



**SNC FORMER PLC.**

THE OPPORTUNITY DAY  
@ Stock Exchange of Thailand  
May 14, 2007

# AGENDA



**HIGHLIGHT SUMMARY OF Q1/2007**

**OVERVIEW OF THE INDUSTRIES**

**FINANCIAL PERFORMANCE Q1/2007**

**PROGRESS OF SPEC**

**BUSINESS PLAN 2007**

**QUESTION & ANSWER**



# Highlights of the Year Q1/2007

## ACTUAL SALES Q1/2007

**797 MILLION THB (49% INCREASED FROM Q1/2006)**

- AUTOMOBILE PARTS  
107 MILLION THB (14% INCREASED FROM Q1/2006)
- AIR-CONDITIONING PARTS  
534 MILLION THB (46% INCREASED FROM Q1/2006)
- COMPRESSOR PARTS  
66 MILLION THB (46% INCREASED FROM Q1/2006)
- METAL SHEET  
76 MILLION THB (151% INCREASED FROM Q1/2006)
- FTM & OTHERS  
14 MILLION THB (NOT OPERATED IN Q1/2006)

## NET PROFIT Q1/2007

**67 MILLION THB (28% INCREASED FROM Q1/2006)**

## EARNING PER SHARE Q1/2007

**0.33 THB PER SHARE (0.26 THB PER SHARE IN Q1/2006)**

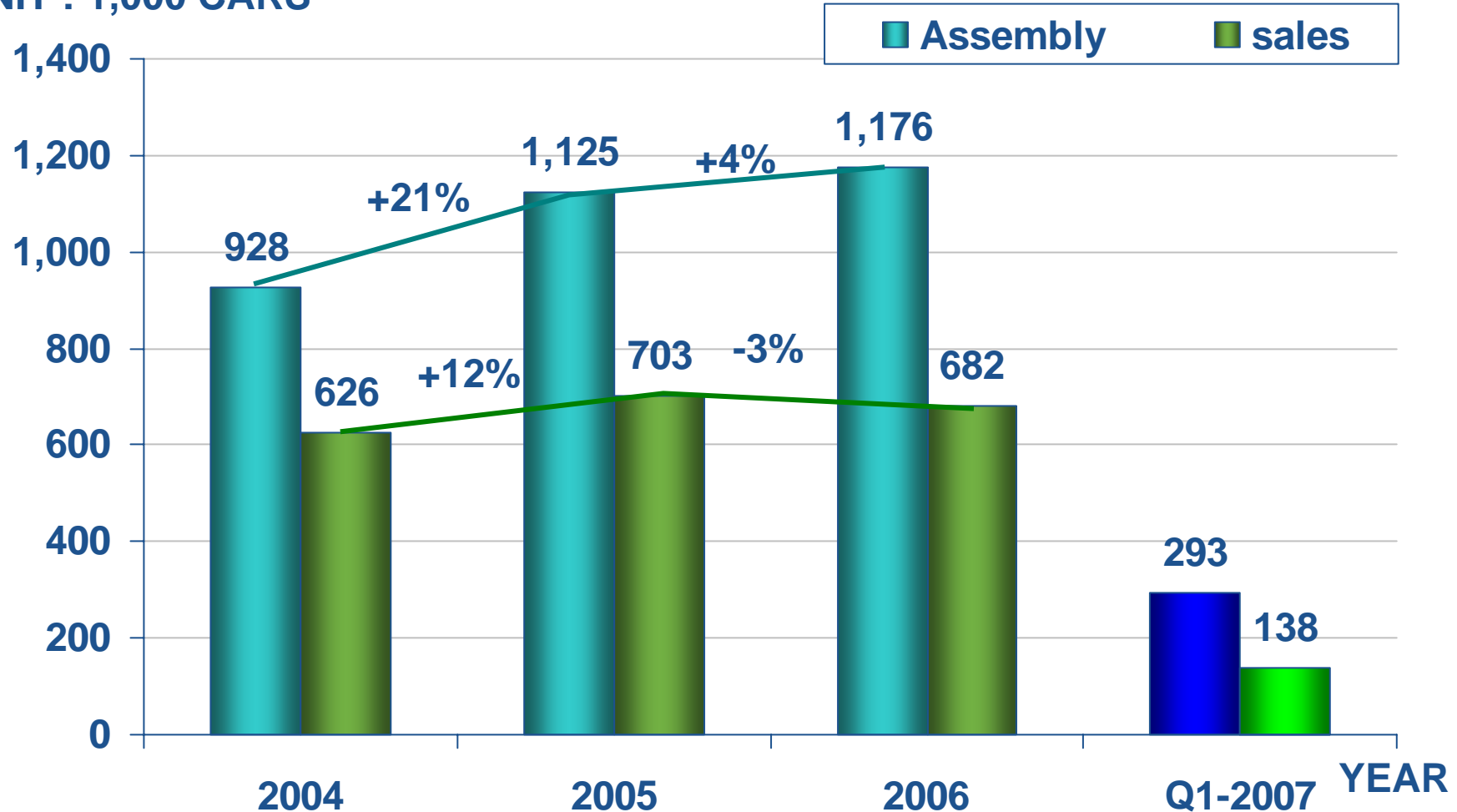


## **OVERVIEW OF THE INDUSTRIES (2004-2007)**

AUTOMOBILE  
AIR-CONDITIONER  
COMPRESSOR  
REFRIGERATOR  
LAUNDRY MACHINE

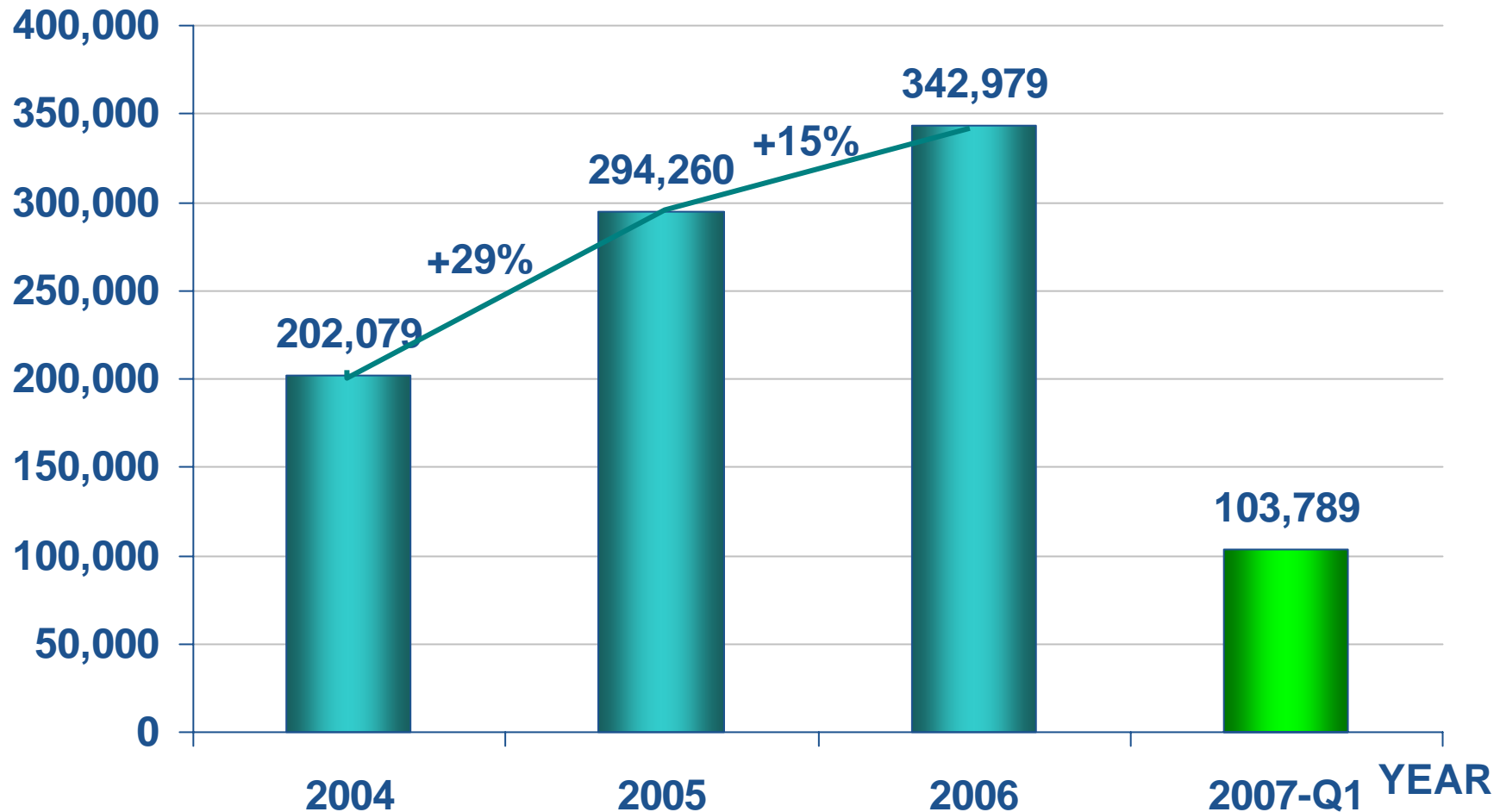
# AUTOMOBILE ASSEMBLY & SALES (2004-2007)

