



Better Life

WITH

TECHNOLOGY

SYNNEX (THAILAND) PCL.

SET Opportunity Day No. 2/2021
26 August 2021

1st HALF 2021 HIGHLIGHTS

all-time high quarterly and half-year net profit

Revenues	+6% YoY
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Gross profit	+15% YoY
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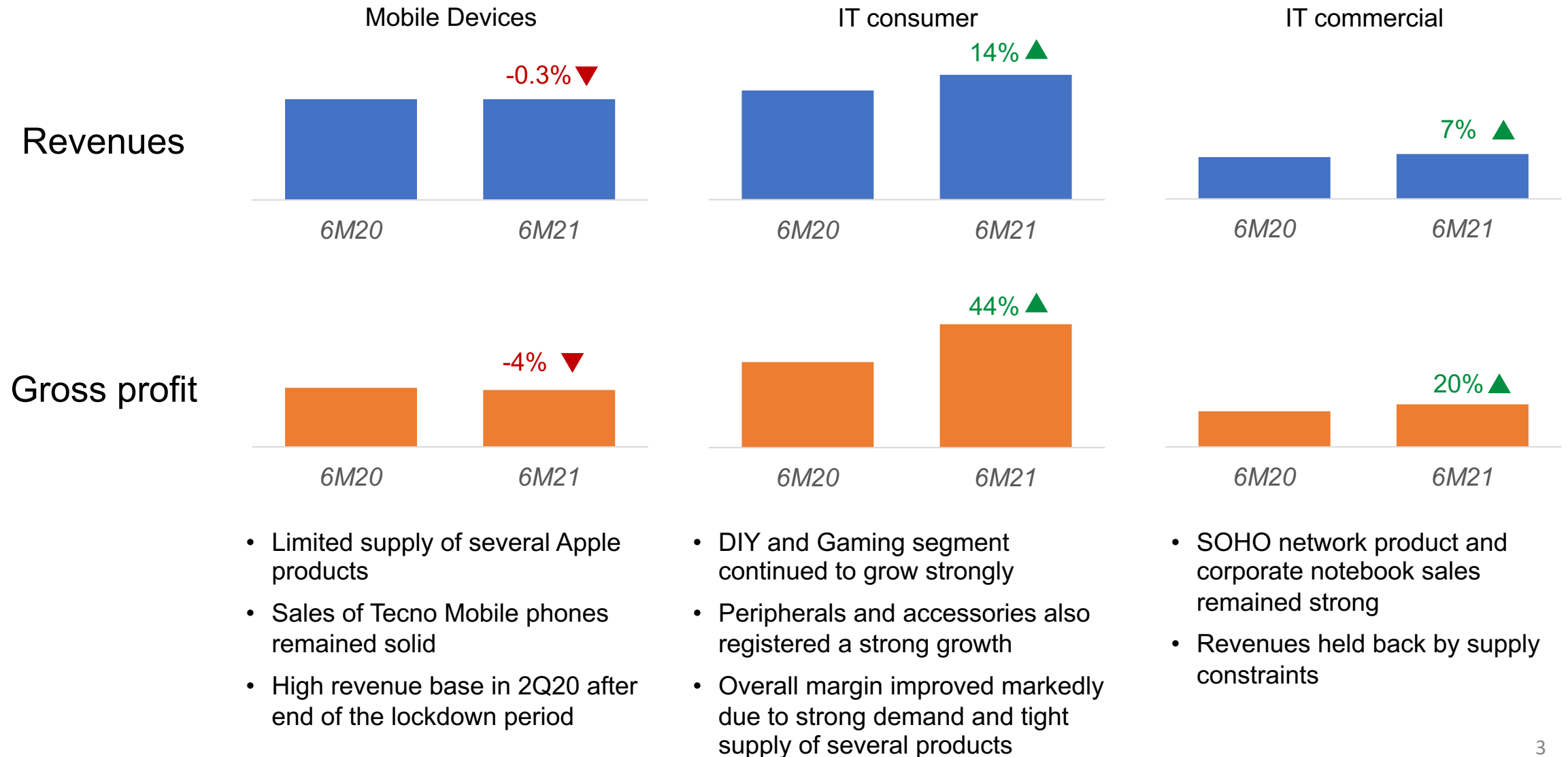
Net profit	+33% YoY
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Gross margin improvement	+35bps
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- Limited impact from new wave of COVID-19 pandemic
- Moderate revenue growth
- Healthy improvement in gross margin
- Good control of SG&A expenses
- Lower financial costs and higher FX gain

IT SEGMENT GROWTH REMAINED STRONG

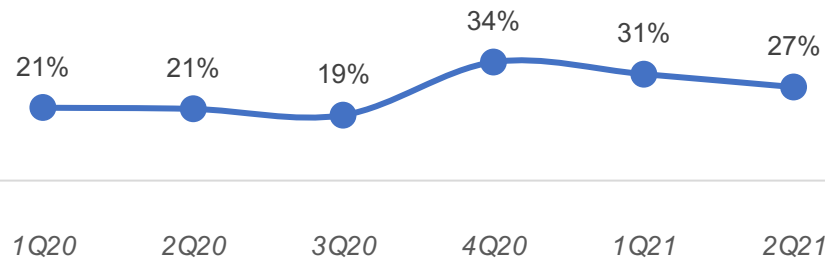
particularly of gross profit and gross margin



