



Q2 Y2018

Results Presentation

23 August 2018

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This presentation contains forward-looking statements that may be identified by use of words such as “anticipates,” “hopes,” “expects,” “estimates,” “intends,” “projects,” “plans,” “predicts,” “projects,” “aims” or other similar expressions that are used to identify such statements. Forward-looking statements are based on certain assumptions and expectations of future events. No guarantee nor assurance is made that these assumptions and expectations are accurate or will be realized. Such forward-looking statements should be considered with caution, since actual results may differ materially from those expressed or implied by such statements. Among the factors that may cause actual results and experiences to differ from anticipated results and expectations expressed in such forward-looking statements are the following: (i) the effect of, or changes in, general economic conditions of Thailand and other major trading countries such as GDP growth rate, interest rate, foreign exchange rate, import/export restriction, labor wage, and unemployment rate; (ii) fluctuations in cost and availability of inputs and raw materials, such as feed grains (including corn and soybean meal); (iii) market conditions for finished products, including competition from other global and domestic food processors, changes in domestic and international demand of chicken products and alternative protein products, supply and pricing of competing products and alternative proteins, and changes in consumer preference and diets; (iv) outbreak of a livestock disease such as avian influenza (AI), which could have an adverse effect on livestock we own, the availability of livestock we purchase, consumer perception of certain protein products or our ability to access certain domestic and foreign markets; (v) issues related to food safety, including costs resulting from product recalls, regulatory compliance and any related claims or litigation; (vi) impacts on our operations caused by factors and forces beyond our control, such as political uncertainty, changes in government and public policy, riot, natural disasters, fire, flood, bioterrorism, pandemics or extreme weather; (vii) compliance with and changes to regulations and laws (both domestic and foreign), including changes in accounting standards, tax laws, environmental laws, agricultural laws and occupational, health and safety laws. and (viii) those factors listed under “Risk Factors” included in our Annual Report or 56-1 Report for the period ended 30 June 2018. However, factors that may affect the performance are not limited to those listed above. The Company undertakes no obligation to publicly update, amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, new information, future events or otherwise.

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Agenda

- GFPT Profile
- 2Q2018 Financial Results
- Broiler Industry Outlook
- 2018 Guidance
- Q&A
- Appendix:
 - Key Statistics





- ❖ GFPT Public Company Limited (TB:GFPT), founded in 1981 with headquarters in Bangkok, Thailand, is one of The Thailand's chicken processors and marketers.
- ❖ Company is specialized in fully vertical integrated chicken production starting from feed mill, grandparent breeder farm, parent breeder farm, broiler farm, chicken processing plant, and further processing plant.
- ❖ GFPT produces a wide variety of agricultural product including: animal feed, aqua feed, live broiler, chicken meat, chicken-based and prepared food products. GFPT provides products and services to customers throughout Thailand and international markets.
- ❖ Through its Core Values and Code of Conduct, GFPT strives to operate with integrity and trust and is committed to creating value for its shareholders, customers, and employees.

GFPT'S VISION

“GFPT strives to be a leading chicken meat exporter with its fully vertical integrated chicken production”

MISSIONS

Quality

Enhance product quality to the international standards

Food Safety

Confidence through the traceability system

Innovation

New product development using modern technology

Expertise

Empowering people to become the expert

Satisfaction

Attention to the needs of customers


Alliance

Build strong relationship among partners for long term

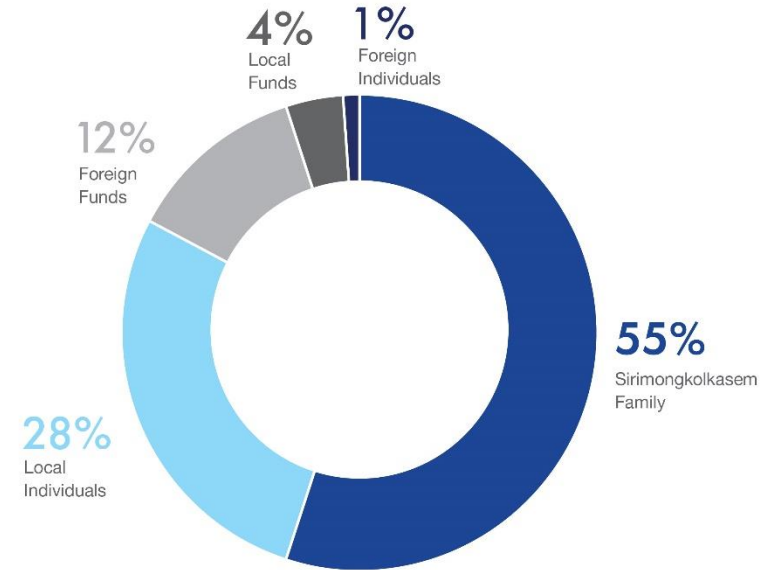
Responsibility

Build awareness and responsible to society



Symbol	GFPT
Industry / Sector	Agro & Food Industry / Agribusiness
2017 CG Score	 Excellent [90 – 100 CG Report Score]
Anti - Corruption	Certified to be a member of Collective Action Coalition: CAC
Closed Price	THB 13.70 per share (31/07/2018)
Average Price	THB 12.13 per share (2Q 2018)
52-week High/Low	20.80 / 11.20
Share Outstanding	1,253.82 million share @ 1 Baht per share (8,961 shareholders as of 14 Mar 2018)
Market Cap.	THB 17.18 billion
% Free Float	45.30%
% Foreign Shareholder	12.75% [Limit 49.00%]
Dividend Policy	Not more than 50% of net profit of Company's separated financial statement after deductions of any reserved portion required by law or the Company (with additional conditions)

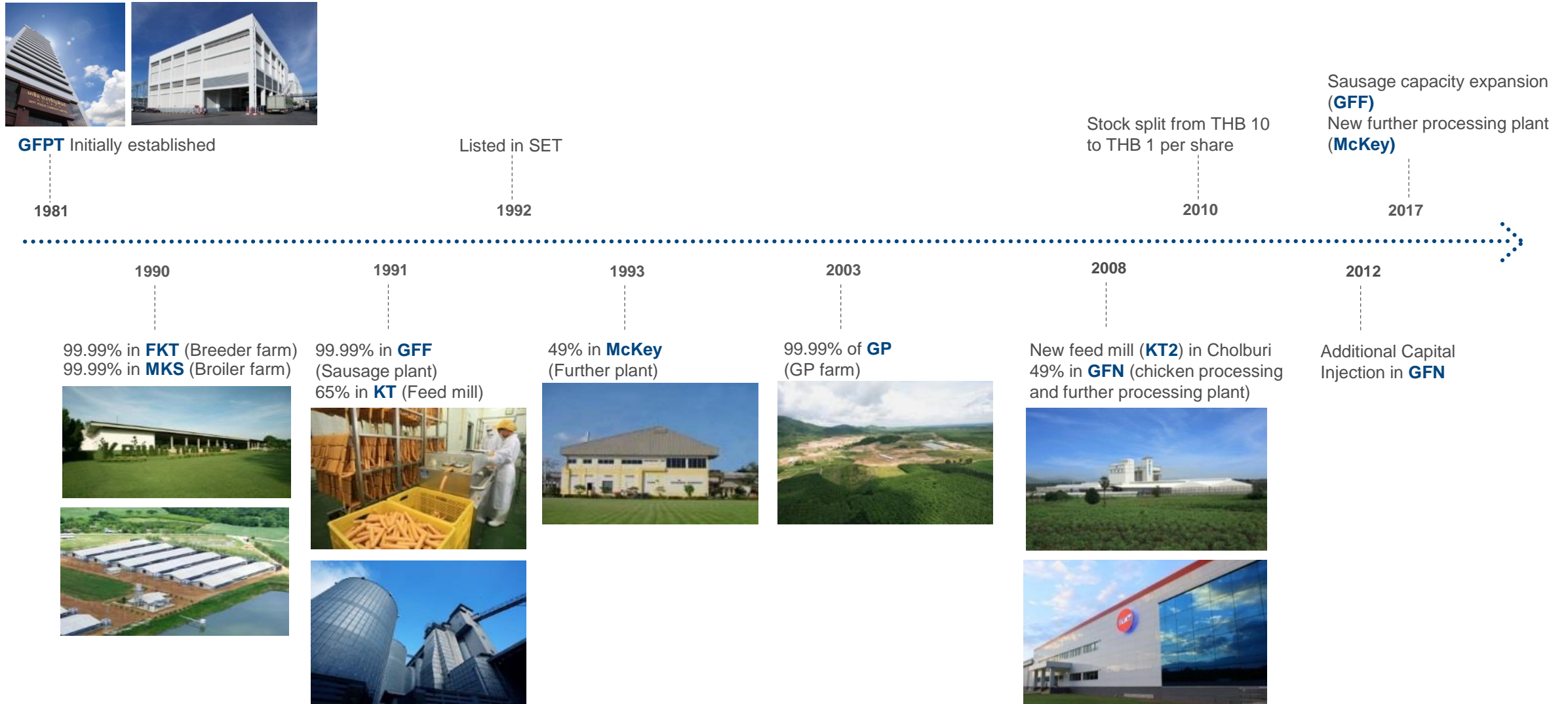
Shareholding Structure as of 14 Mar 2018



Top 5 Shareholders (as of 14 March 2018)

- | | | |
|----|---------------------------------|--------|
| 1) | Sirimongkolkasem Family | 54.70% |
| 2) | Nichirei Foods Inc. | 4.52% |
| 3) | Ms. Wonngarm Kittanamongkolchai | 3.19% |
| 4) | Thai NVDR Company Limited | 2.52% |
| 5) | Mr. Kongphob Limsong | 1.60% |

