

KOOL: OPP DAY 9M2016





AGENDA



KOOL's Overview



KOOL's Performance Q3/2016 and 9M2016



KOOL's Strategies and Forward Outlook







KOOL's OVERVIEW

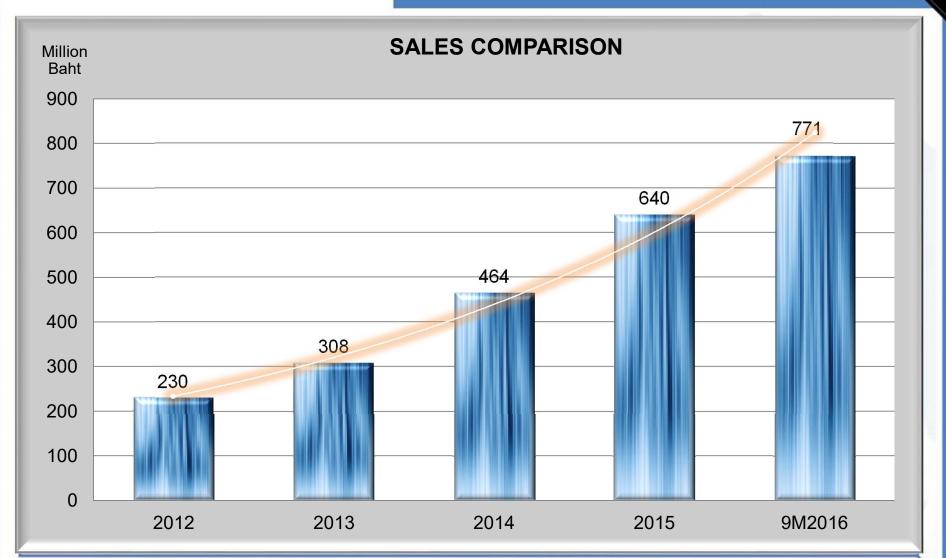
MASTERKOOL [KOOL] is a Leader of Innovative Cooling Solutions with water evaporative cooling technology to create cool air and extremely lower power consumption than air condition.

"มาสเตอร์คูล ผู้นำตัวจริงความเย็นยุคใหม่ เย็นได้ใจ ประหยัดได้จริง"





BUSINESS GROWTH







PRODUCT PROPORTION









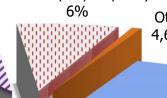




Industrial & Ventilation Fan, 17,481,509,2%



Other Sales Revenue (Ozone & Others), Services, 48,744,003, 52,796,831,7% 6%



Other Income, 4,611,471 , 1%

Misting, 28,217,247, 4%



Evaporate, 619,600,841,80%





CUSTOMER PROPORTION







Export, 157,596,501, 20.43%

Retail, 398,732,727 , 51.69%



Corporate, 215,122,673, 27.89%





SALES CHANNEL PROPORTION



REVENUE BY CHANNEL

Export, 157,596,501, 20.43%

Modern Trade, 285,359,550, 36,99%



Dealer, 113,373,176 14.70%



Direct, 215,122,673, 27.89%





KOOL 's PERFORMANCE: Q3/2016 & 9M2016





FINANCIAL PERFORMANCE: Q3/2016

Statement of Comprehensive Income (MB.)	3M/2016	3M/2015	%	2015	2014
	(01.07.16 - 30.09.16)	(01.07.15 - 30.09.15)		(01.01.15 - 31.12.15)	(01.01.14 - 31.12.14)
Sales	104.82	95.11	10.21	589.09	438.80
Other Income	0.56	0.30	86.67	4.37	4.84
Total Revenues	105.38	95.41	10.45	593.46	443.64
COGs	69.60	60.56	14.93	373.01	259.95
SG&A	38.79	54.52	(28.85)	195.26	131.41
Total Expenses	108.39	115.08	(5.82)	568.27	391.36
EBITDA	(3.01)	(19.67)	115.30	25.19	52.28
Depre. & Amor.	2.26	2.15	5.12	9.1	7.86
EBIT	(5.27)	(21.82)	124.15	16.09	44.42
Net Profit	(4.17)	(17.16)	124.30	8.03	31.4
EPS (B.)	(0.009)	(0.037)	124.32	0.02	0.1



FINANCIAL PERFORMANCE : 9M2016

Statement of Comprehensive Income (MB.)	9M2016 (01.01.16 - 30.09.16)	9M2015 (01.01.15 - 30.09.15)	%	2015 (01.01.15 - 31.12.15)	2014 (01.01.14 - 31.12.14)
Sales	766.84	487.10	57.43	589.09	438.80
Other Income	4.61	2.42	47.51	4.37	4.84
Total Revenues	771.45	489.52	57.59	593.46	443.64
COGs	487.35	303.17	60.75	373.01	259.95
SG&A	153.85	162.23	(5.17)	195.26	131.41
Total Expenses	641.20	465.40	37.77	568.27	391.36
EBITDA	130.25	24.12	440.01	25.19	52.28
Depre. & Amor.	9.48	6.55	44.73	9.1	7.86
EBIT	120.77	17.57	487.36	16.09	44.42
Net Profit	97.79	9.99	878.88	8.03	31.4
EPS (B.)	0.204	0.021	871.43	0.02	0.1



