



S A A S

SYNNEX AS A SERVICE

SYNNEX (THAILAND) PCL.

OPPORTUNITY DAY | Q2-2020
2 September 2020

COMPANY OVERVIEW

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



SAMSUNG

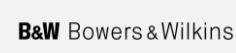
2 Personal Computer



3 PC Component



4 Peripheral & Accessory



5 Commercial & Cloud



6 Smart Device & IoT



7 Service & Maintenance



DISTRIBUTION CHANNELS

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



2Q20 HIGHLIGHTS: STRONG TOP LINE GROWTH

New smartphone models



iPhone SE



Huawei
Y, P series



Tecno Mobile

High demand for WFH solutions



Notebook PC, Tablet



Home
Networking
Solution



VDO
Conference
System

Strong 2Q20
revenue growth



Gaming Notebook



Gaming Peripherals

Solid growth in gaming gear sales



Sharp increase in online sale

OUR NEW BRANDS



- No. 1 gaming brand
- Wide range of gaming peripherals
- Exclusive distributor



- High-end audio solutions for enterprise and gaming



- Most affordable smartphones



FUJIFILM
instax WIDE 300

instax
FUJIFILM



FUJIFILM
instax mini Link



FUJIFILM
instax mini 11



[f synnexthailand](#) [@ synnexthailand](#) [www.synnex.co.th](#) [synnex care 1251](#)



FUJIFILM
instax mini LiPlay

FOCUS ON BECOMING NO. 1 IN GAMING SEGMENT



ONLINE CAMPAIGN & EVENT

Shopee **SYNNEX**

— SYNnex ONLINE —
CLEARANCE SALE

ช้อปจุกๆ แบบไม่ต้องลุกออกจากบ้าน

17 - 18 สิงหาคม 2563 **ลดสูงสุด 90%**
ที่ Synnex Outlet บน Shopee สูงสุด

TRUSTED BY SYNnex

สนใจสั่งซื้อสินค้าเพิ่มเติม
กรุณาติดต่อฝ่ายขาย โทร. 1251
หรือเยี่ยมชมเว็บไซต์ Synnex Thailand

synnexthailand @synnexthailand www.synnex.co.th Synnex Care : 1251

UNLOCK Shopee

วันที่ 2-4 พ.ค. 63 4 วัน

COMPUTER EXPO

LG UltraGear Gaming Monitor

RYZEN

Think Synnex

KINGDOM OF GAMING GEAR

synnexthailand @synnexthailand www.synnex.co.th Synnex Care : 1251

logitech

Shopee **BRANDS FESTIVAL**

ลดสูงสุด 64% + ใช้คูปองสูงสุด 3,000.-

แถมฟรี

5 พ.ค. 63 วันเดียวเท่านั้น

*เงื่อนไขเป็นไปตามที่บริษัทฯ กำหนด

ตั้งแต่วันที่ - 31 ก.ค. 63

SYNNEX ONLINE MOBILE EXPO

ไม่ต้องใช้งาน จองสินค้าบนหน้าเว็บไซต์ New Normal

ช้อปมือถือที่ร่วมรายการวันนี้

SIUWS MICRO SDHC CARD 16 GB

ซื้อเลย

brother at your side Brother Store

หน้าหลัก รายการใหม่

จัดจำหน่ายโดย BROTHER OFFICIAL STORE

- สินค้าพร้อม 100%
- BROTHER OFFICIAL รับประกันสินค้าสูงสุด 3 ปี
- ศูนย์บริการทั่วประเทศ
- จัดส่งใน 1 วันทางซีดี

สนใจสั่งซื้อสินค้าเพิ่มเติม กรุณาติดต่อฝ่ายขาย โทร. 1251 หรือเยี่ยมชมเว็บไซต์ Synnex Thailand

Inkjet เครื่องพิมพ์อิงค์เจ็ท Laser เครื่องพิมพ์เลเซอร์ Scanner เครื่องสแกน Ink & Toner วัสดุพิมพ์

TRUSTED BY SYNnex

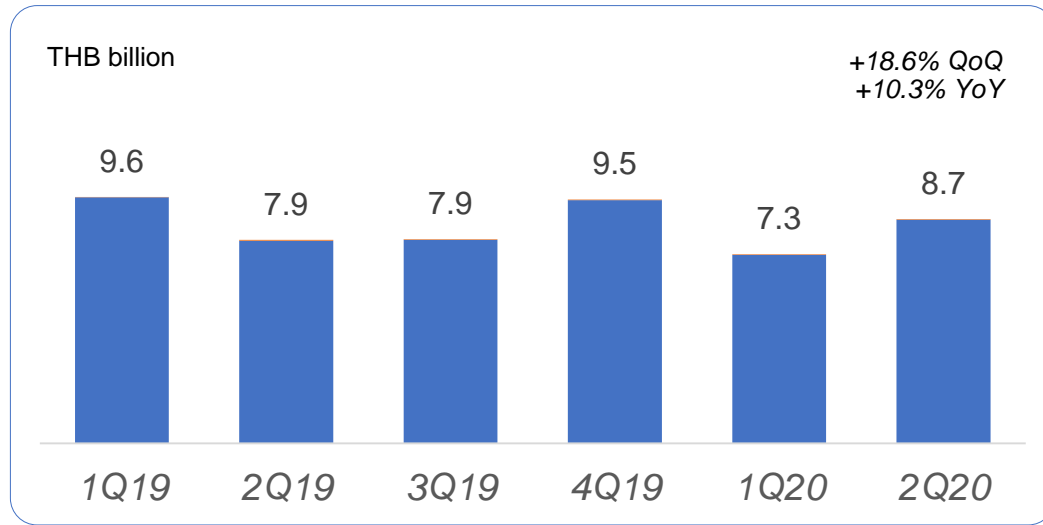
DOUBLE PROTECTION

Think Synnex

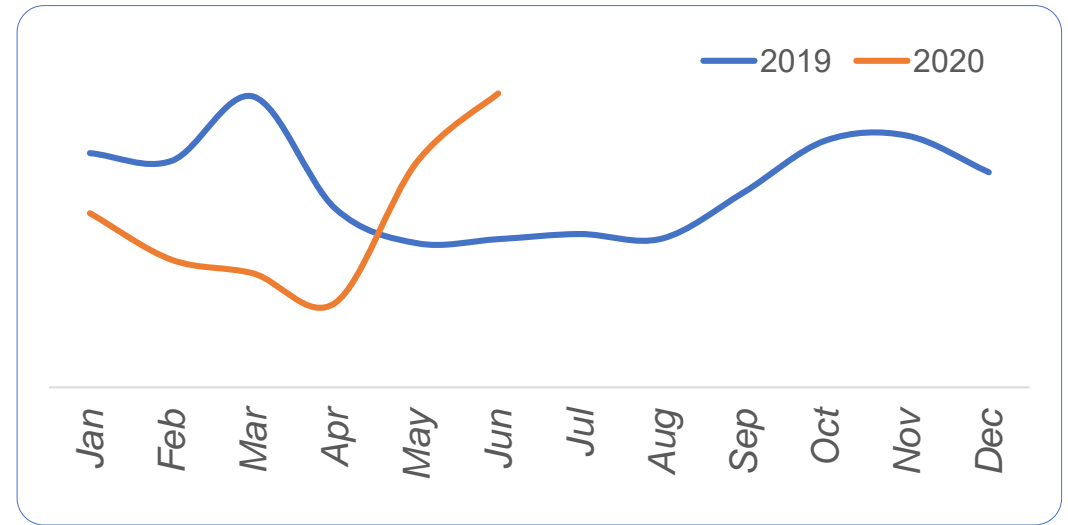
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FINANCIAL HIGHLIGHT

