



Companies with
Excellent CG Scoring
by alphabetical order



Opportunity day

18Feb13

Agenda

Overall

Home Appliance Segment

Automotive Segment

Ratios



SNC

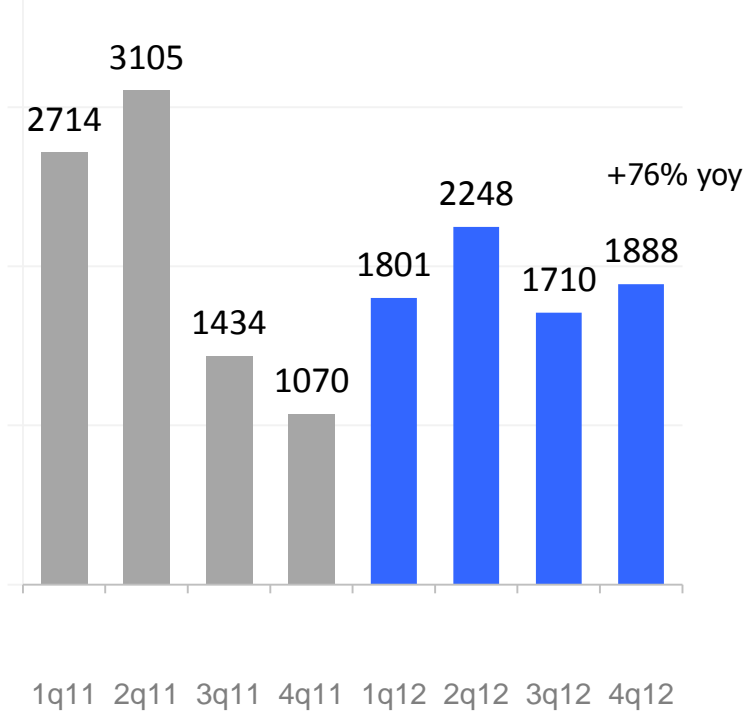
unit: MB

	Y11	Y12	change
Sale	8,324	7,648	-8%
EAT	520	494	-5%
%EAT	6.2%	6.5%	

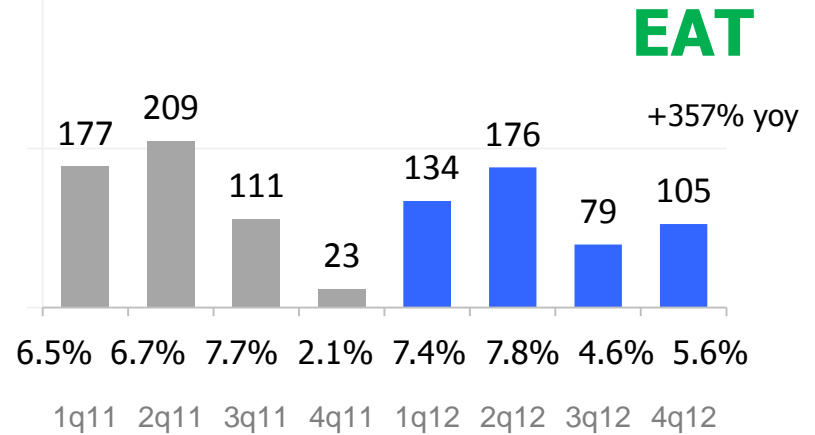
Sale reduced due to OEM.

EAT reduced due to factory relocation, floods impact, minimum wages, preparation for new project, new factory cost and OEM.

