

SNC Former Public Company Limited

Earnings call

(Opp day)

11 May 2026





Agenda

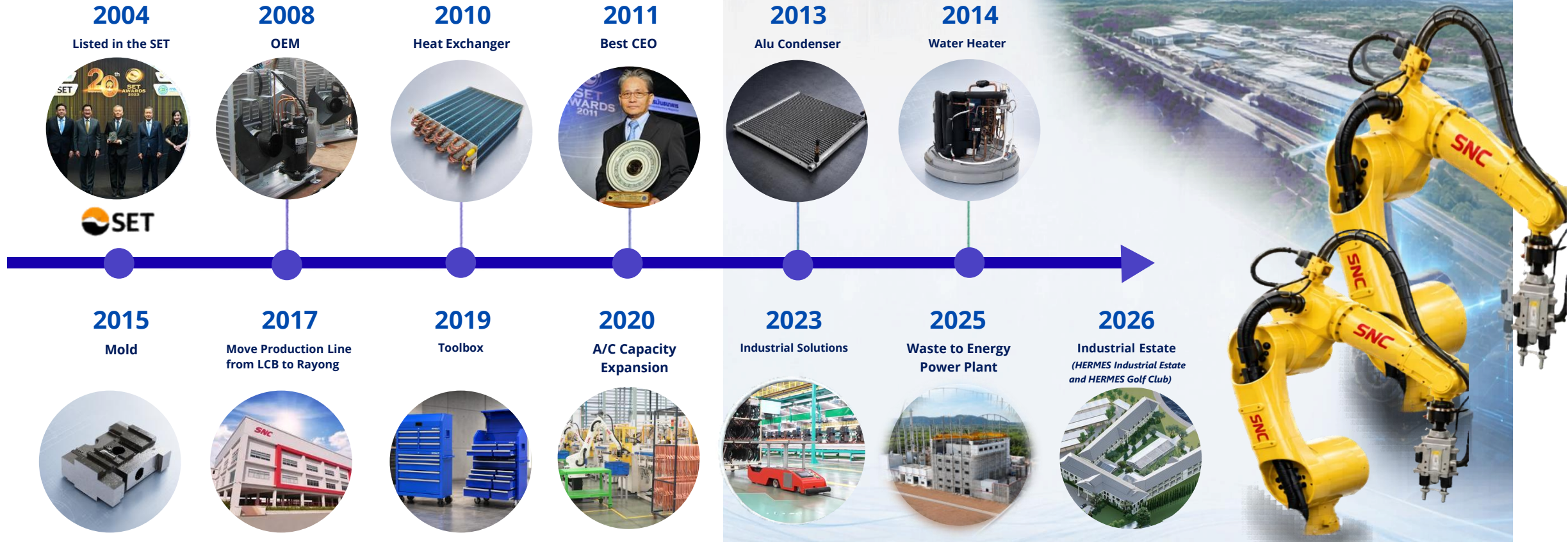
1. Company overall
2. Industries
3. Operating results
4. Project updates

