

# **2016 Annual General Meeting**

**Thai Steel Cable Public Company Limited**

**Tuesday 26<sup>th</sup> January, 2016  
10:00 a.m.**

# Agenda



- Agenda 1** To approve minute of 2015 Annual General Meeting (27/01/15)
- Agenda 2** To acknowledge performance of 2015
- Agenda 3** To approve Financial Statement for year ended September 30, 2015
- Agenda 4** To approve the legal reserve and dividend payment for year 2015
- Agenda 5** To approve the replacement of Directors to vacate and addition a new director
- Agenda 6** To approve the remuneration of Directors and Sub-committee for year 2016
- Agenda 7** To approve auditor appointment and audit fee of 2016
- Agenda 8** To consider others (if any)

## **Agenda 1**

**To approve the minute of 2015 Annual General Meeting**

# The Minute of 2015 AGM (27/01/15)



- Agenda 1** To approve minute of 2014 Annual General Meeting (28/01/14)
- Agenda 2** To acknowledge performance of 2014
- Agenda 3** To approve Financial Statement for year ended September 30, 2014
- Agenda 4** To approve the legal reserve and dividend payment for year 2014
- Agenda 5** To approve the replacement of Directors to vacate
- Agenda 6** To approve the remuneration of Directors and Sub-committee for year 2015
- Agenda 7** To approve auditor appointment and audit fee of 2015
- Agenda 8** To consider others (if any)



























## **Agenda 2**

**To acknowledge the performance of 2015**

# Production history



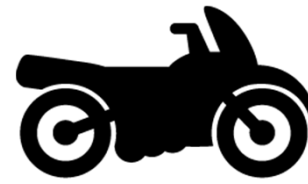
Thai Steel Cable PCL  
Total output  
1,000 units

2016(F)		2,000	▲(+4% YoY)		1,700	■ (0% YoY)
2015(F)		1,930	▼(-8% Forecast) ▲(+3% YoY)		1,700	▼(-15% Forecast) ▼(-8% YoY)
2014		1,880			1,843	
2013	 	2,457		 	2,218	
2012	 	2,454		 	2,606	
2011		1,458		 	2,043	
2010		1,645		 	2,025	
2009		999			1,634	
2008		1,394			1,907	
2007		1,287			1,647	

Source : The Federation of Thai Industries as of 30<sup>th</sup> December, 2015

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# Performance 2015








<b>Sales share</b>	<b>71%</b>	<b>12%</b>	<b>12%</b>
<b>Production</b> (million pcs)	<b>29</b>	<b>8</b>	<b>1</b>
<b>Market share</b>	<b>70%</b>	<b>80%</b>	<b>15%</b>

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# Performance 2015



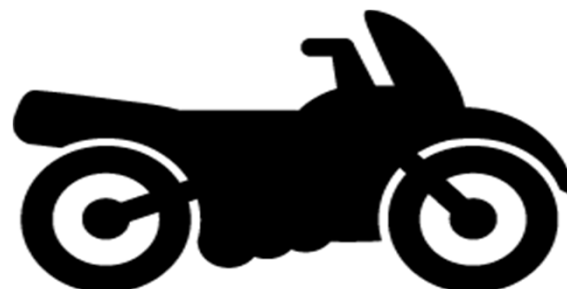
Rank Previous	Rank Present	Customer	MB	YoY %
1	1		432.44	(-15.47)
2	2		365.24	10.40
3	3		341.22	20.64
6	▲ 4		214.02	15.40
4	▼ 5		194.38	(-18.39)





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# Performance 2015



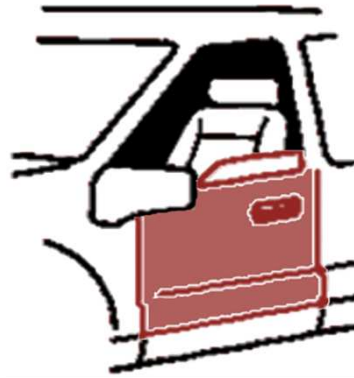
Thai Steel Cable PCL







Rank		Customer	MB	YoY %
Previous	Present			
1	1		218.41	(-17.28)
4	▲ 2		35.57	(-0.17)
2	▼ 3		32.83	(-25.40)
3	▼ 4		26.34	(-26.30)

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# Performance 2015



Rank		Customer	MB	YoY %
Previous	Present			
1	1	 <b>HONDA</b>	<b>196.11</b>	<b>1.74</b>
2	2	 <small>A Ford and Mazda Joint Venture ... INNOVATION</small>	<b>103.93</b>	<b>465.85</b>
4	▲ 3	 <b>NISSAN</b>	<b>23.45</b>	-
3	▼ 4	 <b>SUZUKI</b>	<b>15.33</b>	<b>330.76</b>

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# Performance 2015



Rank		Customer	2015	2014	YoY	
Previous	Present				MB	%
2	▲ 1	Honda	537.33	475.59	61.74	12.98%
3	▲ 2	Auto Alliance	469.17	349.21	119.96	34.35%
1	▼ 3	Toyota	432.44	511.60	(-79.16)	(-15.47%)
4	4	Thai Honda	218.41	264.24	(-45.84)	(-17.35%)
7	▲ 5	Isuzu Motors	214.02	185.46	28.56	15.40%
6	6	Nissan	204.61	199.51	5.09	2.55%
5	▼ 7	Mitsubishi Motors	194.38	238.19	(-43.81)	(-18.39%)
12	▲ 8	Suzuki	52.88	31.99	20.89	65.31%
9	9	Hino	39.34	39.68	(-0.34)	(-0.86%)
11	▲ 10	Thai Suzuki Motor	35.57	35.63	(-0.06)	(-0.17%)
		Others	429.97	400.76	29.21	7.29%
		Total	2,828.12	2,731.86	96.26	3.52%

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# Performance 2015



**TSCC** **ต่อต้าน**  
  
**คอร์รัปชัน**

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Thai Steel Cable PCL

## **Agenda 3**

**To approve Financial Statements for year ended  
September 30<sup>th</sup>, 2015**

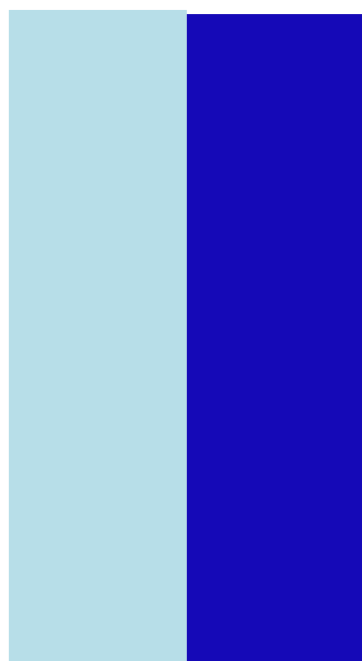
# Financial Statement 2015



▼ 18.27 (-0.64%)

(Unit : MB)

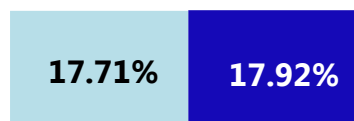
2,846.39 2,828.12



Net Sales

▲ 2.82 (0.56%)

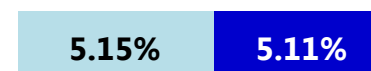
504.09 506.91



Gross Profit

▼ 2.01 (-1.37%)

