



Opportunity Day FY 2022 Result

Synnex (Thailand) Public Company Limited

March 15, 2023



Agenda



- Company Overview
- Financial Performance
- Looking forward & Guidance

OUR VISION

“To be the No.1 IT Ecosystem in Thailand,
Making people’s lives better
and easier with technology”



- มุ่งมั่นเป็นที่หนึ่งด้านอุตสาหกรรมไอที เพื่อส่งมอบเทคโนโลยีที่ทำให้คุณภาพชีวิตของทุกคนดีขึ้น -

SUSTAINABLE GROWTH MILESTONES



All-Time High

Ms. Sutida Mongkolsuthree,
CEO
Synnex (Thailand) PCL.



2008
Listed on the Stock
Exchange of Thailand,
Synnex (Thailand) PCL.



2002
Synnex (Thailand)
Company Limited



1999
Partnership with Synnex
Technology International
Corp. (Taiwan)



1988
Compex (Thailand)
Company Limited



Y2022

Sales
Revenue
39,061
MB

Gross
Profit
1,796
MB

Net
Profit
816
MB





CONTINUOUS ON 'SUSTAINABILITY' RECOGNITION'



The Company listed on Thailand
Sustainability Investment - THSI for
the 5th years

The Company received an ESG 100
Certificate for 8th consecutive
years

Awards ENVIRONMENT' AND SOCIAL



Certificate reduces greenhouse gas emissions

The Outstanding model establishment in safety, occupational health, and working environment

2022 Financial Performance



Key Takeaways:



2022 Performance

- Perform All Time High in Revenue
- Challenging of economic situation & cost pressure caused decrease in YoY earning

39,061 MB

-5% YoY



Constant Growth In Commercial Products

Solid growth in in the Commercial Segment

+22% YoY



Good Cost Control

Better management and control of OPEX

2.41%
of revenue



Consistent Dividend payment

Remain consistent return to shareholder with
Dividend payment 2022

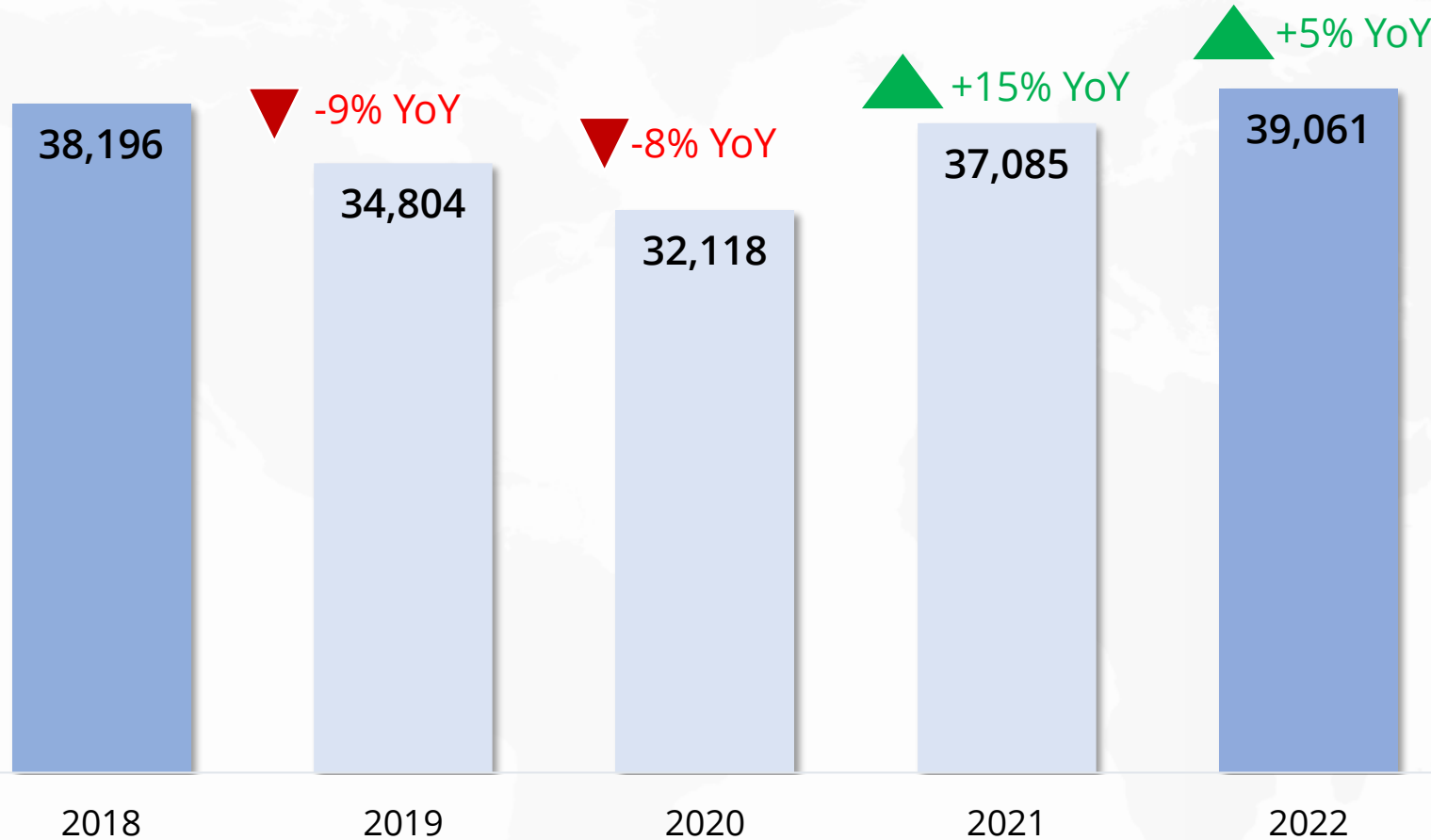
0.70 Baht/
Share

Financial Performance Comparison



Highest new record for 2022

Revenue (MB)



Highlight Situation:

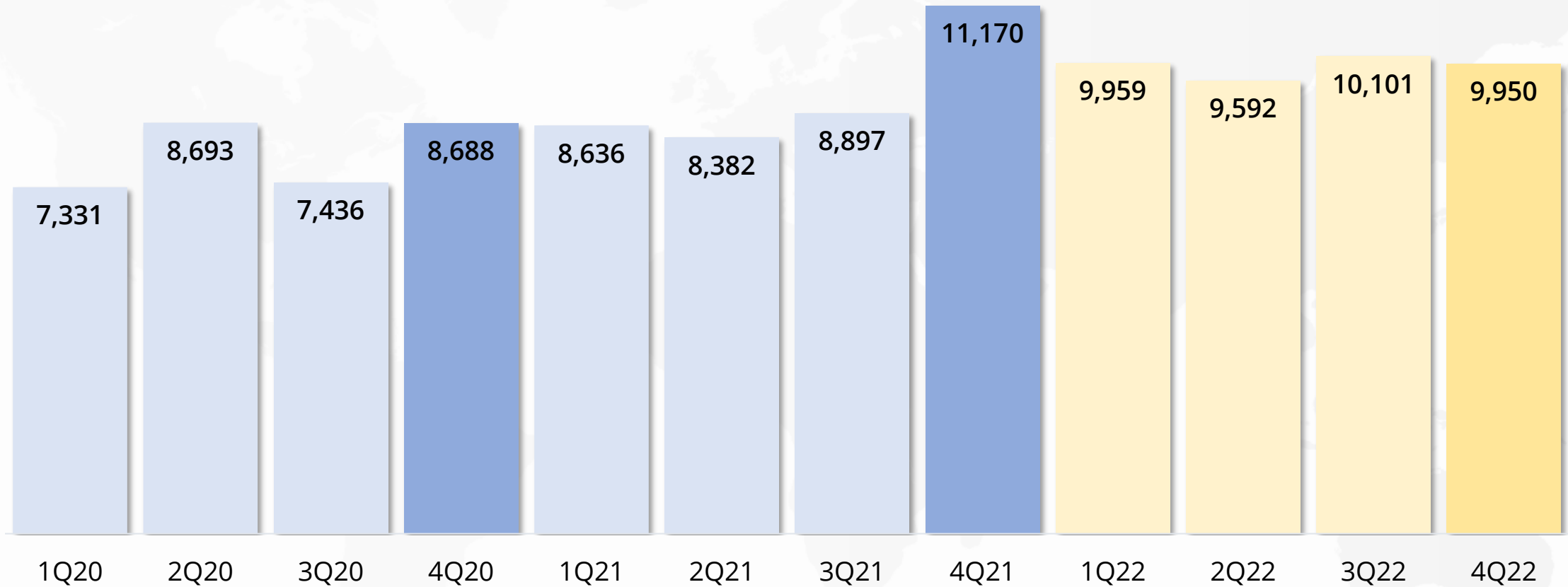
- All-Time High in Revenue.
- The overall performance of the company continues to grow, even though faced with negative economic factors.
- Focuses on growth in the Commercial segment, especially in the second half of the year to support the expected economic expansion.
- Gaming products are still the highlight products.

