

Opp day

21 Feb 2024

Agenda



1

Company Overview

SNC Group : Products (PPSO)



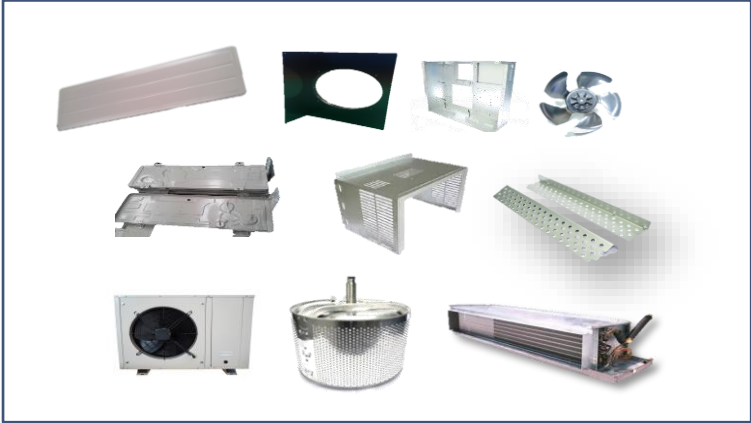
Piping-Automotive Parts



Plastic-Electrical Appliance Parts



Sheet Metal Parts



Piping-Electrical Appliance Parts



Plastic-Motorcycle Parts



OEM



SNC Group : Business Structure



Current businesses



P : Pipe
Copper and Aluminum Tube



P : Plastic



S : SFM
Sheet Metal Fabrication



O : OEM
A/C and other appliances assembly



New businesses

Industrial Estate



Industrial Solutions



Electric Vehicle



Waste to Energy

Upstream Parts

- Industry 4.0 by ARAI.
- Increase upstream parts for OEM.
- Increase shares from current major customers.
- New customers.

OEM

Industry 4.0 by ARAI.

Avoid unsecure businesses.

New customers /
New product

New

- Green industrial park
- Industrial solutions
- Electric Vehicle
- Waste to energy

Financial

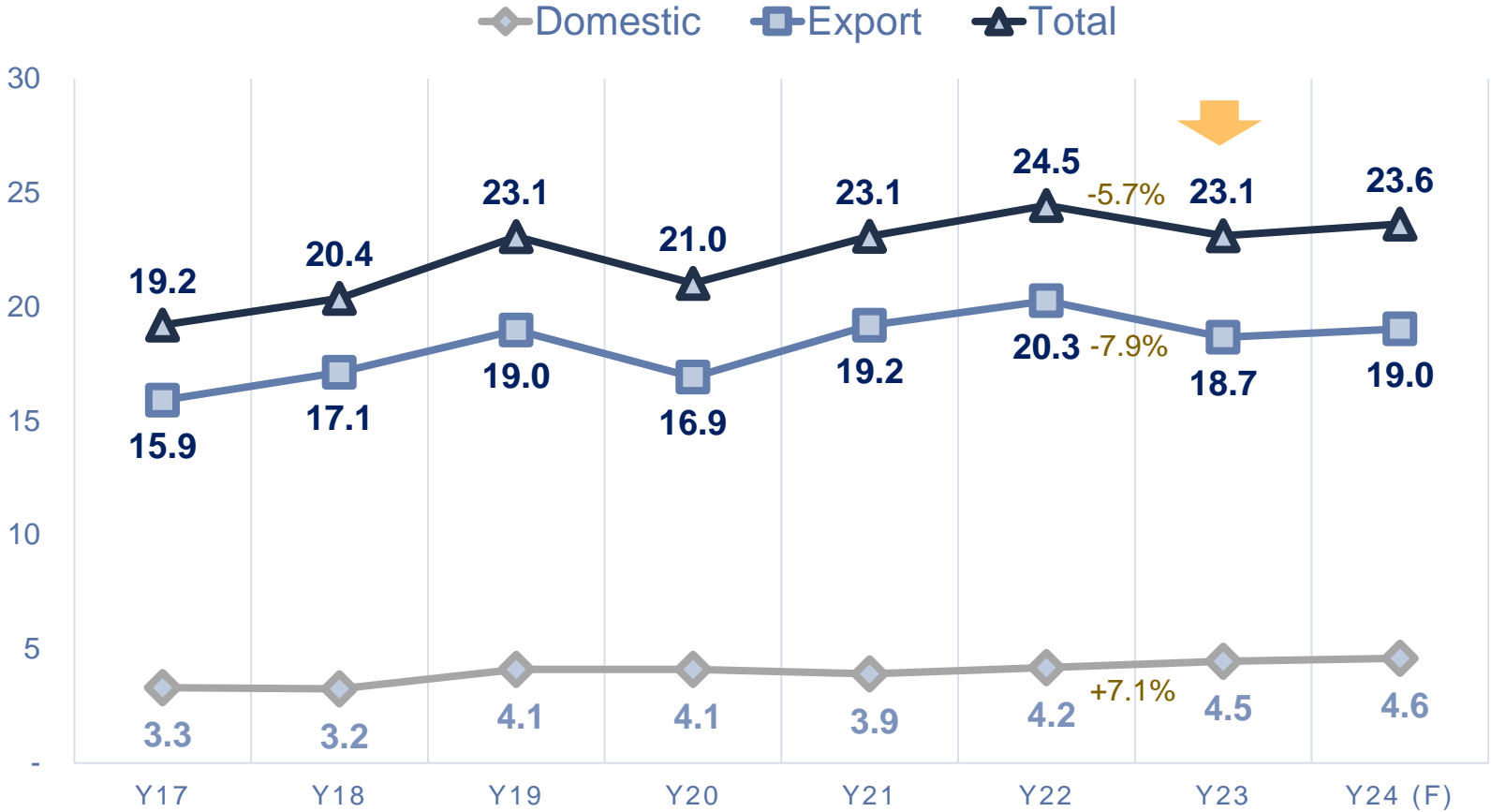
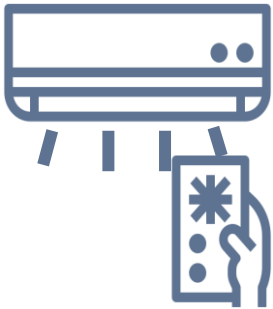
- Secure liquidity
- CCC
- FX hedging
- Source of fund

