

# **SNC Former PLC**

**Opportunity day**

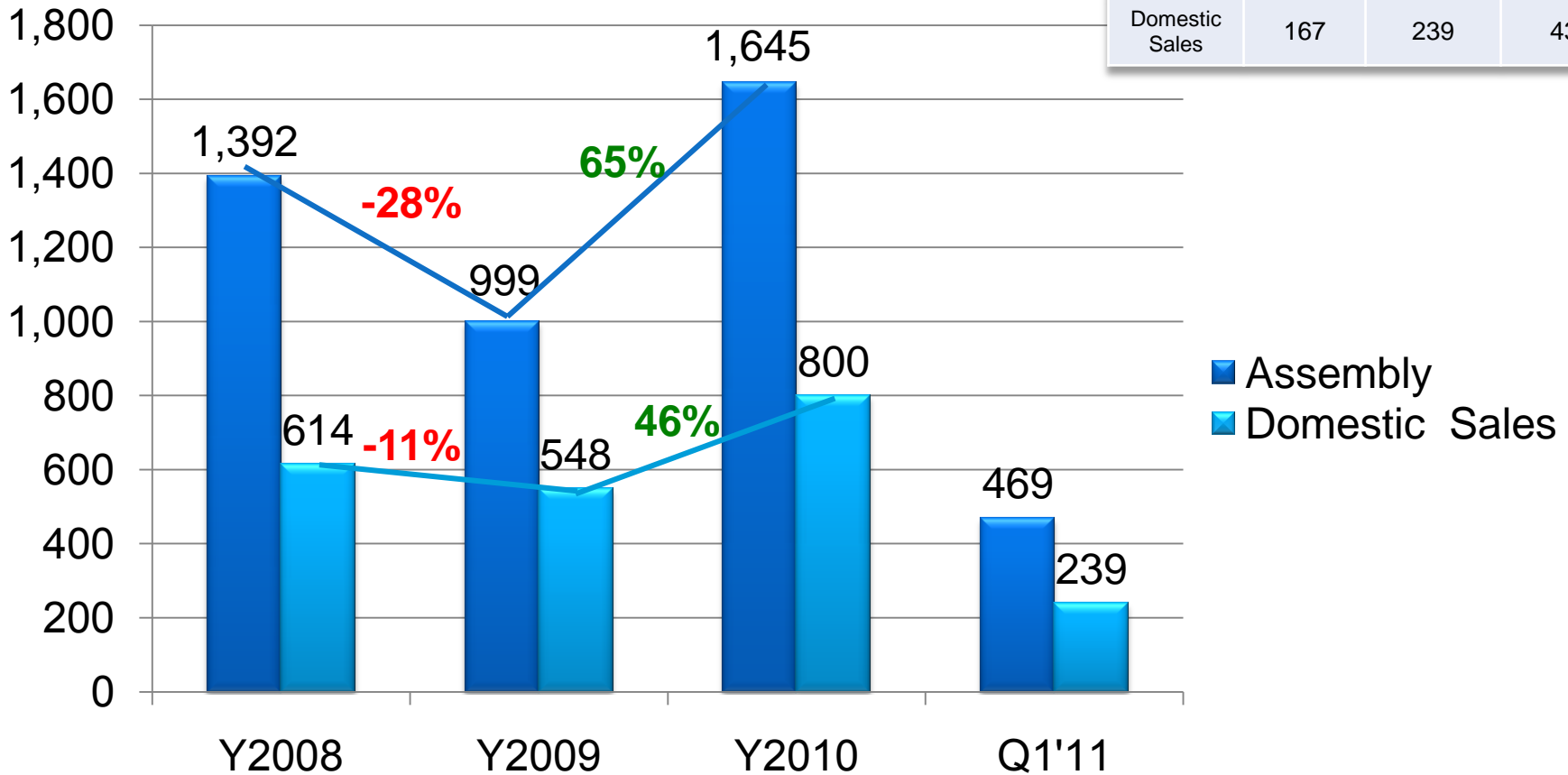
**9 May 2011**

**At the Stock Exchange of Thailand**

# Industries

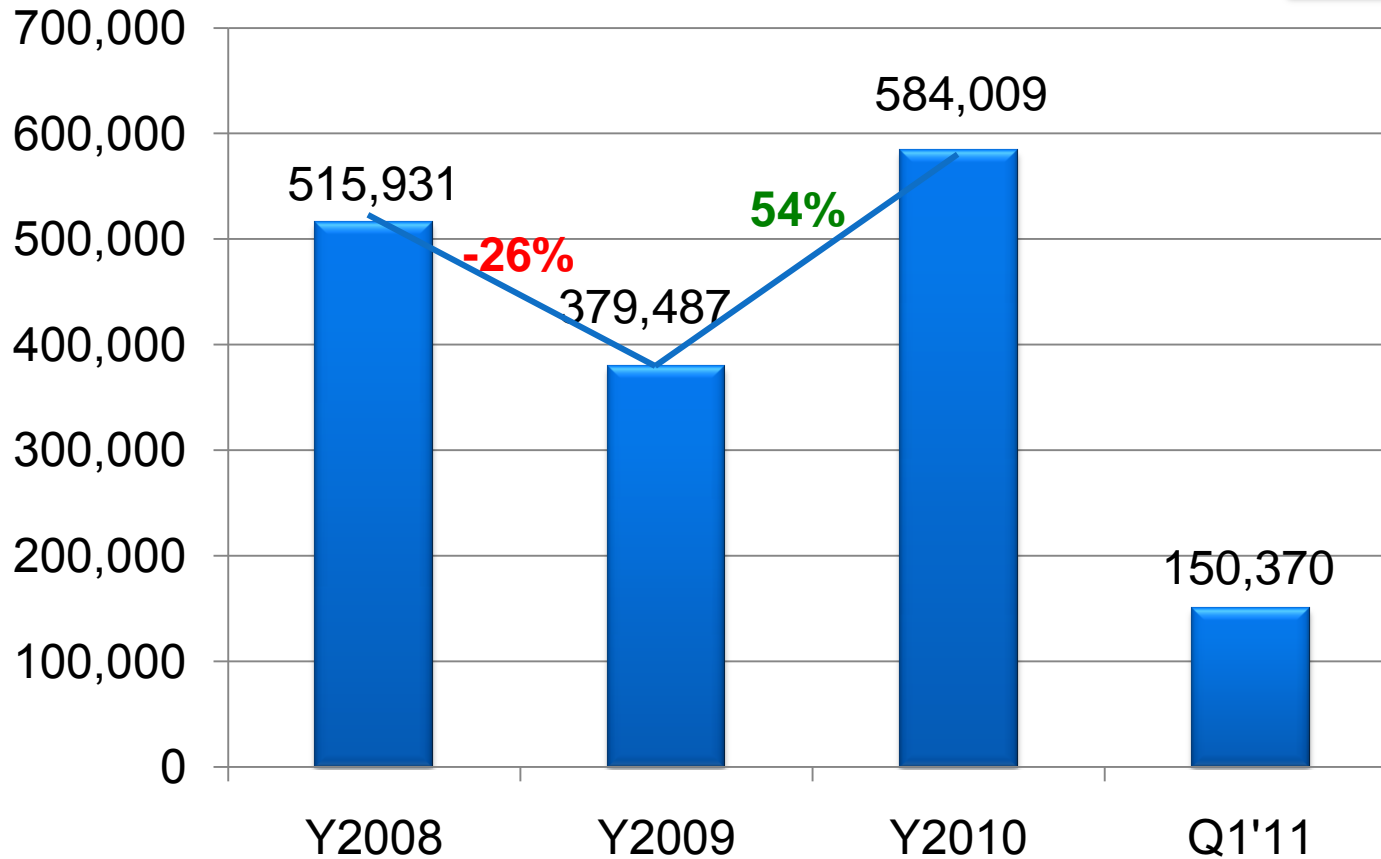
# Automobile Assembly & Sales

Unit: 1,000 Cars



# Export Cars and Automotive Parts

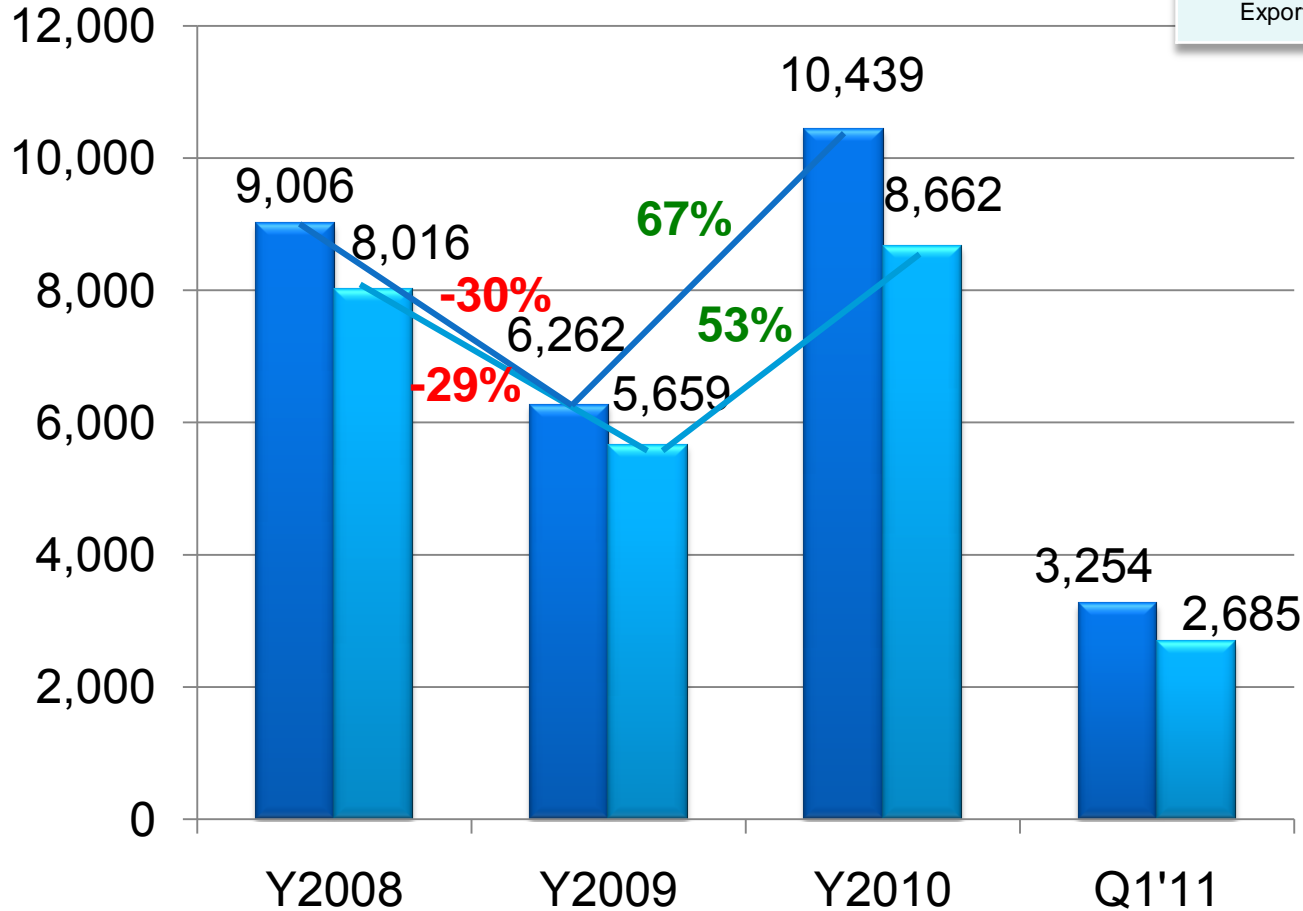
Unit: Million Baht



CAR	Q1 '10	Q1'11	% increase
Export	141,227	150,370	6%

