

## Malee Sampran

---

Opportunity Day Q2/2015

17 August 2015



## 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.*



# Agenda

**Malee**<sup>®</sup>

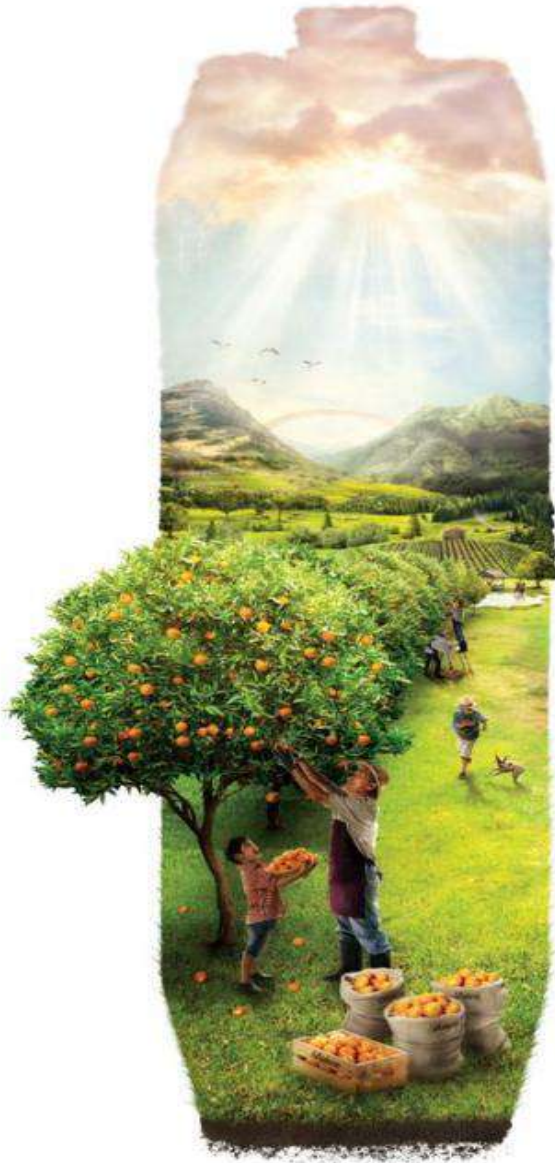
- **Corporate information and Brand Architecture**
- Business Update in Q2/2015
- Financial Highlights in Q2/2015
- Next Growth Path for Malee





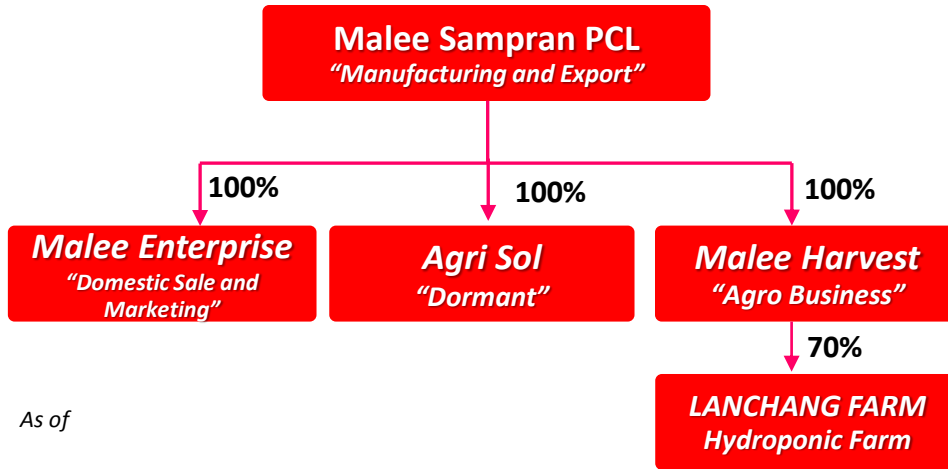
## Corporate Information:

| List                                 | Detail   |       |
|--------------------------------------|--|-------|
| Security Code:                       | <b>MALEE</b>   |       |
| Industry and Sector                  | Agro & Food Industry / Food and Beverage   |       |
| Secondary Market                     | The Stock Exchange of Thailand   |       |
| Listed Shares (MN. Shares)           | 140  |       |
| Paid-up Capital (MN.THB)             | 140  |       |
| Par Value                            | 1 THB/Share  |       |
| Listing Date                         | 13 Mar 1992  |       |
| Major Shareholders                   | Abico Holding PCL  | 25.5% |
|                                      | Kamolchat Jeungrunreungkit   | 16.1% |
|                                      | Pichai Chirathivat   | 9.4%  |
| Market Capitalization (MN.THB)       | 4,270 (as of 13 August 2015)   |       |
| Average Daily Trading Value (MN.THB) | 8.98 (YTD 2015)  |       |
| Foreign Limit                        | 49%  |       |
| Dividend Policy                      | Not less than 50% of the net profit from normal operation according to consolidated financial statement after deduction of tax revenue and legal reserve |       |
| Quality Assurance                    | HACCP, GMP, BRC, IFS, HALAL, Kosher, US FDA, TLS, ISO22000 and FSSC22000   |       |



# Group of Companies

# Malee®



As of

## Awards



**Trusted Brand Award 2013**  
By Reader's Digest (11<sup>th</sup> year consecutively)



**Forbes "200 Asia's Best under a Billion"**  
companies 2013

## Vision:

Innovative and Healthy products leveraged through environmentally-friendly production processes dedicated to our customers' sustainable well-being.



# Brand Architecture



## Daily Nutrition



## Functionality

## Tactical



## Fruit & Dessert

## Fruit & Dessert

## Snack & Dessert



## Non - Malee

## Diary Product

## Chokchai Farm



## Other Beverages





# Agenda

**Malee**<sup>®</sup>

- Corporate Information and Brand Architecture
- **Business Update in Q2/2015**
- Financial Highlights in Q2/2015
- Next Growth Path for Malee



# Business Update: Q2/2015 New Products

# Malee®



100% Tangerine  
Orange Juice with  
Pulp





# Business Update: World Expo Milano 2015, Italy

# Malee®



MILANO  
FEEDING THE PLANET  
ENERGY FOR LIFE



# Agenda

**Malee**<sup>®</sup>

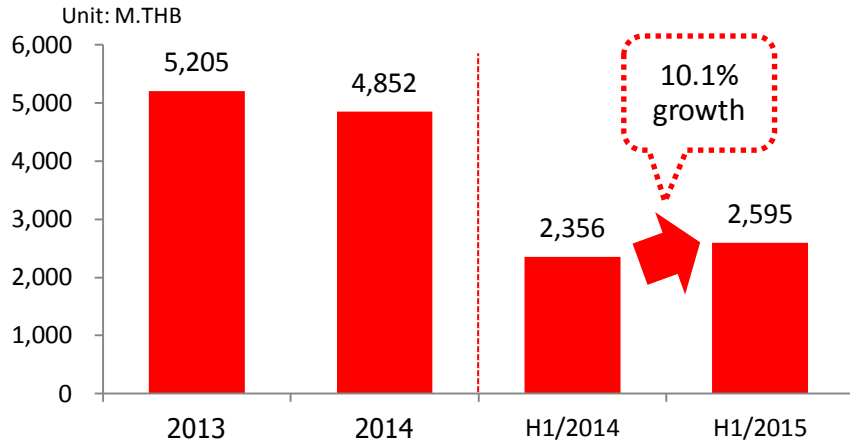
- Corporate Information and Brand Architecture
- Business Update in Q2/2015
- **Financial Highlights in Q2/2015**
- Next Growth Path for Malee