146.45 144.44



Net Profit

■ Plan 2015

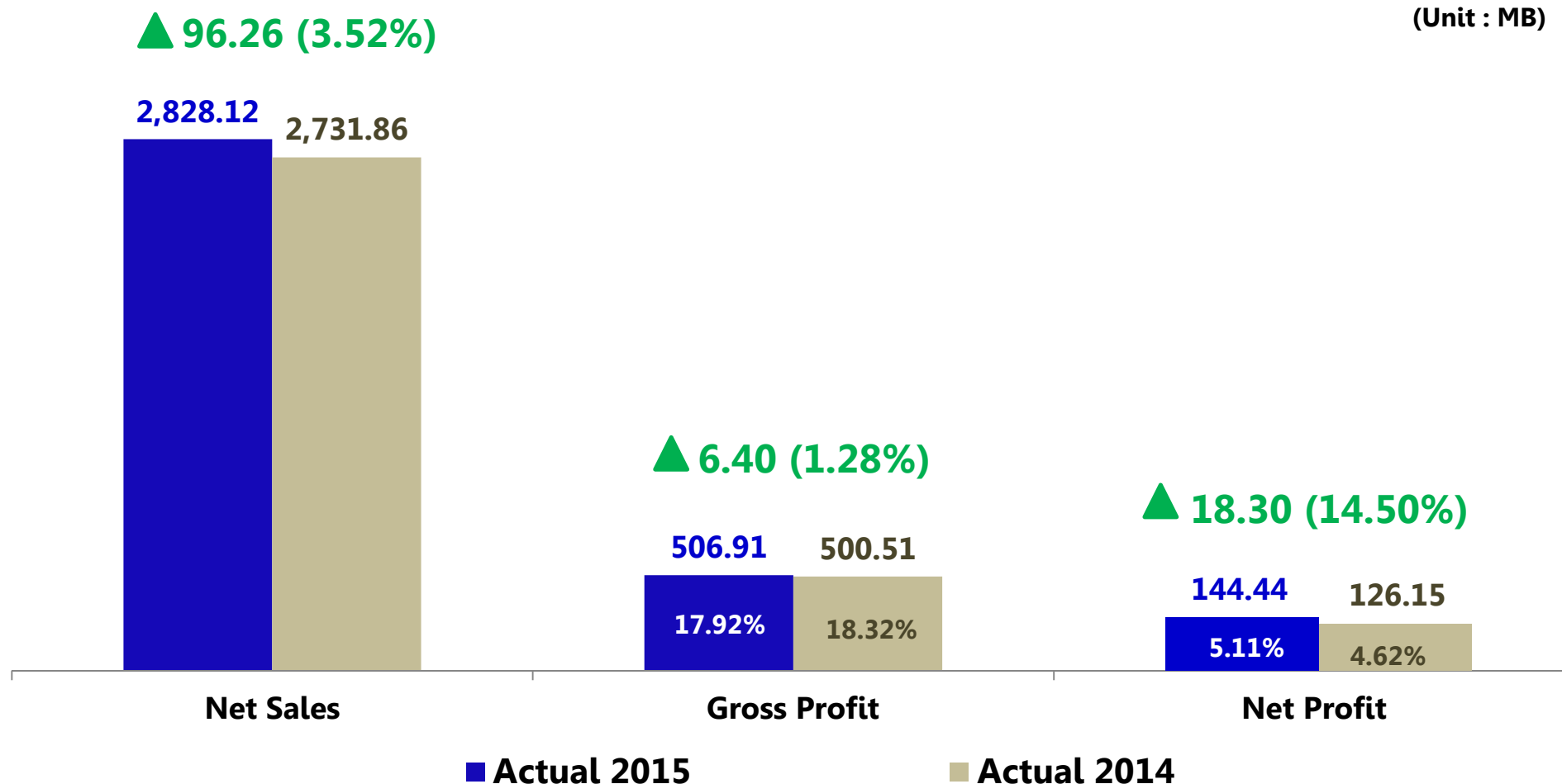
■ Actual 2015

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# Financial Statement 2015



(Unit : MB)



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# Financial Statement 2015



Thai Steel Cable PCL

Assets	2015		2014		Variance	
	MB	%	MB	%	MB	%
Current Assets	1,377.64	49.37%	1,231.86	45.61%	145.78	11.83%
Non-Current Assets	1,412.89	50.63%	1,469.08	54.39%	(-56.19)	(-3.82%)
Total assets	2,790.53	100.00%	2,700.94	100.00%	89.59	3.32%

Liabilities & Shareholders' Equity	2015		2014		Variance	
	MB	%	MB	%	MB	%
Current liabilities	1,074.22	38.50%	959.18	35.51%	115.04	11.99%
Non-Current liabilities	66.32	2.38%	54.36	2.01%	11.96	22.00%
Total Liabilities	1,140.54	40.87%	1,013.54	37.53%	127.00	12.53%
Total Shareholders' equity	1,649.99	59.13%	1,687.40	62.47%	(-37.42)	(-2.22%)
Total Liabilities & Shareholders' Equity	2,790.53	100.00%	2,700.94	100.00%	89.59	3.32%

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# Financial Statement 2015 (MD&A)



Thai Steel Cable PCL

<b>Unit : Million Baht</b>	<b>2013</b> At Sep 30,13	<b>2014</b> At Sep 30,14	<b>2015</b> At Sep 30,15
Current asset	1,262.04	1,231.86	<b>1,377.64</b>
Total Assets	2,615.87	2,700.94	<b>2,790.53</b>
Current Liabilities	849.47	959.18	<b>1,074.22</b>
Total liabilities	924.72	1,013.54	<b>1,140.55</b>
Total equity	1,691.15	1,687.40	<b>1,649.99</b>

<b>Ratio</b>	<b>2013</b> (Oct 1,12 - Sep 30,13)	<b>2014</b> (Oct 1,13 - Sep 30,14)	<b>2015</b> (Oct 1,14 - Sep 30,15)
Gross Profit Ratio	19.54%	18.32%	<b>17.92%</b>
ROE	19.39%	7.48%	<b>8.75%</b>
Current Ratio	1.49	1.28	<b>1.28</b>
Debt/Equity Ratio	0.55	0.60	<b>0.69</b>

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# Financial Statement 2015 (MD&A)



Thai Steel Cable PCL

Unit : Million Baht	2013 (Oct 1,12 - Sep 30,13)	% on sale	2014 (Oct 1,13 - Sep 30,14)	% on sale	2015 (Oct 1,14 - Sep 30,15)	% on sale
Revenue from sales	3,655.87	100.00%	2,731.86	100.00%	2,828.12	100.00%
Cost of goods sold	-2,941.50	-80.46%	-2,231.35	-81.68%	-2,321.21	-82.08%
Selling & Administrative expenses	-361.22	-9.88%	-359.33	-13.15%	-345.11	-12.20%
Finance cost	-9.70	-0.27%	-14.56	-0.53%	-16.00	-0.57%
Income tax	-9.42	-0.26%	-0.47	-0.02%	-1.36	-0.05%
Gain (loss) on change estimate the actuarial	-6.11	-0.17%	-	-	-	-
Total comprehensive income	327.92	8.97%	126.15	4.62%	144.44	5.11%

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## **Agenda 4**

**To approve the legal reserve and  
dividend payment for year 2015**

# Legal reserve & Dividend Payment 2015



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Details of Payment	2013	2014	2015
Net Profit (MB)	327.92	126.75	144.44
Number of Share (Million Shares)	259.80	259.80	259.80
Total Dividend Payment (baht per share)	0.80	0.50	0.50
Total Dividend Amount (MB)	207.84	129.90	129.90
Dividend Payout Ratio (%)	63.38	102.48	89.93

**Remark :** Dividend policy is to pay by yearly at not less than 25% of net profit after deduction of legal reserve.

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# Legal reserve & Dividend Payment 2015



## Dividend Payment schedule

<b>Record date</b>	<b>3<sup>rd</sup> February, 2016</b>
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<b>Book Closure date</b>	<b>4<sup>th</sup> February, 2016</b>
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<b>Dividend Payment date</b>	<b>25<sup>th</sup> February, 2016</b>
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## **Agenda 5**