# Air-Conditioner Industries

Unit: 1,000 Units

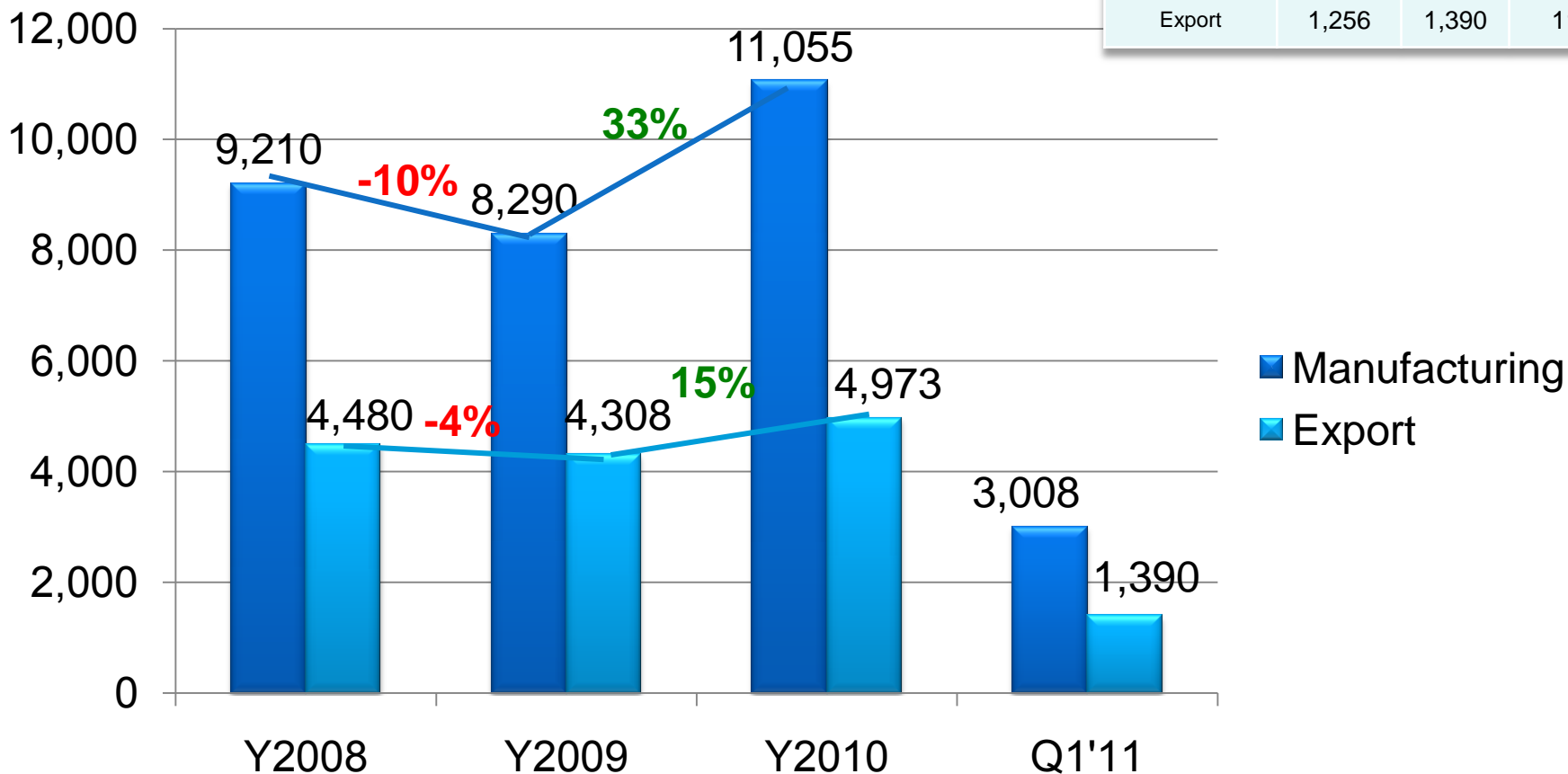


Air Condition	Q1 '10	Q1'11	% increase
Manufacturing	2,538	3,254	28%
Export	1,980	2,685	36%

■ Manufacturing  
■ Export

# Compressor Industries

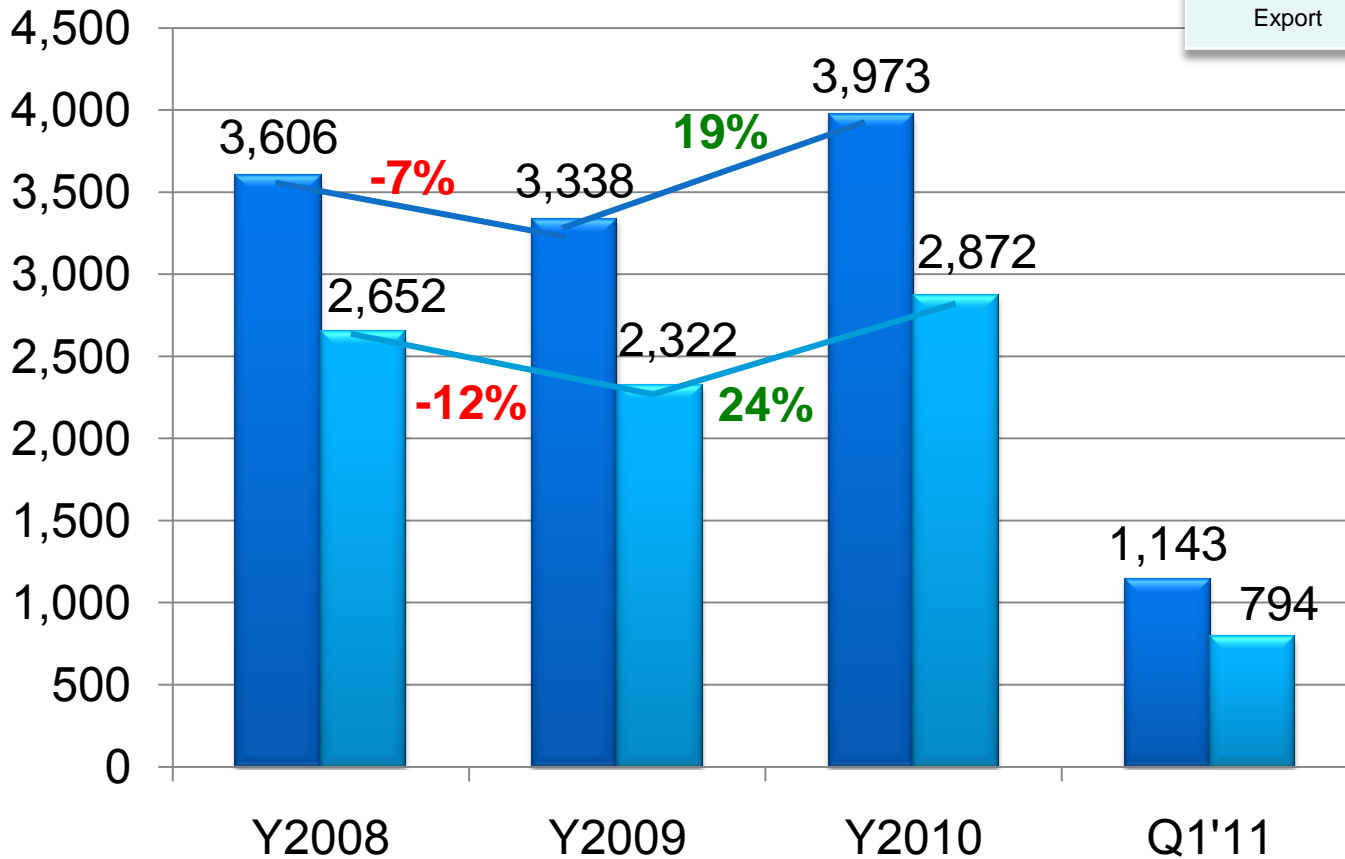
Unit: 1,000 Units



Compressor	Q1 '10	Q1'11	% increase
Manufacturing	2,657	3,008	13%
Export	1,256	1,390	11%

