



SNC FORMER PUBLIC COMPANY LIMITED

# Opportunity Day 2Q2018

The Stock Exchange of Thailand

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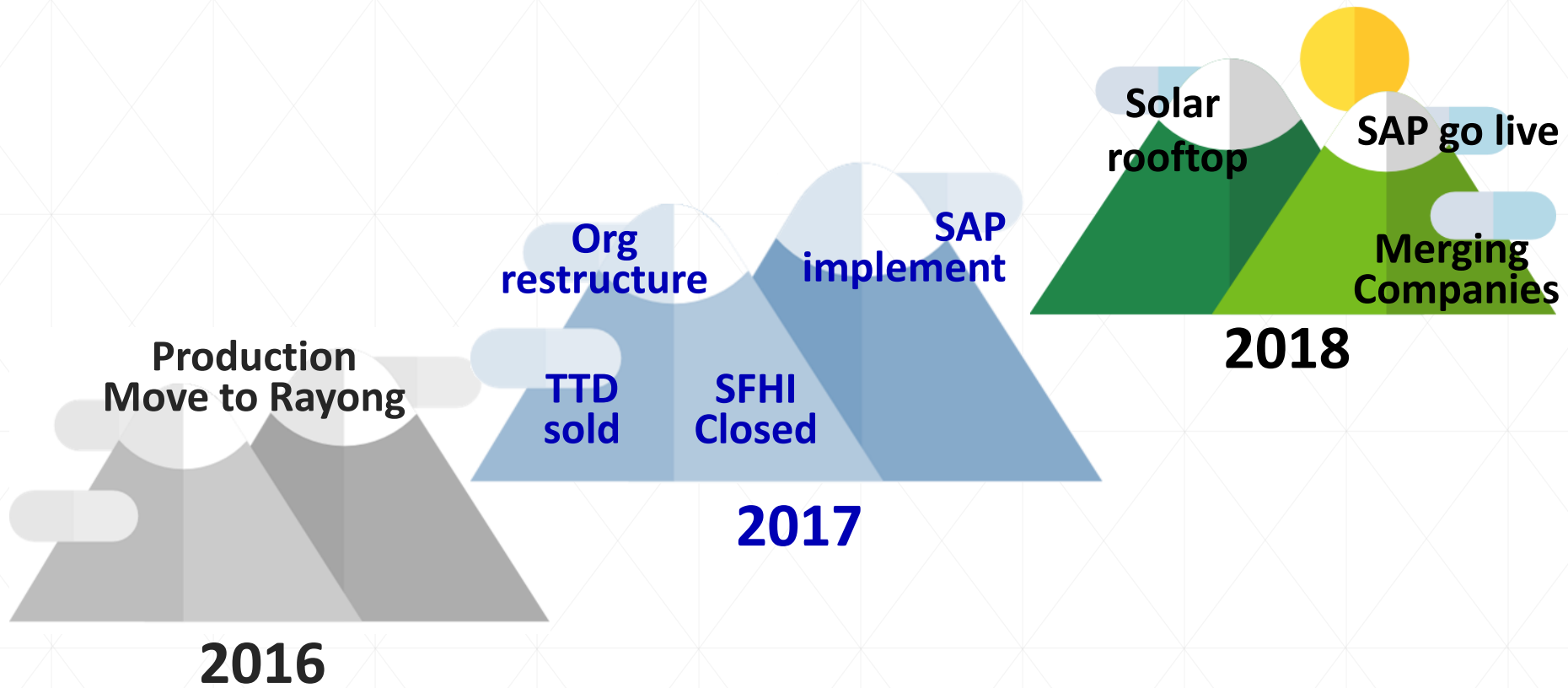
7 August 2018

# Agenda

- **SNC Highlights**
  - Company Performance 2Q18 and 1H18
  - Industry Updates
  - Company Updates /Corporate Strategy
  - Q & A