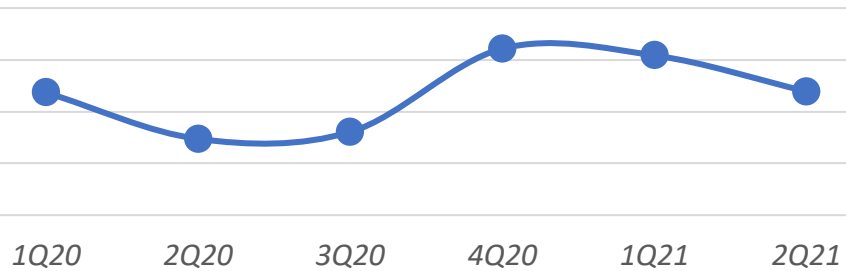
APPLE SALES REMAINED STRONG

on the back of strong iPad and iPhone sales

% Revenue contribution of Apple brand



Avg price of iPhone

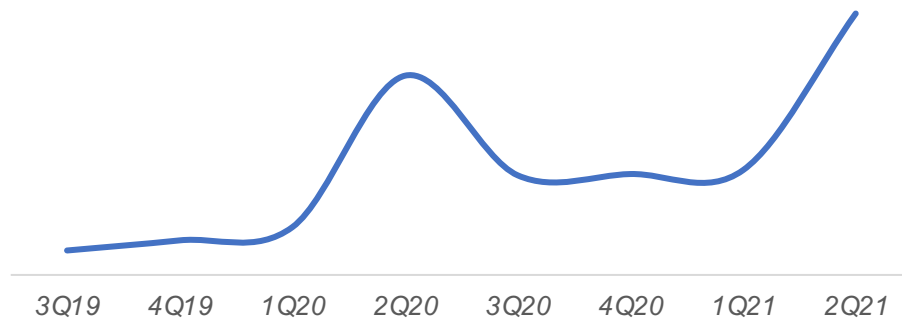


- Nearly 50% revenue growth in 1H21
- Sales slightly impacted by tight supply

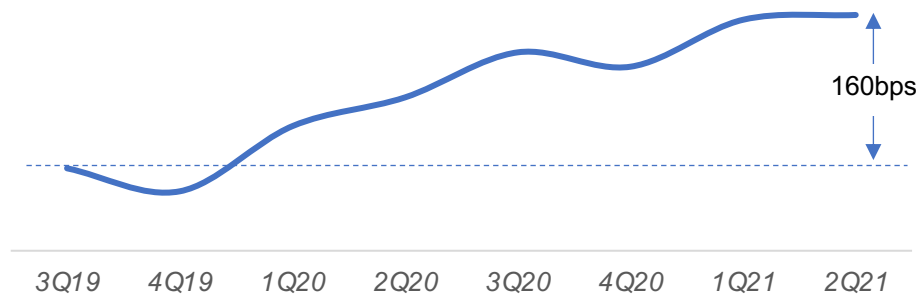
AVG. PRICE OF IT PRODUCTS HAS BEEN TRENDING UP

thanks to tight supplies and strong demand

Avg price of IT products



% Gross margin of IT products



- Compounded growth rate of approx. 5% per quarter from 3Q19 – 2Q21
- Expect to help sustain gross margin improvement in the short-to-medium term
- Supply situation has gradually improved

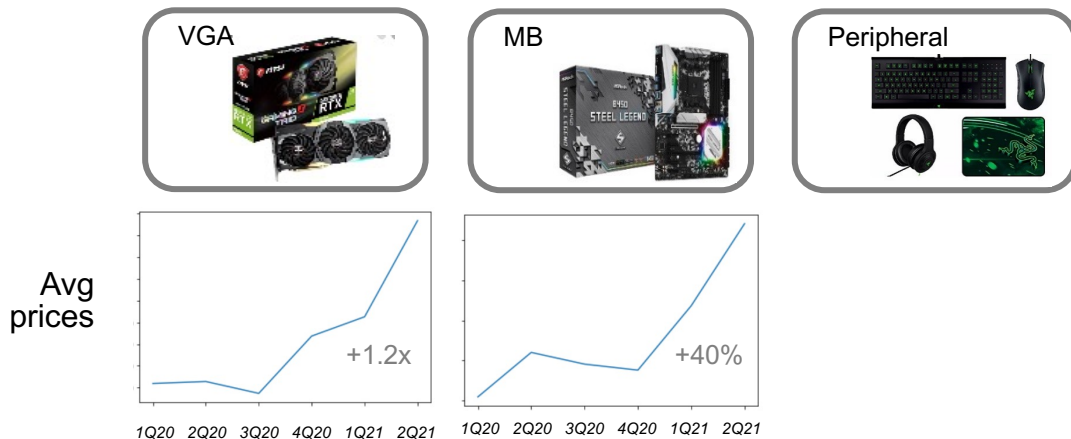
CONTINUED STRONG GROWTH IN GAMING SEGMENT

gaming segment accounted for approx. 15% of revenues

Proportion of revenue from Gaming products



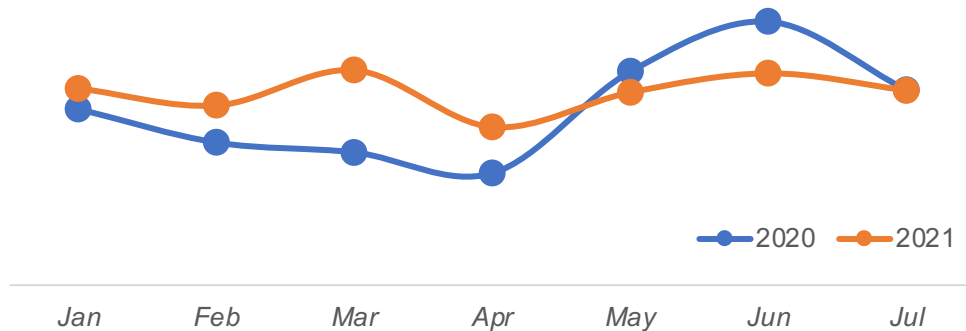
- > 50% YoY revenue growth
- Slightly offset by shortage in CPU



