

# 1Q2022 Result Presentation

Analyst Meeting No.2/2022

12 May 2022



## **Disclaimer**



This presentation contains summary information about GFPT Public Company Limited ("GFPT" or "the Company") and its subsidiaries (jointly the "GFPT Group") as of 31 March 2022 and, unless stated otherwise. The information does not purport to be complete or comprehensive.

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 31 December 2021. 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
- 1Q2022 Financial Results
- Broiler Industry Outlook
- 2022 Guidance
- Q&A
- Appendix:
  - Key Statistics



## About the Company



- O GFPT Public Company Limited (TB:GFPT), founded in 1981 with headquarters in Bangkok, Thailand, is one of The Thailand's chicken processors and marketers.
- We are 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 provides products and services to customers throughout Thailand and international markets.
- As a fully integrated chicken production, GFPT Group has developed and optimized to drive its business operations to be a responsible food producer with sustainability.



40 years of our chicken story

## Resilience in the new normal

GFPT Group drives our growth cautiously and conservatively.

We realize the importance of production efficiency in our chicken production process in order to produce good quality of chicken meat that comply with international standards and environmentally friendliness.



## **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

#### Satisfaction

Attention to the needs of customers

#### Alliance

Build strong relationship among partners for long term

#### Expertise

Empowering people to become the expert

### Responsibility

Build awareness and responsible to society and environment



## **Sustainability Development**



GFPT supported Sustainable Development Goals (SDGs) which was incorporated in the Company's objectives and operations.







SDGs 6 Clean water and sanitation



SDGs 13 Climate action





SDGs 4 Quality education



SDGs 5 Gender equality



SDGs 8 Decent work and economic growth



SDGs 10 Reduced inequalities



SDGs 16 Peace justice and strong institutions





SDGs 2 Zero hunger



SDGs 8 Decent work and economic growth

## **GFPT Awards**



#### Thailand Sustainability Investment

(Thailand Sustainability Investment: THSI)



Anti – Corruption Certified to be a member of CAC

(Collective Action Coalition)



"Excellent" rating from the CGR

(Corporate Governance Report of Thai Listed Companies)



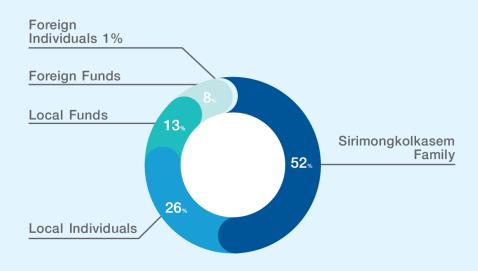
## **GFPT Profile**



Symbol	GFPT sSET/SETTHSI
Industry / Sector	Agro & Food Industry / Agribusiness
2021 CG Score Anti – Corruption	Excellent [90 – 100 CG Report Score] Certified to be a member of CAC
Closed Price Average Price 52-week High/Low	THB 14.00 per share (30/04/2022) THB 13.04 per share (1Q 2022) 14.70 / 10.50
Share Outstanding	1,253.82 million share @ 1 Baht per share (6,451 shareholders as of 8 Mar 2022)
Market Cap.	THB 17.55 billion
% Free Float	57.91%
% Foreign Shareholder	9.01% [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 8 Mar 2022



## **Top 5 Shareholders**

(as of 8 March 2022)

1)	Sirimongkolkasem Family	52.18%
2)	Nichirei Foods Inc.	4.52%
3)	Thai NVDR Company Limited	4.41%
4)	Mr. Anucha Kittanamongkolchai	3.23%
5)	Ms. Wonngarm Kittanamongkolchai	3.19%

Source: www.set.co.th

## **Group Structure**





**GFPT GFPT Public Company Limited** Chicken Evisceration and Processed Food

**5** Subsidiaries

**2** Joint Ventures



98.33% 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



Keystone Foods Inc. [51%]

