

Berli Jucker Public Company limited

Opportunity Day 3Q12

28 November 2012



NOTE ON FORWARD LOOKING STATEMENTS

The following presentation may contain forward looking statements by the management of Berli Jucker Public Company Limited (“BJC”), 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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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 constructed as a representation as to future performance of BJC. In particular, such targets should not be regarded as a forecast or projection of future performance of BJC. It should be noted that the actual performance of BJC may vary significantly from such targets.

AGENDA

- **KEY HIGHLIGHTS 3Q12**
- **FINANCIAL HIGHLIGHTS 3Q12**
- **PERFORMANCE BY BUSINESS**

AGENDA

- **KEY HIGHLIGHTS 3Q12**
- FINANCIAL HIGHLIGHTS 3Q12
- PERFORMANCE BY BUSINESS

KEY HIGHLIGHTS

- ❑ Introducing Oishi and Est Cola glass bottles.
- ❑ Introducing cosmetic products under “Berli Pop” brand.
- ❑ Re-launching “Activia” drinkable and cup yogurt.
- ❑ Re-launching New Parrot Gold liquid soap.
- ❑ Improving performance YoY and QoQ from all supply chains with sales of THB 9,758 million and Net profit attributable to shareholders of THB 613 million.

KEY HIGHLIGHTS



Industrial Supply Chain (ISC)



Consumer Supply Chain (CSC)



Healthcare & Technical Supply Chain (HSC&TSC)



Others



NEW PRODUCT LAUNCH

Industrial Supply Chain (ISC)

Oishi Bottle



Est Cola Bottle



**Food
Bottle**



**Fruit Juice
Bottle**



NEW PRODUCT LAUNCH

Consumer Supply Chain (CSC)

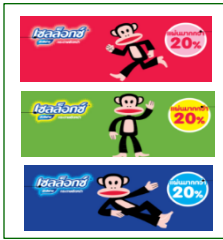
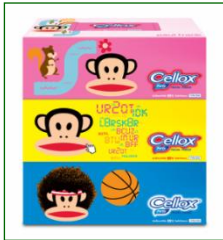
Berli Pops Foundation Powder



Berli Pops Color cosmetic



Facial Tissue



Organic Milk Baby Lotion



Parrot Gold (Relaunch)



NEW PRODUCT LAUNCH

Healthcare Supply Chain (HSC)

Soft Cloth Tape



Protextra® Blood



AGENDA

- KEY HIGHLIGHTS 3Q12
- **FINANCIAL HIGHLIGHTS 3Q12**
- PERFORMANCE BY BUSINESS

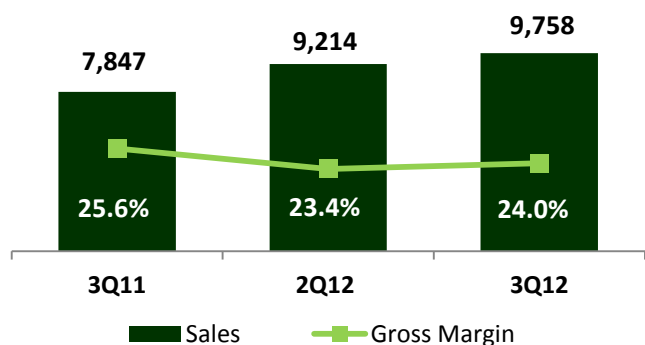
KEY FINANCIAL HIGHLIGHTS 3Q12

THB million	3Q12	3Q11	%YoY	2Q12	%QoQ
Revenue from sale of goods and rendering of services	9,758	7,847	24.3	9,214	5.9
Gross profit	2,343	2,005	16.9	2,160	8.5
EBIT	894	917	(2.5)	798	12.0
EBITDA	1,347	1,342	0.4	1,243	8.4
Net profit	601	615	(2.3)	514	17.0
<i>Attributable to:</i>					
Minority interest	(12)	59	(120.8)	(40)	nm
Equity holders of the company	613	556	10.2	555	10.6
Key Ratios (%)	3Q12	3Q11	%YoY	2Q12	%QoQ
Gross profit margin	24.0	25.5	(1.5)	23.4	0.6
SG&A as % of sales	16.4	16.7	(0.3)	16.1	0.4
Operating profit margin	9.2	11.7	(2.5)	8.7	0.5
EBITDA margin	13.8	17.1	(3.3)	13.5	0.3
Net profit margin (to equity holders)	6.3	7.1	(0.8)	6.0	0.3

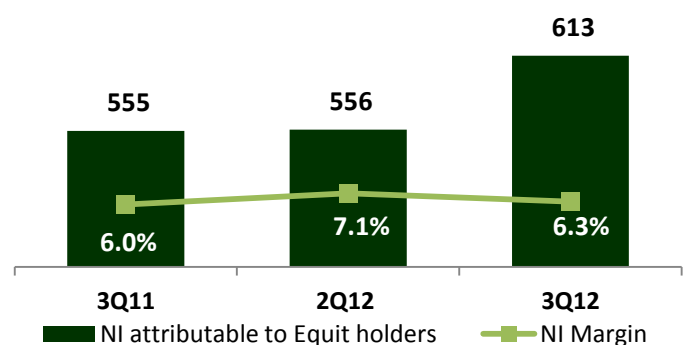
Note: %YoY and %QoQ changes for gross profit margin, SG&A of sales, operating profit margin, net profit margin, net profit margin attributable to equity holders of the Company and EBITDA margin denote the absolute changes YoY and QoQ respectively.

KEY FINANCIAL HIGHLIGHTS 3Q12

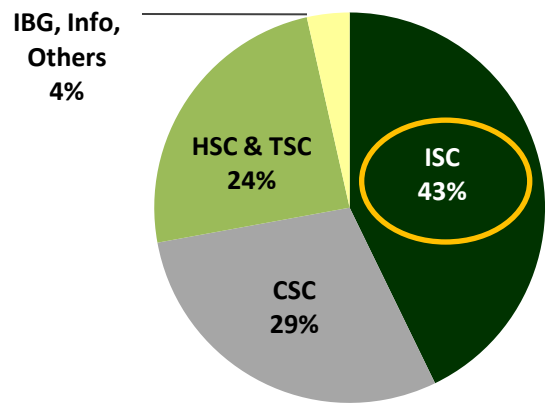
Sales & Gross Margin



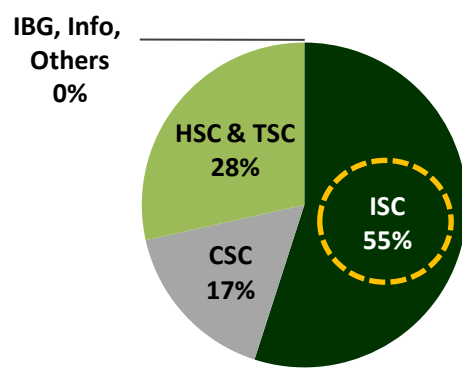
Net Profit & Margin



Sales Contribution



Net Profit Contribution

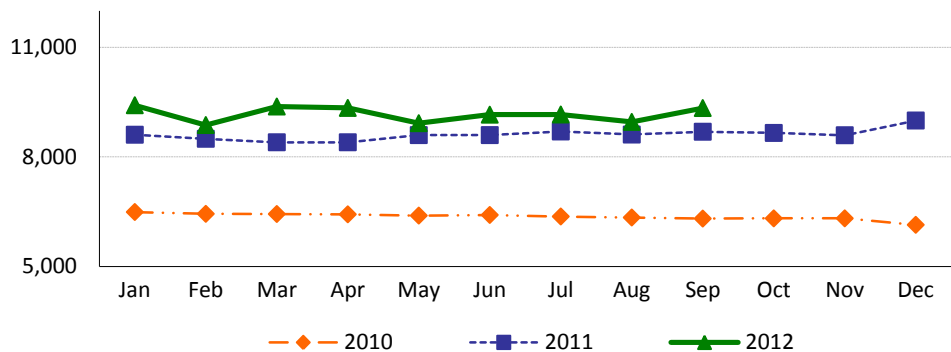


AGENDA

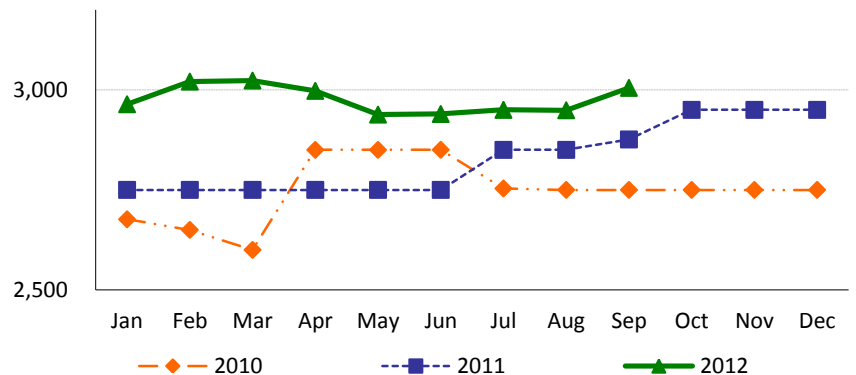
- KEY HIGHLIGHTS 3Q12
- FINANCIAL HIGHLIGHTS 3Q12
- **PERFORMANCE BY BUSINESS**

RAW MATERIAL & ENERGY PRICE TREND

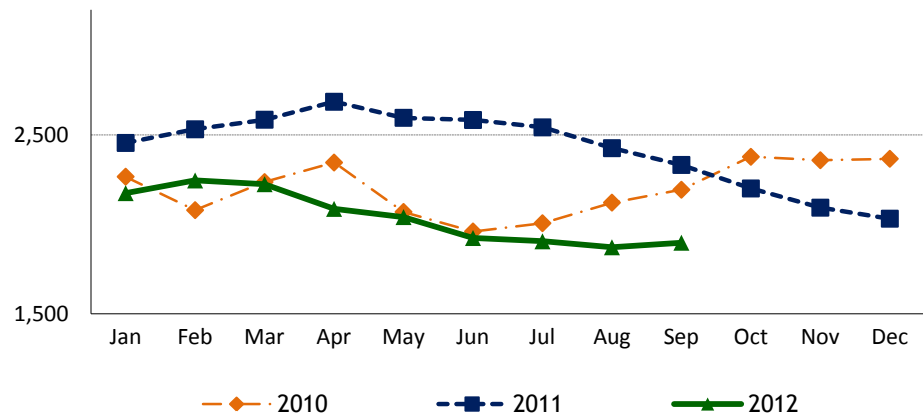
Soda Ash, THB / ton



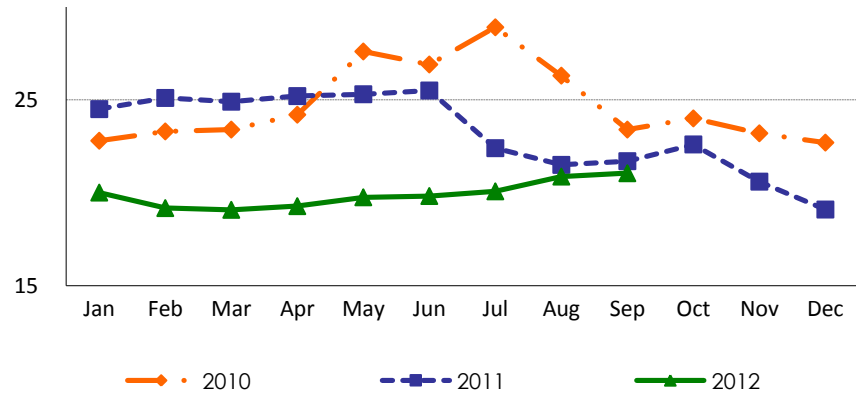
Flint Cullet , THB / ton



Aluminum, USD/ ton

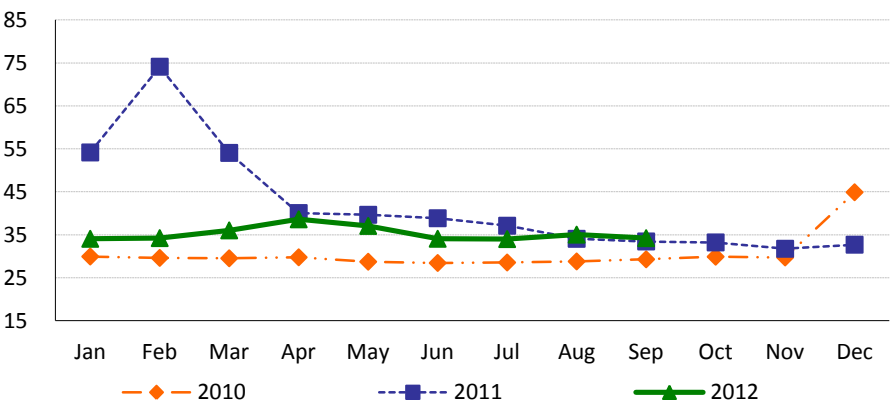


Eucalyptus Pulp (Bath/KGS)

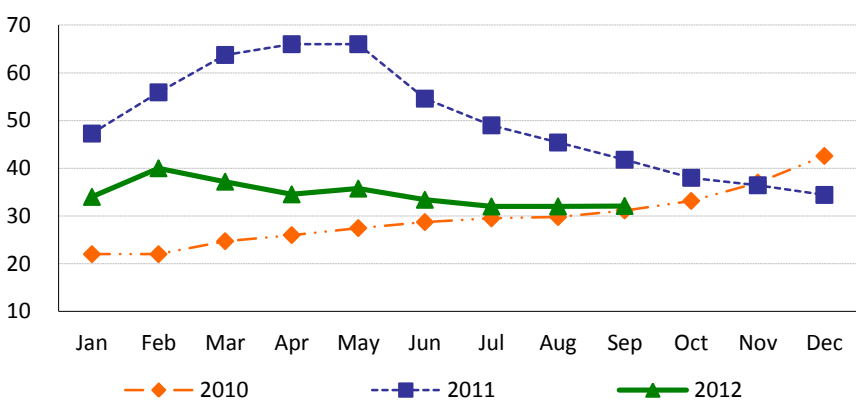


RAW MATERIAL & ENERGY PRICE TREND

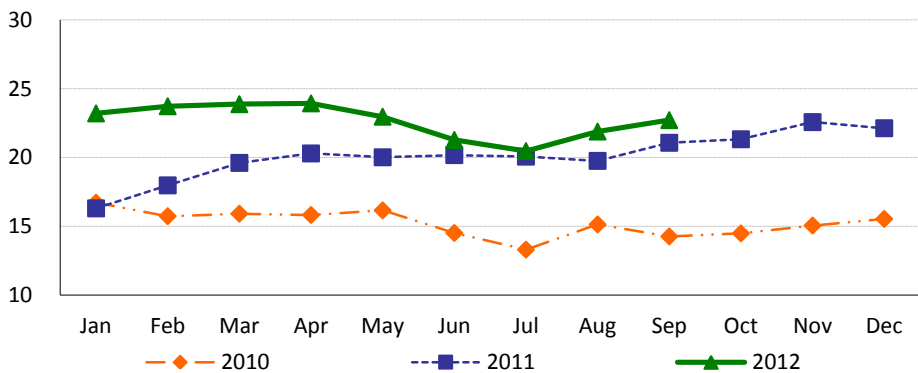
Palm Oil, THB/KGS



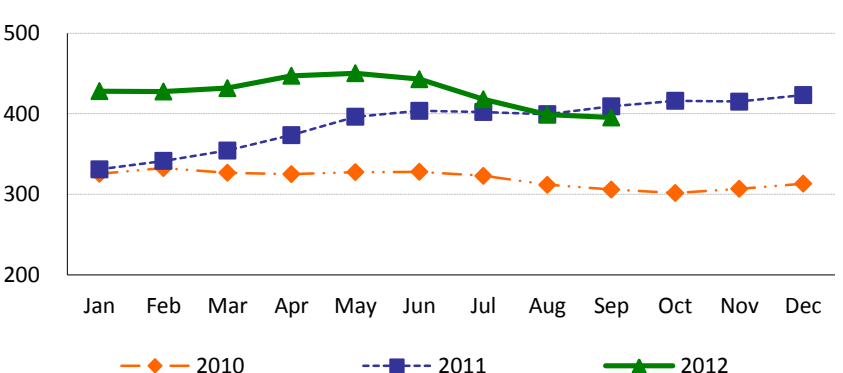
Crude Coconut Oil, THB/KGS



Fuel Oil (Baht / K.Ltrs.)



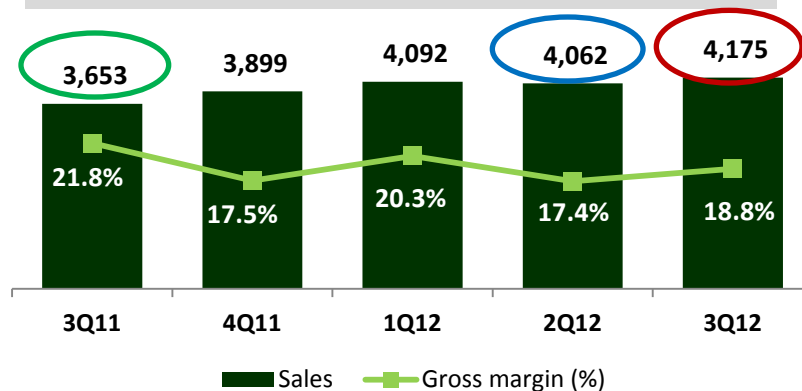
Natural Gas, THB / KGS



INDUSTRIAL SUPPLY CHAIN

Unit: THB mn

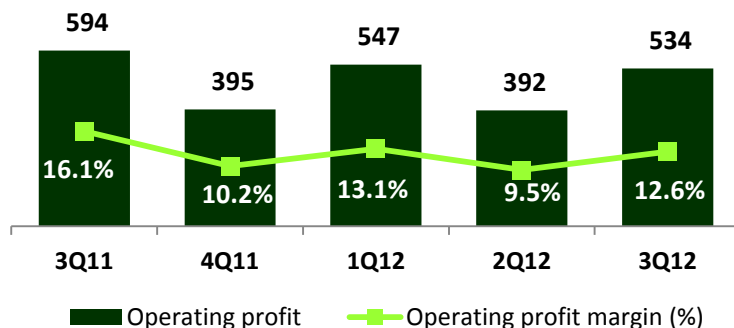
Sales & Gross Margin



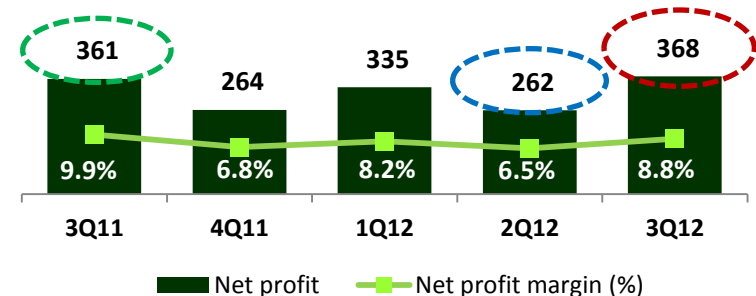
3Q12 Highlights

- Sales were reported at THB 4,175 million, up 14.3% YoY and 2.8% QoQ.
- An increase in YoY sales was from both Glass Packaging and Aluminum Can businesses, while a rise in QoQ sales was mainly from Aluminum Can business.
- Net Profit was THB 368 million, up 2.1% YoY and 40.2% QoQ.
- The YoY increase in Net Profit was mainly from Glass Packaging business while QoQ increase was from both Glass Packaging and Aluminum Can business.

Operating Profit & Margin



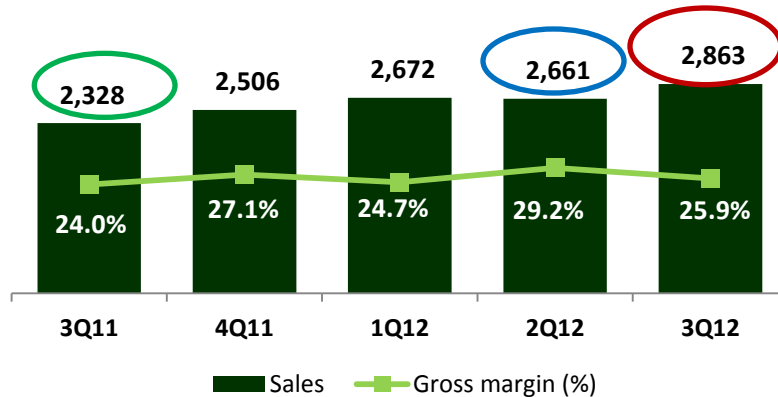
Net Profit & Margin



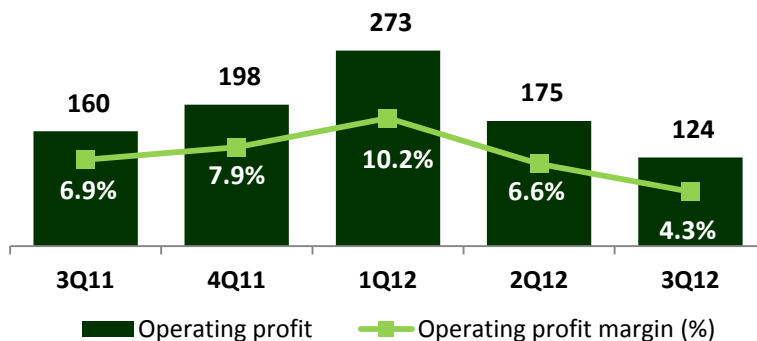
CONSUMER SUPPLY CHAIN

Unit: THB mn

Sales & Gross Margin



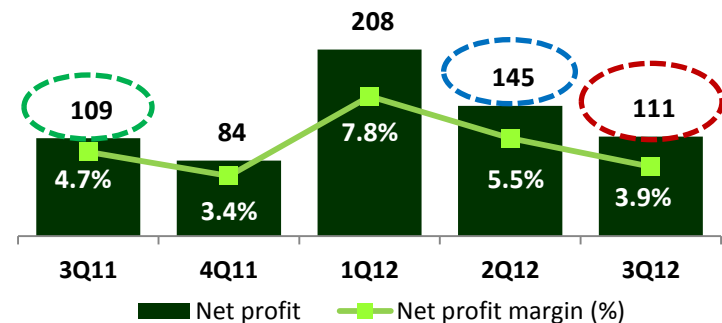
Operating Profit & Margin



3Q12 Highlights

- Sales were THB 2,863 million, up 22.0% YoY and 7.6% QoQ.
- The YoY and QoQ increase was driven by higher sales in both Food and Non-Food divisions together with an additional sales from Danone Dairy (Thailand) (acquired in April 2012).
- Net Profit was THB 111 million, up 1.4% YoY but down 23.8% QoQ.
- A slight increase in YoY Net Profit was mainly from an offset an improving Net Profit from Food and Non-Food businesses with loss from Danone Dairy (Thailand). A QoQ drop of Net Profit was mainly from higher advertising and promotional expenses for new cosmetic products.

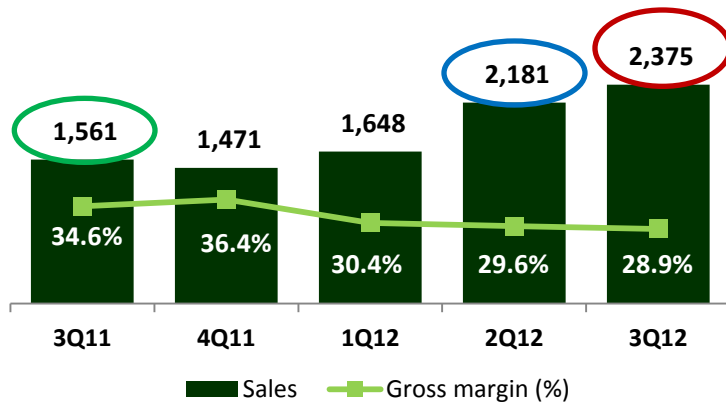
Net Profit & Margin



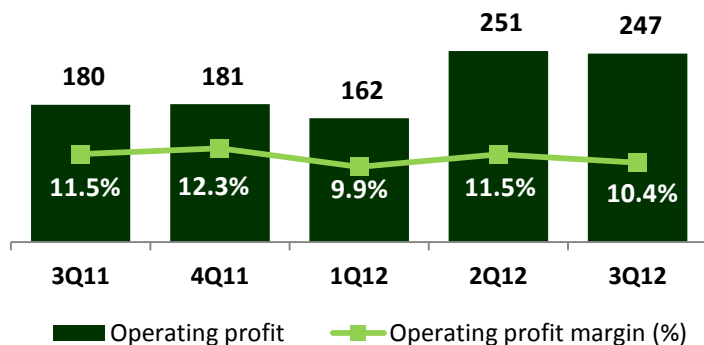
HEALTHCARE & TECHNICAL SUPPLY CHAIN

Unit: THB mn

Sales & Gross Margin



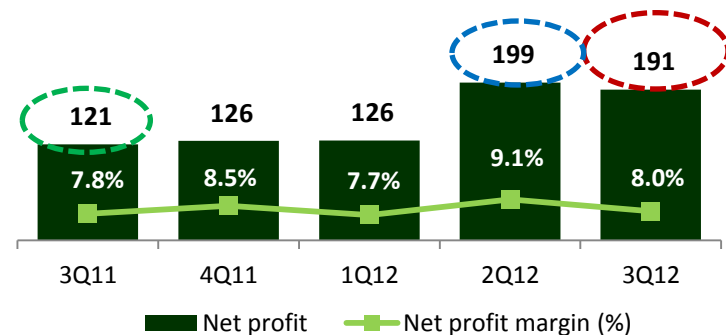
Operating Profit & Margin



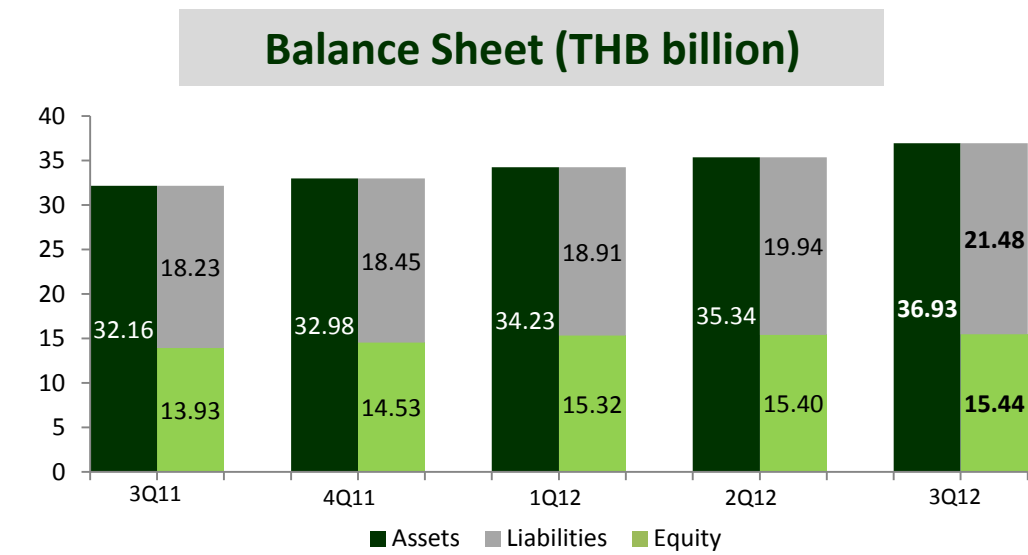
3Q12 Highlights

- Sales were reported at THB 2,375 million, up 52.2% YoY and 8.9% QoQ. Net profit was THB 191 million, up 57.2% YoY while drop 4.3% QoQ.
- Healthcare Supply Chain: Sales increased YoY and QoQ, driven by higher sales from both pharmaceutical and medical divisions. Net profit increased YoY due to higher sales while dropped QoQ due to lower margins from project sales in this quarter.
- Technical Supply Chain: Sales increased YoY and QoQ due to higher sales from all businesses i.e. Engineering, Galvanized Steel Structure, and Specialty Chemical. Net Profit also rose YoY and QoQ due to strong sales growth in all divisions.

