

**SUN**

2018



# Sunsweet Public Company Limited

Opportunity Day | 9 August 2018  
Time : 13.00-14.00

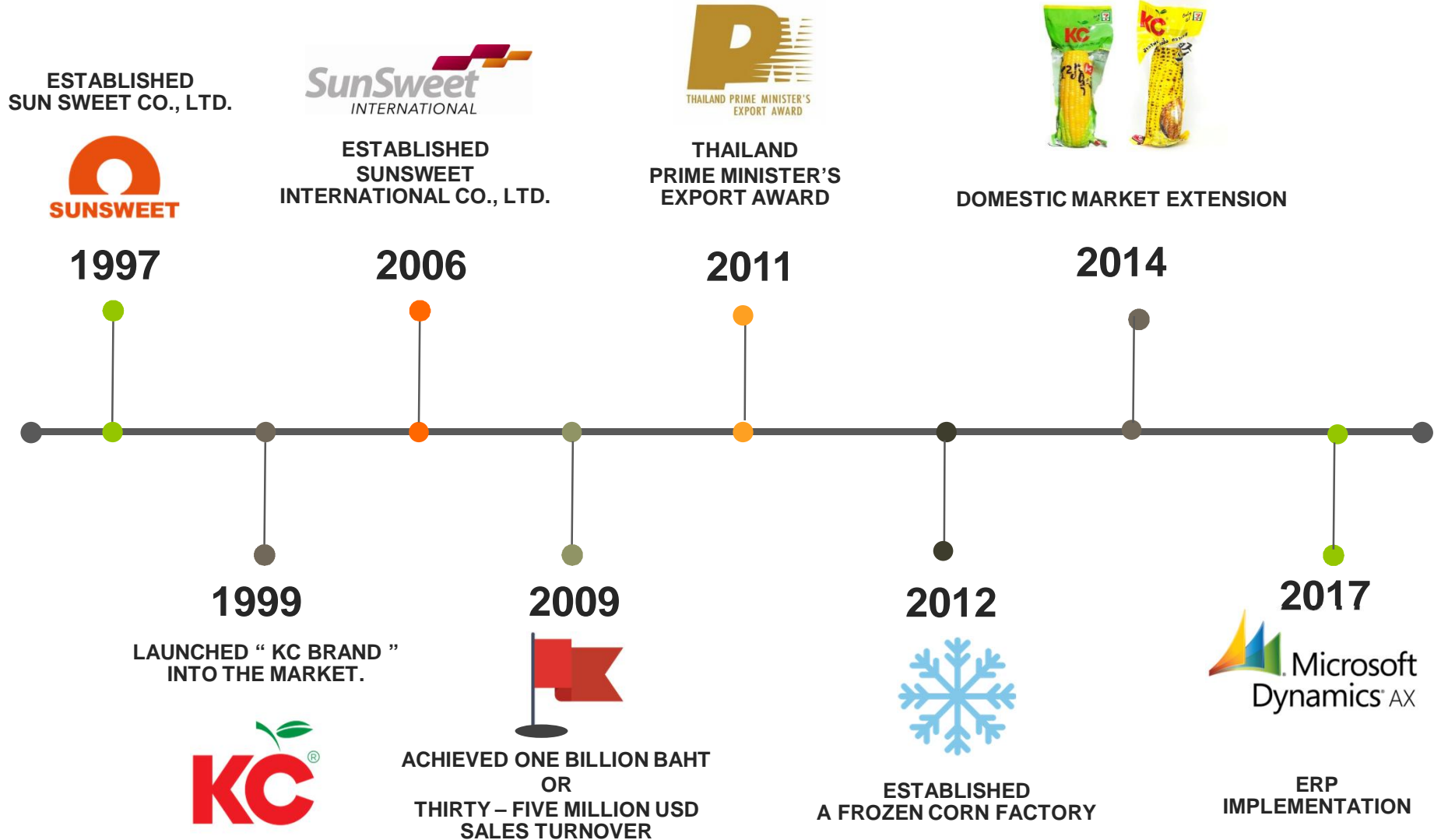
# AGENDA



# 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

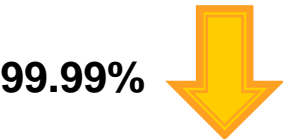
SUNSWEET PUBLIC COMPANY LIMITED (SUN)



AUTHORIZED CAPITAL 215.00 MILLION BAHT  
PAID – UP CAPITAL 215.00 MILLION BAHT



THE COMPANY PRODUCES AND DISTRIBUTES PROCESSED SWEET CORN AND VARIOUS PROCESSED AGRICULTURAL PRODUCTS UNDER ITS BRAND “KC” AND CUSTOMERS’ BRAND.



