



Opp Day

24 February 2025





Agenda

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



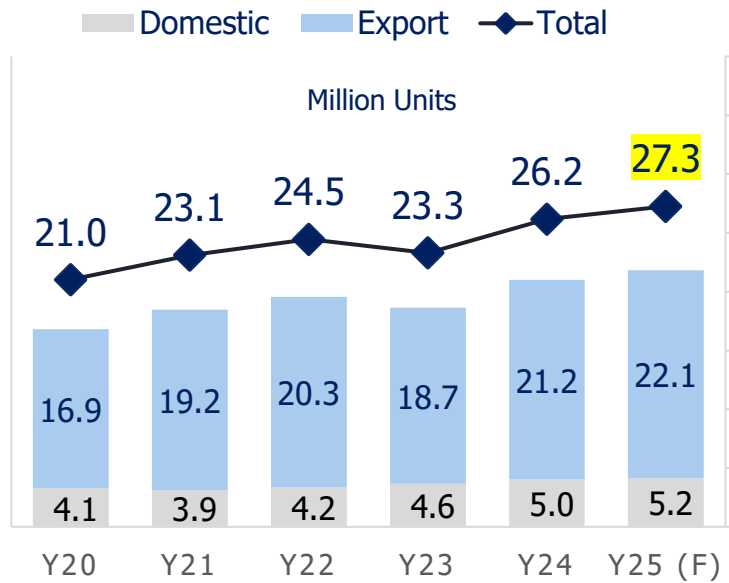
Industries





Air Conditioner Industry

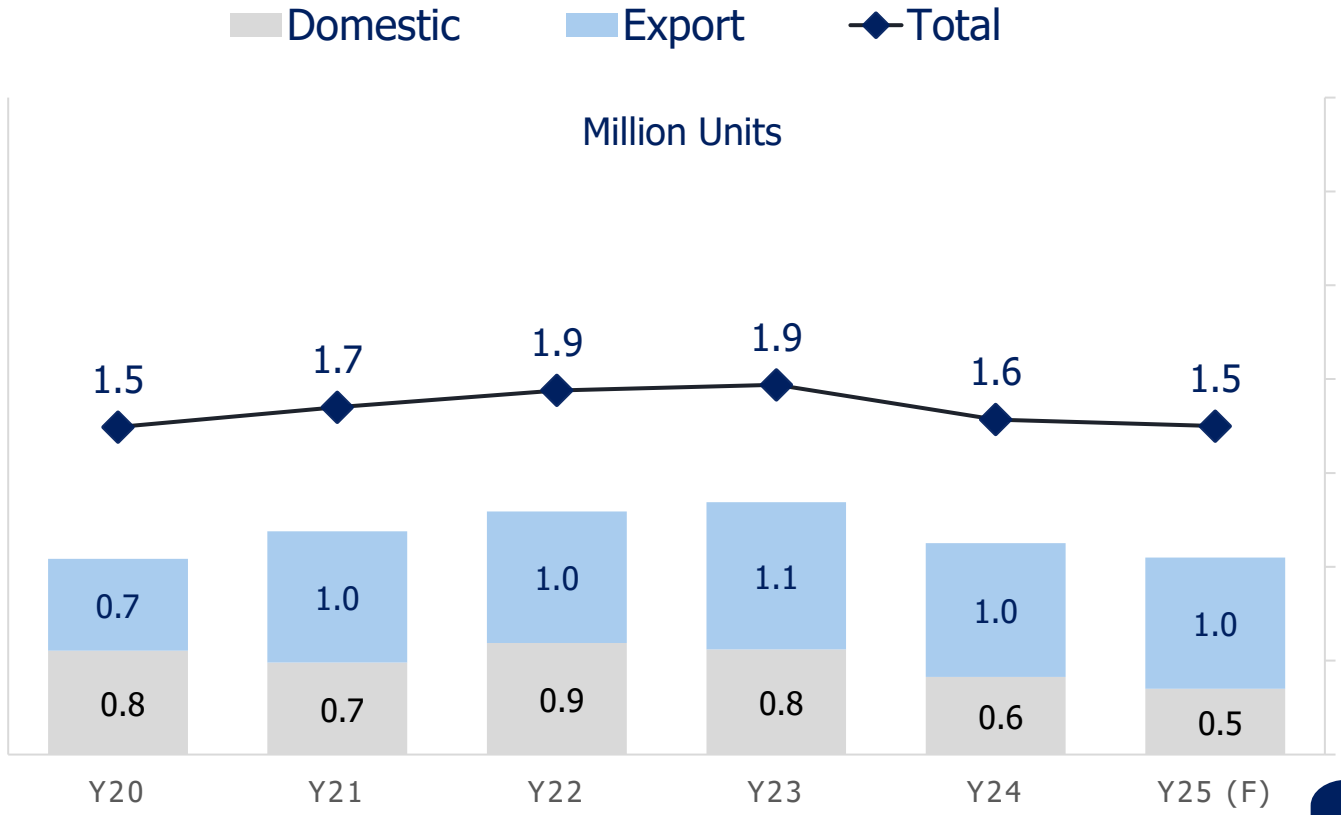
Number of A/C production in Thailand



Top 10 A/C Export Market of Thailand

Country	Amount : Million Baht			Growth Rate (%)			Portion (%)		
	2022	2023 Jan-Dec	2024 Jan-Dec	2022	2023 Jan-Dec	2024 Jan-Dec	2022	2023 Jan-Dec	2024 Jan-Dec
- USA	46,917	40,300	44,997	39.78	(14.10)	11.65	19.26	18.07	18.58
- Australia	24,276	20,651	23,646	11.81	(14.93)	14.50	9.97	9.26	9.77
- Vietnam	16,641	16,443	21,012	8.75	(1.19)	27.78	6.83	7.37	8.68
- India	11,335	11,312	12,776	15.77	(0.20)	12.95	4.65	5.07	5.28
- Japan	10,798	10,435	11,651	1.87	(3.36)	11.65	4.43	4.68	4.81
- Indonesia	8,494	9,197	9,408	5.96	8.27	2.30	3.49	4.12	3.89
- Italy	7,854	8,219	9,387	26.64	4.64	14.22	3.22	3.68	3.88
- Singapore	8,893	8,537	8,817	20.78	(4.00)	3.28	3.65	3.83	3.64
- UAE	9,659	7,571	8,286	75.55	(21.62)	9.45	3.97	3.39	3.42
- France	8,403	8,898	7,765	10.71	5.89	(12.73)	3.45	3.99	3.21
Total 10 countries	153,269	141,562	157,745	21.99	(7.64)	11.43	62.92	63.46	65.15
Others	90,322	81,507	84,396	16.64	(9.76)	3.54	37.08	36.54	34.85
Grand Total	243,591	223,069	242,141	19.95	(8.42)	8.55	100.00	100.00	100.00

