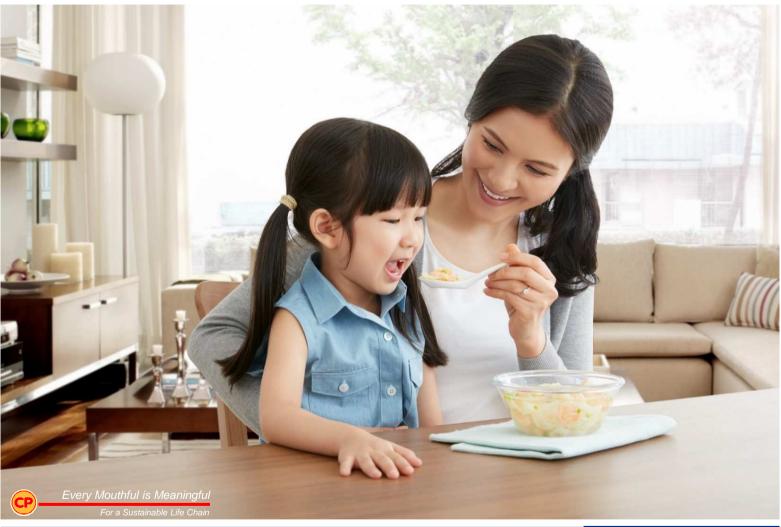


# Charoen Pokphand Foods Plc.





Investor Presentation

August 15, 2017



# **Contents**

World
>
The
of
Kitchen
Kito

	Business Overview	02			
	1H17 Summary	09			
/orld	Financial Status	15			
Kitchen of The World	Y2017 Outlook	16			
f T	Appendix				
n o	A: 3Yr Historical Results				
he	B: Product & Raw Materials Price Trend				
(itc	C: Product Sample & Retail Outlet Format				
¥	D: Hightlights 2Q17 Results				
	E: Export Destination				
	F: Group of CPP's Associate Companies & Joint Ventures				
	G: M&A in Y2016				

#### **CPF: "Kitchen of the World"**

- One of the World's leading listed animal feed manufacturers, swine producers, and shrimp integrated business
- Diversified portfolio with operations in 16 countries catered to over 4 billion population, and exports to more than 30 countries
- Multi-species of animal proteins (mainly poultry, swine and shrimp)
- Member of "SET 50": Ticker "CPF" under Agro & Food Industry Sector
- Member of Dow Jones Sustainability Index (Emerging Markets)
- Ranked "Excellent" for CGR Scoring by Thai Institute of Directors (IOD)



### Company Facts (as of June 30, 2017)

Vision : "Kitchen of the World"

**Portfolio** 

- 4 Listed Investments onboard (HKSE:00043, HKSE:3839, TWSE: 1215, SET:CPALL)
- 30 Series of Debentures listed on Thai Bond Market Association "TBMA"

### **Highlights**

Market Cap: THB 230,344 million or ~USD6.7 billion

(as of August 11, 2017)

Capital : 8,611 million shares (paid-up) (as of August 4, 2017)

: 7,743 million shares (paid-up) (as of June 30, 2017)

par value of THB.1.00 per share

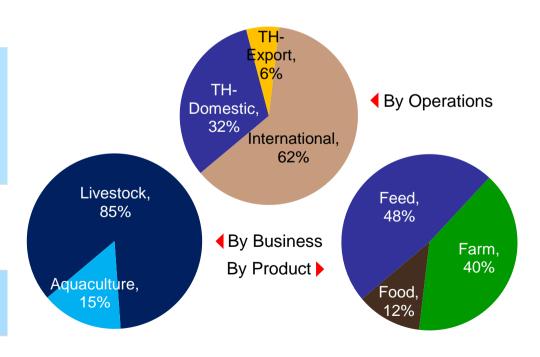
**Book Value**: THB17.92\* per share (as of June 30, 2017)

**Shareholders**: Charoen Pokphand Group Ltd. 53.4%

of Paid-Up Capital (as of August 4, 2017)

Credit Rating: "A+" with "Stable" Outlook (as of April 4, 2017)

FY16 Sales: THB464 billion or ~USD 13.9 billion



Note: USD1 = THB 33.26 (as of August 11, 2017)

<sup>\*</sup> Exclude Non-Controlling Interests (NCI)

### **Strategy for Growth**

1H17 : Results Briefing

1. Globalization by establishing proper business model to be suitable for each strategic market





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













### **Business Principle**

#### 1H17 : Results Briefing

#### From Feed, Farm, Food

- R&D
- Quality Control in every process
- Traceability

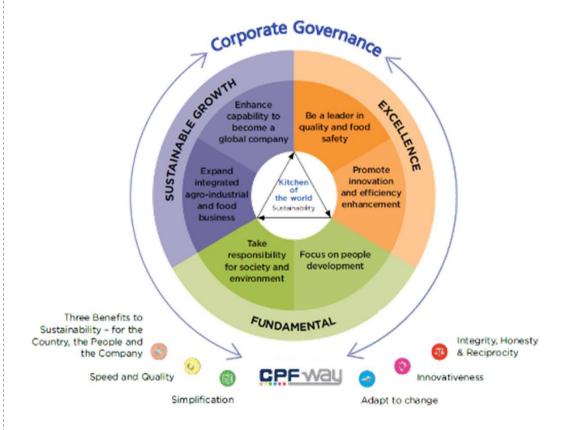
### 3 Strategies to be "Kitchen of the World"

