



Malee Group

New Horizons

Malee[®]

Opportunity Day FS 2015 @ SET
1 March 2016

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 Investment Highlights**
- Group of Companies and Business Overview
- Financial Highlights in 2015
- Forward Looking in 2016

Malee Investment Highlights

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Export revenues in 2015 growth 44%

Diversify sale revenues to export market to mitigate the impact Thailand economy slowdown.



Total Sale revenues of 2015 growth at 13.8%.

Impressive sale revenues and net profit growth compare to peer in both Q4/2015 and 2015.

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Chase up Market Share in Domestic Market

Gaining market share in premium UHT fruit juice market.



MMBC is the next growth engine in 2016

Monde Malee Beverage Corporation (MMBC) will enhance sale performance in 2016 onward.

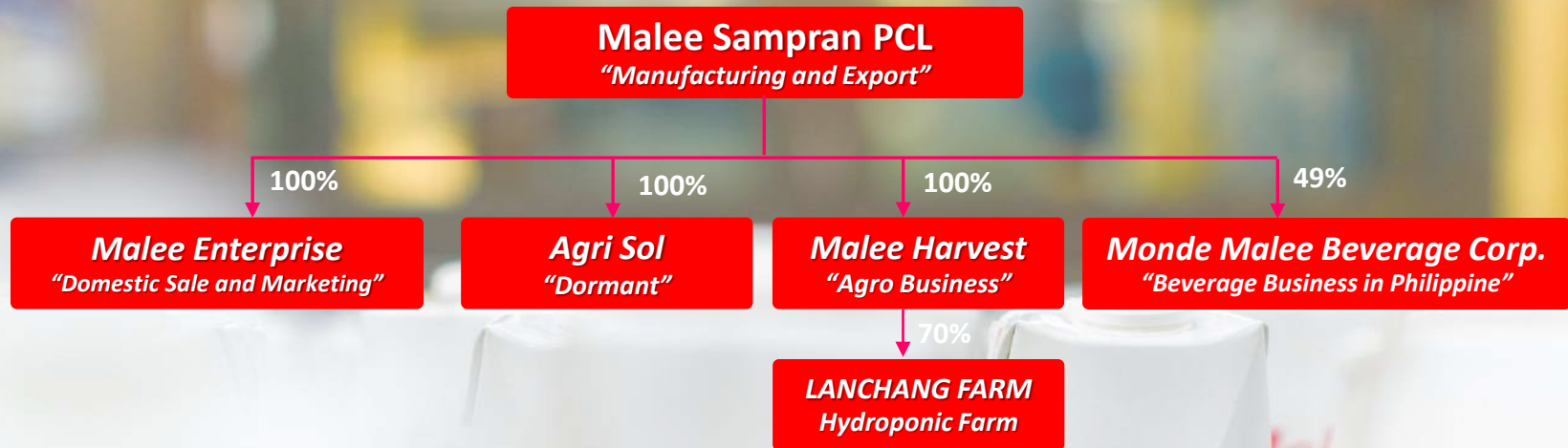


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Group of Companies

Group of Companies



Corporate Information

Industry and Sector	Agro & Food Industry / Food and Beverage	
Secondary Market	The Stock Exchange of Thailand	
Listed Shares (MN. Shares)	140	
Par Value	1 THB/Share	
Listing Date	13 Mar 1992	
Major Shareholders	Abico Holding PCL	25.5%
	Kamolchat Jeungrungreungkit	16.3%
	Pichai Chirathivat	9.2%



Business Overview

Malee Sampran is a leading canned fruit, fruit juice & beverages manufacturer and distributor in Thailand.

