

Opp day

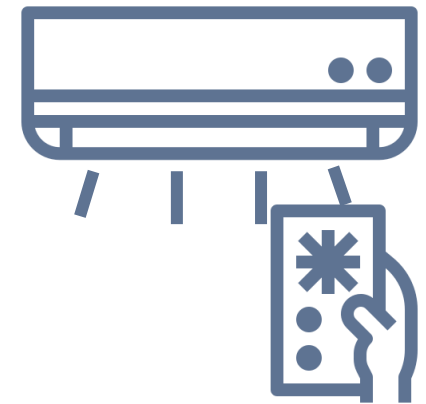
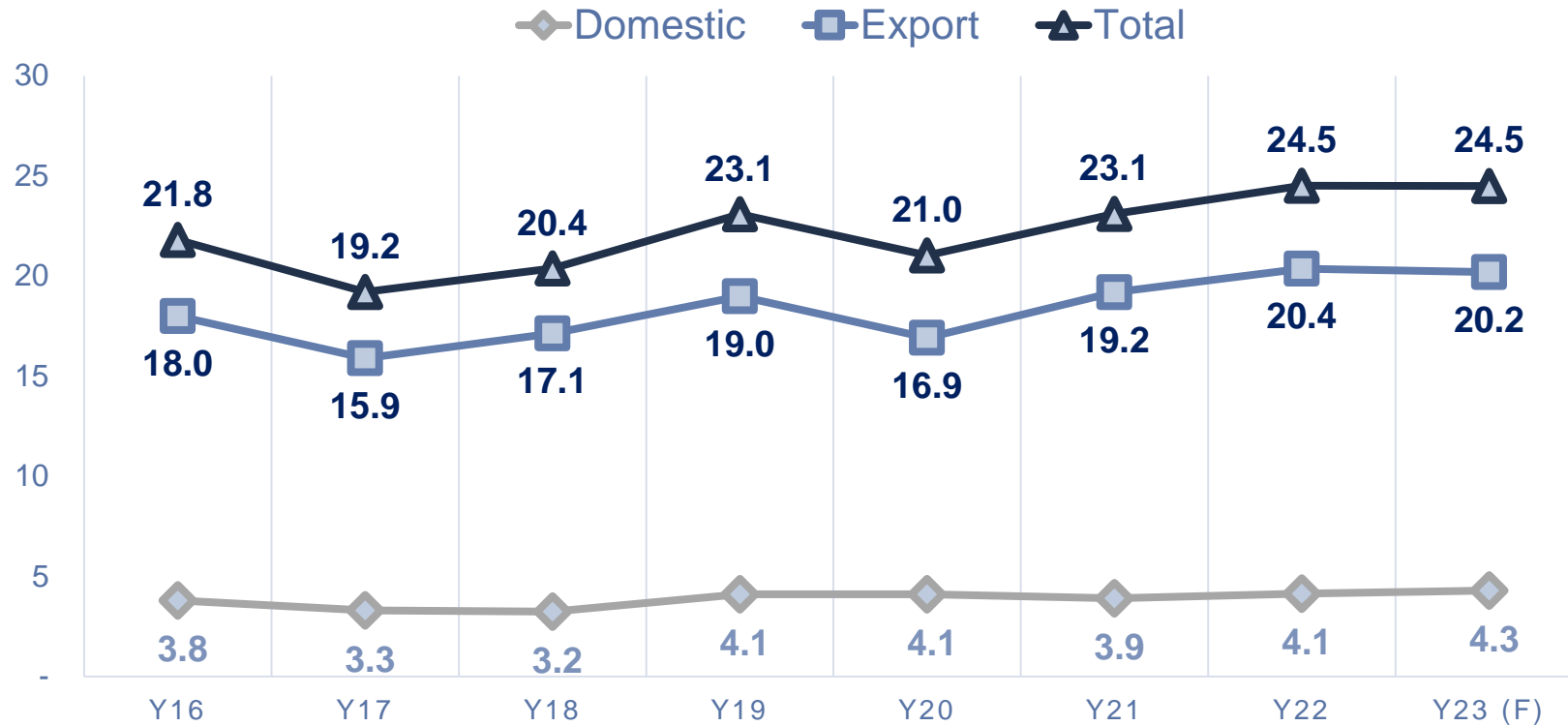
21 Feb 2023

