



# Malee Group Public Company Limited

Year 2020

2 March 2021

# 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.

Please note that the Company has agreed that any all information in connection with CMG products and manufacturing activities shall be kept strictly confidential and not be disclosed to any third party.



---

# AGENDA

---

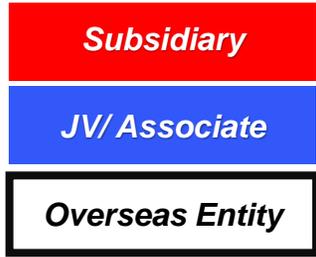
Company Overview

Business Update

Results of Operations and Profitability

Forward Looking

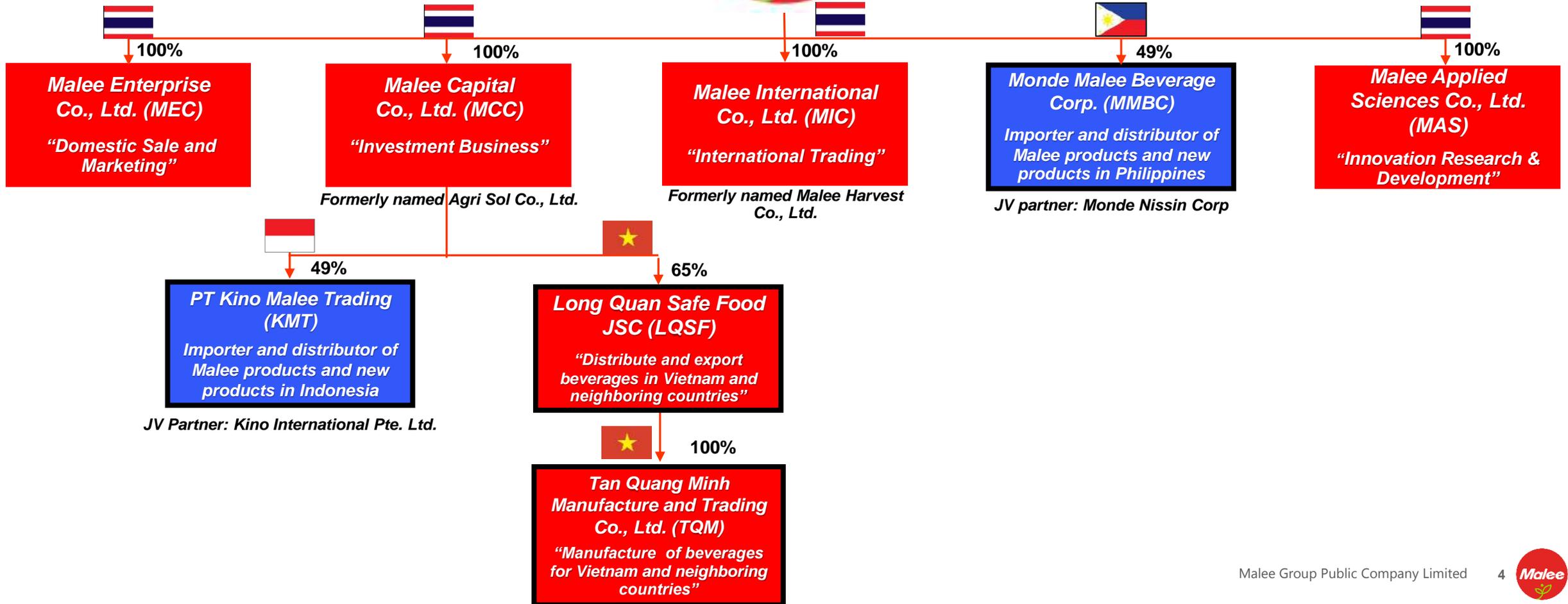
# Group Structure



Malee Group Plc



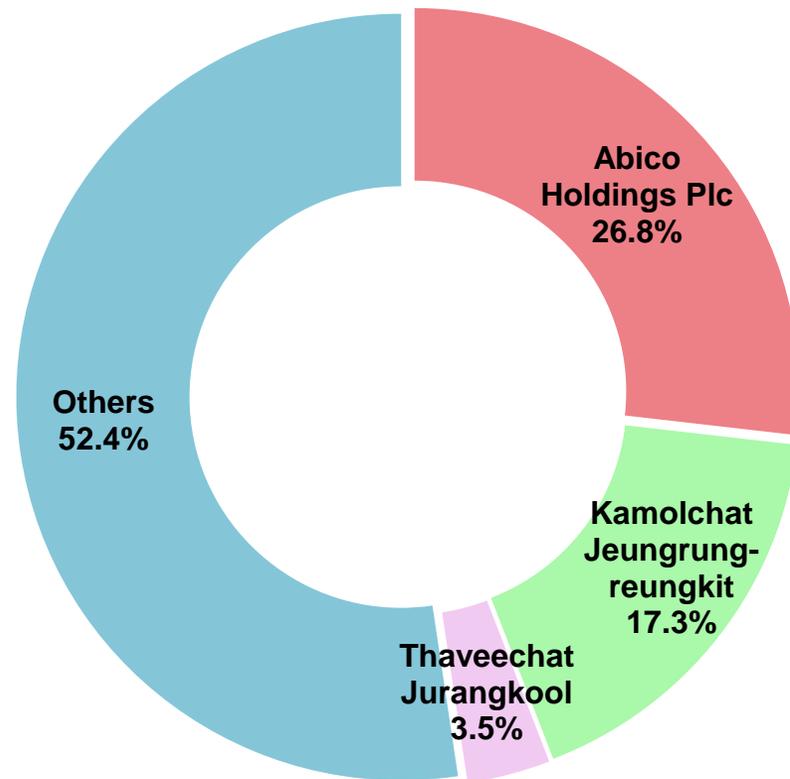
A leading manufacturer, distributor, and exporter of fruit juices, beverages, and canned fruits.



# Shareholding Structure & Share Information

## Shareholding Structure

(As of 13 March 2020)

