



GFPT

IR NEWSLETTER

Issue **01**
February 2020

A summary of the key operational matters and events for the year 2019

GFPT Group had total revenue from sales of THB 16,863.74 million in 2019, representing an increase of THB 216.72 million 1.30% up from 2018 mainly from revenue from chicken processing segment increased by THB 327.35 million or 4.34% up from 2018.

The consolidated gross profit in 2019 was THB 2,420.27 million, rose by THB 36.81 million or 1.54% up from 2018 predominantly from higher revenue from sales. The consolidated gross profit margin contributed of 14.35% in 2019, slightly increased from 14.32% in 2018.

The participating profit from associates was THB 255.90 million, increased by THB 184.77 million, or 259.78% up from 2018. In addition, the consolidated EBITDA in 2019 was THB 2,859.82 million, increased by THB 201.07 million or 7.56% up from 2018.

In accordance with all reasons above, consolidated net profit in 2019 accounted for THB 1,195.45 million or equal to EPS of THB 0.95 per share, 15.17% up from 2018. For capital structure of the Group, as at December 31, 2019, the consolidated debt to equity ratio was relatively low at 0.38 time and net debt to equity ratio of the Company was considerably low at 0.25 time.



OVERALL FINANCIAL PERFORMANCE¹

AND REVENUE BREAKDOWN BY SEGMENT

Chicken Processing Segment:

Revenue from chicken processing segment in 2019 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 46.69% of consolidated revenue from sales amounting THB 7,872.79 million, increased by THB 327.35 million or 4.34% up from 2018 due to higher sales volume of indirect export of chicken meat and higher selling price of chicken parts for domestic market.

Additionally, the Company's total export of chicken products was 34,400 metric tons, a growth of 1,700 metric tons or 5.20% up from 2018 mostly from increasing in export volume of fresh frozen chicken products to China.

Feed Segment:

Revenue from feed segment in 2019 consisted of revenue from animal feed, fish feed, and shrimp feed, represented 18.81% of consolidated revenue, amounting THB 3,171.95 million, increased by THB 42.94 million or 1.37% up from 2018.

The revenue from feed business increased mostly from revenue from fish feed which increased by 17.20% comparing to 2018 from higher sales volume of fish feed. Furthermore, revenue from shrimp feed increased by 9.06% comparing to 2018 from higher selling price of shrimp feed. However, revenue from animal feed dropped by 4.95% from 2018 mainly from lower sales volume of animal feed.

Farm Segment:

Revenue from farm segment in 2019 consisted of revenue from live broilers sales to GFN (our joint venture) and selling day-old-chicks to both international and domestic market, represented 30.17% of consolidated revenue, amounting THB 5,088.53 million, decreased by THB 175.60 million or 3.34% down from 2018.

Revenue from selling live broilers to GFN in 2019 declined by 9.34% comparing to 2018 mostly from lower sales volume and selling price of live broilers.

Processed Foods Segment:

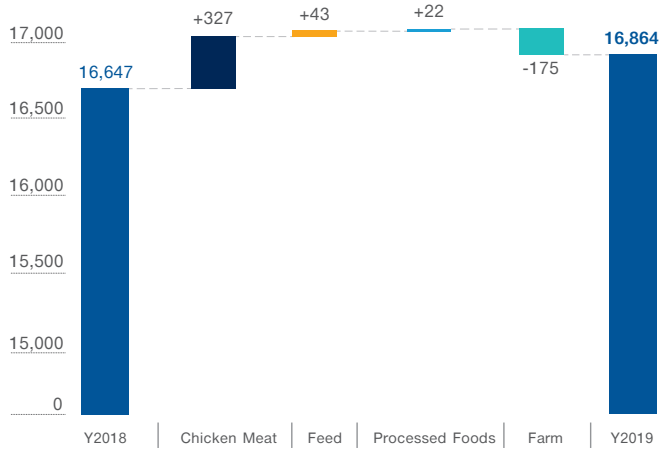
Revenue from processed foods segment in 2019 consisted of chicken sausage, and other processed chicken products for domestic market, represented 4.33% of consolidated revenue. In 2019, the revenue from processed foods was THB 730.47 million, increased by THB 22.03 million, or 3.11% up from 2018.

Revenue from processed foods segment in 2019 increased from higher selling price of processed foods for domestic market which improved by 9.90% comparing to 2018.