- > 2x YoY revenue growth
- Sharp rise in price of several product categories

MORE STABLE REVENUE DEVELOPMENT IN 1H21

Monthly total revenues



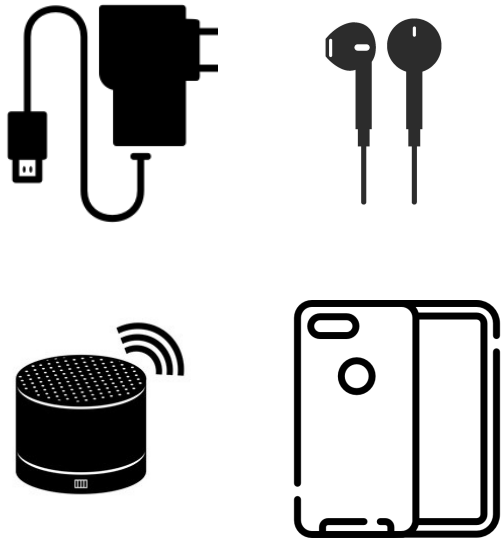
- High base in 2Q20 due to pent-up demand after lockdown
- Limited impact so far from the lockdown measure in late Jul
- IT revenue development doing quite well

@SynnexThailand LINE OFFICIAL ACCOUNT LAUNCHED

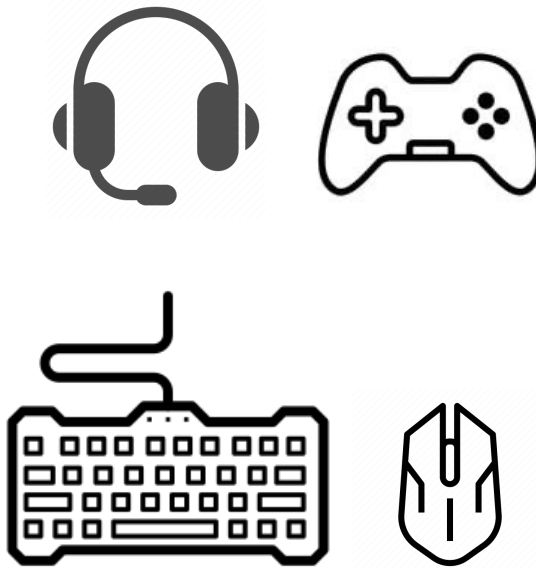


- Social media platform for end-user communication
- Additional channel for providing services