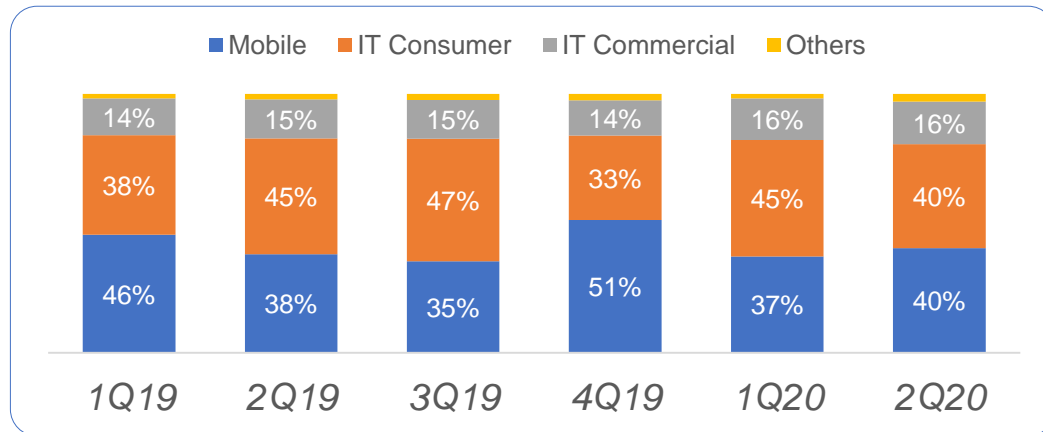
REVENUE REBOUNDED STRONGLY AFTER RE-OPEN



Quarterly revenues



Monthly revenues

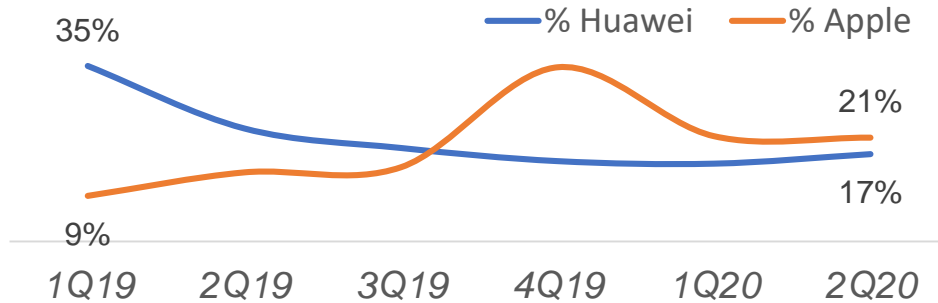


Revenue breakdown

- Sales growth in Jul remained solid.
- More balanced product portfolio.
- Sale of mobile devices and IT consumer products contributed equally of approx. 40% of total revenues in 2Q20.

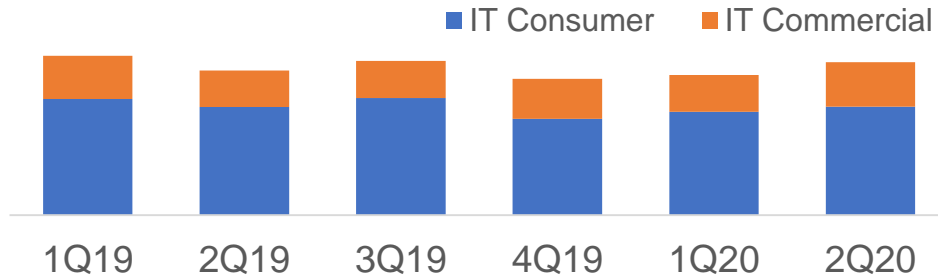
STRONG IT PRODUCT AND ONLINE SALES GROWTH

% contribution from Huawei and Apple



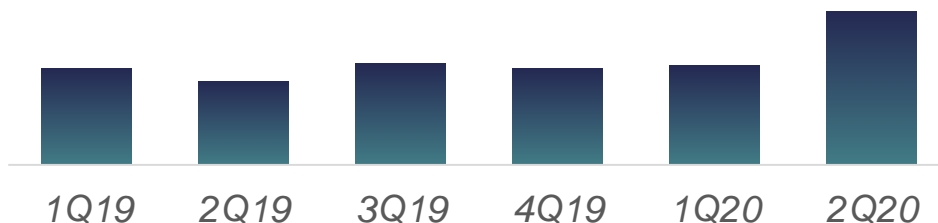
- Less depending on Huawei brand.
- Huawei no longer the largest revenue contributor.
- Overall contribution from Huawei + Apple sales declined from 45% in 1Q19 to 38% in 2Q20.

Quarterly IT product sales



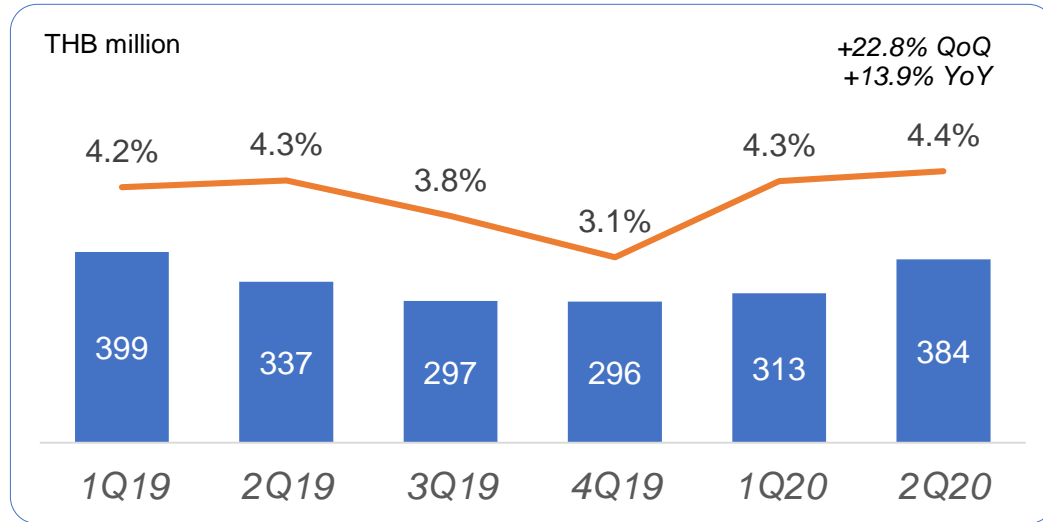
- IT products grew strongly from demand of WFH solutions, Online learning, Gaming peripherals, and other new normal products.
- Growth momentum expected to remain solid in 2H20.

