

Operating Results Q2'2011



Asian Insulators Public Company Limited

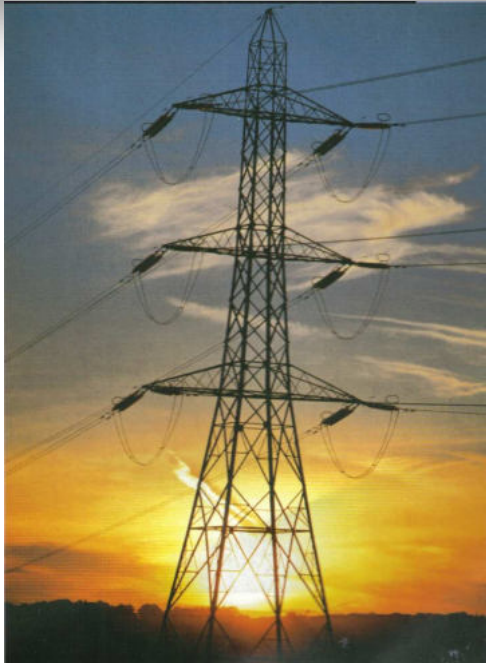
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Agenda

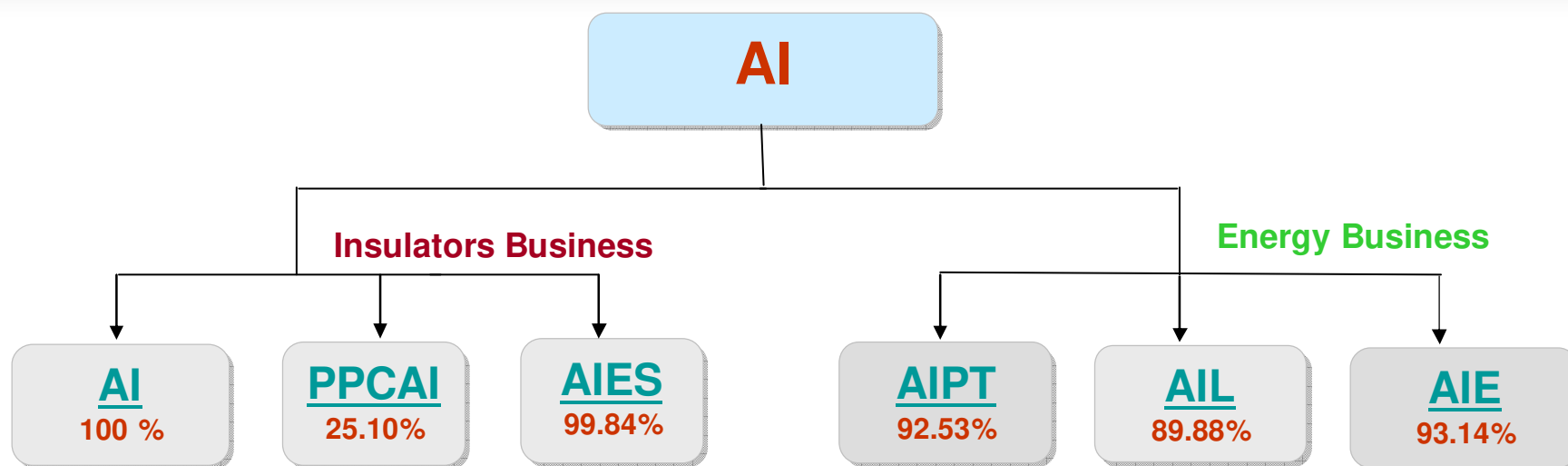


- ✦ Business Overview
- ✦ Consolidated Financials
- ✦ Business unit
 - ✦ Insulators
 - ✦ Engineering
 - ✦ Logistics
 - ✦ Vegetable Oil and Alternative Energy
 - ✦ Ports and Terminals
- ✦ Questions and Answers



