



SNC FORMER PUBLIC COMPANY LIMITED

Opportunity Day 3Q2018

The Stock Exchange of Thailand

6 November 2018

Agenda

- Highlights
- Company Performance
- Innovation
- Industry Updates & Company Updates
- Q & A

Company Highlights

SNC

องค์กรยั่งยืน

หุ้นยั่งยืน

Anti-corruption

CG 5 ดาว



รางวัล องค์กรยั่งยืน

31/10/61



รางวัล
หุ้นยั่งยืน

31/10/61



**ต่อต้าน
คอร์รัปชัน**
ACT NOW : ร่วมกันสู้ กอบกู้อนาคต






**ใบประกาศ
รับรองฯ**

11/10/61



CG 5 ดาว

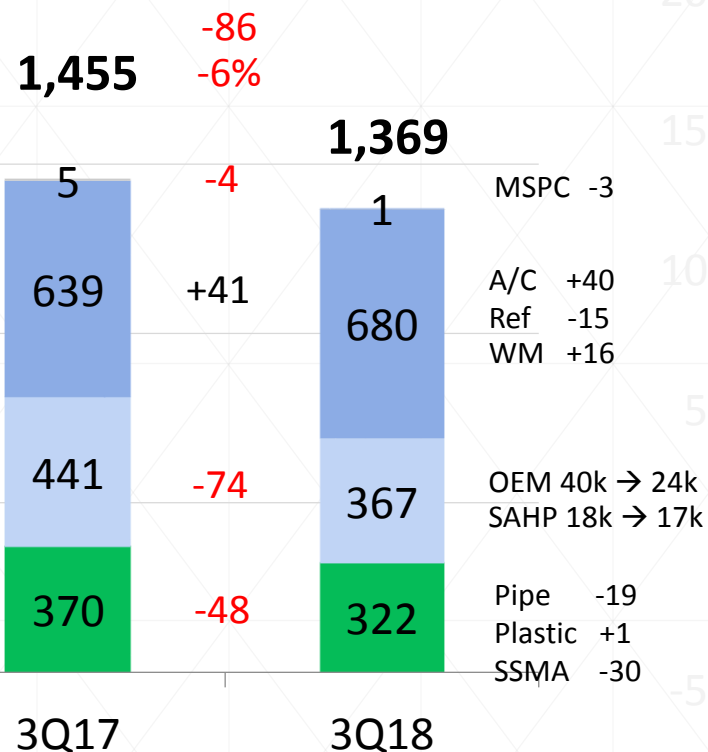
19/10/61

No	Symbol		Public Company Limited
104	SIS		SIS DISTRIBUTION (THAILAND)
105	SITHAI		SRITHAI SUPERWARE
106	SNC		SNC FORMER
107	SPALI		SUPALAI
108	SPRC		STAR PETROLEUM REFINING

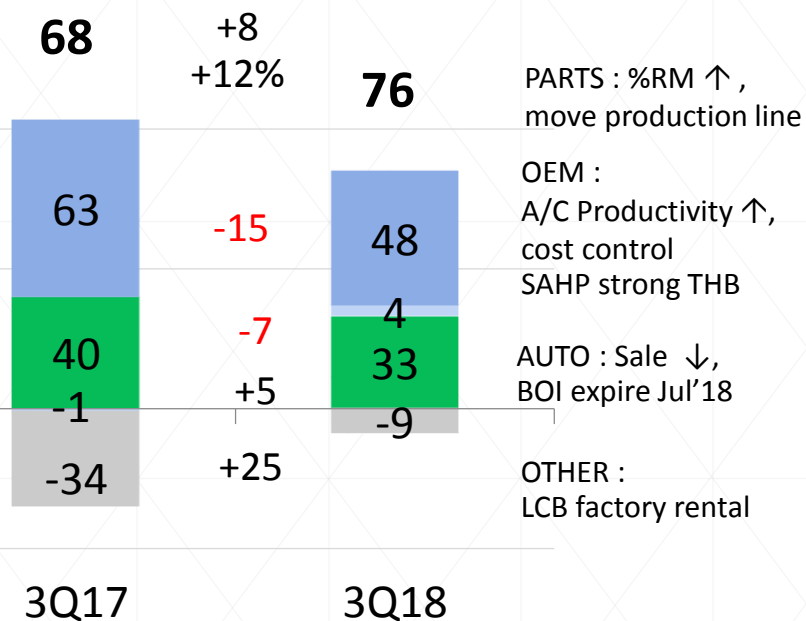
Company Performance

SNC

Sales (MB)



EAT (MB)