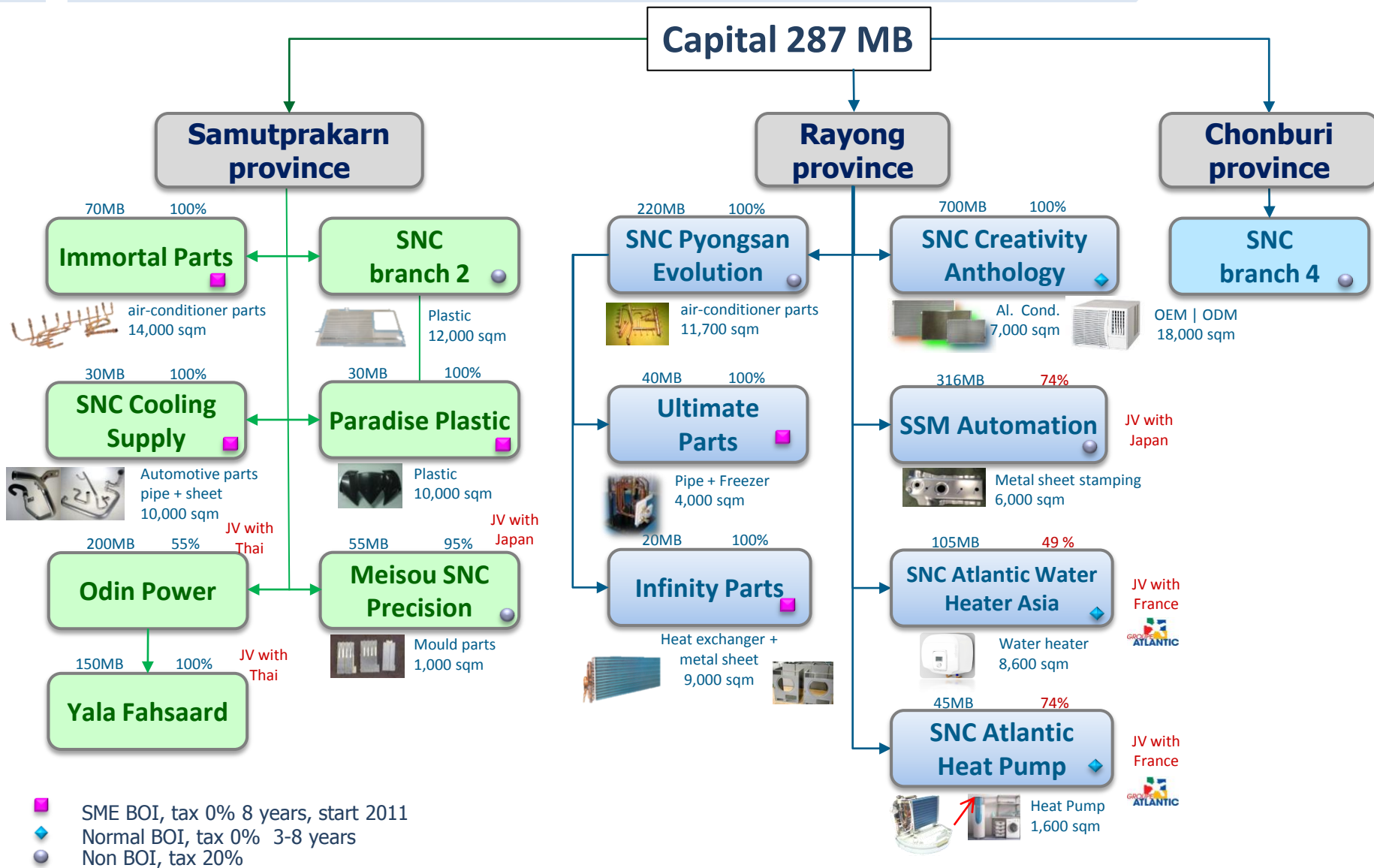
# Company Highlights

**SNC**



# Company Highlights

**SNC**



Total of 15 companies, incl. JV 6 companies

# Company Performance



Sales (MB)

2,056

-455  
-22%

9

890

825

332

2Q17

1,601

-7

-66

-372

-10

2Q18

MSPC -7

A/C -66  
Ref -28  
WM +28

OEM 105k → 49k  
SAHP 16k → 15k

Pipe +5  
Plastic -10  
SSMA -4  
Chassis -1

AUTO OEM PARTS OTHER

EAT (MB)