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



GFN | 49.00%

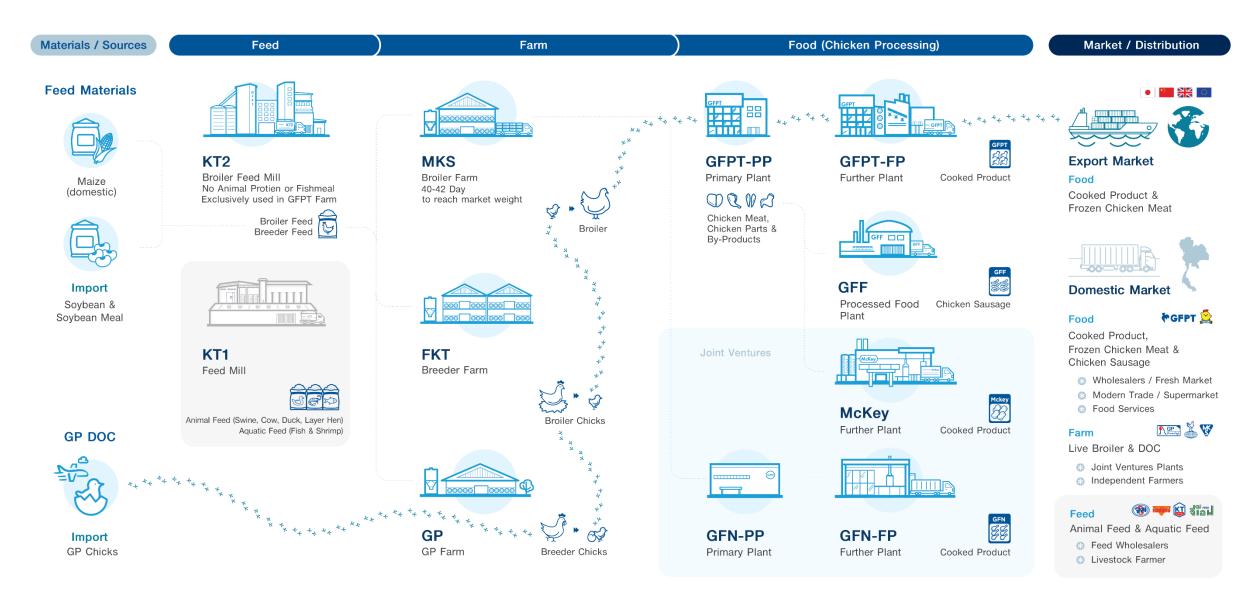
GFPT Nichirei (Thailand) Co., Ltd. Chicken Evisceration and Processed Food



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



## **GFPT** Fully Vertical Integrated Chicken Production



## **Timeline**





**GFPT** Initially established

**GFPT** Listed in SET

Additional Capital Injection in GFN

**GFPT**: Stock split from THB 10 to THB 1 per share

Invest additional share in KT

#### **Become a Fully Vertical Integration**





65.00% in KT (Feed mill)



99.99% in **FKT** 

(Breeder farm)









99.99% in **GP** 

(GP farm)

JV Partnership & Extended Integration & Cook Product & \*\*

KT2: New feed mill in Chonburi



FKT: Breeder farm expansion



GFF: Sausage capacity expansion

Growth with Capacity Expansion for the whole chain



MKS: Broiler farm expansion



**GFPT**: Further processing capacity expansion



99.99% in MKS (Broiler farm)



99.99% in **GFF** (Sausage plant)



49% in GFN (chicken primary plant and further plant)



**GP**: Grandparent farm expansion



McKey: New further processing plant (2<sup>nd</sup> Plant)



FKT: Breeder





## **GFPT Group Expansion Plan**



## **Future Project**

- O GFPT Slaughter House
  New slaughter house capacity at 150,000 birds per day
- O GFPT Broiler Farm
  Raising capacity to reach 340,000 birds per day
- O GFPT Further Processing Plant
  Cooked product for export capacity at 24,000 MT per year

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



## **Product**





































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



**Shrimp Feed** 



Fish Feed



**Cage Free Eggs** 





DOC **Live Broiler** 



[Grandparent farm, Breeder Farm, Broiler farm]



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



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

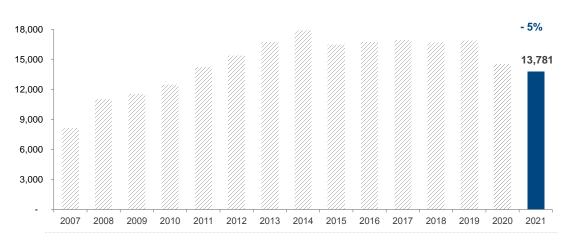


Processed Food [Sausage, Smoke Sausage, Chicken Meatballs]

