

# Thai Beverage PLC.

**FY2008 9M 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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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)
  - 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 for the period ended 30 September 2008
  - 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 of difference arising from common control transactions
  - 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

# Understanding this Presentation

- Reporting of business segments (*cont.*)
  - Revenues and expenses of Thai Alcohol are still included in the consolidated financial statements for the period ended 30 September 2008
  - The Company has expanded the non-alcoholic beverages 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 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
  - For the first nine month, 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 has 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 a 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 30 September 2008. The financial statements for the year 2007 have not been affected by this change in accounting policy

# Highlights

# 9M'08: Highlights

## Revenue

- Total sales revenue increased 2.5%
- Continue increased sales revenue from spirits 12.7%
- Increased sales volume of brown spirits 4.0%
- Decreased sales volume of beer (-15.7%), and white spirits (-8.2%)

## Costs

- Increase in raw material costs for beer and spirits
- Increase in idle cost

## Financial Position

- Issued/offered short-term bills of exchange of Bt 5 billion used as working capital

# Consolidated: 9M Highlights

Group	9M'07	9M'08	Change
Sales Revenue	74,669	76,518	2.5%
COGS	(52,150)	(55,336)	
<i>% of Sales Revenue</i>	<i>69.8%</i>	<i>72.3%</i>	
SG&A	(10,641)	(10,521)	
<i>% of Sales Revenue</i>	<i>14.3%</i>	<i>13.7%</i>	
EBITDA	16,035	15,292	-4.6%
Net Profit	7,569	7,636	0.9%
<i>Less: Minority interests</i>	<i>(213)</i>	<i>(255)</i>	
Net Profit belonging to the Company	7,356	7,381	0.3%
<u>Margin*</u>			
EBITDA	21.5%	20.0%	
Net Profit	10.1%	10.0%	