1

Industries

Air Conditioner Industry

Million Units



ที่มา: สำนักงานเศรษฐกิจอุตสาหกรรม

Source: The office of Industrial Economics

Top 10 A/C Export Market of Thailand

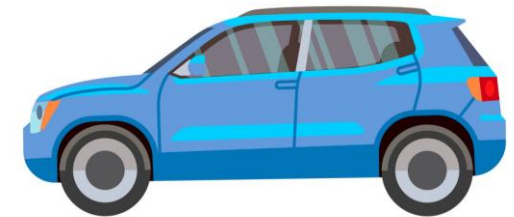
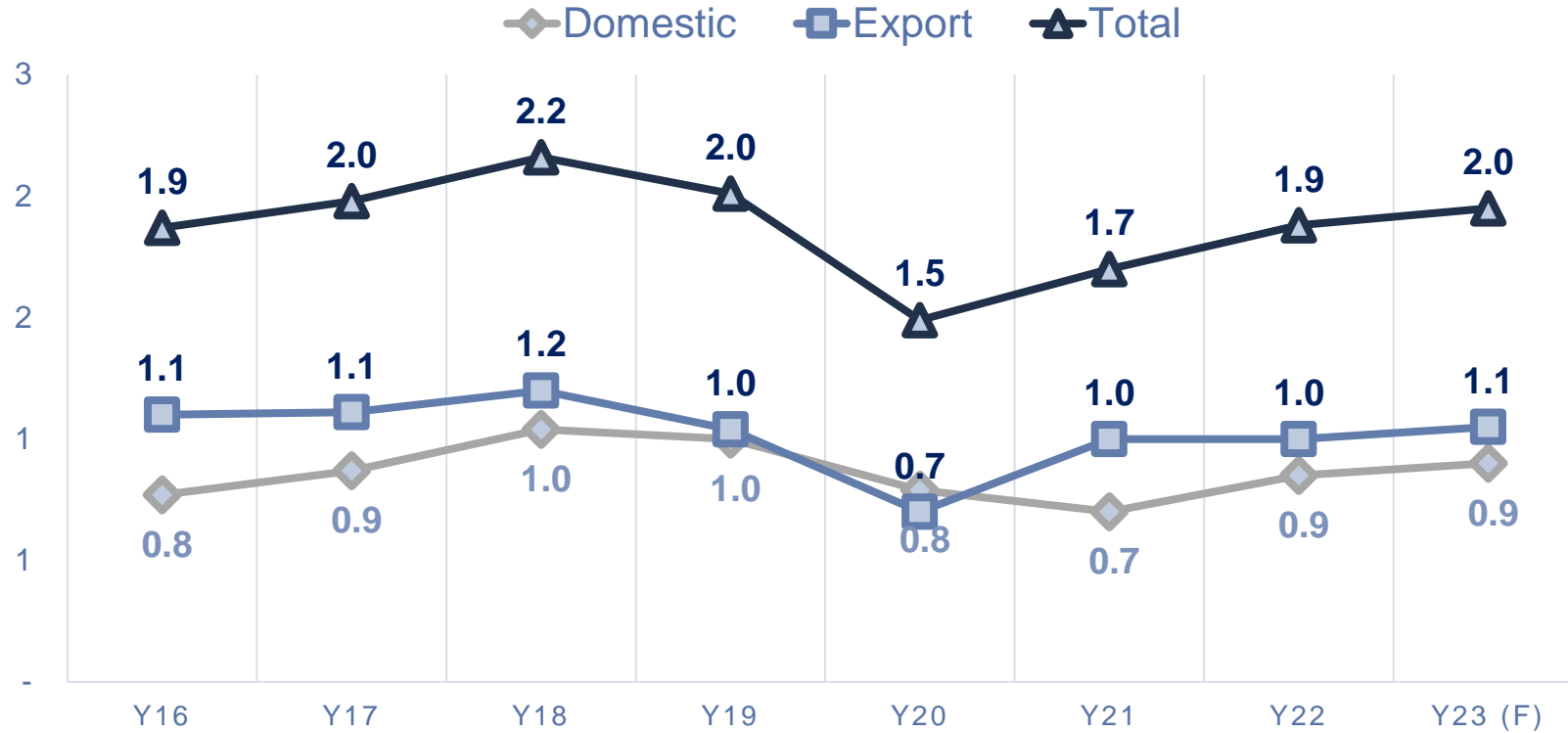
Country	Amount : Million Baht				Growth Rate (%)				Portion (%)			
	2020	2021	2021 (Jan - Dec)	2022 (Jan - Dec)	2020	2021	2021 (Jan - Dec)	2022 (Jan - Dec)	2020	2021	2021 (Jan - Dec)	2022 (Jan - Dec)
- USA	18,663.87	33,563.41	33,563.41	46,916.08	47.56	79.83	79.83	39.78	11.48	16.53	16.53	19.26
- Australia	18,617.54	21,712.05	21,712.05	24,275.47	17.04	16.62	16.62	11.81	11.45	10.69	10.69	9.97
- Vietnam	17,528.43	15,301.97	15,301.97	16,641.01	-0.79	-12.70	-12.70	8.75	10.78	7.54	7.54	6.83
- India	7,410.20	9,790.22	9,790.22	11,330.13	-25.67	32.12	32.12	15.73	4.56	4.82	4.82	4.65
- Taiwan	8,660.77	9,348.93	9,348.93	11,217.77	20.08	7.95	7.95	19.99	5.33	4.60	4.60	4.60
- Japan	11,217.57	10,599.95	10,599.95	10,797.08	-17.85	-5.51	-5.51	1.86	6.90	5.22	5.22	4.43
- UAE	5,354.70	5,502.18	5,502.18	9,658.94	8.21	2.75	2.75	75.55	3.29	2.71	2.71	3.97
- Singapore	4,853.42	7,362.66	7,362.66	8,892.89	-24.96	51.70	51.70	20.78	2.99	3.63	3.63	3.65
- Indonesia	6,453.18	8,016.16	8,016.16	8,512.19	-31.78	24.22	24.22	6.19	3.97	3.95	3.95	3.49
- France	6,185.98	7,589.93	7,589.93	8,402.71	3.27	22.70	22.70	10.71	3.81	3.74	3.74	3.45
Total 10 countries	104,945.65	128,787.46	128,787.46	156,644.27	0.98	22.72	22.72	21.63	64.56	63.42	63.42	64.30
Others	57,603.63	74,287.79	74,287.79	86,960.05	-13.58	28.96	28.96	17.06	35.44	36.58	36.58	35.70
Grand Total	162,549.29	203,075.25	203,075.25	243,604.32	-4.71	24.93	24.93	19.96	100	100	100	100

