

# Opp day

14 Nov 2024

# Agenda

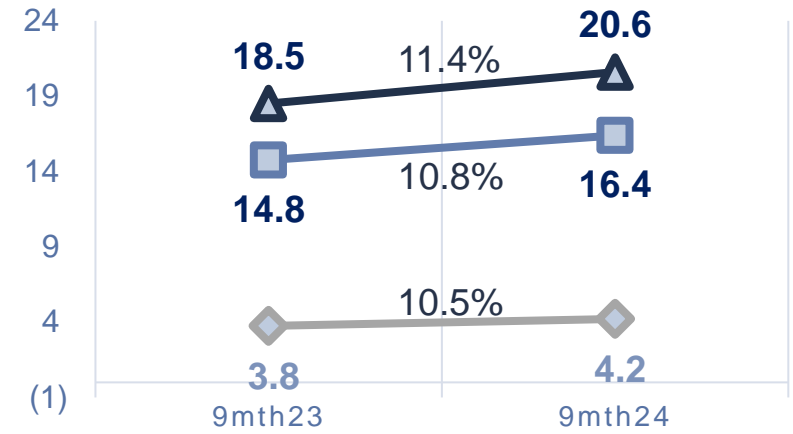
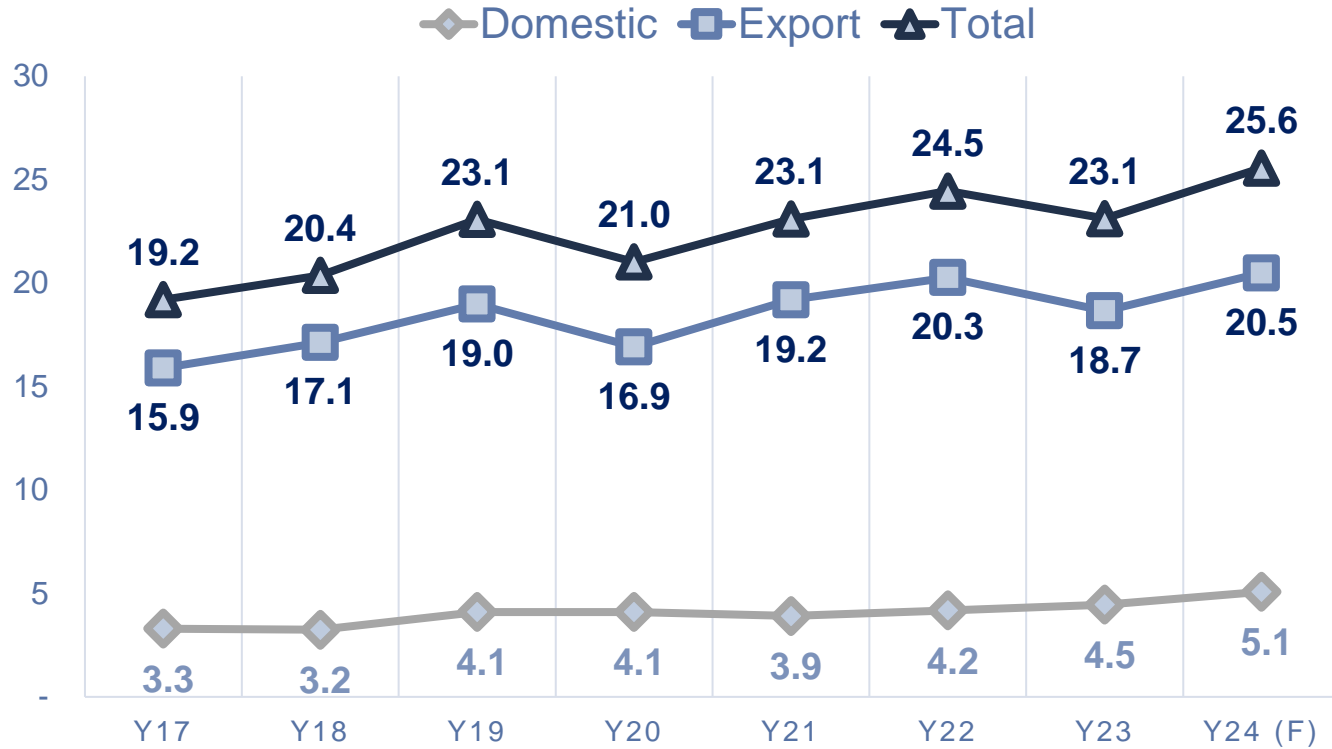
1. Industries
2. Performance
3. Project update
4. Financial highlight

