

SUN

2017



Sunsweet Public Company Limited

Opportunity Day | 21 February 2018
Time : 11.20 – 12.35

AGENDA



(1) COMPANY OVERVIEWS

(2) BUSINESS UPDATE

(3) FINANCIAL HIGHLIGHTS

(4) FORWARD LOOKING

1

- **COMPANY OVERVIEWS**

2

- **BUSINESS UPDATE**

3

- **FINANCIAL HIGHLIGHTS**

4

- **FORWARD LOOKING**

COMPANY PROFILE & TIMELINE

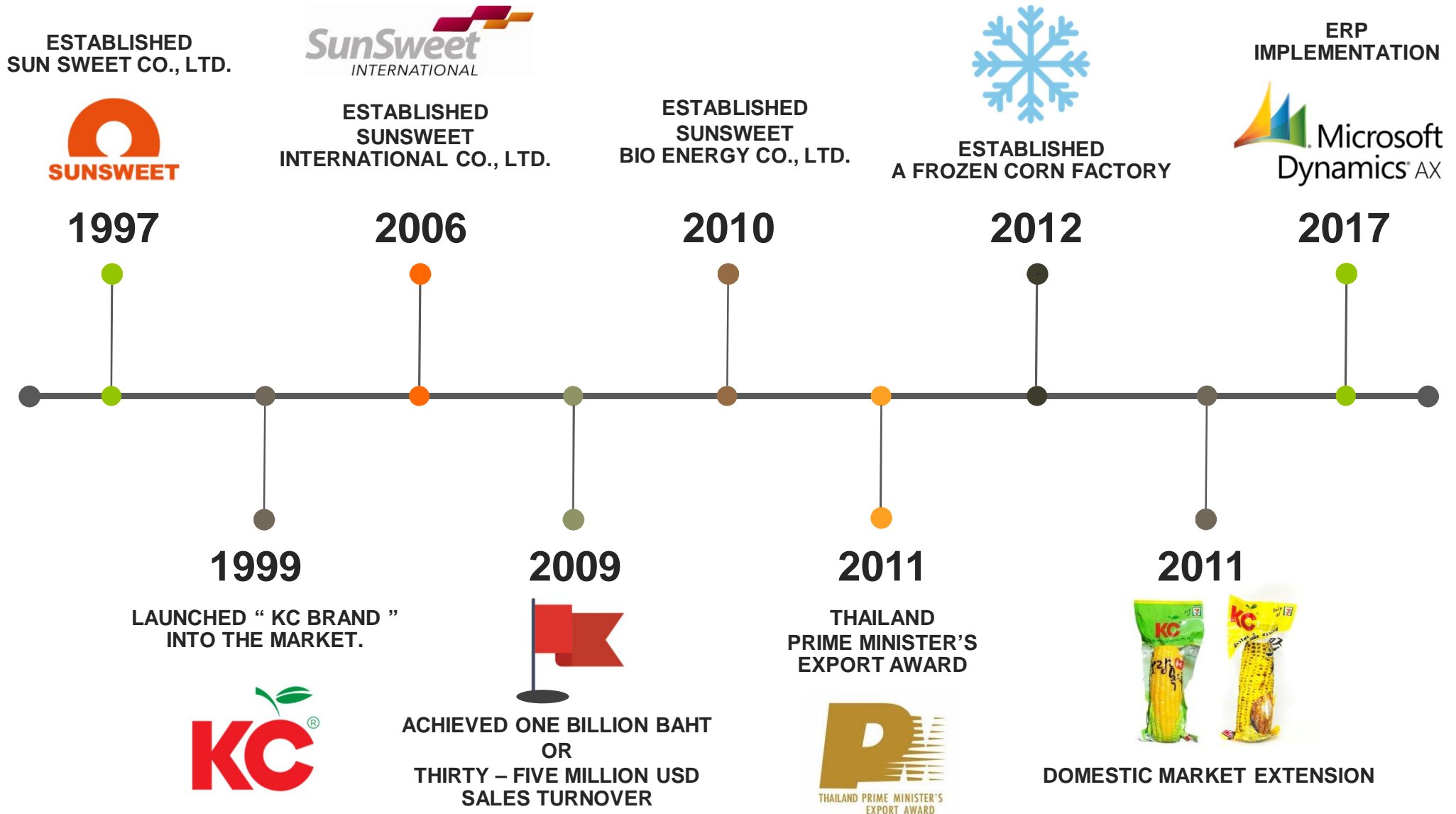


(1) COMPANY OVERVIEWS

(2) BUSINESS UPDATE

(3) FINANCIAL HIGHLIGHTS

(4) FORWARD LOOKING



COMPANY STRUCTURES



(1) COMPANY OVERVIEWS

(2) BUSINESS UPDATE

(3) FINANCIAL HIGHLIGHTS

(4) FORWARD LOOKING

SUNSWEEP PUBLIC COMPANY LIMITED (SUN)



