

# **SNC** Former Public Company Limited

Quality and Service First



THE OPPORTUNITY DAY  
@ Stock Exchange of Thailand  
May 15, 2006



# AGENDA

**SNC**

**HIGHLIGHTS OF THE YEAR Q1/2006**

**OVERVIEW OF THE INDUSTRIES**

**FINANCIAL PERFORMANCE Q1/2006**

**BUSINESS PLAN 2006**

**FTM PERFORMANCE**

**QUESTION & ANSWER**

# Highlights of the Q1/ 2006

**SNC**

## **SALES Q1/2006**

**535 MILLION THB (37% INCREASED FROM Q1/2005)**

- AUTOMOBILE PARTS  
93.42 MILLION THB (30% INCREASED FROM Q1/2005)
- AIR-CONDITIONING PARTS  
360.94 MILLION THB (35% INCREASED FROM Q1/2005)
- COMPRESSOR PARTS  
44.86 MILLION THB (3% DECREASED FROM Q1/2005)
- REFRIGERATING PARTS  
5.15 MILLION THB (20% INCREASED FROM Q1/2005)
- SHEET METAL  
30.26 MILLION THB

## **NET PROFIT Q1/2006**

**52.5 MILLION THB (10% INCREASED FROM Q1/2005)**

# OVERVIEW OF THE INDUSTRIES (2004-2006)



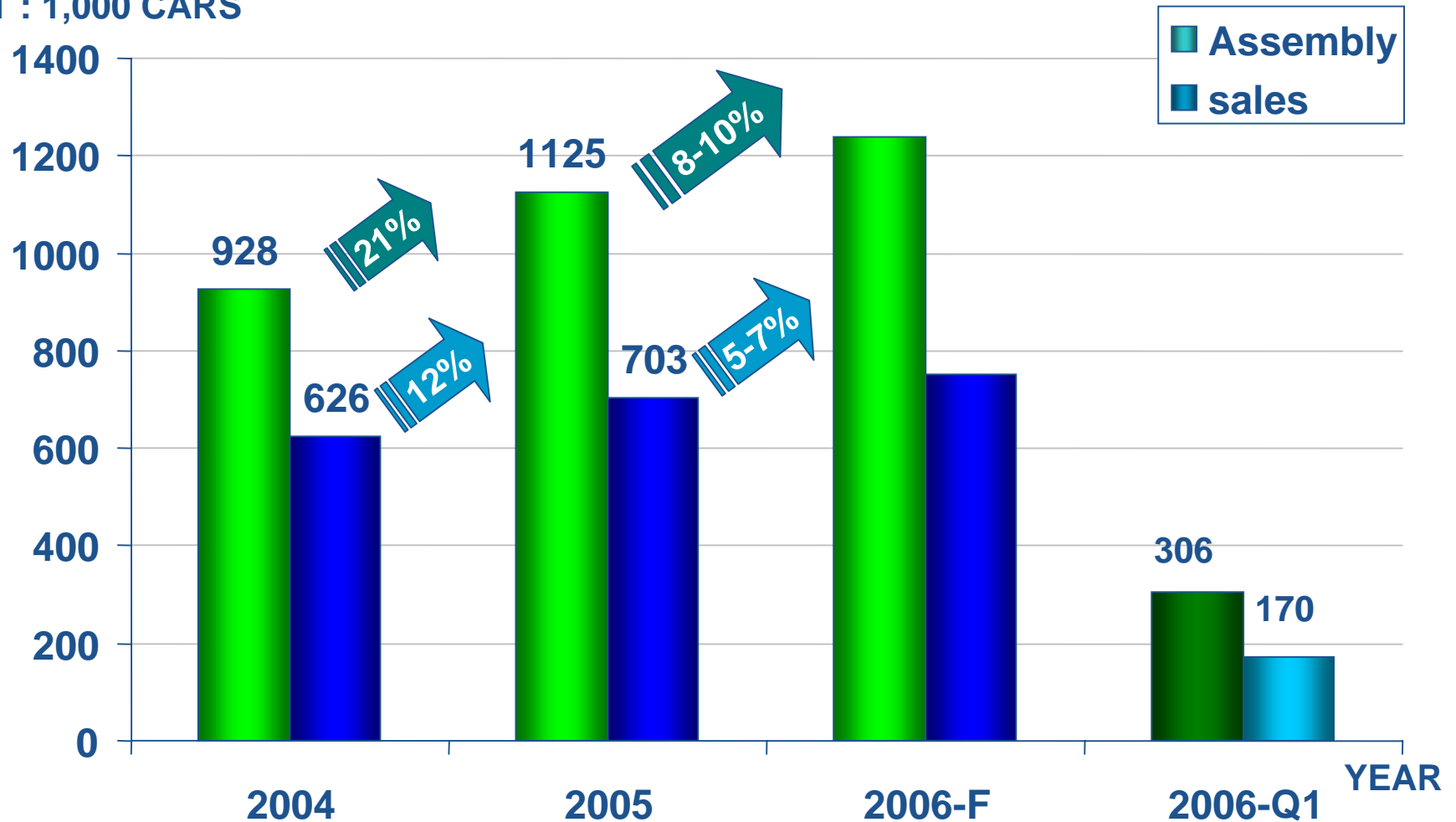
AUTOMOBILE  
AIR-CONDITIONER  
COMPRESSOR  
REFRIGERATOR  
LAUNDRY MACHINE



# AUTOMOBILE ASSEMBLY & SALES (2004-2006)

**SNC**

UNIT : 1,000 CARS