2

Industries

Air Conditioner Industry

Million Units



ที่มา: สำนักงานเศรษฐกิจอุตสาหกรรม

Source: The office of Industrial Economics

Top 10 A/C Export Market of Thailand

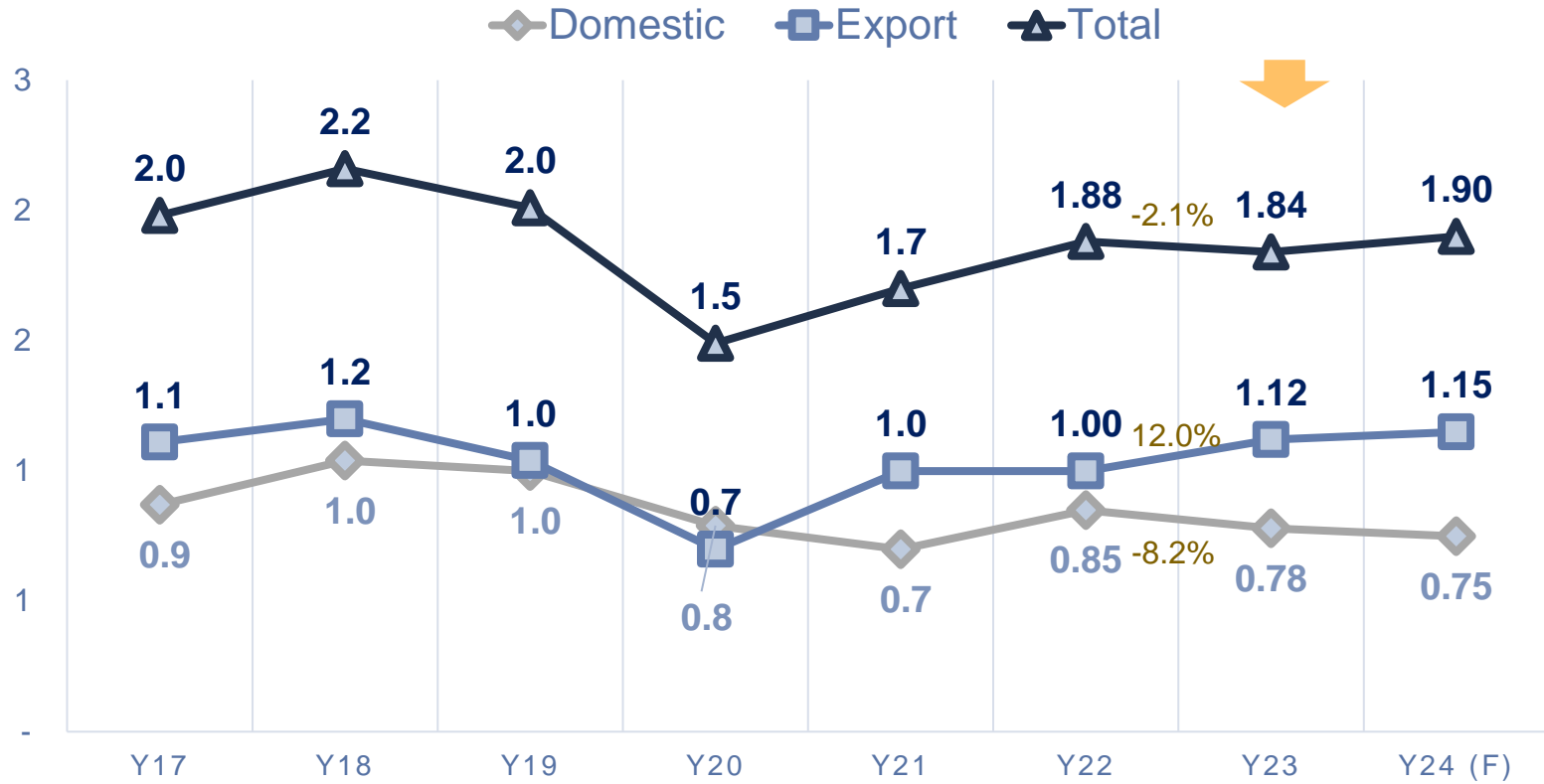
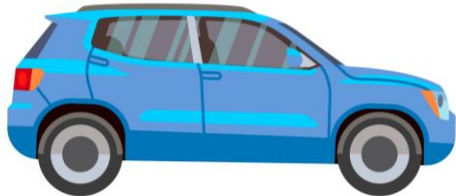
ประเทศ	Amount : Million Baht				Growth Rate (%)				Portion (%)			
	2021	2022	2022 (Jan-Dec)	2023 (Jan-Dec)	2021	2022	2022 (Jan-Dec)	2023 (Jan-Dec)	2021	2022	2022 (Jan-Dec)	2023 (Jan-Dec)
- USA	33,563.41	46,916.52	46,916.52	40,300.04	79.83	39.78	39.78	-14.10	16.53	19.26	19.26	18.05
- Australia	21,712.05	24,275.68	24,275.68	20,650.54	16.62	11.81	11.81	-14.93	10.69	9.97	9.97	9.25
- Vietnam	15,301.97	16,641.00	16,641.00	16,443.18	-12.70	8.75	8.75	-1.19	7.54	6.83	6.83	7.37
- India	9,790.22	11,334.55	11,334.55	11,311.58	32.12	15.77	15.77	-0.20	4.82	4.65	4.65	5.07
- Japan	10,599.95	10,797.76	10,797.76	10,581.84	-5.51	1.87	1.87	-2.00	5.22	4.43	4.43	4.74
- Indonesia	8,016.16	8,494.15	8,494.15	9,196.77	24.22	5.96	5.96	8.27	3.95	3.49	3.49	4.12
- France	7,589.93	8,402.71	8,402.71	8,897.63	22.70	10.71	10.71	5.89	3.74	3.45	3.45	3.99
- Singapore	7,362.66	8,892.89	8,892.89	8,536.79	51.70	20.78	20.78	-4.00	3.63	3.65	3.65	3.82
- Italy	6,202.16	7,854.47	7,854.47	8,218.90	33.22	26.64	26.64	4.64	3.05	3.22	3.22	3.68
- Taiwan	9,348.93	11,219.59	11,219.59	7,910.32	7.95	20.01	20.01	-29.50	4.60	4.61	4.61	3.54
Total 10 countries	129,487.44	154,829.32	154,829.32	142,047.59	24.21	19.57	19.57	-8.26	63.76	63.56	63.56	63.64
Others	73,587.82	88,761.30	88,761.30	81,165.41	26.22	20.62	20.62	-8.56	36.24	36.44	36.44	36.36
Grand Total	203,075.25	243,590.62	243,590.62	223,213.01	24.93	19.95	19.95	-8.37	100	100	100	100

