



Malee Group Public Company Limited

Q3/2021

11 November 2021

Disclaimers

The information contained herein is intended to represent the Company's operating and financial position at a given point in time and may also contain forward looking information which only reflects expectations based on the prevailing geo-political, economic and non-controllable factors. Such information has been obtained from sources believed to be most reliable and the means in analyzing and preparation of such information for disclosure are based on approve practices and principles in the investment industry. The views are based on assumption subject to various risks and uncertainties and no assurance is made as to whether such future events will occur. No assurance is made as to the accuracy or completeness of information presented in this document.

Please note that the Company has agreed that any all information in connection with CMG products and manufacturing activities shall be kept strictly confidential and not be disclosed to any third party.



AGENDA

Company Overview

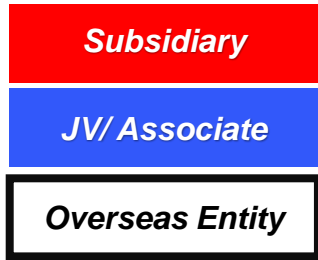
Business Update

Results of Operations and Profitability

Forward Looking

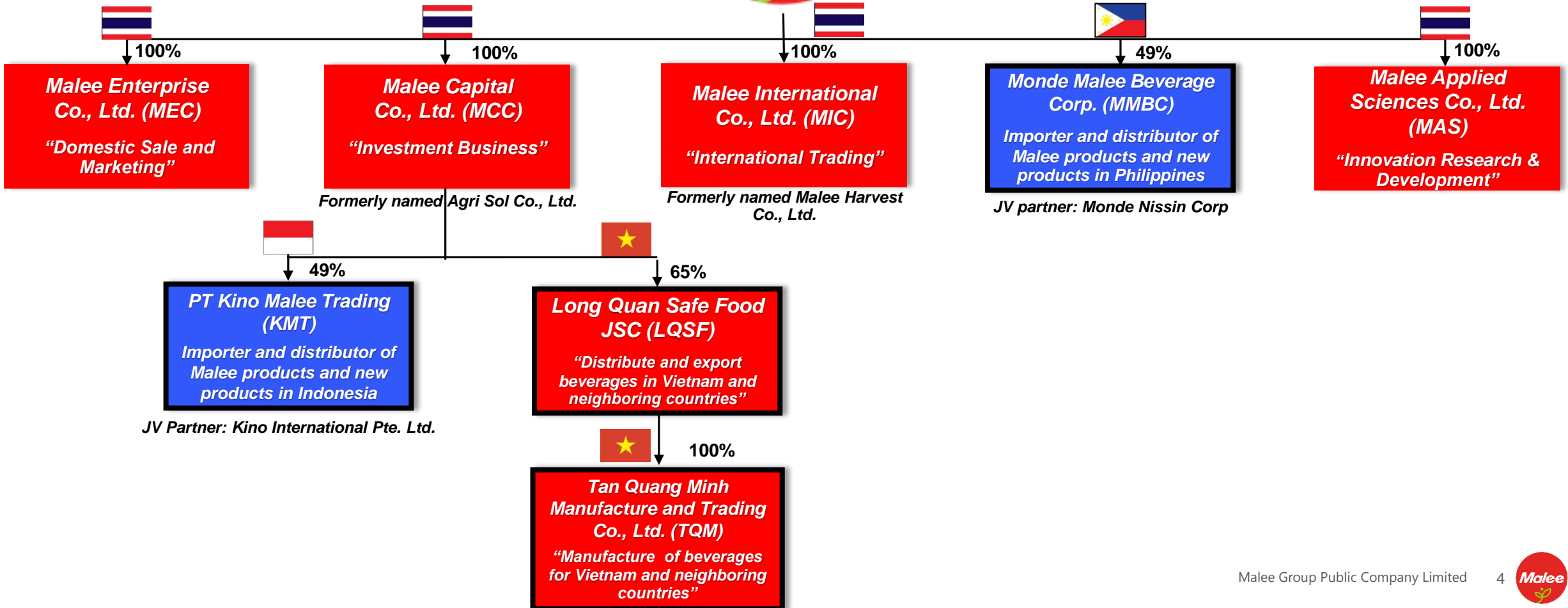


Group Structure



Malee Group Plc 

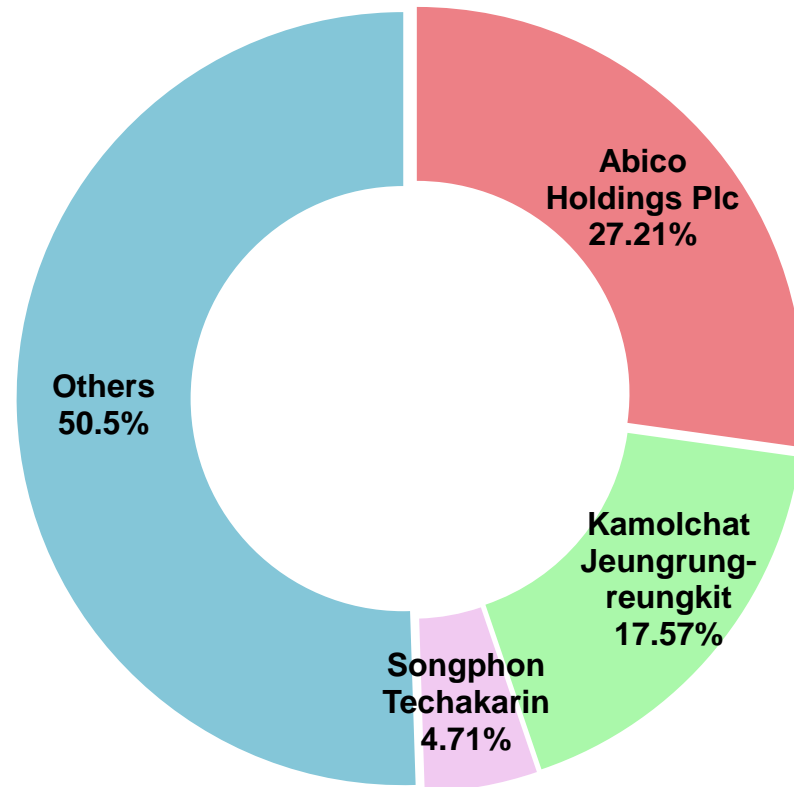
A leading manufacturer, distributor, and exporter of fruit juices, beverages, and canned fruits.