UNIT : 1,000 CARS

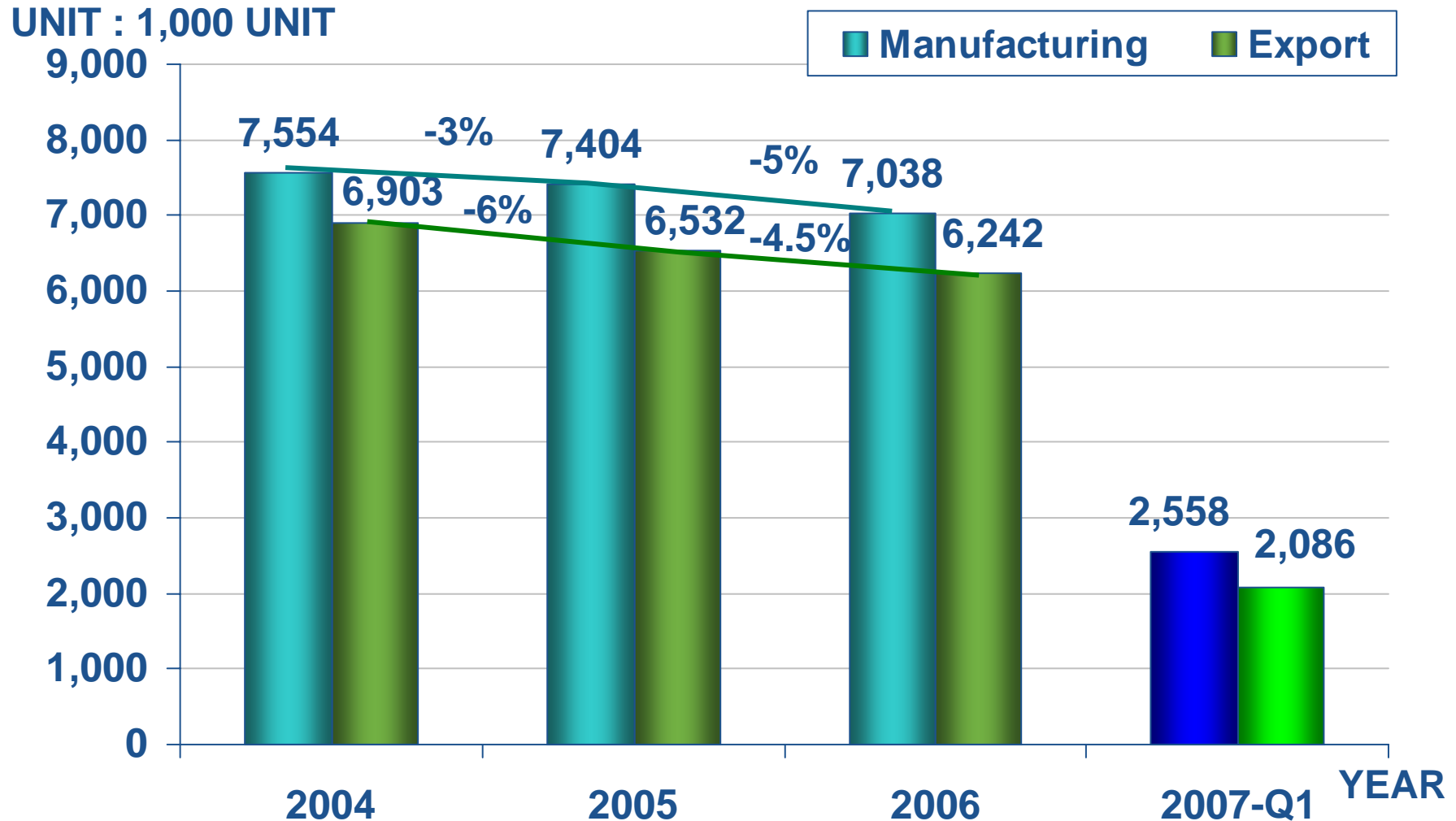


# EXPORT CARS AND AUTOMOTIVE PARTS (2004-2007)

UNIT : MILLION BAHT



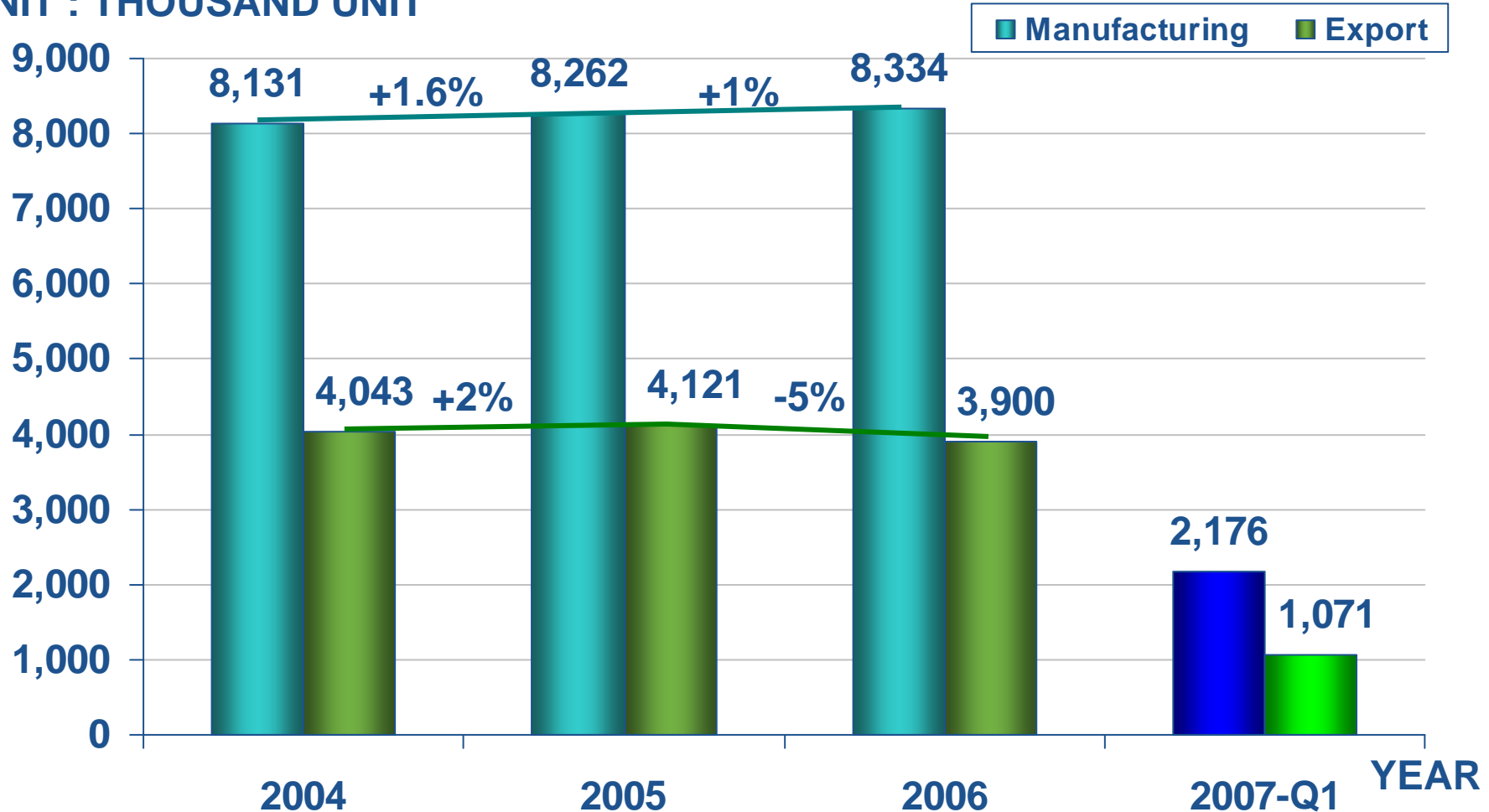
# AIR-CONDITIONER MANUFACTURING & EXPORT (2004-2007)





# COMPRESSOR MANUFACTURING & EXPORT (2004-2007)

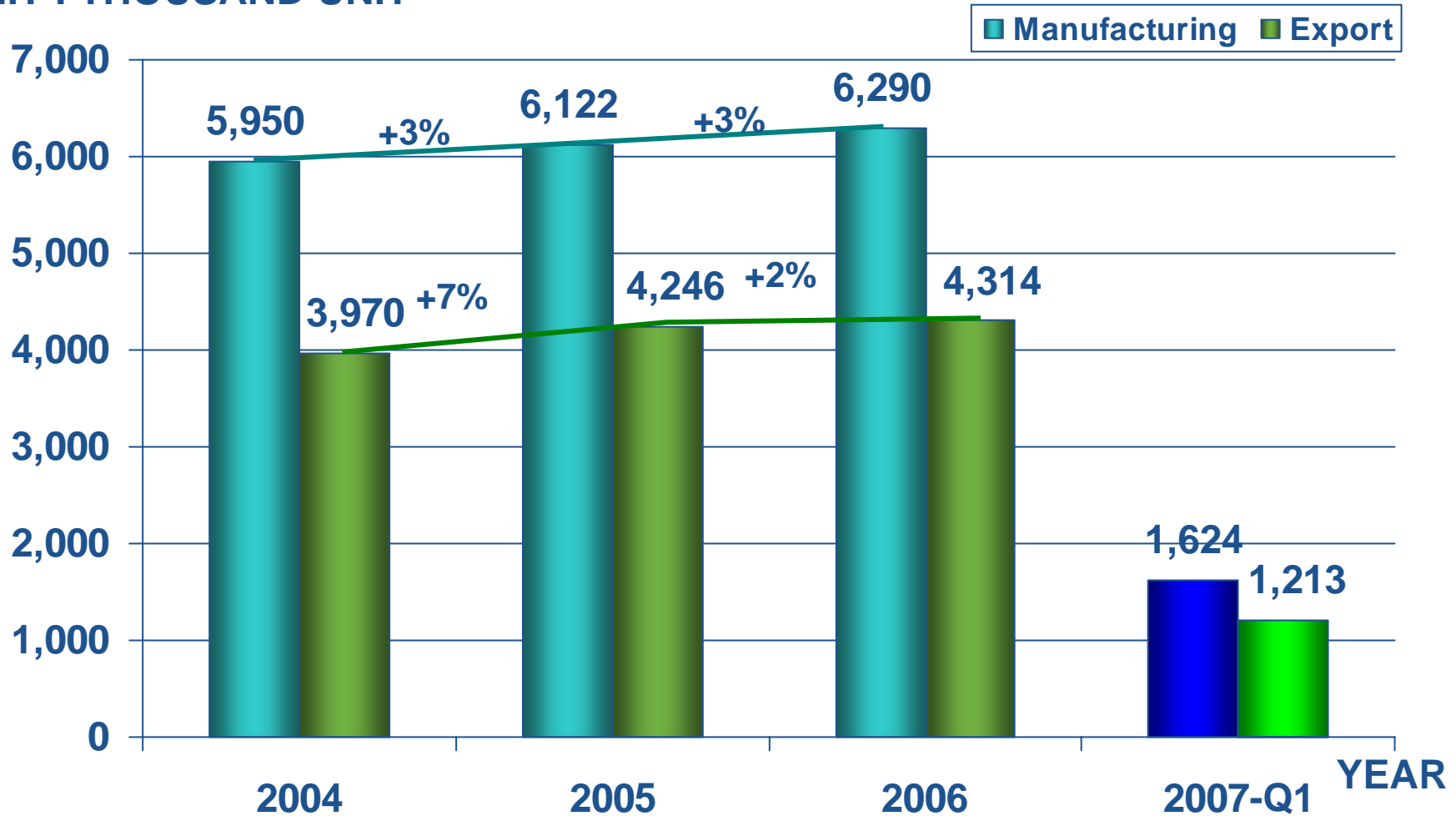
UNIT : THOUSAND UNIT





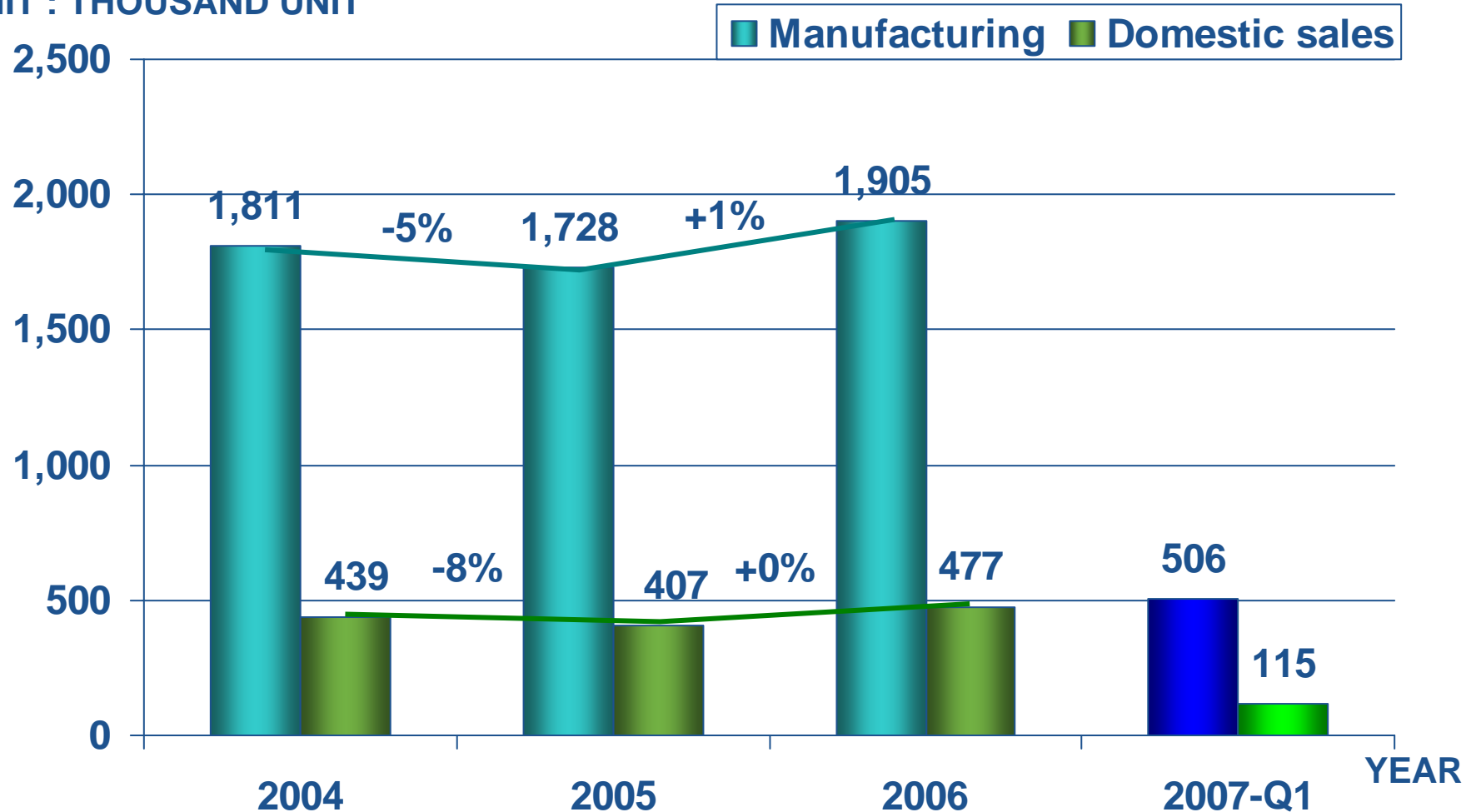
# REFRIGERATOR MANUFACTURING & EXPORT (2004-2007)

