	26%
Administrative expenses	24.4	31.5	35.7	46%	13%	63.2	86.7	37%
Other Income*	2.2	1.5	1.5	-30%	2%	4.2	4.6	9%
Other Expenses*	-	-	1.7	n.a.	n.a.	-	0.4	n.a.
Other gain (losses)**	(2.4)	0.04	(5.03)	107%	n.a.	(4.2)	(9.0)	n.a.
Finance costs	0.3	0.18	0.17	-44%	-6%	0.72	0.53	-26%
Tax income (expenses)	(0.1)	0.1	0.2	n.a.	129%	(0.2)	0.5	n.a.
<b>Net Profits</b>	<b>2.3</b>	<b>22.3</b>	<b>12.8</b>	<b>445%</b>	<b>-43%</b>	<b>28.7</b>	<b>55.2</b>	<b>92%</b>
<b>%NPM</b>	<b>3%</b>	<b>20%</b>	<b>12%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>12%</b>	<b>17%</b>	<b>n.a.</b>

Note: \* Other Income including gains from exchange rate, funding support for R&D projects etc.; Other Expenses including losses from exchange rate

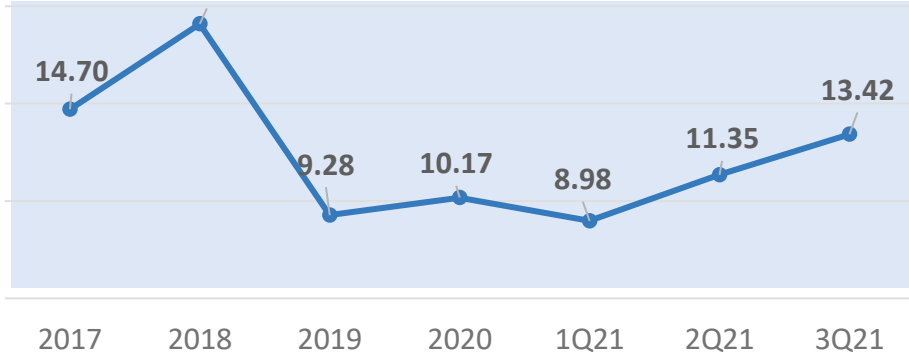
\*\* Other gains (losses) is the net unrealized gain (loss) from the exchange rate that do not enter the hedging accounting conditions. In 1Q2021, hedging accounting policy was implemented for derivatives items to reflect the actual gains and losses on forward foreign exchange contracts in the financial statements which the Company hedges against fluctuations in foreign exchange rates.