ที่มา: ศูนย์เทคโนโลยีสารสนเทศและการสื่อสาร สำนักงานปลัดกระทรวงพาณิชย์

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

Automotive Industry

Million Units



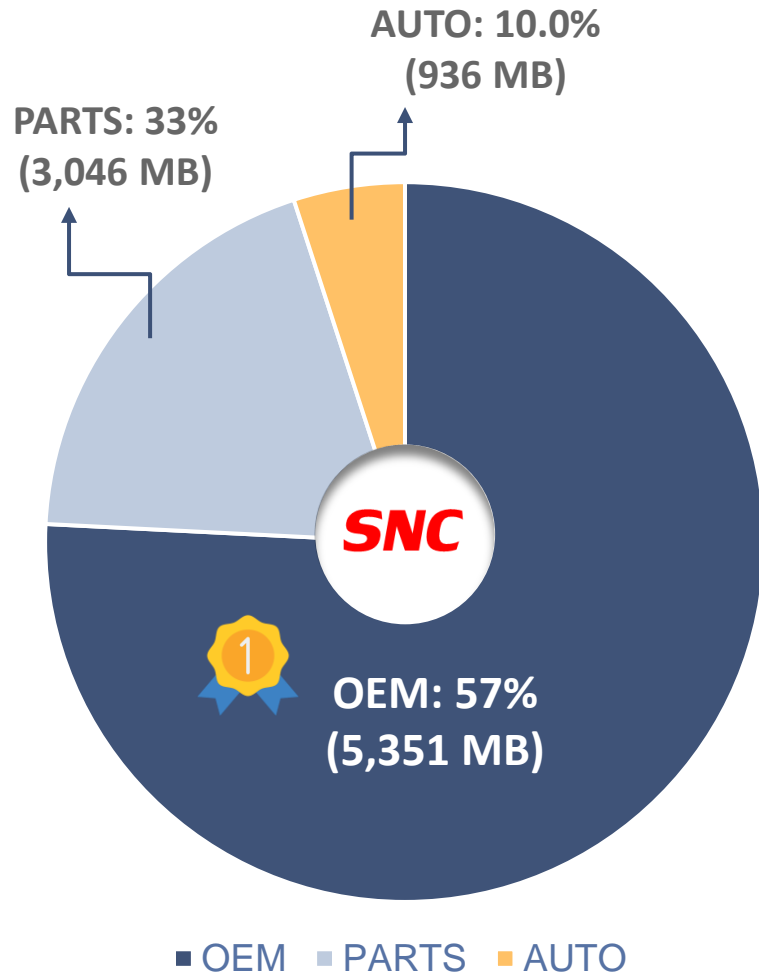
ที่มา: สถาบันยานยนต์, สภาอุตสาหกรรมแห่งประเทศไทย

Source: Thailand Automotive Institute, The Federation of Thai Industries

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Financial Summary

Business segmentation (Y2023)



OEM

Manufacture and assembly of electrical appliances, including A/C, and Heat Pump



PARTS

Manufacture and sales of electrical equipment parts, including A/C parts, fridge parts, and washing machine parts



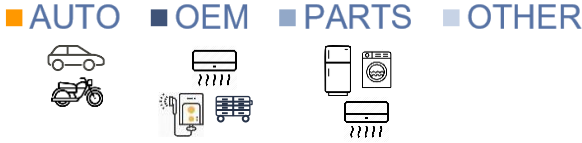
AUTO

Manufacture and sales of A/C equipment parts used for vehicles and vehicle equipment parts