Sale



EAT



	Y07	Y08	Y09	Y10	Y11	Y12
Sale	2712	4021	4901	8248	8324	7648
EAT	206	99	139	381	520	494
%	7.6%	2.5%	2.8%	4.6%	6.2%	6.5%

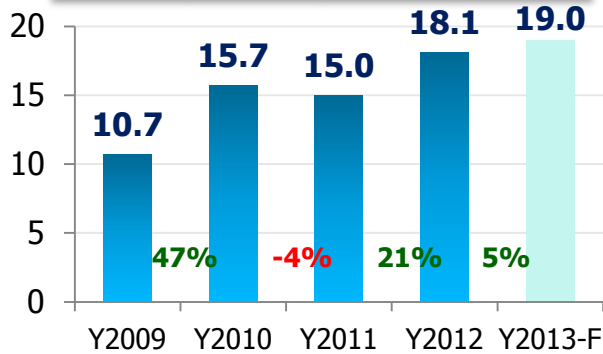
Home appliance segment

HOME APPLIANCE SEGMENT

Production in Thailand

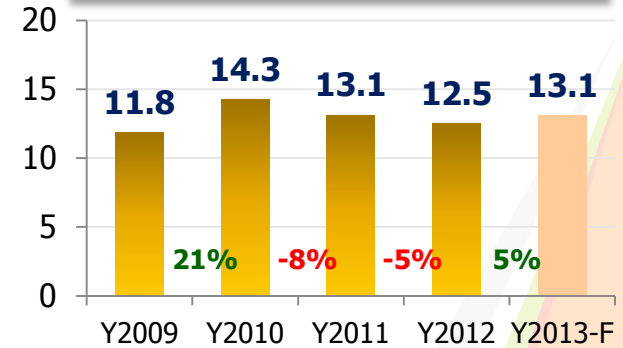
Unit: 1,000,000 units

	Q4'11	Q4'12	Change
Q4	1.80	3.75	108%
Year	15.0	18.1	21%



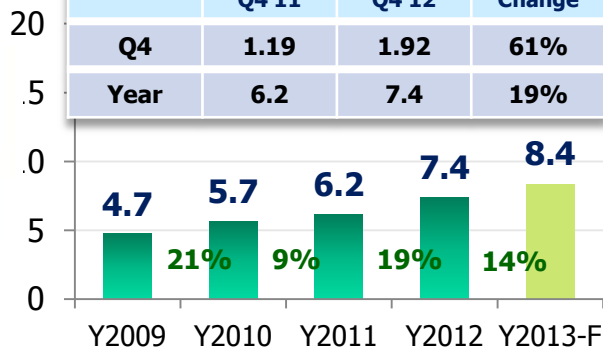
Air conditioner

	Q4'11	Q4'12	Change
Q4	2.21	2.68	21%
Year	13.1	12.5	-5%



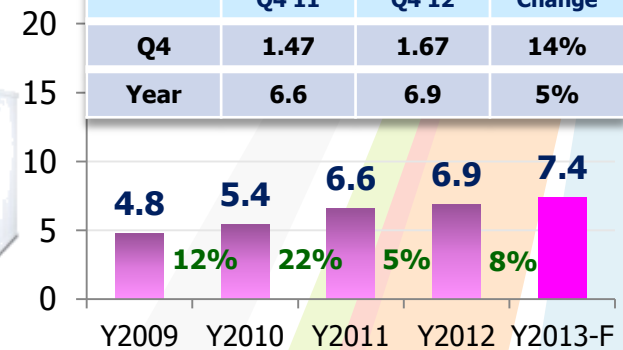
Compressor

	Q4'11	Q4'12	Change
Q4	1.19	1.92	61%
Year	6.2	7.4	19%



Refrigerator

	Q4'11	Q4'12	Change
Q4	1.47	1.67	14%
Year	6.6	6.9	5%



Washing machine

Home appliance

unit: MB

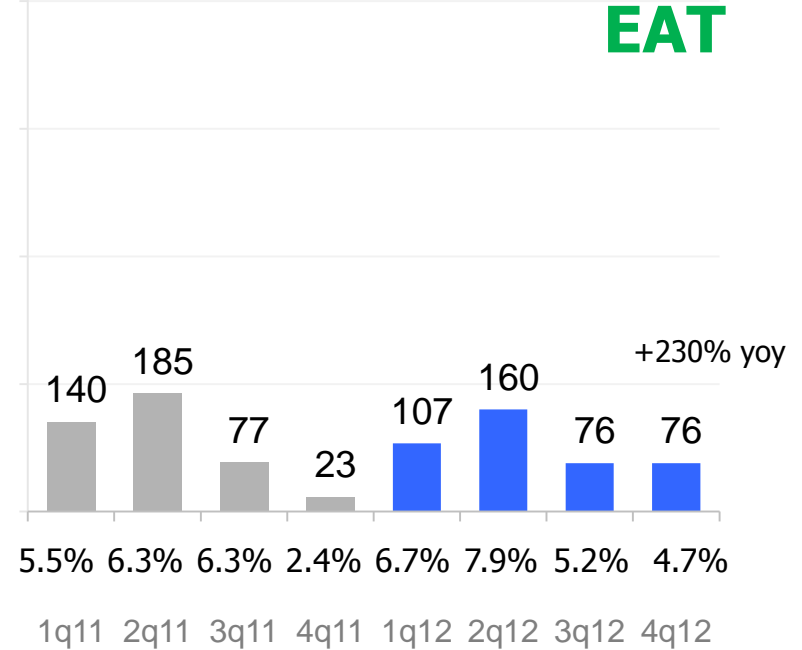
	Y11	Y12	change
Sale	7,650	6,694	-12%
EAT	425	419	-1%
%EAT	5.5%	6.3%	

Sale & EAT reduced due to OEM.

