



Opportunity Day

March 11, 2009



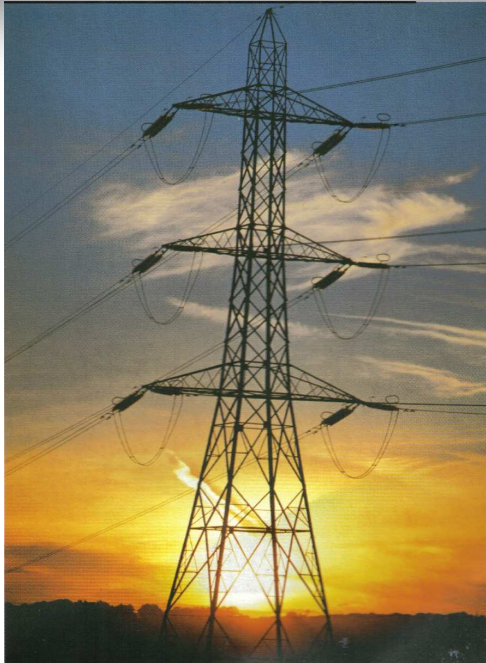
## Asian Insulators Public Company Limited

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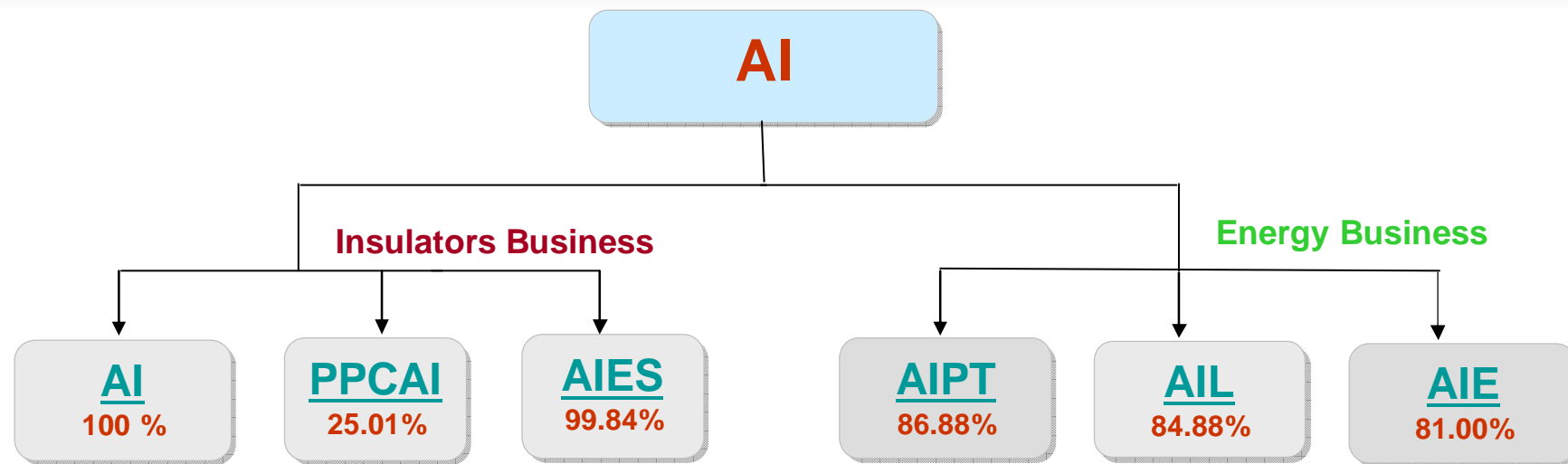


- ✦ Business Overview
- ✦ Consolidated Financials
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  - ✦ Logistics
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**More than half of Porcelain Insulators uses in power transmission and distribution grids are our products. A progressive porcelain 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

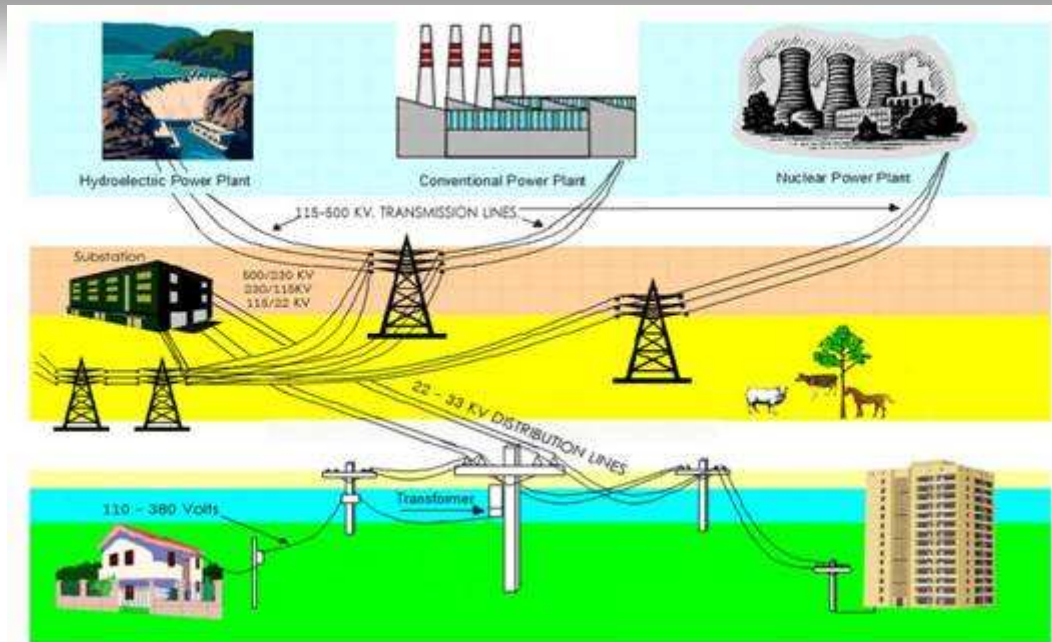


## Highlights

- ✦ 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.

