TKN Q1/19 OPPORTUNITY DAY
Key Information:

- Registered Capital
- Issued & Paid Up Capital
- SET Index
- CGR 2017
- Dividend

As of May 8, 2019

- Major Shareholders
- Market Cap

Dividend | B / Share | Payment Date
---|---|---
12M/2018 | 0.17 | May 8, 2019
6M/2018 | 0.17 | Sep 6, 2018
12M/2017 | 0.17 | May 4, 2018
6M/2017 | 0.17 | Sep 13, 2017

345 Mil Baht (1,380 Mil Share)

SET 100

Policy: 40% of Net Profit (Separate FS)
Yr '18: 96% of Net Profit (Separate FS)

Peeradechapan group: 61.40%
Free Float: 38.60%
14,076 Mil B (@ 10.20 baht/share)
COMPANY HISTORY

Insert some short and brief lorem ipsum explanatory text about title here


- Export sales to Singapore via Thai Export channel
- Moved to Nopawong factory, Pathumthani
- The Billionaire, movie based on true story
- 1st Trading day in Stock Exchange of Thailand
- Start operation 2nd factory at Rojana, Ayutthaya
- Acquired factory in Los Angeles, USA

1.0 BILLION BAHT IN REVENUE
2.1 BILLION BAHT IN REVENUE
3.5 BILLION BAHT IN REVENUE
5.7 BILLION BAHT IN REVENUE
OUR BOARD OF DIRECTOR

Yuth
Worachattarn
Chairman / Independent Director

Chaiyong
Rattanacharoensiri
Independent Director / NRC Chairman

Itthipat
Peeradechapan
Director / Chief Executive Officer

Jirapong
Suntipiromkul
Director / Chief Financial Officer

Wanee
Tassanamontien
Independent Director / AC Chairman

Somboon
Prasitjutrakul
Director & Executive Director

Orrapat
Peeradechapan
Director / Managing Director

Porrntera
Rongkasiripan
Director / Internal Audit Director
OUR MANAGEMENT

Itthipat Peeradechapan
Chief Executive Officer / Founder

Nutchatpong Peeradechapan
Managing Director : Business Support

Orrapat Peeradechapan
Managing Director : International Trade & Management

Natthaphark Saranyaphongkorn
Chief Operating Officer (COO)

Jirapong Suntipiromkul
Chief Financial Officer (CFO)

Prayut Apisitsareeku
Chief Commercial Officer : International (CCOI)
PRESENTATION
AGENDA

- Company Overview
- Financial Performance
- Business Outlook
- Q&A
FINANCIAL HIGHLIGHTS

1,322 Million Baht
Q1 2019 Sales **0% YOY**

- **Q1/2019 Sales**: 1,322 Mil Baht **0% YOY**
- **YOY Sales Growth**: TH +12%, IM -8%
- **Sales Portion**: TH 38% : IM 62%
- **TH Market Share**: 69%

81 Million Baht (6.2%)
Q1 2019 Net Profit **-46% YOY**

- **Q1/2019 Profit**: 81 Mil Baht **-46% YOY**
Mainly drop from China
-8% YOY

TH Growth YOY
+12% YOY
THAILAND SALES PERFORMANCE

Q1/2019 SALES: 508 Mil B (+12% YOY)

- Total Snack +6.9% YOY, Seaweed Snack +3.4% YOY
- Market Share of Seaweed Snack 69%

Seaweed Categories
- New flavour (Kimchi) of Crispy & Grilled
- Taokaenoi Land 20 branches (+1 from Dec18)
- New presenter of Big Roll
- Chinese tourists partially drop YOY

Non Seaweed Categories
- New presenter of Tin Ten - Salted Egg
- 1st Branch of Hinoya Curry (Feb 14, 2019)
SALES BY COUNTRY

- **Export Sales**: 753 Mil B (-8% YOY)
  - High growth rate: USA, Indonesia, and Malaysia
  - Sales drop mainly from China, in the process of increasing order to replace a previous distributor
MARKETING ACTIVIES

• F4 Fan Meet in Thailand
• Black Pink 2019 World tour

Co-sponsorship in Indonesia, Malaysia, Taiwan
CHINA SALES PERFORMANCE

CHINA SALES: 463 Mil B (-18% YOY)

- In the process of increasing order to replace a previous Shanghai's distributor
- Opened official account (Flagship) on Taobao and TMall
- Opened Shanghai representative office on Sep 2018
- Marketing activities on Weibo & WeChat to build brand recognition
SALES BY PRODUCT

