

Opportunity Day

November 29th, 2022

CREATE
QUALITY
OF LIFE FOR ALL

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Agenda

- Corporate Overview**
- Financial Highlight
- Outlook 2022
- Q&A



Create quality of life for all

Health and wellness

“ We takes great care to offer superior-quality products in response to consumer needs to enhance the well-being of the whole family. our core competency is marketing and distribution with the network in all channels.”

เราคัดสรรสิ่งที่ดีที่สุดสำหรับทุกช่วงวัยให้กับ
คนที่คุณรักและห่วงใย

WHO ARE WE



+40 years
history in
Distributor &
Manufacture
Businesses

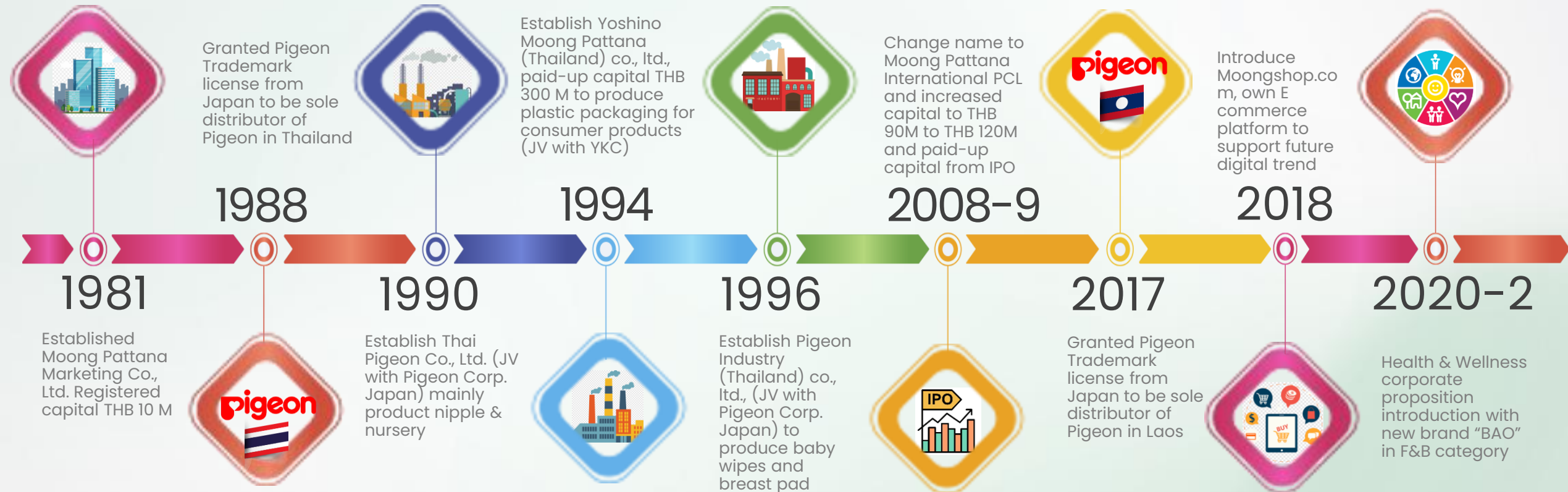
**160 well
experience
d & fully
passionate
employees**

**FMCG
distributor
Owned and
managed by
Thais**

**Leading
position** in
most
product
portfolios

+10 years
Listed Company
In **Thailand
Stock Market
(mai)**

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.



SET Awards 2022 Business Excellence - Outstanding Investor Relations Awards

บริษัท มุ่งพัฒนา อินเตอร์เนชั่นแนล จำกัด (มหาชน)

ได้รับการประเมินด้านการกำกับดูแลกิจการที่ดีในระดับ "ดีเลิศ"



Received an Excellent CG rating of 5 stars since 2019

Year 2019-2022 Winner's Award



Amarin Baby & Kids Awards 2022



Strictly confidential

Health and Wellness Portfolio

We give the highest priority to
delivering value to consumers

Health and Wellness Portfolio

Baby & Mom

- +Breastfeeding support
- +Mother care/BW
- +Baby development
- +Oral care
- +Baby Toiletries
- +Baby pad
- +Milk powder