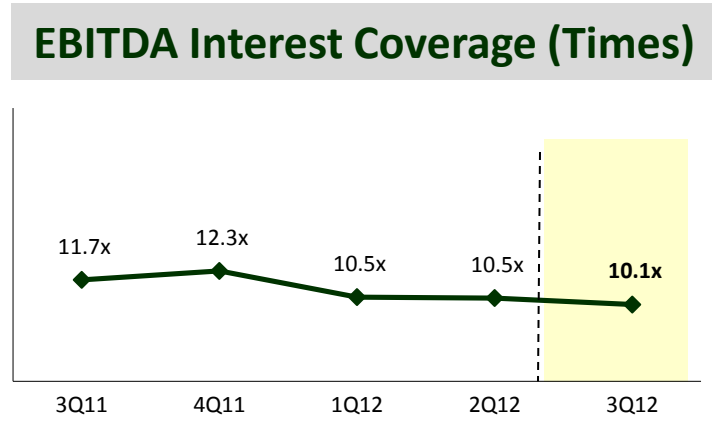
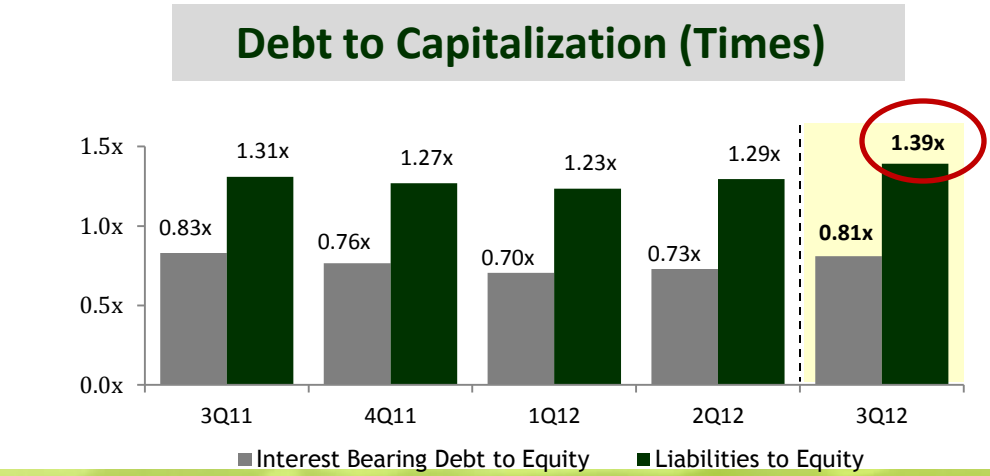
Net Profit & Margin



BALANCE SHEET HIGHLIGHTS 3Q12



Assets = THB 36.93 billion
Liabilities = THB 21.48 billion
Equity = THB 15.44 billion

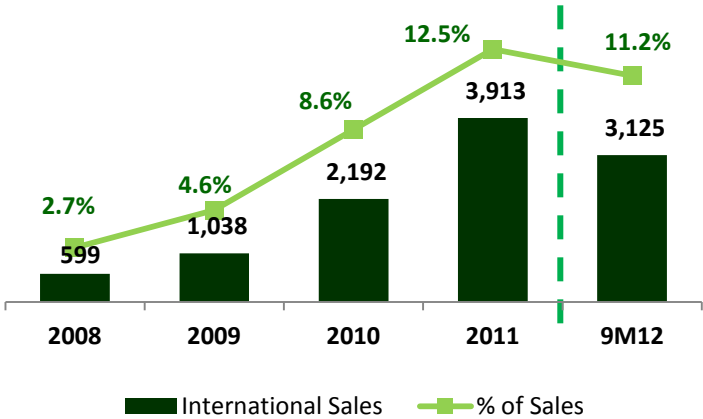


Q & A

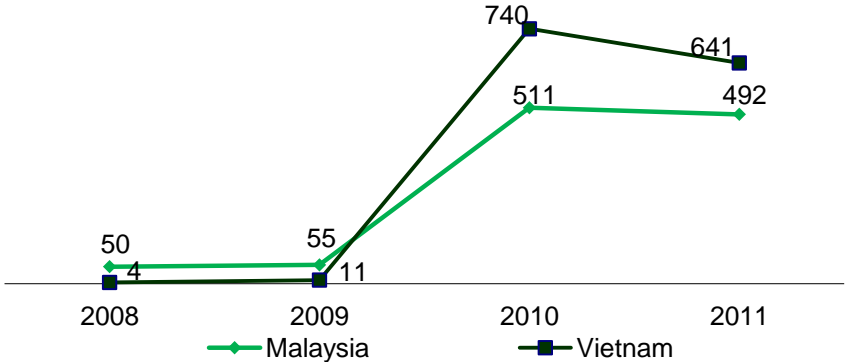
ASEAN EXPANSION

GROWING EXPOSURE TO ASEAN

International sales

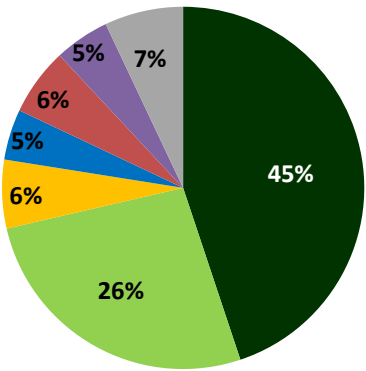


Employees

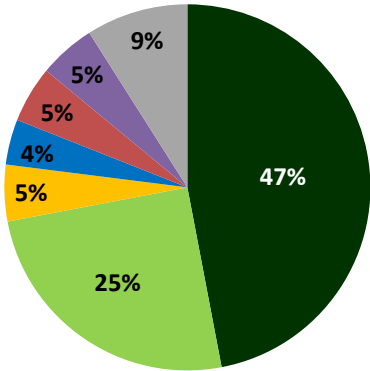


Revenue Breakdown

2011

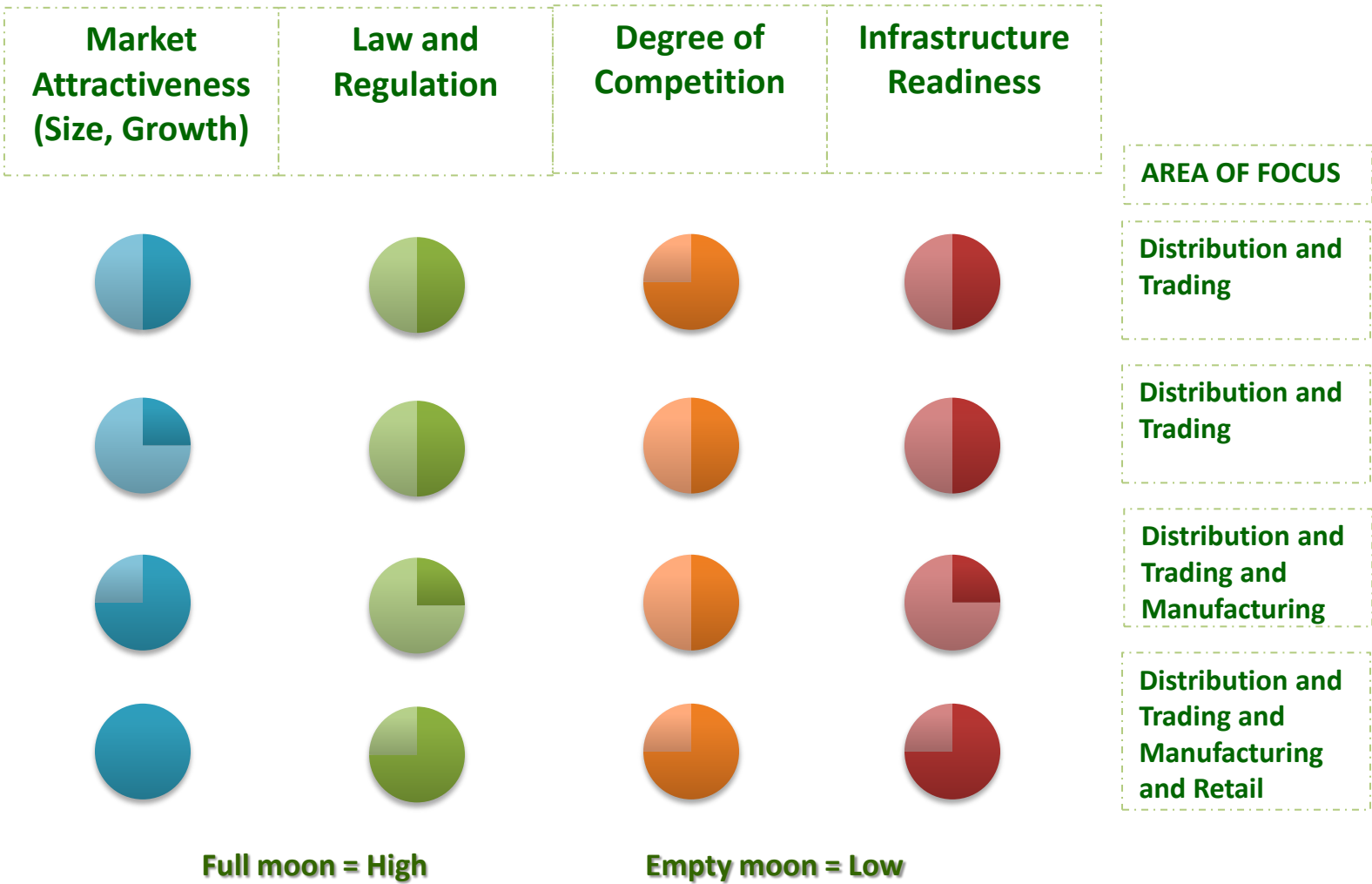


9M12

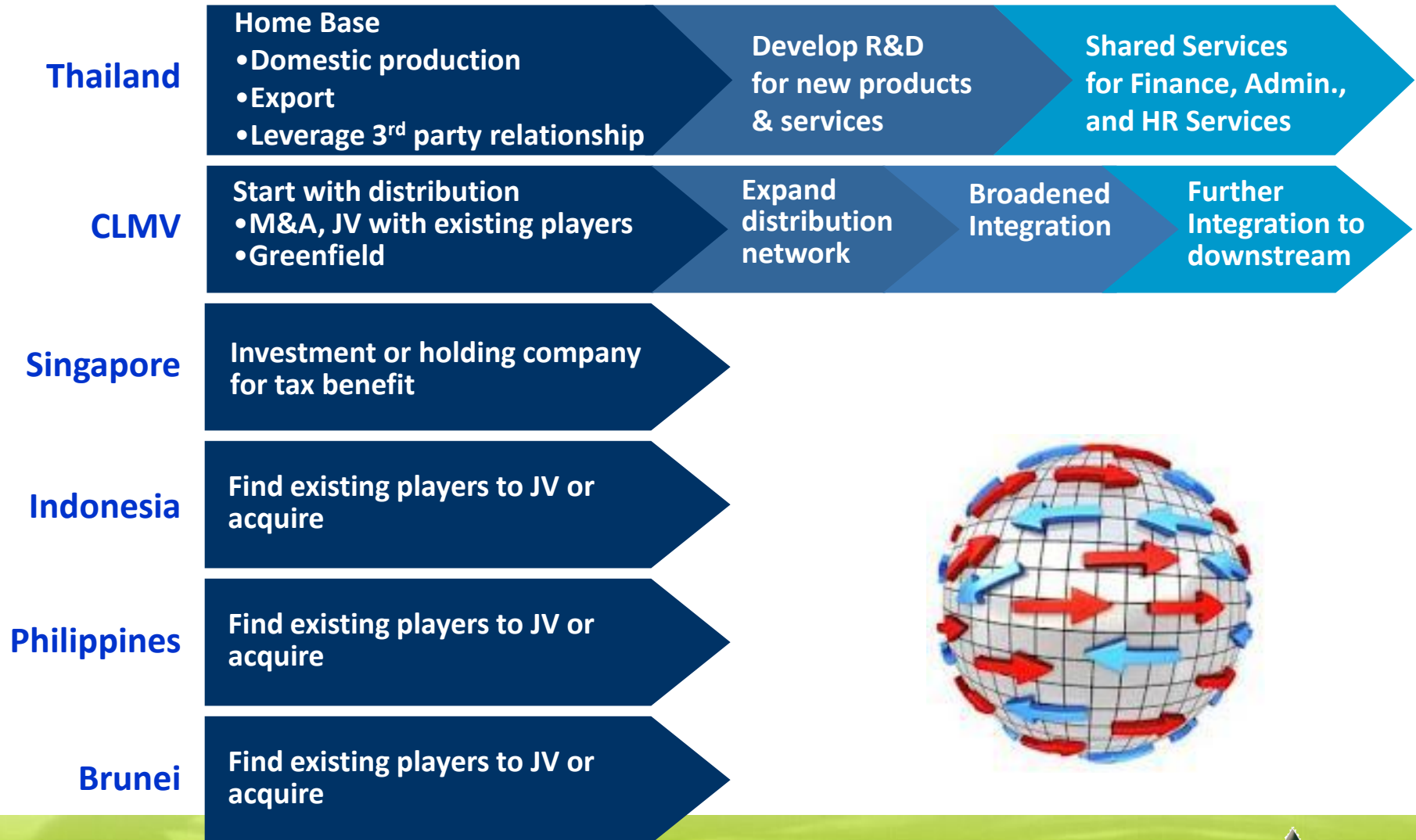


Vietnam
 Malaysia
 Cambodia
 Laos
 Myanmar
 Singapore
 Others

Countries Assessment



BJC MODEL FOR ASEAN EXPANSION



BJC: Capture ASEAN's consumption growth



- ★ Strong local partner
- ★ Strong global partner
- ★ Solid footprint in the region

VIETNAM

PROPERTY



MELIA HANOI HOTEL (TCCL)



MANUFACTURING



O-I BJC VIETNAM GLASS



CONVERTING PLANT



TBC-BALL BEVERAGE CAN

TRADING



THAI CORP INTERNATIONAL
BJC REP OFFICE



CAMBODIA & LAOS

PALM INDUSTRY (TCC)



SEA PORT (TCC)



PLANTATION (TCC)



BJC REPRESENTATIVE OFFICE



MYANMAR

BERLI JUCKER MYANMAR



TRADING BUSINESS



Packaging and Agricultural products

- Aluminum can
- Glass bottle
- Fertilizer

MALAYSIA

GLASS MANUFACTURING



MALAYA GLASS PRODUCTS SDN BHD

SNACK MANUFACTURING



JACY FOODS SDN BHD



PRODUCTS DISTRIBUTED BY BJC IN CLMV

VIETNAM



Redbull



Bireley Fruit Juice



ThaiBev products



Dutch milk drinking yogurt



F&N products



Three-ladies canned fish



Mama instant noodle

PRODUCTS DISTRIBUTED BY BJC IN CLMV

CAMBODIA



LAOS



MYANMAR



Fertilizer



Beverage Container

9M2012



TCC Land

Property & Real Estate Group structure

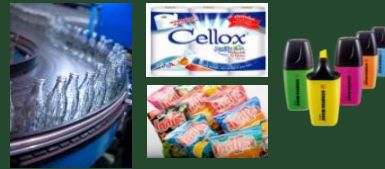
- Residential
- Hotel & Hospitality
- Commercial & Retail
- Industrial development
- Master plan development
- Over 79,880 acres of high potential land bank
- 46 hotels 10,345 rooms
- 32 hotels in Thailand.
- 14 hotels abroad
- 8 office buildings with 834,139 sqm. office space
- 20 retail buildings with 827,644 sqm. retail space



Thai Beverage

Beverage & Restaurant Group structure

- Alcohol Beverages
- Non-alcohol Beverages
- Other businesses
- Listed on the SGX market cap THB 210.33 BN
- 3 breweries, 18 distilleries in Thailand, 6 distilleries overseas and 6 manufacturing facilities for non-alcohol
- Largest market share in Spirits and green tea



Berli Jucker

Marketing, Distribution & Investment

- #### Group structure
- Industrial Supply Chain
 - Consumer Supply Chain
 - Healthcare Supply Chain
 - Technical Supply Chain
 - International Business Group
 - Listed on the SET50 with market cap THB 64.3 BN
 - Operate through 6 office locations in South East Asia



South East Group

Insurance & Leasing Group structure

- General Assurance
- Life Assurance
- Car Leasing
- Over 1,307 employees and 8,056 insurance agents
- Serve more than 805,111 customers with more 4,000 cars in portfolio



Plantheon

Agro-Industrial Group structure

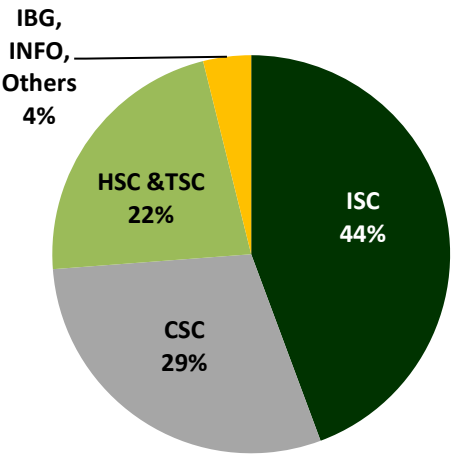
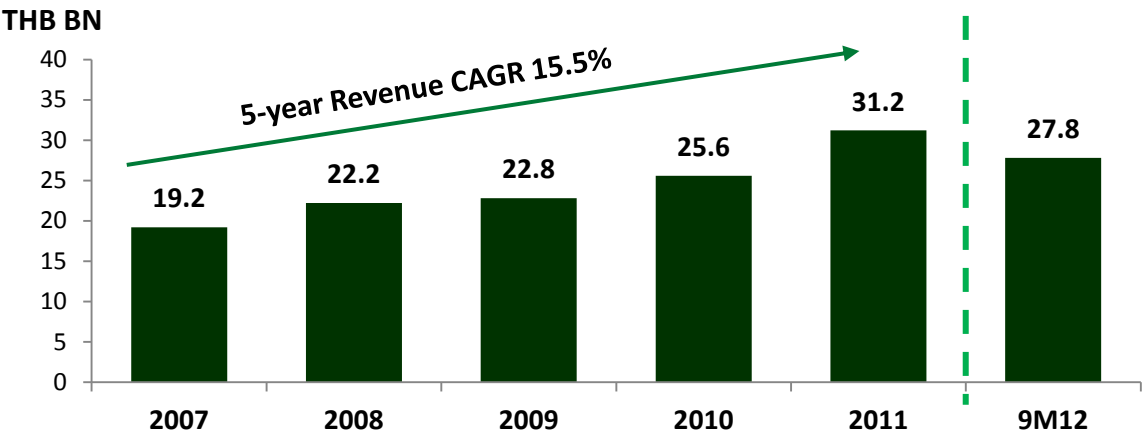
- Agro-Plantation
- Sugar Industry
- Food Processing
- Agro Technology
- Indochina Projects
- Own more than 89,930 acres of agricultural land plot nationwide
- Sugar mills' registered production capacity over 100,000 tons/day of sugarcane

AN INTEGRAL PART OF TCC GROUP

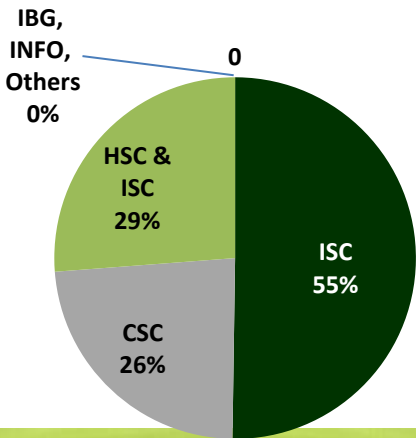
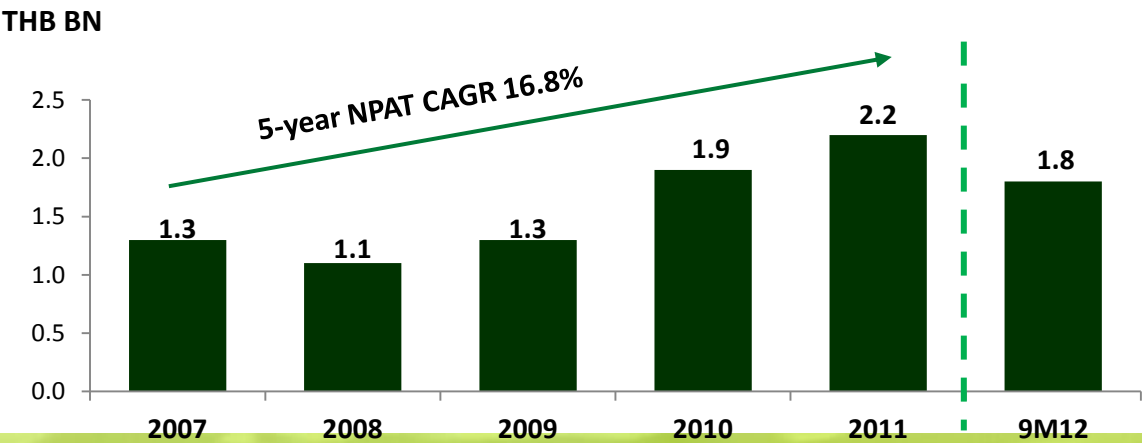
Note: Bank of Thailand FX as of Apr 23rd, 2012, 1 SGD : 25.00 THB Market cap as of Apr 23rd, 2012

STRONG PERFORMANCE

Revenue

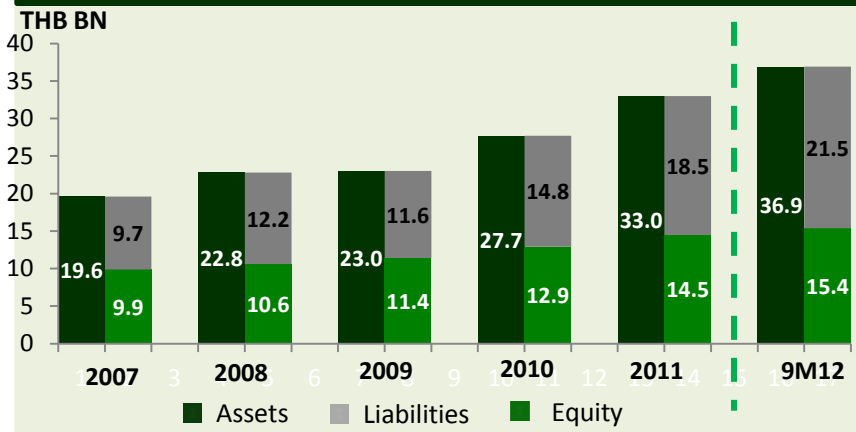


Net profit

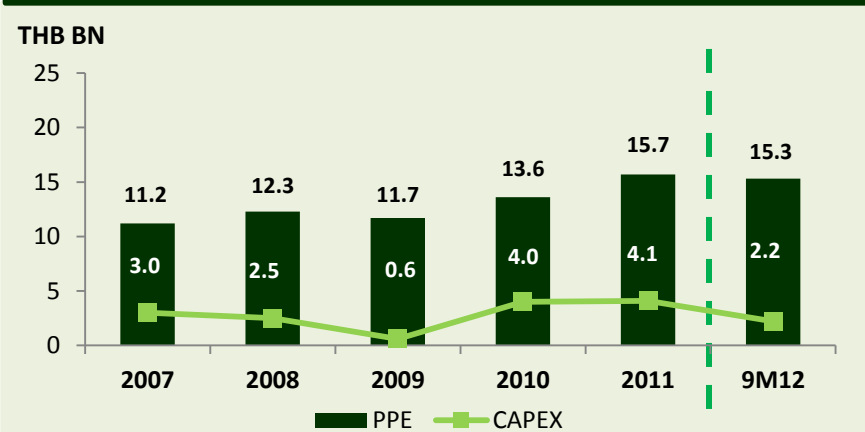


STRONG BALANCE SHEET

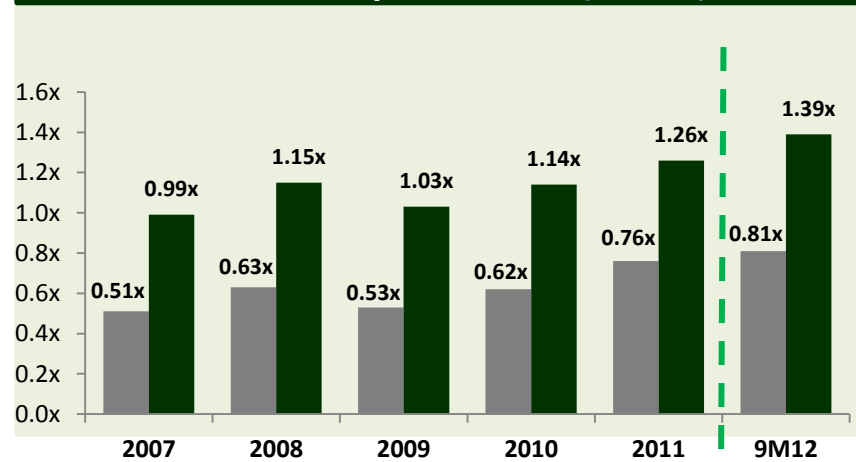
Balance Sheet



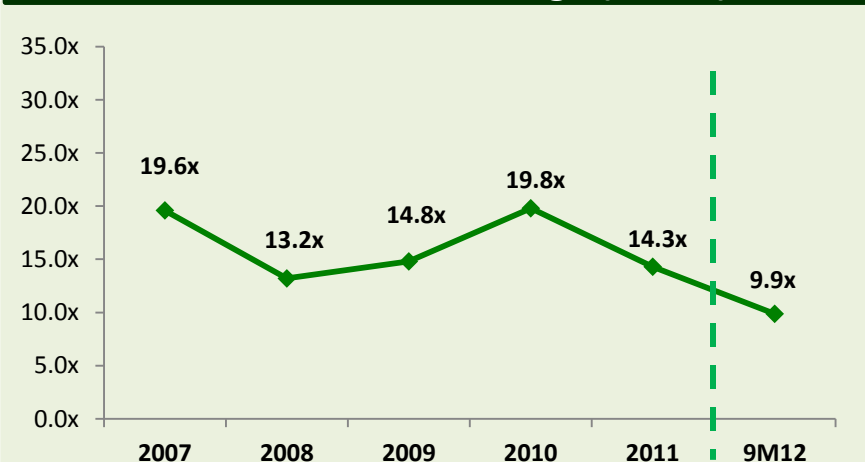
CAPEX and PPE



Debt to Capitalization (Times)

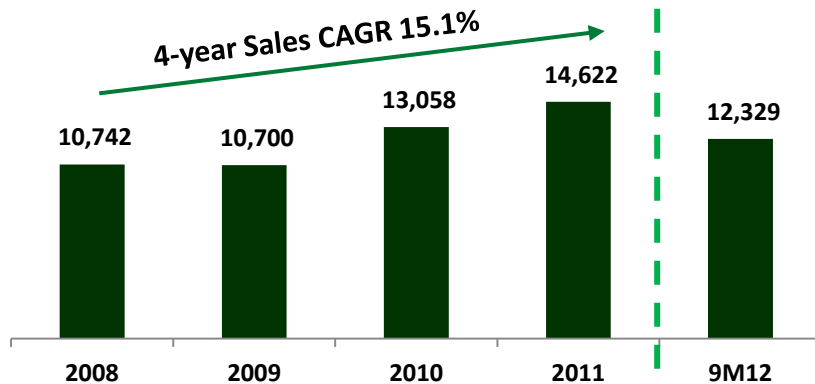


EBITDA Interest Coverage (Times)

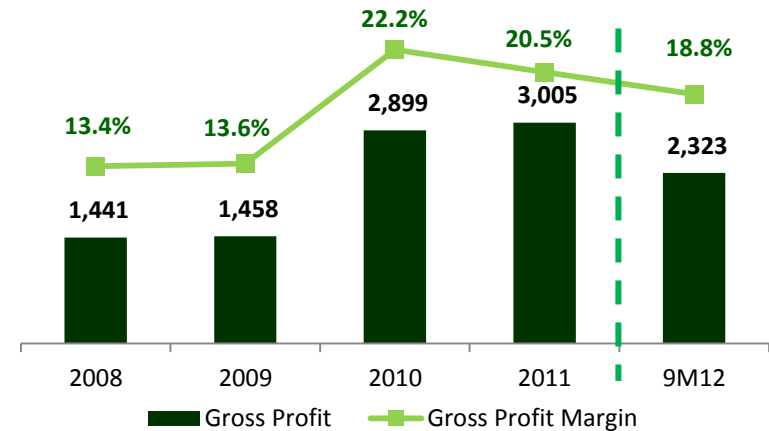


Packaging Performance

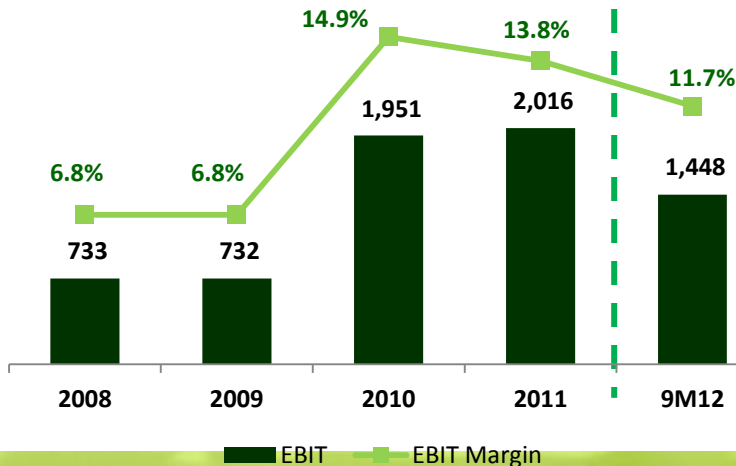
Revenue



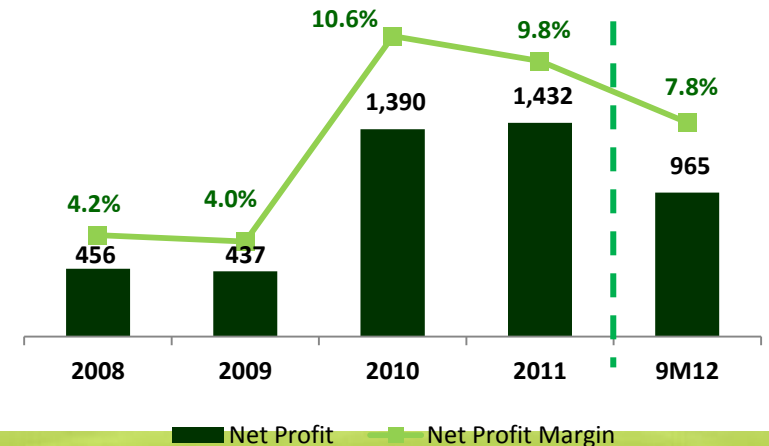
Gross Profit



EBIT

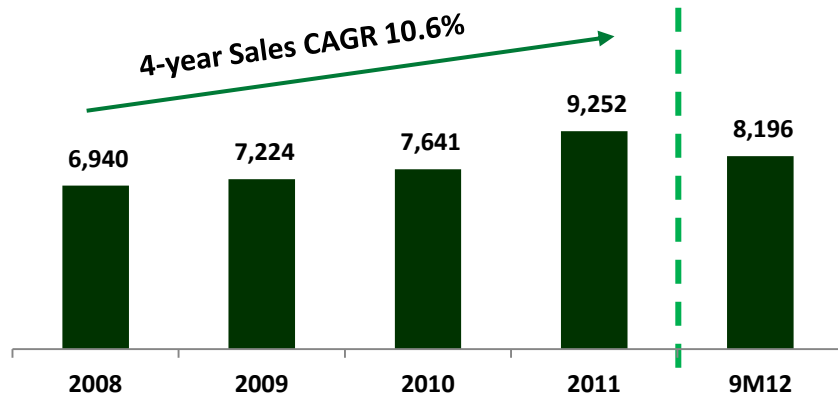


Net Profit

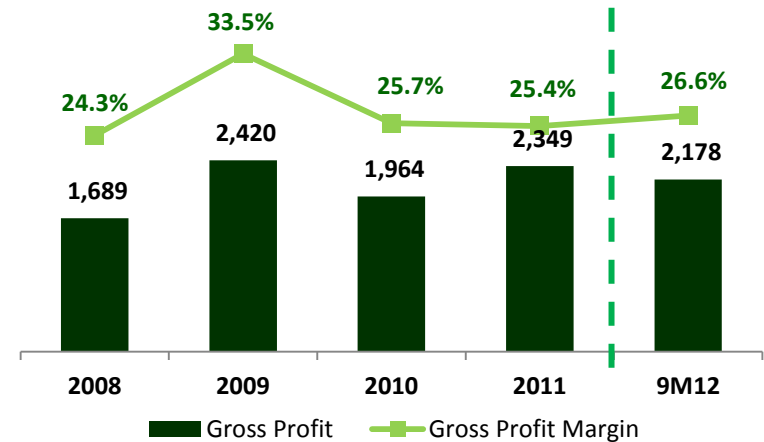


Financial Performance

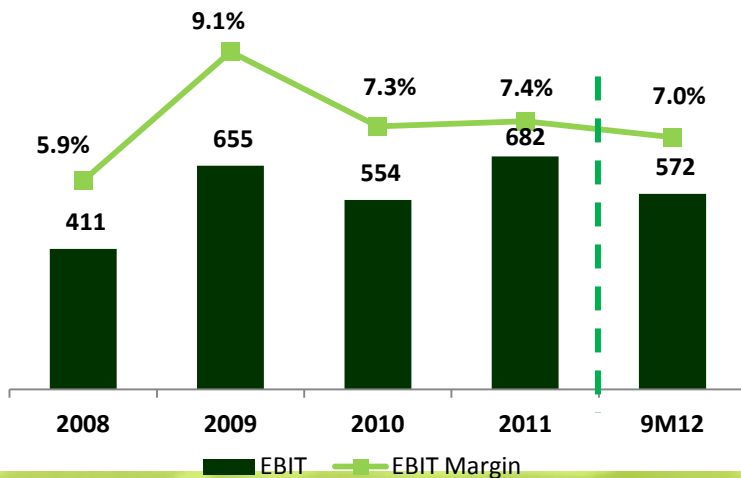
Revenue



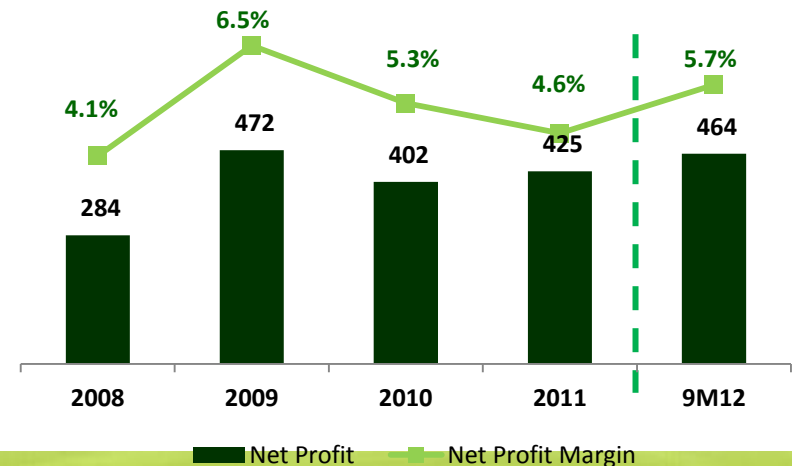
Gross Profit



EBIT

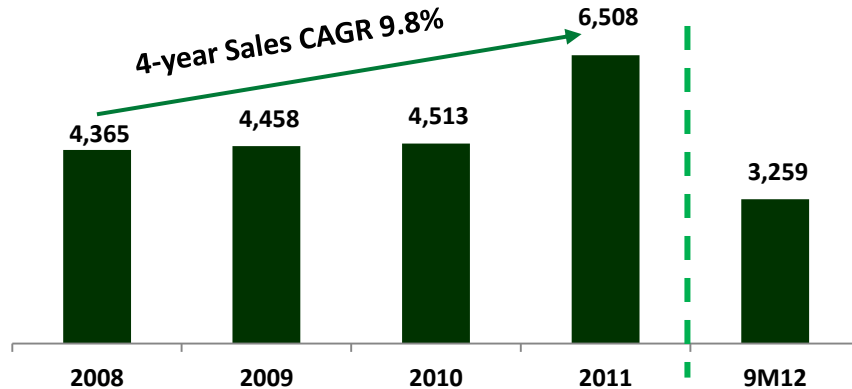


Net Profit

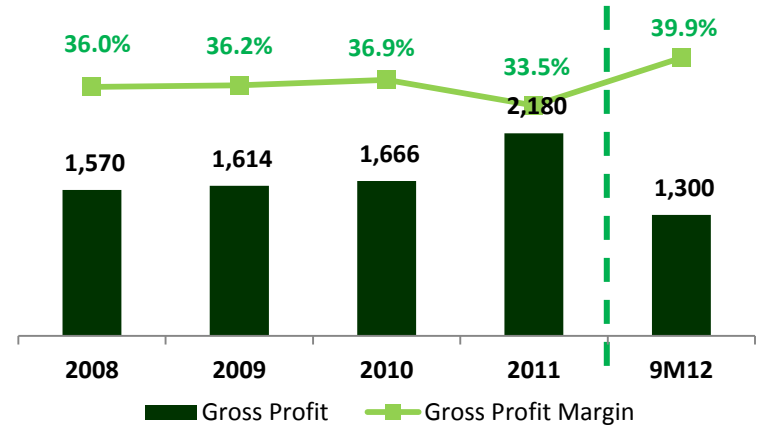


Healthcare & Technical Performance

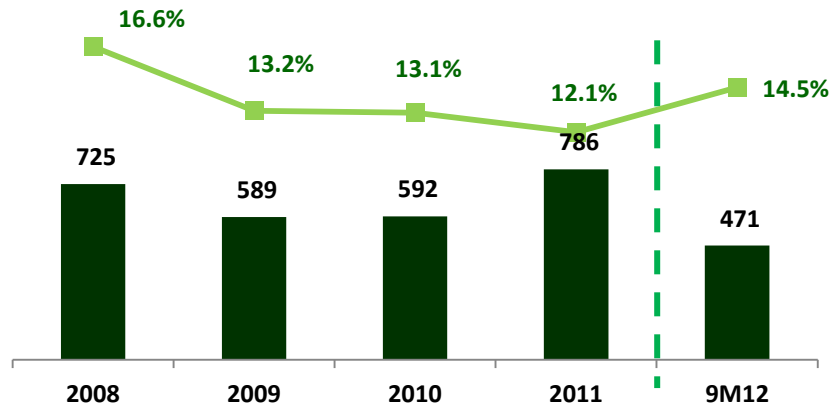
Revenue



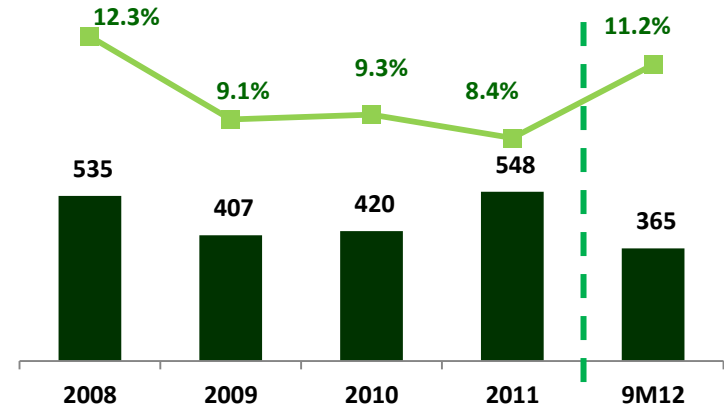
Gross Profit



EBIT



Net Profit

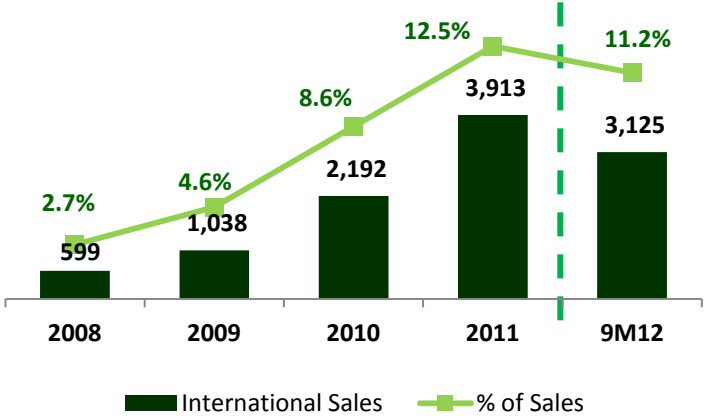


■ EBIT ■ EBIT Margin

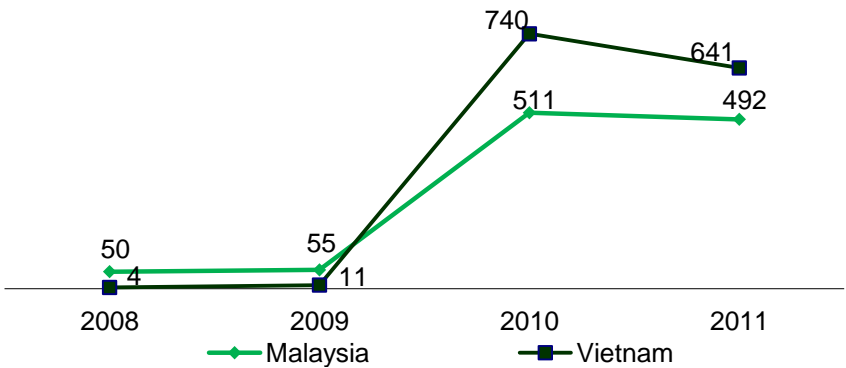
■ Net Profit ■ Net Profit Margin

GROWING EXPOSURE TO ASEAN

International sales

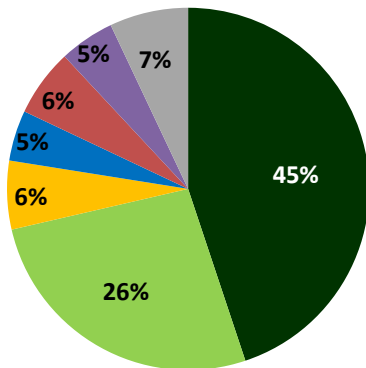


Employees

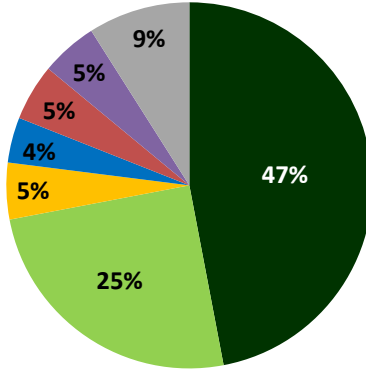


Revenue Breakdown

2011



9M12



■ Vietnam ■ Malaysia ■ Cambodia ■ Laos ■ Myanmar ■ Singapore ■ Others



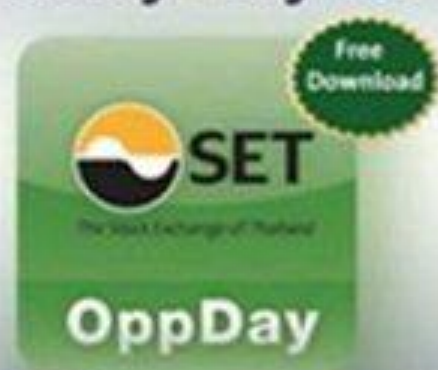
ESOP PROGRAM

On 25 April 2012, the Ordinary General Meeting of Shareholders resolved to approve the Employee Stock Option Program (ESOP) with details as below:

Subject	: Issued warrants
Name of warrant	: Warrants to Purchase the Ordinary Shares of BJC issued to Executives and Employees No.1 (BJC-WA)
Allocated to	: 157 Executive and Employees
Total number of allotted securities	: 80,000,000 units for a period of 5 years
Number of allotted securities/year	: up to 16,000,000 units
Warrant price	: 0.00 baht per unit
Exercise price	: 40.46 baht per share
Exercise ratio (warrant:share)	: 1 : 1
Term of warrants	: 5 years from the issue date of the Warrants.



พบกับ App Opportunity Day for iPad
ได้แล้ววันนี้....



Application on iPad

“
อีกหนึ่งช่องทางใหม่
ในการติดตามข้อมูลของ
บริษัทจดทะเบียน...
”



ดาวน์โหลดฟรี!