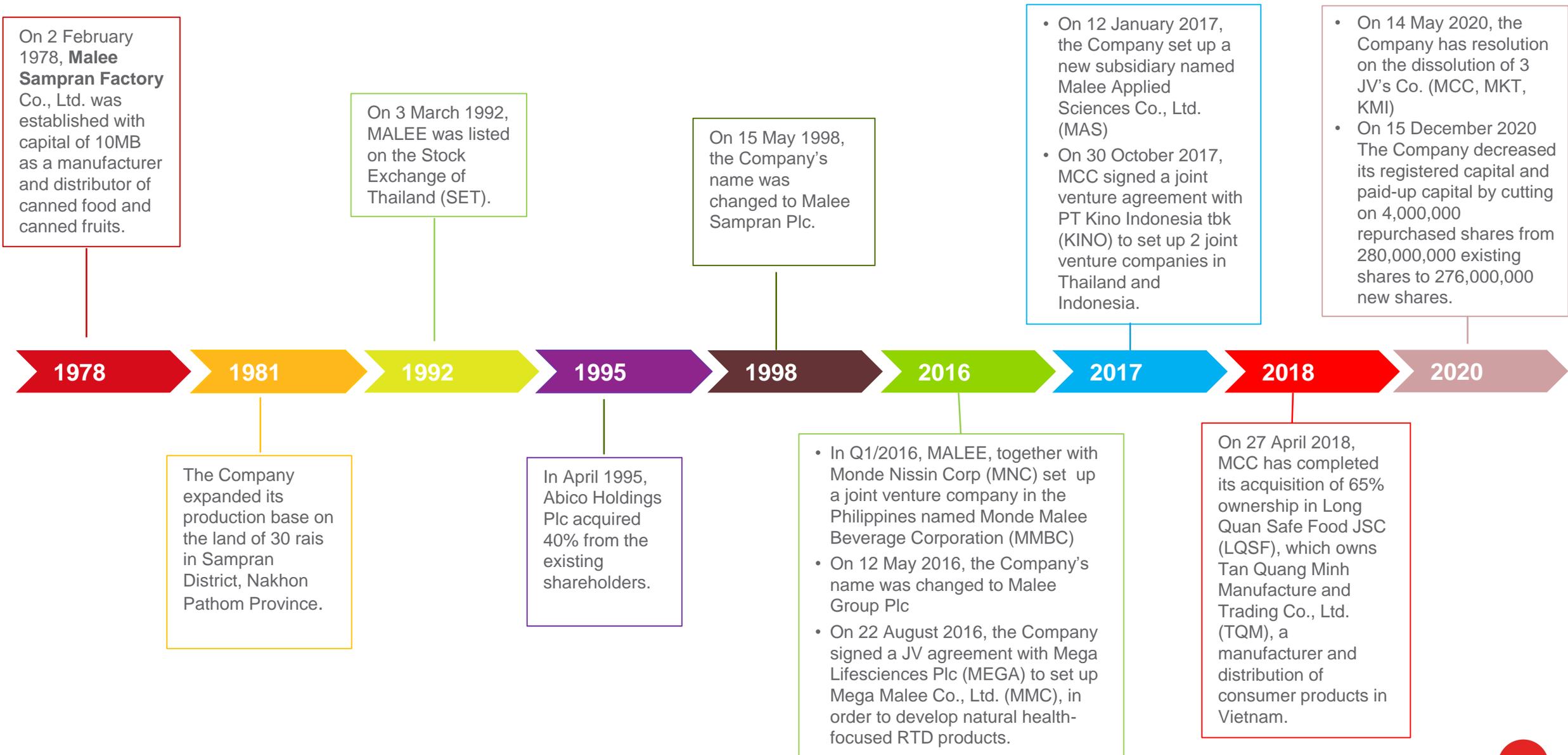


## Share Information

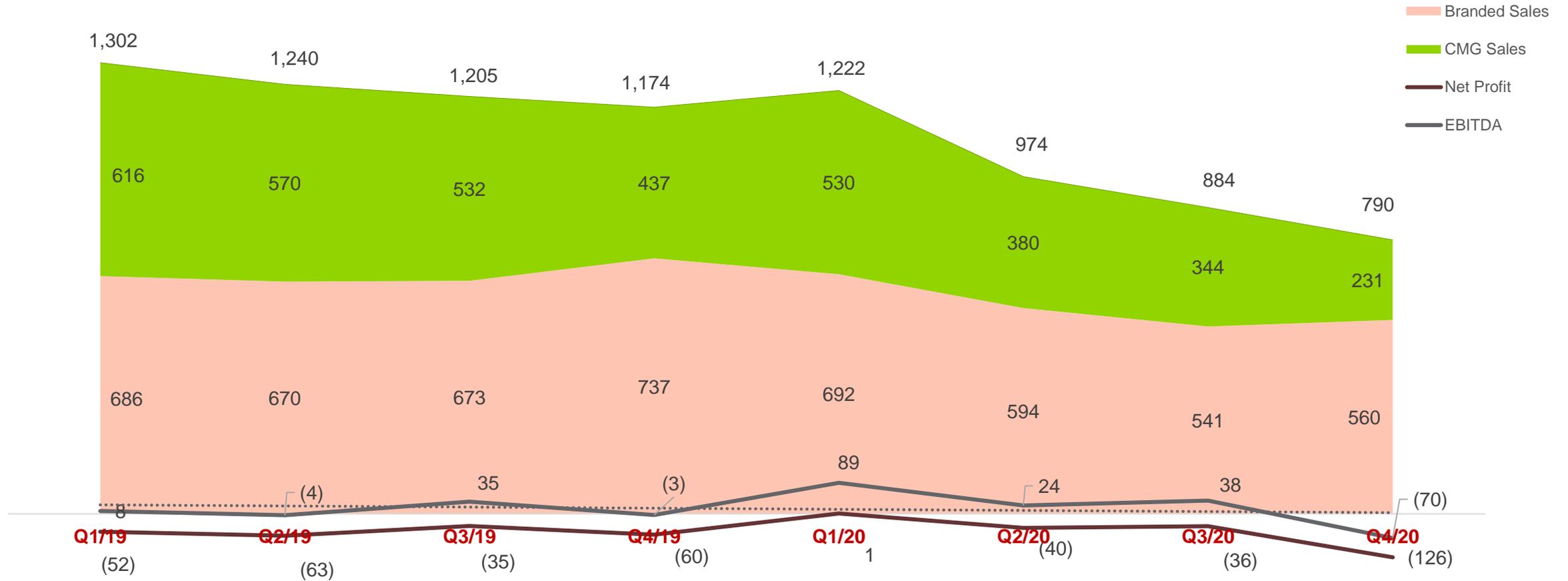
(As of 1 March 2021)

<b>Stock Symbol:</b>	MALEE
<b>Industry and Sector:</b>	Agro & Food Industry / Food and Beverage
<b>No. of Listed Shares:</b>	276,000,000 Shares
<b>Registered Capital:</b>	THB 138,000,000
<b>Paid-up Capital:</b>	THB 138,000,000
<b>Par Value:</b>	THB 0.50 per Share
<b>Listing Date:</b>	13 March 1992
<b>Foreign Limit:</b>	49% (available 47.97%)
<b>Dividend Policy:</b>	Not less than 30% of the net profit from normal operation according to consolidated financial statements after deduction of tax revenue and legal reserve. However, actual payments will depend on cash flows and investment plans of the Company's and its affiliates as well as other necessities as the Board of Directors deems appropriate.
<b>Market Capitalization:</b>	1,945.80 MB
<b>Free Float:</b>	48.48%

# Milestones



# Historical Performance



# Malee Brand Portfolio

**Malee**

**100% UHT Fruit juice and Vegetable**



**100% Pasteurized**



**100% Malee Fruit Fresh**



**Malee Coco**



**Food Service**



**Malee Tropical**



**Malee canned Fruit**



**Canned Fruit**



First Choice



Farmer



Chokchai Farm

**OTHERS**

**Dairy Product**



UHT



Pasteurized



Milk Tablet



**Others**



Jelly Joop

**Other Beverages**



Good Water



Turbot Maxx (RTD Coffee)



