

SNC

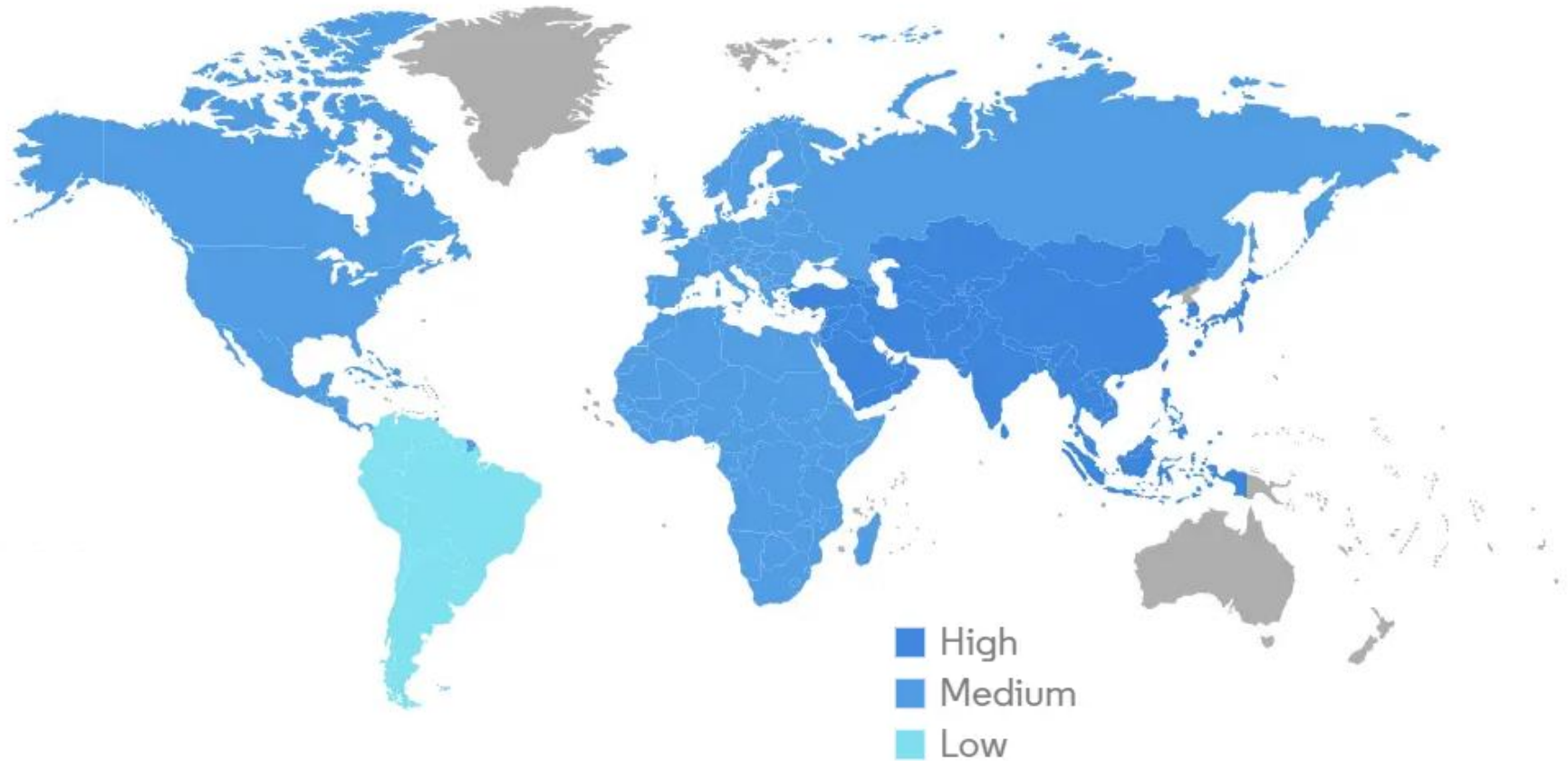
Opp day

22 Feb 22

Air Conditioner Market



Growth rate by region (2021-2026)

