



Better Life

WITH

TECHNOLOGY

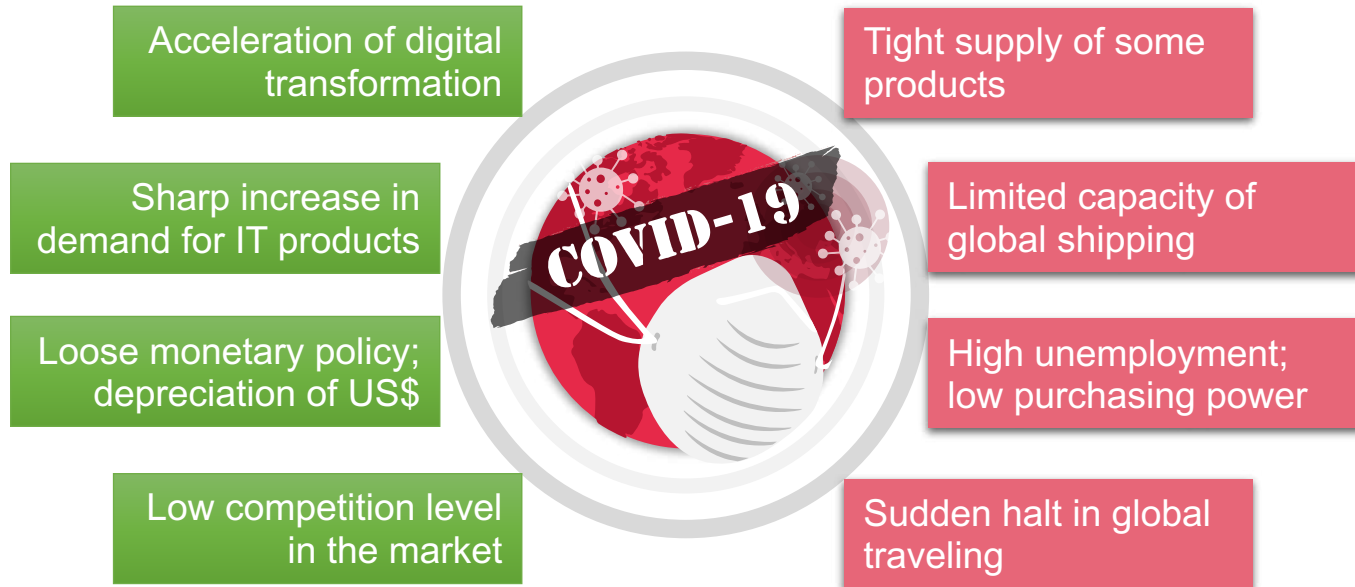
SYNNEX (THAILAND) PCL.

SET OPPORTUNITY DAY NO. 1/2021

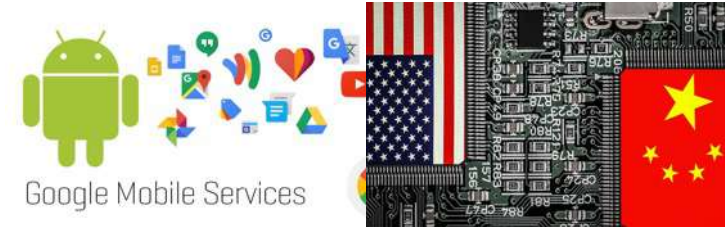
3 March 2021

FY20: THE YEAR WITH 'UNPRECEDENTED UNCERTAINTIES'

COVID-19 Pandemic



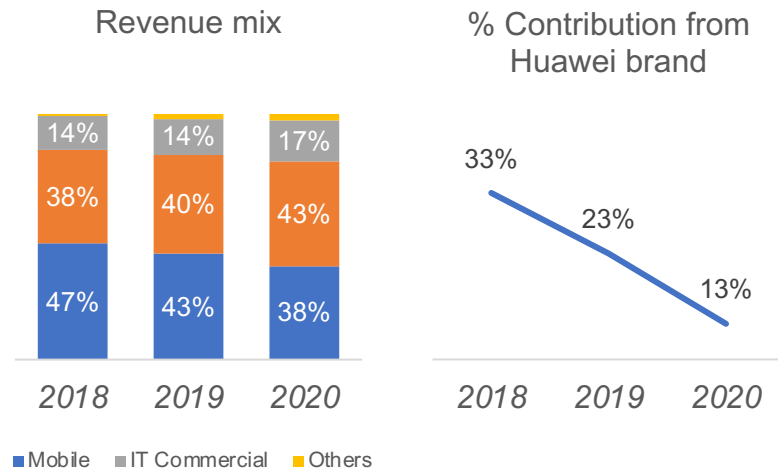
Geopolitical Tensions



- Huawei restricted from using GMS
- Suppliers prohibited to supply Huawei with parts manufactured with US technologies
- Limited supply of Huawei mobile phones

