



JUMP+ Plan



S.C.L. Motor Part Public Company Limited (SCL)

Year 2026 - 2028

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Industrial

CG Report : -
SET ESG Ratings: -
Anti-Corruption Certification (CAC): -

Business Type

Auto parts distribution business

Financial Statement				
Year	2024	2023	2022	2021
Income Statement (MB)				
Revenues	1,741.37	1,485.43	1,362.92	N/A
Expenses	1,668.71	1,439.93	1,301.81	N/A
Net Profit	44.56	23.37	39.91	N/A
Balance Sheet (MB)				
Assets	981.21	1,092.09	1,038.98	N/A
Liabilities	629.65	774.07	796.94	N/A
Shareholders' Equity	351.56	318.03	242.04	N/A
Cash Flow (MB)				
Operating	107.88	33.93	-66.93	N/A
Investing	-31.02	-25.70	-36.76	N/A
Financing	-111.55	-5.66	118.69	N/A
Financial Ratio				
EPS (Baht)	0.18	0.12	49.89	N/A
GP Margin (%)	10.68	10.89	11.66	N/A
NP Margin (%)	2.56	1.57	2.93	N/A
D/E Ratio (Times)	1.79	2.43	3.29	N/A
ROE (%)	13.31	8.34	16.49	N/A
ROA (%)	7.01	4.27	5.88	N/A

JUMP+ Plan

Business Plan

Target in 2028

Net Profit	89 Million Baht		
Strategic Plan	Growth	Profitability & Efficiency	Stability
1. 1. Strategize to expand the customer base through new channels and enhance the brand of European automotive parts in the Genuine and Replacement categories, EV automotive parts, and batteries for internal combustion engine vehicles and EV vehicles, with the aim of achieving sales of 2,500 million Baht by 2028.	✓	✓	
2. 2. Improve operational processes to increase profit margins		✓	

Governance Plan

1. Ensuring the independence of the board of directors
2. Enhancing anti-corruption and fraud prevention efforts
3. Enhancing internal audit quality evaluation

Climate Action Plan

1. Greenhouse gas inventory (GHG) plan

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Section 1

Business Plan

Business Plan

Target in 2028

	YE/2022	YE/2023	YE/2024	Target in 2028
Net Profit (Million Baht)	39.91	23.37	44.56	89

Aiming to be a leader in the automotive parts distribution business market by utilizing a WAREHOUSE AUTOMATION inventory management system in conjunction with AI technology to enhance service efficiency and support sustainable growth, thereby achieving a Net Profit target of 89 million baht by 2028.

Growth plan/Increase business value

1. Strategize to expand the customer base through new channels and enhance the brand of European automotive parts in the Genuine and Replacement categories, EV automotive parts, and batteries for internal combustion engine vehicles and EV vehicles, with the aim of achieving sales of 2,500 million Baht by 2028.

1. Increasing Sales

The company targets sales of 2,500 million baht in 2028 through its sales channels as follows:

1.1 General Customer Group

- Consistently acquiring new customers, as the customer markets in the South and North still have further growth potential.
- Maintaining a stable existing customer base through SCL REWORD sales promotion channels for setting order targets, as well as sourcing products to meet customer needs.

1.2 Service Center Customer Group

- The service center market (QUICK FIT) is continuously growing with an increasing number of branches sold each year, leading to a corresponding increase in the company's sales.

1.3 Insurance Customer Group

- The contraction in new car loan approvals, which has not yet recovered, means consumers still rely on vehicle insurance, both corporate and individual, to mitigate cost risks. As the company partners with leading insurance companies in the country, sales in this segment continue to grow well.

1.4 E-Commerce Customer Group

- In addition to sales through various platform channels such as SHOPEE, LAZADA, and EGGMALL, the company has also begun developing product sales through its own WEB ONLINE to expand sales channels, with a consistent growth target.

1.5 Increase European automotive spare parts brands in both Genuine and Replacement categories, EV automotive parts, and batteries for internal combustion and EV vehicles.

2. Increasing Gross Profit Margin

The company aims to increase its gross profit margin by 0.20 percent annually by controlling sales prices and trade discounts for Genuine product groups and by introducing new profitable brands in the Replacement product group every quarter.

