

Thailand Corporate Day
Tokyo, Japan | July 4-5, 2013

Berli Jucker Public Company Limited





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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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



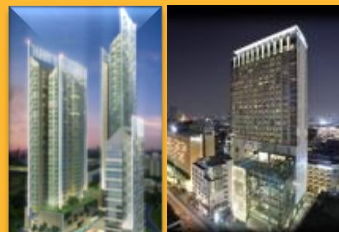
- | **Overview**
- | **Business**
- | **Financial Performance**
- | **BJC's Growth & Strategy**



Agenda



- | **Overview**
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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 398.03 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

Manufacturing, Marketing, Distribution, Investment Group structure

- Packaging Supply Chain
- Consumer Supply Chain
- Healthcare Supply Chain
- Technical Supply Chain
- Retail Business Group
- International Business Group
- Listed on the SET50 with market cap THB 100.85 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

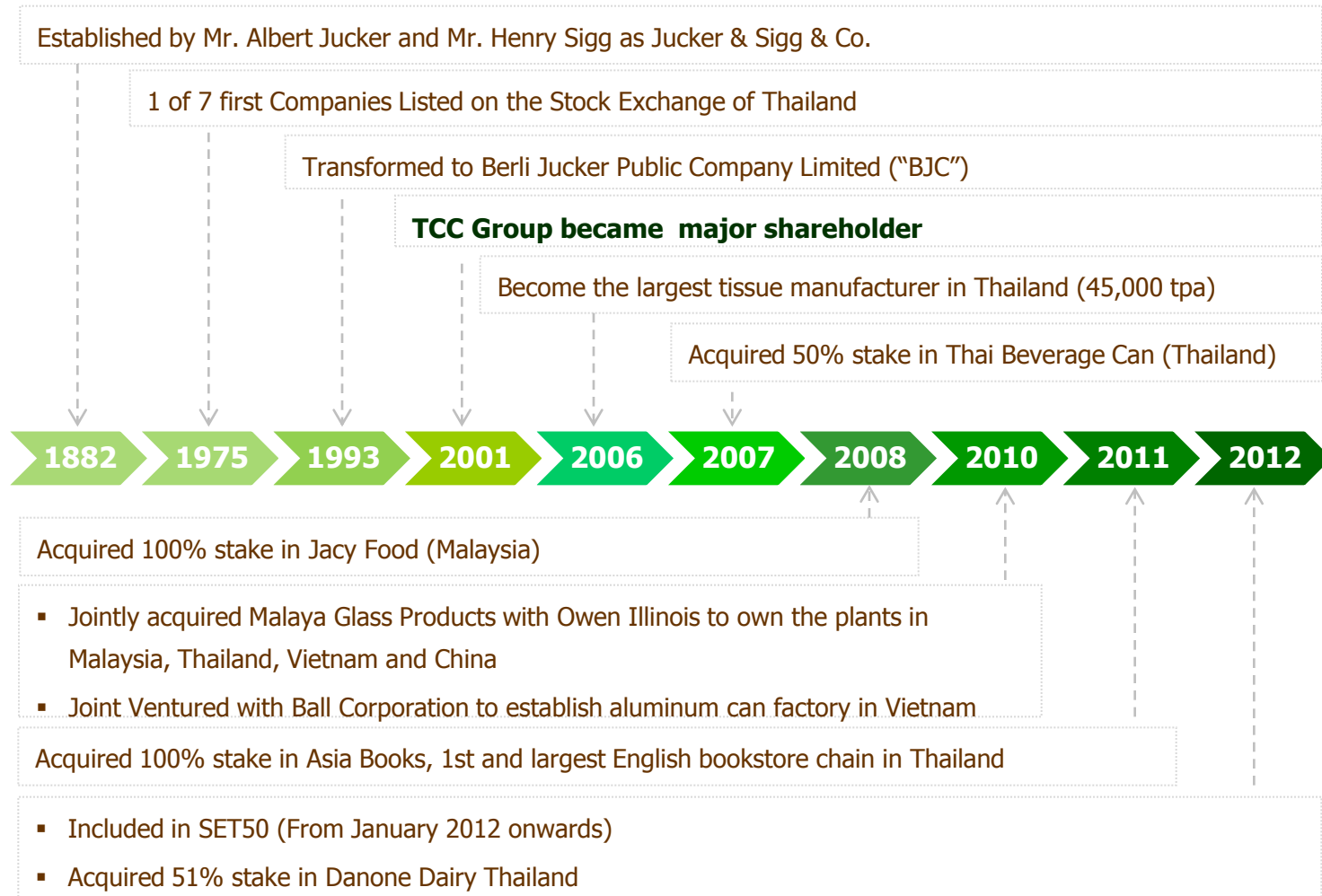
Agro-Industrial Group structure

- 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



BJC Milestone





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A Large and Diversified Business

