

## Operating Results of Q2 - 2012



### Asian Insulators Public Company Limited

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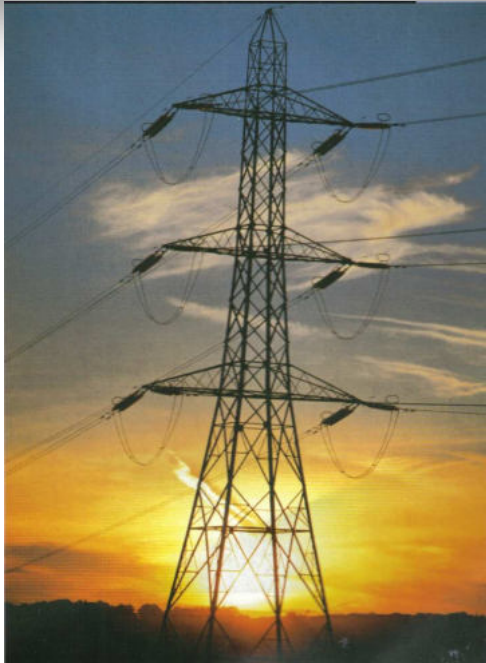
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# Agenda

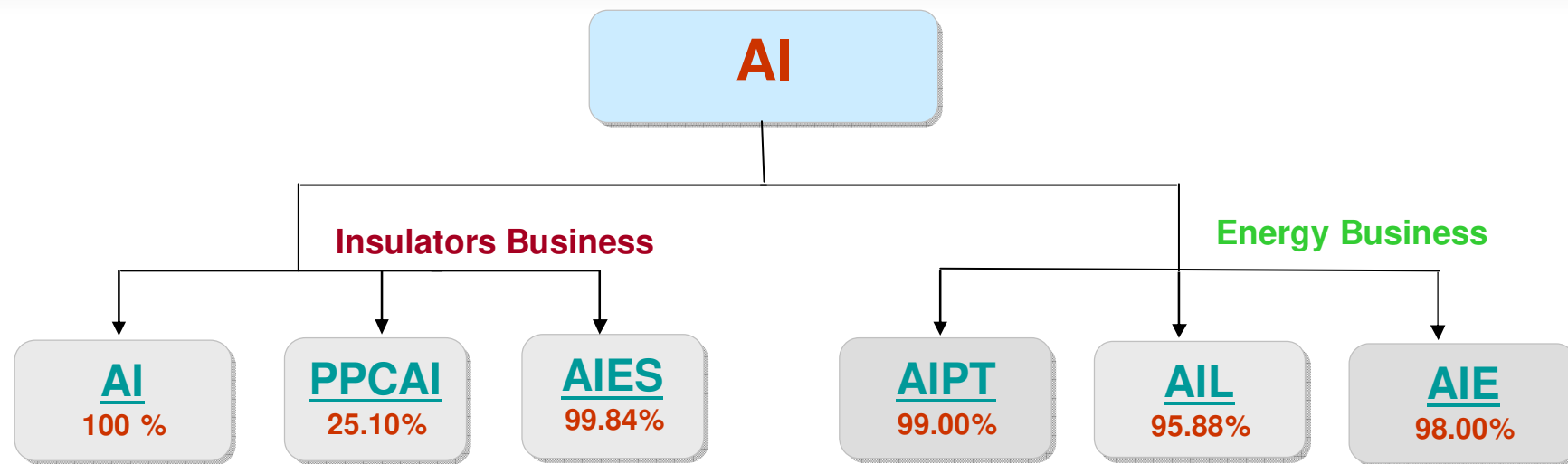


- ✦ Business Overview
- ✦ Consolidated Financials
- ✦ Business unit
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  - ✦ Engineering
  - ✦ Logistics
  - ✦ Vegetable Oil and Alternative Energy
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**More than half of Porcelain Insulators uses in power 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 350,000 liters / day