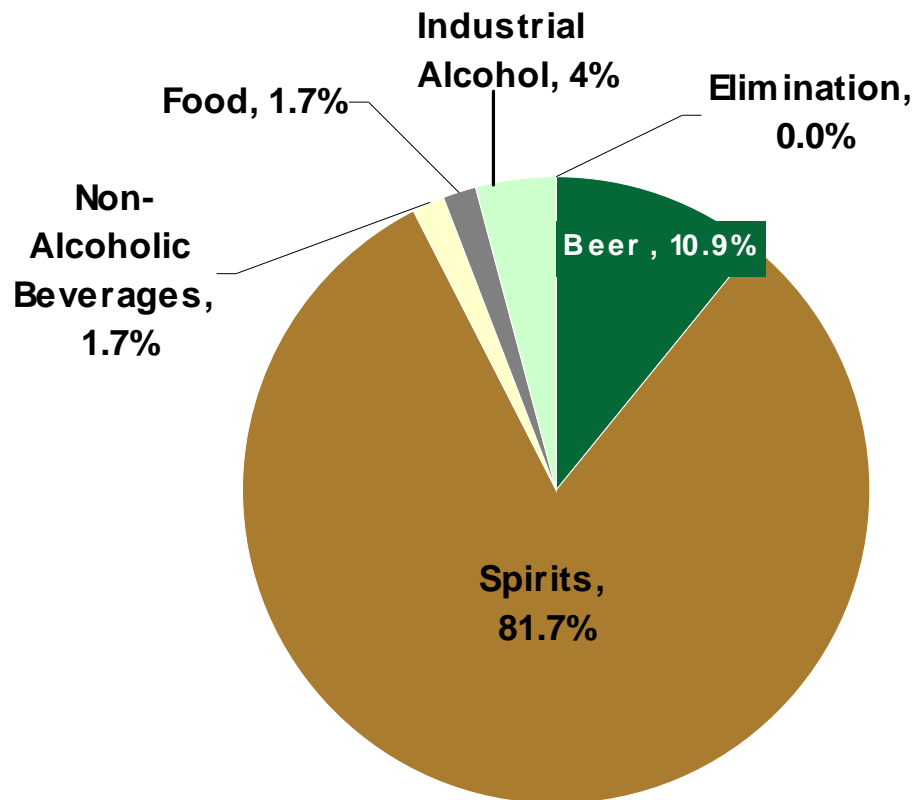
\* margins are % of sales revenue



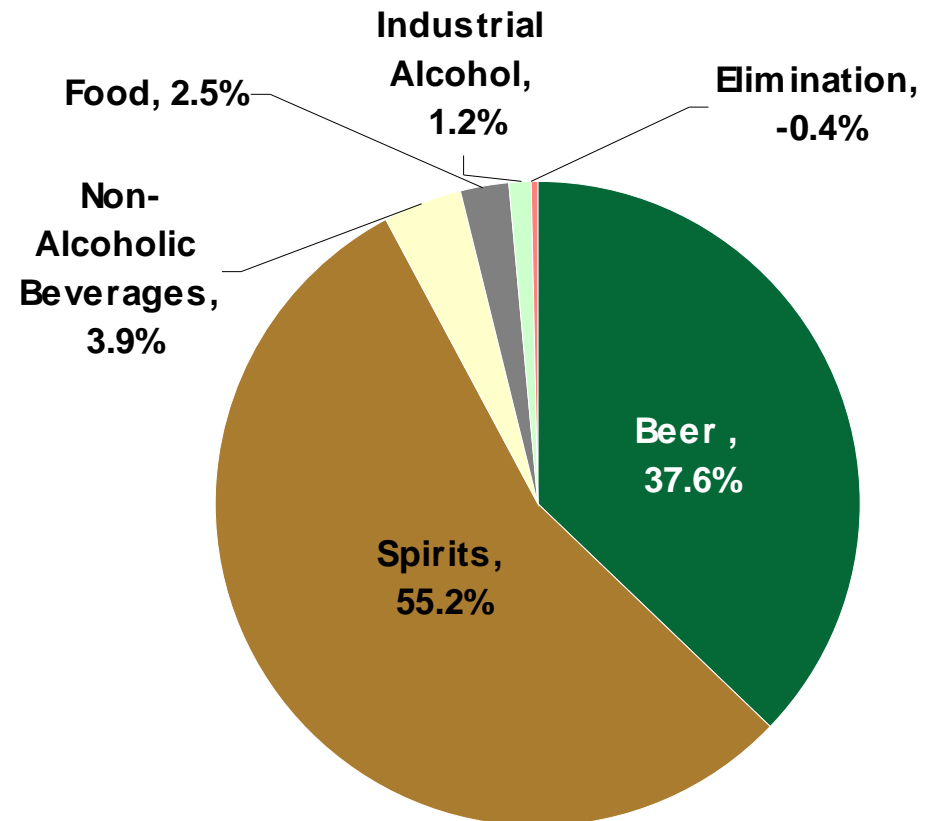
# Contribution per Business Segment

9M'08

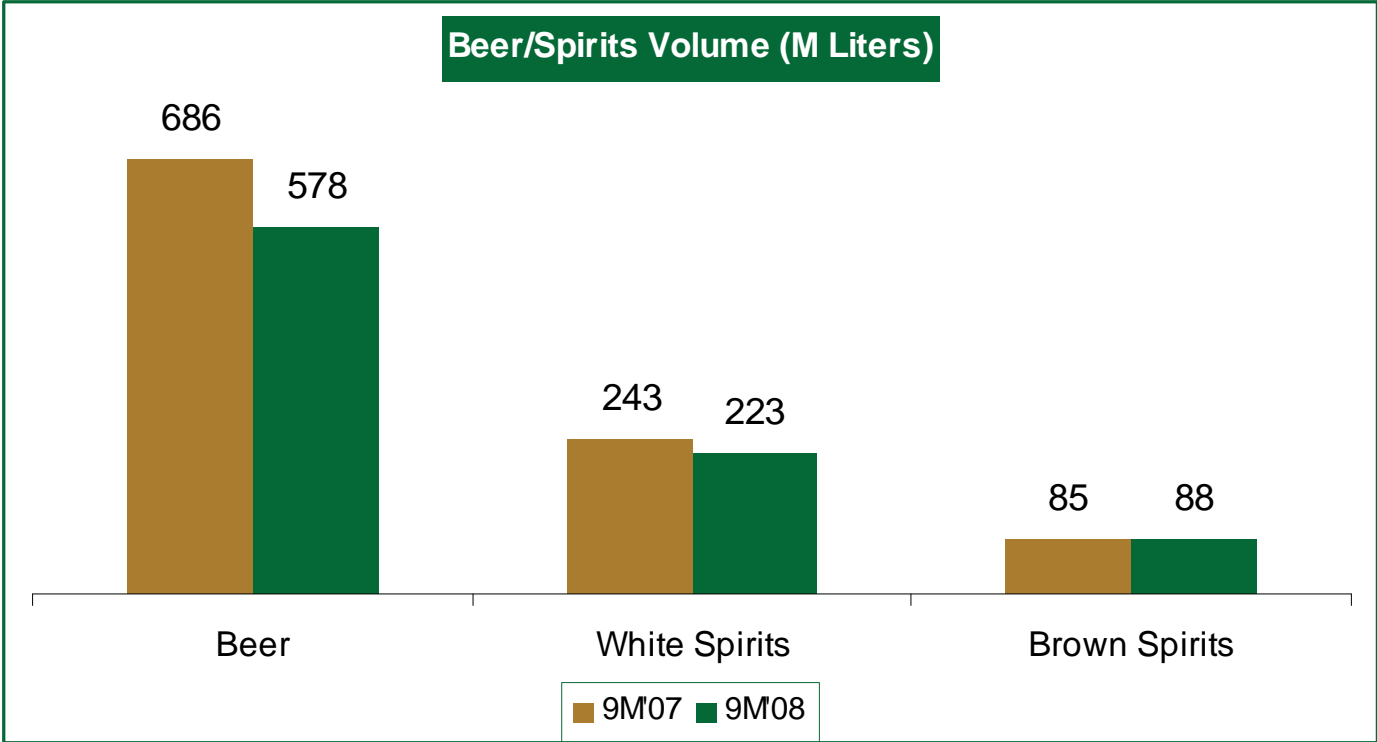
**Net Profit**



**Sales**



# Volume



# Business Segments

# Beer

Beer	9M'07	9M'08	Change
Sales Revenue	34,099	28,740	-15.7%
COGS	(26,457)	(23,452)	
<i>% of Sales Revenue</i>	<i>77.6%</i>	<i>81.6%</i>	
SG&A	(4,618)	(3,974)	
<i>% of Sales Revenue</i>	<i>13.5%</i>	<i>13.8%</i>	
EBITDA	4,882	2,959	-39.4%
Net Profit	1,277	830	-35.0%
<u>Margin*</u>			
EBITDA	14.3%	10.3%	
Net Profit	3.7%	2.9%	

\* margins are % of sales revenue

<u>Sales revenue</u>	DOWN	decrease in sales volume
<u>COGS (%)</u>	UP	higher raw material cost, packaging, higher in excise tax for TPBS
<u>SG&amp;A (%)</u>	UP	increase in idle cost
<u>EBITDA</u>	DOWN	decrease of sales, increase in raw material costs, marketing expenses, idle cost and staff cost
<u>Net Profit</u>	DOWN	decrease of sales, increase in COGS & SG&A, although decrease in interest expenses

