

Malee[®]



Malee Group Public Company Limited

Q1/2017 Opportunity Day

16 May 2017

Malee®



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ดื่มน้ำผลไม้ 100%

Malee
Fruit with care



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

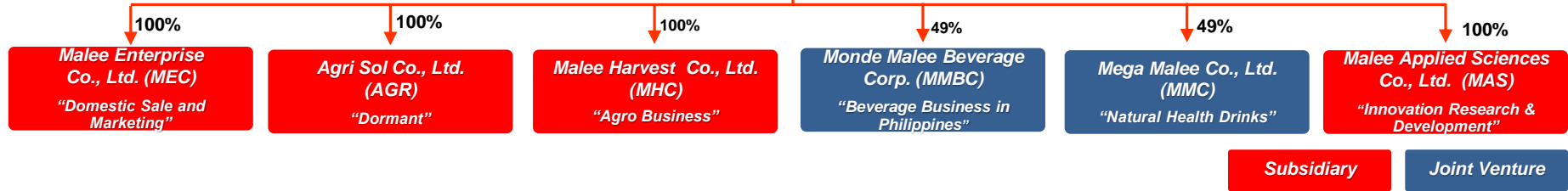


Group Structure

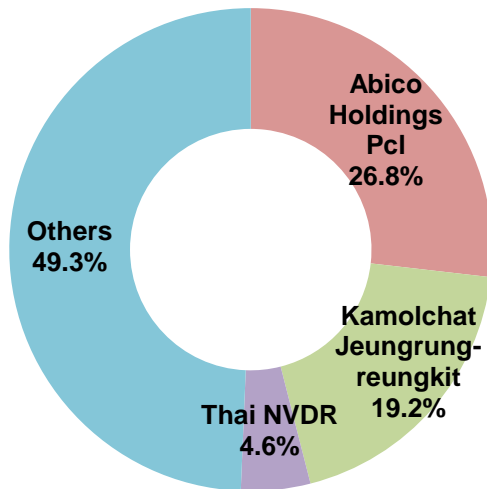


Malee Group Pcl. "Manufacturing and Exporting"

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



Shareholding Structure (As of 9 May 2017)



Share Information (As of 12 May 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 40%)
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:	14,350MB or 413MUSD
Free Float:	47.77%

* A new par value of THB 0.5 per share is effective on 16 May 2017, resulting in 280 million listed shares.



Milestones



On 2 February 1978, Malee Sampran Factory Co., Ltd. was established with capital of 10MB as a manufacturer and distributor of canned food and canned fruits.

In April 1995, Abico Holdings Pcl acquired 40% from the existing shareholders.

On 3 March 1992, MALEE was listed on the Stock Exchange of Thailand (SET).

1978



1981

The Company expanded its production base on the land of 30 rais in Sampran District, Nakhon Pathom Province.

1992



1995



1998

On 15 May 1998, the Company's name was changed to Malee Sampran Pcl.

On 12 January 2017, the Company set up a new subsidiary named Malee Applied Sciences Co., Ltd. (MAS) to provide innovation research and development for value added products and services.

On 15 March 2017, MMBC launched its second product, the jelly drink, under the brand of "Jelly Vit."

2017



2016

In Q1/2016, MALEE, together with Monde Nissin Corporation (MNC) set up a joint venture company in the Philippines named Monde Malee Beverage Corporation (MMBC) and launched KRATOS RTD Coffee as the first product.

On 12 May 2016, the Company's name was changed to Malee Group Pcl.

