



# Analyst meeting

16Dec16

# Automotive



- **Aluminum pipe** indirect export to China and America.



- **Plastic parts** for motorcycle :  
Sale was stable. Cost was controllable.



- **SSMA** blanking press machine has been installed and generated income.



- **Truck chassis** continuously produced.

# OEM



- **OEM** production lines at Rayong have been started.
- **A/C assembly** appx 384 k units (Y15 : 476 k units)



- **Heat pump** produced achieved the plan.
- Gain from exch rate.

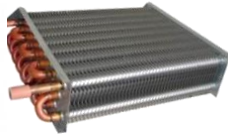
# HA

## Samutprakarn

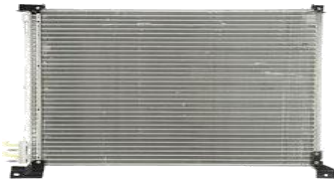
- Metal sheet, PCM, produced since Q2.
- More plastic order from key A/C customers.
- Pipe kit was slow down.
- SFHI will more focus the domestic market.

## Rayong

- HA manufacturer, Turkey, has a factory in Rayong.
- Heat exchanger size 7 mm launched.
- SSMA blanking press machine has been installed and generated income.
- OEM reduced, impact to upstream parts.
- Plastic injection machines started in Q3.
- LME increased. Weak THB.



# Other



- Aluminum condenser sale was double from last year but not reach BEP.



- Cutting tools operating results was better than last year.
- Pricing strategy launched.



- MSPC production capability has been developed.
- Not reach BEP.

Thank you