UNIT : THOUSAND UNIT



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

UNIT : THOUSAND UNIT





# **FINANCIAL PERFORMANCE Q1/2007**

MR. RATTAPOOM NANTAPATAWEE





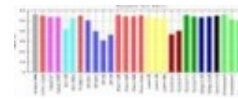
# FINANCIAL PERFORMANCE



**OPERATING RESULTS**



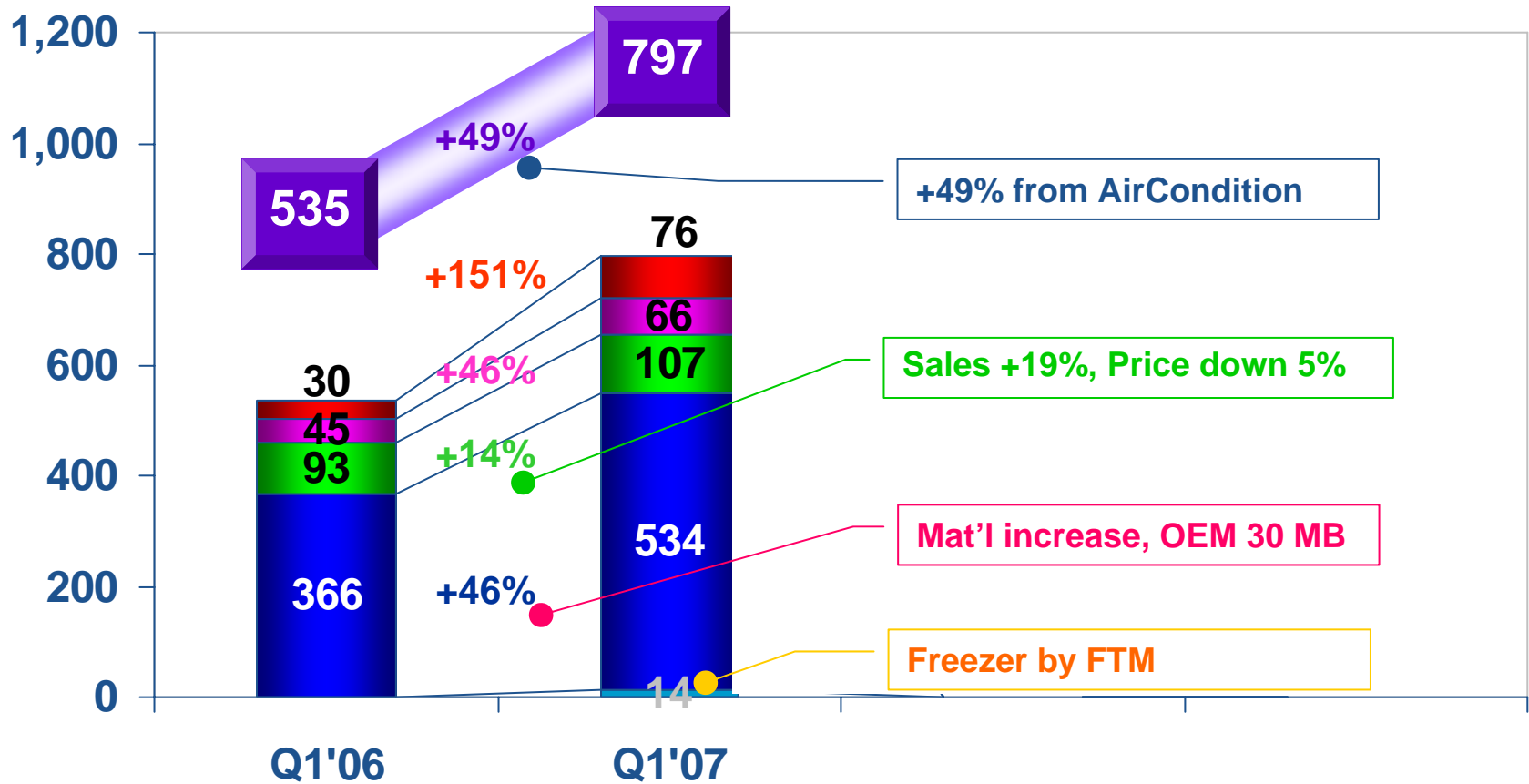
**FINANCIAL RATIO**





# SALES : SEGMENT

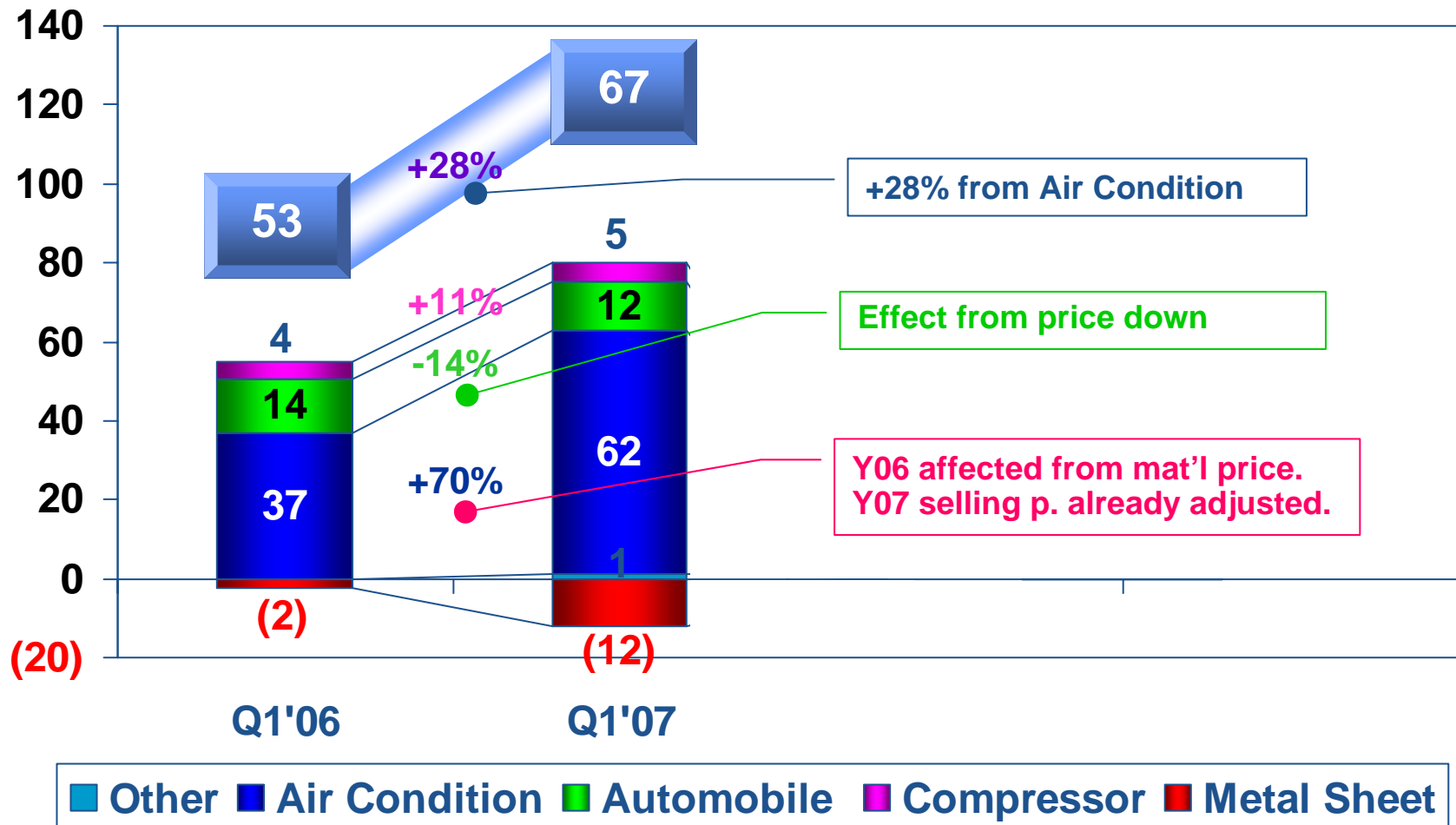
MILLION BAHT



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

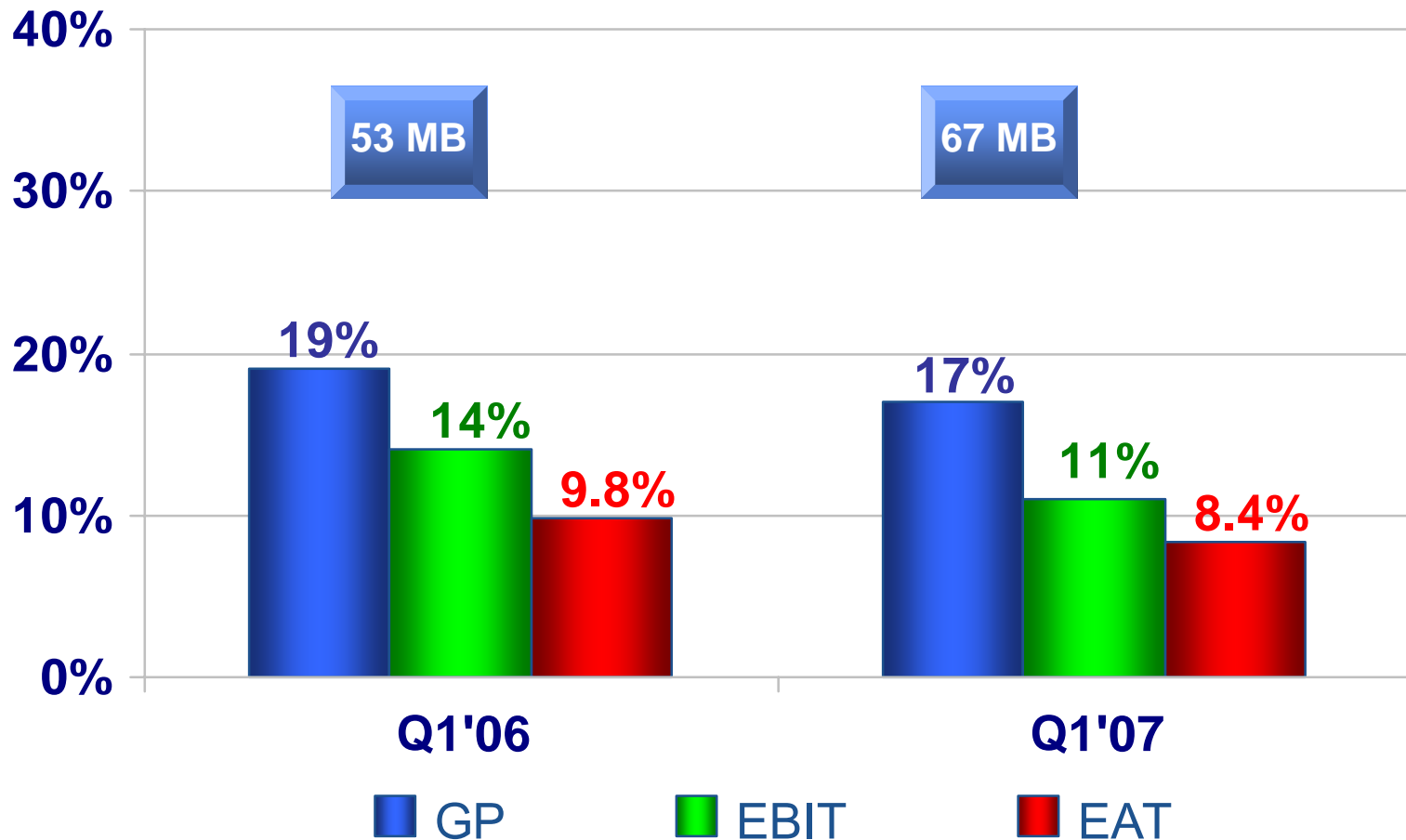
