



1H/2023 **Results Briefing**

PUT OUR HE C RT INTO FOOD

Investor Presentation, Aug 15, 2023





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Why Invest in CPF

Our vision is "Aiming to compete in **the front line of the food industry**, we use resources properly and environmental friendly. The Company takes into account the interests of all stakeholders to ensure sustainable growth, while being able to generate appropriate return to shareholders"

One of the world's Leaders

Animal feed manufacturing, swine production, and shrimp integrated business Multi-species animal proteins mainly swine, poultry, shrimp



Diversified Portfolio

operations and investment in 17 countries exports to more than 40 countries catered to over 4 billion people

We are recognized as

- SET 50 in Stock Exchange of Thailand Agro & Food Industry Sector
- Member of Dow Jones Sustainability Indices (Emerging Markets)

Member of FTSE4Good Index Series

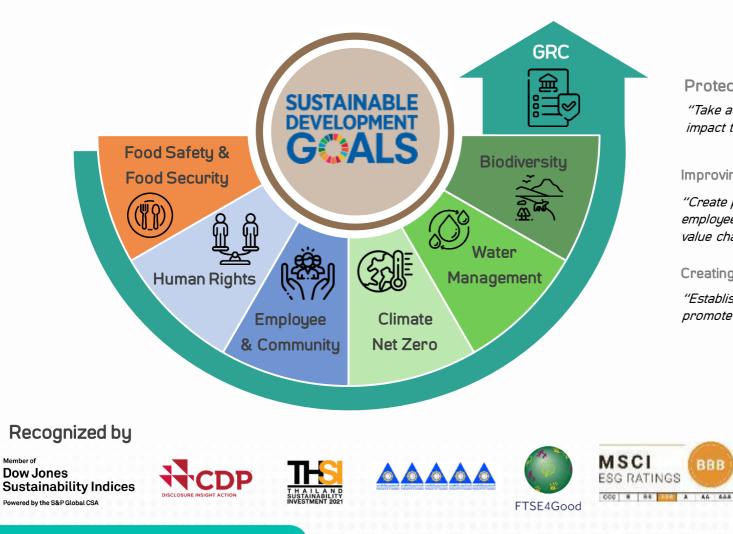
- Ranked "Excellent" for CGR Scoring by Thai Institute of Directors (IOD)
- ASEAN Asset Class PLCs from ASEAN Corporate Governance Scorecard (ACGS)



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Sustainable Kitchen of the World



Protecting our Climate

"Take action towards positive environmental impact throughout our value chain "

Improving Quality Living of

CA

CERTIFIED

BBB



"Create positive social impact in the lives of employees and individuals throughout our value chain"

Creating Prosperity

Food

"Establish food security with products that promote health and well-being for consumers"



Member o

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Company Highlight



Market Cap THB 168 billion

(or ~USD4.8 billion) as of Aug 11, 2023

- 8,611 million shares (paid-up) with par THB 1.00 per share
- Book Value THB 28.76*
 per share (as of Jun 30, 2023)
- Major Shareholder Charoen Pokphand Group Ltd. with 50.33%** of paid-up capital

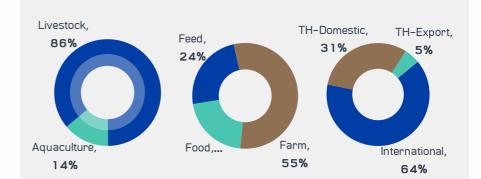
as of May 9, 2023

Note: USD1 = THB 34.78 (as of Aug 11, 2023)

(*) Exclude Non-Controlling Interests (NCI) and Subordinated Perpetual Debentures (**) CPG Group is a reporting group to be in compliance with Section 246 and Section 247 of the Securities and Exchange Act of 2535 (as amended)

Sales in FY2022 THB 6 1 4 billion (or ~USD17.8 billion)

Sales Breakdown

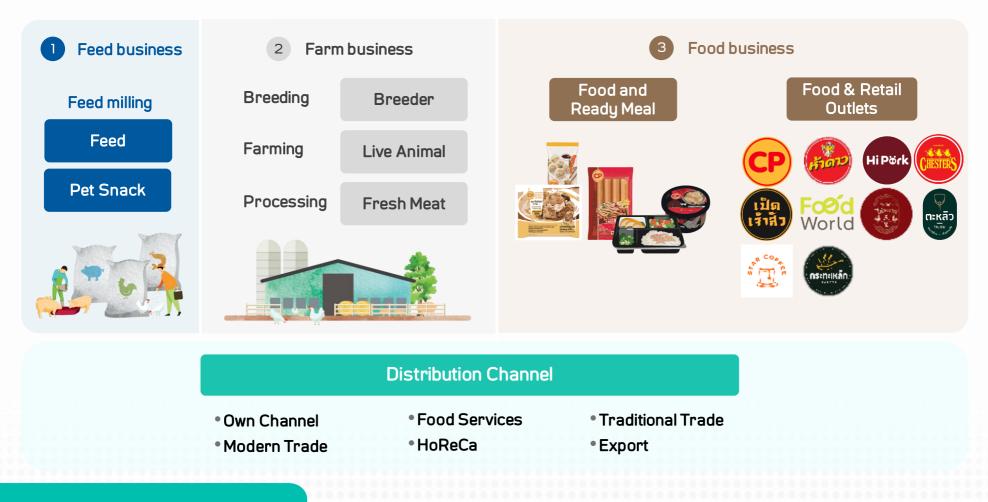


- **4 listed investments onboard** (HKSE:3839, TWSE:1215, SET:CPALL, SET:CPAXT)
- 26 series of debentures listed on Thai Bond Market Association
- Credit Rating A+ with "Stable" Outlook by TRIS Rating as of Apr 28, 2023

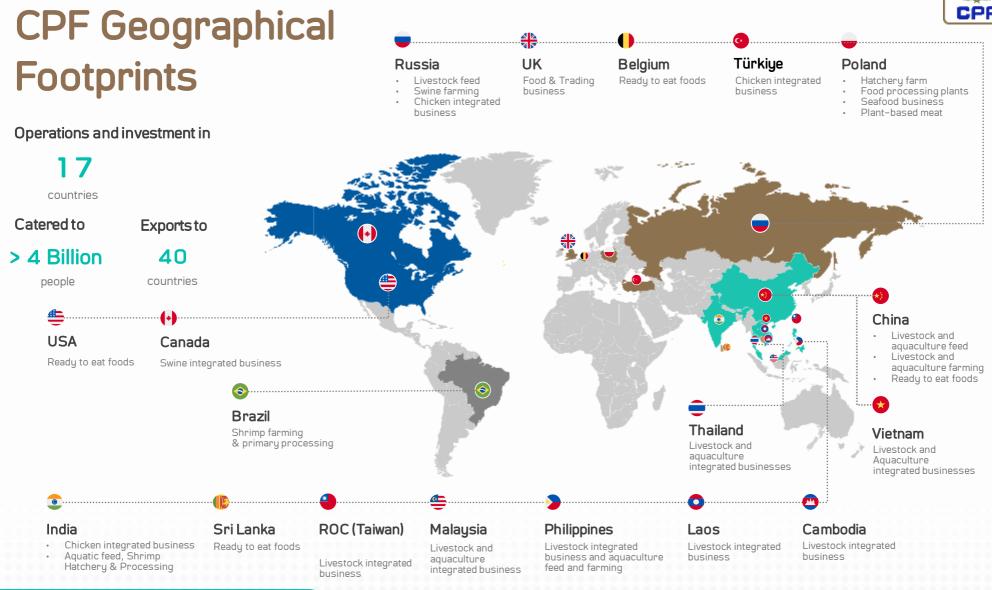


Vertically Integrated Business in Thailand

The integrated food process to offer top-quality products in terms of nutrition, taste, food safety, and traceability with the focus to maintain world-class, modern production process as well as efficient and ecofriendly consumption of natural resources.



