



SYNNEX **THE ONE**

No.1 IT Distributor in Thailand

SYNNEX (THAILAND) PCL.

OPPORTUNITY DAY | Q2-2019
6 September 2019

COMPANY OVERVIEW



Number One IT Distributor in Thailand

Established	5 April 1988
No. of Employees	837 persons (as of December 2018)
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

5,000+
Dealers

19+
Million Units
Sales/year



TOTAL REVENUE



Y1990 – 1H2019 Milestone

Unit: Million Baht

1H2019

Sales
Revenue

17,431
MB

Growth (YoY)
-5.75%

Gross
Profit

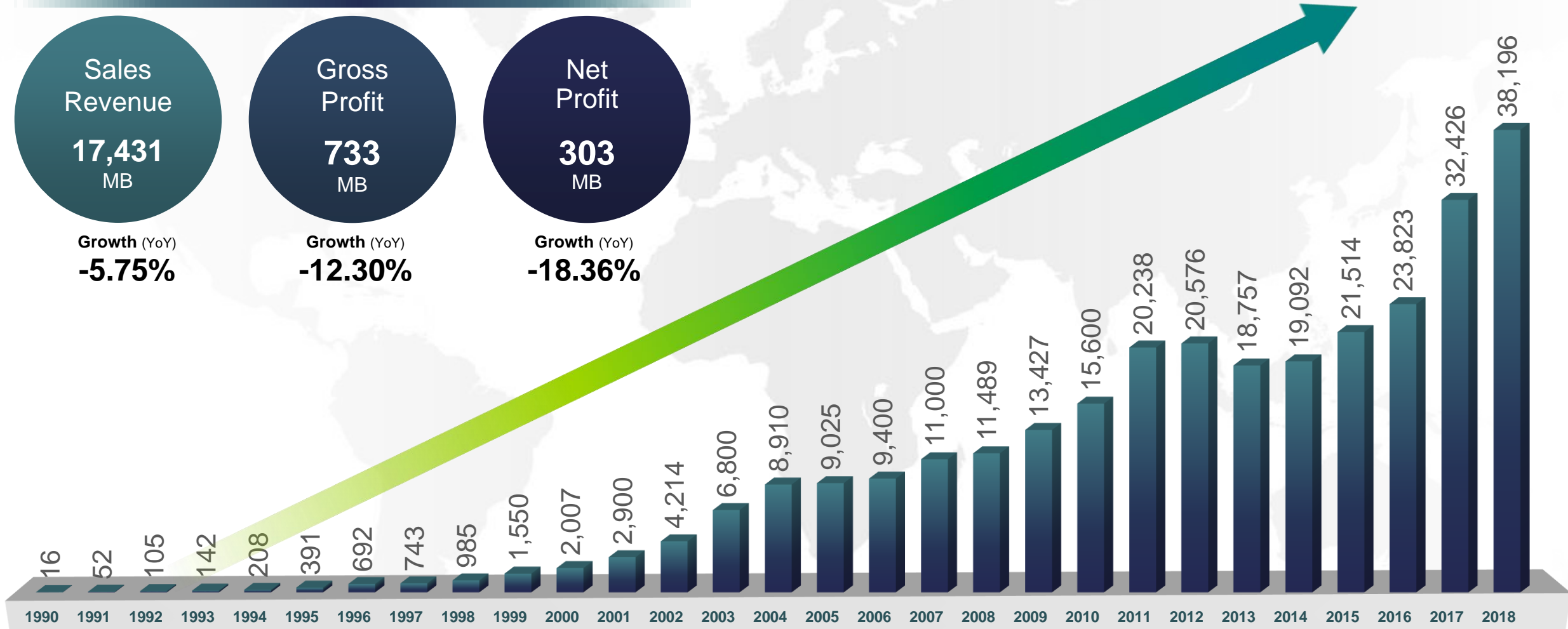
733
MB

Growth (YoY)
-12.30%

Net
Profit

303
MB

Growth (YoY)
-18.36%





Multi-category & Multi-field

Products distributed by Synnex (Thailand) can be categorized into 7 groups

1 Mobile Phone & Tablet



2 Personal Computer



3 PC Component



4

Peripheral & Accessory



5

Commercial & Cloud



6

Smart Device & IoT



7

Service & Maintenance

Synnex Care

1251

OVER 60 WORLD RECOGNIZED BRANDS



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

IT CHANNEL



PHONE CHANNEL



ONLINE CHANNEL



MODERN TRADE CHANNEL





FULL RANGE OF SERVICES

E-Commerce



 **SYNNEX**
DEALER PORTAL

- 24-hour web ordering
- Seasonal promotion
- Online customer support



Warehouse Management Services



Implementing the **Automated Storage and Retrieval System (ASRS)** since 2007



More than **4,600 pallets** storage capacity



Total office & warehouse area +/- **30,000 m²**.

