



Opportunity Day Q2/2022

Synnex (Thailand) Public Company Limited



Agenda

- Company Overview
- Q2/2022 & H1/2022 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

Y2021

Sales
Revenue
37,085
MB

Gross
Profit
1,784
MB

Net
Profit
857
MB

2008

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

SET

2002

Synnex (Thailand)
Company Limited

SYNNEX

1999

Partnership with Synnex
Technology International
Corp. (Taiwan)

SYNNEX
CORPORATION

1988

Complex (Thailand)
Company Limited



2017

Invested Next
Capital PCL.

Next Capital

2021

SET
100

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



CONTINUOUS ON 'SUSTAINABILITY ' RECOGNITION'



The Company listed on Thailand
Sustainability Investment - THSI for
the 3rd years

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

Q2/2022 & H1/2022 Financial Performance



2Q/2022 Key Takeaways:



2Q/2022 Performance

- Maintain double digit revenue growth momentum
- Challenging of economic situation & cost pressure caused decrease in YoY earning

+14% YoY

-9% YoY



Constant Growth In all business unit

Solid growth in all BU with High growth record in the Commercial Segment

+36% YoY



Good Cost Control

Better management and control of OPEX

2.00%
of revenue



Consistent Dividend payment

Remain consistent return to shareholder with Interim Dividend payment 2022

0.18 Baht/
Share

Q2&H1/2022 Financial Performance

Macroeconomics challenges affected to quarter performance, however H1/2022 still growing

Q2/2022

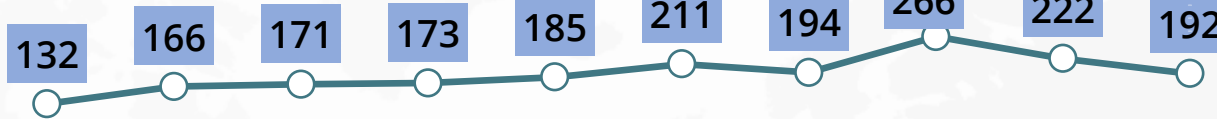
Revenue

▲ +14% YoY

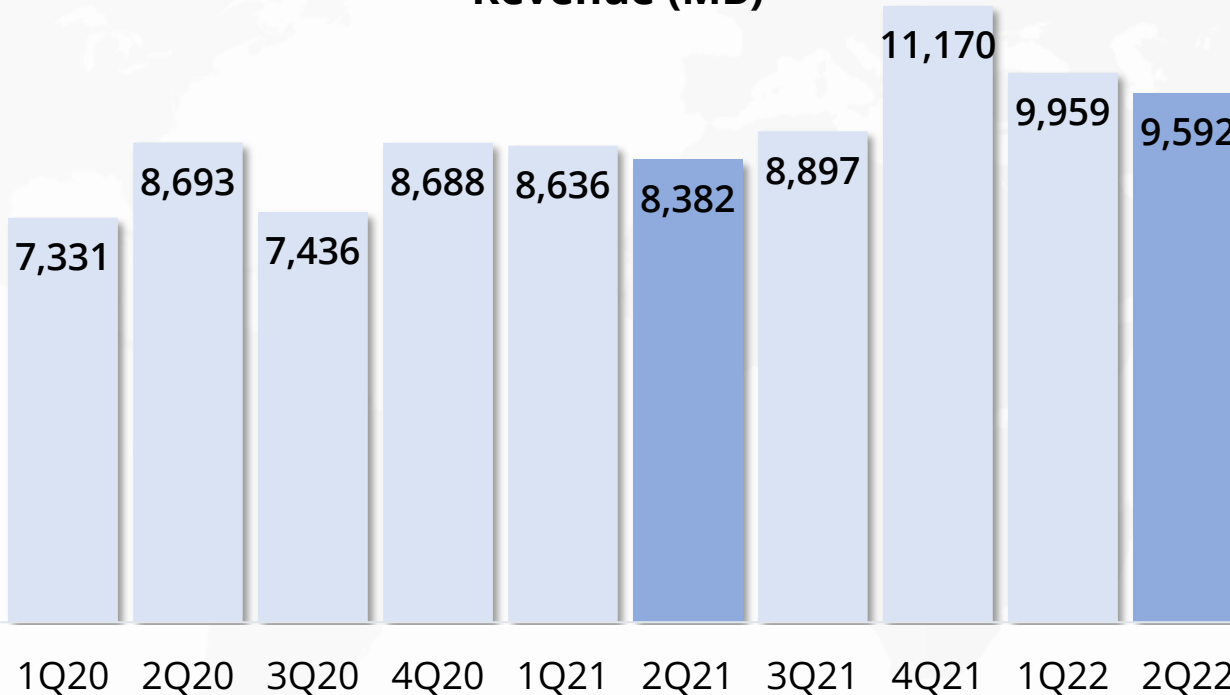
Net Profit

▼ -9% YoY

Net Profit (MB)



Revenue (MB)