ที่มา: ศูนย์เทคโนโลยีสารสนเทศและการสื่อสาร สำนักงานปลัดกระทรวงพาณิชย์

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

Automotive Industry

Million Units



ที่มา: สถาบันยานยนต์, สภาอุตสาหกรรมแห่งประเทศไทย

Source: Thailand Automotive Institute, The Federation of Thai Industries

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SNC-performance

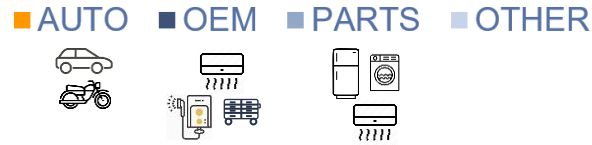
2022

SNC Performance

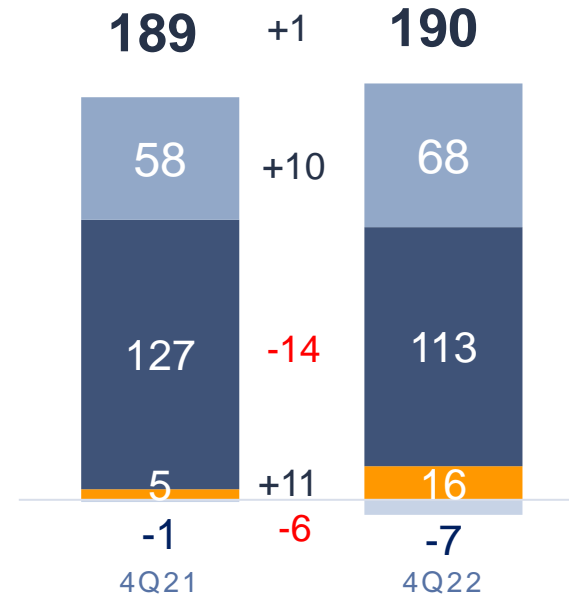
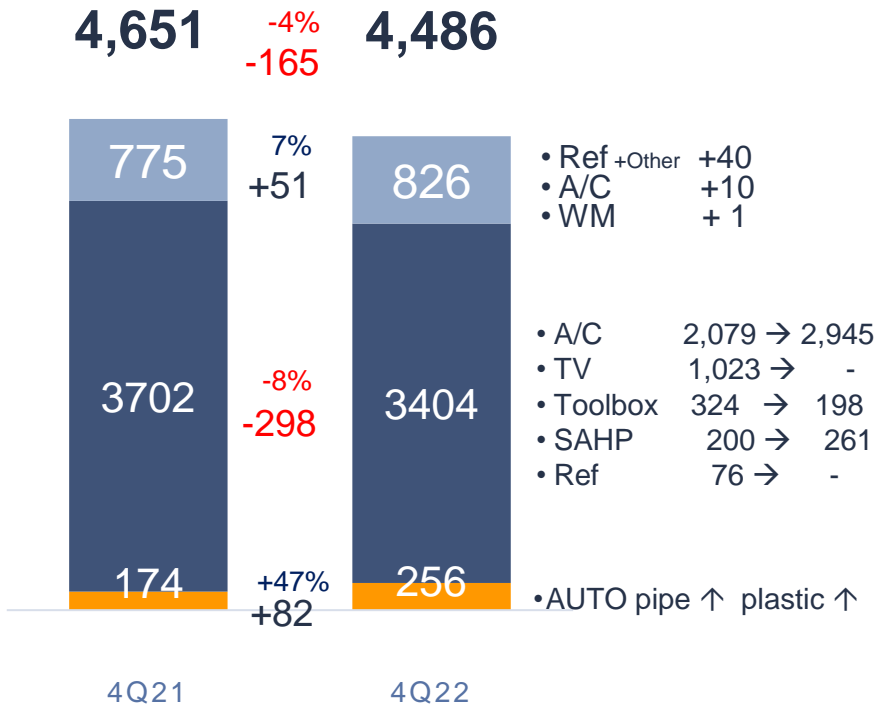


