

9M/2022

# Results Briefing

Investor Presentation
November 15, 2022







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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

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





















### Market Cap THB 219 billion

(or ~USD6.1 billion) as of Nov 15, 2022

- **8,611 million shares** (paid-up) with par THB 1.00 per share
- Book Value THB 30.57\*
   per share (as of Sep 30, 2022)
- Major Shareholder
   Charoen Pokphand Group Ltd.
   with 50.84%\*\* of paid-up capital
   as of Aug 31, 2022

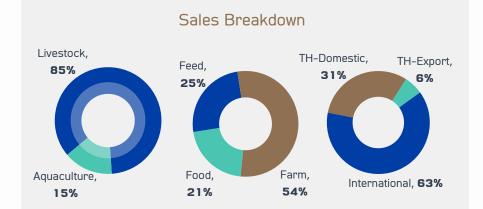
Note: USD1 = THB 35.90 (as of Nov 15, 2022)

(\*) (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 FY2021 THB 513 billion

(or ~USD15.9 billion)



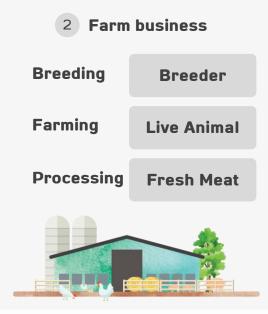
- 4 listed investments onboard (HKSE:3839, TWSE:1215, SET:CPALL, SET:MAKRO)
- 29 series of debentures listed on Thai Bond Market Association
- Credit Rating A+ with "Stable" Outlook by TRIS Rating as of Mar 31, 2022



### 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 Chanel**

Own Channel

Modern Trade

- Food Services
- HoReCa

- Traditional Trade
- Export



## **CPF** Geographical **Footprints**

#### Russia

- Livestock feed Swine farming
- Chicken integrated business

#### UK

Food & Trading business

#### **Belgium**

Chicken integrated

#### **Poland**

- Food processing plants
- Seafood business

#### **Operations and investment in**

Catered to

> 4 Billion

countries

**USA** 

Ready to eat foods

Canada

**Exports to** 

40

Swine integrated business





Ready to eat foods

### Türkiye

- Hatchery farm
- Plant-based meat

countries



people



### Brazil

Shrimp farming & primary processing



#### China

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





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

### **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





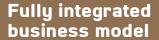
## **Digital Transformation**

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.





## **Agility to Change: Tackling Cost Inflation**



# Efficiencies & Cost Management

- Focus on efficiency
- Turn waste-to-value



#### **New Channel**

- Utilize sales through more online platforms
- Diversified to new sales channels



# Responsible Pricing

 Optimize margin for all parties within the value chain

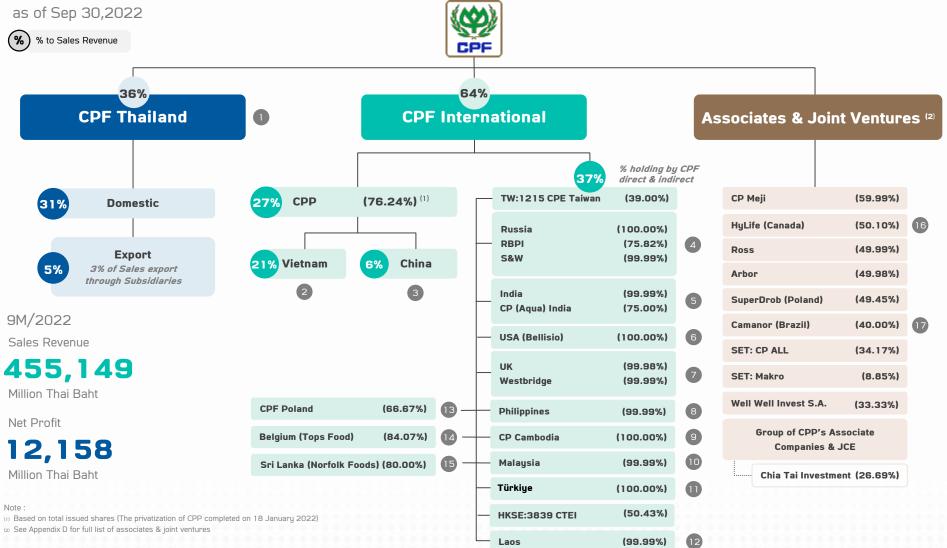


#### **Product Mix**

Innovate to add values to by-product

### **CPF Operation Structure**







### **Performance Summary**

Unit: THB, m	YoY			QoQ		
Office Trib, III	9M/2021	9M/2022	%Change	Q3/2021	Q3/2022	%Change
Sales Revenue	374,923	455,149	21%	125,939	160,266	27%
Gross Profit Margin	15.0%	14.2%		8.8%	15.0%	
EBITDA	50,464	53,619	6%	6,609	19,633	197%
EBITDA Margin	13.5%	11.8%		5.3%	12.3%	
G/L on FV of Biological Assets	(3,861)	942	124%	(3,262)	(885)	73%
Share in Profit of Associates	1,530	1,165	(24%)	(1,266)	2,294	281.2%
Net Profit	6,308	12,158	93%	(5,375)	5,108	195%
Net Profit Margin	1.7%	2.7%		(4.3%)	3.2%	

9M/2022 Vs 9M/2021

- Revenue grew 21% from strong increased product price and business expansion
  - Thailand operation up 18%, international operation up 24%
- EBITDA increased while margin declined
  - High Thai swine price due to supply shortage caused by ASF
  - Raw material increased YoY
- Share in profit of associates down 24% mainly from weak CTI performance

### 9M/2022: Sales & Profit Margin by Business





 $<sup>^{**}</sup>$  Exclude gain/loss from fair value adjustment of biological assets