Shareholding Structure & Share Information

Shareholding Structure

(As of 12 March 2021)

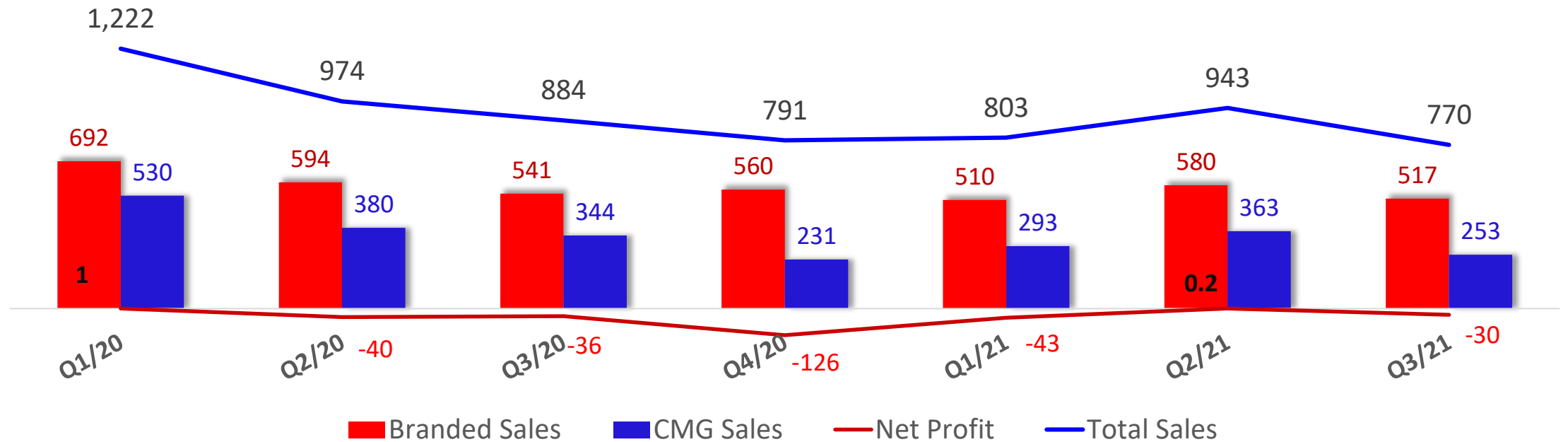


Share Information

(As of 11 November 2021)

Stock Symbol:	MALEE
Industry and Sector:	Agro & Food Industry / Food and Beverage
No. of Listed Shares:	276,000,000 Shares
Registered Capital:	THB 138,000,000
Paid-up Capital:	THB 138,000,000
Par Value:	THB 0.50 per Share
Listing Date:	13 March 1992
Foreign Limit:	49% (available 47.97%)
Dividend Policy:	Not less than 30% of the net profit from normal operation according to consolidated financial statements after deduction of tax revenue and legal reserve. However, actual payments will depend on cash flows and investment plans of the Company's and its affiliates as well as other necessities as the Board of Directors deems appropriate.
Market Capitalization:	1,932.00 MB
Free Float:	49.05%

Historical Performance



Malee Brand Portfolio

Malee



Canned Fruit



First Choice



Farmer

OTHERS

Dairy Product Chok Chai Farm

Pasteurized



UHT



Others

Jelly Joop



Good Water



Turbot Maxx (RTD Coffee)



Malee
Strawberry Yamagata

Advertisement for Malee Strawberry Yamagata juice. The central focus is a large, stylized strawberry graphic containing Thai text: "ใจดี น้ำสตρώเบอร์รี่ ยามาغاتะ 100% ผสมน้ำผลไม้รวม" (Good heart, 100% Yamagata Strawberry Juice, mixed fruit juice) and "ใจดีจนดื่มสุด! พร้อมดื่มน้ำนี้ไป" (So good you can drink it all! Ready to drink this water). To the left is a mascot character with a green leafy top and a pink body, with the name "まかたくん" (Makata-kun) and "ยามาغاتะ-คอง" (Yamagata-Cond) below it. To the right are two cartons of Malee Strawberry Yamagata juice, one 100% and one mixed. The background is pink and brown with scattered strawberry icons. On the far right, vertical Thai text reads "Malee In Season" and "山形いちご" (Yamagata Strawberry).

© 2021 WISUT PONNIMIT

Subsidiary/Joint Venture Portfolio

LQSF (Vietnam)



MMBC (Philippines)



Kino Malee (Indonesia)