1. Company overall



Company milestones

Our journey of growth, innovation and sustainability



Awards & Recognitions



Technical Development Award
28 Aug 2025



Industry 4.0 Recognition Awards 2025
3 Sep 2025



Kaizen Contest 2025
4 Nov 2025



Sustainability Awards 2025



Corporate Governance: 5 Stars 2025



Anti-Corruption 2024-2026

Business structure

1. CURRENT BUSINESSES

P

PIPE

Copper and aluminum tube

COOL
IMP
SEREN
SCAN



P

PLASTIC

Plastic injection parts

B2
PRD
SEREN



S

SFM

Sheet metal fabrication

IPC



O

OEM

A/C and other appliances assembly

SCAN
SAHP



2. NEW BUSINESSES



Industrial Estate



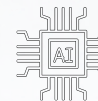
HERMES INDUSTRIAL ESTATE



Renewable Energy

Waste to energy power plant

YALA



Industrial Solution

99IS



2. Industries



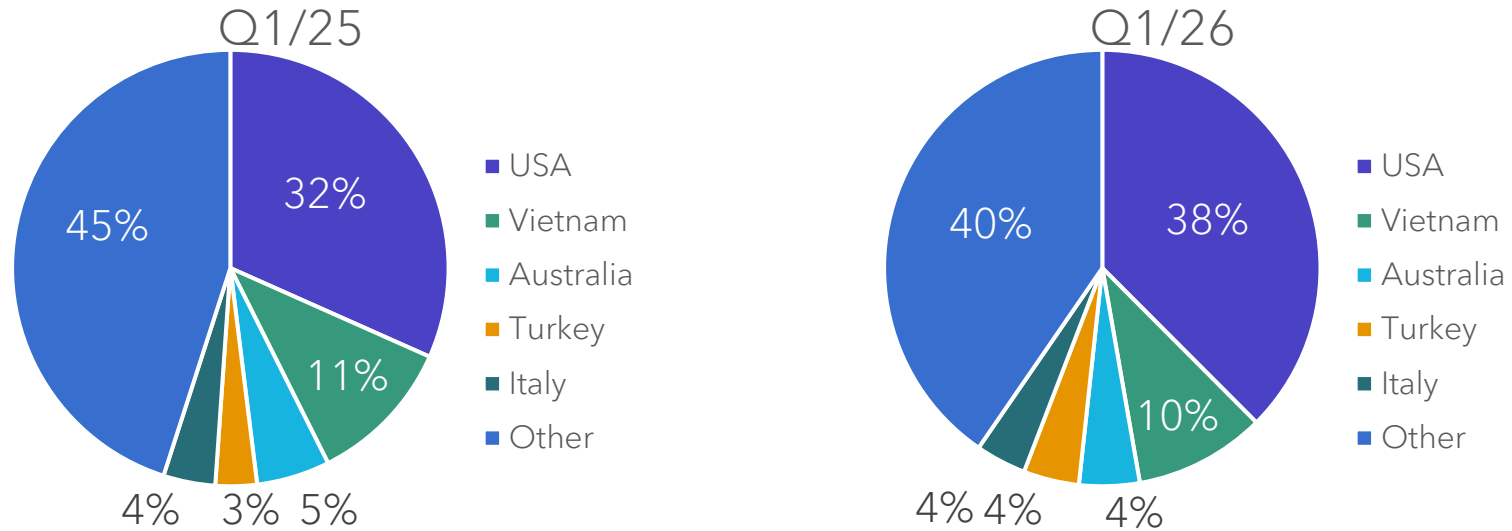
Air Conditioner Industry



Number of A/C production in Thailand (Million units)



Top 5 A/C Export Market of Thailand

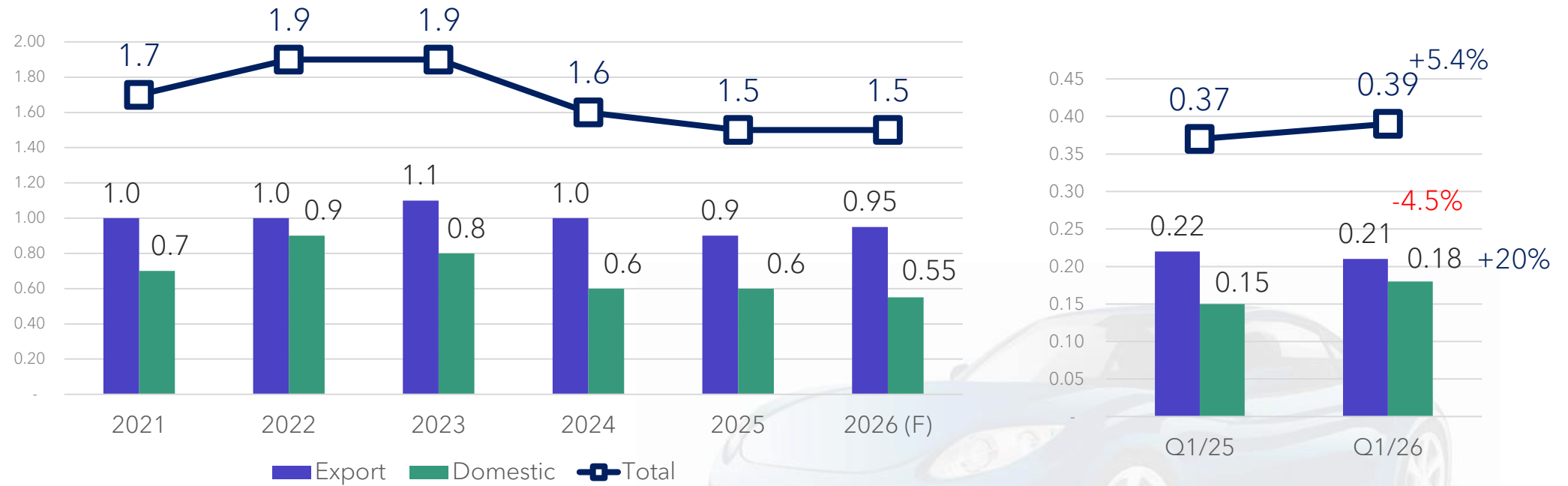


	THB million		
	Q1/25	Q1/26	Growth
USA	27.103	30.139	11%
Vietnam	9.366	7.814	-17%
Australia	4.646	3.596	-23%
Turkey	2.630	3.314	26%
Italy	3.297	3.015	-9%
Other	38.554	32.459	-9%
Total	85.596	80.337	-6%

