



STX

Opportunity Day  
Q3/2024





# Agenda for Today



# ABOUT OUR COMPANY

## Industry Leader in Construction Stone and Dolomite Solutions

STX operates a mining business, producing and supplying granite and limestone for construction, as well as dolomite products. With over 28 years of experience, the company is committed to eco-friendly and community-conscious mining practices.

We emphasizes quality production management to meet diverse customer needs, establishing long-term partnerships, especially with major ready-mixed concrete producers, construction contractors, and local operators. STX is a trusted partner across the industry.



# STX Company Profile



- The company was established on January 25, 1996, under the name Pioneer Aggregates (Thailand) Co., Ltd., with an initial registered capital of 35,991,000 Baht, at a par value of 100.00 Baht per share. The company engages in the business of stone mining, sand pits, and the production and sale of ready-mixed concrete.
- June 2001: the company changed its name from Pioneer Aggregates (Thailand) Co., Ltd. to Hanson Sandstone Products (Thailand) Co., Ltd., following a change in the shareholder structure to the Hanson Group.
- 2004: Name changed from Hanson Sandstone Products (Thailand) Co., Ltd. to Boral Sandstone Products (Thailand) Co., Ltd. after Hanson Group sold its shares to Boral Group, an Australian multinational construction materials company.
- December 2012: The Pingklasai family, leading a group of Thai investors, acquired the company from the Boral Group.
- In 2021: the company expanded its product line at the Chom Bueng Quarry by constructing Phase 1 of the dolomite processing plant for lump production. The plant was designed for a continuous process across Phases 1 and 2 to meet market and customer demands seamlessly. Currently, Phase 1 produces dolomite in three sizes: 60-100 mm, 30-60 mm, and 0-30 mm. Product sizes can be adjusted based on market demand and volume requirements.
- In 2022: the company expanded its dolomite processing facility by adding Phase 2 (DLM 2), a state-of-the-art unit designed to produce dolomite powder and equipped with a quality control laboratory. DLM 2 produces dolomite in sizes up to 325 mesh, catering to industries such as glass manufacturing, construction, and soil improvement. With flexible production capabilities, the facility is tailored to meet dynamic market and customer demands. Construction of DLM 2 was completed in March 2023, with commercial operations officially launched in Q2 2023.
- In 2023: the company changed the par value of its shares from 10.00 Baht to 1.00 Baht per share. Subsequently, in 2024 the registered capital was increased from 242,134,600 Baht to 307,134,600 Baht through the issuance of 65,000,000 new common shares at a par value of 1.00 Baht each. These shares were offered to the public through an Initial Public Offering (IPO), and the company was officially listed on the Market for Alternative Investment (MAI) on April 26, 2024.



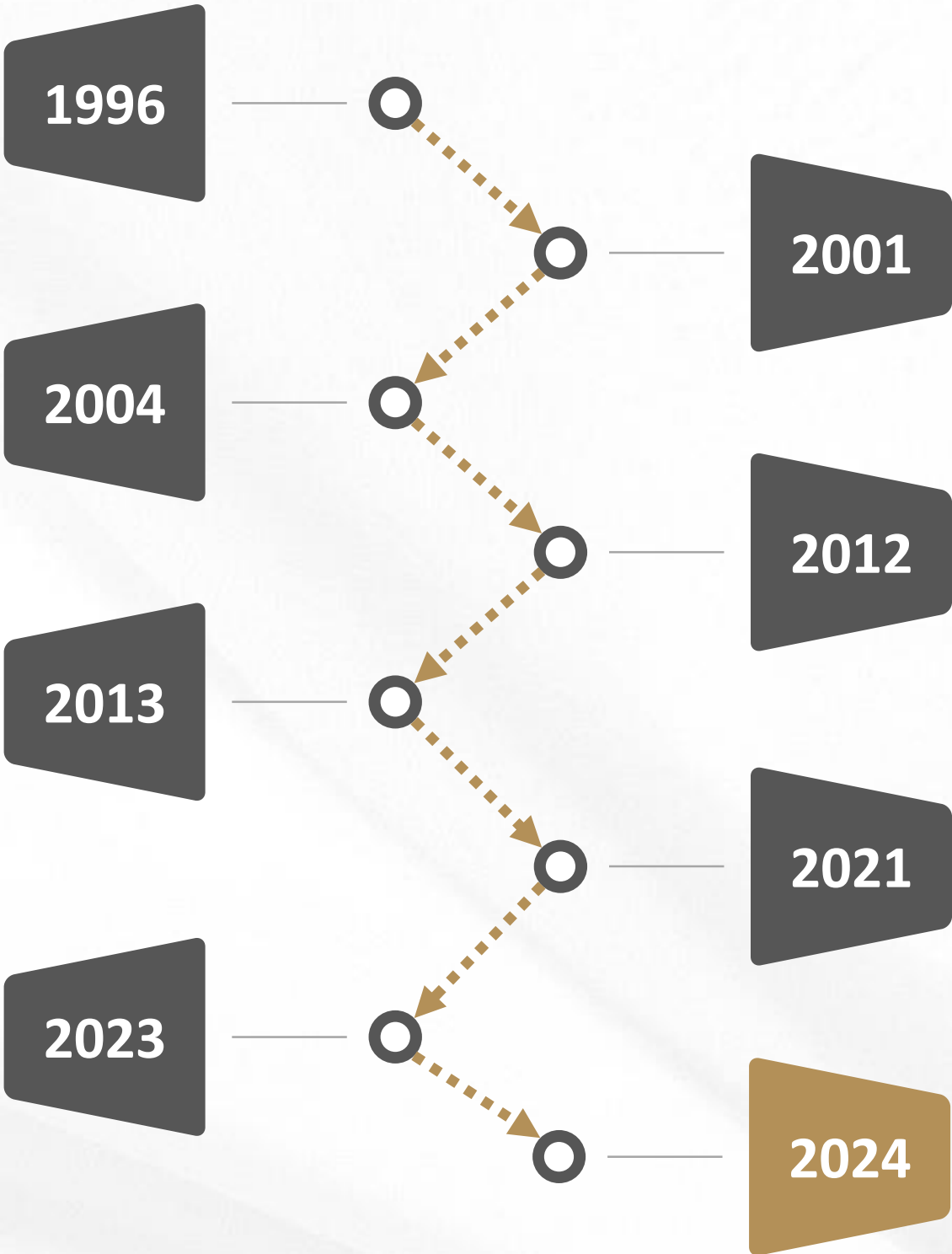


**Establish a company** under the name Pioneer Aggregates (Thailand) Co., Ltd.

**Renamed** to Boral Sandstone Products (Thailand) Co., Ltd. with Boral Group, Australia as the major shareholder

**Renamed to** Stone One Public Company Limited, producing and distributing construction stones with full transport services

**Expanded the business** into Dolomite Powder and filed for MAI stock market listing



**Renamed** to Hanson Sandstone Products (Thailand) Co., Ltd.

**Acquired by Stone One's major shareholders** and then restructured the company, divesting the ready-mixed concrete business and retaining only the quarry operations