## Y2021 Snapshot



2021 Consolidated Revenue = THB 13.78 billion

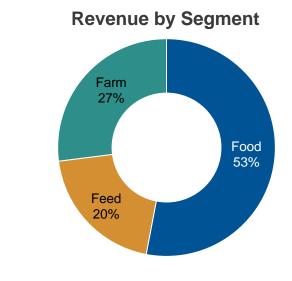


**Revenue by Destination** 

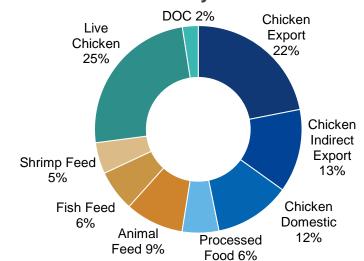
Domestic 78%

THB 83%

**Revenue by Currency** 







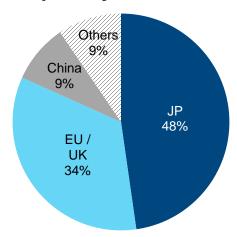
## **Y2021 Market Position**



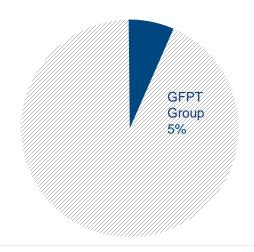
2nd in Thai Chicken Export



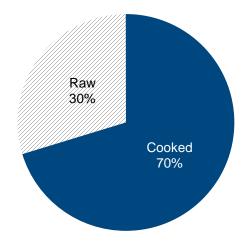
**Export by Destination** 



#### 8th in Thai Chicken Production



**Export by Product Type** 



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# 1Q2022 Financial Results

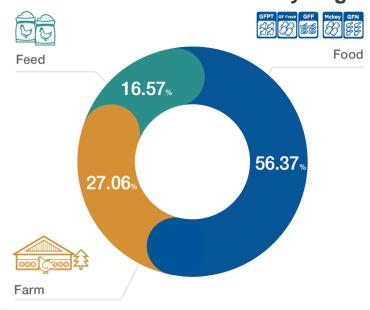
## **1Q2022 Financial Results**



#### 1Q2022 Consolidated Revenue = THB 4.01 billion



## **1Q2022** Revenue Breakdown by Segment



Business Segment of GFPT Group	1Q2022	1Q2022 1Q2021			Change	
	THB million	%	THB million	%	THB million	%
Food (Chicken Processing)	2,259.57	56.37	1,555.70	47.09	703.87	45.24
Farm	1,084.73	27.06	1,079.48	32.67	5.25	0.49
Feed	664.21	16.57	668.81	20.24	(4.60)	(0.69)
Total Sales	4,008.51	100.00	3,303.99	100.00	704.52	21.32

## **1Q2022 Consolidated Income Statement**



(Unit in THB million)	1Q2021	%Sales	1Q2022	%Sales	Change	% Change	
Revenue from sales	3,303.99	100.00%	4,008.51	100.00%	704.52	21.32%	
Cost of sales	(2,983.45)	(90.30%)	(3,439.76)	(85.81%)	456.32	15.29%	
GROSS PROFIT	320.54	9.70%	568.75	14.19%	248.20	77.43%	
Other income	72.25	2.19%	109.61	2.73%	37.36	51.71%	
Loss from exchange rate	(12.54)	(0.38%)	(0.65)	(0.02%)	(11.89)	(94.84%)	
Gain from derivative	32.96	1.00%	29.46	0.73%	(3.50)	(10.61%)	
Selling & distribution expenses	(133.16)	(4.03%)	(180.60)	(4.51%)	47.44	35.62%	
Administrative expenses	(210.21)	(6.36%)	(204.53)	(5.10%)	(5.68)	(2.70%)	
Profit from operating activities	69.84	2.12%	322.04	8.02%	252.20	361.12%	
Share of profit from associates	31.85	0.96%	192.09	4.79%	160.25	503.19%	
Financial costs	(18.65)	(0.56%)	(20.77)	(0.52%)	2.12	11.34%	SI M
Profit before income taxes expenses	83.03	2.52%	493.37	12.29%	410.33	494.19%	GI
Income tax expenses	(20.99)	(0.64%)	(37.10)	(0.93%)	16.11	76.72%	
Profit for the period	62.04	1.88%	456.27	11.36%	394.23	635.46%	E
Non-Controlling Interests	(1.42)	(0.04%)	(0.53)	(0.00%)	(0.89)	(62.74%)	
Net profit for shareholder of GFPT	60.62	1.84%	455.74	11.36%	395.12	651.83%	

	1Q21	1Q22
McKey	83.84	90.92
GFN	(51.99)	101.17

Share of Profit from Associates
McKey - higher export volume of
cooked chicken products.