Timeline



Group Structure



GFPT

GFPT Public Company Limited
Chicken Evisceration and Processed Food

5 Subsidiaries

2 Joint Ventures



KT | 98.10%
Krungthai Food PCL.
Feed Mill and Breeder Farm



FKT | 99.99%
Krungthai Farm Co., Ltd.
Breeder Farm (PS Farm)



GFF | 99.99%
GF Foods Co., Ltd.
Processed Food



GP | 99.99%
GP Breeding Co., Ltd.
Primary Breeder Farm (GP Farm)



MKS | 99.99%
M.K.S. Farm Co., Ltd.
Broiler Farm



McKey | 49.00%
McKey Food Services (Thailand) Ltd.
Frozen Processed Food

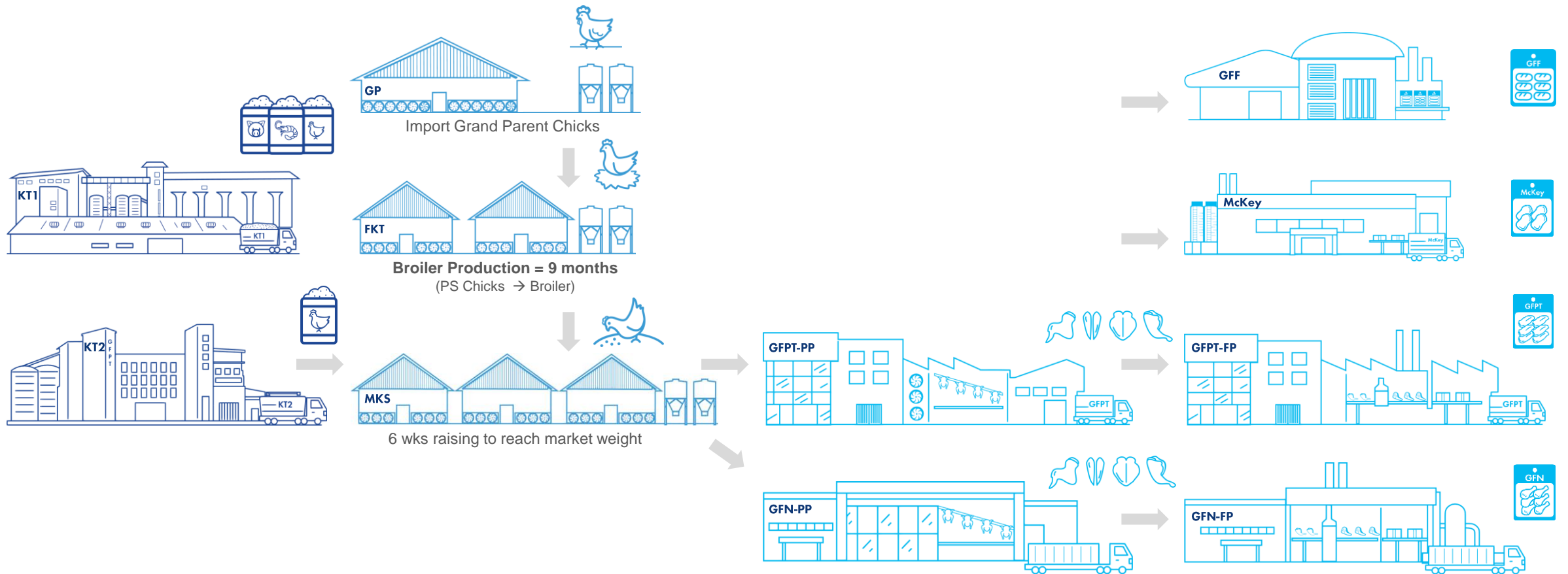
Keystone Foods Inc. [51%]



GFN | 49.00%
GFPT Nichirei (Thailand) Co., Ltd.
Chicken Evisceration and Processed Food

Nichirei Foods Inc. [51%]

GFPT Fully Vertical Integrated Chicken Production



Feed Mills

- ❖ **KT1:** Produce animal feed and aqua feed for domestic market
- ❖ **KT2:** Produce Broiler Feed for its own integration only

GFPT Group Farm

- ❖ 100% Company Own Farm Operation
- ❖ Animal welfare
- ❖ Bio-security
- ❖ Evaporative Cooling House

Primary Plants

- ❖ Chicken meat are sold to export market and OEM factory in Thailand
- ❖ By-products are sold in domestic market

Sausage Plant

- ❖ Sausages are sold in domestic market under GFF Brand

Further Plants

- ❖ Cooked products are sold to international markets (JP, EU, and others)

Product Line



FEED



Animal Feed [Pig, Layer Hen, Duck, Cow, etc.]



Fish Feed



Shrimp Feed

FARM



Day-old-Chick



Live Broiler

FOOD



Chicken Parts and Meat [Bone-in, Boneless, Cut-up, Marinated]



Cooked Product [Fully Cooked, Par-fried, Breaded, Steamed, Roasted]

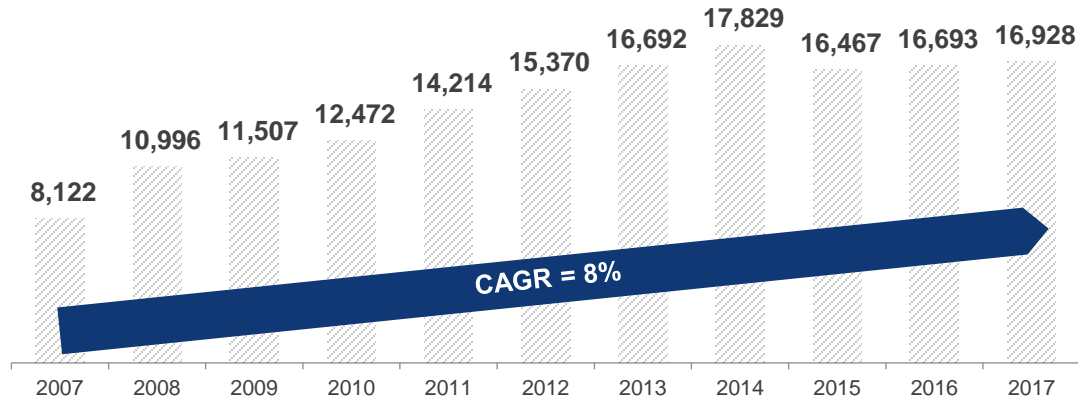


Processed Food [Sausage, Smoke Sausage, Chicken Meatballs]

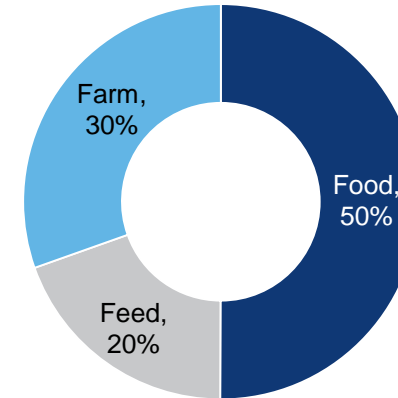
2017 Snapshot



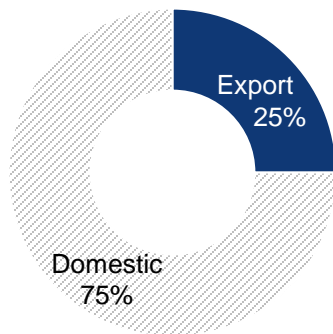
2017 Consolidated Revenue = THB 16.93 billion