**Entered a new business** of Dolomite Lump

**Successfully listed on the MAI market.**

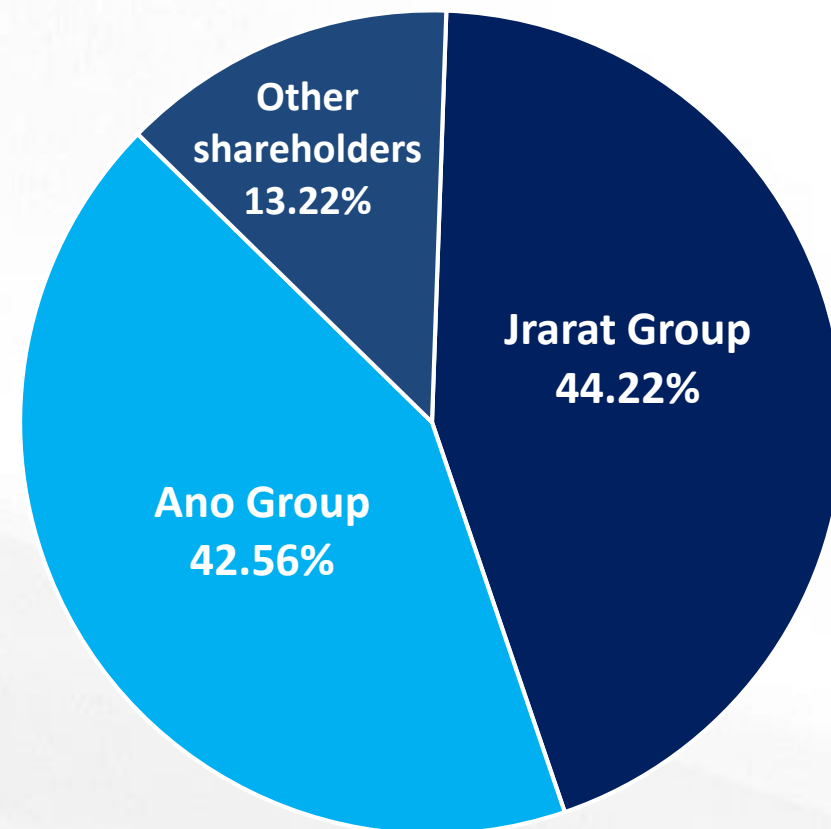


# Group & Shareholding Structure

## Shareholding Structure

## Group Structure

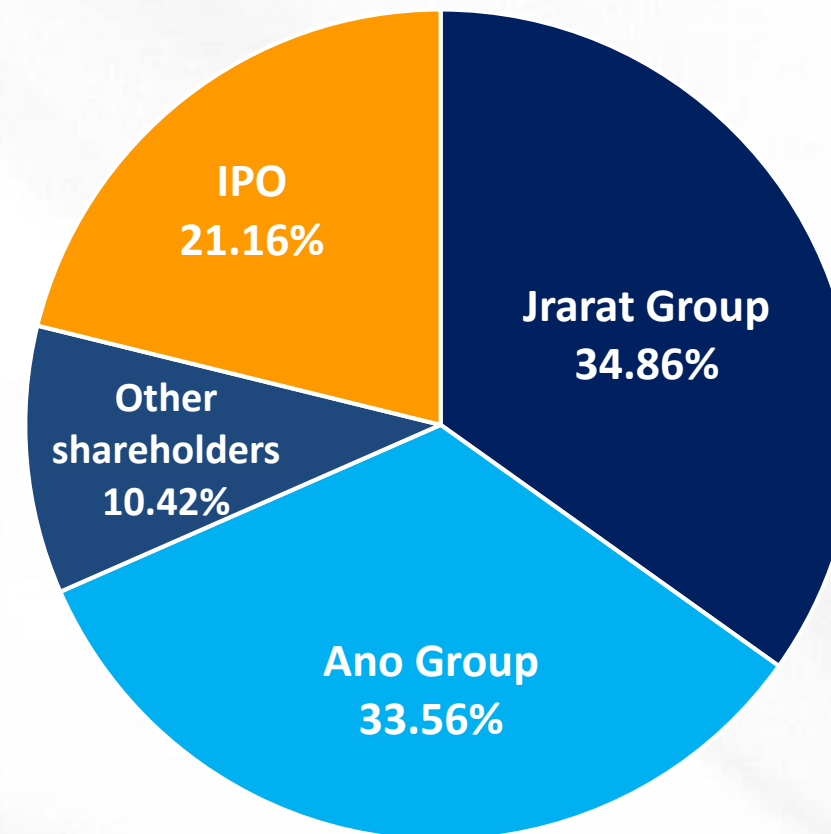
Before IPO



**Paid-up capital**

242 Mil. Baht

After IPO



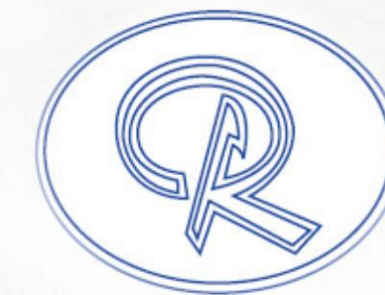
**Paid-up capital**

307 Mil. Baht

(with 65 million shares at IPO)



100%



**Paid-up capital**

210 Mil. Baht



# LOCATION OF HEAD OFFICE AND QUARRY



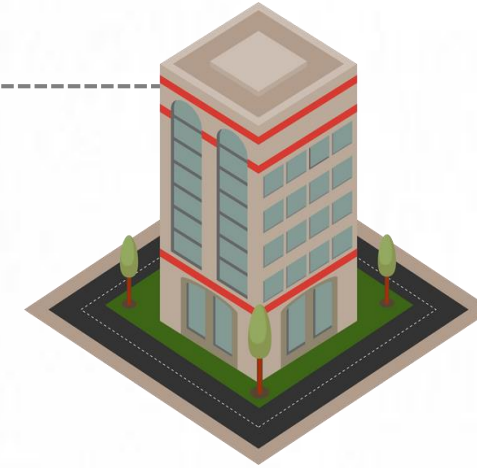
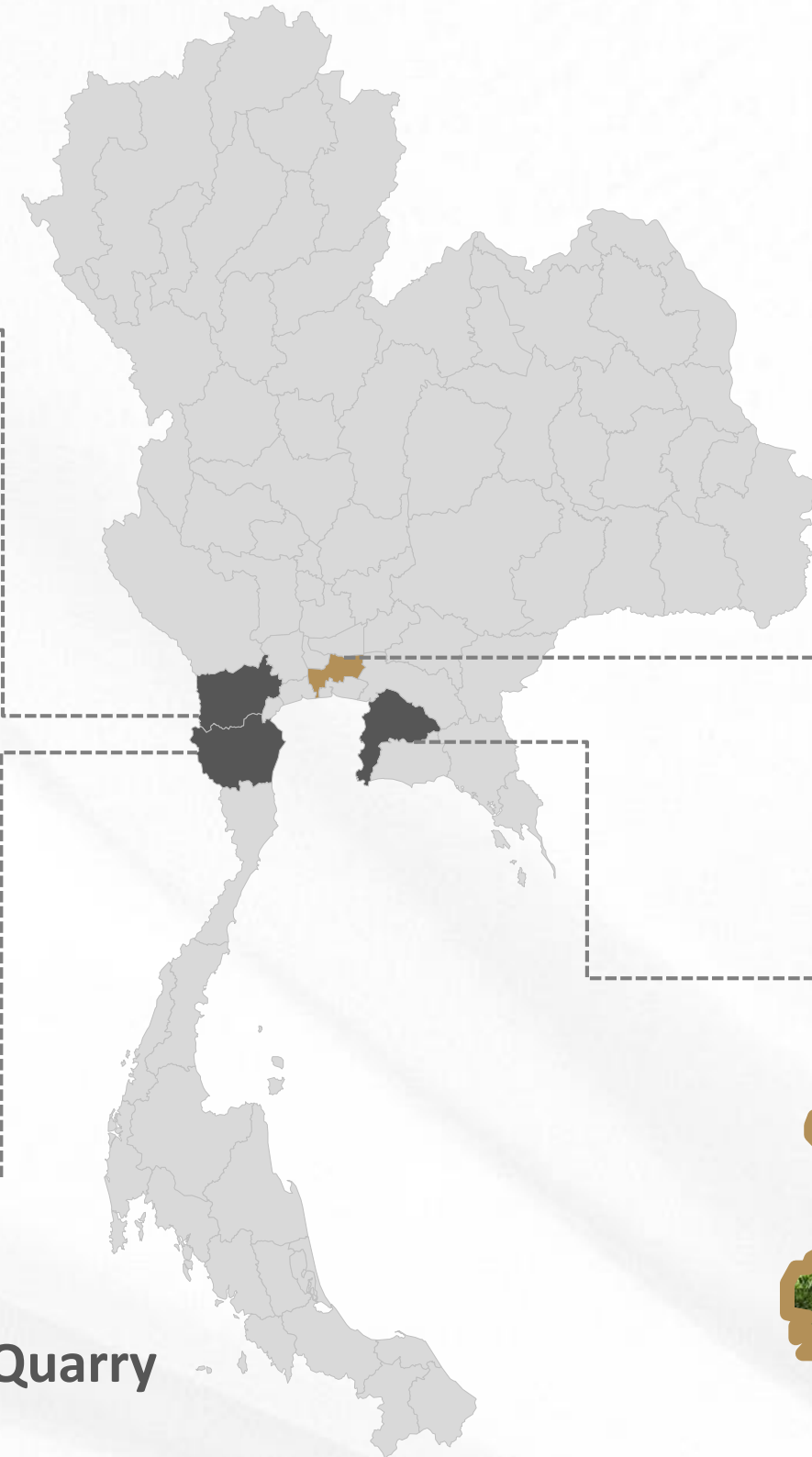
## Chom Bueng Limestone and Dolomite Mineral Quarry

91 Moo.10 Ban Talat Khwai – Nong Kraran Road (R.B. 4026) Chom Bueng Sub district, Chom Bueng district, Ratchaburi Province.



## Khao Yoi Limestone Quarry

Phetchaburi Province.



## Stone One Public Company Limited, Head Office

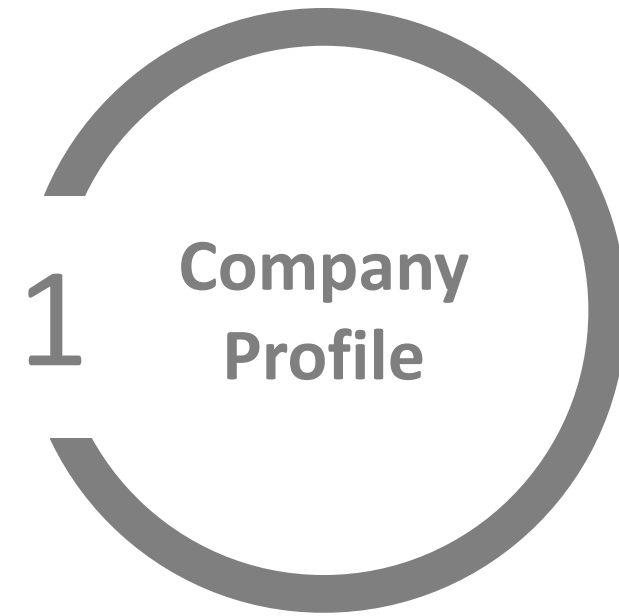
29 Bangkok Business Center 14FL.  
Sukhumvit 63<sup>Rd</sup>. Klongton Nua Wattana  
Bangkok 10100.



## Nong Kha Granite Quarry

Soi Ban Nong Kha 10, Bangkok-Chonburi Road (Highway 7) Bang Phra Sub district, Sri Racha District, Chonburi Province.

# Agenda for Today





# Business Over View

The company operates a quarrying business, producing and distributing industrial granite and limestone for construction purposes, as well as dolomite minerals. Additionally, it provides comprehensive logistics services to ensure seamless product transportation for its customers.

The company possesses expertise and experience in quarrying and stone crushing plant operations. It is equipped with a skilled workforce specializing in the field and integrates information systems to fully enhance and optimize operational efficiency.

