

THAI BEVERAGE

1H19 Financial Results

(First Half ended 31 March 2019)



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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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

- On 3 December 2018, the State Securities Commission of Vietnam issued its approval letter to Sabeco to remove the foreign ownership limit applicable to Sabeco. As a result, the Loan Conversion became one of the viable options for Vietnam Beverage and BeerCo (an indirect wholly-owned subsidiary of ThaiBev) to consider in the debt restructuring of the Loan.
- Vietnam Beverage and BeerCo entered into an agreement to convert the entire amount of the loan and interest thereon (which is VND 111,208,798,000,000, equivalent to USD 4,892,600,000 at the applicable exchange rate of USD1 to VND22,730 (the “Applicable Exchange Rate”)) into additional charter capital of Vietnam Beverage.
- The notice of satisfaction of the conditions for capital contributions/purchase of shares/acquisition of contributed capital by foreign investors (M&A Clearance Approval) was granted by the Hanoi Department of Planning and Investment of Vietnam on 17 December 2018 and 28 December 2018 for Vietnam Beverage’s capital increase contributed by foreign investor to be the amount of VND 22,957,300,000,000 (equivalent to USD 1,010,000,000 based on the Applicable Exchange Rate) and to be VND 111,208,798,000,000 (equivalent to USD 4,892,600,000 based on the Applicable Exchange Rate) respectively. Vietnam Beverage has increased its charter capital from VND 681,663,260,000 to VND 111,890,461,260,000.
- As a result of BeerCo’s acquisition of the charter capital of Vietnam Beverage, Vietnam Beverage has been converted from a one-member limited liability company to a multiple-member limited liability company. Vietnam Beverage also obtained its new Enterprise Registration Certificate evidencing the new shareholding structure and charter capital from Hanoi Department of Planning and Investment of Vietnam on 2 January 2019.
- As a result of the completion of the Loan Conversion, BeerCo currently holds VND 111,208,798,000,000 (approximately 99.39%) of the charter capital of Vietnam Beverage.
- BeerCo later entered into an agreement to additionally acquire 34,083,164 shares in Vietnam F&B (representing approximately 50% of Vietnam F&B’s charter capital) from one of the existing shareholders of Vietnam F&B who is a third party unrelated to the THBEV Group, at the par value of VND 10,000 per share. The aggregate consideration for the acquisition is VND 340,831,640,000, equivalent to USD 14,719,569.86 at the applicable exchange rate of USD 1=VND 23,155.

Understanding this Presentation

- The notice of satisfaction of the conditions for capital contributions/purchase of shares/acquisition of contributed capital by foreign investors (M&A Clearance Approval) as required for the acquisition was granted by the Hanoi Department of Planning and Investment of Vietnam on 21 January 2019. Vietnam F&B also obtained its 7th Amendment of Enterprise Registration Certificate evidencing the new shareholding structure from the Hanoi Department of Planning and Investment of Vietnam on 30 January 2019. As a result of the acquisition, BeerCo currently holds 67,484,663 shares in Vietnam F&B (representing approximately 99% of Vietnam F&B's charter capital), while the remaining 1% of Vietnam F&B's charter capital is still held by the existing Vietnamese shareholders.
- So that currently, BeerCo has acquired shares in Vietnam F&B and completed debt conversion with Vietnam Beverage. Consequently, the Group has ownership interest in SABECO of 53.58% and recognized the change in ownership interests in subsidiaries without a change in control of Baht 102 million in as an equity component.
- The Company issued debentures No.1/2019 with various tenors from 2 years to 10 years at an aggregate principal amount of Baht 53,000 million in March 2019. The proceed from debentures was used to repay Thai Baht currency bridging loans.
- From 1 January 2019, the Group changed accounting policy for derivative financial instruments and hedge accounting. The changes have been applied retrospectively, as per detail in 2Q19 SGX format No.5

Understanding this Presentation

- In the fourth quarter ended 30 September 2018 of previous fiscal year, Asiaeuro International Beverage (Guangdong) Co., Ltd. ("AIB(GD)") has been incorporated in the People's Republic of China ("the P.R.C."), from a 51-49 joint venture between International Beverage Holdings (China) Limited ("IBHC"), an indirect subsidiary of the Company, and Asiaeuro Wines & Spirits (Shenzhen) Co., Ltd. ("AE(SZ)") which is a third party company incorporated and registered in the P.R.C to engage in the importation, sales and distribution of premium international wines and spirits in the P.R.C. Before this, IBHC and Asia Group Corporate Limited which is a third party company incorporated and registered in Hong Kong and a related company to AE(SZ) has completed a 51 – 49 joint venture to incorporate a Hong Kong company name Asiaeuro International Beverage (Hong Kong) Limited ("AIB(HK)") to engage in the importation, sales and distribution of premium international wines and spirits in the Greater China region. AIB(GD)'s and AIB(HK)'s operations were recognized under spirits business in the first quarter of this fiscal year ended 31 December 2018.
- In the second quarter ended 31 March 2018 of previous fiscal year, the Company completed an acquisition of 75% shareholding interest in Havi Logistic Co.,Ltd.("Havi"),which operates logistic businesses for food services in Thailand, by Thai Beverage Logistics Co.,Ltd.,a wholly owned subsidiary of the Company on 28 February 2018.The Company has included the assets and liabilities of Havi in the consolidated statements of financial position and the results of operations and cash flows in the consolidated statement of income and cash flows respectively from March 2018 onwards. Havi's operations were recognized under food business segment.
- In the first quarter ended 31 December 2017 of previous fiscal year, the Company completed acquisitions of (1) 252 existing KFC stores in Thailand by The QSR of Asia Co.,Ltd.(QSA), a wholly-owned subsidiary of the Company on 1 December 2017 and (2) a 53.59% shareholding interest in Saigon Beer - Alcohol - Beverage Corporation (Sabeco), a company incorporated in The Socialist Republic of Vietnam and currently listed in Ho Chi Minh Stock Exchange (HOSE), on 29 December 2017 to operate mainly in beer business. Due to the acquisition of Sabeco was incurred close to the end of December 2017, results of operations and cash flows were included in the consolidated statements of income and cash flows of the second quarter ended 31 March 2018 onwards. Sabeco's operations were recognized under beer business.

Understanding this Presentation

Restatement

- Due to Purchase Price Allocation of the acquisitions companies, the consolidated financial statements as at 30 September 2018, for the three-month period ended 31 December 2017, for the six-month period ended 31 March 2018 , and onward nine-months and full year of fiscal year 2018, included in these interim financial statements have been restated to reflect new information obtained about facts and circumstances that existed as of the acquisition date and the subsequently recognised adjustments.

