



Opportunity Day  
September 1, 2008



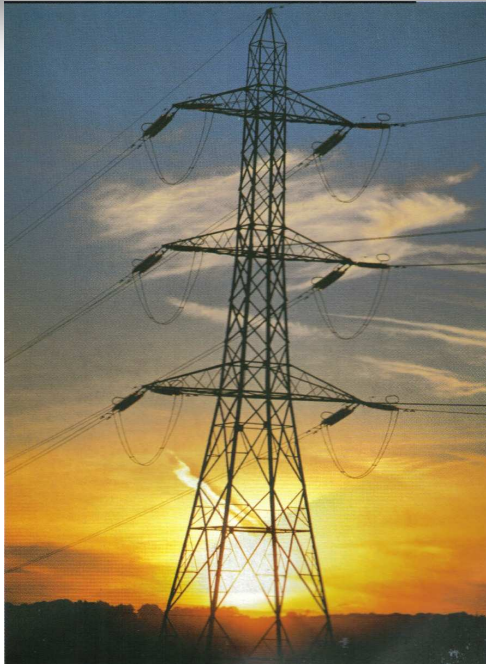
## Asian Insulators Public Company Limited

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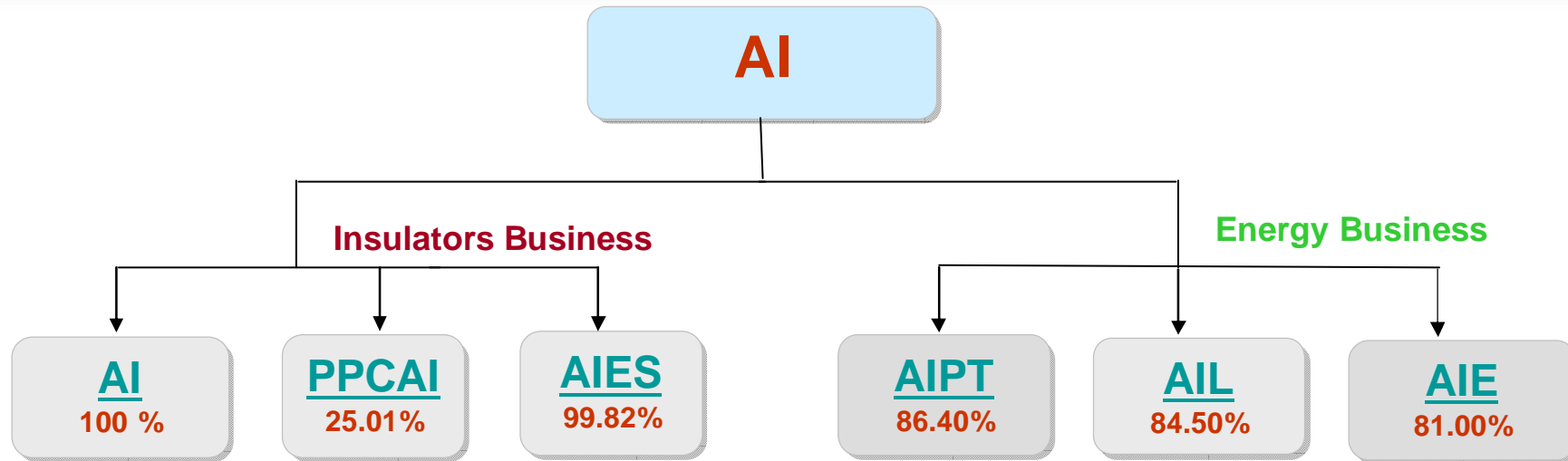


- ✦ Business Overview
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**More than half of Porcelain Insulators uses in power transmission and distribution grids are our products. A progressive porcelain manufacturing plant with production flow and state-of-the-art raw materials preparation, pug mills and kilns with ISO-9001 Quality Assurance Program allows for manufacture and marketing of high quality insulators products. Product innovation and improvements, is an industry leader in the design and production of high quality porcelain insulators.**

# Business Overview



- Manufacturer Porcelain Insulators for low, medium and high voltage insulators
- Capacity 12,000 tons

- Manufacturer Porcelain insulators for Europe and North America markets.
- Capacity 3,500 tons

- Engineering contractor for High Voltage Transmission lines and Substations

- Ports and depot services
- Capacity 40 million liters

- Sea and Land Logistics
- Ship Tankers range 500 – 3000 tons gross

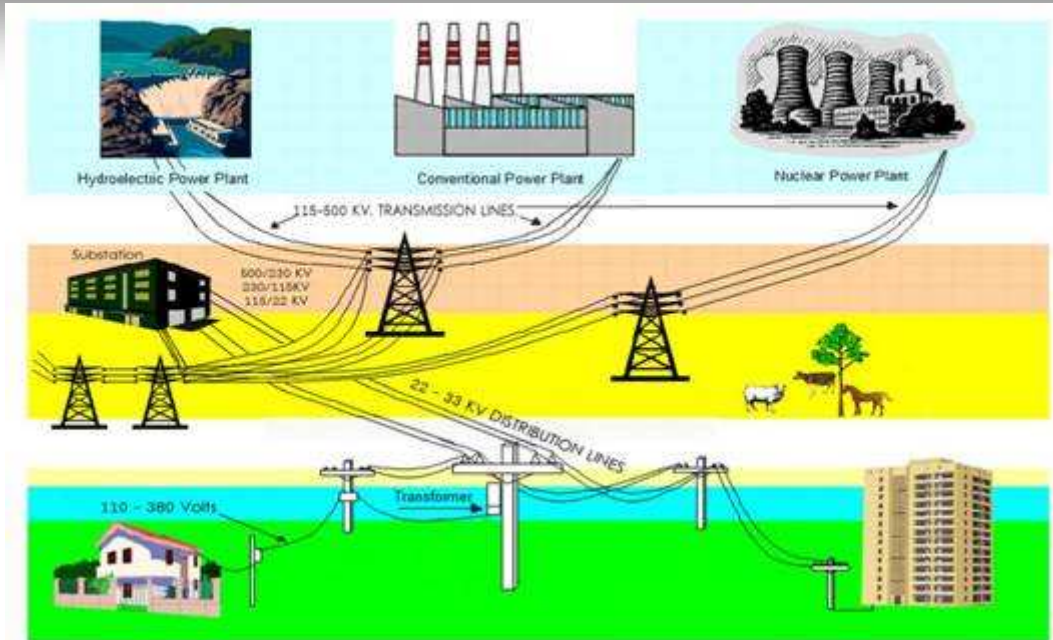
- Bio diesel refinery 500,000 liters / day
- Vegetable oil refinery 250,000 liters / day



## Highlights

- AI is the leader in Porcelain Insulators manufacturer with 55% market share in Thailand.
- AI has 100% market share in high voltage insulators.
- AI has all Porcelain Insulators products range cover all the requirement from utilities for power transmission and distribution.
- AI has a progressive porcelain manufacturing plant with production flow and state-of-the-art raw materials preparation, pug mills and kilns with ISO-9001 Quality Assurance Program.
- AI is one of the leader in Bio diesel refinery with continuous process and vegetable oil refinery for industrials and consumers use.
- AI continuously achieves strong growth through alternative energy and vegetable oil.
- AI has a discipline engineering in design and construction of high voltage transmission lines and substations.
- AI has a complete logistics and tanks farm to support the alternative energy and vegetable oil business.