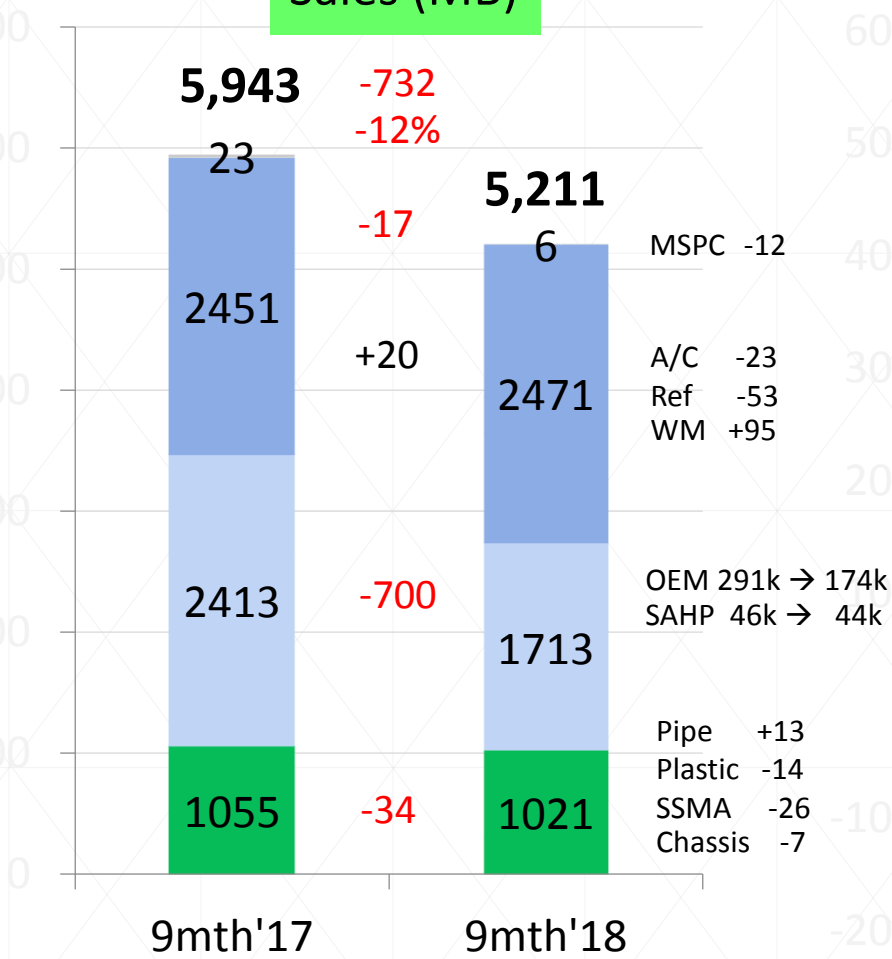


Company Performance

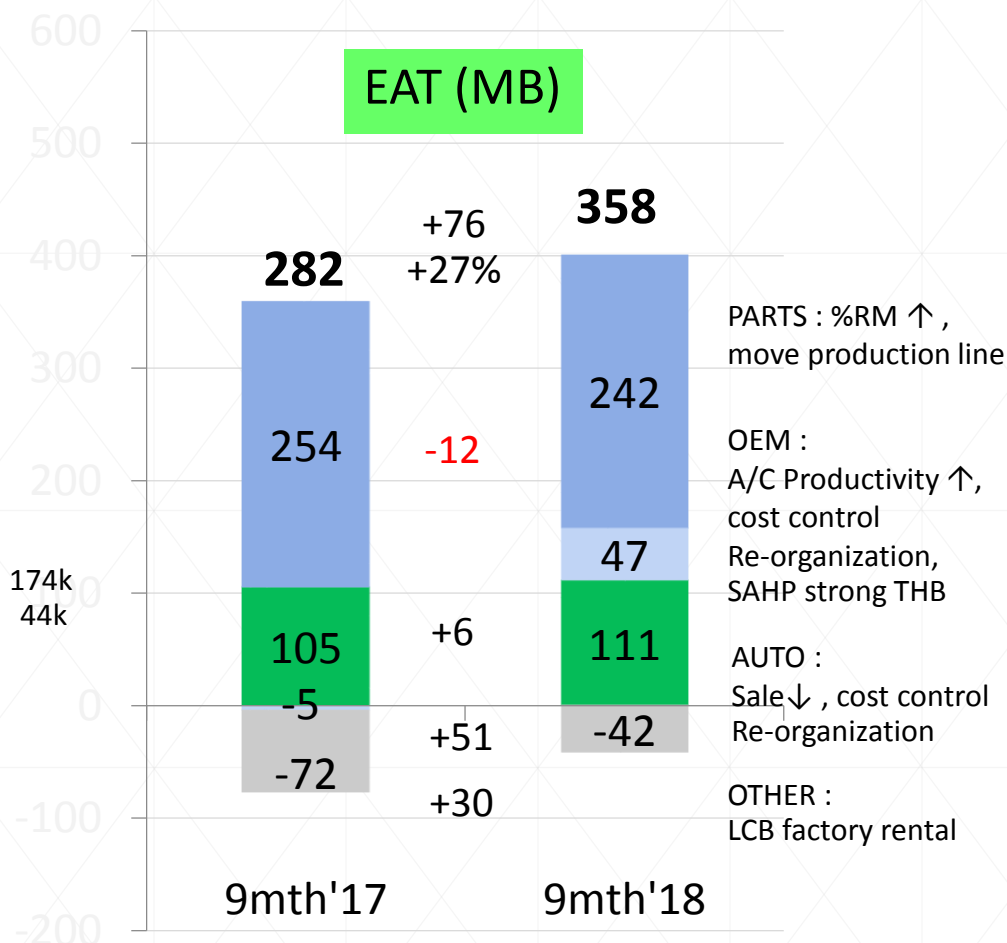


Sales (MB)

AUTO OEM PARTS OTHER

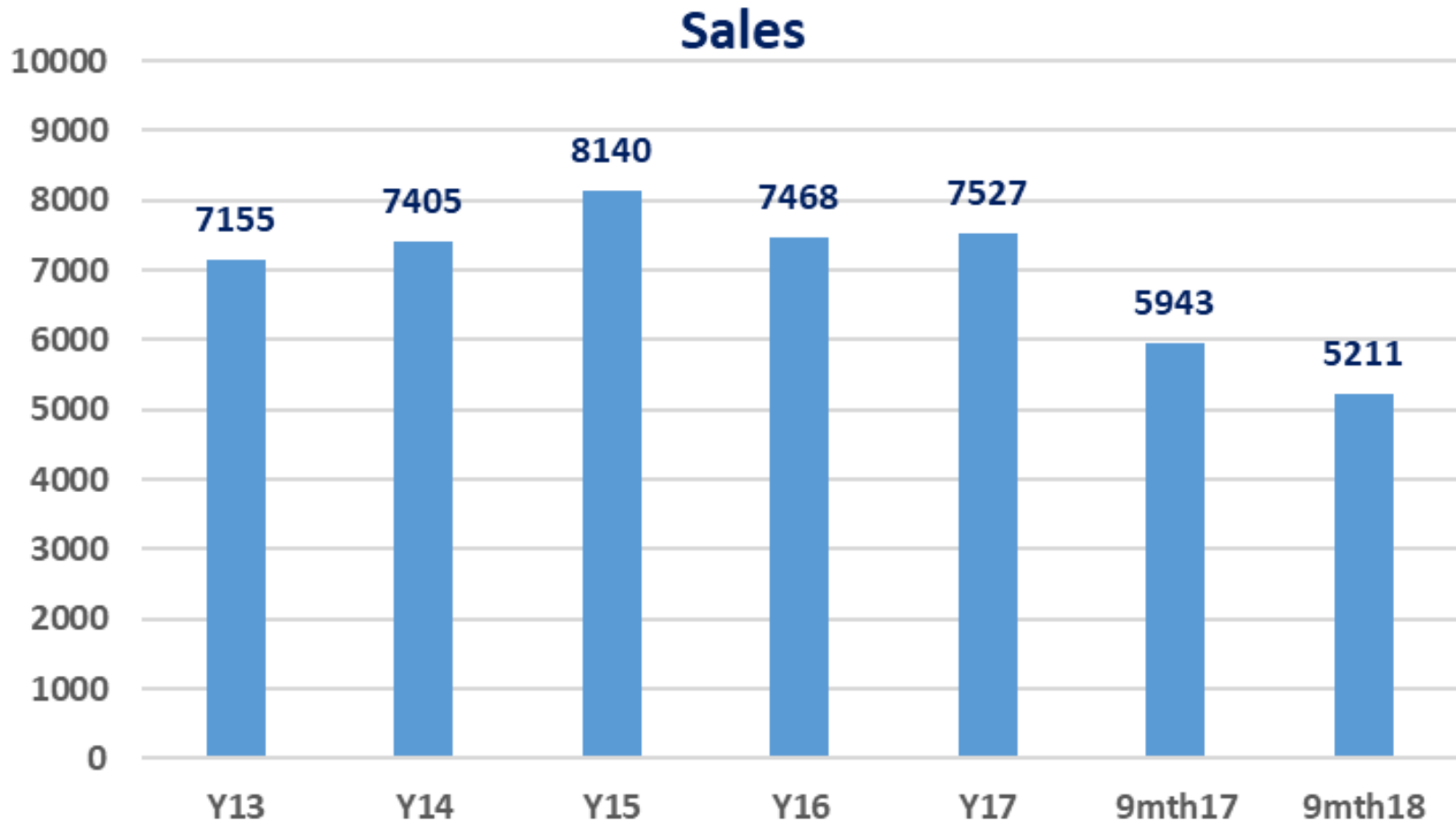


EAT (MB)



