

### **Annual General Meeting 2020**

January 21, 2020

TO BE WORLD CLASS AUTOMOTIVE PART MANUFACTURER

THAI STEEL CABLE PUBLIC COMPANY LIMITED



01

To approve

The minute of 2019 Annual General Meeting (22/01/19)

02

To acknowledge

Performance of 2019

03

To approve

Financial Statement for year ended September 30, 2019

04

To approve

The legal reserve and dividend payment for year 2019

# Agenda Meeting

05

To approve

The replacement of Directors to vacate

06

To approve

The remuneration of Directors and Sub-Committee for year 2020

**07** 

To approve

Accounting auditor appointment and audit fee of 2020

80

To consider

Others (if any)

The minute of 2019 Annual General Meeting (22/01/19)

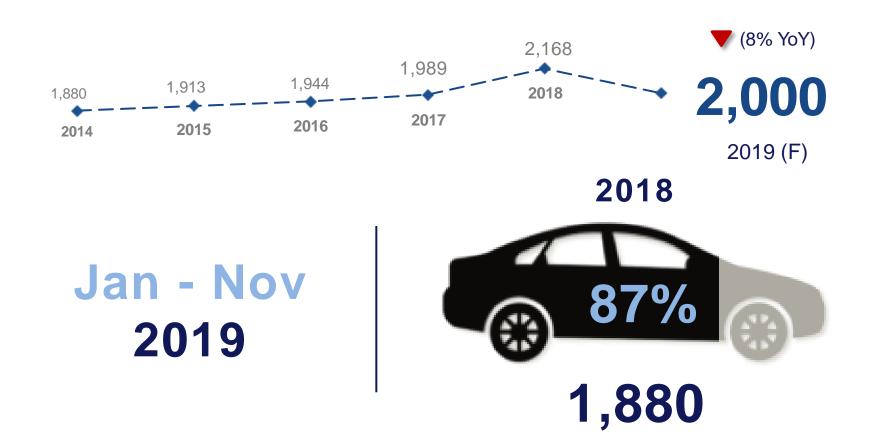
The minute of 2018 Annual General Meeting (23/01/18)
Performance of 2018
Financial Statement for year ended September 30, 2018
The legal reserve and dividend payment for year 2018
The replacement of Directors to vacate
The remuneration of Directors and Sub-Committee for year 2019
Accounting auditor appointment and audit fee of 2019
Others (if any)

THAI STEEL CABLE PUBLIC COMPANY LIMITED

# **02** To acknowledge

Performance of 2019: Thailand automobile production

Total output 1,000 units



# **02** To acknowledge

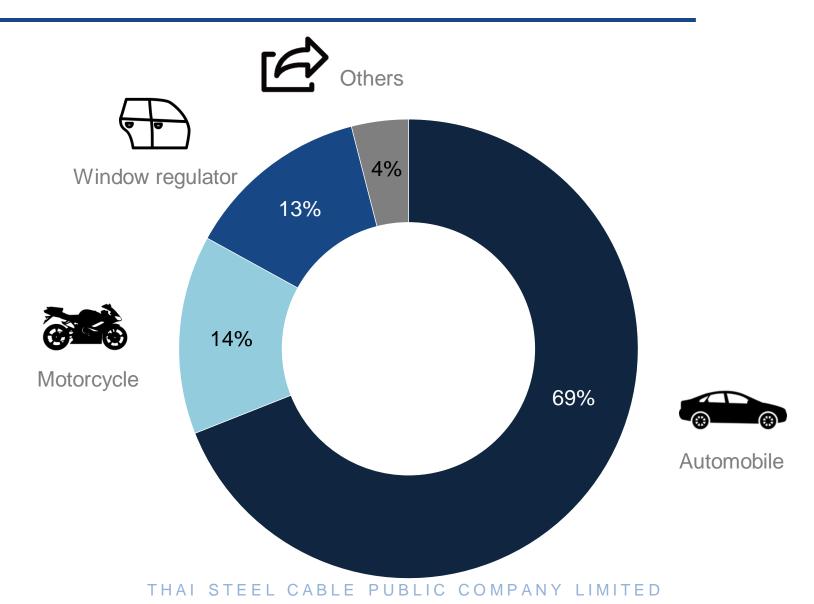
Performance of 2019: Thailand motorcycle production

Total output 1,000 units



**02** To acknowledge

Performance of 2019: Sales share



# **02** To acknowledge Performance of 2019: Production

	2018	2019	<b>Unit</b> : Million pcs
Automobile	33.78	34.84	<b>(3%)</b>
Motorcycle	9.00	9.73	<b>(9%)</b>
Window regulator	1.48	1.37	<b>v</b> (7%)
Total	44.25	45.95	<b>(4%)</b>