**To approve the replacement of Directors to vacate  
and addition a new director**

# Replacement of Directors to vacate



Thai Steel Cable PCL

Name		Position	Vacate
1. Mr. Thaveechat	Jurangkool	Director	<b>29<sup>th</sup> January, 2016</b>
2. Mr. Kornkrit	Jurangkool	Director	
3. Mr. Apinan	Na Ranong	Independent Director Audit Committee, Nomination and Remuneration Committee, Corporate Governance Committee	

# Addition a new director



Name		Position	Effective
1. Mr. Veerawat	Korphaibool	Independent Director	27 <sup>th</sup> January, 2016

# Replacement of Directors to vacate



**Director**

## Mr. Thaveechat Jurangkool

1. Date of Appointment  
- April 2, 2005
2. Number of years in office  
-10 years
3. Directorship /Management in Business with potential conflict of interest.  
-None-
4. Meeting attendance in 2015/total meetings  
- Board of director meeting : 3/6
5. Type of director that propose  
- Director who is not management

# Replacement of Directors to vacate



**Director**

## Mr. Kornkrit Jurangkool

1. Date of Appointment  
- November 13, 2008
2. Number of years in office  
-7 years
3. Directorship /Management in Business with potential conflict of interest.  
-None-
4. Meeting attendance in 2015/total meetings  
- Board of director meeting : 4/6
5. Type of director that propose  
- Director who is not management

# Replacement of Directors to vacate



Thai Steel Cable PCL



**Independent Director**

**Audit Committee**

**Nomination & Remuneration Committee**

**CG Committee**

## Mr. Apinan Na Ranong

1. Date of Appointment  
- April 2, 2005
2. Number of years in office  
-10 years
3. Directorship /Management in Business with potential conflict of interest.  
-None-
4. Meeting attendance in 2015/total meetings  
- Board of director meeting : 6/6  
- Audit Committee meeting : 5/5  
- Nomination & Remuneration Committee meeting : 3/3  
-Corporate Governance Committee : 3/3
5. Type of director that propose  
- Independent Director

# Addition a new director



**Mr. Veerawat  
Korphaibool**

**Independent director**

**(Age : 47)**

Education	Training		Related TSC	
	IOD	Others	Shareholding	Relationship
M.A., Business Administration, University of New Haven, U.S.A	<ul style="list-style-type: none"> <li>- Director Accreditation Program, class 13/2004</li> <li>- Director Certification Program, class 151/2011</li> <li>- Financial Statements for Directors, class 14/2011</li> </ul>	<ul style="list-style-type: none"> <li>- TLCA Executive Development Program #12</li> </ul>	None	None

# Addition a new director



Thai Steel Cable PCL



**Mr. Veerawat  
Korphaibool**

**Independent director**

**(Age : 47)**

Work Experiences in Late 5 Years			
Time	Position	Company	Business
Listed Company			
2000 – Present	Director	Thai Storage Battery PCL.	Manufacturer and distributor of batteries.
2013 - Present	Vice Chairman of BOD		
	Vice President – Marketing and Sales		
General Company			
2003 - Present	Director	3K Products Co., Ltd.	Dealer of battery for vehicles, golf cart, motorcycle and lighting.
2010 – 2014	Senior Vice President		
2015 – Present	Chief Executive Officer		
2000 – Present	Director	Thai Nonferrous Metal Co., Ltd.	Manufacturer of lead melting.
2008 – Present	Director	3K Traction Battery Co., Ltd.	Manufacturer and distributor of metal. Sell and provide rentals and maintenance service of battery repair.
2010 – Present	Director	Power Plas Co., Ltd.	Manufacturer and distributor of all types of plastic.

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## **Agenda 6**

**To approve the remuneration of Directors  
and Sub-committee for year 2016**

# Remuneration of Directors & Sub-committee 2016



ble PCL

Remuneration of Directors and Sub-committee	2014	2015	2016
<b>1. Annual remuneration</b> at totaling not more than (MB)	6.0	6.0	<b>6.0</b>
<b>1.1 Meeting fee</b> (per attendance) • Chairman of director • Director, sub-committee*	35,000 25,000	35,000 25,000	<b>35,000</b> <b>25,000</b>
<b>1.2 Director bonus</b> at 1.5% of dividend paid from annual performance.	1.50% of 2013	1.50% of 2014	<b>1.50% of 2015</b>
<b>2. Other benefits</b>	None	None	reimbursement in case of resignation / out of position

**Remark :** \*The Sub-committee comprised of Audit Committee, Nomination and Remuneration Committee, Corporate Governance Committee, and Risk Management Committee.

Note that all members of Risk Management Committee are the management team and decline to receive the meeting fee.

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# Remuneration of Directors & Sub-committee 2016



## Reimbursement in case of resignation / out of position

**The Director must serve the position at least  
10 consecutive calendar years.**

**Once the Director is resigned or out of position, the  
payment will be made in 30 days from the effective date.**

**Remuneration:  
(annual revenue / 12) x service years (maximum 20)**


## **Agenda 7**

**To approve auditor appointment and audit fee of 2016**

# Auditor appointment & audit fee 2016



Thai Steel Cable PCL

Auditor	Year	Certified Public Accountant No.	Company	Remuneration (Baht)		Remuneration (Baht)
				2015		2016
1. Mr. Khitsada Lerdwana	3 <sup>rd</sup>	4958		Annual Audit 620,000		<b>Annual Audit 635,000</b>
				Quarter Review 480,000		<b>Quarter Review 480,000</b>
				BOI (2 – 4) 225,000		<b>BOI (3 – 5) 240,000</b>
2. Ms. Vissuta Jariyathanakorn	3 <sup>rd</sup>	3853				
3. Ms. Ponnard Paocharoen	2 <sup>nd</sup>	5238		Total 1,325,000		<b>Total 1,355,000</b>
						<b>▲ 30,000 (2.26%)</b>