# EAT : SEGMENT

MILLION BAHT





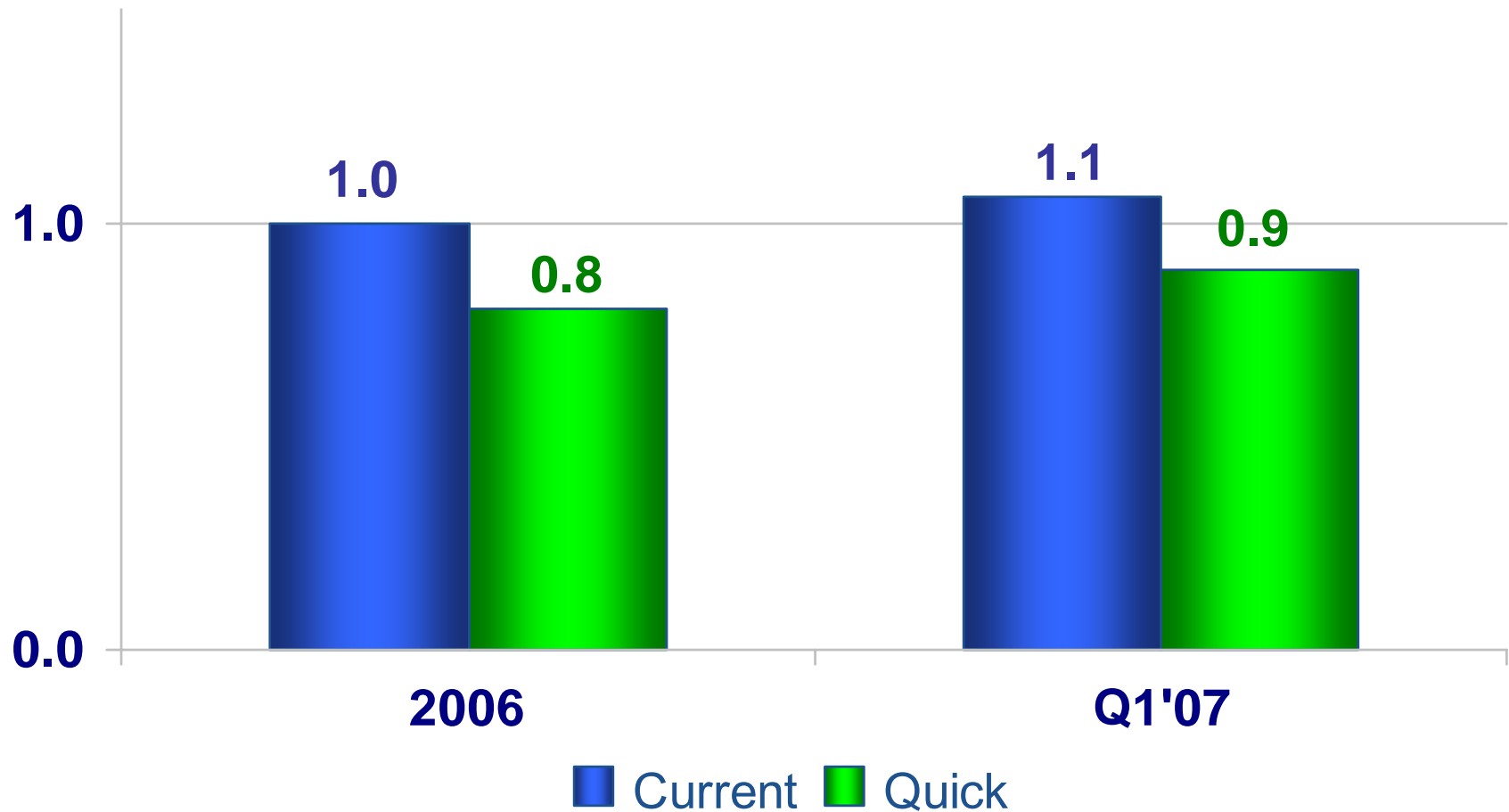
# PROFITABILITY





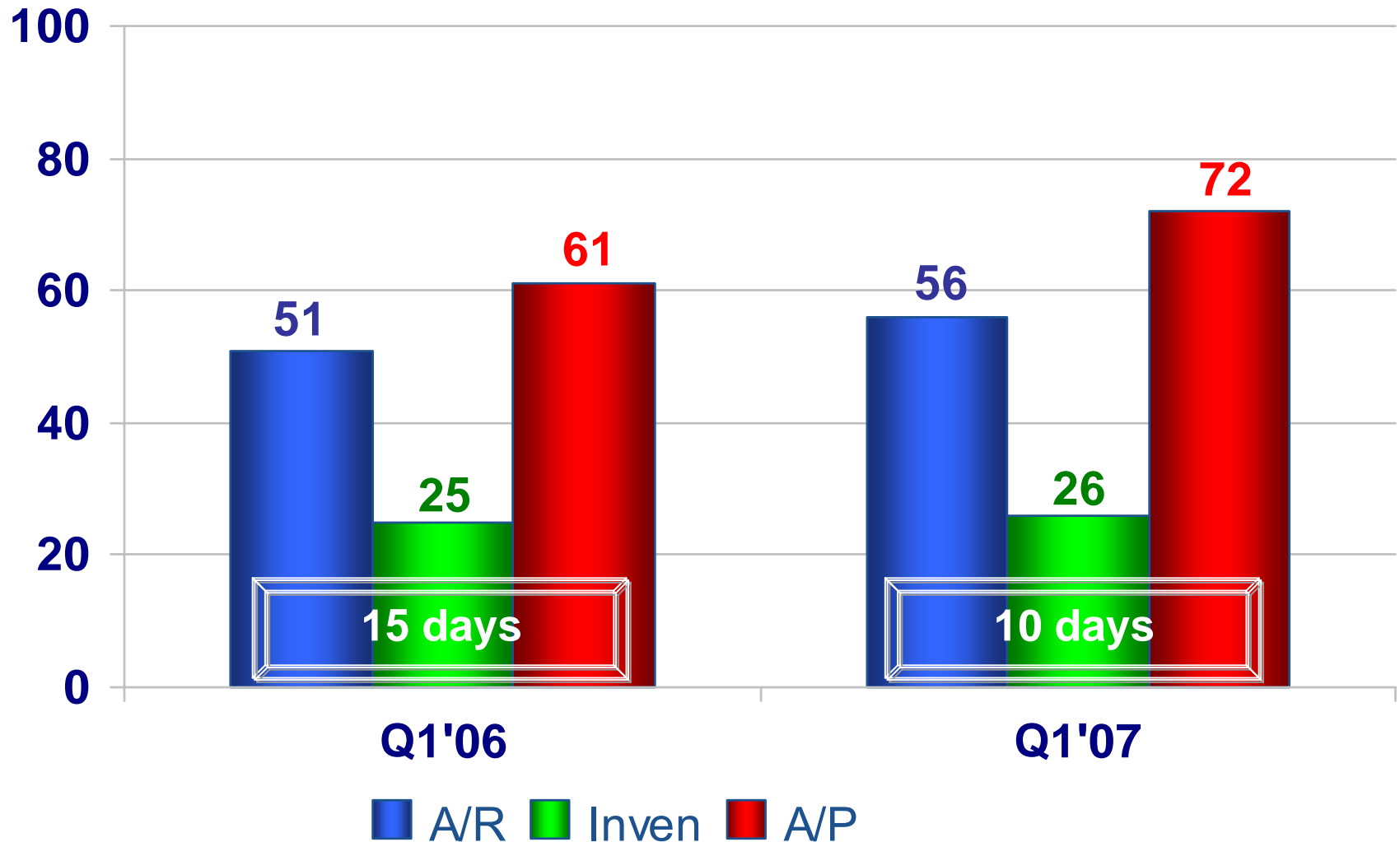


# LIQUIDITY



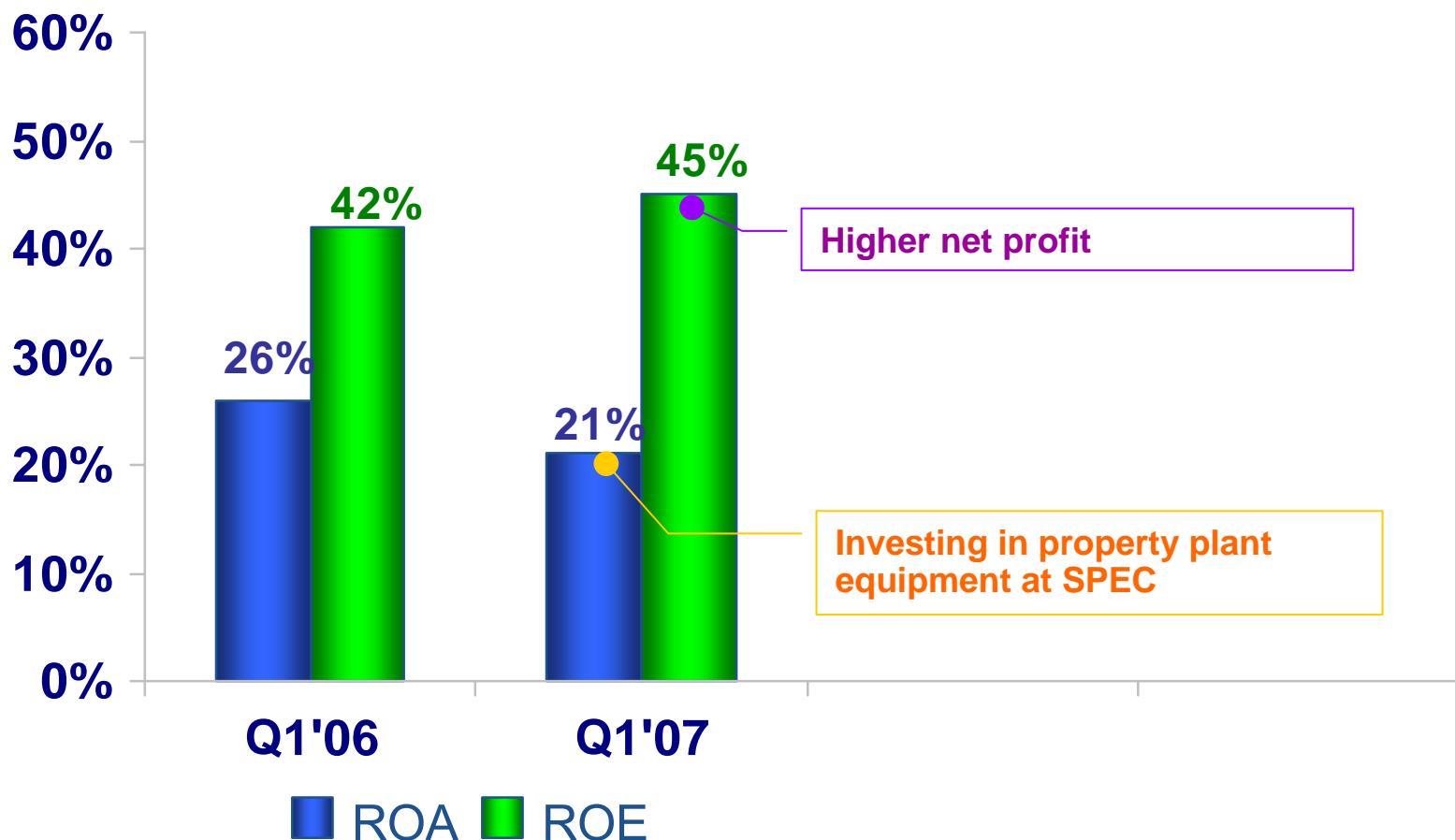


# CASH CYCLE



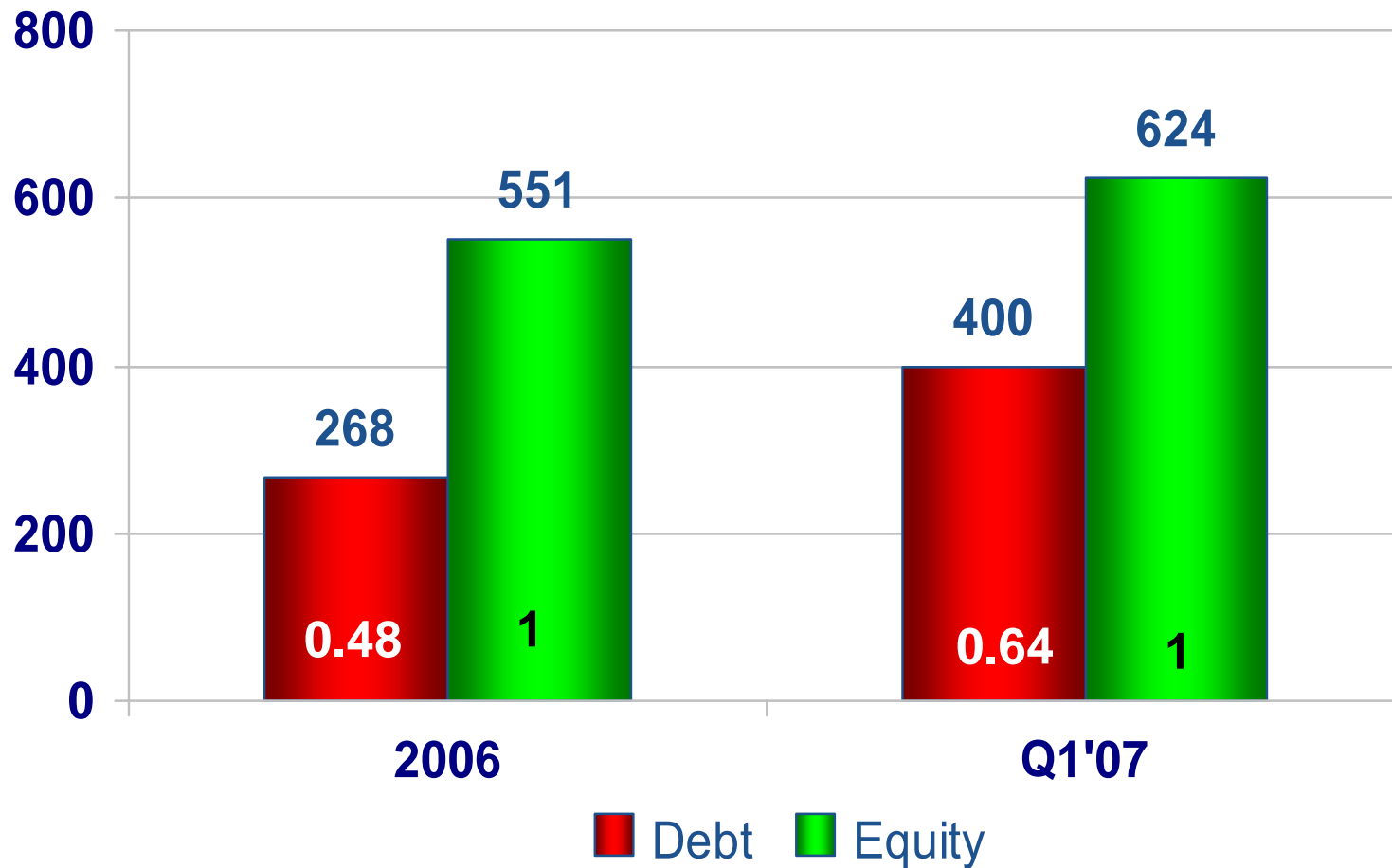


# ROA, ROE



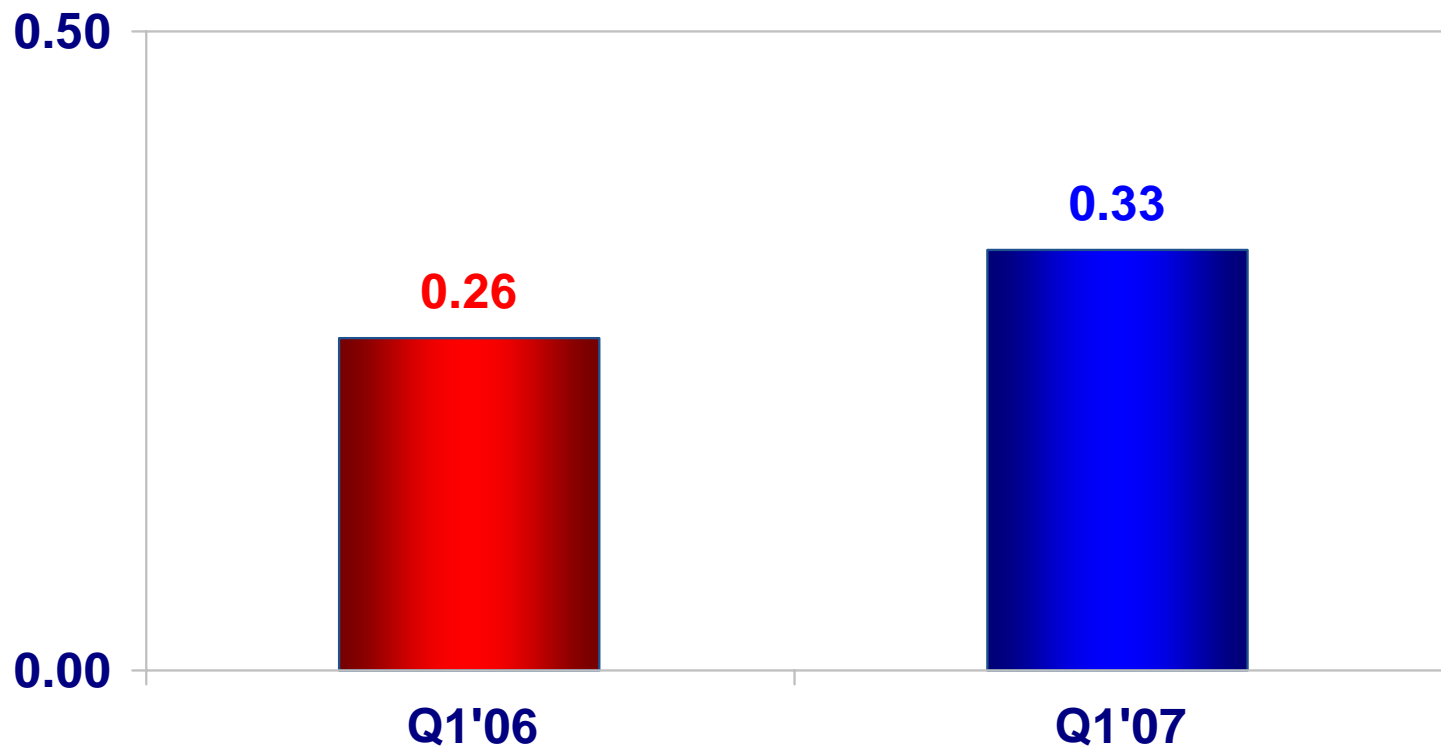


$D(int)/E$





# EPS





# Opportunity Day

May 14<sup>th</sup> , 2007

# ***SPEC***

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***SNC Pyongsan Evolution Co., Ltd.***