SUNSWEET INTERNATIONAL COMPANY LIMITED (SI)



AUTHORIZED CAPITAL 5.00 MILLION BAHT  
PAID – UP CAPITAL 5.00 MILLION BAHT



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



**14%**  
FROZEN

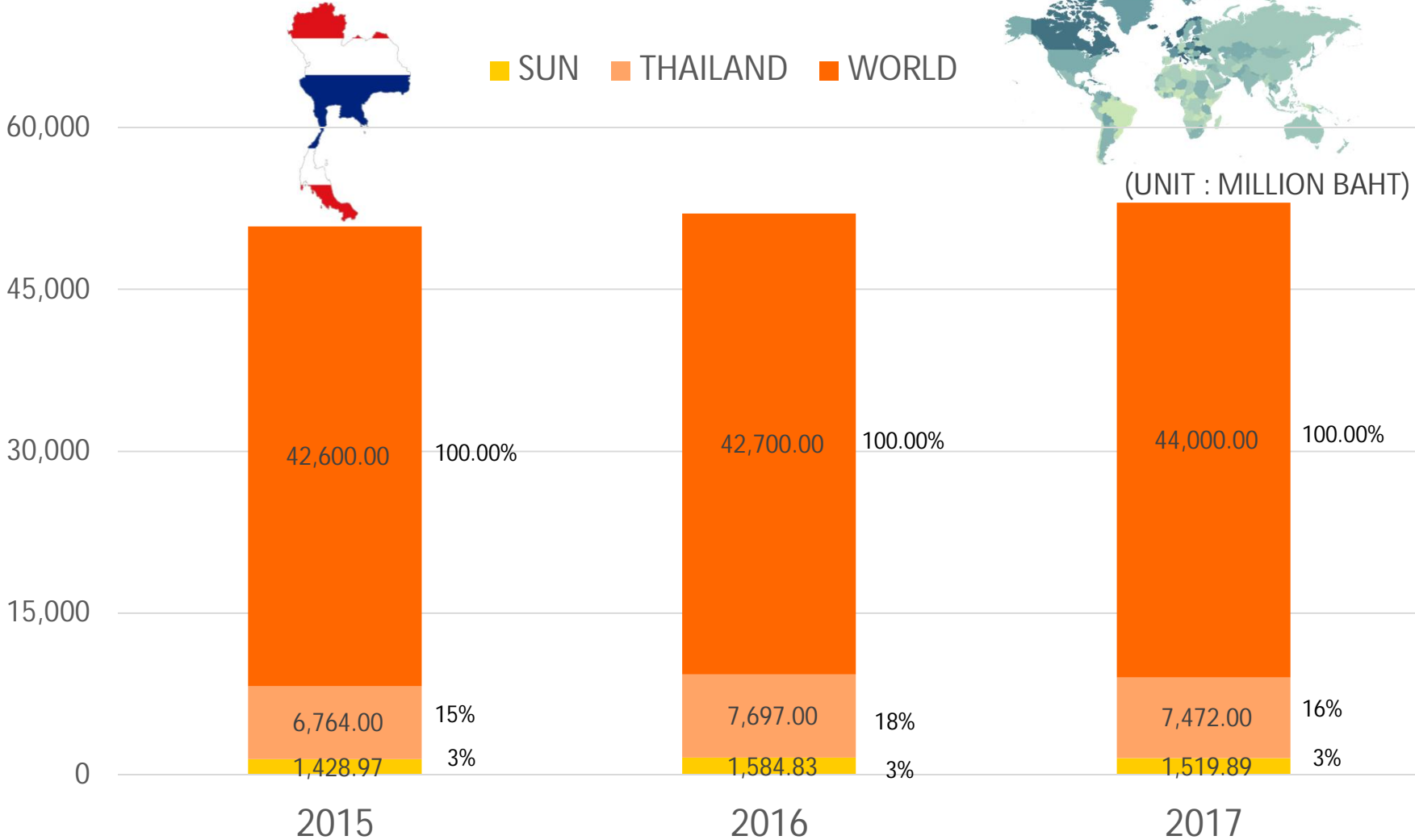
**16%**  
POUCH



# WORLD TRADE : SWEET CORN



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# WORLD TRADE : SWEET CORN

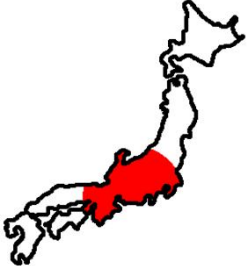


- (1) COMPANY OVERVIEWS
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## WORLD : LIST OF IMPORTERS



**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

(2) BUSINESS UPDATE

(3) FINANCIAL HIGHLIGHTS

(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



### SIAL PARIS

THE WORLD'S LARGEST FOOD INNOVATION EXHIBITION.