Automotive Industry



Number of Automotive production in Thailand (Million units)

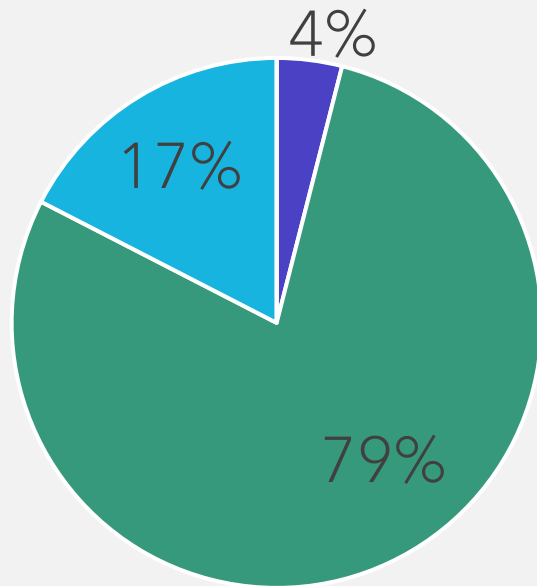


3. Operating results

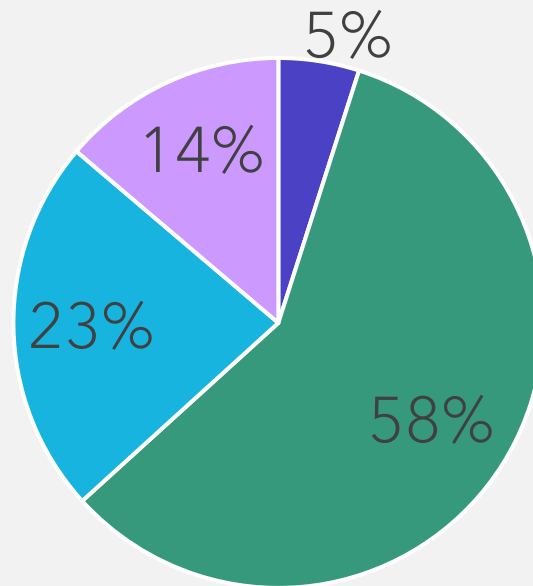


Performance

Sales Q1/25



Sales Q1/26

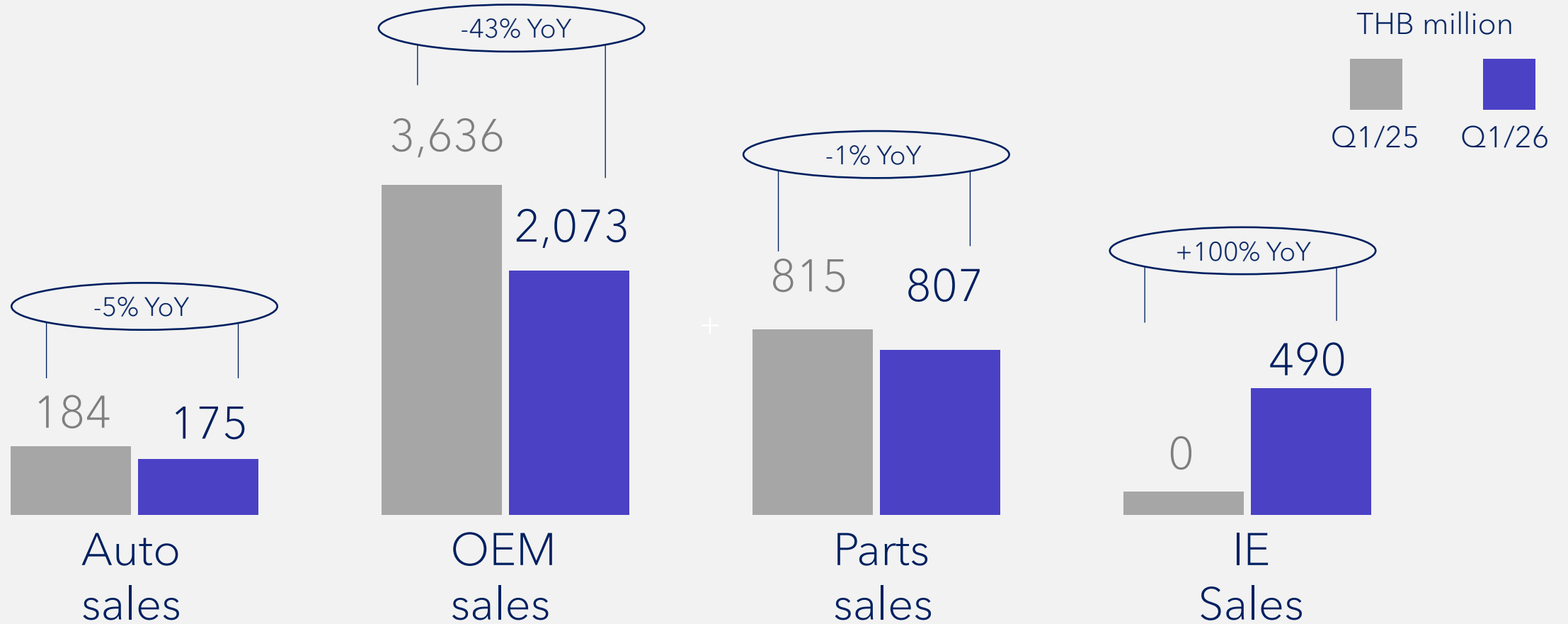


■ Auto ■ OEM ■ Parts ■ IE

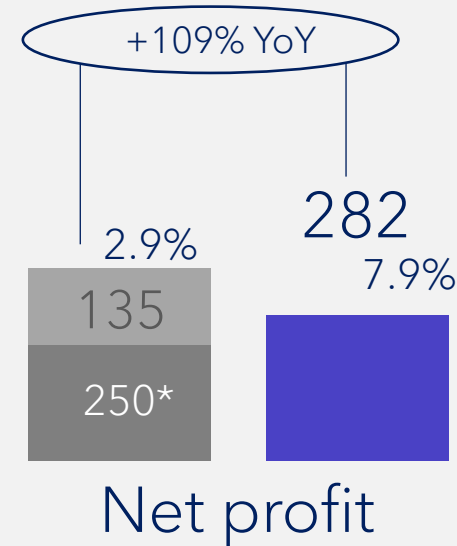
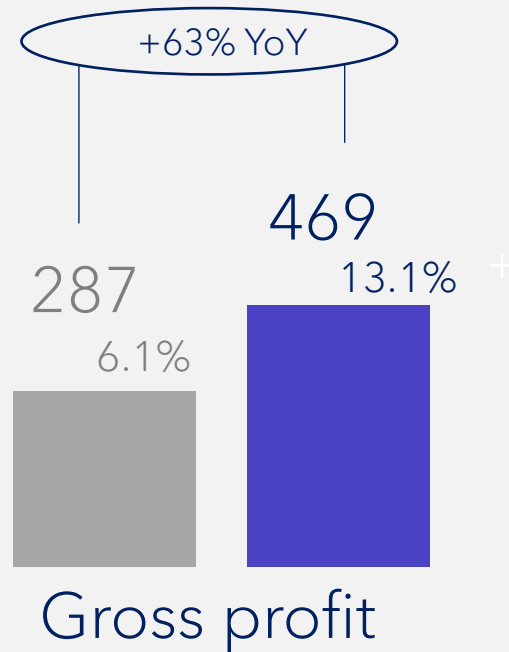
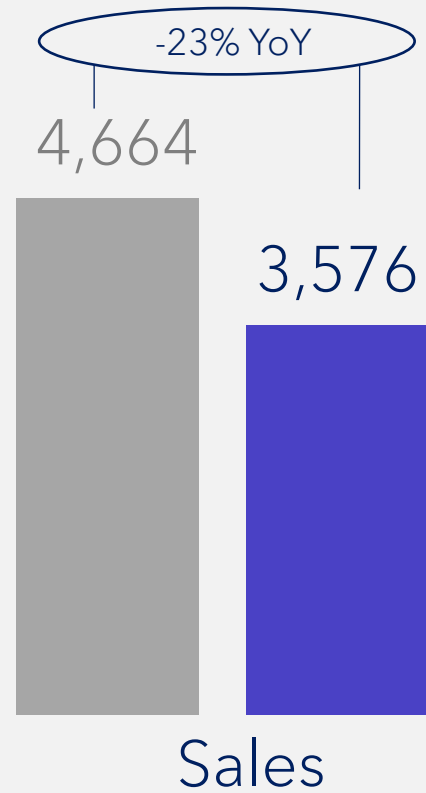
Revenue Summary: Q1/2026

- OEM (58%):** Revenue primarily generated from air conditioner assembly for one major customer (compared to two customers in Q1/2025).
- Industrial Estate (14%):** A new revenue stream derived from land sales within HERMES Industrial Estate.
- Parts (23%):** Proportion expanded relative to the decrease in the OEM segment's share.
- Auto (5%):** Maintained a stable revenue proportion consistent with previous periods.