Excise tax

- Effective from 26 January 2018, all alcoholic beverages and tobacco products, both imported and domestically produced, have been charged an additional 2% of excise tax by law to contribute to the Elderly Fund.

Understanding this Presentation

- 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

Highlight

2Q19 Performance Highlights

- Spirits domestic sales volume decreased YoY due to a high base effect. This was because agents and retailers increased purchase orders in March 2018 ahead of price increases introduced by the Company in April 2018, following Thailand's implementation of an Elderly Fund tax last year.
 - Spirits sales volume -2.9%
- Sales generated by the beer business grew overall due to improvements in the domestic market and greater contribution from Sabeco.
 - Beer sales revenue +13.3%
 - Beer sales volume +10.6%
 - Beer net profit +69.1%
- Net loss recorded by the NAB business narrowed due to an increase in revenue as well as a decrease in advertising and promotion expenses.
- The food business continued to expand rapidly, opening new stores to generate more future revenue.
- The Company has refinanced all bridging loans with floating interest rates to long-term loans with fixed interest rates.

Group Financial Highlights 1H19

Revenue from sales (million Baht)

142,619 ▲ 26.1%

EBITDA

(excluded all non-recurring expenses in 1H18)*

(million Baht)

24,061

▲ 22.2%

EBITDA

(million Baht)

24,061

▲ 38.8%

Net profit

(excluded all non-recurring expenses in 1H18)*

(million Baht)

14,238

▲ 11.4%

Net profit

(million Baht)

14,238

▲ 38.0%

EPS (basic)

(excluded all non-recurring expenses 1H18)*

(Baht)

0.53

▲ 12.8%

EPS (basic)

(Baht)

0.53

▲ 43.2%

Attributable Profit

(excluded all non-recurring expenses 1H18)*

(million Baht)

13,207

▲ 11.3%

Attributable Profit

(million Baht)

13,207

▲ 40.3%

* Non-recurring expense relating to business acquisitions of Bt 2,459 million in 1H18

Interim Dividend Payment

Dividend Payment	Interim'18 (Oct 17 - Mar 18) <i>(Restated)</i>	Interim'19 (Oct 18 - Mar 19)
Net Profit belonging to the Company <i>(Million Baht)</i>	9,412	13,207
Number of Shares <i>(Million Shares)</i>	25,111	25,114
Interim Dividend <i>(Million Baht)</i>	3,767	3,767
Dividend per share (Baht)	0.15	0.15

Consolidated: 2Q19 Highlights

	2Q18 Jan18 - Mar18 <i>(Restated)</i>	2Q19 Jan19 -Mar19	Change
Sales Revenue	67,582	69,992	3.6%
COGS	(47,636)	(49,569)	
<i>% of Sales Revenue</i>	<i>70.5%</i>	<i>70.8%</i>	
SG&A	(11,414)	(11,392)	
<i>% of Sales Revenue</i>	<i>16.9%</i>	<i>16.2%</i>	
EBITDA <i>(exclude F&N/FPL, non-recurring expenses)</i>	10,992	11,257	2.4%
Net Profit <i>(exclude F&N/FPL, non-recurring expenses)</i>	6,567	6,292	-4.2%
Non-recurring cost relating to acquisitions	(1)	-	
EBITDA <i>(exclude F&N/FPL)</i>	10,991	11,257	2.4%
Net Profit <i>(exclude F&N/FPL)</i>	6,566	6,292	-4.2%
F&N/FPL EBITDA <i>(from normal operation)</i>	903	531	
F&N/FPL Net Profit <i>(from normal operation)</i>	828	465	
EBITDA	11,894	11,788	-0.9%
Net Profit	7,394	6,757	-8.6%
Attributable Profit to:			
Owners of the Company	6,595	5,790	-12.2%
Non-controlling interests	799	967	
Attributable Profit <i>(from normal operation)</i>	6,596	5,790	-12.2%
<u>Margin*</u>			
EBITDA <i>(exclude F&N/FPL, non-recurring expenses)</i>	16.3%	16.1%	
Net Profit <i>(exclude F&N/FPL, non-recurring expenses)</i>	9.7%	9.0%	
EBITDA <i>(exclude F&N/FPL)</i>	16.3%	16.1%	
Net Profit <i>(exclude F&N/FPL)</i>	9.7%	9.0%	
EBITDA	17.6%	16.8%	
Net Profit	10.9%	9.7%	

* margins are % of sales revenue

Consolidated: 1H19 Highlights

	1H18 Oct17 - Mar18 <i>(Restated)</i>	1H19 Oct18 - Mar19	Change
Sales Revenue	113,058	142,619	26.1%
COGS	(79,335)	(101,853)	
<i>% of Sales Revenue</i>	<i>70.2%</i>	<i>71.4%</i>	
SG&A	(20,258)	(23,353)	
<i>% of Sales Revenue</i>	<i>17.9%</i>	<i>16.4%</i>	
EBITDA <i>(exclude F&N/FPL, non-recurring expenses)</i>	18,139	21,971	21.1%
Net Profit <i>(exclude F&N/FPL, non-recurring expenses)</i>	11,407	12,281	7.7%
Non-recurring cost relating to acquisitions	(2,459)	-	
EBITDA <i>(exclude F&N/FPL)</i>	15,787	21,971	39.2%
Net Profit <i>(exclude F&N/FPL)</i>	8,948	12,281	37.2%
F&N/FPL EBITDA <i>(from normal operation)</i>	1,554	2,090	
F&N/FPL Net Profit <i>(from normal operation)</i>	1,369	1,957	
EBITDA	17,341	24,061	38.8%
Net Profit	10,317	14,238	38.0%
Attributable Profit to:			
Owners of the Company	9,412	13,207	40.3%
Non-controlling interests	905	1,031	
Attributable Profit <i>(from normal operation)</i>	11,871	13,207	11.3%
<u>Margin*</u>			
EBITDA <i>(exclude F&N/FPL, non-recurring expenses)</i>	16.0%	15.4%	
Net Profit <i>(exclude F&N/FPL, non-recurring expenses)</i>	10.1%	8.6%	
EBITDA <i>(exclude F&N/FPL)</i>	14.0%	15.4%	
Net Profit <i>(exclude F&N/FPL)</i>	7.9%	8.6%	
EBITDA	15.3%	16.9%	
Net Profit	9.1%	10.0%	

