

Thai Beverage PLC.

Q1'11 Financial Results

13 MAY 2011

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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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

- Since 1 January 2011, the Company has adopted Thai Financial Reporting Standards (TFRS) in conformity with International Financial Reporting Standards (IFRS). Operation performance report for the period of 2010 has already been restated to comply with the above changes and for comparative purposes
- Current operations by business segments consist of spirits, beer, non-alcoholic beverages and food
- 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

Consolidated: Q1'11 Highlights

(M Baht)

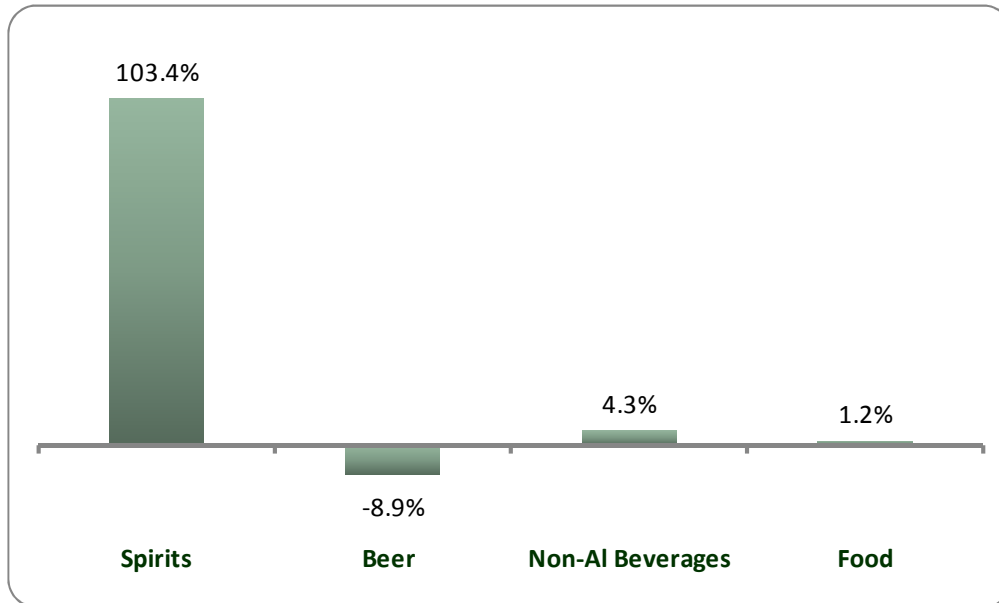
Group	Q1'10	Q1'11	Change
Sales Revenue	29,887	31,029	3.8%
COGS	(22,054)	(22,719)	
<i>% of Sales Revenue</i>	<i>73.8%</i>	<i>73.2%</i>	
SG&A	(4,096)	(4,113)	
<i>% of Sales Revenue</i>	<i>13.7%</i>	<i>13.3%</i>	
EBITDA	4,912	5,009	2.0%
Net Profit	2,661	2,988	12.3%
<i>Less: Minority interests</i>	<i>(22)</i>	<i>(30)</i>	
Net Profit belonging to the Company	2,639	2,957	12.1%
<u>Margin*</u>			
EBITDA	16.4%	16.1%	
Net Profit	8.9%	9.6%	

