

# SNC FORMER PLC



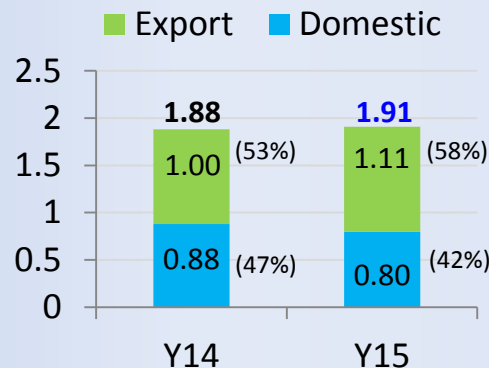
## Analyst meeting

Mar 16 , 2016

At SET



## Automobile

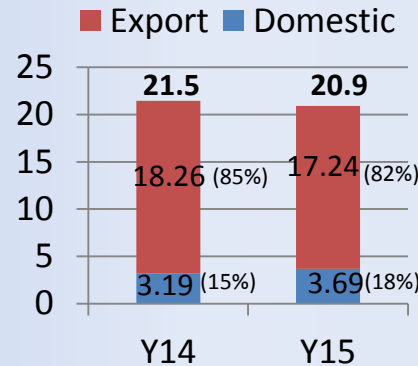


- ❖ Car production in 4Q15 = 0.48 M.units increased 2.1% YoY and decreased 3.1% QoQ.
- ❖ Domestic sale in 4Q15 increase = 5.3% YoY and Export sale decrease = 1.1% YoY.

QoQ	3Q15 vs 4Q15		
	3Q15	4Q15	%
CAR			
Production	496,829	481,243	-3.1%
Domestic Sales	184,723	245,800	33.1%
Export	312,106	235,443	-24.6%

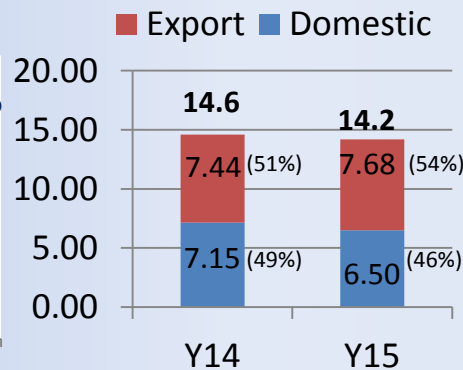
YoY	4Q15 vs 4Q14		
	4Q14	4Q15	%
CAR			
Production	471,467	481,243	2.1%
Domestic Sales	233,422	245,800	5.3%
Export	238,045	235,443	-1.1%

## Air Conditioners



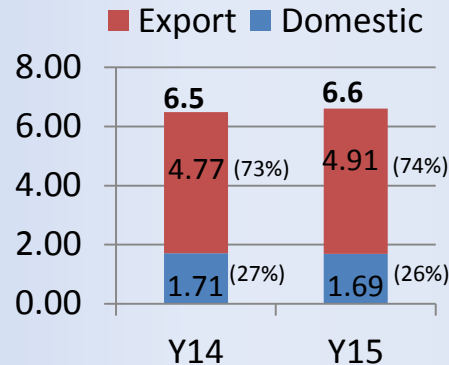
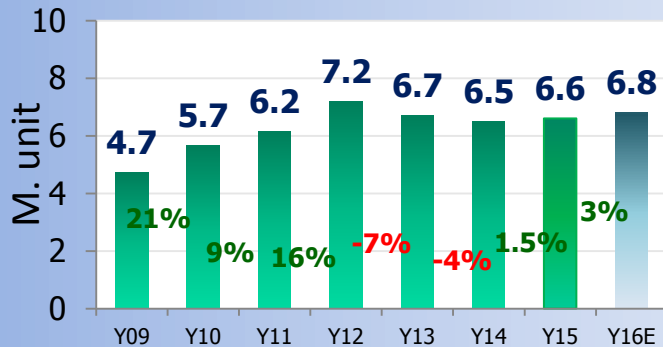
❖ Y15 - AC production in Thailand shows the sign of reduction compared to 2014 around 2.8% (20.9 M vs 21.5 M) mainly from the Export market.

