

Business Overview

A consumer goods distribution company and a distributor (Total Solution Provider) with core businesses including:

- 1) Sales of products under the company's own brand,
- 2) A distributor business and
- 3) Joint venture business

Financial Statement

3M25 3M24 2024 2023

Income Statement (MB)

Revenues	222.37	196.12	824.75	810.76
Expenses	214.75	195.47	816.62	790.58
Net Profit (Loss)	14.79	10.09	35.02	40.49

Balance Sheet (MB)

Assets	1,322.20	1,352.94	1,278.76	1,337.88
Liabilities	283.79	277.82	254.01	271.85
Shareholders' Equity	1,038.41	1,075.11	1,024.75	1,066.02

Cash Flow (MB)

Operating	25.05	-11.89	-10.77	80.09
Investing	189.95	25.63	119.35	27.01
Financing	-2.84	-1.95	-83.62	-40.94

Financial Ratio

EPS (Baht)	0.04	0.03	0.10	0.12
GP Margin (%)	44.74	41.76	42.70	40.52
NP Margin (%)	6.65	5.15	4.25	4.99
D/E Ratio (x)	0.27	0.26	0.25	0.26
ROE (%)	3.76	3.85	3.35	3.79
ROA (%)	3.25	3.41	2.90	3.36

Business Plan

The company has growth plans in line with changing consumer behavior and new lifestyles. We are expanding our business into health and wellness products with the aim of providing a good quality of life for every family by selecting the best products for all ages. This is based on our expertise in developing products that meet consumer needs, along with marketing and distribution both domestically and internationally.

Sustainable Development Plan

Business Highlight

- The company has investments in affiliated companies, including Thai Pigeon Co., Ltd. (47% stake), Pigeon Industries (Thailand) Co., Ltd. (2.5% stake), and Yoshino Development (Thailand) Co., Ltd. (6% stake).
- Expanding sales channels to digital platforms.
- Developing new products in the Health & Wellness category.

Performance and Analysis

Business Performance Summary

- Sales growth: Products in the 4 categories distributed by the company experienced strong growth, with new products added to the portfolio, resulting in a 13.84% increase in sales, particularly through online and traditional trade channels.
- Gross profit increased due to product mix management, focusing on high-margin products.
- Net profit increased by 46.56% compared to the same quarter of the previous year due to sales achieved targets and effective expense management.

Key Milestones

- 2009 Listed on the Market for Alternative Investment (mai)
- 2017 Appointed as a distributor of Pigeon products in Laos
- 2018 Expanded business into E-Commerce (Moongshop.com) under the company's platform
- 2020-Present Expanded into international markets in Cambodia and Myanmar, and expanded business into Health and Wellness products, launching new products in the health food and beverage category, including the sugar-free BAO brand herbal drink.

Risk Management Policy

- Risk from economic slowdown: The company focuses on expanding new distribution channels both domestically and internationally, especially in CLMV countries and E-Commerce channels, which have significant growth potential.
- Risk from rapidly changing consumer behavior: The company must adapt its strategies and information technology systems to align with these changes. The company allocates budgets to support the growth of online sales channels, covering various platforms, including the company's website, Marketplaces, and collaborations with partners. Retailers are increasing online sales, resulting in substantial online channel growth over the past two years.

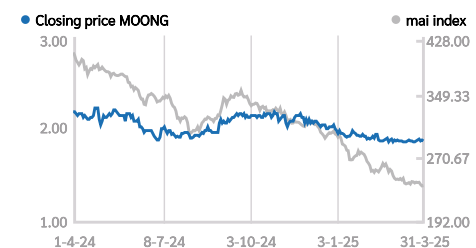
Recent Awards and Recognitions

- The Best CEO of companies listed on the mai, by SET Awards 2019
- The Company's Outstanding Performance Awards, SET Awards 2019
- The Outstanding Best Investor Relations Awards, SET Awards 2022
- The Outstanding Best Investor Relations Awards, SET Awards 2023

Revenue Structure



Stock Information



as of 31/03/25	MOONG	CONSUMP	mai
P/E (X)	17.98	23.57	37.47
P/BV (X)	0.61	0.98	1.22
Dividend yield (%)	9.82	3.40	3.80
	31/03/25	30/12/24	28/12/23
Market Cap (MB)	644.52	701.89	695.14
Price (B/Share)	1.91	2.08	2.06
P/E (X)	17.98	19.64	15.27
P/BV (X)	0.61	0.67	0.65

CG Report:



Company Rating:

Major Shareholders

as of 12/03/2025



- นาย สุเมธ เลอสุมิตรกุล (53.77%)
- นาย สุธีร์ เลอสุมิตรกุล (5.04%)
- MR. METHIN LERSUMITKUL (4.98%)
- MRS. Sureporn Anuvatumod (3.76%)
- บริษัท มุ่งพัฒนา อินเตอร์เนชั่นแนล จำกัด (มหาชน) (2.31%)
- Others (30.14%)

Company Information and Contact

- 📄 <http://www.moongpattana.com>
- ✉️
- ☎️ 0-2020-8999
- 🏢 No. 2/97-104 18th-19th Floor, Bangna Complex Office Tower, Soi Bangna-Trad 25, Bangna-Trad Road, Bang Na Nuea, Bangkok 10260
- 🔗 Other Trading Info. : https://www.settrade.com/C04_01_stock_quote_p1.jsp?txtSymbol=MOONG

Remarks: This document is prepared by the listed company and aimed to disseminate the listed company's information to investors for only investment decision support. The listed company does not give investment advice or recommendation regarding the listed company's securities. Before making investment decisions, investors should study additional information and seek advice from relevant professionals. In no event shall the listed company be responsible for any loss or damage arising from the use of the information contained herein. The listed company reserves the right to amend the content specified in this document without prior notice. Unless otherwise permitted by the listed company, copy, modification, or dissemination of this document or the content contained herein is prohibited. In case there is any questions regarding the listed company's information, the investors may seek for additional information from the report or information which the listed company has disclosed through the Office of the Securities and Exchange Commission's and/or the Stock Exchange of Thailand's channel.