Performance

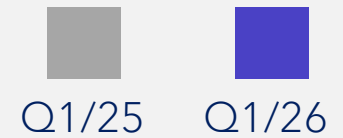


Performance



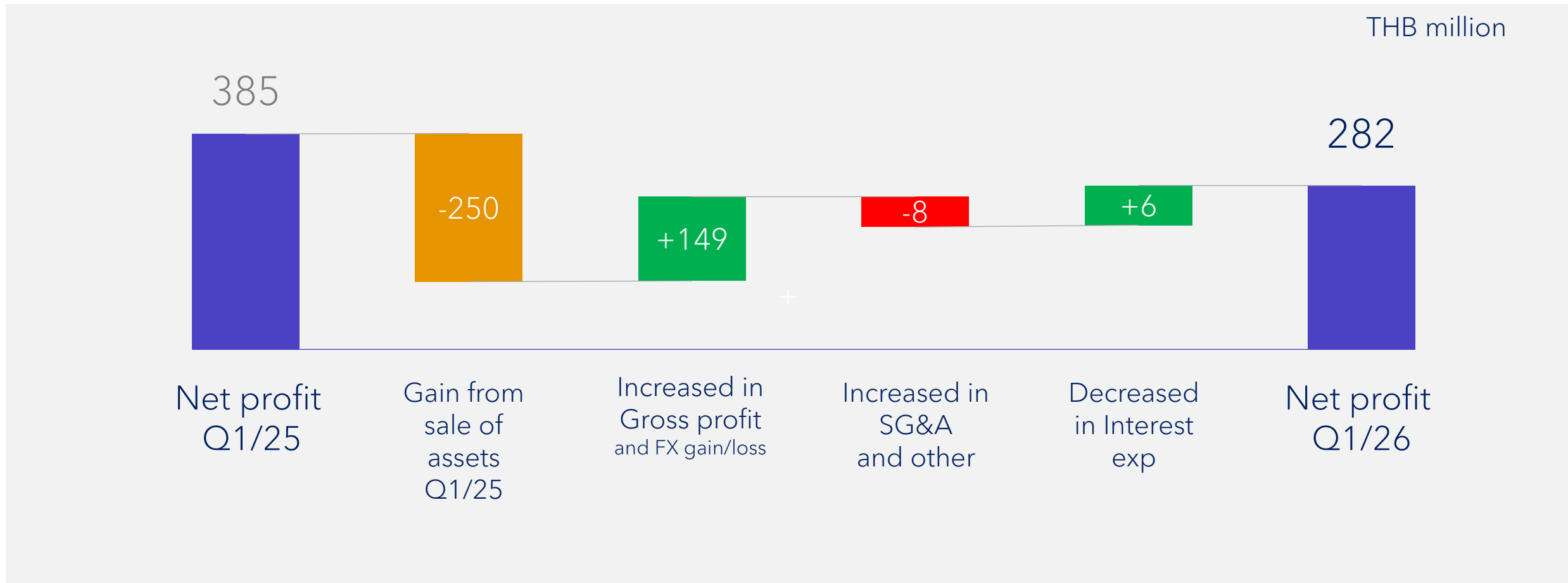
* Gain from sale of assets

THB million

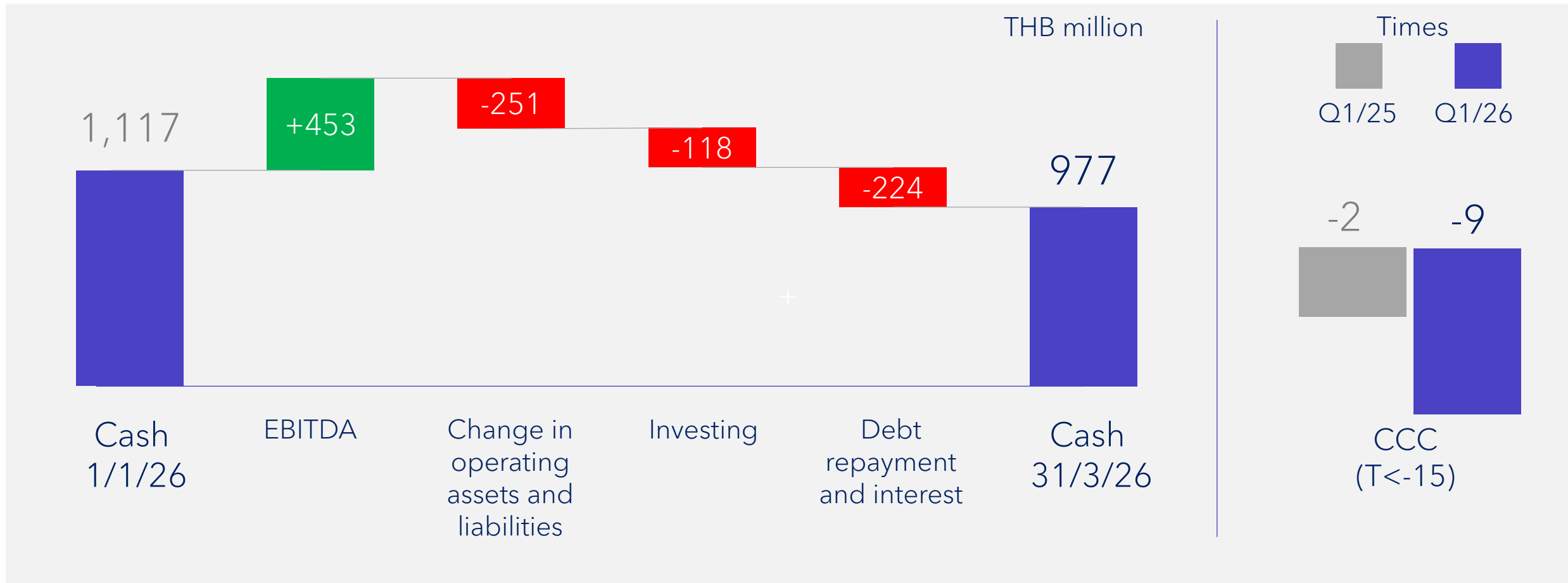


The remarkable growth in both **gross and net profits** this quarter was primarily driven by the strong performance of the **Industrial Estate (IE)** segment.