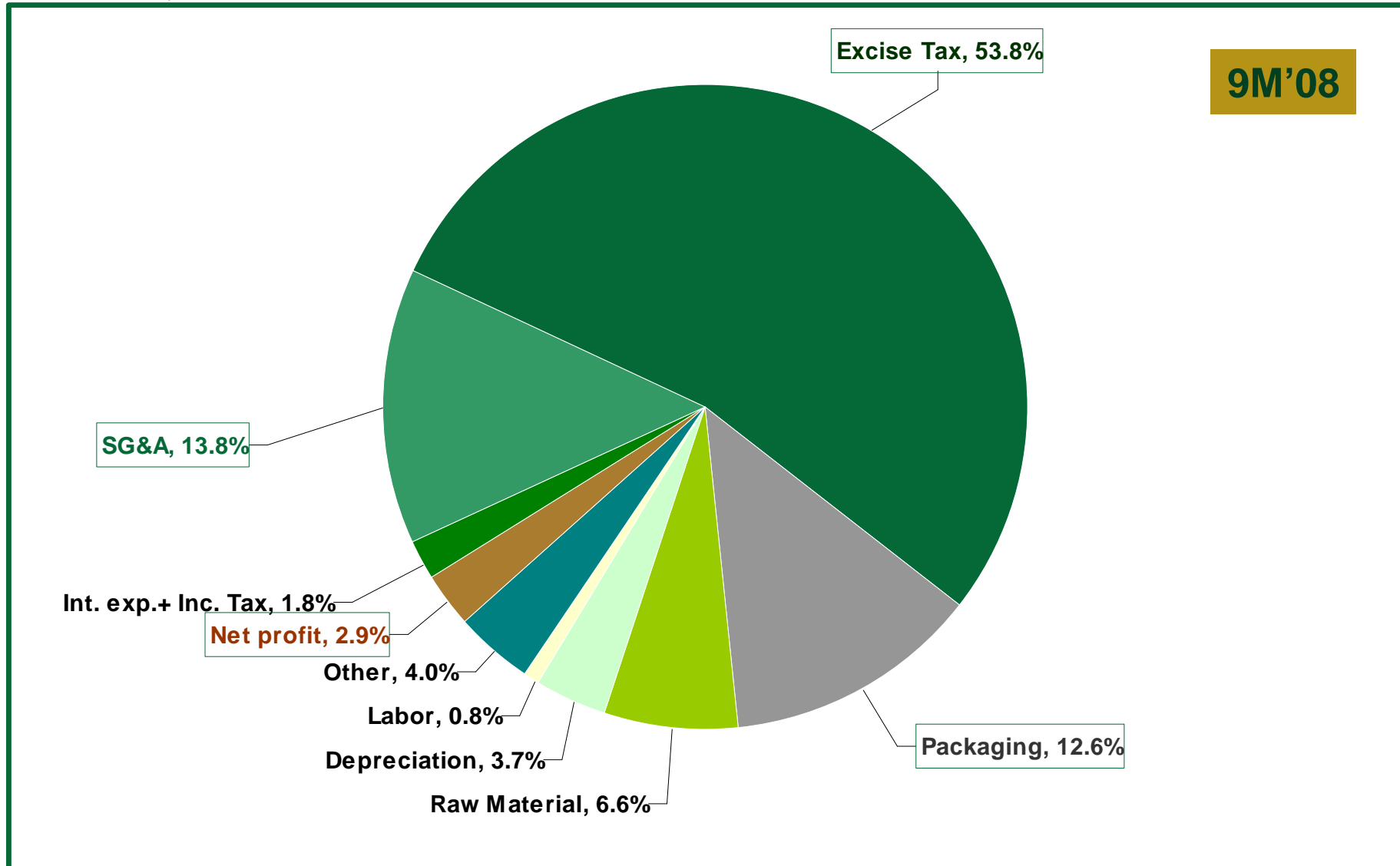


# Beer: Volume

Beer	9M'07	9M'08	Change
<i>(Million Litres)</i>			
Chang	472	442	-6.4%
Low alcohol beer	213	136	-36.3%
Total	686	578	-15.7%

# Beer: Revenue-Cost Break Down

(% of total revenue)



# Spirits

Spirits	9M'07	9M'08	Change
Sales Revenue	37,491	42,263	12.7%
COGS	(23,932)	(28,007)	
<i>% of Sales Revenue</i>	<i>63.8%</i>	<i>66.3%</i>	
SG&A	(5,057)	(5,136)	
<i>% of Sales Revenue</i>	<i>13.5%</i>	<i>12.2%</i>	
EBITDA	10,422	11,031	5.8%
Net Profit	5,973	6,237	4.4%
<b>Margin*</b>			
EBITDA	27.8%	26.1%	
Net Profit	15.9%	14.8%	