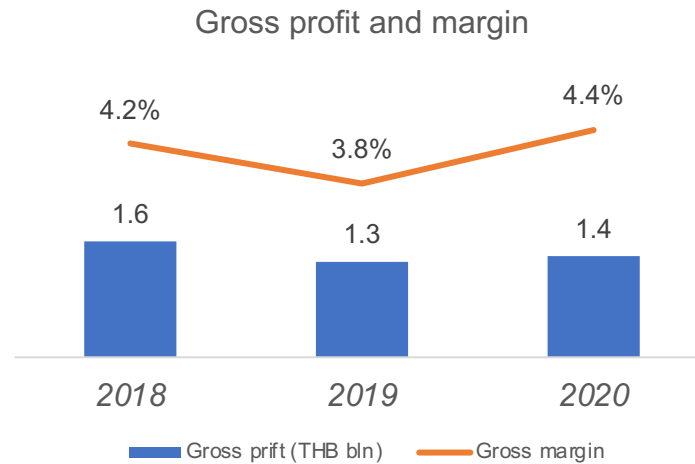
FY20 HIGHLIGHTS

a decent year amid uncertainties



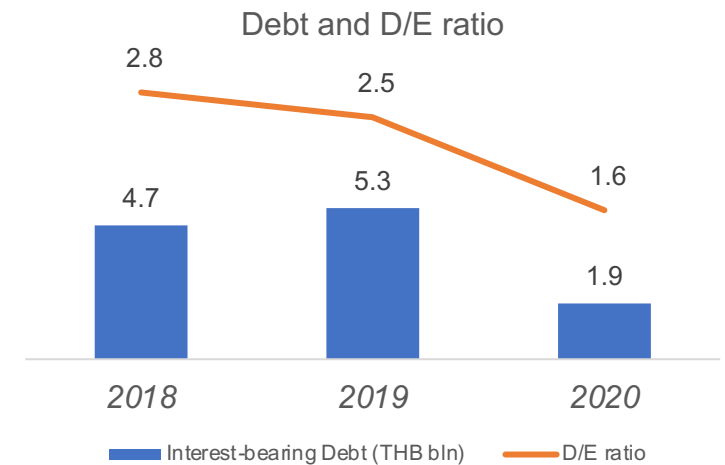
More balanced revenue mix

- IT revenues held up well
- **10pps** decline in revenue contribution from Huawei brand



Improved profitability

- **56bps** higher gross profit margin
- **5.9%** growth in gross profit



Efficient cash flow management

- **THB 3.3bln** reduction in interest-bearing debt
- Significantly lower D/E ratio

