

Thai Beverage PLC.

FY2008 Financial Results

Note on Forward Looking Statements

- The following presentation may contain forward looking statements by the management of Thai Beverage Public Company Limited ("ThaiBev"), relating to financial or other trends for future periods, compared to the results for previous periods.
- Some of the statements contained in this presentation that are not historical facts are statements of future expectations with respect to the financial conditions, results of operations and businesses, and related plans and objectives.
- Forward looking information is based on management's current views and assumptions including, but not limited to, prevailing economic and market conditions. These statements involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those in the statements as originally made. Such statements are not, and should not be construed as a representation as to future performance of ThaiBev. In particular, such targets should not be regarded as a forecast or projection of future performance of ThaiBev. It should be noted that the actual performance of ThaiBev may vary significantly from such targets.

Understanding this Presentation

- Reporting of business segments
 - On 30 September 2008, the Company acquired 43.9% interest of Oishi Group Public Company Limited (Oishi), a Thai company currently listed on the Stock Exchange of Thailand and sold all its shares of Thai Alcohol Public Company Limited (Thai Alcohol). The difference between the consideration paid by the Company and the carrying amounts of the net identifiable assets of Oishi at the date of the combination was accounted for under balance sheet item “Difference arising from common control transactions” totaling Baht 2,079 million.
 - The Company made a tender offer for the remaining shares of Oishi at the same purchase price paid by the Company and acquired additional amount of about 46.0%. The difference between the consideration paid by the Company for the tender offer shares and the carrying amounts of the net identifiable assets at the date of combination was accounted for under the balance sheet item “goodwill” totaling Baht 2,178 million . The Company now holds 89.9% interest of Oishi following the tender offer.
 - Oishi is principally engaged in the Japanese restaurant business and the manufacture and distribution of food and beverages. As the same ultimate controlling shareholder of the company controlled Oishi both before and after the acquisition, the business combination has been accounted for in a manner similar to a pooling of interests and the assets, liabilities and contingent liabilities of Oishi acquired by the Company have been accounted for at book value. The Company has included the assets, liabilities, revenues and expenses of Oishi in the consolidated financial statements as if the acquisition took place at the beginning of 2007.

Understanding this Presentation

- Reporting of business segments (*cont.*)
 - Oishi operations will be reported separately in two business segments, new segment of food and current segment of non-alcoholic beverages. The consolidated financial statements for the same period of 2007 have been restated for comparison with 2008.
 - For the year 2008, only 9 month operations of Industrial Alcohol business segment were shown due to the disposal of all shares of Thai Alcohol Public Company Limited on 30 September 2008 while full year operations were shown for the year 2007.
 - The Company has expanded the non-alcoholic beverage business by acquiring assets from a Thai company who engaged in the production and sales of energy drink and ready-to-drink coffee, and commenced this business in the first quarter 2008. The soda water and drinking water business will no longer be presented with the beer business but will be presented under our non-alcoholic beverages business. Due to the small turnover of soda water and drinking water in the previous periods, the segmental information for the same period of 2007 was not restated to compare with that of 2008.
 - Thaibev's business segments consist of Beer, Spirits, Non-alcoholic beverages, Food and Industrial Alcohol.
- All monetary amounts in millions of Thai Baht unless otherwise stated
- Volumes in millions of liters unless otherwise stated
- Brown spirits are colored spirits made from molasses and whiskeys
- White spirits are clear spirits made from molasses
- EBITDA = Earnings from total revenues before interest expense, income tax, depreciation, and amortization

Accounting Policy

- We now use Thai GAAP for reporting
- Goodwill
 - Since 1 January 2008, the company changed its accounting policy regarding goodwill to comply with Thai Accounting Standard (TAS) 43 (revised 2007) “Business Combination,” which is effective for accounting periods beginning on or after 1 January 2008.
 - In the previous periods, goodwill arising from business combinations was accounted for at cost less accumulated amortization over the estimated useful life. Currently, goodwill is measured at “cost less any accumulated loss after doing an impairment test”.
 - There was no impairment loss in the carrying value of goodwill as at 31 December 2008. The financial statements for the year 2007 have not been affected by this change in accounting policy.

