



**SNC FORMER PLC.**

THE OPPORTUNITY DAY  
@ Stock Exchange of Thailand  
March 26, 2007

# AGENDA



**HIGHLIGHT SUMMARY OF THE YEAR 2006**

**OVERVIEW OF THE INDUSTRIES**

**FINANCIAL PERFORMANCE 2006**

**PROGRESS OF SPEC**

**BUSINESS PLAN 2006-2007**

**QUESTION & ANSWER**

# Highlights of the Year 2006

**ACTUAL SALES 2006**

**2,035.27 MILLION THB (59% INCREASED FROM 2005)**

**NET PROFIT 2006**

**163.28 MILLION THB (34% INCREASED FROM 2005)**

**DIVIDEND 2006**

**0.45 THB PER SHARE (0.40 THB PER SHARE IN 2005)**

**229.96 MILLION THB (628% INCREASED FROM 2005)**

- FTM

**29.55 MILLION THB (100% INCREASED FROM 2005)**

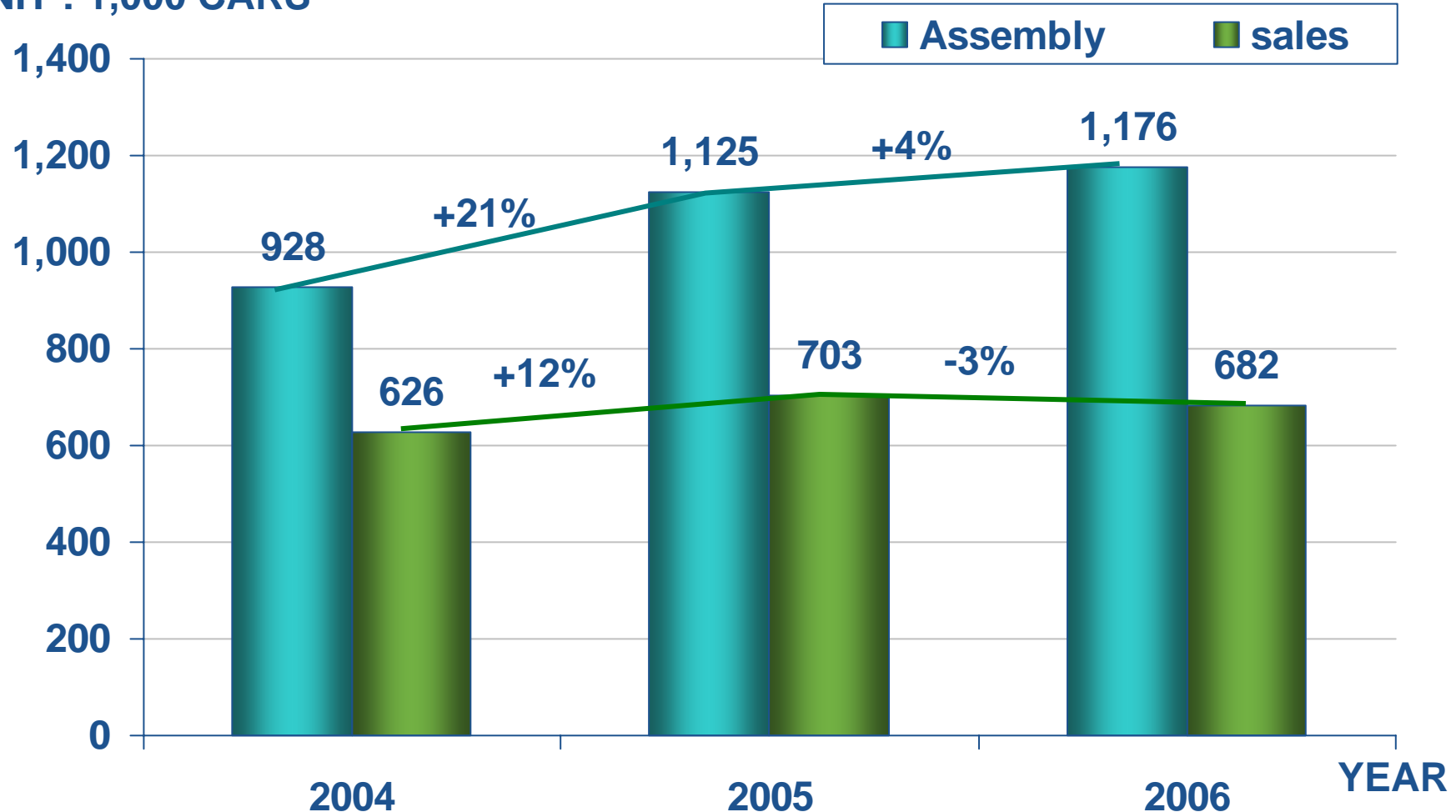


## **OVERVIEW OF THE INDUSTRIES (2004-2006)**

AUTOMOBILE  
AIR-CONDITIONER  
COMPRESSOR  
REFRIGERATOR  
LAUNDRY MACHINE

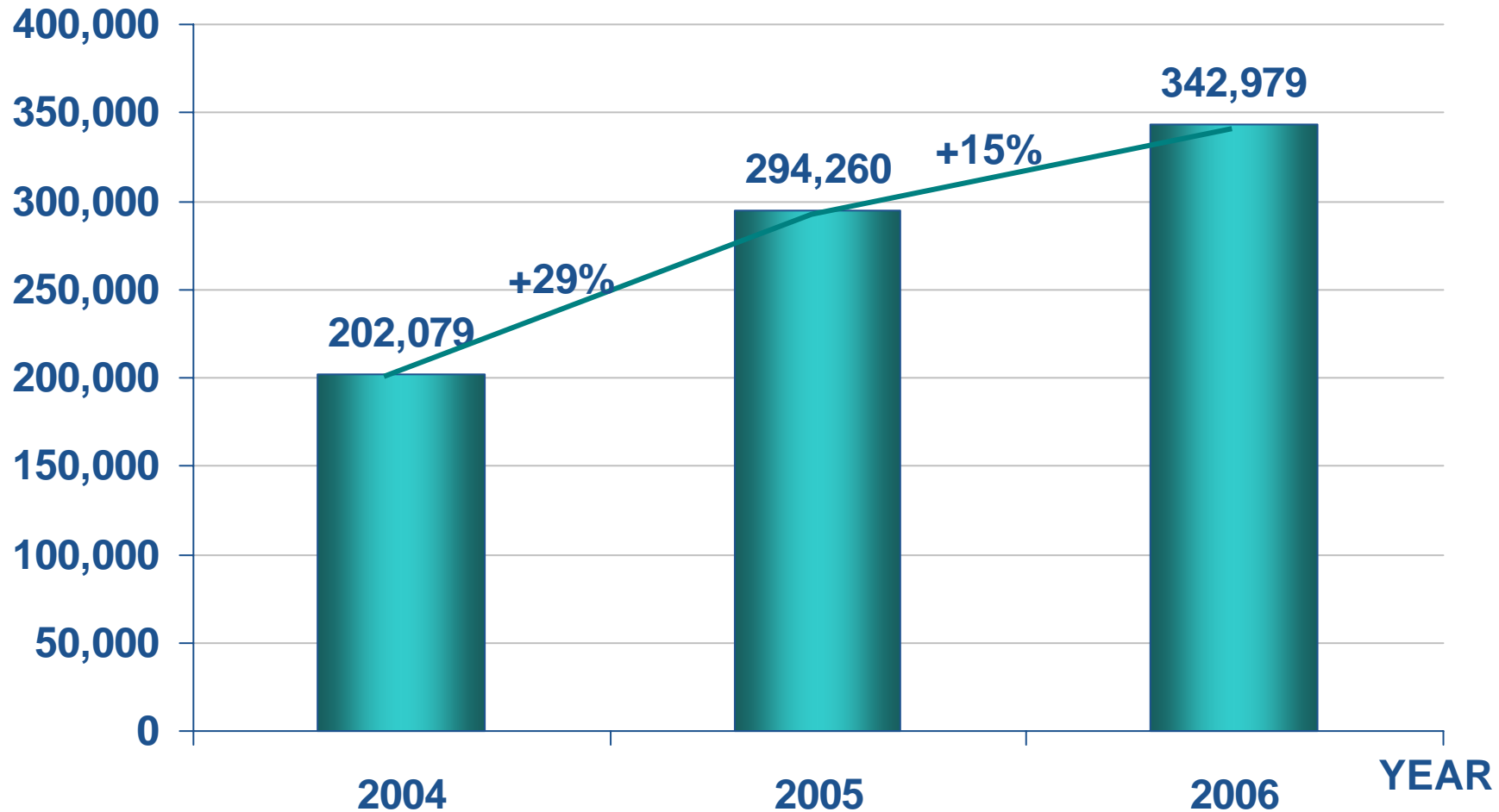
# AUTOMOBILE ASSEMBLY & SALES (2004-2006)

UNIT : 1,000 CARS



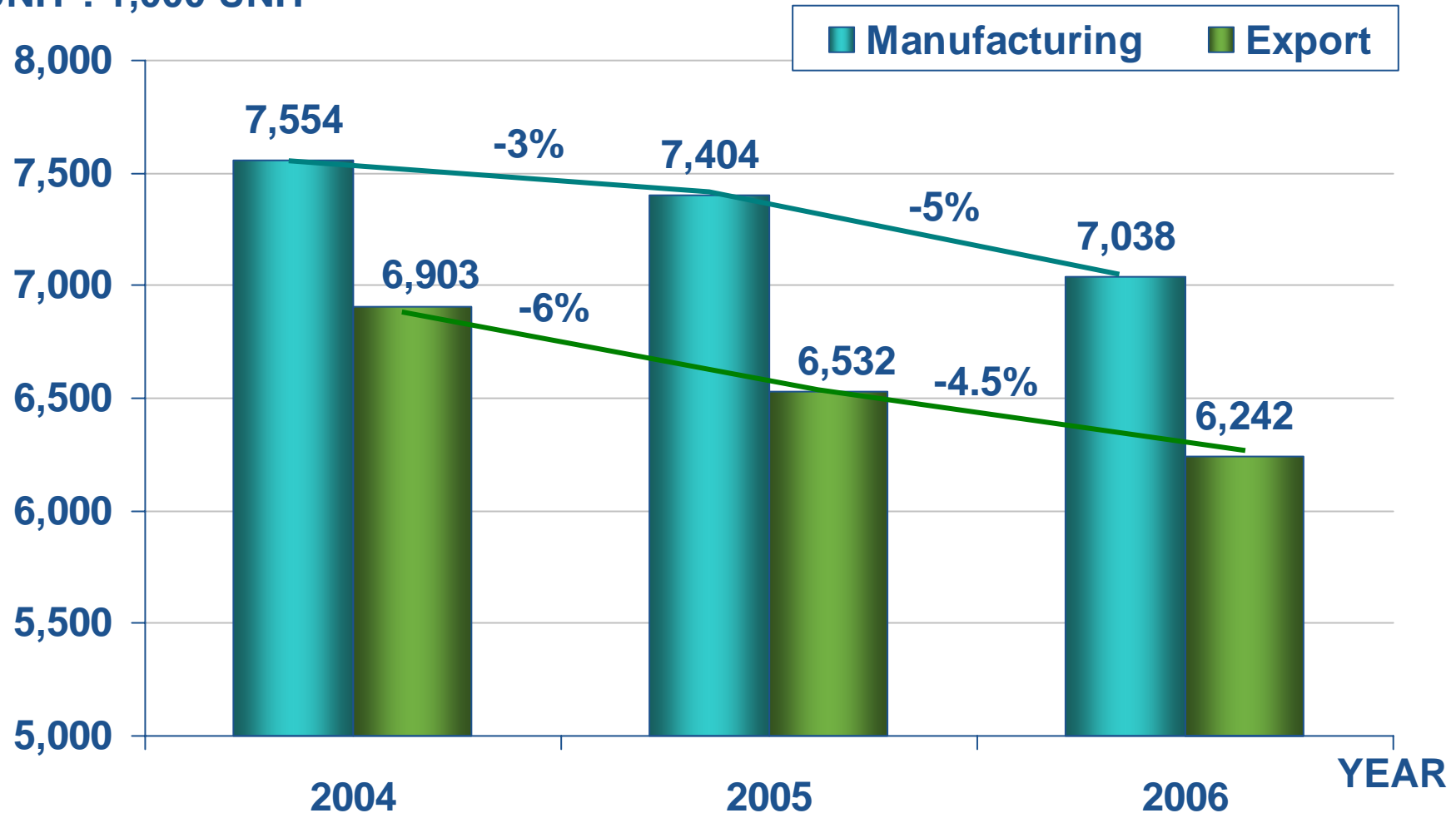
# EXPORT CARS AND AUTOMOTIVE PARTS (2004-2006)

UNIT : MILLION BAHT



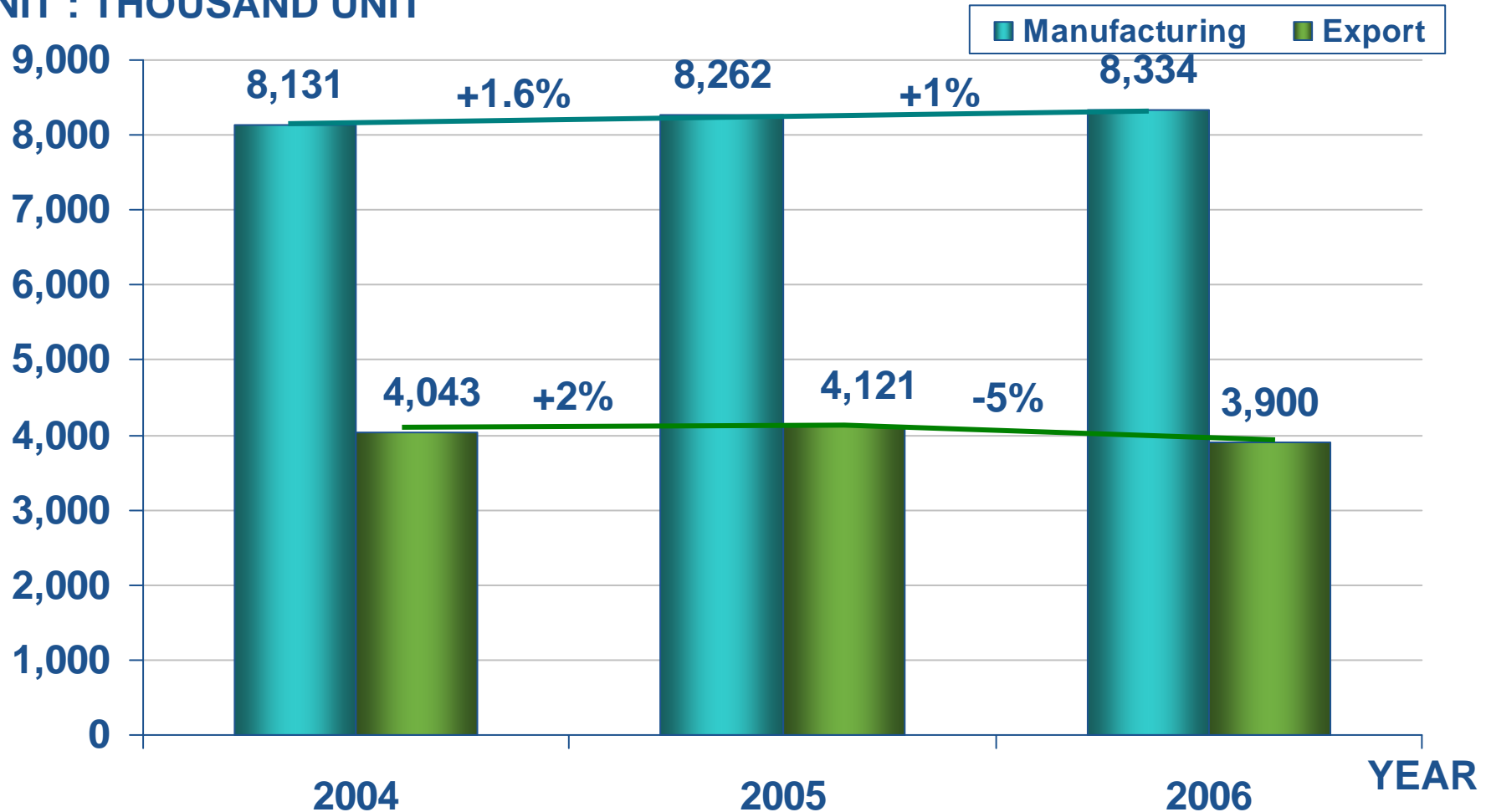
# AIR-CONDITIONER MANUFACTURING & EXPORT (2004-2006)

