



# **Opportunity day**

## **Q1/2015 Results Presentation**

**8<sup>th</sup> June 2015**

**At Stock Exchange of Thailand**

Presented by:

Sompong Phaoenchoke, MD.

Naiyana Prachotrattanakul, IR Mgr.

- **Company Profile**
- **Industry Overview**
- **Financial Review**
- **Outlook and Direction**



# Group Structure & Business

**Thai Rung Union Car Plc.**  
"TRU"  
-R&D, Auto Assembly  
-Pressed Metal Parts, Plastic Parts, Car Seat

## Subsidiary Companies

**Thai Rung Tools and Dies Co. Ltd.**  
"TRT"  
- Tooling (Dies/Jigs/CF)

94%

**Thai Auto Pressparts Co. Ltd.**  
"TAP"  
- Pressed Metal Parts

91%

**Thai V.P. Auto Service Co. Ltd.**  
"TVS"  
- After-sales Services & Spare Parts

94%

99.53%

**Thai Ultimate Car Co. Ltd.**  
"TUC"  
- Automotive, consulting & admin. services

## Associated Companies

**Thai Auto Conversion Co. Ltd.**  
"TAC" (JV. with Toyota group)  
- Special Purpose Vehicles

20%

**Delta Thairung Co. Ltd.**  
"DTC" (JV. with Delta Kogyo, Japan)  
- Seats & Seat Components

30%

**Kyowa Thairung Co. Ltd.**  
"KTR" (JV. with Kyowa Sangyo, Japan)  
- Parts & Cabin of Industrial Machinery and etc.

49%

**Trex Thairung Co. Ltd.**  
"TTR" (JV. with Trex group, Japan)  
- Truck body, dump truck, mixer truck and etc.

40%

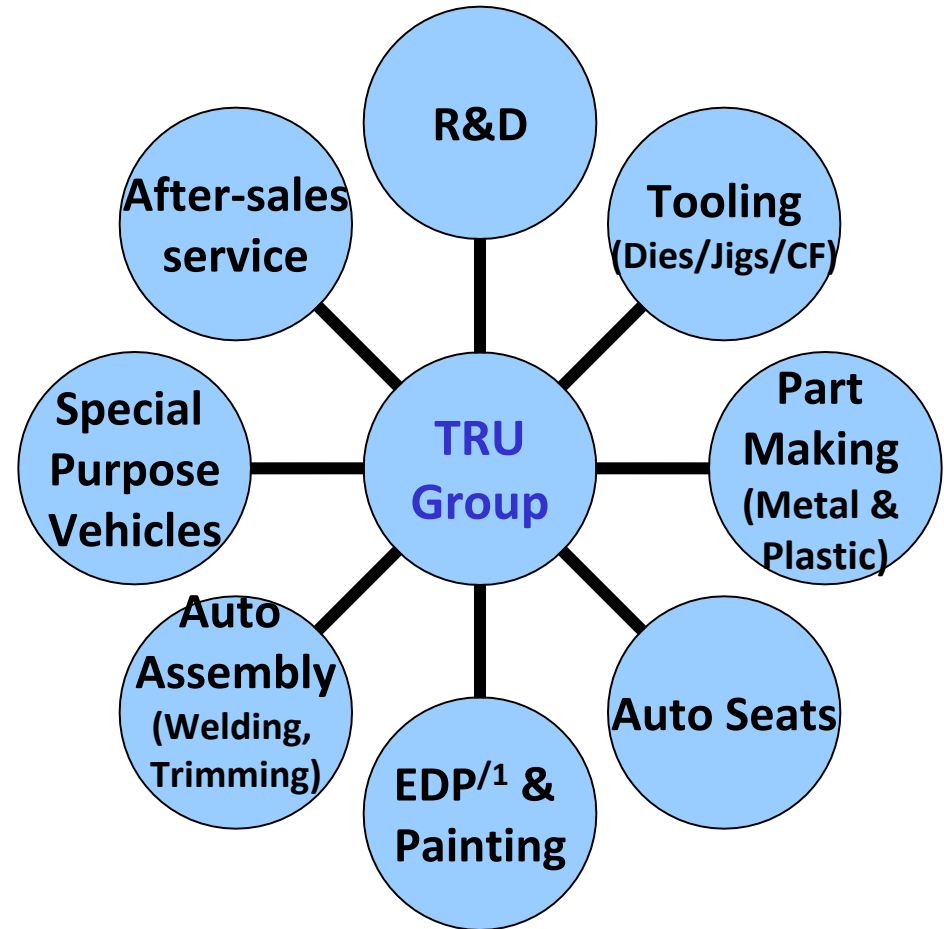
- Research & Development (R&D)
- Tooling (Dies/Jigs/CF<sup>1</sup>)
- Pressed metal parts & plastic parts
- EDP<sup>2</sup> & Painting
- Auto Assembly
- Seats
- After-sales service & Spare parts



Note : 1. CF = Checking Fixture

2. EDP = Electro Deposit Primer

- Comprehensive and integrated scope of work: from R&D, tooling, parts stamping, auto seats, EDP/<sup>1</sup> & painting, through to production of various kinds of vehicles and after-sale service.





- Own EDP<sup>1</sup> & paint shop with top quality to meet latest global standards for export
- Flexible production line can quickly adapt to customers' needs
- Leading producer of “flat deck” cargo boxes for pick-ups
- Specialist producer of pick-up based special purpose vehicles