Highlights

Dividend Payment

Dividend Payment	2007	2008
Net Profit belonging to the Company (M)	10,383	10,342
Number of Shares (M)	25,110	25,110
Dividend (M)	7,282	7,533
Less Interm dividend already paid (M)	3,013	3,013
Final dividend (M)	4,269	4,520
Portion of Net Profit	70%	73%
Dividend per share (Baht)	0.29	0.30
Less Interm dividend already paid (Baht)	0.12	0.12
Final dividend (Baht)	0.17	0.18

* Net Profit in 2007 is not restated

Consolidated: 2008 Highlights

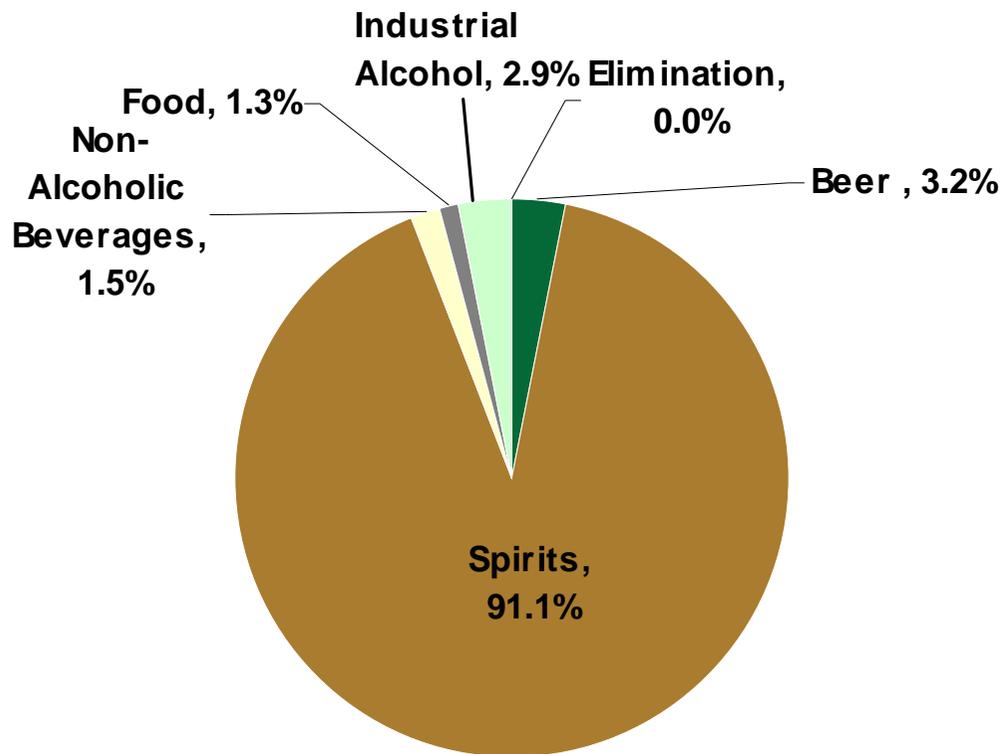
Group	2007	2008	Change
Sales Revenue	105,108	105,257	0.1%
COGS	(73,824)	(76,556)	
<i>% of Sales Revenue</i>	<i>70.2%</i>	<i>72.7%</i>	
SG&A & Other Expenses	(14,811)	(14,084)	
<i>% of Sales Revenue</i>	<i>14.1%</i>	<i>13.4%</i>	
EBITDA	22,129	20,607	-6.9%
Net Profit	10,943	10,606	-3.1%
<i>Less: Minority interests</i>	(315)	(264)	
Net Profit belonging to the Company	10,628	10,342	-2.7%
<u>Margin*</u>			
EBITDA	21.1%	19.6%	
Net Profit	10.4%	10.1%	

