

SiS Distribution (Thailand) PCL

Q3 '10 Earning

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General Information



- Business : Wholesales IT Distribution
 - Issued and paid-up Share Capital : 206.8 MB
 - Listed Date : 21 June 2004
 - IPO Price : 4.15 baht @ Par 1.00 baht
 - Total Equity : 1,147 MB (30 Sep 10)
 - Employee : 468 (Nov 10)
 - Customer : 4,450 (2009)
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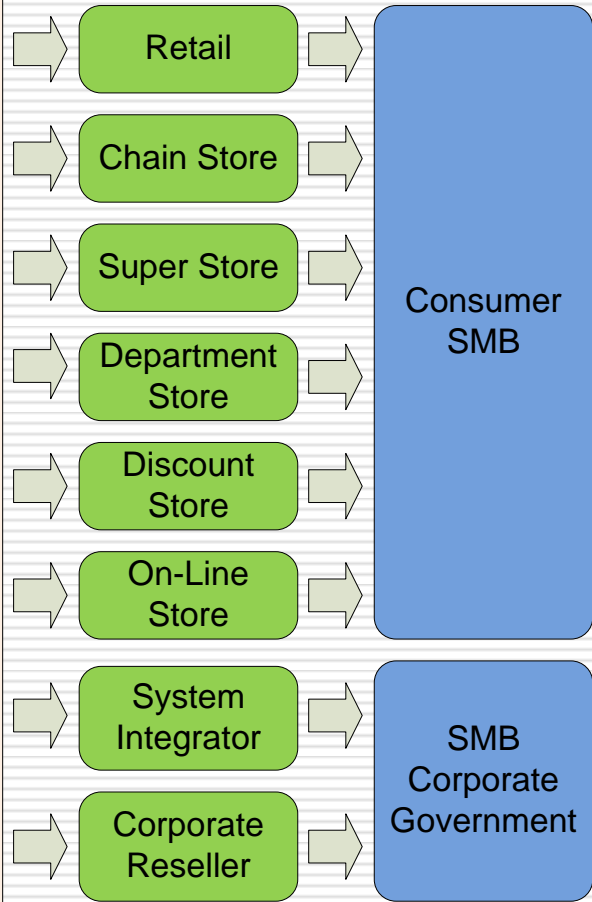
Business Model



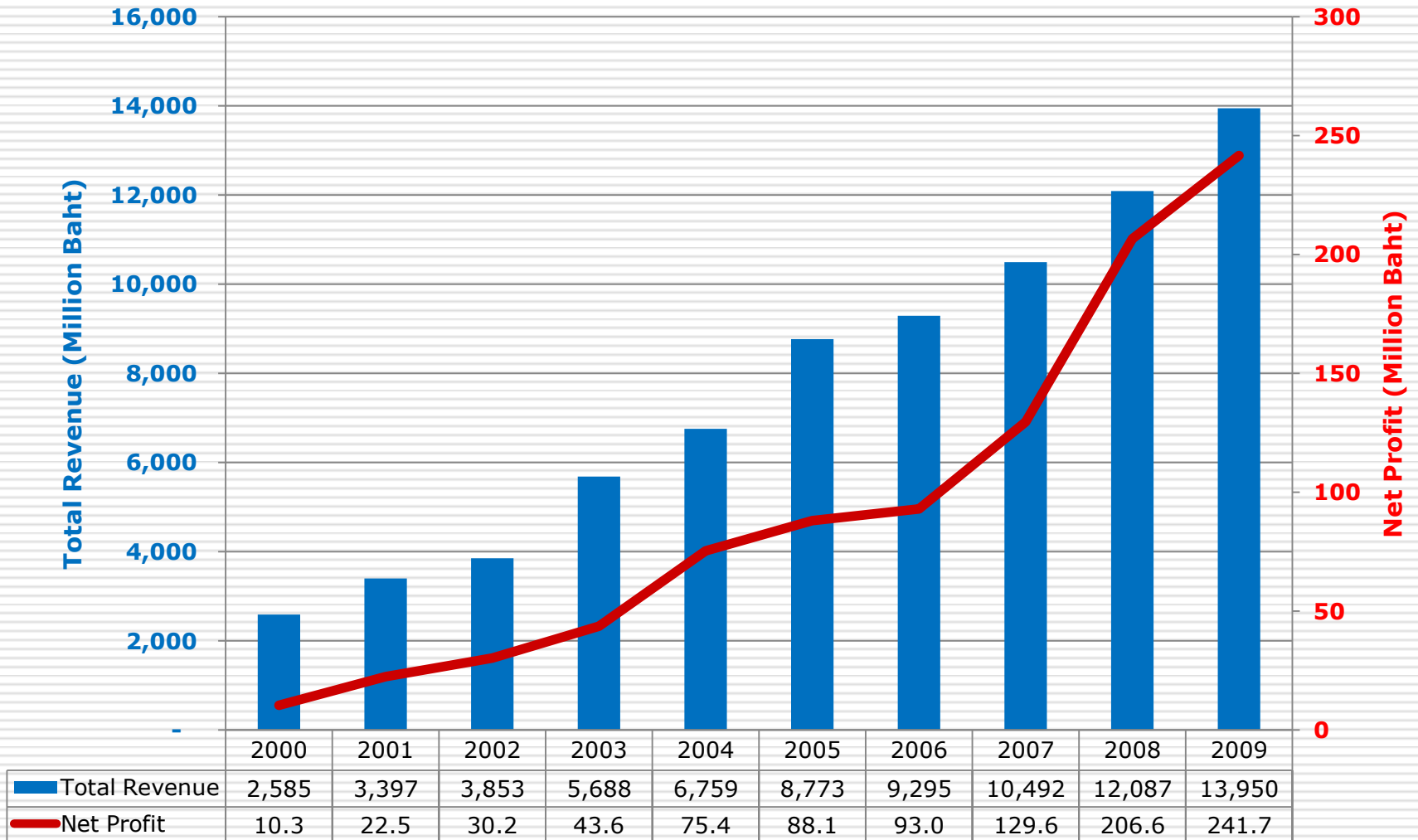
Vendor/Manufacturer (~70)