# Refrigerator Industries

Unit: 1,000 Units

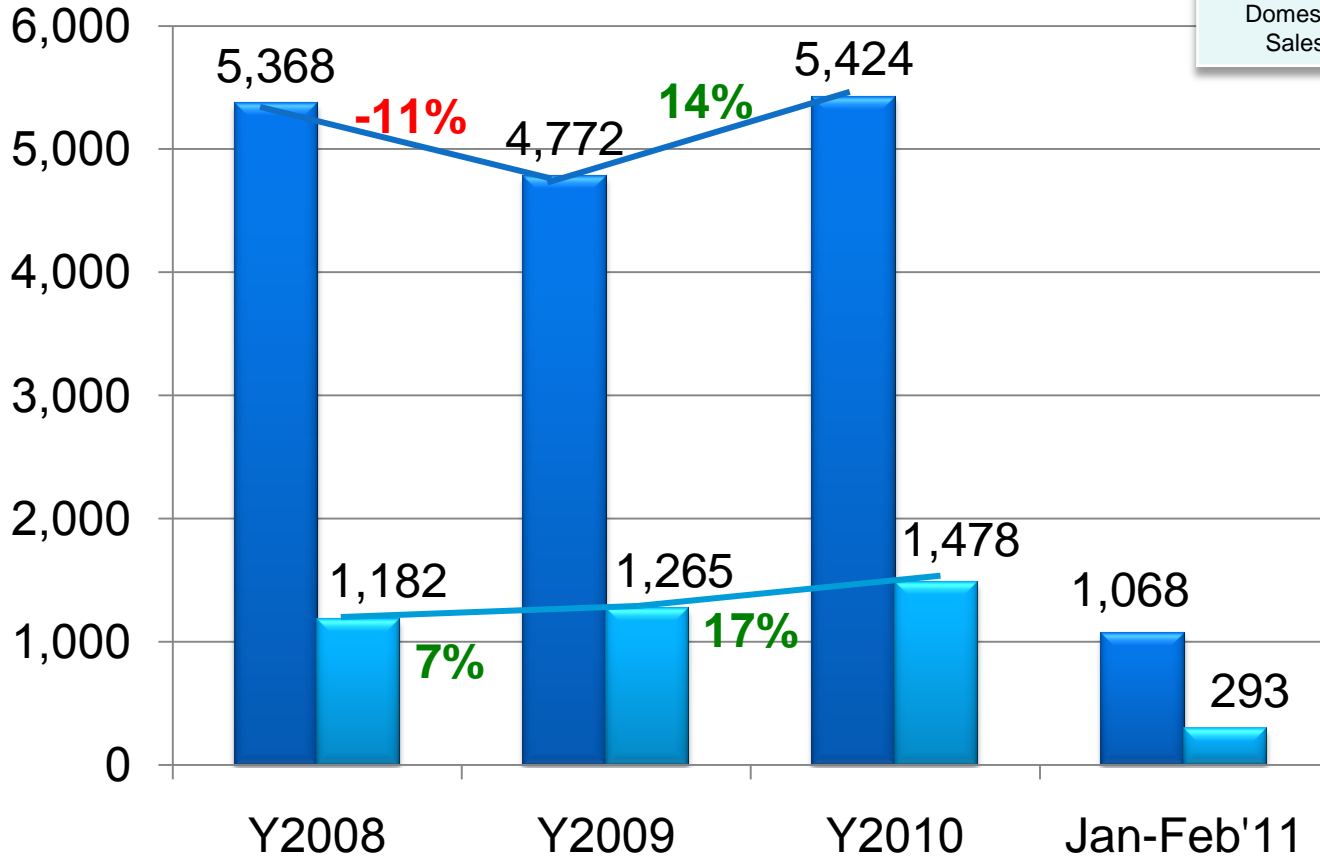


Refrigerator	Q1 '10	Q1'11	% increase
Manufacturing	838	1,143	36%
Export	602	794	32%

■ Manufacturing  
■ Export

# Laundry Industries

Unit: 1,000 Units



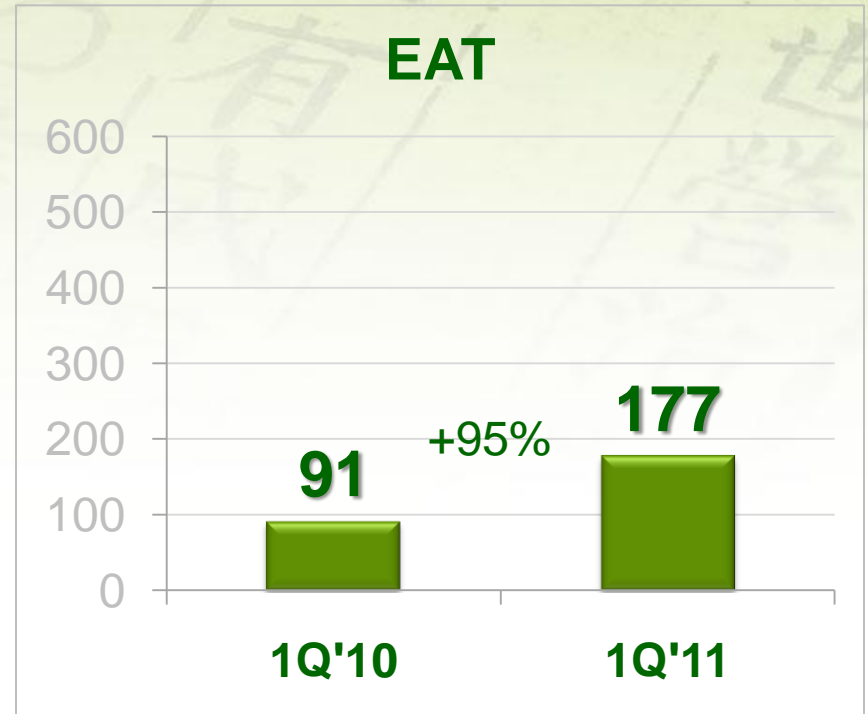
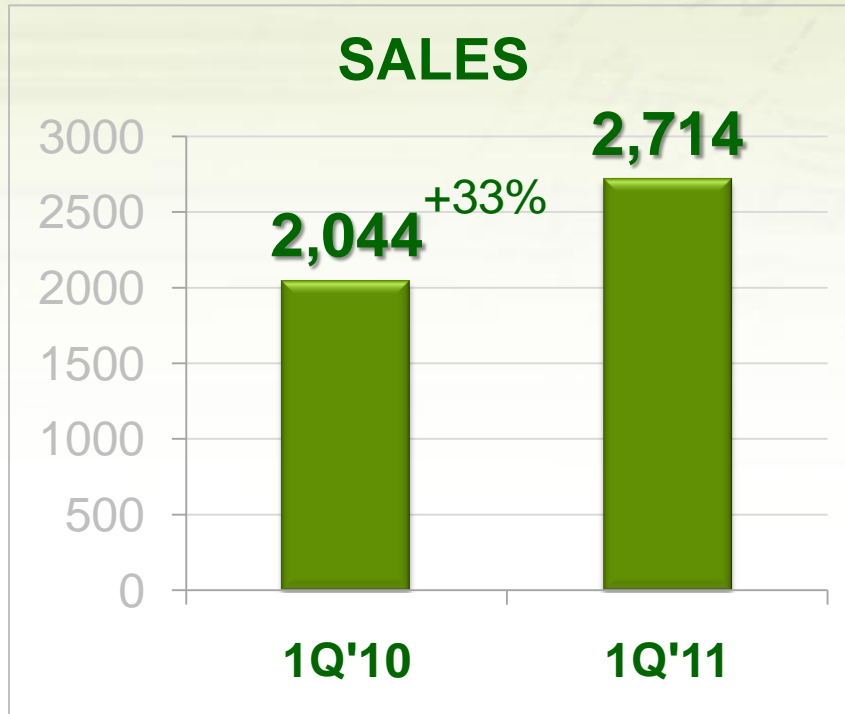
Laundry	Jan - Feb '10	Jan - Feb'11	% increase
Manufacturing	881	1,068	21%
Domestic Sales	222	293	32%

