

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 9M2016



AGENDA



KOOL's Overview



KOOL's Performance Q3/2016 and 9M2016



KOOL's Strategies and Forward Outlook



KOOL 's OVERVIEW



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.

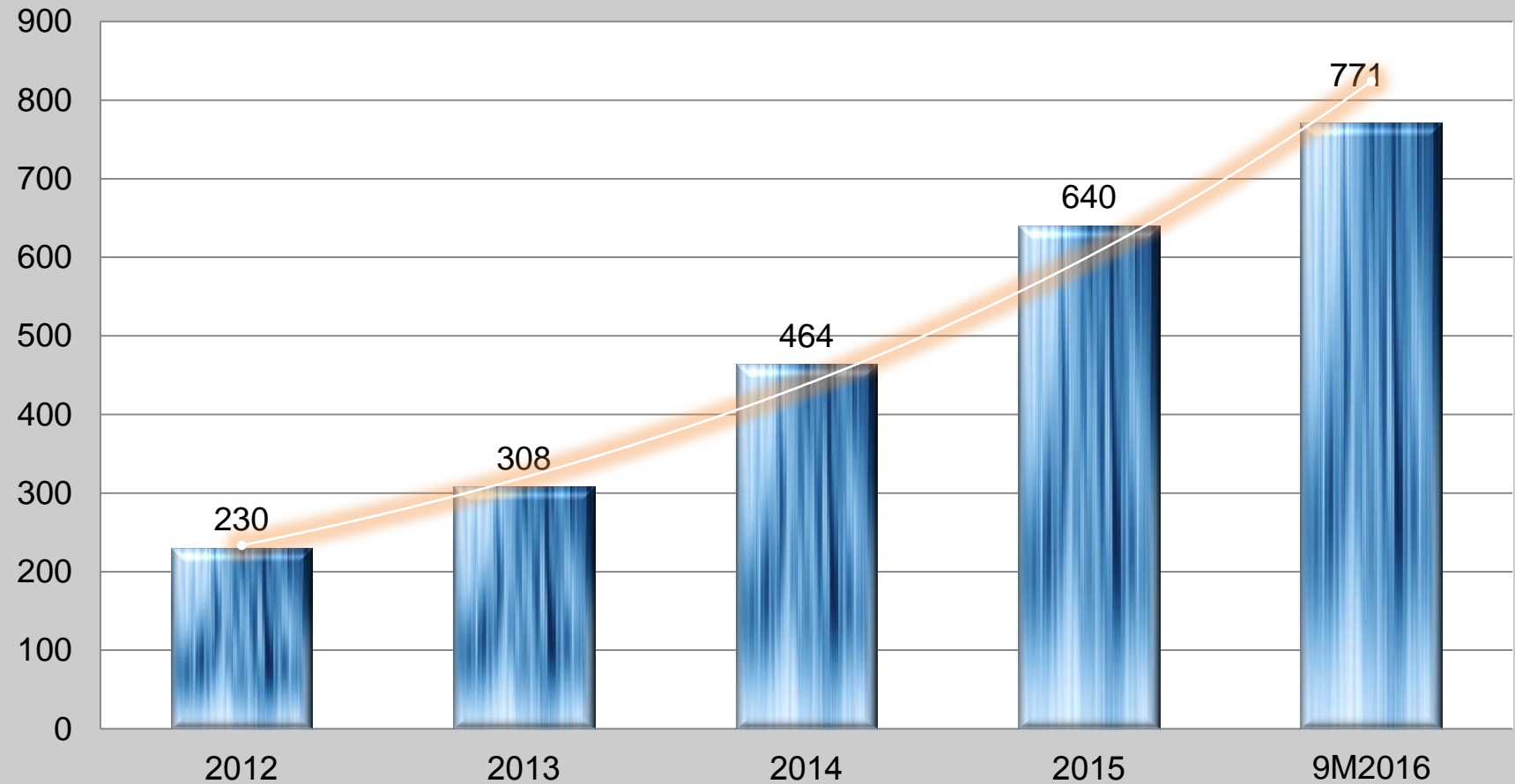
**“มาสเตอร์คูล
ผู้นำตัวจริงความเย็นยุคใหม่
เย็นได้ใจ ประหยัดได้จริง”**



