



SaaS

SYNNEX AS A SERVICE

SYNNEX (THAILAND) PCL.

OPPORTUNITY DAY | Q4-2019

2 March 2020

Number One IT Distributor in Thailand

Established	5 April 1988
No. of Employees	748 persons (as of 31 st December 2019)
Paid-Up Capital*	THB 847.36 million, par value THB 1.00
Symbol	SYNEX (listed 16 June, 2008)



World's Leading IT Distributor Know-How



Best IT, Supply Chain & Service Company



Largest IT Distributor in Thailand



IT & Financial Complete Service for Strategic Partners & Customers



Broad Product Portfolio with 7 Product Groups with over 60 World-Recognized Brands



60+
World Class
Brands

6,000+
Dealers

20+
Million Units
Sales/year



PRODUCT GROUPS



1 Mobile Phone & Tablet



2 Personal Computer



3 PC Component



4 Peripheral & Accessory



5 Commercial & Cloud



6 Smart Device & IoT



7 Service & Maintenance



More Than **6,000** Distribution Channels
Countrywide and Indochina Region

IT CHANNEL



PHONE CHANNEL



ONLINE CHANNEL



MODERN TRADE CHANNEL





SAAS

SYNNEX AS A SERVICE



- Warehouse Management Services
- Delivery Services
- Central Kitchen
 - Omni channel
 - Synnex Trusted Partner
- MRP / AI / Machine Learning
- Cash Van



- Customer Service Coverage
 - 11 Synnex Service Centers
 - 13 Huawei Service Centers
 - 67 Drop points
- CRM / QR Code
- Premium Service+
- Mobile Care
- Synnex Service Anywhere



- Installment Program
 - Leasing & Loan Program
- Bid Bond Program
- MPS / Contractual Program
- Credit System
- E-Tax Invoice
- Trade & Project Backup Finance Program

A large, bold, blue graphic consisting of a thick horizontal bar with a white diagonal line running from the top-left to the bottom-right, creating a stylized 'F' shape. The text 'FINANCIAL HIGHLIGHT' is centered within this graphic.