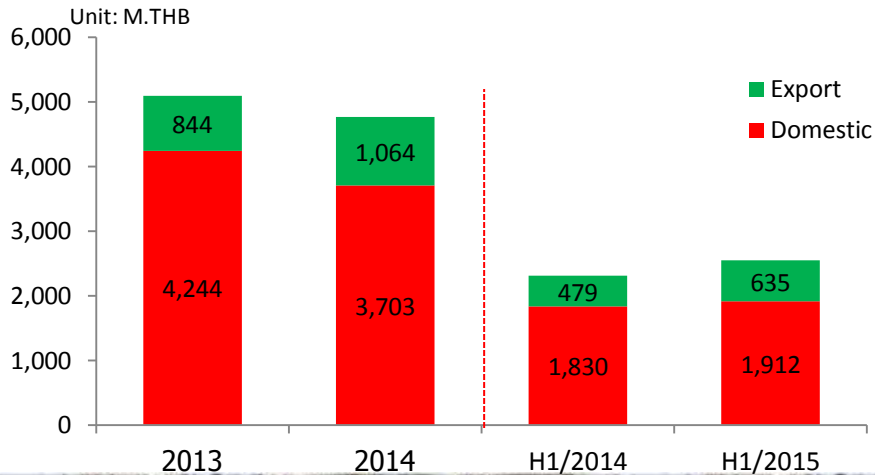


## Financial Highlights

### ↑ Total Revenues



### Geographic Revenue Breakdown



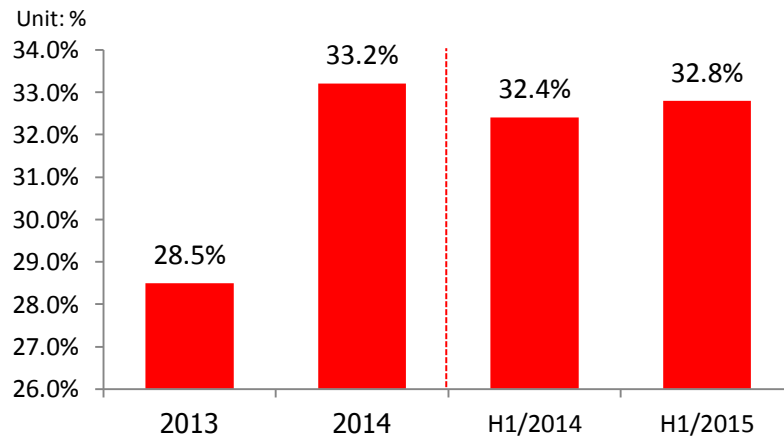
### Key Fact: 1H/2015 Revenues increase 10.1%

- 1H/2015 total revenues is THB 2,595 million growth at 10.1% compare with the same period in 2014.
- The success of 1H/2015 growth rate mainly from an increasing of domestic CMG sales and export Malee brand and CMG for export.
- Domestic sale revenues growth at rate 4% in 1H/2015 due to the slow down of Thai economy.
- Sale revenues from export tremendously increase at 33% in the 1H/2015 from the same period of last year and export revenues is account for 25% of total sale revenues which is in line with our strategy to boost up export revenues.



## Financial Highlights

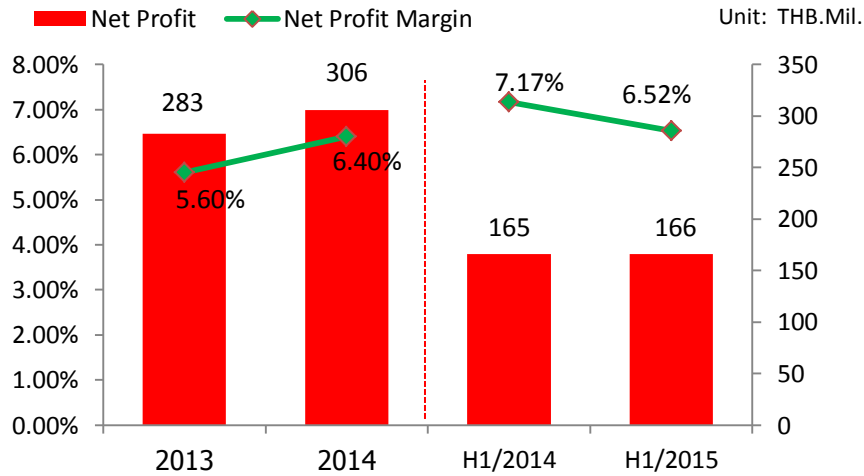
### ↑ Gross Margin (yoy)



### Key Fact: Maintain Gross Margin

- Gross profit margin slightly up by 0.4% from last year due to cost efficiency and the product mixed toward export.
- However, selling expenses in 1H/2014 increased 11% as compare with last year due to selling expenses for brand business.
- Net profit for 1H/2015 is THB 166 million and Net profit margin stood at 6.52%.