\* 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&amp;A (%)</u>	DOWN	increase in marketing expenses and idle costs but at lower rate than the growth in sales
<u>EBITDA</u>	UP	increase selling price can compensate for an increase in idle cost & staff cost
<u>Net Profit</u>	UP	increase in selling price, and decrease in interest expenses



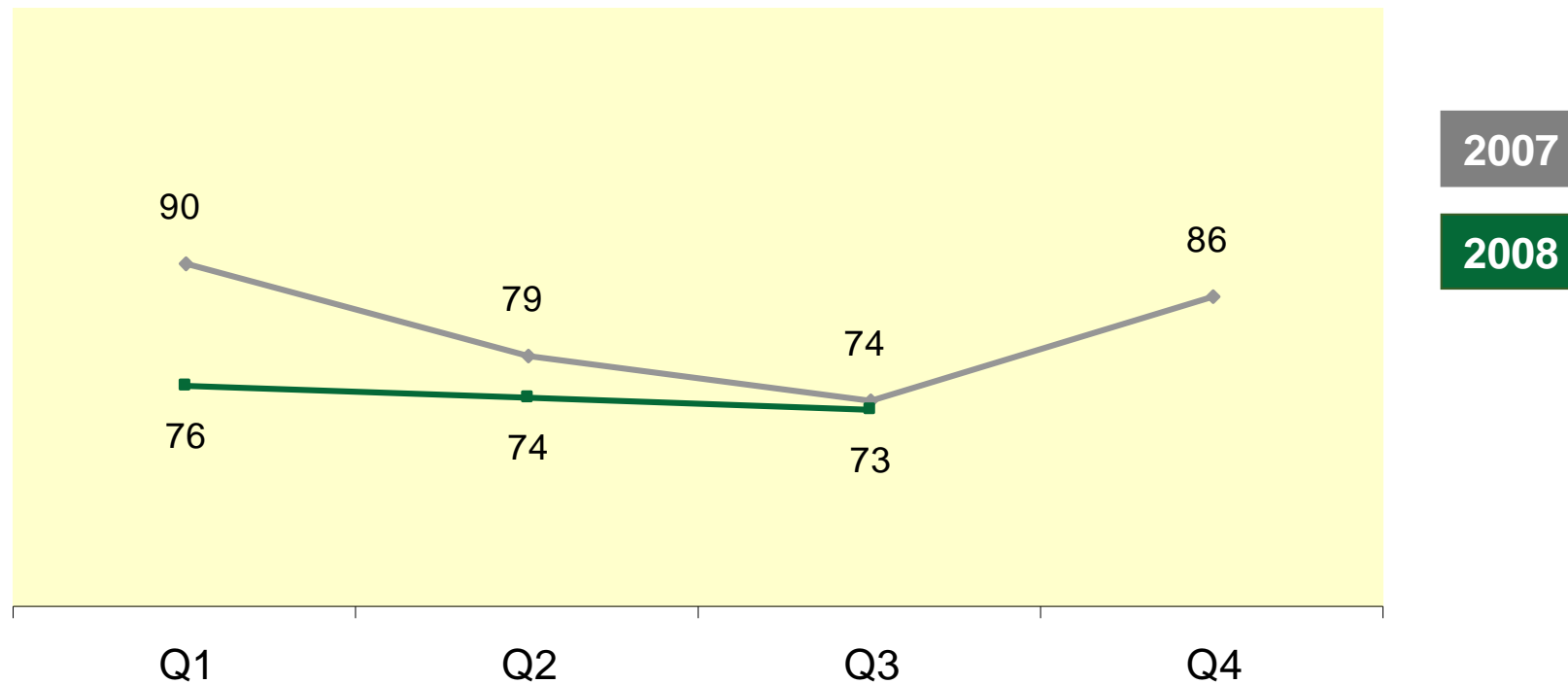
# Spirits: Volume

Spirits	9M'07	9M'08	Change
<i>(Million Litres)</i>			
White	243	223	-8.2%
Brown	85	88	4.0%
Total	328	311	-5.1%



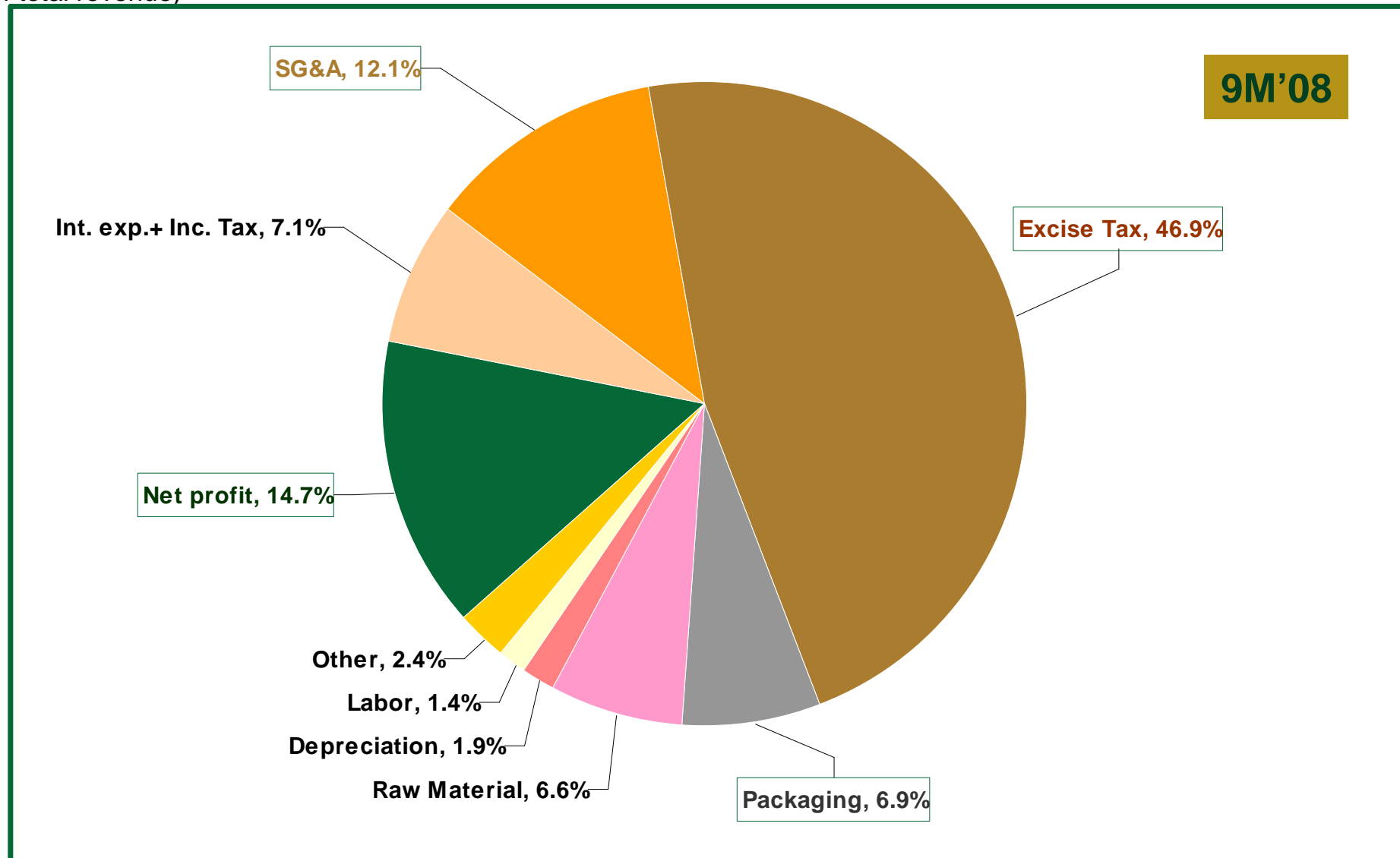
# Spirits: White Spirits Volume Starts to Catch Up

White spirits sales volume (M Litre)



# Spirits: Revenue-Cost Break Down

(% of total revenue)