MB

Sale



EAT

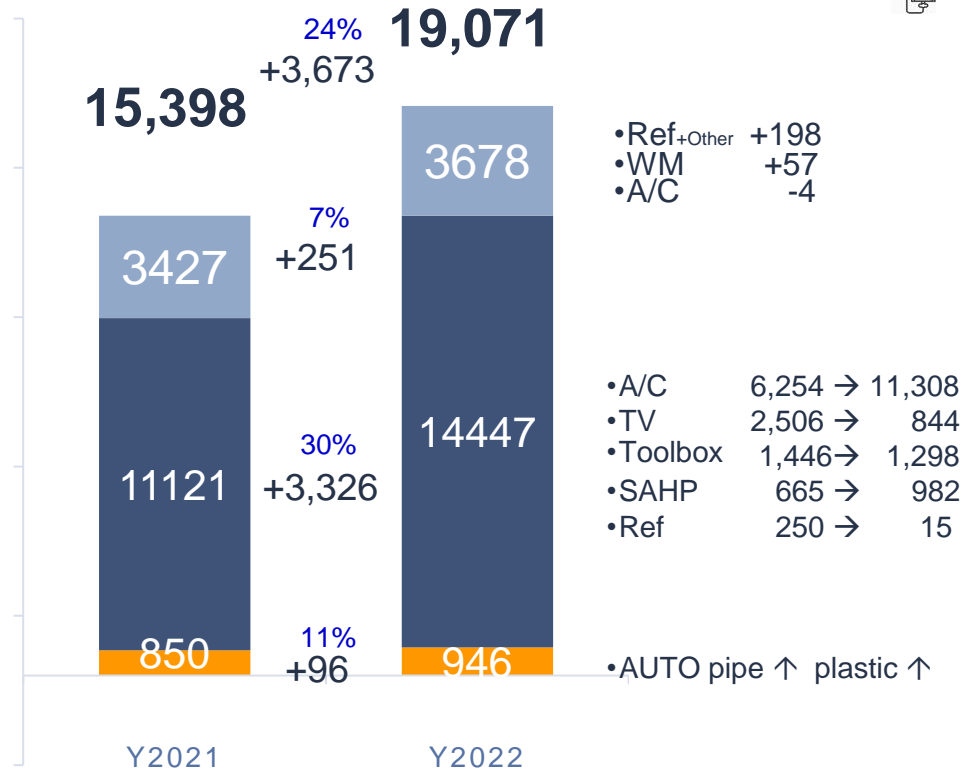
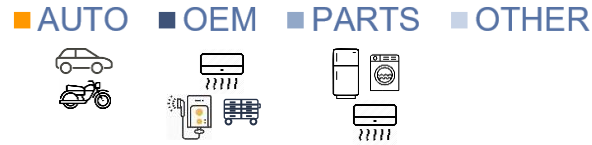