FY20 HIGHLIGHTS

new brands with higher margins



EPOS
SENNHEISER



FUJIFILM
instax™



RAZER



TECNO
mobile

FY20 HIGHLIGHTS

strong performance in IT commercial segment



➔ Commercial Expansion Award



➔ Top Growth Distributor Commercial & SMB



➔ Top Growth Commercial Distributor



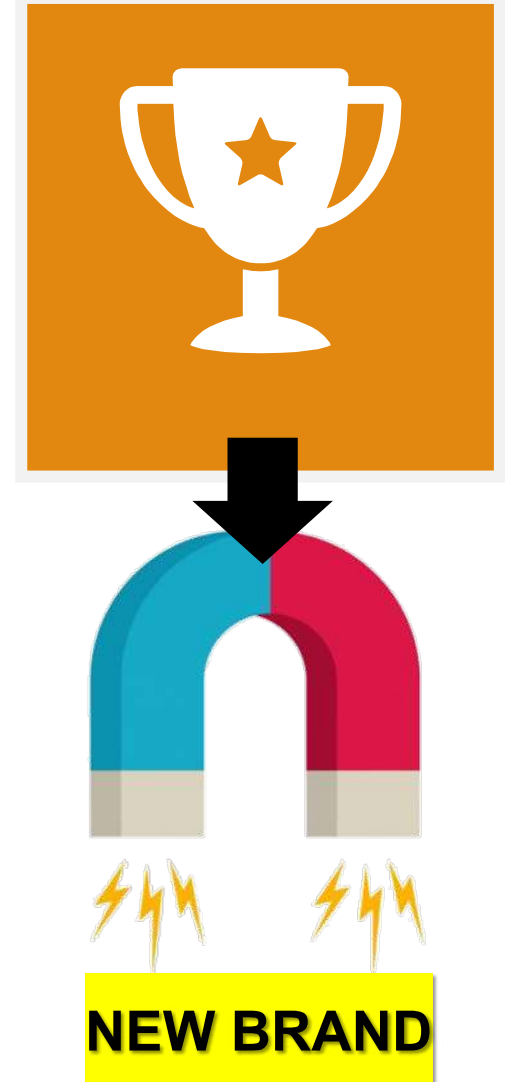
➔ Outstanding Awards Commercial



➔ Most Valuable Distributor



➔ The Best Performance Distributor

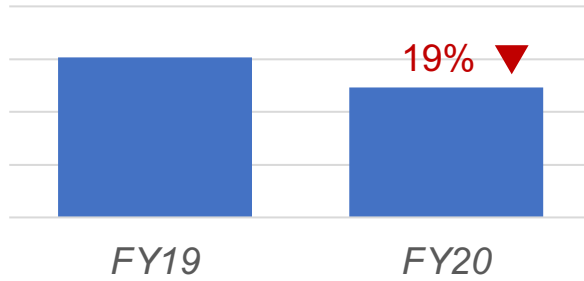


FY20 HIGHLIGHTS

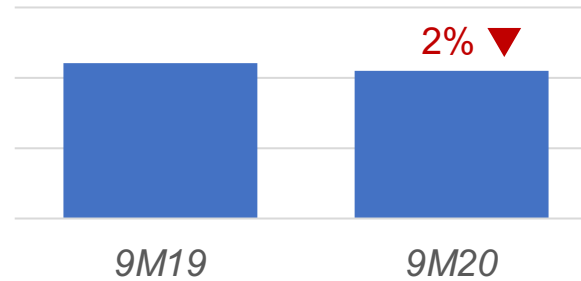
focus on profitability

Revenues

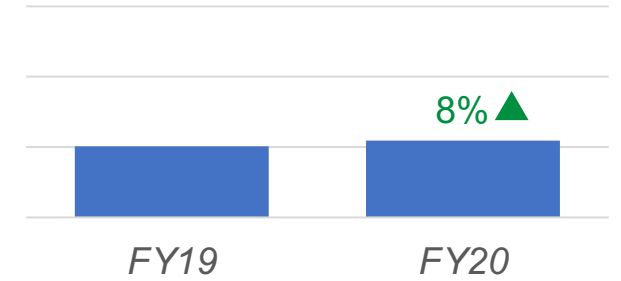
Mobile Devices



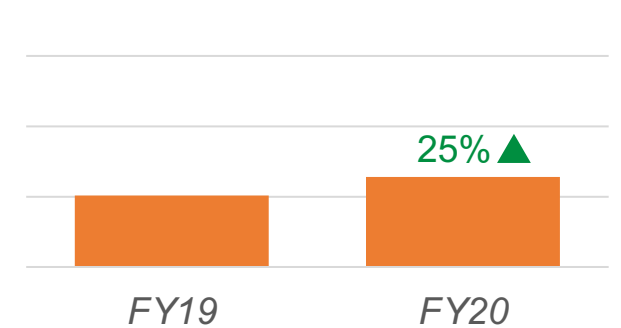
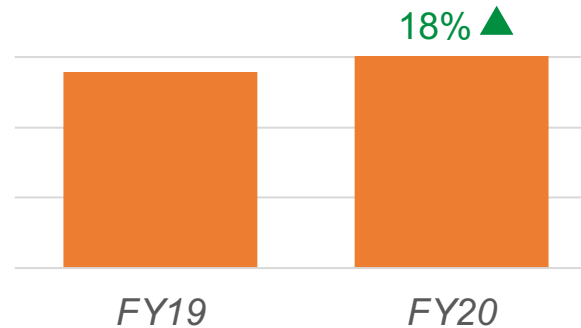
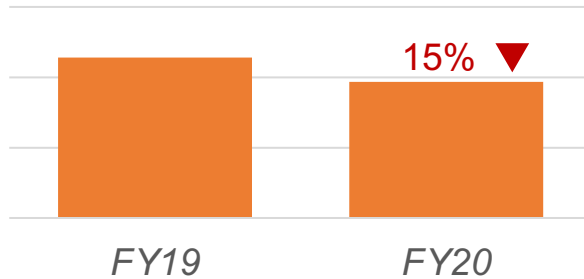
IT consumer



IT commercial



Gross profit



- Impact from lockdown
- Limited supply of Huawei phones
- Slightly affected by one-month delay of iPhone launch
- Improvement in % gross margin

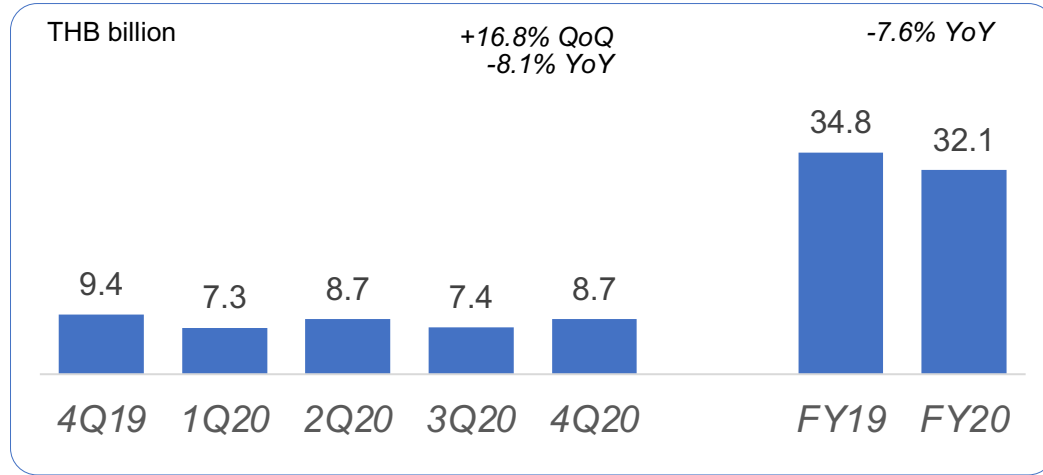
- DIY and Gaming segment grew strongly
- Revenue held back by supply constrain of several products
- Overall margin improved markedly

- IT infrastructure upgrade
- SOHO network and Enterprise software to accommodate WFH
- Strong growth in thermal scanner and IP security camera