117

-9  
-8%

100

34

-1

-16

2Q17

108

-19

+7

-2

+5

2Q18

PARTS :Sale ↓

OEM :  
A/C Productivity ↑,  
cost control  
SAHP strong THB

AUTO : Sale ↓

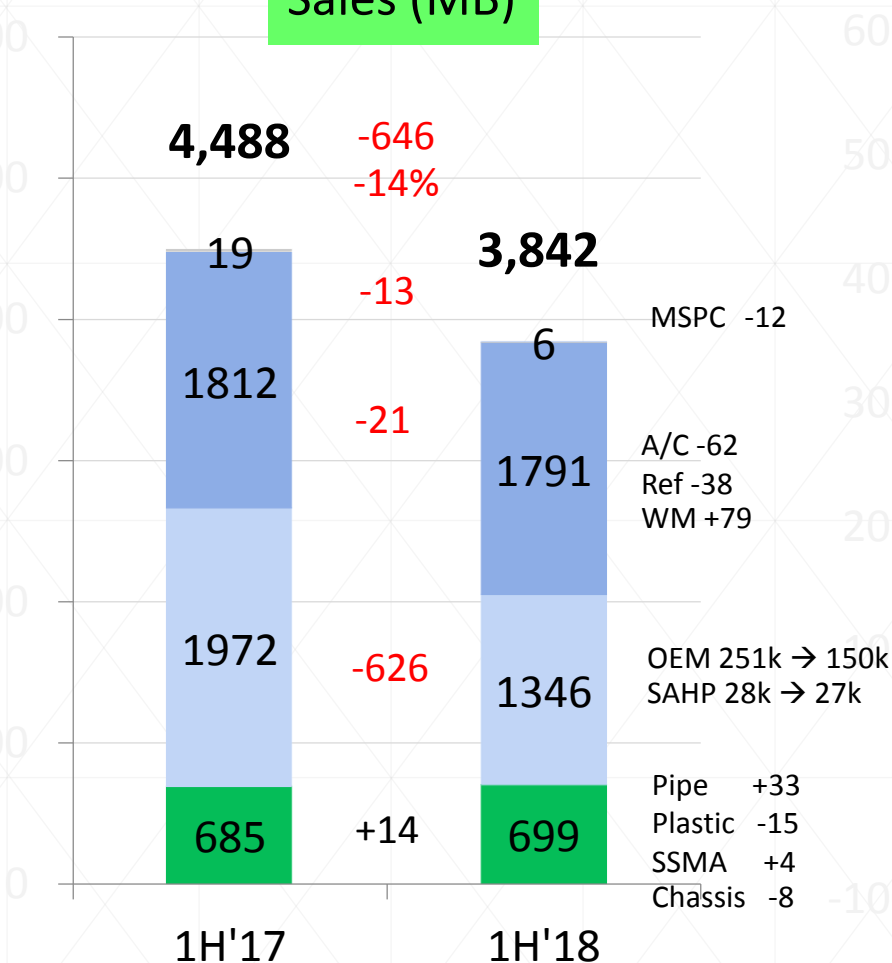
OTHER :  
LCB factory rental

# Company Performance

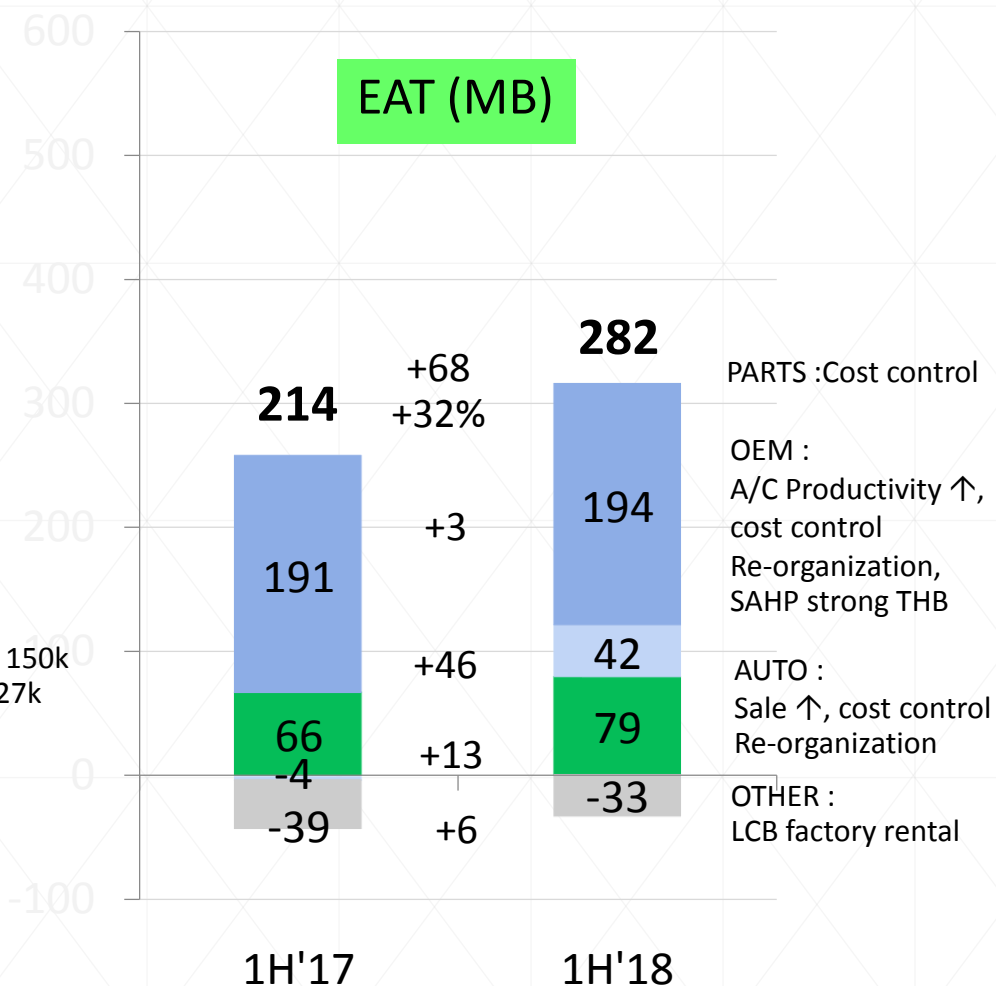


Sales (MB)

AUTO OEM PARTS OTHER

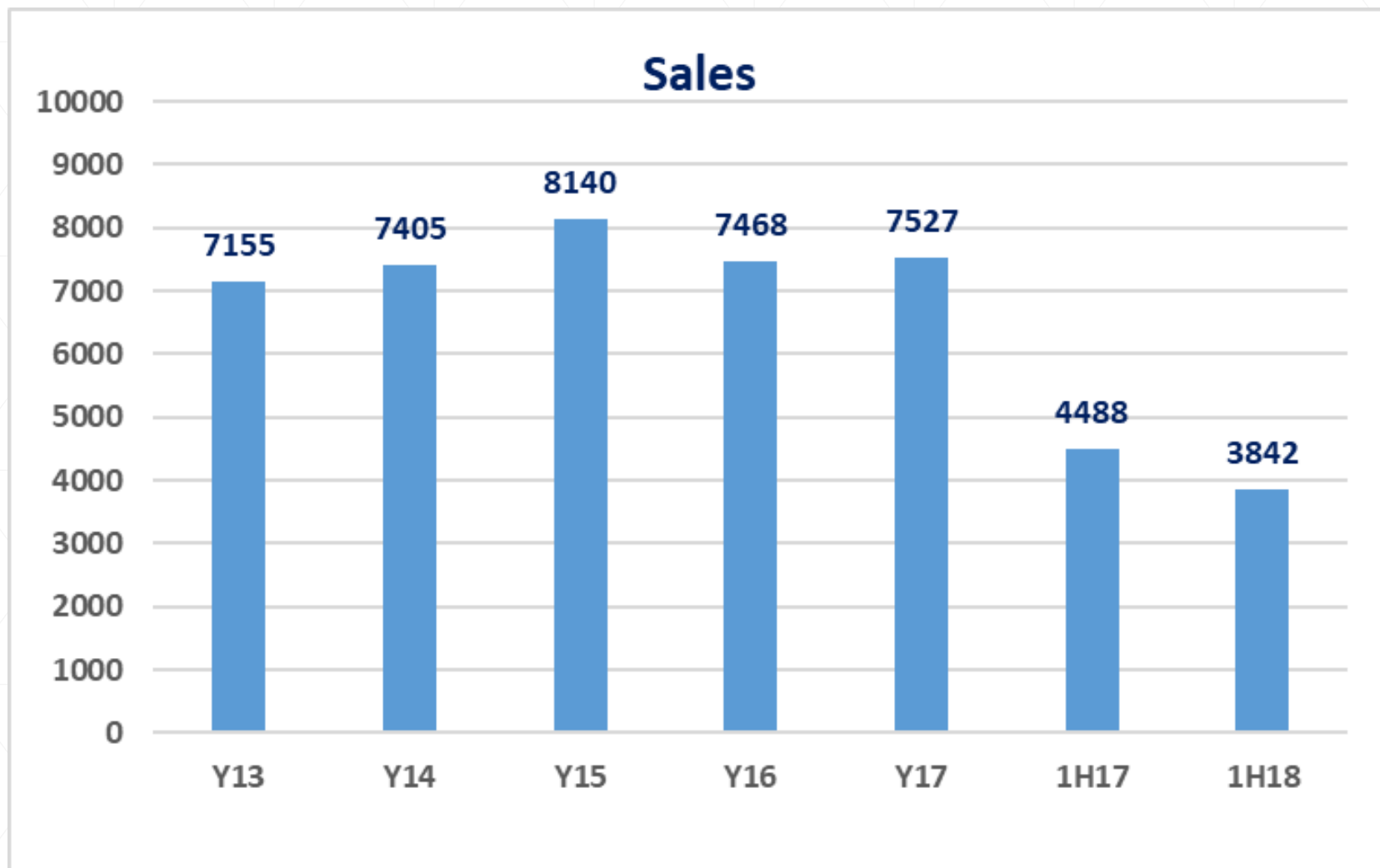


EAT (MB)



