



***SNC* FORMER PLC.**

**THE OPPORTUNITY DAY  
@ Stock Exchange of Thailand  
Nov 05, 2007**



# AGENDA



**HIGHLIGHT SUMMARY OF Q3/2007**

**OVERVIEW OF THE INDUSTRIES**

**FINANCIAL PERFORMANCE Q3/2007**

**PROGRESS OF SNC GROUP**

**BUSINESS PLAN 2007**

**QUESTION & ANSWER**

# Highlights of the Year Q3/2007

ACTUAL SALES  
Q3/2007

597 MILLION THB (39% INCREASED FROM Q3/2006)

- **AUTOMOBILE PARTS**

115 MILLION THB (33% INCREASED FROM Q3/2006)

- **AIR-CONDITIONING PARTS**

350 MILLION THB (45% INCREASED FROM Q3/2006)

- **COMPRESSOR PARTS**

54 MILLION THB (42% INCREASED FROM Q3/2006)

- **METAL SHEET**

63 MILLION THB (11% INCREASED FROM Q3/2006)

- **FTM & OTHERS**

15 MILLION THB (95% INCREASED FROM Q3/2006)



# Highlights of the Year Q3/2007

**NET PROFIT**  
Q3/2007

**43 MILLION THB (28% INCREASED FROM Q3/2006)**

**EARNING PER  
SHARE Q3/2007**

**0.21 THB PER SHARE (0.17 THB PER SHARE IN Q3/2006)**

**INTERIM DIVIDEND**  
H1/2007

**0.30 THB PER SHARE (0.20 THB PER SHARE IN H1/2006)**

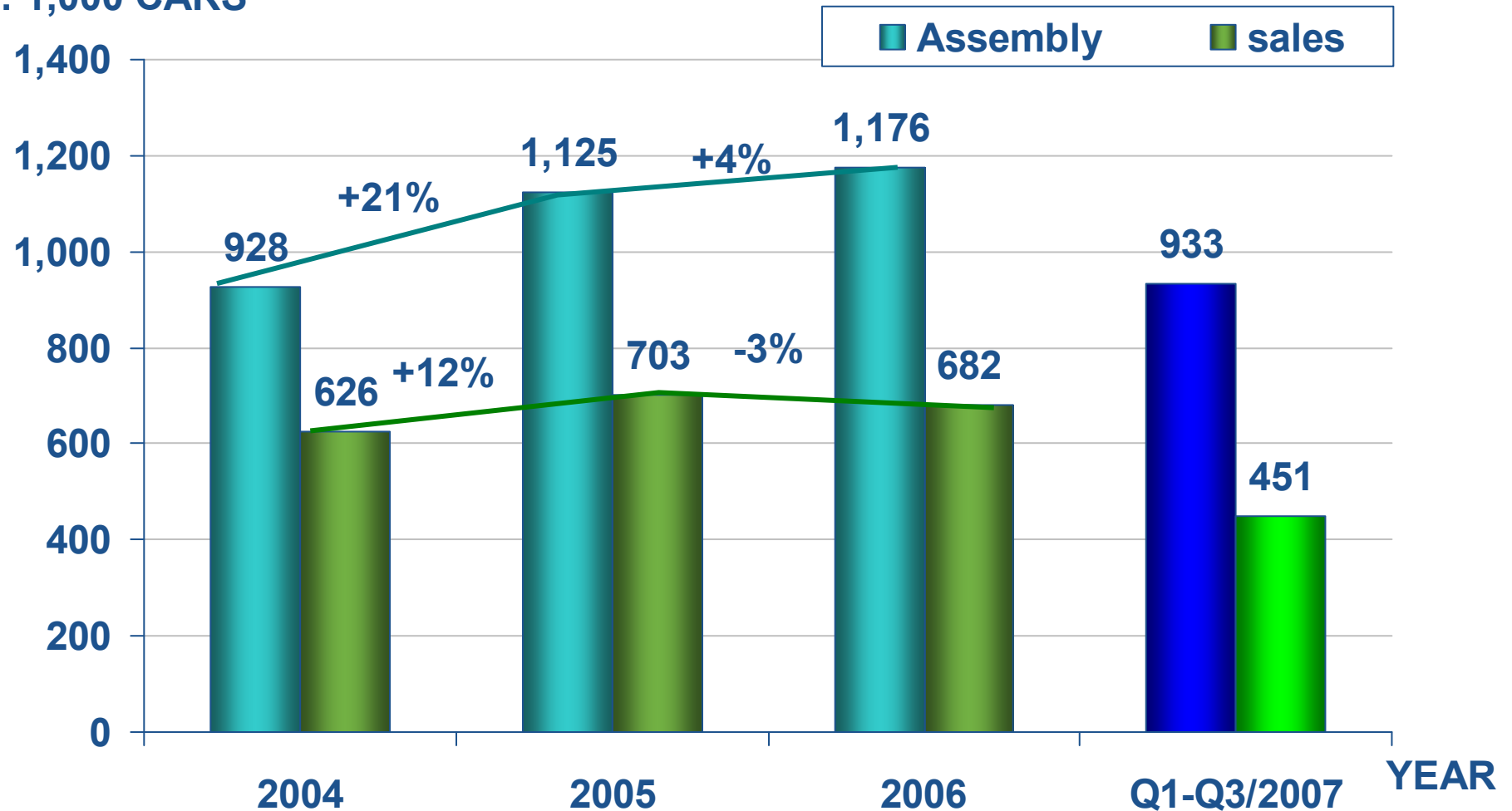


## **OVERVIEW OF THE INDUSTRIES (2004-2007)**

**AUTOMOBILE  
AIR-CONDITIONER  
COMPRESSOR  
REFRIGERATOR  
LAUNDRY MACHINE**

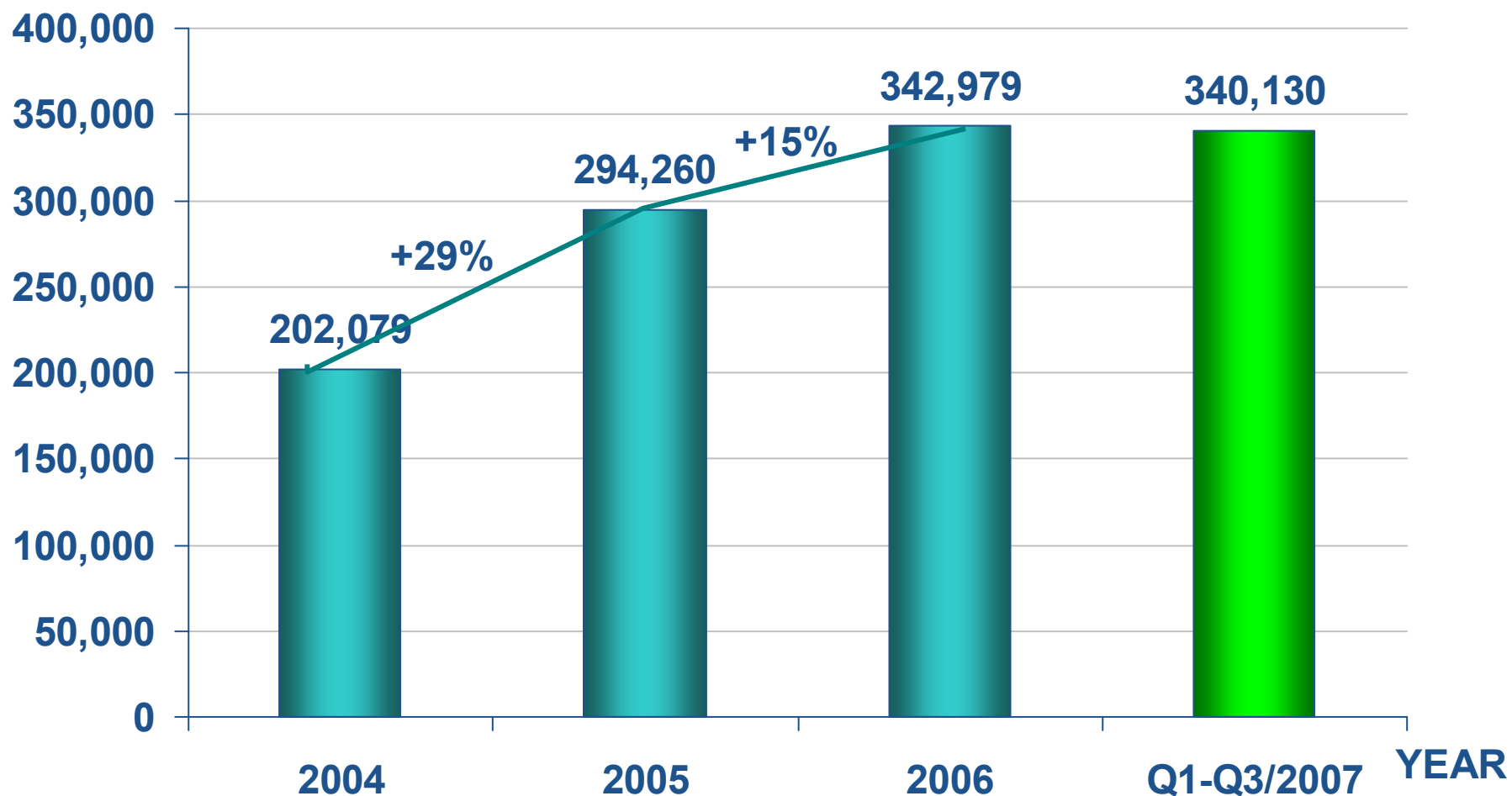
# AUTOMOBILE ASSEMBLY & SALES (2004-2007)