54%

Brand Business

Domestic and International Business

46%

Contract Manufacturing Business

Domestic and International Business

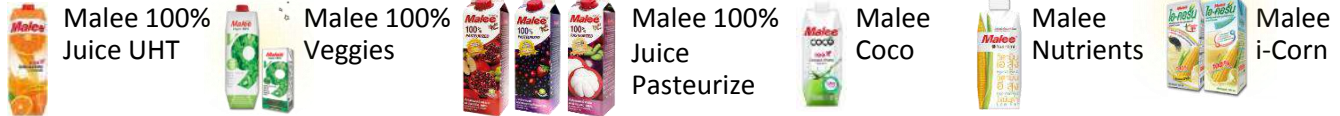
<data as of end of 2015>



Malee Brand Architecture



Daily Nutrition



Functionality

Tactical



Fruit & Dessert

Fruit & Dessert

Snack & Dessert



Non - Malee

Diary Product

Chokchai Farm

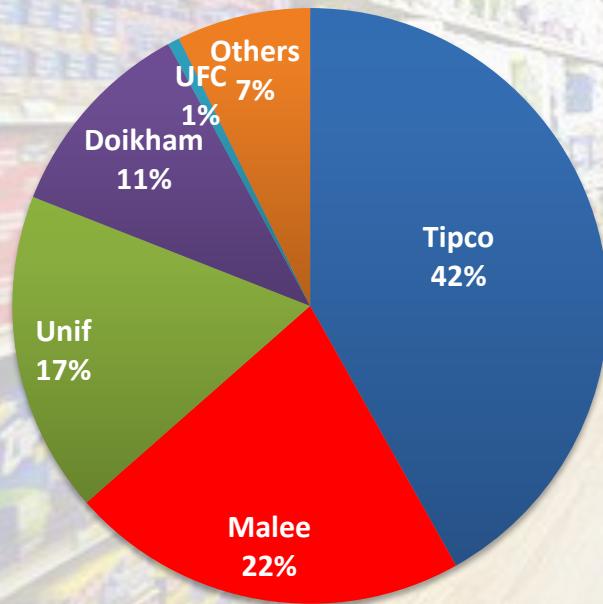


Other Beverages

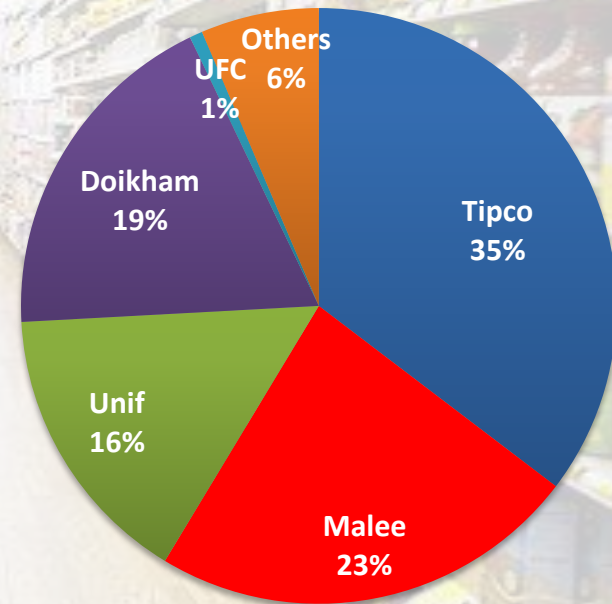


Domestic Market Share

Market Share Premium Juice UHT
Market Value 4,155 MB, Market Growth -4% (MAT-Dec)



2014



2015

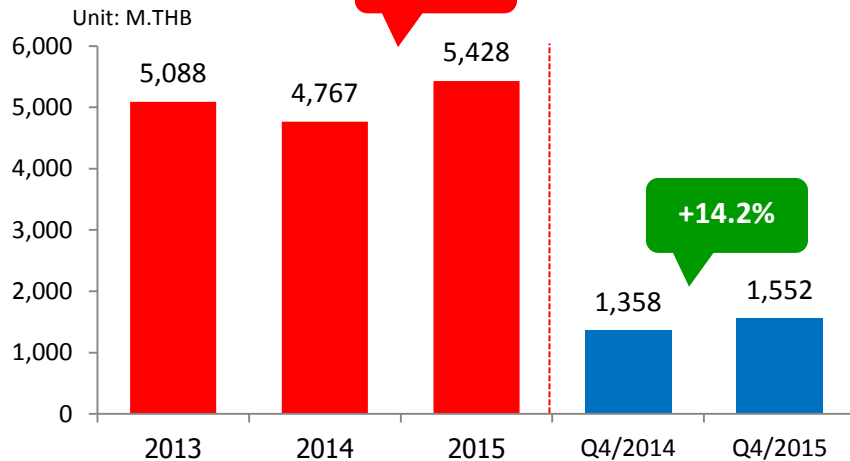
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Financial Highlights: **Sale revenues growth 13.8%**