**GFN** - higher selling price of domestic chicken parts.

	1Q21	1Q22
Effective Tax Rate	25.28%	7.52%

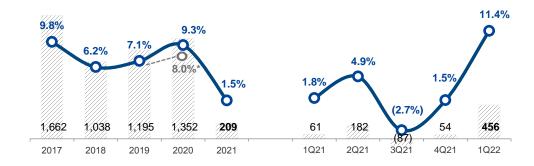
## **1Q2022 Financial Results**



#### **Gross Profit & GP Margin (%)**



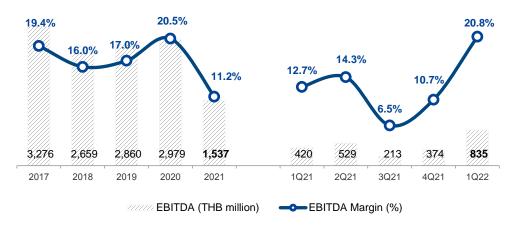
### **Net Profit & NP Margin (%)**



Net Profit (THB million) Net Profit Margin (%)

Remark: \* Net Profit Margin exclude compensation claims from fire accident in amount of THB 199 million

#### **EBITDA & EBITDA Margin (%)**



### Foreign Exchange Rate

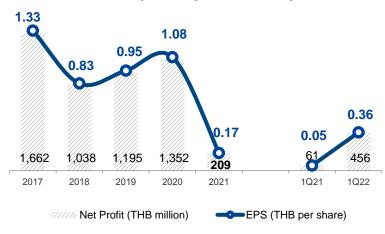


Source: Bank of Thailand (Update: Apr 2022)

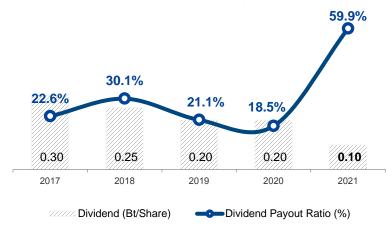
## **1Q2022 Financial Results**



#### **EPS (THB per share)**

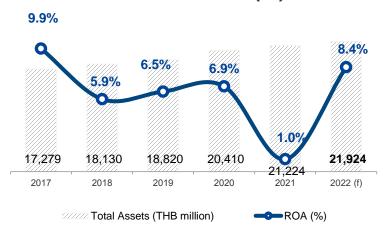


#### **Dividend & Dividend Payout Ratio (%)**



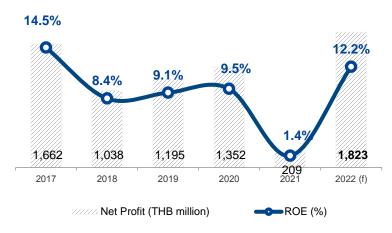
Remark: Dividend Payout Ratio (%) calculated from net profit of consolidated financial statement

#### Return on Asset (%)



Remark: 2022 (f) figure is annualized based on 3M2022 data.

#### **Return on Equity (%)**



Remark: 2022 (f) figure is annualized based on 3M2022 data.



Selected Items (Unit in THB million)	Y2021	Mar 2022	Change	% Change
Cash and Cash Equivalents	962.73	1,378.35	415.61	43.17%
Trade and Other Receivables	780.06	834.53	54.46	6.98%
Inventories	3,498.59	3,454.51	(44.08)	(1.26%)
Current Biological Assets	454.53	490.12	35.60	7.83%
Other Current Assets	57.11	56.55	(0.56)	(0.99%)
TOTAL CURRENT ASSETS	5,753.03	6,214.06	461.03	8.01%
Investment in Associated Companies	3,284.49	3,465.37	180.88	5.51%
Non-Current Biological Assets	548.15	556.01	7.86	1.43%
Investment Property	276.60	274.84	(1.76)	(0.64%)
Property, Plant and Equipment	10,830.20	10,889.73	59.52	0.55%
Right-of-Use Assets	354.43	351.68	(2.75)	(0.78%)
Deferred Tax Assets	121.02	115.06	(5.96)	(4.93%)
Other Non-Current Assets	56.17	57.01	0.84	1.50%
TOTAL NON-CURRENT ASSETS	15,471.07	15,709.69	238.63	1.54%
TOTAL ASSETS	21,224.09	21,923.75	699.65	3.30%



