

MIRA-BURSA MIDS GEMS PROFILING SESSION SPRITZER BHD

DATE : TUESDAY 6TH OCTOBER, 2020

TIME : 3.00PM – 4.00PM



DISCOVER THE SUPERIOR TASTE OF SPRITZER.

The award-winning taste of Spritzer Natural Mineral Water contains balanced source of minerals which helps replenish your body needs.
Think Green. Think Spritzer.



OUR PRODUCTS



MALAYSIAN BOTTLED WATER INDUSTRY

NATURAL MINERAL WATER

About 10+ or so active producers with many brands.

Very stringent regulatory requirements.

Health benefits with assortment of minerals.



Underground water source approved by MOH.

Higher selling prices/margins.

High entry barrier.

Assorted coloured cap.

DRINKING WATER

More than 200 producers with many, many, many brands.

Stringent requirement.

No health benefits because deplete of minerals.



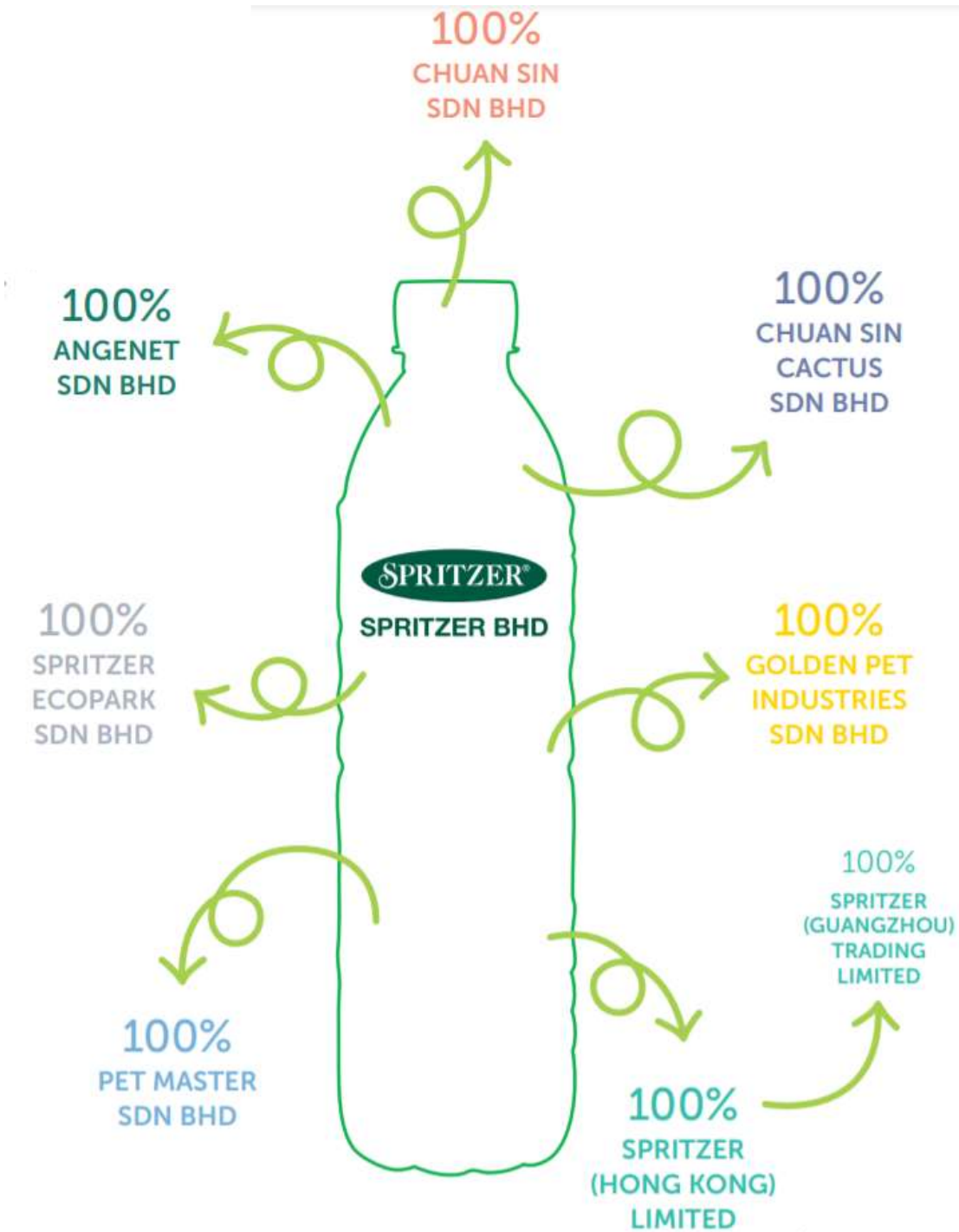
Tap Water approved by MOH.