* margins are % of sales revenue

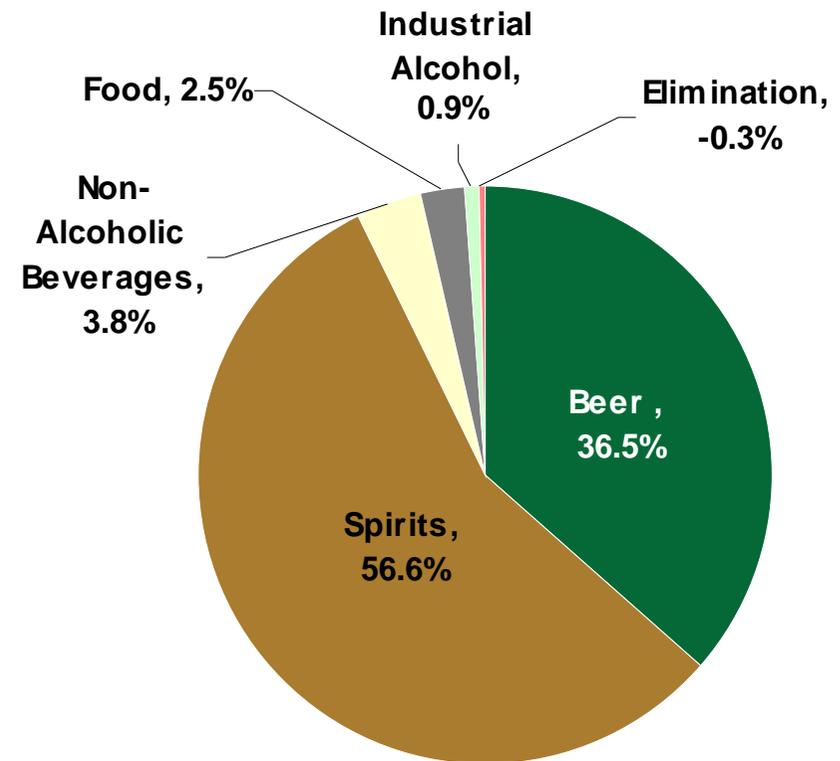
Contribution per Business Segment

2008

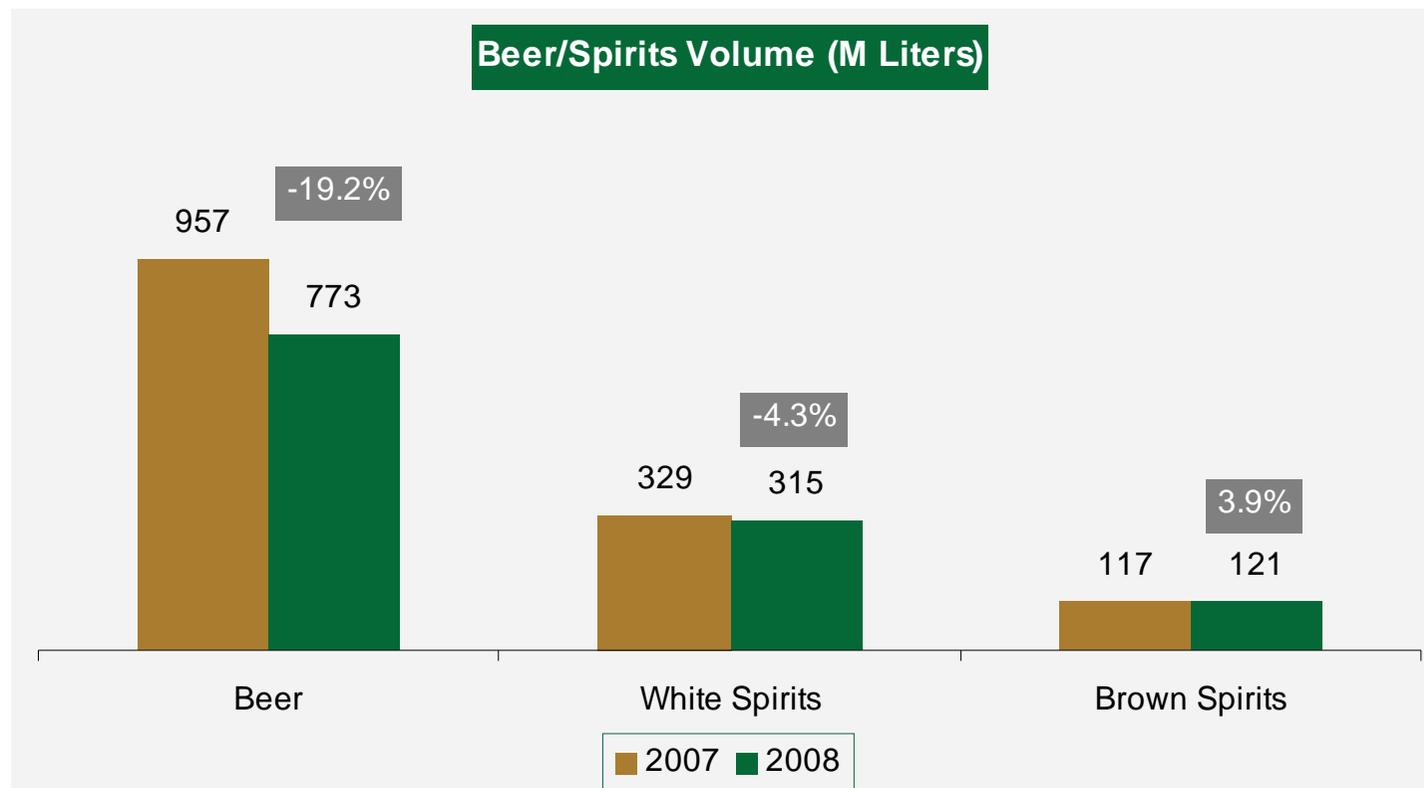
Net Profit



Sales



Total Sales Volume



Business Segments

Spirits

Spirits	2007	2008	Change
Sales Revenue	52,940	59,586	12.6%
COGS	(33,923)	(39,548)	
<i>% of Sales Revenue</i>	<i>64.1%</i>	<i>66.4%</i>	
SG&A	(7,055)	(6,536)	
<i>% of Sales Revenue</i>	<i>13.3%</i>	<i>11.0%</i>	
EBITDA	14,617	16,215	10.9%
Net Profit	8,816	9,659	9.6%
<u>Margin*</u>			
EBITDA	27.6%	27.2%	
Net Profit	16.7%	16.2%	

