

# SECOND QUARTER 2011 RESULTS



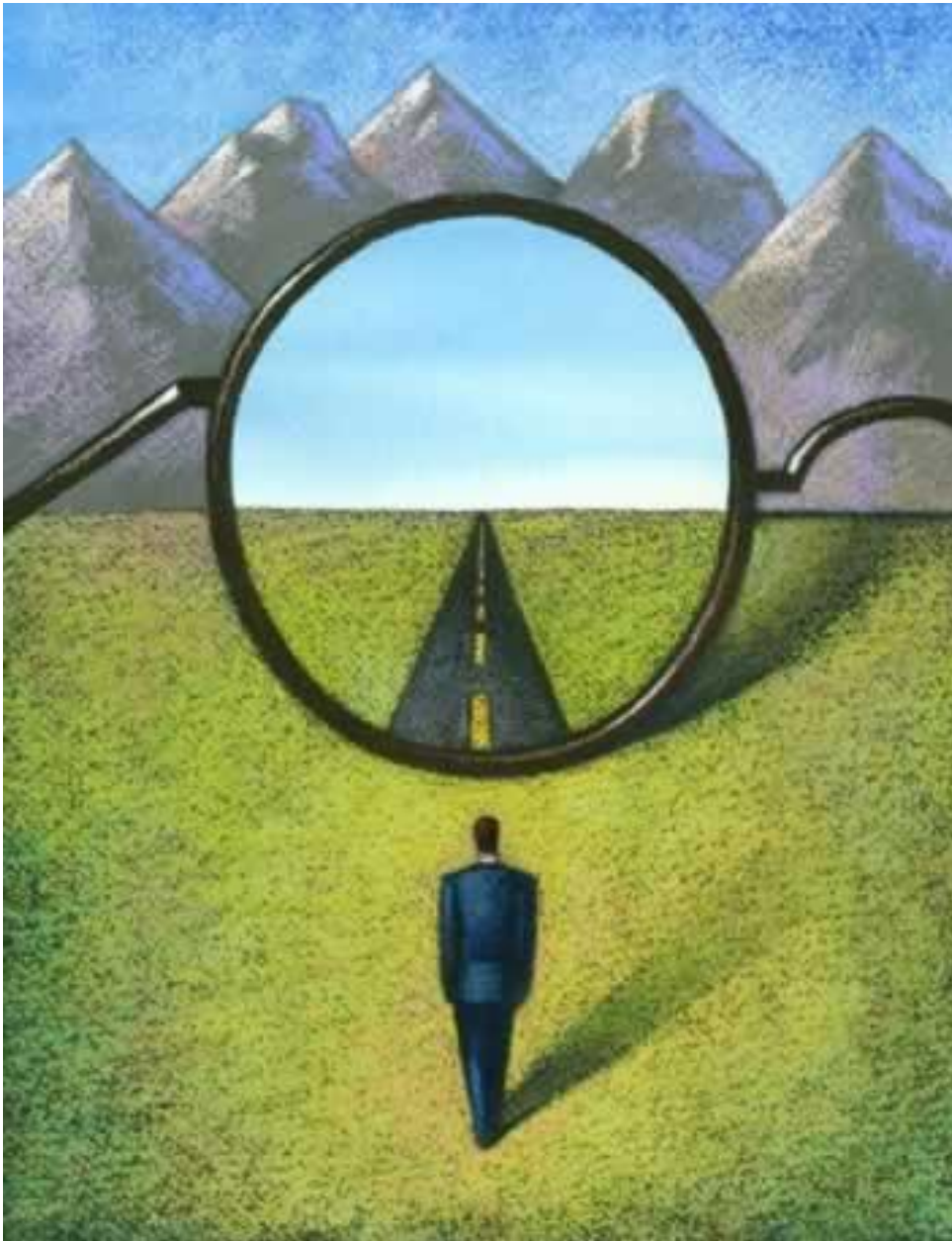
Company Website: [www.synnex.co.th](http://www.synnex.co.th)

IR Website: [www.synnex.co.th/investor](http://www.synnex.co.th/investor)

# DISCLAIMER

---

- Some of the statements in this presentation include forward-looking statements which reflect our current views with respect to future events and financial performance. All forward-looking statements address matters that involve risks and uncertainties. Accordingly, there are or may be important factors that could cause actual results to differ from those indicated in the forward-looking statements.
- All forward-looking statements included in this presentation are made only as of the date of this presentation and the Company undertakes no responsibility on the change after that date stated herein.
- The material set forth herein is for informational purposes only and is not intended, and should not be construed, as an offer of securities for sale.
- Some images used in this presentation are not ours but taken from public sources.