## Compressors



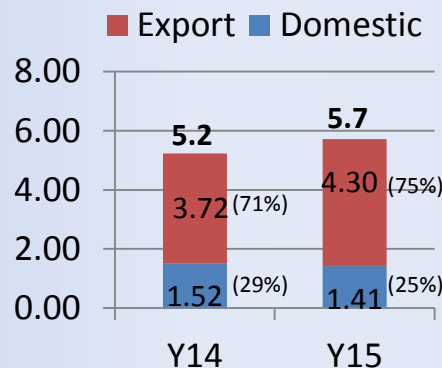
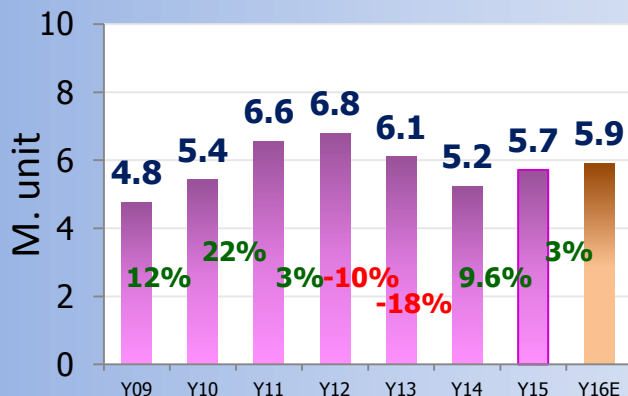
❖ Y15 - Compressor production in Thailand is estimated at 14.2 M.unit while those of Y14 was 14.6 M.unit, 2.7% decreased YoY.

## Refrigerator



❖ Y15 production is estimated at 6.6 M.unit while those of Y14 was 6.5 M.unit, slightly increased 1.5% YoY.