Sale



EAT





SNC

Automotive Segment

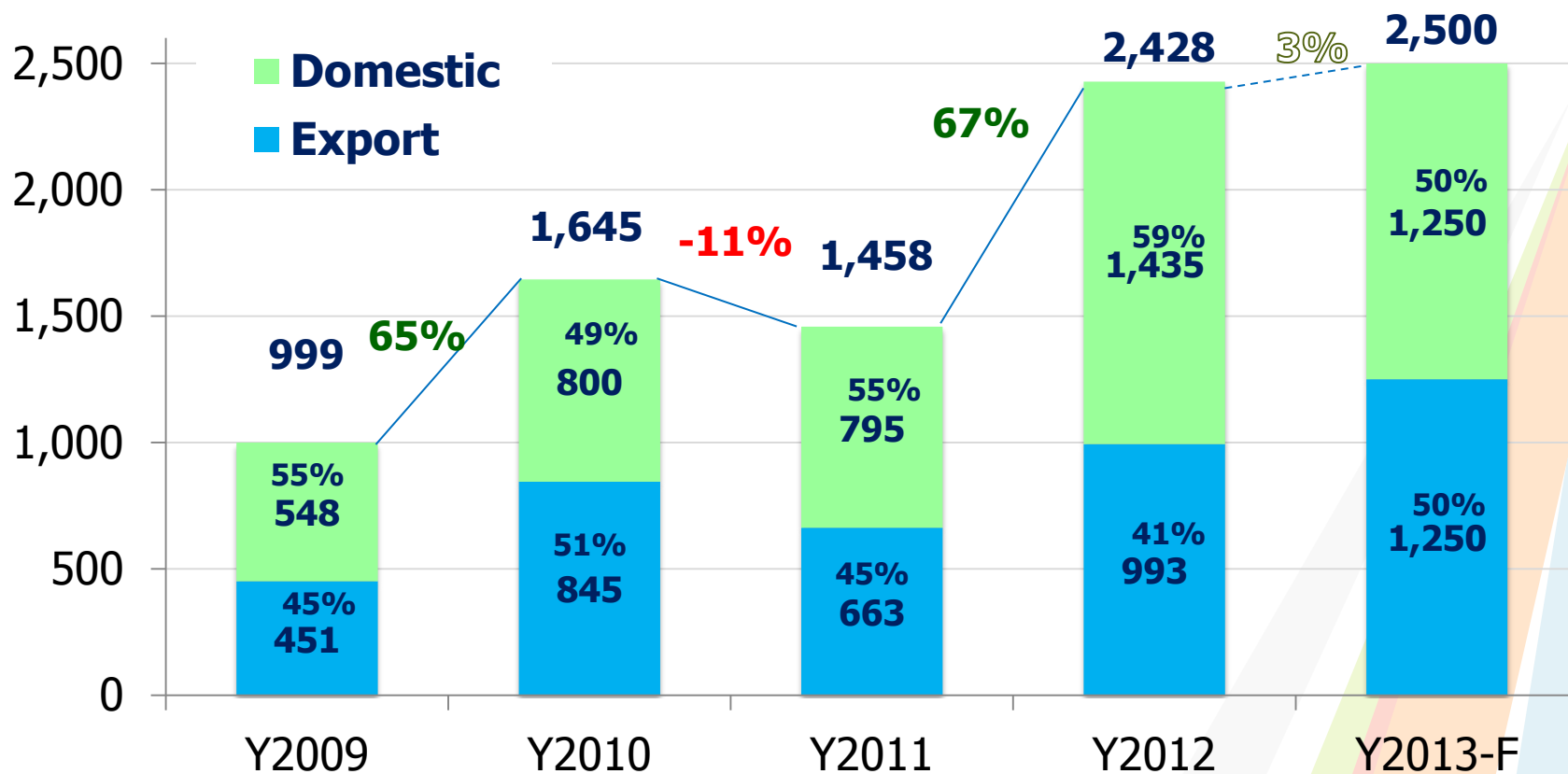
Automotive Segment



Thailand Car Assembly

CAR	Q4'11	Q4'12	% Increase
Assembly	173	730	322%
Domestic Sales	124	436	252%