Financial Performance Comparison by Quarter

Average Lift up in Quarterly Revenue



Revenue (MB)



2022: Revenue structure

Significant increase revenue contribution in Commercial business unit

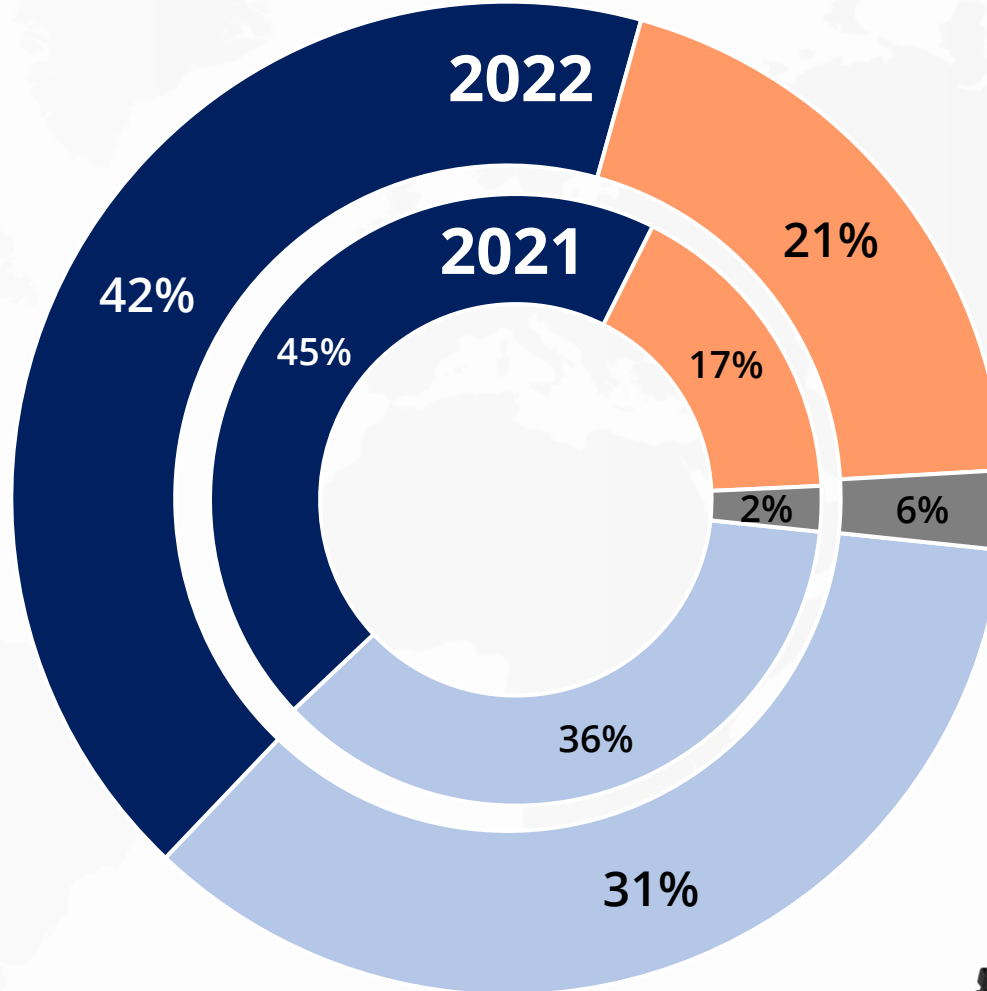
Revenue:

2021 : 37,085 MB

2022 : 39,061 MB (↑5%YoY)