***By SNC Group***



## What's New in Rayong ??

1	RAYONG PLANT	PROPERTY
2	SPEC	SHEET METAL DEPT.
3	SPEC	OEM A/C DEPT.
4	SFX	SNC FENG XING
5	SSW	SNC SUNG WOO

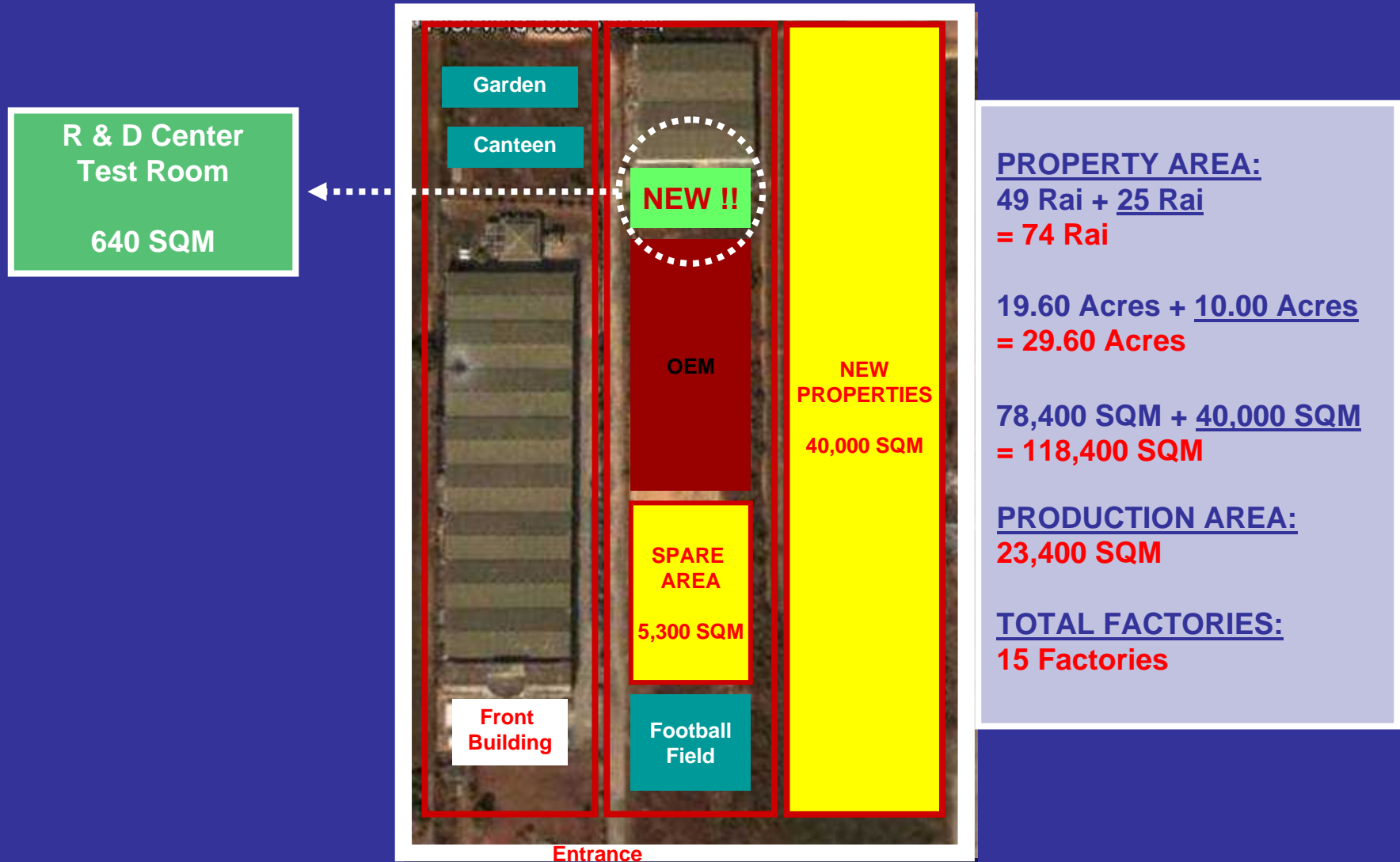




1	RAYONG PLANT	PROPERTY
2	SPEC	SHEET METAL DEPT.
3	SPEC	OEM A/C DEPT.
4	SFX	SNC FENG XING
5	SSW	SNC SUNG WOO

# Update Areas of SPEC

24





1	RAYONG PLANT	PROPERTY
2	SPEC	SHEET METAL DEPT.
3	SPEC	OEM A/C DEPT.
4	SFX	SNC FENG XING
5	SSW	SNC SUNG WOO

**NEW  
PROJECT**



## Coil Center (Cut Size)





**NEW  
CUSTOMER**

- DAIKYO – Parts for Komatsu
- KOBAYASHI – Parts for Motorcycle
- MCP – Parts for Air Conditioning System
- TOM – Parts for Photocopier Machine
- TRANE – Parts for Air Conditioning System

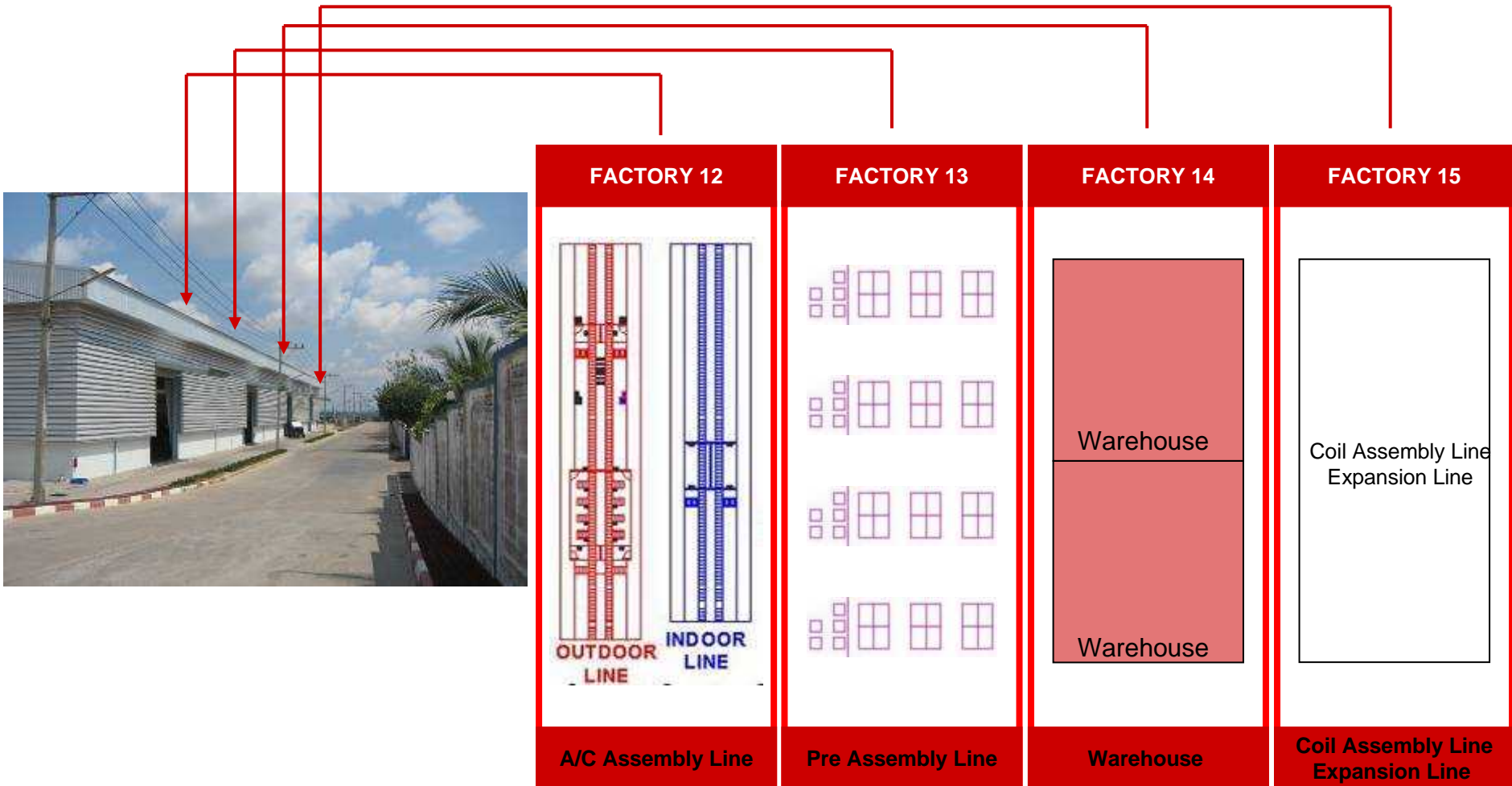


1	RAYONG PLANT	PROPERTY
2	SPEC	SHEET METAL DEPT.
3	SPEC	OEM A/C DEPT.
4	SFX	SNC FENG XING
5	SSW	SNC SUNG WOO



# UPDATE OEM FACILITIES 12, 13, 14, 15

29





## For Indoor



## For Indoor





## For Outdoor





## For Outdoor





# OEM A/C – Pre Assembly Line (Factory 13)

34



# OEM A/C – Warehouse (Factory 14)

35





# OEM A/C – Coil Assembly (Factory 15)

36



# OEM A/C – Coil Assembly (Factory 15)

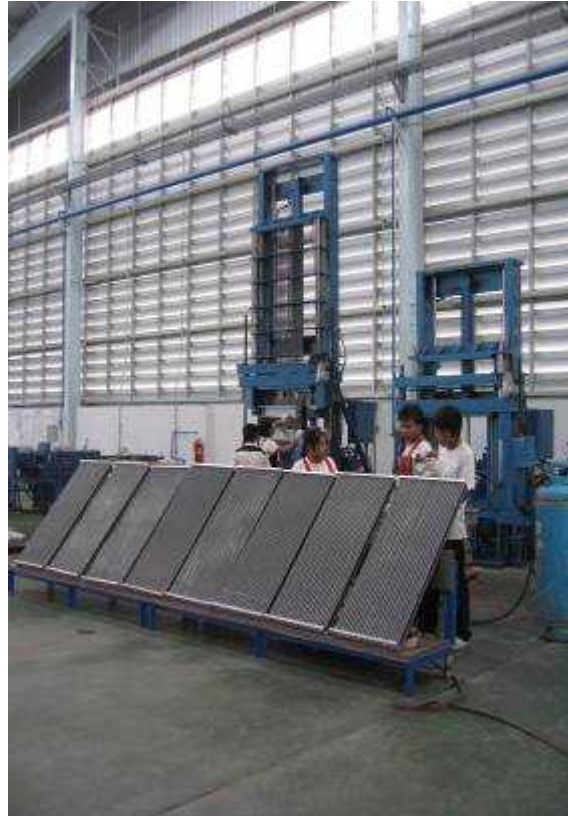
37





# OEM A/C – Coil Assembly (Factory 15)

38





1	RAYONG PLANT	PROPERTY
2	SPEC	SHEET METAL DEPT.
3	SPEC	OEM A/C DEPT.
4	SFX	<b>SNC FENG XING</b>
5	SSW	SNC SUNG WOO



# Opportunity Day

May 14<sup>th</sup> , 2007

# **SFX**

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***SNC Feng Xing Co., Ltd.***

***By SNC Group***



# SFX : Located in Factory No. 2

41





1	RAYONG PLANT	PROPERTY
2	SPEC	SHEET METAL DEPT.
3	SPEC	OEM A/C DEPT.
4	SFX	SNC FENG XING
5	SSW	SNC SUNG WOO



# Opportunity Day

May 14<sup>th</sup> , 2007

# SSW

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***SNC Sung Woo Co., Ltd.***

***By SNC Group***



# SSW : Located in Factory No. 2

44



**Plastic Injection Machines  
160 / 260 / 560 / 860 Ton**

# SSW : Located in Factory No. 2

45





# Business Results

@ Stock Exchange of Thailand  
14 May 2007



**BUSINESS RESULT Q1 2007**

**STRATEGIC PROGRESS**

**OPERATIONAL PROGRESS**

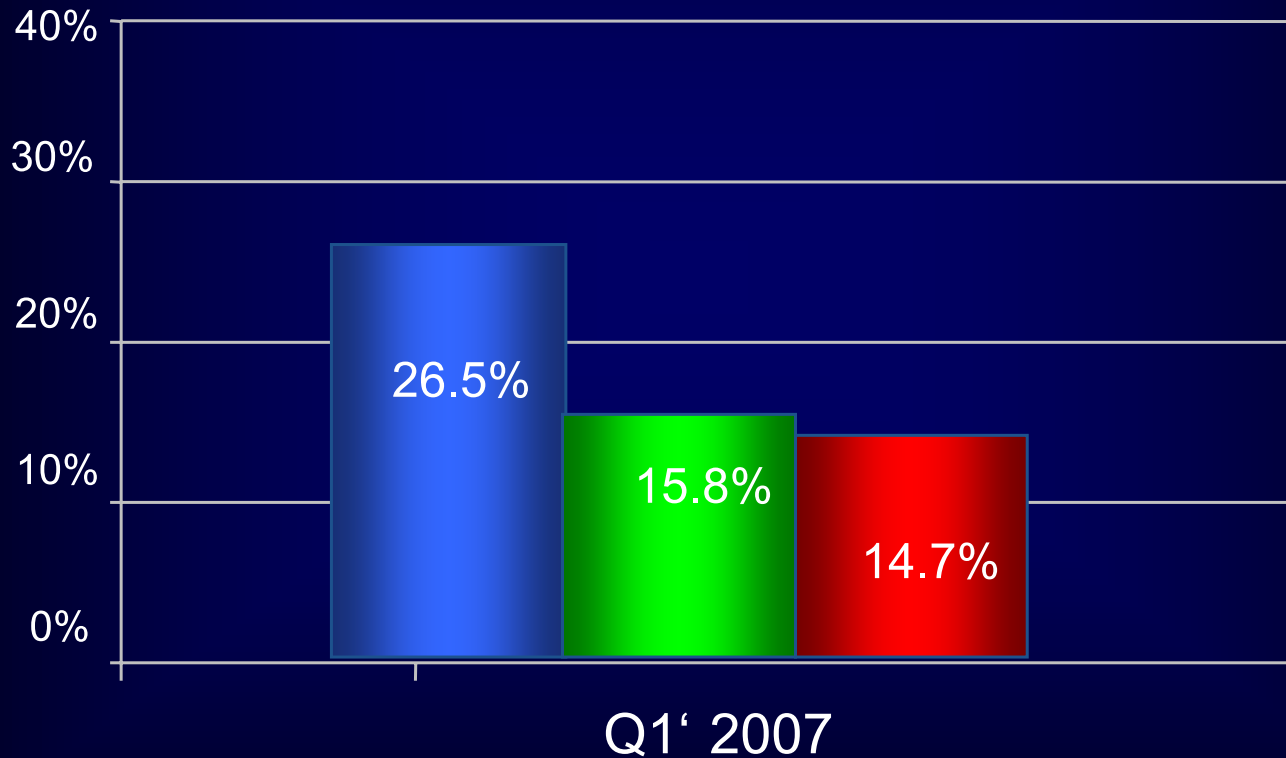
## Company Overview



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

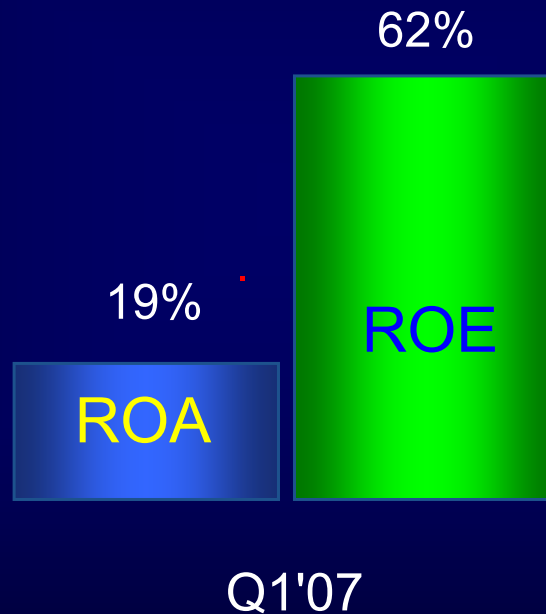


## Financial Highlights



■ GP ■ EBIT ■ EAT

# Financial Highlights



Ratio as Year basis

## Sales & Profit

Million Baht

	Q2'06	Q3'06	Q4'06	Q1'07
Sales	8.1	7.6	13.9	14.2
Gross Profit	20.5 %	22.1 %	20.7 %	26.5 %
Net Profit	10.5 %	4.4 %	9.1 %	14.7 %