Unit: 1,000 Cars



Automotive

unit: MB

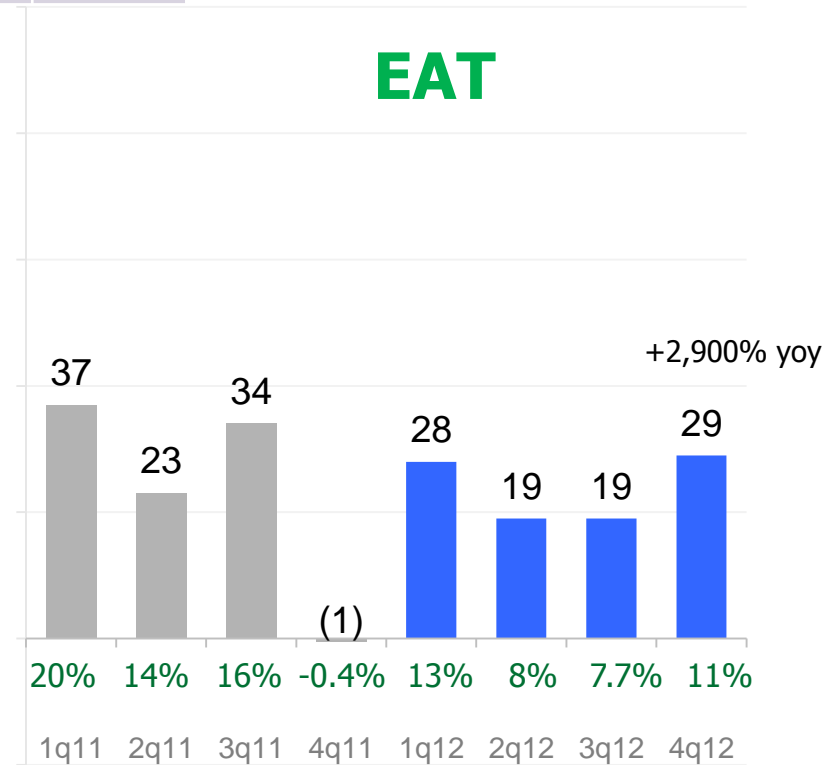
	Y11	Y12	change
Sale	674	954	+42%
EAT	93	95	+2%
%EAT	14%	10%	

EAT reduced due to price reduction and factory relocation in 3q12.