**1**

**Industries**

# Air Conditioner Industry

Million Units



ที่มา: สำนักงานเศรษฐกิจอุตสาหกรรม

Source: The office of Industrial Economics

# Top 10 A/C Export Market of Thailand



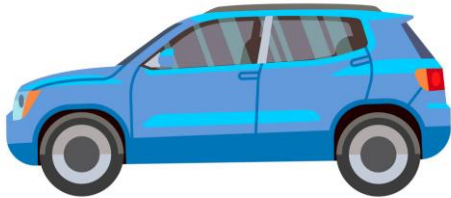
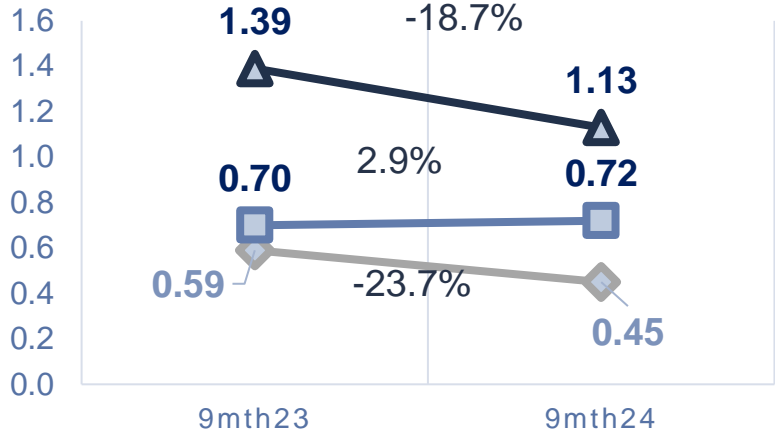
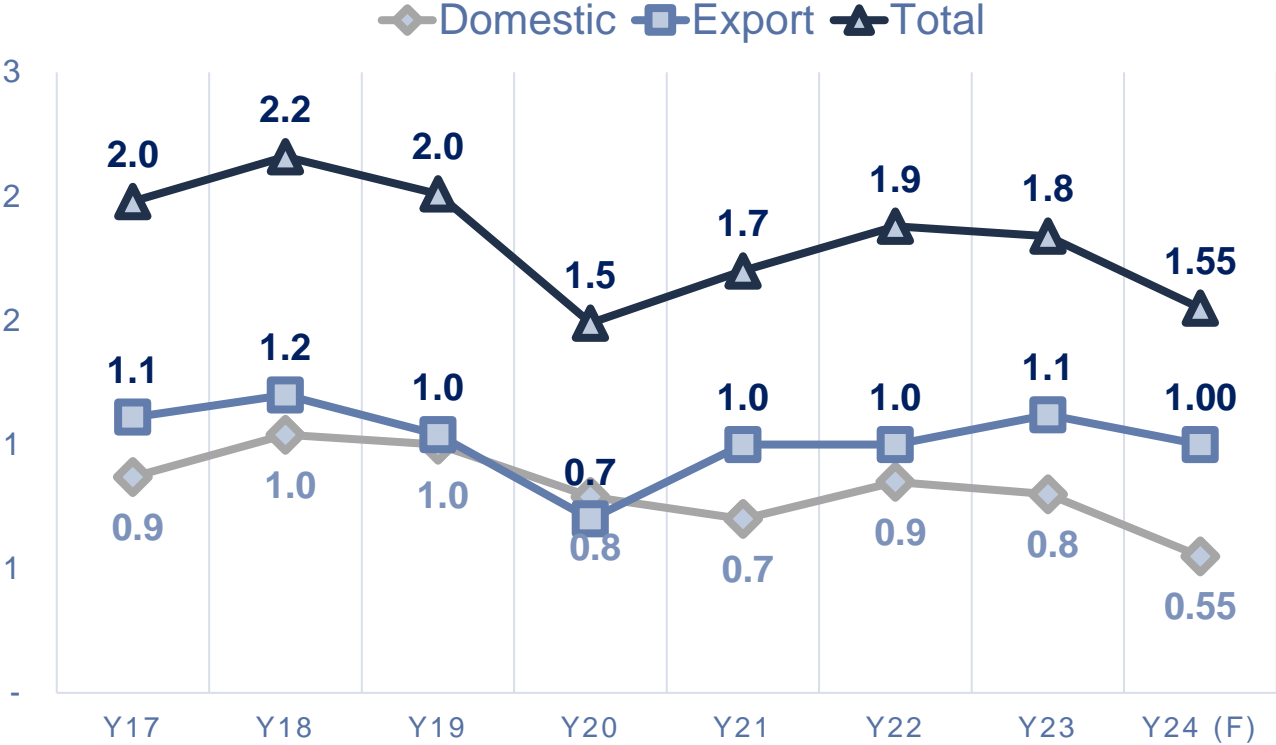
Country	Amount : Million Baht				Growth Rate (%)				Portion (%)			
	2022	2023	2023 Jan-Sep	2024 Jan-Sep	2022	2023	2023 Jan-Sep	2024 Jan-Sep	2022	2023	2023 Jan-Sep	2024 Jan-Sep
- USA	46,916.52	40,300.10	35,771.09	33,932.33	39.78	(14.10)	1.05	(5.14)	19.26	18.07	19.84	18.09
- Vietnam	16,641.00	16,443.26	13,501.51	17,315.65	8.75	(1.19)	1.32	28.25	6.83	7.37	7.49	9.23
- Australia	24,275.68	20,651.19	13,983.32	17,152.51	11.81	(14.93)	(12.20)	22.66	9.97	9.26	7.75	9.14
- Japan	10,797.76	10,435.28	8,095.05	9,491.31	1.87	(3.36)	(4.17)	17.25	4.43	4.68	4.49	5.06
- India	11,334.55	11,311.58	9,432.30	9,252.85	15.77	(0.20)	26.62	(1.90)	4.65	5.07	5.23	4.93
- Indonesia	8,494.15	9,196.77	6,883.32	7,583.42	5.96	8.27	4.04	10.17	3.49	4.12	3.82	4.04
- Italy	7,854.47	8,218.90	6,577.19	6,644.42	26.64	4.64	11.65	1.02	3.22	3.68	3.65	3.54
- Singapore	8,892.89	8,536.79	6,472.24	6,612.31	20.78	(4.00)	(12.33)	2.16	3.65	3.83	3.59	3.53
- France	8,402.71	8,897.64	7,371.53	6,531.54	10.71	5.89	17.78	(11.40)	3.45	3.99	4.09	3.48
- UAE	9,658.94	7,570.60	5,666.04	6,358.66	75.55	(21.62)	(26.93)	12.22	3.97	3.39	3.14	3.39
Total 10 countries	153,268.67	141,562.12	113,753.60	120,875.01	21.99	(7.64)	(0.61)	6.26	62.92	63.46	63.08	64.44
Others	90,321.94	81,507.32	66,574.27	66,707.25	16.64	(9.76)	(5.74)	0.20	37.08	36.54	36.92	35.56
Grand Total	243,590.62	223,069.44	180,327.87	187,582.26	19.95	(8.42)	(2.57)	4.02	100.00	100.00	100.00	100.00