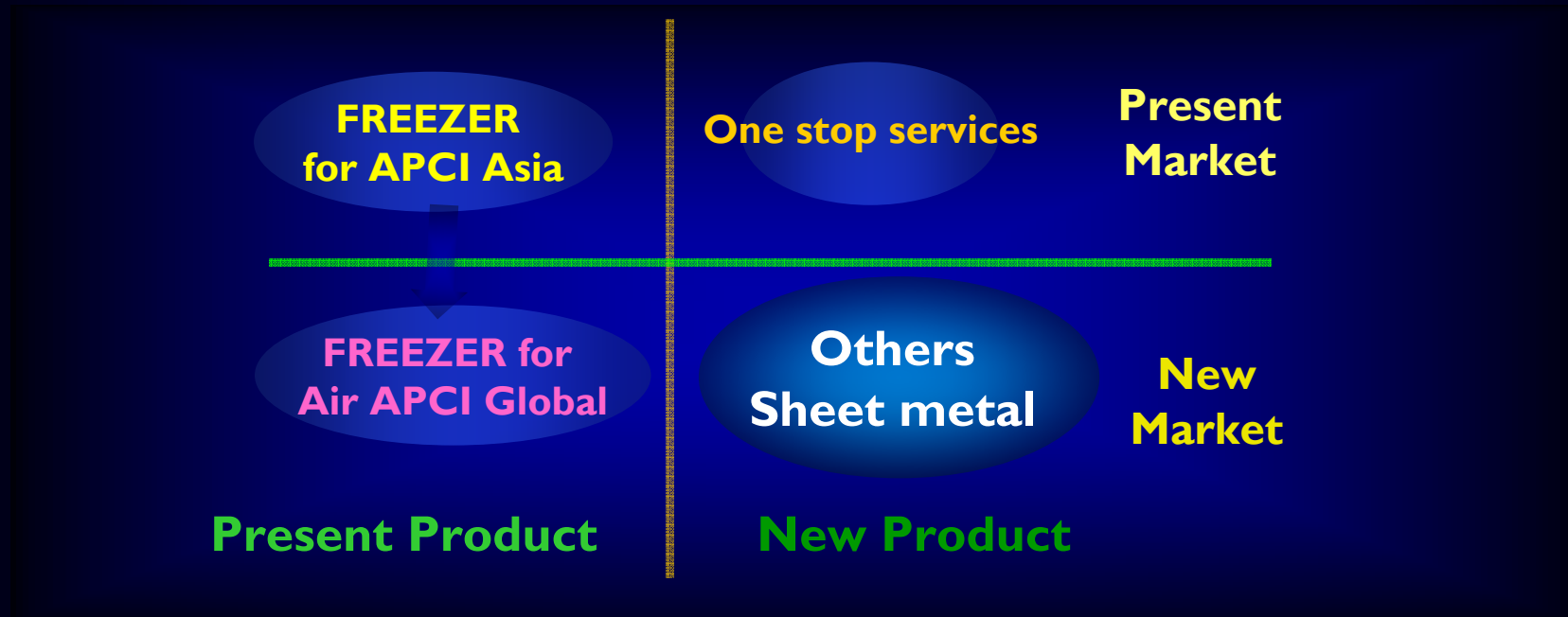
## **Key Business Ratio** *Per year basis*

Ratio	2006	Q'1 2007
EAT	8 %	14.7
ROE	43 %	62%
ROA	13 %	19%
ROFA	38 %	45%



# Strategic Progress

# Business Growth Strategy



- **Customer Relationship** : with AIR PRODUCTS ASIA
- **Product Development** : Engineering & Standardization
- **One-Stop-Services**: Installation & Maintenance
- **Diversification** : New Partners / Joint Venture





# ***Operational Progress***

# Operational Highlights

## *Premium Workmanship*

- Welder Qualification Examination
- Go Global Export (US, EU)
  - Build premium freezer
  - for Air Products at Science Park

## *Low Fixed Cost*

- Multi-Function Admin. Staff
  - **Business Growth:**  
with **Stainless steel parts**  
& **Cabinet Assembly**  
with **Fixed Administrative cost**

## *Niche & Global Markets*

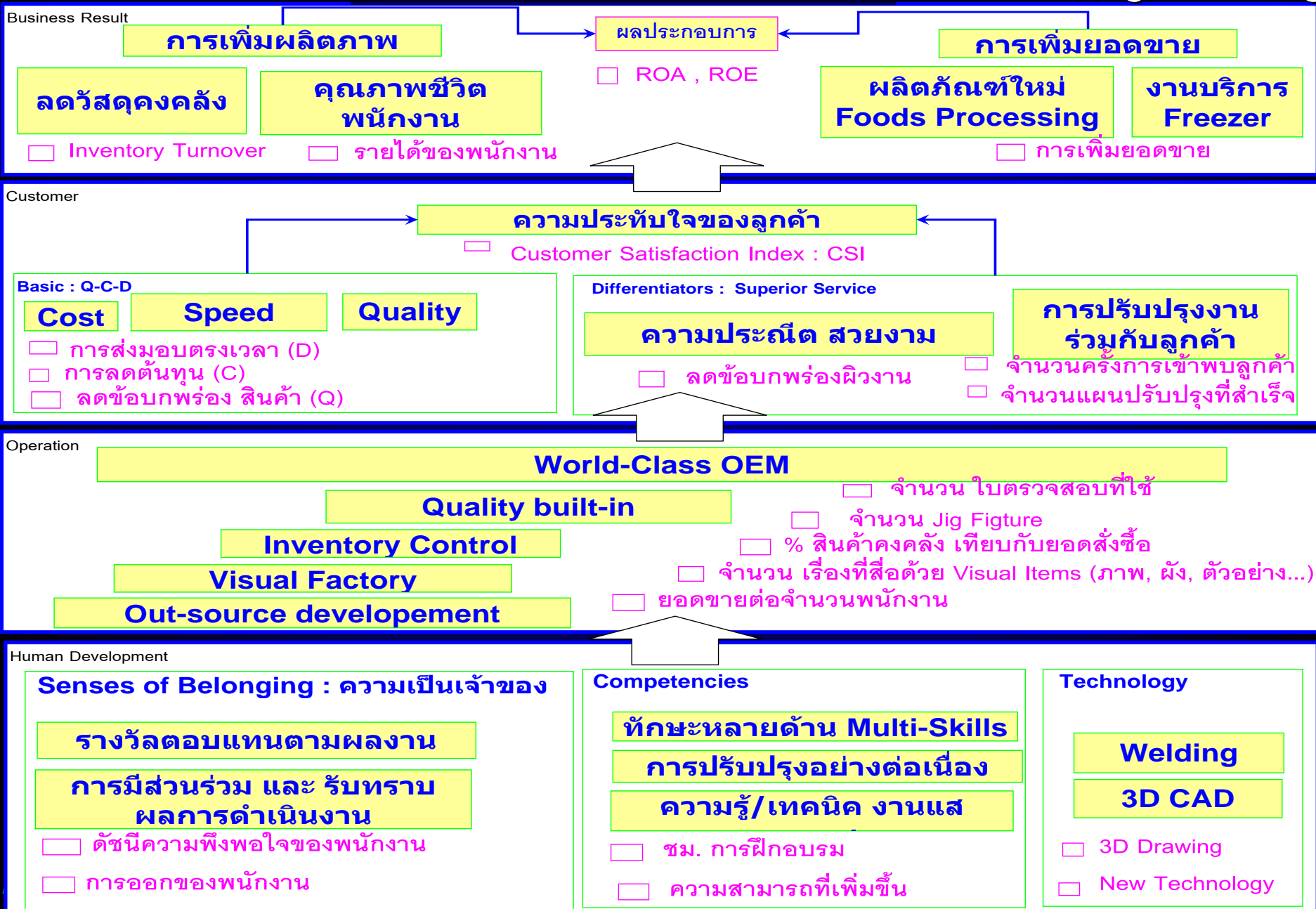
- As per Core competence
  - Vertical Growth
    - Enlarge Capability
    - CNC Cut & Bend
  - Horizontal markets
    - Pre-assembly Cabinet

## *Operation Control Tools*

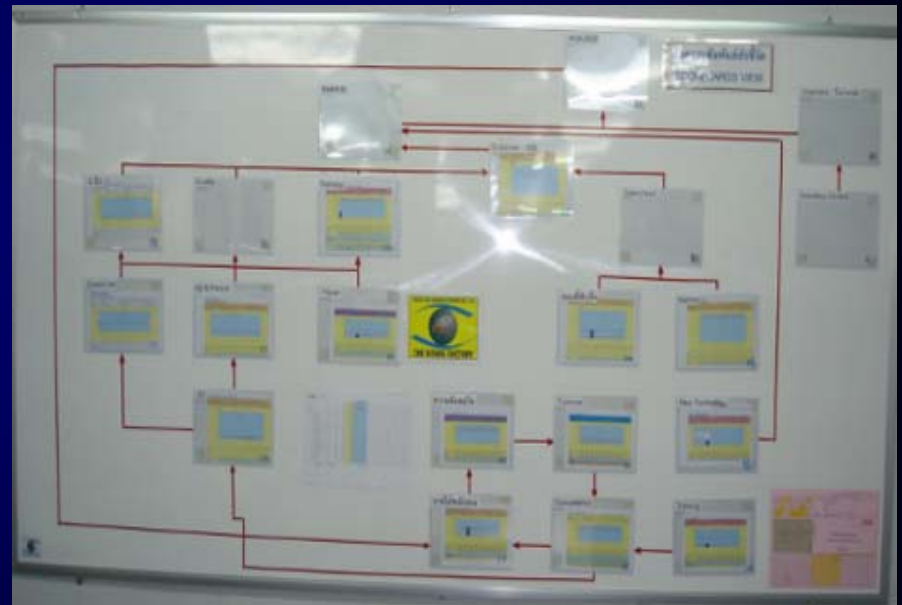
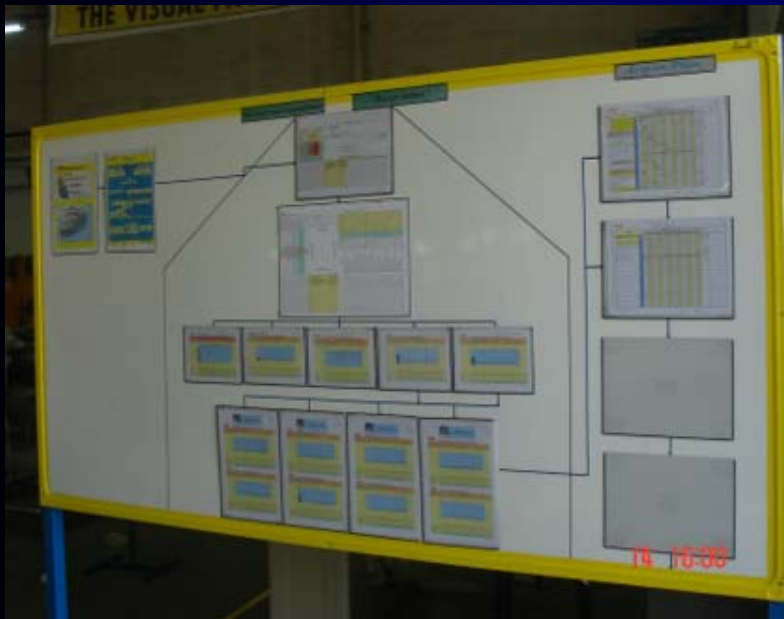
- The Balanced Score Cards
- Project Management: tailor made program
- ECRS
- Visual Factory

# Strategy Map

**SNC**  
Strategic Planning



## Policy / KPIs Deployment Board



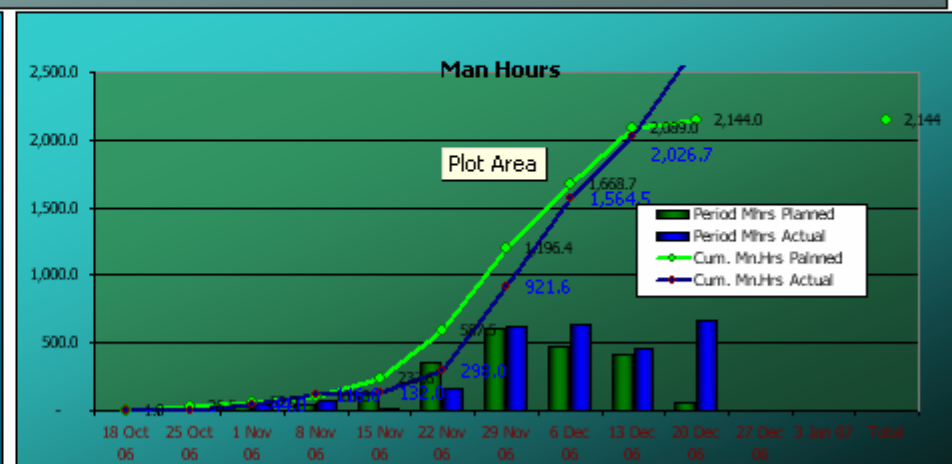
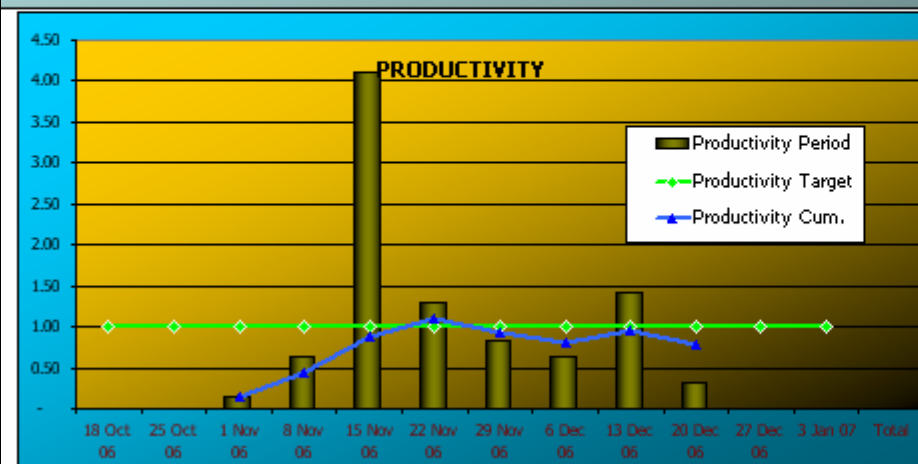
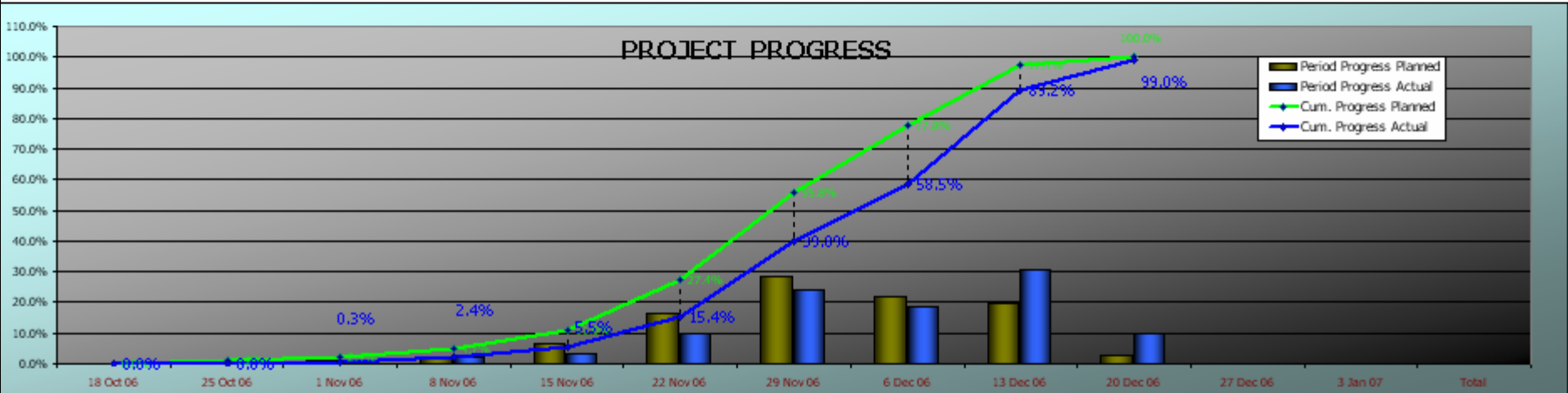
For all VB.1220.10  
 Paste spreadsheet to Period Progress  
 of "DATA Weekly/  
 Click <<Data Weekly">