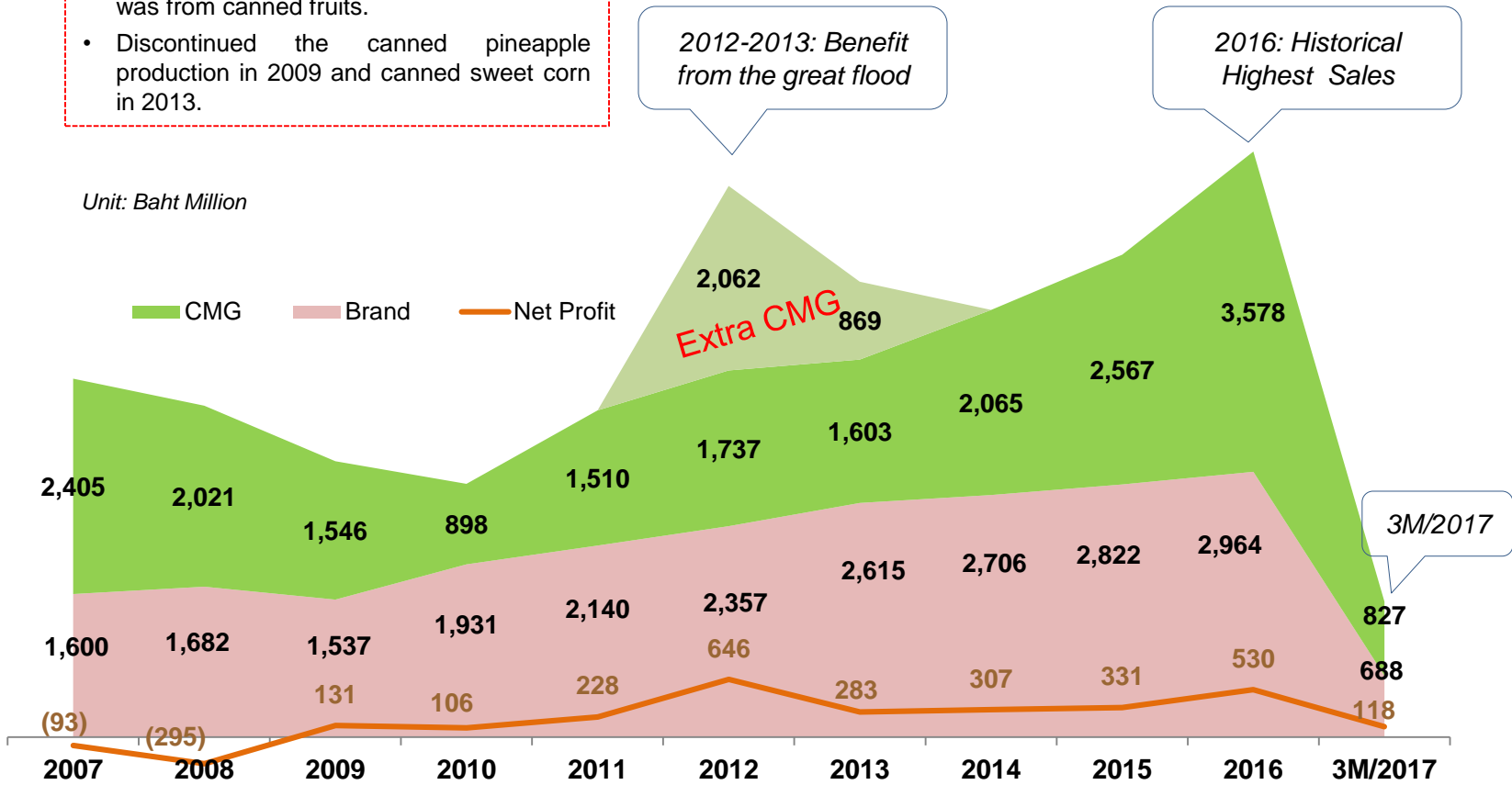
On 22 August 2016, the Company signed a joint venture agreement with Mega Lifesciences Pcl to develop natural health-focused RTD products.



Historical Performance

- 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: 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

