

# Thai Beverage PLC.

## 2009 Financial Results

26 February 2010

## 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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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
  - The Company disposed of its entire shareholding in Thai Alcohol Public Company Limited on 30 September 2008. Accordingly, the operation of the industrial alcohol business segment is shown for 2008 only.
  - The capital gain from the divestment of Thai Alcohol amounted to Baht 526 million in 2008, while there was no such transaction in 2009.
  - Current operations by business segments consist of beer, spirits, non-alcoholic beverages and food.
- The Company acquired Oishi Group Public Company Limited (Oishi) on 30 September 2008 and accounted for the business combination in a manner similar to a pooling of interests. Oishi operation was shown in the non-alcoholic beverages segment and the food segment in both 2009 and 2008.
- The Company acquired Yunnan Yulinquan Liquor Co. Ltd., a white spirits distillery in People's Republic of China, in the fourth quarter of 2009 through an indirect subsidiary in Hong Kong at a total consideration of RMB 69 million. The operation of this company was included in the spirits business segment since the fourth quarter ended 31 December 2009 onwards.
- All monetary amounts in millions of Thai Baht unless otherwise stated
- Volumes in millions of liters unless otherwise stated
- EBITDA = Earnings from total revenues before interest expense, income tax, depreciation, and amortization

# Highlights

## Dividend Payment

<b>Dividend Payment</b>	<b>2008</b>	<b>2009</b>
Net Profit belonging to the Company (M)	10,342	10,566
Number of Shares (M)	25,110	25,110
Dividend (M)	7,533	8,286
Less Interim dividend already paid (M)	3,013	3,767
Final dividend (M)	4,520	4,520
<b>Portion of Net Profit</b>	<b>73%</b>	<b>78%</b>
<b>Dividend per share (Baht)</b>	<b>0.30</b>	<b>0.33</b>
<b>Less Interm dividend already paid (Baht)</b>	<b>0.12</b>	<b>0.15</b>
<b>Final dividend (Baht)</b>	<b>0.18</b>	<b>0.18</b>

## Consolidated: 2009 Highlights

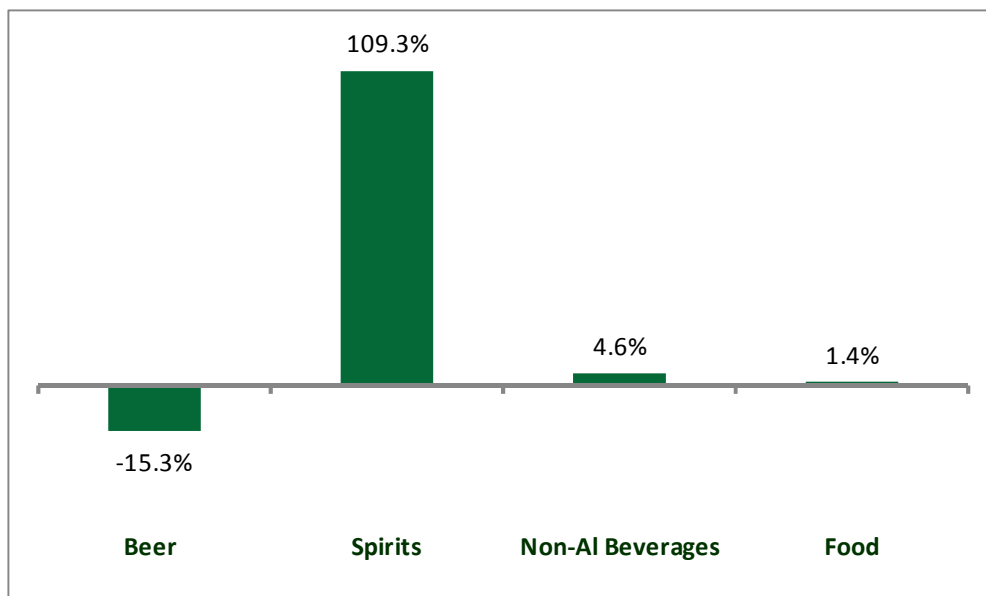
Group	2008	2009	Change
Sales Revenue	105,452	107,969	2.4%
COGS	(75,326)	(76,609)	
<i>% of Sales Revenue</i>	<i>71.4%</i>	<i>71.0%</i>	
SG&A & Other Expenses	(15,314)	(16,095)	
<i>% of Sales Revenue</i>	<i>14.5%</i>	<i>14.9%</i>	
EBITDA from Normal Operation	20,081	19,910	-0.9%
Net Profit from Normal Operation	10,238	10,643	4.0%
Capital gain from Thai Alcohol Divestment	526	-	
EBITDA	20,607	19,910	-3.4%
Net Profit	10,606	10,643	0.3%
<i>Less: Minority interests</i>	<i>(264)</i>	<i>(77)</i>	
Net Profit belonging to the Company	10,342	10,566	2.2%
<u>Margin*</u>			
EBITDA from Normal Operation	19.0%	18.4%	
Net Profit from Normal Operation	9.7%	9.9%	