Q'ly online sales

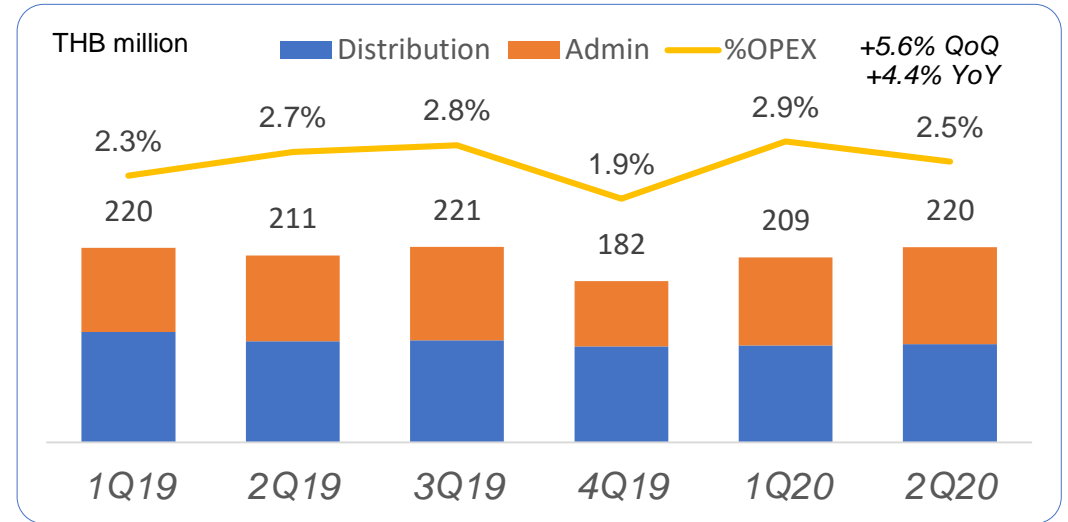


- Sales via online channel rose sharply in 2Q20.
- Gross margin for online channel is above average.
- Proportion of online sales was relatively small, but it has huge growth potential.

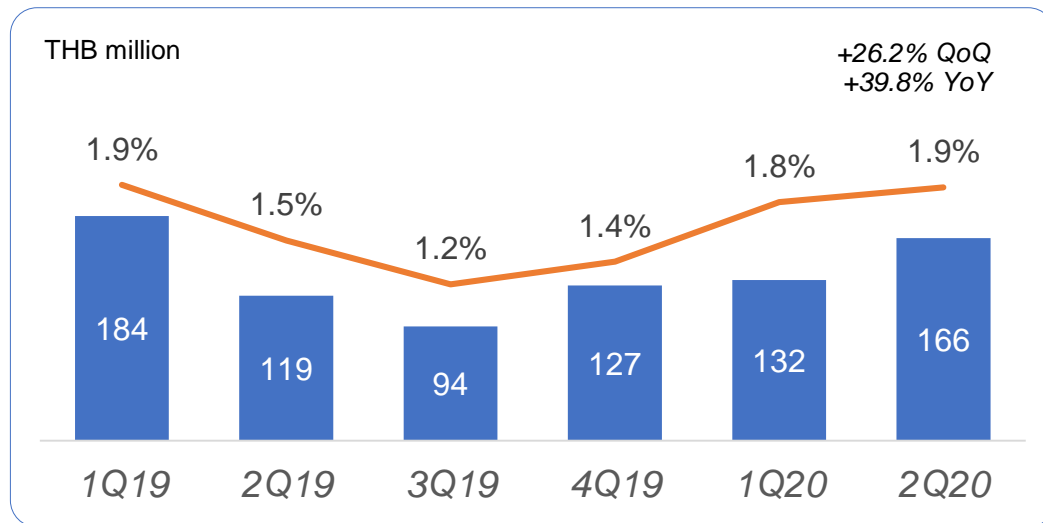
GROSS MARGIN CONTINUED TO IMPROVE



Quarterly gross profit



Quarterly OPEX



Quarterly net profit

Net profit growth driven by

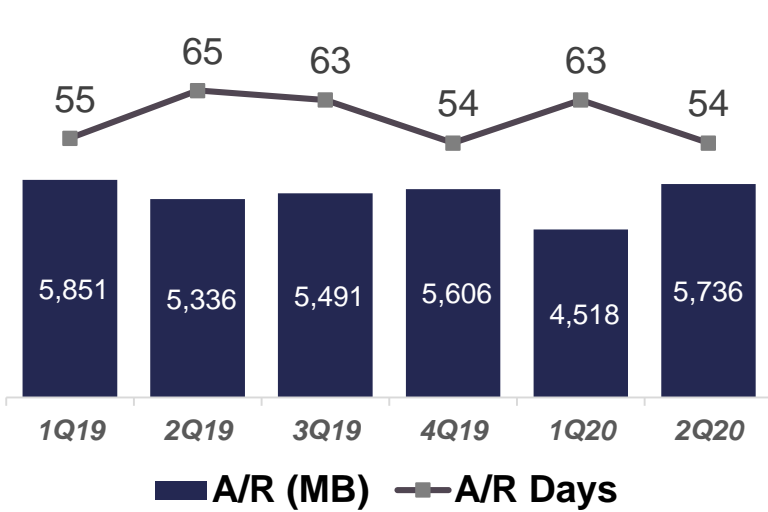
- Increase in gross profit
- Sharp reduction in financial costs
- Gain on foreign exchange