- Profitable Growth
- Aiming for Excellence
- Sustainable Foundation

### Responsible to all Stakeholders

 Balance of Economics benefit with Social and Environmental Performance

#### **Corporate Strategy**



#### 3 Pillars to Sustainability



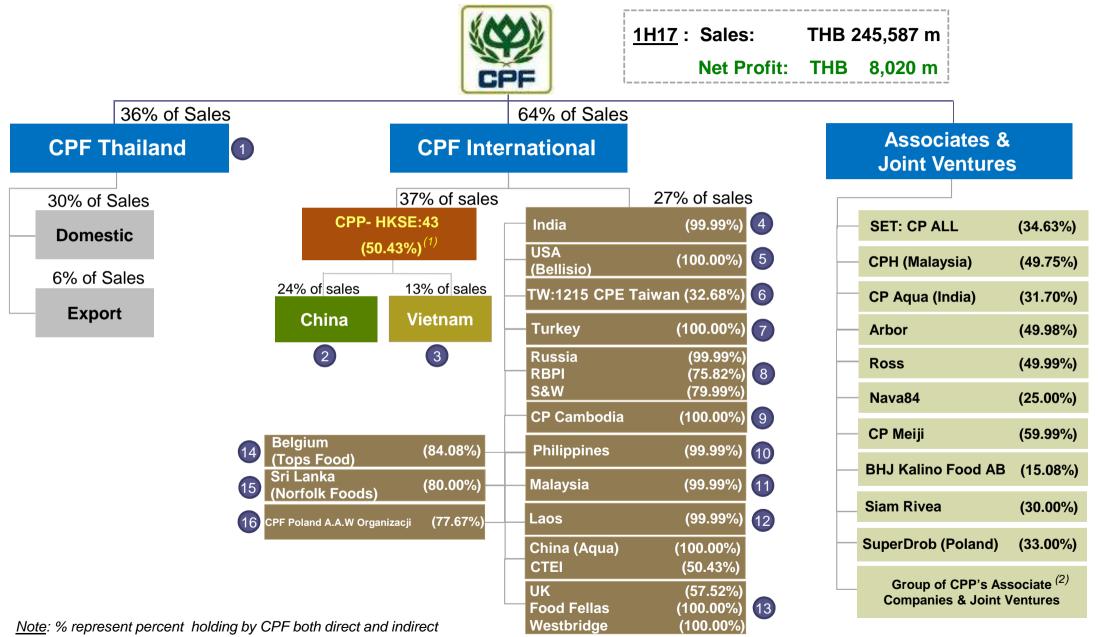








# CPF Operational Structure (As of June 30, 2017)



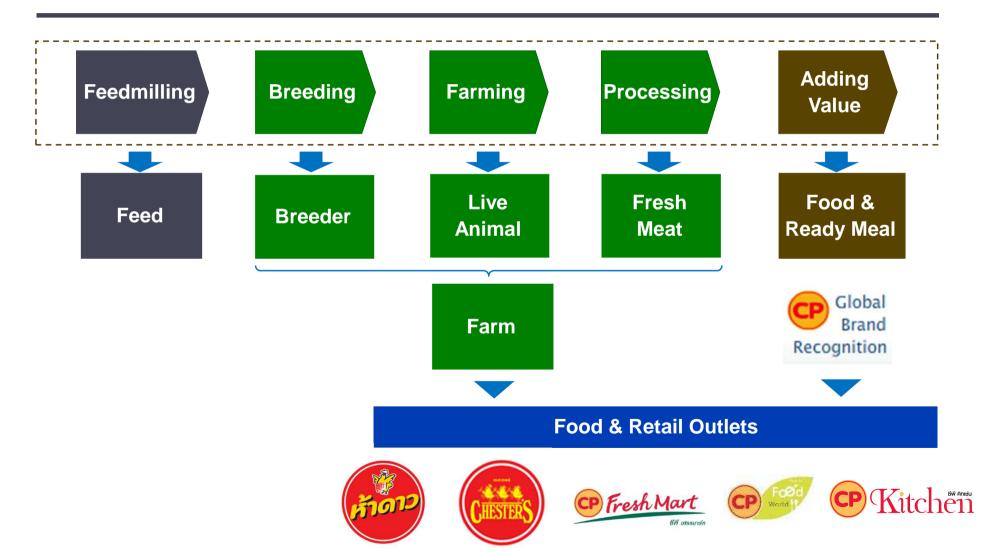
(1) Based on total issued shares

(2) see Appendix F



### **Vertically Integrated Business Model in Thailand**

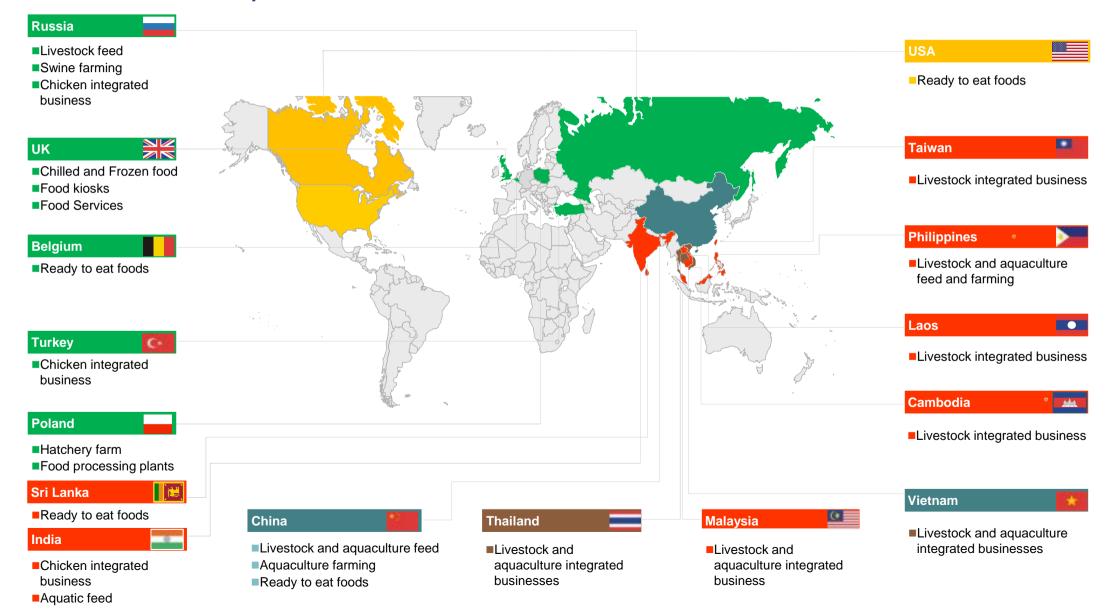
Integrated operating platform for safety & quality control Livestock (Broiler, Layer, Swine, Duck) and aquaculture (Shrimp & Fish)





# **CPF Geographical Footprints**

- Operations and investment in 16 countries catered to > 4 billion population
- Export to more than 30 countries across 5 continents



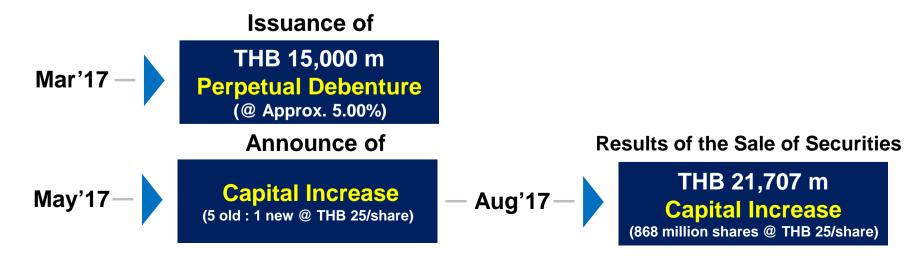


#### **Results Highlights**

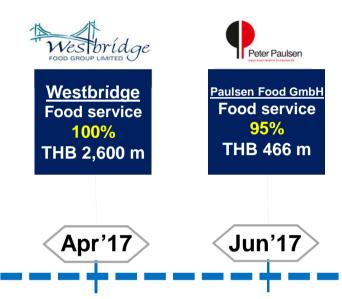
- Revenue increased 10% y-o-y to THB 245,587m in 1H17
- Gross profit margin decreased from 16.6% in 1H16 to 12.2% in 1H17, mainly from lower swine prices in Vietnam, Cambodia and Thailand
- EBITDA decreased 41% y-o-y from THB 23,181m in 1H16 to THB 13,744m in 1H17
- Net profit increased 3% y-o-y from THB 7,780m in 1H16 to THB 8,020m in 1H17
- Interim dividend payment at THB 0.50 per share