UNIT : 1,000 UNIT



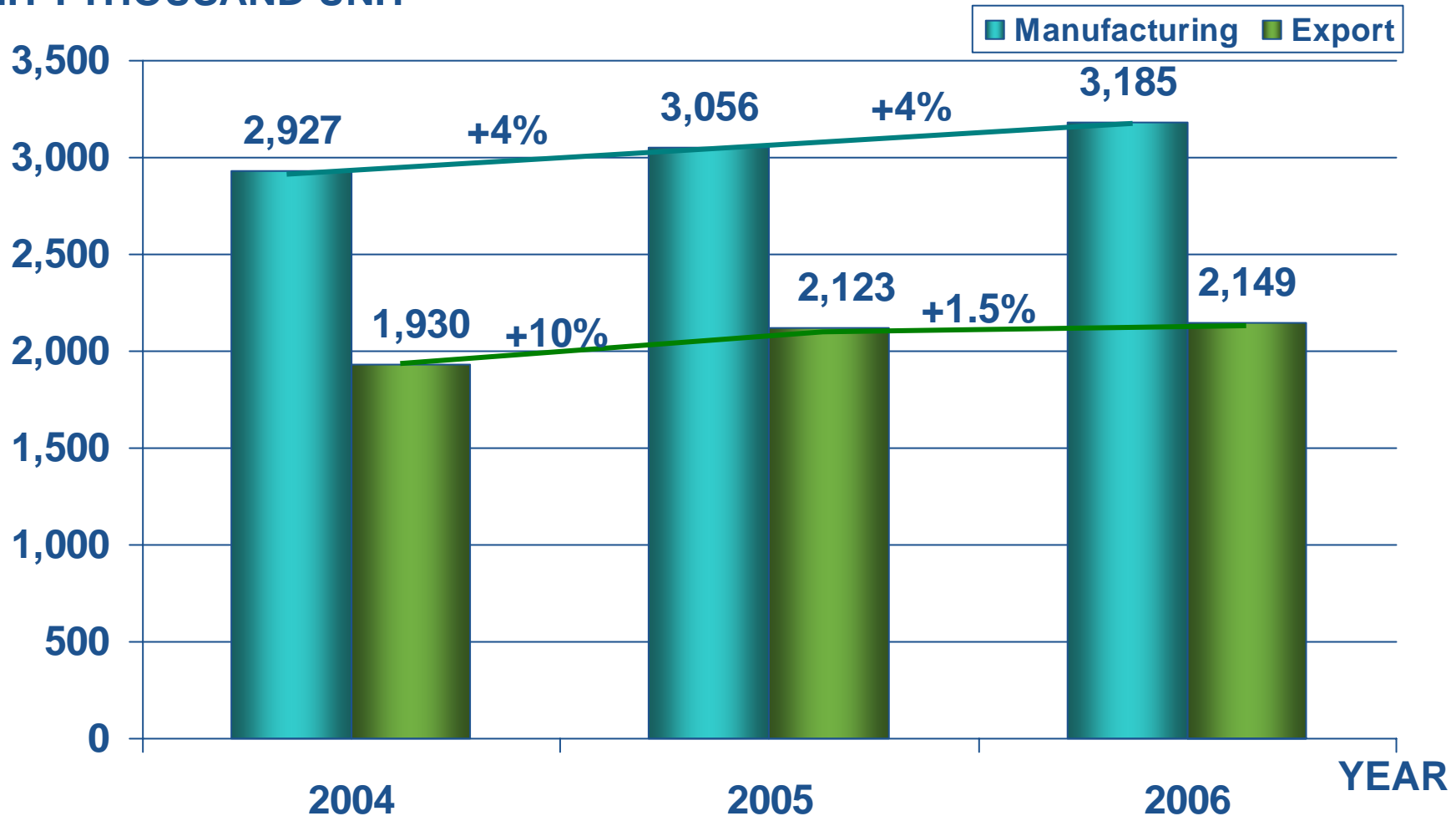
# COMPRESSOR MANUFACTURING & EXPORT (2004-2006)

UNIT : THOUSAND UNIT



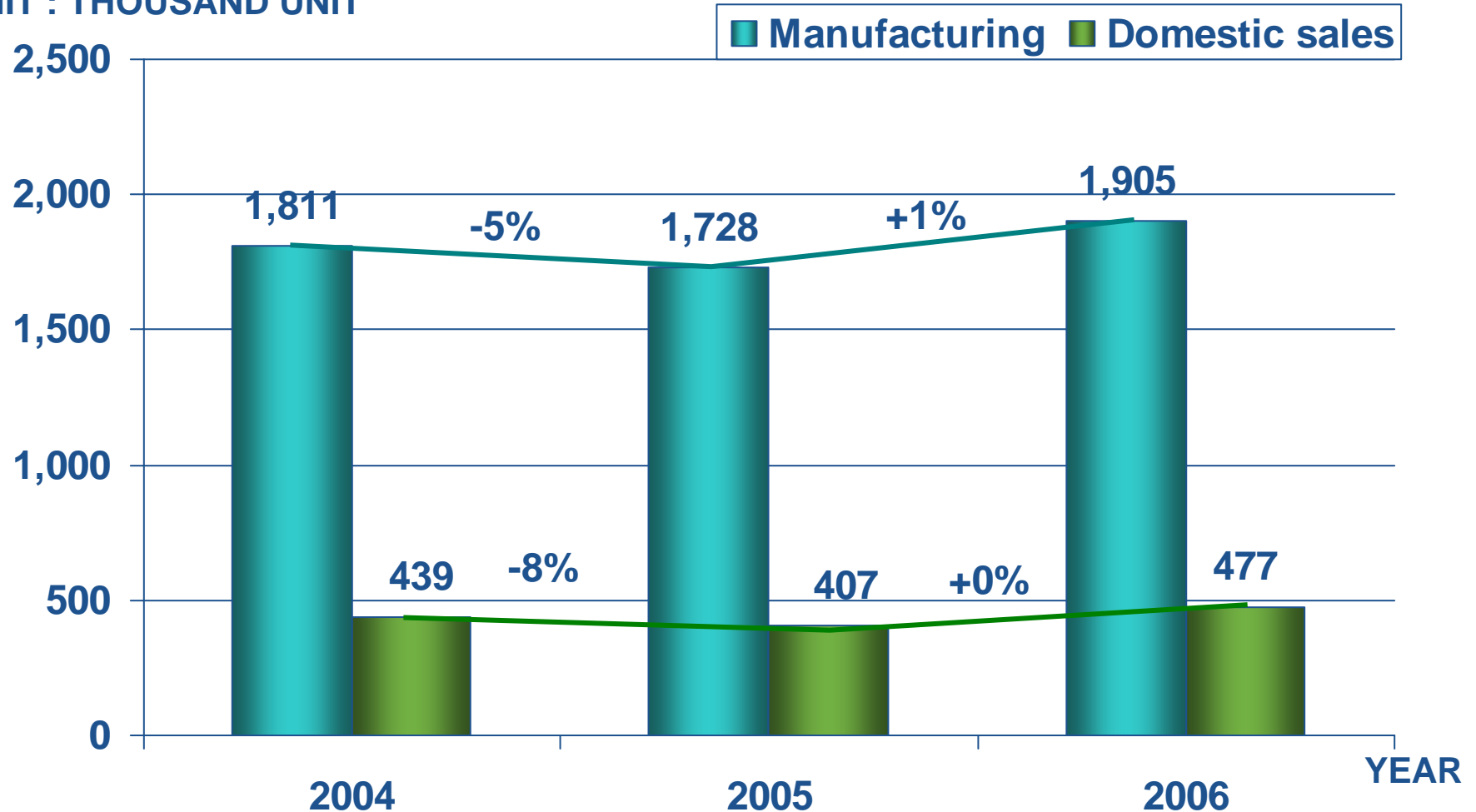
# REFRIGERATOR MANUFACTURING & EXPORT (2004-2006)