Lower selling prices/margins.

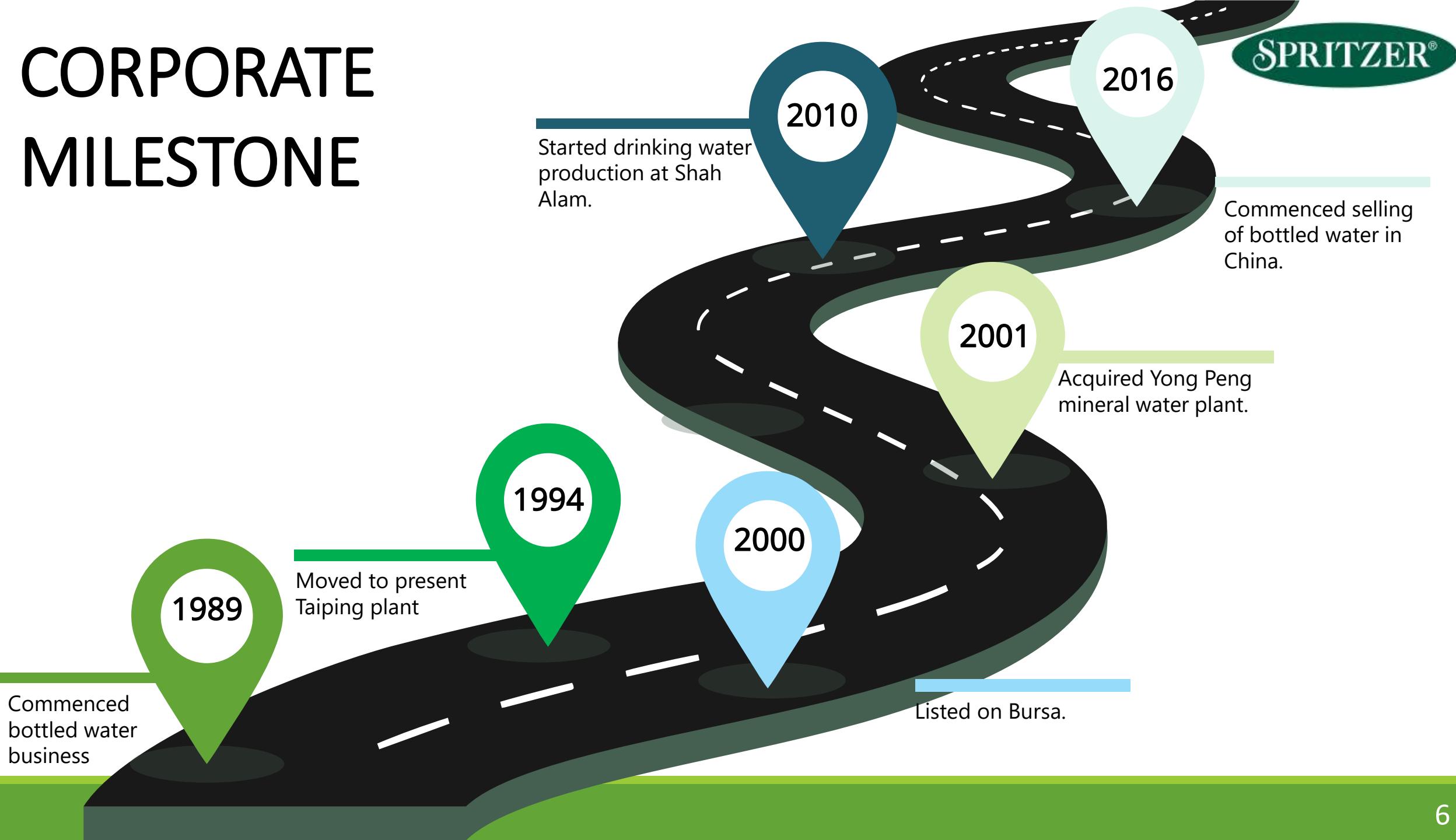
Low entry barrier.

