



Opportunity Day

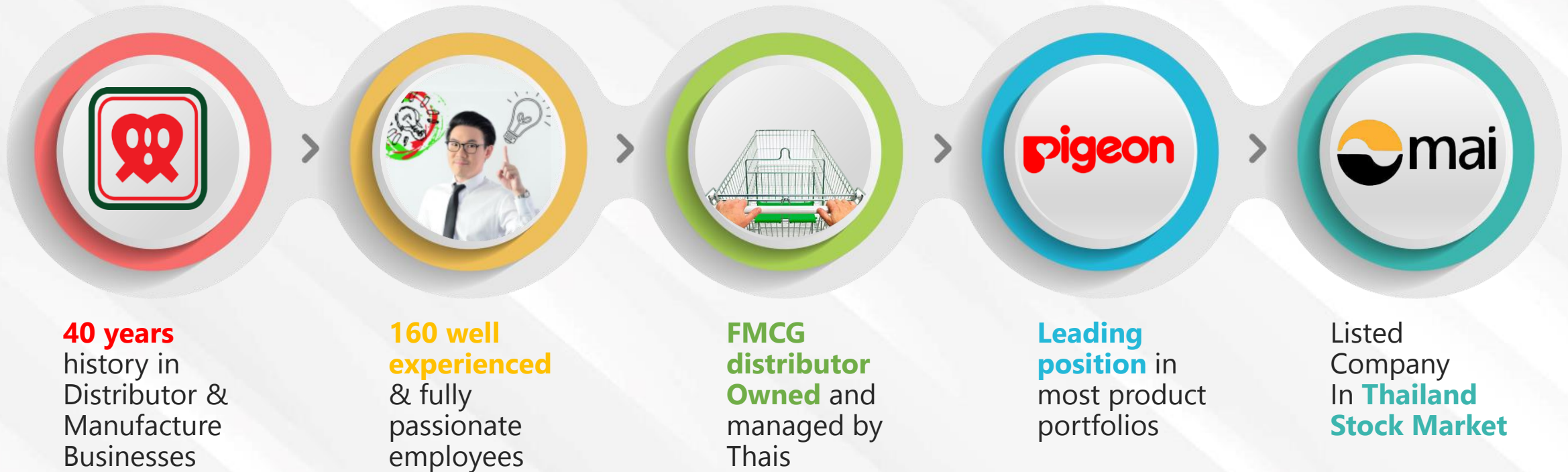
May 25th, 2021

Agenda

- **Corporate Overview**

- Market and Outlook 2021
- Financial Highlight
- Q&A

WHO ARE WE





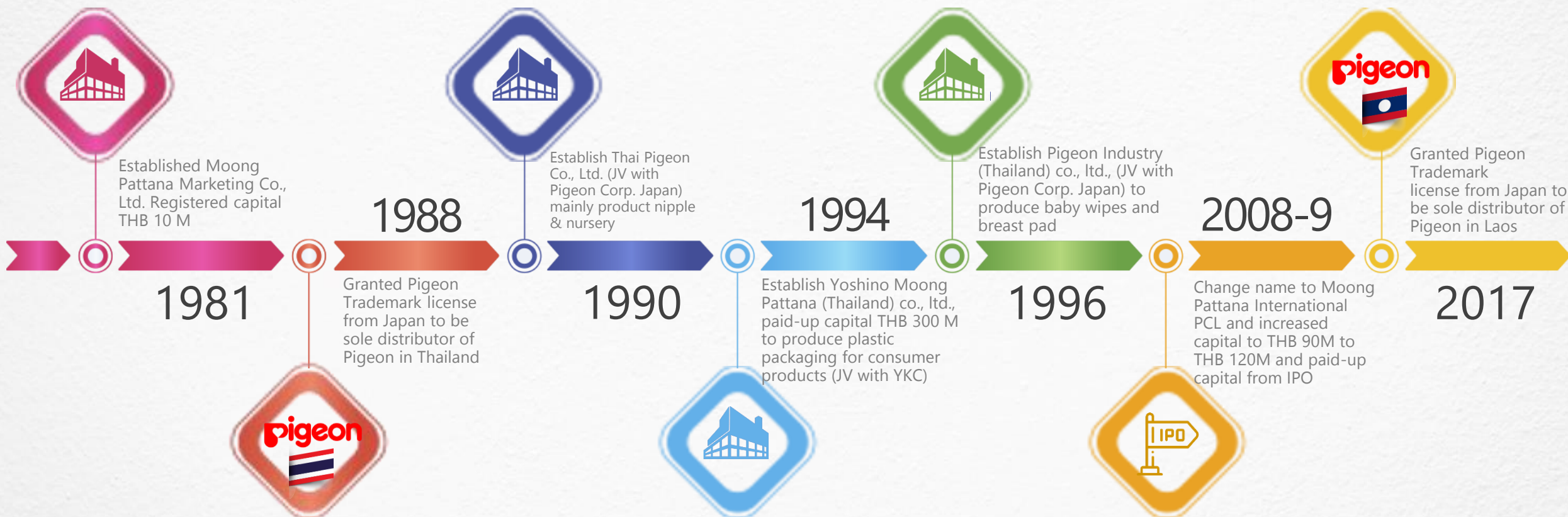
Create quality of life for all

Health and wellness

// We are a consumer product company, our core competency is marketing and distribution with the network in all channels nationwide. We takes great care to offer superior-quality products in response to consumer needs to enhance the well-being of the whole family. //

เราคัดสรรสิ่งที่ดีที่สุดสำหรับทุกช่วงวัยให้กับ
คนที่คุณรักและห่วงใย

Our Milestones



Awards and recognitions



We have recognized in
key areas of
excellences



Awards of Excellence



Re-certification by Thailand's
Private Sector Collective Action
Coalition against Corruption (CAC)



The Stock Exchange of Thailand :
The Best CEO Award of Mai-listed firms
presented to K. Suwanna Chokdee-Anand
MOONG is in top 3 companies in
Outstanding Company Performance Awards.