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



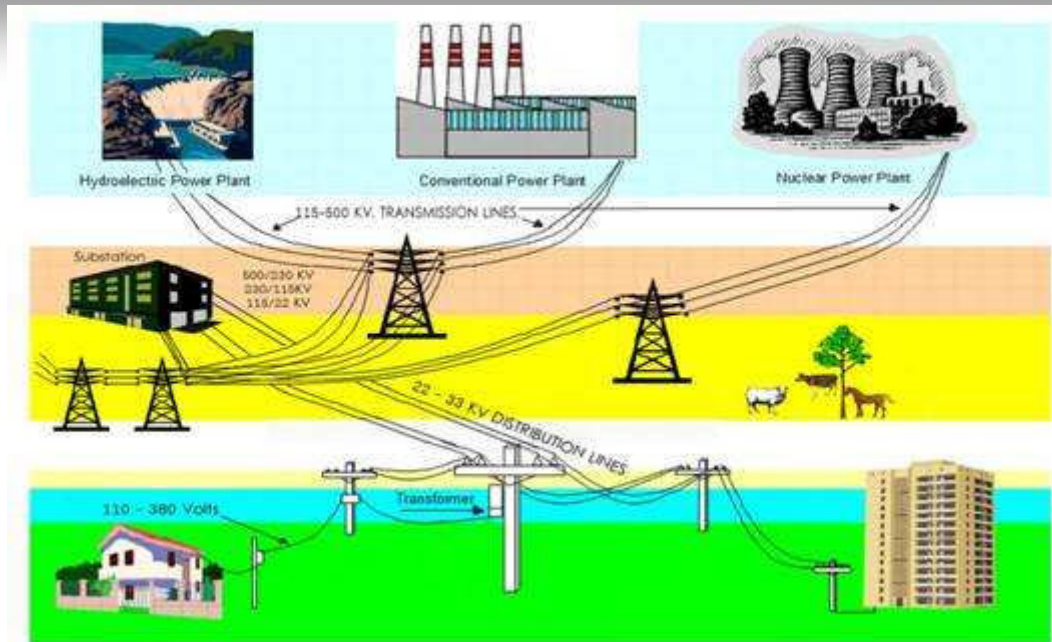
- Bio diesel refinery 500,000 liters / day
- Vegetable oil refinery 350,000 liters / day