White coloured cap.

CORPORATE STRUCTURE



CORPORATE MILESTONE



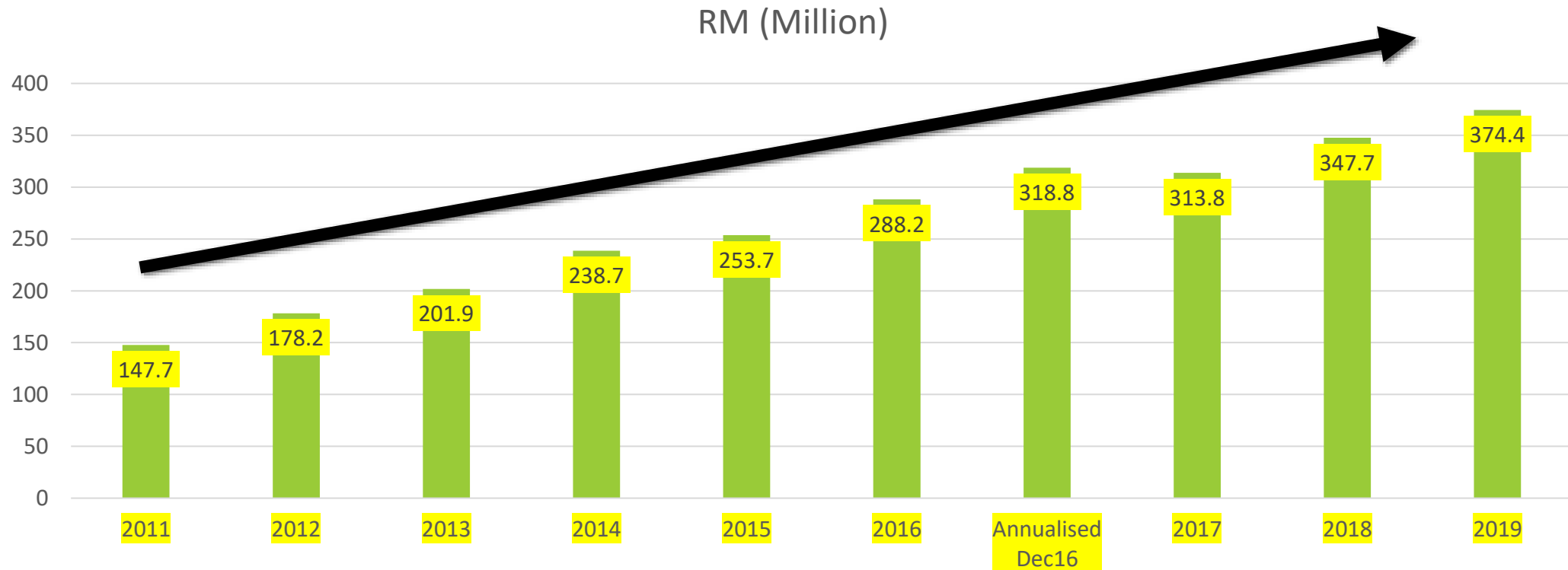
**MOST INTEGRATED & LARGEST BOTTLED WATER
PRODUCER IN MALAYSIA**