UNIT : THOUSAND UNIT



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

UNIT : THOUSAND UNIT





# **FINANCIAL PERFORMANCE 2006**

MR. RATTAPOOM NANTAPATAWEE





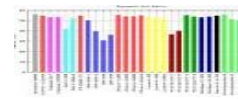
# FINANCIAL PERFORMANCE



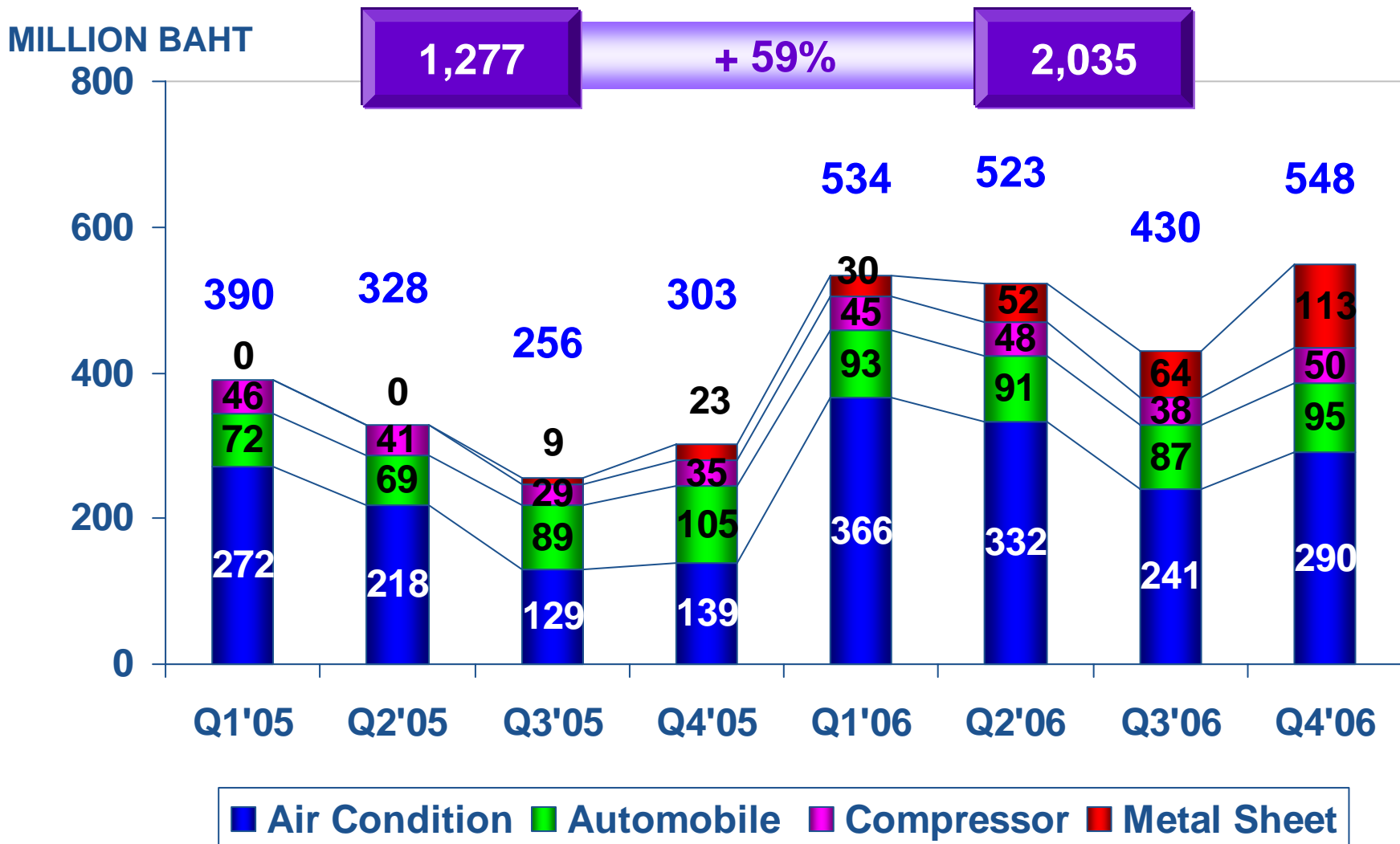
**OPERATING RESULTS**



**FINANCIAL RATIO**



# SALES : SEGMENT

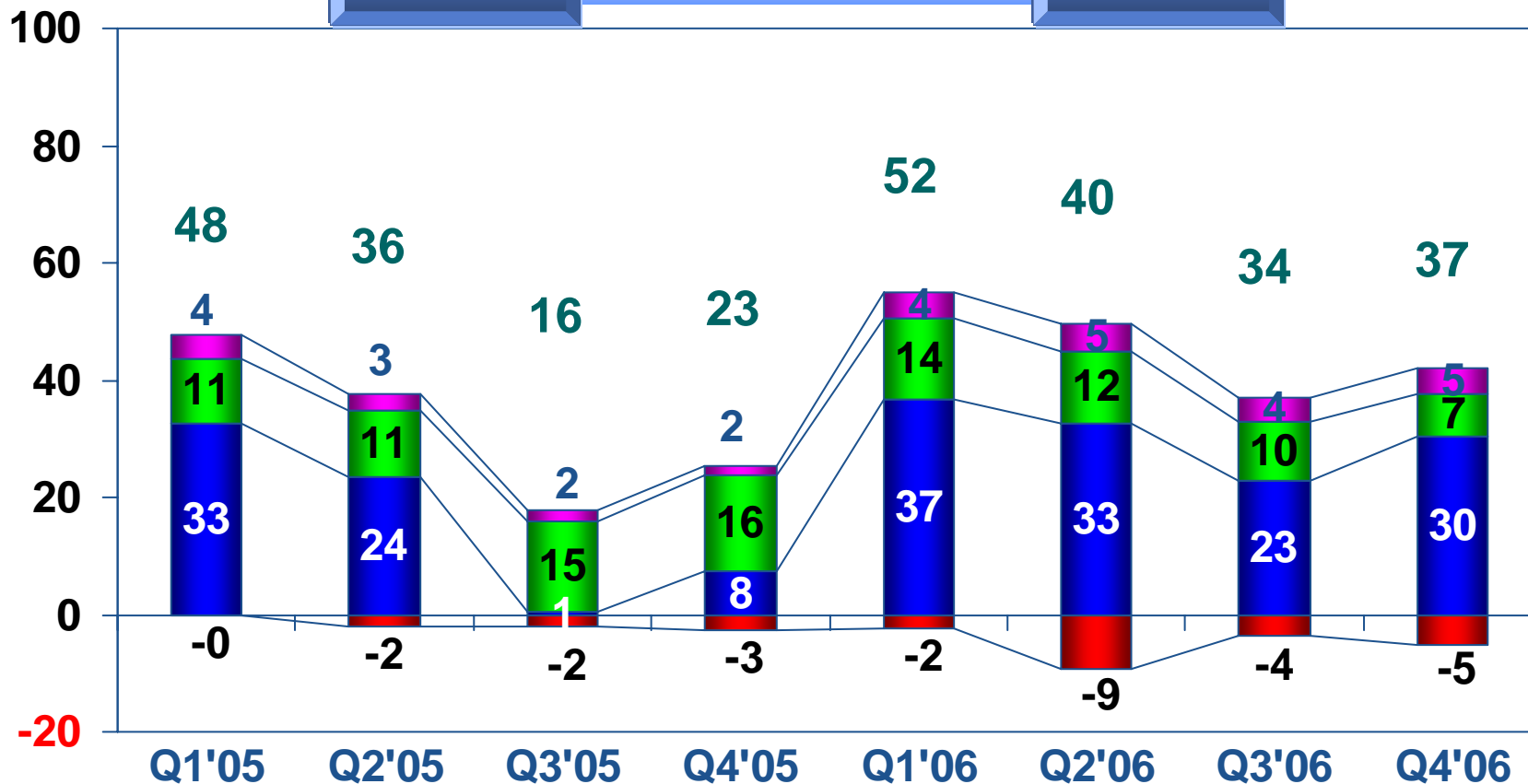


MILLION BAHT

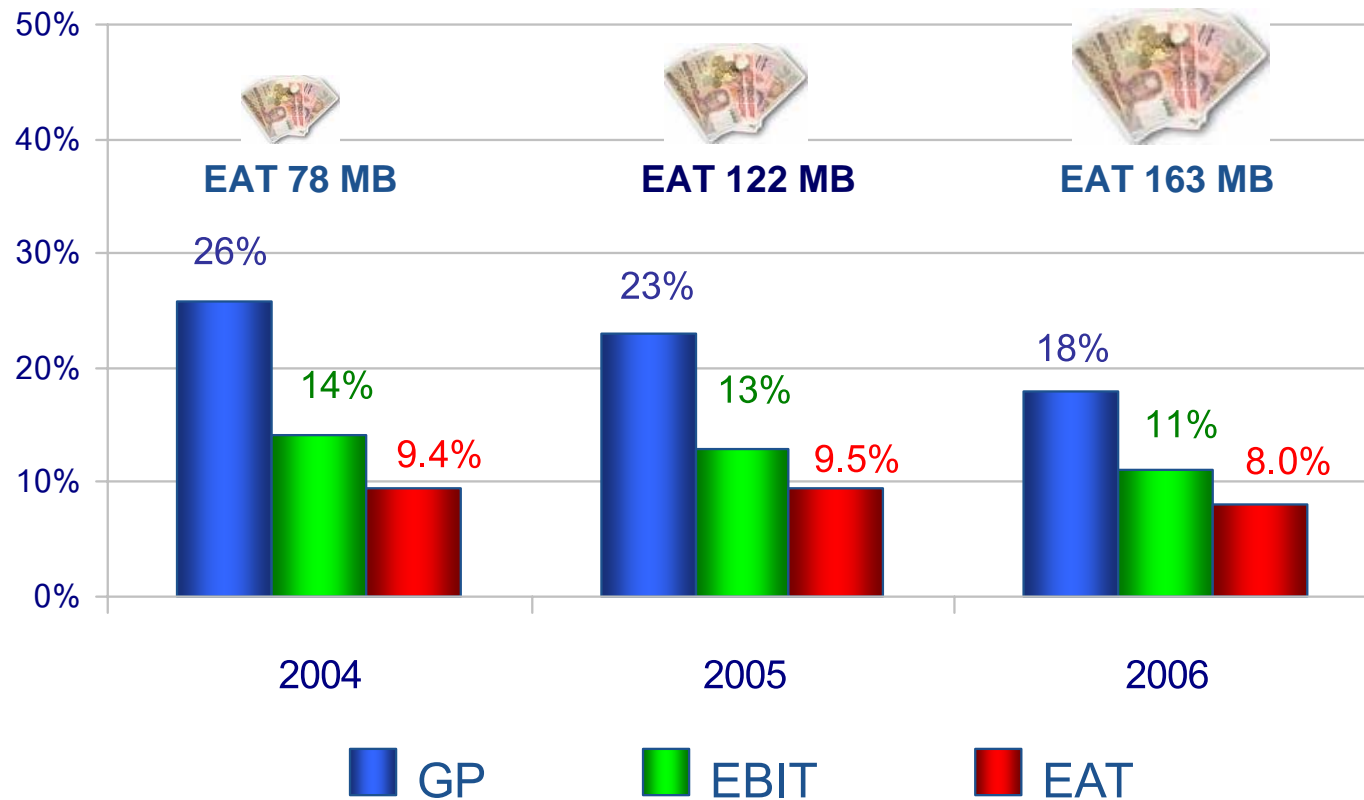
122

+ 34%

163



■ Air Condition ■ Automobile ■ Compressor ■ Metal Sheet

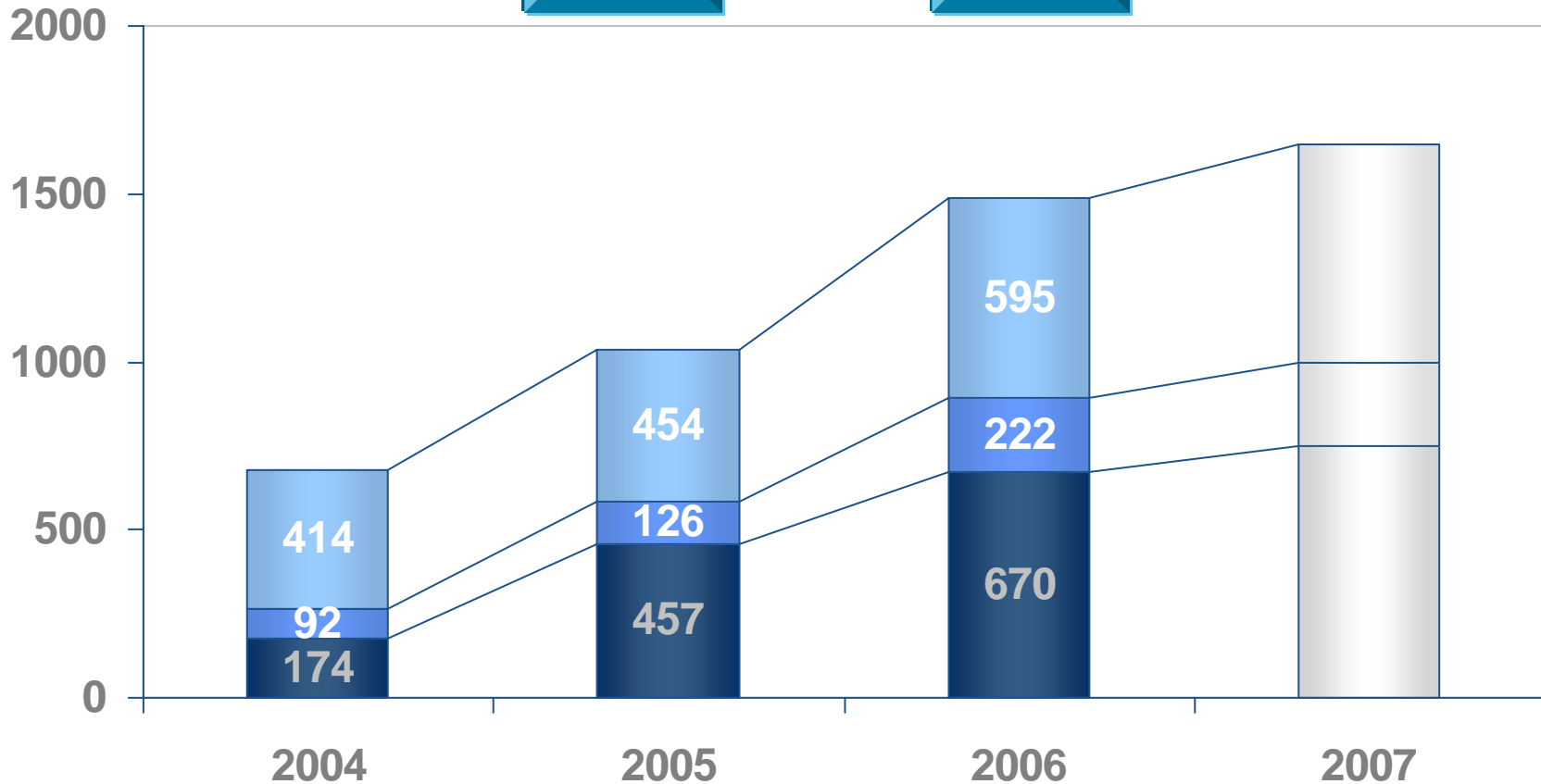




# ASSETS

1,037 + 43% 1,487

MILLION BAHT



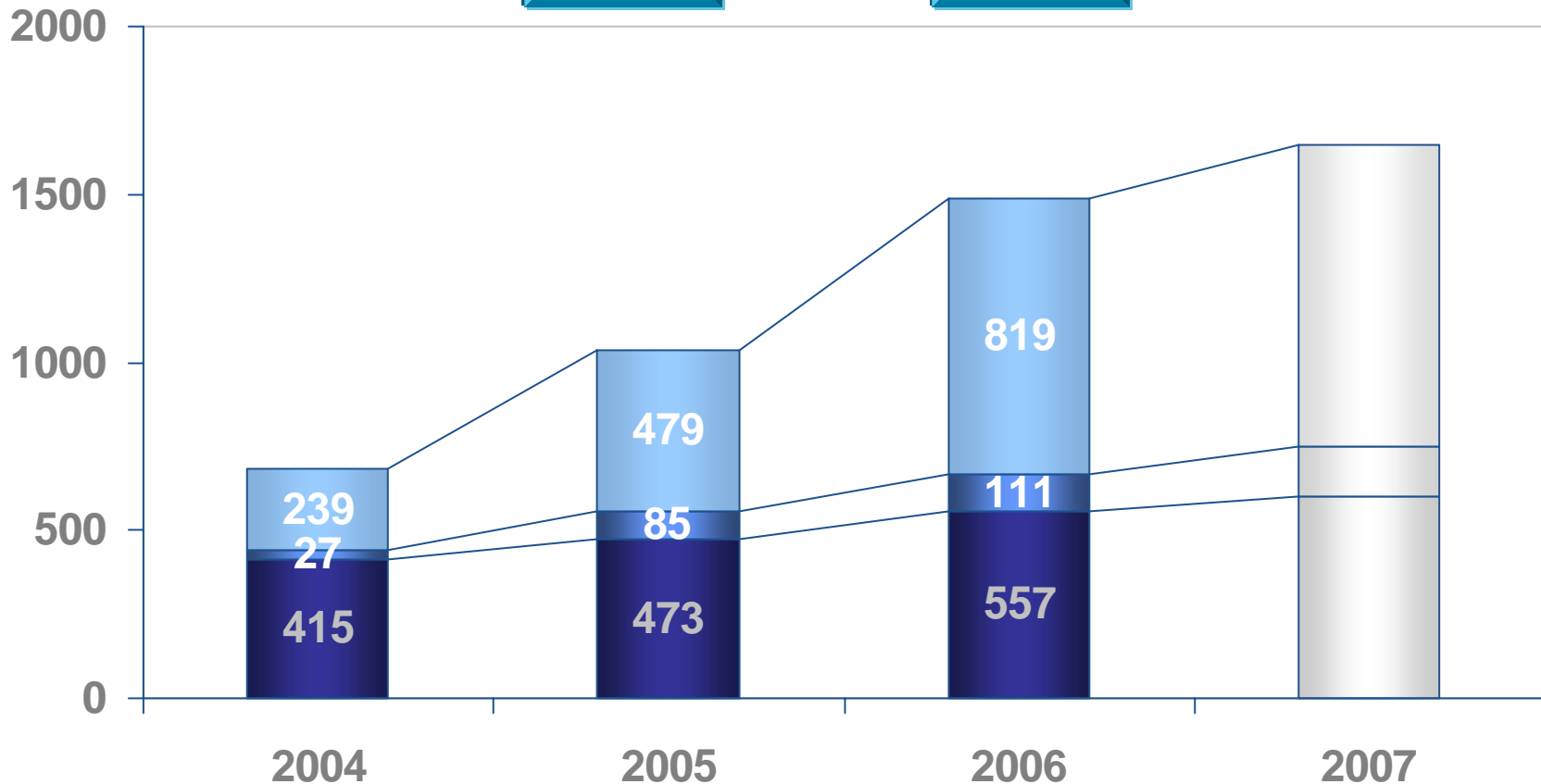
