

Opportunity Day Q3 & 9M 2023

Nov 30th , 2023

CREATE
QUALITY
OF LIFE FOR ALL

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Agenda

- ☐ **Corporate Overview**
- ☐ Financial Highlight
- ☐ Outlook 2023
- ☐ Q&A



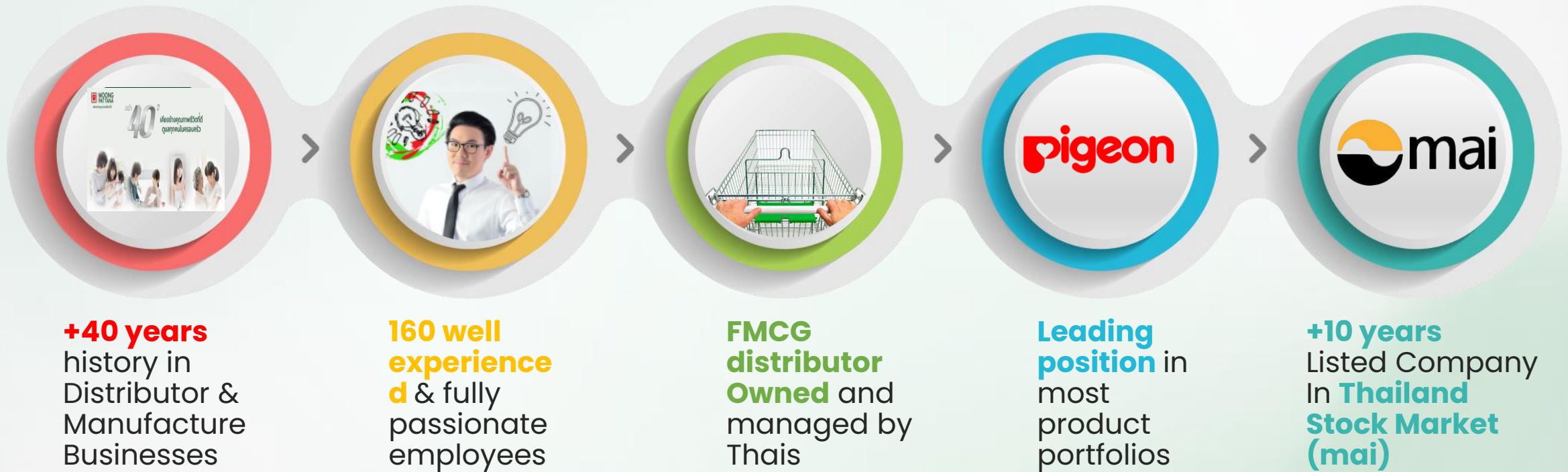
Create quality of life for all

Health and wellness

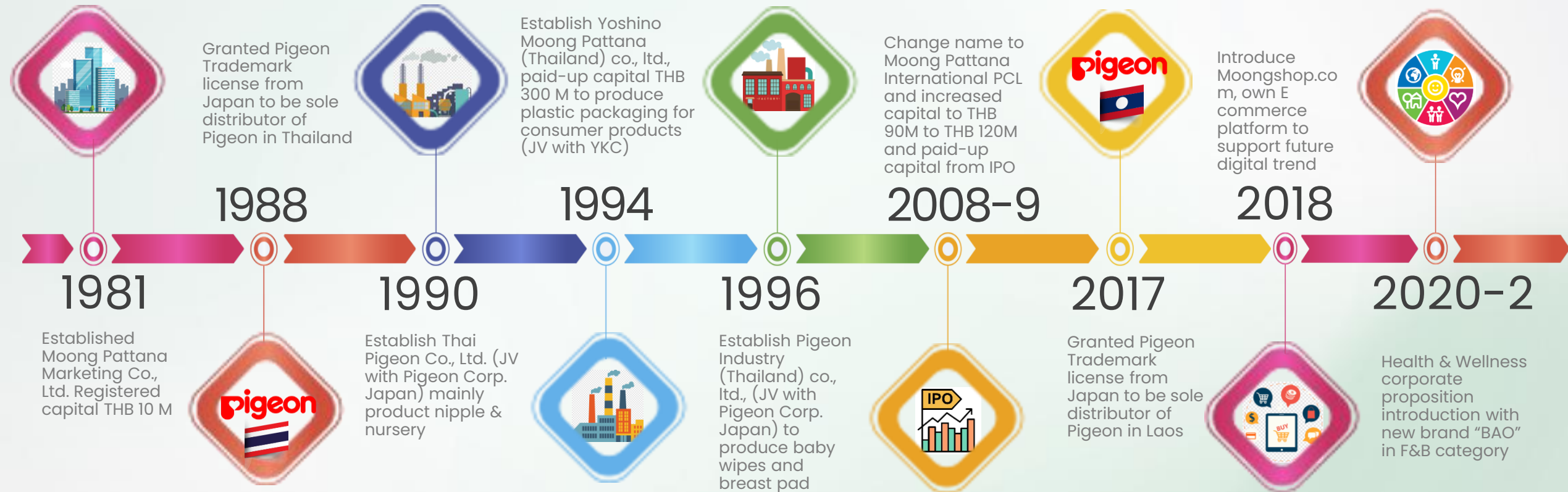
“ We takes great care to offer superior-quality products in response to consumer needs to enhance the well-being of the whole family. our core competency is marketing and distribution with the network in all channels.”