BUSINESS GROWTH

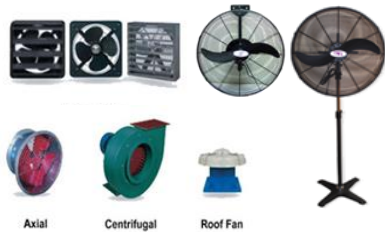
SALES COMPARISON

Million
Baht





PRODUCT PROPORTION



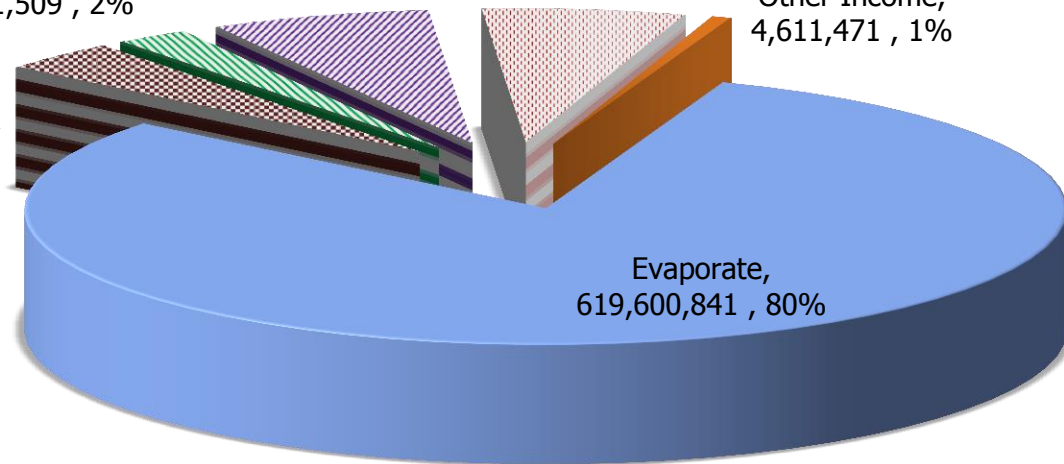
Industrial & Ventilation Fan, 17,481,509 , 2%



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%



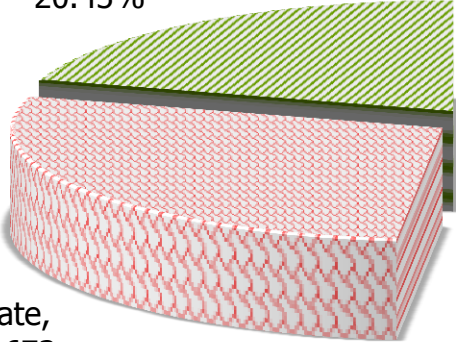


CUSTOMER PROPORTION

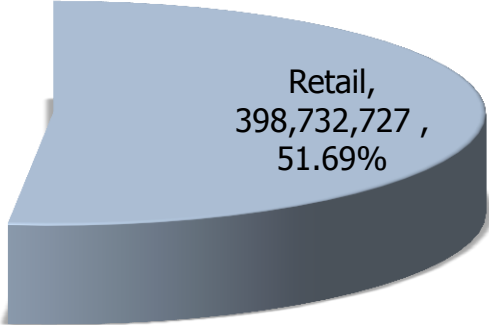
REVENUE BY CUSTOMER



Export,
157,596,501 ,
20.43%



Corporate,
215,122,673 ,
27.89%





SALES CHANNEL PROPORTION

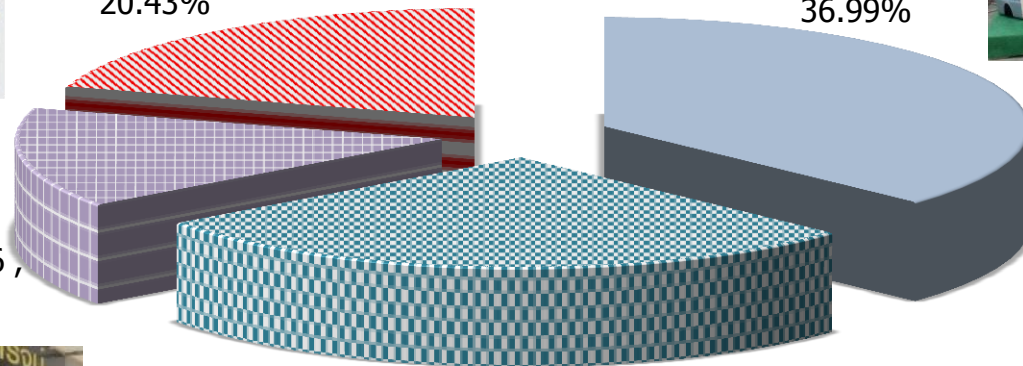
REVENUE BY CHANNEL

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 (01.07.16 - 30.09.16) | 3M/2015 (01.07.15 - 30.09.15) | % | 2015 (01.01.15 - 31.12.15) | 2014 (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 |