# Non-alcoholic Beverages

Non-alcoholic Beverages	9M'07	9M'08	Change
Sales Revenue	1,912	2,970	55.3%
COGS	(1,341)	(2,234)	
<i>% of Sales Revenue</i>	<i>70.1%</i>	<i>75.2%</i>	
SG&A	(284)	(593)	
<i>% of Sales Revenue</i>	<i>14.9%</i>	<i>20.0%</i>	
EBITDA	406	481	18.5%
Net Profit	292	128	-56.2%
<u>Margin*</u>			
EBITDA	21.2%	16.2%	
Net Profit	15.3%	4.3%	

\* 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 Mar 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	9M'07	9M'08	Change
Sales Revenue	1,471	1,930	31.2%
COGS	(843)	(1,120)	
<i>% of Sales Revenue</i>	<i>57.3%</i>	<i>58.0%</i>	
SG&A	(531)	(689)	
<i>% of Sales Revenue</i>	<i>36.1%</i>	<i>35.7%</i>	
EBITDA	211	232	10.0%
Net Profit	88	132	50.0%
<u>Margin*</u>			
EBITDA	14.3%	12.0%	
Net Profit	6.0%	6.8%	

\* 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&amp;A (%)</u>	DOWN	increase of sales at higher rate than the increase in staff costs and promotion
<u>EBITDA</u>	UP	increase of sales can compensate for increase in staff costs and sales promotion
<u>Net Profit</u>	UP	increase in sales



# Industrial Alcohol

Industrial Alcohol	9M'07	9M'08	Change
Sales Revenue	503	893	77.5%
COGS	(485)	(806)	
<i>% of Sales Revenue</i>	<i>96.4%</i>	<i>90.3%</i>	
SG&A	(126)	(138)	
<i>% of Sales Revenue</i>	<i>25.0%</i>	<i>15.5%</i>	
EBITDA	52	619	1090.4%
Net Profit	(122)	310	354.1%
<u>Margin*</u>			
EBITDA	10.3%	69.3%	
Net Profit	-24.3%	34.7%	

\* margins are % of sales revenue

<u>Sales revenue</u>	UP	increase of Alcohol 95 sales volume
<u>COGS (%)</u>	DOWN	decrease in raw material cost
<u>SG&amp;A (%)</u>	DOWN	increase of idle cost caused by lower production in Q2-Q3'08, but lower rate than sales up
<u>EBITDA</u>	UP	gain from the disposal of issued shares capital of Thai Alcohol PLC
<u>Net Profit</u>	UP	gain from disposal of issued shares capital and decrease of interest expenses

# Financials

# Interest Bearing Debt

Interest Bearing Debt	31-Dec-07	30-Sep-08
<i>(Million Baht)</i>		
<b>Current</b>		
Bank overdrafts	1,000	512
Short-term loans from financial institutions	4,998	14,622
Current portion of long-term guaranteed bonds	3,000	-
Current portion of long-term loans	1,755	3,900
	<b>10,753</b>	<b>19,034</b>
<b>Non-current</b>		
Long-term loans from financial institutions	5,400	1,500
	<b>5,400</b>	<b>1,500</b>
<b>Total</b>	<b>16,153</b>	<b>20,534</b>

# Financial Ratios

Ratios	31-Dec-07	30-Sep-08
Current Ratio	1.74	1.38
Total Debt to Equity	0.44	0.59
Net Asset Value per Share (Baht)	2.22	2.06
Net Asset Value per Share (SGD)*	0.09	0.09

\* exchange rate at THB 24: SGD 1

Turnovers (days)	Jan-Dec 07	Jan-Sep 08
A/R Turnover	6	6
Inventory Turnover		
<u>Beer/water Business</u>		
Finished Goods	15	35
<u>Spirits Business</u>		
Finished Goods (exc. Legacy Stocks)	79	78

<u>Current ratio</u>	DOWN	increase in short-term loans from financial institutions
<u>Debt ratio</u>	UP	increase in short-term loans and short-term bill

Note: use 365 days to calculate turnover



# Q&A