BJC's Supply Chains

Packaging
Supply Chain

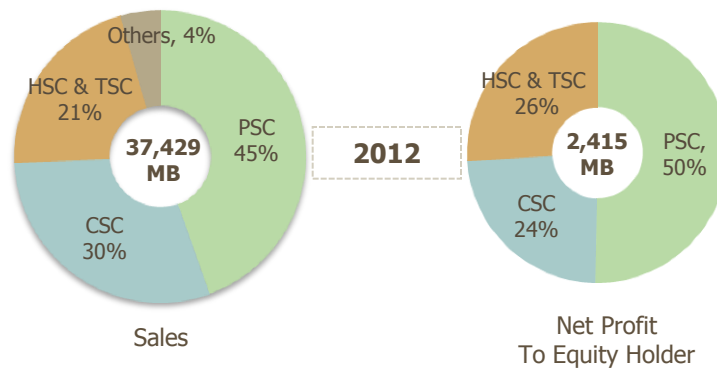
Consumer
Supply Chain

Healthcare
Supply Chain

Technical
Supply Chain

Retail &
Other Supply
Chain

- Glass, Aluminum Can, and Rigid Plastic Packaging
- Food and Non-Food Products, Logistics, and Distribution
- Pharmaceutical Medicines, Medical Products and Equipment
- Engineering & Graphic Products and Services, Galvanized Steel Structures and Chemical Specialties
- Stationery & Office Equipment, Consumer Electronics & Lifestyle, and Asia Book





Packaging Supply Chain



Glass Packaging



- Largest glass bottle manufacturer in SEA with production capacity of approximately 3,400 ton/day
- 3 Production facilities in Thailand, Vietnam, and Malaysia
- Long term partner with Owen-Illinois (O-I), the largest glass manufacturer in the world

Thai Glass Industries Plc.

2,475 ton/day, Thailand

Thai Malaya Glass Co., Ltd.

300 ton/day, Thailand

Malaya Vietnam Glass Limited

280 ton/day, Vietnam

Malaya Glass Products SDN BHD

445 ton/day, Malaysia



**# 1
Market Share**



**# 1
Market Share**



**# 1
Market Share**



Aluminum Can Packaging



- Largest aluminum can manufacturer in Thailand with production capacity of 1,800 million can/year
- JV with the world largest can manufacturer, BALL corporation, to establish can factory in Ho Chi Minh City, Vietnam with capacity of 750 millions can/year

Thai Beverage Can Limited

1,800 million can/year

Thailand



**# 1
Market Share**

TBC-Ball Beverage Can (Vietnam) Limited

750 million can/year

Vietnam



**# 2
Market Share**



Consumer Supply Chain



Food Group



Snack and Beverage



Owned Brand

- Production facilities in Thailand and Malaysia
- Various kinds of products i.e. Potato Chip, Extruded Snack, Rice Cracker, Seaweed and Beverage
- Products owned brand: Tasto, Wise, Party, Dozo, Campus, Campus Choco Drink



Rice Cracker

**# 1
Market Share**



Potato Chip

**# 2
Market Share**



Extruded Snack

**# 2
Market Share**

Dairy Product: Yogurt



- JV with Danone, the world # 1 manufacturer in fresh dairy product
- Manufacture yogurt under brand "Activia"
- Two product types: cup yogurt and drinkable yogurt
- Establish a Direct-to-Home channel with expected Direct-to-Home salespersons of 800-1,000 by 2015

Cup Yogurt



**# 2
Market Share**

Drinking Yogurt



**# 4
Market Share**



Direct To Home (DTH)



Non-Food Group



Tissue Paper



Owned Brand

- Largest tissue manufacturer in Thailand
- Two production facilities with total capacity of 50,000 ton/year
- Expanded production of Tissue Converter Plant to Vietnam in 2011



Toilet Tissue

**# 1
Market Share**



Facial Tissue

**# 2
Market Share**

Soap, Personal Care, Skincare



Owned Brand

- One of the largest soap manufacturers in Thailand
- Manufacturing bar and liquid soap with owned brand and OEM
- Launched new cosmetic products in 2012 under owned brand: Berli Pops



Bar Soap

**# 2
Market Share**



Overall Soap

**# 3
Market Share**

Trading and Distribution in Vietnam

Thai Corp International

- Distributor of many FMCG products
- Sole distributor of Red Bull
- TCI most presence in the southern part of Vietnam (Ho Chi Minh City)
- Market Coverage in 2013
 - 314 Sub-Distributors
 - 1,800 Wholesalers
 - 220 Supermarkets & Minimarts
 - 40,000 Retailers