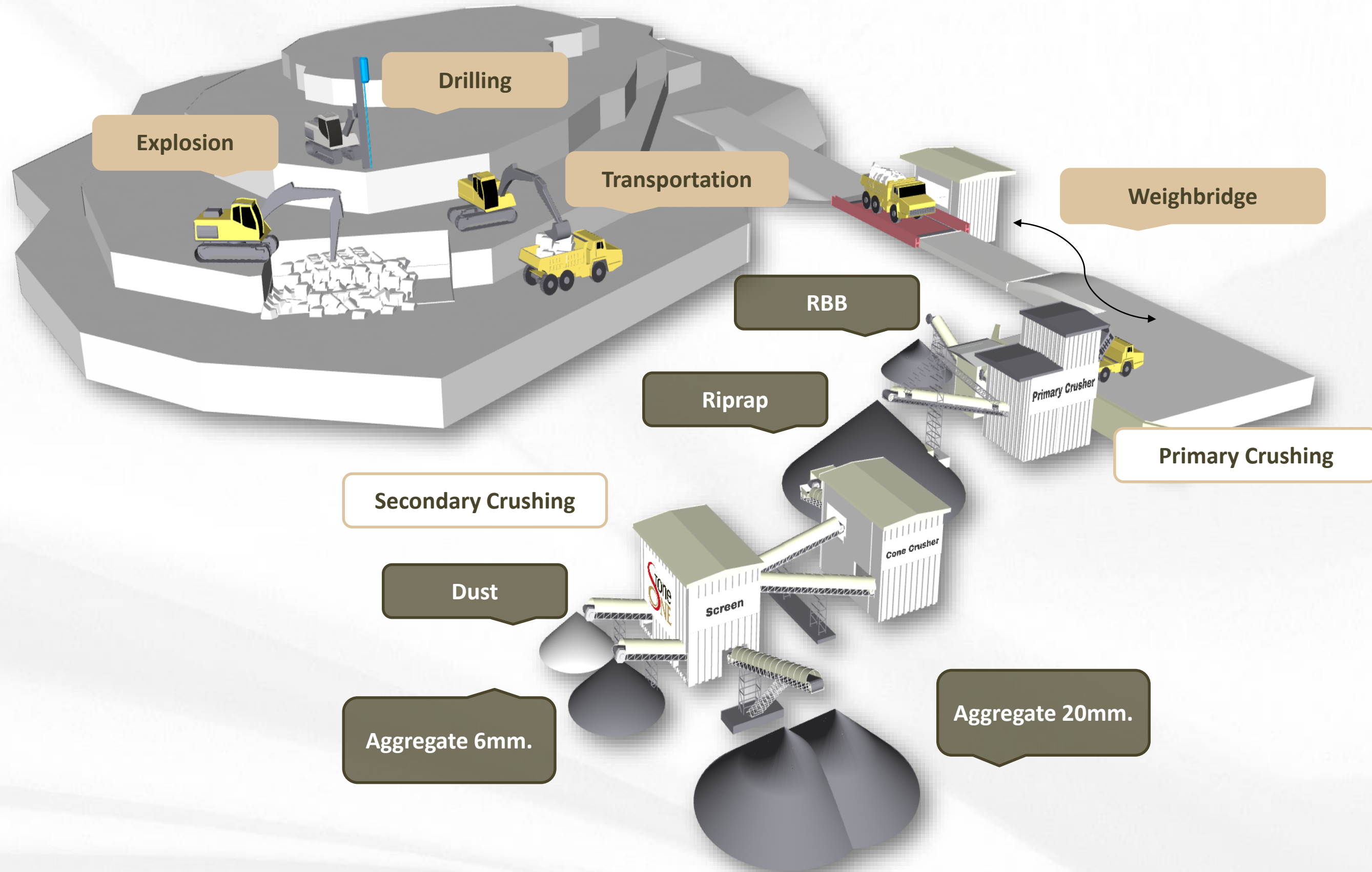
Currently, the company and its subsidiaries operate two quarries:

- 1) Nong Kha Granite Quarry
- 2) Chom Bueng Limestone and Dolomite Quarry



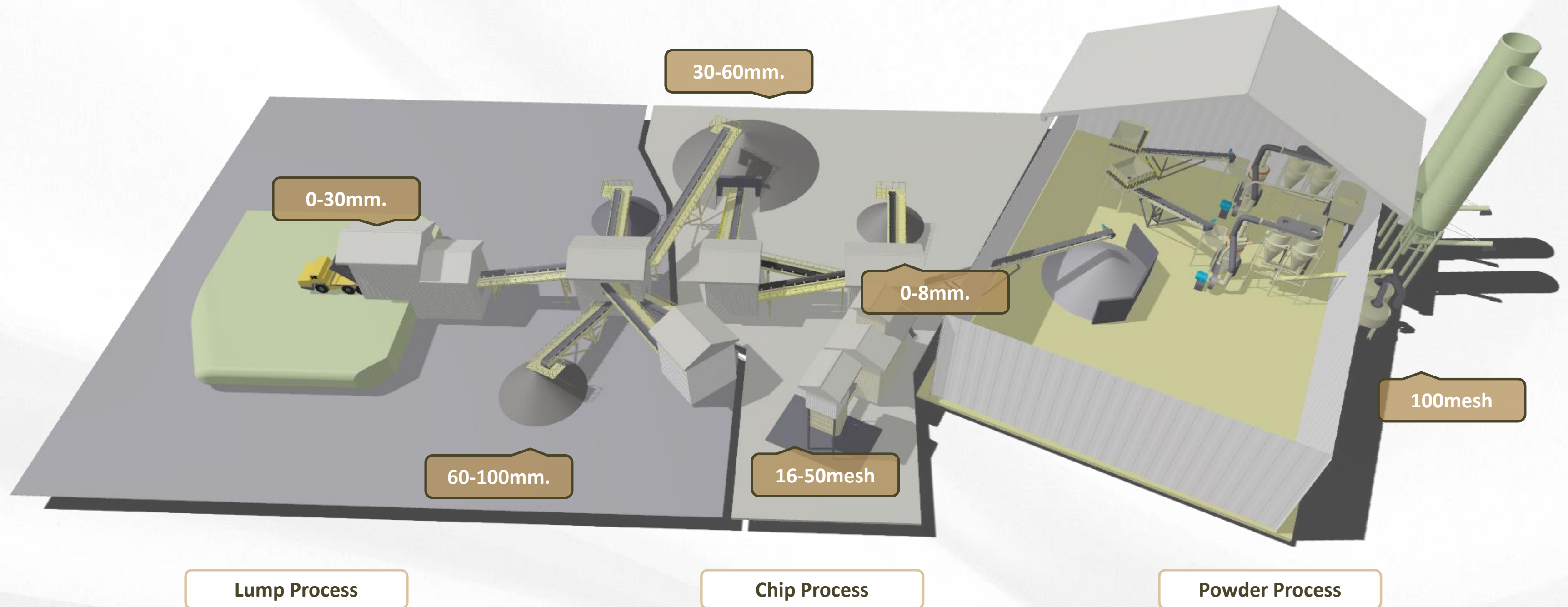


# Aggregate Production

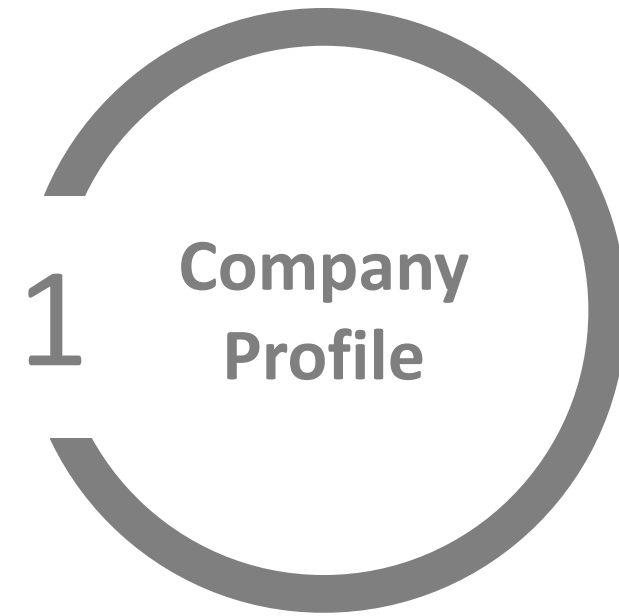




# Dolomite Production



# Agenda for Today





# Our Products

The company produces and distributes the stones used in the construction of buildings, houses, roads, dams, and others. The company's stone products come in many sizes to be suitable for use in various construction works. Industrial stones for construction can be divided according to their use as follows:



## Usage

- Concrete work
- building road work
- Special construction projects

## Big Rock

- Used to build walls
- Used to build embankments

## 20mm.

- Used to concrete mixing and construction

## 6mm.

- Used for mixing with asphalt for road construction
- Used for flooring



# Our Products

## Big Rock

Used for sea reclamation and construction of rock-fill dam.



## Ballast

Used for laying on railway tracks or under electrical transformers



## Road Base B

Used for land filling and road compaction.