This plan will promote and develop the organization in the following dimensions

- Growth
- Profitability & Efficiency

Targets

Corporate Financial Targets

Topic	Latest data		Targets		
	YE/2024	9M/2025	2026	2027	2028
Revenue Growth (%) YoY Growth Rate	17.23	5.95	7.89	9.76	11.11
Net Profit Growth (%) YoY Growth Rate	90.69	14.41	8.25	20.44	20.48
Gross Profit Margin (%)	10.68	10.29	10.85	11.05	11.25

Strategic Initiative

Strategic Initiative	Year	Expected Outcomes
Add European car parts brands in both Genuine and Replacement categories, as well as EV car parts and batteries for both internal combustion and electric vehicles.	2026	• Source one new brand per quarter.
	2027	• Source one new brand per quarter.
	2028	• Source one new brand per quarter.

Risk Management

Risk 1

Risk of EV market growth

Risk Characteristic

The rapid expansion of the electric vehicle (EV) market in Thailand and globally may directly impact the company's automotive parts distribution business, which currently primarily focuses on distributing parts for internal combustion engine (ICE) vehicles.

Causes of Risk

- Technological changes in the automotive industry towards electric power systems
- Government policies supporting the use of electric vehicles and carbon emission reduction
- The entry of new electric vehicle manufacturers and the adaptation of existing manufacturers
- Environmental awareness and changing consumer behavior

Risk Impact

1. Engine parts sales decreased – due to electric vehicles having fewer engine components and lower maintenance requirements.
2. Inventory risk – potential for obsolete internal combustion engine parts if inventory cannot be rebalanced in a timely manner.
3. Supply Chain changes – some parts manufacturers may reduce or cease production of certain types of parts.
4. Shortage of personnel with EV technical knowledge – affecting the ability to provide service and customer support.

5. Increased competition from new entrants – especially companies selling parts or equipment specifically for electric vehicles.

Risk Management

1. Develop a product diversification strategy to increase the proportion of spare parts compatible with electric vehicles.
2. Establish business partnerships with manufacturers and distributors of electric vehicle parts to gain early access to new products ahead of competitors.
3. Closely monitor market trends and government policies to proactively prepare adaptation plans.
4. Train and develop personnel to possess technical and system knowledge pertaining to electric vehicles.
5. Review marketing strategies to effectively communicate with and expand the customer base within the EV market.

2. Improve operational processes to increase profit margins

The company plans to achieve its net profit margin target by 2028 through:

1. Strict control of selling and administrative expenses, without affecting investments in new projects that promote sales growth and support the company's ESG.
2. Construction of a new warehouse with a WAREHOUSE AUTOMATION system combined with AI technology to support sales growth, reduce complex work processes, increase operational efficiency, and lower human resource management costs.
3. Installation of SOLAR ROOFTOP on the new warehouse to reduce energy costs and promote ESG.

This plan will promote and develop the organization in the following dimensions

- Profitability & Efficiency

Targets

Corporate Financial Targets

Topic	Latest data		Targets		
	YE/2024	9M/2025	2026	2027	2028
Net Profit Margin (%)	2.56	2.66	2.99	3.28	3.56

Strategic Initiative

Strategic Initiative	Year	Expected Outcomes
Develop and establish a WAREHOUSE AUTOMATION system.	2026	• Construct a new warehouse building within the distribution center in Pathum Thani Province, complete with equipment installation, a fully integrated Warehouse Automation management system, and a Solar Rooftop installation.
	2027	• Improve the logistics system to support business expansion in line with increasing sales, enhance delivery efficiency, and help reduce service and operational costs.
	2028	• Procure electric delivery vehicles and install charging stations to reduce fuel costs and promote ESG initiatives.

Risk Management

Risk 1

Construction of the new warehouse building may be delayed and incur higher costs.

Risk Characteristic

The construction of a new warehouse building may encounter construction delays and higher-than-anticipated costs, which could impact the company's operational plans and investments.

Causes of risk

- Unexpected problems or challenges in the construction process or site conditions
- Fluctuations in construction material prices and labor wages
- Delays in the procurement and installation of WAREHOUSE AUTOMATION equipment
- Problems or delays related to permits or legal requirements

Risk Impact

1. Delays in activating new warehouses affect the ability to accommodate increased sales.
2. Increased project costs may impact the planned budget and profits.
3. Logistics operations and management are disrupted if the WAREHOUSE AUTOMATION system is not available as scheduled.

Risk Management

1. Develop a detailed project plan and schedule.
2. Allocate a contingency budget for materials, equipment, and labor costs.
3. Maintain close coordination with contractors and suppliers.
4. Strictly monitor and comply with legal requirements and approvals.
5. Engage professional third-party agencies to manage warehouse operations to address personnel unavailability issues.