***FINANCIAL
HIGHLIGHT***

FINANCIAL HIGHLIGHT

Y2019

Sales Revenue

34,804
MB

Growth (YoY)
-8.9%

Gross Profit

1,329
MB

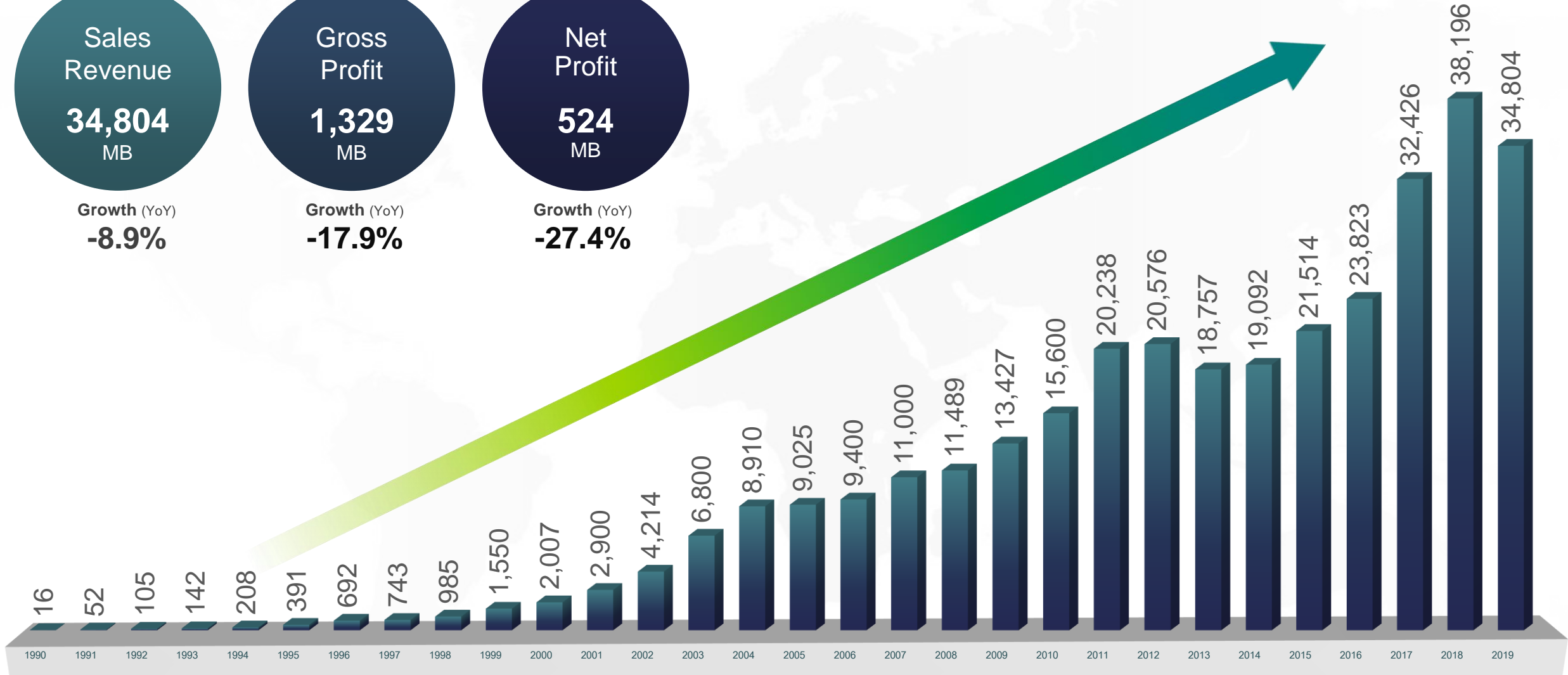
Growth (YoY)
-17.9%

Net Profit

524
MB

Growth (YoY)
-27.4%

