



SNC FORMER PUBLIC COMPANY LIMITED

# Opportunity Day 4Q2017

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The Stock Exchange of Thailand

15 February 2018

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# Agenda

- **Overview & Highlights**
- **Industry Updates**
- **Company Performance 4Q17 & Y17**
- **Financial Highlights**
- **Company Outlook/Strategy Updates**
- **Q & A**



SNC Training Center, Samutprakarn

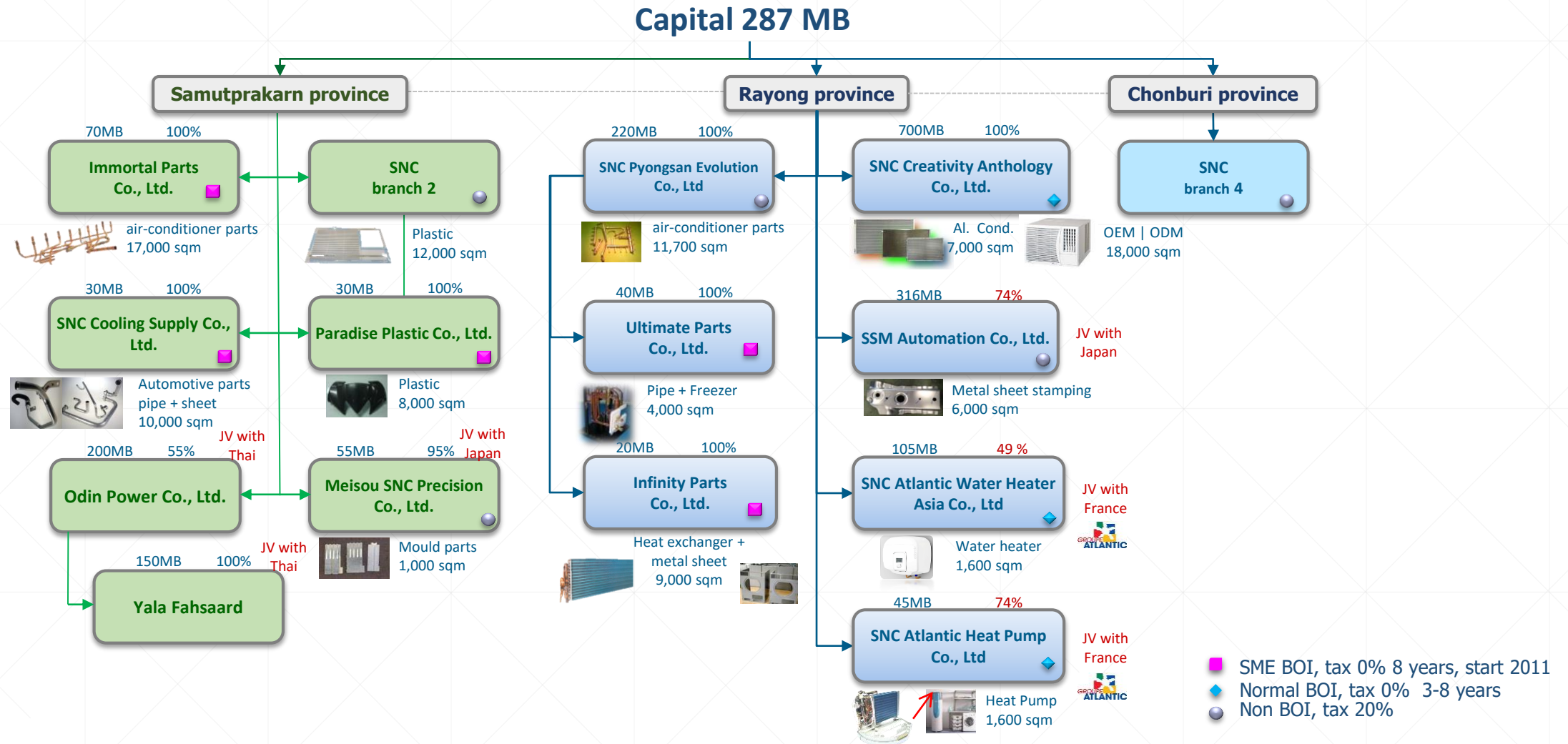
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- **SNC Overview & Highlights**

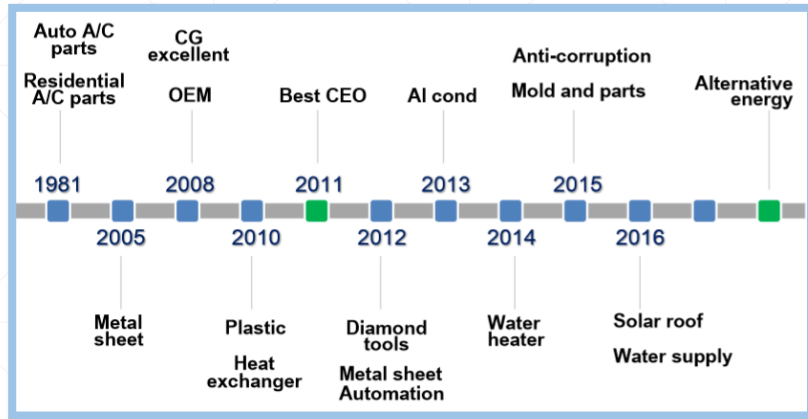
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# Company Overview



# Company Highlights

**SNC**



ERP Implementation

Sold TTD

Alternative Energy

Organization Restructuring



Move production line from LCB to RY

SFHI-IMP, MSPC, SSMA



Solar Rooftop



Water Supply

# Awards and Recognitions



- **Thailand Sustainability Investment (2016 – 2017), SET**
- **Outstanding Investor Relations Awards (2017), SET**
- **Top Innovation Organization (2017), SET & NiA**
- **Excellence CG Scoring on Corporate Governance Report of Thai Listed Companies (2015-2017), Thai Institute of Directors**
- **Environmental Social Governance 100 (2015-2017), Thaipat Institute**





# Awards and Recognitions

**SNC**



- **Vendor Performance Awards 2016, Kang Yong Electric PCL**
- **Most Effect Quality Improvement Company 2016, MCP (Thailand)**
- **Professional Supplier Excellence Supplier Awards 2017, Electrolux**
- **Quality and Delivery Supplier Award 2017, Toshiba Carrier (Thailand)**
- **Best Improvement in 2017 Supplier Award, Hanon Systems (Thailand)**