# New Products

## Malee Fruit Fresh



## Malee Homestyle



## Malee Apple Aomori



# Subsidiary/Joint Venture Portfolio

## LQSF (Vietnam)



## MMBC (Philippines)



## Kino Malee (Indonesia)



---

# AGENDA

---

Company Overview

**Business Update**

Results of Operations and Profitability

Forward Looking



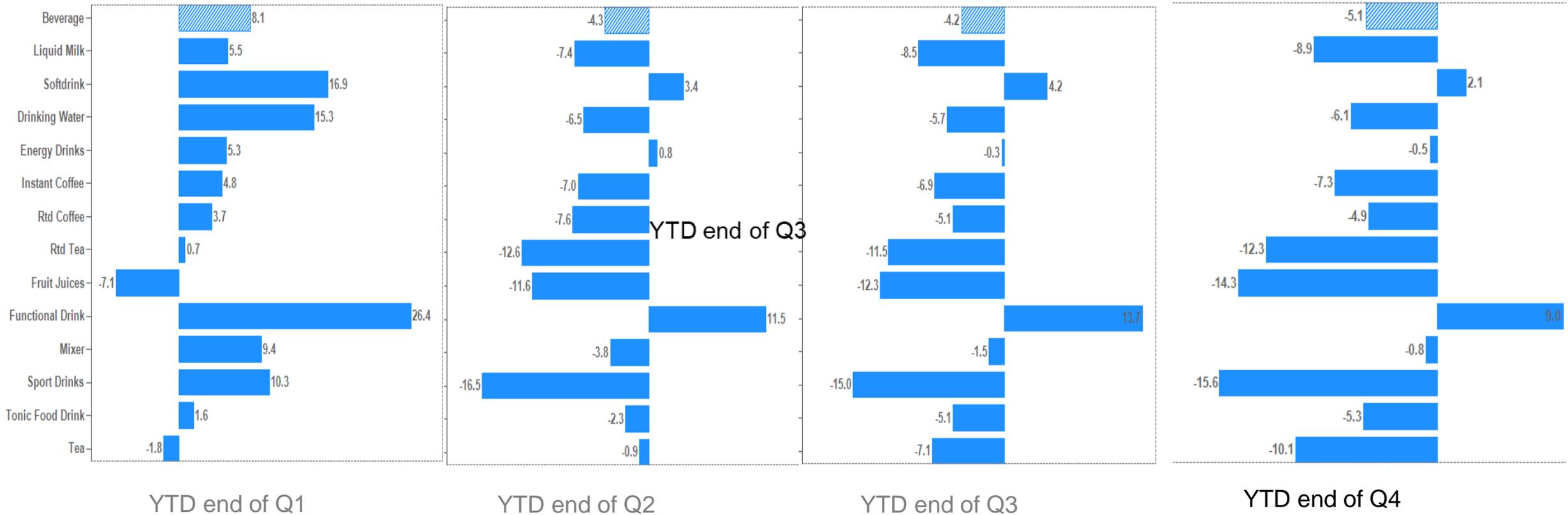
# Cross Category Data (YTD for Q1/Q2/Q3/Q4)

Total Thailand+MTSR - YTD TY

Value % Chg YA

COVID Attack Period

- Declining of COVID
- 1<sup>st</sup> phase of political instability

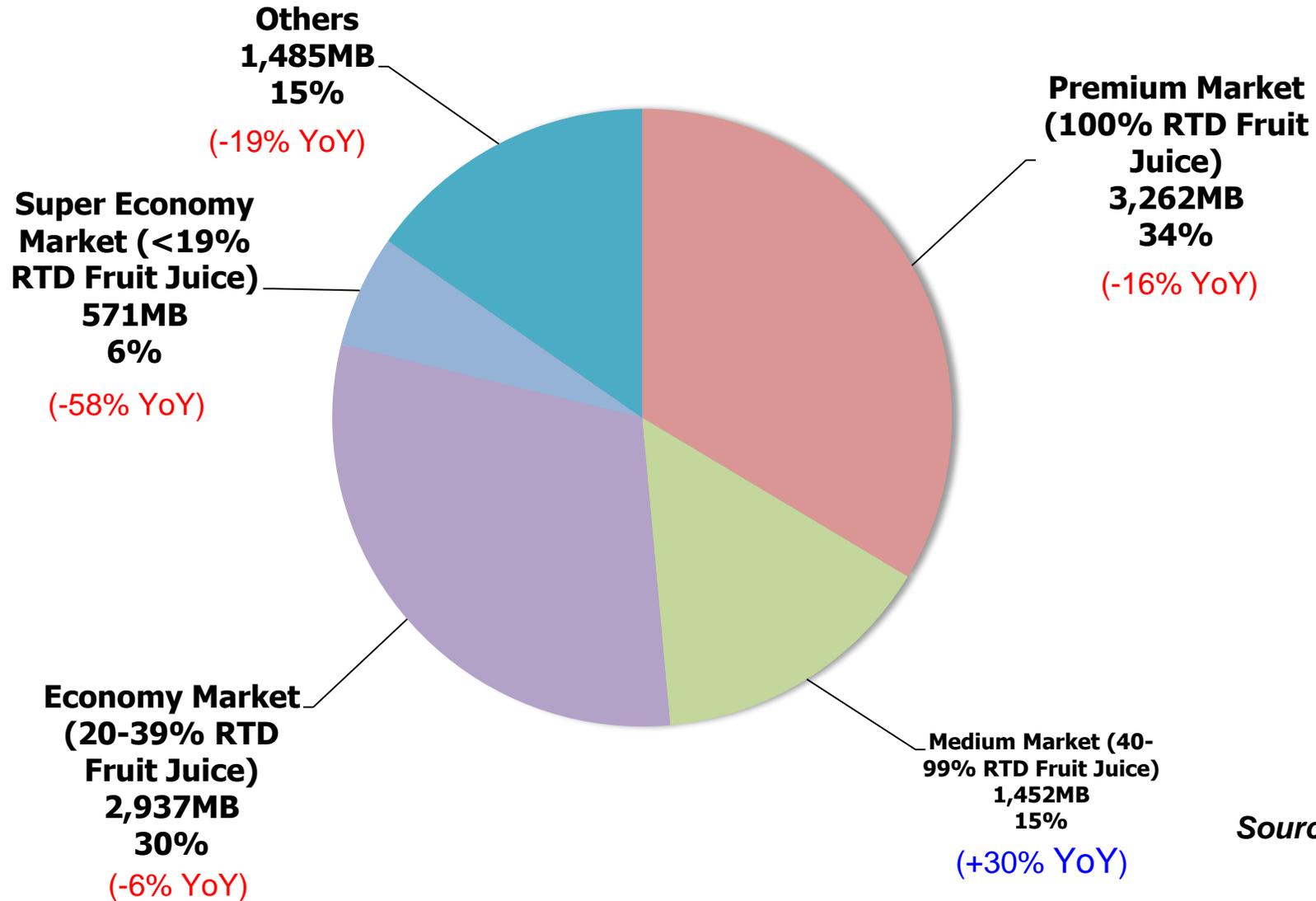


Remark : This data does not reflect the total sales especially for categories that sell a substantial amount in food service and general trade channels. Nielsen data largely reflect Modern Trade channel movements.