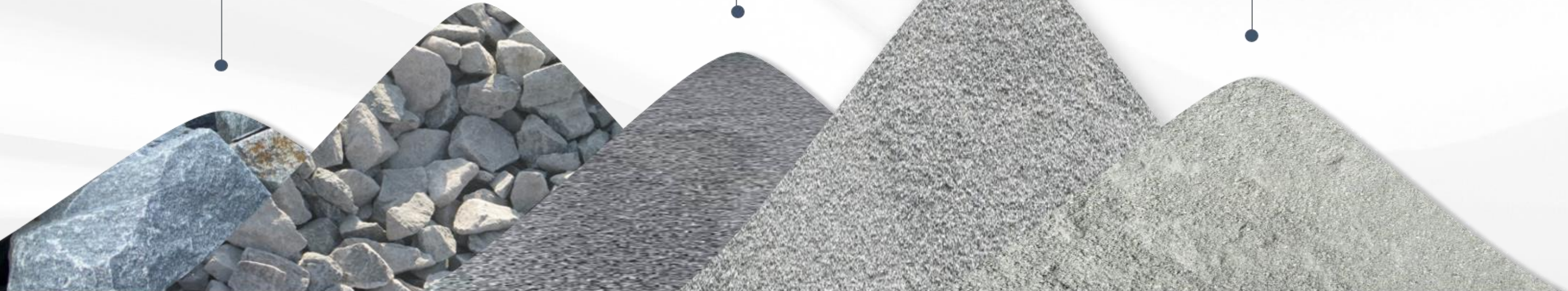
## Road Base C

Used for landfilling and ground leveling



## Crushed Rock Fine

Used as an ingredient for asphalt concrete, bricks, and pavement base





# Dolomite Lump



## 60–100 mm Dolomite

- Raw material to produce calcined dolomite for prolonging the lifespan of steel furnace



## 30–60 mm Dolomite

- Raw material feeder for dolomite powder Processing
- Grinding application for animal feed, water treatment, and agriculture



## 0–30 mm Dolomite

- Used for road construction

# Dolomite Powder



## 16–50 mesh Dolomite

- Used for glass and glass container production



## 100 mesh Dolomite

- Used for cement production

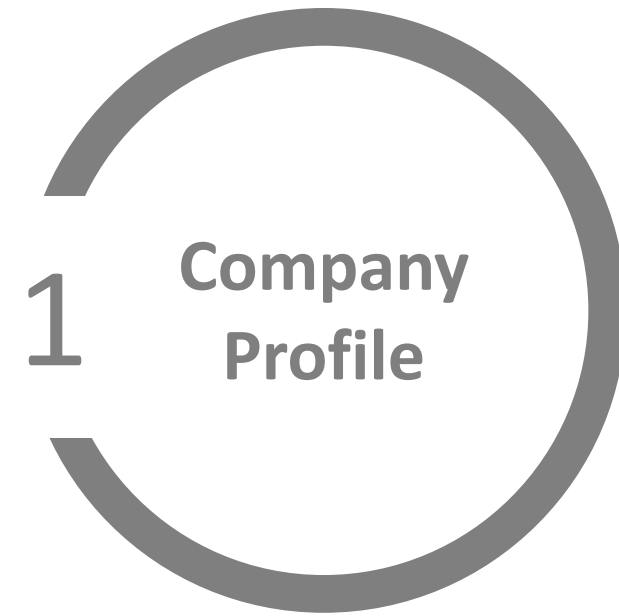


## 200 mesh Dolomite

- Used for agriculture and Dolomite soil improvement



# Agenda for Today



# Driving **ESG** for Sustainability



**E**nvironment



**S**ocial



**G**overnance



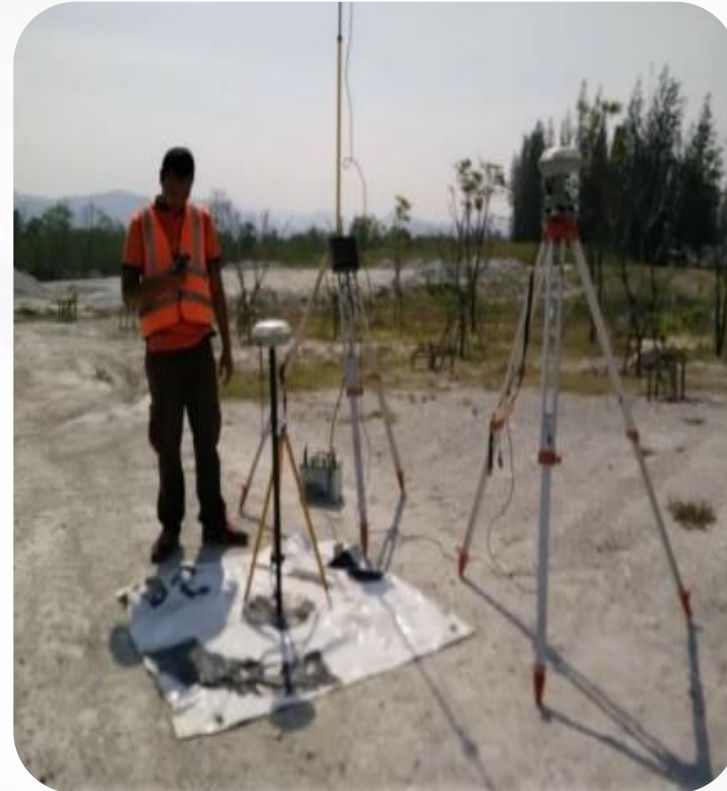
# Environmental Management

- Prevent and mitigate climate impacts, such as spraying water on roads and quarry areas to reduce dust.
- Install dust collection bags on drilling machines to prevent dust dispersion.
- Cover trucks with tarps and enclose crushers and conveyor belts.
- Monitor the quality of air, water, and dust.



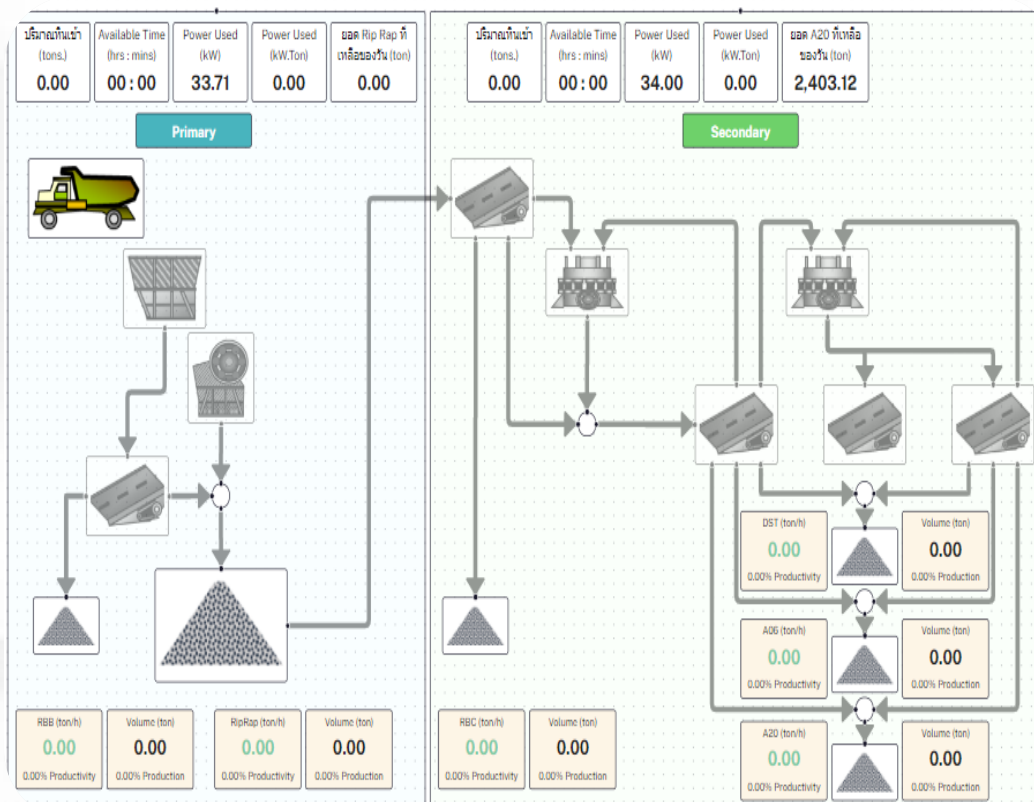


# Environmental Management



## Energy

- Implement technology in the stone and mineral production processes, such as using IOT technology to enhance efficiency and reduce energy consumption.
- Utilize AutoCAD for production planning, managing the reduction of stone waste during production, and helping to lower costs.
- Use solar energy systems instead of electricity to pump water for use in project areas and nearby communities.







## Greenhouse Gas Management

- Reforest to increase green areas.
- Plan the route before transporting goods to ensure efficient driving and fuel savings.





# Social Operations



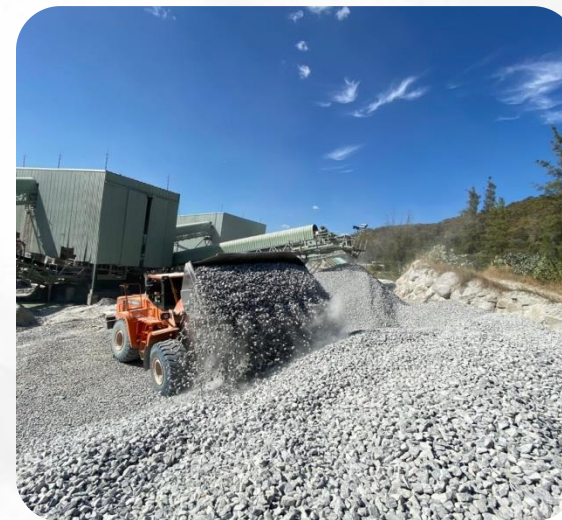
- Employ local community members to support the local economy through direct employment.
- Provide funding to promote community employment opportunities, such as organizing vocational training.
- Ensure the safety and well-being of employees and workers, providing safety gear and promoting health activities.
- Establish a task force for mining industry promotion projects to strengthen the relationship between the company and the community.
- Organize annual health check-up activities for the community.
- Provide stones for road construction in community areas, such as around schools and temples near the project site.