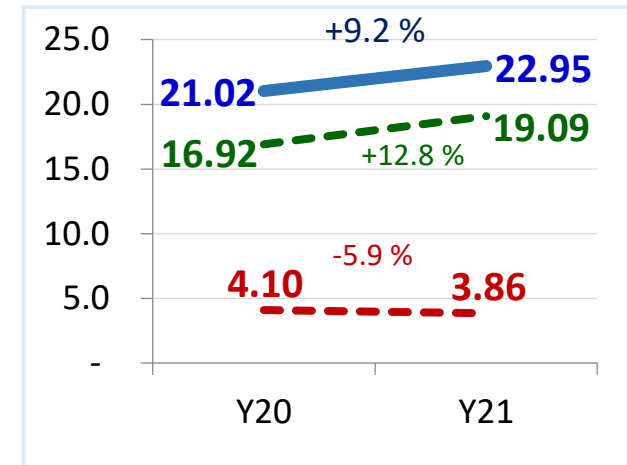
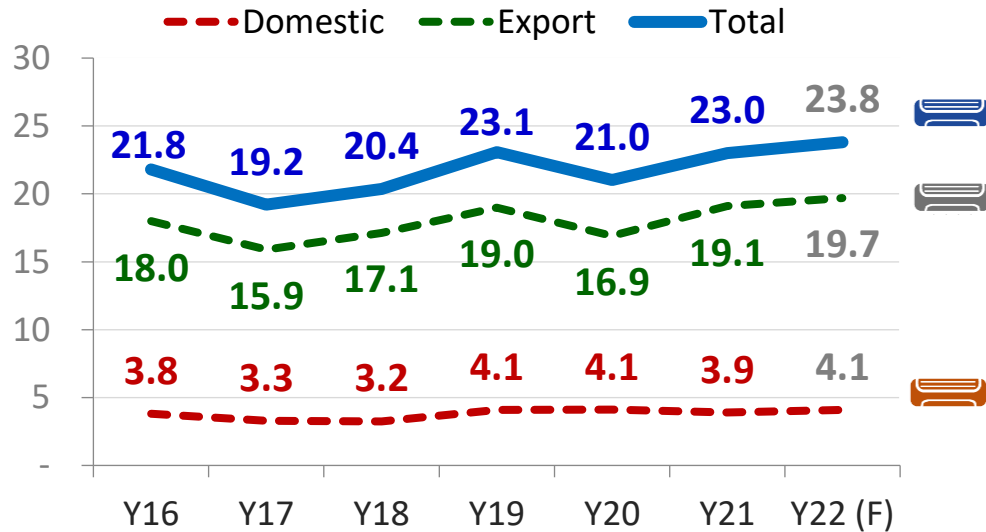


Source: Mordor Intelligence

Air Conditioner Business



million Units



SNC Business in this category

- OEM for Room A/C (Window, Portable, Split type)
- ODM
- Parts for A/C
 - Copper Pipe, - Sheet Metal stamping
 - Plastic Injection, - Heat Exchanger



