

## The International Leader

in

### Manufacturing of Industrial Components & Parts

Automobile Parts, Air Conditioner Parts, Electrical Appliances Parts, Electronic Parts

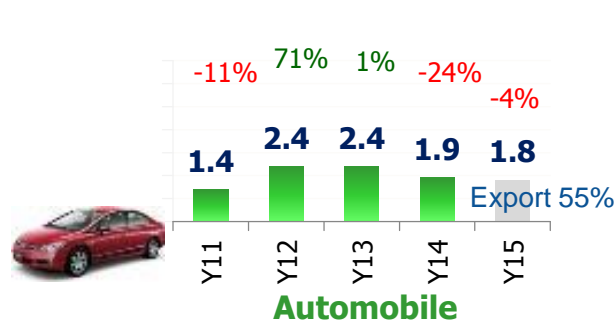
Copper, Aluminum & Steel Pipe, Metal Sheet, Plastic Injection, Heat Exchanger, Diamond tools, aluminum condenser, aluminum forging

OEM (Original Equipment Manufacturer)  
ODM (Original Design Manufacturer)  
& Pre Assembly

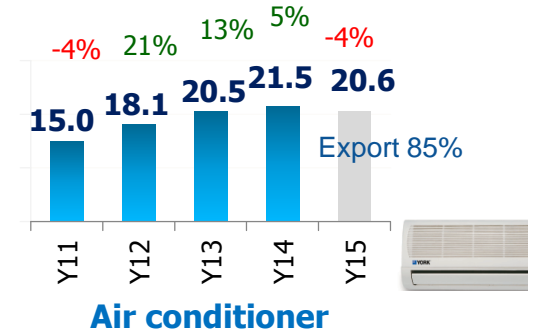
Air Conditioners, Freezers, water heater and Other Electrical Appliances

## Production volume in Thailand

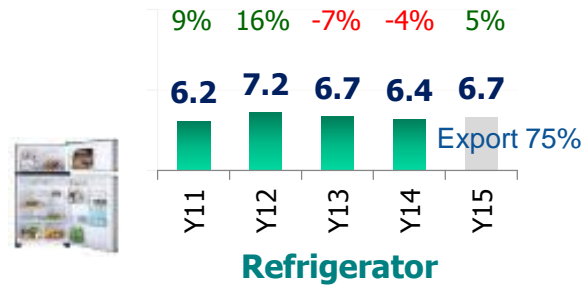
(million units)



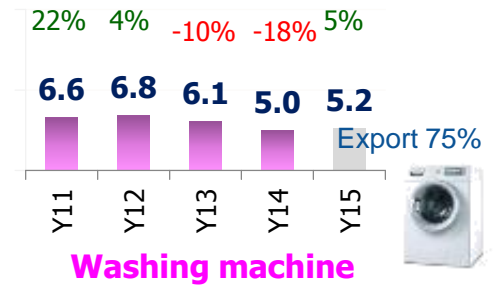
Source: The Federation of Thai Industries & Thailand Automotive Institute