## 9M/2022: Sales Structure by Business



			Sales Breakdown							
			Livestock		Aquaculture			TOTAL		
		9M/21	9M/22	%Change	9M/21	9M/22	%Change	9M/21	9M/22	%Change
Thailand		117,509	142,304	21%	22,654	22,459	-1%	140,163	164,763	18%
	Domestic	99,285	123,347	24%	18,496	17,964	-3%	117,781	141,311	20%
	Export	18,224	18,957	4%	4,158	4,495	8%	22,382	23,452	5%
China		20,638	26,076	26%	412	481	17%	21,050	26,557	26%
Vietnam		67,119	77,718	16%	15,071	17,013	13%	82,190	94,731	15%
Others		110,845	142,768	29%	20,675	26,330	27%	131,520	169,098	29%
	TOTAL	316,111	388,866	23%	58,812	66,283	13%	374,923	455,149	21%

65% Town 15% Town 100% Town	% of Total Sales	84%	85%	16% <b>15%</b>	100%	100%	
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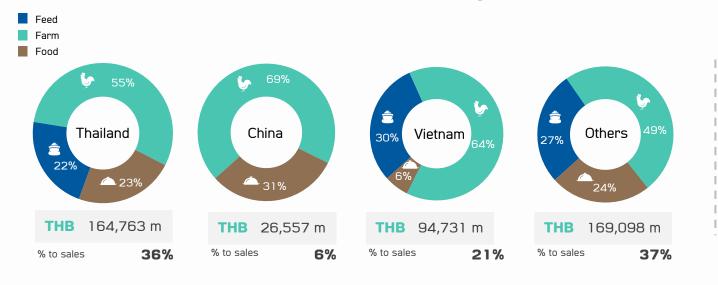


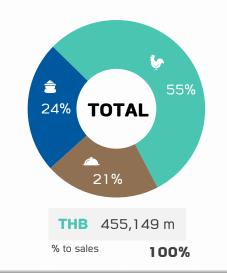
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63% of Sale Revenue

## 9M/2022: Sales Structure by Products







	Sales Breakdown by Products											
	Í	Feed		Ų	🐓 Farm		Food		TOTAL			
	9M/21	9M/22	%Change	9M/21	9M/22	%Change	9M/21	9M/22	%Change	9M/21	9M/22	%Change
Thailand	32,786	36,553	11%	72,762	89,641	23%	34,615	38,569	11%	140,163	164,763	18%
Domestic	32,689	36,504	12%	66,907	83,563	25%	18,185	21,244	17%	117,781	141,311	20%
Export	97	49	-49%	5,855	6,078	4%	16,430	17,325	5%	22,382	23,452	5%
China	0	0	0%	13,643	18,259	34%	7,407	8,298	12%	21,050	26,557	26%
Vietnam	24,789	28,774	16%	53,226	60,310	13%	4,175	5,647	35%	82,190	94,731	15%
Others	37,316	44,862	20%	62,748	83,582	33%	31,456	40,654	29%	131,520	169,098	29%
Total	94,891	110,189	16%	202,379	251,792	24%	77,653	93,168	20%	374,923	455,149	21%



## **Consolidated Income Statement Highlight**

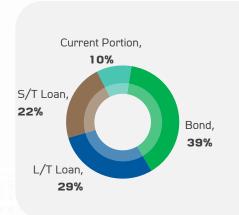
Unit: THB, m0.40	YoY			QoQ		
Offic. 1116, 1110.40	9M/2021	9M/2022	%Change	Q3/2021	Q3/2022	%Change
Sales Revenue	374,923	455,149	21%	125,939	160,266	27%
Gross Profit Margin	15.0%	14.2%		8.8%	15.0%	
Selling and administrative expenses	37,039	39,992	8%	13,106	14,371	10%
EBIT	21,745	26,939	24%	(632)	10,958	1834%
EBIT Margin	5.8%	5.9%		(0.5%)	6.8%	
EBITDA	50,464	53,619	6%	6,609	19,633	197%
EBITDA Margin	13.5%	11.8%		5.3%	12.3%	
G/L on FV of Biological Assets	(3,861)	942	124%	(3,262)	(885)	73%
Financial Costs	12,224	14,323	17%	4,155	5,494	32%
Income Taxes Expense	2,603	6,701	157%	(1,266)	2,021	260%
Share in Profit of Associates	1,530	1,165	(24%)	(1,266)	2,294	281.2%
G/L on Sales of Invt. & Div.	2,094	2,364	13%	1,475	28	(98%)
Net Profit	6,308	12,158	93%	(5,375)	5,108	195%
Net Profit Margin	1.7%	2.7%		(4.3%)	3.2%	
EPS (THB)	0.73	1.48	102%	(0.69)	0.63	191%
# of capital shares	7,980	7,937		7,964	7,937	
Paid-Up Capital	8,611	8,611		8,611	8,611	
Dividend (THB/Share)	0.40	0.40				





### Financial Status (As of Sep 30,2022)

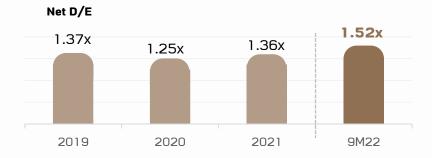




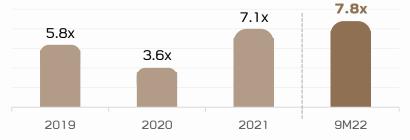


\*Remark: Adjusted to exclude lease liabilities according to TFRS16 for comparison purpose