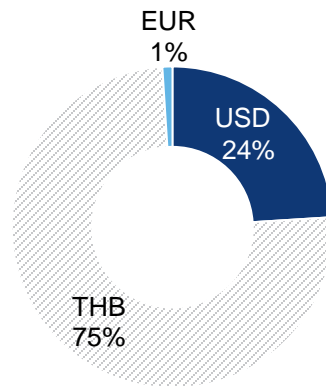
Revenue by Segment



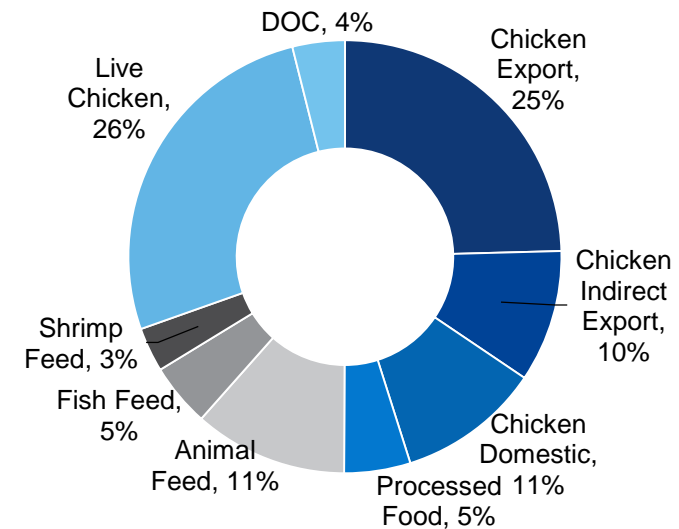
Revenue by Destination



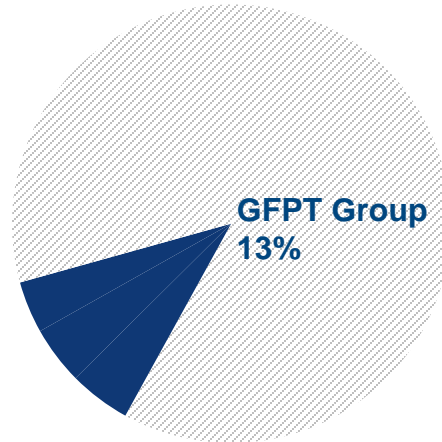
Revenue by Currency



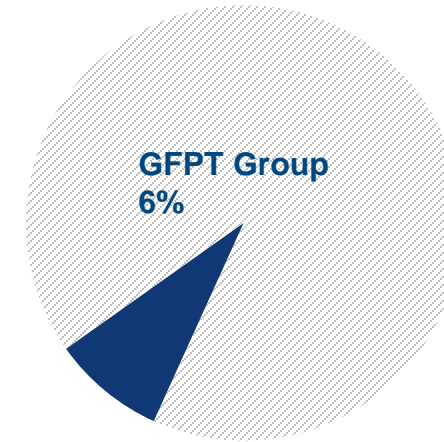
Revenue by Product



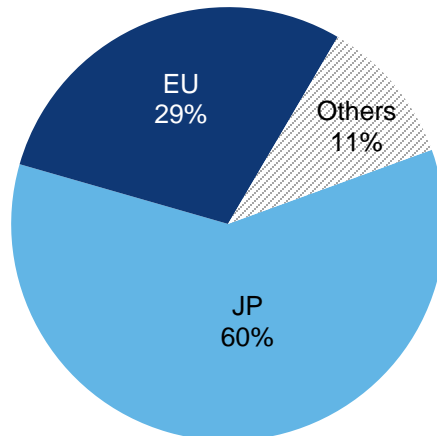
2nd in Thai Chicken Export



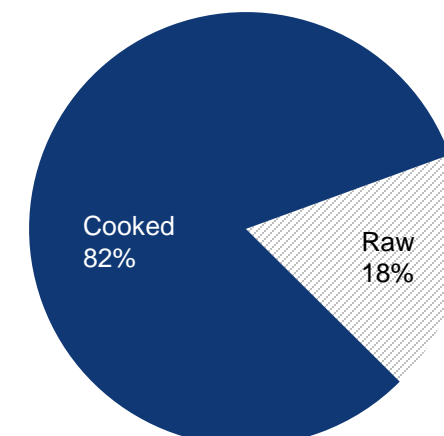
6th in Thai Chicken Production



Export by Destination



Export by Product Type



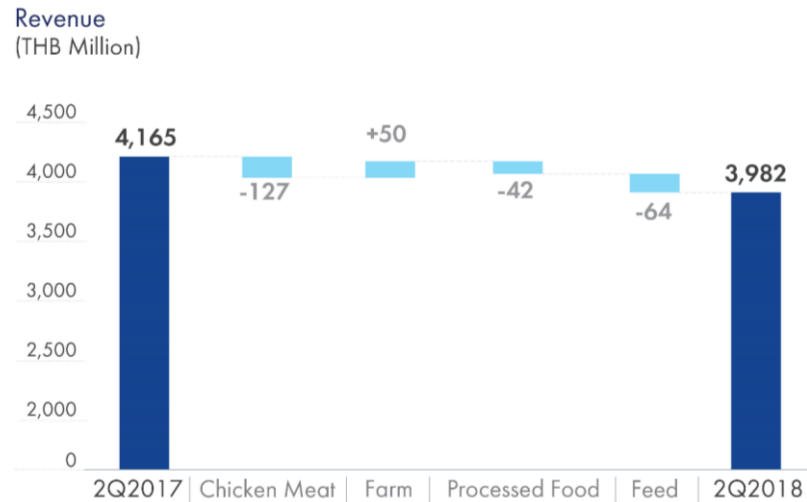
2Q2018

Financial Results

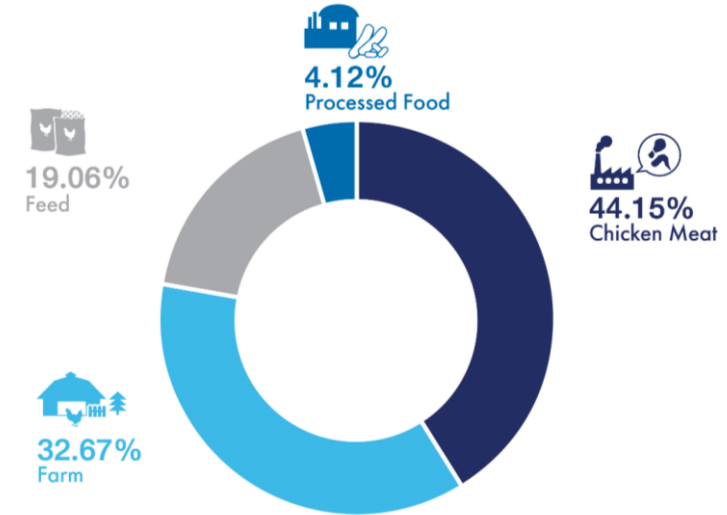
2Q2018 Financial Results



2Q2018 Consolidated Revenue = THB 3.98 billion



2Q2018 Revenue Breakdown by Segment



Business Segment of GFPT and its subsidiaries	2Q2018		2Q2017		Changes	
	THB million	%	THB million	%	THB million	%
Chicken Processing	1,758.03	44.15	1,884.82	45.25	(126.79)	(6.73)
Feed	758.87	19.06	823.01	19.76	(64.14)	(7.79)
Farm	1,301.17	32.67	1,250.93	30.03	50.24	4.02
Processed Food	164.25	4.12	206.43	4.96	(42.18)	(20.43)
Total Sales	3,982.32	100.00	4,165.19	100.00	(182.87)	(4.39)

2Q2018 Consolidated Income Statement



(Unit in THB million)	2Q2017	%Sales	2Q2018	%Sales	Change	% Change
Revenue from sales	4,165.19	100.00%	3,982.32	100.00%	(182.87)	(4.39%)
Cost of sales	(3,485.62)	(83.68%)	(3,394.53)	(85.24%)	(91.09)	(2.61%)
GROSS PROFIT	679.57	16.32%	587.79	14.76%	(91.78)	(13.51%)
Other income	87.67	2.10%	86.18	2.17%	(1.49)	(1.70%)
Selling expenses	(133.30)	(3.20%)	(124.88)	(3.14%)	(8.42)	(6.32%)
Administrative expenses	(186.34)	(4.47%)	(215.42)	(5.41%)	29.08	15.61%
Share of profit (loss) from associates	107.73	2.58%	(22.19)	(0.56%)	(129.92)	(120.60%)
Financial costs	(19.33)	(0.46%)	(20.10)	(0.50%)	0.77	4.01%
Profit before income taxes	536.00	12.87%	291.38	7.32%	(244.62)	(45.64%)
Income tax expenses	(40.03)	(7.47%) EBT	(76.67)	(26.31%) EBT	36.64	91.51%
Profit for the period	495.97	11.91%	214.71	5.39%	(281.26)	(56.71%)
Non-Controlling Interests	(2.24)	(0.06%)	(3.13)	(0.08%)	0.89	39.60%
Net profit for shareholder of GFPT	493.73	11.85%	211.58	5.31%	(282.15)	(57.15%)

	2Q17	2Q18
F/X Gain	14.92	14.40

	2Q17	2Q18
McKey	49.75	22.71
GFN	57.98	(44.90)

Share of Profit from Associates
McKey - higher operating cost in 2Q2018 from opening of new further processing factory.
GFN - lower selling price of chicken parts for domestic market.

6M2018 Consolidated Income Statement



(Unit in THB million)	6M2017	%Sales	6M2018	%Sales	Change	% Change
Revenue from sales	8,284.53	100.00%	7,940.82	100.00%	(343.71)	(4.15%)
Cost of sales	(6,975.58)	(84.20%)	(6,833.64)	(86.06%)	(141.94)	(2.03%)
GROSS PROFIT	1,308.95	15.80%	1,107.18	13.94%	(201.77)	(15.41%)
Other income	176.67	2.13%	151.27	1.90%	(25.40)	(14.38%)
Selling expenses	(263.73)	(3.18%)	(250.60)	(3.16%)	(13.13)	(4.98%)
Administrative expenses	(392.22)	(4.73%)	(416.05)	(5.24%)	23.83	6.07%
Share of profit (loss) from associates	190.00	2.29%	(66.92)	(0.84%)	(256.92)	(135.22%)
Financial costs	(39.73)	(0.48%)	(38.53)	(0.48%)	(1.20)	(3.01%)
Profit before income taxes	979.94	11.83%	486.35	6.12%	(493.59)	(50.37%)
Income tax expenses	(58.71)	(5.99%) EBT	(123.00)	(25.29%) EBT	64.29	109.50%
Profit for the period	921.23	11.12%	363.35	4.57%	(557.88)	(60.56%)
Non-Controlling Interests	(3.40)	(0.04%)	(5.85)	(0.07%)	2.45	72.08%
Net profit for shareholder of GFPT	917.83	11.08%	357.50	4.50%	(560.33)	(61.05%)

	6M17	6M18
F/X Gain	44.38	(16.62)

	6M17	6M18
McKey	114.91	34.58
GFN	75.09	(101.50)

Share of Profit from Associates

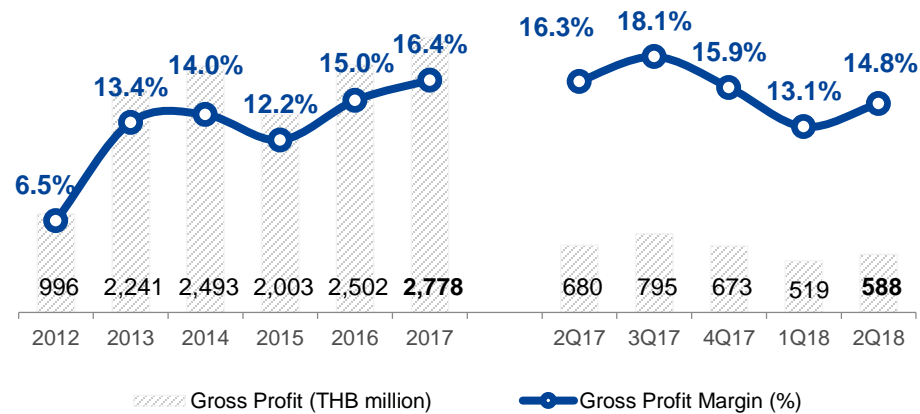
McKey - higher operating cost in 6M2018 from opening of new further processing factory.

