



TPBI Public Company Limited

SET Awards 2022

Sustainable Excellence

Aug 23, 2022

"Think Circular
Think Sustainable"



tpbi Consumables 



tpbi Flexibles 



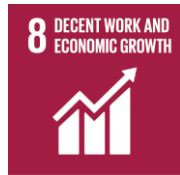
tpbi Paper 



tpbi Green & Innovation 



Sustainability Target 2025



PROFIT



Profitable Growth
Double Net Profit
within 2025

PLANET



- Green products*
represent 30% of portfolio
- Decarbonization
30% of production process
within 2025

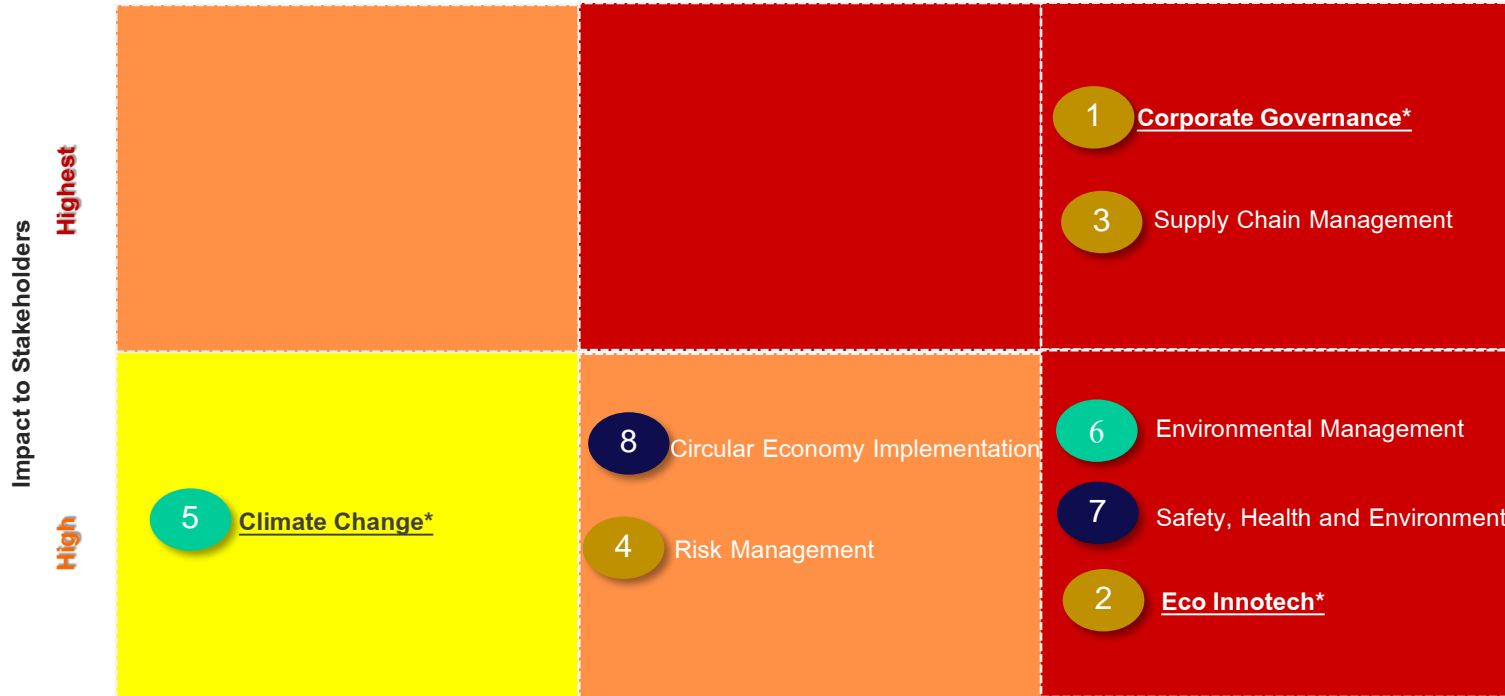
PEOPLE



Grow and Engage
Build capability and
talent pool to drive
sustainable growth

*Green Products : Upcycling products/Renewable products (using renewable materials >25%) /Compostable/ Recycled products (PCR contents >5%) /PCR resins/FSC Papers

Materiality Assessment of the Company 2022



1. What is our “business challenge”?



1. Plastic Crisis



The world **currently** produces around 6.3 billion tons of plastic waste and **only 9% is recycled** while **12% goes to the incinerators**. This means **79% remains unmanaged***.

2. Trade Competition



Major business landscape is export sales to **international markets** which is attractive for local competitors and other low-cost players from around the globe. Market conditions and regulations are also varied.

