

SNC Former Public Company Limited

Quality and Service First



THE OPPORTUNITY DAY
@ Stock Exchange of Thailand
February 27, 2006



AGENDA

SNC

HIGHLIGHTS OF THE YEAR 2005

OVERVIEW OF THE INDUSTRIES

FINANCIAL PERFORMANCE 2005

BUSINESS PLAN 2006

**CURRENT STATUS
SPE & SNC AIR-COND**

FRESH-TECH MANUFACTURING

OUR MANAGEMENT TEAM

QUESTION & ANSWER



Highlights of the Year 2005 **SNC**

SALES

1,277 MILLION THB (53% INCREASED FROM 2004)

NET PROFIT

122 MILLION THB (55% INCREASED FROM 2004)

DIVIDEND 2005

0.40 THB PER SHARE (0.30 THB PER SHARE IN 2004)

EBITDA

233 MILLION THB (51% INCREASED FROM 2004)

OVERVIEW OF THE INDUSTRIES (2003-2006)



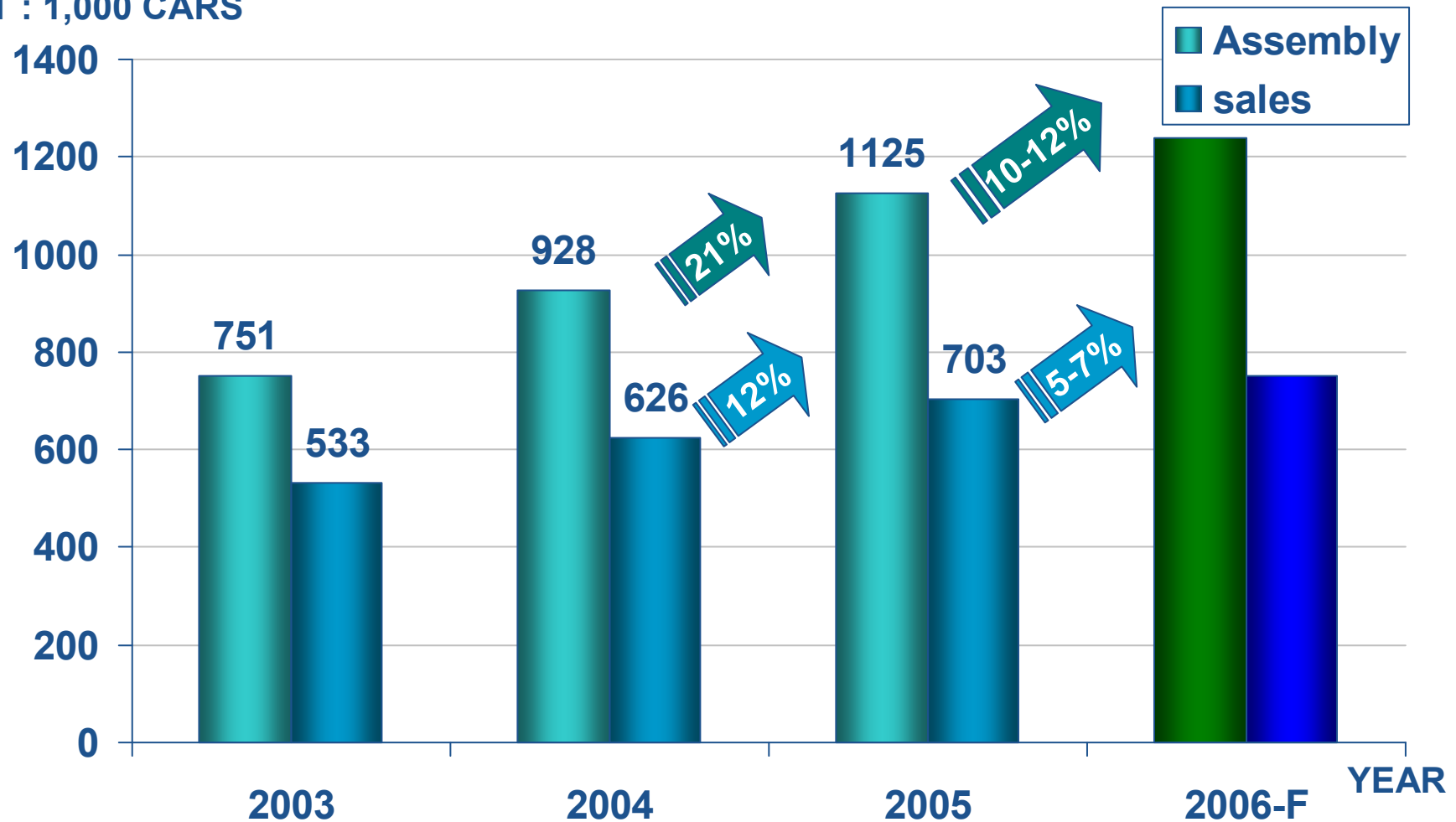
**AUTOMOBILE
AIR-CONDITIONER
COMPRESSOR
REFRIGERATOR
LAUNDRY MACHINE**



AUTOMOBILE ASSEMBLY & SALES (2003-2006)

SNC

UNIT : 1,000 CARS



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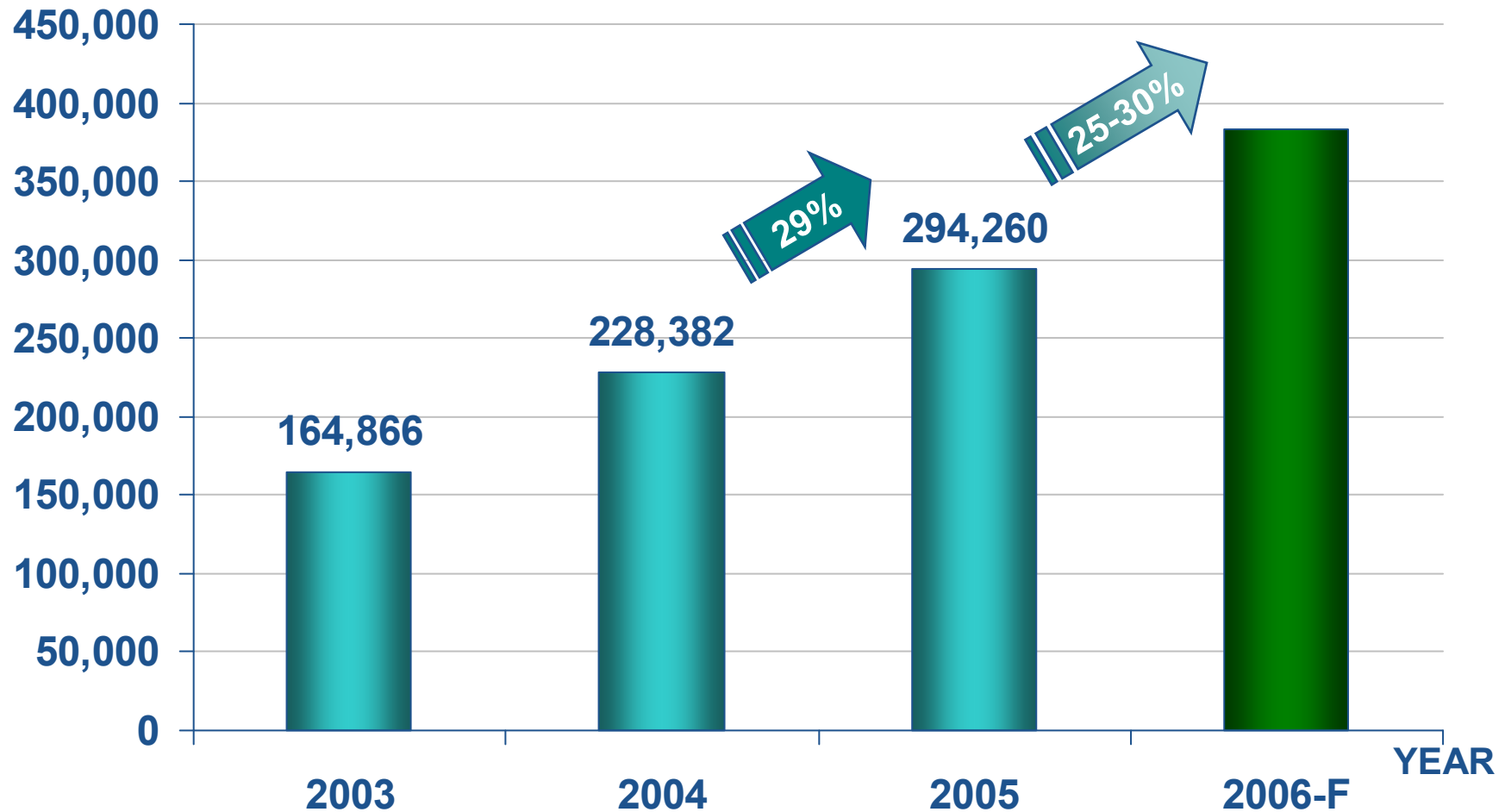
Source: Thai Auto Parts Association



EXPORT CARS AND AUTOMOTIVE PARTS (2003-2006)

SNC

UNIT : MILLION BAHT



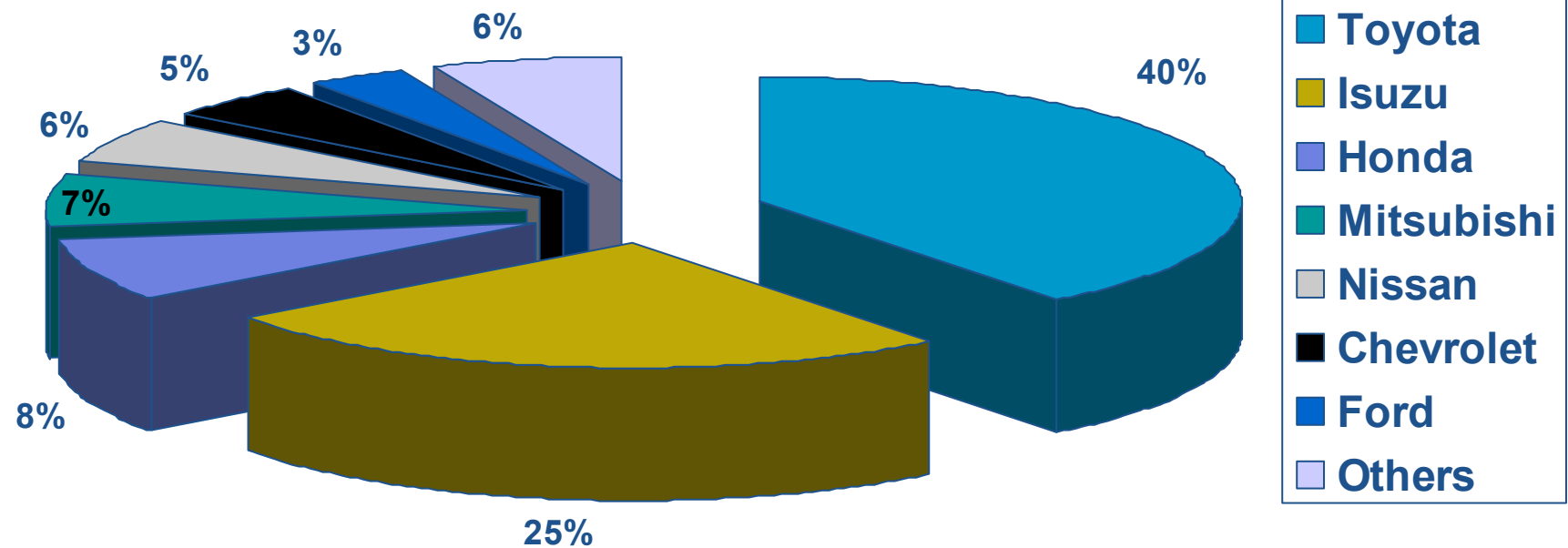
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Source: Thai Auto Parts Association



