



# OPPORTUNITY DAY

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2Q and 1H 2025

**Thai Coconut PCL.**

August 20, 2025



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# AGENDA

COMPANY  
OVERVIEW

01

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2Q AND 1H 2025

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BUSINESS UPDATE  
2Q AND 1H 2025

03

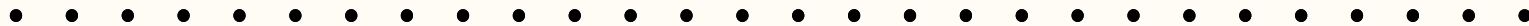
3

BUSINESS OUTLOOK  
2H 2025

04

Q&A SESSION

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01

# COMPANY OVERVIEW

[WWW.THAICOCONUT.COM](http://WWW.THAICOCONUT.COM)





# Thai Coconut

Thai Coconut Public Company Limited



Remark: The registration of NOVOCOCONUT INC. is scheduled to be completed by April 25, 2025.

# Thai Coconut PCL.



Thai Coconut Public Company Limited is a manufacturer and distributor of a variety of products, which are produced from coconuts and various fruits under the Customer brand (Original Equipment Manufacturer or OEM) and our Company brand.



**Coconut Water**

**Coconut Milk**



**SNACK**



**OEM & INDUSTRIAL**



# Thai Awesome Co., Ltd.

OUR BRAND



VETMOO+



Thai Awesome Co., Ltd. is a manufacturer and exporter of "WET PET FOOD and TREAT products for dogs and cats". We offer a wide range of OEM and company products, which made from the finest raw materials that meet international standards.





# Thai Premium Street Food Co., Ltd.

## OUR BRAND



Thai Premium Street Food Co., Ltd. is engaged in the business of manufacturing and distributing ice cream products made from Thai fruits under company brand "Thai Coco" and "Coco Buri" and customer brand (Original Equipment Manufacturer or OEM).



### Thai fruit Ice stick



### Fruit shell sorbet

### Frozen Dessert





02

# PERFORMANCE 2Q&1H 2025

[WWW.THAICOCONUT.COM](http://WWW.THAICOCONUT.COM)





## 2Q 2025

Total Revenue

**1,804** MB.

↑ 16.33% QoQ, ↑ 13.58% YoY

Revenue from sales and services

**1,790** MB.

↑ 16.83% QoQ, ↑ 13.93% YoY

Gross Profit Margin

**17.10%**

↓ 0.89% pts QoQ, ↓ 10.49% pts YoY

Net Profit

**77** MB.

↑ 19.28% QoQ, ↓ 65.94% YoY



## 1H 2025

Total Revenue

**3,354** MB.

↑ 12.61% YoY

Revenue from sales and services

**3,323** MB.

↑ 12.84% YoY

Gross Profit Margin

**17.51%**

↓ 9.65% pts YoY

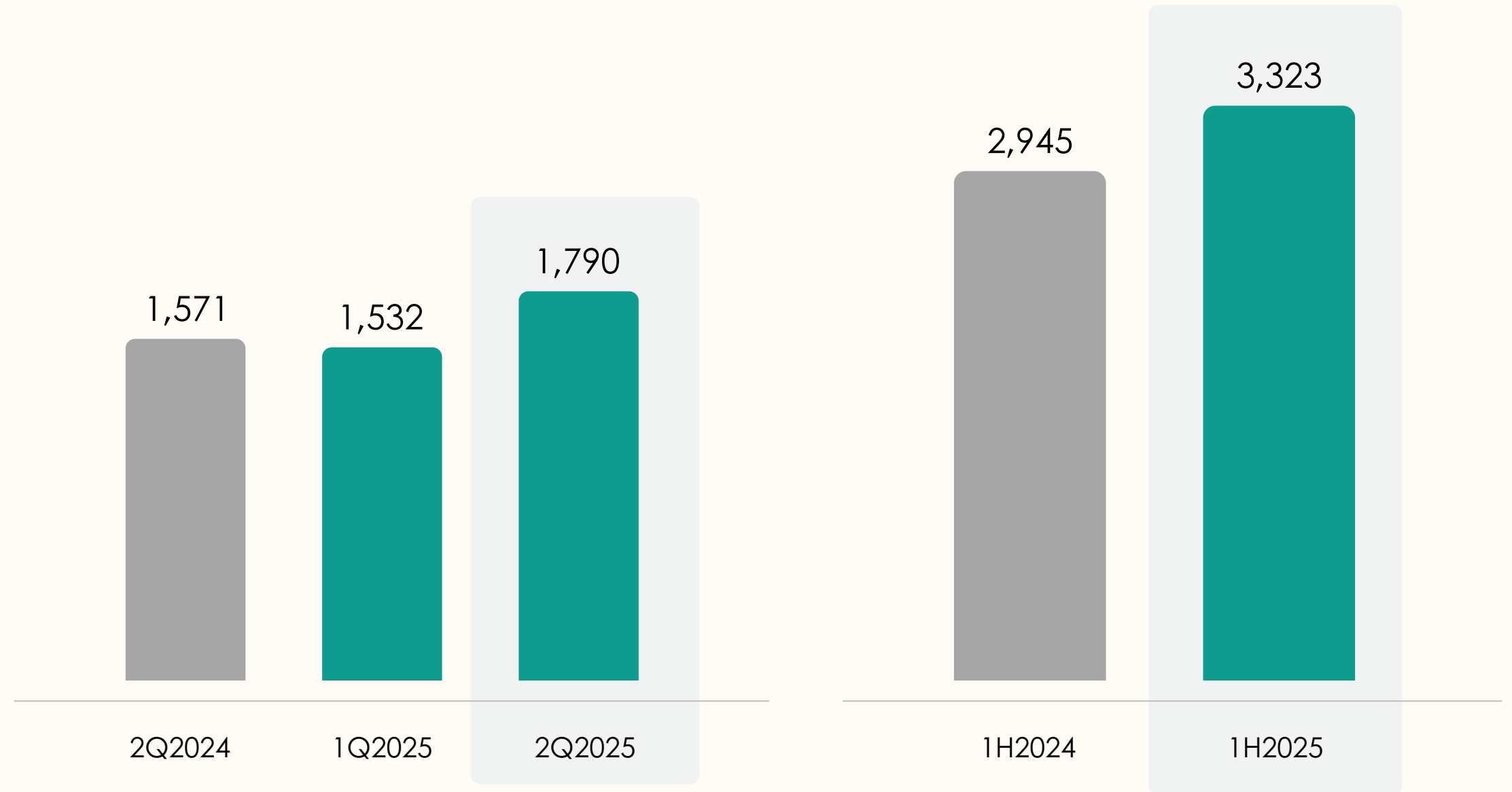
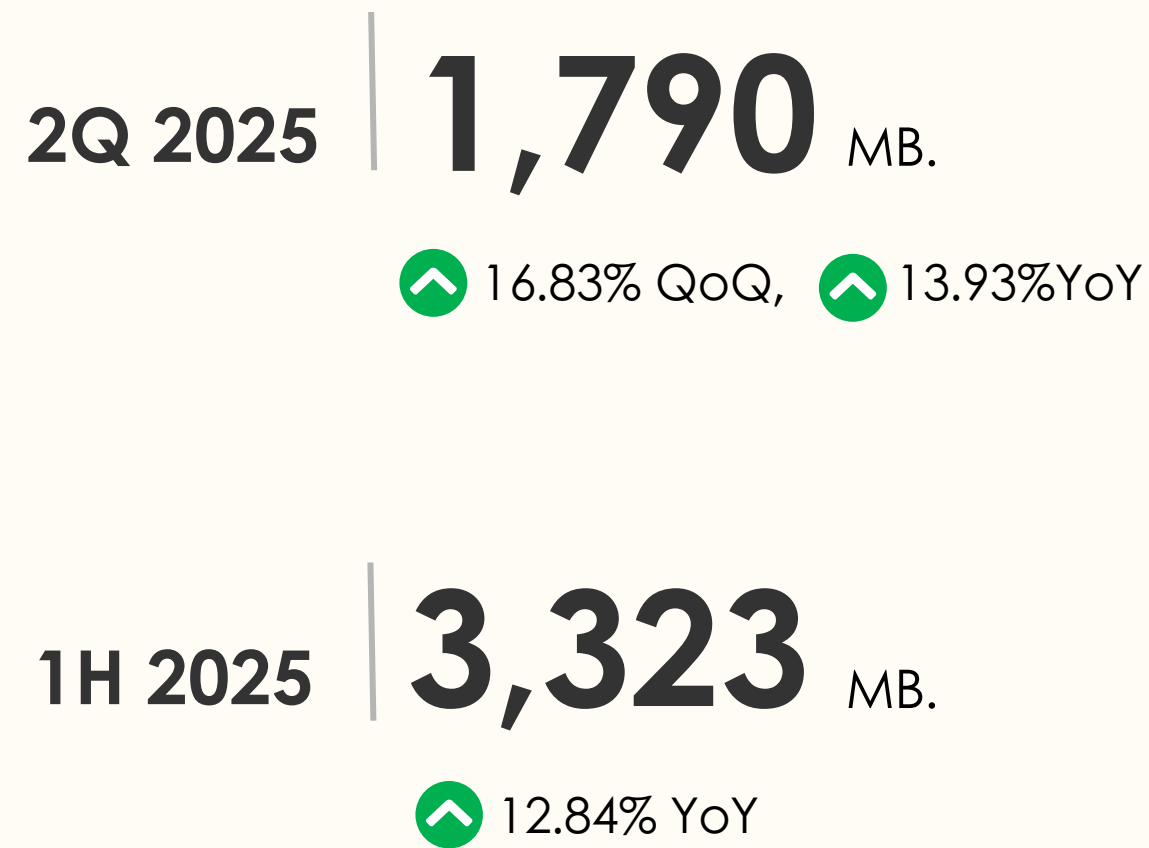
Net Profit

**142** MB.

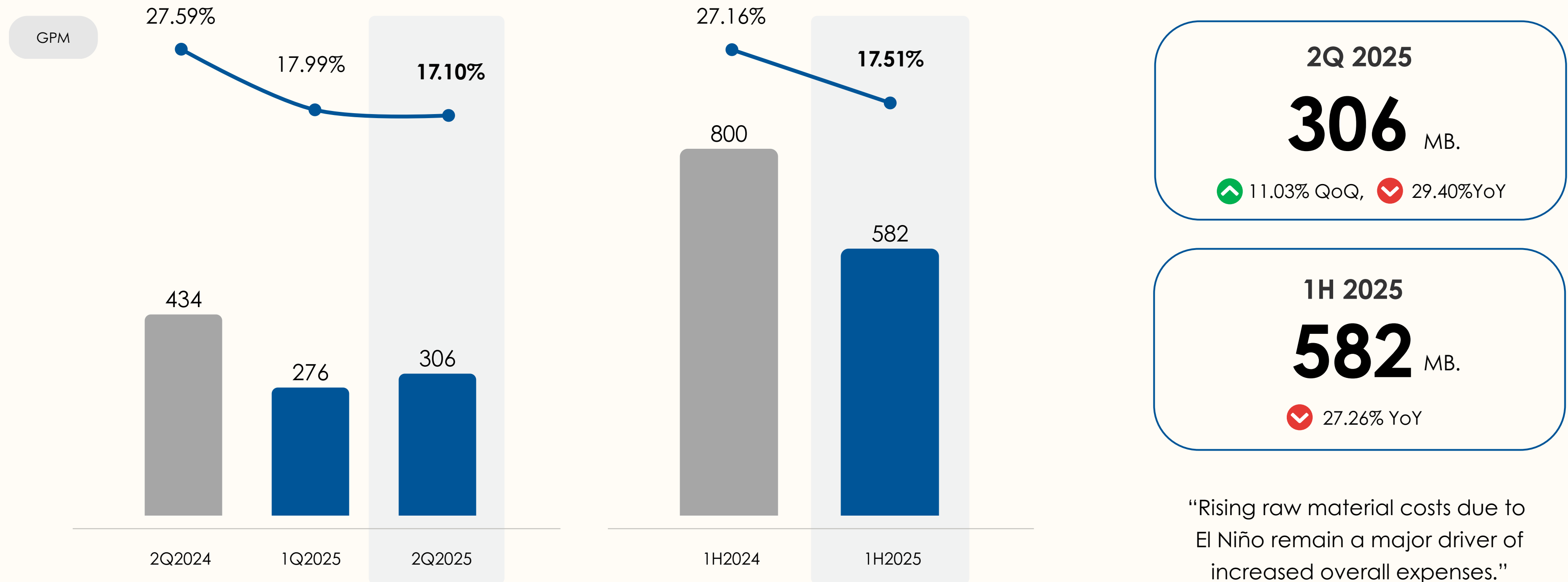
↓ 66.98% YoY

Unit: MB.