* margins are % of sales revenue

Consolidated: 2Q19 Highlights

	ThaiBev	F&N / FPL	Total	(M Baht)
2Q19				
Sales	69,992	-	69,992	
Gross Profit	20,423	-	20,423	
EBITDA exclude non-recurring cost	11,257	531	11,788	
Net Profit exclude non-recurring cost	6,292	465	6,757	
EBITDA include non-recurring cost	11,257	531	11,788	
Net Profit include non-recurring cost	6,292	465	6,757	
Attributable Profit (Loss) exclude non-recurring cost	5,325	465	5,790	
Attributable Profit (Loss) include non-recurring cost	5,325	465	5,790	
<i>Spirits</i>	5,003	-	5,003	
<i>Beer</i>	348	-	348	
<i>Non-Alcohol</i>	(128)	-	(128)	
<i>Food</i>	102	-	102	
<i>Non-recurring cost</i>	-	-	-	
<i>F&N/FPL</i>	-	465	465	
2Q18 (Restated)				
Sales	67,582	-	67,582	
Gross Profit	19,946	-	19,946	
EBITDA exclude non-recurring cost	10,992	903	11,895	
Net Profit exclude non-recurring cost	6,567	828	7,395	
EBITDA include non-recurring cost	10,991	903	11,894	
Net Profit include non-recurring cost	6,566	828	7,394	
Attributable Profit (Loss) exclude non-recurring cost	5,768	828	6,596	
Attributable Profit (Loss) include non-recurring cost	5,767	828	6,595	
<i>Spirits</i>	5,695	-	5,695	
<i>Beer</i>	217	-	217	
<i>Non-Alcohol</i>	(351)	-	(351)	
<i>Food</i>	207	-	207	
<i>Non-recurring cost</i>	(1)	-	(1)	
<i>F&N/FPL</i>	-	828	828	

Consolidated: 2Q19 Highlights

	ThaiBev	F&N / FPL	Total	(M Baht)
Increase (Decrease)				
Sales	2,410	-	2,410	
Gross Profit	477	-	477	
EBITDA <small>exclude non-recurring cost</small>	265	(372)	(107)	
Net Profit <small>exclude non-recurring cost</small>	(275)	(363)	(638)	
EBITDA <small>include non-recurring cost</small>	266	(372)	(106)	
Net Profit <small>include non-recurring cost</small>	(274)	(363)	(637)	
Attributable Profit (Loss) <small>exclude non-recurring cost</small>	(443)	(363)	(806)	
Attributable Profit (Loss) <small>include non-recurring cost</small>	(442)	(363)	(805)	
<i>Spirits</i>	(692)	-	(692)	
<i>Beer</i>	131	-	131	
<i>Non-Alcohol</i>	223	-	223	
<i>Food</i>	(105)	-	(105)	
<i>Non-recurring cost</i>	1	-	1	
<i>F&N/FPL</i>	-	(363)	(363)	
% Increase (Decrease)				
Sales	3.6%	-	3.6%	
Gross Profit	2.4%	-	2.4%	
EBITDA <small>exclude non-recurring cost</small>	2.4%	(41.2%)	(0.9%)	
Net Profit <small>exclude non-recurring cost</small>	(4.2%)	(43.8%)	(8.6%)	
EBITDA <small>include non-recurring cost</small>	2.4%	(41.2%)	(0.9%)	
Net Profit <small>include non-recurring cost</small>	(4.2%)	(43.8%)	(8.6%)	
Attributable Profit (Loss) <small>exclude non-recurring cost</small>	(7.7%)	(43.8%)	(12.2%)	
Attributable Profit (Loss) <small>include non-recurring cost</small>	(7.7%)	(43.8%)	(12.2%)	
<i>Spirits</i>	(12.2%)	-	(12.2%)	
<i>Beer</i>	60.4%	-	60.4%	
<i>Non-Alcohol</i>	63.5%	-	63.5%	
<i>Food</i>	(50.7%)	-	(50.7%)	
<i>Non-recurring cost</i>	100.0%	-	100.0%	
<i>F&N/FPL</i>	-	(43.8%)	(43.8%)	

Consolidated: 1H19 Highlights

	ThaiBev	F&N / FPL	Total	(M Baht)
1H19				
Sales	142,619	-	142,619	
Gross Profit	40,766	-	40,766	
EBITDA exclude non-recurring cost	21,971	2,090	24,061	
Net Profit exclude non-recurring cost	12,281	1,957	14,238	
EBITDA include non-recurring cost	21,971	2,090	24,061	
Net Profit include non-recurring cost	12,281	1,957	14,238	
Attributable Profit (Loss) exclude non-recurring cost	11,250	1,957	13,207	
Attributable Profit (Loss) include non-recurring cost	11,250	1,957	13,207	
<i>Spirits</i>	10,556	-	10,556	
<i>Beer</i>	860	-	860	
<i>Non-Alcohol</i>	(419)	-	(419)	
<i>Food</i>	253	-	253	
<i>Non-recurring cost</i>	-	-	-	
<i>F&N/FPL</i>	-	1,957	1,957	
1H18 (Restated)				
Sales	113,058	-	113,058	
Gross Profit	33,723	-	33,723	
EBITDA exclude non-recurring cost	18,139	1,554	19,693	
Net Profit exclude non-recurring cost	11,407	1,369	12,776	
EBITDA include non-recurring cost	15,787	1,554	17,341	
Net Profit include non-recurring cost	8,948	1,369	10,317	
Attributable Profit (Loss) exclude non-recurring cost	10,502	1,369	11,871	
Attributable Profit (Loss) include non-recurring cost	8,043	1,369	9,412	
<i>Spirits</i>	9,530	-	9,530	
<i>Beer</i>	1,216	-	1,216	
<i>Non-Alcohol</i>	(597)	-	(597)	
<i>Food</i>	353	-	353	
<i>Non-recurring cost</i>	(2,459)	-	(2,459)	
<i>F&N/FPL</i>	-	1,369	1,369	

