

SNC

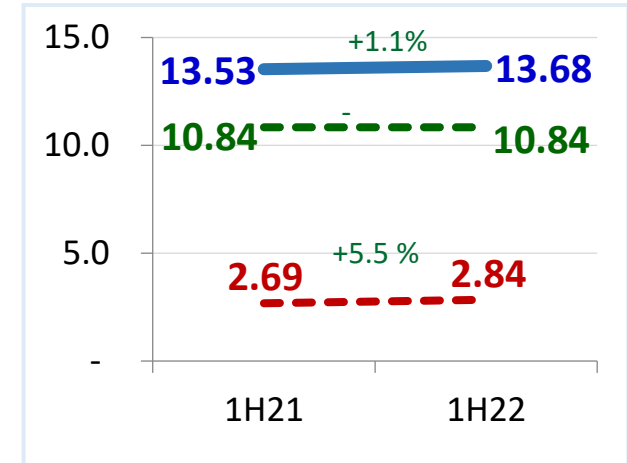
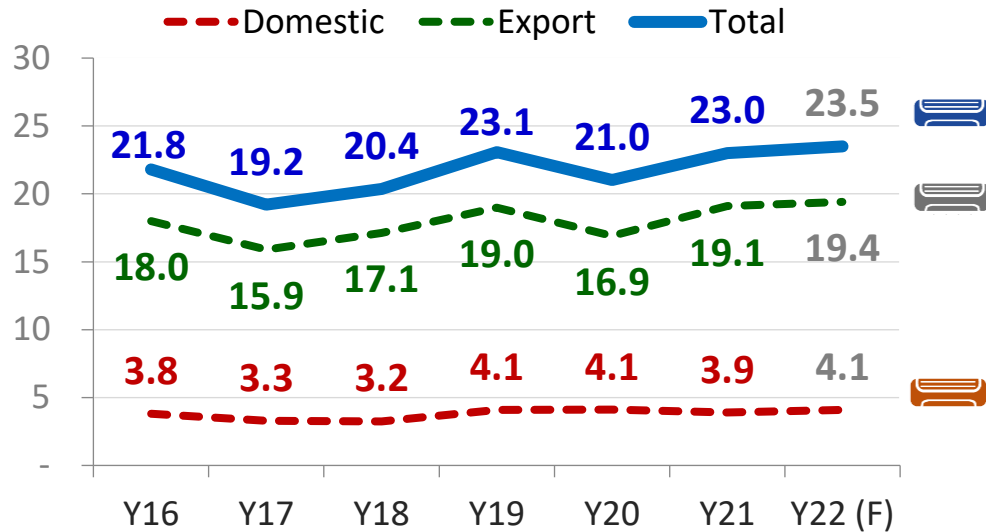
Opp day

9 Aug 2022

Air Conditioner Business



million Units



SNC Business in this category

- OEM for Room A/C (Window, Portable, Split type)
- ODM
- Parts for A/C
 - Copper Pipe, - Sheet Metal stamping
 - Plastic Injection, - Heat Exchanger