■ NCA ■ OA ■ QCA



# LIAB + EQUITY

1,037 + 43% 1,487

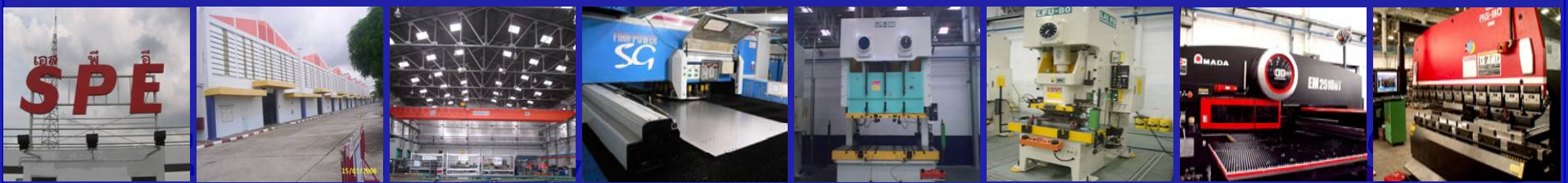
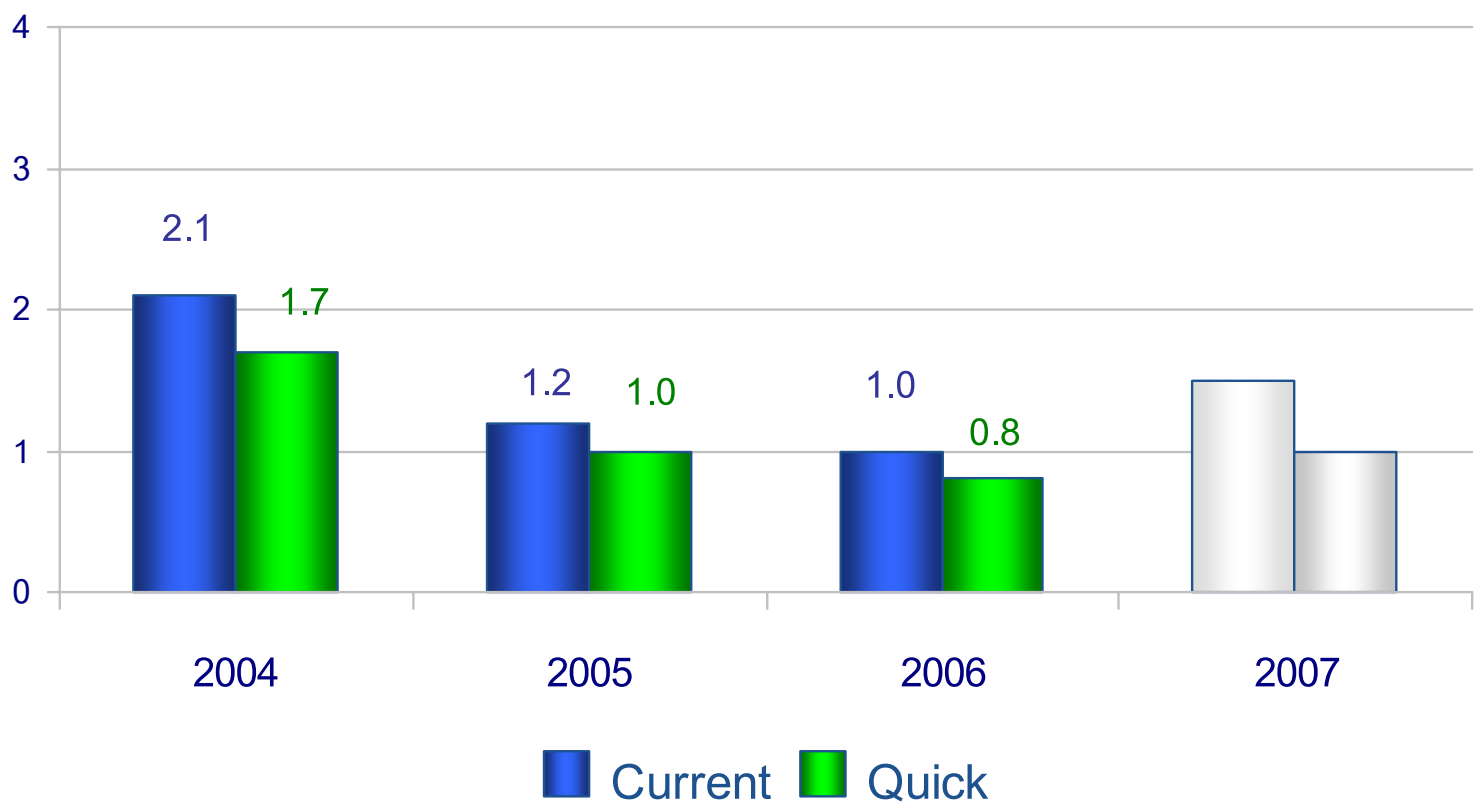
MILLION BAHT

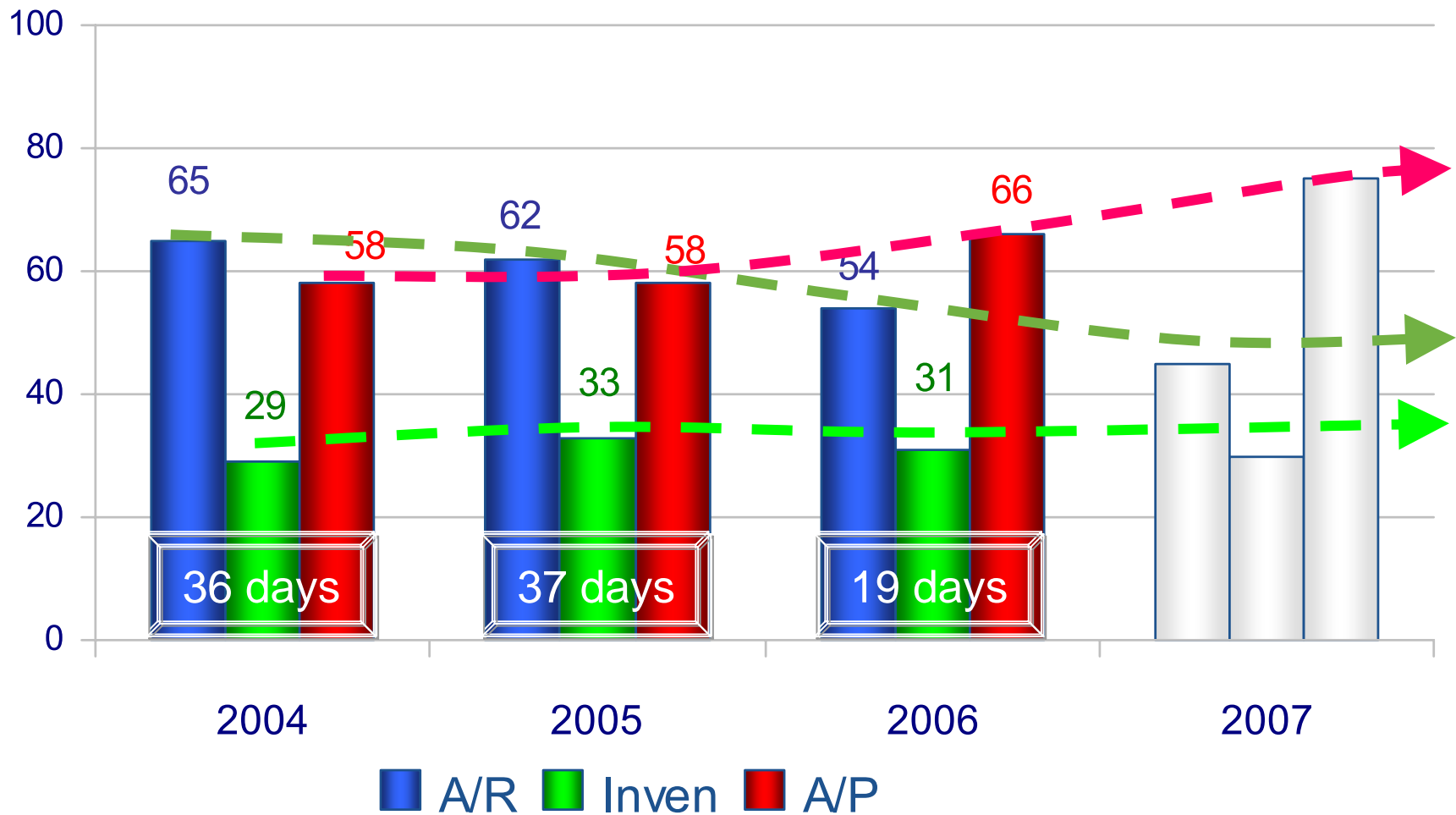


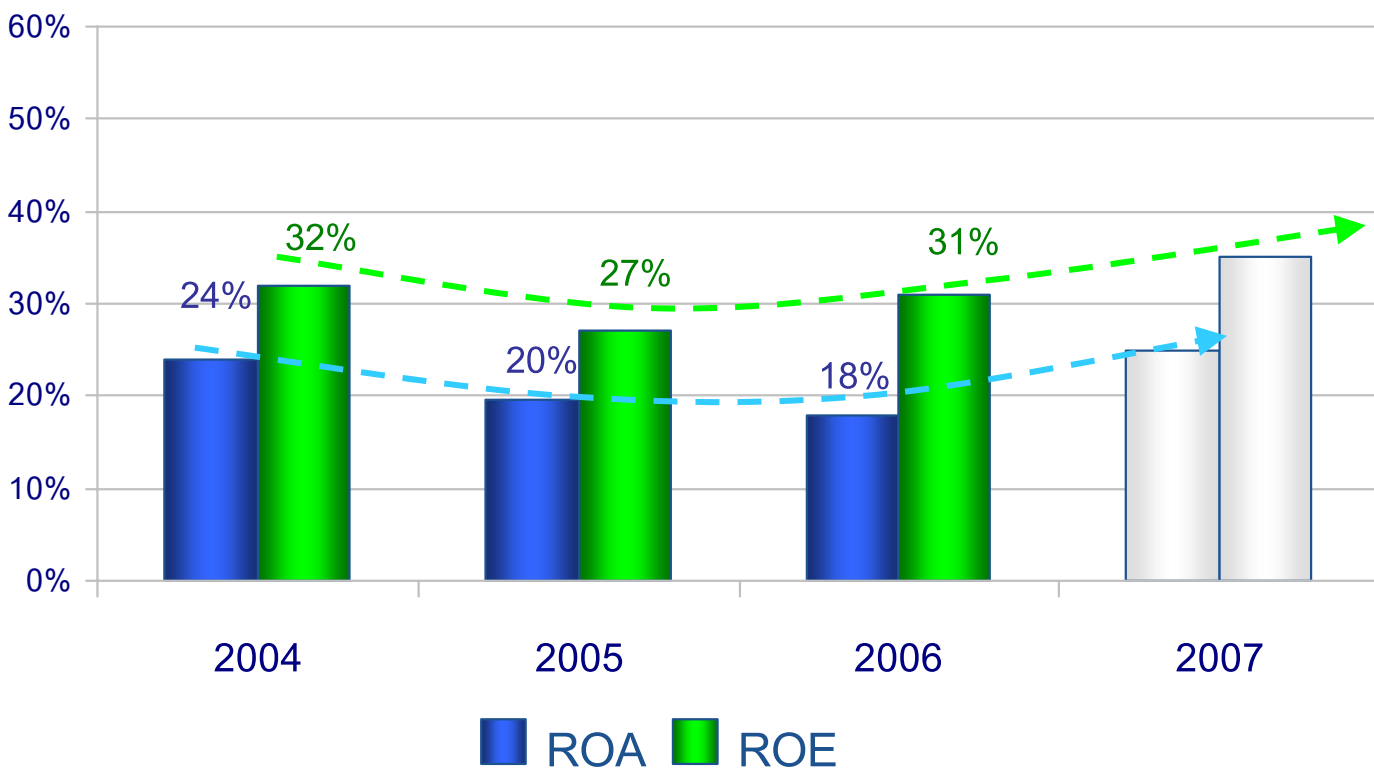
■ EQUITY ■ NCL ■ CL



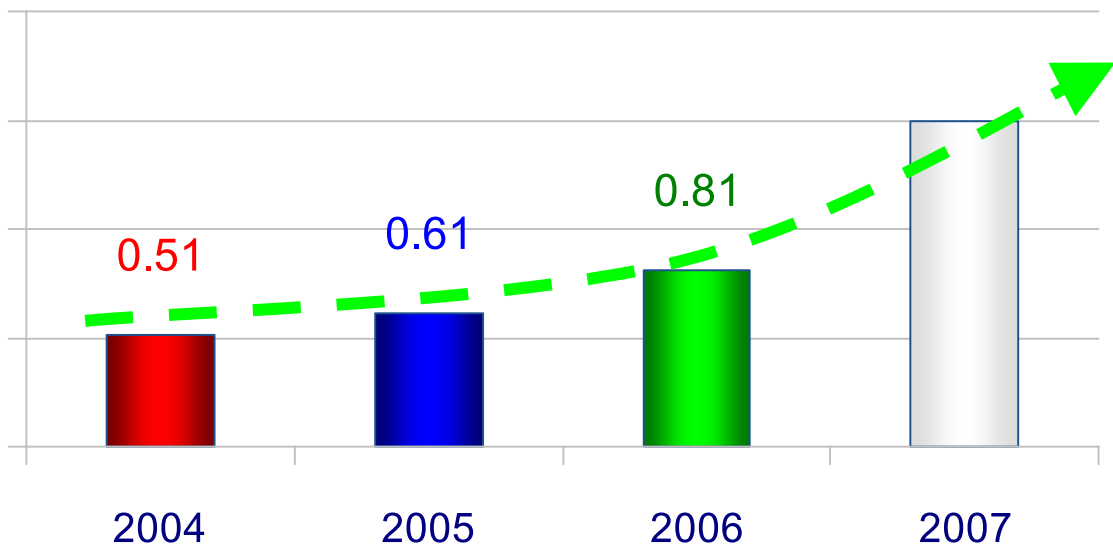
# LIQUIDITY













# Opportunity Day

March 26<sup>th</sup>, 2007

# ***SPEC***

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

***By SNC Group***



## What's New in Rayong ??

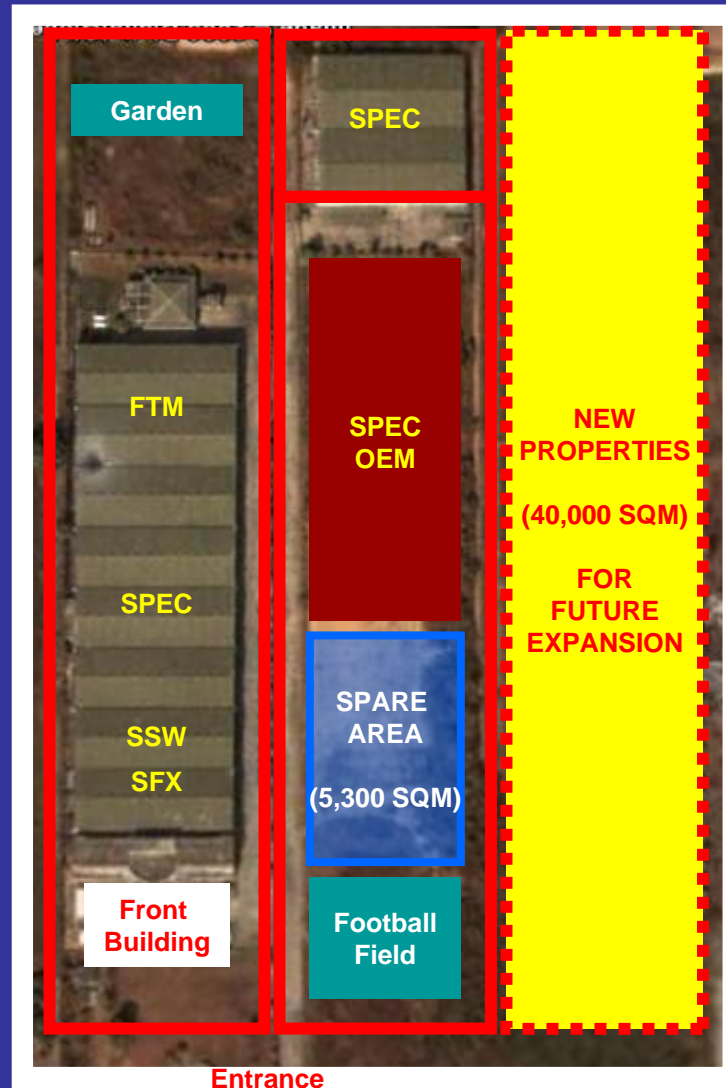
1	RAYONG PLANT	PROPERTY
2	SPEC	SHEET METAL DEPT.
3	SPEC	OEM A/C DEPT.
4	SFX	SNC FENG XING
5	SSW	SNC SUNG WOO