#### **Latest Activities**

#### **Financing Activities**



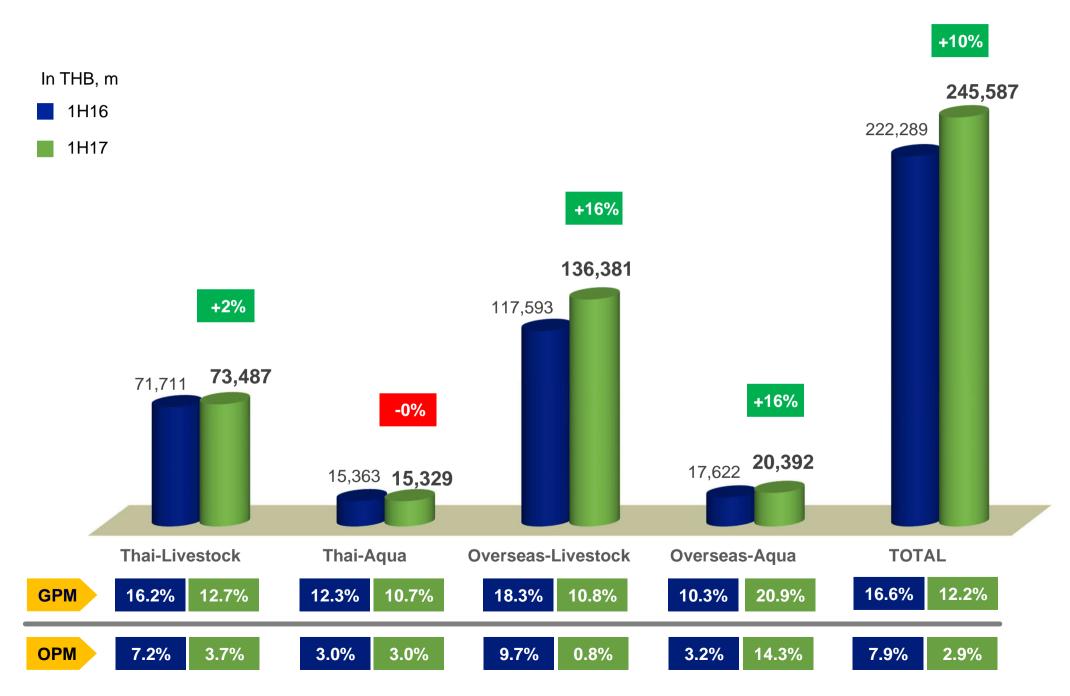
### Y2017 M&A Activities







### 1H17: Sales & Gross Profit Margin by Business





# **1H17: Consolidated Sales Structure by Business**

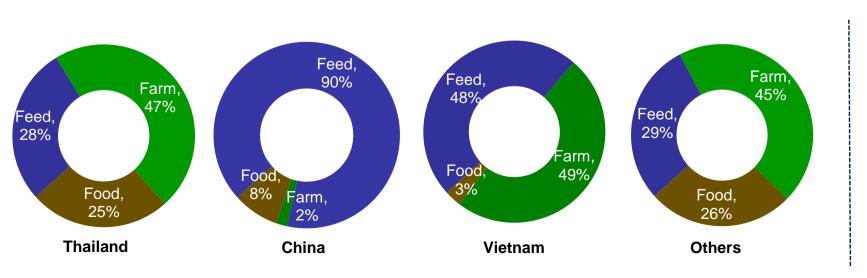
Sales Breakdown										
		Livestock		A	Aquaculture			Total		
	1H16	1H17	%Change	1H16	1H17	%Change	1H16	1H17	%Change	
Thailand	71,711	73,487	2%	15,363	15,329	0%	87,074	88,816	2%	
Domes	tic 60,447	61,993	3%	13,158	12,603	-4%	73,605	74,596	1%	
Expor	rt 11,264	11,494	2%	2,205	2,726	24%	13,469	14,220	6%	
China	43,370	54,248	25%	3,872	3,985	3%	47,242	58,233	23%	
Vietnam	33,264	27,285	-18%	4,033	5,300	31%	37,297	32,585	-13%	
Others	40,959	54,848	34%	9,718	11,105	14%	50,677	65,953	30%	
Total	189,304	209,868	11%	32,985	35,719	8%	222,289	245,587	10%	
% of Total Sales	85%	85%		15%	15%		100%	100%		

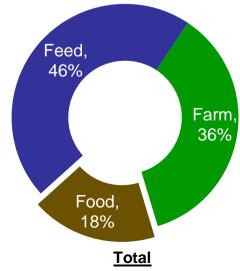




# **1H17: Consolidated Sales by Products**

Sales Breakdown by Products														
			Feed			Farm		Food				Total		
		1H16	1H17	%Change	1H16	1H17	%Change	1H16	1H17	%Change	1H16	1H17	%Change	
Thailand		23,663	25,082	6%	42,624	41,916	-2%	20,787	21,818	5%	87,074	88,816	2%	
Don	mestic	23,590	24,954	6%	39,117	38,007	-3%	10,898	11,635	7%	73,605	74,596	1%	
Ex	xport	73	128	75%	3,507	3,909	11%	9,889	10, 183	3%	13,469	14,220	6%	
China		46,539	52,266	12%	68	1,019	1398%	635	4,948	679%	47,242	58,233	23%	
Vietnam		14,494	15,031	4%	21,902	16,622	-24%	901	932	3%	37,297	32,585	-13%	
Others		19,148	19,325	1%	28,388	29,798	5%	3,140	16,832	436%	50,676	65,953	30%	
Total		103,844	111,704	8%	92,982	89,354	-4%	25,463	44,529	75%	222,289	245,587	10%	







# 1H17: Consolidated Income Statement Highlight

		Quarter 1		Quarter 2			
	2016	2017	%Chg.	2016	2017	%Chg.	
Net sales	105,513	119,617	13%	116,776	125,970	8%	
Gross Profit Margin	15.7%	12.7%		17.3%	11.7%		
EBITDA	10,075	7,056	-30%	13,106	6,673	-49%	
EBITDA Margin	9.5%	5.9%		11.2%	5.3%		
EBIT	6,930	3,212	-54%	9,715	2,796	-71%	
EBIT Margin	6.6%	2.7%		8.3%	2.2%		
Share in Profit of Associates	1,553	1,954	26%	1,665	1,861	12%	
Financial Costs	(2,600)	(3,071)	18%	(2,587)	(3,003)	16%	
Income Taxes Expense	(1,695)	(67)	-96%	(3,120)	(725)	-77%	
NET PROFIT	3,764	3,955	5%	4,016	4,064	1%	
EPS (THB)	0.51	0.53		0.54	<b>0.53</b> <sup>(3)</sup>		
# of capital shares (1)	7,388	7,388		7,388	7,388		
Paid-Up Capital	7,743	7,743		7,743	7,743		
Dividend (THB/Share)							

6 Months							
2016	2017	%Chg.					
222,289	245,587	10%					
16.6%	12.2%						
23,181	13,744	-41%					
10.4%	5.6%						
16,645	6,023	-64%					
7.5%	2.5%						
3,218	3,815	19%					
(5,187)	(6,074)	17%					
(4,815) <sup>(2)</sup>	(792)	-84%					
7,780	8,020	3%					
1.05	1.06						
7,388	7,388						
7,743	7,743						
0.50	0.50						

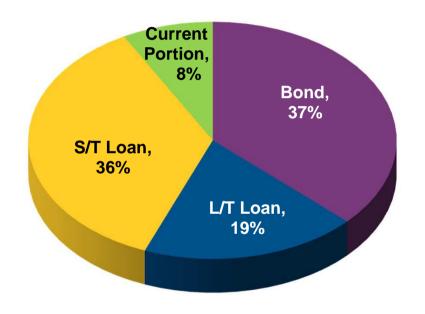
Note: (1) # of capital shares = No. of the Weighted-avg. shares

<sup>(2)</sup> Including adjustment in 2Q16 from the change in tax calculation of 2010-2015 of THB 1,245 m. Please see more detail in Note 35 to Financial statements of Y2016