GFN - lower selling price of chicken parts for domestic market.

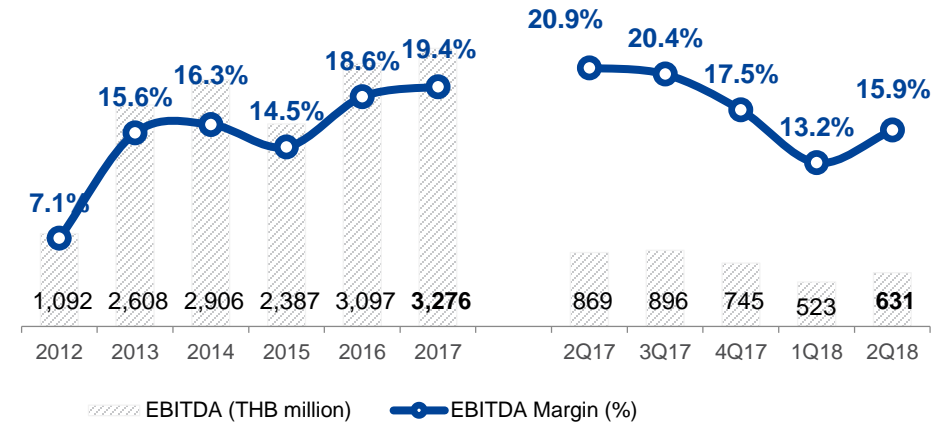
2Q2018 Financial Results



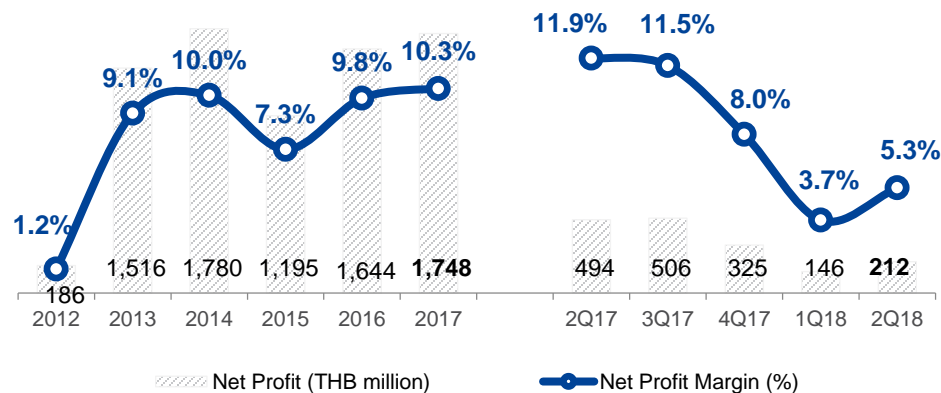
Gross Profit & GP Margin (%)



EBITDA & EBITDA Margin (%)



Net Profit & NP Margin (%)



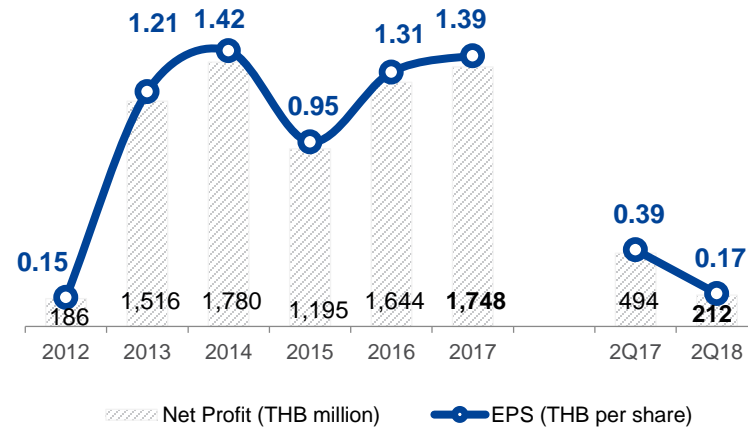
Note:

- Decrease in consolidated net profit was primarily driven from decreasing in revenue from sales and lower share of profit from associated companies.
- Consolidated EBITDA in 2Q2018 was THB 631.26 million, a decrease of THB 238.21 million or decreased by 27.40% from 2Q2017 from decreasing in revenue from sales.
- EBITDA margin in 2Q2018 was 15.85%, decreased from 20.87% in 2Q2017.

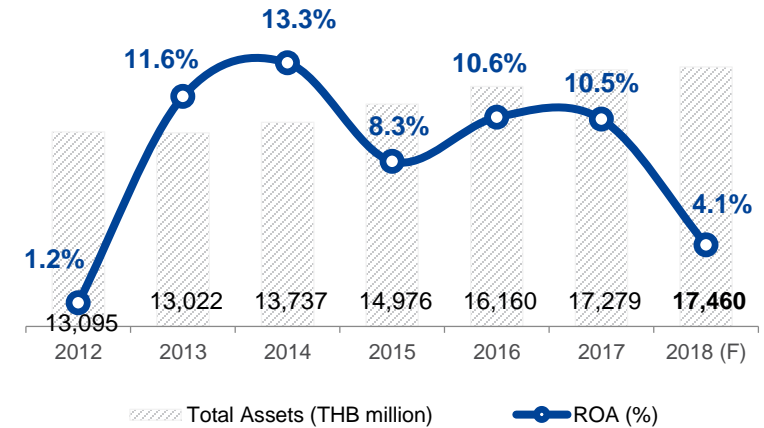
2Q2018 Financial Results



EPS (THB per share)

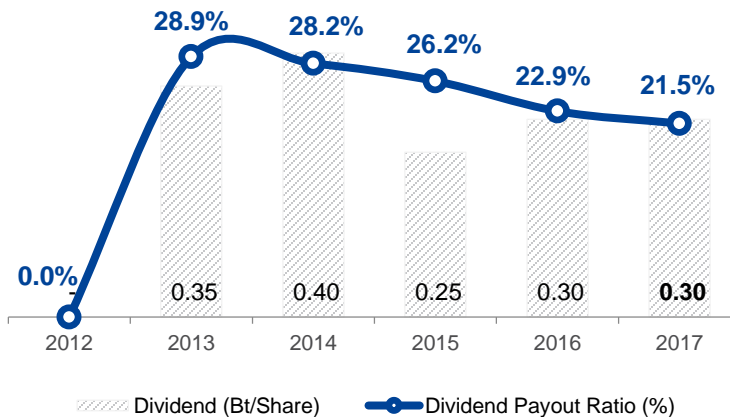


Return on Asset (%)

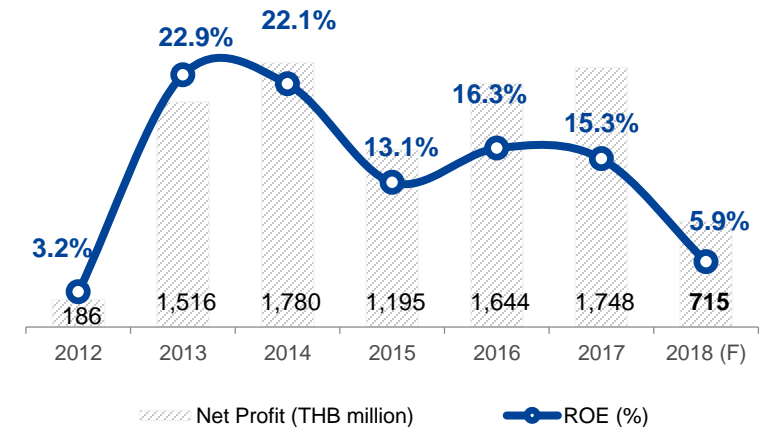


Remark: 2018 (F) figure is annualized based on 6M2018 data.

Dividend & Dividend Payout Ratio (%)



Return on Equity (%)



Remark: 2018 (F) figure is annualized based on 6M2018 data.