ที่มา: สำนักงานเศรษฐกิจอุตสาหกรรม

Source: The office of Industrial Economics

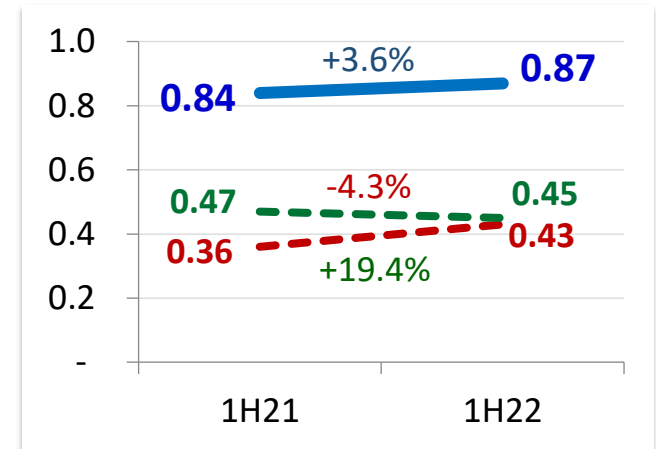
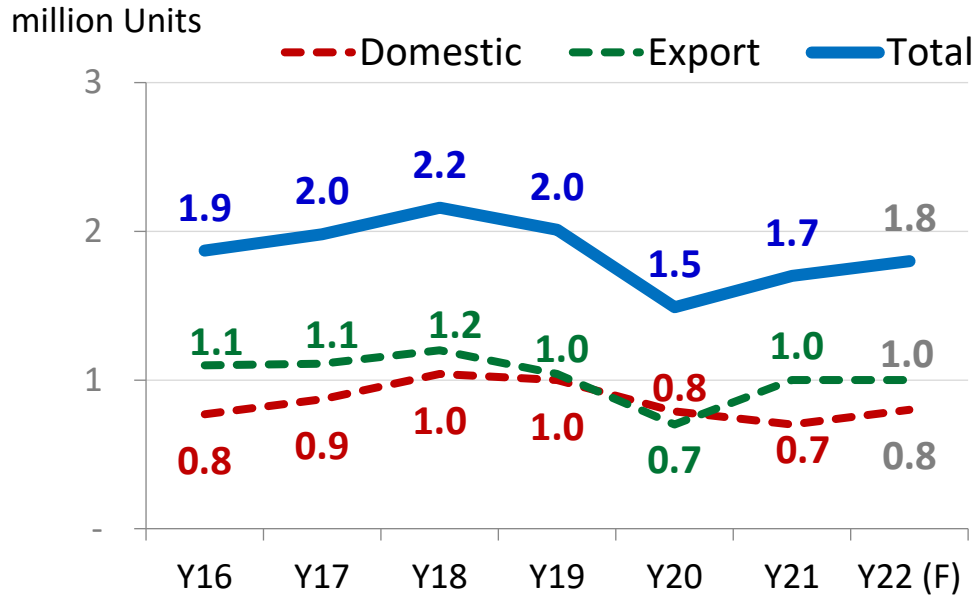
Top 10 A/C Export Market of Thailand



Country	Amount : Million Baht				Growth Rate (%)				Portion (%)			
	2020	2021	2021 (Jan - Jun)	2022 (Jan - Jun)	2020	2021	2021 (Jan - Jun)	2022 (Jan - Jun)	2020	2021	2021 (Jan - Jun)	2022 (Jan - Jun)
- USA	18,663.87	33,563.41	17,807.45	26,675.90	47.56	79.83	71.47	49.80	11.48	16.53	16.15	21.44
- Vietnam	17,528.43	15,301.97	11,758.25	10,332.11	-0.79	-12.70	-3.68	-12.13	10.78	7.54	10.66	8.30
- Australia	18,617.54	21,712.05	8,753.93	8,145.90	17.04	16.62	47.06	-6.95	11.45	10.69	7.94	6.55
- Taiwan	8,660.77	9,348.93	5,738.68	6,554.53	20.08	7.95	10.47	14.22	5.33	4.60	5.20	5.27
- Japan	11,217.57	10,599.95	5,823.07	5,840.12	-17.85	-5.51	-11.29	0.29	6.90	5.22	5.28	4.69
- UAE	5,354.70	5,502.18	3,072.21	4,716.97	8.21	2.75	-6.15	53.54	3.29	2.71	2.79	3.79
- India	7,410.20	9,790.22	4,814.46	4,509.78	-25.67	32.12	-4.95	-6.33	4.56	4.82	4.37	3.62
- Singapore	4,853.42	7,362.66	3,638.82	4,439.71	-24.96	51.70	56.08	22.01	2.99	3.63	3.30	3.57
- Indonesia	6,453.18	8,016.16	3,720.10	4,346.59	-31.78	24.22	4.58	16.84	3.97	3.95	3.37	3.49
- Italy	4,655.63	6,202.16	3,921.77	3,961.85	-14.98	33.22	41.27	1.02	2.86	3.05	3.56	3.18
Total 10 countries	103,415.30	127,399.69	69,048.73	79,523.46	0.00	23.19	20.49	15.17	63.62	62.74	62.61	63.92
Others	59,133.99	75,675.57	41,233.59	44,890.18	-11.96	27.97	33.48	8.87	36.38	37.26	37.39	36.08
Grand Total	162,549.29	203,075.25	110,282.32	124,413.64	-4.71	24.93	25.04	12.81	100	100	100	100