Source: The Office of Industrial Economics

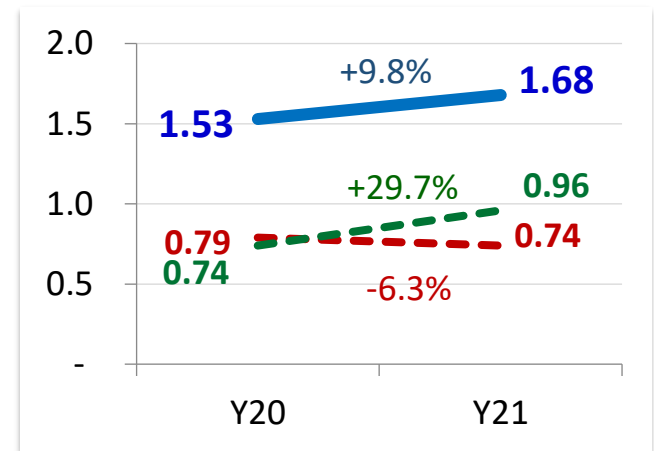
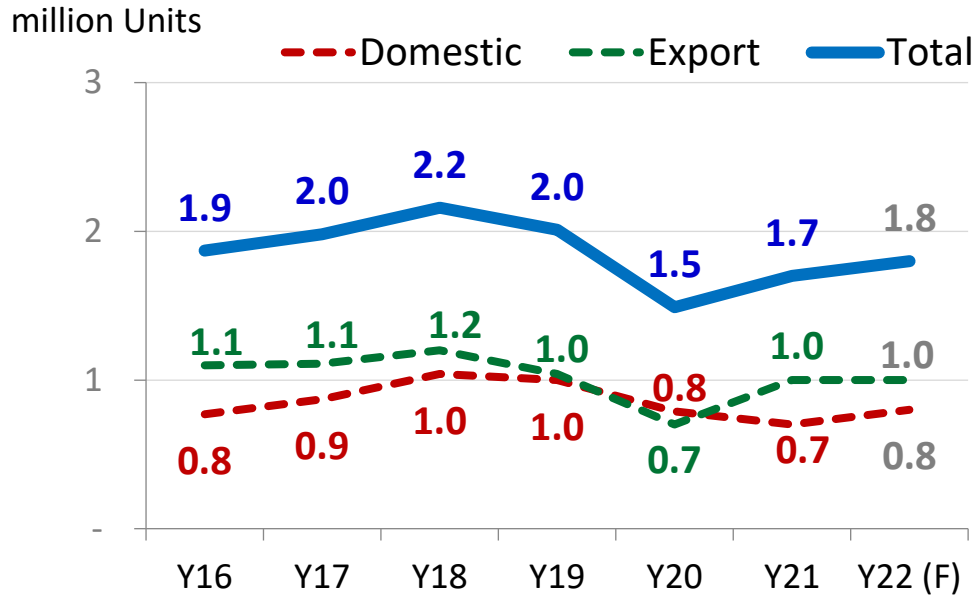
Top 10 A/C Export Market of Thailand



Country	Amount : Million Baht			Growth Rate (%)			Portion (%)		
	2019	2020	2021 (Jan - Dec)	2019	2020	2021 (Jan - Dec)	2019	2020	2021 (Jan - Dec)
- USA	12,648.59	18,663.87	33,561.39	26.85	47.56	79.82	7.42	11.48	16.53
- Australia	15,906.38	18,617.54	21,709.32	-2.55	17.04	16.61	9.32	11.45	10.69
- Vietnam	17,668.72	17,528.43	15,298.55	3.50	-0.79	-12.72	10.36	10.78	7.53
- Japan	13,654.44	11,217.57	10,600.07	-1.78	-17.85	-5.50	8.00	6.90	5.22
- India	9,969.68	7,410.20	9,792.16	-7.76	-25.67	32.14	5.84	4.56	4.82
- Taiwan	7,212.74	8,660.77	9,344.94	-7.98	20.08	7.90	4.23	5.33	4.60
- Indonesia	9,459.42	6,453.18	8,016.13	-0.58	-31.78	24.22	5.55	3.97	3.95
- France	5,989.86	6,185.98	7,590.05	14.89	3.27	22.70	3.51	3.81	3.74
- Singapore	6,467.40	4,853.42	7,362.44	-14.26	-24.96	51.70	3.79	2.99	3.63
- Italy	5,476.11	4,655.63	6,202.15	6.03	-14.98	33.22	3.21	2.86	3.05
Total 10 countries	104,453.34	104,246.58	129,477.20	1.07	-0.20	24.20	61.23	64.13	63.76
Others	66,125.08	58,302.70	73,582.36	-2.95	-11.83	26.21	38.77	35.87	36.24
Grand Total	170,578.41	162,549.29	203,059.56	-0.53	-4.71	24.92	100	100	100