### Net Debt to Equity & Net Debt to EBITDA



#### Net D/EBITDA



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

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

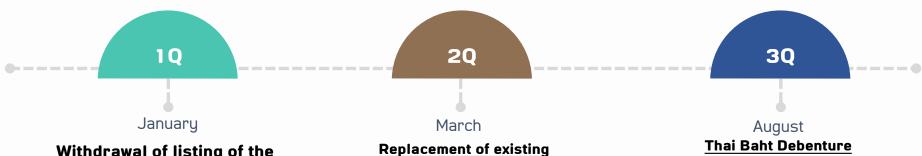
EBITDA = Revenue from Sales of Goods - Cost of Sales of Goods + Other Income - Selling Expense - Administrative Expense - Other Expense + Gain (Loss) from Foreign Exchange + Gain (Loss) on sales of property, plant & equipment+ Depreciation & Amortization + Depreciation of biological asset + Dividend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

\* I TM hasis



### **FY2022 Investment and Financing Activities**





Withdrawal of listing of the ordinary shares of CPP Effective on 18 January 2022

perpetual bond THB 15,000 m by CPF

April

#### **C.P.Vietnam Corporation (CPV)**

applies for approval of share distribution to become a public company in Vietnam

May

#### Thai Baht Debenture

Approx. THB 10,150 m by CPFTH Tenor 7,10,12,15 yrs.

#### Tacharm Agricultural Industry Co., Ltd.

Swine breeding farm business 80.00% (THB 320 m)

Approx. THB 11,875 m by CPF

Tenor 4,6,8 yrs.



## **CPF's Investment in Listed Companies**

		<b>ck Price</b> cal Curr.)	Market Cap. (THB mm)	CPF Holding (%)	Holding Value (THB mm)
			(As of Sep 30, 2022)		
CPALL (SET:CPALL)	THB	56.25	505,299	34.17%	172,661
(SET.CITIEL)					
Siam Makro	TUD	22.75	257.005	0.05%	01.000
(SET:Makro)	THB	33.75	357,085	8.85%	31,602
TRUE					
(SET:TRUE)	THB	5.05	168,509	2.21%	3,724
CPE					
(TWSE:1215)	TWD	79.50	25,353	39.00%	9,888
CTEI					
(HKSE:3839)	HKD	0.88	1,021	50.43%	515
				Total	218,390



### FY2022 Outlook





International business expansion continues to drive growth.



### Key Drivers & Focus

- Higher meat prices
- Consumption demand to improve post Covid-19 situation.
- Capacity expansion in multiple countries
- Efficiency improvement to reduce cost of production

### **Key Challenges**



- Foreign exchange fluctuation
- Interest rate spike
- Impact of COVID-19 on global economy
- Impact of geopolitical conflicts
- High raw material costs
- African swine fever (ASF) is still in multiple countries



### Investment

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



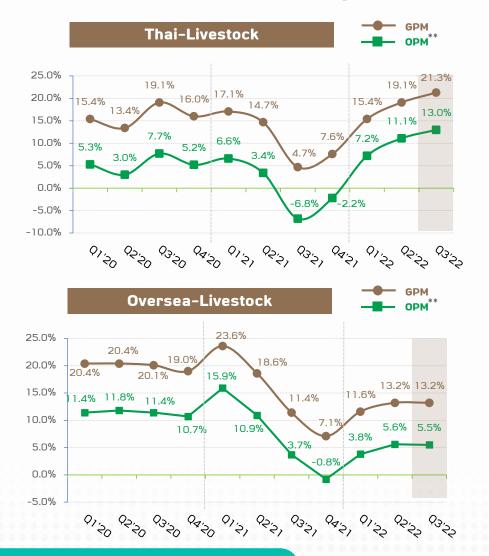
# Appendix A

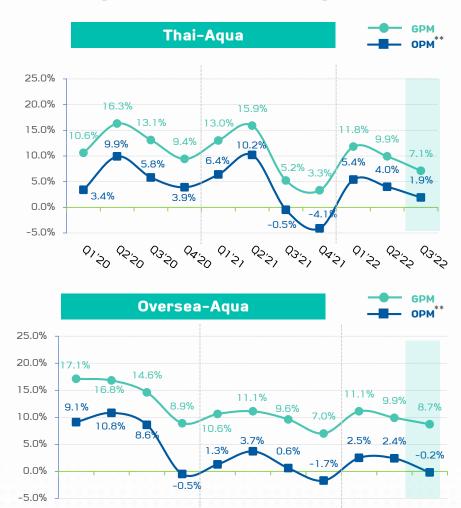
**Highlights: 3Yr Historical Results** 





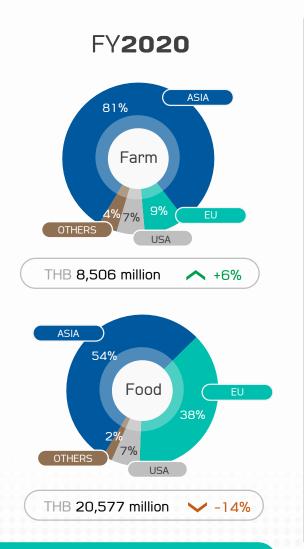
## **Gross Profit Margin & Operating Profit Margin**