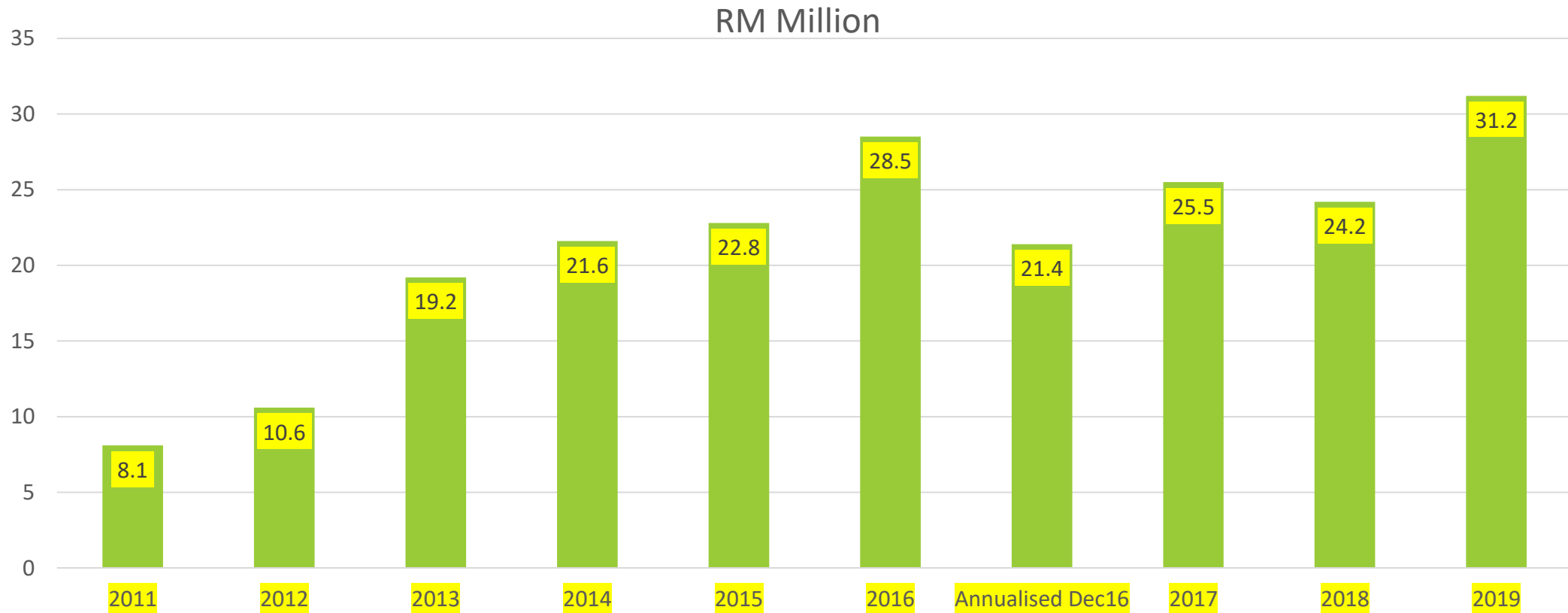
FACTS & FIGURES

- ❑ Spritzer is Malaysia **No.1** Natural Mineral Water Brand
- ❑ Spritzer Group is the most integrated and largest bottled water producer in Malaysia with more than 40% market share.
- ❑ 3 bottled water plants with 16 production lines + 1 plastic manufacturing plant.
- ❑ Workforce of about 850.
- ❑ **First and Only** Natural Mineral Water Company Listed On Bursa Malaysia (1st September 2000).
- ❑ Annual sales of about RM350 million.
- ❑ Annual capacity of about 750 million litres.
- ❑ >30 Years Of Manufacturing and Branding Excellence.
- ❑ Numerous Awards and Accolades

