
Thai Beverage Plc

Third Quarter 2006 results

Presented by Richard Jones
Head of Investor Relations

The Initial Public Offering of shares of Thai Beverage Plc was sponsored by
Deutsche Bank AG, Singapore Branch,
J.P. Morgan (S.E.A) Limited
Merrill Lynch (Singapore) Pte. Ltd.

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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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

- We now use Thai GAAP for reporting. To make comparisons historically, please refer to the IPO prospectus. Thai GAAP statements are on pages starting with F-1
- All monetary amounts in millions of Thai Baht unless otherwise stated
- Volumes in millions of litres unless otherwise stated
- Brown spirits are coloured spirits made from molasses and whiskeys
- White spirits are clear spirits made from molasses

Key Points

- IPO May 2006
 - Total shares outstanding: 25,110 million
 - Free float: approx. 22.12%
 - Dividend policy: not less than 50% of net profit after deducting all appropriated reserves
 - Interim dividend for first half of 2006 = Baht 2,762 million (Baht 0.11 per share)
- Sales of beer, soda & water up 53 million litres in 9 months of 2006
- Sales of brown spirits down 22 million litres principally due to impact of higher taxes imposed in Sept 2005
- Sales of white spirits down 5 million litres

Consolidated 9 mths Highlights

	9 mths/2005	9 mths/2006	Change
Sales Revenue	66,133	67,377	1.9% ▲
EBITDA	15,419	14,746	-4.4% ▼
<i>EBITDA Margin</i>	23.3%	21.9%	
Net Profit	7,528	7,394	-1.8% ▼
<i>Profit Margin</i>	11.4%	11.0%	

Compare with historical figures

	2004	2005
Sales Revenue	90,126	92,091
EBITDA	20,944	21,000
<i>EBITDA Margin</i>	23.2%	22.8%
Net Profit	10,418	10,409
<i>Profit Margin</i>	11.6%	11.3%

Note: margins are % of revenue.

Consolidated Q3 Highlights

	Q3/2005	Q3/2006	Change
Sales Revenue	20,593	20,745	0.7% ▲
EBITDA	4,590	4,449	-3.1% ▼
<i>EBITDA Margin</i>	22.3%	21.4%	
Net Profit	2,165	2,285	5.5% ▲
<i>Profit Margin</i>	10.5%	11.0%	

Compare this quarter with our first and second quarter

	Q1/2006	Q2/2006	Q3/2006	Change*
Sales Revenue	22,732	23,900	20,745	-13.2% ▼
EBITDA	5,109	5,189	4,449	-14.3% ▼
Net Profit	2,565	2,544	2,285	-10.2% ▼

* Changes from second quarter.
Note: margins are % of revenue

Sales: 9 Months

Sales Revenues	9 mths/2005	9 mths/2006	Change
Beer & Water	30,479	32,757	7.5% ▲
Spirits	36,063	35,002	-2.9% ▼
Industrial Alcohol	433	712	64.4% ▲
Related Business	4,810	5,364	11.5% ▲
Intersegment Eliminations	(5,652)	(6,458)	
Total	66,133	67,377	1.9% ▲

EBITDA: 9 Months

EBITDA	9 mths/2005	9 mths/2006	Change
Beer & Water	3,331	4,447	33.5% ▲
Spirits	11,830	9,960	-15.8% ▼
Industrial Alcohol	176	78	-55.7% ▼
Related Business	80	264	230.0% ▲
Intersegment Eliminations	2	(3)	
Total	15,419	14,746	-4.4% ▼

	Q3/2005	Q3/2006	Change
Free beer	11.8%	6.8%	-42% ▼

	9 mths/2005	9 mths/2006	Change
Free beer	12.0%	7.8%	-35% ▼

	Q3/2005	Q3/2006	Change
Free brown spirits	2.4%	1.6%	-33% ▼

	9 mths/2005	9 mths/2006	Change
Free brown spirits	1.7%	2.5%	47% ▲

* Note: free beer as a percentage of sales volume

Sales: Q3

Sales Revenues	Q3/2005	Q3/2006	Change
Beer & Water	9,275	9,996	7.8% ▲
Spirits	11,714	10,896	-7.0% ▼
Industrial Alcohol	160	500	212.5% ▲
Related Business	1,258	1,722	36.9% ▲
Intersegment Eliminations	(1,814)	(2,369)	
Total	20,593	20,745	0.7% ▲