AUTHORIZED CAPITAL 215.00 MILLION BAHT
PAID – UP CAPITAL 215.00 MILLION BAHT
BUSINESS THE COMPANY PRODUCES AND DISTRIBUTES PROCESSED SWEET CORN AND VARIOUS PROCESSED AGRICULTURAL PRODUCTS.



THE COMPANY PRODUCES AND DISTRIBUTES PROCESSED SWEET CORN AND VARIOUS PROCESSED AGRICULTURAL PRODUCTS UNDER ITS BRAND "KC" AND CUSTOMERS' BRAND.

99.99%



SUNSWEEP INTERNATIONAL COMPANY LIMITED (SI)



AUTHORIZED CAPITAL 5.00 MILLION BAHT
PAID – UP CAPITAL 5.00 MILLION BAHT
BUSINESS THE COMPANY SOURCING AND TRADING FOOD AND AGRICULTURAL PRODUCTS.



THE COMPANY SOURCING AND TRADING FOOD AND AGRICULTURAL PRODUCTS FOR DOMESTIC AND INTERNATIONAL MARKETS.

PRODUCT PORTFOLIO



(1) COMPANY OVERVIEWS

(2) BUSINESS UPDATE

(3) FINANCIAL HIGHLIGHTS

(4) FORWARD LOOKING

70%
CANNED



20%
FROZEN

10%
POUCH



WORLD TRADE : SWEET CORN



(1) COMPANY OVERVIEWS

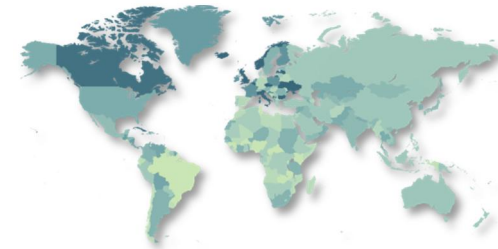
(2) BUSINESS UPDATE

(3) FINANCIAL HIGHLIGHTS

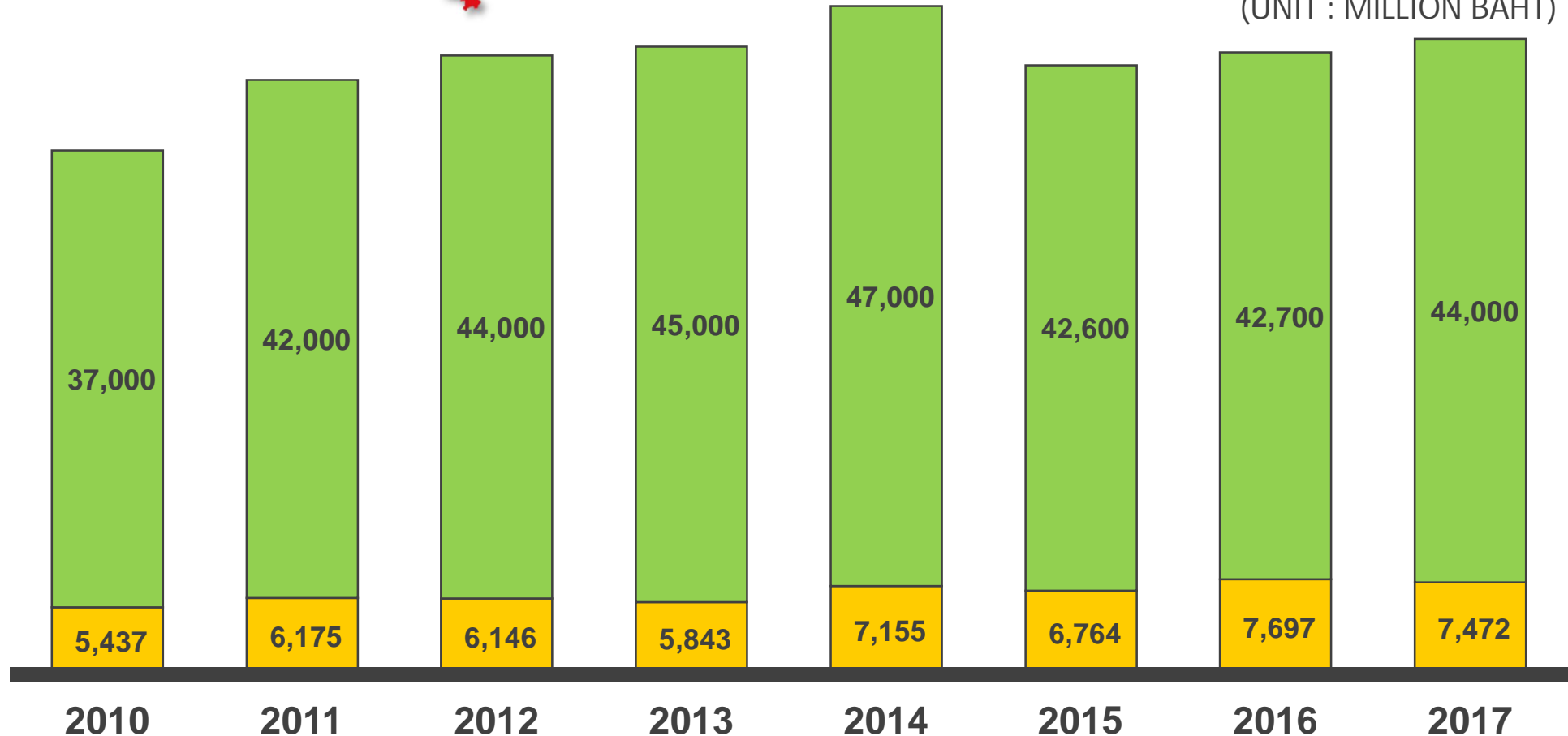
(4) FORWARD LOOKING



■ THAILAND ■ WORLD



(UNIT : MILLION BAHT)



WORLD TRADE : SWEET CORN



(1) COMPANY OVERVIEWS

(2) BUSINESS UPDATE

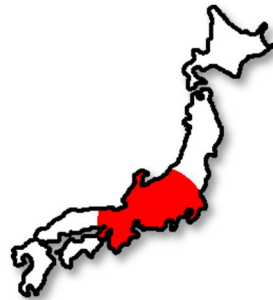