---

# COMPANY OVERVIEW

# COMPANY FACT



**Established:** 5 April 1988

**Listed on SET:** 16 June 2008

**Total number of employees :** 743 persons (as of June 30<sup>th</sup> , 2011)

**Branch:** 24 branches

**Serving over** 5,000 dealers across Thailand with over 53 brands

**Nature of Business:** Distribution of IT products and Smartphones

**Vision:** Developing a comprehensive communication and computer technology business in compliance with ethics, personnel empowerment, and society development for profits and competitiveness with long-term sustainability

**Paid-Up Capital:** 688.64 Million Baht, par value of THB1.00 per share

**Stock Symbol:** SYNNEX

**Dividend Policy:** Paying a minimum of 40% of net profit after tax.

# MAJOR SHAREHOLDERS



Paid-up Capital = 248 M. Baht

39.29%



Taiwan

Paid-up Capital = 688 M. Baht

35.69%



Thailand

100%

**PRISM  
SOLUTIONS**



# T.K.S. TECHNOLOGIES PCL.



Securities Forms



Cheque On Demand



Digital Print & Mail



# T.K.S.'s product group



T.K.S.

Printing Business

Advance Forms



Office Paper



Business Forms



Warehouse Management





# SYNNEX'S GROUP

21111EX.2 GK005



# A USD \$22 billions Global Distributors

2010



**Across 32 countries, 206 offices, 60% world population**

SYNNEX APAC Group : Taiwan (HQ), HK, China, Australia, NZ, Thailand, Indonesia

Redington Group : India, Srilanka, Middle East, Africa, Turkey

SYNNEX USA Group : Canada, USA, Mexico, Japan

# APAC Logistics Network



**11 Logistics Center and 71 Warehouses** (excluding Redington)

**Additional 7 Logistics Center will be set up by End of 2011**



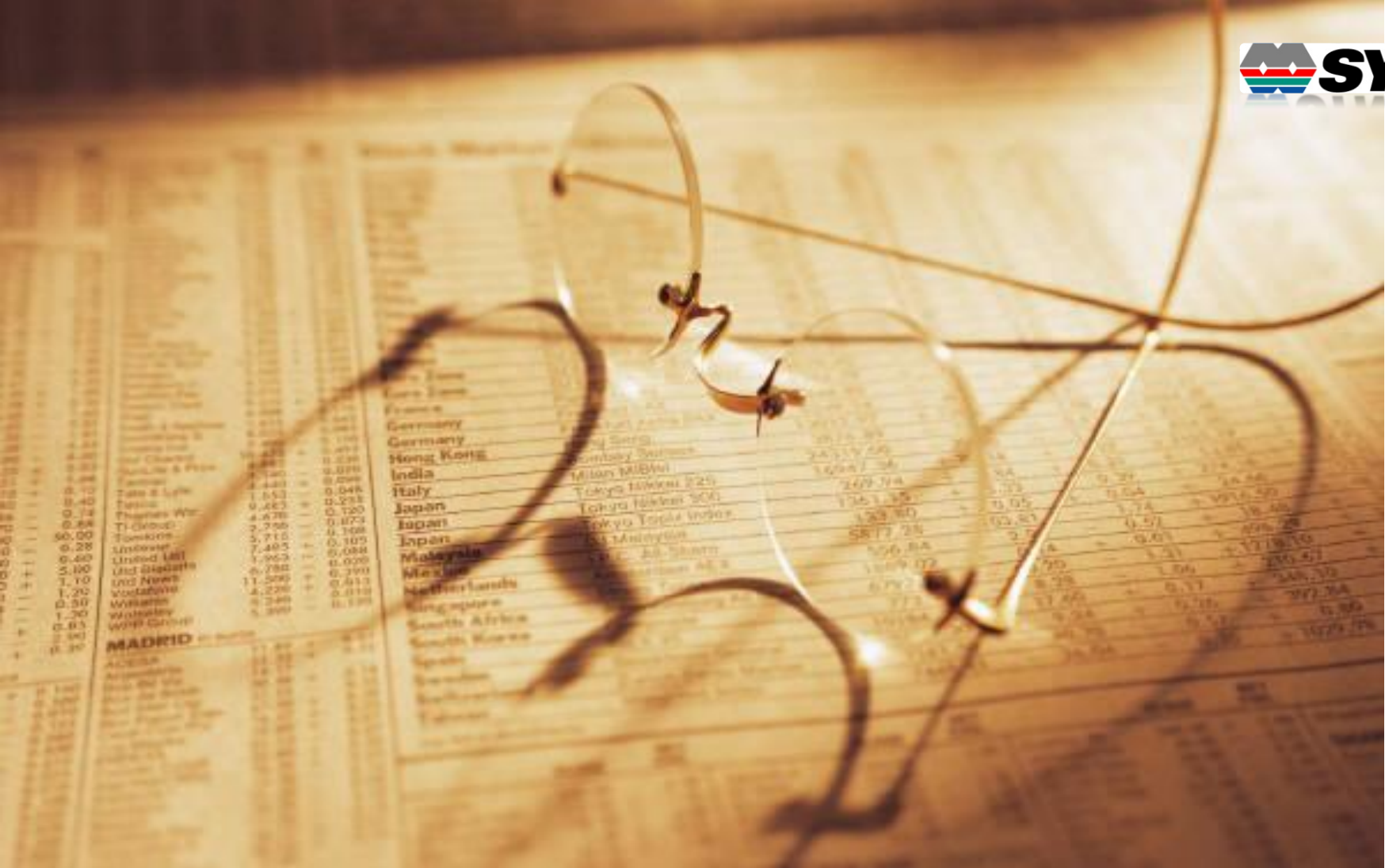
# 2011 KEY STRATEGY

2011 KEY STRATEGY

# 7 Cs STRATEGY

---

1. **C**ooperation
2. **C**hannel and Product Focus
3. **C**ustomer Relationship Management: CRM
4. **C**ustomized Training Programs
5. **C**ost Saving
6. **C**oordinate to implement ERP
7. **C**orporate Social Responsibility : CSR