## Corporate Governance Operations

- The company has comprehensive corporate governance policies, including corporate governance, business ethics, and risk management.
- The company has established whistleblowing and anti-corruption policies, strictly enforcing a "**No Gift Policy**".
- The company values everyone equally without discrimination, including fair compensation and respect for human rights.
- The company strictly complies with the law.
- The company has implemented a privacy policy (PDPA).



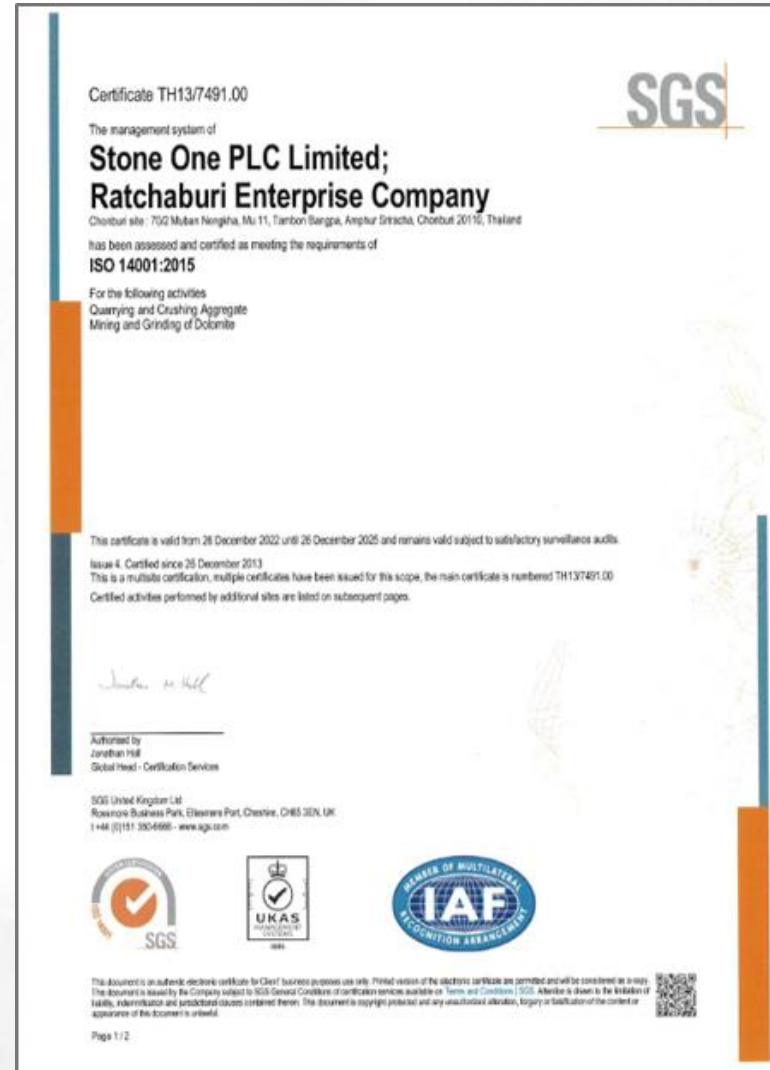


# Achievements and Recognitions



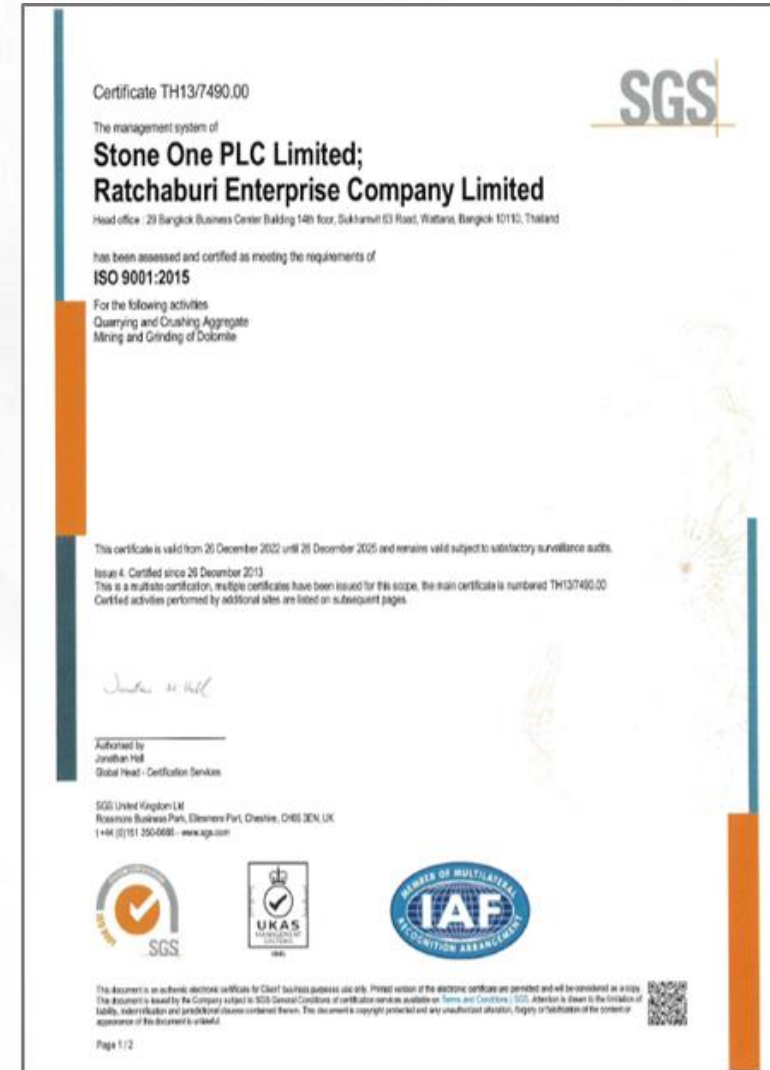


# Achievements and Recognitions



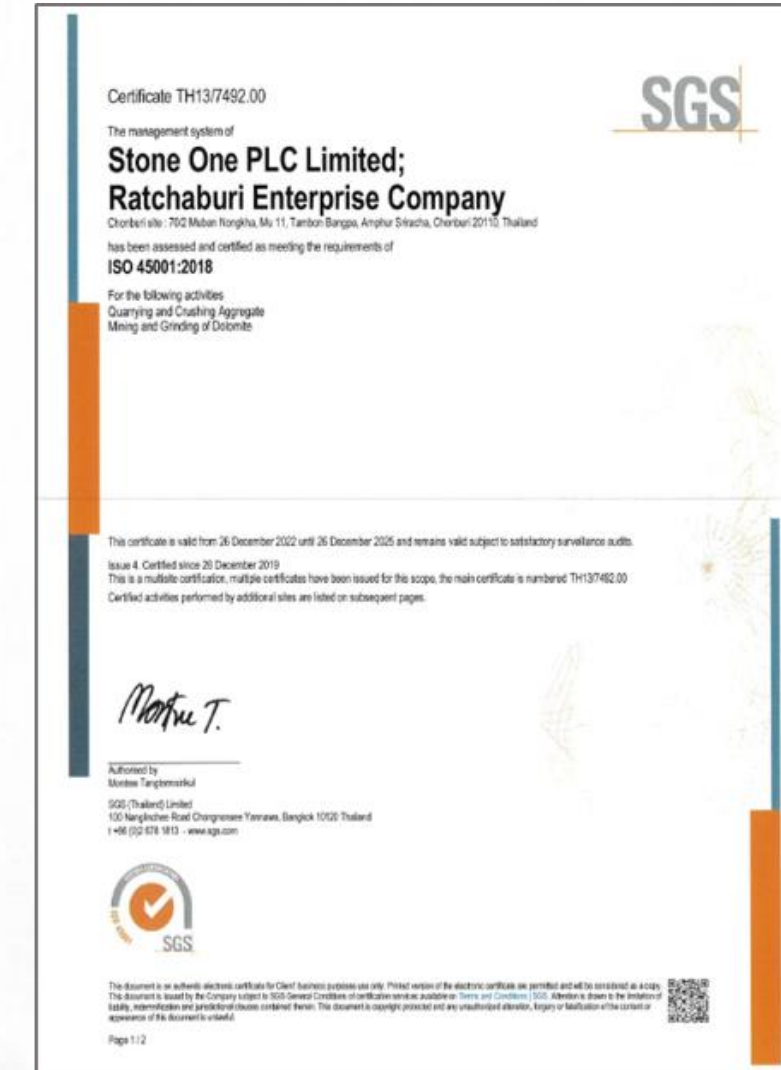
ISO 14001:2015

