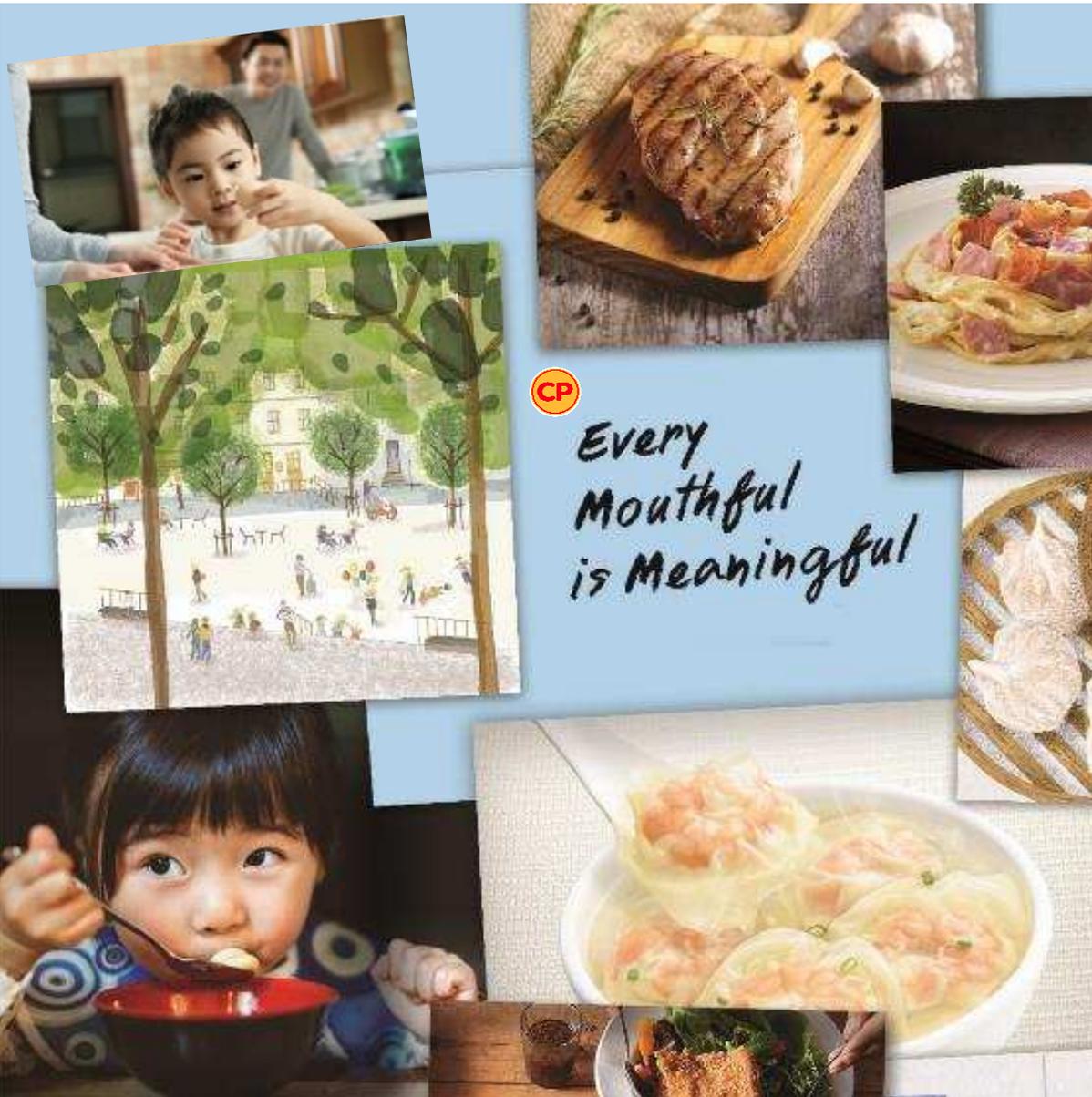




Charoen Pokphand Foods PCL.



MEMBER OF
**Dow Jones
 Sustainability Indices**
 In Collaboration with RobecoSAM



FTSE4Good



1Q18 RESULTS BRIEFING

Investor Presentation
 May 15, 2018



 Business Overview

02

 1Q18 Financial Results

09

 Y2018 Outlook

18

 Appendix

A: 3Yr Historical Results

B: Products & Raw Materials Price Trend

C: Group of CPP's Associate Companies & Joint Ventures

D: Product Samples & Retail Outlet Formats

CPF : “Kitchen of the World”



KITCHEN
OF THE
WORLD

- One of the world’s recognized leaders in animal feed manufacturing, swine production, and shrimp integrated business
- Diversified portfolio with operations and investment in 17^{*} countries catered to over 4 billion population, and exports to more than 30 countries
- Multi-species animal proteins (mainly poultry, swine and shrimp)
- Member of “SET 50” under Agro & Food Industry Sector (Ticker: CPF)
- Member of Dow Jones Sustainability Index (Emerging Markets)
- Member of FTSE4Good Index
- Ranked #191 on Forbes Global 2000: World’s Best Employers 2017
- Ranked “Excellent” for CGR Scoring by Thai Institute of Directors (IOD)



Vision : “Kitchen of the World”

- Portfolio**
- 4 listed investments onboard (HKSE:00043, HKSE:3839, TWSE: 1215, SET:CPALL)
 - 29 series of debentures listed on Thai Bond Market Association “TBMA”
 - 1 exchangeable Bond “EBs” on 

Highlights

FY17 Sales : THB501 billion or ~USD15.8 billion

Market Cap : THB210 billion or ~USD6.7 billion
(as of May 14, 2018)

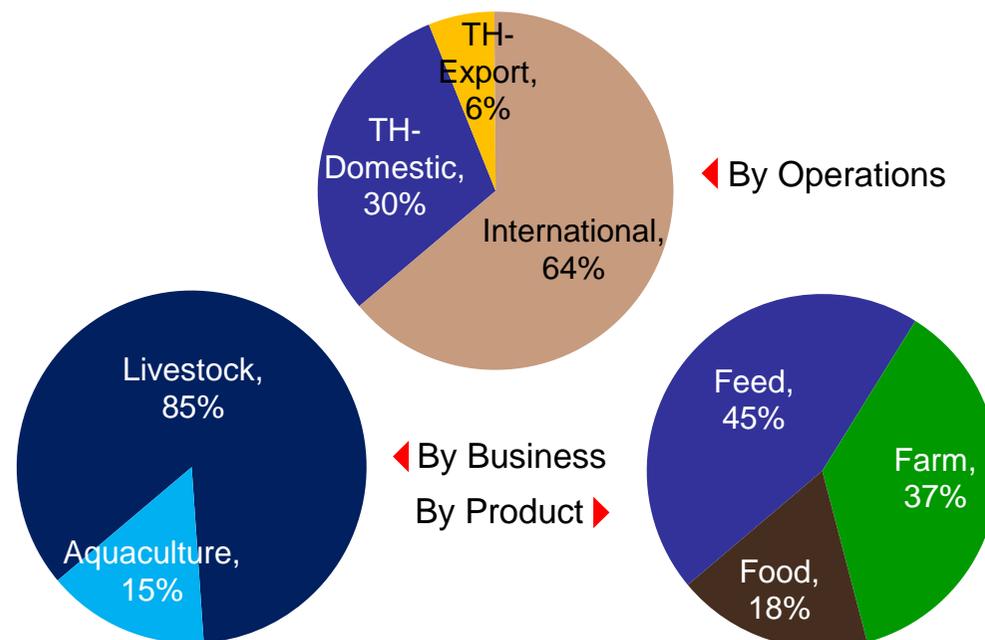
Capital : 8,611 million shares (paid-up) *(as of Mar 31, 2018)*
: 7,743 million shares (paid-up) *(as of Jun 30, 2017)*
par value of THB.1.00 per share

Book Value : THB18.61* per share *(as of Mar 31, 2018)*

Shareholders : Charoen Pokphand Group Ltd. 53.9%
of Paid-Up Capital *(as of Mar 13, 2018)*

Credit Rating : “A+” with “Stable” Outlook *(as of May 11, 2018)*

2017 Sales Breakdown

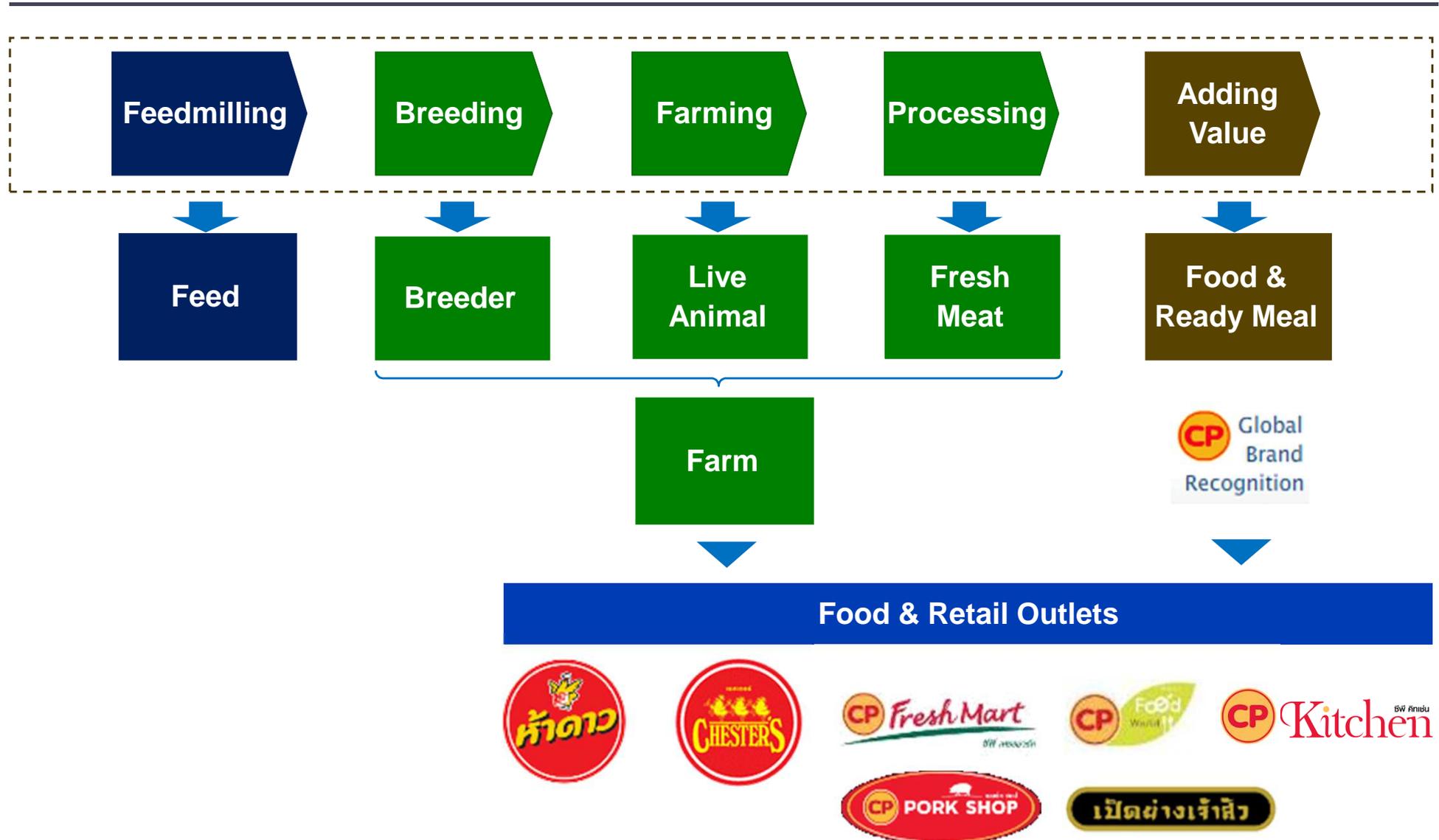


Note: USD1 = THB 31.71 (as of May 14, 2018)