2Q2018 Consolidated Financial Position



Selected Items (Unit in THB million)	Y2017	Jun 18	Change	% Change
Cash and Cash Equivalents	736.26	1,292.93	556.67	75.61%
Trade and Other Receivables	1,013.27	997.19	(16.08)	(1.59%)
Inventories	3,608.19	3,169.58	(438.61)	(12.16%)
Other Current Assets	14.10	21.84	7.74	54.92%
TOTAL CURRENT ASSETS	5,371.82	5,481.54	109.72	2.04%
Investment in Associated Companies	2,671.77	2,555.85	(115.92)	(4.34%)
Biological Assets	477.04	490.38	13.34	2.80%
Investment Property	354.07	352.92	(1.15)	(0.32%)
Property, Plant and Equipment	8,017.76	8,212.52	194.76	2.43%
Deferred Tax Assets	297.63	280.17	(17.46)	(5.87%)
Other Non-Current Assets	89.31	86.80	(2.51)	(2.81%)
TOTAL NON-CURRENT ASSETS	11,907.58	11,978.64	71.06	0.60%
TOTAL ASSETS	17,279.40	17,460.18	180.78	1.05%

2Q2018 Consolidated Financial Position



Selected Items (Unit in THB million)	Y2017	Jun 18	Change	% Change
Short - Term Loans from Financial Institutions	1,650.00	1,610.00	(40.00)	(2.42%)
Short - Term Loans from Related Persons	160.00	160.00	-	-
Trade and Other Payables	924.02	1,086.52	162.50	17.59%
Current Portion of Long-Term Loans	66.70	284.00	217.30	325.79%
Other Current Liabilities	174.56	123.05	(51.51)	(29.51%)
TOTAL CURRENT LIABILITIES	2,975.28	3,263.57	288.29	9.69%
Long-Term Loans	1,700.00	1,600.00	(100.00)	(5.88%)
Employee benefit obligations	384.97	393.55	8.58	2.23%
Other Non-Current Liabilities	144.33	141.90	(2.43)	(1.68%)
TOTAL NON-CURRENT LIABILITIES	2,229.30	2,135.45	(93.85)	(4.21%)
TOTAL LIABILITIES	5,204.58	5,399.02	194.44	3.74%
TOTAL SHAREHOLDERS' EQUITY	12,074.82	12,061.16	(13.66)	(0.11%)
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	17,279.40	17,460.18	180.78	1.05%

2Q2018 Consolidated Financial Position

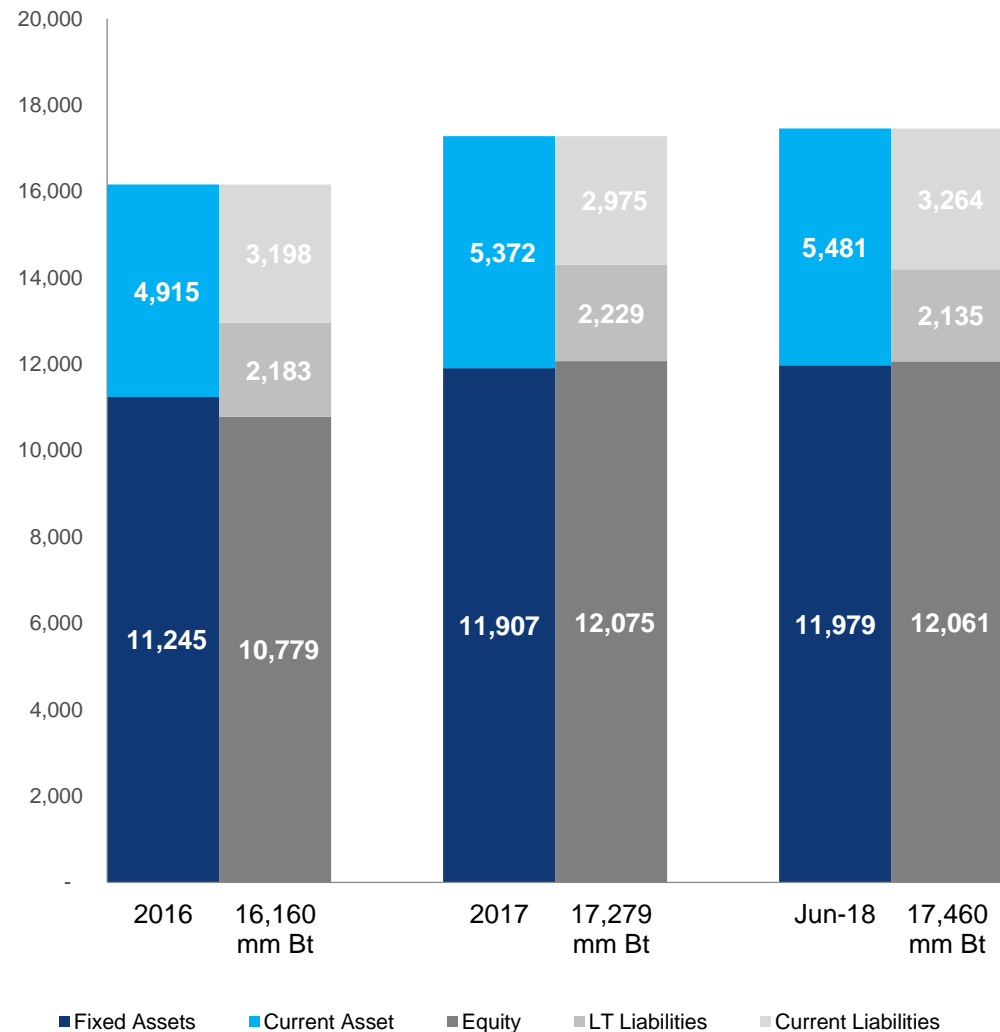


Selected Items (Unit in THB million)	2Q2017	2Q2018	Change	% Change
EBIT	555.33	311.48	(243.85)	(43.91%)
Depreciation - Grandparent & Parent Chickens	150.88	139.71	(11.17)	(7.40%)
Depreciation & Amortization	163.26	180.07	16.81	10.30%
EBITDA	869.47	631.26	(238.21)	(27.40%)
Net Cash from Operating Activities	1,620.40	1,500.24	(120.16)	(7.42%)
Net Cash in Investing Activities	(612.45)	(606.28)	(6.17)	(1.01%)
Net Cash in Financing Activities	(728.82)	(337.29)	(391.53)	(53.72%)
Increase in Cash	279.13	556.67	277.54	99.43%
Cash at the Beginning Balance	310.87	736.26	425.39	136.84%
Cash at the Ending Balance	590.00	1,292.93	702.93	119.14%

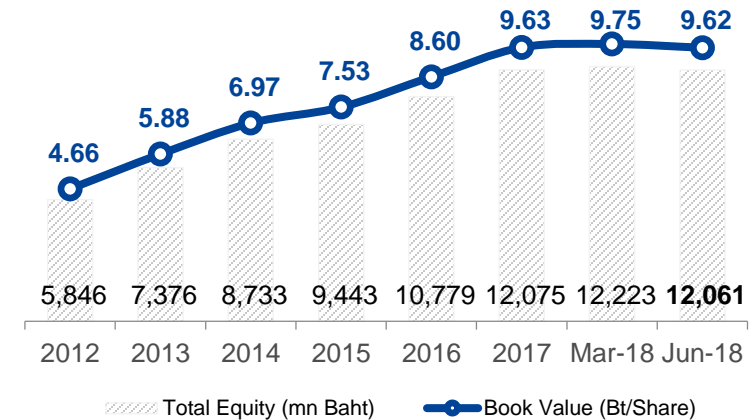
2Q2018 Financial Position



2Q2018 Total Asset = THB 17.46 billion



Book Value (THB per share)



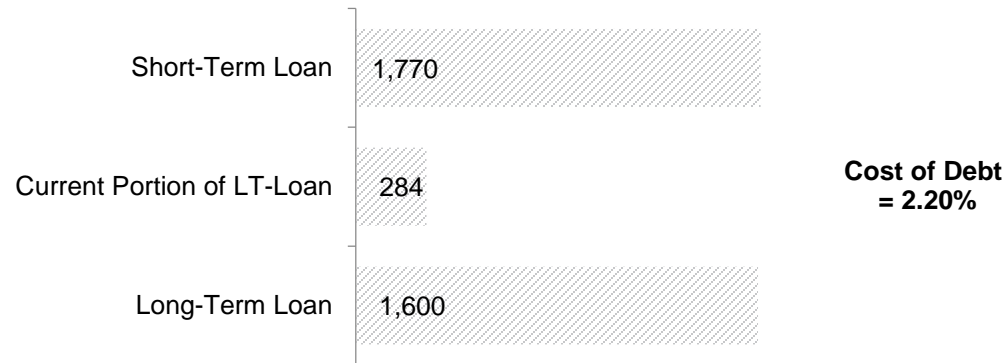
Note:

- As at June 30, 2018, total assets equal to THB 17,460.18 million including THB 5,481.54 million in current assets, THB 8,212.52 million in PP&E, THB 2,555.85 million in investments in associated companies, THB 490.38 million in grandparent chicken and parent chicken.
- Total assets increased in amount of THB 180.78 million or 1.05% up from an increase in cash and cash equivalents of THB 556.67 million. However, inventories decreased in amount of THB 438.61 million.

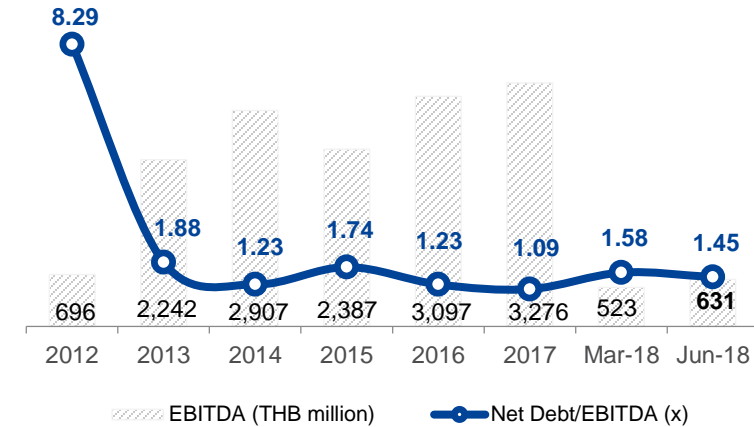
2Q2018 Financial Results



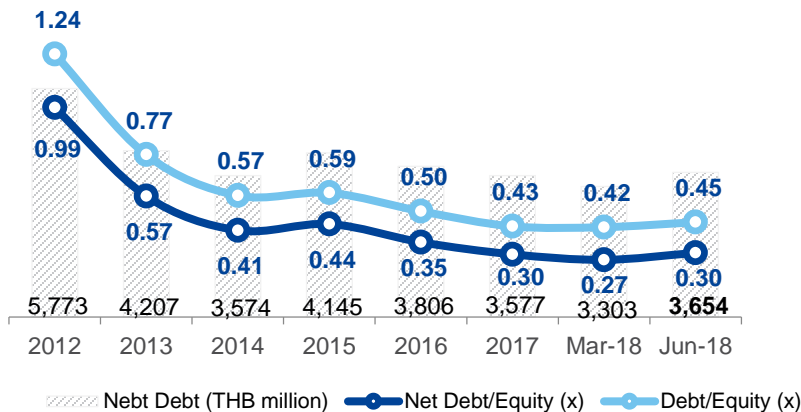
2Q2018 Total Liabilities = THB 5.40 billion



