

R&B Food Supply Public Company Limited



RBF Opportunity Day FY2022

24 February 2023

Key Milestones



May 1985

Thai Flavour and Fragrance Company Limited : manufacturing and selling of flavoring agent for food, perfume, cosmetics, food coloring, and food additive.



Nov 1991

R&B Food Supply Public Company Limited (RBF) : manufacturing and selling of flavoring agent, flour, breadcrumbs, seasoning, sauce, food additive and plastic packaging.



Dec 1993

Best Odour Company Limited (BO) : manufacturing and selling of food coloring and some food additive.



May 2002

Ph.D. Somchai and Mrs. Petchara Ratanapoompinyo purchased shares of Premium Foods Company Limited (PFC) from existing shareholders ,manufacturing and selling dried products and frozen food.



Mar 2013

R&B FOOD SUPPLY VIETNAM LIMITED LIABILITY COMPANY :
(1) manufacturing and selling breadcrumbs;
(2) selling flavoring agent, flour, breadcrumb.



Mar 2016

PT RBFOOD SUPPLY INDONESIA (RBINT): selling of flavoring agent, flour, breadcrumbs, seasoning, sauce, food coloring, dried products , frozen food, and food additive.



Mar 2018

PT RBFOOD SUPPLY MANUFAKTUR INDONESIA (RBINM): manufacturing and selling of breadcrumbs.



May 2018

Guangzhou Thai Delicious Food Company Limited (RBCH): the registered capital of 3.00 million yuan. selling flavoring agents and breadcrumbs and cooking flour.



Oct 2019

RBF was LISTED in The Stock Exchange of Thailand (SET) which has increased the registered capital from 1480 to 2,000 million THB for Initial Public Offering (IPO).



Jun 2020

R&B FOOD SUPPLY (SINGAPORE) PTE.LTD (“RBSG”) : the registered capital of 1.00 million SGD., Laboratories abroad.



Nov 2020

RBJ Company Limited : the registered capital of 10.00 million THB. Distributor of specific products that are jointly developed.



Nov 2020

Maple Innovation Company Limited : the registered capital of 99.00 million Yen. Import, export, research and development of products, including sales and marketing.



Apr 2021

At the Annual General Meeting no.1/2021, that held on April 2021, the Group dispose of the two hotel businesses; the Ibis Styles Chiang Mai and Novotel Chumphon Beach Resort and Golf. The mentioned transaction had been completed within 30 June 2021.



Sep 2021

Thai Union Group Public Company Limited (TU) has joined R & B Food Supply Public Company Limited (RBF) as the strategic partner.



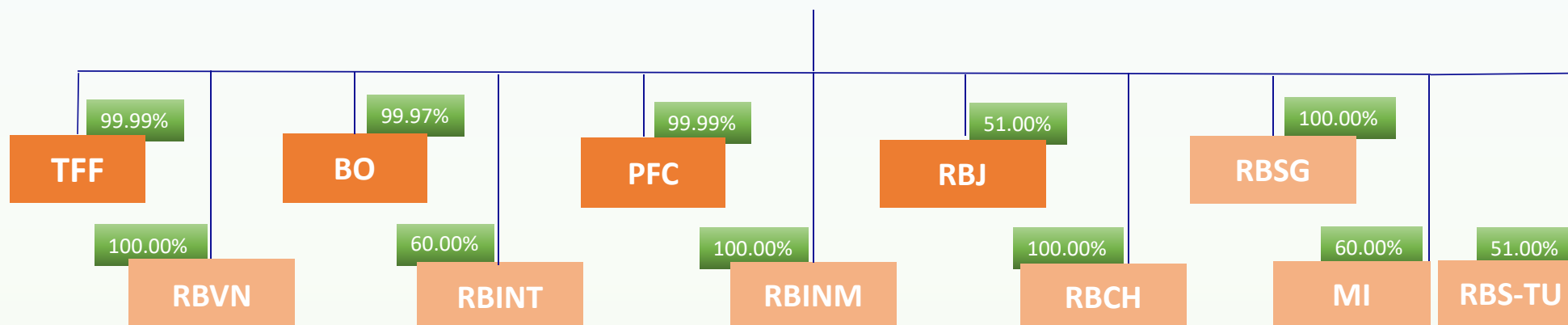
Apr 2022

At the Board of Directors Meeting No.1/2022 on January 28, 2022, R&B Food Supply Public Company Limited (RBF) and the partners i.e. Thai Union Group Public Company Limited (“TU”) and Srinivasa Cystine Private Limited (“SCPL”) which an associate of Avanti Group has established the joint venture company namely: “RBS – TU FOOD INGREDIENTS PRIVATE LIMITED”, registration date on 26 April 2022; Authorized capital in the amount of INR 100 million with issued and paid-up capital of INR 76 million; To distribute high quality food ingredients in the Indian Market.