One of the 100 outstanding listed
securities with outstanding
environmental, social, and
governance (ESG 100) for the year
2019 by Thaipat Institute



V care Extra large cotton
BEST FACIAL COTTON PADS awards 2020
from C Channel




Pigeon
The Best Mom's Choice (Baby Wipe category)
Amarin Baby and Kids Awards 2020

MOONG เป็น 1 ใน 47 ของบริษัทฯ ที่มีทุนจดทะเบียนต่ำกว่า 1,000 ล้านบาทที่
คว้าคะแนน CG ประจำปี 2563 ระดับดีเลิศ 5 ดาว

Companies with
Excellent CG Scoring
by alphabetical order



No	Symbol		Public Company Limited
112	MOONG		MOONG PATTANA INTERNATIONAL

บริษัทได้รับการปรับระดับ CG Rating 4 ดาว จากปีก่อน เป็น 5 ดาวในปี 2563 ซึ่งสะท้อนให้เห็นถึงความมุ่งมั่นตั้งใจของคณะกรรมการบริษัทและคณะผู้บริหารในการพัฒนาและยกระดับการกำกับดูแลกิจการที่ดีอย่างต่อเนื่องเพื่อให้การดำเนินธุรกิจเติบโตอย่างยั่งยืน ให้ผู้มีส่วนได้เสียทุกภาคส่วนมีความมั่นใจในการดำเนินงานที่โปร่งใส มีจริยธรรม ตรวจสอบได้

Commit & Deliver

The Qualified and experienced professionals at MOONG fulfill our promises to consumers with passion, consistently delivering excellence in all areas of our operations.

Operational Excellence



Nurture & Grow

Moong nurtures strong relationships with our stakeholder and partners by being socially responsibility, ethical and meeting all standards for good corporate governance. Our experienced team innovates to drive consistent growth and create a competitive edge.

Partnerships



Enrich & Cultivate

As MOONG strongly believes a unified team with the highest integrity is essential to grow our business sustainably, we engage employees at all levels and continually build their skills and capabilities. We believe in open communications and help our employees to develop personally and professionally to support their long-term success.

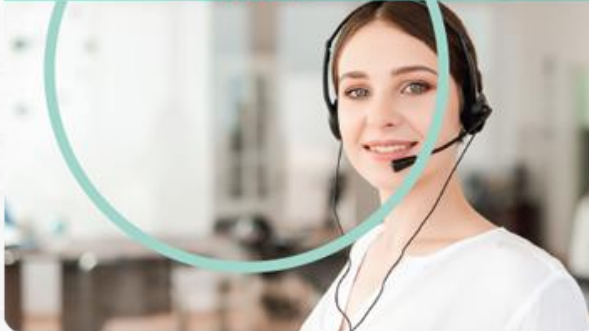
Employee



Understand & Engage

With deep understanding of our customers' needs, MOONG delivers products that reflect our values and passion. As a result, we can better engage with our customer and always exceed their expectations.

Customer Centric



Vision and Core Value

OPEC

“Striving for excellence in products and service with business ethic and integrity of business operation, fulfilling customer and investor expectations whilst achieving utmost relationship with business partners”

Health and Wellness Portfolio

We gives the highest priority to delivering value to consumers

Health and Wellness Portfolio



Baby & Mom

- +Breastfeeding support
- +Mother care/BBW
- +Baby development
- +Oral care
- +Baby Toiletries
- +Baby pad



Personal Care

- +Cotton
- +Adult wipe
- +Toiletries
- +Oral Care (Toothbrush and Herbal Toothpaste)



Food and Beverage

- +Milk tablet
- +Healthy snack



Senior Product

- +Diaper and wipe
- +Adult pad



Own Brand Portfolio

Personal Care, Household, Food & Beverage



Distribution Business

Principal's Brand Portfolio

Baby & Mom

pigeon



Senior



Personal care & Household



PR DENTALB®
ZennLab & Pharmasen

Hero



Food & Beverage



E-Commerce only



Channel & Coverage

Mass to premium channel coverages domestic and CLMV

Baby shops & Department stores coverage is make us widen networks vs others



General Trade Coverage



Modern Trade Cover 100%

- + Department Store
- + Cash & Carry
- + Hyper/Sup Market
- + Chain Drug Stores
- + Beauty stores
- + CVS/Gas Station
- + On-line



Special & Food Service

- + HORECA
- + Industrial
- + Hospitals
- + E-Commerce
- + Event Sales

We Also Provide Service of Digital Channel

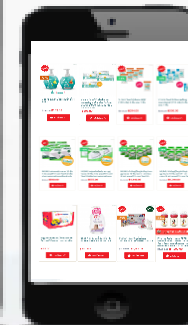
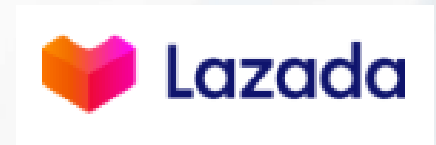
Moong-shop.com



