

Malee®

“Stronger”

DEFY THE DAY



Malee Group Public Company Limited (MALEE TB)

Opportunity Day Q1/2016

18 May 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



- **Q1/2016 Malee Investment Highlights**
- Business Update
- Financial Highlights in Q1/2016
- Forward Looking in 2016

Q1/2016 Malee Investment Highlights



**Q1/2016 Sale Revenues
Growth at 20% yoy.**

*Revenues
Diversification
strategy toward
international business*

**Export revenues
increased 98% yoy.**

*Strong momentum of
sale revenues from
International Business
and CMG export
Growth momentum
keep going forward*



**Introduced 1st
product in Philippines**

*“Kratos” Canned
Coffee launched in
Philippines Market
.... more products in
pipeline*

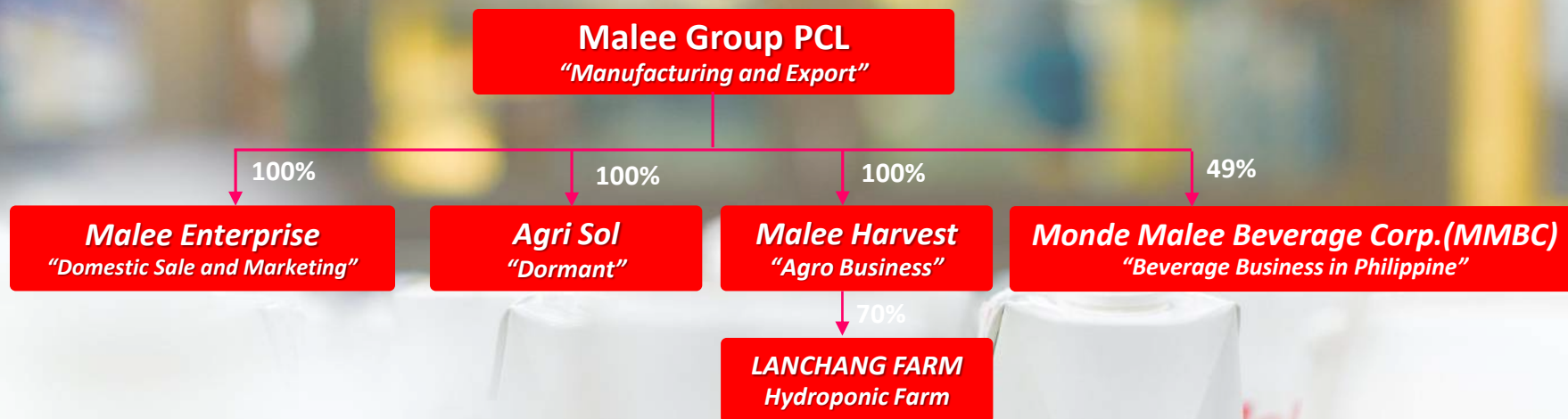


**Q1/2016 Net Profit
Growth at 29% yoy.**

*Q1/2016 Net Profit
jumped to 109.8
Million.THB. Or
29% growth yoy.*



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	26.4%
	Kamolchat Jeungrungreungkit	18.6%
	Thai NVDR	13.1%



Business Overview

Malee[®]