- Manufacturing
- Domestic Sales



# Results

# SNC



EAT 4.5%

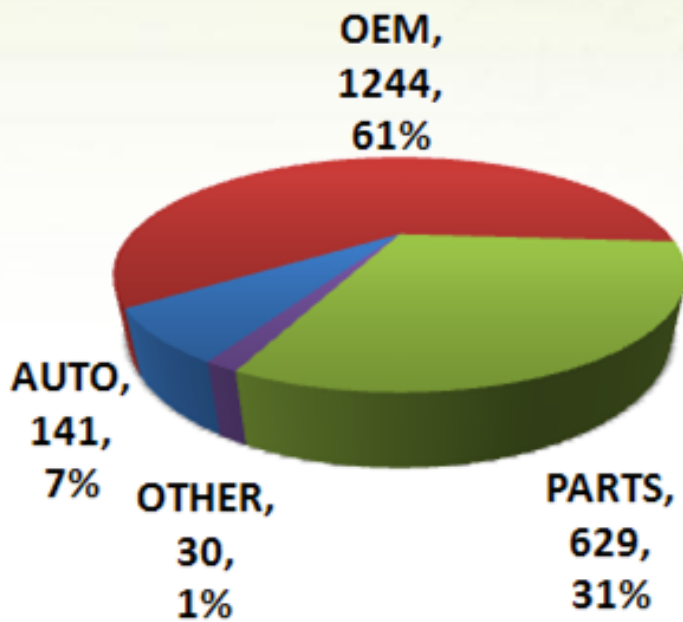
EAT 6.5%

GP 8.5%

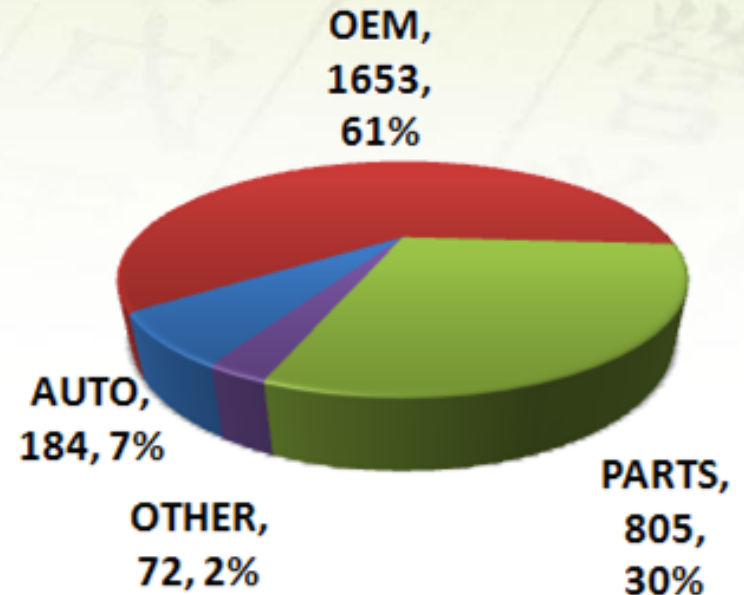
GP 10.7%

# Sales proportion

Q1'10

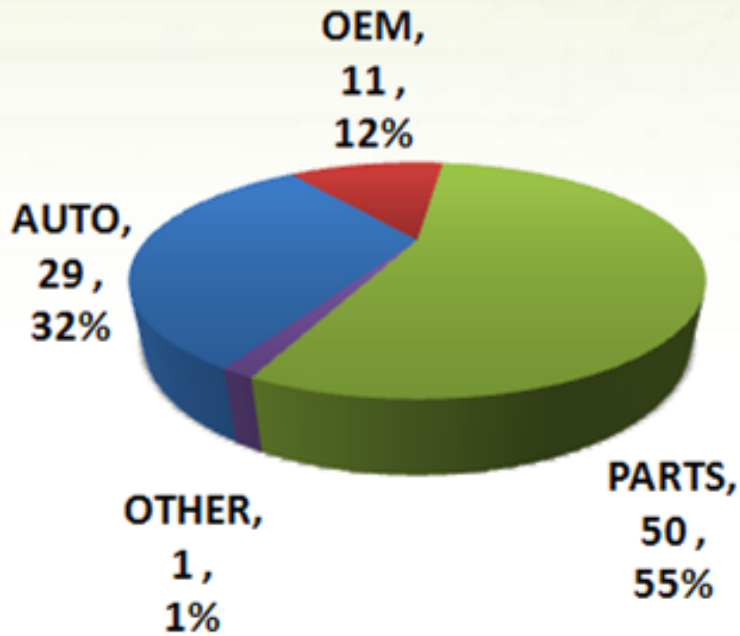


Q1'11

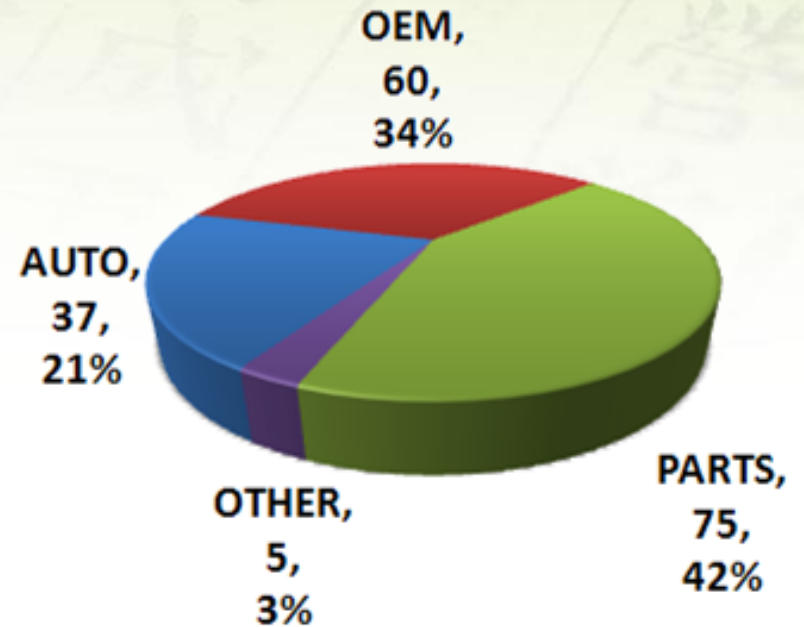


# EAT proportion

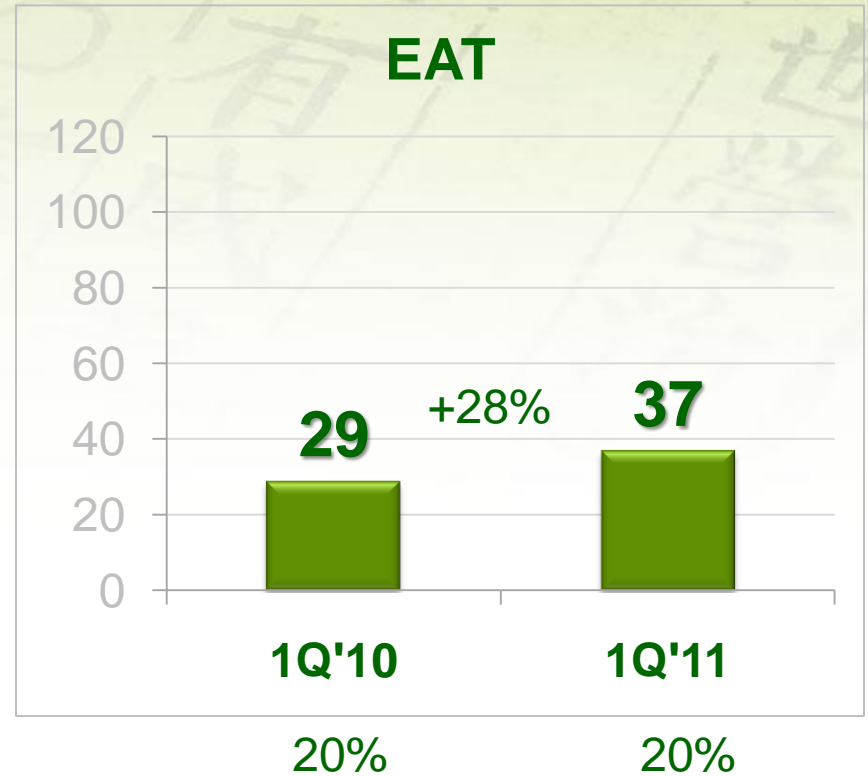
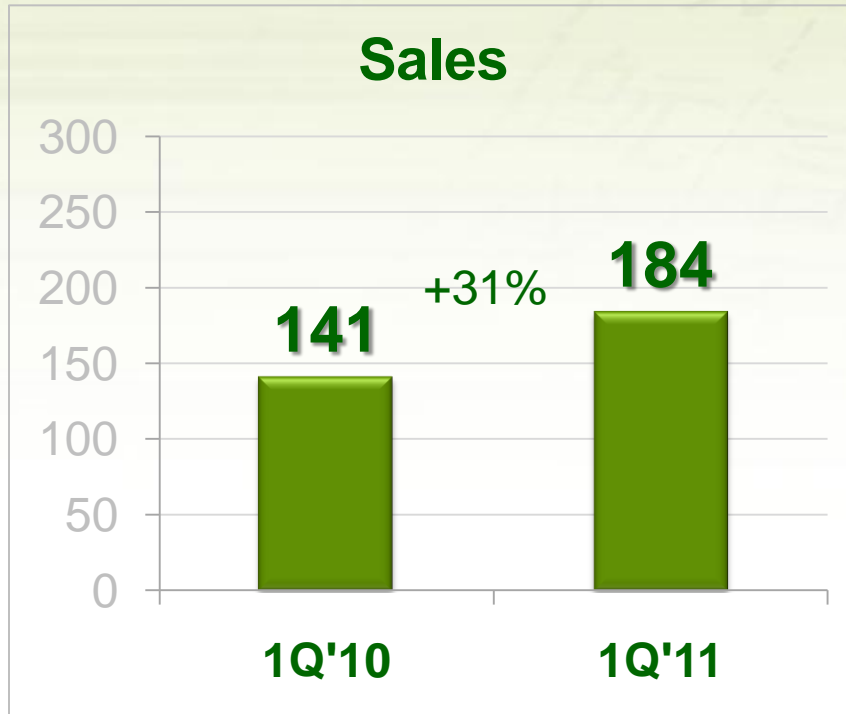
Q1'10



Q1'11



# AUTO



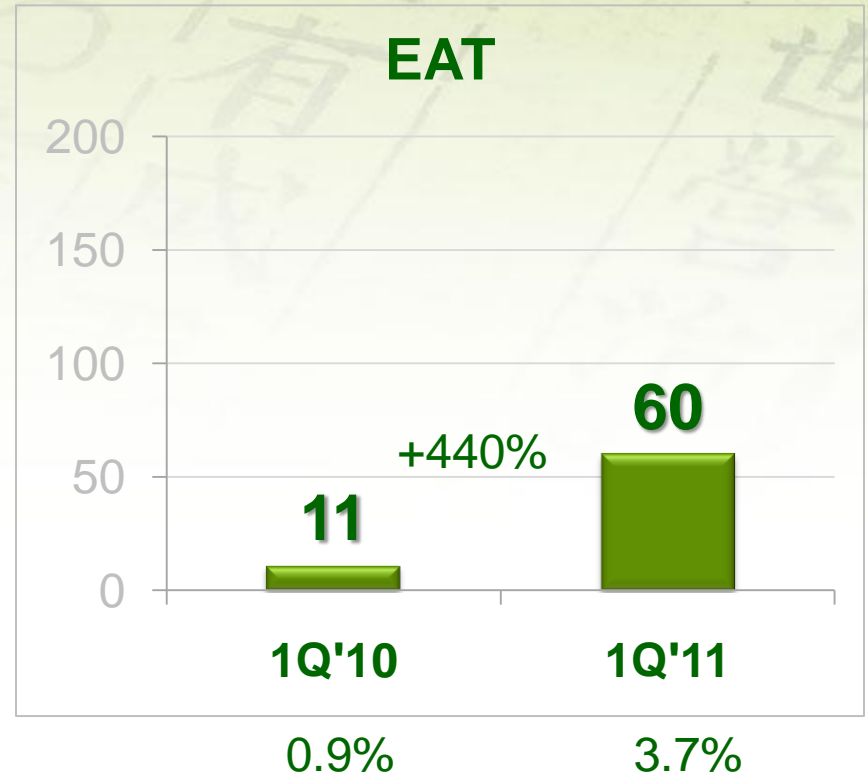
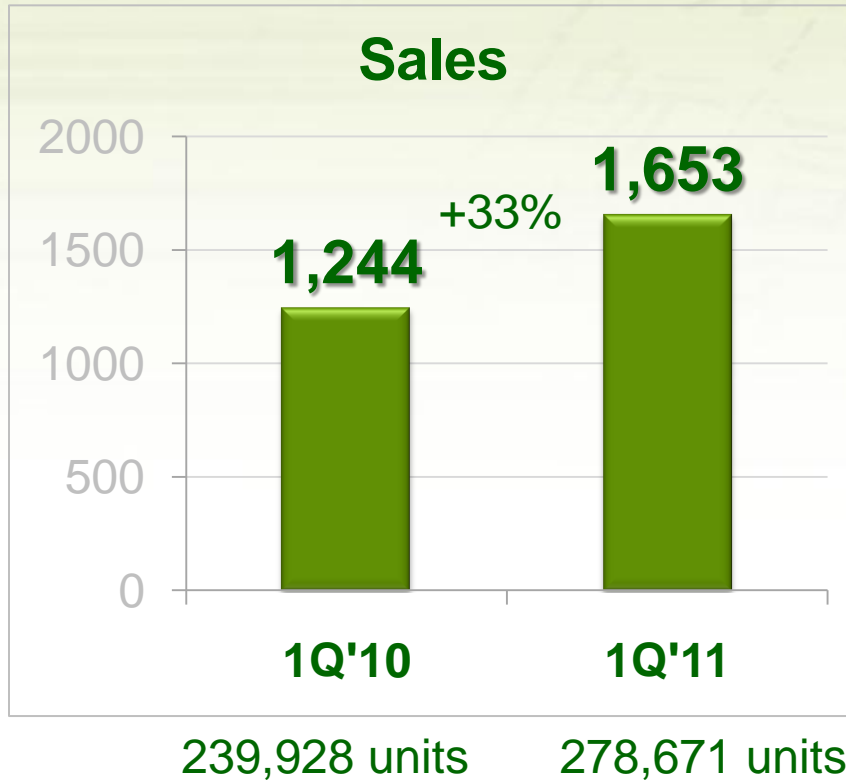
Auto 141 MB  
B2    0 MB