# PRODUCTION CAPACITY



(1) COMPANY OVERVIEWS

(2) BUSINESS UPDATE

(3) FINANCIAL HIGHLIGHTS

(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

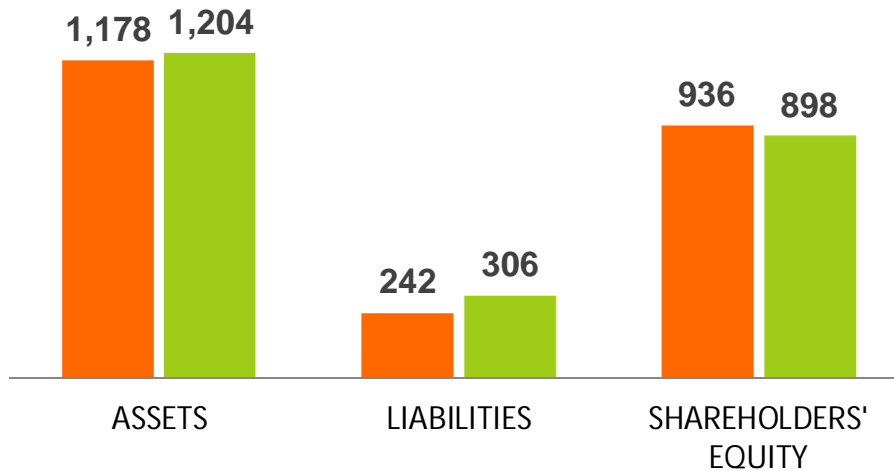
(3) FINANCIAL HIGHLIGHTS

(4) FORWARD LOOKING

## FINANCIAL POSITION

(UNIT : MILLION BAHT)

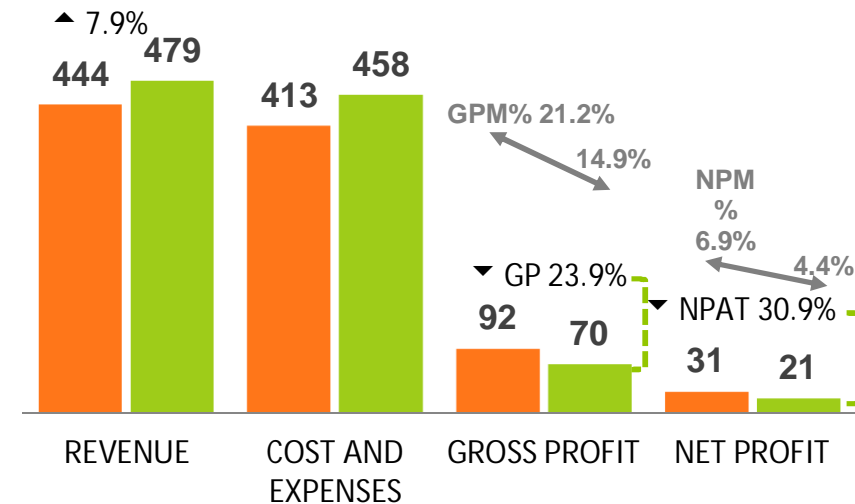
■ YE-2560 ■ Q2-2561



## OPERATING RESULTS

(UNIT : MILLION BAHT)

■ Q2-2560 ■ Q2-2561



- Q2-2561 total revenue reached THB 479 MN, increase of 35 MN, or +7.9% YoY.
- The strong sales during the quarter is particularly due to Canned sweet corn and Pouch sweet corn.
- Our gross profit was THB 70 MN (gross profit margin was 14.9%), showing a decrease of THB 22 MN or -23.9% YoY.
- Our net profit reached THB 21 MN (net profit margin was 4.4%), dropping by THB 10 MN or -30.9% YoY.
- Although the better cost control with increased sales volume, THB appreciation against USD over the same period last year still had a strong negative effect on revenue recognition, gross profit and gross profit margin, accordingly.