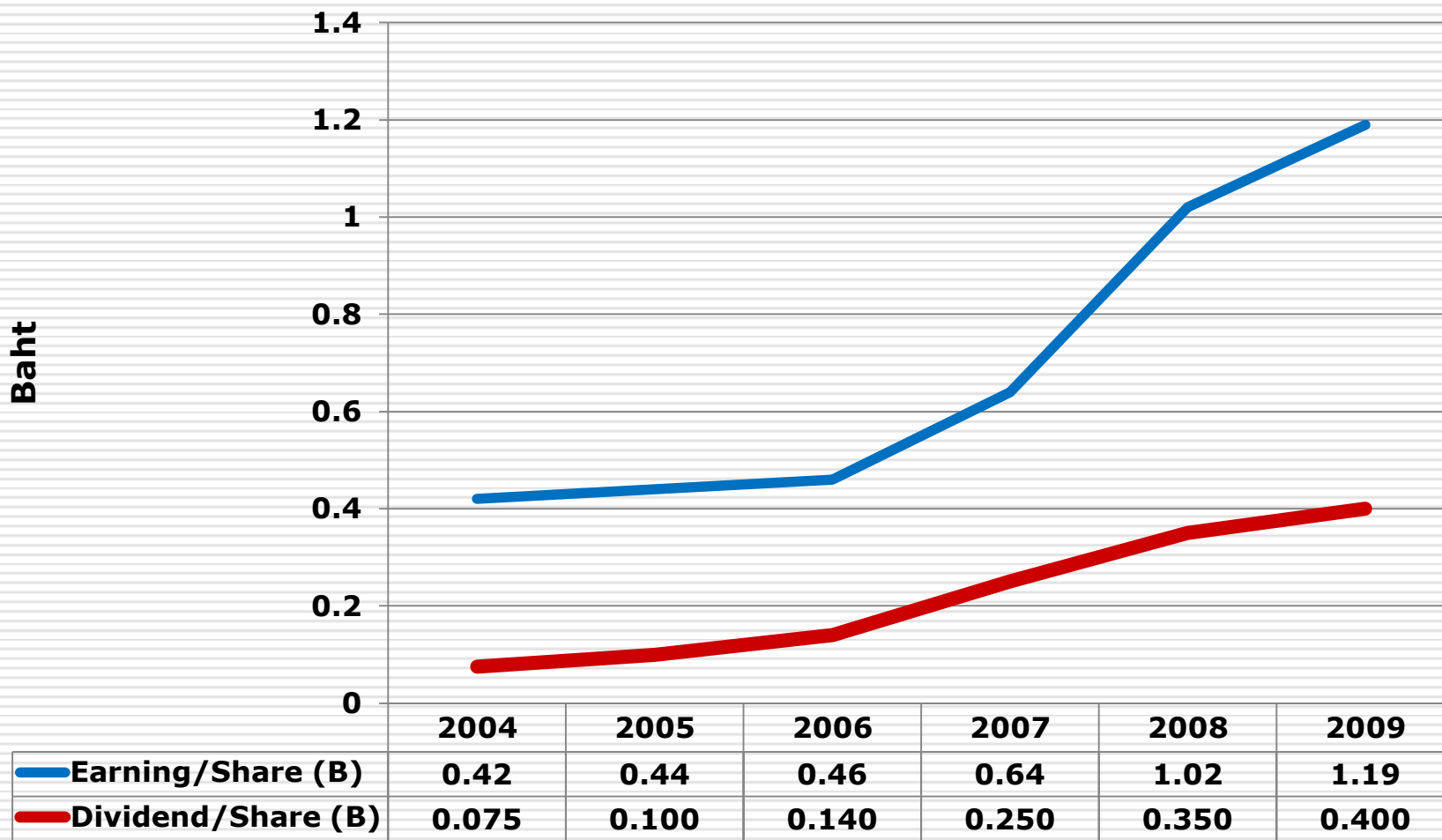
Dealer/Reseller (~4,500)