AGENDA

Company Overview

Business Update

Results of Operations and Profitability

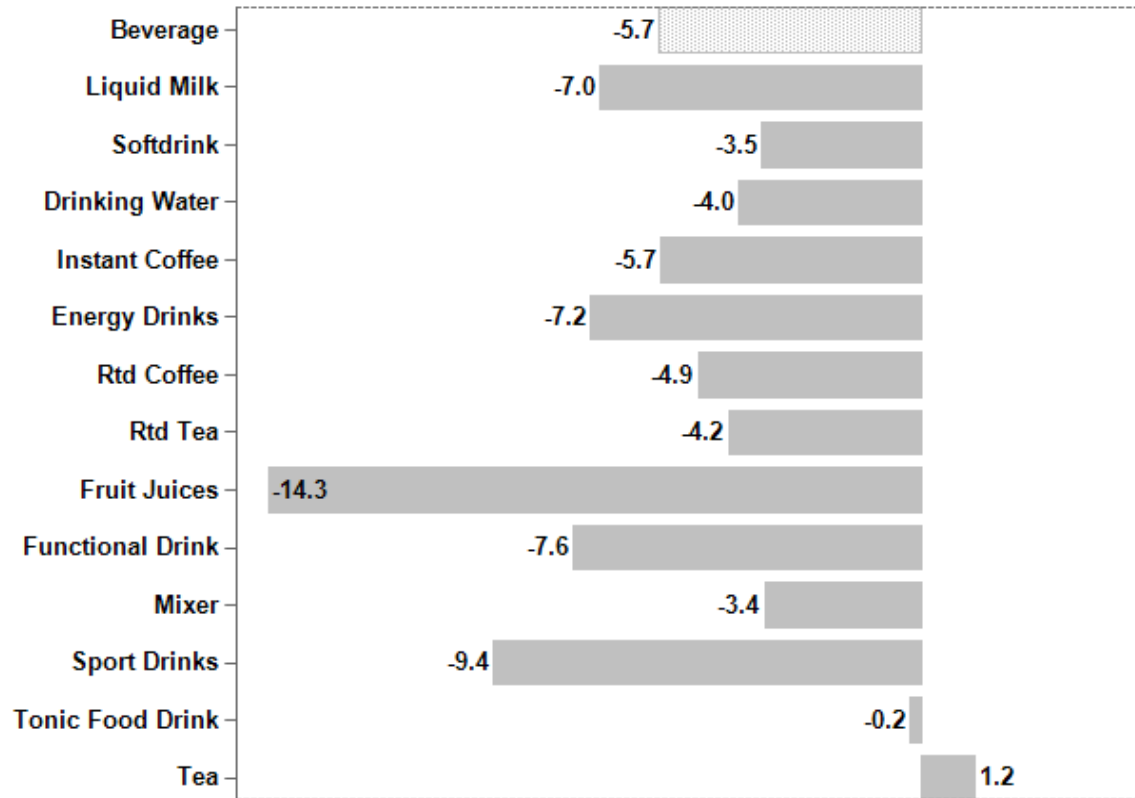
Forward Looking



Cross Category Beverage : End of Q3,2021

Total Thailand+MTSR - MAT TY

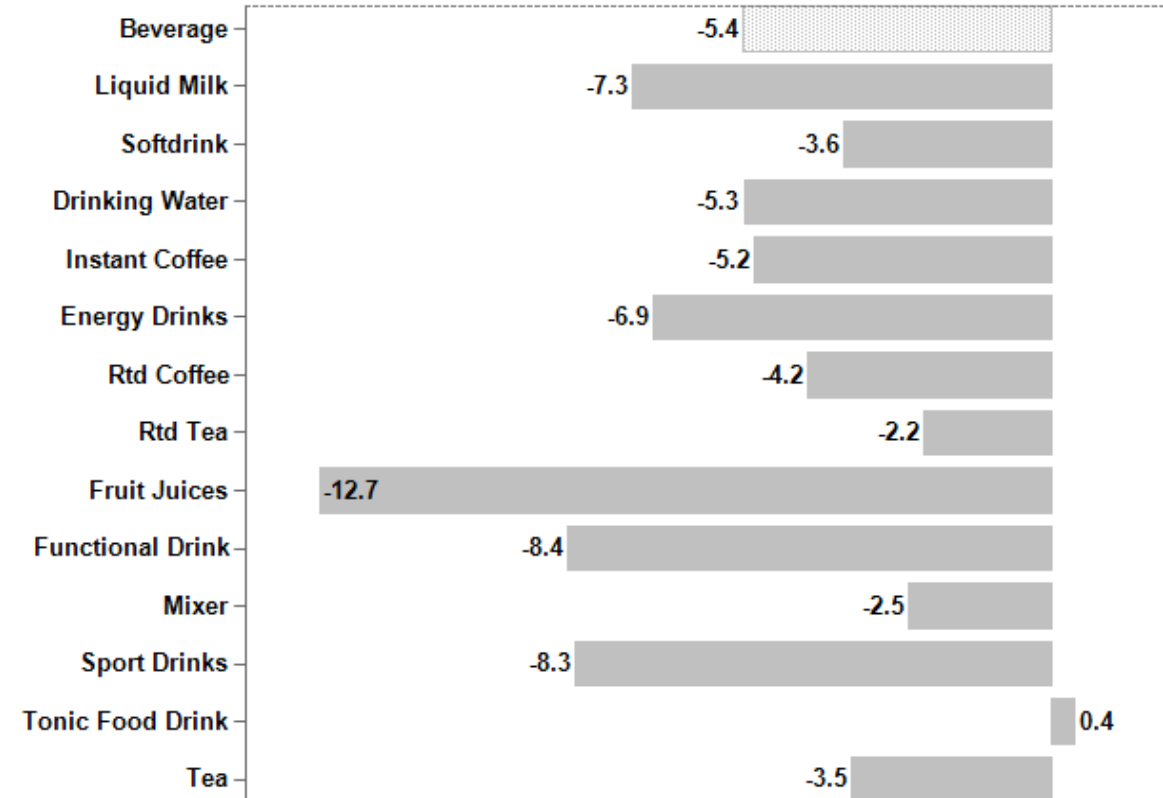
Value % Chg YA



Beverage - sort by category size (value)

Total Thailand+MTSR - MAT TY

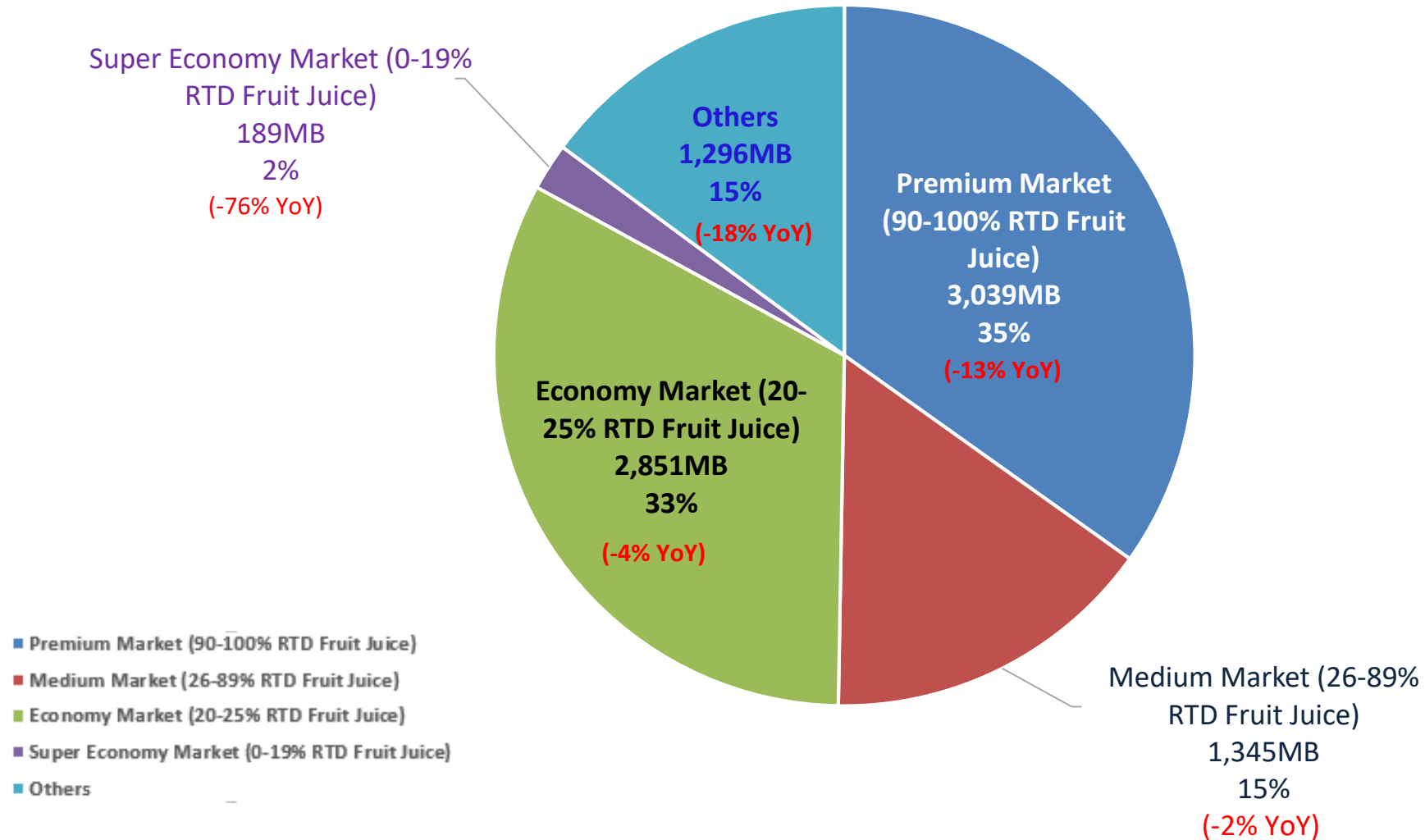
Volume % Chg YA



Beverage - sort by category size (value)