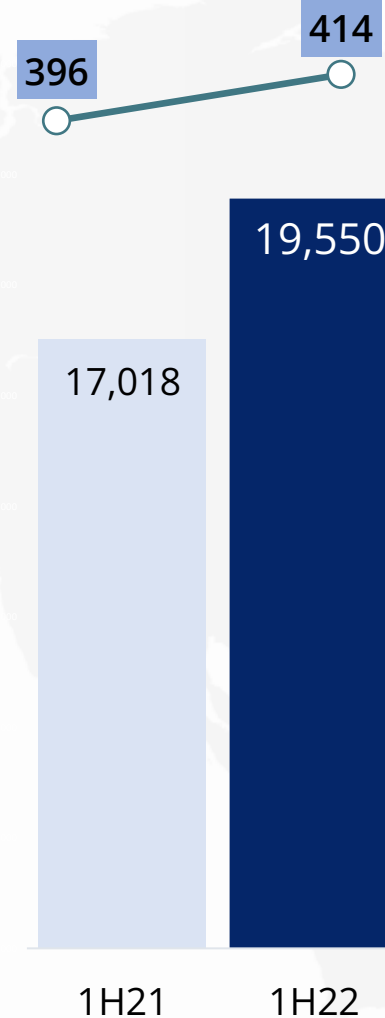
H1/2022

Revenue

▲ +15% YoY

Net Profit

▲ +5% YoY

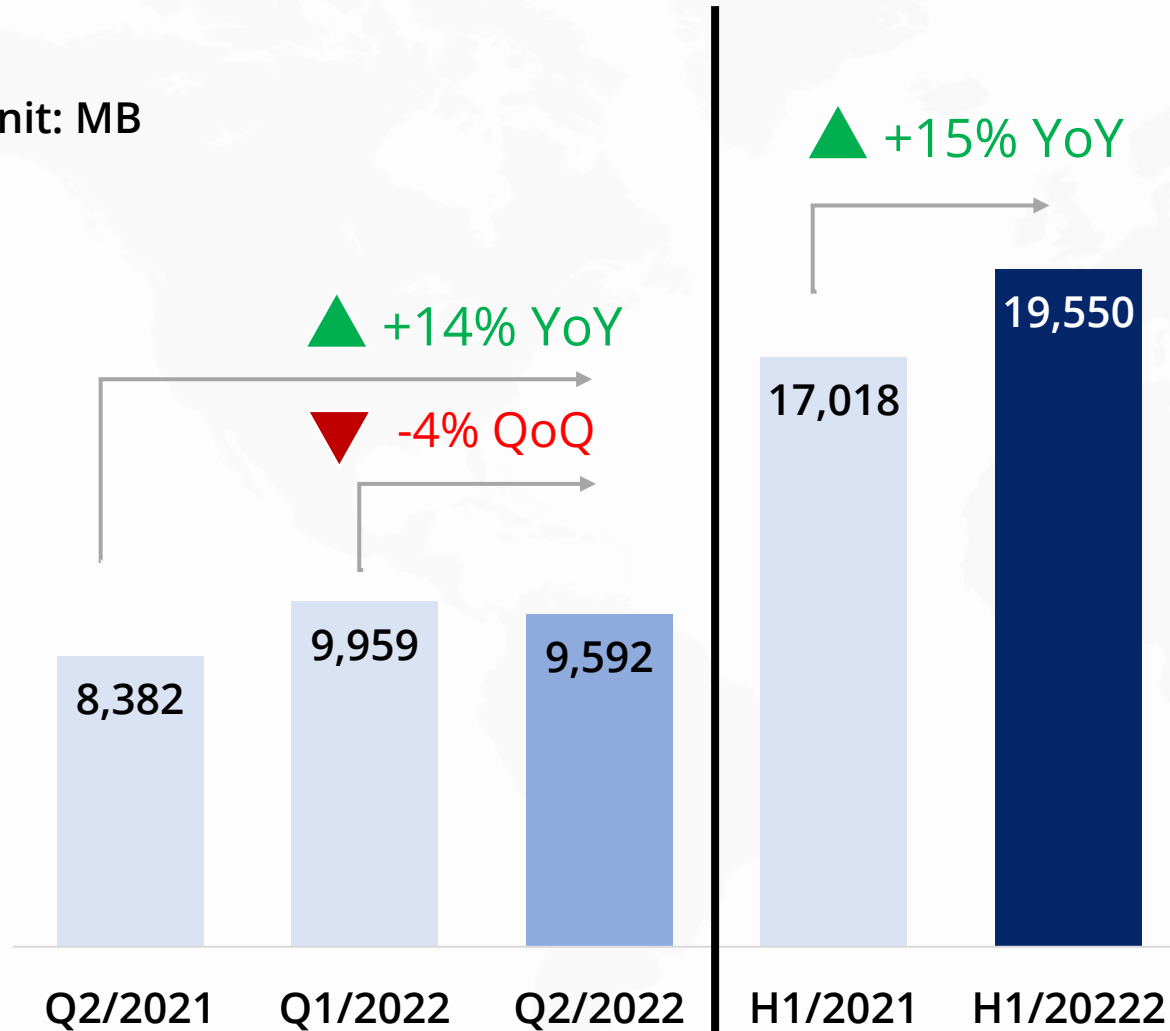


Q2&H1/2022 Revenue Growth

Still maintain double digit growth momentum at +15% YoY in 6M2022



Unit: MB



Highlight Situation:

- Overall, the company's revenue performance is still growing due to the COVID-19 relaxation brings back normal economic.
- Q2/2022 is a low season for the IT distributor business as well as the impact from various negative factors which affects the purchasing power of consumers and the profitability of the company
- Focuses more on growth in the Commercial segment, especially in the second half of the year to support the expected economic expansion.

Q2/2022: Revenue structure

Significant increase revenue contribution in Commercial business unit

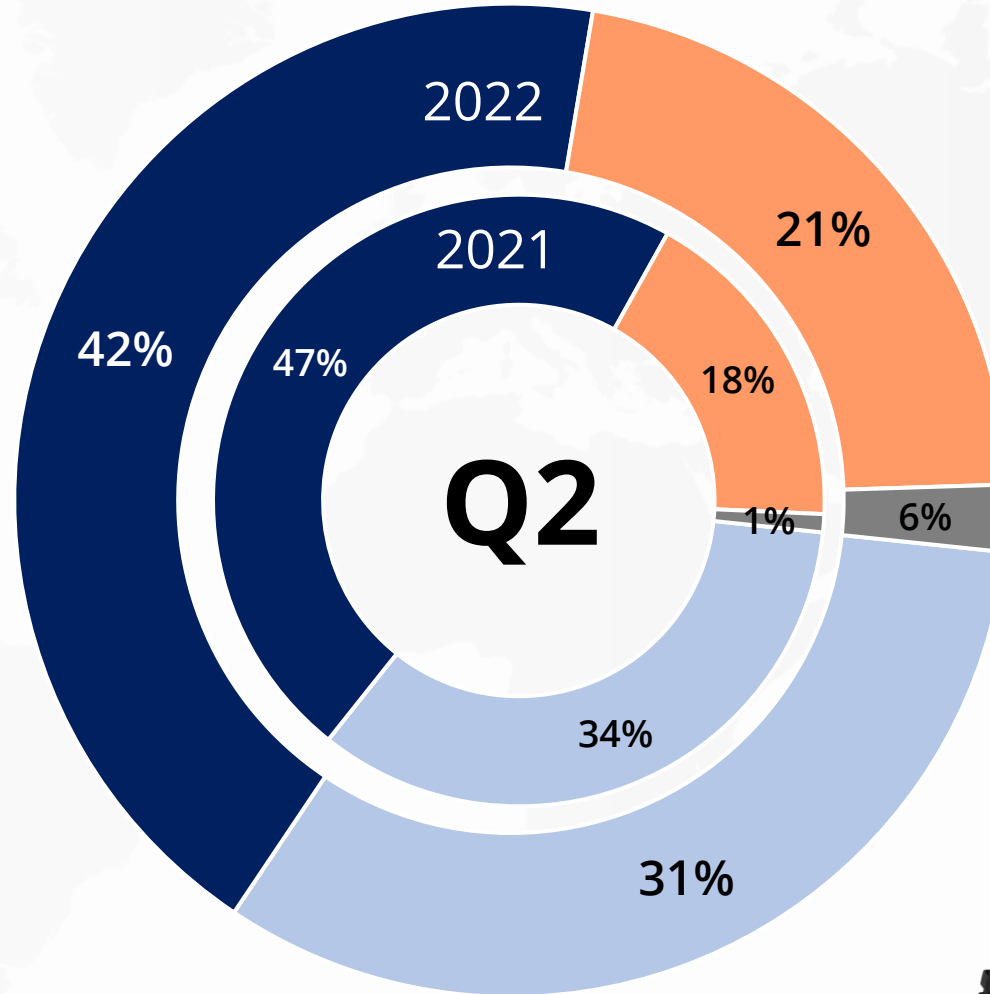
Q2 Revenue:

2021 : 8,382 MB

2022 : 9,592 MB (↑14%YoY)