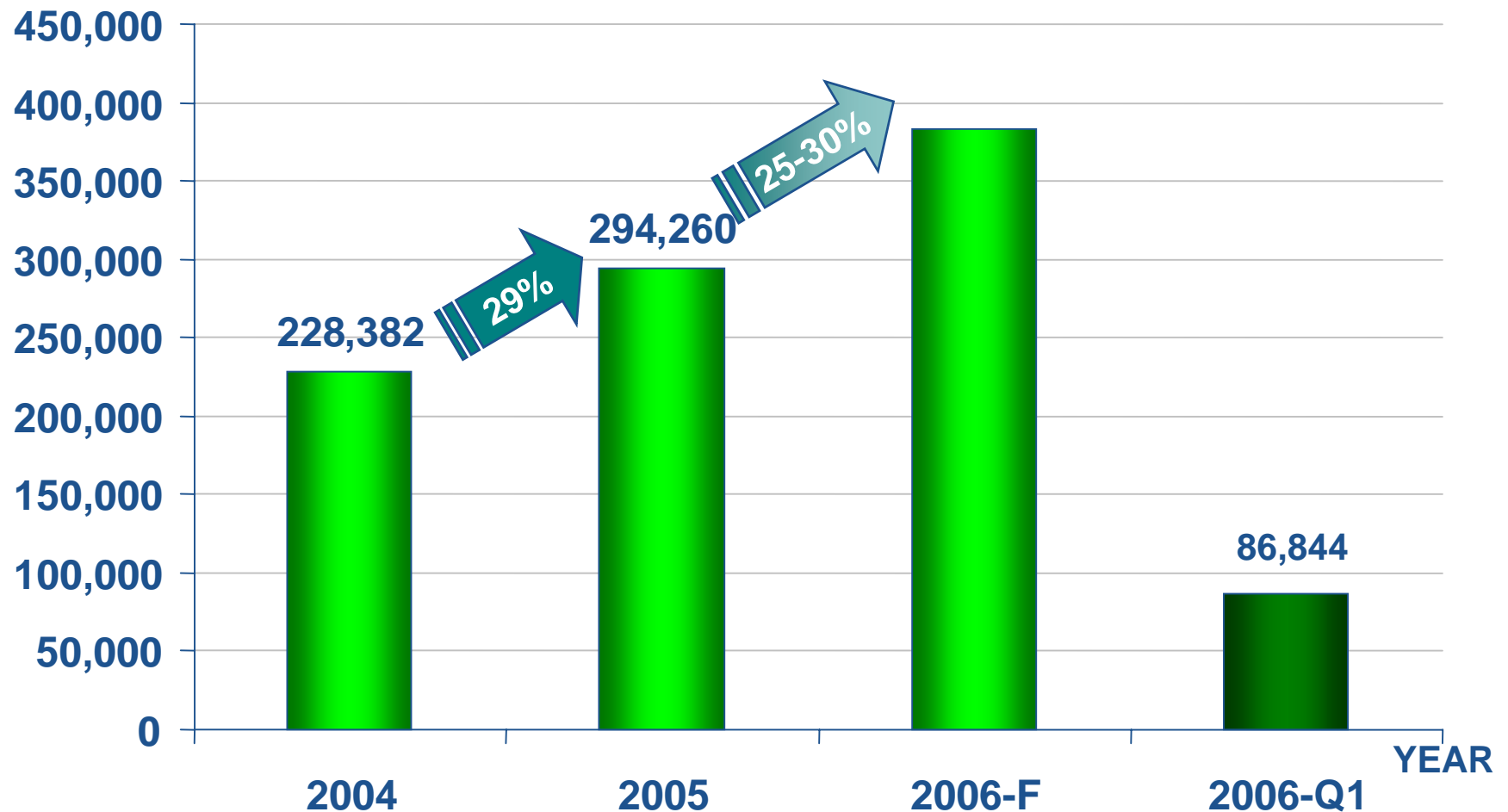




# EXPORT CARS AND AUTOMOTIVE PARTS (2004-2006)

# SNC

UNIT : MILLION BAHT

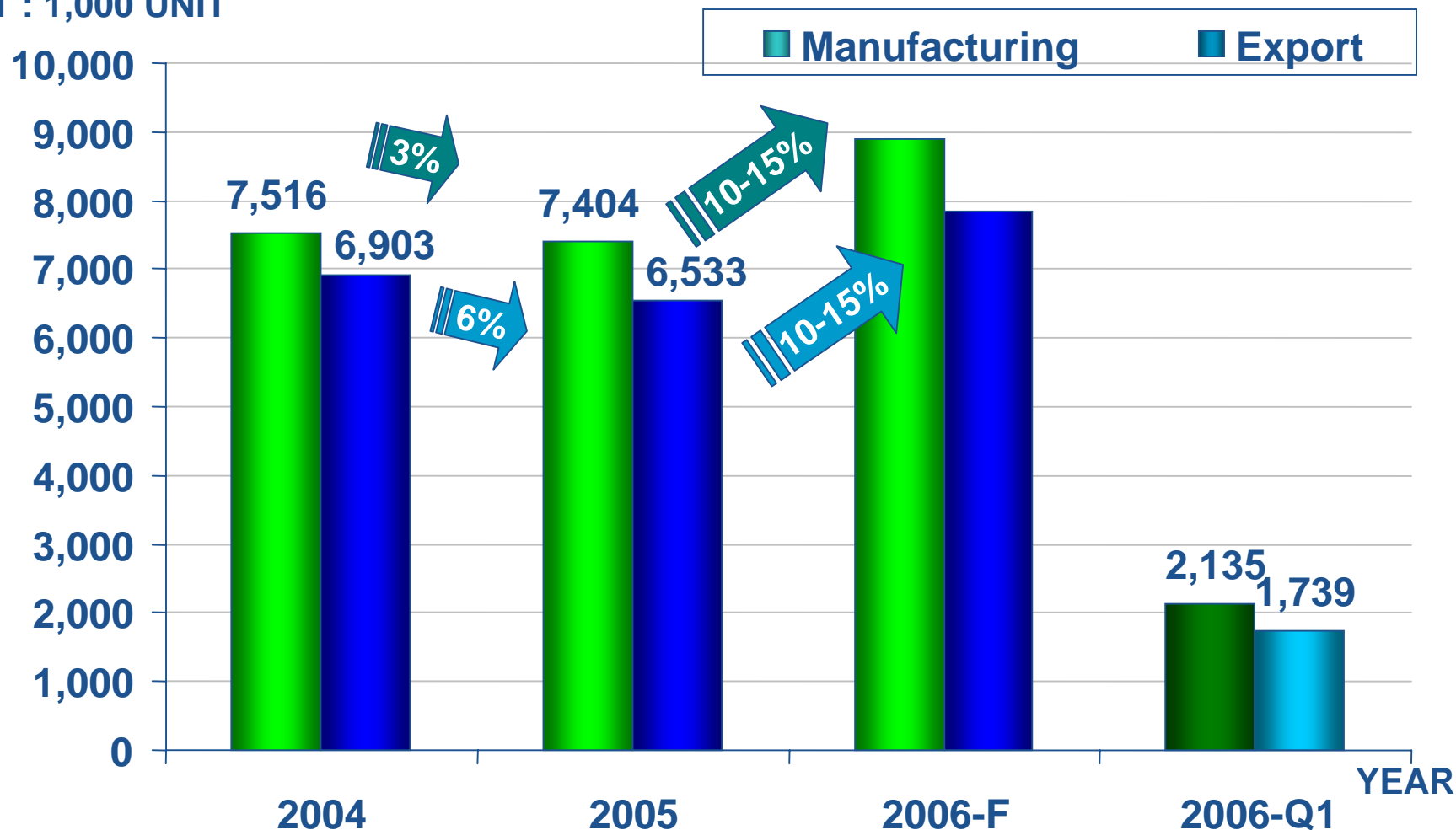




# AIR-CONDITIONER MANUFACTURING & EXPORT (2004-2006)

# SNC

UNIT : 1,000 UNIT

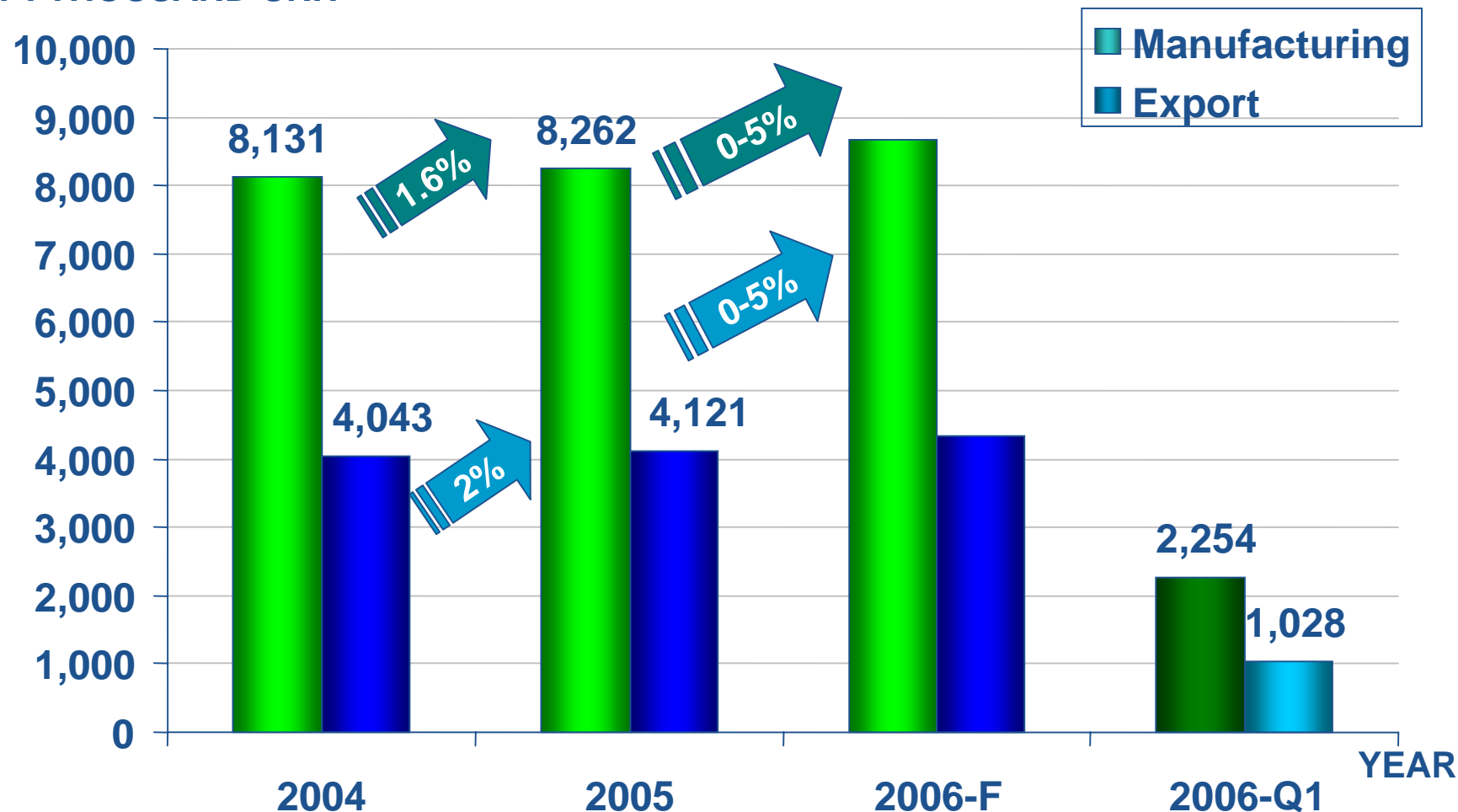




# COMPRESSOR MANUFACTURING & EXPORT (2004-2006)

# SNC

UNIT : THOUSAND UNIT



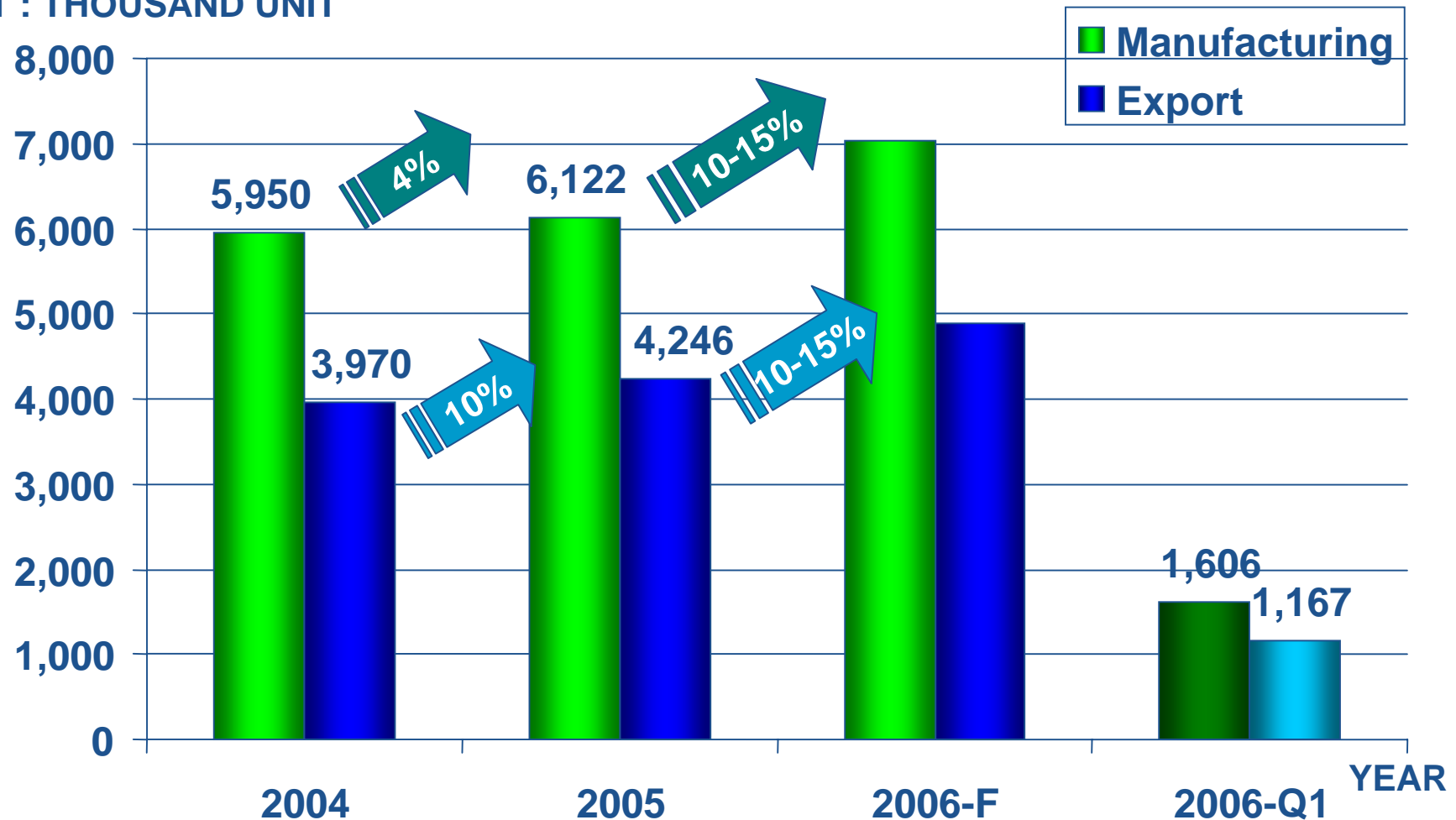




# REFRIGERATOR MANUFACTURING & EXPORT (2004-2006)

**SNC**

UNIT : THOUSAND UNIT

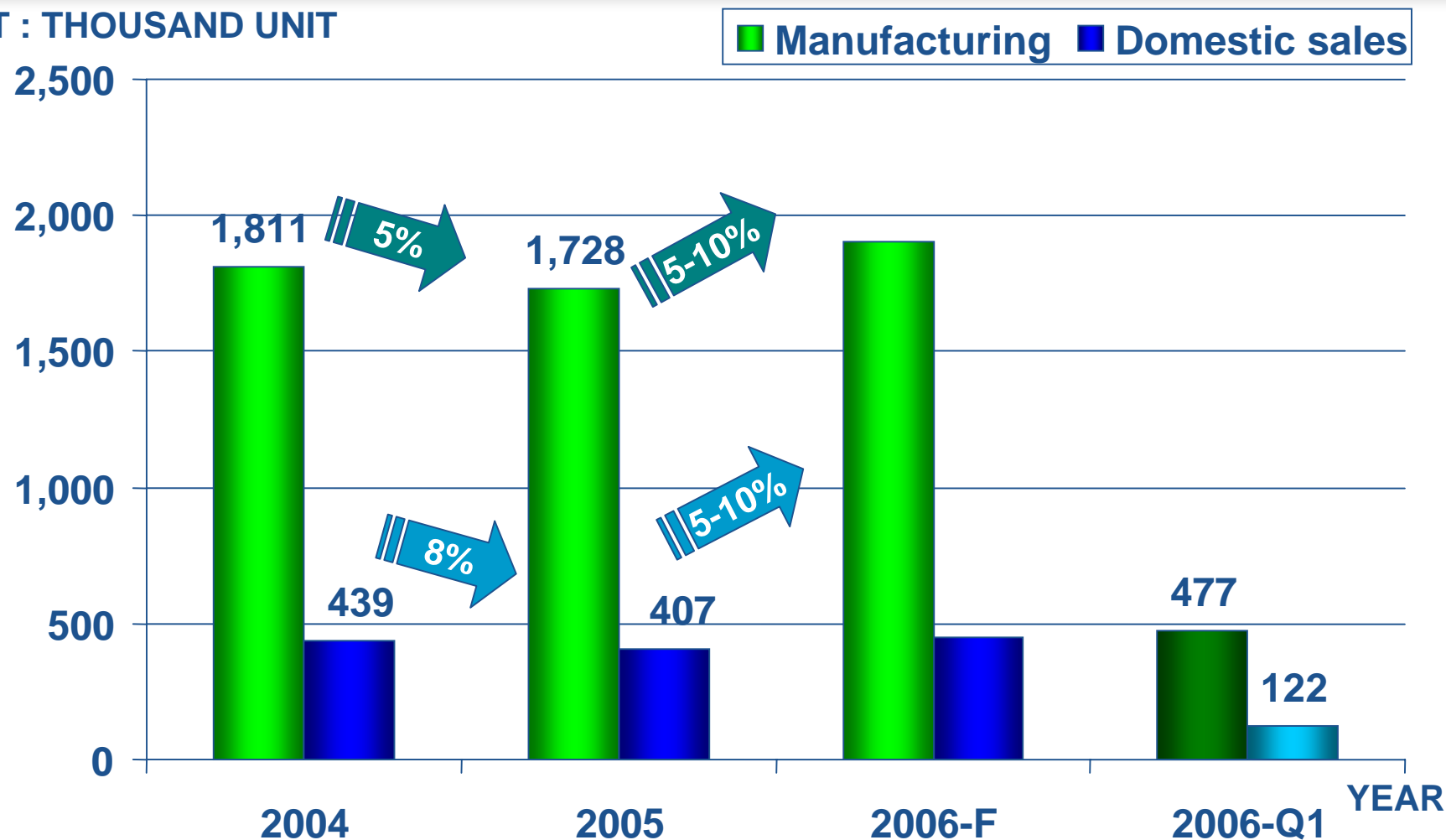




# LAUNDRY MACHINE MANUFACTURING & DOMESTIC SALES (2004-2006)

# SNC

UNIT : THOUSAND UNIT



# FINANCIAL PERFORMANCE Q1/2006



MR. RATTAPOOM NUNTAPATAWEE



# FINANCIAL PERFORMANCE

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**KEY OPERATING RESULTS**

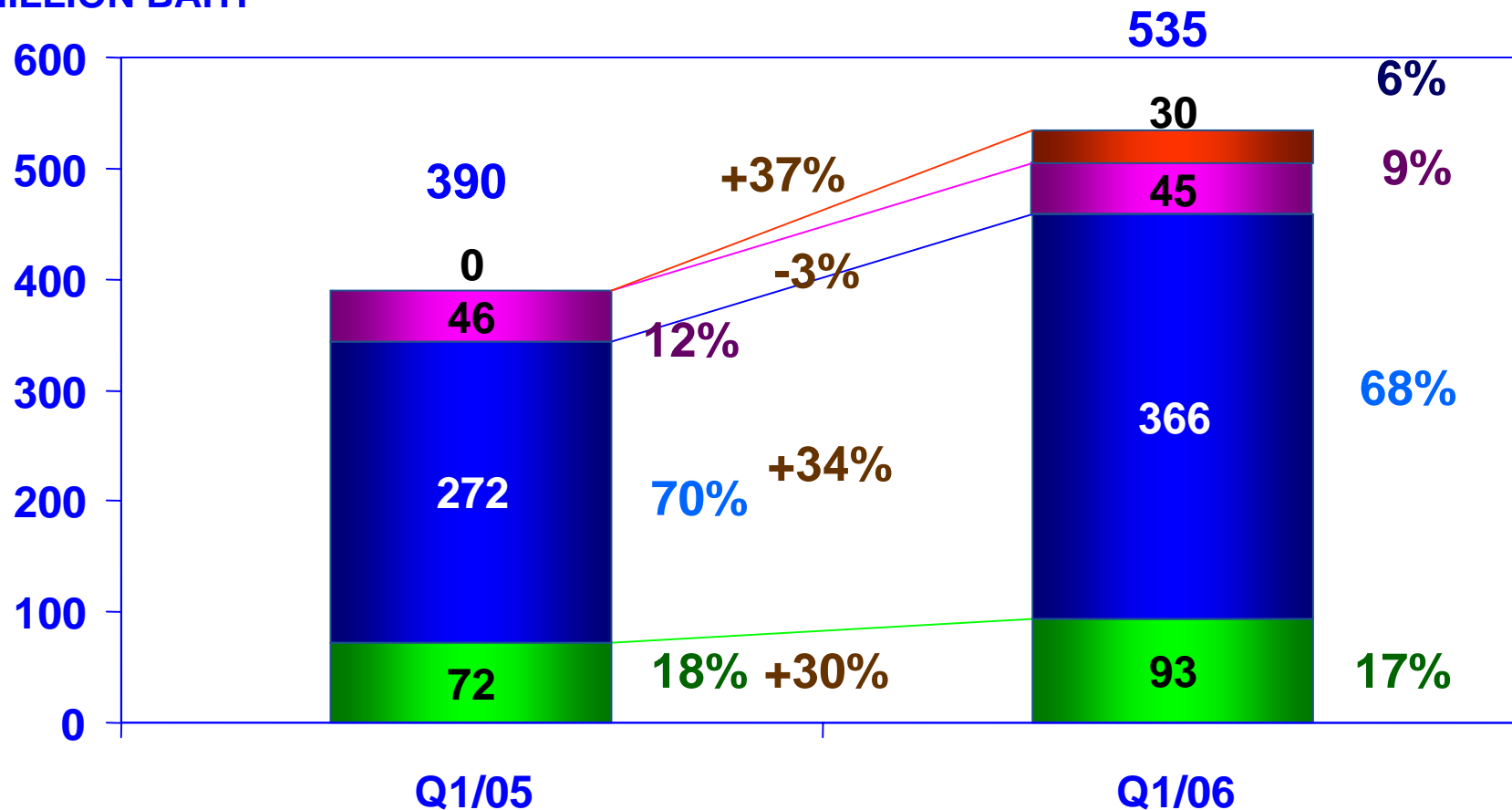
**KEY FINANCIAL RATIOS**



# SALES : OVERVIEW

# SNC

MILLION BAHT



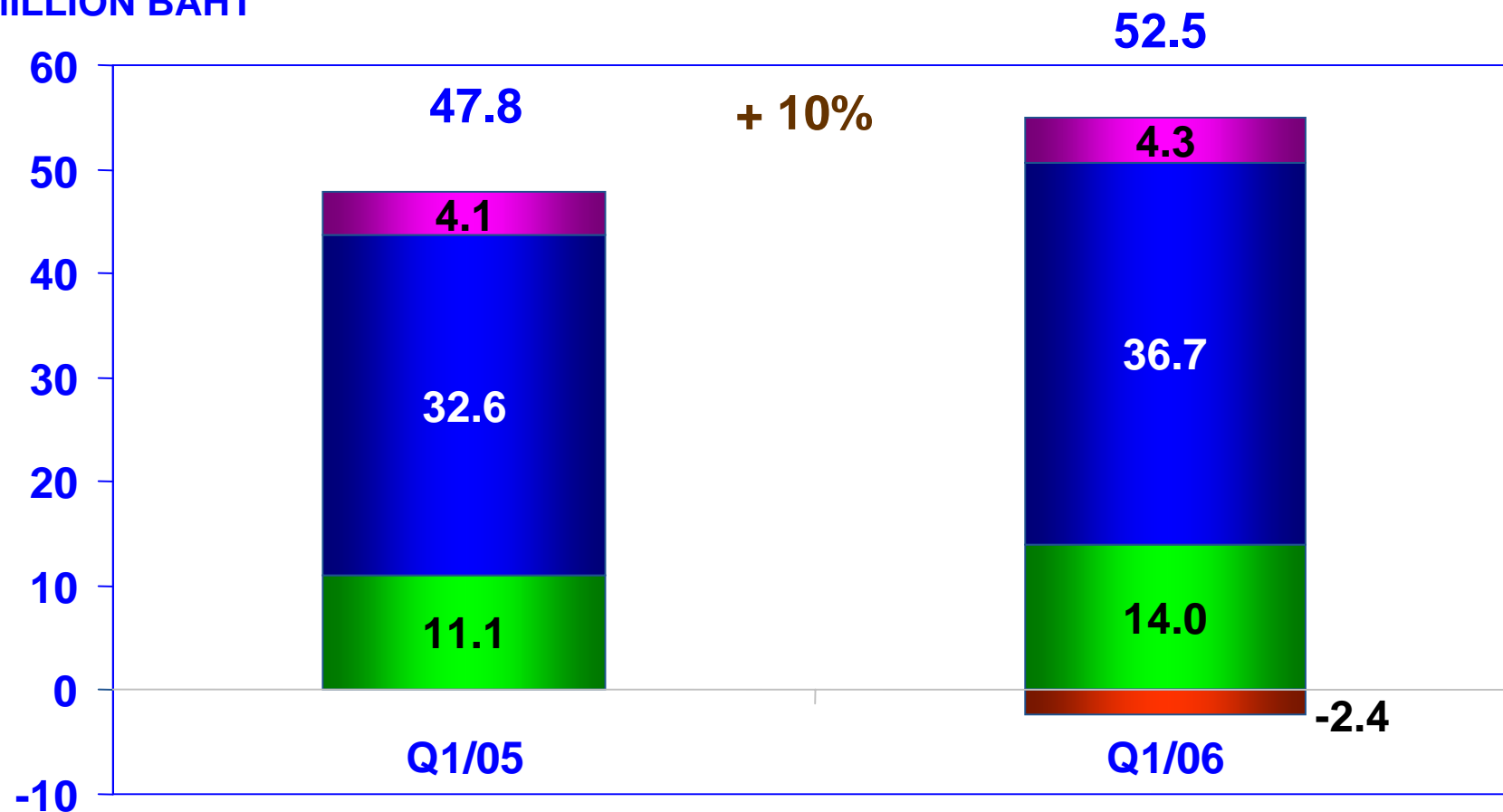
■ Automobile ■ Air Condition ■ Compressor ■ Metal Sheet



