



Q1/2023

Results Briefing

Investor Presentation
May 12, 2023

PUT OUR
HE RT
INTO FOOD





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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)



Sustainable Kitchen of the World



Protecting our Climate

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

Improving Quality Living of People

"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"

Recognized by

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























Market Cap THB 177 billion

(or ~USD5.2 billion) as of May 11, 2023

- **8,611 million shares** (paid-up) with par THB 1.00 per share
- Book Value THB 29.47*
 per share (as of Mar 31, 2023)
- Major Shareholder
 Charoen Pokphand Group Ltd.
 with 50.33%** of paid-up capital
 as of Mar 13, 2023

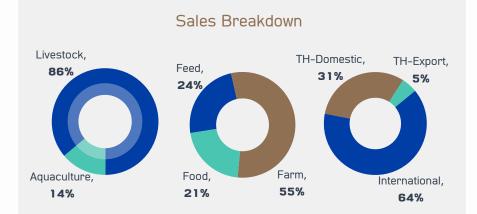
Note: USD1 = THB 33.69 (as of May 11, 2023)

(*) 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 614 billion

(or ~USD17.8 billion)



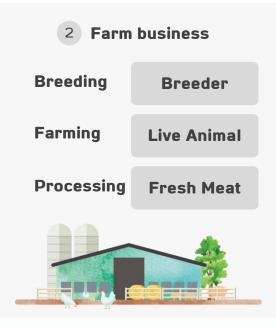
- 4 listed investments onboard (HKSE:3839, TWSE:1215, SET:CPALL, SET:MAKRO)
- 28 series of debentures
 listed on Thai Bond Market Association
- Credit Rating A+ with "Stable" Outlook by TRIS Rating as of Apr 28, 2023



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.







Distribution Channel

Own Channel

- Food Services
- Traditional Trade

- Modern Trade
- HoReCa

Export



CPF Geographical **Footprints**

Russia

- Livestock feed
- Chicken integrated business

Food & Trading business

Belgium

Ready to eat foods

Chicken integrated

Poland

- Hatchery farm

Operations and investment in





Shrimp farming & primary processing

- Swine farming

UK

Türkiye

- Food processing plants
- Seafood business
- Plant-based meat

countries Catered to **Exports to** 4 Billion people countries **USA** Canada Ready to eat foods Swine integrated business

China

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



Vietnam

Livestock and Aquaculture integrated businesses



- Chicken integrated business
- Aquatic feed, Shrimp Hatcheru & Processina

Sri Lanka

Ready to eat foods

ROC (Taiwan)

Livestock integrated

Malaysia

Livestock and integrated business

Philippines

Livestock integrated business and aquaculture

Laos

Thailand

Livestock and

aquaculture

Livestock integrated

integrated businesses

Cambodia

Livestock integrated



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







from upstream midstream to downstream





Value-added business

expand portfolio towards innovative products and services to serve rising demands





