



Aluminum lightens the world
アルミでかなえる、軽やかな世界

UACJ (Thailand) Co., Ltd

Teerapun Pimtong

Executive Officer,

Vice Senior General Manager of Bangkok Office, UATH



Introduction

Teerapun Pimtong / Boy

EMPLOYMENT EXPERIENCE

Apr, 2025 until present

As an Executive Officer and Vice Senior General Manager of Bangkok Office

Apr, 2015- Mar, 2025

Work in Domestic Sales & Marketing department

Nov, 2013- Mar, 2015

Work in QA & QC department and Quality Management Representative (QMR)



THAI SOCIETY EXPERIENCE

Apr, 2024 until present:

Honorary Chairman of Aluminium Industry club, The Federation of Thai Industries (FTI.)

May, 2021 until present:

Member of the Committee of Resource Management for Sustainability (3R) Foundation

Apr, 2020 until present:

Advisor of Thailand Institute of Packaging and Recycling Management for Sustainable Environment (TIPMSE)

Apr, 2020-Mar, 2024:

Chairman of Aluminium Industry club, The Federation of Thai Industries (FTI.)

Overview of UACJ (Thailand) Co., Ltd. (UATH)

A core plant in Southeast Asia with an annual capacity of 320,000 tons

Employees	Products	Territory	Customers
1,307	Can stock, automotive heat exchangers, air conditioner fin stock Other general materials	Can stock: 33 countries Automotive heat exch.: 12 countries Fin stock: 14 countries	More than 100 companies

- Southeast Asia's only advanced flat-rolled aluminum plant
- Good access to Asian markets where growing demand is expected
- A trusted supplier for Japanese and other can manufacturers



UACJ (Thailand) Co., Ltd.

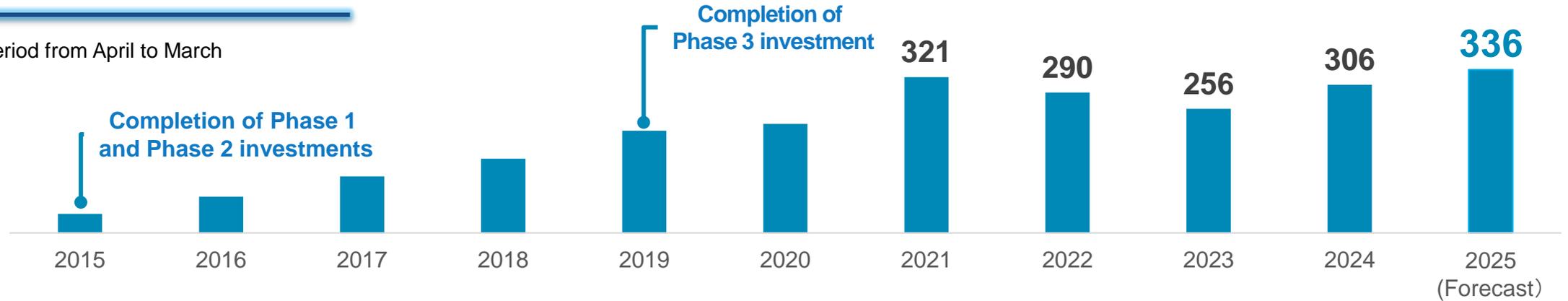


UATH's Investment and Sales Volume

Seeking steady growth and expansion through capturing robust demand

Sales volume (thousands of tons)

Based on the period from April to March



Investment timeline

Phase 1

Phase 2

Phase 3

CY2012~2014

CY2014~2015

CY2017~2019

¥59.5 bn.

¥39.0 bn.

Casting

Casting

Casting

Hot rolling

Hot rolling

Hot rolling

Cold rolling

Cold rolling

Cold rolling

Surface treatment/coating

Surface treatment/coating

Surface treatment/coating

Recent investments



[Investment in Recycling Facilities]
No.4 Side-Well Furnace
 operation start: April 2024