Consumer

Personal Computer, PC Component, Peripheral & Accessories



Commercial

Network, Server & Storage, Surveillance, Software



Communication

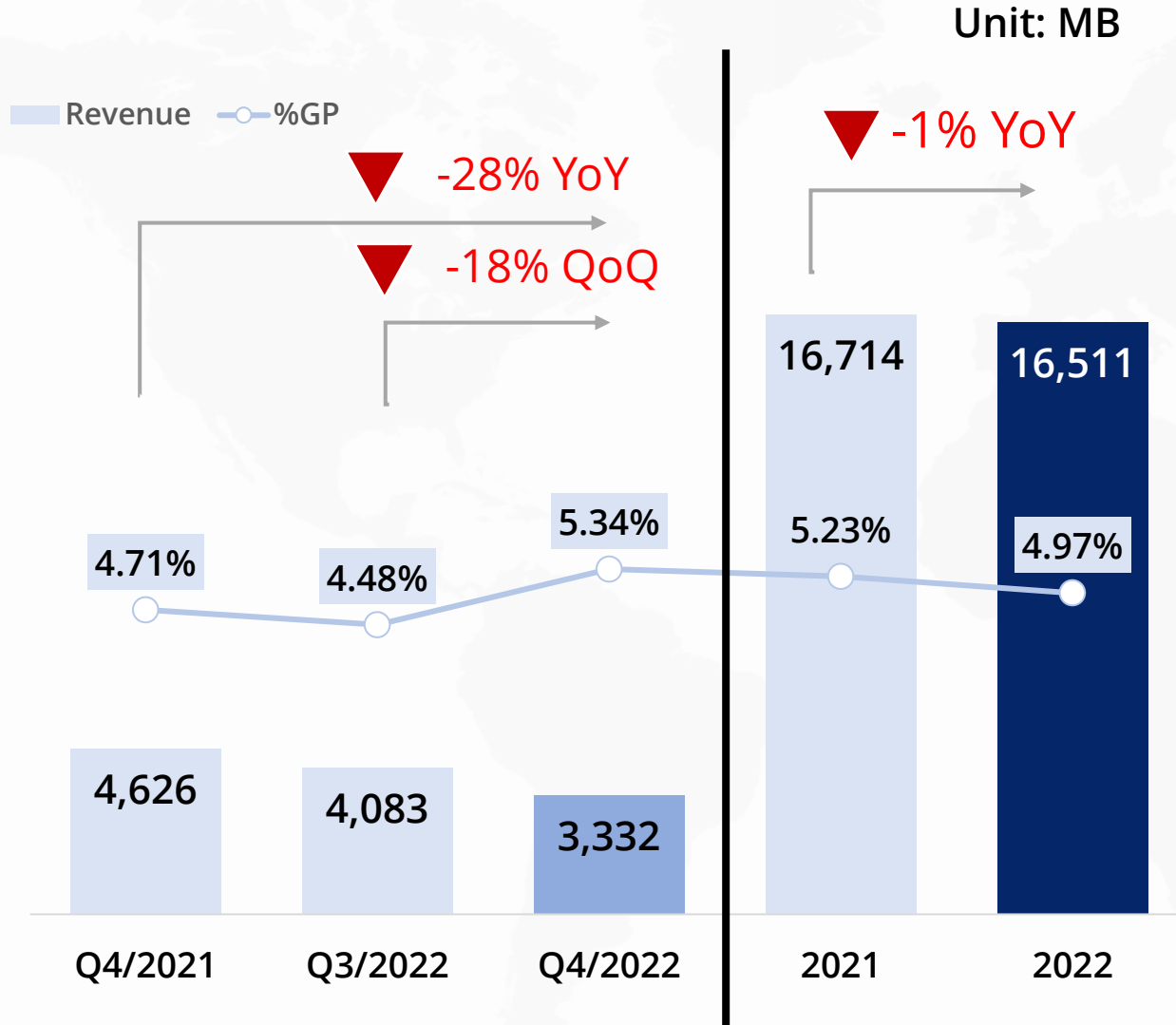
Mobile, Tablet, Smart Device & Gadget





1. Consumer Business Unit (42% Contribution)

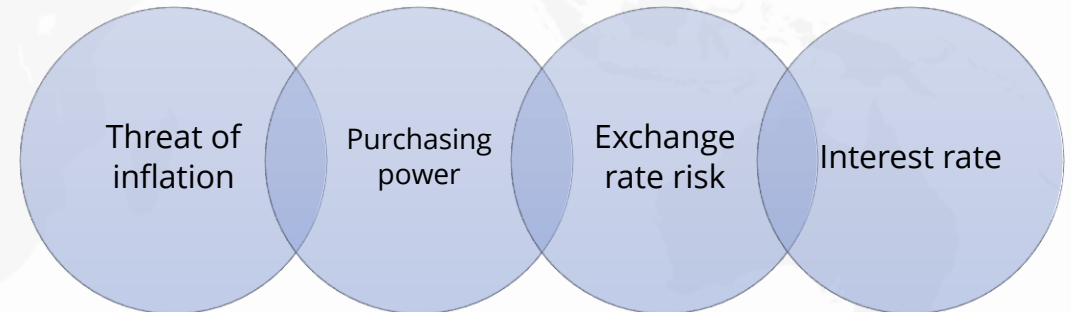
Revenue a little bit decreased YoY



Highlight Situation:

- Decrease in demand and cost challenge from macro economic factors especially in 2nd Half of 2022
- Gaming console segment still have strong growth

2022 Challenge



Nintendo revenue Comparison

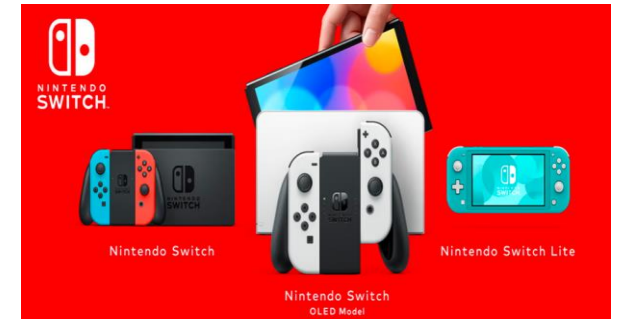
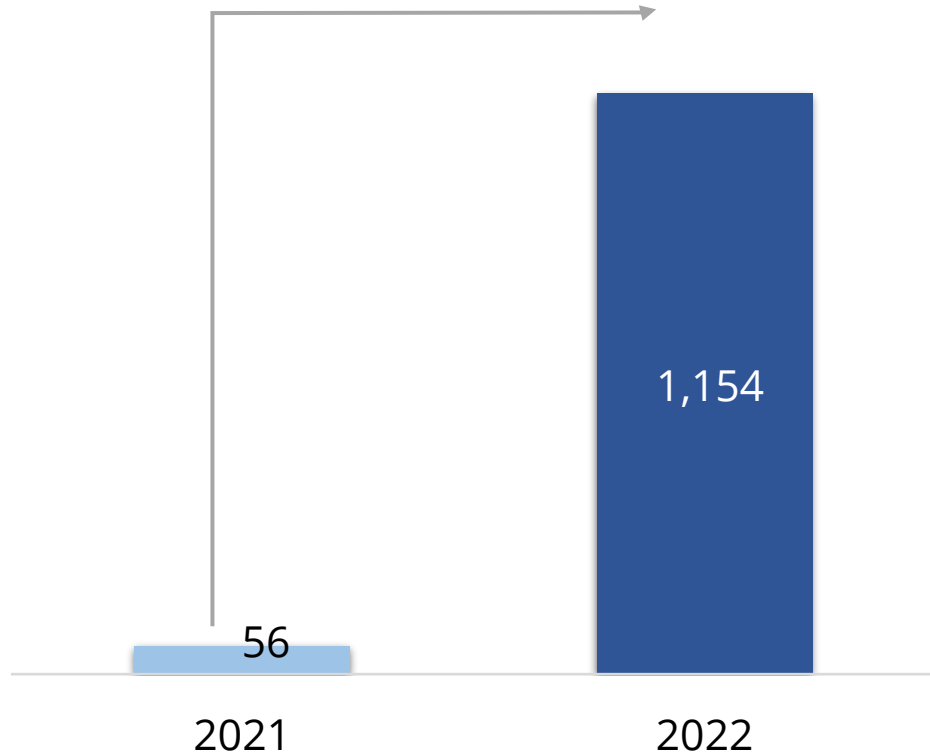
Significant growth for Nintendo product