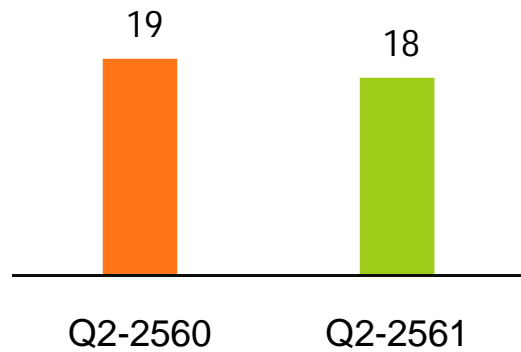
# OPERATING RESULTS



- (1) COMPANY OVERVIEWS
- (2) BUSINESS UPDATE
- (3) FINANCIAL HIGHLIGHTS**
- (4) FORWARD LOOKING

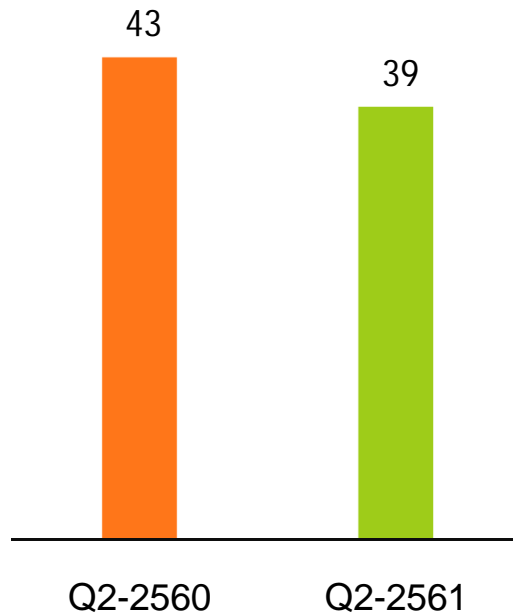
## AVERAGE COLLECTION PERIOD

(UNIT : DAYS)



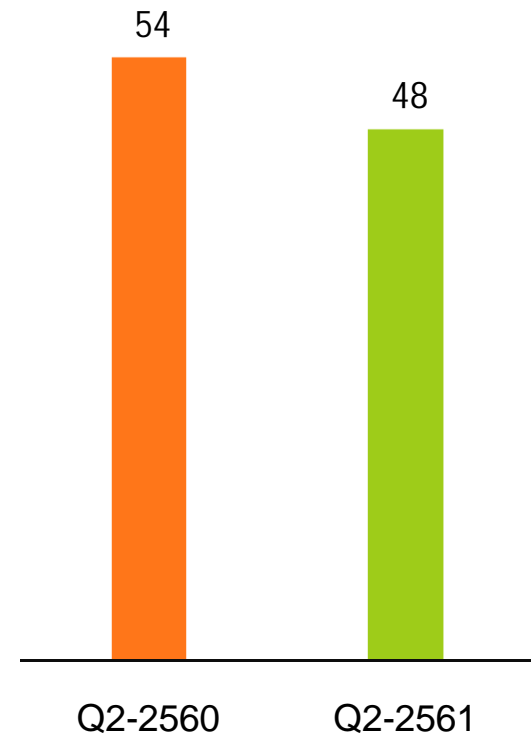
## INVENTORY TURNOVER

(UNIT : DAYS)