Auto 160 MB  
B2    25 MB

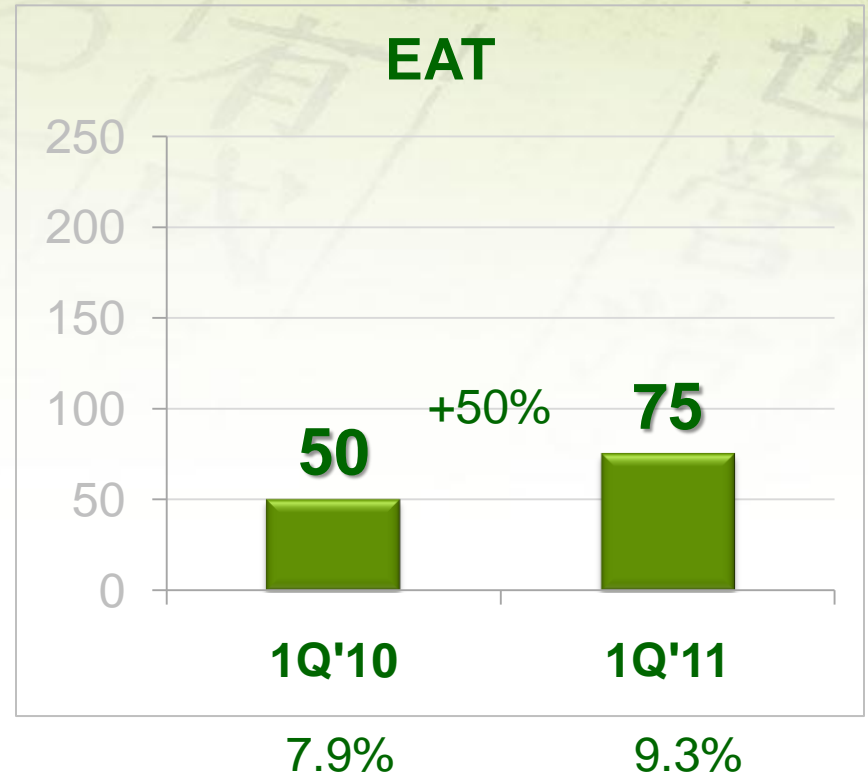
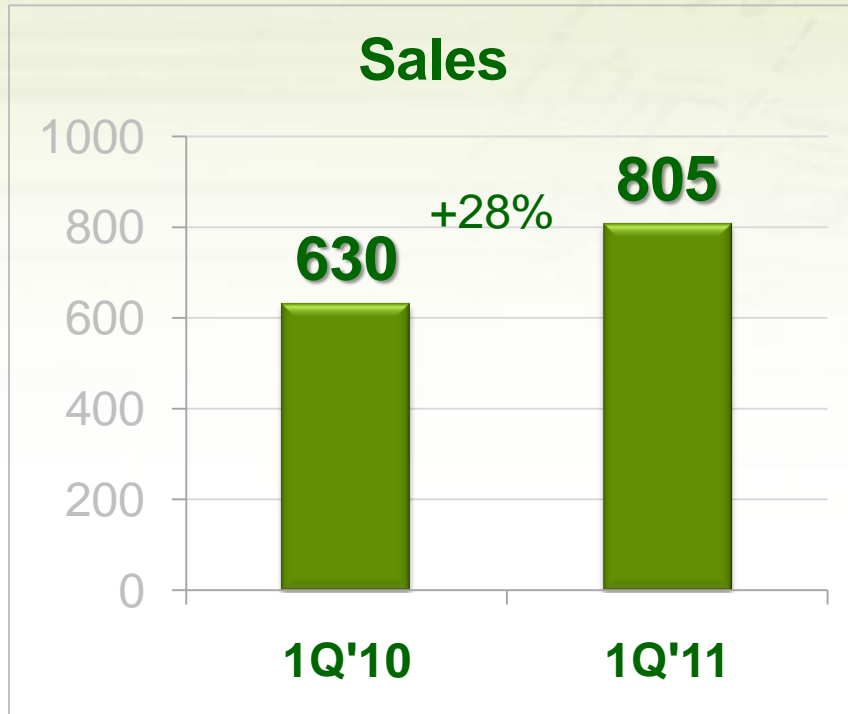
Auto 29 MB  
B2    0 MB

Auto 35 MB  
B2    2 MB

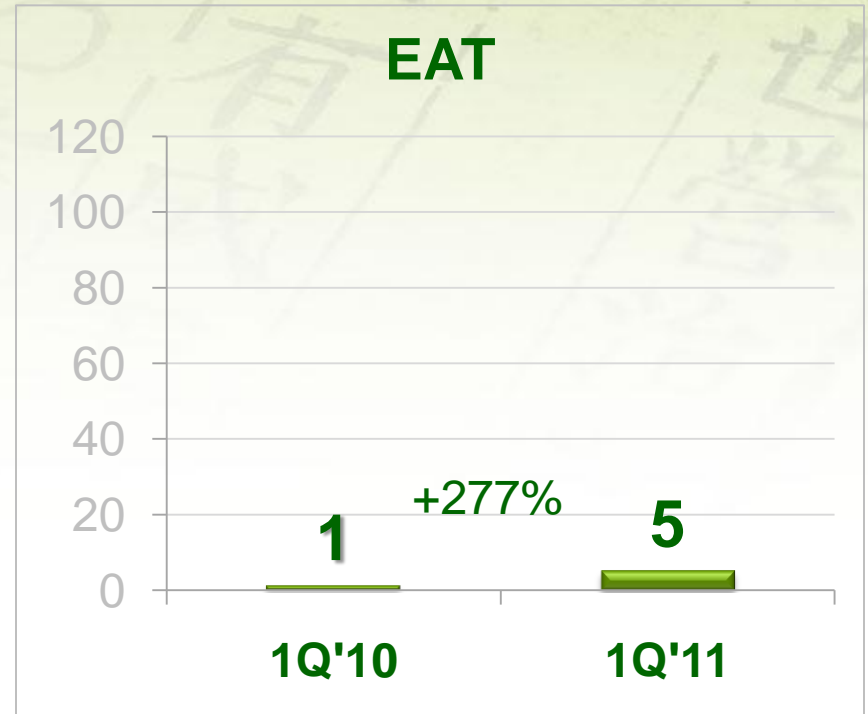
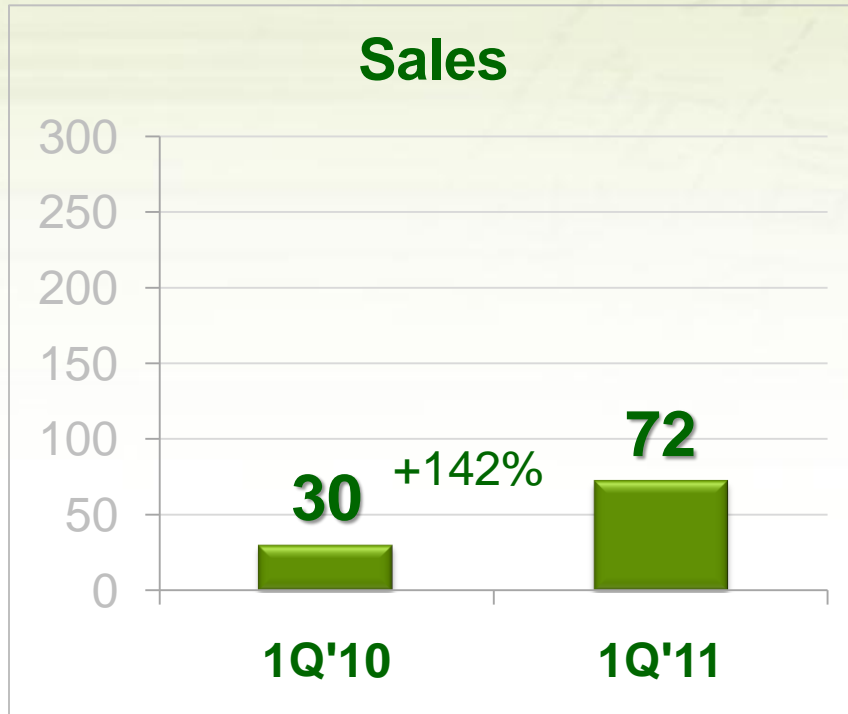
# OEM