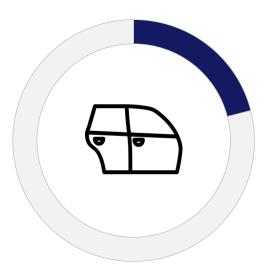
Performance of 2019: Market share



Motorcycle 93%



Automobile 70%

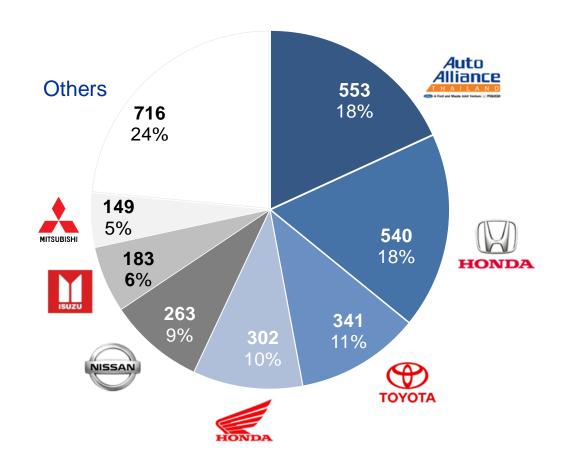


Window Regulator 21%

Performance of 2019: Comparative turnover

Unit: (MB)

#### Total 3,045.97 MB





# 4 years in a row (2016-2019)

# **Q** To acknowledge Performance of 2019 : CAC



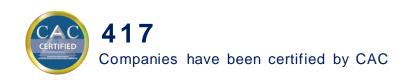
### 6<sup>th</sup> August 2019

Certified

Thailand's Private Sector

Collective Action Coalition Against Corruption





### **02** To acknowledge

Performance of 2019: Thailand Sustainability Investment 2019

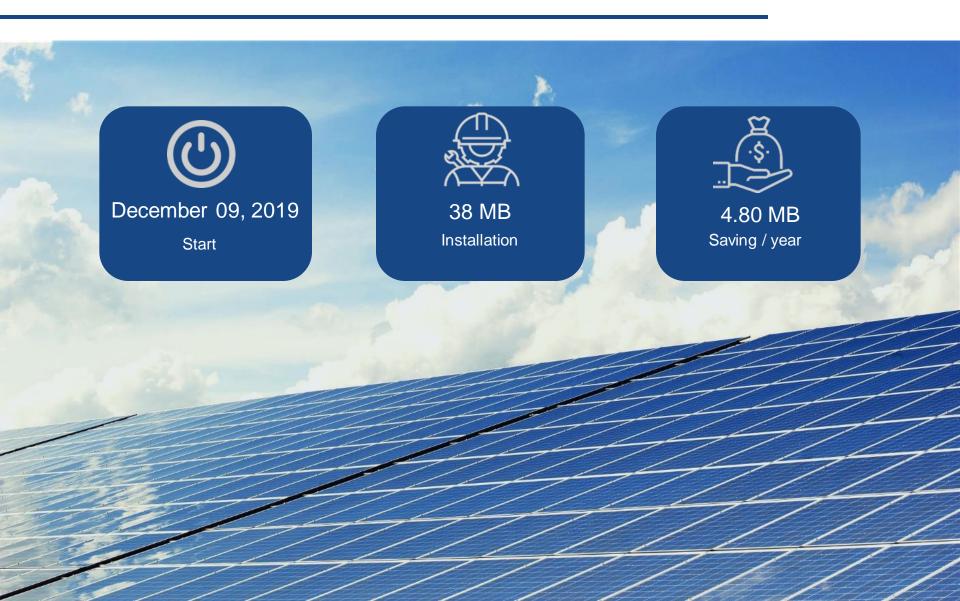




3 years in a row (2017-2019)