# EAT

# SNC

MILLION BAHT



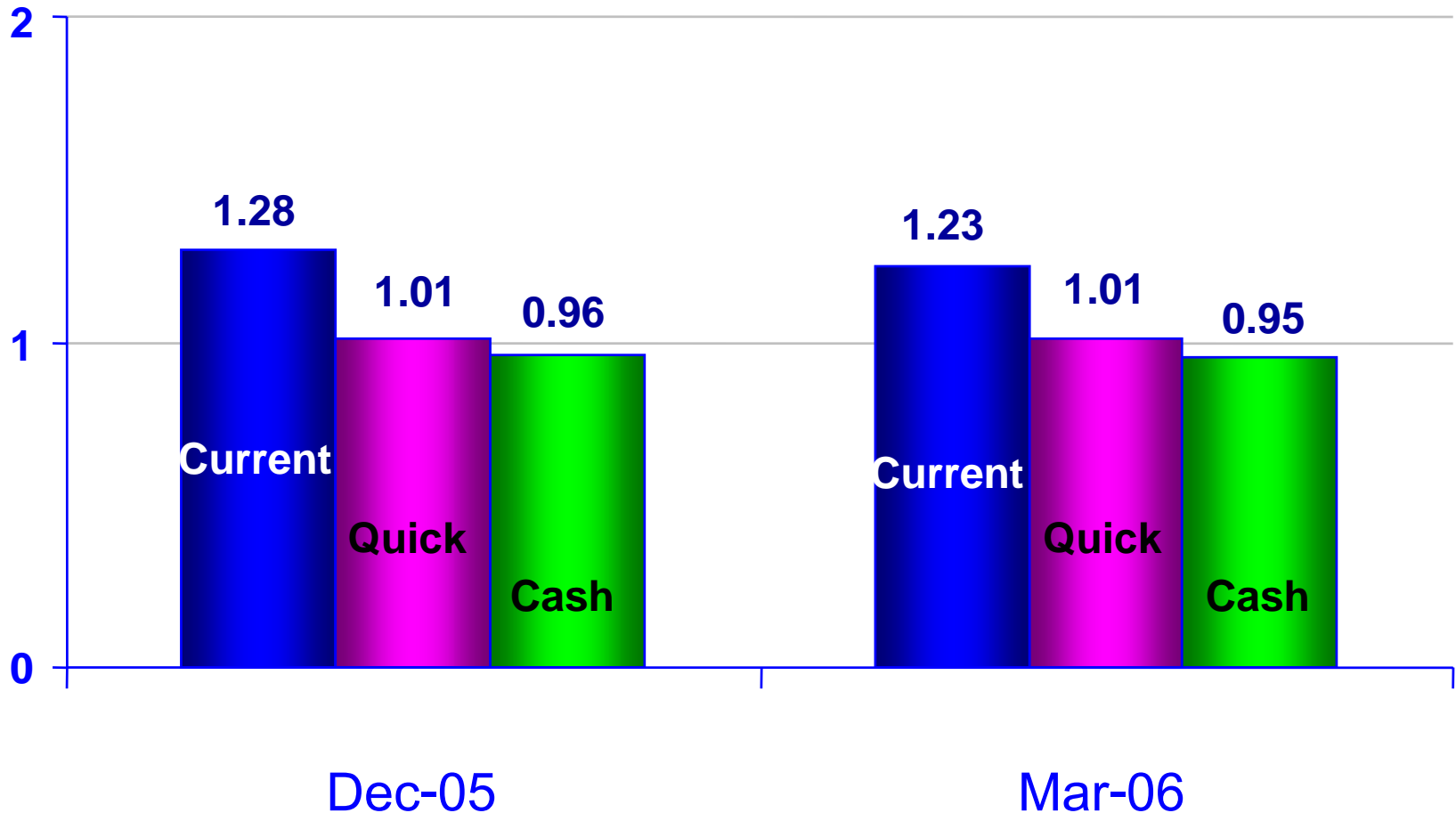
■ Automobile ■ Air Condition ■ Compressor ■ Metal Sheet