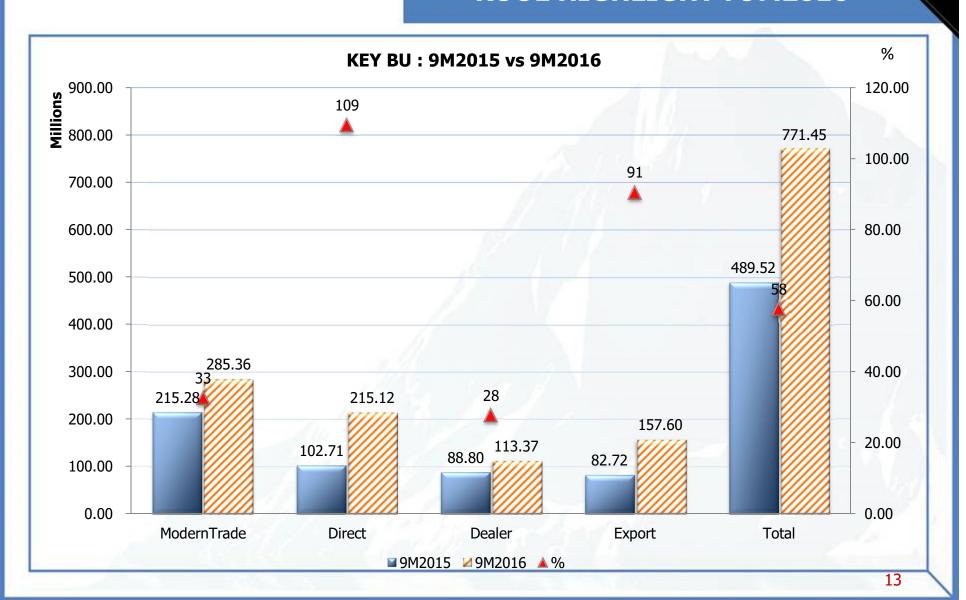


FINANCIAL RATIO

	JAN - DEC 2015	JAN - SEP 2016			
ASSET PERFORMANCE					
CURRENT RATIO	2.00	3.68			
QUICK RATIO	0.93	2.56			
PROFITABILITY PROFORMANCE					
GROSS PROFIT MARGIN	38.07%	36.83%			
EBIT MARGIN	3.59%	15.78%			
NET PROFIT MARGIN	2.04%	12.68%			
COMPANY PERFORMANCE					
RETURN ON ASSET (ROA)	1.83%	19.14%			
RETURN ON EQUITY (ROE)	3.06%	24.45%			
DEBT PERFORMANCE					
DEBT RATIO	0.68	0.28			



KOOL HIGHLIGHT: 9M2016

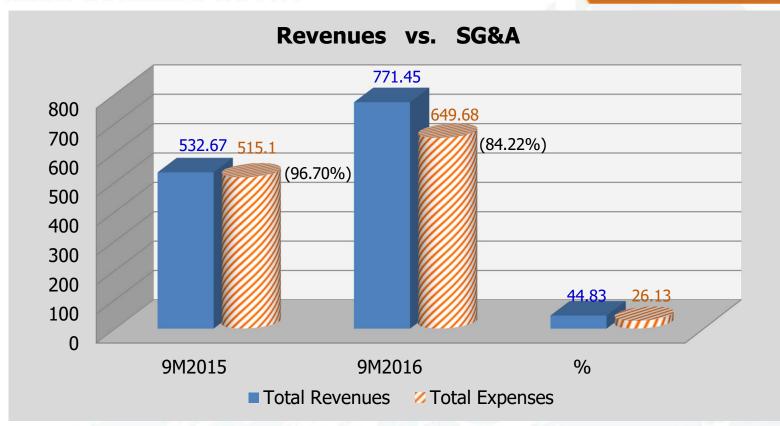




KOOL HIGHLIGHT: 9M2016

LOWER EXPENSE RATIO

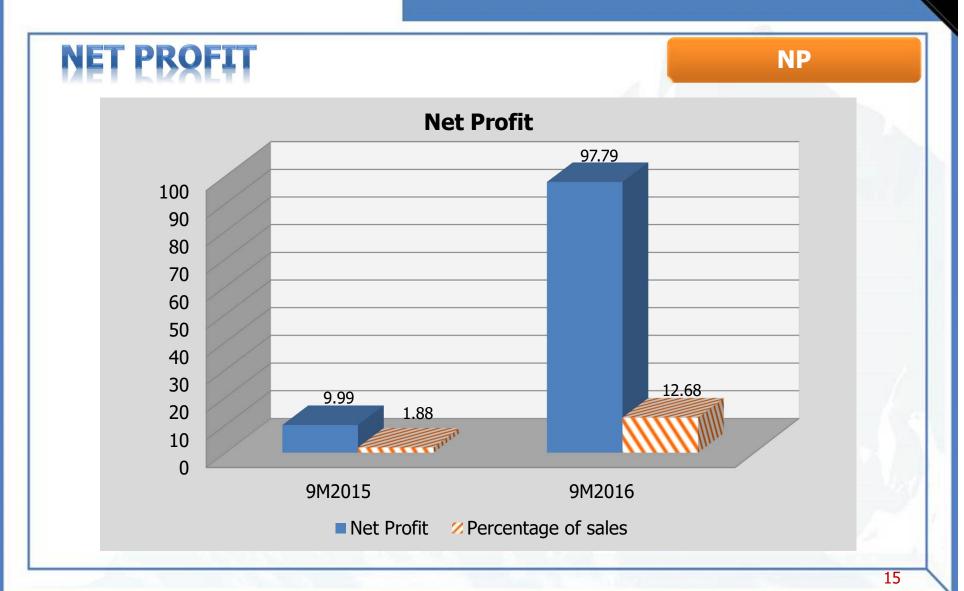
SG & A



ค่าใช้จ่ายขายและการตลาด ลดลงร้อยละ 18.70 เมื่อเทียบกับอัตราการเติบโตของยอดขาย เนื่องจากการควบคุมค่าใช้จ่ายในช่องทางขายโมเดิร์นเทรด และค่าใช้จ่ายส่งเสริมการขาย



KOOL HIGHLIGHT: 9M2016





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