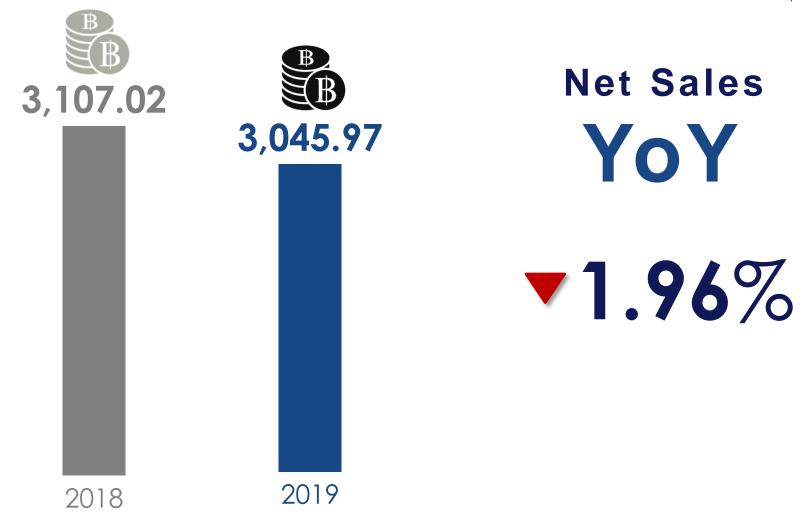
### **02** To acknowledge

Performance of 2019: Solar Roof Top #Phase2



Financial Statement for year ended September 30, 2019

Unit: (MB)



Financial Statement for year ended September 30, 2019

Unit: (MB)









Financial Statement for year ended September 30, 2019

#### **MD & A**: Management Discussion and Analysis

#### Unit: (MB)

#### Financial Position

Unit : Million Baht	<b>2017</b> At Sep 30, 2017	<b>2018</b> At Sep 30, 2018	<b>2019</b> At Sep 30, 2019
Current Assets	1,565.15	1,318.63	1,156.72
Total Assets	2,782.16	2,487.48	2,340.53
<b>Current Liabilities</b>	981.32	726.91	622.23
Total Liabilities	1,097.45	803.38	696.27
Total Equity	1,684.71	1,684.10	1,644.26
	2047	2040	2040

Ratio	201 / (Oct 1, 2016 – Sep 30, 2017)	2018 (Oct 1, 2017 – Sep 30, 2018)	2019 (Oct 1, 2018 – Sep 30, 2019)
<b>Gross Profit Ratio</b>	17.93%	19.25%	18.27%
ROE	10.45%	14.90%	13.38%
Current Ratio	1.59	1.81	1.86
Debt/Equity Ratio	0.65	0.48	0.42



Financial Statement for year ended September 30, 2019

#### **MD & A**: Management Discussion and Analysis

Unit: (MB)

#### **Performance**

Unit: Million Baht	<b>2017</b> (Oct 1, 2016 - Sep 30, 2017)	% on sale	<b>2018</b> (Oct 1, 2017 - Sep 30, 2018)	% on sale	<b>2019</b> (Oct 1, 2018 - Sep 30, 2019)	% on sale
Revenue from sales	2,905.68	100.00%	3,107.02	100.00%	3,045.97	100.00%
Other Income	33.23	1.14%	33.36	1.07%	25.58	0.84%
Cost of goods sold	-2,384.78	-82.07%	-2,509.02	-80.75%	-2,489.54	-81.73%
Selling & Administrative expenses	-350.38	-12.06%	-358.42	-11.54%	-347.60	-11.41%
Finance cost	-15.31	-0.53%	-9.82	-0.32%	-1.15	-0.04%
Income tax	-12.43	-0.43%	-12.28	-0.40%	-13.18	-0.43%
Net Profit	176.00	6.06%	250.85	8.07%	219.96	7.22%
Employee Benefits	0.00	0.00%	-4.65	-0.15%	0.00	0.00%
Total comprehensive income	176.00	6.06%	246.20	7.92%	219.96	7.22%

**04** To approve

The legal reserve and dividend payment for year 2019

	2017	2018	2019
			Interim Remaining
■ Net profit (MB)	176.00	246.20	219.96
☐ Number of share (Million shares)	259.80	259.80	259.80
□ Total dividend payment (Baht per share)	0.80	1.00	0.40 0.60
■ Total dividend amount (MB)	207.84	259.80	259.80
☐ Dividend payout ratio (%)	118%	105%	118%

# O4 To approve The legal reserve and dividend payment for year 2019

#### Dividend Payment: Remaining 0.60 Baht/Share

Dividend Payment	Baht/Share	Baht
BOI	0.313	81,191,563
NON-BOI From 25 percent taxable profit	0.287	74,688,437
Total	0.60	155,880,000

Remark: The dividend shall be subject to withholding tax especially the dividend paid from the taxable profit only.