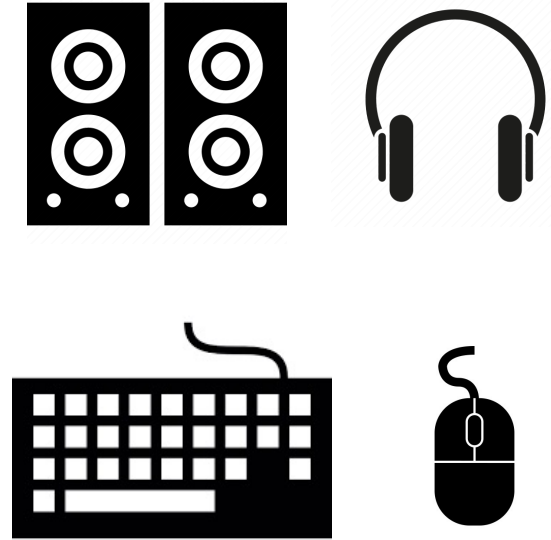
SYNNEX TO LAUNCH HOUSE-BRAND



Mobile phone accessories



Gaming peripherals

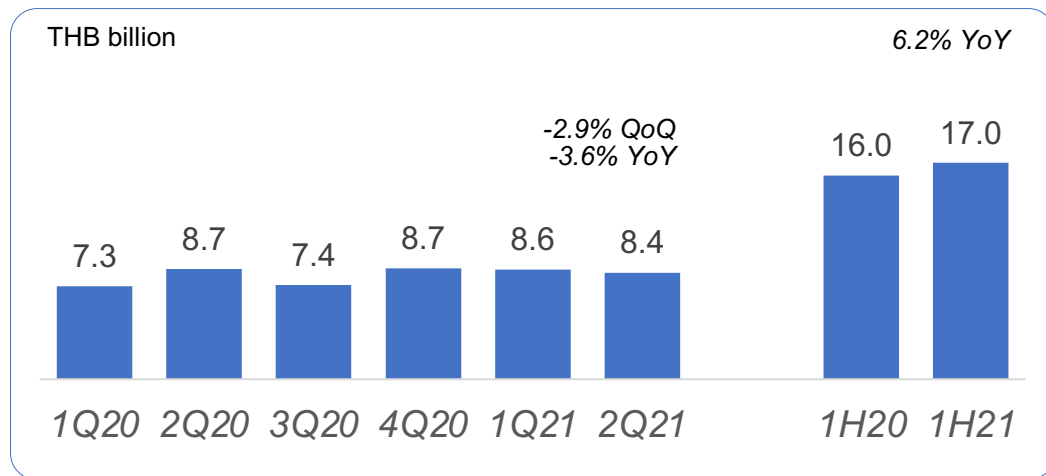


PC peripherals

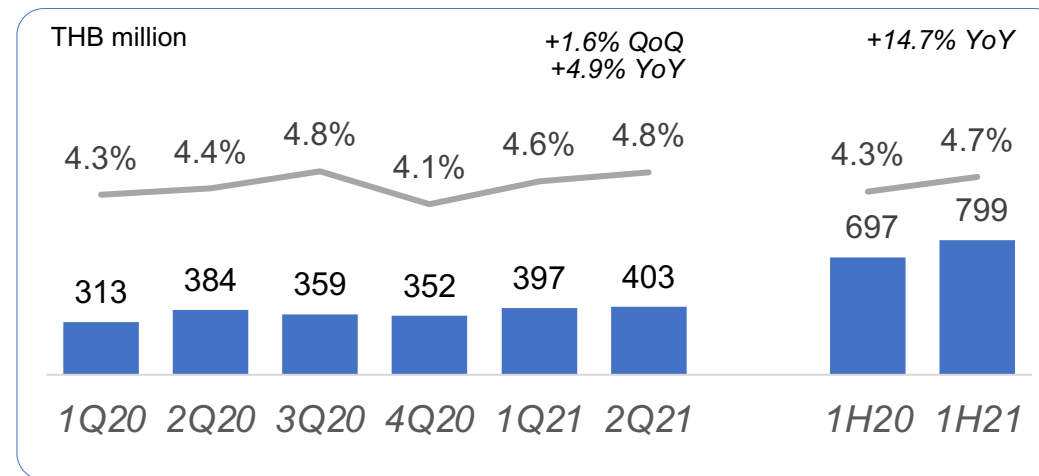
A light gray world map is visible in the background, centered behind the text.