Unit: Million Baht
Note: Consolidated FS



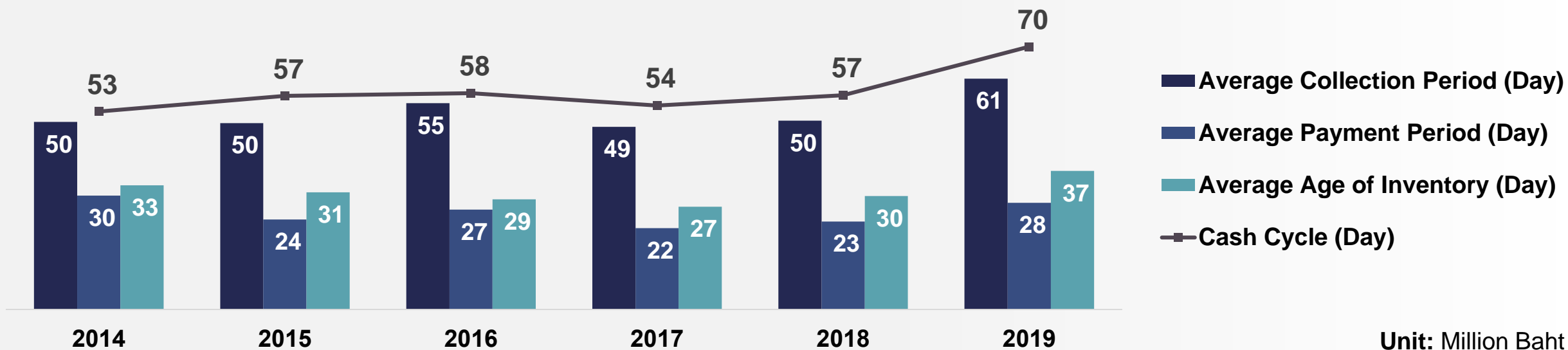
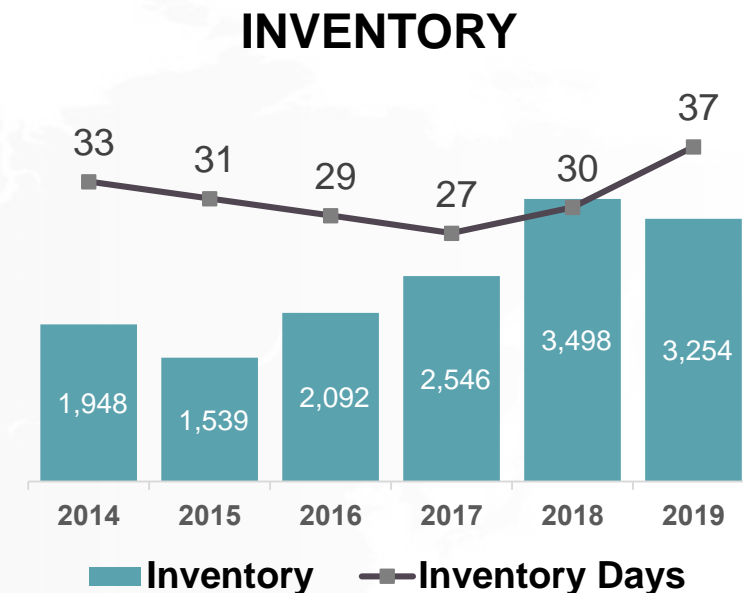
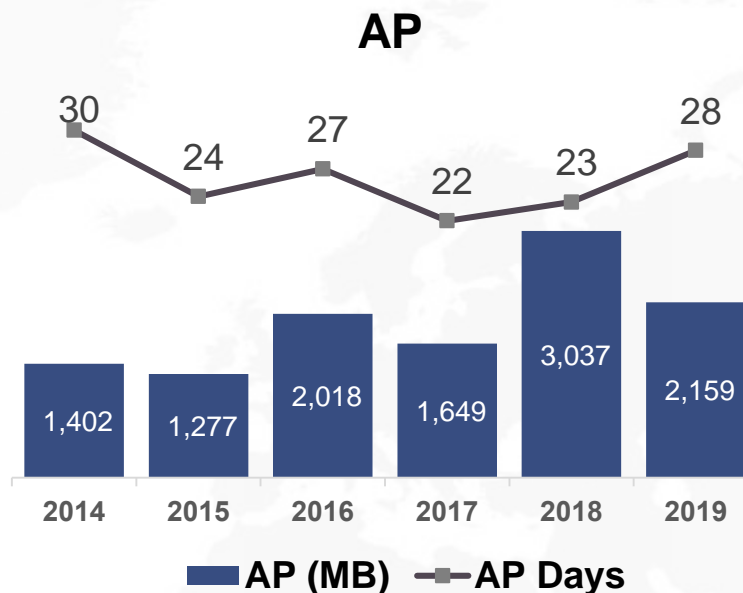
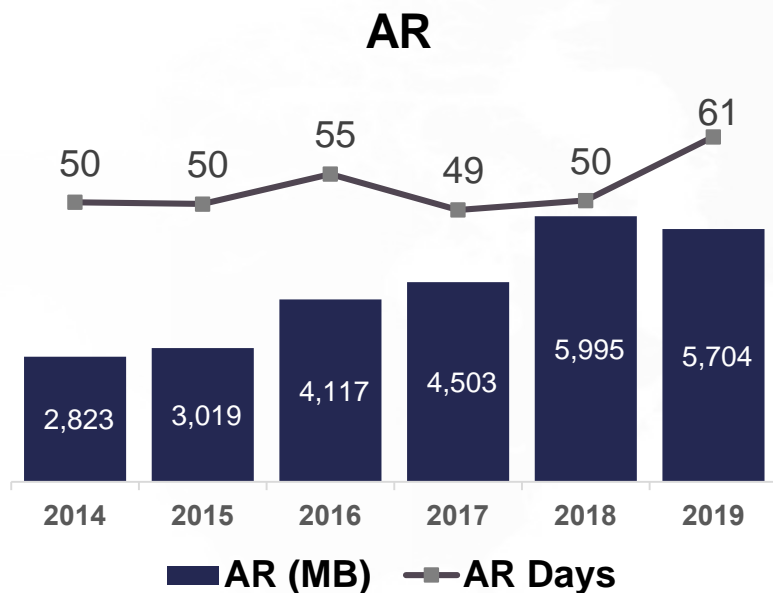
FINANCIAL HIGHLIGHT