# Power Transmission and Distribution System

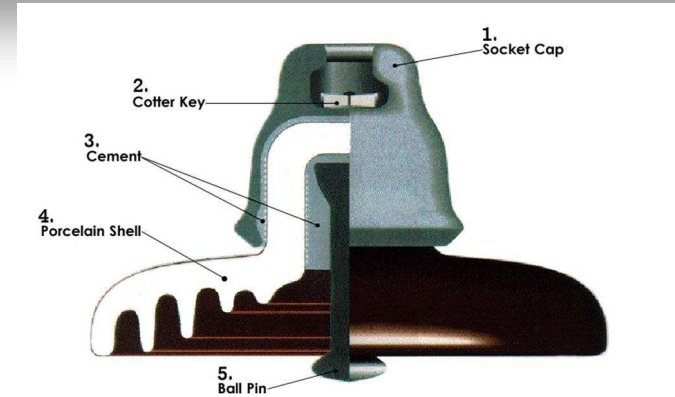
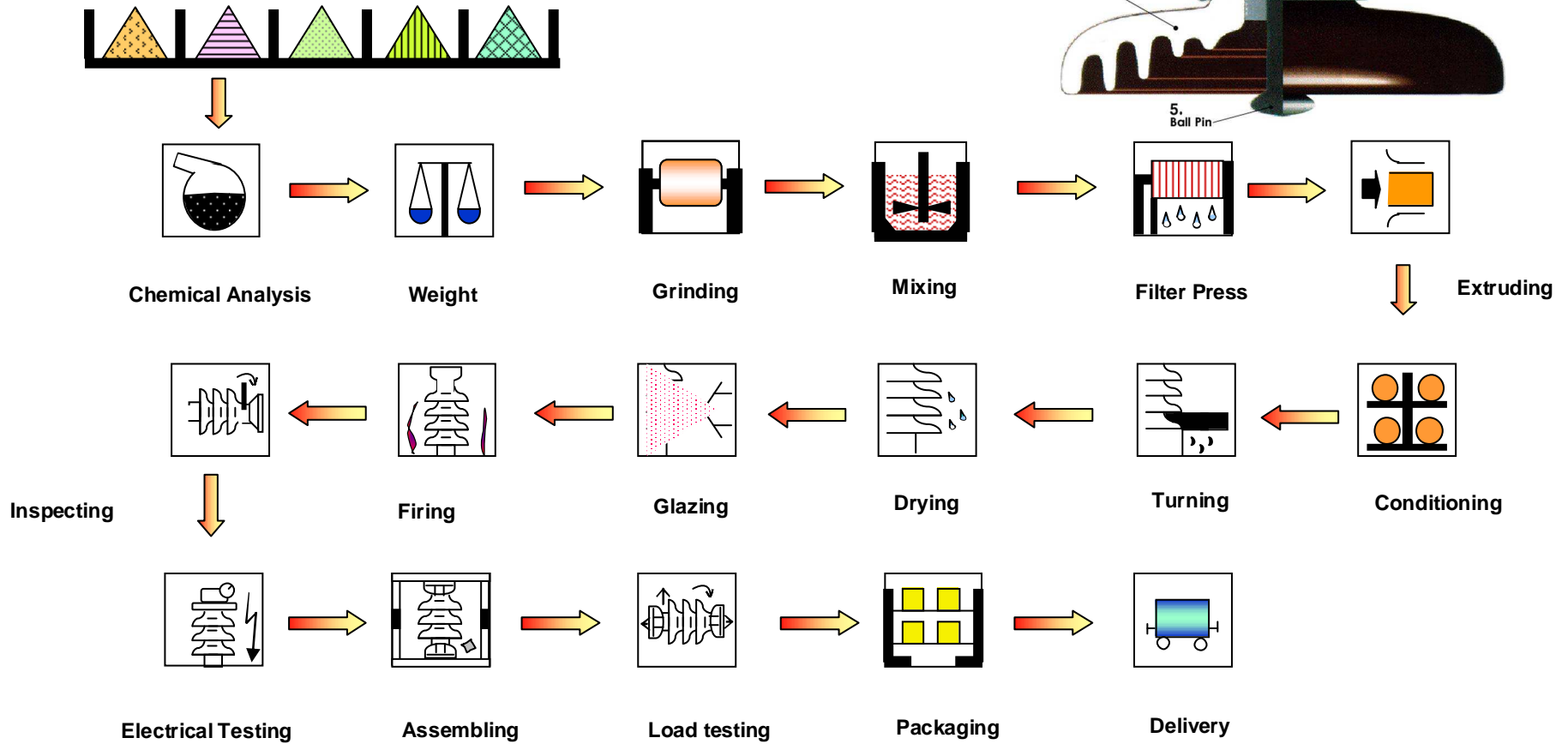


Electrical insulators is one of the essential equipment for the electricity's transmission and distribution systems. It can prevent the electricity leaks from the conductor to the ground which would cause the short circuit and cause the unplanned electricity outage. Another main duty of insulators is to hold and suspend the electrical conductor in the air.

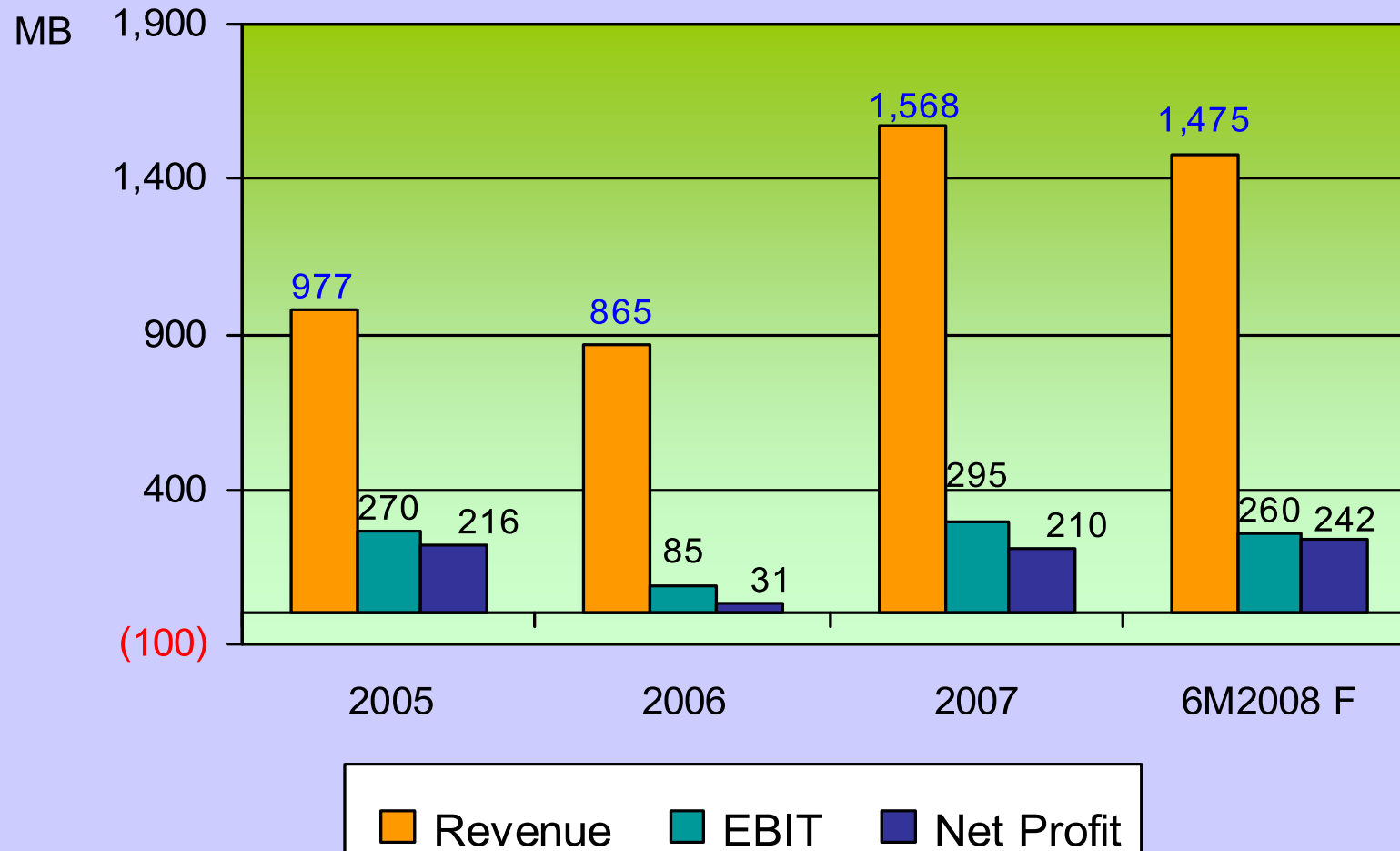
# Porcelain Insulators & Production Process