Net Debt to EBITDA (million THB)



Net Debt to Equity & D/E

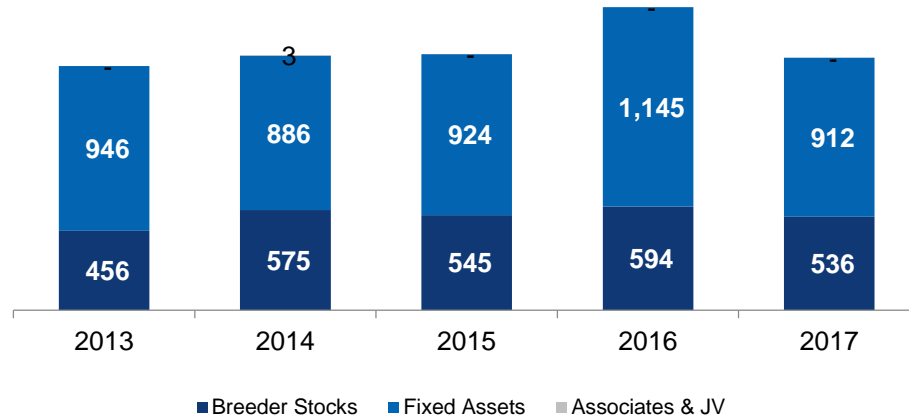


Note:

- As at June 30, 2018, the consolidated total liabilities was THB 5.40 billion comprising of non-interest-bearing liabilities of THB 1.75 billion and interest-bearing debt in amount of THB 3.65 billion.
- The interest-bearing debt consisted of short-term loans of THB 1.77 billion, current portion of long-term loans of THB 284.00 million, and long-term loans of THB 1.60 billion.
- All loans are in THB currency only. The Company has no exposure in foreign currency borrowings.

Capital Expenditure

Investment (million THB)



Y2018 Capital Expenditure



Broiler Expansion Plan

Broiler Raising Capacity



Remark: the broiler farm expansion plan can be adjusted due to economics and industry situations.

GFPT Group Expansion Plan

Recent Project

McKey Further Processing Plant

Cooked product for export capacity at 30,000 MT per year by end of 2017

GFN Slaughter House

Slaughter house reach 150,000 birds per day by 2017

Future Project

GFPT Broiler Farm

Raising capacity to reach 384,000 birds per day by 2020

GFPT Slaughter House

New slaughter house capacity at 150,000 birds per day by 2020

GFPT Further Processing Plant

Cooked product for export capacity at 24,000 MT per year by 2022

Noted: The expansion plan and investment budget can be adjusted depending on change in market condition and future competition.







McKey Further Processing Plant

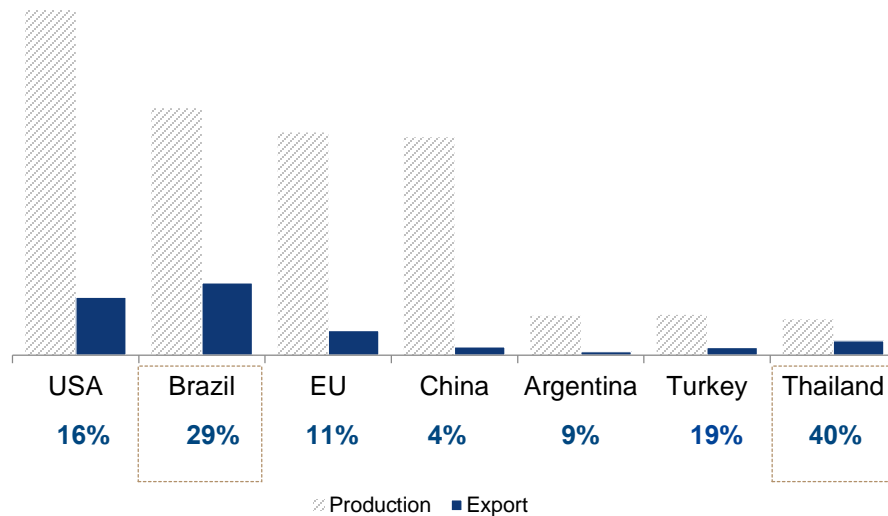


Market Outlook and Trend

THAILAND

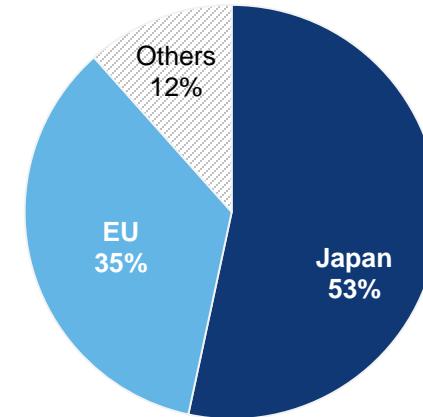
- **The 10th Global Chicken Producer**
 - 2017 broiler production = 1,900,000 tons
- **The 4th Global Chicken Exporter**
 - 2017 broiler meat export = 757,000 tons

Broiler Meat Production & Export Selected Countries (2017)

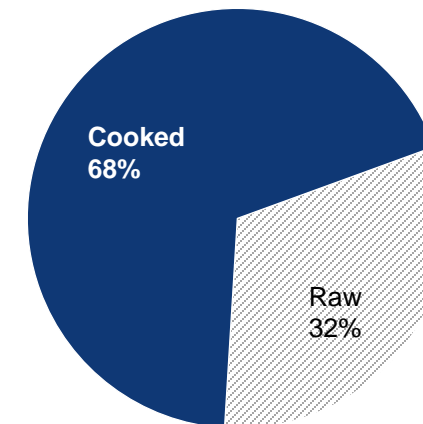


Source: USDA (Update: Apr 2018) and Thai Broiler Processing Exporters Assoc. (Update: Mar 2018)