\* margins are % of sales revenue

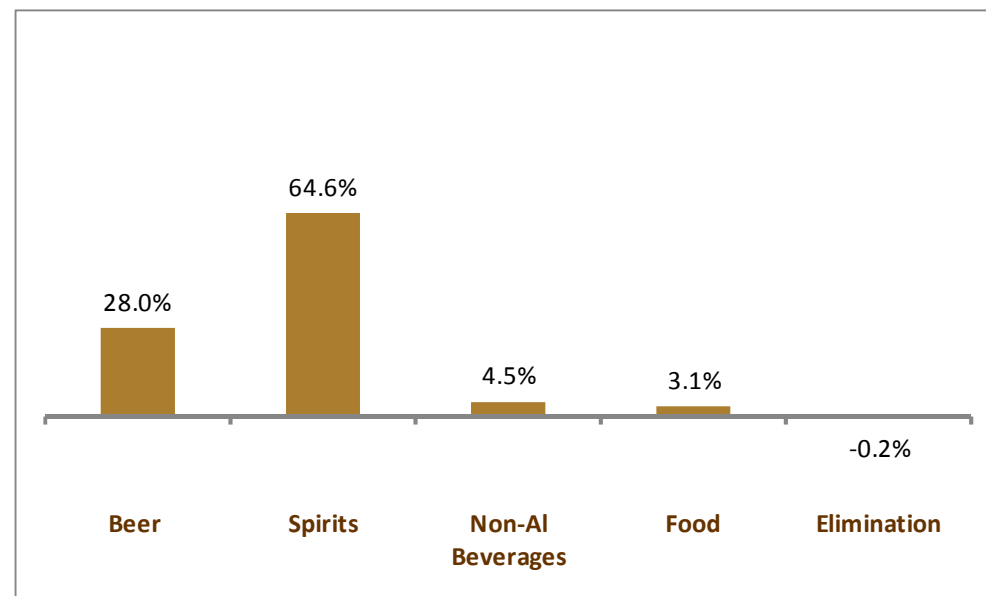
# Contribution per Business Segment

2009

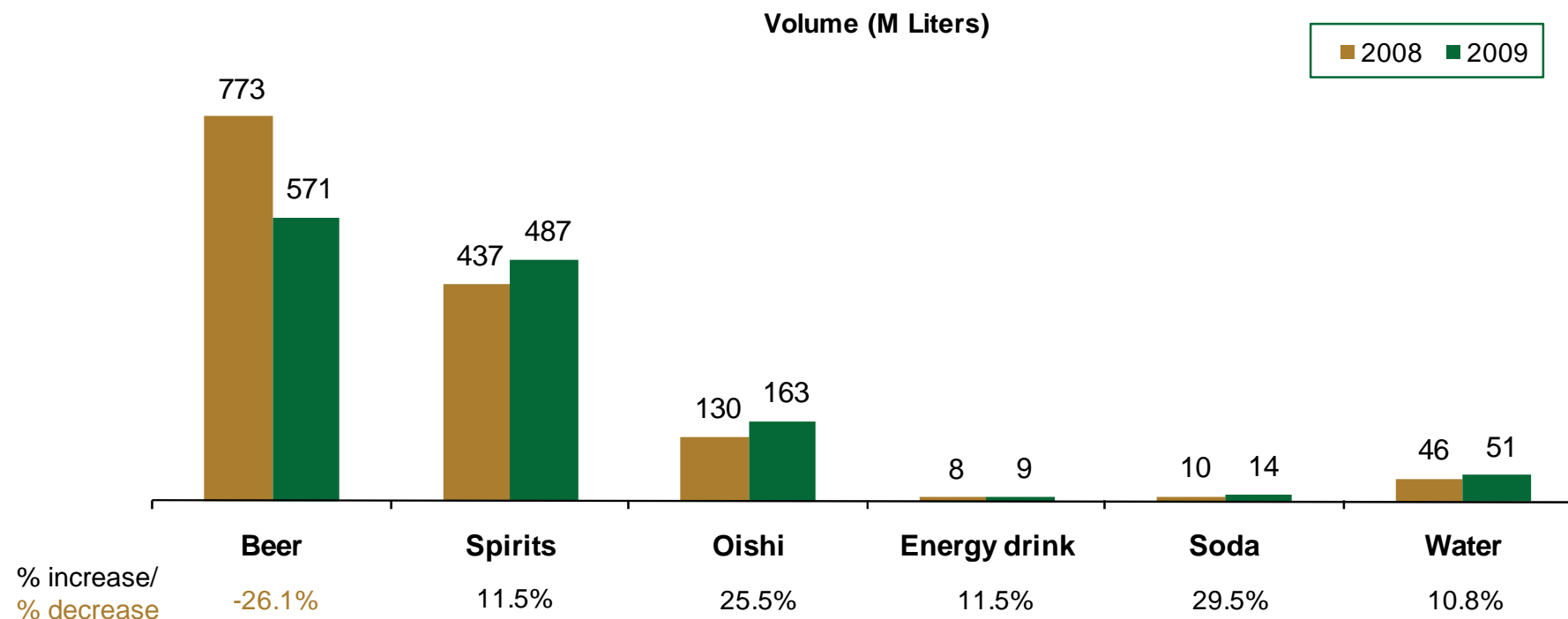
Net Profit



Sales



# Total Sales Volume



\* ThaiBev started energy drink business in Mar 2008



# Business Segments

# Spirits

Spirits	2008	2009	Change
Sales Revenue	59,781	69,733	16.6%
COGS	(39,191)	(45,540)	
<i>% of Sales Revenue</i>	<i>65.6%</i>	<i>65.3%</i>	
SG&A	(6,893)	(7,611)	
<i>% of Sales Revenue</i>	<i>11.5%</i>	<i>10.9%</i>	
EBITDA	16,215	19,023	17.3%
Net Profit	9,659	11,636	20.5%
<u>Margin*</u>			
EBITDA	27.1%	27.3%	
Net Profit	16.2%	16.7%	