#### Dividend payment schedule

Jan 2020

29

Record Date

Feb 2020

21

Payment Date

The replacement of Directors to vacate



Effective date: January 22, 2020

#### The replacement of Directors to vacate



### Mr. Sarit Patanatmarueng

#### **Director**

- Date of Appointment
  - April 2, 2005
- Number of years in office
  - 14 Years
- Directorship/Management in Business with potential conflict of interest
  - None
- Meeting attendance in 2019/total meetings
  - Board of director meeting: 5/6
- Type of director
  - Executive Director

#### The replacement of Directors to vacate



### Mr. Santi Patanatmarueng

#### **Director**

- Date of Appointment
  - February 12, 2018
- Number of years in office
  - 2 Years
- Directorship/Management in Business with potential conflict of interest
  - None
- Meeting attendance in 2019/total meetings
  - Board of director meeting: 3/6
- Type of director
  - Director

#### The replacement of Directors to vacate



### Mr. Hajime Kato

#### **Director**

- Date of Appointment
  - February 12, 2018
- Number of years in office
  - 2 Years
- Directorship/Management in Business with potential conflict of interest
  - None
- Meeting attendance in 2019/total meetings
  - Board of director meeting: 6/6
- Type of director
  - Director

#### The remuneration of Directors and Sub-Committee for year 2020

Remuneration of Directors & Sub-Committee	2019	2020
<ul> <li>1. Annual remuneration</li> <li>1.1 Meeting fee (per attendance)</li> <li>Chairman of director</li> <li>Director, Sub-Committee</li> </ul>	THB 35,000 THB 25,000	THB 35,000 THB 25,000

Sub-Committee comprised of Audit Committee, Nomination and Remuneration Committee, and Corporate Governance Committee.

1.2 Director bonus at 1.50% of dividend paid of the year	1.50% of 2018	1.50% of 2019
2. Others benefits	Reimbursement in case of resignation / out of position	Reimbursement in case of resignation / out of position

#### The remuneration of Directors and Sub-Committee for year 2020

#### Reimbursement in case of resignation / out of position

Definition

- Director = Director and Sub Committee
- Management = Managing Director or above

Conditions

- Must serve the position at least 10 consecutive calendar years.
- Once the Directors is resigned or out of position, the payment will be made in 30 days from the effective date.

Remuneration

Director = (Annual Income / 12) x Service Year (Maximum 20 Years)

#### Accounting auditor appointment and audit fee of 2020



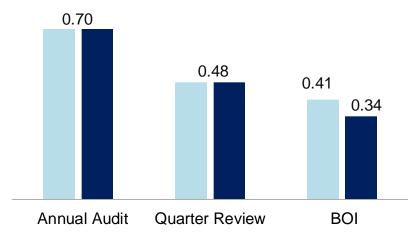
- Auditor
- Year
- Certified Public Accountant No.







O Remuneration
Unit: (MB)



2019 Total : 1.59

52 (4.4

2020 Total : 1.52

(4.40%)