* Exclude Non-Controlling Interests (NCI)

Vertically Integrated Business Model in Thailand

Integrated operating platform for safety & quality control
Livestock (**Broiler, Layer, Swine, Duck**) and aquaculture (**Shrimp & Fish**)



- Operations and investment in 17 countries catered to > 4 billion population
- Export to more than 30 countries across 5 continents

Russia

- Livestock feed
- Swine farming
- Chicken integrated business

UK

- Chilled and Frozen food
- Food kiosks
- Food Services

Belgium

- Ready to eat foods

Brazil

- Shrimp farming & primary processing
- (Expected transaction closing by May 2018)*

Turkey

- Chicken integrated business

Poland

- Hatchery farm
- Food processing plants

Sri Lanka

- Ready to eat foods

India

- Chicken integrated business
- Aquatic feed

China

- Livestock and aquaculture feed
- Aquaculture farming
- Ready to eat foods

Thailand

- Livestock and aquaculture integrated businesses

Malaysia

- Livestock and aquaculture integrated business

USA

- Ready to eat foods

Taiwan

- Livestock integrated business

Philippines

- Livestock and aquaculture feed and farming

Laos

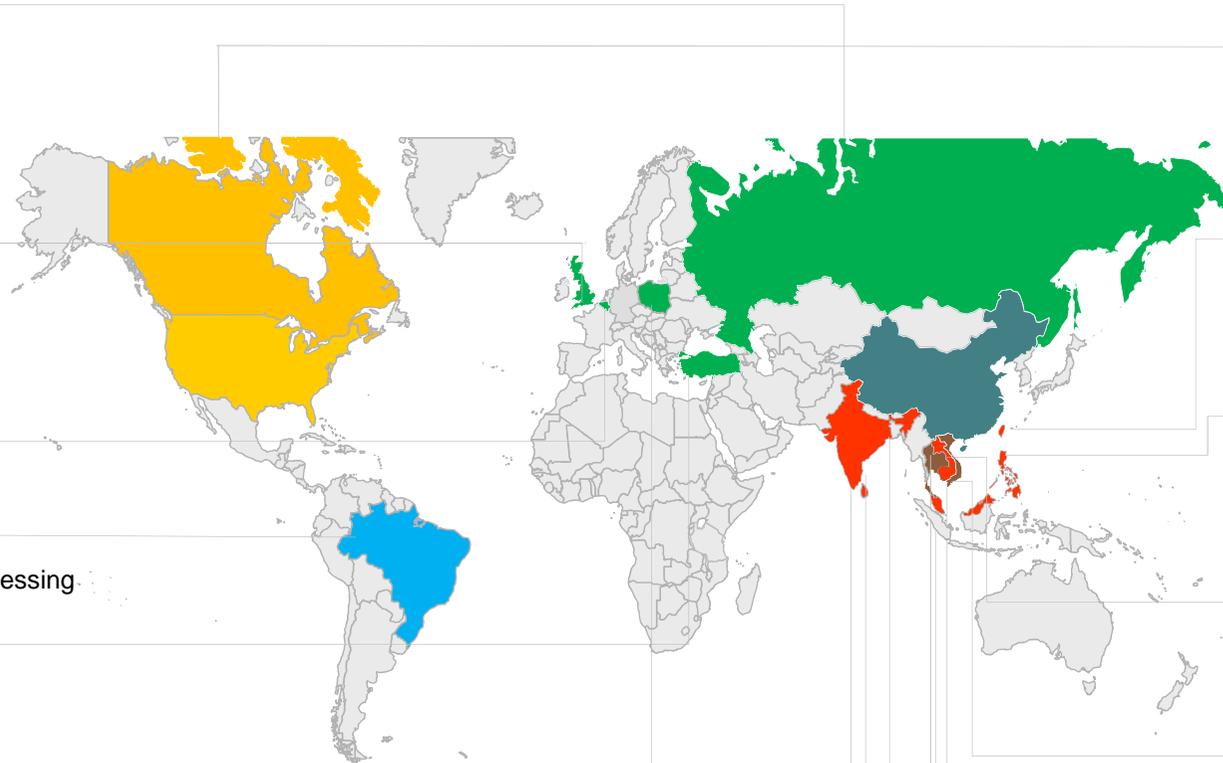
- Livestock integrated business

Cambodia

- Livestock integrated business

Vietnam

- Livestock and aquaculture integrated businesses



From Feed, Farm to Food

- Innovation
- Food Safety with traceability
- Quality Control in every process

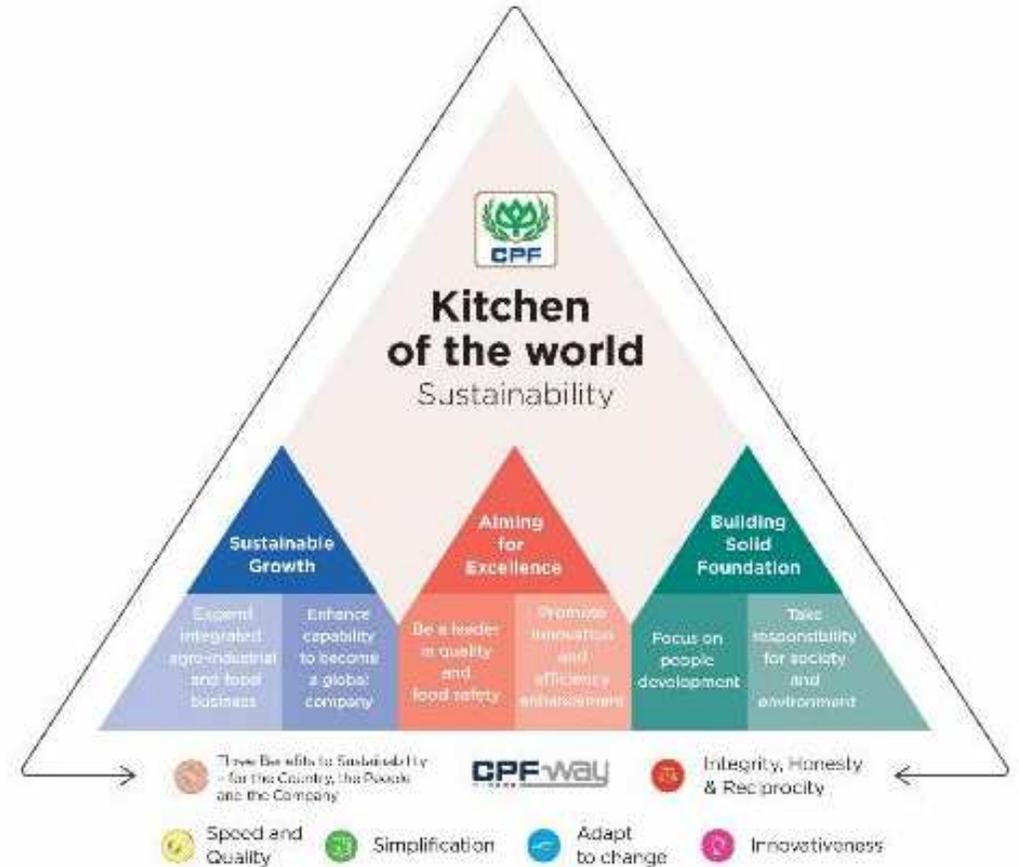
3 Strategies to be “Kitchen of the World”

- Sustainable Growth
- Aiming for Excellence
- Building Solid Foundation

3 Pillars to Sustainability



Strategic Direction for Sustainable Growth

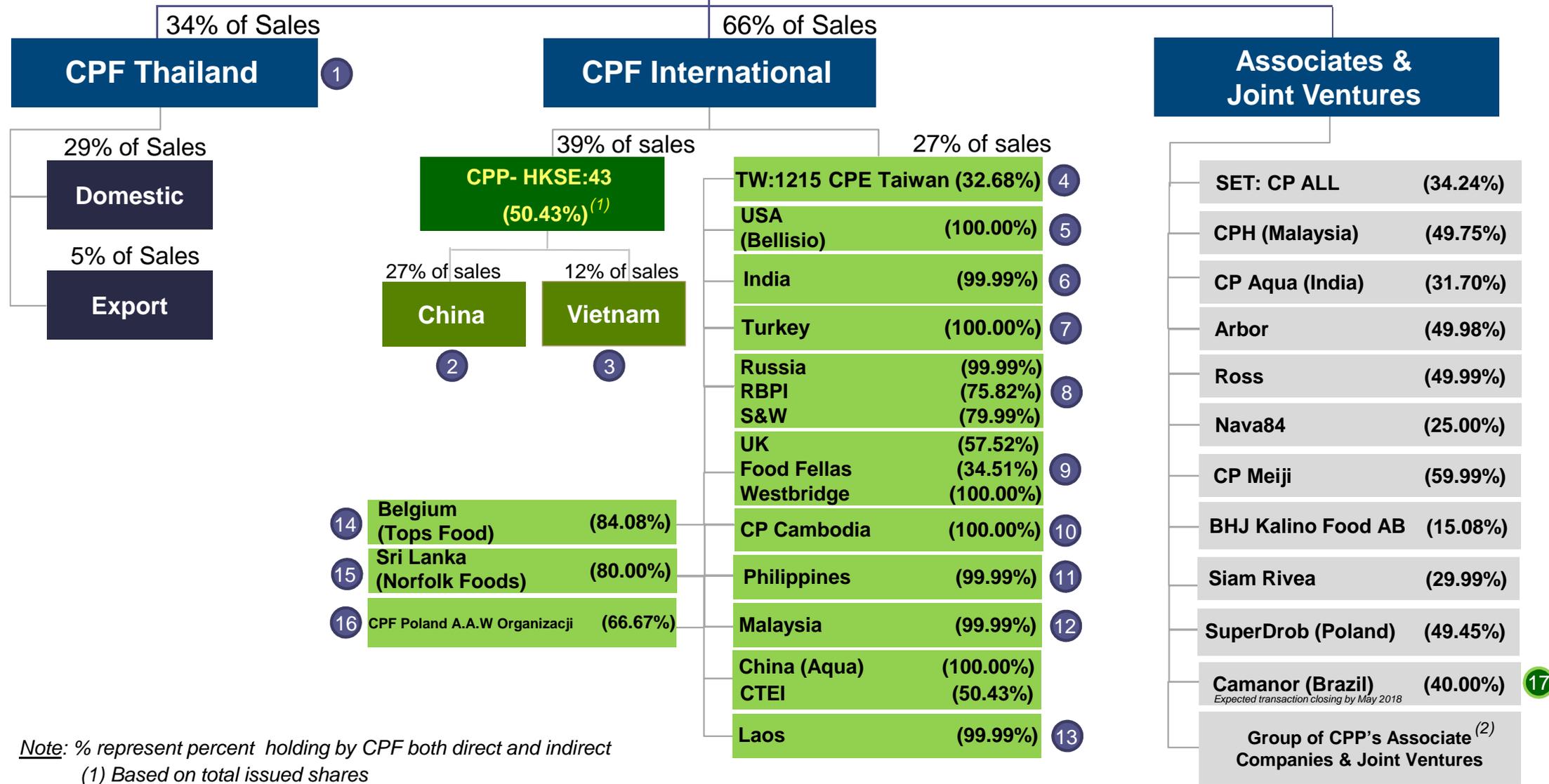




CPF Operational Structure (As of March 31, 2018)