\* margins are % of sales revenue

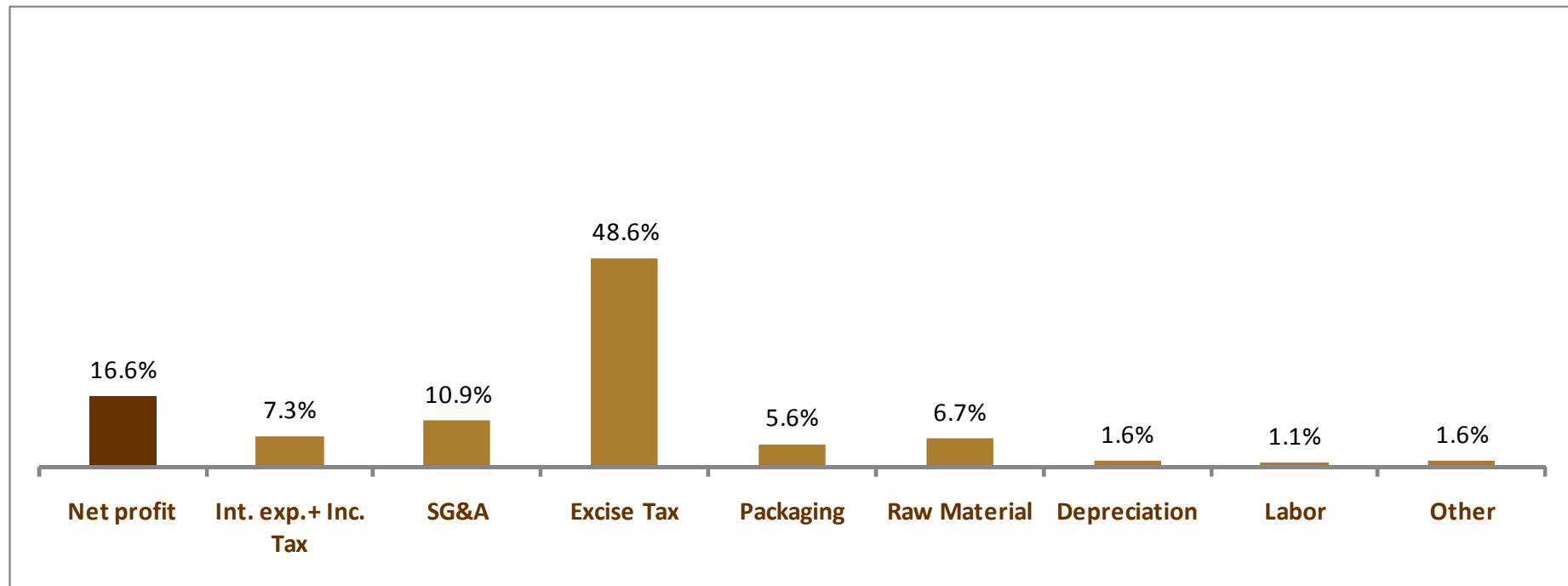
<u>Sales revenue</u>	UP	increase in sales volume and sales price
<u>COGS (%)</u>	DOWN	decrease in fuel costs and packaging costs
<u>SG&amp;A (%)</u>	DOWN	decrease in transportation costs
<u>EBITDA</u>	UP	increase in sales revenue and higher margins
<u>Net Profit</u>	UP	increase in EBITDA and decrease in interest expenses



# Spirits: Revenue-Cost Break Down

(% of total revenue)

2009



# Launching ThaiBev's First Brandy

- Debut of ThaiBev's new brandy under the brand of "Meridian" in Q4'09
- Meridian:
  - V.S.O.P (Very Special Old Pale) brandy distilled from fermented grapes and other fruits, and aged in wooden casks for four years
  - 38% ABV



# Beer

Beer	2008	2009	Change
Sales Revenue	38,458	30,196	-21.5%
COGS	(31,143)	(25,930)	
<i>% of Sales Revenue</i>	<i>81.0%</i>	<i>85.9%</i>	
SG&A	(6,475)	(6,587)	
<i>% of Sales Revenue</i>	<i>16.8%</i>	<i>21.8%</i>	
EBITDA (Loss)	2,923	(403)	-113.8%
Net Profit (Loss)	338	(1,632)	-582.8%
<u>Margin*</u>			
EBITDA	7.6%	-1.3%	
Net Profit(-Loss)	0.9%	-5.4%	