# PARTS



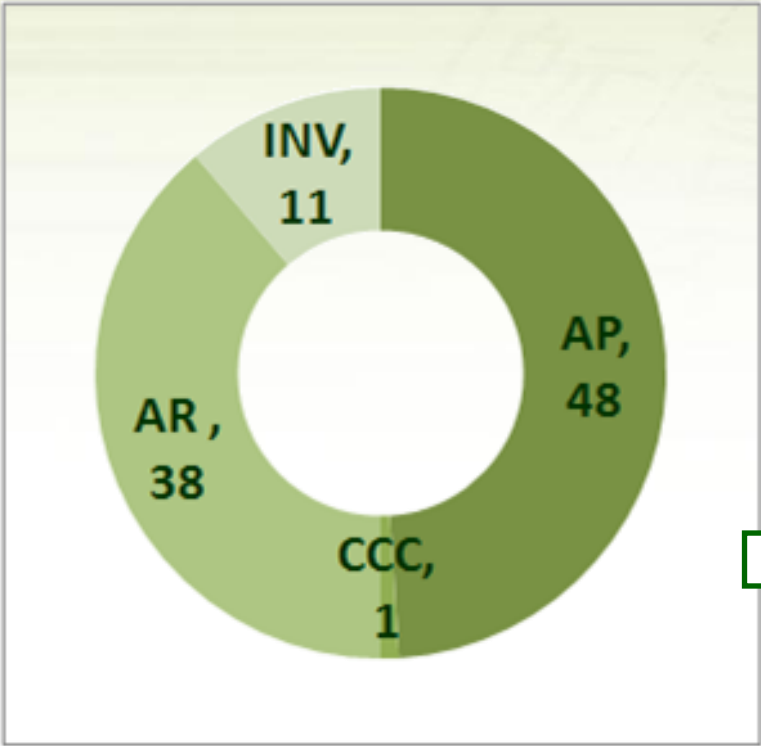
# OTHER



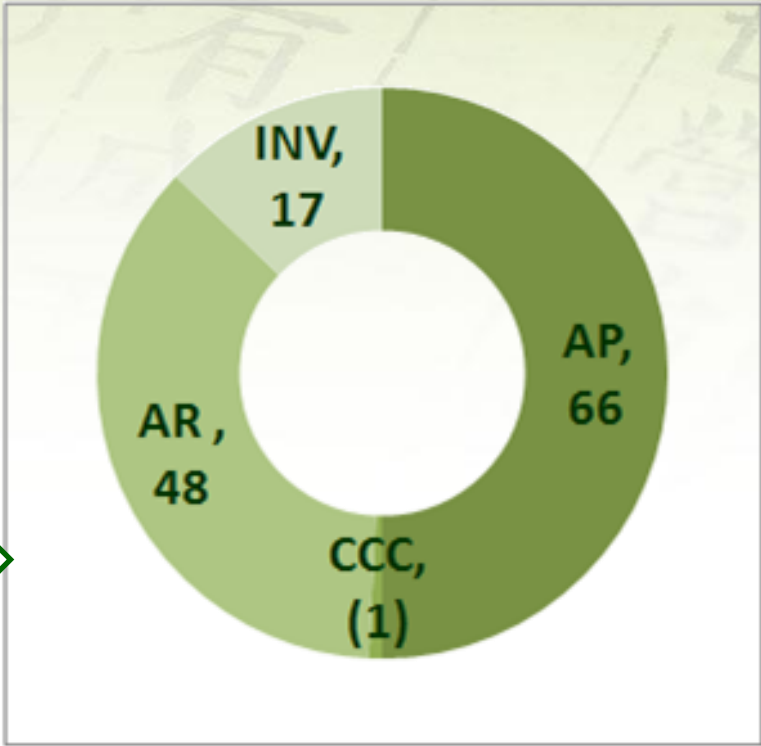
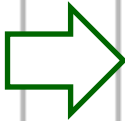
The background of the slide features a horizontal band with a light green, aged paper texture. Overlaid on this band is a faint, semi-transparent image of a traditional Chinese scroll. The scroll contains vertical columns of Chinese characters in a classic calligraphic style. The most prominent characters visible are '治曰清' (Zhi曰qing) and '利此清' (Liciqing), which are part of a well-known Chinese proverb: '治曰清，利曰公' (Zhi曰qing, Lidi gong), meaning 'Good governance is called clear, and public benefit is called fair.'

# Ratios

# Cash Cycle

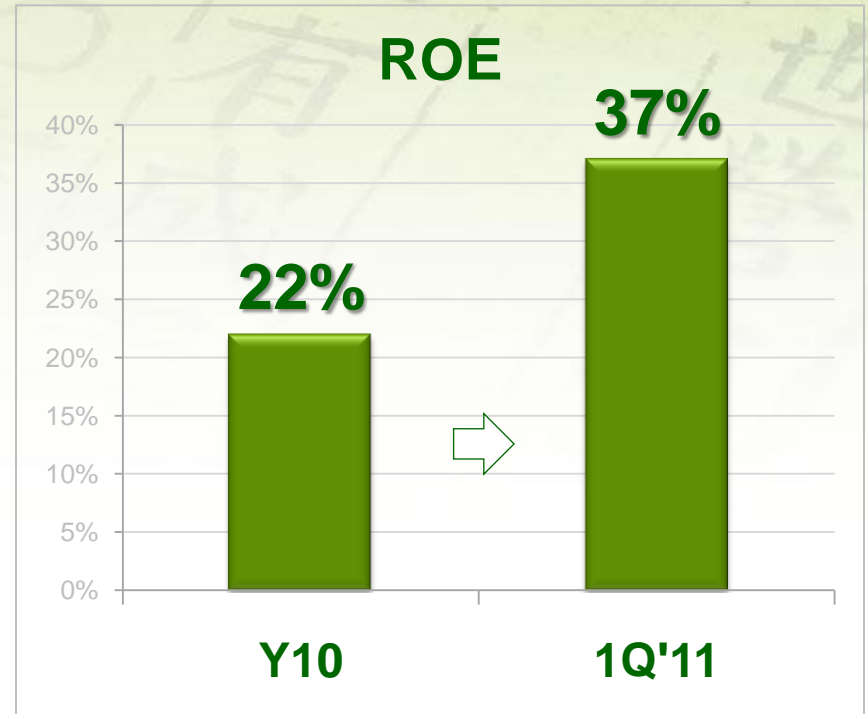
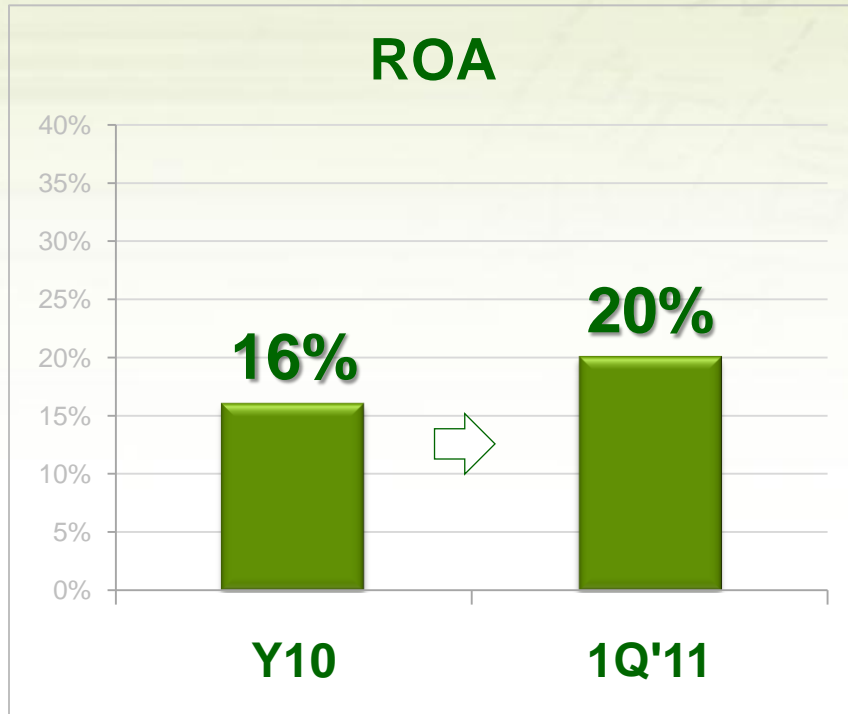


Y10

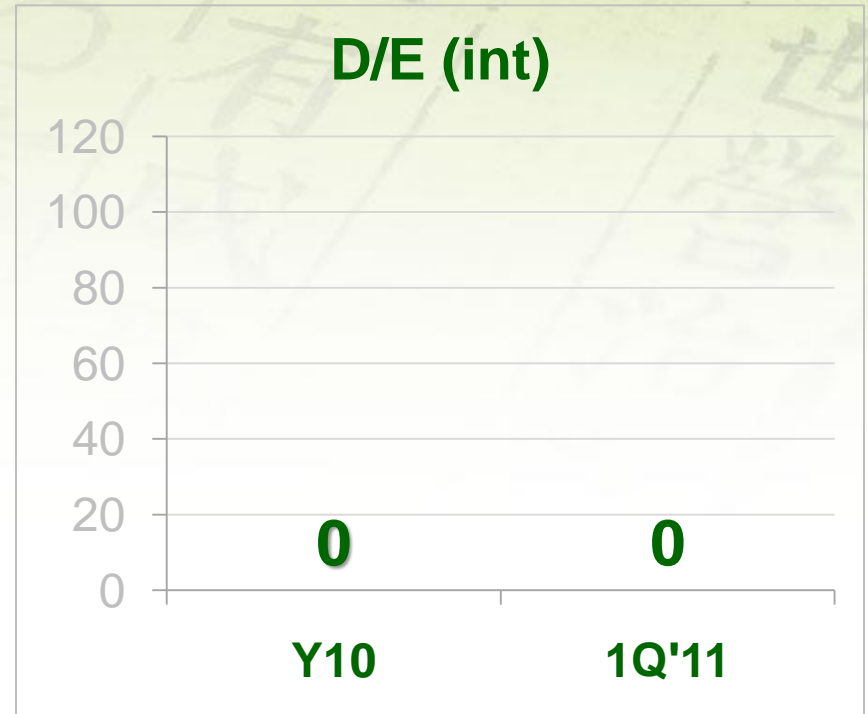
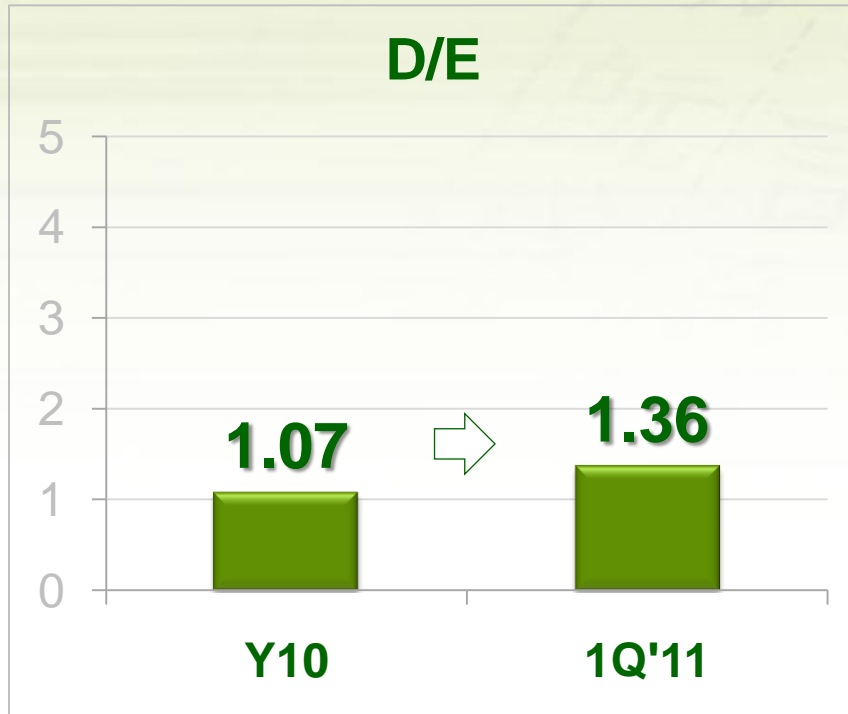