Environmental Management System



ISO 9001:2015

Quality Management System



ISO 45001: 2018

Occupational health and  
safety management systems

# Agenda for Today

1 Company Profile

2 Business Overview

3 Our products

4 ESG Driving

5 Financial Performance

6 Q&A



# Financial Highlights

## 3Q2024

Revenues

123.93 MB

▲ +7.7% YoY

Gross Profit

31.72 MB

▲ +52.9% YoY

EBITDA

38.08 MB

▲ +2.2% YoY

NET Profit

18.99 MB

▲ +6.7% YoY

## 9M2024

Revenues

345.83 MB

▲ +22.9% YoY

Gross Profit

79.66 MB

▲ +43.2% YoY

EBITDA

96.57 MB

▲ +16.0% YoY

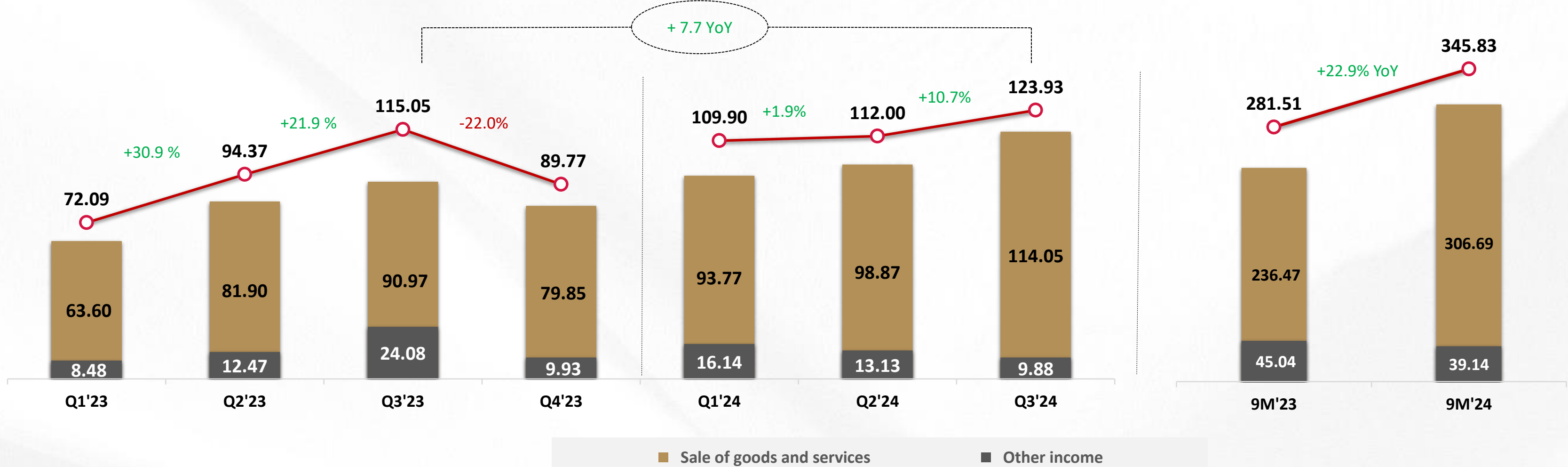
NET Profit

44.64 MB

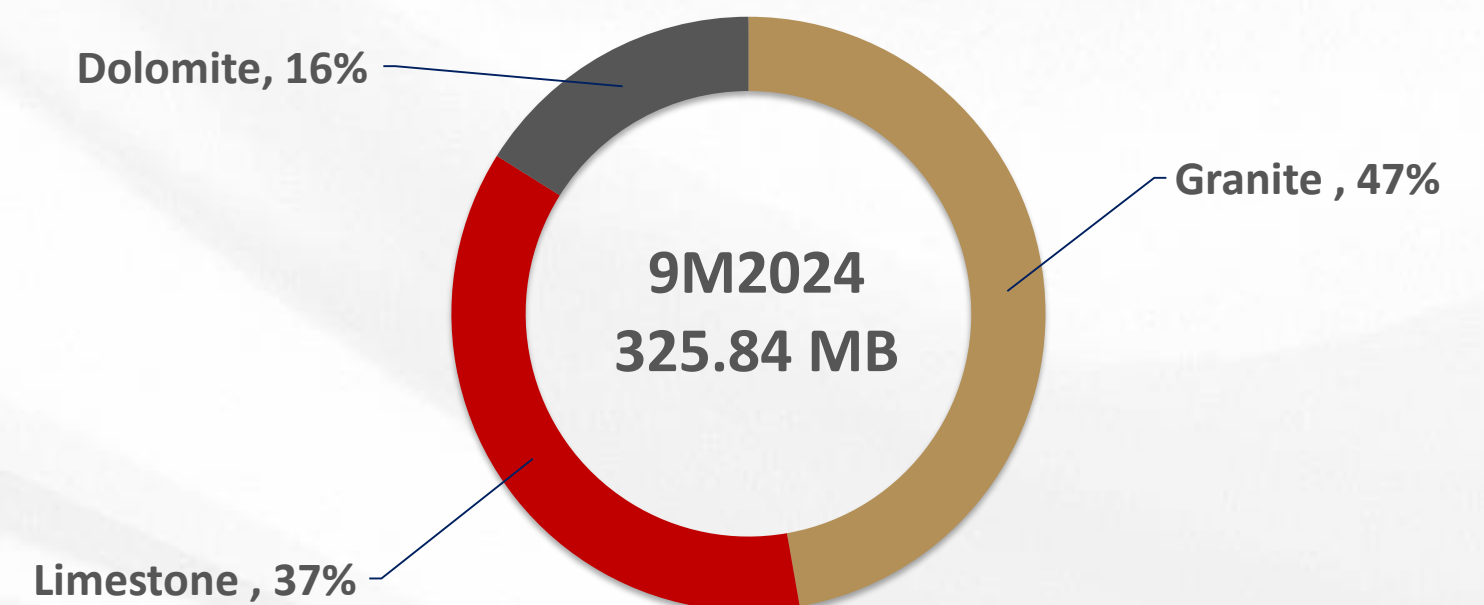
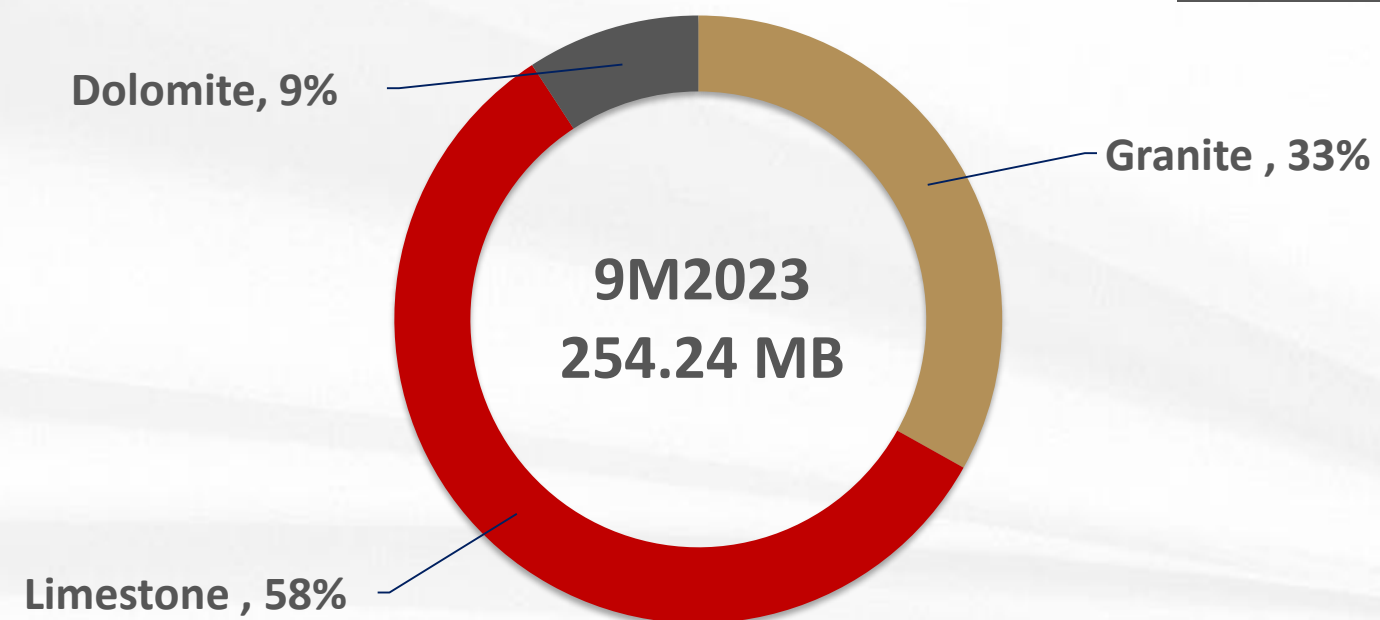
▲ +36.5% YoY

# Total Revenue

(Mill Baht)