Source: Information and communication technology center, Office of Permanent Secretary Ministry of Commerce

Car Business

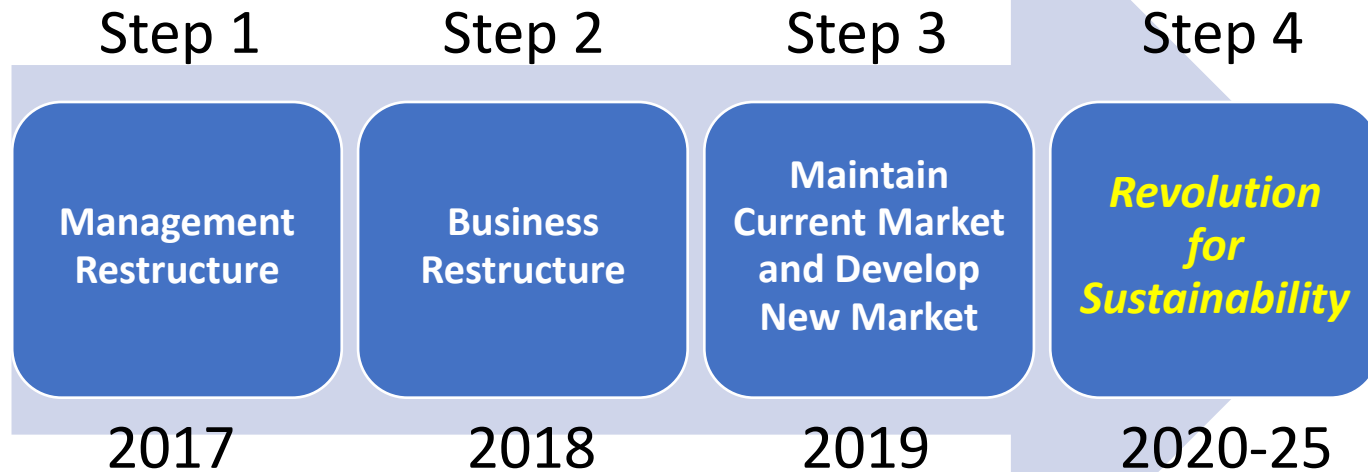


SNC Business in this category

- Al. Pipe for A/C system
- Plastic Injection
- Sheet Metal



Source: Thailand Automotive Institute, The Federation of Thai Industries.



Business prospect

- ✓ Y19-25: **New** potential customers
- ✓ Y21: Sale reached **15,000** MB. Y22 Sale growth target is 10%.
- ✓ Y22 : A/C Capacity **3,000,000** units
- ✓ Y21-22: Robot target **1,000** units
- ✓ Y21-25: Bachelor **200** people per year, Master **25** people per year.