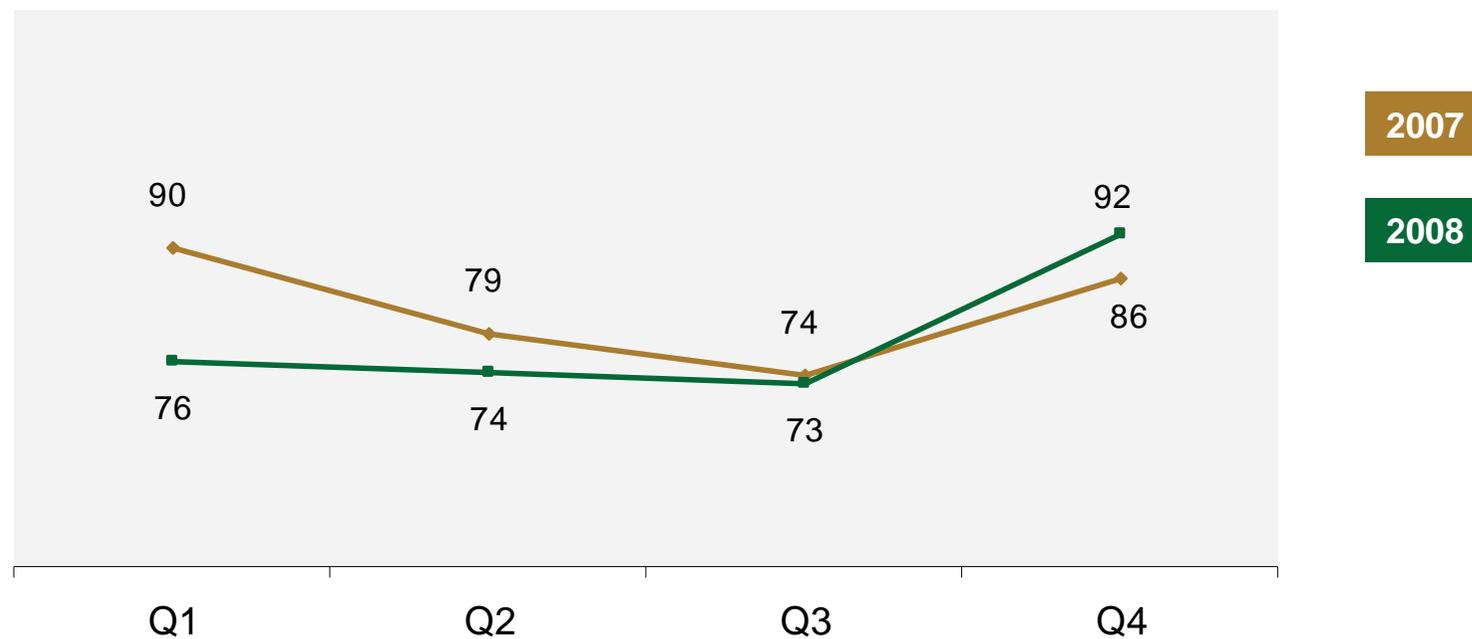
* margins are % of sales revenue

<u>Sales revenue</u>	UP	increase in selling price
<u>COGS (%)</u>	UP	change in product mix due to lower white spirits volume which has higher margin
<u>SG&A (%)</u>	DOWN	decrease of sales promotion expenses
<u>EBITDA</u>	UP	increase selling price and decrease in SG&A
<u>Net Profit</u>	UP	increase in selling price, decrease of sales promotion and interest expenses