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## **Agenda 8**

**To consider others (if any)**

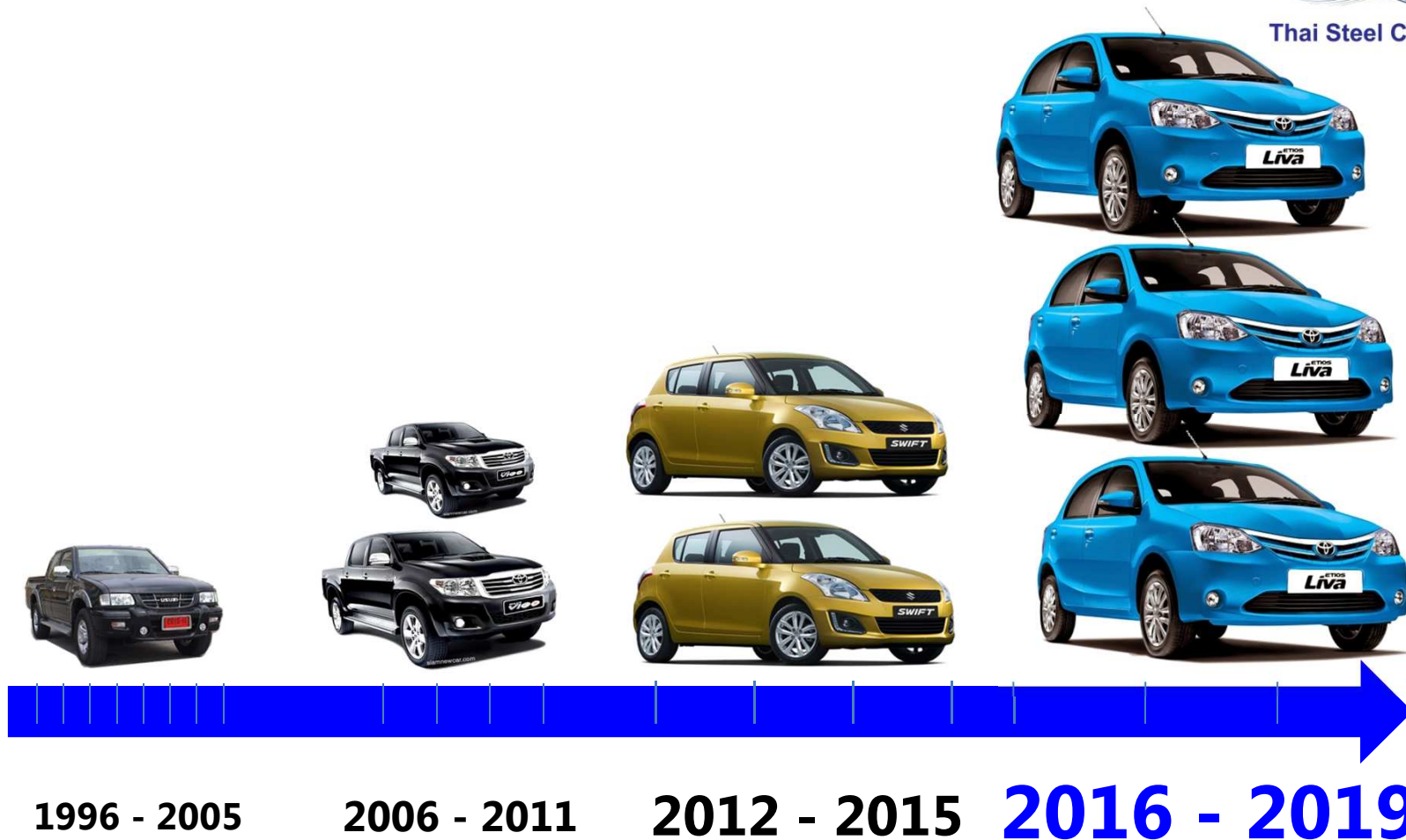




Thai Steel Cable PCL

## Thai Automotive biz outlook

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# Automobile



 = 1 million units  
 = 0.5 million units

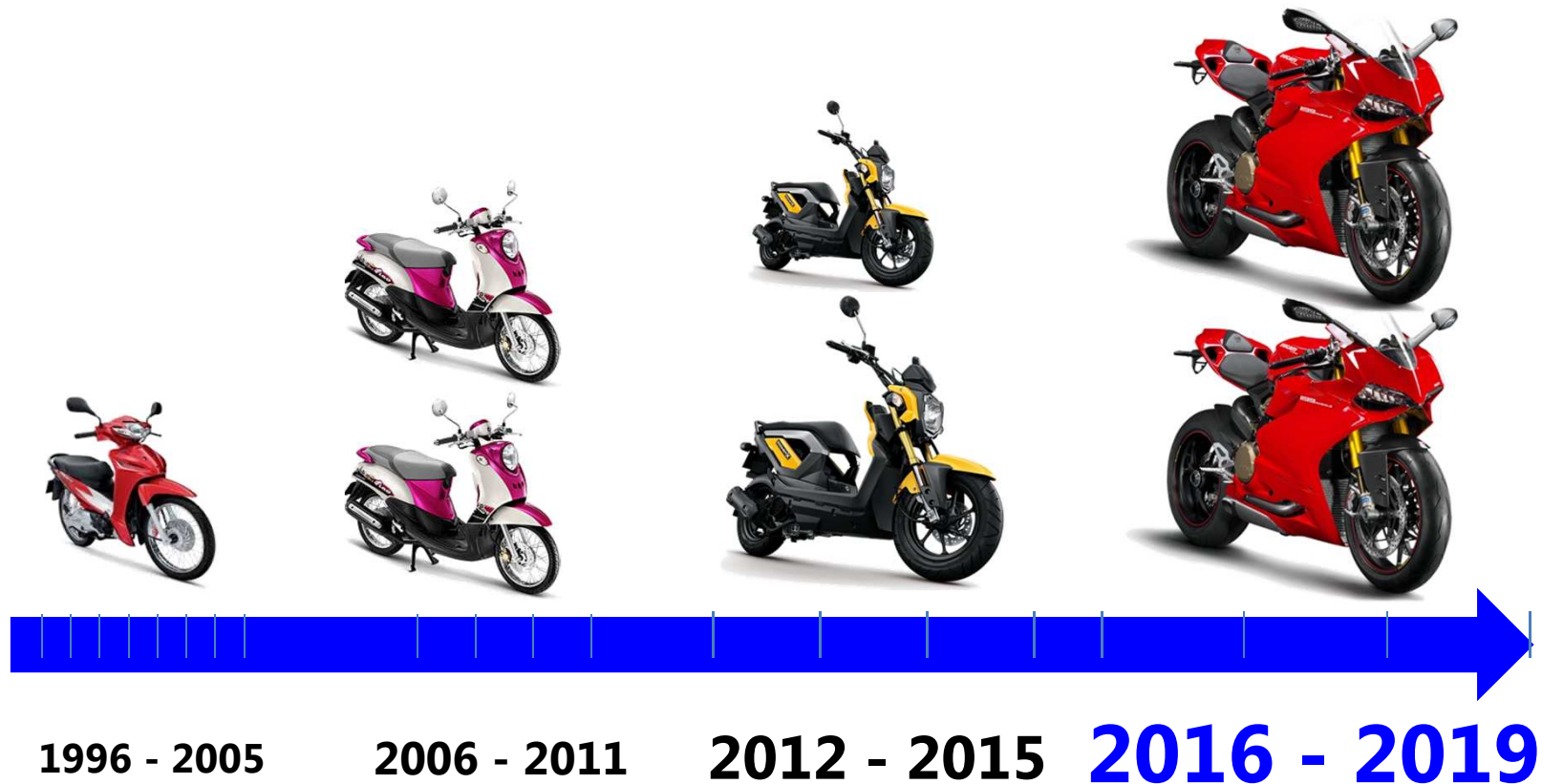
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# EcoCAR2

PLUGGING IN TO THE FUTURE



# Motorcycle



 = 1 million units  
 = 0.5 million units

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## Customer news



Thai Steel Cable PCL



**HONDA**



## New Plant

@Prachinburi (Line 3)

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# Customer news



Thai Steel Cable PCL



*500 rai*

## Testing lane

@Prachinburi

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## Customer news



Thai Steel Cable PCL



## New line Mazda CX-3

@Rayong

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## Customer news



Steel Cable PCL



# Capacity expansion 100%

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# Customer news



## Addition warehouse

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## Customer news



Thai Steel Cable PCL



# GPX - Thai Brand

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***Power lift gate : Strut type PLG***