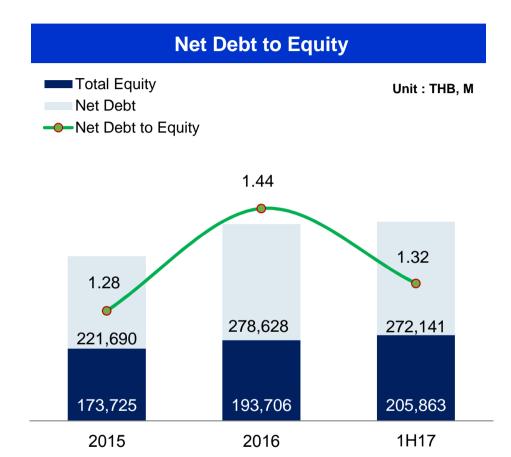
<sup>(3)</sup> Net interest expense of perpetual debenture

### Financial Status (As of 30 June 2017)

#### **Interest Bearing Debt: THB 299,665 m**



Cost of	2015	2016	1H17				
Debts	4.14%	3.87%	3.98%				
Bond Rating "A+" with "Stable" Outlook by Tris Rating Co., Ltd							



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



# Y2017 Outlook

#### **Target Growth**

Expected sales growth of approximately 8-10 %

#### **Key Drivers & Focus**

- Continuous improvement of shrimp business
- Larger opportunities for Thai chicken exports
- Competitive raw material costs
- Expansion of international operations
- Mergers and Acquisitions (M&A)
- Innovation to drive efficiency

#### **Key Challenges**

- Oversupply of swine in Vietnam
- Avian flu outbreaks detected in several countries since late 2016
- The impact of natural disasters (i.e. drought, climate changes, floods)

#### Investment

Capex of approximately THB 20-25 billion (excluding M&A)

Appendix A: Highlights: 3Yr Historical Results



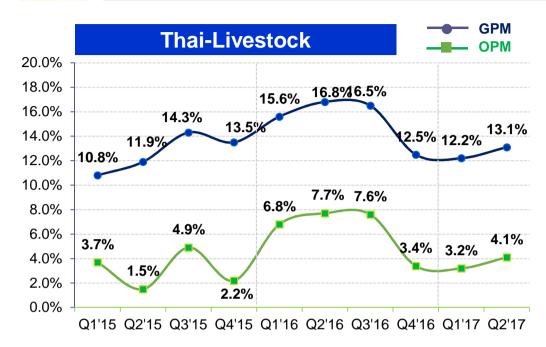
# **Consolidated Income Statement Highlight**

	Full Year						
	2014	2015	% Change	2016	% Change		
Net sales	426,039	421,355	-1%	464,465	10%		
Gross Profit Margin (%)	13.4%	13.8%		15.6%			
Gain on fair value adjustment	-	-	-	-	-		
EBITDA	27,513	26,433	-4%	42,659	61%		
EBIT	17,548	14,926	-15%	29,410	97%		
Share in Profit of Associates	4,869	5,221	7%	6,512	25%		
Financial Costs	(8,903)	(9,614)	8%	(10,601)	10%		
Income Taxes Expense	(3,649)	(3,654)	0%	(7,212)	97%		
Gain / (Loss) from FX	(356)	1,348	479%	388	-71%		
NET PROFIT	10,562	11,059	5%	14,703	33%		
EPS (THB)	1.43	1.50		1.99			
# of capital shares*	7,388	7,388		7,388			
Paid-Up Capital	7,743	7,743		7,743			
Dividend (THB/Share)	0.75	0.75		0.95			

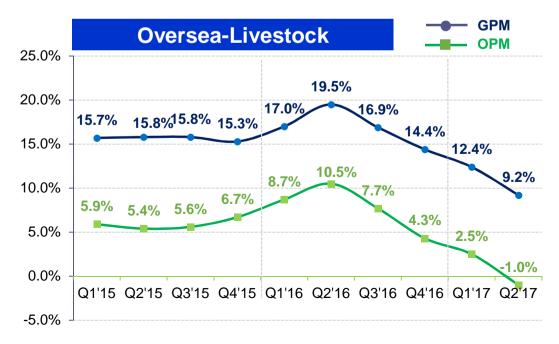
Note: \* # of capital shares = No. of the Weighted-avg. shares

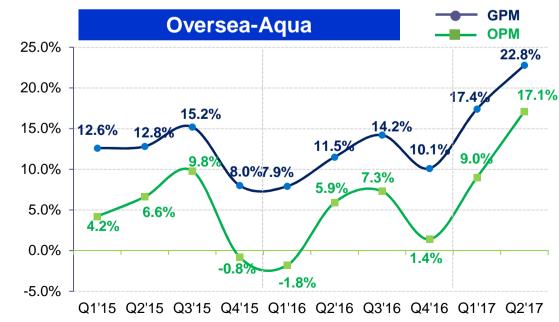


### **Gross Profit Margin & Operating Profit Margin**

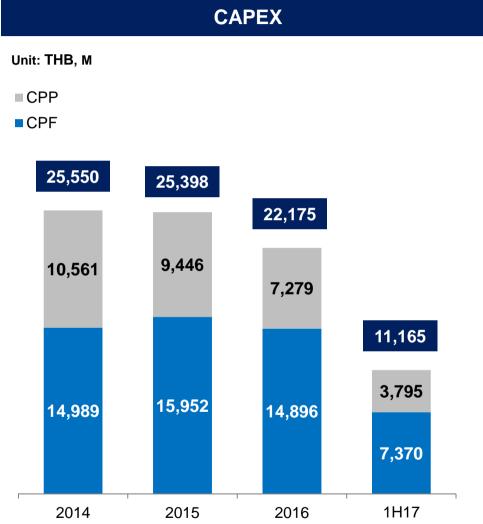






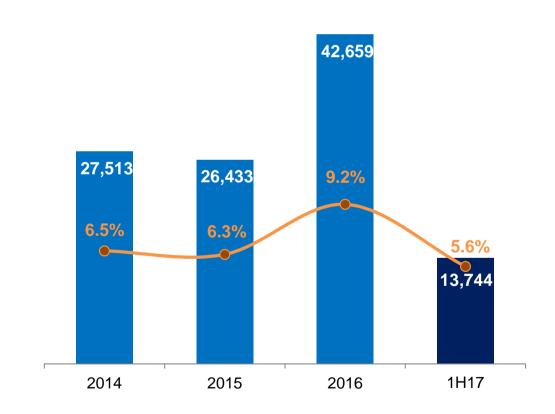






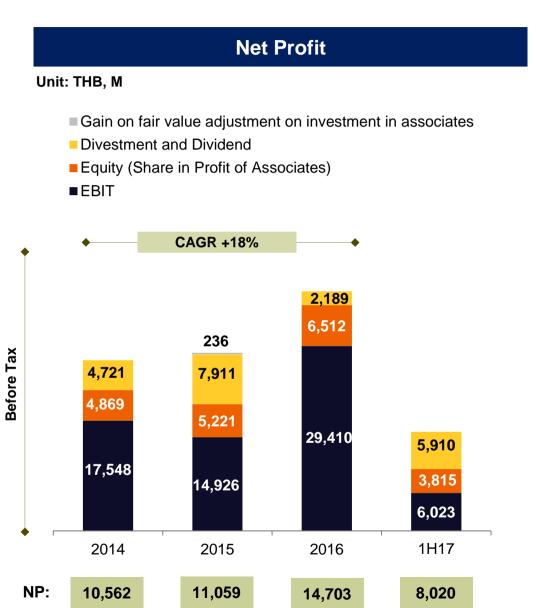


Unit: THB, M **EBITDA Margin%** 



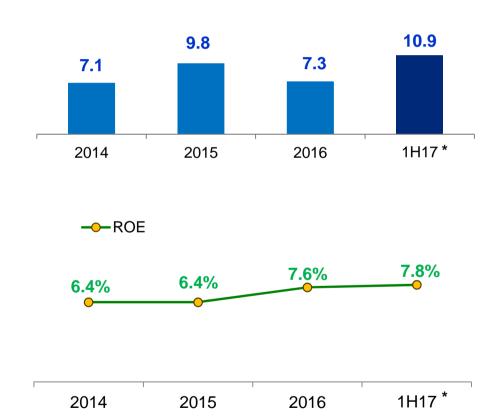


### Consolidated Net Profit & ROE & D/EBITDA





■ D/EBITDA Ratio (interest Bearing Debt)