1Q18 : Sales: THB 120,516 m
Net Profit: THB 3,049 m



Note: % represent percent holding by CPF both direct and indirect
 (1) Based on total issued shares
 (2) see Appendix C

1. Fully integrated business model

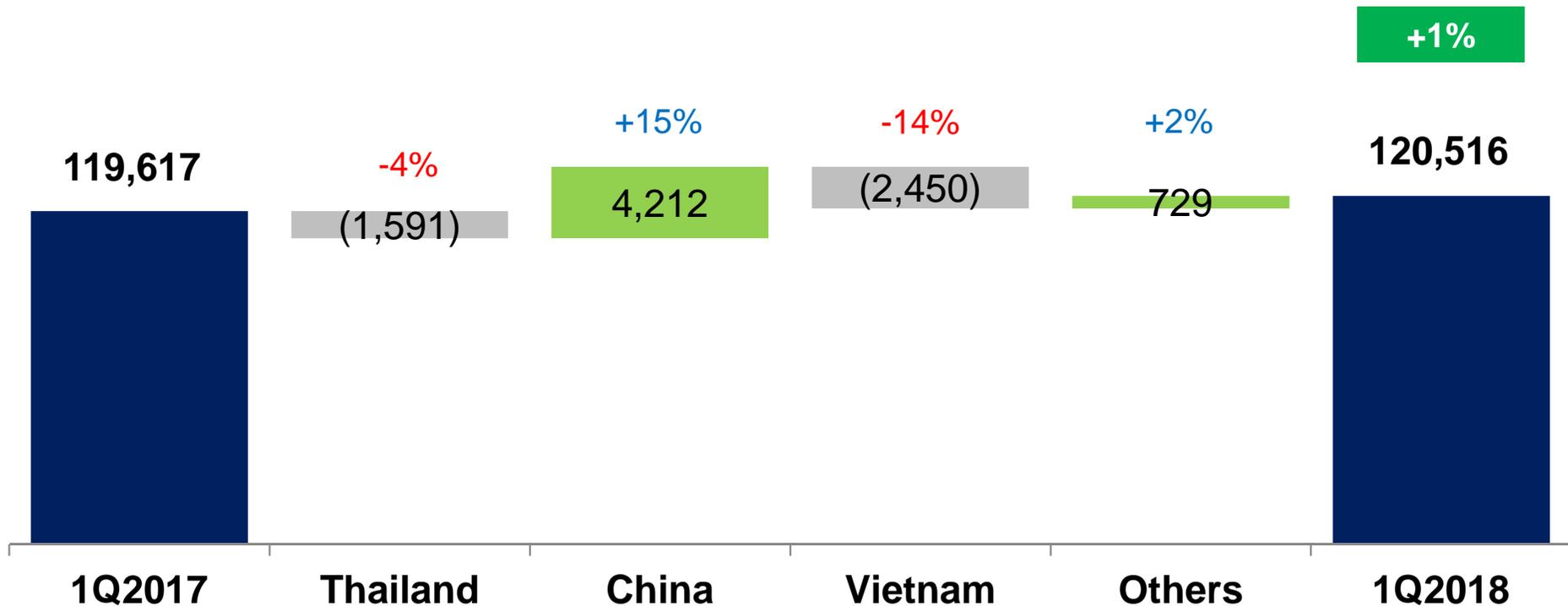
2. Globalization by establishing a proper business model suitable for each strategic market

3. Value-added business by expanding portfolio towards innovative products and services to serve rising demands



1Q18: Revenue increased by 1% mainly by international operation

- **Thailand's** Revenue declined by 4% mainly due to declining swine and chicken price
- **China's** Revenue increased by 15% mainly from feed sales and farm businesses
- **Vietnam's** Revenue declined by 14% mainly due to declining feed sales and swine price
- Other international operation's revenue increased by 2% y-o-y from newly acquired operations (Westbridge, Paulsen Foods)



Note : Foreign exchange rate had an weighted-impact on international operation's sales revenue by approximately -6%



Profitability

- **Gross profit** decreased from THB 15,180m in 1Q17 to THB **11,352m** in 1Q18, due to lower swine and chicken prices in Thailand and lower swine prices in Vietnam
- **EBITDA** decreased by 36% y-o-y to THB **5,496m** in 1Q18
- **Net profit** decreased by 23% y-o-y to THB **3,049m** in 1Q18

Latest Activities

Financing Activities

THB 12,000 m
Debenture
(@ Approx. 3.39%)

Exchange of Exchangeable Bonds “EBs”

- Cancellation of USD 131,600,000
- **EBs outstanding is USD 168,400,000**

Y2018

Jan'18

Apr'18





Camanor Produtos Marinhos Ltda.
Shrimp farming & primary processing
40%
THB 547 m

Expected transaction closing by May 2018

Apr '18

Y2018



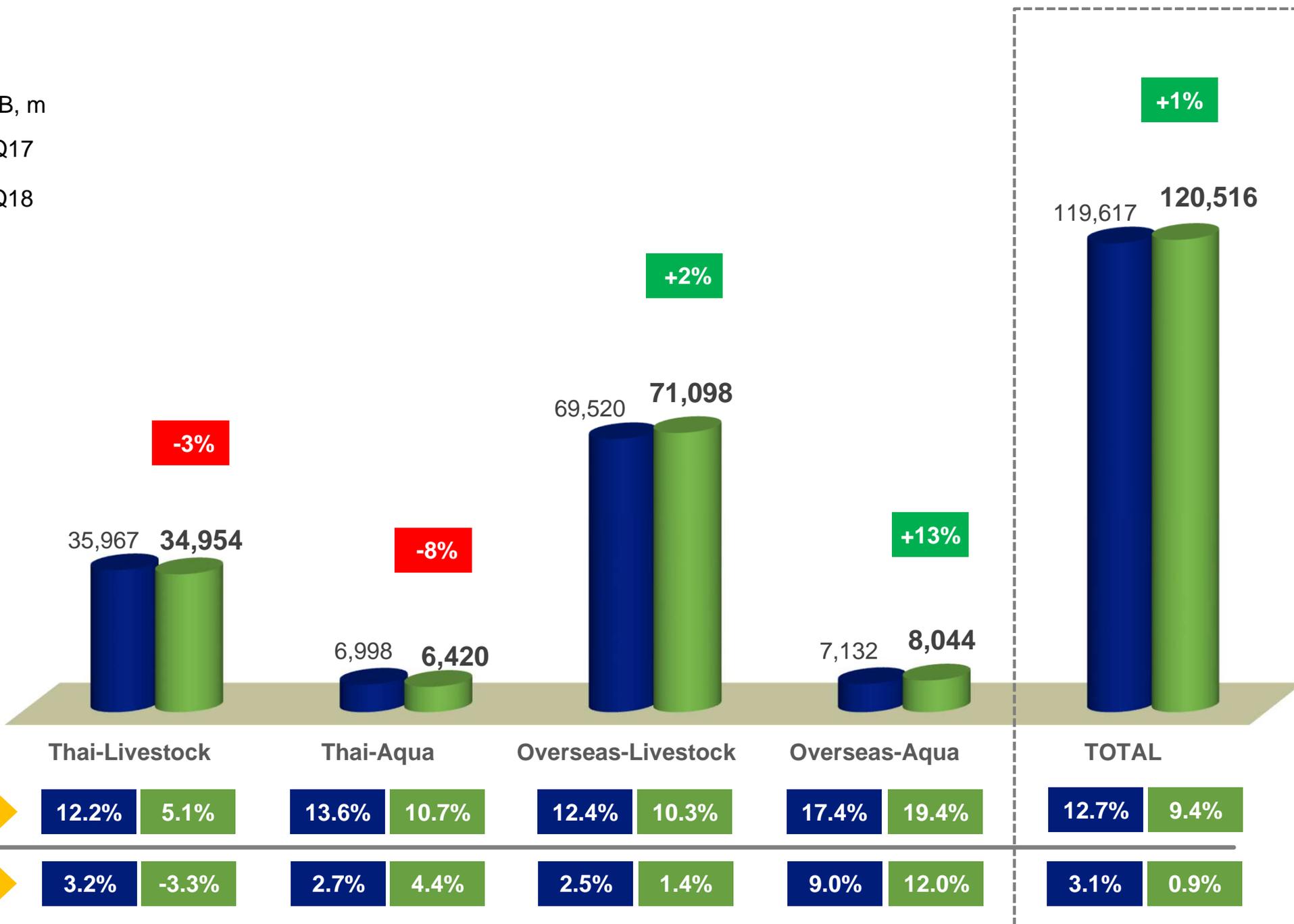


1Q18: Sales & Profit Margin by Business

In THB, m

■ 1Q17

■ 1Q18





1Q18: Consolidated Sales Structure by Business

Sales Breakdown									
	Livestock			Aquaculture			Total		
	1Q17	1Q18	%Change	1Q17	1Q18	%Change	1Q17	1Q18	%Change
Thailand	35,967	34,954	-3%	6,998	6,420	-8%	42,965	41,374	-4%
<i>Domestic</i>	30,587	29,603	-3%	5,770	5,316	-8%	36,357	34,919	-4%
<i>Export</i>	5,380	5,351	-1%	1,228	1,104	-10%	6,608	6,455	-2%
China	27,337	31,331	15%	801	1,018	27%	28,138	32,349	15%
Vietnam	15,173	12,109	-20%	1,951	2,565	31%	17,124	14,674	-14%
Others	27,010	27,658	2%	4,380	4,461	2%	31,390	32,119	2%
Total	105,487	106,052	1%	14,130	14,464	2%	119,617	120,516	1%
		▼			▼			▼	
% of Total Sales	88%	88%		12%	12%		100%	100%	