(3) FINANCIAL HIGHLIGHTS

(4) FORWARD LOOKING

WORLD : LIST OF IMPORTERS



10.00%
UK



9.40%
JAPAN



9.20%
GERMANY



4.80%
KOREA



4.00%
TAIWAN

WORLD : LIST OF EXPORTERS



22.40%
THAILAND



21.10%
HUNGARY



16.00%
FRANCE



12.00%
USA



8.60%
CHINA

MARKETING ACTIVITIES



(1) COMPANY OVERVIEWS

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(4) FORWARD LOOKING

FEBRUARY



PRODEXPO

INTERNATIONAL EXHIBITION FOR FOOD, BEVERAGES AND FOOD RAW MATERIALS.



GULFOOD

THE WORLD'S LARGEST ANNUAL FOOD TRADE SHOW.

MARCH



FOODEX JAPAN

ASIA'S NO.1 PROFESSIONAL TRADE SHOW FOR FOOD & BEVERAGE.

MAY



SEOUL FOOD & HOTEL

AN INTERNATIONAL EXHIBITION FOR THE FOOD, BEVERAGE, HOTEL, RESTAURANT, FOODSERVICE, AND BAKERY & SUPERMARKET INDUSTRIES.



THAIFEX

INTERNATIONAL TRADE EXHIBITION FOR FOOD & BEVERAGES, FOOD TECHNOLOGY AND RETAIL & FRANCHISE IN ASIA.

JUNE



FOOD TAIPEI

ASIA'S SUPER 5-IN-1 FOOD EXPO.



FINE FOOD AUSTRALIA

A RESPECTED TRADE EXHIBITION FOR THE FOODSERVICE AND RETAIL INDUSTRY.

OCTOBER



ANUGA

WORLD'S LEADING FOOD FAIR FOR THE RETAIL TRADE AND THE FOOD SERVICE AND CATERING MARKET.