Sustainability prospect

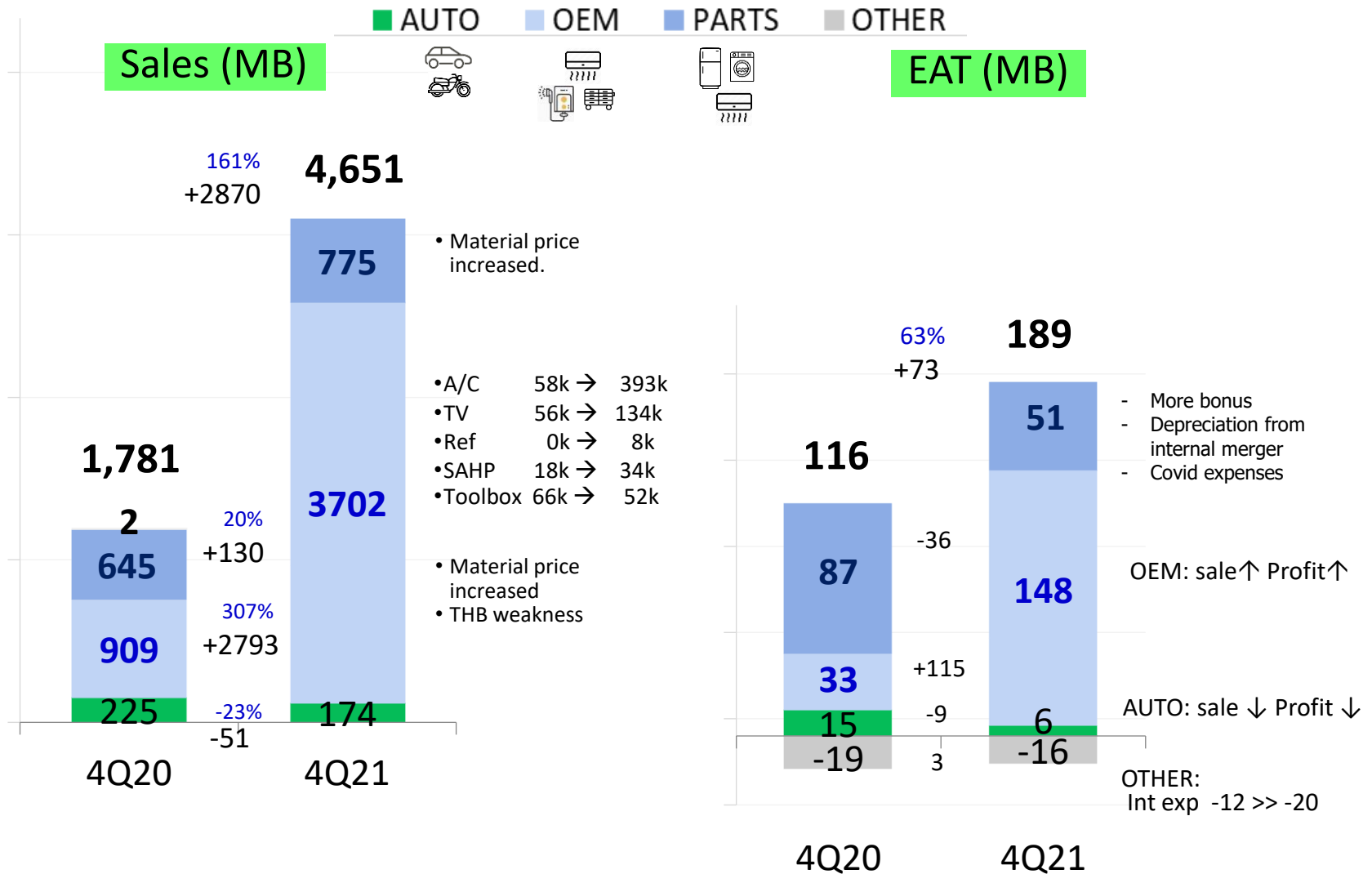
- To prevent possible carbon tariff in the future:
- ✓ Y20-21: SNC Green Park **5** rai and plants around factories
 - ✓ Y20-25: Blue water reservoir **250,000** m³ of 1,000,000 m³
 - ✓ Y21-25: Solar roof **3.4** MW of 8 MW
 - ✓ Y22-23: Renewable energy **3** MW YALA