Section 2

Governance Plan

Governance Plan

Board Structure and Qualifications

Ensuring the independence of the board of directors

To adhere to the principles of good corporate governance, which is crucial for driving the organization's sustainable growth, the role of the Board of Directors is highly significant, especially the Chairman and Independent Directors, who serve as key mechanisms for establishing balance and overseeing the management's operations.

Targets

Topic	Current Status	Targets		
		2026	2027	2028
The Chairman of the Board is an Independent Director	Complete	-	-	-
The Board of Directors comprises more than 50% Independent Directors	Complete	-	-	-

Strategic Initiative

Strategic Initiative	Year	Expected Outcomes
The Chairman serves as an Independent Director.	2026	• Success
	2027	• Success
	2028	• Success

Risk Management

Risk 1

The Chairman (Chairman) and Independent Directors (Independent Directors) may be susceptible to undue influence or control by management.

Risk Characteristic

The independence of the company's directors, especially the Chairman and Independent Directors, may be at risk of being dominated or influenced by management or other stakeholders, which may affect their ability to scrutinize and balance the company's management.

Causes of Risk

1. Appointment of directors lacking clear independence qualifications.
2. Directors have close relationships with management or major shareholders.
3. Lack of clear mechanisms or control measures in supervising directors.
4. Information or facts regarding conflicts of interest are not transparent.

Risk Impact

1. The effectiveness of management oversight and control is diminished.

2. The board's decisions may not be impartial and may favor one party.
3. The credibility of the board decreases, affecting the organization's image.
4. This impacts the confidence of shareholders and stakeholders.

Risk Management

1. Mandate that the Chairman of the Board must be an independent director.
2. Continuously ensure that independent directors constitute more than 50% of the Board of Directors.
3. Formulate policies and regulations regarding independence and conflicts of interest.
4. Annually assess the independence of directors and report to shareholders.
5. Promote a transparent and fair governance culture.

Accountability and Transparency Governance

Enhancing anti-corruption and fraud prevention efforts

The company recognizes the importance of operating transparently, being socially responsible, and adhering to good corporate governance principles. Therefore, compliance with anti-corruption measures is one of the company's primary missions to ensure that all operational steps comply with laws, regulations, and ethical standards.

Targets

Topic	Current Status	Targets		
		2026	2027	2028
The company has established an anti-corruption policy and practices.	Complete	-	-	-
<ul style="list-style-type: none"> An anti-corruption and anti-bribery policy has been developed to comprehensively cover the organization's business operations,formally approved by the Board of Directors,and supported by clear and practical implementation guidelines 	Complete	-	-	-
<ul style="list-style-type: none"> The company conducts regular monitoring and evaluation of compliance with its anti-corruption and anti-bribery policy and procedures. Audit results are reported by internal auditors to the Board of Directors at least annually. In the event of any violations,corrective actions and preventive measures are clearly defined to prevent recurrence 	Complete	-	-	-
<ul style="list-style-type: none"> The company conducts an annual review of its anti-corruption and anti-bribery policy and practices with the Board of Directors 	Complete	-	-	-
Achieve CAC certification from the Thai Institute of Directors (Thai IOD)	Signatory	In the process of applying for certification.	In the process of applying for certification.	Certified

Topic	Current Status	Targets		
		2026	2027	2028
Implement and verify that all critical Tier 1 business partners have anti-corruption policies, and ensure that the company actively monitors and assesses business partners' adherence to these policies	-	In the Process	Success	Success

Strategic Initiative

Strategic Initiative	Year	Expected Outcomes
Obtained CAC certification from the Thai Institute of Directors (Thai IOD) by 2028.	2026	• Provide external consultants to establish guidelines and best practices, as well as to provide training to the working team.
	2027	• Execute operations according to the established plan.
	2028	• Certified by CAC.

Risk Management

Risk 1

Risk of not obtaining the CAC Certificate

Risk Characteristic

Failure to obtain certification from CAC (Certified Anti-Corruption) may affect the company's credibility with stakeholders and may impact business opportunities with partners or government agencies.

Causes of Risk

Lack of understanding of the process by employees and responsible personnel leads to non-compliance with CAC processes.