ที่มา: ศูนย์เทคโนโลยีสารสนเทศและการสื่อสาร สำนักงานปลัดกระทรวงพาณิชย์

Source: Information and communication technology center, Office of Permanent Secretary Ministry of Commerce



SNC Business in this category

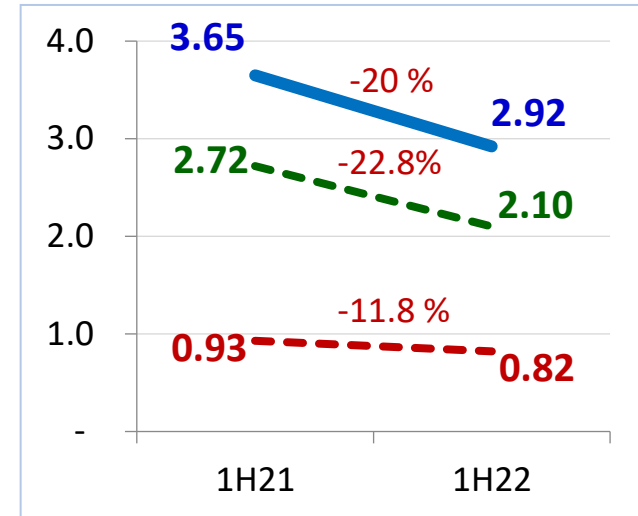
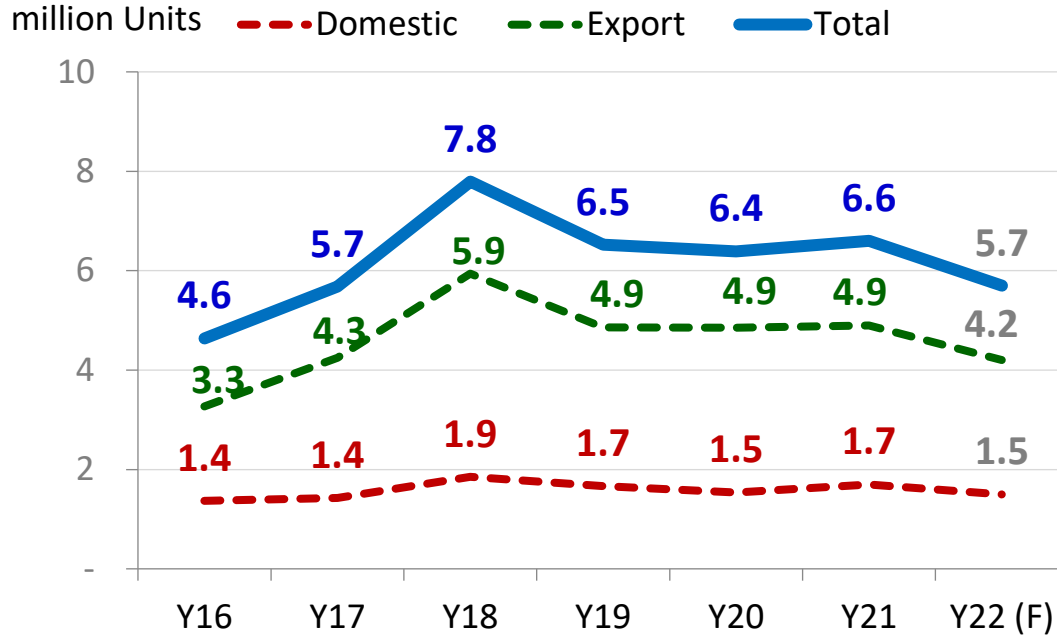
- Al. Pipe for A/C system
- Plastic Injection
- Sheet Metal