THB 0.14 per share interim dividend declared from 1H20 operating performance

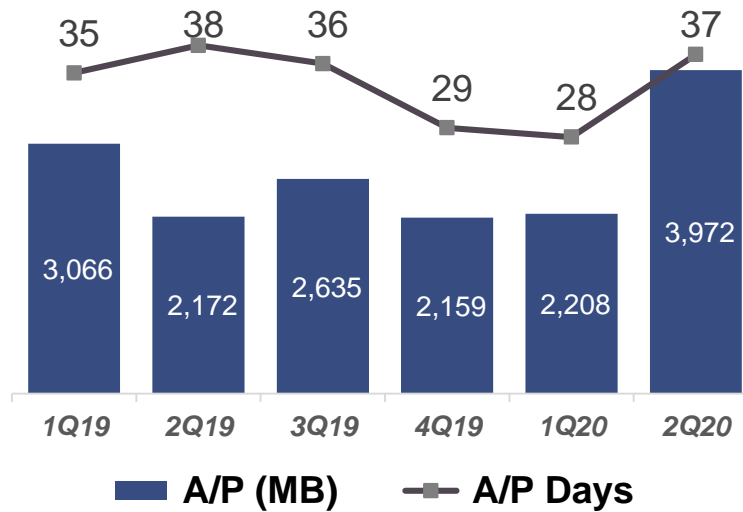
CASH CYCLE SHARPLY REDUCED

THB million

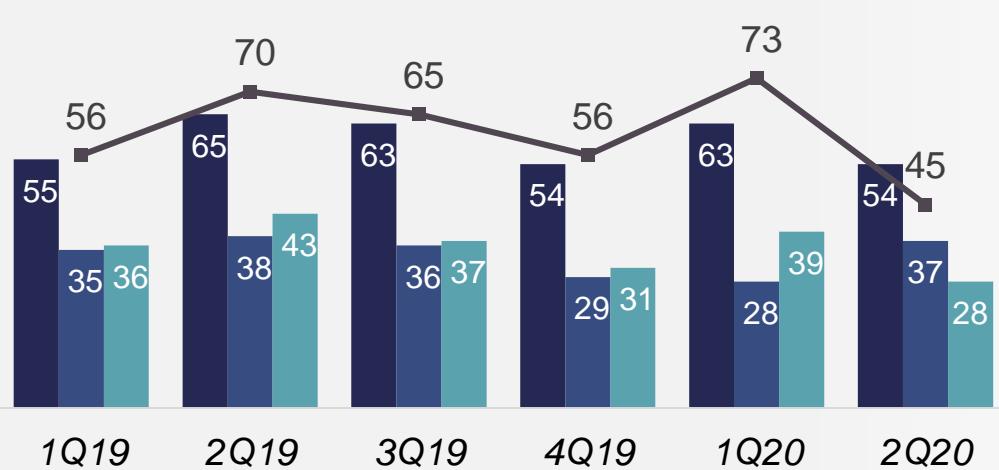
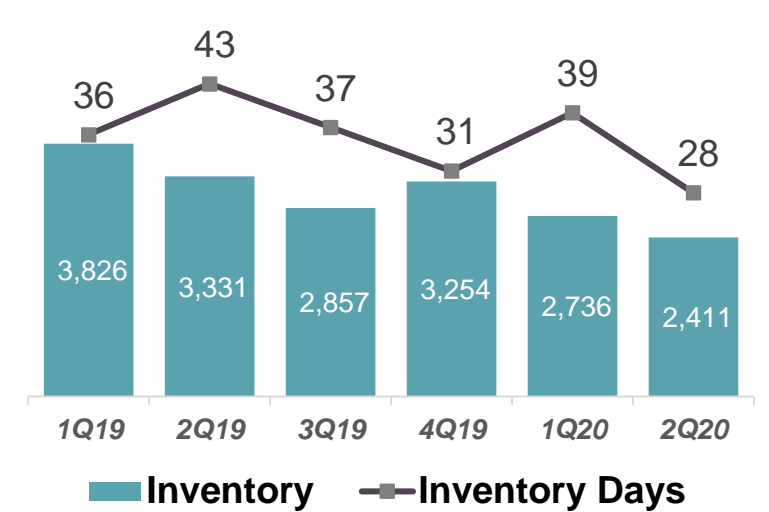
A/R - trading



A/P - trading

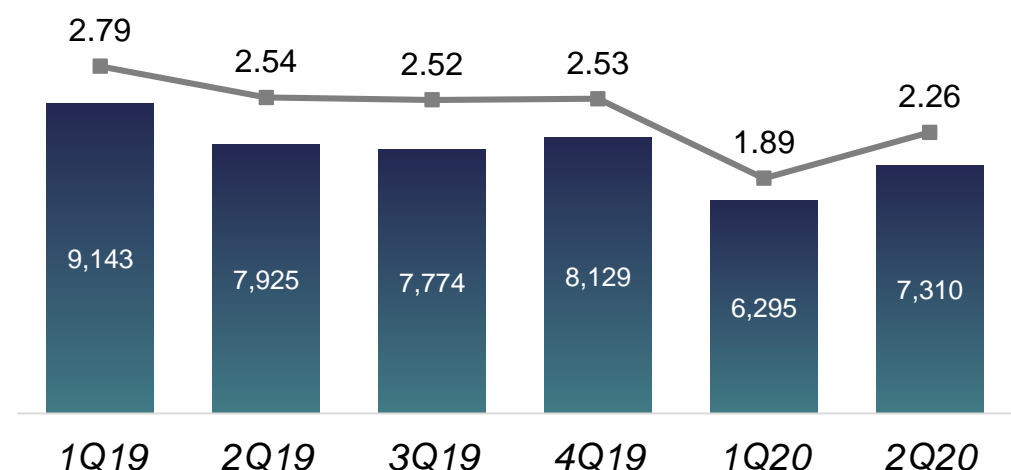


INVENTORIES



- Average Collection Period (Day)
- Average Payment Period (Day)
- Average Age of Inventory (Day)
- Cash Cycle (Day)