UNIT : 1,000 CARS



# EXPORT CARS AND AUTOMOTIVE PARTS (2004-2007)

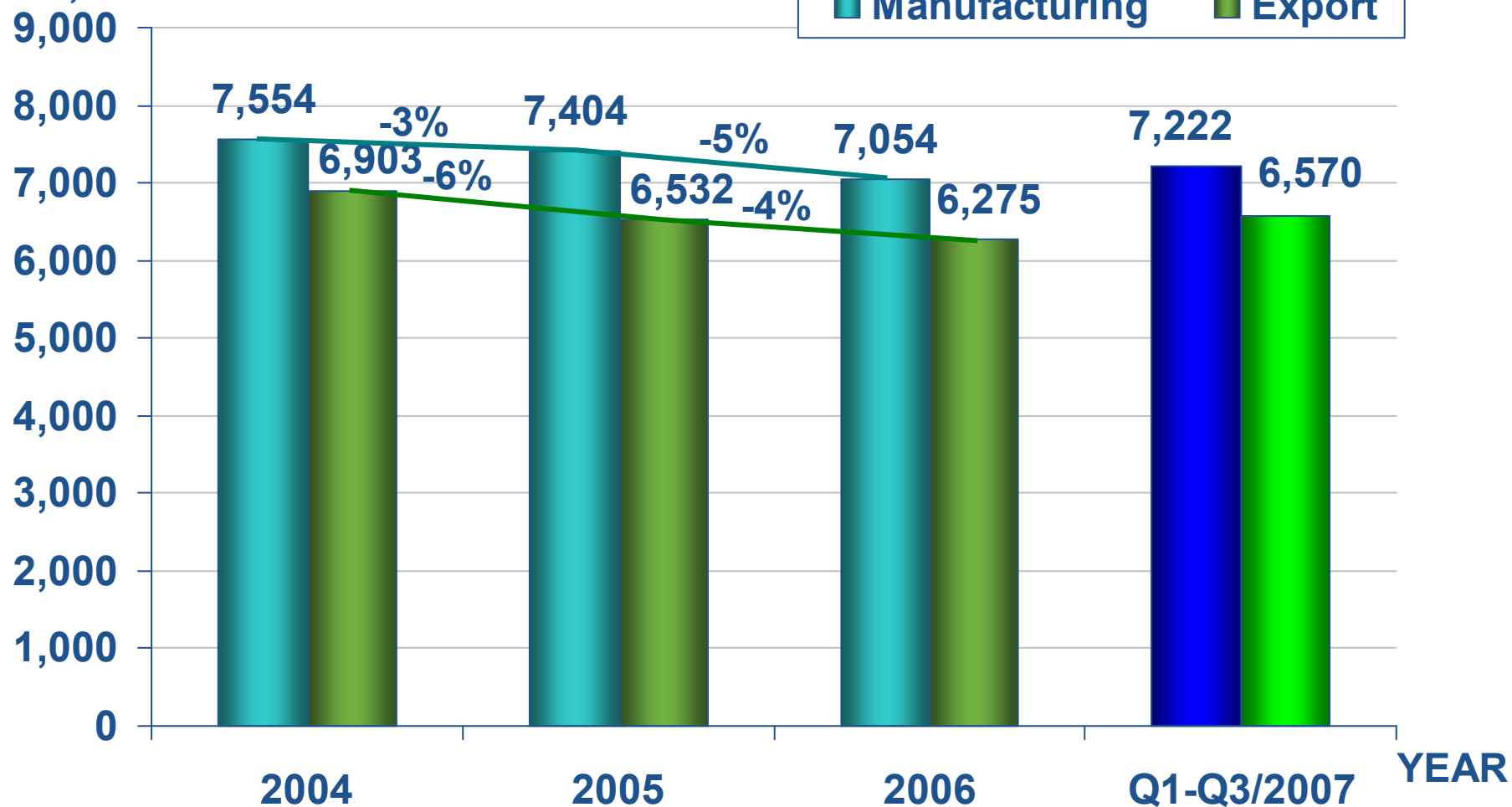
UNIT : MILLION BAHT





# AIR-CONDITIONER MANUFACTURING & EXPORT (2004-2007)

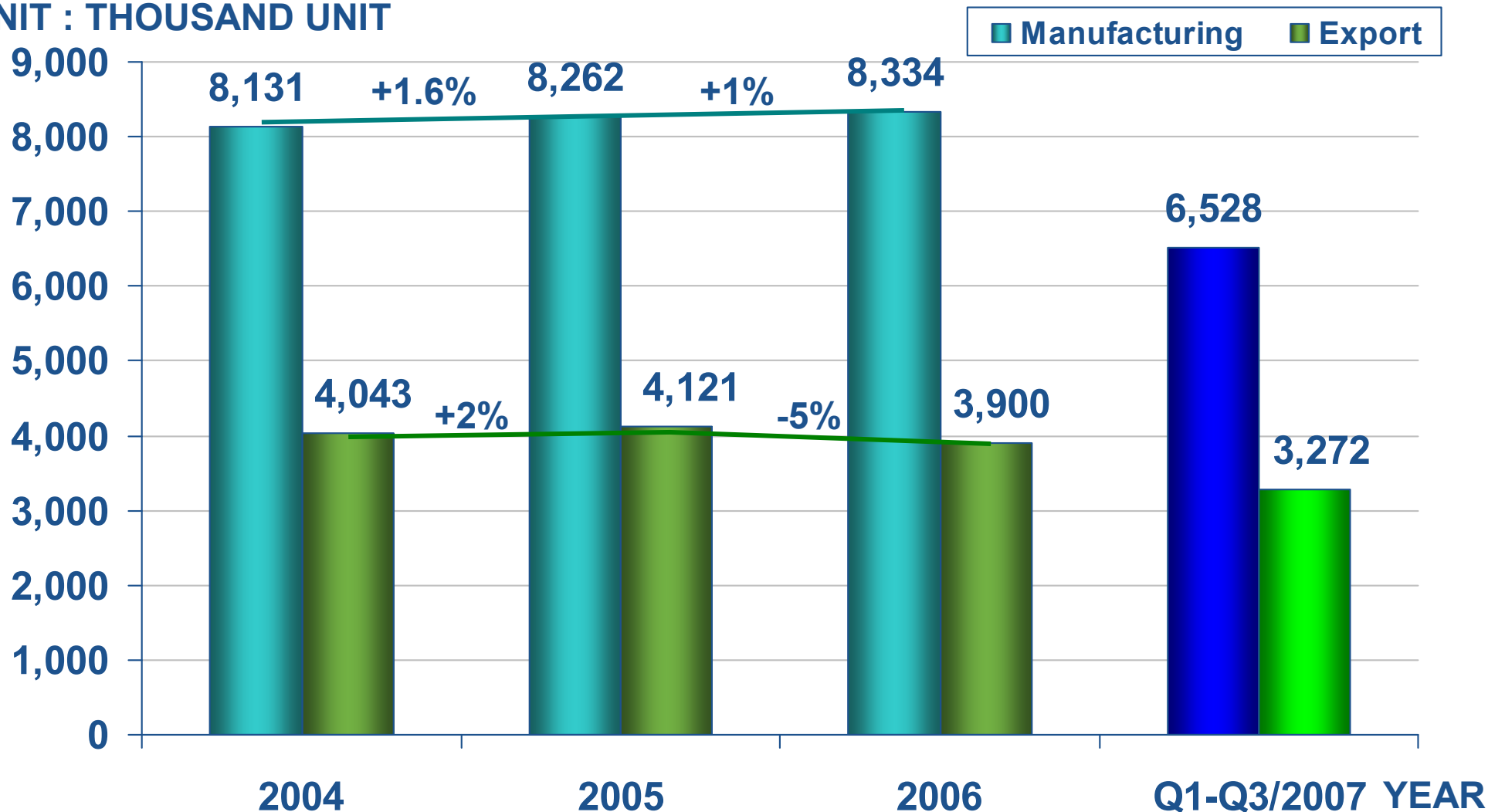
UNIT : 1,000 UNIT





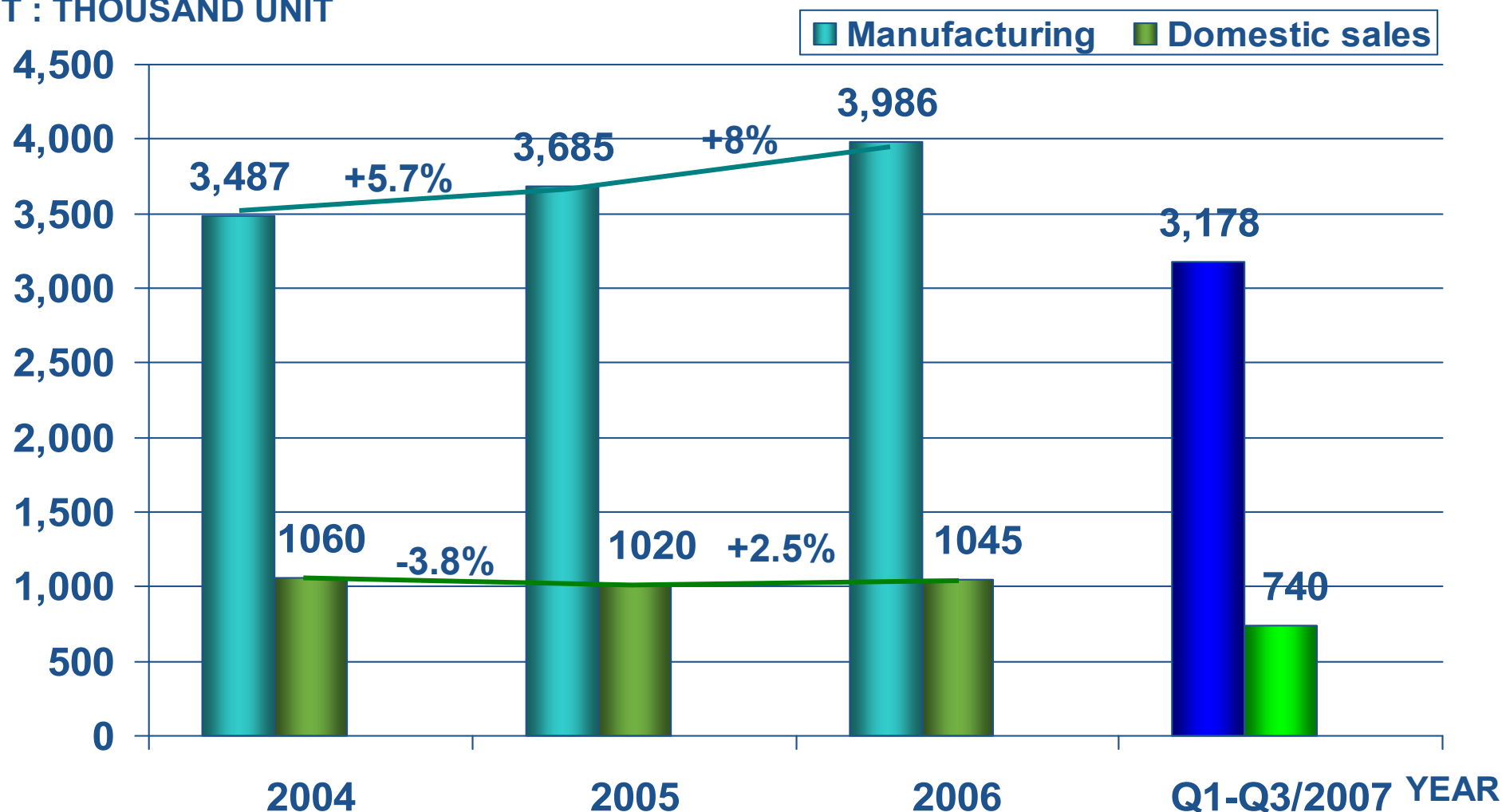
# COMPRESSOR MANUFACTURING & EXPORT (2004-2007)

UNIT : THOUSAND UNIT



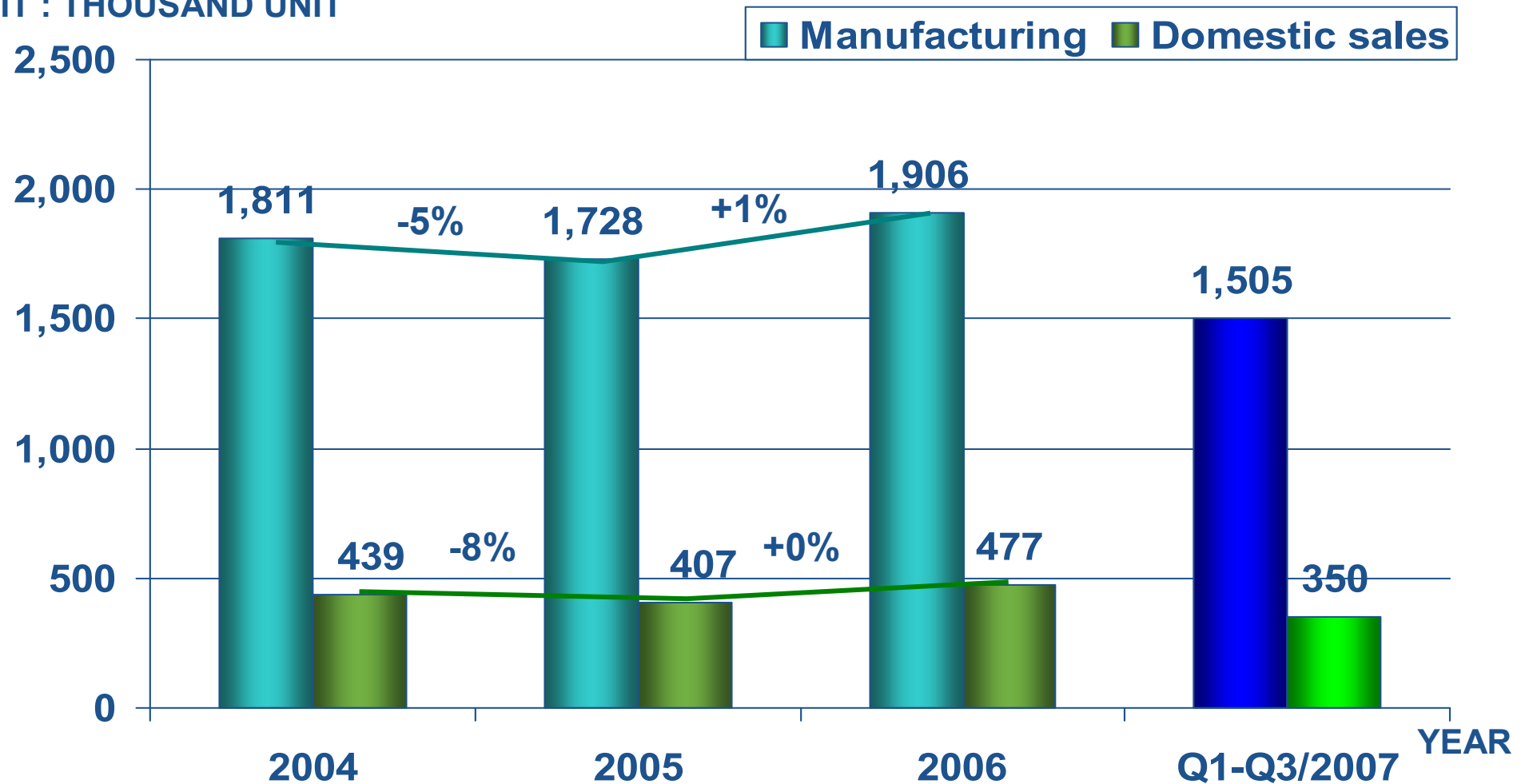
# REFRIGERATOR MANUFACTURING & EXPORT (2004-2007)

