

Malee®



Malee Group Public Company Limited

Q4/2016 Opportunity Day

28 February 2017

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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.



- **Company Overview**
- Business Update
- Results of Operations and Profitability
- Forward Looking



Group Structure

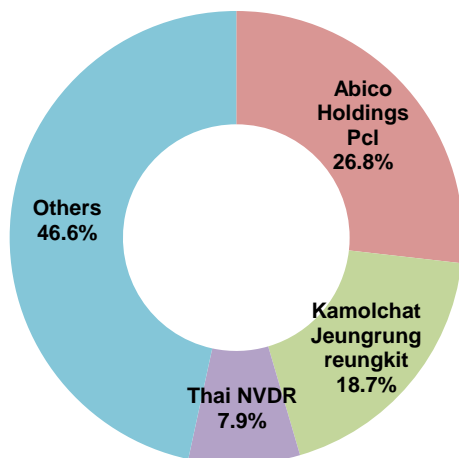
Malee®

Malee Group Pcl. "Manufacturing and Exporting"

A leading manufacturer and distributor of canned fruits, fruit juices, and beverages in Thailand



Shareholding Structure (As of 26 August 2016)

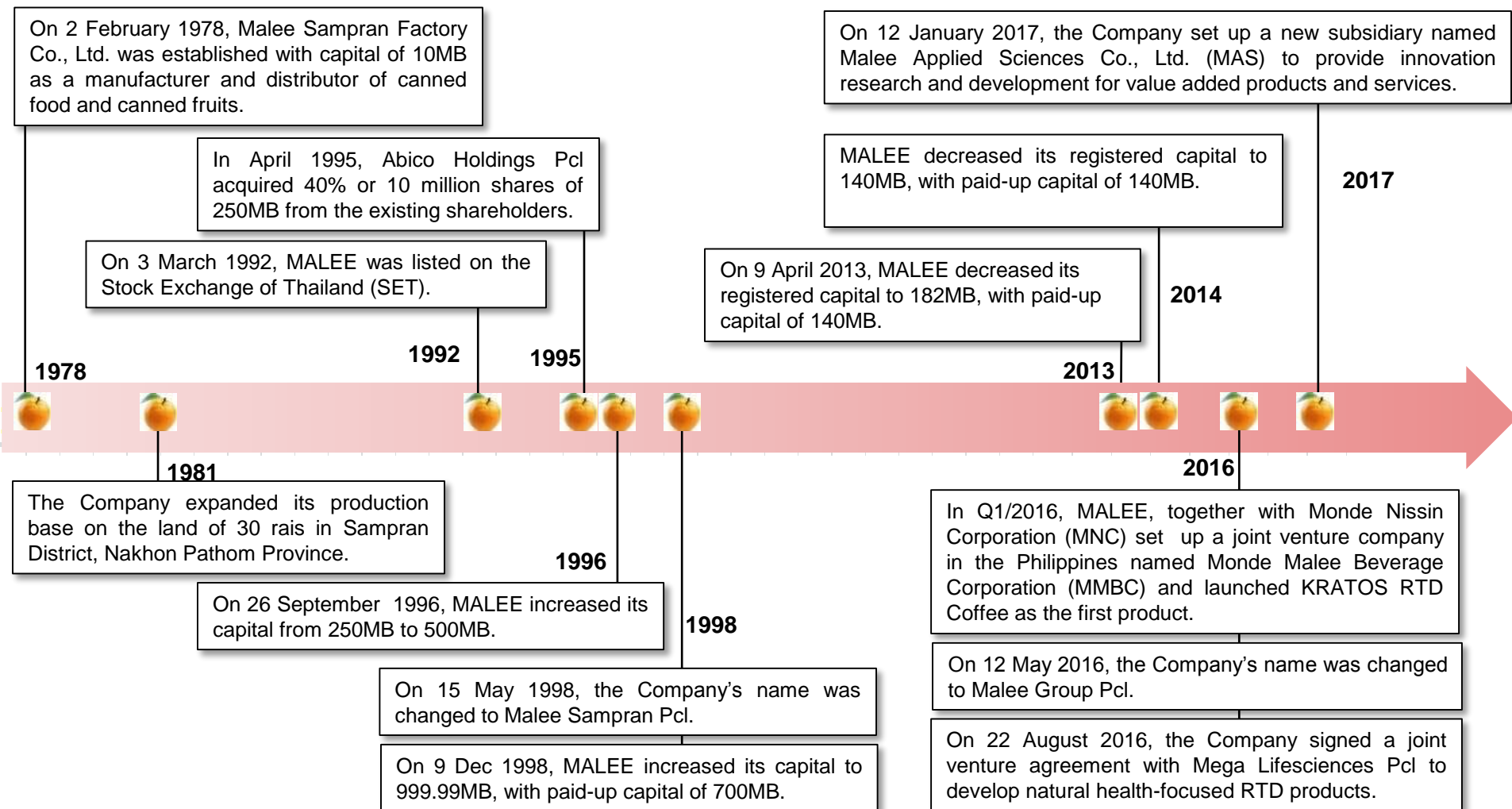


Share Information (As of 27 February 2017)