SNC Performance

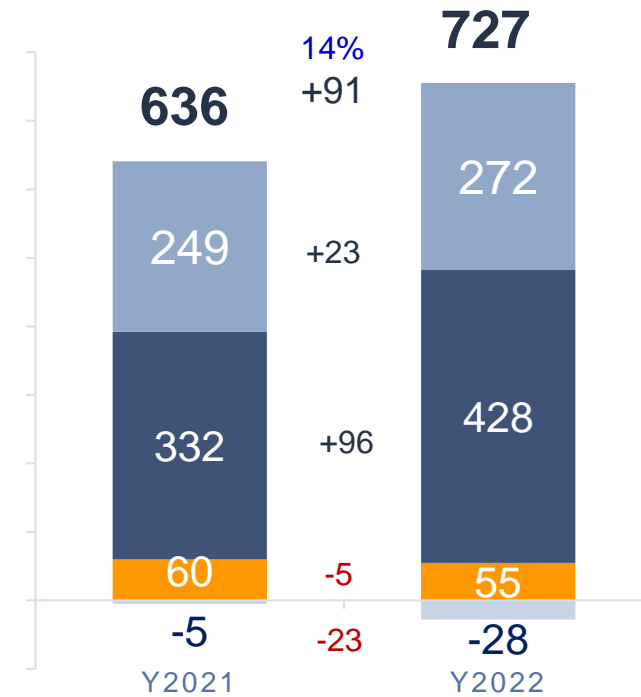


MB

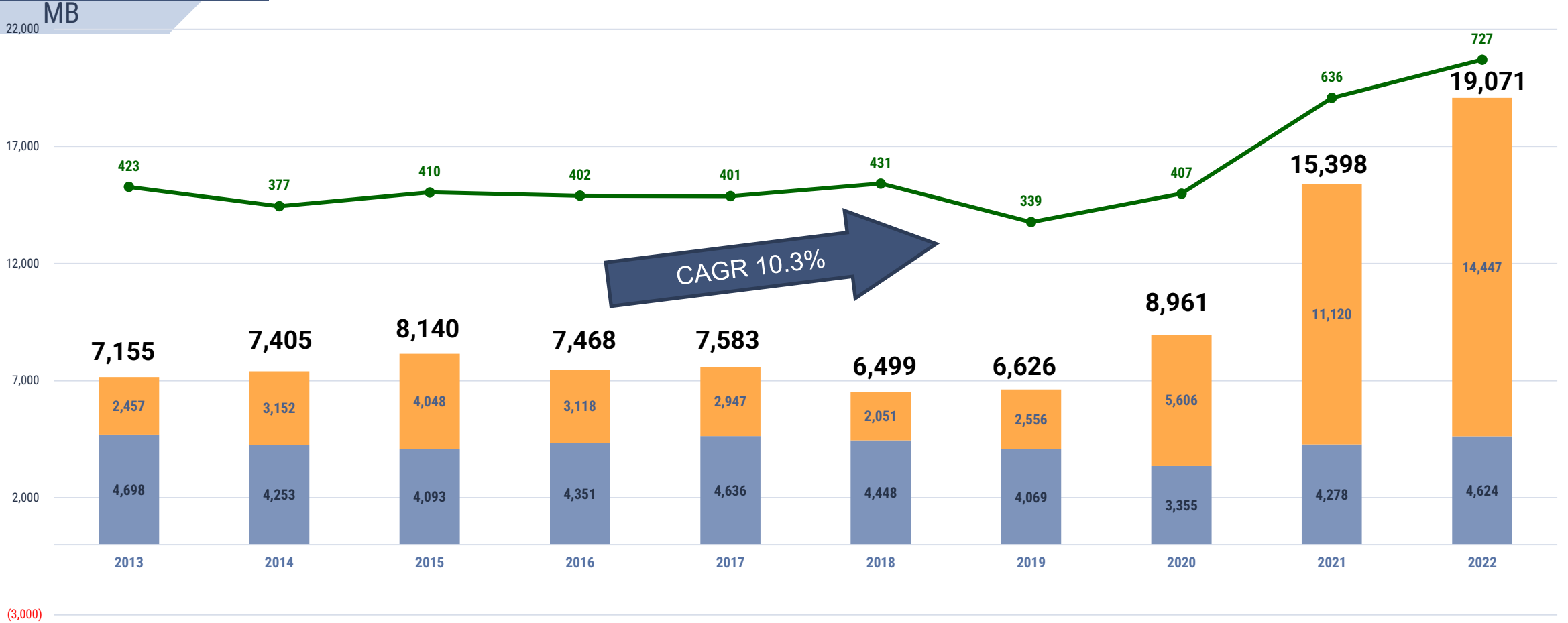
Sale



EAT



SNC Performance



Sales (Parts)

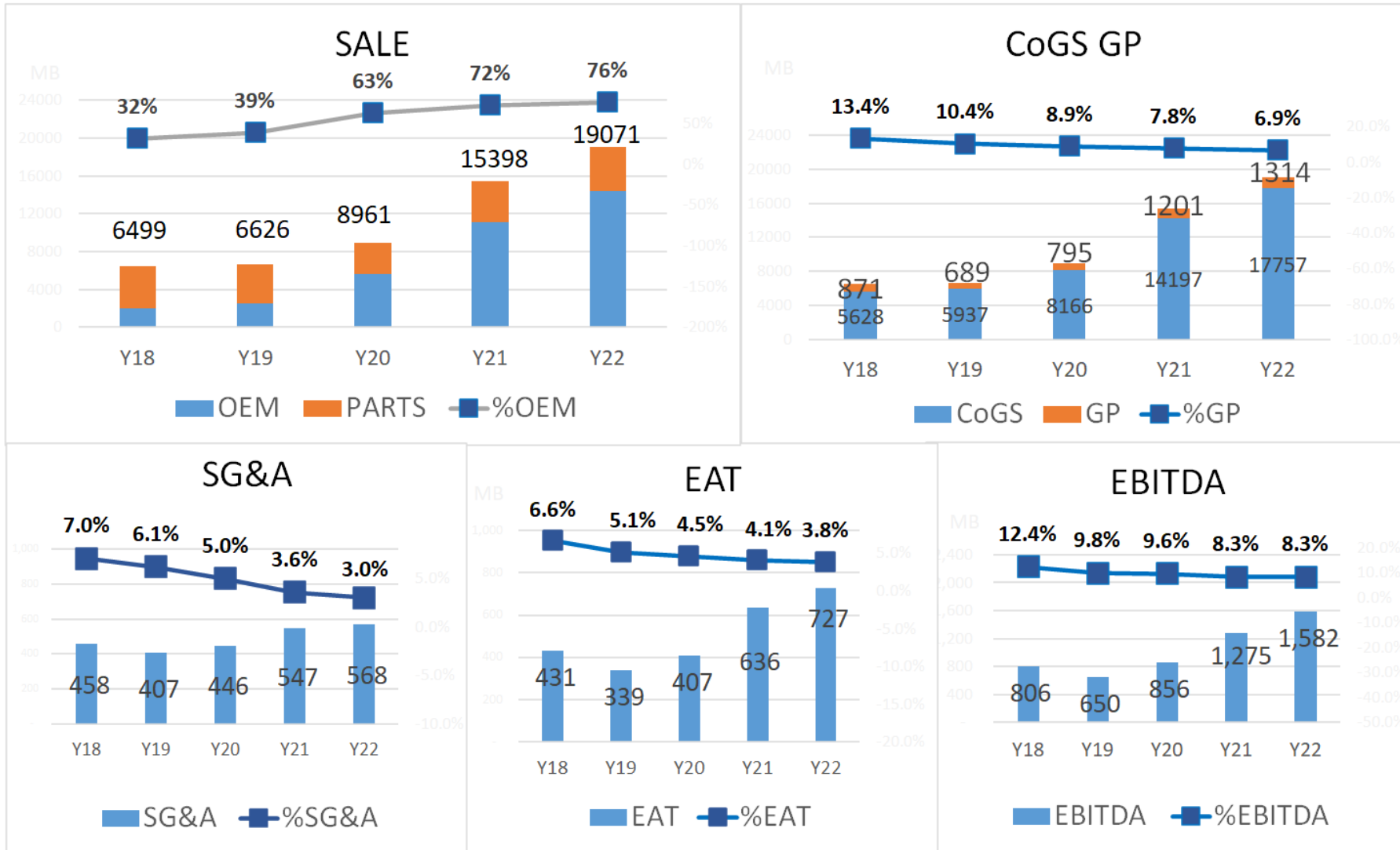
Sales (OEM)