UNIT : THOUSAND UNIT



# LAUNDRY MACHINE MANUFACTURING & DOMESTIC SALES (2004-2007)

UNIT : THOUSAND UNIT





## **FINANCIAL PERFORMANCE Q3/2007**

**MR. RATTAPOOM NANTAPATAWEE**

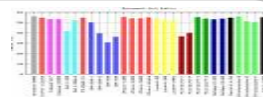
Business  
The New York

# FINANCIAL PERFORMANCE

## OPERATING RESULTS



## FINANCIAL RATIO



Business  
The New York

# Aluminium price

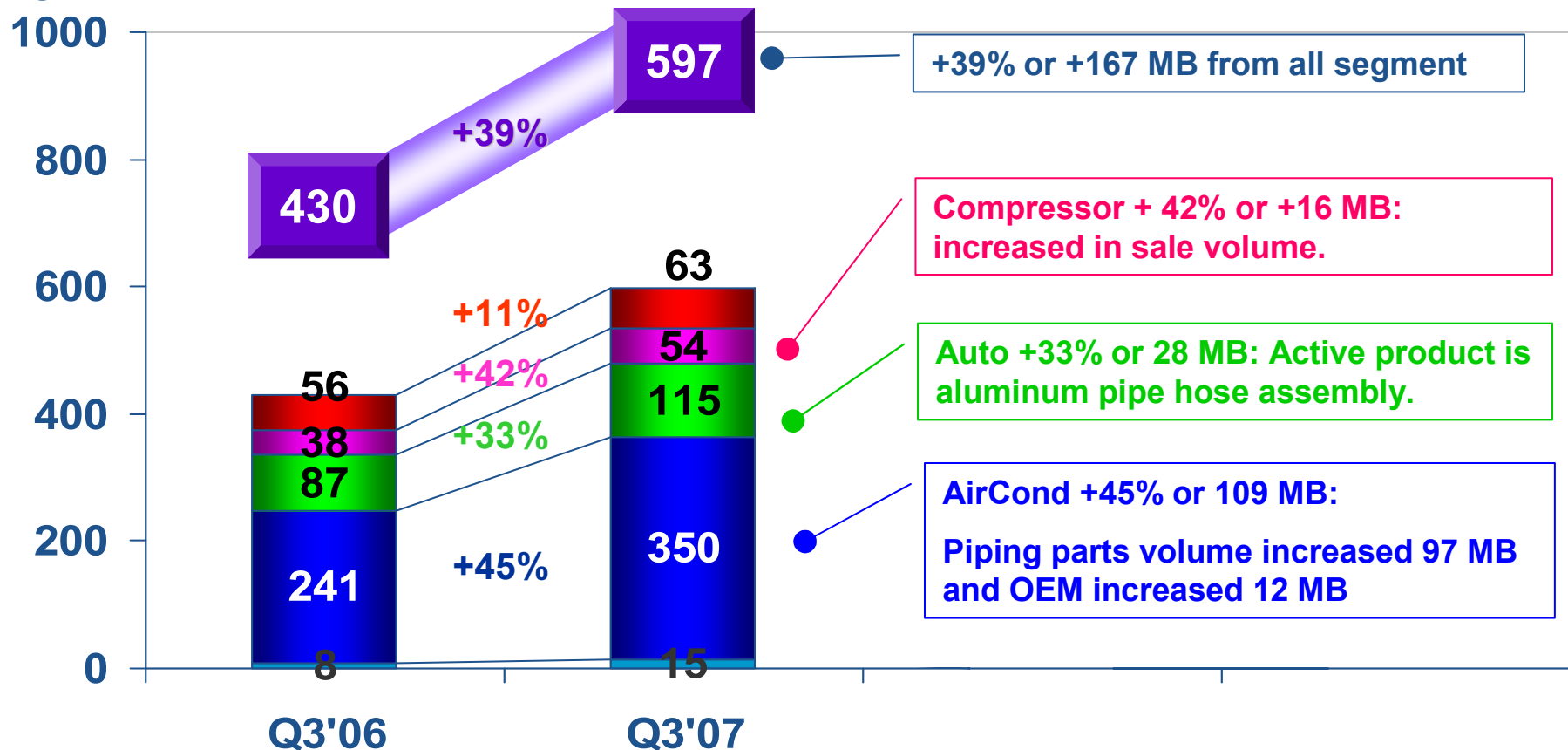






# SALES : SEGMENT

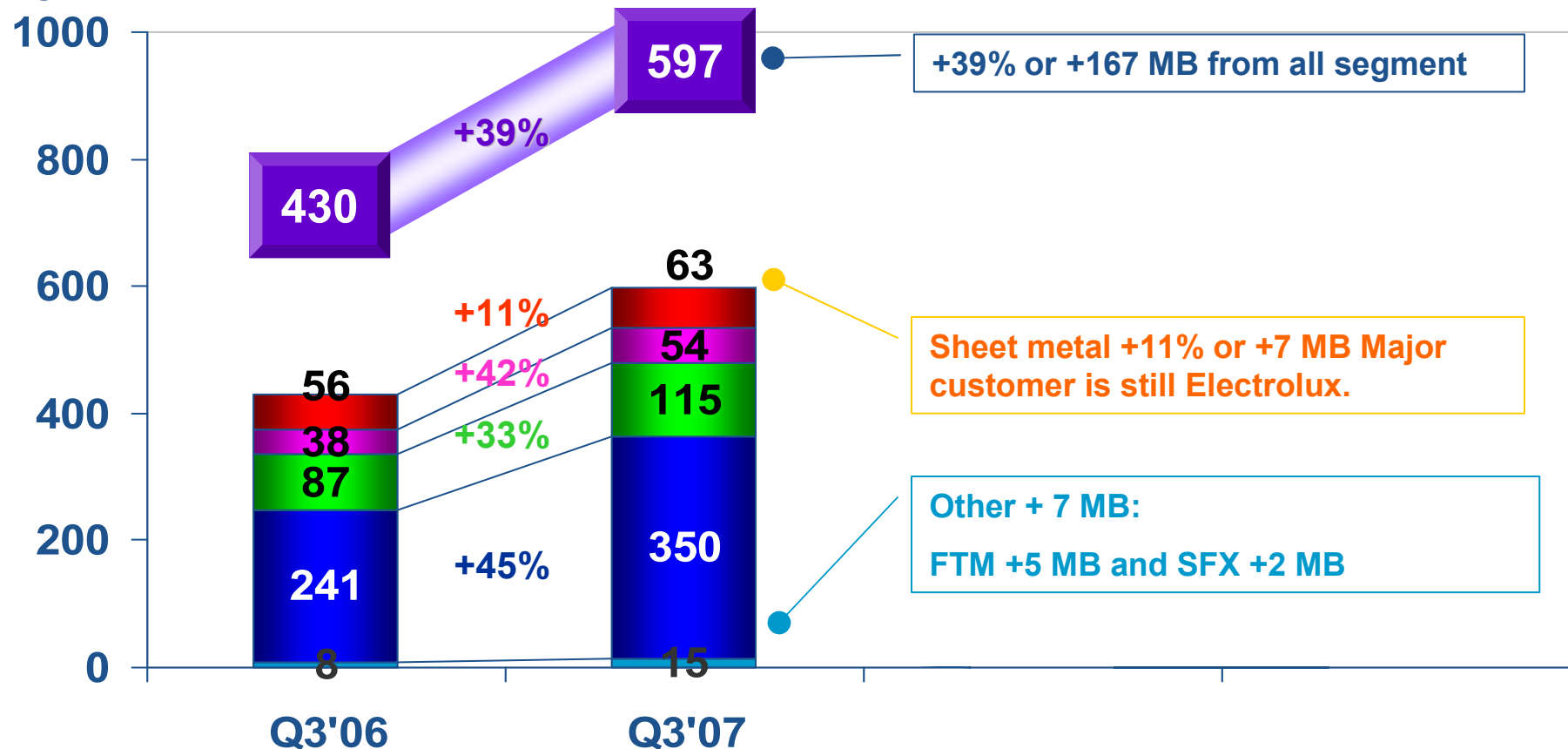
MILLION BAHT



■ Other ■ Air Condition ■ Automobile ■ Compressor ■ Sheet Metal

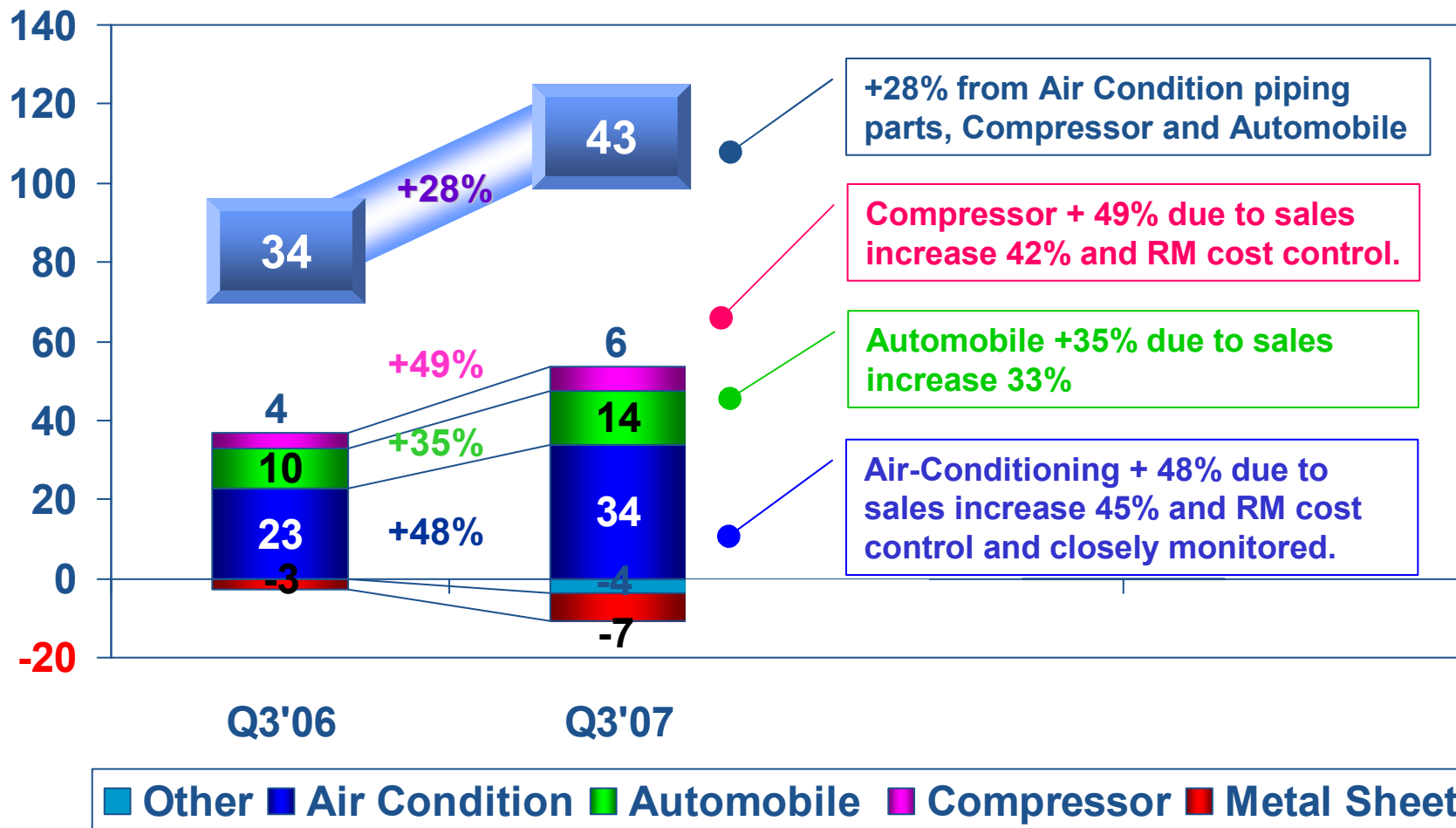
# SALES : SEGMENT

MILLION BAHT



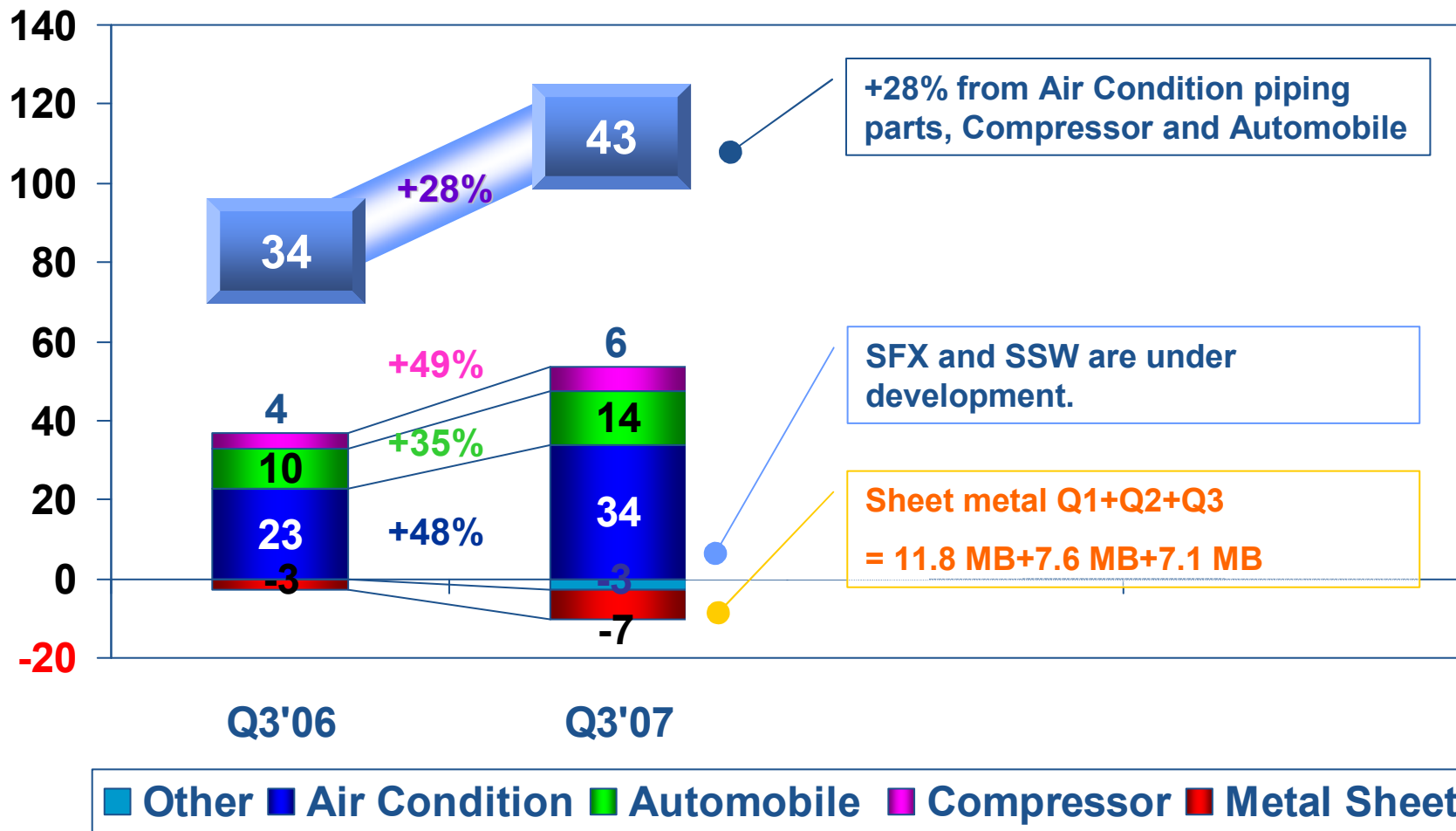
■ Other ■ Air Condition ■ Automobile ■ Compressor ■ Sheet Metal

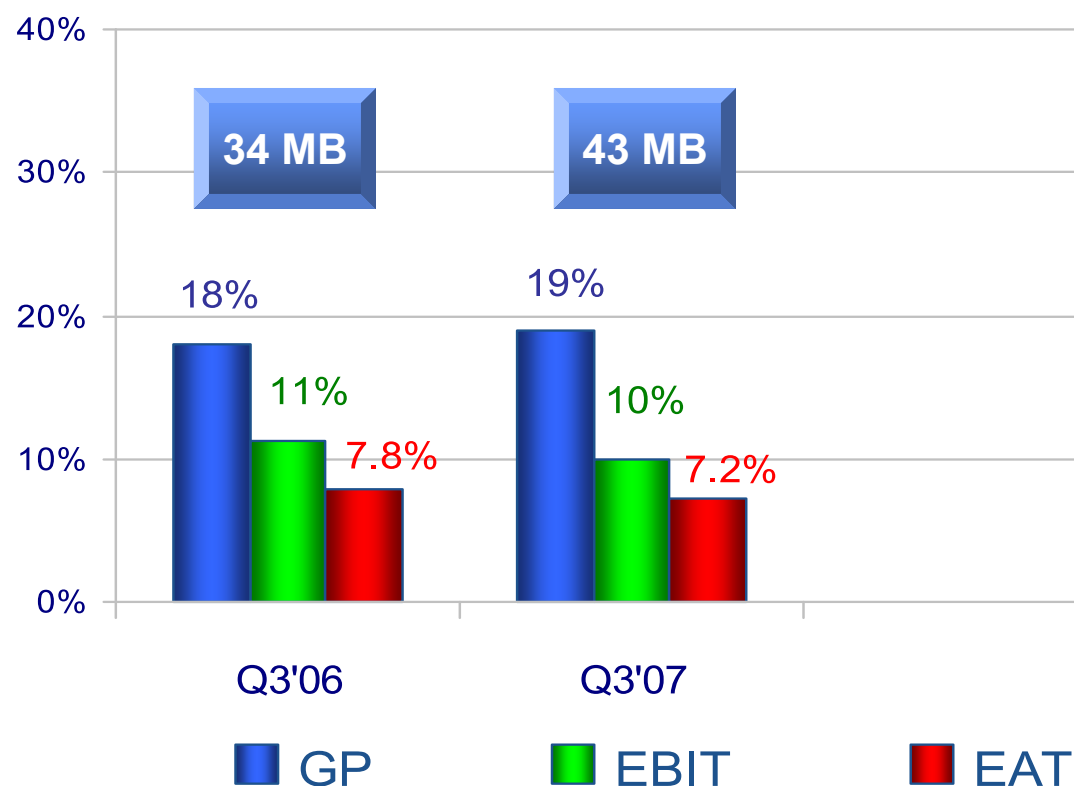
MILLION BAHT



# EAT : SEGMENT

MILLION BAHT



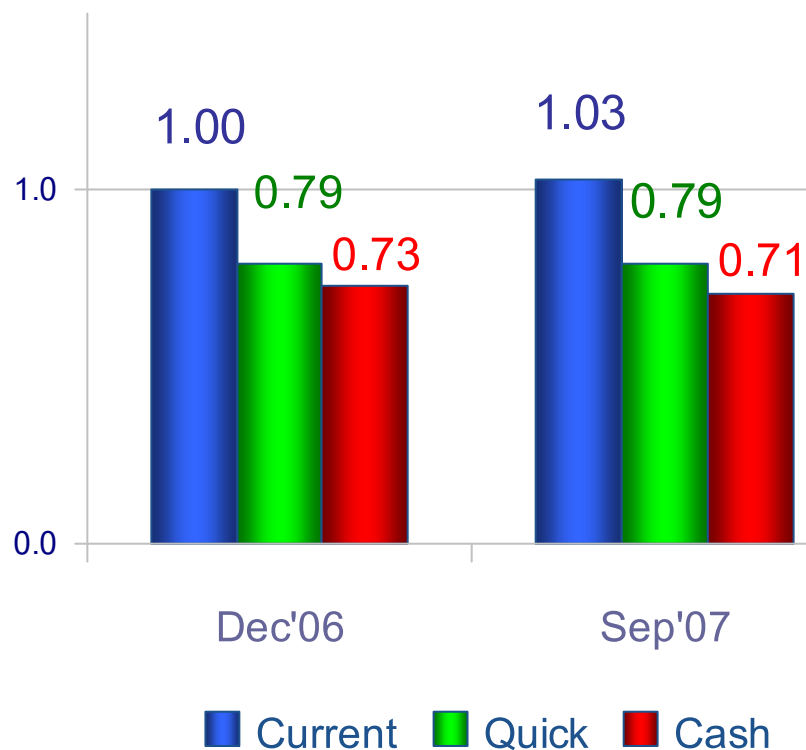


## %GP increased due to

- Closely monitor copper price
- Closely control over production cost
- Economic of scale from Air-conditioning parts

% EAT decreased due to the reclassification of other income.