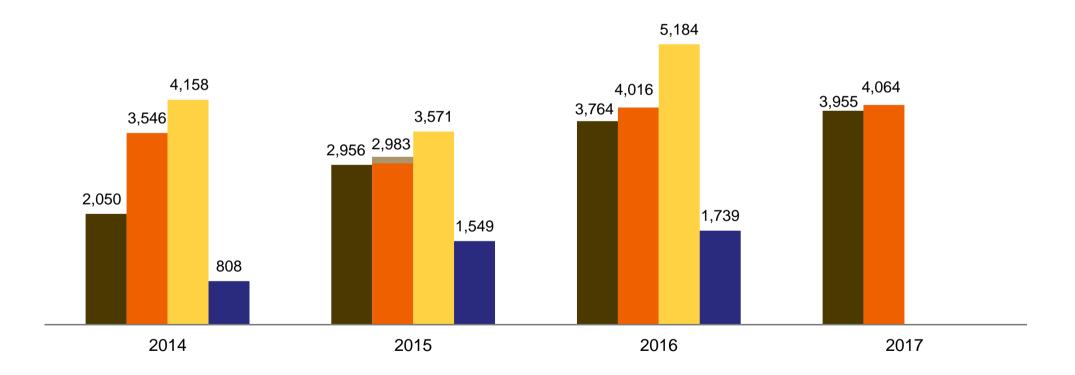
Note: 2015 Including gain on fair value adjustment of investments in associate

: \* Annualized basis



# **Consolidated Net Profit - Quarterly**



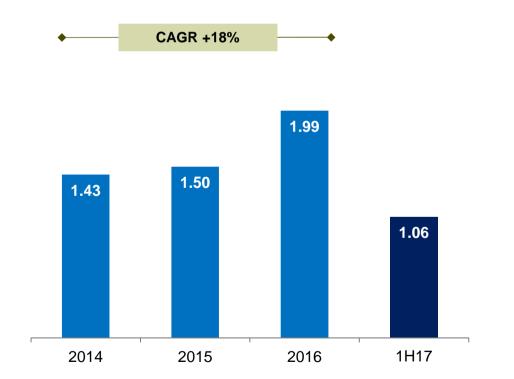




### **EPS & Dividends per Share**

#### **Earnings Per Share**

**Unit: THB Per Share** 



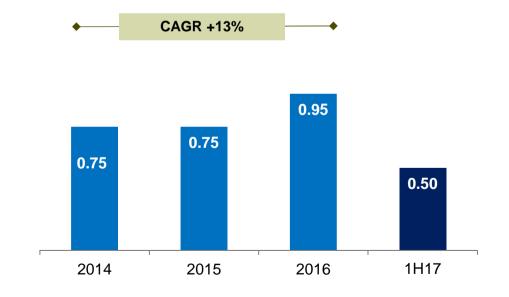
#### **Dividends**

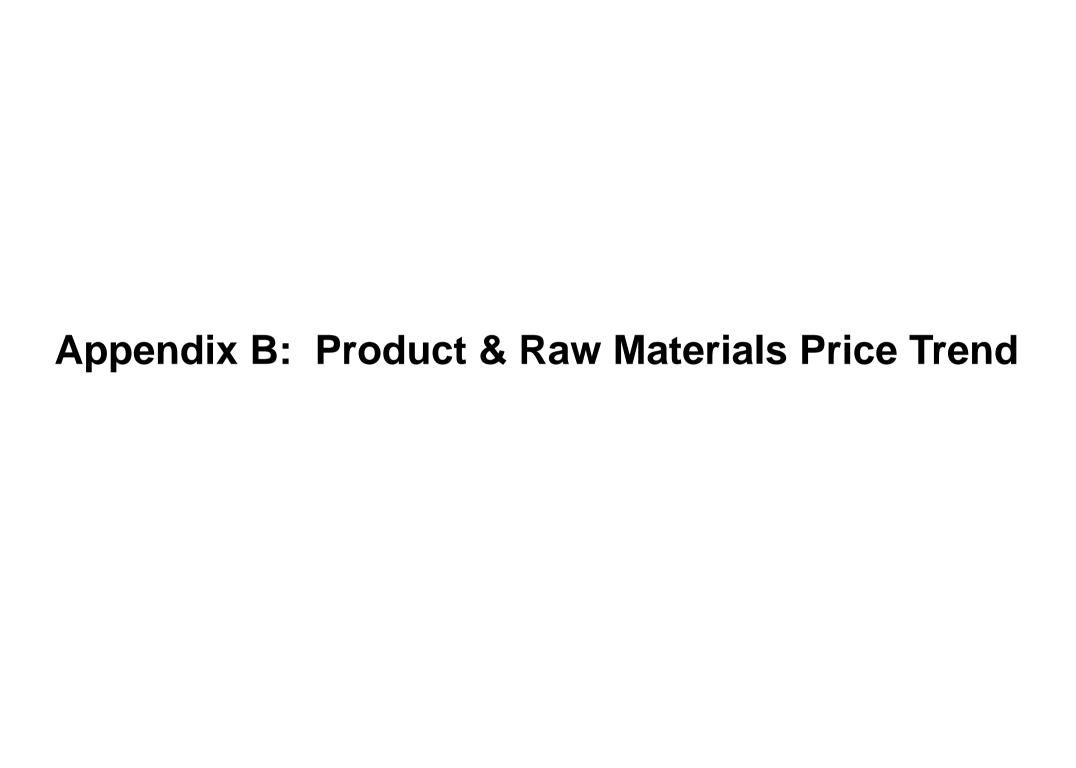
Unit: THB Per Share

Dividend **Policy** 

Semi – Annually, minimum of 50% of annual net profit

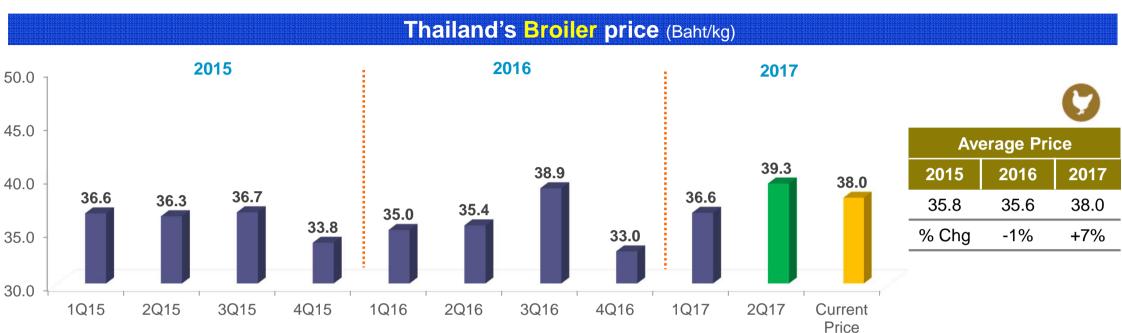
(The Company Statement Only)

