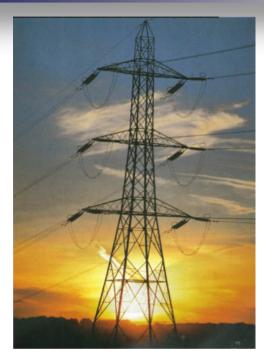


#### Agenda



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



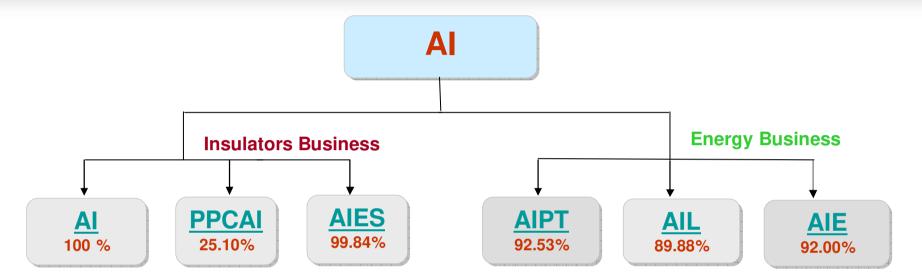




More than half of Porcelain Insulators uses in power transmission and distribution grids are our products. A progressive porcelain manufacturing plant with production flow and state-of-the-art raw materials preparation, pug mills and kilns with ISO-9001 Quality Assurance Program allows for manufacture 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

#### **Business Overview**

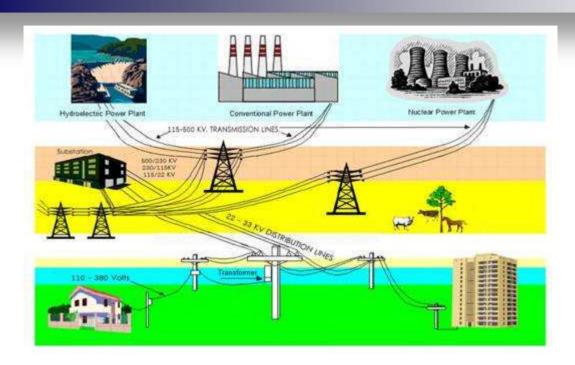


#### Highlights

- → 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



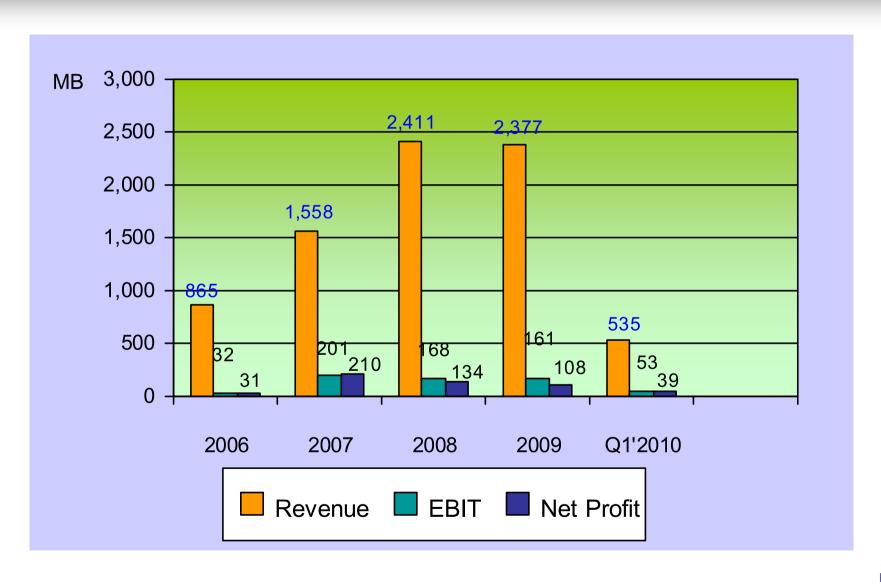




Electrical insulators is one of the essential equipment for the electricity's transmission and distribution systems. It can prevent the electricity leaks from the conductor to the ground which would cause the short circuit and cause the unplanned electricity outage. Another main duty of insulators is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

