

# **Operating Results of Year 2012 Asian Insulators Public Company Limited**

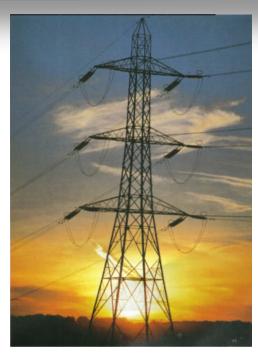
254 Seri Thai Road, Kannayaow, Bangkok 10230 Thailand http://www.asianinsulators.com Tel. (66) 0-2517-1451 Fax. (66) 0-2517-1465 E-mail: asian@asianinsulators.com

#### Agenda



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



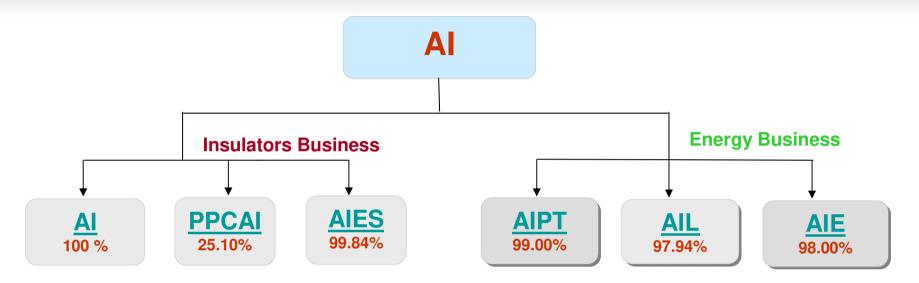




More than half of Porcelain Insulators uses in power transmission and distribution grids are our products. A progressive porcelain manufacturing plant with production flow and state-of-the-art raw materials preparation, pug mills and kilns with ISO-9001 Quality Assurance Program allows for manufacture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

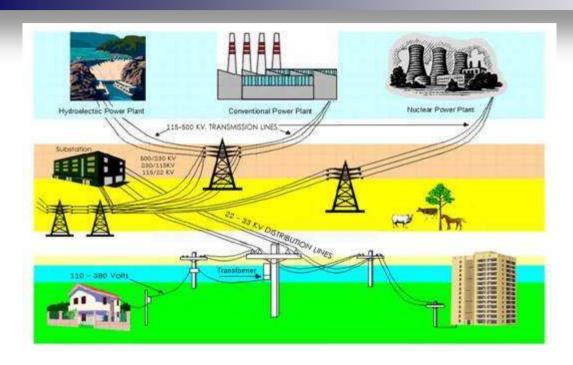


#### **Highlights**

- Al is the leader in Porcelain Insulators manufacturer with 55% market share in Thailand.
- Al 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)



<b>Unit: Million Baht</b>	2012	2011
Total Revenues	4,351	3,013
Total Expenses	4,083	2,910
EBIT	268	103
Finance Costs	67	51
Tax Expenses	12	17
Net Profit	189	35

# Insulators: Performance



<b>Unit: Million Baht</b>	2012	2011
Total Revenues	886	659
Total Expenses	555	480
EBIT	331	179
Finance Costs	18	10
Tax Expenses	12	15
Net Profit	301	154

#### **Insulators: Summary**



#### **Year 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.
- Dividend payout for 0.45 Baht per share. (0.10 Baht interim dividend payout)
  - XD on April 26, 2013.

#### **Outlook**

- Continue increase in demand of Insulators from utilities and private sectors.
- Continue improvement in production cost and products defect.
- Spin-off AI Energy Co.,Ltd. with pre-emptive right for AI's shareholder at 2:1

# Al Engineering Services Company Limited





# Engineering: Performance



<b>Unit: Million Baht</b>	2012	2011
Total Revenues	65.68	89.11
Total Expenses	64.82	80.00
EBIT	0.86	9.11
Finance Costs	1.17	1.08
Tax Expenses	0.00	1.44
Net Profit	-0.31	6.59