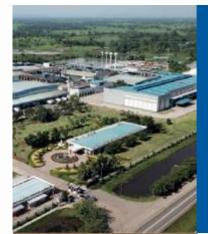




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Our Strategy for Growth





Globalization

expand market in 17 existing countries by establishing a proper business model suitable for each strategic market





Digital Transformation

utilize digital tools to improve operation efficiency and to better serve needs of customer.

- Smart Farm
- Smart Factory
- Robot Accountant





Fully integrated business model

from upstream midstream to downstream



Value-added business

expand portfolio towards innovative products and services to serve rising demands



Sustainability

ensure sustainable growth by creating shared value for society, environment and well as economic value.



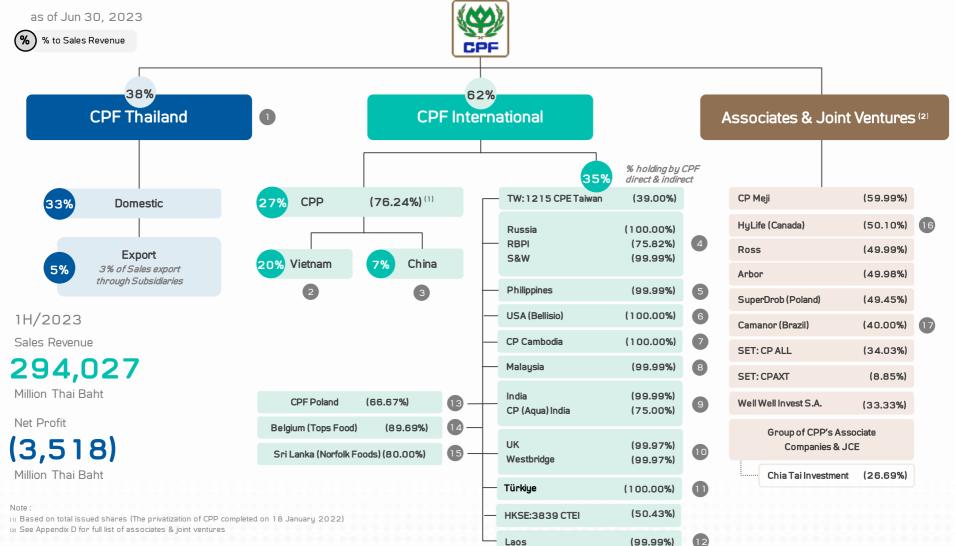


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CPF Operation Structure







Performance Summary

		НоН		QoQ			
Unit: THB, m	1H/2022	1H/2023	%Change	Q2/2022	%Change		
Sales Revenue	294,883	294,027	0%	155,996	150,246	-4%	
Gross Profit Margin	13.7%	10.9%		14.5%	11.0%		
EBITDA	33,986	27,493	-19%	20,371	14,807	-27%	
EBITDA Margin	11.5%	9.4%		13.1%	9.9%		
G/L on FV of Biological Assets	1,827	1,574	-14%	729	1,615	122%	
Financial Costs	(8,829)	(12,226)	38%	(4,360)	(6,158)	41%	
Income Taxes Expense	(4,680)	(553)	-88%	(3,522)	(124)	-96%	
Share in Profit of Associates	(1,129)	(1,981)	-75%	(793)	(893)	-13%	
G/L on Sales of Invt. & Div.	2,336	2,203	-6%	741	1,352	82%	
Net Profit	7,050	(3,518)	-150%	4,208	(793)	-119%	
Net Profit Margin	2.4%	-1.2%		2.7%	-0.5%		
Net Profit Margin	2.4%	-1.2%		2.7%	-0.5%		

Sales revenue flat HoH

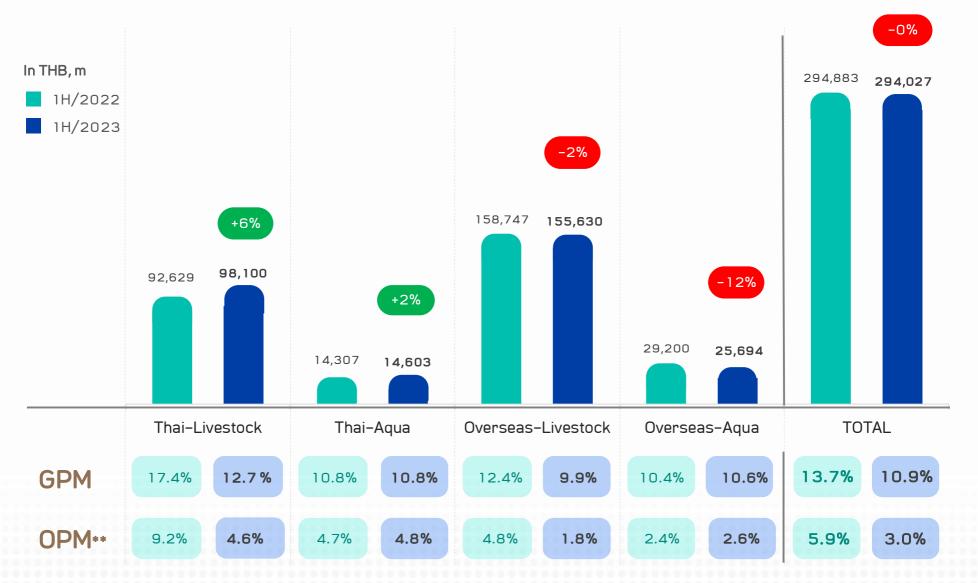
Revenue breakdown from international operation 62%, Thailand operation 38%

1H/2022 Vs 1H/2023 Revenue increased mainly in Thailand while Vietnam and India declined

Gross profit margin decreased to 10.9%

- Increased cost of production
- Low swine price within the region
- Financial cost increased 38% from elevated interest rate
- Share in profit of associates down mainly from weak CTI and Hylife performance
- Net Loss of -3,518 down 150%

1H/2023: Sales & Profit Margin by Business



** Exclude gain/loss from fair value adjustment of biological assets

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1H/2023: Sales Structure by Business