Consumer

Personal Computer, PC Component, Peripheral & Accessories



Commercial

Network, Server & Storage, Surveillance, Software



Communication

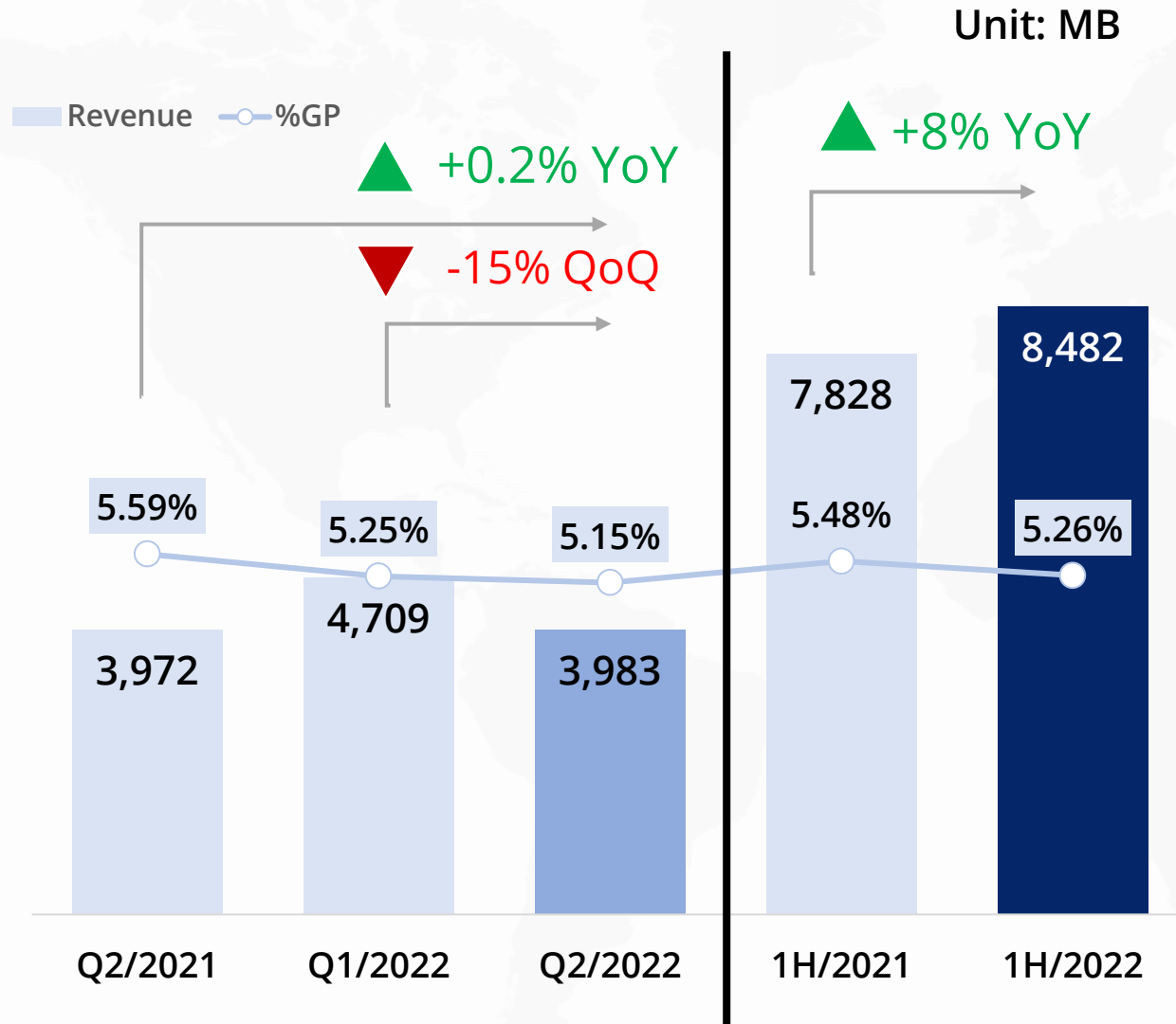
Mobile, Tablet, Smart Device & Gadget





1. Consumer Business Unit (42% Contribution)

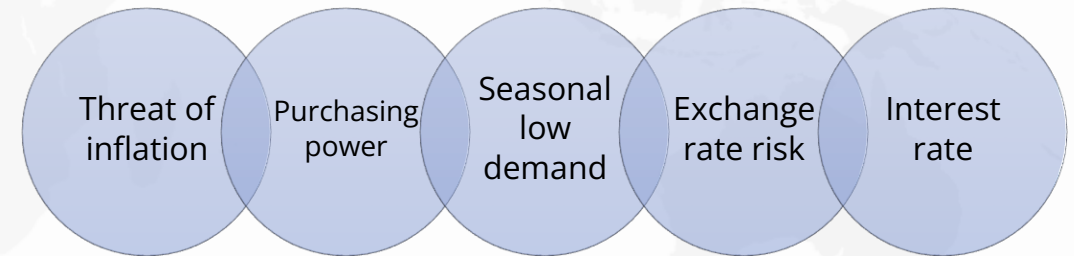
Maintain revenue Q2 YoY while H1/2022 still growing



Highlight Situation:

- Maintain revenue growth in H1/2022 despite demand and cost challenge from macro economic factors
- Gaming console segment still have strong growth