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NEW

Pigeon official store

Triple growth
since Launched in
Mar'2020



@



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Agenda

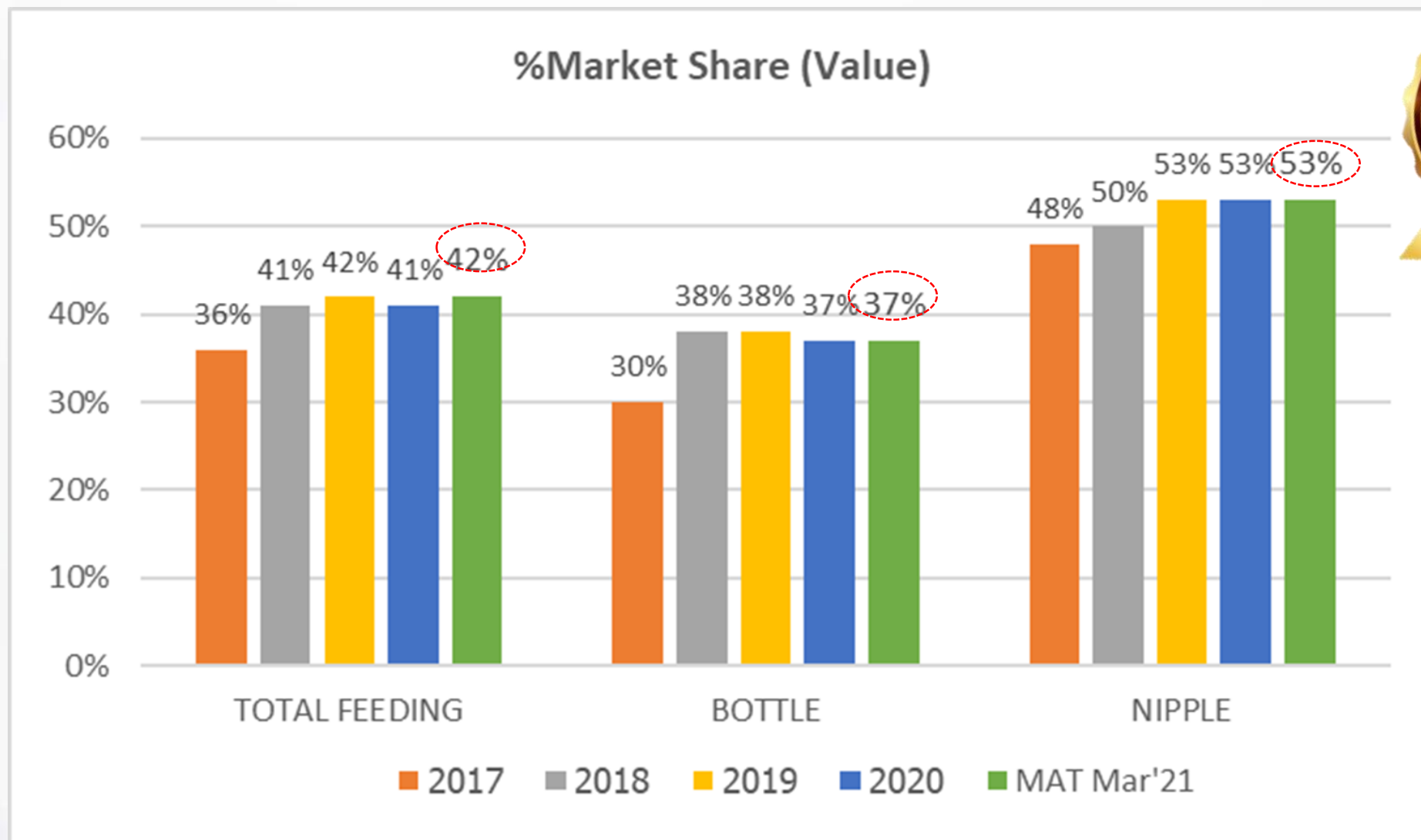
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About Market