Domestic RTD Fruit Juice Market

MAT September 2021 Market Value of 8,720 MB, a **Decrease of 14% YoY**

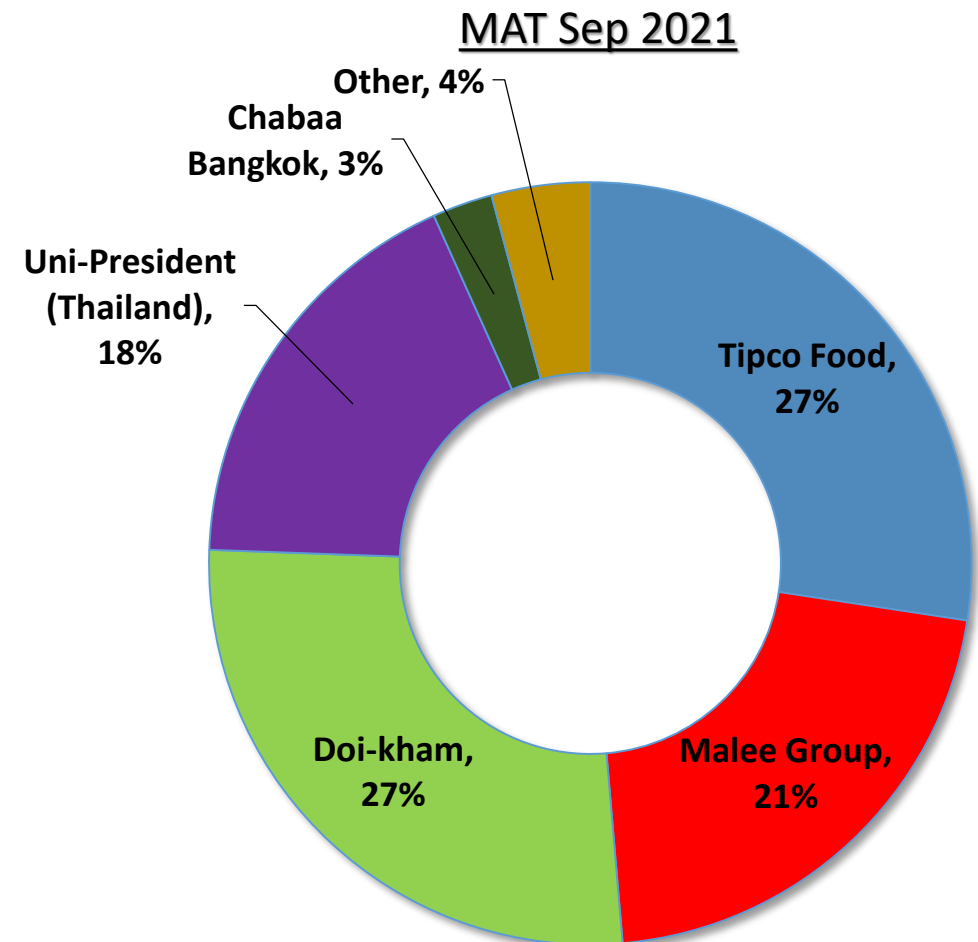
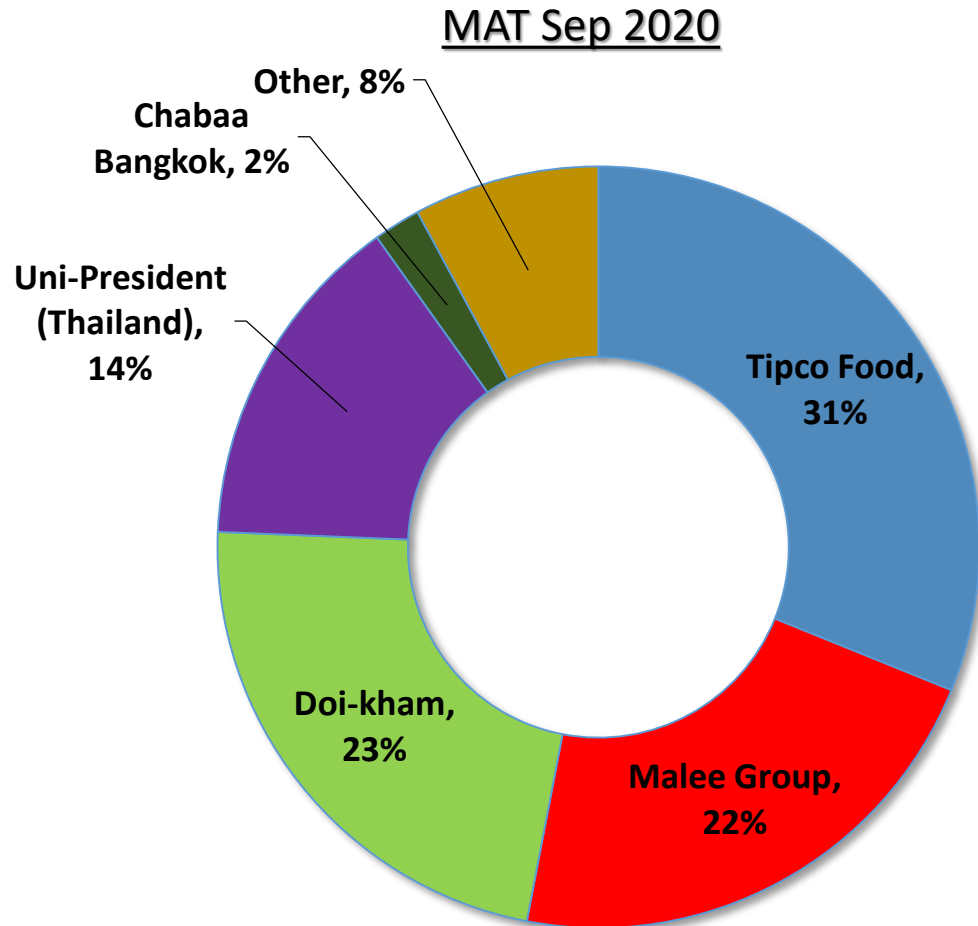