X



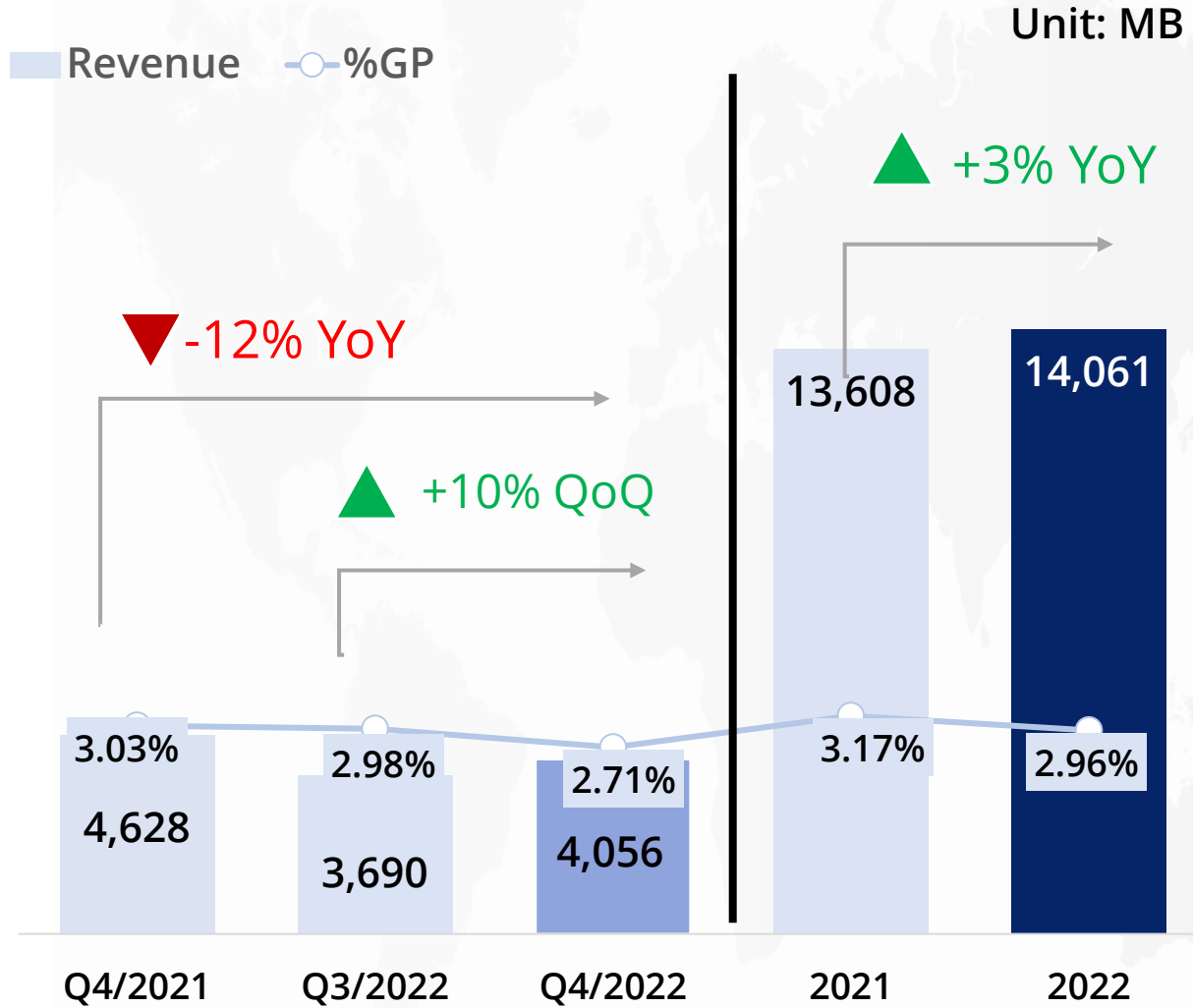
▲ +1,961%





2. Communication Business Unit (31% Contribution)

Slow market in mid-to-low segment while Apple contribution still solid

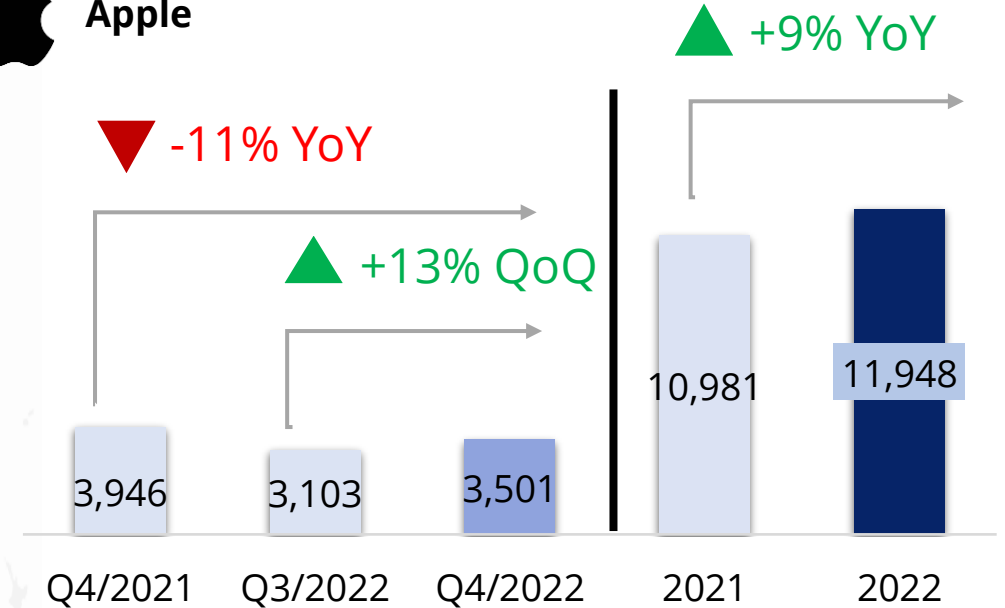


Highlight Situation:

- Apple portfolio show huge growth due to new iPhone lunched in late September. However, there are supply shortage on Q4 as below;