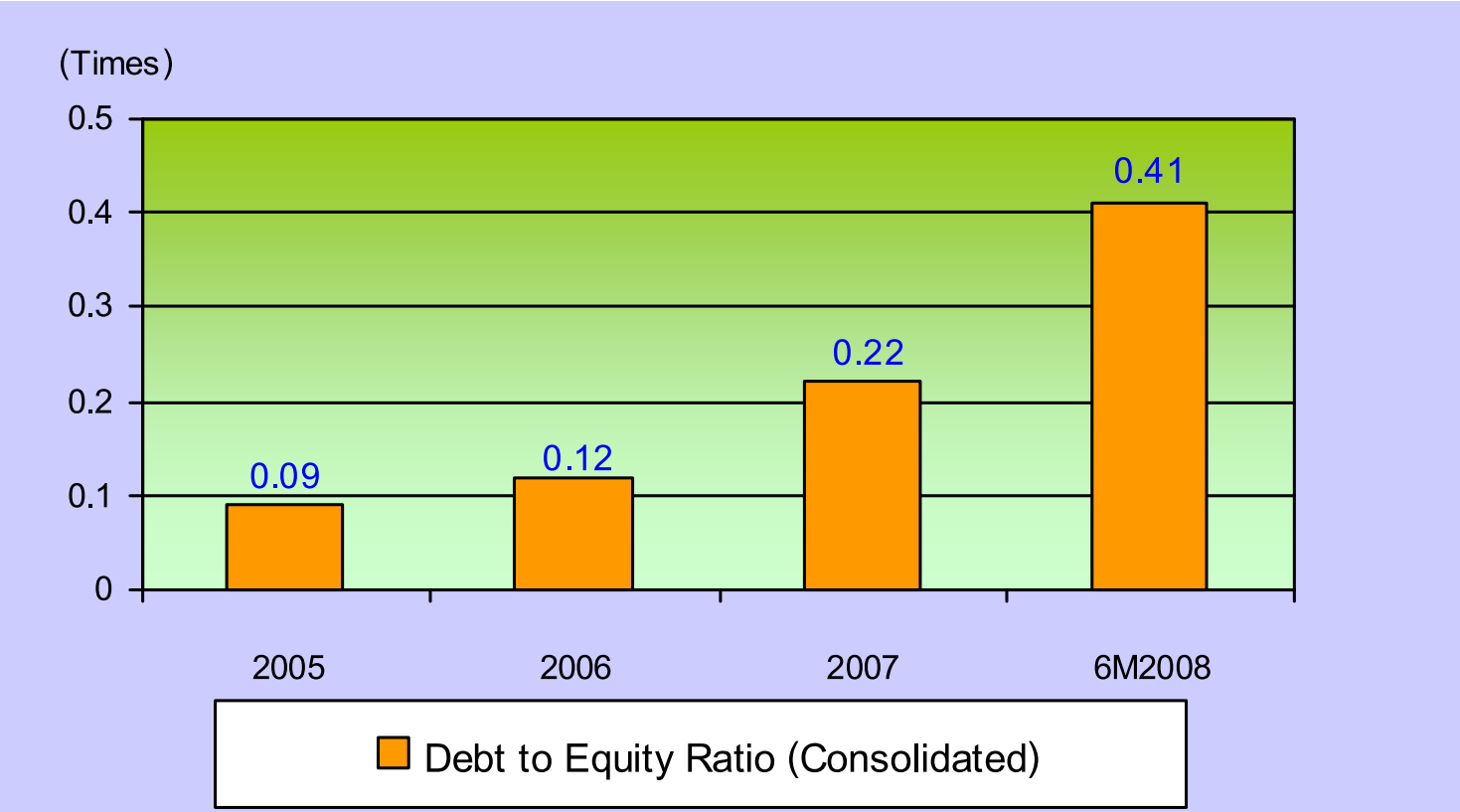
Raw Materials = Plastic Clay, Kaolin, Feldspar, Alumina