# LIQUIDITY

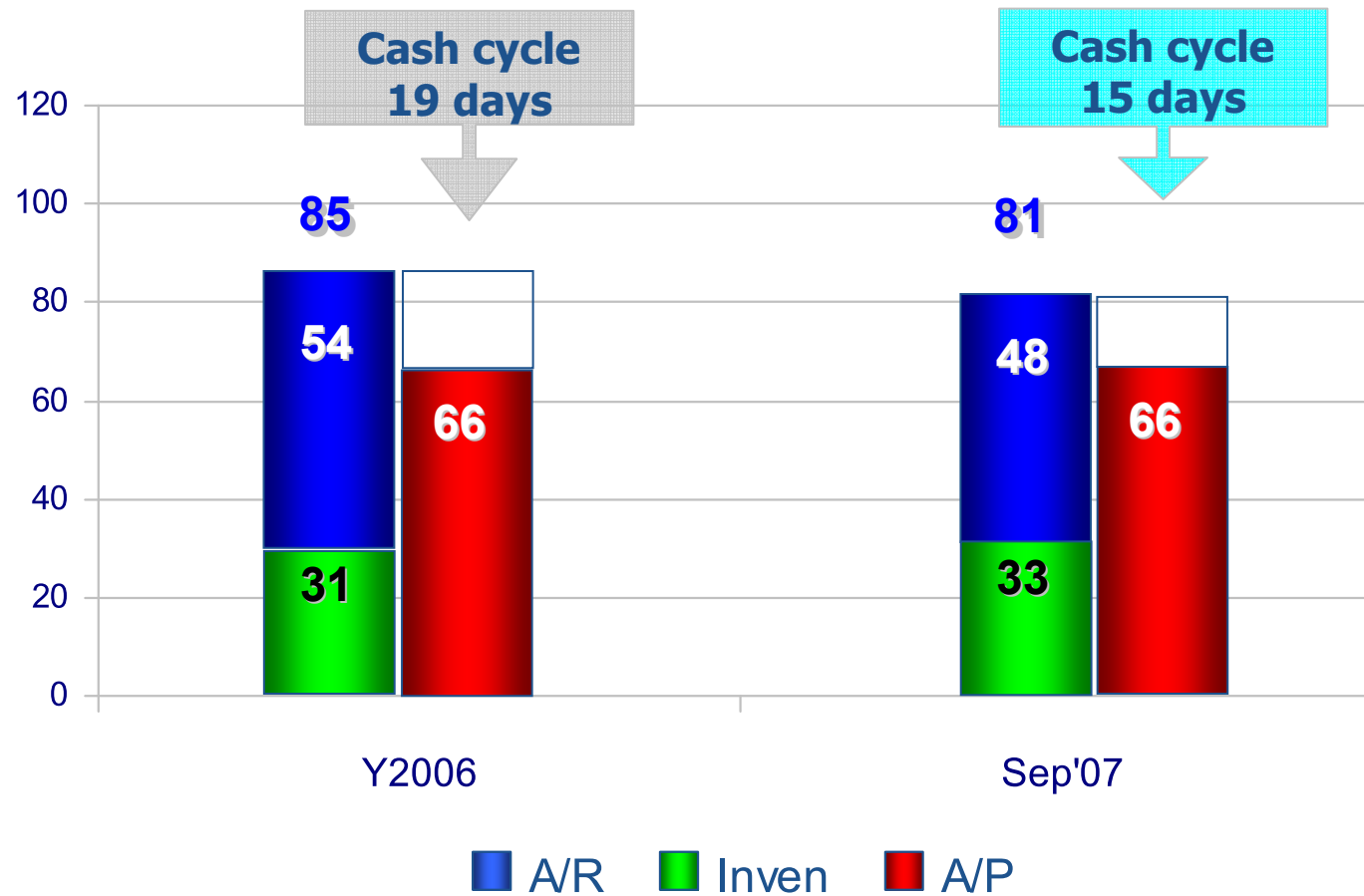


## CA:

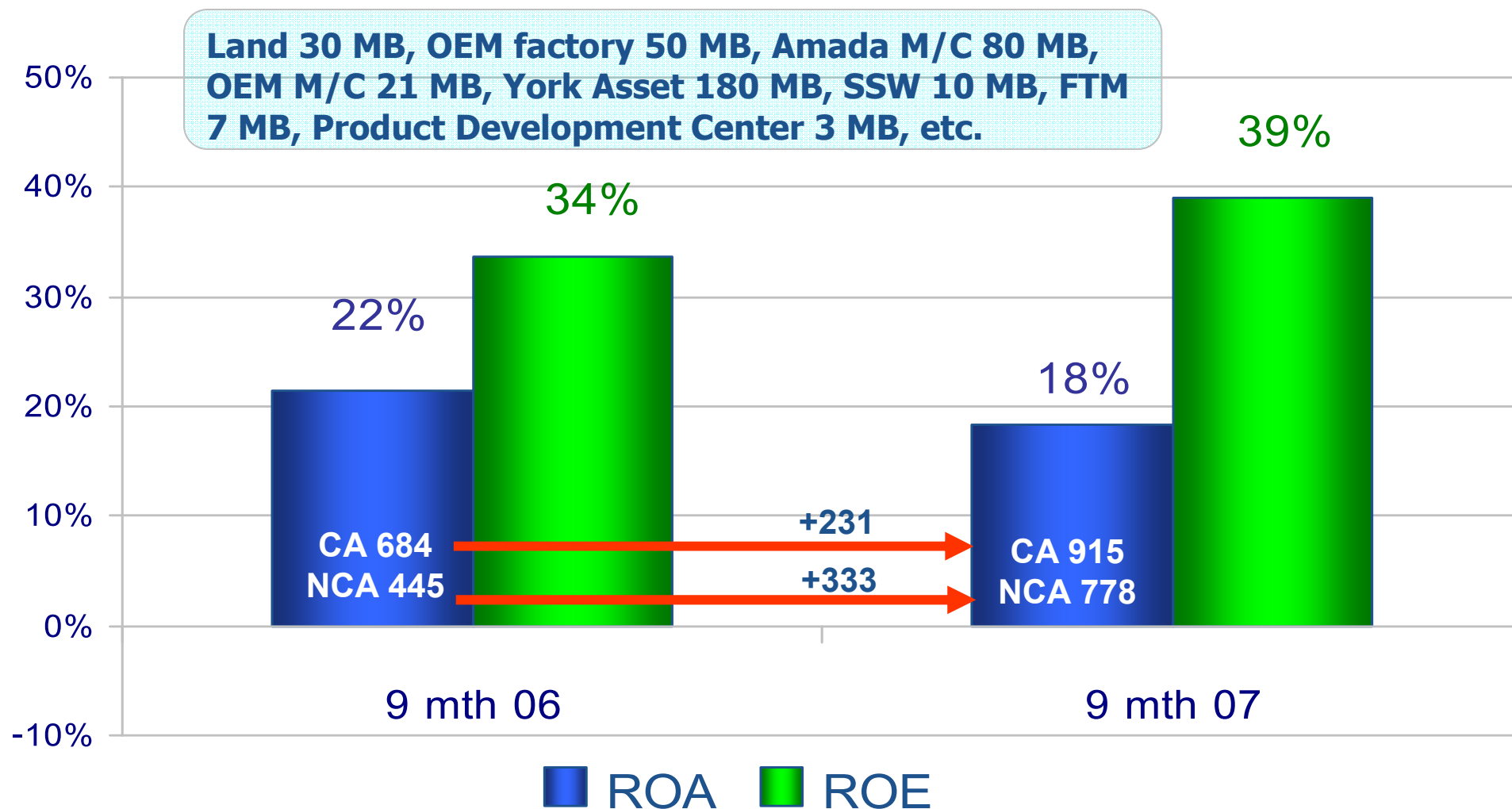
- Cash 330 MB
- AR 371 MB
- Inven 233 MB

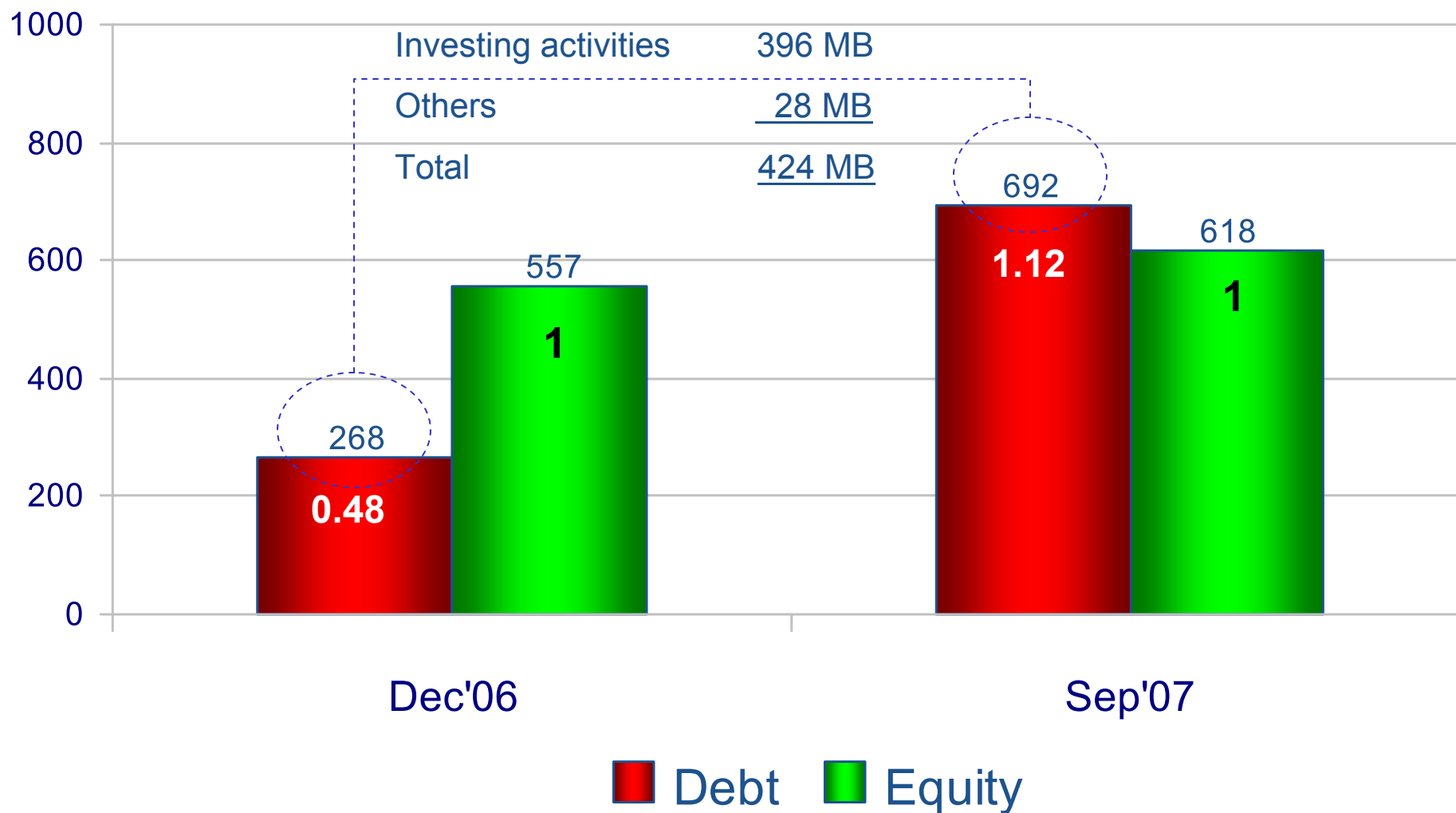
## CL:

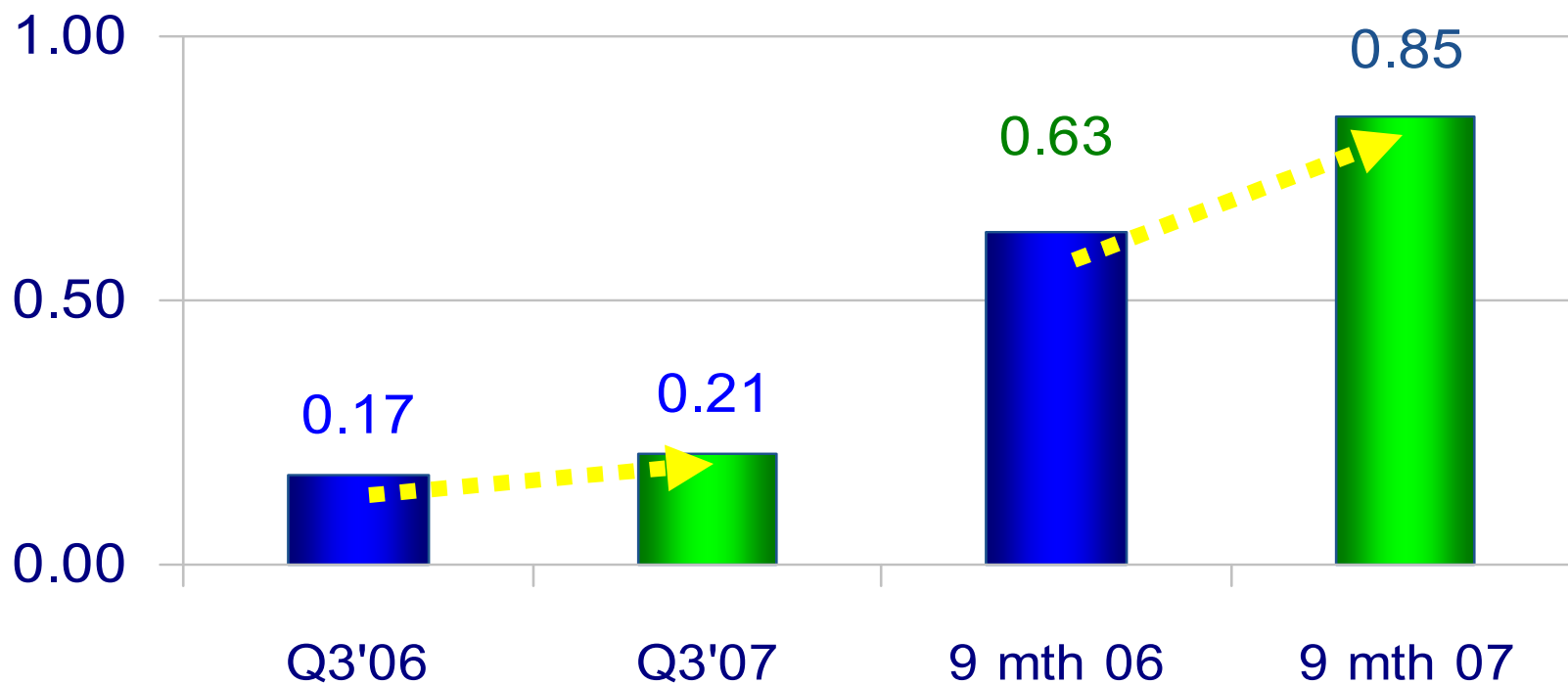
- P/N 315 MB
- AP 420 MB
- AP M/C 96 MB
- Loan 82 MB











# ***SNC Group***

## **Production Update**

Opportunity Day  
November 5<sup>th</sup>, 2007

**BY K. SOMBOON GURDLIN**

# Update Status of New Customers

27

<b>CELESTICA</b>	<b>Parts for Telecommunication</b>	<b>Mass Production Now</b>
<b>DAIKYO</b>	<b>Parts for Komatsu</b>	<b>Mass Production Now</b>
<b>KOBAYASHI</b>	<b>Parts for Motorcycle</b>	<b>Mass Production Now</b>
<b>KYE</b>	<b>Parts for Refrigerators</b>	<b>Mass Production Now</b>
<b>MCP</b>	<b>Parts for Air Conditioning System</b>	<b>Mass Production Now</b>
<b>SANYO</b>	<b>Parts for Electronically Appliance</b>	<b>Mass Production Now</b>
<b>TRANE</b>	<b>Parts for Air Conditioning</b>	<b>Mass Production Now</b>
<b>SHOWA</b>	<b>Forming Parts</b>	<b>Sample</b>
<b>HITACHI TOCHIGI</b>	<b>Parts for Elevators</b>	<b>Sample</b>
<b>HITACHI</b>	<b>Metal Box</b>	<b>Sample</b>
<b>LG</b>	<b>OEM for Split Type</b>	<b>Mass Production in November</b>
<b>FUJITSU</b>	<b>OEM for Window Type</b>	<b>Mass Production in December</b>

# ***SPEC***

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## ***RAYONG***

Opportunity Day  
November 5<sup>th</sup>, 2007

***By SNC Group***

# LG & SPEC Signing Ceremony – October 15<sup>th</sup>, 2007

29





# LG & SPEC Signing Ceremony – October 15<sup>th</sup>, 2007

30



# ASSEMBLY LINE MODIFICATION & PREPRATION (RAYONG PLANT)

## FOR



# INDOOR LINE (TESTING ROOM)

32

## Add Functional Tester :

For testing remote control, motor, fan

## Result :

Reduce Cycle Time, Increase Productivity





# OUTDOOR LINE (TESTING ROOM)

33

## Add Running Tester :

For testing motor & fan in compressor (capacity test)

## Result :

Reduce Cycle Time, Increase Productivity



# LG Business Plan

34

- Volume : 400,000 Units / Year
  - Indoor 200,000 Units
  - Outdoor 200,000 Units
- A/C Type : Split Type
- Mass Production : 24 November 2007

# ***SNC BRANCH 1***

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## ***SAMUTPRAKARN***

Opportunity Day  
November 5<sup>th</sup>, 2007

***By SNC Group***

# Latest Development

36



As of October 15<sup>th</sup>, 2007



As of November 2<sup>nd</sup>, 2007



# Latest Development

37



As of October 15<sup>th</sup>, 2007



As of November 2<sup>nd</sup>, 2007

# ***SNC BRANCH 4***

***EPZ ZONE #2 LAEMCHABANG, CHONBURI***

Opportunity Day  
November 5<sup>th</sup>, 2007

***By SNC Group***

# Additional Facilities for SNC FORMER PLC. (Branch 4)

39



## Location :

The Export Processing Zone (EPZ #2)  
Laemchabang, Chonburi

## Property Area :

77,600 SQM (48.50 Rai)

## Production Area :

20,000 SQM



# OFFICE BUILDING

40





# OFFICE AREA

41



# FACTORY

42



# FACTORY

43





## 4 – ASSEMBLY LINE

44

# For Indoor





## 4 – ASSEMBLY LINE

45

# For Outdoor



## 2 – ASSEMBLY LINE

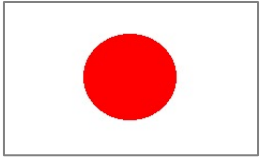
46

# For Commercial



**Backlog order of  
90,000 Units  
are FINISHED & SHIPPED  
to Customers !!**

# Signing Ceremony



## OEM A/C Business Agreement



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between

**FUJITSU**

***SNC FORMER***

**Fujitsu General (Thailand) Co., Ltd. & SNC Former Public Company Limited**

**November 2<sup>nd</sup>, 2007**



# FUJITSU & SNC Signing Ceremony – November 2<sup>nd</sup>, 2007

49



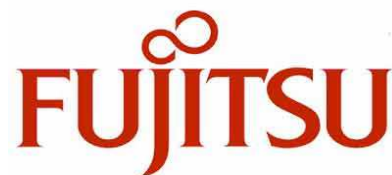
# FUJITSU Business Plan

50

- Volume : 450,000 Sets / Year
- A/C Type : Window Type
- Pilot Production : November 2007

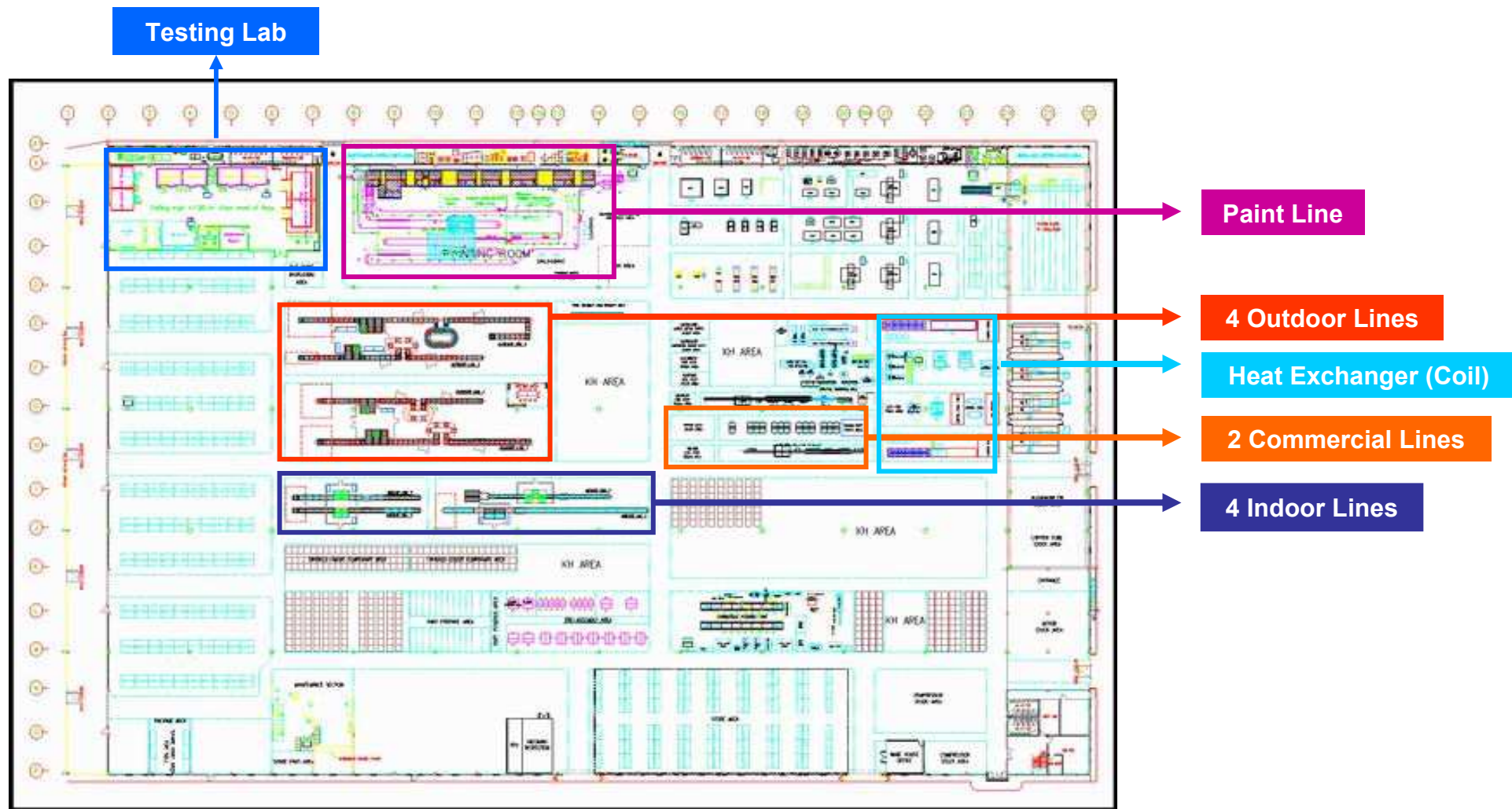
# ASSEMBLY LINE MODIFICATION & PREPRATION (CHONBURI PLANT)

FOR



# FACTORY LAYOUT

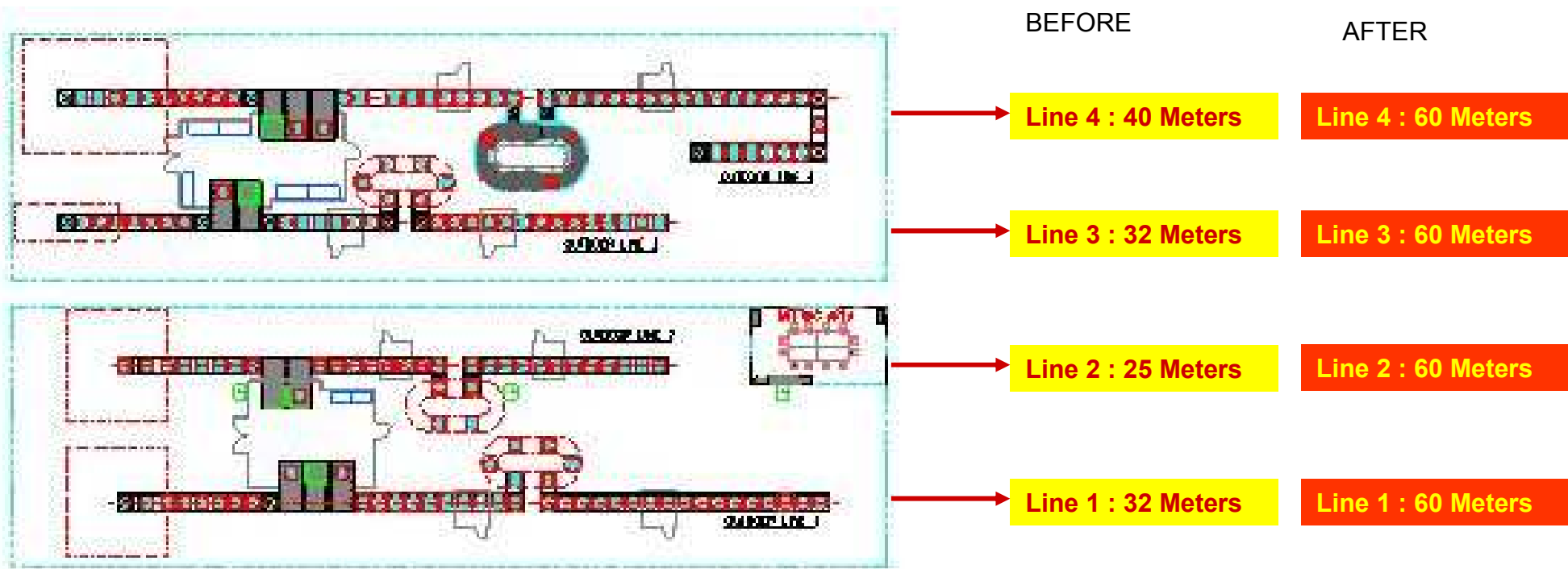
52





# 4 OUTDOOR LINES

53



# OEM A/C – CAPACITIES

54

Rayong Plant = 800,000 Units / Year

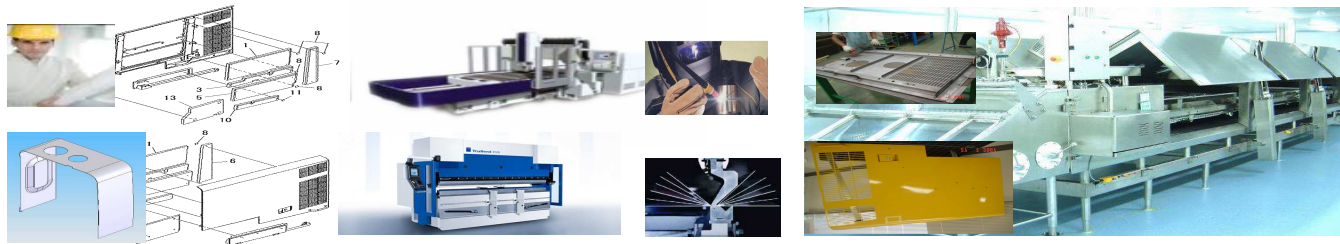
Laemchabang Plant = 1,200,000 Units / Year