FINANCIAL HIGHLIGHT

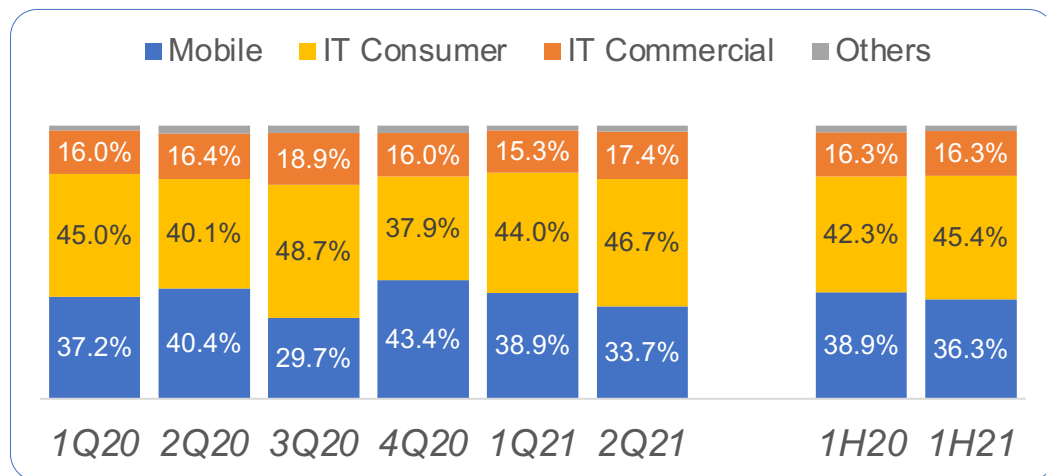
ALL-TIME HIGH QUARTERLY NET INCOME



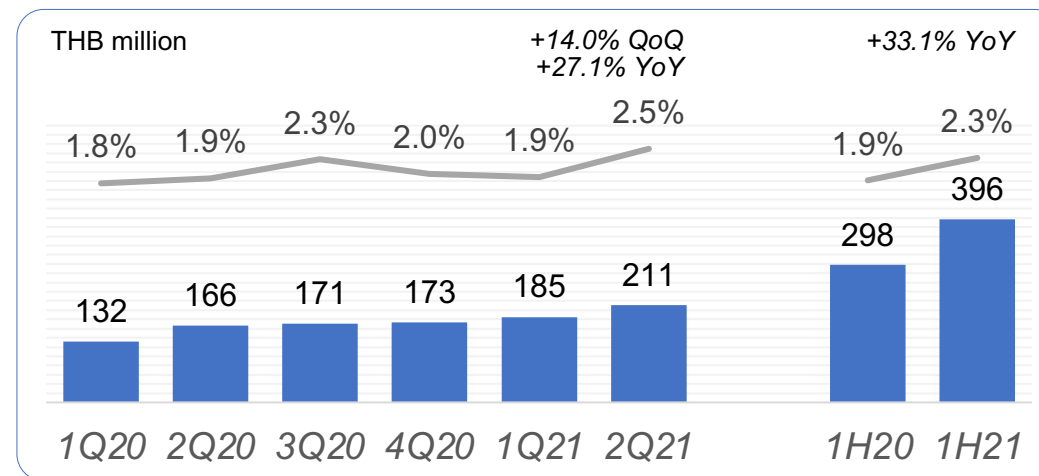
Total revenues



Gross profit and % Gross margin



Revenue breakdown

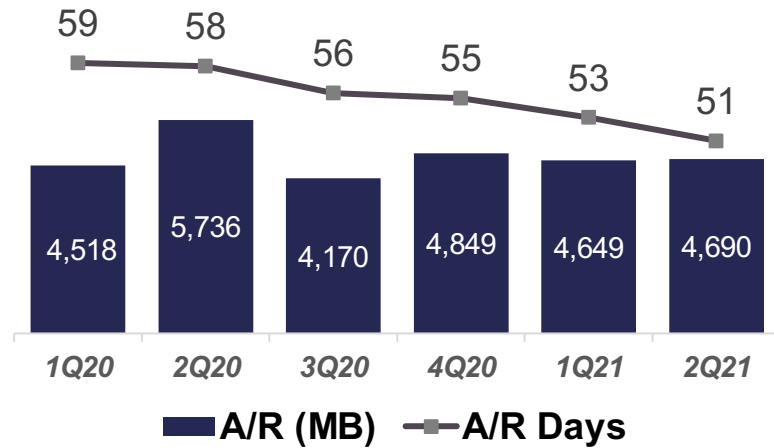


Net profit

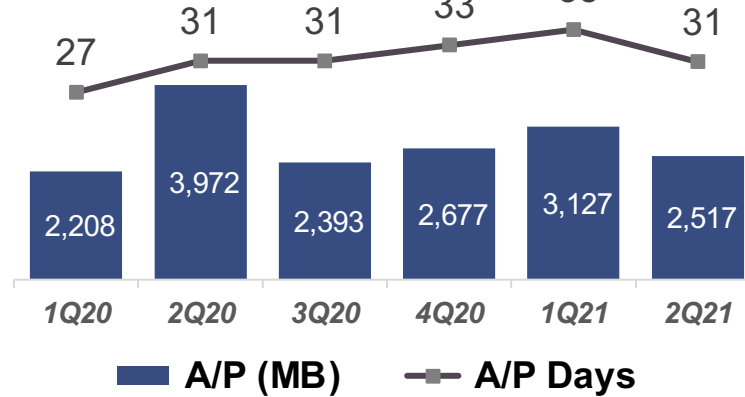
CASH CYCLE AND D/E RATIO

THB million

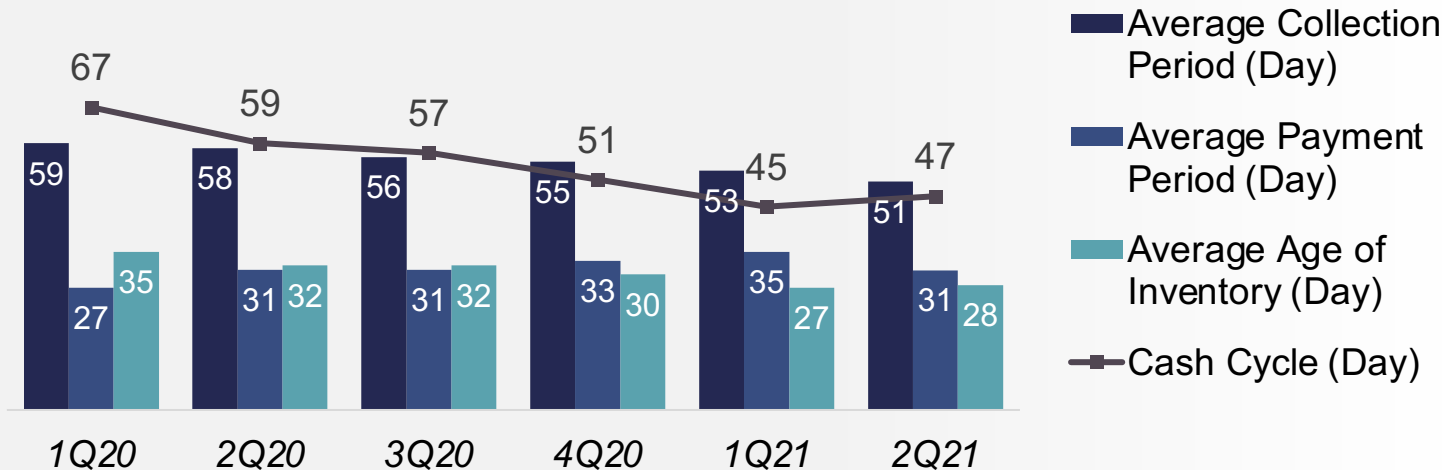
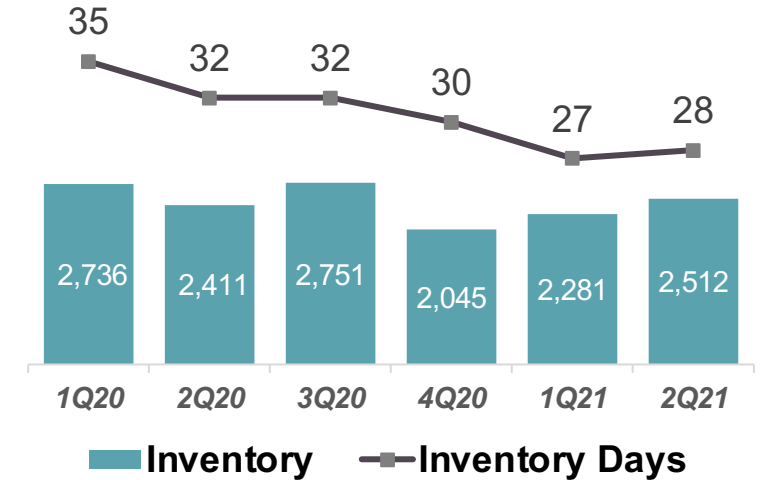
A/R - trading