Go through with together



11-Affiliates Operating in 7 Countries



Remark	
TFF	Thai Flavour and Fragrance Company Limited
BO	Best Odour Company Limited
PFC	Premium Foods Company Limited
RBJ	RBJ Company Limited
RBVN	R&B Food Supply Vietnam Limited Liability Company
RBINT	PT RB Food Supply Indonesia
RBINM	PT RBFOOD MANUFAKTUR INDONESIA
RBCH	GUANG-ZHOU-TAI-MEI-WEI-SHI-PING-YOU-XIAN-GONG-SI
RBSG	R&B Food Supply (Singapore) Company Limited
MI	Maple Innovation Company Limited
RBS-TU	RBS – TU FOOD INGREDIENTS PRIVATE LIMITED

OUR STRENGTH



Go through with together



Ladprao 101 Headquarter



- Breadcrumbs/Flavoring
- Company Headquarter
- Bangkok, Thailand



Hi-Tech Industrial Estate



- Fragrance Factory
- Ayutthaya, Thailand



Factory Wang Noi



- Food Coating Factory
- Ayutthaya, Thailand



989 Hi-Tech Industrial Estate



- Food Coating
- Seasoning/Sauce
- Ayutthaya, Thailand

Lot B2-4a Long Hau Commune



- Food Coating Factory
- Long An Province
- Vietnam



134 Hi-Tech Industrial Estate



- Plastic Packaging
- Ayutthaya, Thailand

989 Hi-Tech Industrial Estate



- Flavoring Factory
- Ayutthaya, Thailand



Kawasan Industry Jababeka



- Food Coating Factory
- Cikarang Province
- Indonesia



136 Hi-Tech Industrial Estate



- Food Coloring
- Ayutthaya, Thailand

San Sai Factory



- Dried Products
- Frozen Food
- Chiang Mai, Thailand

Product Categories



**Flavoring, Fragrance
and Food coloring**



**Dried product: Air Dried,
Spray Dried, Freeze Dried**



**Food Coating: Breadcrumbs,
Premixed, Seasoning**



**Frozen product:
Ready to eat, Ready to cook**









**Trading Product:
Sausage casing, Food additive**



**Plastic Packaging:
PLA, PET, PP, PS**

Go through with together

Our Brands

Logo	Brand	Product
	Best Odour	<ul style="list-style-type: none"> ■ Flavoring ■ Coloring ■ Baking Soda ■ Food Additive
	Uncle Barns	<ul style="list-style-type: none"> ■ Breadcrumbs ■ Premix Product ■ Milk Power
	Gob Jung	<ul style="list-style-type: none"> ■ Breadcrumbs
	Super-Find	<ul style="list-style-type: none"> ■ Premix Product
	Haeyo	<ul style="list-style-type: none"> ■ Flavoring
	Angelo	<ul style="list-style-type: none"> ■ Flavoring