ที่มา: ศูนย์เทคโนโลยีสารสนเทศและการสื่อสาร สำนักงานปลัดกระทรวงพาณิชย์

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

# Automotive Industry

Million Units



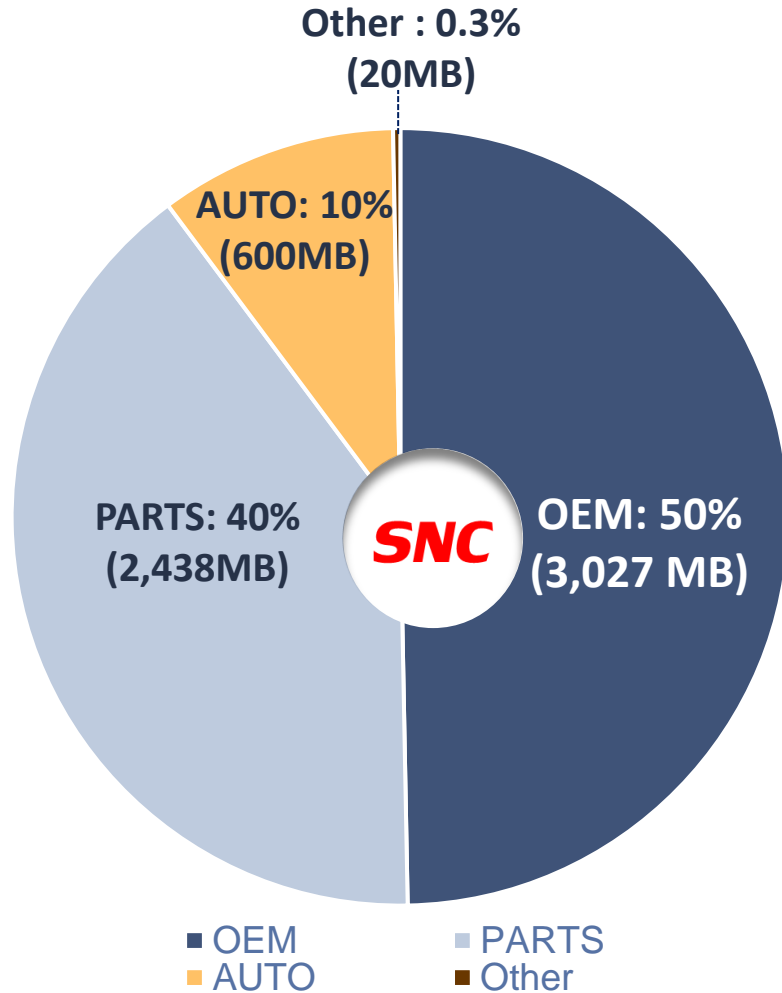
ที่มา: สถาบันยานยนต์, สภาอุตสาหกรรมแห่งประเทศไทย