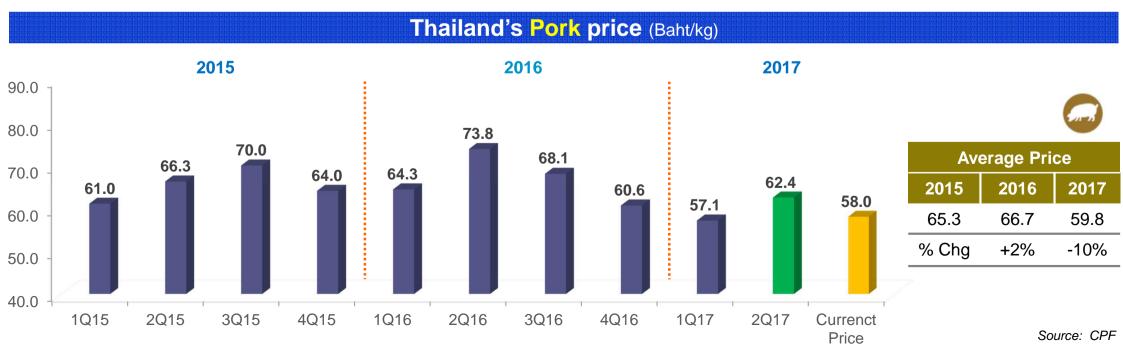






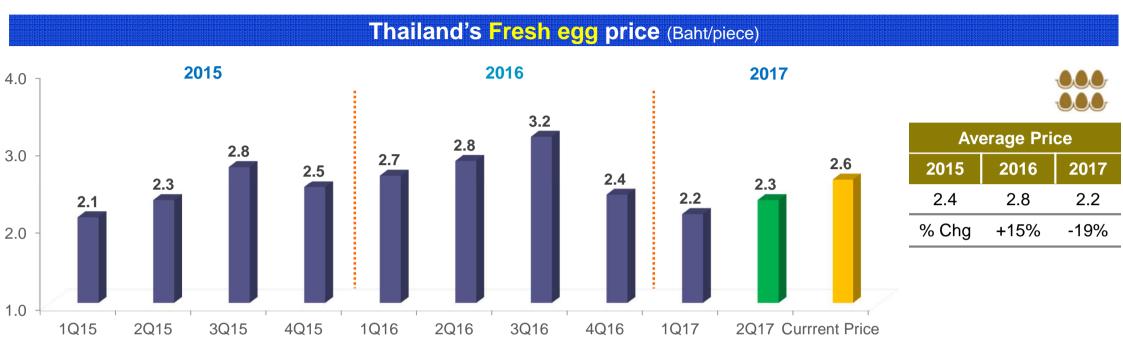
# **Average Farm Prices – Thailand**

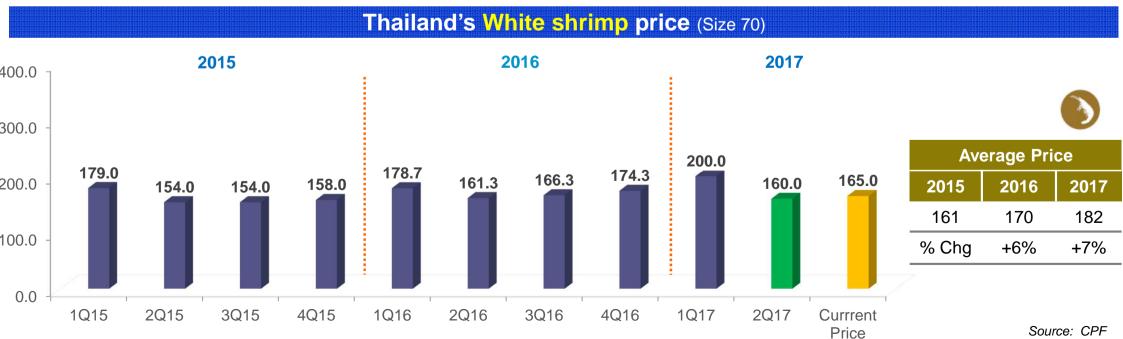






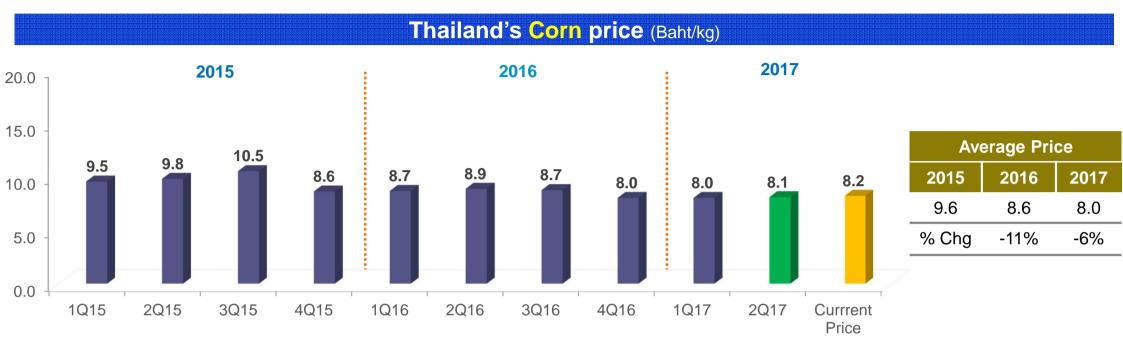
# **Average Farm Prices – Thailand**

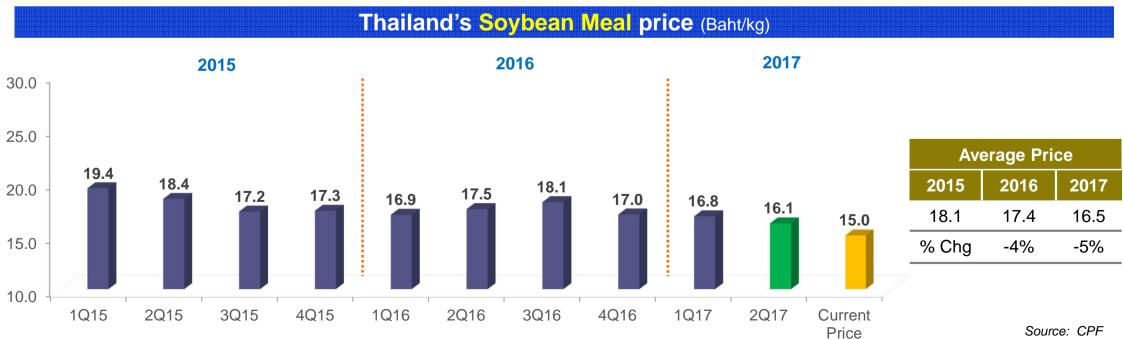






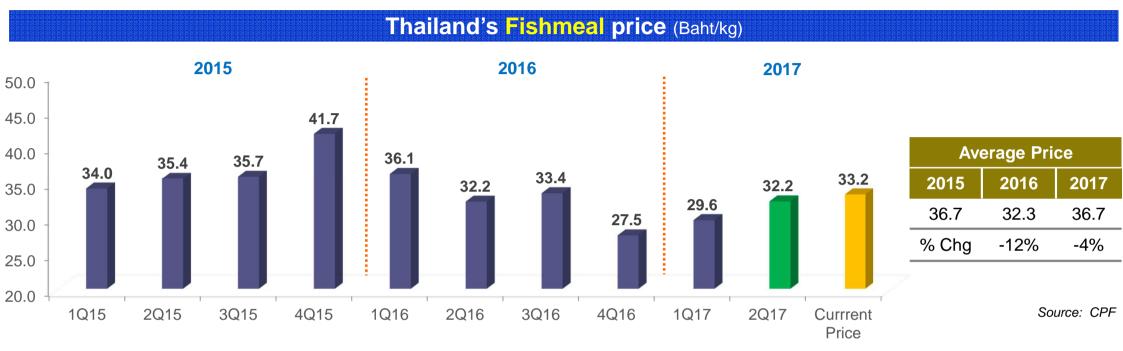
### **Average Raw Material Prices – Thailand**