Halal Food



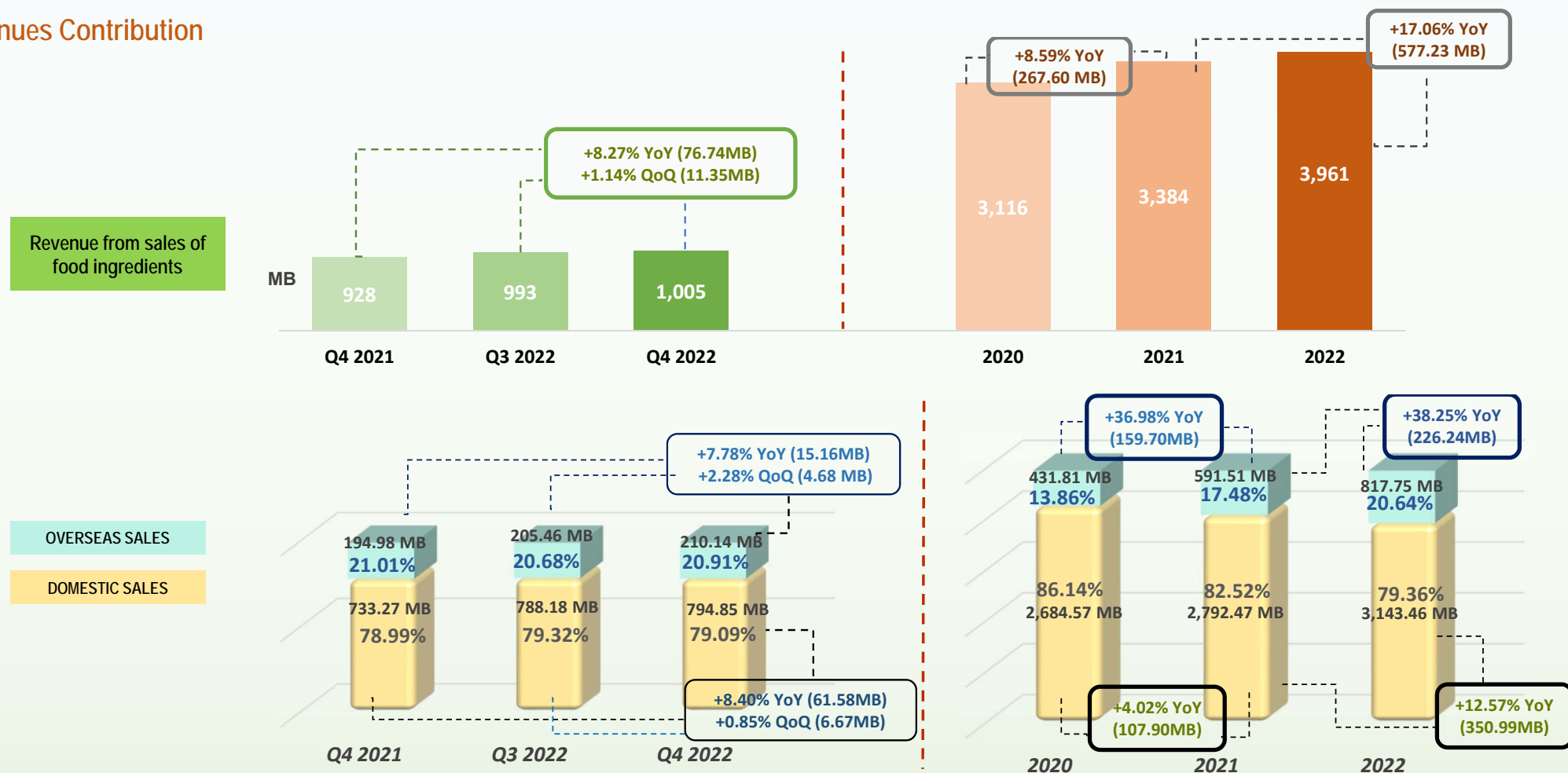
Future prospects in
Hemp business



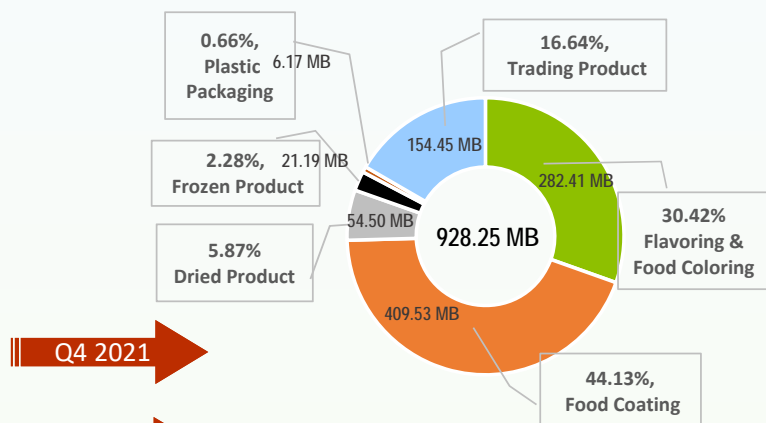
FY 2022 Financial Performance



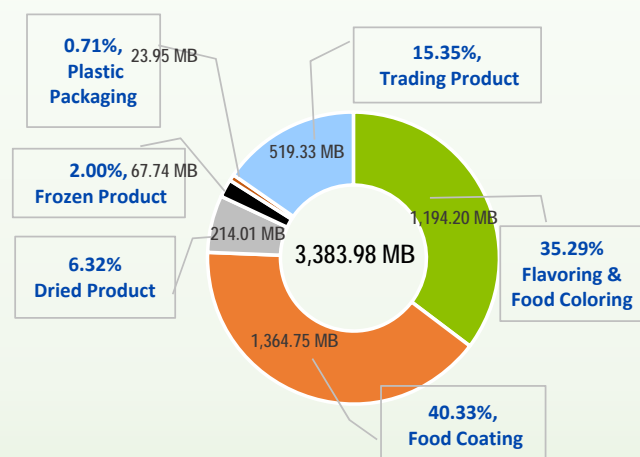
Revenues Contribution



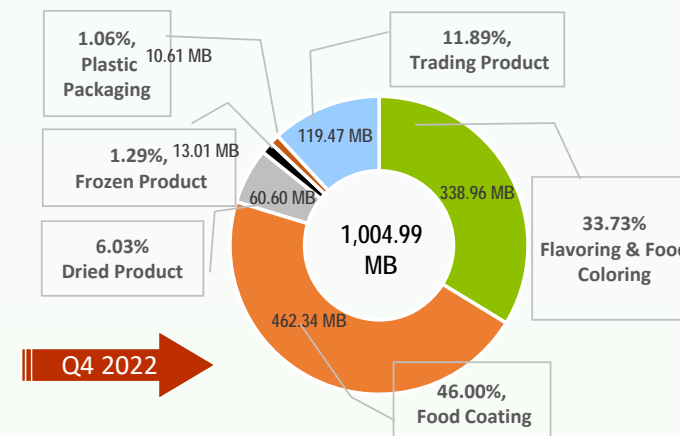
FY 2022 Financial Performance



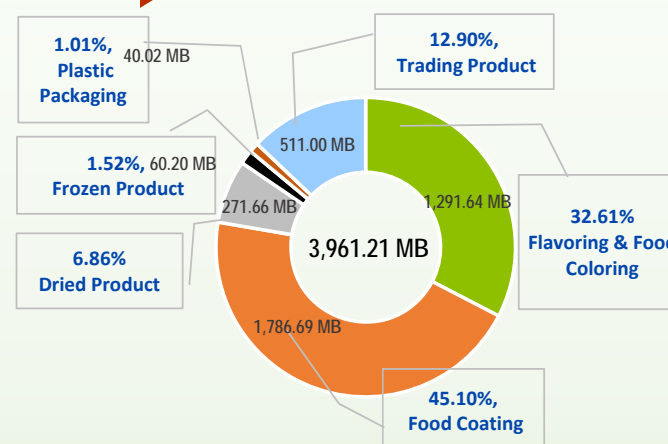
2021



product	YoY
Flavour, Coloring	+20.03% (56.55MB)
Food Coating	+12.89% (52.81MB)