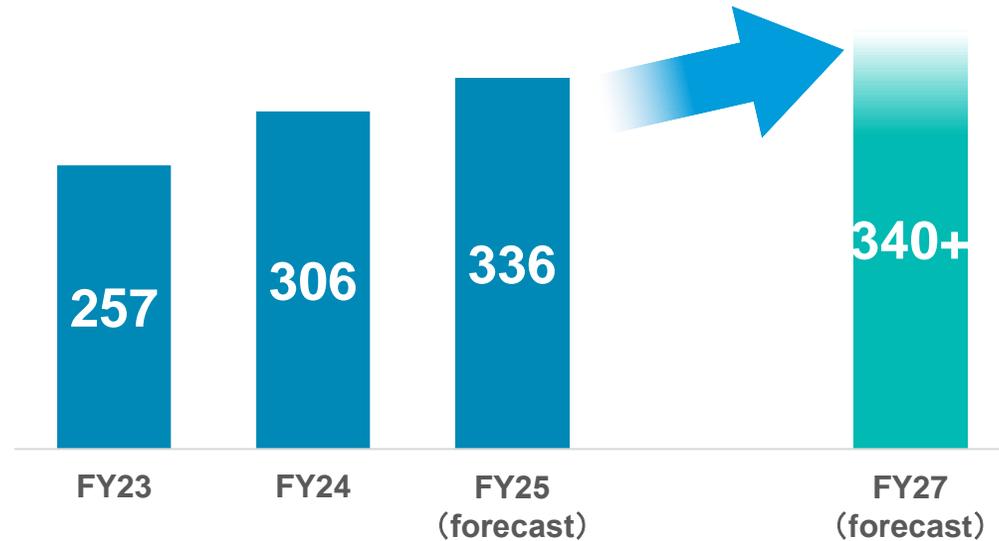
:The fourth line of the side-well melting furnace for processing scrap materials.
 :Maximizing the utilization of scrap materials and promoting the conversion of environmental value into economic value by reducing environmental impact.

Progress of the 4th Medium-Term Management Plan

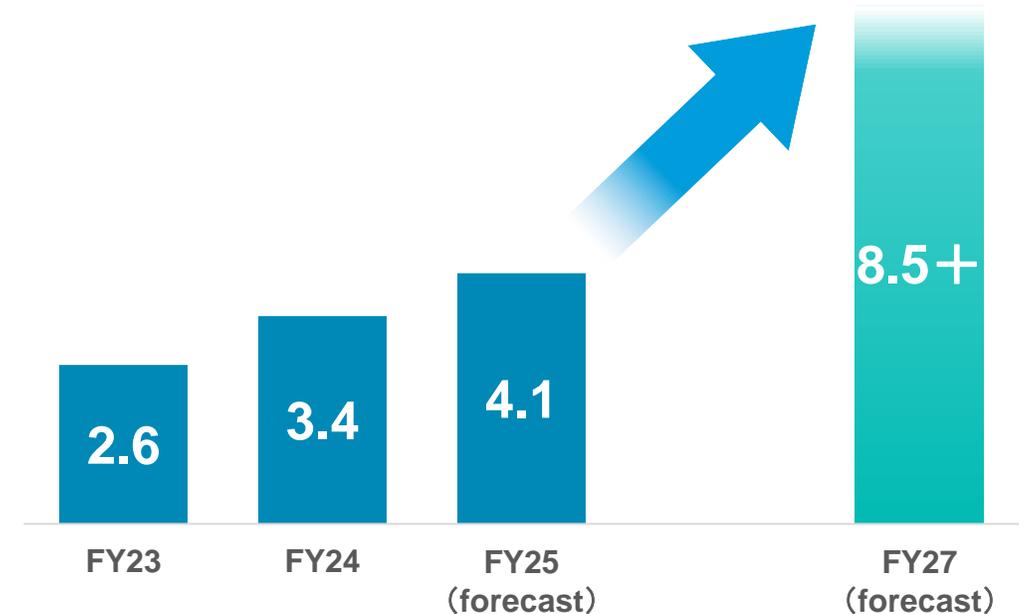
Sales Volume, Business Profit Plan

Capture India, Middle East, and Africa demand to enhance profitability during the 4th mid-term plan

Sales Volume (thousands of tons)



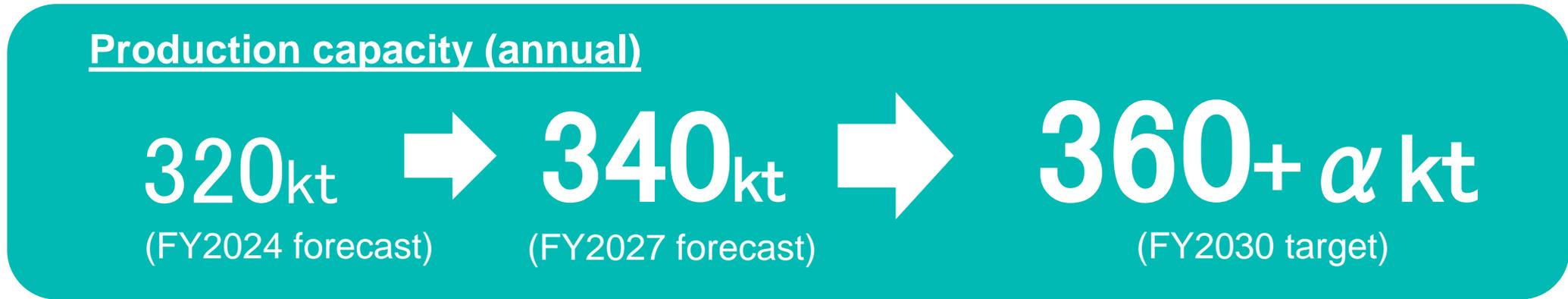
Business Profit (billions of yen)



