

The background of the slide features a large, jagged iceberg floating in a calm, blue sea. The sky is a clear, light blue. The MasterKool logo is centered on the iceberg. The logo consists of a stylized circular graphic on the left, followed by the word "MASTERKOOOL" in a bold, red, sans-serif font with a white outline. Below this, the Thai text "ผู้ทำต้องจริง ความเขี้ยบยุคใหม่" is written in a smaller, green font.

MASTERKOOOL
ผู้ทำต้องจริง ความเขี้ยบยุคใหม่

KOOL : OPP DAY 2016



AGENDA



KOOL's Overview



KOOL's Performance 2016



KOOL's Strategies and Forward Outlook

The background of the slide features a large, jagged iceberg floating in a deep blue sea. The iceberg's peak is visible above a horizontal white band, while the rest of the iceberg and its reflection are submerged in the water. The text 'KOOL 's OVERVIEW' is superimposed on the white band.

KOOL 's OVERVIEW



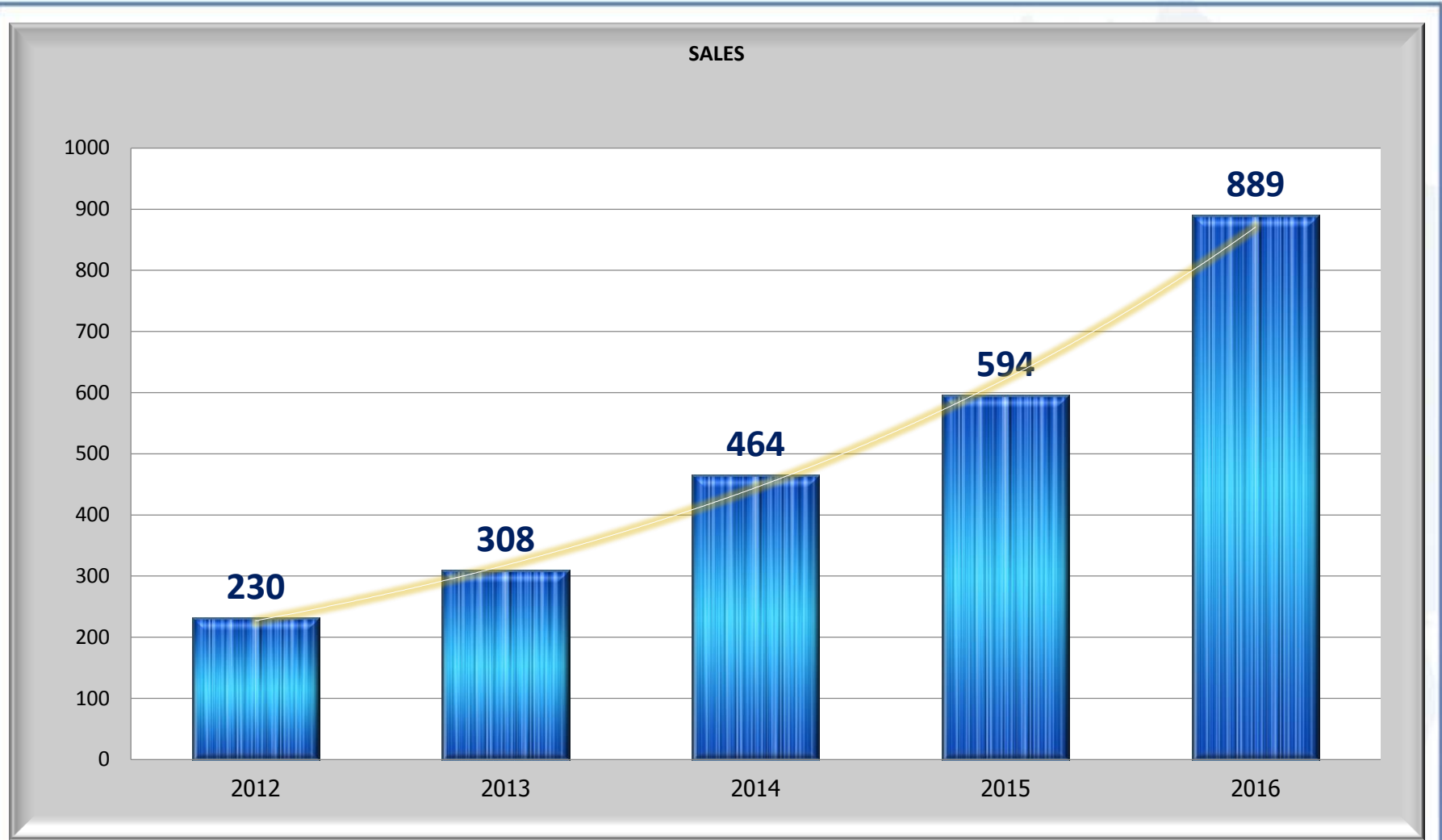
KOOL 's OVERVIEW

MASTERKOOOL ^[KOOL] is a Leader of Innovative Cooling Solutions with water evaporative cooling technology to create cool air and extremely lower power consumption than air condition.