เราคัดสรรสิ่งที่ดีที่สุดสำหรับทุกช่วงวัยให้กับ
คนที่คุณรักและห่วงใย

WHO ARE WE



Our Milestones



Awards and recognitions

We have
recognized in key
areas of
excellences

Awards of Excellence



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



**Received an Excellent CG
rating of 5 stars since 2019**



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

Awards of Excellence



SET Awards 2022–2023 Business Excellence – Outstanding Investor Relations Awards

กรอบการพัฒนาอย่างยั่งยืน (ESG Framework) ตามแนวทาง SDGs

คัดสรรสิ่งที่ดีที่สุดสำหรับทุกช่วงวัยให้กับคนที่คุณรักและห่วงใย

Create Quality Of Life for All



สร้างจิตสำนึกด้านการ
อนุรักษ์สิ่งแวดล้อม

- Process Efficiency (Zero Waste)
- Eco Friendly
- Waste Management
- Green sourcing (Product & Packaging)
- Green logistic

พัฒนาศักยภาพและคุณภาพ
ชีวิตที่ดีของทุกคน

- Employee engagement
- Work life balance
- Compensation & benefit
- Learning development
- Human rights
- Social development
- Community engagement

มุ่งมั่นเป็นส่วนหนึ่งของ
เศรษฐกิจหมุนเวียน

- Good governance organization
- Health and Wellness Products
- Innovation & sustainable products
- Customer centric & insight
- Brand loyalty



ด้านสิ่งแวดล้อม (Environment)

- การดำเนินนโยบายสิ่งแวดล้อม อนุรักษ์ การลดใช้พลังงาน ทรัพยากร และการลดของเสีย
- โครงการปลูกป่าทดแทน



ด้านสังคม (Social)

- การดูแลและปฏิบัติต่อพนักงานอย่างเป็นธรรม
- การดูแลความปลอดภัยและอาชีวอนามัยในการปฏิบัติงาน
- การพัฒนาบุคลากรในองค์กรอย่างสม่ำเสมอ
- การดำเนินงานด้านพัฒนาศักยภาพสังคม และสาธารณประโยชน์อื่นๆ
- การเคารพสิทธิมนุษยชน



ด้านธรรมาภิบาล (Governance)

- การดำเนินธุรกิจตามหลักการค้ากับคู่หลักกิจการที่ดี
- การยึดลูกค้าเป็นศูนย์กลาง (Customer Centric)
- การบริหารความเสี่ยงอย่างมีประสิทธิภาพ

Certification by SET

SET ESG Ratings 2023 “Rating A”



Award Winner

Amarin Baby & Kids Awards 2023



**EDITOR'S CHOICE
BEST GENTLE & SENSITIVE HEAD-TO-TOE WASH**

Amarin Baby & Kids Awards 2019–2023



theAsianparent Awards 2021



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/BBW
- +Baby development
- +Oral care
- +Baby Toiletries
- +Baby pad



Baby and Mom

Personal Care

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



Personal Care and Household

Food and Beverage

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



Food and Beverage

Senior Product

- +Diaper and wipe
- +Adult pad
- +Toiletries



Senior

Strictly confidential

Own Brand Portfolio

Personal Care, Household, Food & Beverage



Strictly confidential

Distribution Business

Principal's Brand Portfolio

Baby & Mom



Personal care & Household



Food & Beverage



Senior



Distribution Networks Both Offline and Online



General Trade Coverage

- +WS / Semi-WS
- +Local Super
- +Minimarts
- +Drug Stores
- +Baby Shops
- +Mom & Pop Store