Expansion of sales volume Improvement of the sales portfolio
Implementation of thorough cost reduction measures
Preparation for the production and sales of foil
Enhancement of roll margin (due to the abolition of China VAT refunds)

Toward Higher Capacity, Targeting 340,000 Tons

- Increasing production capacity to meet robust demand, currently by reducing bottlenecks
 - The order of Bottleneck: Casting, Finishing, Cold rolling, Hot rolling
 - It is necessary to advance measures to increase production capacity at each stage of the process.



Increasing capacity throughout production

Casting

- Accelerate casting
- Reduce melting time

Hot Rolling

Improve operating rate by taking steps to avoid breakdown and other issues

Cold Rolling

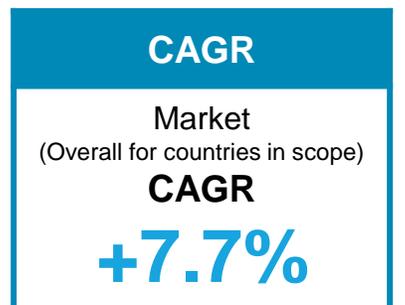
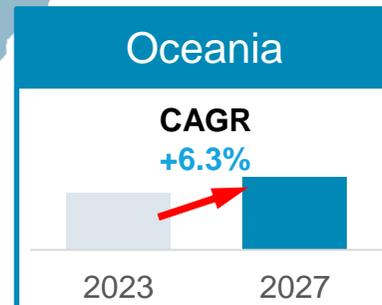
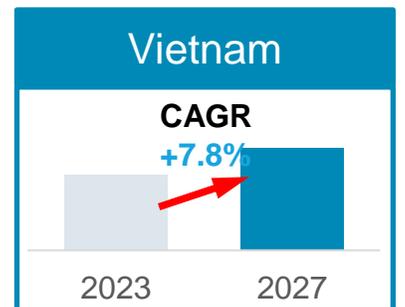
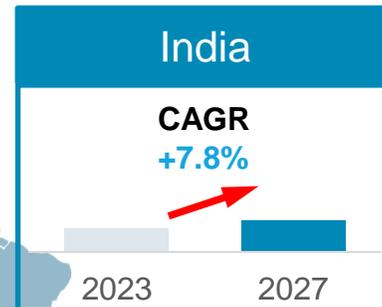
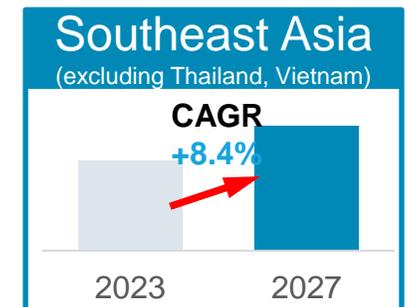
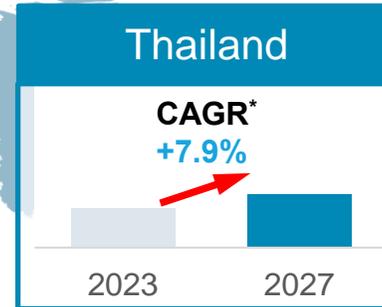
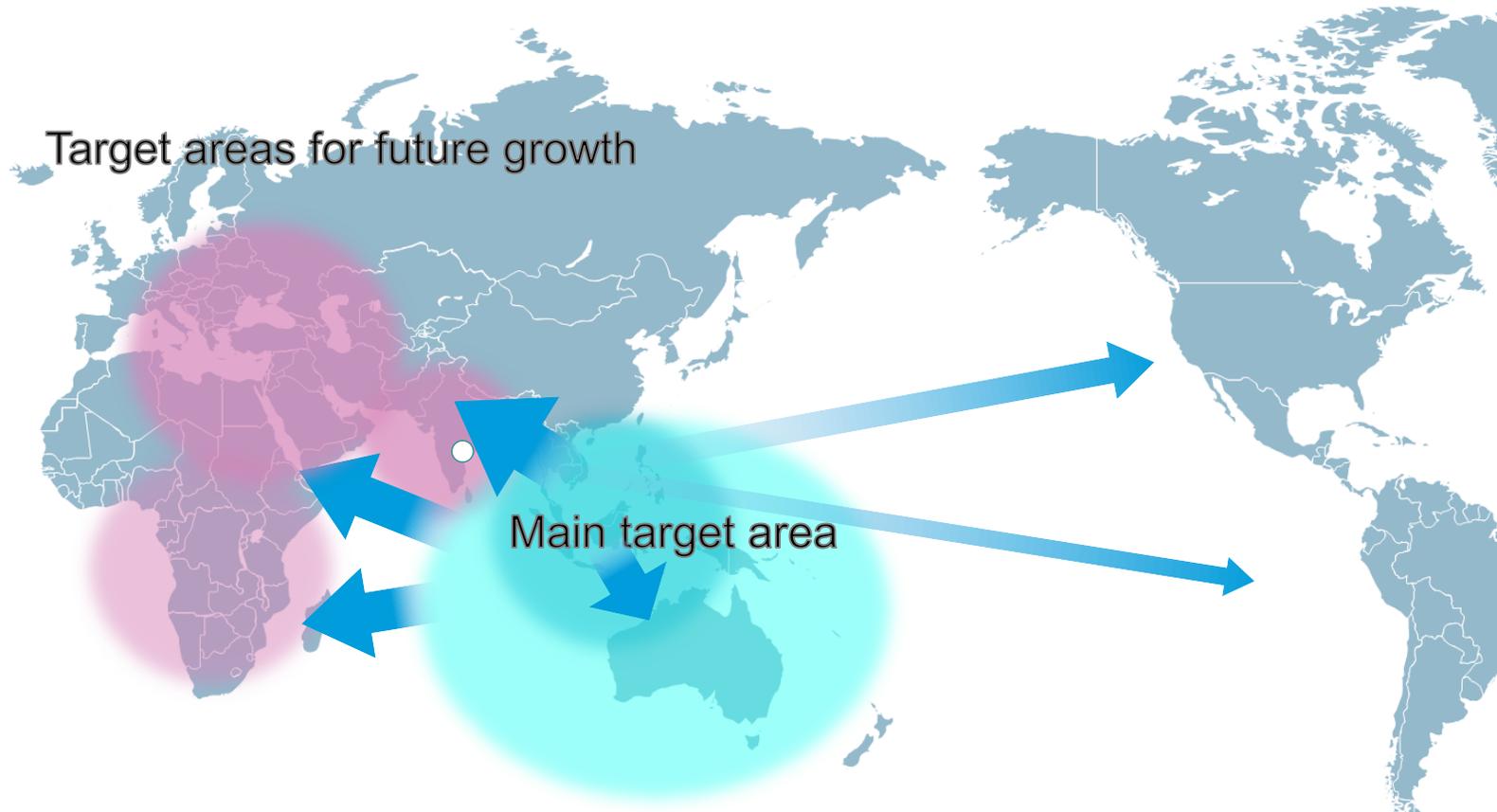
- Accelerate rolling
- Reduce setup time between lots