# Business Results

@ Stock Exchange of Thailand  
5 Nov 2007

**BUSINESS RESULT Q3 2007**

**STRATEGIC PROGRESS**

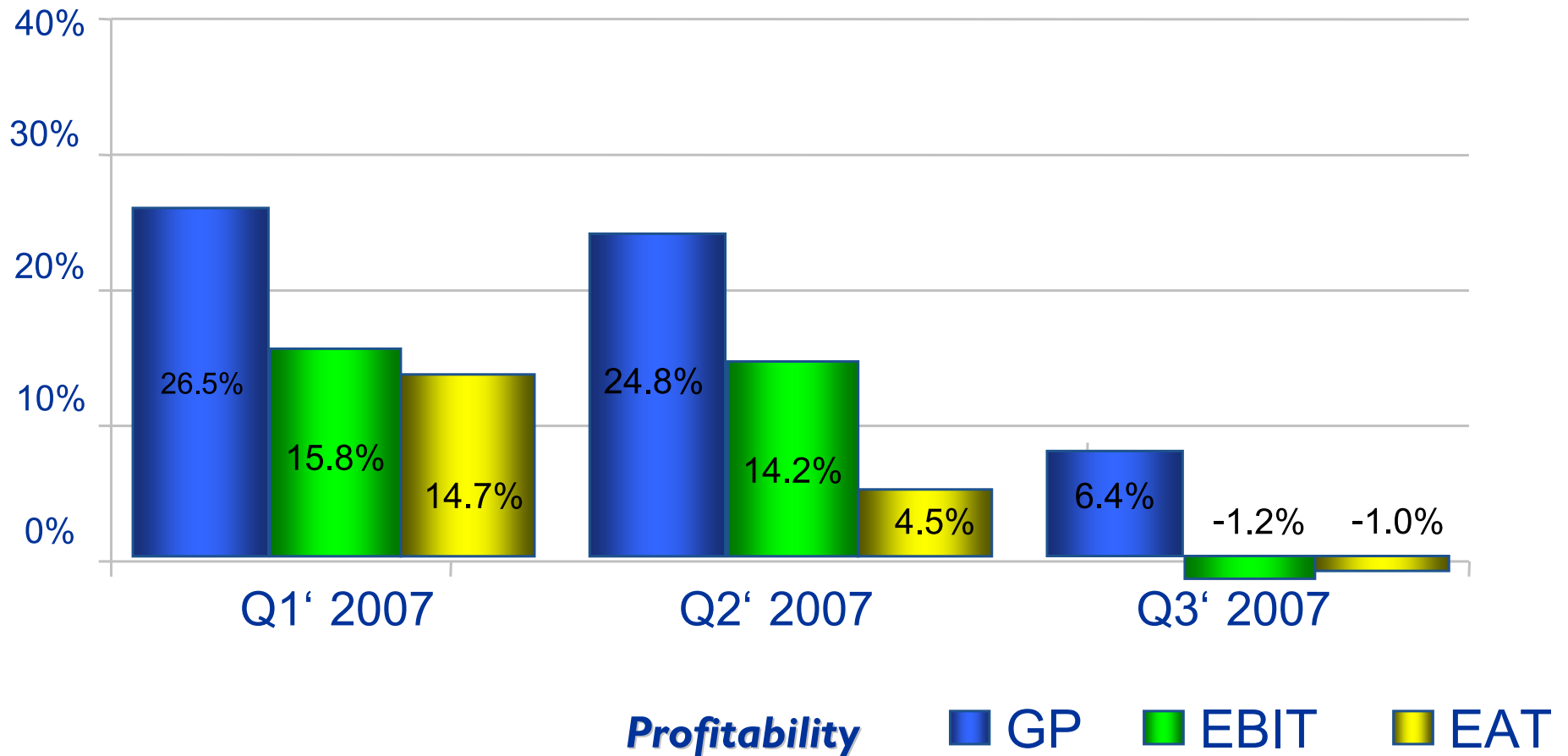




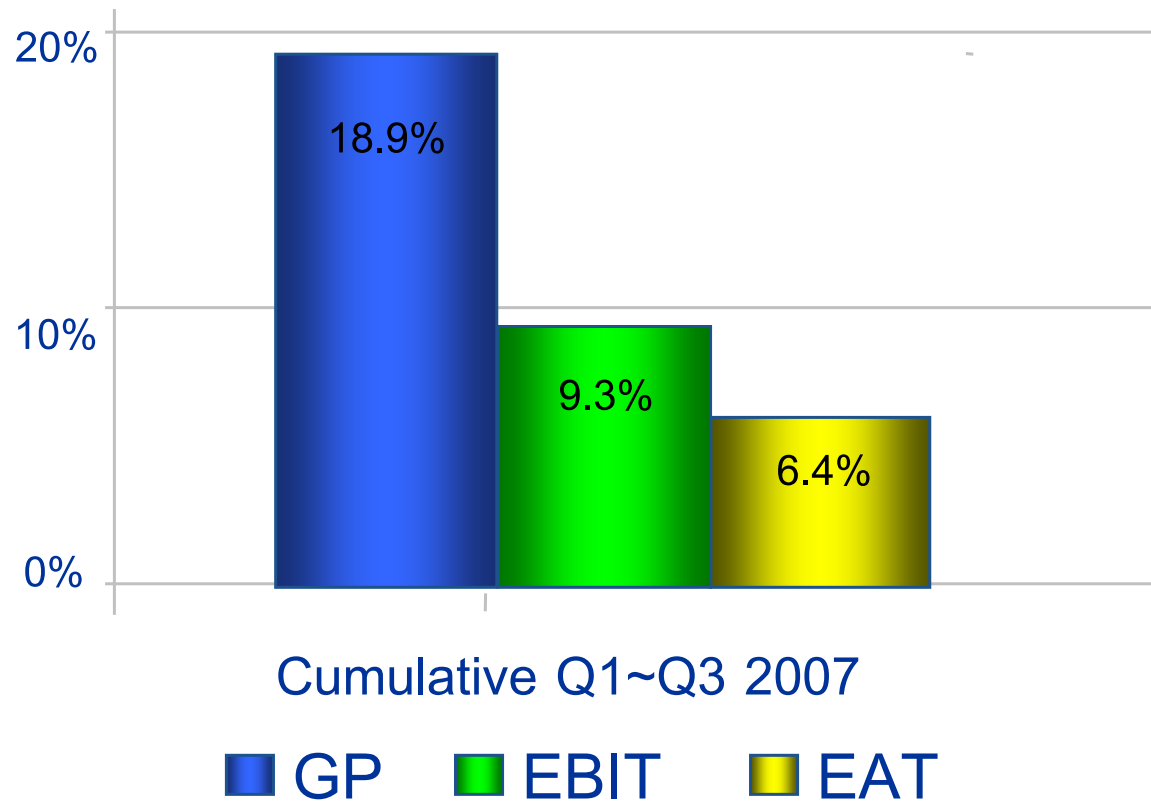
## Company Overview

- Found: 2006
- Shareholder: SNC Former plc 100 %
- Registered Capital: THB 10 Millions
- Type of Business: Foods Processing Equipment & Stainless steel works  
Sheet metal Fabrication
- Location: Rayong, Thailand

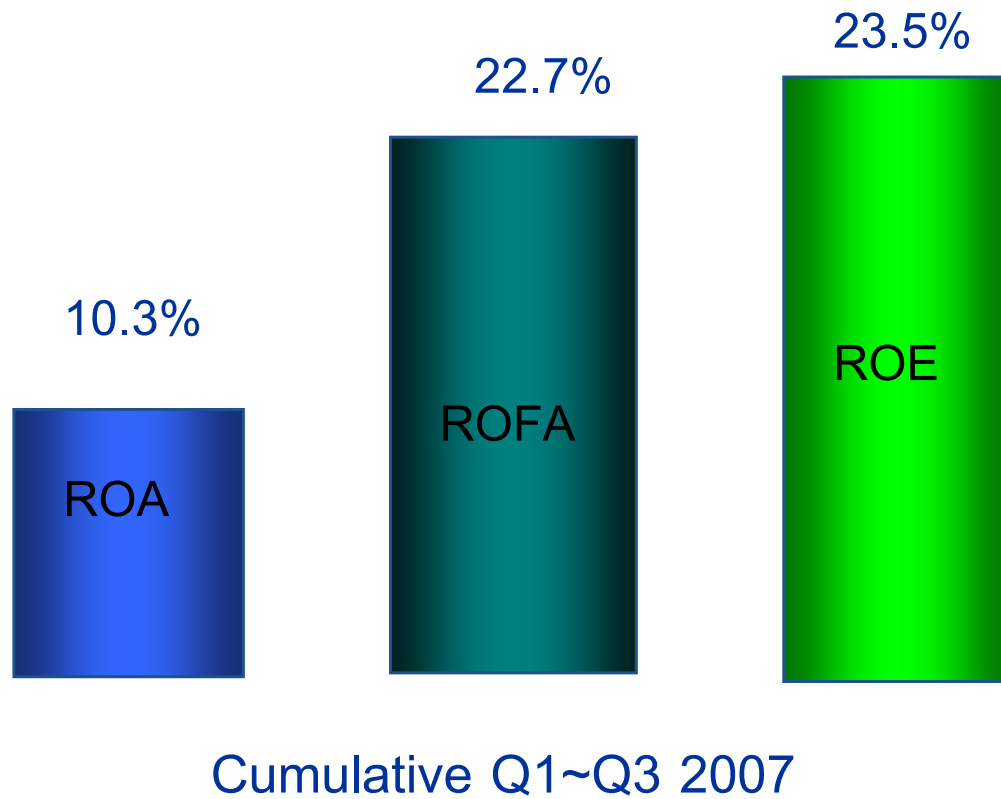
# Financial Highlights



## Cumulative Q1~Q3 2007



## *Financial Highlights*



Ratio as Year basis

## *Sales & Profit*

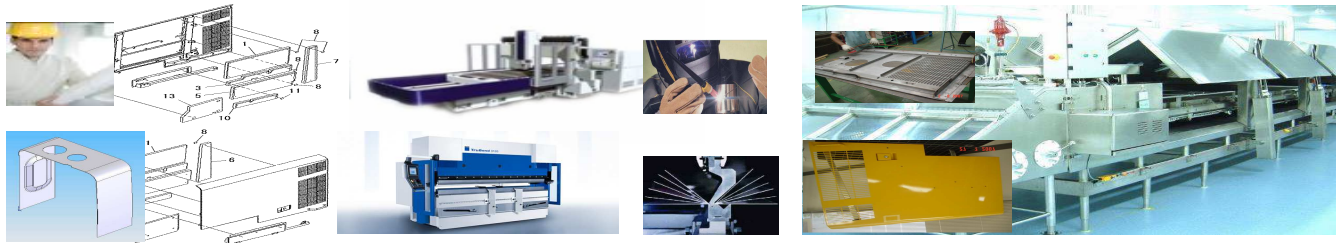
*Million Baht*

	Q1'07	Q2'07	Q3'07	CUM Q1~Q3
Sales	14.2	9.9	13.3	37.4
Gross Profit	26.5 %	24.8 %	9.3 %	18.9 %
Net Profit	14.7 %	4.5 %	-1.0 %	6.4 %