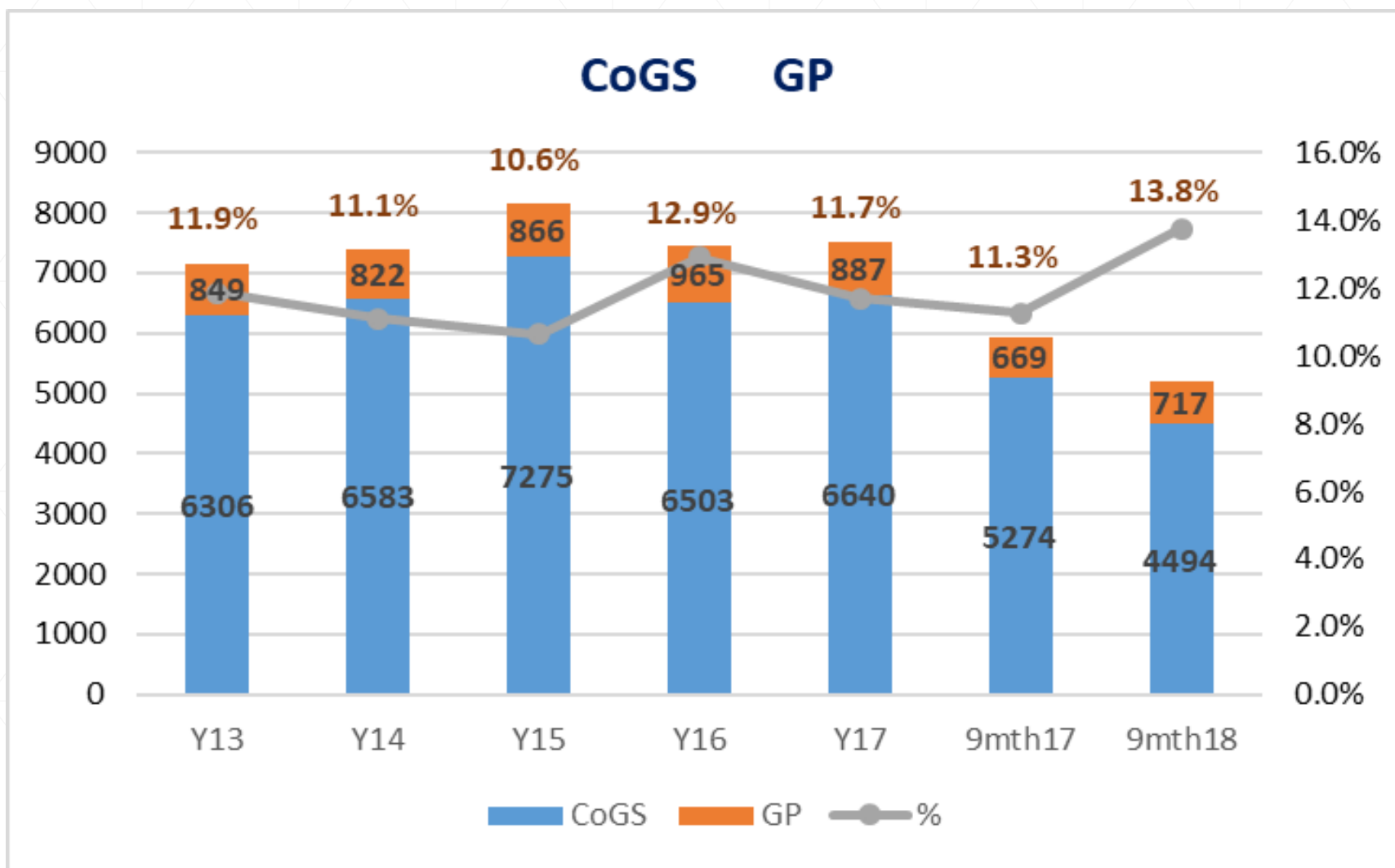
Financial Highlights

SNC



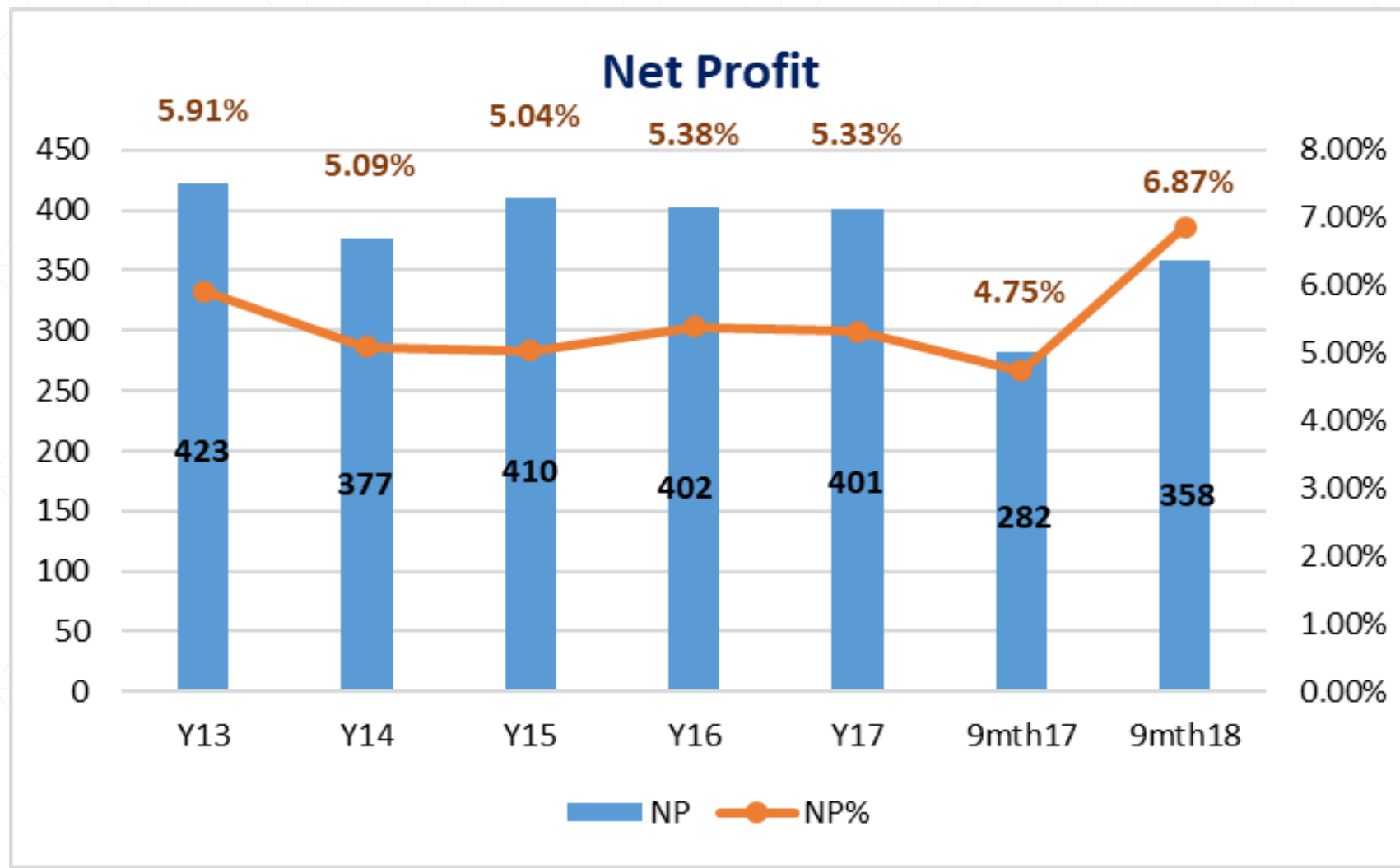
Financial Highlights

SNC



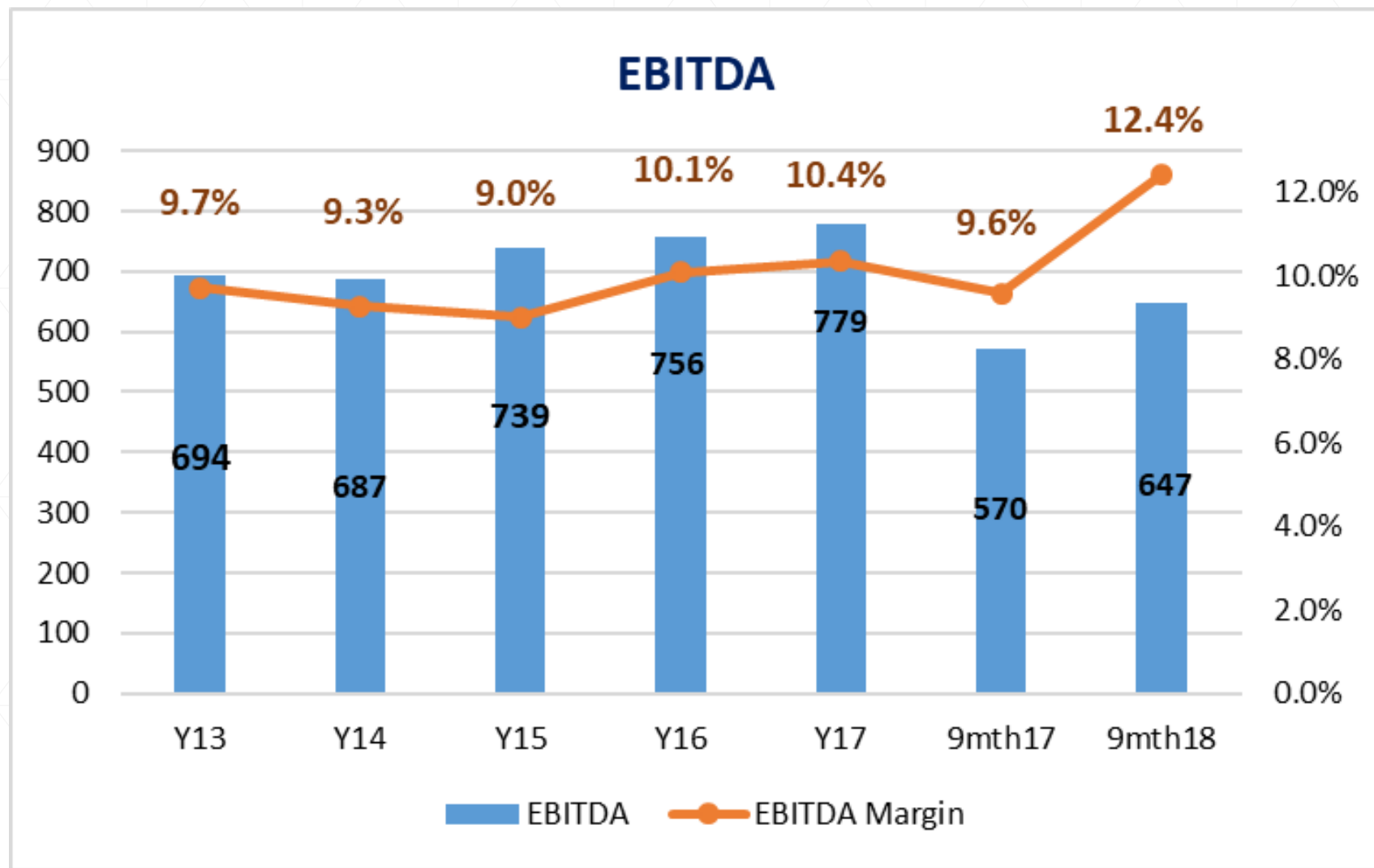
Financial Highlights

SNC



Financial Highlights

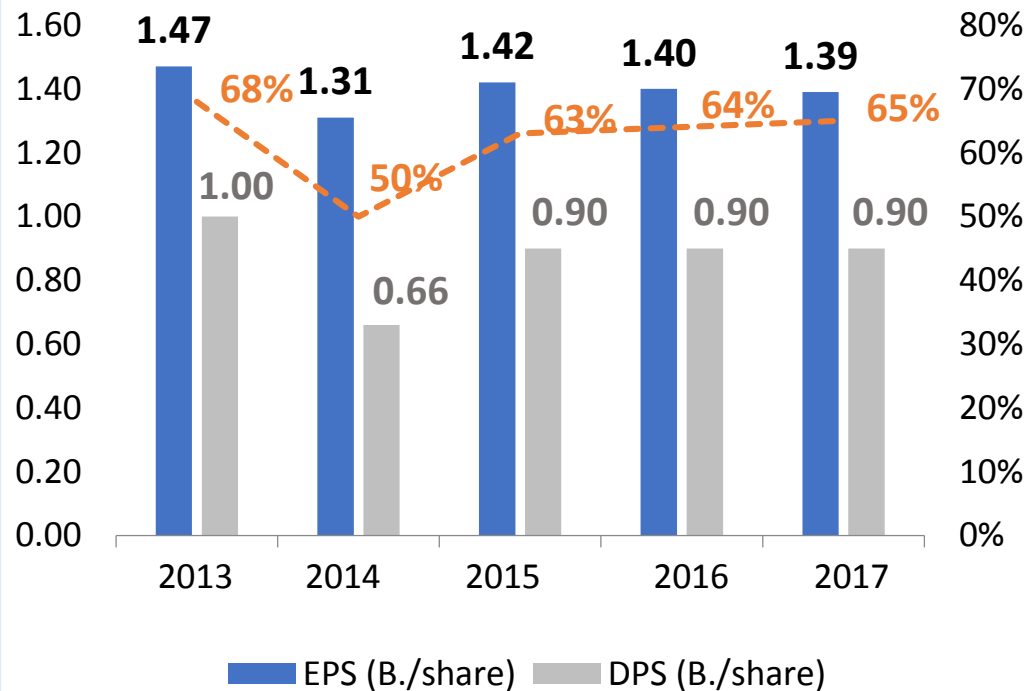
SNC



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.)	4,000.11
Stock price (B.)	14.10
P/E (X)	8.52
P/BV (X)	1.43
Dividend Yield (%)	6.47

Source: www.set.or.th as of October 29, 2018

Production & Shop Floor Development