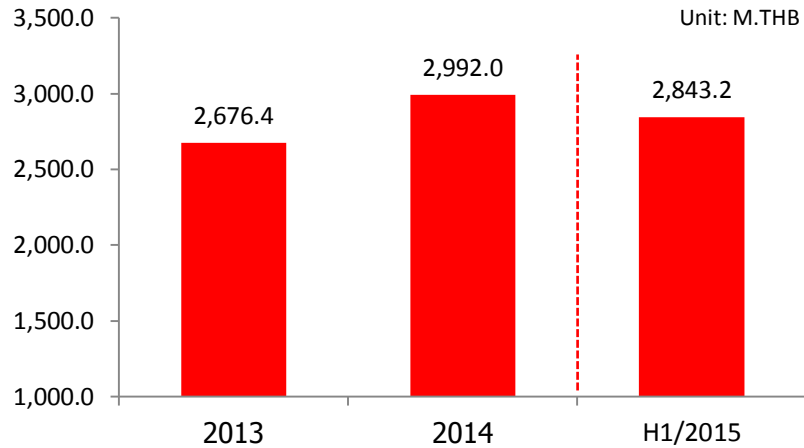
### Net Profit and Net Profit Margin



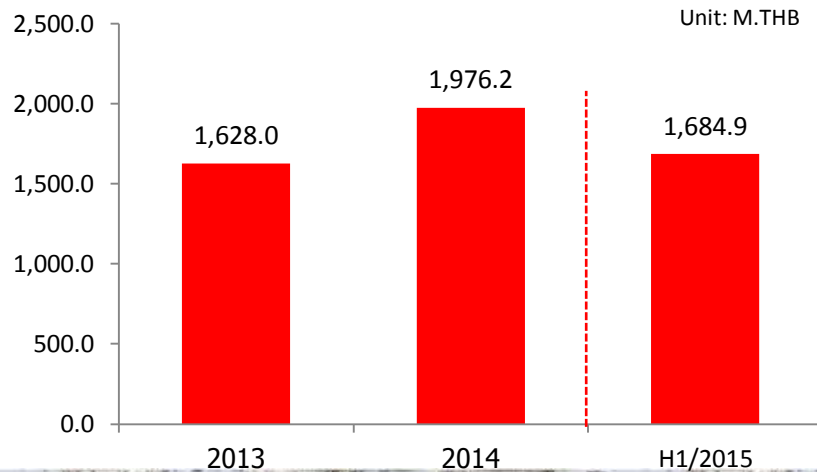


# Statement of Financial Position

## Total Assets



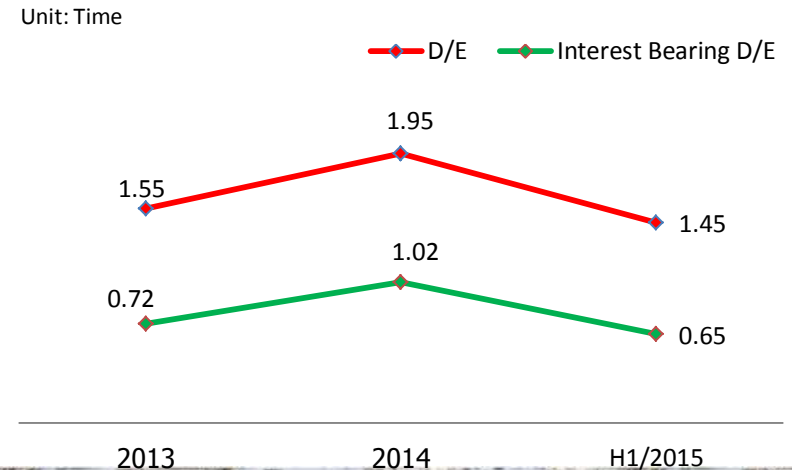
## Total Liabilities



## Key Fact: Short-term debt declined

- Total Assets decreased to 2,843 THB million due to trade receivables and inventory declined.
- O/D and other short-term debt down THB 282 million.
- D/E ratio went stood at 1.45 times and Interest Bearing D/E ratio was 0.65 times.