Delivery Services



Fast 1-3 hours delivery service



Half day delivery service in Bangkok area



Next day delivery service in upcountry area

Financial Services



Installment program
Leasing / Loan



Trade & project backup finance program



Bid bond program

Total Service Solution



Pre-sales services
Post-sales Services
On-site Services

by certified technical engineers and supports specialists



After-sales Services

Synnex Care 1251
Nationwide Service Centers

Financial Highlight



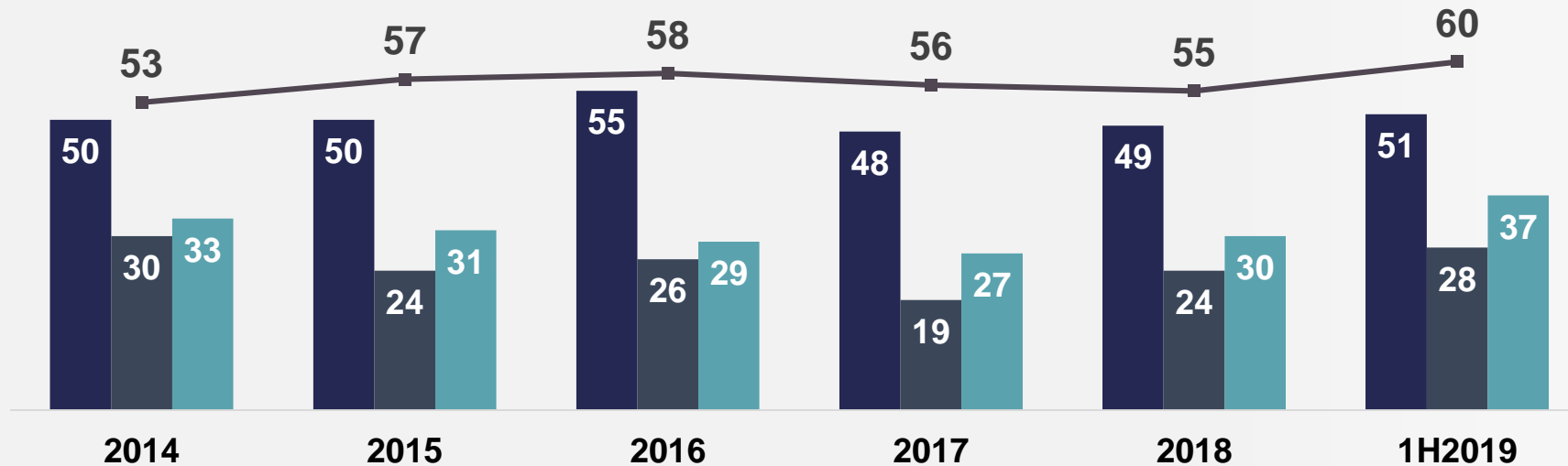
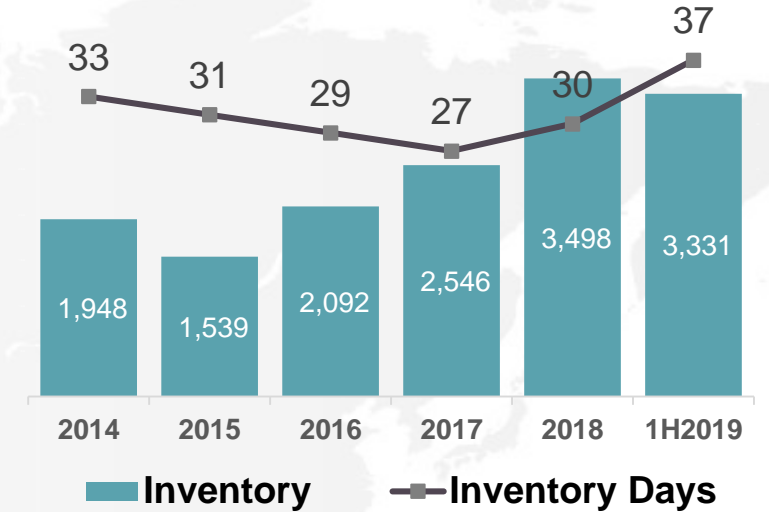
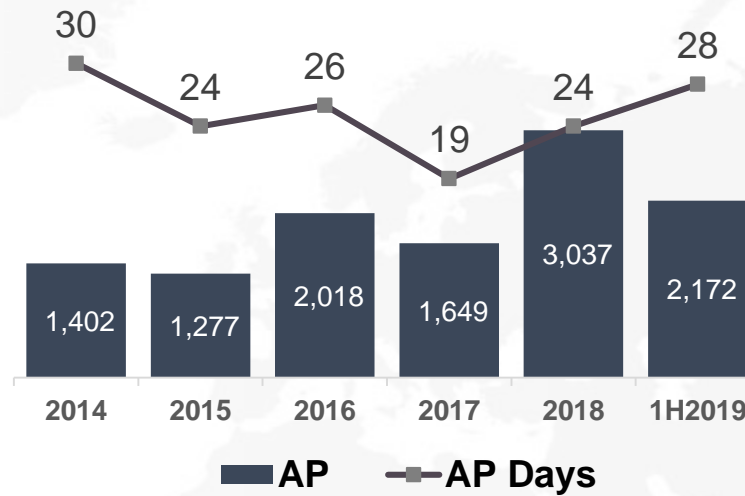
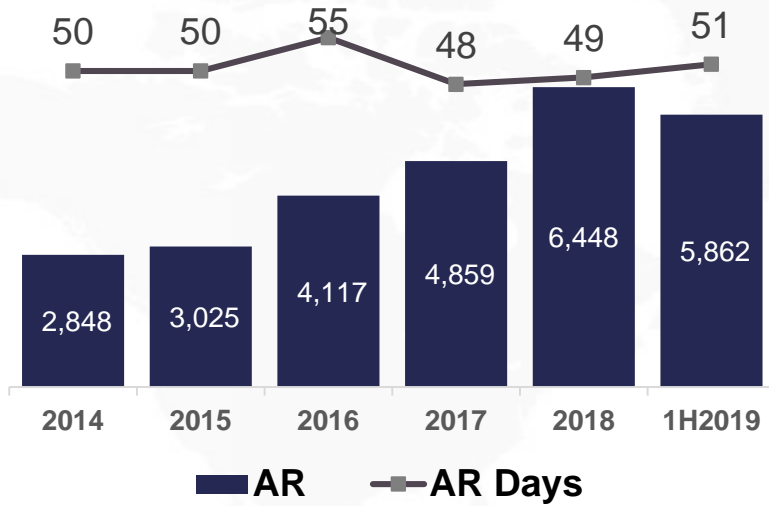
FINANCIAL HIGHLIGHT