**“มาสเตอร์คูล
ผู้นำตัวจริงความเย็นยุคใหม่
เย็นได้ใจ ประหยัดได้จริง”**



BUSINESS GROWTH

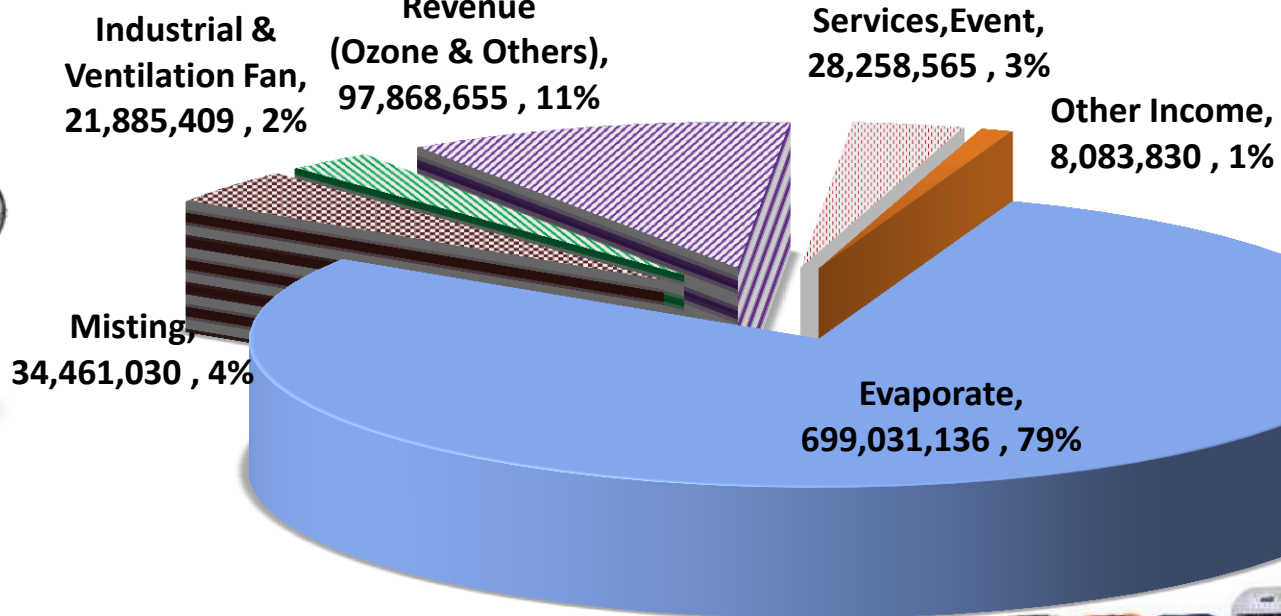




PRODUCT PROPORTION



REVENUE BY PRODUCT



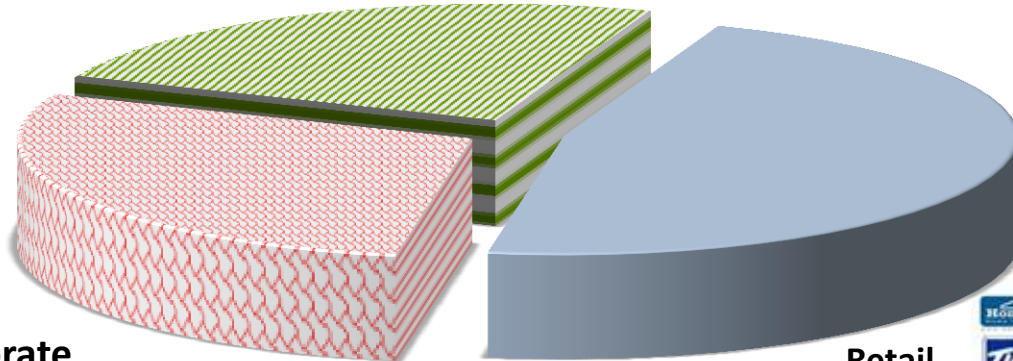


CUSTOMER PROPORTION



REVENUE BY CUSTOMER

Export,
216,656,169 ,
24.35%



Corporate,
253,765,240 ,
28.53%



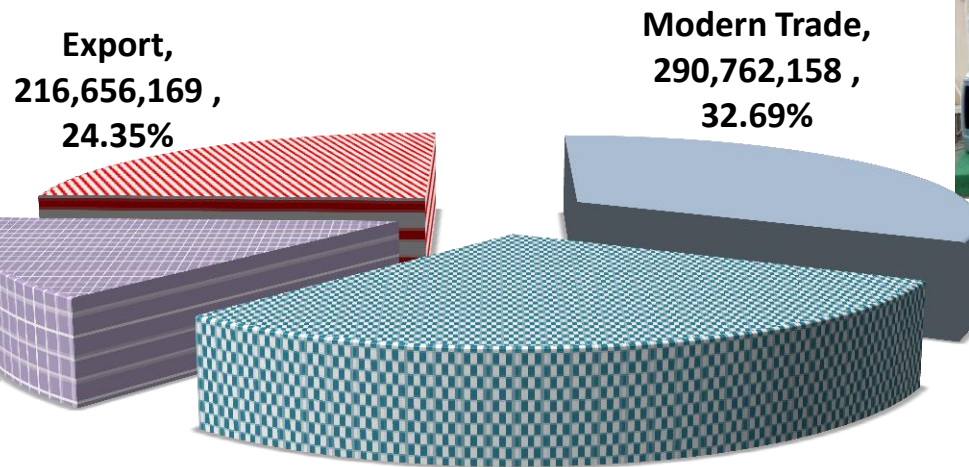
Retail
(Modern
trade&Dealer),
419,167,216 ,
47.12%





SALES CHANNEL PROPORTION

REVENUE BY CHANNEL



A large, jagged iceberg floats in a deep blue sea. The iceberg's surface is highly textured with various peaks and valleys. The water is calm, creating a clear, mirror-like reflection of the iceberg's underside. The overall color palette is monochromatic, consisting of various shades of blue.

KOOL 's PERFORMANCE : 2016



FINANCIAL PERFORMANCE : 2016

Statement of Comprehensive Income (MB.)	2016 (01.01.16 -31.12.16)	2015 (01.01.15 -31.12.15)	%
Sales	881.51	591.02	49.20
Other Income	8.08	3.46	134.20
Total Revenues	889.59	594.48	49.64
COGs	- 570.51	-374.24	52.44
SG&A	-210.48	-204.06	3.15
Total Expenses	780.99	578.30	35.05
EBITDA	118.33	25.28	368.08
Depre. & Amor.	9.73	9.10	6.92
EBIT	108.60	16.18	571.20
Net Profit	87	8.03	983.44
EPS (B.)	0.18	0.02	800