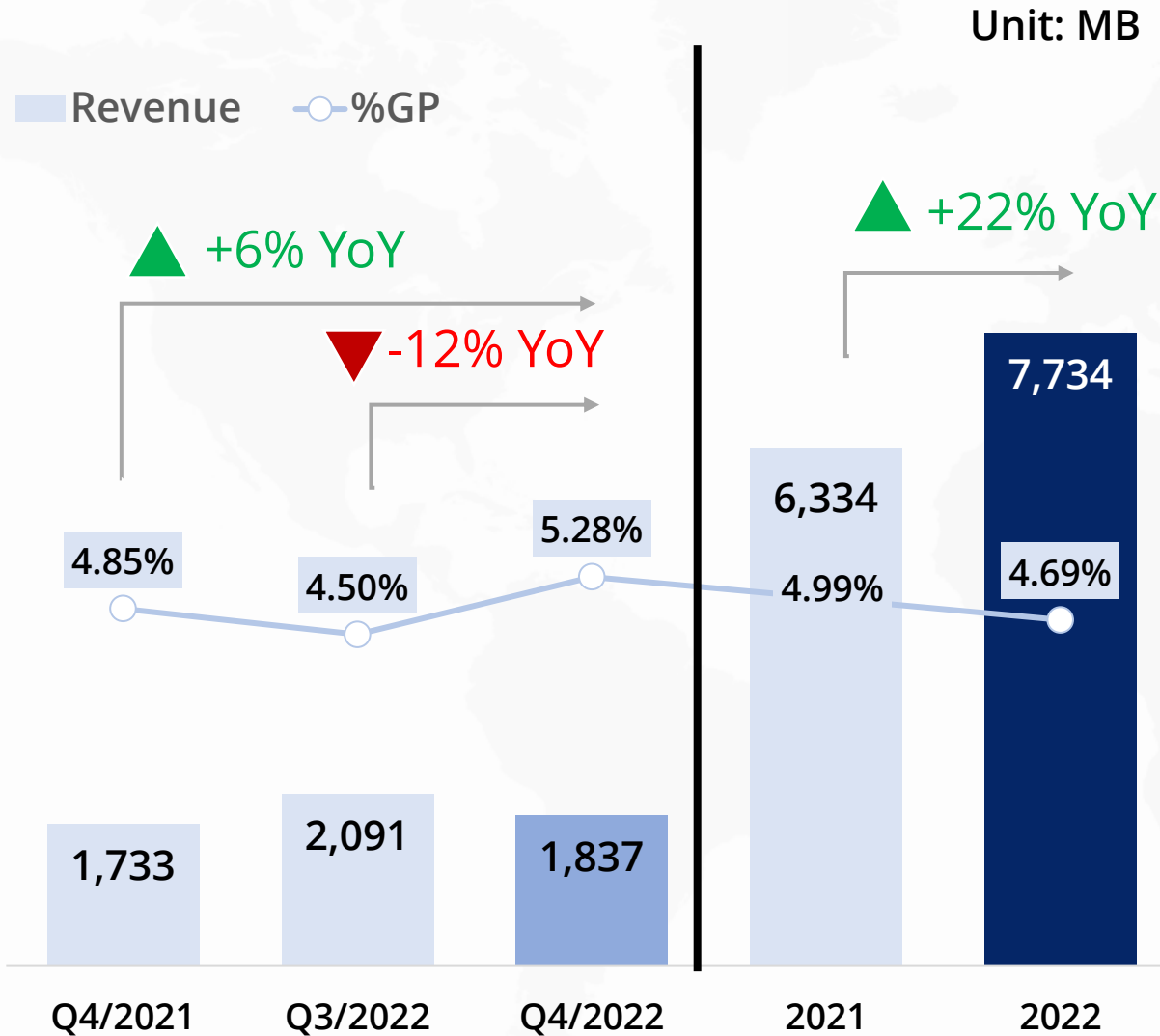
Apple





3. Commercial Business Unit (21% Contribution)

High growth record through focusing strategies



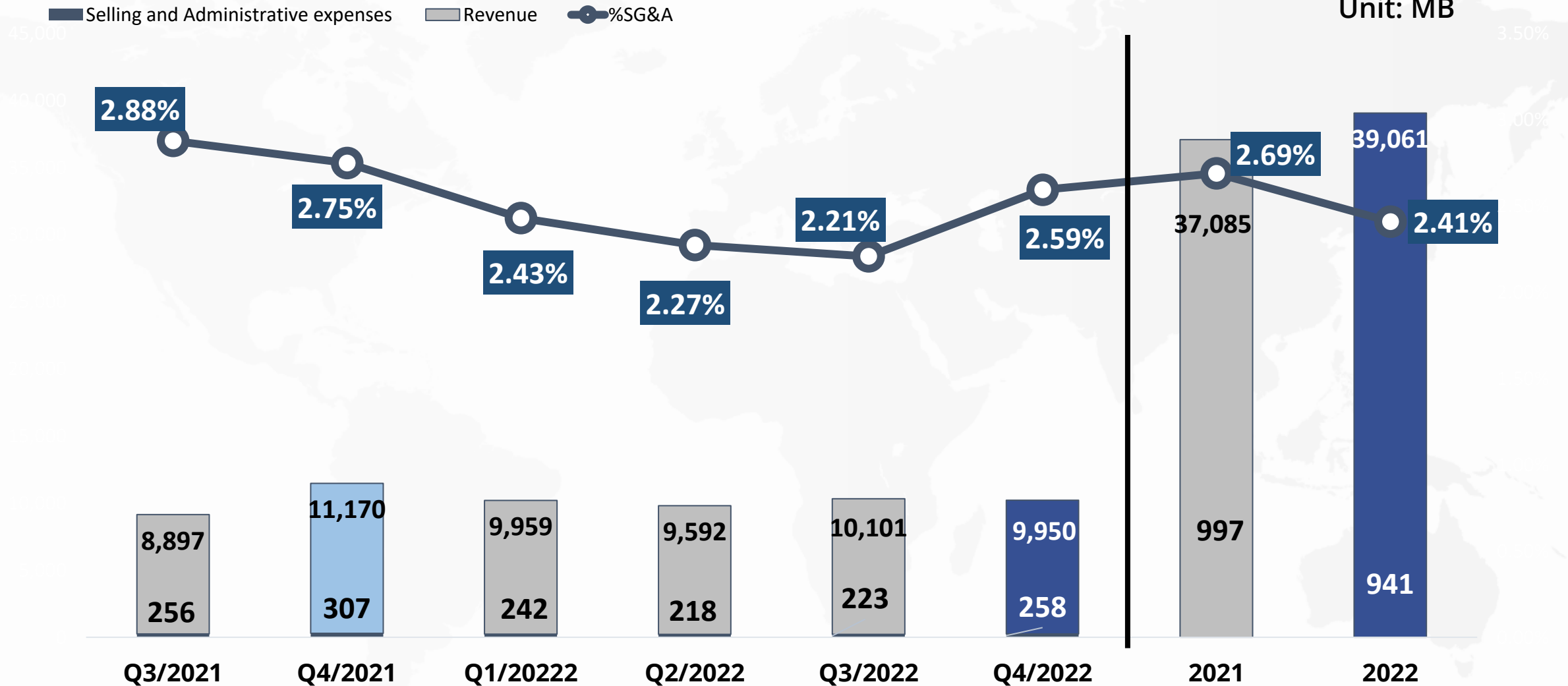
Highlight Situation:

- Focusing on more solution selling; IoT Solutions, Security & Surveillance solution, network & enterprise solutions
- Various projects from public & private sectors boosted significant growth especially in Network & System product group



