



# GFPT

## IR NEWSLETTER

Issue **03**  
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### A summary of the key operational matters and events for 2Q2020

GFPT Group had total revenue from sales of THB 3,321.06 million in 2Q2020, representing a decrease of THB 1,025.54 million or 23.59% down from 2Q2019 mainly from lower revenue of chicken processing business which decreased by THB 811.14 million or 37.48% down comparing to 2Q2019 mainly from lower revenue from direct export processed chicken products.

The consolidated gross profit was THB 474.83 million in 2Q2020, decreased by THB 127.99 million or 21.23% down from 2Q2019 from decreasing in total revenue from sales. The consolidated gross profit margin contributed of 14.30% in 2Q2020, slightly increased from 13.87% in 2Q2019.

The participating profit from associates was THB 84.96 million in 2Q2020, increased by THB 11.44 million or 15.57% up comparing to 2Q2019. In addition, the consolidated EBITDA in 2Q2020 was THB 614.59 million, decreased by THB 157.27 million or 20.38% down from 2Q2019.

Finally, consolidated net profit in 2Q2020 accounted for THB 222.96 million or equal to EPS of THB 0.18 per share, decreased by THB 118.54 million or 34.71% down from 2Q2019. For capital structure of the Group, as at June 30, 2020, the consolidated debt to equity ratio was 0.43 time and the consolidated net debt to equity ratio was considerably low at 0.25 time.





# OVERALL FINANCIAL PERFORMANCE

AND REVENUE BREAKDOWN BY SEGMENT

## Chicken Processing Segment:

Revenue from chicken processing segment in 2Q2020 consisted of revenue from direct export cooked chicken products and fresh frozen chicken meat, indirect export of chicken meat, and domestic sales of chicken parts, represented 40.75% of revenue from sales, amounting THB 1,353.24 million, decreased by THB 811.14 million or 37.48% down from 2Q2019 mainly from decreasing in revenue from direct export processed chicken products.

The Company's total export of chicken products for 2Q2020 was 6,100 metric tons, decreased by 3,200 metric tons or 34.41% down from 2Q2019 mostly from decreasing in export volume of processed chicken to the European Union.

## Feed Segment:

Revenue from feed segment in 2Q2020 consisted of revenue from animal feed, aqua feed, and shrimp feed, represented 22.91% of revenue from sales, amounting THB 761.00 million, increased by THB 4.70 million or 0.62% up from 2Q2019.

Revenue from feed segment mostly increased from higher revenue from aqua feed which increased by 19.39%.

## Farm Segment:

Revenue from farm segment consisted of revenue from selling live broilers to GFN, our joint venture, and selling day-old-chicks to both international and domestic market, represented 31.43% of revenue from sales in 2Q2020.

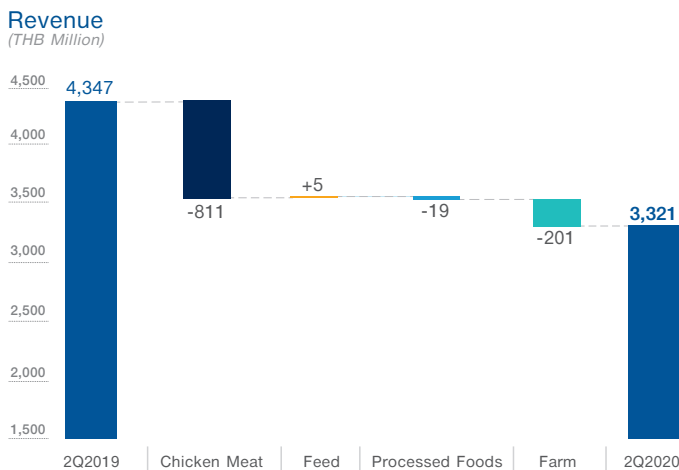
Revenue from farm segment was THB 1,043.70 million, decreased by THB 200.54 million or 16.12% down from 2Q2019 mainly from lower revenue from selling live broilers.

## Processed Food Segment:

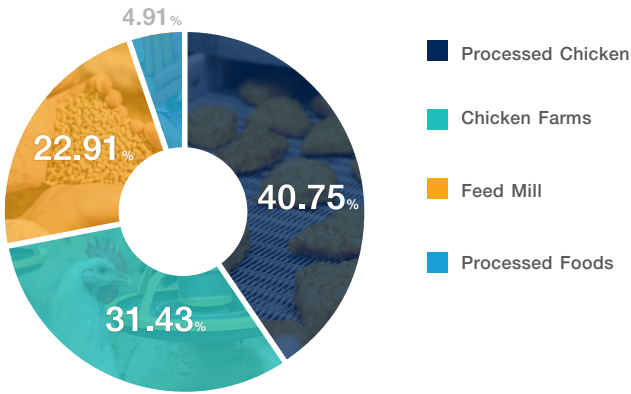
Revenue from processed food business consisted of chicken sausage, and other processed chicken products for domestic market, represented 4.91% of revenue from sales. In 2Q2020, the revenue from processed food was THB 163.12 million, decreased by THB 18.56 million, or 10.22% down from 2Q2019.