Finishing

- Accelerate processing
- Reduce setup time between lots

Market Environment Recognition-Can Stock

- Global demand for can stocks has recovered and is expected to remain stable
- ASEAN and Indian markets are expanding rapidly due to economic growth
- Growing environmental awareness among consumers will also increase demand for recycling



According to internal research.
*Compound annual growth rate:

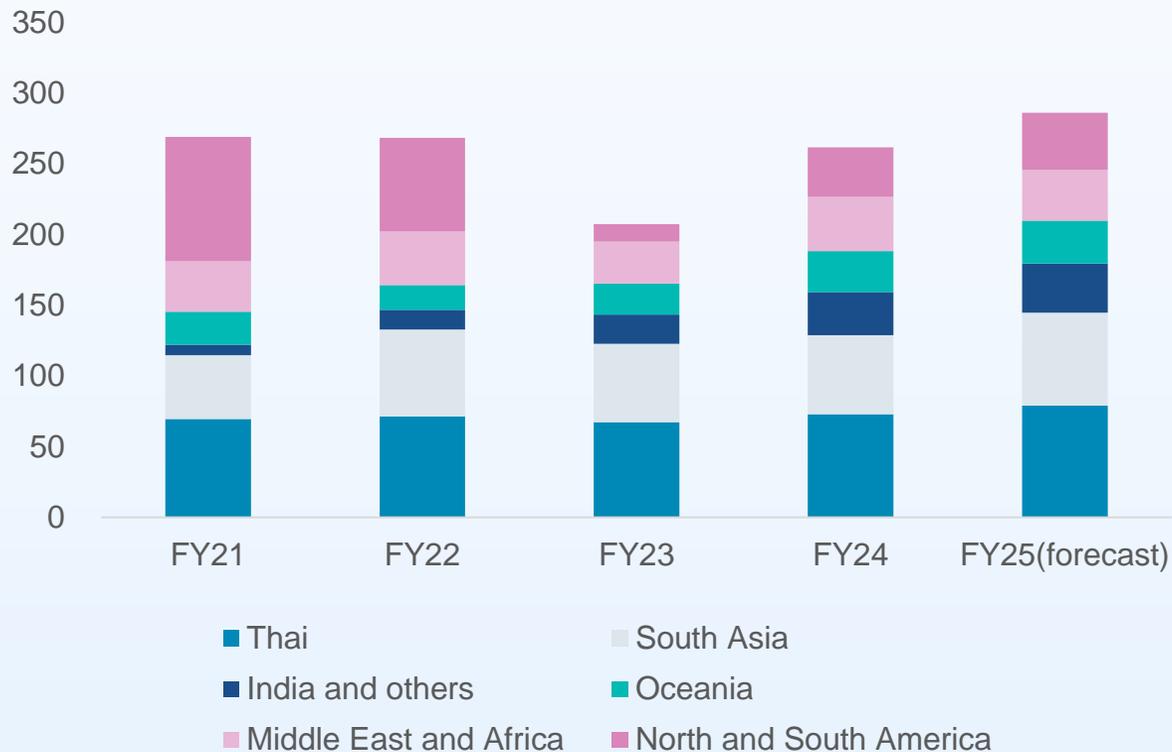
Rate of increase over multiple periods, expressed as the rate of increase per unit period.

Sales strategy for can stocks

Maintaining the existing fundamental policy without alteration.

- Establishment of a sales structure for 340,000 tons per year
- Continuing existing contracts and developing new costumers
- Enhancing compatibility between bases in the UACJ group to address future demand fluctuations and strengthening stable supply capabilities

Sales volume of can stocks by area (thousand tons)



- Expand business with global customers
- Improve product sales portfolio
- Continue negotiations for price optimization mainly based on the abolishment of China's value-added tax refund
- Reduce environmental impact
- Consider sales expansion to Europe

Market Environment Recognition and sales strategy - HEX, A/C Fin

Automotive heat exchanger materials

Markets: Vehicle sales are sluggish in Thailand and elsewhere in Southeast Asia, with sales in North America also uncertain

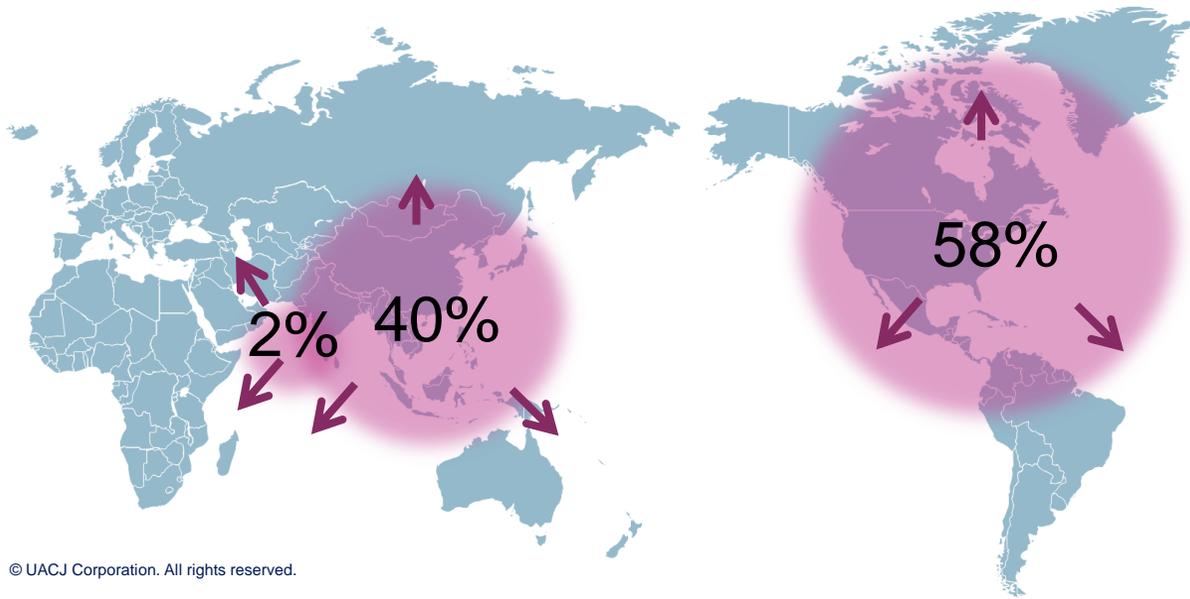
Sales strategy: Build closer ties with main customers; potential for expanded U.S. sales due to U.S. competitor plant closure

