

The logo for LOHAKIT, featuring the word "LOHAKIT" in a bold, blue, sans-serif font. The letter "O" is stylized with a white horizontal bar through its center. The background of the entire slide is a blue-tinted photograph of a large industrial manufacturing plant with various machinery and workers.

LOHAKIT

In Quality, We Trust

LOHAKIT Metal PLC Opportunity Day

29 November 2011

Presented by

Mr. Prasarn Akarapongpisak

Mr. Anan Manatchinapisit

Vehicle Update : Mega flooding widely impact supply chain

The vehicle sector's capacity utilization

- Overall capacity use stumble again
 - Year 2010 used 80.9%
 - Q1'11 used 83.9 %
 - Q2'11 used 61.0 %
 - Q3'11 recovered from Tsunami effect, **used 90.3%**
 - **Q4'11 volume in manufacturing, disappeared by $\frac{3}{4}$ of market during flooding. Main problem occurred with part manufacturer in distributing vehicle parts. Temporary relocation of some vehicle models is possible.**
- In 2011, vehicle production unit may stand around 1.5 mil units from the first estimation at 1.8 mil units.
- Direction in 2012, industry will be recovered back on track to the previous production plan of 2 mil cars.
- Motorcycle didn't get direct flooding impact but their parts maker also impacted.



Flooding effect is not yet over but expected only short term impact and recover process will be quick from industry strength.

Other industrial update: Industrial cycles are in different stages



- Electrical appliances sector utilized its higher level of average production capacity at 77.5% in H1 2011, up from 67.9% in 2010. Q3'11 down to 71.6% to its full capacity. The overall trend is shrinking.

- Flooding will unable manufacturer of 5 estate in Ayudhaya to produce and distribute in time and hardly impact Q4'11.

- Construction slightly declined its average capacity to 64.2% in H1 2011, down from 64.5% in 2010. Q3'11 nod to 68.9%. In addition, industry may take advantage over flooding impact.



Flooding make consequence to industry supply chain.

Agenda

Business & Performance Highlight



LOHAKIT
In Quality, We Trust

1st Half 2011/12 : Recover in domestic sales after Tsunami

(Highlight : Apr'11-Sep'11)