Net profit

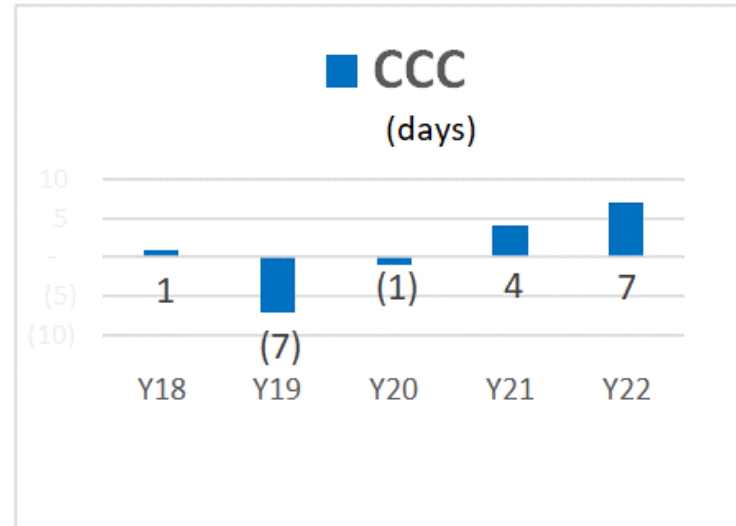
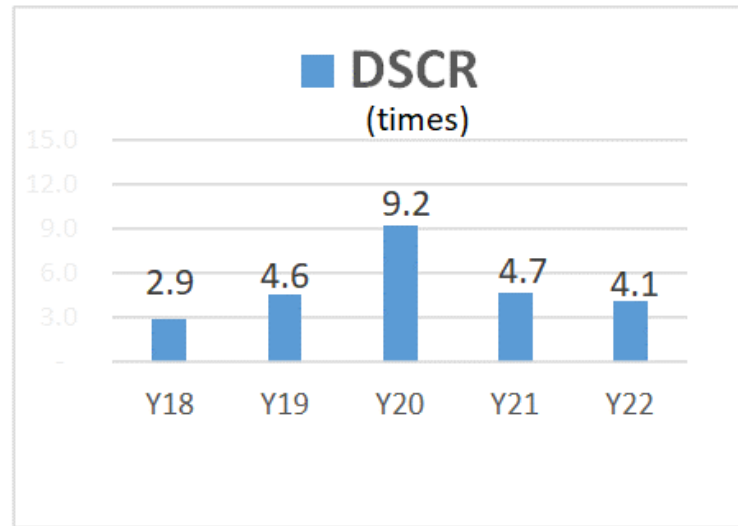
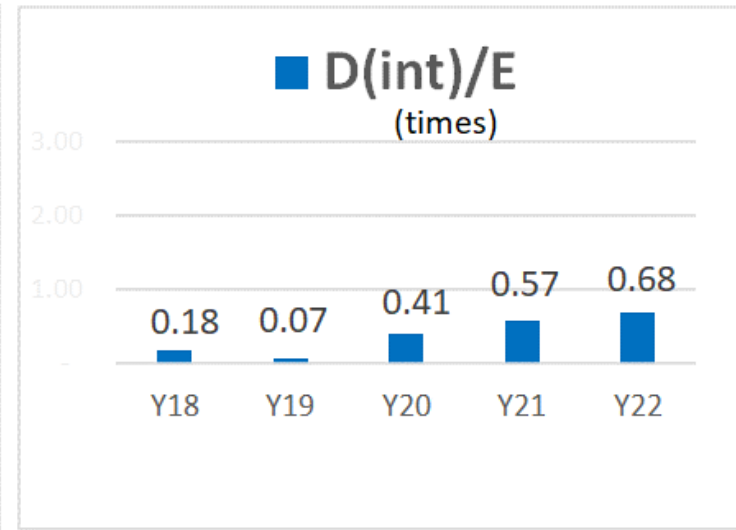
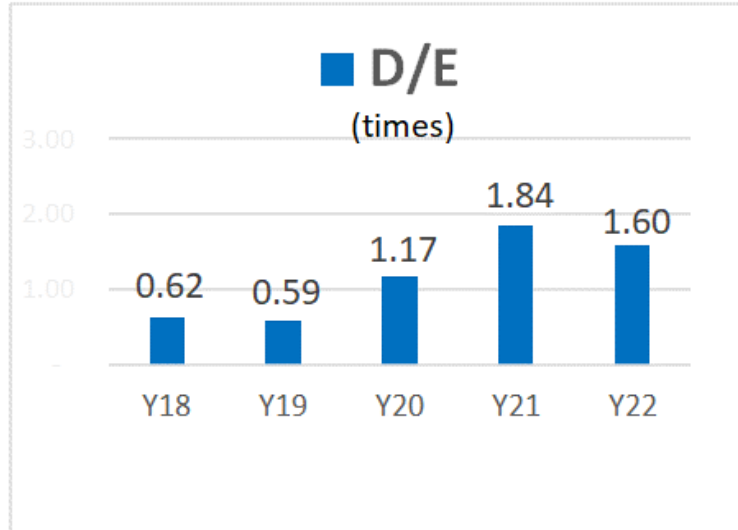
Financial Highlight