* margins are % of sales revenue

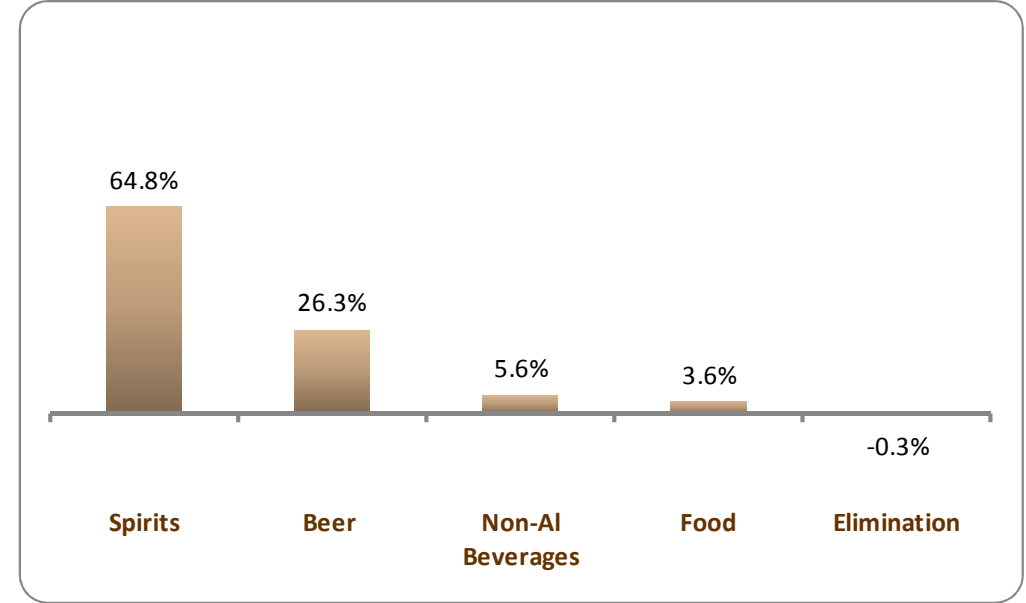
Contribution per Business Segment

Q1'11

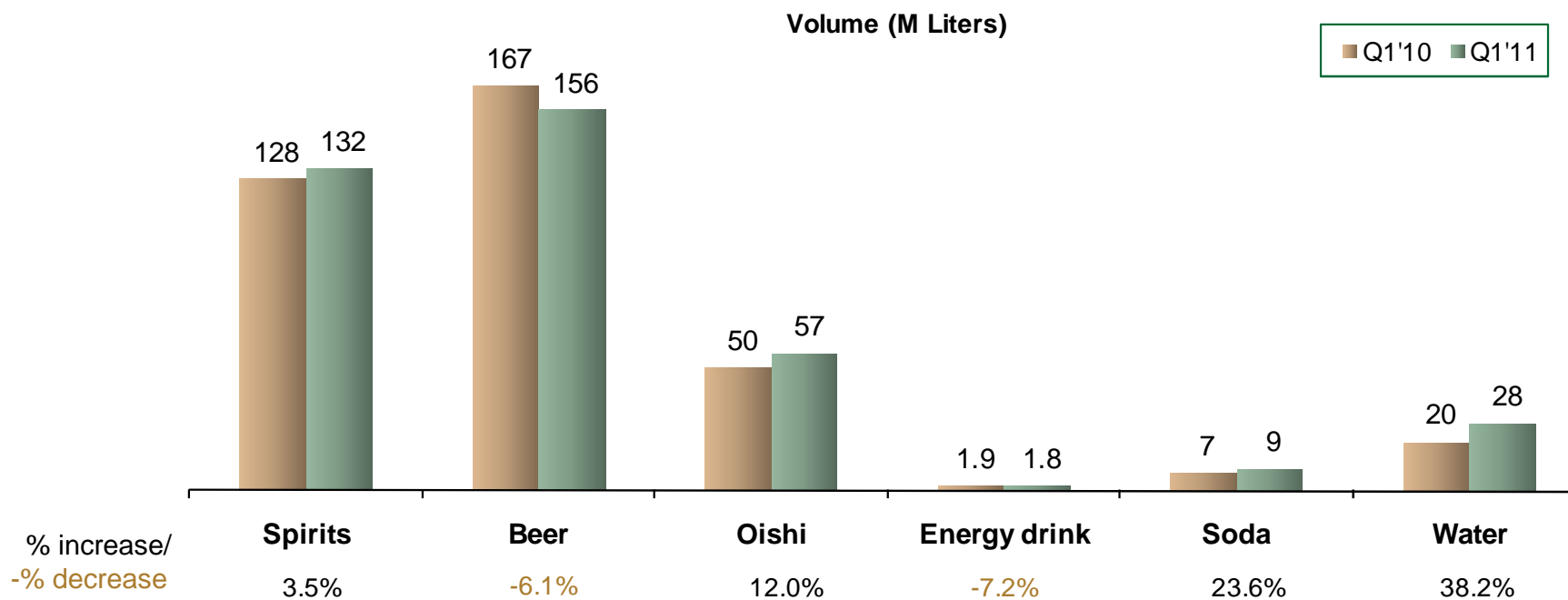
Net Profit



Sales



Total Sales Volume



Business Segments

Spirits

Spirits	Q1'10	Q1'11	Change (M Baht)
Sales Revenue	18,917	20,117	6.3%
COGS	(12,673)	(13,583)	
<i>% of Sales Revenue</i>	<i>67.0%</i>	<i>67.5%</i>	
SG&A	(2,175)	(2,132)	
<i>% of Sales Revenue</i>	<i>11.5%</i>	<i>10.6%</i>	
EBITDA	4,704	4,786	1.7%
Net Profit	2,870	3,090	7.7%
<u>Margin*</u>			
EBITDA	24.9%	23.8%	
Net Profit	15.2%	15.4%	