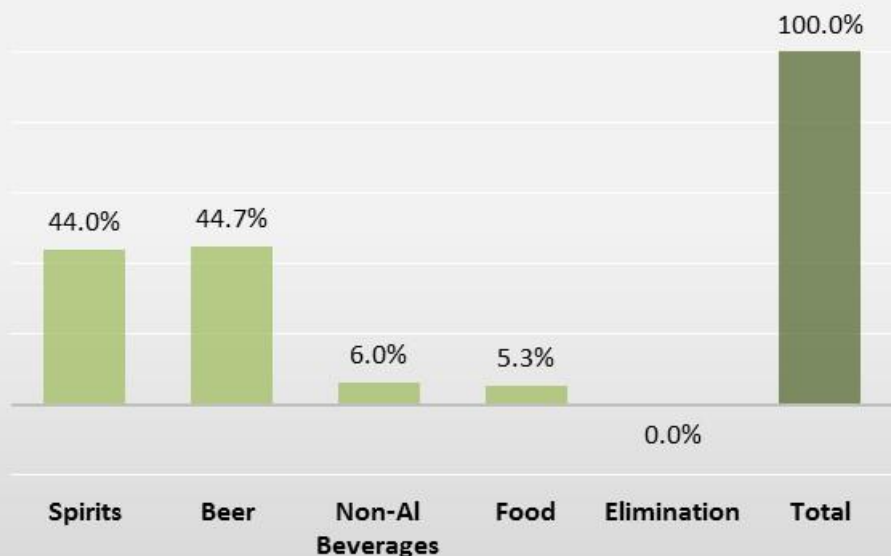
Consolidated: 1H19 Highlights

	ThaiBev	F&N / FPL	Total	(M Baht)
Increase (Decrease)				
Sales	29,561	-	29,561	
Gross Profit	7,043	-	7,043	
EBITDA <small>exclude non-recurring cost</small>	3,832	536	4,368	
Net Profit <small>exclude non-recurring cost</small>	874	588	1,462	
EBITDA <small>include non-recurring cost</small>	6,184	536	6,720	
Net Profit <small>include non-recurring cost</small>	3,333	588	3,921	
Attributable Profit (Loss) <small>exclude non-recurring cost</small>	748	588	1,336	
Attributable Profit (Loss) <small>include non-recurring cost</small>	3,207	588	3,795	
<i>Spirits</i>	1,026	-	1,026	
<i>Beer</i>	(356)	-	(356)	
<i>Non-Alcohol</i>	178	-	178	
<i>Food</i>	(100)	-	(100)	
<i>Non-recurring cost</i>	2,459	-	2,459	
<i>F&N/FPL</i>	-	588	588	
% Increase (Decrease)				
Sales	26.1%	-	26.1%	
Gross Profit	20.9%	-	20.9%	
EBITDA <small>exclude non-recurring cost</small>	21.1%	34.5%	22.2%	
Net Profit <small>exclude non-recurring cost</small>	7.7%	43.0%	11.4%	
EBITDA <small>include non-recurring cost</small>	39.2%	34.5%	38.8%	
Net Profit <small>include non-recurring cost</small>	37.2%	43.0%	38.0%	
Attributable Profit (Loss) <small>exclude non-recurring cost</small>	7.1%	43.0%	11.3%	
Attributable Profit (Loss) <small>include non-recurring cost</small>	39.9%	43.0%	40.3%	
<i>Spirits</i>	10.8%	-	10.8%	
<i>Beer</i>	(29.3%)	-	(29.3%)	
<i>Non-Alcohol</i>	29.8%	-	29.8%	
<i>Food</i>	(28.3%)	-	28.3%	
<i>Non-recurring cost</i>	100.0%	-	100.0%	
<i>F&N/FPL</i>	-	43.0%	43.0%	

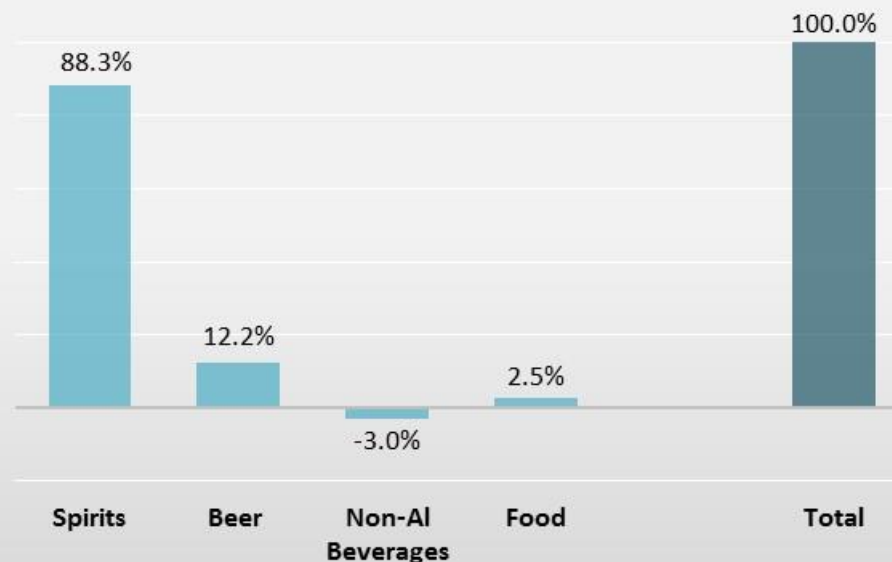
Contribution per Business Segment

1H19

Sales



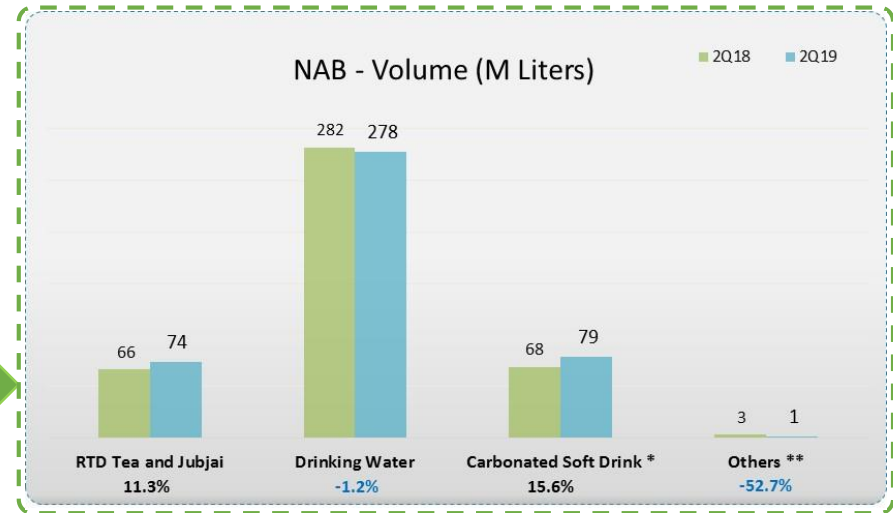
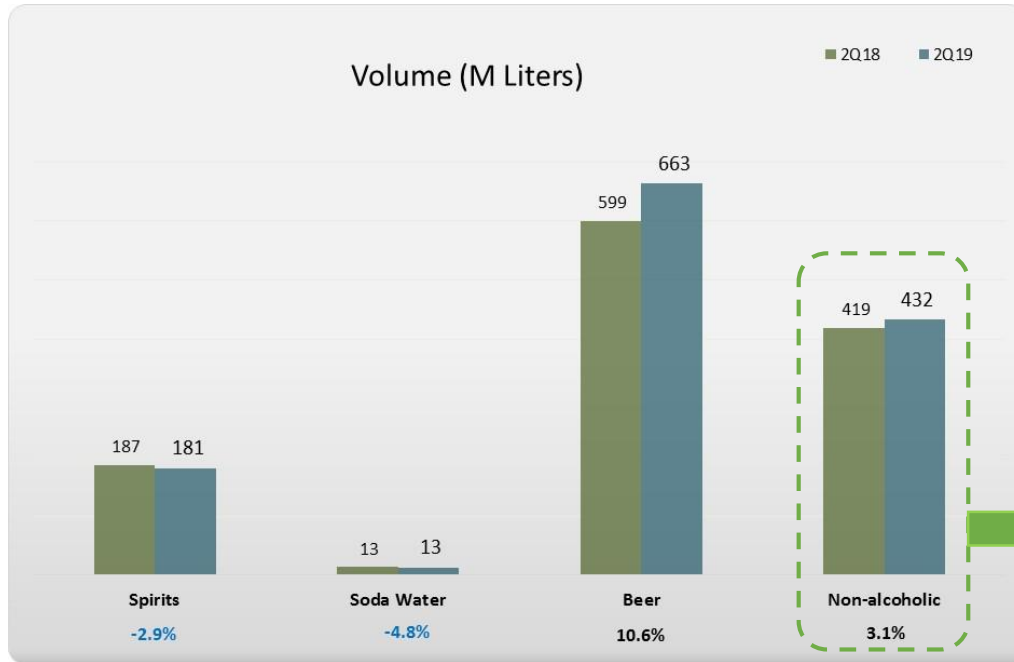
Net Profit*