Source: Nielsen



Domestic RTD Premium Fruit Juice UHT Market Share

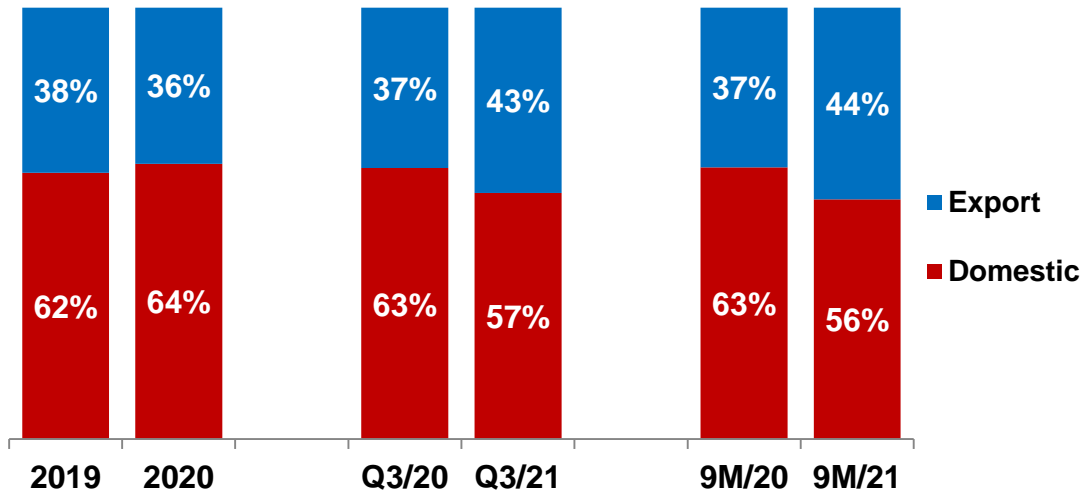
MAT September 2021 Market Value of 2,314 MB, a Decrease of 13% YoY



Source: Nielsen

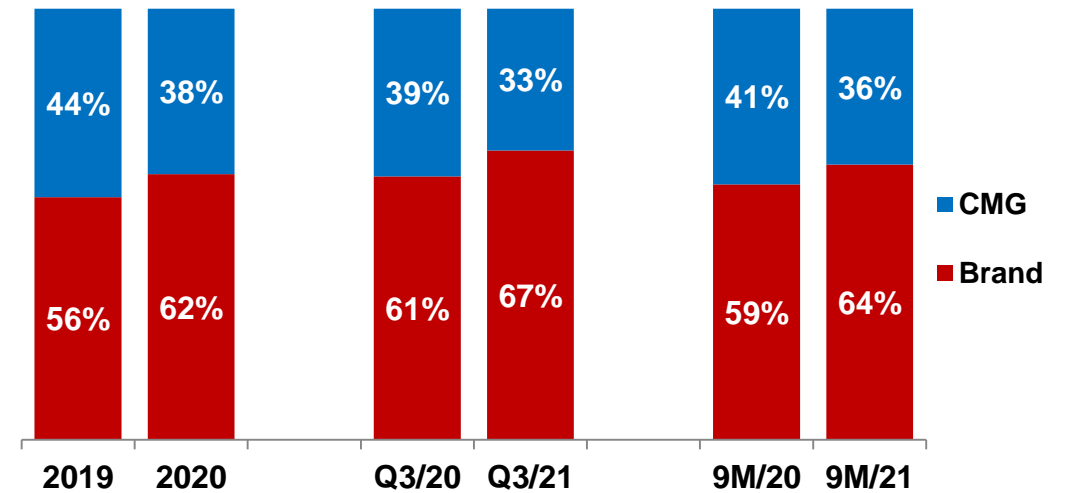
Sales Structure

Domestic : Export



- Domestic Sales
 - Q3/2021 : -21% YoY
 - 9M/2021 : -28% YoY
- Export Sales
 - Q3/2021 : +0.4% YoY
 - 9M/2021 : -2% YoY

Brand : Contract Manufacturing

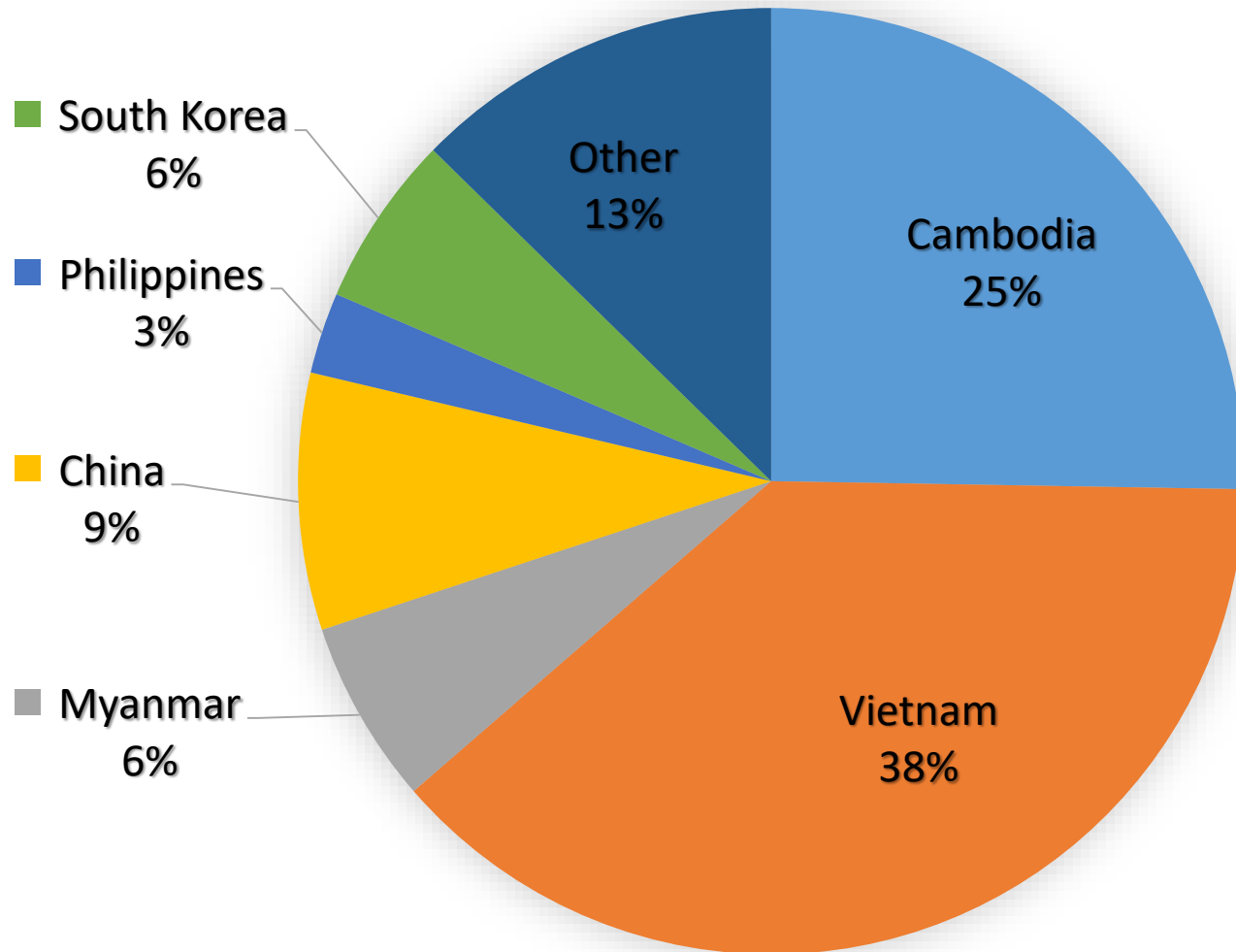


CMG: Contract Manufacturing

- Brand Sales
 - Q3/2021 : -4% YoY
 - 9M/2021 : -12% YoY
- CMG Sales
 - Q3/2021 : -26% YoY
 - 9M/2021 : -27% YoY