- Thailand
- China
- Vietnam

73%

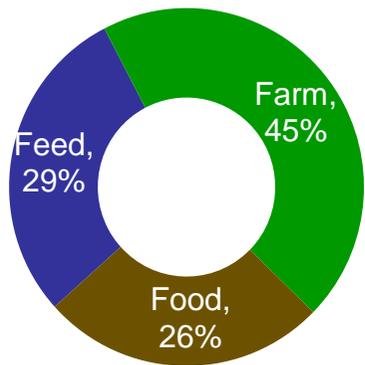
of Sale Revenue



1Q18: Consolidated Sales by Products

Sales Breakdown by Products

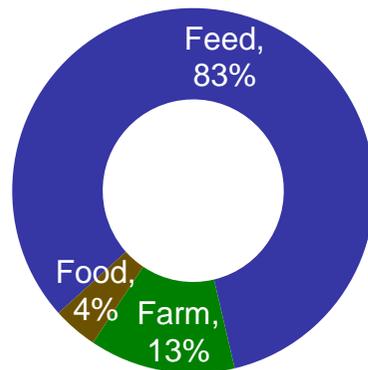
	Feed			Farm			Food			Total		
	1Q17	1Q18	%Change	1Q17	1Q18	%Change	1Q17	1Q18	%Change	1Q17	1Q18	%Change
Thailand	12,072	12,036	0%	20,421	18,648	-9%	10,472	10,690	2%	42,965	41,374	-4%
<i>Domestic</i>	12,008	12,025	0%	18,684	16,949	-9%	5,665	5,945	5%	36,357	34,919	-4%
<i>Export</i>	64	11	-83%	1,736	1,699	-2%	4,807	4,745	-1%	6,608	6,455	-2%
China	25,148	26,938	7%	2,019	4,054	101%	970	1,357	40%	28,137	32,349	15%
Vietnam	7,588	5,797	-24%	9,065	8,376	-8%	471	501	6%	17,124	14,674	-14%
Others	8,783	8,275	-6%	14,231	15,594	10%	8,377	8,250	-2%	31,390	32,119	2%
Total	53,591	53,046	-1%	45,736	46,672	2%	20,290	20,798	3%	119,617	120,516	1%



Thailand

THB 41,374 m

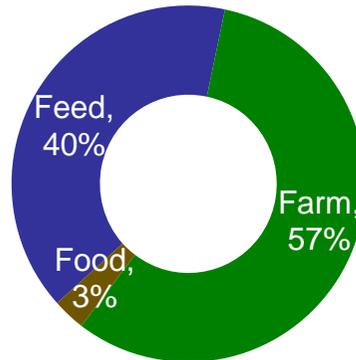
% to sales 34%



China

THB 32,349 m

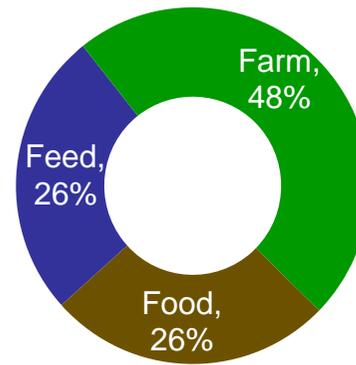
27%



Vietnam

THB 14,674 m

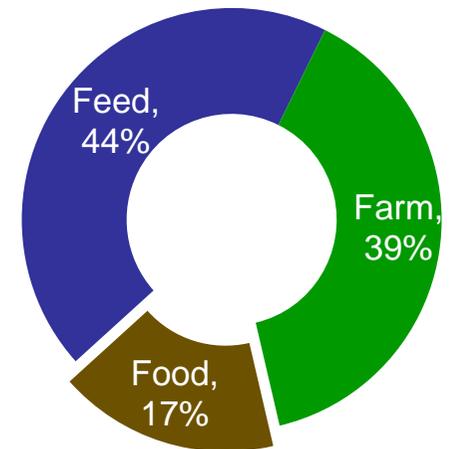
12%



Others

THB 32,119 m

27%



Total

THB 120,516 m

100%

Note: China's revenue is recognized under Thai Accounting Standard (TAS18), which is different from IFRS15 adopted by CPP (HKSE:0043)

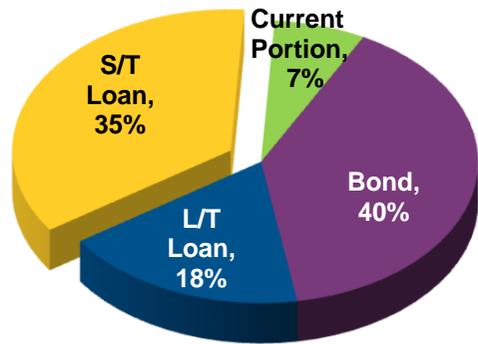
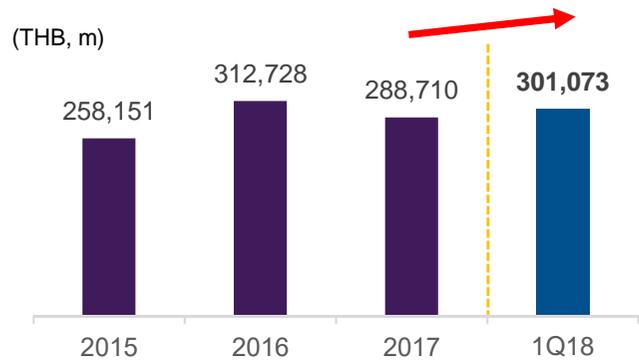


1Q18: Consolidated Income Statement Highlight

	Quarter 1			FY 2017		
	2017	2018	% Chg.	2016	2017	% Chg.
Net sales	119,617	120,516	1%	464,465	501,507	8%
<i>Gross Profit Margin</i>	12.7%	9.4%		15.6%	12.0%	
EBITDA	8,535	5,496	-36%	48,464	32,420	-33%
<i>EBITDA Margin</i>	7.1%	4.6%		10.4%	6.5%	
EBIT	3,353	45	-99%	29,956	11,172	-63%
<i>EBIT Margin</i>	2.8%	0.04%		6.4%	2.2%	
Share in Profit of Associates	1,954	2,216	13%	6,512	7,983	23%
Financial Costs	(3,071)	(2,783)	-9%	(10,601)	(11,743)	11%
Income Taxes Expense	(67)	(285)	325%	(7,212)	(251)	-97%
NET PROFIT	3,955	3,049	-23%	14,703	15,259	4%
EPS (THB)	0.53	0.33		1.99	1.91	
# of capital shares ⁽¹⁾	7,388	8,185		7,388	7,720	
Paid-Up Capital	7,743	8,611		7,743	8,611	
Dividend (THB/Share)				0.95	0.75	

Note: (1) # of capital shares = No. of the weighted-avg. shares

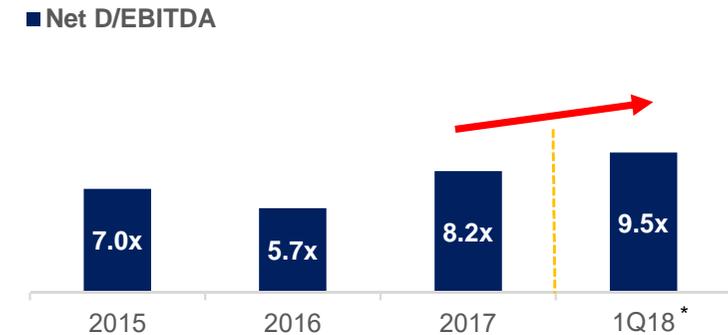
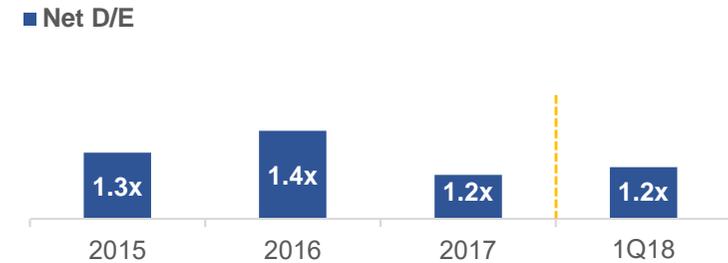
Interest Bearing Debt: THB 301,073 m



Cost of Debts	2015	2016	2017	1Q18
	4.14%	3.87%	3.84%	3.88%

Bond Rating “A+” with “Stable” Outlook by Tris Rating Co., Ltd

Net Debt to Equity & Net Debt to EBITDA



Remark : Net Debt = Interest Bearing Debt - Cash and Cash Equivalents

EBITDA = Revenue from Sales of Goods - Cost of Sales of Goods + Other Income - Selling Expense - Administrative Expense - Other Expense + Gain (Loss) from Foreign Exchange + Gain (Loss) on sales of property, plant & equipment + Depreciation & Amortization + Depreciation of biological asset

* LTM EBITDA



CPF's Investment in Listed Companies

	Stock Price (Local Curr.)		Market Cap (THB mm)	CPF Holding%	Holding Value (THB mm)
	(as of Mar 31, 2018)				
CPALL (SET:CPALL)	THB	87.75	788,267	34.2%	269,903
CPP (HKSE:0043)	HKD	0.61	65,601	50.4%	33,083
TRUE (SET:TRUE)	THB	7.3	243,588	2.2%	5,383
CPE (TWSE:1215)	TWD	65.4	17,151	32.7%	5,605
CTEI (HKSE:3839)	HKD	2.1	1,742	50.4%	878
Total					314,852



Growth Target

- Expected sales growth of approximately 5-8 %

Key Drivers & Focus

- Easing oversupply of swine in Vietnam
- Focusing on efficiency improvement
- Expanding of international operations

Key Challenges

- Oversupply of swine in Vietnam and Thailand continuing from 2017 to 1Q18
- Rising raw material costs
- Foreign exchange volatility
- Increasing interest rates