# LIQUIDITY (Current, Quick, Cash)

**SNC**

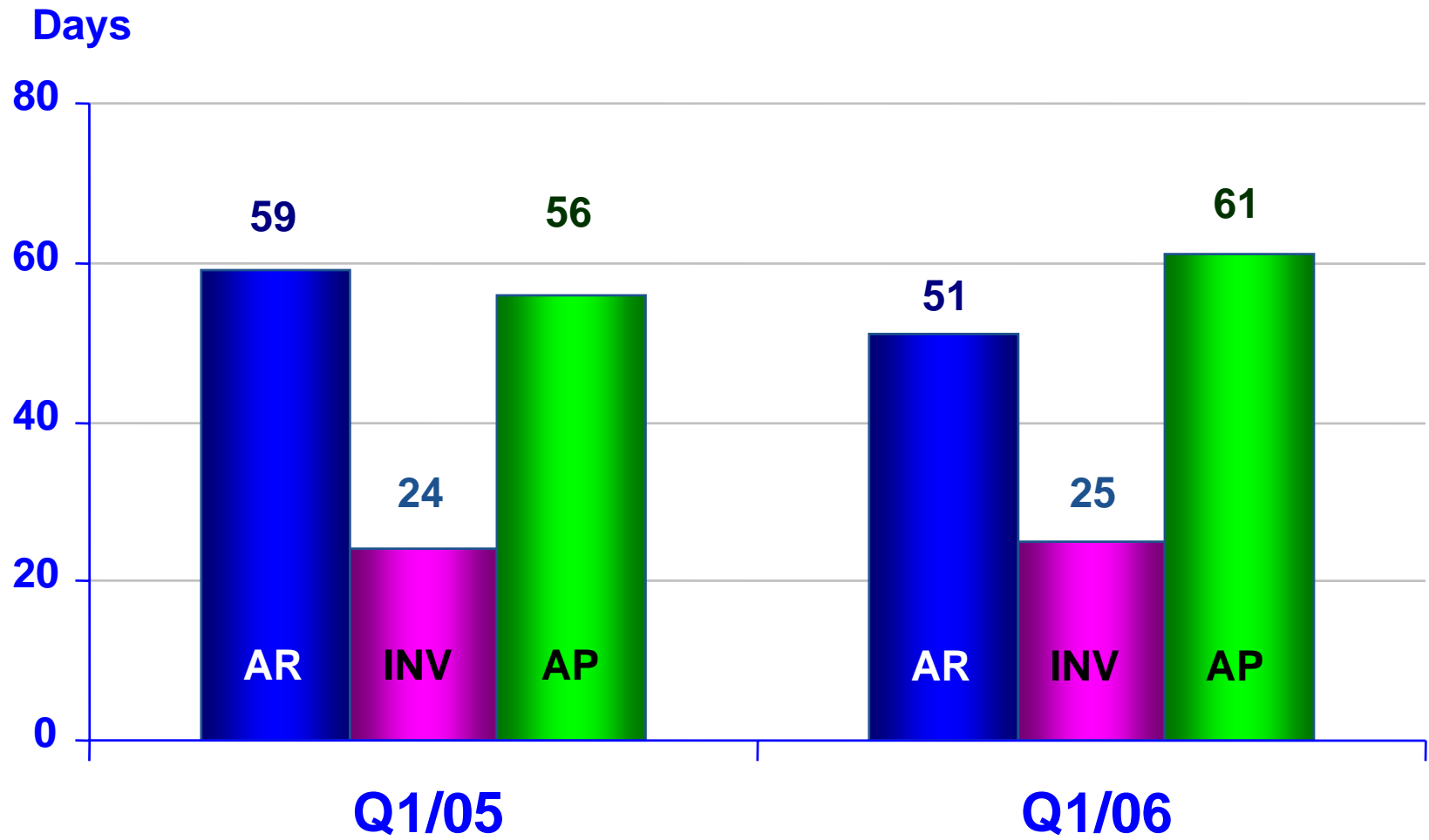
Time





# LIQUIDITY (A/R, Inven, A/P)

**SNC**

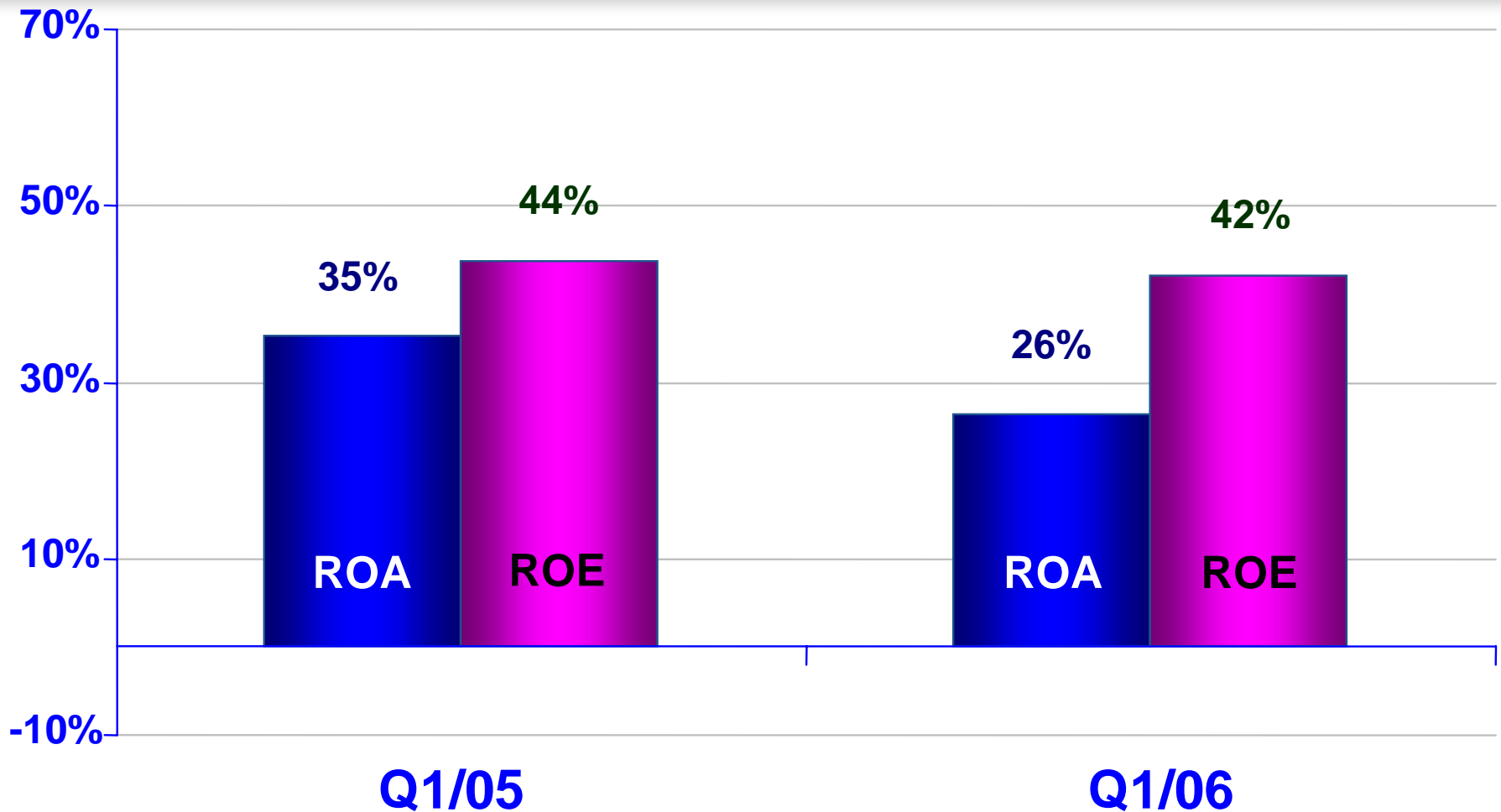






# ROA and ROE

**SNC**

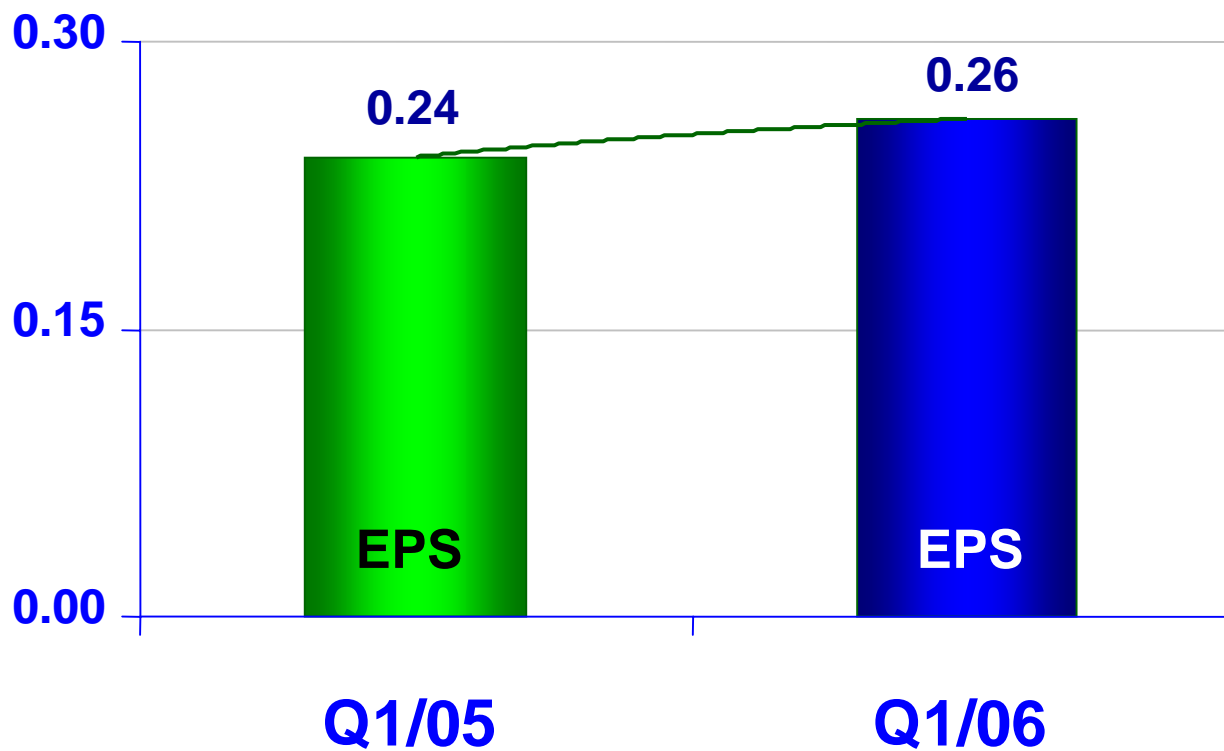




# EPS

**SNC**

Baht per share