## *Window Regulator*

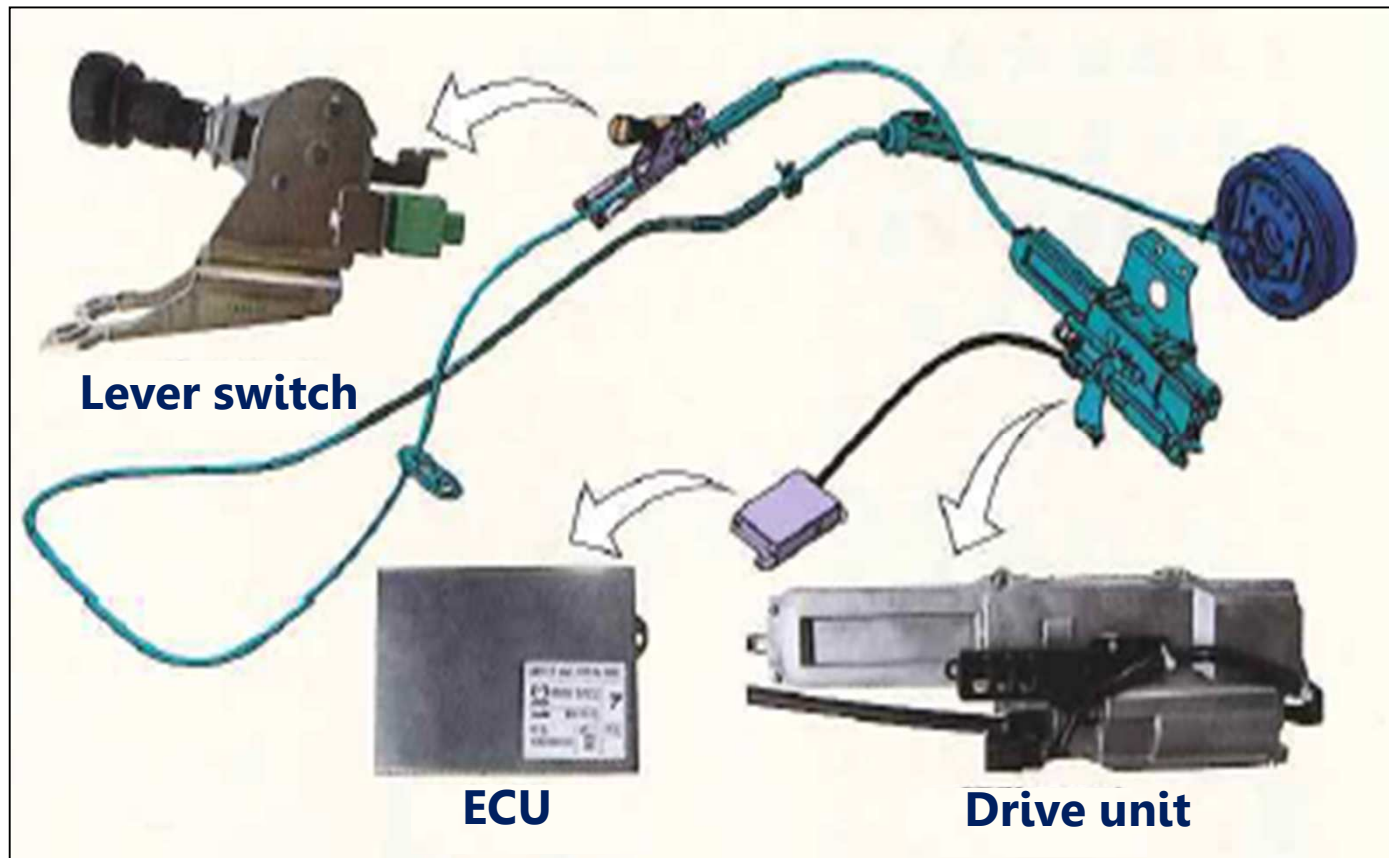
### Rail-less



### Light weight



## ***Electronics Parking Brake System***



***One touch automatic seat cushion***



# R&D

# Cooperation





## การออกแบบผิวเคลือบบนพลาสติก ABS



คุณสมบัติ

ผิวพลาสติกแข็งแรงขึ้น

ใช้แทนเหล็ก  
ในการสร้าง Jig & Tooling



ประโยชน์

ลดเวลา

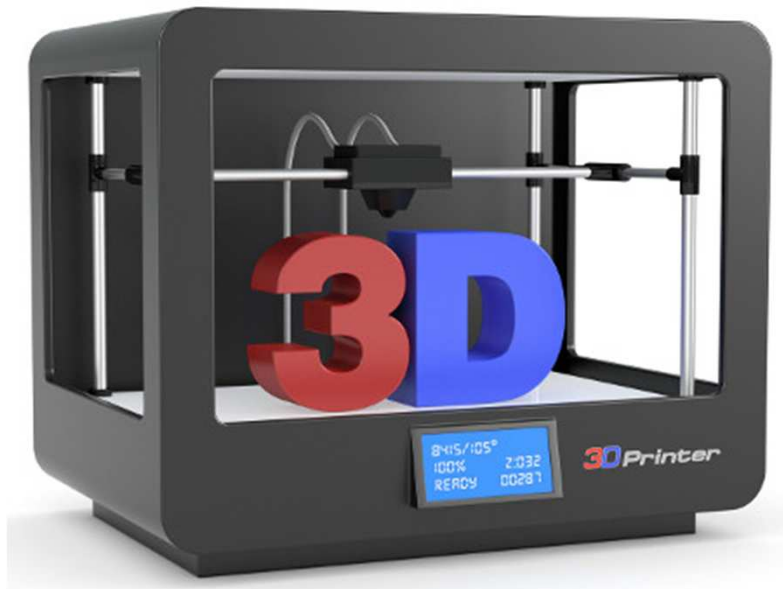
ลดค่าใช้จ่าย



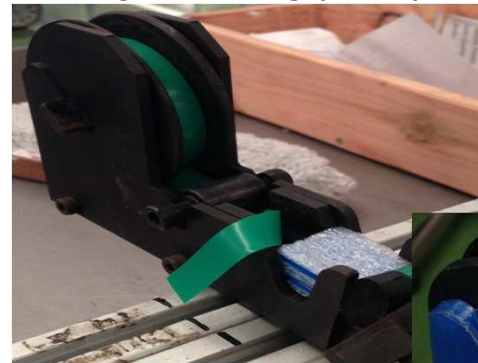
# การออกแบบผิวเคลือบบนพลาสติก ABS



## 3D Printer

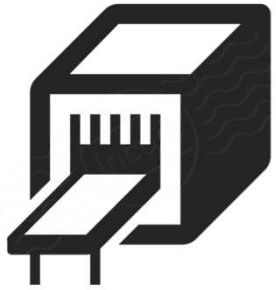


## Jig & Tooling (เหล็ก)



## Jig & Tooling (ABS เคลือบ)

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# Machine vision system



Thai Steel Cable PCL



## คุณสมบัติ

พัฒนาโปรแกรม  
ระบบการตรวจจับภาพ  
โดยใช้กล้อง

ใช้ตรวจสอบชิ้นงาน  
ที่ไม่ได้ตามมาตรฐาน

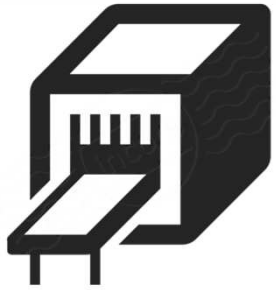


## ประโยชน์

เพิ่มประสิทธิภาพ  
ในการตรวจจับสิ่งผิดปกติ

ป้องกันชิ้นงานเสีย  
ไปยังลูกค้า

ลดเจ้าหน้าที่  
ในการตรวจสอบชิ้นงาน



# Machine vision system



Thai Steel Cable PCL

Before



ตรวจสอบแบบใช้คน

After



กล้องตรวจจับ

Lay out diagram



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## พัฒนาระบบควบคุมชุดเบรคมือไฟฟ้าในรถยนต์