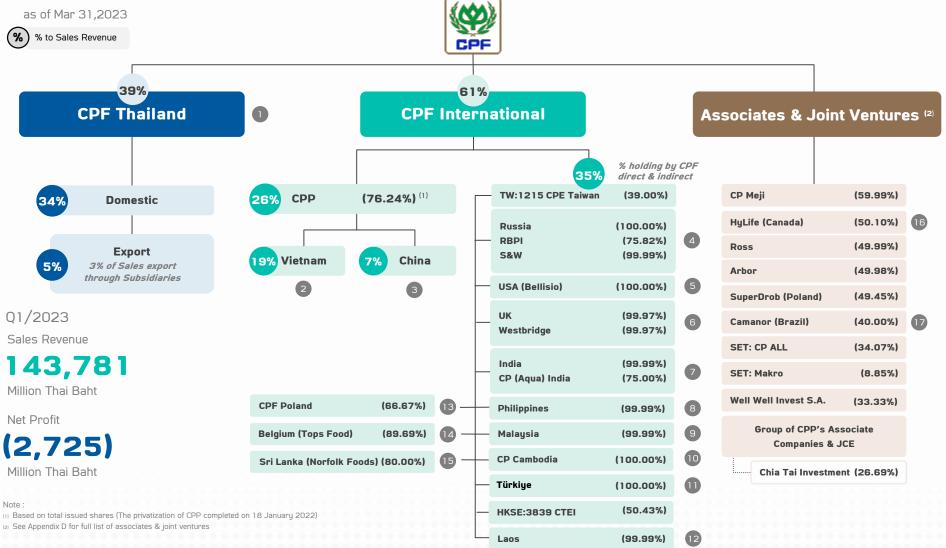
Sustainability

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



CPF Operation Structure







Performance Summary

Heite THD			
Unit: THB, m	Q1/2022	Q1/2023	%Change
Sales Revenue	138,887	143,781	4%
Gross Profit Margin	12.8%	10.8%	
EBITDA	13,615	12,686	-7%
EBITDA Margin	9.8%	8.8%	
G/L on FV of Biological Assets	1,098	(41)	-104%
Financial Costs	4,469	6,068	36%
Share in Profit of Associates	(336)	(1,088)	-224%
Net Profit	2,842	(2,725)	-196%
Net Profit Margin	2.1%	-1.9%	

Q1/2022 Vs Q1/2023

- Sales revenue grew 4% YoY from continuous business expansion
 - Revenue breakdown from international operation 61%, Thailand operation 39%
- Gross profit margin decreased to 10.8%
 - Increased cost of production
 - Low swine price within the region
- Financial cost increased 36% from elevated interest rate
- Share in profit of associates down mainly from weak CTI and Hylife performance
- Net Loss of -2,725 down 196%

Q1/2023: Sales & Profit Margin by Business





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

1Q/2023: Sales Structure by Business



	-		Sales Breakdown								
			Livestock		A	Aquaculture			TOTAL		
		Q1/22	Q1/23	%Change	Q1/22	Q1/23	%Change	Q1/22	Q1/23	%Change	
Thailand		44,586	49,318	11%	7,034	6,791	-3%	51,620	56,109	9%	
	Domestic	38,379	42,710	11%	5,941	5,774	-3%	44,320	48,484	9%	
	Export	6,207	6,608	7%	1,093	1,017	-7%	7,300	7,625	4%	
Vietnam		23,666	23,130	-2%	5,288	4,268	-19%	28,954	27,398	-5%	
China		7,406	9,401	27%	111	129	16%	7,517	9,530	27%	
Others		43,358	43,927	1%	7,438	6,817	-8%	50,796	50,744	0%	
	TOTAL	119,016	125,776	6%	19,871	18,005	-9%	138,887	143,781	4%	
1											



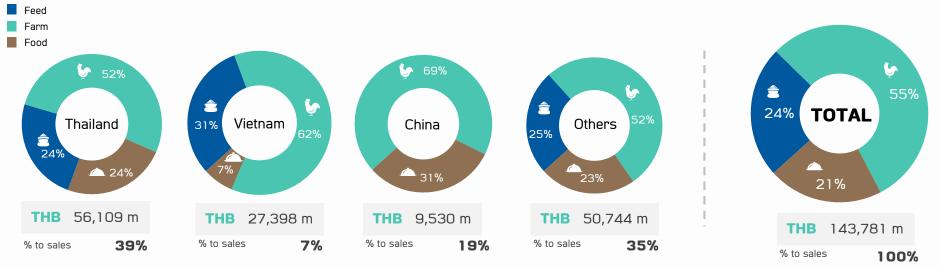






Q1/2023: Sales Structure by Products





		Sales Breakdown by Products										
		Feed		Ų	🐓 Farm 🕒 🗳		<u> </u>	Food		TOTAL		
	Q1/22	Q1/23	%Change	Q1/22	Q1/23	%Change	Q1/22	Q1/23	%Change	Q1/22	Q1/23	%Change
Thailand	11,044	13,338	21%	27,879	29,345	5%	12,697	13,426	6%	51,620	56,109	9%
Domestic	11,025	13,320	21%	26,479	27,836	5%	6,816	7,328	8%	44,320	48,484	9%
Export	19	18	-5%	1,400	1,509	8%	5,881	6,098	4%	7,300	7,625	4%
Vietnam	8,771	8,366	-5%	18,469	17,068	-8%	1,714	1,964	15%	28,954	27,398	-5%
China	0	0	0%	4,892	6,533	34%	2,625	2,997	14%	7,517	9,530	27%
Others	13,314	12,629	-5%	25,261	26,457	5%	12,221	11,658	-5%	50,796	50,744	0%
Total	33,129	34,333	4%	76,501	79,403	4%	29,257	30,045	3%	138,887	143,781	4%