Controlling of Selling and Administrative expenses

Efficiency management resulted in lower %SG&A

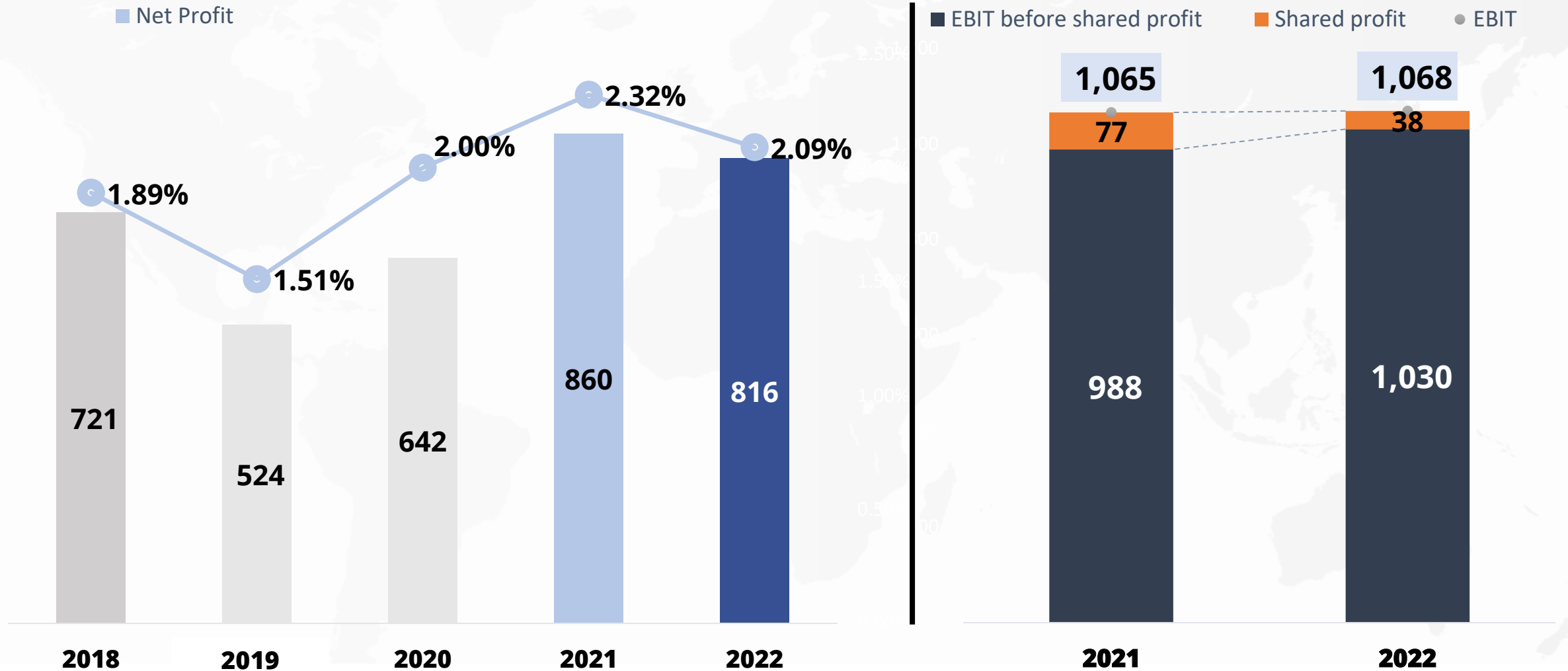


Net Profit Performance

Mainly impact from shared profit from associate



Unit: MB



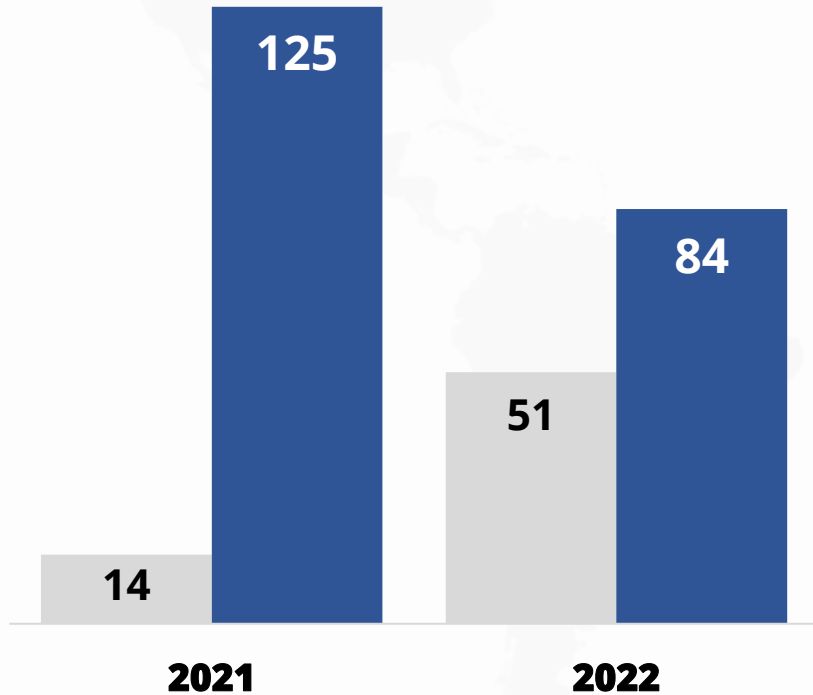
Net Profit Performance

Impact from Interest and Exchange Rate

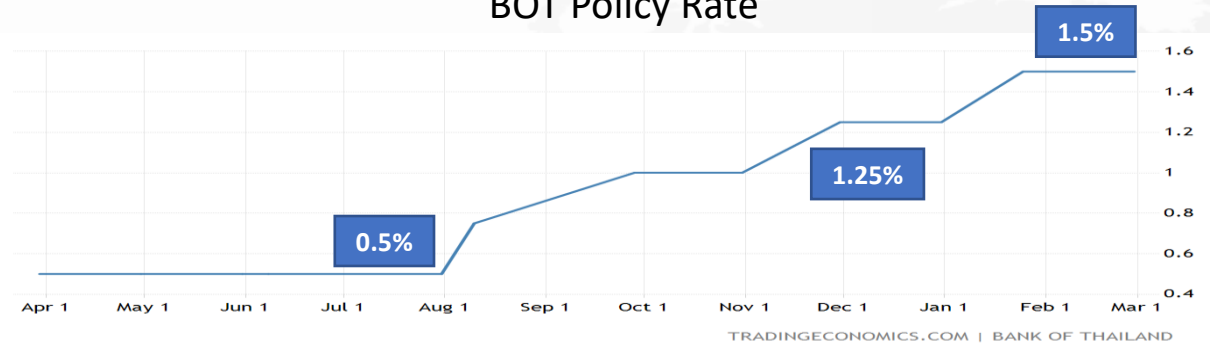


Unit: MB

Interest Gain on Exchange



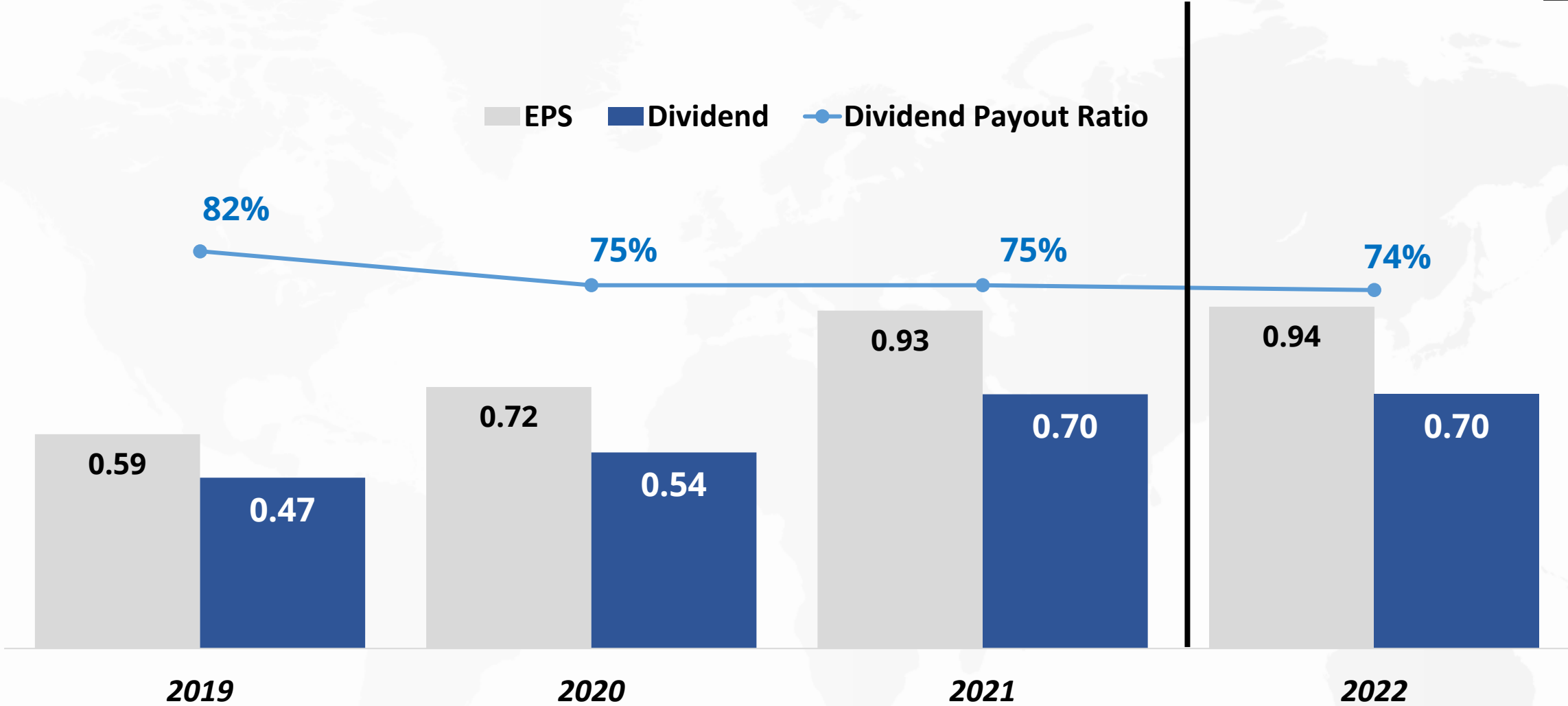
BOT Policy Rate



Exchange Rate



Dividend Payment remain consistently healthy



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

Looking Forward to No.1 IT Ecosystem





LIFESTYLE



BEHAVIOR
(DIGITAL PLATFORM &
CONNECTED DEVICES)



**HYBRID
WORKING**

MARKET TREND



**SECURITY &
PRIVACY**



ENTERTAINMENT



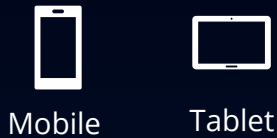
**TOURISM &
ECONOMIC
ACTIVITY**



MORE OPPORTUNITY...