Thai An JSC

- Distributor, importer, exporter, wholesaler and retailer of consumer products
- Thai An most presence in the northern part of Vietnam (Hanoi)
- Market Coverage in 2013
 - 200 Sub-Distributors
 - 2,500 Wholesalers
 - 5,000 Key Accounts of Specialty Shops & Convenient Stores
 - 1,000 Supermarkets & Minimart
 - 160,000 Retailers



Healthcare Supply Chain



Pharmaceutical and Medical products



- Represent more than 100 leading medical brands from 50 companies worldwide
- Specialize in pharmaceuticals, medical imaging, medical equipment and supplies, including OTC and personal care products
- Strong market share in Thailand
 - #1 in Mammography Machine (Hologic)
 - #2 in Ultrasound Machine (Aloka)
 - #2 in Neurosurgery Microscope (Leica)
- Provide sales and services to more than 1,100 hospitals, 1,200 clinics, 3,300 drugstores nationwide

Pharmaceuticals



Medical Supplies



Medical Equipment



Medical Imaging





Technical Supply Chain

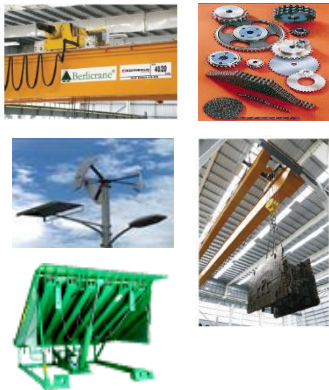


Technical Supply Chain



Engineering Products

- Facilitate engineering equipment and solutions as well as provide after-sales service to all industries
- Provide broad spectrum of system integration from analysis, design, and assembly to installation



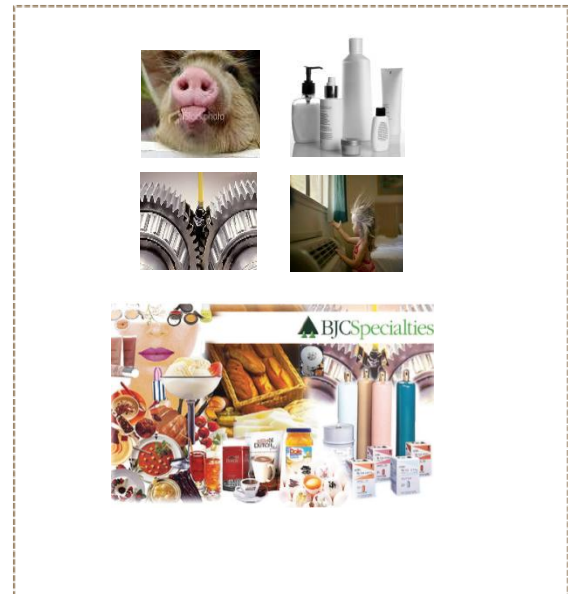
Graphic System Products

- Provide commercial and industrial printers, and other products needed in printing process as well as after-sales service



Chemical Specialties

- Provide an extensive range of bakery, cosmetic, food, industrial and specialty ingredients of world-wide leading manufacturers





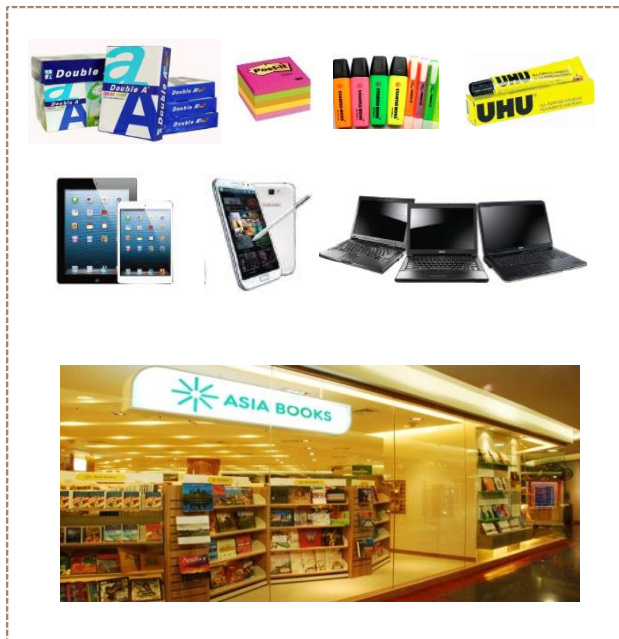
Retail & Other Supply Chain

Retail and Other Business Group



Retail Business Group

- Provide various kinds of stationery/ electronic and lifestyle products to customers
- Asia Book: The 1st and largest English bookstore chain in Thailand



Other Business Group

- International Business Division: Seeking for opportunities in new market as well as merger and acquisition in other countries.
- Head quarter is in Thailand while operational offices are in Vietnam, Myanmar, and Cambodia.