Dairy Product



UHT

Chokchai Farm



Pasteurize



Canned Sweetened Condensed Non Dairy Creamer

Other Beverages



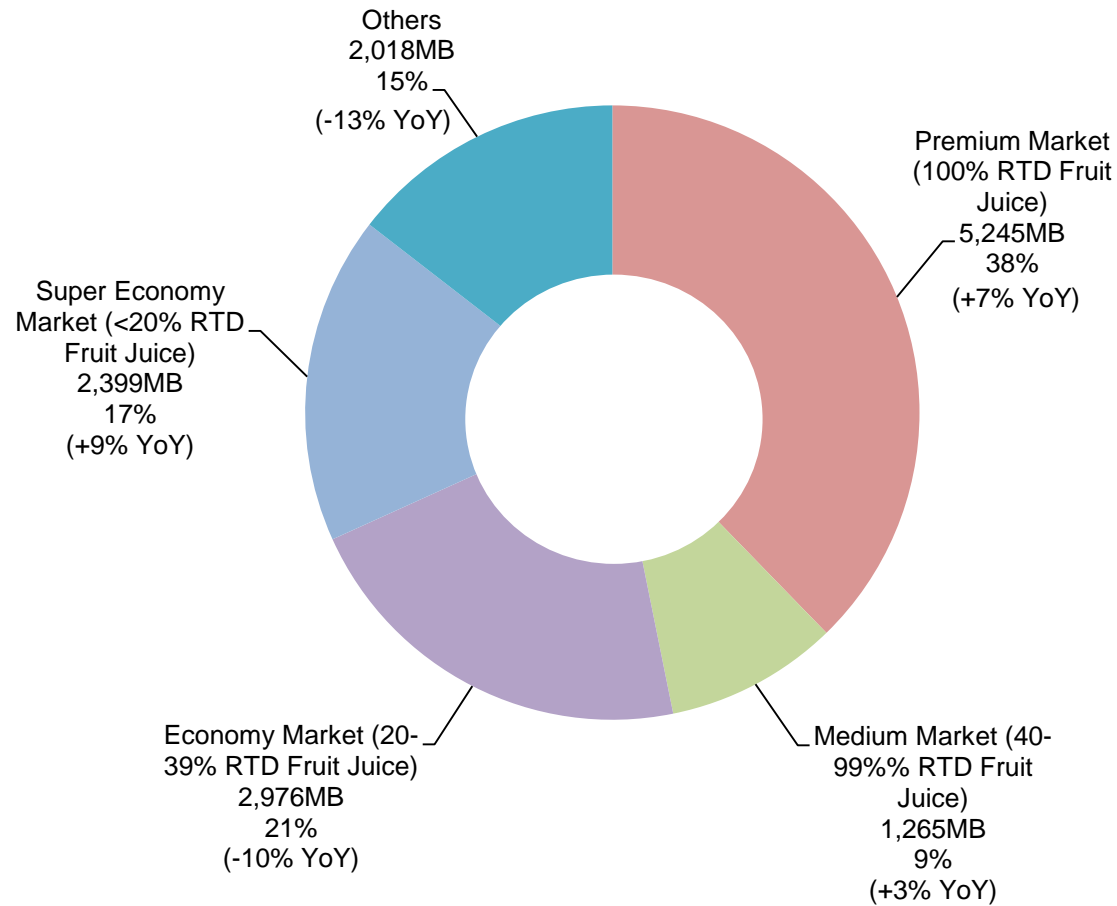
TurBusta Maxx



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MAT Mar 2017 Market Value of 13,903 MB, a Decrease of 0.3% YoY



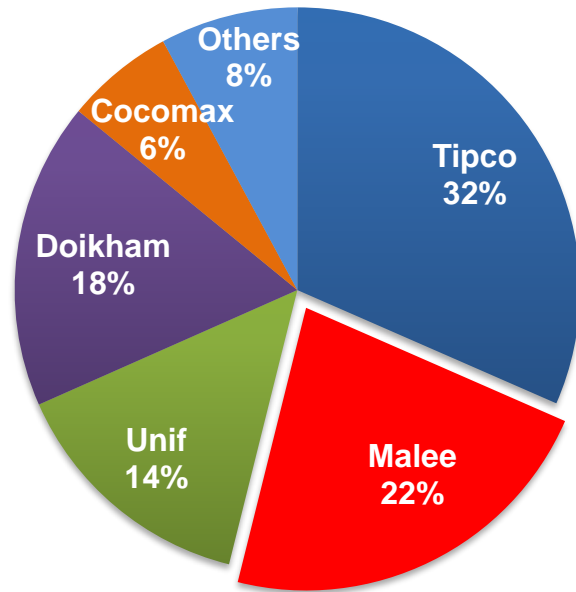
Source: Neilson



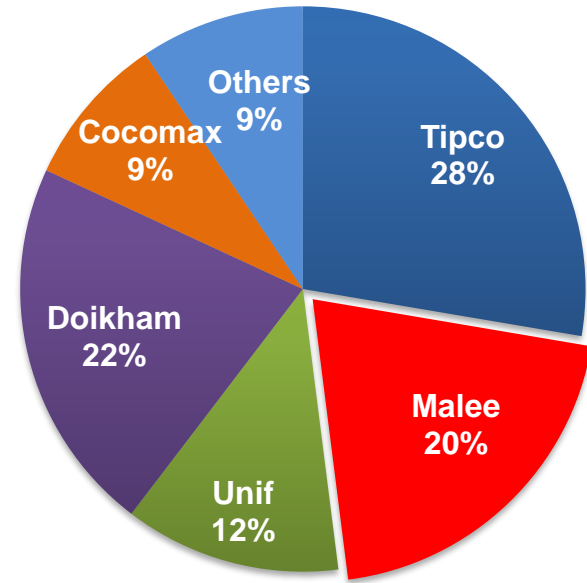
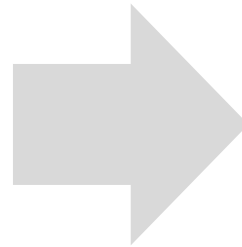
Premium Juice UHT Market Share