# **Average Farm Prices – Thailand**





Source: CPF

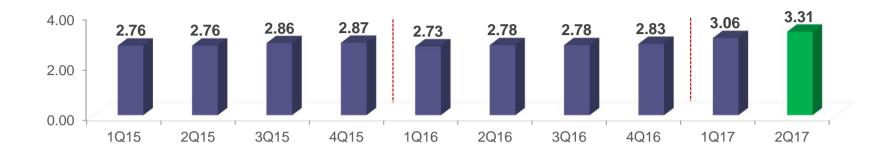
VND 1 = THB 0.0015

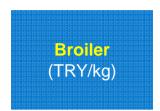
### <u>Vietnam</u>: Average Market Price and Major Feed Raw Materials

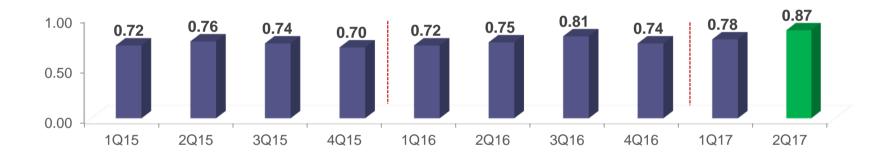


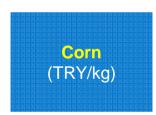


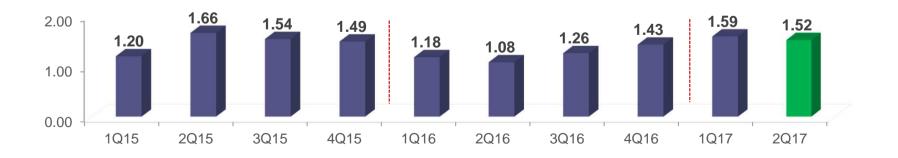
### **Turkey: Average Market Price and Major Feed Raw Materials**