Personal Care

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



Food and Beverage

- +Milk tablet
- +Healthy snack
- +Herbal drink
- +Baby food
- +Mineral water



Senior Product

- +Diaper and wipe
- +Adult pad



Strictly confidential

Own Brand Portfolio

Personal Care, Household, Food & Beverage



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Distribution Business

Principal's Brand Portfolio

Baby & Mom



Food & Beverage



E-commerce only

Personal care & Household



Senior

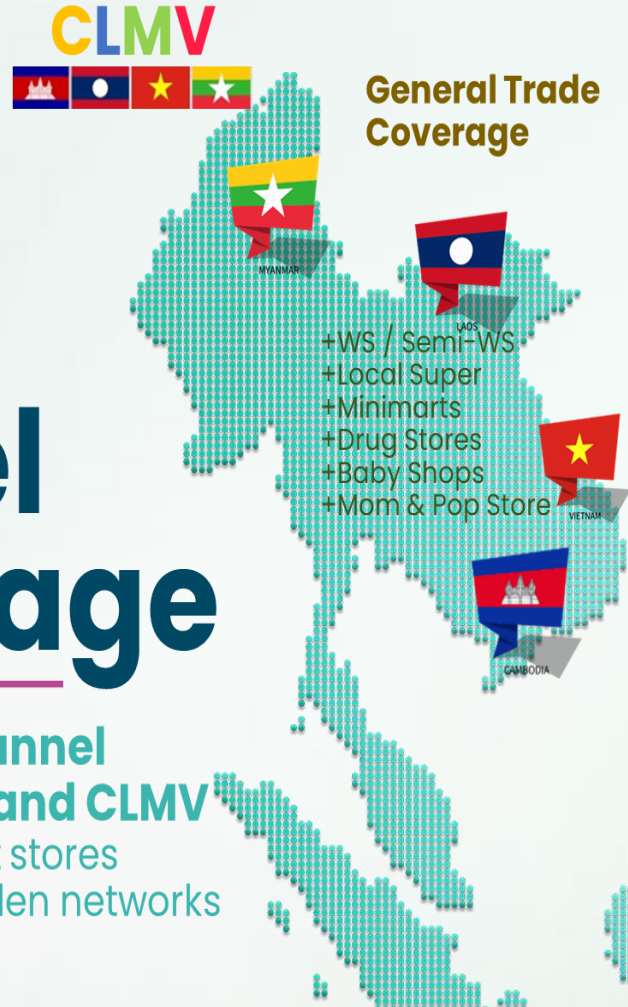
MÜMU



Distribution Networks Both Offline and Online

Channel & Coverage

Mass to premium channel coverages domestic and CLMV
Baby shops & Department stores coverage is making us widen networks vs others