Malee[®]

MAT Mar 2017 Market Value of 4,872 MB, Growth of 10% YoY



MAT Mar 2016



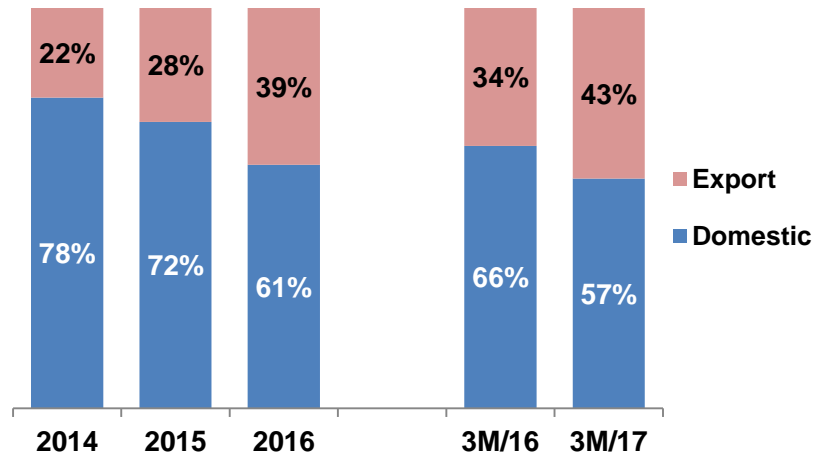
MAT Mar 2017

Note: Including Coconut Water

Source: Neilson

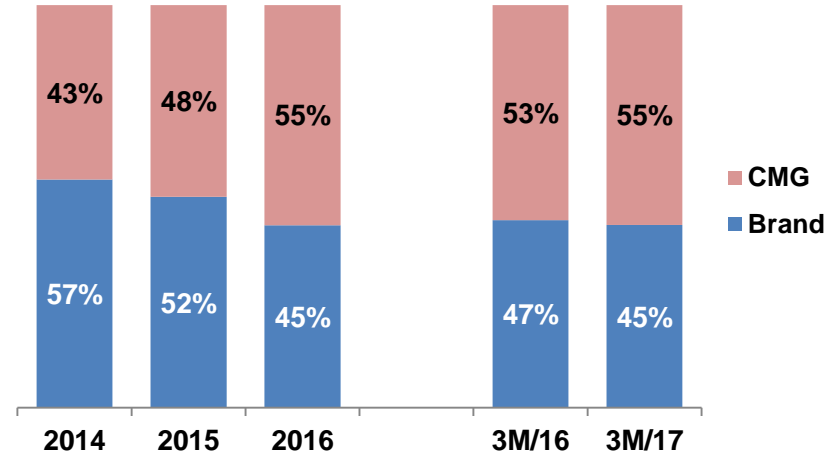


Domestic : International Business



- Q1/2017 Domestic sales growth was -13% YoY.
- Q1/2017 Export sales growth was +22% YoY.

Brand : Contract Manufacturing



CMG: Contract Manufacturing

- Q1/2017 Brand sales growth was -4% YoY.
- Q1/2017 CMG sales growth was +1% YoY.





NEW MALEE COCO
TASTY, FRESH, AND NATURAL





- Jelly Vit, the jelly drink was launched in the mid of March 2017, the second product after Kratos RTD Coffee.
- Market Position: Pretty Happy Drink
- Target: Adult Young Girls/ First Jobbers