SPRITZER'S REVENUES



SPRITZER'S PROFIT AFTER TAX



FINANCIAL HIGHLIGHTS

Description	2019	2018	Change
Revenue (RM'000)	374,377	347,684	+8%
Profit before tax (RM'000)	41,299	33,856	+22%
Profit after tax	31,249	24,225	+29%
Net Margin	8.3%	7.0%	
Basic EPS (sen)	14.9	11.5	+29%
Net assets per share (RM)	1.98	1.85	+0.13
Total Equity (RM'000)	415,280	389,204	+6.7%
Market Capitalisation (RM'000)	472,430	440,934	+7.1%



FINANCIAL HIGHLIGHTS

	2Q20	1Q20	Change	1H20	1H19	Change
Revenue (RM'000)	54,420	92,802	-41.4%	147,222	189,889	-22.5%
Profit before tax	1,613	13,168	-87.8%	14,781	20,677	-28.5%
Profit after tax	2,018	8,785	-77.0%	10,803	15,573	-30.6%
EPS (sen)	1.0	4.2	-77.0%	5.1	7.4	-30.6%
Net Margin	3.7%	9.5%		7.3%	8.2%	

AWARDS AND ACCOLADES



AWARDS AND ACCOLADES



Spritzer
Ecopark

Play . Learn . Discover

SPRITZER ECOPARK

Make-A-Wish at Cactus Rock



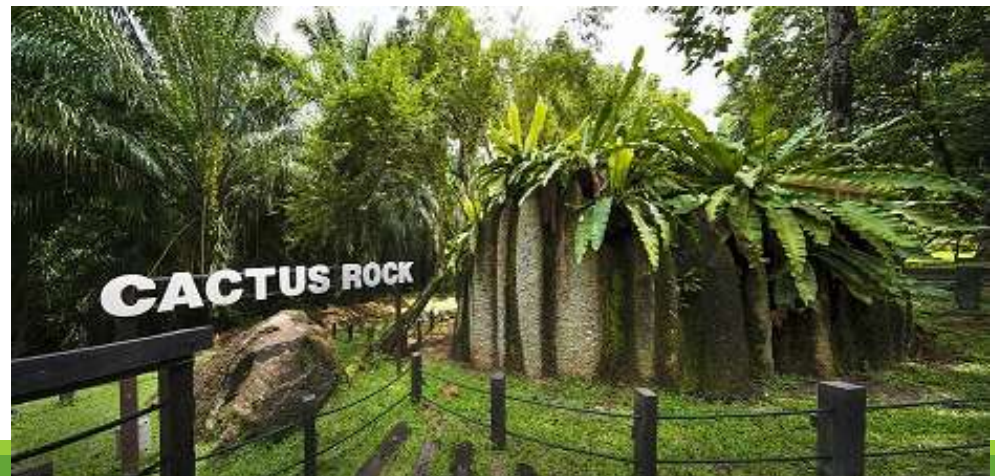
18-Hole Mini Golf



STG Café



SPRITZER ECOPARK





THE HEALTH BENEFITS OF SPRITZER®

SILICON (OSA) RICH NATURAL MINERAL WATER

GET THE WINTER GHOSTS BY KATE MOSSE FOR JUST £1

AT WHS
Veolia
availability

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**JIMMY SAVILE
SEX SCANDAL:
4TH CELEBRITY
IS ACCUSED**

SEE PAGE FIVE



**ALZHEIMER'S BREAKTHROUGH
HOW A LITRE OF MINERAL
WATER A DAY FIGHTS DISEASE**

NEW STUDY - SEE PAGE SEVEN

By **Jo Willey** Health Correspondent

DRINKING a litre of mineral water every day can prevent and even reverse the devastating memory loss of Alzheimer's disease, it is claimed.

British scientists believe that silicon-rich water can dramatically alter the course of cognitive decline in sufferers by removing toxic aluminium from their bodies.