PRODUCTION CAPACITY



(1) COMPANY OVERVIEWS

(2) BUSINESS UPDATE

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(4) FORWARD LOOKING

PRODUCTS	UNIT	2015	2016	2017
CANNED WHOLE KERNEL SWEET CORN AND POUCH CORN ON COB				
- FULL CAPACITY	TON	150,000	150,000	150,000
- UTILIZATION	TON	76,379	76,599	86,436
- CAPACITY UTILIZATION	%	50.92	51.07	57.62
FROZEN SWEET CORN				
- FULL CAPACITY	TON	16,200	16,200	16,200
- UTILIZATION	TON	12,569	14,662	15,296
- CAPACITY UTILIZATION	%	77.59	90.51	94.41

OPERATING RESULTS



(1) COMPANY OVERVIEWS

(2) BUSINESS UPDATE

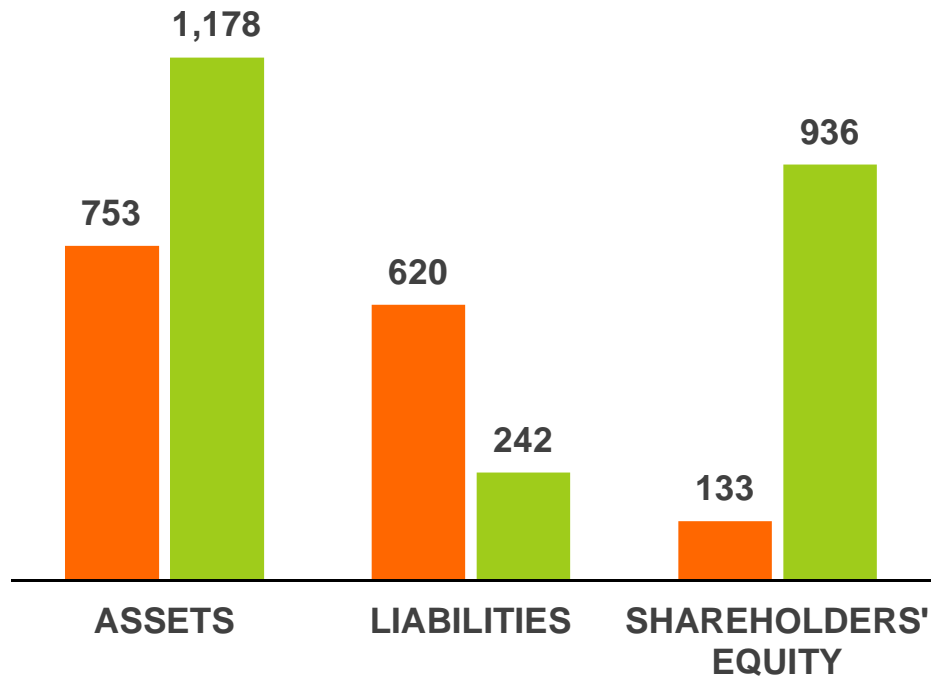
(3) FINANCIAL HIGHLIGHTS

(4) FORWARD LOOKING

FINANCIAL POSITION

(UNIT : MILLION BAHT)

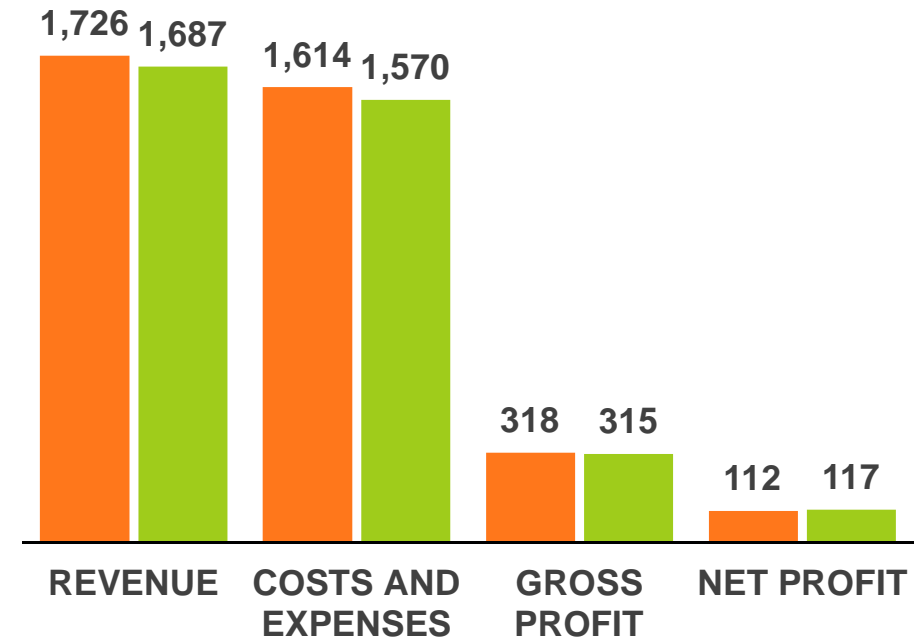
2559 2560



OPERATING RESULTS

(UNIT : MILLION BAHT)