Automotive Industry



SNC Performance

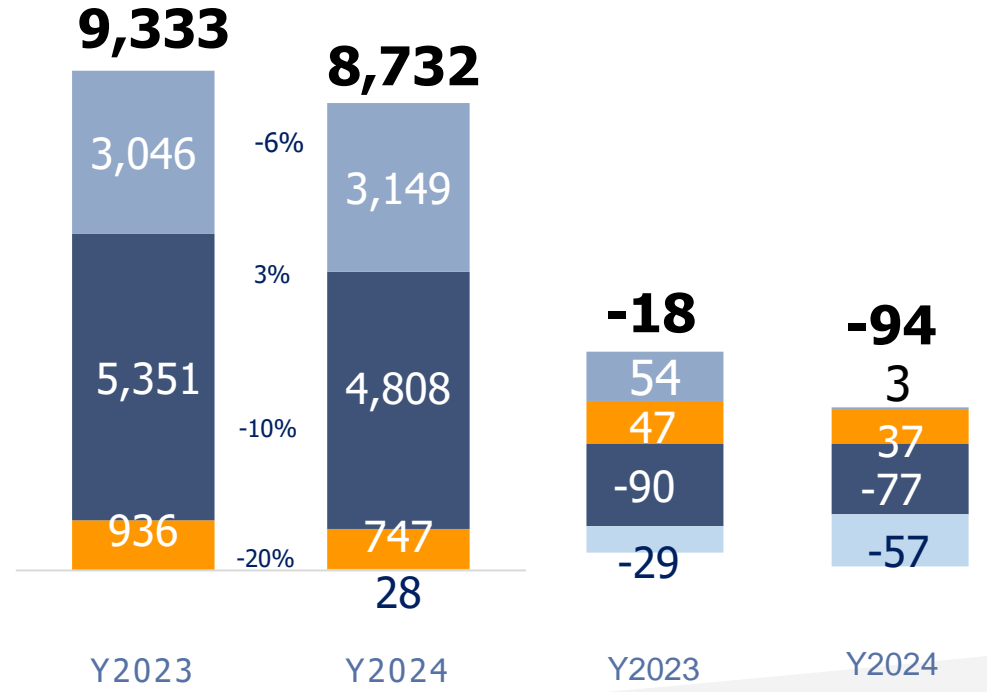
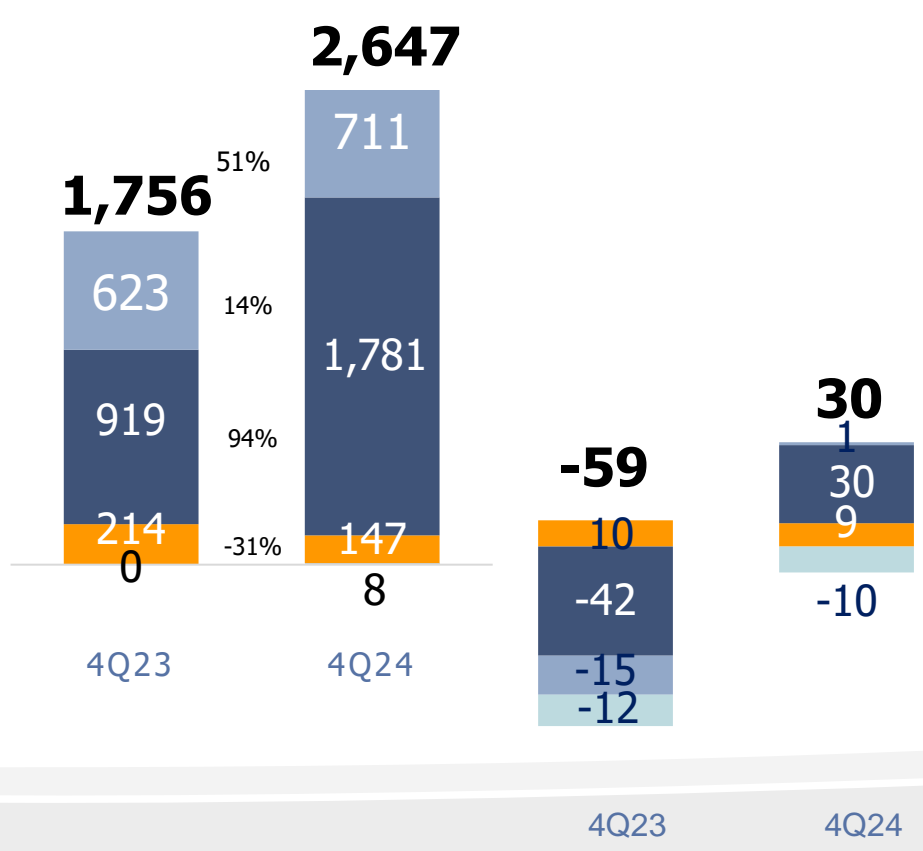