ที่มา: สถาบันยานยนต์, สภาอุตสาหกรรมแห่งประเทศไทย

Source: Thailand Automotive Institute, The Federation of Thai Industries

Washing Machine Business



SNC Business in this category

- Plastic Injection
- Sheet Metal



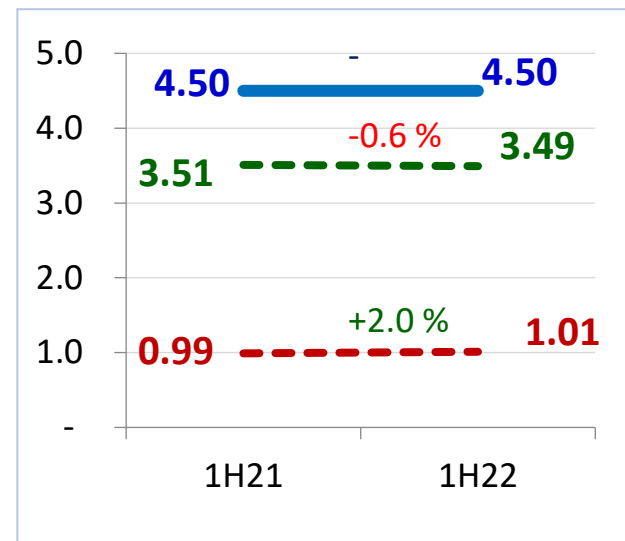
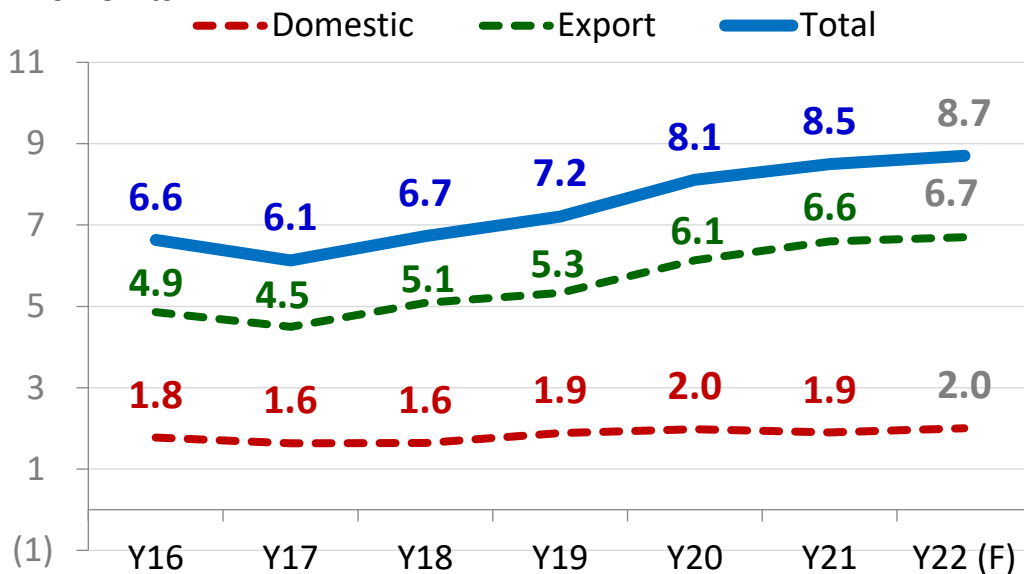
ที่มา: สำนักงานเศรษฐกิจอุตสาหกรรม

