



BERLI JUCKER PUBLIC COMPANY LIMITED

Your trusted partner for a sustainable better living

- ▶ **140 YEARS** OF HERITAGE
- ▶ **336 BILLION BAHT** TOTAL ASSETS
- ▶ THAILAND **TOP 34 LISTED**
COMPANY MARKET CAPITALIZATION



STRONG PRESENCE OF BJC

in the region in multiple industries supported by strong distribution coverage and solid domestic logistic infrastructure which distributing products **to more than 244,000 outlets.**



THAILAND

- 12 Factories
- 13 Distribution centers
- 2,944 Retail stores
- 1,890 Trucks
- 128,783 MT&TT outlets coverage
- 186 Small retail distribution network

LAO PDR

- 60 Retail stores
- 1 Distribution center
- 6 Trucks

CHINA

- 1 Representative office

MYANMAR

- 1 Representative office

VIETNAM

- 6 Factories
- 8 Distribution centers
- 383 Retail stores
- 359 Trucks
- 115,263 MT&TT outlets coverage

CAMBODIA

- 1 Factory
- 20 Retail stores

MALAYSIA

- 2 Factories

FULL VALUE CHAIN

UPSTREAM



● RAW MATERIALS

Industrial & Agricultural: *soda ash, cullet, potato*



● MANUFACTURING

Packaging & Engineering: *glass, aluminum can, plastic, engineering*



Consumer: *soap, tissue paper, snack, tofu*



MIDSTREAM



● BRANDED PRODUCTS

Food: *potato chips, rice crackers, extruded snack etc.*



Non-Food: *tissue papers, personal care, office supplies*



● OTHER PRODUCTS & SERVICES

Healthcare: *pharmaceutical, medical equipment*



Specialties: *bakery ingredients, food ingredients, industrial chemicals and refrigerants, cosmetic ingredients, Petroleum additives, Laboratory Chemicals, Microbiological testing products, Microelectronic Products, Coating and Plastic additives, Oleochemicals*



Logistic: *fleet, DCs, warehouse*



DOWNSTREAM



● RETAIL STORES



ACHIEVEMENTS



NO.1 Glass
Manufacturer
in *ASEAN*



NO.1 Aluminum Can
Manufacturer
in *Thailand*



NO.1 Tofu
Manufacturer
in *Vietnam*



TOP 3 Modern Trade Retail
in *Thailand*



TOP 3 Manufacturer
of **Consumer Product**



over
21 Countries
with product
presence



Distributor
for
326 brands



over
2,200 trucks
throughout
the region



over
7,800 Suppliers
all over the world



over
3,300 Retail Outlets
throughout the
region



over
311,000 Sq.m. Warehouses & DCs
throughout
the region

SUSTAINABILITY

Member of
Dow Jones Sustainability Indices
Powered by the S&P Global CSA

Sustainability Yearbook
Member 2022
S&P Global



FTSE4Good

Sustainability Award
Silver Class 2022

S&P Global

MSCI
ESG RATINGS



CCC B BB BBB **A** AA AAA

THSI
THAILAND SUSTAINABILITY INVESTMENT 2022

PEOPLE

over
54,000 Employees
in *6 countries*



PACKAGING SUPPLY CHAIN

Focused on designing, manufacturing, marketing, selling and distributing packaging products for various industries from alcoholic and non-alcoholic beverages to food and pharmaceutical uses.



Preferred partner
of choice to global brands

Factory

- Glass
 - Aluminum Can
- Glass
 - Aluminum Can
 - Plastic
- Glass



1
NO.1 Glass
Manufacturer
in *ASEAN*
4,500 million
bottles per year



1
NO.1
Aluminum Can
Manufacturer
in *Thailand*
5,560 million
cans per year

HEALTHCARE & TECHNICAL SUPPLY CHAIN

Engaged in the distribution of healthcare products and services of well-known local and international brands, whilst Technical Supply Chain provides a broad spectrum of technical products and services to customers.

NO.1 Distributor in Thailand



Mammography machine



X-Ray equipment
(CT Mobile & Mobile X-Ray)



Botulinum toxin from Korea

<p>over 2,000 Hospital & Health Service centers</p>	<p>deliver 710,000 Doses of influenza Vaccine to GPO</p>	<p>deliver 300 X-Ray equipment</p>	<p>deliver 5 Mammography machine</p>	<p>deliver 1 X-Ray Mobile Stroke unit</p>
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Technical Business

- Food and industrial ingredients
- Industrial equipment
- Energy business
- Galvanized steel structures
- Graphic systems
- Soda ash

CONSUMER SUPPLY CHAIN

Engaged in manufacturing, marketing and distribution of consumer products, and providing services for both owned brands and third party brands.