# Key Ratios

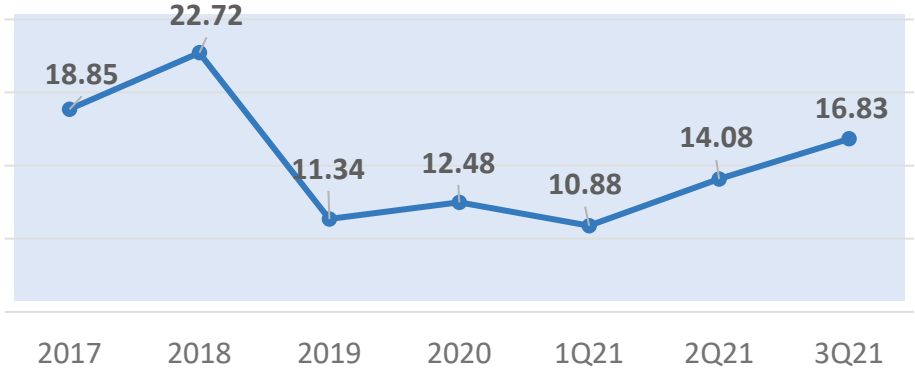
### Debt to Equity



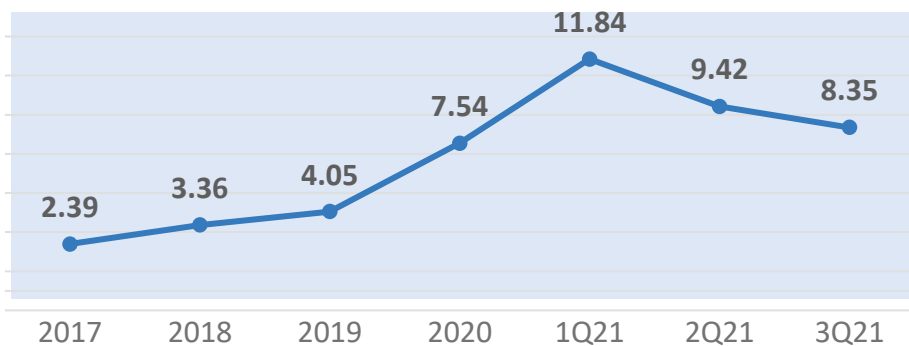
### ROA



### ROE



### Inventory Turnover



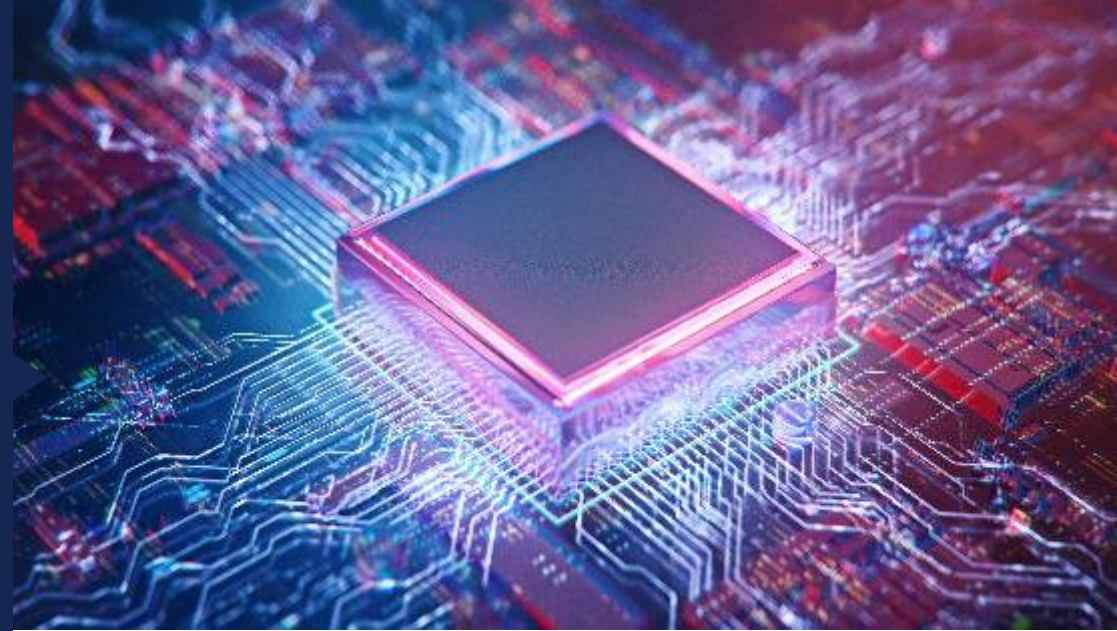


## Key Takeaway: 3Q2021 Financial Performance

- 3Q21 Net Profits grew 445% YoY from core business growth but decreased 43% QoQ mainly due to prolonged COVID-19 situation
- 3Q21 Revenue was New high for 3<sup>rd</sup> consecutive quarter, rising amid challenges at 44% YoY, driven mainly by Access Control/Reader groups, and slightly increased 0.2% QoQ driven by Immobilizer group
- Even in global supply shortage situation, GPM maintained high level at 56% from well-managed costs & inventory, and selling price adjustment
- Taking conservative approach to book project impairment from prolonged COVID-19 situation
- 3Q21 NPM stood at 12%; 9M21 NPM maintained high at 17%