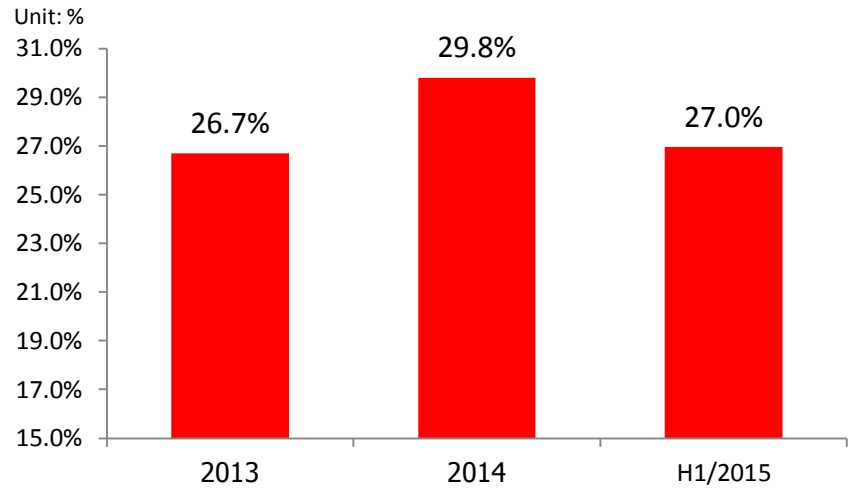
## D/E and Interest Bearing D/E Ratio





# Return to Our Shareholders

## Return on Equity



## Dividend Payout

| Period                    | Dividend/Share | Payout Ratio |
|---------------------------|----------------|--------------|
| 1 Jan 2013 - 30 Jun 2013  | 0.50           | 52%          |
| 1 Jul 2013 - 31 Dec 2013  | 0.55           |              |
| 1 Jan 2014 - 30 Jun 2014  | 0.50           | 50%          |
| 1 Jul 2014 - 31 Dec 2014  | 0.61           |              |
| 1 Jan 2015 - 30 June 2015 | 0.50           | 41.7%        |





# Agenda

**Malee**<sup>®</sup>

- Corporate Information and Brand Architecture
- Business Update in Q2/2015
- Financial Highlights in Q2/2015
- **Next Growth Path for Malee**