Source: Thailand Automotive Institute, The Federation of Thai Industries

# 2

## SNC-performance

# Business segmentation (9mth2024)



## 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

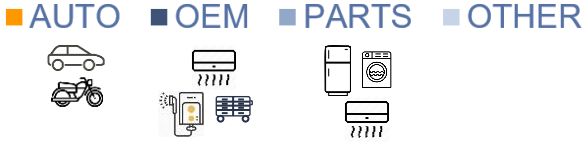
Manufacture and sales of A/C equipment parts used for vehicles and vehicle equipment parts





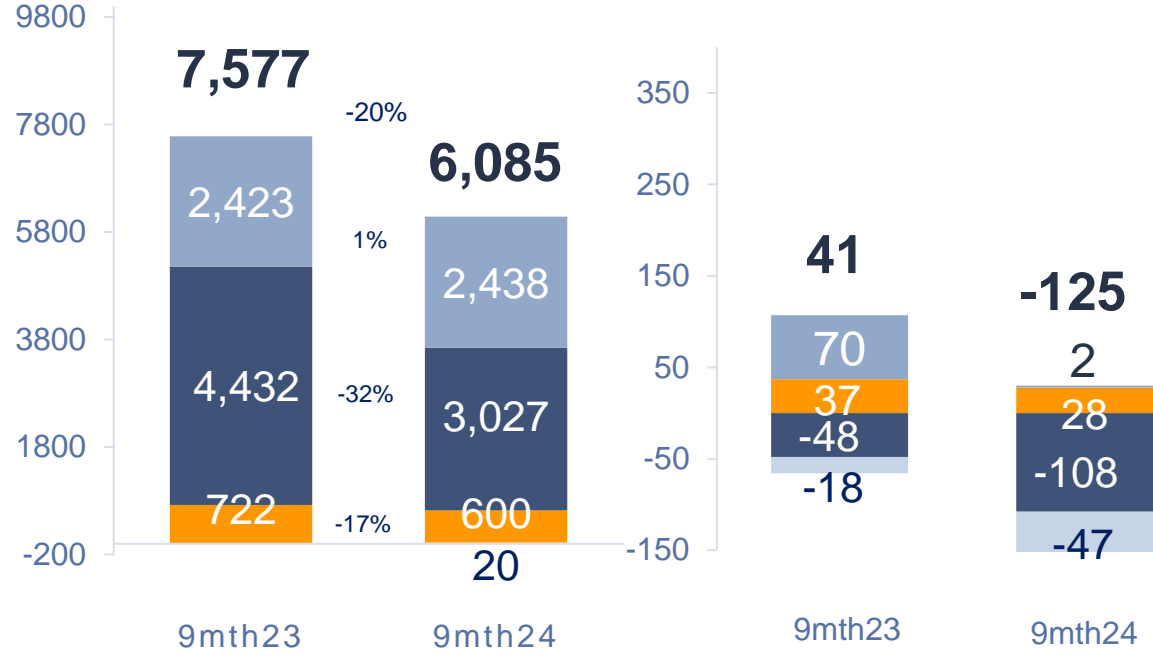
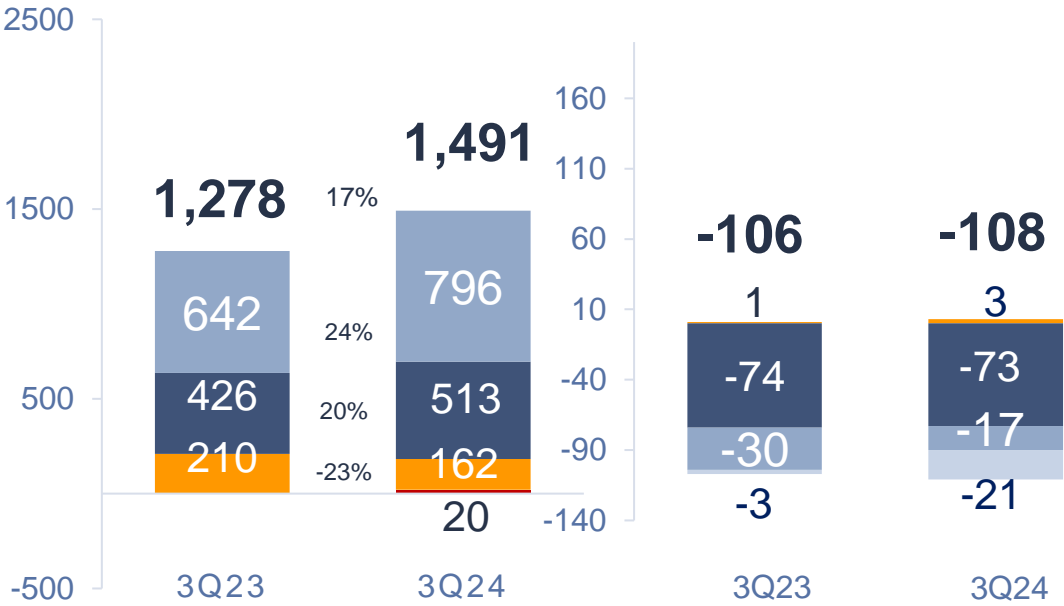
# SNC Performance