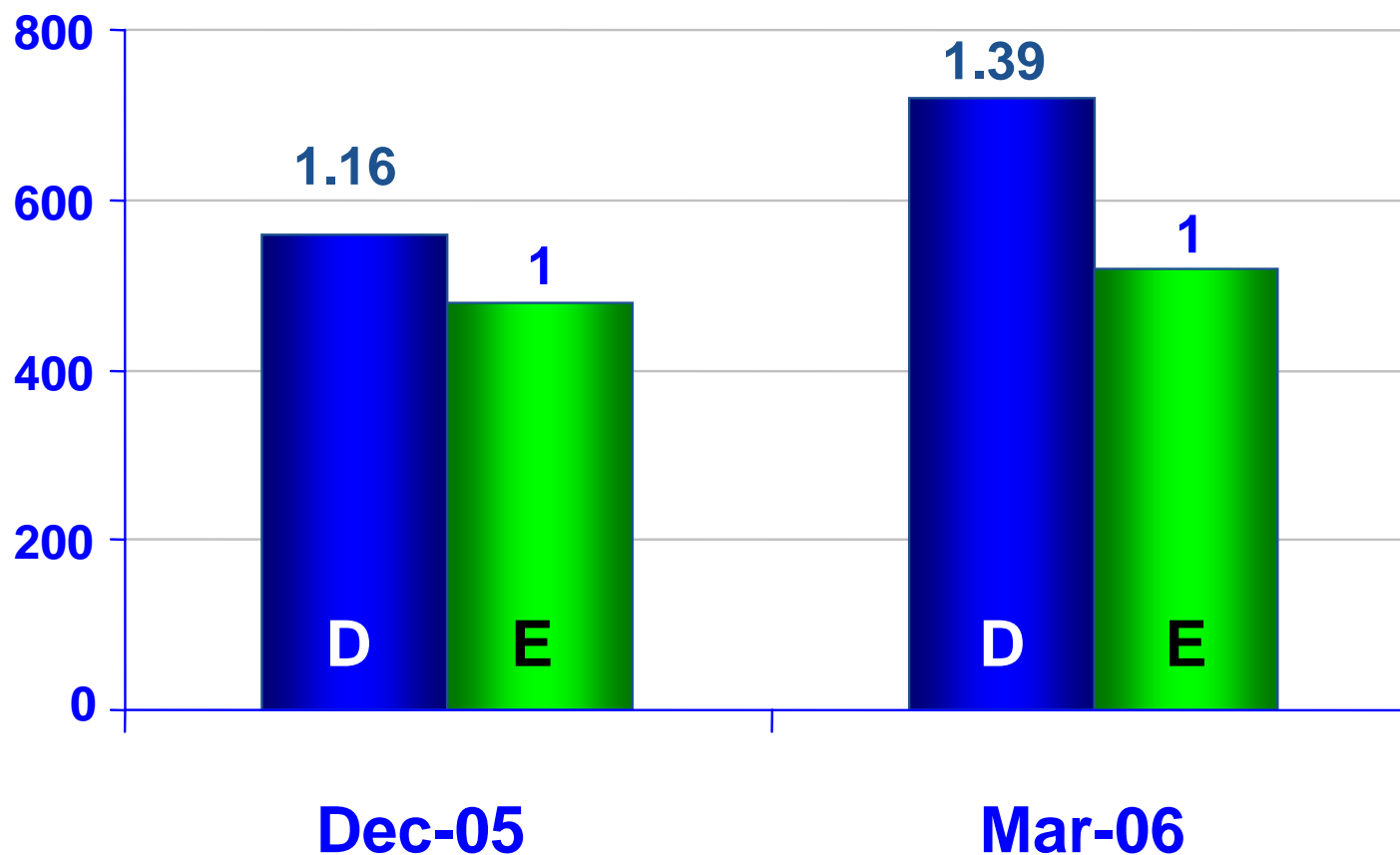




# DEBT PER EQUITY

**SNC**

Million Baht

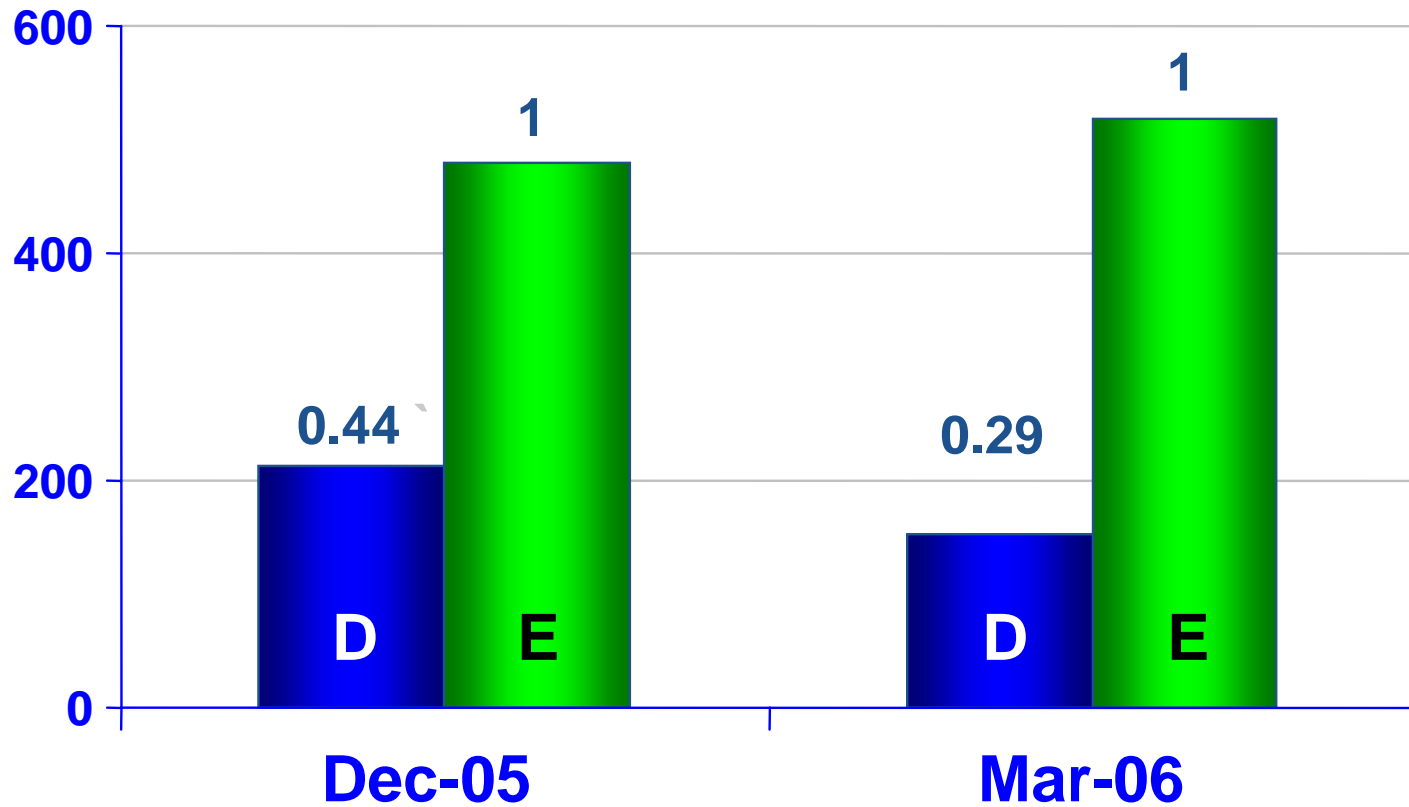




# Debt (interest) per Equity

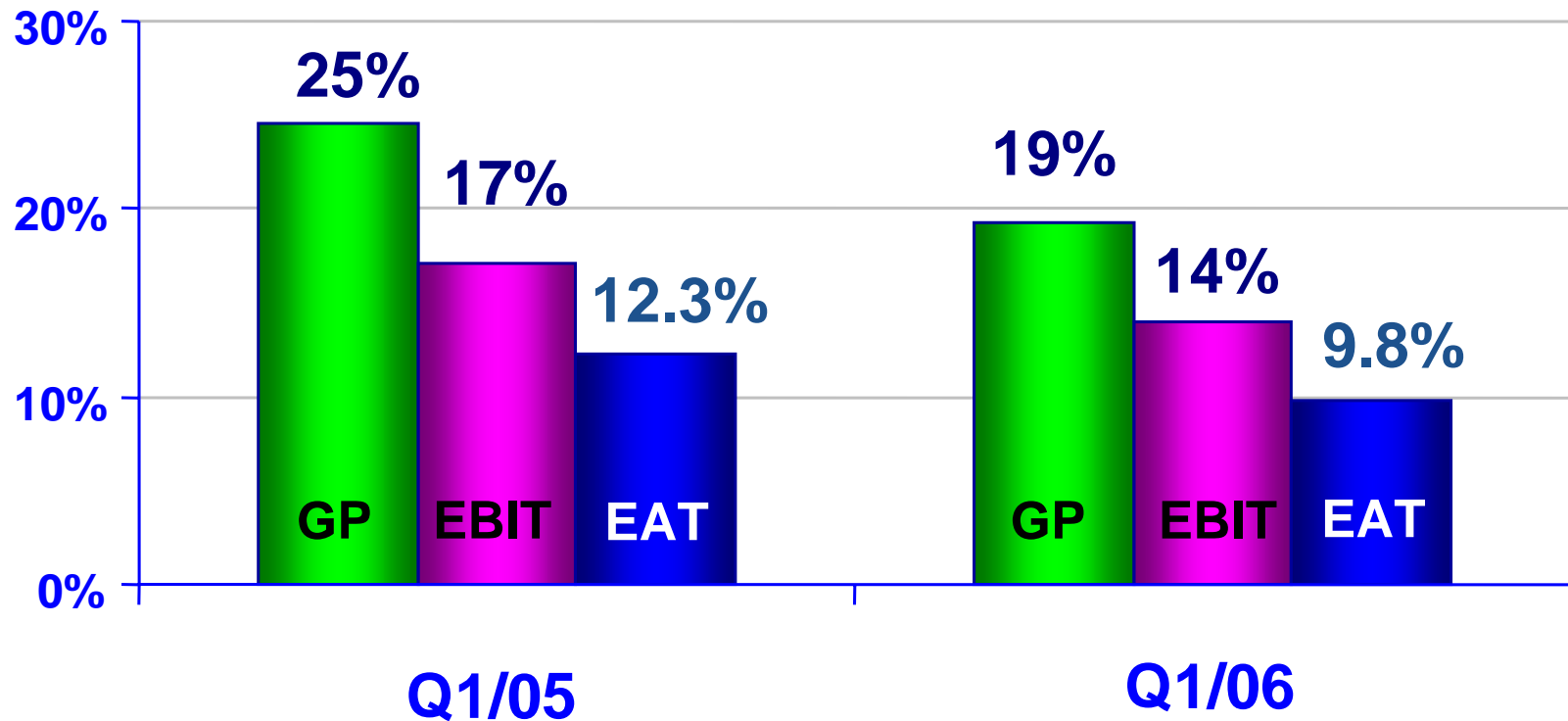
**SNC**

Million Baht





# PROFITABILITY (GP, EBIT and EAT) **SNC**

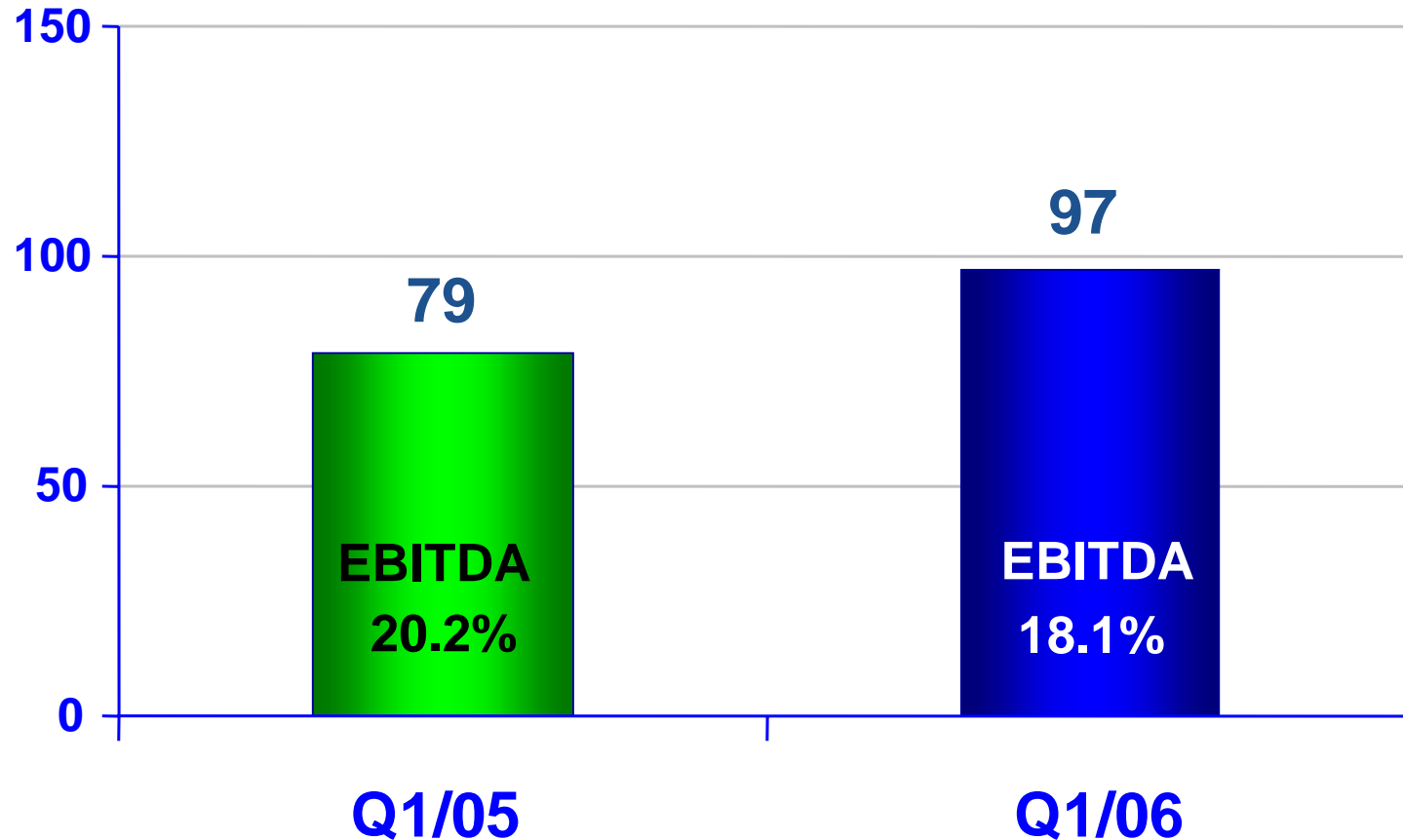




# EBITDA Margin

**SNC**

Million Baht



# BUSINESS PLAN 2006



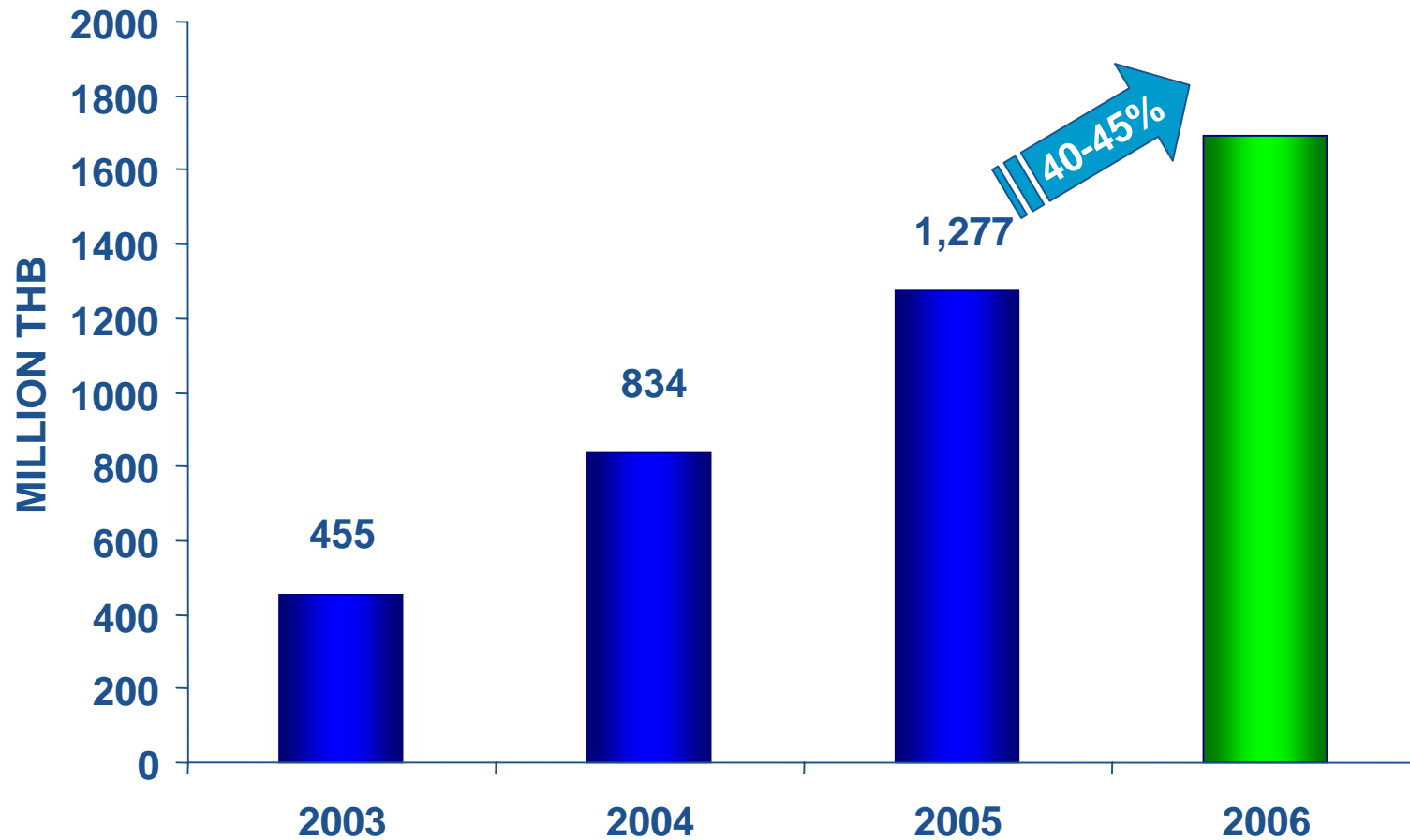
SNC GROUP



# BUSINESS PLAN 2006

## SNC GROUP

**SNC**

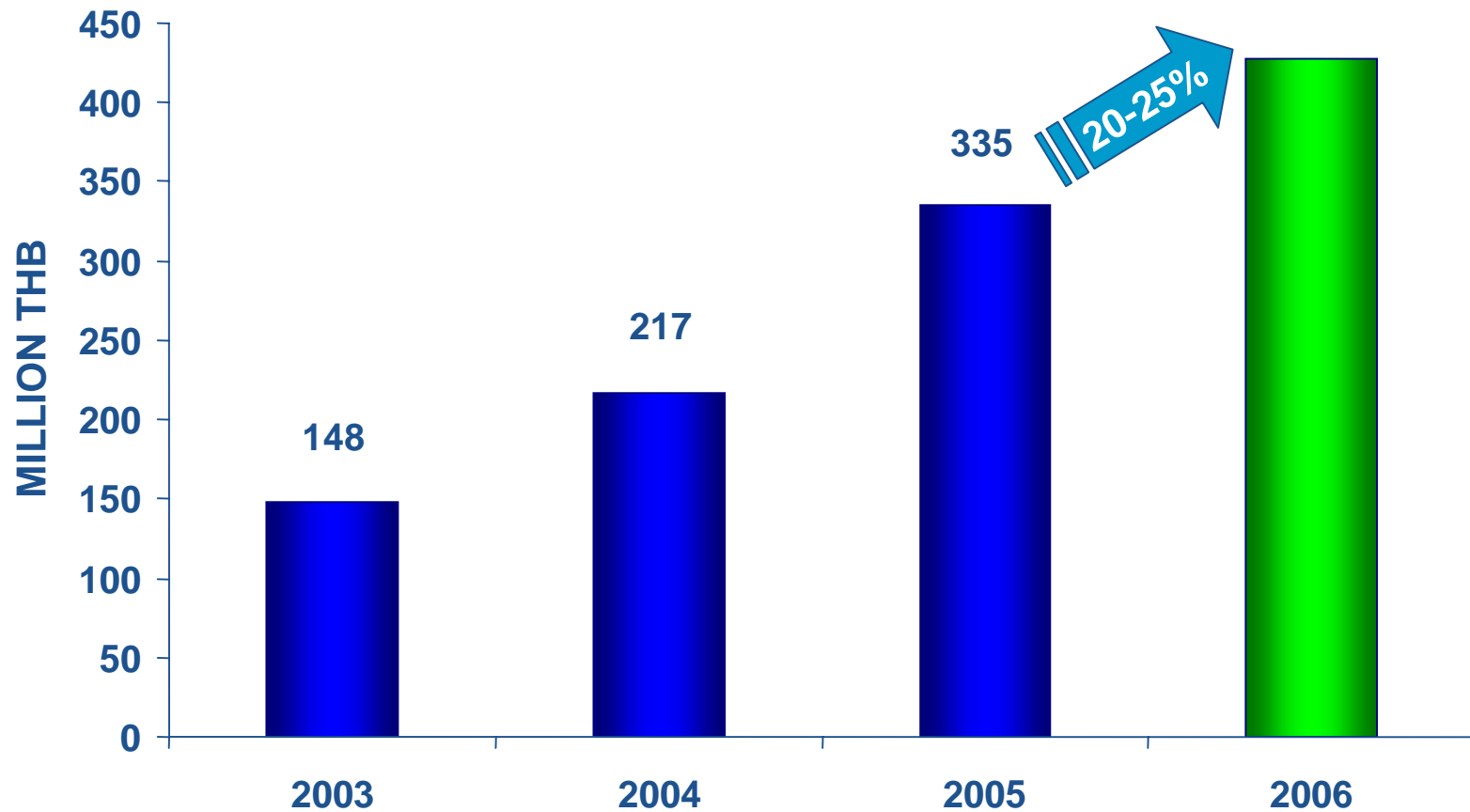






# BUSINESS PLAN 2006 AUTOMOBILE

**SNC**

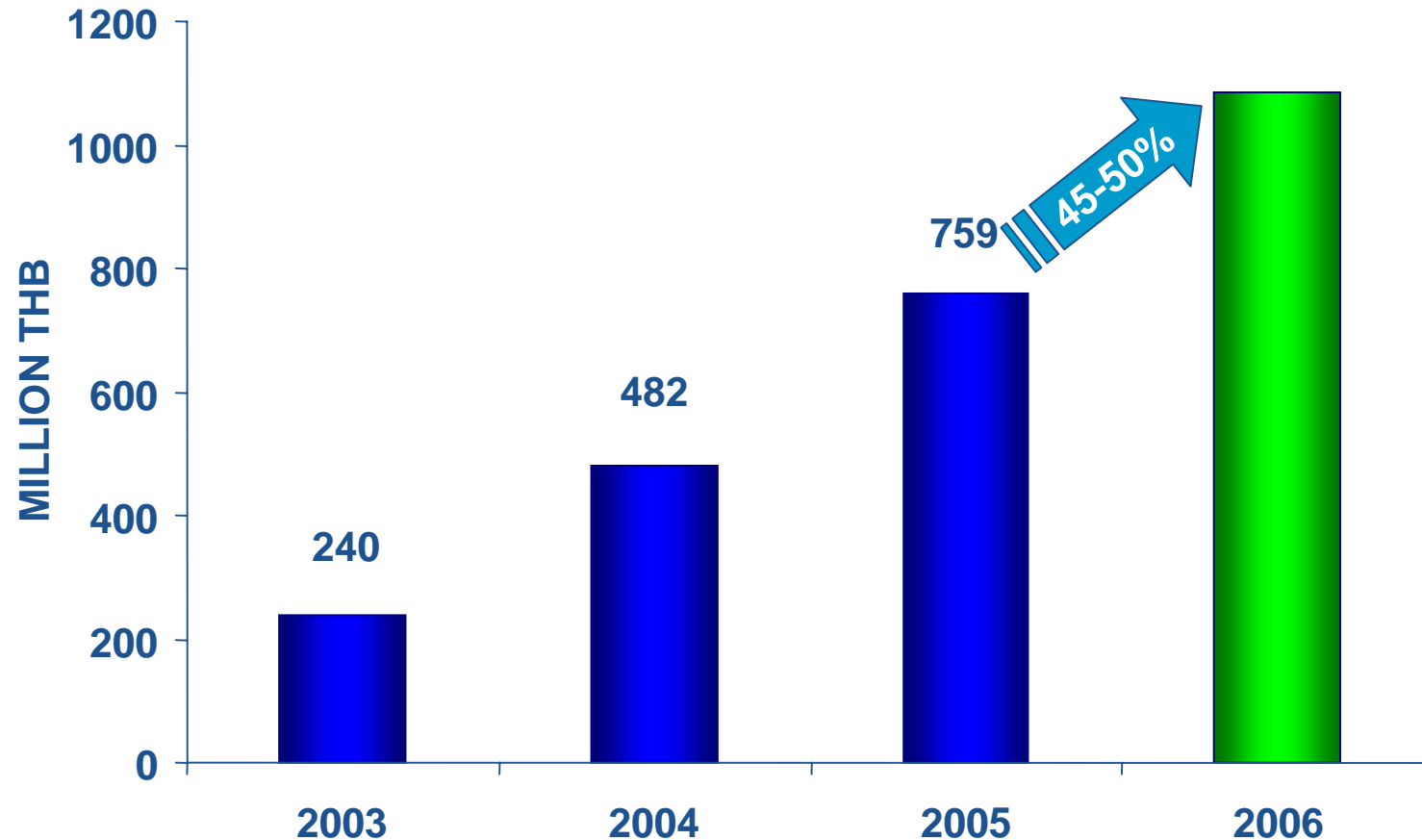