Stock Symbol:	MALEE
Industry and Sector:	Agro & Food Industry / Food and Beverage
No. of Listed Shares:	140,000,000 Shares
Registered Capital:	THB 140,000,000
Paid-up Capital:	THB 140,000,000
Par Value:	THB 1 per Share
Listing Date:	13 March 1992
Foreign Limit:	49% (available 45.11%)
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 (with additional conditions)
Market Capitalization:	13,580MB or 388MUSD
Free Float:	47.77%



Milestones



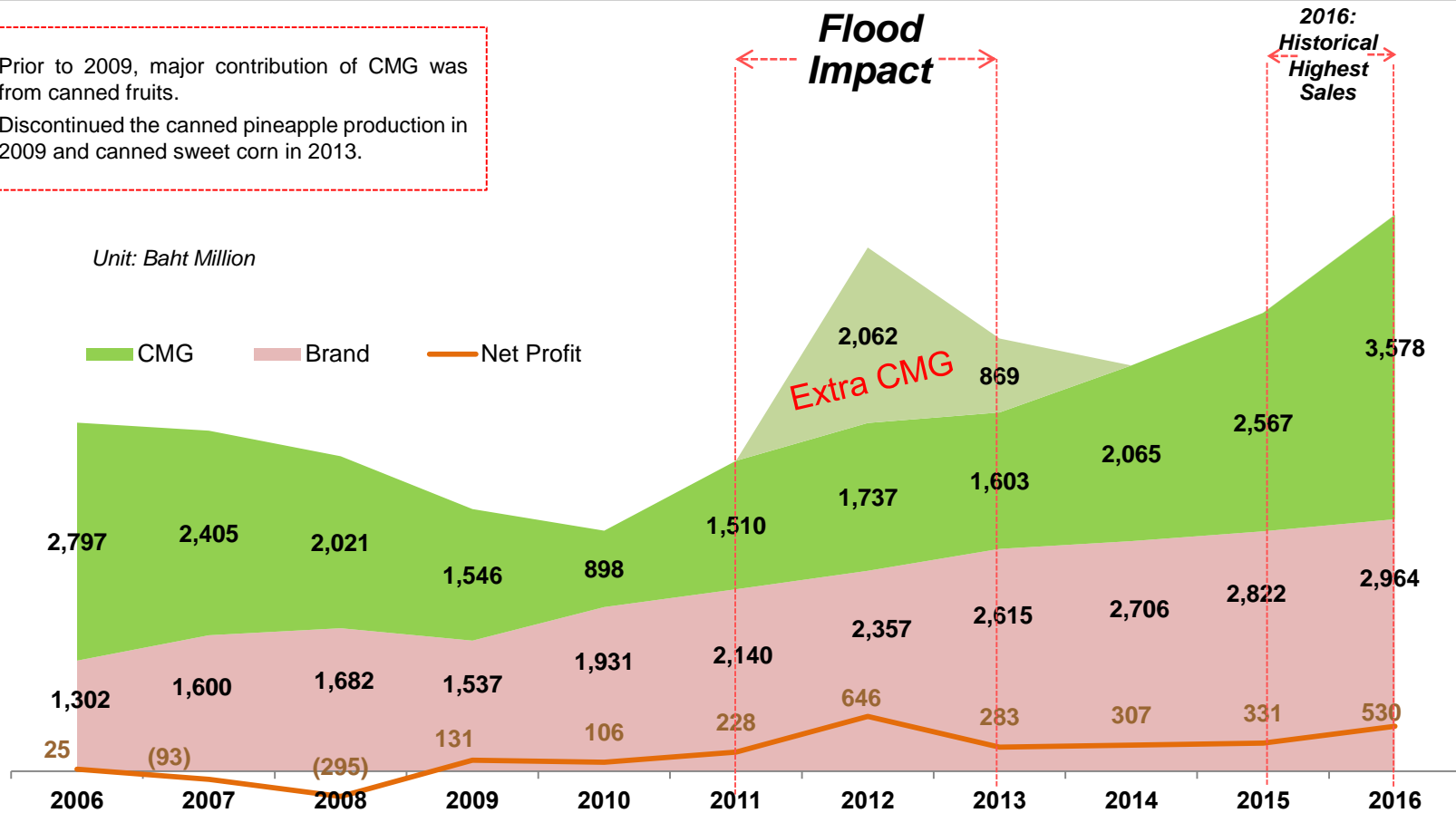
10-Yr Historical Performance

Malee®

- Prior to 2009, major contribution of CMG was from canned fruits.
- Discontinued the canned pineapple production in 2009 and canned sweet corn in 2013.