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

26



## PROPERTY AREA:

49 Rai + 25 Rai  
= 74 Rai

19.60 Acres + 10.00 Acres  
= 29.60 Acres

78,400 SQM + 40,000 SQM  
= 118,400 SQM

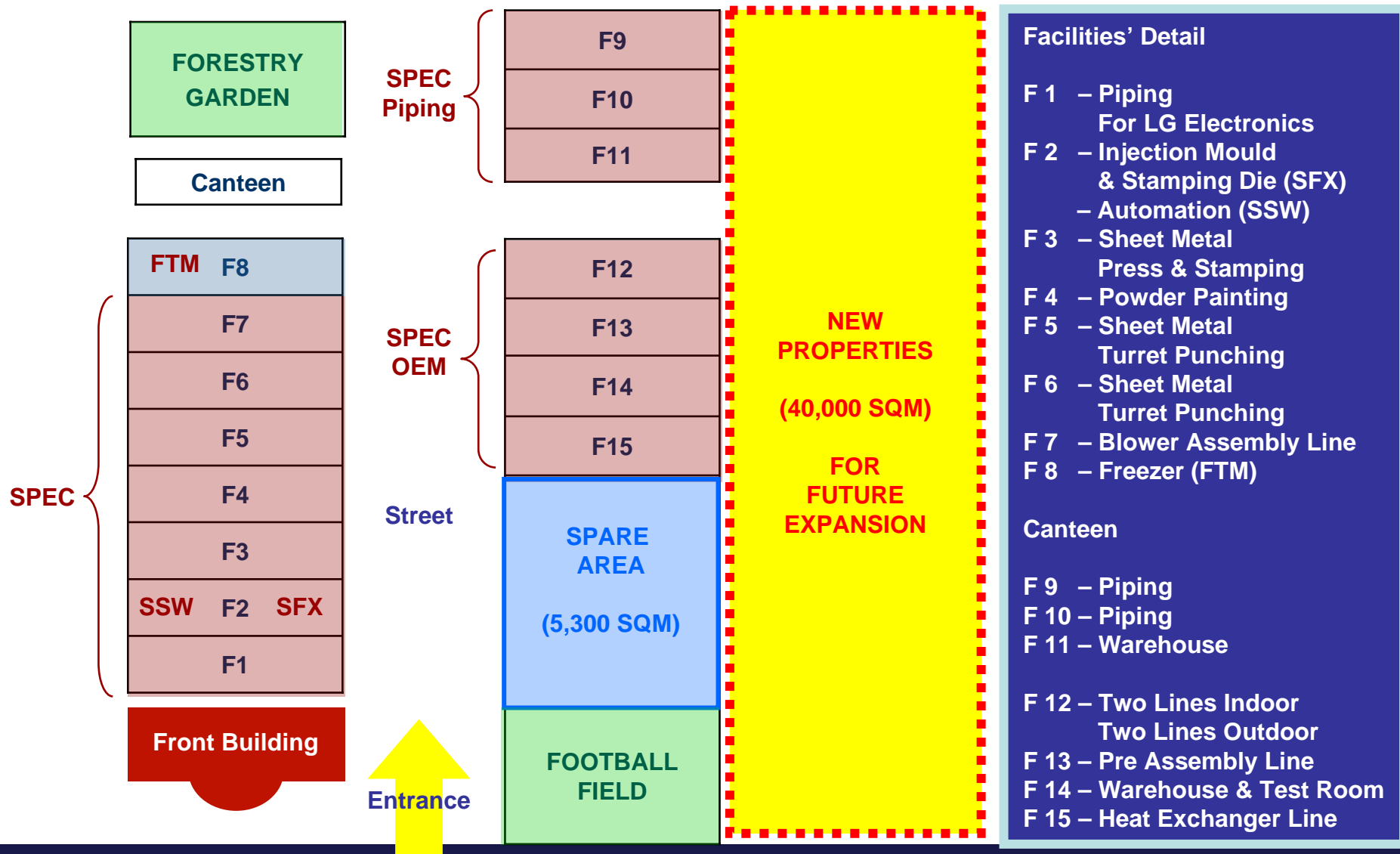
## PRODUCTION AREA:

23,400 SQM

## TOTAL FACTORIES:

15 Factories

# Update Lay Out of SPEC





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 CNC PUNCHING M/C

CNC Turret Punch Machines	Quarter 4 / 06	Quarter 1 / 07
Amada	7	8
Finn Power	2	2
Tai Lift	---	1
<b>TOTAL</b>	<b>9</b>	<b>11</b>

## UPDATE BENDING M/C

Bending Machines	Quarter 4 / 06	Quarter 1 / 07
35 Ton	3	3
50 Ton	4	4
80 Ton	6	6
100 Ton	1	2
125 Ton	2	2
130 Ton	2	2
TOTAL	18	19



**CNC TURRET PUNCHING M/C**



**BENDING M/C**



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

# OEM A/C (Factory 12-15) in Year 2006

33

September



October



November



Dec



March

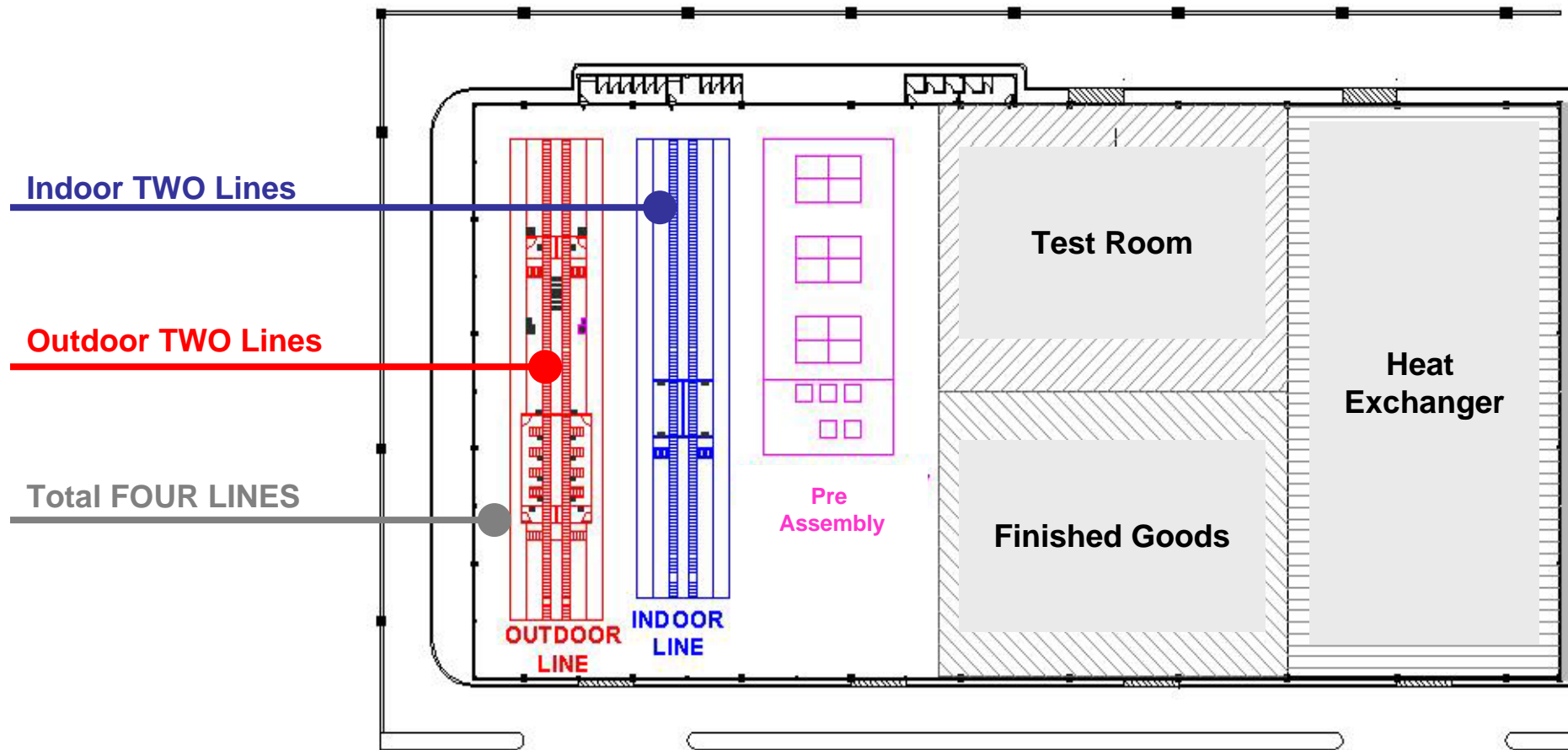


March



# OEM A/C Facilities Floor Plan

34



# OEM A/C – FOUR Assembly Lines

35

January



February



# OEM A/C – FOUR Assembly Lines

36



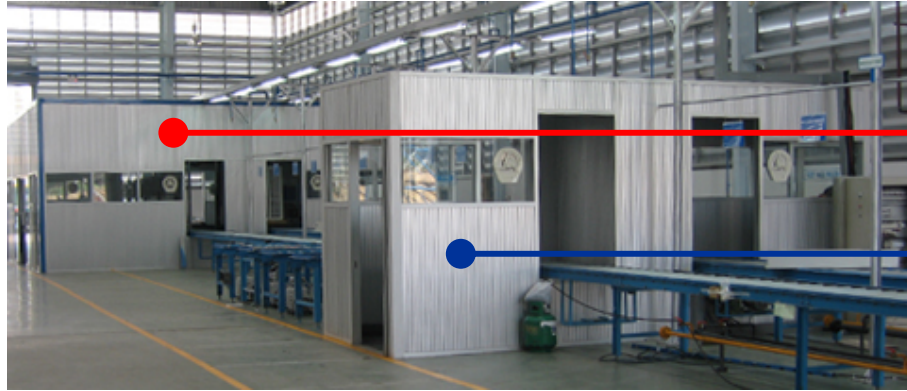
# OEM A/C – TWO Outdoor Lines

37



# OEM A/C – Testing Rooms for TWO Outdoor Lines

38



Testing (No. 2) – Halogen Leak Test & Performance Test

Testing (No. 1) – Helium Leak Test



# OEM A/C – Testing Rooms for TWO Outdoor Lines

39



# OEM A/C – TWO Indoor Lines

40



# OEM A/C – Testing Rooms for TWO Indoor Lines

41

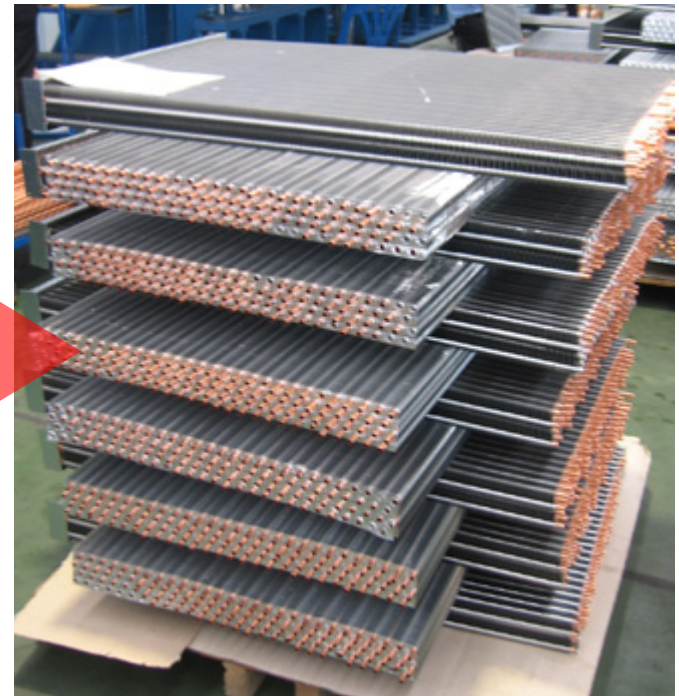
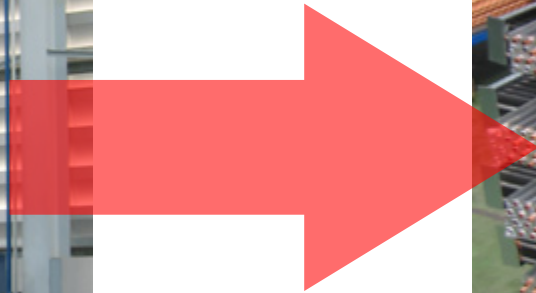


# OEM A/C – Pre Assembly Section

42









# OEM A/C CAPACITIES

	Indoor (2-Line)	Outdoor (2-Line)
Length	35 Meters (Each)	45 Meters (Each)
Capacity (1-Line) / 8 Hrs	300 Units	150 Units
Capacity (2-Line) / 8 Hrs	600 Units	300 Units
Capacity (2-Line) / Day (16 Hrs / Day)	1,200 Units	600 Units
Capacity (2-Line) / Year (16 Hrs / Day) (300 Days / Year)	360,000 Units (1,200 Unit x 300 Days)	180,000 Units (600 Units x 300 Days)
<b>Total Capacity / Year</b>	<b>360,000 + 180,000 = <u>540,000</u> Units / Year</b>	
Max. Capacity (2-Line) / Day (24 Hrs / Day)	1,800 Units	900 Units
Max. Capacity (2-Line) / Year (24 Hrs / Day) (300 Days / Year)	540,000 Units (1,800 Units x 300 Days)	270,000 Units (900 Units x 300 Days)
<b>Total Max. Capacity / Year</b>	<b>540,000 + 270,000 = <u>810,000</u> Units / Year</b>	

# OEM A/C – CURRENT CUSTOMERS

47

**HITACHI**  
Inspire the Next



**NORDYNE**

**RIELLO** GROUP  
Energy For Life

**TONONFORTY**   
the perfect climate

**SEASON** 

**Westair**  
Air Conditioners

**Galette**

**Emmetti**

## Outdoor – Condensing Unit



## Indoor – Fan Coil Unit



## Package Chiller Unit





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**  
**March 26<sup>th</sup>, 2007**

***SFX***

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

***By SNC Group***

# SFX : Located in Factory No. 2

53





**SODICK : AQ L SERIES CNC WIRE-CUT ELECTRICAL**



**SKM : ELECTRICAL DISCHARGE MACHINE**



**MILLSTAR : VERTICAL MACHINE CENTER**



**KENT : SURFACE GRINDING MACHINE KGS715AHD**



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  
March 26<sup>th</sup>, 2007**

