

HAADTHIP

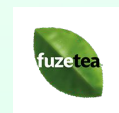
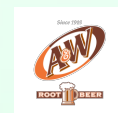
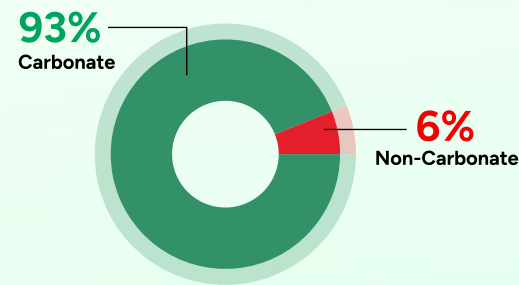
A proud *Coca-Cola* bottler for Southern Thailand

Haad Thip Public Company Limited Fact Sheet 6M/2025



Brand Portfolio

Revenue Breakdown 6M'2025



9

Brands Coca-Cola

162

SKUs

34

Pack sizes

No.1

Market share in sparkling
soft drink market

No.4

Market share
in drinking water

We are the leader in the beverage industry

and committed to sustainable profitable growth with the communities.

FY2024 South of Thailand Coca-Cola market value share



NARTD
24.7%



Sparkling soft drink
78.3%

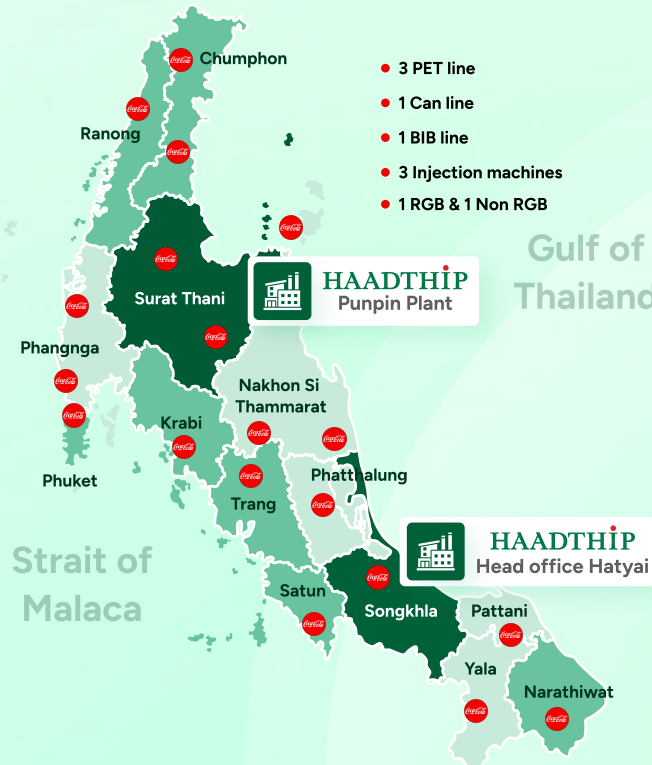
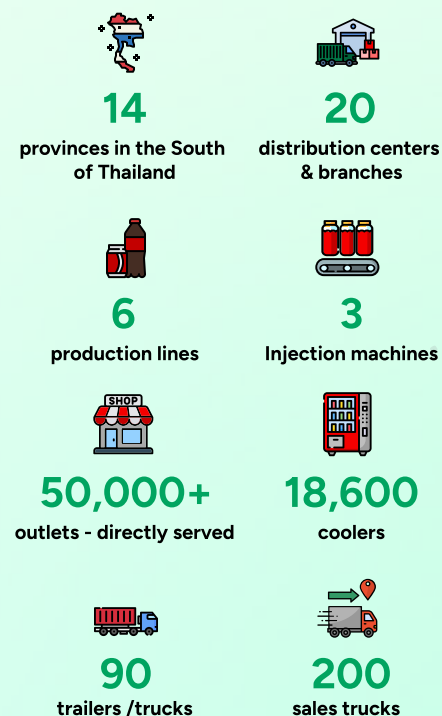