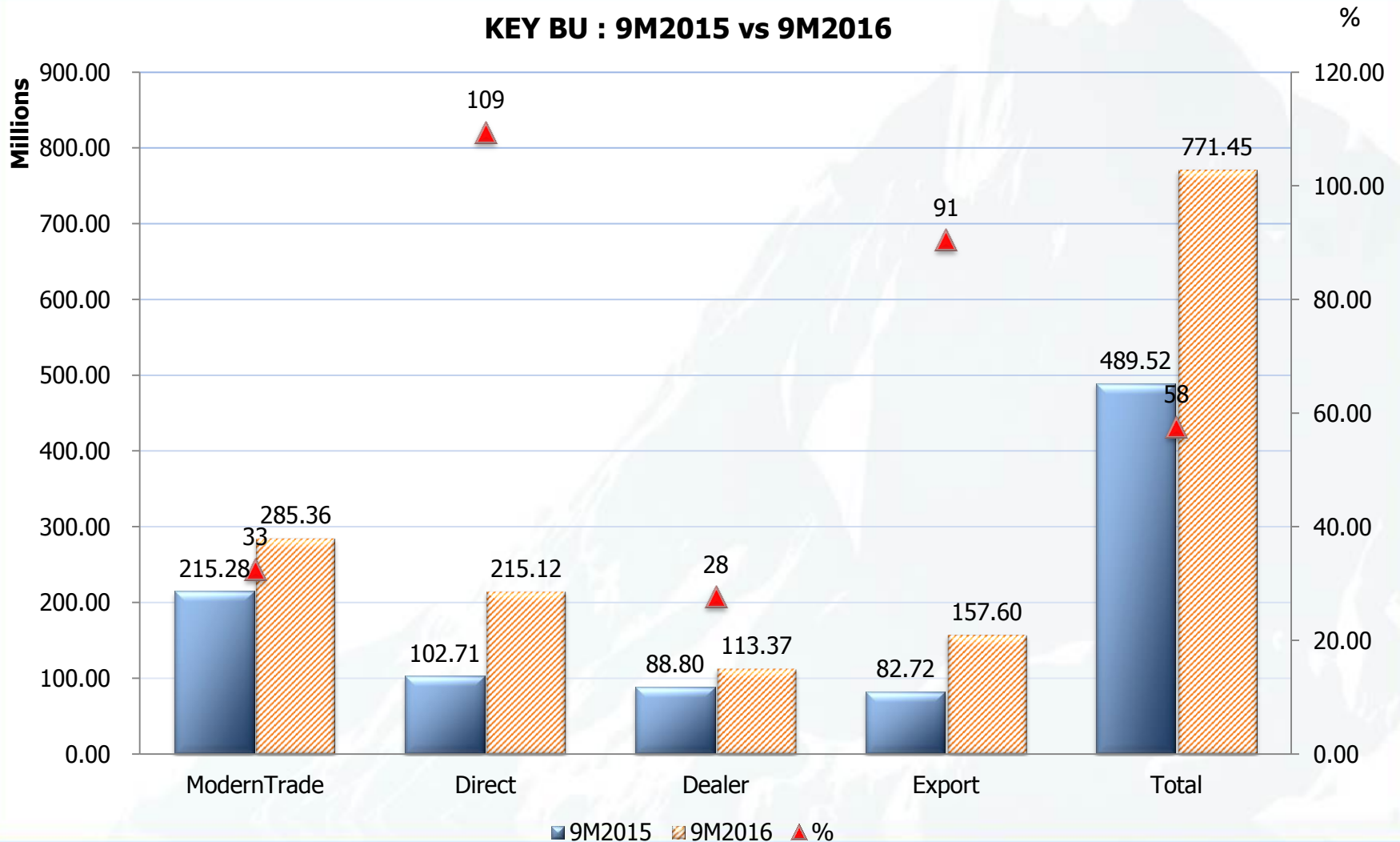
FINANCIAL RATIO

| | JAN – DEC 2015 | JAN – SEP 2016 |
|----------------------------------|----------------|----------------|
| ASSET PERFORMANCE | | |
| CURRENT RATIO | 2.00 | 3.68 |
| QUICK RATIO | 0.93 | 2.56 |
| PROFITABILITY PERFORMANCE | | |
| 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