AUTOMOBILE MARKETSHARE 2005

SNC



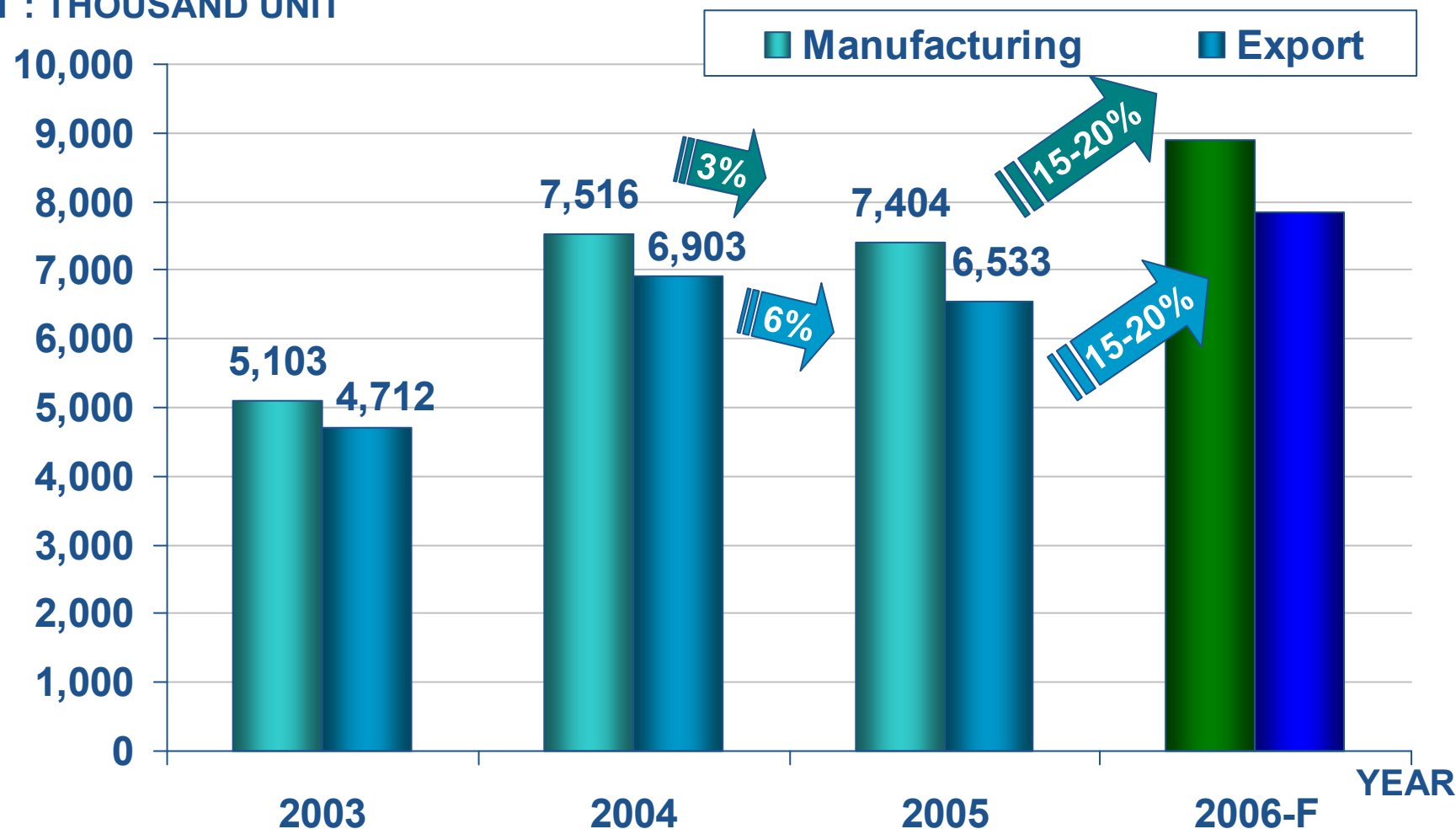
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AIR-CONDITIONER MANUFACTURING & EXPORT (2003-2006)

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UNIT : THOUSAND UNIT



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on Feb 27, 2006*

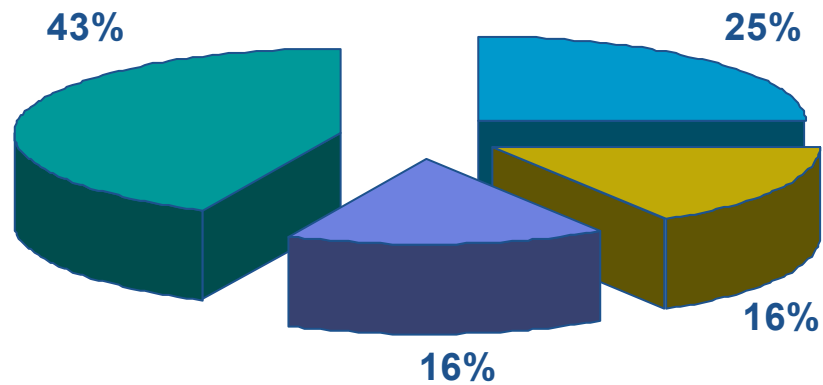
Source: The Office of Industrial Economics,
The Ministry of Industries



AIR-CONDITIONER MARKET SHARE 2005

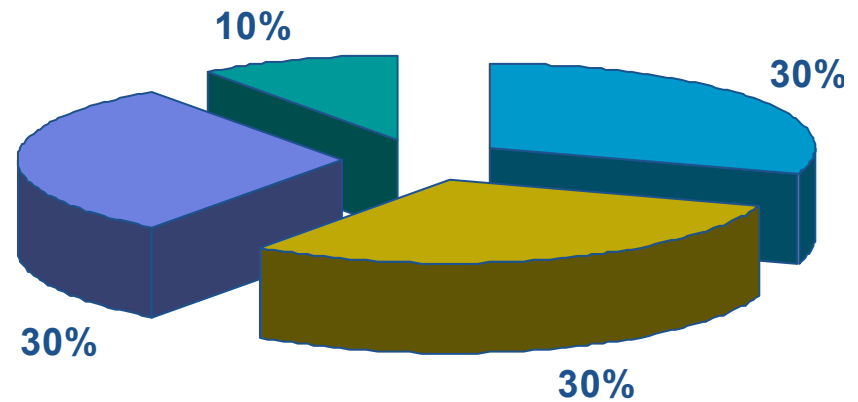
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HOME USE



■ Mitsubishi ■ Panasonic
■ LG ■ Others

COMMERCIAL USE



■ Trend ■ Carrier ■ York ■ Others

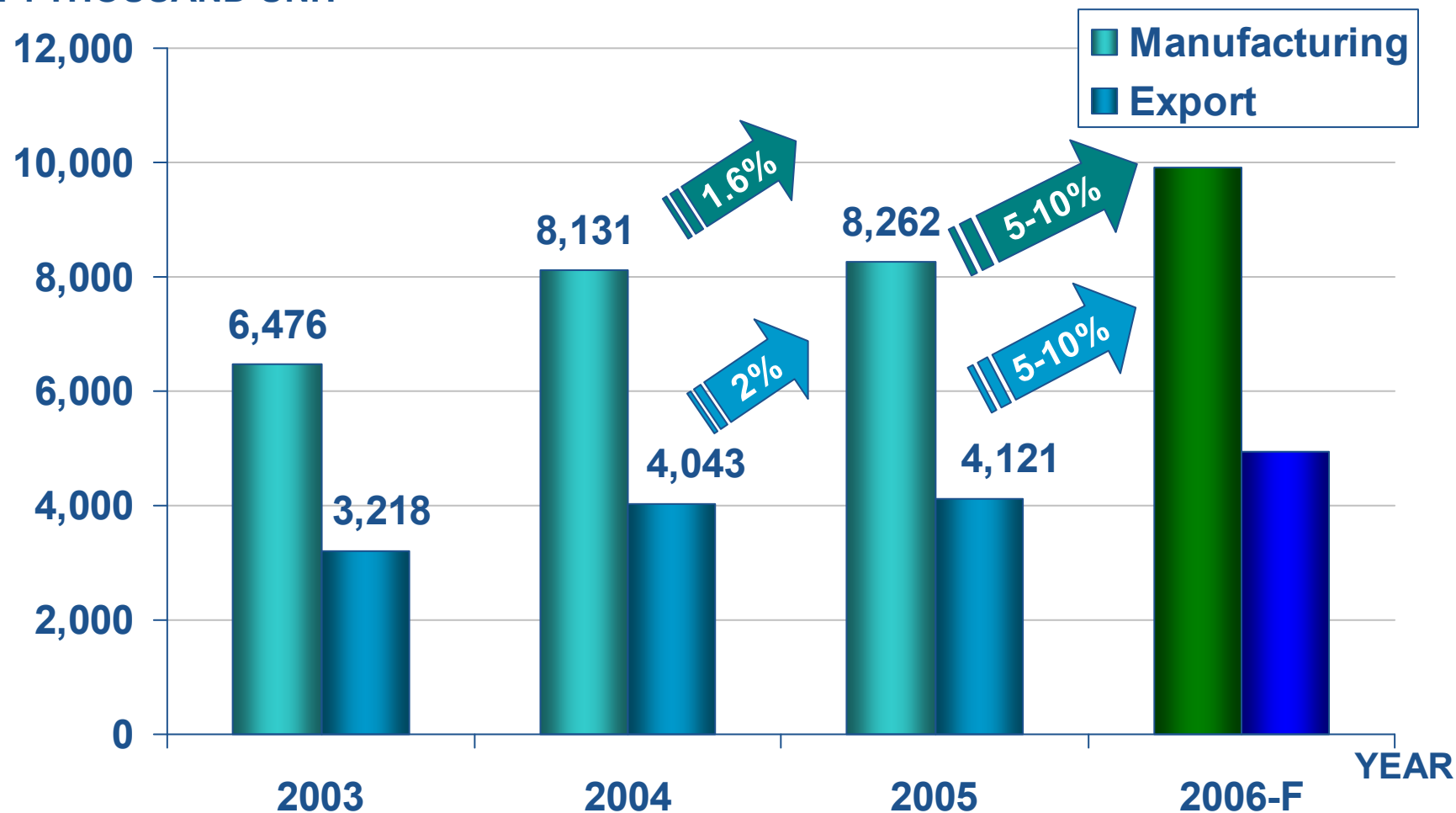
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COMPRESSOR MANUFACTURING & EXPORT (2003-2006)