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

47%

Brand Business

Domestic and International Business

53%

Contract Manufacturing Business

Domestic and International Business

<data as of end of Q1/2016>



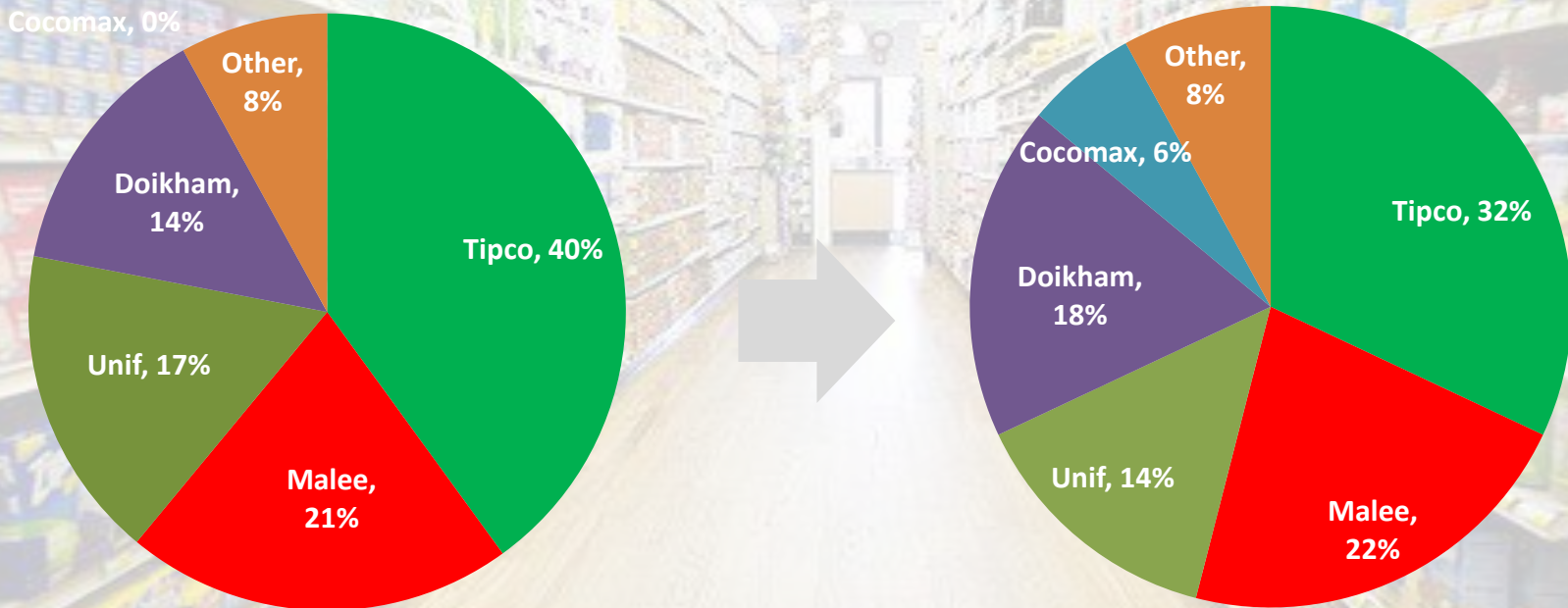
Malee Business Update

Domestic Business



Market Share Premium Juice UHT (Include Coconut)

Market Value 4,419 MB, Market Growth 2% (MAT – MAR)



Malee Business Update

Domestic Business



New Products

“New Products for health conscious consumer”



POV advertising

Malee Coco ... Coconut Live In Box (expanding Distribution Channel)



Marketing

Malee Business Update

International Business



Cambodia ... TVC Launched



Myanmar ... Malee Fan page in Myanmar



Laos ... 10th Year Anniversary

New Product added in April 2016



Product Development to fit with local market



Malee Diet
(Low Calories with Stevia)

Malee Juicy Brand
20% Juice

Malee Business Update

International Business: Monde Malee Beverage Corporation Update

Malee[®]