Juice
4.8%



Water
8.0%

Production lines & Distribution Center

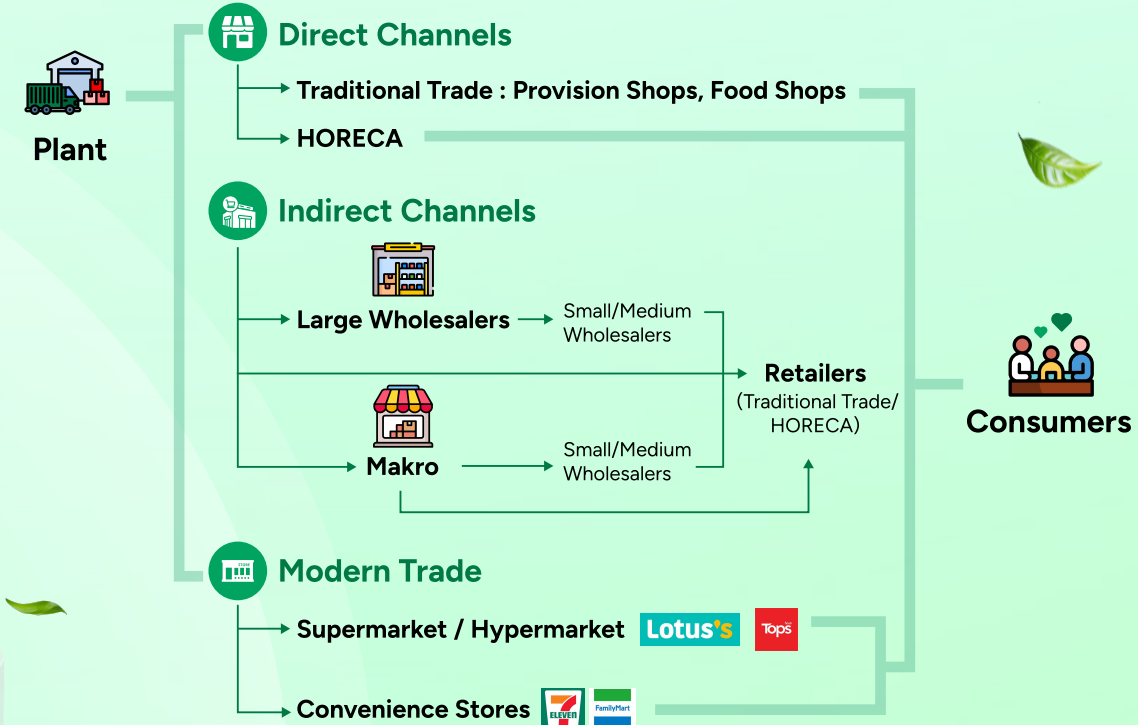


Gulf of Thailand

Strait of Malacca



Distribution Channel



Milestone

1969

Coca-Cola's bottling & distribution franchise granted to Nakornthip

1974

- Sec.Lt.Phairoch Rattakul assumed leadership of the Company.
- Franchise expanded from 3 to 14 provinces

1978

Nakornthip changed name to Haad Thip

1988

HTC listed in SET

2002-2011

Additional lines in HY (PET/NR/GB/Can/ injection Machine)

2010-2011

SAP launched

2012

- 2nd manufacturing plant @Punpin
- A subsidiary company "Southern Rock (STR)" established

2013-2016

Punpin production lines in operational (additional 2 PET lines + injection machine)

2015

Carbon footprint journey began (1st Certification for product & organization)

2016

RTM Pre-sell transformation (Phase I)

2017

- Can line upgraded
- Halal Certification
- Tele sales Pilot

2018

- 3rd injection machine in Poonpin Plants (Oct)
- SAP upgrading (Mar)
- RTM Pre-sell expanded to Red Zone (100% completed)
- Salesforce automation
- Vending machine pilot
- Product carbon footprint (24 -> 34 SKUs)

2019

Appointed Maj.Gen.Patchara Rattakul as CEO

2021

- Expanding in diversifying businesses
- Start in to social media commerce in 2021

2022

Invest THB 1.2 billion in PET line 3 & plant buildings (increase 50% of production capacity)

2023

- Commercial operations for PET Line 3 commenced in March 2023.
- Making a strategic refocus on our core business.

2024-2025

- New glass bottle production line commissioned at our Punpin Plant.
- The new glass bottle production line, size 300 ml., produces the first bottle on November 21, 2024, with a production capacity of 800 bottles per minute.