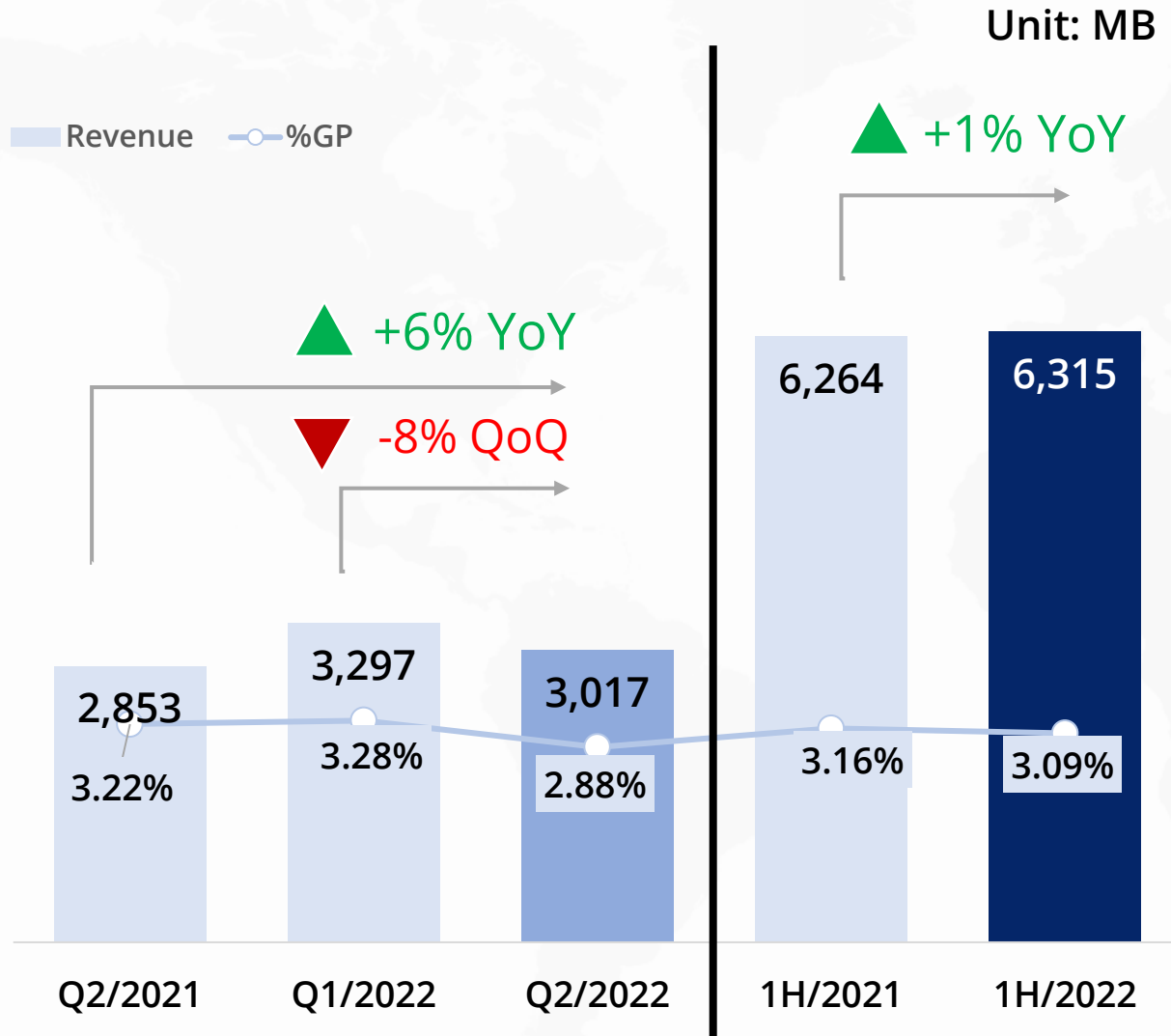
Q2/2022 Challenge





2. Communication Business Unit (31% Contribution)

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

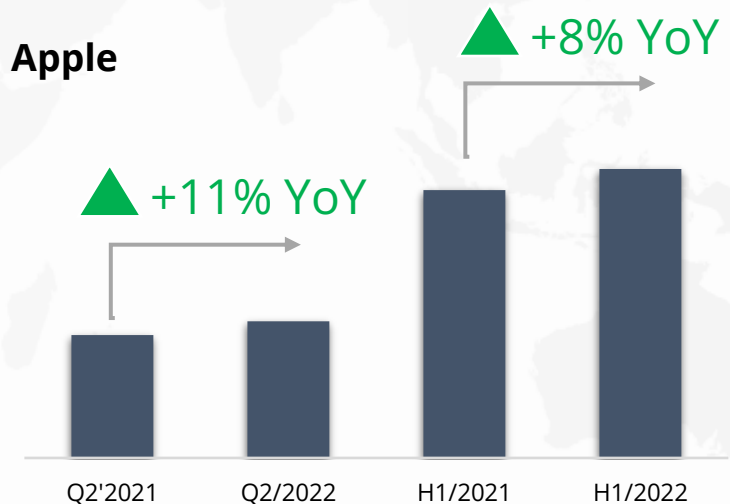


Highlight Situation:

- Traditional low season of Phone market during 2nd quarter
- Apple portfolio still growing however decreasing demand of mid-low phone segment due to effect of consumer purchasing power and economic confident concern