# Domestic RTD Fruit Juice Market

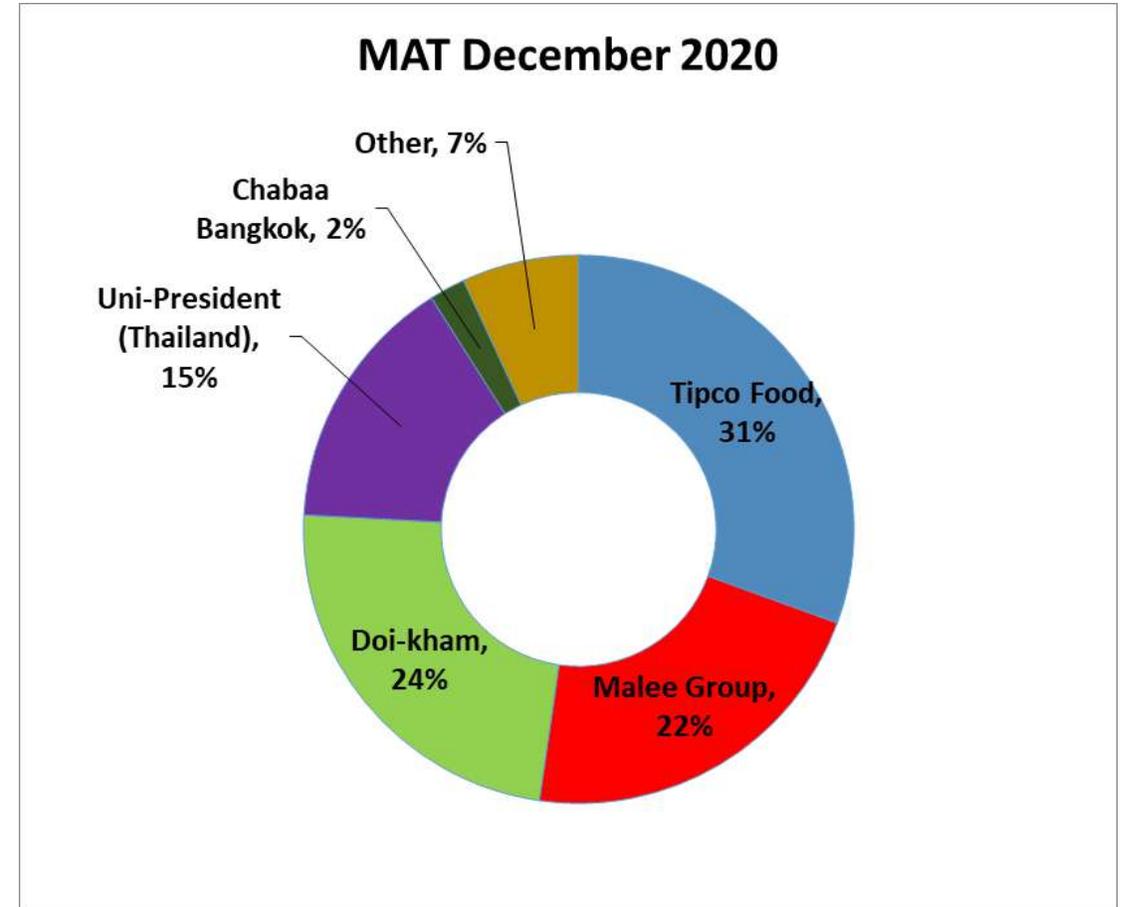
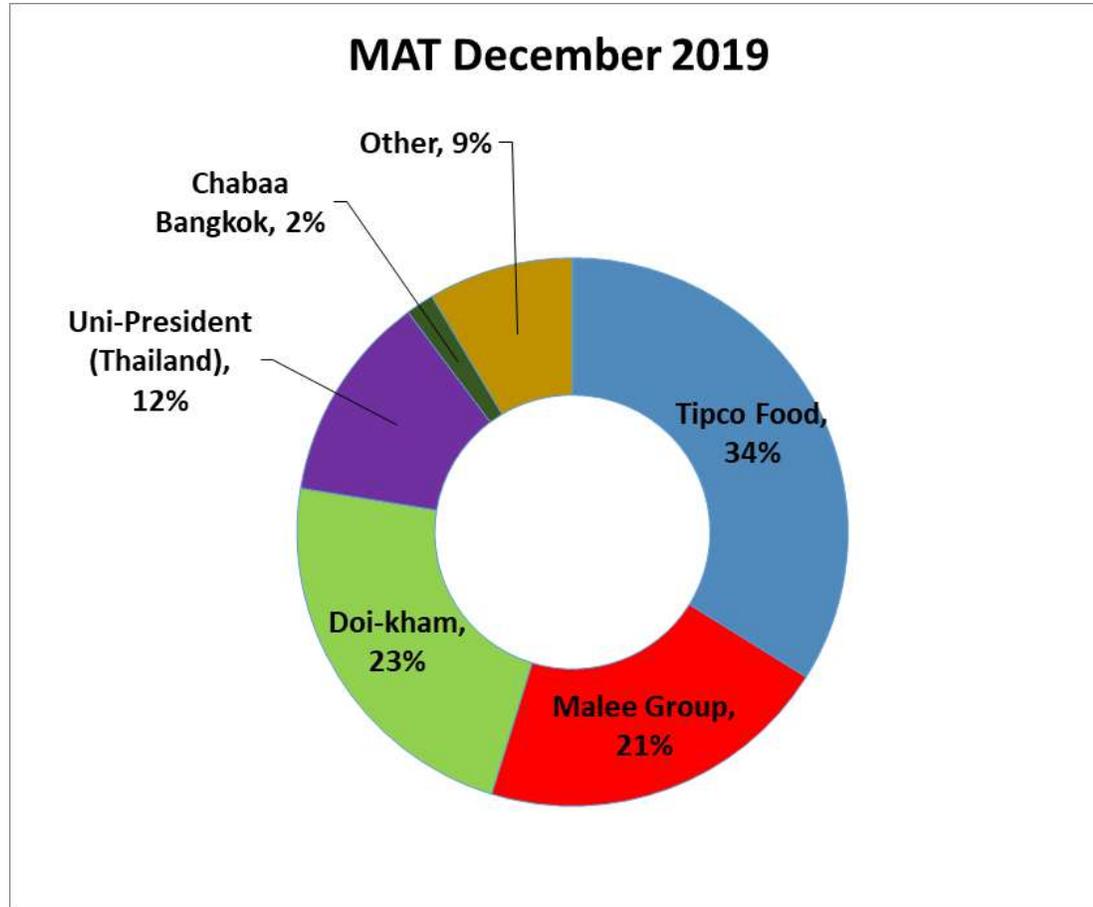
MAT December 2020 Market Value of 9,707 MB, a **Decrease of 14% YoY**