## ACCOUNT PAYABLE PERIOD

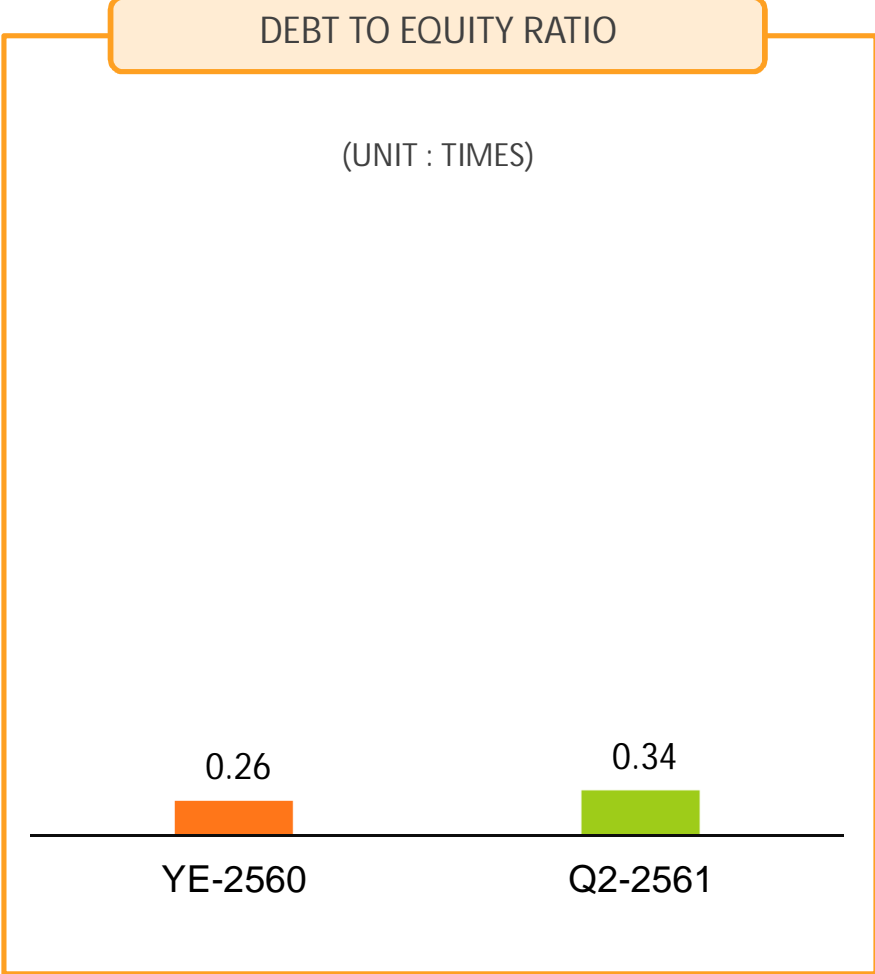
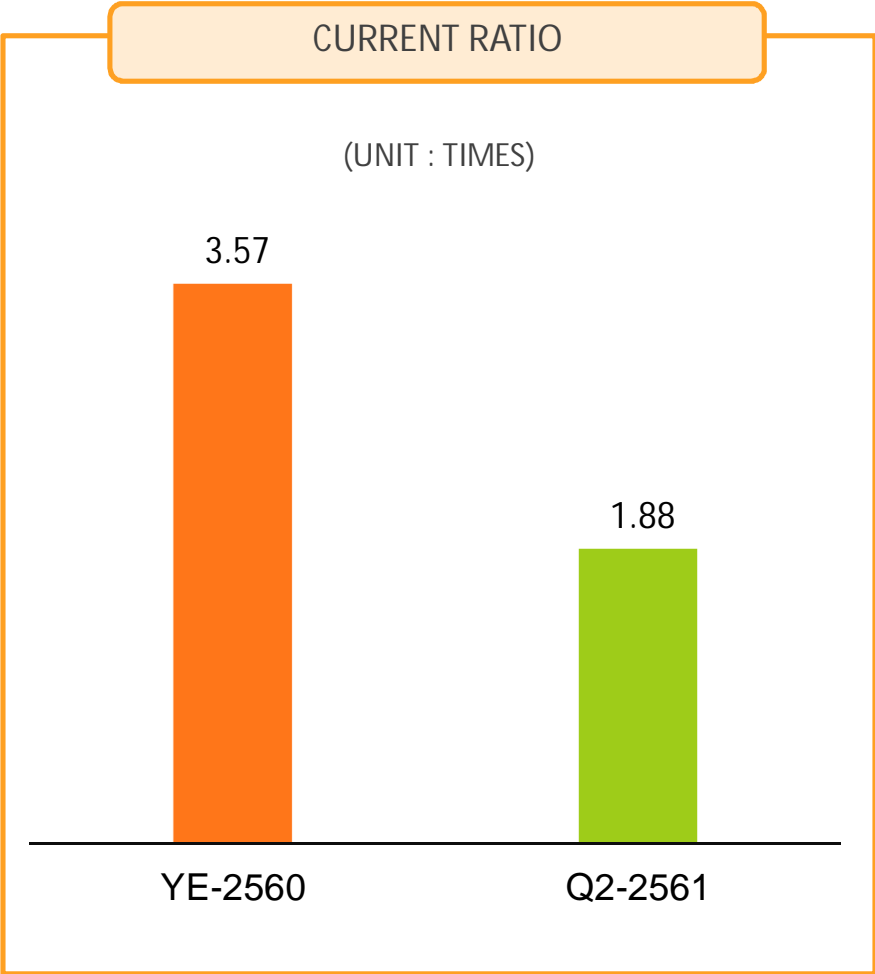
(UNIT : DAYS)



# OPERATING RESULTS



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# 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



14%  
FROZEN



16%  
POUCH