1Q'11

# ROA, ROE



# D/E, D(int)/E



# EPS



# OEM & Upstream Parts

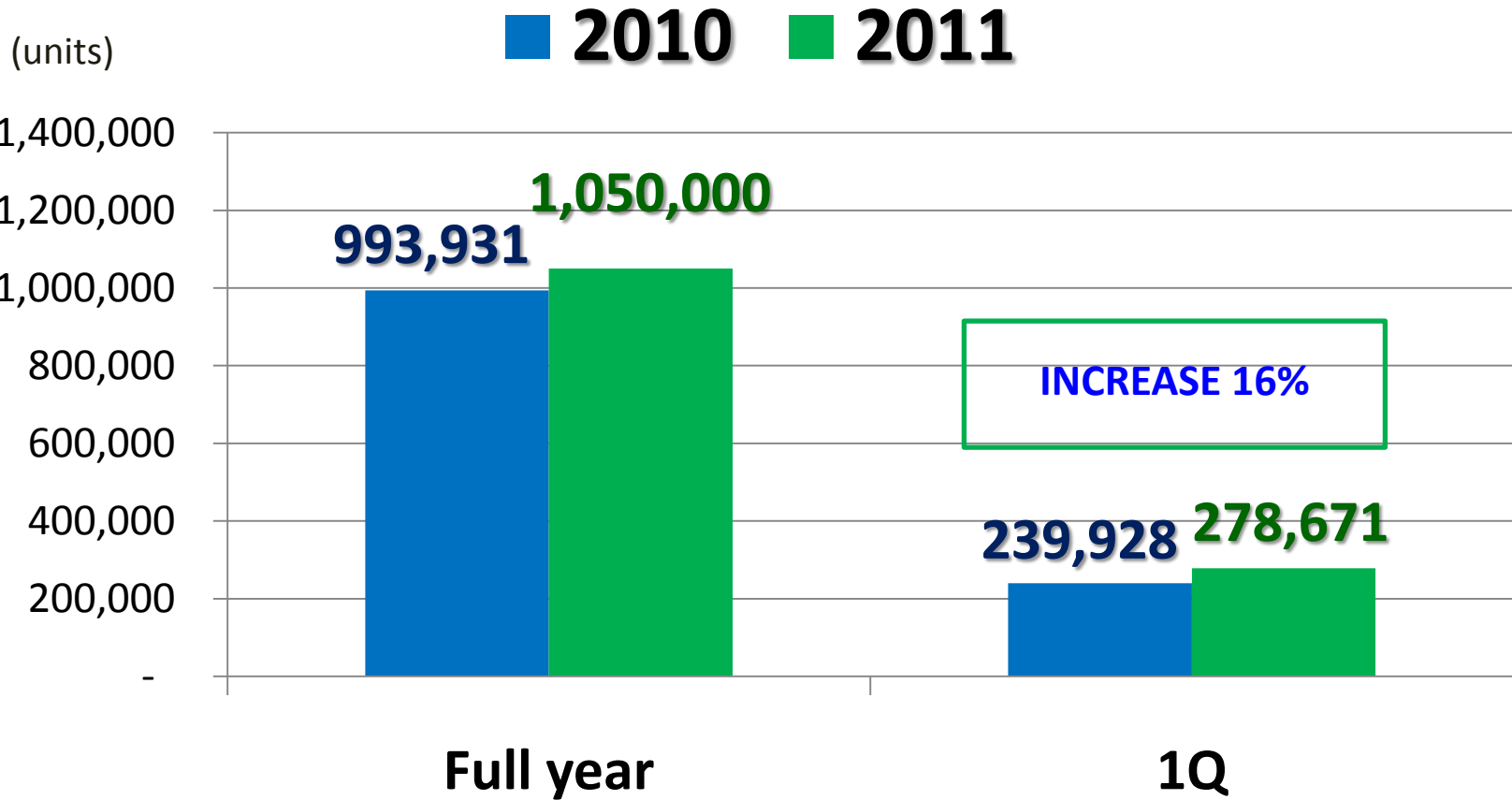
**SNC**



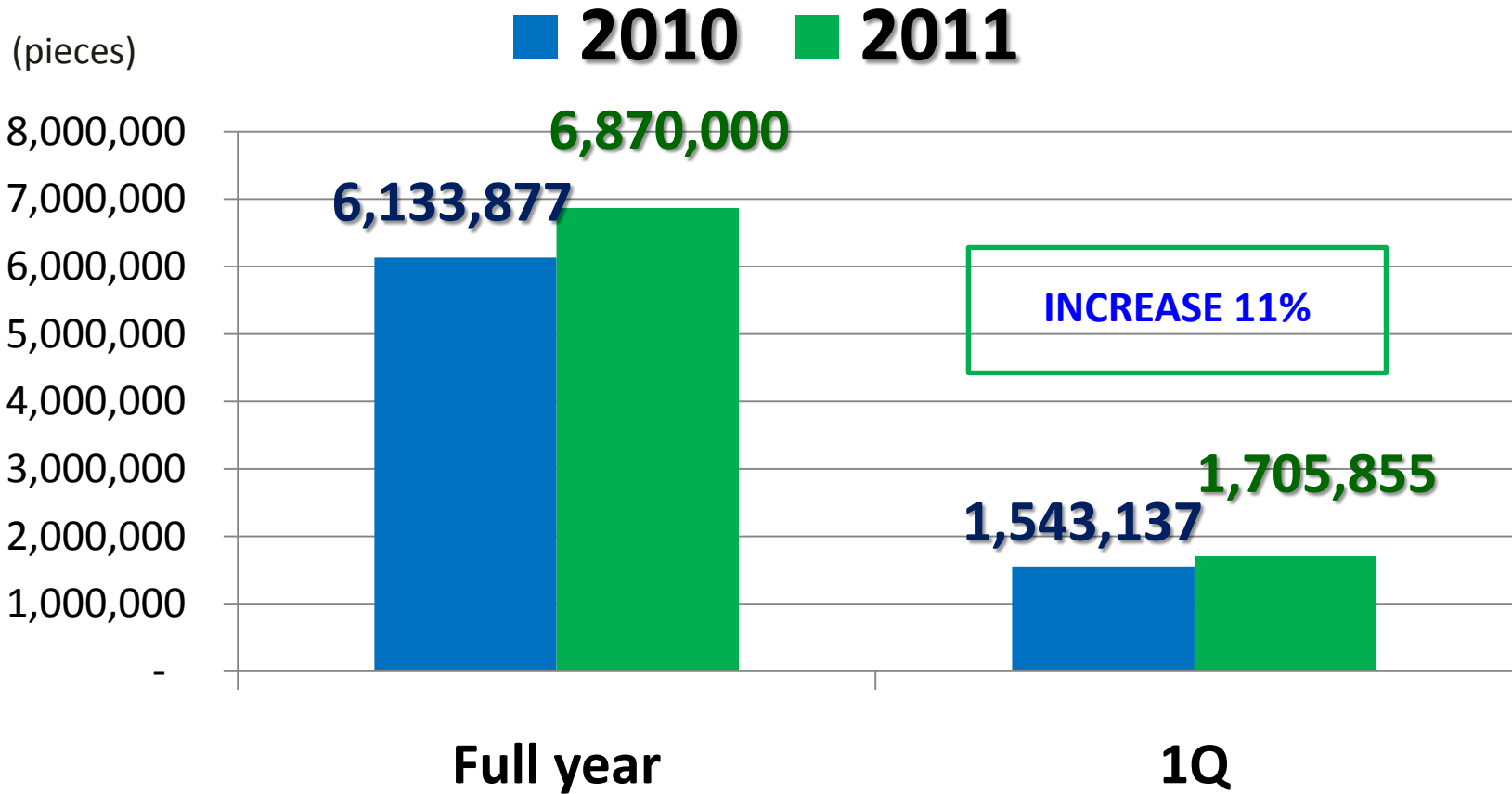
*At the Stock Exchange of Thailand*