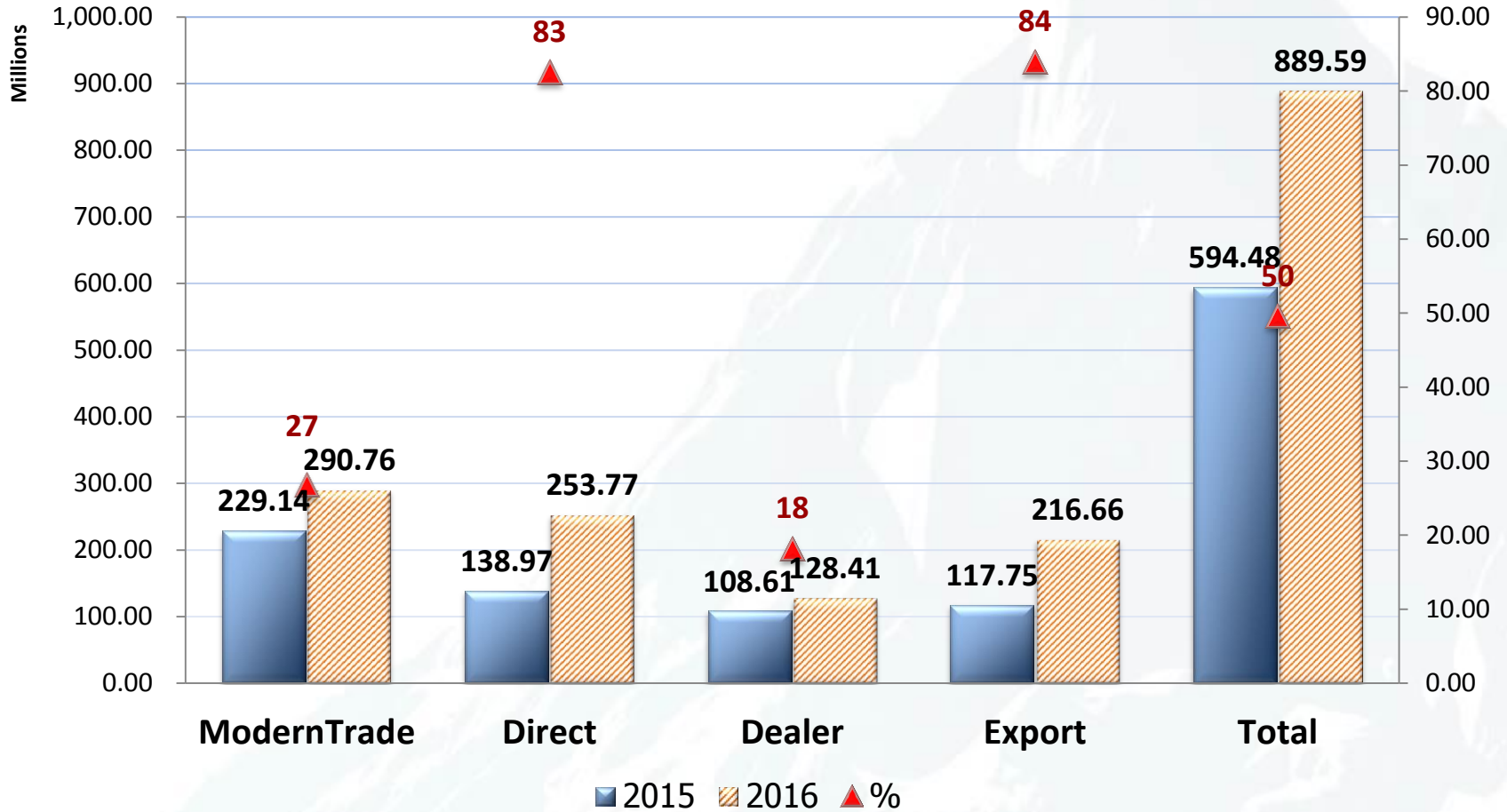
FINANCIAL RATIO

	JAN – DEC 2015	JAN – DEC 2016
ASSET PERFORMANCE		
CURRENT RATIO	2.00	2.56
QUICK RATIO	0.93	1.50
PROFITABILITY PERFORMANCE		
GROSS PROFIT MARGIN	38.07%	35.87%
EBIT MARGIN	3.59%	12.21%
NET PROFIT MARGIN	2.04%	9.78%
COMPANY PERFORMANCE		
RETURN ON ASSET (ROA)	1.83%	15.31%
RETURN ON EQUITY (ROE)	3.06%	22.34%
DEBT PERFORMANCE		
DEBT RATIO	0.68	0.31