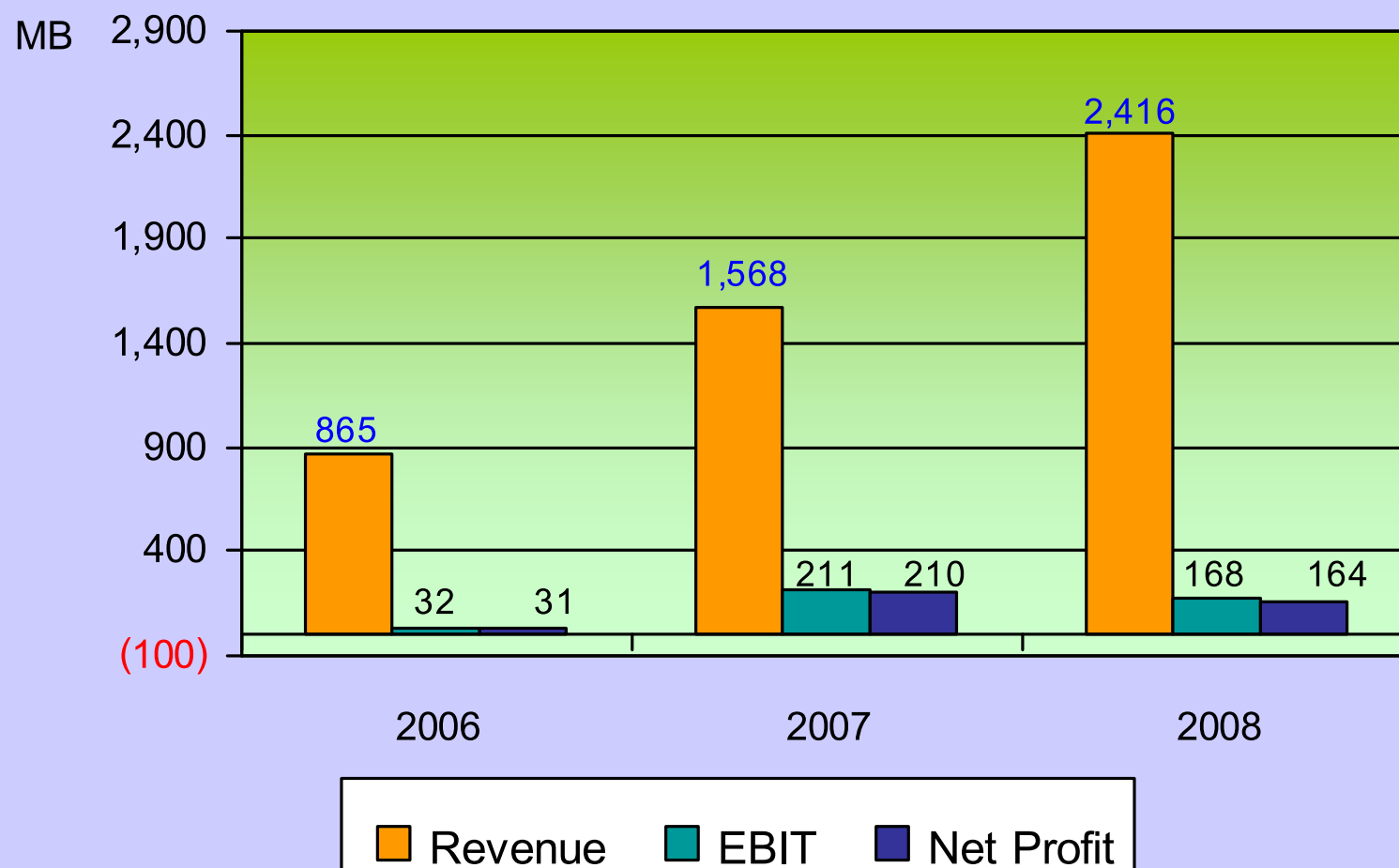


# Power Transmission and Distribution System

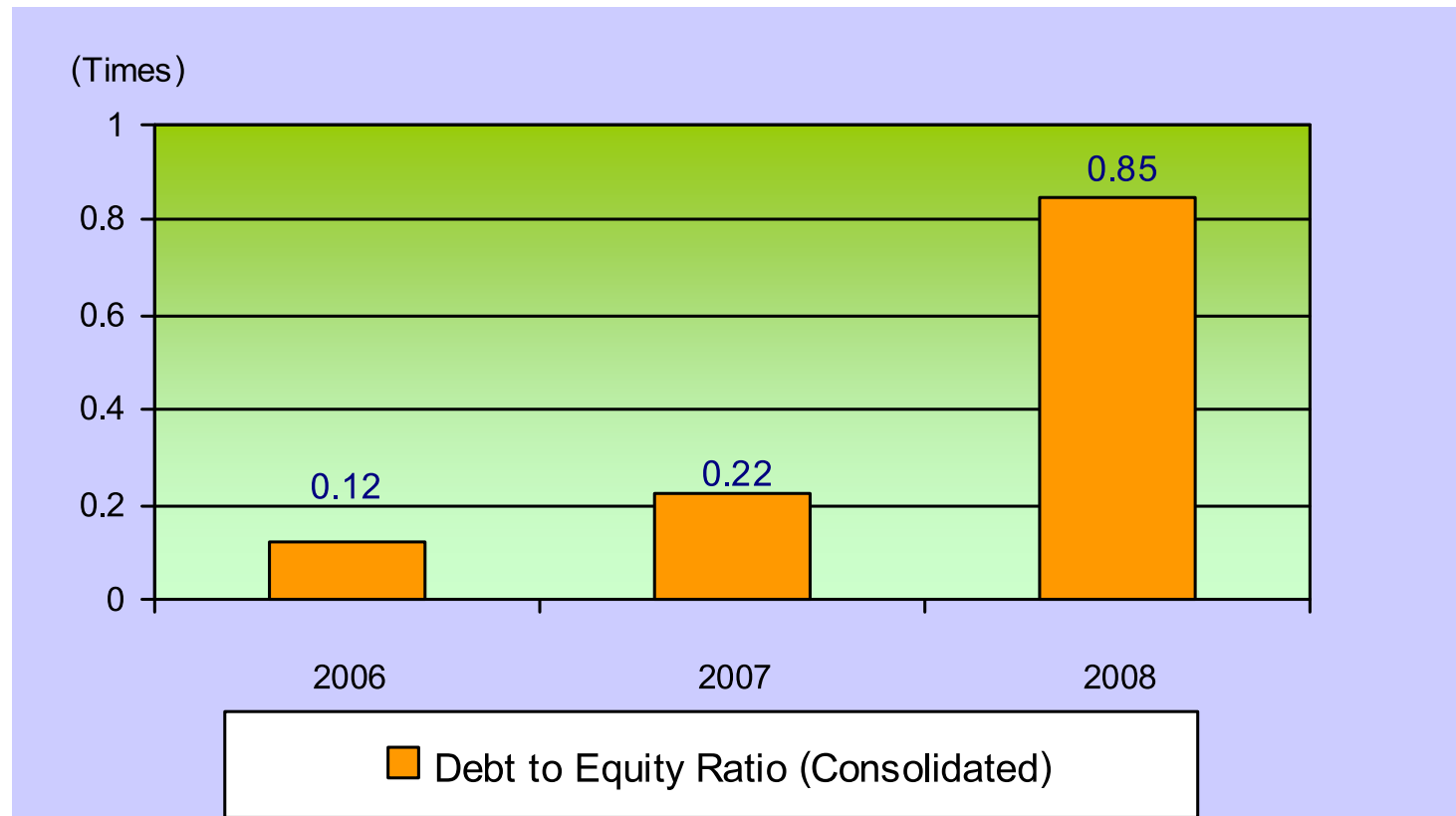


Electrical insulators is one of the essential equipment for the electricity's transmission and distribution systems. It can prevent the electricity leaks from the conductor to the ground which would cause the short circuit and cause the unplanned electricity outage. Another main duty of insulators is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