#### **Engineering: Summary**



#### Year 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 2013.

# Al Energy Company Limited







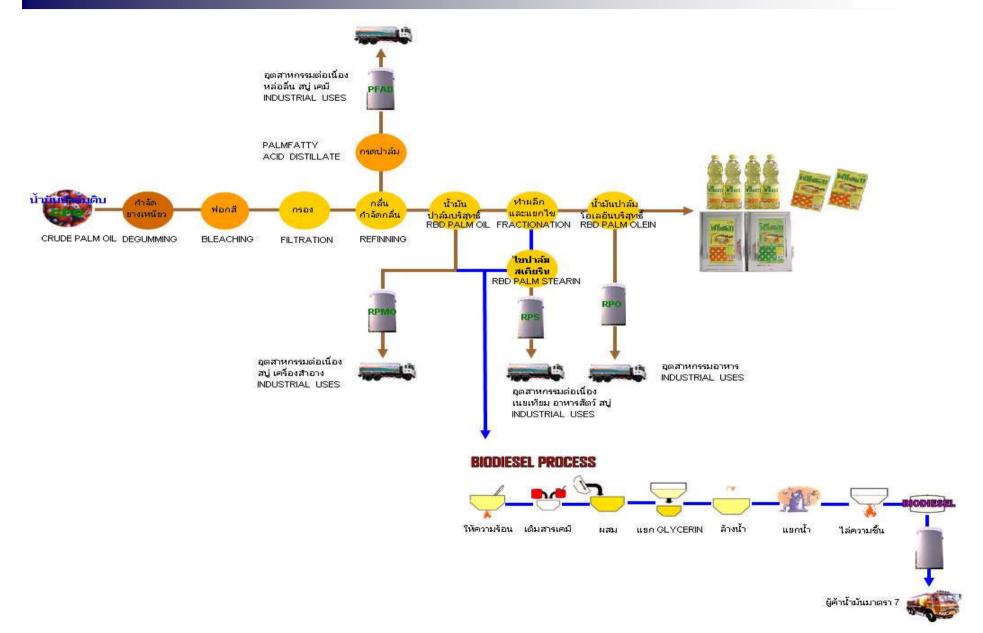
- · Vegetable Oil
- Bio Diesel (B100)





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





# Biodiesel and Vegetable Oil : Performance



<b>Unit: Million Baht</b>	2012	2011
Total Revenues	3,401	2,245
Total Expenses	3,410	2,283
EBIT	-9	-38
Finance Costs	43	35
Tax Expenses	0	0
Net Profit (Loss)	-52	-73

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



#### Year 2012 Highlights

- Increase in demand of Biodiesel (B100) and Refined Palm Oil for Biodiesel.
- Stock Loss from the fluctuation in price of Crude Palm Oil.

#### **Outlook**

- The demand of biodiesel (B100) is 4-5%, and more.
- More demand of refined palm oil for industrial use.
- Spin-off and list in Stock Exchange of Thailand.

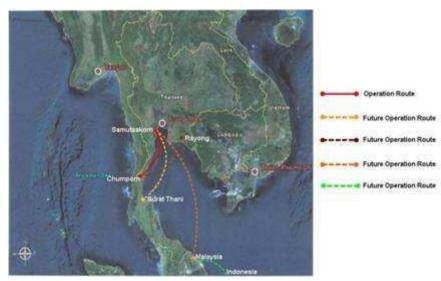
# Al Logistics Company Limited











# Logistics: Performance



<b>Unit: Million Baht</b>	2012	2011
Total Revenues	73.02	78.29
Total Expenses	78.14	85.30
EBIT	-5.12	-7.01
Finance Costs	5.88	7.03
Tax Expenses	0	0
Net Profit (Loss)	-11.00	-14.04

#### **Logistics: Summary**



#### Year 2012 Highlights

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

#### **Outlook**

- External and Internal services.
- Restructure company.

# Al Ports and Terminals Company Limited





#### Ports and Terminals: Performance



<b>Unit: Million Baht</b>	2012	2011
Total Revenues	48.69	58.63
Total Expenses	64.38	73.54
EBIT	-15.69	-14.91
Finance Costs	18.16	17.21
Tax Expenses	0	0
Net Profit (Loss)	-33.85	-32.12

#### Ports and Terminals: Summary



# Year 2012 Highlights

Utilization capacity at 50%

# **Outlook**

- Utilize Storage capacity with Crude palm oil.
- Restructure company.



# Questions and

# **Answers**

**Contact: Khun Thanit Thareratanavibool** 

ir@asianinsulators.com Tel.: 02-517-1451

http://www.asianinsulators.com

#### Disclaimer



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.