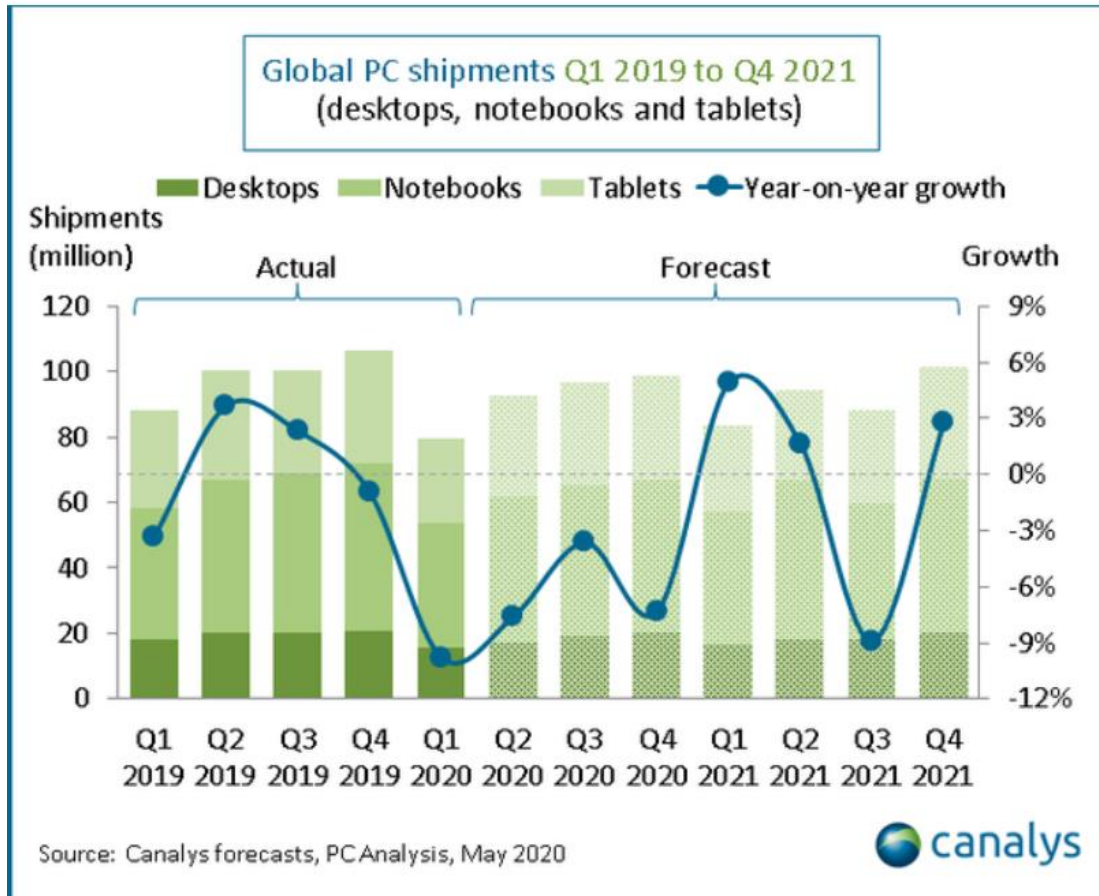
Total Liabilities and D/E Ratio



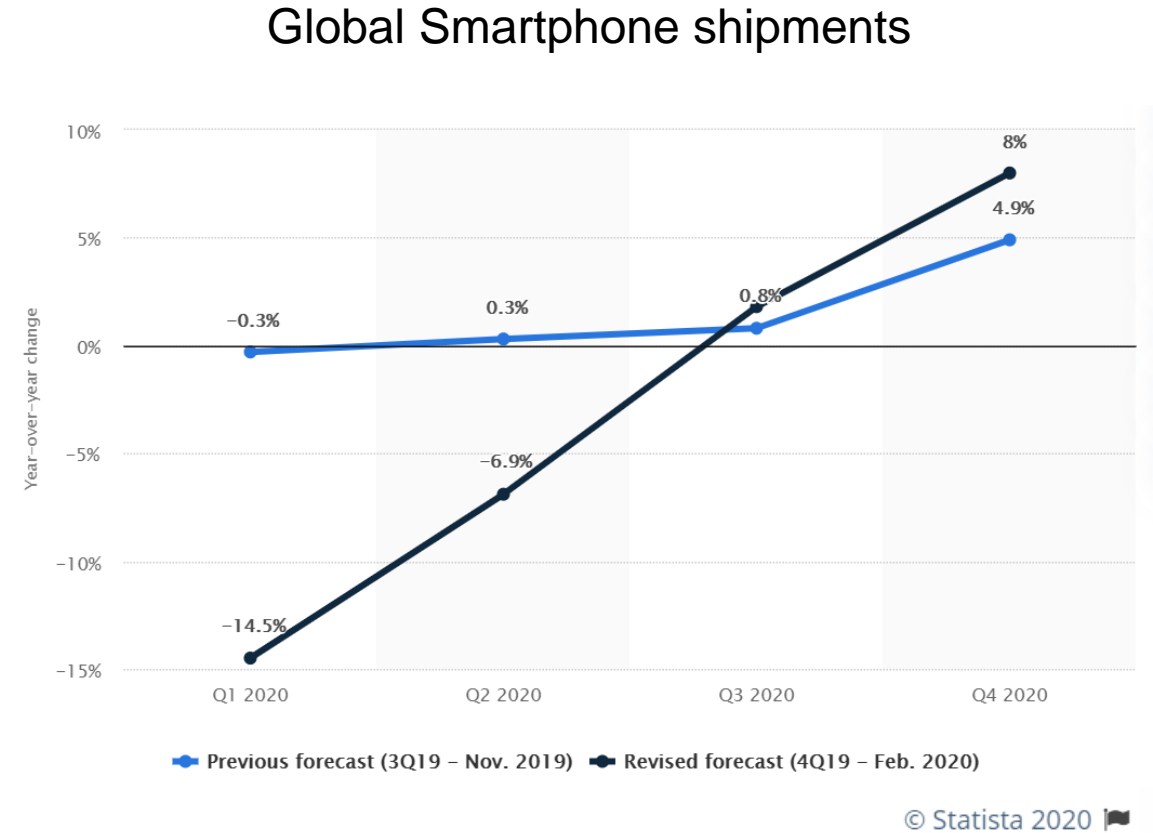
A light gray world map is visible in the background, centered behind the text.

BUSINESS OUTLOOK

SOLID DEMAND FOR PC AND SMARTPHONE IN 2H20

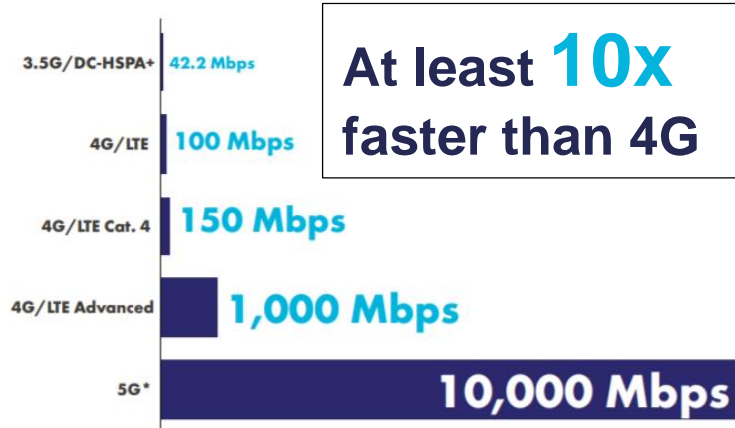


- PC shipments momentum expected to carry on into 2H20.

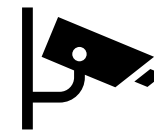
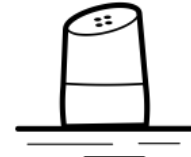


- Global smartphone shipments expected to rebound in 2H20.