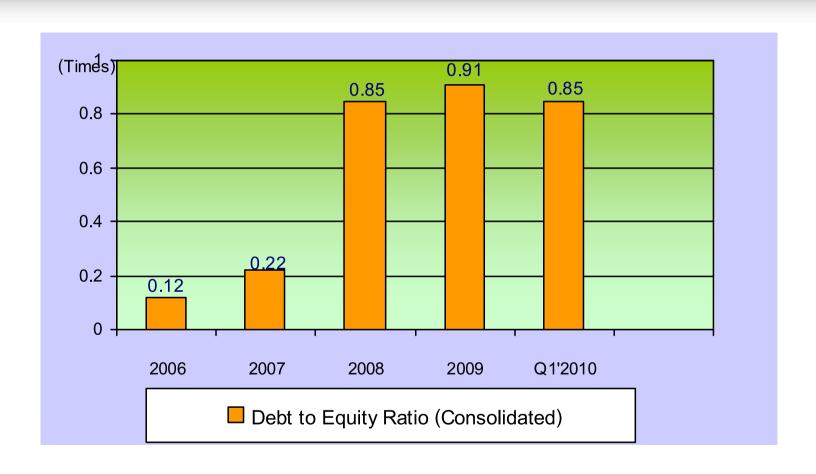
## Performance of Al (Consolidated)





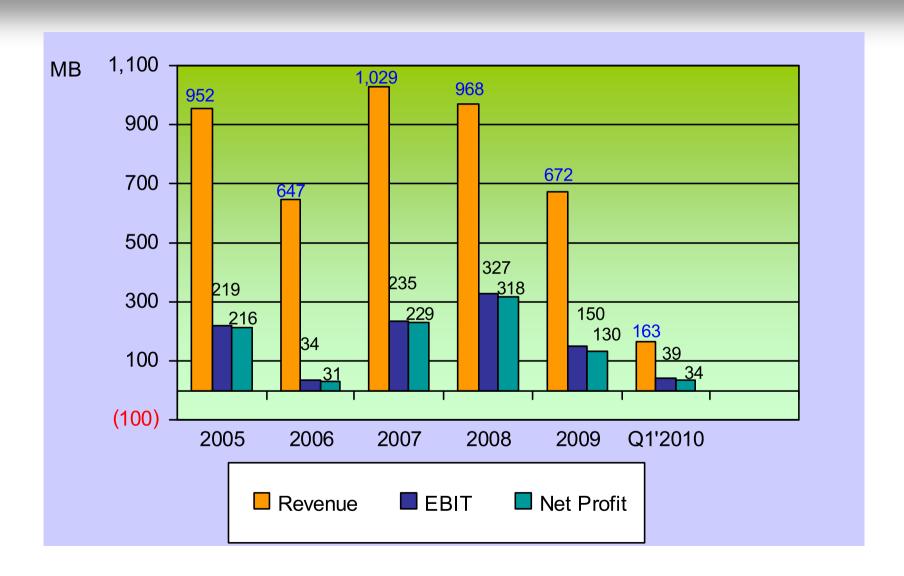
# Consolidated: Debt to Equity





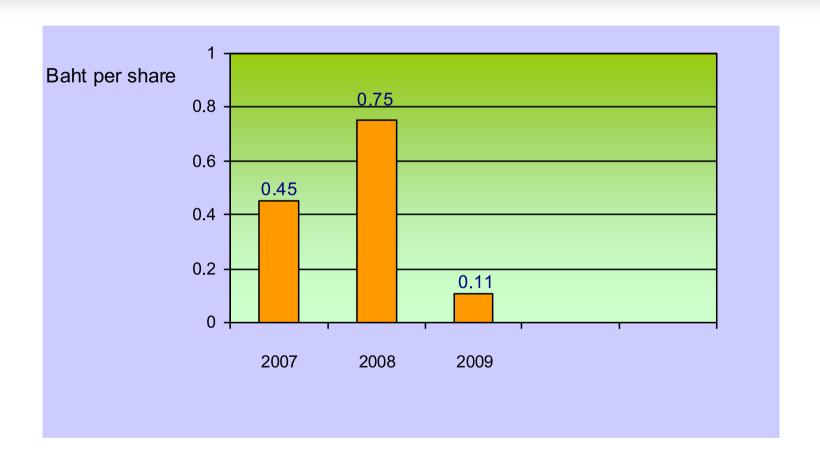
#### Insulators: Performance





# Dividend





#### **Insulators: Summary**



#### **1Q-2010 Highlights**

Demand of Porcelain Insulators from Utilities are increasing.