New Drug and Health Store

OGENKI

1st OGENKI store

- **Opening:** 23 June 2013
- **Location:** Asoke Tower, Bangkok
- **Size:** 45 Sqm.
- **Products:** Health & Fitness/ Personal care
Skincare/ Derma Skincare/
Beverage & Others





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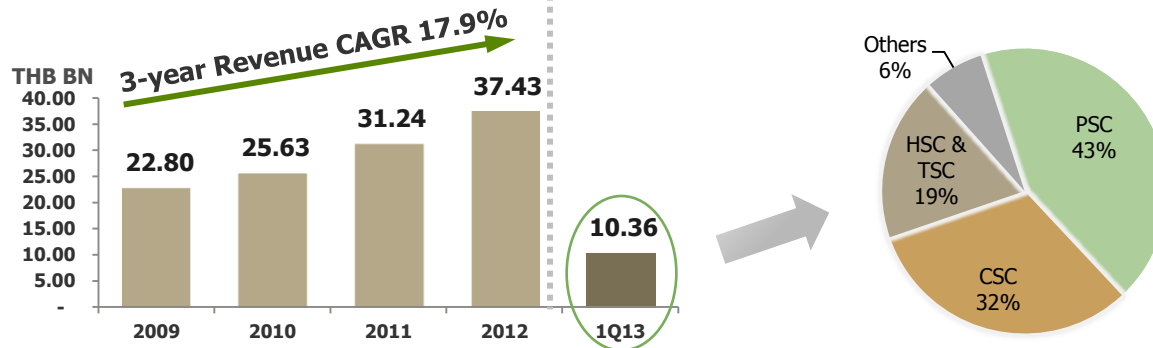
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- | **Financial Performance**
- | BJC's Growth & Strategy