## Revenue from sales and services

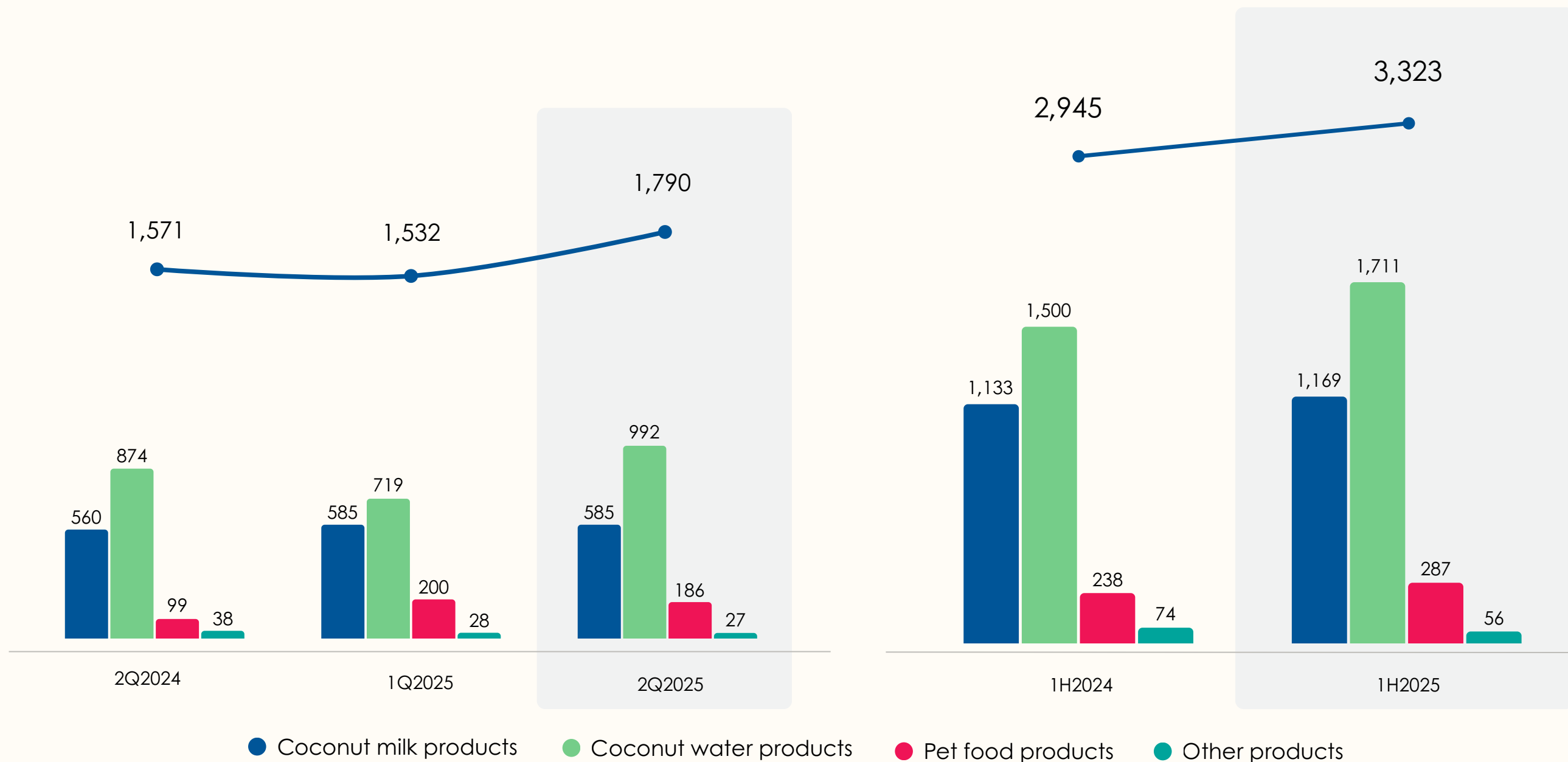


## Gross Profit and Gross Profit Margin



Unit: MB.

## Revenue from sales and services Breakdown by Products



2Q 2025 | **1,790** MB.

- ↑ 16.83% QoQ, ↑ 13.93% YoY
- Coconut milk -0.01      ● Coconut milk +4.45
- Coconut water +38.02      ● Coconut water +13.49
- Pet Food -7.37      ● Pet Food +88.13
- Other -2.01      ● Other -28.65

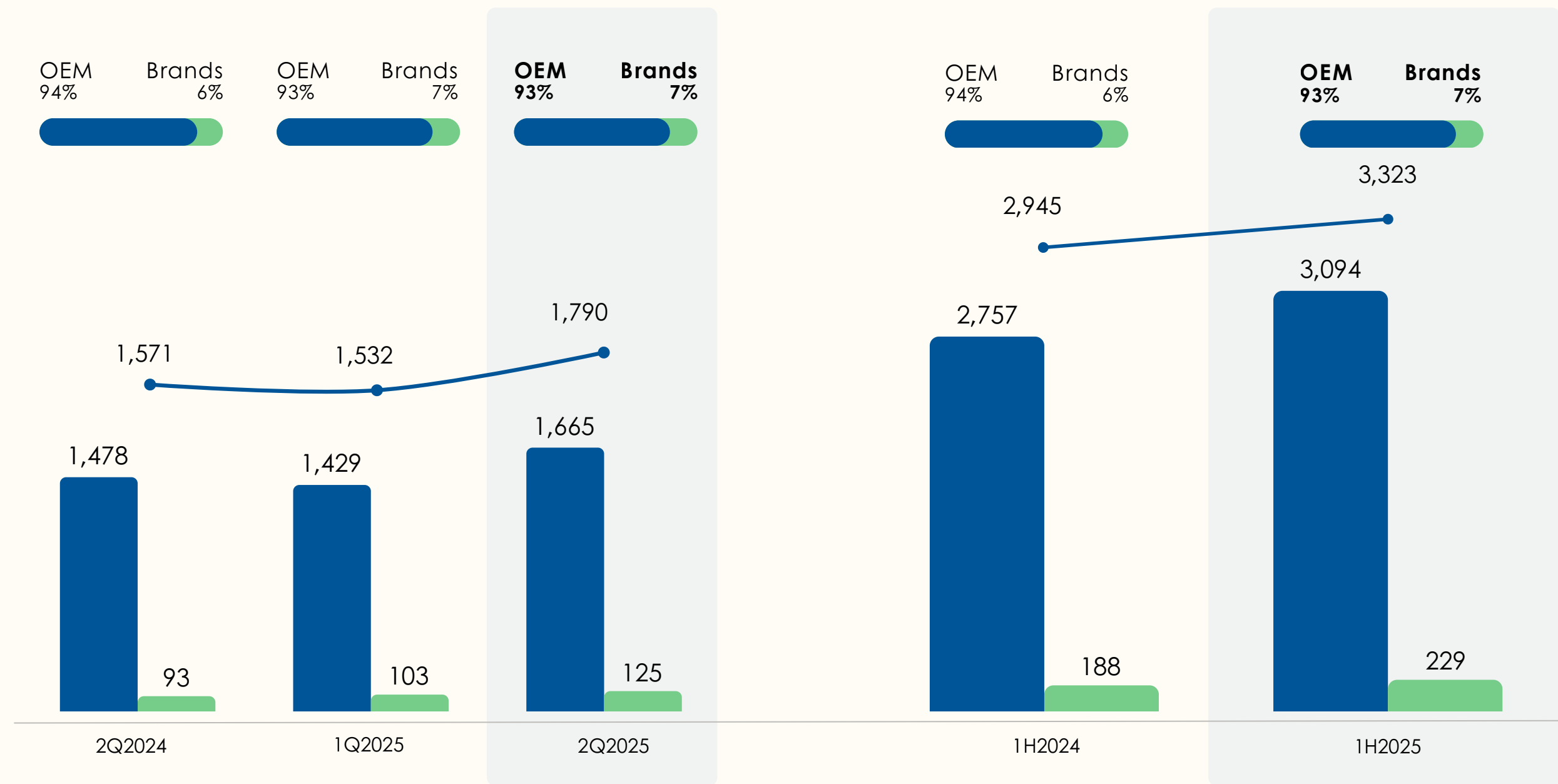
1H 2025 | **3,323** MB.

- ↑ 12.84% YoY
- Coconut milk +3.24
- Coconut water +14.08
- Pet Food +62.82
- Other -25.69

\*\*Note: Other products such as jam, fruit juice, Coconut rolls, curry paste

Unit: MB.

## Revenue from sales and services Breakdown by OEM and Brands

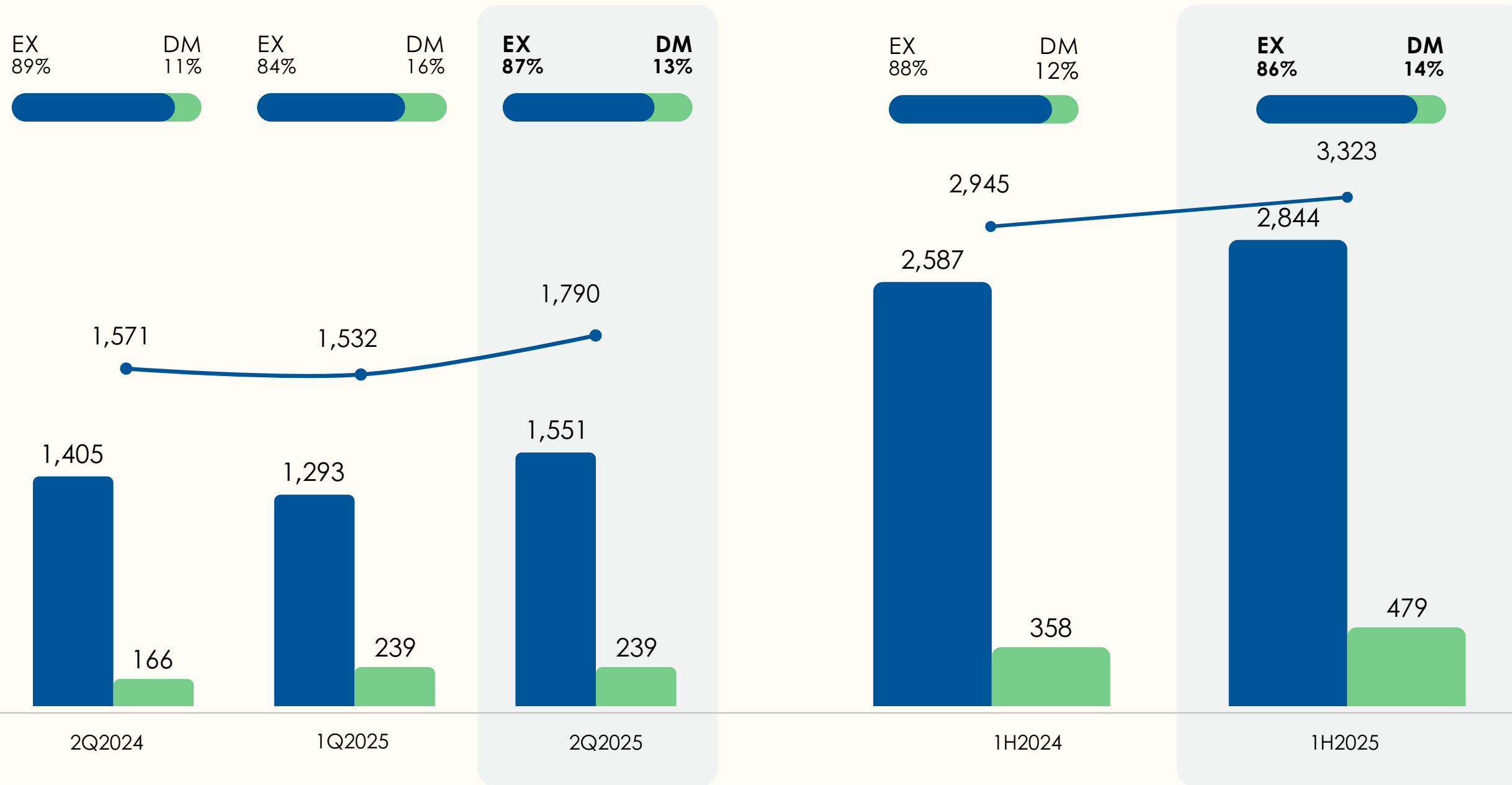


Unit: MB.