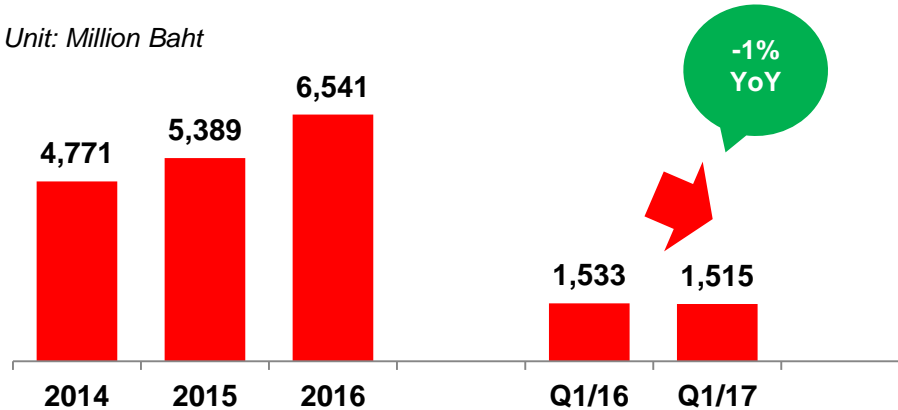


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Sales Revenue

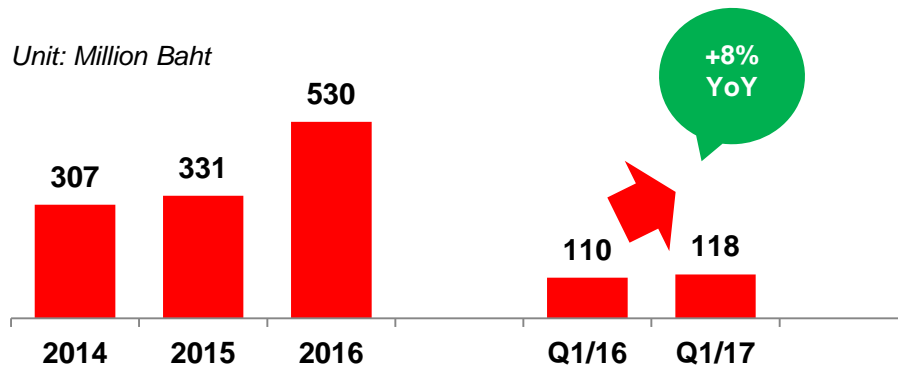
Unit: Million Baht



- Q1/2017 Sales slightly decreased by 1% YoY due to the slowdown of domestic sales, especially from canned fruit.
- However, export sales continued to perform outstandingly, both in Brand and CMG Business.

Net Profit

Unit: Million Baht

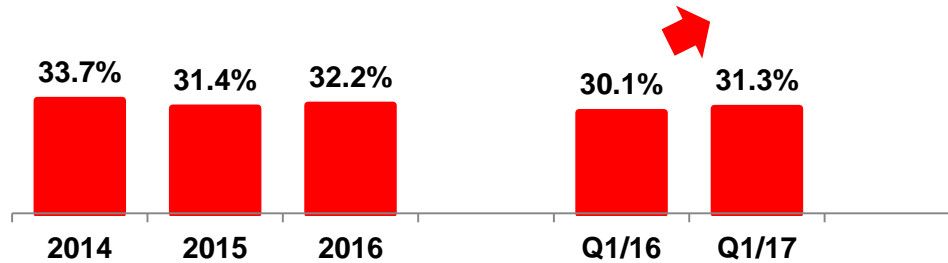


- Q1/2017 Net profit increased by 8% YoY, in accordance with the Company's strategy and internal management for efficiency enhancement and cost reduction.
- Net profit included loss of 7MB from MMBC and profit of 7MB from the disposal of investment in LCF, which is the reversal of impairment of goodwill in LCF in Q4/2016.
- MBCC loss was foreseen and going consistent with the Company's plan, while the loss was considered as a normal level for the business at the beginning stage launching new products into the market which requires high spending.



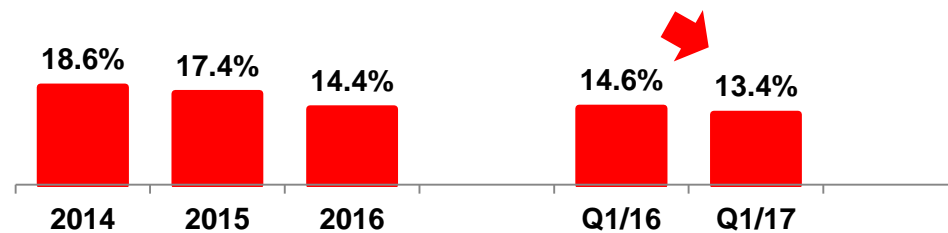
Profitability Margin

%Gross Profit Margin



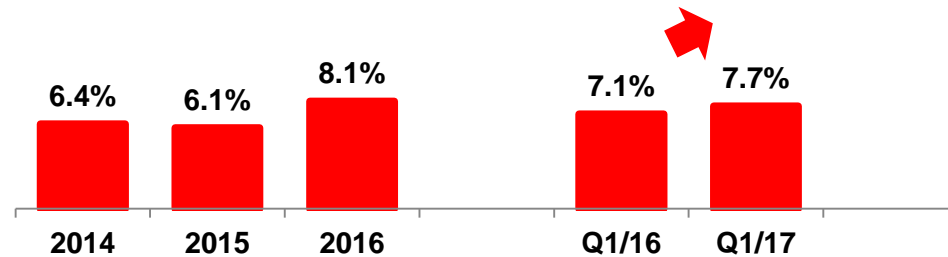
- Improved Q1/2017 GPM YoY was due to enhanced production efficiency and different product mix.