Sheet Fabrication Manufacturing

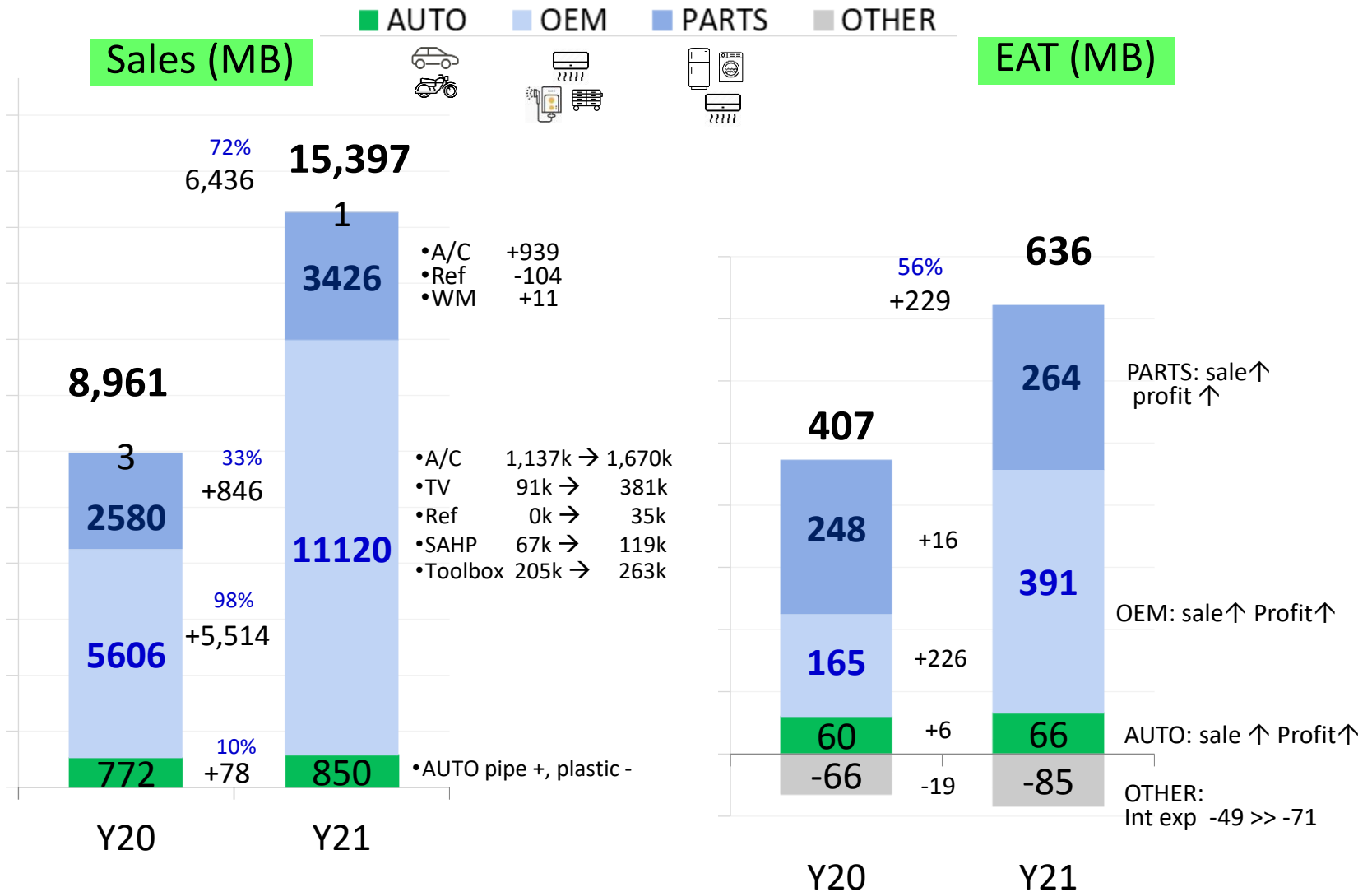
Industry 4.0



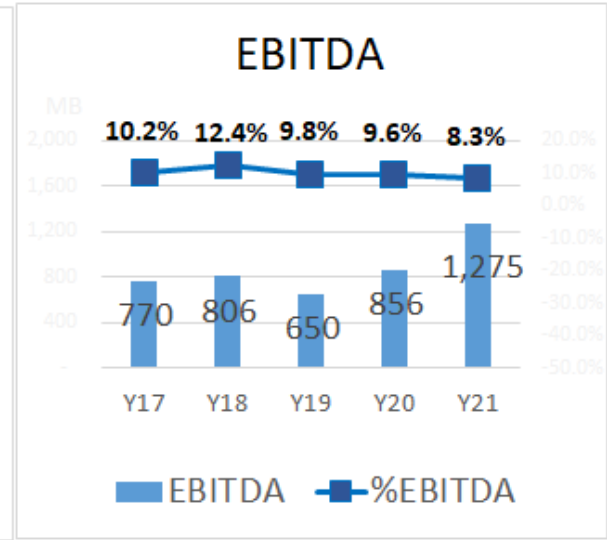
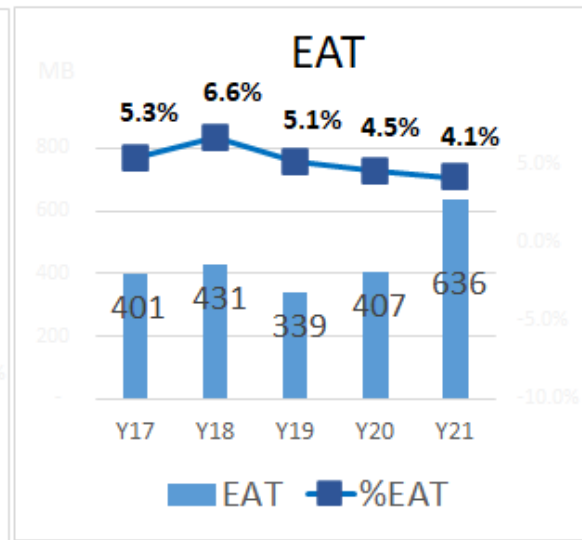