MUV4<sup>2</sup> & Transformer



Note : 1. EDP = Electro Deposit Primer

2. MUV4 = Military Utility Vehicle 4WD



**THAIRUNG**

Total Revenues  
as of Q1/2015

57%

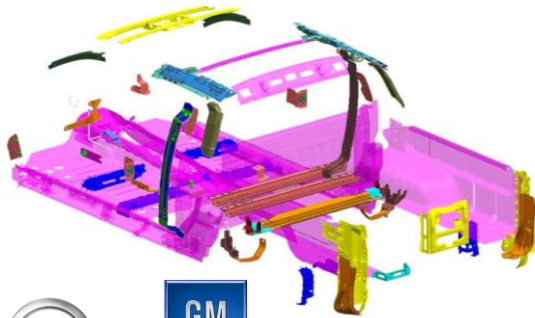
32%

5%

**Tooling & OEM Parts**

**Contract Assembly  
& Painting**

**Special Purpose Vehicles  
& Service centre**



**ISUZU**



**TOYOTA**



**MAZDA**



**VOLVO TRUCKS EMERSON**



**Kawasaki TRIUMPH**



**ISUZU**

**KOMATSU**

**KOBELCO**



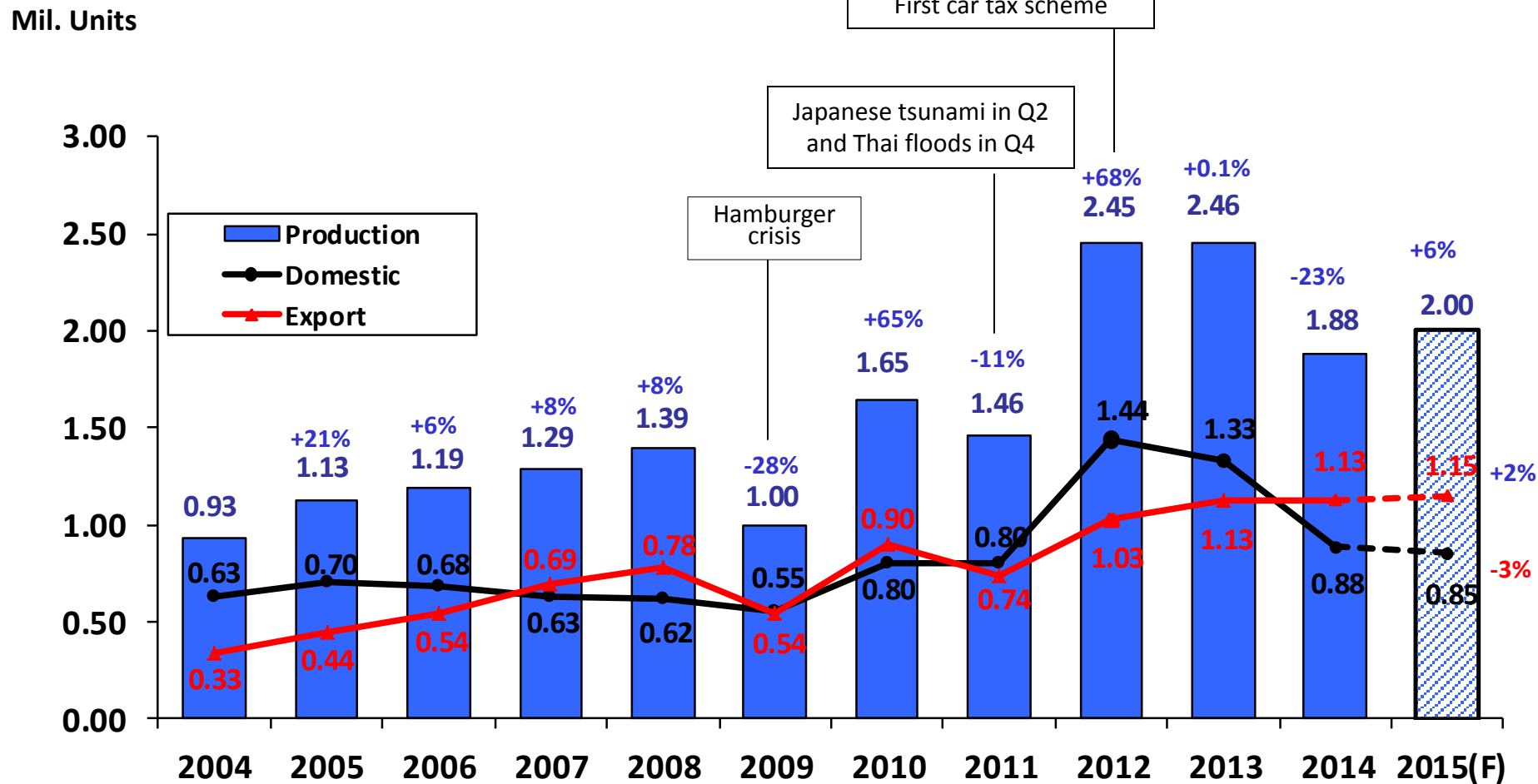
**CATERPILLAR®**



- **Company Profile**
- **Industry Overview**
- **Financial Review**
- **Outlook and Direction**