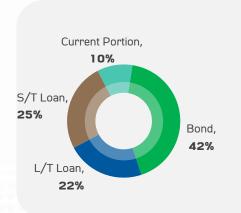
Consolidated Income Statement Highlight

Limite TLID				
Unit: THB, m		Q1/2022	Q1/2023	%Change
Sales Revenue		138,887	143,781	4%
	Gross Profit Margin	12.8%	10.8%	
Selling and administrative expenses		12,083	12,735	5%
EBIT		6,134	3,644	-41%
	EBIT Margin	4.4%	2.5%	
EBITDA		13,615	12,686	-7%
	EBITDA Margin	9.8%	8.8%	
G/L on FV of Biological Assets		1,098	(41)	-104%
Financial Costs		4,469	6,068	36%
Income Taxes Expense		1,158	429	-63%
Share in Profit of Associates		(336)	(1,088)	-224%
G/L on Sales of Invt. & Div.		1,595	851	-47%
Net Profit		2,842	(2,725)	-196%
	Net Profit Margin	2.1%	-1.9%	
EPS (THB)		0.34	(0.36)	
# of capital shares		7,937	7,896	
Paid-Up Capital		8,611	8,611	



Financial Status (As of Mar 31, 2023)

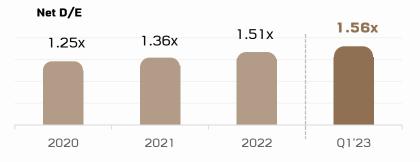
(THB, m) 384,246 430,717 485,050 480,320 2020 2021 2022 Q1'23

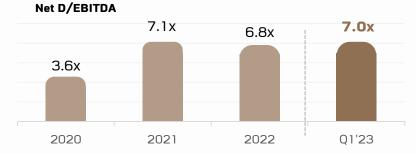




*Remark: Adjusted to exclude lease liabilities according to TFRS16 for comparison purpose

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

* I TM hasis



Y2023 Investment and Financing Activities





<u>Disposal of investment in</u> <u>CP Chozen Ltd.</u>

In an amount of THB 45 m

Share Repurchase Program

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

As of Mar 14, 2023 Cumulative no. of shares repurchased is 44,680,000 or 0.52% of total paid-up shares



CP-Uoriki Co., Ltd.

Import and distribute seafood products and RTE from Japan THB 200 m

Announcement on IPO of CPFGS

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



CPF's Investment in Listed Companies

		ck Price cal Curr.)	Market Cap. (THB mm)	CPF Holding (%)	Holding Value (THB mm)
CPALL (SET:CPALL)	THB	62.00	556,952	34.07%	189,754
(3211317122)					
Siam Makro	TUD	20.25	415 077	0.05%	20.752
(SET:Makro)	THB	39.25	415,277	8.85%	36,752
TRUE					
(SET:TRUE)	THB	8.40	290,238	1.28%	3,715
CPE					
(TWSE:1215)	TWD	83.10	24,942	39.00%	9,728
СТЕІ					
(HKSE:3839)	HKD	2.28	2,382	50.43%	1,201
				Total	241,149



FY2023 Outlook





Continuous capacity expansion International business expansion Unlock value through spin off



Key Drivers & Focus

- Efficiency improvement to lower production cost
- Improve consumption demand in some region
- · Capacity expansion in multiple countries

Key Challenges



- Borrowing interest rate hike
- Impact from disease in human and animal
- Impact from risk of economic recession in some country
- High raw material costs
- Foreign exchange fluctuation