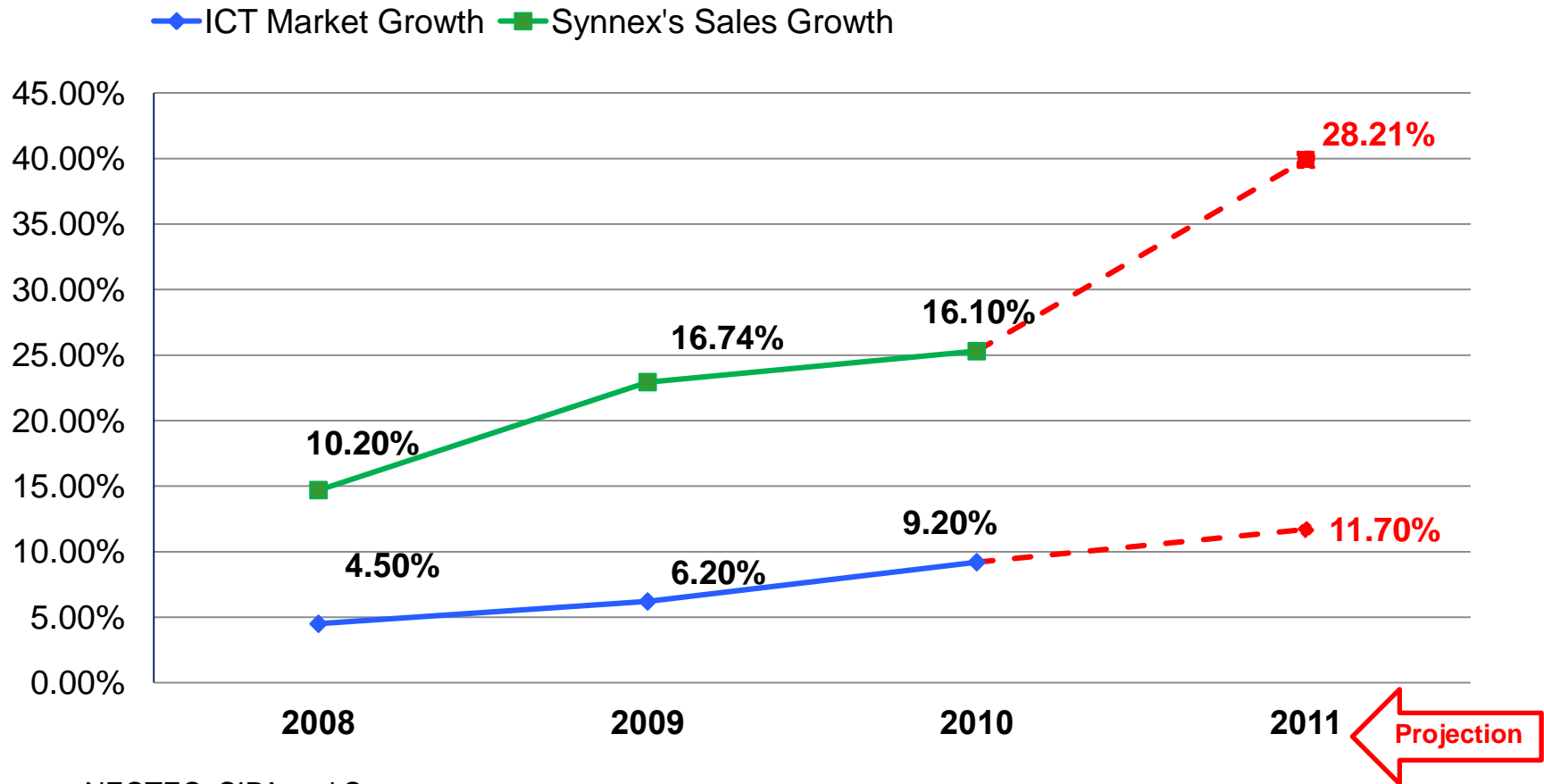


# MARKET UPDATE

WAKKEL DORVILLE

# Market Growth VS Company Growth

## Industrial Growth vs Company Growth



Source: NECTEC, SIPA and Synnex

# SMARTPHONES MARKET, IDC 2011-2015

Worldwide Smartphone Operating System 2011 and 2015 Market Share and 2011 – 2015 Compound Annual Growth Rate

Operating System	2011 Market Share	2015 Market Share	2011 – 2015 Unit CAGR
Android	38.9%	43.8%	23.7%
BlackBerry OS	14.2%	13.4%	18.3%
Symbian	20.6%	0.1%	-68.8%
iOS	18.2%	16.9%	17.9%
Windows Phone 7/Windows Mobile	3.8%	20.3%	82.3%
Other	4.3%	5.5%	27.6%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>20.1%</b>

Source : IDC Worldwide Quarterly Mobile Phone Tracker, June 9, 2011



---

# FINANCIAL HIGHLIGHTS

HIGHLIGHTS



# Q2/2011 FINANCIAL RESULTS

Unit: Million Baht

Income Statement		Q2/2011	Q2/2010	Growth (YoY)	1H2011	1H2010	Growth (YoY)
Revenues		5,297.09	3,755.60	41.04%	9,850.74	7,504.16	31.27%
Cost of sales		5,003.19	3,550.02	40.93%	9,269.38	7,083.21	30.86%