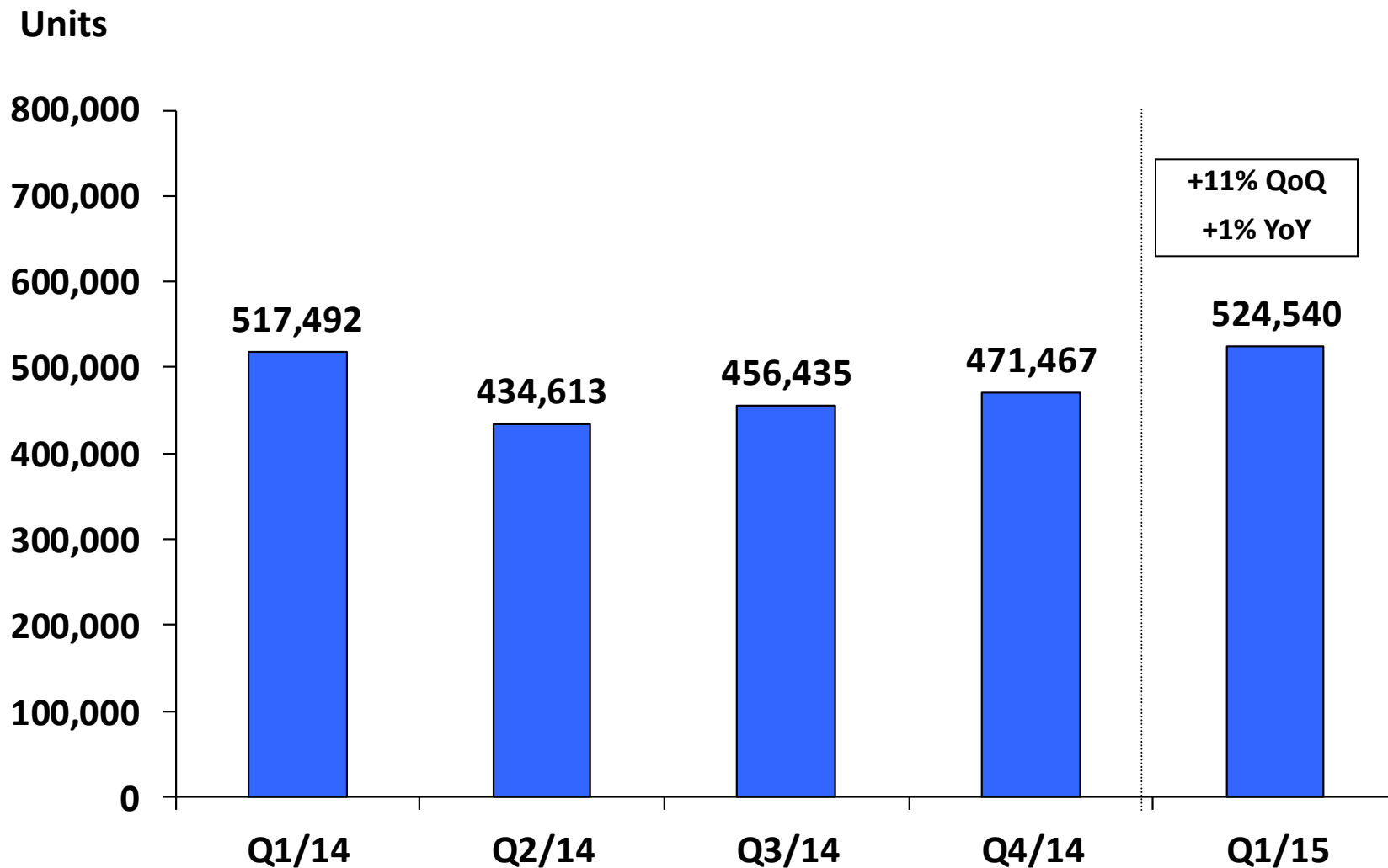


# Thai Auto Industry 2004-2015F



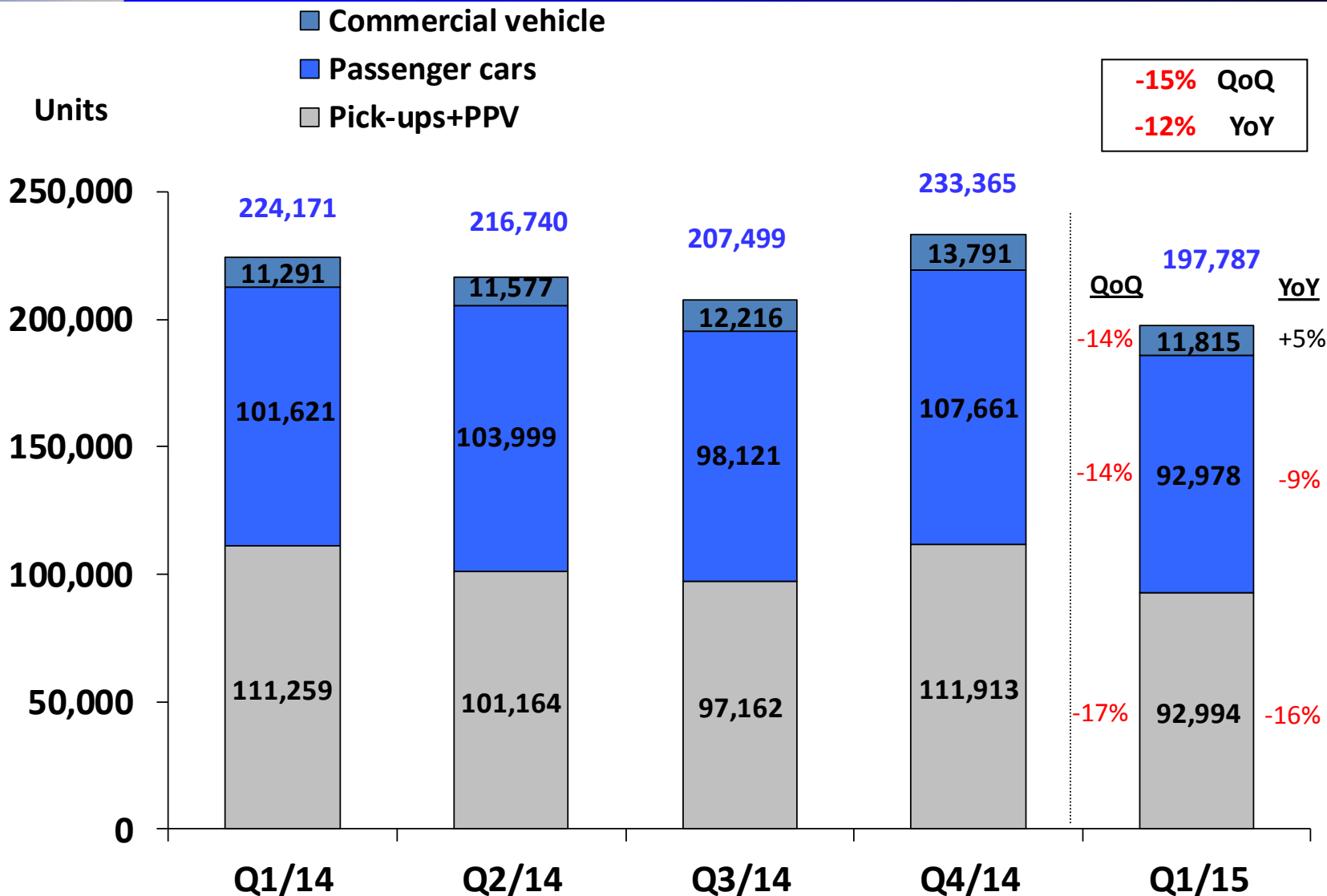
Source : - Year 2004-2015(F) The Federation of Thai Industries.