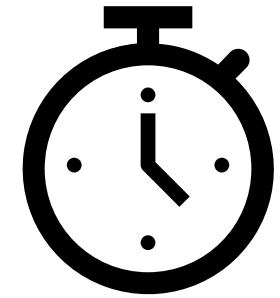
5G IN A NUTSHELL



1M connections per km²



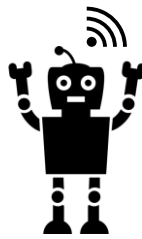
<1 millisecond latency



Up to **10** years battery life for low power IoT devices



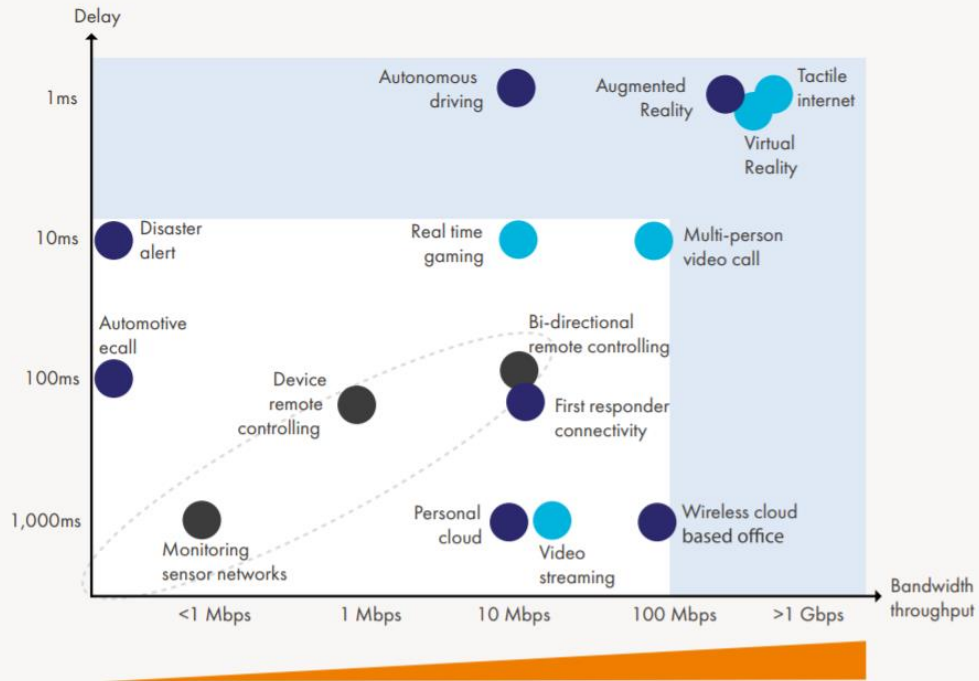
1 Gbps data rate across coverage area



More secured and private



5G WILL FUNDAMENTALLY CHANGE OUR LIVES FOR BETTER



- Services that can be delivered by legacy networks
- Services that could be enabled by 5G
- Fixed
- Nomadic
- On the go
- M2M connectivity

Source: GSMA

Crowded Area

- VR Live Stadium
- AR Live Museum
- 360 Concert

Healthcare

- Real-Time Remote Patient Monitoring
- Virtual visits with doctors
- Large image file transfers
- AR used in education & training

Smart Home & Smart City

- Gadgets & IoT Devices
- Outdoor surveillance cameras

Smart Transportation

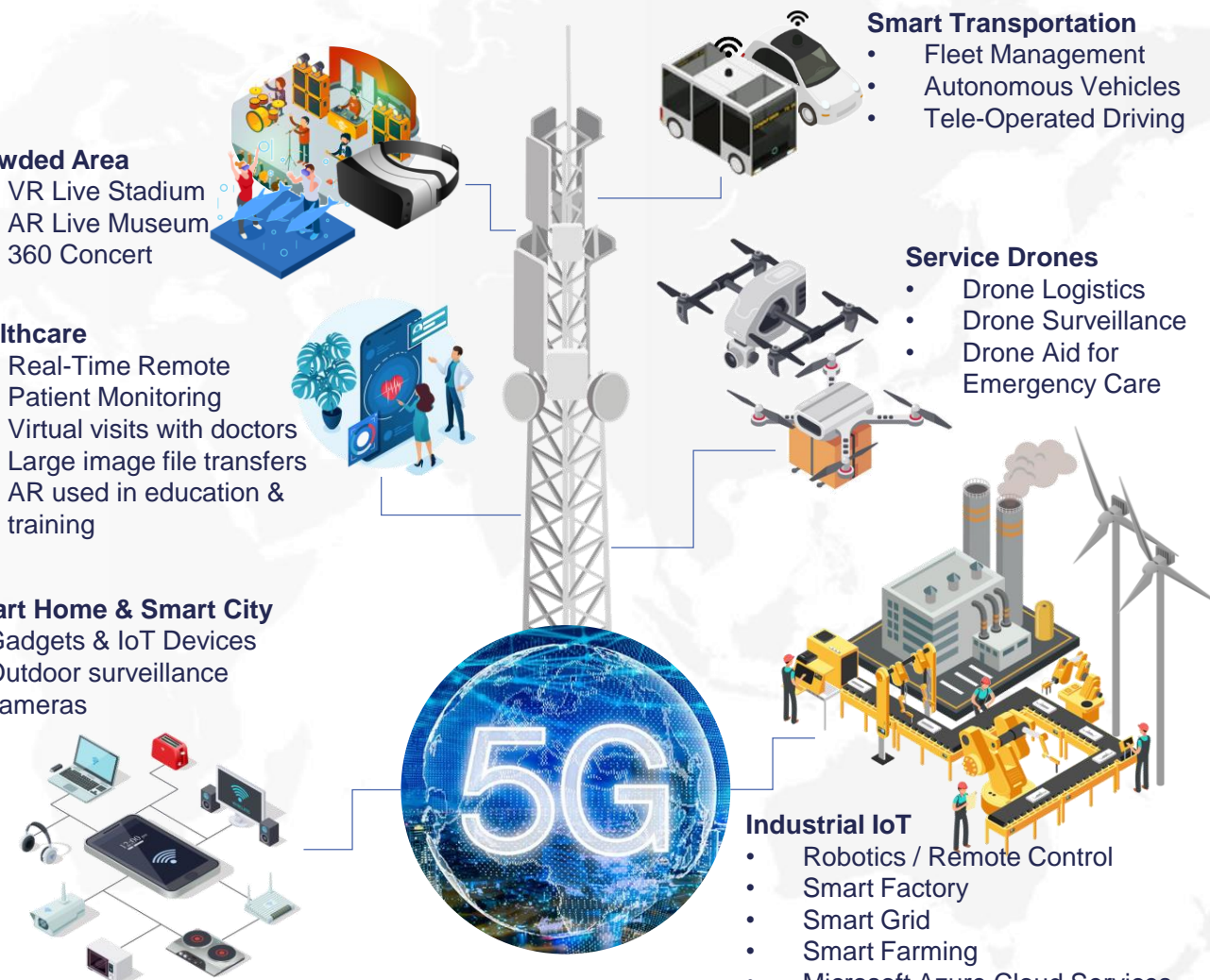
- Fleet Management
- Autonomous Vehicles
- Tele-Operated Driving