1st SKU in Philippines



Modern Trade



CVS and Drug Store



Traditional Trade



Urban Warrior **"Defy the Day"**

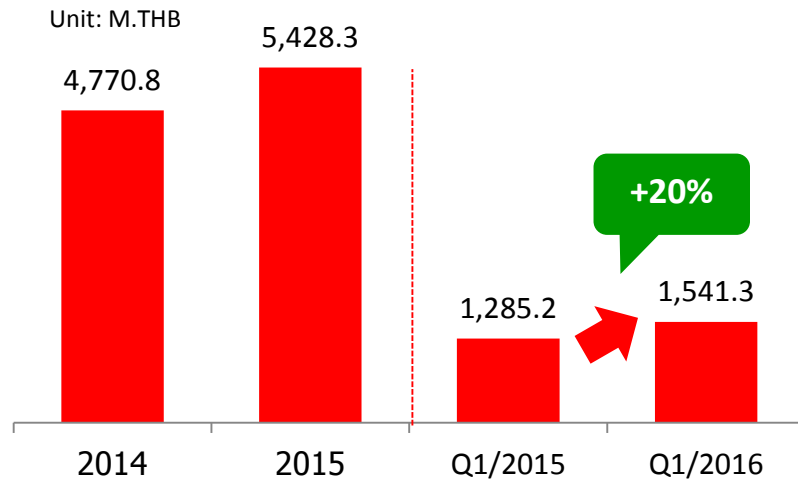


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Financial Highlights

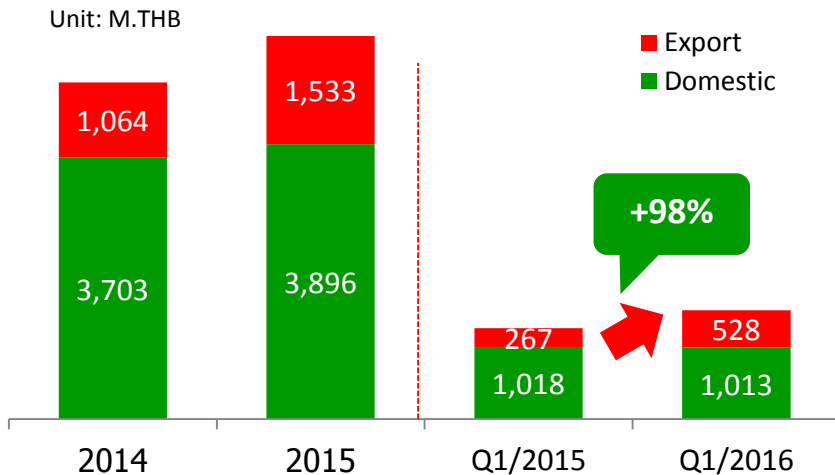
↑ Sale Revenues



Key Highlights : **Strong in Sale growth**

- Q1/2016 Sale revenues was THB 1,541.3 MN. Increased 20% yoy.
- An increasing of revenues was primarily from export revenues from Brand and CMG which in line with our strategy to expand international business.
- Q1/2016 export revenues growth at 98% and its proportion to total sale revenues was 34.3% (last year was 20.8%)

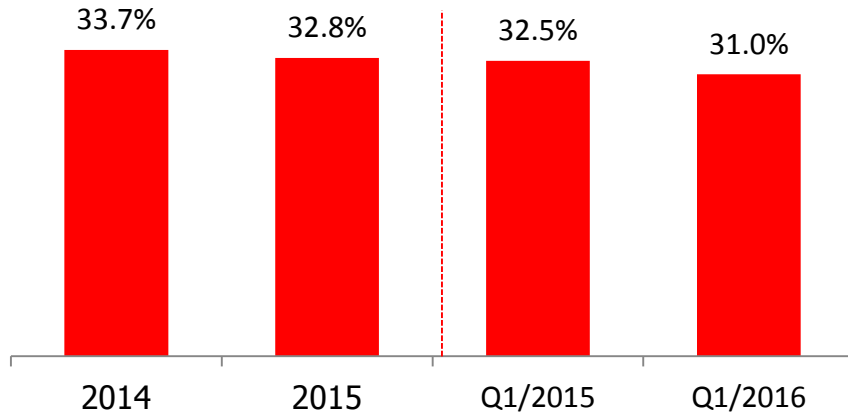
↑ Revenues Breakdown



Financial Highlights

Gross Margin

Unit: %

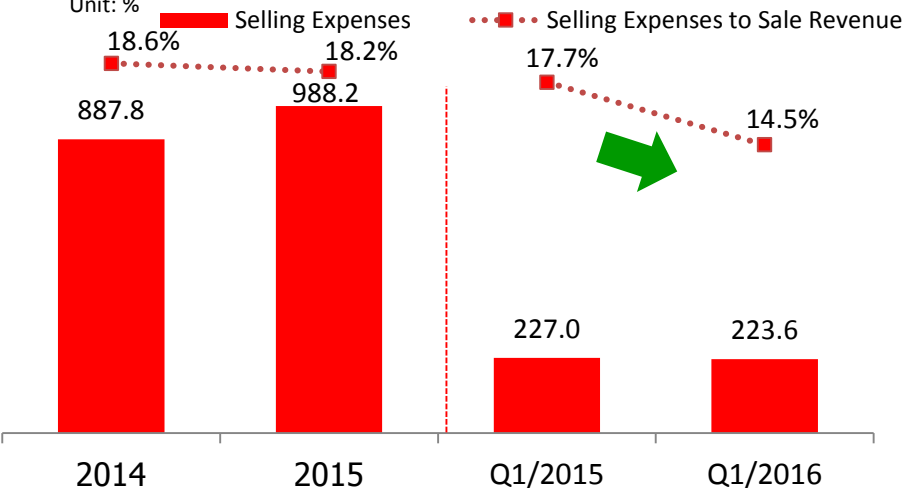


Key Highlights : Net Profit jumped 29%

- Q1/2016 Gross Margin was 31.0% declined 1.5% from the same period last year. This was a result of product mixed has changed toward more contract manufacturing in sale revenues.
- Selling expenses to sale revenues proportion declined due to the Company can manage sale expenses more efficient.
- Q1/2015 Net Profit increased to THB 109.8 MN. or 29% increased yoy. and Net Profit Margin stood at 7.1%.
- MMBC contributed a minimal loss in Q1/2016.