Modern Trade Cover 100%

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

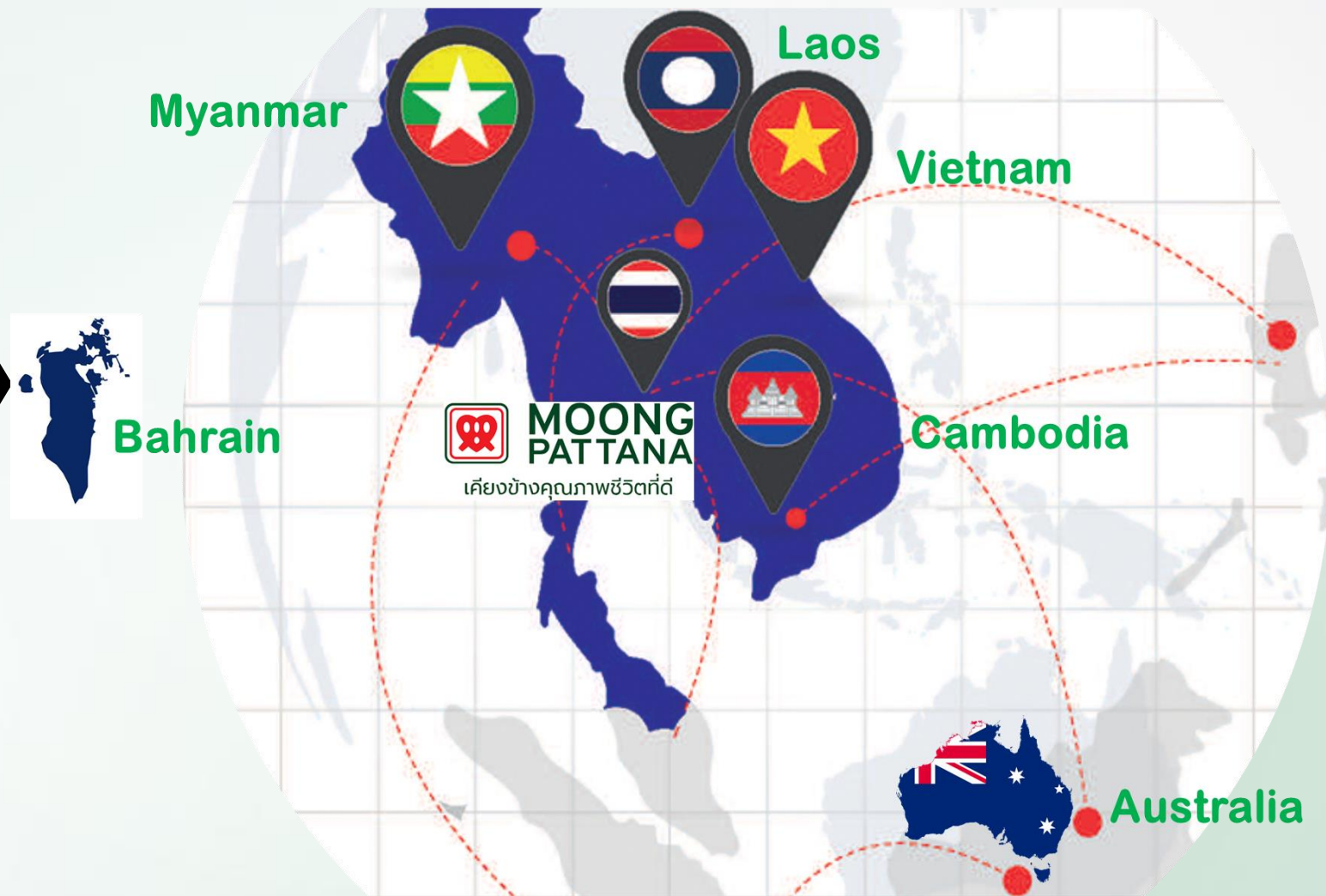


Special & Food Service

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



International Market Expansion



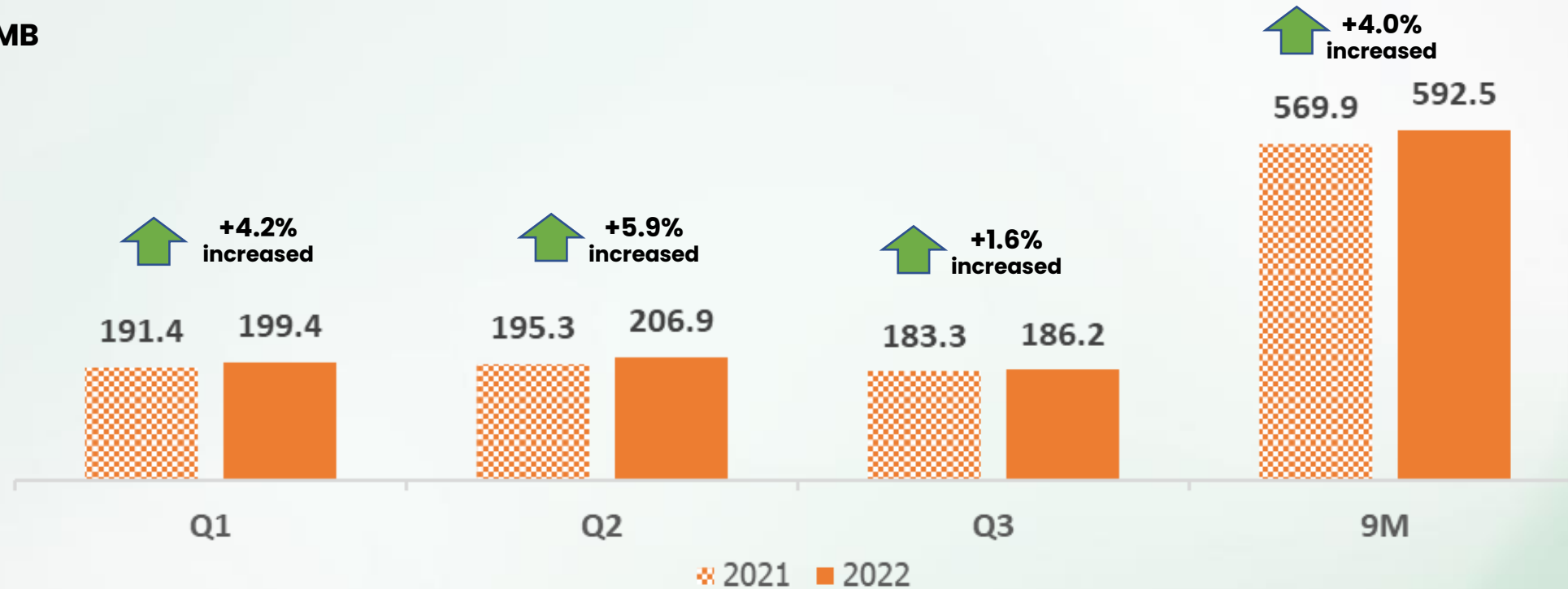
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Revenue from sales Q3 & 9M 2022