Source: The office of Industrial Economics

Refrigerator Business



million Units



SNC Business in this category

- Plastic Injection
- Sheet Metal
- Cu Pipe



ที่มา: สำนักงานเศรษฐกิจอุตสาหกรรม

Source: The office of Industrial Economics

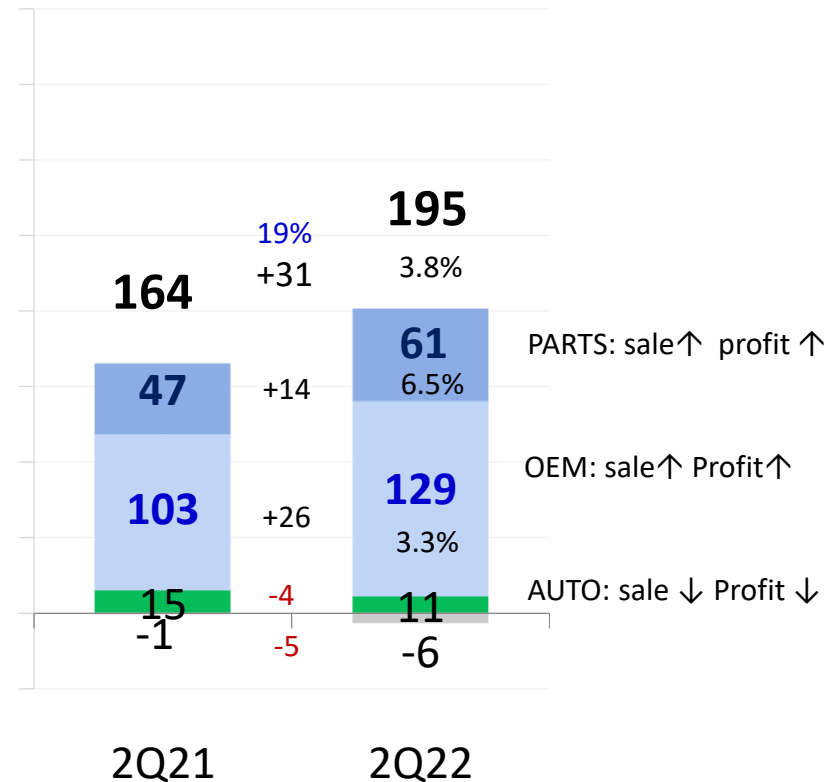
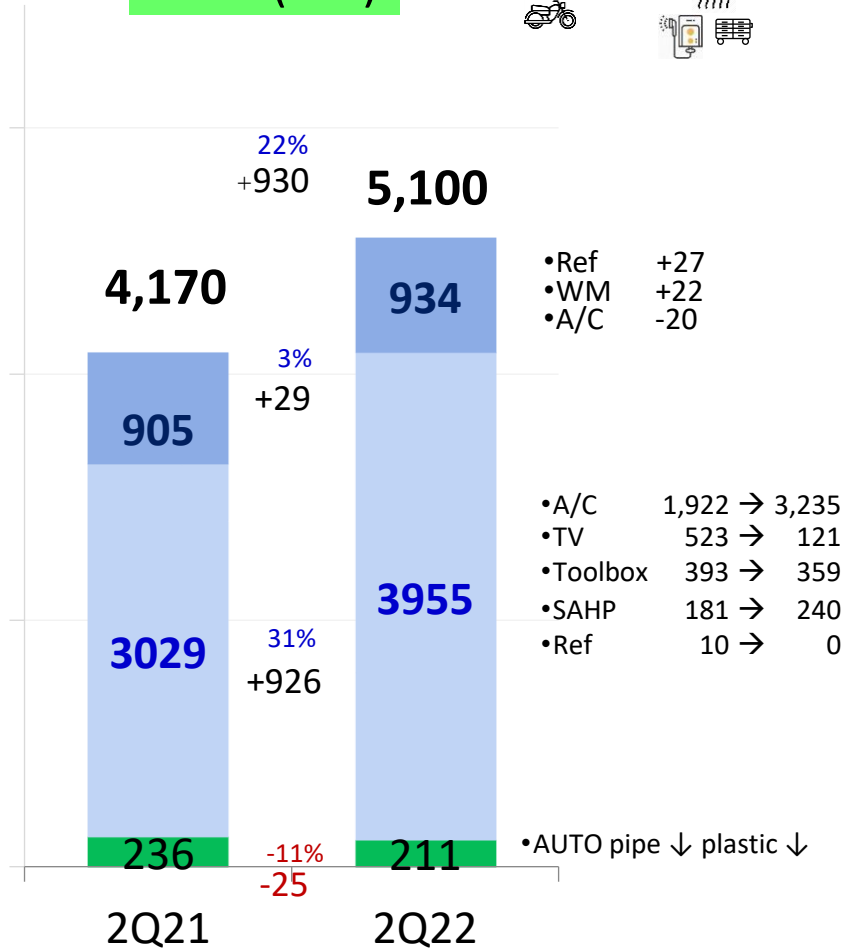
Company Performance