Knowledge & Skill Development to people Technology

Training & Design 3 D

Robot & Automation /Simulation

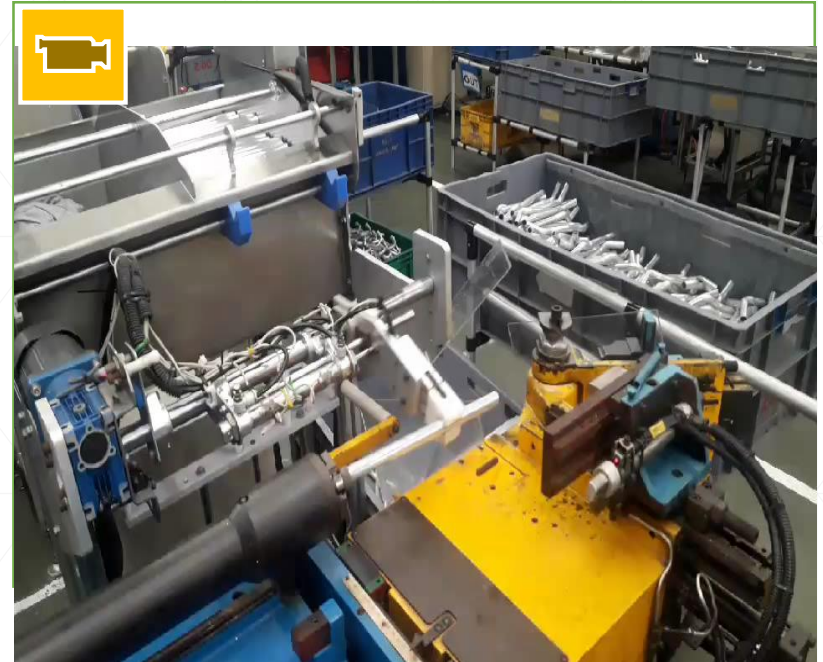
Program Control /IOT/PLC/Python

Production & Shop Floor Development

Pipe End Forming Process

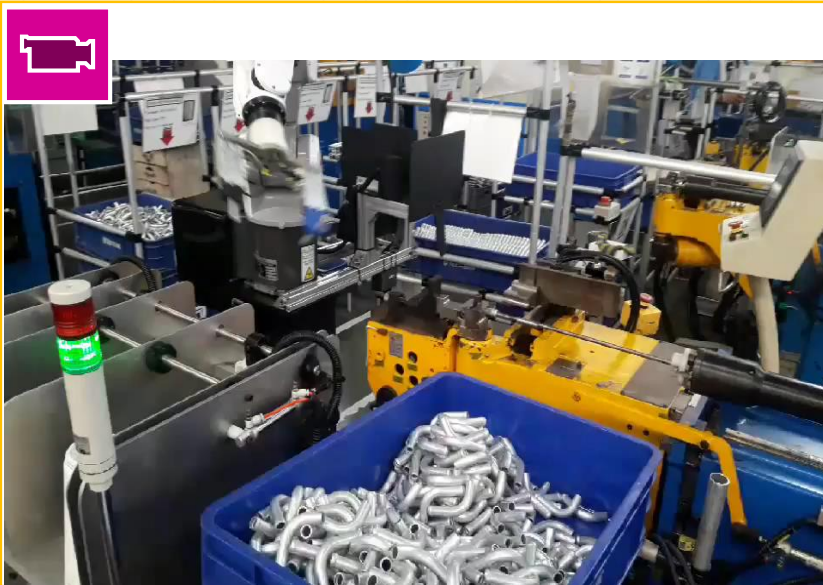


Pipe Bending Process

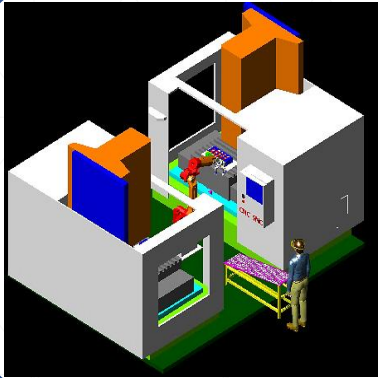


Production & Shop Floor Development

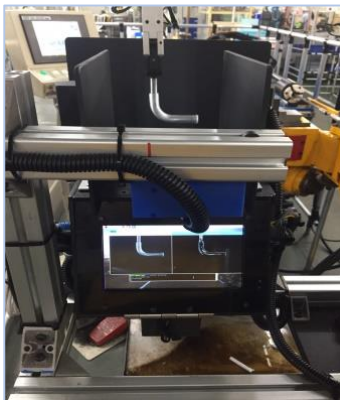
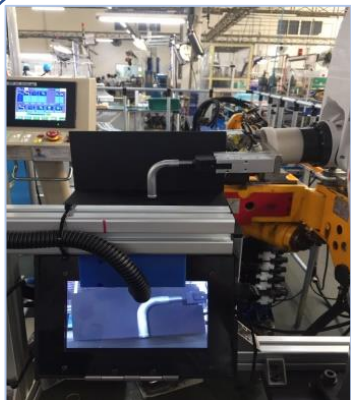
Robot & Automation Integrate with M/C