* Exclude F&N/FPL

Total Sales Volume

2Q19

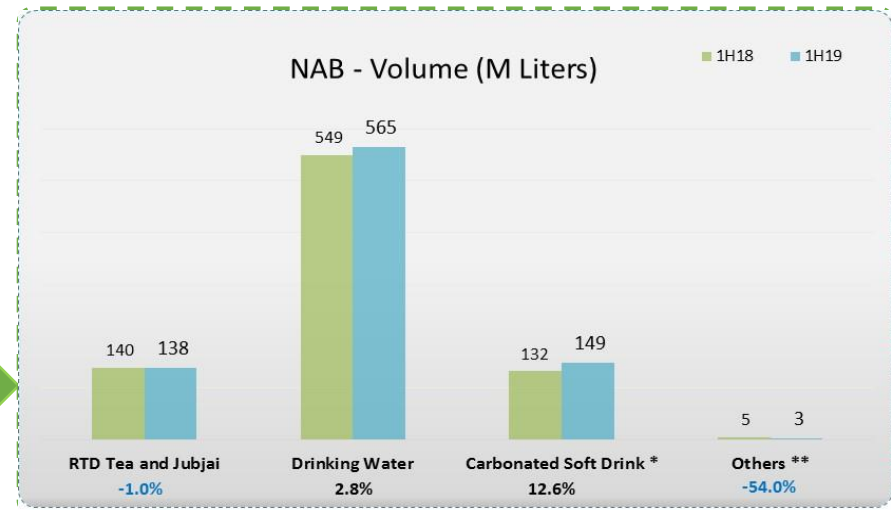
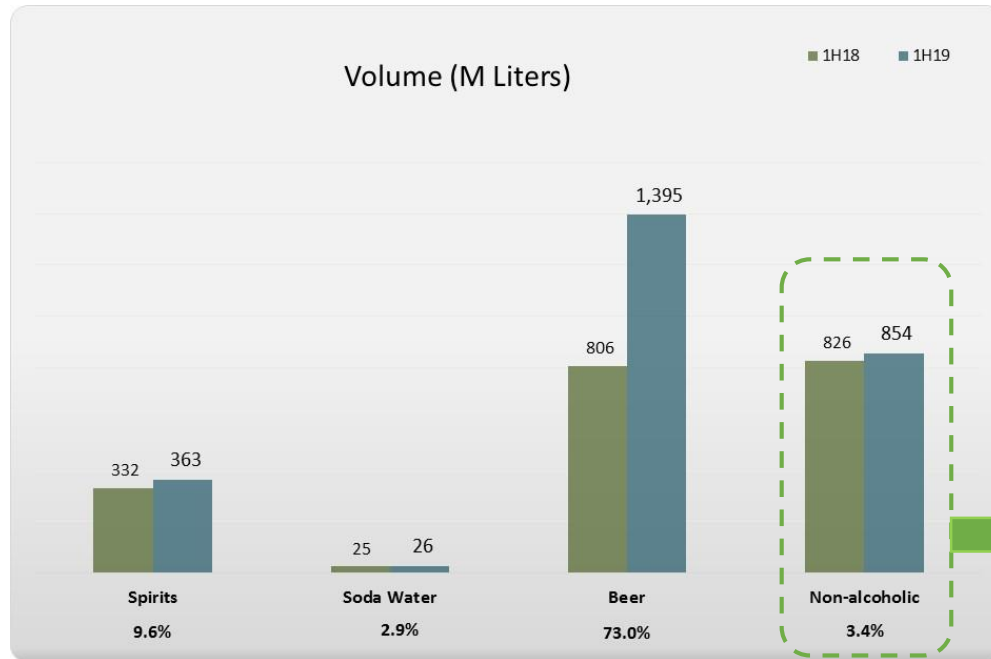


* est , 100Plus and Sarsi

** Energy drink, sports drink and other beverages

Total Sales Volume

1H19



* est , 100Plus and Sarsi

** Energy drink, sports drink and other beverages

Business Segments

Spirits

Spirits	2Q18 Jan18 - Mar18 <i>(Restated)</i>	2Q19 Jan19 -Mar19	Change
Sales Revenue	33,021	31,097	-5.8%
COGS	(21,912)	(20,776)	
<i>% of Sales Revenue</i>	<i>66.4%</i>	<i>66.8%</i>	
SG&A	(3,608)	(3,773)	
<i>% of Sales Revenue</i>	<i>10.9%</i>	<i>12.1%</i>	
EBITDA	8,049	7,103	-11.8%
Net Profit	6,049	5,151	-14.8%
Attributable Profit to Shareholders	5,695	5,003	-12.2%
<u>Margin*</u>			
EBITDA	24.4%	22.8%	
Net Profit	18.3%	16.6%	

* margins are % of sales revenue

<u>Sales Revenue</u>	DOWN	a decrease in sales volume
<u>COGS (%)</u>	UP	a product mix
<u>SG&A (%)</u>	UP	an increase in advertising, promotion expenses and staff costs
<u>EBITDA</u>	DOWN	a decrease in gross profit and an increase in advertising, promotion expenses and staff costs
<u>Net Profit</u>	DOWN	a decrease in EBITDA
<u>Attributable Profit</u>	DOWN	a decrease in net profit