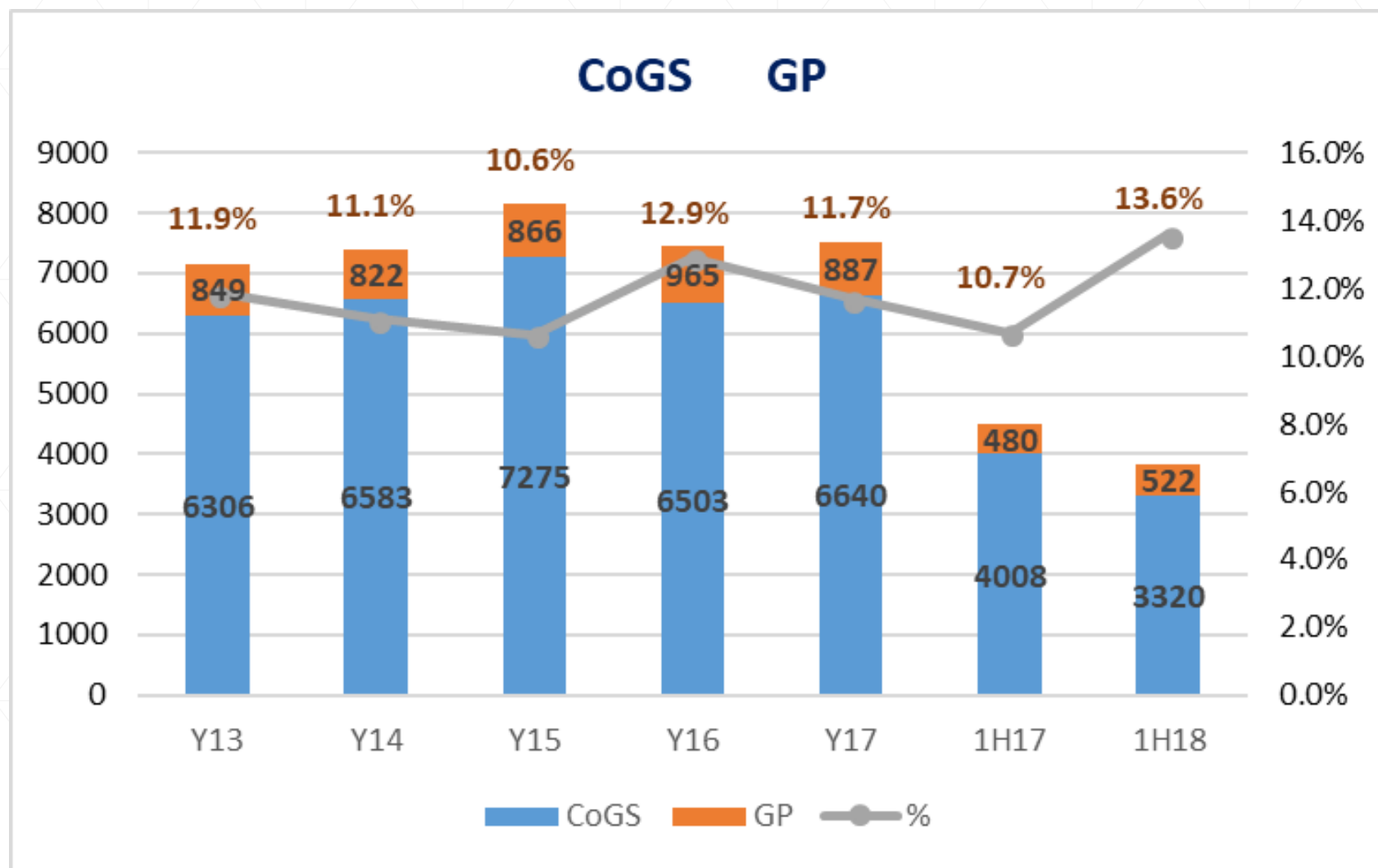
# Financial Highlights

**SNC**



# Financial Highlights

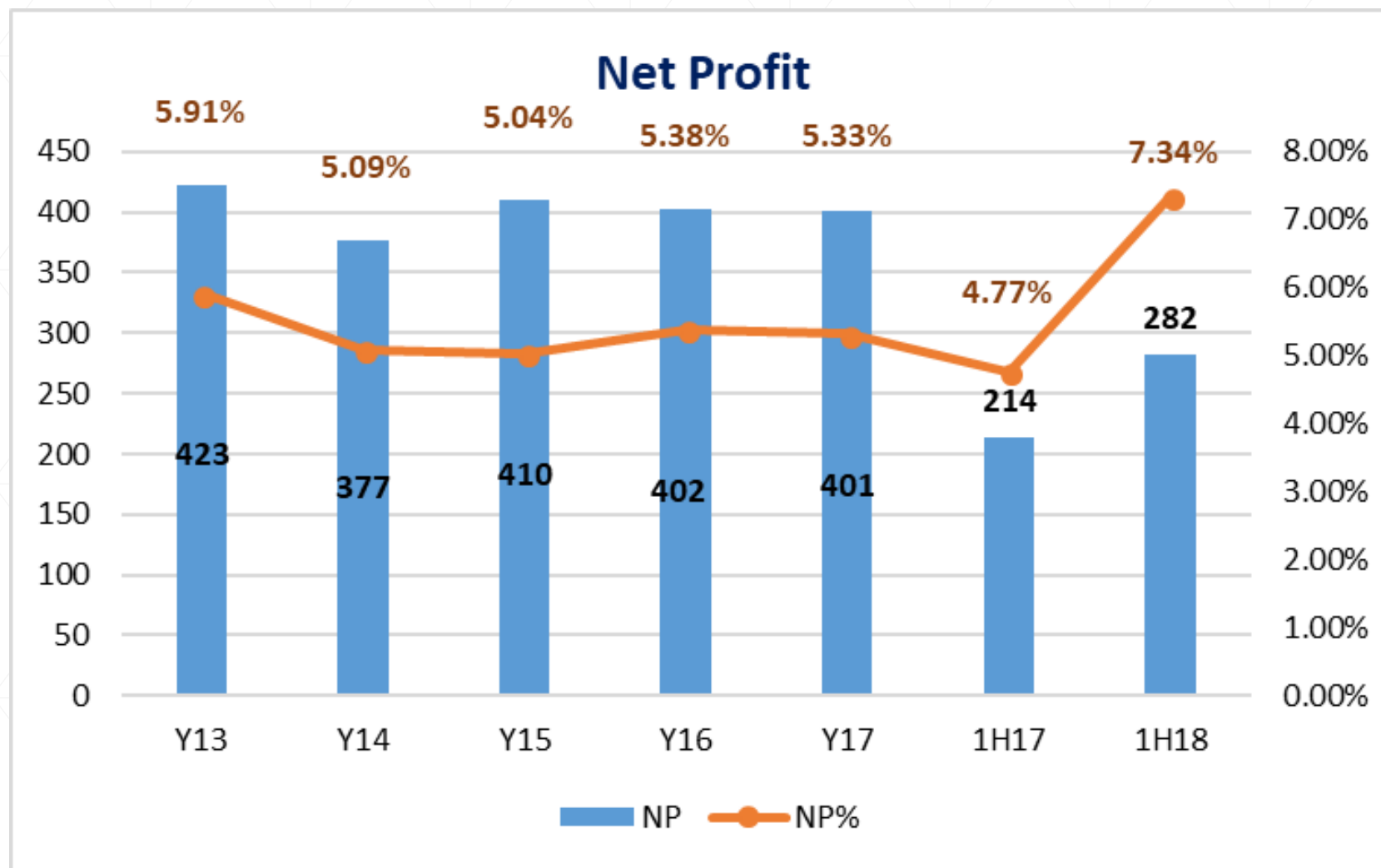
**SNC**





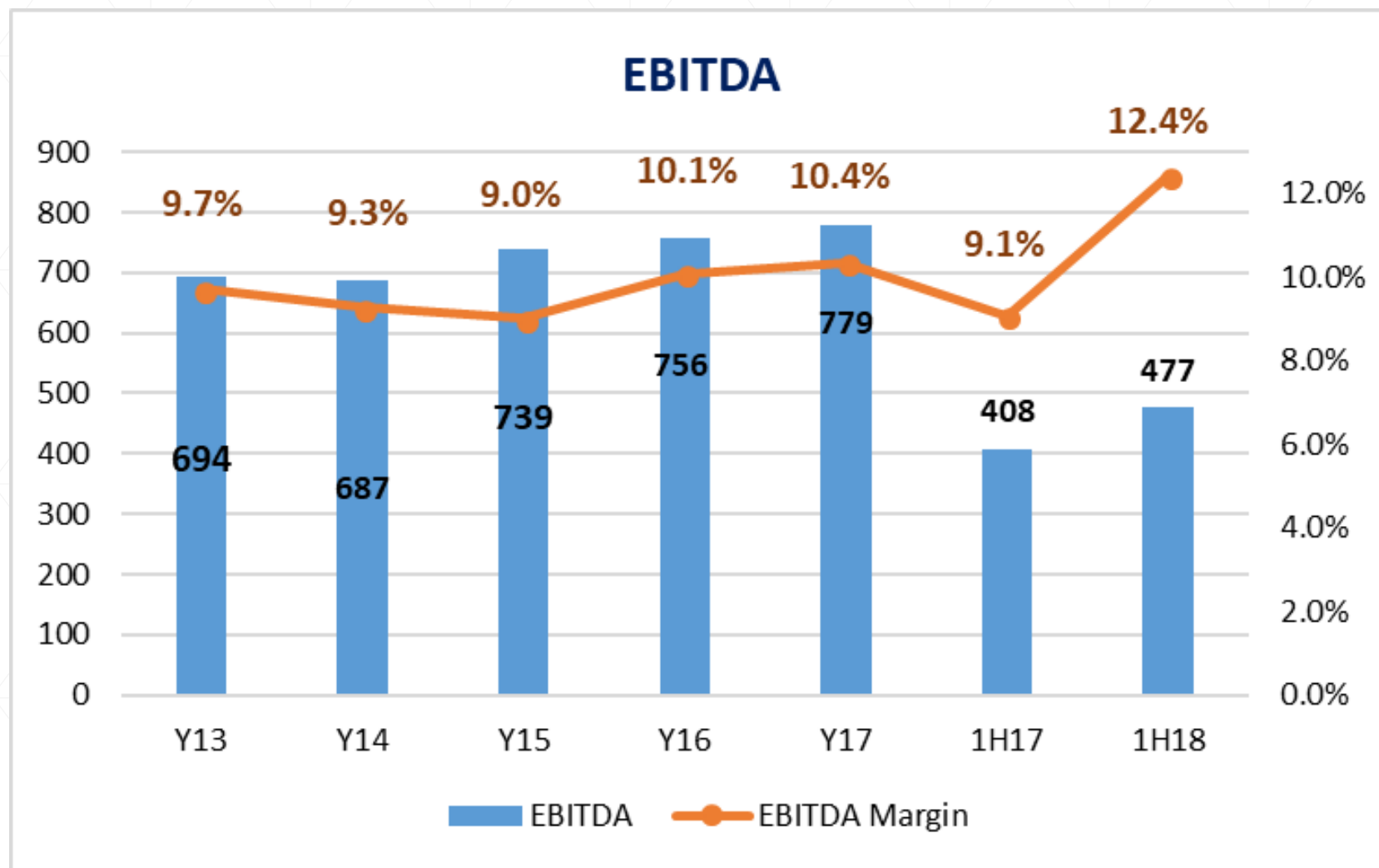
# Financial Highlights

**SNC**



# Financial Highlights

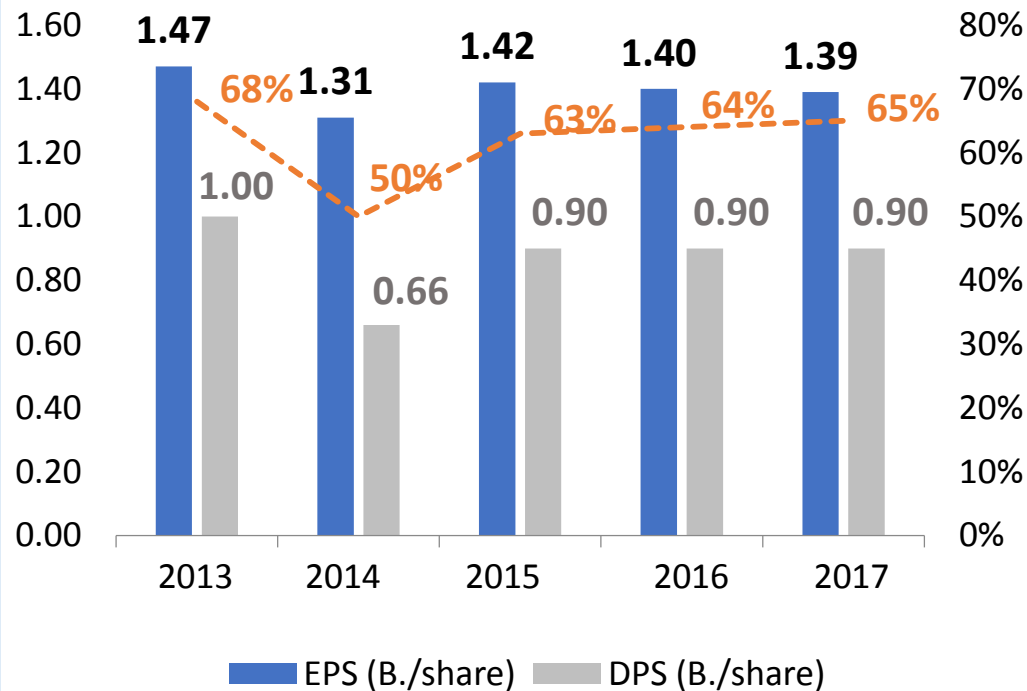