2559 2560



OPERATING RESULTS



(1) COMPANY OVERVIEWS

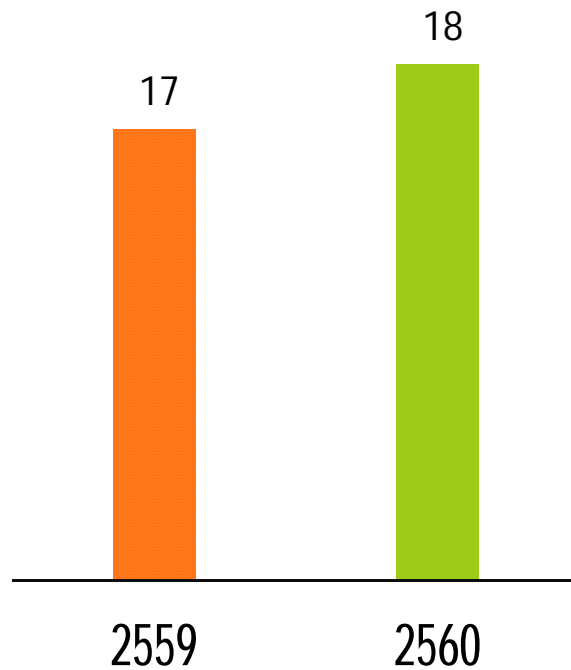
(2) BUSINESS UPDATE

(3) FINANCIAL HIGHLIGHTS

(4) FORWARD LOOKING

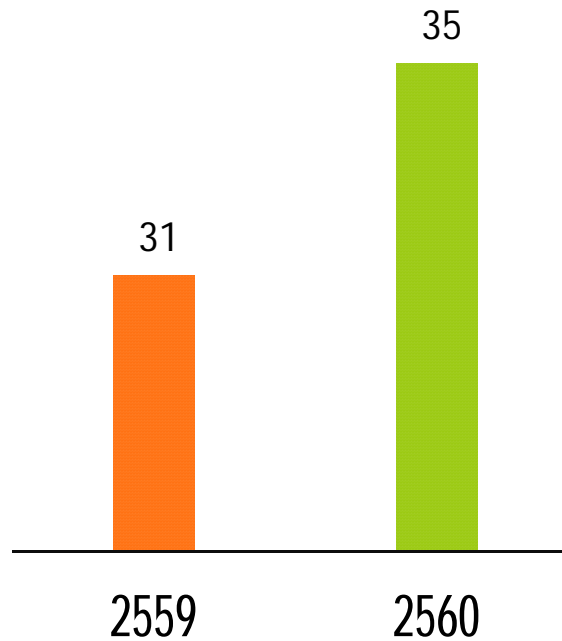
AVERAGE COLLECTION PERIOD

(UNIT : DAYS)



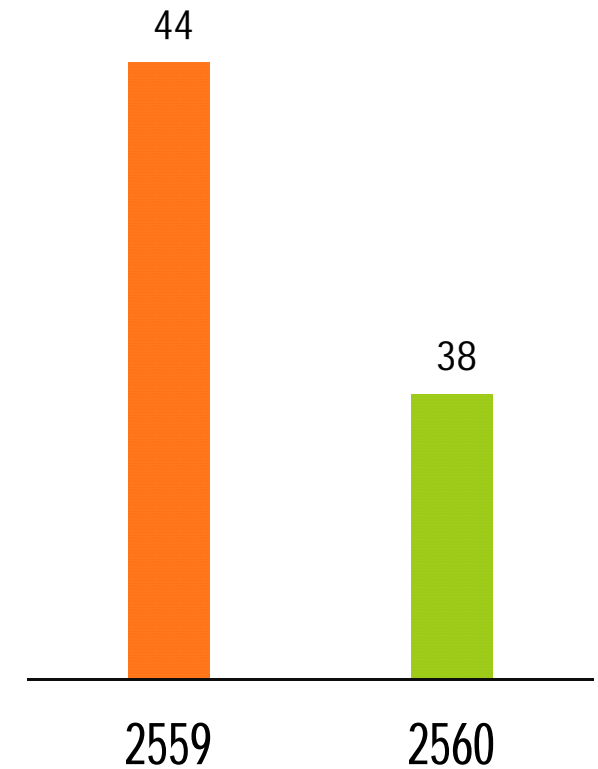
INVENTORY TURNOVER

(UNIT : DAYS)