Source: EEI



Source: EEI



Source: EEI

# SNC products & customers

parts

### Air Conditioner



#### Residential Air Conditioner Parts





### Air Conditioner

#### Assemblies (OEM & ODM)

OEM

parts

### Plastic parts

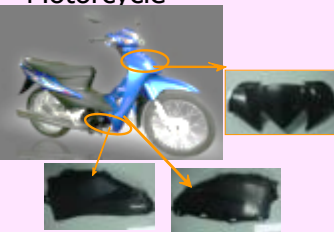
#### Electrical appliances




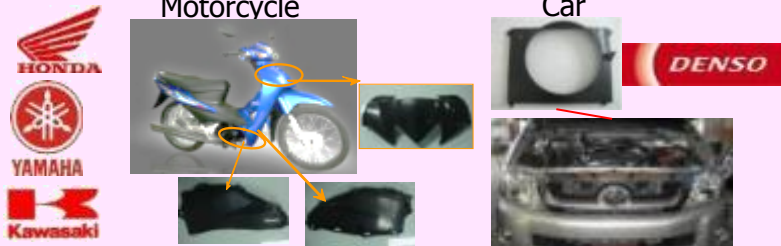

Other

### Plastic parts

#### Motorcycle



#### Car

Auto


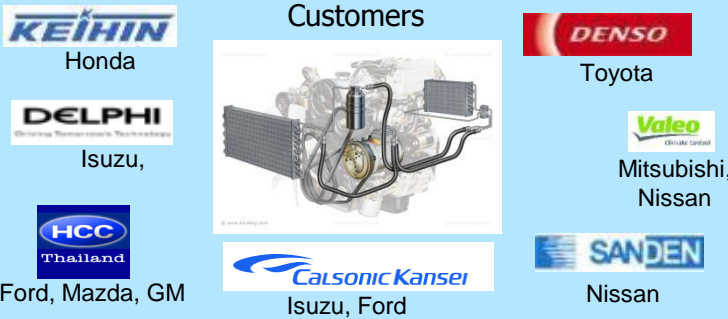
Auto

### Automotive

- Automotive Parts
- sub assemblies



### Customers

### Car maker



Sale	Auto	OEM	Part	Other
2014 (A)	13%	43%	40%	5%
2015 (F)	12%	50%	35%	3%

**FUJITSU** 35%  
**MITSUBISHI ELECTRIC** Changes for the Better 10%  
**SHARP** 5%  
**DAIKIN** 6%

Company Overview	Strategic Expansion	Financial Highlight
------------------	---------------------	---------------------

parts

**Compressor**  
- Compressor Parts



**DAIKIN**  
**HITACHI MOBILIZED COMPUTING**  
**KK**  
**SC**  
**Copeland**

**Heat Exchanger**



**FUJITSU**  
**TRANE**

parts

OEM

**Food Processing Equipment**  
- ODM



**BIG AIR PRODUCTS**  
**ATLANTIC**  
**Water heater OEM**  
**2014**

parts

**Air-conditioners**      **Metal Sheet**      **Washing machine**



**2012**  
**FUJITSU** **DAIKIN** **MITSUBISHI ELECTRIC** **Mac** **SUZUKI** **YOKUIC** **Electrolux**  
**TRANE** **AAPICO** **H one**