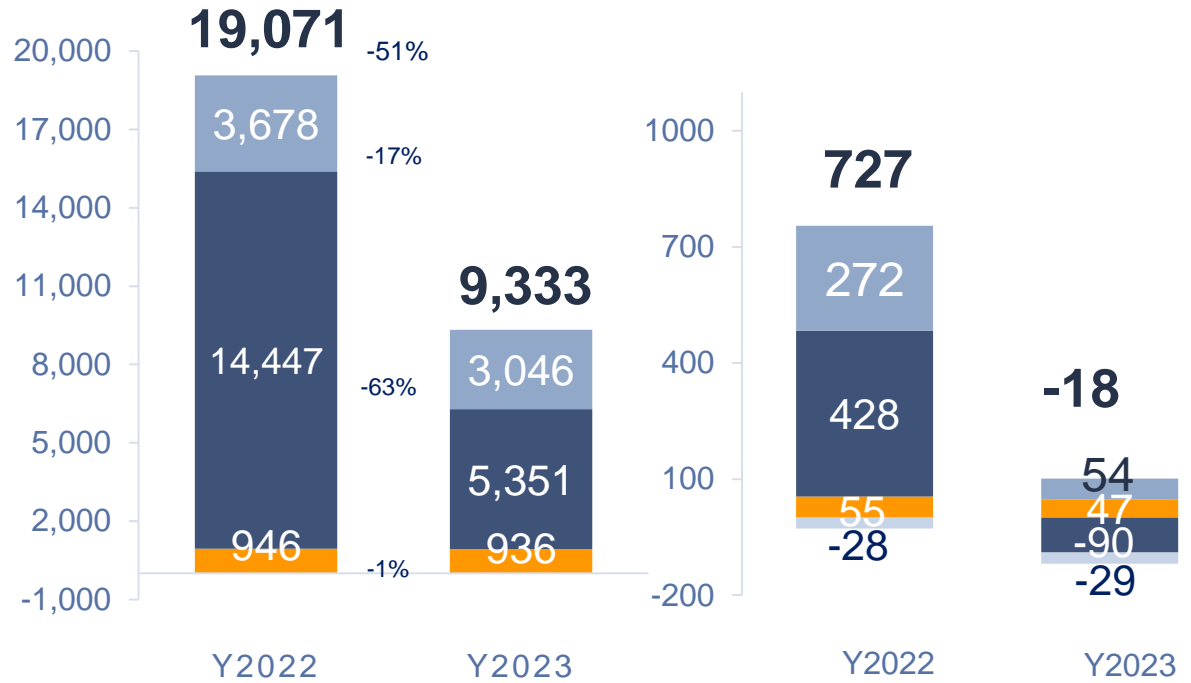
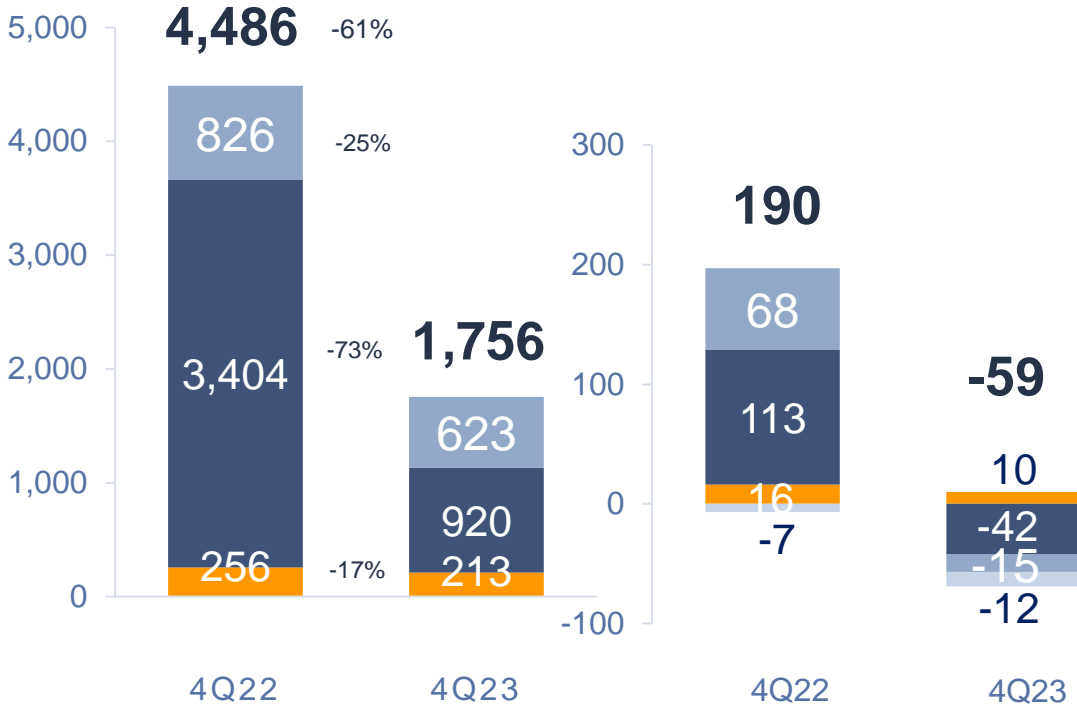
SNC Performance