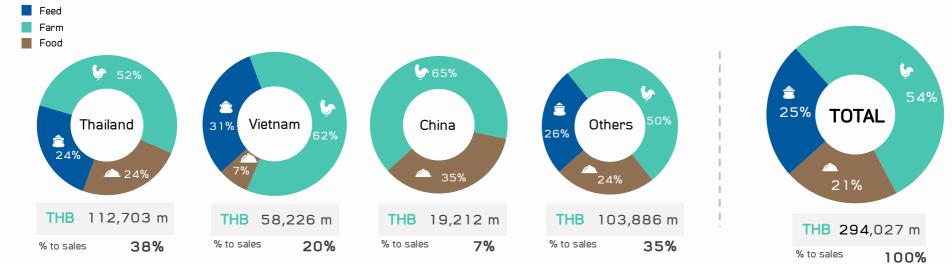
					Sal	es Breakdow	vn					
			Livestock		A	Aquaculture			TOTAL			
		1H22	1H23	%Change	1H22	1H23	%Change	1H22	1H23	%Change		
Thailand		92,629	98,100	6%	14,307	14,603	2%	106,936	112,703	5%		
	Domestic	80,133	84,103	5%	11,845	12,209	3%	91,978	96,312	5%		
	Export	12,496	13,997	12%	2,462	2,394	-3%	14,958	16,391	10%		
Vietnam		50,720	48,219	-5%	11,514	10,007	-13%	62,234	58,226	-6%		
China		16,018	18,881	18%	345	331	-4%	16,363	19,212	17%		
Others		92,009	88,530	-4%	17,341	15,356	-11%	109,350	103,886	-5%		
	TOTAL	251,376	253,730	1%	43,507	40,297	-7%	294,883	294,027	0%		
% of Total	Sales	85%	86%		15%	14%		100%	100%			





1H/2023: Sales Structure by Products





1														
			Sales Breakdown by Products											
		- E	Feed		Í	🐓 Farm			🗢 Food			TOTAL		
		1H22	1H23	%Change	1H22	1H23	%Change	1H22	1H23	%Change	1H22	1H23	%Change	
Thailand		23,318	27,040	16%	58,182	58,247	0%	25,436	27,416	8%	106,936	112,703	5%	
	Domestic	23,277	26,997	16%	54,862	54,211	-1%	13,839	15,104	9%	91,978	96,312	5%	
	Export	41	43	5%	3,320	4,036	22%	11,597	12,312	6%	14,958	16,391	10%	
Vietnam		18,793	18,217	-3%	39,848	36,158	-9%	3,593	3,851	7%	62,234	58,226	-6%	
China		0	0	0%	10,598	12,400	17%	5,765	6,812	18%	16,363	19,212	17%	
Others		29,508	26,954	-9%	53,926	52,477	-3%	25,916	24,455	-6%	109,350	103,886	-5%	
	Total	71,619	72,211	1%	162,554	159,282	-2%	60,710	62,534	3%	294,883	294,027	0%	

Consolidated Income Statement Highlight

Unit: THB, m			HoH		QoQ			
Unit: THB; M		1H/2022	1H/2023	%Change	Q2/2022	Q2/2023	%Change	
Sales Revenue		294,883	294,027	0%	155,996	150,246	-4%	
Gross Pro	ofit Margin	13.7%	10.9%		14.5%	11.0%		
Selling and administrative expenses		25,621	26,522	4%	13,538	13,787	2%	
EBIT		15,981	7,319	-54%	9,847	3,675	-63%	
EE	BIT Margin	5.4%	2.5%		6.3%	2.5%		
EBITDA		33,986	27,493	-19%	20,371	14,807	-27%	
EBITI	DA Margin	11.5%	9.4%		13.1%	9.9%		
G/L on FV of Biological Assets		1,827	1,574	-14%	729	1,615	122%	
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Net Profit		7,050	(3,518)	-150%	4,208	(793)	-119%	
Net Pro	ofit Margin	2.4%	-1.2%		2.7%	-0.5%		
EPS (THB)		0.85	(0.48)		0.51	(0.12)		
# of capital shares		7,937	7,874		7,937	7,852		
Paid-Up Capital		8,611	8,611		8,611	8,611		
Dividend (THB/Share)		0.40	0.00					

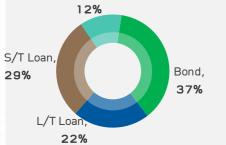




Financial Status (As of Jun 30, 2023)



Current Portion,

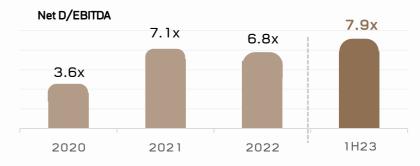


Cost of Debts									
Y2020	Y2021	Y2022	1H23						
3.31%	3.48%	4.36%	4.48%						

*Remark: Adjusted to exclude lease liabilities according to TFRS 16 for comparison purpose

Net Debt to Equity & Net Debt to EBITDA





Bond Rating **"A+"** with "Stable" Outlook by Tris Rating Co., Ltd

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

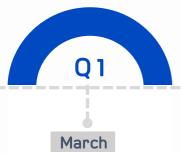
EBITDA = *Revenue from Sales of Goods* - *Cost of Sales of Goods* + *Other Income* - *Selling Expense* - *Administrative Expense* - *Other Expense* + *Gain (Loss) from Foreign Exchange* + *Gain (Loss) on sales of property, plant* & *equipment* + *Depreciation* & *Amortization* + *Depreciation of biological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

* LTM basis



Y2023 Investment and Financing Activities





Disposal of investment in <u>CP Chozen Ltd.</u> In an amount of THB 100.8 m

Share Repurchase Program

THB 5,000 m or 200 m shares From 19 Dec 2022 to 18 June 2023 Q2 April

<u>CP–Uoriki Co., Ltd.</u> Import and distribute seafood products and RTE from Japan THB 200 m <u>Announcement on IPO of CPFGS</u>

Totaling up to 500,101,000 shares with a par value of THB 0.50 per

share

Acquisition of "Five Star"

Five Star Trademarks THB 317 m

May

The Acqusition of Land by CPFTH

253 Rai at Saraburi Province for farm business THB 101 m

June

End of Share Repurchase Program Cumulative no. of shares repurchased is 163,901,800 or 1.90% of total paid-up shares





CPF's Investment in Listed Companies

		ck Price cal Curr.)	Market Cap. (THB mm)	CPF Holding (%)	Holding Value (THB mm)
			(As of Jun 30, 2023)		
CPALL (SET:CPALL)	THB	62.50	561,444	34.03%	191,059
CP AXTRA	THB	35.25	372,956	8.85%	33,007
(SET:CPAXT)	TTID	33.23	372,330	0.03 //	33,007
TRUE (SET:TRUE)	THB	6.55	226,316	1.28%	2,897
CPE (TWSE:1215)	TWD	94.00	28,466	39.00%	11,102
CTEI (HKSE:3839)	HKD	1.70	1,842	50.43%	929
				Total	238,993