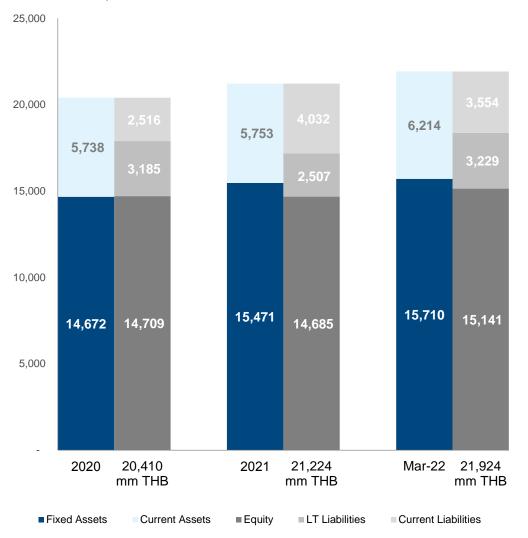
Selected Items (Unit in THB million)	Y2021	Mar 2022	Change	% Change
Short - Term Loans from Financial Institutions	1,310.00	1,320.00	10.00	0.76%
Short - Term Loans from Subsidiary & Related Persons	160.50	-	(160.50)	(100.00%)
Trade and Other Payables	1,102.48	1,185.47	82.98	7.53%
Current Portion of Long-Term Loans from RPT	1,360.00	960.00	(400.00)	(29.41%)
Other Current Liabilities	99.04	88.38	(10.66)	(10.76%)
TOTAL CURRENT LIABILITIES	4,032.02	3,553.85	(478.17)	(11.86%)
Long-Term Loans from RPT	1,500.00	2,220.00	720.00	48.00%
Lease Liabilities	325.63	322.61	(3.03)	(0.93%)
Employee Benefit Obligations	567.36	574.52	7.16	1.26%
Other Non-Current Liabilities	113.91	111.34	(2.57)	(2.26%)
TOTAL NON-CURRENT LIABILITIES	2,506.91	3,228.47	721.56	28.78%
TOTAL LIABILITIES	6,538.94	6,782.32	243.39	3.72%
TOTAL SHAREHOLDERS' EQUITY	14,685.16	15,141.43	456.27	3.11%
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	21,224.09	21,923.75	699.65	3.30%



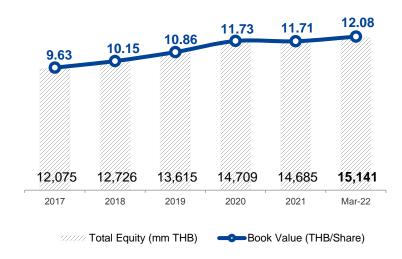
Selected Items (Unit in THB million)	1Q2021	1Q2022	Change	% Change
EBIT	101.69	514.13	412.44	405.62%
Depreciation – Non-Current Biological Assets	134.72	146.07	11.35	8.43%
Depreciation & Amortization	183.86	175.17	(8.70)	(4.73%)
EBITDA	420.27	835.37	415.10	98.77%
Net Cash Received from Operating Activities	600.03	532.62	(67.41)	(11.23%)
Net Cash Used in Investing Activities	(495.08)	(259.35)	(235.73)	(47.62%)
Net Cash Received from Financing Activities	42.62	142.34	99.72	233.97%
Increase in Cash	147.57	415.61	268.04	181.64%
Cash at the Beginning Balance	1,187.46	962.73	(224.73)	(18.93%)
Cash at the Ending Balance	1,335.03	1,378.35	43.32	3.24%







#### **Book Value** (THB per share)



#### Note:

- As of March 31, 2022, total assets equal to THB 21,923.75 million including THB 6,214.06 million in current assets, THB 10,889.73 million in PP&E, THB 3,465.37 million in investments in associated companies, THB 556.01 million in non-current biological assets.
- Total assets increased in amount of THB 699.65 million or 3.30% up from increased in cash and cash equivalents of THB 415.61 million.