Source: Nielsen

# Domestic RTD Premium Fruit Juice UHT Market Share

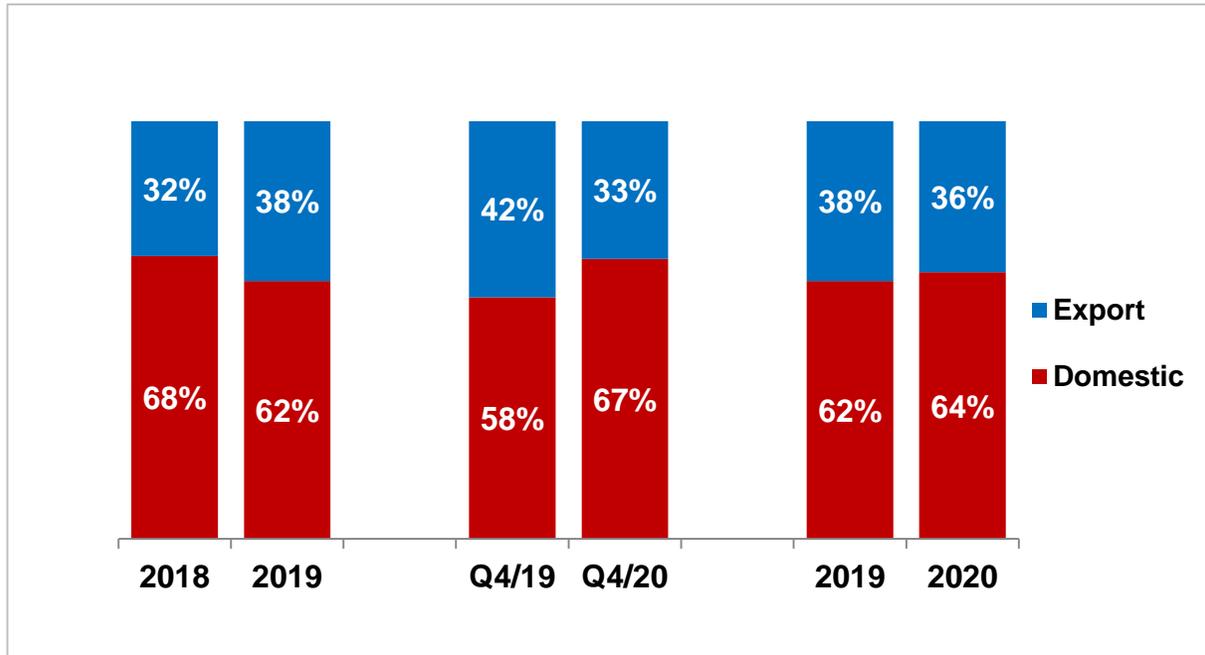
***MAT December 2020 Market Value of 2,489 MB, a Decrease of 19% YoY***



Source: Nielsen

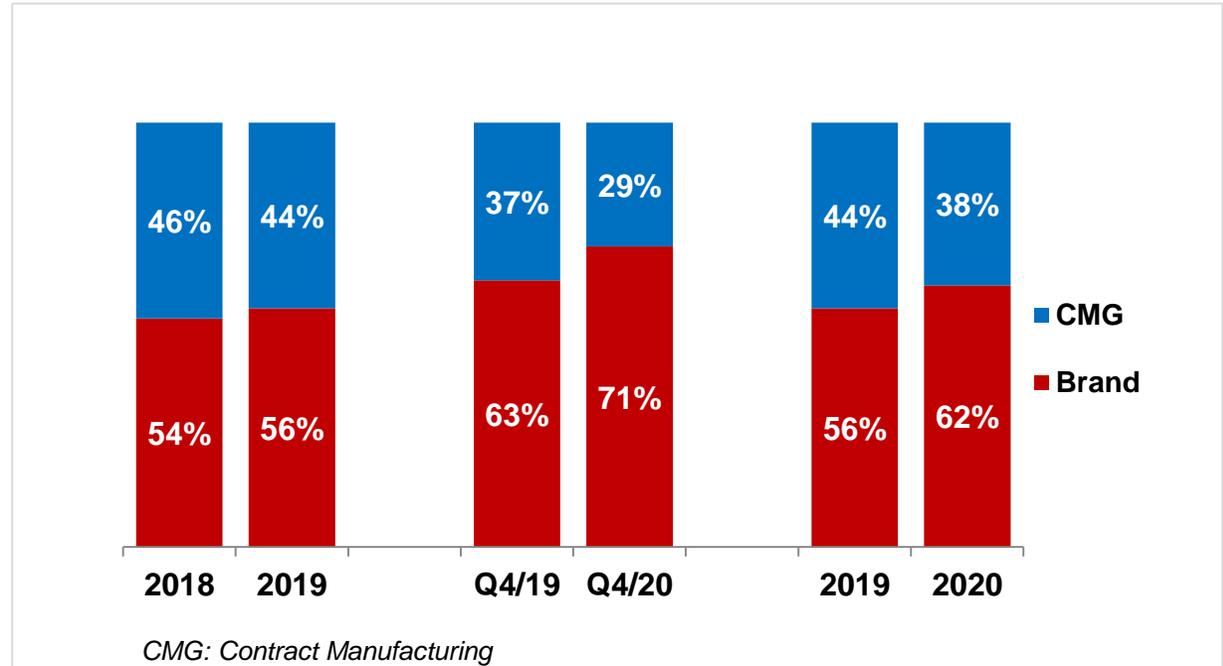
# Sales Structure

## Domestic : International Business



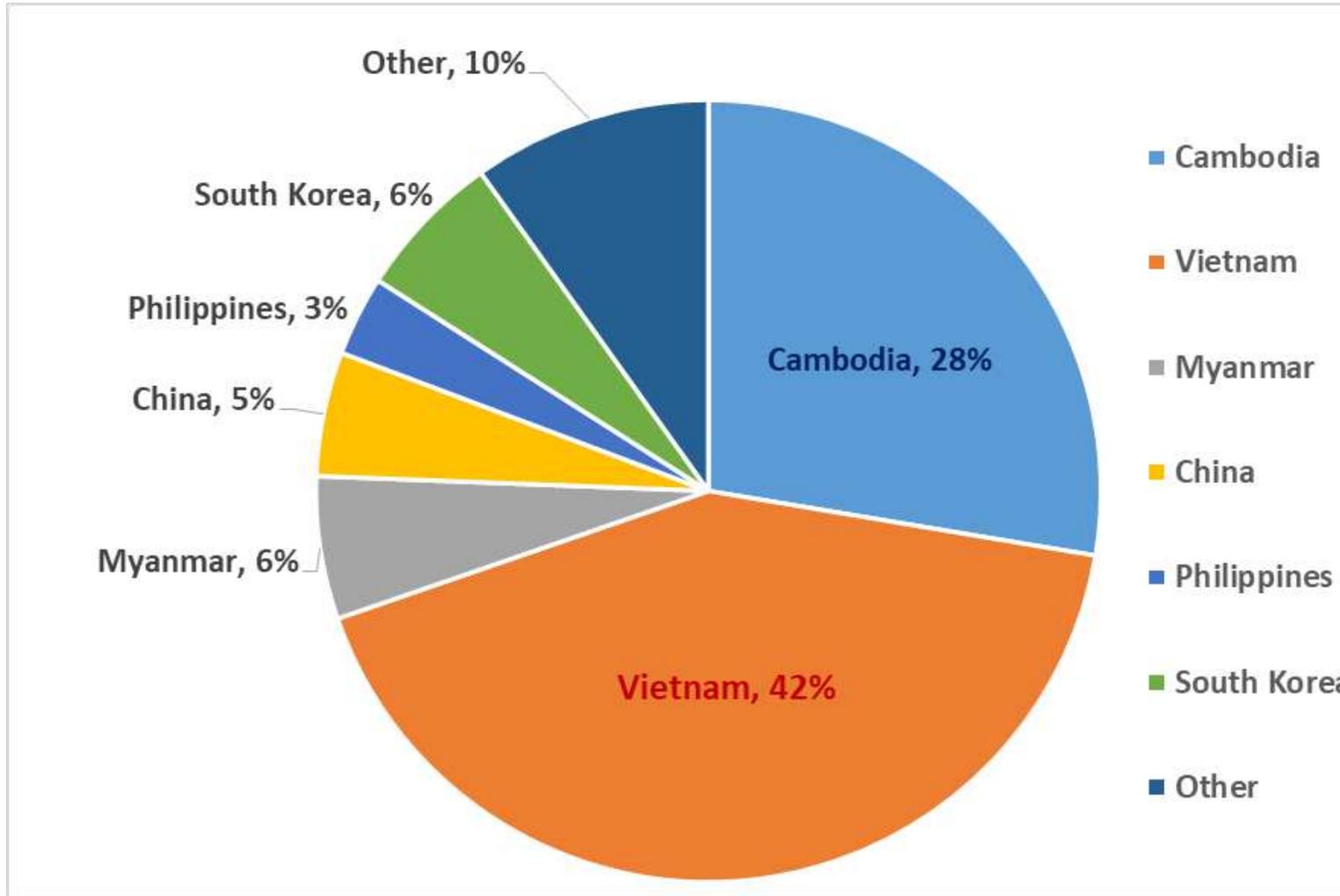
- Domestic Sales
  - Q4/2020 : - 22% YoY
  - Year 2020 : - 19% YoY
- Export Sales
  - Q4/2020 : -47% YoY
  - Year 2020 : -26% YoY