Sale Revenues

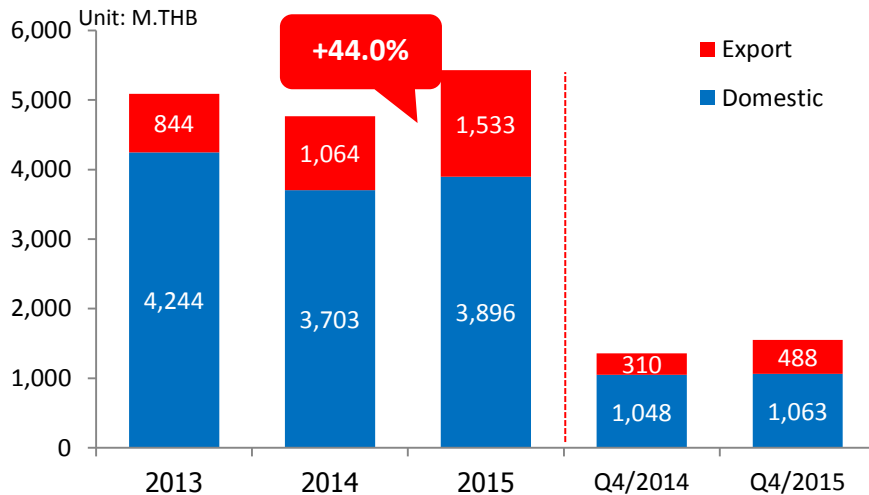
+13.8%



Key Highlights : **Impressive Revenues Growth**

- 2015 sale revenues increased to 5,428 THB.Mil. or +13.8% YoY. An Increasing of sale revenues was primarily from CMG and export revenues.
- Export revenue in 2015 hike up to 1,533 THB.Mil. or 44% increase YoY. An impressive revenues growth in export was because
 1. Export revenues in brand business increased
 2. Contract manufacturing revenues for export increased.