Total Revenue and Net Profit



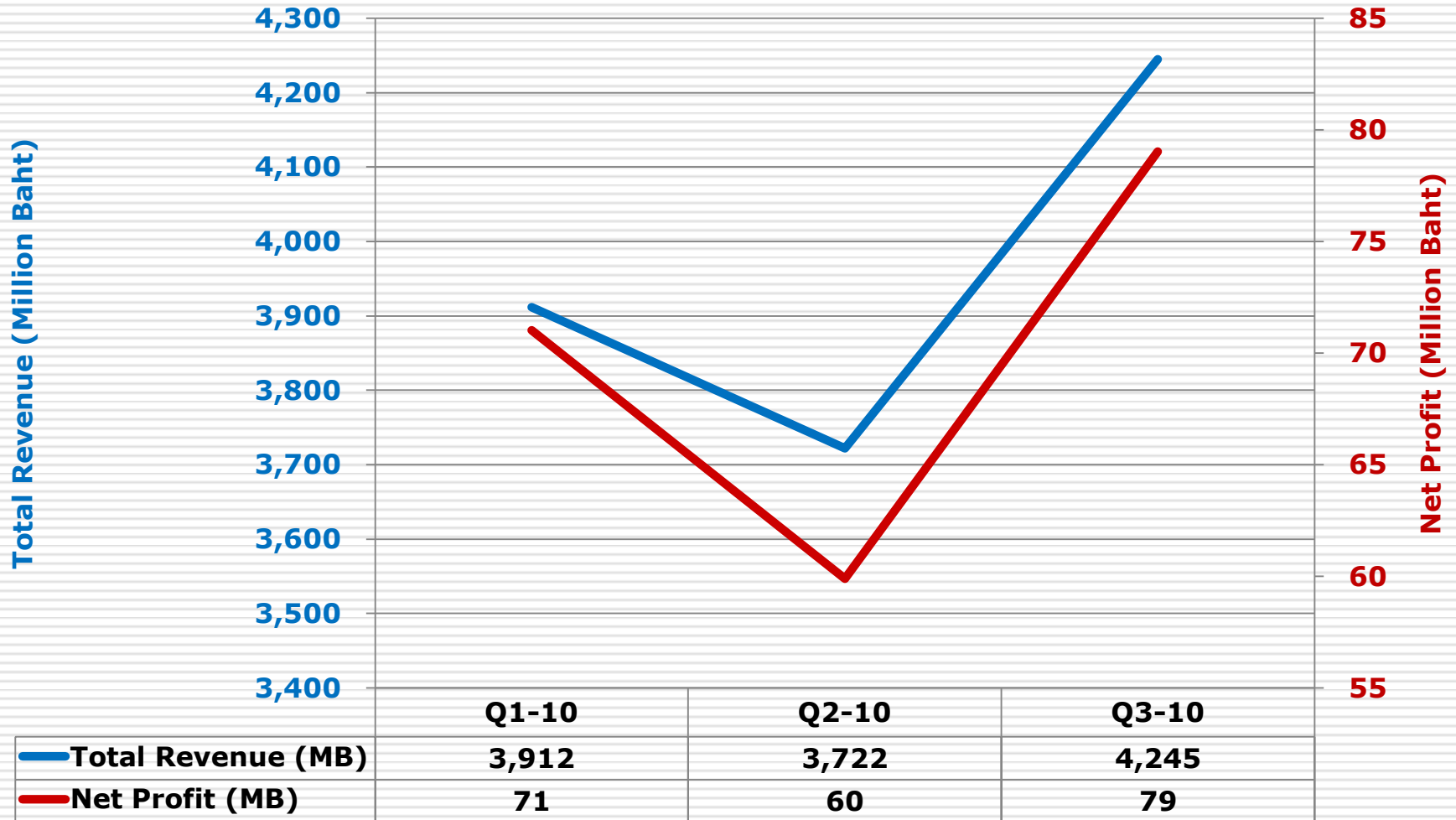
Earning and Dividend



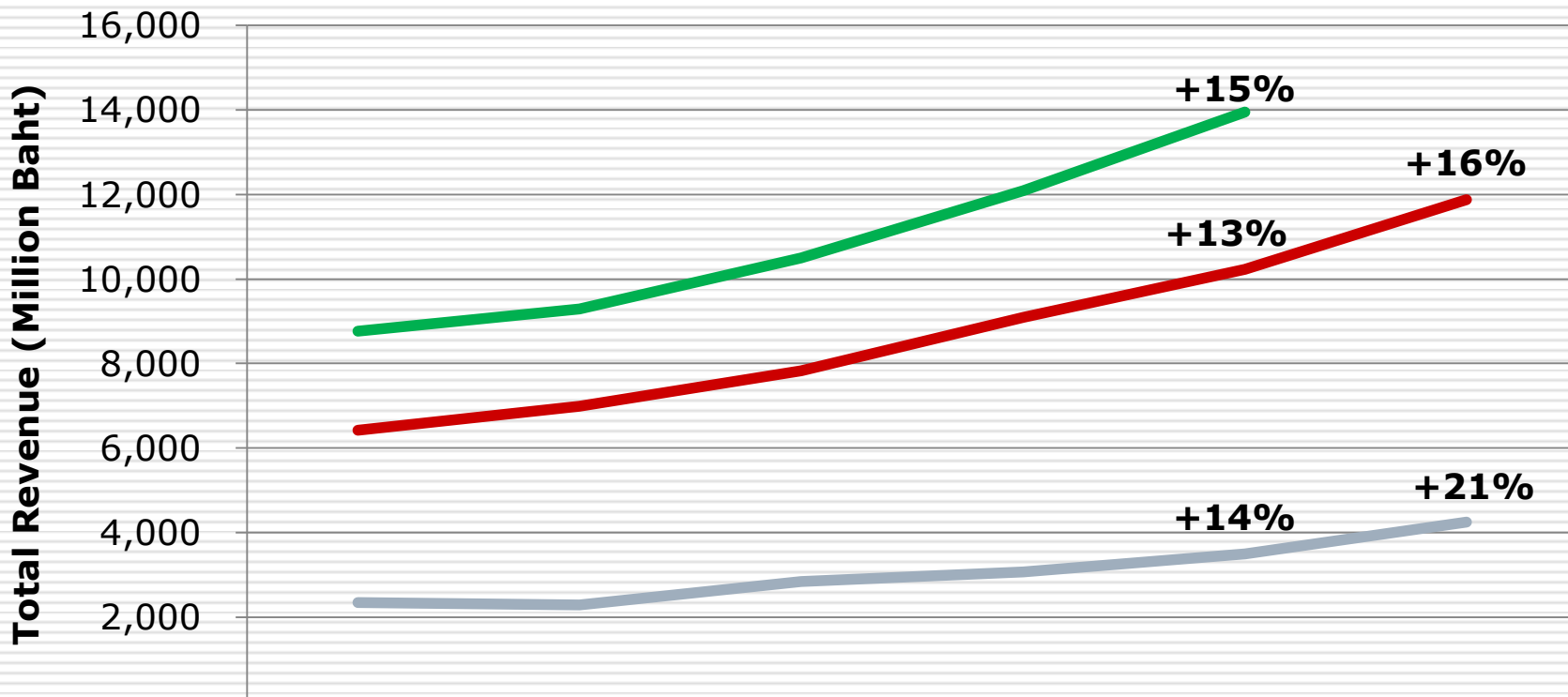
Q3 '10 Earning



Quarterly Revenue & Profit

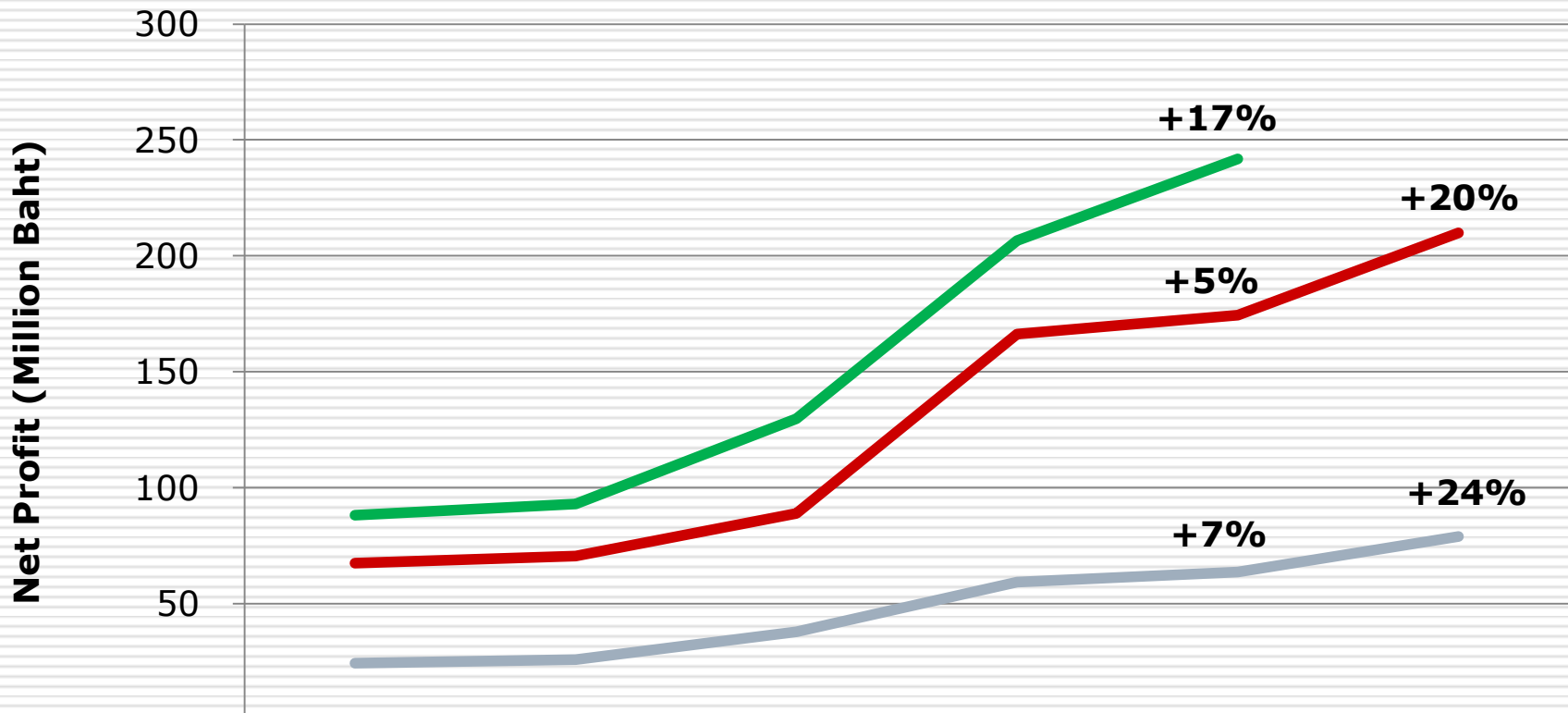


Q3 '10 Total Revenue



	2005	2006	2007	2008	2009	2010
Q3	2,351	2,296	2,841	3,076	3,496	4,245
9-Months	6,426	6,990	7,825	9,086	10,232	11,879
Annual	8,773	9,295	10,492	12,087	13,950	

Q3 '10 Net Profit



	2005	2006	2007	2008	2009	2010
Q3	24	26	38	59	64	79
9-Months	68	70	89	166	174	210
Annual	88	93	130	207	242	

Q3 '10 Balance Sheet - Asset



Balance Sheets - Asset

	30 Sep 10	30 Jun 10	31 Dec 09
Current Assets			
Cash and Cash Equivalents	78,467	20,012	53,661
Accounts Receivable	2,123,229	2,505,791	1,823,702
Average Collection Period (days)	46.3	61.2	43.2
Inventories	1,216,341	951,415	919,280
Days Sales of Inventory (days)	24.0	24.7	23.9