Core business revenues achieved 1.6% growth in Q3 2022 and 4.0% in 9M 2022

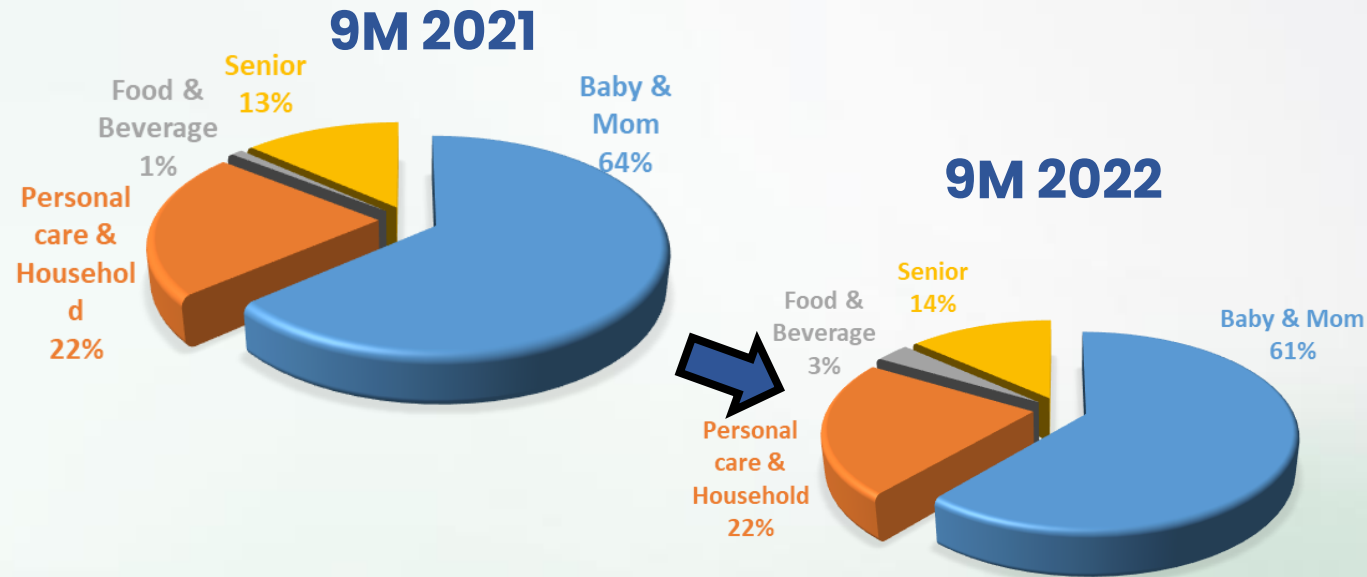
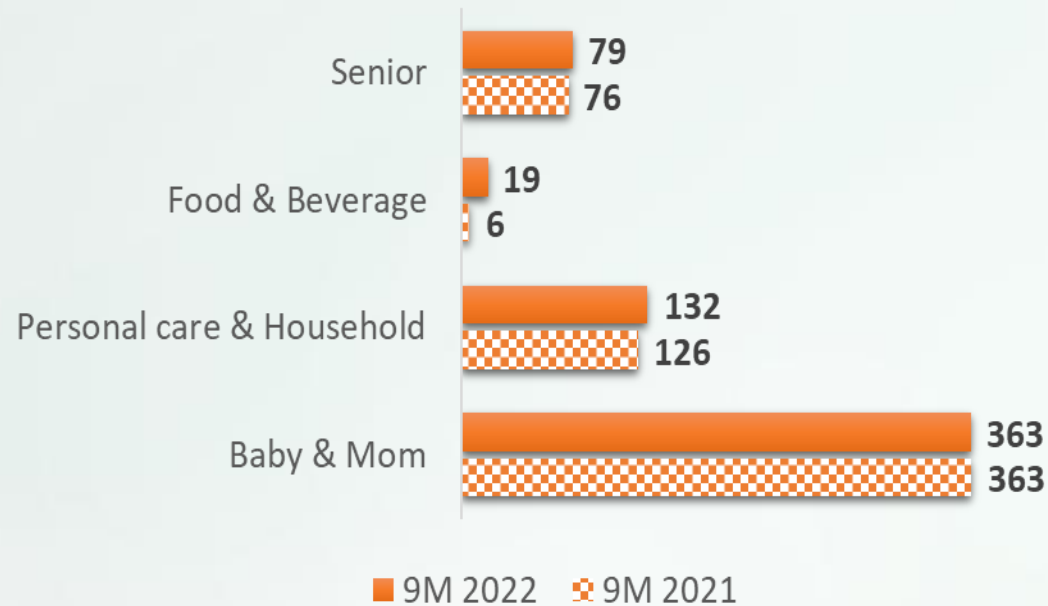
Unit: MB