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
- +Dental Clinics

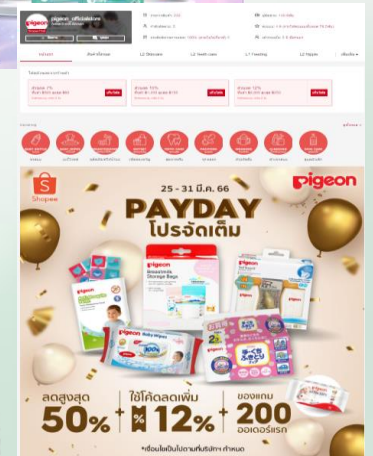
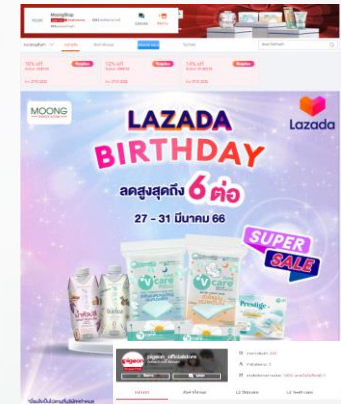
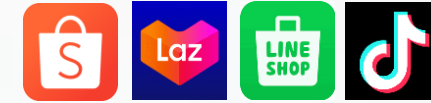


Channel & Coverage

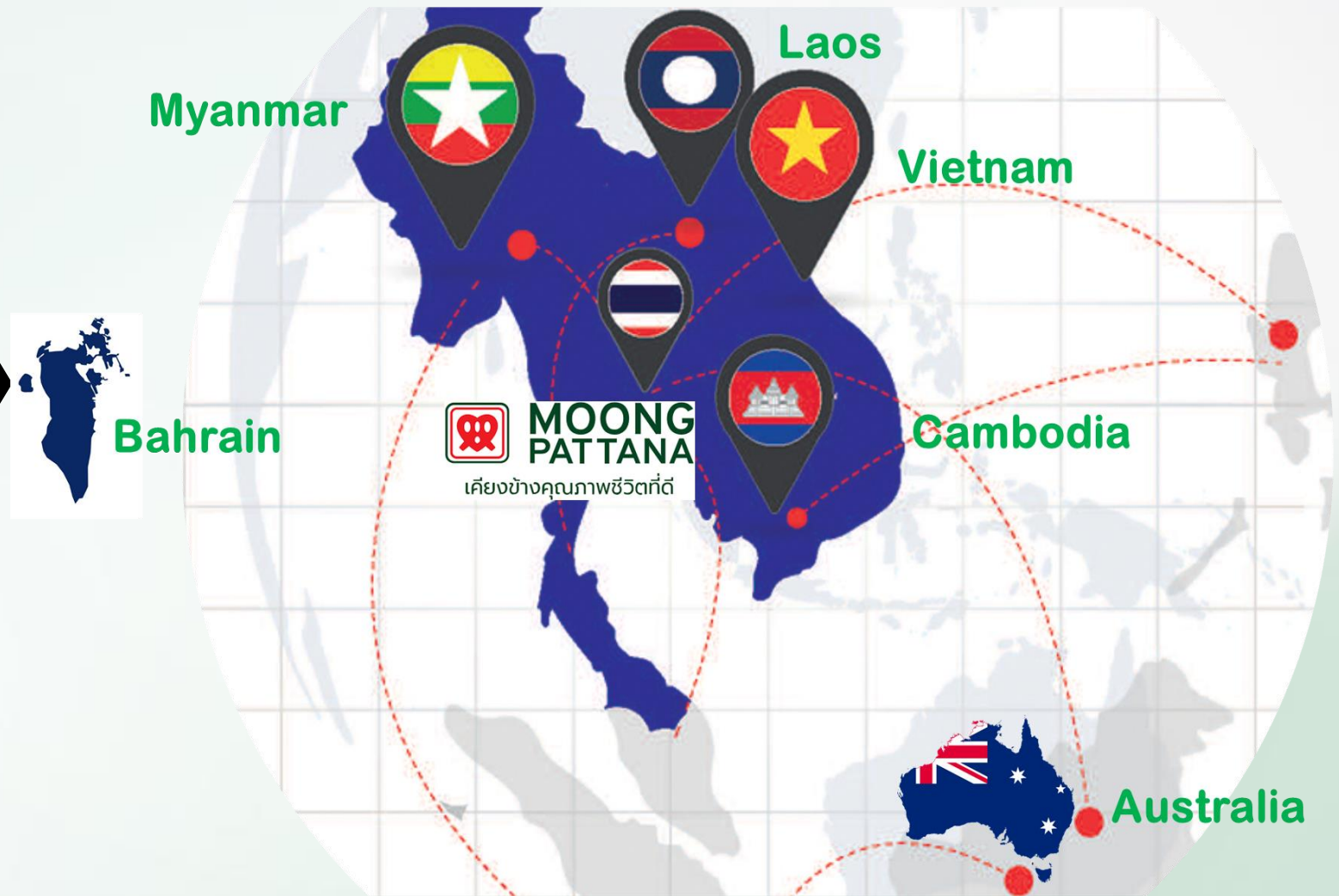
Mass to premium channel coverages domestic and CLMV