Dried	+11.19% (6.10MB)
Frozen	-38.58% (-8.17MB)
Plastic	+71.88% (4.44MB)
Trading	-22.65% (-34.99MB)



2022



product	YoY
Flavour, Coloring	+8.16% (97.45MB)
Food Coating	+30.92% (421.94MB)
Dried	+26.94% (57.65MB)
Frozen	-11.14% (-7.55MB)
Plastic	+67.06% (16.06MB)
Trading	-1.60% (-8.32MB)

FY 2022 Financial Performance

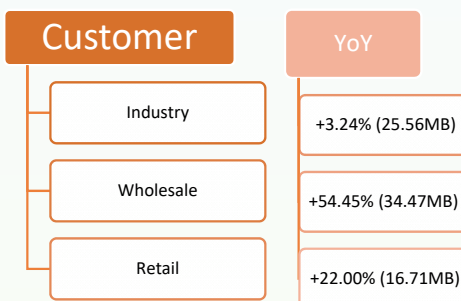
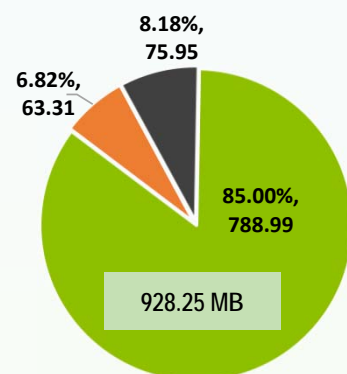