### คุณสมบัติ

พัฒนาชุดต้นแบบและโปรแกรม  
เพื่อเชื่อมต่อระบบในรถยนต์

เพื่อร่วมออกแบบกับลูกค้า  
ในถรุ่นใหม่ ๆ



### ประโยชน์

พัฒนาผลิตภัณฑ์เพื่อรองรับ  
การออกแบบร่วมกับลูกค้า

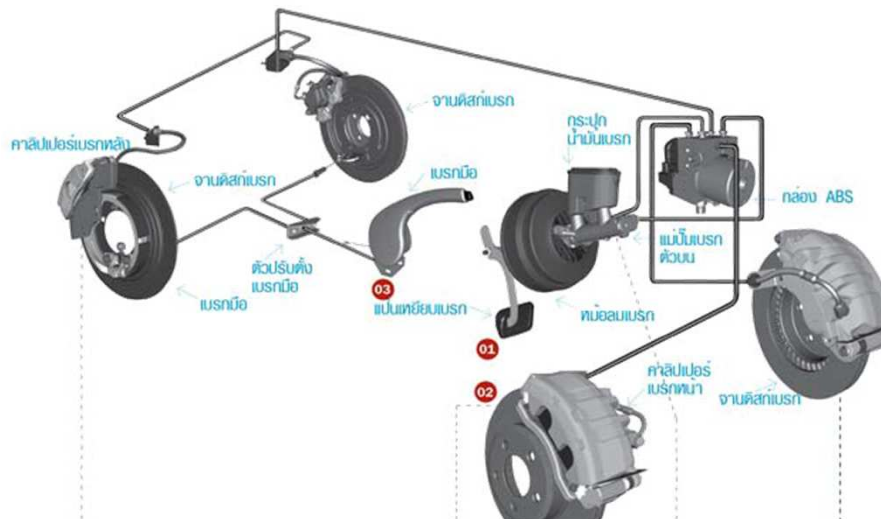
เพิ่มความสามารถ  
ด้านเทคโนโลยีในการแข่งขัน



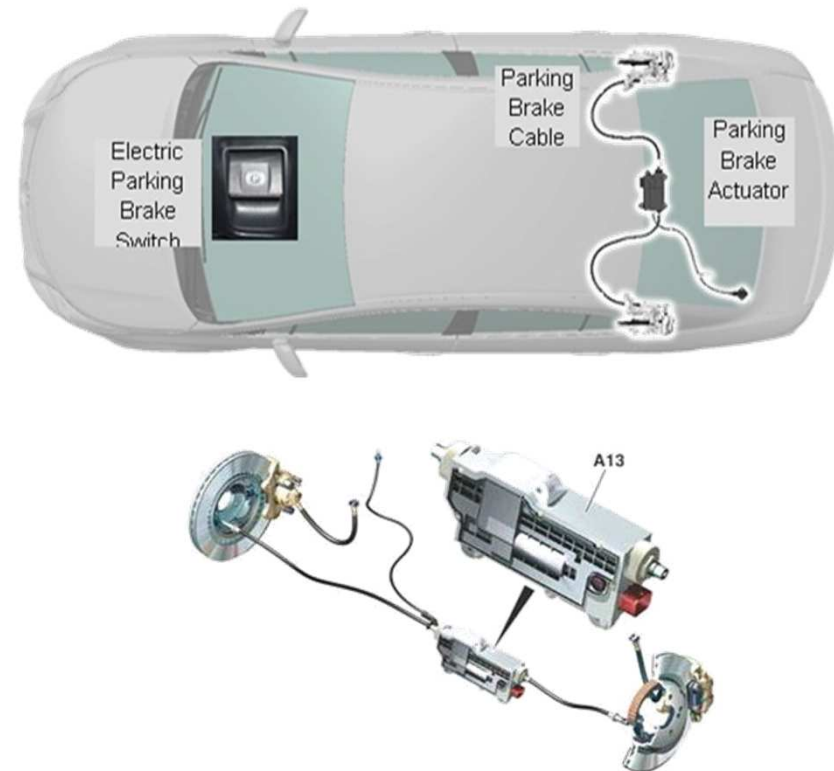
# พัฒนาระบบควบคุมชุดเบรคมือไฟฟ้าในรถยนต์



Before



After



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# ศึกษาแบบจำลองของมอเตอร์กระแสตรง



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คุณสมบัติ

ใช้โปรแกรมสร้างแบบจำลอง  
และจัดทำตามแบบ

สร้างต้นแบบมอเตอร์  
เพื่อใช้ทำการทดสอบกับงานจริง



ประโยชน์

ต้นทุนมอเตอร์ลดลง

เพิ่มความสามารถด้านเทคโนโลยี  
ในการแข่งขัน



# ศึกษาแบบจำลองของมอเตอร์กระแสตรง



Before



มอเตอร์ที่ใช้ในปัจจุบัน

After



การทดลองพันขอลวดแบบต่าง ๆ

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# ศึกษาสมบัติของพอร์ลิเมอร์ใช้แทนชิ้นส่วนโลหะ



Thai Steel Cable PCL



## คุณสมบัติ

ใช้โปรแกรมสร้างแบบจำลอง  
และจัดทำตามแบบ

สร้างต้นแบบชิ้นส่วน  
เพื่อใช้ทำการทดสอบจริง



## ประโยชน์

ต้นทุนชิ้นส่วนลดลง

น้ำหนักโดยรวมของชิ้นงานลดลง

สะดวก รวดเร็ว  
ในการประกอบชิ้นงาน

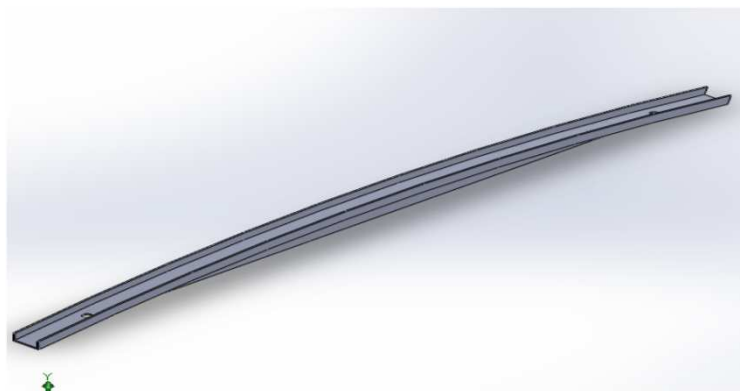


# ศึกษาสมบัติของพอร์ลิเมอร์ใช้แทนชิ้นส่วนโลหะ



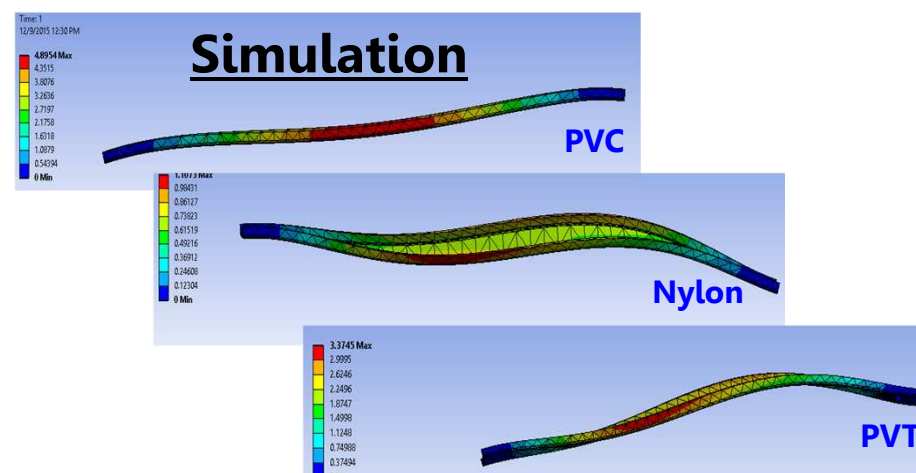
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**Before**

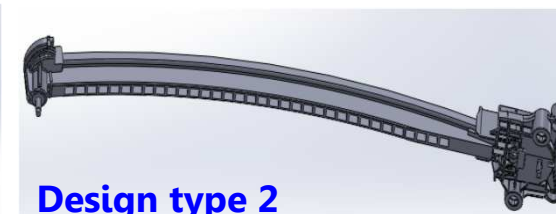


ชิ้นส่วนเดิม  
(เหล็ก)