Spirits: White Spirits Volume Comes back in Q4'08

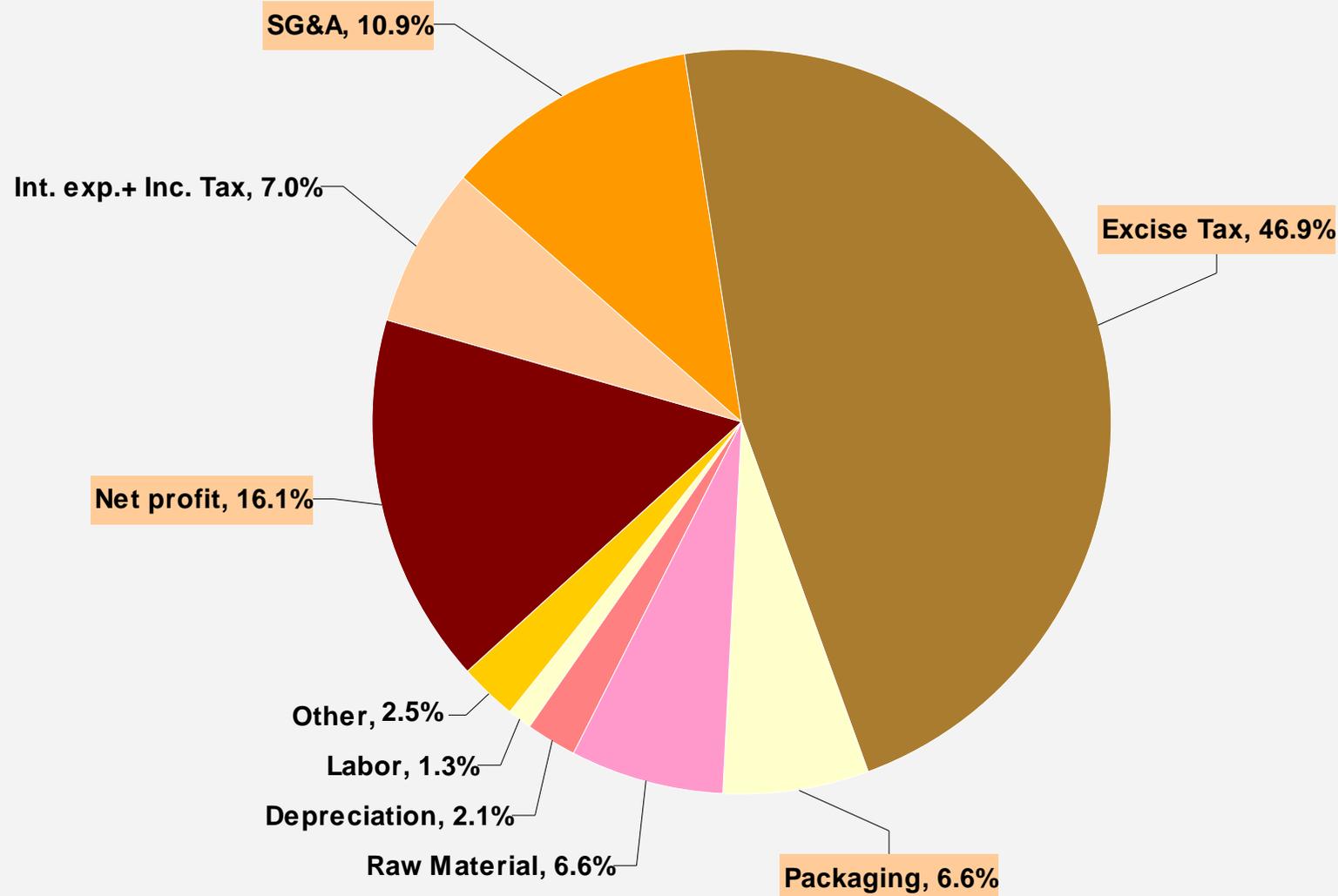
White spirits sales volume (M Litre)



Spirits: Revenue-Cost Break Down

(% of total revenue)

2008



Beer

Beer	2007	2008	Change
Sales Revenue	47,557	38,458	-19.1%
COGS	(37,040)	(31,972)	
<i>% of Sales Revenue</i>	<i>77.9%</i>	<i>83.1%</i>	
SG&A	(6,456)	(5,646)	
<i>% of Sales Revenue</i>	<i>13.6%</i>	<i>14.7%</i>	
EBITDA	6,537	2,923	-55.3%
Net Profit	1,702	338	-80.1%
<u>Margin*</u>			
EBITDA	13.7%	7.6%	
Net Profit	3.6%	0.9%	

