

SVI PUBLIC COMPANY LIMITED

Head Office / Chaeng Wattana Factory
33/10 Moo 4, Chæng Wattana Road,
Pakkred, Northaburi 11 120, Thailand
E-mail: office@svi.co.th http://www.svi.co.th
Phone: (662) 5745671 Fax: (662) 5745672-3

Bangkradi Factory 141 Moo 5 Bangkadi Industrial Park, Tiwanon Road, Bangkadi, Muang Pathunthani 12000, Thailand Phone: (662) 9636401 – 10 Fax: (662) 9636409







Attachment to the Minutes of the Annual General Meeting of Shareholders No. 1/2011

Held on Wednesday, April 27, 2011 At Grand Conference Room, SVI Public Co., Ltd., 3rd floor, 142 Moo 5, Tiwanon Road, Bangkadi, Pathumthani.

During the meeting, there were some questions asking from shareholders related to the company's businesses by the followings:

Khun Patcharin Charnmetha had the following questions:

- 1. Was the factory in Tianjin, China, granted a promotion privilege?
- 2. When would be the promotion privileges granted in Thailand expired?
- 3. Why did the company move the headquarter from Changwattana Road to Bangkadi Industrials Park. When would it be effective?
- 4. Was there any impact to the company's revenue related to the strengthen of Thai Baht.

The CEO explained that:

- 1. The factory in Tianjin, China, had been granted promotion privileges. The purpose to have factory in China was to secure Customers' confidence, in case, if the plants in Thailand could not produce their products due to any uncertainty situation.
- 2. The current promotion privileges granted by BOI were based on an investment of each project. Since the Company invested continuously, the tax exemptions had been incorporated with those projects.
- 3. The objective to relocate the headquarter from Changwattana Road to Bangkadi Industrials Park was to save costs and improve efficiency in the communication and coordination of the Company's operation. It would be effective once the Shareholders approved in this meeting.
- 4. In relation to the strengthening of Thai Baht, the USD revenue converted to Thai Baht was proportionally reduced. However, the Company imported materials in USD, hence, the impact was not significant.

Khun Peerayut Luangwarinkul had the following questions:

- 1. How did the Company solve material shortages and direct labors constraint in 2010?
- 2. What was the objective for setting up the Free Zone?
- 3. What kind of strategy did the Company consider to expand its business? Was it vertical or horizontal?
- 4. How many % of revenue would be generated by the medical product in the future?

The CEO explained that:

1. The issue on materials shortages had been relieved as the manufacturers increased their capacities gradually, whereby the Company set up a subsidiary in Taiwan to source the required materials in Asia. Regarding direct labors constraint, it was now minimized, since the Company had been paying them at higher rate than minimum wages set by the government and giving them the opportunity to work overtime.



SVI PUBLIC COMPANY LIMITED

Head Office / Chaeng Wattana Factory 33/10 Moo 4, Chaeng Wattana Road, Pakkred, Northaburi 11 120, Thailand E-mail: office@svicoth http://www.svi.co.th Phone: (662) \$745671 Fax: (662) \$745672-3 Bangkradi Factory

141 Moo 5 Bangkadi Industrial Park. Tiwanon Road, Bangkadi, Muang





Pathumthani 12000, Thailand Phone: (662) 9636401 - 10 Fax: (662) 9636409

2. Dr. Suvarn Valaisathien, The Chairman of the Meeting, clarified the question in item 2 that the free zone was controlled by the customs officer outside the ports. Those imported goods, materials and machine could be released at our Free Zone. We didn't need to declare at the air port or sea port, in which the customs duty, excise tax, and value added tax were exempted.

The CEO explained that:

- 3. The Company had both vertical and horizontal strategies; however, we had to consider the pros and cons carefully. The investment on vertical business can support the Company's production cost saving. Since the company had been expanding, the volumes, ordered by our customers were getting larger; therefore, we had to give them some discounts. Such that, if we could produce some parts on our own at cheaper costs, we would be able to sustain our profit margin.
- The Company's revenue generated by the medical product was expected to increase from 4% in 2010 to 10% of the total revenue in the future.

Khun Rittichai Yibcharoenporn had the following questions

The expansion of niche product was mainly contributed by high-technology IP camera. What was the Company's strength to compete with others? What was the market growth rate? How can the Company sustain this business?

The CEO explained that:

Our niche products were selling in the Niche Market which was not a large market. There were many kinds of products manufactured by the Company to support the demand in the Niche Market. Regarding the IP camera, it was a high-technology product compared to the analog system. This product was mainly installed at airports and important places. The production process had been developed by the Company and customers for many consecutive years. Our strength was the services; in which, we can provide all supports as required by the customers.

Khun Siriporn Siripaiboon had the following questions:

- 1. Was production cost in Tianjin, China, lower than Thailand?
- 2. In order to achieve the better understanding, whether the Company could provide in the Annual Report next year, where the types of business and products were illustrated as they were presented in the AGM.

The CEO explained that:

- 1. Production cost in Tianjin, China, was higher than Thailand due to lower volumes produced.
- 2. We would consider the suggestion in item 2 for preparing the Annual Report next year.

13



SVI PUBLIC COMPANY LIMITED

Head Office / Chaeng Wattana Factory
33/10 Moo 4, Chaeng Wattana Road,
Pakkred, Northaburi 11120, Thailand
E-mail: office@svi.co.th http://www.svi.co.th

Phone: (662) \$745671 Fax: (662) 5745672-3

Bangkradi Factory 141 Moo 5 Bangkadi Industrial Park, Tiwanon Road, Bangkadi, Muang Pathumthani 12000, Thailand Phone: (662) 9636401 – 10 Fax: (662) 9636409







Khun Vipa Suwanitch had the following questions:

- 1. Since the Company reported high amount of cash balance at the end of the fiscal year 2010, how the Company managed to get high interest on those cash?
- 2. Was there any plan to invest so as to gain more return in our cash balance?

The CFO explained that:

- 1. Since, the Company had to pay for materials, services, payrolls, and etc., the cash balance was mainly kept for working capital. In case we had some cash balance, we would deposit it in short-term fund and government bond. This provided the appropriated flexibility for short-term cash requirements.
- 2. The Company had plans to spend a lot of money in the beginning of 2011, to purchase a new plant at Bangkadi Industrial Park and to pay dividend for the fiscal year 2010's result. Hence, the Company had no plan to make a long-term cash investment now.

Khun Nuttachart Kamsiritrakul had the following questions:

What was the purpose to reserve for doubtful debt?

The CFO explained that:

The reserve for doubtful debt was normally based on the over due payment of trade receivables for more than 60 days. We reversed this entry upon receiving the payment.

Khun Kampon Ussavasirivilat had the following questions:

What was the status of the M&A project in Europe?

The CEO explained that:

Regarding M&A project in Europe, we had to consider it carefully since it depended on situations and certain factors.

Reported By

Pissamai Saibua

Secretary of the Board of Directors