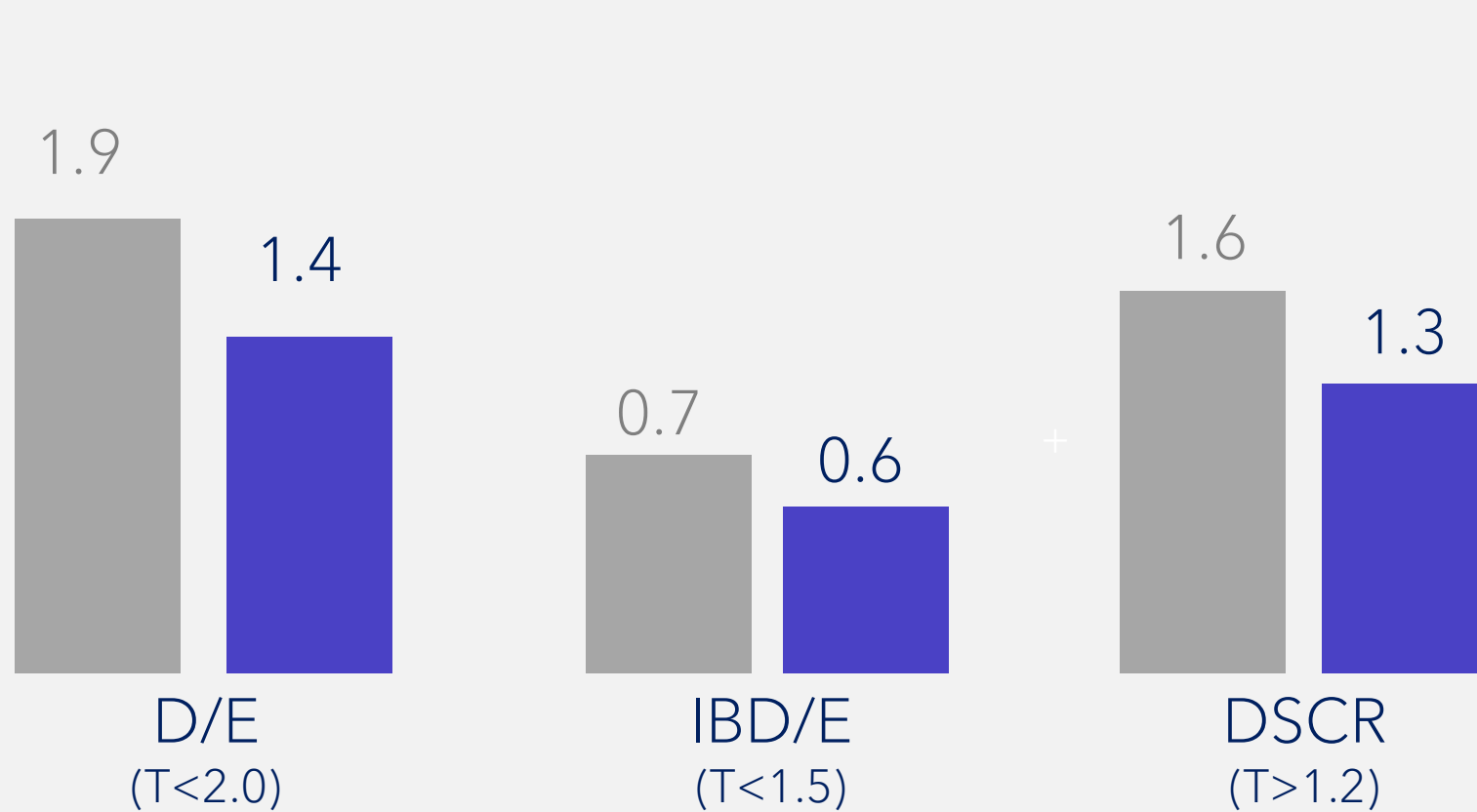
Performance



Performance



Performance



Times

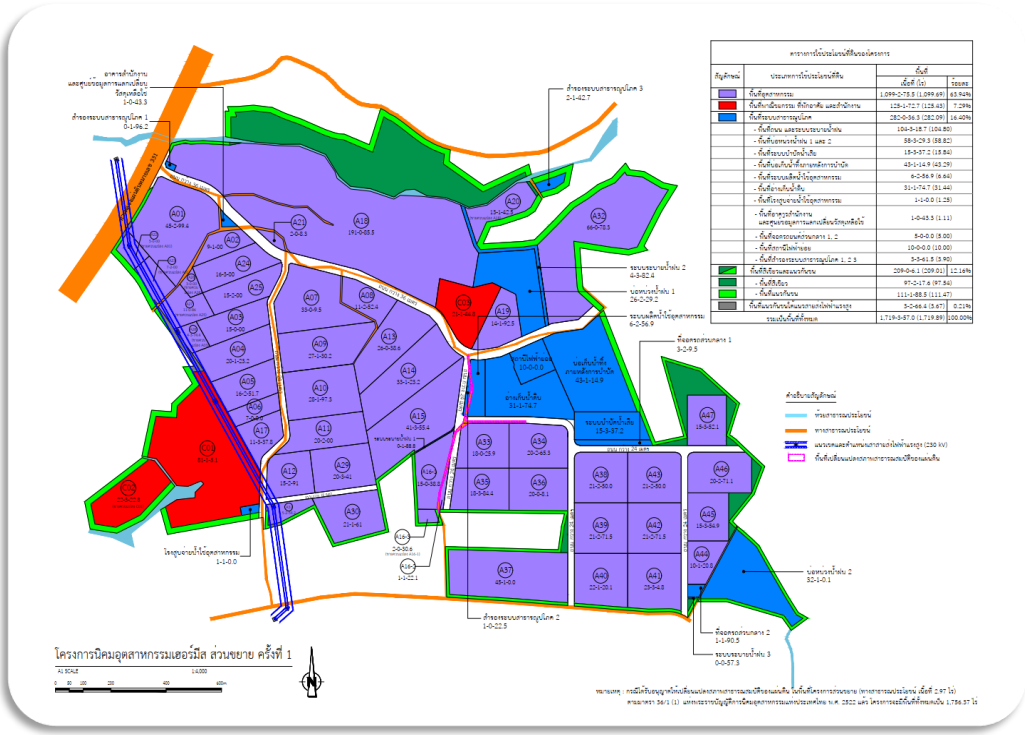
■ Q1/25 ■ Q1/26

Strong Financial Discipline: The Company has maintained an optimal capital structure, with the Debt-to-Equity ratio (D/E), Interest-Bearing Debt-to-Equity ratio (IBD/E), and Debt Service Coverage Ratio (DSCR) all remaining within healthy thresholds.

4. Project updates



HERMES Industrial Estate



Phase 1

Lands and sale

- Land for sale: 450 rai

Utilities

- 100%: Road, Water treatment plant, Electricity 22kV, Internet,
- 95%: Wastewater treatment plant, commissioning test 20 May 2026
- Industrial water supply by East water – Q2 2027
- Substation 100 MW by PEA – Q2 2027

Phase 2 Expansion

Lands and sale

- Lands for sale phase 2: 316.75 rai
- Total lands for sale: 766.75 rai
- Pre-sale in Q4 2026
- EIA approved in Q2 2027
- Utilizing existing infrastructure with a minimized investment plan
- Total lands 1,719 rai



