



บริษัท กัณยงอีเลคทริก จำกัด (มหาชน)

KANG YONG ELECTRIC PUBLIC COMPANY LIMITED

Q & A

for Q1/FY2010



Q – Why the figures of ROE or Net profit (2009/2008) up by significant?

A The main factors are

- 1) Total Sales up from last year due to product mix & exchange rate.
- 2) Dividend received from investment increased.
- 3) The cost of good sold decreased from VA activities.



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Q – Dividend from investment in Q1 FY2010 decreased too much. From where? Why...?

A – The receive of the dividend from investment has been delayed. Total amount of dividend is depend on each company's policy.



Q - Cash ~2,400 MB, How KYE manage?

- What way to build benefit in the future?
- What special dividend or investment, how...?

A - We do not think about special dividend.

The utilization of cash amount will be allocated for products development, improving in manufacturing & facilities, and new market development.



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Q – Currently production run full capacity?

A - Currently capacity is nearly full, the extension will be increased if necessary.



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Q - How is the trend of next half year?

A - We intend to have the growth of business as well as uptrend in economic situation.



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Q – Cheaper wage such as Vietnamese is the threat for KYE business or not?

A - If they achieve high quality and performance as same as us, it is threat for us.

If their advantage is only cheap price, it is not threat.



Q – If analysis about customer behavior in better trend? Or same? if compare with previous economic crisis.

A - Uptrend of the confident sensitive index has been increased confidential.
In addition, Gov. budget has distributed all area.
This could lead to the purchasing power up.



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Q - As KYE export more 60%, what affect is about exchange rate from foreign currency?
How KYE do for this matter?

A – The company has a system covering monitoring and managing this risk.



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Q – When KYE penetrate to Asean? Or Which markets has already existed.

A - We have already exported, however some area that we can expand furthermore to coverage such as Vietnam, Indonesia.



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Q – What is a new expansion plan or new factory?

A – Existing facilities have enough to covering the future through build-up effectiveness & efficiency such as Just In Time (JIT) activities.



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Q – MITSUBISHI ELECTRIC has production base in other countries in Asean or not?

- It is affected to KYE export to Asean, or not?

A - In Asean, no manufacturing base same KYE business and no effects to KYE.

On contrary, this is chance for KYE in future.



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Q - How impact to company about pricing of Aluminium or Copper?
How executives manage to this?

A - Even the pricing trend is going up or down, will be impacted to KYE cost. We have activities to manage for cost reduction.



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Q – Sales of Bottom freezer type more than conventional types or not?

A - Currently sales of Bottom freezer type is occupied higher.



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Q – By conditions of social problem such as Maptaphut case. Whether Japanese investors may decide to give up join-ventured business or not?

A – It is hard to say about other Japanese companies mind. But for us, we will continue our business in Thailand and with Thai people.



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Q – Do Board of Directors has policy of split par value of KYE stock?

A – Up to now, it is not necessary for this matter.



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Q - How is the trend of company - up or down?
Investors afraid that KYE back to loss
(previous 4-5 years - always loss).

A - Our company business is increasing in recent
years.
Our effort is to do our best for making
sustainable profitability.



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Q – How is growth of revenue FY2010? How much?

A - As economic trend is going up, this can be contributed to achieve the result as our attention.



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Q - What is an idea of KYE do for substantial business and having profitable?

A - We drive our power for development, improvement, cost reduction, and business innovation.



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MITSUBISHI
ELECTRIC

THANK YOU