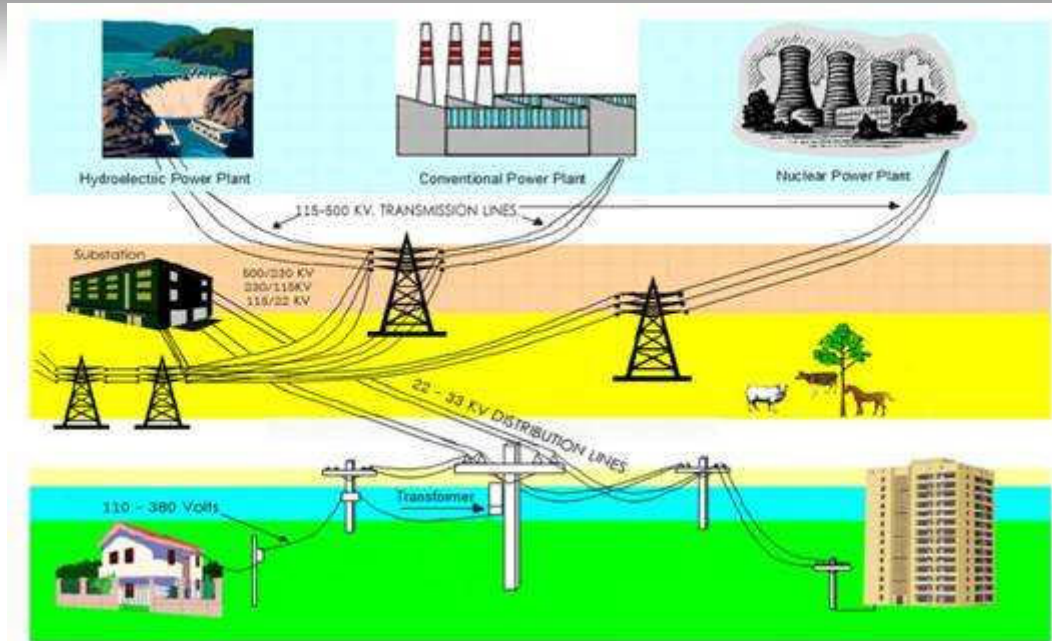


### Highlights

- ✦ 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)



Unit : Million Baht	Q2'2012	Q2'2011
Total Revenues	1,152	616
Total Expenses	1,101	621
<b>EBIT</b>	<b>51</b>	<b>-5</b>
Finance Costs	15	10
Tax Expenses	4	6
<b>Net Profit</b>	<b>32</b>	<b>-21</b>



Unit : Million Baht	Q2'2012	Q2'2011
Total Revenues	147	163
Total Expenses	102	121
<b>EBIT</b>	<b>45</b>	<b>42</b>
Finance Costs	4	2
Tax Expenses	4	6
<b>Net Profit</b>	<b>37</b>	<b>34</b>





### Q2- 2012 Highlights

- ✦ Demand of Porcelain Insulators from Utilities have increased.
- ✦ Power expansion projects for both utilities and private sector are increase.
- ✦ Relocated the production facilities to the new factory.
- ✦ Interim dividend payout for 0.10 Baht per share.
  - ✦ XD on August 27, 2012

### Outlook

- ✦ Continue increase in demand of Insulators from utilities and private sectors.
- ✦ B.O.I promotion to except from corporate income tax for 550 million Baht.
- ✦ Continue improvement in production cost and products defect.

# AI Engineering Services Company Limited





Unit : Million Baht	Q2'2012	Q2'2011
Total Revenues	12.48	10.17
Total Expenses	15.12	9.07
<b>EBIT</b>	<b>-2.64</b>	<b>1.10</b>
Finance Costs	0.30	0.21
Tax Expenses	0.00	0.09
<b>Net Profit</b>	<b>-2.94</b>	<b>0.80</b>



### Q2 - 2012 Highlights

- ✚ Transmission and Substation projects from Utilities have been delayed from the lack of land area.

### Outlook

- ✚ New power transmissions and substation expansion projects for year 2012.