25 May 2015, FTI revised forecast Y.2015 from 2.15 mil. to 2 mil. units.





# Domestic Sales in Thailand Q1/2015

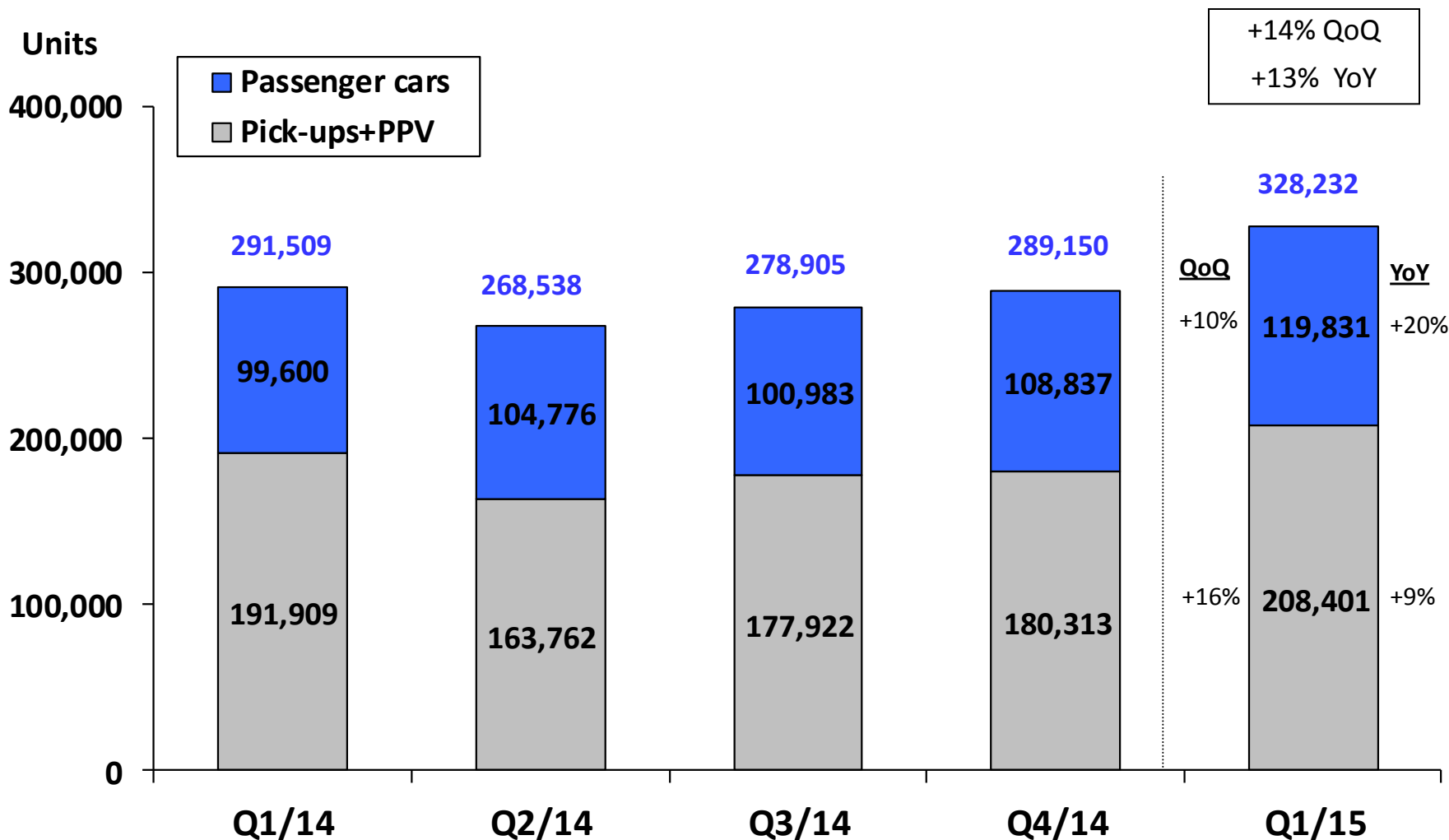


Source : - The Federation of Thai Industries

Note : - PPV = Pickup truck-based Passenger Vehicles

- Commercial vehicles = trucks, vans, buses

# CBU Exports Q1/2015



Source : - The Federation of Thai Industries

Note : - CBU = Complete y Built Up

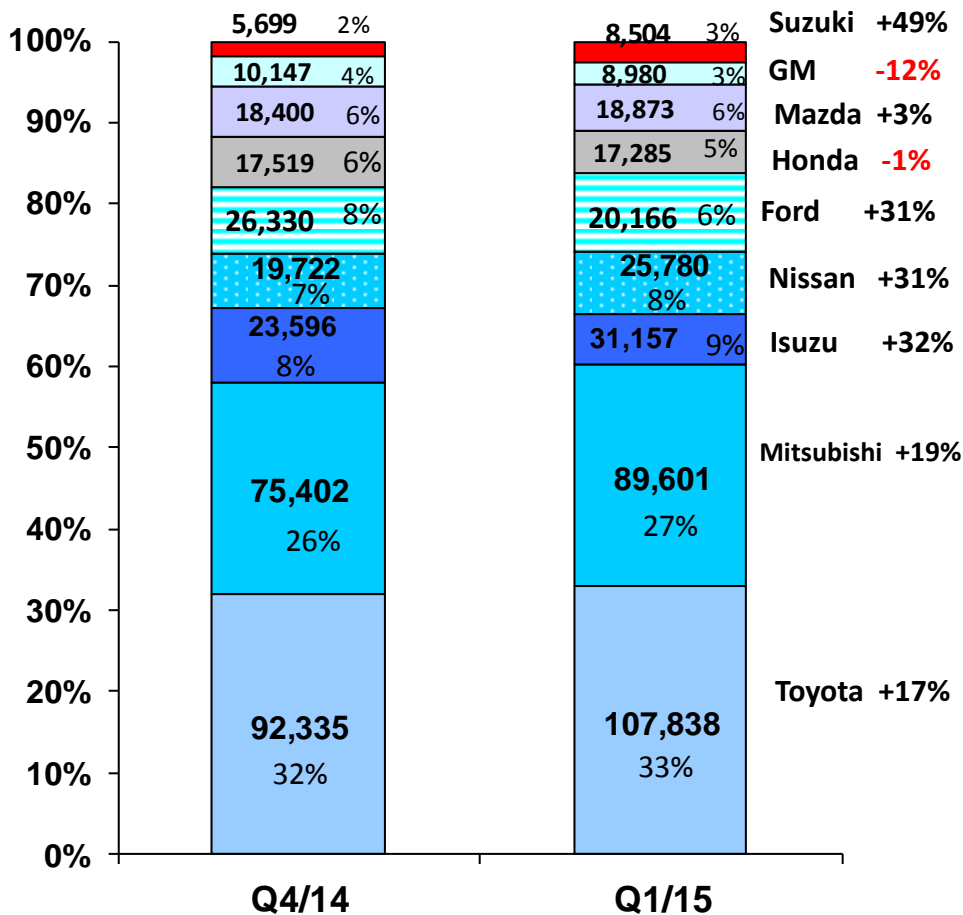
- PPV = Pickup truck-based Passenger Vehicles



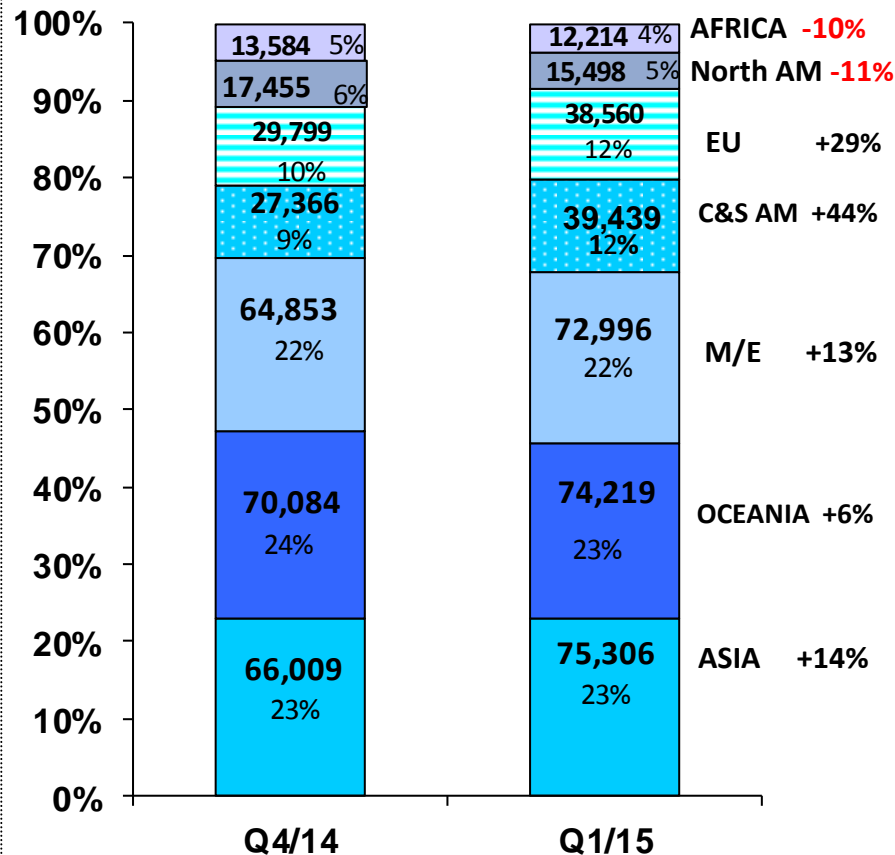
# CBU Exports Q1/2015

Q1/2015 = 328,232 units (+14% QoQ)  
 Q4/2014 = 289,150 units

## By Brand



## By Region



Source : - The Federation of Thai Industries  
 Note : - CBU = Completely Built Up

Source : - The Federation of Thai Industries  
 Note : C&S AM = Central & South America  
 OCEANIA = Australia, New Zealand and Other  
 M/E = Middle East



- **Company Profile**
- **Industry Overview**
- **Financial Review**
- **Outlook and Direction**