HERMES Golf Club



RATES & RESERVATIONS

May - June 2026

		Green Fee	Caddie	Golf Cart <small>New Club Car</small>	Total
SPORTS DAY <small>(3-5 persons/group)</small>	Monday & Wednesday All golfers	400	400	800	1,600
WEEKDAYS <small>(2-5 persons/group)</small>	All Day (Except Sports Day) All golfers	700	400	800	1,900
WEEKENDS & HOLIDAYS <small>(3-5 persons/group)</small>	All Day All golfers	1,000	400	800	2,200

The price comes as a package deal (Green Fee + Caddie + Golf Cart).
 Please note that pre-reservation is required.
 Please arrive at least 30 minutes prior to the tee-off time.
 Price shown is in Thai Baht and is for one person.
 HERMES Golf Club reserves the right to modify rates and promotions at any time.
 If the Sports Day falls on a public holiday, the applicable public holiday rate shall apply.

Follower: THB 1,300
(All inclusive)

www.hermesgolfclub.com

Reservation numbers: +66 (0) 80-329-8999 and +66 (0) 80-823-3889



HERMES GOLF CLUB

18-hole Golf Course Situated in Chonburi, Thailand



HERMES Haven Hotel

HERMES Haven Hotel: Experience premium comfort at our world-class retreat, now 85% complete.

- **Guest Rooms:** 50 luxury units designed for relaxation.
- **Dining:** Signature Glasshouse-style restaurant.
- **Meetings:** 5 versatile function rooms of various sizes.
- **Golf:** Locker facilities and Pro Shop serving the prestigious HERMES Golf Club.
- **Parking:** Ample on-site parking for up to 100 vehicles.
- **Location:** Chonburi



YALA Waste-to-Energy power plant



Empowering a cleaner future
for the Yala community.

Electricity sale agreement:

1. WTE 3 MW
2. Electricity
5.08+0.70 THB/unit (Y1-8)
5.08 THB/unit (Y9-20)
3. Contract 20 years with PEA

Waste Disposal Agreement:

1. Fresh MSW 170 tons/day
2. Landfill MSW 500,000 tons
3. Contract 20 years with Municipality
4. MOU with 47 subdistricts

Progress:

1. Civil Works: 95%
2. Machinery Installation: 90%

Operation:

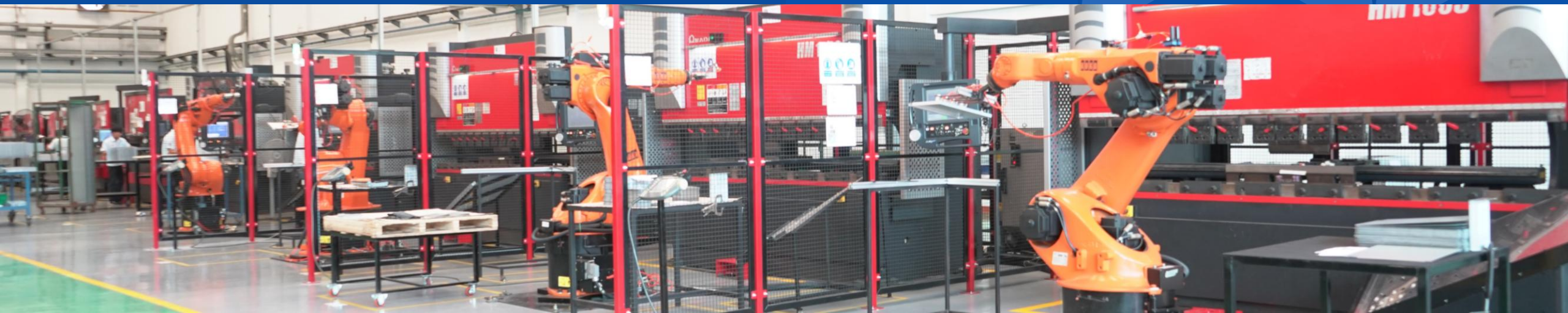
1. Estimated COD: 1 June 2026
2. Opening Ceremony: 20 June 2026

War USA-Iran

Countermeasure	Action Plan
1. Cost Management	Utilizes a Cost Plus Margin strategy, with price adjustments conducted every 1-3 months . This ensures that product pricing remains aligned with the actual fluctuations in raw material and operational costs.
2. Raw Material Security	Maintains close coordination with both suppliers and customers to facilitate advanced planning. This ensures a sufficient buffer stock of plastic resins to support continuous production schedules without interruption.
3. Investment Budget Control	Industrial Estate Project: Currently assessing the optimal timing and market conditions for future investment phases. Yala Project: Key essential works and core infrastructure have been successfully completed.



Q&A



Thank you