Production & Shop Floor Development



Connecting Automation
with CNC M/C



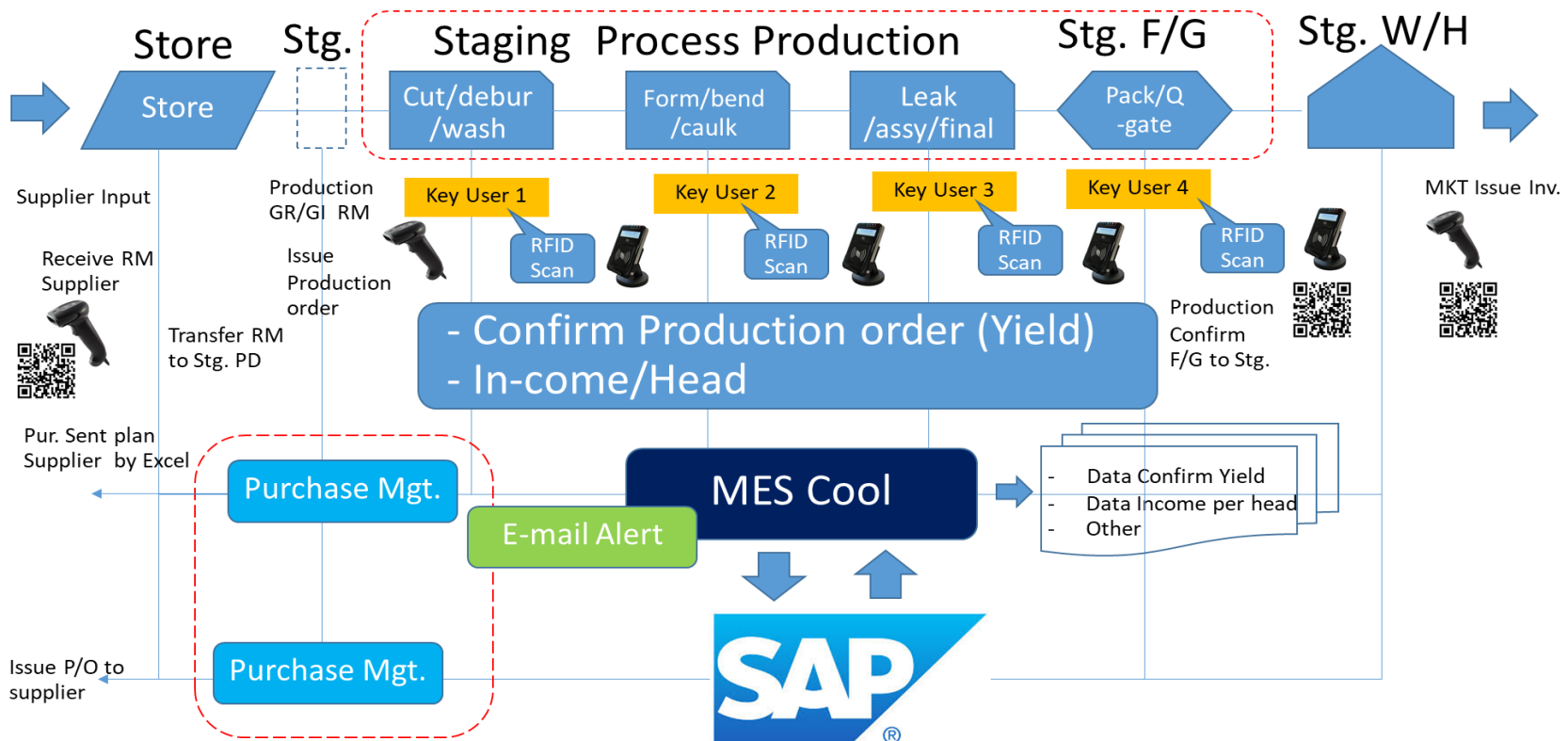
Vision Camera to
Inspect product

Connect M/C to M/C and M/C to System

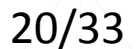
MES (Manufacturing Execution System) to integrate SNC System with External