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UNIT : THOUSAND UNIT



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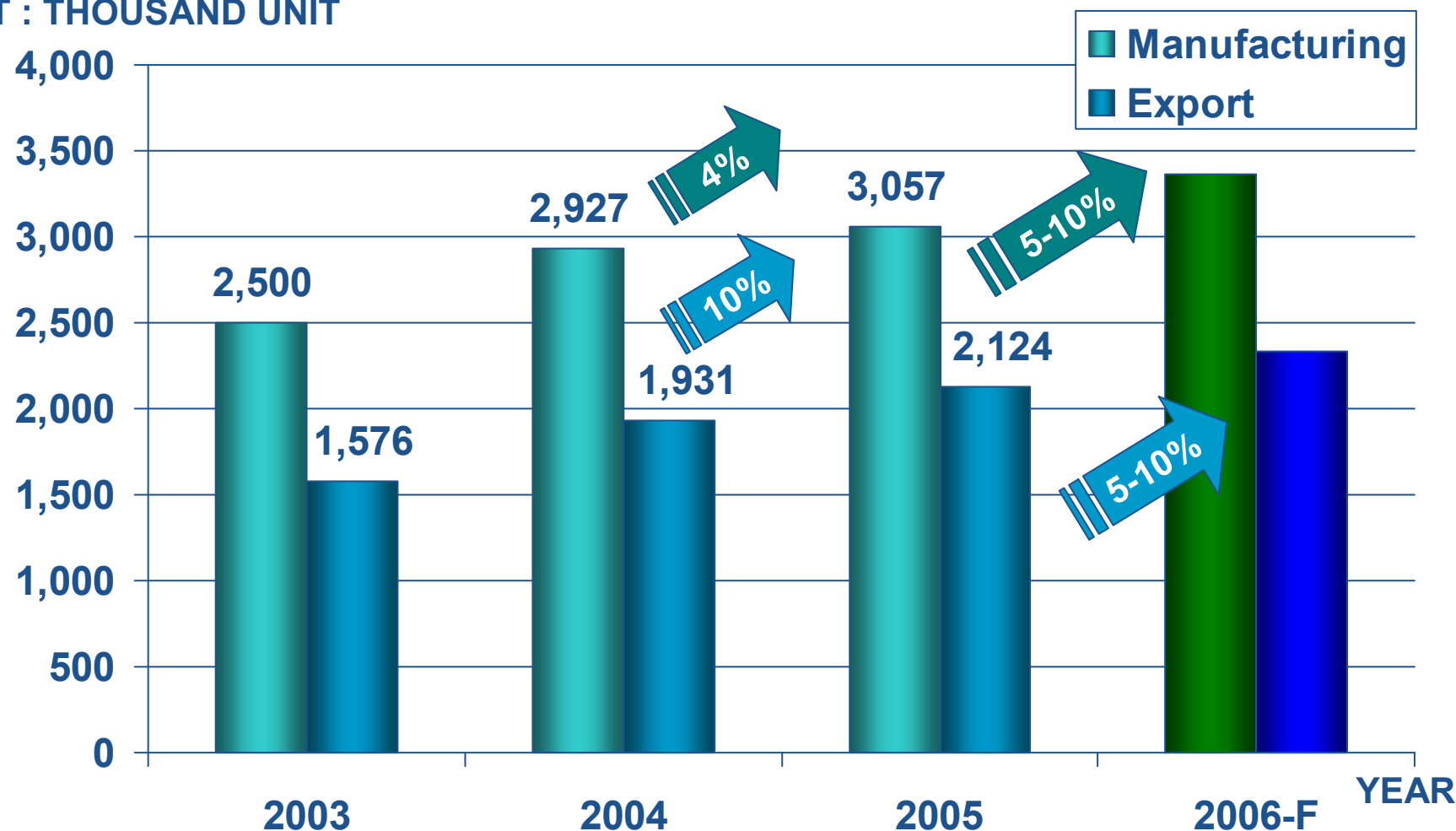
Source: The Office of Industrial Economics,
The Ministry of Industries



REFRIGERATOR MANUFACTURING & EXPORT (2003-2006)

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UNIT : THOUSAND UNIT



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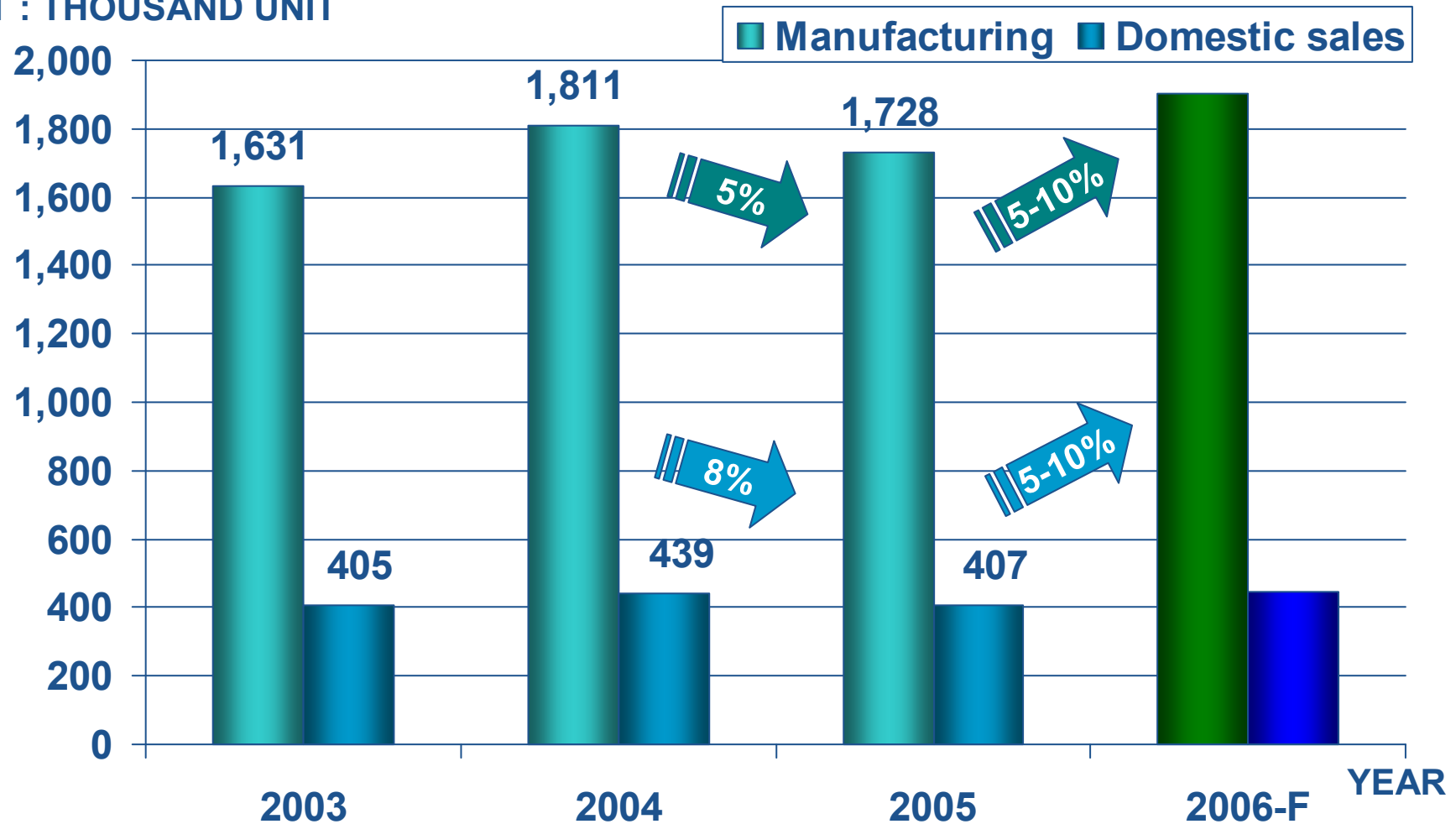
Source: The Office of Industrial Economics,
The Ministry of Industries



LAUNDRY MACHINE MANUFACTURING & DOMESTIC SALES (2003-2006)