ACCOUNT PAYABLE PERIOD

(UNIT : DAYS)



OPERATING RESULTS



(1) COMPANY OVERVIEWS

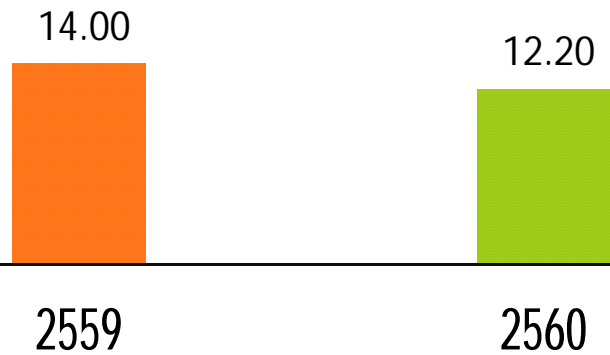
(2) BUSINESS UPDATE

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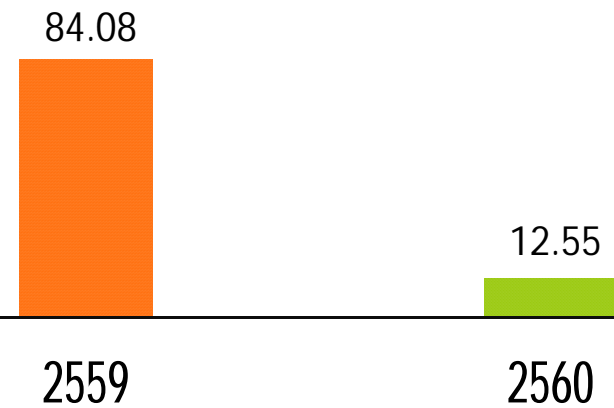
RETURN ON ASSETS : ROA

(UNIT : PERCENTAGE)



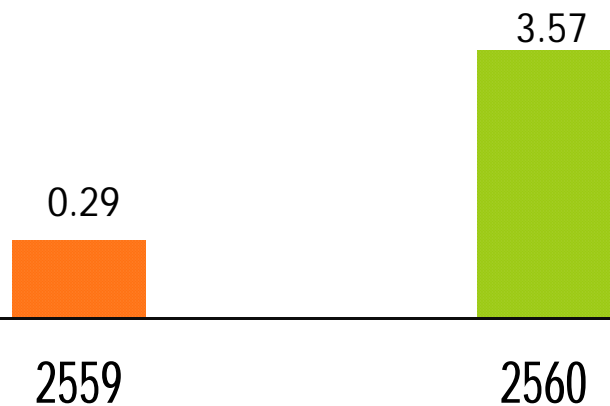
RETURN ON EQUITY : ROE

(UNIT : PERCENTAGE)



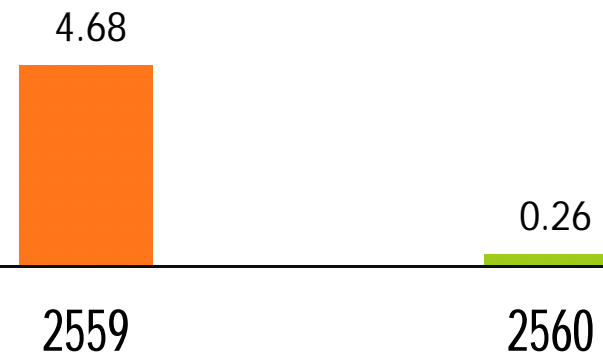
CURRENT RATIO

(UNIT : TIMES)



DEBT TO EQUITY RATIO

(UNIT : TIMES)



FORWARD LOOKING



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INCREASING UTILIZATION OF CANNED AND POUCH PRODUCTION LINE.



A NEW INVESTMENT IN A LINE OF FROZEN PRODUCT WILL ADD AN ADDITIONAL CAPACITY BY THE WORLD'S NEWEST TECHNOLOGY AND READY FOR PRODUCTION IN THE THIRD QUARTER OF 2018.



TO ADJUST PRODUCT PORTFOLIO

70%
CANNED



20%
FROZEN



10%
POUCH