More than 60%
Brand Coverage

Communication

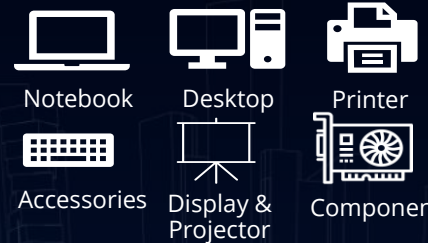


Mobile

Tablet

No.1 Market Share

Consumer



Notebook

Desktop

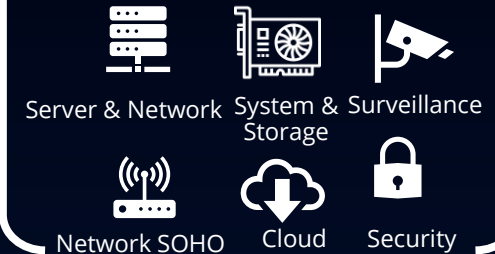
Printer

Accessories

Display &
Projector

Component

Commercial & Enterprise



Server & Network

System & Surveillance
Storage

Network SOHO

Cloud

Security

ENTERTAINMENT &

LIFESTYLE



Gaming

Smart Watch
& Devices

Drone

Gadget

Audio

Camera

VR/AR

AND MORE ..



EV Charger

....

More

NEW PRODUCTS & BRAND

acer | **TRUSTED BY SYNnex**

ประกาศ

ซินเนคฯ ได้รับการแต่งตั้ง

เป็นผู้จัดจำหน่ายผลิตภัณฑ์ ACER Consumer อย่างเป็นทางการแล้ว



เลือกซื้อผลิตภัณฑ์ ACER ครั้งใด
มั่นใจสติ๊กเกอร์ TRUSTED BY SYNnex ได้เลย

[f](#) [v](#) [i](#) [t](#) [d](#) [y](#) SynnexThailand SYNnex CARE : 1251



NEW PRODUCTS & BRAND

Samsung Galaxy S23 Ultra



NEW PRODUCTS & BRAND



CONNECTING THAILAND GAMING & E-SPORT MARKET

Y2023 GOING FORWARD



NO.1 GAMING DISTRIBUTOR IN THAILAND

7,000 MB (+25%)

CPU

MEMORY

Peripherals

GAMING NOTEBOOK

MOBILES

MB & VGA

STORAGE

MONITOR

CASE / PSU

CONSOLES

Channel

Communities & Campaign

Content

Events

TRANSFORMING INTO SOLUTION-BASED

Y2023
10,000
MB

+25%

Server & Storage ALTOS an Acer company CISCO DELL Technologies HUAWEI Enterprise Lenovo QNAP	Data Center DELL Technologies HUAWEI Enterprise ZStack	Video Conference CISCO HUAWEI Microsoft	Power UPS Life Is On APC by Schneider Electric DELTA ZIRCON
Cloud & Security Alibaba Cloud Bitdefender CISCO Cisco Umbrella CYBERTRON kaspersky WatchGuard		Computer System acer ASUS EIZO DELL Technologies HUAWEI hp Lenovo Microsoft Shuttle	
Enterprise Network CISCO HUAWEI Enterprise	Surveillance aHua TECHNOLOGY imou HIKVISION tp-link VIGI	Productivity Software AUTODESK Microsoft	Soho Network Allied Telesis ASUS D-Link tp-link ZYXEL Your Networking Ally

+
More

EVERYTHING AS A SERVICE

PRE-SALES

POST-SALES

AFTER-SALES

Security Solution
(Home/School/Hotel)