SNC Performance

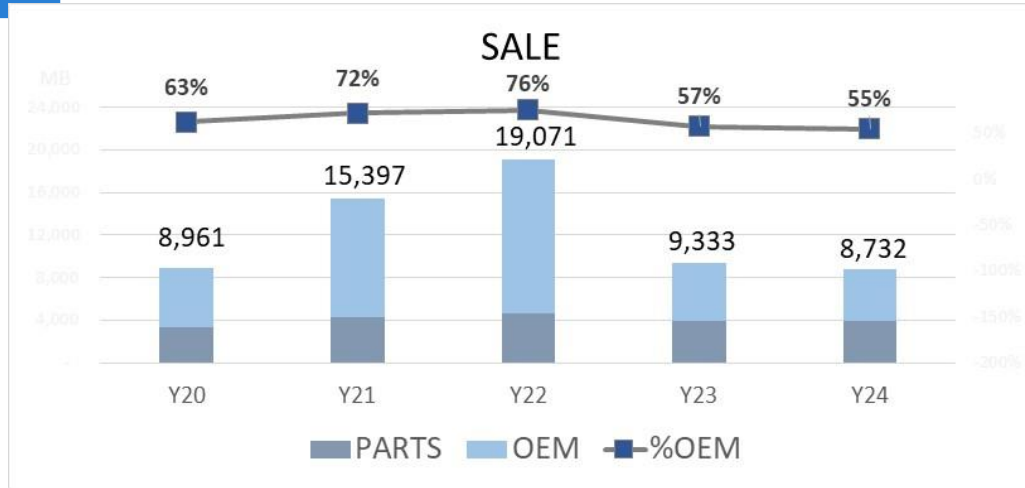
■ AUTO
 ■ OEM
 ■ PARTS
 ■ OTHER

Sale Q4'24 EAT

Sale Y2024 EAT



Business Direction of SNC Y2025



Plant layout of SNC Rayong

Action Plan Y2024-2025 :

1. Sell unused properties
2. Downsize OEM business
3. Loan repayment, reduce interest expense
4. Improve productivity by SNC 4.0
5. Cost saving

Business Direction of SNC Y2025

New Businesses

No.	Business	Company	Note
1	Industrial Estate	Hermes Cooperation	IEAT 1,231 rais Y25 : Facilities and marketing
2	Waste to Energy	Yala Fah Saard	CoD May'25, PPA 20 years
3	Fruit Export	Demeter	



Project update



HERMES Industrial Estate



Total Land area
Approx. 1,231 Rai
(1,969,600 sq.m.)



Utilities Price

Water supply Price 26 THB / Cubic meters	Wastewater treatment 14 THB / Cubic meters
Electrical power Price 4.5 (approx.) THB / Unit Based on PEA rate	General Service 1,200 THB / Rai / Month

Utilities

Raw water from
EAST WATER

Water supply capacity
7,000
cubic meters / day

Water supply system
UF
(Ultra filtration system)

Wastewater treatment capacity
5,600
cubic meters / day

Wastewater
80%
of water supply

Alternative water source
1M
cubic meters

RAW WATER SYSTEM / WATER SUPPLY

Electricity
100 MW
(Expandable)
115kv / 22kv
from Provincial Electricity Authority (PEA)

Main road width
36 meters
(12-meter dual carriageway)

Secondary road width
24 meters
(10-meter dual carriageway)

ELECTRICAL SYSTEM

ROAD

Timeline for Utilities System

Detail	Q1/25	Q2/25	Q3/25	Q4/25
Primary Water Supply (from East Water) 7,000 CBM./Day	[Progress bar from Q1 to Q3]			✓
Secondary Water Supply (from PWA) 1,200 CBM./Day	[Progress bar from Q1 to Q2]		✓	
Temporary Water Supply (from AIM) 1,200 CBM./Day	✓			
Waste Water Treatment 5,600 CBM./Day	[Progress bar from Q1 to Q3]		✓	
Alternative Water Source 1 Mil. CBM.	[Progress bar from Q1 to Q3]			✓
Electricity 16 MW (1Q25) 100 MW (3Q25)	✓	[Progress bar from Q2 to Q3]		✓

HERMES Industrial Estate



YALA Waste to Energy Power Plant



- Accelerate factory construction and machinery installation in Apr 2025 and COD in May 2025
- Increase collaboration with contractors and technology providers

Civil 51.25%



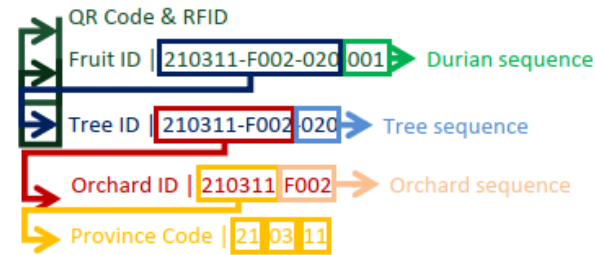
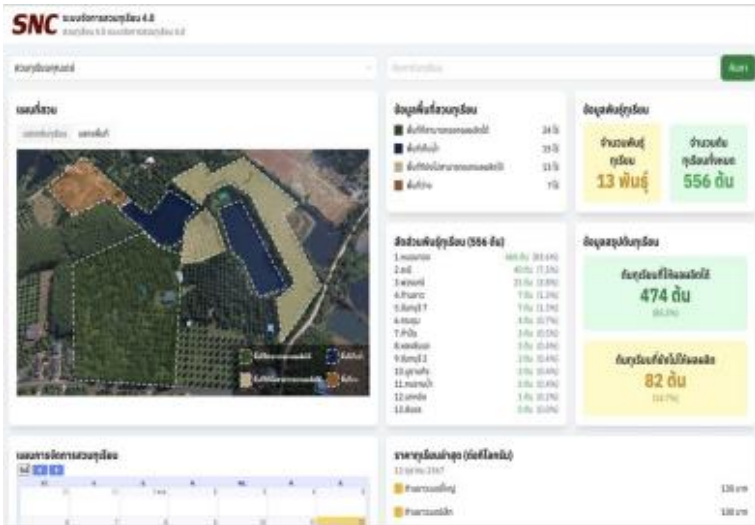
Installation 50.67%