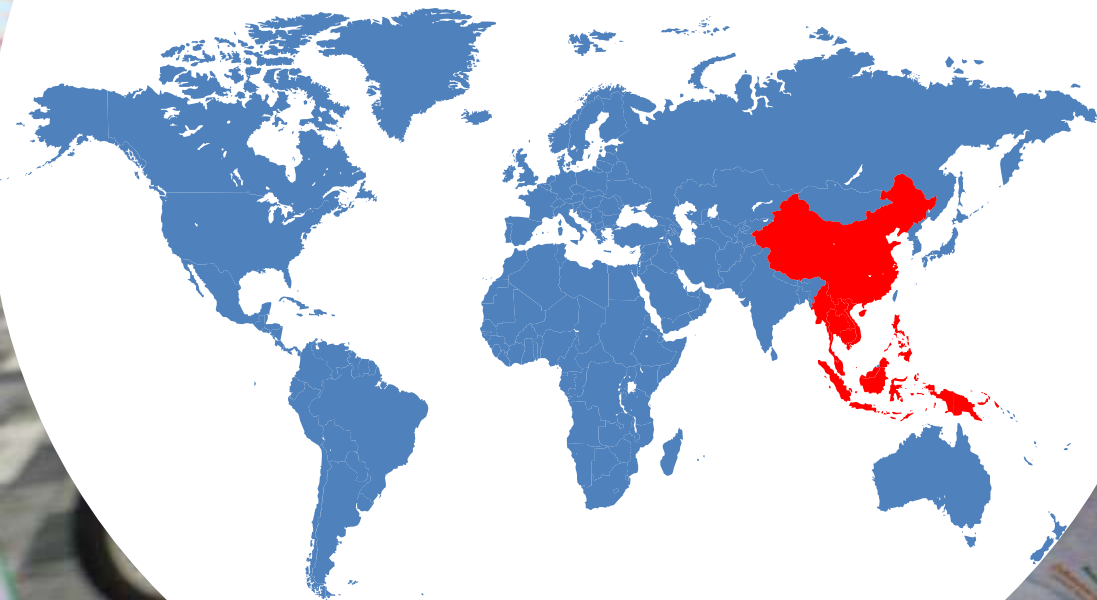


# Next Growth Path for Malee

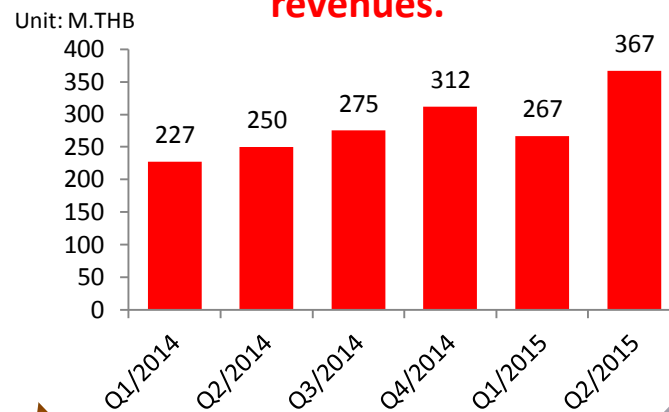
## Expanding business toward potential export market



Malee Strategy is expanding our business toward potential export market. Currently we export to almost 30 countries around the world. Our focus is AEC + China Market.



Export in H1/2015 growth at 33% yoy. Export revenues account for 25% of total sale revenues.