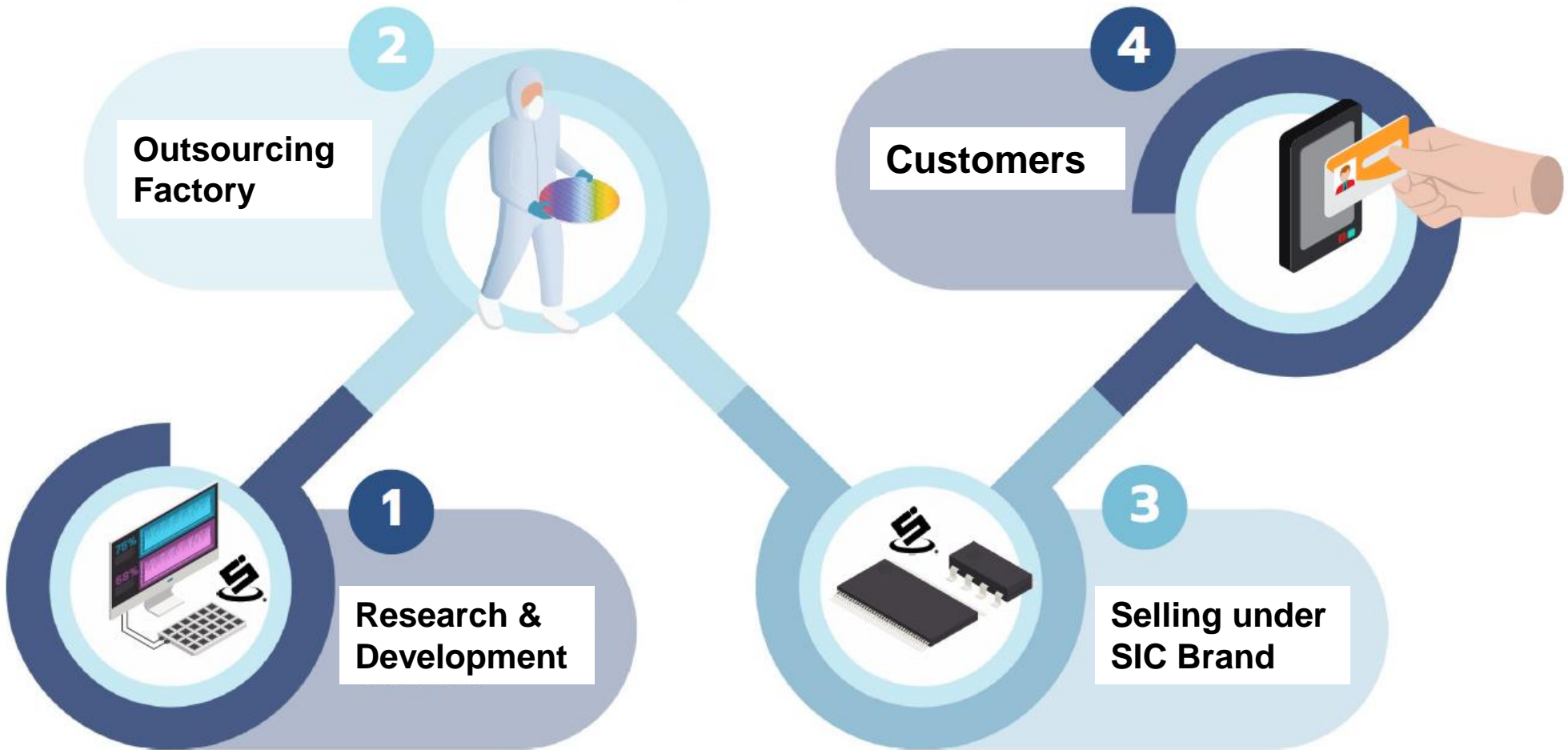


# COMPANY PRODUCTS PERFORMANCE



# Nature of Business

Fabless chip design, Expert in RFID





**ANIMAL ID**



**High performance in read range by SIC's unique technique**



**IMMOBILIZER**



**ASIC design per customers' requirements**



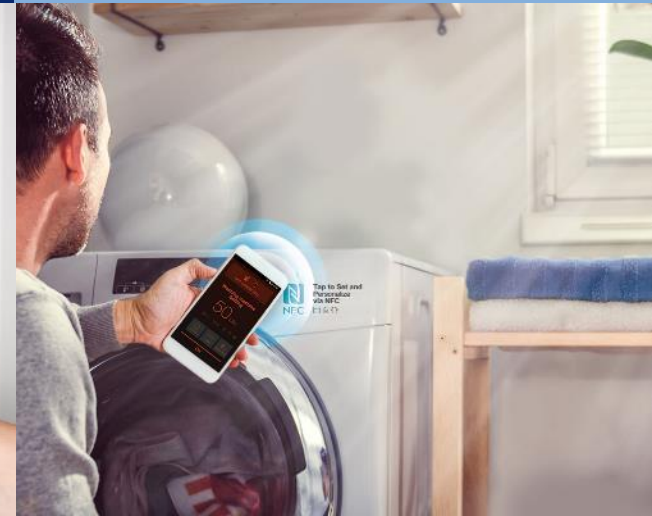
**ACCESS CONTROL/  
READER**



**Applicable with many applications and standards**



**NFC & Others**

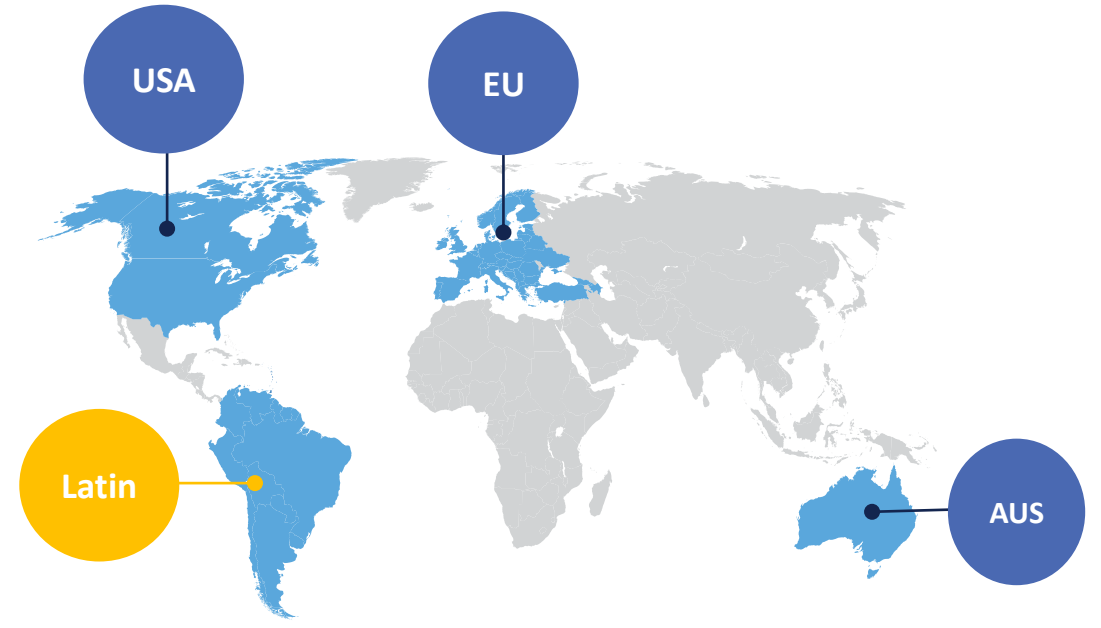