Other Current Assets	119,501	88,363	71,577
Total Current Assets	3,537,538	3,565,581	2,868,219
Non-Current Assets			
Other Long Term Investment	51,030	51,030	51,030
Equipment	39,208	35,686	35,700
Intangible Assets	15,235	15,432	9,008
Other Non-Current Assets	24,501	17,455	19,307
Total Non-Current Assets	129,974	119,603	115,045
Total Assets	3,667,512	3,685,184	2,983,264

Unit : `000 Baht

Q3 '10 Liabilities & Equity



Balance Sheets - Liabilities and Equity

	30 Sep 10	30 Jun 10	31 Dec 09
Liabilities			
Loans from Financial Institutions	1,334,878	1,599,375	907,332
Loan/Equity	1.16	1.50	0.91
Accounts Payable	978,624	824,962	905,219
Days Payable Outstanding (days)	22.9	21.8	20.9
Accrued expenses	96,838	71,546	70,965
Other current liabilities	106,527	119,828	98,720
Non-current liabilities	3,576	1,440	1,734
Total liabilities	2,520,443	2,617,151	1,983,970
Equity			
Issued and paid-up share capital	206,796	206,796	203,174
Share premium	148,570	148,570	133,105
Retained earnings	791,703	712,667	663,015
Total equity	1,147,069	1,068,033	999,294
Total liabilities and equity	3,667,512	3,685,184	2,983,264

Unit : '000 Baht

Q3 '10 Earning



Statement of Income

		Q3 10	Q2 10	Q3 09
Revenue	Sales of Goods and Services	4,179,112	3,702,579	3,479,398
	Other Income	34,417	19,797	16,429
	Foreign Exchange Gain	31,254		
Total Revenue		4,244,783	3,722,376	3,495,827
	<i>Growth</i>		14.0%	21.4%
Expenses	Cost of Sales and Services	3,952,165	3,481,702	3,280,789
	Selling and Admin. Expenses	168,776	148,320	122,238
Total Expenses		4,120,941	3,630,022	3,403,027
Profit before Interest and Tax		123,842	92,354	92,800
	Finance Costs	9,862	10,413	7,540
	Income Tax	34,944	22,045	21,628
Profit for the Period		79,036	59,896	63,632
	<i>Growth</i>		32.0%	24.2%
	Basic Earnings per Share (baht)	0.38	0.29	0.31