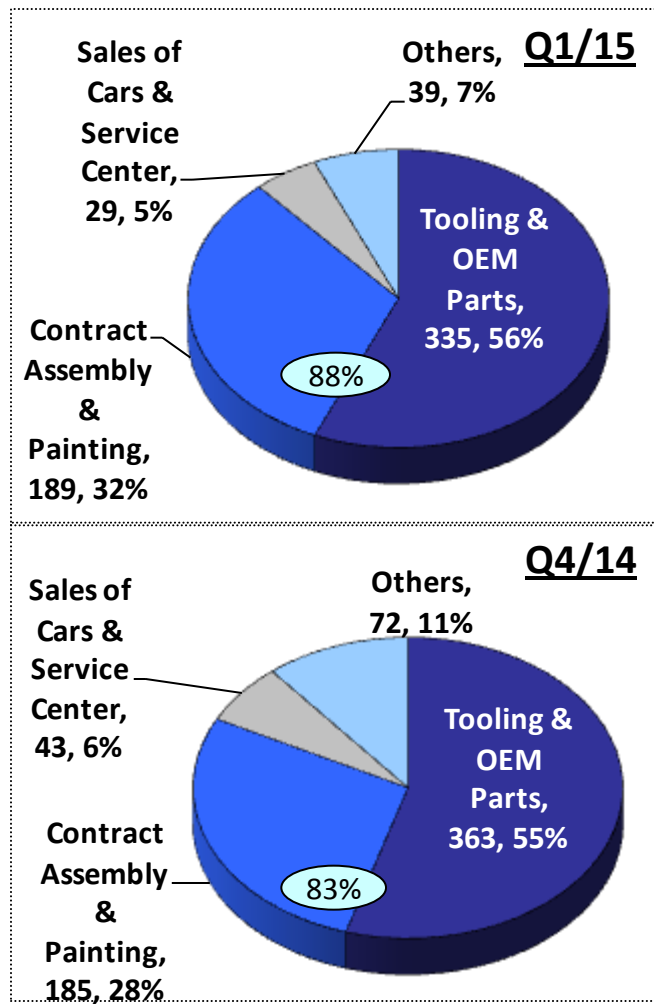
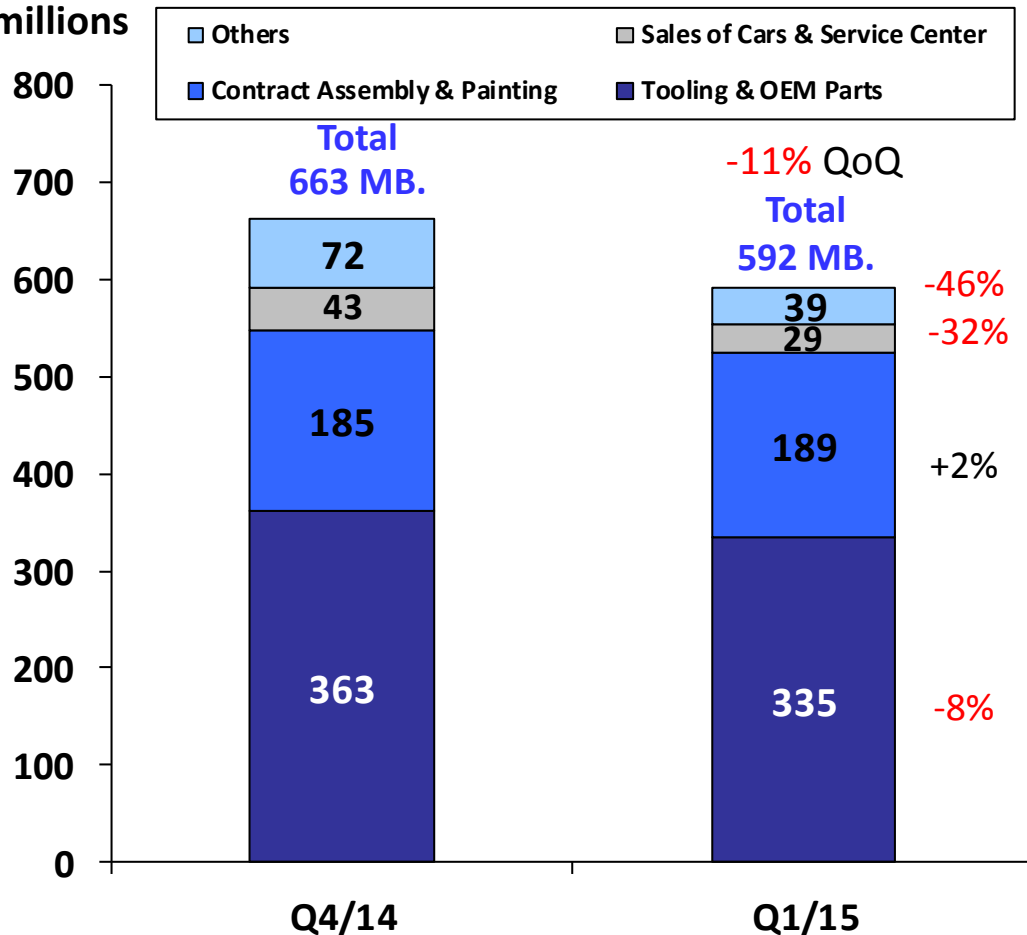


# Revenue Breakdown Q1/2015

Q1/2015 Total revenues Bt.592 million, -11 % QoQ.

- Revenues from Tooling & OEM Parts decreased by 8% QoQ, mainly from BU tooling.
- Sales of Cars decreased 32% and other incomes decreased by 46% QoQ, due to Q4/14 has special income .

Bt. millions



Note: 1. Tooling (Dies/Jigs/CF) & OEM Parts include GM, Nissan, Isuzu, Mitsubishi, Komatsu, Yanmar, Kawasaki, Triumph, Volvo truck etc..

2. Contract Assembly & Painting includes Flat deck, Komatsu, Kobelco, Yanmar, Vacuum, etc..

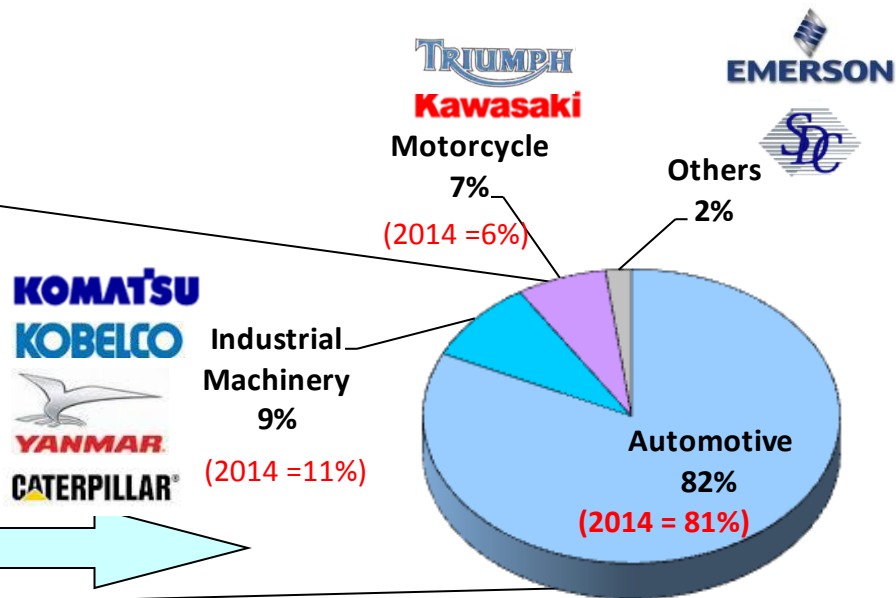
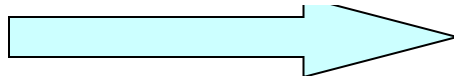
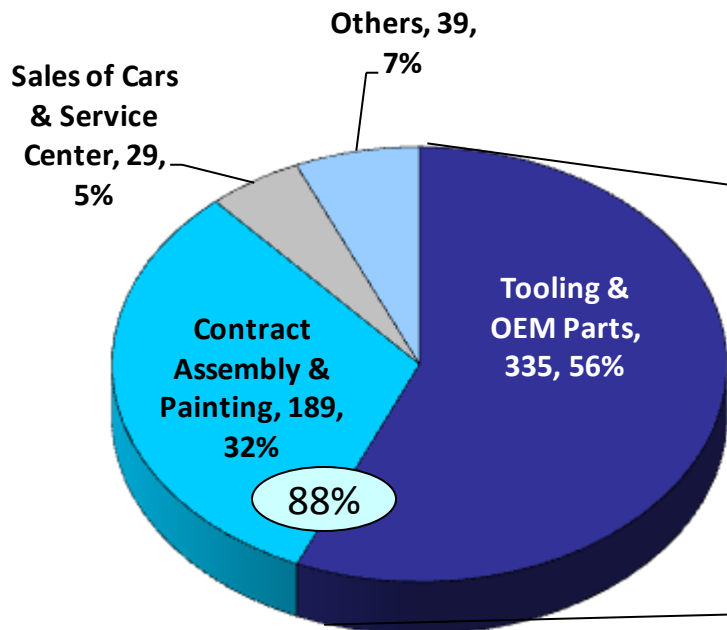
3. Other income includes interest, scrap sale, share of profit from investments in associated companies, etc.