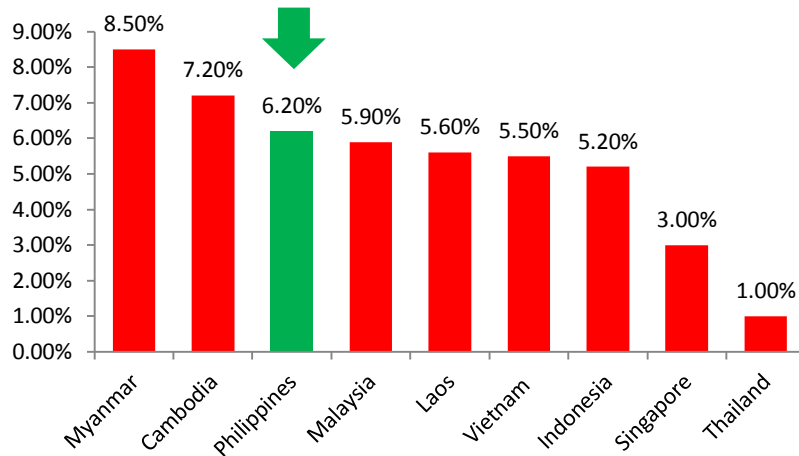


# Next Growth Path for Malee

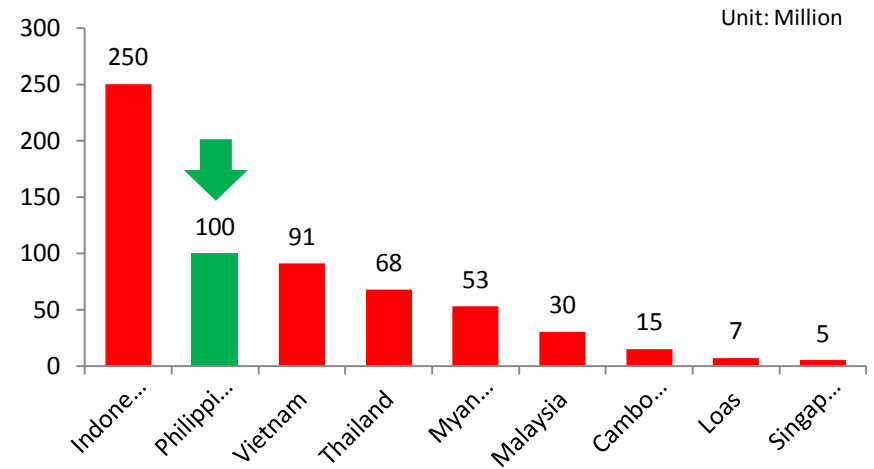
## Why Philippine Market



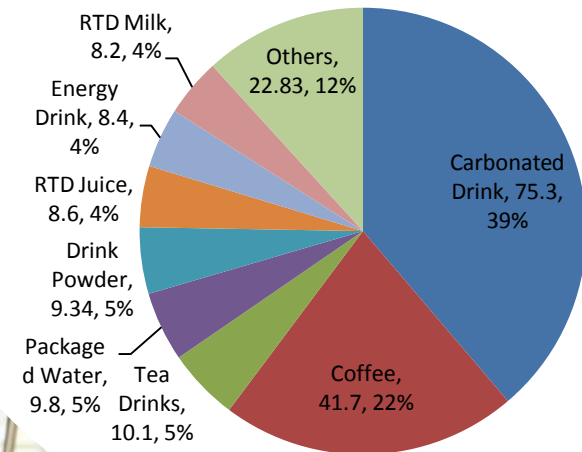
### ① GDP growth is among the top of ASEAN countries



### ② 2<sup>nd</sup> largest in Population in Asean



### Philippine Beverage Market non-Alcoholic drinking value THB 194.27 Billion.





# Next Growth Path for Malee

# Malee®

## Why MONDE NISSIN: Who is MONDE NISSIN



Leading food manufacturer of #1 and iconic brand in Philippines



Competitive Edge

Marketer and distributor of well-known international and local brands

Coverage of network of distribution in modern trade and general trade

MT



GT

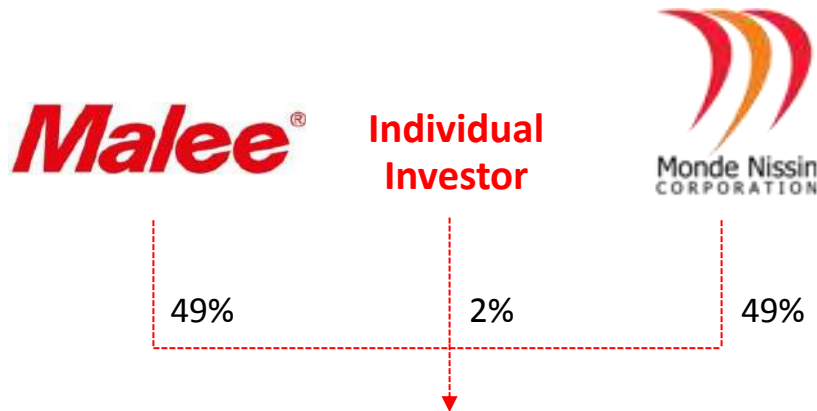


# Next Growth Path for Malee

## MONDE MALEE Beverage: Partnership Toward Success



### Joint Venture Structure: Leverage both party expertise



#### Monde Malee Beverage Corporation (JV)

Business : importation, marketing, promotion and sale (by wholesale) of food and beverage in the Pilipino market

#### Malee Samparn: Beverage Production



#### Monde Nissin: Marketing, Sale and Distribution





**Malee**<sup>®</sup>  
Fruit with care.



มาสิ...  
น้ำผลไม้ที่ห่วงใยคุณ

Visit us: at [www.malee.co.th](http://www.malee.co.th)  
Investor Relations



# Malee in your Life

## “bike for MOM”