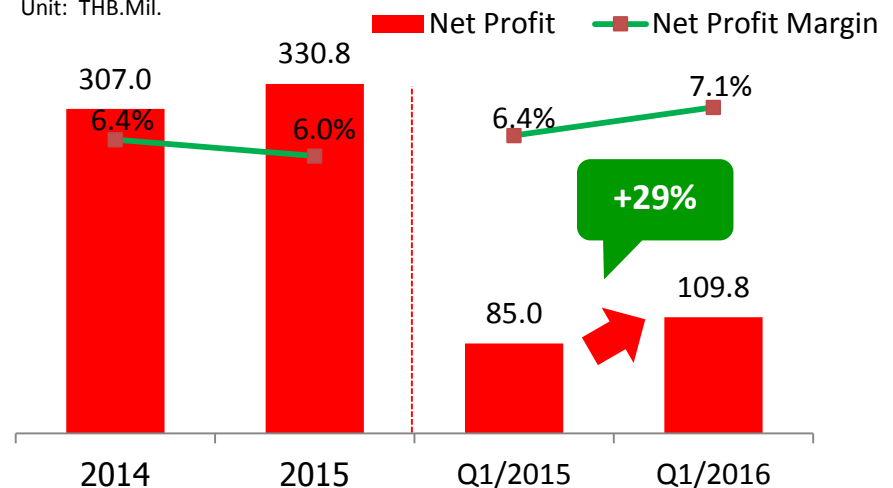
Selling Expenses/Sale Revenues

Unit: %



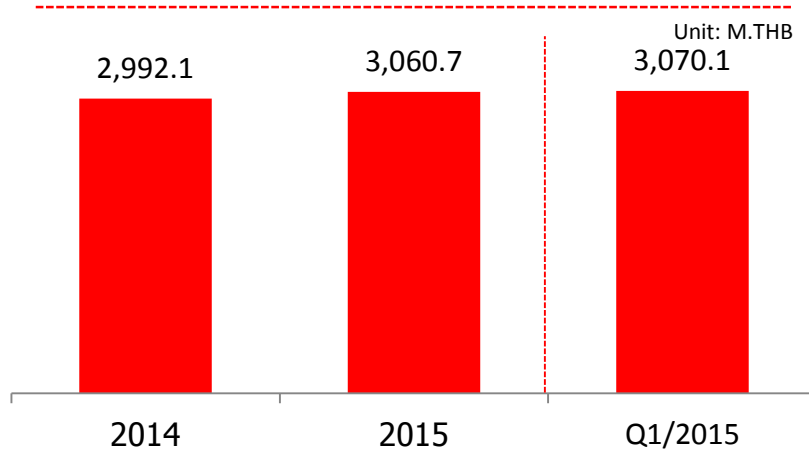
Net Profit and Net Profit Margin

Unit: THB.Mil.