Key growth driven is new product and new business especially sales in Ecommerce and Modern trade rebounded

Product Portfolio

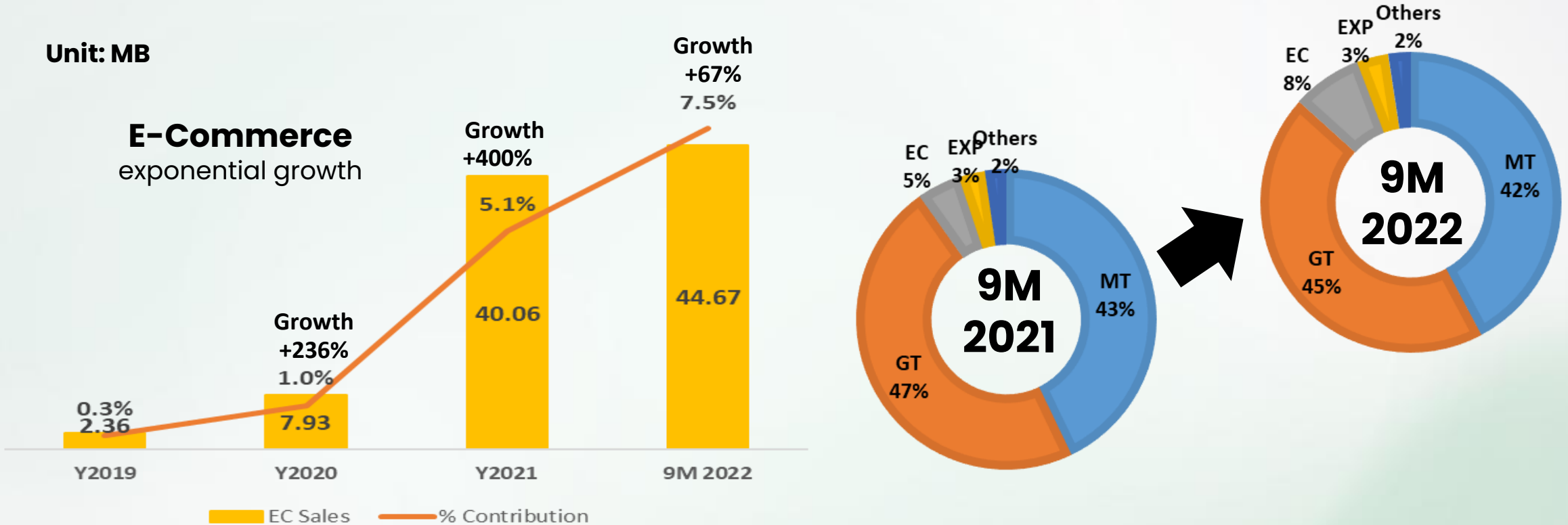
Balance product portfolios to maximize %GP



Food & Beverage sales grew >2 times from new products and new business launched in 2022. The other categories achieved slightly growth leading contribution increased from 1% to 3%.

Channel Contribution

Grow contribution of E-Commerce and Export



- Opportunity channels driving growth, E-commerce significantly grew +67% in 9M 2022 vs last year and contribution increased from 5% to 8%.
- International Market Expansion both territories and product categories caused Export sales grew 23% vs last year.