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



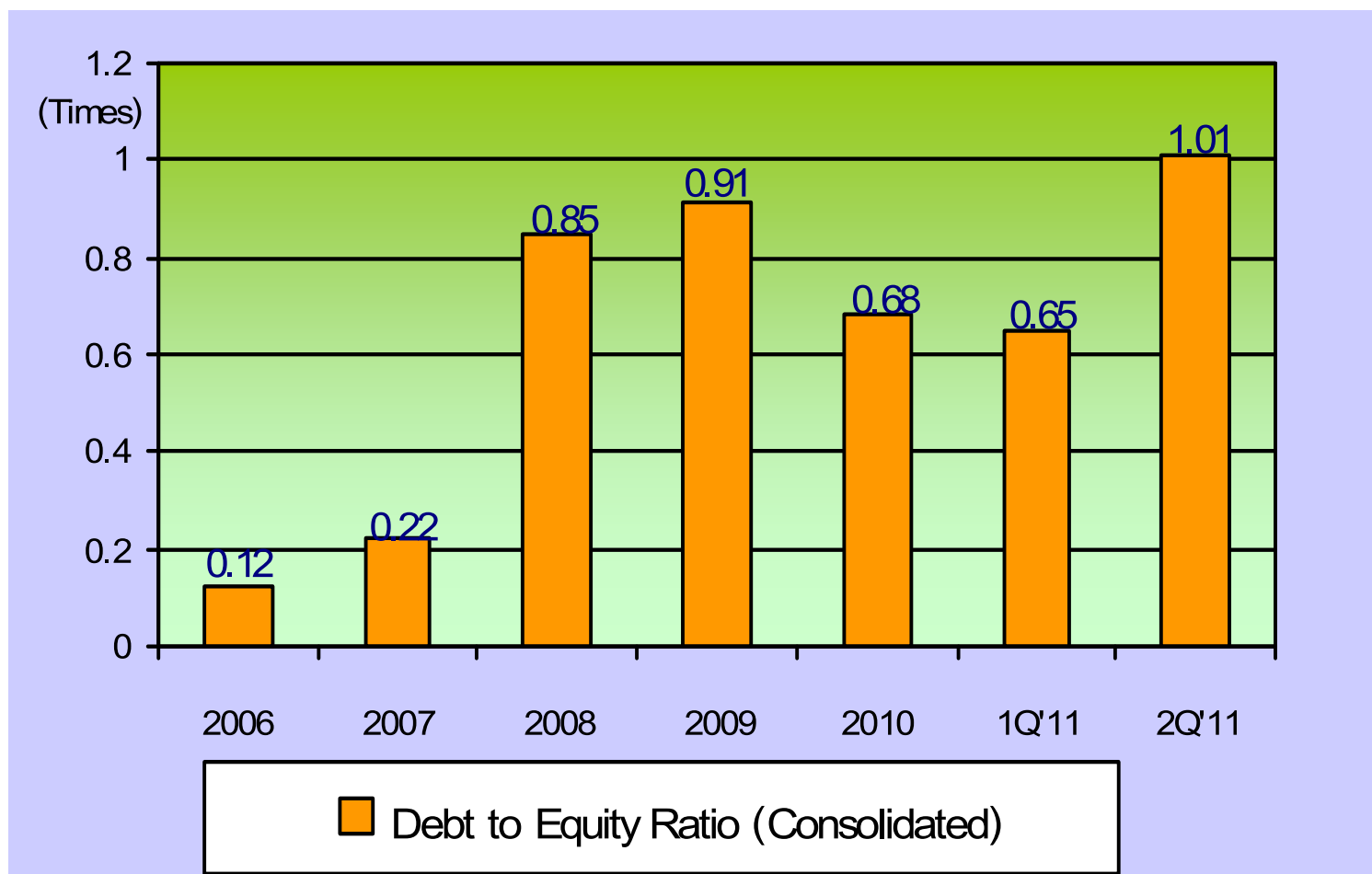
Electrical insulators is one of the essential equipment for the electricity's transmission and distribution systems. It can prevent the electricity leaks from the conductor to the ground which would cause the short circuit and cause the unplanned electricity outage. Another main duty of insulators is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

Performance of AI (Consolidated)



(Million Baht)	Q2'11	Q2'10
Total Revenues	615	573
Total Expenses	623	515
EBIT	(8)	58
Finance Costs	(9)	(10)
Profit from Associate	2	1
Tax Expenses	(6)	(7)
Net Profit	(21)	42