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



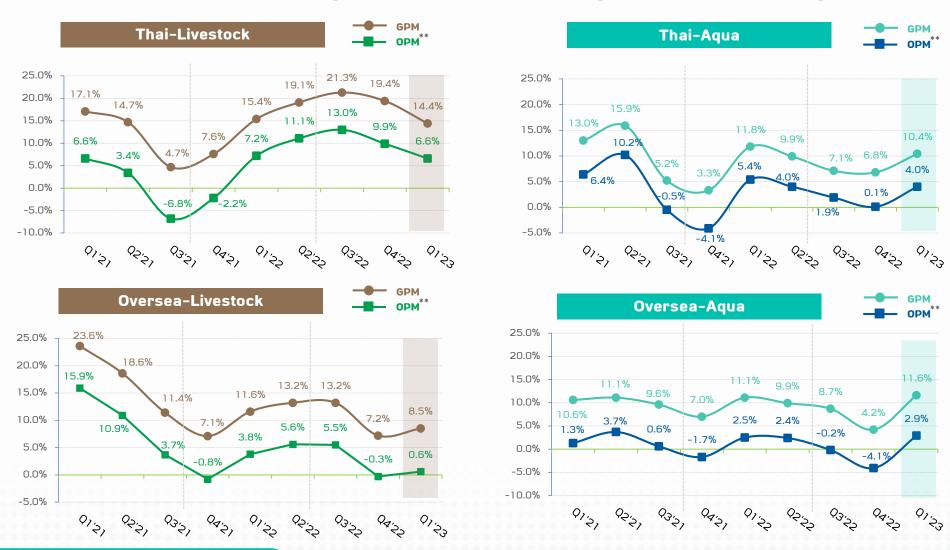
Appendix A

Highlights: 3Yr Historical Results





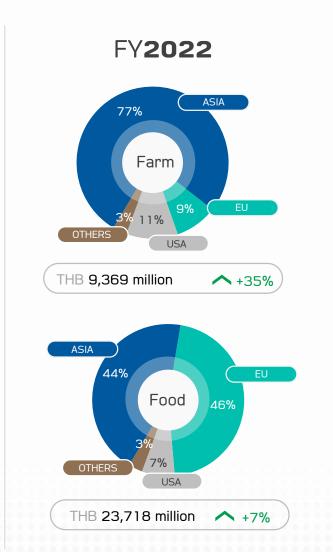
Gross Profit Margin & Operating Profit Margin

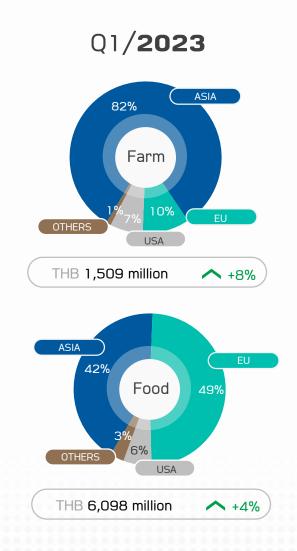




Thailand Operations – Export Destination

FY2021 ASIA Farm OTHERS THB 6,951 million **✓** -18% **ASIA** Food OTHERS THB 22,086 million







Consolidated Income Statement Highlight

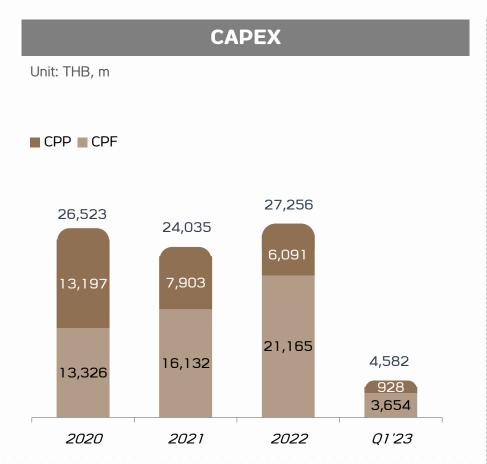
		F	-ull Year		
	FY2020	FY2021	% Change	FY2022	% Change
Net sales	589,713	512,704	(13%)	614,197	20%
Gross Profit Margin (%)	18.2%	12.9%		13.3%	
EBIT	53,364	19,222	(64%)	30,778	60%
EBITDA	91,207	55,882	(39%)	66,043	18%
Share in Profit of Associates	9,254	4,167	(55%)	3,745	(10%)
Financial Costs	(16,818)	(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	

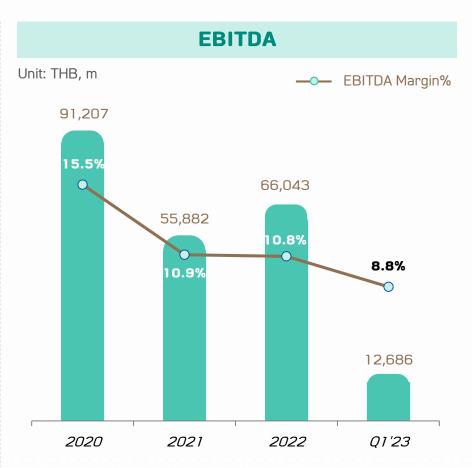
^{*} Note: # of capital shares = No. of the weighted-avg. shares