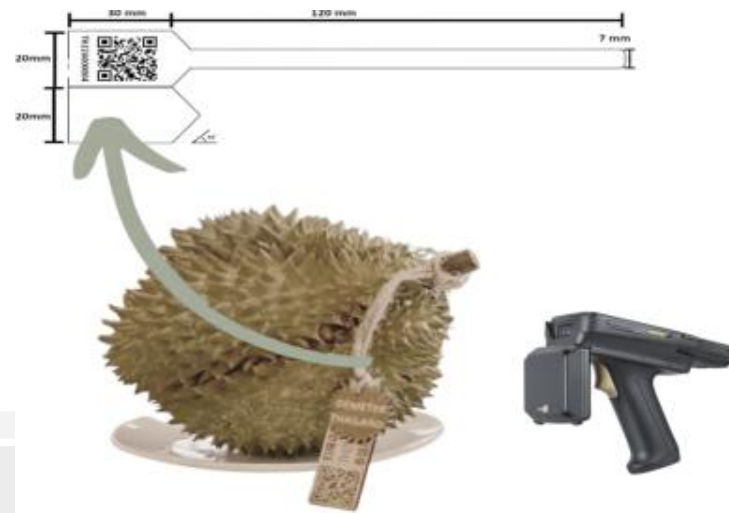
Fruit Export by DEMETER



Fruit Export by DEMETER Platform & IOT



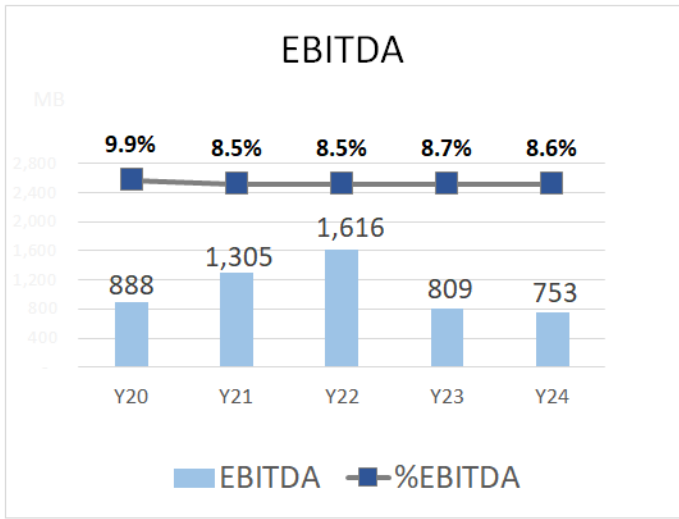
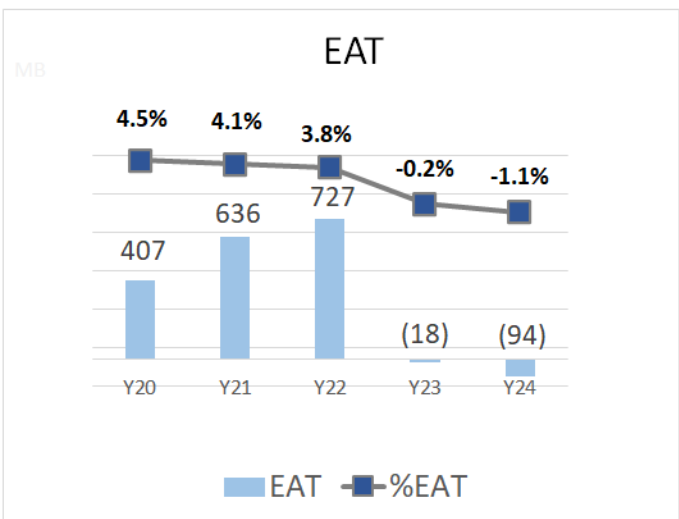
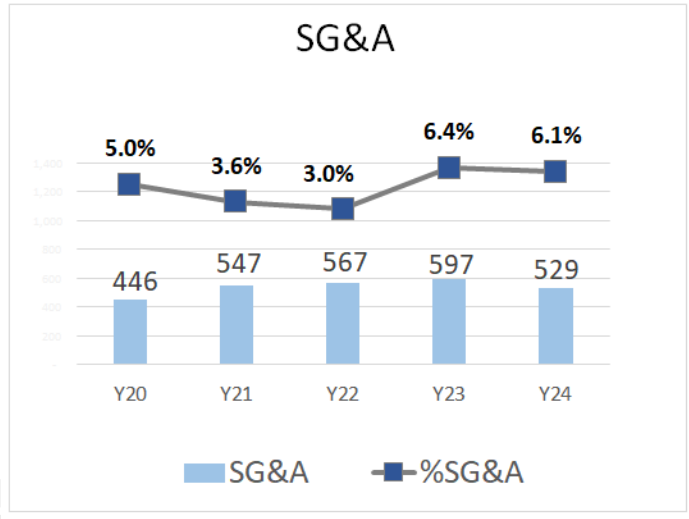