Source: CPF

TRY 1 = THB 9.43



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



Source: CPF Rs 1 = THB 0.53





### **Food Retail Products**











































### **Food Retail Products**































































































More Than 6,000 **Outlets** 

Five Star Chicken in Vietnam



Five Star Chicken in India



Five Star Chicken in Cambodia







# 195 Outlets























**Stores** 





### **CP CHOZEN LIMITED**

**CHOZEN NOODLE** 

# 25 Kiosks









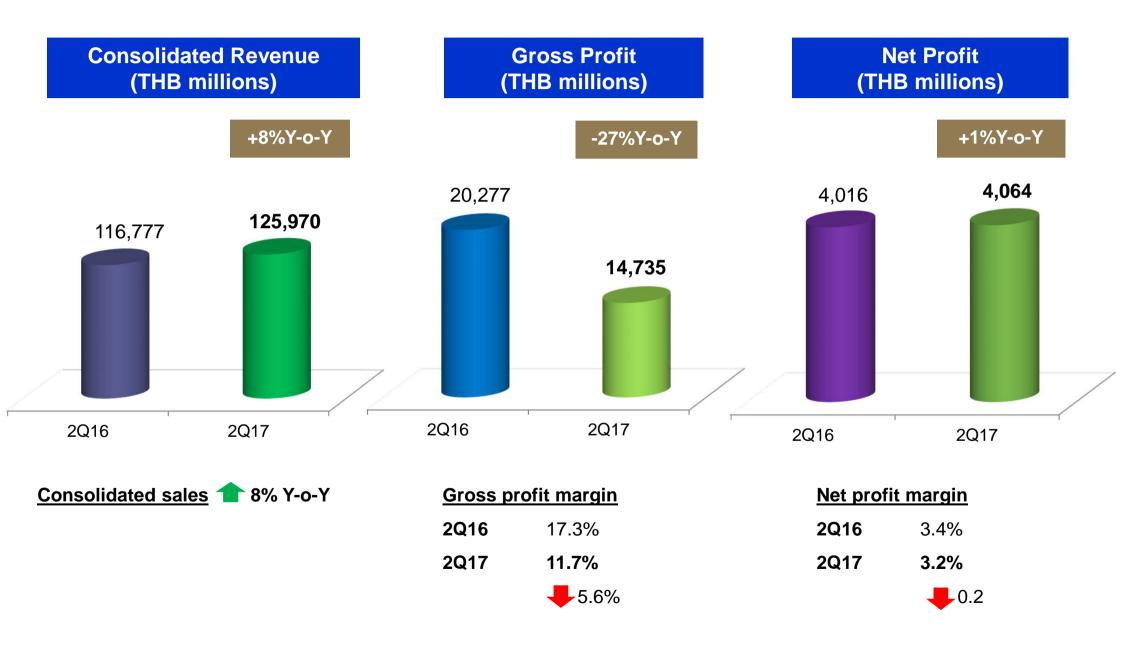




**Appendix D: Highlights: 2Q17 results** 

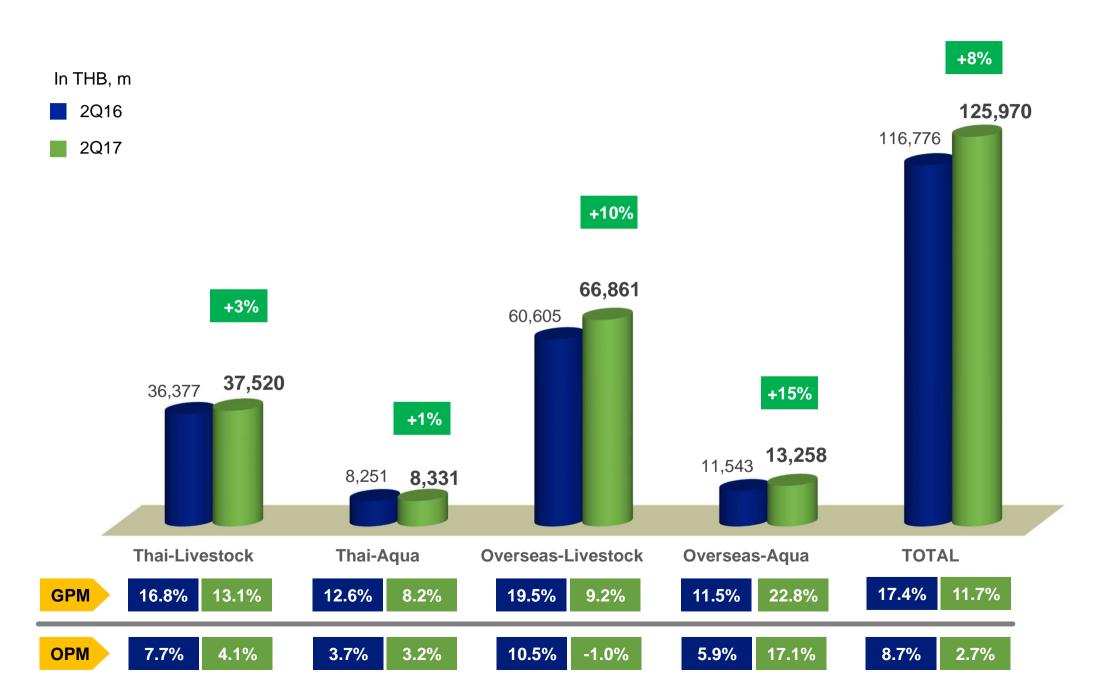


## **2Q17 Results Highlights**





### **2Q17: Sales & Gross Profit Margin by Business**





# **2Q17: Consolidated Sales Structure by Business**

Sales Breakdown									
	Livestock			Aquaculture			Total		
	2Q16	2Q17	%Change	2Q16	2Q17	%Change	2Q16	2Q17	%Change
Thailand	36,377	37,520	3%	8,251	8,331	1%	44,628	45,851	3%
Domestic	30,597	31,406	3%	7,043	6,834	-3%	37,640	38,240	2%
Export	5,780	6,114	6%	1,208	1,497	24%	6,988	7,611	9%
China	22,919	26,912	17%	3,218	3,184	-1%	26,137	30,096	15%
Vietnam	16,676	12,111	-27%	2,293	3,349	46%	18,969	15,460	-18%
Others	21,010	27,838	32%	6,032	6,725	11%	27,042	34,563	28%
Total	96,982	104,381	8%	19,794	21,589	9%	116,776	125,970	8%
'		_	'		_			_	
% of Total Sales	83%	83%		17%	17%		100%	100%	



# **2Q17: Consolidated Sales by Products**

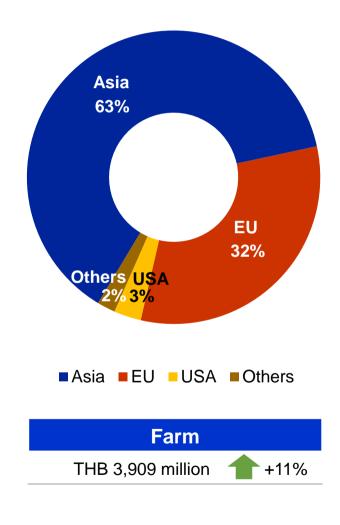
Sales Breakdown by Products													
		Feed			Farm			Food		Total			
		2Q16	2Q17	%Change	2Q16	2Q17	%Change	2Q16	2Q17	%Change	2Q16	2Q17	%Change
Thailand		11,884	13,010	9%	22,215	21,495	-3%	10,529	11,346	8%	44,628	45,851	3%
	Domestic	11,857	12,946	9%	20,261	19,323	-5%	5,522	5,971	8%	37,640	38,240	2%
	Export	27	64	137%	1,954	2,172	11%	5,007	5,375	7%	6,988	7,611	9%
China		25,738	27,119	5%	29	450	1452%	370	2,527	583%	26,137	30,096	15%
Vietnam		7,698	7,443	-3%	10,851	7,557	-30%	420	460	10%	18,969	15,460	-18%
Others		10,756	10,541	-2%	14,777	15,568	5%	1,509	8,454	460%	27,042	34,563	28%
То	tal	56,076	58,113	4%	47,872	45,070	-6%	12,828	22,787	78%	116,776	125,970	8%

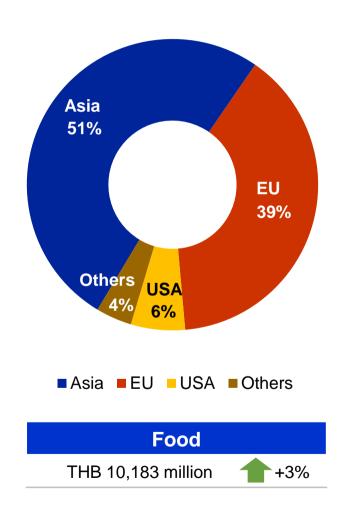
**Appendix E: Export Destination** 





## **1H17: Thailand Operations – Export Destination**





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



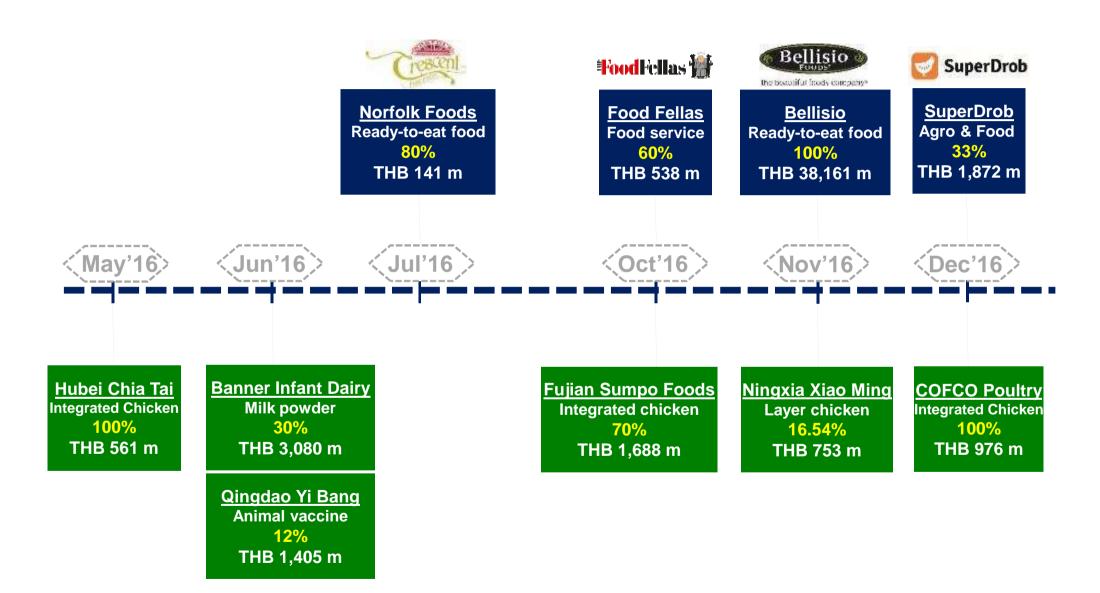
# **Group of CPP's Associate Companies & Joint Ventures**

As of December 31, 2016

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.	Prodcution 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 G: Y2016 M&A Activities** 



"This presentation contains some information from other sources, that CPF does not make any representations regarding the use, validity, accuracy, or reliability of, or the results of the use of information, data but not limited to, all text, and images ("the Content") on this presentation. Some content may contain forward-looking statements, that based on management's view upon the information currently available to us. These statement are subject to certain risks and uncertainties that could cause the actual results materially differed from what had been previously stated.

The Content and the Forward-looking statements state within this presentation only as the date they made.

The Company undertakes no responsibility on the change after that date stated herein."

The material set forth herein is for informational purposes only. It should not be construed, as an offer of securities for sale.

### **Investor Relations Office**

#### Charoen Pokphand Foods Public Company Limited

313 C.P.Tower Building, 26th Floor, Silom Road, Bangrak, Bangkok 10500, Thailand

Tel. Ms.Kobboon S. (662) 625-8353 / Mr.Warrawut S. (662) 625-8355 / Mr.Savin W. (662) 625-8397 / Ms.Dararat U. (662) 625-8351

Fax.(662) 638-2942

#### www.cpfworldwide.com

Email: kobboon@cpf.co.th / warrawut@cpf.co.th / savin.won@cpf.co.th / dararat.ura@cpf.co.th