Ethanol prices rise with raw material cost increase

in Baht	Q3/2005	Q3/2006	Change
Price of ethanol per litre	15.07	25.44	69% ▲

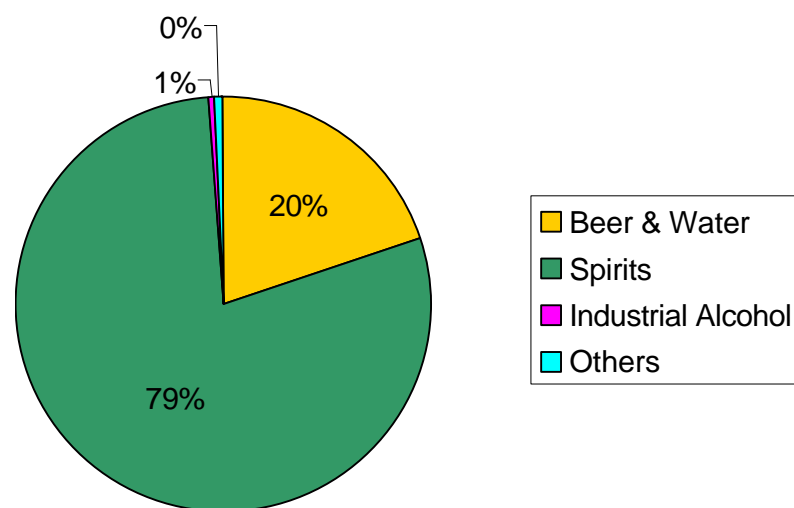
EBITDA: Q3

EBITDA	Q3/2005	Q3/2006	Change	% Change	
Beer & Water	885	1,297	412	46.6%	▲
<i>EBITDA Margin</i>	9.5%	13.0%			
Spirits	3,677	3,011	(666)	-18.1%	▼
<i>EBITDA Margin</i>	31.4%	27.6%			
Industrial Alcohol	64	68	4	6.3%	▲
<i>EBITDA Margin</i>	40.3%	13.6%			
Related Business	(42)	47	89	211.9%	▲
<i>EBITDA Margin</i>	-3.3%	2.7%			
Intersegment Eliminations	6	26	20		
Total	4,590	4,449	(141)	-3.1%	▼

- ↓ Beer EBITDA margin improved in Q3/2006 due to higher sales volume and lower promotional goods
- ↓ Spirits EBITDA margin weakened primarily due to lower sales volume on brown spirits and higher priced molasses
- ↓ The higher cost from molasses and energy costs also affected margins on industrial alcohol

Profit Contribution per Business Segment

Net Profit	9 mths/2005	9 mths/2006	Change
Beer & Water	746	1,491	99.9% ▲
Spirits	6,833	5,996	-12.2% ▼
Industrial Alcohol	29	(60)	-306.9% ▼
Related Business	(83)	(33)	60.2% ▲
Intersegment Eliminations	3	-	
Total	7,528	7,394	-1.8% ▼



Beer volumes up 14.1%

Millions of Litres

	Q3/2005	Q3/2006	Change	%Change	
Beer sales	173	197	24	14.1%	▲
Soda	3	2	-1	-30.9%	▼
Water	10	10	0	-1.1%	▼
Total	186	210	23	12.5%	▲

	9 mths/2005	9 mths/2006	Change	%Change	
Beer sales	587	643	56	9.5%	▲
Soda	11	10	-2	-17.1%	▼
Water	32	32	-1	-2.9%	▼
Total	631	684	53	8.4%	▲

Keeping it in Perspective

Soda water was 1.4% of total volume in 9 mths/2006
 Drinking water was 4.6% of total volume in 9 mths/2006

Millions of Litres

Light Beers	Q2/2006	Q3/2006	Change	%Change	
Chang Light	0.7	0.6	-0.1	-14.3%	▼
Chang Draught (in bottles)	2.2	1.4	-0.8	-36.4%	▼
Chang Draught (in kegs)	1.8	1.6	-0.2	-11.1%	▼
Archa	10.0	28.3	18.3	183.0%	▲
Total	14.7	31.9	17.2	117.0%	▲

* Exceptional rise largely attributable to volume increase from the growth of low alcohol beer sales.

Spirits volumes down 16.5%

Millions of Litres

	Q3/2005	Q3/2006	Change	% Change	
White spirits	90	79	-11	-12.1%	▼
Brown spirits	27	18	-8	-31.2%	▼
Total	117	98	-19	-16.5%	▼

	Q2/2006	Q3/2006	Change	% Change	
Hong Thong	1	3	2	124.5%	▲

	9 mths/2005	9 mths/2006	Change	% Change	
White spirits	271	265	-5	-2.0%	▼
Brown spirits	85	63	-22	-25.8%	▼
Total	355	328	-27	-7.7%	▼

* Spirits sales volume decreased largely due to lower demand from sales price increase resulting from increase in Excise Tax.

Financial Stability

	31-Dec-05	30-Sep-06	Change
Current ratio (times)	0.65	1.37	111% ▲
Total debt to equity	1.59	0.58	-64% ▼
Net Asset Value per Share (Baht)	1.43	2.19	53% ▲

- ↯ Aim to keep D/E ratio below 1.0x in line with peers
- ↯ No intention of being a net cash company
- ↯ No short term requirements for increased CAPEX to increase capacity due to sufficient capacity at distilleries and current beer capacity expansion project will be completed by first quarter 2007

Keys to Future Growth

- **Spirits**

- Dominant position in Thai market
- New products at higher margins

- **Beer**

- Rising growth with opportunities in new market segments, e.g. Low alcohol beers

- **Distribution infrastructure**

- Unequaled size and base to launch new products in future
- Future leveraging of network to distribute diverse products

Outlook

- Seasonal periods for sales:
 - July to September (Rainy Season / Buddhist Lent) ↓
 - November (Loi Kratong Festival) ↓
 - Dec – Jan (Cool Season, New Year Festival) ↓
 - April (Thai New Year) ↓