**SNC**



# Stock Information



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



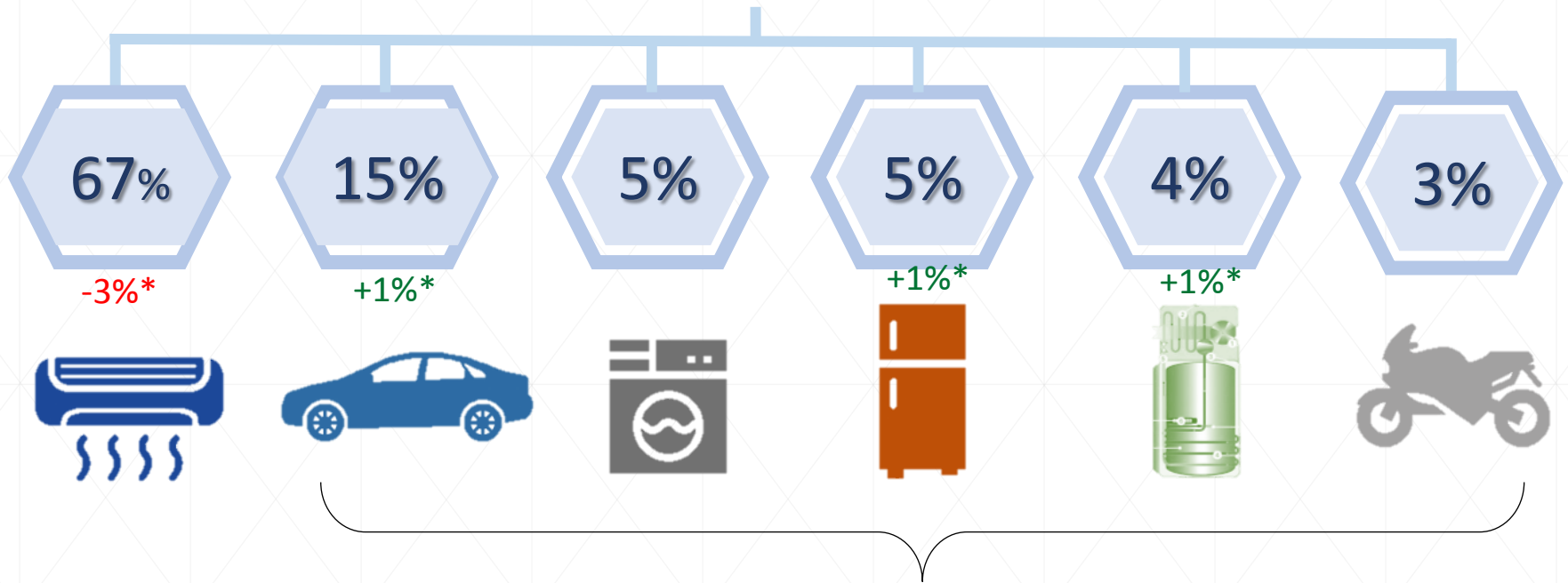
## Stock Information

Par value (B.)	1.00
Listed share (M.)	287.78
Market capitalization (MB.)	4,259.10
Stock price (B.)	14.80
P/E (X)	8.90