Overview Flow Chart

SNC-CL



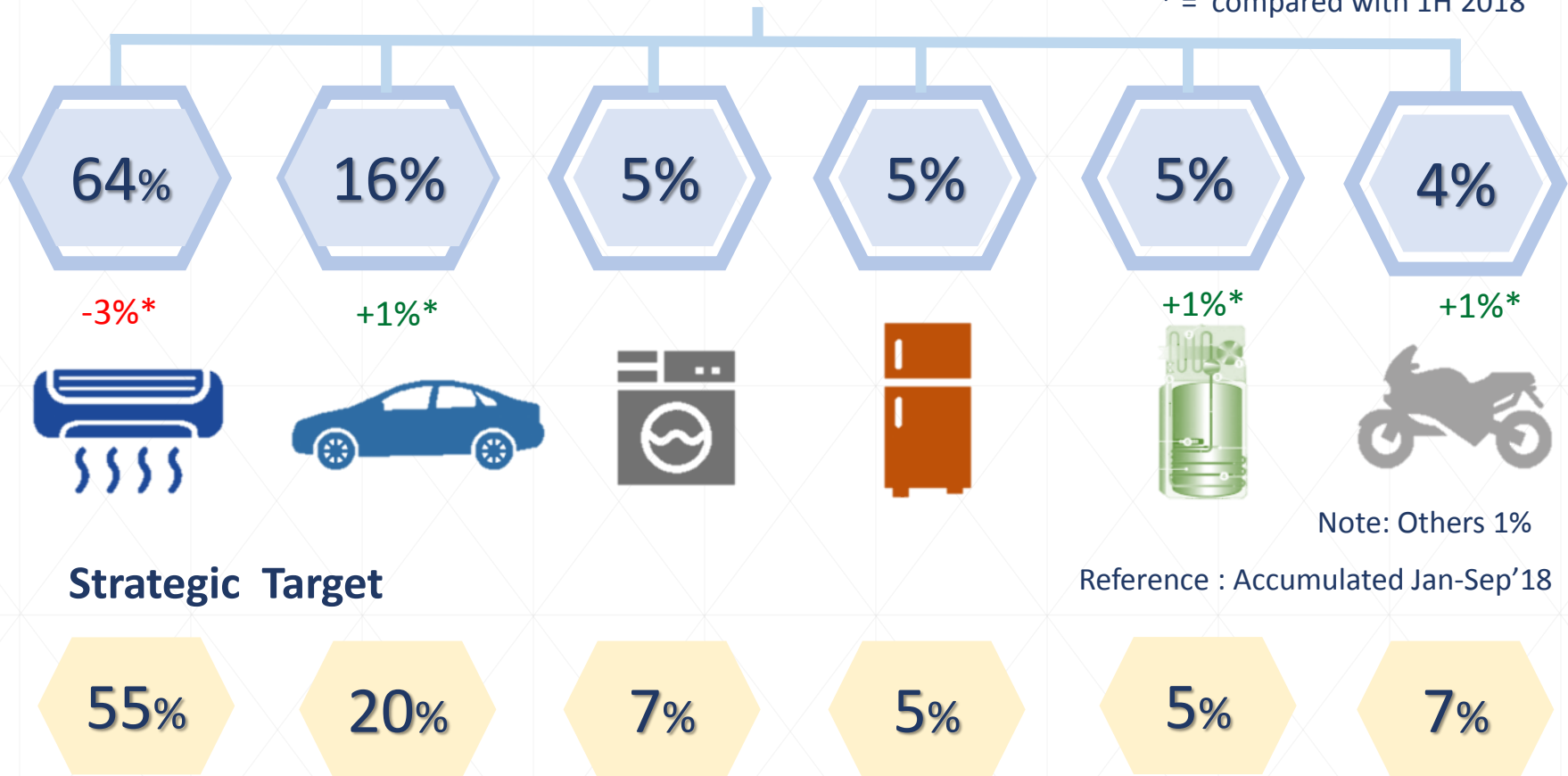
■ Overview MES Project



Industry Updates

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* = compared with 1H'2018

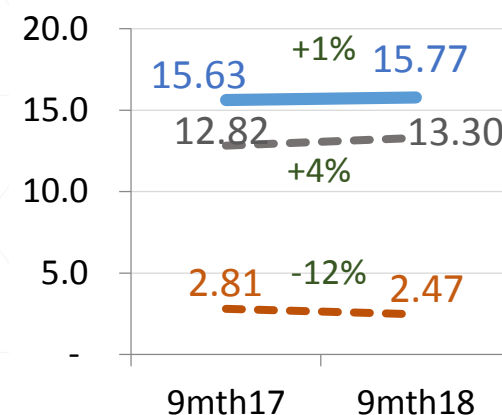
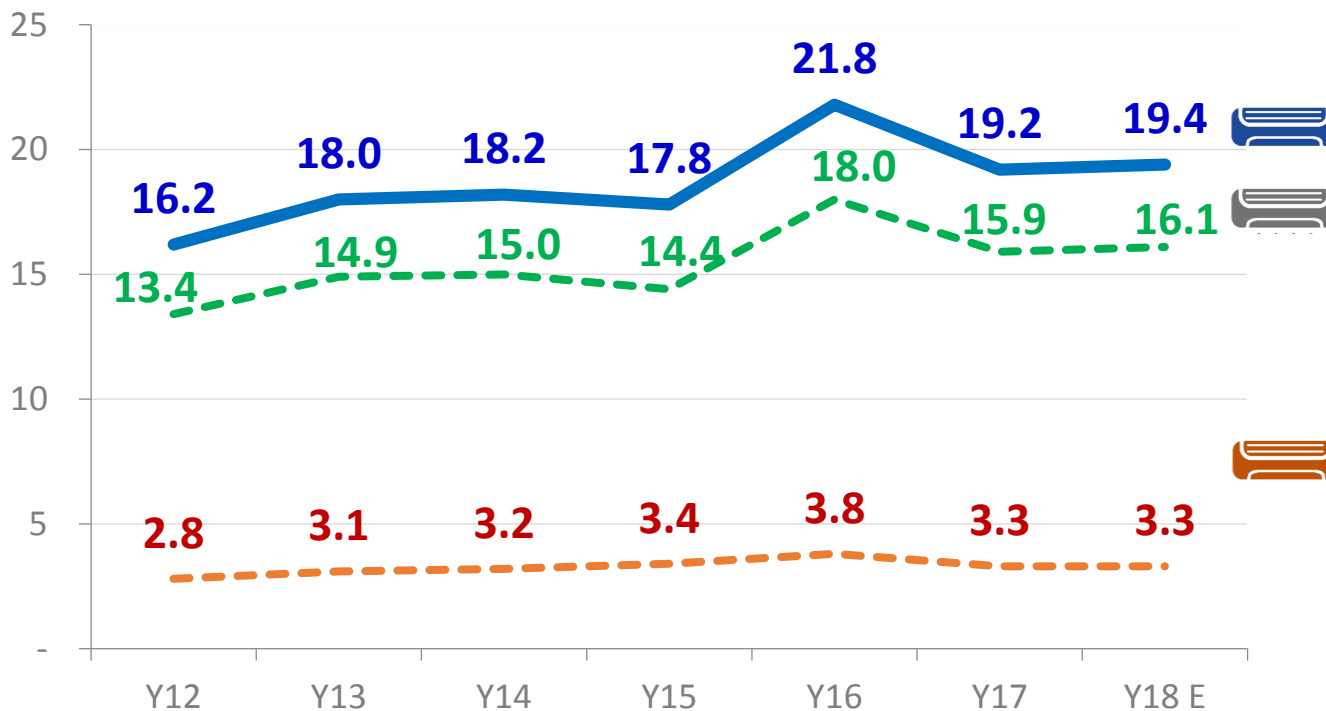


Air conditioner Industry

SNC

million Units

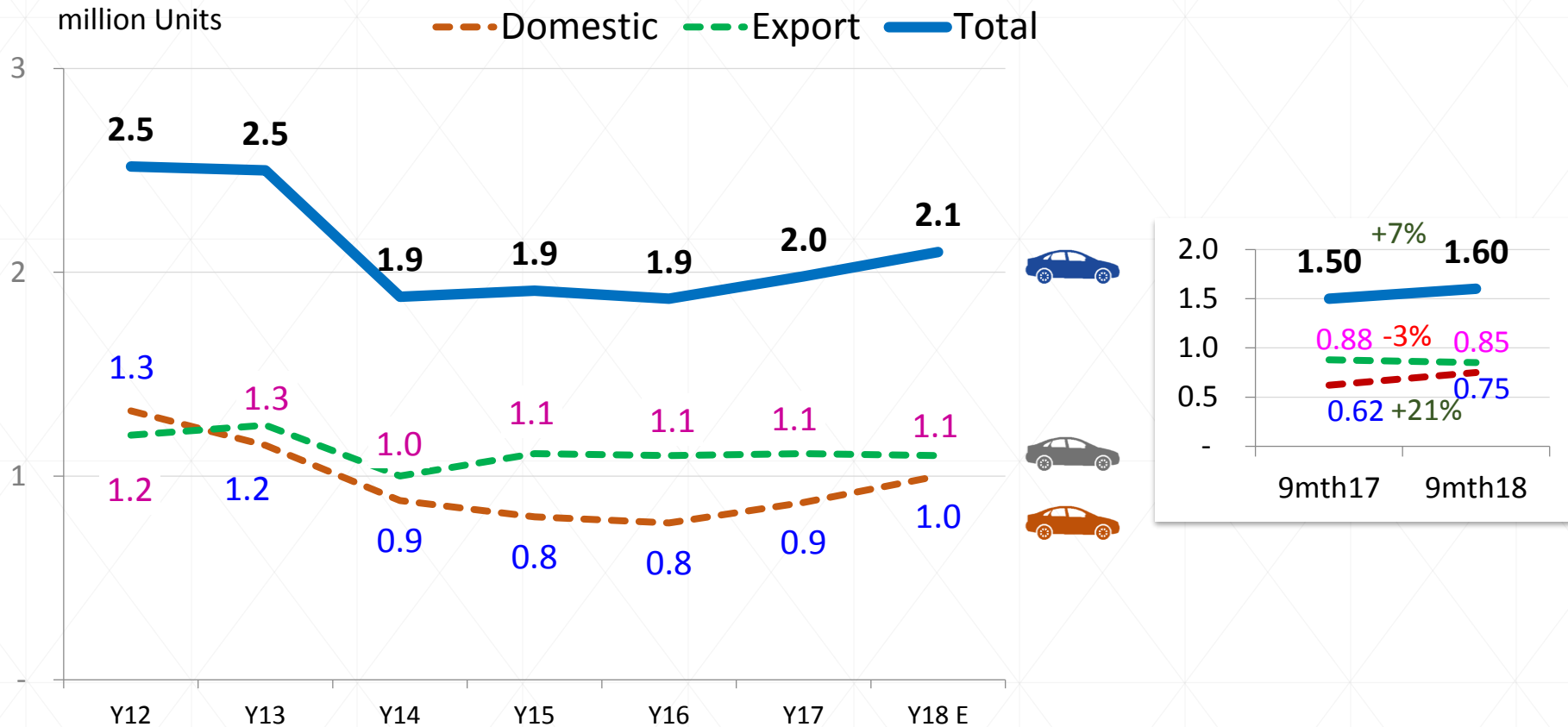
--- Domestic --- Export — Total



Source: สถาบันยานยนต์, สำนักงานเศรษฐกิจอุตสาหกรรม, สถาบันไฟฟ้า และอิเล็กทรอนิกส์, SNC Survey