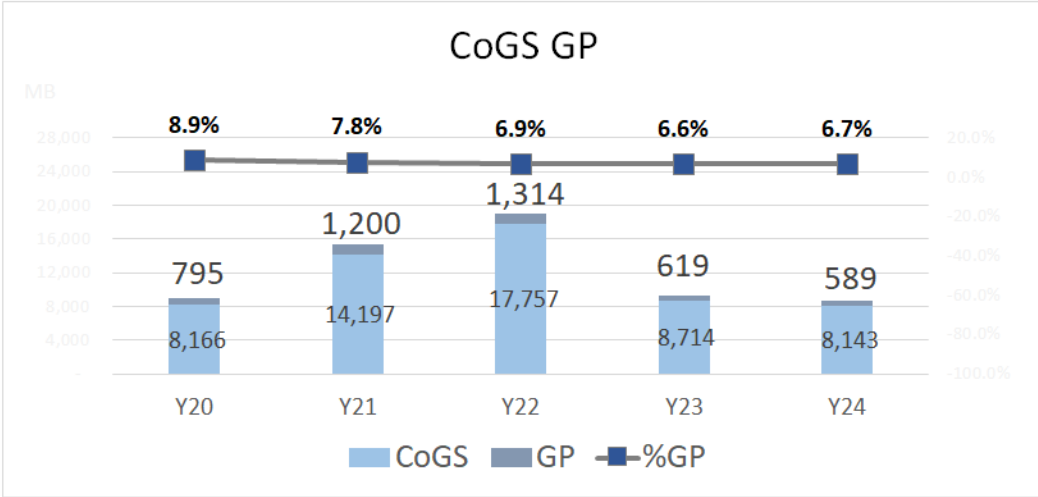
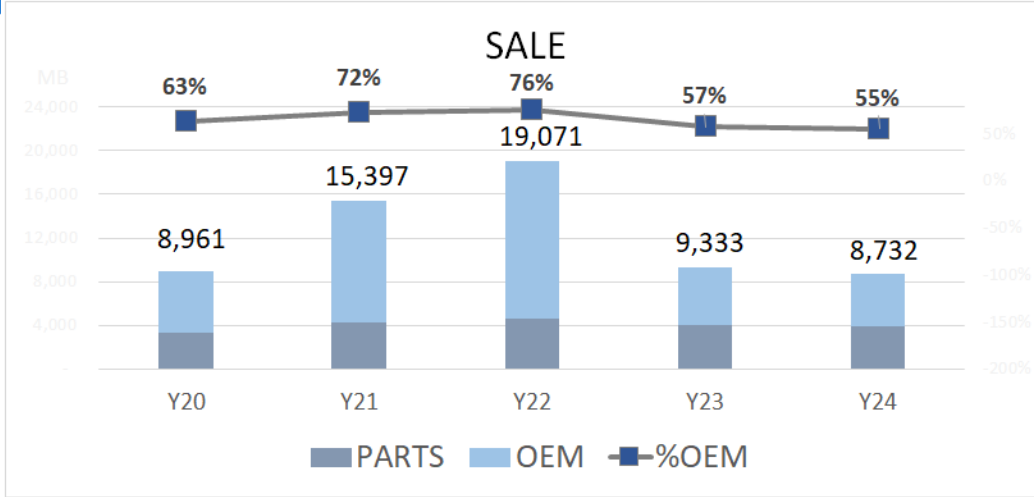
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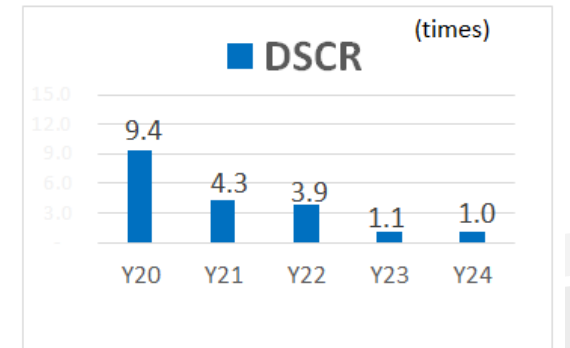
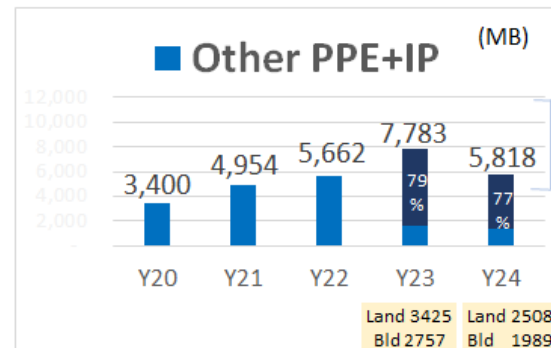