FY2023 Outlook



Growth Target

 \bigcirc

Continuous capacity expansion International business expansion Unlock value through spin off High value product portfolio expansion

Key Challenges

- High raw material costs
- Supply/demand situation of meat in different countries
- Illegal import of pork in Thailand and Cambodia
- Borrowing interest rate hike
- Impact from risk of economic recession in some country
- Foreign exchange fluctuation

Key Drivers & Focus

- · Raw material sourcing to tackle high cost
- Efficiency improvement to lower production cost
- Improve consumption demand in some region
- Market expansion and high value products
- Capacity expansion in multiple countries

Investment

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



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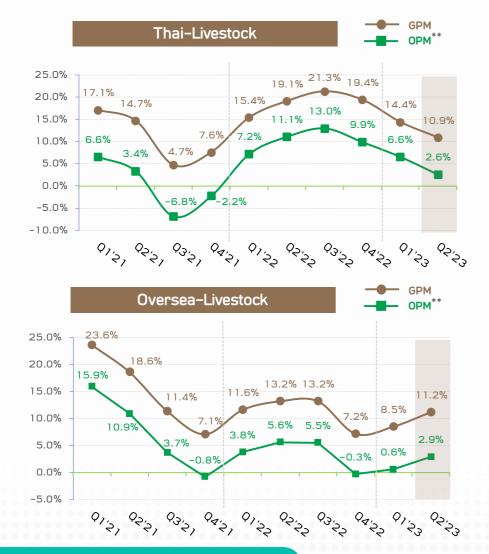
Appendix A

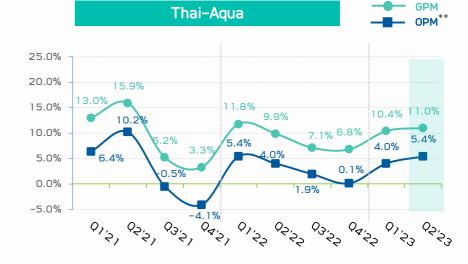
Highlights : 3Yr Historical Results

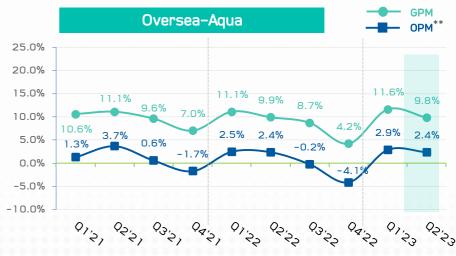
Charoen Pokphand Foods Public Company Limited Results Briefing FY2021



Gross Profit Margin & Operating Profit Margin







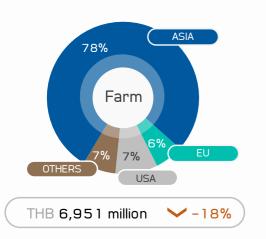
Charoen Pokphand Foods Public Company Limited Results Briefing 1H/2023

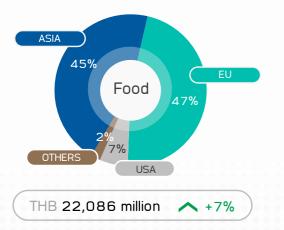
** Exclude gain/loss from fair value adjustment of biological assets

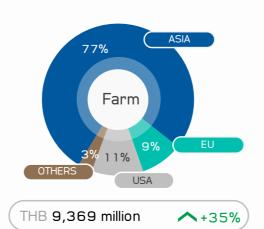


Thailand Operations – Export Destination

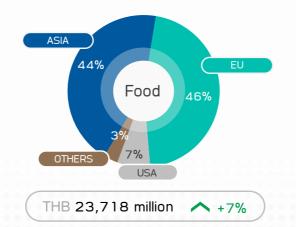
FY**2021**



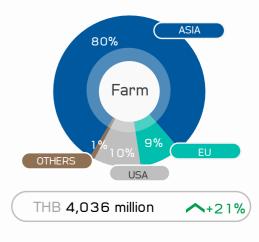


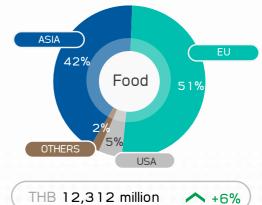


FY2022



1H/2023





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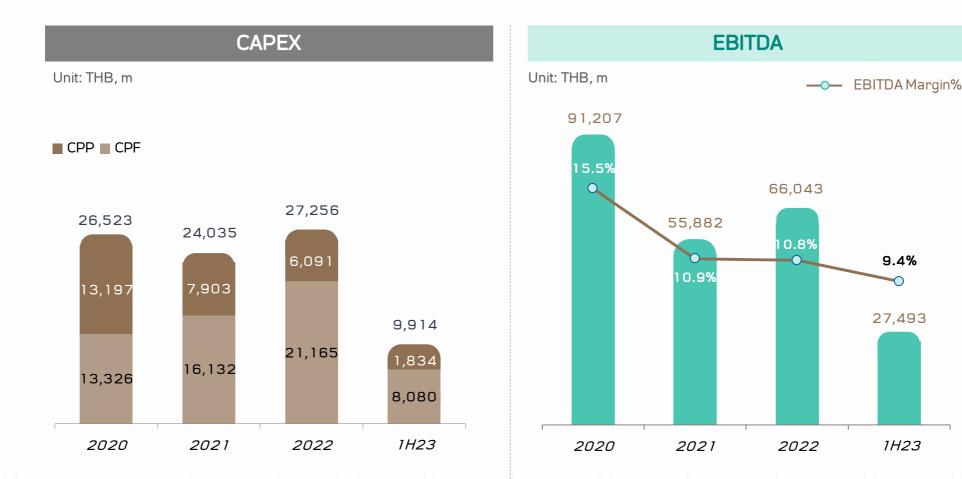
Consolidated Income Statement Highlight

	Full Year						
	FY2020	FY2021	% Change	FY2022	% Change		
Net sales	589,713	512,704	(13%)	614,197	20%		
Gross Profit Margin (%)	18.2%	12.9%		13.3%			
EBIT	53,364	19,222	(64%)	30,778	60%		
EBITDA	91,207	55,882	(39%)	66,043	18%		
Share in Profit of Associates	9,254	4,167	(55%)	3,745	(10%)		
Financial Costs	(16,818)	(16,596)	(1%)	(20,358)	23%		
Income Taxes Expense	(11,001)	2,654	(76%)	6,003	126%		
Gain / (Loss) from FX	994	651	(35%)	93	(86%)		
Gain from Deconso. CTI Group	3,909	-	(100%)	-	0%		
Gain from EBT MAKRO	-	7,849	100%	-	(100%)		
NET PROFIT	26,022	13,028	(50%)	13,970	7%		
EPS (THB)	3.14	1.56		1.69			
# of capital shares*	8,105	7,970		7,936			
Paid-Up Capital	8,611	8,611		8,611			
Dividend (THB/Share)	1.00	0.65		0.75			