Stock Information

As of 30 June 2025

HTC

14.80 Baht

Market

SET AGRO FOOD

Index

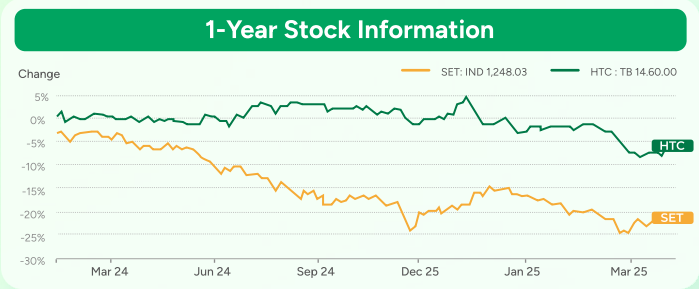
sSET SETESG

High/Low

17.10 / 14.50

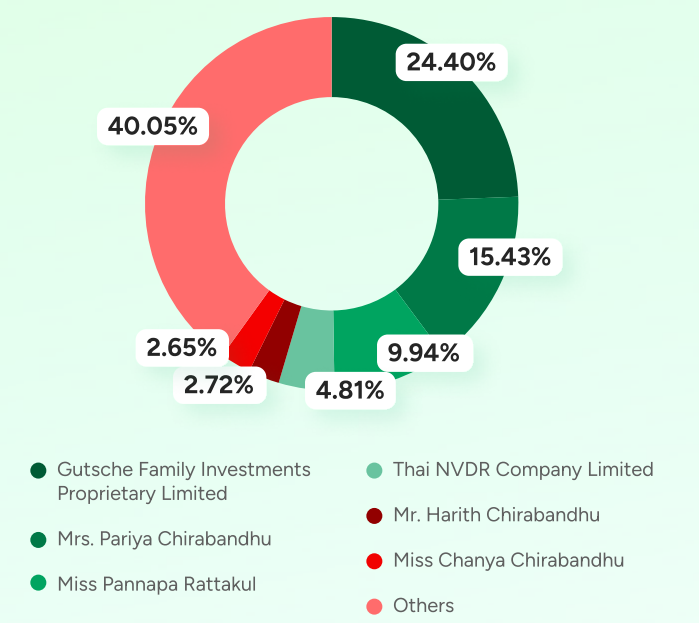
Market Cap.

5,948.43 Million Baht

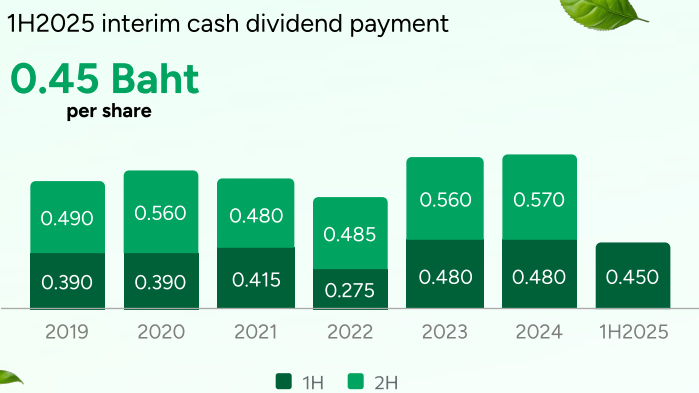


Major Shareholder

As of 2 May 2025



Dividend



Contact

Investor Relations

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Key Results 6M/2025

Market Results

Total Sales

35.2

Million Unit Case (MUC)

From Domestic Sale

32.9

MUC

From Made-to-Order Sale

2.3

MUC

Dynamic Distribution

Zero sugar proportion

5.20%

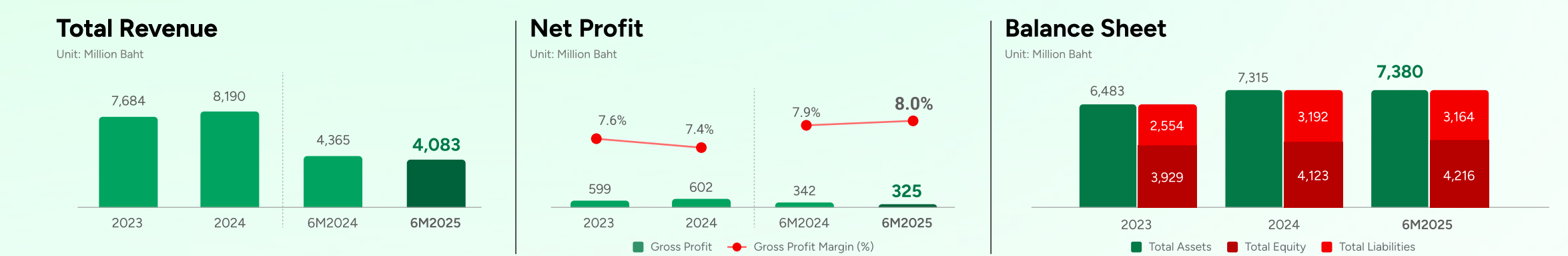
Sale growth

+3.0%

Continue Growth in HORECA

+9.8%

Financial Highlights 6M/2025



Revenue from Sales

By Brand

Coca-Cola 69%

Fanta 19%

Sprite 5%

Namthip 4%

Schweppes 2%

Other 1%

By Packaging

PET 78%

Can 17%

RGB & Non RGB 3%

Other 2%

Market share sustains

No.1 in the sparkling Market in the south Coverage (share)

78%

NARTD* share at

24.2%

* Non - Alcoholic Ready to Drink (NARTD)

Net Results

Sales Revenue

4,038

Million Baht

-7.1 (YoY)

Gross Profit Margin

42.4%

Net Profit

325

Million Baht

-5.1 (YoY)