## Revenue from sales and services Breakdown by Geography



2Q 2025 | **1,790** MB.



↑ **16.83% QoQ**

- ↑ EX 19.95% QoQ
- ↓ DM 0.05% QoQ

↑ **13.93% YoY**

- ↑ EX 10.37% YoY
- ↑ DM 44.09% YoY

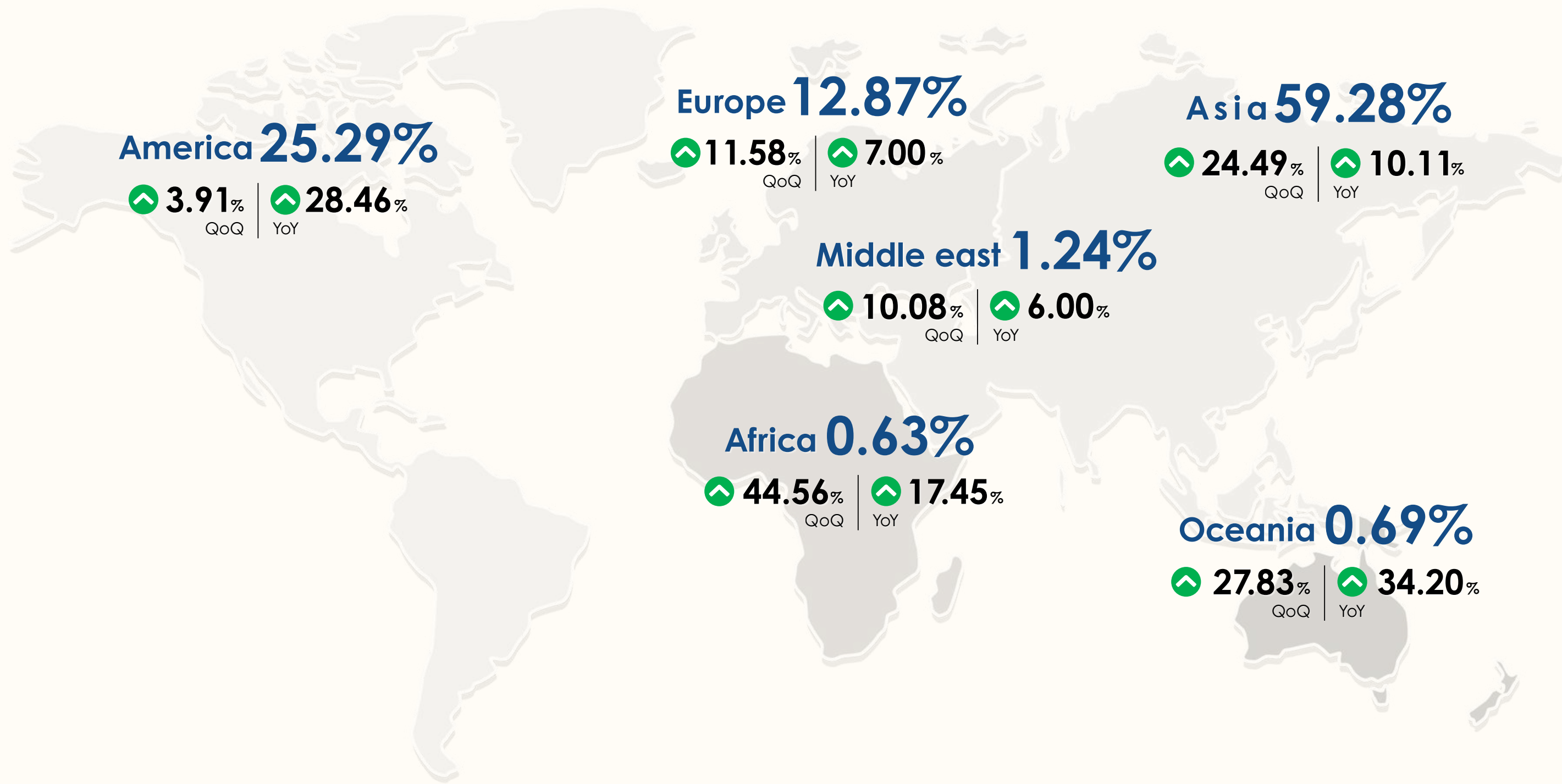
1H 2025 | **3,323** MB.

↑ **12.84% YoY**

- ↑ EX 9.96% YoY
- ↑ DM 33.62% YoY

Unit: MB.

## Revenue from sales and services Breakdown by Continents - 2Q 2025



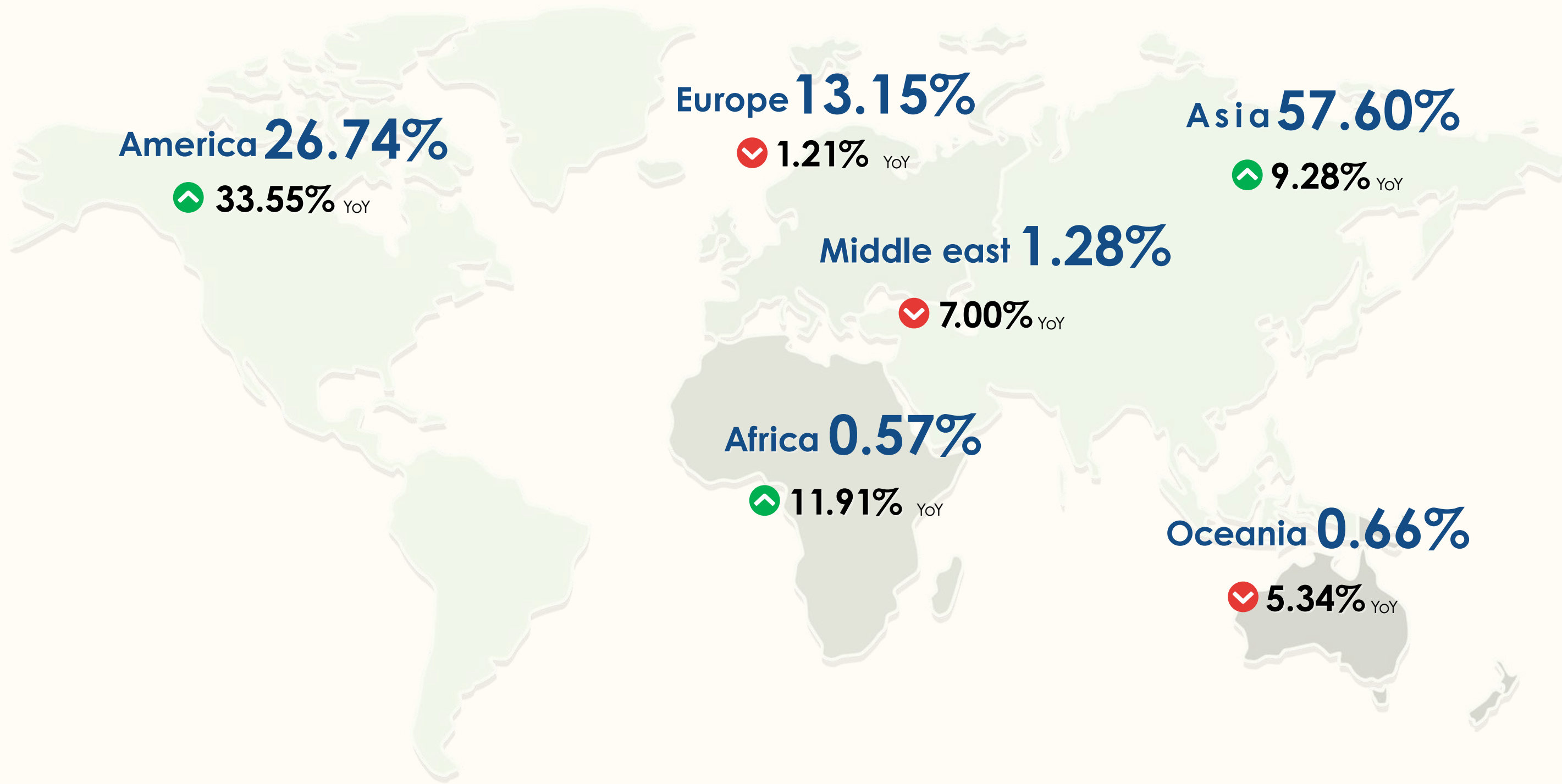
Revenue Form Sales and Services 2Q 2025

# 1,790 MB

16.83% QoQ | 13.93% YoY

Unit: MB.

### Revenue from sales and services Breakdown by Continents - 1H 2025



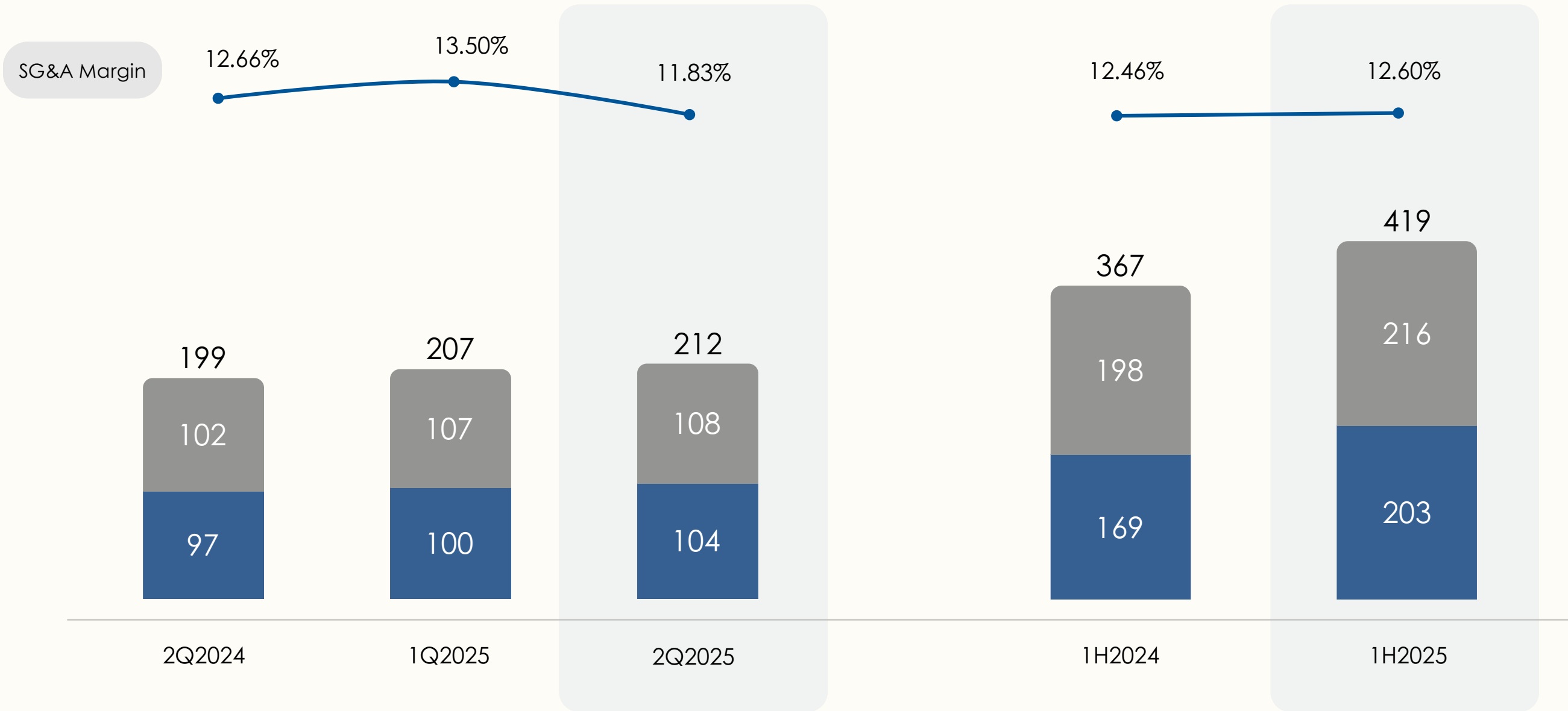
Revenue Form Sales and Services 1H 2025

# 3,323 MB

12.84% ↑ YoY

Unit: MB.

## SG&A and SG&A Margin



2Q 2025 | **212** MB.