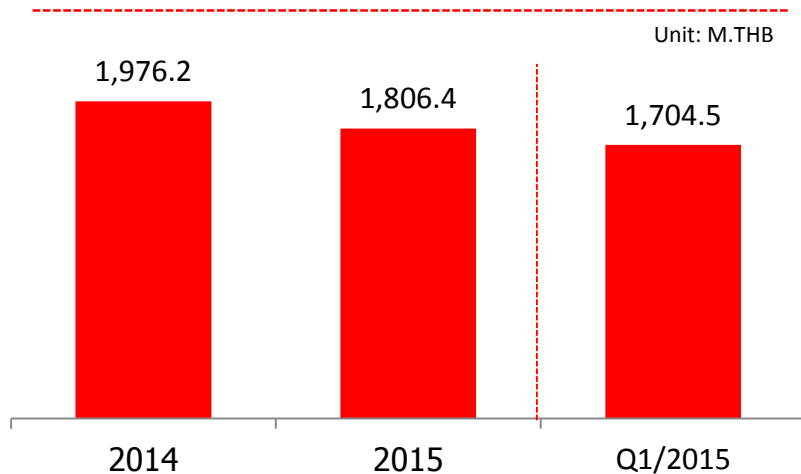


Statement of Financial Position

Total Assets



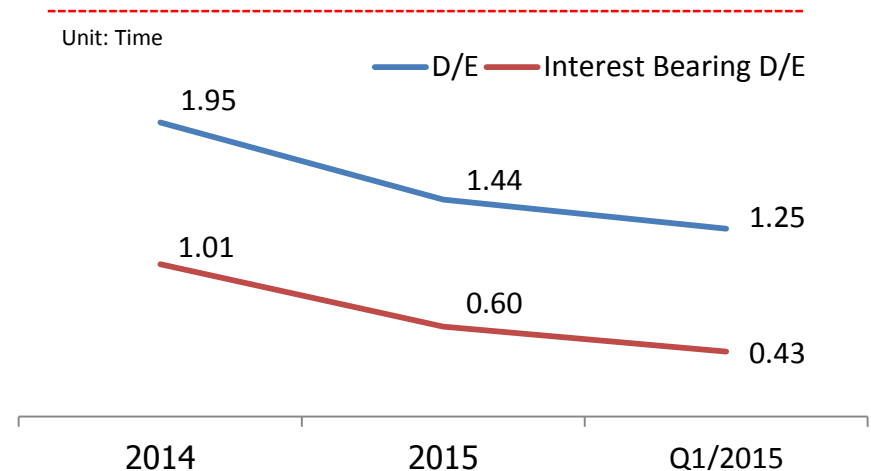
Total Liabilities



Key Fact: Strong in Financial Position

- Total assets stood at THB 3,070 MN. Increased from end at 2015 due to investments in joint venture (MMBC).
- Total Liabilities was THB 1,704.5 MN. Declined from end of last year. This was because short-term loan declined.
- The Company 's D/E ratio decreased to 1.25 times.

D/E and Interest Bearing D/E Ratio

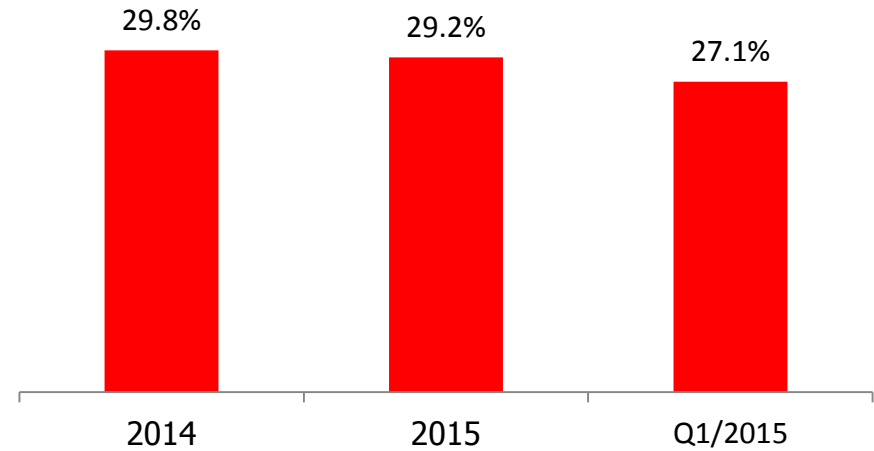




Return to Our Shareholders

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	
1 Jul 2015 - 31 Dec 2015	0.70	50%

Agenda

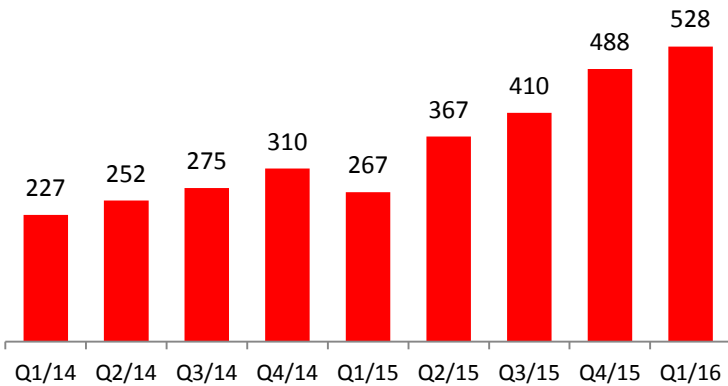
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Forward Looking in 2016 Stronger



Growth momentum in export revenues

"Going Forward"



- *Strong momentum in export especially coconut demand for export*
- *Brand export and MMBC fuel more export revenues the rest of 2015.*

Coconut Water Demand is very strong

"Continue to grow..."

..... thanks to the increasing sales of natural drinks among health-conscious consumers in USA and Europe

U.S. Coconut water market 2014-2019

(\$ millions revenue)

2014	612.5
2015	778
2016	986.6
2017	1,247.2
2018	1,572.9
2019	1,978.2

Source: Technavio, London, "Global Coconut Water Market 2015-2019."

Source: Technavio, UK

MMBC

"Next Growth Engine for Business"

MMBC target to grow as big as domestic business in 3 years.

มาลี น้ำผลไม้ 100%
ดี เพราะดูแลมาดี

Malee[®]
Fruit with care.



Visit us: www.malee.co.th

Investor Relations

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