Spirits

Spirits	1H18 Oct17 - Mar18 <i>(Restated)</i>	1H19 Oct18 - Mar19	Change
Sales Revenue	57,662	62,779	8.9%
COGS	(38,392)	(42,024)	
<i>% of Sales Revenue</i>	<i>66.6%</i>	<i>66.9%</i>	
SG&A	(6,758)	(7,130)	
<i>% of Sales Revenue</i>	<i>11.7%</i>	<i>11.3%</i>	
EBITDA	13,562	14,643	8.0%
Net Profit	10,073	10,844	7.7%
Attributable Profit to Shareholders	9,530	10,556	10.8%
<u>Margin*</u>			
EBITDA	23.5%	23.3%	
Net Profit	17.5%	17.3%	

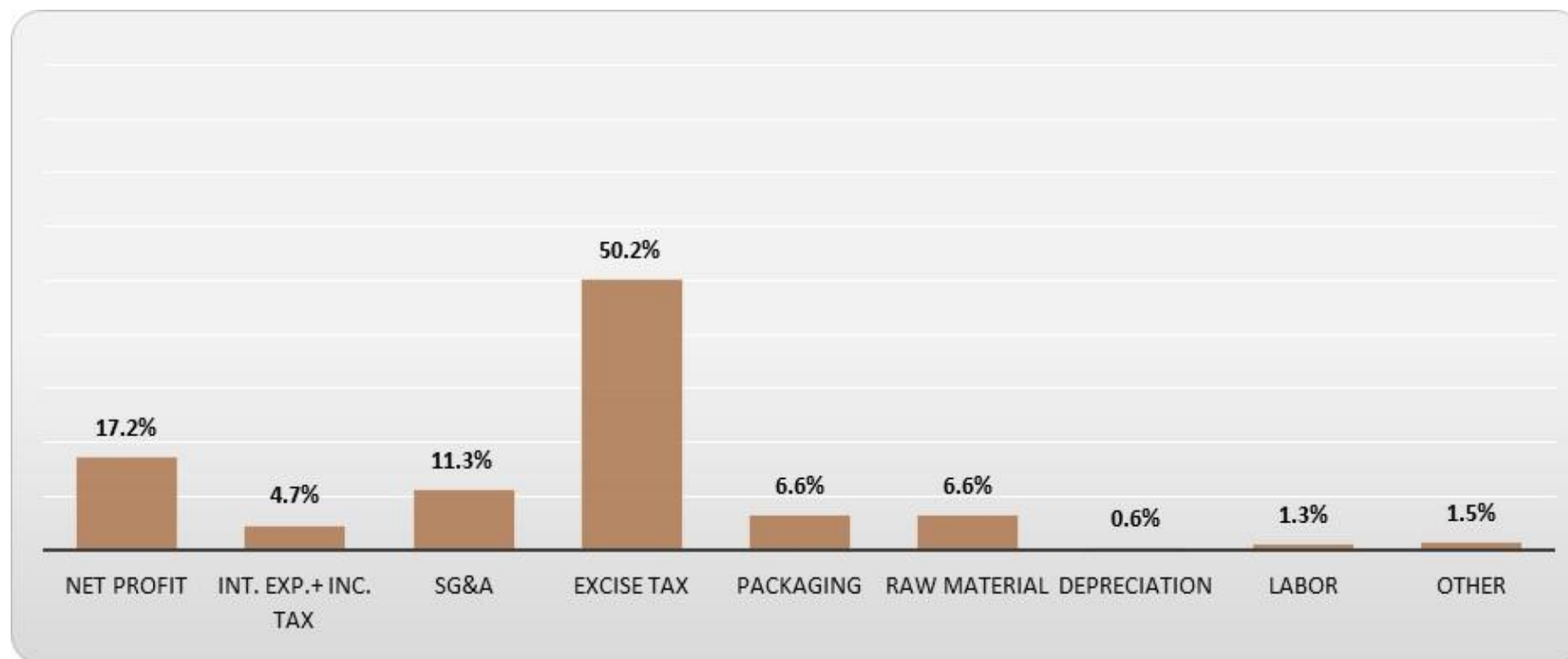
* margins are % of sales revenue

<u>Sales Revenue</u>	UP	an increase in sales volume
<u>COGS (%)</u>	UP	a product mix
<u>SG&A (%)</u>	DOWN	sales increase at higher rate than SG&A
<u>EBITDA</u>	UP	an increase in gross profit, although there was an increase in advertising, promotion expenses and staff costs
<u>Net Profit</u>	UP	an increase in EBITDA
<u>Attributable Profit</u>	UP	an increase in net profit

Spirits: Revenue-Cost Break Down

(% of total revenue)

1H19



Beer

Beer	2Q18	2Q19	Change
	Jan18 - Mar18 <i>(Restated)</i>	Jan19 -Mar19	
Sales Revenue	27,078	30,685	13.3%
COGS	(21,187)	(23,741)	
<i>% of Sales Revenue</i>	<i>78.2%</i>	<i>77.4%</i>	
SG&A	(4,543)	(4,589)	
<i>% of Sales Revenue</i>	<i>16.8%</i>	<i>14.9%</i>	
EBITDA	2,567	3,395	32.3%
Net Profit	643	1,087	69.1%
Attributable Profit to Shareholders	217	348	60.4%
<u>Margin*</u>			
EBITDA	9.5%	11.1%	
Net Profit	2.4%	3.5%	

* margins are % of sales revenue

<u>Sales Revenue</u>	UP	an increase in sales volume
<u>COGS (%)</u>	DOWN	a product mix
<u>SG&A (%)</u>	DOWN	sales increase at higher rate than SG&A
<u>EBITDA</u>	UP	an increase in gross profit although there was an increase in advertising, promotion expenses and staff costs
<u>Net Profit</u>	UP	an increase in EBITDA, although there was an increase in finance costs
<u>Attributable Profit</u>	UP	an increase in net profit

Beer

Beer	1H18 Oct17 - Mar18 <i>(Restated)</i>	1H19 Oct18 - Mar19	Change
Sales Revenue	41,512	63,686	53.4%
COGS	(32,409)	(49,754)	
<i>% of Sales Revenue</i>	<i>78.1%</i>	<i>78.1%</i>	
SG&A	(6,918)	(10,058)	
<i>% of Sales Revenue</i>	<i>16.7%</i>	<i>15.8%</i>	
EBITDA	3,823	6,124	60.2%
Net Profit	1,529	1,496	-2.2%
Attributable Profit to Shareholders	1,216	860	-29.3%
Margin*			
EBITDA	9.2%	9.6%	
Net Profit	3.7%	2.3%	