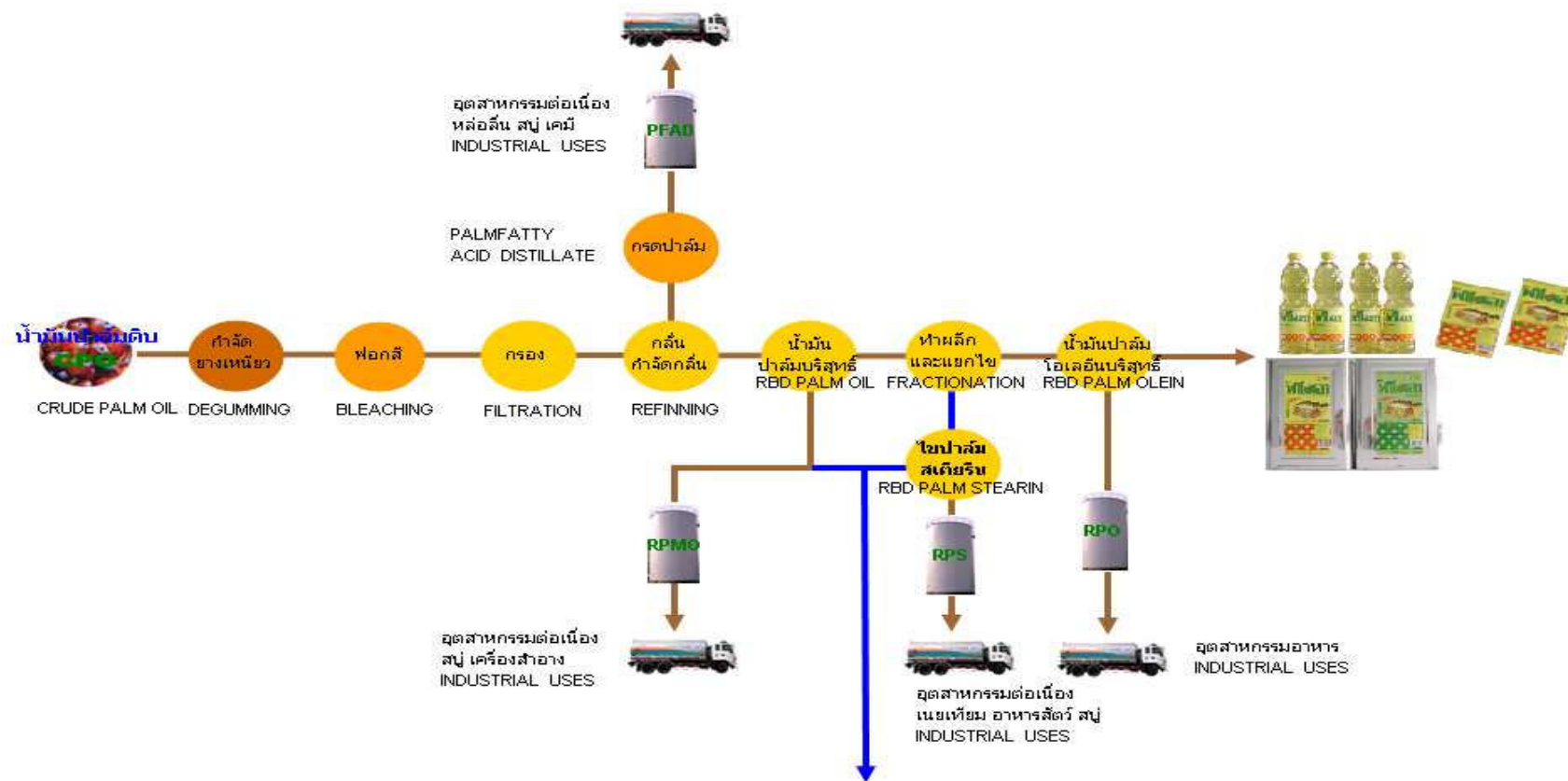
# AI Energy Company Limited



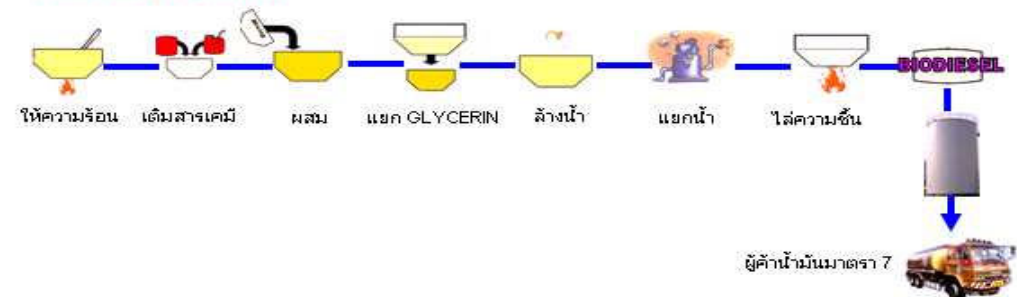
- Vegetable Oil
- Bio Diesel (B100)