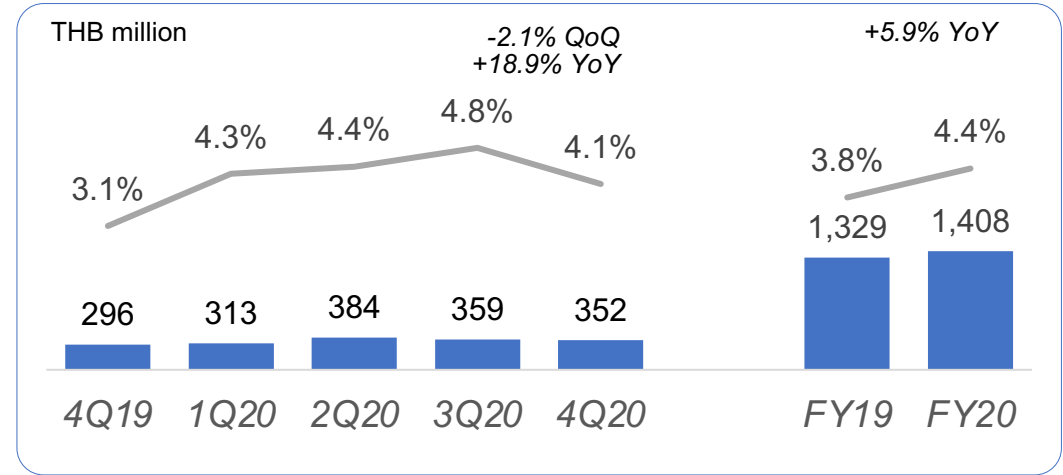
A light gray world map is visible in the background, centered behind the text.

***FINANCIAL
HIGHLIGHT***

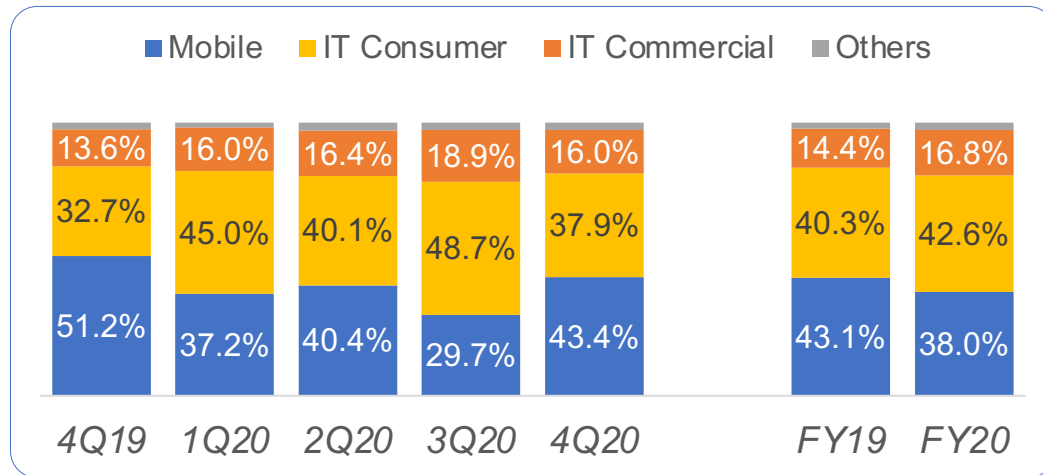
STRONG PROFIT GROWTH DESPITE DECLINE IN REVENUE