⬆️ **2.41% QoQ**

Dis +4.59%  
Admin +0.40%

⬆️ **6.44% YoY**

Dis +7.59%  
Admin +5.35%

1H 2025 | **419** MB.

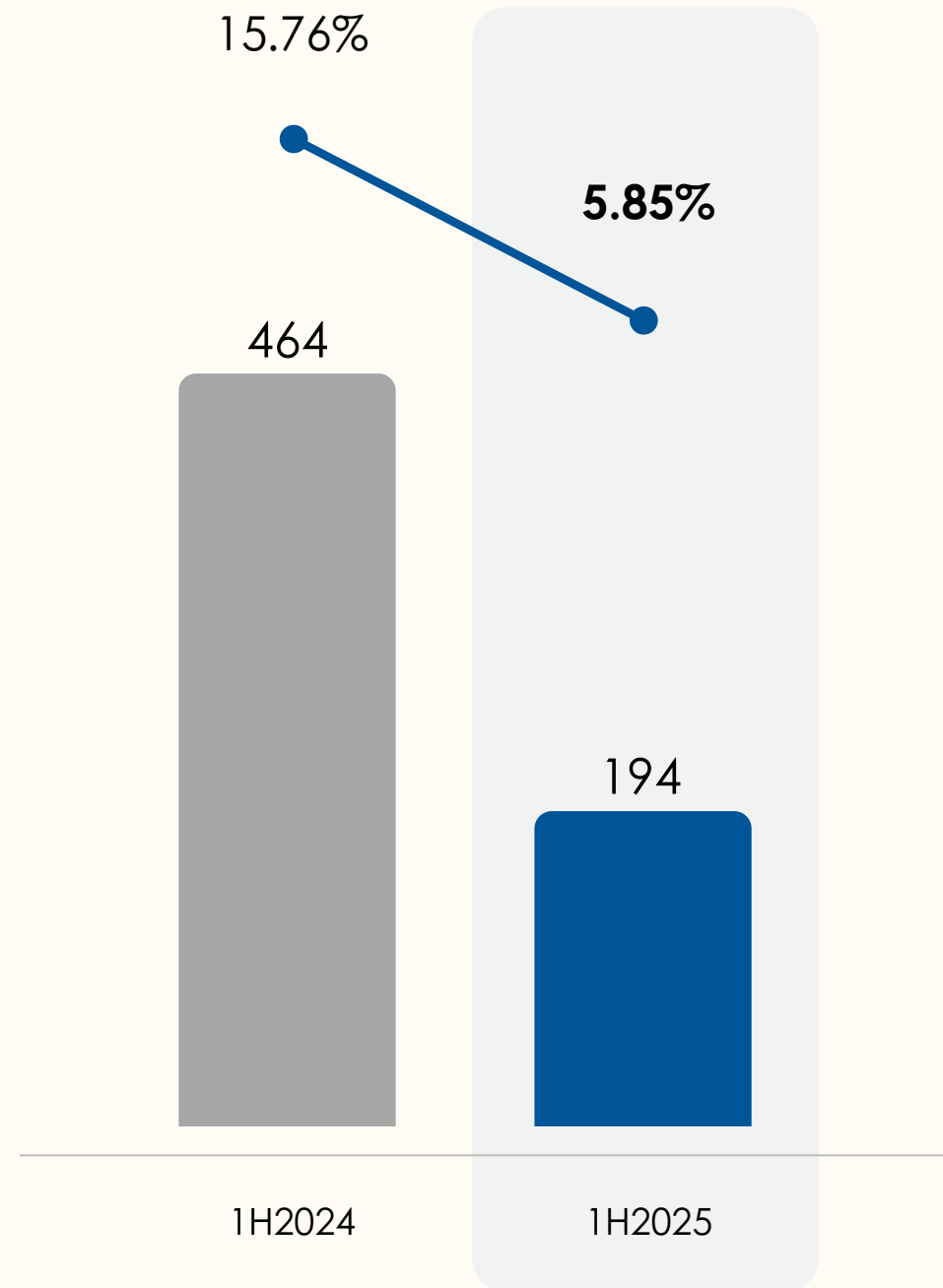
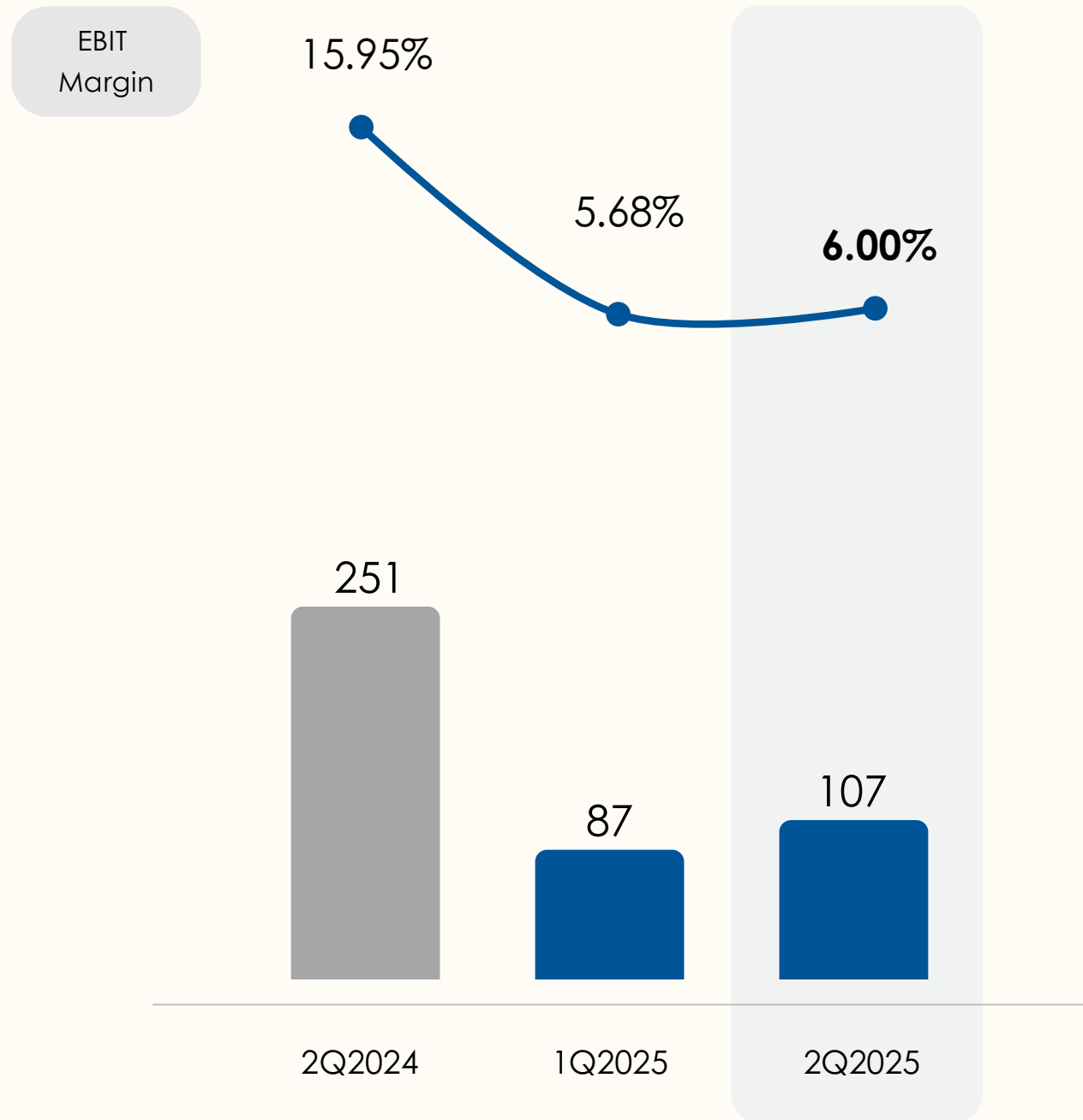
⬆️ **14.10% YoY**

Dis +20.29%  
Admin +8.82%

Admin Expense :Increase in Employee benefit expenses, and R&D  
 Distribution Expense :Expenses for Promotion, Marketing media costs and exhibitions, and branding  
 \*These expense have grown, which correspond to an increase in revenue from sales.

Unit: MB.

## EBIT and EBIT Margin



**2Q 2025**

**107** MB.

↑ 23.25% QoQ, ↓ 57.16% YoY

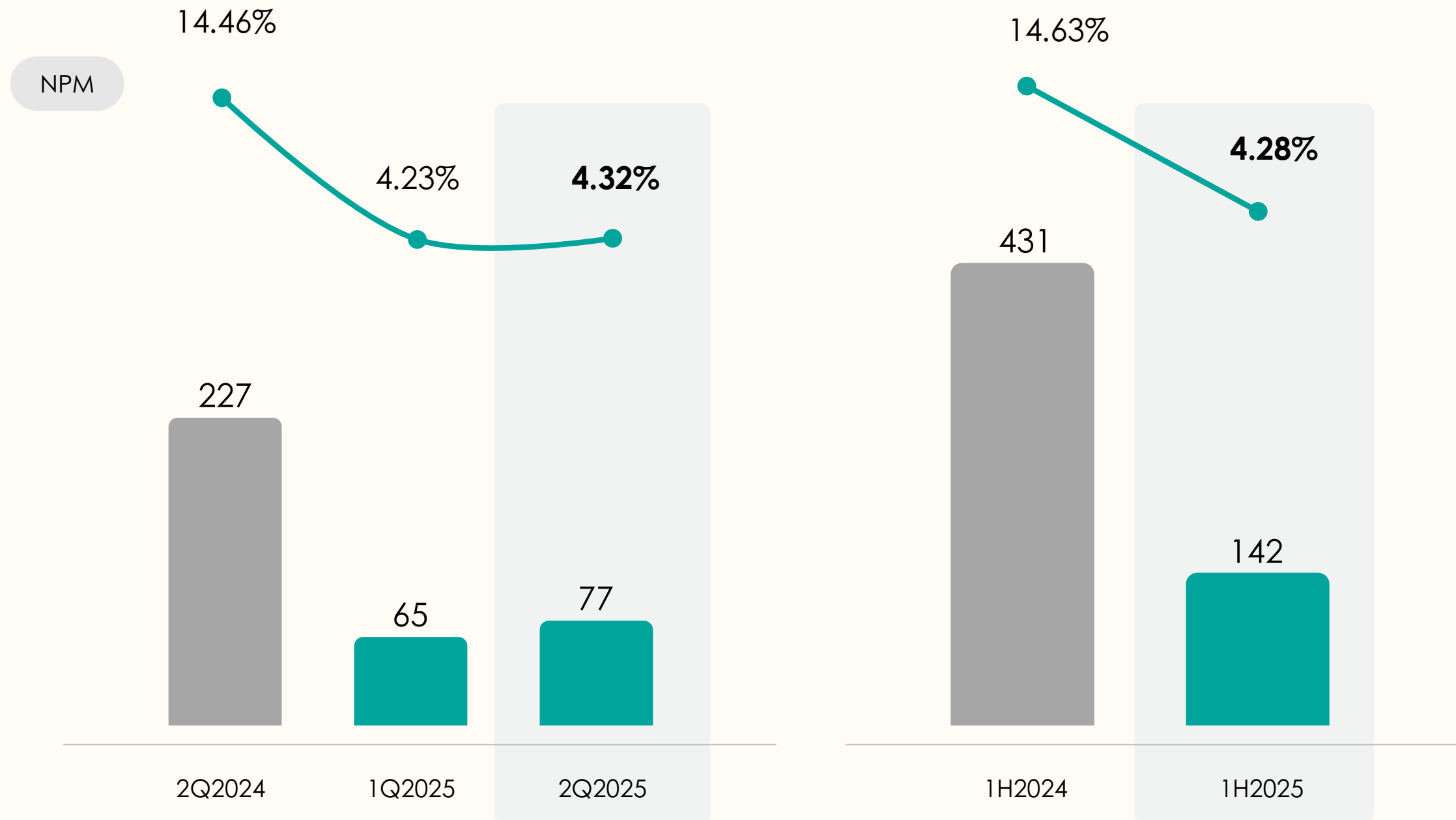
**1H 2025**

**194** MB.

↓ 58.10% YoY

Unit: MB.