Risk Impact

1. Reputation Risk. Loss of credibility in the eyes of customers, investors, and partners. The organization may be perceived as not prioritizing good corporate governance, affecting its ESG (Environmental, Social, Governance) ratings.
2. Investment and Financial Risk. Institutional investors, especially foreign ones, often consider passing CAC as one of their investment criteria. Failure to pass may result in lost opportunities for fundraising or reduced attractiveness in the capital market.
3. Legal and Regulatory Risk. Although CAC is not a law, it is a widely accepted private sector standard. Failure to pass may reflect that the organization still has loopholes in internal control and anti-corruption measures.
4. Competitive Risk. Companies that pass CAC can use it as a selling point for transparency. Failure to pass may put them at a disadvantage compared to certified competitors.
5. Personnel and Organizational Culture Risk. New generation employees prioritize organizations with good governance. Failure to pass may make it difficult to attract and retain quality personnel.

Risk Management

1. Review and improve internal control systems in accordance with the CAC assessment model.
2. Train directors, executives, and operational staff to understand their anti-corruption roles.

3. Foster a transparent organizational culture through the Code of Conduct and internal communication.
4. Utilize third-party verification (e.g., auditors or the chairman of the audit committee) to confirm accuracy before submitting for certification.

Governance of Risk and Management Compliance

Enhancing internal audit quality evaluation

Internal audit is one of the processes designed to prevent misconduct by individuals within the organization. This process is an integral part of sustainable development, and the company places significant importance on it.

Targets

Topic	Current Status	Targets		
		2026	2027	2028
An independent external organization is appointed to evaluate the quality of internal audit activities in comparison with the updated international standards for internal auditing.	Not Started	In Progress	In Progress	Success
The company appoints an independent external unit to conduct internal audits, including managing audit projects, monitoring and addressing findings, summarizing audit results, and preparing the annual audit plan.	-	In Progress	Success	Success

Strategic Initiative

Strategic Initiative	Year	Expected Outcomes
The company appoints an independent external unit to conduct internal audits, including managing audit projects, monitoring and addressing findings, summarizing audit results, and preparing the annual audit plan.	2026	• In Progress
	2027	• Success
	2028	• Success

Risk Management

Risk 1

Risk of delay or failure to achieve quality objectives

Risk Characteristic

The plan to enhance the quality assessment of internal audit work may pose a risk of delay or failure to achieve quality objectives. If processes and measures are insufficient, it may affect internal audits and the reliability of the data used for decision-making.

Causes of risk

1. Lack of clear planning and definition of quality standards.
2. Personnel lack knowledge or expertise in the quality assessment process.
3. Coordination with relevant agencies is not smooth.
4. Monitoring and improvement of assessment results are not continuous or consistent.

Risk Impact

1. The quality of internal audit decreases, which may lead to incomplete identification of errors or risks.
2. Management's decisions are based on incomplete or inaccurate information.
3. The credibility of the internal audit unit decreases.
4. This impacts stakeholders' confidence in the organization's governance and management.

Risk Management

1. Clearly define standards and frameworks for internal audit quality assessment.
2. Provide continuous training and personnel development to enhance skills.
3. Establish an effective coordination mechanism among relevant agencies.
4. Monitor and consistently improve evaluation results based on recommendations and best practices.
5. Prepare performance summary reports and action plans for management to support decision-making.

Section 3

Climate Action Plan

Climate Action Plan

Greenhouse gas inventory (GHG) plan

Climate change is a critical global issue that all sectors must prioritize, as greenhouse gas emissions from economic and social activities are the primary cause of global warming. Greenhouse gas accounting serves as a tool for assessing environmental impacts and is a crucial foundation for preparing reports and disclosing sustainability information.

Targets

Topic	Targets		
	2026	2027	2028
GHG inventory report, GHG verification and disclosure (specific to Scope 1 and Scope 2 emissions)	In Progress	In Progress	Success
Installation of a solar rooftop system at the warehouse building in Pathum Thani Province	In Progress	Success	Success

Strategic Initiative

Strategic Initiative	Year	Expected Outcomes
Appoint external consultants to plan and establish a structured data management system, and engage independent auditors/reviewers to ensure accuracy and compliance prior to certification.	2026	• Engage external consultants to provide guidance, establish a structured data collection and management process, and appoint independent reviewers to verify compliance and accuracy.
	2027	• Review and disclose
	2028	• Success

Risk Management

Risk 1

Incorrect data storage

Risk Characteristic

Employees lack sufficient knowledge and understanding in data collection.

Risk Impact

The numerical results are inaccurate and have not been verified by the verifier.

Risk Management

Procure external consultants to provide advice, analyze data, and supply software for data recording to ensure accuracy as specified.

Attachment

Attachment

Attachment

URL Link to the Document : <https://jumpplusmedia-setlink.setgroup.or.th/SCL/1764741533372.pdf>