WO. F049

Project : VB.1220.10 (VB#3)

21-Dec-06

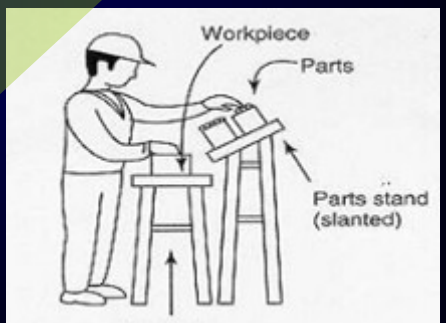
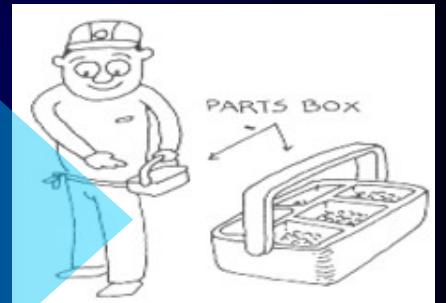
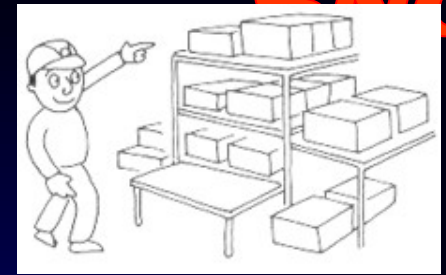
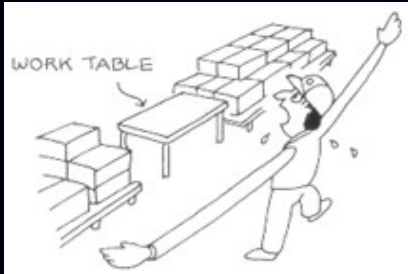
Description	Unit	Quantity		Planned date		Actual date		Progress (by man.hrs)			Amount Progress (Bht)			Direct Labour Mhrs			
		Planned	Actual	Start	Finish	Start	Finish	Period	Previous	Cum prog	Full Amount	Period Actual	Cum prog	Plan	Period Actual	Previous	Cum. Spent
BASE FRAME	pcs	6.00	6.00			25-Oct-06	5-Nov-06	0.0%	100.0%	100.0%	268,896	-	268,896	51	-	44	44
TUNNEL BODY	pcs	12.00	11.78			19-Nov-06		1.1%	97.0%	98.1%	1,145,006	12,673	1,123,719	1,082	148	1,528	1,676
BELT RACK	pcs	12.00	12.00			16-Dec-06		18.0%	82.0%	100.0%	163,045	29,348	163,045	160	192	-	192
AXIAL, SCROLL & EXHAUST FAN	pcs	15.00	15.00			11-Dec-06		35.0%	65.0%	100.0%	370,459	129,684	370,459	202	-	-	-
Ram, Start & Misc	pcs	15.00	15.00					15.0%	85.0%	100.0%	539,688	80,731	539,688	216	180	142	322
CONTROLS	pcs	378.00	377.44			29-Nov-06		15.3%	84.6%	99.9%	1,553,158	237,512	1,550,965	432	140	262	402
<b>Grand total</b>								<b>9.8%</b>	<b>89.2%</b>	<b>99.0%</b>	<b>4,040,252</b>	<b>489,948</b>	<b>4,016,792</b>	<b>2,143</b>	<b>660</b>	<b>1,976</b>	<b>2,636</b>
												12.13%	99.42%				