## Net Profit and Net Profit Margin



**2Q 2025**

**77** MB.

↑ 19.28% QoQ, ↓ 65.94% YoY

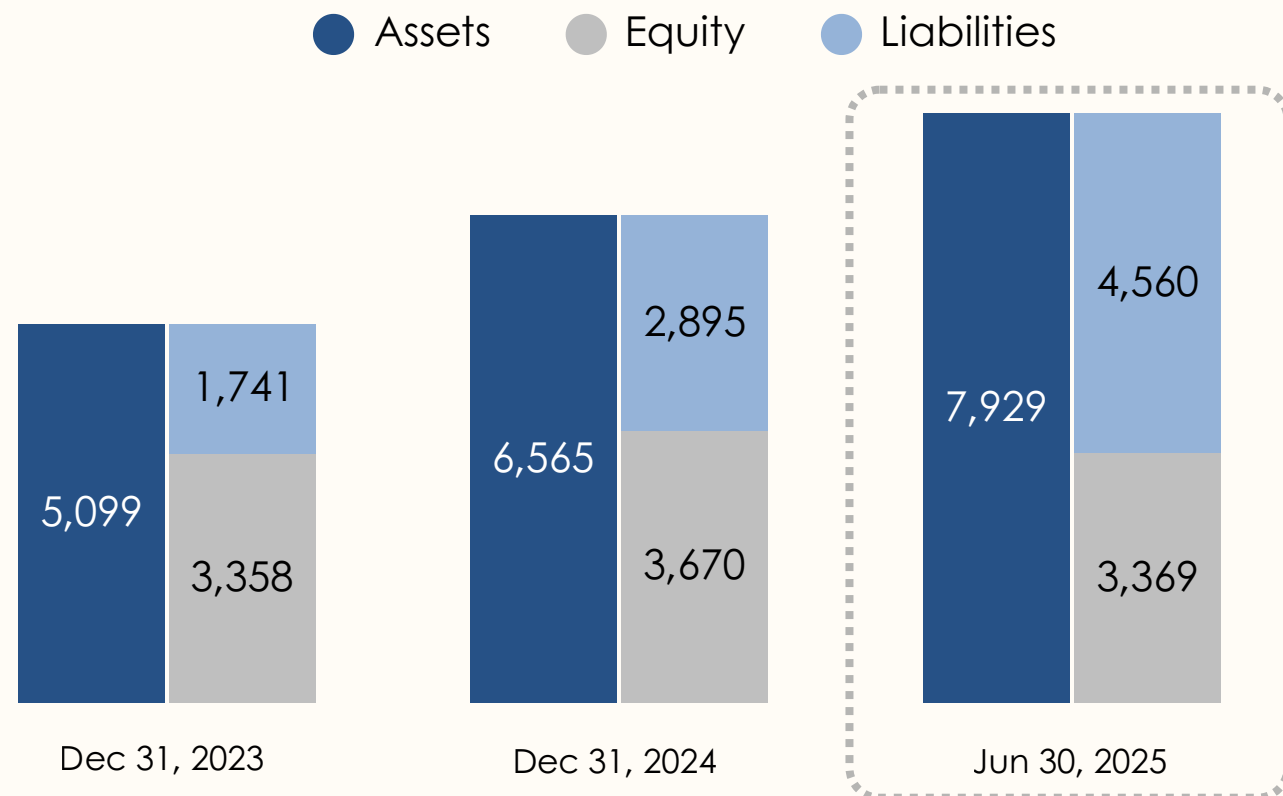
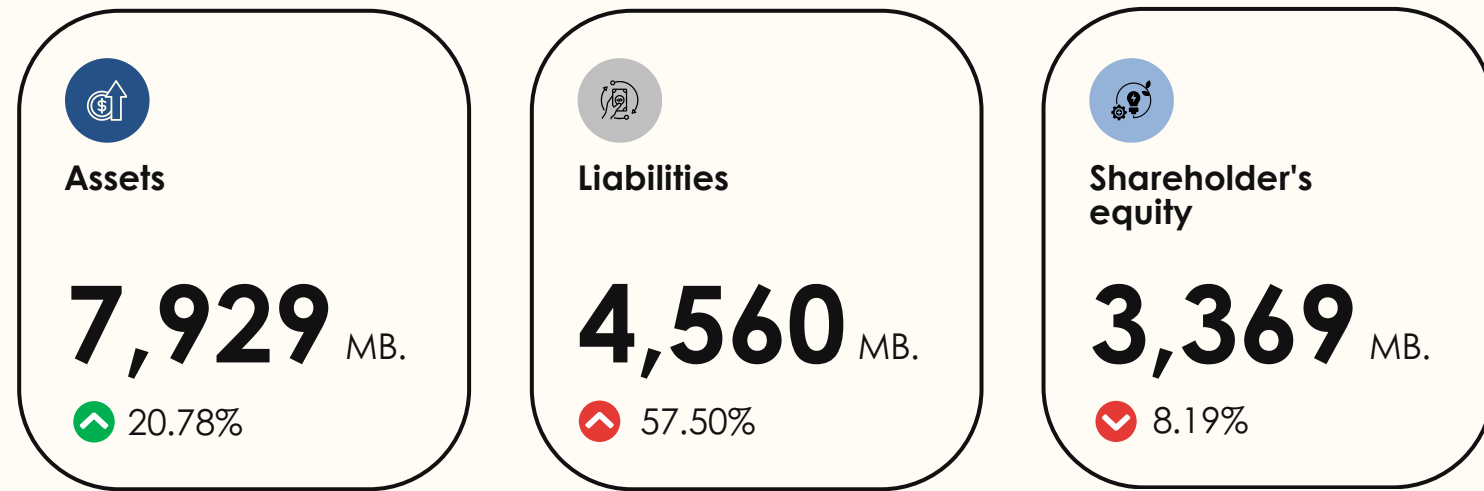
**1H 2025**

**142** MB.

↓ 66.98% YoY

Unit: MB.

## Financial Position



## Key Ratio

Ratio	Dec 31, 2023	Dec 31, 2024	Jun 30, 2025
<b>DE Ratio (Times)</b>	0.52	0.79	<b>1.35</b>
<b>ROA (%)</b>	14.38%	12.40%	<b>6.26%</b>
<b>ROE (%)</b>	23.01%	19.55%	<b>11.31%</b>



MOOCHIE

เจาทัวให้เกา =  
ไว้ใจนุ่ดทีสุด

02

# PERFORMANCE 2Q&1H 2025



Unit: MB.

# Revenue from sales and services

2Q 2025 | **186** MB.

📉 **7.37% QoQ**

OEM -5.61%  
Brands -11.38%

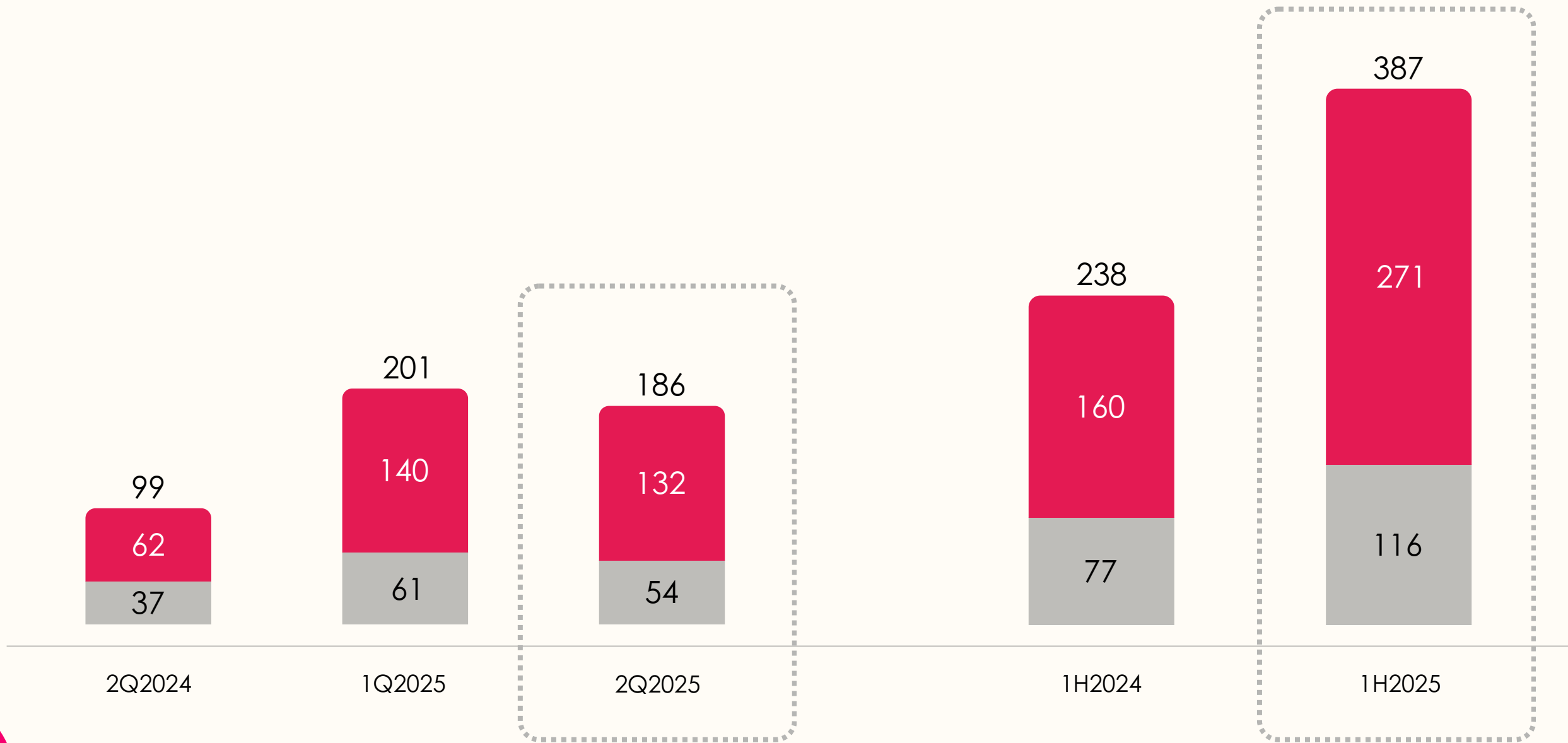
📈 **88.14% YoY**

OEM +112.09%  
Brands +47.72%

1H 2025 | **387** MB.

📈 **62.83% YoY**

OEM +69.13%  
Brands +49.73%



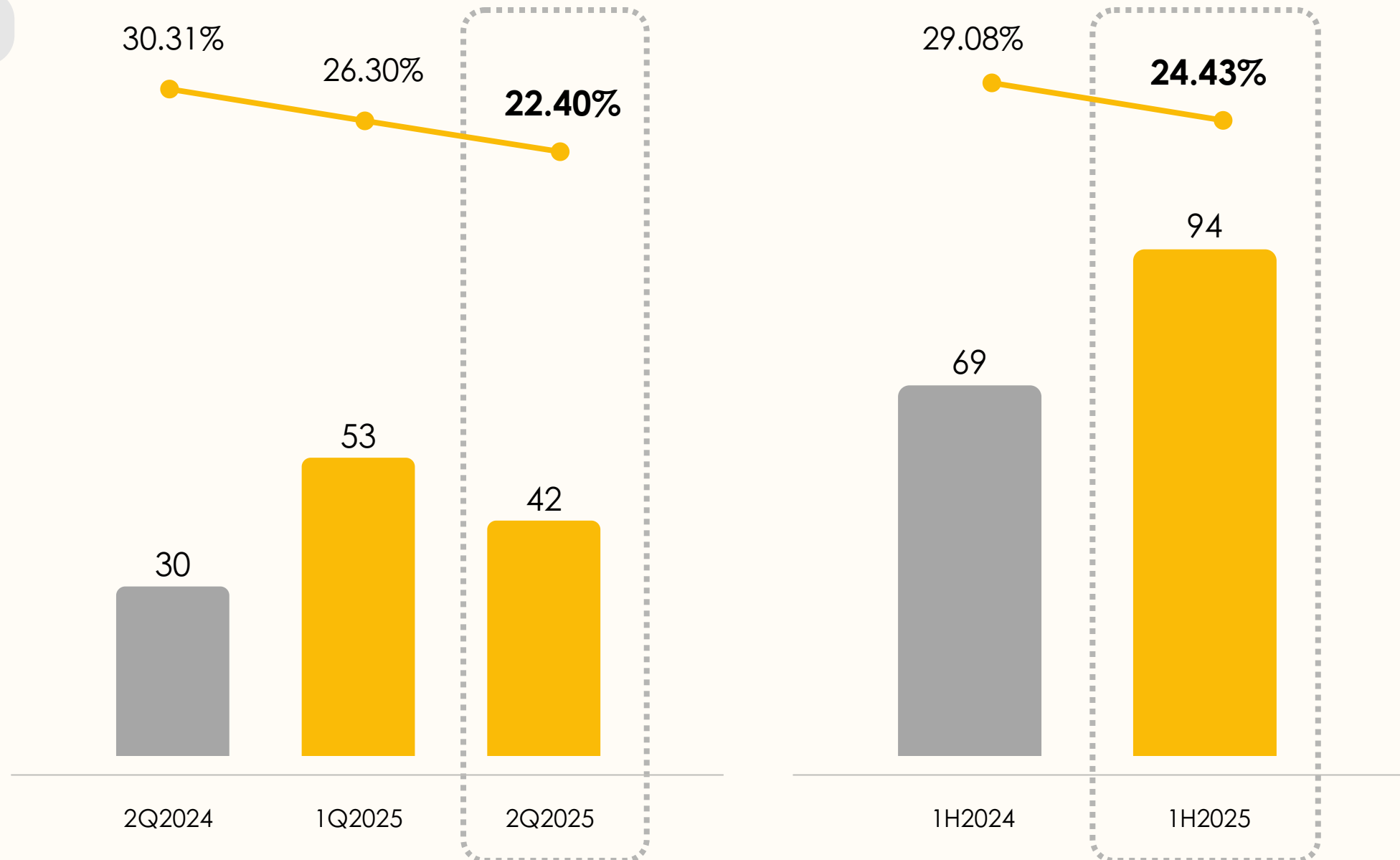
● OEM    ● Brands



Unit: MB.