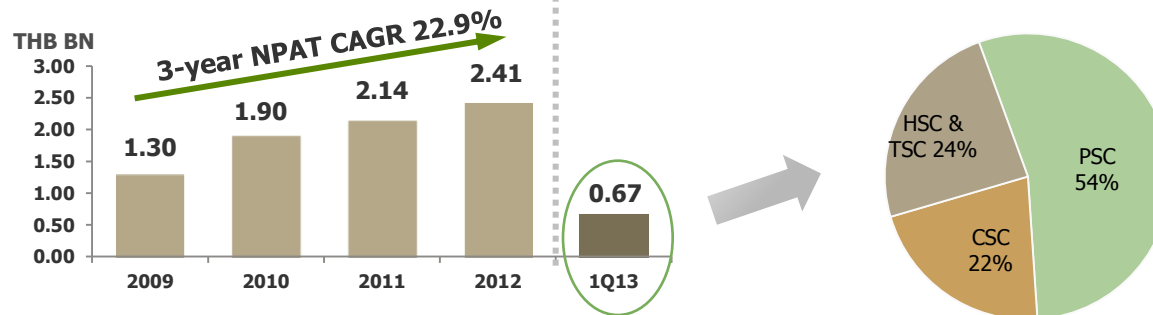
BJC Group Strong Performance



Revenue



Net Profit to Equity Holder

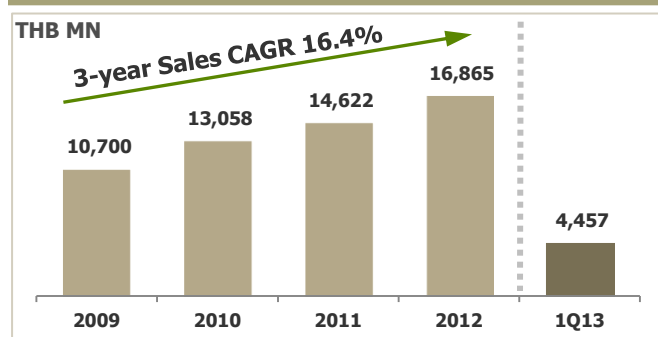




Packaging Supply Chain



Revenue



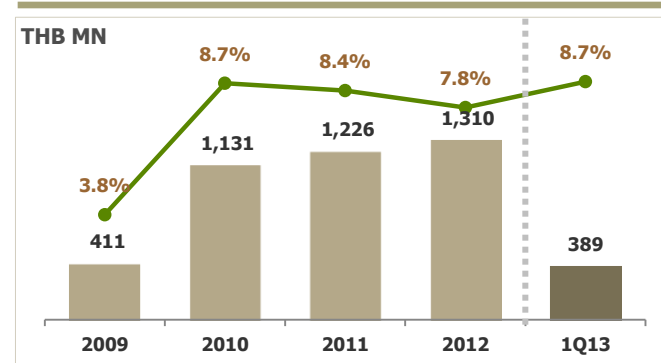
Gross Profit



EBIT



Net Profit

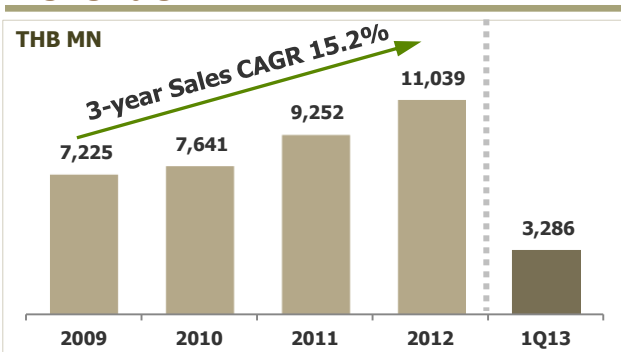




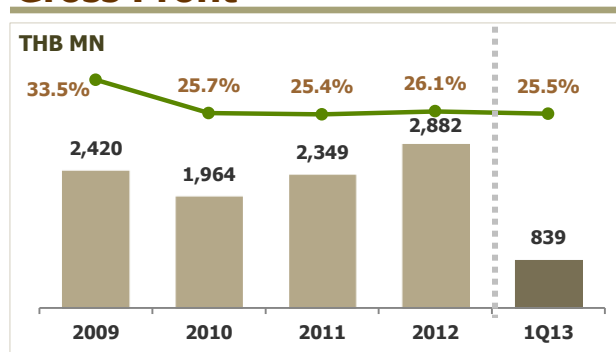
Consumer Supply Chain



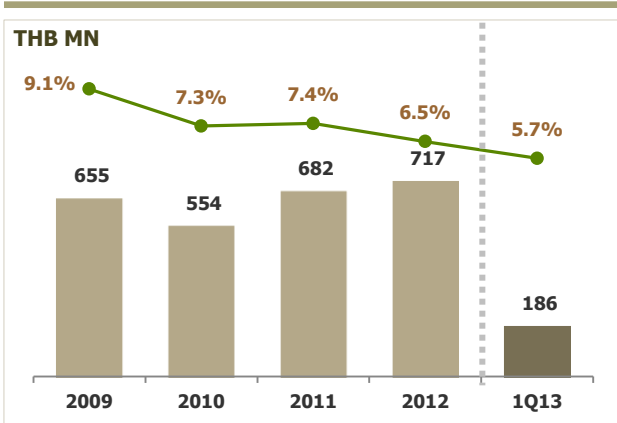
Revenue



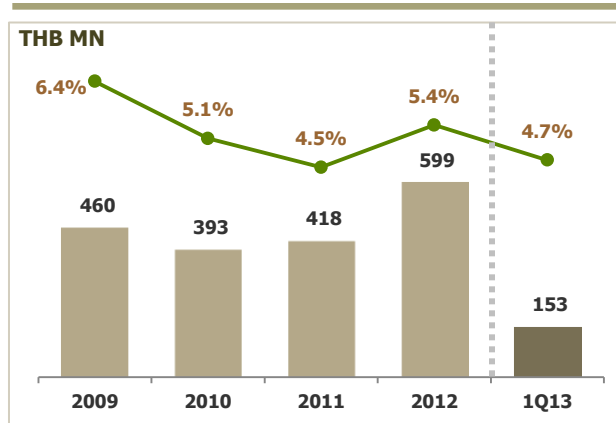