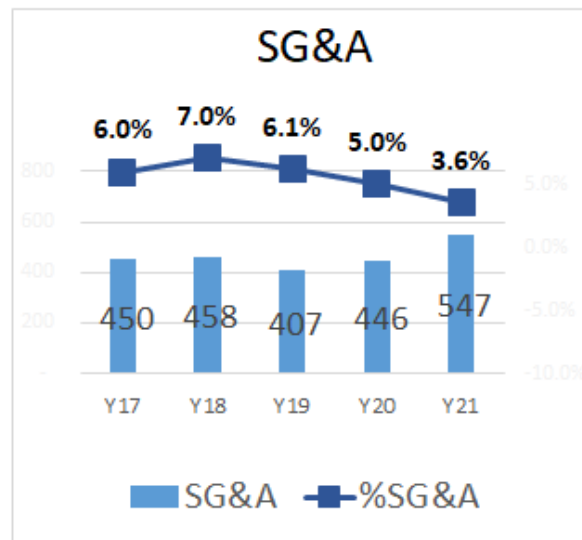
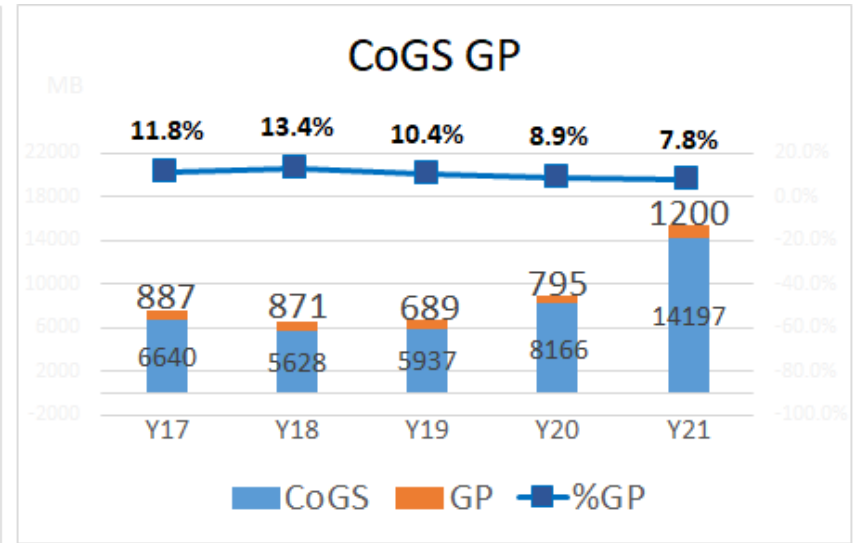
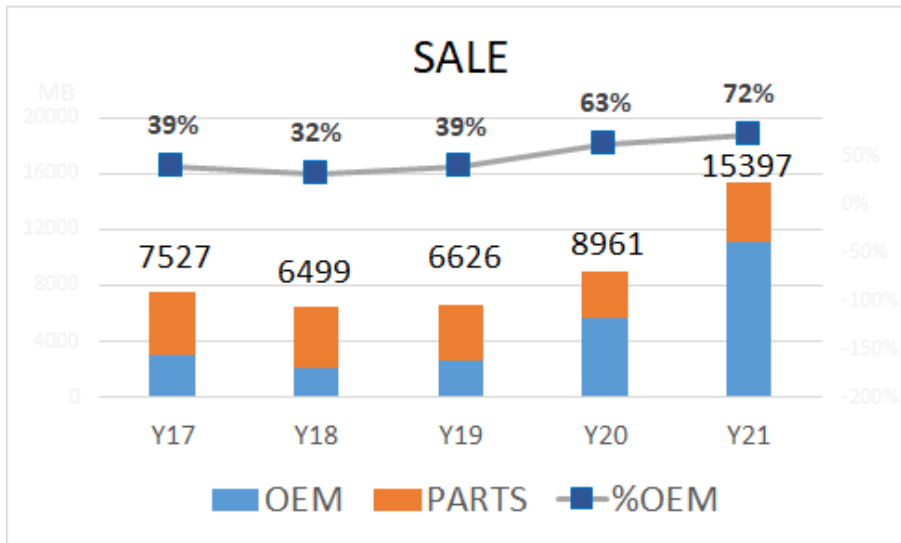
Company Performance