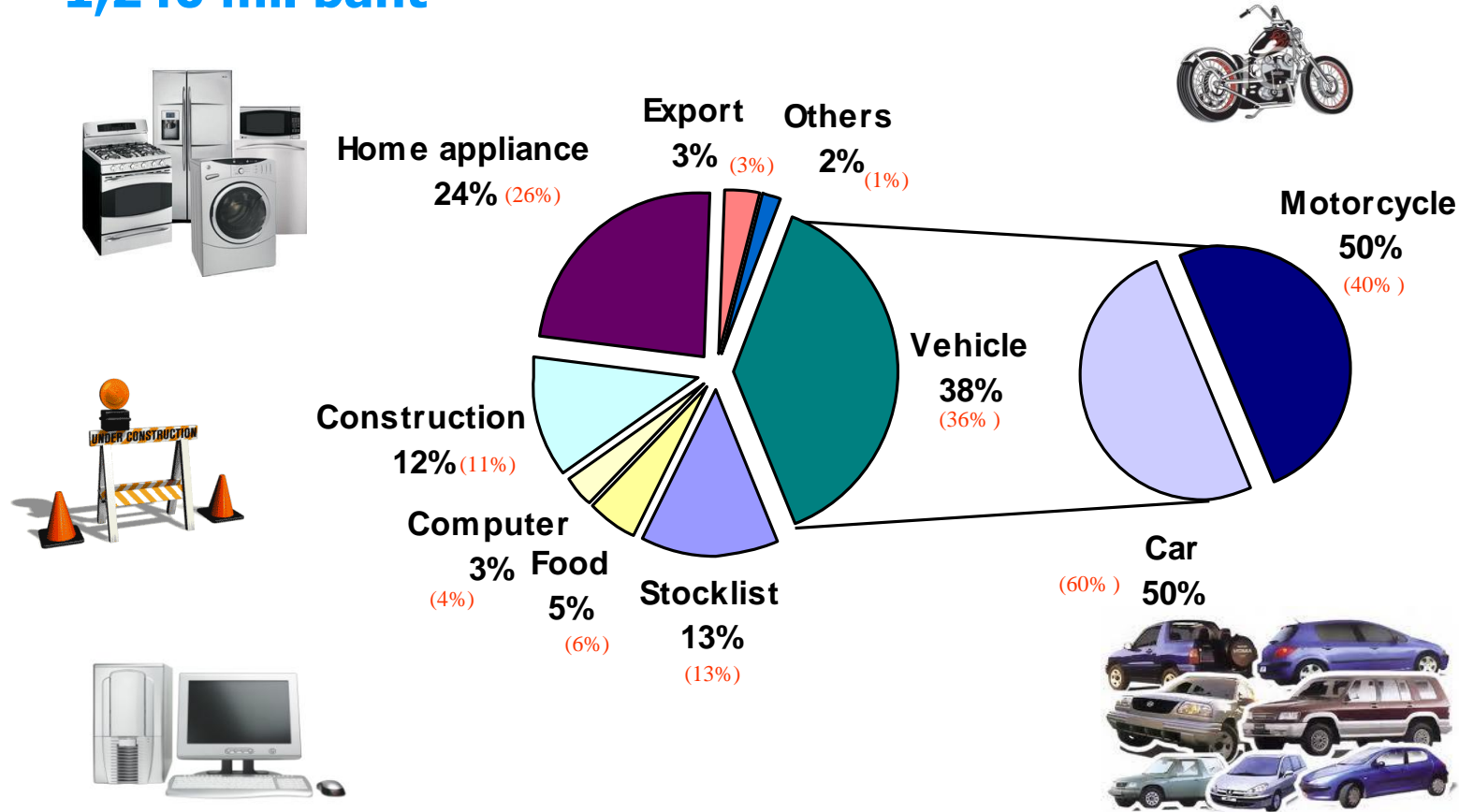
Consolidation : Group basis

- Revenue reach 1,256 mil (totaling from 1,240 mil sales and 16 mil other income), up 6.4% from 1,180 mil in previous year.
- Domestic and Export Sales up by 6.4% and 16.0% respectively
- Net profit at 60 mil down from 73 mil in previous year due to additional charges - MI 14 mil but nil in previous year
- Profitability (GM) decreased to 11.5% from 11.7% in previous year.
- EBIT and EPS were at 7.8% and 0.19 baht from 8.2% and 0.23 baht in previous year respectively.
- Slightly weaken in liquidity by dividend paid, current ratio at 1.78 time and D/E ratio at 0.80 time