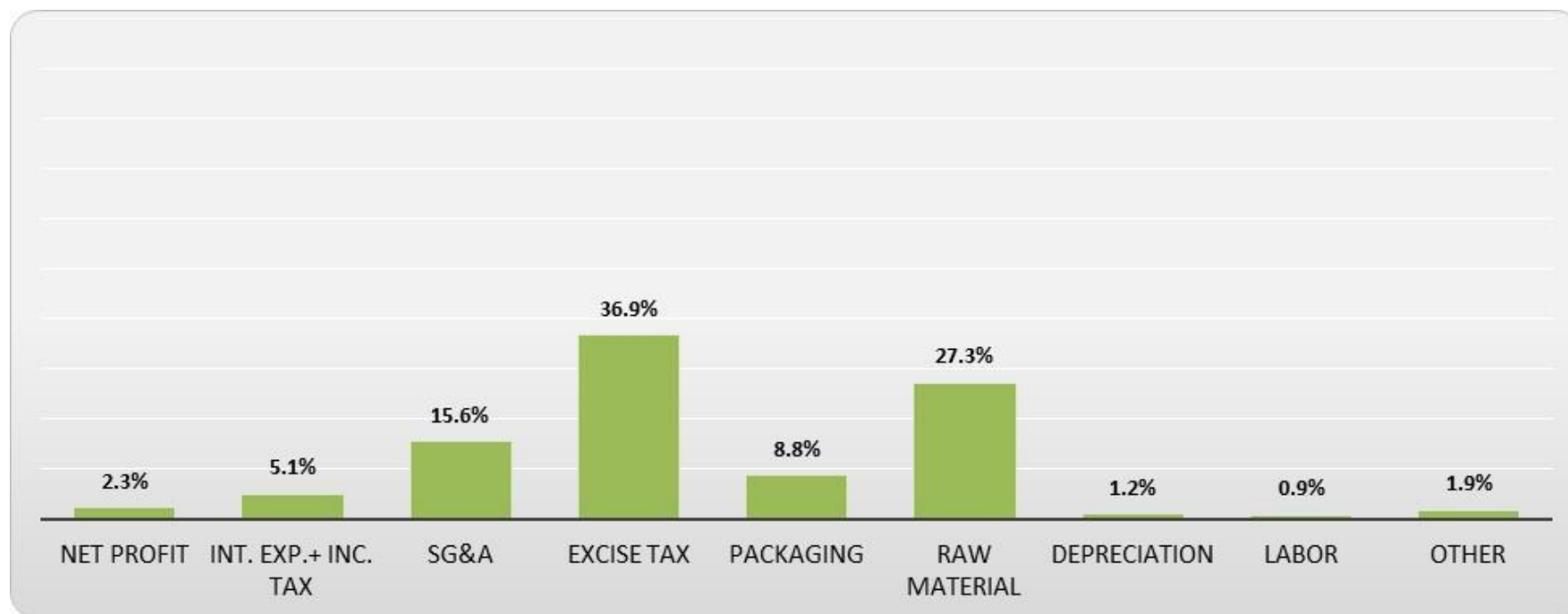
* margins are % of sales revenue

<u>Sales Revenue</u>	UP	an increase in sales volume
<u>COGS (%)</u>	-	-
<u>SG&A (%)</u>	DOWN	sales increase at higher rate than SG&A
<u>EBITDA</u>	UP	an increase in gross profit although there was an increase in advertising, promotion expenses and staff costs
<u>Net Profit</u>	DOWN	an increase in finance cost, although there was an increase in EBITDA
<u>Attributable Profit</u>	DOWN	a decrease in net profit

Beer: Revenue-Cost Break Down

(% of total revenue)

1H19



Non-alcoholic Beverages

Non-Alcoholic Beverages	2Q18 Jan18 - Mar18 <i>(Restated)</i>	2Q19 Jan19 - Mar19	Change	(M Baht)
Sales Revenue	4,089	4,455	9.0%	
COGS	(2,718)	(2,936)		
<i>% of Sales Revenue</i>	<i>66.5%</i>	<i>65.9%</i>		
SG&A	(2,017)	(1,662)		
<i>% of Sales Revenue</i>	<i>49.3%</i>	<i>37.3%</i>		
EBITDA (Loss)	(97)	308	417.5%	
Net Profit (Loss)	(340)	(78)	77.1%	
Attributable Profit (Loss) to Shareholders	(351)	(128)	63.5%	
<u>Margin*</u>				
EBITDA (-Loss)	<i>-2.4%</i>	6.9%		
Net Profit (-Loss)	<i>-8.3%</i>	<i>-1.8%</i>		

* margins are % of sales revenue

<u>Sales Revenue</u>	UP	a product mix
<u>COGS (%)</u>	DOWN	sales revenue increase at higher rate than COGS
<u>SG&A (%)</u>	DOWN	a decrease in advertising and promotion expenses
<u>EBITDA Loss</u>	DOWN	an increase in gross profit and a decrease in advertising and promotion expense
<u>Net Loss</u>	DOWN	an increase in gross profit and a change from EBITDA loss to EBITDA
<u>Attributable Loss</u>	DOWN	a decrease in net loss

Non-alcoholic Beverages

Non-Alcoholic Beverages	1H18 Oct17 - Mar18 <i>(Restated)</i>	1H19 Oct18 - Mar19	Change	(M Baht)
Sales Revenue	8,202	8,602	4.9%	
COGS	(5,479)	(5,845)		
<i>% of Sales Revenue</i>	<i>66.8%</i>	<i>67.9%</i>		
SG&A	(4,494)	(3,417)		
<i>% of Sales Revenue</i>	<i>54.8%</i>	<i>39.7%</i>		
EBITDA (Loss)	(47)	268	670.2%	
Net Profit (Loss)	(567)	(366)	35.4%	
Attributable Profit (Loss) to Shareholders	(597)	(419)	29.8%	
Margin*				
EBITDA (-Loss)	-0.6%	3.1%		
Net Profit (-Loss)	-6.9%	-4.3%		

* margins are % of sales revenue

<u>Sales Revenue</u>	UP	a product mix
<u>COGS (%)</u>	UP	the new excise tax that fully impact in 1Q19 when compared with those in 1Q18
<u>SG&A (%)</u>	DOWN	a decrease in advertising and promotion expenses, and staff costs
<u>EBITDA Loss</u>	DOWN	an increase in gross profit, and a decrease in advertising and promotion expense and staff costs
<u>Net Loss</u>	DOWN	an increase in gross profit, and a decrease in EBITDA loss
<u>Attributable Loss</u>	DOWN	a decrease in net loss