\* margins are % of sales revenue

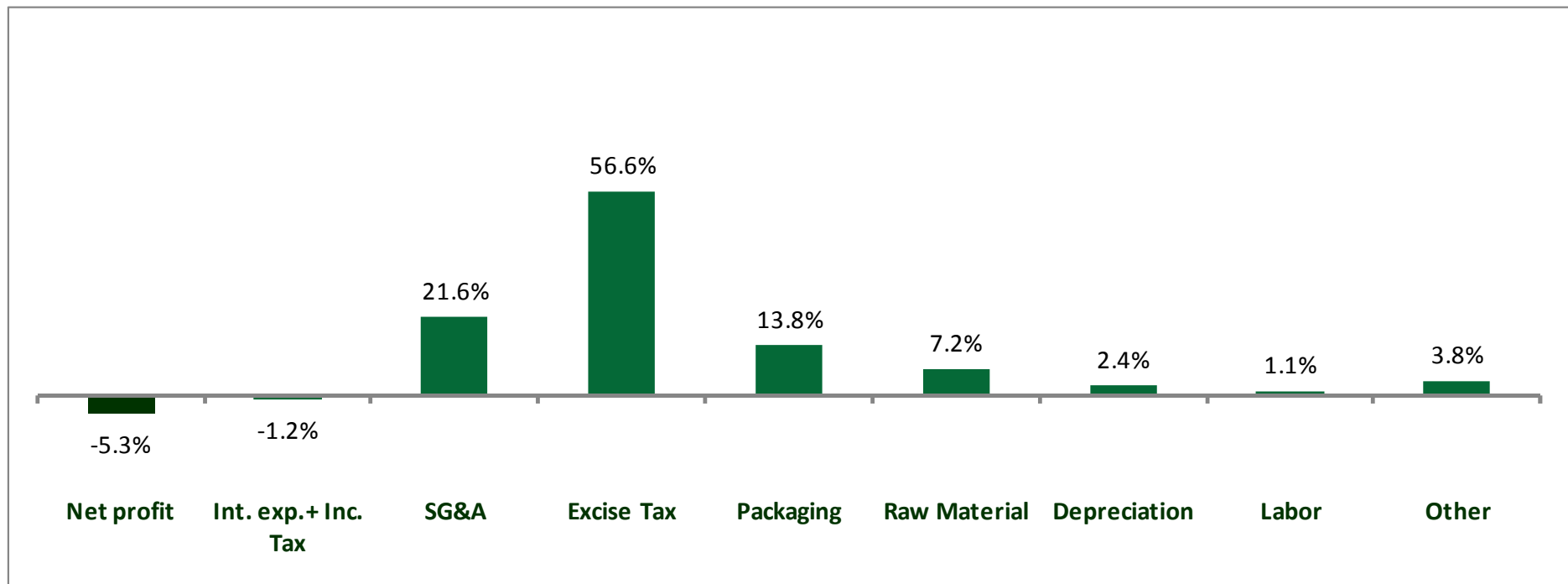
<u>Sales revenue</u>	DOWN	decrease in sales volume
<u>COGS (%)</u>	UP	higher raw material costs, packaging costs
<u>SG&amp;A (%)</u>	UP	increase of idle costs
<u>EBITDA</u>	DOWN	decrease of sales, increase in raw materials, packaging, and idle costs
<u>Net Profit</u>	DOWN	decrease of EBITDA



# Beer: Revenue-Cost Break Down

(% of total revenue)

2009



## Update: International Business

- USA
  - USA performance was driven by Chang Beer sales increasing by 40% when compared to 2008 as per our goal despite the total Import Beer category declining by 9.2%
  - Stronger than expected sales of Inver House Scotch whisky products in the USA. InterBev USA now has regulatory approval to sell Inver House Malts in almost all states in the US.
- UK & North Asia (including Hong Kong)
  - Sales continued to grow at moderate rate, with the UK being impacted by competitive price promotions during the peak holiday period in the fourth quarter.
  - Inver House completed the installation of its new bottling line, and its new semi automated dumping, and filling facilities with great success, and this has allowed the operations to run more efficiently and handle greater volumes.
  - Yunnan Yulinquan Liquor Co. Ltd. , our most recent acquisition is now integrated as part of international operations in the fourth quarter, and will play a bigger role in our growth in 2010.
- ASEAN
  - Sales revenue grew by 71% led by Chang Beer, and Thai spirits sales volume led by Crown99 brand along with continuing positive growth in Inver House products and the introduction of non-alcohol products (Wrangyer and Power Plus) during the SEA Games in Laos.