# BUSINESS PLAN 2006

## AIR- CONDITIONER

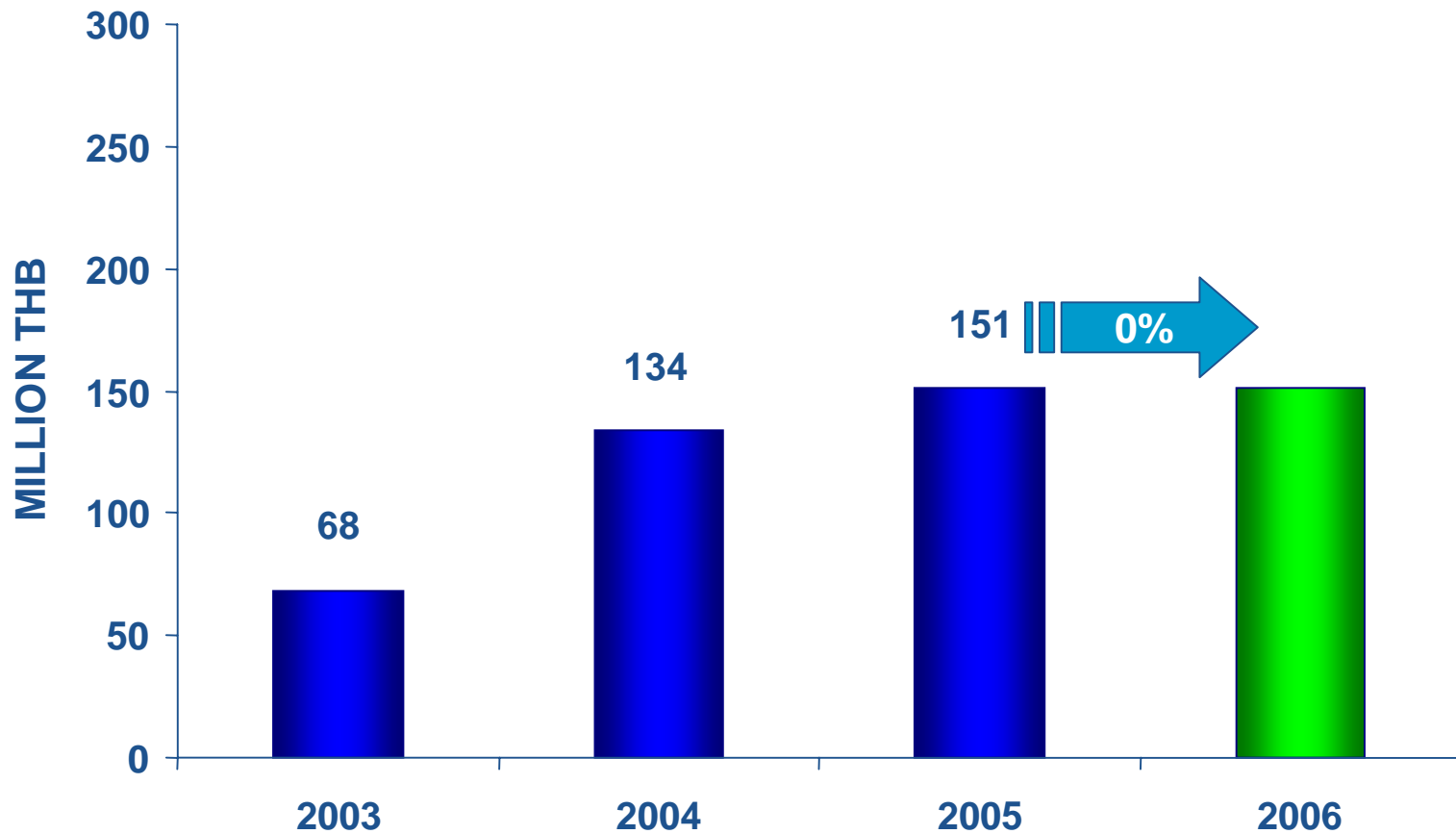
**SNC**





# BUSINESS PLAN 2006 COMPRESSOR

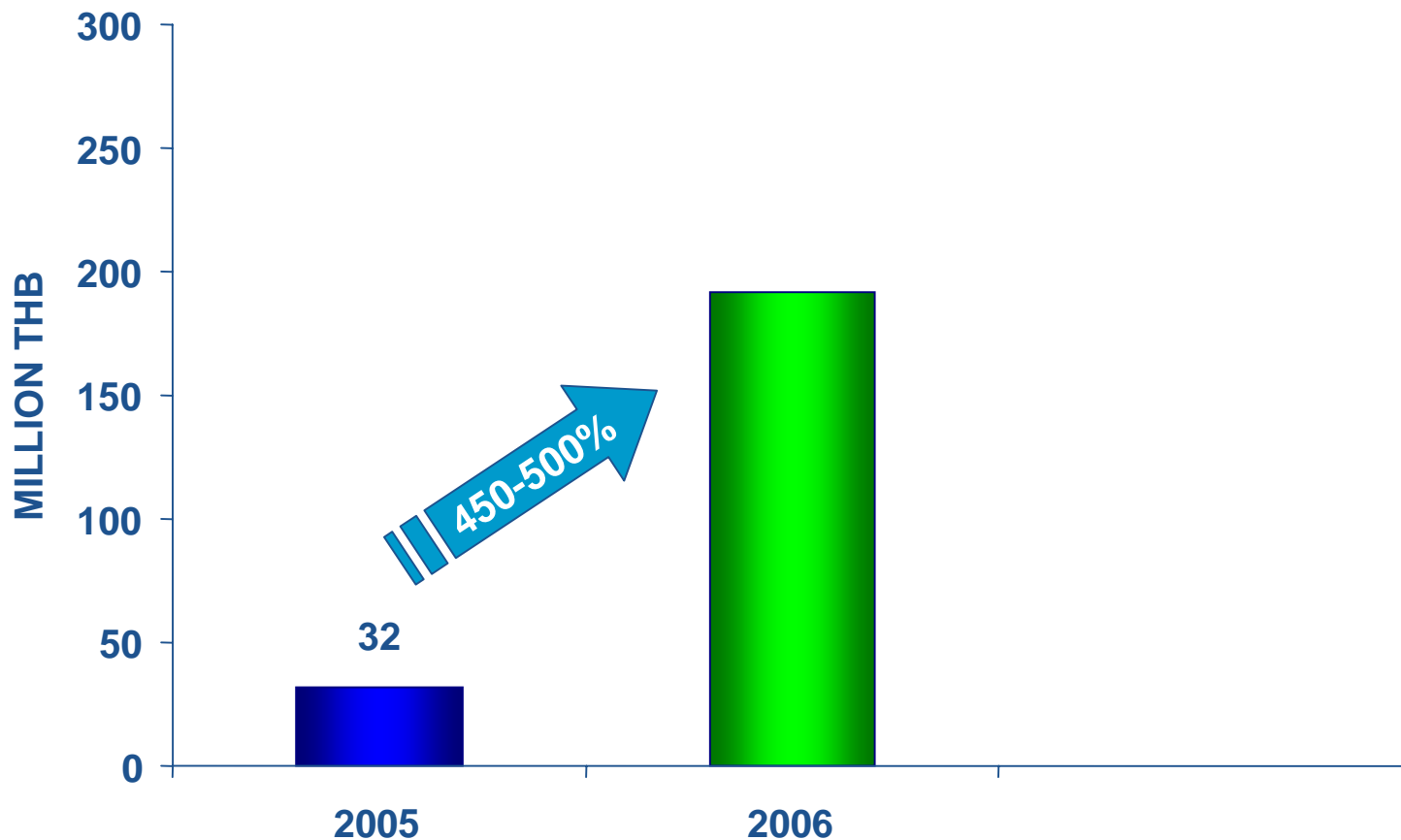
**SNC**





# BUSINESS PLAN 2006 METAL SHEET

**SNC**



*FTM*



PERFORMANCE



FRESH-TECH MANUFACTURING CO., LTD.