1.1 Plastic Crisis

Key Strategy and Action Plan



1.2 Trade Competition



Key Strategic Actions



1. PORTFOLIO MANAGEMENT

Value creation by product variety, mix and new products to catch up market trend



2. MARKET PENETRATION and EXPANSION

Seeking new markets and channels through market intelligence and networks



3. OPERATIONAL EXCELLENCE

Continuing improve production efficiency and supply chain including cost reduction to stay competitive

2. How do we respond to “Climate change”



“Climate change” is our *risk* but we turn it into opportunity

2.1 Implementing our internal strategies for solving climate change



Reducing CO₂ emission through production

- Continue reducing production waste
- Develop recycled compound
- Maximize recyclability of materials
- Modified and increased number of die head per extruder to multiply outputs and save energy cost



Energy and water saving

- Solar energy
- Water circulation system
- Automation warehouse
- EV forklifts



Products and Services

- Develop new and greener products
- Being certified of PCR products
- Promote circular economy activities

2.2 Implementing our external strategy for solving climate change



Cooperation with stakeholders along the values chain

- Joined hands with designers, suppliers, converters and recyclers for upcycling innovation products
- Closing the loop for plastic packaging from producers to ended customers



Building up social awareness

- Sharing knowledge through WON project
- Creating value for plastic waste through educational and marketing programs including public events

Testaments of our implementation

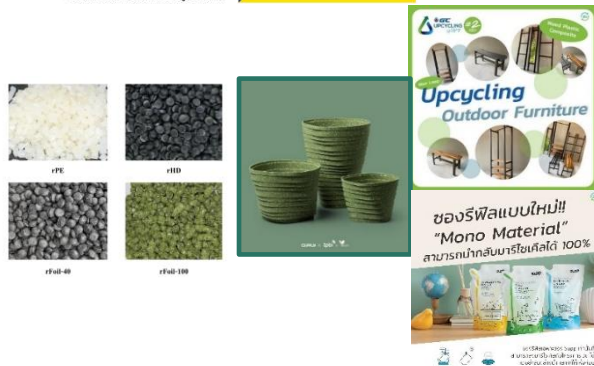


Cooperation with stakeholders along the values chain

Closing the loop from producers to ended customers



Joined hands with designers, suppliers, converters and recyclers for upcycling innovation products



Building up social awareness



Sharing knowledge through WON project (Collecting 284 Tons and reducing 247 Tons CO₂e)

Donating 5 THB per KG of collected plastic waste to society through various environmental foundations

3. How we change the society through our potential



Strategy and goals to change society



Product Innovation

- Focus on green products and using circular economy as a core strategy
- Strengthen sales of green products and represent 30% of sales by 2025



WON Project

- Sharing and communicating the right message to increase recycle rate of waste in Thailand
- Being one of collecting channel to support EPR system in Thailand

3.2 Achievement to date



Products Innovation



1. Co-designed with customers and suppliers towards more **GREEN**

- reusable bags
- garbage bags with s-cut
- wave top bags

2. Added more value to plastic waste

- mailing bags from 100% PCR
- mono-material
- upcycled products
- recycled products



3.2 Achievement to date (cont/.)



Won Project



Waste from communities



Post-Consumer Recycled Resin



1. Turned waste to worth

2. Support EPR (Extended Producer Responsibility) system with strategic partners



3.2 Achievement to date (cont/.)



Carbon footprint
Reduction

↓ **7,689** *
Tons CO₂e

Equivalent to planting of ~854,320 trees

(Planting 1 tree will absorb 9 KGs per year of CO₂)

* Calculated from recycled resins usage in operation and WON project)

Revenue

548,028 **
THB

** Gained through WON project)

WON's being recognized as green branding which led to additional sales of green products by