* margins are % of sales revenue

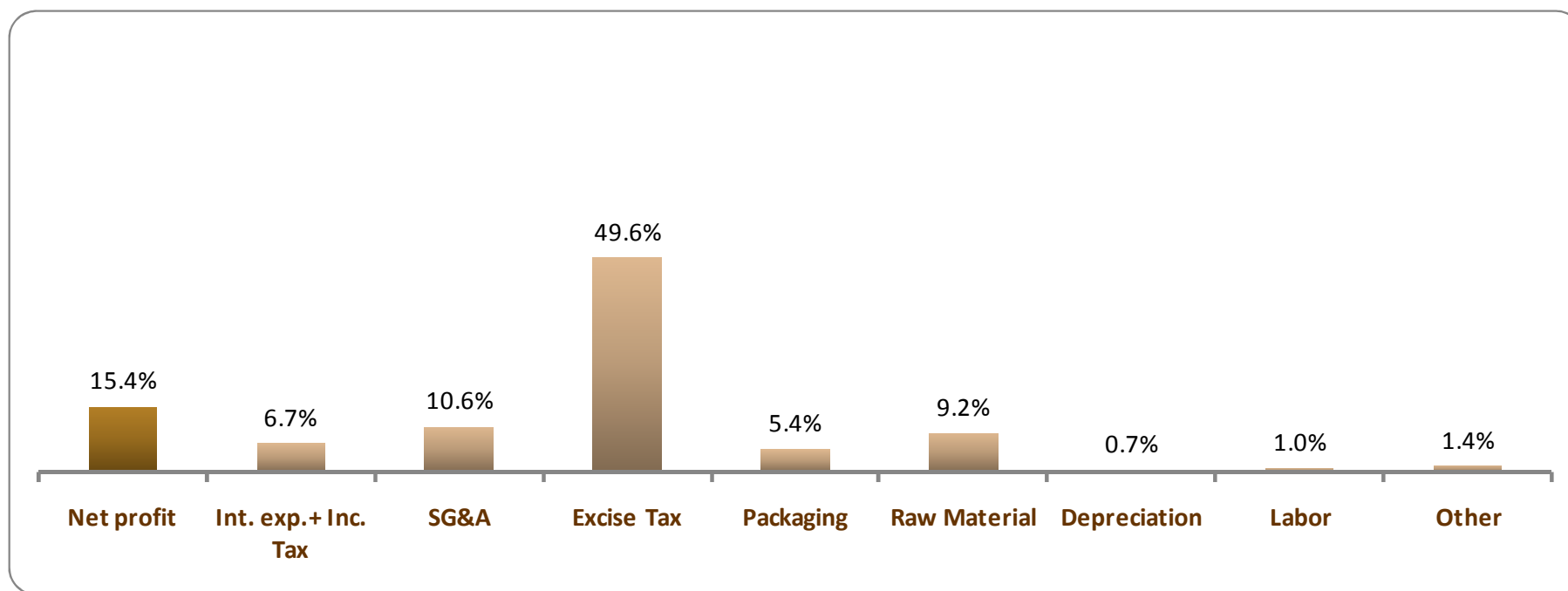
<u>Sales revenue</u>	UP	an increase in sales volume and product mix
<u>COGS (%)</u>	UP	an increase in raw material cost
<u>SG&A (%)</u>	DOWN	a decrease in idle costs and marketing expense
<u>EBITDA</u>	UP	an increase in gross profit, decrease in idle costs & marketing expenses
<u>Net Profit</u>	UP	an increase in EBITDA and a decrease in depreciation & interest expenses



Spirits: Revenue-Cost Break Down

(% of total revenue)