Service Drones

- Drone Logistics
- Drone Surveillance
- Drone Aid for Emergency Care

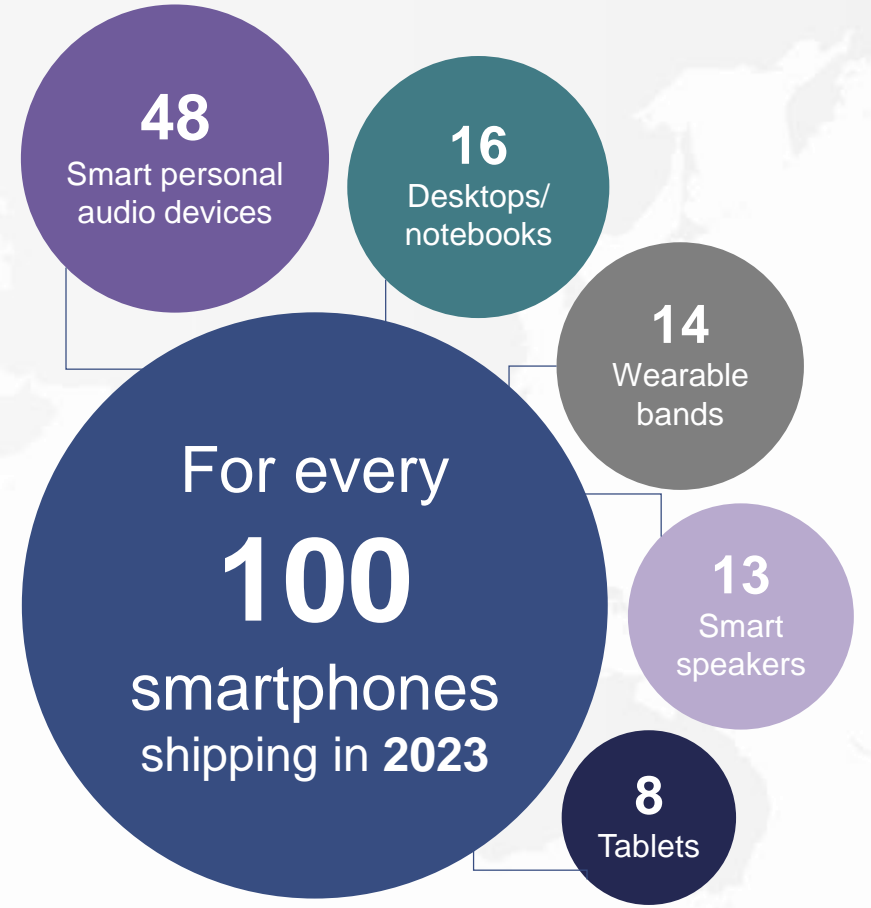
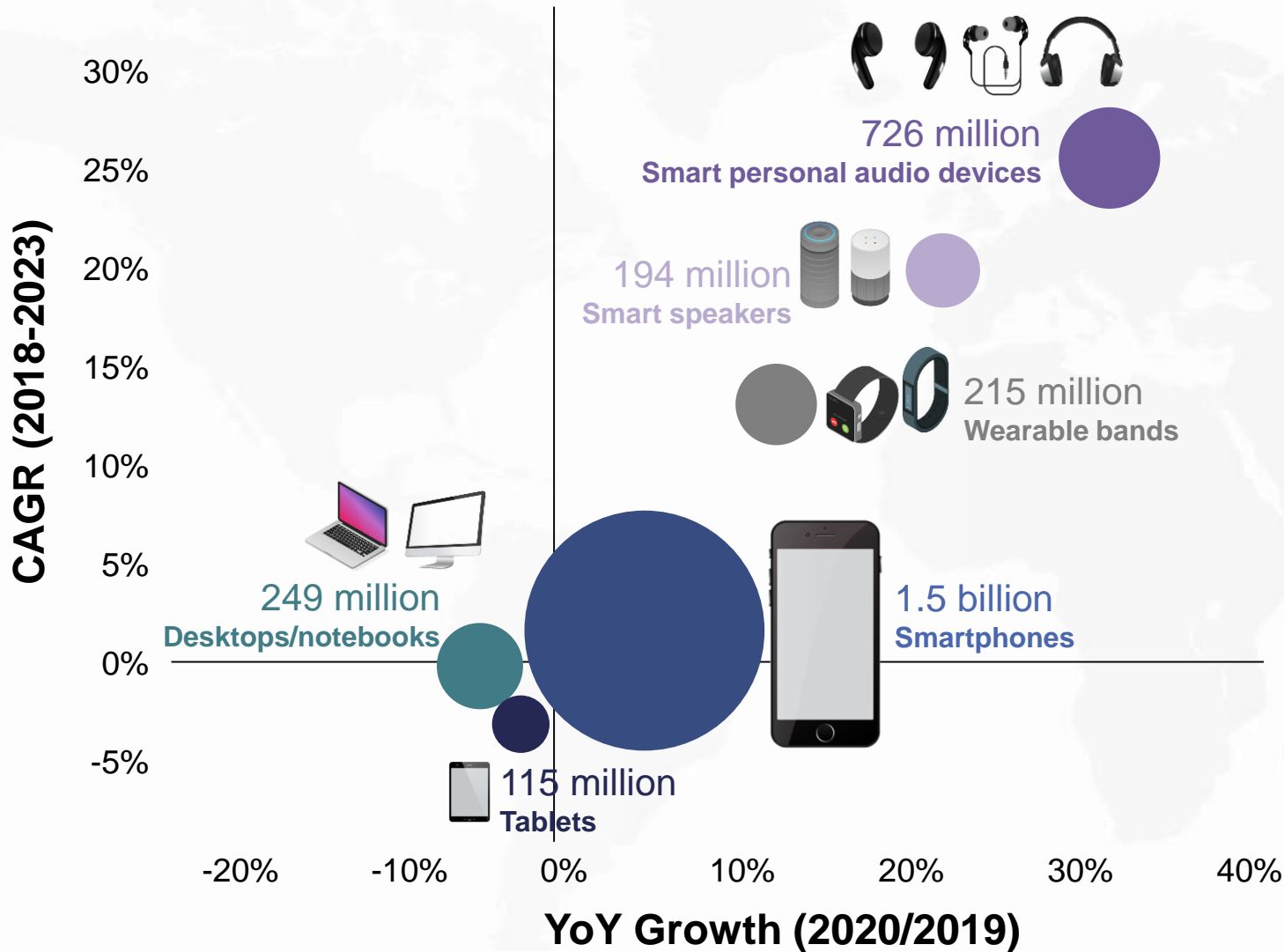
Industrial IoT

- Robotics / Remote Control
- Smart Factory
- Smart Grid
- Smart Farming
- Microsoft Azure Cloud Services



GLOBAL SMART DEVICE SHIPMENTS

Worldwide smart device shipments to **exceed 3 billion in 2023** with smart personal audio category growing the fastest



STRONG GROWTH IN GAMING SEGMENT

Global Gaming Peripheral Market



Source: technavio

- Synnex has been appointed as a distributor of several global brands in Gaming Peripheral Market.

EPSON
 โป้พลาตแม็บ็สิยงลมาทายใ้

FPS
 EPSON GSP 1000 AUDIO HEADSET 8,590 THB

MOBA
 EPSON GSP 350 GAMING HEADSET 5,100 THB

MMO RPG
 EPSON GSP 300 GAMING HEADSET

CASUAL & MOBILE
 EPSON GSP 500 GAMING HEADSET 2,900 THB

Think

ASUS
 ดันบ็อมสนบย พาร์มททกใ้บอเล็ล

ASUS EYE CARE MONITOR

MOBA
 ASUS ROG GLADIUS II CORE GAMING MOUSE

ASUS CERBERUS MOUSE PAD

ASUS ROG CETRA 16.1吋 GAMING HEADPHONE

Think

RAZER
 แม่นย่บวองโว ทุกใ้ลยทศใ้ค

HIGHLIGHT
 RAZER BASILISK ULTIMATE WIRELESS GAMING MOUSE 5,590 THB

MOBA
 RAZER BLACKWIDOW WIRELESS GAMING KEYBOARD 2,990 THB

RAZER HUNTSMAN ELITE (2,990 THB)
RAZER DEATHADDER ESSENTIAL (2,990 THB)