# Gross Profit and Gross Profit Margin

GPM

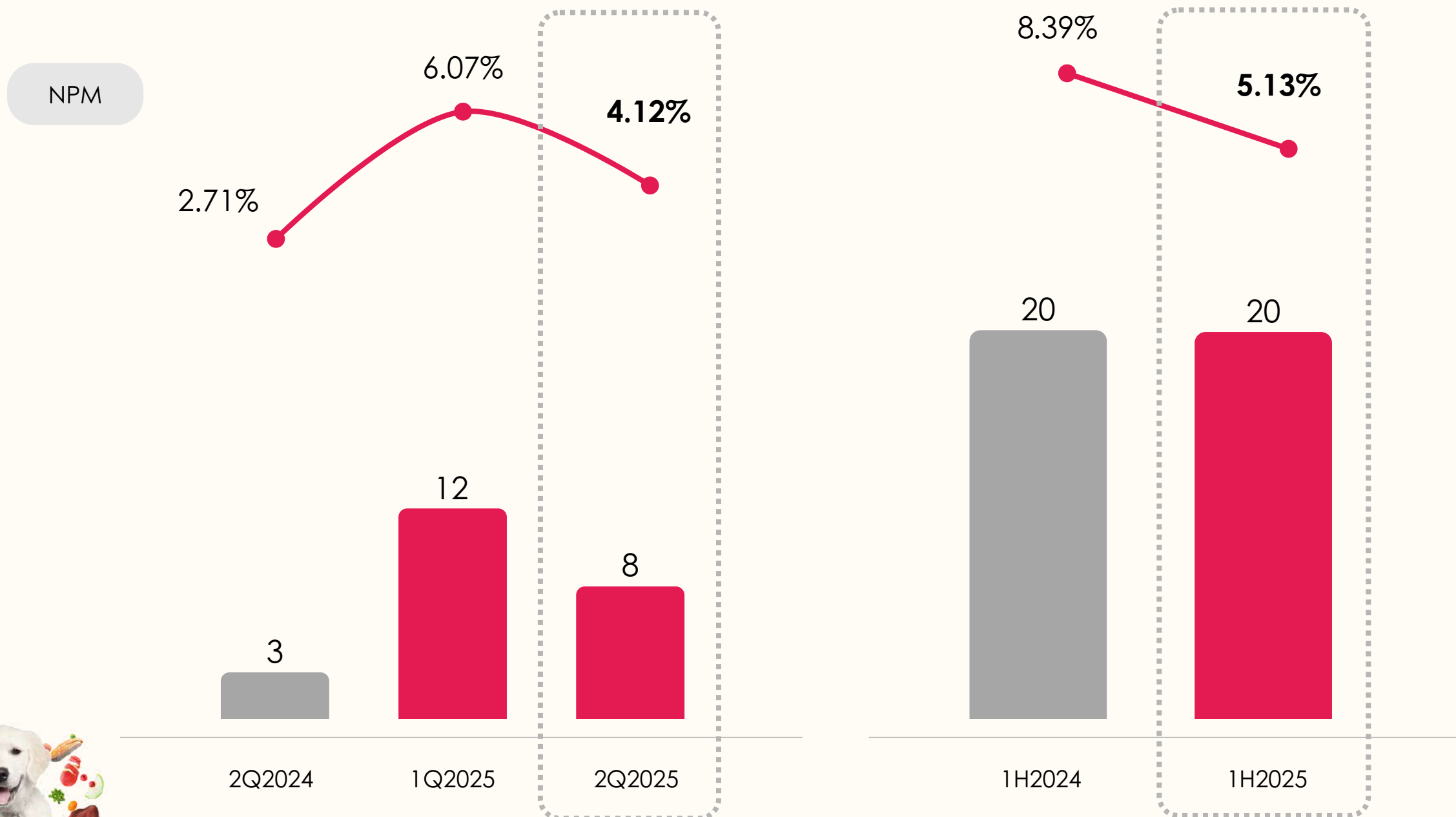


**2Q 2025**  
**42** MB.  
⬇️ 21.12% QoQ, ⬆️ 39.00%YoY

**1H 2025**  
**94** MB.  
⬆️ 36.78% YoY

Unit: MB.

# Net Profit and Net Profit Margin



**2Q 2025**

**8** MB.

⬇️ 37.09% QoQ, ⬆️ 185.55% YoY

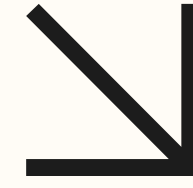
**1H 2025**

**20** MB.

⬇️ 0.45% YoY



03



# BUSINESS UPDATE 2Q&1H 2025



# Current Export Markets Private Label Service & Distributors x Brand

## No.1 CCW

RANK Export

### 100+

Countries

### 250+

Customers



Source: Ministry of Commerce, Thailand (tradereport.moc.go.th)

# Thai coco

## OWN BRAND BUSINESS:

30 → 50 COUNTRIES: More than **10,000+** STORES globally

HERO PRODUCTS



NEW S-CURVE PRODUCTS



Thai Coco  
United Arab Emirates



Thai Coco Fun & Fit Family Day  
April 5, 2025

Thai Coco  
United Arab Emirates



Adidas Runners Track Night  
May 15, 2025

Thai Coco  
United Arab Emirates



Wellness Day at Dubai Ladies Club  
May 20, 2025

# Market Activity 2Q 2025

Thai Coco  
United Arab Emirates



Thai Coco Influencer Wellness Retreat June 1, 2025

Thai Coco  
Thailand



COCOCO Fosters International Trade Collaboration June 21, 2025

Bangkok Airways Samui Half Marathon 2025  
Thailand



Thai Coco sponsored the Bangkok Airways Half Marathon 2025 in June. June 22, 2025

# Market Activity (Con.) 2Q 2025

exhibition  
↘

# Exhibitions 2Q 2025



**FOOD & DRINK EXPO**  
7-9 APRIL 2025  
NEC BIRMINGHAM

## FOOD AND DRINK EXPO

April 7-9, 2025

**Nec Birmingham, United Kingdom**



**FHA FOOD & HOSPITALITY ASIA**

## FOOD & HOTEL ASIA

April 8-11, 2025

**Singapore Expo, Singapore**



**The Saudi Food Show**  
معرض سعودي للأغذية  
12-14 MAY 2025  
RIYADH FRONT, SAUDI ARABIA

## SAUDI FOOD SHOW

May 12-14, 2025

**Riyadh Front, Saudi Arabia**

exhibition  
Exhibitions (Con.)  
2Q 2025



PLMA EUROPE

May 20-21, 2025

Rai Amsterdam Convention  
Centre, Amsterdam NL



SIAL SHANGHAI

May 19-21, 2025

Shanghai New International Expo Center, China

exhibition  
↙

# Exhibitions (Con.) 2Q 2025

**THAIFEX Anuga Asia 2025** “Asia’s premier platform for food & beverage innovation and international business connections.”

Event : May 27 – 31,2025

Location: IMPACT Muang Thong Thani, Nonthaburi, Thailand



# Philippines Factory Project



February 2025



## Signs MOU

COCOCO signed an MOU with Anflo Industrial Estate in February 2025 to set up a coconut milk plant in the Philippines.



April 2025



## Incorporation of NOVOCOCONUT INC.

"NOVOCOCONUT INC. has been officially established on April 25, 2025, and has received its Certificate of Incorporation."

2H 2025



## Project Development in Progress

Operational and pre-construction planning underway, focusing on design, compliance, and supply chain setup for future production and global expansion.



1Q 2026



"Expected Production Commencement"