**High quality and unique features for leveraging the business**



# ANIMAL IDENTIFICATION

Longest read range; Best performance



- 3Q21 Revenue from Animal ID increased YoY due to increased sales order and selling price adjustment, while QoQ growth was flat
- Key drivers: law enforcement in several countries
- Challenges: COVID-19 may have caused law enforcement to be delayed

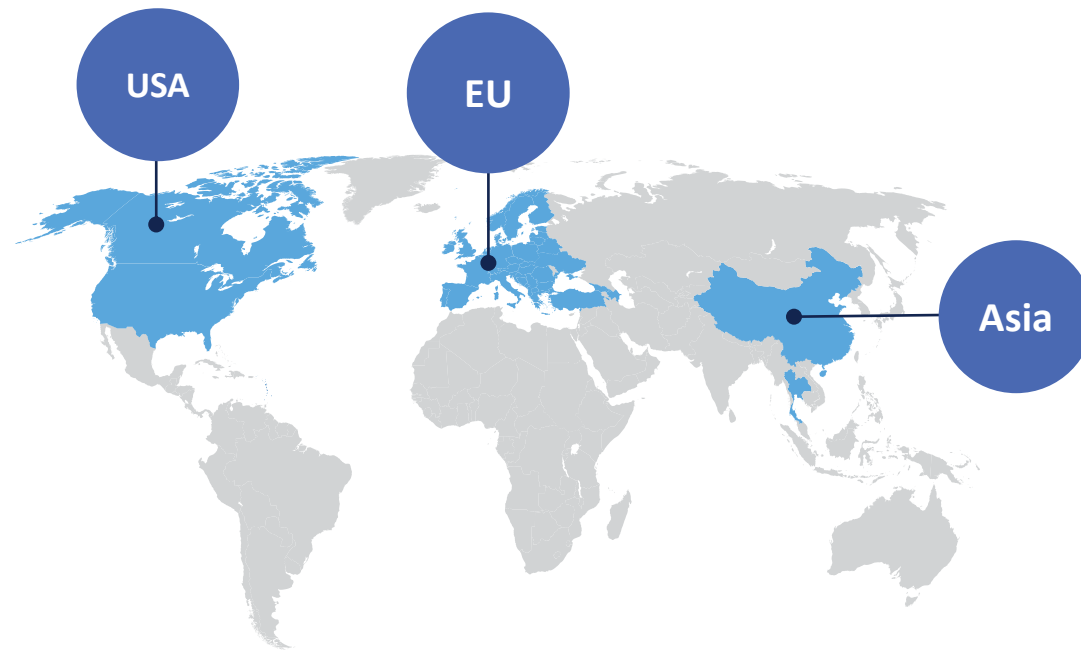
Million Baht

3Q2020	2Q2021	3Q2021	QoQ	YoY
27.3	36.8	36.4	(1%)	33%



# IMMOBILIZER

Applicable with almost automotive series to increase security in accessing vehicle