P/BV (X)	1.59
Dividend Yield (%)	6.08

Source: [www.set.or.th](http://www.set.or.th) as of July 31, 2018

# Industry Updates

## **SNC**



To increase sale proportion these segments.

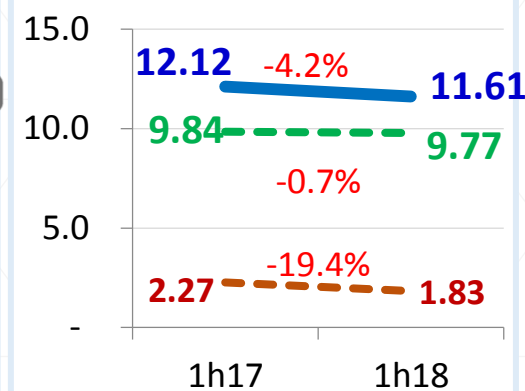
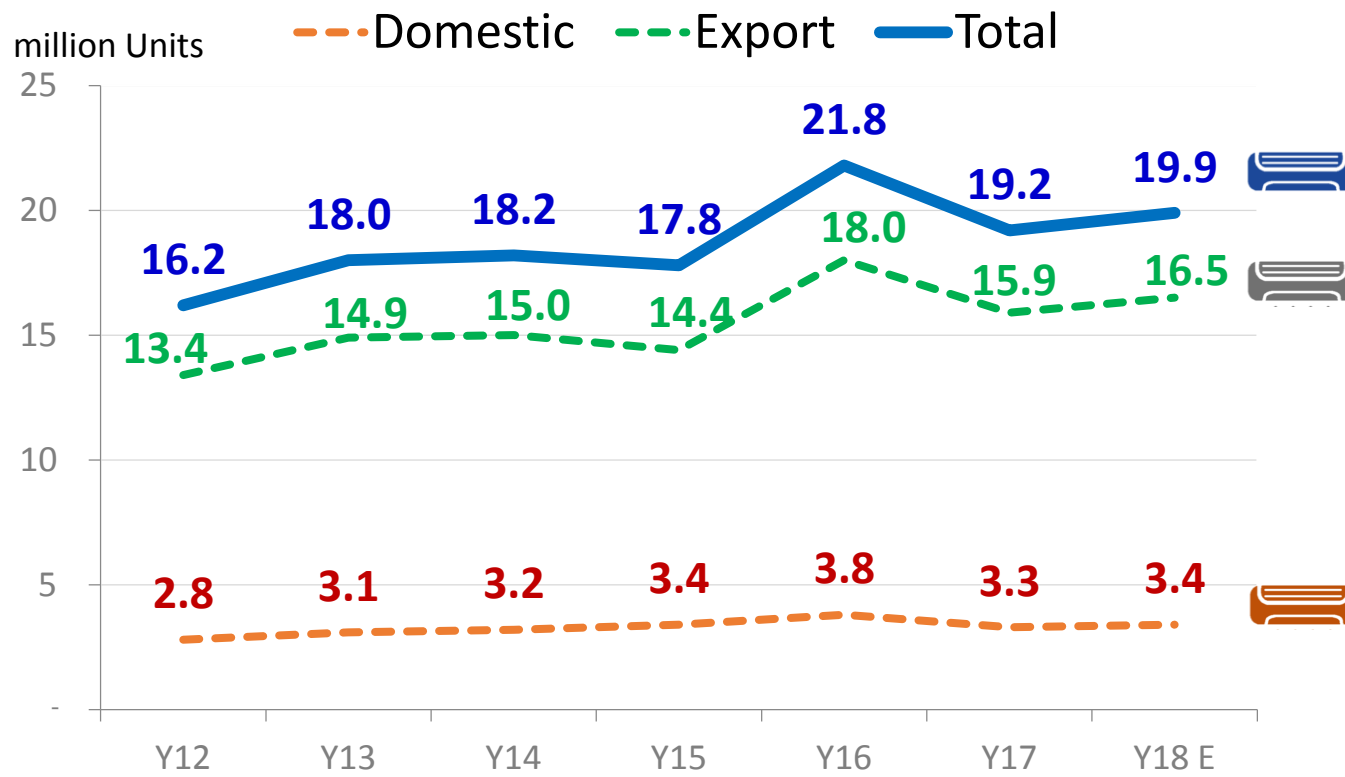
\* = compared with 1Q2018