↑ **160 M** THB

QUESTIONS 

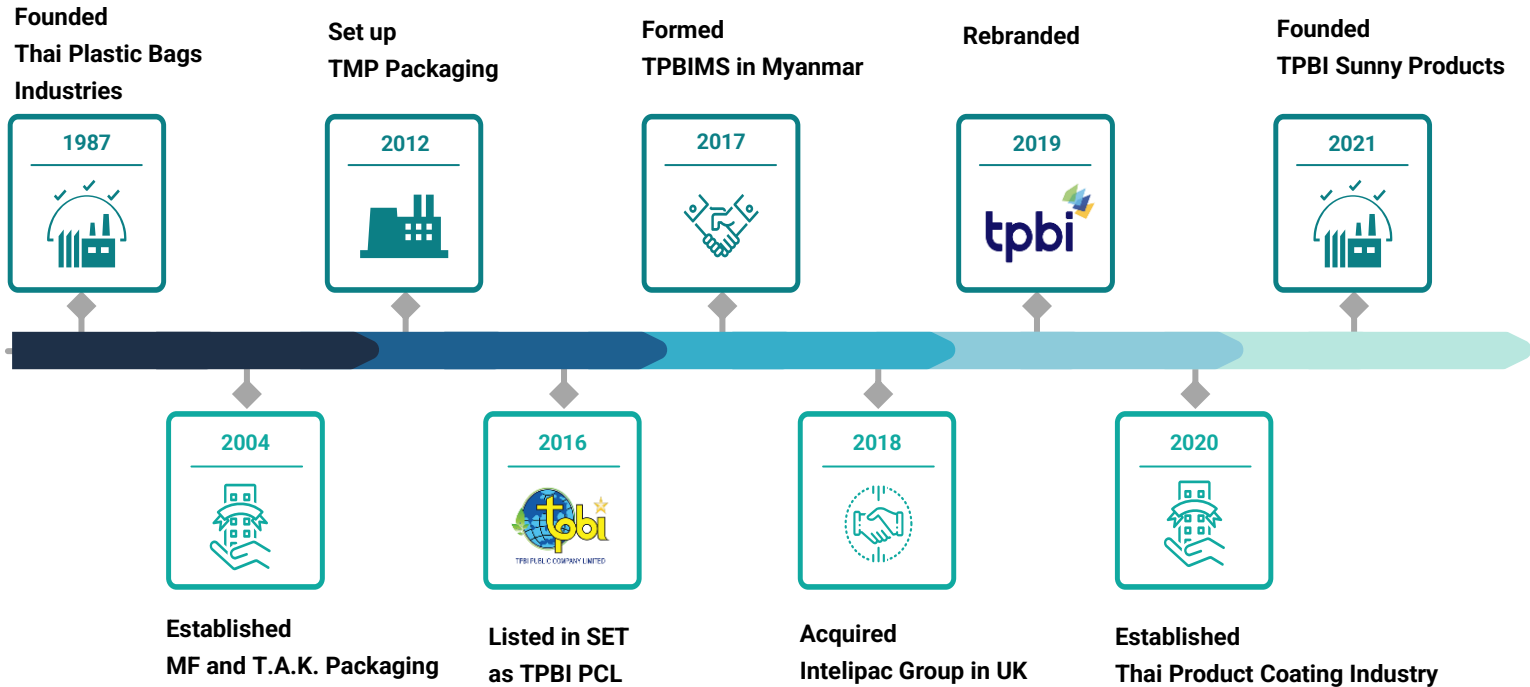
Q & A

 **ANSWERS**



APPENDIX

TPBI's Key Milestones

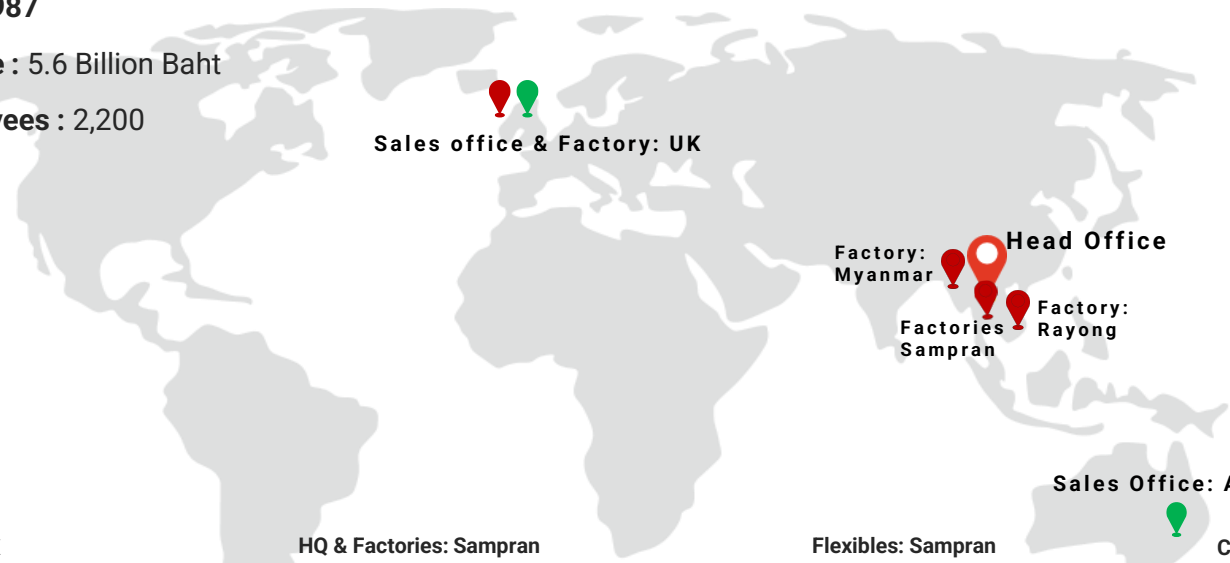


Growing through organic expansion, merger and partnership

TPBI At a Glance



- **Founded in 1987**
- **Sales revenue : 5.6 Billion Baht**
- **Group employees : 2,200**



Paper: UK

HQ & Factories: Sampran

Flexibles: Sampran

Consumables: Rayong



Consumables



- Garbage bags
- Loop-handle / Die cut bags
- Zipper bags
- Mail Order bags / Liner bags
- Bio compostable bags
- Fruit & Vegetable bags
- Fashion bags / EMAP film bags
- LLDPE food bags
- Vest carrier / T-shirt bags
- Can / container coating

Flexibles



- Lamination film
- Barrier film
- Stretch hood/ Shrink film
- Packaging for frozen food, ready-to-eat food and snacks
- Digital Printing

Paper



- Flat & Satchel bag
- Block Bottom bag
- Stand on Shelf bag
- Tape Handle
- Die cut SOS bags

Global Trading



- Polyethylene Resin
- Reusable bags
- Piping bags
- All products from Consumable, Flexible, and Paper divisions.