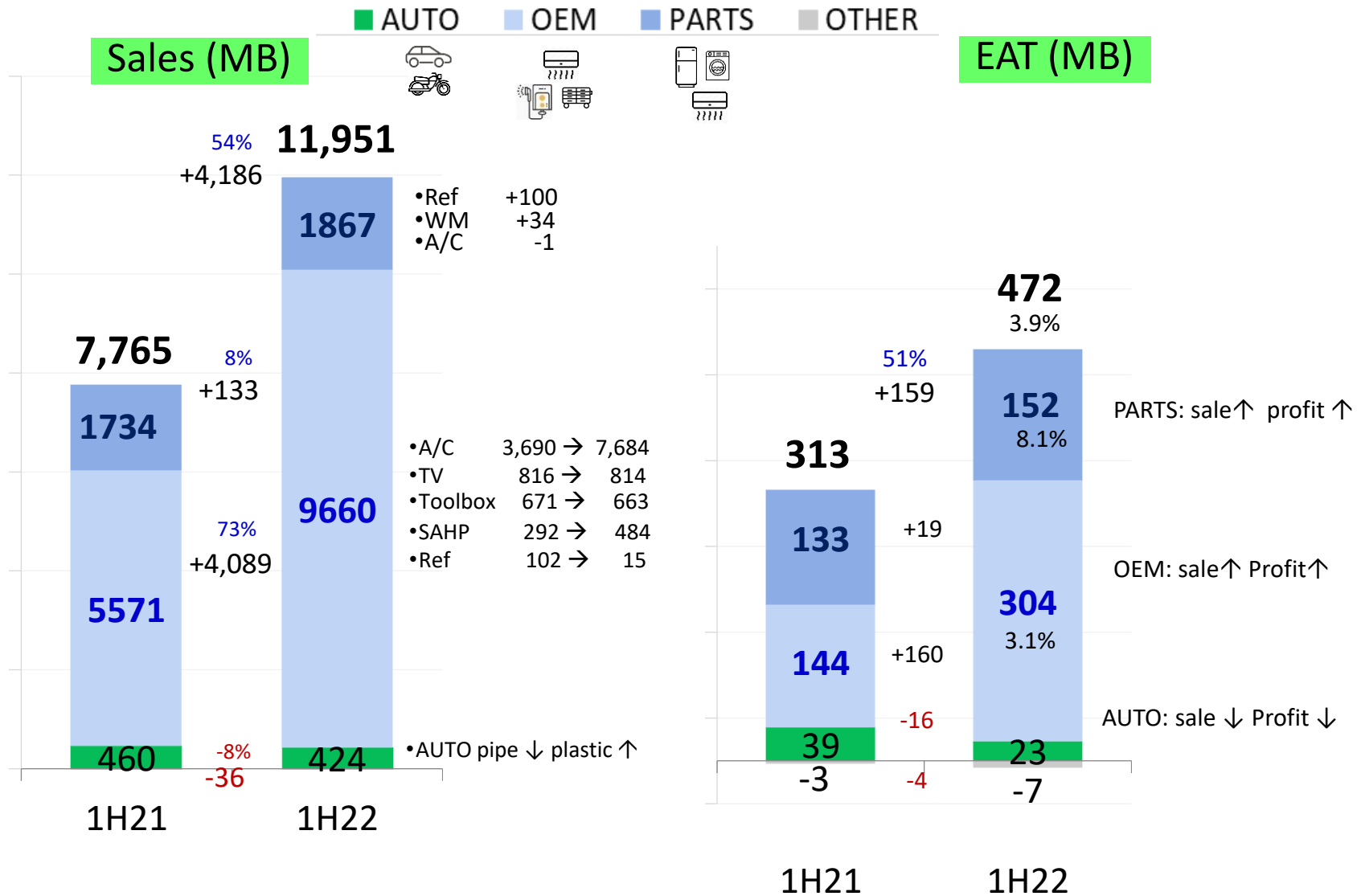
■ AUTO ■ OEM ■ PARTS ■ OTHER

Sales (MB)