	Y2019	Y2018	%YoY
Total Revenue	34,804	38,196	-8.88%▼
COGS	(33,475)	(36,578)	-8.48%▼
GP	1,329	1,618	-11.88%▼
%GP	3.82%	4.24%	-0.42% p.p. ▼
Other Income	84	57	47.50%▲
OPEX	(833)	(871)	-4.28%▼
%OPEX	2.39%	2.28%	0.12%▲
EBIT	578	804	-28.18%▼
%EBIT	1.66%	2.10%	-0.44% p.p. ▼
EBT	496	748	-33.73%▼
Tax	(120)	(172)	-30.28%▼
Norm. Profit	383	576	-33.60%▼
FX gain (loss)	101	131	-22.76%▼
Share of profit from investment in associates	39	14	170.70%▲
NP	524	721	-27.38%▼
%NP	1.51%	1.89%	-0.38% p.p. ▼

Unit: Million Baht
Note: Consolidated FS



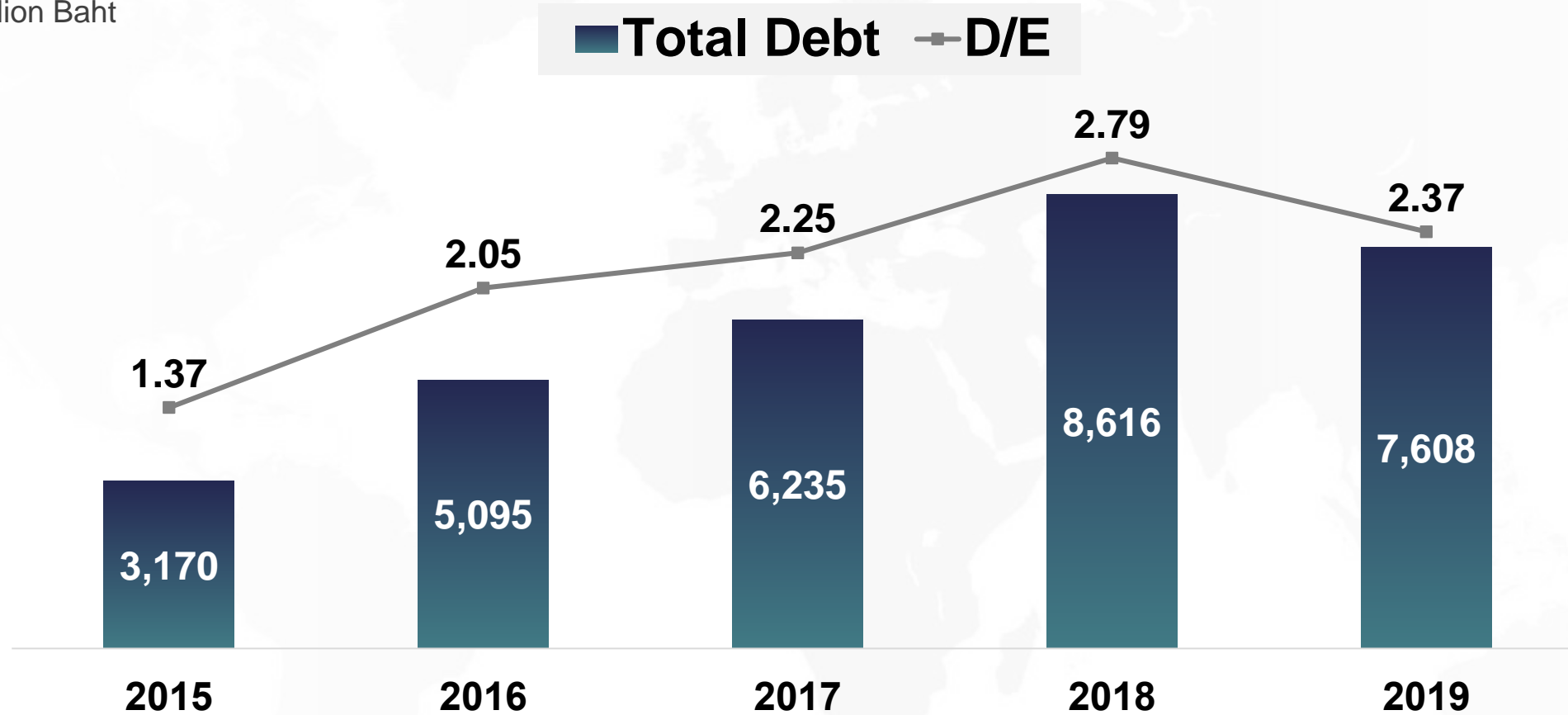
FINANCIAL RATIO & CASH CYCLE



Unit: Million Baht

Total Debt & D/E

Unit: Million Baht

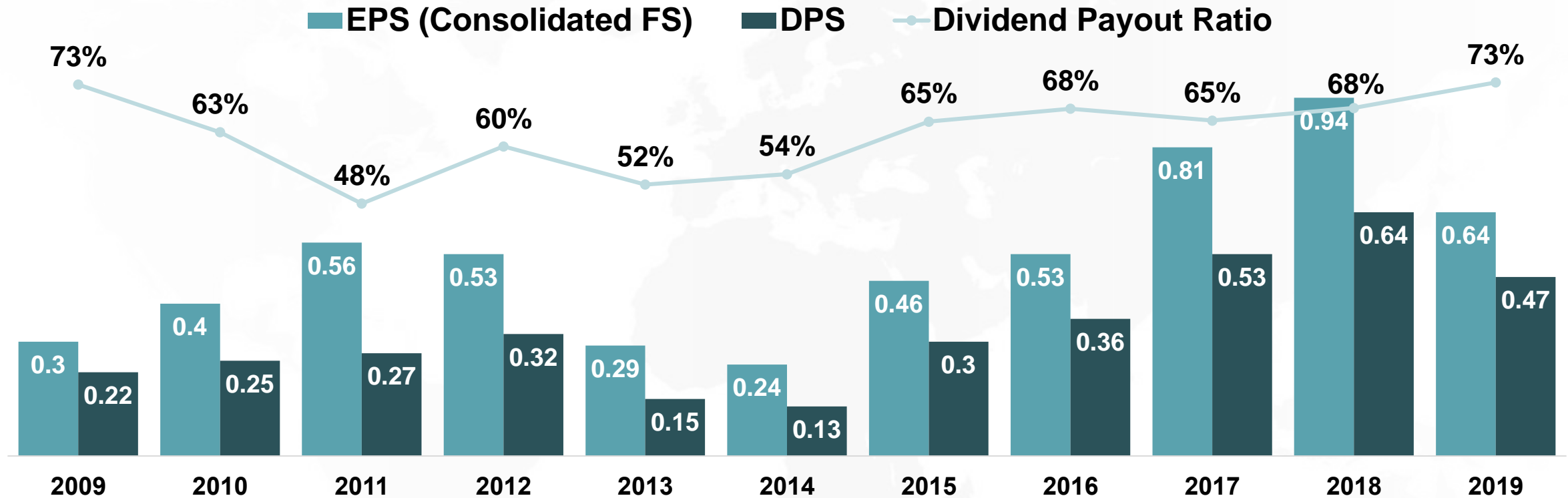


Note: Total debt excludes HUAWEI 521 MB

DIVIDENDS AND SHARE INFORMATION



Dividend Policy: Policy of paying a minimum of 40% of net profit after tax, after reserve required by laws and other reserves.



Year	Operation Period	Payment Date	Dividend (per share)	EPS	Dividend Payout Ratio
2020	Jan-Dec 2019	12 May 2020	Cash Dividend 0.47	0.64	73%

Note: It depends on BoD Meeting's resolution.