%Selling Expenses /Sales



- Improved Q1/2017 selling expenses to sales was supported by the group's cost control policy and increased sales ratio of CMG.

%Net Profit Margin

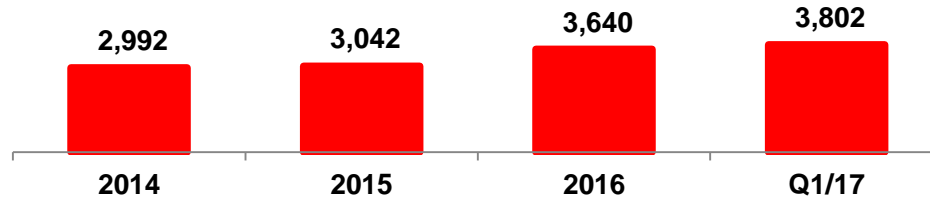


- Improved Q1/2017 NPM YoY was due to efficiency enhancement and cost reduction.



Total Assets

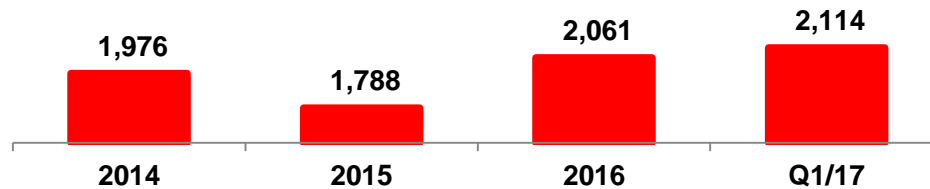
Unit: Million Baht



- Increased total assets were mainly resulted from higher trade receivables as well as additional investment in machinery to improve production efficiency and prepare for increased level of production.

Total Liabilities

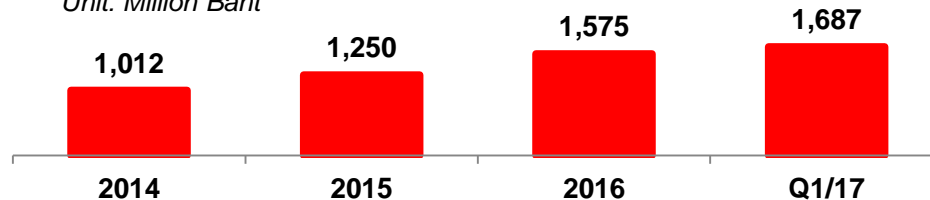
Unit: Million Baht



- Increased liabilities were mainly due to higher trades payable due to the preparation of packaging materials for the upcoming crop season for the canned fruit production in Q2/2017.