# Agenda

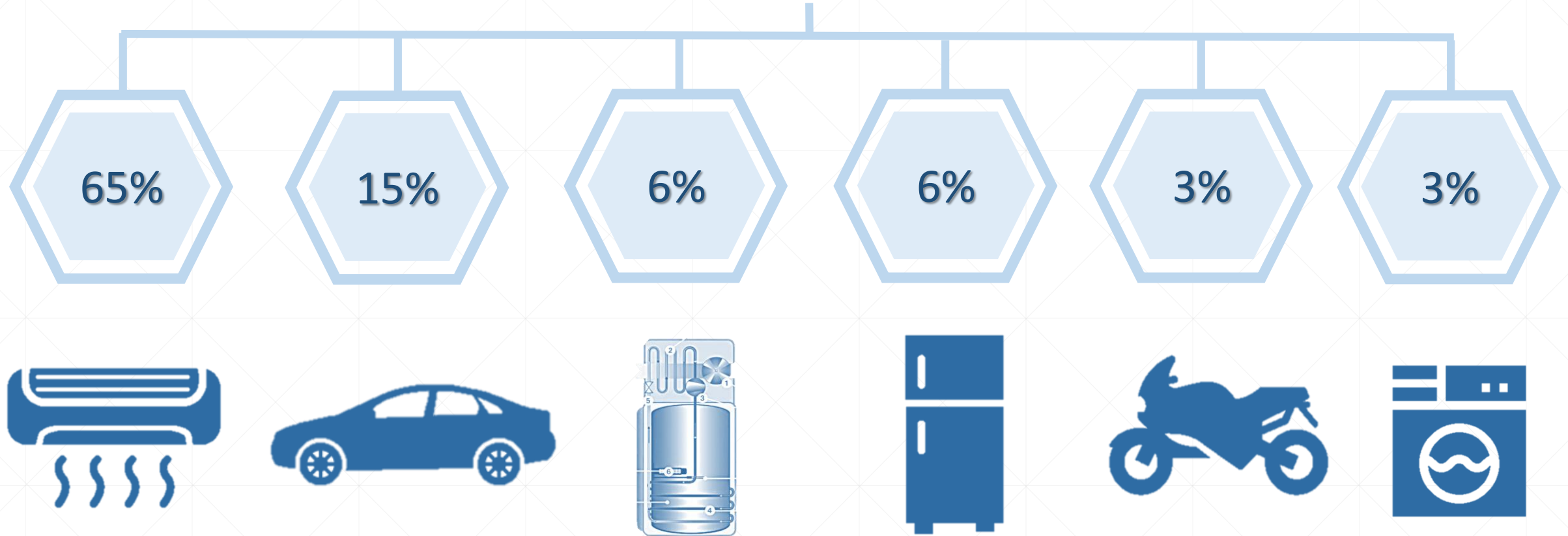
- *SNC* Overview & Highlights



- **Industry Updates**

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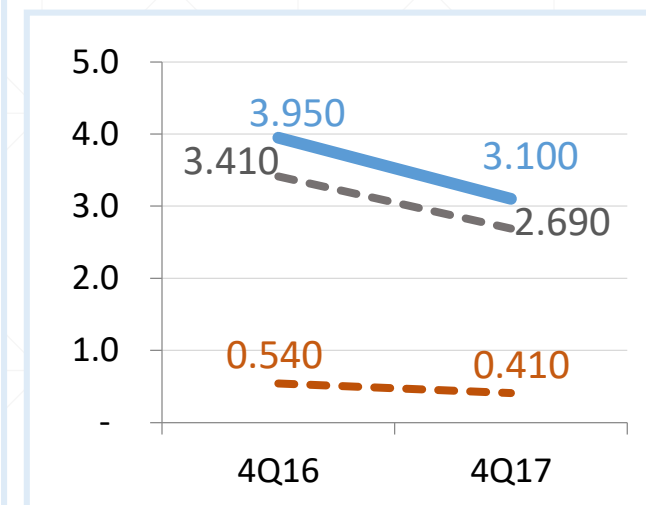
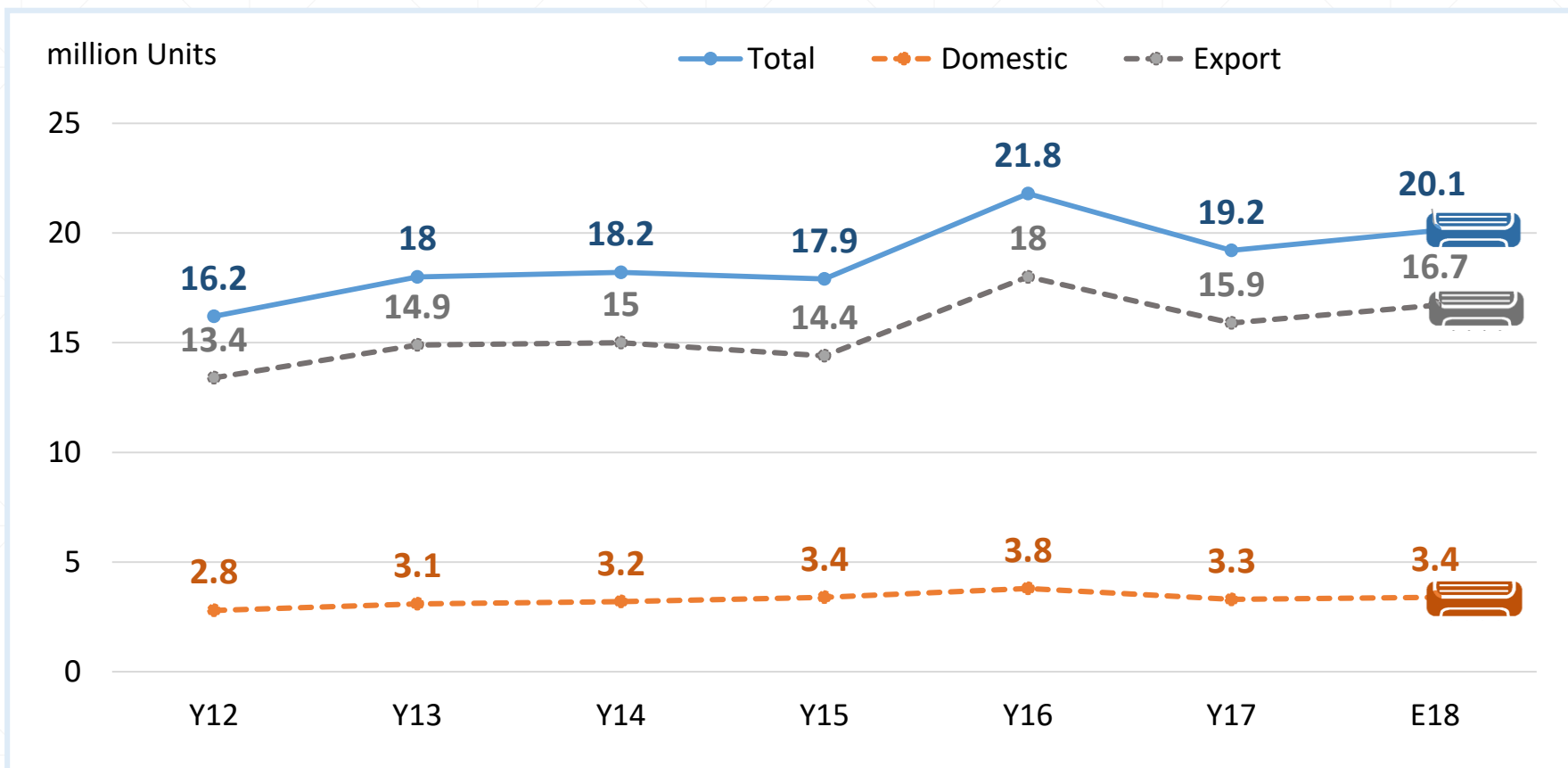