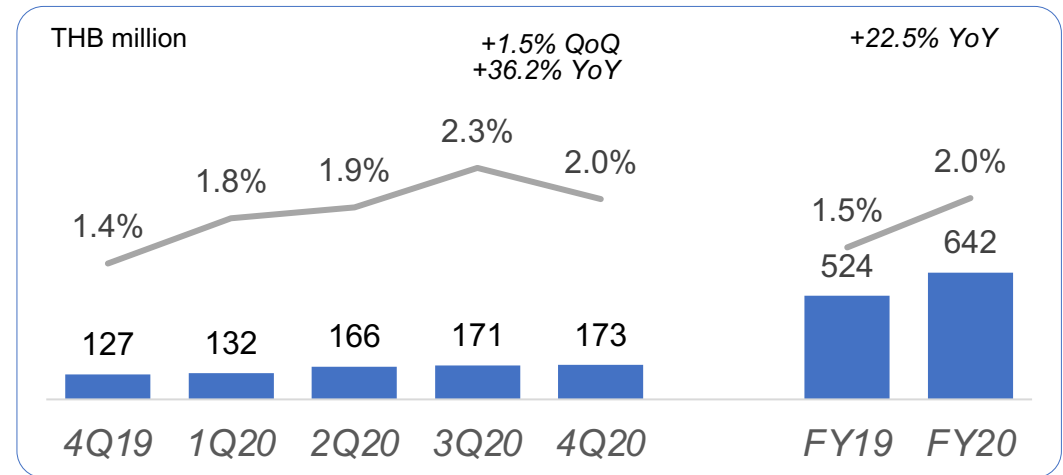
Total revenues



Gross profit



Revenue breakdown

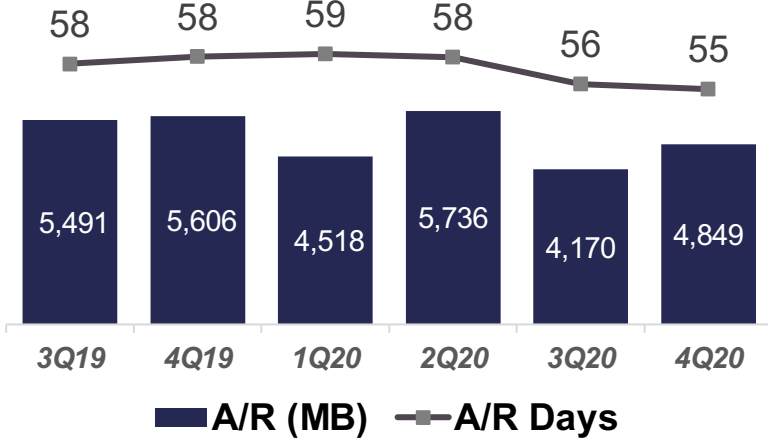


Net profit

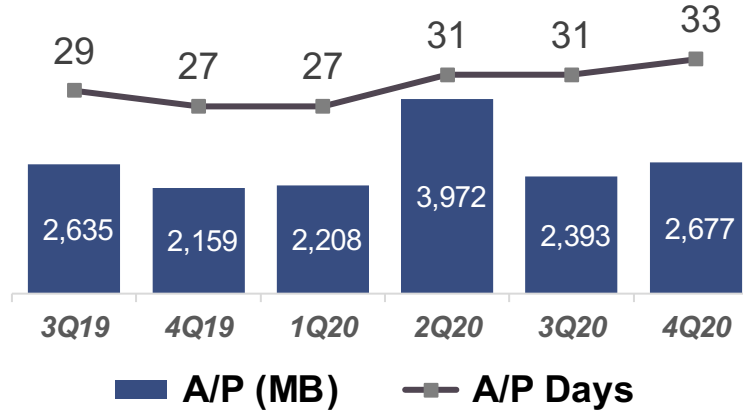
SHORTENED CASH CYCLE AND LOWER D/E RATIO

THB million

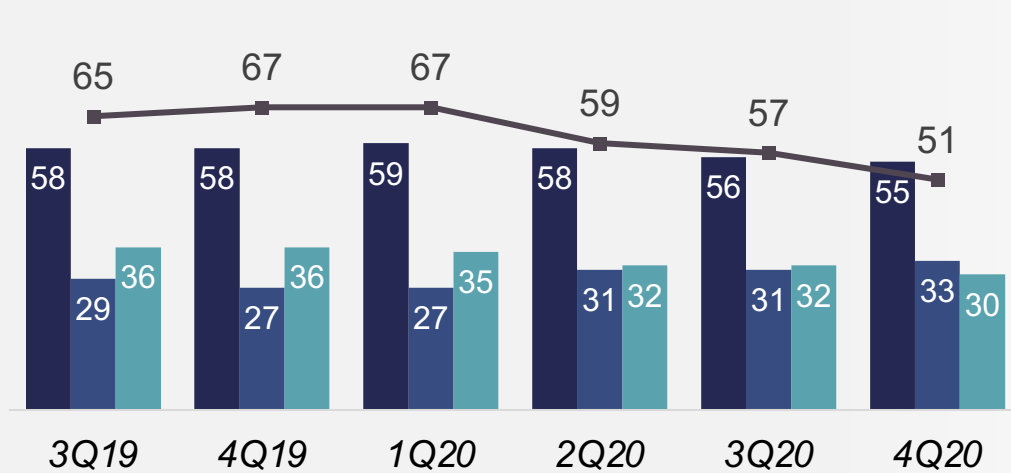
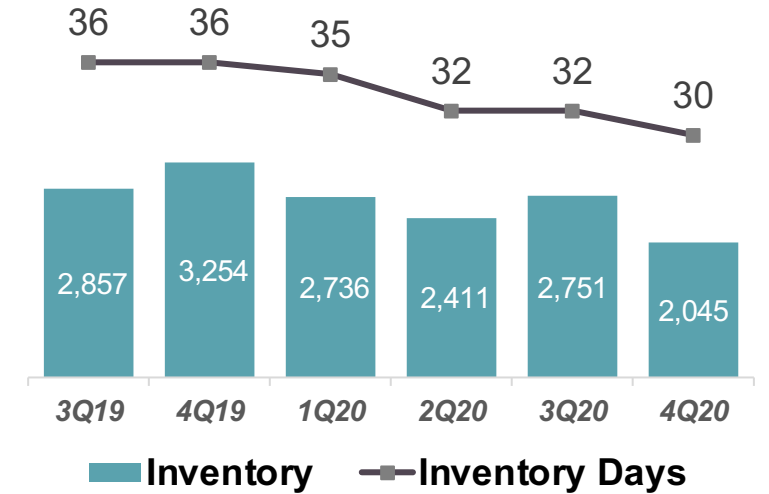
A/R - trading