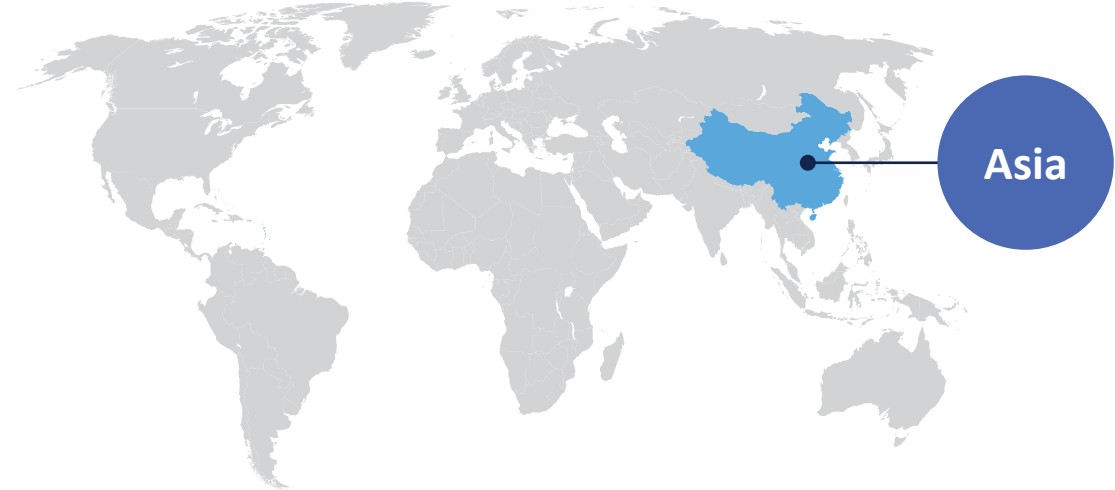
- 3Q21 Revenue from Immobilizer increased YoY and QoQ due to increased sales orders from existing main customers
- **Key drivers:** new product launch
- **Challenges:** new technology trend in automotive market

Million Baht

3Q2020	2Q2021	3Q2021	QoQ	YoY
19.3	21.4	23.1	8%	20%

# ACCESS CONTROL & INTERROGATOR

High efficiency and unique key features



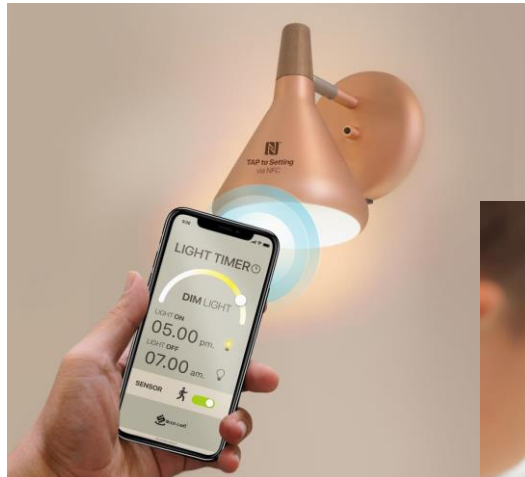
- 3Q21 Revenue from Access control & Interrogator increased YoY from expanding market share and selling price adjustment but quite flat growth QoQ
- Key drivers: increasing market demand
- Challenges: new technology trend

Million Baht

3Q2020	2Q2021	3Q2021	QoQ	YoY
29.1	48.8	47.9	(2%)	65%

# NFC & Others

High efficiency; can be applied in a wide range of applications



- 3Q21 Revenue from NFC increased YoY from expanding new customers but slightly decreased QoQ partly from supply shortage
- Key drivers: global trend and increasing market demand
- Challenges: supply shortage