## Performance of AI (Consolidated)

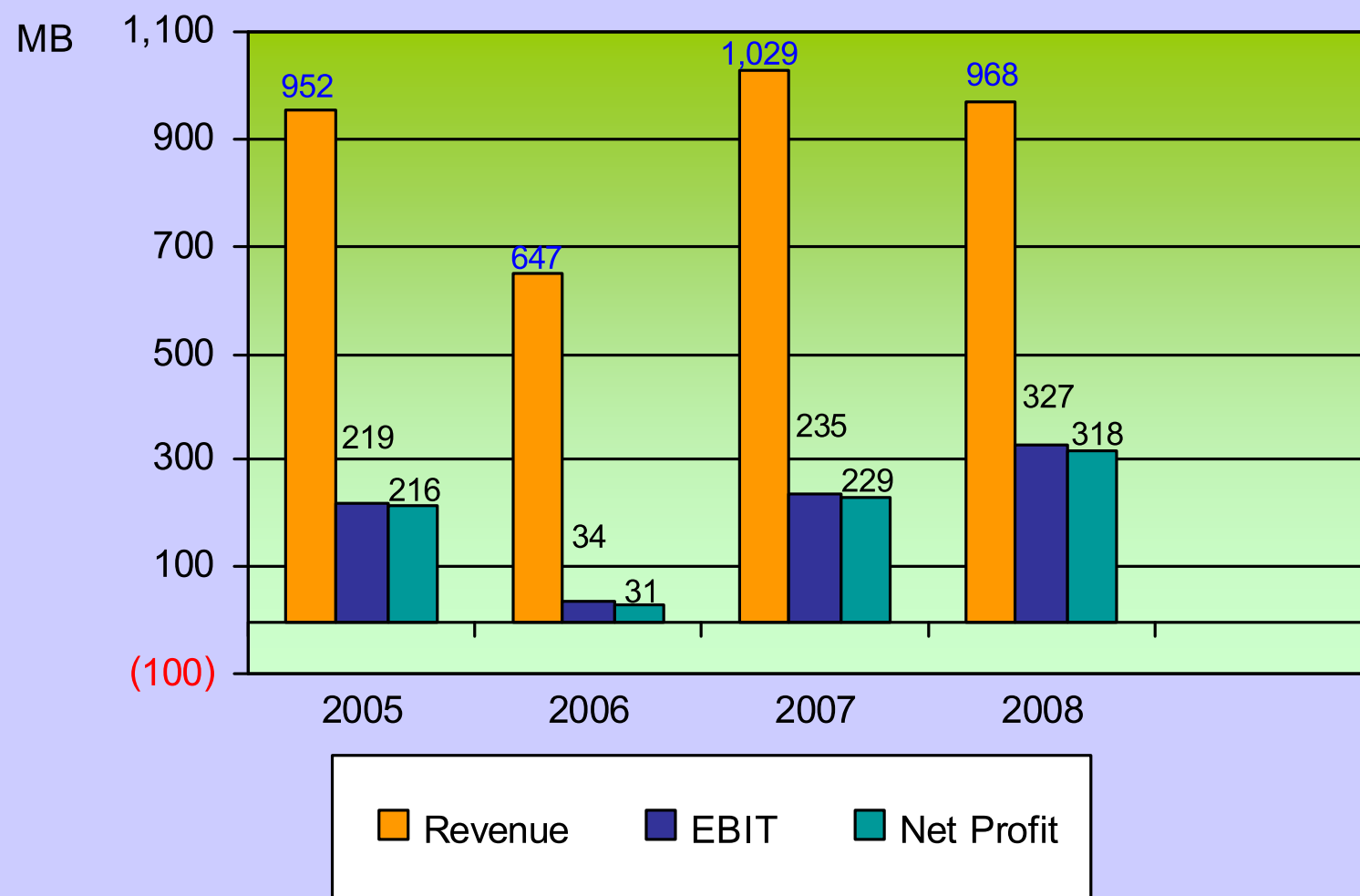


## Consolidated: Debt to Equity

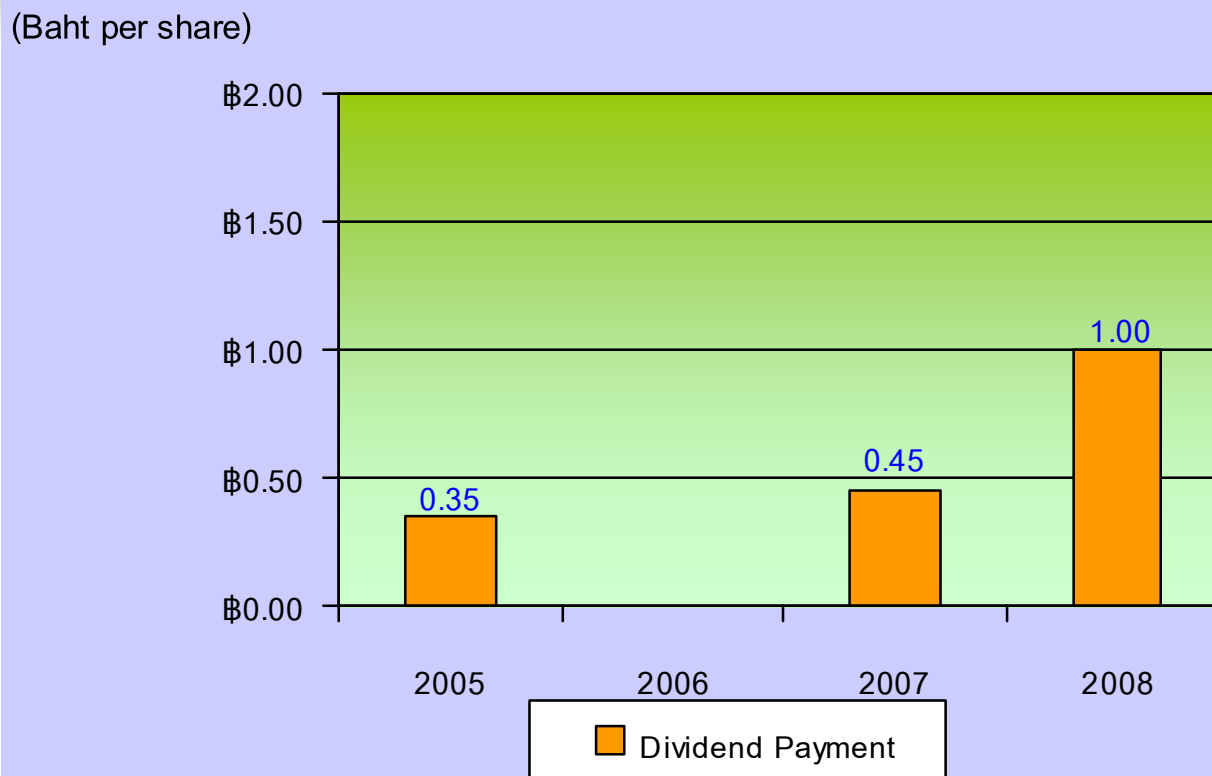




## Insulators: Performance



# Dividend Payout Summary



<b>Payout Ratio</b>	<b>81%</b>	<b>0%</b>	<b>98.25 %</b>	<b>157.23%</b>
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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.