1 **PARROT**
in beauty bar soap

1 **Zilk**
in tissue in medium segment

1 **Belle**
in tissue in economy segment

2 **Cellox**
in premium tissue in Thailand

1 **Indica**
in potato chip

1 **MAXMO**
in multi-purpose towel

1 **ICHIBAN**
Leading fresh tofu Manufacturer in Vietnam for **over 17 years.**

TOP 3 Leading manufacturer of consumer products

<p>Snack 407 million packs per year</p>	<p>Tissue 219,000 million sheets per year</p>	<p>Bar Soap 320 million bars per year</p>	<p>Liquid Soap 18,000 million bottles per year</p>
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Distribution Coverage: Our products are distributed to over **128,000 stores** throughout Thailand and over **115,000 stores** in Vietnam

MODERN RETAIL SUPPLY CHAIN

Mostly composed by Big C Supercenter, one of Thailand's leading modern trade retailers, offering a wide selection of quality products, outstanding service, one-stop shopping convenience and multiple store formats.

TOP 3 Modern Trade Retail in Thailand

THAILAND

- Hypermarket **153 stores**
- Supermarket, Wholesales **58 stores**
- Big C mini **1,430 stores**
- MM Food Service **3 stores** Donjai **1,000 stores**
- Asia Books **54 stores**
- Pure drugstore **146 stores** SiRi pharma **1 store**
- Wawee Coffee **109 stores**

CAMBODIA

- Hypermarket **1 stores**
- Big C mini Cambodia **19 stores**

VIETNAM

- MM Mega Market **27 stores***
- B'smart **78 stores****
- Gia Tot **278 stores**

LAO PDR

- Big C mini Laos PDR **60 stores****

ONLINE CHANEL

- ASIA BOOKS**
www.asiabooks.com

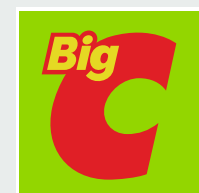
- Mega Market**
NO.1 Cash & Carry in Vietnam
- mini**
NO.1 Convenience store in Laos
- ASIA BOOKS**
NO.1 Distributor of English books & Foreign Magazine in Thailand