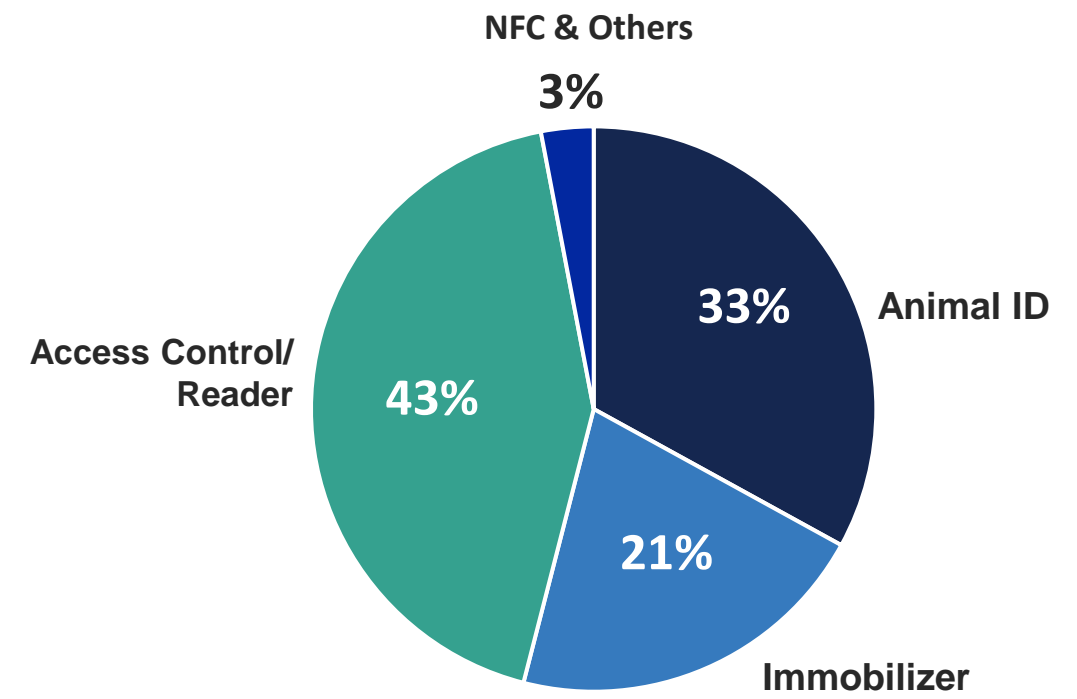
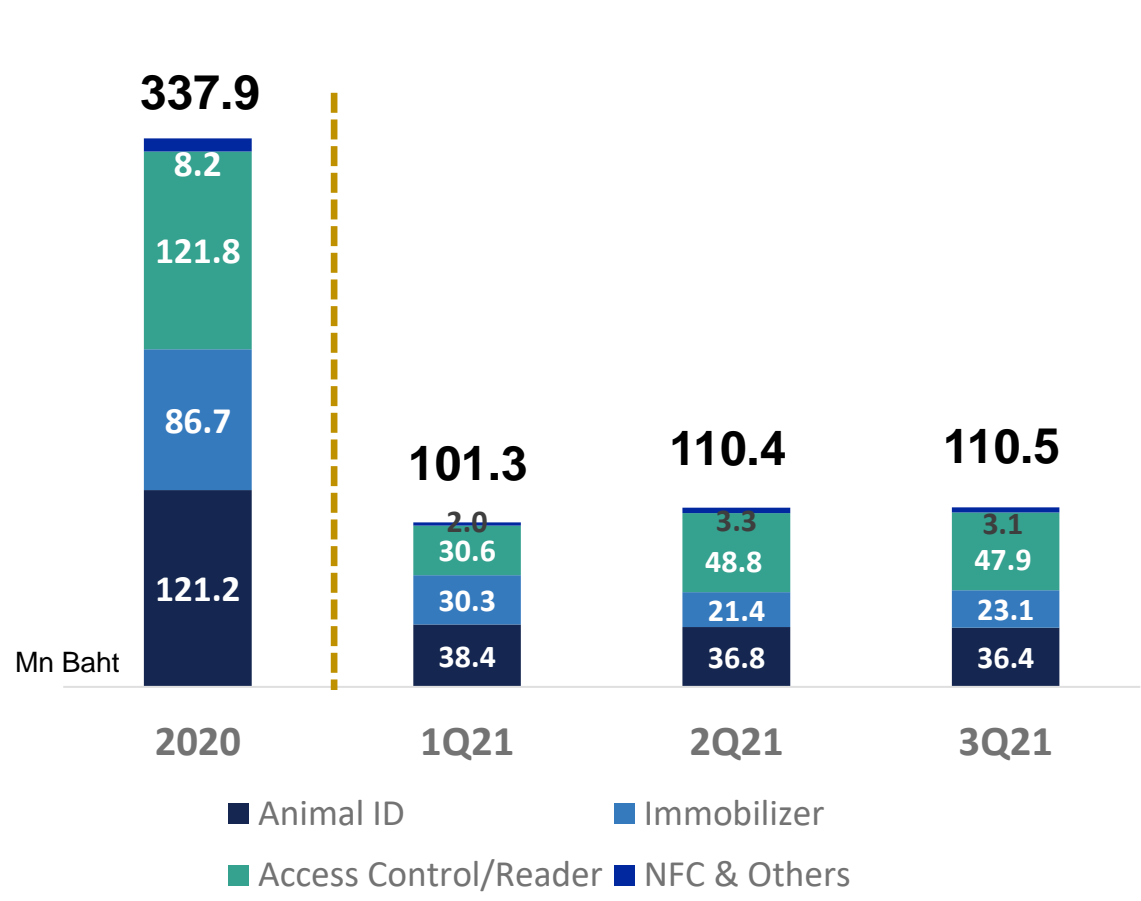
Million Baht