- Industrial customer
- Wholesale customer
- Retail customer

Revenues Breakdown by Customer group

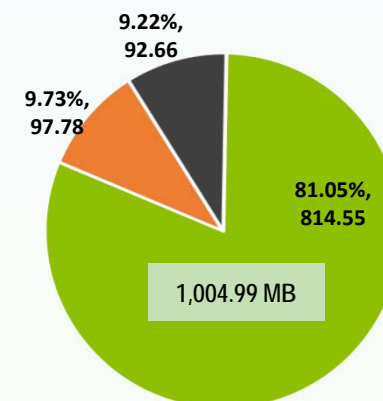
Q4 2021

2021

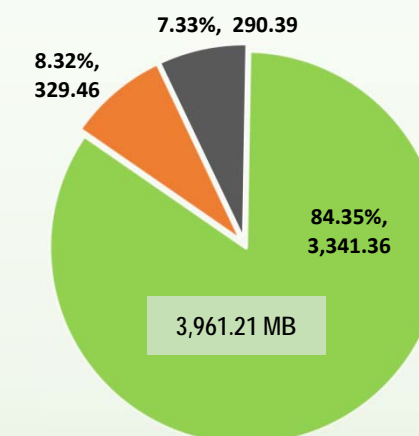
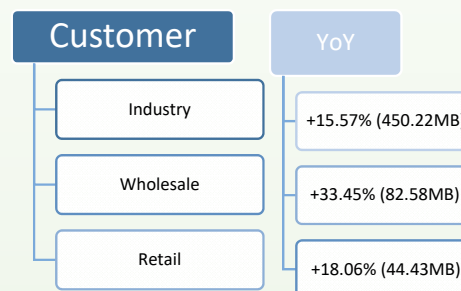
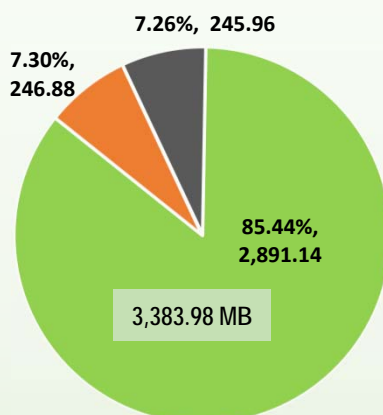


Q4 2022

2022



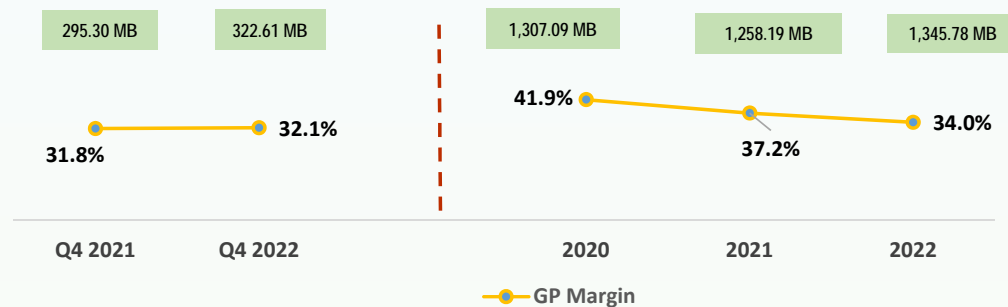
- Industrial customer
- Wholesale customer
- Retail customer