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

Own website, Online & Social platform



International Market Expansion



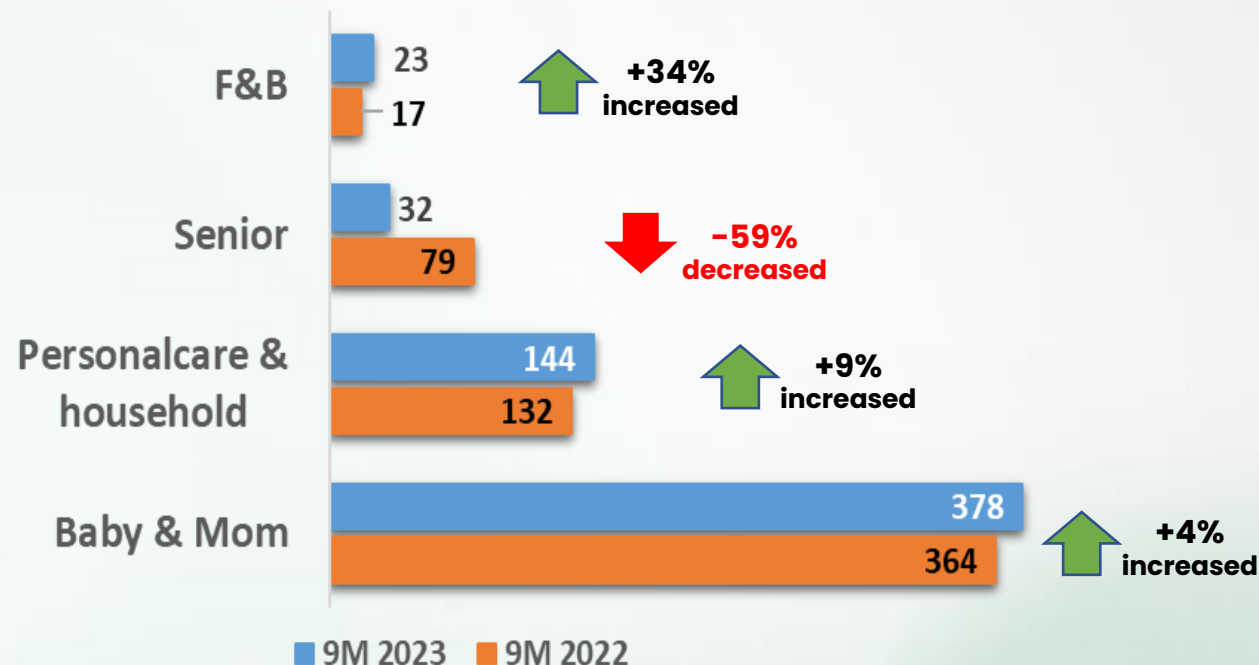
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Revenue From Operation Q3 & 9M 2023

Q3 core business revenues growth 5%, gradually recover the impact of non profitable products discontinued since Q1

Unit: MB



- 9M 2023 sales dropped vs. last year impact from balancing portfolio, discontinued the non profitable products, however, gradually rebounded in Q3.
- Baby and Mom grew 4% while key potential categories of F&B double digit growth, and new products launched minimize the negative impact of discontinued sales lost.