#### Outlook 2010

- Increase in demand of Insulators from utilities and private sectors.
- → 450 million Baht investment on new Insulators factory with privilege cooperate tax exemption same amount of investment from B.O.I. within 8 years.





# PPC Insulators Group

# **Asian Insulators PLC.**





# PPC Asian Insulators Company Limited



**Location** 99/9 Moo 2, Asia Highway Rd., Km. 122-123,

Banmor, Promburi, Singburi 16120 Thailand

**Prod Capacity** 3,50

Paid-up Capital 263

Stake

No. of employees

Investment Privileges

3,500 tons per annum

263 million Baht

25.10%

300 persons.

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.**













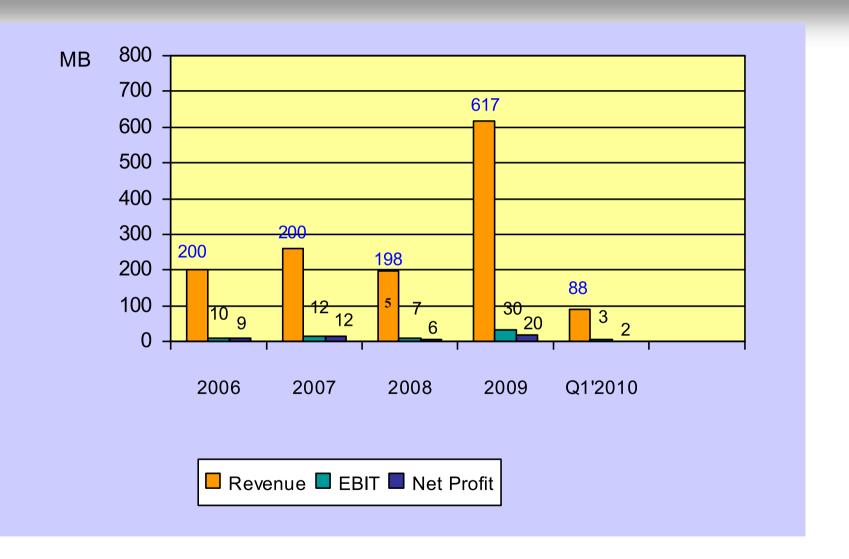
## Al Engineering Services Company Limited





#### **Engineering: Performance**





#### **Engineering: Summary**



#### 2009 Highlights

The Construction projects was completed on time and budget.

#### Outlook 2010

- New power transmissions and distribution expansion projects for year 2010 with the budget of 5,000 million Baht.
- Backlog for 176 million Baht of high voltage substations construction.

# Al Energy Company Limited







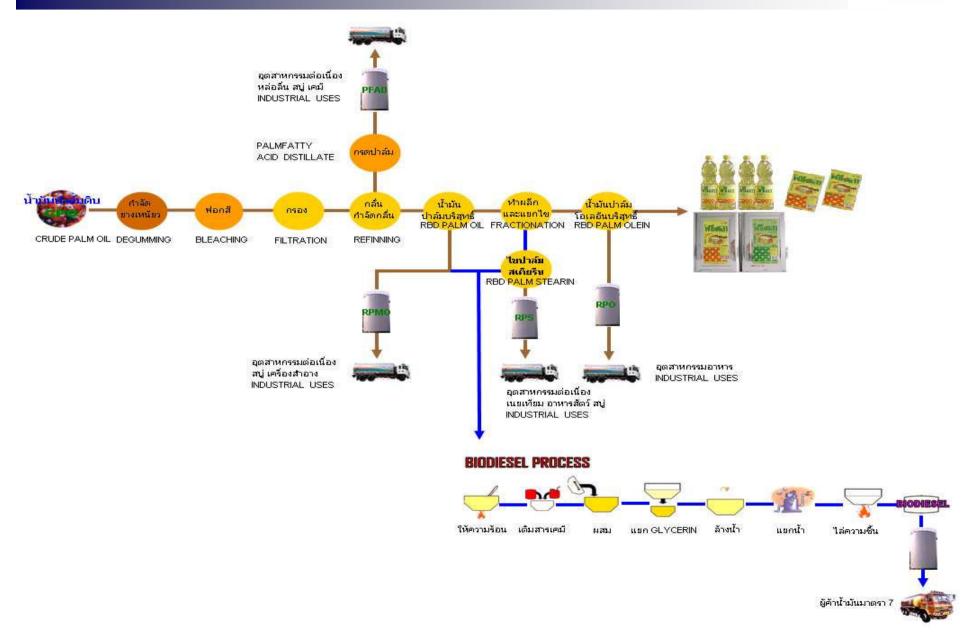
- · Vegetable Oil
- Bio Diesel (B100)





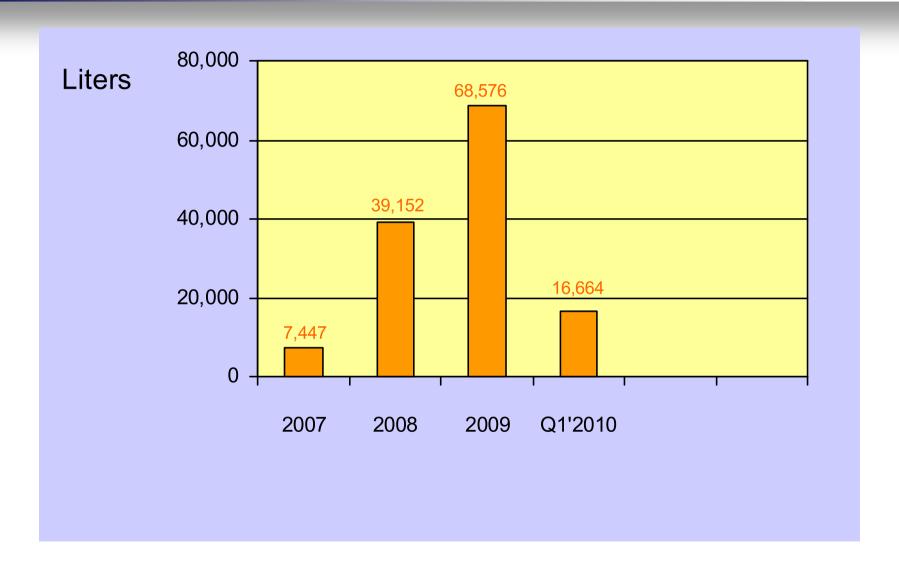
#### **Bio Diesel and Refined Palm Oil Production Process**





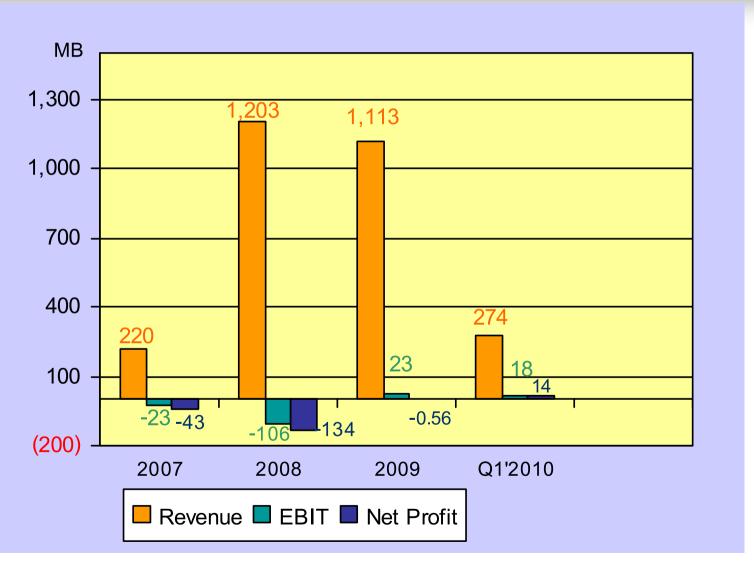
# Bio Diesel and By-Products Sales Volume





# Bio Diesel and Vegetable Oil: Performance





#### **Bio Diesel: Summary**



# 2009 Highlights

- Biodiesel (B100) supplied to major oil company at 2 million liters per month.
- More demand or Refined palm oil for industrial use.

#### Outlook 2010

- → The demand of biodiesel (B100) is expected to be increased due to the new regulation to add 3% (from 2%) of B100 into diesel oil. Starting from May 3, 2010.
- → 100 million Baht investment for new 850 tons refinery unit for Biodiesel (B100) and Vegetable oil

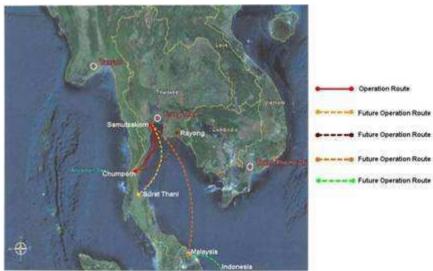
# Al Logistics Company Limited





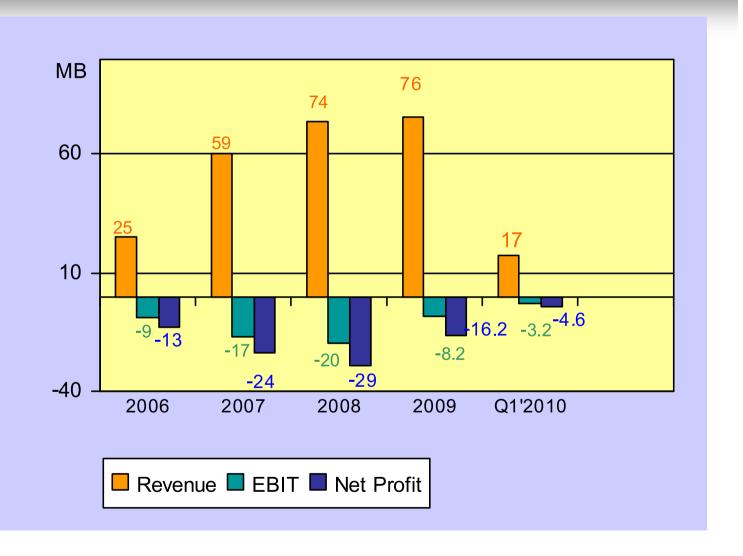






#### Logistics: Performance





#### **Logistics: Summary**



#### 2009 Highlights

- → Lower demand of ship tanker. The utilize capacity about 50% for time charter and freight charge.
- Preventive maintenance as per schedule.

#### Outlook 2010

Expecting more demand of ship tanks for year 2010.

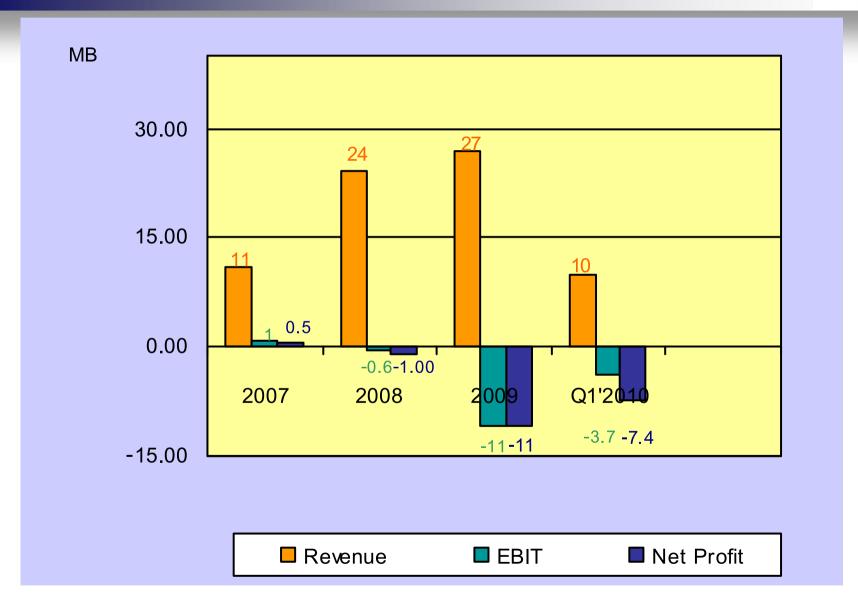
# Al Ports and Terminals Company Limited





#### Ports and Terminals: Performance





#### Ports and Terminals: Summary



# 2009 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 is completed and in operation since October 2009.
- → The construction of tanks farm and jetty at Chumporn province with 20 million liters capacity of Crude Palm Oil is completed and in operation since October 2009

#### Outlook 2010

Forecasting to utilized 50% capacity within mid of year 2010.



# Questions and

# **Answers**

**Contact: Khun Thanit Thareratanavibool** 

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http://www.asianinsulators.com

#### Disclaimer



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