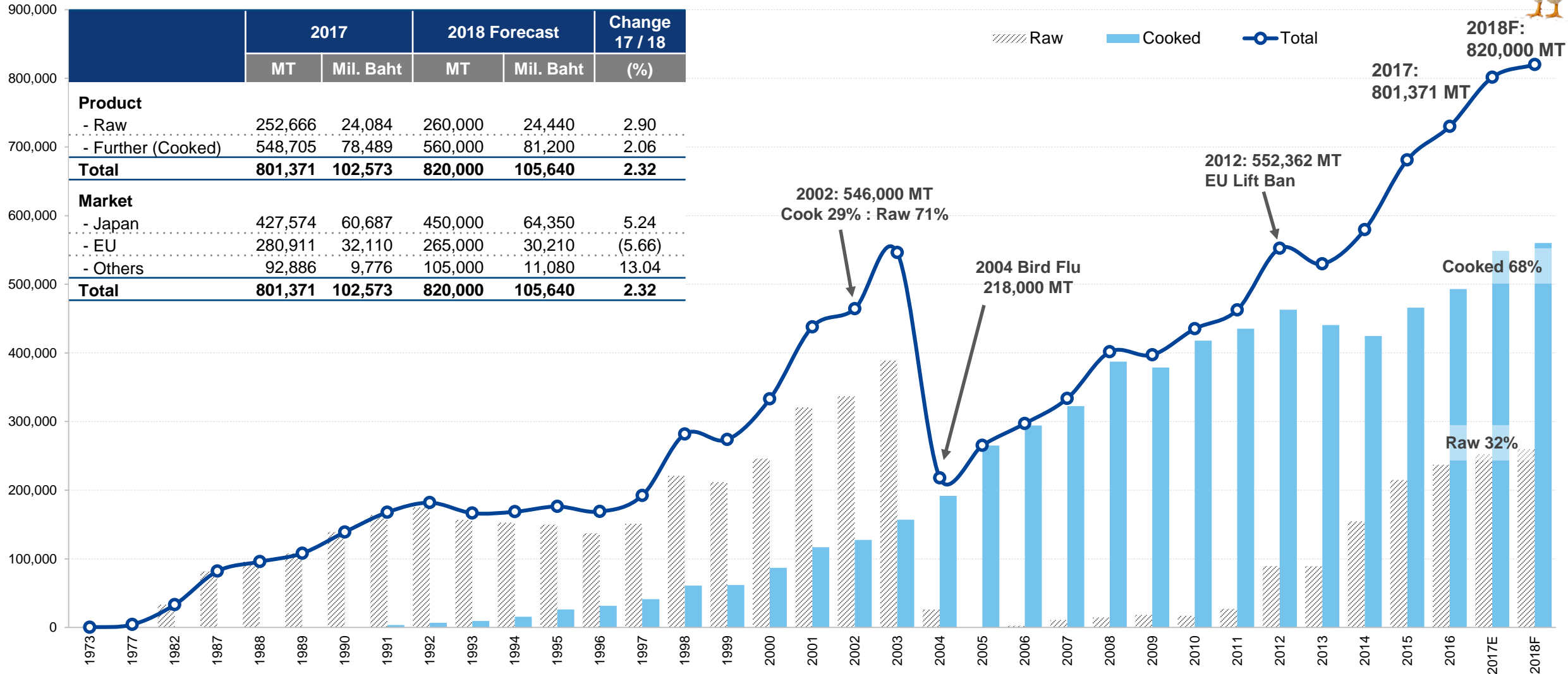
Thai Broiler Export by Market



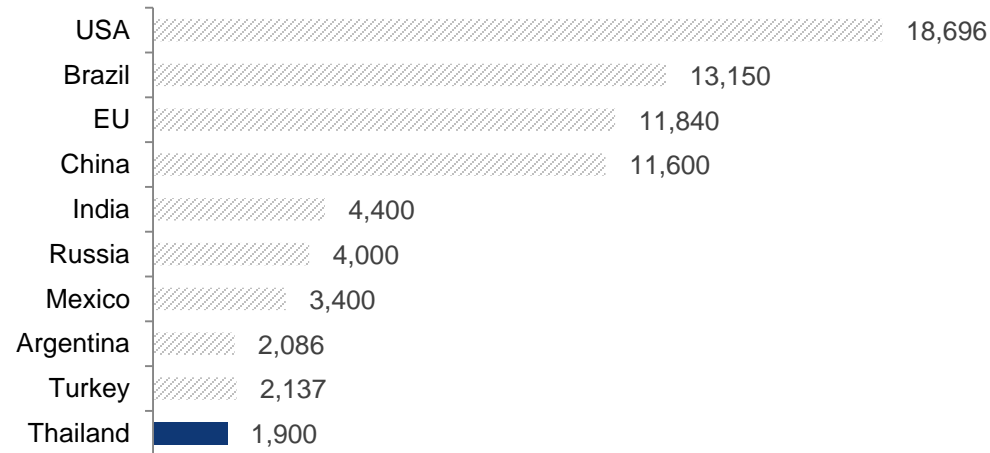
Thai Broiler Export by Market



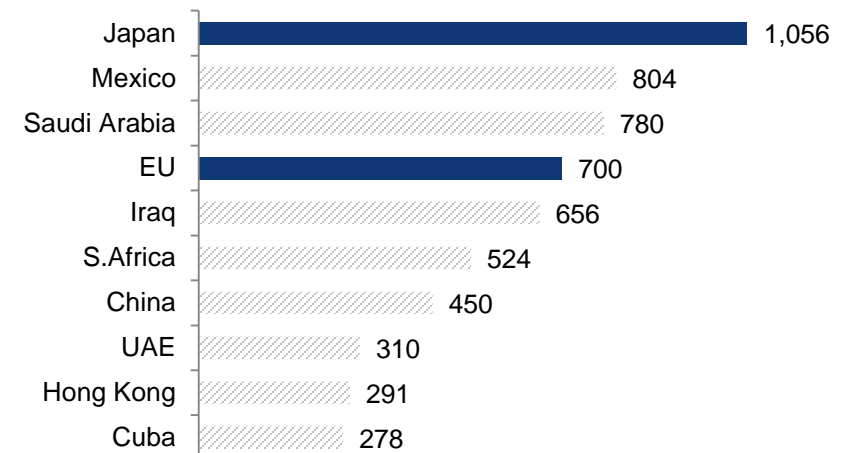
40 Years of Thai Chicken Meat Export



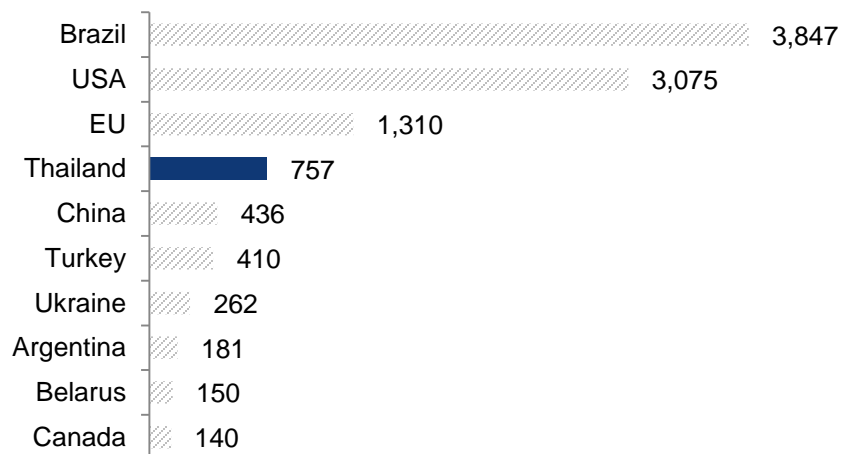
Global Production [Y2017= 90,718,000 tons]



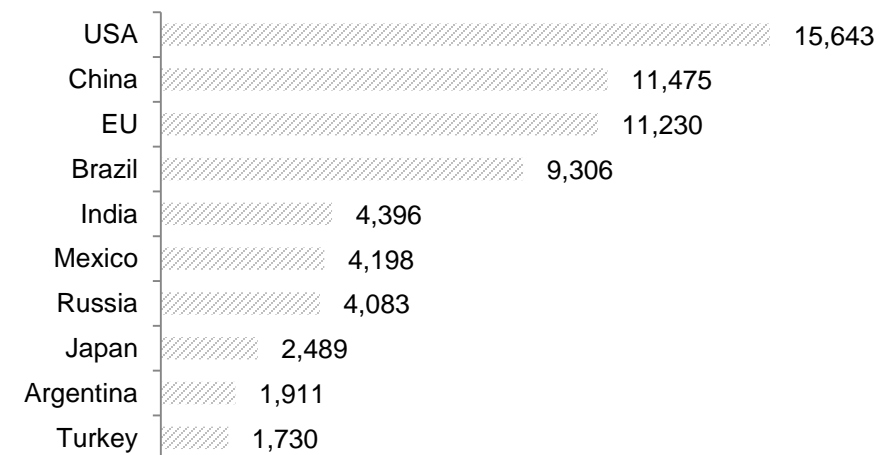
Global Import [Y2017 = 8,968,000 tons]



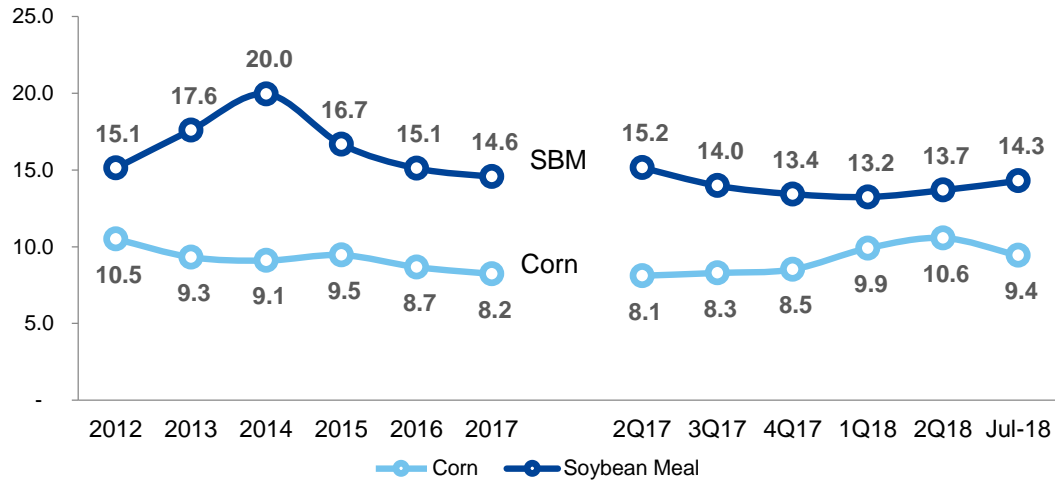
Global Export [Y2017 = 11,039,000 tons]



Global Dom. Consumption [Y2017 = 88,586,000 tons]

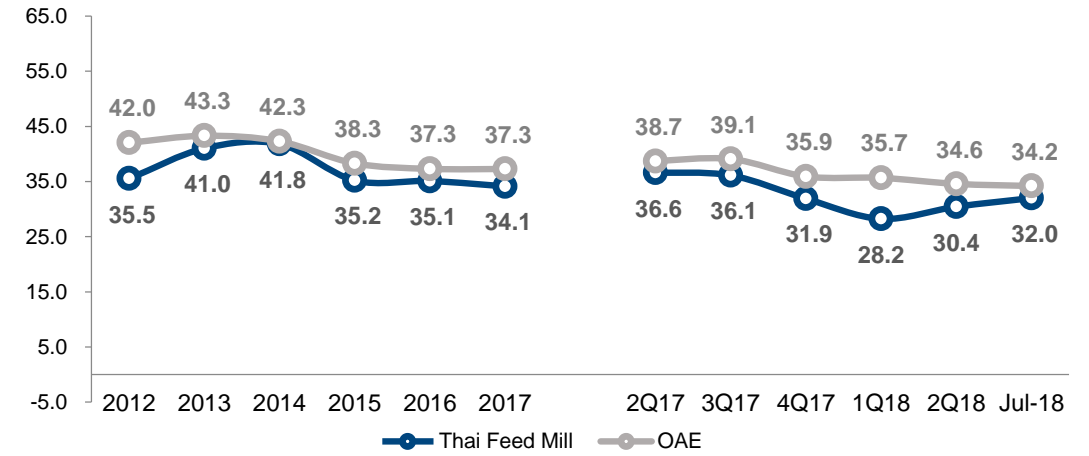


Corn & Soy Bean Meal (THB/Kg.)