9M/2021 Export Branded Sales by Country



- 9M/2021 Export branded shrink 6% YoY mainly due to the COVID – 19

AGENDA

Company Overview

Business Update

Results of Operations and Profitability

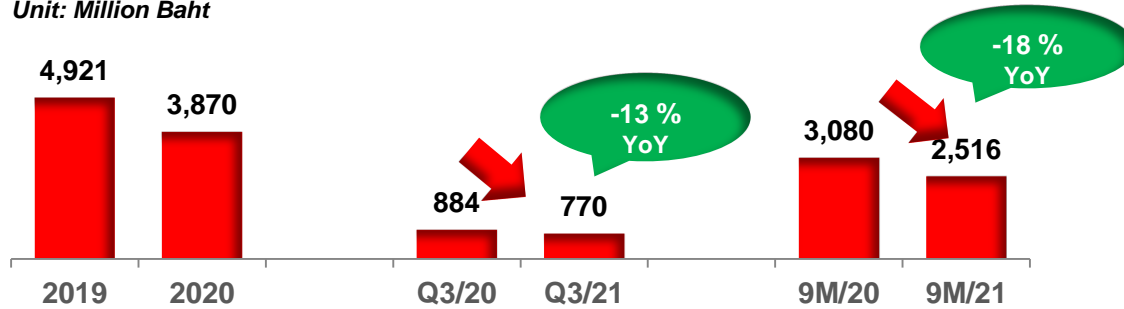
Forward Looking



Financial Highlights

Sales Revenue

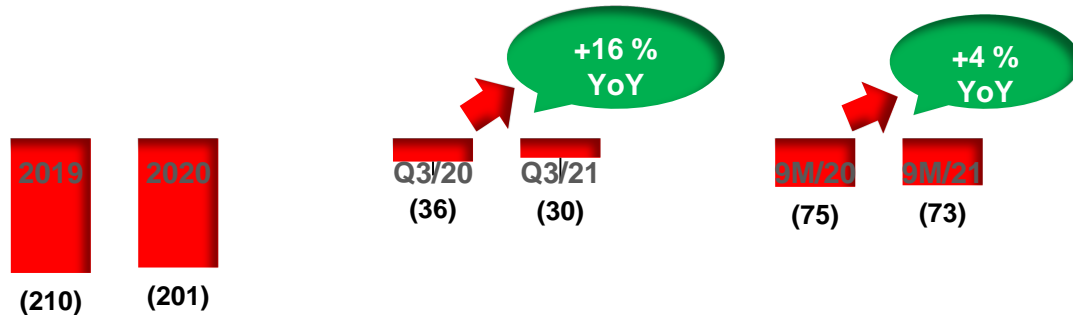
Unit: Million Baht



- In Q3/2021, Sales revenue of Baht 770 million, a decrease of 13% YoY. Details are as follows:
 - 1) Domestic Branded Business sales decreased 3% YoY.
 - 2) Export Branded Business sales decreased 6% YoY.
 - 3) Total Contract Manufacturing Business (CMG) sales decreased 26% YoY.

Unit: Million Baht

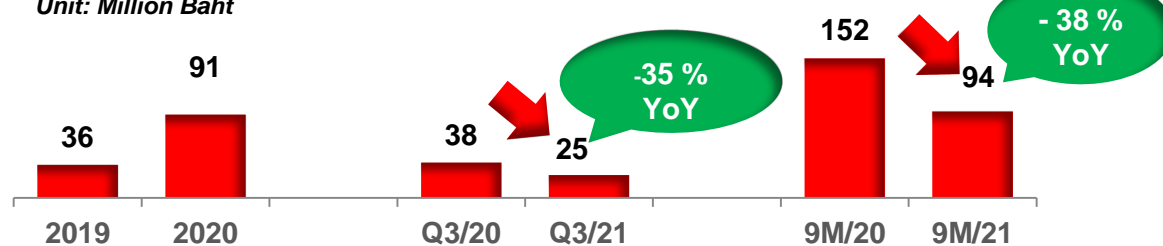
Net Profit



- In Q3/2021, The Company and its subsidiaries recorded a net loss of Baht 30 million, accounted to 16% improved performance from Q3/2020 that recognized net loss Baht 36 million.
- This improvement resulted from efficient control cost of goods sold, but still recorded loss due to one-time expenses for managing the COVID-19 situation and increased administrative expenses relating to personnel restructuring.

Unit: Million Baht

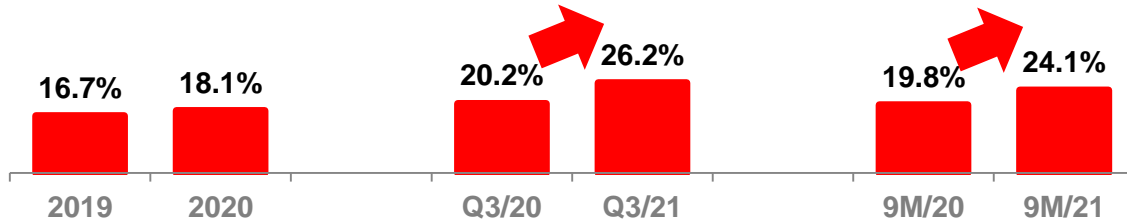
EBITDA



- EBITDA in Q3/2021 was Baht 25 million, a decrease of 35% YoY from EBITDA in Q3/2020 that recognized Baht 38 million mainly due to sales decrease from the COVID-19 pandemic.