# Performance of AI (Consolidated)



# Consolidated: Debt to Equity

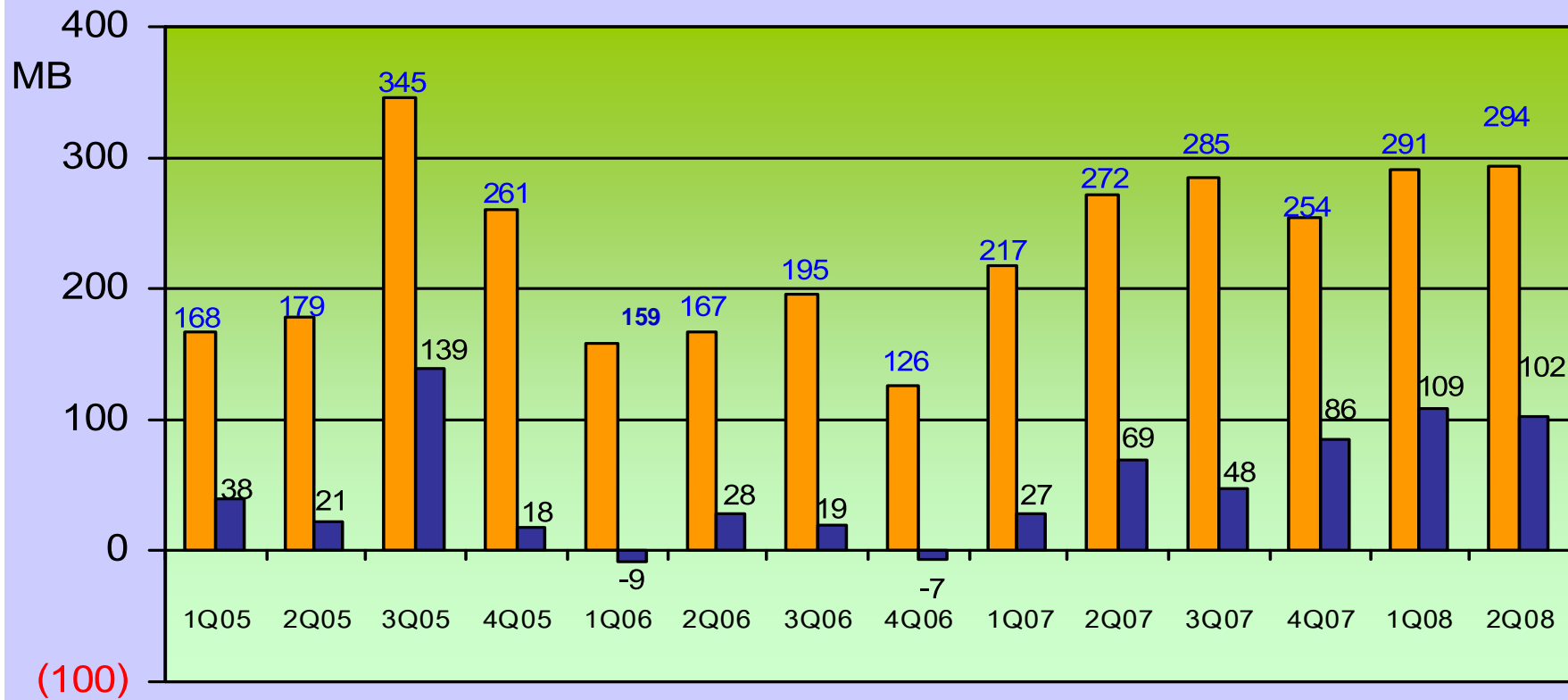


## Financial: Outlook

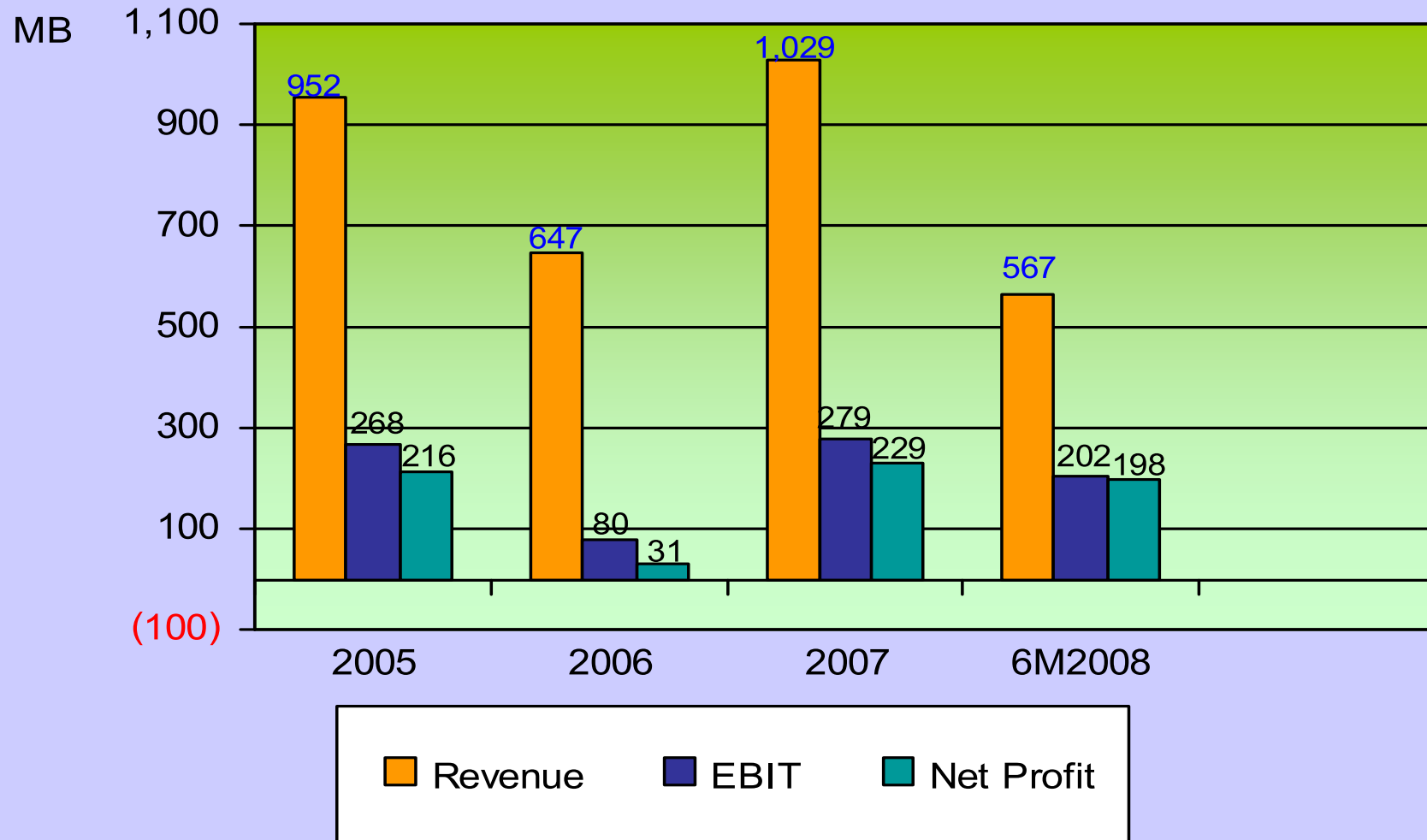


- ✦ Financial Year 2008 committed projects CAPEX of 415 MB.
- ✦ Source of fund for CAPEX 370.5 MB will be loaned from financial institution by subsidiary.