Customer's Sectors

(%) = Last year 4/10 – 3/11

- Conso Sales (4/11 – 9/11) : 1,240 mil baht

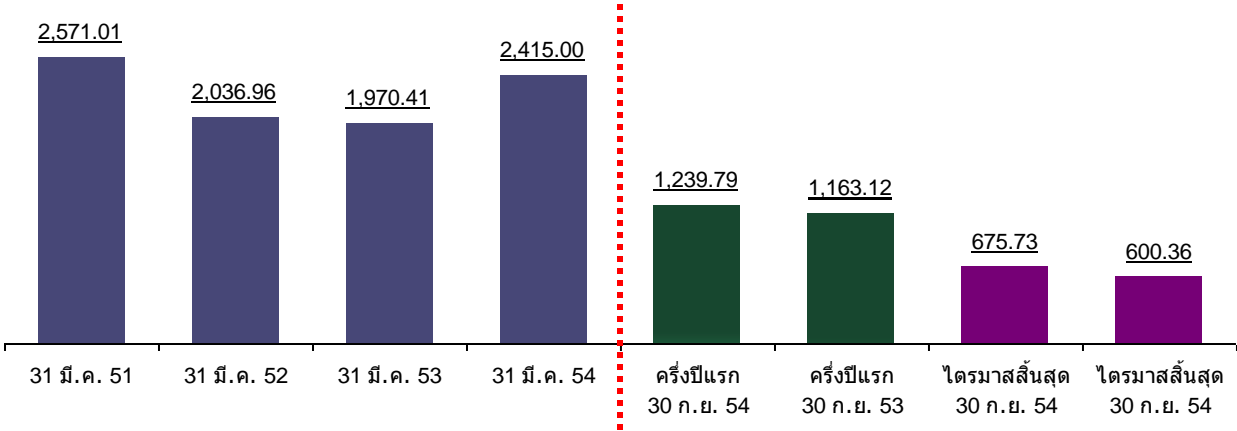


Agenda

LOHAKIT Financial Highlights

Financial highlight

- **Total Sales (mil baht)**



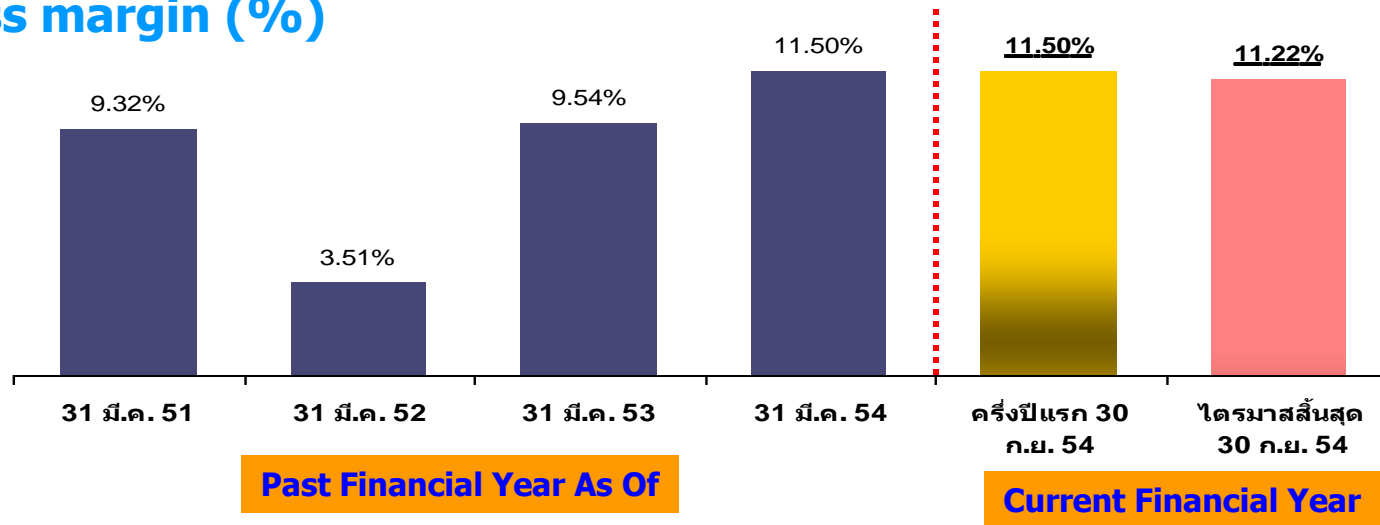
Past Financial Year As Of

Current Financial Year

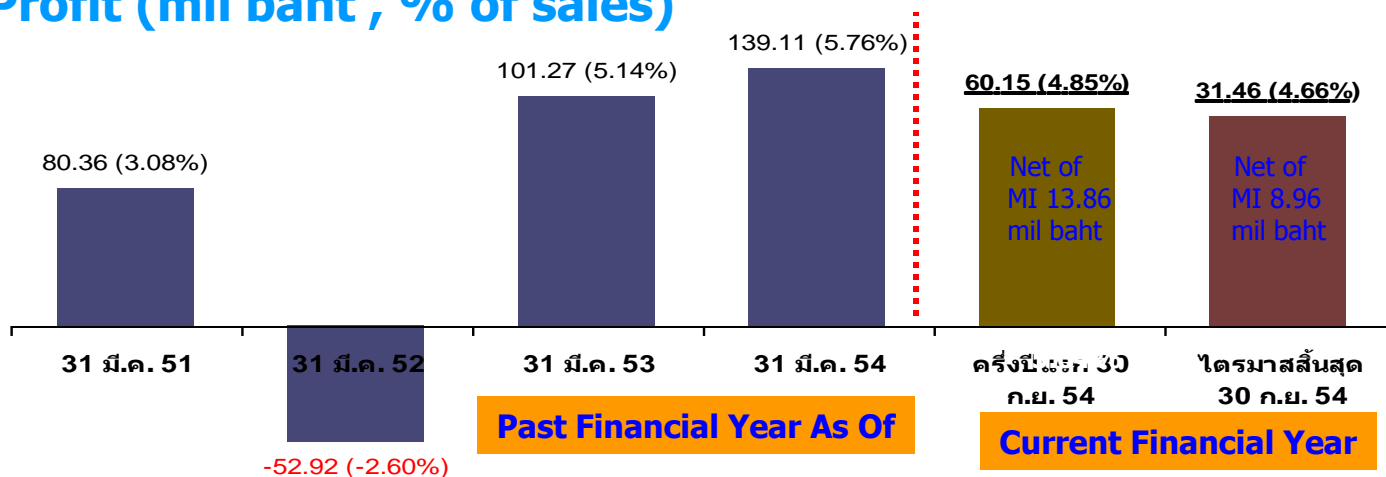
Note: Accounting period start April 2011 to March 2012

Financial highlight

- Gross margin (%)



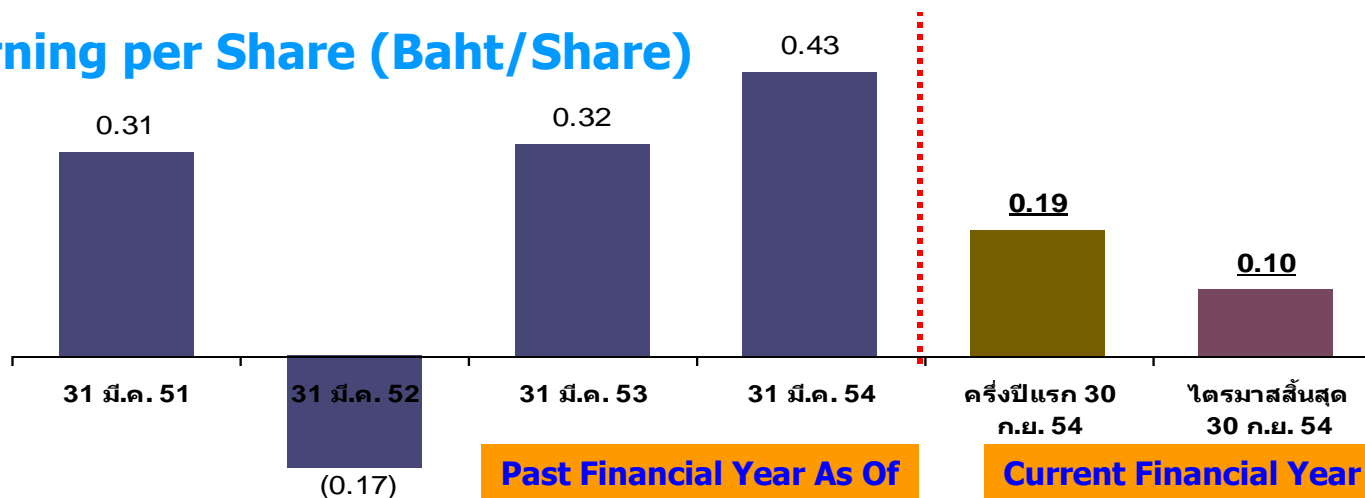
- Net Profit (mil baht , % of sales)



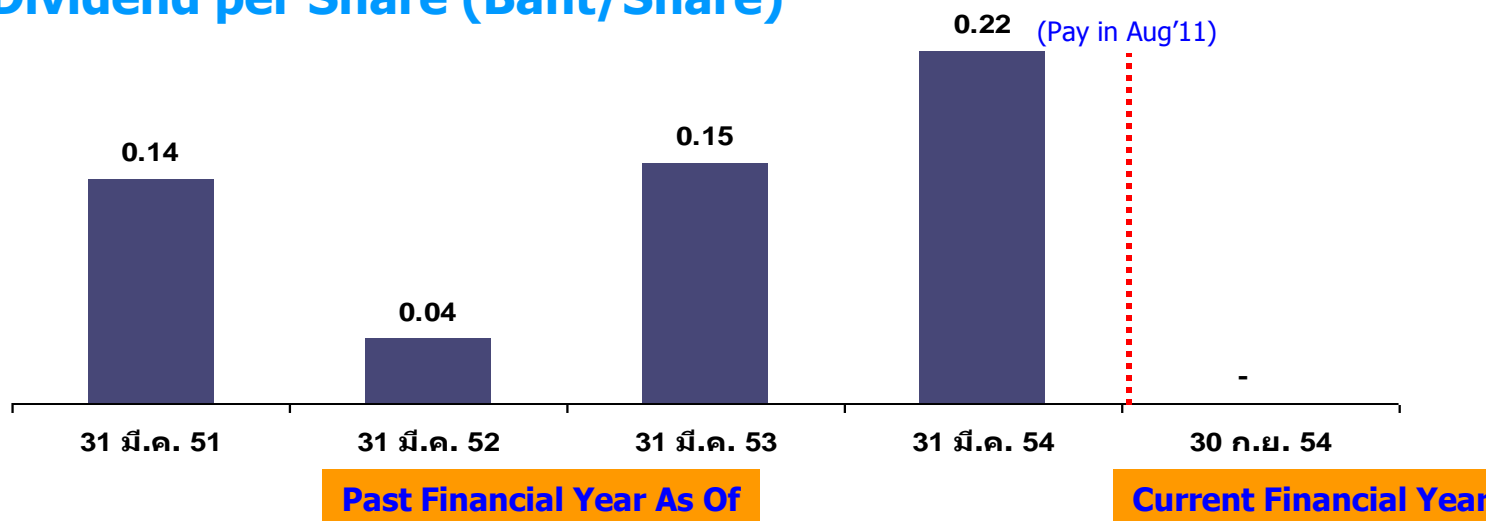
Note: Accounting period start April 2011 to March 2012