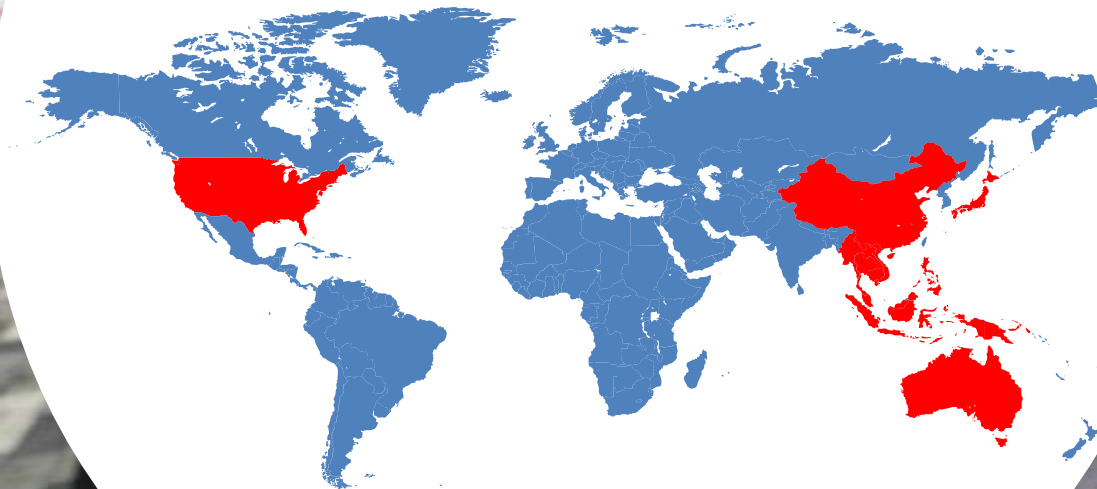
Revenues Breakdown



Export Market: 44% growth of export revenues

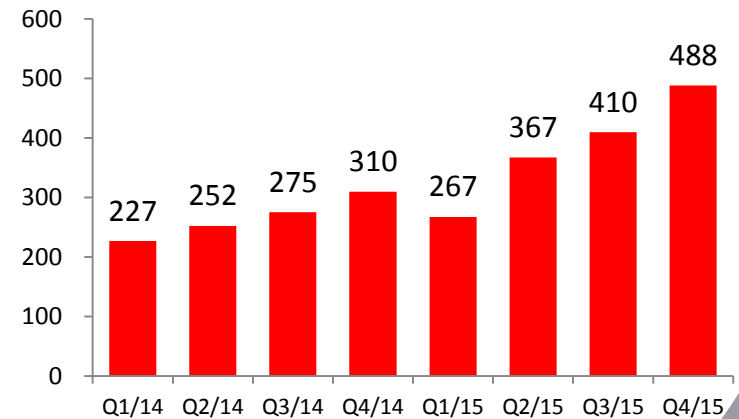
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- Top 5 countries for Malee brand export market are Cambodia, China, Myanmar, Lao and Philippines .
- CMG for export to the USA and Australia.



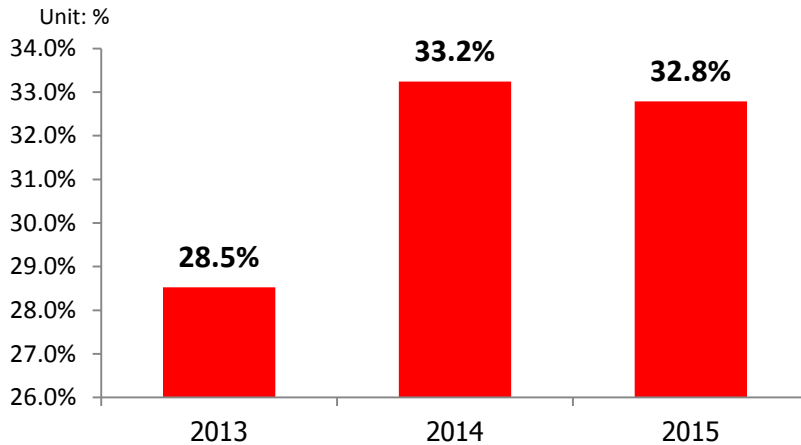
Quarterly Export Sale Revenues

Unit: M.THB



Financial Highlights: Net Profit 7.8% growth.