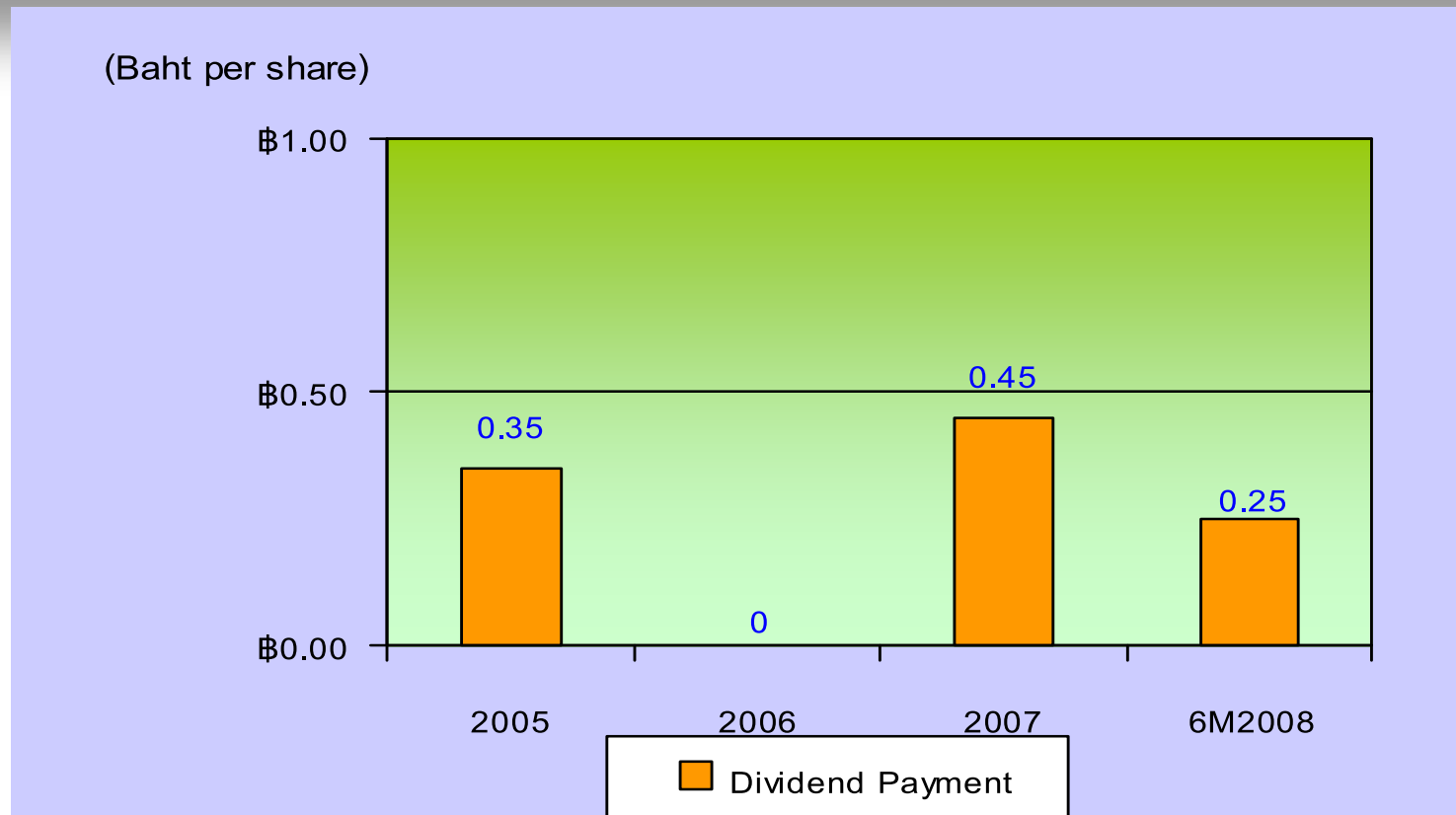
# Insulators : Revenue and Net profit



# Insulators: Performance



# Dividend Payout Summary



Payout Ratio	81%	0%	97.8 %	57.8%
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**Dividend Policy:** Company and subsidiary have the policy to pay the dividend to the shareholder each operation year, and not less than 40% of the net profit after tax and legal reserved. The dividend pay out is depend on the investment of the new project in the future.



## 2Q2008 Highlights

- ✦ Gross profit margin decreased, as raw materials, energy cost, overhead cost increased.
- ✦ Challenges of high energy costs and raw materials cost.

## Outlook

- ✦ Slowing down of the domestic economy, but government spending is enforce.
- ✦ High domestic demand of High and Medium Voltage Insulators for utilities and private sectors.
- ✦ Challenges of high energy and raw materials cost.
- ✦ Seek out for the new local raw material suppliers.



# PPC Insulators & Group

**Asian Insulators PLC.**



# PPC Asian Insulators Company Limited



<b>Location</b>	99/9 Moo 2, Asia Highway Rd., Km. 122-123, Banmor, Promburi, Singburi 16120 Thailand
<b>Prod Capacity</b>	3,500 tons per annum
<b>Paid-up Capital</b>	263 million Baht
<b>Stake</b>	25.10%
<b>No. of employees</b>	300 persons.
<b>Investment Privileges</b>	Thailand's Board of Investment incentives (Zone 3), commencing from January. 2005; <ul style="list-style-type: none"><li>✦ Corporate income tax exemption for 8 years and 50% reduction for the next 5 years.</li><li>✦ Dividend gained from the business is exempted from the corporate income tax calculation within the 8-years tax exemption period.</li></ul>



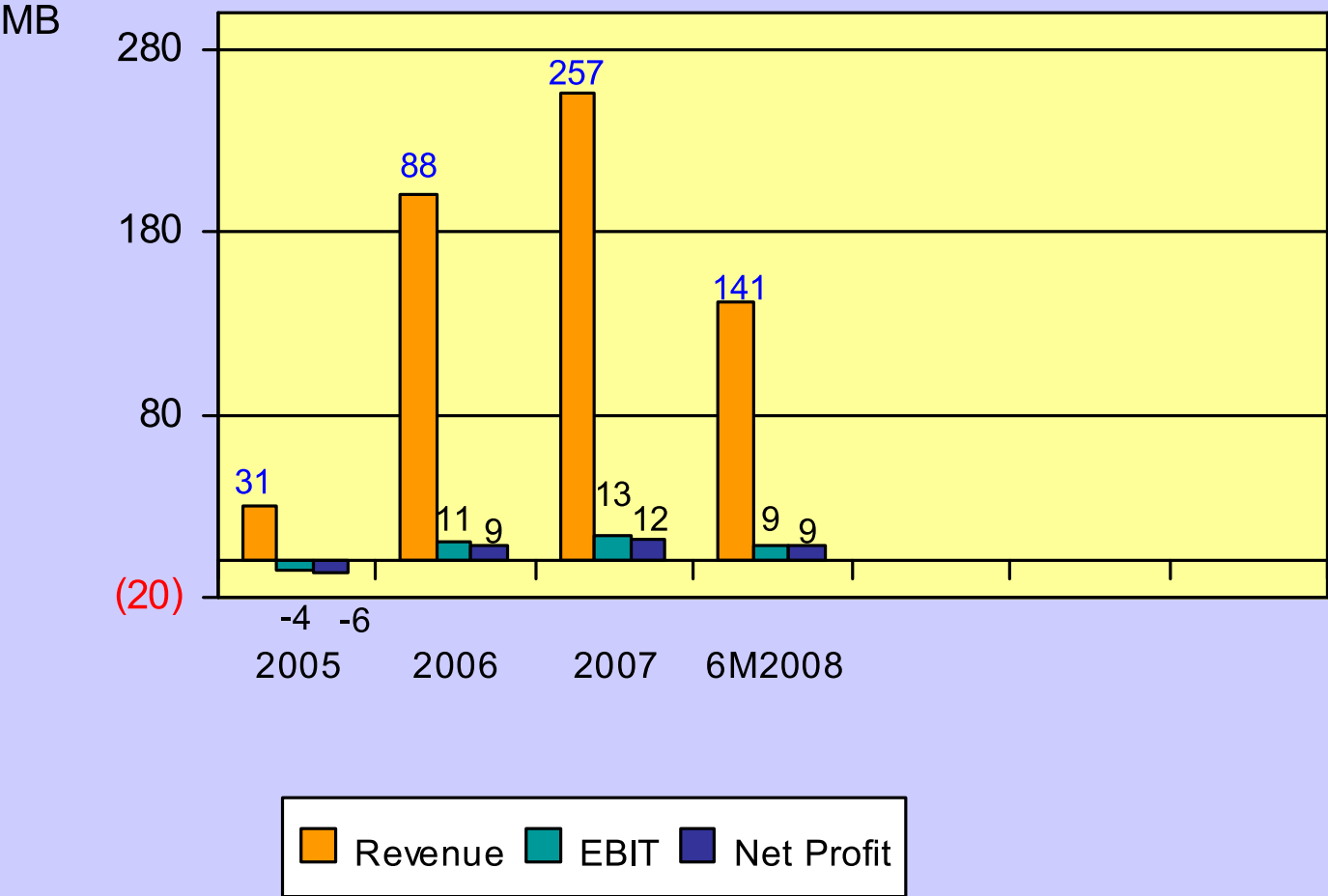
# Products.



# AI Engineering Services Company Limited



# Engineering: Performance





## 2Q2008 Highlights

- ✦ Construction materials have been managed for fixing the prices thought out the project.
- ✦ Challenge of high energy cost.

## Outlook

- ✦ Challenge of high energy and construction materials cost.
- ✦ More selective on construction project, due to the price increase of construction materials and energy.