Potential Categories are The Key Growth Engine

New products and channel expansion are the key success

Personal care and Household

+51%
vs. 2019



Personal care and household expect to grow + 15% in Y2023 vs. last year or +51% vs. Y2019, new products and new businesses launched last year are the key drivers.

Food and Beverage

+323%
vs. 2019



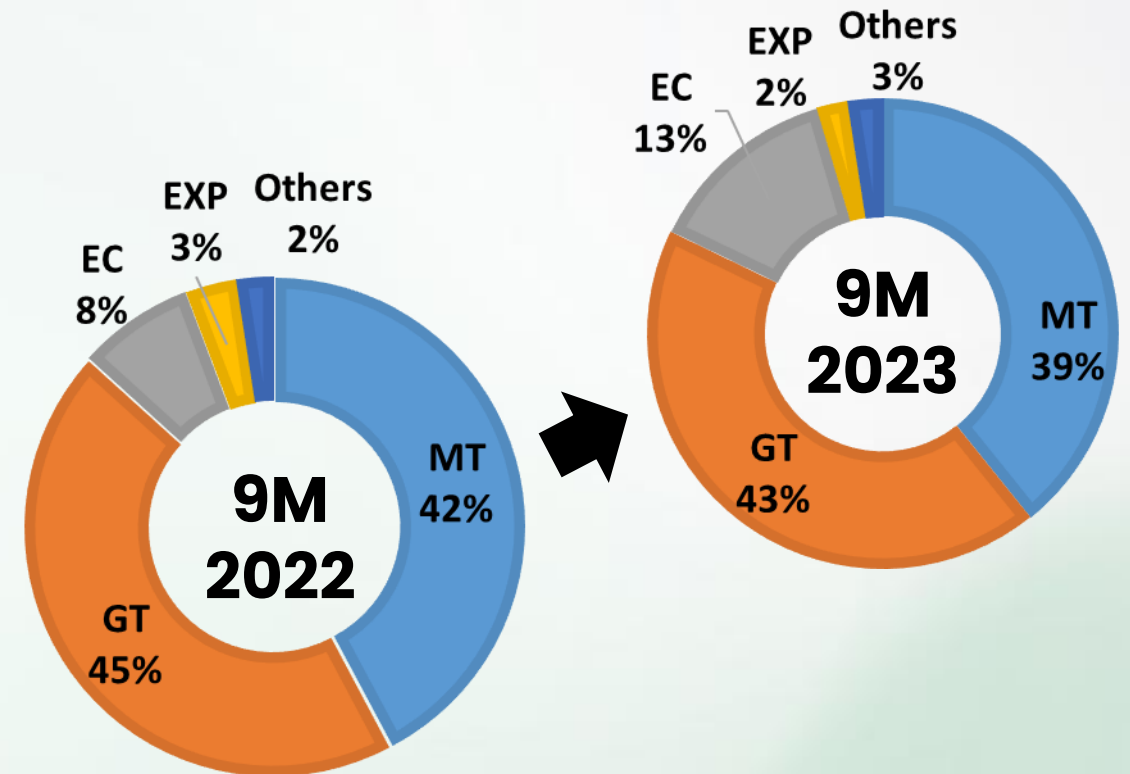
Food & beverage continues growing and expects to achieve growth of +82% in Y2023 vs. last year or +323% vs. Y2019. BAO is growth driven and well-accepted by consumers.