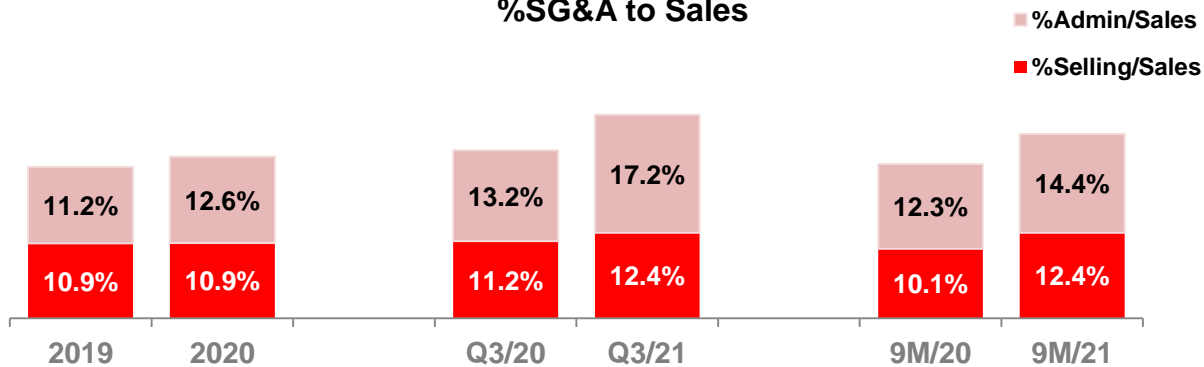
Profitability Margin

%Gross Profit Margin



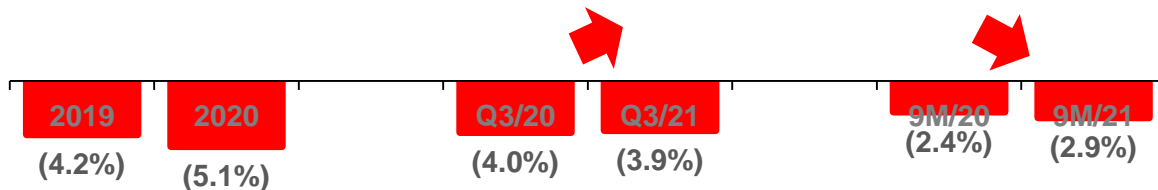
- Gross Profit Margin of Baht 202 million, an increase of 13% YoY, representing gross profit margin of 26.2%, growth from 20.2% in Q3/2020, mainly due to cost of goods sold decline as a result of effective cost of goods sold control, product portfolio rearrangement and increased production efficiency.

%SG&A to Sales



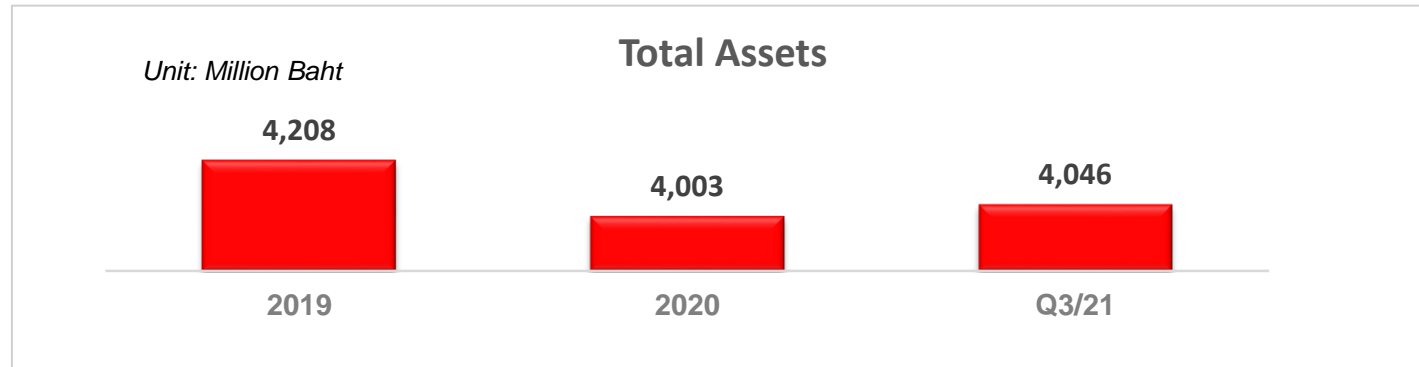
- Selling expenses of Baht 95 million, a decrease of 4% YoY. The ratio of selling expenses to sales was 12.4%, an increase from 11.2% in the same period of previous year. This was mainly due to extra expenses resulting from the COVID-19 pandemic situation and large sales shrinkage.
- Administrative expenses of Baht 132 million, an increase of 13% YoY. Administrative expenses to sales increased to 17.2% from 13.2% in Q3/2020, mainly due to the increase in COVID-19 related expenses and the sharp drop in sales, and increased administrative expenses relating to personnel restructuring.

%Net Profit Margin

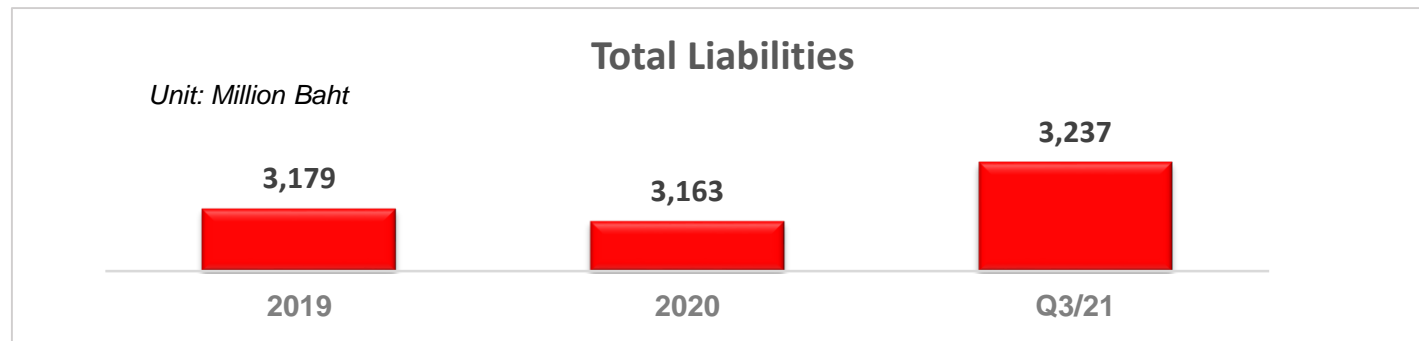


- Net loss of Baht 30 million, accounted to 16% improved performance from Q3/2020 that recognized net loss Baht 36 million, mainly due to efficient control cost of goods sold.

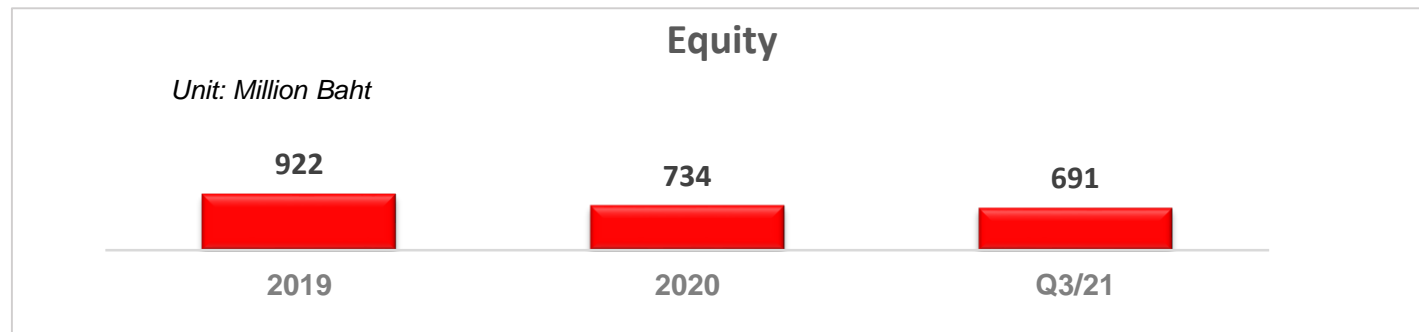
Statements of Financial Position



- Total Assets of Baht 4,046 million, an increase of 1.1% from Baht 4,003 million as of 31 December 2020. The main factors included a decrease in cash and cash equivalents together with the increase in account receivable and inventories.