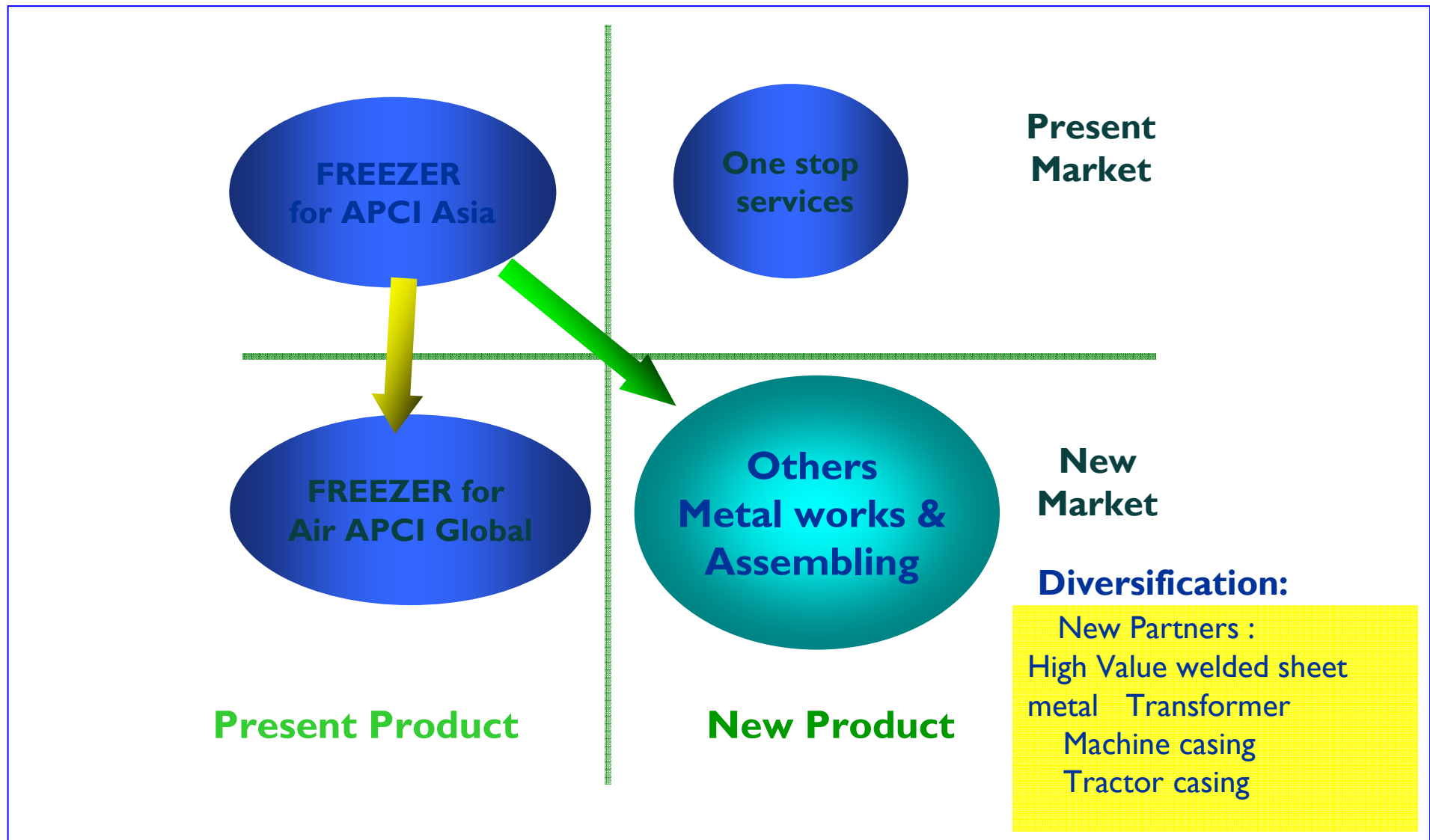
**FTM**

**SNC**



# ***Strategic Progress***

# Business Growth Strategy



## Tractor Casing / Tank

### Diversification:

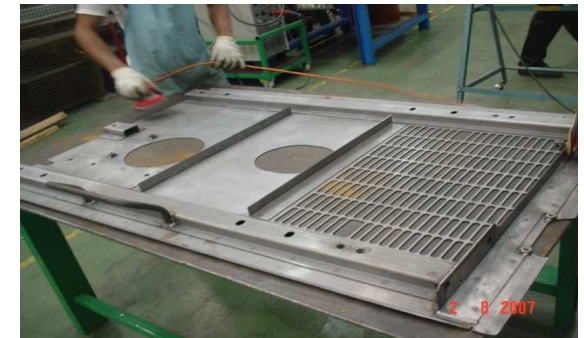
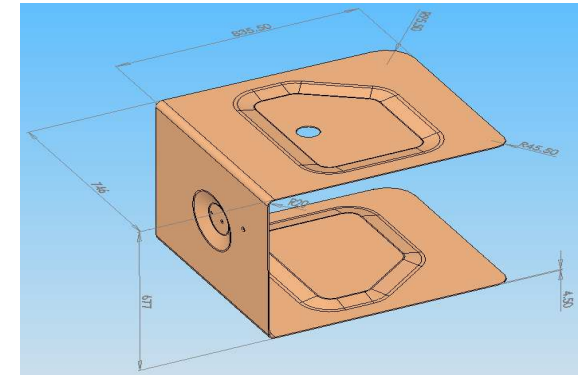
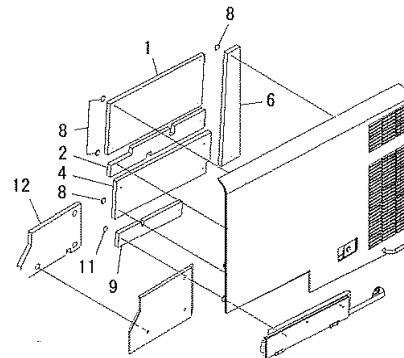
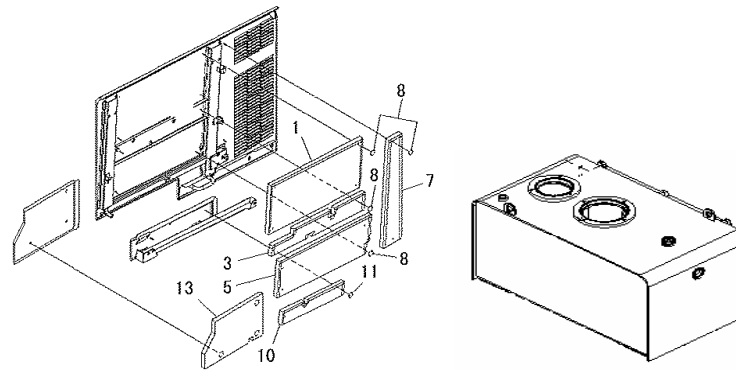
New Partners :