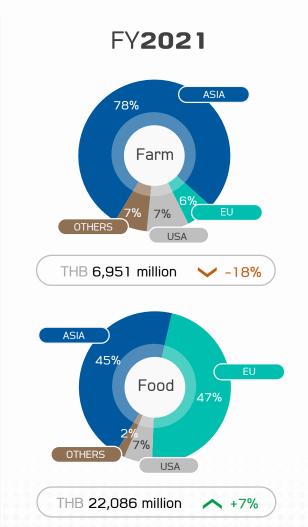


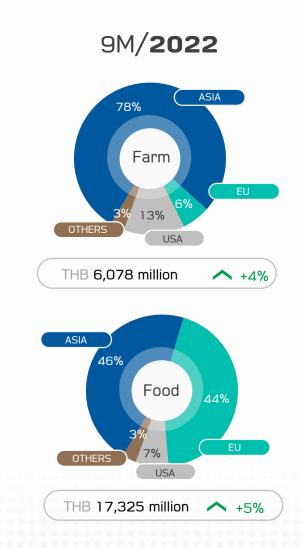




### **Thailand Operations - Export Destination**









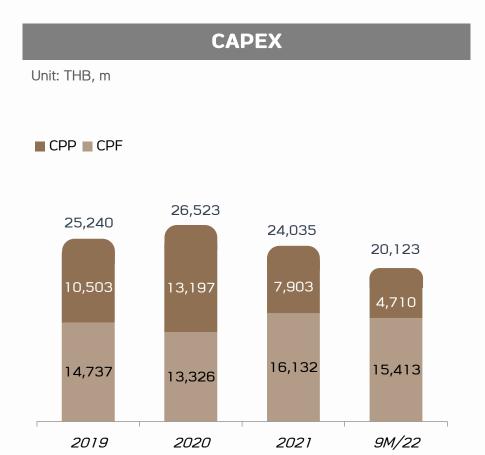
## **Consolidated Income Statement Highlight**

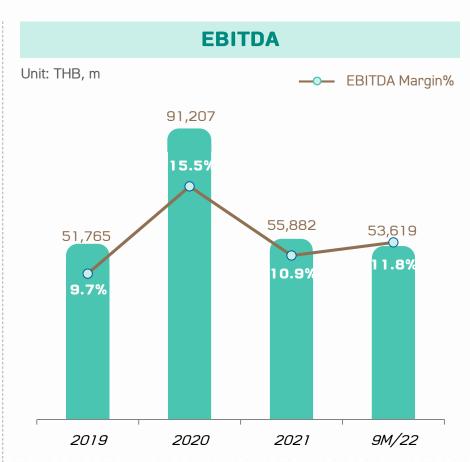
		F	ull Year		
	FY2019	FY2020	% Change	FY2021	% Change
Net sales	532,573	589,713	11%	512,704	-13%
Gross Profit Margin (%)	14.3%	18.2%		12.9%	
EBIT	24,511	53,364	118%	19,222	-64%
EBITDA	51,765	91,207	76%	55,882	-39%
Share in Profit of Associates	8,893	9,254	4%	4,167	-55%
Financial Costs	(13,785)	(16,818)	22%	(16,596)	-1%
Income Taxes Expense	(5,446)	(11,001)	102%	2,654	-76%
Gain / (Loss) from FX	(10)	994	10,040%	651	-35%
Gain from Deconso. CTI Group	_	3,909	100%	_	-100%
Gain from EBT MAKRO	-	-	-	7,849	100%
NET PROFIT	18,456	26,022	41%	13,028	-50%
EPS (THB)	2.18	3.14		1.56	
# of capital shares*	8,185	8,105		7,970	
Paid-Up Capital	8,611	8,611		8,611	
Dividend (THB/Share)	0.70	1.00		0.65	

<sup>\*</sup> Note: # of capital shares = No. of the weighted-avg. shares

### **CAPEX & EBITDA**



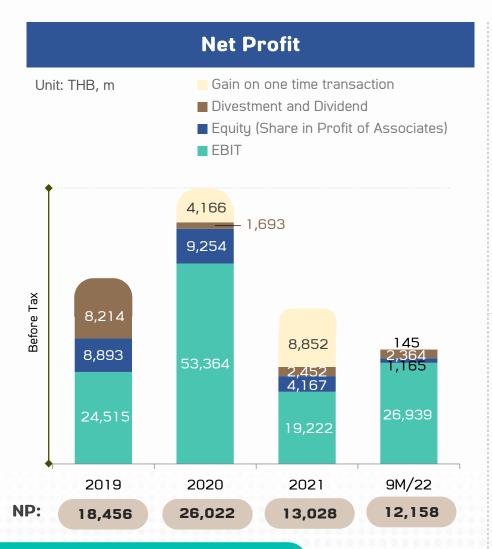


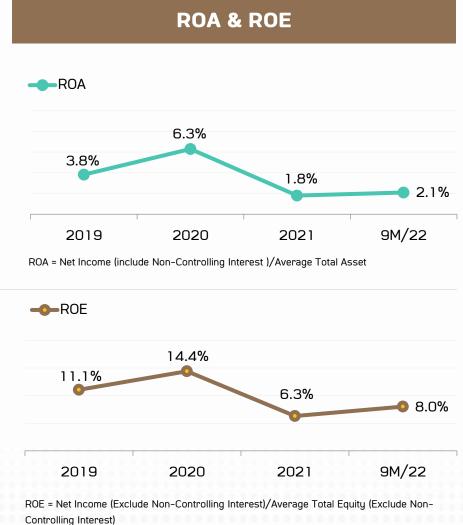


EBITDA = Revenue from Sales of Goods - Cost of Sales of Goods + Other Income - Selling
Expense - Administrative Expense - Other Expense + Gain (Loss) from Foreign Exchange +
Gain (Loss) on sales of property, plant & equipment+ Depreciation & Amortization +
Depreciation of biological asset + Dividend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



### **Consolidated Net Profit, ROA and ROE**









### **Consolidated Net Profit- Quarterly**



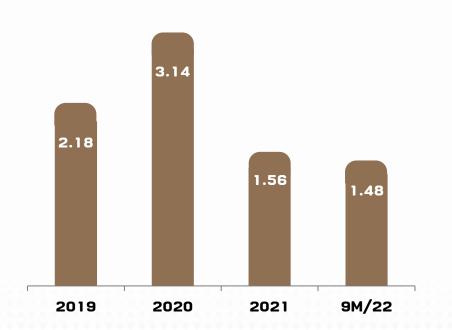




### **EPS & Dividends per Share**

### **Earnings Per Share**

Unit: THB Per Share







# **Appendix B**

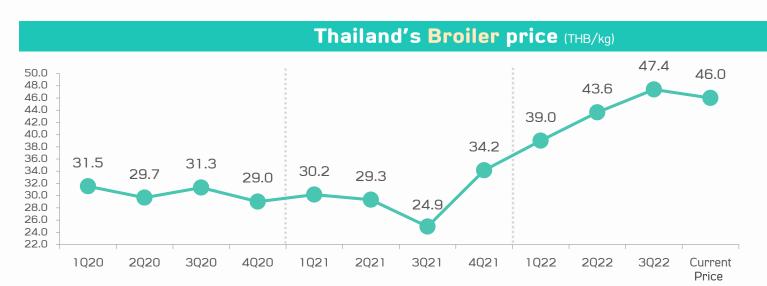
**Products & Raw Materials Price Trend** 