## Brand : Contract Manufacturing



- Brand Sales
  - Q4/2020 : -24% YoY
  - Year 2020: -14% YoY
- CMG Sales
  - Q4/2020 : -47% YoY
  - Year 2020: -31% YoY

# Year 2020 Export Branded Sales by Country



- Year 2020 Export branded shrink 9% YoY mainly due to the COVID-19 pandemic.

---

# AGENDA

---

Company Overview

Business Update

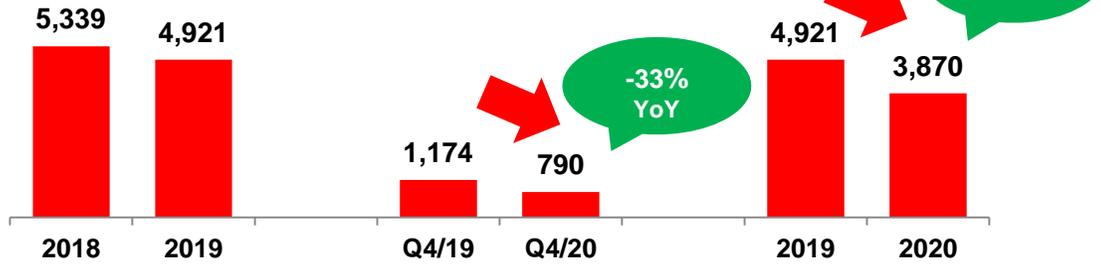
**Results of Operations and Profitability**

Forward Looking

# Financial Highlights

## Sales Revenue

Unit: Million Baht



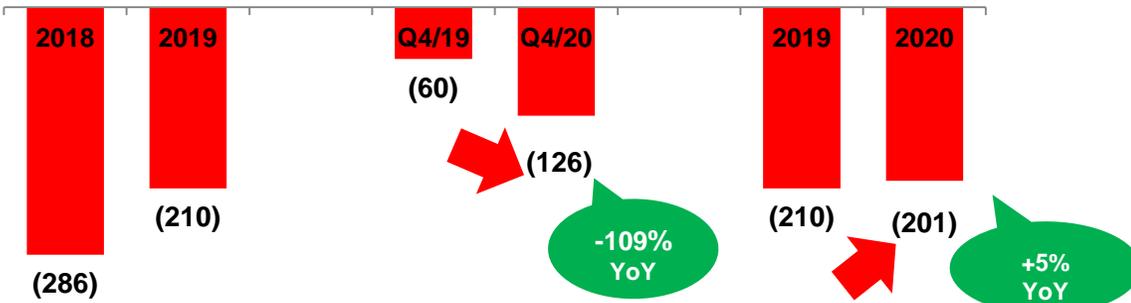
- Year 2020 Sales revenue of Baht 3,870 million, a decrease of 21% YoY, mainly due to the COVID-19 pandemic.

Details are as follows:

- Domestic Branded Business sales decreased 17% YoY.
- Export Branded Business sales decreased 9% YoY.
- Total Contract Manufacturing Business (CMG) sales decreased 31% YoY.

## Net Profit

Unit: Million Baht

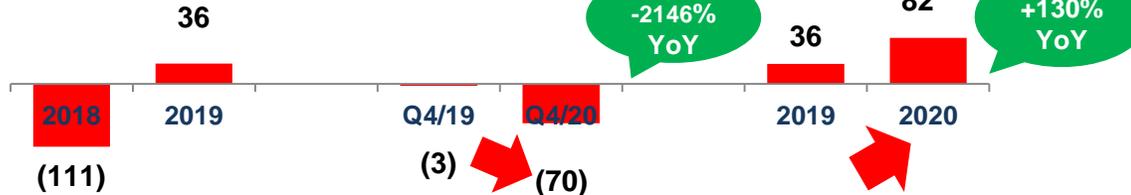


- Year 2020 Net Loss of Baht 201 million, as performance improved 5% while the total sales decrease 21% YoY from net loss of Baht 210 million in 2019, mainly due to

- 21% sales decrease despite an effective cost reduction and selling expense cut and control which still did not compensate an impact from large sales shrinkage
- Baht 42 million one-time provision derived from obsolete goods of a CMG customer that will discontinue the contract.

## EBITDA

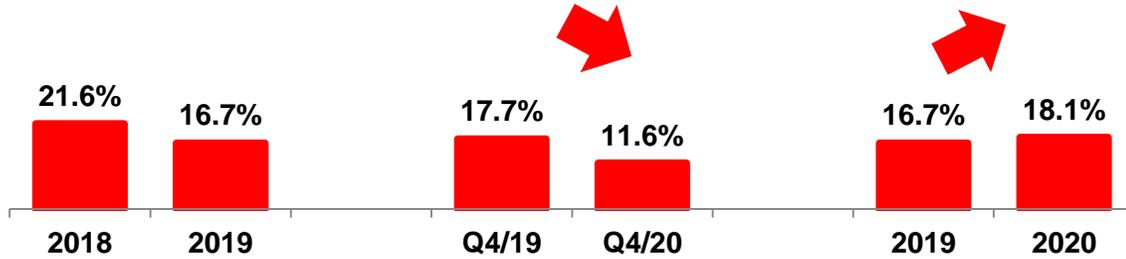
Unit: Million Baht



- EBITDA in Year 2020 was Baht 82 million, an increase of 130% YoY from EBITDA in Year 2019 that recognized Baht 36 million mainly due to efficient cost of goods sold control.