Air conditioner fins

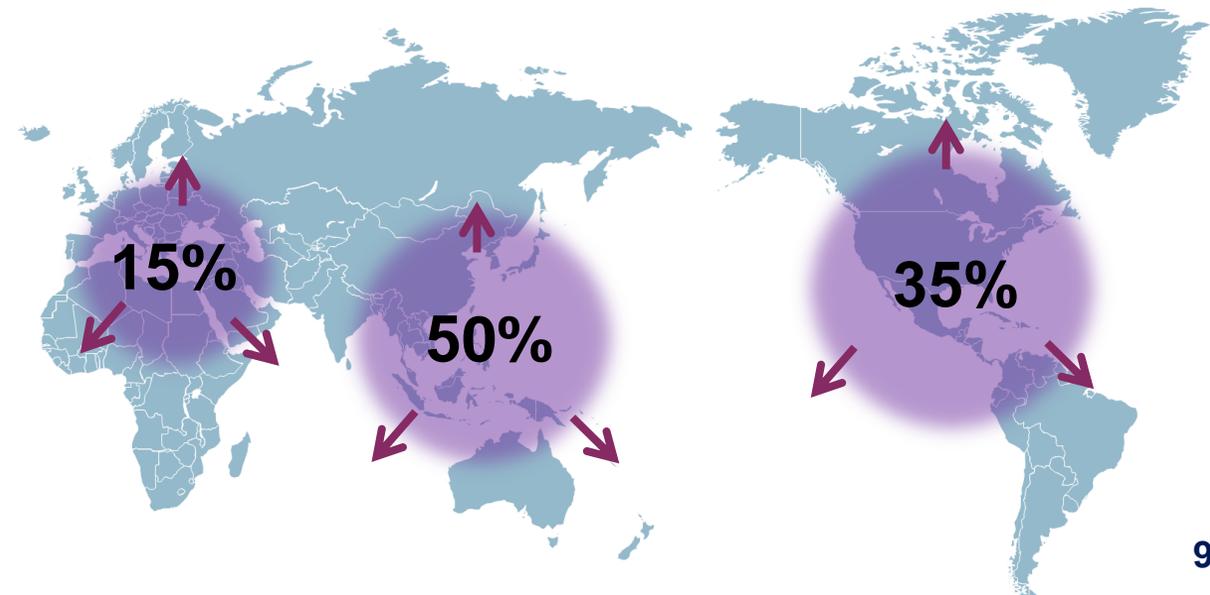
Markets: Increased demand from climate change and global population growth

Sales strategy: Leverage highly value-added products to expand sales in Southeast Asia, Europe and the U.S., and emerging markets such as India

HEX sales area (FY2024 results)



A/C Fin sales area (FY2024 results)



Recycling and Environmental Initiatives

Toward a Sustainable Society

Spearheading recycling and circularity in Southeast Asia

November 25, 2020

General MOU on beverage containers signed at the Thai Ministry of Natural Resources and Environment