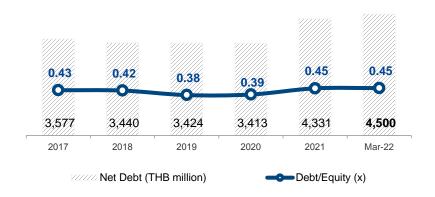
## **1Q2022 Financial Results**



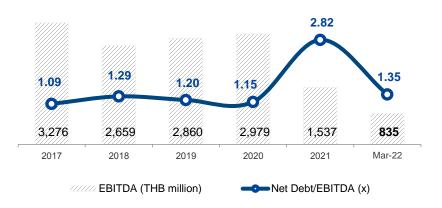
#### **1Q2022 Interest-Bearing Debt = THB 4.50 billion**



#### **Debt to Equity (Time)**



#### **Net Debt to EBITDA (THB million)**

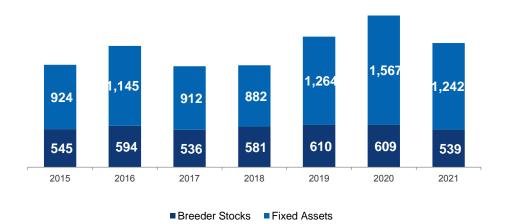


#### Note:

- As of March 31, 2022, the consolidated total liabilities was THB 6.78 billion comprising of non-interest-bearing liabilities of THB 2.28 billion and interest-bearing debt in amount of THB 4.50 billion.
- The interest-bearing debt consisted of short-term loans of THB 1.32 billion, current portion of long-term loans of 0.96 billion, and long-term loans of THB 2.22 billion.
- All loans are in THB currency only. The Company has no exposure in foreign currency borrowings.

## **Capital Expenditure**

## **Investment** (million THB)



**Y2022 Capital Expenditure** 

## 1-1.2 Billion

- Broiler Farm
- Breeder Farm
- Primary Plant





# Market Outlook and Trend

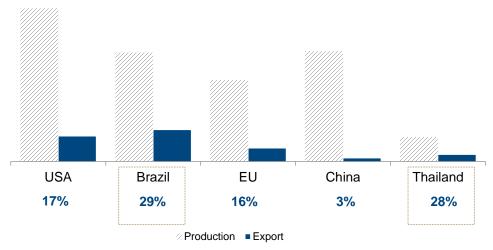
## **Global Broiler Meat Market**



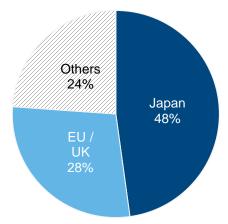
## **THAILAND**

- The 6th Global Chicken Producer
  - 2021 broiler production = 3,280,000 tons
- The 4th Global Chicken Exporter
  - 2021 broiler meat export = 930,000 tons

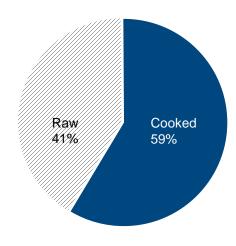
## **Broiler Meat Production & Export Selected Countries (2021)**