Unit: Baht Million

CMG Brand Net Profit



CMG: Contract Manufacturing

Malee Brand Portfolio

Malee®

Daily Nutrition

Malee®



Malee 100%
Juice UHT



Malee 100%
Juice
Pasteurize



Malee
Coco



Malee
Nutrients



Malee
i-Corn

Functionality



Malee
Probiotics



Malee
Healti
Plus



Malee
Light

Tactical



Malee Food
Service



Malee
Tropical



Malee
Canned
Fruit

Canned Fruit



First Choice



Farmer

OTHERS

Diary Product



UHT

Chokchai Farm



Pasteurize



Canned
Sweetened
Condensed Non
Dairy Creamer

Other Beverages



TurBusta Maxx



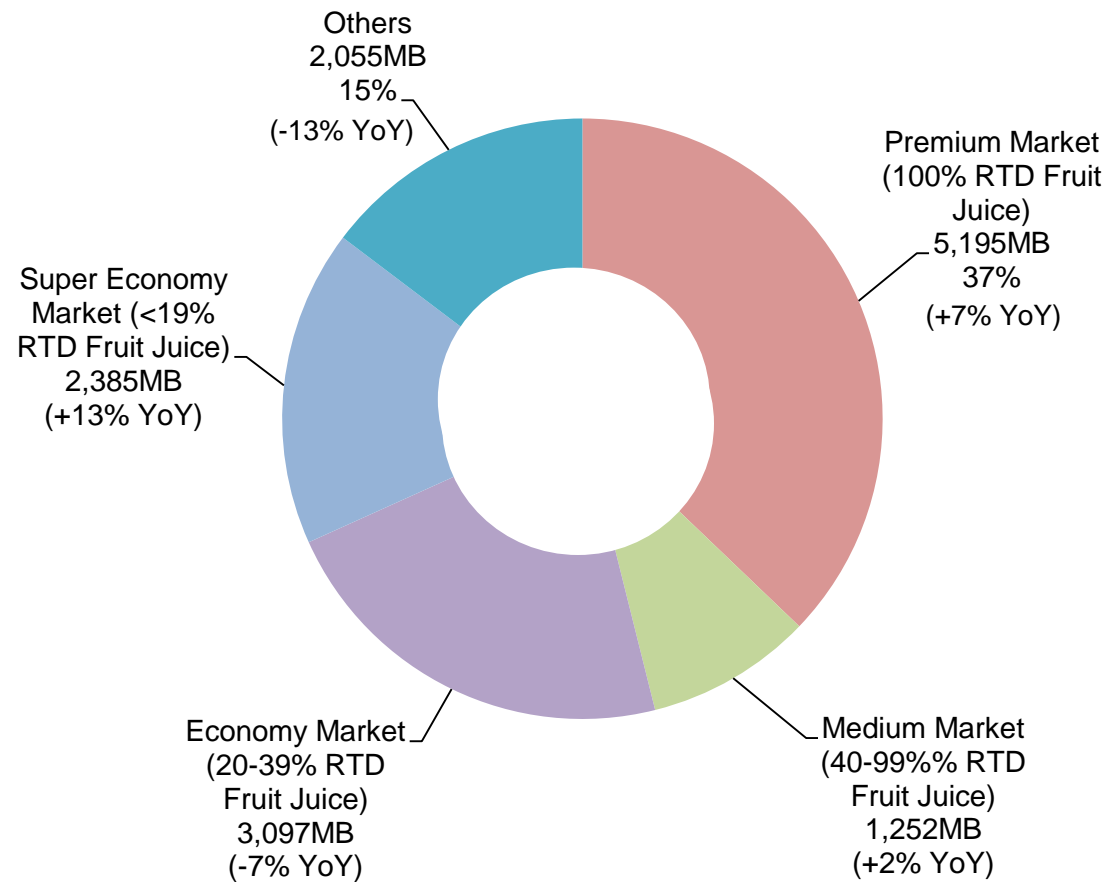
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Domestic RTD Fruit Juice Market