Other

Other

**Diamond tooling**  
- Cutting tools and dies



**2012**  
**SHIN-EI** **DAISIN GROUP** **Minebea** **Nabtesco** **ASAHI TEC**  
**TOYOTA** **ISTM** **ISUZU** **DENSO**


**Meisou-SNC**



**2015**

**Aluminum Parts**

**Condenser**      **Forging**



**2013**

New

**SNC**

♥ Selling price = Cost plus margin



# SNC

Capital 287 MB

Company Overview

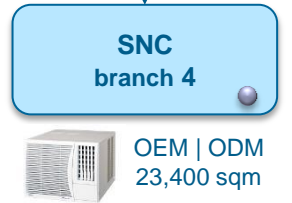
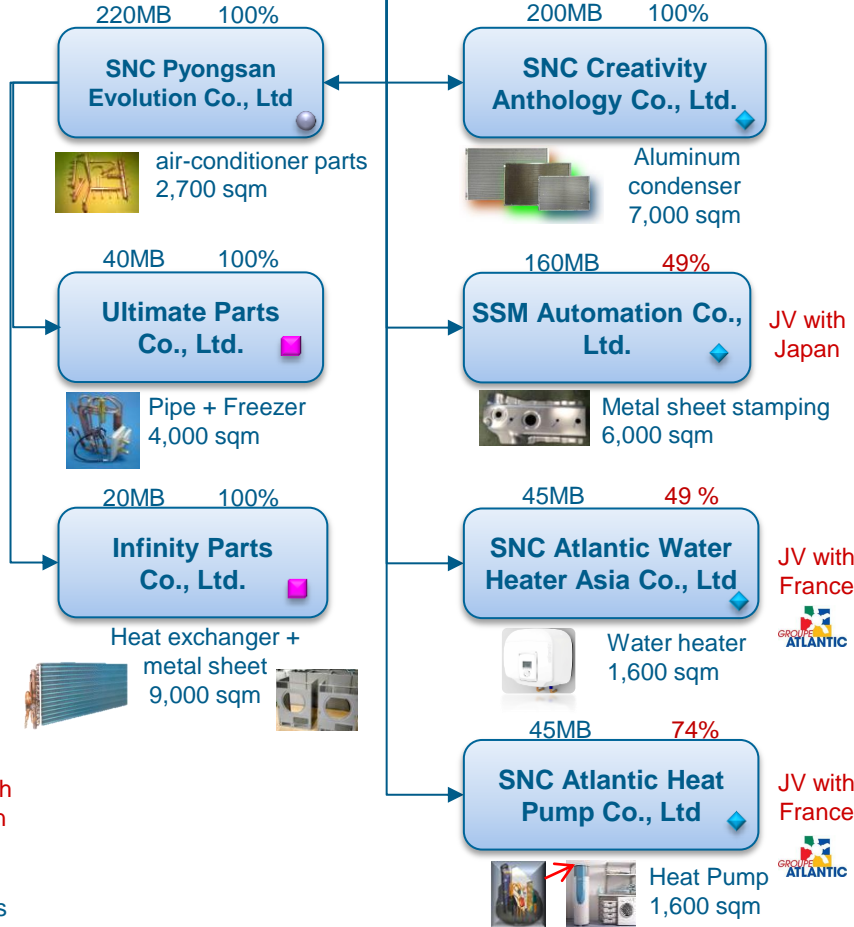
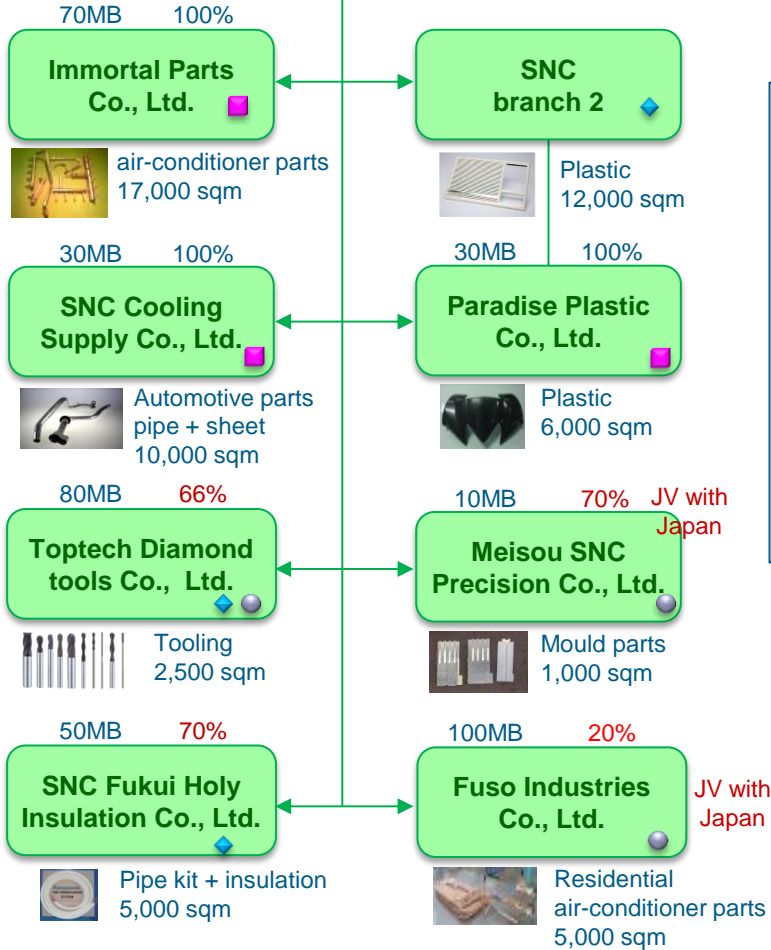
Strategic Expansion

Financial Highlight

## Samutprakarn province

## Rayong province

## Chonburi province



- SME BOI, tax 0% 8 years, start 2011
- ◆ Normal BOI, tax 0% 3-8 years
- Non BOI, tax 20%

Total 15 companies (8 co.+ 7 JV)



Location closely to customers

# SNC Management

Company  
Overview

Strategic  
Expansion

Financial  
Highlight



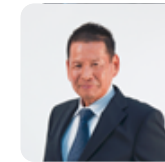
**Dr. Somchai Thaisanguanvorakul**  
Chairman of the Executive Committee



**Samitt**  
V-CoEC  
Samutprakarn



**Somboon**  
V-CoEC  
Rayong Chonburi



**Kodama**  
V-CoEC  
Home appliance  
Ex-Panasonic



**Somchai+Koseki**  
MD  
Ex-Honda  
Aluminum  
condenser  
water heater  
+ heat pump



**Pongdej**  
President  
Ex-Honda  
Diamond tools



**Nishino**  
MD  
Ex-Denso  
Aluminum pipe



**Kim**  
MD  
Ex-LG  
copper pipe +  
metal sheet +  
heat  
exchanger +  
Freezer



**Ono**  
MD  
Ex-Fujitsu  
OEM/ODM



**Wootichai+Iino**  
MD  
Ex-Daikin  
Plastic



**Suphot+Konno**  
MD  
Ex-Daikyo  
Copper pipe +  
metal sheet



SNC has good relationship with our customers.