Apple



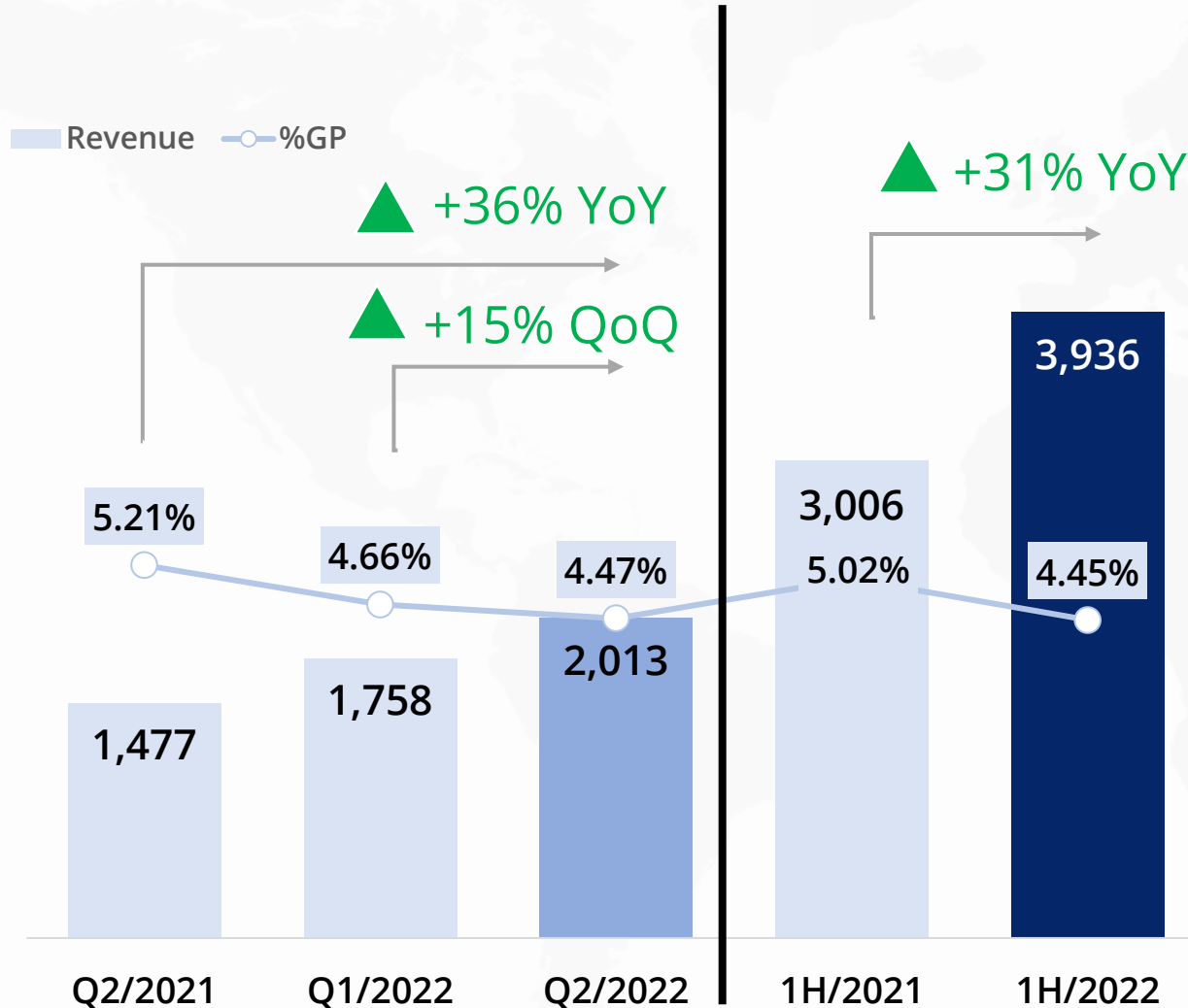


3. Commercial Business Unit (21% Contribution)

High growth record through focusing strategies



Unit: MB



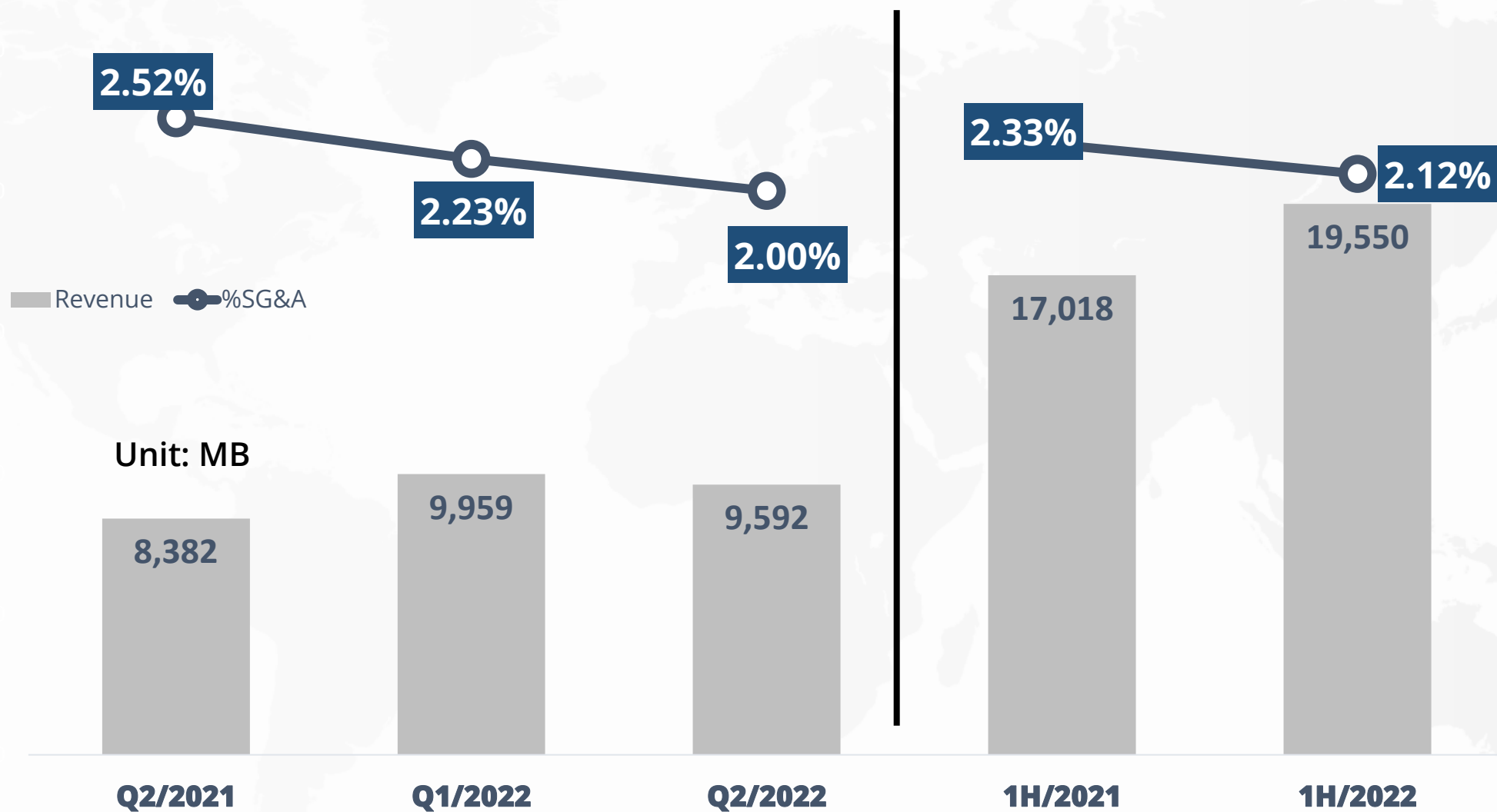
Highlight Situation:

- 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



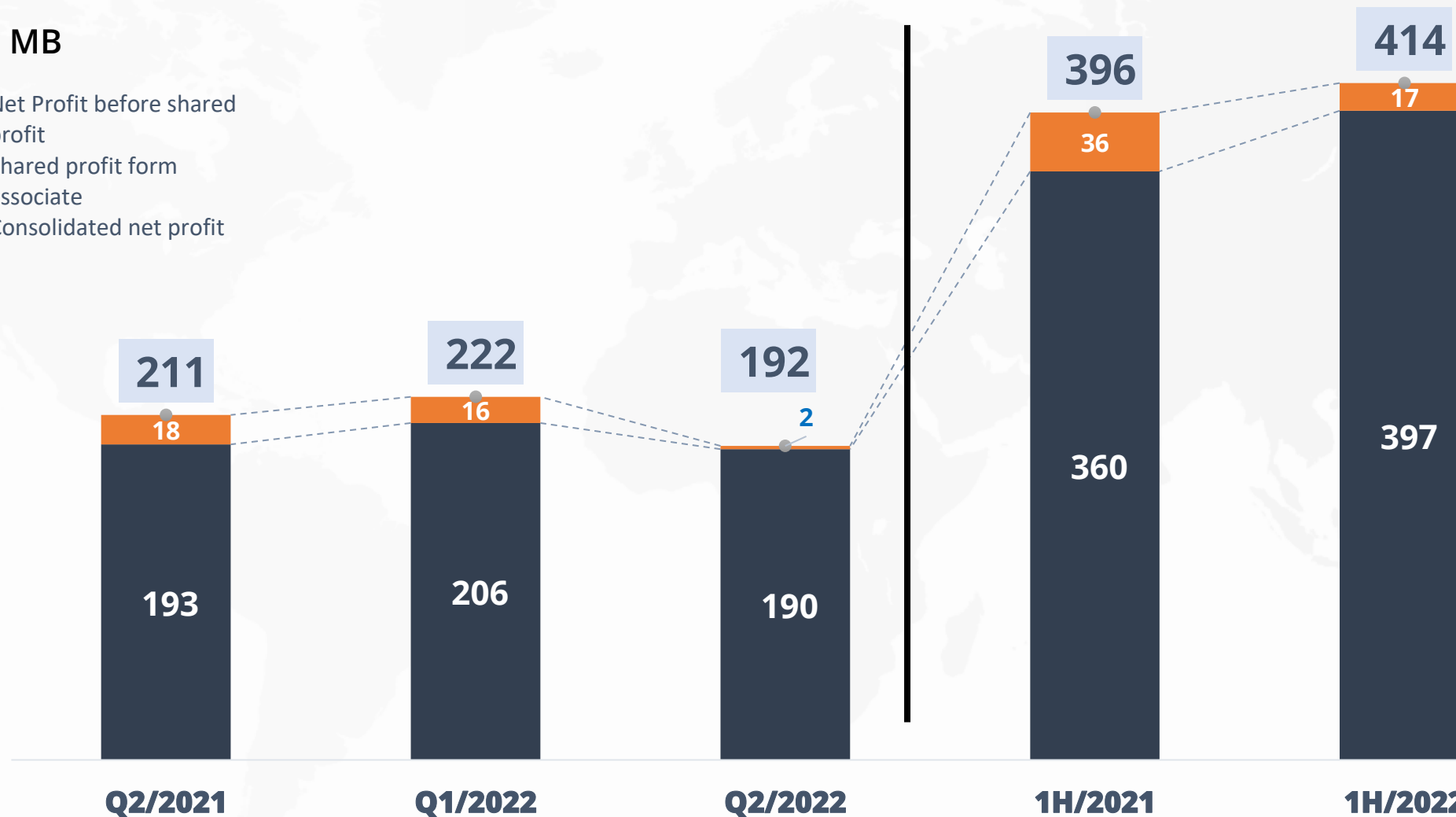
Q2&H1/2022 Net Profit Performance



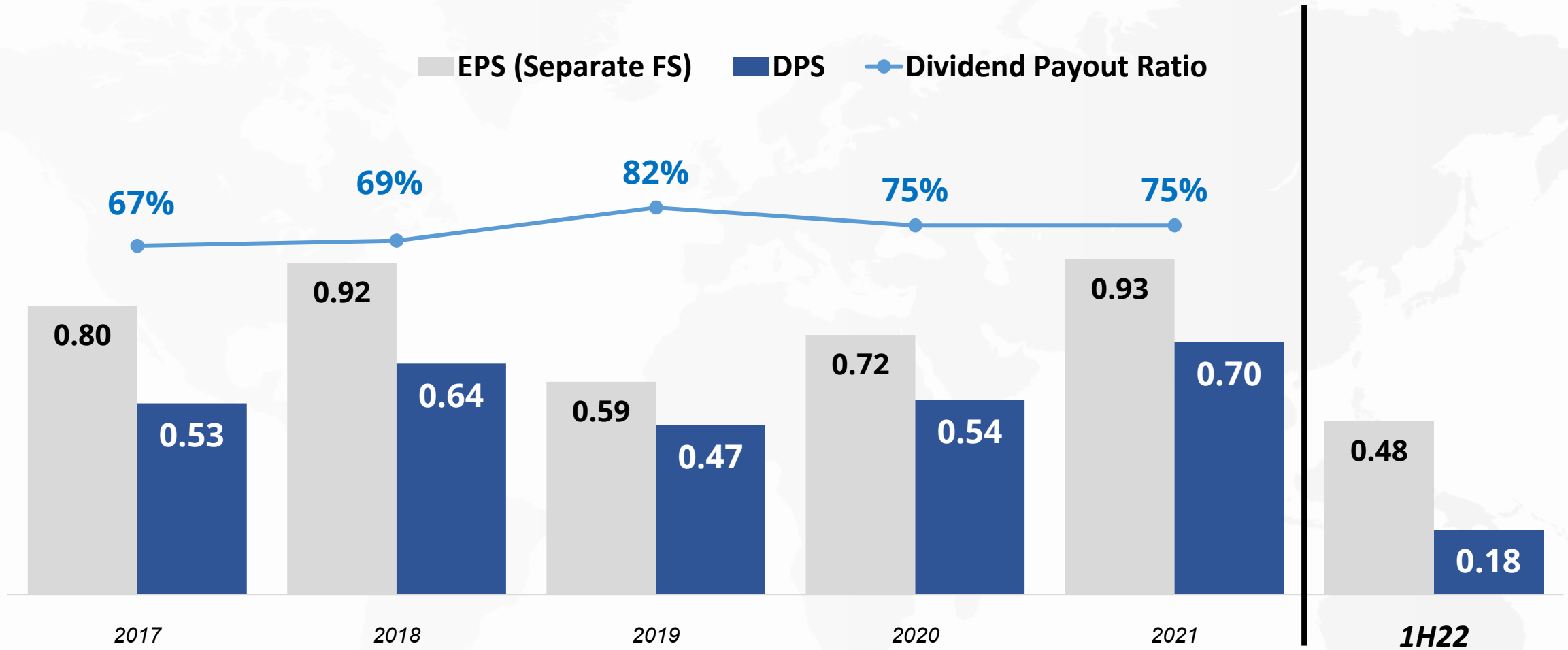
Mainly impact from shared profit from associate

Unit: MB

- Net Profit before shared profit
- Shared profit form associate
- Consolidated net profit



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



SYNNEX ECOSYSTEM

Creating sustainable growth through Supply Chain Integration



COMMERCIAL BUSINESS

Aggressive Business Expansion with focus strategies

H1/2022: Revenue 3,936 MB (+31% YoY)

HIGH GROWTH and CONTINUE

Strong project backlog and focusing structure



Network & Security **+46%**
YoY



+42%
YoY Network SOHO



System & Storage **+44%**
YoY



asustor

 **SYNNEX**
Commercial business

+8%
YoY Software & Cloud



IoT Solutions **+10%**
YoY



imou

Coming
Cybersecurity

NEW SMART SOLUTION BRANDS..



Security Solution

Reduce risk and cost with automated intelligence and security.
Enjoy Total Autonomous Networking →

HOLOWITS



- AI computing power
- H.265 encoding
- Starlight low-illumination
- IR LED
- IP67
- HOLOWITS cloud



VIGI C400HP
VIGI 3MP Turret Network Camera

iBoard

Smart Office/Smart Classroom



VIGI C300HP
VIGI 3MP Outdoor Bullet Network Camera

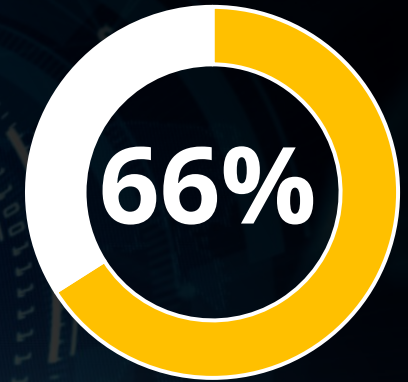
A faint, light gray world map is visible in the background, centered behind the text.

EXPANSION 'CYBER SECURITY'

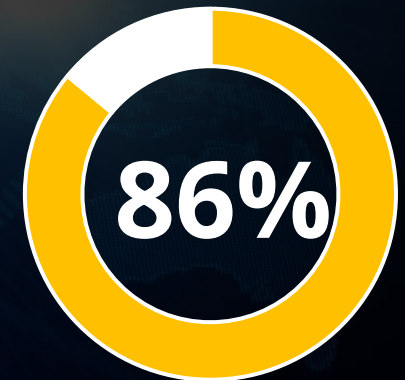
CYBER THREAT IS INCREASING

It is estimated that, worldwide, cyber crimes will cost **\$10.5 trillion annually by 2025.**

Cybercrime costs include damage and destruction of data, stolen money, lost productivity, theft of intellectual property, theft of personal and financial data, embezzlement, fraud, post-attack disruption to the normal course of business, forensic investigation, restoration and deletion of hacked data and systems, and reputational harm.