PIGEON ยังคงรักษาความเป็นผู้นำเบอร์ 1 ในตลาดจุกนม ขวดนม

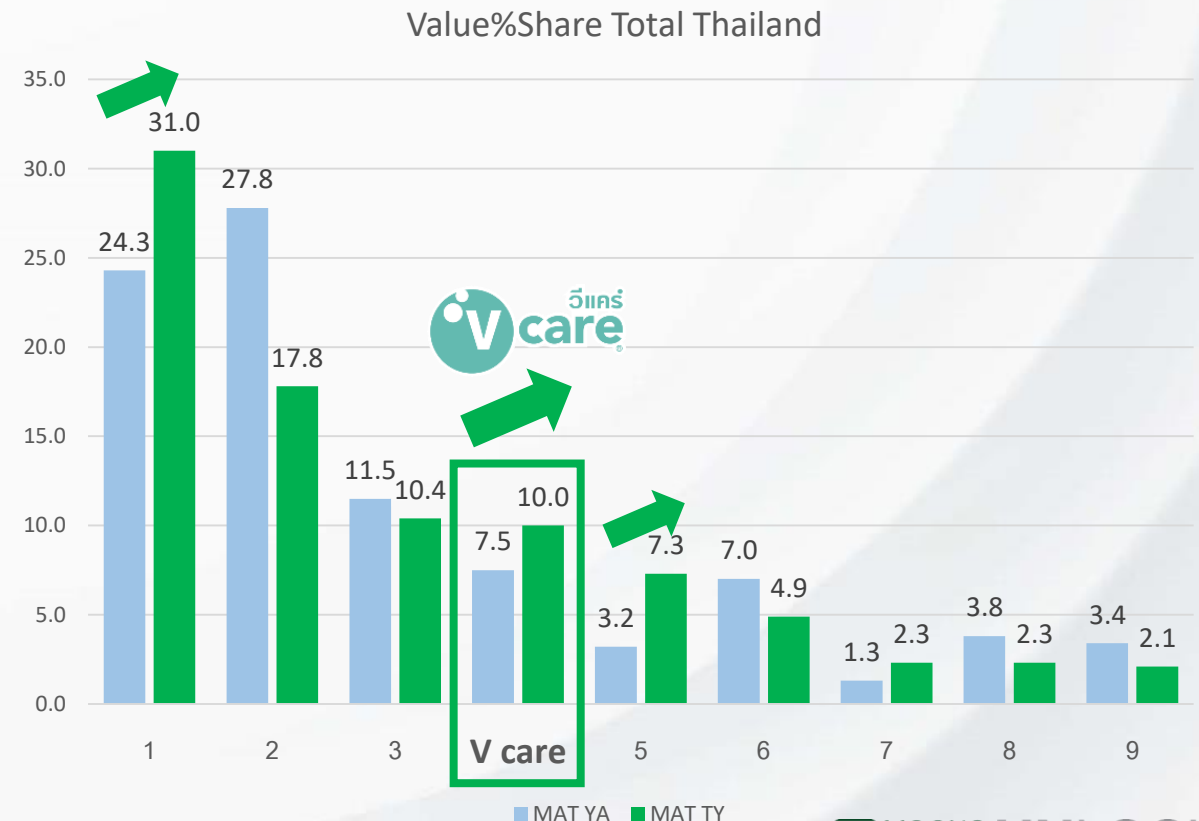
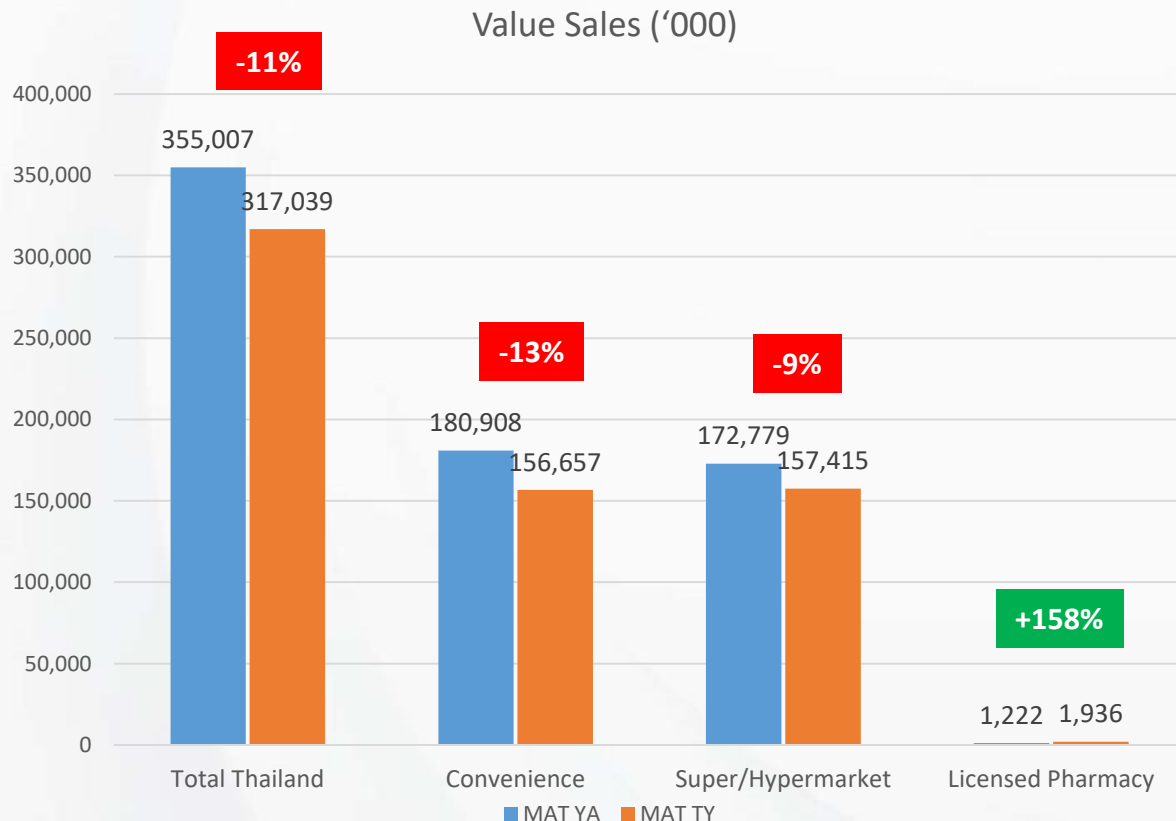


Source: AC Nielsen, Mar 2021

Adult Wipe Market Performance



- Even overall consumption lift up; total Adult Wipes market value recently decline compared to peak demand from the pandemic last year. However there is interesting trend of Licensed Pharmacy that is still growing – mainly from Hygienic and Elderly segment
- V care is still growing; especially in CVS. However, key player – Dettol and Elleair also perform well and gain share significantly from S/H channel.



Source: Nielsen, MAT Apr, 2021

OUTLOOK 2021



Pigeon as No. 1 in Feeding market share and increase market share to ensure the growth of baby & mom category

Gain share of other PG categories and paper wipe category
Establish new brands and new segment of F&B and senior



Speed up E-Commerce sales, export market expansion, launching of new products and new business to keep Top-line growth

Maintain growth reflect from new list in, new business contribution, store coverage and export market development



Improve productivity with operation excellence and effectively expenses control to maintain the growth of bottom line

2021 SOURCE OF GROWTH

New products and **new businesses** launch on-time, **New market expansion** (CVS, Drug store, Digital, FSS, Health & wellness, CLMV & International) and **M&A opportunities**