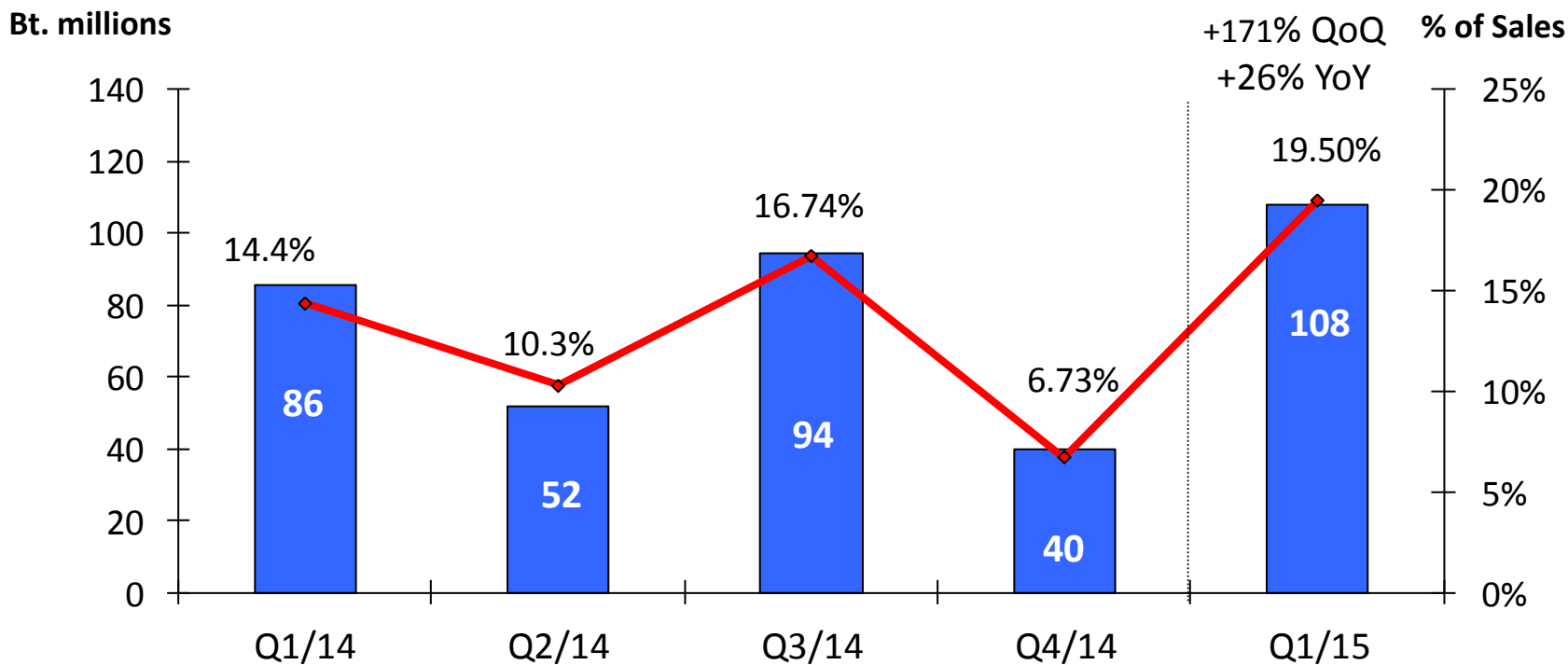
# Revenues Portfolio Q1/2015

**Q1/2015** Total revenues Bt.592 million, decreased by 11% QoQ from BU Tooling, Car and others income.

Breakdown of Tooling & OEM parts and Contract Assembly & Painting by customer sector.