Automotive Industry

SNC



Source: สถาบันยานยนต์, สำนักงานเศรษฐกิจอุตสาหกรรม, สถาบันไฟฟ้า และอิเล็กทรอนิกส์, SNC Survey

Automotive Parts

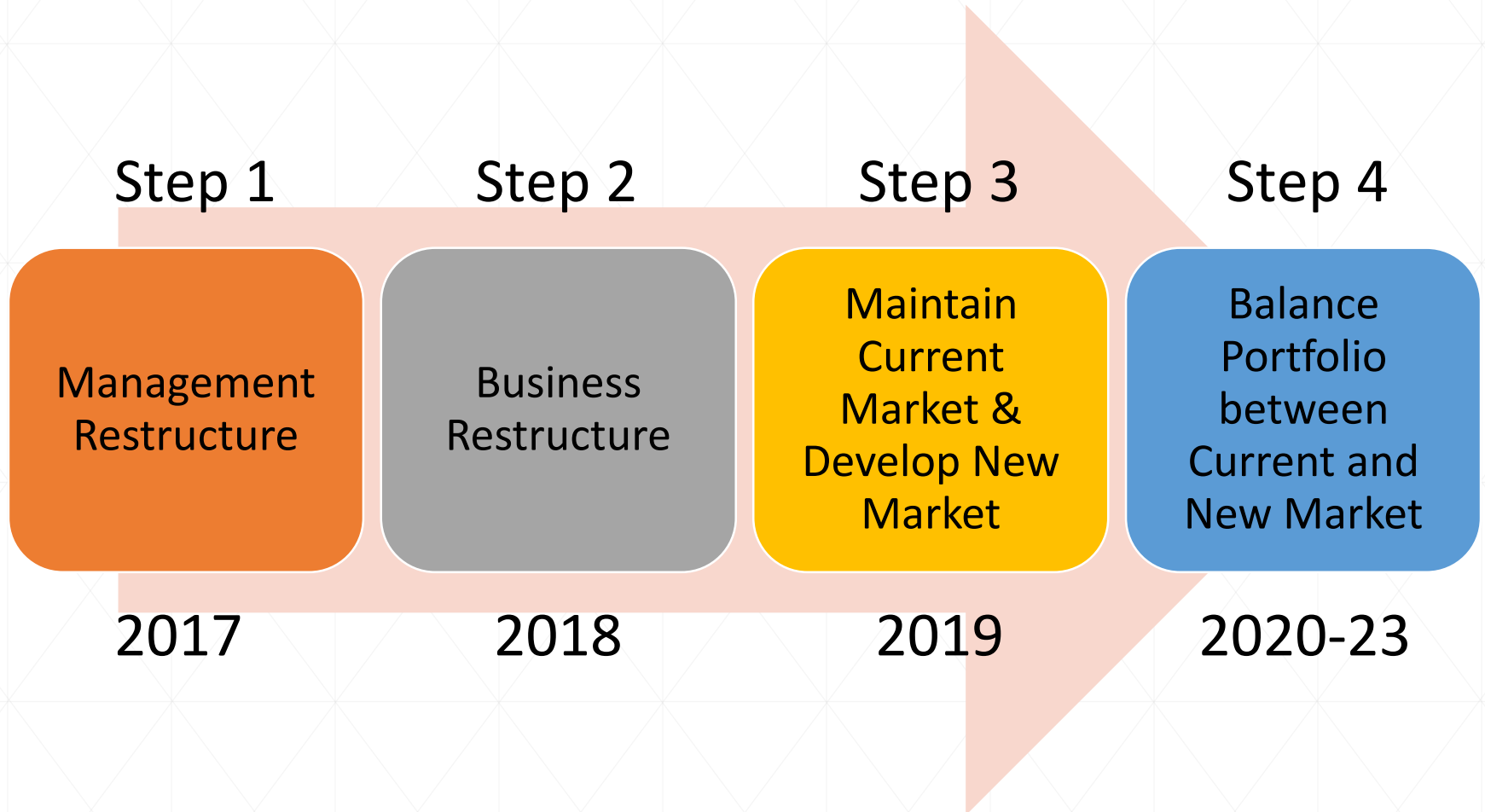
- Al pipe:
 - In Y2018 SNC has been nominated for 3 new models.
 - The production for new models will be started from Q4 2019.
- Estimated sale growth in Y2019 is about 5%.

E/A Parts

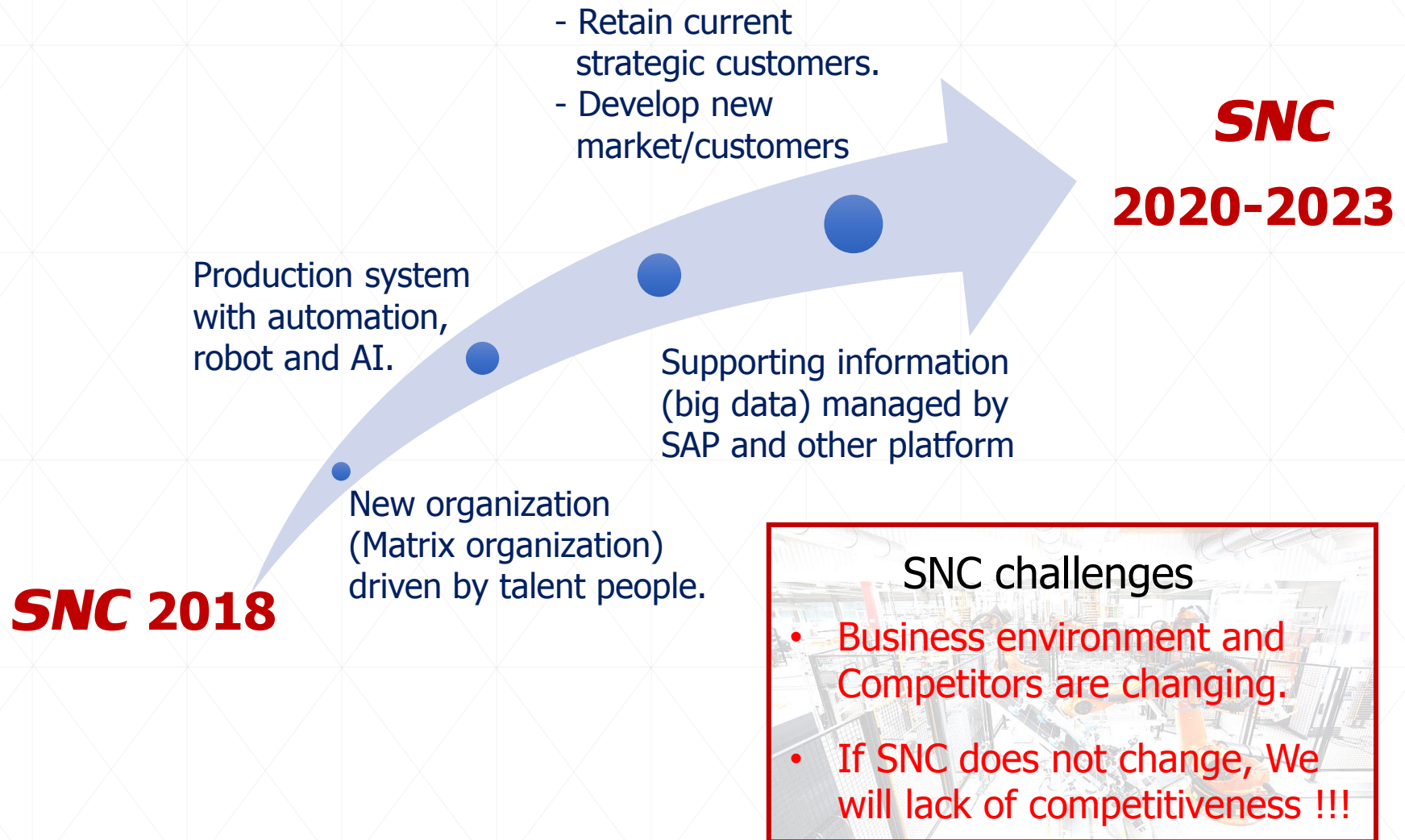
- Sale growth is appx 5% mainly come from metal sheet for washing machine.