## Revenue from product sales

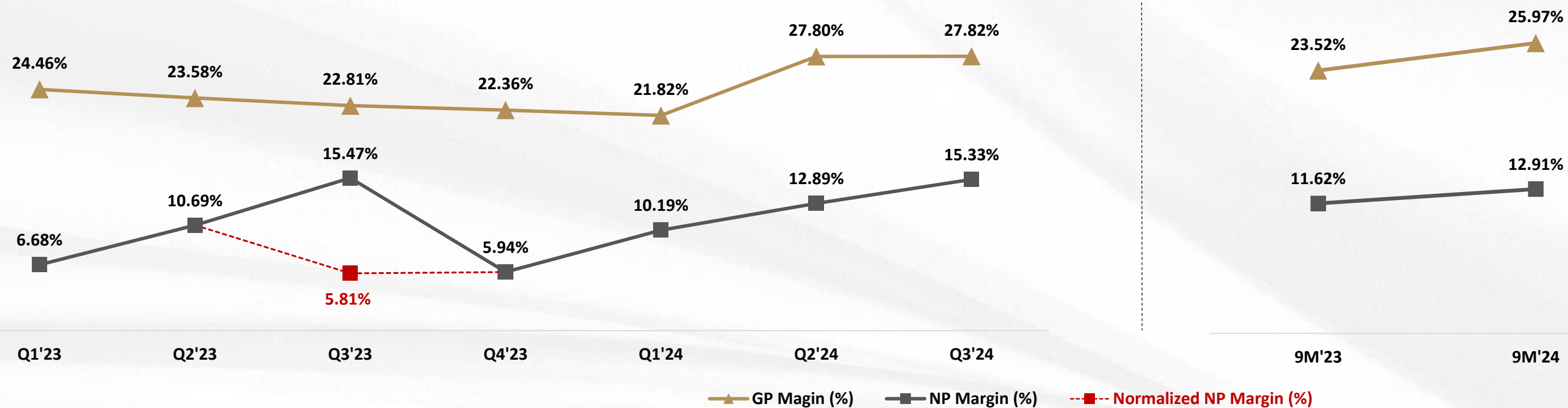
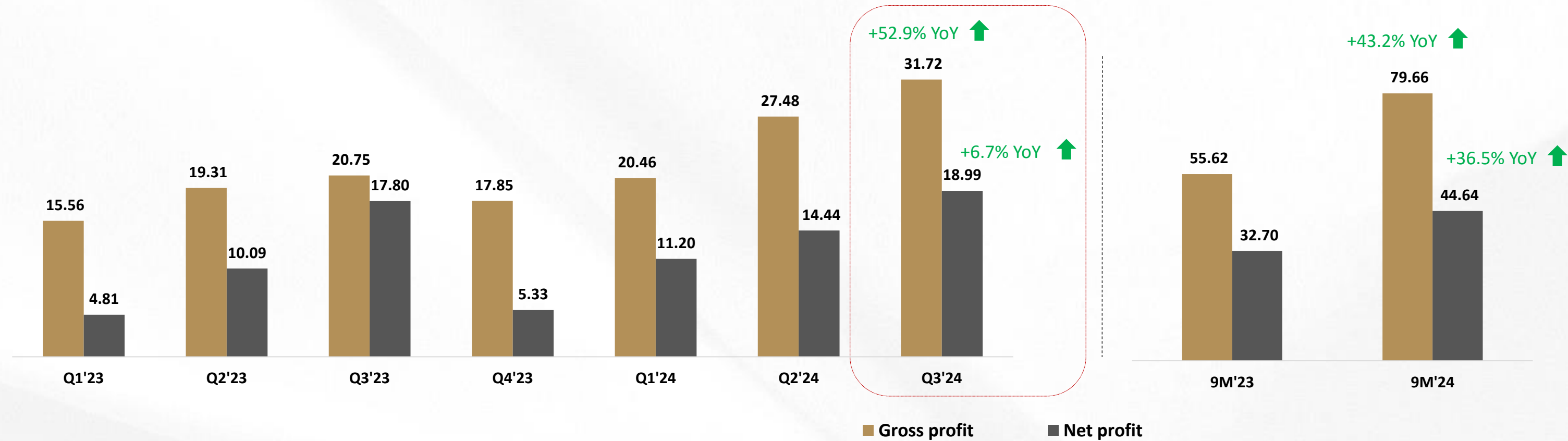




# Gross Profit & Net Profit

Gross profit in 2024 grows steadily driven by sustained revenue from Granite and Dolomite products

(Mill Baht)



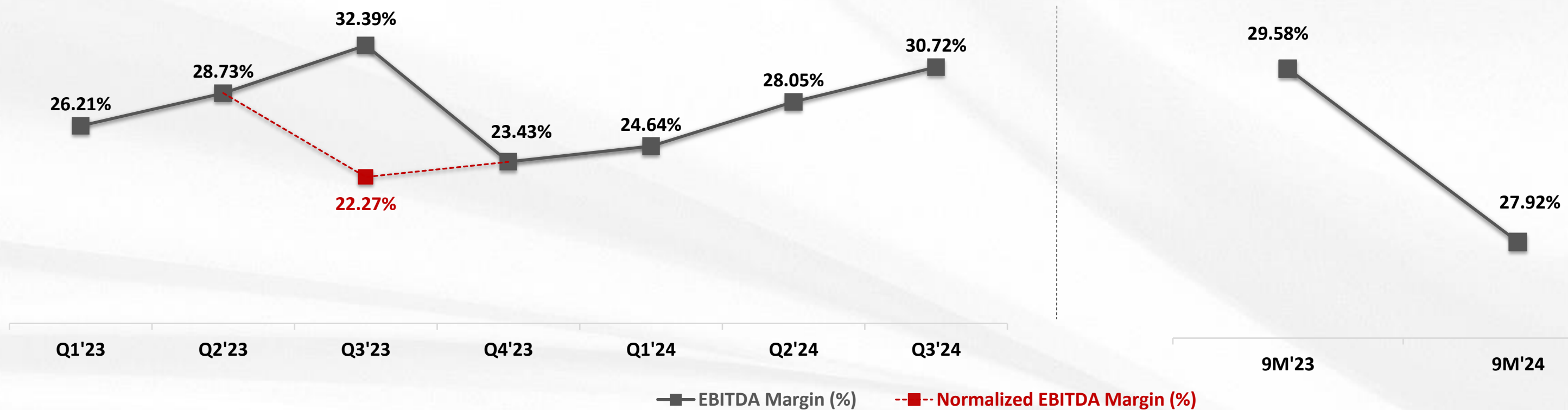


# EBITDA & EBITDA Margin

STX consistently maintains positive EBITDA, driven by significant growth in revenue from Granit and Dolomite products

(Mill Baht)

## EBITDA

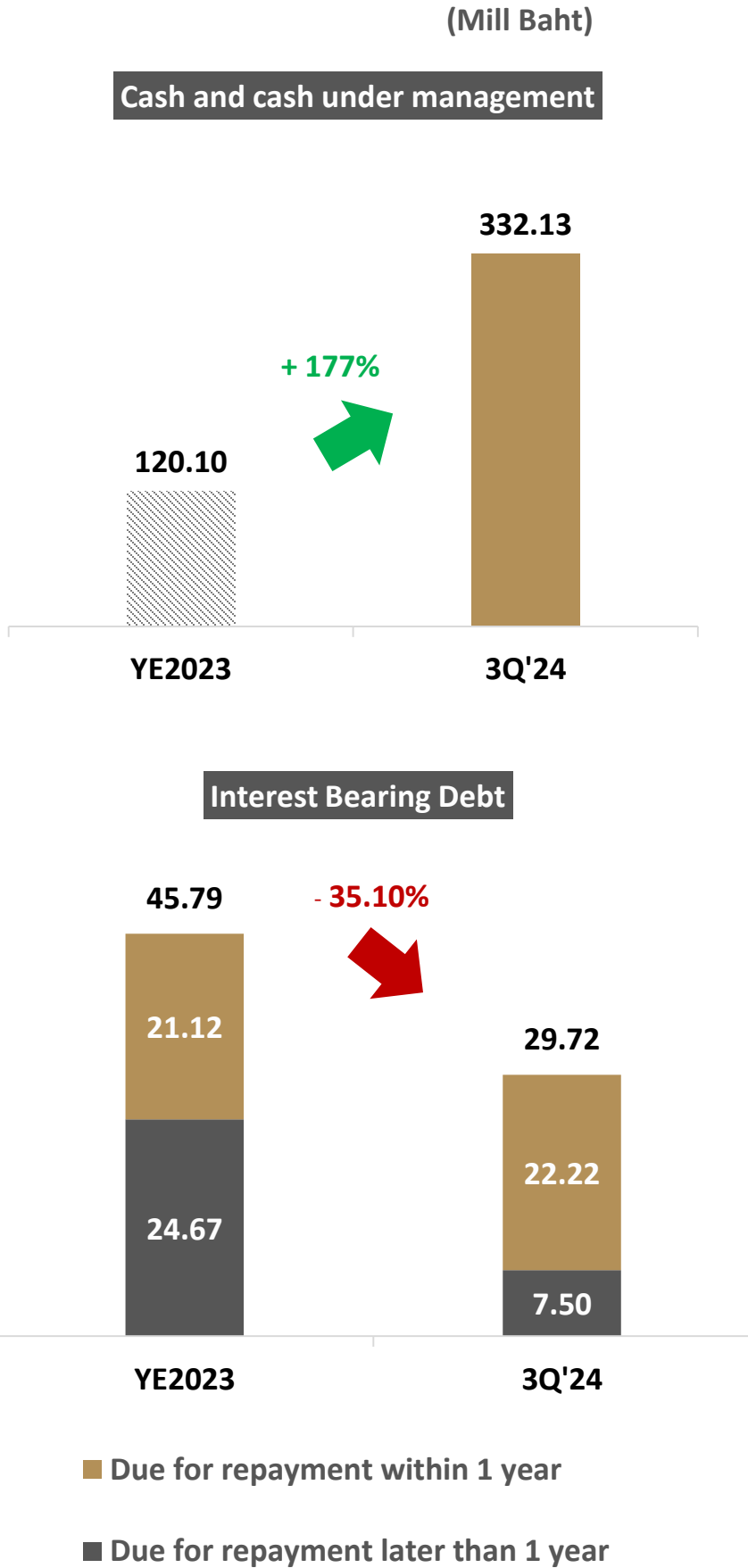
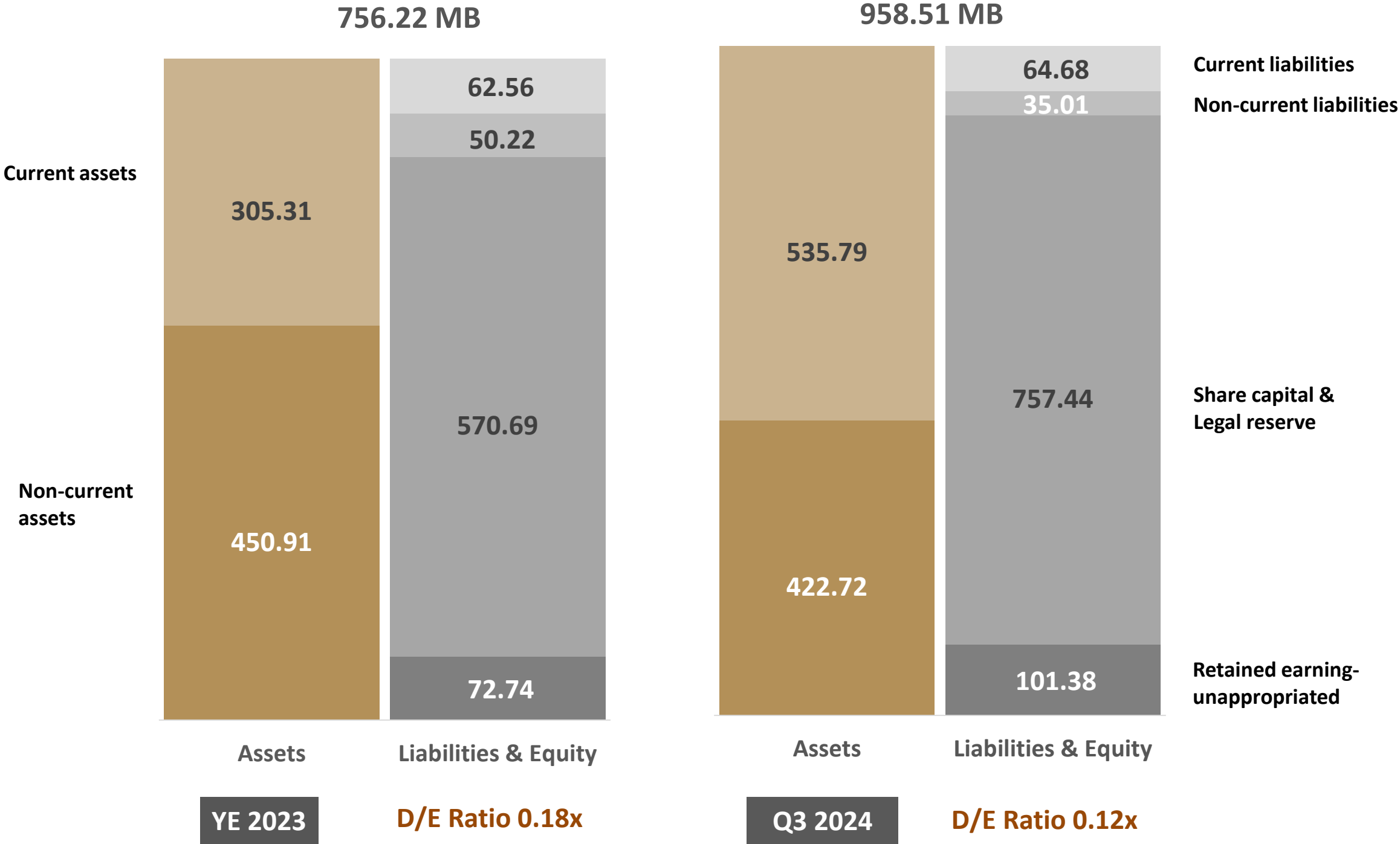