Gross Profit		293.90	205.58	42.96%	581.36	420.95	38.11%
OPEX		141.76	121.32	16.85%	282.88	254.24	11.26%
EBIT		156.38	93.45	60.60%	313.69	201.93	55.35%
Interest Expenses		14.16	8.55	65.61%	24	17.16	39.81%
Net Profit		107.64	61.94	73.78%	216.14	133.86	61.47%
EPS (Baht/ Share)		0.16	0.09	77.78%	0.32	0.20	60.00%

# KEY RATIO



Ratio	<u>1H2011</u>	<u>2010</u>	2009
Gross Profit Margin (%)	5.90%	5.52%	5.53%
Operating Expenses (%)	2.87%	3.34%	3.67%
Interest Expense (%)	0.24%	0.20%	0.26%
Net Profit Margin (%)	2.19%	1.73%	1.50%
EPS (Baht)	0.32	0.40	0.30
Shareholders' Equity (M. Baht)	1,532.27	1,423.37	1,285.70
D/E	2.50	1.66	1.55
ROE (%)	28.21%*	19.98%	16.25%

\*Annualized

# OUR STRENGTH



- ❖ Experienced Management Team
- ❖ Wide Range of IT Products
- ❖ Extensive Network of 24 Branches Across Thailand
- ❖ MIS Infrastructure
- ❖ Strong Financial Background
- ❖ Efficiency of Warehouse (ASRS)
- ❖ Excellent Service (Trusted by Synnex)
- ❖ Established Customer Base and Long-Term Customer Relationships
- ❖ Few Competitors
- ❖ Strong Major Shareholders