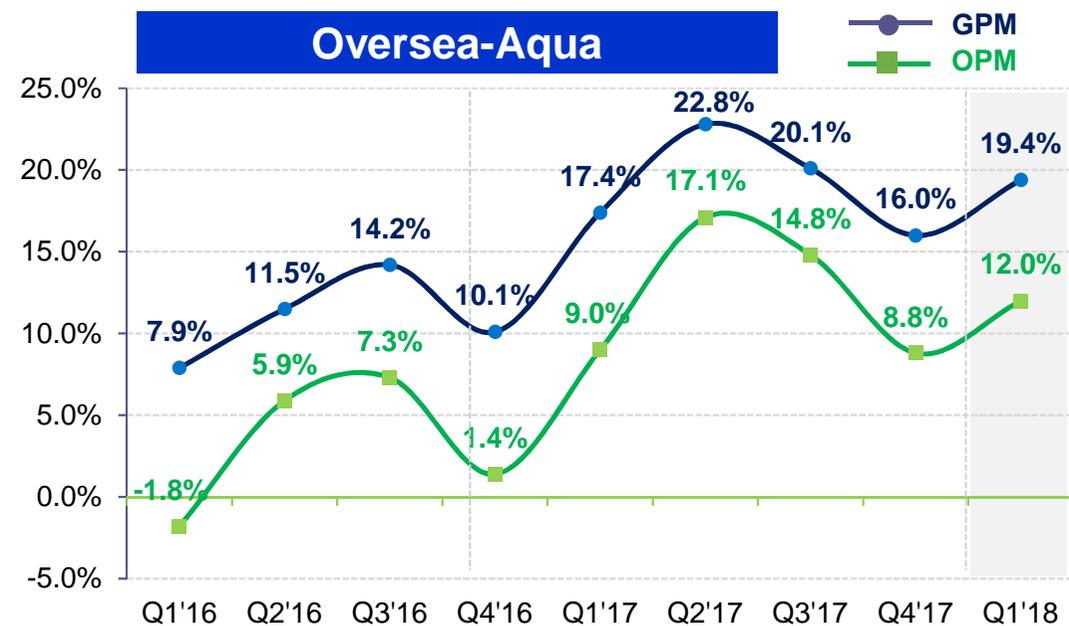
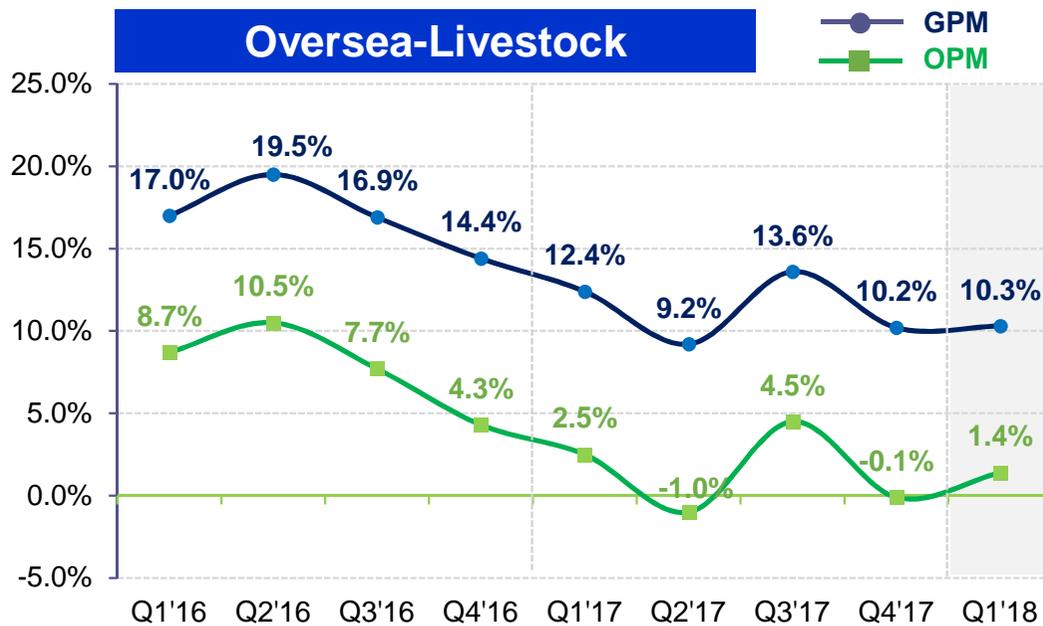
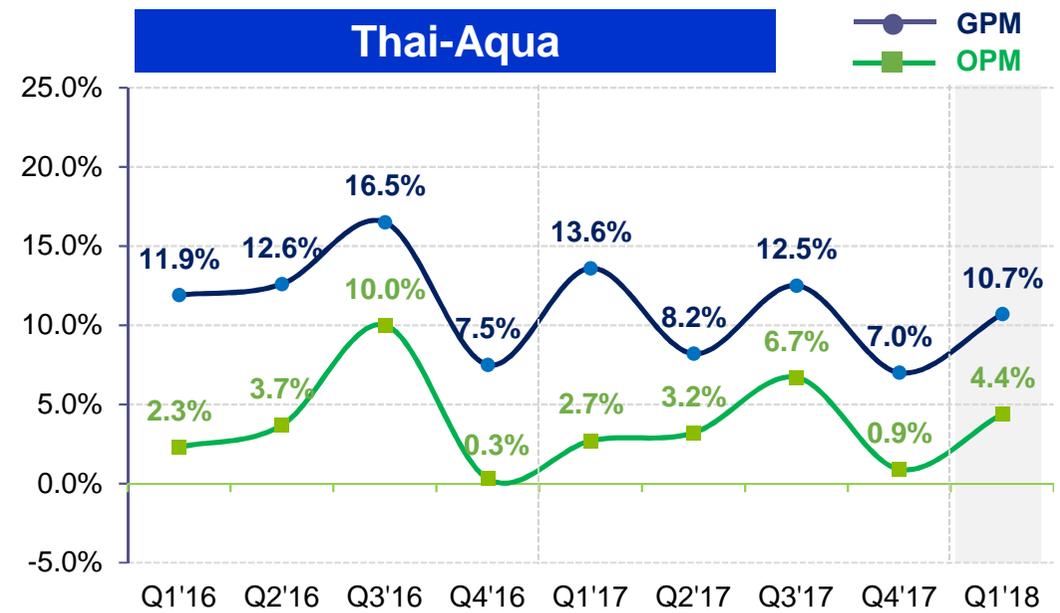
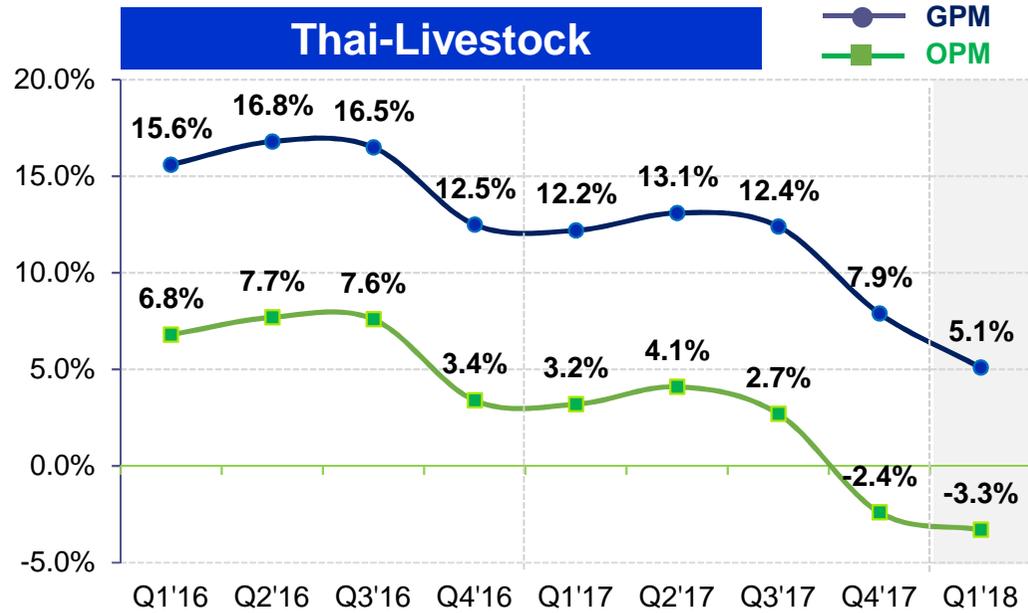
Investment

- Capex of approximately THB 25 billion (excluding M&A)

Appendix A: Highlights : 3Yr Historical Results



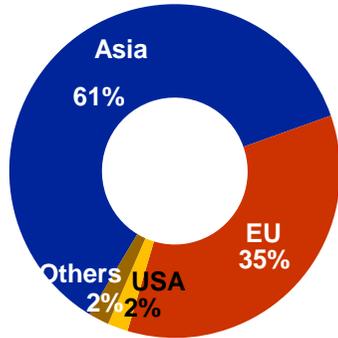
Gross Profit Margin & Operating Profit Margin