03

# BUSINESS 2Q 2025

# UPDATE



MOOCHIEPETFOOD.TH

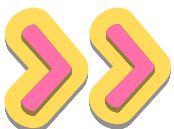


MOOCHIEPETFOOD.TH



# Our Current Global Export Markets

Private Label Service  
& Distributors x Brand

26  32

countries

100+

Customers



# AVAILABLE SHOPS IN THAILAND



\* MOOCHIEPETFOOD      \* VETMOO+      \* MUNNCHIE



Thai coconut

**Thai Awesome**

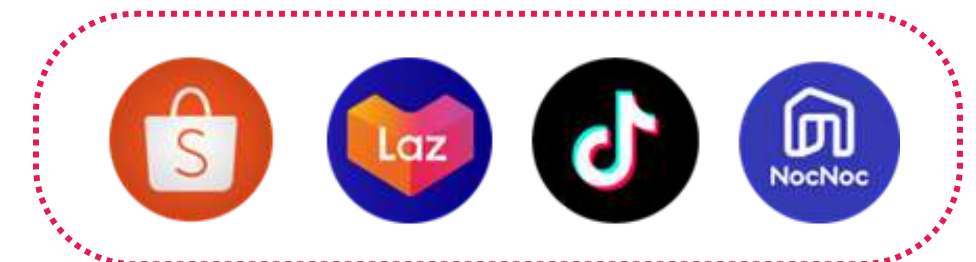
Thai Premium Street Food



## E-commerce Channels in Thailand

🛒 ONLINE SHOPPING

Search: MOOCHIEPETFOOD





# Exhibitions 2Q 2025

**Pet Expo Thailand 2025**

Event: May 1–4, 2025

Location: Queen Sirikit National Convention Center (QSNCC), Bangkok, Thailand

**PET EXPO  
THAILAND**

# NEW PRODUCT 1H 2025

## DOG&CAT MOUSSE



## Sterilized Goat Milk



Q1

Q2

Dog/Cat Mousse

Goat Milk

Munnchie Dog/Cat

Munnchie Cat





04

# BUSINESS OUTLOOK

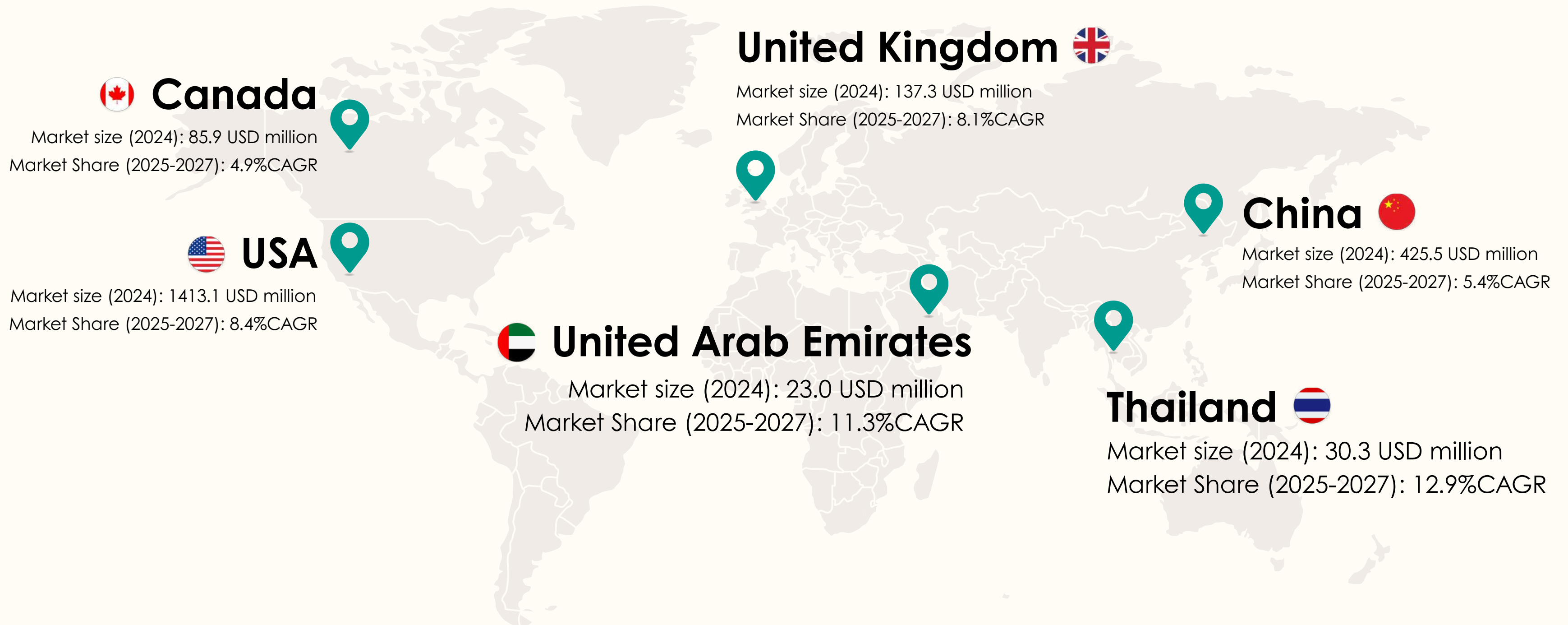
## 2H 2025

[WWW.THAICOCONUT.COM](http://WWW.THAICOCONUT.COM)



# Top 5 Coconut Water Growing Market

Total Value RSP; USD million, Fixed 2024 ex rates



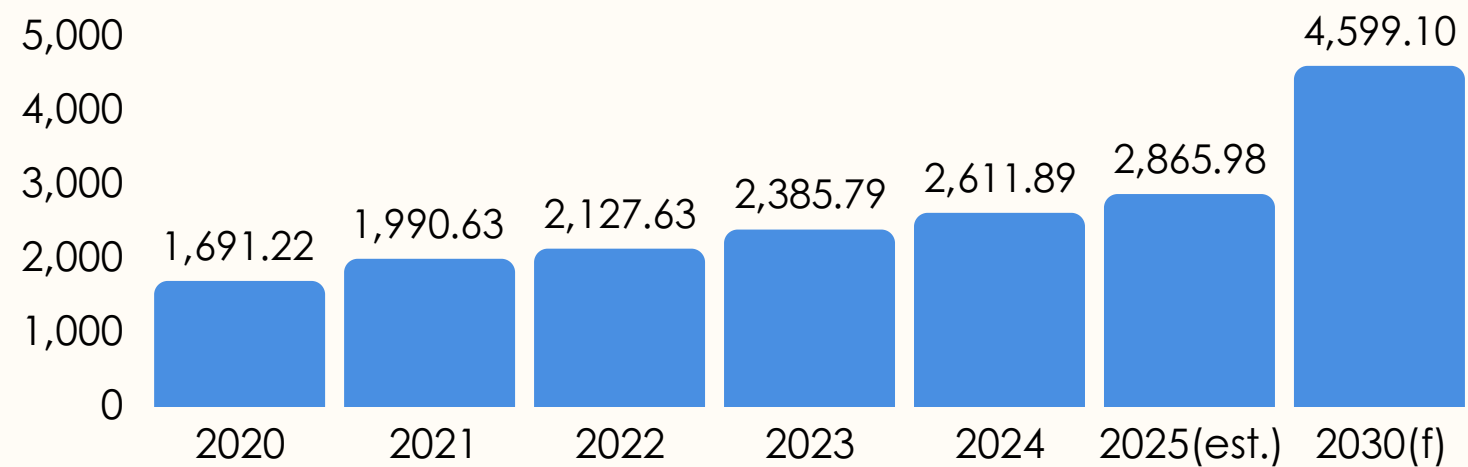


## Global Market Expansion of Coconut Milk Products

The global coconut milk products market studied was valued at USD 2,611.89 million and 552.47 million liters in 2024 and is projected to reach USD 4,599.10 million and 889.89 million liters in 2030. Coconut milk contributes more than 89% VS coconut cream at 10.55 % in value share globally

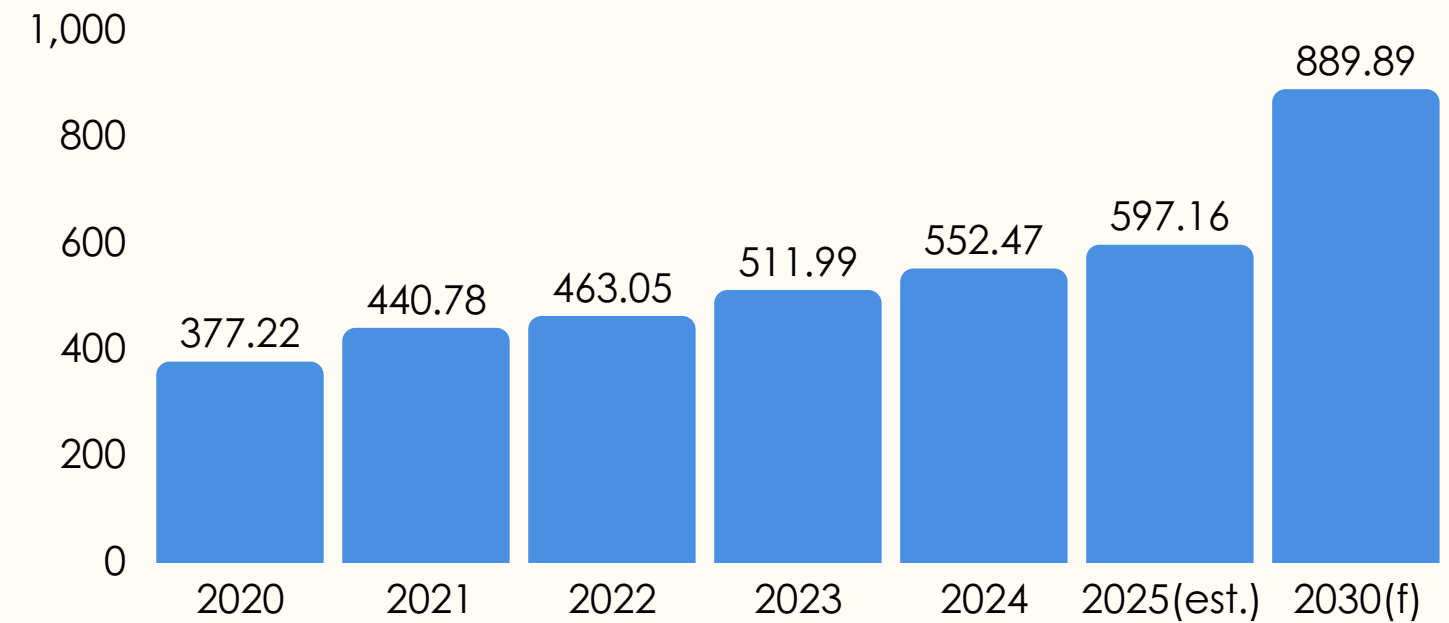
COCONUT PRODUCTS MARKET, **REVENUE IN USD MILLION**, GLOBAL, 2020-2030

CAGR (2025-2030): **9.92%**



COCONUT PRODUCTS MARKET, **VOLUME IN MILLION LITERS**, GLOBAL, 2020-2030

CAGR (2025-2030): **8.31%**



# Goals & Strategy



## NO.1 Coconut

Coconut as a Core Growth Engine :  
No.1 Coconut water producer for  
Export



## 20% RTD beverage growth

Beverage innovation expansion



## Global Market

Global Positioning & Targeting  
high-growth regions,



## Optimize production capacity

Strategic Expansion & Sustainable Growth -  
Optimizing production efficiency, expand a  
new production facility for tetra pack & PET line  
to strengthen manufacturing capabilities .



## Commitment to sustainability

Enhance customer experience  
through continuous innovation  
and ESG standards.

NEW PRODUCTS IN 2025

Brand : Beverage in PET bottle

Thai coco Coconut water



100% Namhom  
Coconut Water



Functional Coconut Water

Hydration drink



CHA SIAM Alternative Milk



Thai tea with  
Coconut milk



Jasmine green tea  
with coconut milk



Thai coco Beverage with pulp

Chewy drink



Coconut Yogurt flavoured Drink



# NEW PRODUCTS IN 2025 (Con.)

## OEM & ODM Product

### Coconut water

-  100% Coconut Water
-  Coconut water with fruit juice
-  Coconut water & Black tea with flavor
-  Coconut water with chocolate flavor

### Alternative Milk

-  Coconut fruit juice
-  Coconut coffee series
-  Coconut tea series
-  Coconut yogurt

### Carbonated Soft drink

-  Sparkling beverage

### Beverage with pulp

-  Chewy drink
-  Basil seed, Chia seed Drink
-  Fruit tea with Nata de coco

# Exhibitions 2H 2025

July

August

September

October

November

December

Thai coconut



NEW YORK,  
USA



Turkey



Colonge,  
Germany



Shanghai,  
China

Thai Awesome



Taiwan



Bangkok,  
Thailand



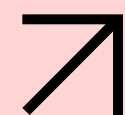
Bangkok,  
Thailand

04

**BUSINESS**

 **OUTLOOK**

**2H 2025**



**EMSPHERE**

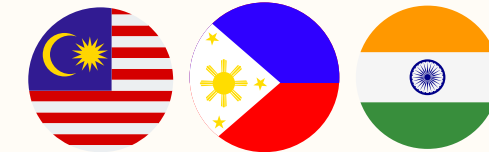
# Key Strategy OEM & Brands

## PRIVATE LABEL SERVICE



- Expand into key markets: USA, Asia, Australia, New Zealand.
- Target Global Brands (medium–economy segment).
- Grow with existing clients via new product offerings.
- Adjust marketing to global trends and economy.
- Optimize cost for long-term competitiveness

## MOOCHIE EXPORT



- Expand 6 countries (Total End of 2025 = 32 countries)
- Build Brand Awareness with Distributer in focus countries. (Malaysia , Philippines, India)

## MOOCHIE DOMESTIC

- Brand awareness to South region, Northeastern Region
- Exhibition / Road show / Pet shop support
- Rebate program
- Launch new Products
- Integrated Offline & Online Marketing