	1H19	1H18	%YoY
Total Revenue	17,431	18,496	-5.75%▼
COGS	(16,713)	(17,682)	-5.48%▼
GP	733	836	-12.30%▼
%GP	4.20%	4.52%	-6.95%▼
Other Income	30	17	78.05%▲
OPEX	(414)	(422)	-1.89%▼
%OPEX	2.38%	2.28%	4.10%▲
EBIT	348	430	-19.05%▼
%EBIT	2.00%	2.32%	-14.11%▼
EBT	310	404	-23.19%▼
Tax	(73)	(89)	-18.05%▼
Norm. Profit	237	314	-24.65%▼
FX gain (loss)	52	50	4.65%▲
Share of profit from investment in associates	14	6	109.13%▲
NP	303	371	-18.36%▼
%NP	1.74%	2.01%	-13.37%▼



CASH CYCLE

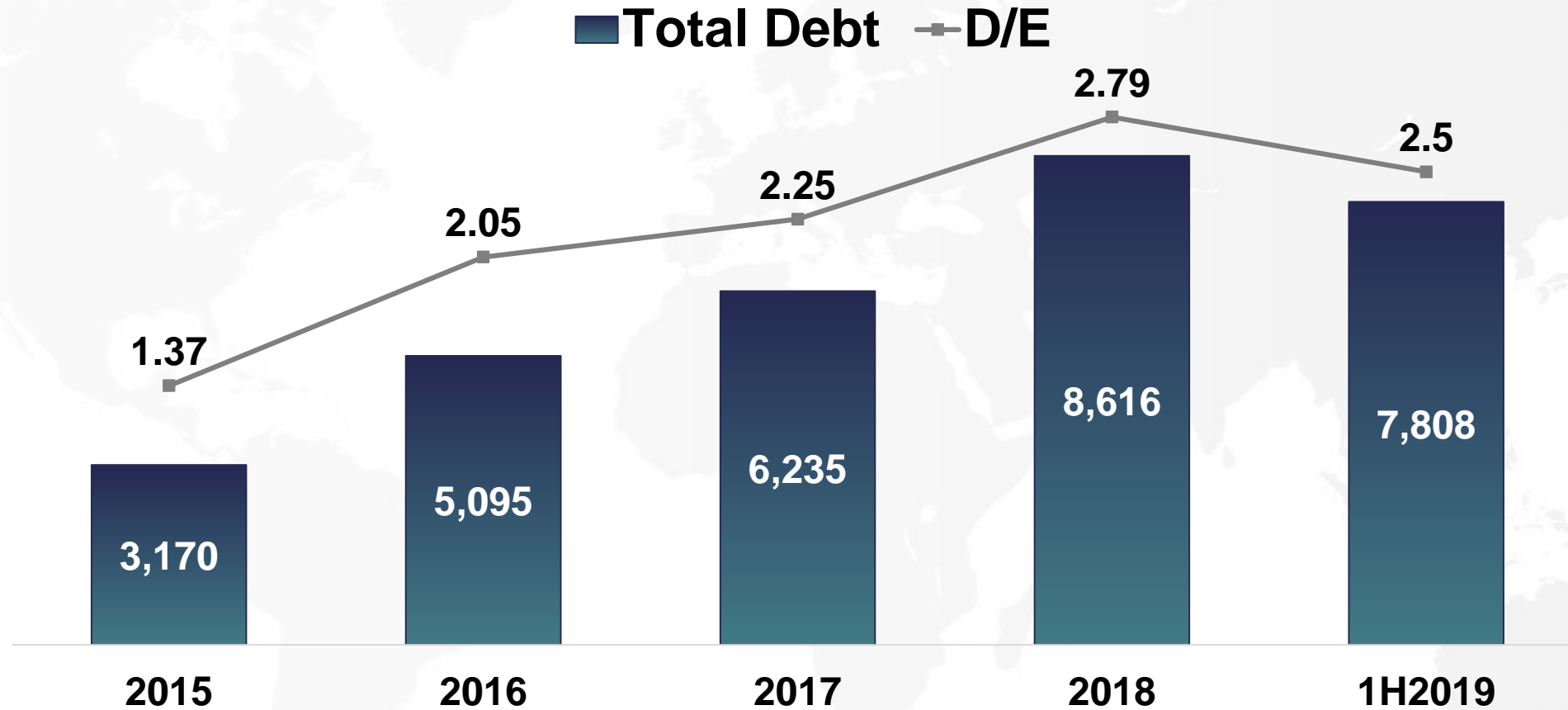
Unit: Million Baht



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

Total Debt & D/E

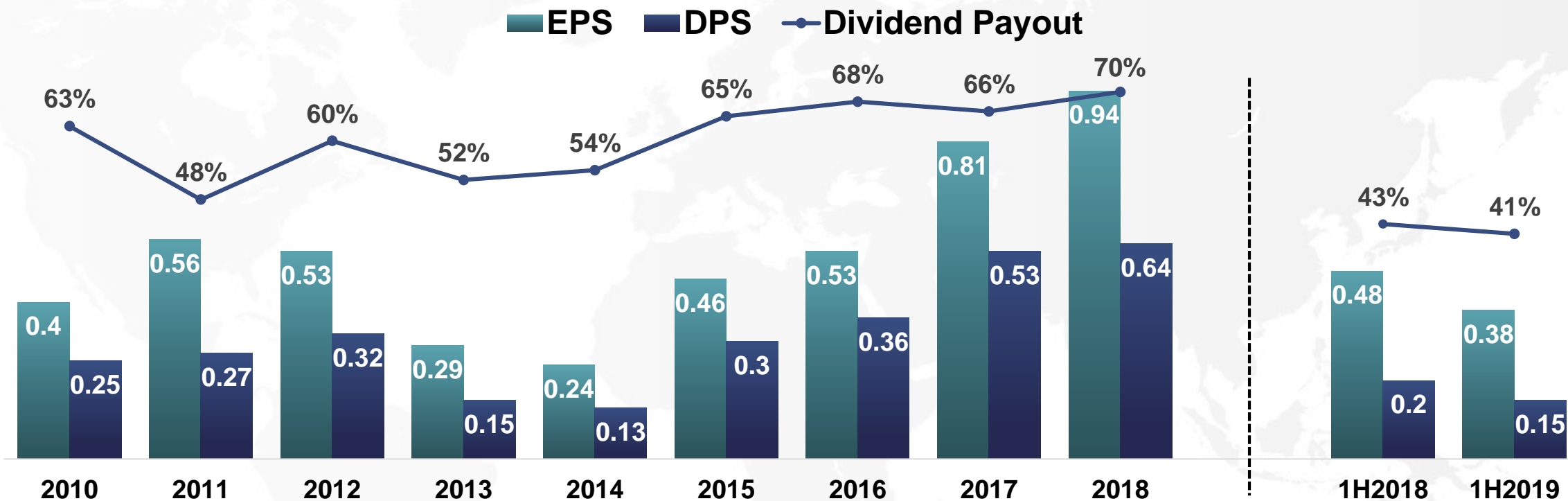
Unit: Million Baht



Note: Q2-2019, exclude HUAWEI 117 MB

Dividends and Share Information

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



Year	Operation Period	Payment Date	Dividend (per share)	EPS	Dividend Payout Ratio
2018	Jan-Dec 2018	10 May 2019	Cash Dividend 0.54 Stock Dividend 10:01	0.94	70%

Note: It depends on BoD Meeting resolution.



Q&A