MB



Sale Q4'23 EAT

Sale Y2023 EAT

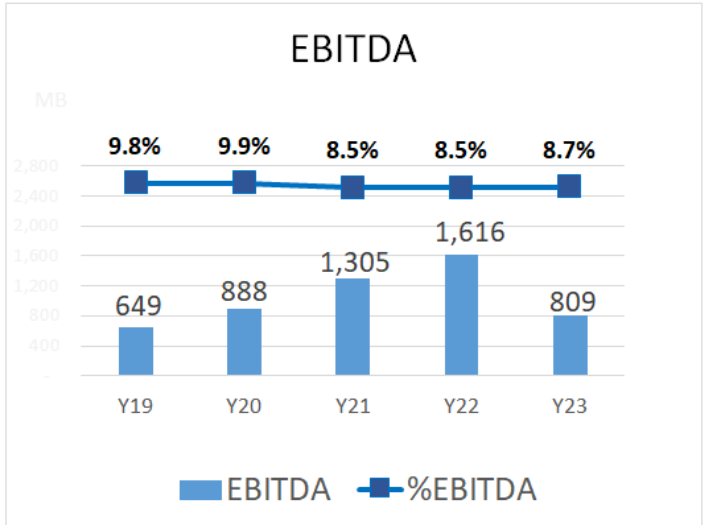
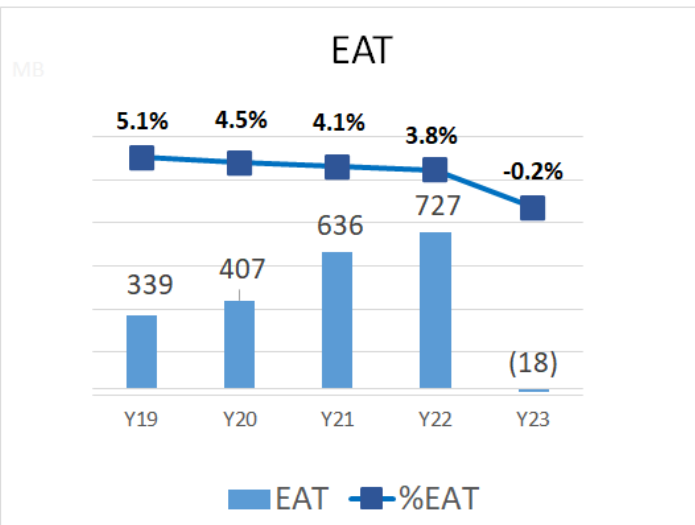
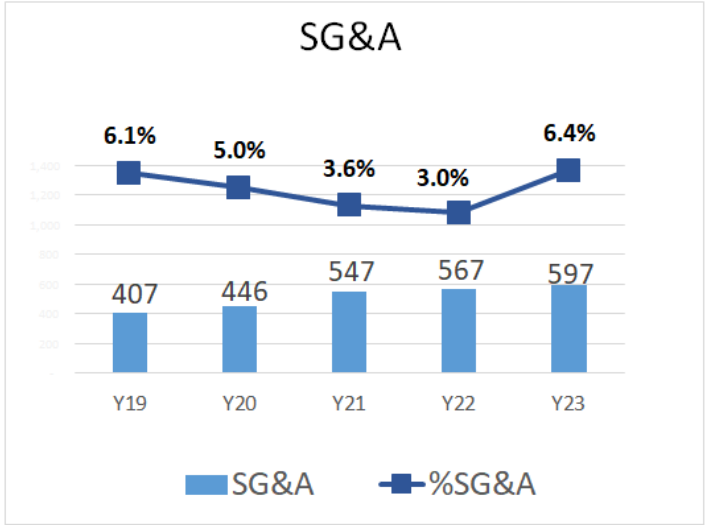
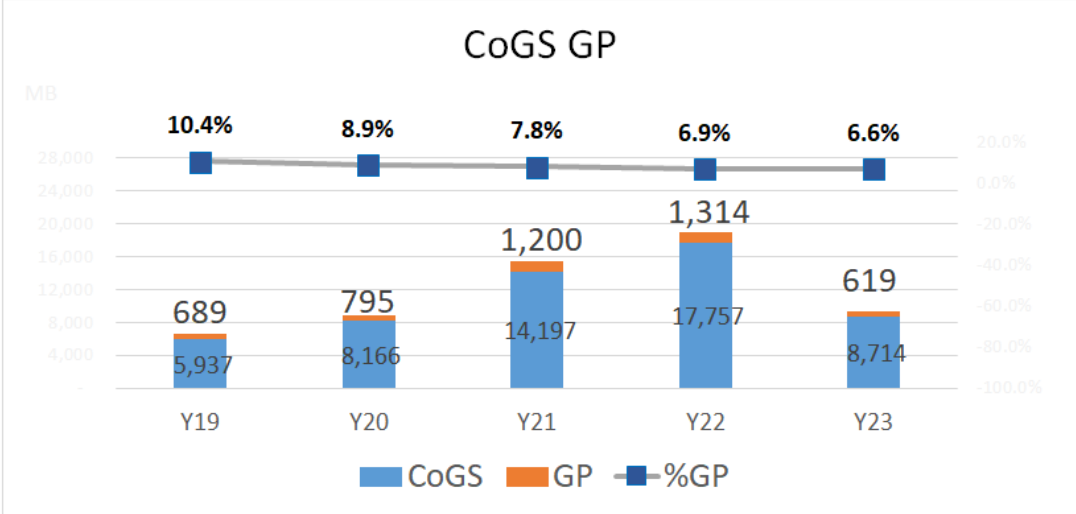
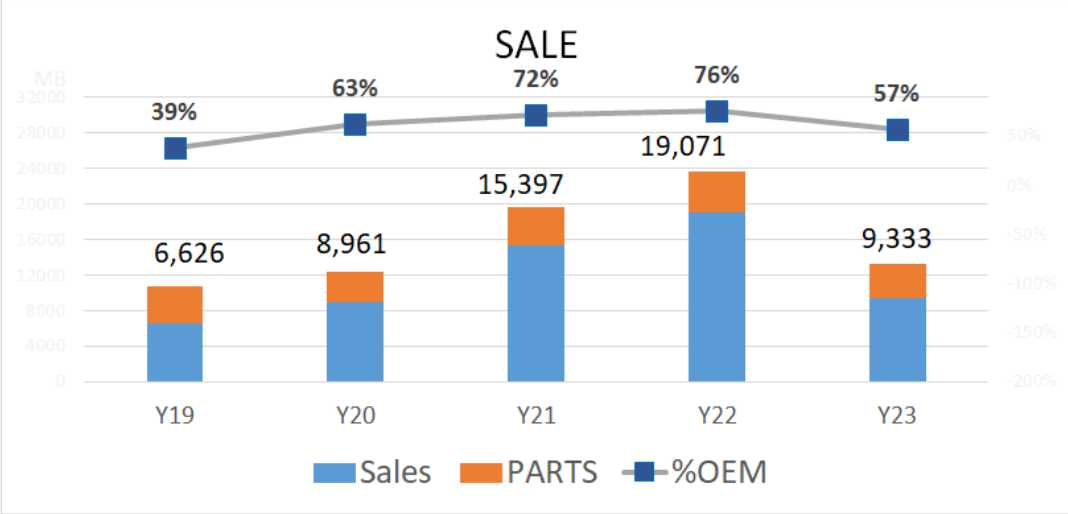


Revenue and profit declined sharply mainly due to :