Financial highlight

- Earning per Share (Baht/Share)



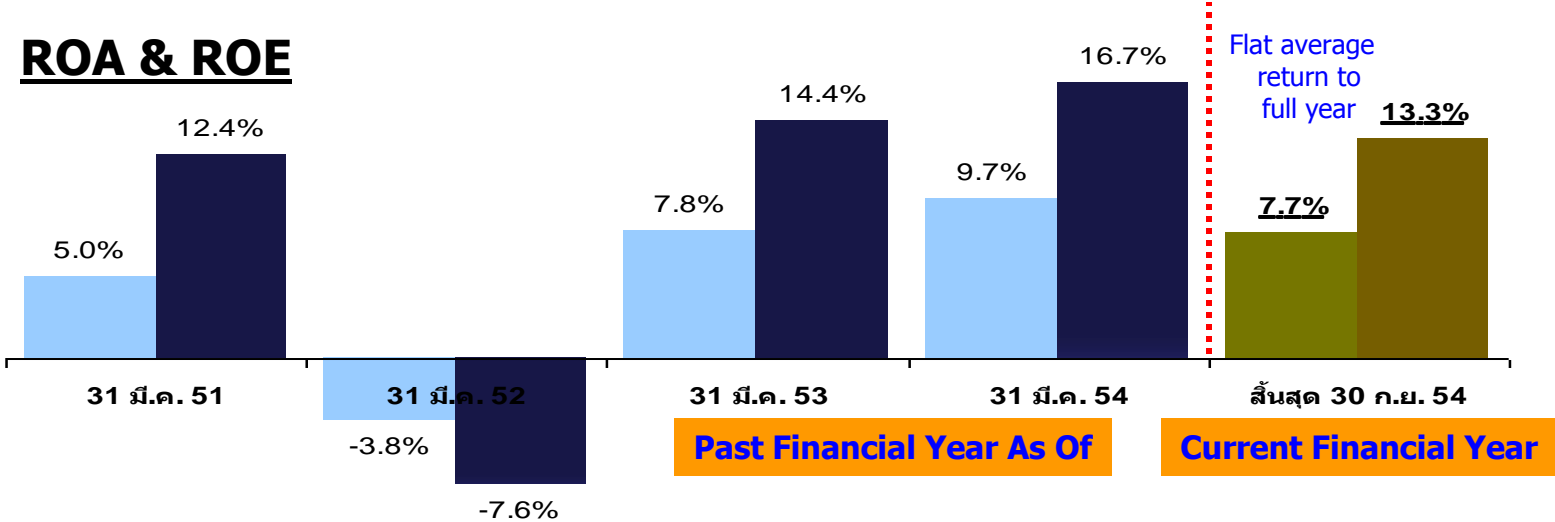
- Dividend per Share (Baht/Share)