**After**



**Design type 1**

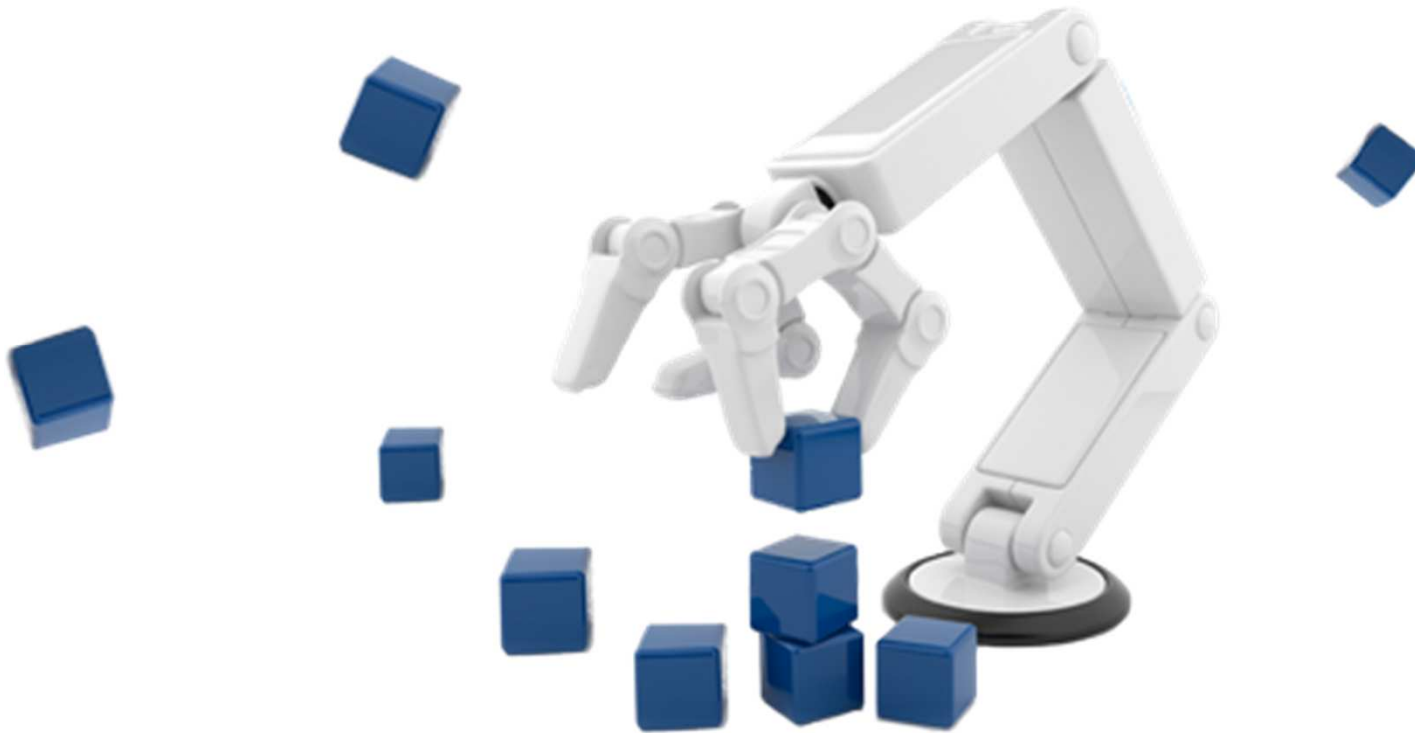


**Design type 2**

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# AUTOMATION



# Transmission line



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Before

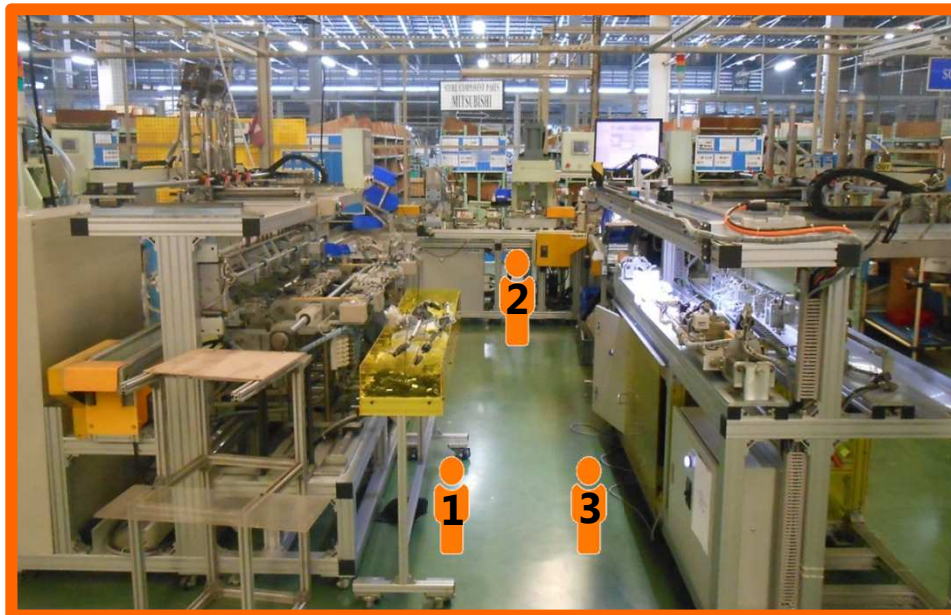


= 7

= 11 Pcs/ManHr.

= 640 Pcs/8Hr.

After



= 3

= 57 Pcs/ManHr.

= 1,371 Pcs/8Hr.

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# Door lock line



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Before



= 2

= 100 Pcs/ManHr.

= 3,200 Pcs/8Hr.

After



= 1

= 180 Pcs/ManHr.

= 2,880 Pcs/8Hr.

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# Parking brake line



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Before



= 7

= 11 Pcs/ManHr.

= 640 Pcs/8Hr.

After



= 3

= 50 Pcs/ManHr.

= 1,200 Pcs/8Hr.

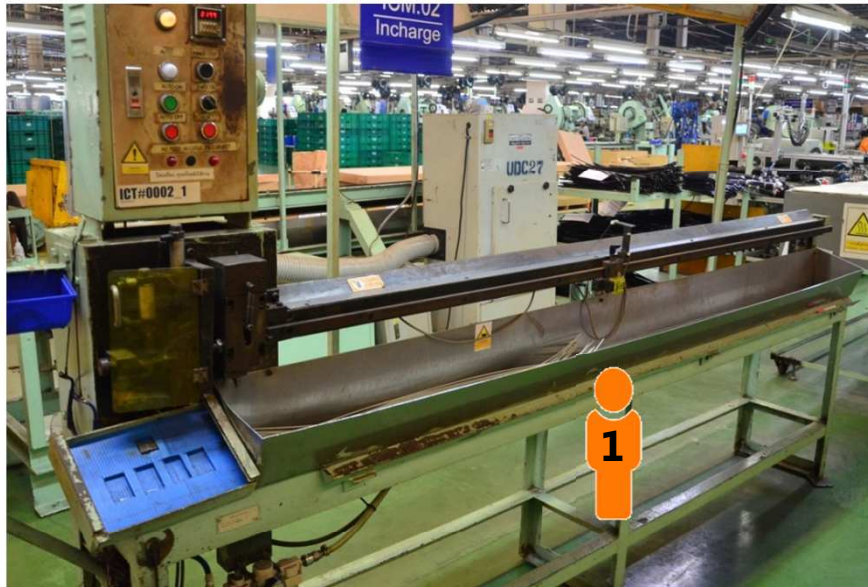
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# Inner Cutting line



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Before



	= 1
	= 1 Size
	= 3.6 MB
	= 375 Pcs/ManHr. = 3,000 Pcs/8Hr.

After



	= 0
	= 4 Sizes
	= 1.5 MB
	= N/A = 3,000 Pcs/8Hr.