# Bio Diesel and Refined Palm Oil Production Process



## BIODIESEL PROCESS





## Biodiesel and Vegetable Oil : Performance



Unit : Million Baht	Q2'2012	Q2'2011
Total Revenues	1,009	434
Total Expenses	989	470
<b>EBIT</b>	<b>20</b>	<b>-36</b>
Finance Costs	10	6
Tax Expenses	0	0
<b>Net Profit (Loss)</b>	<b>10</b>	<b>-42</b>



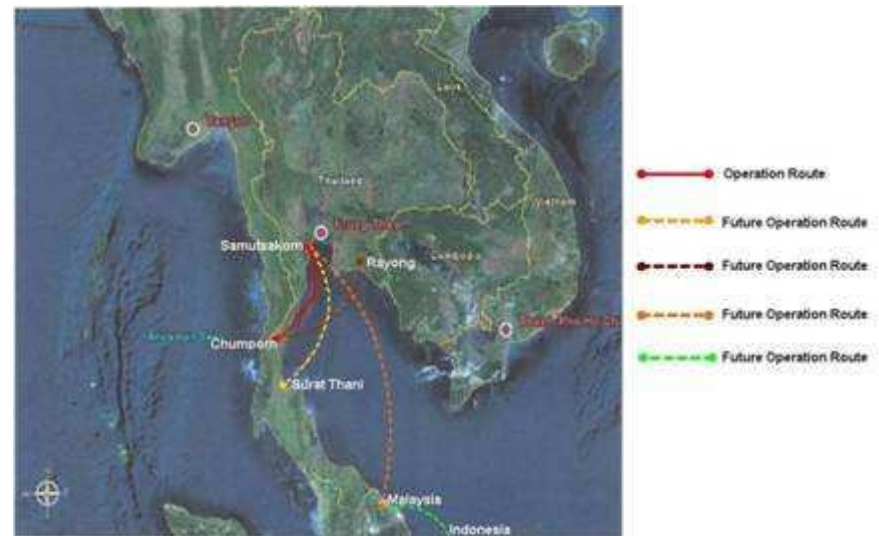
### Q2 - 2012 Highlights

- ✦ Increase in demand of Biodiesel (B100) and Refined Palm Oil for Biodiesel.

### Outlook

- ✦ The demand of biodiesel (B100) is 4-5%, and continue in the same level as per regulation of Energy Department
- ✦ More demand of refined palm oil for industrial use.

# AI Logistics Company Limited





Unit : Million Baht	Q2'2012	Q2'2011
Total Revenues	15.78	16.57
Total Expenses	17.06	21.05
<b>EBIT</b>	<b>-1.28</b>	<b>-4.48</b>
Finance Costs	1.73	1.67
Tax Expenses	0	0
<b>Net Profit (Loss)</b>	<b>-3.01</b>	<b>-6.15</b>



### Q2 - Y2012 Highlights

- ✚ Low demand of ship tanker, and freight charge.
- ✚ Preventive maintenance as per schedule.

### Outlook

- ✚ External and Internal services.

# AI Ports and Terminals Company Limited





## Ports and Terminals: Performance



Unit : Million Baht	Q2'2012	Q2'2011
Total Revenues	11.79	19.04
Total Expenses	15.03	22.13
<b>EBIT</b>	<b>-3.24</b>	<b>-3.09</b>
Finance Costs	4.56	4.14
Tax Expenses	0	0
<b>Net Profit (Loss)</b>	<b>-7.80</b>	<b>-7.23</b>



### Q2 - Y2012 Highlights

- ✚ Utilization capacity at 50%

### Outlook

- ✚ Utilize Storage capacity with Crude palm oil.



# **Questions and Answers**

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