Q1/2021

- Baby and Mom
- Personal Care
- Baby cotton
- Oral care

Q2/2021

- New business model
- Baby & mom
- Personal care
- Oral care

Q3/2021

- Baby and mom
- Hair care
- Beverage
- New Business

Q4/2021

- Baby & Mom
- Household product

New Product : Q1 2021



Anti-Mosquito Patch



Go-Mini Double Breast Pump



Nipple Shield Soft Type



Biodegradable Baby Wipes



Mag Mag Step-up Set

V Care New Product Q1 2021



Cotton

Baby Selection and Nourishing Cotton Pads



Jumbo Cotton Ball



Dry wipes



Jumbo buds and
Tiny buds (2 tips)
with paper stick

Adult Wipes



Natural Wipes

Oral care

Toothpaste - 30g



Y 2021 – Q1 NPD update



Herbal drink

น้ำสมุนไพรจิบเลี้ยง ไม่มีน้ำตาล

TESCO
Lotus
Express



Balance organic rice snack & drink
Online only



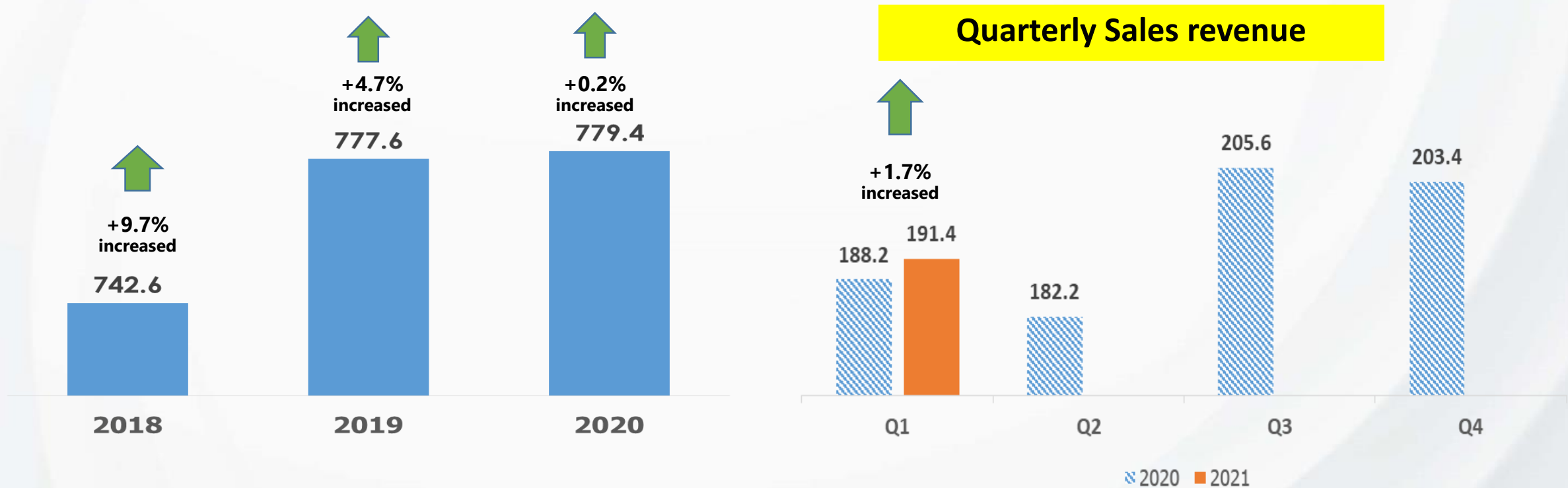
Eiyo baby food
Online only

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Sales Revenue 1Q 2021

Core business top-line grew in the challenging time of 3rd wave pandemic

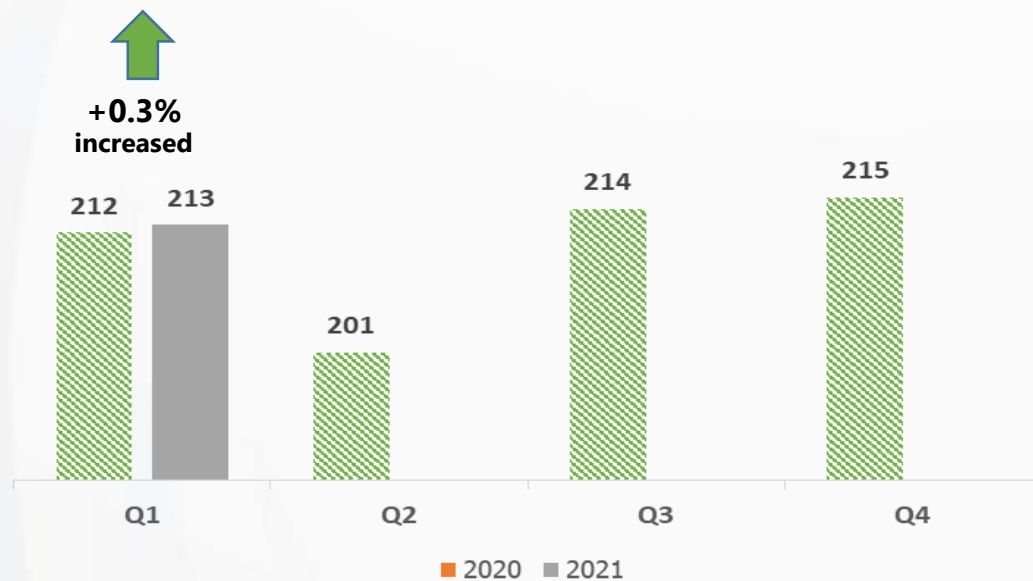


- Core business revenues has been growing continuously even facing the challenging of COVID-19
- Top-line sales revenue in 1Q 2021 gained with positive growth at 1.7%