# Non-alcoholic Beverages

Non-alcoholic Beverages	2008	2009	Change
Sales Revenue	3,953	4,916	24.4%
COGS	(2,938)	(3,130)	
<i>% of Sales Revenue</i>	<i>74.3%</i>	<i>63.7%</i>	
SG&A	(838)	(1,210)	
<i>% of Sales Revenue</i>	<i>21.2%</i>	<i>24.6%</i>	
EBITDA	599	965	61.1%
Net Profit	164	488	197.6%
<u>Margin*</u>			
EBITDA	15.2%	19.6%	
Net Profit	4.1%	9.9%	

\* margins are % of sales revenue

<u>Sales revenue</u>	UP	increase of Oishi beverages sales
<u>COGS (%)</u>	DOWN	Oishi products create higher margin by using ThaiBev's own direct-sales force
<u>SG&amp;A (%)</u>	UP	increase in staff costs and marketing expenses
<u>EBITDA</u>	UP	increase in gross profit
<u>Net Profit</u>	UP	increase in EBITDA and decrease in interest expenses





# Launching ThaiBev's First Sports Drink

- Debut of new sports drink, "Power Plus"
- Power Plus:
  - 3 flavours: blue cider, fruit blast, orange fusion
  - Target: Athletes



# Food

Food	2008	2009	Change
Sales Revenue	2,636	3,298	25.1%
COGS	(1,540)	(2,054)	
<i>% of Sales Revenue</i>	<i>58.4%</i>	<i>62.3%</i>	
SG&A	(968)	(1,093)	
<i>% of Sales Revenue</i>	<i>36.7%</i>	<i>33.1%</i>	
EBITDA	282	325	15.2%
Net Profit	136	151	11.0%
<u>Margin*</u>			
EBITDA	10.7%	9.9%	
Net Profit	5.2%	4.6%	

\* margins are % of sales revenue

<u>Sales revenue</u>	UP	more new branches and sales promotion
<u>COGS (%)</u>	UP	increase in food costs due to greater variety of foods
<u>SG&amp;A (%)</u>	DOWN	sales growth is higher than the increase in SG&A
<u>EBITDA</u>	UP	increase in gross profit
<u>Net Profit</u>	UP	increase in EBITDA



# Financials

## Interest Bearing Debt

Interest Bearing Debt	31-Dec-08	31-Dec-09
<i>(Million Baht)</i>		
<b>Current</b>		
Bank overdrafts	760	655
Short-term loans from financial institutions	7,941	5,063
Current portion of long-term loans	5,325	3,765
	<u>14,026</u>	<u>9,483</u>
<b>Non-current</b>		
Long-term loans from financial institutions	3,265	2,500
	<u>3,265</u>	<u>2,500</u>
<b>Total</b>	<u><b>17,291</b></u>	<u><b>11,983</b></u>

## Financial Ratios

Ratios	31-Dec-08	31-Dec-09
Current Ratio	1.54	1.85
Total Debt to Equity	0.48	0.37
Net Asset Value per Share (Baht)	2.14	2.24
Net Asset Value per Share (SGD)*	0.09	0.09

\* exchange rate at THB 24: SGD 1

Turnovers (days)	Jan-Dec 08	Jan-Dec 09
A/R Turnover	6	6
Inventory Turnover		
<u>Beer Business</u>		
Finished Goods	32	40
<u>Spirits Business</u>		
Finished Goods (exc. Legacy Stocks)	68	59

Current ratio    UP    decrease in current liabilities  
Debt ratio      DOWN    repayment of loans

Note: use 365 days to calculate turnover

Q&A