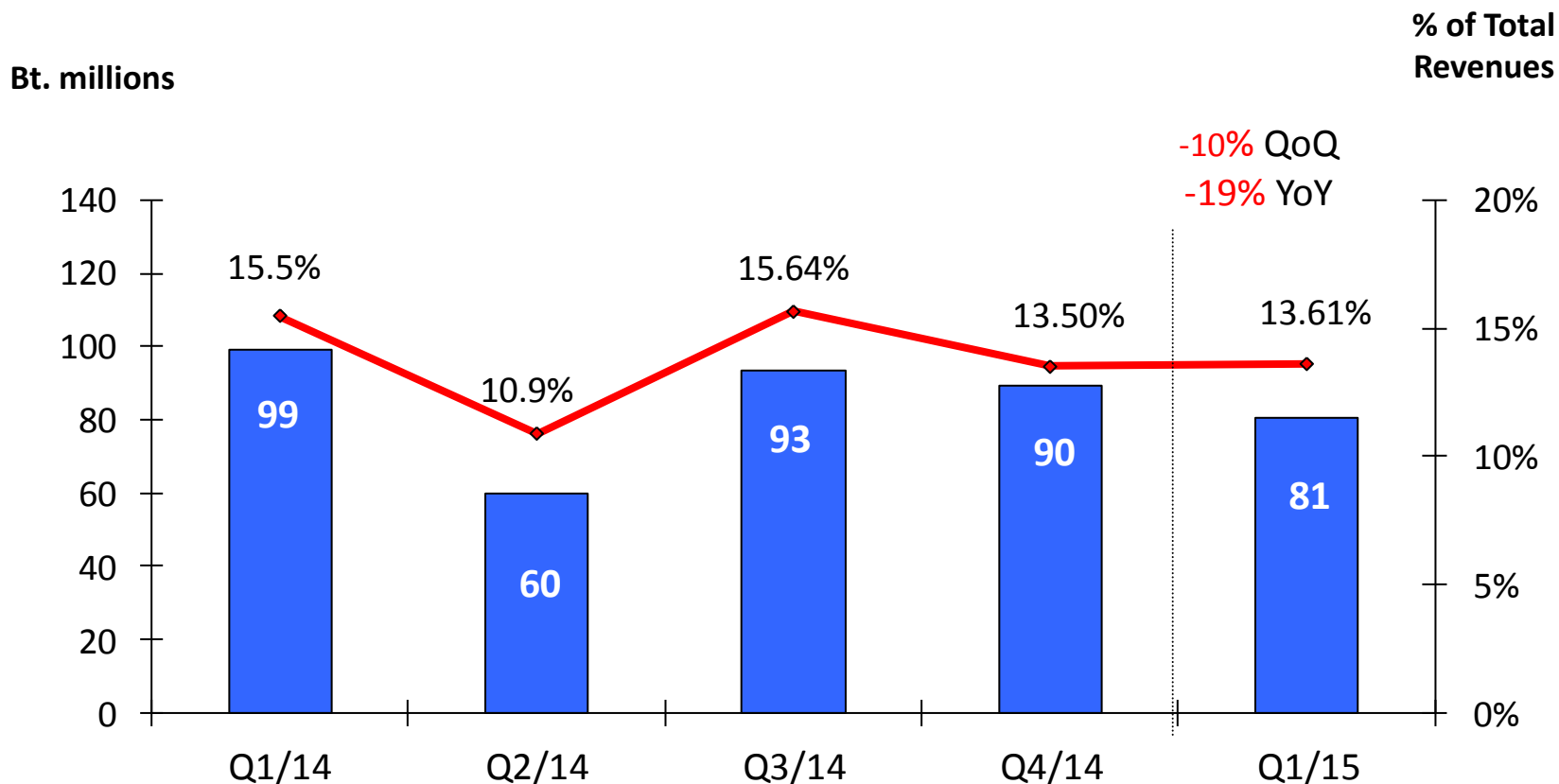


# Gross Profit



% Gross Profit = Gross profit / Sales and Service Income

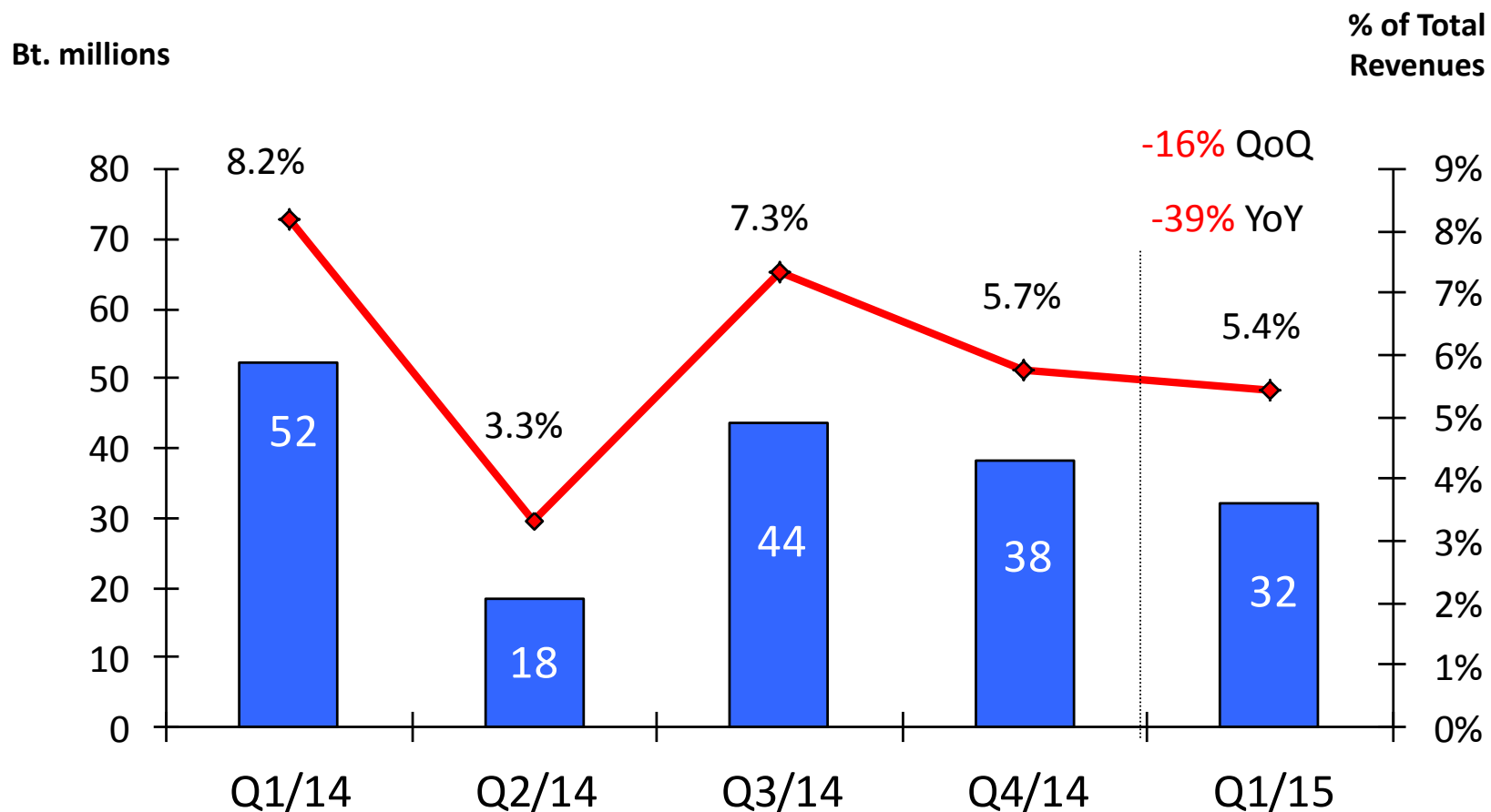
# EBITDA



EBITDA = Earning Before Interest, Tax, Depreciation & Amortization.  
 % EBITDA = EBITDA / Total Revenues



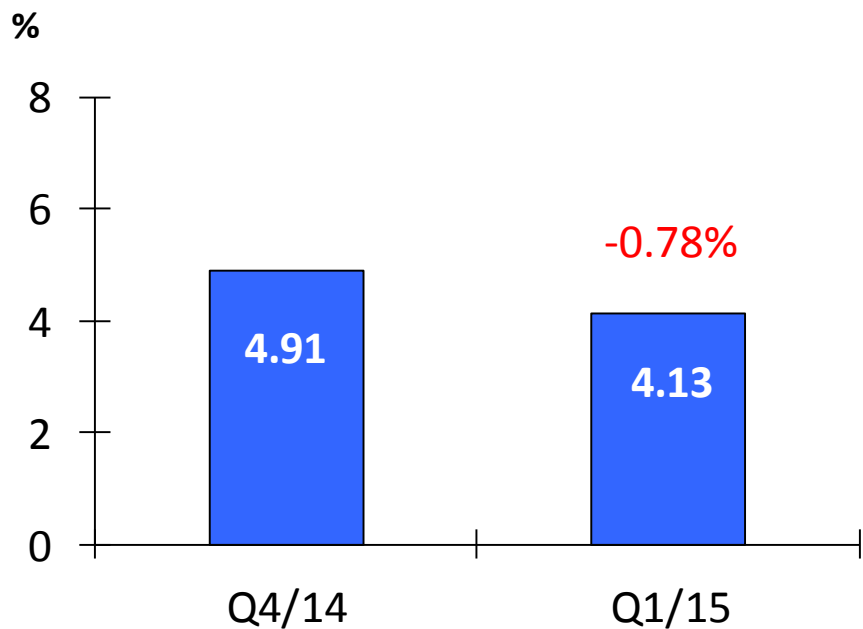
# Net Profit



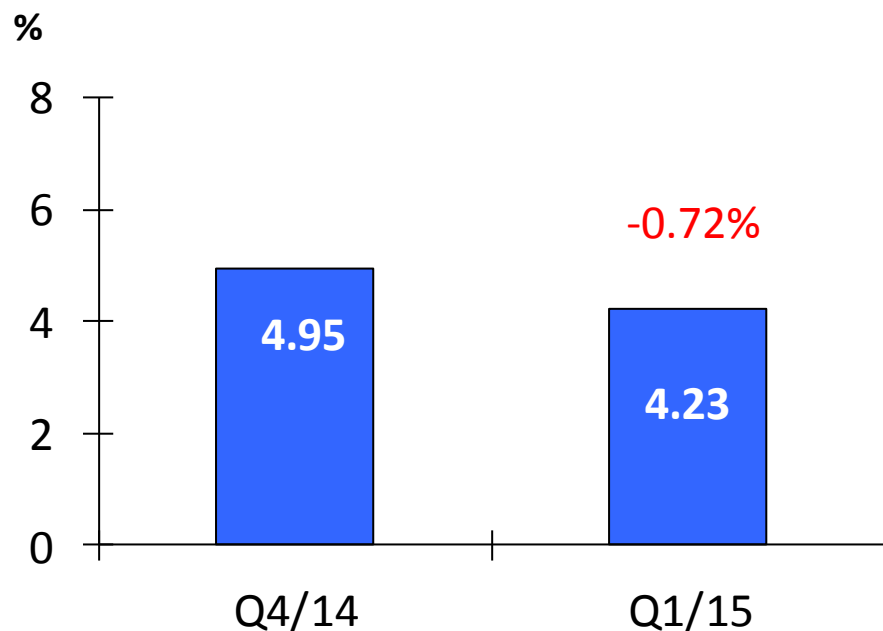
# Profitability Ratio

ROA slightly decreased due to EBIT was decreased by 20% .