## Washing Machine

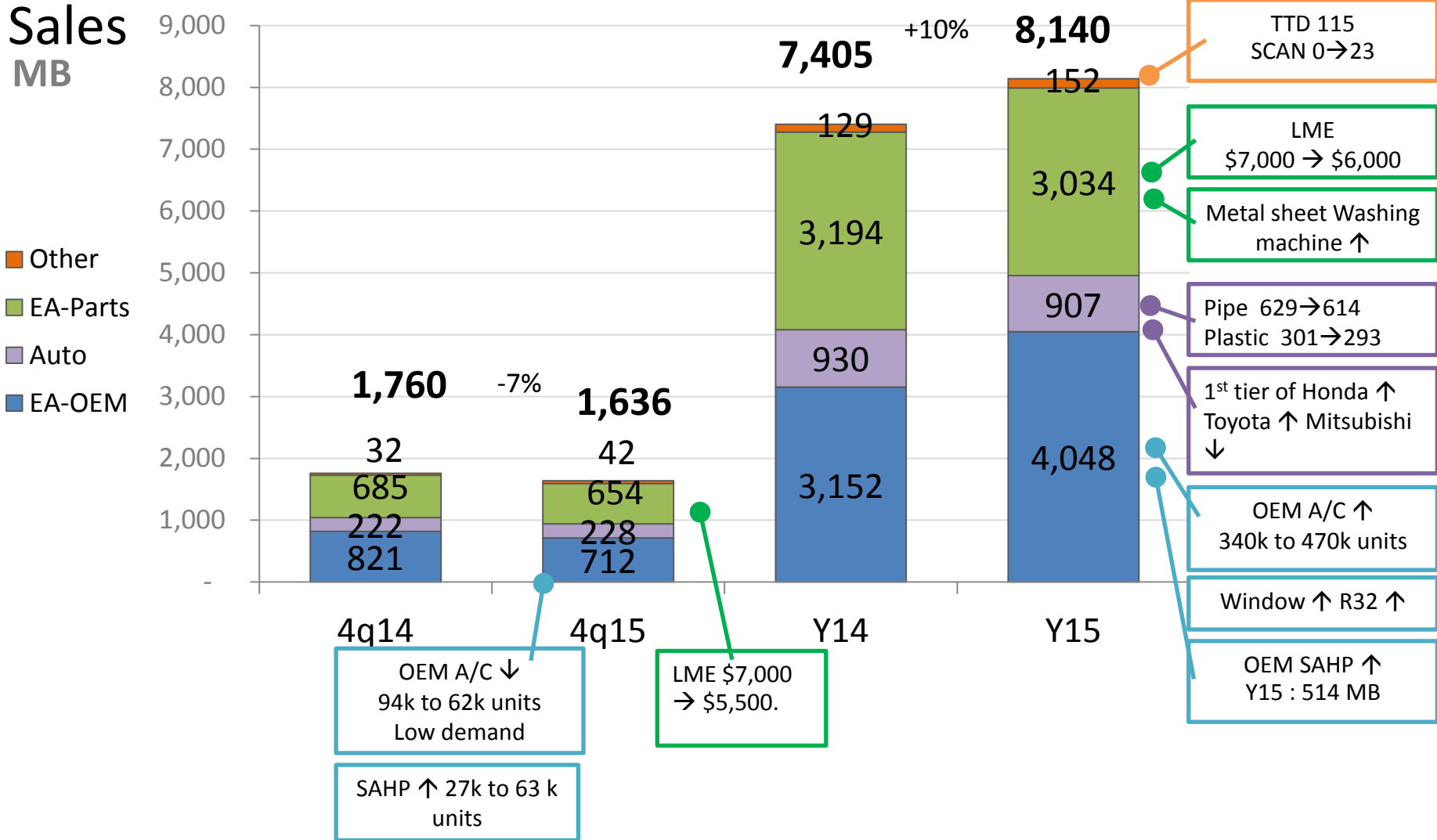


❖ Y15 production is estimated at 5.7 M.unit while those of Y14 was 5.2 M.unit, increased 9.6% YoY.