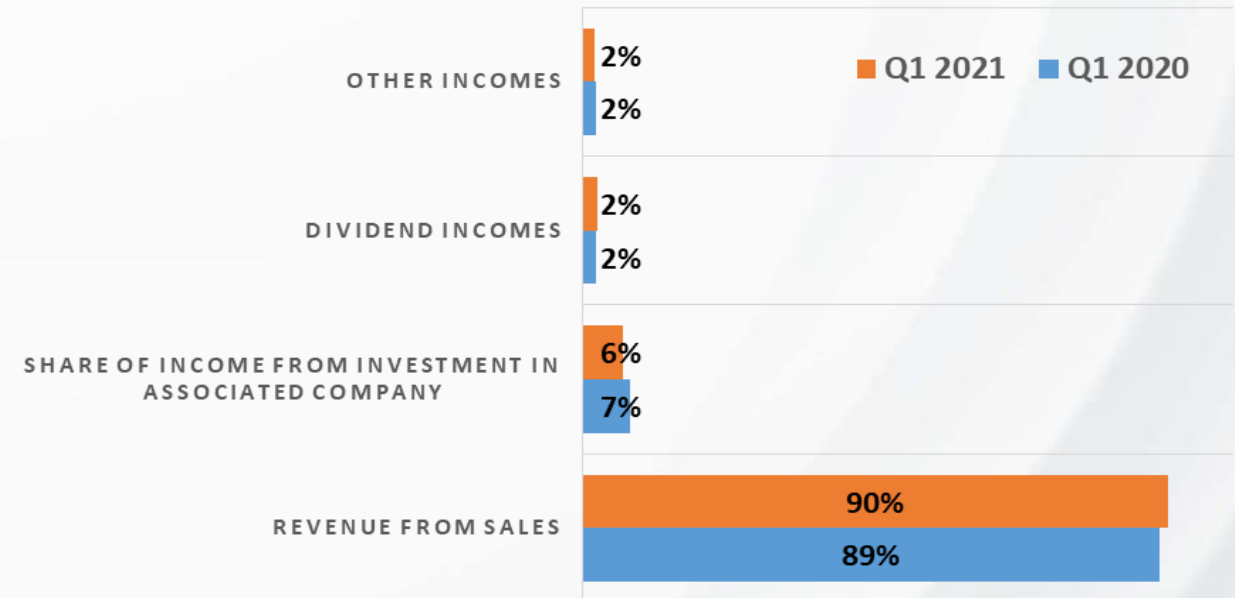
Total Revenue 1Q 2021

Sales revenues increased in 1Q 2021 resulting the total revenue in 1Q 2021 gained

Quarterly total revenue 2021 (MB)



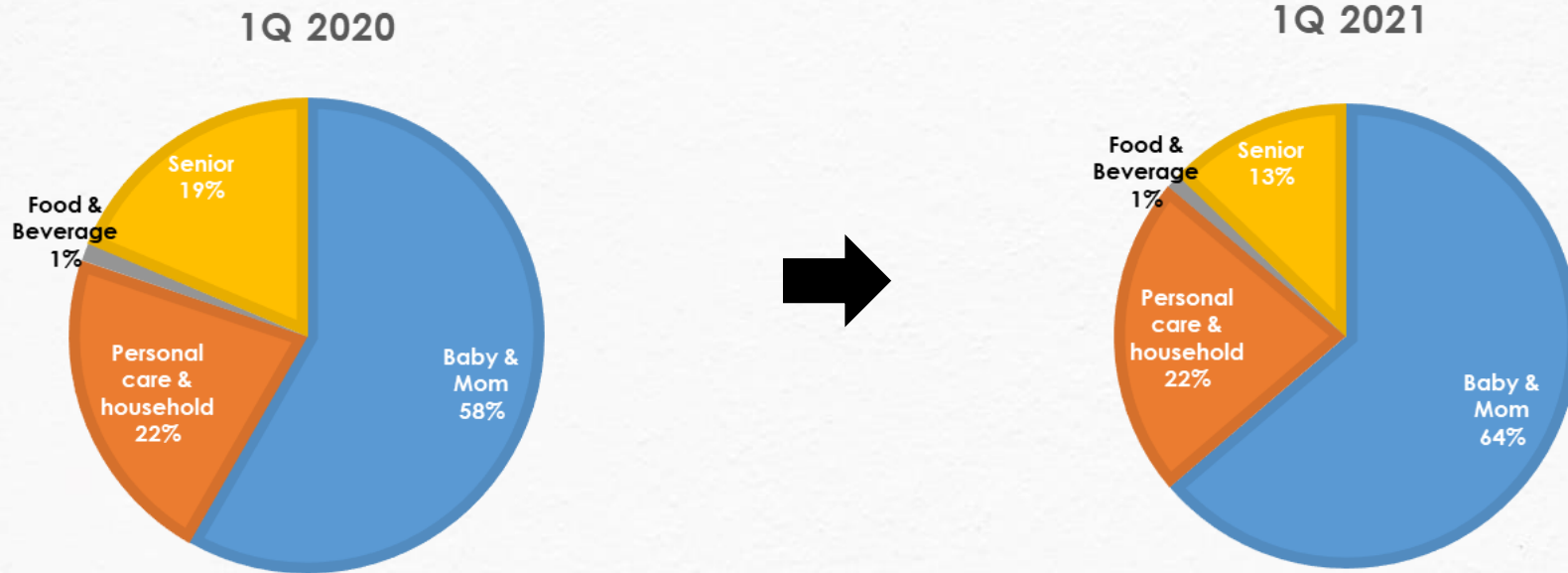
Revenue breakdown



- Revenues from operating increased by 1.7% while share of income reduced resulting 1Q 2021 total revenues par
- Baby & mom products sales rebound and hit growth at 6% in 1Q 2021 while share of income from associated company reduced 16.8% resulting from associated company performance declined