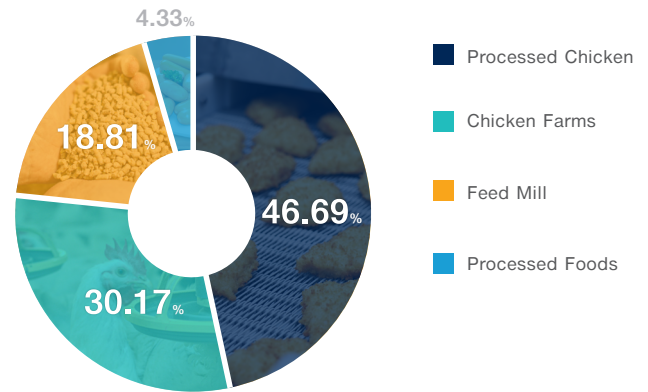
Revenue breakdown by business segment

Revenue

(THB Million)



Income structure by business segment in Y2019



OVERALL FINANCIAL PERFORMANCE

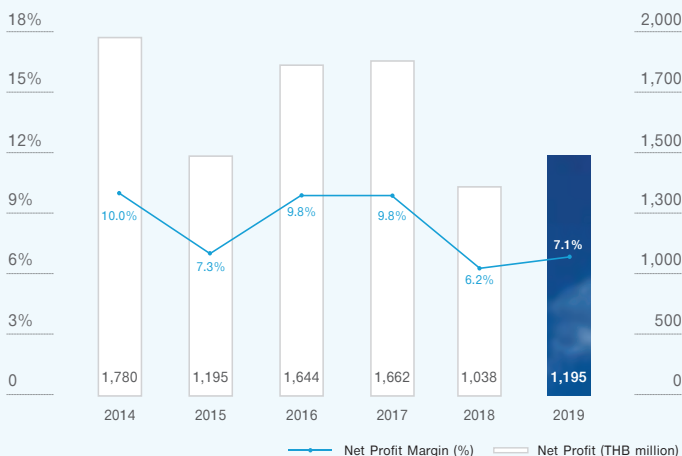
AND PROFITABILITY

Cost of Sale and Gross Profit

Cost of sales for 2019 was THB 14,443.47 million, increased by THB 179.91 million or 1.26% up from 2018 while gross profit in 2019 was THB 2,420.27 million, rose by THB 36.81 million or 1.54% up from 2018 primarily from higher revenue from sales.

Consequently, cost of sales for 2019 contributed of 85.65% of total sales, slightly decreased from 85.68% in 2018 while gross profit margin contributed of 14.35% in 2019, slightly increased from 14.32% in 2018.

Revenue from Sales & Net Profit Margin



Share of Profit from Associated Company

The consolidated share of profit from associated companies based on the equity method in 2019 was THB 255.90 million, increased by THB 184.77 million, or 259.78% up from 2018 mainly from McKey's profit contribution was THB 253.39 million, rose by THB 111.29 million or 78.31% up from 2018 due to higher production capacity of cooked chicken products from new IR further processing factory.

Furthermore, GFN's profit contribution was THB 2.51 million, increased by THB 73.49 million or 103.54% up comparing to 2018 due to higher selling price of chicken parts for domestic market.

Net Profit

The consolidated net profit in 2019 was THB 1,195.45 million, increased in amount of THB 157.48 million or 15.17% up from THB 1,037.97 million in 2018. The EPS of 2019 was THB 0.95 per share. The increase in consolidated net profit was primarily driven from higher revenue from sales and higher share of profit from associated companies comparing to 2018. The consolidated net profit margin in 2019 was 7.09% of net sales, increased from 6.24% in 2018.

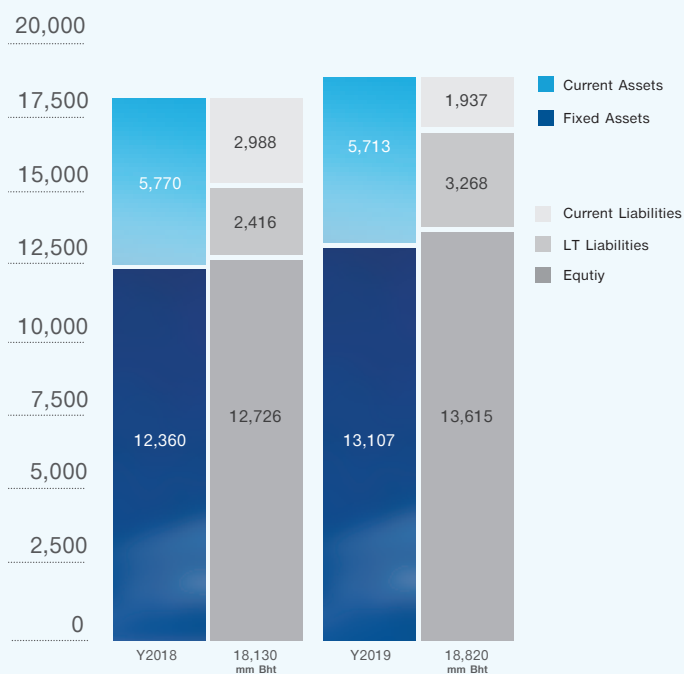
Financial Position

Asset

For the consolidated financial position as of December 31, 2019, total assets of GFPT Group equal to THB 18,820.10 million including THB 5,713.54 million (30.36% of total assets) in current assets, THB 9,038.06 million (48.02% of total assets) in property, plant and equipment (PP&E), THB 2,891.82 million (15.37% of total assets) in investments in associated companies, THB 538.29 million (2.86% of total assets) in grandparent chicken and parent chicken and THB 638.38 million (3.39% of total assets) in investment in property and other assets.