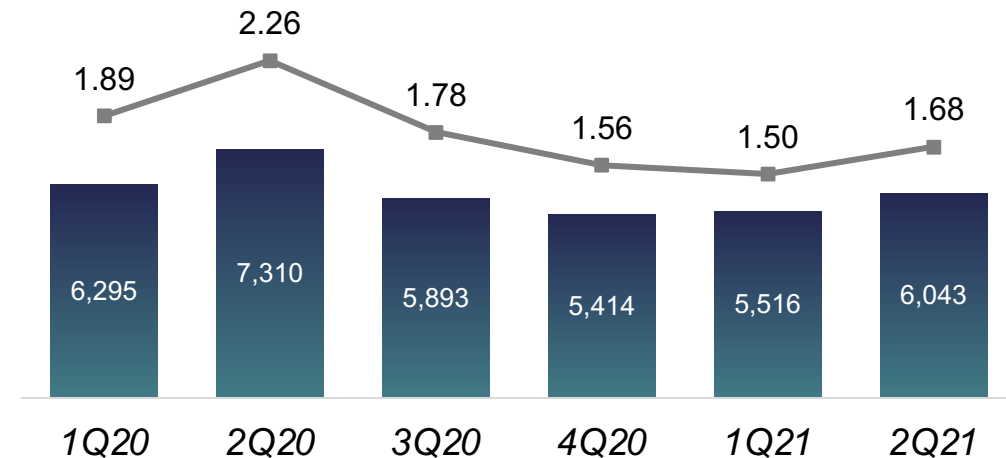
A/P - trading



INVENTORIES

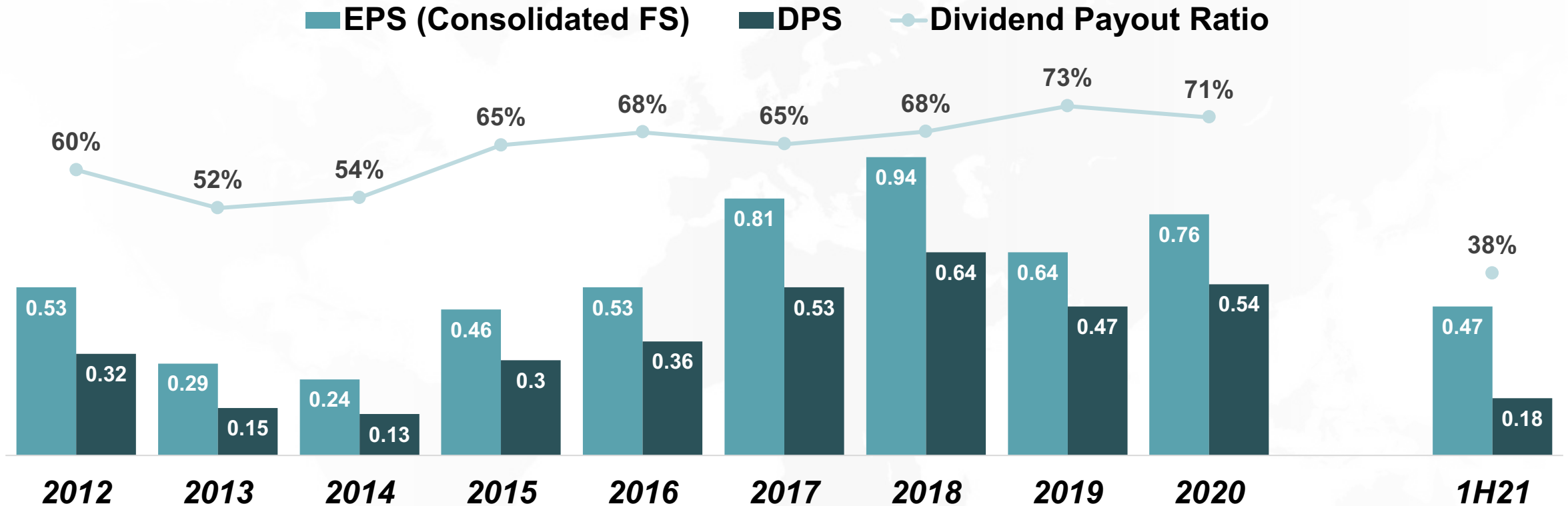


Total Liabilities and D/E Ratio



1H21 INTERIM DIVIDEND OF THB 0.18 PER SHARE

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

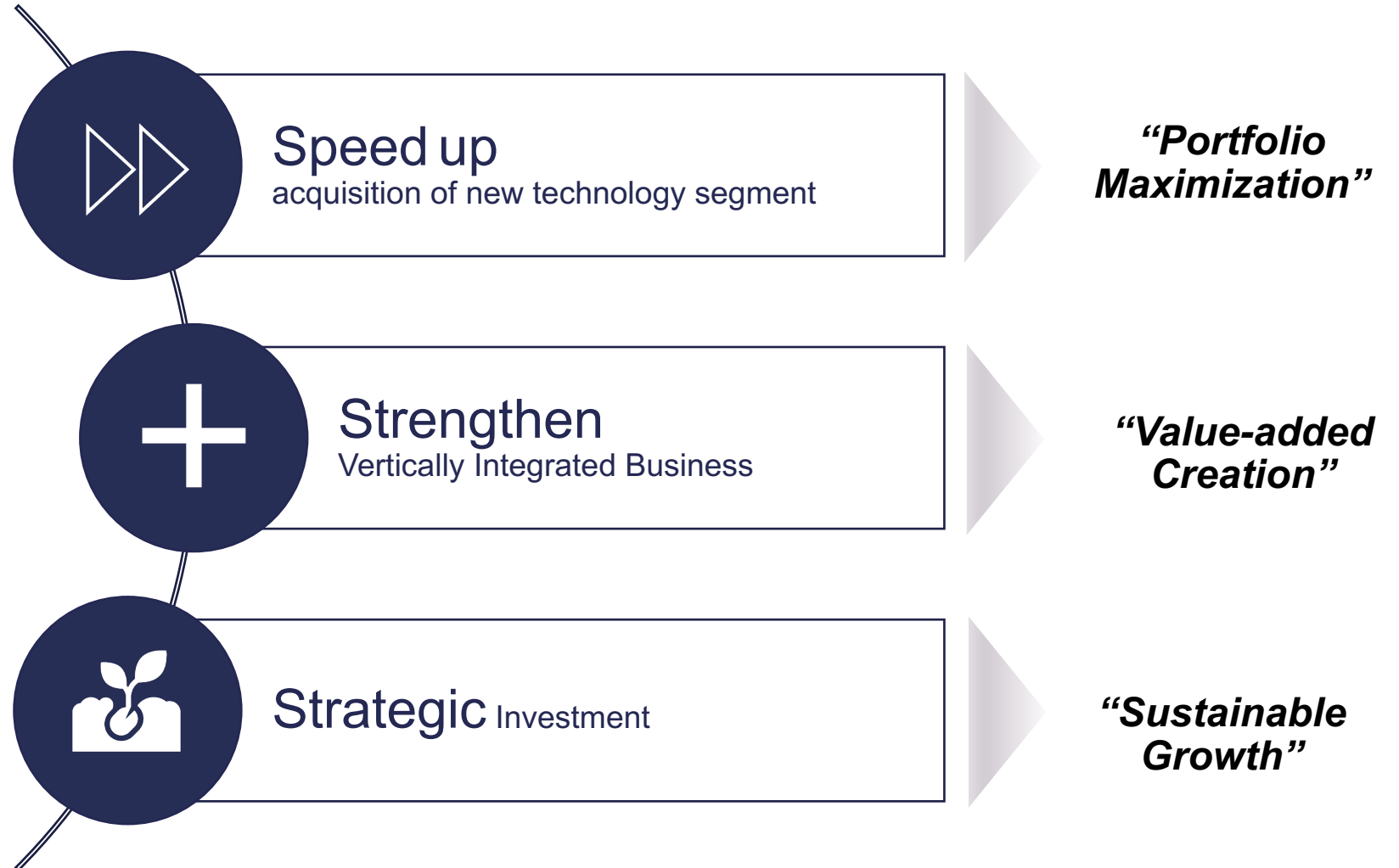


Note: Record date: 25 August 2021
Dividend payment date: 3 September 2021

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

BUSINESS ***OUTLOOK***

SYNNEX's STRATEGIC DIRECTION



SYNNEX's STRATEGIC DIRECTION

1 Speed Up acquisition of new technology segment



Gaming Segment



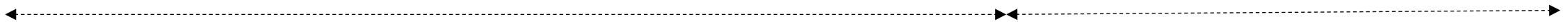
Health Segment



IOT/Platform Segment



Security Segment



Now

Next

SYNNEX's STRATEGIC DIRECTION

2

Strengthen Vertically Integrated Business



SYNNEX's STRATEGIC DIRECTION

3

Strategic Investment



100%



IT Service

50%



IT Industrial Grade

26.67%



Financing & Leasing

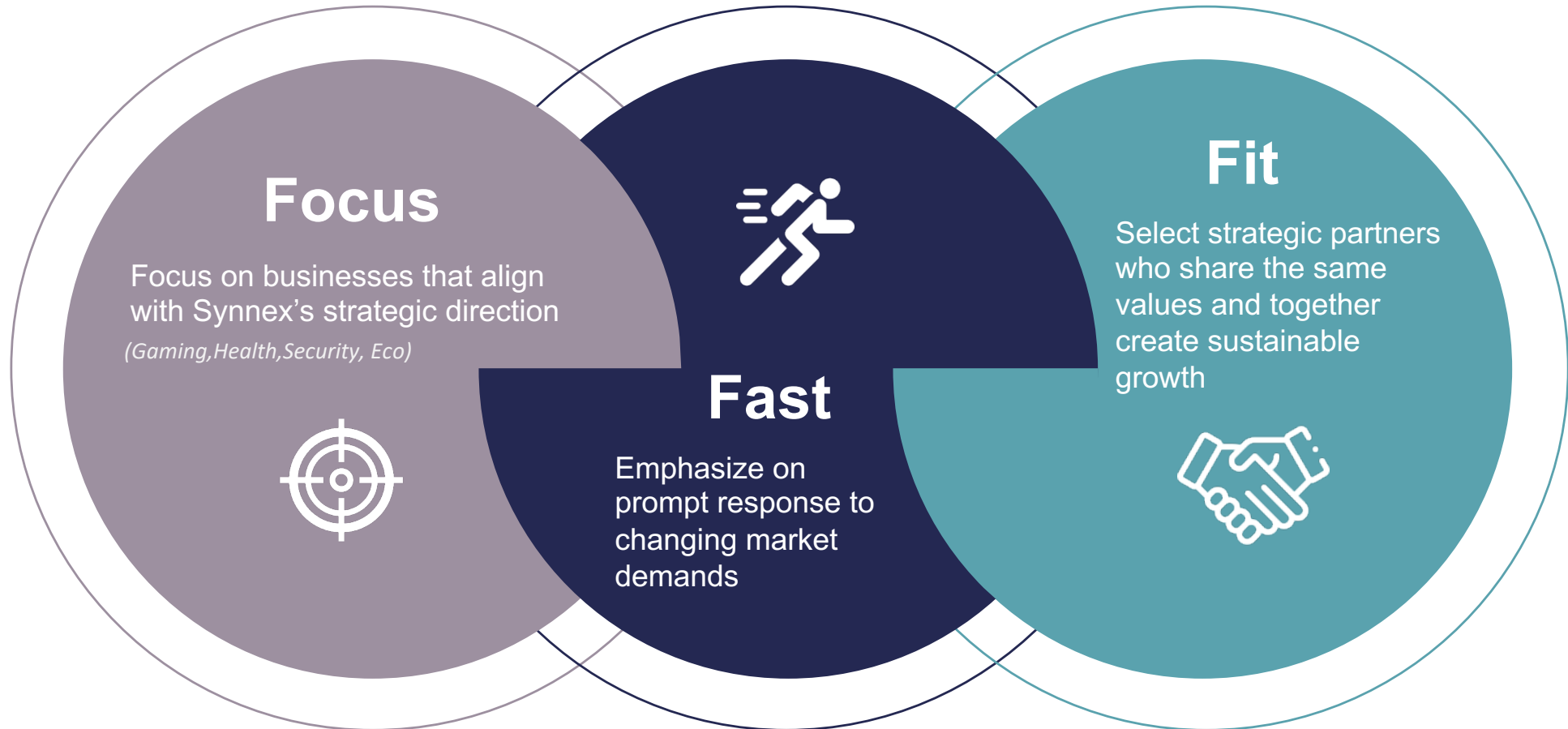
100%