# SUMMARY SECOND QUARTER HIGHLIGHTS

## Significant uplift in revenues

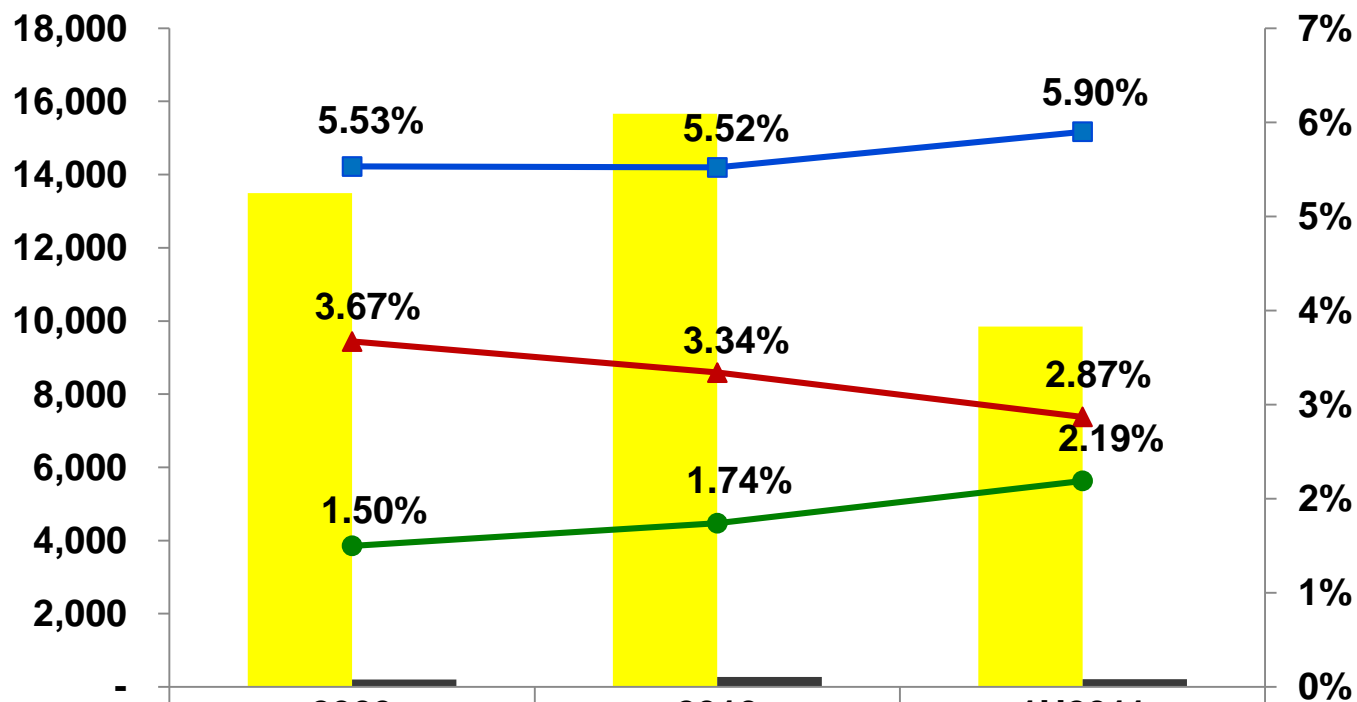
- Sales Volume Growth
- Growing Demand
- Favorable impact of new product launches (e.g. smartphones, tablets)






## Net profit increase

- Operating Expenses remained well under control and benefiting from economy of scale
- New higher-margin products



# REVENUE AND NET PROFIT



 Revenue(M Baht)	13,490.12	15,661.93	9,850.74
 NP(M Baht)	202.77	270.67	216.14
 GP (%)	5.53%	5.52%	5.90%
 OPEX (%)	3.67%	3.34%	2.87%
 NP (%)	1.50%	1.74%	2.19%



# OUTLOOK FOR THE SECOND HALF OF 2011

OUTLOOK FOR THE SECOND HALF OF 2011

# ACTUAL RESULTS VS KPI

2011	KPI	HALF-YEAR RESULTS
Total Revenues	20 Billion Baht	9,850.77 M.B.
OPEX (%)	2.9% of Sales	2.89%
Average Inventory Period (Days)	23 Days	27 Days
Average Collection Period (Days)	45 Days	46 Days
Bad Debt (%)	0.12%	0.09%

# OUTLOOK FOR THE SECOND HALF OF 2011



- **Q3** reflects **high season**.
- The new government would probably boost the growth of IT market.
- An increase in **minimum wages** will result in a rise in purchasing power.
- A decrease in **price of IT products** leads to increase demand of products.
- We enhance our **CRM** through “**Advanced Modern IT CEO**”.
- **Our Internal Systems** have been improved.



# ADVANCED MODERN IT CEO : MINI MBA PROGRAM



อาคารไยยยศสมบัติ ๓  
Jaiyossompati Building 3



# ADVANCE MODERN IT CEO (CONT.)



# OUR CSR

BOOK C2K





---

# QUESTIONS & ANSWERS

QUESTION & ANSWERS