Cloud & Cyber Security

IOT Solutions

Renewable Energy



Training



Installation



Configuration



Maintenance



Technical



Report



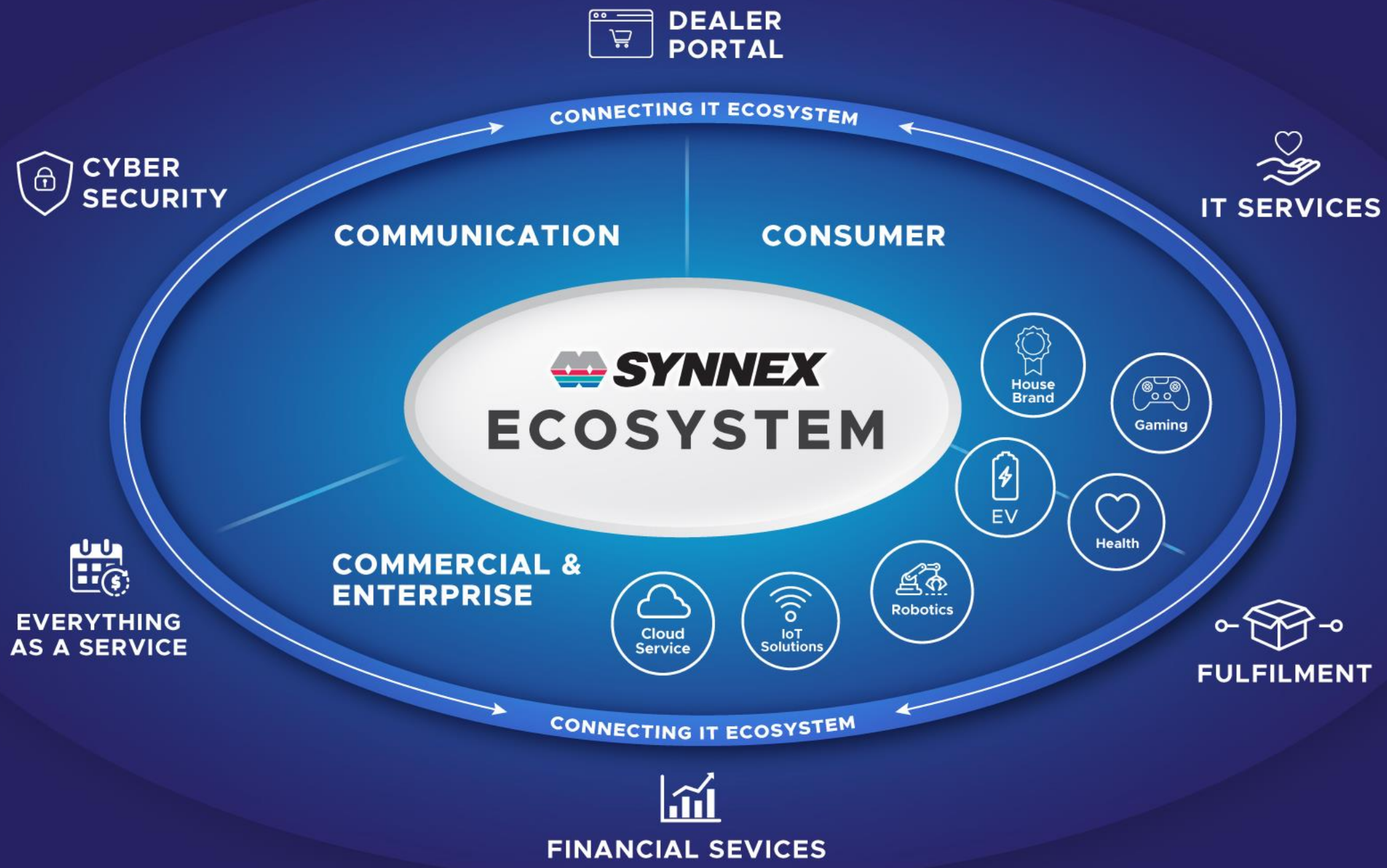
Call Center



160+
Employees

80+
Technical Engineers

200+
Professional Certifications



 DEALER PORTAL

CONNECTING IT ECOSYSTEM

 CYBER SECURITY

COMMUNICATION

CONSUMER

 IT SERVICES

 **SYNNEX**
ECOSYSTEM

 House Brand

 Gaming

 EV

 Health

 EVERYTHING AS A SERVICE

COMMERCIAL & ENTERPRISE

 Cloud Service

 IoT Solutions

 Robotics

 FULFILMENT

CONNECTING IT ECOSYSTEM

 FINANCIAL SERVICES



ECOSYSTEM

CORPORATE VENTURE BUILDER

- DIGITAL & NEW TECHNOLOGY INVESTMENT



IT ECOSYSTEM

- IT HARDWARE
- SERVICES ; FULFILMENT, E-COMMERCE (B2B, FINANCIAL SERVICES)



IT SERVICES

- TECHNICAL SERVICES
- PROFESSIONAL SERVICES
- DEVICES & PARTS
- CONTRACTUAL SERVICES
- RMA & CLAIM
- ASP & SERVICE CENTER



MANAGED SECURITY SERVICES

- 24/7 NEXT-GENERATION SECURITY OPERATIONS CENTER
- CYBERSECURITY COMPETENCY DEVELOPMENT PLATFORM
- CUSTOMIZABLE SERVICES ENSURING MAXIMUM BUSINESS COMPATIBILITY
- CUSTOMIZED CYBERSECURITY INNOVATION SERVICES

FINANCE & LEASING

- HIRE PURCHASE LOANS FOR MOTORCYCLES
- SECOND HAND MOTORCYCLE HIRE PURCHASE





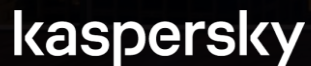
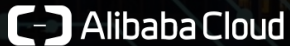
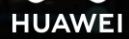
GROWING FASTER AND MORE.....



T.K.S. GROUP

SOLUTION ARCHITECTURE

HARDWARE & SOFTWARE PROVIDER



SYSTEM INTEGRATOR & IMPLEMENTOR



PROFESSIONAL SERVICES

2023 Guidance



Confident on growth even challenging factors

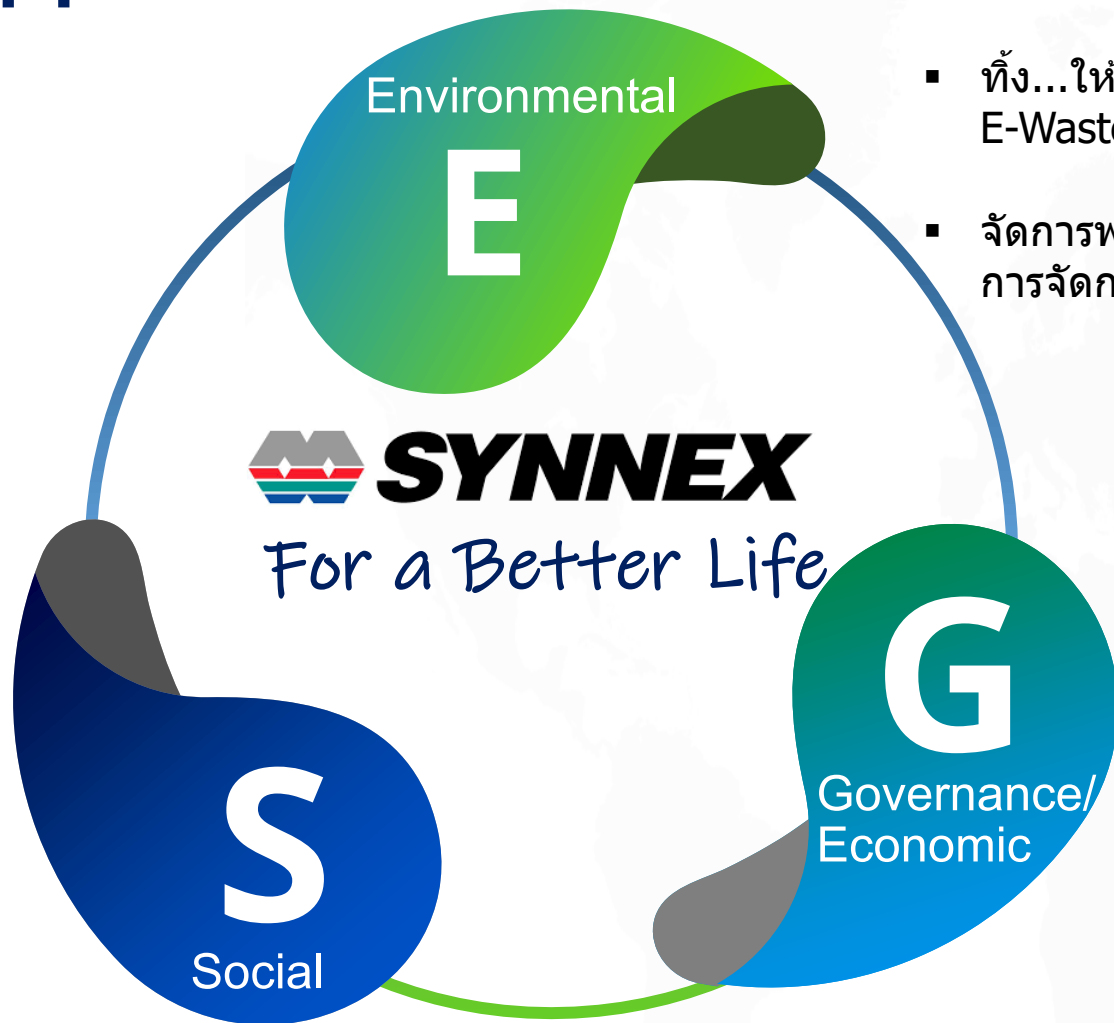
- Macroeconomic factors from hyperinflation, exchange rate volatility still put a pressure but gradually improve
- Still Confident revenue can break 40 Billion by solid commercial backlog and New Product launch.
- Strengthening operation excellence
- Continue moving toward 'No.1 IT Ecosystem' through seeking attractive fast-growing business opportunity

SUSTAINABILITY



- ทิ้ง...ให้ถูกที่กับ Trusted by Synnex E-Waste
- จัดการพลังงานอย่างยั่งยืน 'Solar roof' / การจัดการปัญหาก๊าซเรือนกระจก

- องค์กรแห่งความสุข (Happy workplace)
- โครงการปันช่าง สร้างอาชีพ
- โครงการสนับสนุนอุปกรณ์เทคโนโลยีเพื่อการศึกษา



- การเติบโตเพิ่มขึ้นของยอดขายและกำไรของบริษัท
- ให้ความสำคัญการดำเนินงานเพื่อความยั่งยืน "ESG 100" และ "THSI"





Making people's lives better and easier with technology

เราจะทำให้ชีวิตของผู้คนดีขึ้นและง่ายขึ้นด้วยเทคโนโลยี





Q & A



Contact : IR@synnex.co.th