Total Revenue Q3 & 9M 2022

The total revenue gained from core business operation

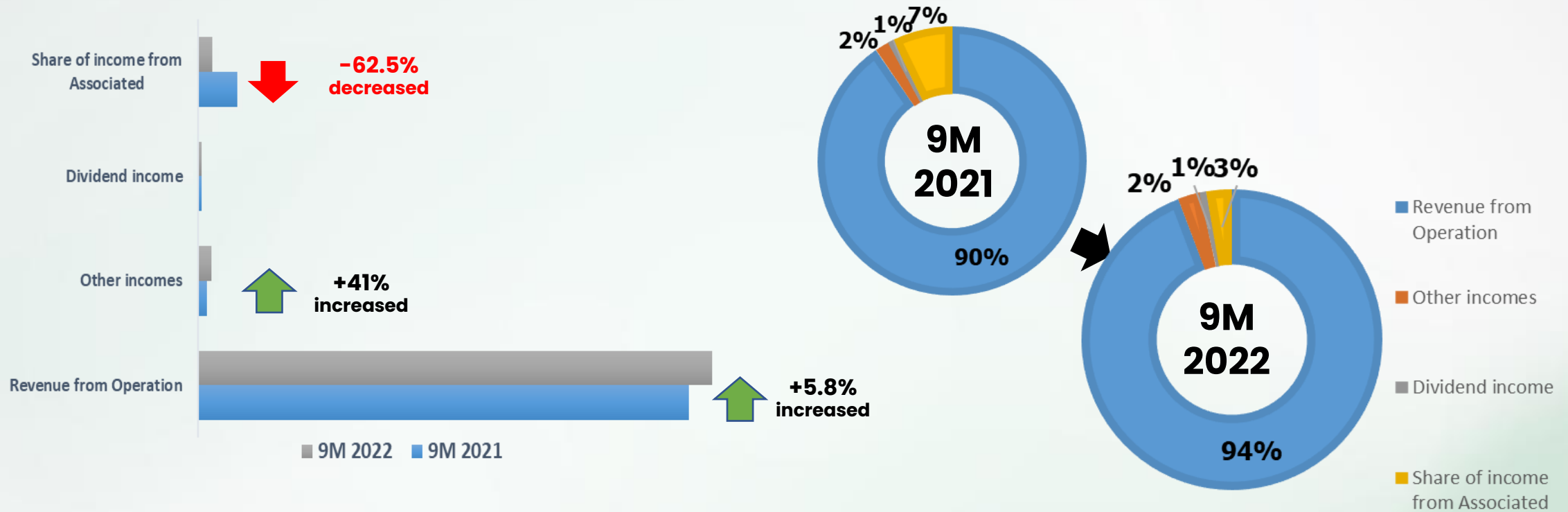
Unit: MB



- Total revenue in 9M 2022 slightly gained +0.5%
- Positive gained from core business operation gained 4.8% consist of sales revenue increased 4.0% and revenue from 3PL service increased 106% (3PL service start in May 2021)
- Share of income from associated company declined **-62.5%**

Revenue Structure

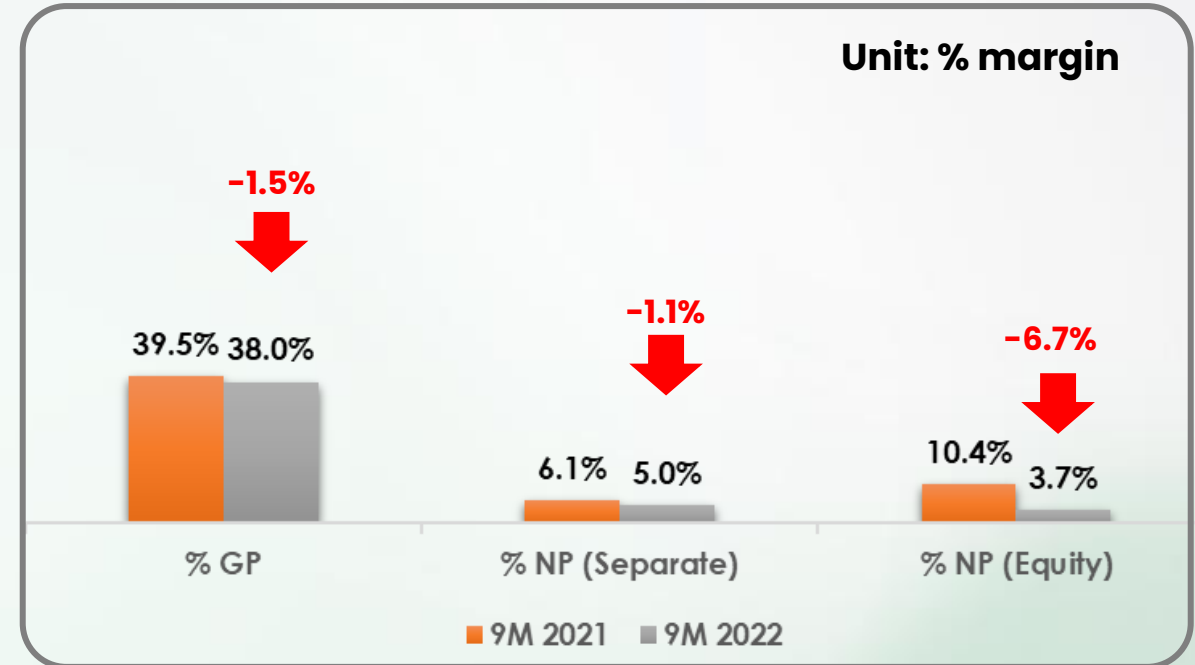
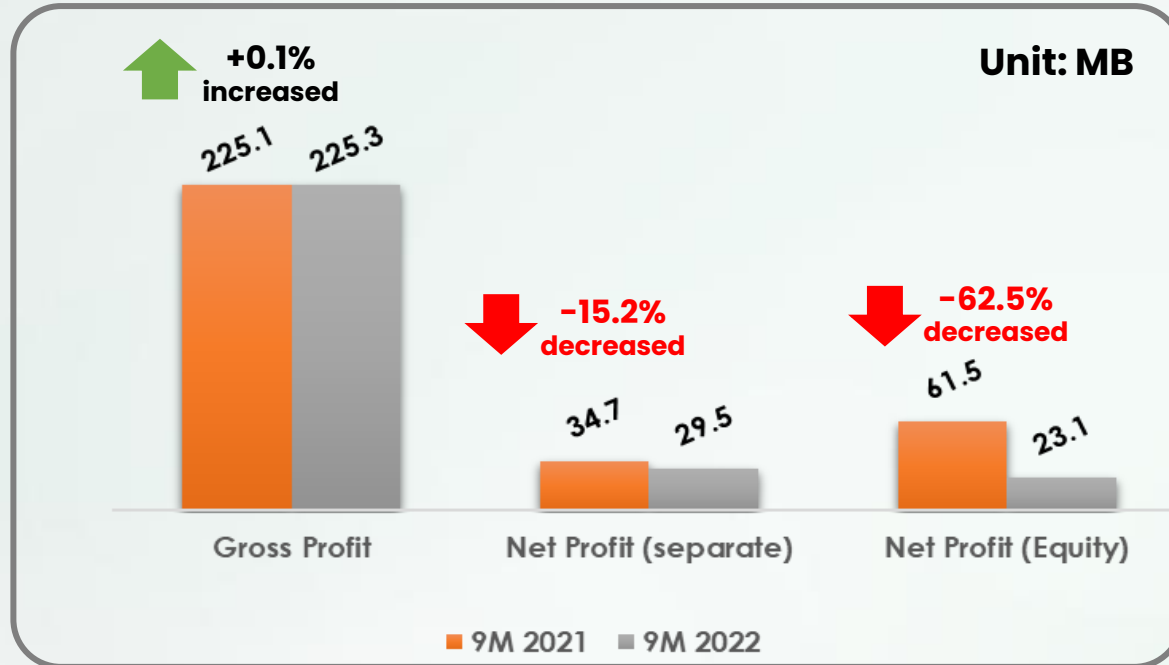
Revenue from operation gained from Sales and 3PL service