**SNC**

Note: Others 2%

# Air conditioner Industry

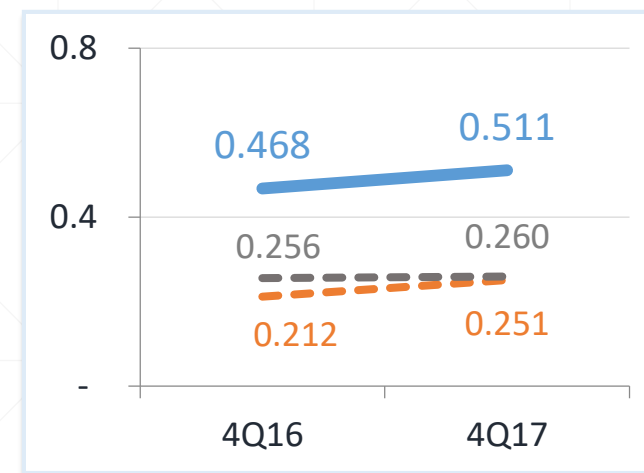
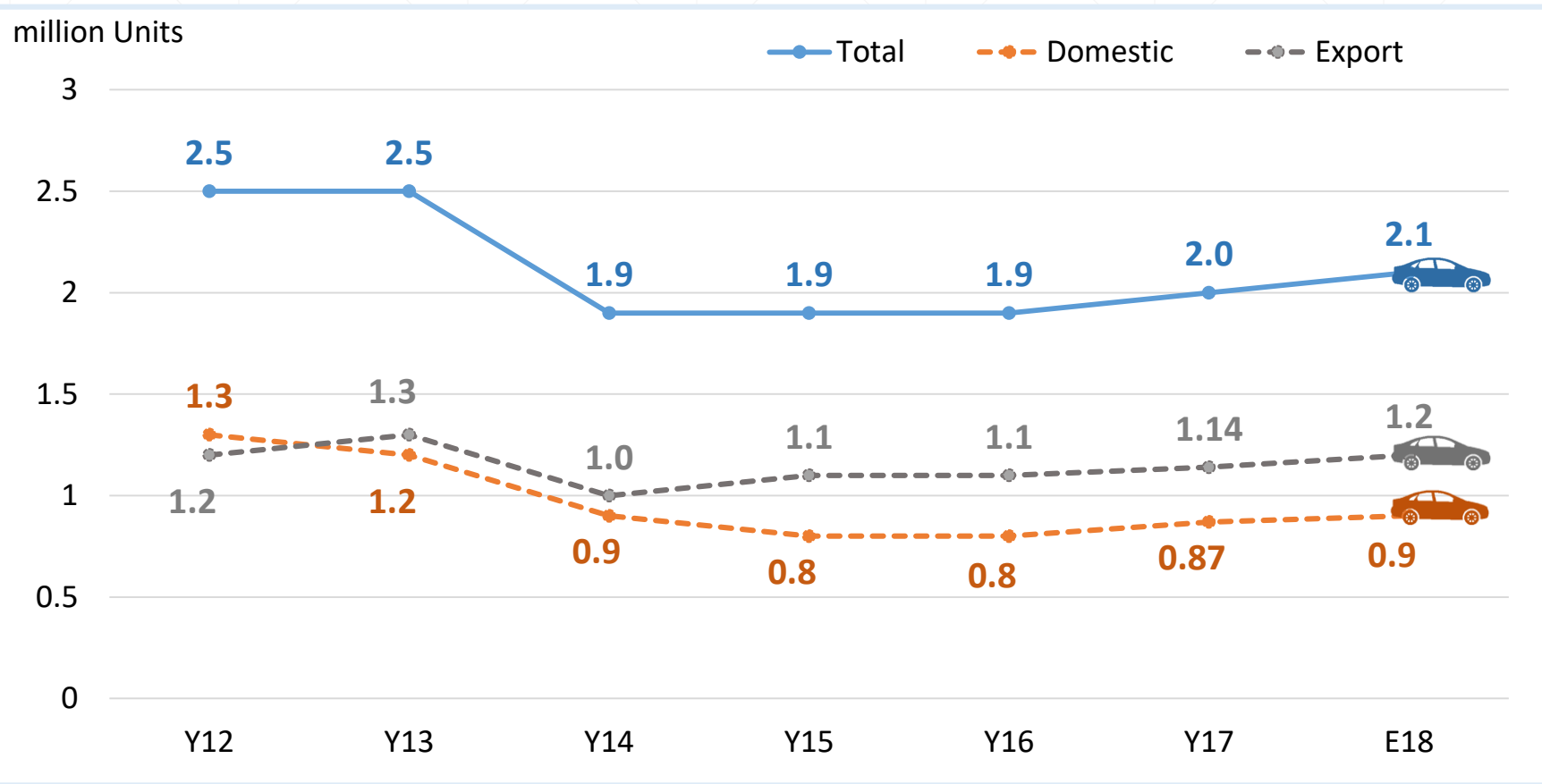
**SNC**



**Y16 VS Y17** → A/C production was reduced by 12% as Export was reduced by 12% and Domestic was reduced by 13%

**4Q16 VS 4Q17** → A/C production was reduced by 22% as Export was reduced by 21% and Domestic was reduced by 24%


# Automobile Industry



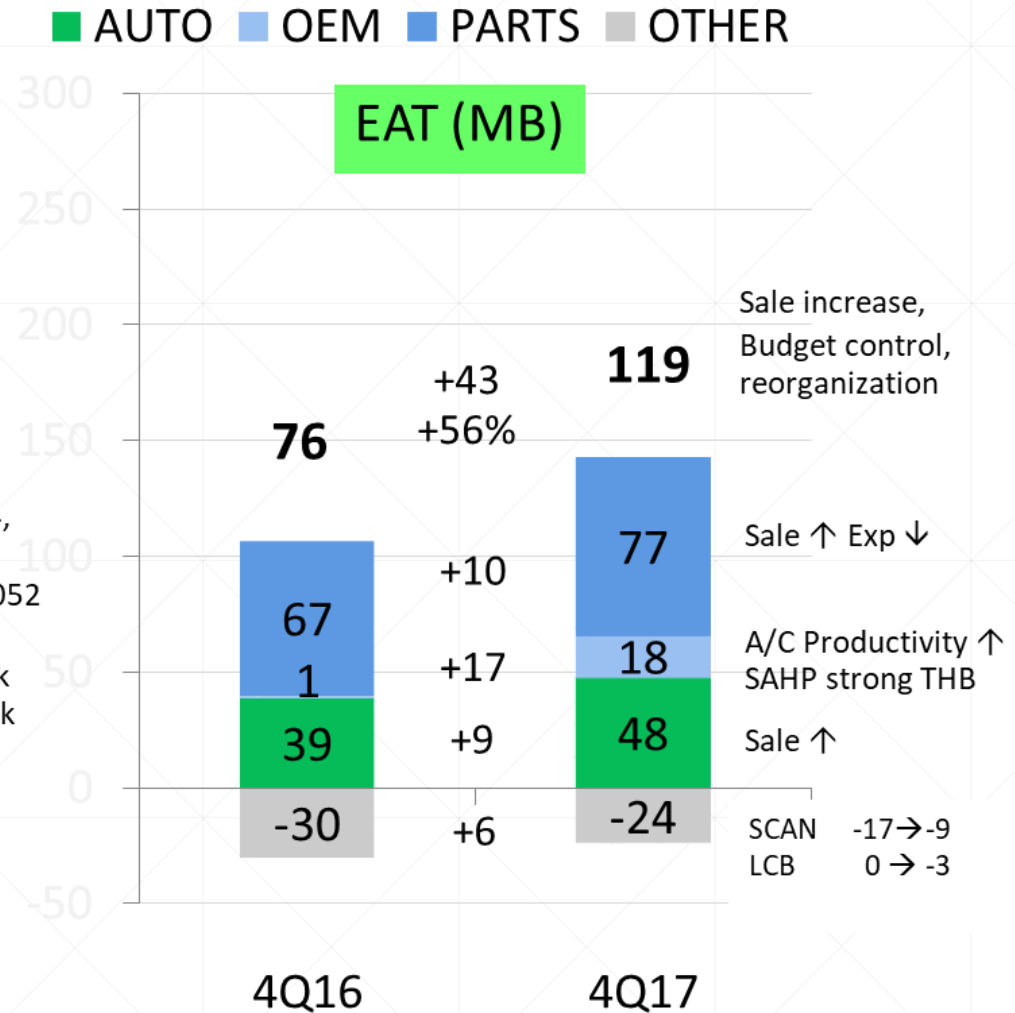
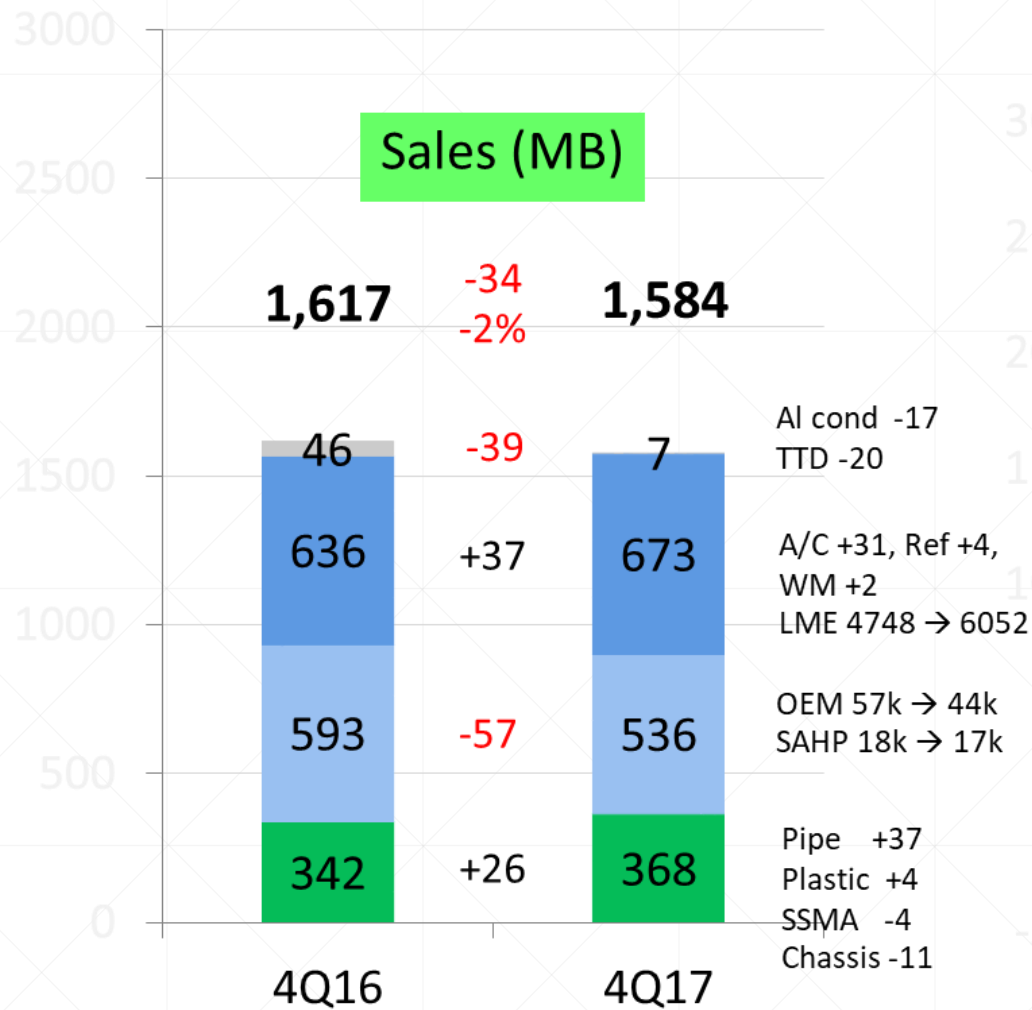
**Y16 VS Y17** → Automobile production was increased by 5% as **Export** was increased by 4% and **Domestic** was increased by 9%

**4Q16 VS 4Q17** → Automobile production was increased by 9% as **Export** was increased by 2% and **Domestic** was increased by 18%

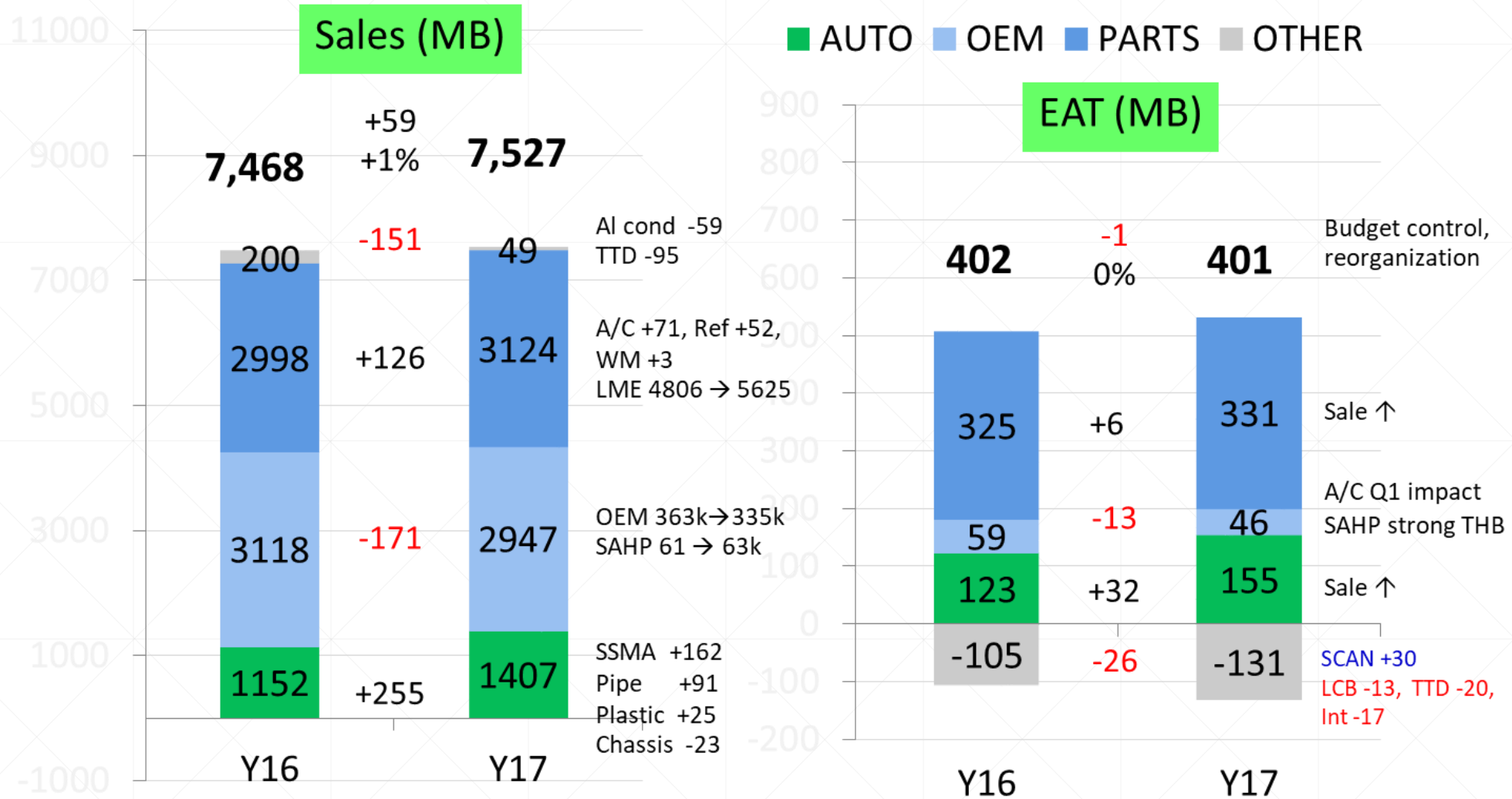
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# Company Performance - 4Q17



# Company Performance - Y17





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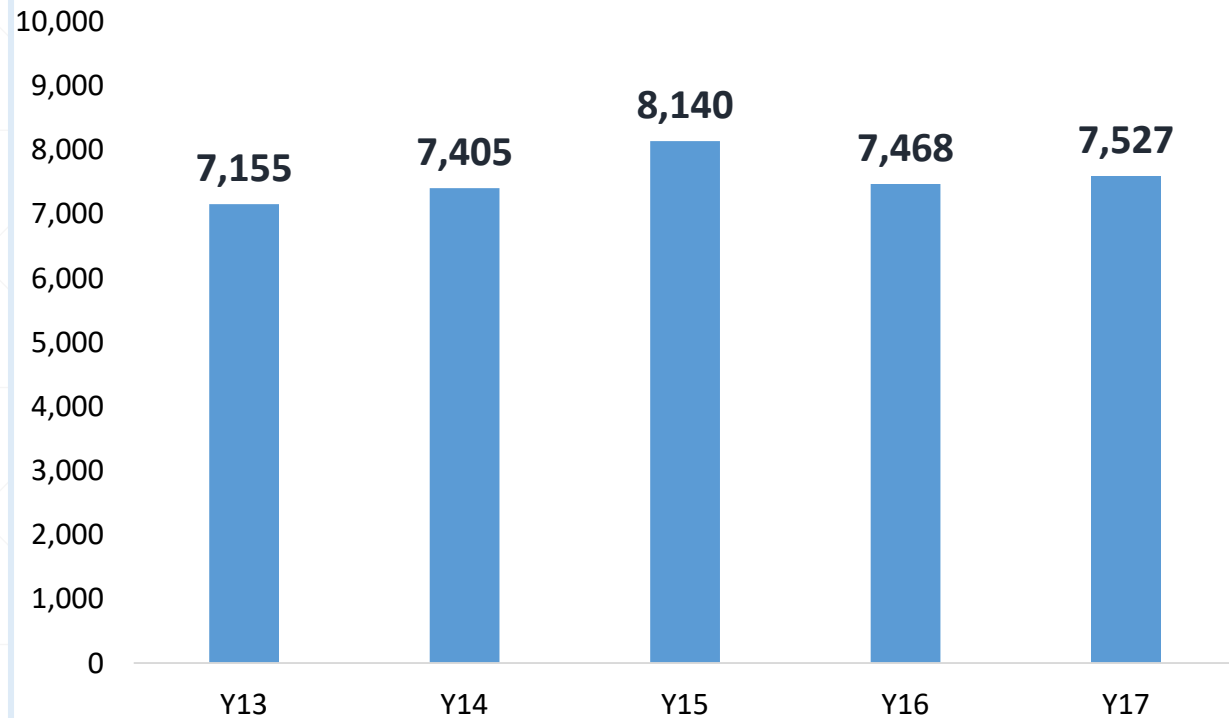
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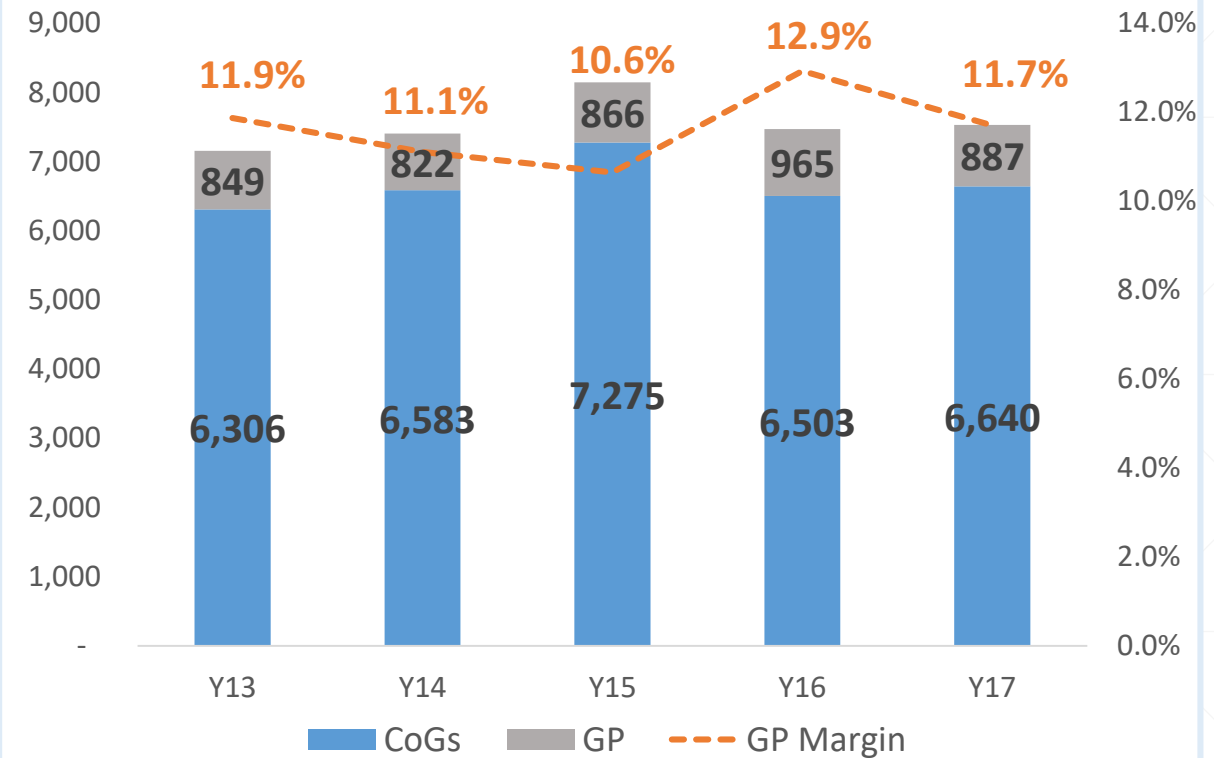
# Financial Highlights



## Sales



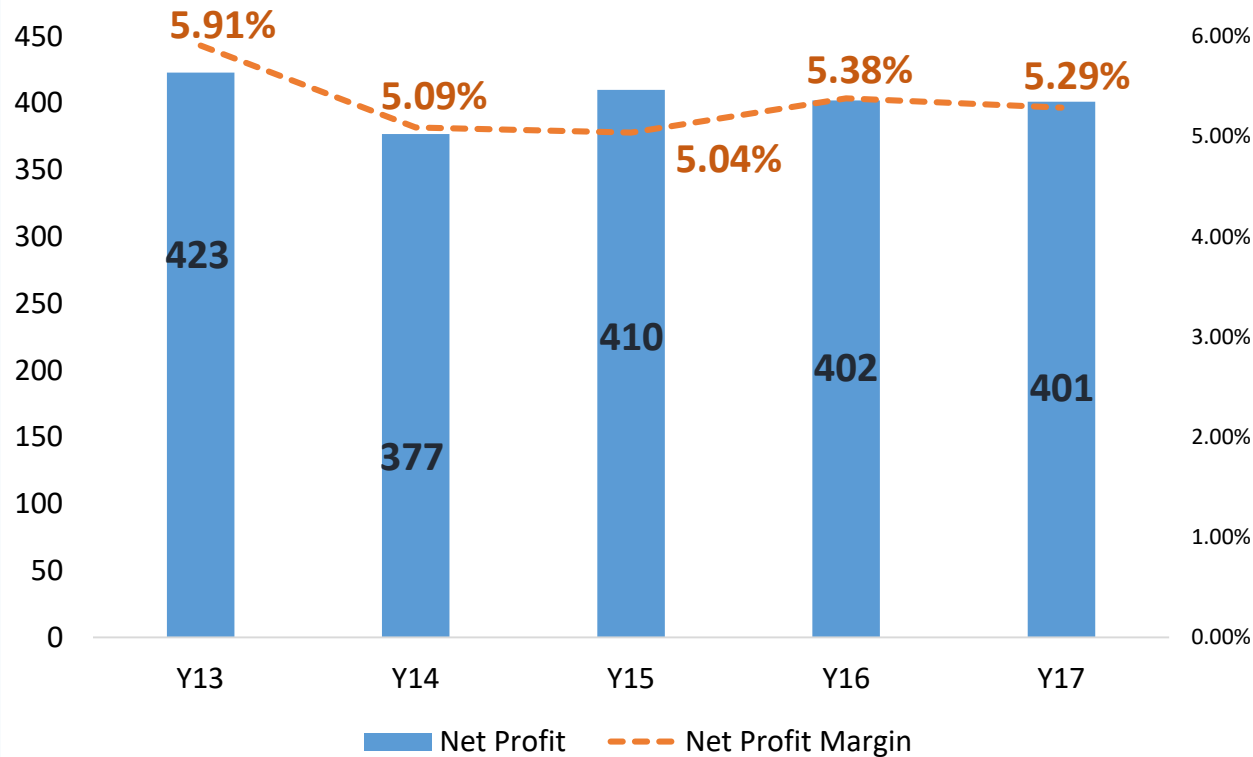
## CoGS GP



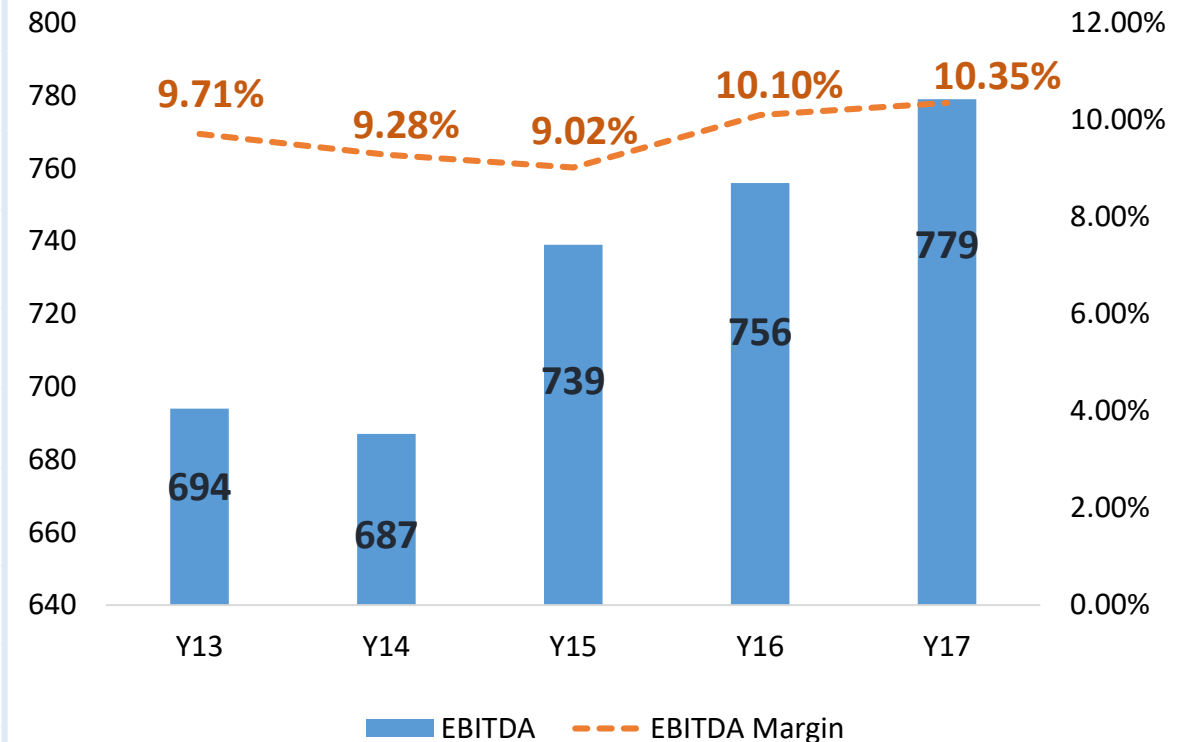
# Financial Highlights



## Net Profit



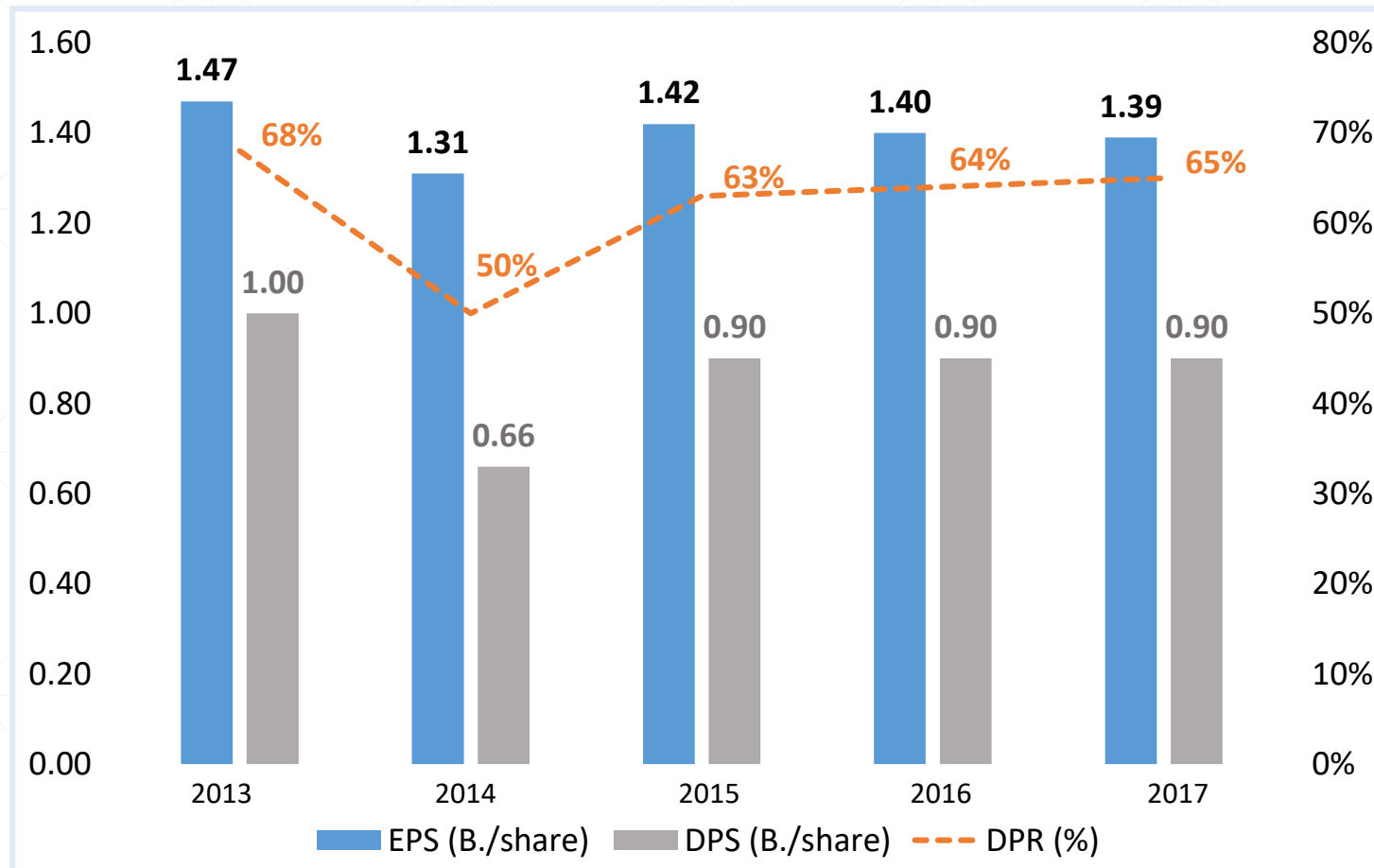
## EBITDA



# Stock Information




**Dividend Policy: Minimum of 50% of net profit after tax and statutory reserve**



## Stock Information

Par value (B.)	1.00
Listed share (M.)	287.78
Market capitalization (MB.)	4,057.66
Stock price (B.)	14.10
P/E (X)	11.33
P/BV (X)	1.60
Dividend Yield (%)	6.38

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# Company Outlook & Strategy Updates

**SNC**

## Automotive Parts

- Export to USA will increase in 4q18
- Domestic new model order will start in 4q18
- Export to China is expected to be reduced in 2018

## OEM / ODM

- Production efficiency (OEM A/C) got back on track in 4Q17
- New EER standard in Middle East
- ODM vending machine is expected to be increased
- Strong THB affects SAHP

## E/A Parts

- Pipe kit export to Australia will increase in 1Q18
- Additional order from washing machine
- Upstream parts production for vending machine will increase

## Other

- LCB factory lease income will increase in 2018
- SCAN increased capital 300 MB in Jan 2018, D/E ratio met target
- SG&A is targeted to be 5% of Sale (2017: 5.5%)
- Bank loan target at 350 MB at the end of 2018 (2017: 733 MB)



## **SNC Former Public Company Limited**

### **Company Visit Program At SNC Rayong plant**

**17 February 2018**

8.00 - 8.30	Registration at MRT, Queen Sirikit National Convention Center
8.30 - 11.30	Start traveling from MRT to SNC Rayong.
11.30-12.00	Arrive SNC Rayong, Welcome & Factory introduction
12.00-13.00	Lunch
13.00-14.00	Visit our Production line
14.00-14.15	Q&A
14.15-14.30	Taken photo with our Management
14.-30-17.30	Traveling to SET

#### Remarks:

1. Investors who are interested in visiting the plant, please register on Opportunity Day, Feb 15<sup>th</sup> 2018.
2. We will confirm with you on Feb 16<sup>th</sup> 2018.
3. Incase of having many registrants, we would like to reserve the right for ones who had never visited. We apologize for any convenience.
4. Contact Person: Khanittha Suwannapha Tel: 093-326-6975

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## Q & A





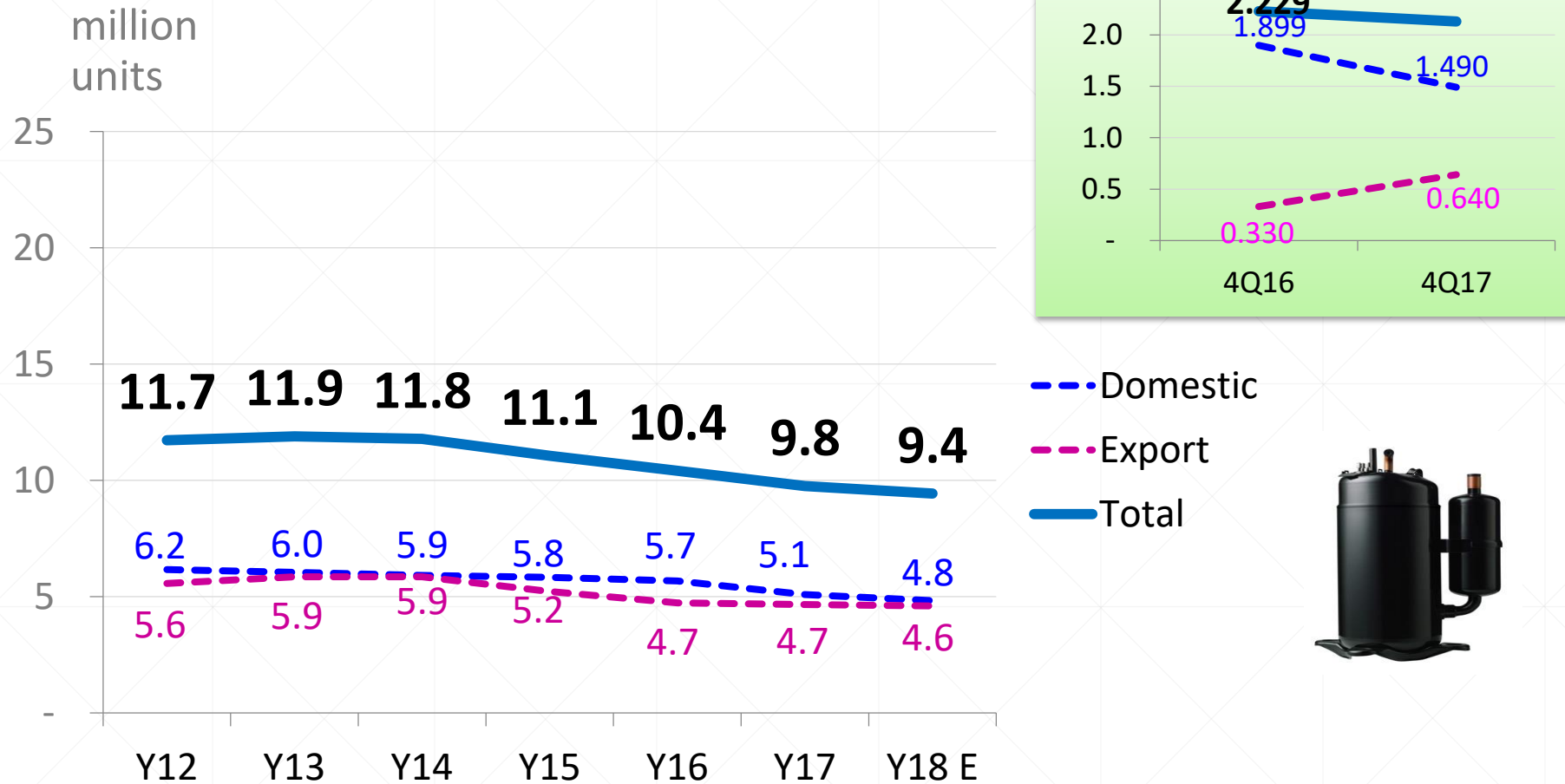
***SNC*** ***Building Human Capital as a Key to Social Development***

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# Appendix – Compressor production