MB

















Sale Q3'24 EAT

Sale 9mth24 EAT



# Corporate strategy 2024-2025



Finance	Customer	Internal process	Learning and growth	ESG
  <b>Liability management</b>	  <b>Pricing</b>	  <b>SNC 4.0</b>	  <b>Cash cow and Star biz</b>	  <b>Green biz</b>
 <b>Less depreciation</b>	 <b>QCDS: AAA++</b>	 <b>SCM: Optimized process</b>	 <b>Mgt strategy by AI- BSC&amp;KPI-Ratio</b>	 <b>Equality and safety</b>
 <b>CCC</b>	 <b>Digital marketing</b>	 <b>High productivity</b>	 <b>Skill labor Technician Staff L5&lt;35%</b>	 <b>Transparency Anti-corruption</b>

# 3

## Project update

# Project update

Waste to Energy Power Plant : **YALA**



Waste To Energy 3MW  
Sub-district Satengnok , Mueang Yala District, Yala, Thailand

**YALA Project**      Jun   Jul   Aug   Sep   Oct   Nov   Dec   **Q1-25**

**Piling of power plant building**      100%

เสาเข็มอาคารผลิตไฟฟ้า

**Foundation of power plant building**      100%

งานฐานรากอาคารผลิตไฟฟ้า

**Structure of power plant building**      15%

งานโครงสร้างอาคารผลิตไฟฟ้า

**System of power plant building**

งานระบบอาคารผลิตไฟฟ้า

**Machine installation**

งานติดตั้งเครื่องจักร

**System testing**

COD



# Project update

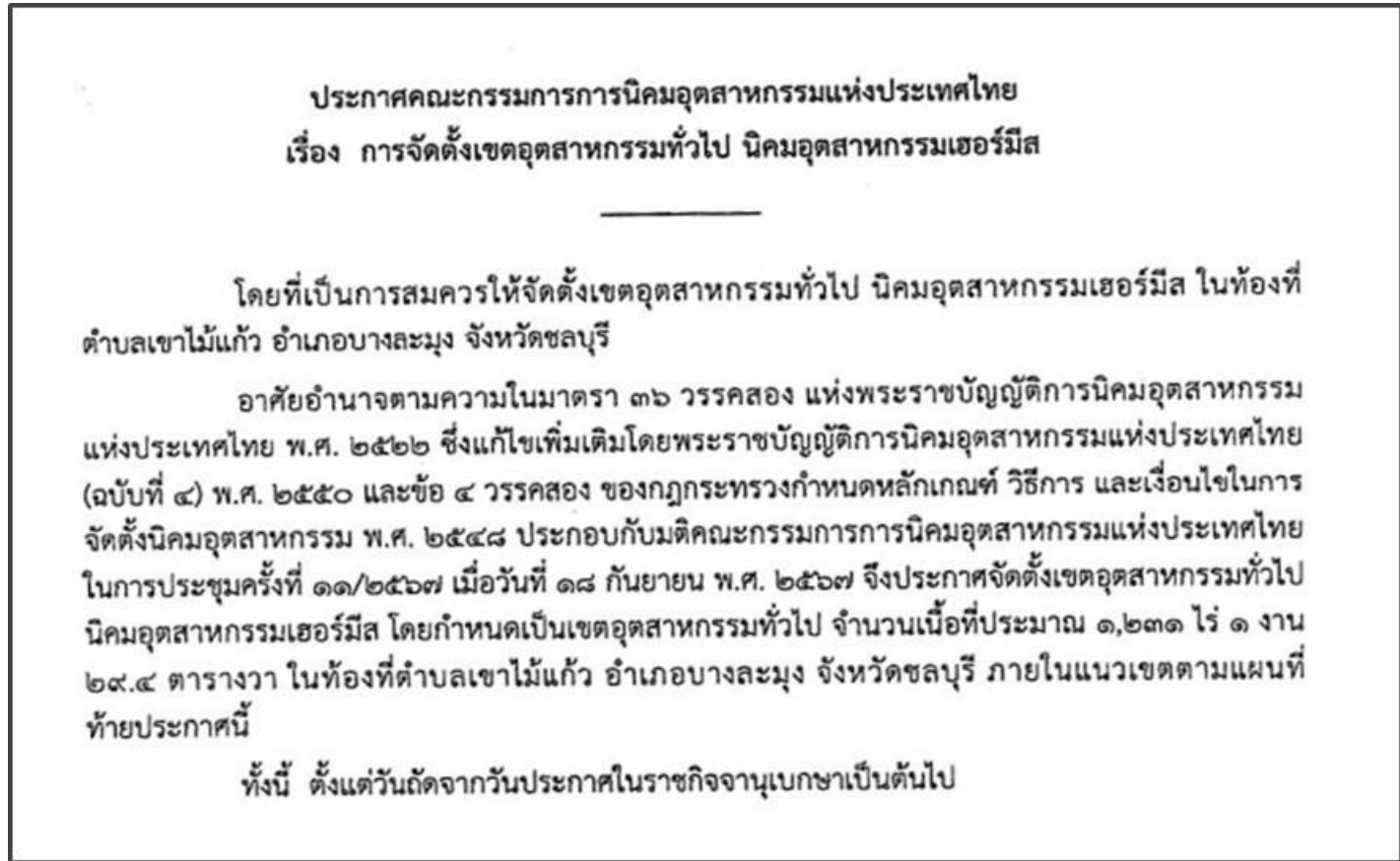
## **HERMES** Industrial Estate

**Area 1231 rai**

Sub-district Kao Mai Kaew , Banglamung District, Chonburi