Enterprises facing with cyberattack



Enterprises not ready to respond cyber attack

High Growth Opportunity in Cybersecurity Business

PDPA

Since June 2022

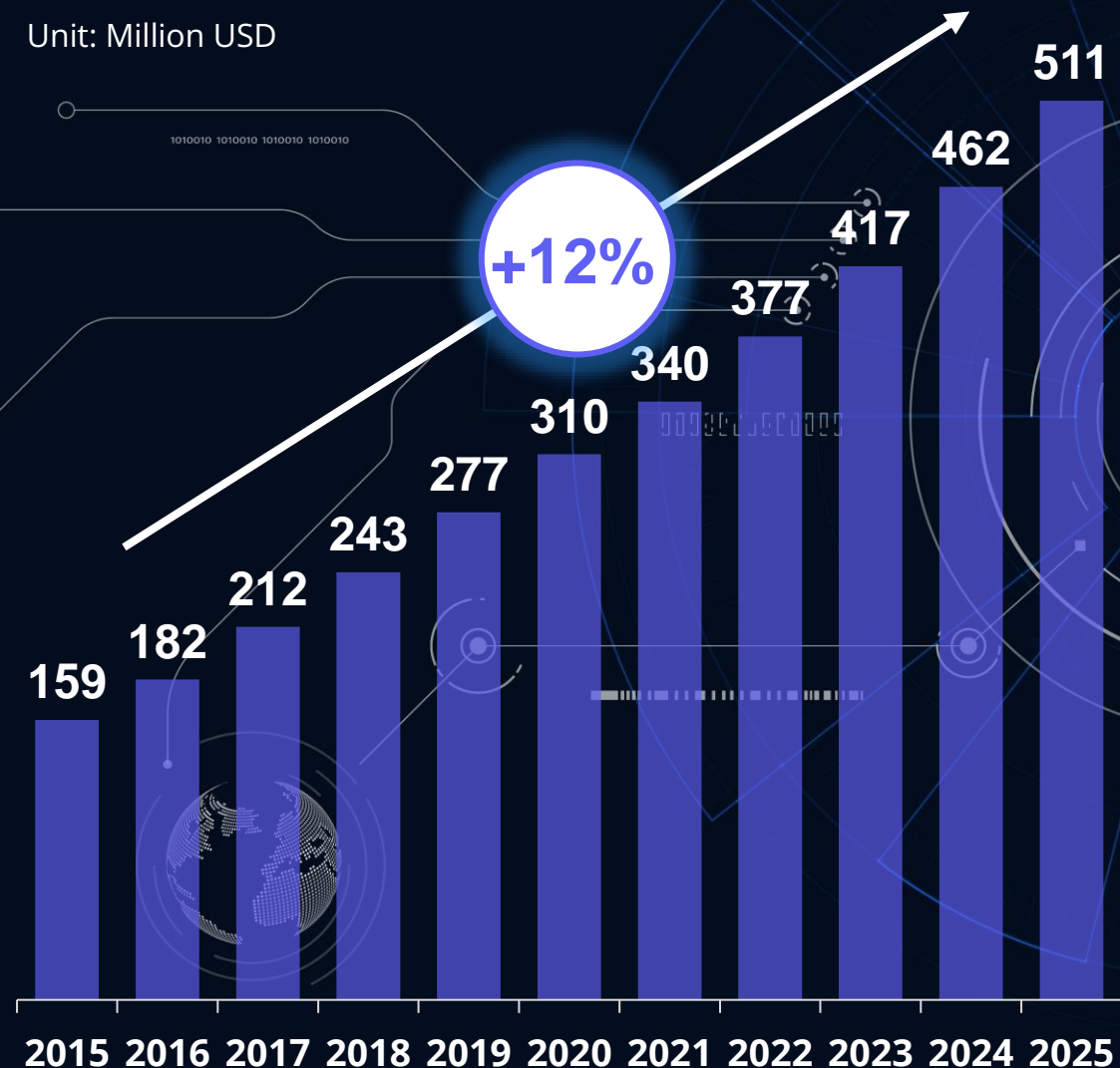
CYBER SECURITY LAW

Since 2019

Thailand Cybersecurity Market



Unit: Million USD



Investment in Cybersecurity business



X



CYBERTRON

The Trusted in Cybersecurity Resilience

**SYNNEX invest in Cybertron at 25%, value 55 MB
Managed Security Service Provider Business**



Cybertron



Leading Managed Security Service Provider (MSSP) in Thailand

MSSP provide a complete outsourced security solution for an organization.

The Core of MSSP:

The core of the MSSP business is providing security monitoring and incident response for an organization's enterprise networks and endpoints.



24/7 SOC



Incident Response



Compliance



Expertise



CYBERTRON



Cyber Security Operation Center (CSOC)

บริการเฝ้าระวังภัยคุกคามด้านความ
มั่นคงปลอดภัยไซเบอร์รูปแบบใหม่

24/7

24/7 NEXT-
GENERATION
SECURITY
OPERATIONS
CENTER



CYBERSECURITY
COMPETENCY
DEVELOPMENT
PLATFORM



CUSTOMIZED
CYBERSECURITY
INNOVATION
SERVICES



IT Security Hardware & Software

Networking



Cloud



Endpoint



Surveillance



TRUSTED BY
SYNNEX

CYBER SECURITY

Manage Security Service Provider

Security Operations Center (SOC)





GAMING BUSINESS

**Build Gaming & E-Sport Ecosystem
as No.1 Gaming Hardware Distributor**

H1/2022: Revenue 3,370 MB (+32% YoY)



Demand remain strong

No.1 Gaming Hardware Distributor in Thailand

Gaming PC & Hardware

Gaming Console

CPU



MEMORY



Peripherals



GAMING NOTEBOOK



JD CENTRAL

MB & VGA



STORAGE



MONITOR



CASE / PSU



THAILAND ESPORT MARKET



E-Sport
Market
2021

Market Size

3.8

Million U.S. dollars

Audience:

4.3

Million

Gaming Growth

+15%

YoY



Continue build Gaming & E-Sport Ecosystem



COMMUNICATION BUSINESS

Season for New brands & products


H1/2022: Revenue 6,315 MB (+1% YoY)

HONOR X  **SYNNEX**



GO BEYOND

THE REBORN OF HEROES
การกลับมาของนั้ตกรรม

 Honor Thailand

HONOR

Honor climbed to the top spot



China Smartphone Market, Top 5 Company Shipments, Market Share, and YoY Growth, Q2 2022
(shipments in millions)

Company	2022Q2 Shipments	2022Q2 Market Share	2021Q2 Shipments	2021Q2 Market Share	YOY Growth
1. Honor	13.1	19.5%	6.9	8.8%	88.6%
2. vivo	12.9	19.1%	18.6	23.6%	-30.8%
3. OPPO	11.5	17.0%	16.5	21.0%	-30.7%
4. Xiaomi	10.5	15.6%	13.4	17.0%	-22.1%
5. Apple	9.5	14.1%	9.4	12.0%	0.1%
Others	9.9	14.7%	13.9	17.6%	-28.9%
Total	67.2	100.0%	78.8	100.0%	-14.7%

Source: IDC Quarterly Mobile Phone Tracker, 2022Q2

Note:

* Data are preliminary and subject to change

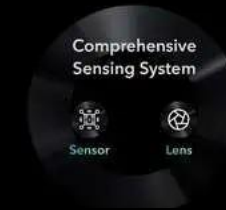
* All figures are rounded off



Best in Class innovation

- **High Camara Technology**

HONOR Image Engine



- **Performance Innovation**

GPU Turbo X

Lower power consumption with higher power efficiency

- **Honor's Privacy Protection**

Dual TEE Security OS
Double your security

The co-developed Dual TEE Security OS with Qualcomm provides a more trusted execution environment.



*The picture and video are only for reference. Please refer to the actual product.

HONOR x

Exclusive



Exclusive
only at
SYNNEX

**Full-
Services
Model**

4
Experience
Stores

2,000
POS

6
phone models

HONOR



HONOR X9

ราคา 9,299.-

ขยายเวลาความสุข! เต็มเดือนสิงหาคม

วันที่ 15 - 31 สิงหาคม 2565

HONOR X9 | X8 | X7

การกลับมาของนวัตกรรม



รับฟรี

สายชาร์จ

SYNEX Cable 3-in-1
มูลค่า 359 บาท



เสื้อยืด T-Shirt

GQ HONOR Edition
มูลค่า 490 บาท



HONOR x **SYNEX**

THE REBORN OF HEROES

การกลับมาของนวัตกรรม

HONOR X9 | X8 | X7



HONOR X7

ราคา 6,299.-



HONOR X8

ราคา 7,999.-

รับฟรี

เสื้อยืด T-Shirt

GQ HONOR Edition
มูลค่า 490 บาท



เงื่อนไขโปรโมชั่น

โปรโมชั่นตั้งแต่วันที่
15-31 สิงหาคม 2565

ช่องทางการจัดจำหน่าย
HONOR Official Stores



และร้านค้าที่ร่วมรายการ



Jaymart1166
(The mall bangkapi)



Tg Fone2
(The mall bangkapi)



Jaymart14
(Secon srinak)



Jaymart Secon Srinakarin



Jaymart Central plaza
khonkaen 1251



TG FONE 2 (THE MALL
BANGKAPI BR:MBKP5)