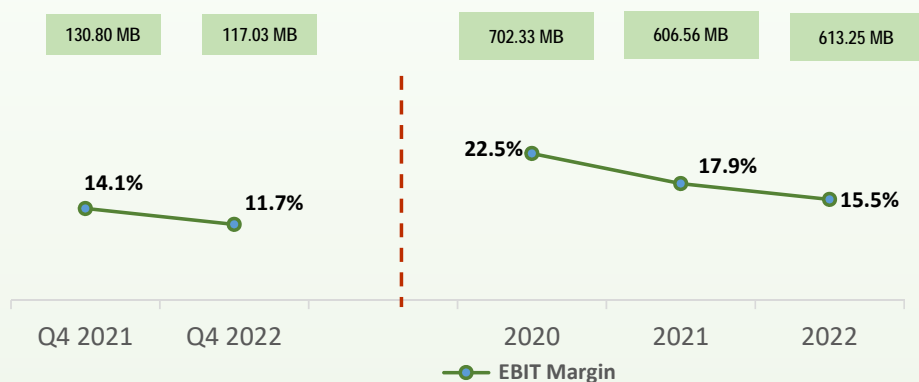
FY 2022 Financial Performance



GP margins

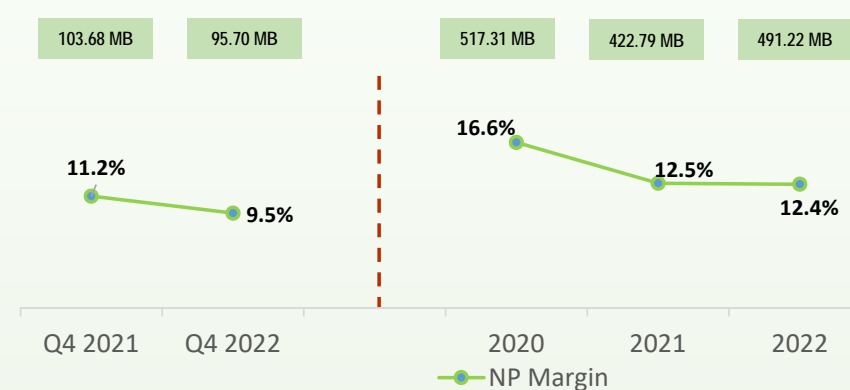


EBIT margins



NP margins

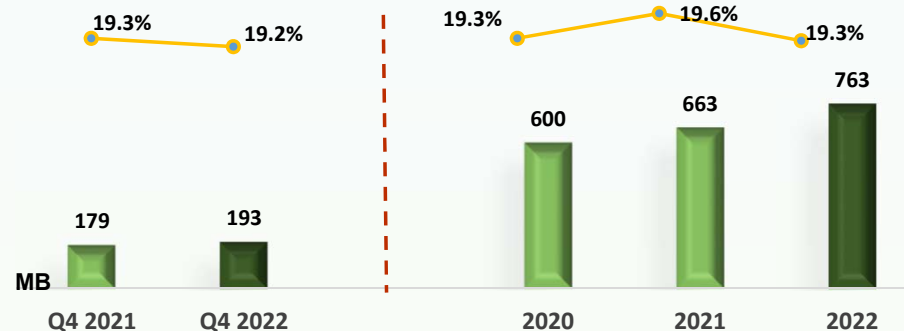
Net Profit from continuing operations to Sales