Thai environmental minister press conference on November 25, 2020

April 2024

New furnace for recycled materials now operational

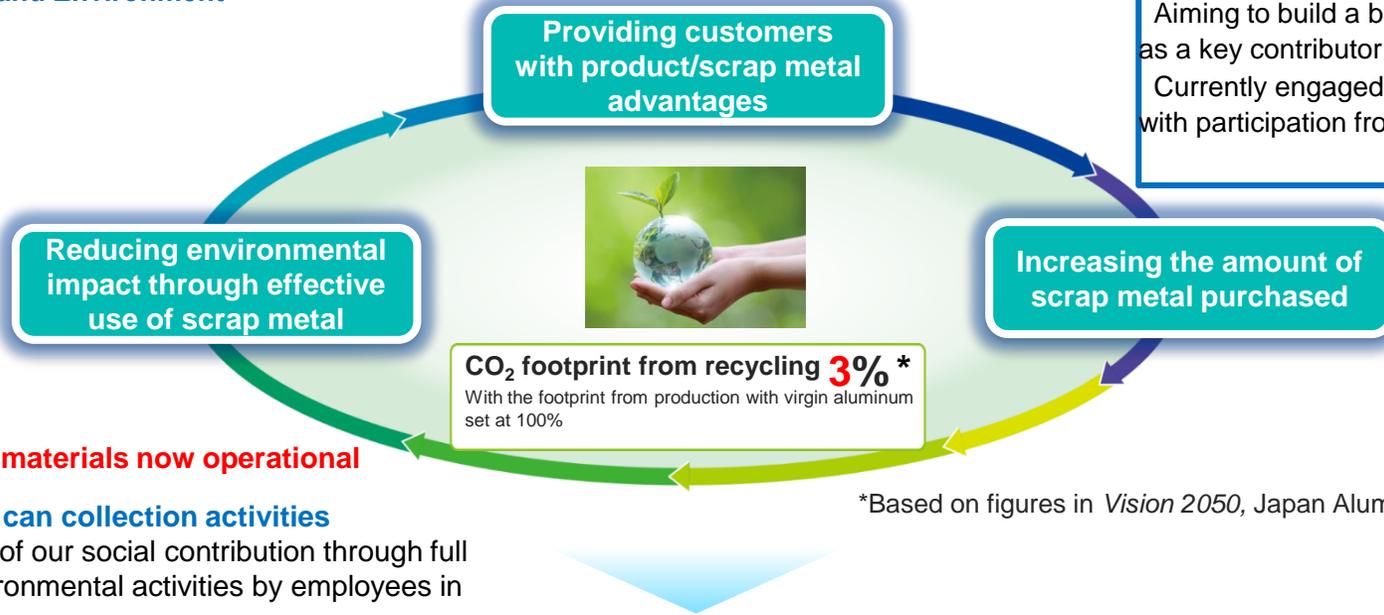
Internal aluminum can collection activities

Raising awareness of our social contribution through full participation in environmental activities by employees in Thailand

Raising awareness of UACJ as an environmentally conscious company that supports recycling

ASI Certification

- PS: Certified on Jan. 5, 2023; COC: fully certified on Mar. 10, 2022
- Group-wide procurement guidelines established, suppliers requested to comply



*Based on figures in Vision 2050, Japan Aluminum Association

Can-To-Can Closed-Loop Initiative

Aiming to build a business that benefits society, customers, and UACJ, as a key contributor to the closed-loop recycling in the ASEAN region
Currently engaged in activities with leading Thai can manufacturers, with participation from Thai government/industry stakeholders

December 7, 2021

MOU on UBC purchasing and closed-loop promotion



MOU signing ceremony on December 7, 2021, with senior environmental ministry officials in attendance

June 16, 2022

MOU on UBC purchasing and closed-loop promotion in Vietnam



Can to Can Journey - Signing of an MOU to promote the use of aluminum cans

MOU signed for Aluminum Can Promotion on Two Islands: Koh Tao and Koh Phangan
Promoting the use of aluminum cans through the following Initiatives;

1. Change in Beverage Containers
2. Development of an Extended Producer Responsibility (EPR) System
3. Reform of General Waste Management

Tao Island

- ◆ MOU: August 28, 23
- ◆ Signed parties: 9 (Customers, Pollution Control Authority, GIZ, CP All, local governments, NGOs, etc.)
- ◆ Outcome: **80% reduction in beer bottle use (compared to November 2023)**

Phangan Island

- ◆ MOU: December 24, 24
- ◆ Signed parties: 17 (Customers, Pollution Control Authority, GIZ, CP All, local governments, NGOs, etc.)
- ◆ Target: **100% reduction of beer bottle waste**

Change step can classify as below :

Phase I <Appropriate transition from existing packaging>

- Beer: change from glass bottles to aluminum cans
- Carbonated Soft Drinks: change from PET to aluminum cans
- Juice: change from multilayer cartons to aluminum cans or PET

Phase 2 <Redesign of beverage containers>

- Mineral/energy drinks: change from glass bottles to aluminum cans
- Coffee and tea: change from PET to aluminum cans
- Milk: change from multilayer cartons to aluminum cans or PET