Gross Profit



EBIT



Net Profit

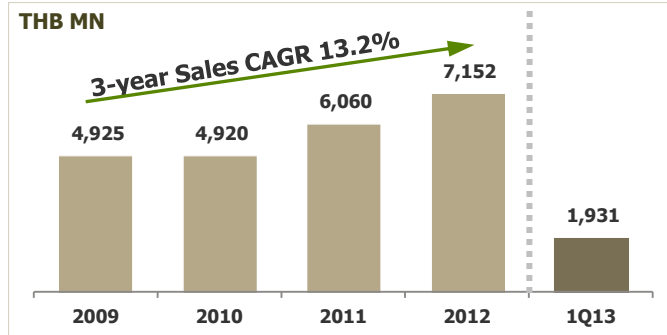




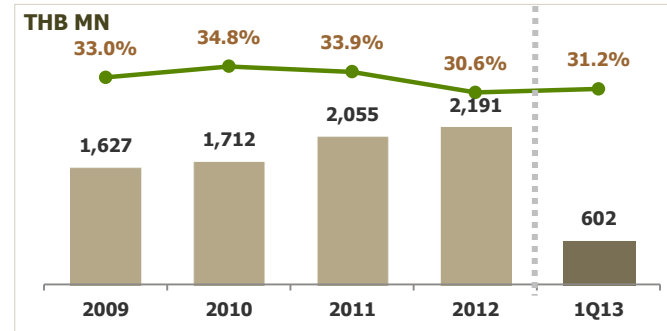
Healthcare / Technical Supply Chain



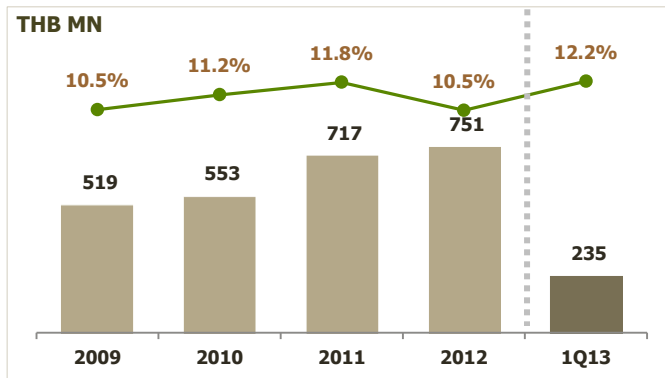
Revenue



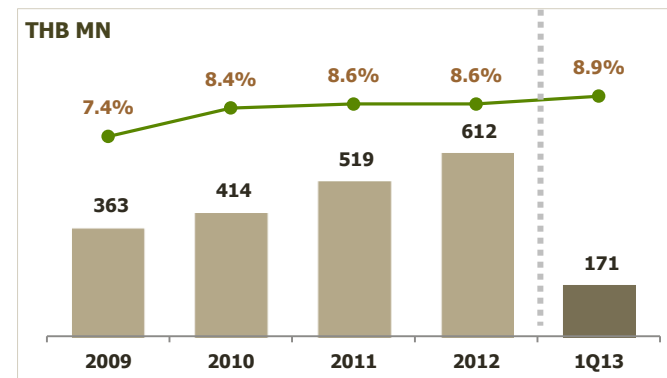
Gross Profit



EBIT

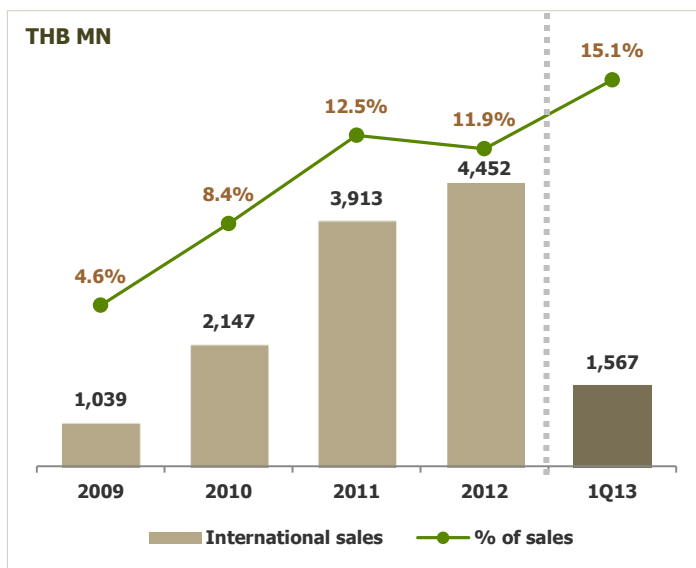


Net Profit

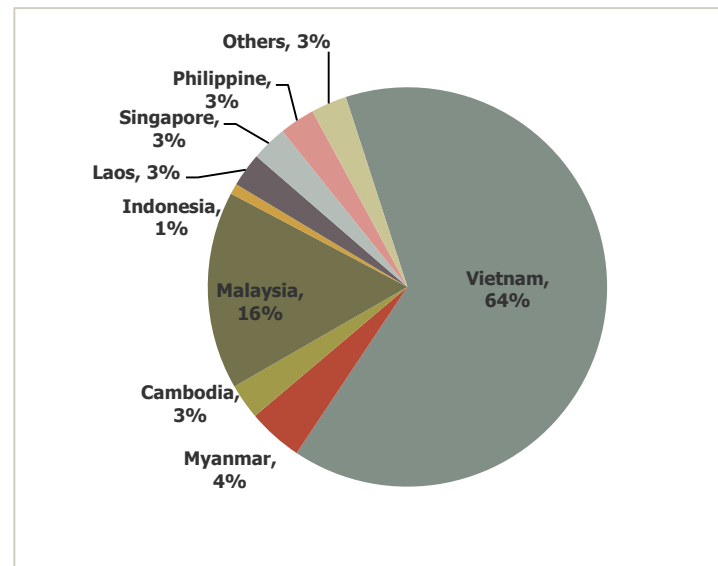


International Sales

International Sales



1Q13 Sales Breakdown

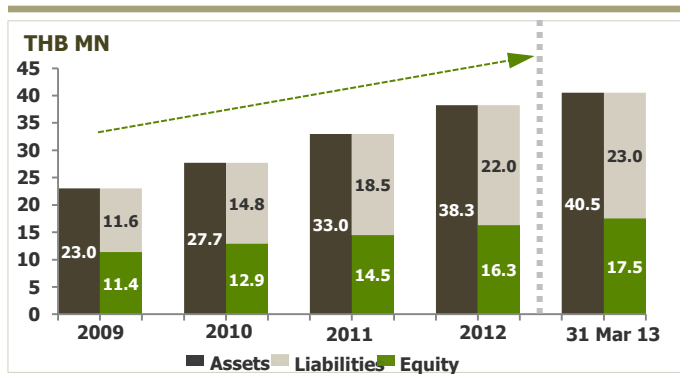