**SNC**

# SNC Strategic Expansion

Company Overview

Strategic Expansion

Financial Highlight

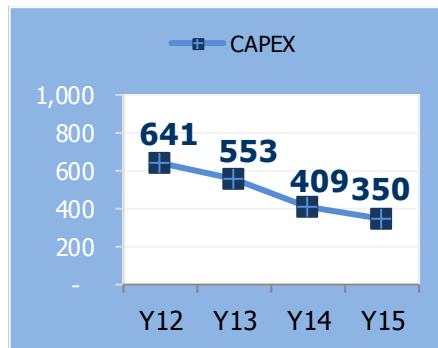
SNC is planning to expand part business for automotive and home appliance products in order to get the maximum benefit from economy of scale

	Automotive Air Conditioner	Residential Air Conditioner	Compressor	Freezer	Metal Sheet	Plastic (electrical appliances)	Diamond Tools	Aluminum Parts	Water Heater Heat Pump
<b>Current Position</b>									
<b>Project Expansion</b>									
<b>Material Supplier</b>	1981	1981	1981		2005	2010	2012	2013	
<b>Part Supplier</b>									
<b>Manufacture (OEM &amp; ODM)</b>					SSMA 2012				2014

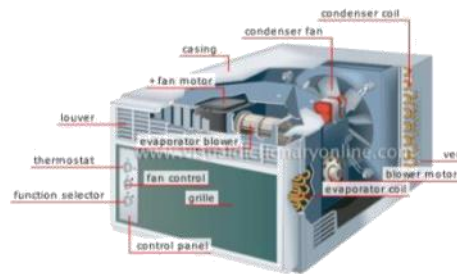
Small Player

Big Player

Market Dominator



Y12-13, big investment.  
Y14, medium investment.  
Y15, minor investment and replacement



**SNC**

Residential Air Conditioner Parts	Cost in Percentage	SNC Current Capability	SNC Future Capability
Pipe (Copper)	10%	10%	10%
Heat Exchange	20%	8%	20%
Plastic	15%	2%	10%
Sheet Metal (Iron)	15%	8%	15%
Compressor	30%	0%	0%
Electronics	5%	0%	5%
Motor	5%	0%	0%
<b>Total</b>	<b>100%</b>	<b>28%</b>	<b>60%</b>

# Machine utilization rate

Company  
Overview

Strategic  
Expansion

Financial  
Highlight

	Y12	Y13	Y14	Y15
Automotive air-conditioning parts	63%	65%	60%	60%
Residential air-conditioning parts	86%	84%	70%	80%
Compressor parts	90%	80%	70%	80%
Metal sheet stamping	54%	66%	70%	80%
Freezer	83%	80%	80%	80%
OEM	30%	30%	30%	35%
Heat Exchanger	53%	45%	50%	50%
Plastic	76%	81%*	60%	65%
SSMA-metal sheet stamping	25%	50%*	60%	70%
Toptech Diamond Tools	85%	76%*	55%	55%
Aluminum condenser (cap >> 500,000 units)	-	-	0%	10%
Water Heater (cap >> 100,000 units)	-	-	5%	25%
Heat Pump (cap >> 120,000 units)	-	-	1%	50%

\* Capacity increased.