OMNI-CHANNEL AND INTEGRATION



Big C PLUS App
Omnichannel
Shopping, Loyalty
& Lifestyle App



online

Big C Online
Shop Big C
Anywhere, Anytime,
on Any Platform



call chat shop

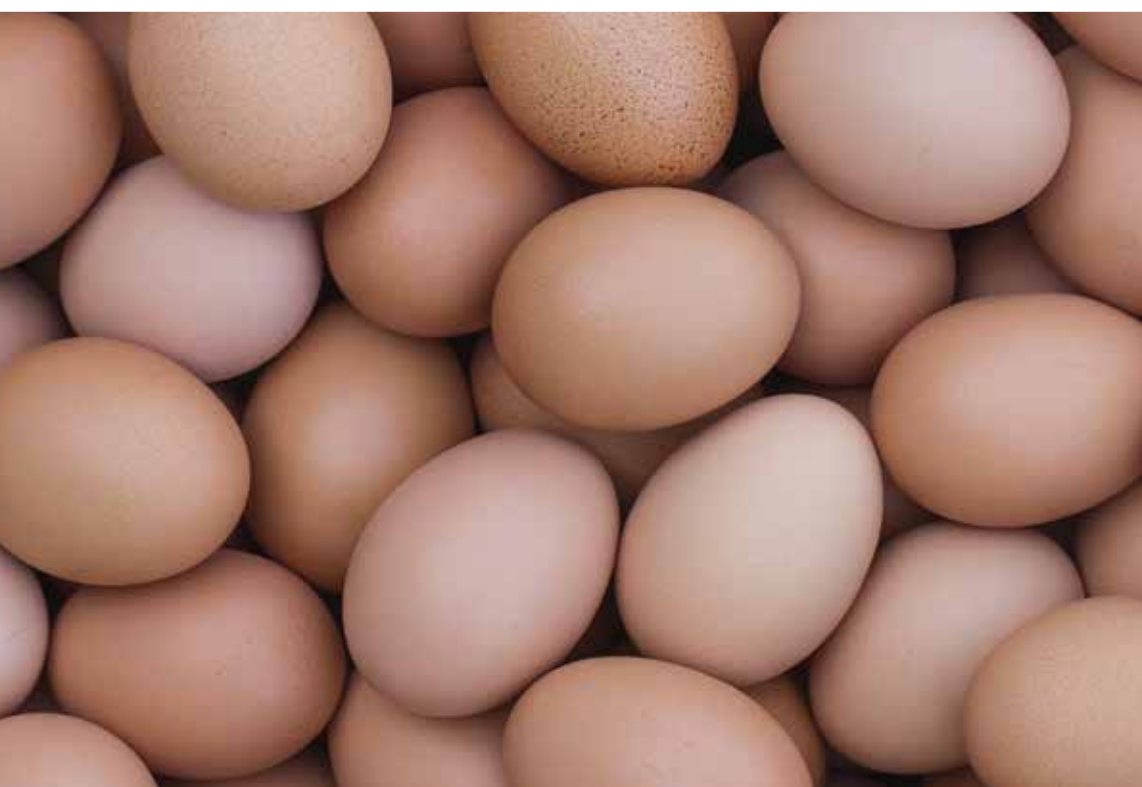
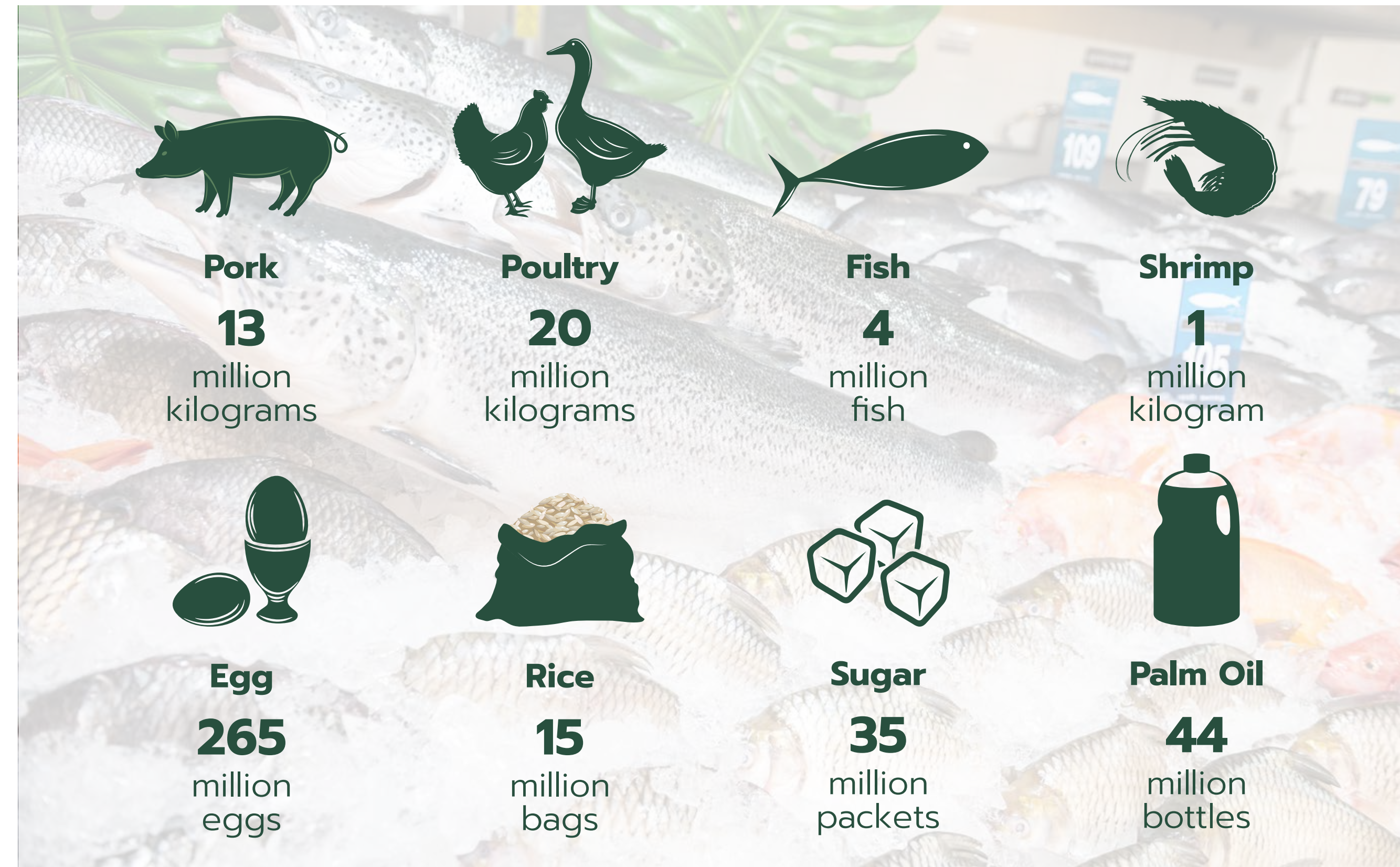
Big C Call-Chat-Shop
Social & Live
Commerce Activation
+1,600 Stores



Big Point
Integrated
Loyalty
Program

- **18 million** Big point members
- over **4,400** Suppliers
- over **77,000** B2B customers
- **20** Private brands **36,719** SKUs

Sales volume of commodity goods (for FY2022)





Berli Jucker Public Company Limited

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