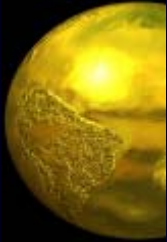


# ECRS

**Eliminate : ขจัด**  
**Combine : รวม**

**Rearrange : เรียงใหม่**  
**Simplify : ทำให้ง่าย**





THE WORLD-CLASS  
STAINLESS STEEL  
APPLICATIONS  
PROVIDER

Thank You



Padej  
Montburinont





# **BUSINESS PLAN 2004-2007**

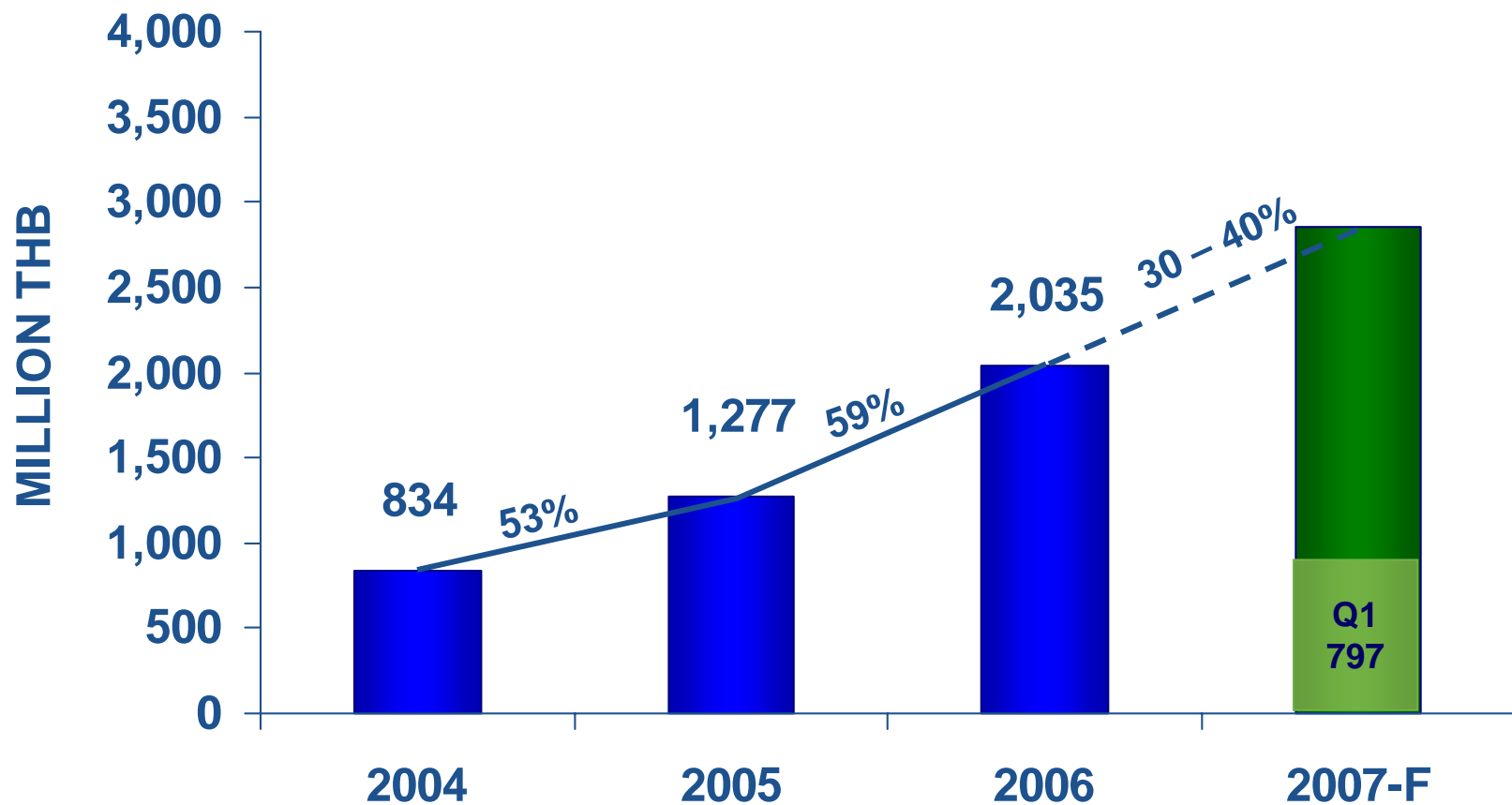
## **SNC GROUP**



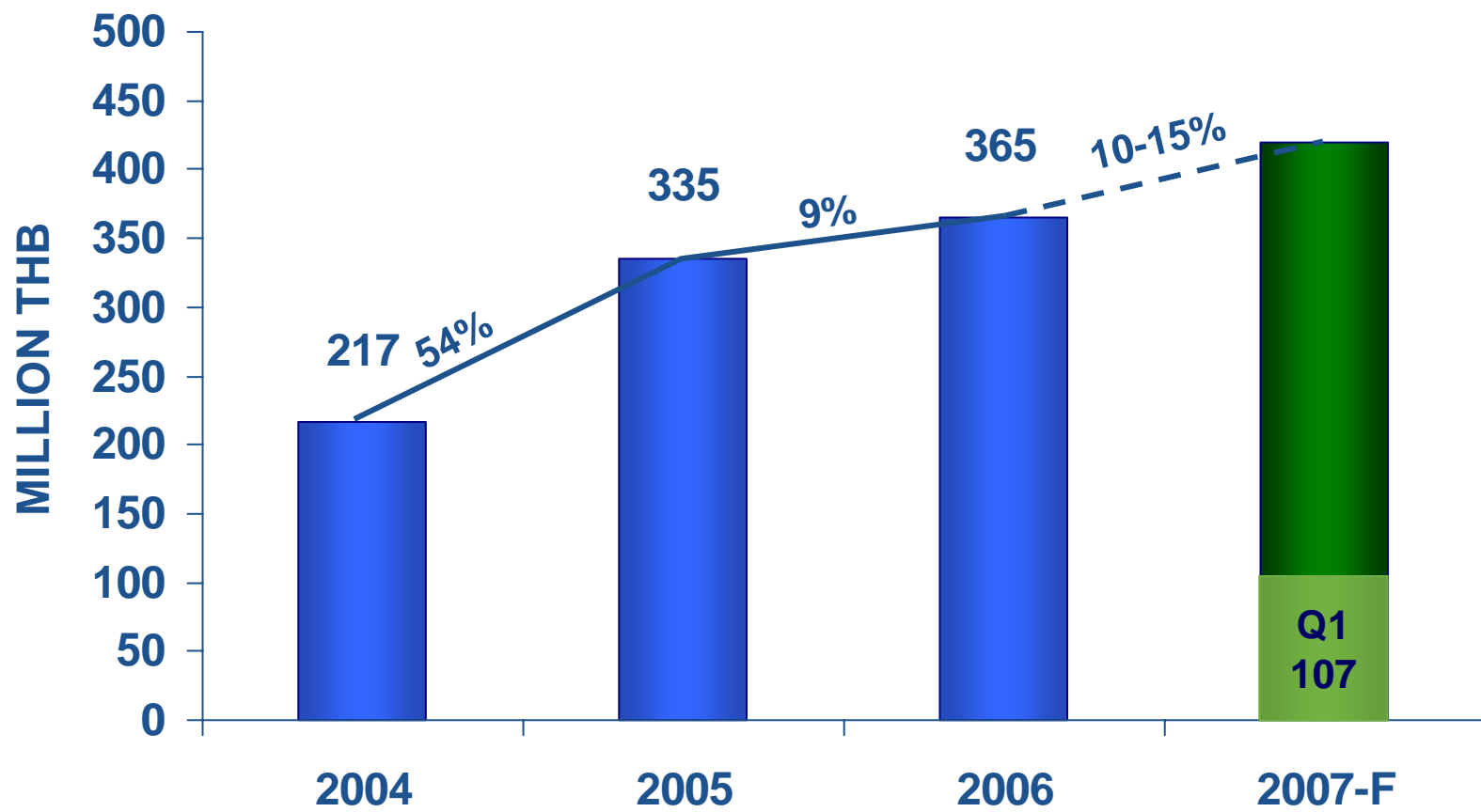


# BUSINESS PLAN 2004 - 2007

## SNC GROUP

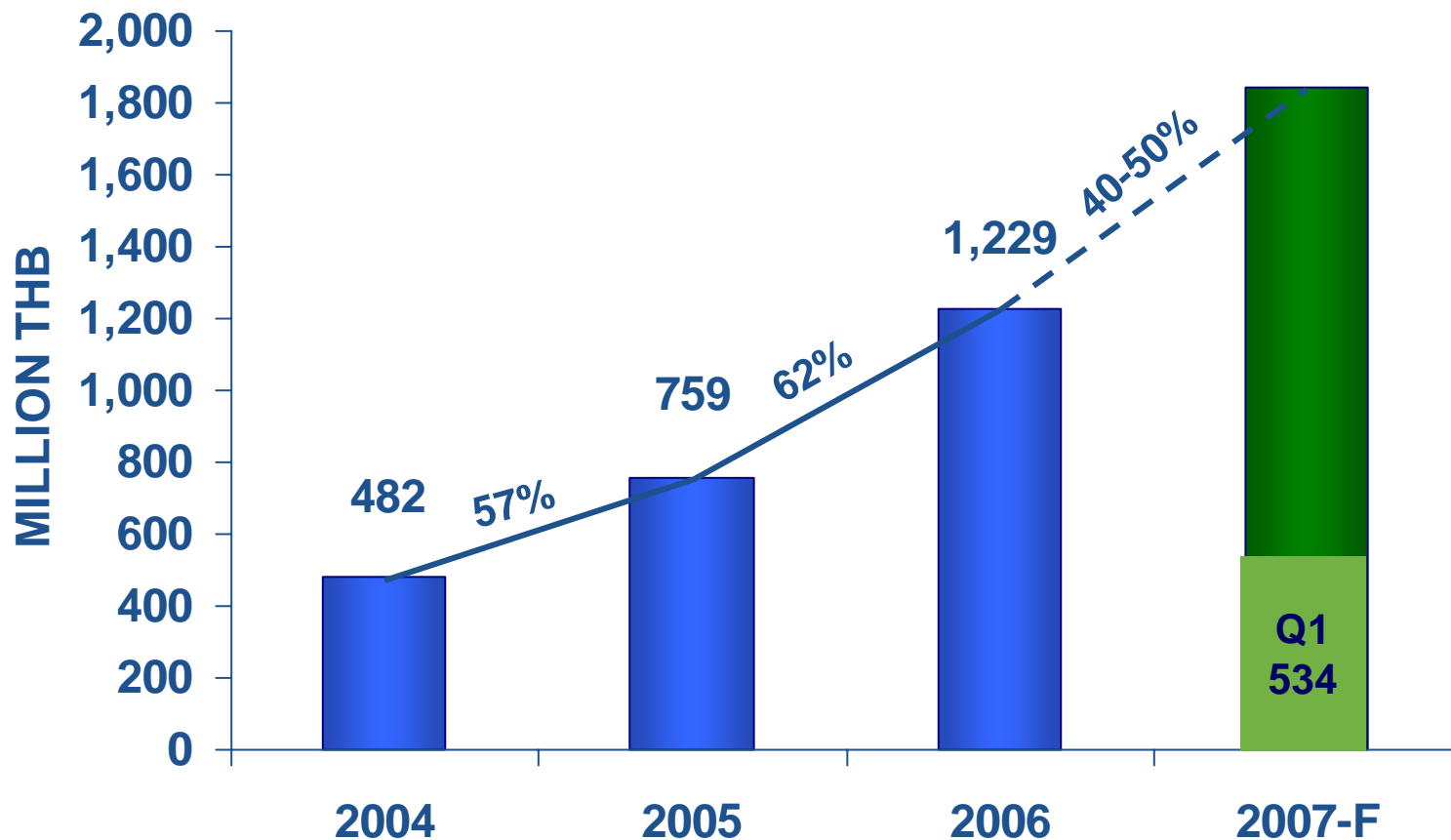


# BUSINESS PLAN 2004 - 2007 AUTOMOBILE

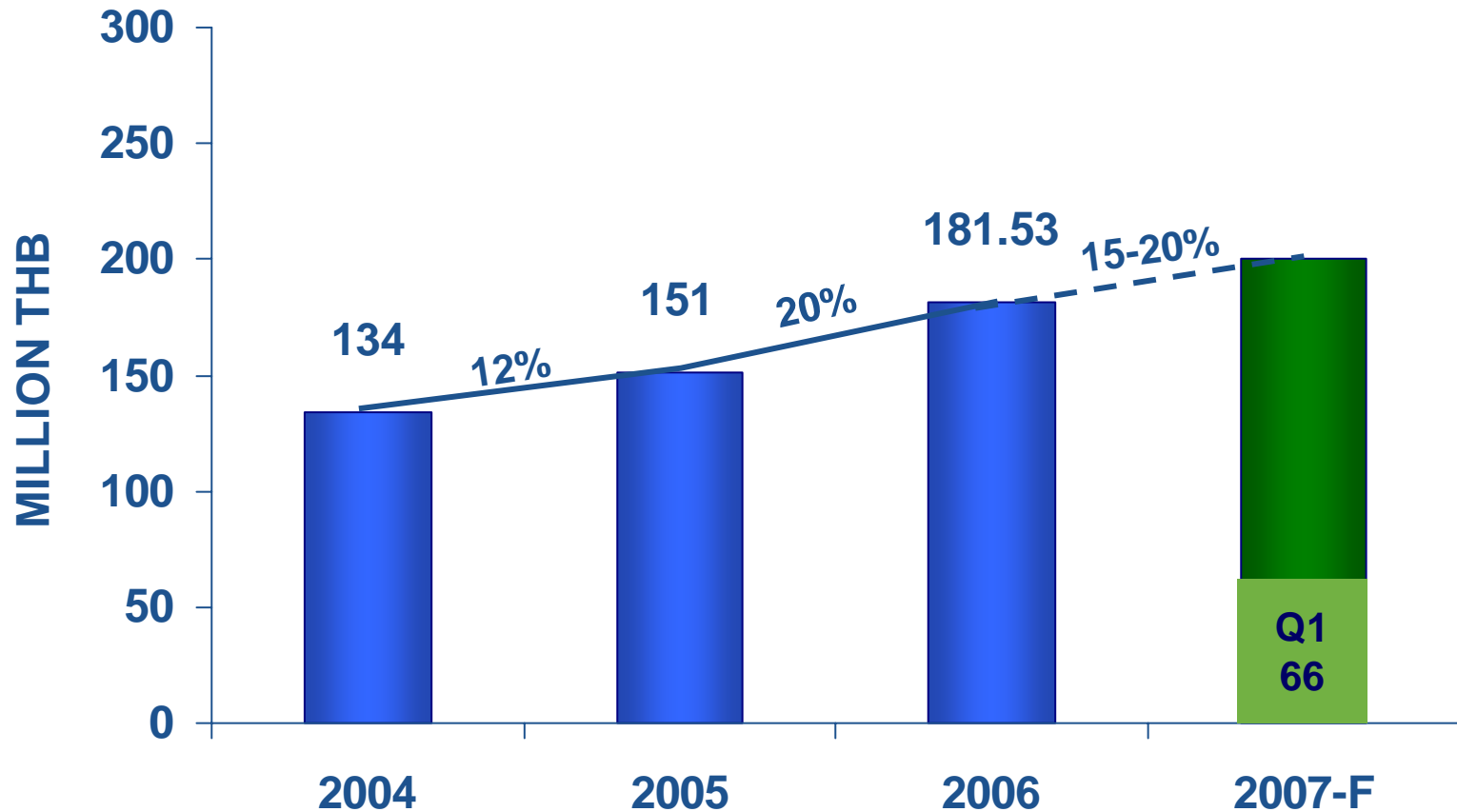


# BUSINESS PLAN 2004 - 2007

## AIR CONDITIONER

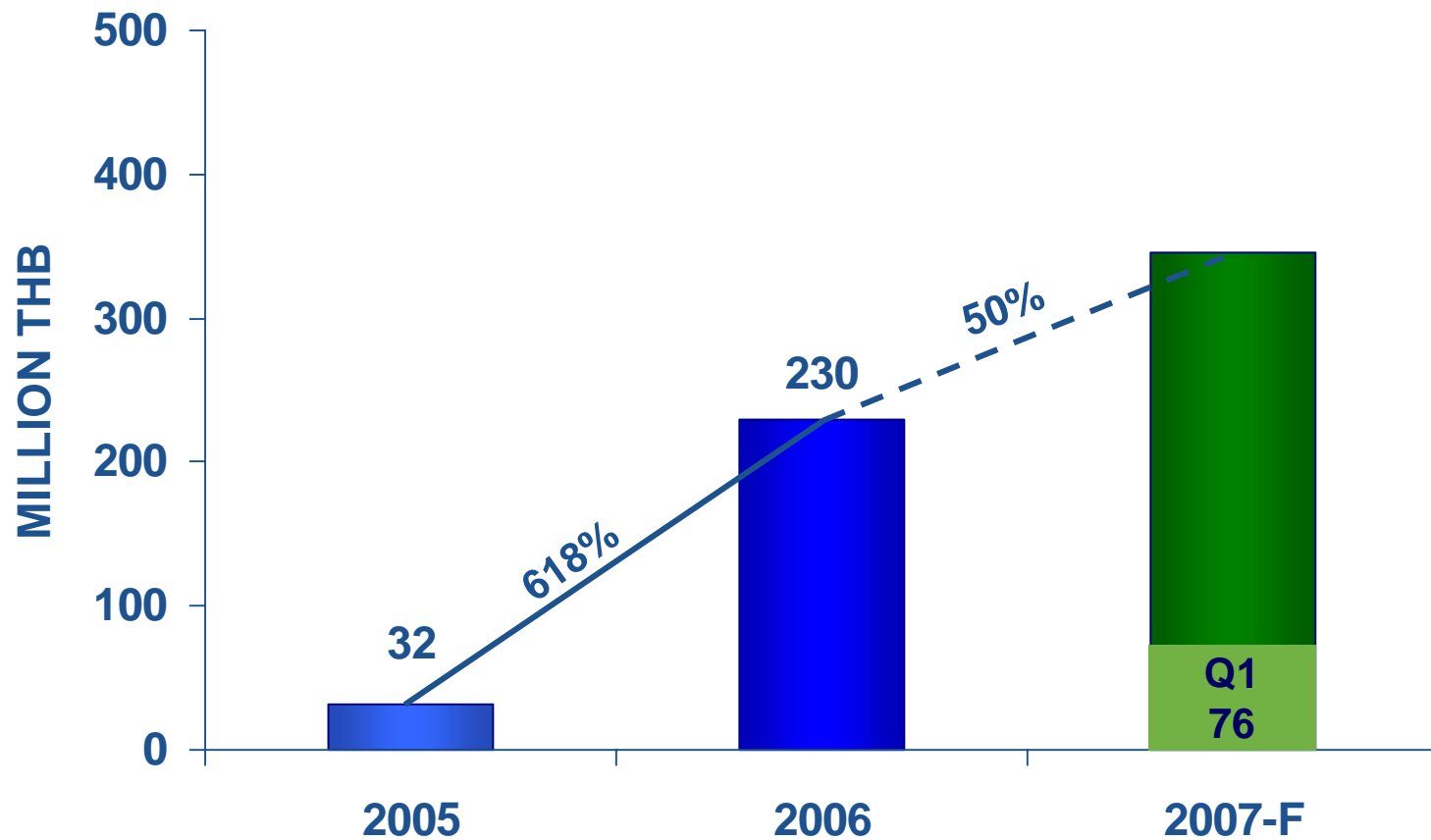


# BUSINESS PLAN 2004 - 2007 COMPRESSOR



# BUSINESS PLAN 2005 - 2007

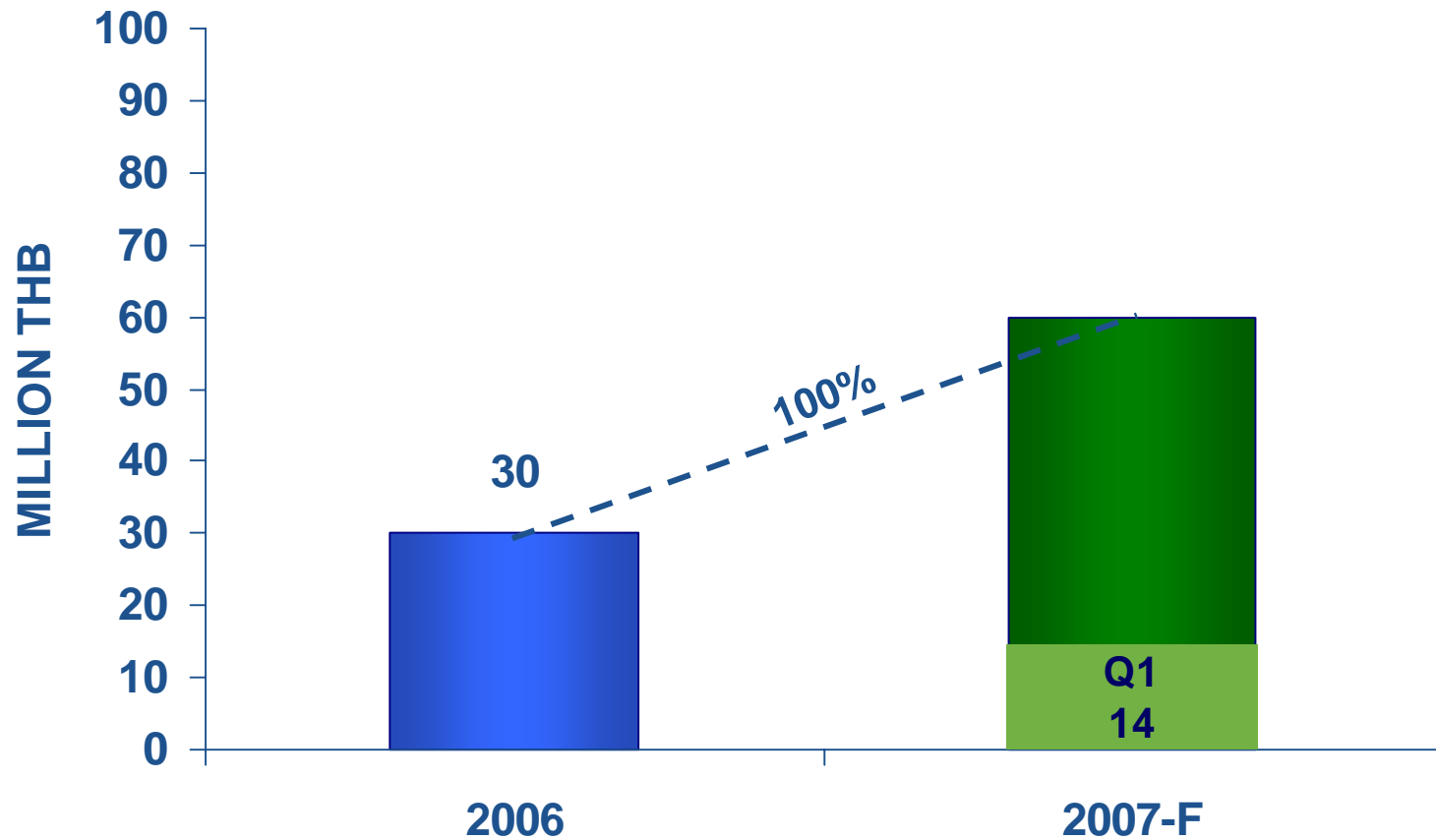
## SHEET METAL





# BUSINESS PLAN 2006 - 2007

## OTHERS





Business

The New York

Playing by Europe's New

# Question & Answer



**THE END**

**THANK YOU**