Q1'11



Beer

Beer	Q1'10	Q1'11	Change (M Baht)
Sales Revenue	8,513	8,154	-4.2%
COGS	(7,767)	(7,285)	
<i>% of Sales Revenue</i>	<i>91.2%</i>	<i>89.3%</i>	
SG&A	(1,235)	(1,226)	
<i>% of Sales Revenue</i>	<i>14.5%</i>	<i>15.0%</i>	
EBITDA (Loss)	(79)	(71)	10.1%
Net Profit (Loss)	(372)	(265)	28.8%
<u>Margin*</u>			
EBITDA (-Loss)	-0.9%	-0.9%	
Net Profit (-Loss)	-4.4%	-3.2%	

* margins are % of sales revenue

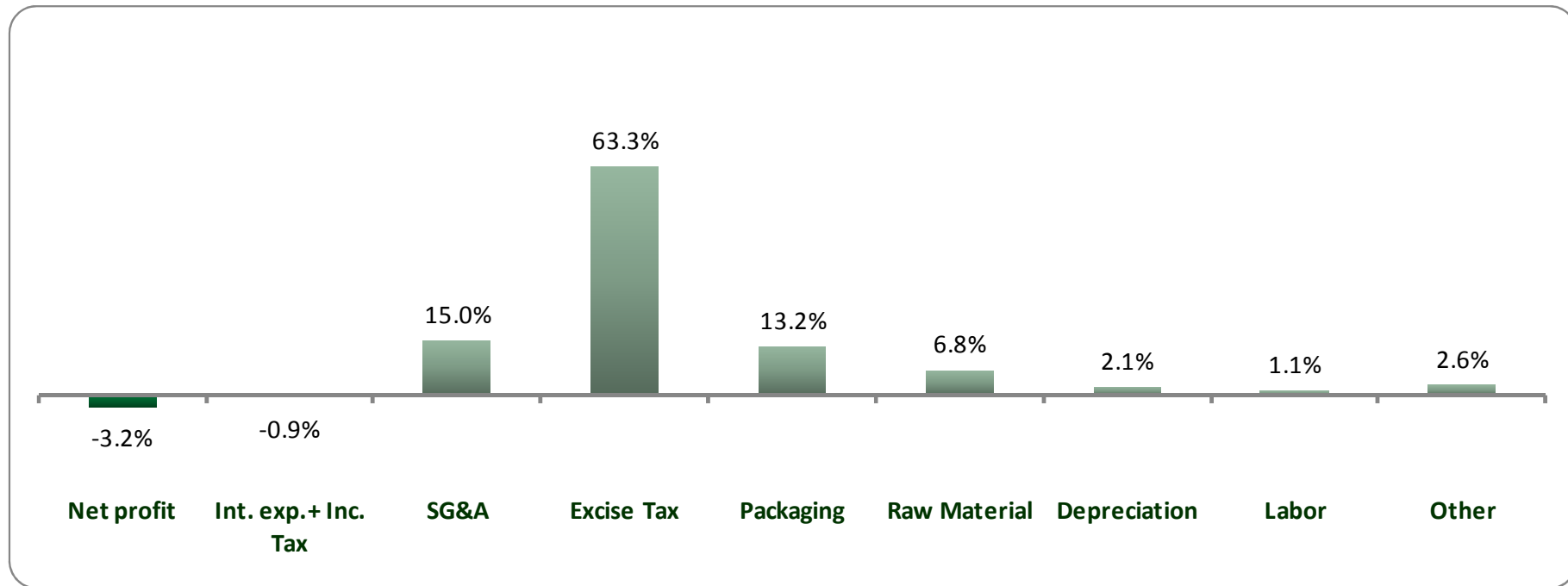
<u>Sales revenue</u>	DOWN	a decrease in sales volume and product mix
<u>COGS (%)</u>	DOWN	a decrease in raw material cost and depreciations
<u>SG&A (%)</u>	UP	sales decrease rate is higher than the decrease in SG&A because of fixed cost
<u>EBITDA (Loss)</u>	DOWN	an increase in gross profit, a decrease in marketing expenses
<u>Net Loss</u>	DOWN	a decrease in EBITDA loss, depreciation and interest expenses



Beer: Revenue-Cost Break Down

(% of total revenue)