ROE slightly decreased due to net profit decreased by 16%.



Return on Assets  
(ROA)



Return on Equity  
(ROE)

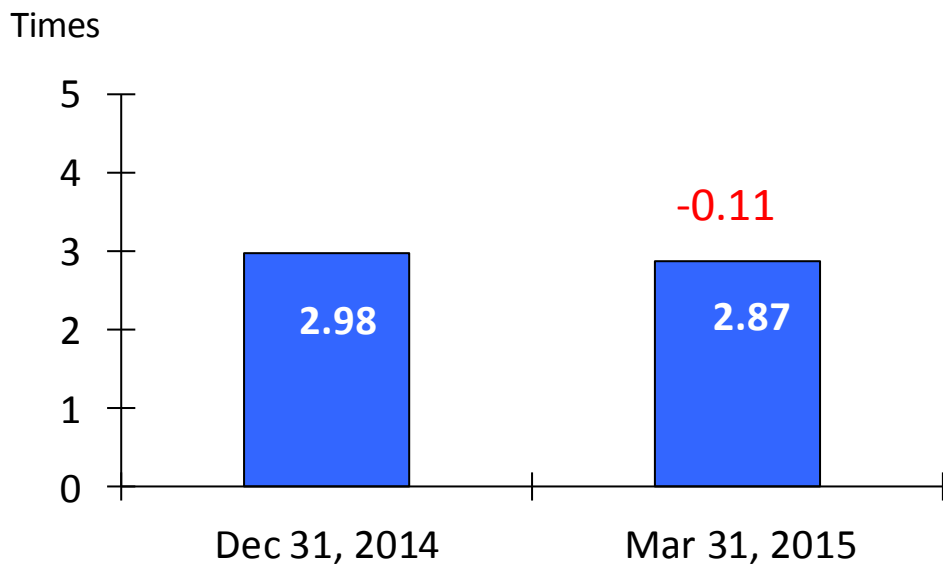
% ROA = EBIT / Average total assets

% ROE = Net profit attributable to equity holders of the company / Average major shareholders' equity.

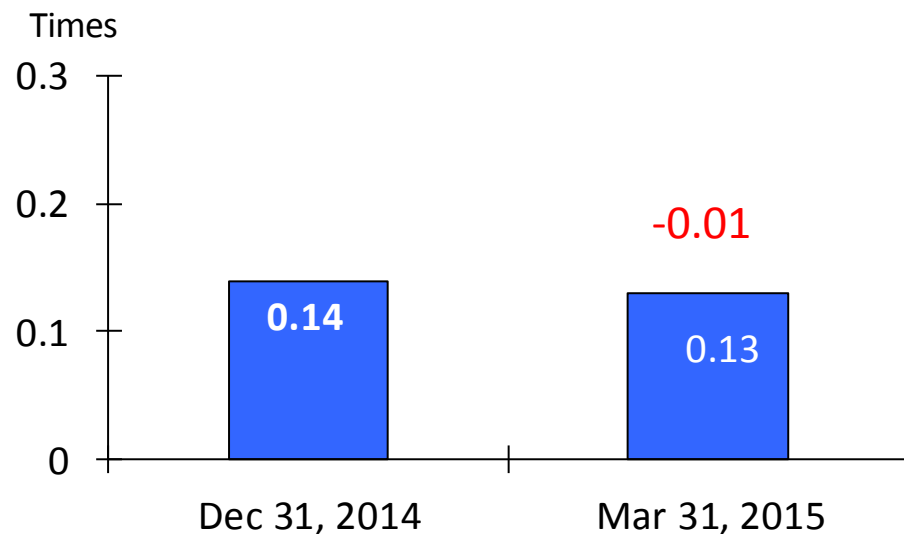


# Financial Ratios

As of Mar 31, 2015 Current assets decreased by 42 MB from December 31, 2014, mainly from decrease in Cash.



Current Ratio



Debt to Equity (D/E)

- **Company Profile**
- **Industry Overview**
- **Financial Review**
- **Outlook and Direction**



# Outlook and Direction - Tooling & OEM Parts

## Tooling

- Boost level of die and jig design and production for turn-key projects through alliance with foreign partner so as to be able to enter more overseas tenders.
- Build up a network of business alliances in Thailand to cater to the volume of new projects coming on stream, increase production capacity and be able to take on turn-key projects overseas.
- Completed installation new machinery to increase capacity and boost level of technology, which will attract increased parts production work for the Company.
- Seeking for the new customers such as Volvo truck, UD truck, Mahindra (India).

## OEM Parts

- Expand both metal and plastic parts making business to cater to increasing volumes of orders from automotive and other customers moving their production bases to Thailand.
- Focus on high added value parts such as those requiring large (2,000 tons) press machines and/or sub-assembly.
- The new parts factory in Rayong province already installed new press machines and automation system to increase the productivity.



- Top-level expert contract assembler for both semi and complete components, fully integrated painting and contract assembly of complete vehicles for various brands for export.
- Upgrade painting facility and equipment to increase production capacity, and developing vehicle assembly system to meet latest global standards to support customer demand
- Leading designer and fully integrated producer of pick-up “flat deck” cargo box for all brands of pick-up, for export worldwide.
- Expand business in industrial machinery as one stops service from part component, to complete cabin assembly. As we successful to established a new company “KYOWA THAIRUNG Co., Ltd.” (KTR), JV with Kyowa Sangyo Co., Ltd. (Japan) on April 2014.
  - Production at TRU
  - Got order from Komatsu and will expand customer base both domestic and export.



- May 2014, established a new company “Trex THAIRUNG Co., Ltd.” (TTR), JV with Kyokuto, Trex and Mitsiam, in order to expand product range especially in commercial vehicle trucks such as truck body, dump truck and dump full trailer, concrete mixer truck, refrigerator truck, bulk trailer and etc.
  - Locate at Amata City IE, Rayong, total area 53 Rais.
  - 4 September 2014 got approval from BOI.
  - January 2015 increase the company register capital from 300 MB. to 550 MB.
  - Construction of factory completed in May 2015 and start of trial production in Q3/2015.





## Outlook and Direction – Special Purpose Vehicles

- To develop special purpose vehicles based on pick-up trucks. Focus on niche market segment where automakers do not produce e.g. military vehicles for sale in the domestic market and with the aim of exporting to ASEAN and developing countries
- To expand the market for the TR transformer and have appointed ten new dealers throughout Thailand in the North, Northeast and in the South. And expand own showrooms at Phetkasem and Vibhavadi.
- Launching the new product “Transformer Max” 7-11 seats vehicles, in Bangkok International Motor Show in April 2015.
- Use our experience in R&D, body design and engineering to take on design work for various types of vehicles, building prototypes, making dies and jigs for auto makers and other business partners.
- Seek business alliances to develop various kinds of vehicles jointly, for export in both CBU and SKD form, particularly to ASEAN in view of advantageous AFTA duty regime.

# Questions & Answers