# ASSEMBLY LINE (OEM)

**SNC**

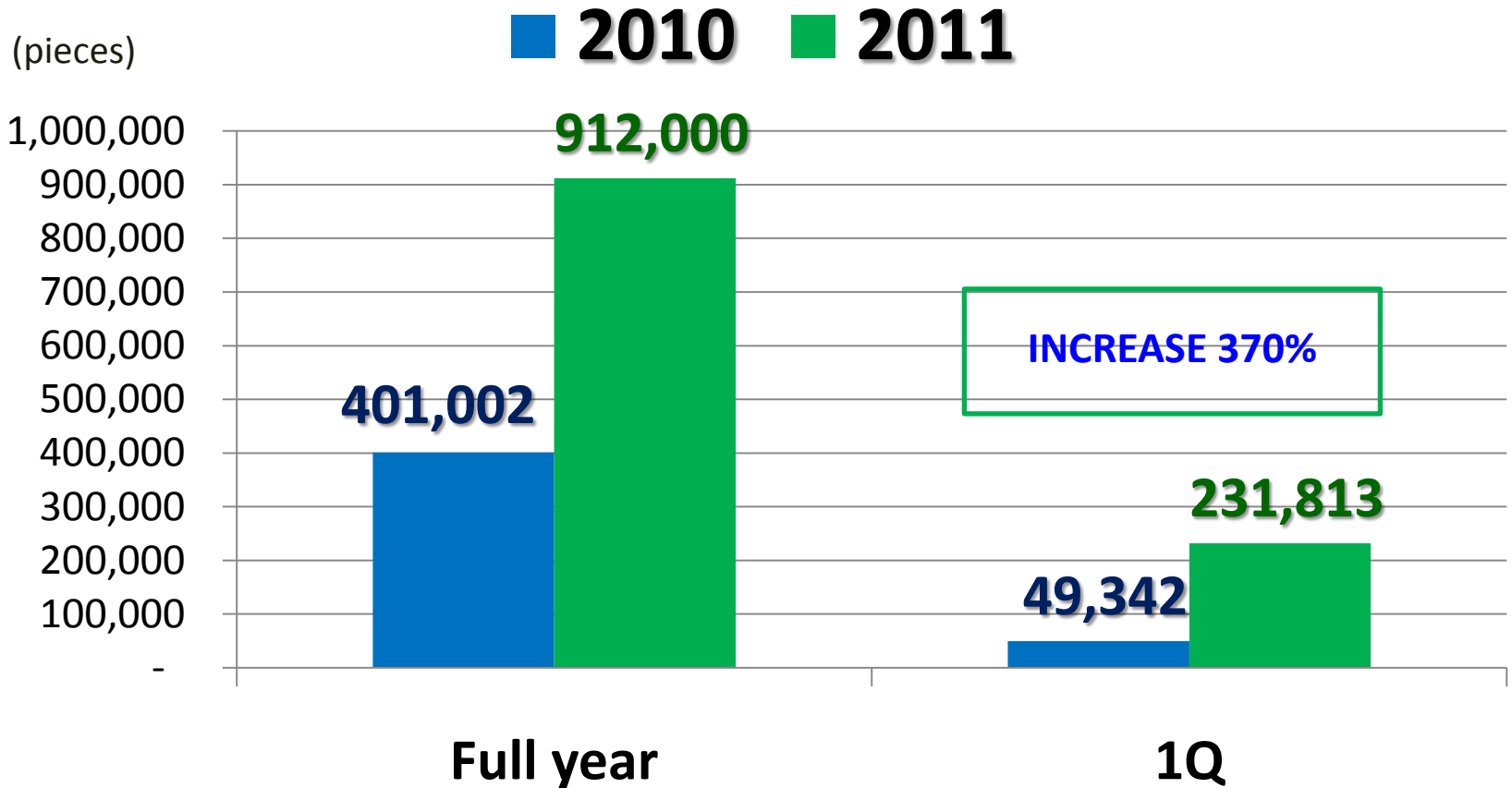


# PIPING



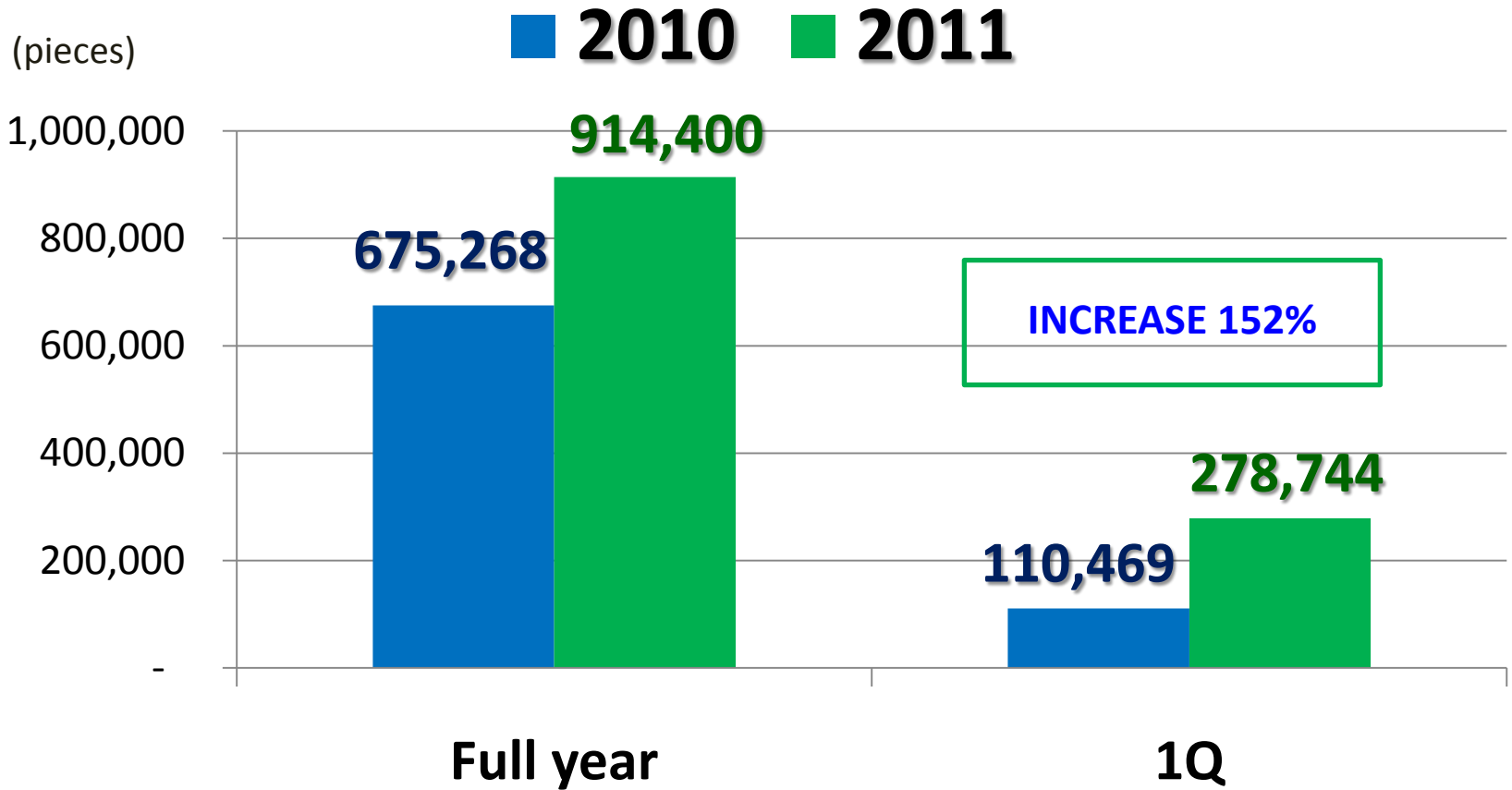
# HEAT EXCHANGER

**SNC**

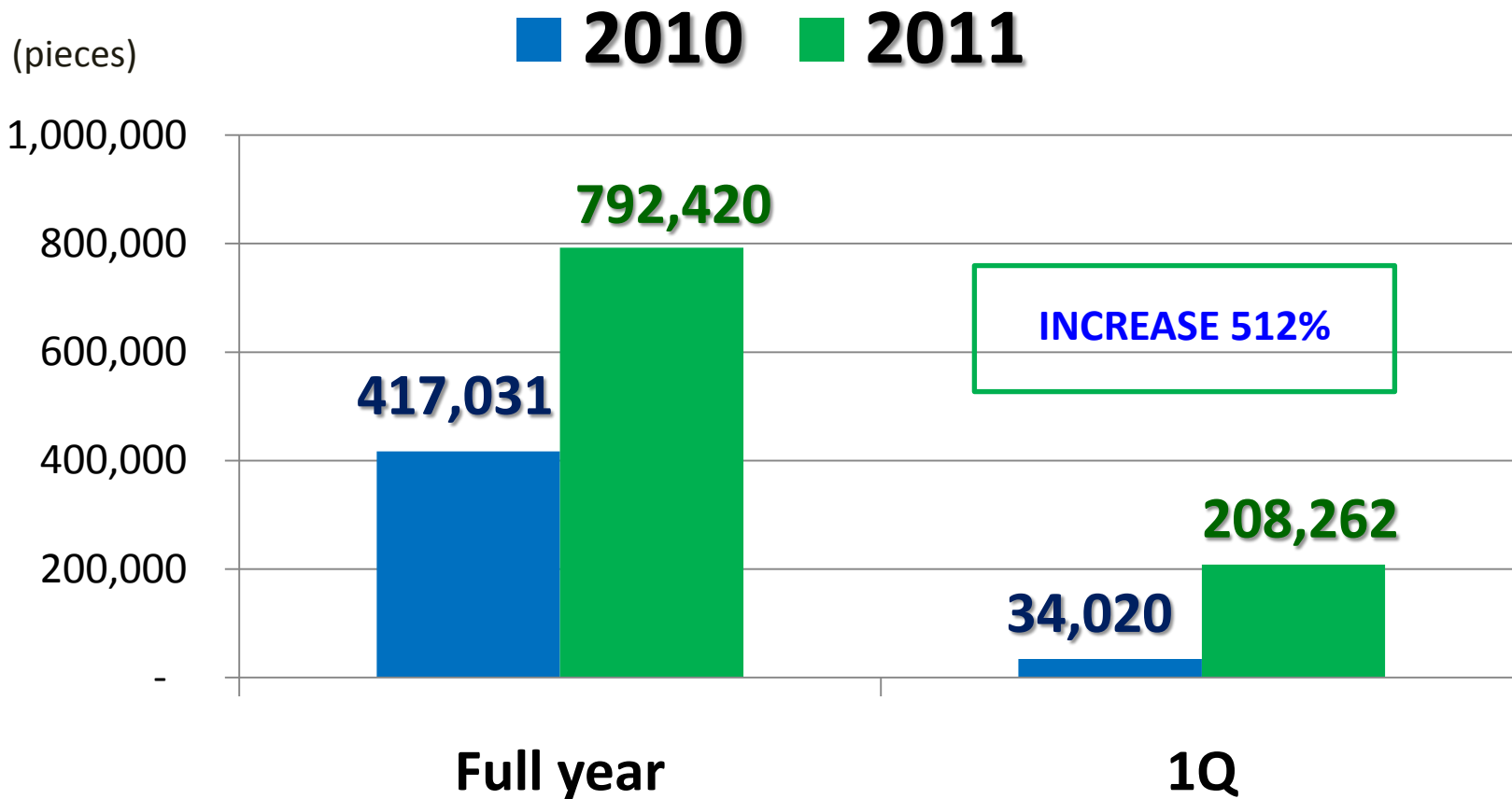


# SHEET METAL

**SNC**



# PLASTIC



Thank you