# IEAT approved the establishment of the industrial estate on 18 Sep 2024





**July 12, 2024, a Chinese company, Automotive industry-Battery, visited the area.**



**August 9, 2024, a Chinese company, Automotive Industry – Suspension, visited the area.**



**September 4, 2024, a Chinese company, Electrical appliance industry, visited the area.**



**October 4, 2024, a Chinese company, Pet supplies industry, visited the area.**





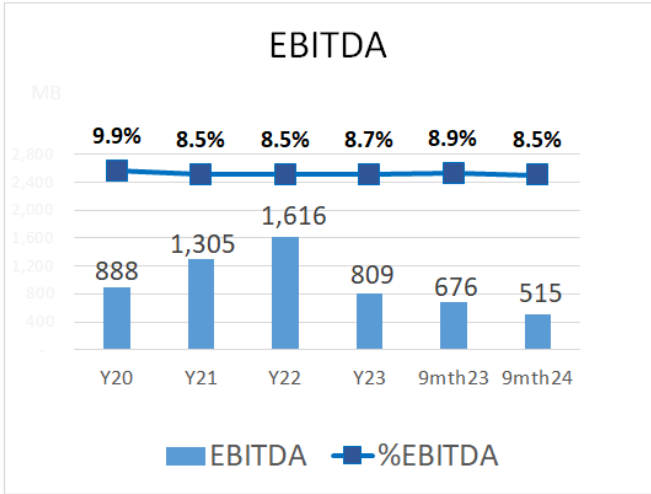
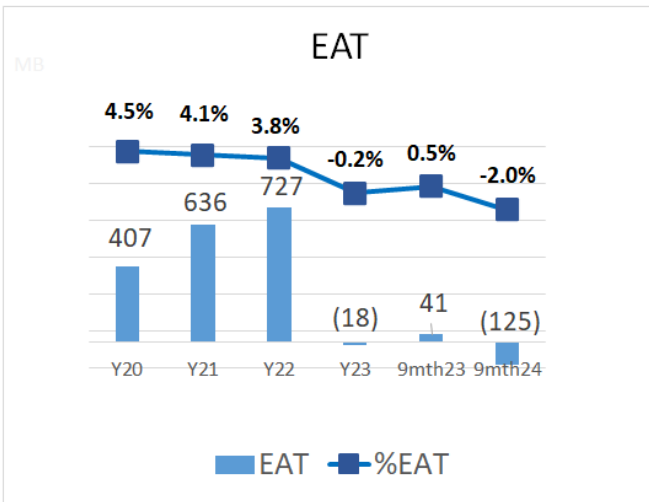
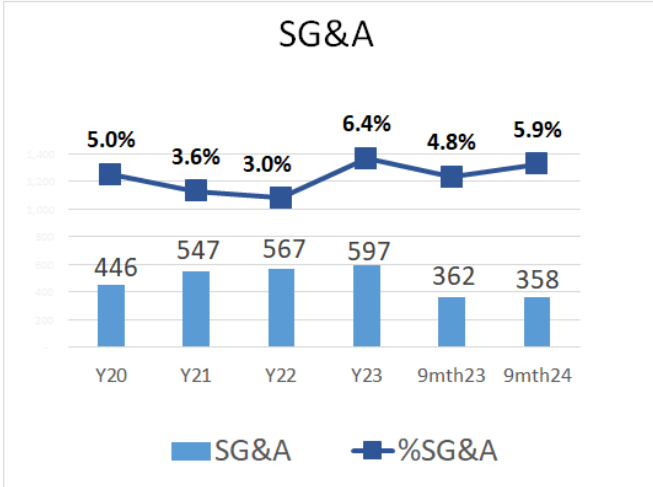
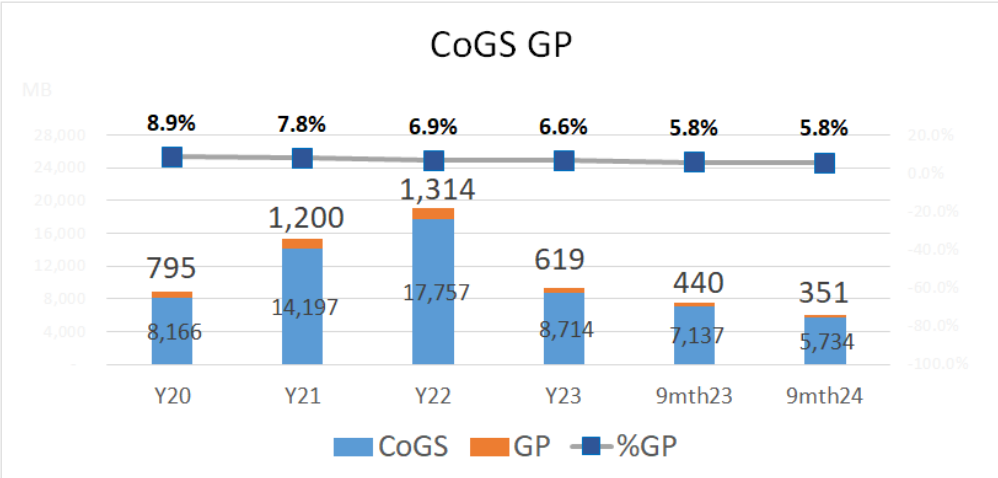
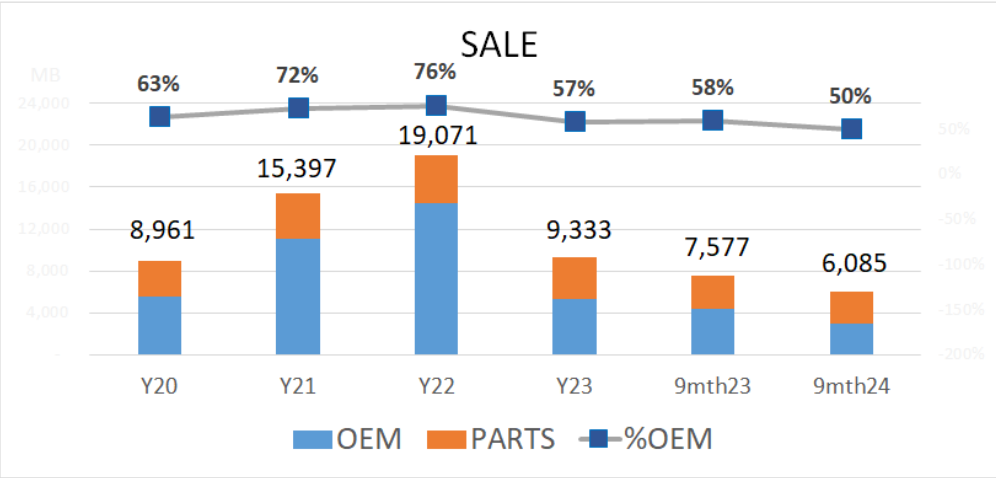
# 4