- Revenue from operation gained by sales revenue and 3PL service growth resulting the contribute increased to from 90% to 94%
- Other incomes grew 41% from last year mainly from selling assets.
- Share of income from investment in associated company decrease 62.5% impact to contribution reduce from 7% to 3%.

Profitability Highlight 9M 2022

Core business operation impact from high product & operation cost



- Cost of goods sold increased impact to % gross profit slightly decreased from 39.5% to 38.0%.
- Gasoline price increase 15-20% vs last year resulting logistic & transportation cost increased and selling expenses increased impact net profit (separate method) decreased 15.2% from last year.
- Net profit (equity method) decreased 62.5% mainly from share of income of associated company declined 59.1%.

Core Business impact from economic slow down while product & operation cost increased but still maintain Good Cash Flow Management



increased

Revenue from Operation in 9M 2022 growth +4.0% resulting from economic slowdown during pandemic impact but new product and new business help driving growth.



increased

Well balanced of channel and market expansion is key growth driven such as digital channel and export market (growth 67% and 23% for digital & export market).



decreased

Net profit (separate) decreased from 34.7 MB to 29.5 MB or decreased 16% mainly from gasoline cost impact high logistic cost and selling expenses increased.



decreased

Net profit (Equity) decreased from 61.5 MB to 21.1 MB or decreased -62% from last year resulting from associated company's performance.



increased

Cash flow from operation increased 9.7 MB or +8.5%.