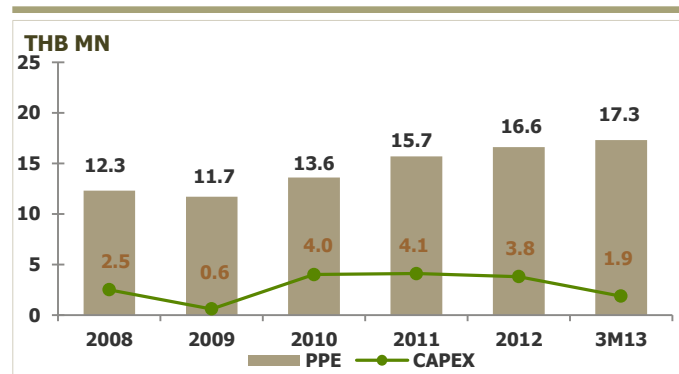
Strong Balance Sheet



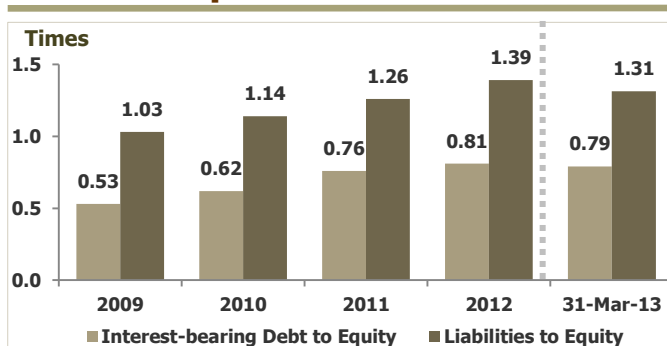
Balance Sheet



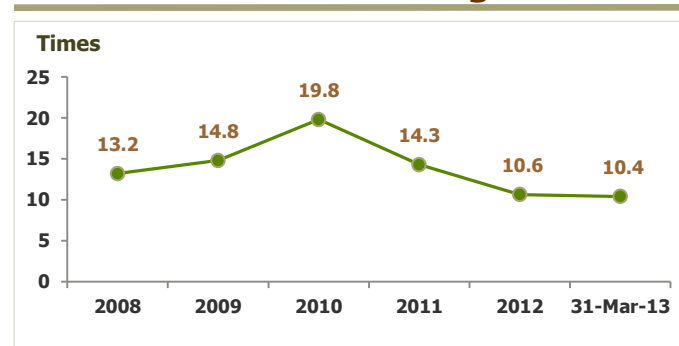
CAPEX and PPE



Debt to Capitalization



EBITDA Interest Coverage

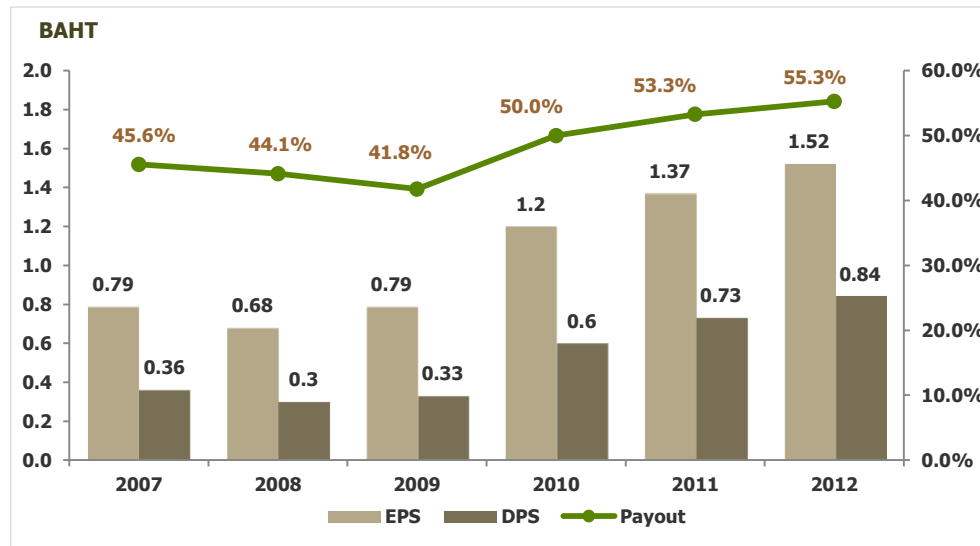




Dividend Payment



- Dividend policy: No less than 50% of net income after future investments required
- 2012 dividend payment was THB 0.84 per share (THB 0.32 interim and THB 0.52 final)