## Financial Highlight

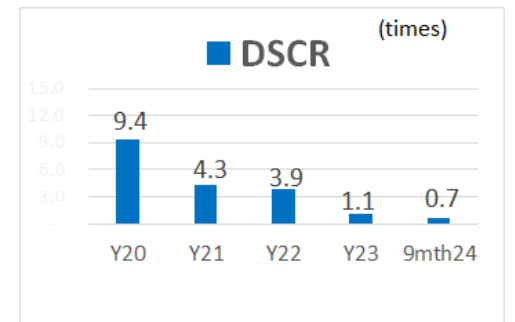
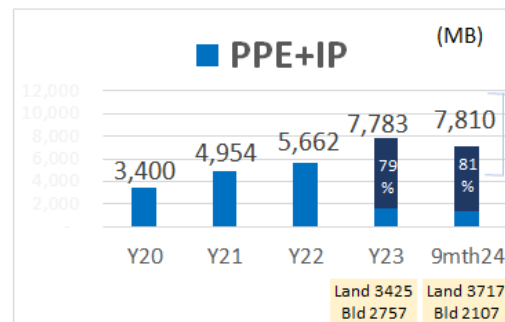
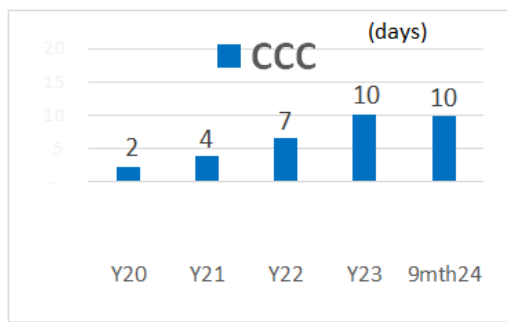
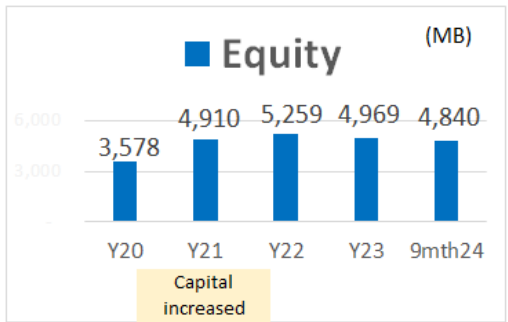
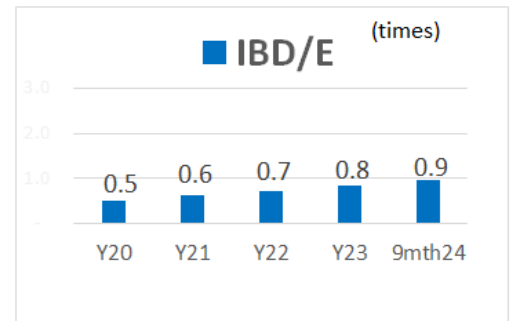
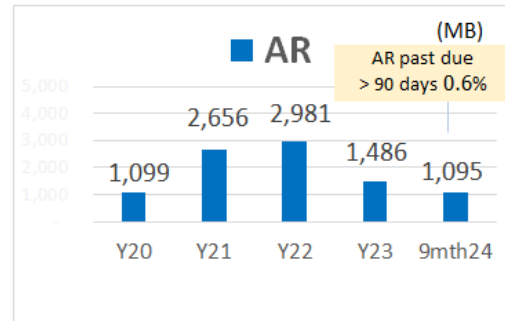
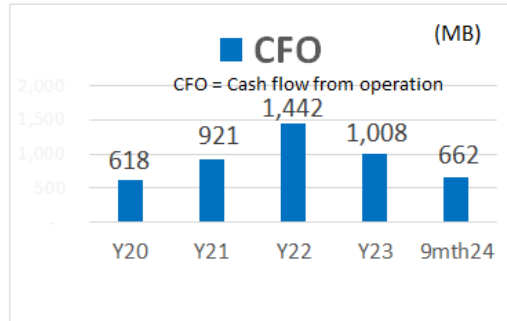
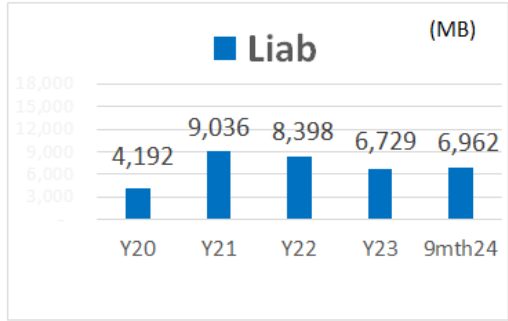
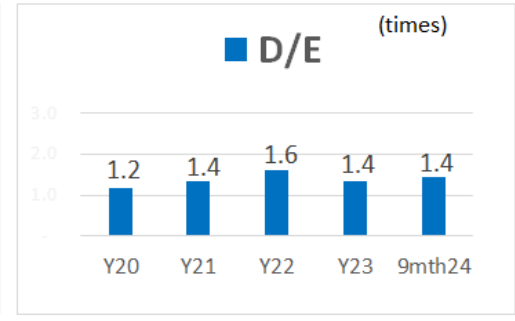
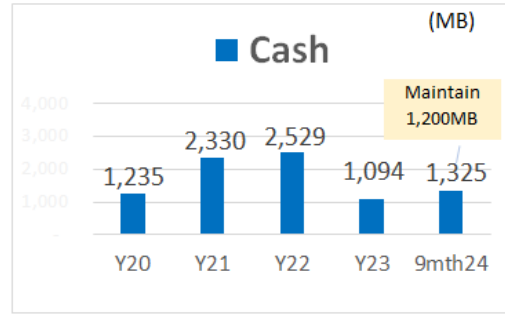
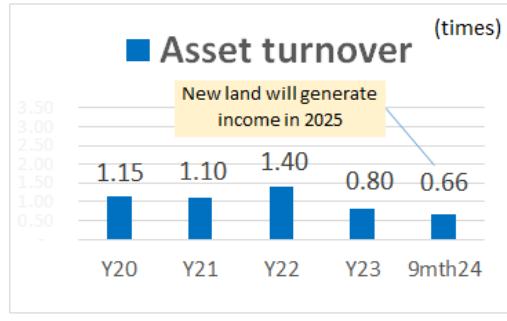
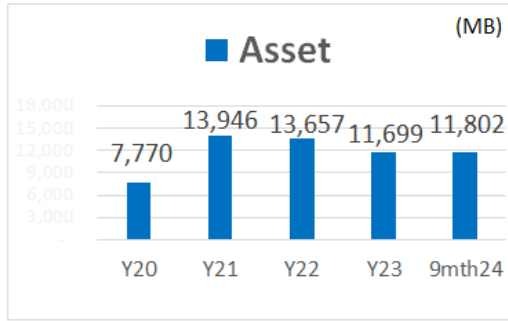


# Financial Highlight

MB



# Financial Highlight



น้องยังยืนขอบพระคุณครับ

น้องยินดีขอบพระคุณค่ะ