Thailand Operations – Export Destination

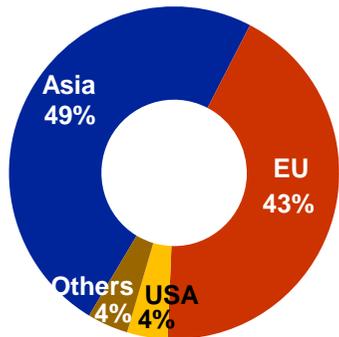
2016



■ Asia ■ EU ■ USA ■ Others

Farm

THB 7,393 million ↑ +21%

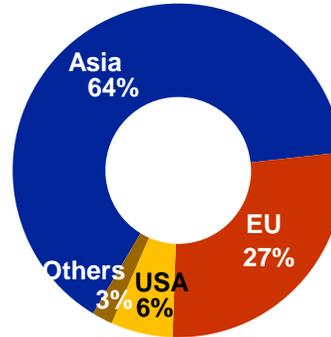


■ Asia ■ EU ■ USA ■ Others

Food

THB 21,179 million ↑ +5%

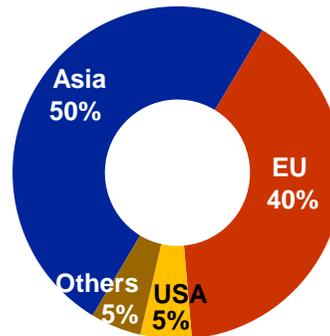
Y2017



■ Asia ■ EU ■ USA ■ Others

Farm

THB 8,531 million ↑ +15%

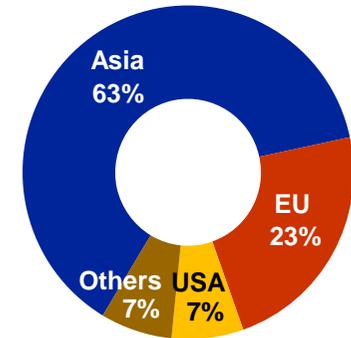


■ Asia ■ EU ■ USA ■ Others

Food

THB 21,796 million ↑ +3%

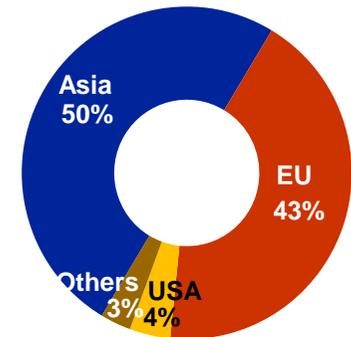
1Q18



■ Asia ■ EU ■ USA ■ Others

Farm

THB 1,699 million ↓ -2%



■ Asia ■ EU ■ USA ■ Others

Food

THB 4,745 million ↓ -1%



Consolidated Income Statement Highlight

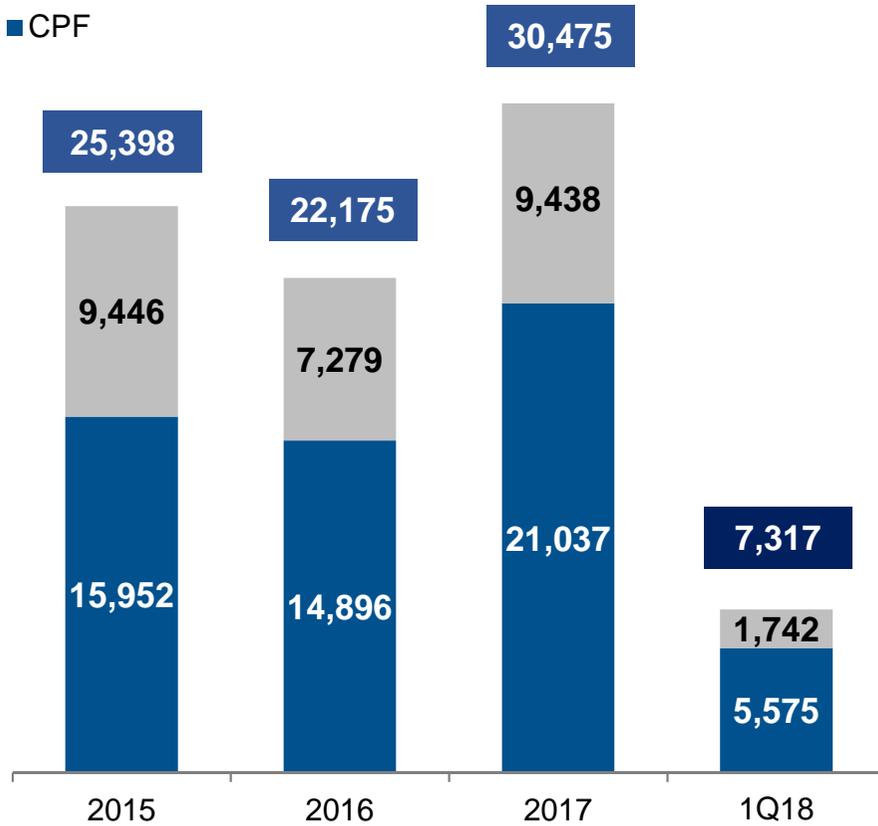
	Full Year				
	2015	2016	% Change	2017	% Change
Net sales	421,355	464,465	10%	501,507	8%
Gross Profit Margin (%)	13.8%	15.6%		12.0%	
EBITDA	31,809	48,464	52%	32,420	-33%
EBIT	15,963	29,956	88%	11,172	-63%
Share in Profit of Associates	5,221	6,512	25%	7,983	23%
Financial Costs	(9,614)	(10,601)	10%	(11,743)	11%
Income Taxes Expense	(3,654)	(7,212)	97%	(251)	-97%
Gain / (Loss) from FX	1,348	388	-71%	(21)	-105%
NET PROFIT	11,059	14,703	33%	15,259	4%
EPS (THB)	1.50	1.99		1.91	
# of capital shares*	7,388	7,388		7,720	
Paid-Up Capital	7,743	7,743		8,611	
Dividend (THB/Share)	0.75	0.95		0.75	

Note: * # of capital shares = No. of the weighted-avg. shares

CAPEX

Unit: THB, m

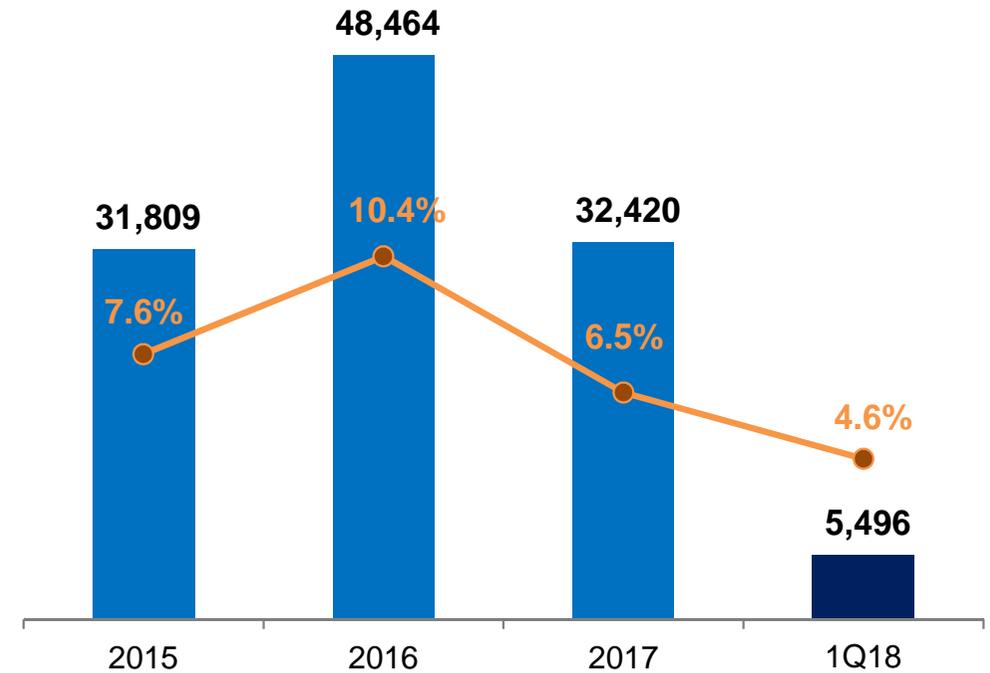
- CPP
- CPF



EBITDA

Unit: THB, m

— EBITDA Margin%



EBITDA = Revenue from Sales of Goods - Cost of Sales of Goods + Other Income - Selling Expense - Administrative Expense - Other Expense + Gain (Loss) from Foreign Exchange + Gain (Loss) on sales of property, plant & equipment + Depreciation & Amortization + Depreciation of biological asset

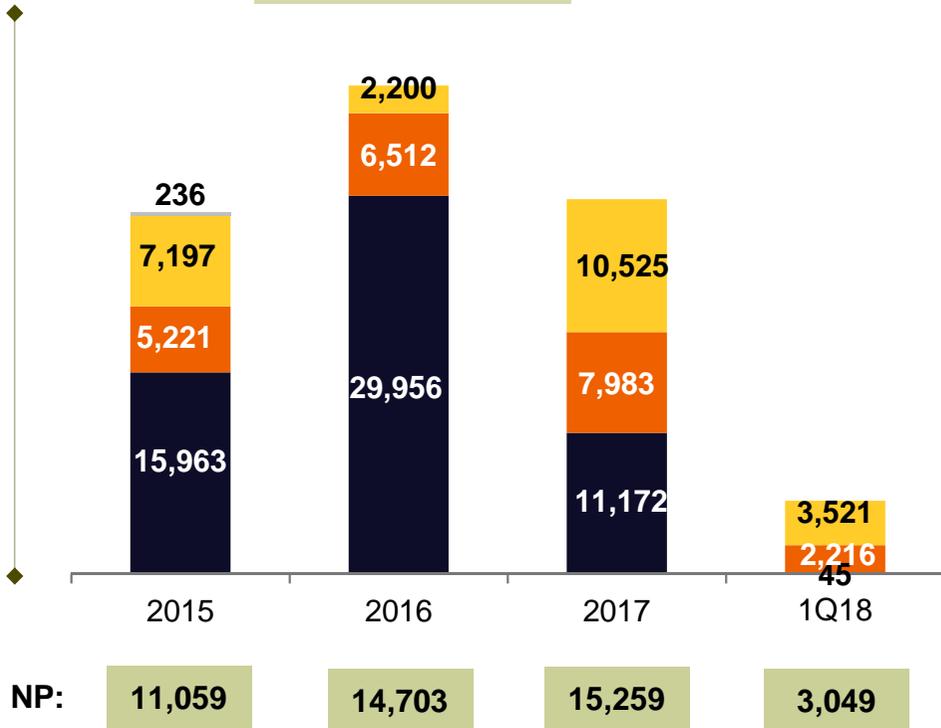
Net Profit

Unit: THB, m

- Gain on fair value adjustment on investment in associates
- Divestment and Dividend
- Equity (Share in Profit of Associates)
- EBIT