Corporate Venture Builder

EXPANSION VIA SYNnex INCUBATION ON TOP OF ORGANIC GROWTH

Investment Concept



EXPANSION VIA SYNnex INCUBATION ON TOP OF ORGANIC GROWTH



Corporate Venture Builder

Conduct investment activities in potential businesses or digital technology businesses to achieve company's strategic direction and create sustainable growth.

Build Concept

Synnex Support

Entrepreneurial climate



Gaming Segment



Health Segment



Security Segment



IOT/Platform Segment

Partner

Cooperation with strategic partners who have outstanding competitive edges in both IT and Non-IT business in order to create sustainable growth.

Business synergies

IT and Non-IT businesses

Outstanding competitive edges



SWOPMART

BUILD

On

TRUST

Core value

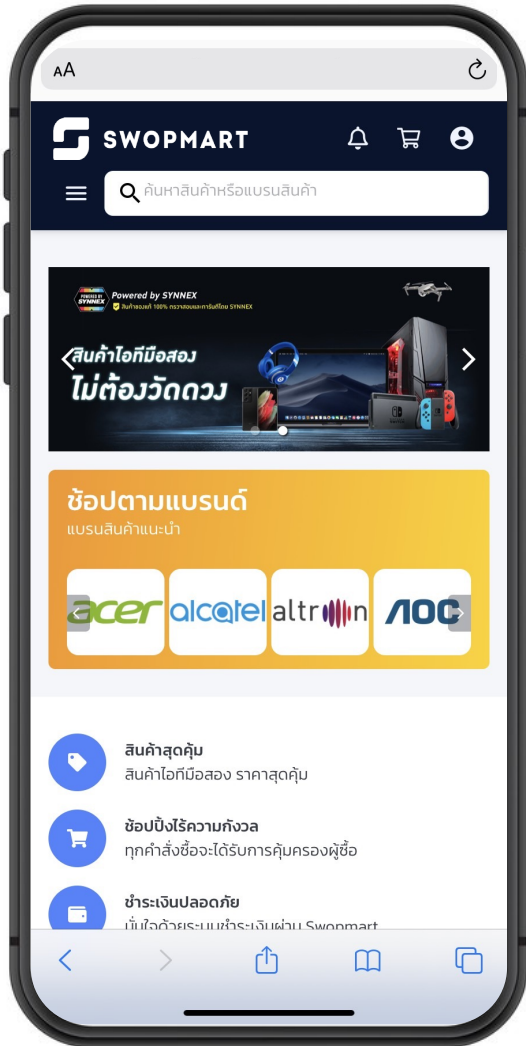
Strength

33 years of IT distributors

33



TOUCHING THE CONSUMER MARKET



SWOPMART

IT

Recommerce

marketplace

C2C PLATFORM

BUILD UP THE TRUSTABLE PLATFORM



