



Thai Beverage Public Company Limited



ThaiBev is an F&B company established in 2003 and operating across four sectors: spirits, beer, non-alcoholic beverages and food. One of the largest SGX-listed companies, it holds 173 subsidiaries and has a worldwide presence - including Thailand, Myanmar, China and Scotland.

(SGD 1 = 22.79 THB)

TOTAL SALES REVENUE



20.1%

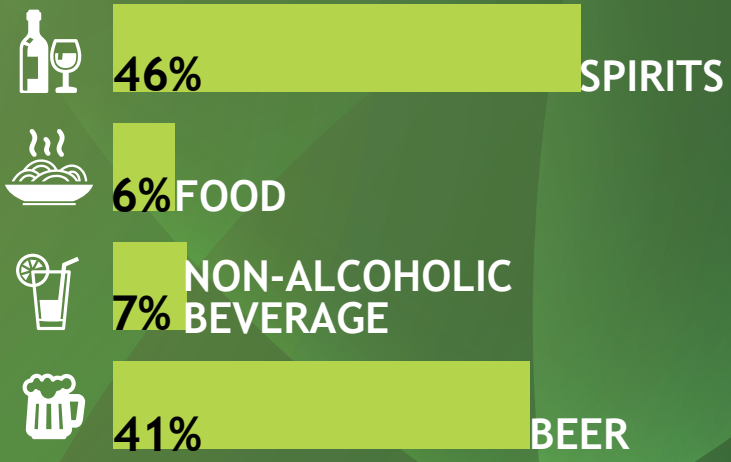
230 bil THB (SGD 10 bil)

Oct 2017 - Sep 2018

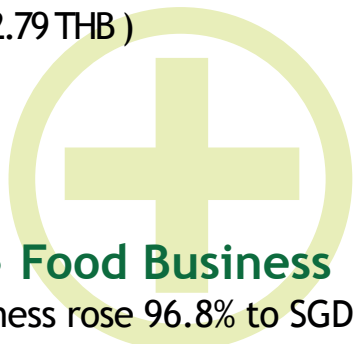
190 bil THB (SGD 8 bil)

Oct 2016 - Sep 2017

2018 TOTAL SALES REVENUE BREAKDOWN



(SGD 1 = 22.79 THB)



• Food Business

Food business rose 96.8% to SGD 582mil (13,265mil THB) due to a jump in the revenue generated by subsidiaries Spice of Asia and The QSR of Asia. Net profit for food segment surged 432.7% to SGD 24mil (554mil THB).

• International Business

Holds an international business segment overseen by wholly-owned subsidiary International Beverage Holdings Limited (InterBev). Headquartered in Hong Kong with regional offices in Singapore, Cambodia, Malaysia, UK, US, China, Timor-Leste. Vietnam-InterBev distributes the company's products to more than 90 countries. For InterBev's FY 2018, Scotch whisky products-total sales revenue increased by 820% due to the consolidation of subsidiary GRG. International sales growth for premium whisky was positive. International beer revenue increased due to subsidiary Sabeco's beer sales. To date, the majority of international spirits sales comes from Europe. Plans to broaden its presence in the Southeast Asian market.



PERFORMANCE DRIVERS



performed well in its overseas operations while domestic business suffered a decline.

PRODUCT SECTORS



• Spirits Business

3.1% decrease in overall spirits sales revenue to SGD 4,647mil (105,900mil THB). Spirits sales volumes dropped by 11.5% due to Thailand's lower purchasing power; plus an additional 2% excise tax at the beginning of the year. 13.2% fall in net profits for spirits segment to SGD 778mil (17,720mil THB).

• Beer Business

Business increased by 64.8% to SGD 4,146mil (94,486mil THB) on the back of a 140.6% growth in sales volumes. Dropped by 11.4%, if Sabeco's sales were excluded due to stagnant Thai economic environment and growing competition. Total net profit decreased by 10.4% to SGD 123mil (2,805mil THB).

• Non-Alcoholic Beverage Business

Business recorded a 3.5% decline in sales revenue to SGD 710mil (16,184mil THB). Net loss widened to SGD 55mil (1,244mil THB) due to an excise tax on green tea in Sept 2017 because of a consumption fall in 2018. An increase in the sales volumes for drinking water and carbonated soft drink.