FY 2022 Financial Performance



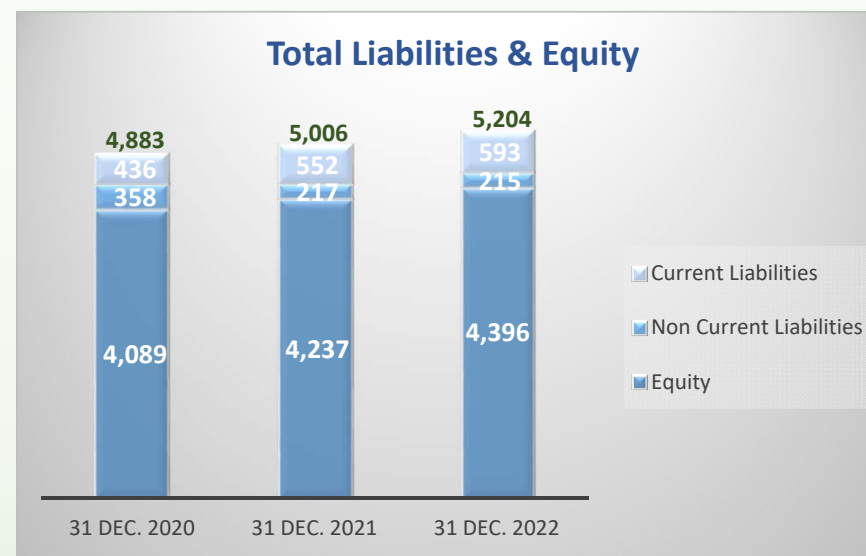
SG&A



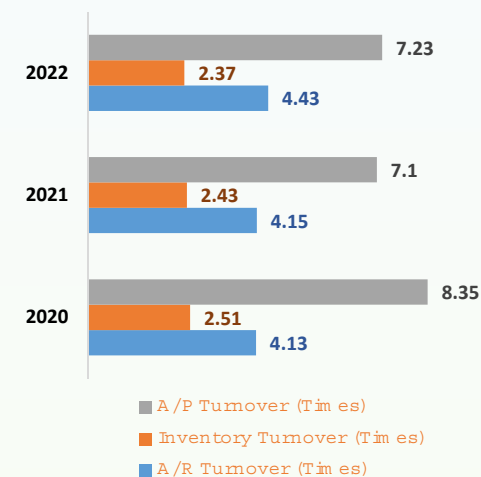
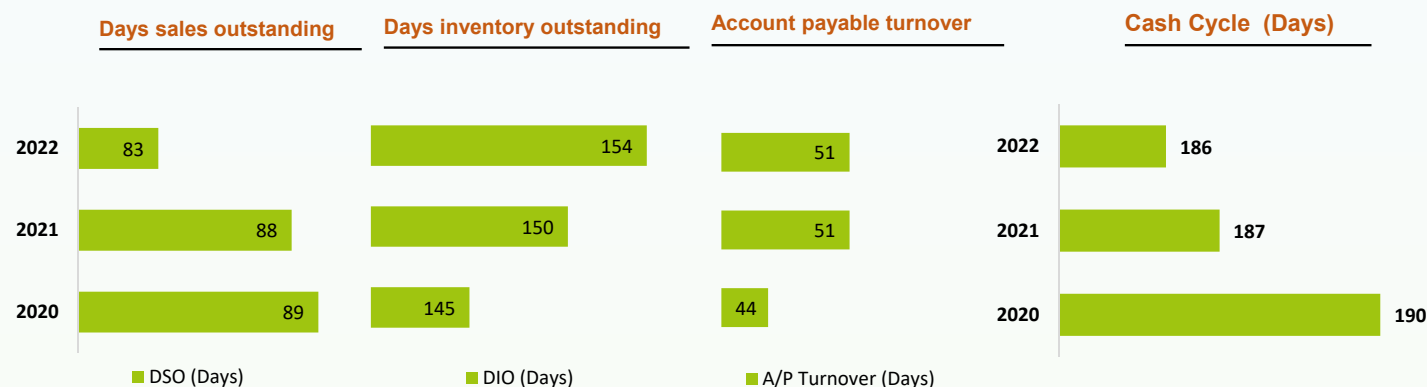
Total Assets



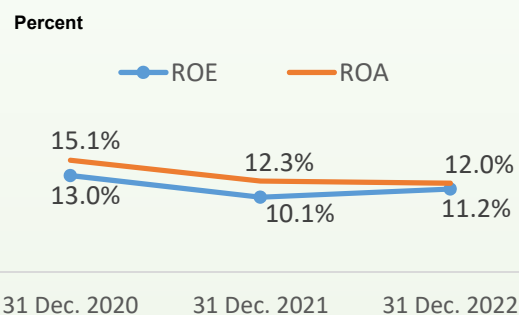
Total Liabilities & Equity



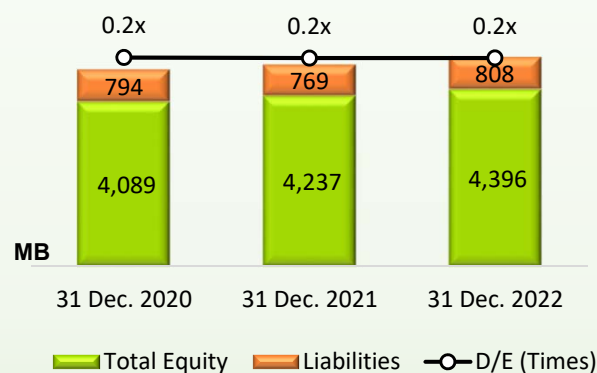
FY 2022 Financial Performance



ROE ROA



Debt position



EPS



New project of 2023	
Coating	Flavor
<ul style="list-style-type: none">• Working with customer UK US• Vegan project• Microwave reheat• Export more retail item (sauce and other culinary item)	<ul style="list-style-type: none">• Sugar replacement• Salt replacement• CBD• