



SNC FORMER PUBLIC COMPANY LIMITED

# Opportunity Day 1Q2018

The Stock Exchange of Thailand

8 May 2018

# Agenda

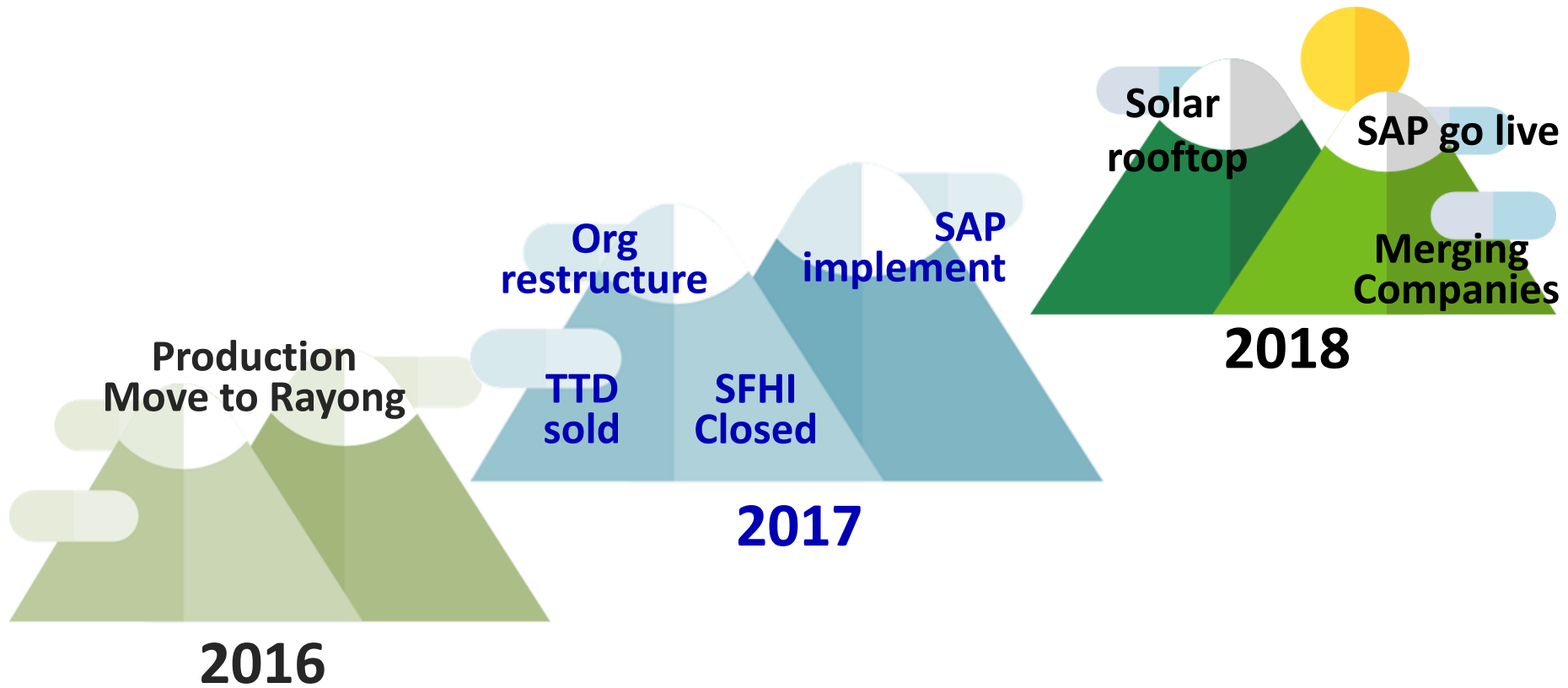


- **SNC** Overview & Highlights
  - Company Performance 1Q18
  - Industry Updates
  - Company Outlook/Strategy Updates
  - Q & A



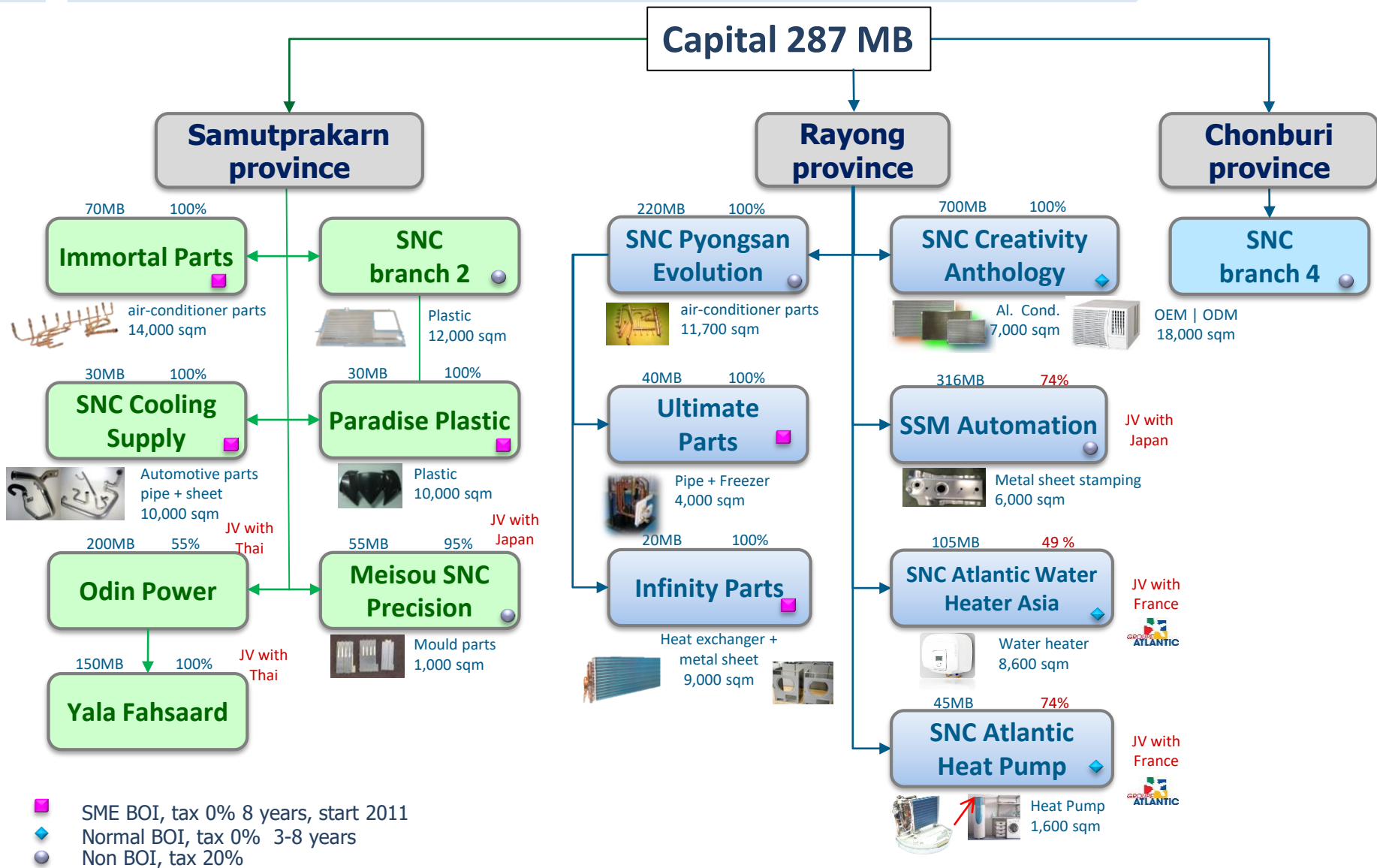
# Company Highlights

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Total of 15 companies, incl. JV 6 companies

# Agenda

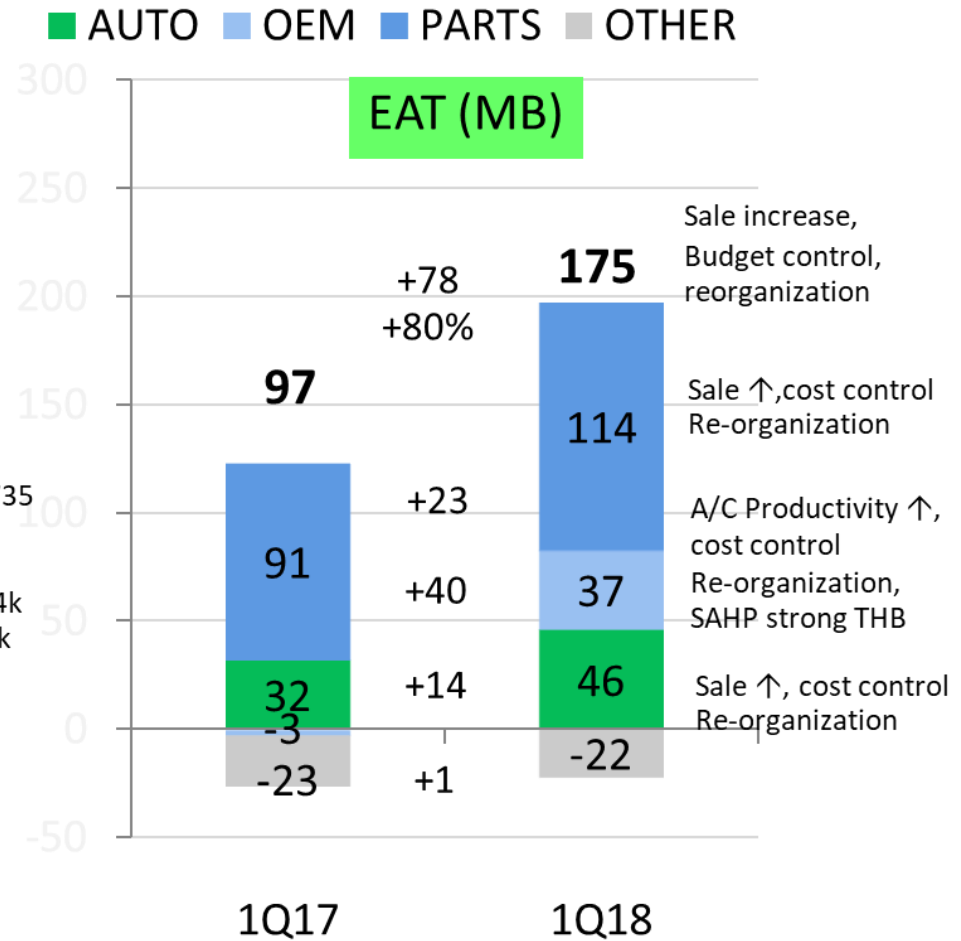
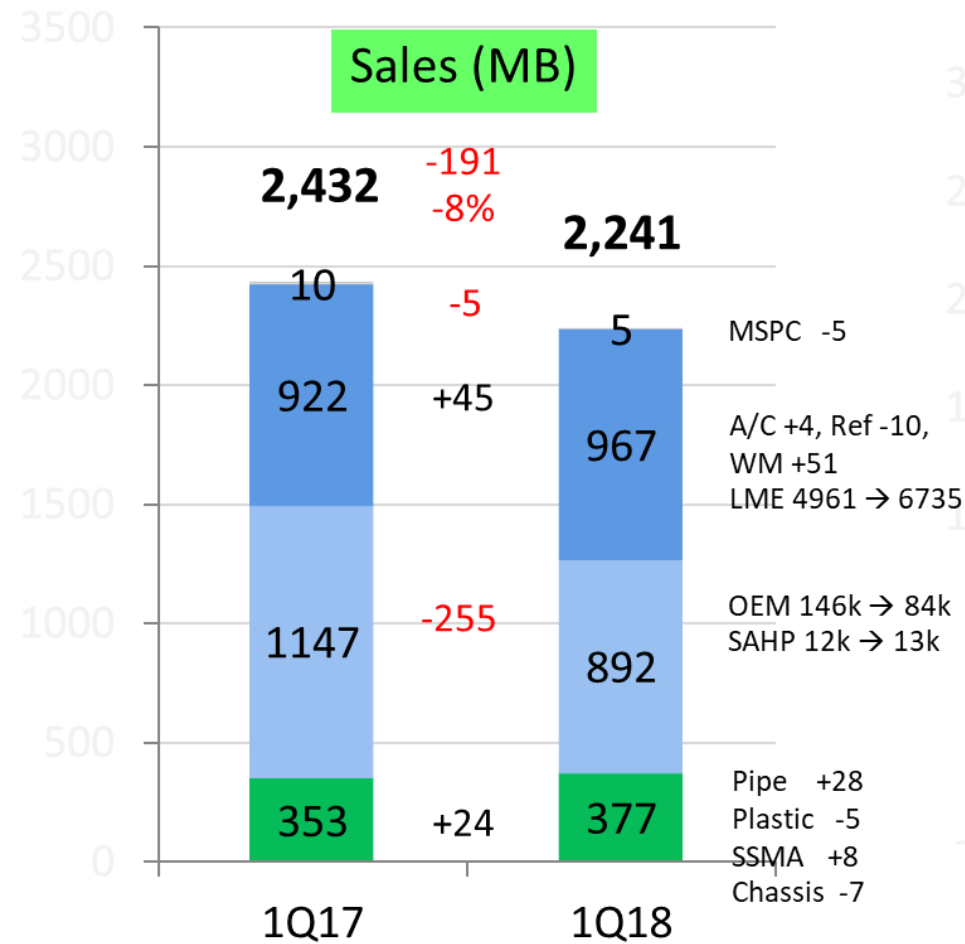
- *SNC* Overview & Highlights



- **Company** Performance 1Q18

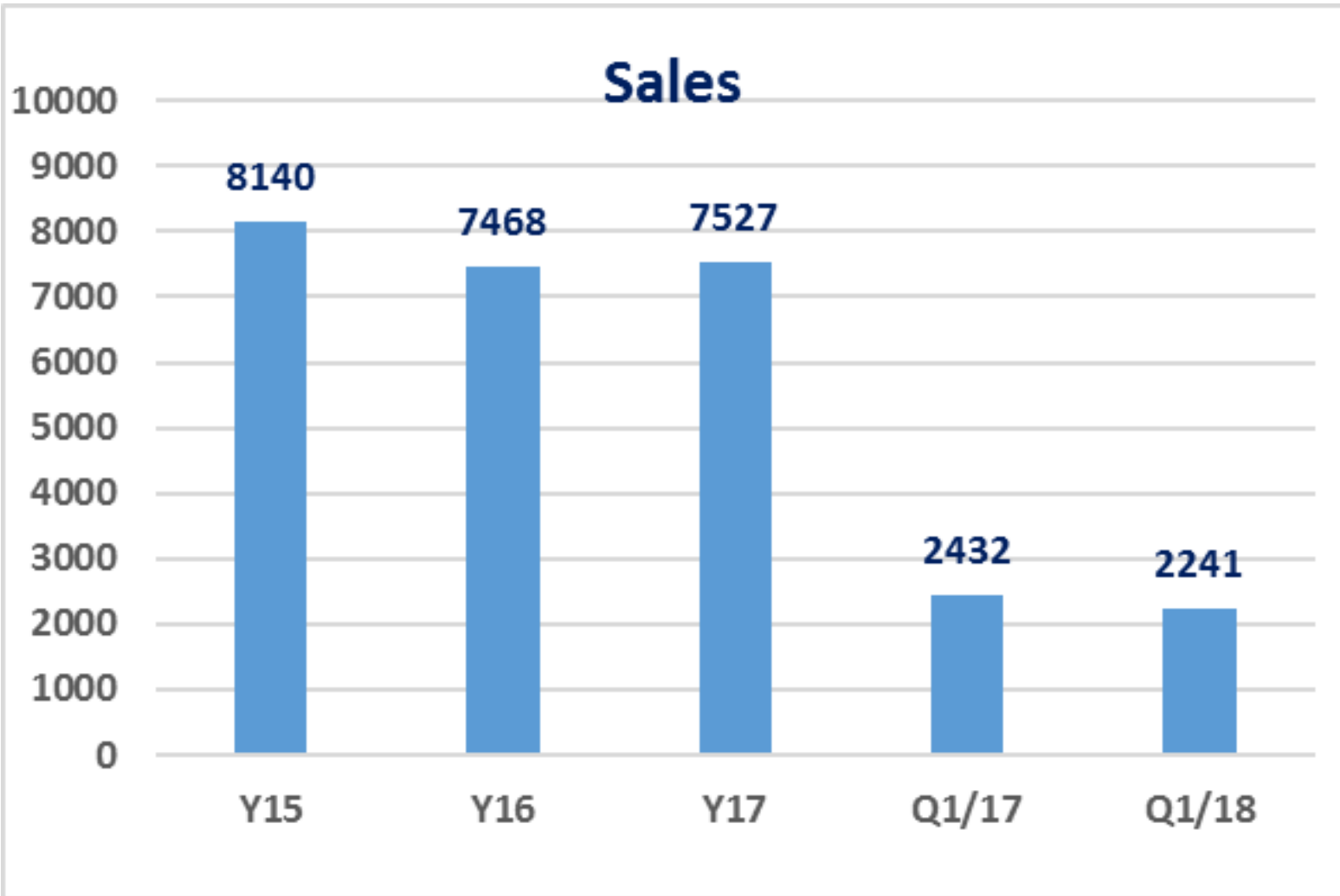
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# Company Performance



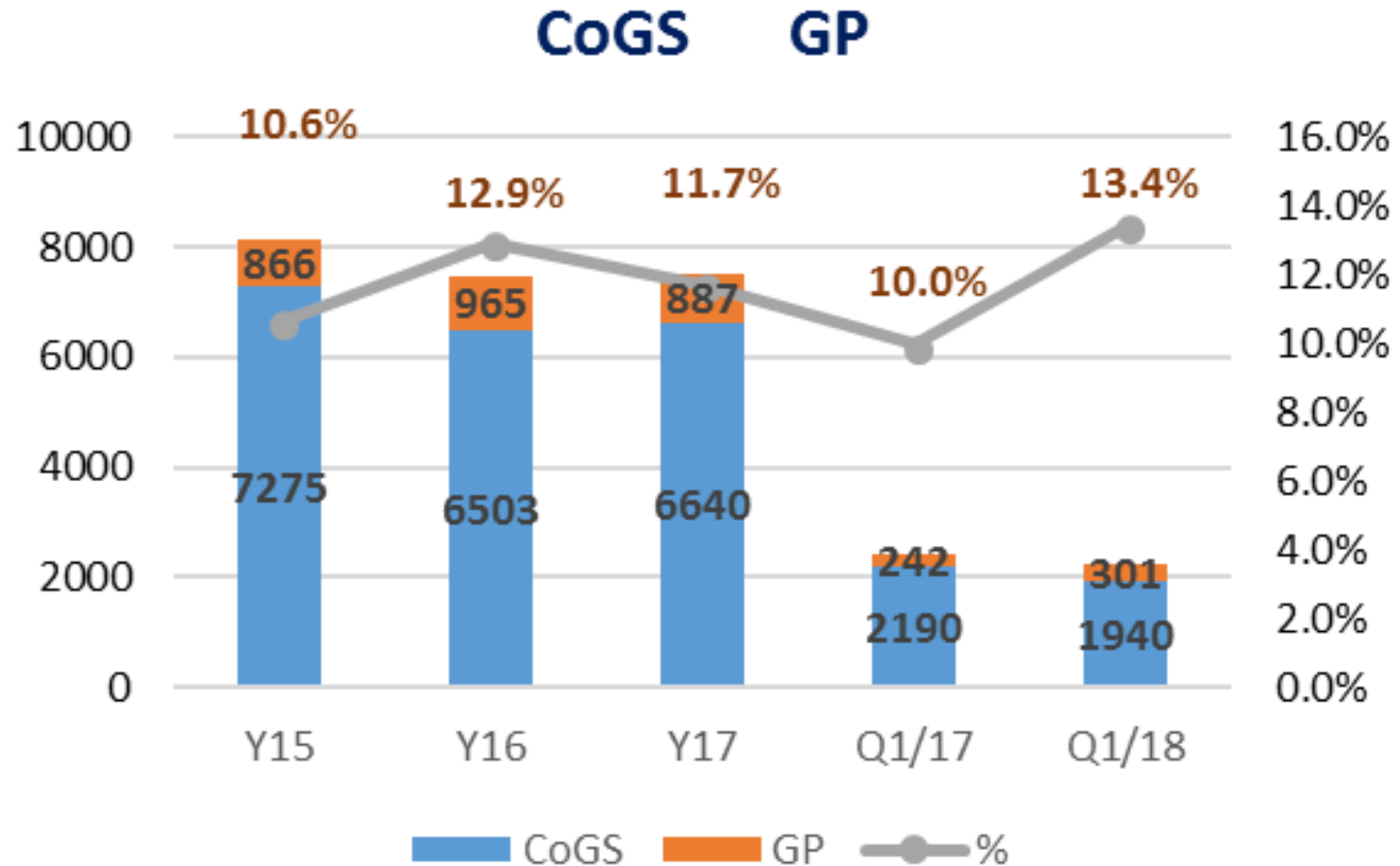
# Financial Highlights

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# Financial Highlights

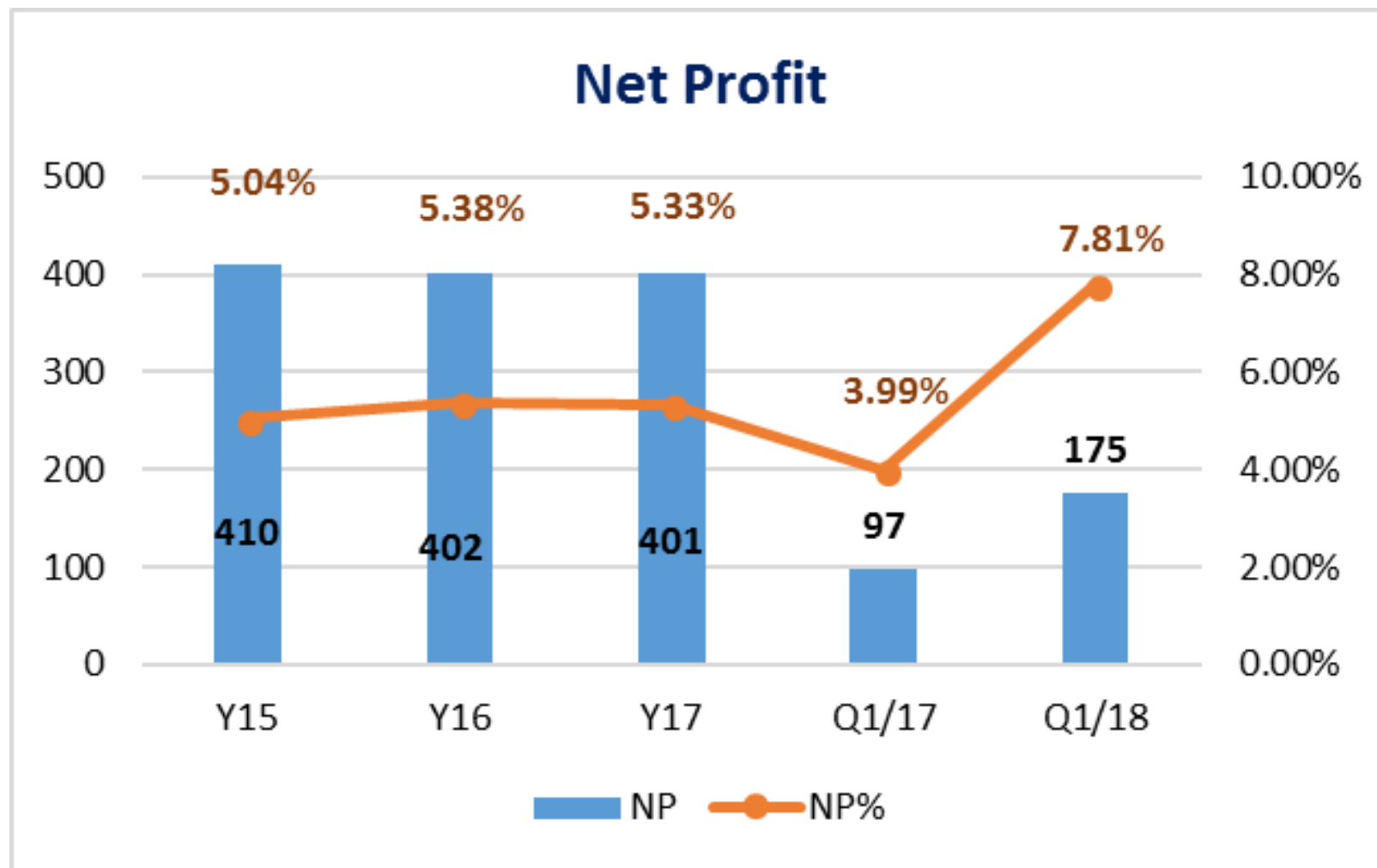
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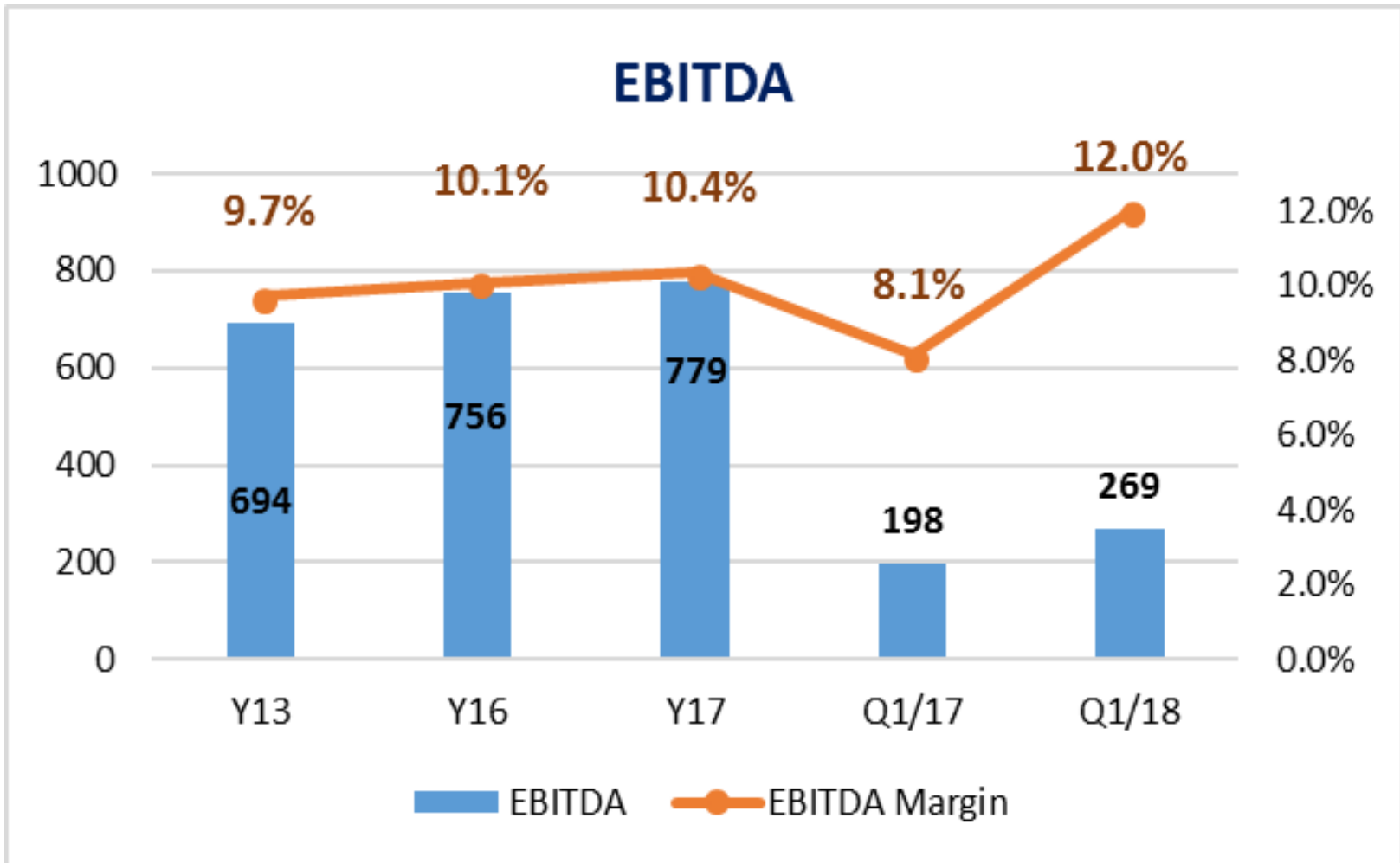
# Financial Highlights

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# Financial Highlights

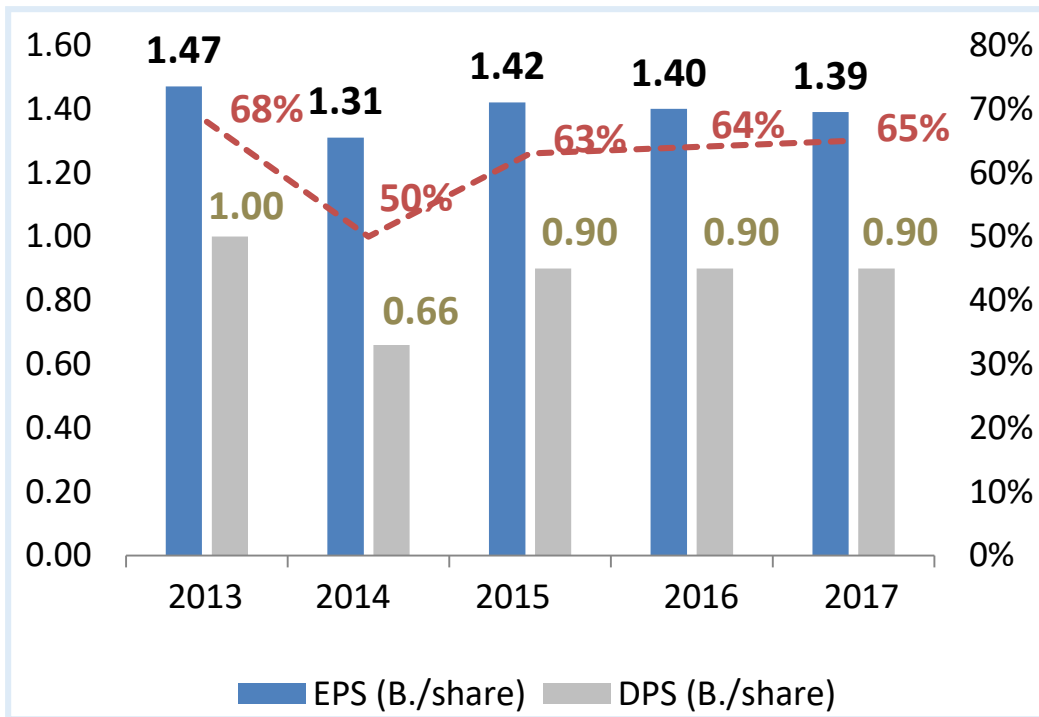
**SNC**



# 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.)	4,633.22
Stock price (B.)	16.10
P/E (X)	9.68
P/BV (X)	1.75
Dividend Yield (%)	5.59

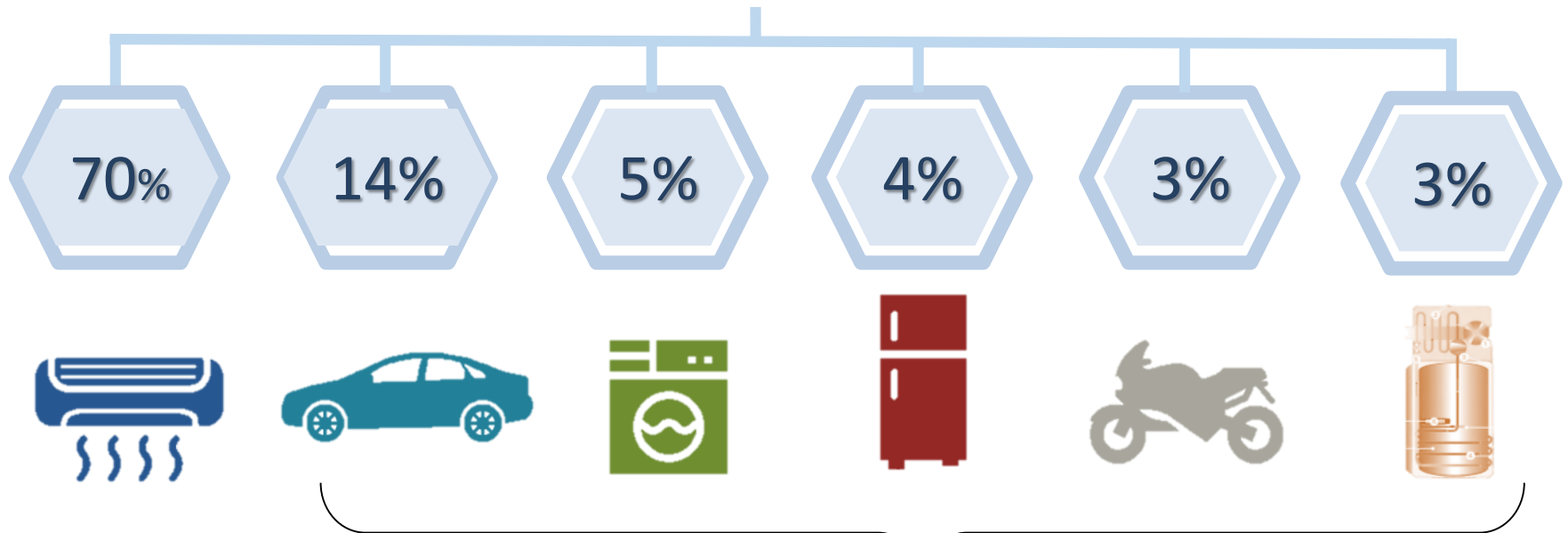
Source: [www.set.or.th](http://www.set.or.th) as of May 6, 2018

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# Industry Updates

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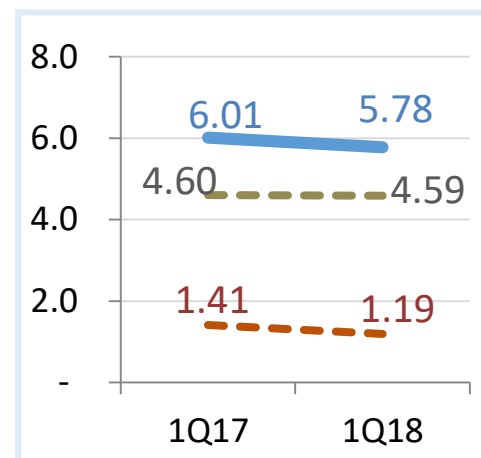
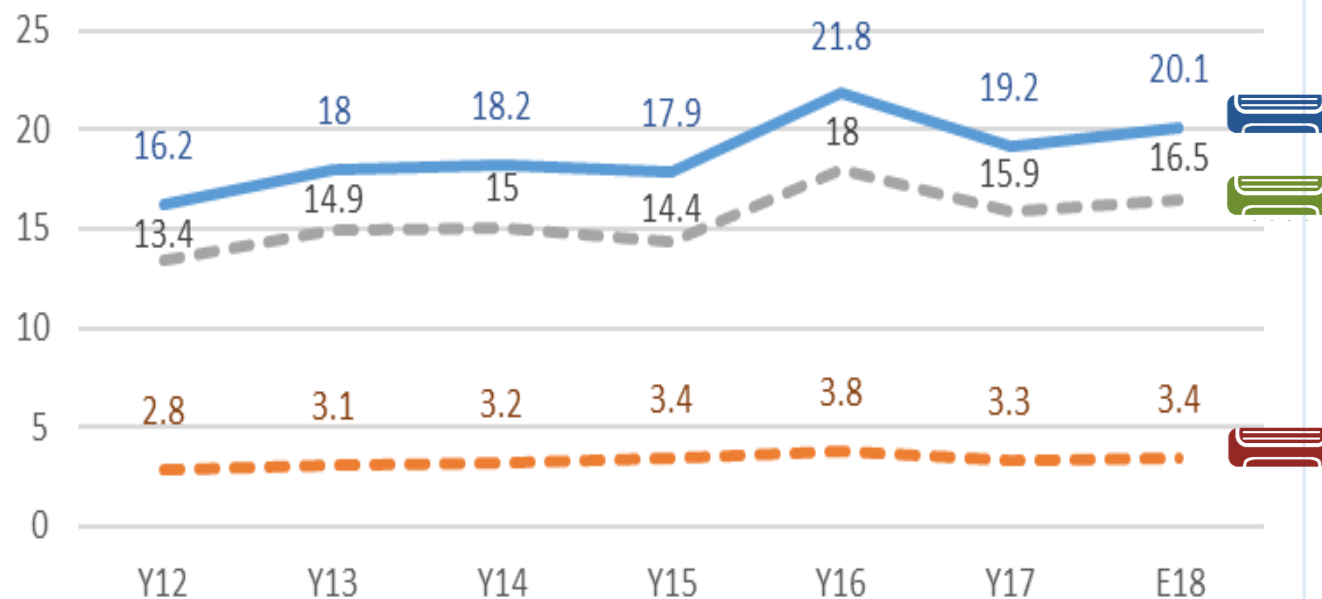
To increase sale proportion these segments.

# Air conditioner Industry

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million Units

— Total — Domestic — Export



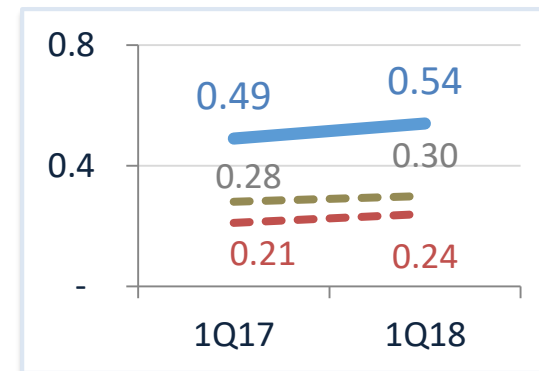
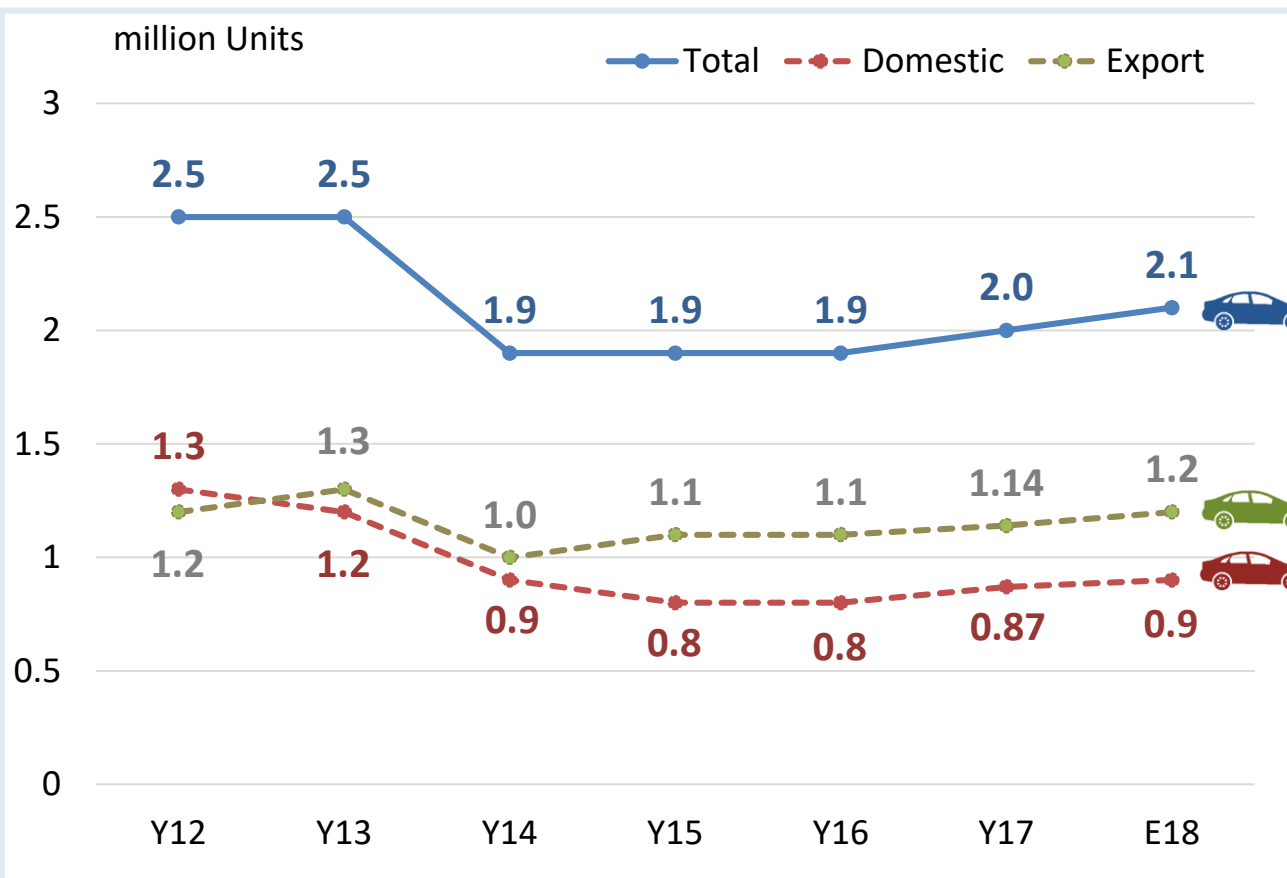
**Y16 VS Y17** → A/C production was reduced by 12% as Export was reduced by 12% and Domestic was reduced by 13%

**1Q17 VS 1Q18** → A/C production was reduced by 16% as Export was reduced by 0.2% and Domestic was reduced by 16%

Source: สถาบันยานยนต์, สำนักงานเศรษฐกิจอุตสาหกรรม, สถาบันไฟฟ้า และอิเล็กทรอนิกส์, SNC Survey

# Automobile Industry

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

**1Q17 VS 1Q18** → Automobile production was increased by 10% as **Export** was increased by 7% and **Domestic** was increased by 14%

**Source:** สถาบันยานยนต์, สำนักงานเศรษฐกิจอุตสาหกรรม, สถาบันไฟฟ้า และอิเล็กทรอนิกส์, SNC Survey



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# Company Outlook & Strategy Updates



## Automotive Parts

- Al pipe >> Export Market growth.



## OEM / ODM

- OEM >> increase new OEM and ODM customers.
- Sourcing/Productivity to improve profit margin.

## E/A Parts

- Cu pipe >> Pipe kit growth
- Heat Ex >> new size 7 mm
- Sheet >> SSMA restructure and increase turret punch sale.
- Plastic >> New product without seasoning effect.



## Other

- Factory lease income increased in 2018.
- SG&A is targeted to be 5% of Sale (2017: 5.5%)
- Bank loan target at 350 MB.

# **SNC** Site visit

## **SNC Former Public Company Limited**

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

#### **19 May 2018**

8.00 - 8.30	Registration at MRT, Queen <u>Sirikit</u> 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

## Q & A





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

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