Sale



EAT

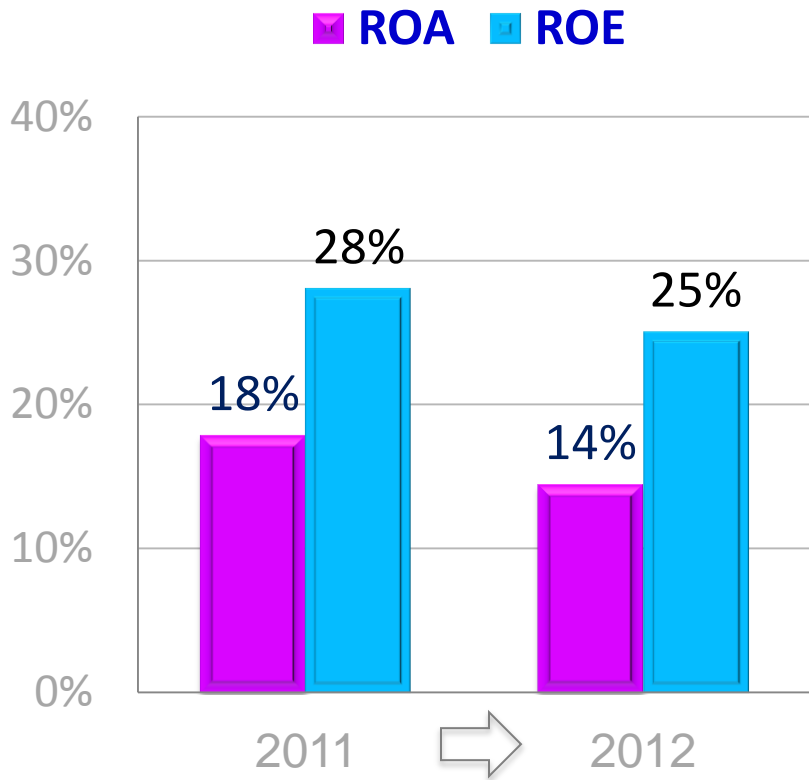


Ratios

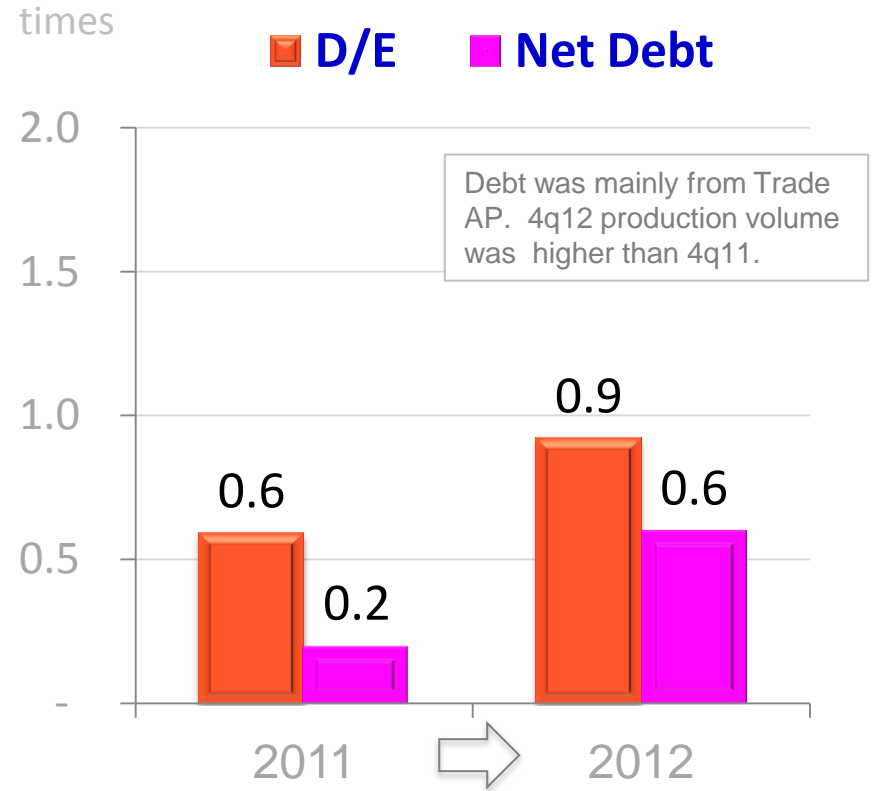
Cash cycle



Y07-Y11 : +20 +13 +6 +1 -3



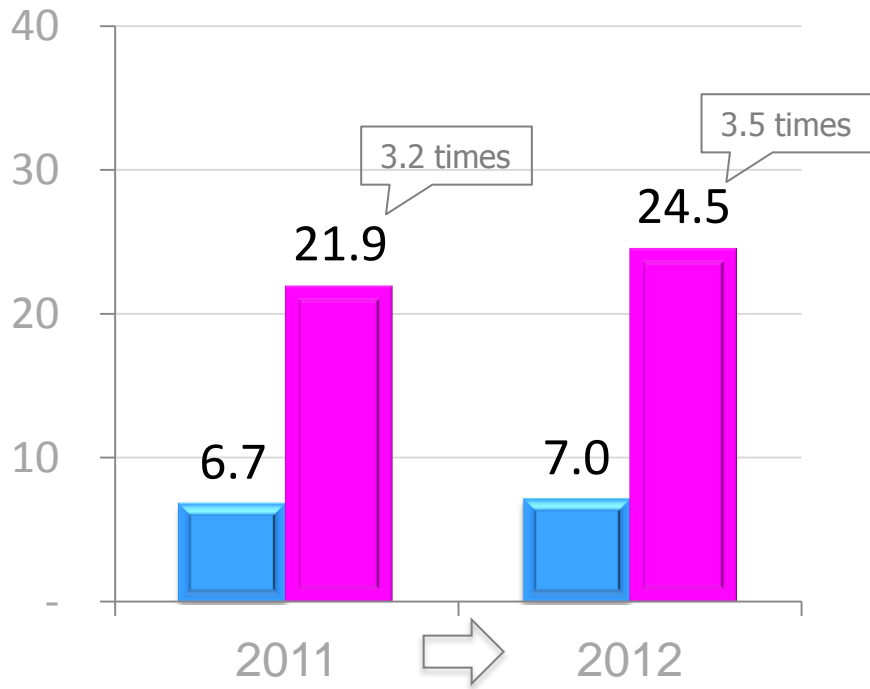
ROA : Y07-Y11 : 12%, 5%, 6%, 16%, 18%
 ROFA: Y07-Y11 : 37%, 17%, 17%, 45%, 50%
 ROE : Y07-Y11 : 17%, 5%, 8%, 22%, 28%



D/E : Y07-Y11 : 0.6, 0.6, 0.5, 0.9, 0.6
 Net debt : Y07-Y11 : 0.0, 0.2, 0.1, 0.4, 0.2

Baht

 **BVPS**  **SPS**



BVPS : Y07-Y11 : 6.1, 5.9, 5.9, 6.3, 6.7

SPS : Y07-Y11 : 13.0, 4.0, 6.4, 18.6, 21.9

Baht

 **EPS**  **DPS**

Policy \geq 50% of EAT



EPS : Y07-Y11 : 0.99, 0.33, 0.48, 1.33, 1.81

DPS : Y07-Y11 : 0.55, 0.45, 0.70, 1.00, 1.60

DPS : Y07-Y11 : 66%, 136%, 145%, 75%, 88%

- International Techno pipe Co., Ltd: manufacturer of home appliance parts which made from copper pipe.
 - ❖ Investment 50 MB
 - ❖ 1q13: income recognition

- SNC Creativity Anthology Co., Ltd: manufacturer of aluminum forging and aluminum condenser.
 - ❖ Investment 500 MB
 - ❖ 1q-3q13: factory construction
 - ❖ 4q13: prototype
 - ❖ 1q14: income recognition.
 - ❖ Funding: bank loan.

Thank you