3Q2020	2Q2021	3Q2021	QoQ	YoY
0.9	3.3	3.1	(6%)	229%



# REVENUE STRUCTURE

## BREAKDOWN BY PRODUCTS

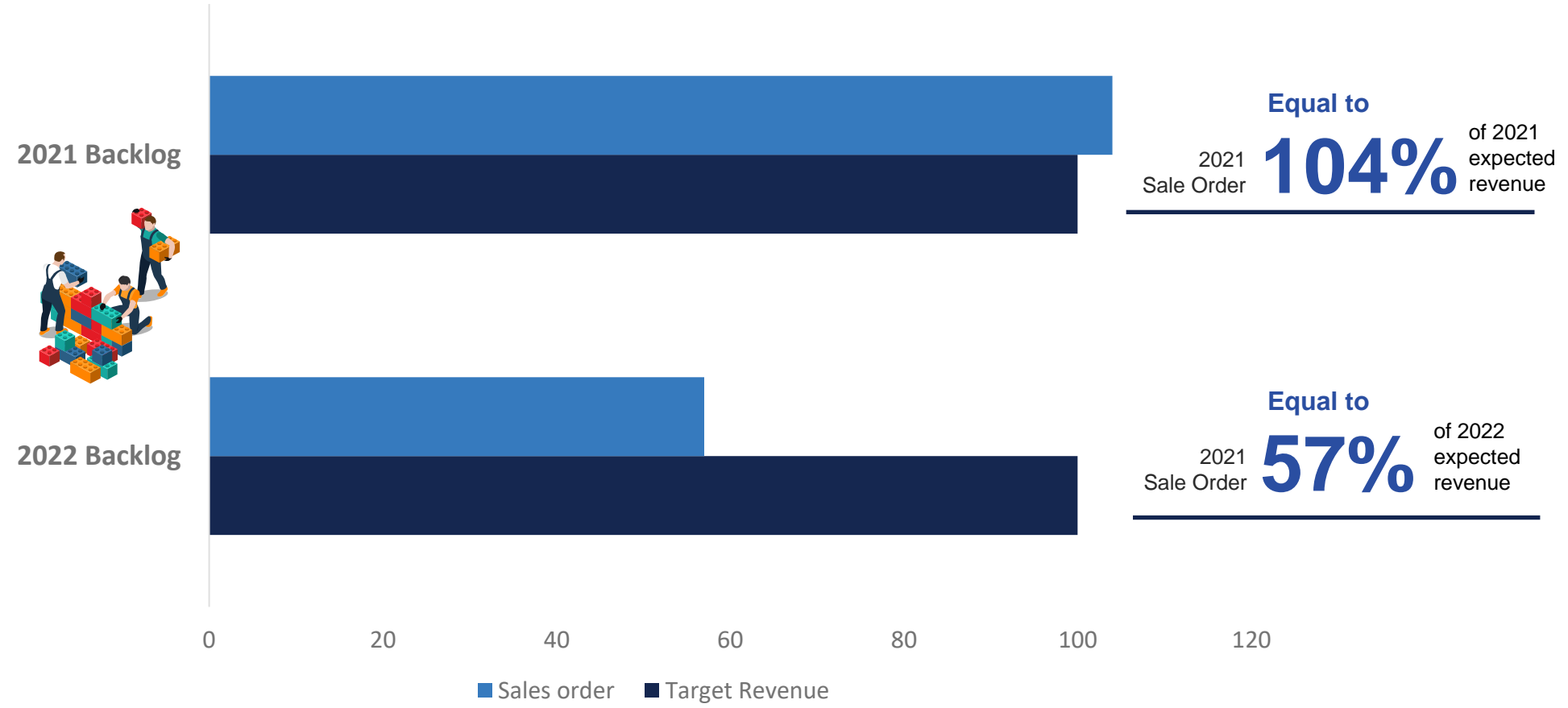


3Q21 REVENUE STRUCTURE



# 2021-2022 BACKLOG

## Demand side: Sale Order Supporting Revenue Growth



# 2022 Business Outlook



# 3Q2021 Events

## NFC Stickers for Individual Certification System in COVID-19



Oct 18, 2021, Dr. Bodin Kasemset, Chief Executive Officer of Silicon Craft Technology Public Company Limited (SICT), delivered 33,000 NFC Stickers to the Department of Health, Ministry of Public Health.

The NFC Sticker will be used with the Individual Certification System for participation in COVID-19 situations in risk screening to ensure that the establishment is safe and confident. It will help the business and entrepreneur to run activities with convenience and safety with fast and accurate personal certification technology.



# 3Q2021 Events

## Anti-Counterfeit Forum

Nov 5, 2021, Silicon Craft Technology PLC, together with the Office of the Board of Investment (BOI), along with government agencies and business partners, held webinars aiming to reduce the problem of Thai products being forged, plagiarized or worn rights through the transfer of technological knowledge and create solutions to reduce and prevent counterfeiting in Thai products.

The seminar presented solutions to tackling and preventing counterfeiting, as well as product value increases, by creating solutions to prevent counterfeiting combined with packaging innovation.