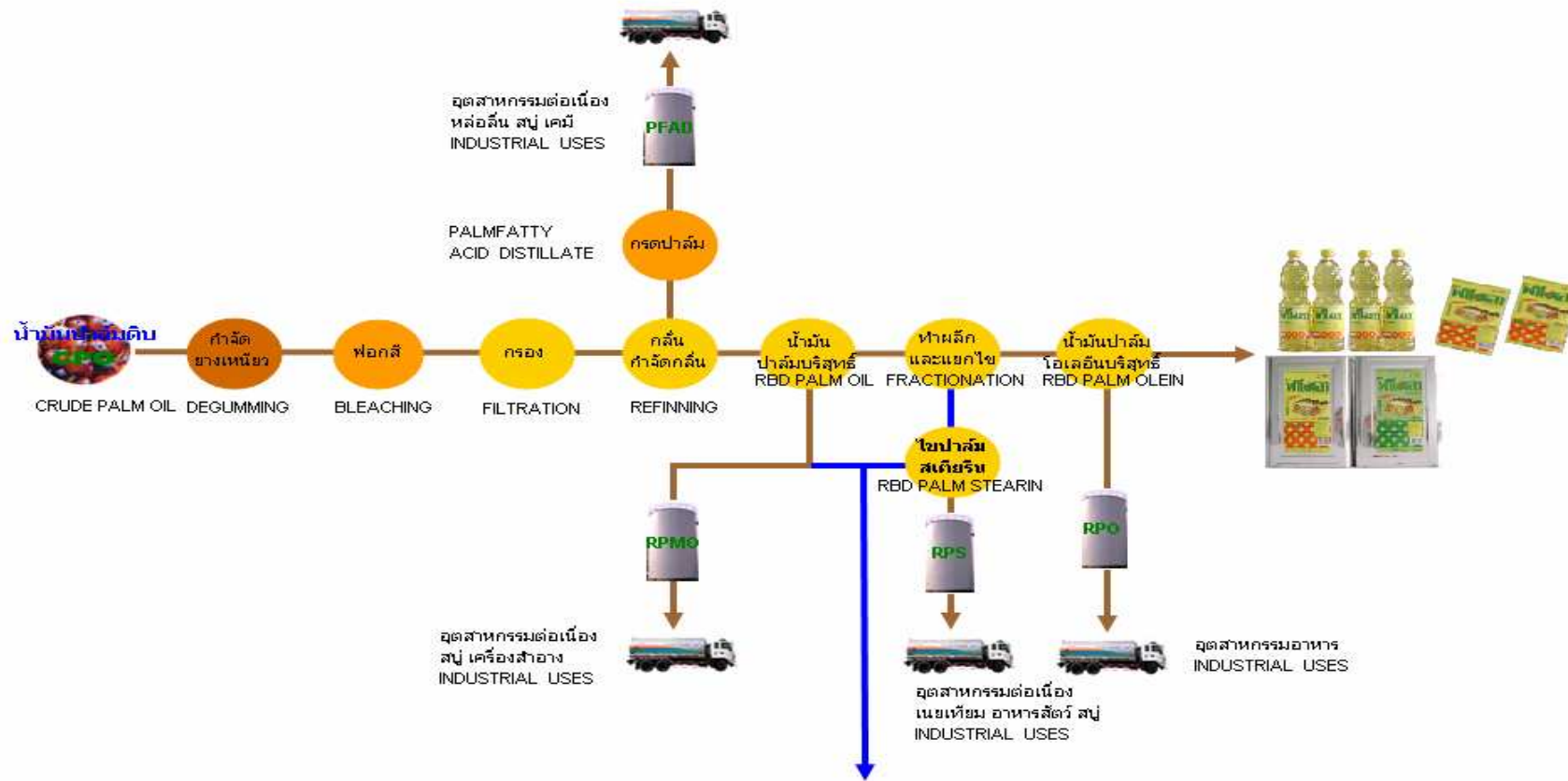
# AI Energy Company Limited



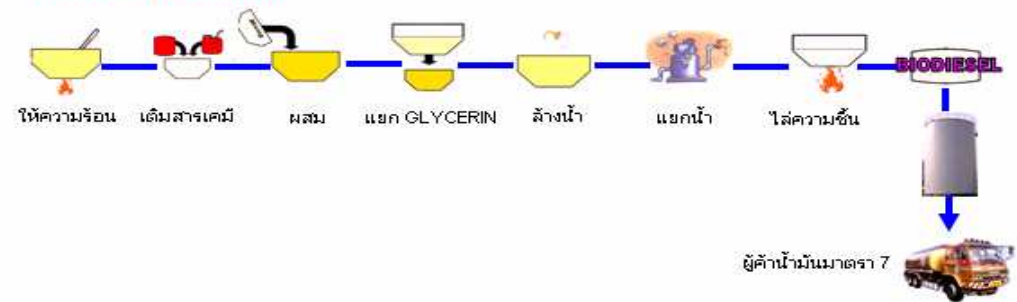
- **Vegetable Oil**
- **Bio Diesel (B100)**



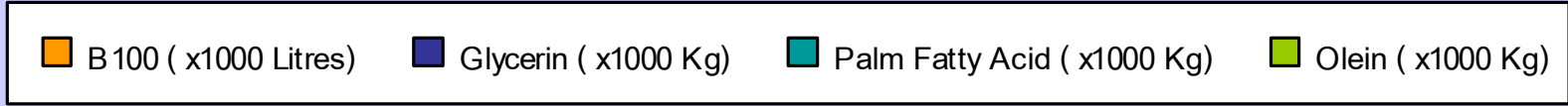
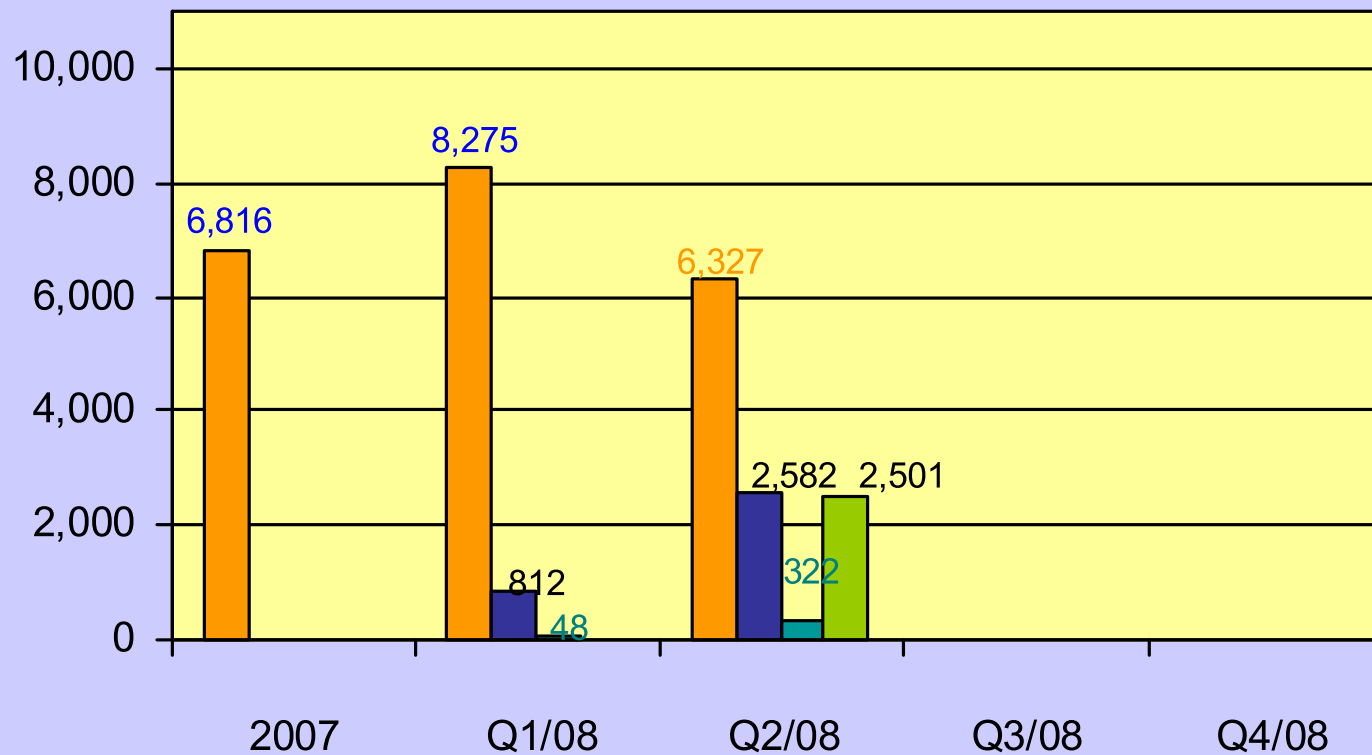
# Bio Diesel and Refined Palm Oil Production Process