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BJC: International Expansion



To capture ASEAN's consumption growth

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

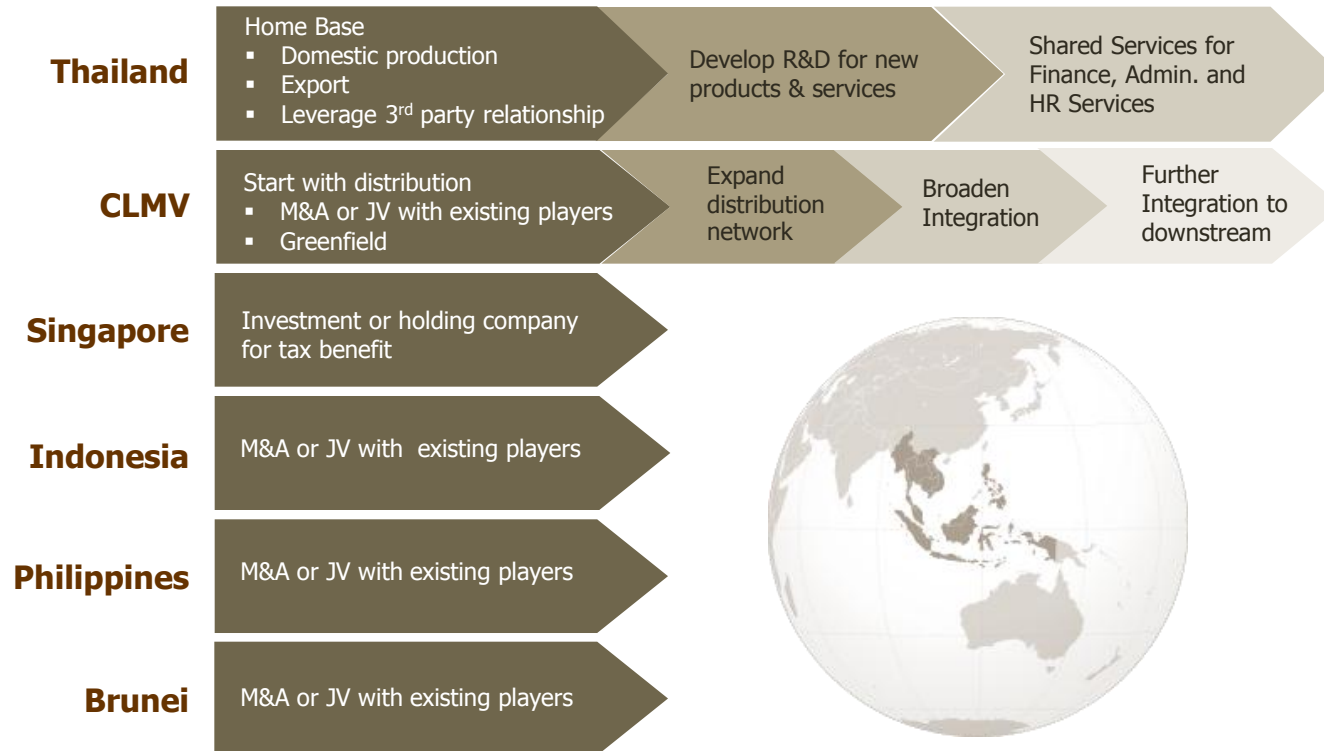
Country Assessment

	Market Attractiveness	Law and Regulation	Degree of Competition	Infrastructure Readiness	Area of Focus
Cambodia					Distribution/Trading
Laos					Distribution/Trading
Myanmar					Distribution/Trading/ Manufacturing
Vietnam					Distribution/Trading/ Manufacturing/ Retail

Full moon = High, Empty moon = Low



BJC Model for ASEAN Expansion





Thank You

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Appendix



BJC's Plants & Office Locations



Myanmar

- Berli Jucker Myanmar
- Trading Business

Malaysia

- Malaya Glass Product SDN BHD
- Jacy Foods SDN BHD



Vietnam

- O-I BJC Vietnam Glass
- Tissue Converting Plant
- TBC-BALL Beverage Can
- Thai Corp International
- Thai An JSC
- BJC Rep Office

Cambodia

- BJC Rep Office



Products Distributed by BJC in CLMV



Cambodia



Laos



Myanmar



Vietnam