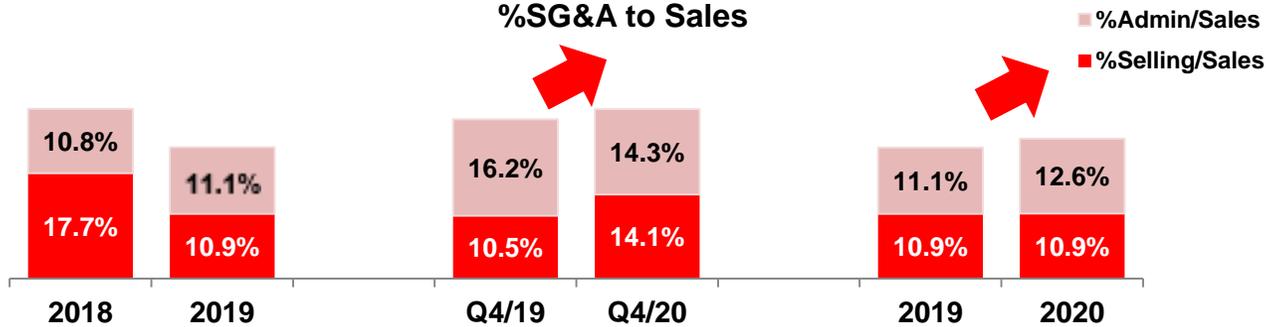
# Profitability Margin

**%Gross Profit Margin**



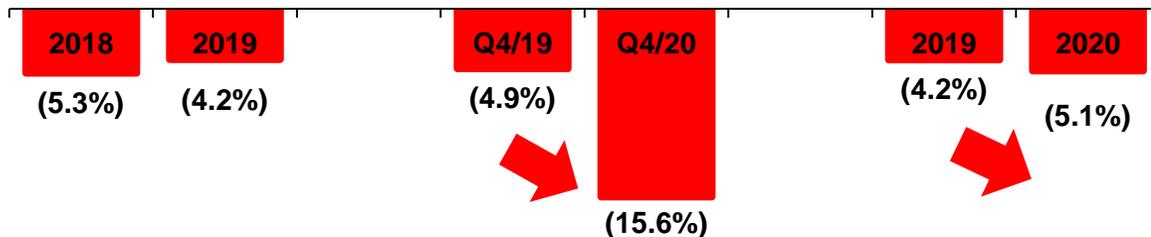
- Gross Profit Margin of Baht 702 million, representing gross profit margin of 18.1%, an increase from the previous year that recorded 16.7% growth. This was mainly due to an efficient cost control resulting from a decrease in cost of goods sold.

**%SG&A to Sales**



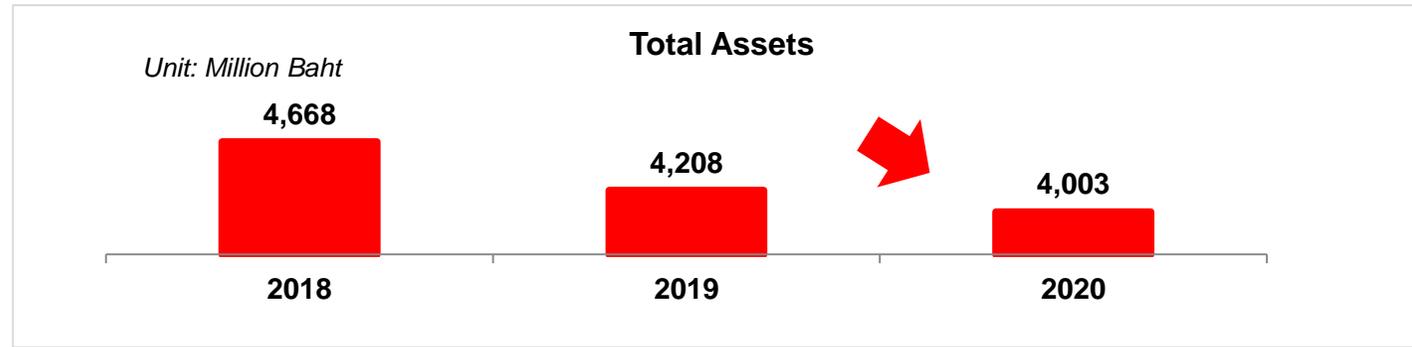
- Selling expenses of Baht 423 million, a decrease of 21% YoY. The ratio of selling expenses to sales was 10.9%, same as Year 2019 due to the efficient expenses control.
- Administrative expenses of Baht 486 million, a decrease of 11% YoY. The ratio of administrative expenses to sales was 12.6%, an increase from 11.1% in Year 2019 due to total sales reduction which was impacted from COVID-19 pandemic.

**%Net Profit Margin**

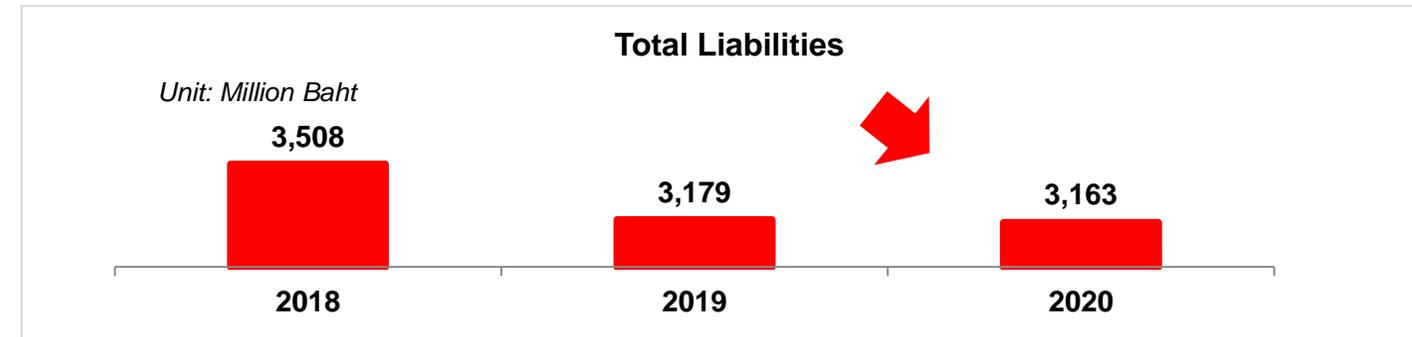


- Net loss of Baht 201 million, as performance improved 5% while the total sales decrease 21% YoY from net loss of Baht 210 million in Year 2019, mainly due to
  - 21% sales decrease despite an effective cost reduction and selling expense cut and control which still did not compensate an impact from large sales shrinkage
  - Baht 42 million one-time provision derived from obsolete goods of a CMG customer that will discontinue the contract.

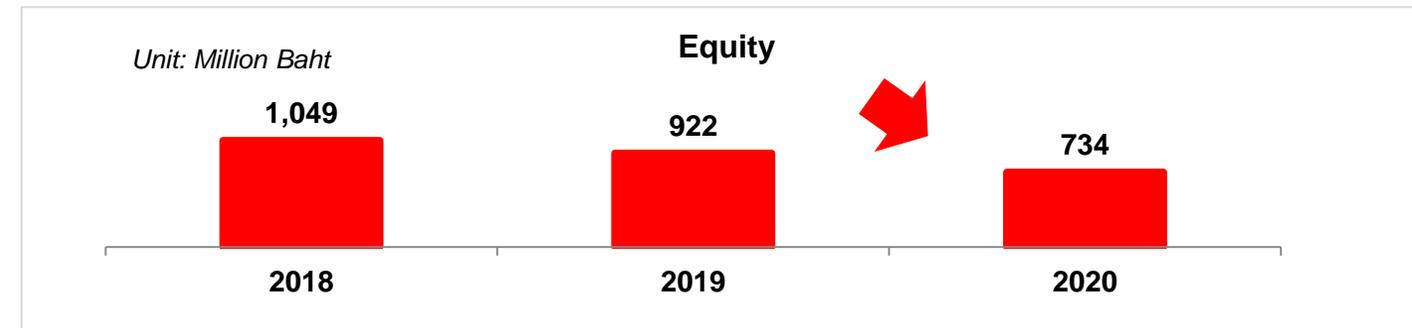
# Statements of Financial Position



- Total Assets of Baht 4,003 million, a decrease of 5% from Baht 4,208 million as of 31 December 2019. The main factors included a decline in account receivable impacted from COVID-19 pandemic, fixed assets, investment in joint venture businesses, and an increase in a right-of-use asset and a lease liability for all of leases with leasing term more than 12 months, according to TFRS 16: Lease, effective 1 January 2020.