**SSW**

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

***By SNC Group***

# SSW : Located in Factory No. 2

58



# Business Results

@ Stock Exchange of Thailand  
26 Mar 2007



**COMPANY OVERVIEW**

**FINANCIAL & OPERATIONAL**

**LOOKING FORWARD 2007**

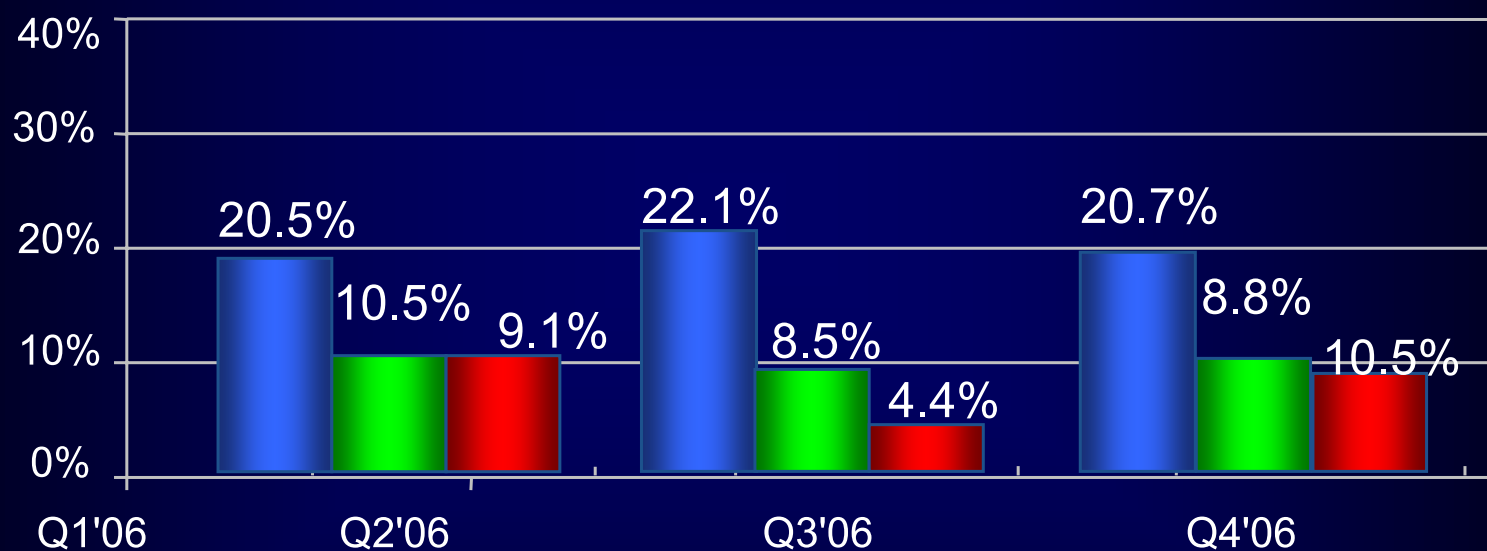
## Company Overview



- 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

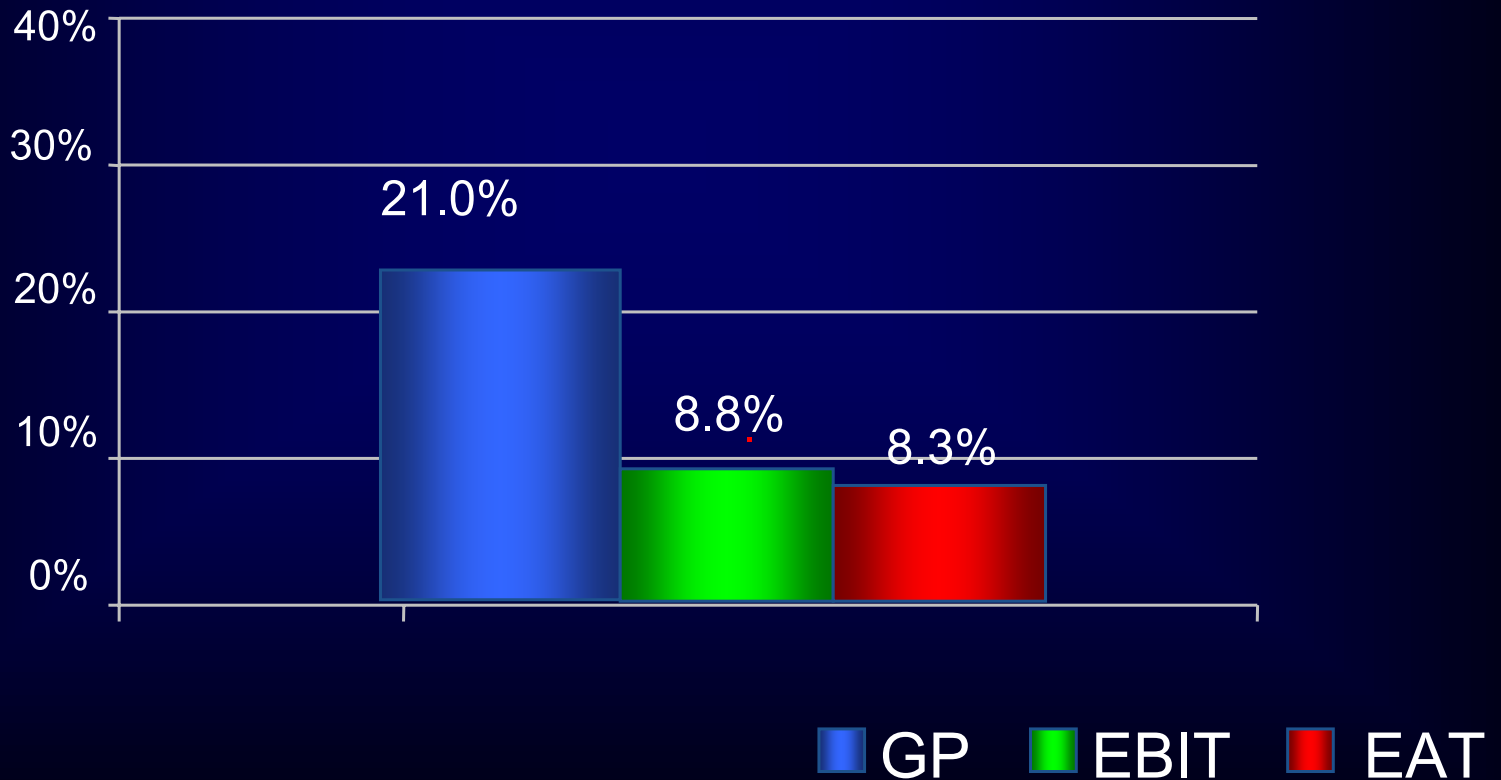


■ GP ■ EBIT ■ EAT

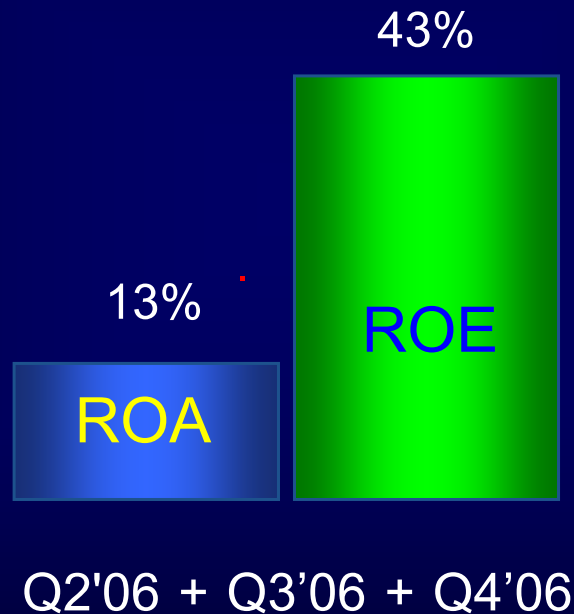
# Financial Highlights

Cumulative 2006

Q2'06 + Q3'06 + Q4'06



## Financial Highlights



## Sales & Profit

Million Baht

	Q2'06	Q3'06	Q4'06
Sales	8	8	14
Gross Profit	21 %	22 %	21 %
Net Profit	11 %	4 %	9 %

## Key Business Ratio *Per year basis*

Ratio	Q2'06	Q2+Q3'06	Q2+Q3+Q4
EAT	11 %	8 %	8 %
ROA	29 %	23 %	13 %
ROE	103 %	68 %	43 %
ROFA	268 %	215 %	38 %

*Investment Q4  
CNC Laser cutting  
&  
CNC Pressbrake  
18 MB*

## Operational Highlights

### *Premium Workmanship*

- Skill Matrix
- Welder Qualification Examination
- Go Global Export (US, EU)

### *Lean Tools*

- The Visual Factory
- Project Progress Program

### *Niche & Global Markets*

- As per Core competence
  - Vertical Growth
    - Investment CNC Cut & Bend
    - Stainless Steel Parts
  - Horizontal markets
    - Pre-assembly Cabinet

### *Low Fixed Cost*

- Low Fixed Cost
- Tend to be Variable Cost
  - Renting
  - Result based pay
- Multi-Function Admin. Staff

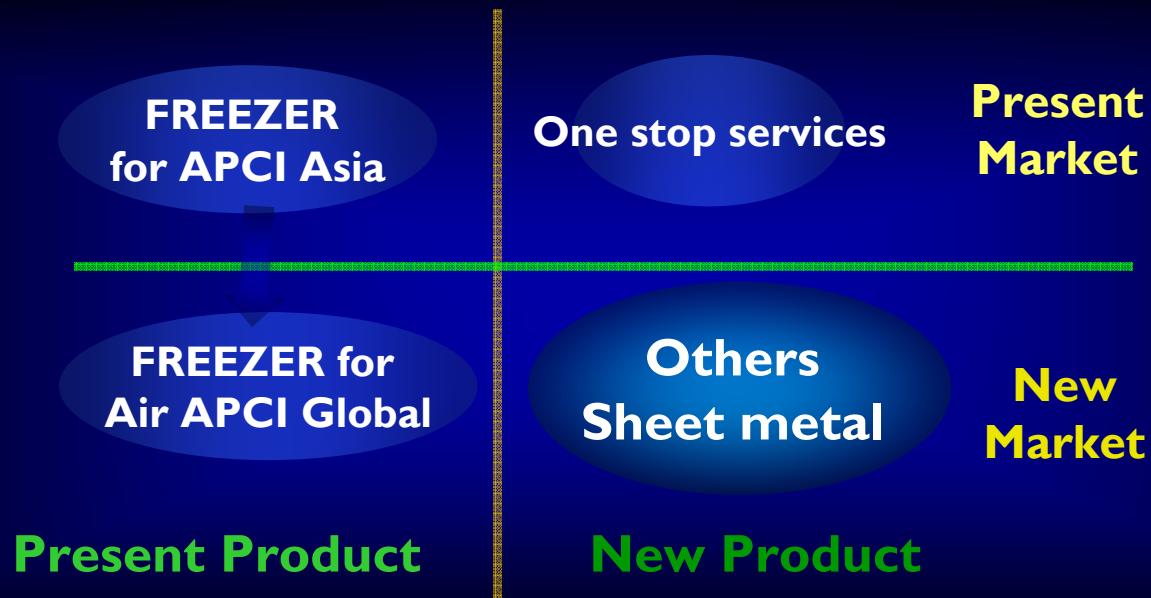


# ***Looking Forward***

## ***2007***

# Business Growth Strategy

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



## Current Products

- The Freezer Tunnel
- Batch Freezer



# The New Growth

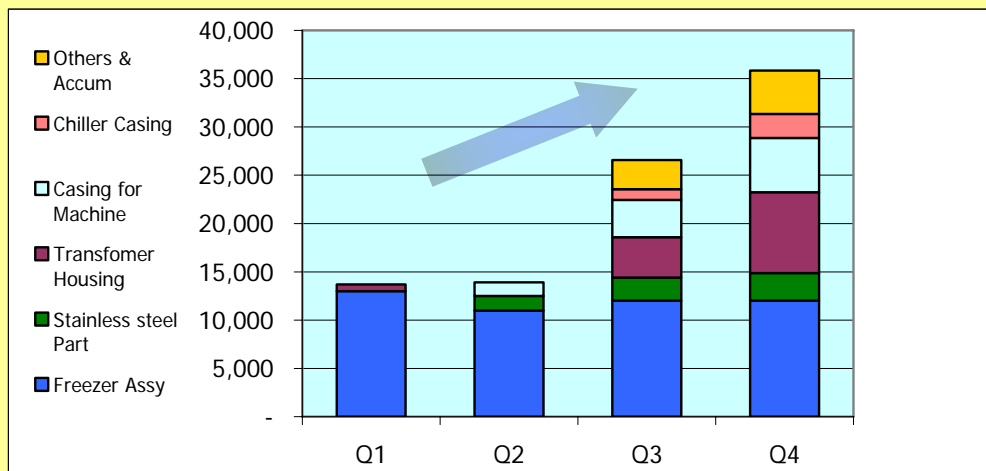
- Food Processing Equipment on Stainless Steel Basis for
  - Cleaning
  - Cooking
  - Other processing



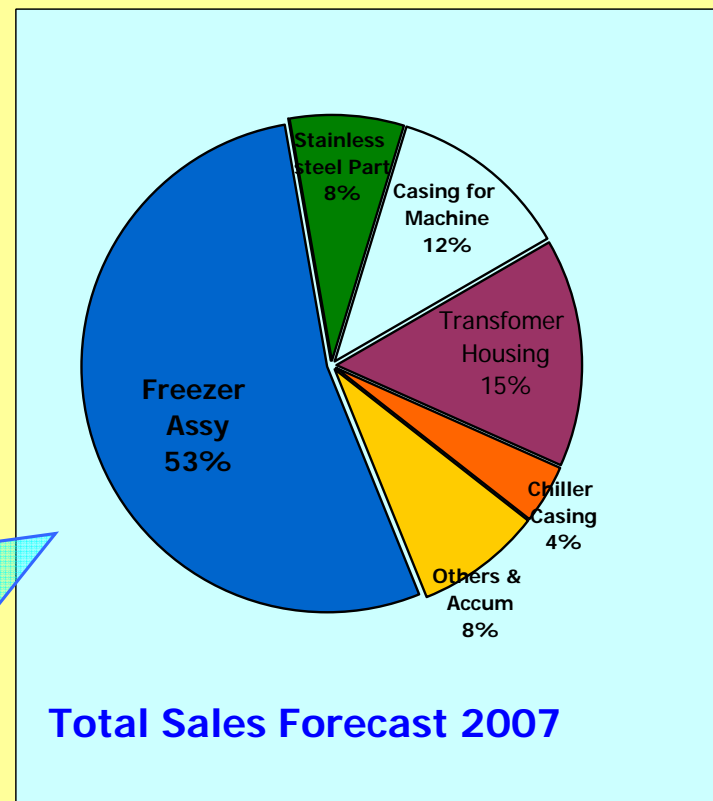
- Assembling of steel cabinet basis such as Chillers, Transformer Housing, Other cabinet
- CNC Laser Cutting, Fabrication Services for Stainless Steel and Valuable metal works



## Sales forecast 2007

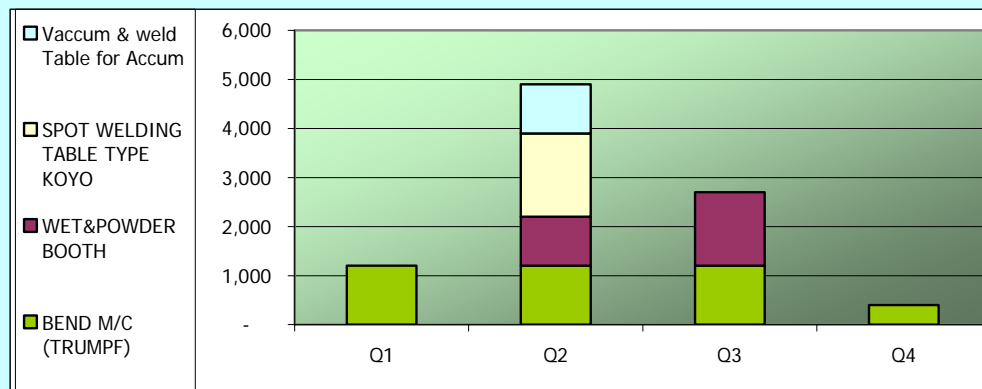


	Q1	Q2	Q3	Q4	TOTAL'07
Stainless steel Part	-	1,500	2,400	2,850	6,750
Casing for Machine	-	1,400	3,850	5,600	10,850
Transformer Housing	700	-	4,200	8,400	13,300
Chiller Casing	-	-	1,100	2,500	3,600
Others & Accum	-	-	3,000	4,500	7,500
Freezer Assy	13,000	11,000	12,000	12,000	48,000
<b>TOTAL</b>	<b>13,700</b>	<b>13,900</b>	<b>26,550</b>	<b>35,850</b>	<b>90,000</b>

