



Opportunity Day

May 18, 2009



## **Asian Insulators Public Company Limited**

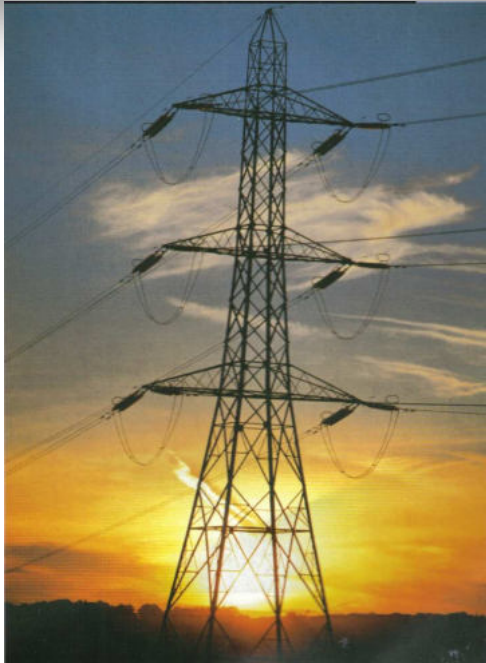
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# Agenda

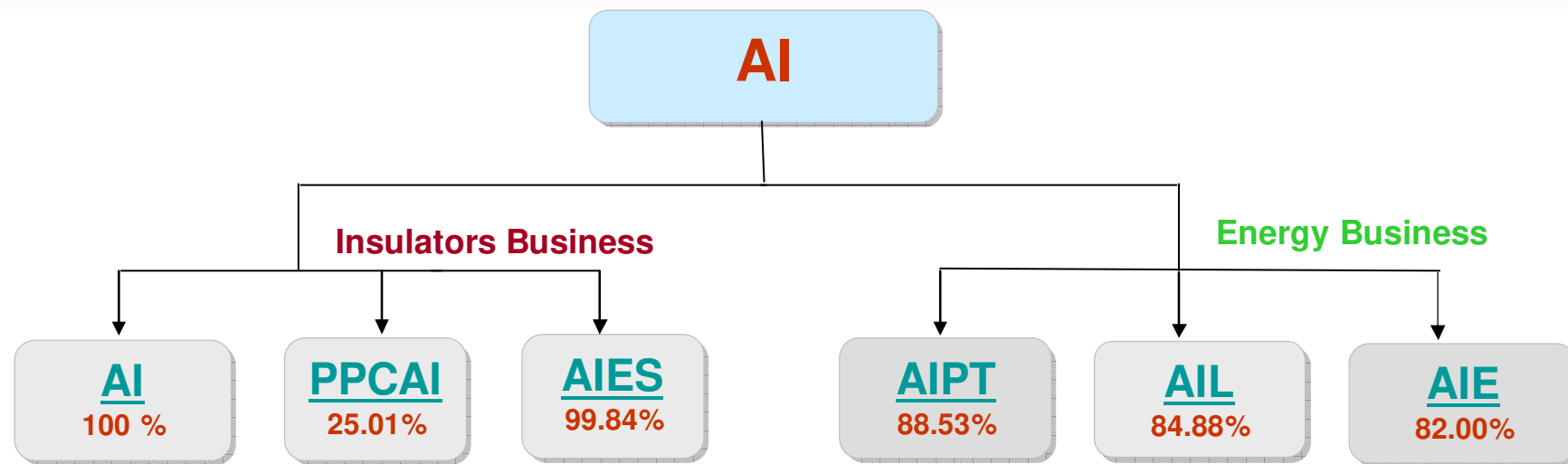


- ✦ Business Overview
- ✦ Consolidated Financials
- ✦ Business unit
  - ✦ Insulators
  - ✦ Engineering
  - ✦ Logistics
  - ✦ Vegetable Oil and Alternative Energy
  - ✦ Ports and Terminals
- ✦ Questions and Answers



**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 350,000 liters / day

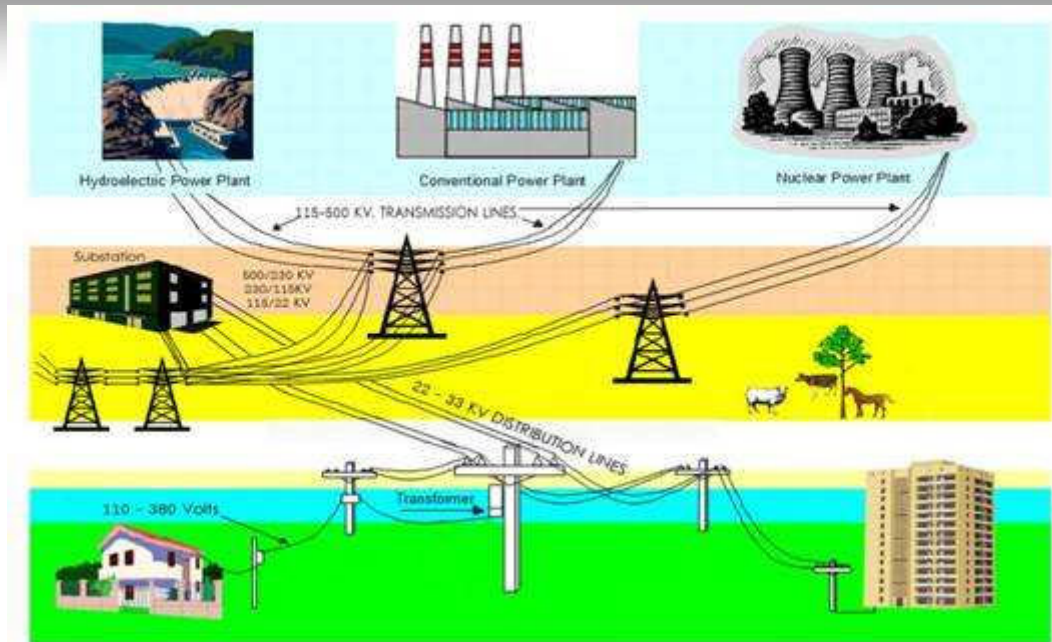


### Highlights

- ✦ 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 Biodiesel refinery with continuous process and vegetable oil refinery for industrials and consumers use, 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.

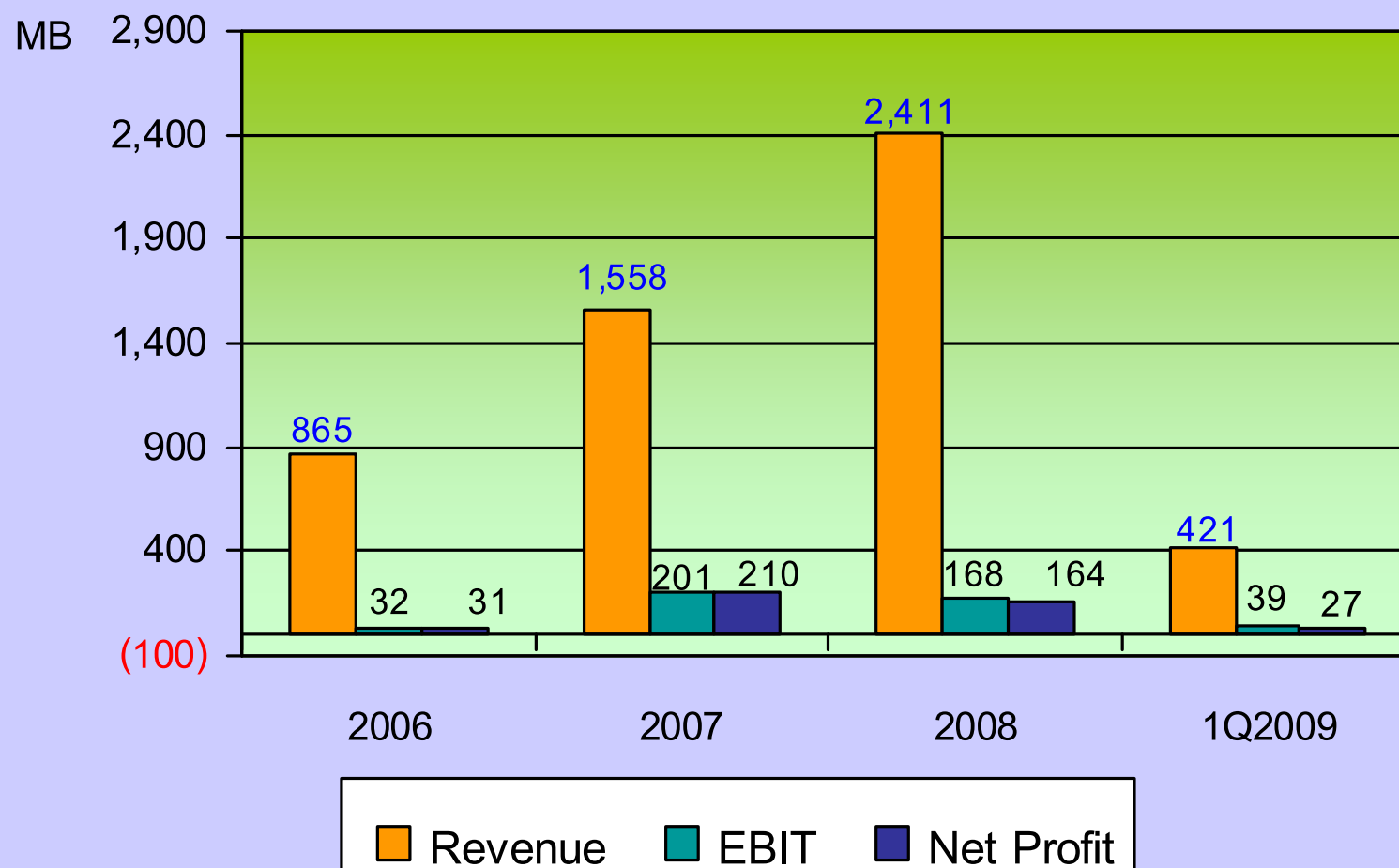


# Power Transmission and Distribution System

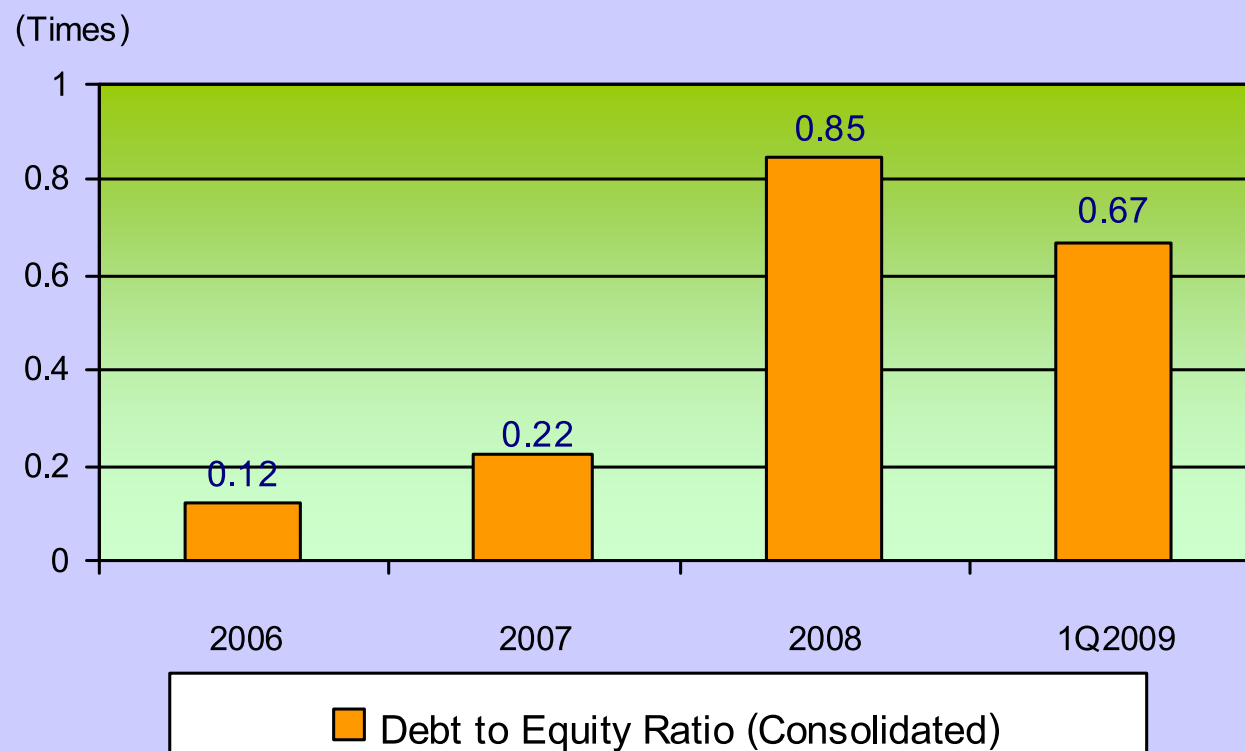


Electrical insulators is one of the essential equipment for the electricity's transmission and distribution systems. It can prevent the electricity leaks from the conductor to the ground which would cause the short circuit and cause the unplanned electricity outage. Another main duty of insulators is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

## Performance of AI (Consolidated)

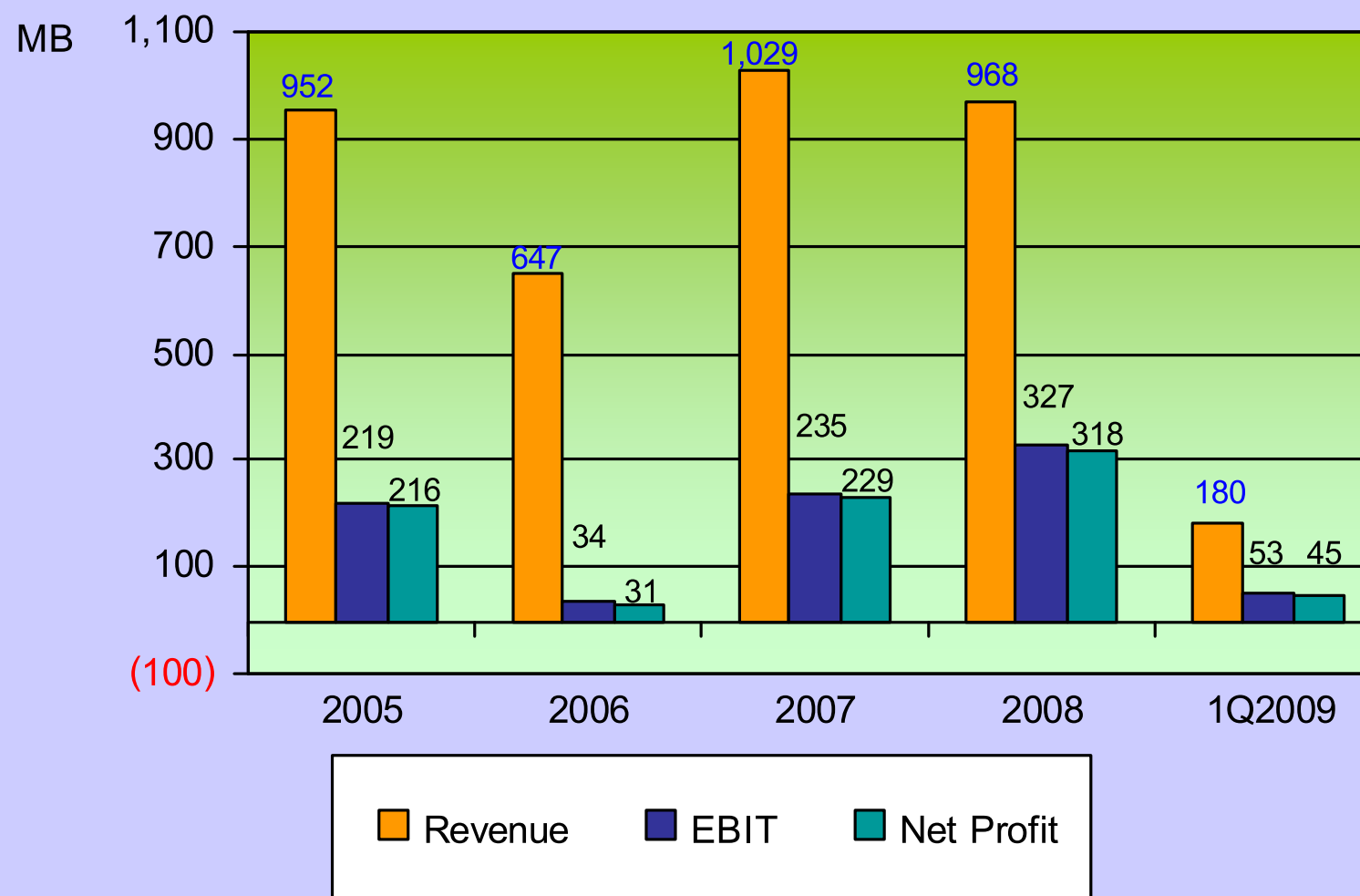


## Consolidated: Debt to Equity





## Insulators: Performance





### 1Q2009 Highlights

- ✚ Lower demand of Porcelain Insulators, some of power expansion projects has been delayed, and postponed for both utilities and private sector.

### Outlook

- ✚ Recession, but government spending is enforce.
- ✚ Lower demand of Insulators for utilities and private sectors through out this year.



# 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.



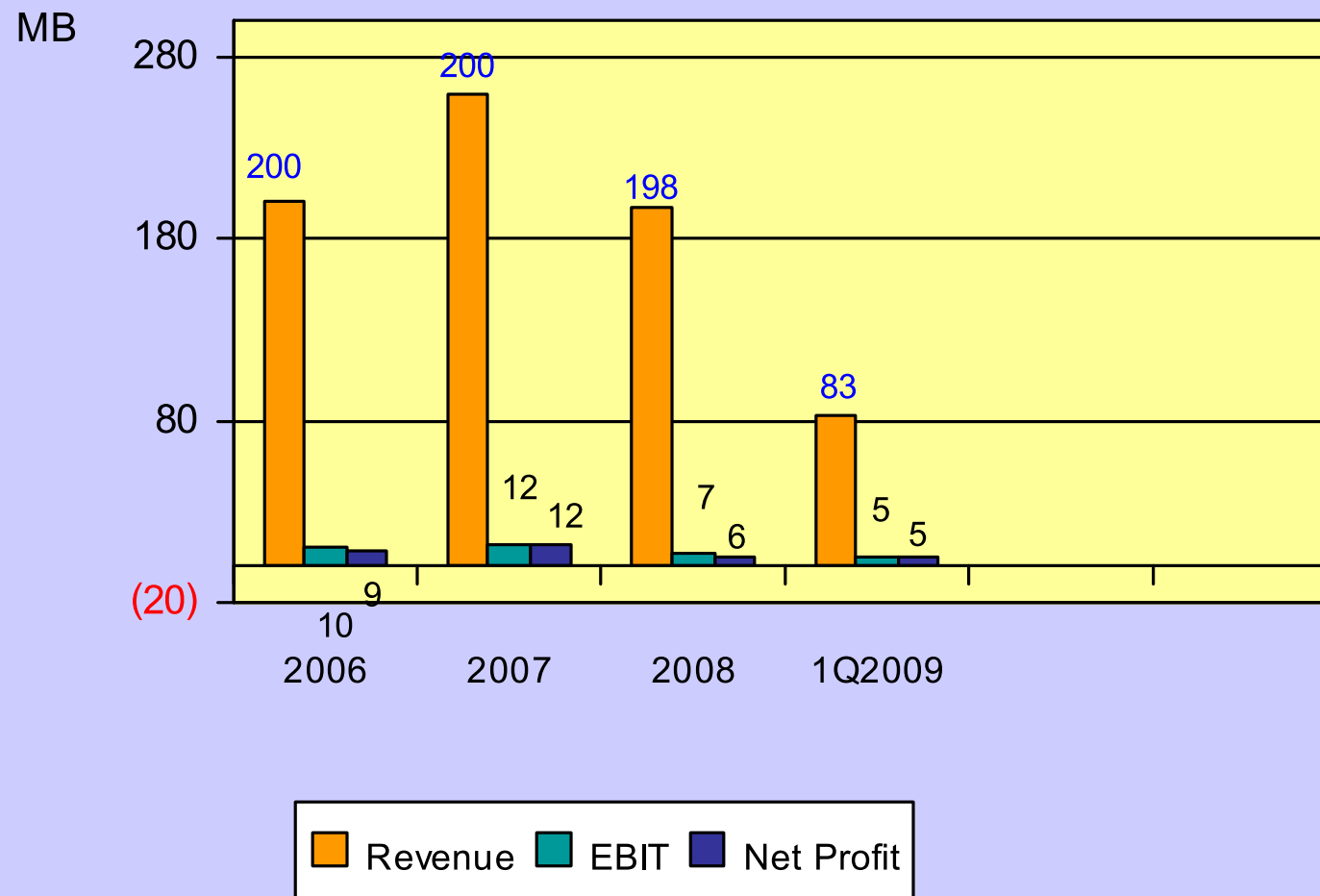


# AI Engineering Services Company Limited





# Engineering: Performance





### 1Q2009 Highlights

- ✚ The construction materials have been managed for fixing the prices thought out the 5 new projects.
- ✚ Backlog for 690 MB of high voltage substations construction.

### Outlook

- ✚ The new 1,200 MB high voltage substation projects are in the process of bidding.

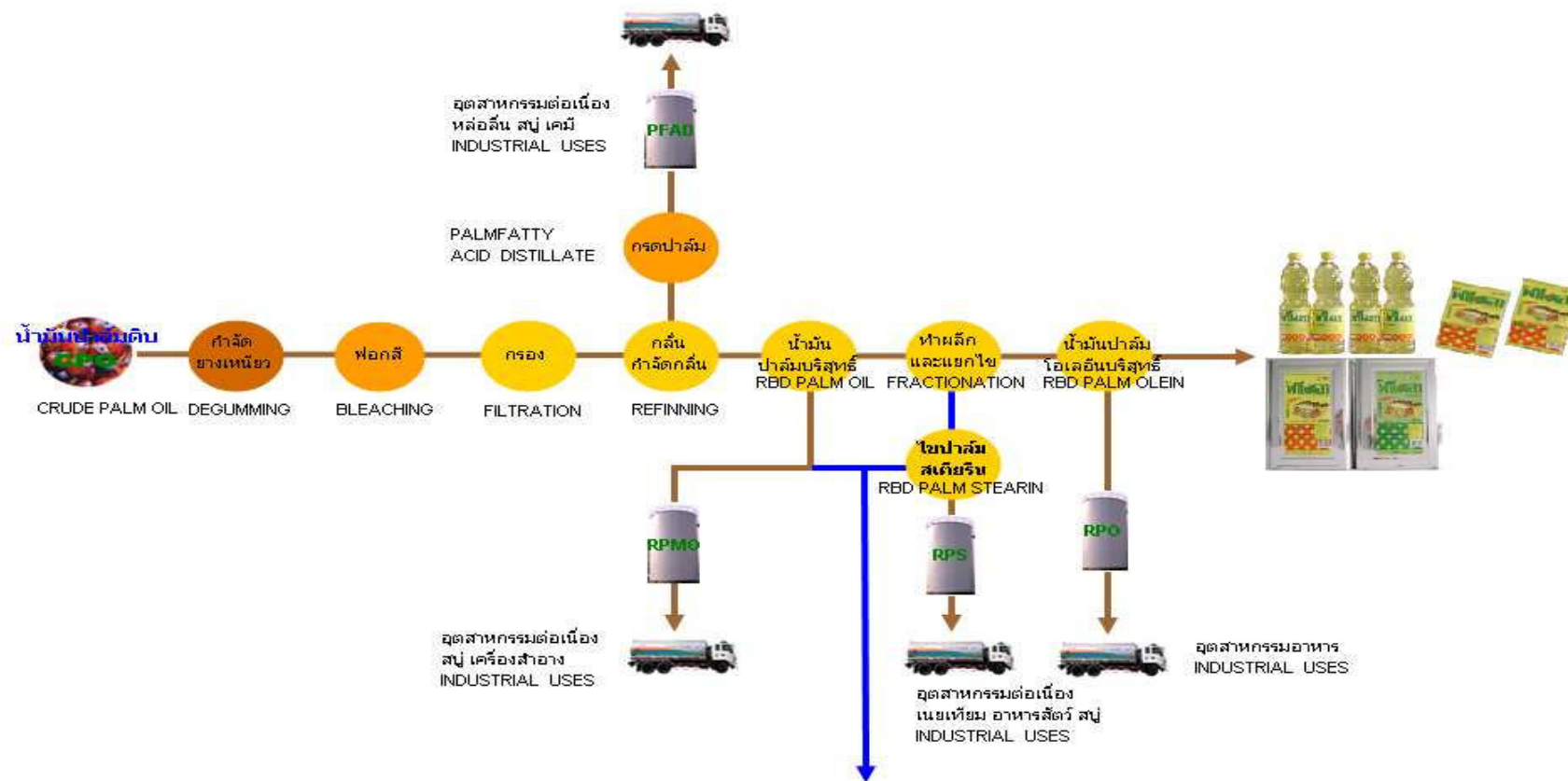
# AI Energy Company Limited



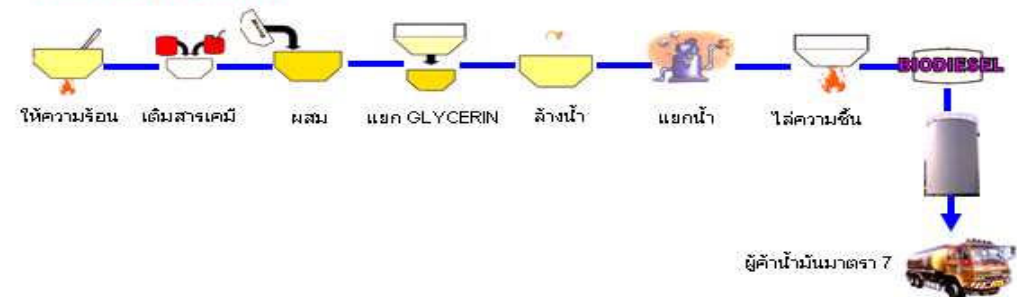
- Vegetable Oil
- Bio Diesel (B100)



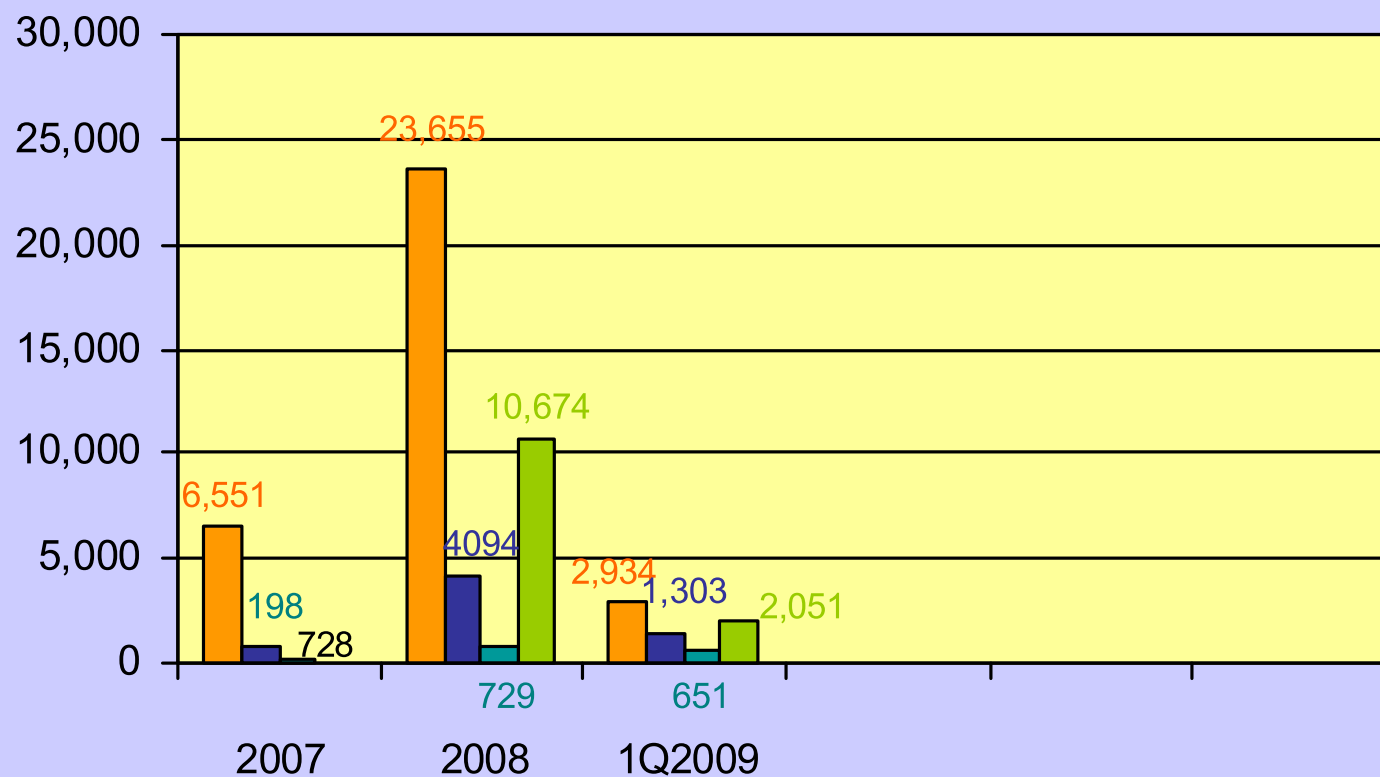
# Bio Diesel and Refined Palm Oil Production Process



## BIODIESEL PROCESS

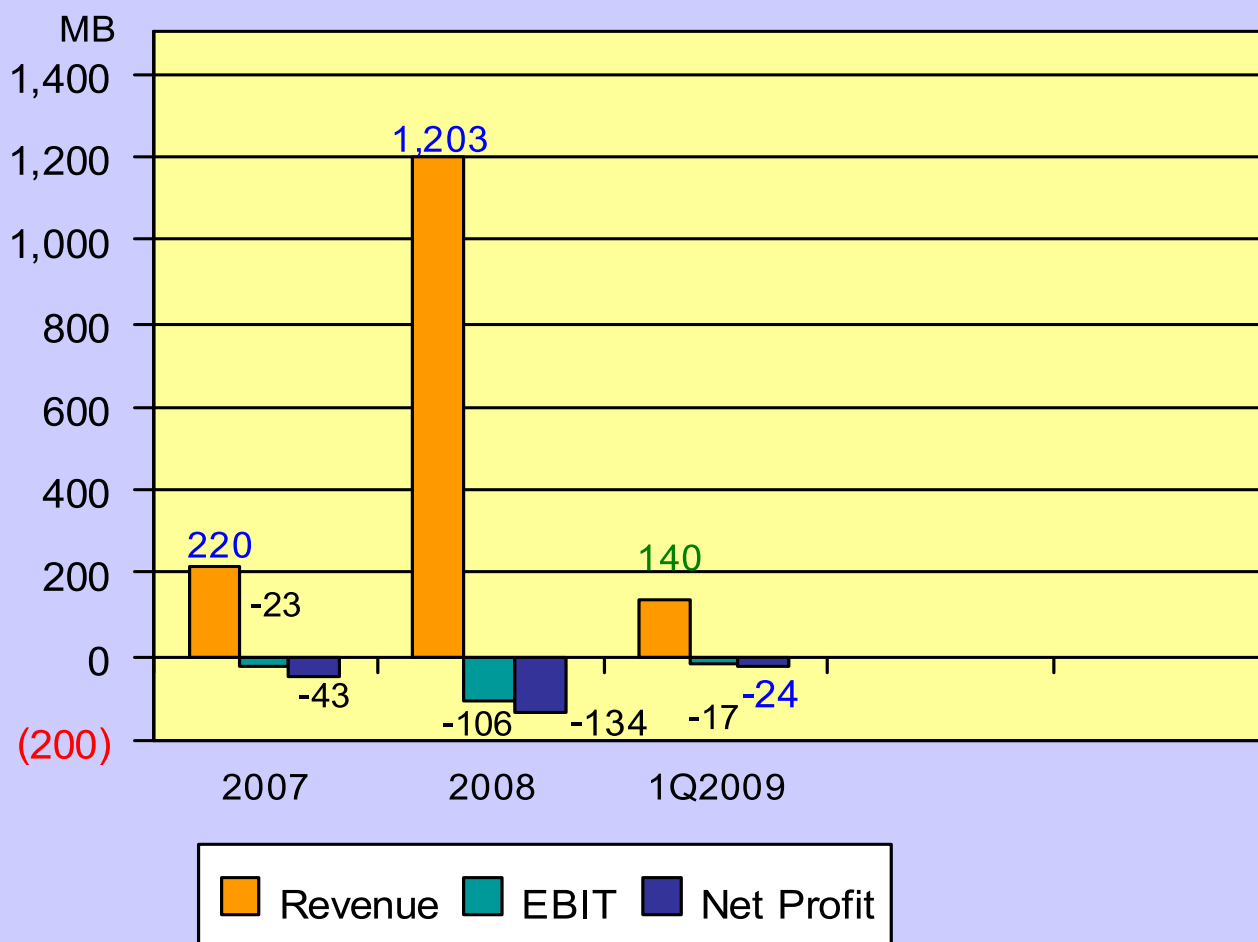


## Bio Diesel: Sales Volume



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

## Bio Diesel and Vegetable Oil : Performance





# Bio Diesel: Summary



## 1Q2009 Highlights

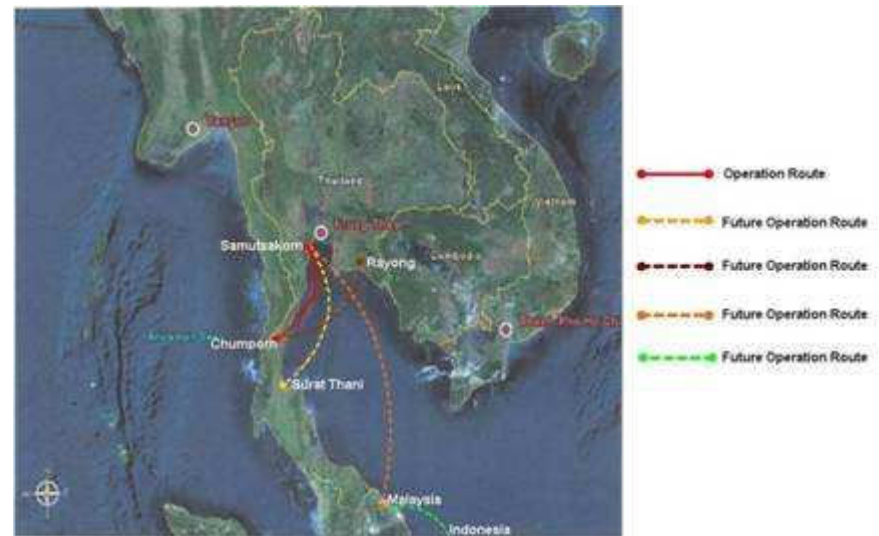
- ✦ The demand of biodiesel (B100) was decreased and continue decreasing.
- ✦ Crude palm oil Inventory loss continue from last year.

## Outlook

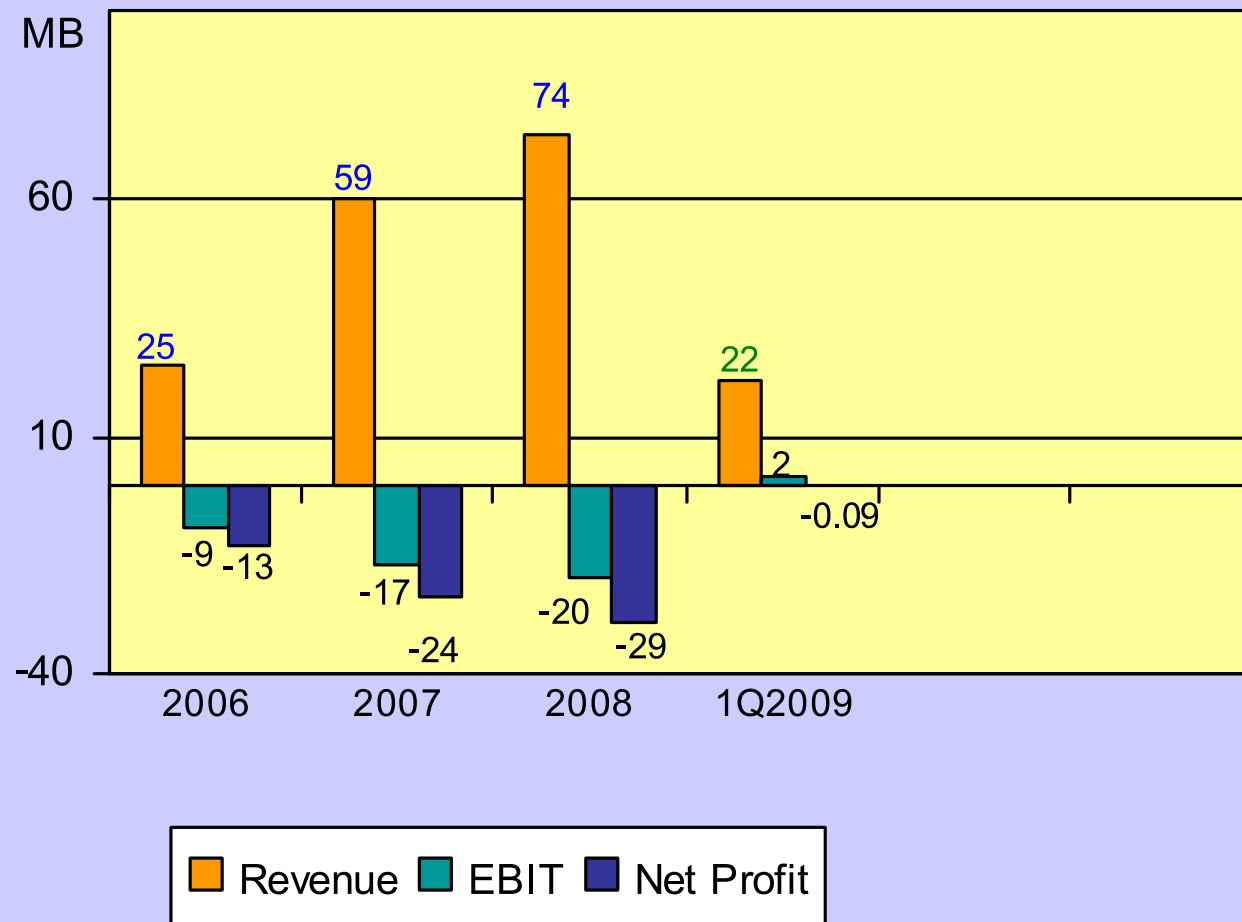
- ✦ The demand of biodiesel (B100) was decreased and continue decreasing.
- ✦ Demand of “Pamola brand” vegetable oil in the canned, bagged and bottled for both local and export markets.



# AI Logistics Company Limited



## Logistics: Performance





### 1Q2009 Highlights

- ✦ Lower demand of ship tanker. The utilize capacity about 50% for time charter and freight charge.

### Outlook

- ✦ Lower utilization, due to the demand of ship tankers decreased.
- ✦ In services of transportation of crude palm oil in the second half of the year.

# AI Ports and Terminals Company Limited



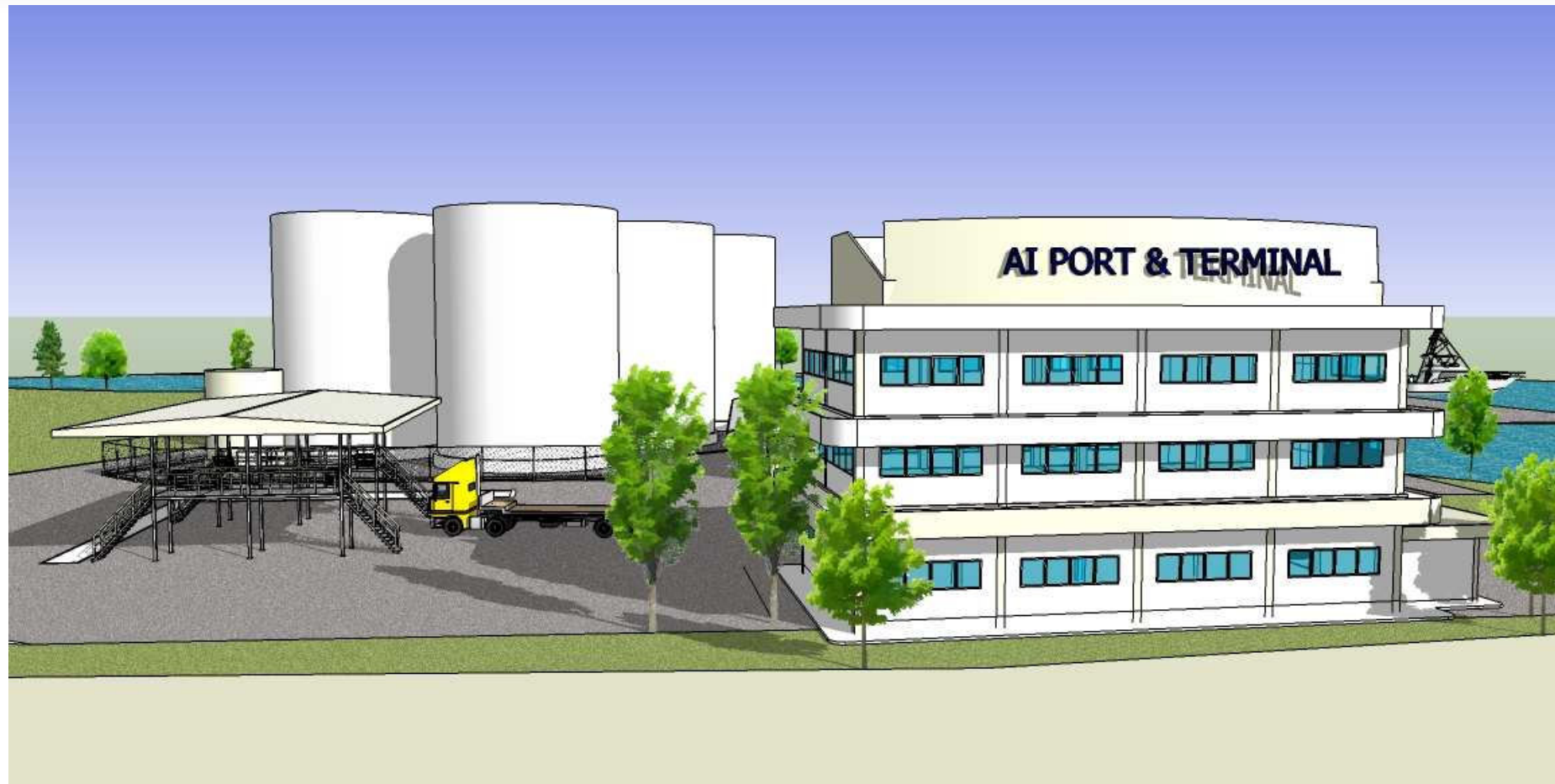


# AI Ports and Terminals, Chumporn Province

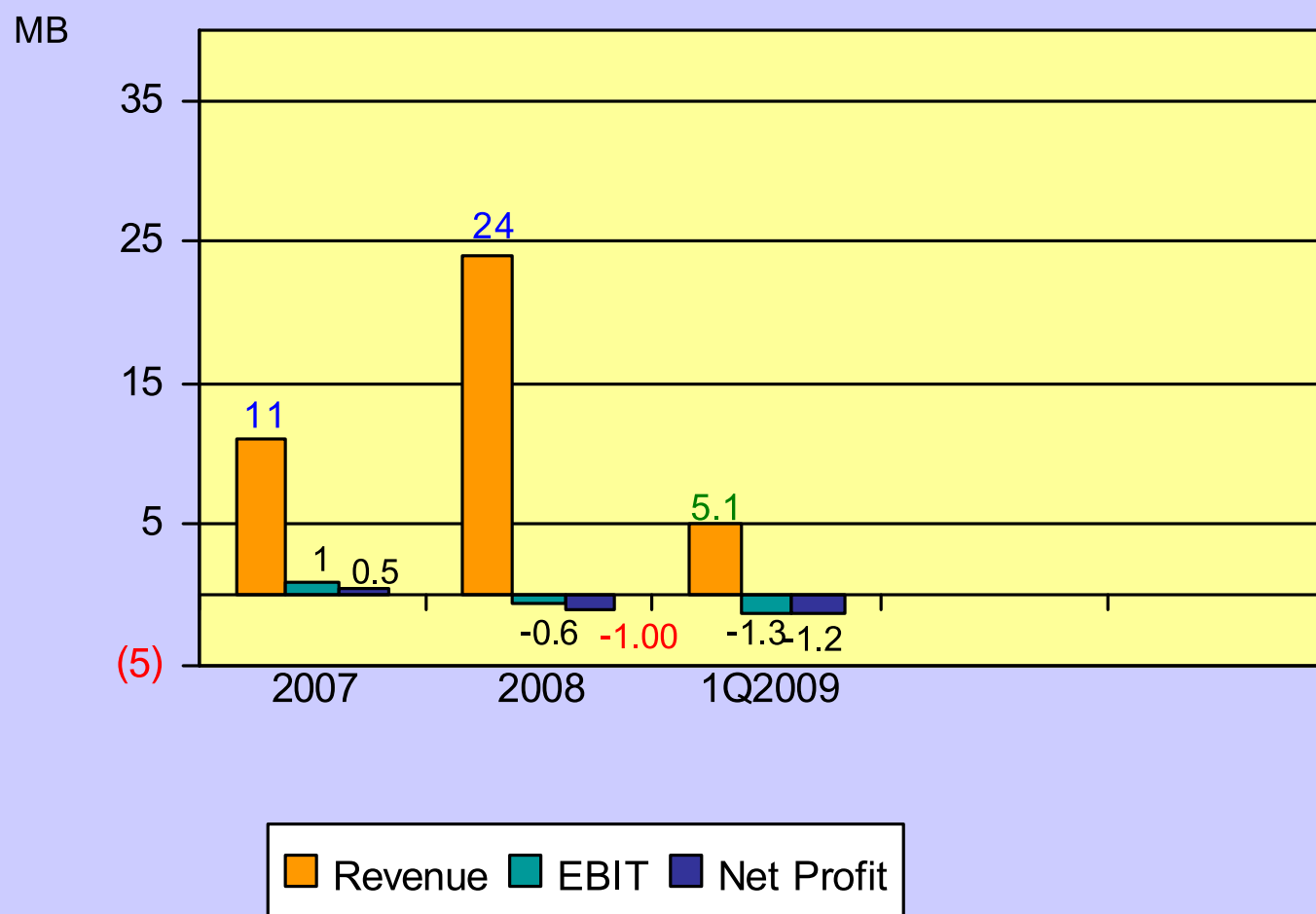




# AI Ports and Terminals, Samut Sakorn Province



## Ports and Terminals: Performance





### 1Q2009 Highlights

- ✚ Ports services and sell the ice cube to fishing industry at Samut Sakorn province.
- ✚ The construction of tanks farm and port at Samut Sakorn province with 10 million liters capacity of Crude Palm Oil shall be completed in June 2009.
- ✚ The construction of tanks farm and jetty at Chumporn province with 20 million liters capacity of Crude Palm Oil has been delayed due the high wind and strong wave, and expecting to complete within June 2009.



# **Questions and Answers**

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