Crispy SW 43%
Grilled SW 45%

unit: %

YR 2017
Q1: 474
Q2: 475
Q3: 617
Q4: 704

YR 2018
Q1: 648
Q2: 555
Q3: 697
Q4: 738

YR 2019
Q1: 565
Q2: 512

unit: Mil Baht

YR 2017
Grilled Seaweed: 549
Crispy Seaweed: 605
Roasted Seaweed: 602
Tempura Seaweed: 669

YR 2018
Grilled Seaweed: 535
Crispy Seaweed: 619
Roasted Seaweed: 638
Tempura Seaweed: 565

YR 2019
Grilled Seaweed: 565
Crispy Seaweed: 512
Roasted Seaweed: 565
Tempura Seaweed: 565

Crispy SW
Grilled SW
Roasted SW
Tempura SW
Others
• Q1/19 Seaweed price drop YOY
• 2019 price will effect on 2nd half onward
• Overhead rate higher than target mainly from production volume

<table>
<thead>
<tr>
<th>Factory</th>
<th>Capacity</th>
<th>Utilization</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grand Total</td>
<td>8,200</td>
<td>65%</td>
</tr>
<tr>
<td>- Nopawong</td>
<td>4,600</td>
<td>75%</td>
</tr>
<tr>
<td>- Rojana</td>
<td>3,600</td>
<td>51%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Cost Structure</th>
<th>Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Material</td>
<td>70.2%</td>
</tr>
<tr>
<td>- Seaweed</td>
<td>38.5%</td>
</tr>
<tr>
<td>- Packaging</td>
<td>23.2%</td>
</tr>
<tr>
<td>- Other Materials</td>
<td>8.4%</td>
</tr>
<tr>
<td>Labor Cost</td>
<td>19.7%</td>
</tr>
<tr>
<td>Overhead</td>
<td>10.1%</td>
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</tbody>
</table>
# PROFIT SUMMARY

![Graph showing profit summary](image-url)

<table>
<thead>
<tr>
<th>Profit &amp; Loss</th>
<th>Q1/2019</th>
<th>YTD Mar 19</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Mil B</td>
<td>% on Sales</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>383.1</td>
<td>29.0</td>
</tr>
<tr>
<td>Selling Expenses</td>
<td>204.0</td>
<td>15.4</td>
</tr>
<tr>
<td>Administrative</td>
<td>87.5</td>
<td>6.6</td>
</tr>
<tr>
<td>Net Profit</td>
<td>81.3</td>
<td>6.2</td>
</tr>
</tbody>
</table>

Unit: Mil Baht
<table>
<thead>
<tr>
<th>Separate Financial Statements</th>
<th>Unit</th>
<th>Mar 2019</th>
<th>Dec 2018</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>A/R - local collection period</td>
<td>Days</td>
<td>90</td>
<td>88</td>
<td>2</td>
</tr>
<tr>
<td>A/R - export collection period</td>
<td>Days</td>
<td>29</td>
<td>22</td>
<td>7</td>
</tr>
<tr>
<td>Finished goods holding period</td>
<td>Days</td>
<td>9</td>
<td>9</td>
<td>0</td>
</tr>
<tr>
<td>Inventory holding period</td>
<td>Days</td>
<td>142</td>
<td>101</td>
<td>41</td>
</tr>
<tr>
<td>A/P payment period</td>
<td>Days</td>
<td>24</td>
<td>27</td>
<td>(3)</td>
</tr>
<tr>
<td>DE Ratio</td>
<td>Times</td>
<td>0.76</td>
<td>0.70</td>
<td>0.06</td>
</tr>
</tbody>
</table>
Q2/2019 HIGHLIGHTS

• **2nd Branch** of Hinoya Curry at Cosmo, Muangthong Thani

• **Signature Menu** of Hinoya Curry
  Hinoya Curry x Taokaenoi

• **ThaiFex 2019** (May 28 - Jun 1)
  Muangthong Thani

• **New Flavour** of Tempura Seaweed
PRESENTATION
AGENDA

- Company Overview
- Financial Performance
- Business Outlook
- Q&A
VISION:
Become an innovative food company and bring happiness to our consumers around the world

MISSION:

I. Develop innovative products without any border limitations
II. Become a production that is recognized and approved by international standard and also being environmentally friendly
III. Create happiness and healthy relationships and bonds with the organization
IV. The ability to become adaptive to the constant changes of the world and the continuous development for sustainable growth
V. A trustworthy organization due to good governance and sustainable development

TARGET:
Strive to make the company a Thailand Quality Award (TQA) standard within 2026 and generating more than 1 billion dollars in sales by 2028
Q&A
CONTACT

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