KEY BU : 9M2015 vs 9M2016

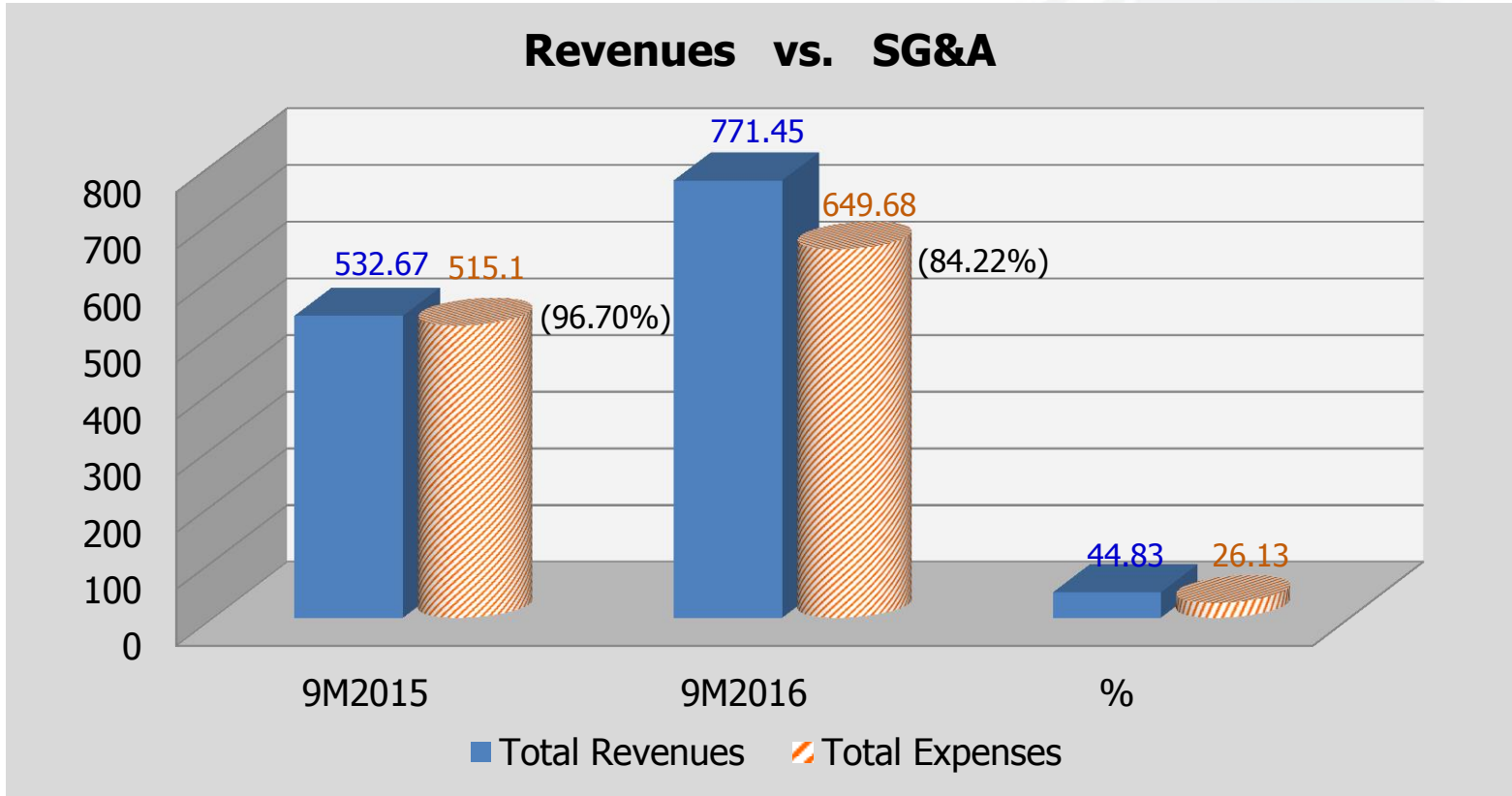




KOOL HIGHLIGHT : 9M2016

LOWER EXPENSE RATIO

SG & A



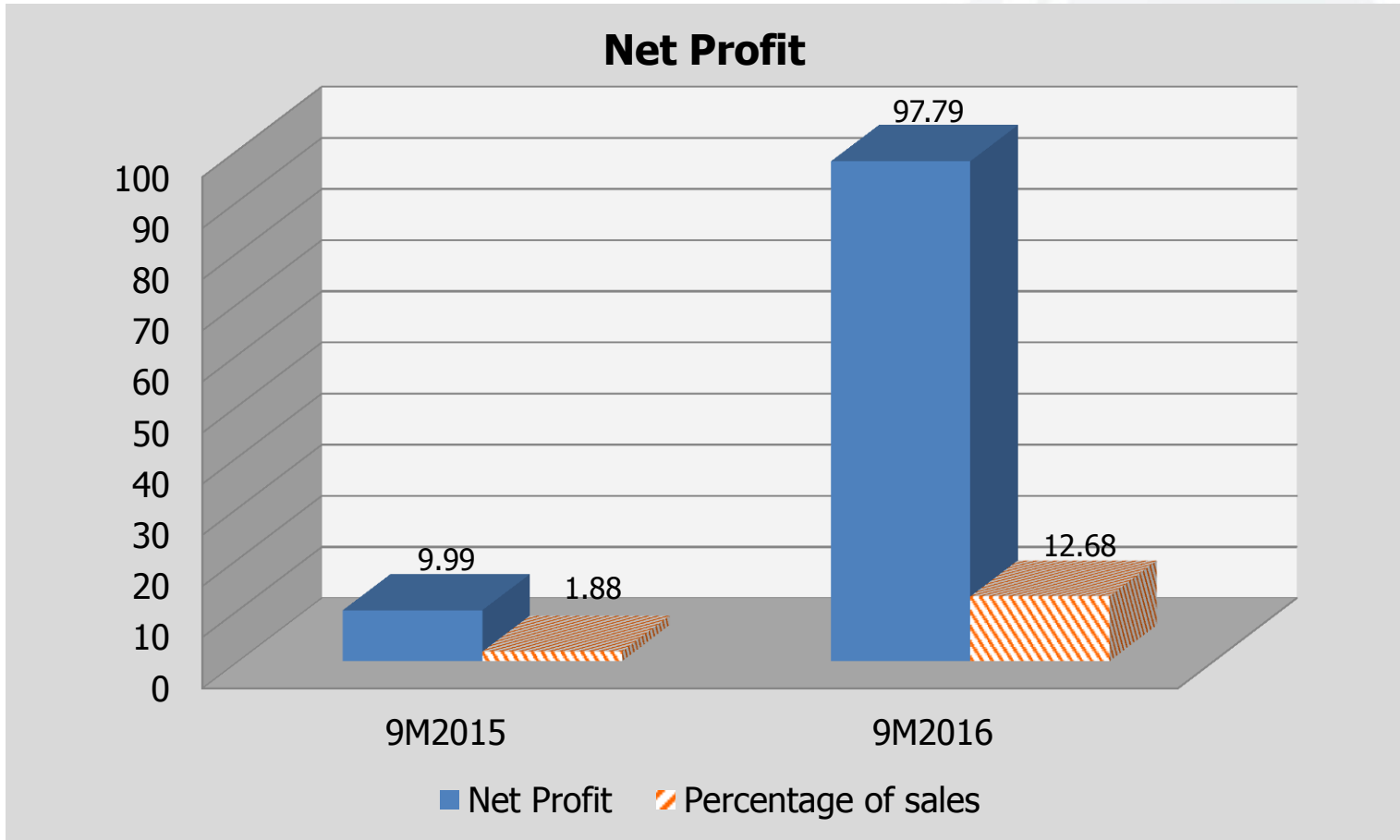
ค่าใช้จ่ายขายและการตลาด ลดลงร้อยละ 18.70 เมื่อเทียบกับอัตราการเติบโตของยอดขาย เนื่องจาก การควบคุมค่าใช้จ่ายในช่องทางขายโมเดิร์นเทรด และค่าใช้จ่ายส่งเสริมการขาย



KOOL HIGHLIGHT : 9M2016

NET PROFIT

NP



The background of the slide features a large, jagged iceberg floating in a deep blue sea. The iceberg's surface is highly textured with various peaks and shadows, and its reflection is clearly visible in the calm water below. A semi-transparent white horizontal band is overlaid across the middle of the image, containing the main 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



Q&A

Thank You