KOOL HIGHLIGHT : 2016

KEY BU : 2015 vs 2016

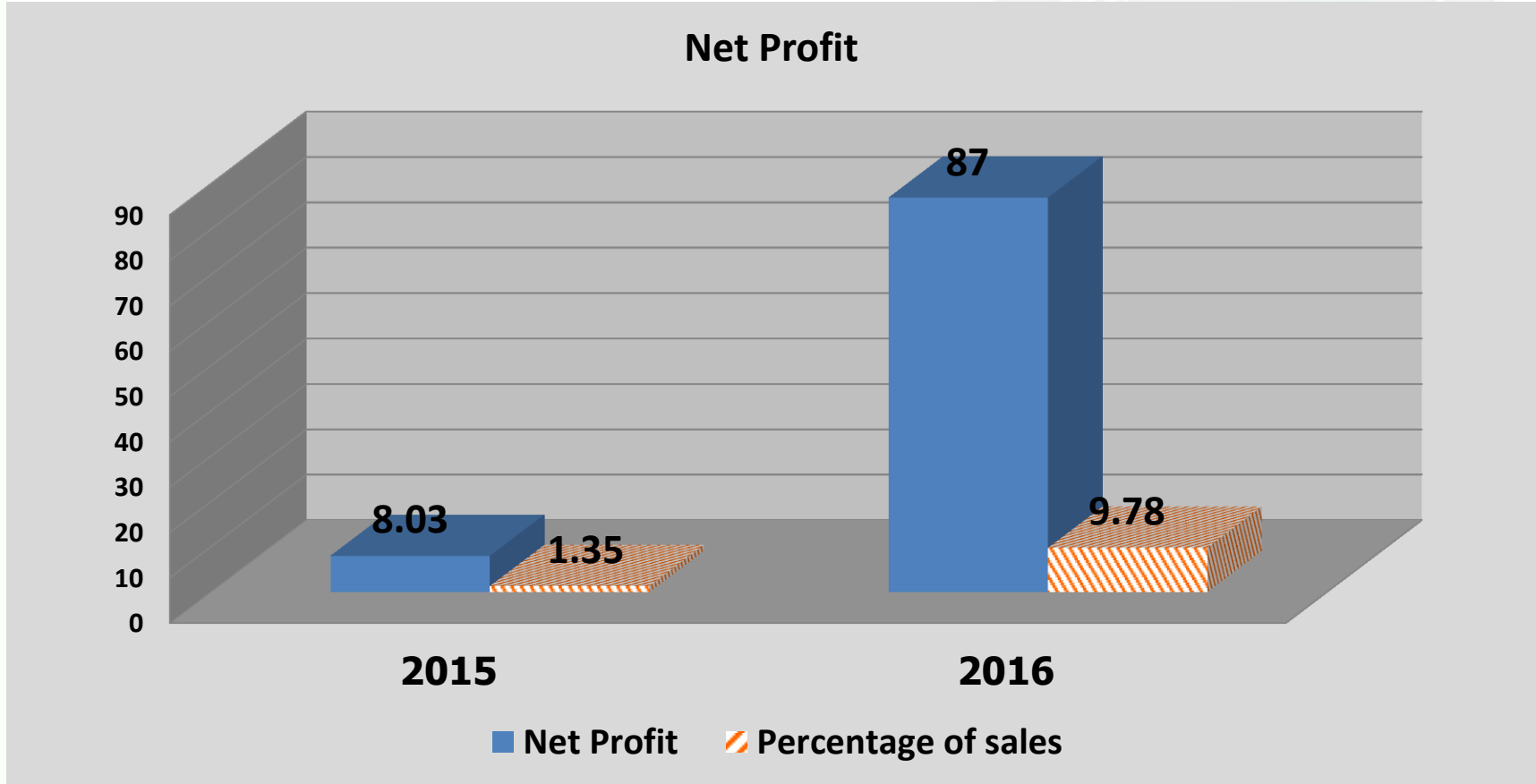




KOOL HIGHLIGHT : 2016

NET PROFIT

NP



The background of the slide features a large, jagged iceberg floating in a deep blue sea. The iceberg is mostly white with some blue shading, and its reflection is clearly visible in the calm water below. A horizontal white band is superimposed over the middle of the image, containing the title text.

KOOL 's STRATEGIES & FORWARD OUTLOOK



FORWARD OUTLOOK

TARGET ANNUAL REVENUE OF 3,000 MB BY FY2020

- Focusing on the potential markets: Corporate customer market, Export market, and Retail market
- Creating recurring revenue streams to provide long-term visibility and financial stability.

TARGET AND INITIATIVE PLANS FOR FY2017

- For fiscal year 2017, the Company expects comparable revenue growth of 40% and net profit of at least 10%
- Growth through every distribution channel optimization

The background of the slide features a large iceberg floating in a body of water. The top of the iceberg is visible above a horizontal white band, while the much larger, submerged portion of the iceberg is visible below the band. The water is a deep blue, and the sky above is a lighter blue. The text 'Q&A' is superimposed on the white band.

Q&A

Thank You