Unit : '000 Baht

Jan – Sep '10 Earning



Statement of Income

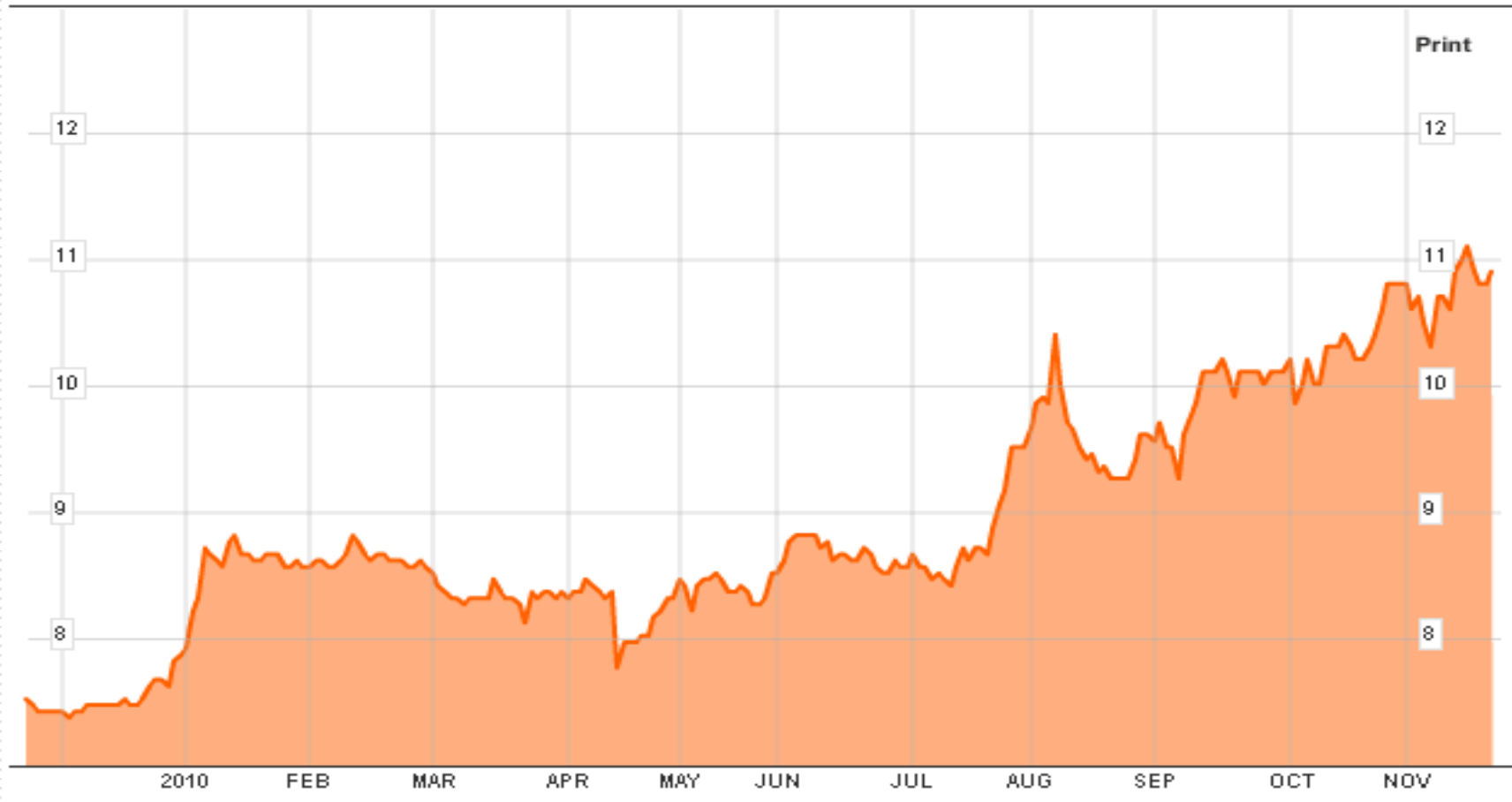
	Jan-Sep 10	Jan-Sep 09	Change
Revenue			
Sales of Goods and Services	11,756,251	10,176,556	15.5%
Other Income	122,694	55,503	121.1%
Total Revenue	11,878,945	10,232,059	16.1%
Expenses			
Cost of Sales and Services	11,085,786	9,615,270	15.3%
Selling and Admin. Expenses	466,713	352,055	32.6%
Total Expenses	11,552,499	9,967,325	15.9%
Profit before Interest and Tax	326,446	264,734	23.3%
Finance Costs	29,100	21,541	35.1%
Income Tax	87,388	68,873	26.9%
Profit for the Period	209,958	174,320	20.4%
Basic Earnings per Share (baht)	1.02	0.86	19.1%