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# Green Industry



# Recognition



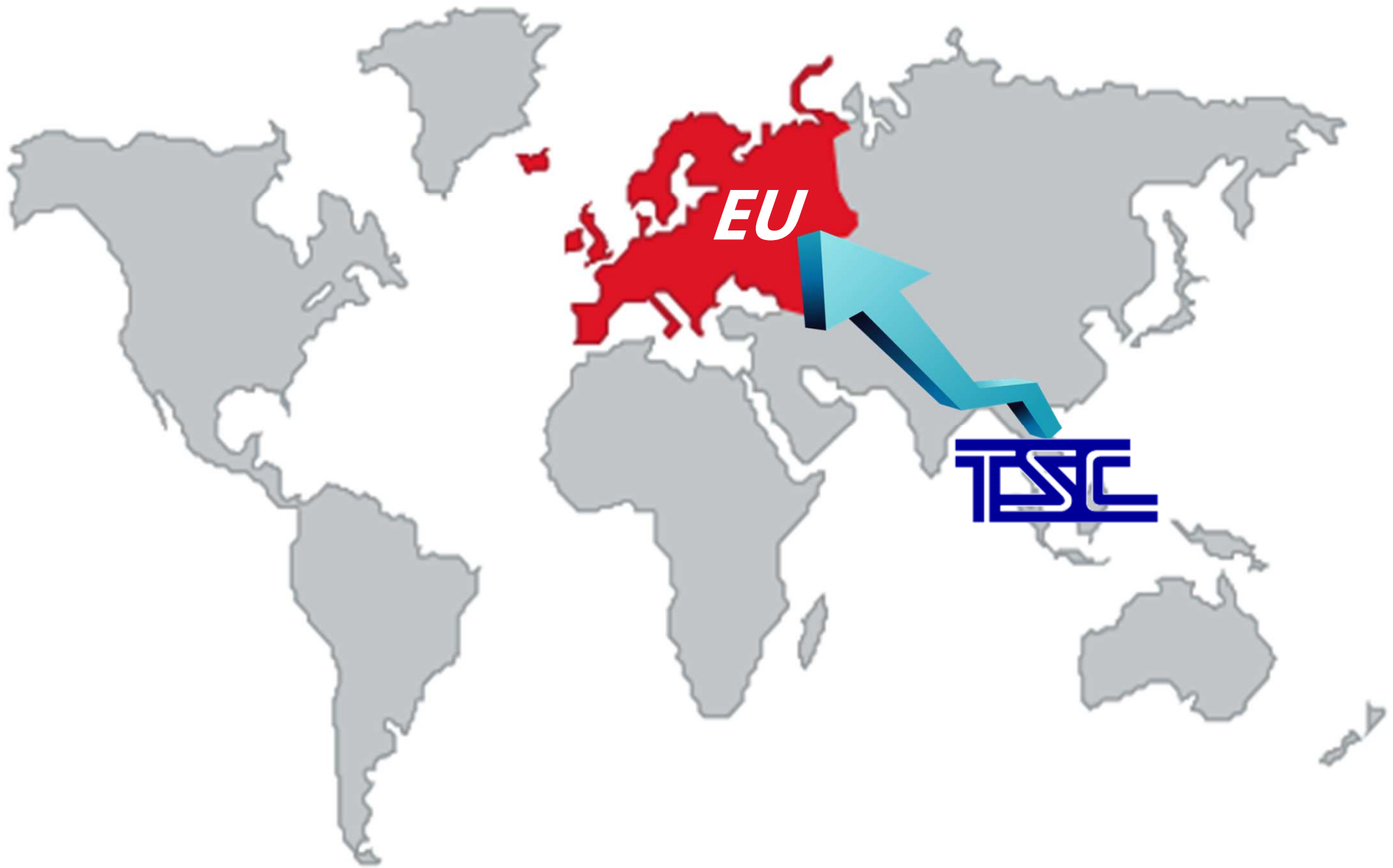
Thai Steel Cable PCL



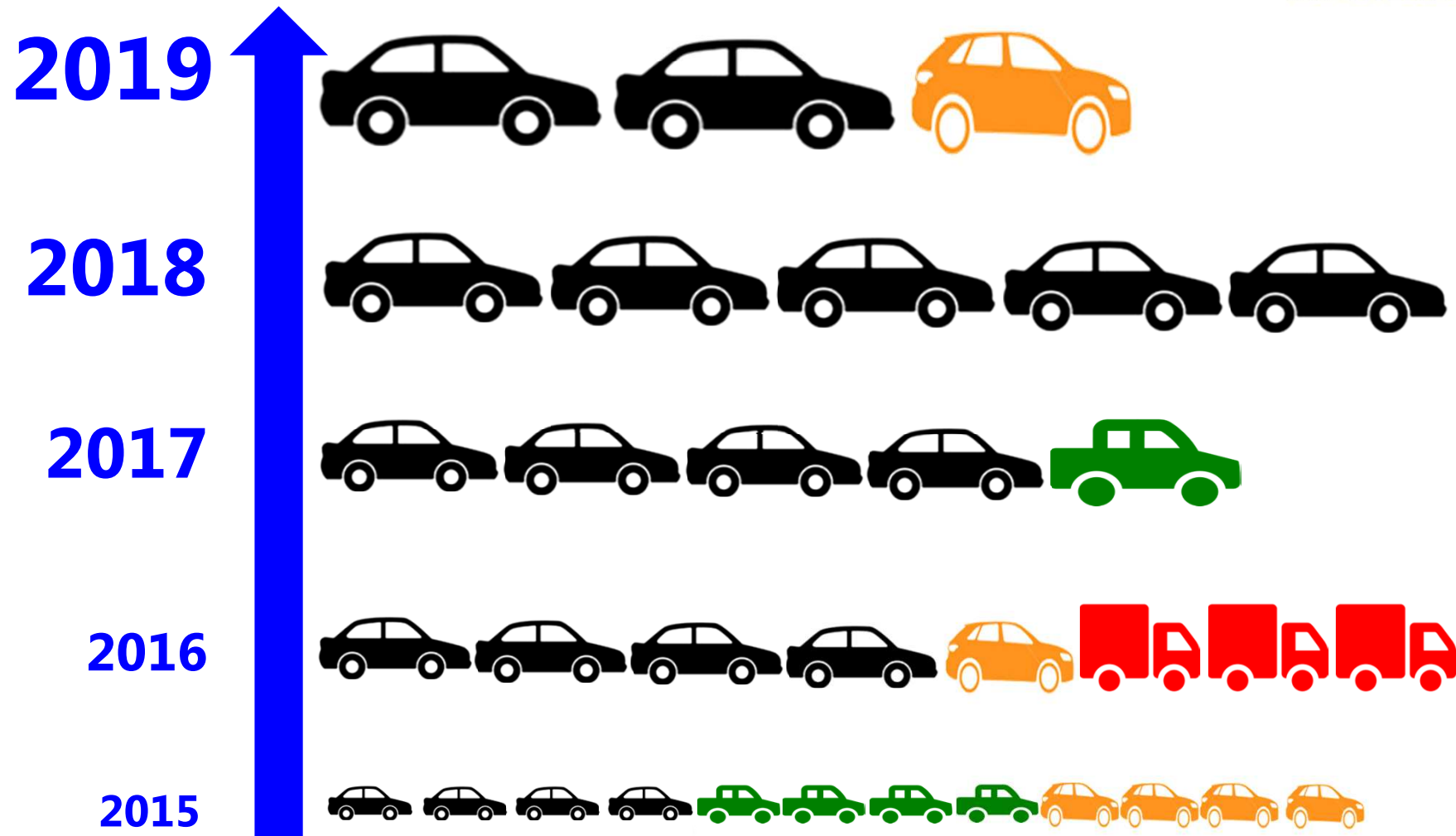
สถานประกอบกิจการดีเด่นด้าน  
ความปลอดภัยฯ  
ประจำปี 2558

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## TSC enters EU



# Future model



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# Q & A

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## Thai Steel Cable Public Company Limited

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