A/P - trading

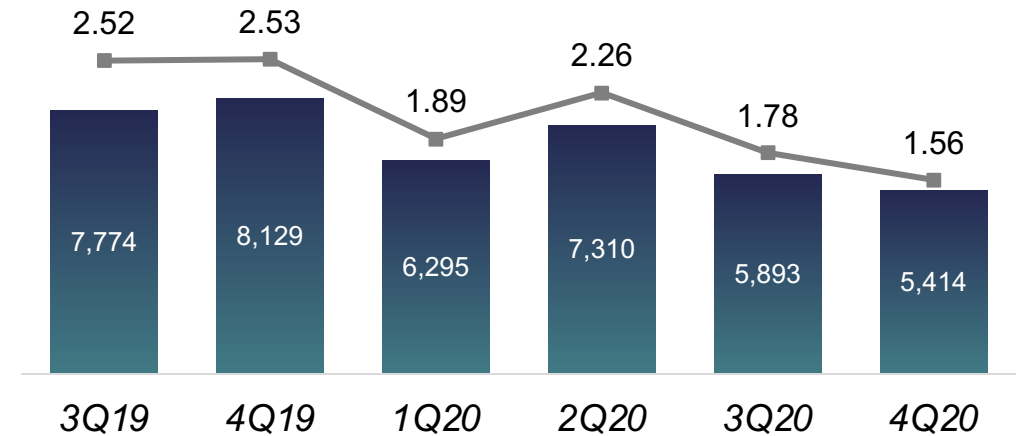


INVENTORIES



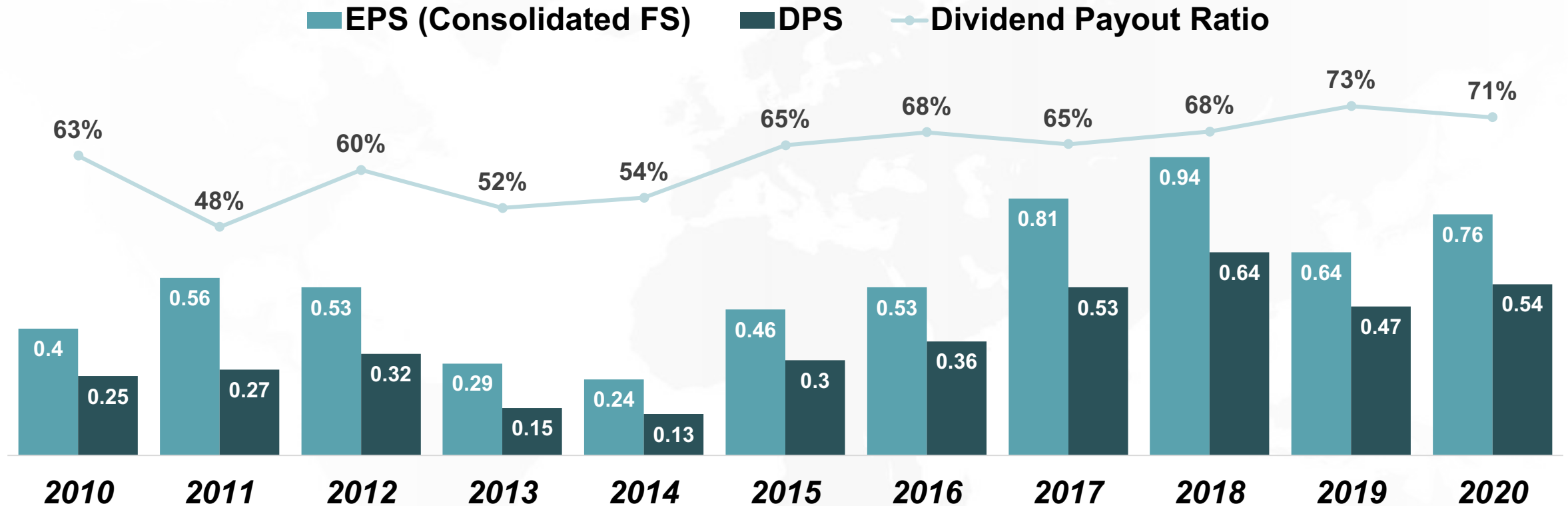
- Average Collection Period (Day)
- Average Payment Period (Day)
- Average Age of Inventory (Day)
- Cash Cycle (Day)

Total Liabilities and D/E Ratio



SUSTAINABLY HIGH DIVIDEND PAYOUT RATIO

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



Note: Subject to approval by shareholders at the AGM 2021, to be held on 22 April 2021

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BUSINESS OUTLOOK

SPENDING ON DEVICES AND SOFTWARE EXPECTED TO GROW STRONGLY IN 2021

Segment	Data	2019	2020	2021
Communication services	End user spending	352,442	349,225	358,855
	Growth	3.2%	-0.9%	2.8%
Data centre systems	End user spending	24,994	24,788	27,829
	Growth	-4.2%	-0.8%	12.3%
Devices	End user spending	189,157	149,438	167,527
	Growth	-2.3%	-21.0%	12.1%
IT services	End user spending	62,288	59,727	58,560
	Growth	9.5%	-4.1%	-2.0%
Software	End user spending	40,273	40,687	46,317
	Growth	12.1%	1.0%	13.8%
Total sum of end user spending		669,153	623,865	659,089
Total growth		2.3%	-6.8%	5.6%

Source: Gartner, in THB million

GLOBAL SMARTPHONE SHIPMENTS EXPECTED TO REBOUND STRONGLY IN 2021

Region	000 units		
	2019	2020	2021
Eastern Europe	47,358	42,960	49,364
Emerging Asia/Pacific	369,359	336,897	365,891
Eurasia	48,341	43,473	47,261
Greater China	407,449	368,016	409,968
Latin America	131,954	116,301	134,349
Mature Asia/Pacific	31,085	26,311	30,457
Middle East and North Africa	75,208	71,477	79,112
North America	159,974	136,257	151,750
Sub-Saharan Africa	91,537	84,440	94,293
Western Europe	146,747	125,430	142,796
Japan	31,643	27,159	30,118
Grand Total	1,540,655	1,378,719	1,535,358

Source: Gartner (February 2021)

	000 units		
	2019	2020	2021
5G Smartphones	16,705	213,260	538,530

Source: Gartner (February 2021)

- 11% decline in global shipments in 2020
- 11% growth in global shipments expected in 2021
- 5G phones to account for approx. 35% of total shipments in 2021

MOBILE SEGMENT HINGES ON 5G UPGRADE AND NEW BRANDS



- iPhone continues to drive 5G upgrade cycle
- 4G phone replacement still a larger portion of the market: iPhone N- model, Tecno mobile

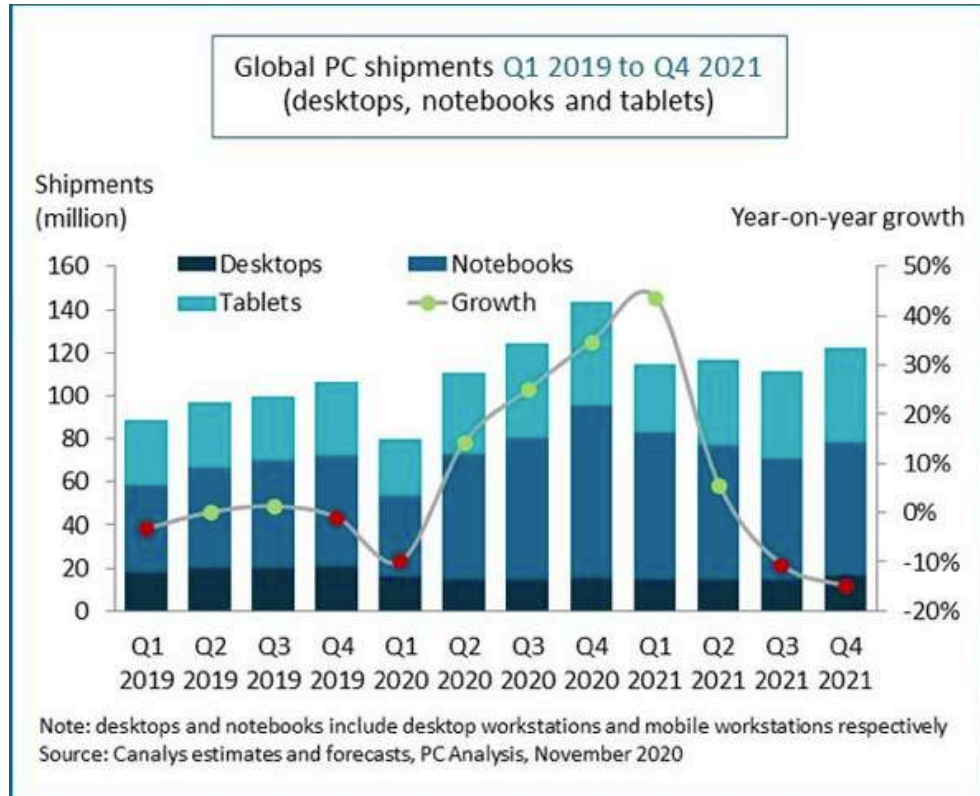


New brands

- Pando Air Purifier
- Viomi Air Purifier
- Realme IoT gadgets and accessories

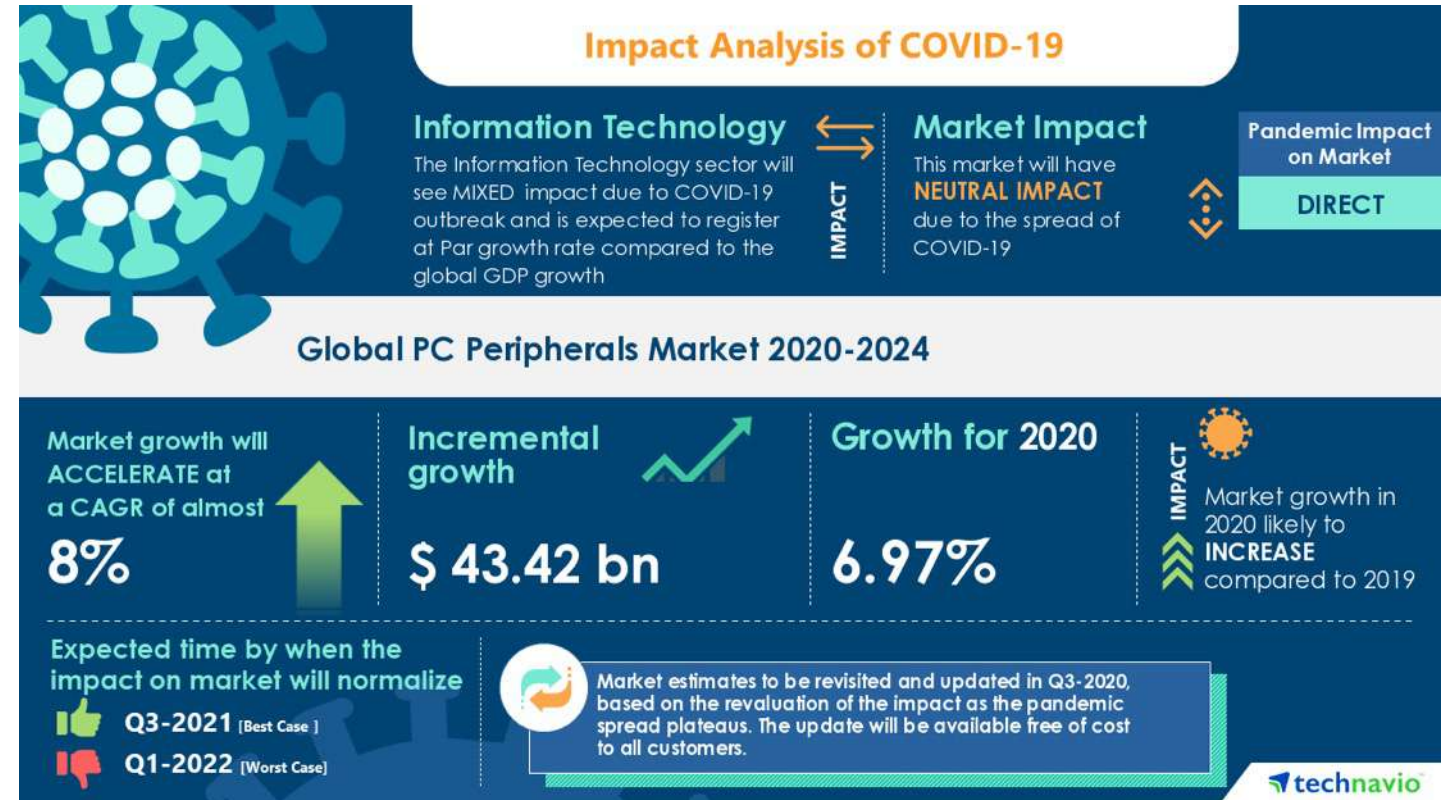


GLOBAL PC SHIPMENTS TO RETURN TO NORMAL WITHIN 1H21; PC PERIPHERALS MARKET EXPECTED TO GROW 8% CAGR



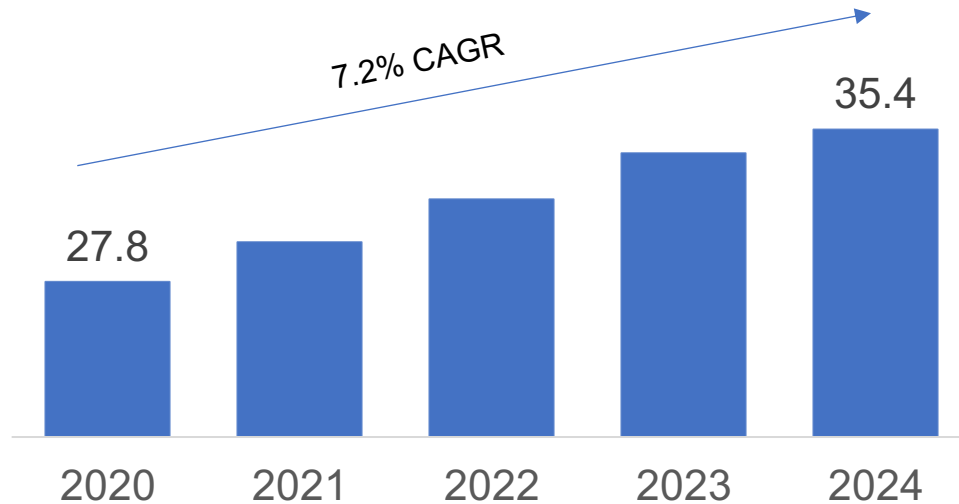
Source: Gartner, in THB million

- Strong growth registered since 2Q20 and expected to peak in 1Q21
- PC shipments expected to resume normal trend in second half of 2021



BRIGHT PROSPECT FOR GAMING SEGMENT

Estimated Games and e-Sport Market Value



Source: PwC's Global Entertainment and Media Outlook 2020 – 2024, in THB billion



- 6th fastest-growing market in Asia-Pacific
- Healthy growth expected for Gaming Notebook, DIY PC, peripherals and accessories
- To enter console market via Nintendo brand

SYNNEX HAS STRONG GAMING PORTFOLIO

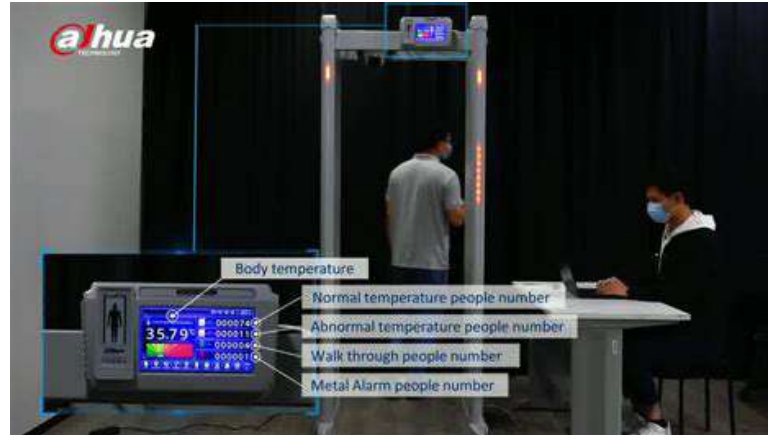
contributing approx. 10% of total revenues

CPU	MEMORY	MONITOR	GAMING NOTEBOOK	Peripherals
 	   	    	     	    
MB & VGA	STORAGE	CASE / PSU	GAMING PC	
      	   	  		

COMMERCIAL IT SUPPORTED BY PUBLIC AND PRIVATE INVESTMENT AND OPPORTUNITY IN EV CHARGER



- Enterprise networking, software and hardware solutions
- SOHO networking solutions



- IP security camera and thermal scanner solutions
- Cloud services



- Residential EV charger

FY21 Revenue growth: mid-teen level with faster growth rate of gross profit

KEY TAKEAWAYS

- More balanced revenue mix
 - A lot less reliant on Huawei brand
- Demand for IT products remains solid
- Tight supply situation gradually improves
- Revenue expected to grow in the range of 10 – 15%
- Gross margin expected to expand from the previous year



Making people's lives better and easier with technology

เราจะทำให้ชีวิตของผู้คนดีขึ้นและง่ายขึ้นด้วยเทคโนโลยี



Q & A

 **SYNNEX**