SNC

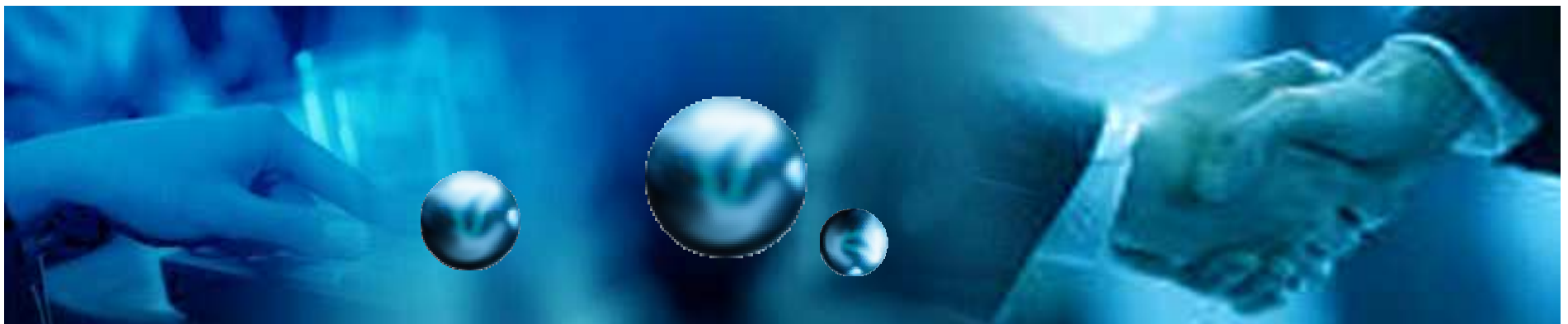
UNIT : THOUSAND UNIT



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Source: Bank of Thailand

FINANCIAL PERFORMANCE 2005



MR. RATTAPOOM NANTAPATAWEE



FINANCIAL PERFORMANCE

SNC

OPERATING RESULTS

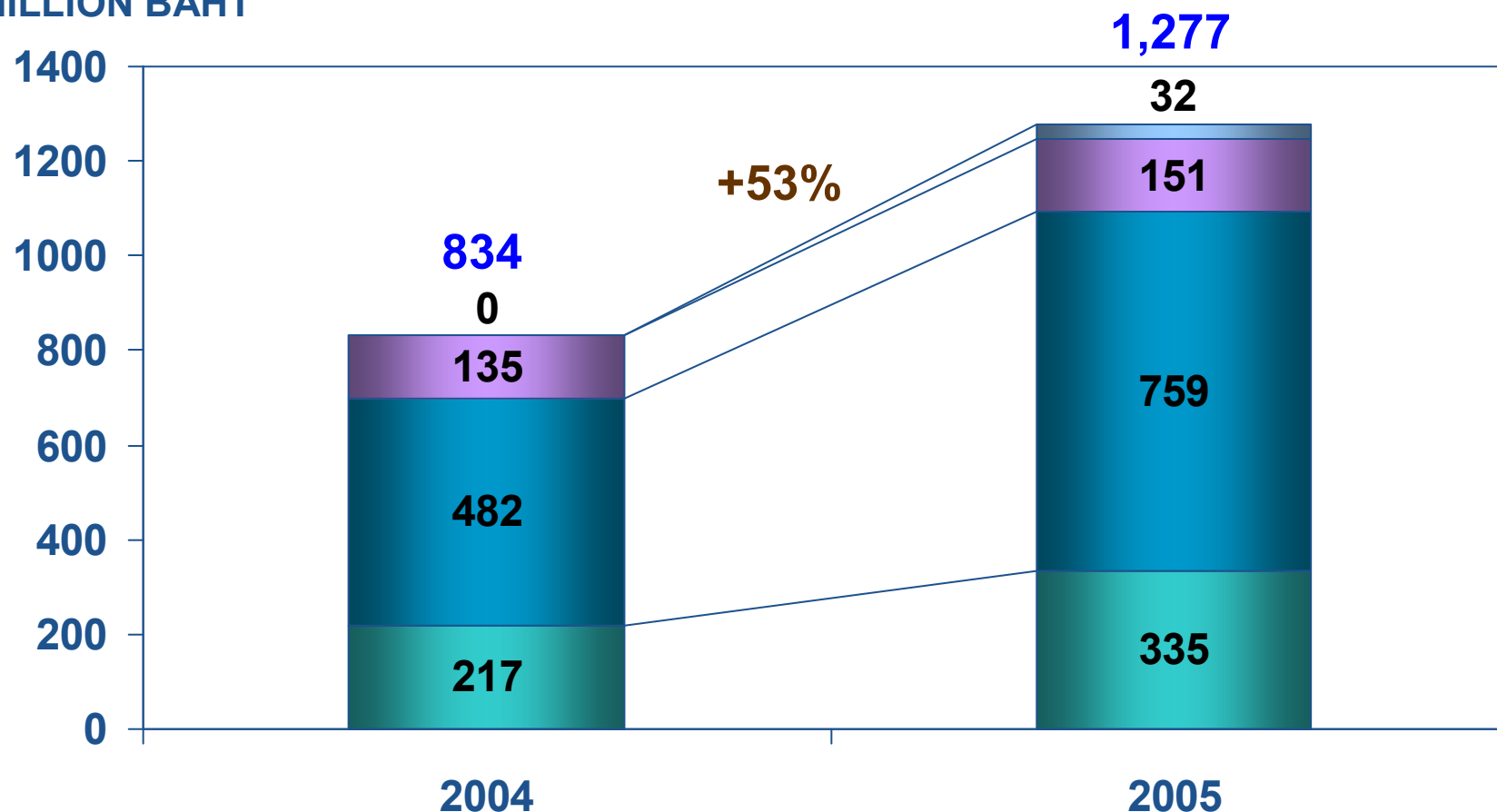
FINANCIAL RATIO



SALES : OVERALL

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MILLION BAHT



■ Automobile ■ Air Condition ■ Compressor ■ Metal Sheet

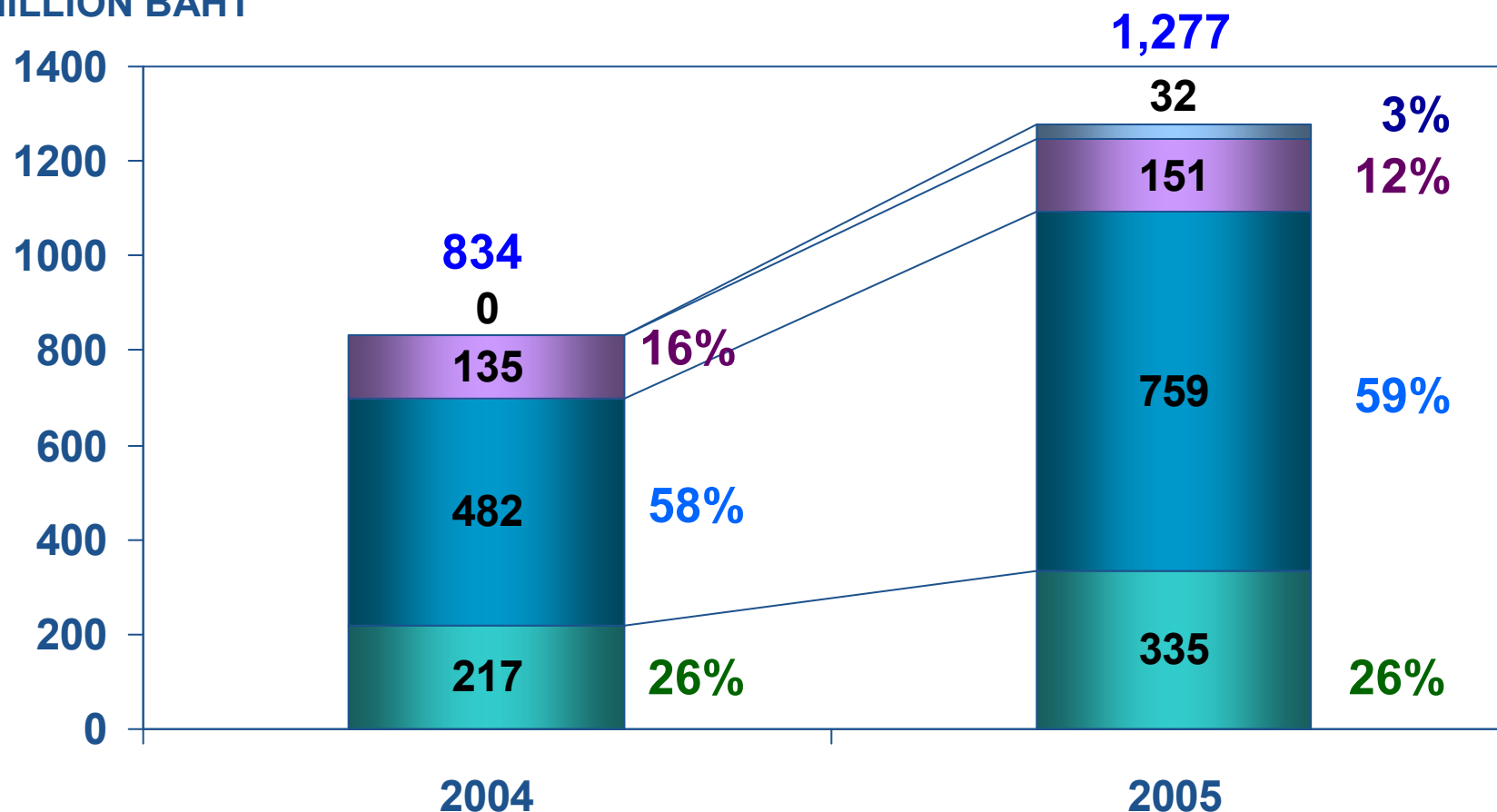
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SALES : SEGMENT

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MILLION BAHT



■ Automobile ■ Air Condition ■ Compressor ■ Metal Sheet

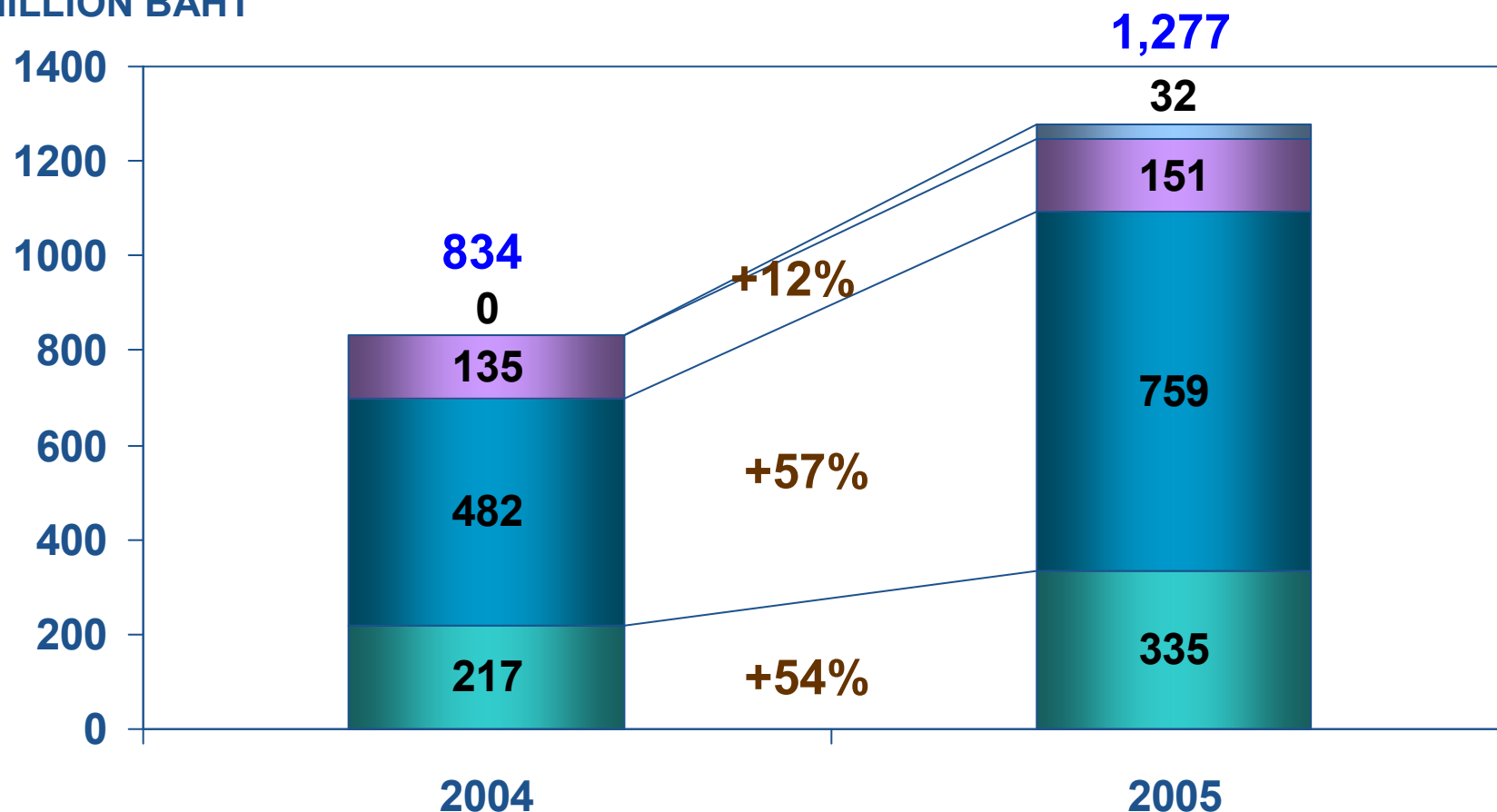
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SALES : SEGMENT

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MILLION BAHT



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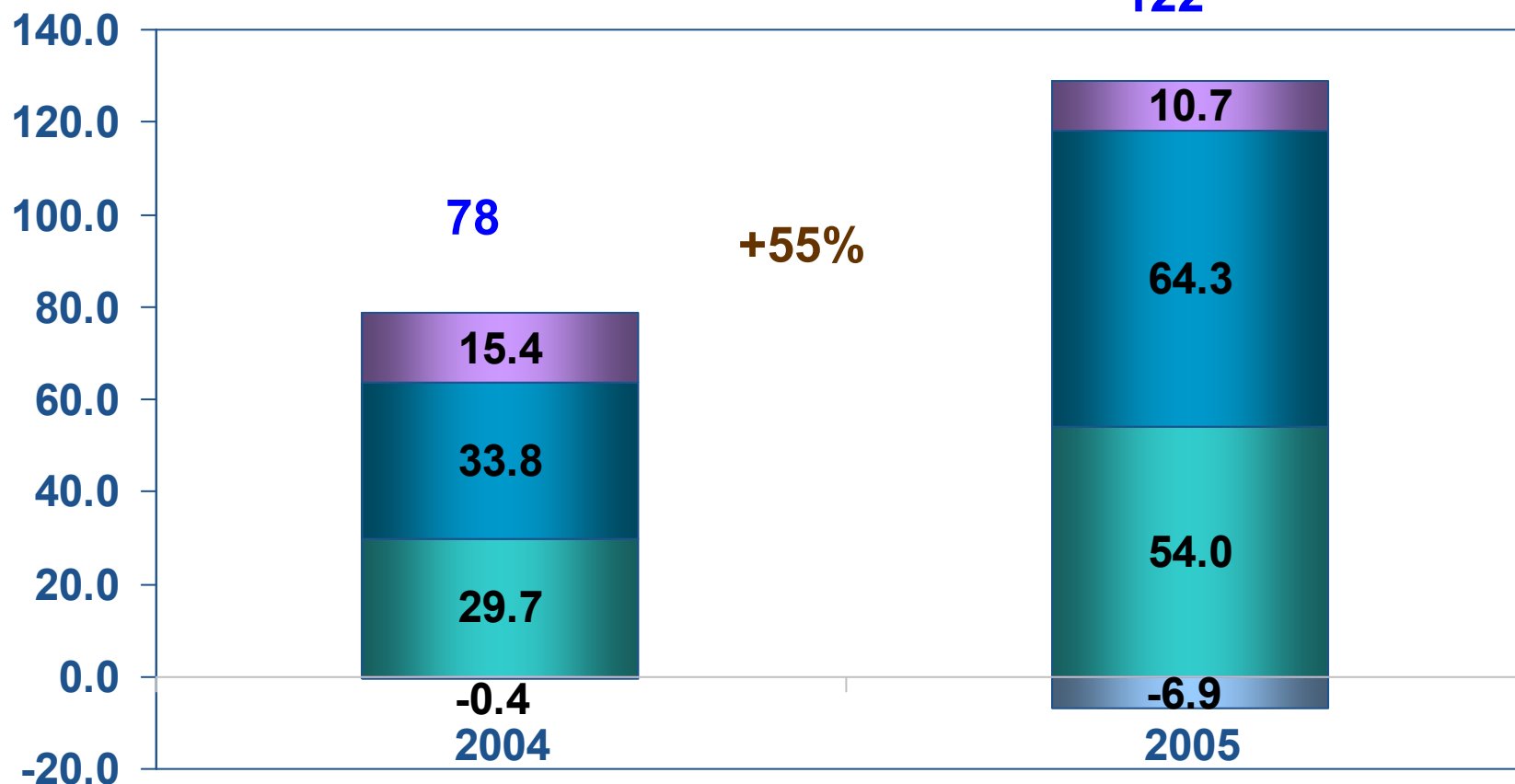
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EAT