Malee®

MAT Dec 2016 Market Value of 13,982 MB, Growth of 1% YoY

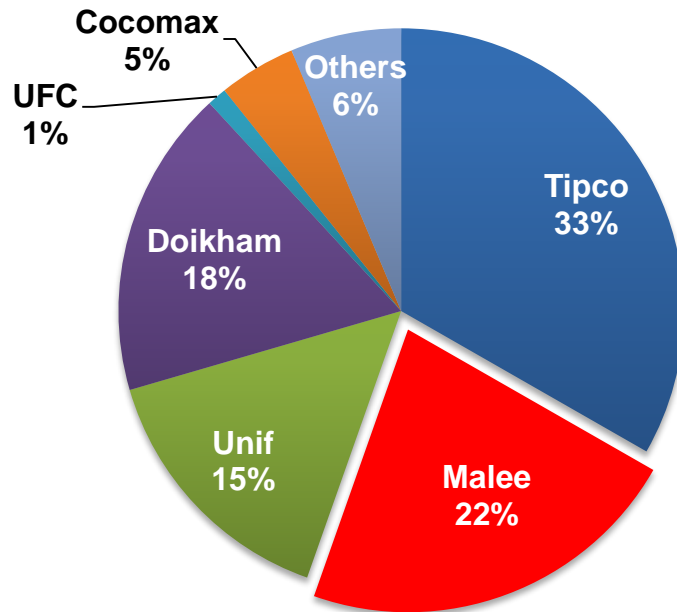


Source: Neilson

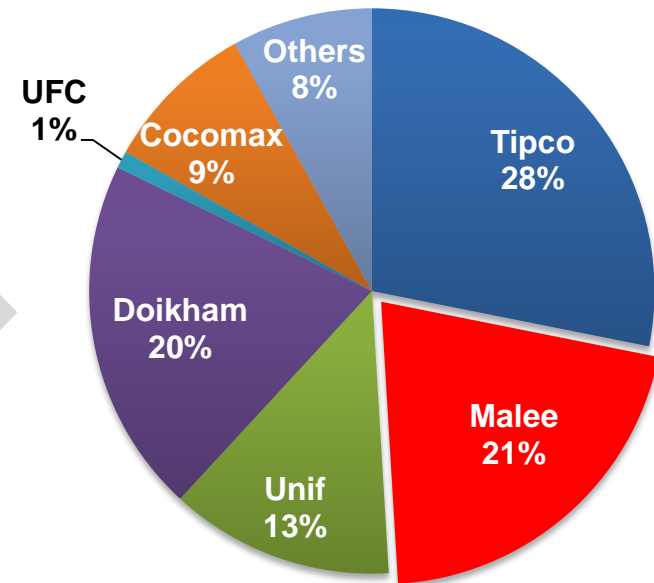
Premium Juice UHT Market Share

Malee®

MAT Dec 2016 Market Value of 4,802 MB, Growth of 9% YoY



MAT Dec 2015



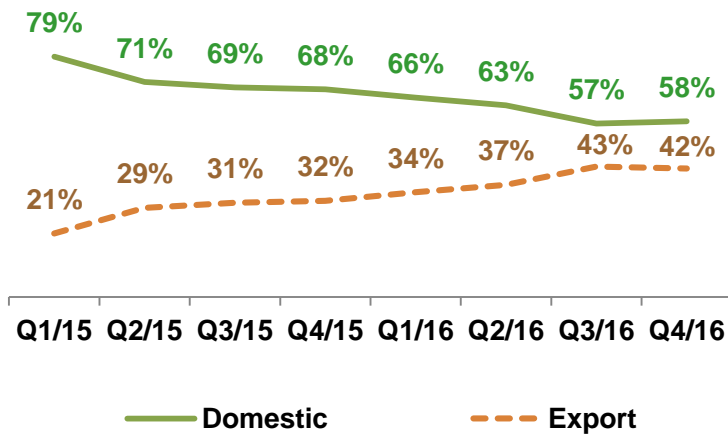
MAT Dec 2016

Note: Including Coconut Water

Source: Neilson

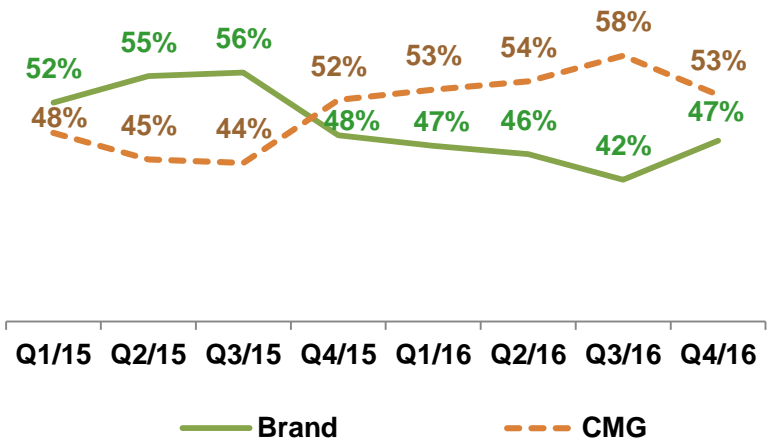


Domestic : Export



- 2016 Domestic sales growth was 3% YoY.
- 2016 Export sales growth was 67% YoY.