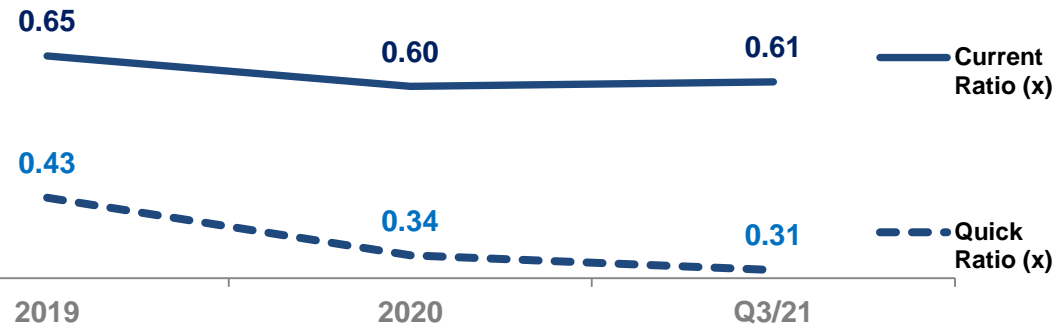


- Total Liabilities of Baht 3,237 million, an increase of 2.3% from Baht 3,163 million as of 31 December 2020, mainly due to an increase in accounts payable and advance payments for goods.

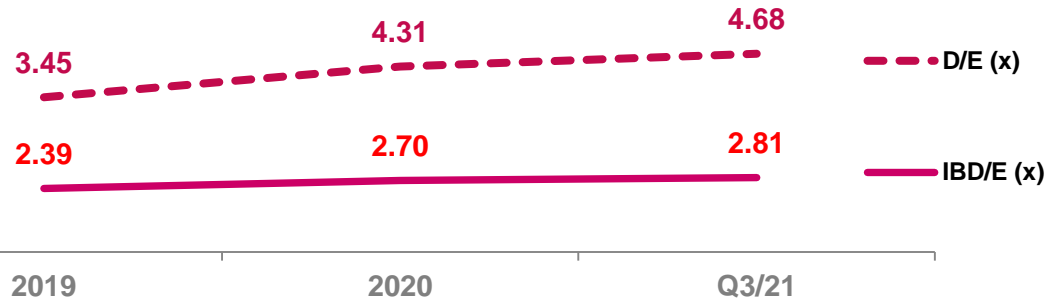


- Total Equity of parent Company's shareholders of Baht 691 million, a decrease of 5.9% from Baht 734 million as of 31 December 2020, mainly due to 9M/2021 net loss.

Liquidity

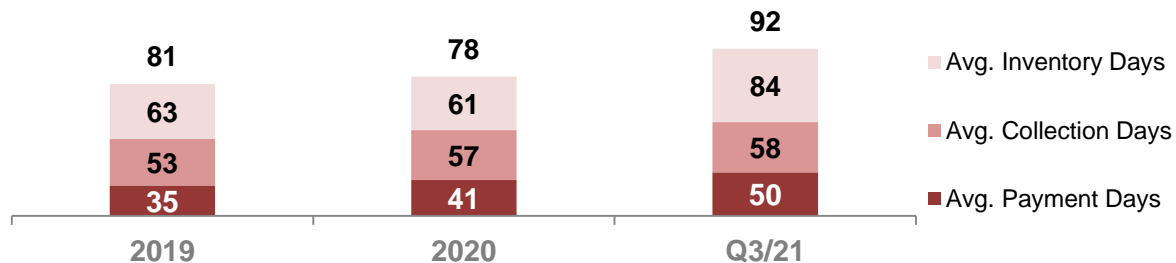


- Increase Current ratio was mainly due to increase in trade receivables and a decrease in current liabilities which resulted from changing short-term loans to long-term loans.
- Decrease quick ratio was mainly due to an increased Inventories with a decrease in current Liabilities.



- Increased D/E was mainly due to increase in total Liabilities while decrease of equity parent company's shareholders.
- Increased IBD/E mainly due to decrease interest-bearing liabilities was less than decrease of parent Company's Shareholders.

Cash Cycle Days



- Increased cash cycle days was mainly due to longer Inventory days, longer collection days and payment days.
- Longer inventory days was mainly due to a new crop season for canned fruit production.
- Longer collection days was mainly due to higher portion of branded sales whose trade terms are longer than CMG sales.
- Longer payment days was mainly due to higher portion of long credit term suppliers.

AGENDA

Company Overview

Business Update

Results of Operations and Profitability

Forward Looking



Forward Looking

Due to a great impact from the COVID-19 crisis, the Company therefore has laid out a business continuity plan (BCP) to prevent all possible risks that will impact our business and our employees. In the middle of August 2021, The Company had provided COVID-19 of 2 doses vaccinated for our employees.

The Company will closely monitor the situations and quickly adjust to the rapid changes especially focusing on cash flow management. We will also continue to improve our operation to

- Ramp up asset utilization (i.e. increase capacity utilization)
- Improve work processes in all areas for higher efficiency
- Strictly control and reduce costs and expenses
- Minimize CAPEX and investment

Excise Tax on Non-alcoholic Beverages

The Ministry of Finance has issued measures to extend the period of enforcement of the third phase of the sweetened tax rate by one year to October 1, 2022 in order to reduce the burden of people's expenses and rehabilitate the beverage industries from the Covid 19 pandemic situation.

Excise Tax		Carbonated Drink = 14% / Energy Drink = 14% / Soda = 14% Vegetable and Fruit Juice (if gets no exempt) = 10% / Coffee and Tea = 10% of suggested retail prices			
Sugar Tax					
Sugar Content (g/100 ml.)	16 Sep 17 – 30 Sep 19 (Baht/Litre)	1 Oct 19 – 30 Sep 21 (Baht/Litre)	1 Oct 21 – 30 Sep 23 (Baht/Litre)	1 Oct 23 onwards (Baht/Litre)	
0-6	0	0	0	0	
6.01-8	0.10	0.10	0.30	1	
8.01-10	0.30	0.30	1	3	
10.01-14	0.50	1	3	5	
14.01-18	1	3	5	5	
18.01 Up	1	5	5	5	

Source: Excise Department

Share Endorsements



“Excellent” Level of CG Scoring





Thank You