It has long been known that aluminium has some link to the development of the killer brain disease.

High concentrations of the neurotoxin have been found in "plaques" in Alzheimer's patients' brains.

But whether the aluminium is the cause or the consequence of the disease has not been established.

Now, researchers at Keele University have found that drinking water packed with silicon "significantly reduced" levels of the neurotoxin in the body of victims.

Patients in the study, published in the *Journal of Alzheimer's Disease*, drank a litre of mineral water a day for 13 weeks.

One patient saw the amount of aluminium in their body drop by 70 per cent. Most showed no further signs of cognitive decline and three showed a major improvement.

Professor Christopher Exley, who led the research, said the "surprising" results gave new hope of finding simple ways to fight the disease.

He said: "There were two parts to our research. The first is that drinking silicon water does remove aluminium from the body. When you drink silicon-rich mineral water, aluminium throughout the body is gathered up into the blood and excreted through the urine.

"The second was looking at cognitive abilities of people with Alzheimer's and whether these changed

Mineral water 'halts scourge of Alzheimer's'

as aluminium reduced. We did see this potential relationship between the removal of aluminium and improvement in cognitive function.

"It is highly unlikely to see changes over such a short period so the fact we saw changes in cognitive ability was quite a surprise.

"We saw improvement in some cases, cognitive function remained the same in others and it did decrease in others."

Deteriorated

The brand of water used was Spritzer, from Malaysia. But Volvic and Fiji water, which are sold in Britain, have similar silicon levels.

The study involved 15 Alzheimer's patients and their carers or partners - 13 women and 15 men in total.

In tests on memory and cognitive ability, eight of the patients had not deteriorated after 13 weeks and three had improved "substantially",

Professor Exley said: "We want to

carry out further research to see if we could reduce the risk of Alzheimer's for those who seem to be predisposed to it.

"They are usually aged between 40 and 60. If we could get people to include silicon-rich water in their diet, it would be a great start."

The professor said it is most effective to drink the water over a short period, such as an hour.

Dr Eric Karran, director of research at Alzheimer's Research UK, cautioned: "This is an incredibly small study and only a few participants appeared to show memory improvements.

"Previous research has reported aluminium in the brain of some people with Alzheimer's, but there is no firm evidence that exposure to aluminium could cause the disease."

Jessica Smith, research officer at the Alzheimer's Society, said: "The best way to reduce your risk is to combine healthy eating with regular exercise."



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BUSINESS AND FINANCIAL OUTLOOK

- ❑ Challenging macro environment, health pandemic, weak consumer sentiment, volatile MYR and recovery uncertainty.
- ❑ Competitive - many players and little product differentiation.
- ❑ Higher cost of doing business, such as minimum wage, and energy costs.
- ❑ Brand investment, capacity growth, greater automation.
- ❑ Sustainable revenue and earnings.
- ❑ Recovering domestic demand, strong branding and cost efficient.
- ❑ Strong Balance Sheet.
- ❑ Use of sustainable packaging

COMPETITIVE ADVANTAGE

- ❑ Beverage – resilient industry and water is essential
- ❑ Largest, most integrated and leading Bottled Water producer with dominant market share
- ❑ Highly-recognized silicon-rich mineral water source
- ❑ Current valuation / share price dragged by China Operations
- ❑ Experienced management – since 1989
- ❑ Strong branding and quality products
- ❑ Entrenched distribution network
- ❑ High volume and economies of scale
- ❑ Strong Balance Sheet

RISKS

- Prolonged Health Pandemic
- Recovery uncertainty
- Brand and Reputation risk
- Higher input costs and operating expenses
- China Operations remain unprofitable
- Water sources drying-up (possible but not probable)
- Water Quality
- Emergence of strong competitors

BEACH CLEANING & CORAL REPLANTING



PRISON EMPLOYMENT EVENT



DONATION TO FIGHT WITH COVID-19



SPRITZER'S STRATEGY OF CONTINUOUS IMPROVEMENT



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