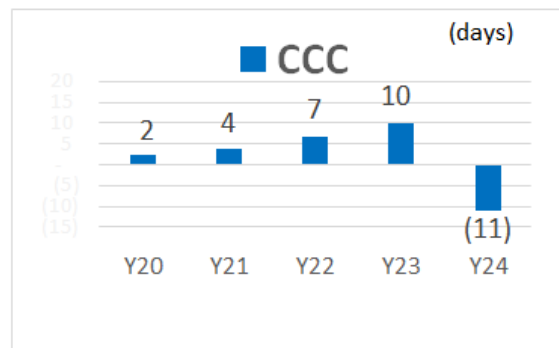
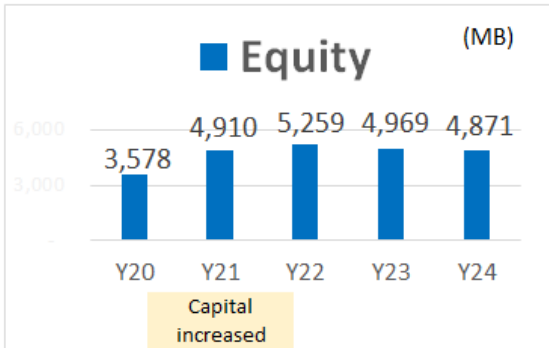
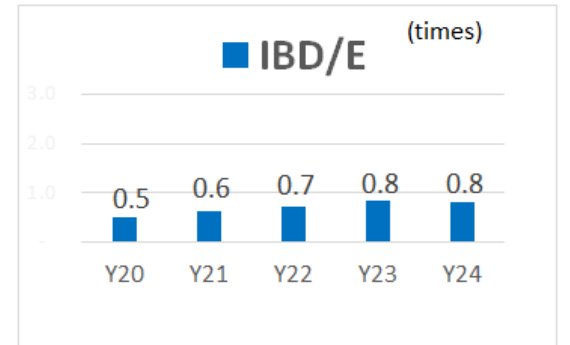
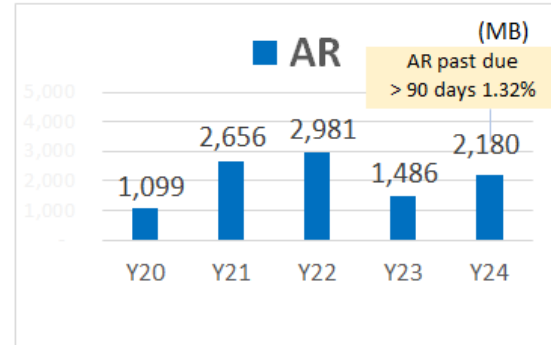
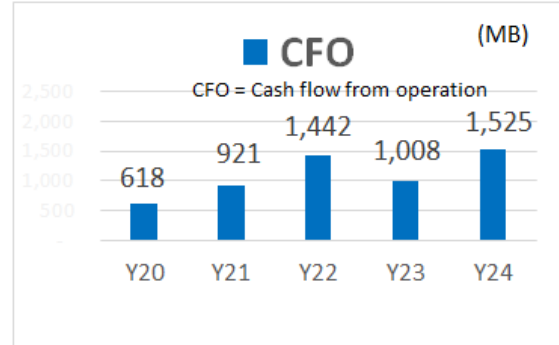
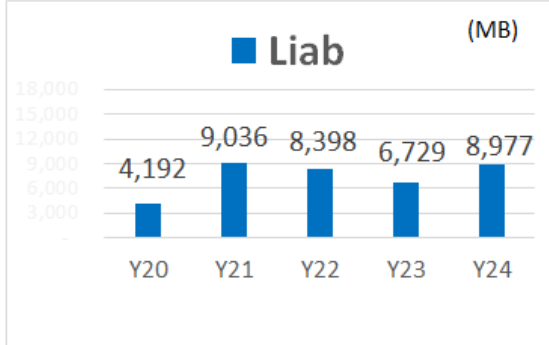