Q1'11



Non-alcoholic Beverages

Non-alcoholic Beverages	Q1'10	Q1'11	Change (M Baht)
Sales Revenue	1,580	1,724	9.1%
COGS	(1,077)	(1,215)	
<i>% of Sales Revenue</i>	<i>68.2%</i>	<i>70.5%</i>	
SG&A	(415)	(428)	
<i>% of Sales Revenue</i>	<i>26.2%</i>	<i>24.8%</i>	
EBITDA	185	178	-3.8%
Net Profit	107	129	20.6%
<u>Margin*</u>			
EBITDA	11.7%	10.3%	
Net Profit	6.8%	7.5%	

* margins are % of sales revenue

<u>Sales revenue</u>	UP	an increase of Oishi beverages, soda and water sales
<u>COGS (%)</u>	UP	change in product mix of Oishi created higher cost, and increase in raw material cost
<u>SG&A (%)</u>	DOWN	a decrease in marketing expenses
<u>EBITDA</u>	DOWN	a decrease in gross profit
<u>Net Profit</u>	UP	income tax impact



Food

Food	Q1'10	Q1'11	Change	(M Baht)
Sales Revenue	901	1,105	22.6%	
COGS	(558)	(702)		
<i>% of Sales Revenue</i>	<i>61.9%</i>	<i>63.5%</i>		
SG&A	(287)	(344)		
<i>% of Sales Revenue</i>	<i>31.8%</i>	<i>31.1%</i>		
EBITDA	102	116	13.7%	
Net Profit	56	34	-39.3%	
<u>Margin*</u>				
EBITDA	11.3%	10.5%		
Net Profit	6.2%	3.1%		

* margins are % of sales revenue

<u>Sales revenue</u>	UP	an increase in the number of branches and an increase in selling price
<u>COGS (%)</u>	UP	an increase in food costs due to variety of foods
<u>SG&A (%)</u>	DOWN	sales growth is higher than the increase in SG&A
<u>EBITDA</u>	UP	an increase in gross profit, although branch rental fees and marketing expenses increased
<u>Net Profit</u>	DOWN	no more tax benefits from loss brought forward



Update: International Business

ThaiBev's international operations continued to grow with sales increase of 41% in Q1'11, and the net profit increased by 48% when compared YoY

- ASEAN
 - ASEAN performance was driven by Chang Beer with growth of over +20%

- USA
 - Chang beer sales in the US market grew more than double versus Q1 last year as our distribution in both Thai and mainstream channels continued to grow, and at the same time, marketing activities and support increased

- UK & Rest of the World
 - IBHL UK and rest of the world sales growth was driven by Chang beer growing over +76%, and the overall Scotch portfolio of single malts, blends, and bulk sales all sharing double digits growth

- CHINA
 - YLQ sales in China almost saw a doubling of sales in Q1 versus last year as distribution coverage continues to grow in the Yunnan province

Financials

Interest Bearing Debt

Interest Bearing Debt	31-Dec-10	31-Mar-11
<i>(Million Baht)</i>		
Current		
Bank overdrafts	568	962
Short-term loans from financial institutions	5,694	7,394
Current portion of long-term loans	2,500	1,000
	<u>8,762</u>	<u>9,356</u>
Non-current		
Long-term loans from financial institutions	600	600
	<u>600</u>	<u>600</u>
Total	<u>9,362</u>	<u>9,956</u>
Cash and cash equivalents	<u>3,359</u>	<u>1,290</u>
Net Interest Bearing Debt	<u>6,003</u>	<u>8,666</u>

Financial Ratios

Ratios	31-Dec-10	31-Mar-11
Current Ratio	1.92	1.91
Total Debt to Equity	0.35	0.40
Net Asset Value per Share (Baht)	2.25	2.35
Net Asset Value per Share (SGD)*	0.09	0.10

* exchange rate at THB 24: SGD 1

Turnovers (days)	Jan-Mar 10	Jan-Mar 11
A/R Turnover	6	6
Inventory Turnover		
<i><u>Spirits Business</u></i>		
Finished Goods (exc. Legacy Stocks)	53	62
<i><u>Beer Business</u></i>		
Finished Goods	27	29

Total Debt to Equity UP an increase in short-term loans from financial institutions

Note: use 365 days to calculate turnover

Q&A