# Financial performance



Sales  
MB

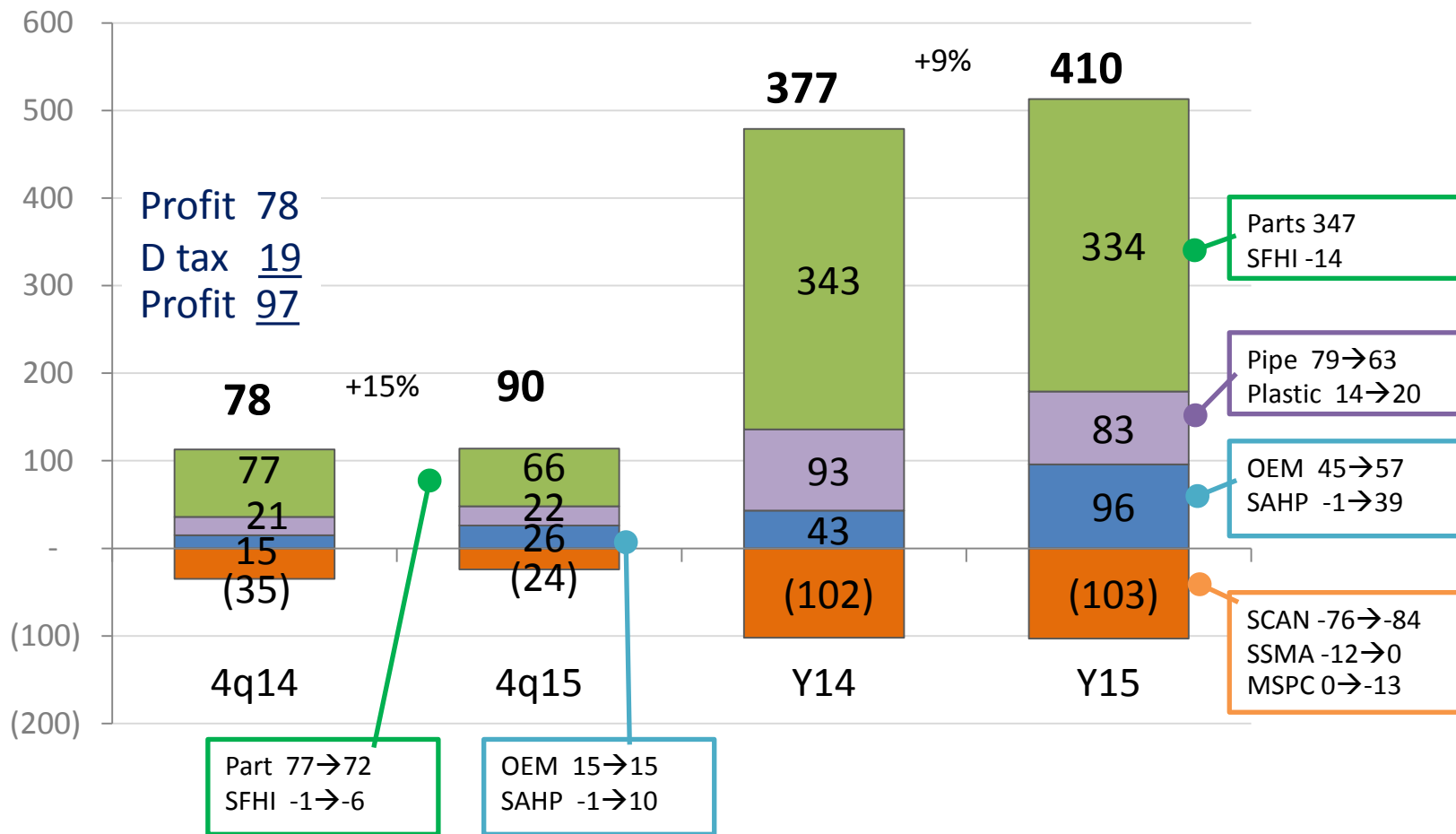


# Financial performance



EAT  
MB

- Other
- EA-Parts
- Auto
- EA-OEM



## Sheet Metal

- Pre-Coated Material (PCM) business for A/C casing
- Casing of the Vending Machine

## Plastic

- Move 11 injection machines to Rayong and reduce factory rental area in SNC-B2 → cost saving

## EA-Parts

## Heat Exchanger

- Start 7 mm (dia.) size
- Move Heat Exchanger line in Laem Chabang plant to Rayong plant

## Pipe Kit (SFHI)

- Start to export to Japan after customer audit
- Produce insulation to supply to IMP Pipe Kit line for domestic market

## AUTO-Pipe

- Expand more indirect export market
- New models with current customers

## AUTO-Plastic

- Focus on Battery Casing business (10 MB in Y15 → 40 MB in Y16)



## OEM - A/C

- Move Laem Chabang Plant to Rayong in mid 2016 → improve efficiency and increase business opportunity.

## OEM – SAHP

- Launch new models of Heat Pump

## ODM

- Start production of new R32 A/C for Domestic Market
- Start production of Heat Pump and other equipment for Agriculture business

## Other - SCAN

- Start production with the 2nd A/C customer (Feb. 2016)
- Start to supply AC Hose from SCAN (Feb.2016)

## Other – TTD

- Strengthen sales and technical support team to expand market
- Production cost reduction especially for raw material cost

## Other - MSPC

- Expand market both domestic and export
- Enhance the skill of staff to get more sophisticated business

# SNC

# Thank You



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