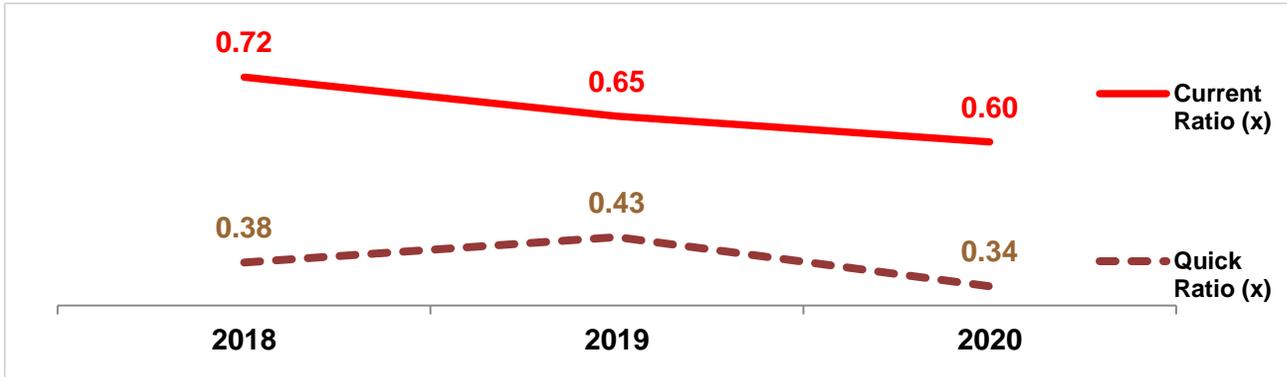


- Total Liabilities of Baht 3,163 million, a decrease of 0.5% from Baht 3,179 million as of 31 December 2019. The main factors comprised of a decrease of financial institutions loans and an increase in a right-of-use asset and a lease liability for all of leases with leasing term more than 12 months, as a result of TFRS 16: Lease, effective 1 January 2020.

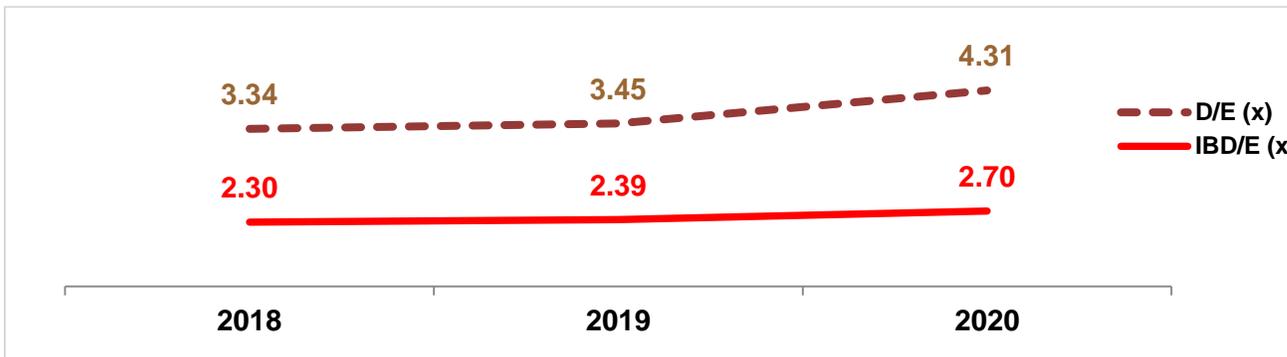


- Total Equity of parent Company's shareholders of Baht 734 million, a decrease of 20% from Baht 922 million as of 31 December 2019, mainly due to net loss.

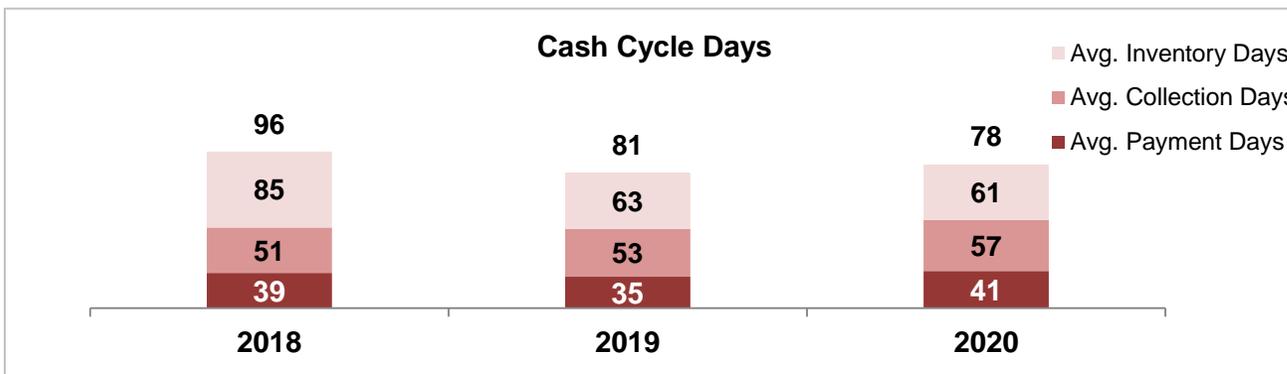
# Liquidity



- Decrease Current ratio was mainly due to decrease in trade receivables and a decrease in current liabilities which resulted from changing short-term loans to long-term loans.
- Lower quick ratio was mainly due to an decreased trade receivables with a increase in current portion of long-term loans.



- Increased D/E mainly due to an increase in a right-of-use asset and a lease liability for all of leases with leasing term more than 12 months, as a result of TFRS 16 : Lease, effective 1 January 2020. Resulting in total liabilities increased more than the increase of the parent company's shareholders.
- Increased IBD/E mainly due to increased interest-bearing liabilities and an equity decrease of parent Company's Shareholders.



- Decreased cash cycle days was mainly due to shorter Inventory days, longer collection days and payment days.
- Improved inventory days was mainly due to tighter stock management.
- Longer collection days was mainly due to higher portion of branded sales whose trade terms are longer than CMG sales.
- Longer payment days was mainly due to higher portion of long credit term suppliers.

---

# AGENDA

---

Company Overview

Business Update

Results of Operations and Profitability

**Forward Looking**

## **Focus on increasing capacity utilization by providing the right capabilities and offerings & shift our business model to stay relevant and flexible**

- Brand NPD to align to shifts in consumer behavior and trends
- Serve our CMG customers as a corporate partner rather than single product manufacturing service
- Can operate more sustainably with more optimized costs and expenses from past years' foundation adjustment
- Stream line operations & embrace flexibility
- Resources preparation has been in progress

## **Reshape interconnected value chains driven by shifts in consumer behavior and impact of the pandemic**

- Insight-Data-driven for decision making (to meet consumer needs)
- Healthy relationships with contracted parties (e.g. suppliers, logistics providers, etc)

## **Business portfolio, product portfolio, and customer portfolio management**

### **Drive ongoing development and innovation**

- Adopt new technology & innovation to create value-added to the products and operations
- Continue operation improvement to accomplish higher efficiency, stringent cost and expense control and reduction, and fixed asset utilization to better manage fixed cost

# Share Endorsements

---



**“Excellent” Level of CG Scoring**





Thank You