Note: Others 1%

Reference : Accumulated Jan-Jun'18

# Air conditioner Industry

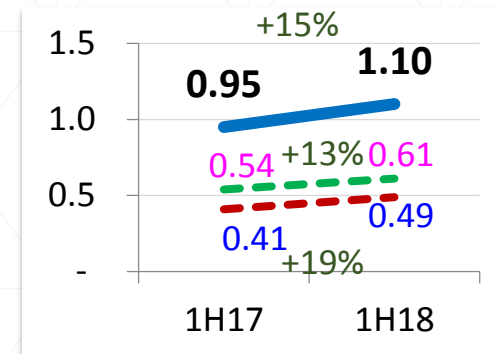
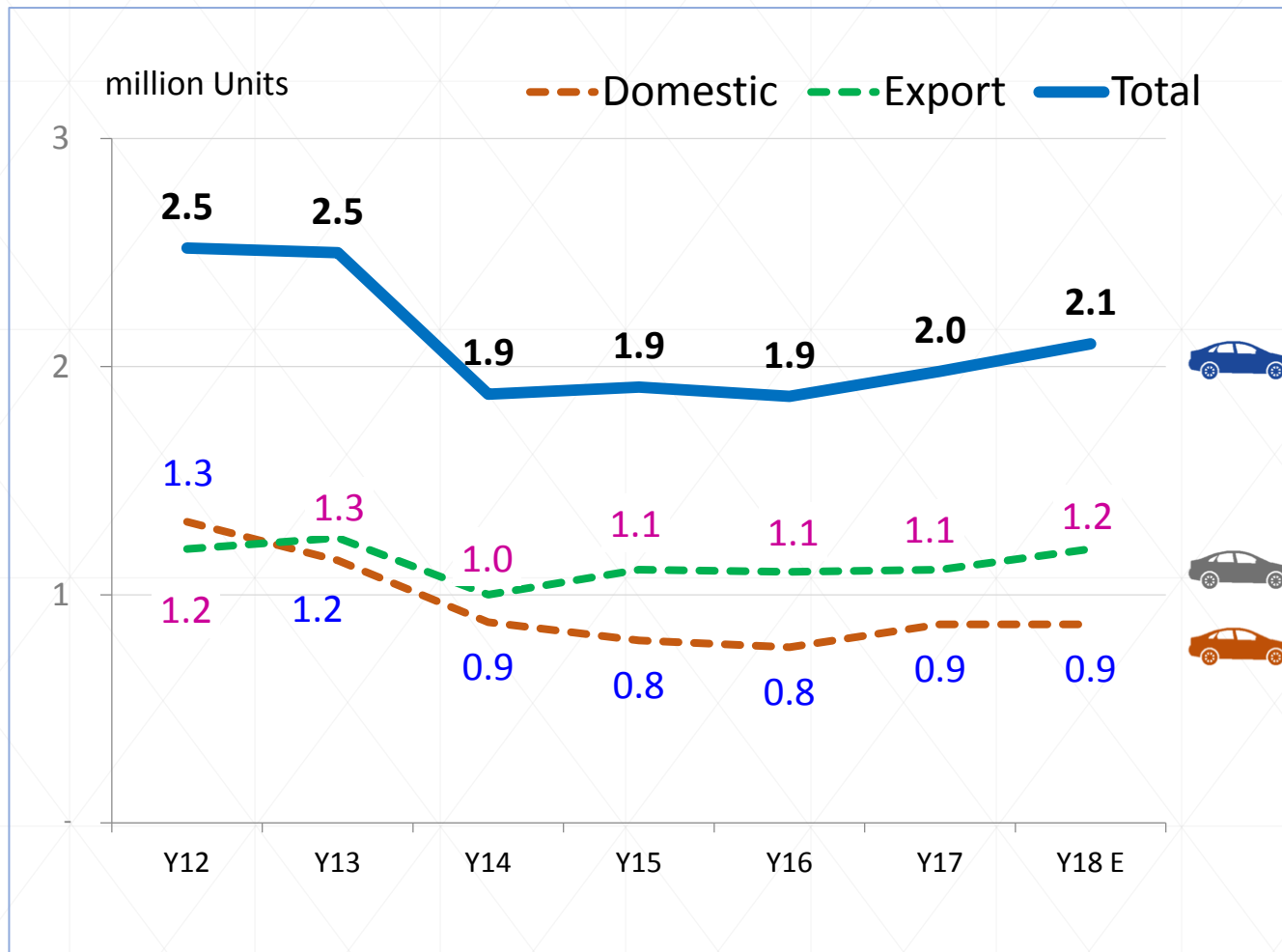
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Source: สถาบันยานยนต์, สำนักงานเศรษฐกิจอุตสาหกรรม, สถาบันไฟฟ้า และอิเล็กทรอนิกส์, SNC Survey

# Automotive Industry

**SNC**



Source: สถาบันยานยนต์, สำนักงานเศรษฐกิจอุตสาหกรรม, สถาบันไฟฟ้า และอิเล็กทรอนิกส์, SNC Survey

## Automotive Parts

- Al pipe:
  - New model of Pick-up truck will be produced at end of 2018.
  - Quotation was submitted for new car models (Prod in 2022).