#### Thai Broiler Export by Market

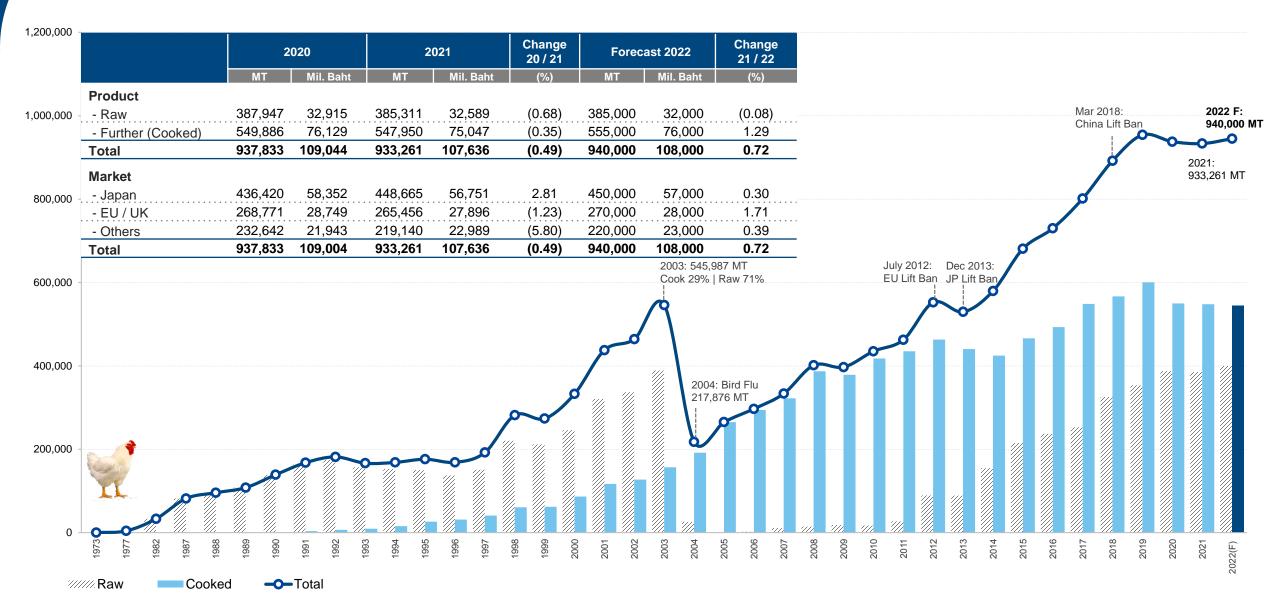


#### **Thai Broiler Export by Market**



## 40 Years of Thai Chicken Meat Export



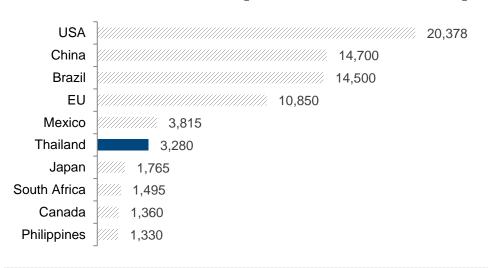


## **Global Broiler Meat Market**

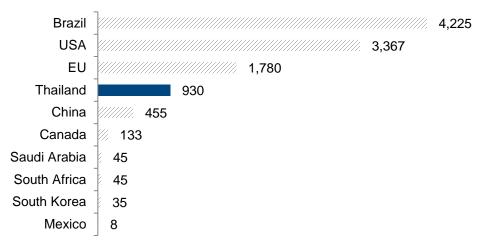


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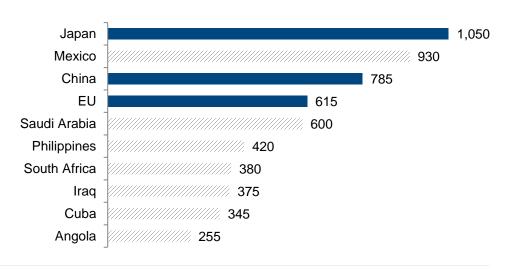
#### **Global Production [Y2021 = 99,901,000 tons]**



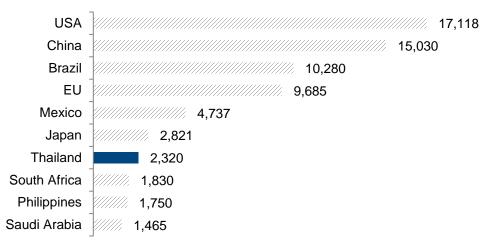
#### Global Export [Y2021 = 13,089,000 tons]



#### Global Import [Y2021 = 10,494,000 tons]



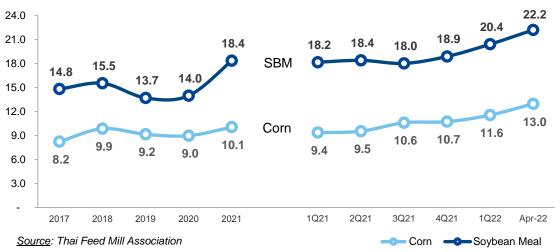
#### **Global Consumption [Y2021 = 97,316,000 tons]**