Powered by Synnex

BUYER



ไม่มั่นใจ
คุณภาพสินค้า



กังวลเรื่อง
การถูกหลอก



ช่องทางการขาย
ไม่น่าเชื่อถือ



ไม่มีบริการ
หลังการขาย



ความเสี่ยงจาก
การพบผู้ขาย



เงินไม่พอซื้อ
สินค้าใหม่

TRUST



SELLER



ต้องการขาย
สินค้าเก่า



เงินไม่พอซื้อ
สินค้าใหม่



ขายได้ราคาต่ำกว่า
ความต้องการ



ซื้อสินค้าใหม่
ของเดิมไม่คุ้มถึง



เสียเวลา
ในการพบผู้ซื้อ



เบื่อบท
คำถามผู้ซื้อ

inspection

payment

delivery

Information

SWOPMART Powered By Synnex INSPECTION REPORT 1/8

Job Number: 20210809145834269

Brand: XIAOMI Requester: Swopmart

Test Date: Job detail

Brand: XIAOMI Model: POCO X3 Pro Phantom Black

Serial Number: 864460053684008 Repair Detail:

Specification		
CPU	Qualcomm Snapdragon 880	GPU Adreno 640
CAMERA	20 MP / 48 MP	RAM 6 GB
ROM	128 GB	DISPLAY 6.67 inches
Battery	5160 mAh	OS Android 11, MIUI 12.5



Making people's lives better and easier with technology

เราจะทำให้ชีวิตของผู้คนดีขึ้นและง่ายขึ้นด้วยเทคโนโลยี



Q&A