Company Performance



Financial Highlights



Major items in P/L



	2020	2021	Inc (dec)	%
Revenue	8,961	15,397	6,436	+72%
EAT	407	636	229	+56%
EBITDA	856	1,275	419	+49%

Major items in B/S



	Y21	Y20
Cash	2,329	1,235
AR	2,657	1,100
Inven	3,361	1,408
CA	8,347	3,743
PPE	4,999	3,454
Other	601	573
NCA	5,600	4,027
Assets	13,947	7,770

	Y21	Y20
AP	5,821	2,295
Loan	2,790	1,457
Other	425	440
Liab	9,036	4,192
Capital	2,460	1,513
R/E	2,451	2,065
Equity	4,911	3,578
Total	13,947	7,770

Dividend



Description	Interim	Final	Total
Number of share	362,220,339	362,220,339	362,220,339
Dividend per share	0.45	0.45	0.90
Total dividend	162,999,153	162,999,153	325,998,306
Dividend payment date	10 Sep 21	27 Apr 22	-
Net profit			636,273,492
Dividend payout ratio			51%

Allotment of remaining share under the General Mandate



	<u>Baht</u>
Register share capital	400,000,000
<u>Less</u> PO and paid-up share capital	<u>362,220,339</u>
Remaining ordinary shares	<u>37,779,661</u>

RO	PO	PP
Not exceed 30% of paid-up capital	Not exceed 20% of paid-up capital	Not exceed 10% of paid-up capital
362,220,339 shares * 30% Limit 108,666,102	362,220,339 shares * 20% Limit 72,444,068	362,220,339 shares * 10% Limit 36,222,034

น้องยังยืนขอบพระคุณครับ

Thank you



น้องยินดีขอบพระคุณค่ะ

Thank you