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

CAPEX & EBITDA



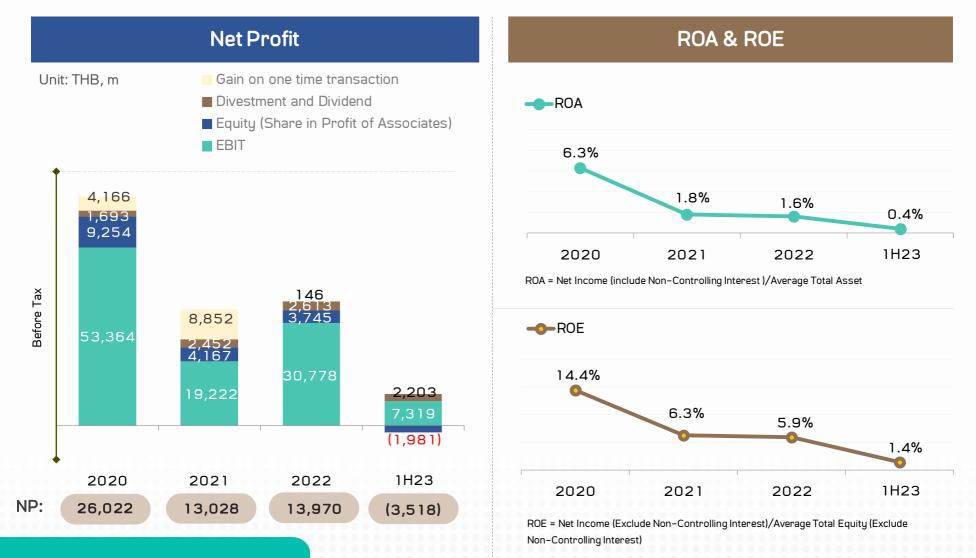


EBITDA = Revenue from Sales of Goods - Cost of Sales of Goods + Other Income - Selling Expense - Administrative Expense - Other Expense + Gain (Loss) from Foreign Exchange + Gain (Loss) on sales of property, plant & equipment + Depreciation & Amortization + Depreciation of biological asset + Dividend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





Consolidated Net Profit, ROA and ROE



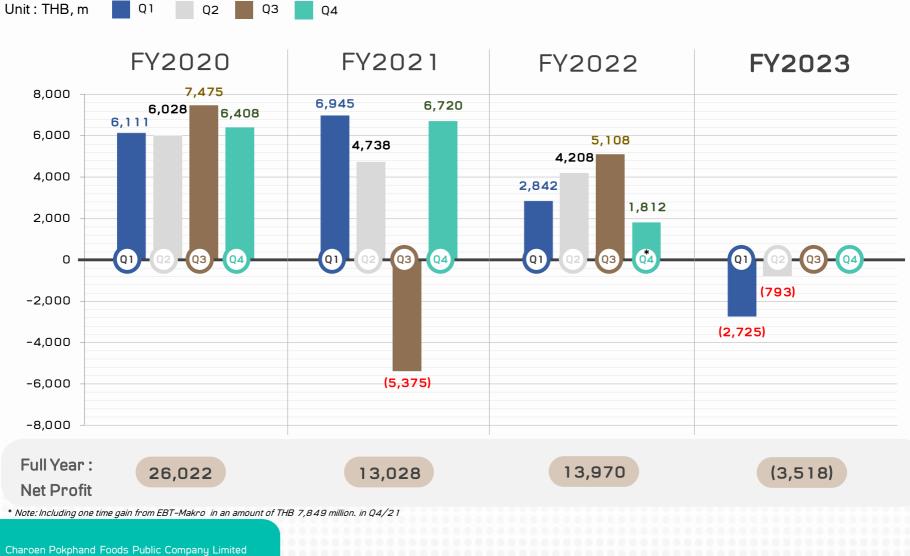
* LTM basis



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Consolidated Net Profit- Quarterly





EPS & Dividends per Share



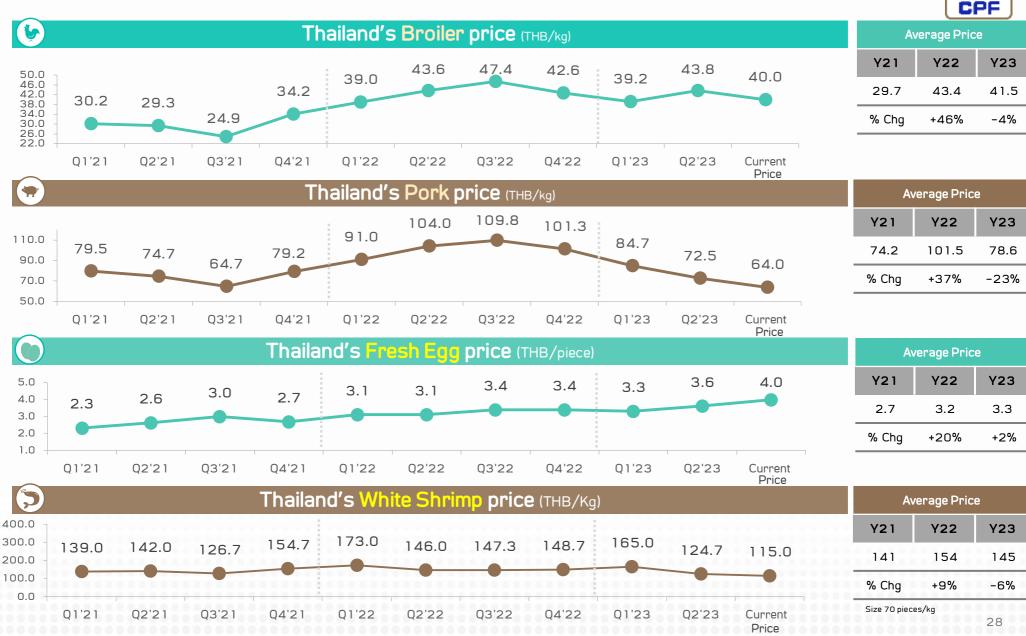


Appendix B

Products & Raw Materials Price Trend



Average Farm Prices – Thailand





Average Raw material Prices – Thailand



Average Price								
Y21	Y22	Y23						
10.0	12.3	13.0						
% Chq	+23%	+6%						

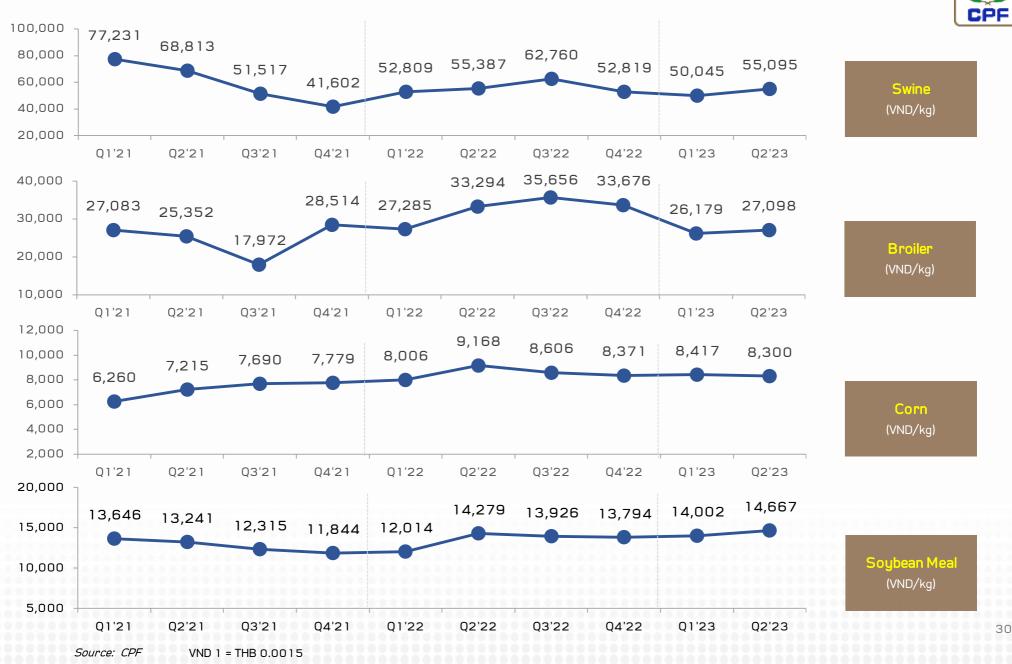
	Thailand's Soybean Meal price (тнв/кg)										
30.0 - 25.0 - 20.0 - 15.0 - 10.0 -	19.3	19.6	19.1	20.0	21.4	23.1	23.1	23.3	24.0	23.4	21.5
	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Current Price





Source: CPF

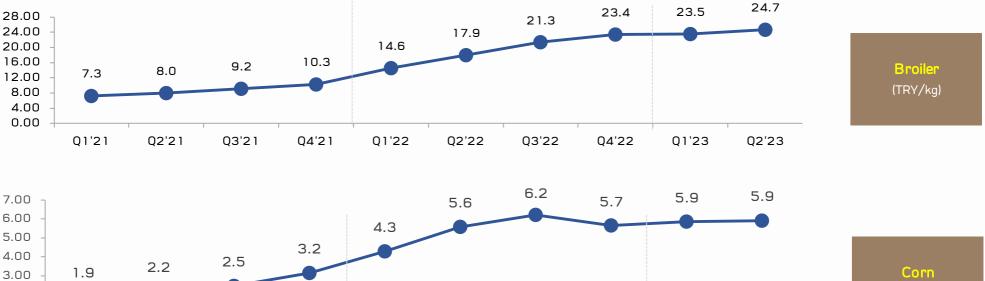
Vietnam: Average Market Price and Major Feed Raw Materials



Türkiye: Average Market Price and Major Feed Raw Materials



(TRY/kg)

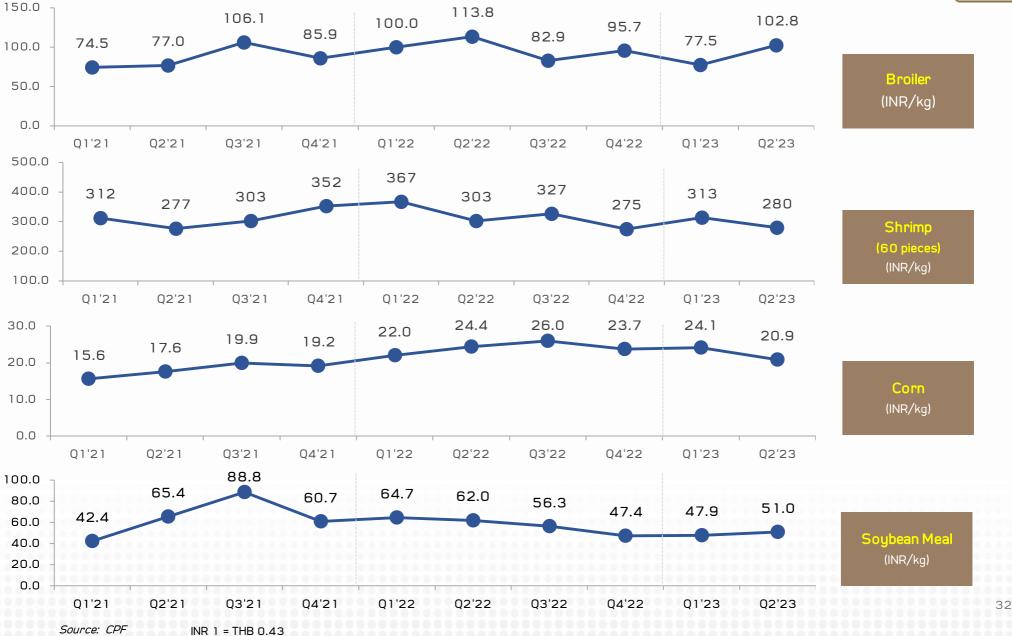






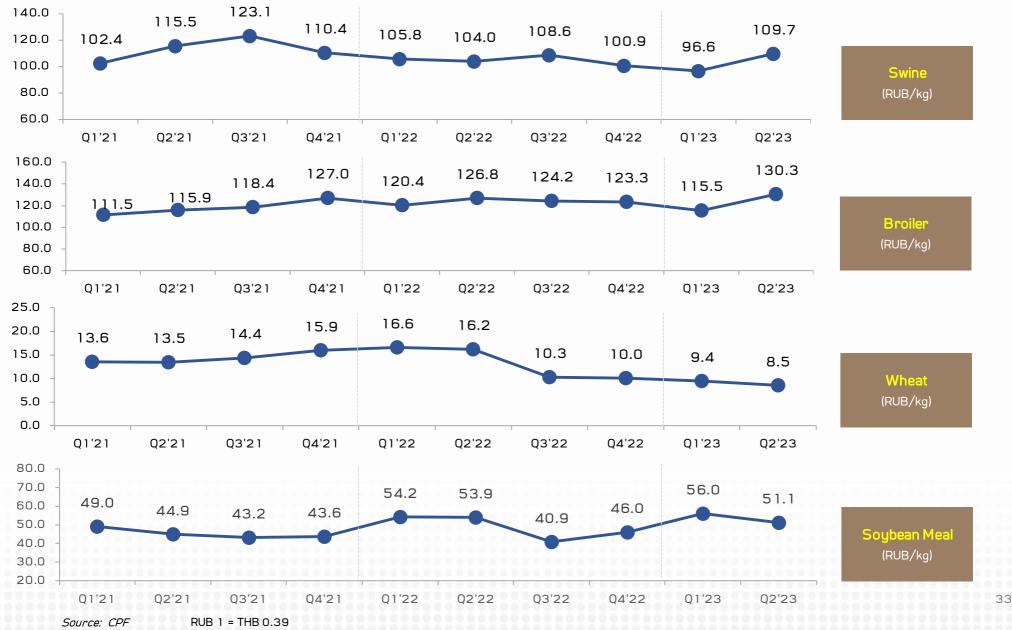
India: Average Market Price and Major Feed Raw Materials