* margins are % of sales revenue

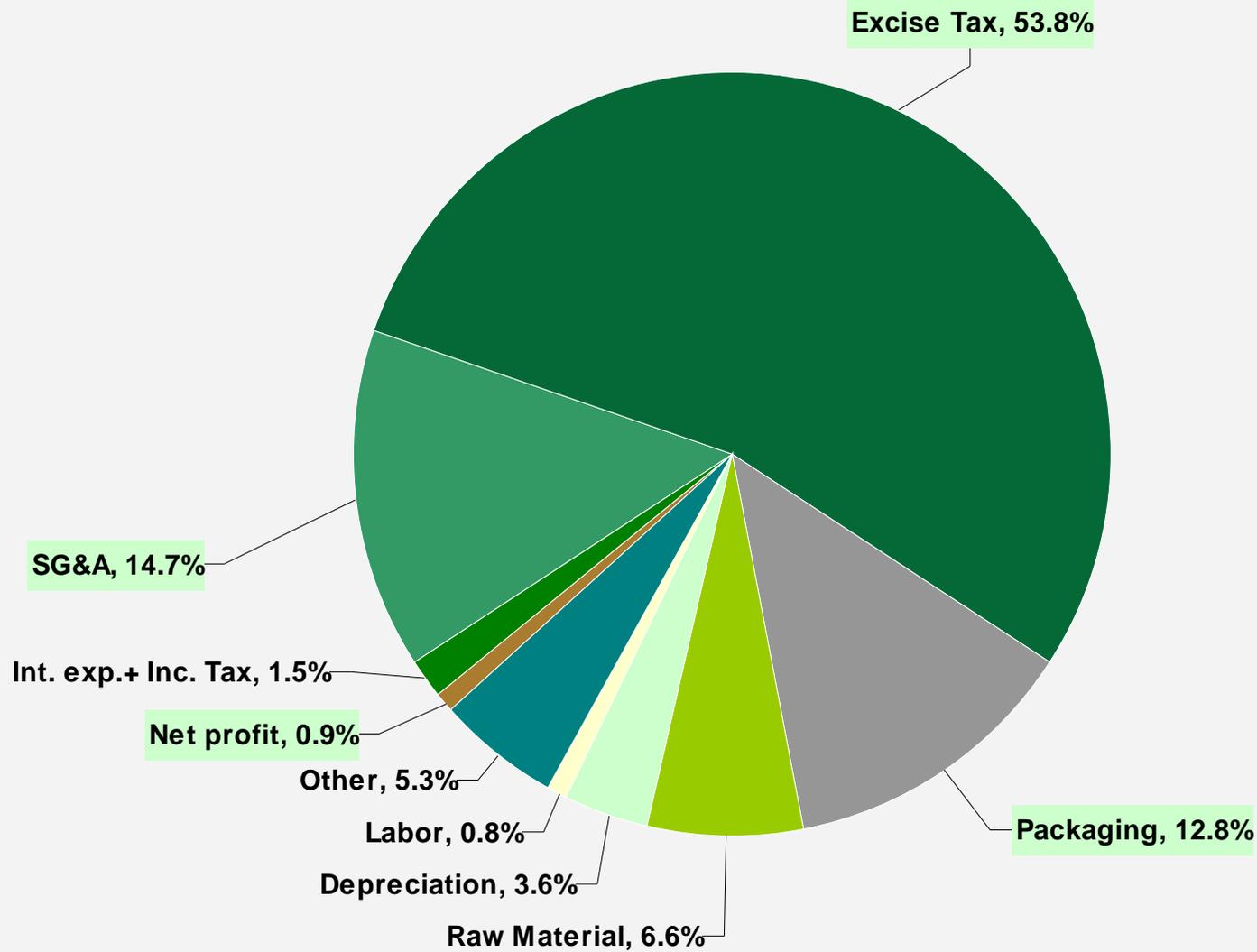
<u>Sales revenue</u>	DOWN	decrease in sales volume
<u>COGS (%)</u>	UP	higher raw material cost, packaging
<u>SG&A (%)</u>	UP	some costs are fixed and not decrease when sales decrease
<u>EBITDA</u>	DOWN	decrease of sales, increase in raw material costs, packaging and staff cost
<u>Net Profit</u>	DOWN	decrease of sales, increase in COGS & SG&A, although decrease in interest expenses



Beer: Revenue-Cost Break Down

(% of total revenue)

2008



Non-alcoholic Beverages

Non-alcoholic Beverages	2007	2008	Change
Sales Revenue	2,547	3,953	55.2%
COGS	(1,796)	(2,982)	
<i>% of Sales Revenue</i>	<i>70.5%</i>	<i>75.4%</i>	
SG&A	(366)	(794)	
<i>% of Sales Revenue</i>	<i>14.4%</i>	<i>20.1%</i>	
EBITDA	546	599	9.7%
Net Profit	394	164	-58.4%
<u>Margin*</u>			
EBITDA	21.4%	15.2%	
Net Profit	15.5%	4.1%	