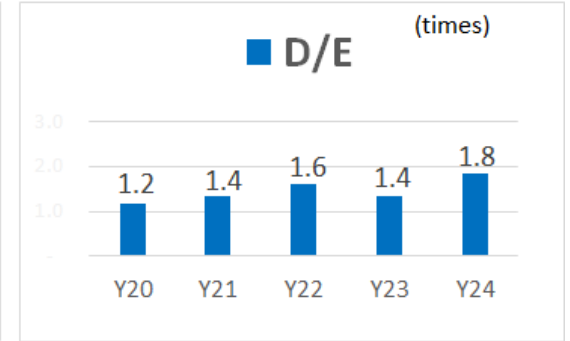
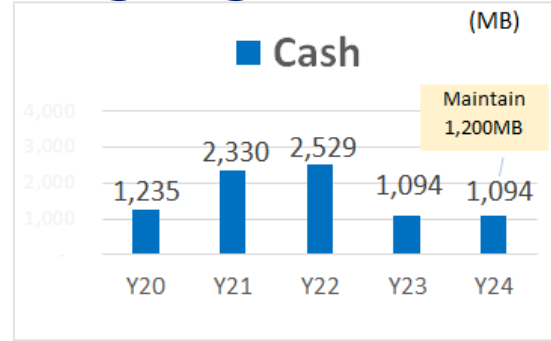
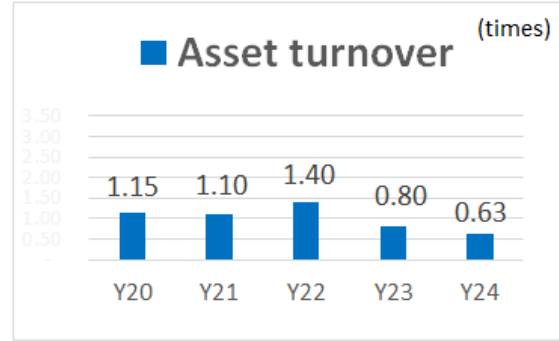
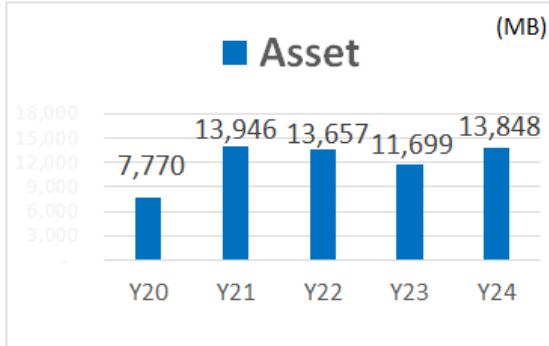
Financial Highlight



Financial Highlight



Financial Highlight





Q&A