Russia: Average Market Price and Major Feed Raw Materials





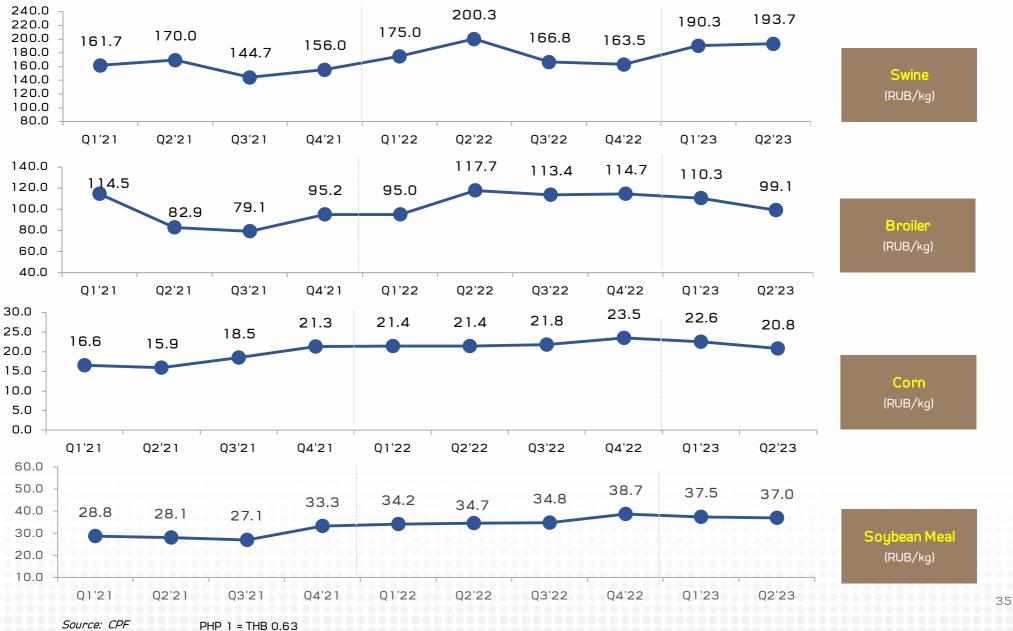
Cambodia: Average Market Price and Major Feed Raw Materials





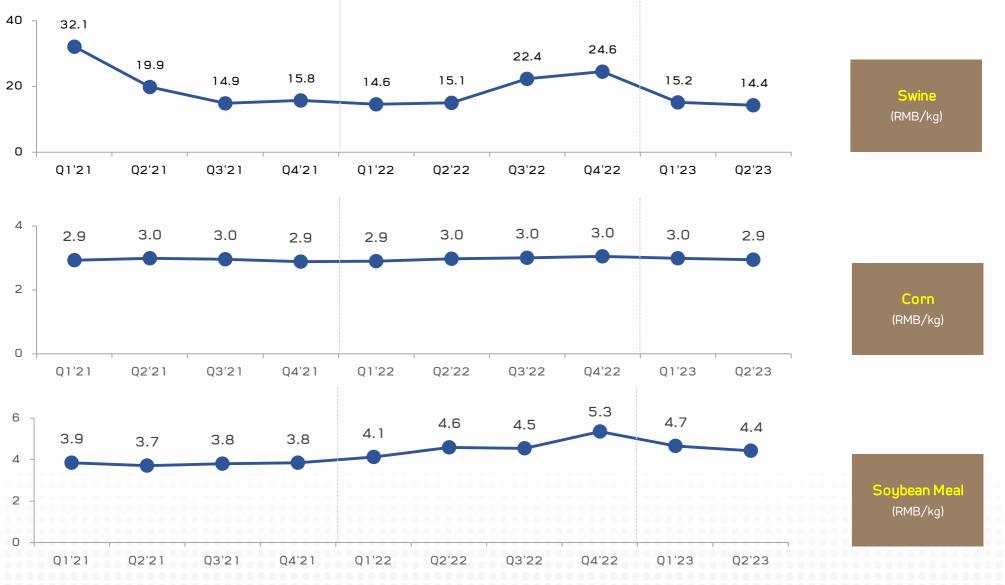
Philippines: Average Market Price and Major Feed Raw