Key Performance Indicators – Strong Financial Position (Cash & Liquidity)



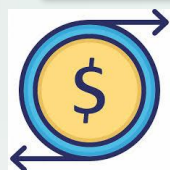
Asset Performance

Ratios	9M/2022	9M/2021	2021
A/R Turnover (Times)	5.21	4.56	4.36
Avg. Collection Period	70	80	84
Inventory Turnover	5.33	4.55	5.46
Avg. Inventory Period	69	80	67



Profitability Performance

Ratios	9M/2022	9M/2021	2021
Gross Profit Margin (%)	38.90	39.50	39.19
EBIT Margin (%)	4.15	11.00	10.61
Net Profit Margin (%)	3.71	10.42	10.12



Company Performance

Ratios	9M/2022	9M/2021	2021
ROE (%)	4.16	8.36	8.88
ROA (%)	3.54	6.95	7.29



Debt Performance

Ratios	9M/2022	9M/2021	2021
Current Ratio (X)	1.86	1.78	1.76
D/E (X)	0.27	0.26	0.29



Earning Performance

	9M/2022	9M/2021	2021
* EPS (B.)	0.07	0.18	0.25

Note: * Par changed from 1.0 Baht to 0.5 Baht

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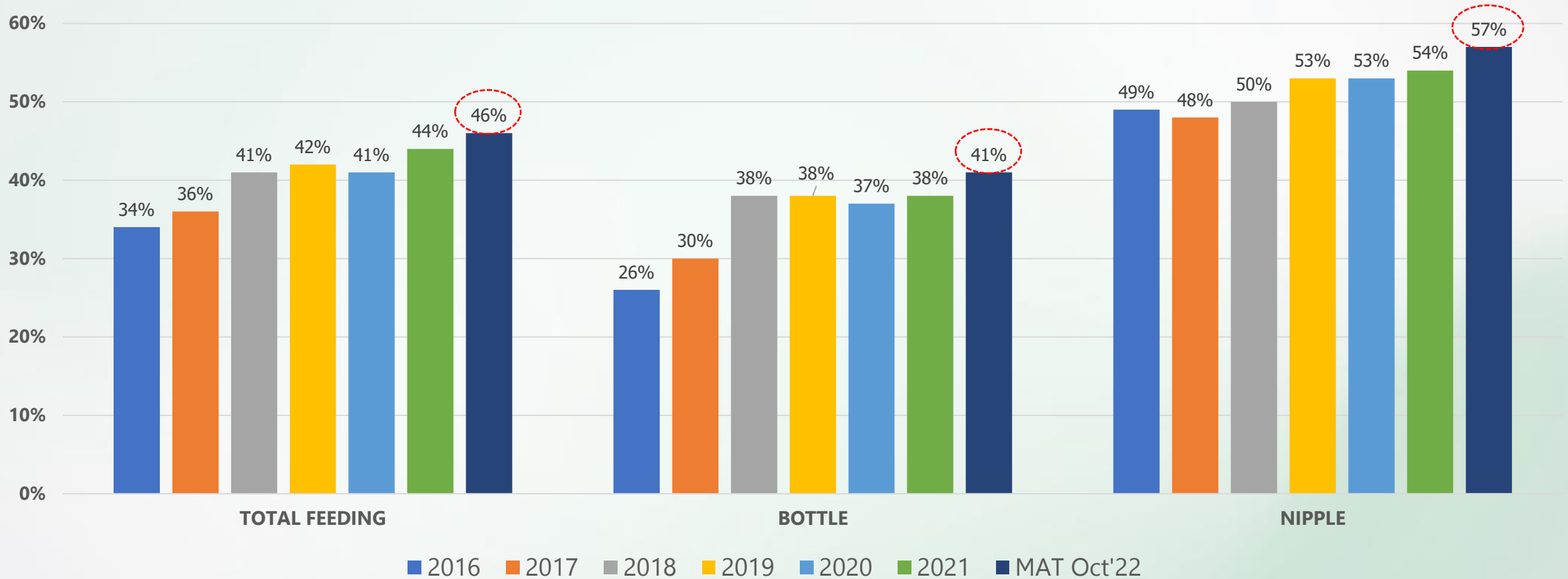
Outlook 2022



PIGEON PERFECTLY MARKET LEADER IN FEEDING CATEGORY



%Market Share (Value)



Secure The Good Performance in 2022



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 including M&A to keep Top-line growth



Manage risk factors impact to Gross Profit and effectively expenses control to secure bottom line

New Products Launched in Q3 & Q4 2022



New Liquid Cleanser

Dry Shampoo Foam



PPWN Bear Rabbit



New Business Q3 2022

Expansion of personal care portfolio



สสารสกัด ถั่วเฮเซลนัท

หน้าไม่มัน ไม่อุดตัน

หน้าไบร์ท ผิวเนียนนุ่ม

เนื้อ กลิ่น เบาอ่อนโยน

359฿

แบบกระปุกใช้ได้นาน

Hazel Cream Snow Moisturising Cream

Hazel Snow Body Moisturizer & Sunscreen



FUJI HAZEL SNOW MOISTURIZER & BEAUTY PRODUCT

Strictly confidential



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**



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THANK YOU



**MOONG
PATTANA**

เคียงข้างคุณภาพชีวิตที่ดี

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