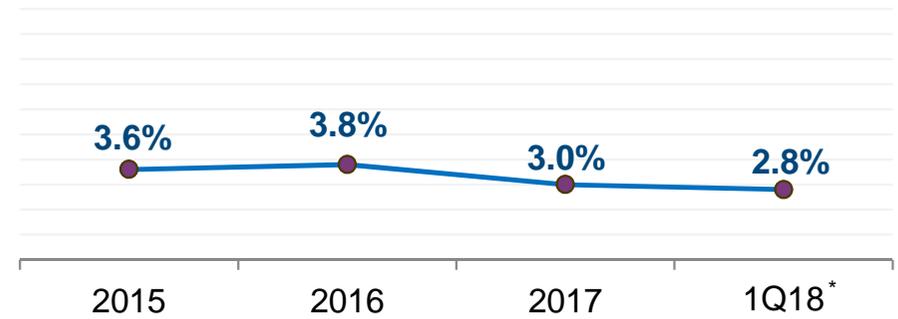
CAGR +17%

Before Tax



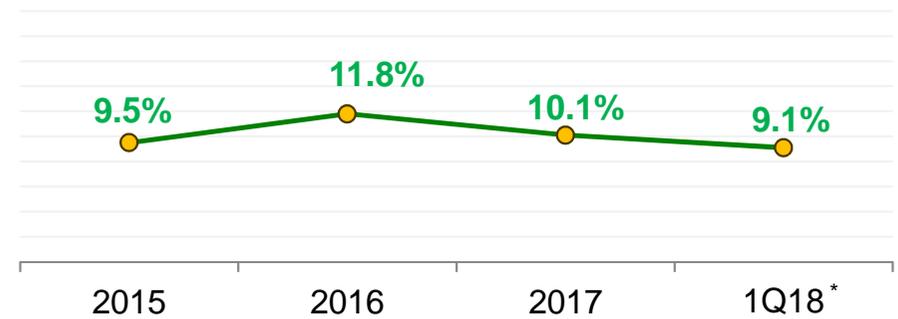
ROA & ROE

● ROA



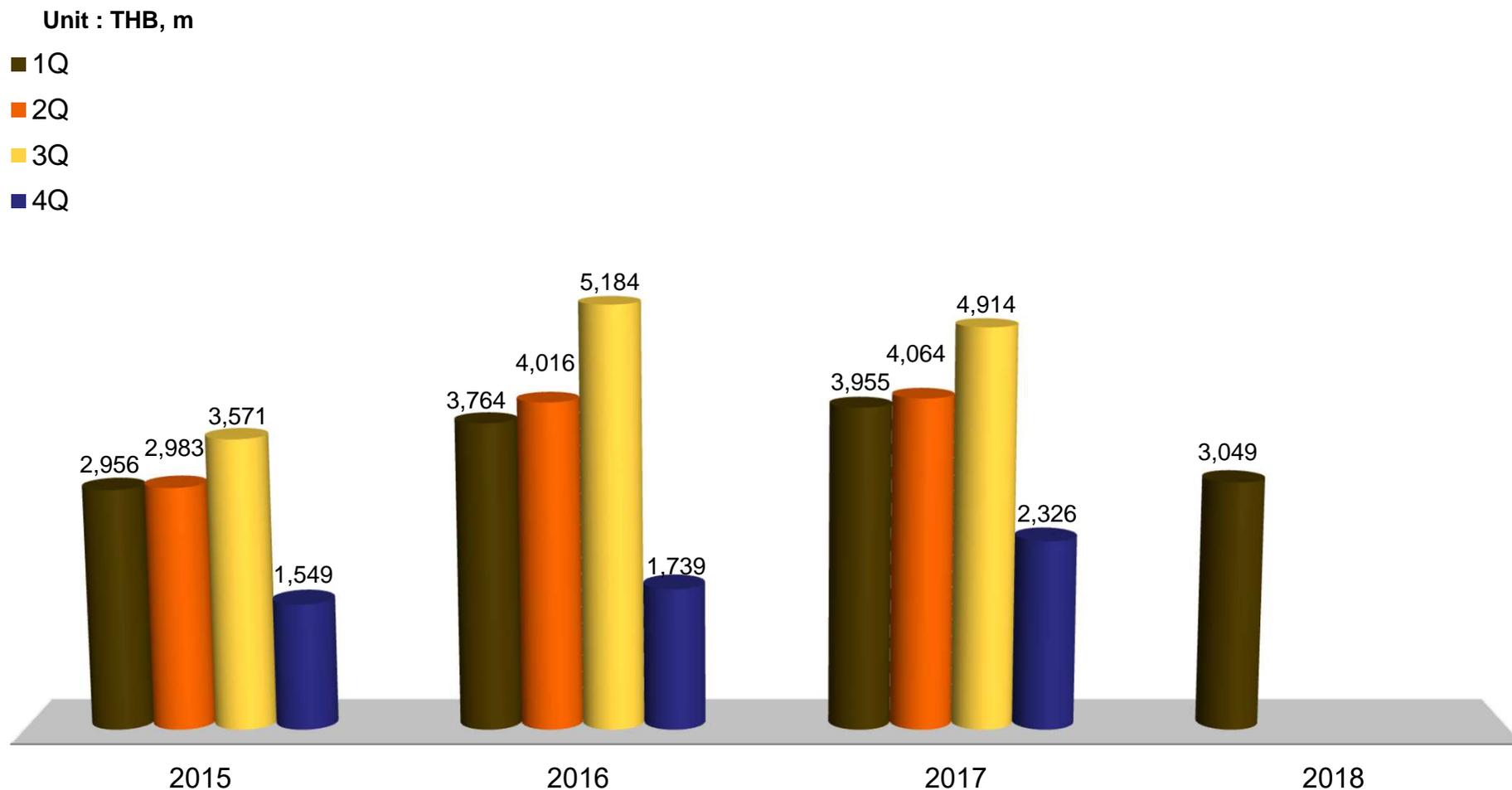
ROA = Net Income (include Non-Controlling Interest) / Average Total Asset

● ROE



ROE = Net Income (Exclude Non-Controlling Interest) / Average Total Equity (Exclude Non-Controlling Interest)

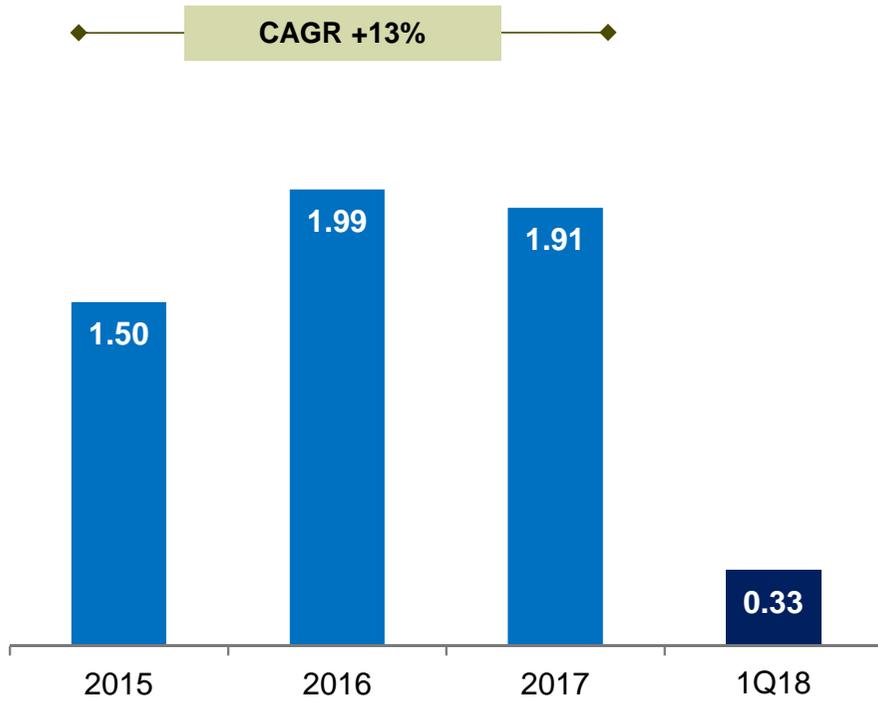
* Annualized basis



2Q15 : Included gain on fair value adjustment of investments in associates = 236 MB

Earnings Per Share

Unit : THB Per Share

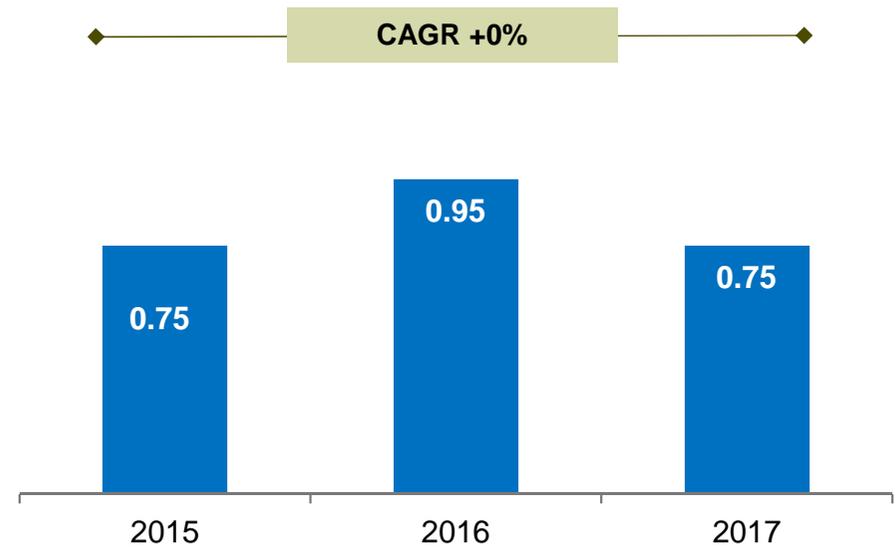


Dividends

Unit : THB Per Share

Dividend Policy

Semi-annually, not less than 30% of consolidated annual net profit



Appendix B: Products & Raw Materials Price Trend

Thailand's **Broiler** price (THB/kg)



Average Price		
2016	2017	2018
35.6	35.8	29.8
% Chg	+1%	-17%

Thailand's **Pork** price (THB/kg)



Average Price		
2016	2017	2018
66.7	56.1	44.8
% Chg	-16%	-20%

Thailand's Fresh Egg price (THB/piece)



Average Price		
2016	2017	2018
2.8	2.3	2.2
% Chg	-19%	-5%



Thailand's White Shrimp price (THB/Kg)

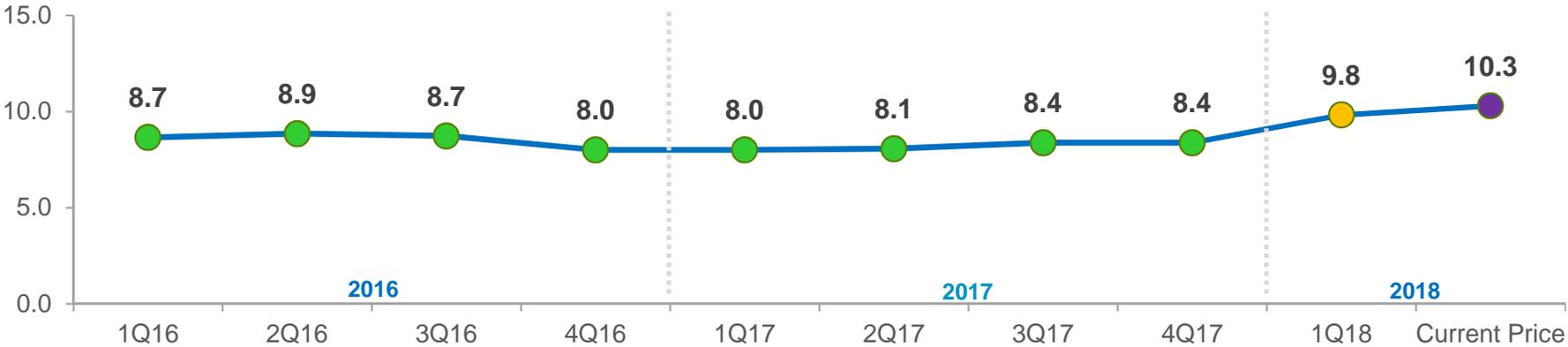


Average Price		
2016	2017	2018
170	175	172
% Chg	+3%	-2%

Size 70 pieces/kg

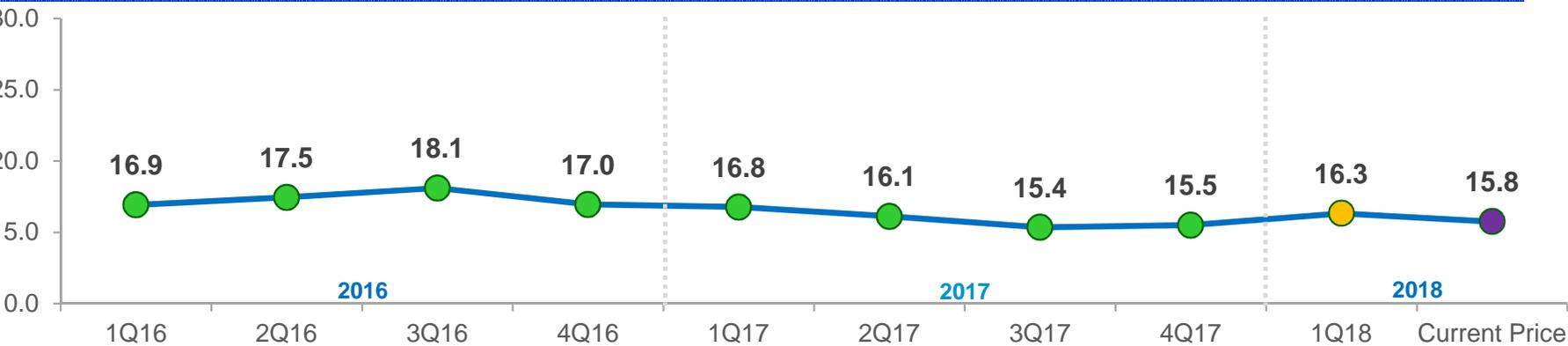


Thailand's Corn price (THB/kg)