Share Price Chart

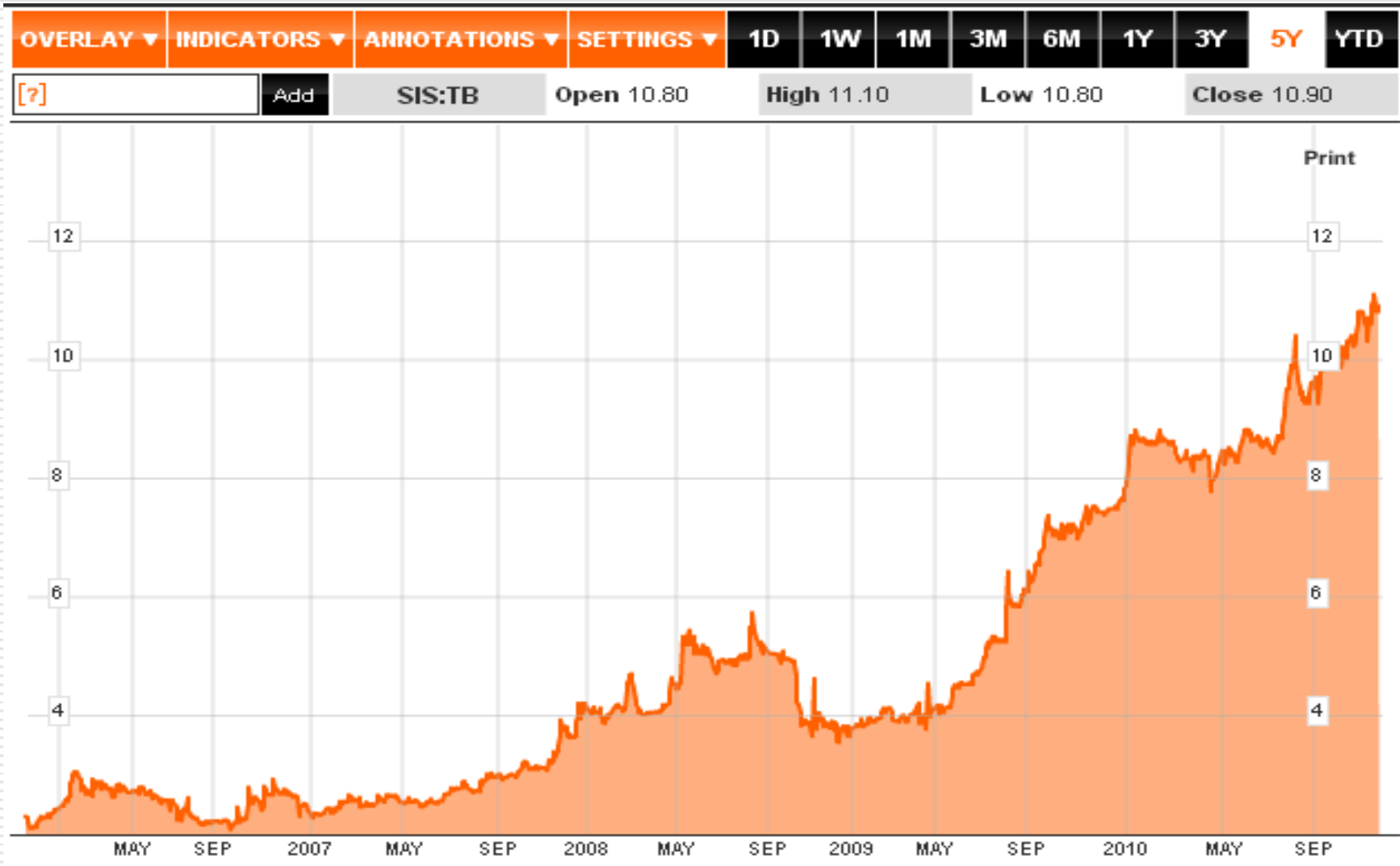


OVERLAY ▾ INDICATORS ▾ ANNOTATIONS ▾ SETTINGS ▾ 1D 1W 1M 3M 6M 1Y 3Y 5Y YTD

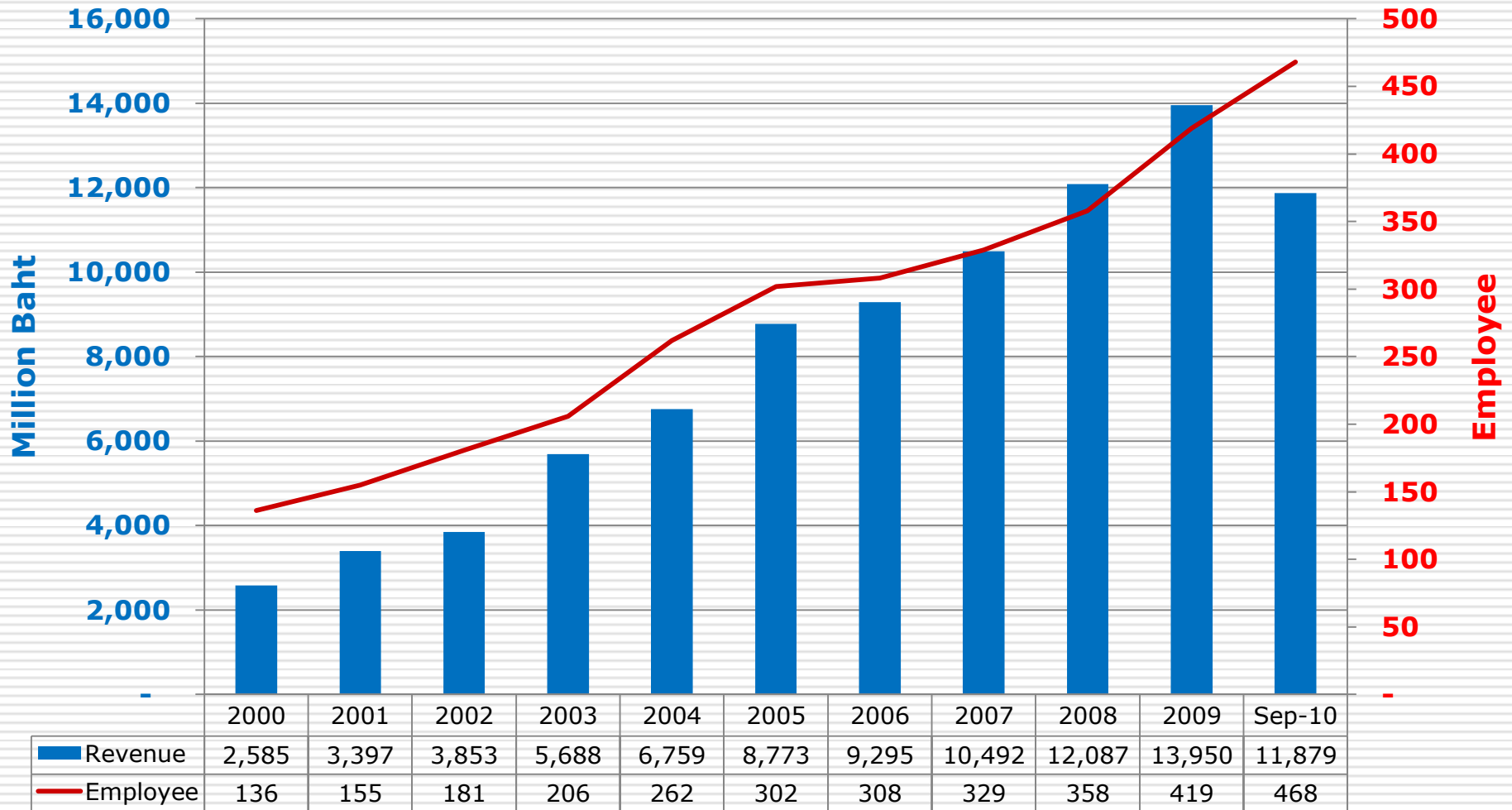
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Share Price Chart



Revenue & Employee



Outlook for Q4 '10 and 2011



- Q4 will follow seasonal pattern, similar/slightly lower than Q3
 - Estimated 2011 Thai GDP = 4.0%
 - Estimated Thai IT Industry growth = 8%
 - Weak US, lower IT product cost/price
 - Low IT penetration
 - SiS with strong product line of
 - Notebook
 - Smart Phone
 - New Category
 - Tablet (iOS, Android, QNX)
 - Netbook (Chrome OS)
 - Media Player
-

New Product





BlackBerry
Curve 8520



BlackBerry
Curve 9300



BlackBerry
Bold 9700



BlackBerry
Torch



BlackBerry
Bold 9780



พบกับโทรศัพท์สมาร์ทโฟน
BlackBerry® Torch™
9800 ใหม่ >

ที่ใช้ BlackBerry® 6

The advertisement features two views of the BlackBerry Torch 9800. On the left, the phone is shown upright, displaying its home screen with various application icons such as Phone, BlackBerry Messages, Browser, Camera, App World, BlackBerry Maps, Social Feeds, Facebook, Twitter, MySpace, and MySpace. The screen also shows the date 'Thu May 20', the time '12:21', and the signal strength indicator. On the right, the phone is shown lying flat, highlighting its sleek, metallic design and the camera lens. The background is dark with a subtle red glow, and the text is in white and light blue.

Q & A



Thank You