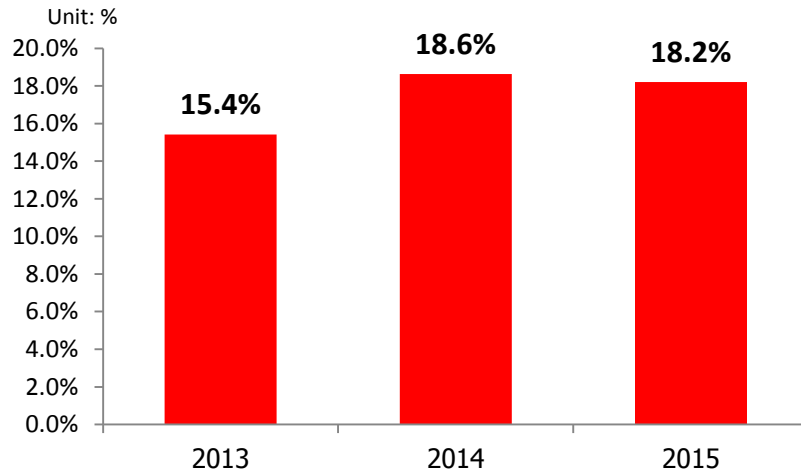
↓ Gross Margin



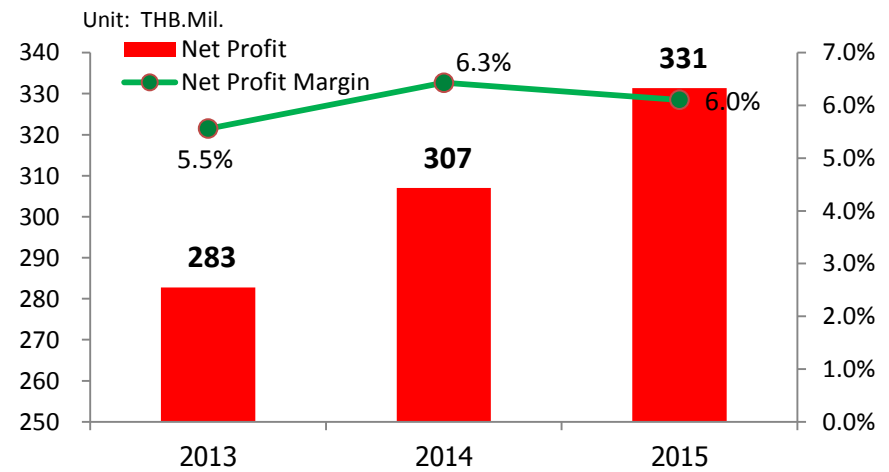
Key Highlights :

- Gross Margin stood at 32.8% declined from 2014 as a result of CMG proportion sale increase.
- Selling expenses to sale slightly declined from previous year 0.4%.
- Net profit was 331 THB. Mil, 7.8% increase YoY and net profit margin slightly declined to 6.0%.