Consolidated: Debt to Equity

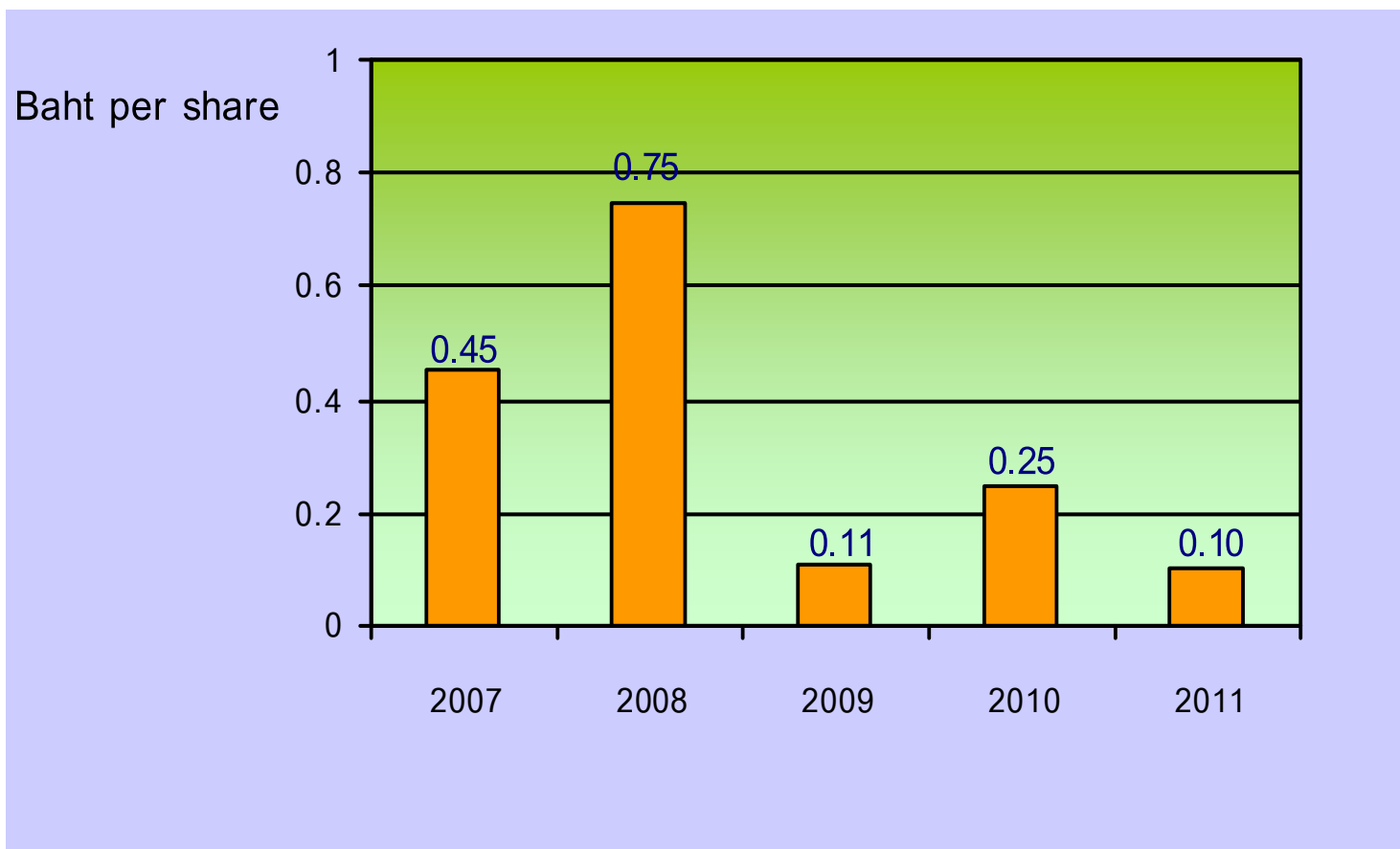


Insulators: Performance



(Million Baht)	Q2'11	Q2'10
Total Revenues	163	183
Total Expenses	121	130
EBIT	42	53
Finance Costs	(2)	(3)
Tax Expenses	(6)	(2)
Net Profit	34	48

Dividend



Remarks : Interim Dividend pay out Year 2011 is subject to be approved at Board of Directors meeting No. 3/2554



2QY2011 Highlights

- ✦ Low demand of Porcelain Insulators from Utilities.

Outlook

- ✦ New Insulators factory with capacity of 6,000 tons per year is under construction, and expect to be completed in Q4 – 2011.
- ✦ B.O.I promotion to except from corporate income tax for 315 million Baht.
- ✦ Continue improvement in production cost and products defect.



PPC Insulators & Group

Asian Insulators PLC.



PPC Asian Insulators Company Limited



Location	99 Moo 2, Asia Highway Rd., Km. 70-71, Banmor, Promburi, Singburi 16120 Thailand
Prod Capacity	3,500 tons per annum
Paid-up Capital	263 million Baht
Stake	25.10%
No. of employees	300 persons.
Investment Privileges	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





(Million Baht)	Q2'11	Q2'10
Total Revenues	10	100
Total Expenses	9	85
EBIT	1	15
Finance Costs	(0)	(0)
Tax Expenses	(0)	(5)
Net Profit	1	10



Outlook

- ✚ New power transmissions and distribution expansion projects for year 2011.

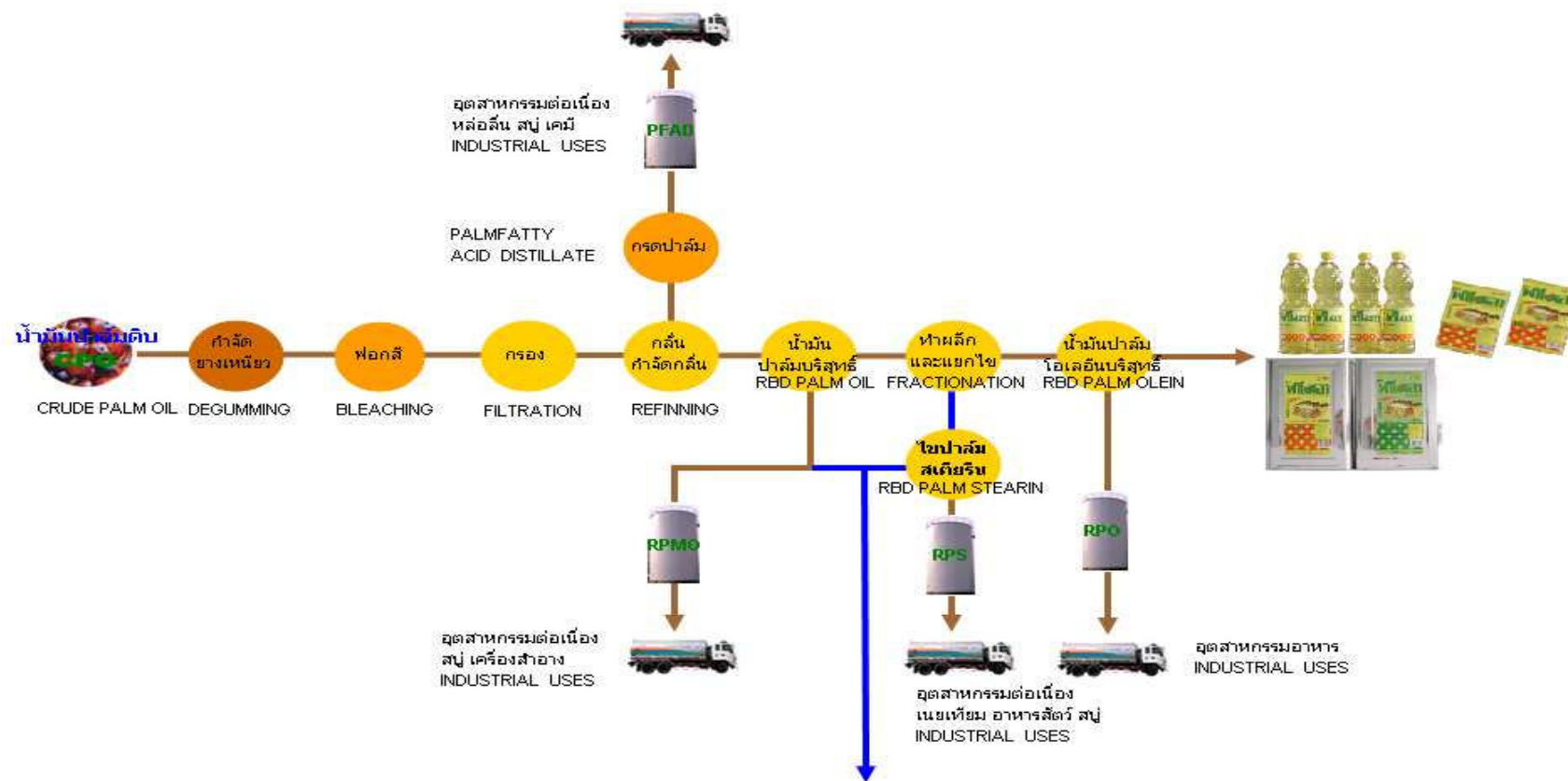
AI Energy Company Limited



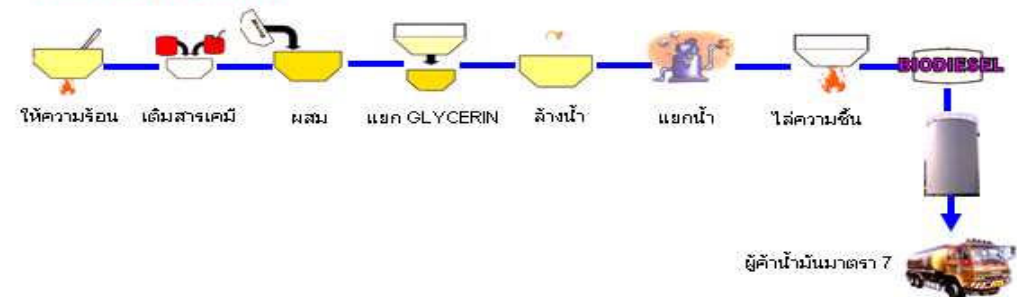
- Vegetable Oil
- Bio Diesel (B100)



Bio Diesel and Refined Palm Oil Production Process



BIODIESEL PROCESS



Biodiesel and Vegetable Oil : Performance



(Million Baht)	Q2'11	Q2'10
Total Revenues	434	273
Total Expenses	470	274
EBIT	(36)	(1)
Finance Costs	(6)	(5)
Tax Expenses	0	0
Net Profit (Loss)	(42)	(6)

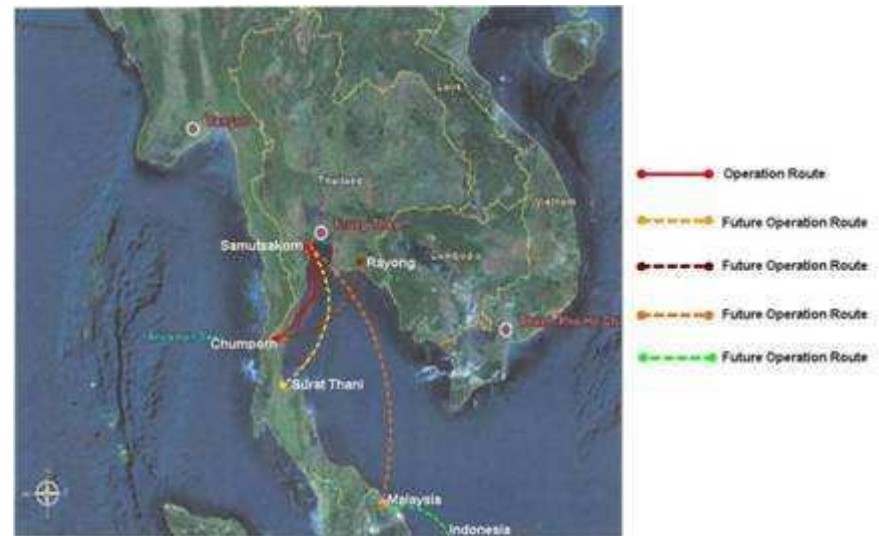
Biodiesel and Vegetable Oil: Summary



2QY2011 Highlights

- ✦ High inventory cost and stock Loss.

AI Logistics Company Limited





(Million Baht)	Q2'11	Q2'10
Total Revenues	17	25
Total Expenses	21	24
EBIT	(4)	1
Finance Costs	(2)	(1)
Tax Expenses	0	0
Net Profit (Loss)	(6)	0



2QY2011 Highlights

- ✦ Lower demand of ship tanker.
- ✦ Preventive maintenance as per schedule.

AI Ports and Terminals Company Limited



Ports and Terminals: Performance



(Million Baht)	Q2'11	Q2'10
Total Revenues	19	11
Total Expenses	22	14
EBIT	(3)	(3)
Finance Costs	(4)	(4)
Tax Expenses	0	0
Net Profit (Loss)	(7)	(7)



2QY2011 Highlights

- ✚ Utilization capacity at 40%.



Questions and Answers

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The information, statements, forecasts and projections contained herein reflect the Company's current views with respect to future events and financial performance. These views are based on assumptions subject to various risks. No assurance is given that these future events will occur, or that the Company's assumptions are correct. Actual results may differ materially from those projected.