Channel Contribution

E-Commerce is continue growing

Unit: MB

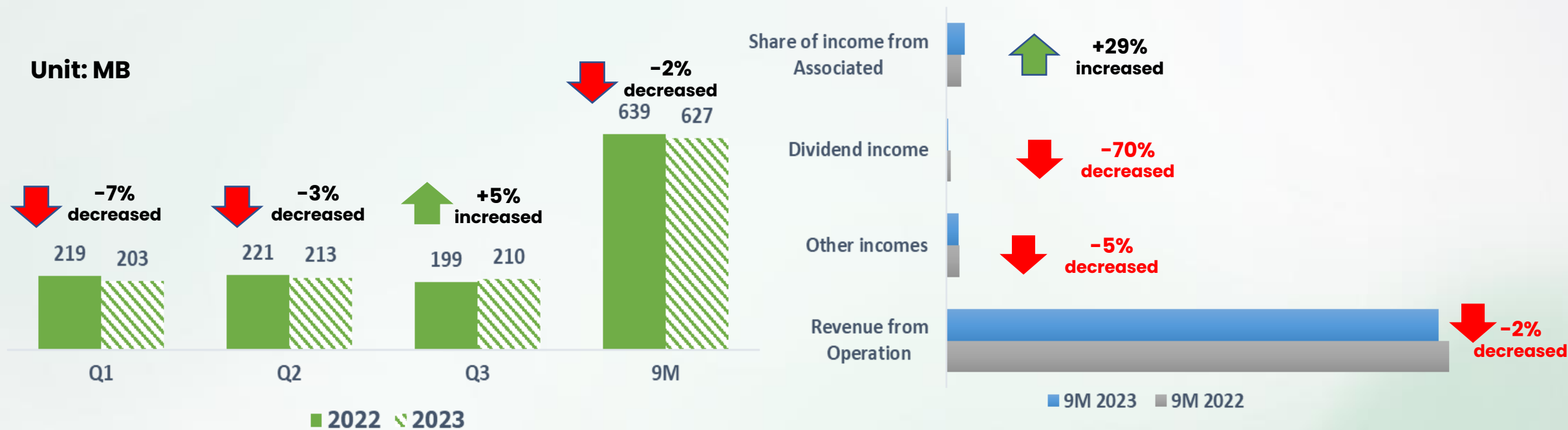
E-Commerce
exponential growth



- Export contribution dropped due to the high inflation and low purchasing power in Laos.
- E-commerce significantly grew positively 72% vs last year and its contribution has increased from 8% to 13% resulting from investing on media, promotion and expansion to new social platforms.

Total Corporate Revenue Q3 & 9M 2023

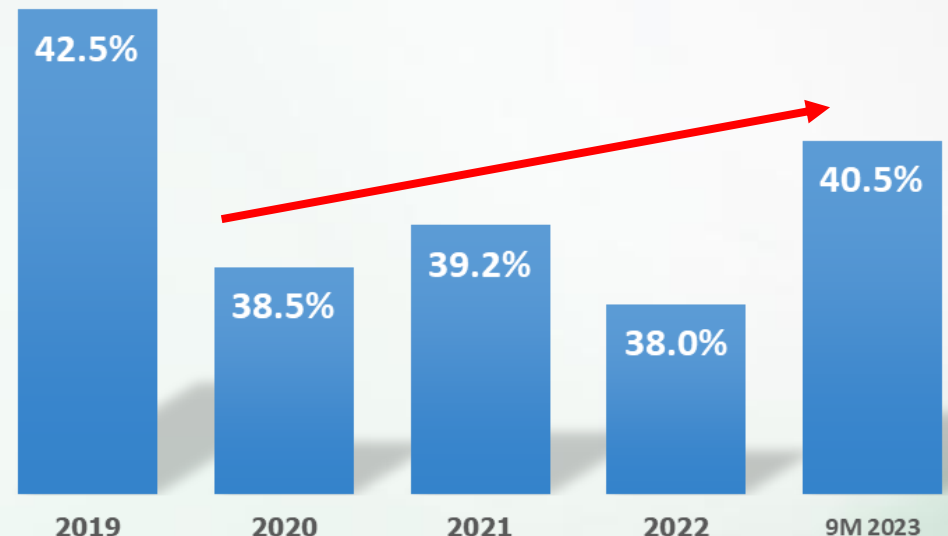
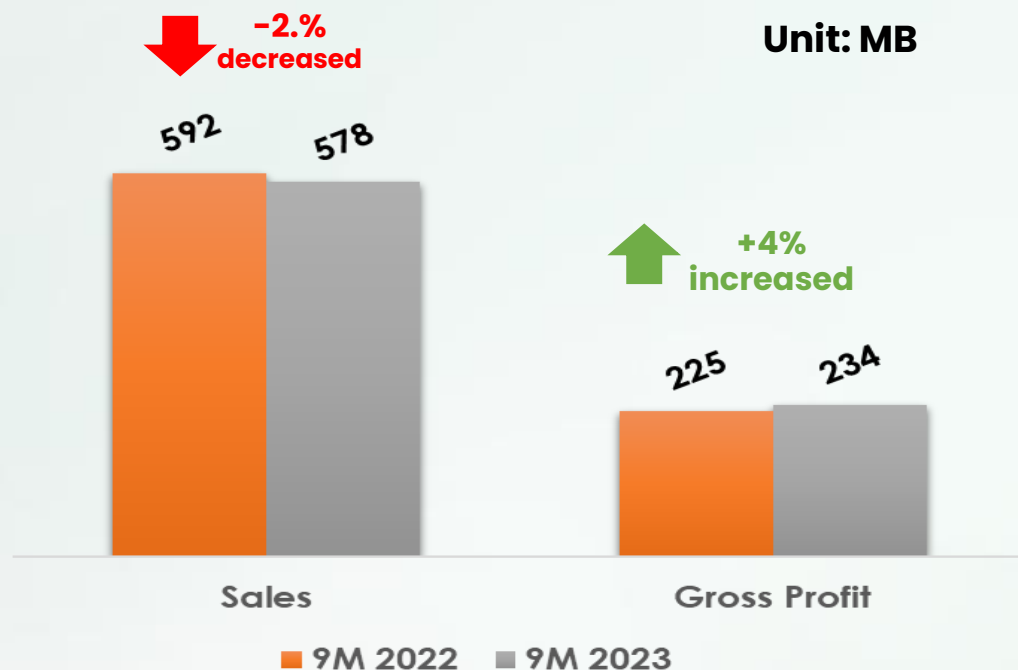
Q3 gained from core business rebounded but 9M still declined