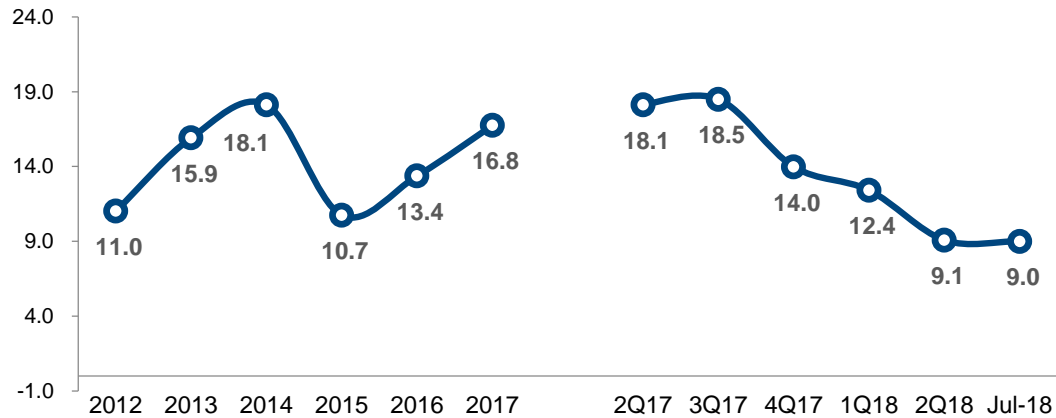
Source: Thai Feed Mill Association

Broiler at Farm Gate (THB/Kg.)



Source: Thai Feed Mill Association and Office of Agricultural Economics

Day-Old-Chick (THB/chick)



Source: Thai Feed Mill Association

Chicken Export (USD/ton)

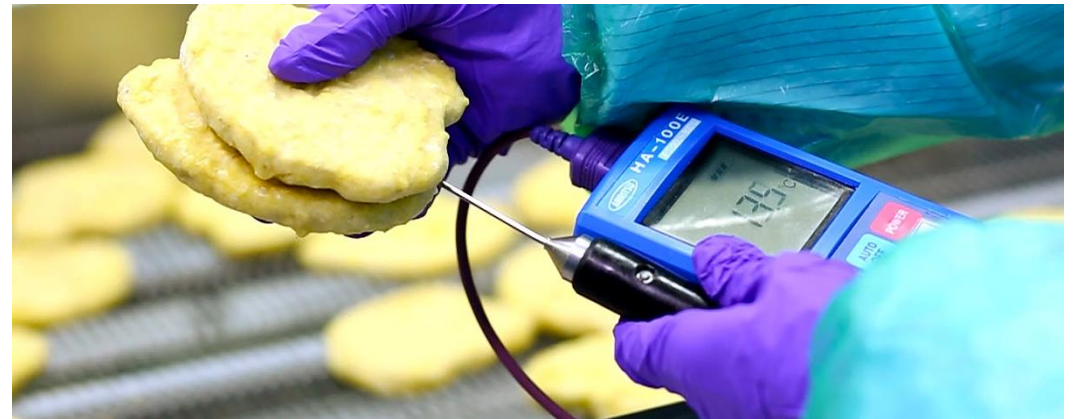


Source: Thai Broiler Export Association

	2018 Guidance
Revenue	2% - 3% growth from 2017 sales
Gross Profit Margin	14% - 15%
SG&A	7.8% - 8.0%
Financial Cost	≈ 2.5%
Effective Tax Rate	15% - 18%
CAPEX	THB 1 - 1.2 billion

Risk Factor

- Feed Cost Increase
- Oversupply
- THB Appreciation
- Minimum Wage Increase

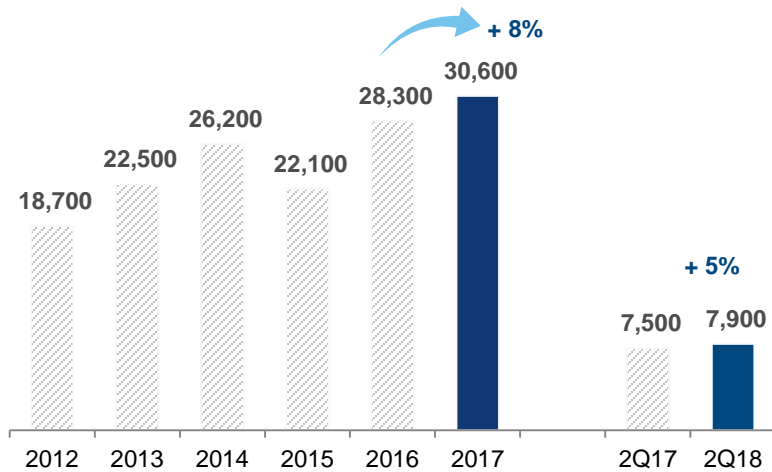


| Key Statistics

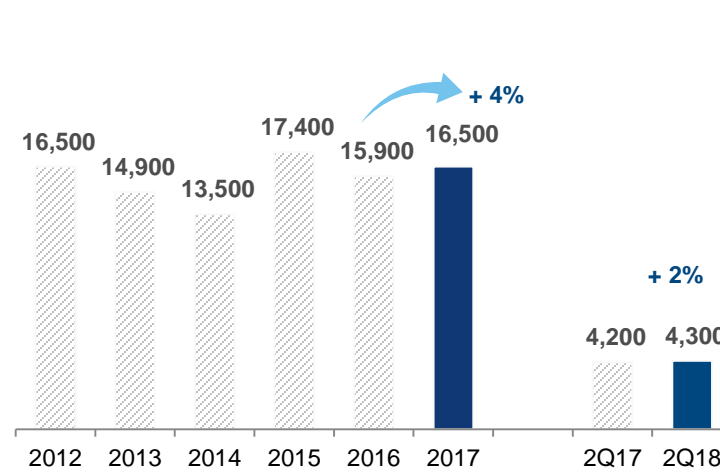
Key Statistics: Chicken Processing and Feed Business



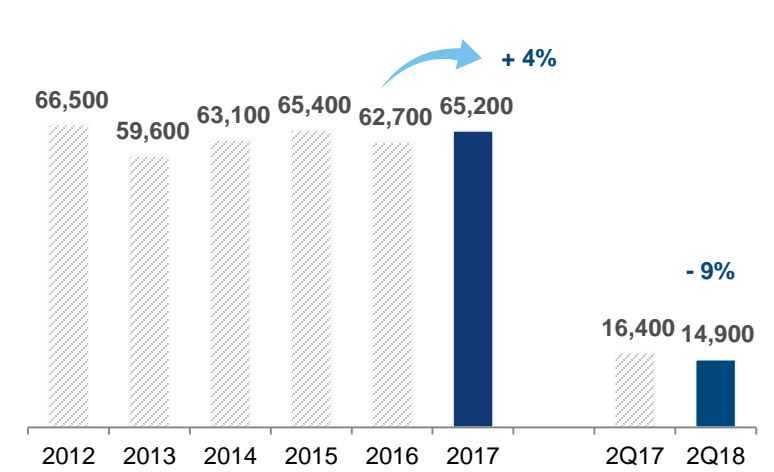
Chicken Meat Direct Export (MT)



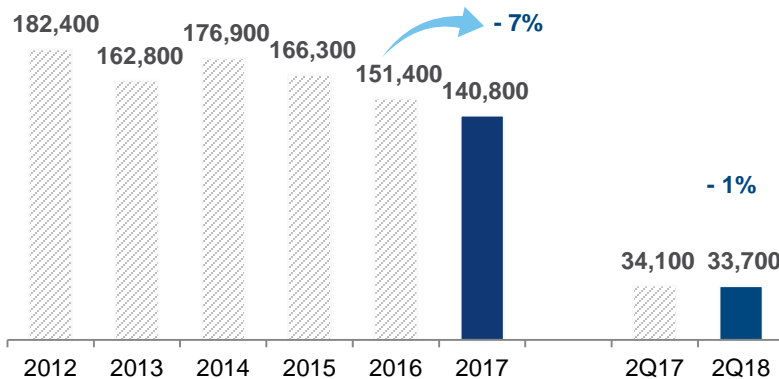
Chicken Meat Indirect Export (MT)



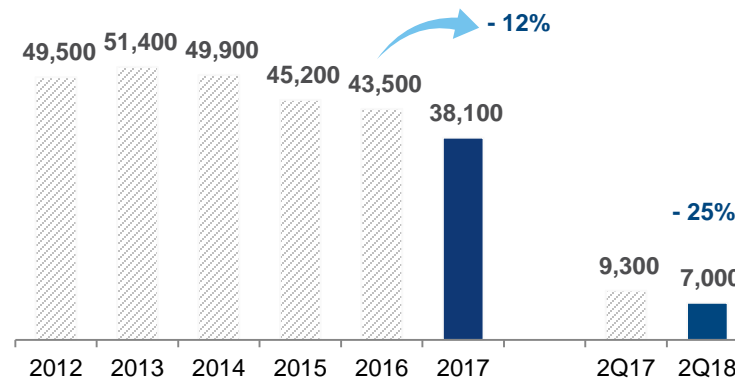
Chicken Meat Domestic (MT)



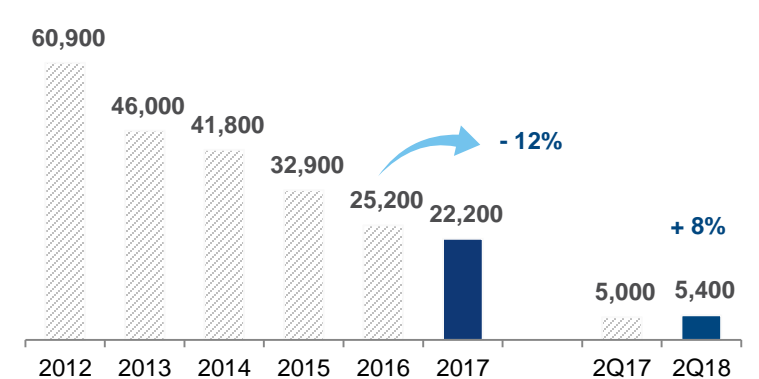
Animal Feed (MT)



Aqua Feed (MT)



Shrimp Feed (MT)



Q & A



Thank You

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