SNC

MILLION BAHT



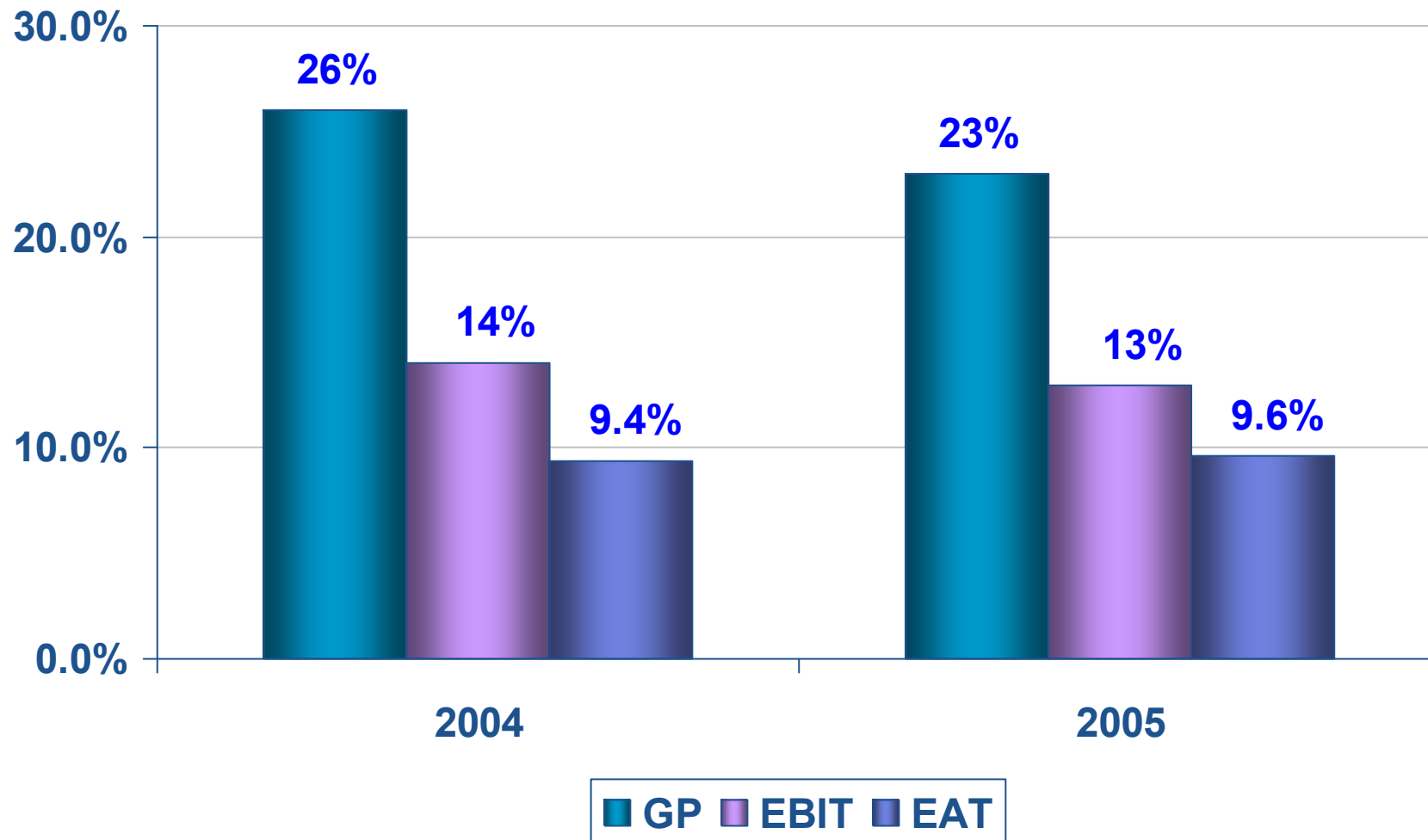
■ Automobile ■ Air Condition ■ Compressor ■ Metal Sheet

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PROFITABILITY (GP, EBIT and EAT)

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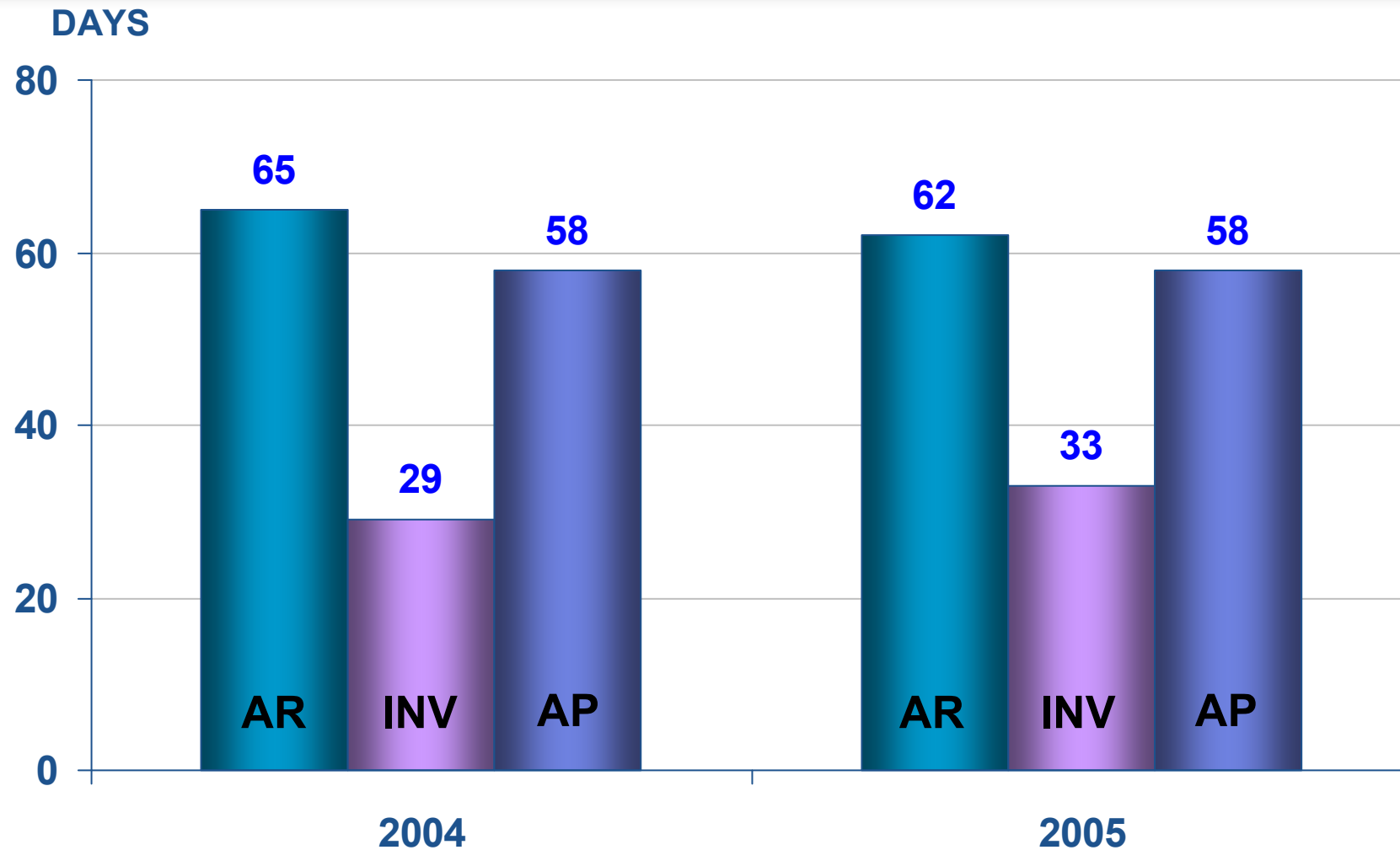


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LIQUIDITY

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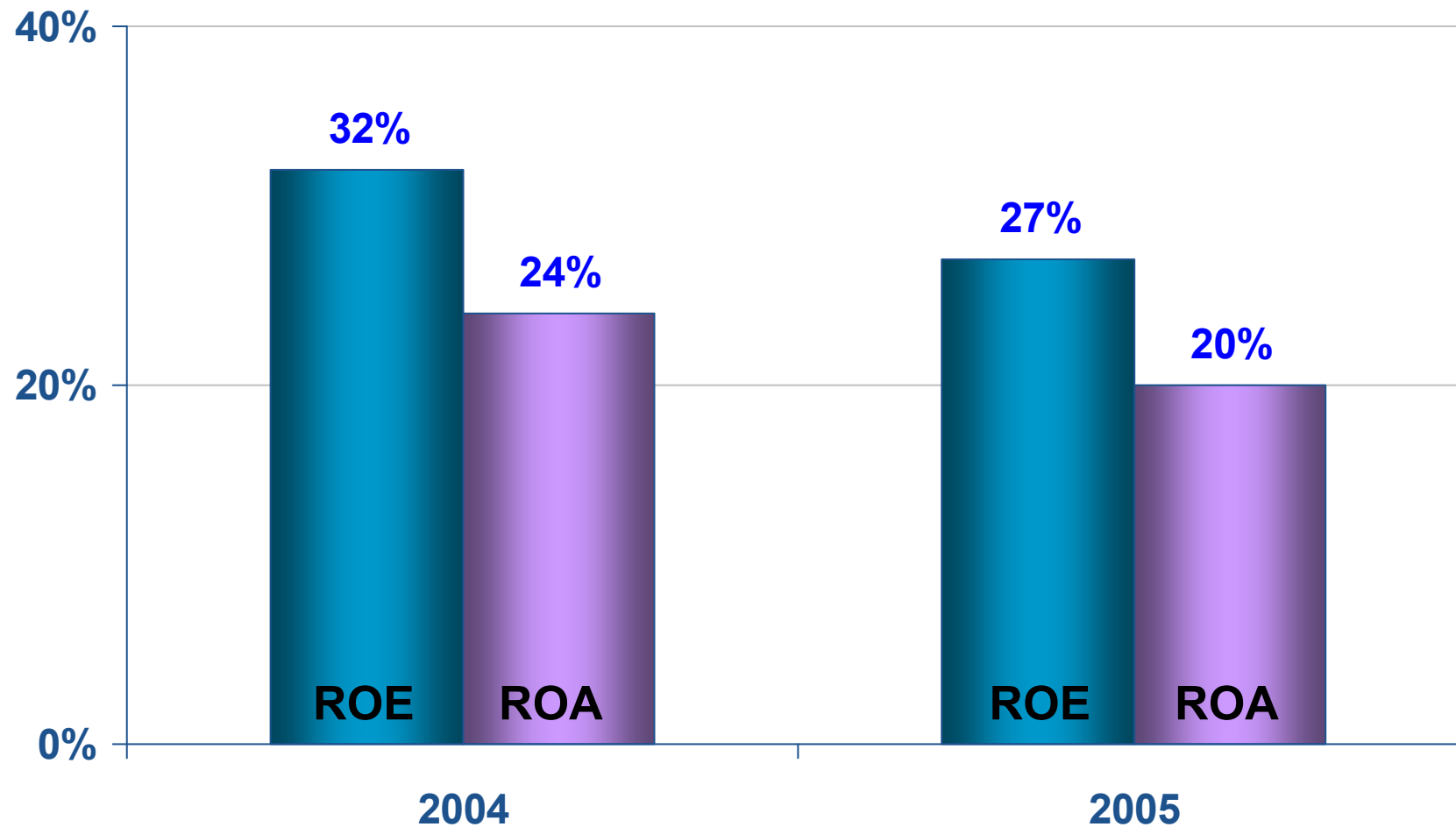