OEM / ODM

- A/C OEM : 237,000 units
(Y17: 335,406 units)
- A/C window type was met the SASO standard.
- Vending Machine was sold 39, 40, and 121 units for 1Q-3Q and appx 230 units in 4Q18.
- SAWHA2 has produced the enamel tank in Jul.
- SAHP Heat pump:
60,000-62,000 units
(Y17: 63,495 units)

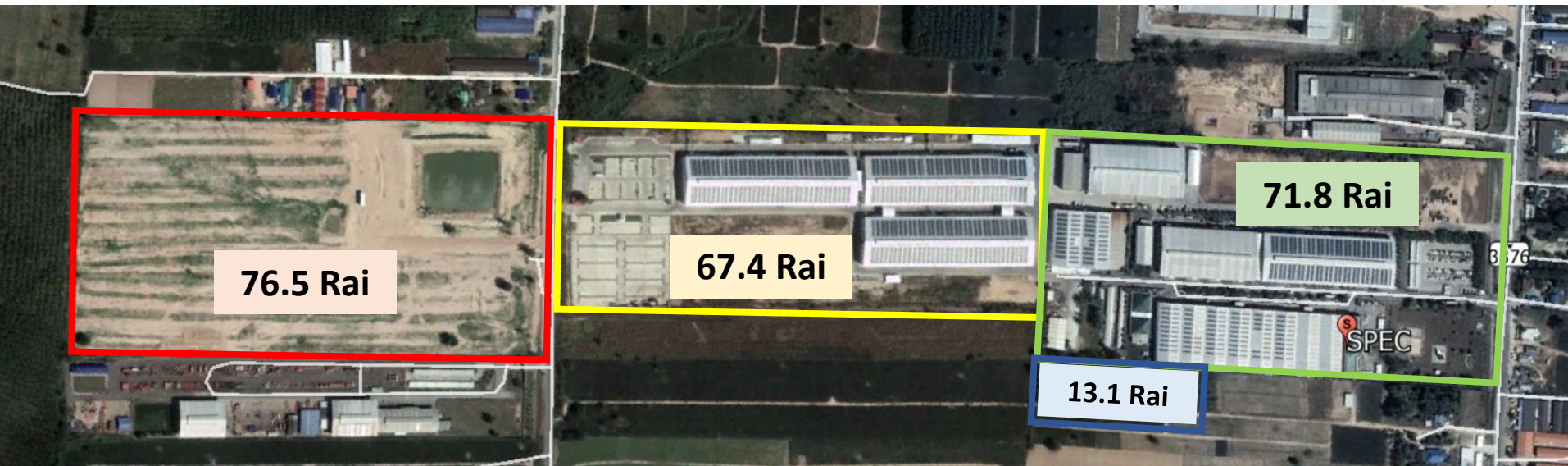


The idea to restructure business



Company Strategies

SNC Rayong Landscape (271.3 Rai*)



* 271.3 Rai is included the land at water plant (42.5 Rai)

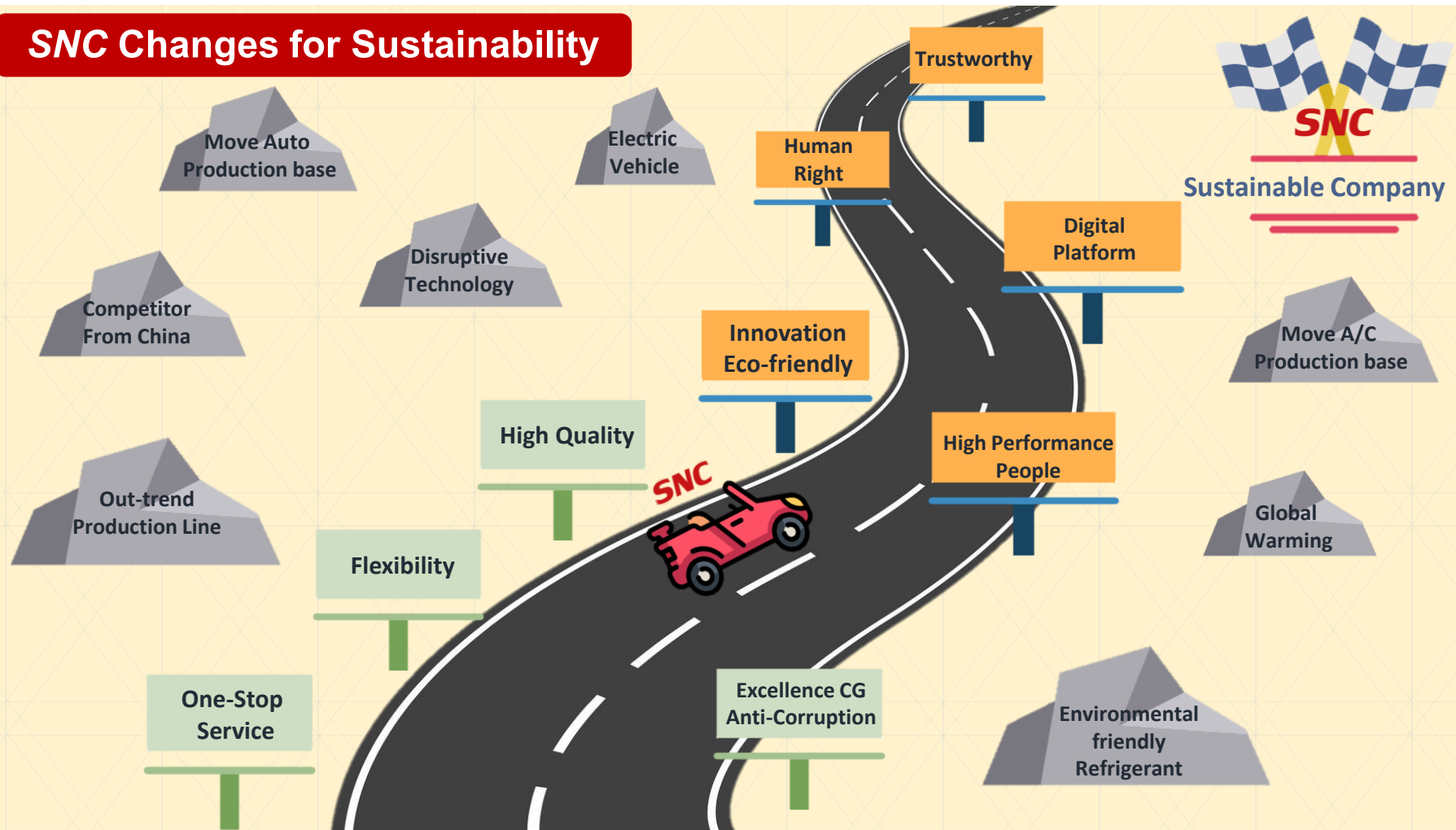
Company Strategies

SNC

SNC Rayong Plant Layout (expansion plan)



SNC Changes for Sustainability





Company visit at SNC Rayong plant

Saturday, 10th November 2018

08:00-08:30	Registration at MRT, Queen Sirikit National Convention Center (QSNCC)
08:30-11:00	Depart from QSNCC for SNC Rayong
11:00-11:10	Arrive at SNC Rayong
11:10-12:00	Welcome & Introductions
12:00-13:00	Lunch
13:00-14:30	Factory tour
14:30-14:45	Q&A
14:45-15:00	Take a group photo
15:00-17:30	Depart from SNC Rayong for QSNCC

Q & A





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

www.sncformer.com