The integration of equipment and tools with technology that is a platform solution, will enhance the commercial potential. It also adds marketing channels that will create good market value.



สร้างโอกาส พัฒนา ต่อยอดศักยภาพ  
อุตสาหกรรมไทยกับการใช้เทคโนโลยี

### THAILAND ANTI-COUNTERFEITING FORUM 2021

## รู้การปลอมแปลง สร้างมูลค่าแบรนด์ และความผูกพันกับลูกค้า



KEYNOTE

วันศุกร์ที่ 5 พฤศจิกายน 2564  
เวลา 13.30-16.45 น.

กรุณากรอกข้อมูลให้สมบูรณ์ และ  
ส่งกลับแบบฟอร์มภายในวันที่  
2 พฤศจิกายน 2564



ผ่านโปรแกรม zoom

ชวนคลื่น พลอยมี

รองเลขาธิการคณะกรรมการส่งเสริมการลงทุน  
สำนักงานคณะกรรมการส่งเสริมการลงทุน (BOI)

REGISTER NOW!

ลงทะเบียนเข้าร่วมสัมมนา ฟรี

### วิทยากร



อารดา เพ็ญทอง

ผู้อำนวยการสำนักงานพัฒนาผู้ประกอบการค้าชายแดน  
กรมส่งเสริมการค้าระหว่างประเทศ กระทรวงพาณิชย์



วิรัตน์ จงกลวนิชสุข

ผู้อำนวยการกองส่งเสริมการพัฒนากฎหมายสินค้า  
กรมทรัพย์สินทางปัญญา กระทรวงพาณิชย์



ดร. ดารัตน์ เบนกฤษฎาทร

ผู้เชี่ยวชาญด้านส่งเสริมองค์ความรู้และวัสดุ  
สำนักงานส่งเสริมเศรษฐกิจสร้างสรรค์ (องค์การมหาชน)



กรรสิริสุข ตันติเวชส

นักวิชาการส่งเสริมการลงทุน สำนักงานพัฒนา  
ผู้ประกอบการค้าชายแดน  
กรมส่งเสริมการค้าระหว่างประเทศ (BOI)



ดร. นัตตินทร์ เทษมาศประเสริฐ

ประธานเจ้าหน้าที่บริหาร  
บริษัท อีอีคอน คราฟท์ เทคโนโลยี จำกัด (มหาชน)



ชัยสร สอนสมจิตร

ผู้จัดการฝ่าย Customer Application Engineering  
บริษัท อีอีคอน คราฟท์ เทคโนโลยี จำกัด (มหาชน)

สิทธิ์พิเศษ!

สำหรับบริษัทที่เข้าร่วมสัมมนา และ  
สมาชิก กคสอที่จะมีชื่อขึ้นเพื่อป้องกัน  
การปลอมแปลง (จำนวนจำกัด)

📞 กรุณาติดต่อ  
คุณสุรศักดิ์สรวย คุณปิยะธิดา คุณชัชวราพรรณ  
02 553 8111 ต่อ 8353, 8402, 6111

✉️ sansung@boi.go.th,  
piyadhida@boi.go.th,  
addcharapun@boi.go.th

หมายเหตุ : ที่มาภาพ จะพิจารณาจากคุณสมบัติและความสนใจ ตามที่กำหนด

A hand is pointing towards the right side of the slide. The background on the left is a blurred digital financial dashboard. It features a line chart with a peak and a dip, a bar chart with vertical bars of varying heights, and a table with columns labeled 'High', 'Low', 'Vol', and 'Pre/Os'. The text 'Stocks' and 'Industries' is also visible. The overall color scheme is dark blue and green with white and yellow highlights.

# 2022 Business Overview

- **Growth continuation from top products** owing to their benchmark performance in the market
- **Growth rate depending on supply situation** and the return pace of on-hold **regulation enforcement** of Animal ID
- **Good level of profitability** among external factors on higher COGS by continuous **operational excellence**
- Focus on ramp-up of **new products**
- **Higher R&D Investment** for new product applications

# Supply Situation Outlook

- **Global Semiconductors Shortage** foreseen by industry to maintain until the **end of 2022**
- Shortage happening **not only on chip but also deeper on raw materials as well as assembly**
- Most of capacity of well-known **supply sources sold out**
- Silicon Craft already **reached long-term supply agreement with key partners**
- **Challenges still on** for all potential business upsides and tender-based opportunities





# Our Focus in 1H2022



- Support our customers by **fulfilling orders** of all backlogs in 2021 as well as delivering as much as possible for tender-based projects
- Successful **release of new immobilizer product** with secured capacity for ramp-up
- **New business opportunities** on customized design projects
- Stay on-track on all running **R&D projects**
- **Improve operational efficiency** on business processes

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