Revenue from processed food segment in 2Q2020 decreased from lower sales volume and selling price of processed food which decreased by 5.12% and 5.43%, respectively, comparing to 2Q2019.

Revenue breakdown by business segment



Income structure by business segment in 2Q2020



# OVERALL FINANCIAL PERFORMANCE

AND PROFITABILITY

## Cost of Sale and Gross Profit

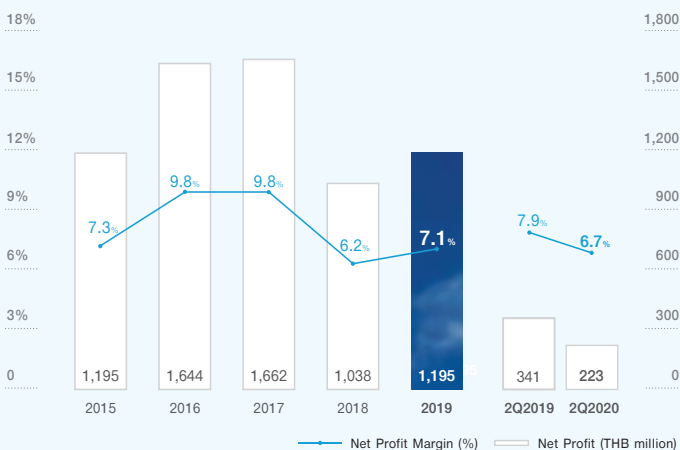
Cost of sales for 2Q2020 was THB 2,846.23 million, decreased by THB 897.55 million or 23.97% down from 2Q2019 while gross profit in 2Q2020 was THB 474.83 million, dropped by THB 127.99 million or 21.23% down from 2Q2019 primarily from lower revenue from sales.

Cost of sales for 2Q2020 contributed of 85.70% of revenue from sales, slightly decreased from 86.13% in 2Q2019 while gross profit margin contributed about 14.30% in 2Q2020, slightly increased from 13.87% in 2Q2019.

## Share of Profit from Associated Company

The consolidated share of profit from associated companies based on the equity method in 2Q2020 was THB 84.96 million, increased by THB 11.44 million, or 15.57% up from 2Q2019 mainly from profit contributed from McKey Food Services (Thailand) Limited (McKey) was THB 77.02 million, increased by THB 13.46 million or 21.18% up from 2Q2019. Nevertheless, profit contributed from GFPT Nichirei (Thailand) Company Limited (GFN) was THB 7.36 million, decreased by THB 3.70 million or 33.44% down comparing to 2Q2019.

## Revenue from Sales & Net Profit Margin



## Net Profit

The consolidated net profit in 2Q2020 was THB 222.96 million, decreased in amount of THB 118.54 million or 34.71% down from THB 341.50 million in 2Q2019. The EPS of 2Q2020 was THB 0.18 per share. The decrease in consolidated net profit was primarily driven from lower revenue from sales comparing to 2Q2019. The consolidated net profit margin in 2Q2020 was 6.71% of revenue from sales, decreased from 7.86% in 2Q2019.