CAPEX & EBITDA



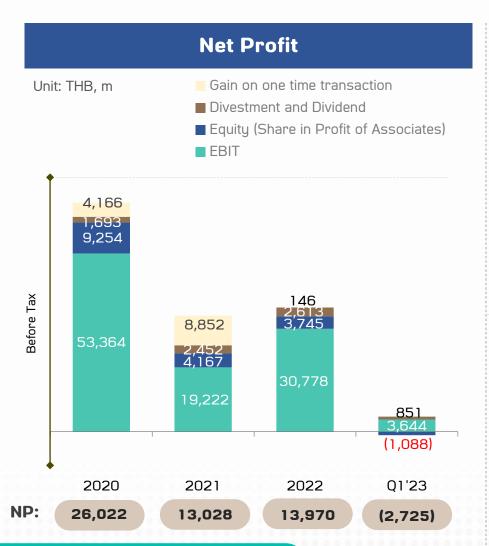


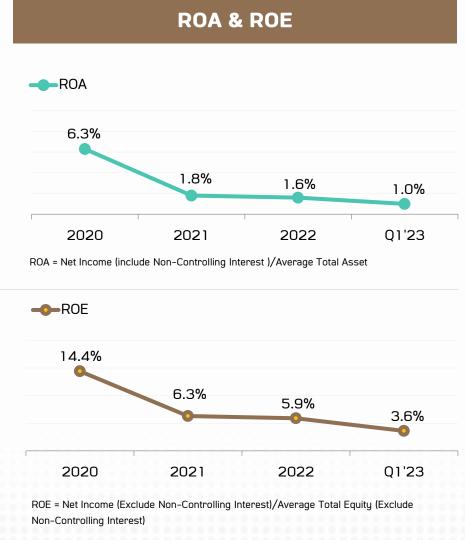


EBITDA = Revenue from Sales of Goods - Cost of Sales of Goods + Other Income - Selling
Expense - Administrative Expense - Other Expense + Gain (Loss) from Foreign Exchange +
Gain (Loss) on sales of property, plant & equipment+ Depreciation & Amortization +
Depreciation of biological asset + Dividend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



Consolidated Net Profit, ROA and ROE

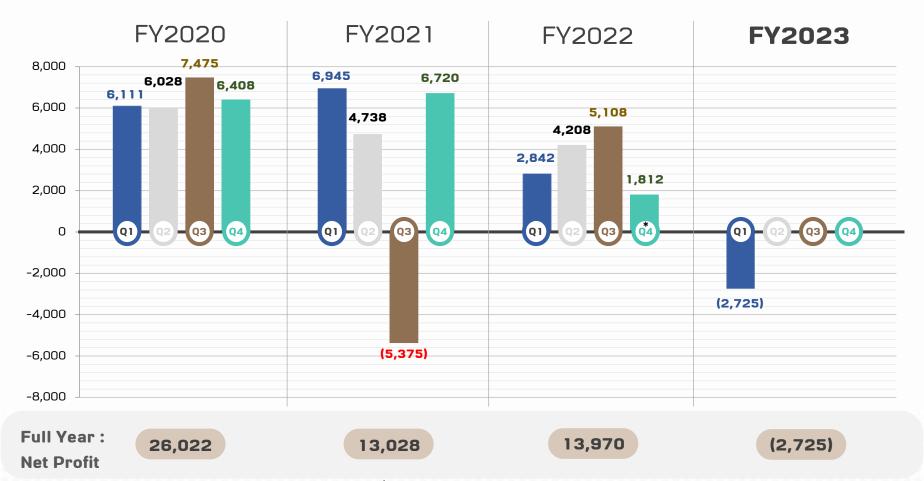






Consolidated Net Profit- Quarterly





^{*} Note: Including one time gain from EBT-Makro in an amount of THB 7,849 million. in Q4/21