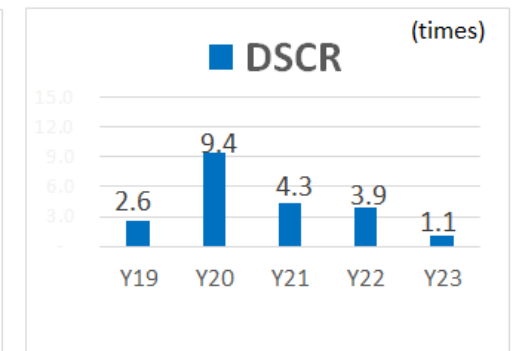
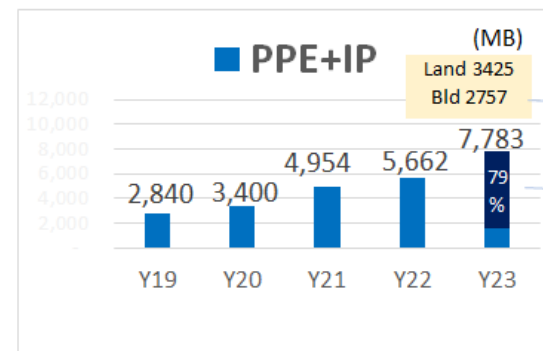
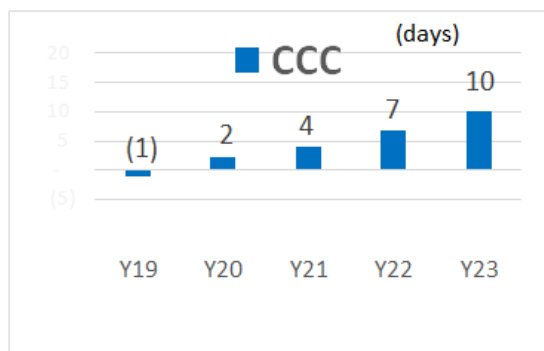
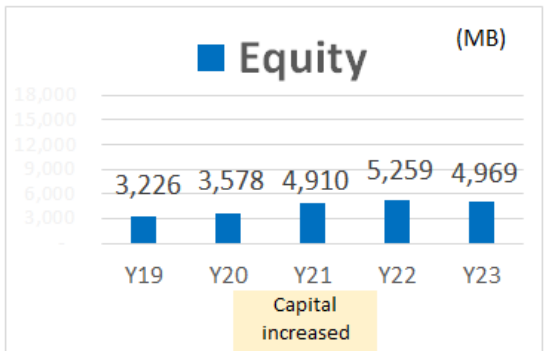
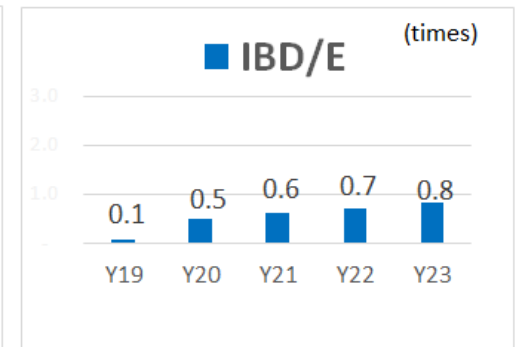
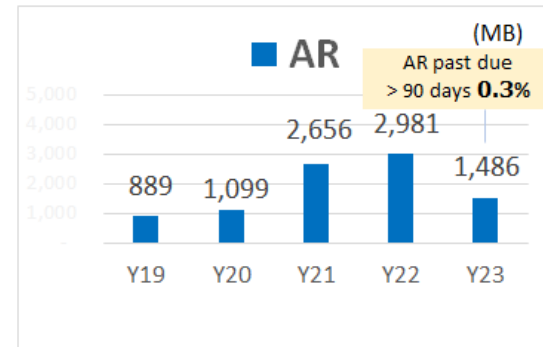
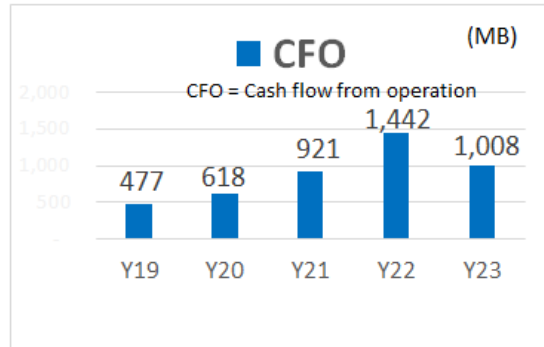
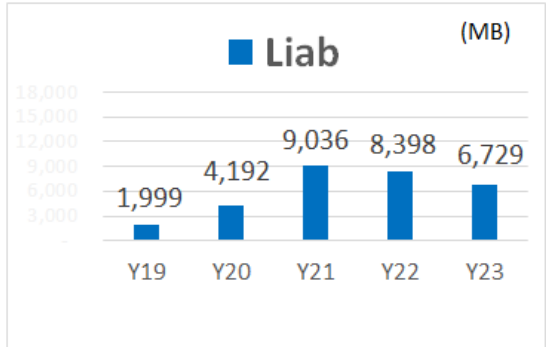
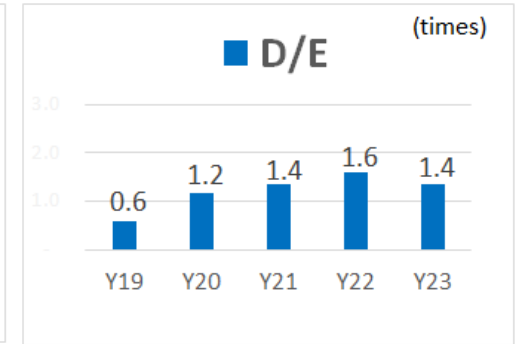
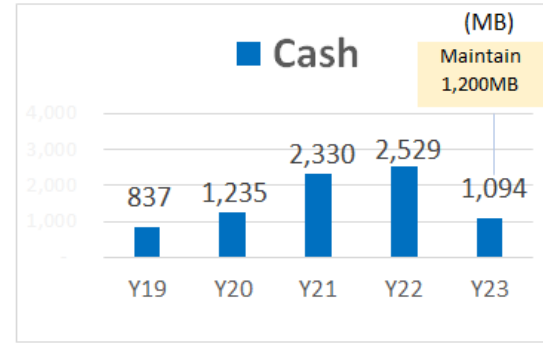
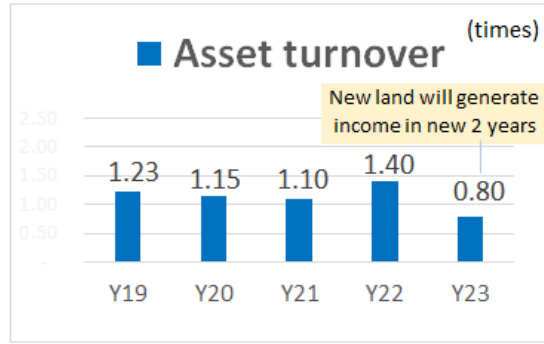
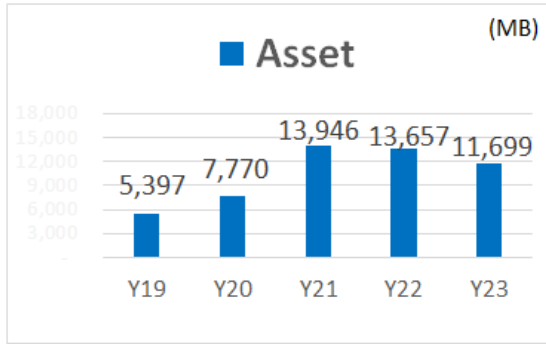
1. World economics slows down, high interest rate and high inventory level at most of SNC customers, this brings to the reduction of the purchasing orders from customers not only the OEM but also the parts businesses.
2. High fixed cost from the investment to increase production capacity and improve productivity (Robot & Automation) together with human resources development since 2020 to prepare for 2023-2025 order.