Product Portfolio

Better balance product portfolios to ensure positive bottom-line

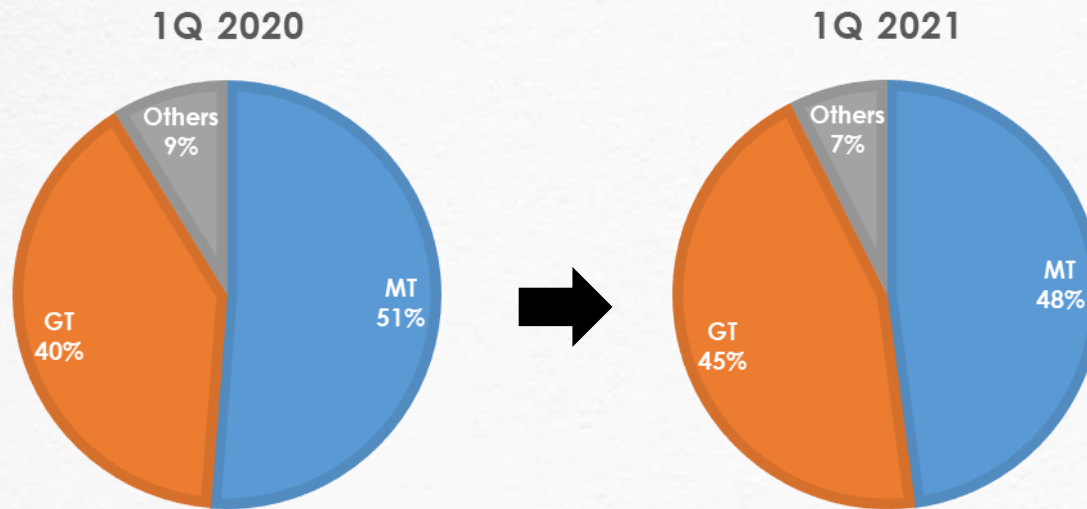


Key summary:

- Enhance the potential portfolio of baby & mom leading the contribution increases from 58% to 64% in 1Q 2021 mainly from last year COVID 19 impact in Mar and baby & mom demand rebounded with new product launched this year.
- Personal care and Household could maintain the contribution at 22%.

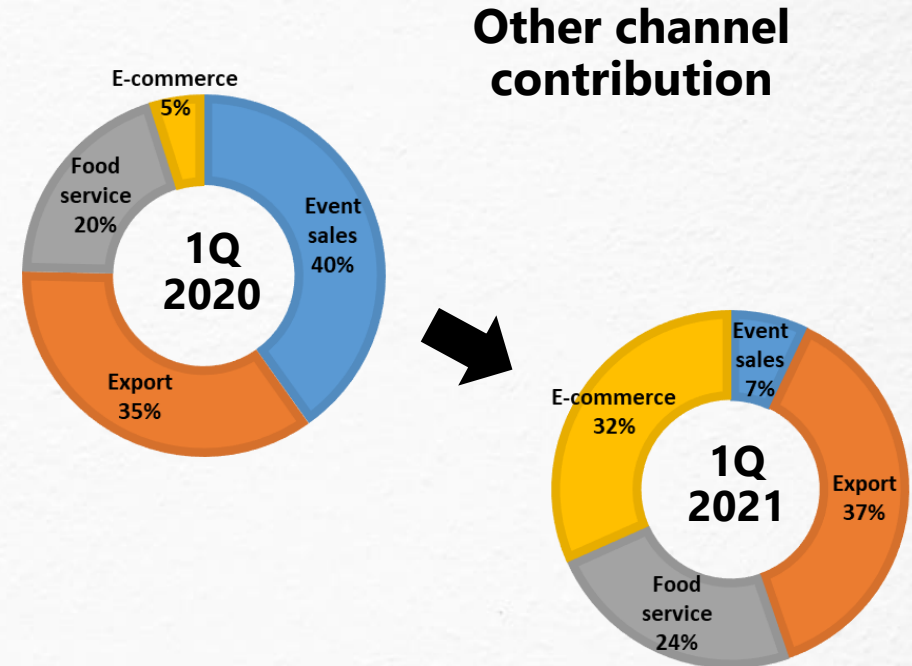
Channel Contribution

Growing trend in opportunity channels



Key summary of channel management

- Modern trade sales has negative growth -9%, the contribution reduces from 51% to 48% mainly from traffic declining in Department stores & hypermarket during the pandemic period.
- General trade sales growth +9% from last year, the contribution increases to 45% compared to 40% of last year.

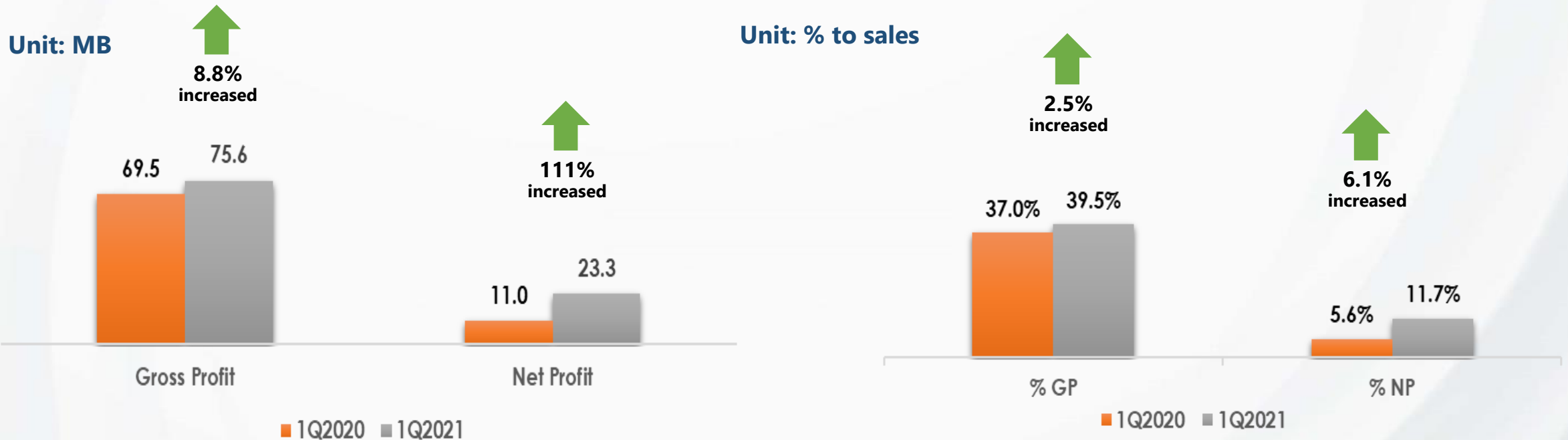


Opportunity channels:

- Food service, E-commerce and export growth 9% and 565% and 22% vs last year.
- E-commerce significantly growth with more focus and expand platform to Shopee & Lazada.