Total assets as at December 31, 2019 increased in amount of THB 690.43 million or 3.81% up from December 31, 2018 from an increase in PP&E of THB 590.91 million and increase in investments in associates of THB 204.30 million. In 2019, the consolidated return on asset was 6.47% times, higher than 2018 at 5.86%.

Financial Position



Liability

As at December 31, 2019, total liabilities of the Company and its subsidiaries was THB 5,205.05 million comprising of current liabilities of THB 1,937.02 million (37.21% of total liabilities), long-term loans from related persons of THB 2,594.40 million (49.84% of total liabilities), provision for employees benefit of THB 551.45 million (10.59% of total liabilities), advance received for rental income of THB 106.76 million (2.05% of total liabilities), and other non-current liabilities of THB 15.43 million (0.30% of total liabilities).

The total liabilities as at December 31, 2019 decreased by THB 198.42 million or 3.67% down from December 31, 2018 primarily from short-term loans from financial institutions decreased in amount of THB 550.00 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. The consolidated interest-bearing liabilities as at December 31, 2019 were THB 3,424.40 million (65.79% of total liabilities).

In 2019, trade and other payables of the Company and its subsidiaries was THB 982.01 million, decreased in amount of THB 161.40 million or 14.12% down from 2018. In 2019, account payable turnover was 17.94 times, slightly decreased from 2018 at 18.03 times. The consolidated average payment period in 2019 was 20 days, remained the same as 2018.

Shareholders' Equity

As at December 31, 2019, the consolidated shareholders' equity in amount of THB 13,615.04 million, increased by THB 888.85 million or 6.98% up from December 31, 2018; primarily from the increase in retained earnings in amount of THB 882.04 million. The consolidated book value as at December 31, 2019 was THB 10.86 per share, slightly increased from THB 10.15 per share in 2018.



IR Activities 4Q2019

On 11 November 2019, the Company held Analyst Meeting No. 4 at GFPT Tower to explain on 3Q2019 operating performance, the business outlook and Q&A. There were 26 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

GFPT Profile

CG Score 2019	:  (Excellent)
Industry / Sector	: Agro & Food Industry / Agribusiness
Closed Price	: 12.30 Baht per share (30/12/2019)
Share Outstanding	: 1,253.82 million shares (1.00 Baht per share)
Market Cap	: THB 15.42 billion
%Free Float	: 45.99%
%Foreign Holding	: 16.04% (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 (7 March 2019)

1. Sirimongkolkasem Family	54.01%
2. THAI NVDR CO., LTD.	5.77%
3. NICHIREI FOODS INC.	4.52%
4. Ms. Wonngarm Kittanamongkolchai	3.19%
5. STATE STREET EUROPE LIMITED	2.12%
6. Mr. Kongphob Limsong	1.60%
7. Mrs. Piangjai Chayawiwatkul	1.60%
8. SE ASIA UK (TYPE C) NOMINEES LIMITED	1.36%
9. Mr. Anucha Kittanamongkolchai	1.01%
10. NORTRUST NOMINEES LTD-CL AC	0.90%



GFPT Public Company Limited

312 Rama 2 Road, Bangmod, Jomthong, Bangkok 10150

www.gfpt.co.th

GFPT INVESTOR RELATIONS DEPARTMENT



0 2473 8017



ir@gfpt.co.th

previous issues of GFPT IR Newsletter can be downloaded at

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

Disclaimer

This document was prepared by GFPT Public Company Limited (“the Company”) for informative purpose only. It should not be taken as an offer of securities for sale. You should not make any investment decision based on any information on this document.

The Company undertakes no responsibility on changes after that date stated herein. This presentation may include forward-looking statements representing expectations about future events or anticipated result based on factors such as economic scenario, market conditions and expected future events, over many of which the Company has no control.

These statements include projections of economic growth, as well as information about competitive position, the regulatory environment, potential opportunities for growth and other matters.

In addition, the content and forward-looking statements state within this document only as the date they made. Several factors may adversely affect the estimates and assumptions on which these statements are based.