↓ Selling Expenses/Sale Revenues

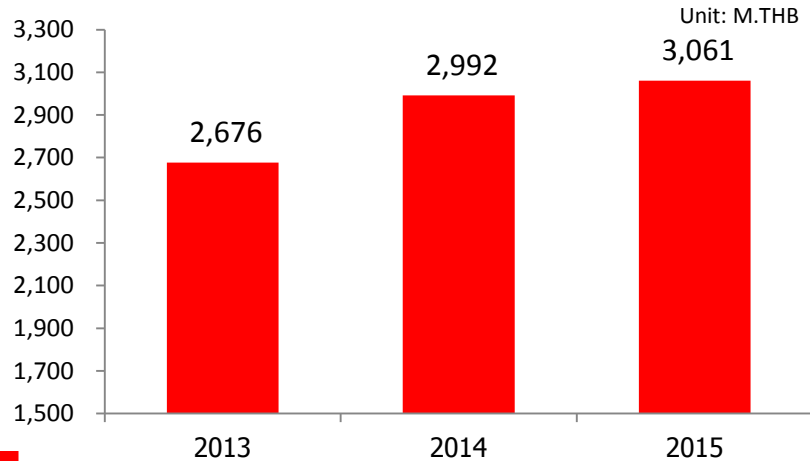


↑ Net Profit and Net Profit Margin

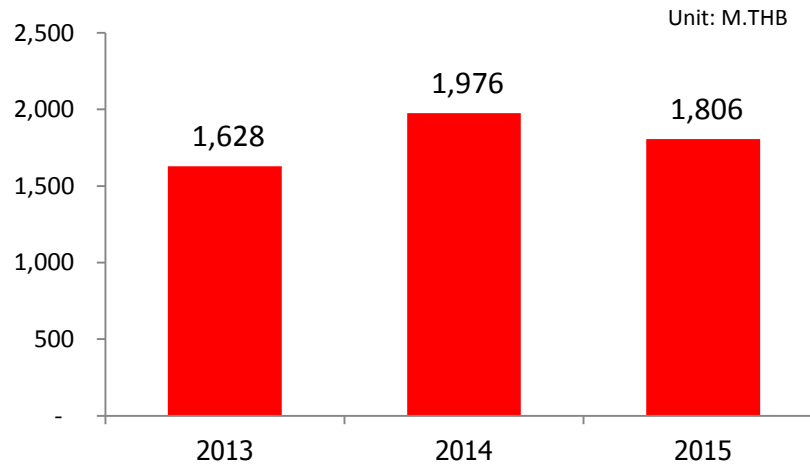


Statement of Financial Position

↑ Total Assets



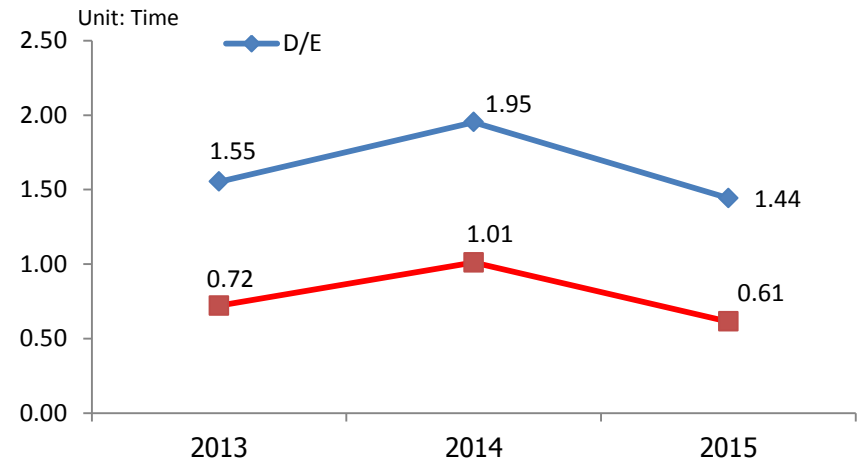
↓ Total Liabilities



Key Fact: Short-term debt declined

- Total assets stood at 3,061 THB Mil. An increasing stem from increase in account receivables in accordance with sale revenues increase.
- Total liabilities increase to 1,806 THB Mil. or 9% decreased YoY. This was because the short-term debt declined 749 THB.Mil.
- D/E ratio and Interest Bearing D/E ratio declined to 1.44 and 0.61 times respectively.

↓ D/E and Interest Bearing D/E Ratio

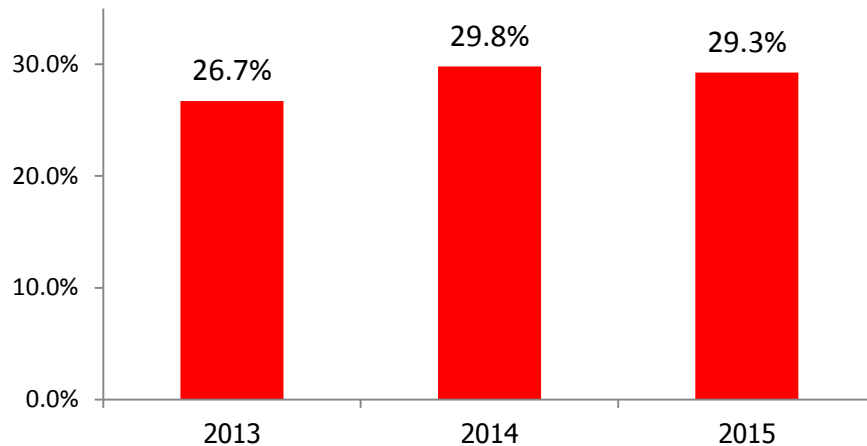




Return to Our Shareholders

Return on Equity

Unit: %



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 Jun 2015	0.50	50%
1 Jul 2015 - 31 Dec 2015 ^{1/}	0.70	

1/Subject to 216 shareholders approval



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Forward Looking in 2016

Domestic Market

- New variant will be added in market.
- Focus on exiting distribution channel and new distribution channels.



MMBC

- New products will be launch in March 2016
- MMBC will boost up sale revenues in 2016



CMG Business

- Maintain a high standard and quality of production.
- New client opportunities.

Internal Operation

- Cost reduction in production and supply chain.
- Streamline production process.
- Working capital control especially raw material and packaging material.



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Nutrient

อร่อย...อิ่มท้อง เต็มคุณค่ากับ

มาลี นิวทริเยนท์



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