### **Average Farm Prices - Thailand**



Average Price								
Y20	Y21	Y22						
30.4	29.7	43.6						
% Chg	-2%	+47%						

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





Source:	CPF
000,00,	-, ,

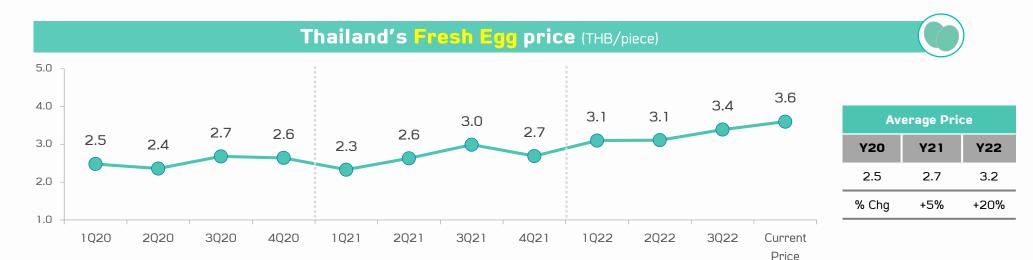
Average Price							
Y20	Y21	Y22					
72.4	74.2	101.6					
% Chg	+3%	+37%					

Source: CPF



### **Average Farm Prices - Thailand**





### Thailand's White Shrimp price (THB/Kg)





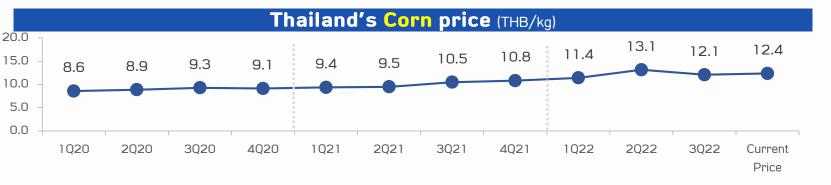
Average Price								
Y20	Y21	Y22						
144	141	153						
% Chg	-2%	+9%						

Size 70 pieces/kg

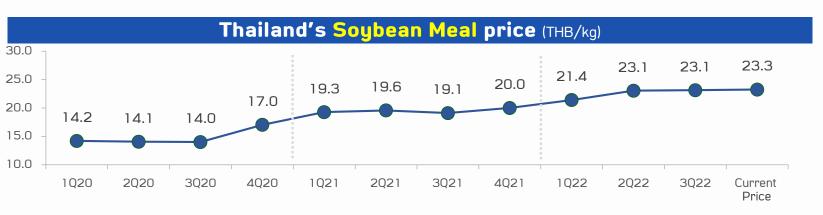
Source: CPF

## Average Raw material Prices - Thailand





Average Price						
Y20	Y21	Y22				
9.0	10.0	12.2				
% Chg	+12%	+22%				



Average Price						
Y20	Y21	Y22				
14.8	19.5	22.5				
% Chg	+31%	+16%				

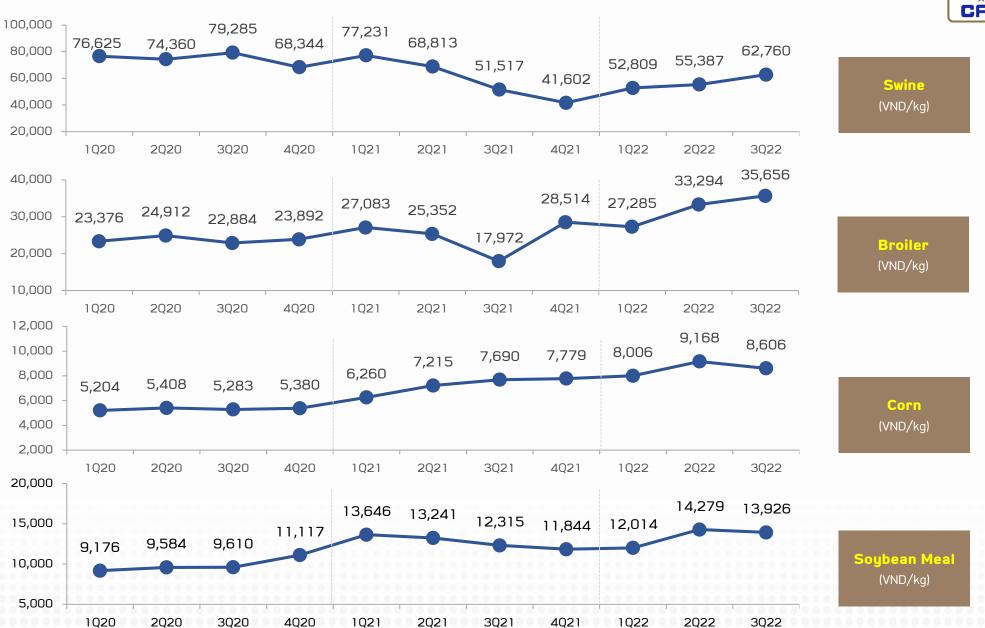
Thailand's Fishmeal price (THB/kg)												
5.0 - 0.0 - 5.0 - 0.0 - 5.0 - 0.0 - 5.0 -	26.7	31.1	30.1	30.0	30.1	36.7	39.0	37.5	37.2	45.0	43.0	42.2
0.0 +	1020	2020	3020	4020	1021	2021	3021	4021	1022	2022	3022	Current Price