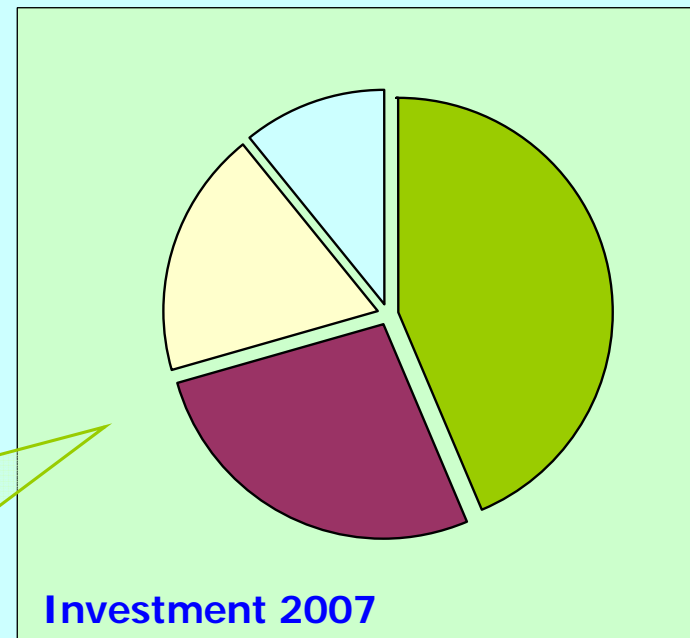


# Investment 2007

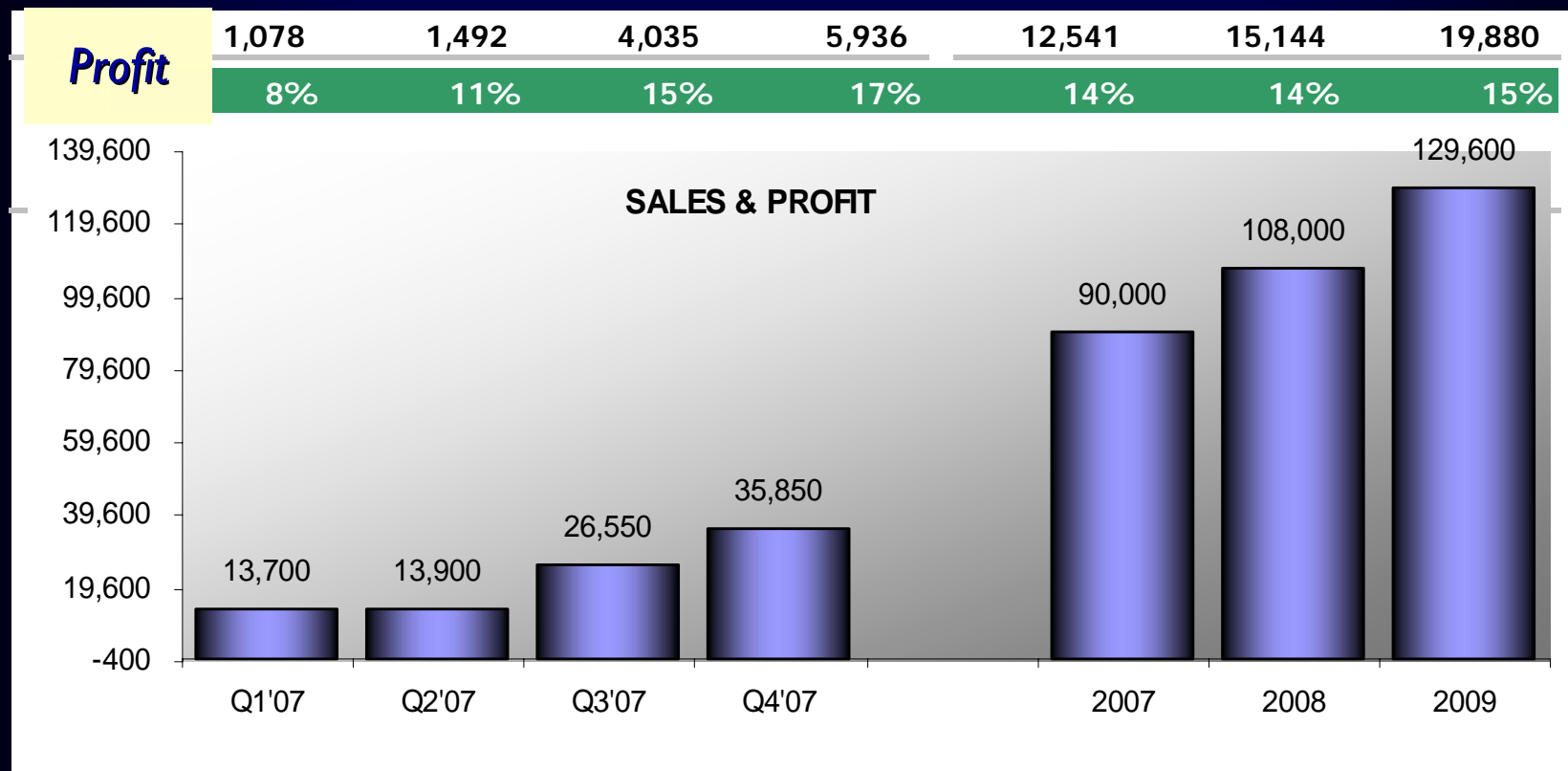
## INVESTMENT REQUIRED (Down & Amortization)



	Q1	Q2	Q3	Q4	TOTAL
BEND M/C (TRUMPF)	1,200	1,200	1,200	400	4,000
WET&POWDER BOOTH	-	1,000	1,500	-	2,500
SPOT WELDING TABLE TYPE	-	1,700	-	-	1,700
Vaccum & weld Table for Accum	-	1,000	-	-	1,000
<b>TOTAL</b>	<b>1,200</b>	<b>4,900</b>	<b>2,700</b>	<b>400</b>	<b>9,200</b>



## Sales & Profit 2007



# Strategic Progress

## *Standards*

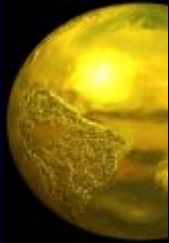
- ISO 9001:2000
- Self Assessment
  - SMEs award
  - TQA score