MOU concluded to promote use of aluminum cans

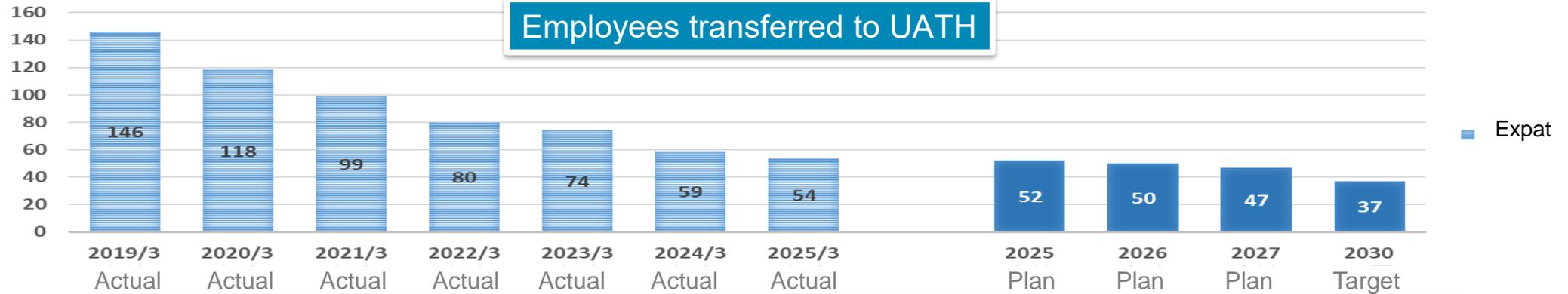


Educational poster; promoting the benefits of aluminum cans.

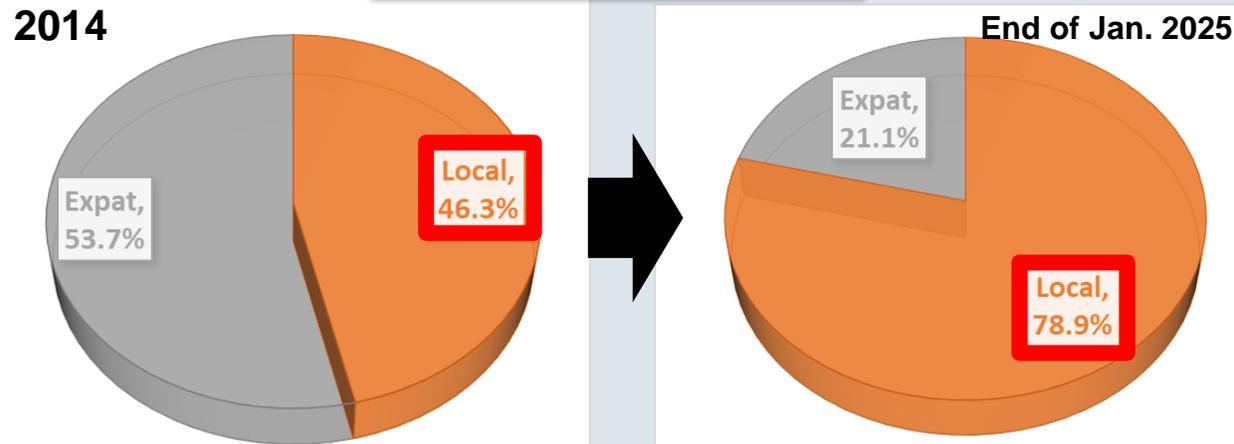
Efforts to localize management

Toward Localized Operation

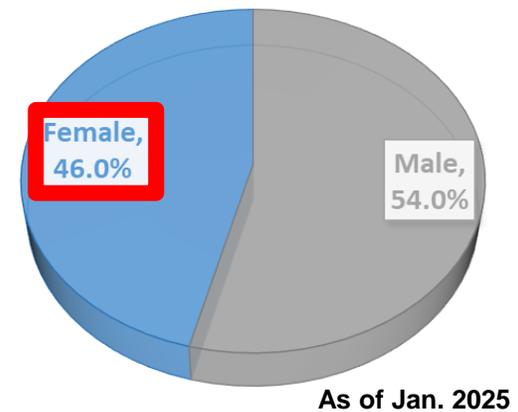
- ◆ Employees transferred to UATH: 54 as of Mar. 2025. We plan to have 47 by 2027 and 37 by 2030 (including in the Bangkok office).
- ◆ Ratio of local managers: 46.3% in 2014 → 78.9% in 2025
- ◆ Female managers: 46.0% (as of Jan. 2025)



Ratio of local managers



Ratio of female managers



UACJ (Thailand) & Suranaree University of Technology Collaboration

Support next-generation development and secure excellent talent



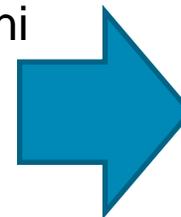
MOU signing ceremony at SUT on March 17, 2025

From right to left: SUT President Sakhob, Vice President Dr. Anan, UATH President Yamada, and Executive Officer Pimtong



Students presenting their work at the UATH Sustainability Awards

- Promote UATH in the SUT School of Engineering through alumni and recruit interns.
- Provide the UACJ Sustainability awards (Aluminum works competition by students)



Expand activities to other universities to secure excellent human resources



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