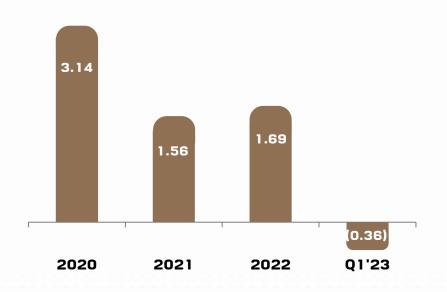


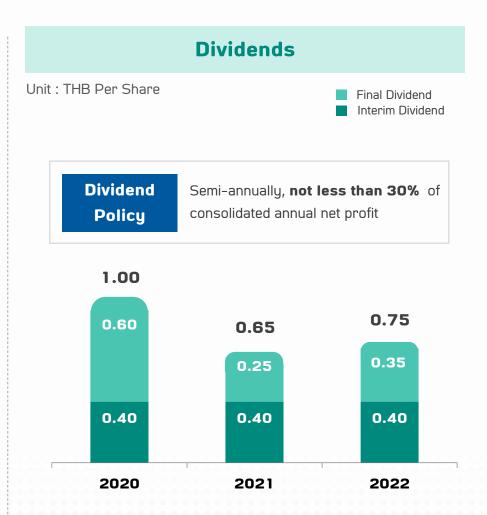


EPS & Dividends per Share

Earnings Per Share

Unit: THB Per Share







Appendix B

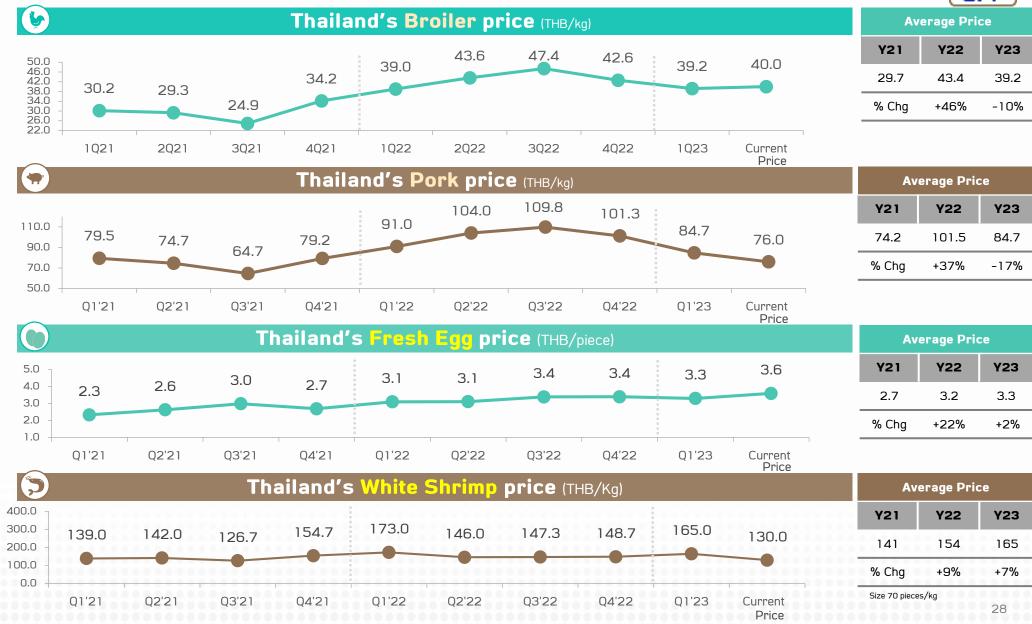
Products & Raw Materials Price Trend



Average Farm Prices - Thailand

Source: CPF



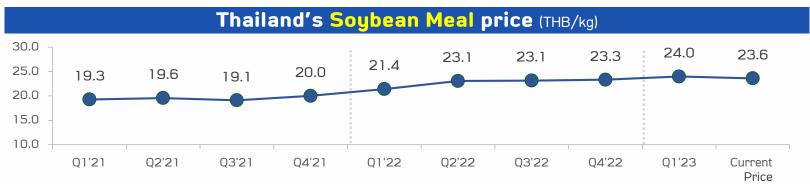


Average Raw material Prices - Thailand





Average Price					
Y21	Y22	Y23			
10.0	12.3	13.3			
% Chg	+23%	+8%			



Average Price					
Y21	Y22	Y23			
19.5	22.7	24.0			
% Chg	+17%	+5%			



Average Price					
Y21	Y22	Y23			
35.8	41.8	43.9			
% Chg	+17%	+5%			

Source: CPF

Vietnam: Average Market Price and Major Feed Raw Materials



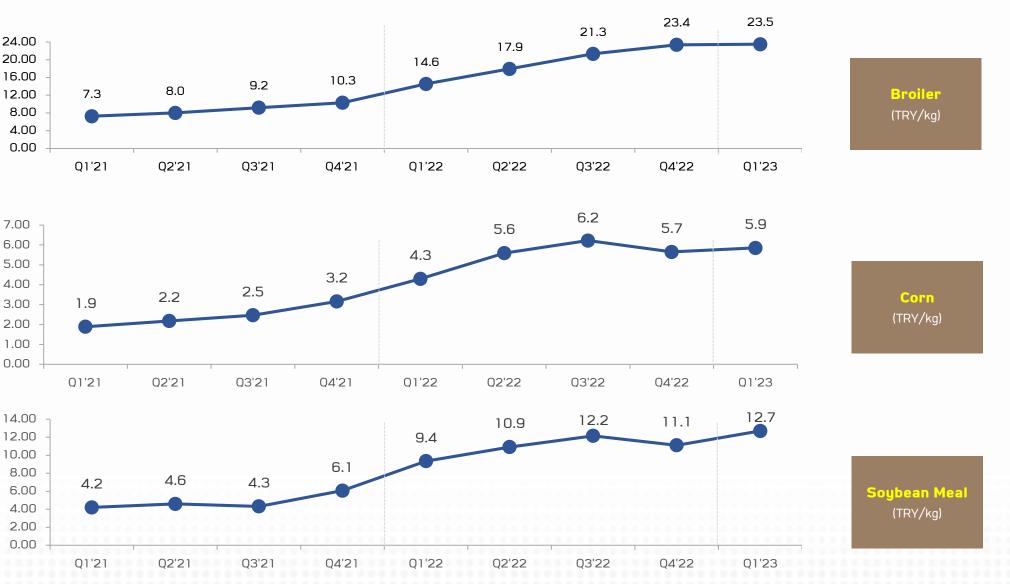


Source: CPF

VND 1 = THB 0.0014

Türkiye: Average Market Price and Major Feed Raw Materials

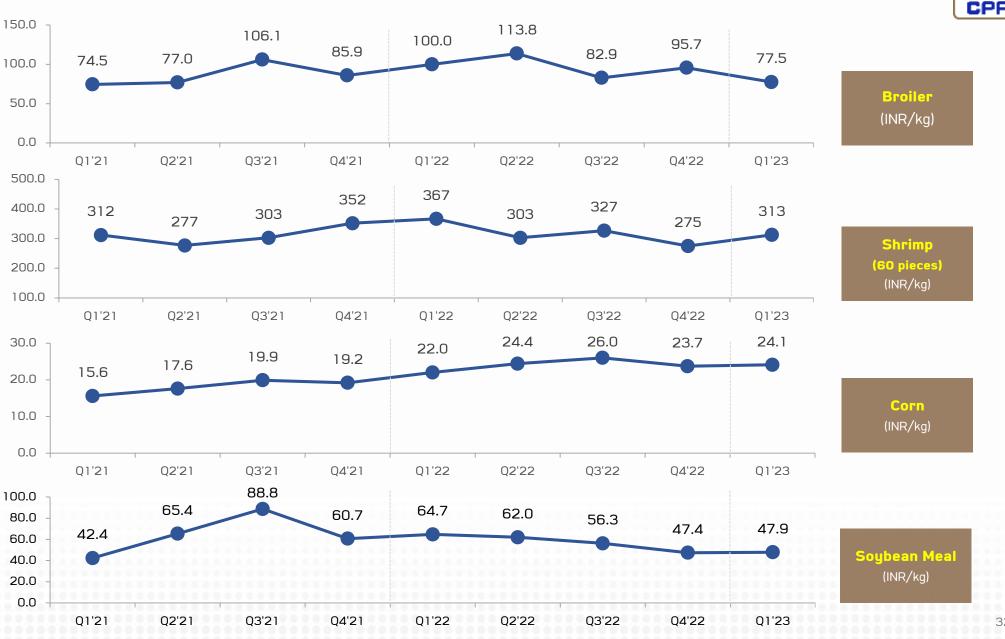




TRY 1 = THB 1.74

India: Average Market Price and Major Feed Raw Materials



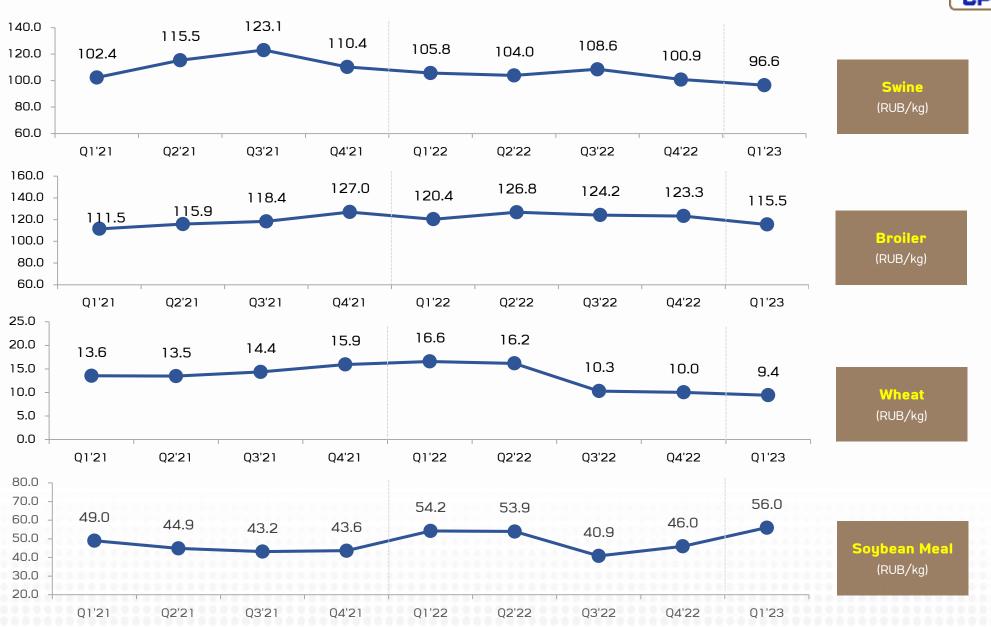


Source: CPF

INR 1 = THB 0.42

Russia: Average Market Price and Major Feed Raw Materials





Source: CPF

RUB 1 = THB 0.44

Cambodia: Average Market Price and Major Feed Raw Materials





Source: CPF

KHR 1 = THB 0.0082

Philippines: Average Market Price and Major Feed Raw

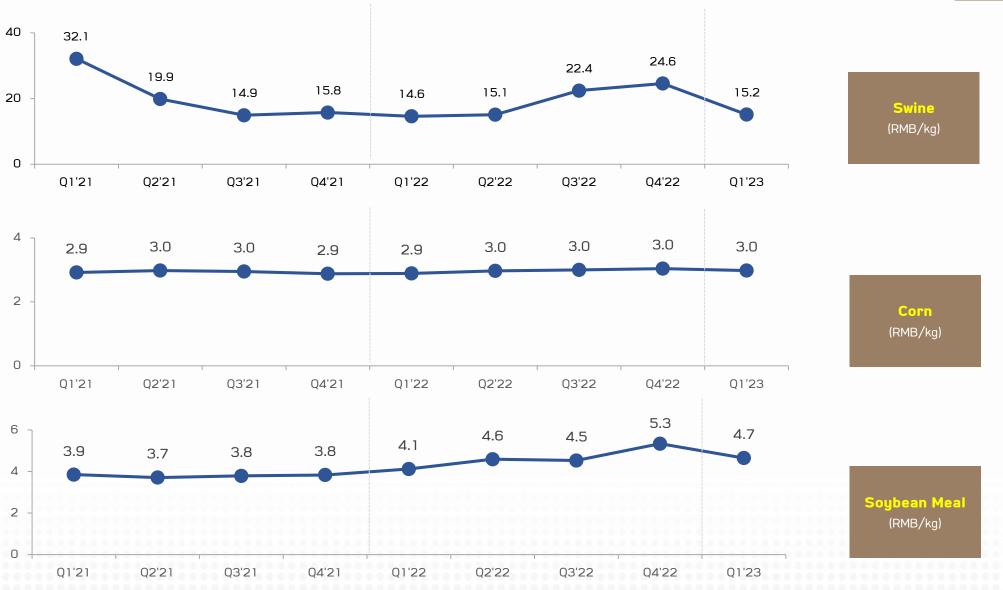




PHP 1 = THB 0.61

China: Average Market Price and Major Feed Raw Materials





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Appendix C

Group of Associate Companies& Joint Ventures

Group of Associate Companies & Joint Ventures

As of Mar 31, 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	34.07
Siam Makro 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
Cixi Zhuda Investment Center (Limited Partnetship)	Investment	34.69

Associates Under CTEI

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

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 D

Product Samples & Retail Outlet Formats

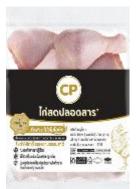
Food Retail Products























































Food Retail Products























































Food Service: Five Stars Chain





More

Than

7,000

Outlets











Food Service: Chester's















Disclaimer





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For Further Information:



Annual Report & Annual Review:

https://www.cpfworldwide.com/en/investors/annual

Sustainability Report:

https://www.cpfworldwide.com/en/sustainability/report