# Consolidated Financial Position



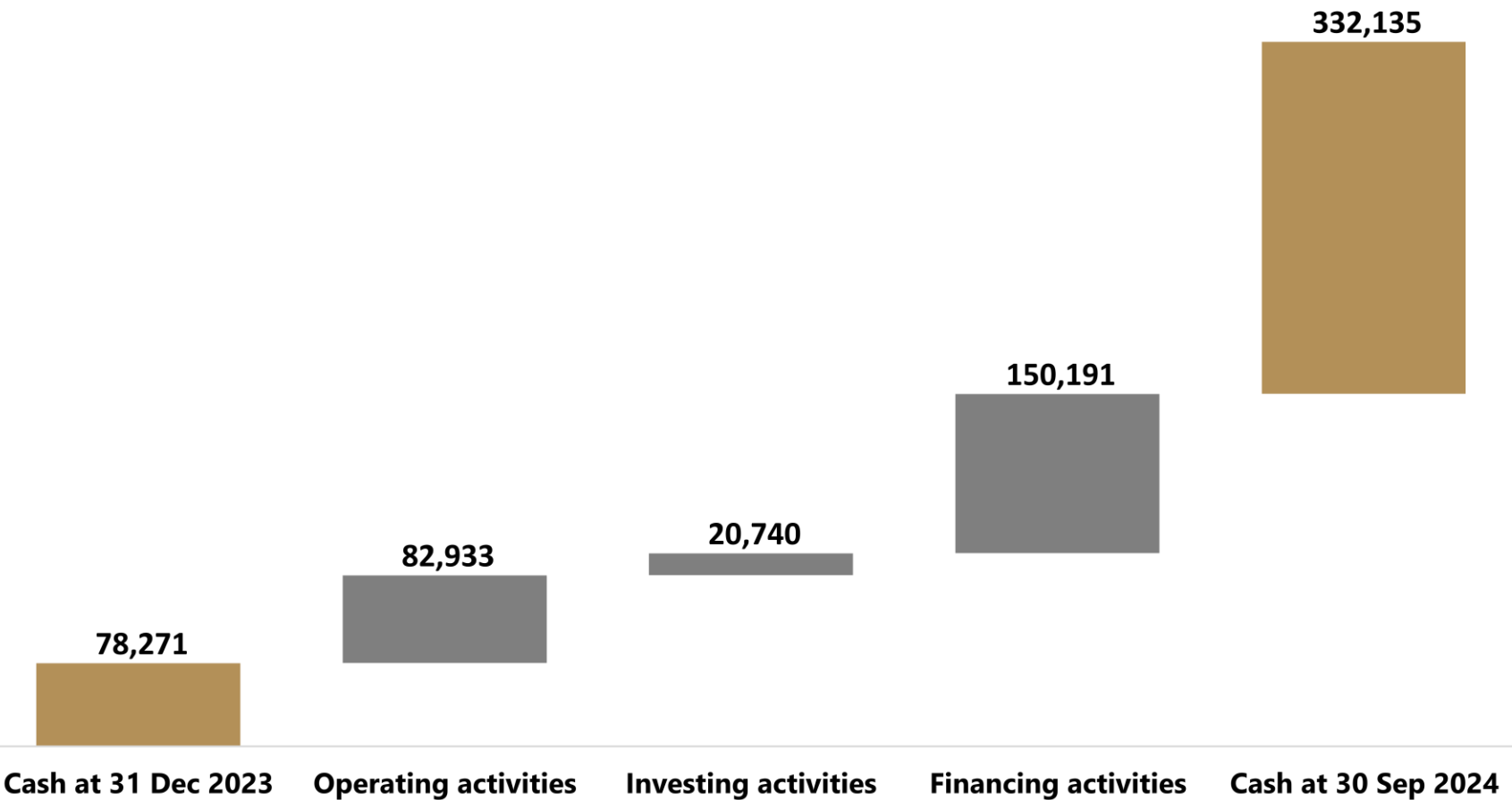
Strong financial position with a solid balance sheet and net cash status.





# Consolidated Cash Flows

Unit: 000 Baht



Cash flow increased by 253.9 MB, driven primarily by:

- IPO proceeds 184.7 MB (net of expenses)
- Cash generated from operations 82.9 MB
- Dividend payment 16.9 MB

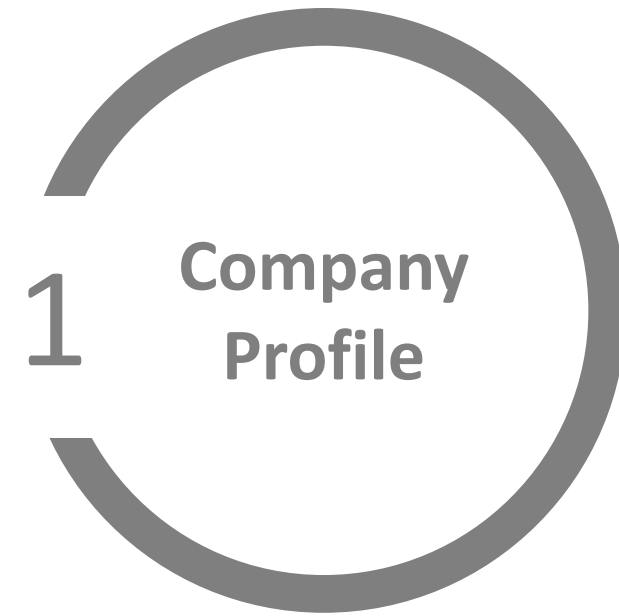
# Dividend Payment

The company's policy is to distribute dividends to shareholders at a rate of no less than 50% of the net profit from its separate financial statements, after deducting corporate income tax and reserving the statutory requirements each year. Nonetheless, the company may determine a lower dividend payout rate than the stated policy, considering its operational results, financial standing, liquidity, and the need for working capital to support business operations and expansion

Dividend Payment	2021	2022	2023	2024
Number of shares	24,213,460	24,213,460	24,213,460	307,134,600
Dividend (Baht/share)	1.00	1.50	-	0.055
Dividend Amount (Mil Baht)	24.21	36.32	-	16.89



# Agenda for Today



# Thank You

## Stone One Public Company Limited

**Investor Relations**  : <https://www.stoneone.co.th>

 : [IR@stoneone.co.th](mailto:IR@stoneone.co.th)

 : 0-2391-9301

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