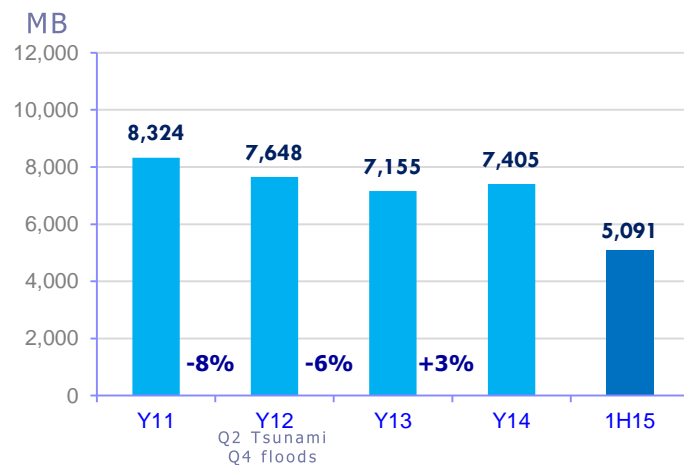
# Financial Highlight

Company  
Overview

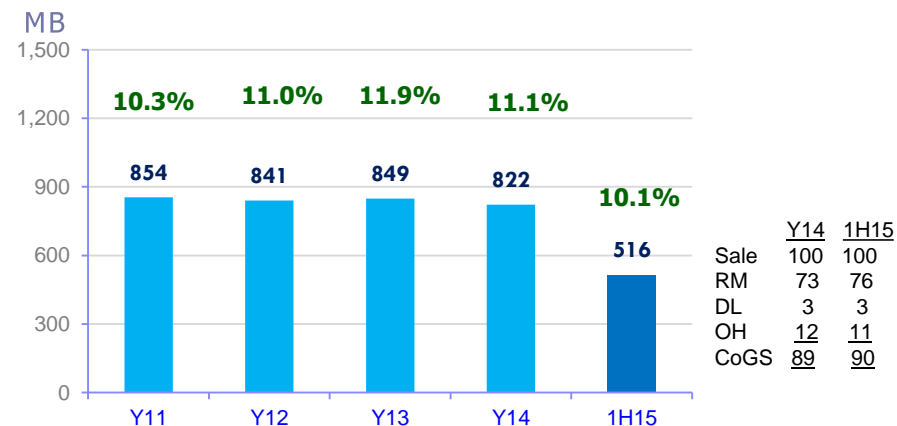
Strategic  
Expansion

Financial  
Highlight

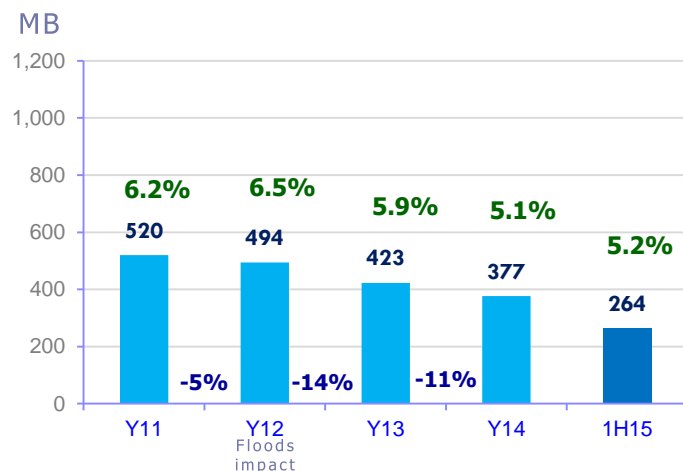
## Sales



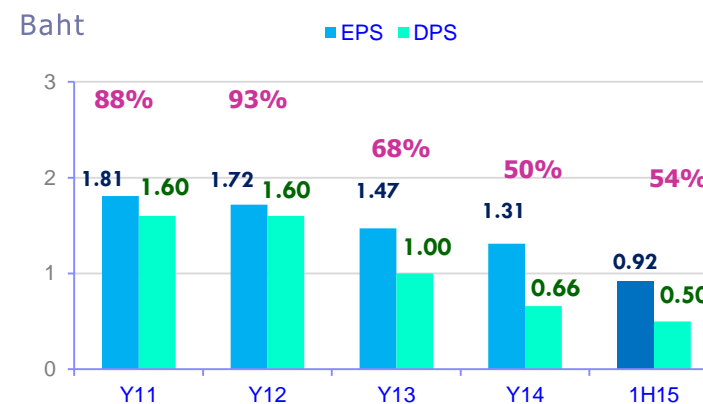
## Gross Profit & Margin



## Net Profit & Margin



## EPS DPS



**SNC**

Dividend policy > 50% of profit



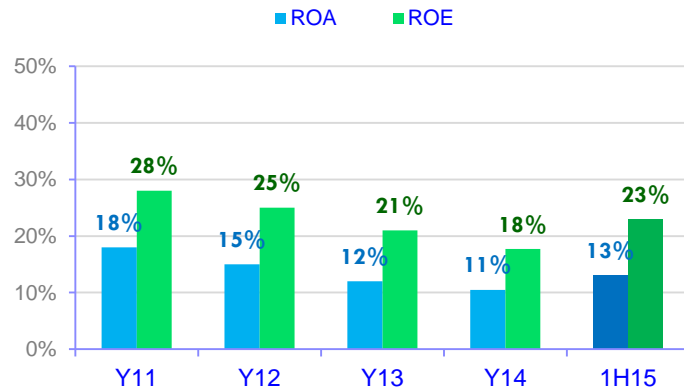
# Financial Highlight (Cont'd)