## *Modern Management*

- The Balanced Score Cards
- Performance Management
- Project Management

## *Lean Tools*

- 7 Wastes Reduction
- Visual Factory
- E C R S
- Kaizen / Action Plans



THE WORLD-CLASS  
STAINLESS STEEL  
APPLICATIONS  
PROVIDER

Thank You



Padej Montburinont



# **BUSINESS PLAN 2004-2007**

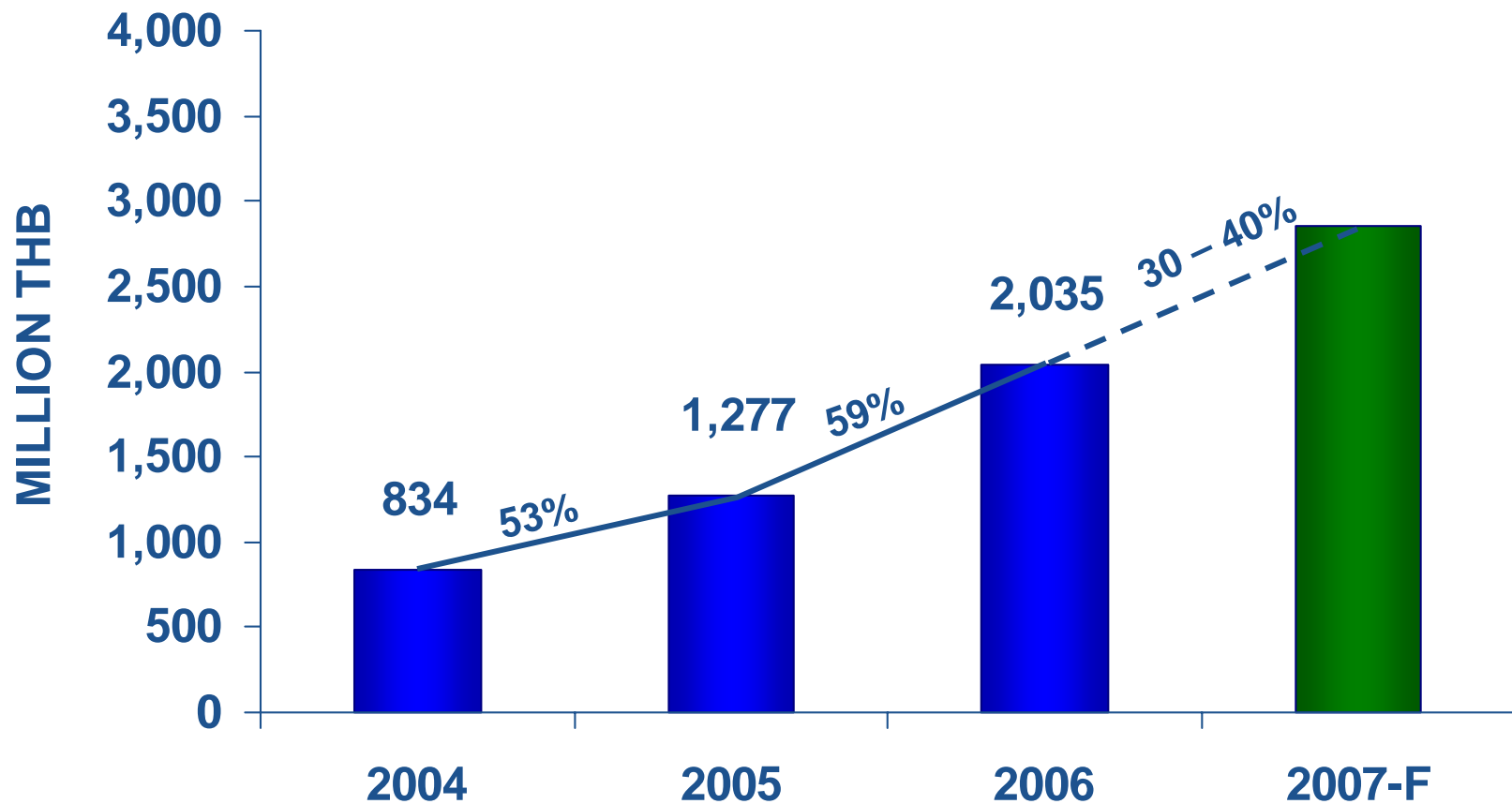
## **SNC GROUP**





# BUSINESS PLAN 2004 - 2007

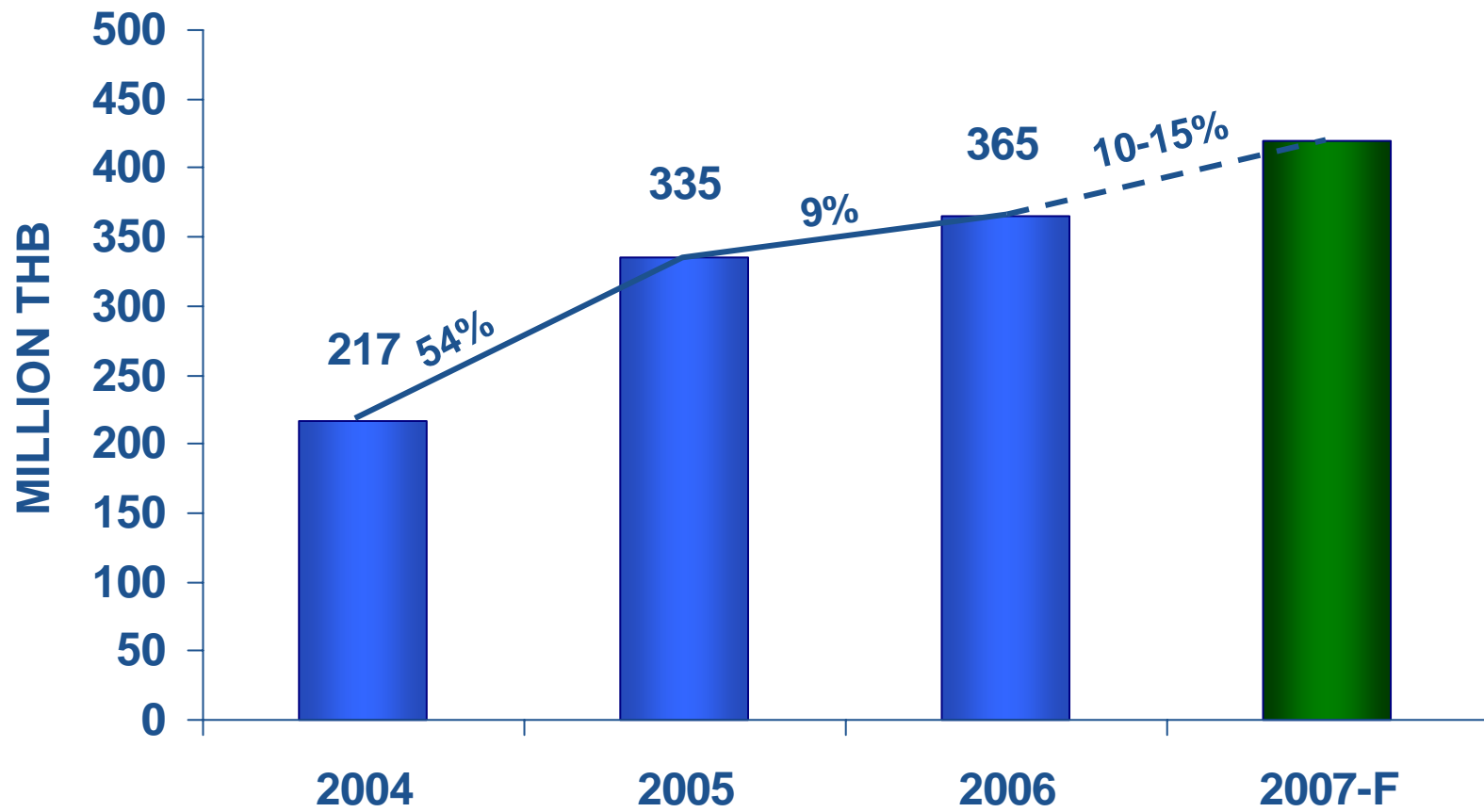
## SNC GROUP





# BUSINESS PLAN 2004 - 2007

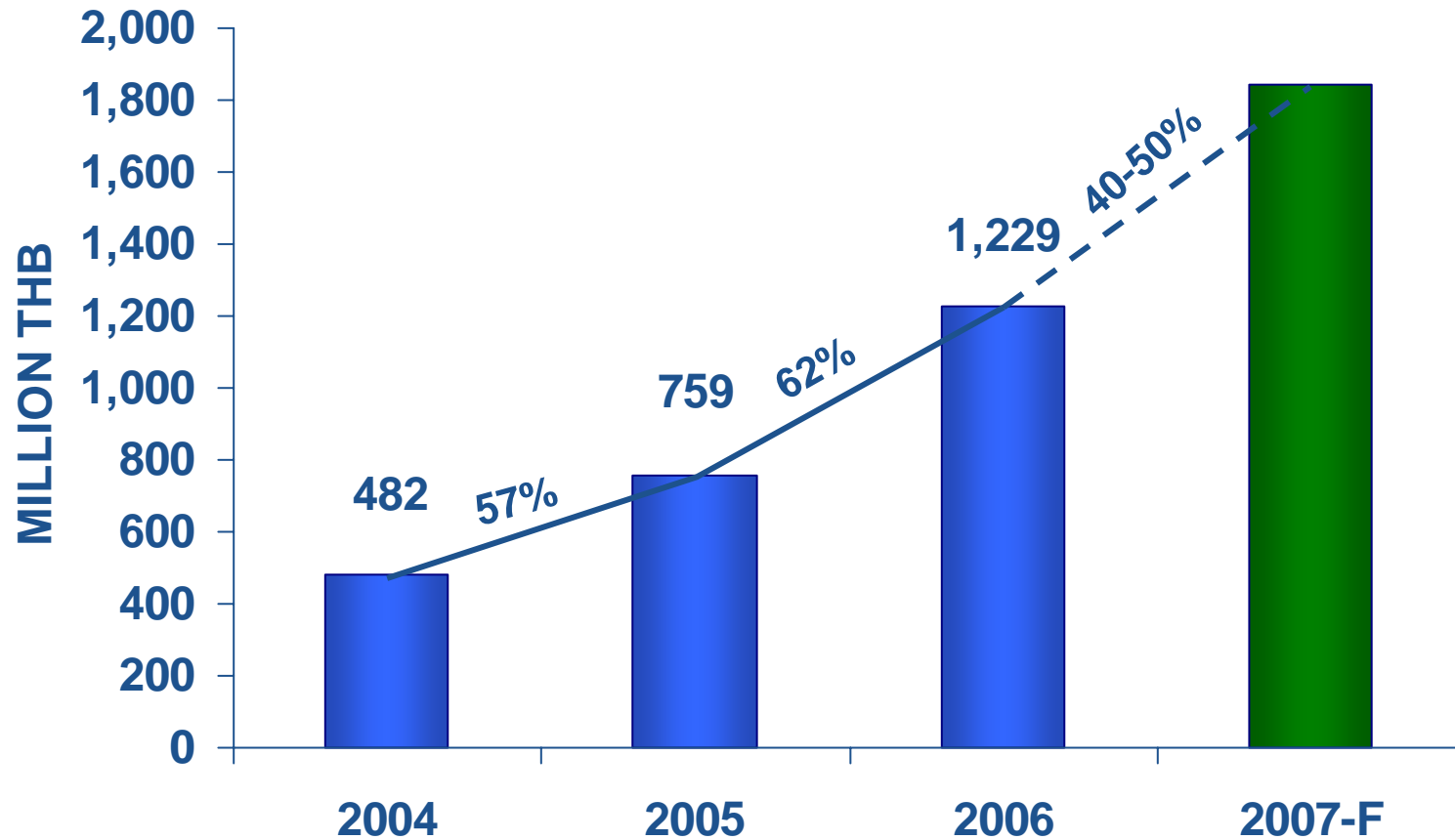
## AUTOMOBILE





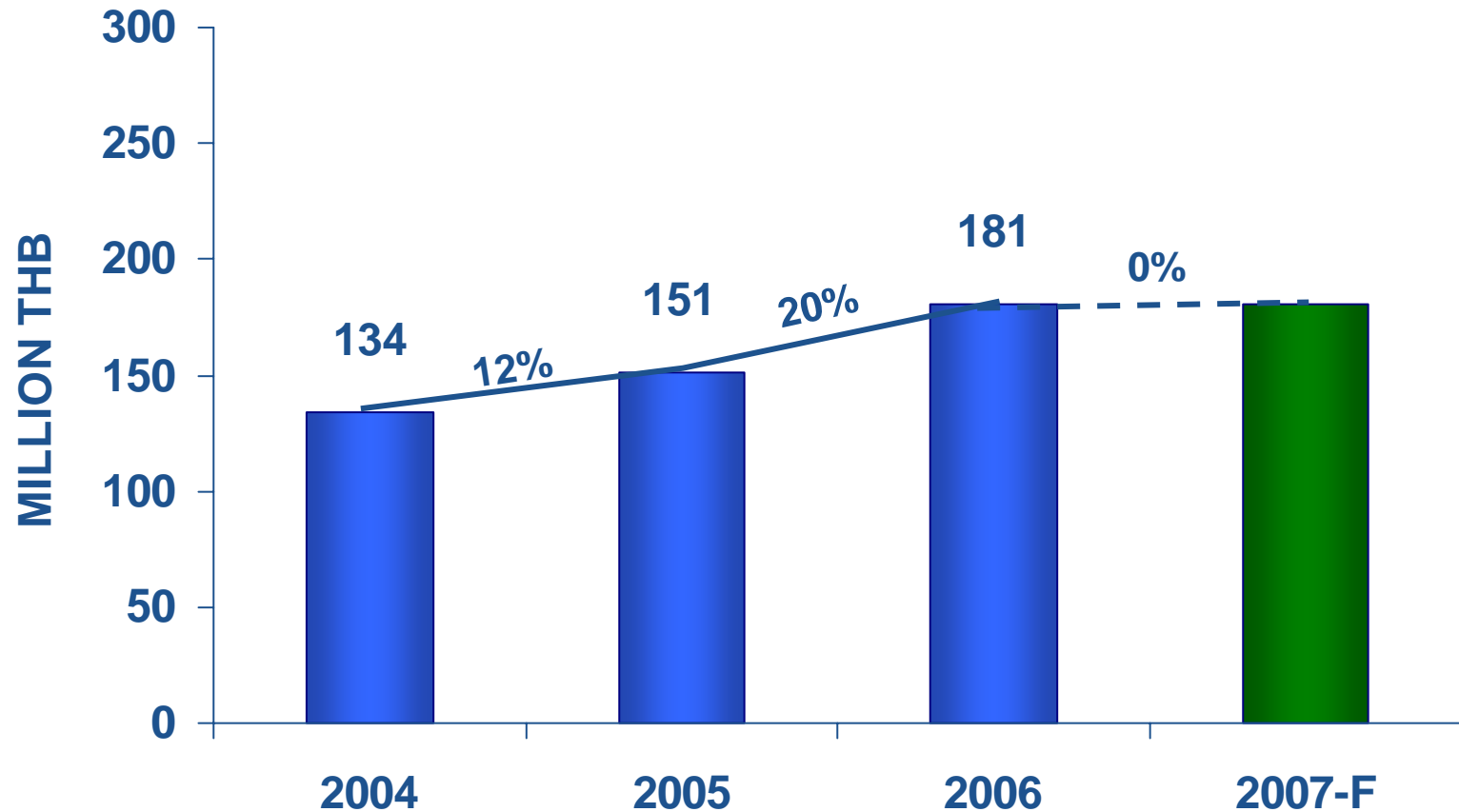
# BUSINESS PLAN 2004 - 2007

## AIR CONDITIONER





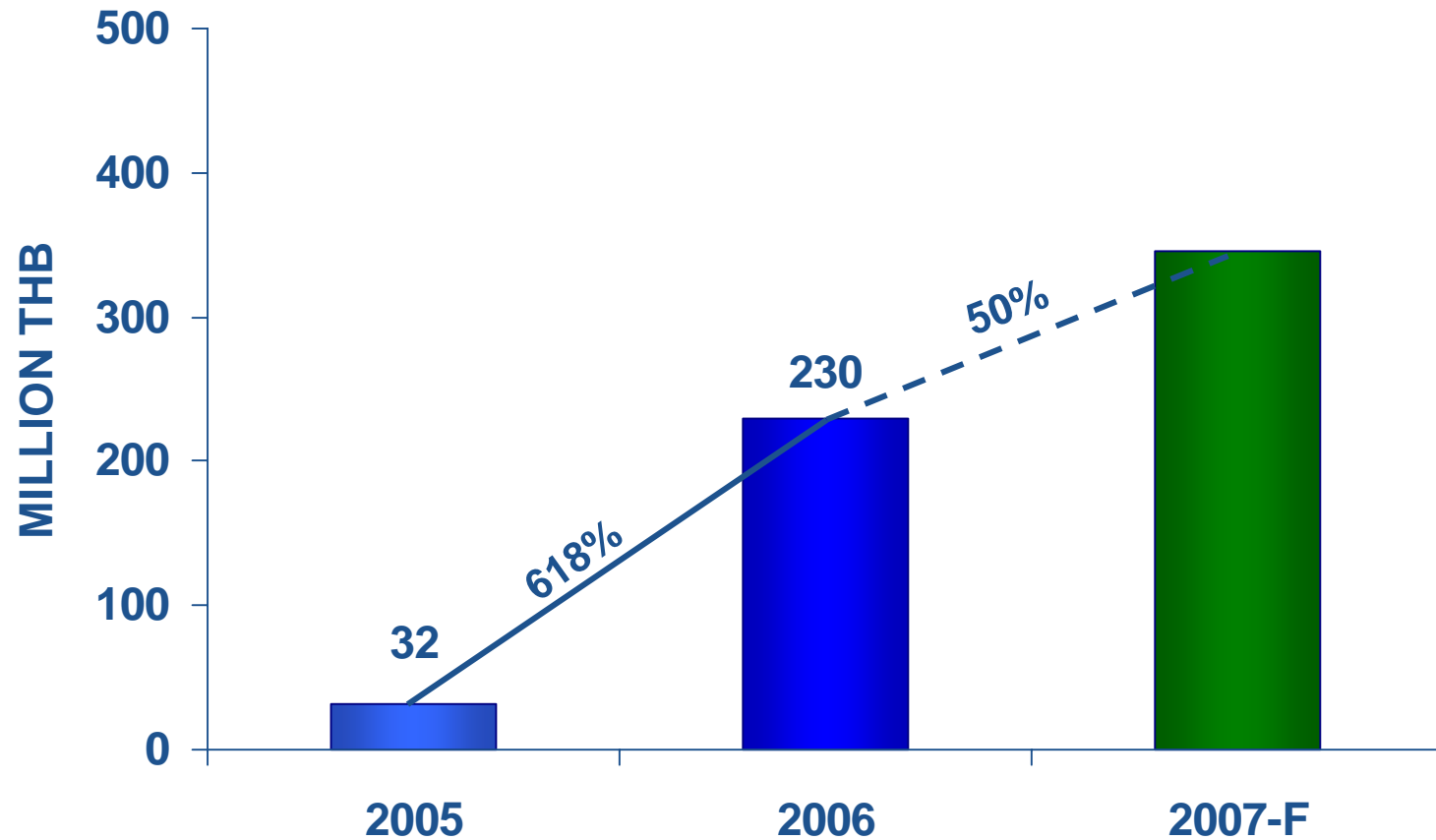
# BUSINESS PLAN 2004 - 2007 COMPRESSOR





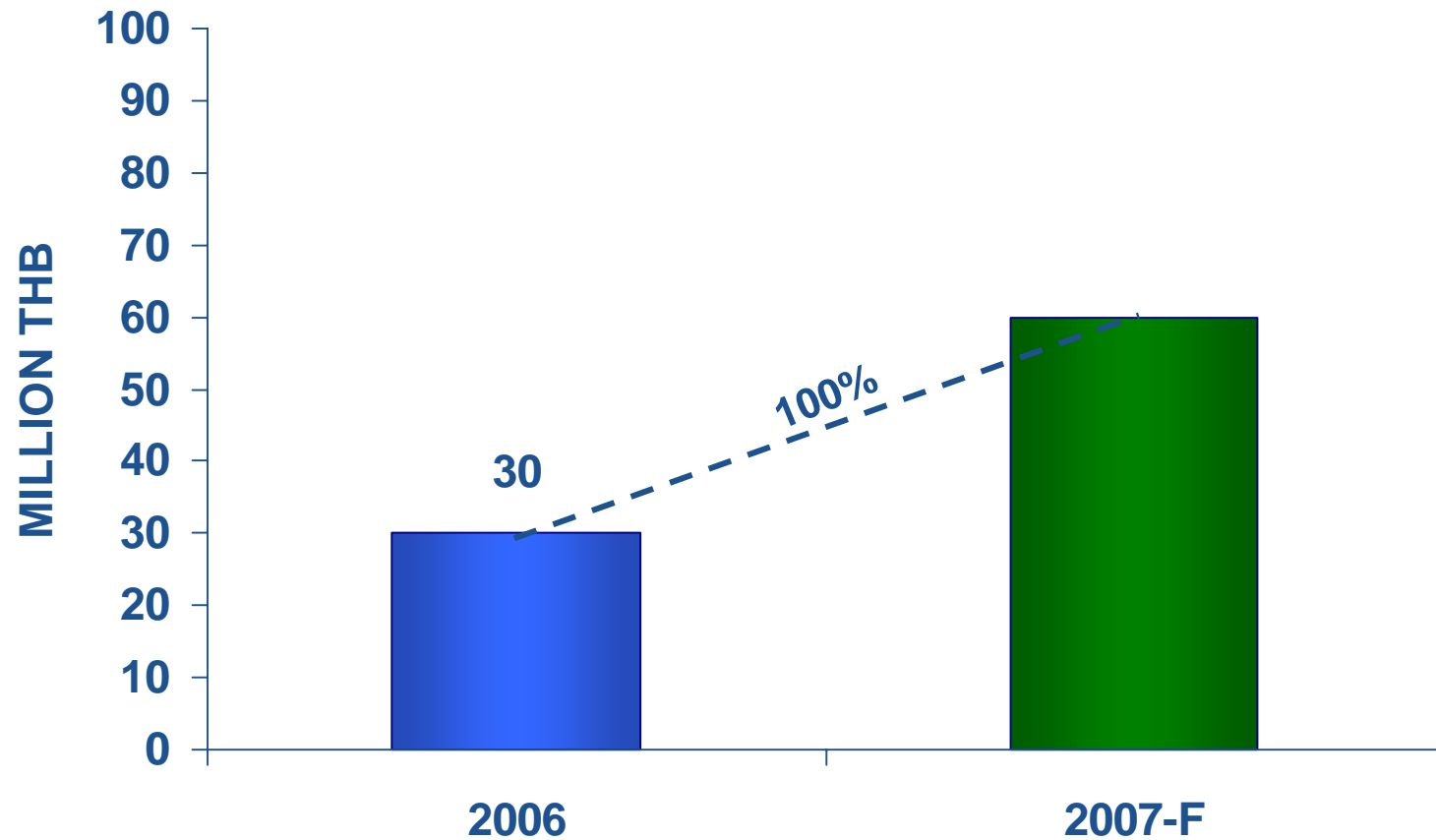
# BUSINESS PLAN 2005 - 2007

## SHEET METAL





# BUSINESS PLAN 2006 - 2007 OTHERS





# Question & Answer



**THE END**

**THANK YOU**