# SOCIAL MEDIA GOAL

01

INCREASE THE NUMBER OF FOLLOWERS AND ENGAGEMENT

02

EXPAND BRAND AWARENESS TO WIDER AUDIENCE

03

INCREASE TRAFFIC TO SOCIAL MEDIA ACCOUNT

## CAMPAIGN PROMOTE :

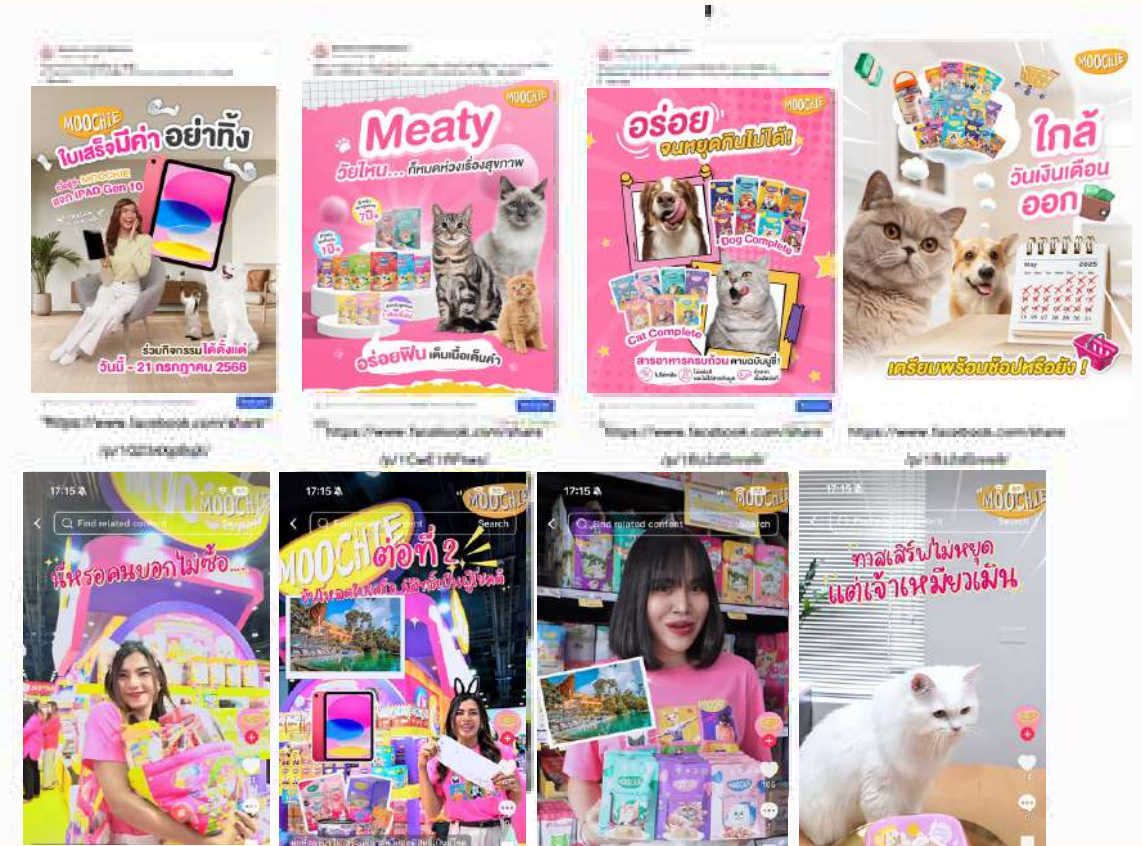


# Marketing Channels

The following channels will help reach the campaign's target audience.



## CRM PROMOTE :



## ROADSHOW PROMOTE :



NEW PRODUCT 2H 2025

Hypoallergenic for Sensitive Skin



Senior Recipe



Sterilised



Q3

Q4

Vetmoo+ Waterless Shampoo

Kitten pipeline

Senior Recipe

Sterilised Formula





04

# **BUSINESS OUTLOOK 2H 2025**

[WWW.THAIPREMIUMSTREETFOOD.COM](http://WWW.THAIPREMIUMSTREETFOOD.COM)



# Future Prospects



## United Kingdom

Expand distribution in the UK and other markets.



## Switzerland

Expanding product to Switzerland market under Thai Coco Brand.



Offering Thai Frozen Desserts to Supermarket under Thai Coco Brand



USA



## Asia: China, Malaysia

Launching Frozen Fruit Ice Sticks to China and Malaysia

## Australia & New Zealand

- Find frozen distributors with tax advantages and localization.
- Preparing for exhibitions



# New Products

## KANOM TUAY

Thai Steamed Coconut Custard Puddings



## Thai Series Ice Cream



Thai Tea frozen bar with konjac pearls



Coconut Pandan frozen bar




Mango sticky rice frozen bar


## Frozen Coconut Cubes with Prebiotic




Unit: Tons.

# Forecast Production Capacity

 Thai Coconut Thai Coconut Public Company Limited	Production capacity (Tons)			
	Y 2023	Y 2024	Y 2025F	Y 2026F
<b>1. Coconut water product</b>				
Max. production capacity	107,000	295,000	366,000	391,000
Utilization Rate	75,000	123,000	255,000	318,000
% Utilization Rate	70%	42%	70%	81%
<b>2. Coconut milk products</b>				
Max. production capacity	99,000	99,000	99,000	155,000
Utilization Rate	46,000	53,000	49,000	68,000
% Utilization Rate	46%	50%	49%	44%
<b>3. Other products</b>				
Max. production capacity	16,000	16,000	16,000	16,000
Utilization Rate	2,500	2,900	2,900	2,900
% Utilization Rate	16%	18%	18%	18%

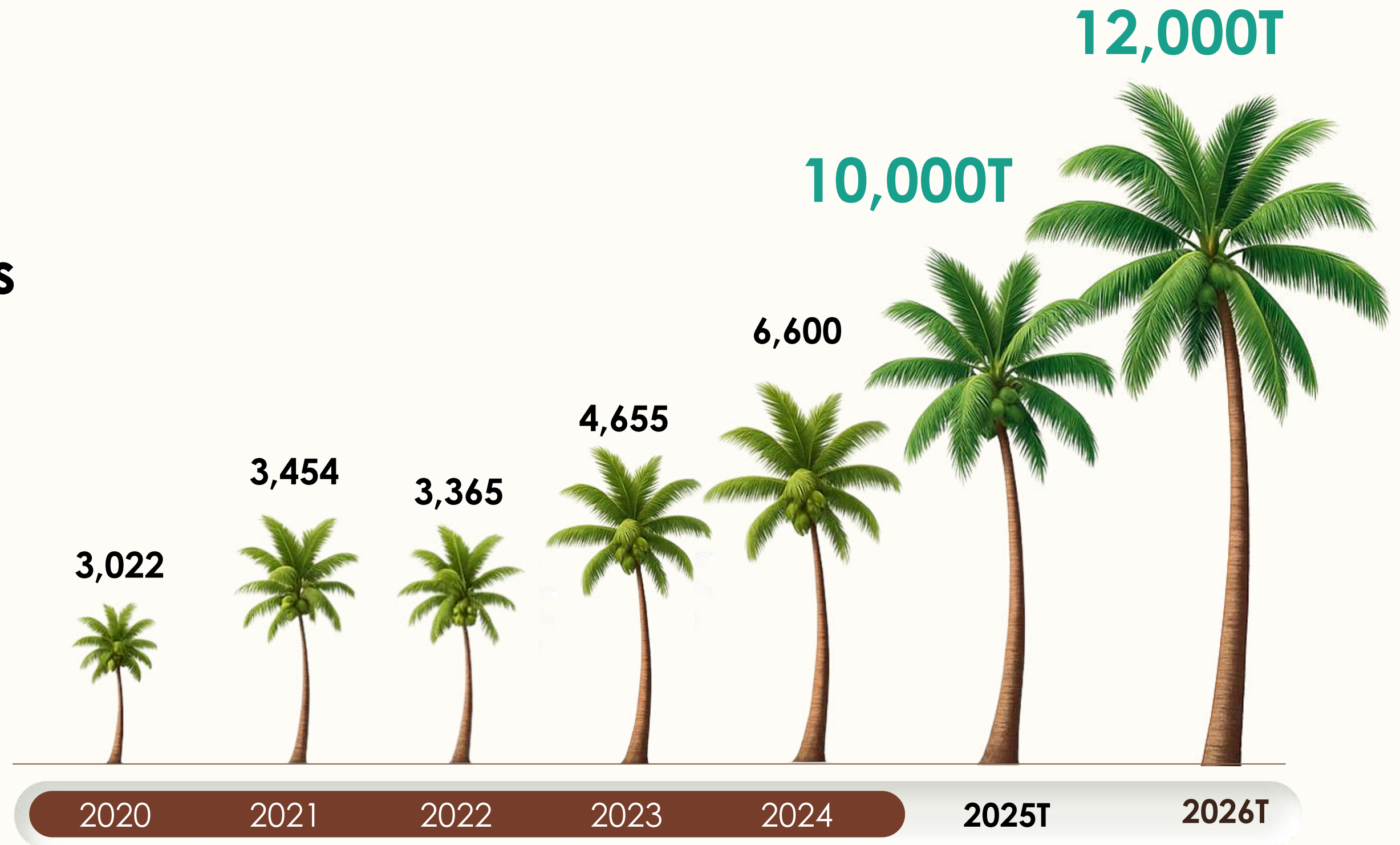
 ThaiAwesome	Production capacity (Tons)			
	Y 2023	Y 2024	Y 2025F	Y 2026F
<b>Pet food products</b>				
Max. production capacity	27,600	27,600	27,600	27,600
Utilization Rate	3,160	7,400	12,400	13,800
% Utilization Rate	11%	27%	45%	50%

 TPF THAI PREMIUM STREET FOOD COMPANY LIMITED	Production capacity (Tons)			
	Y 2023	Y 2024	Y 2025F	Y 2026F
<b>Thai Premium Street Food products</b>				
Max. production capacity	128	128	128	128
Utilization Rate	-	-	38	64
% Utilization Rate	-	-	30%	50%

"The production capacity data is an estimate and may be adjusted as appropriate."

# Target Growth Y25-26

Revenue from sales  
and Services



# Sustainability Parts



### Green Process

- Our production process is based on the concept of sustainability and renewable energies.
- Our production facilities do not generate hazardous substances to environment and the communities.



### Green Products

- Producing high-quality products to ensure the health and safety of consumers.
- Be certified Carbon Footprint of Organization



### Green Procurement

- Raw material sourcing from ethical suppliers with sustainable practices.
- Support local farmer toward the sustainable managements.



### Green Company

- transparency is key to building trust and achieving long-term success.
- to make a positive difference to the local communities and foster long-lasting relationships through various forms of community engagement.



"We are committed to become an innovative manufacturer who is responsible for community, social, and environment."



# Environment

## Net Zero Pathway Target



Reduce GHG emission

**2,700** tCO<sub>2</sub>e

- Expansion of Solar Rooftop Phase 3 installation with a capacity of 1.3 MWp
- Increased use of biomass and innovations to improve steam production efficiency

Verify Net Zero Pathway Target

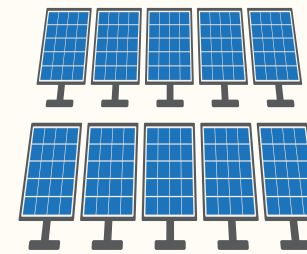


Verify Carbon Footprint of Organization



Reduce energy expenses  
**4,626,143.20**

BAHT



Reduce GHG emission  
**4,407.78**

tCO<sub>2</sub>e



Certified as a Climate Action Leading Organization (CALO)



## ESG DISCLOSURE



## REPORTING



## ESG RATING



**COLLABORATION FOR SUSTAINABILITY**

**“OLD-FOR-NEW EXCHANGE PROGRAM UNDER SCGP RECYCLE INITIATIVE”**

3 Jul 2025



(MoU) Signing Ceremony between Thai Coconut Public Company Limited and SCG Packaging Public Company Limited”



‘Old for New’ campaign, Thai Coconut employees were encouraged to recycle used paper in exchange for new A4 sheets



**“CARBON CREDIT DEVELOPMENT FROM COCONUT PLANTATIONS”**

**“RESEARCH PROJECT ON THE DEVELOPMENT OF ALLOMETRIC EQUATIONS FOR BIOMASS ESTIMATION OF COCONUT TREES (AROMATIC COCONUT AND NAMHOM COCONUT EQUATIONS)”**

3 Jul 2025



(MoU) Signing Ceremony between Thai Coconut Public Company Limited and Kasetsart University”



“Thai Coconut PCL granted research funding of 1,000,000 Baht to the Faculty of Environment, Kasetsart University.”



**WASTE TO VALUE**

**“PROJECT ON UTILIZATION OF WASTE FROM THE PRODUCTION PROCESS”**

# SOCIAL



**BLOOD DONATION**



**“WILDLIFE CARE WITH WFFT: FOOD & CORN SUPPORT”**



**“HEALTH PROMOTION ACTIVITIES FOR OLDER ADULTS IN THE COMMUNITY”**



**“THAI COCONUT DRIVES SAFER COMMUNITIES THROUGH ROAD ACCIDENT PREVENTION”**



**“THAI COCONUT PROMOTES FIRE SAFETY SKILLS IN EDUCATIONAL INSTITUTIONS”**



**“INDUSTRIAL SECTOR VOLUNTEER PROJECT: REFORESTING TOGETHER FOR A GREENER FUTURE”**



# GOVERNANCE



Participated in the **CGR Checklist 2025** project from the Thai Institute of Directors Association (IOD) and the **AGM Checklist 2024** from the Thai Investors Association (TIA).

**AGM Checklist**  
Participating the assessment of  
**AGM for the year 2025**



**CGR Checklist**  
Participating the assessment  
of **CG Scoring in the year 2025**



05

# Q&A SESSION



Thank you for listening!

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