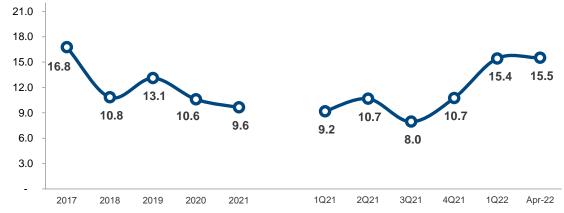
## **Commodity Price**





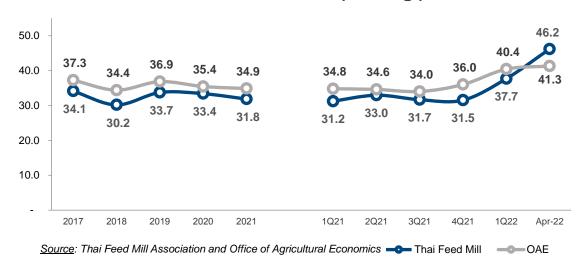


#### Day-Old-Chick (THB/chick)

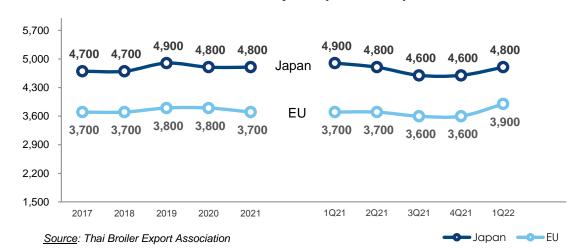


Source: Thai Feed Mill Association

#### **Broiler at Farm Gate (THB/Kg.)**



#### **Chicken Export (USD/ton)**



## **Supporting & Risk Factors**

- Depreciation of Thai Baht
- Economic Recovery
- Demand for Chicken Consumption
- African Swine Fever : ASF
- BREXIT
- High Feed Commodity Price
- Covid-19
- Freight Cost
- Chicken Added to Price Control
- Quota System for Export to EU



## 2022 Guidance



2022 Guidance	

Revenue

5-10% growth from 2021 sales

**Gross Profit Margin** 

10.0% - 11.0%

SG&A

9.5% - 10.0%

**Financial Cost** 

1.5% - 2.5%

**Effective Tax Rate** 

13% - 15%

CAPEX

THB 1 - 1.2 billion

Source: BOD Resolutions (No.1/2022)

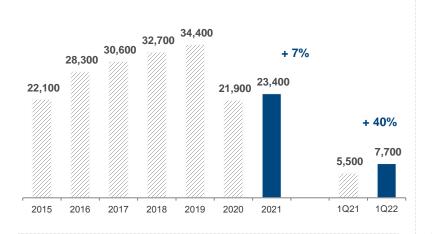


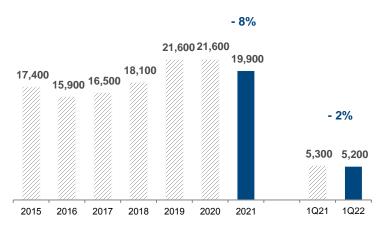
## **Key Statistics**

## Key Statistics: Chicken Processing and Feed Business



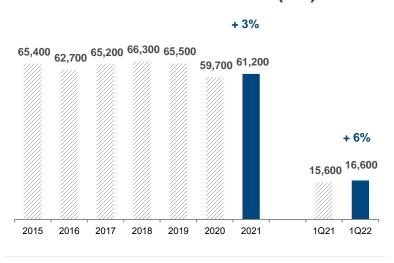
#### **Chicken Meat Direct Export (MT)**



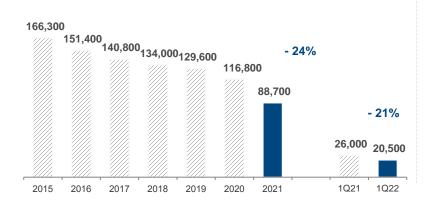


**Chicken Meat Indirect Export (MT)** 

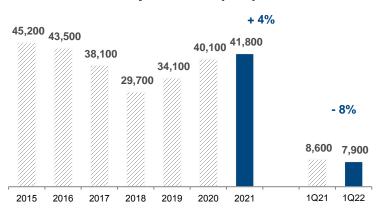
**Chicken Meat Domestic (MT)** 



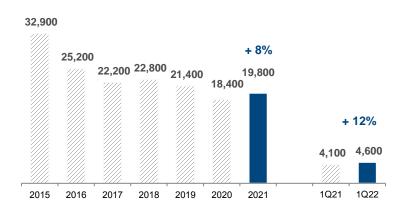
#### **Animal Feed (MT)**



Aqua Feed (MT)



Shrimp Feed (MT)







## THANK YOU

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