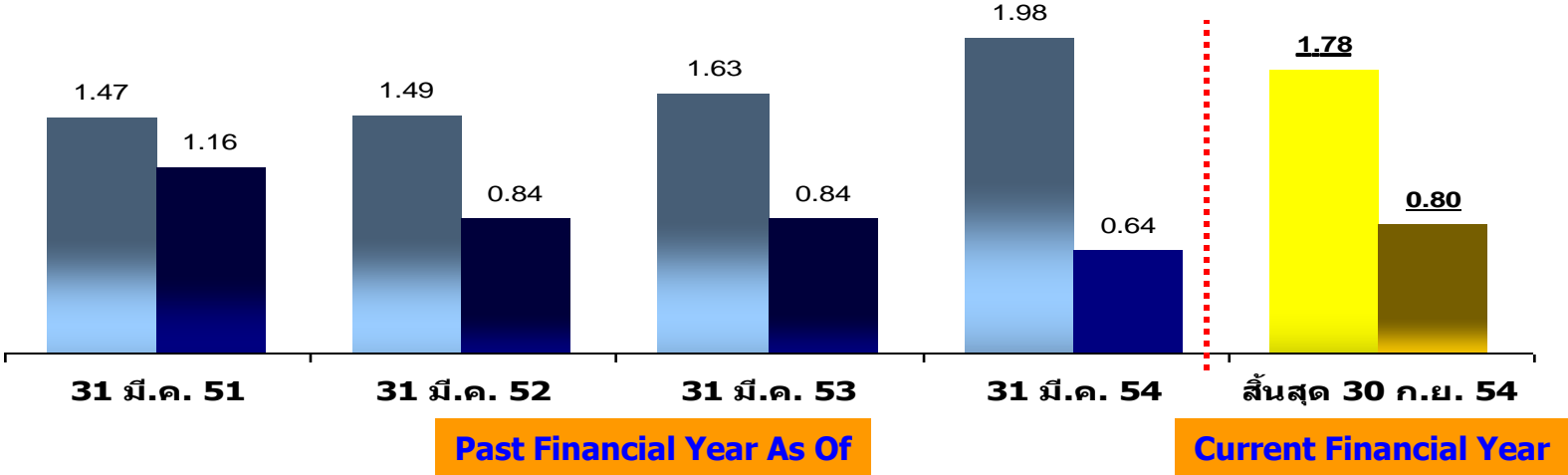
Note: Accounting period start April 2011 to March 2012

Financial highlight

- ROA & ROE**



- Liquidity ratio & D/E ratio**

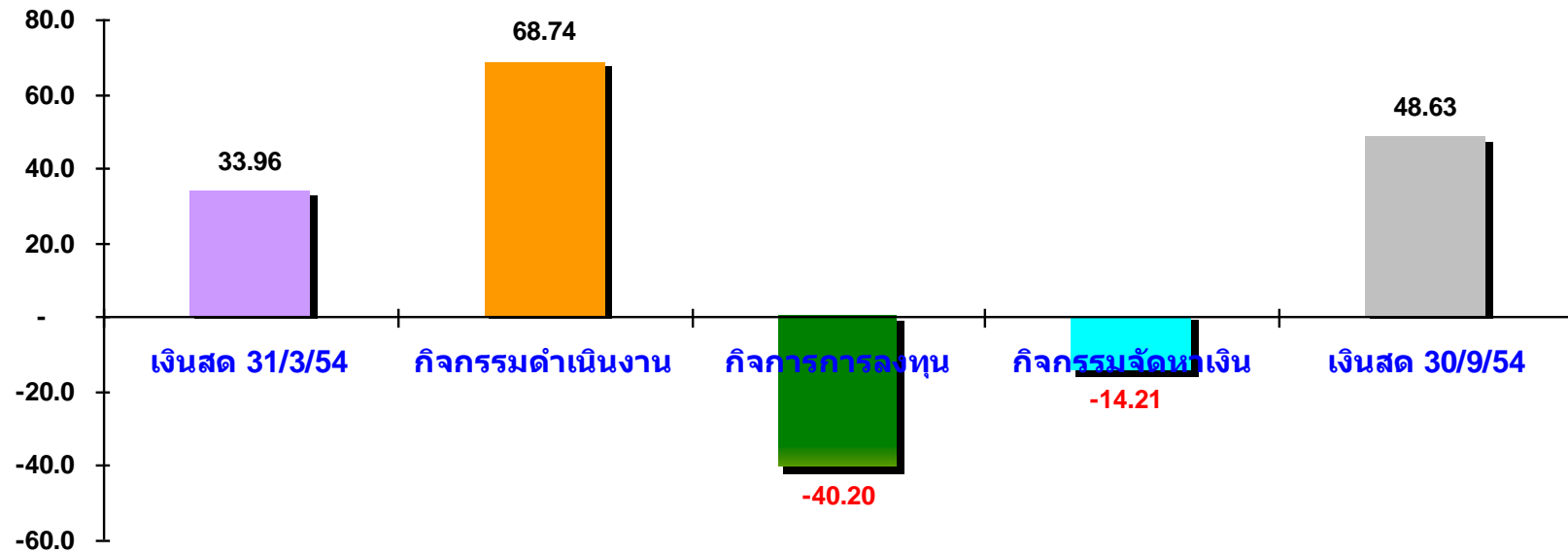


Note: Accounting period start April 2011 to March 2012

Financial highlight

- Financial Cash flow (Consolidated)

M. THB



Note: Accounting period start April 2011 to March 2012



LOHAKIT

In Quality, We Trust

Q & A