Financial Highlight

MB



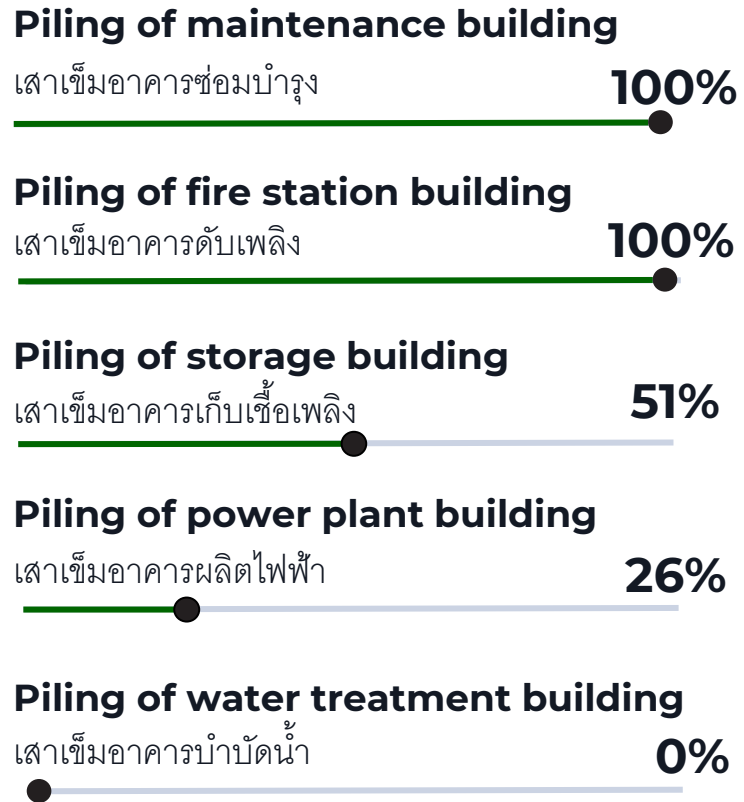
Financial Highlight



4

Projects update

Waste to Energy Power Plant : YALA



Waste to Energy Power Plant : YALA



COD



Q3'24

Aug'24 Construction Finished

Oct'24 Machine Installation Finished



Q1'24

Jan'24 Start Construction

Mar'24 Machine Delivery
(first shipment)

Q1'24

Q3'24

Q2-24



Q2'24

Apr'24 Machine Installation

May'24 Machine Delivery
(100%)

Q4'24



Q4'24

Nov'24 Start of Commissioning Test

Dec'24 Commissioning Test Finished

Q1'25

Electric Vehicle : MERCURY



ISO 9001/ ISO 14001



หนังสือแจ้งรหัสชี้บ่งผู้ทำ (WMI)
World Manufacturer Identifier code



เอกสาร Run VIN Number
เลขชี้บ่งยานยนต์

เลขชี้บ่ง

MERCURY TRANSFORM

WMI	พิกัดชี้บ่งยานยนต์ (VDS - Vehicle Descriptor Section)									พิกัดชี้บ่งผู้ทำ (VIS - Vehicle Indicator Section)						
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
WMI Allocation to DE	Brand	Model	Vehicle and weight category	Seat belts and positions	Brake system	Steering system	Door lock (are generated automatically)	Year of Change	Manufacturing Plant	WMI Allocation to DE	Serial number					

POSITION	DESCRIPTION
1	P=POLSKA
2	C=MERCURY
3	P = Polster-Classic X = Polster-Recarpet L = Polster-LS A = Polster-LS
4	A = Single Motor AC, GWR less than 3000 lb, Right-hand drive (RHD) / (204K, 1S191A (RHD battery)) B = Dual Motor AC, GWR less than 3000 lb, Right-hand drive (RHD) / (204K, 1S191A (RHD battery)) C = Single Motor AC, GWR less than 3000 lb, Left-hand drive (LHD) / (204K, 1S191A (LHD battery)) D = Dual Motor AC, GWR less than 3000 lb, Left-hand drive (LHD) / (204K, 1S191A (LHD battery))
5	1 = Front driver and passenger seat belts 2 = Front driver and passenger seat belts
6	1 = Front disc brake, rear drum brake 2 = Front disc brake, rear disc brake
7	0 = Door lvs are generated automatically
8	P = 2023 R = 2024 L = 2025
9	R = (Mercury) Rayong Thailand
10-14	WMI Allocation to DE
15-17	000-999