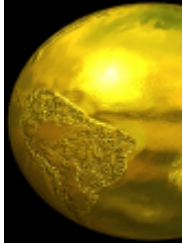
High Value welded sheet metal

Transformer

Machine casing

Tractor casing



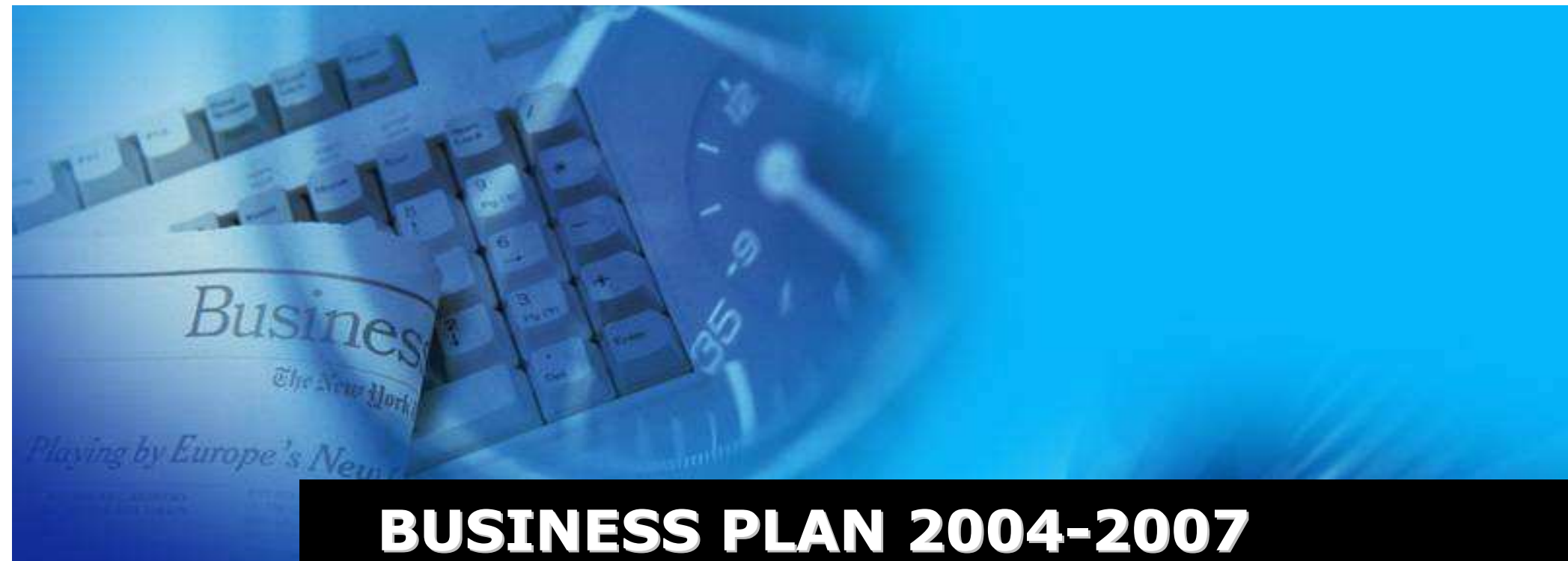


**THE WORLD-CLASS  
STAINLESS STEEL  
APPLICATIONS PROVIDER**

**Thank You**



**Padej Montburinont**



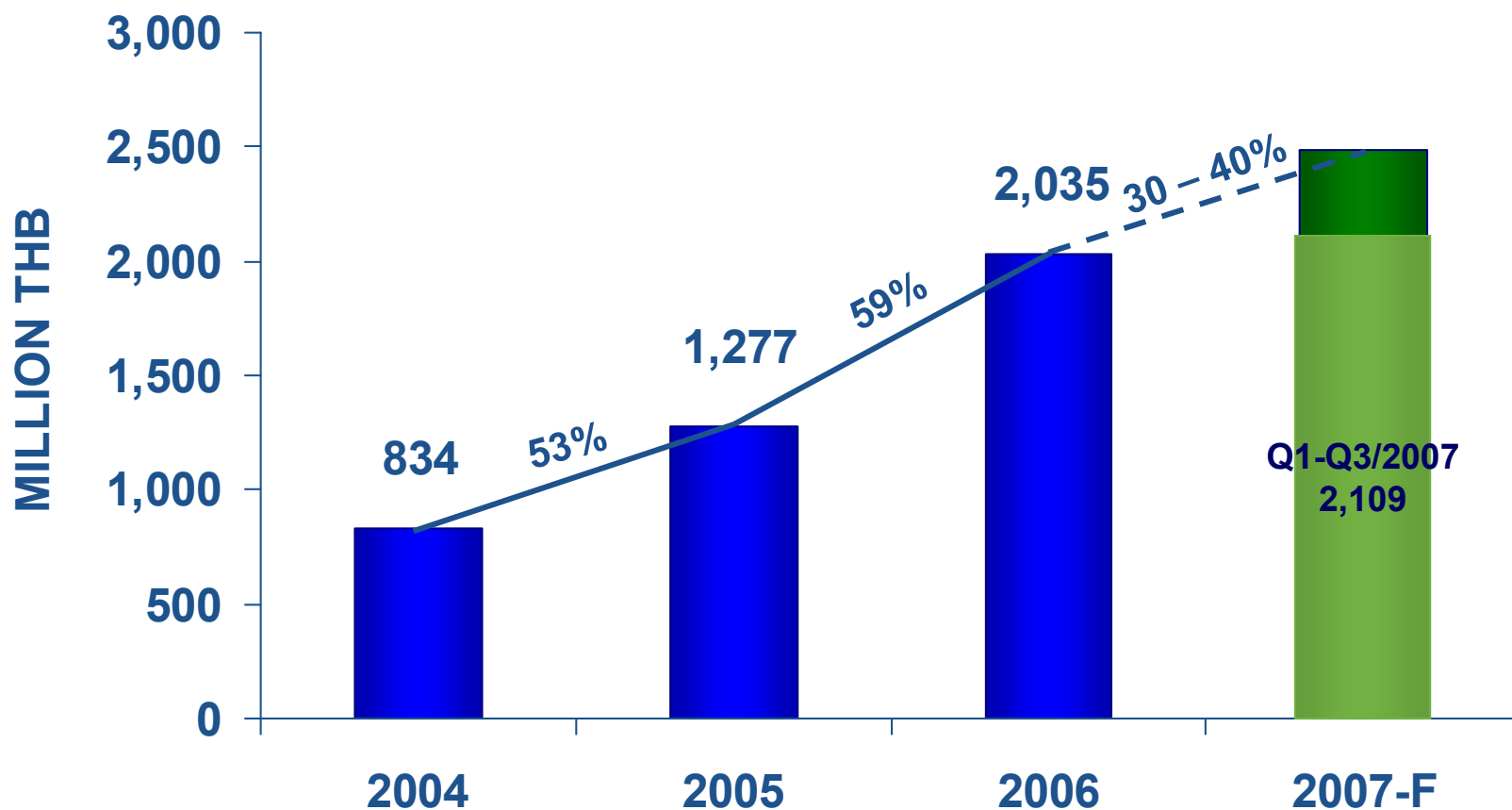
# **BUSINESS PLAN 2004-2007**

## **SNC GROUP**

Business  
The New York

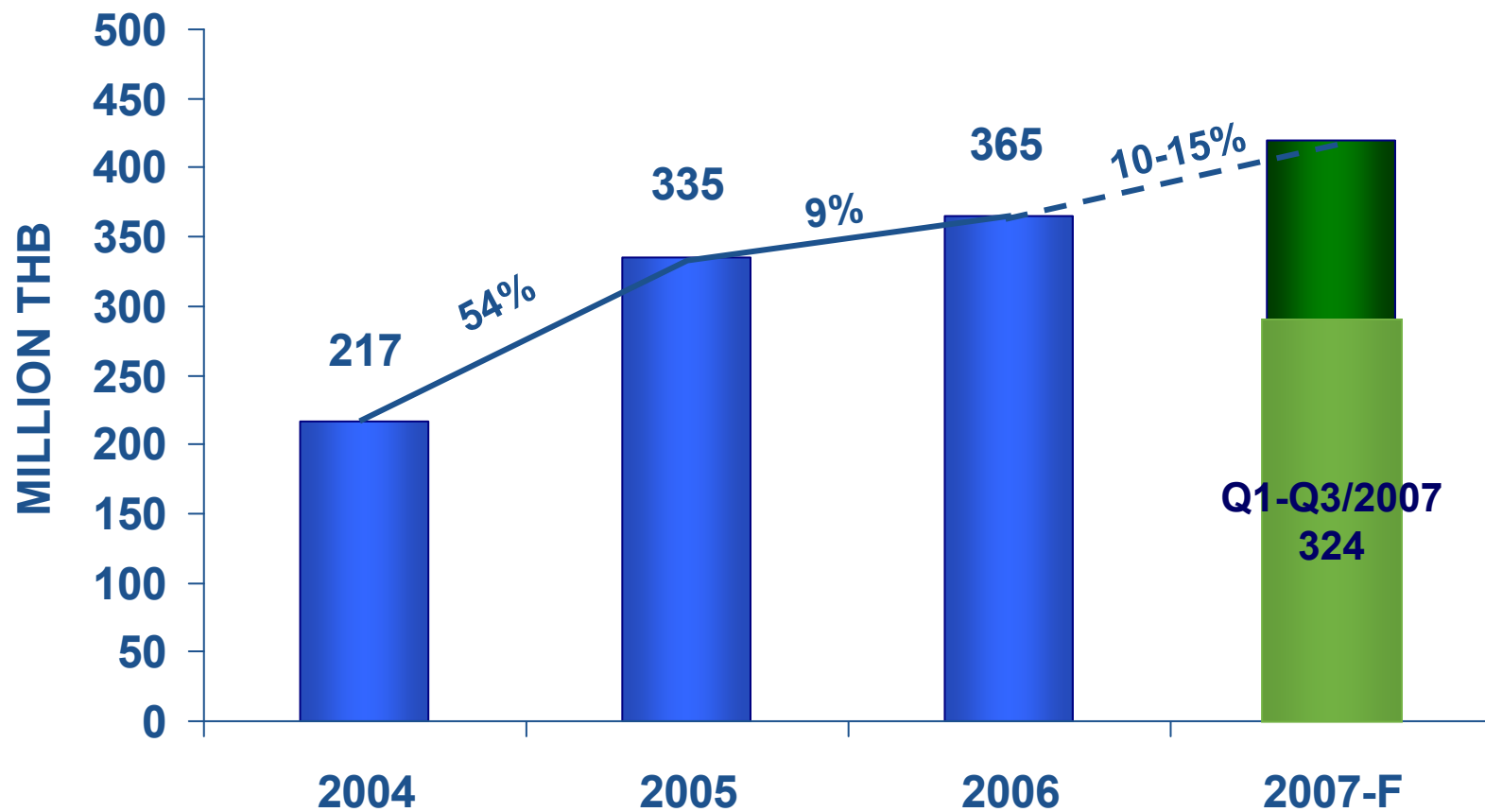
# BUSINESS PLAN 2004 - 2007

## SNC GROUP



Business  
The New York

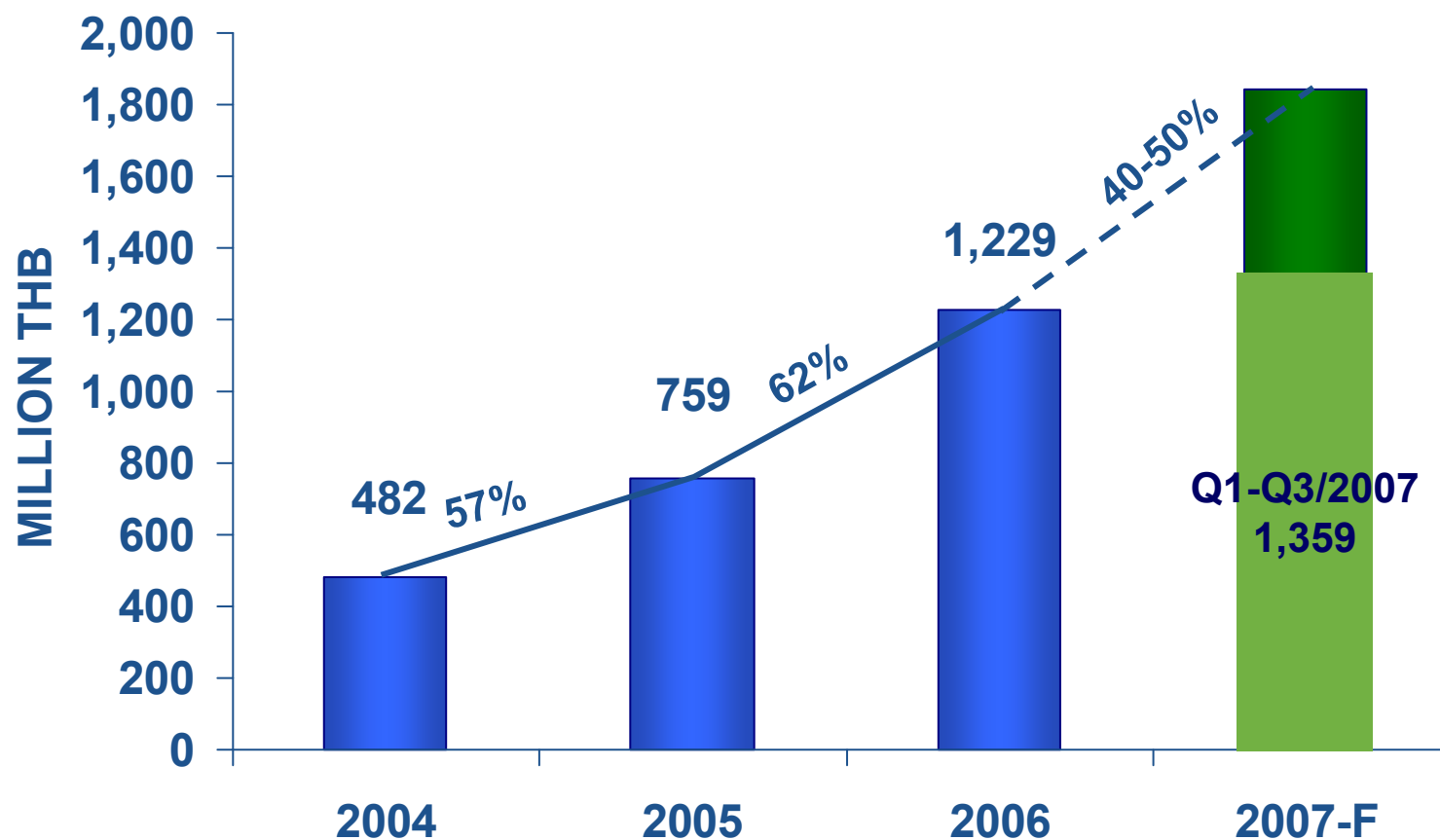
# BUSINESS PLAN 2004 - 2007 AUTOMOBILE



Business  
The New York

# BUSINESS PLAN 2004 - 2007

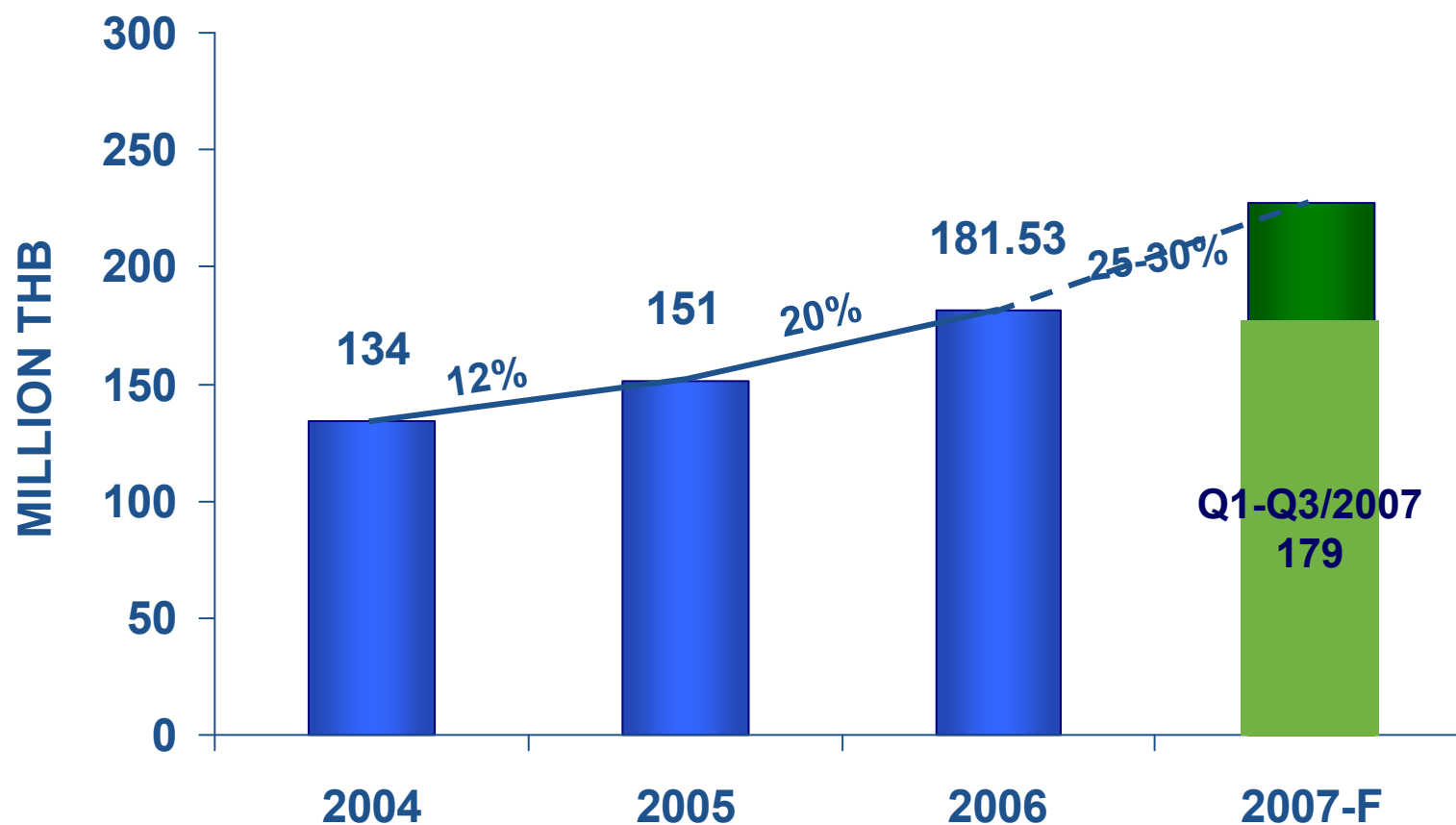
## AIR CONDITIONER





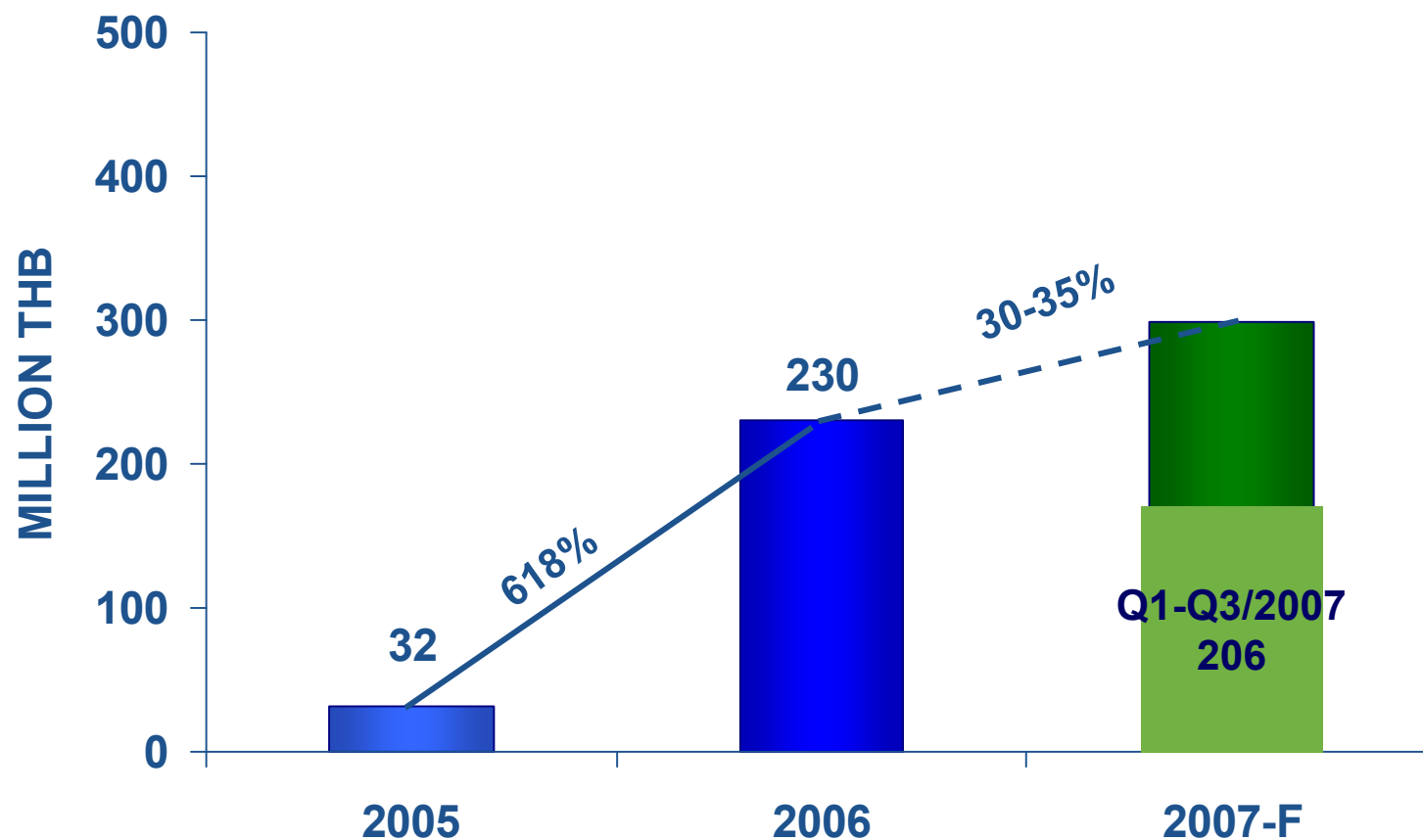
Business  
The New York

# BUSINESS PLAN 2004 - 2007 COMPRESSOR

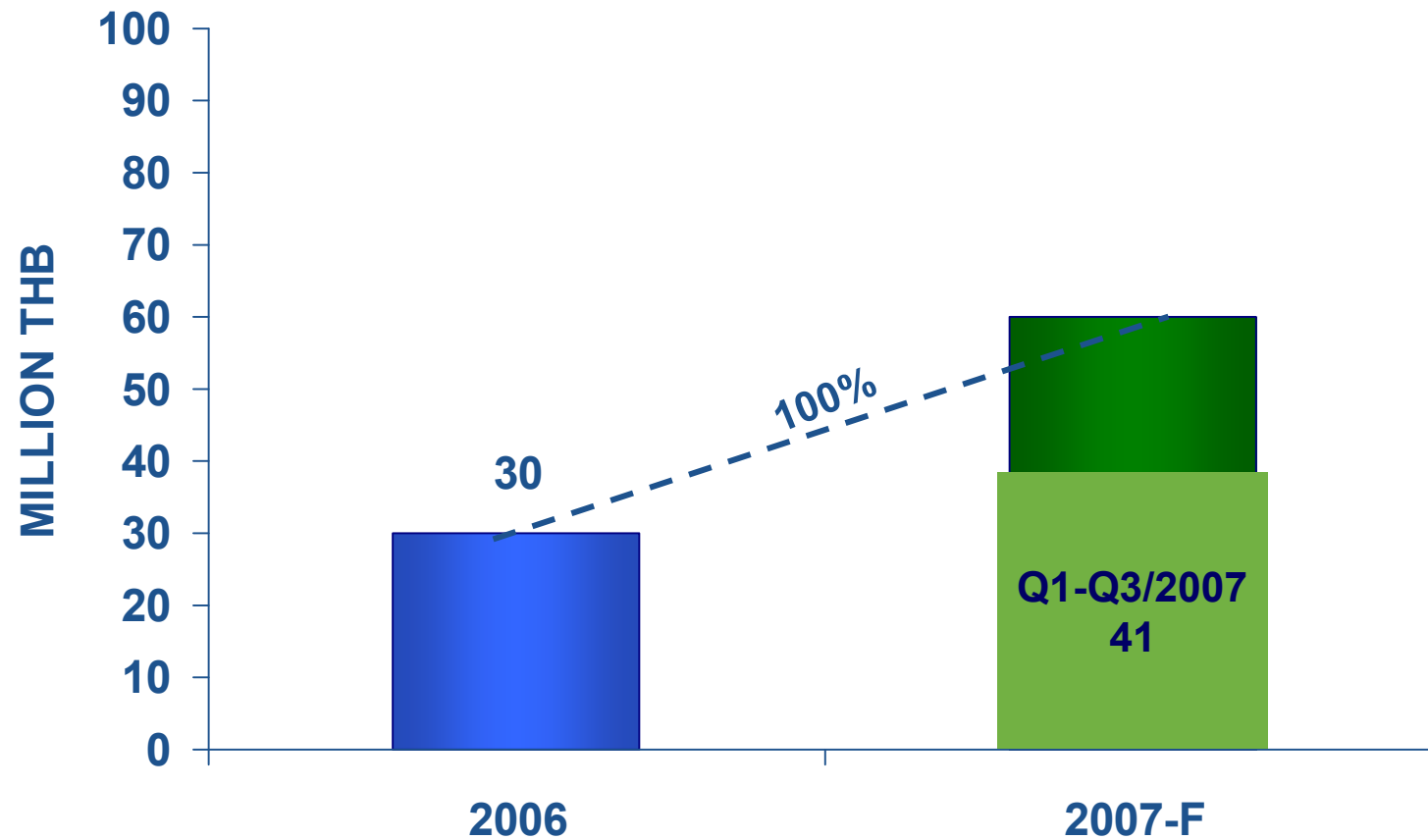


Business  
The New York

# BUSINESS PLAN 2005 - 2007 SHEET METAL



# BUSINESS PLAN 2006 - 2007 OTHERS





# Question & Answer





**THE END**

**THANK YOU**