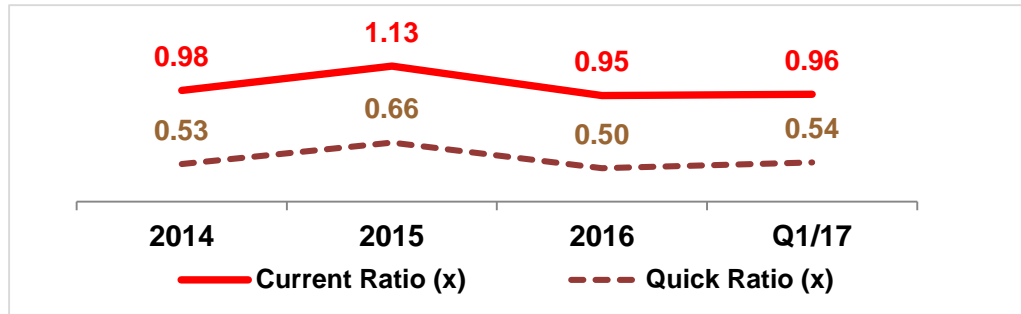
Equity

Unit: Million Baht

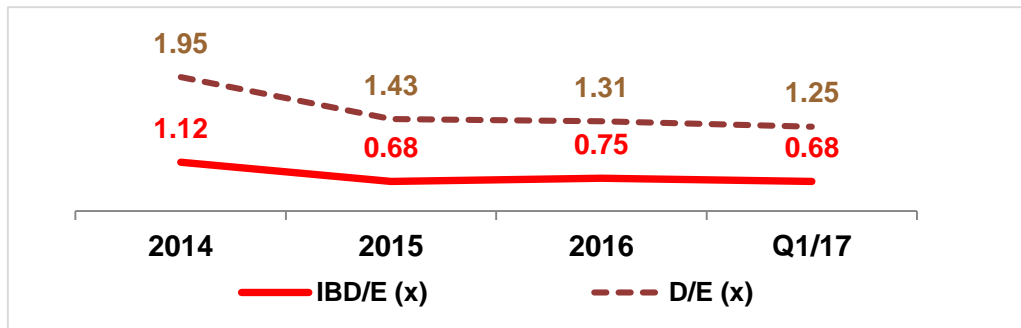


- Increased equity of parent Company's shareholders was contributed by operating profit during the year.

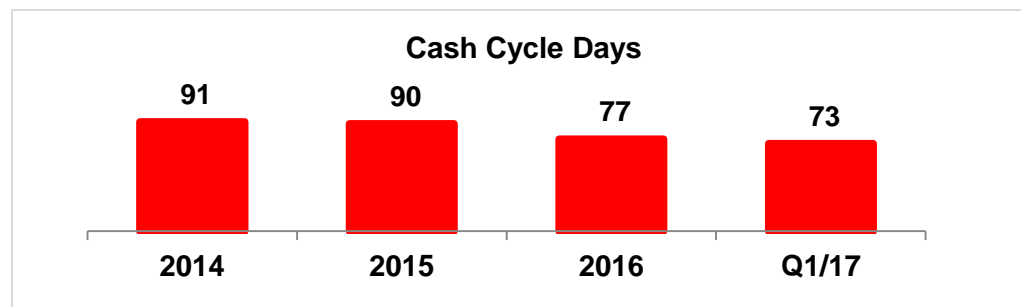




- Improved current ratio was mainly due to higher trade receivables, lower bank overdrafts and short-term loans from financial institutions as well as lower current portion of long-term liabilities, while a decrease in inventories resulting in higher quick ratio.



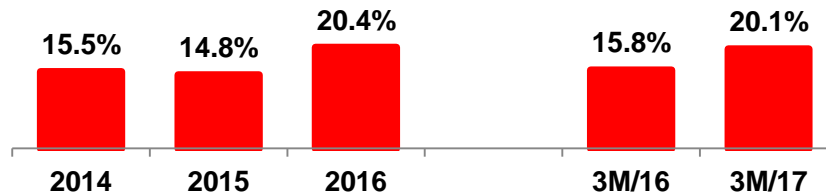
- Reduced IBD/E and D/E was due to a decrease in bank overdrafts and short-term loans from financial institutions, long-term liabilities, and liabilities under financial lease agreements as well as an increase in retained earnings from incurring profits.



- Improved cash cycle days was due to shortened inventory days and longer payment days.

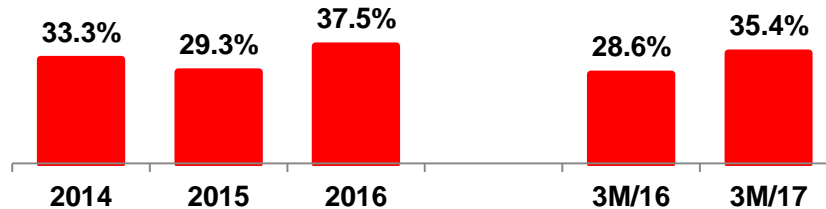


ROA



- Improved ROA was due to a substantial increase of the Company's earnings.

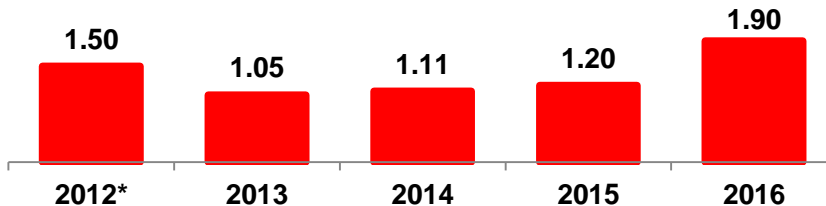
ROE



- Improved ROE was due to a substantial increase of the Company's earnings.

Dividend per Share

Unit: Baht



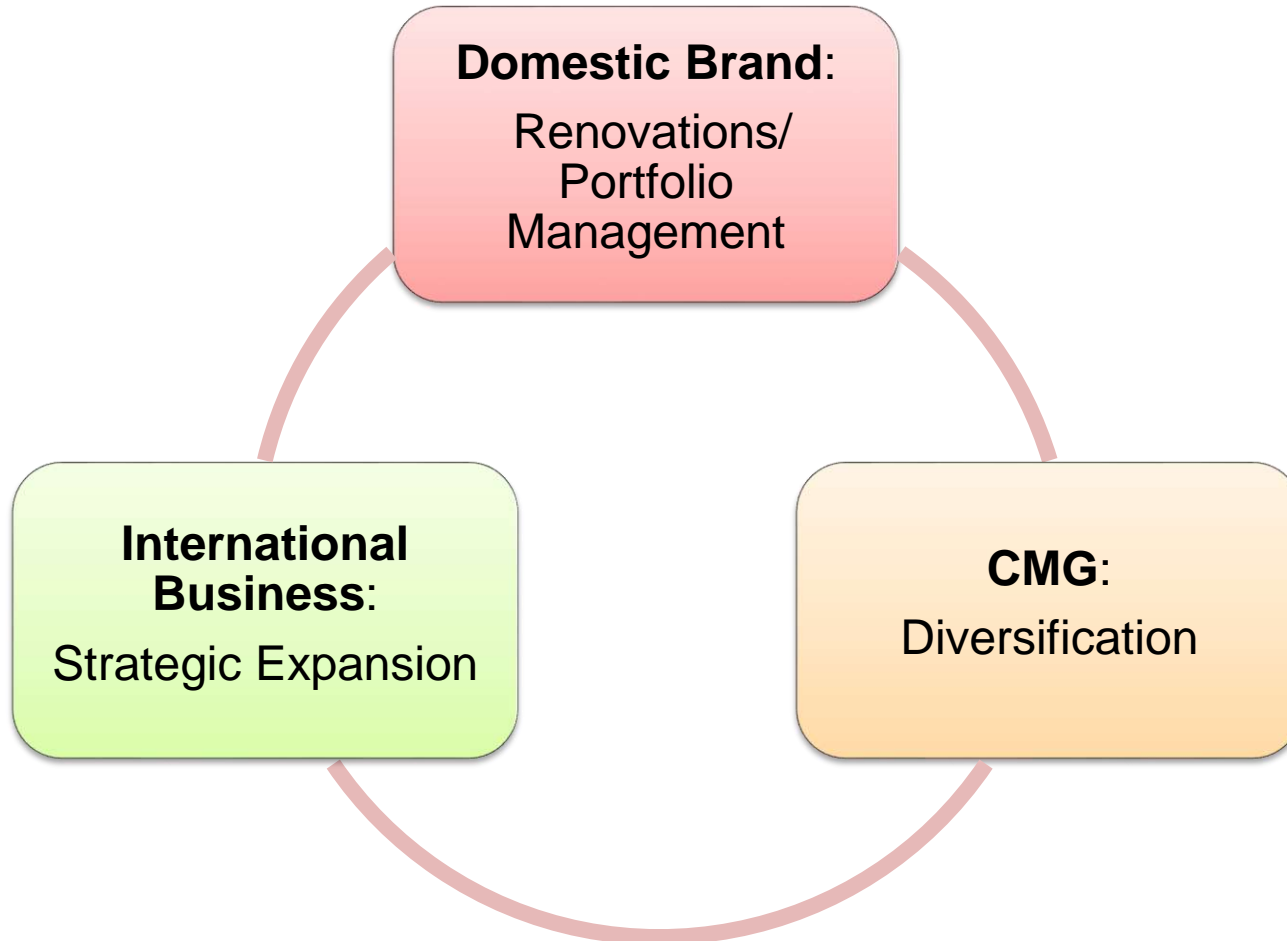
- The Company normally pays dividend twice a year.
- The Company has a policy to pay dividend not less than 50% of the net profit from normal operation according to consolidated financial statement after deduction of tax revenue and legal reserve (with additional conditions).

Remark: *Adjusted at par value of 1.00 Baht



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sSET Index

Clearly defined criteria for stock selection	Highlight more stocks other than SET100 to investors	Can be used as new benchmark index for investment in non-SET100 stocks	Serve as an underlying index for financial products in the future

MSCI



Added to MSCI Global Small Cap Indexes
Effective as of the close of 30 November 2016



“Very Good” Level of CG Scoring



Malee®



มาลี...

น้ำผลไม้ที่ห่วงใยคุณ

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