- Core business operation consisting of sales revenue decreased by -2%, and income from 3PL service increased by 12%
- Share of income from associated company increased by 29% and dividend income dropped 70%.

% Gross Profit Margin Rebound to 40.5%

Well Balance product portfolio improving %GP



- Sales declined by 2% while the gross profit gain 4% from last year, well managed product portfolio mix improving the gross profit.
- Discontinue some low-margin products impact sales loss but better overall margin.
- 9M 2023 % GP rebounded to 40.5% even though the product cost increased.

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



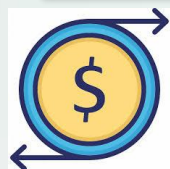
Asset Performance

Cash Cycle	9M/2023	9M/2022	2022
A/R Turnover (Times)	5	5	4
Avg. Collection Period	75	70	84
Inventory Turnover	6	5	6
Avg. Inventory Period	63	69	59



Profitability Performance

Ratios	9M/2023	9M/2022	2022
Gross Profit Margin	40.51	38.9	37.96
EBIT Margin (%)	6.09	4.15	4.84
Net Profit Margin (%)	5.44	3.71	4.3



Company Performance

Ratios	9M/2023	9M/2022	2022
ROE (%)	4.26	4.16	3.35
ROA (%)	3.8	3.54	2.96



Debt Performance

Ratios	9M/2023	9M/2022	2022
Current Ratio (X)	1.97	1.86	1.93
D/E (X)	0.26	0.27	0.26



Earning Performance

	9M/2023	9M/2022	2022
* EPS (B.)	0.1	0.07	0.11

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Outlook 2023



Secure The Good Performance in 2023



Pigeon as No. 1 in Feeding market share with new products to ensure the growth of baby & mom category

Catch up the growth of other potential categories in BB & mom
Grow 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 keep exploring M&A opportunity to grow Top-line



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

Key Challenges and Priorities in Q4 2023

Low purchasing power and uncertainty of economics situation

- Ensure top line sales growth through online channels for baby and mom category.
- Expand distribution of key strategic products and new products.
- Product portfolio shift and transition, capture the growth of F&B, Senior to balance sales lost of nonprofitable products.
- New business launch.
- Rebound growth in Laos and expand new market for “Bao” beverage
- Continue exploring M&A project.



Manage risk factors impact to EBIT

- Cost saving project, especially logistic/transportation
- Manage GP and SG&A to balance the top line growth
- Digital in working process to increase productivity



New Product Distributor: Aiaoon & Thantawan

Aiaoon



Skin Barrier
Prebiotic Daily
Cream



Baby Hand Gel

Thantawan



THANTAWAN



New Business in Q4 2023



ชีวาดี



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CONTACT US



ADDRESS

2/97-104, FLOOR 18-19, BANGNA COMPLEX OFFICE TOWER,
SOI BANGNA-TRAD 25, BANGNANUEA, BANGNA, BKK, 10260



+66 2020 8999 #150



IR@MOONGPATTANA.COM
COMPANYSECRETARY@MOONGPATTANA.COM



WWW.MOONGPATTANA.COM
WWW.MOONG-SHOP.COM



THANK YOU



**MOONG
PATTANA**

เคียงข้างคุณภาพชีวิตที่ดี

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