### 2008 Highlights

- ✦ High profit margin products.
- ✦ Cost saving in production.
- ✦ Retained earning, payout dividend as per regulations and conditions of Board of Investment promotion.

### Outlook

- ✦ Recession, but government spending is enforce.
- ✦ Lower demand of Insulators for utilities and private sectors.



# 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; ✦ Corporate income tax exemption for 8 years and 50% reduction for the next 5 years. ✦ Dividend gained from the business is exempted from the corporate income tax calculation within the 8-years tax exemption period.





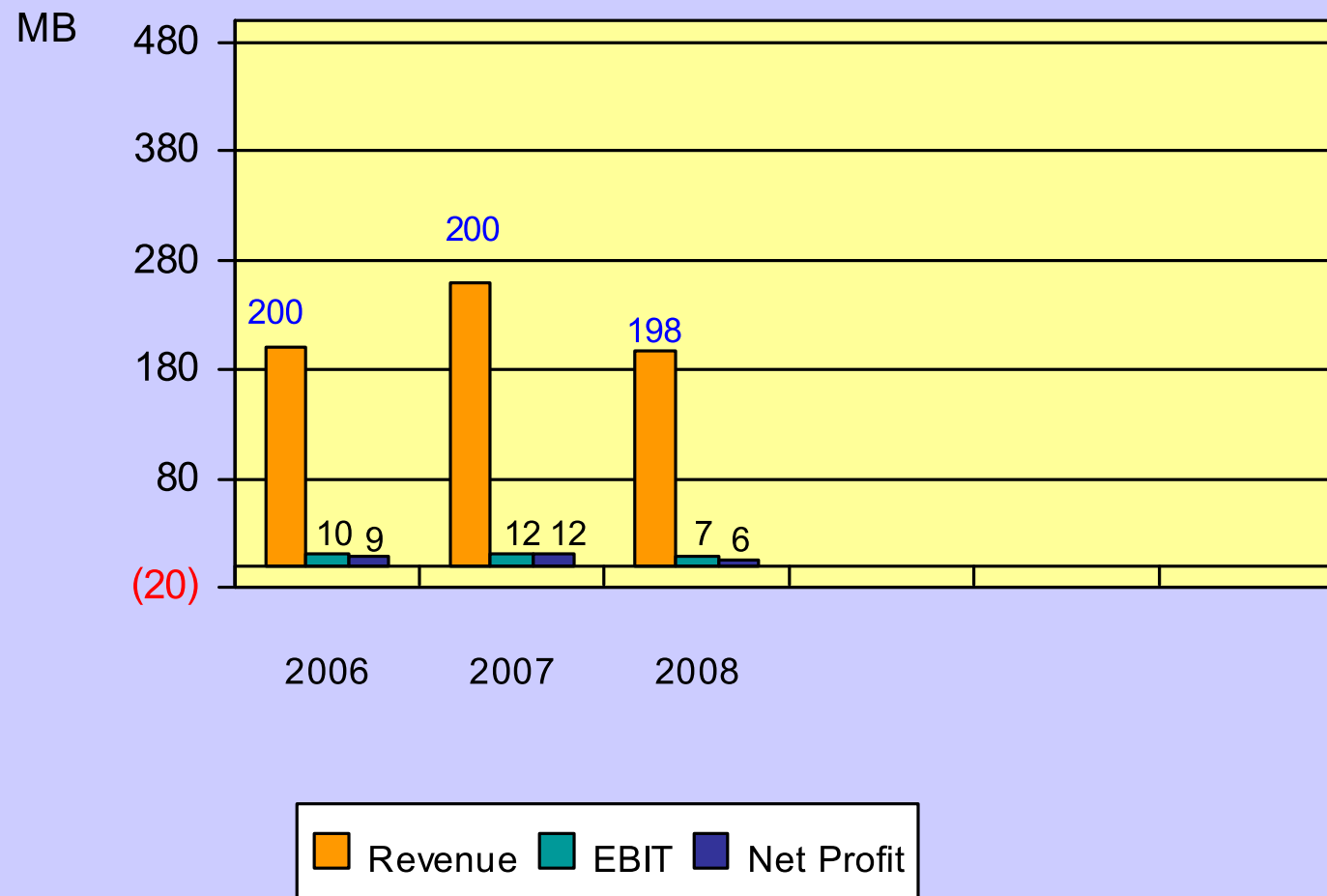
## Products.







# Engineering: Performance





### 2008 Highlights

- ✦ Construction cost have been managed for fixed price thought out the projects.
- ✦ On time delivery of the projects.

### Outlook

- ✦ New contracts had been awarded for 650 million Baht.
- ✦ In the process of bidding for high voltage substations worth more than 1,500 million Baht.



# AI Energy Company Limited

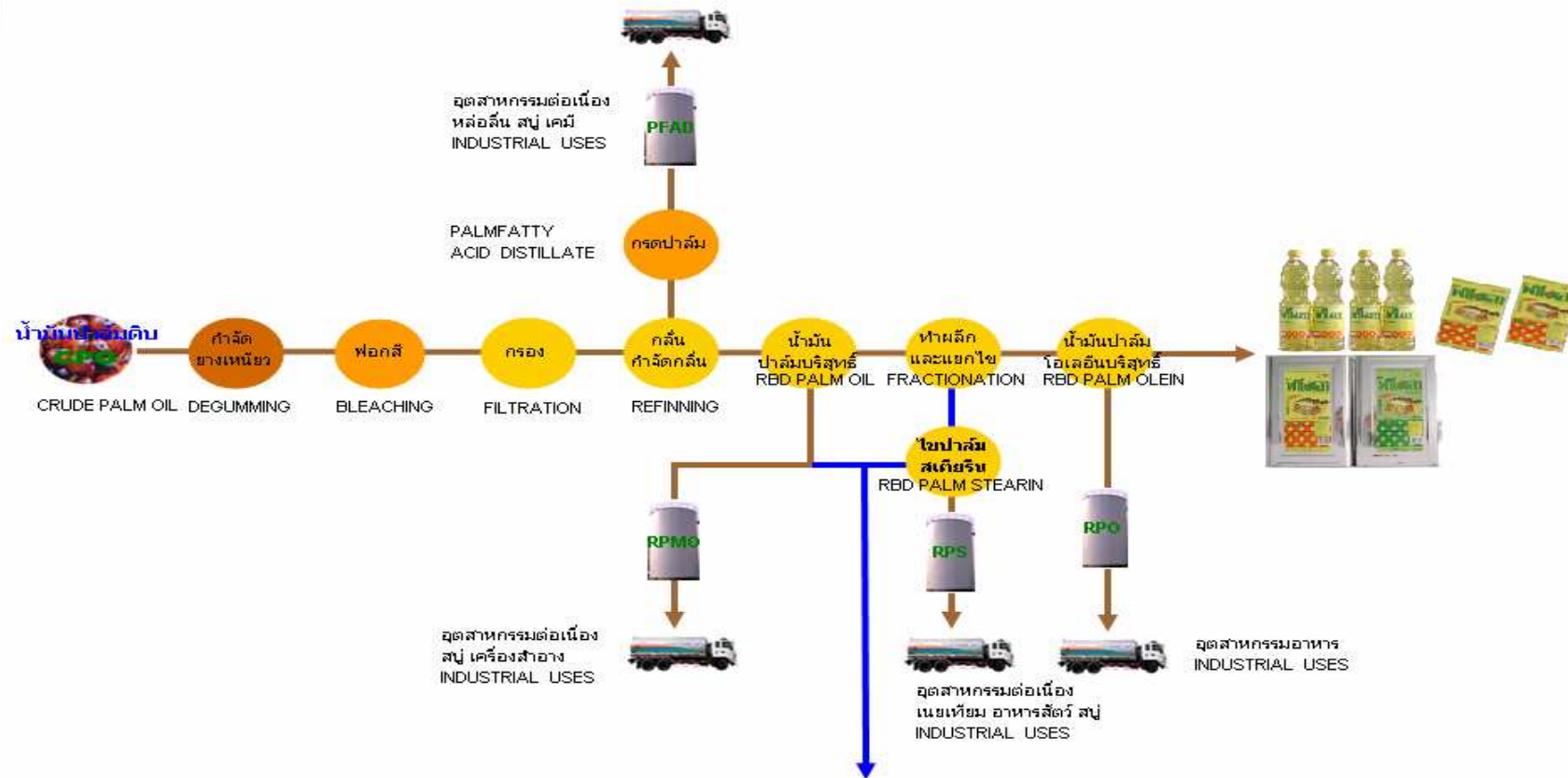


- Vegetable Oil
- Bio Diesel (B100)

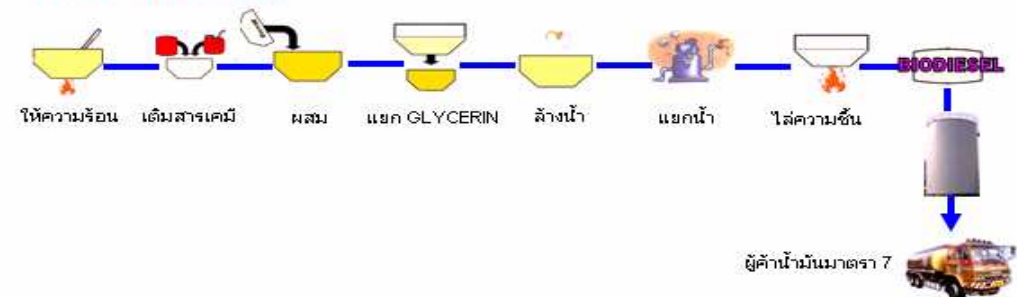




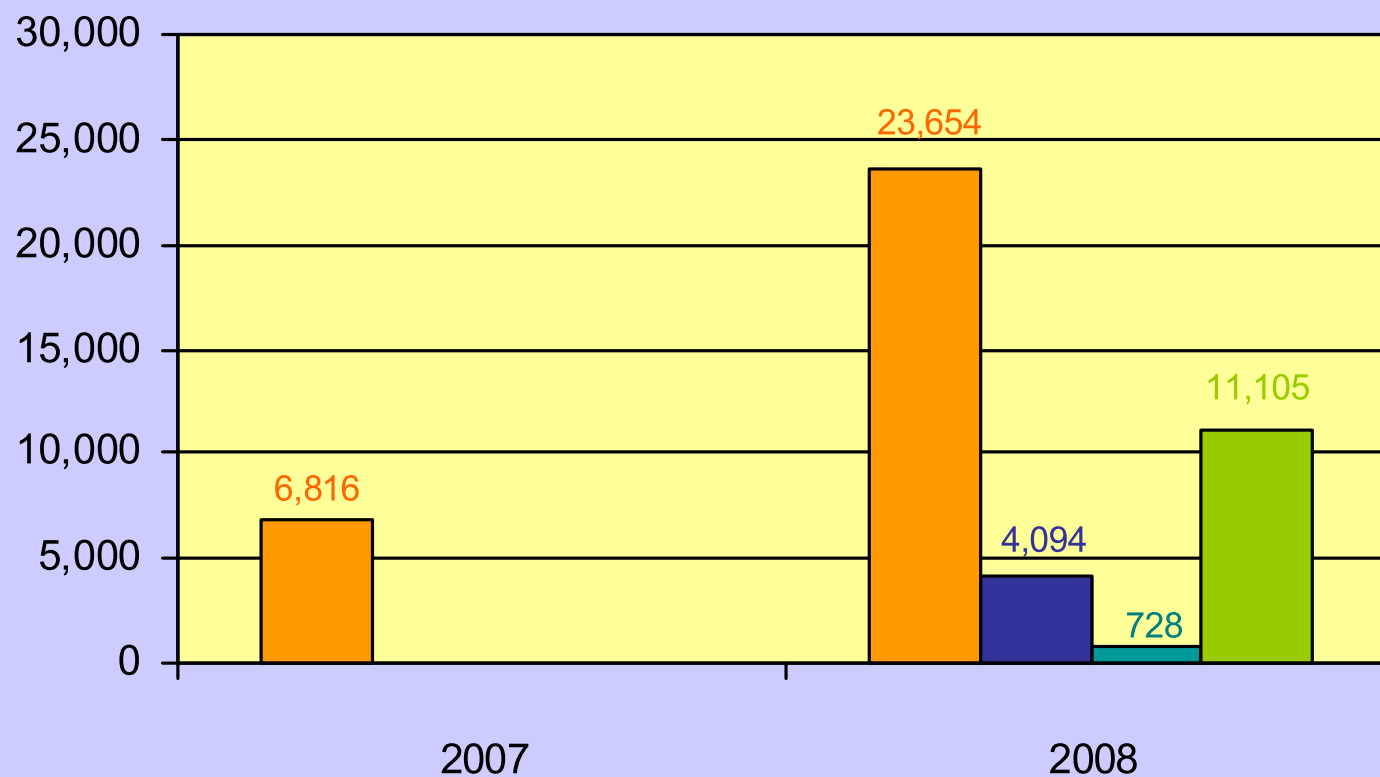
# Bio Diesel and Refined Palm Oil Production Process



## BIODIESEL PROCESS

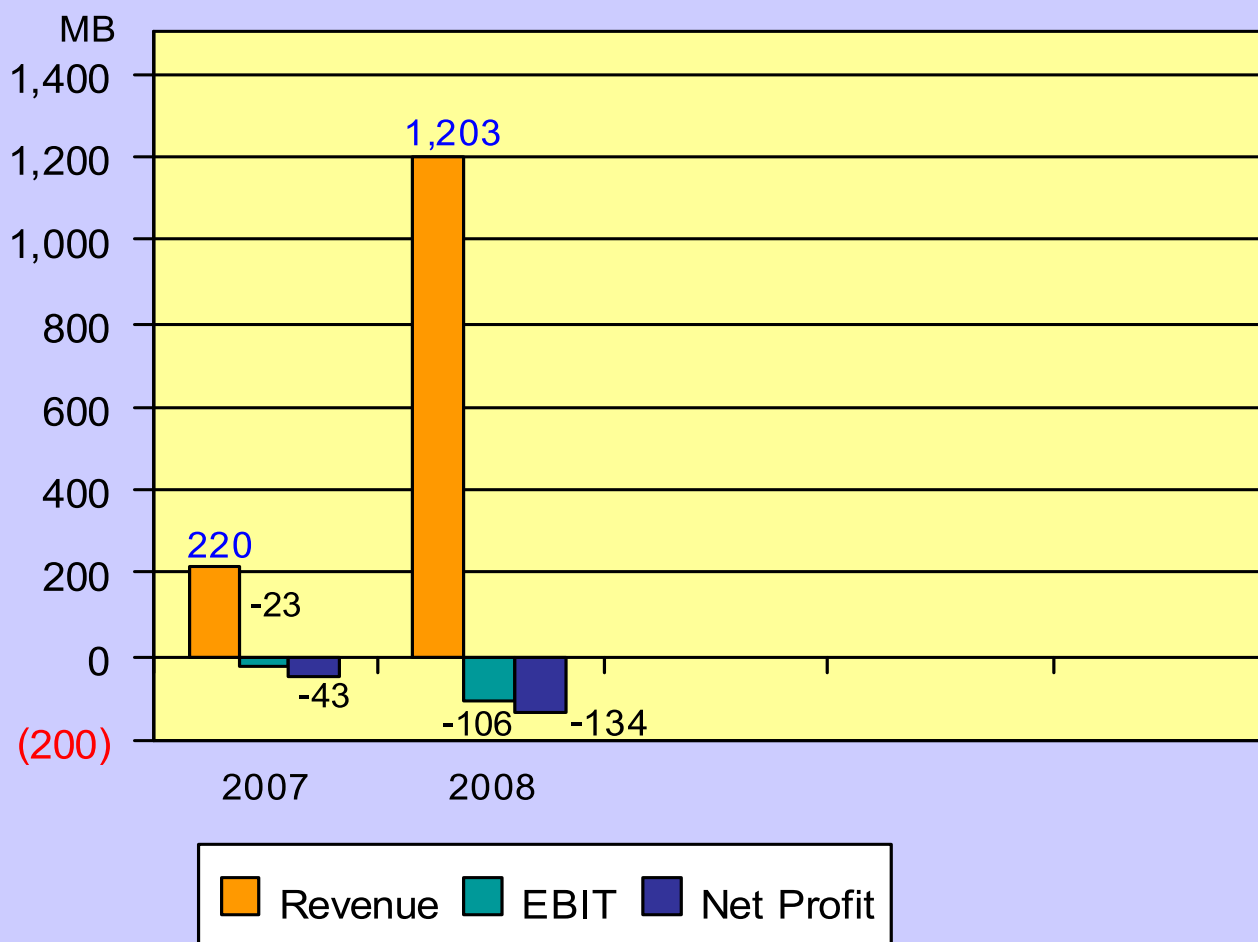


## Sales Volume



■ B 100 ( x1000 Litres)   ■ Glycerin ( x1000 Kg)   ■ Palm Fatty Acid ( x1000 Kg)   ■ Olein ( x1000 Kg)

## Bio Diesel and Vegetable Oil : Performance





### 2008 Highlights

- ✦ The demand of Bio Diesel (B100) was decreased and continue decreasing, due to another alternative fuels and economic situation.
- ✦ Crude Palm Oil price is fluctuating and world price was plunged, with inventories loss.
- ✦ Price formula for Bio diesel B100 =  $(0.97) \text{ CPO} + (0.15) \text{ MtOH} + 3.32$
- ✦ low volume output of vegetable oil product (Pamola brand) for consumers and industrial use.

▪



### Outlook

- ✦ The demand of Bio Diesel (B100) was decreased and continue decreasing, due to another alternative fuels and recession.
- ✦ Demand of “Pamola brand” Vegetable oil in the canned, bagged and bottled for both local and export markets.

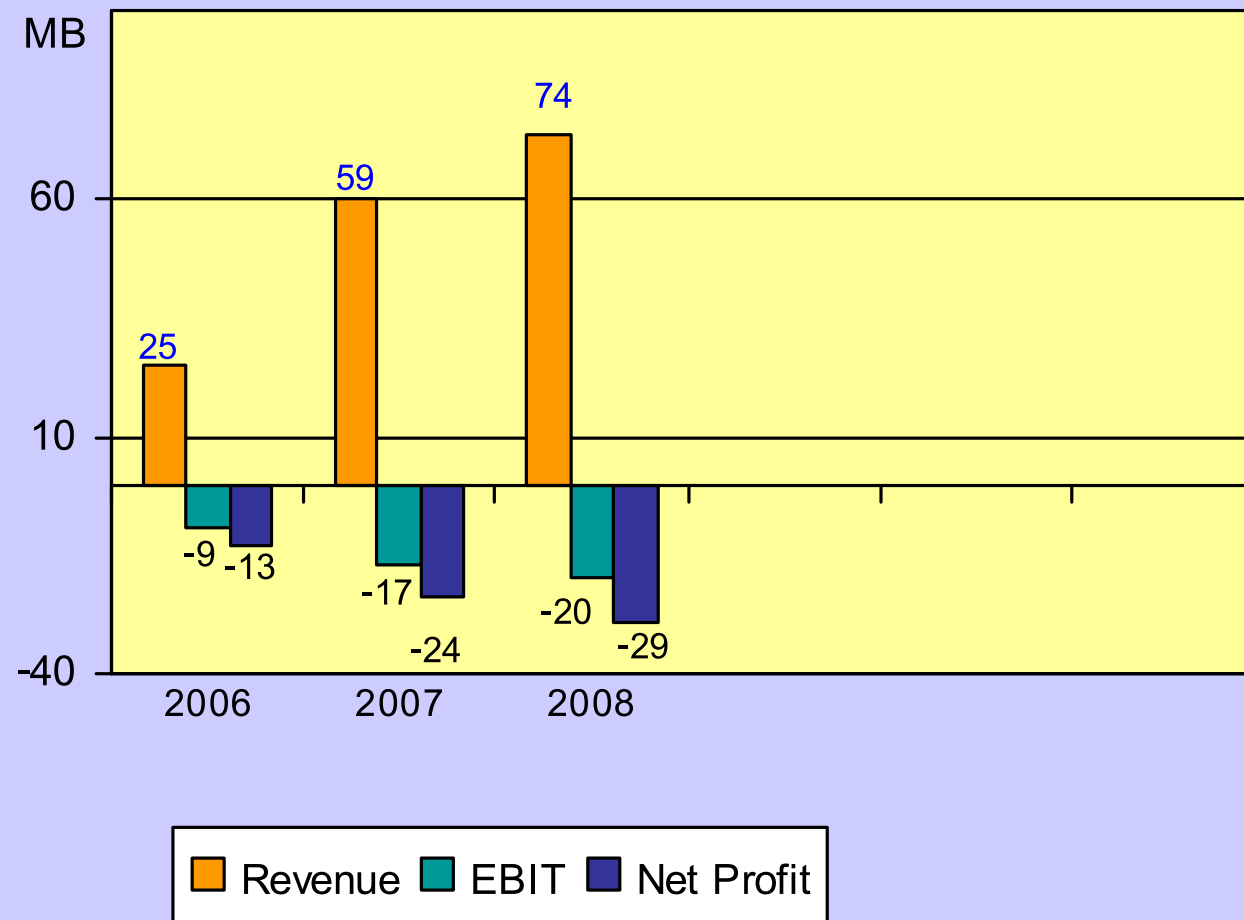




# AI Logistics Company Limited



## Logistics: Performance





### 2008 Highlights

- ✦ The utilize capacity about 50% for time charter and freight charge.
- ✦ Low demand of ship tanker due to the recession.

### Outlook

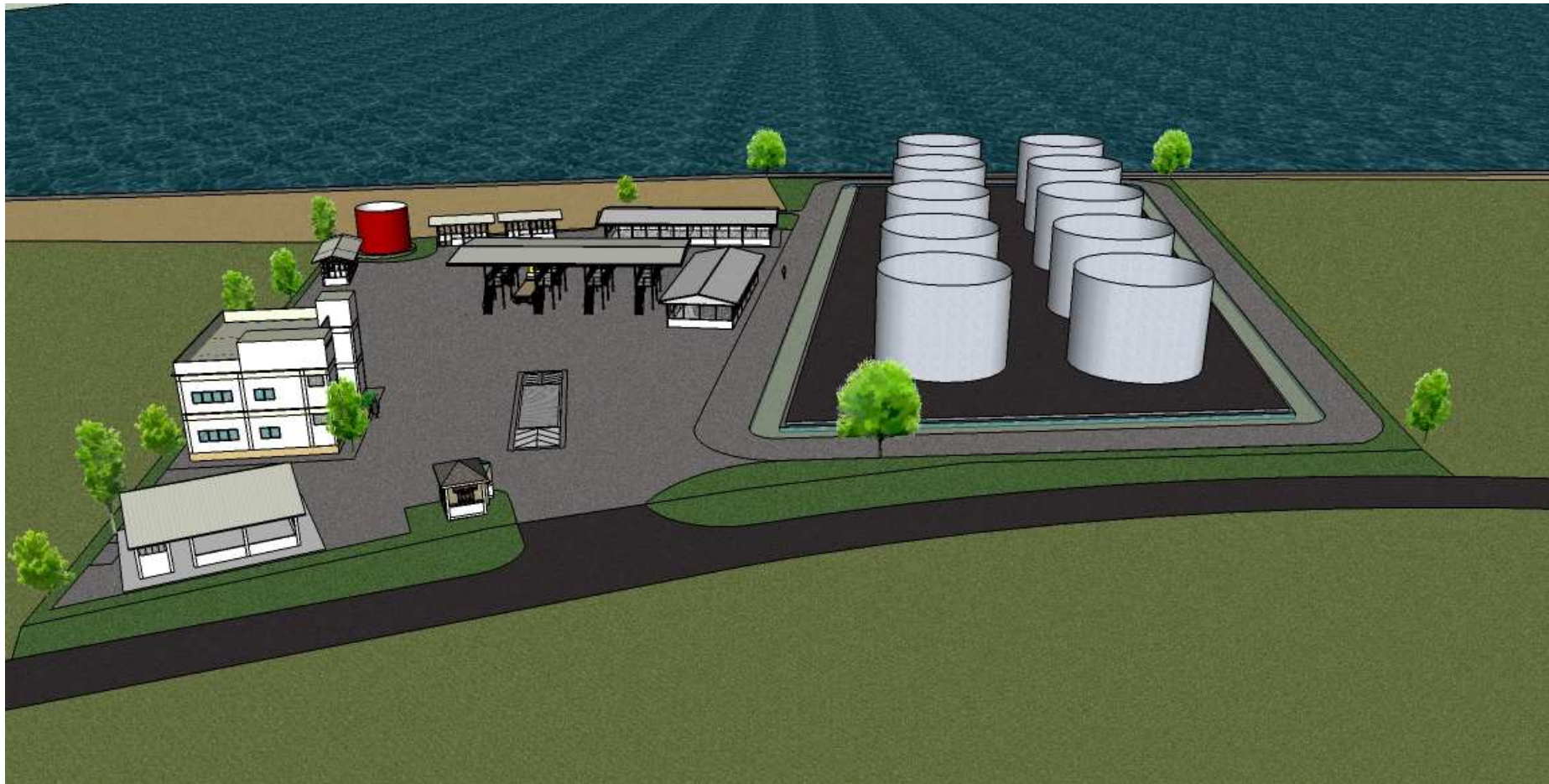
- ✦ Lower utilization, due to the demand of ship tankers decreased and recession.
- ✦ More internal services.

# AI Ports and Terminals Company Limited



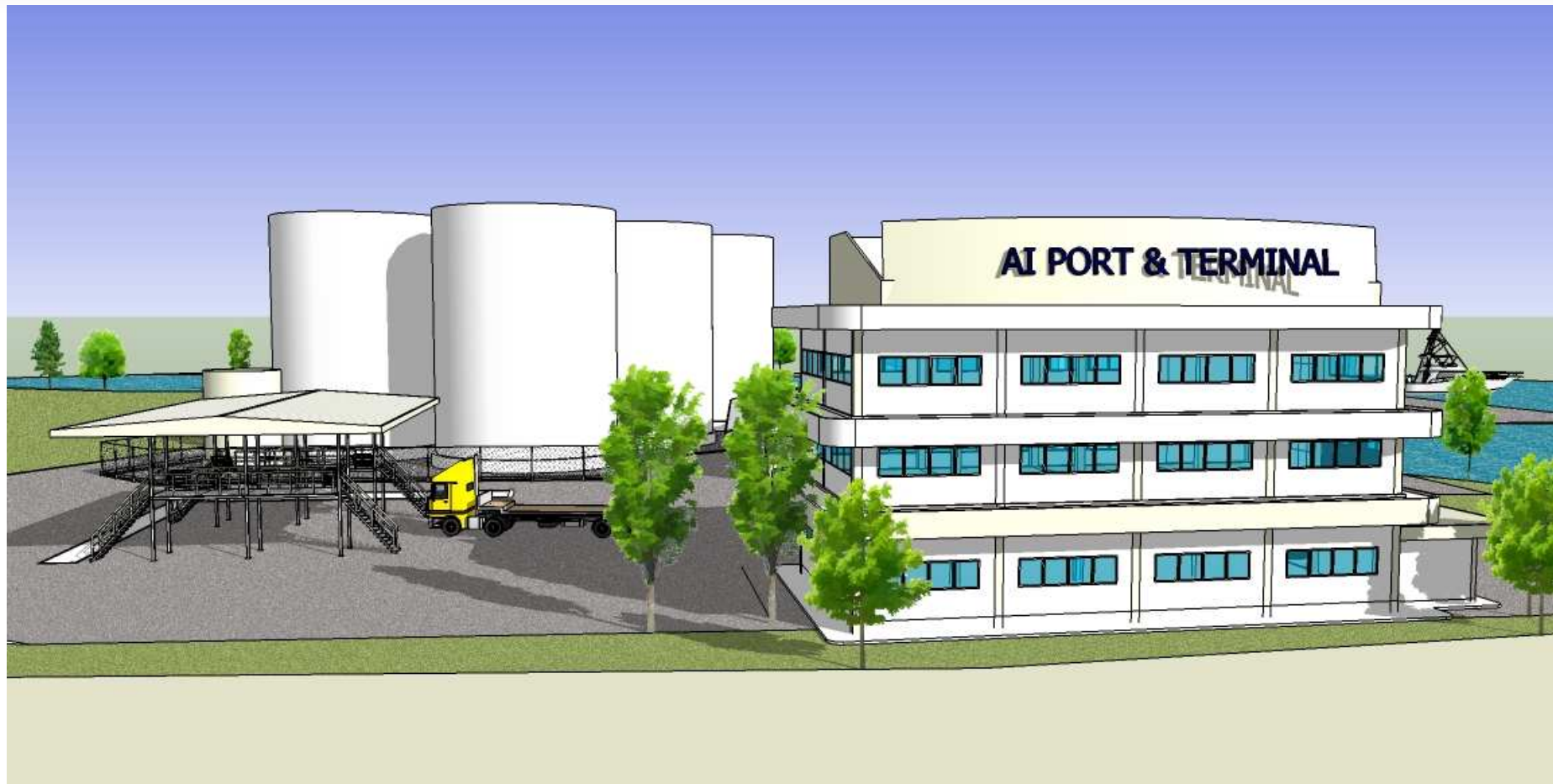


# AI Ports and Terminals, Chumporn Province

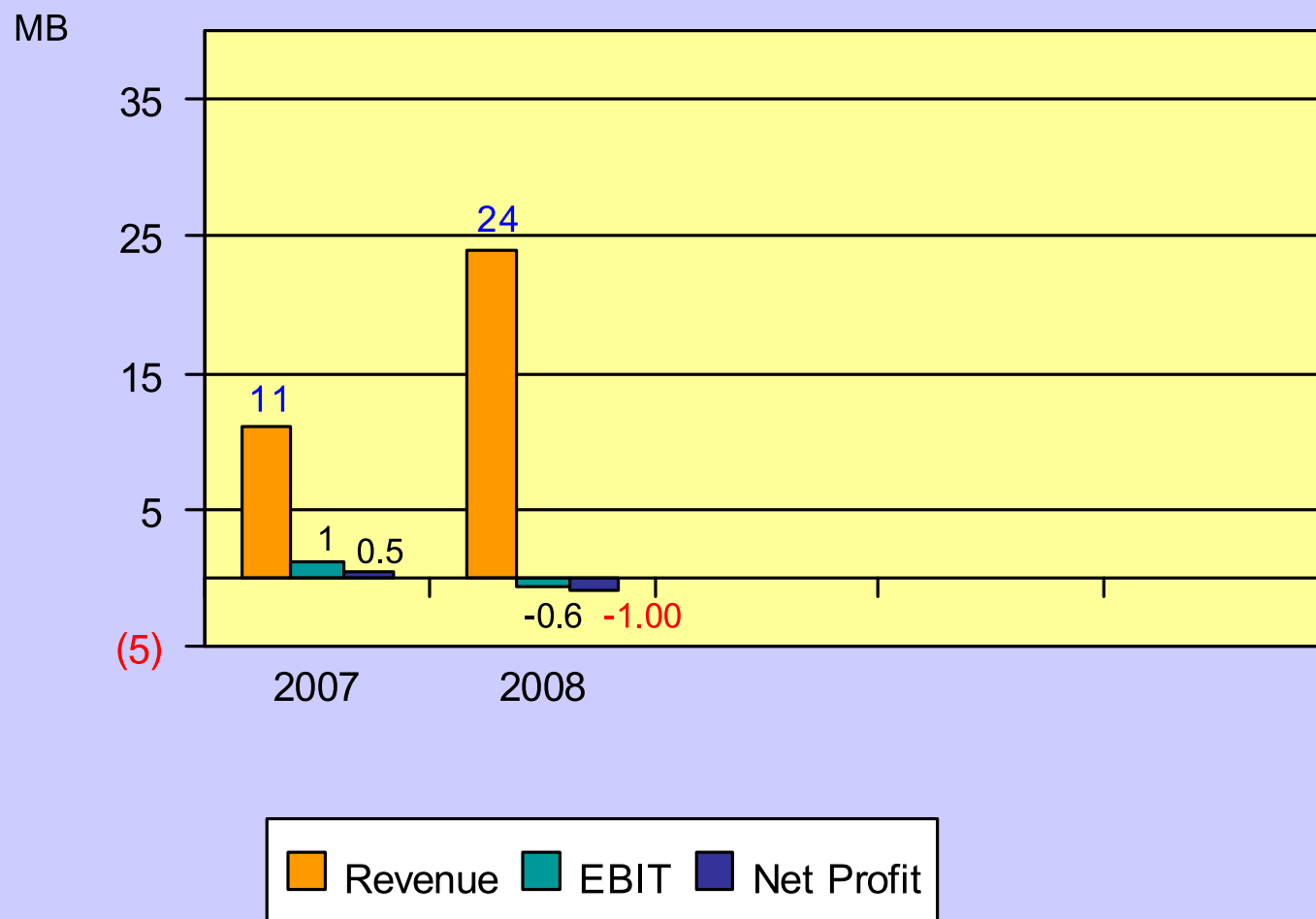




# AI Ports and Terminals, Samuthsakorn Province



## Ports and Terminals: Performance





### 2008 Highlights

- ✦ Ports services and sell the ice cube to fishing industry at Samut Sakorn province.
- ✦ Construction for tanks farm and port at Chumporn and Samut Sakorn province for 20 and 10 million liters capacity of Crude Palm Oil, and expecting to provide the services for internal and external customers in mid 2009.

### Outlook

- ✦ External and internal services for depot of crude palm oil and diesel oil in mid 2009 for both Chumporn and Samut Sakon depots.



# **Questions and Answers**

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