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ROE and ROA

SNC



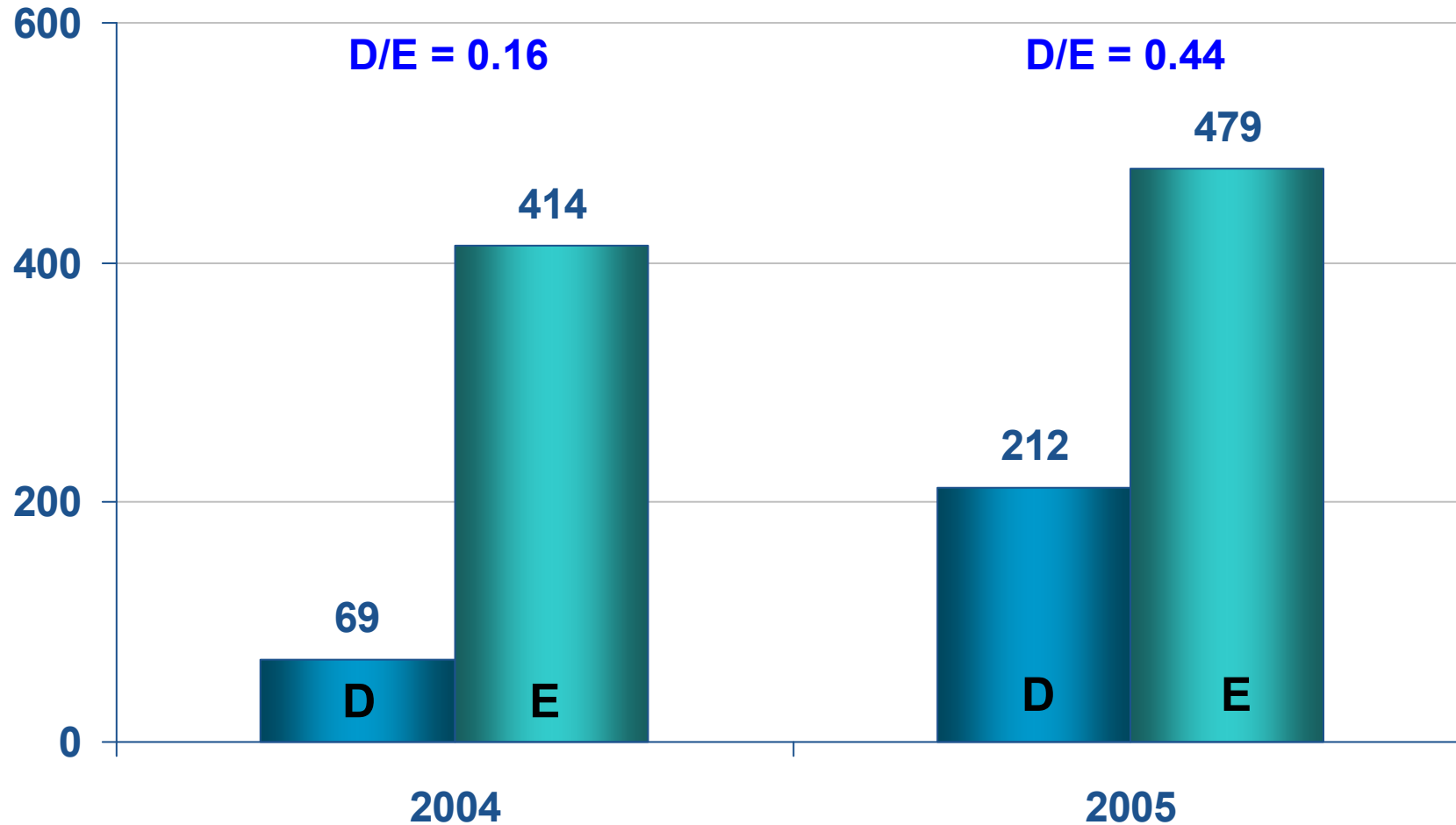
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Debt (interest) per Equity