Average Price					
Y20	Y21	Y22			
29.5	35.8	41.7			
% Chg	+22%	+17%			

Source: CPF

### **Vietnam:** Average Market Price and Major Feed Raw Materials



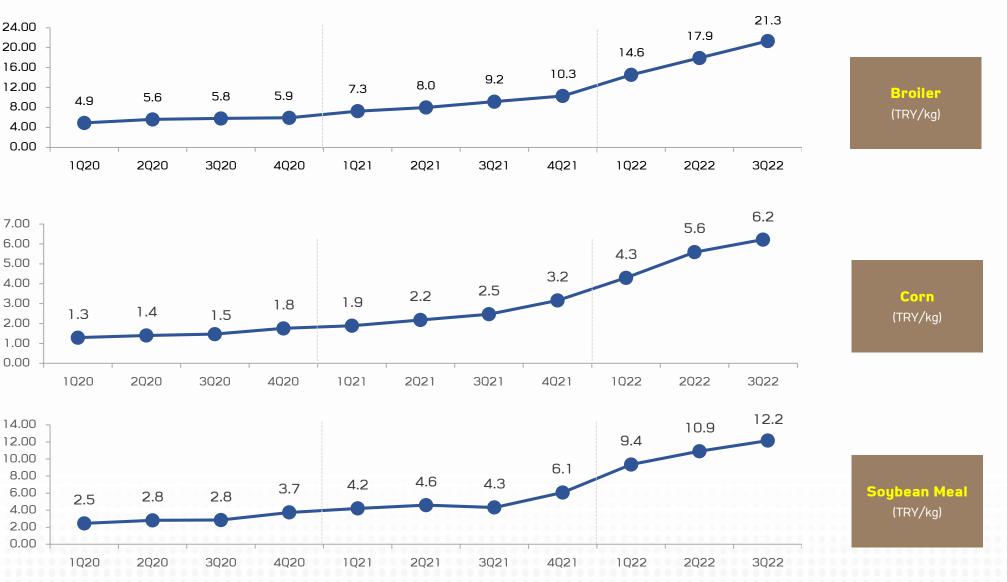


Source: CPF

VND 1 = THB 0.0015

### Türkiye: Average Market Price and Major Feed Raw Materials

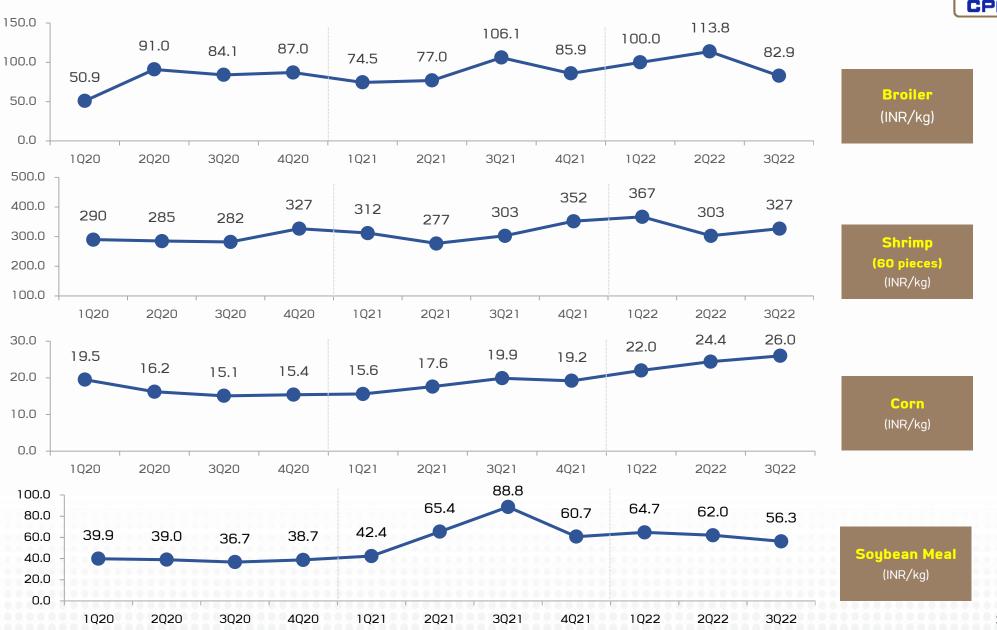




TRY 1 = THB 2.06

## India: Average Market Price and Major Feed Raw Materials



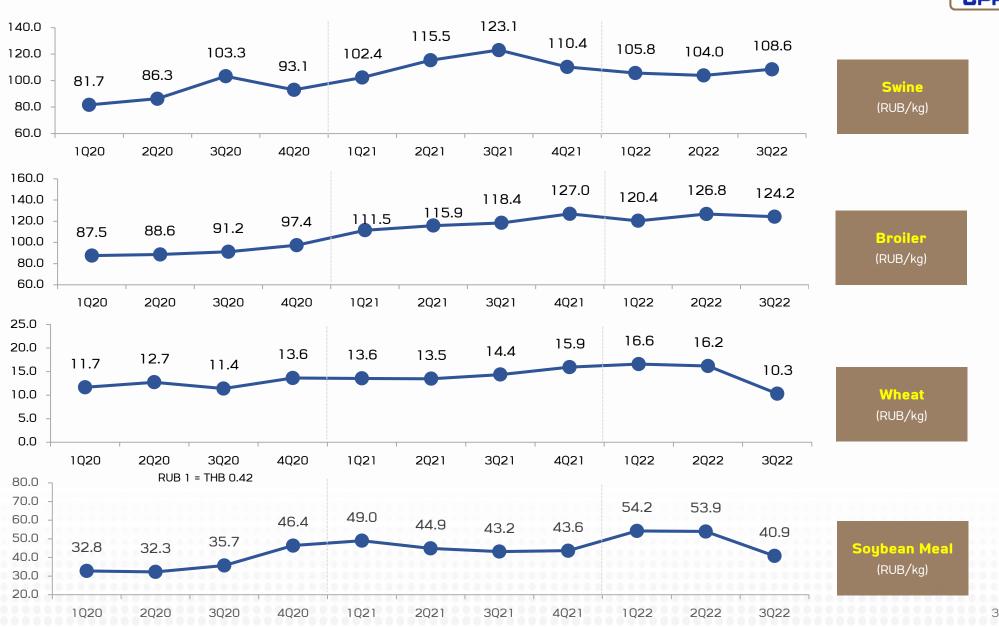


Source: CPF

INR 1 = THB 0.46

### Russia: Average Market Price and Major Feed Raw Materials



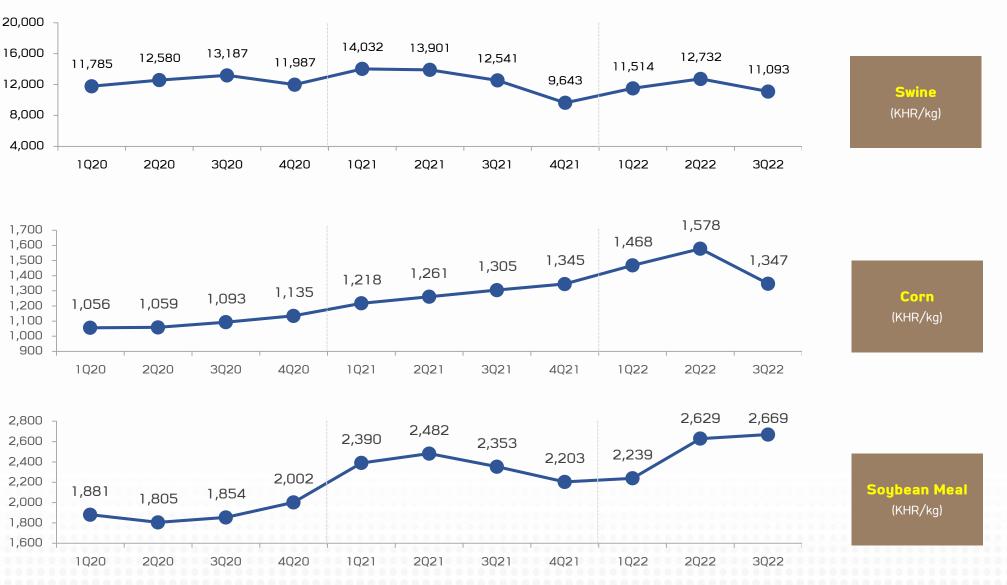


Source: CPF

RUB 1 = THB 0.62

### Cambodia: Average Market Price and Major Feed Raw Materials



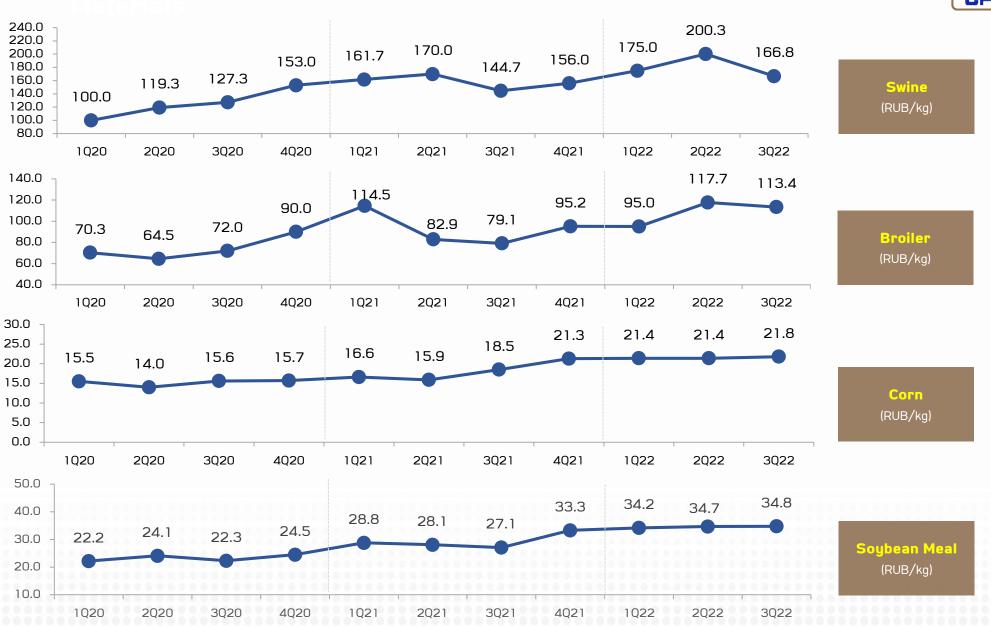


Source: CPF

KHR 1 = THB 0.0093

## Philippines: Average Market Price and Major Feed Raw



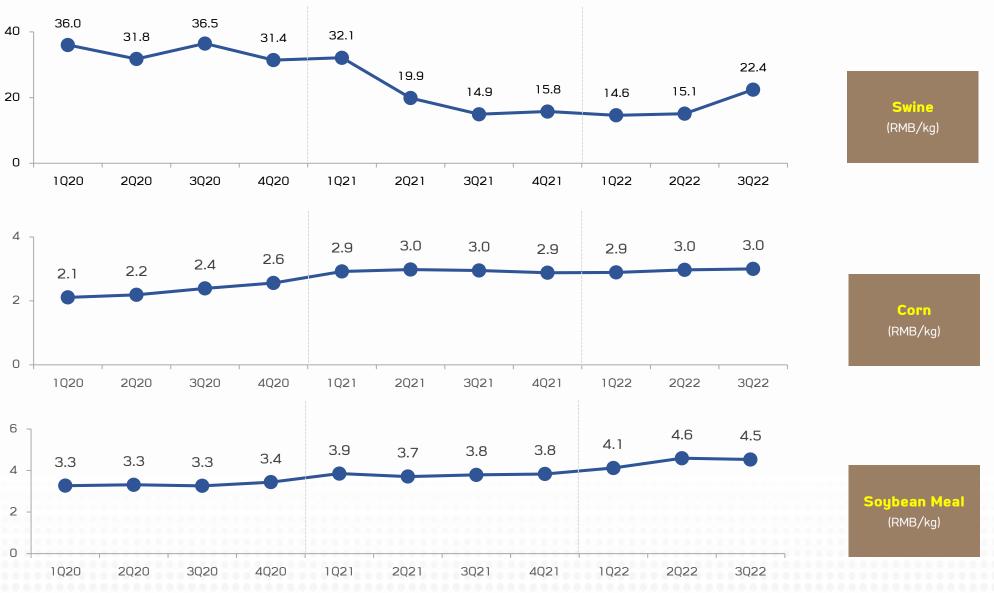


Source: CPF

PHP 1 = THB 0.65

## China: Average Market Price and Major Feed Raw Materials





# **Appendix C**

Highlights: Q3/2022 Results

## Q3/2022 Results Highlights





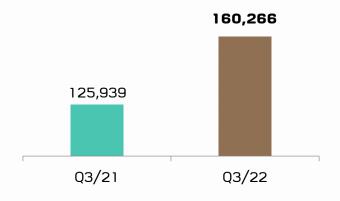
+27% YoY

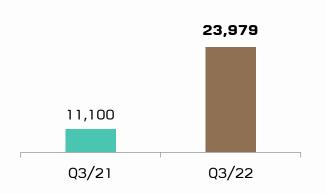


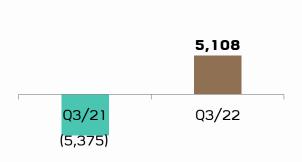
+116% YoY

## Net Profit (THB millions)

+195% YoY

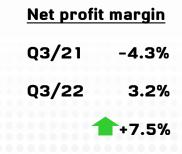






### Consolidated sales 1+27% Y-o-Y

Gross profit margin			
Q3/21	8.8%		
Q3/22	15.0%		