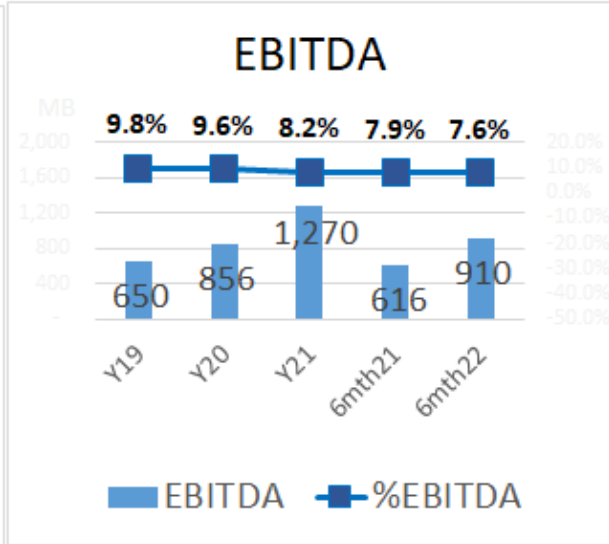
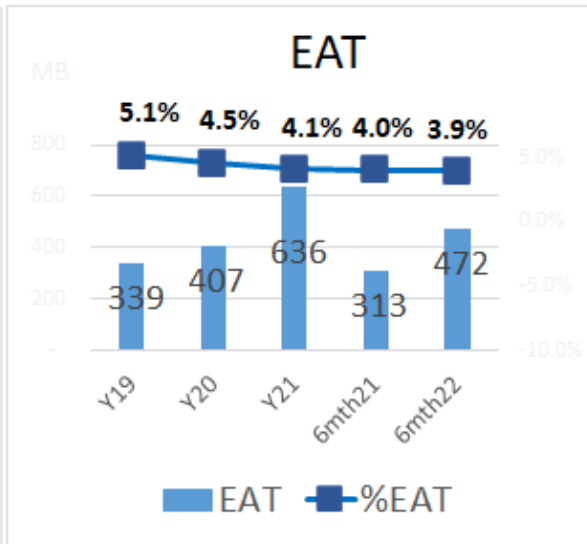
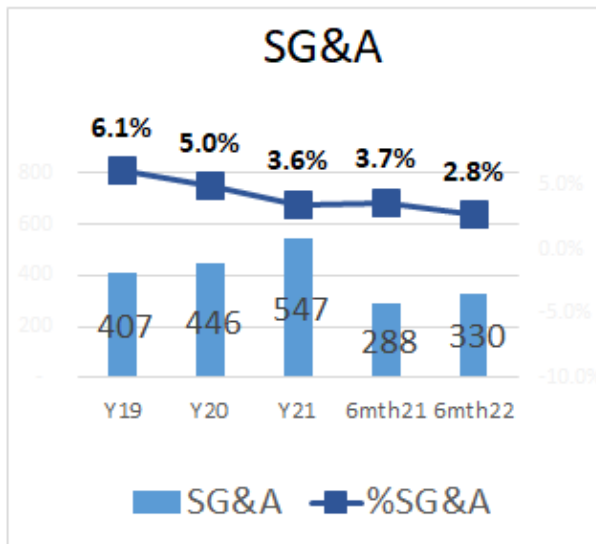
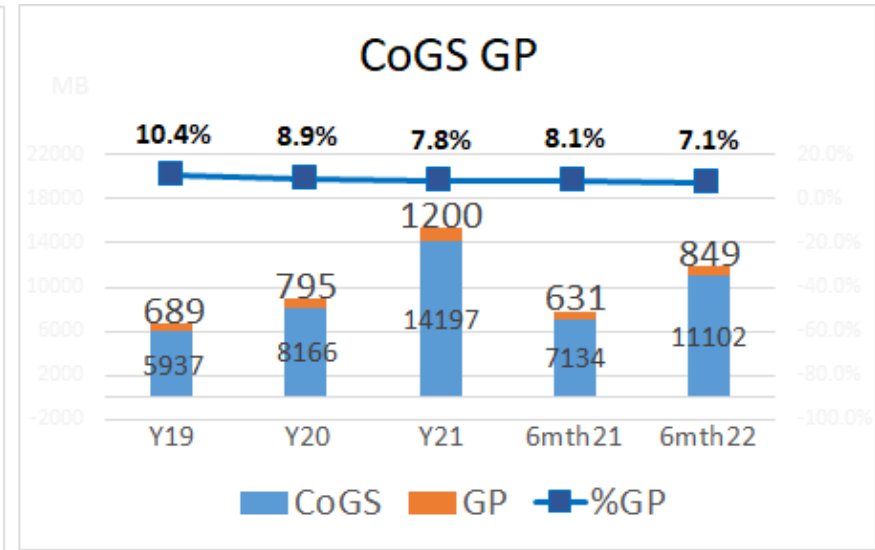
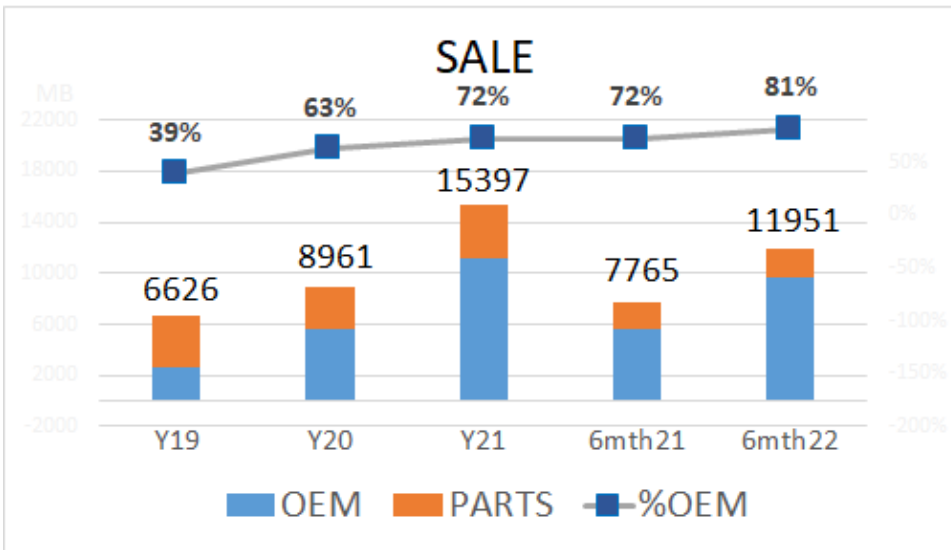
EAT (MB)



Company Performance



Financial Highlights



FAQ	Explanation
Raw material price	Cost plus margin
Exchange rate	Natural hedge 90% + forward contract 10%
Interest rate	Long term loan : Float rate → fixed rate
Effect from US-CN trade war	Situation is still the same.
CAPEX	800 MB
Waste to Energy	To submit the application to office of the Energy Regulatory Commission in Aug 2022.
Interim dividend	0.65 Baht/share, pay on 2Sep22
Sale growth Y22	Appx 30% subject to external factors which are uncontrollable.

น้องยังยืนขอขอบคุณครับ



น้องยินดีขอขอบคุณค่ะ