Mercury ได้รับความมาตรฐานตามข้อกำหนด
ของผู้นำเข้ารถยนต์ไฟฟ้า USA

Mercury ได้รับรองและขึ้นทะเบียน
เป็นผู้ผลิตรถยนต์และสามารถส่งออกได้

Electric Vehicle : MERCURY



Model 4XR 13 Unit

PICKMAN 4XR Black #00000d KK20230057



PICKMAN 4XR Blue #0485b0 KK20230054



PICKMAN 4XR Blue #0485b0 KK20230058



PICKMAN 4XR White #ffffff KK20230053



PICKMAN 4XR White #ffffff KK20230056



PICKMAN 4XR Military #096905 KK20230059



PICKMAN 4XR Military #096905 KK20230052



PICKMAN 4XR Military #096905 KK20230055



PICKMAN 4XR Orange #fa7d23 KK20230063



PICKMAN 4XR Orange #fa7d23 KK20230062



PICKMAN 4XR Black #00000d KK20230050



PICKMAN 4XR Black #00000d KK20230051



Model Passenger 2 Unit



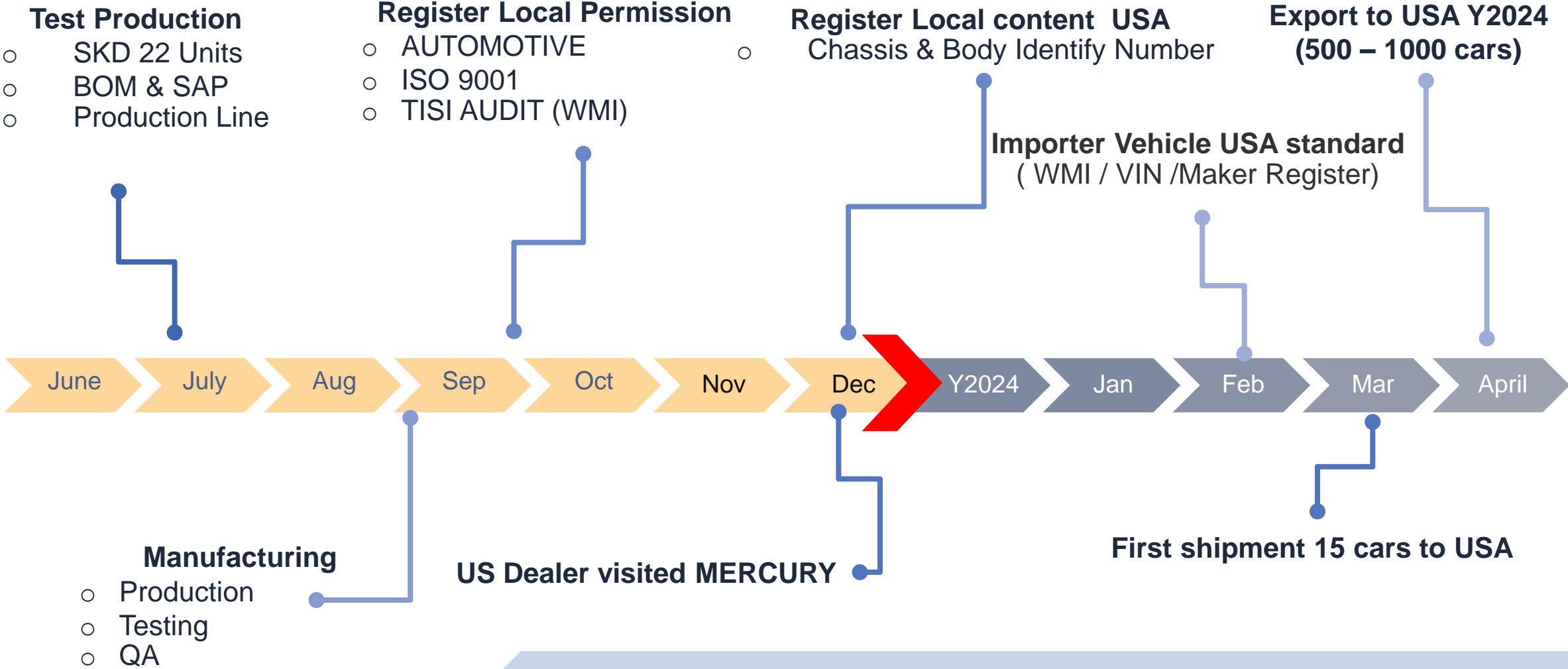
Passenger Blue #1d78d6 KK20230043



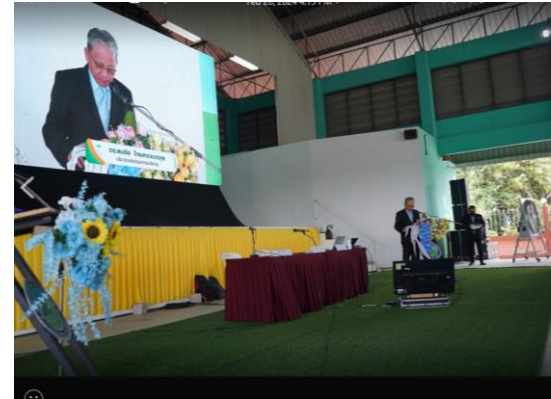
PICKMAN XR Black #00000d KK20230044



PICKMAN BEV EXPORT Master Plans



SNC Green Industrial Park : Public Hearing #1 (20Feb24)



SNC Green Industrial Park



Activity	Sep 23	Oct 23	Nov 23	Dec 23	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24	Jul 24	Aug 24	Sep 24	Oct 24	Nov 24	Dec 24	Jan 25	Feb 25		
Design Master plans	4 Months																			
Geography Survey		7 Months																		
Public Hearing					P1			P2												
EIA report	EIA report												Flag							
Industrial estate announcement												2 Months								
Announcement of the Government Gazette														4 Months				Flag		

Total 18 Months

5

Q&A

น้องยังยืนขอบพระคุณครับ



น้องยินดีขอบพระคุณค่ะ