Brand : CMG



CMG: Contract Manufacturing

- 2016 Brand sales growth was 5% YoY.
- 2016 CMG sales growth was 39% YoY.



Malee Applied Sciences – New Subsidiary

Malee®



- Malee Applied Sciences Co., Ltd. (MAS), wholly owned by MALEE was set up on 12 January 2017.
- Initial capital investment is Baht 10 million.
- MAS will enhance the Company's capability in innovation research and development for value added products and services.
- MAS also hopes to support farmers' income with its value added by-products.



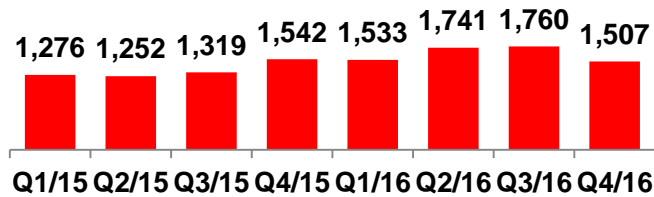
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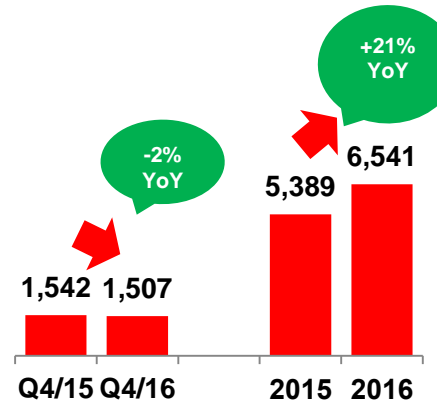
Financial Highlights

Sales Revenue

Unit: Million Baht



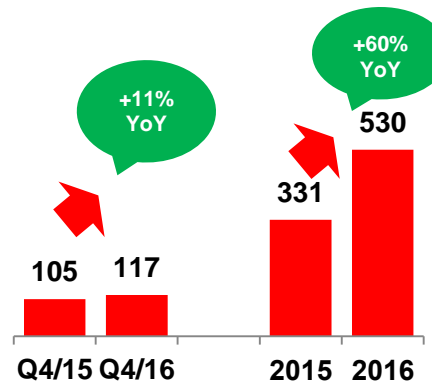
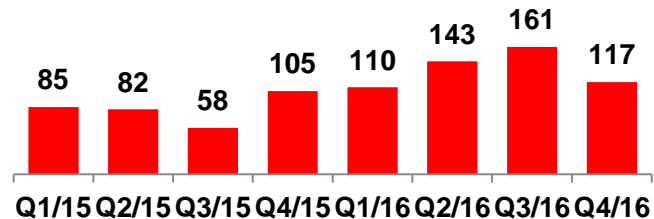
Remark: Sales reclassified from net sales of trade rebates



- Q4/2016 Sales growth dropped YoY due to slower domestic consumption.
- 2016 Sales growth was supported by sales increase both in Brand and CMG, both of which rose domestically and internationally.
- In 2016, the Company achieved its highest record of annual sales since establishment in 1978.

Net Profit

Unit: Million Baht

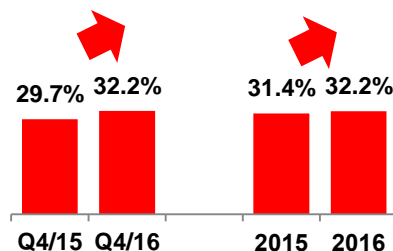
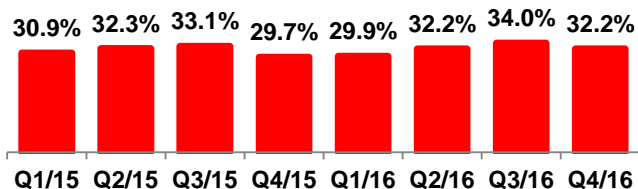


- Q4/2016 Net profit growth was attained by the Company's strategy and internal management for efficiency enhancement and cost reduction
- 2016 Net profit growth was marked by improved sales revenue while costs were well managed including production cost, selling expenses, and finance costs.
- 2016 Net profit achieved the second highest profit since 2012, the year in which the Company benefited from the great flood in 2011.
- Loss recognized of 40MB from MMBC in Q4/2016 was foreseen and according to plan of the Company that there was high spending at the beginning as we launched more new products into the market.