HONOR

Full Range Product Line up in 2022 Entry - Mid - Flagship



Jul 2022



HONOR X9
ราคา 9,299.-

HONOR X8
ราคา 7,999.-

HONOR X7
ราคา 6,299.-

Entry the Market by Entry Model
Valuable Price with Best spec

Sep 2022



HONOR 70 5G Series

Oct 2022



HONOR Magic4 Pro 5G **HONOR X6**

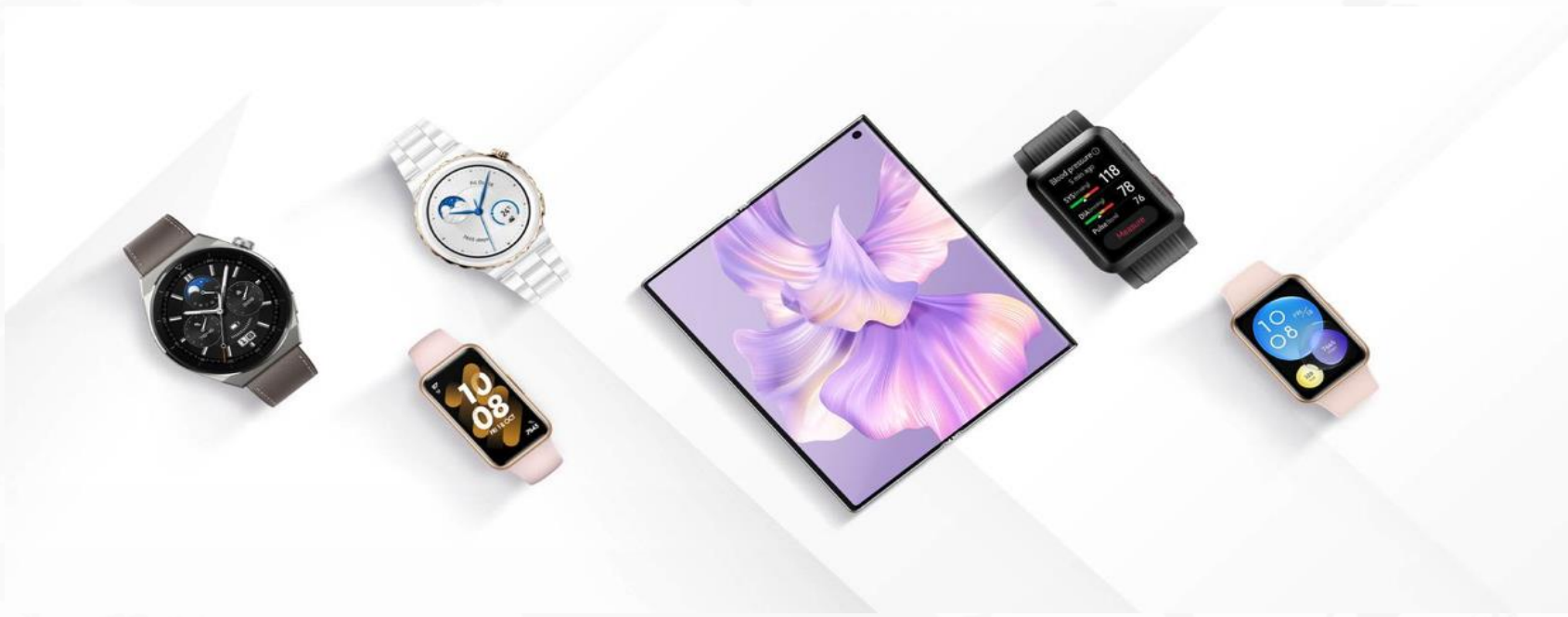
Present the Best in class of innovation capability by
Flagship model and expand the distribution coverage
by Best Price Entry model



HUAWEI

Super Device | Smart Office

Share Device Capabilities & Boost Your Efficiency



HUAWEI Sound Joy

CO-ENGINEERED WITH DEVIALET

ลำโพงบลูทูธ 4 ตัวใน Devialet® | ขนาดลำโพงเพียง 26 มม. | เสียงเบสที่ลึกและชัด



HUAWEI FreeBuds Pro 2

CO-ENGINEERED WITH DEVIALET

ตั้งต้นด้วยลำโพงคู่ | เสียงใส คมชัด | ระบบลดเสียงรบกวนรอบข้าง 2.0



HUAWEI MatePad Pro



ปลดปล่อยความคิดสร้างสรรค์บนหน้าจอ

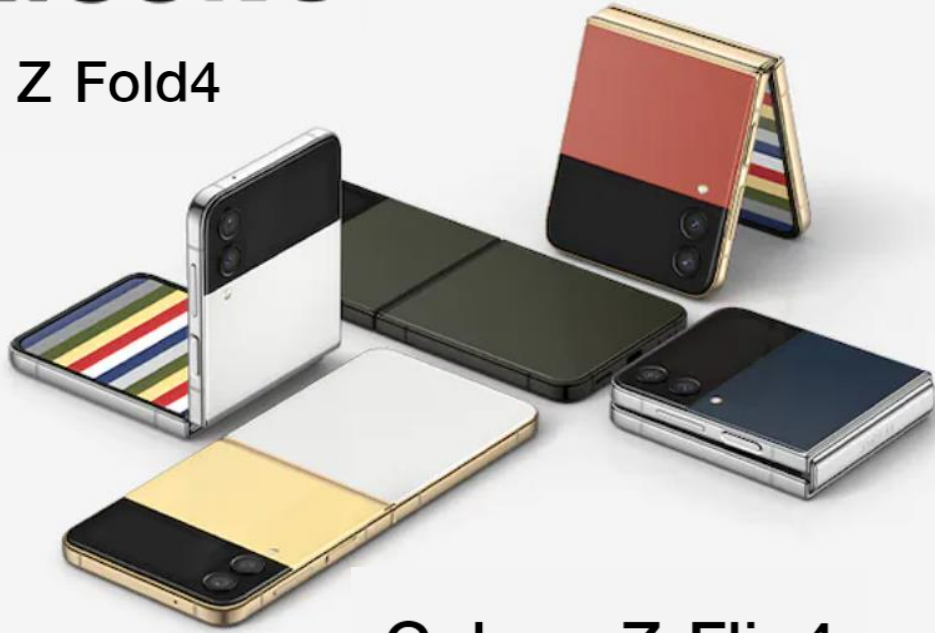
120Hz OLED FullView Display

คู่กับ HUAWEI M-Pencil (2nd Generation)



SAMSUNG

Galaxy Z Fold4



Galaxy Z Flip4



 **motorola**



moto G82 5G

SD 695 | AMOLED 120Hz | กล้อง 50MP OIS





Far out.

September 7, 2022

10:00 a.m. PT

Q3/2022 Guidance



Confident on growth even challenging factors

- Macroeconomic factors from hyperinflation, exchange rate volatility still put a pressure but gradually improve
- Still Confident on Double digit revenue growth boosting by solid commercial backlog
- Maintain Gross Margin at 4%+ with efficiency management
- Continue moving toward 'No.1 IT Ecosystem' through seeking attractive fast-growing business opportunity

SUSTAINABILITY



For a better education..

โครงการ 'E-Library'

โครงการช่างนอกกรอบ
พัฒนาบุคลากร

โครงการสนับสนุนอุปกรณ์
เทคโนโลยีเพื่อการศึกษา



For a better environment..

ทิ้ง...ให้ถูกที่กับ Trusted by
Synnex E-Waste"

แพลตฟอร์มซื้อ-ขายสินค้าไอทีมือ
สอง

จัดการพลังงานอย่างยั่งยืน
'Solar roof'





Making people's lives better and easier with technology

เราจะทำให้ชีวิตของผู้คนดีขึ้นและง่ายขึ้นด้วยเทคโนโลยี





Q & A



Contact : IR@synnex.co.th