China: Average Market Price and Major Feed Raw Materials

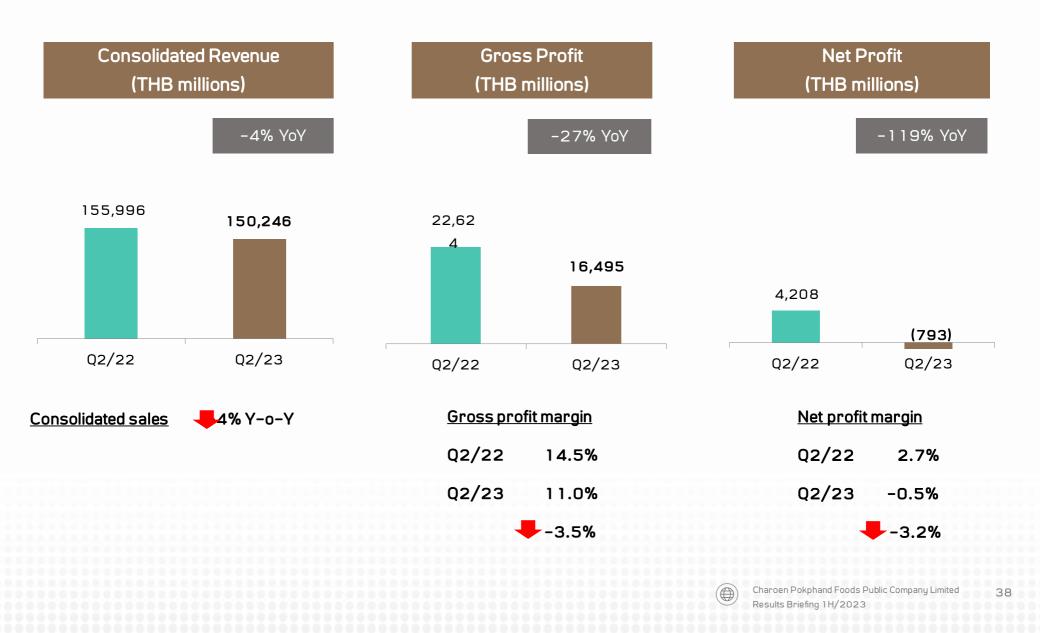




Appendix C Highlights : Q2/2023 Results

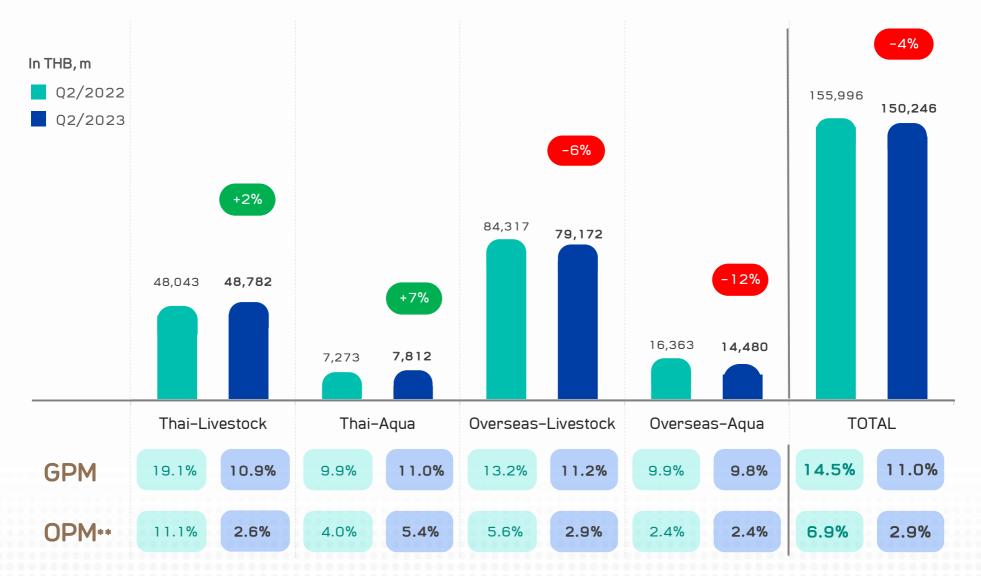
Q2/2023 Results Highlights





Q2/2023: Sales & Profit Margin by Business





** Exclude gain/loss from fair value adjustment of biological assets



Q2/2023: Sales Structure by Business

					Sales Breakdown					
		Livestock			Aquaculture			TOTAL		
		Q2/22	Q2/23	%Change	Q2/22	Q2/23	%Change	Q2/22	Q2/23	%Change
Thailand		48,043	48,782	2%	7,273	7,812	7%	55,316	56,594	2%
	Domestic	41,754	41,393	-1%	5,904	6,435	9%	47,658	47,828	0%
	Export	6,289	7,389	17%	1,369	1,377	1%	7,658	8,766	14%
Vietnam		27,054	25,089	-7%	6,226	5,739	-8%	33,280	30,828	-7%
China		8,612	9,480	10%	234	202	-14%	8,846	9,682	9%
Others		48,651	44,603	-8%	9,903	8,539	-14%	58,554	53,142	-9%
	TOTAL	132,360	127,954	-3%	23,636	22,292	-6%	155,996	150,246	-4%
% of Tota	Sales	85%	85%		15%	15%		100%	100%	



Q2/2023: Sales Structure by Products



					Sales Breakdown by Products							
	â Feed			🐓 Farm		🔺 Food		TOTAL				
	Q2/22	Q2/23	%Change	Q2/22	Q2/23	%Change	Q2/22	Q2/23	%Change	Q2/22	Q2/23	%Change
Thailand	12,274	13,702	12%	30,303	28,902	-5%	12,739	13,990	10%	55,316	56,594	2%
Domestic	12,252	13,677	12%	28,383	26,375	-7%	7,023	7,776	11%	47,658	47,826	0%
Export	22	25	14%	1,920	2,527	32%	5,716	6,214	9%	7,658	8,767	14%
Vietnam	10,022	9,851	-2%	21,379	19,090	-11%	1,879	1,887	0%	33,280	30,828	-7%
China	0	0	0%	5,706	5,867	3%	3,140	3,815	22%	8,846	9,682	9%
Others	16,194	14,325	-12%	28,665	26,020	-9%	13,695	12,797	-7%	58,554	53,142	-9%
Total	38,490	37,878	-2%	86,053	79,879	-7%	31,453	32,488	3%	155,996	150,246	-4%

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Appendix D

Group of Associate Companies & Joint Ventures

Group of Associate Companies & Joint Ventures

As of Jun 30, 2023

Associates	Type of Business	CPF's Direct and Indirect Interest (%)
Arbor Acres Thailand Co., Ltd.	Broiler Breeder business	49.98
Ross Breeders Siam Co., Ltd.	Broiler Breeder business	49.99
CP ALL Public Company Limited	Convenience store business	34.03
CP AXTRA Public Company Limited	Wholesale business	8.85
Nava 84 Co., Ltd.	Investment	25.00
BHJ Kalino Food AB	Distributor of meats and food products	15.08
Siam Rivea Co., Ltd.	Restaurant	29.99
A.P.P. Exterprise, Inc.	Farm business	39.60
Rosleko sp. z o.o.	General Line Grocery Merchant Wholesalers	26.67
Sao Ta Foods Joint Stock Company (Vietnam)	Seafood product preparation and packaging business	20.71
Cloud Food System Joint Stock Company (Vietnam)	Computer systems design and related services	19.40
Associates Under CPP		
Chia Tai Investment Co., Ltd.	Aniamal feed and swine business	26.69
Chia Tai Conti(Cixi) Investment Management Ltd.	Provision of Consulting service on economic and trade	38.12
Conti Chia Tai International Ltd.	Production and sale of animal feed	38.12

Associates Under CTEI

Cixi Zhuda Investment Center (Limited Partnetship)

Zhan Jiang Deni Carburetor Co.Ltd.	Manufactures and distributes carburetor products	14.12
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Investment

34.69

Joint Ventures	Type of Business	CPF's Direct and Indirect Interest (%)
CP-Meiji Co., Ltd.	Production of dairy products	59.99
SuperDrob S.A.	Livestock buisness	49.45
Westbridge Foods Holding B.V.	Food trading business	49.99
Camanor Produtos Marinhos Ltda.	Shrimp business	40.00
Andhra Pradesh Broodstock Multiplicationcentre Pvt Ltd.	Aqualculture business	74.99
HyLife Investments Itd.	Swine business	50.10
Feng Sheng Livestock Co., Ltd.	Livestock business	19.51
Well Well Invest S.A	Plant-based meat products	33.33
CP-MP Logistics Joint Stock Company (Vietnam)	Logistics business	40.76
Kamereo International Pte.Ltd.	Food Supplier	10.40

Joint Ventures Under CTEI

ECI Metro Investment Co.,Ltd.	Sales distributor of industrial machinery products	25.21
ECI Metro Enterprises (Hong Kong) Co., Ltd.	Sales distributor of industrial machinery products	25.21

Appendix E

Product Samples & Retail Outlet Formats

Food Retail Products







Food Retail Products



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Food Service : Five Stars Chain





Outlets



Food Service : Chester's





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