* margins are % of sales revenue

Note:

- (1) 2007 figures consisted of green tea and other beverage business from Oishi only
- (2) 2008 figures consisted of green tea and other beverage from Oishi, Wrangyer, Black Up, Water and soda business
- (3) Wrangyer and Black Up were added to ThaiBev financials in the first quarter of 2008
- (4) Water and soda business are included in beer segment in 2007
- (5) Due to the small turnover of soda & water in 2007, the segment information for 2007 was not restated to compare with 2008



Food

Food	2007	2008	Change
Sales Revenue	2,039	2,636	29.3%
COGS	(1,174)	(1,540)	
<i>% of Sales Revenue</i>	<i>57.6%</i>	<i>58.4%</i>	
SG&A	(758)	(968)	
<i>% of Sales Revenue</i>	<i>37.2%</i>	<i>36.7%</i>	
EBITDA	329	282	-14.3%
Net Profit	164	136	-17.1%
<u>Margin*</u>			
EBITDA	16.1%	10.7%	
Net Profit	8.0%	5.2%	

* margins are % of sales revenue

<u>Sales revenue</u>	UP	more number of branches and sales promotion
<u>COGS (%)</u>	UP	increase in raw material cost
<u>SG&A (%)</u>	DOWN	growth in SG&A is lower than growth in sales revenue
<u>EBITDA</u>	DOWN	increase in staff costs and sales promotion
<u>Net Profit</u>	DOWN	decrease in EBITDA



Industrial Alcohol

Industrial Alcohol	2007	2008	Change
Sales Revenue	966	893	-7.6%
COGS	(972)	(806)	
<i>% of Sales Revenue</i>	<i>100.6%</i>	<i>90.3%</i>	
SG&A	(140)	(138)	
<i>% of Sales Revenue</i>	<i>14.5%</i>	<i>15.5%</i>	
EBITDA	65	619	852.3%
Net Profit	(168)	310	284.5%
<u>Margin*</u>			
EBITDA	6.7%	69.3%	
Net Profit	-17.4%	34.7%	

* margins are % of sales revenue

Note:

- (1) Industrial Alcohol business was divested on 30 Sep 2008
- (2) 2008 figures consisted of the first nine months figures only

EBITDA/Net Profit UP gain from the disposal of issued shares capital of Thai Alcohol PLC

Financials

Interest Bearing Debt

Interest Bearing Debt	31-Dec-07	31-Dec-08
<i>(Million Baht)</i>		
Current		
Bank overdrafts	1,000	760
Short-term loans from financial institutions	4,998	7,941
Current portion of long-term guaranteed bonds	3,000	-
Current portion of long-term loans	1,755	5,325
	10,753	14,026
Non-current		
Long-term loans from financial institutions	5,400	3,265
	5,400	3,265
Total	16,153	17,291

ThaiBev's Rating by TRIS Rating Co., Ltd.: **AA-/Stable**

Financial Ratios

Ratios	31-Dec-07	31-Dec-08
Current Ratio	1.74	1.54
Total Debt to Equity	0.44	0.48
Net Asset Value per Share (Baht)	2.22	2.14
Net Asset Value per Share (SGD)*	0.09	0.09

* exchange rate at THB 24: SGD 1

Turnovers (days)	Jan-Dec 07	Jan-Dec 08
A/R Turnover	6	6
Inventory Turnover		
<u>Beer/water Business</u>		
Finished Goods	15	32
<u>Spirits Business</u>		
Finished Goods (exc. Legacy Stocks)	79	68

<u>Current ratio</u>	DOWN	increase in short-term loans
<u>Debt ratio</u>	UP	increase in short-term loans

Note: use 365 days to calculate turnover

Q&A