Profitability Highlight 1Q2021

Outstanding performance from operation with profit increased



- Gross profit increased with product mix balanced.
- Net profit increased 111% from 1Q 2020 resulting from better control of expenses both selling and administration to align with top-line by focusing on ROI and productivity

Key highlight from 1Q 2021 Performance


+1.7%
increased

New product of own brand, Baby & mom sales and E-commerce channel expansion to market place platforms made the positive impact to total sales revenue vs last year with COVID 19 impact.


increased

Channel and market expansion such as digital channel (growth 565%), export (growth 22%) and general trade (growth 9%) could maintain growth from the sales declining of key customers in MT during the pandemic.


-13%
decreased

SG&A decreases 10.5 MB, -13% from last year by focusing on ROI of selling activities, lean operation to improve productivity and cost saving projects.


+111%
increased

Net profit increases from 11 MB to 23.3 MB or growth +111% from last year.


+4.3%
increased

Cash flow from operation increase +4.3%

Key highlight from 1Q 2021 Performance



Positive impact

- New products launched and market expansion could drive the top line growth performance **(+1.7%)** vs 2020
- Well balanced product mix to maximize gross margin.
- Grow the potential channels (GT, Export, FSS and E-Commerce).
- Improve the effectiveness, spending optimization resulting Selling and Admin expenses reduced by **13%** vs 2020.
- Cash flow from operation and cash on hand position increased.



Negative impact

- Major MT sales impact during pandemic due to traffic in stores declining.
- Share of income from associated company.

Key Performance Indicators



Asset Performance

Cash Cycle	3M/2021	3M/2020	2020
Inventory Turnover	5.37	4.95	5.2
Avg. Inventory	68	74	70
Cash Cycle (Days)	6	3	16



Profitability Performance

Ratios	3M/2021	3M/2020	2020
Gross Profit Margin (%)	39.48	36.96	38.54
EBIT Margin (%)	12.57	5.69	7.49
Net Profit Margin (%)	11.66	5.6	7.13



Company Performance

Ratios	3M/2021	3M/2020	2020
ROE (%)	8.64	5.96	7.27
ROA (%)	7.17	4.56	5.97



Debt Performance

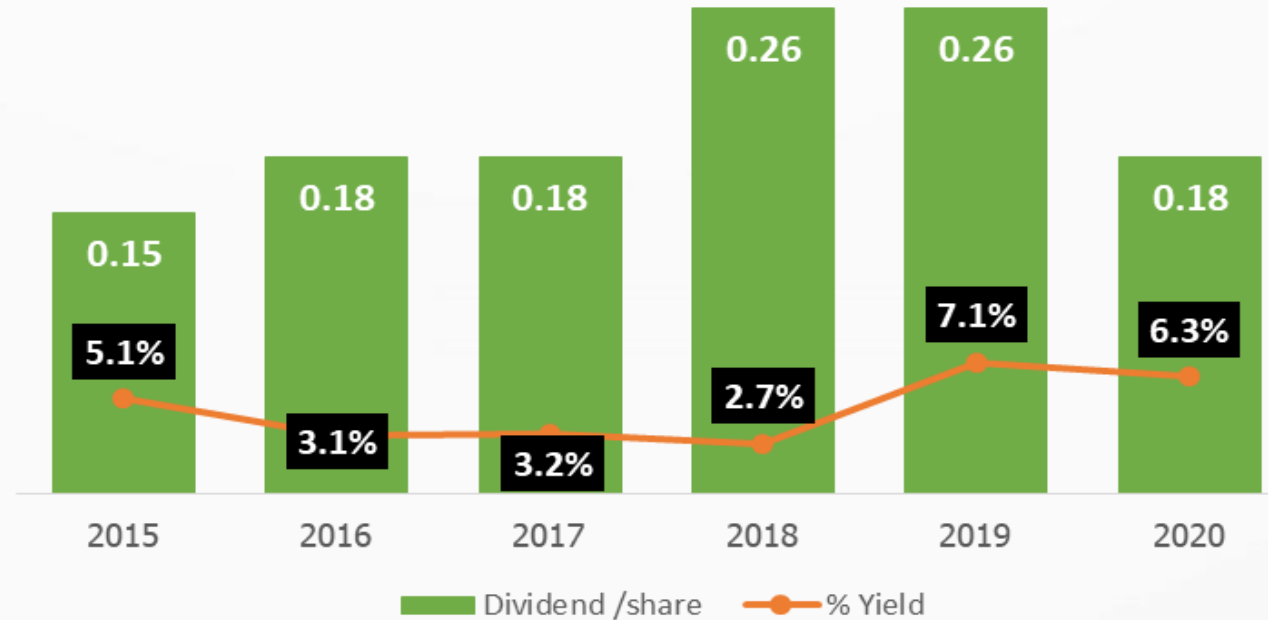
Ratios	3M/2021	3M/2020	2020
Current Ratio (X)	1.95	1.79	1.78
D/E (X)	0.25	0.31	0.26



Earning Performance

	3M/2021	3M/2020	2020
EPS (B.)	0.14	0.07	0.34

Dividend Payment and Yield



The Company has a dividend payment policy of no less than 50% of its net profit after deduction of taxes and legal reserves.

From the past history, we've had positive net profit and continue to pay dividend with the rate over than policy with higher yield than those in same industry.



UNLOCK
POSSIBILITIES
GREATER RESULT

CONTACT US



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Thank You