Profitability Margin

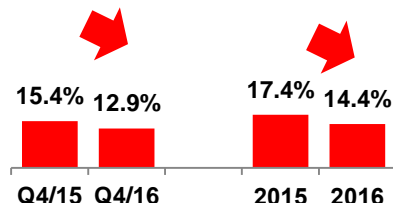
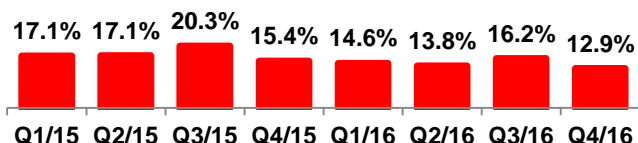
%Gross Profit Margin



- Q4/2016 %GPM improved YoY due to enhanced production efficiency.
- 2016 %GPM increased as a result of reduced cost of production per unit in relation to higher utilization rate as well as improved cost management.

Remark: Shut down expense and damaged goods reclassified from administrative expenses to cost of sales

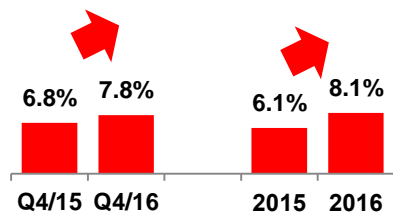
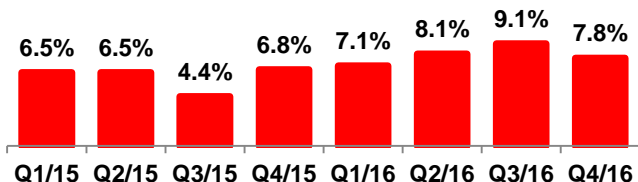
%Selling Expenses /Sales



- Improved %selling expenses to sales was supported by the group's cost control policy and increased sales ratio of CMG.

Remark: Trade rebates reclassified from selling expenses to net sales

%Net Profit Margin



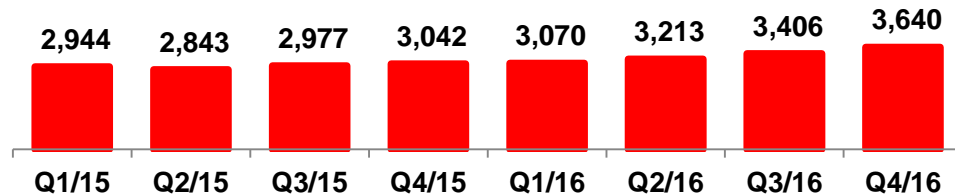
- Q4/2016 %NPM improved YoY due to efficiency enhancement and cost reduction, despite sales drop YoY.
- 2016 %NPM increased from improved sales revenue while costs were well managed including production cost, selling expenses, and finance costs.



Statement of Financial Position

Total Assets

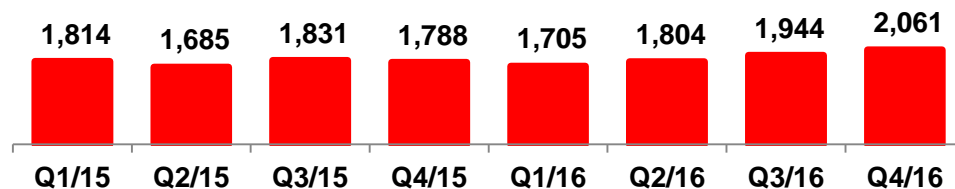
Unit: Million Baht



- Increased assets from the end of last year were mainly resulted from additional investment in machinery as well as higher inventories .

Total Liabilities

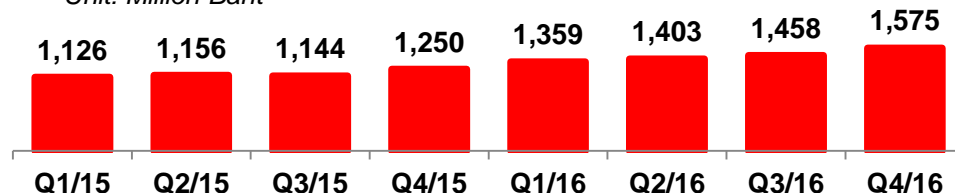
Unit: Million Baht



- Increased liabilities from the end of last year were due to higher short-term loans for investment in machinery and liabilities under financial lease.

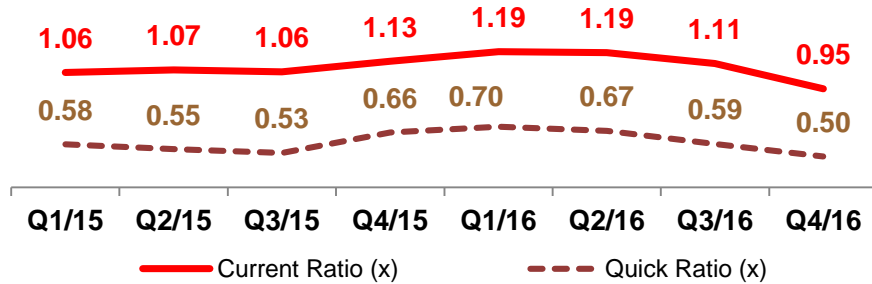
Equity

Unit: Million Baht

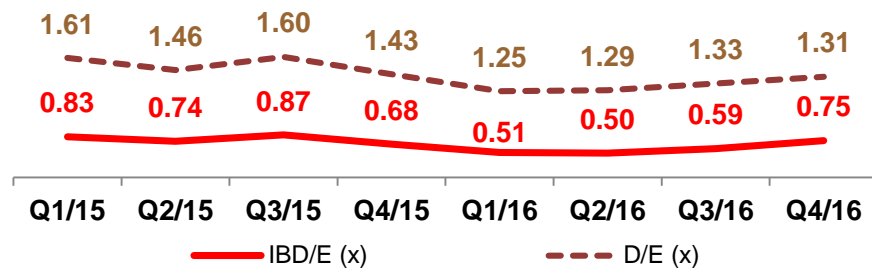


- Increased equity of parent Company's shareholders was contributed by operating profit during the year.



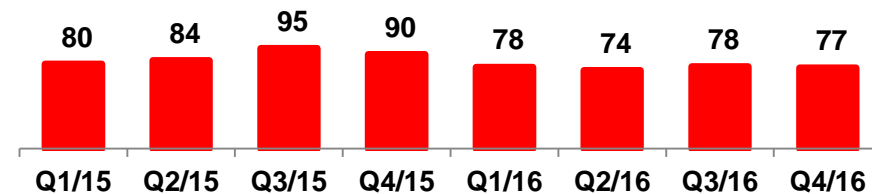


- Reduced current ratio YoY was mainly due to lower trade receivables, higher short-term loans, and higher liabilities under financial lease, while higher inventories resulted in decreased quick ratio.



- Higher IBD/E from the end of 2015 was due to higher short-term loans from financial institutions and increased liabilities under financial lease agreements.
- Lower D/E ratio was resulted from reduced trade payables while the Company's retained earnings increased following incurring profits.

Cash Cycle Days

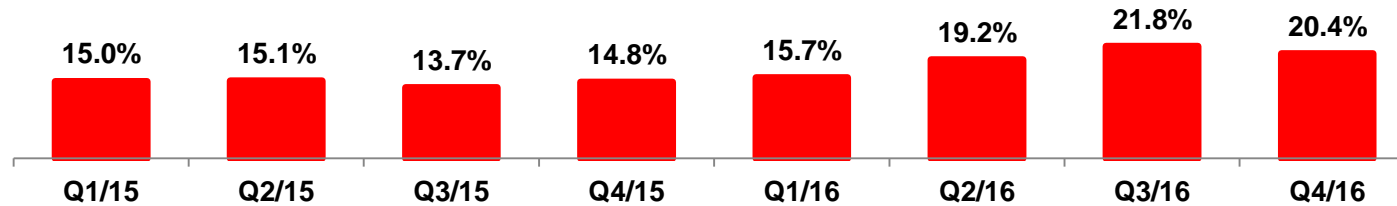


- Improved cash cycle days YoY was due to shortened collection days and inventory days, in spite of reduced payment days.



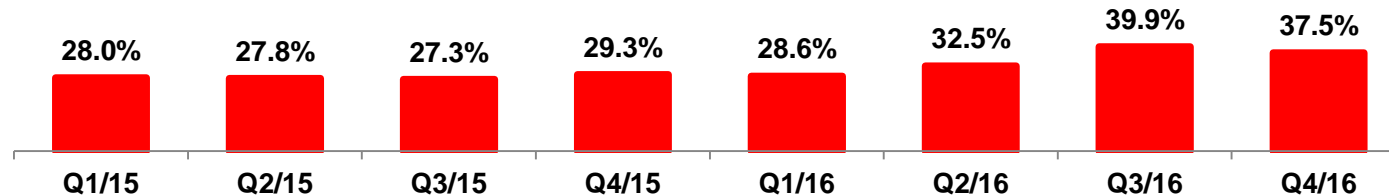
Return to Shareholders

ROA



Remark: Annualized

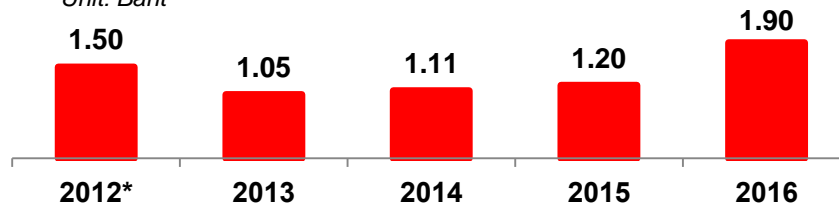
ROE



Remark: Annualized

Dividend per Share

Unit: Baht

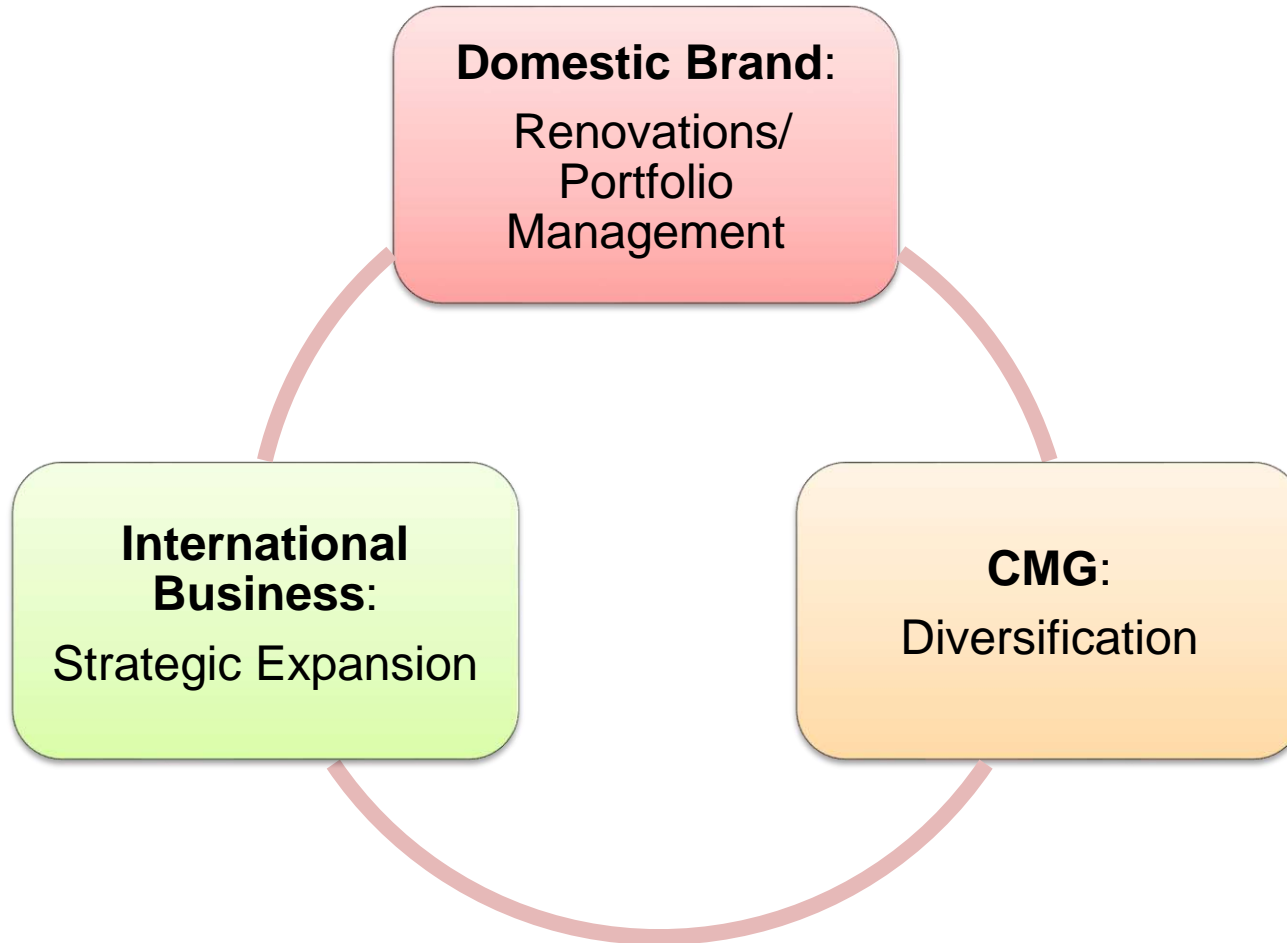


Remark: *Adjusted at par value of 1.00 Baht

- Improved ROA and ROE YoY was supported by a substantial increase of net profit.
- The Company has continuously paid dividend to its shareholders twice a year since 2012 operation period.
- The Company has a policy to pay dividend not less than 50% of the net profit from normal operation according to consolidated financial statement after deduction of tax revenue and legal reserve (with additional conditions).

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sSET Index



MSCI



Added to MSCI Global Small Cap Indexes

Effective as of the close of 30 November 2016



“Very Good” Level of CG Scoring



Malee®

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น้ำผลไม้ที่ห่วงใยคุณ



For more information, please visit our website: <http://www.malee.co.th>
or contact: ir@malee.co.th. Tel: +66 64 301 7978