## E/A Parts

- Sheet: SSMA is in discussion with Car and HA maker for new order.

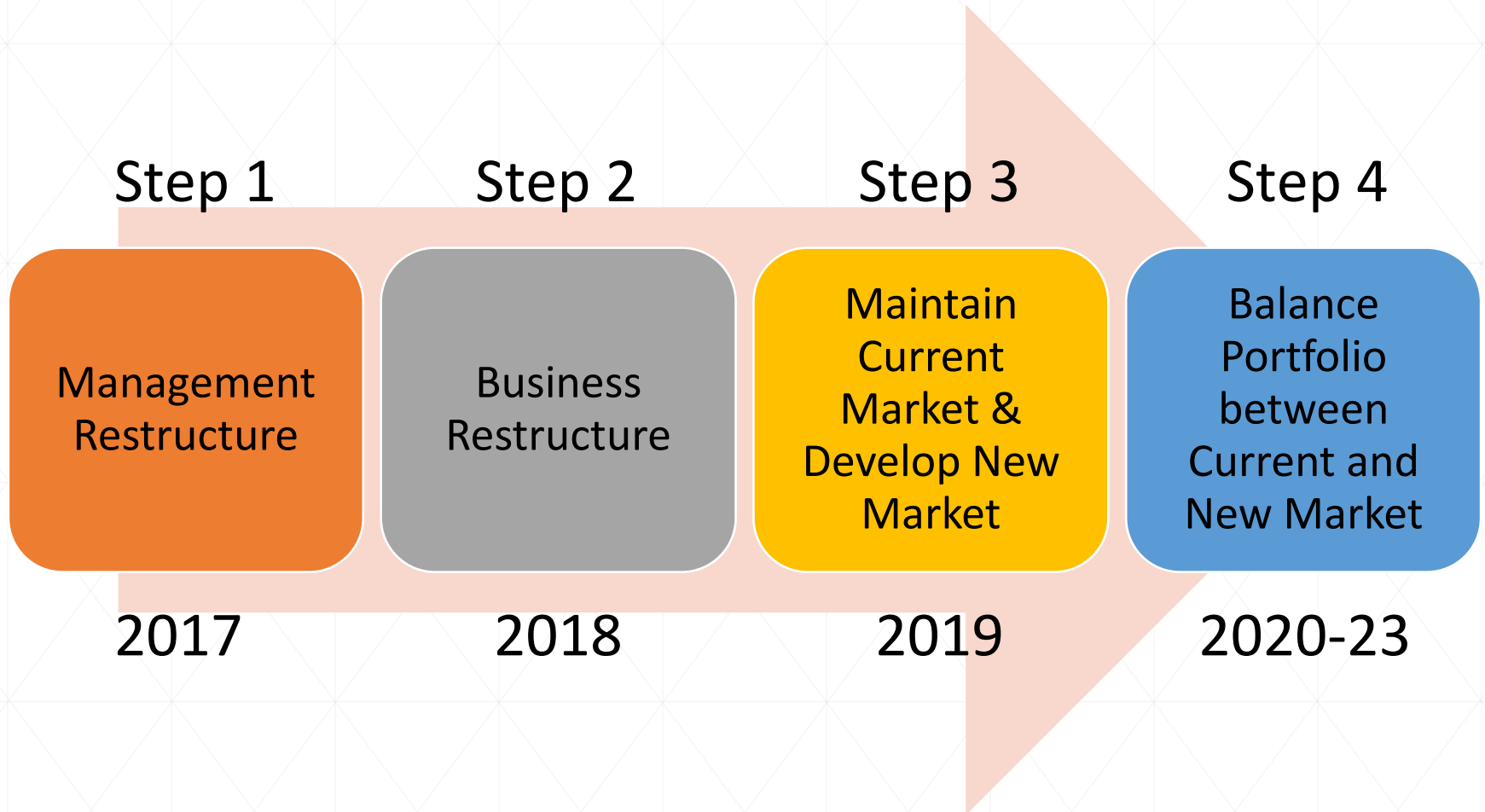
## OEM / ODM

- A/C window type is in the testing process at SASO.
- Vending Machine will be sold appx 80 units/month since Aug.
- SAWHA2 has produced the enamel tank in Jul.

## Other

- First budget for Automation and robot is 18 MB.
- Factory lease income increased in 2018.
- Bank loan target is at 350 MB.





# Management Roadmap 2018-2023



No.	Perspective	2018	to	2019-2023
1	Finance	Finance and Accounting	⇒	Digital finance and accounting
2	Marketing	Local market	⇒	Global Market & Digital marketing
3	Production	Mass production	⇒	Automation and mass customization
4	SCM	Separated SCM	⇒	One network SCM & linked to vendor network
5	IT	IT as a service	⇒	Management by IT
6	HR	Multi skill people	⇒	High performance people
7	ESG	Stakeholders engagement	⇒	Intregrated and sustainable organization



SNC Former Public Company Limited

Site Visit Program

At SNC Samutprakarn Plant

11 August 18

- 08.30-09.00 Registration at Queen Sirikit National Convention Center (Subway station: Gate 3)
- 09.00-10.00 Start traveling from car park to SNC Samutprakarn.
- 10.00-10.20 Arrive SNC Samutprakarn, Welcome & Factory introduction
- 10.20-11.00 Visit our Production line
- 11.00-12.00 Lunch
- 12.00-13.00 Traveling to Queen Sirikit National Convention Center

# Q & A





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

[www.sncformer.com](http://www.sncformer.com)