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MILLION BAHT

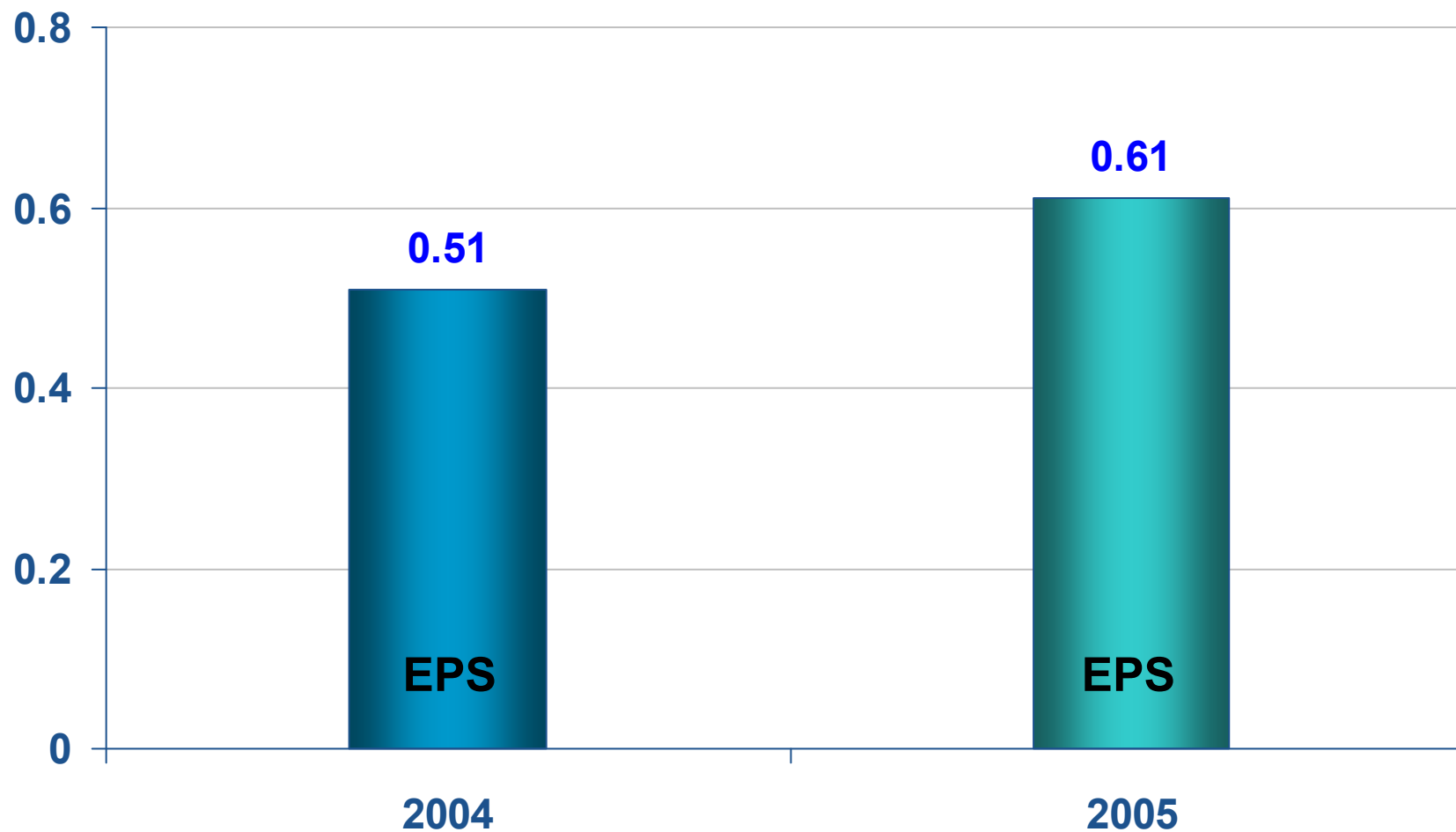




EPS

SNC

BAHT PER SHARE



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BUSINESS PLAN 2006



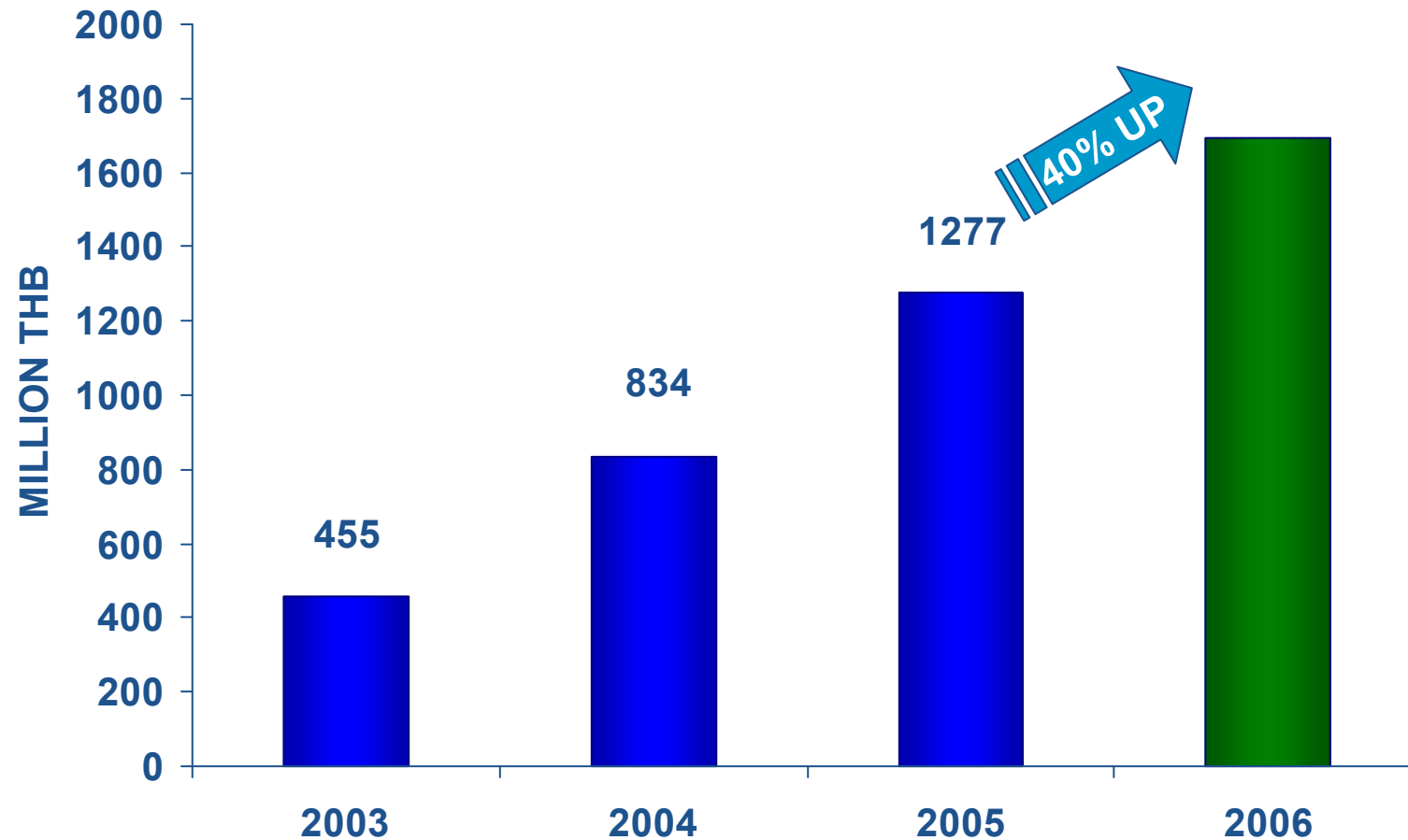
SNC GROUP



BUSINESS PLAN 2006

SNC GROUP

SNC

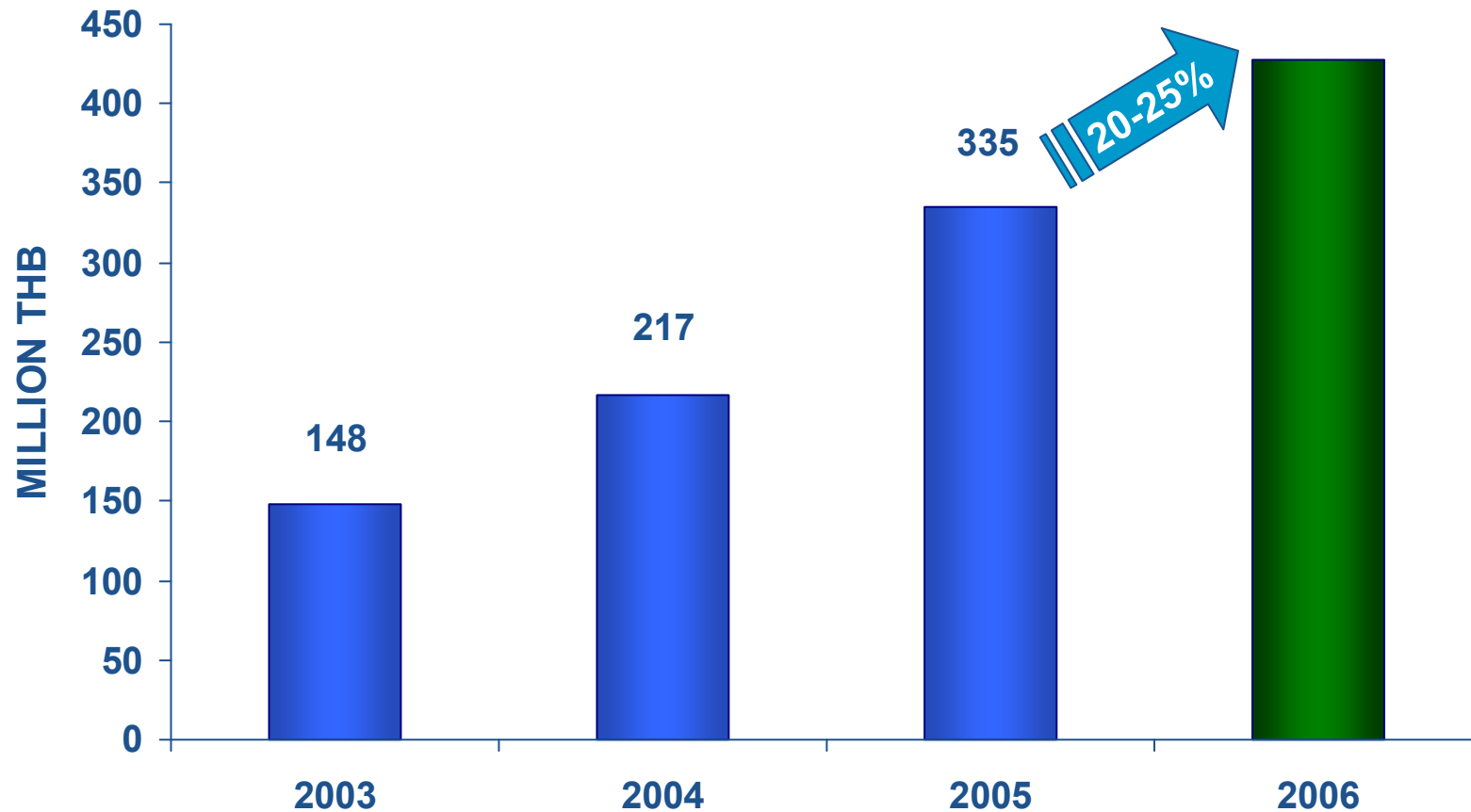


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BUSINESS PLAN 2006 AUTOMOBILE

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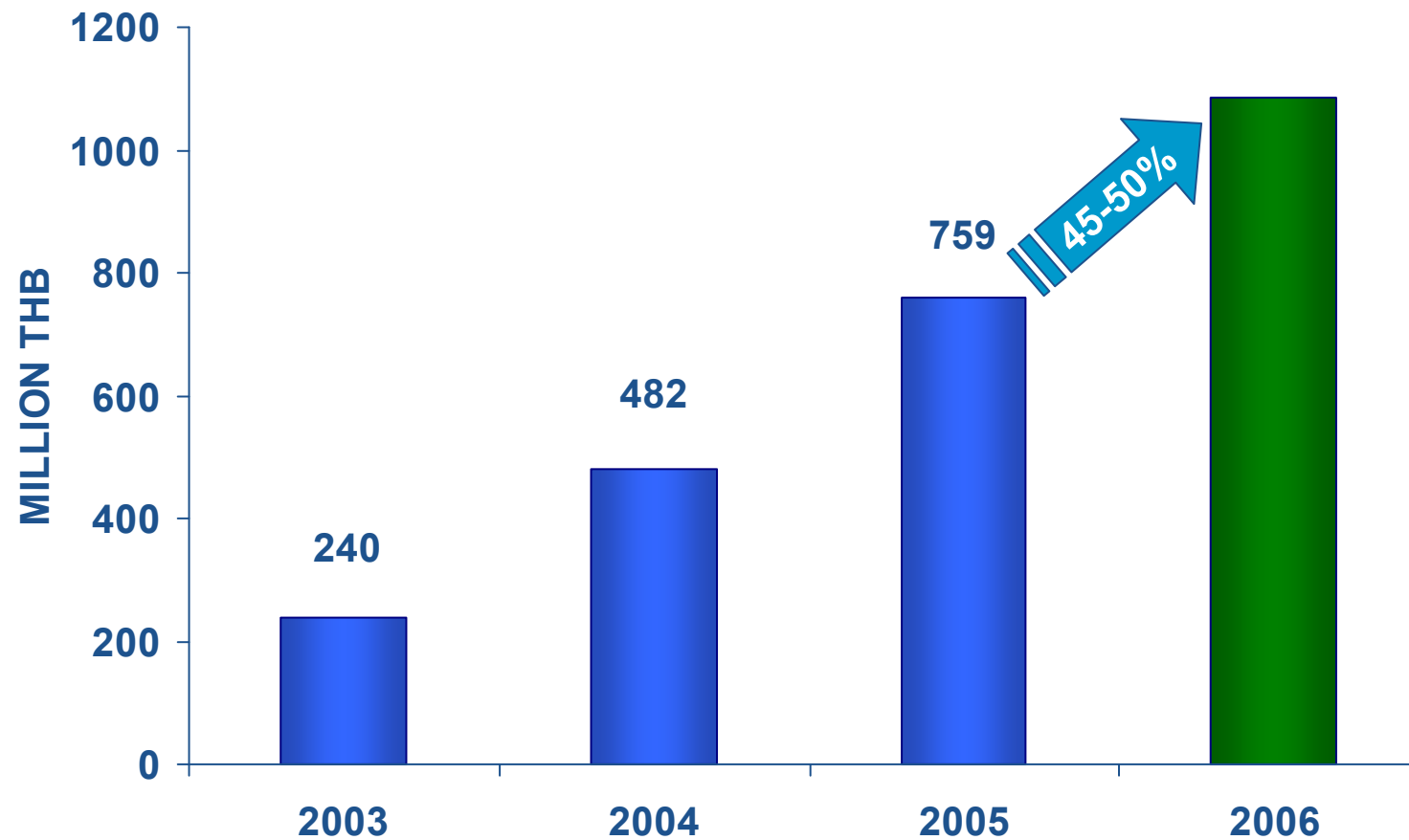
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BUSINESS PLAN 2006

AIR- CONDITIONER

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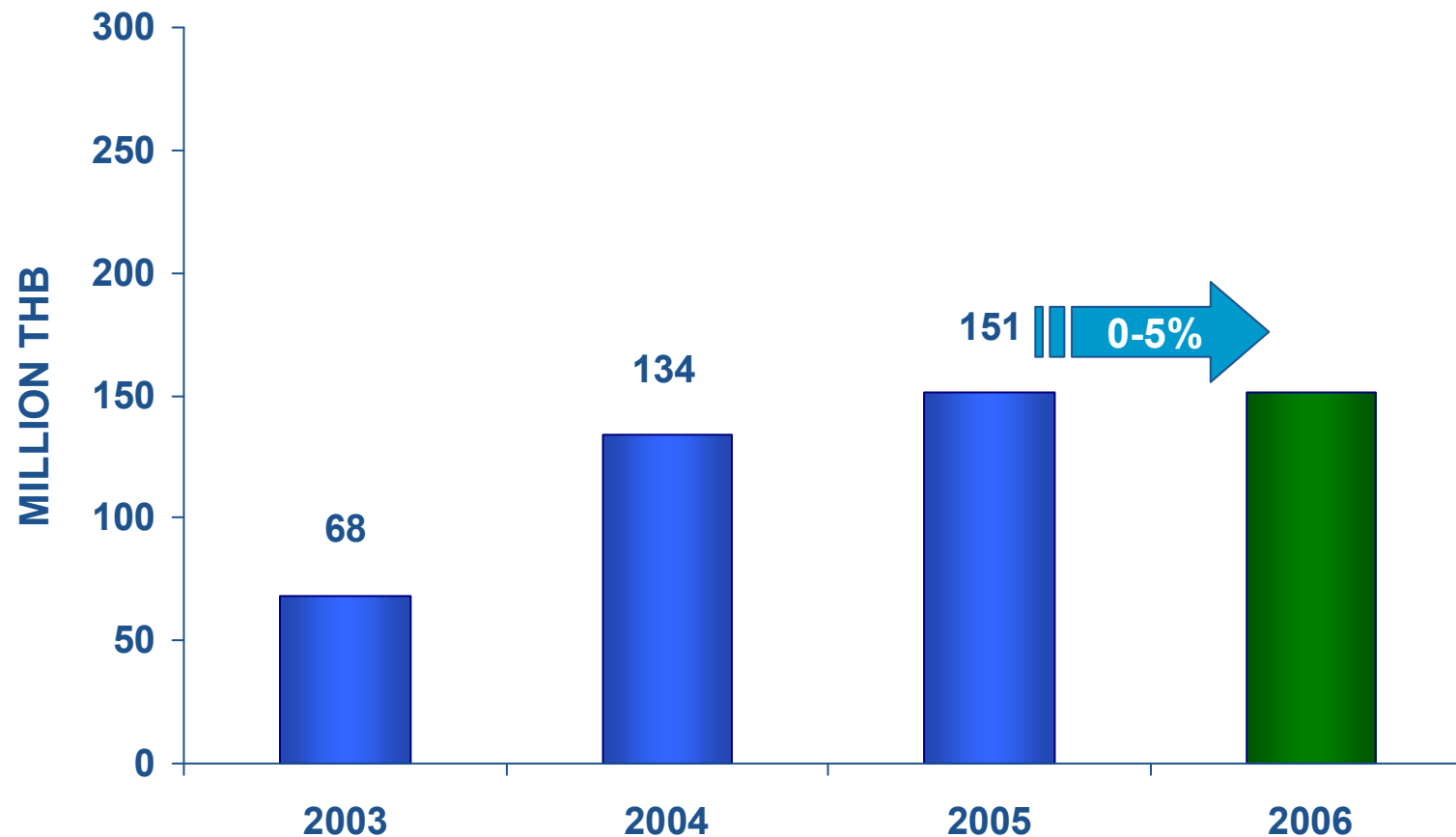


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BUSINESS PLAN 2006 COMPRESSOR