MB



Financial Highlight



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SNC-Corporate Strategies

2023-2025

Corporate Strategies

Step 1
Y2017

Management
Restructure

Step 2
Y2018

Business
Restructure

Step 3
Y2019

Maintain
Current Market and
Develop
New Market

Step 4
Y2020-25

**Revolution for
Sustainability**

Business Strategies 2023-2025

Upstream Parts

- ▷ Industry 4.0 by ARAI.
- ▷ Increase upstream parts for OEM.
- ▷ Increase shares from current major customers.
- ▷ New customers.

OEM

- ▷ Industry 4.0 by ARAI.
- ▷ Avoid unsecure businesses.
- ▷ New customers / New product

New

- ▷ Green industrial park
- ▷ BCG industry
- ▷ High technology industry

Financial

- ▷ Secure liquidity
- ▷ CCC
- ▷ FX hedging
- ▷ Int hedging
- ▷ Source of fund

SNC Factory of the Future

SNC ARAI Academy

- Training Center
- Design
- Prototyping
- 3D Printing



SNC Industry

- ERP & RPA
- Automate Machine
- Co-bot & AGV
- Machine Vision
- SNC IIoT Systems



SNC Green Factory

- SNC Park
- Solar Roof
- Carbon offsetting



SNC Co-working Space

- Intelligence Dashboard
- Work Anywhere
- AR-Smart Factory
- Saitarn Cafe



SNC Warehouse

- Unmanned Trucks
- Intel-WH



SNC Green Industrial Park

Objective

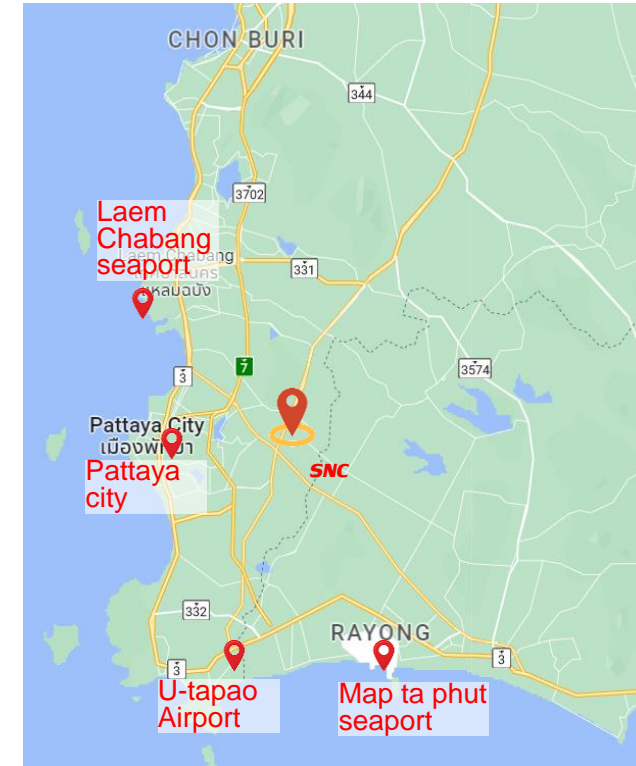
To develop a green industrial park to create business growth. Currently, the area of 604 rai is vacant land, and another 500 rai is a golf course.