Average Price		
2016	2017	2018
8.6	8.2	9.8
% Chg	-5%	+20%

Thailand's Soybean Meal price (THB/kg)



Average Price		
2016	2017	2018
17.4	15.9	16.3
% Chg	-8%	+2%

Thailand's Fishmeal price (THB/kg)



Average Price		
2016	2017	2018
32.3	32.8	48.4
% Chg	+1%	+48%



Vietnam: Average Market Price and Major Feed Raw Materials



Broiler
(VND/kg)

Swine
(VND/kg)

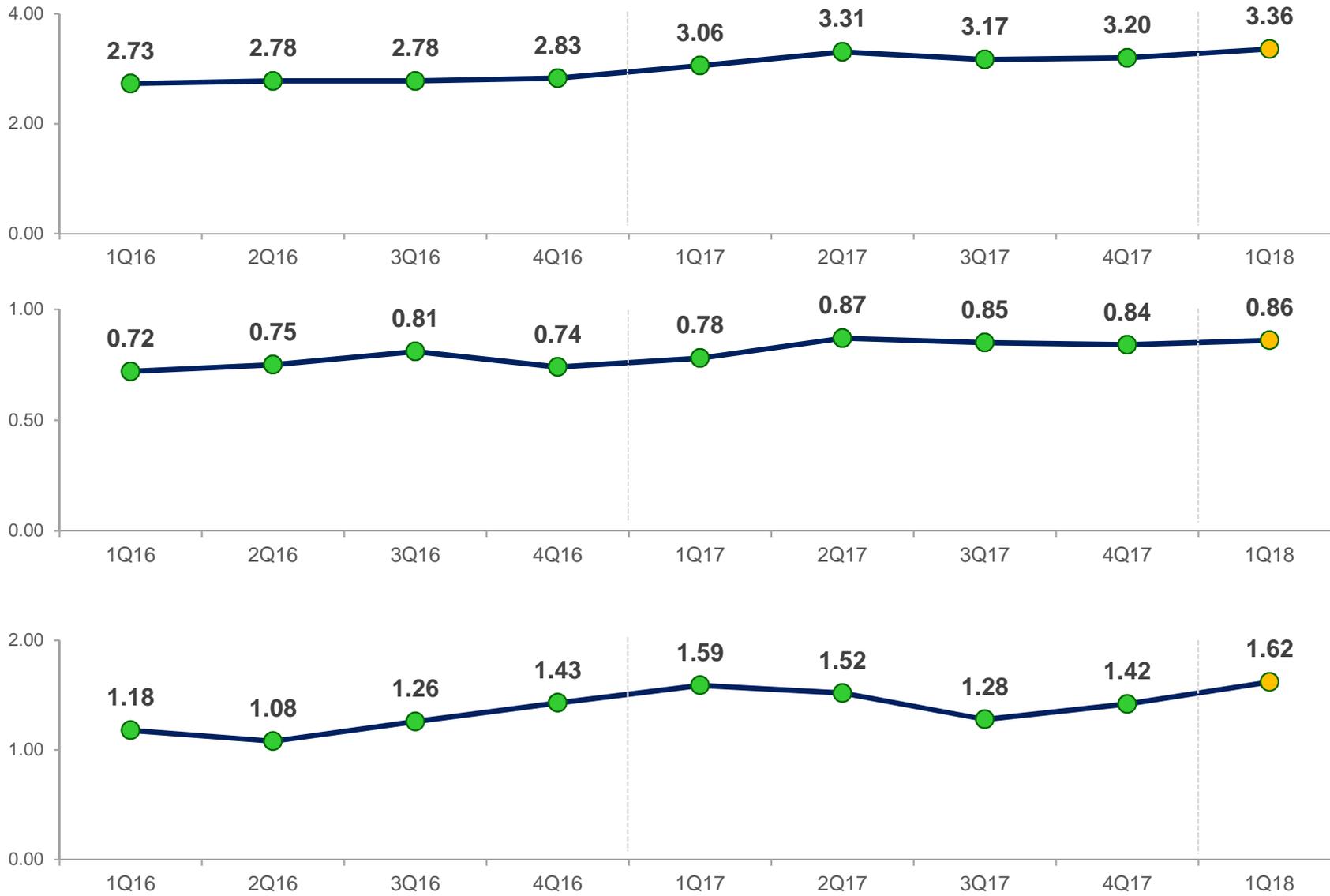
Corn
(VND/kg)

Soybean Meal
(VND/kg)

Source: CPF

VND 1 = THB 0.0014

Turkey: Average Market Price and Major Feed Raw Materials



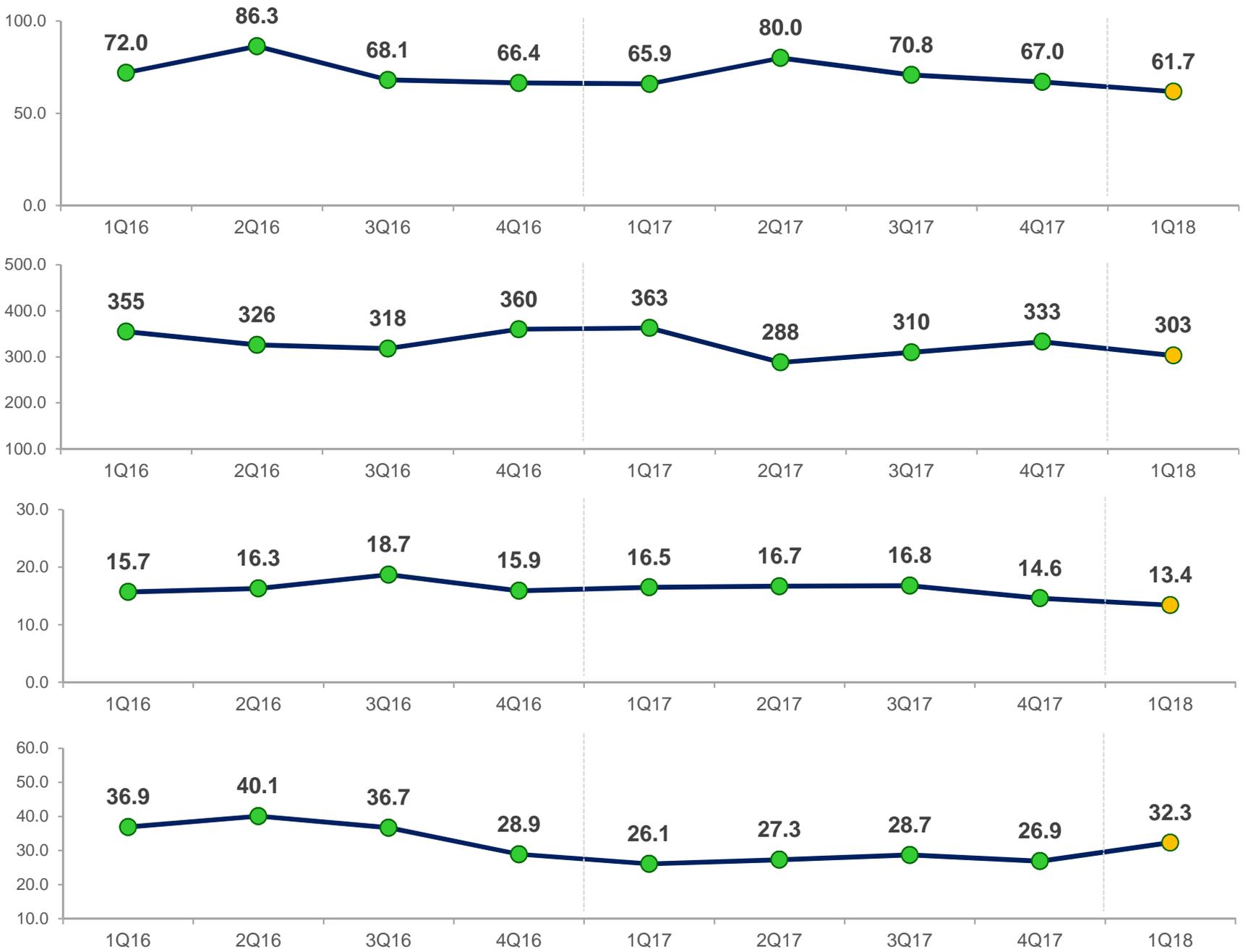
Broiler
(TRY/kg)

Corn
(TRY/kg)

Soybean Meal
(TRY/kg)



India: Average Market Price and Major Feed Raw Materials



Broiler
(INR/kg)

Shrimp (60 pieces)
(INR/kg)

Corn
(INR/kg)

Soybean Meal
(INR/kg)

Appendix C: Group of CPP's Associate Companies & Joint Ventures



Group of CPP's Associate Companies & Joint Ventures

As of December 31, 2017

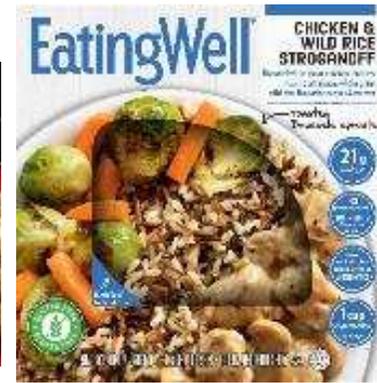
No.	Associates	Type of Business	Direct and Indirect Interest (%)
1	Chia Tai (Cixi) Investment Mangement Ltd.	Provision of Consulting service on economic and trade	25.21
2	Conti Chia Tai International Ltd.	Production and sale of animal feed	25.21
3	Ningxia Xiao Ming Animal Husbandary Co., Ltd.	Production and sale of commercial layer chicks	8.34
4	Qingdao Yi Bang Bio-Engineering Co., Ltd.	Production and sale of animal vaccines	6.05
5	Zhan Jiang Deni Carburetor Co., Ltd.	Motorcycle carburetor and auto parts production and distribution	14.12

No.	Joint Ventures	Type of Business	Direct and Indirect Interest (%)
1	Beijing Chia Tai Feedmill Co., Ltd.	Production and sale of animal feed	25.21
2	ECI Metro Investment Co., Ltd.	Investment and trade of machinery and spare parts	25.21
3	Handan Chia Tai Feed Co., Ltd.	Production and sale of animal feed	25.21
4	Henan East Chai Tai Co., Ltd.	Production and sale of animal feed	25.21
5	Jilin Chia Tai Enterprise Co., Ltd.	Production and sale of animal feed	25.21

Appendix D: Product Samples & Retail Outlet Formats









More Than **5,500** Outlets

Five Star Chicken in Vietnam



Five Star Chicken in India



Five Star Chicken in Cambodia





198 outlets





บีที ทรูมาร์เก็ต

425 Stores



7 Stores



CHOZEN NOODLE

22 Kiosks



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