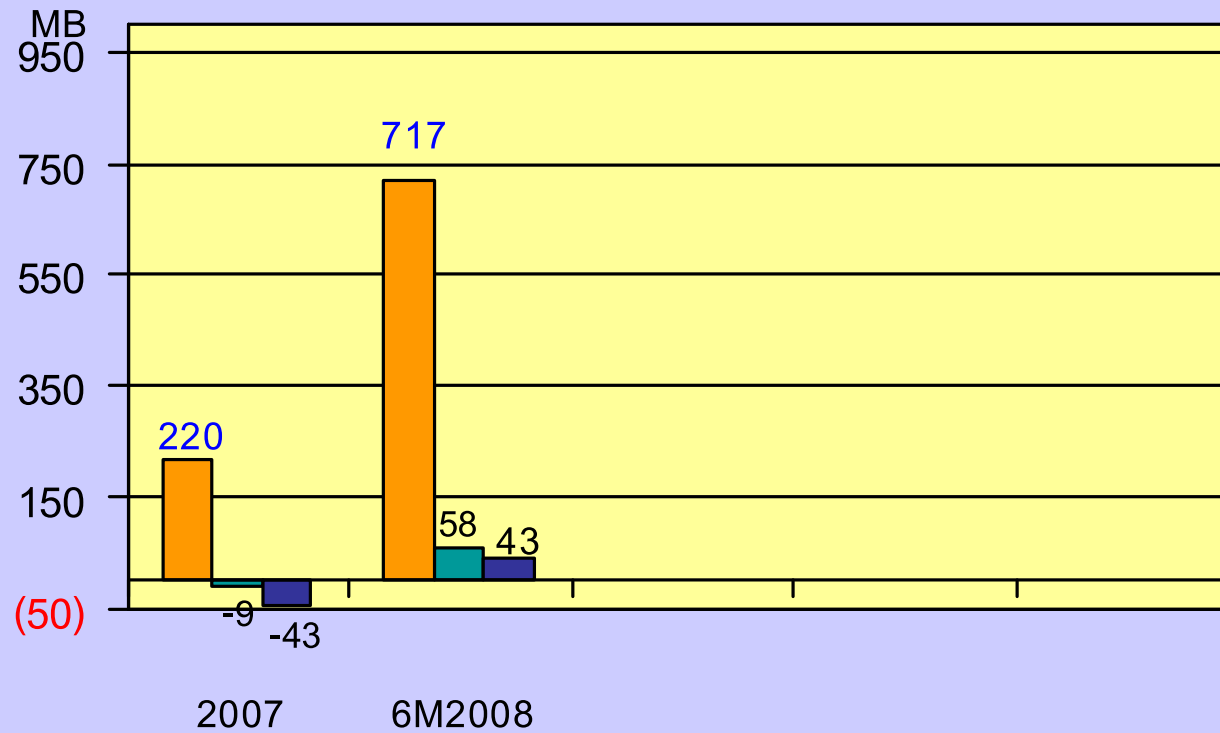
## BIODIESEL PROCESS



# Bio Diesel: Sales Volume



# Bio Diesel and Vegetable Oil : Performance





### 2Q2008 Highlights

- ✦ The demand of Bio Diesel (B100) was decreased and continue decreasing, due to another alternative fuels and economic situation.
- ✦ High raw materials price such as Crude Palm Oil, and fluctuated.
- ✦ Challenge of high energy cost.
- ✦ Price formula for Bio diesel B100 =  $(0.97) \text{ CPO} + (0.15) \text{ MtOH} + 3.32$
- ✦ Vegetable oil product (Pamola brand) has been re-launching since May 2008 with the average 50,000 liters per day for industrial use.

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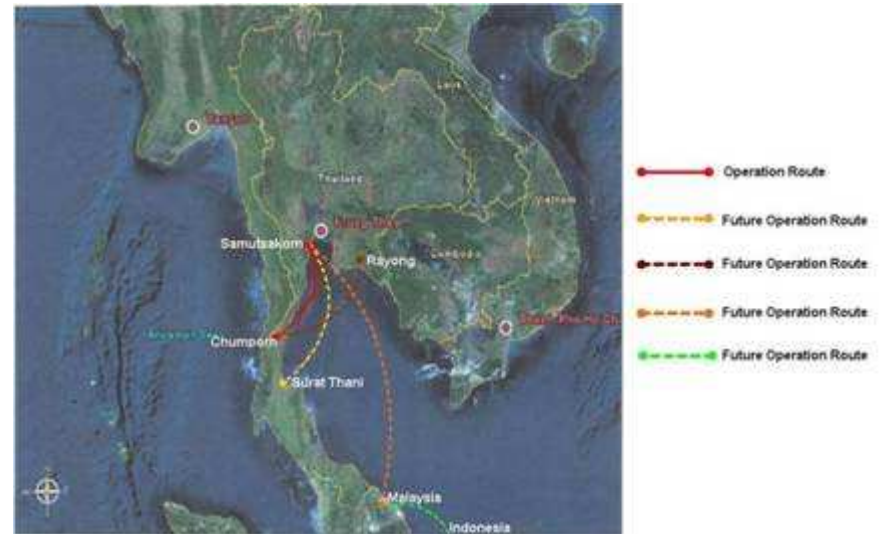