Company Overview

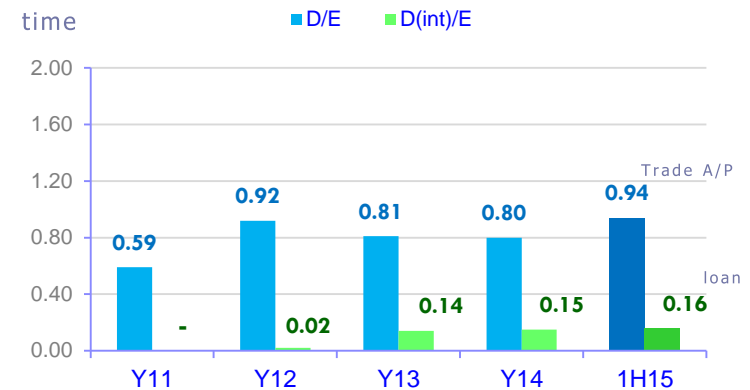
Strategic Expansion

Financial Highlight

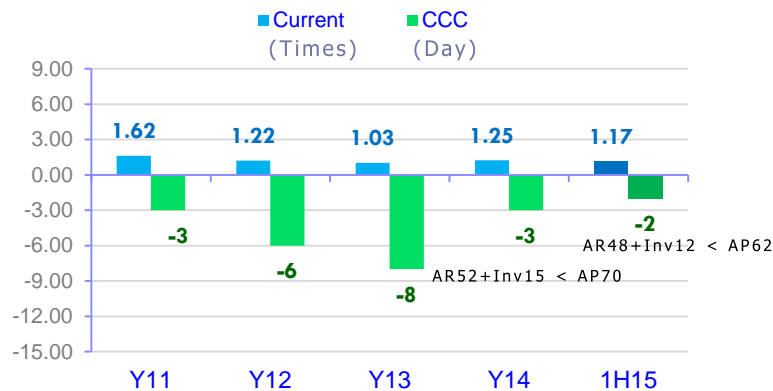
## ROA & ROE



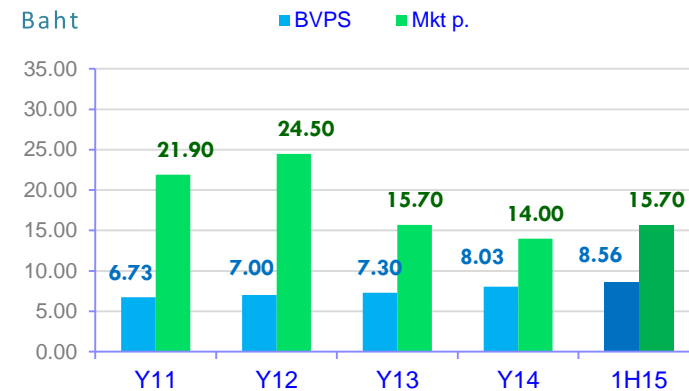
## Total liabilities/Total Equity



## Liquidity Ratio



## BVPS & Market price



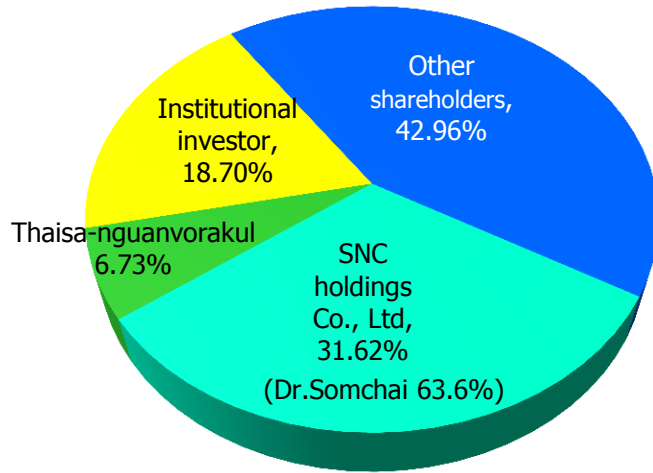
Minus cash conversion cycle



**SNC**

# Other information

Source : Thailand Securities Depository , last update as of 20Aug2015.



โครงการโรงงานโรงเรียน  
School and factory



40 Mini MDs



**SNC**

**THANK YOU**