# INTRODUCTION TO *FTM*

VISION

MISSIONS

PRODUCTS

MARKETING STRATEGIES

FINANCIAL



**FRESH-TECH MANUFACTURING CO., LTD.**

***ANNOUNCEMENT***  
***NEW COMPANY ESTABLISHMENT***

*On behalf of SNC Former Public Company Limited, which holds 100% of the shares in SNC Pyongsan Evolution Co., Ltd. (SPE), I am pleased to announce the establishment of a new subsidiary company, Fresh-Tech Manufacturing Co., Ltd. (FTM). The new company has been established to enhance the performance of the Freezer and Stainless Steel Manufacturing Department of SPE. FTM is a wholly owned subsidiary of SNC Former Public Company Limited.*

*Fresh-Tech Manufacturing Co., Ltd. (FTM) has been established as a strategic business unit, to enhance the quality of its products and services, which require unique manufacturing and management skills. The Production staff and Management Team of the Freezer and Stainless Steel Manufacturing Department of SPE will be transferred directly to FTM. The address of factory and Head office will remain as - 88/18 Moo2, Makhamkoo, Nikhompattana, Rayong, 21180 Thailand*



FRESH-TECH MANUFACTURING CO., LTD.

## VISION

THE WORLD-CLASS  
STAINLESS STEEL APPLICATIONS  
PROVIDER





**FRESH-TECH MANUFACTURING CO., LTD.**

## MISSIONS

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



**FRESH-TECH MANUFACTURING CO., LTD.**

## PRODUCTS

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



**FRESH-TECH MANUFACTURING CO., LTD.**

## The Freshline Gullwing Freezer





**FRESH-TECH MANUFACTURING CO., LTD.**

Mini-Batch Freezer



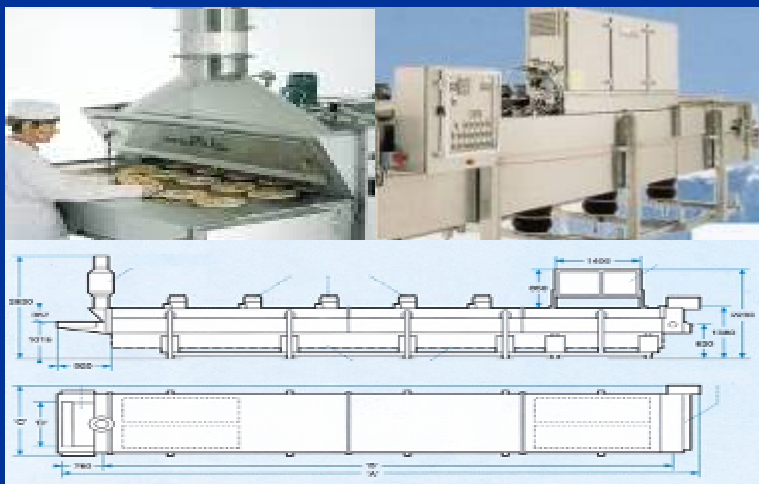
Batch Freezer





FRESH-TECH MANUFACTURING CO., LTD.

## Custom made Freezer





FRESH-TECH MANUFACTURING CO., LTD.

## MARKETING STRATEGIES

- Being the long-term partner for our customers with our values...

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

- Expanding to new customers in the Global market through the Global sourcing of APCI
- Diversifying products: other stainless steel equipment for food manufacturing processes



**FRESH-TECH MANUFACTURING CO., LTD.**

## SEGMENTATION

1. Cryogenic Freezers
2. Hygienic Equipment for the food manufacturing industries
3. Project or Custom Built stainless steel equipment



**FRESH-TECH MANUFACTURING CO., LTD.**

## CUSTOMERS

- **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
- **AIR PRODUCT AND CHEMICAL INC. (APCI)  
(GLOBAL SOURCING)**





**FRESH-TECH MANUFACTURING CO., LTD.**

## NEW TARGET CUSTOMERS

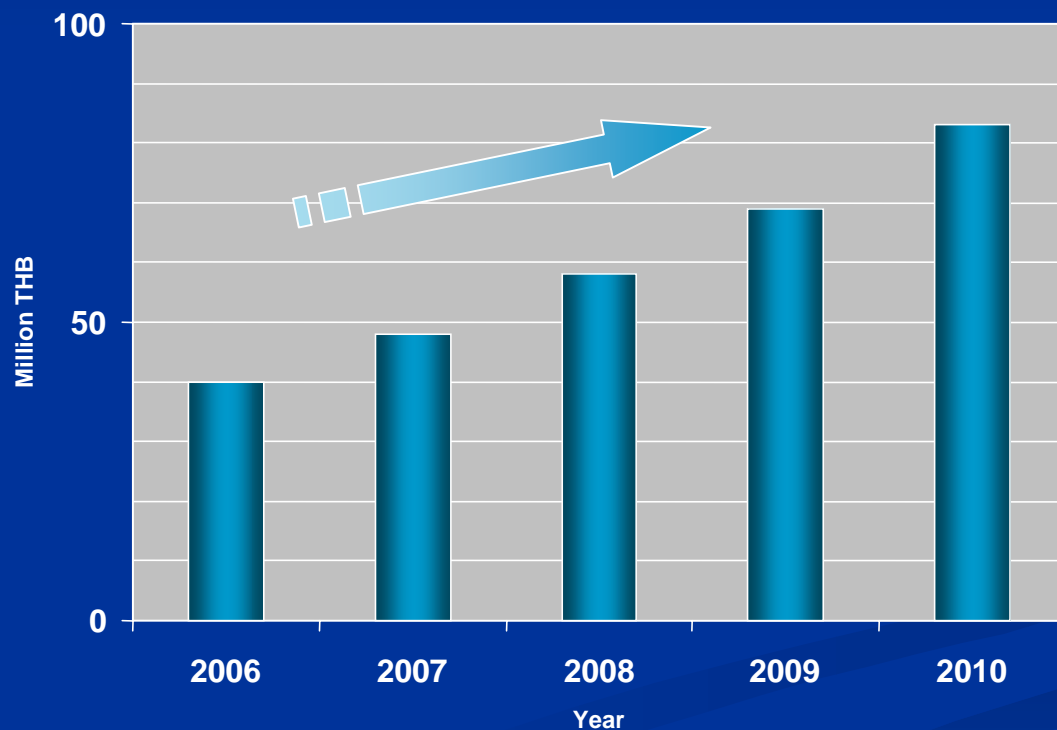
OTHER WORLD WIDE ORIGINAL BRANDS

- EUROPE
- JAPAN

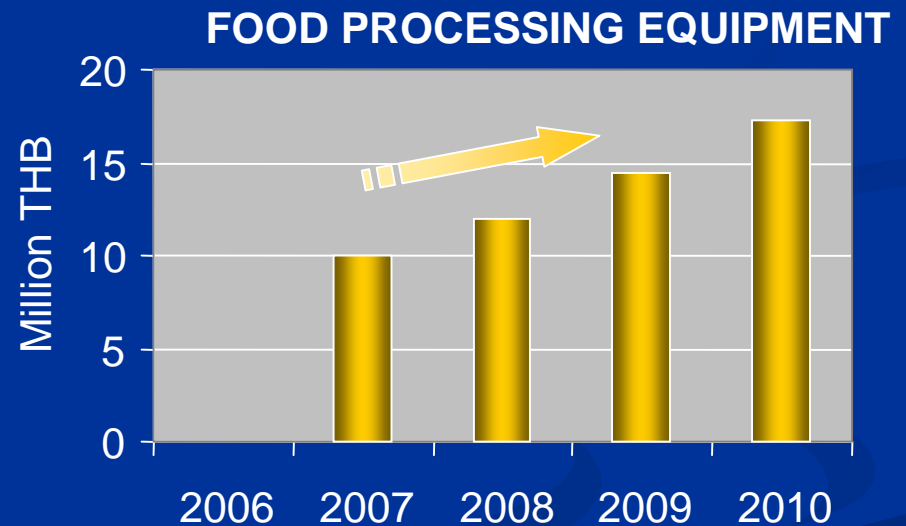
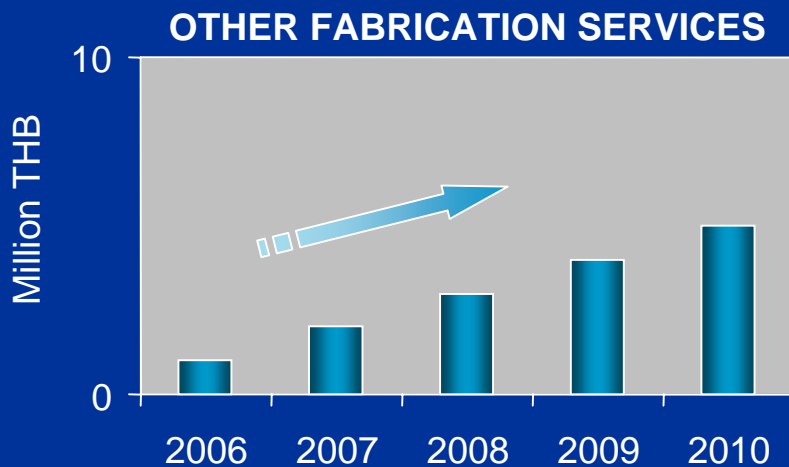


**FRESH-TECH MANUFACTURING CO., LTD.**

## SALES FORECAST 2006-2010



## THE OTHER BUSINESS OPPORTUNITY FORECAST 2006-2010



## BUSINESS PLAN 2006~2010

MILLION BAHT

PRODUCTS		QTR#1 2006	QTR#2 2006	QTR#3 2006	QTR#4 2006	TOTAL 2006	2007	2008	2009	2010	TOTAL
1	FREEZER	6	8	9	9	32	54	60	60	60	298
2	FOOD PROCESSING EQUIPMENT					-	10	20	40	80	150
3	OTHER FABRICATION SERVICES	1	1	1	1	4	2	2	2	2	16
TOTAL		7	9	10	10	36	66	82	102	142	464



**FRESH-TECH MANUFACTURING CO., LTD.**

**THANK YOU**



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