Food

Food	2Q18 Jan18 - Mar18 <i>(Restated)</i>	2Q19 Jan19 -Mar19	Change	(M Baht)
Sales Revenue	3,421	3,780	10.5%	
COGS	(1,836)	(2,136)		
<i>% of Sales Revenue</i>	<i>53.7%</i>	<i>56.5%</i>		
SG&A	(1,284)	(1,401)		
<i>% of Sales Revenue</i>	<i>37.5%</i>	<i>37.1%</i>		
EBITDA	473	451	-4.7%	
Net Profit	215	132	-38.6%	
Attributable Profit to Shareholders	207	102	-50.7%	
<u>Margin*</u>				
EBITDA	13.8%	11.9%		
Net Profit	6.3%	3.5%		

* margins are % of sales revenue

<u>Sales Revenue</u>	UP	an increase in revenue from QSA
<u>COGS (%)</u>	UP	a result of rapid expansion of the number of KFC stores which incurred expenses from new store openings while the revenue from new stores are still at early stage
<u>SG&A (%)</u>	DOWN	sales increase at higher rate than SG&A
<u>EBITDA</u>	DOWN	an increase in advertising and promotion expenses although there was an increase in gross profit
<u>Net Profit</u>	DOWN	a decrease in EBITDA
<u>Attributable Profit</u>	DOWN	a decrease in net profit

Food

Food	1H18 Oct17 - Mar18 <i>(Restated)</i>	1H19 Oct18 - Mar19	Change
Sales Revenue	5,749	7,597	32.1%
COGS	(3,101)	(4,261)	
<i>% of Sales Revenue</i>	<i>53.9%</i>	<i>56.1%</i>	
SG&A	(2,168)	(2,813)	
<i>% of Sales Revenue</i>	<i>37.7%</i>	<i>37.1%</i>	
EBITDA	801	936	16.9%
Net Profit	372	307	-17.5%
Attributable Profit to Shareholders	353	253	-28.3%
<u>Margin*</u>			
EBITDA	13.9%	12.3%	
Net Profit	6.5%	4.0%	

* margins are % of sales revenue

<u>Sales Revenue</u>	UP	an increase in revenue from QSA
<u>COGS (%)</u>	UP	a result of rapid expansion of the number of KFC stores which incurred expenses from new store openings while the revenue from new stores are still at early stage
<u>SG&A (%)</u>	DOWN	sales increase at higher rate than SG&A
<u>EBITDA</u>	UP	an increase in gross profit
<u>Net Profit</u>	DOWN	an increase in finance costs
<u>Attributable Profit</u>	DOWN	a decrease in net profit

Update: International Business

1H19 sales revenue of Baht 40.7 Bn improved 97% from last year because of inclusion of Sabeco's performance while 1Q18 Sabeco's performance has not been consolidated yet

- International spirits
 - Sales revenue reported a growth of 4% driven by Grand Royal Group (GRG) and inclusion of sales from the new subsidiaries in China and Hong Kong, Asiaeuro International Beverage (Guangdong) Co., Ltd. and Asiaeuro International Beverage (Hong Kong) Limited
 - Scotch whisky sales declined while Chinese spirits sales saw some improvement
-
- Beer
 - Sales revenue reported a growth of 140% driven by Sabeco
 - Sales revenue, excluding SABECO, declined impacted by the challenging performance in some ASEAN countries but partially compensated by the increase in Europe and Middle East

Financials

Statement of Financial Position

Statement of Financial Position	30-Sep-18 <i>(Restated)</i>	31-Mar-19	Change
<i>(Million Baht)</i>			
Assets			
Current assets	75,228	78,318	3,090
Non-current assets	342,694	341,491	(1,203)
Total assets	417,922	419,809	1,887
Liabilities			
Current liabilities	37,459	49,251	11,792
Non-current liabilities	224,990	210,838	(14,152)
Total liabilities	262,449	260,089	(2,360)
Shareholders' Equity			
Total equity	155,473	159,720	4,247

<u>Current assets</u>	UP	an increase in account receivable from peak sales
<u>Non-current assets</u>	DOWN	a decrease in investments in associates and joint ventures due to Baht appreciation and adopted of the same hedge accounting policy, and a decrease in property, plant and equipment
<u>Current liabilities</u>	UP	an increase in short-term loans from financial institutions and an increase in current portion of debentures
<u>Non-current liabilities</u>	DOWN	a decrease in loans from financial institutions
<u>Total equity</u>	UP	an increase in net retained earnings from the net profit of the period and deducted of final dividend payment

Interest Bearing Debt

Interest Bearing Debt	30-Sep-18	31-Mar-19
	<i>(Restated)</i>	
<i>(Million Baht)</i>		
Current		
Bank overdrafts	484	127
Short-term loans from financial institutions	4,282	14,891
Current portion of long-term loans	8,016	19
Current portion of debentures	1,701	5,998
Other short-term loan	-	-
	14,483	21,035
Non-current		
Debentures	126,910	174,840
Long-term loans from financial institutions	89,894	28,032
	216,804	202,872
Total	231,287	223,907
Cash and cash equivalents	22,530	22,659
Net Interest Bearing Debt	208,757	201,248

The periods to maturity of interest-bearing debts:

	<i>(Million Baht)</i>
Within one year <i>(March 2020)</i>	21,035
After one year but within two years <i>(March 2021)</i>	45,217
After two years	<u>157,655</u>
Total	<u>223,907</u>

Note:

- In the second quarter ended 31 March 2019, the Company has managed to take out all bridging loans to long-term loans and remove all floating interest rate to fixed interest rate.

Financial Ratios

Ratios	30-Sep-18 <i>(Restated)</i>	31-Mar-19
Current Ratio (times)	2.01	1.59
Liability to Equity Ratio (Gearing Ratio) (times)	1.69	1.63
Interest Bearing Debt to Equity Ratio (times)	1.49	1.40
Net Interest Bearing Debt to Equity Ratio (times)	1.34	1.26
Net Interest Bearing Debt to EBITDA (times) (annualize)	5.54	4.81
Net asset value per share (Baht)	4.82	5.01
Net asset value per share (SGD)*	0.21	0.22
<i>* exchange rate at THB 23.19365 : SGD 1</i>		
EPS	31-Mar-18 <i>(Restated)</i>	31-Mar-19
Earnings per share for the quarter (Baht)	0.26	0.23
Earnings per share for the six-month period (Baht)	0.37	0.53
Turnover	Oct 17 - Mar 18 <i>(Restated)</i>	Oct 18 - Mar 19
A/R Turnover (days)	5	7
Inventory Turnover (days)		
Spirit Business: finished goods	56	48
Beer Business: finished goods	13	12
Non-alcohol Business: finished goods	23	18
Food Business: finished goods	4	5

<u>Current Ratio</u>	DOWN	an increase in short-term loans from financial institutions and current portion of debentures
<u>Liability to Equity Ratio</u>	DOWN	a decrease in loan from financial institutions

Thank you