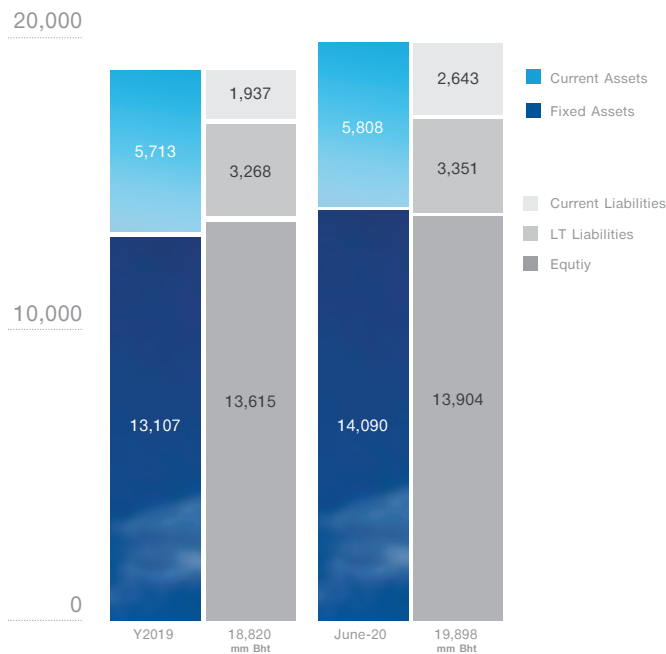
# FINANCIAL POSITION<sup>1</sup>

## Asset

For the consolidated financial statements as of June 30, 2020, total assets of the GFPT Group equal to THB 19,897.52 million including THB 5,807.83 million (29.19% of total assets) in current assets, THB 9,457.67 million (47.53% of total assets) in property, plant and equipment (PP&E), THB 3,074.39 million (15.45% of total assets) in investments in associated companies, THB 549.52 million (2.76% of total assets) in grandparent chicken and parent chicken and THB 1,008.11 million (5.07% of total assets) in investment in property and other non-current assets.

Total assets as at June 30, 2020 increased in amount of THB 1,077.43 million or 5.72% up from December 31, 2019 from an increase in cash and cash equivalent of THB 777.02 million and an increase in PP&E of THB 419.61 million.

### Financial Position



## Liabilities

As at June 30, 2020, total liabilities of the Company and its subsidiaries was THB 5,993.49 million comprising of current liabilities of THB 2,642.56 million (44.09% of total liabilities), long-term loans from related persons of THB 2,320.00 million (38.71% of total liabilities), provision for employees benefit of THB 558.65 million (9.32% of total liabilities), deferred rental income of THB 102.17 million (1.70% of total liabilities), lease liabilities of THB 355.75 million (5.94% of total liabilities), and other non-current liabilities of THB 14.36 million (0.24% of total liabilities).

The total liabilities as at June 30, 2020 increased by THB 788.44 million or 15.15% up from December 31, 2019 primarily from trade and other payables increased in amount of THB 385.60 million and current portion of long-term loans from related persons increased in amount of THB 393.00 million. However, long-term loans from related persons decreased in amount of THB 274.40 million. All short-term and long-term loans of the Group are in THB currency only, thus; The Company has no exposure in foreign currency borrowings.

## Shareholders' Equity

As at June 30, 2020, the consolidated shareholders' equity in amount of THB 13,904.03 million, an increase of THB 288.99 million or 2.12% up from December 31, 2019; primarily from the increase in retained earnings in amount of THB 294.31 million. The consolidated book value as at June 30, 2020 was THB 11.09 per share, slightly increased from THB 10.86 per share as at December 31, 2019.





## IR Activities 2Q2020

On 12 May 2020, the Company held Analyst Meeting No. 2 at GFPT Tower to explain on year 2020 operating performance, the business outlook and Q&A. There were 23 analysts attending the meeting.

To download presentation document of Analyst Meeting, please visit our website:

[http://www.gfpt.co.th/ir\\_slide.php?lang=en](http://www.gfpt.co.th/ir_slide.php?lang=en)

## GFPT Profile

CG Score 2019	:  (Excellent)
Industry / Sector	: Agro & Food Industry / Agribusiness
Closed Price	: 13.30 Baht per share (31/7/2020)
Share Outstanding	: 1,253.82 million shares (1.00 Baht per share)
Market Cap	: THB 16.68 billion
%Free Float	: 46.92%
%Foreign Holding	: 14.33% (49.00%)
Dividend Policy	: Not more than 50% of net profit of Company's separate financial statement after deductions of any reserved portion required

## Top 10 Major Shareholders (10 March 2020)

1. Sirimongkolkasem Family	53.08%
2. THAI NVDR CO., LTD.	5.69%
3. NICHIREI FOODS INC.	4.52%
4. Ms. Wonngarm Kittanamongkolchai	3.19%
5. Mr. Anucha Kittanamongkolchai	2.01%
6. STATE STREET EUROPE LIMITED	1.97%
7. Mrs. Piangjai Chayawiwatkul	1.60%
8. Mr. Kongphob Limsong	1.60%
9. SE ASIA UK (TYPE C) NOMINEES LIMITED	1.25%
10. NORTRUST NOMINEES LTD-CL AC	0.80%



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previous issues of GFPT IR Newsletter can be downloaded at  
[http://www.gfpt.co.th/ir\\_newsletter.php](http://www.gfpt.co.th/ir_newsletter.php)



Financial statement and management discussion and analysis are available for download at  
[http://www.gfpt.co.th/ir\\_downloads.php?lang=en](http://www.gfpt.co.th/ir_downloads.php?lang=en)



Can also view Analyst Meeting and IR Present No.3 / 2020 information via the webcast at  
[http://www.gfpt.co.th/ir\\_slide.php?lang=en](http://www.gfpt.co.th/ir_slide.php?lang=en)

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