**V**0.07









### Volkswagen & Ford Launch Global Alliance







LAUNCH
NEW MODEL
IN 2022

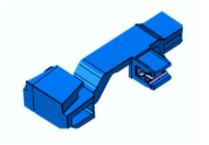
### NEW



### PRODUCT DEVELOPMENT



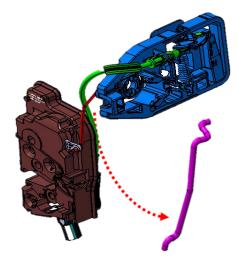




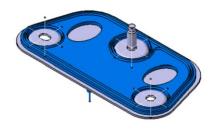




**DOOR STRIKER** 



**LINK ROD** 



E-PARKING FLOOR BRACKET

**CABLE PRODUCTS** 

**NON-CABLE PRODUCTS** 





## EEC 10 + 2 TARGET S-CURVE

#### First S-curve



Next-Generation

Automotive



Smart Electronics



Affluent, Medical and Wellness Tourism



Agriculture and Biotechnology



Food for the future

#### **New S-curve**



Robotics



Aviation and Logistics



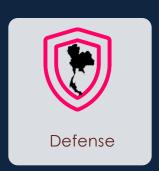
Biofuels and Biochemicles



Digital



Medical Hub

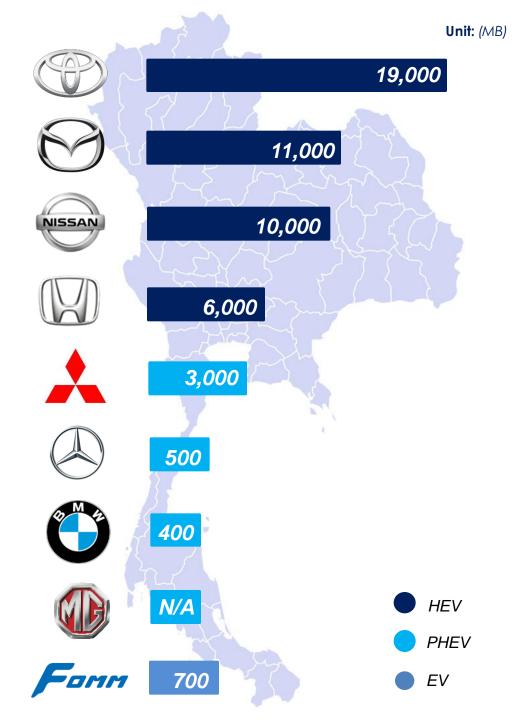




### BOI

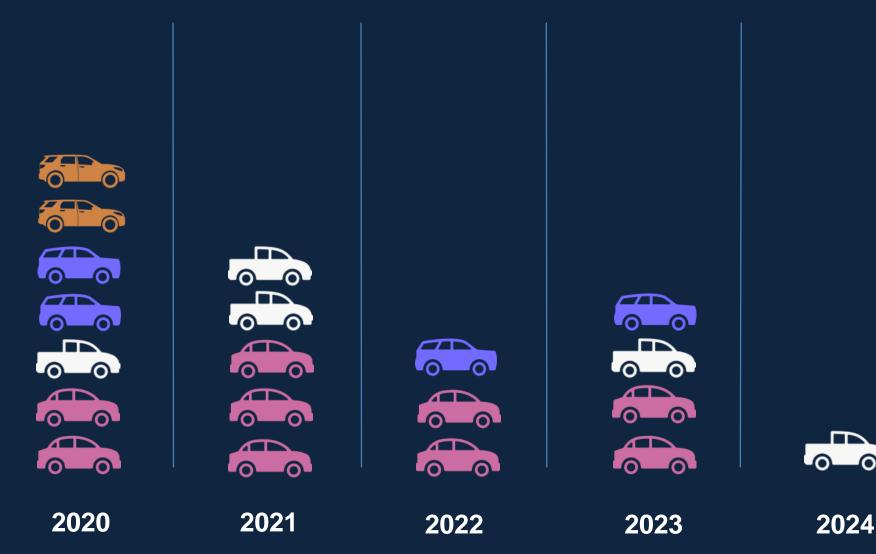
## INVESTMENT IN THAILAND

**Next-Generation Automotive** 





### **FUTURE MODEL**



## Crisis



Hamburger crisis

2008 - 2009



Thailand floods

2011



Trade war of China and US

2019 - 2020



War of US and Iran

2020



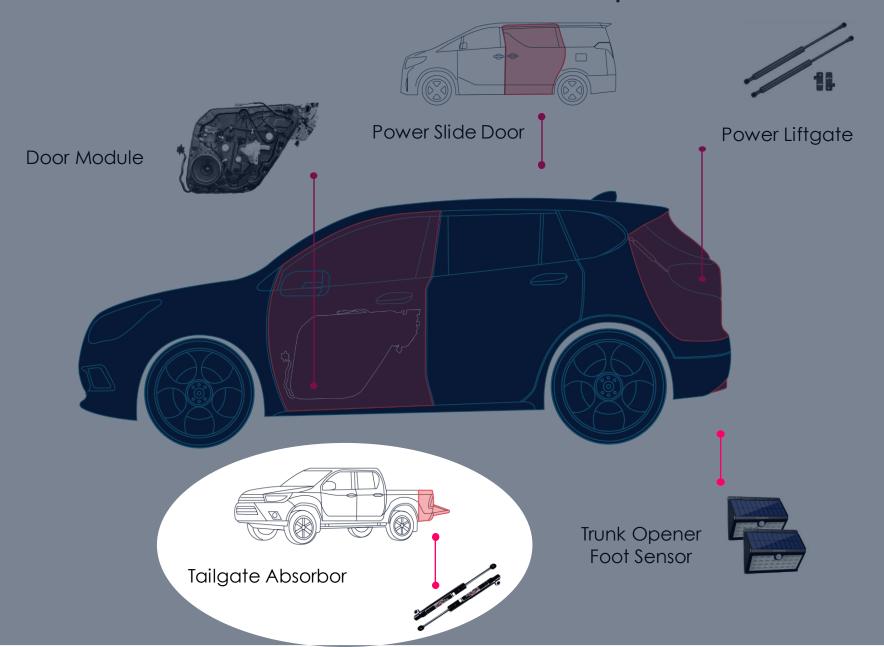
# Product Development







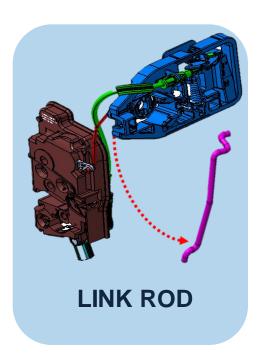
#### New Product Development

















Manual Parking Release (MPR)





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