## Outlook

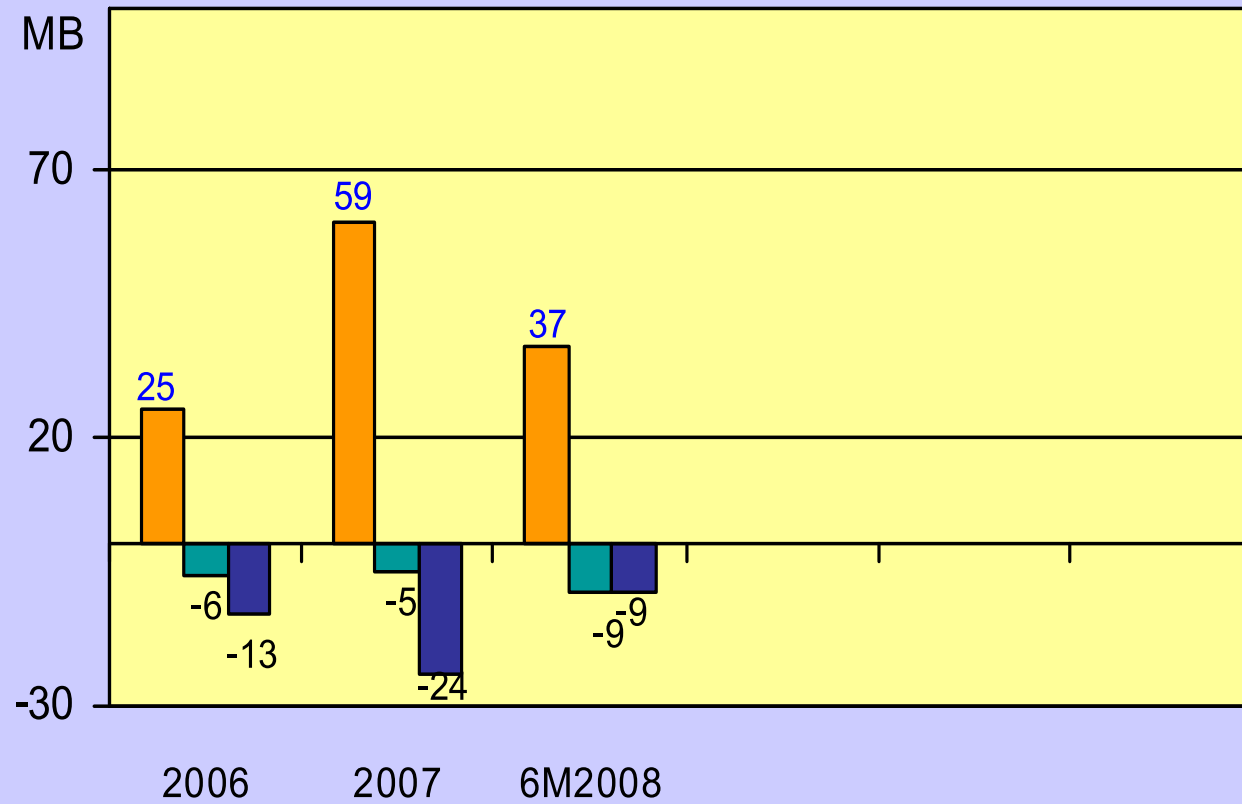
- ✦ The demand of Bio Diesel (B100) was decreased and continue decreasing, due to another alternative fuels, import low quality diesel by government and economic situation.
- ✦ Re-launch “Pamola brand” Vegetable oil in the canned and bottled to the market for both local and export market.
- ✦ Vegetable oil sell volume is expecting to increase to 250,000 liters per day by 4Q2008.



# AI Logistics Company Limited



# Logistics: Performance





### 2Q2008 Highlights

- ✦ The utilize capacity about 65% for time charter and freight charge.
- ✦ Average freight charge is USD 30 per tonnage of cargo.
- ✦ Strong Thai Baht and high fuel oil price are having the impact to revenue and operation cost.

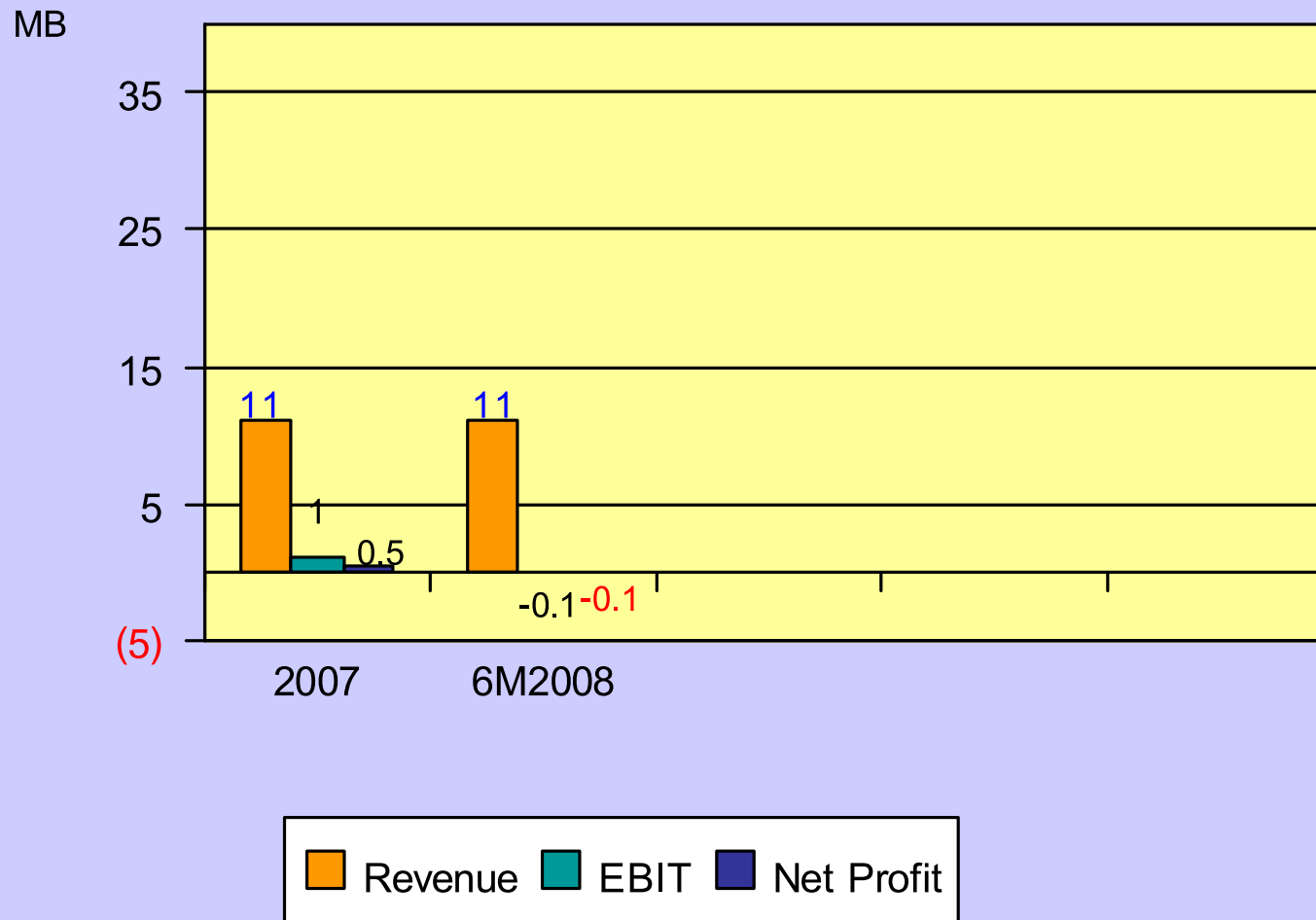
### Outlook

- ✦ Continued strengthening of regional currencies, against the US\$
- ✦ High energy cost, impact to revenue and operation cost.
- ✦ Lower utilization, due to the demand of ship tankers decreased.

# AI Ports and Terminals Company Limited



# Ports and Terminals: Performance





### 2Q2008 Highlights

- ✦ Ports services and sell the ice block to fishing industry at Samut Sakorn province.
- ✦ Construction begin for tanks farm and port at Samut Sakorn province with 10 million liters capacity of Crude Palm Oil, and expecting to provide the services partially for internal and external customers in Dec 08.
- ✦ The permission license has been granted for jetty and tank farms construction at Chumporn province.
- ✦ Construction begin for tanks farm and port at Chumporn province with 20 million liters capacity of Crude Palm Oil, and expecting to provide the services partially for internal and external customers in Dec 08.

# CAPEX for AI Group Year 2008



Business	Total Project Cost	Stake	Details	Start
Insulators	30 MB	100%	Increase capacity 3,000 tons	Completed
Ports & Term.	370.5 MB	86.54%	Ports & Terminals 38 million liters	Mar 08-Dec 08
AI Group	14.5 MB	100%	SAP - ERP Software & Hardware	Completed
Total	415 MB			



# **Questions and Answers**

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