RAZER KRAMEN X USB (2,990 THB)
RAZER KRAMEN ULTIMATE (4,990 THB)

CASUAL & MOBILE
RAZER OMNION (3,990 THB)
RAZER ORNATA V2 (5,990 THB)

MMORPG
RAZER NARI ULTIMATE (8,190 THB)
RAZER HAMMERHEAD TRUE WIRELESS GAMING (3,990 THB)

Think

logitech
 เข้บ่ทกค้ลใ้ นใ้จทุกค้ลใ้ค

HIGHLIGHT
 LOGITECH G815 MECHANICAL GAMING KEYBOARD 4,490 THB

FPS
 LOGITECH G PRO X MECHANICAL GAMING KEYBOARD 4,190 THB

MOBA
 LOGITECH G PRO X GAMING HEADSET 4,690 THB

LOGITECH G PRO X (4,190 THB)
LOGITECH G PRO X (4,690 THB)

MMORPG
 LOGITECH G503 LIGHTSPEED GAMING MOUSE 3,990 THB

LOGITECH G503s (4,990 THB)
LOGITECH G604 (2,990 THB)

Play to Win
 Think

SOLID PRODUCT PIPELINE



Expect to launch a couple of new brands in Q4



instax
FUJIFILM



Samsung Galaxy Note 20
Huawei Nova 7 5G



Zircon
Top UPS local brand

Q3-20

Q4-20



iPhone
iPad Air
MacBook with Apple Silicon
Apple Watch

FY20 OUTLOOK

Revenue

Low single digit growth

% Gross profit margin

Minimum 4.0%



Making people's lives better and easier with technology

เราจะทำให้ชีวิตของผู้คนดีขึ้นและง่ายขึ้นด้วยเทคโนโลยี



SAAS

SYNNEX AS A SERVICE



- **Warehouse Management Services**

- Implementing ASRS since 2007
- More than 4,600 pallets storage capacity

- **Delivery Services**

- Fast 1-3 hours delivery service
- Half day delivery service in Bangkok and vicinity area
- Next day delivery service in upcountry area

- **Dealer - Omnichannel**

- **Fulfillment Warehouse Provider**

- **MRP / AI & Machine Learning**



- **Customer Service Coverage**

- Synnex Care 1251
- 10 Synnex Service Center
- 13 Huawei Service Center
- 67 Synnex Service Partner (Drop points)

- **Synnex Service Anywhere**

- On-site services by certified technical engineers and supports specialists
- Pre-sales services
- Post-sales Services

- **Premium Service Plus**

- Synnex Notebook Premium Service
- Warranty extension package

- **CRM / QR Code**

- Synnex's end-user database



- **Installment Program**

- Leasing & loan program

- **Bid Bond Program**

- **Contractual Program**

- Managed Print Services (MPS)

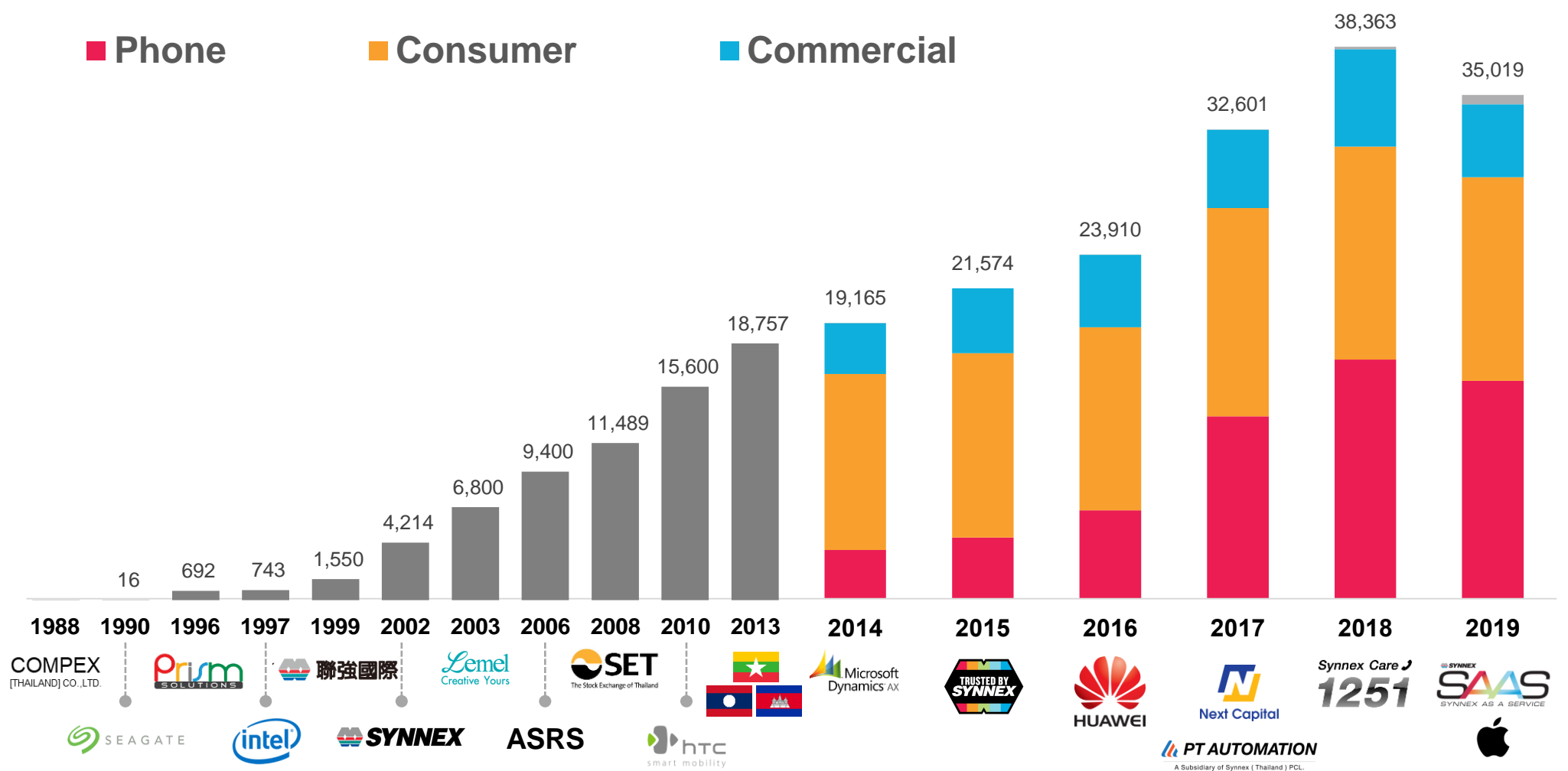
- **Credit System**

- **E-Tax Invoice**

- **Trade & Project Backup Finance Program**



SYNNEX SUCCESSFULLY NAVIGATES THROUGH CHALLENGES AND OPPORTUNITIES



Q & A

 **SYNNEX**