	+6.2%		



## Q3/2022: Sales & Profit Margin by Business





<sup>\*\*</sup> Exclude gain/loss from fair value adjustment of biological assets



## Q3/2022: Sales Structure by Business

		Sales Breakdown									
			Livestock		A	Aquaculture			TOTAL		
		Q3/21	Q3/22	%Change	Q3/21	Q3/22	%Change	Q3/21	Q3/22	%Change	
Thailand		37,871	49,675	31%	8,199	8,152	-1%	46,070	57,827	26%	
	Domestic	32,330	43,214	34%	6,816	6,119	-10%	39,146	49,333	26%	
	Export	5,541	6,461	17%	1,383	2,033	47%	6,924	8,494	23%	
China		7,427	10,058	35%	156	136	-13%	7,583	10,194	34%	
Vietnam		20,354	26,998	33%	4,682	5,499	17%	25,036	32,497	30%	
Others		39,562	50,759	28%	7,688	8,989	17%	47,250	59,748	26%	
	TOTAL	105,214	137,490	31%	20,725	22,776	10%	125,939	160,266	27%	

% of Total Sales	84%	86%	16%	14%	100%	100%	
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## Q3/2022: Sales Structure by Products



		Sales Breakdown by Products										
	Ê	Feed		<b>ن</b>	Farm ▲ Food			TOTAL				
	Q3/21	Q3/22	%Change	Q3/21	Q3/22	%Change	Q3/21	Q3/22	%Change	Q3/21	Q3/22	%Change
Thailand	11,703	13,235	13%	22,948	31,459	37%	11,419	13,133	15%	46,070	57,827	26%
Domestic	11,657	13,227	13%	21,555	28,701	33%	5,934	7,405	25%	39,146	49,333	26%
Export	46	8	-83%	1,393	2,758	98%	5,485	5,728	4%	6,924	8,494	23%
China	0	0	0%	4,928	7,661	55%	2,655	2,533	-5%	7,583	10,194	34%
Vietnam	8,612	9,981	16%	14,878	20,462	38%	1,546	2,054	33%	25,036	32,497	30%
Others	13,466	15,354	14%	21,817	29,656	36%	11,967	14,738	23%	47,250	59,748	26%
Total	33,781	38,570	14%	64,571	89,238	38%	27,587	32,458	18%	125,939	160,266	27%

# **Appendix D**

Group of Associate Companies& Joint Ventures

## **Group of Associate Companies & Joint Ventures**

As of Sep 30, 2022

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	34.17
Lotus Distribution International Limited	Logistics business	20.50
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	34.68

#### **Associates Under CTEI**

Zhan Jiang Deni Carburetor Co.Ltd.	Manufactures and distributes carburetor products	14.12
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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	50.00
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	19.50
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** 

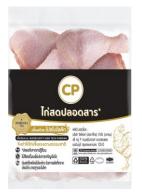
### **Food Retail Products**





















































## **Food Retail Products**



























































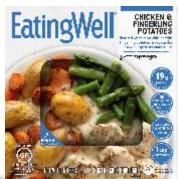
### **Food Retail Products**

































### Food Service: Five Stars Chain





More

Than

6,000

**Outlets** 











### Food Service: Chester's











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