Green Industrial Park

Location

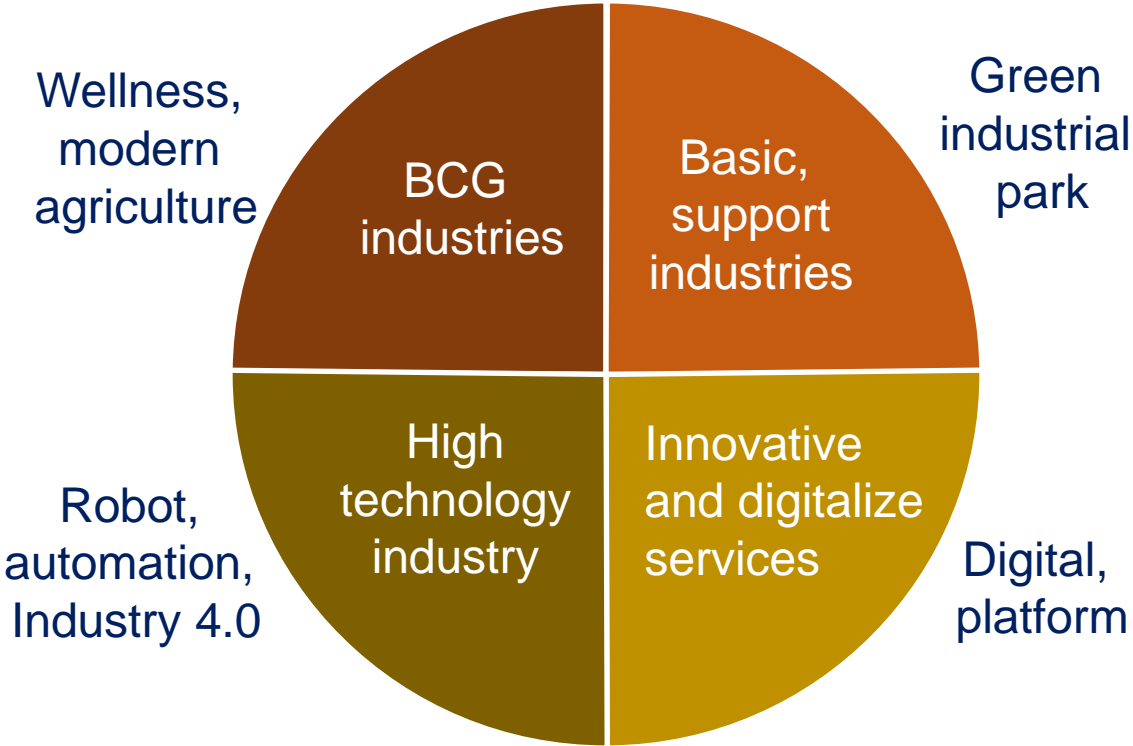
The land is located on Route 331, Tambon Khao Mai Kaew. Bang Lamung District, Chonburi Province. The land is 25 kilometers from Laem Chabang Port, Pattaya City, U-Tapao Airport, Map Ta Phut Port, and 120 kilometers from Suvarnabhumi Airport. This location is a suitable place for the manufacturers who want to expand their production base in Thailand, in EEC zone.



Green Industrial Park

Target customers

The manufacturers who have a modern technologies and manufacturing system in line with the 4 important industries which support the development of Thailand.



Green Industrial Park

Investment	MB
1. Land	2,098
2. Development cost	<u>481</u>
Total	<u>2,579</u>

Source of fund	MB
1. Borrowing 67%	1,728
2. Equity 33%	<u>851</u>
Total	<u>2,579</u>



Existing loan	3,571
Additional loan	<u>1,728</u>
Total Debt	5,299
Equity	<u>5,259</u>
IBD/E (T<1.5)	1.0 time

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CAPEX

2023

CAPEX 2023



Projects	MB
Green Industrial Park	1,900
Machine and equipment, robot and automation	900
Waste to energy power plant	500
Others	300
Total	3,600

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Risk Management

Risk management

Risk	Issue	Measure
Market	Recession	Innovative production system → New markets/customers
Electricity	Cost increase	New investment in solar system
War	Cost increase	Negotiation with customers
LME	Fluctuate	New raw material resources
Min wages	DL OT increase	More automation and robot
Credit	Doubt	Negotiation
FX	Fluctuate	Natural hedge
Interest	Rate increase	Other source of funds

น้องยังยืนขอบพระคุณครับ



น้องยินดีขอบพระคุณค่ะ