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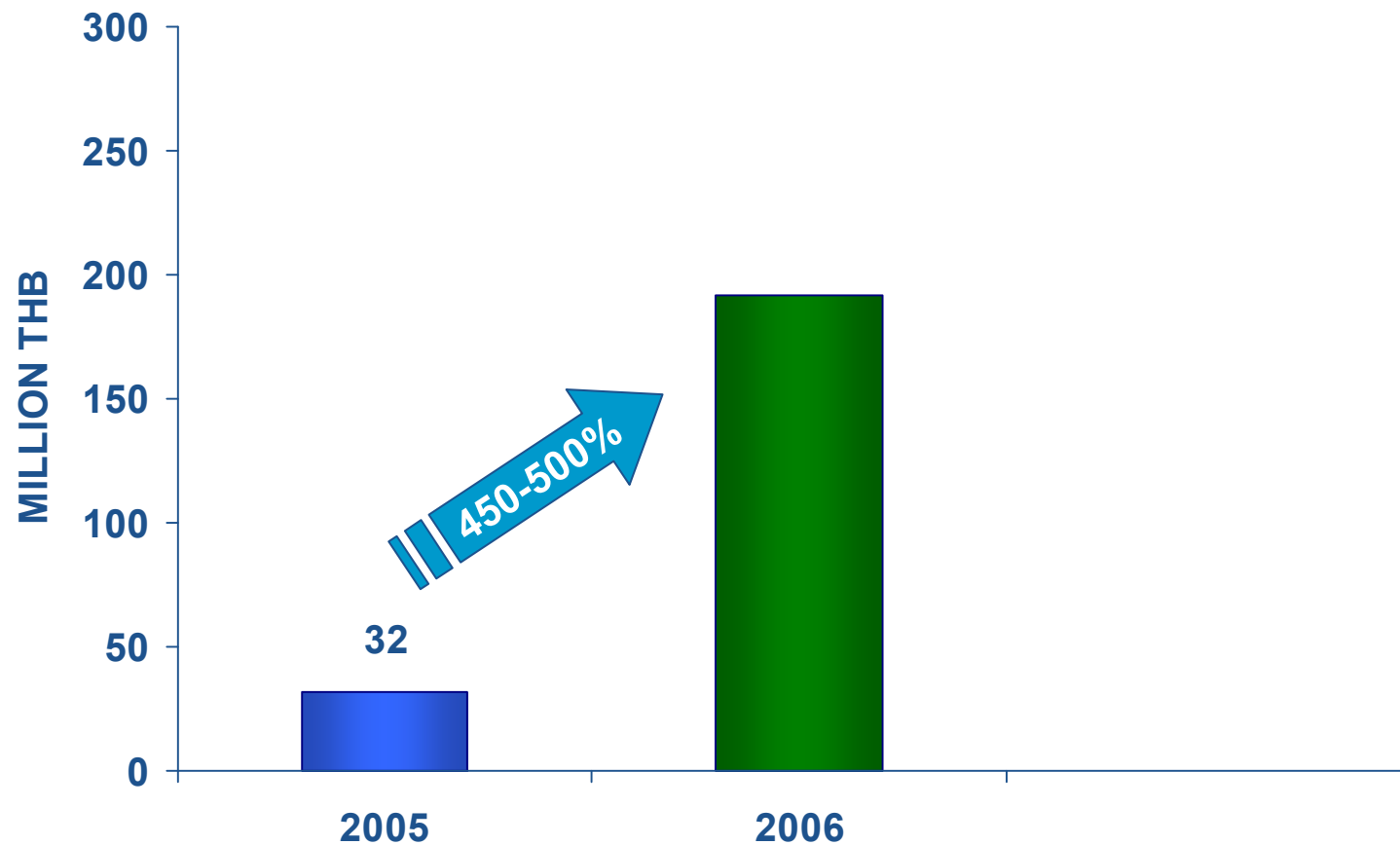


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BUSINESS PLAN 2006 METAL SHEET

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Remark: Production2005 started from Jul-Dec

FTM FRESH-TECH MANUFACTURING



MR. PADEJ NONTBURINONT



INTRODUCTION TO FTM

FTM

CORPORATE VISION

CORPORATE MISSIONS

**BUSINESS PLAN
FORECAST 2006-2010**

FTM: PRODUCTS

MARKETING STRATEGIES

FTM CUSTOMERS

FREEZER TUNNEL



THE VISION

FTM

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



CORPORATE MISSIONS

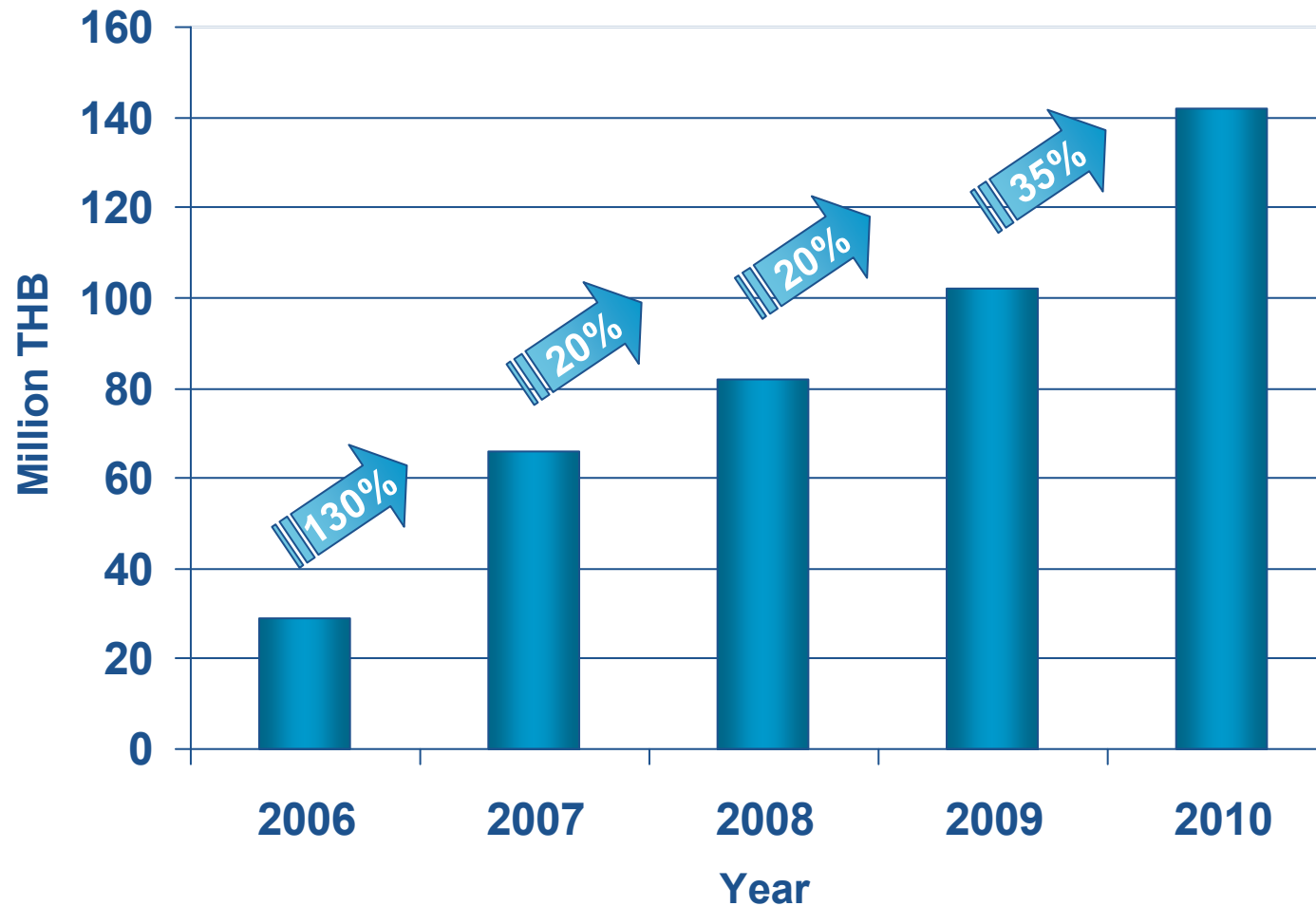
FTM

- **SPEED**
- **FLEXIBILITY**
- **SUSTAINABLE STAKEHOLDERS'
ADDED VALUE**
- **TO BE A WORLD-CLASS OEM**



THE BUSINESS PLAN FORECAST 2006-2010

FTM



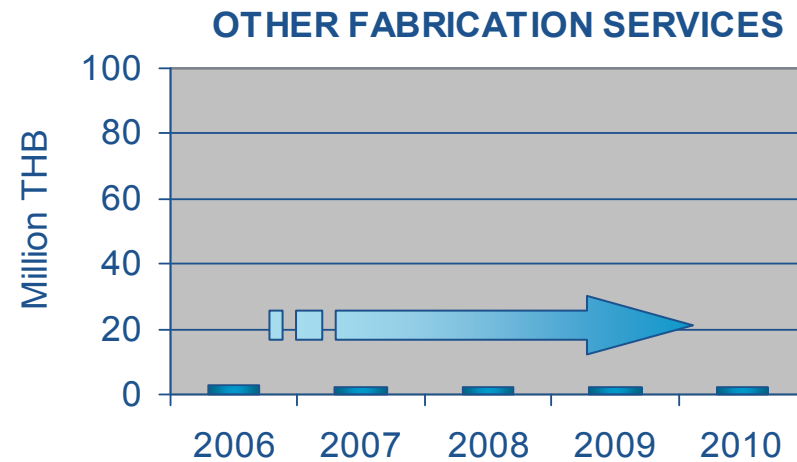
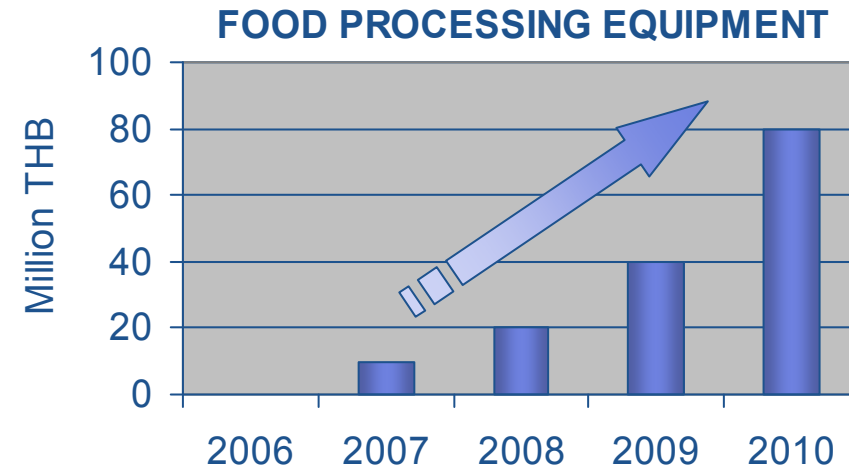
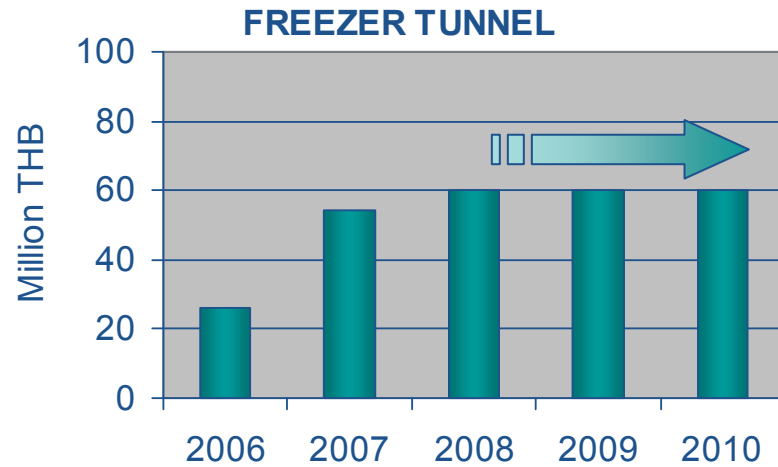
Remark: forecast in 2006 starts from Q2

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THE BUSINESS PLAN FORECAST 2006-2010

FTM





FTM: PRODUCTS

FTM

- **The Freshline Gullwing Freezer**
- **The Freshline IQF Plus Freezer**
- **The Freshline Batch Freezer**
- **Mini-Batch Freezer**
- **Cryo-Test Chamber**
- **Food Processing Equipment: Tables, Collector, Conveyors, etc.**



MARKETING STRATEGIES SEGMENTATION

FTM

- **Cryogenic Freezers**
- **Hygienic Equipment for the food and drugs manufacturing industries**
- **Project or Custom Built stainless steel equipment**



MARKETING STRATEGIES FOR TARGETED CUSTOMERS

FTM

- Being the exclusive manufacturer for our customers with KSF:

Long-term relationship with trust, transparency, flexibility and mutual benefit

- Expanding to new customers in global market through the Global sourcing of APCI
- Diversifying products: other stainless steel equipment for food and drug manufacturing process will be the 2nd priority market



FTM CUSTOMERS

FTM

- **AIR PRODUCTS' JOINT VENTURE & SUBSIDIARY COMPANIES IN ASIA**
 - Bangkok Industrial Gas (Thailand), Air Water Inc. (Japan)
 - APSTB (Malaysia), APS (Singapore), NAP (China), API (Indonesia), APKI (Korea)
 - OTHERS: INOXAP (India) San Fu (Taiwan)
- **AIR PRODUCT AND CHEMICAL INC. (APCI) (GLOBAL SOURCING)**