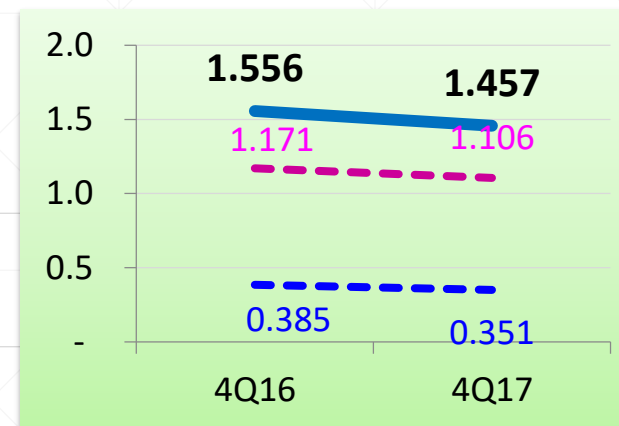
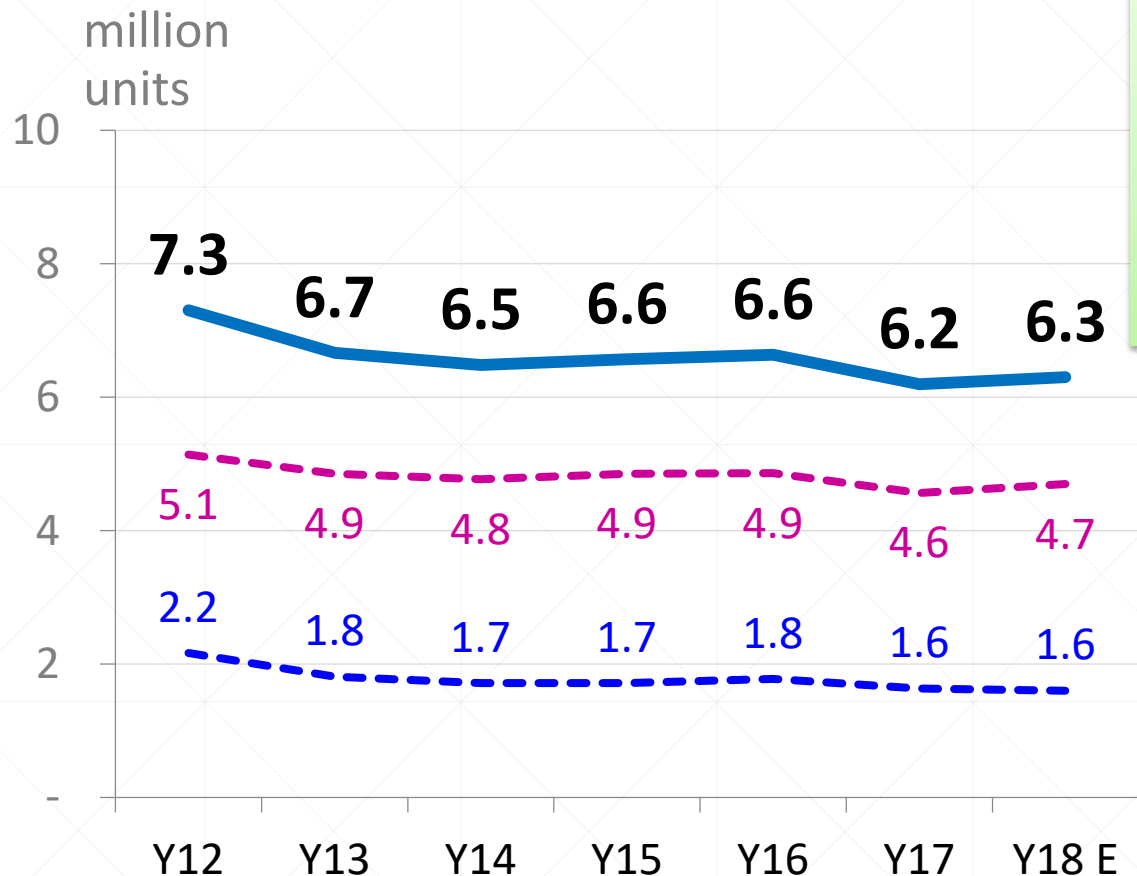
Compressor production in Thailand





# Appendix – Refrigerator production

Refrigerator production in Thailand

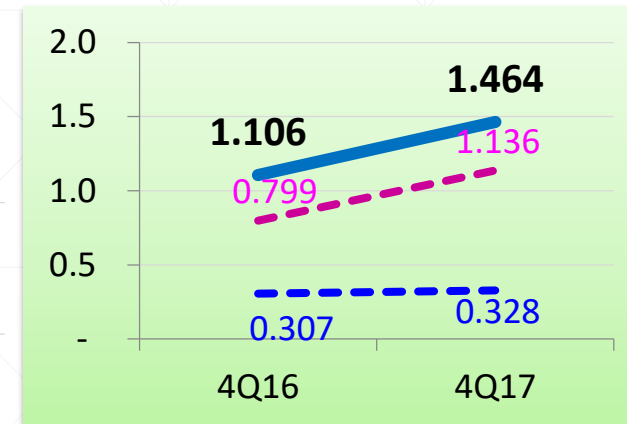
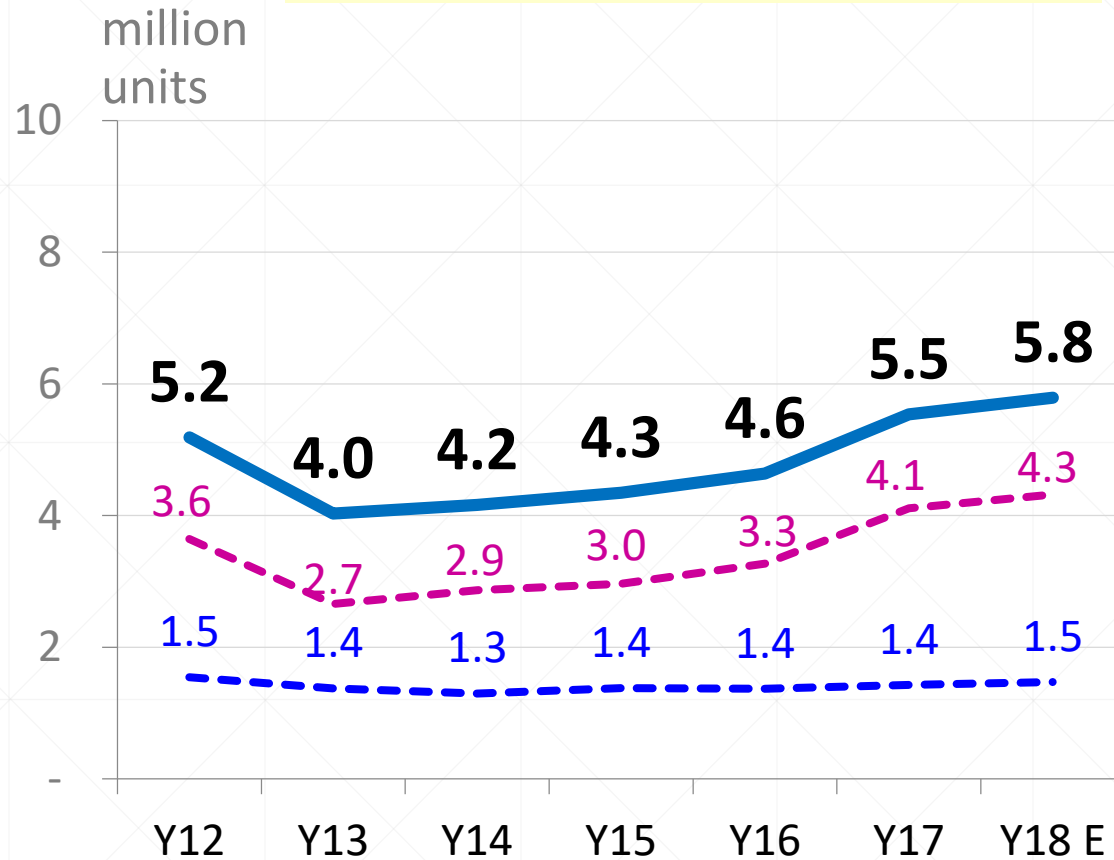


- Domestic
- Export
- Total



# Appendix – Washing machine production

Washing machine production in Thailand



--- Domestic  
--- Export  
— Total

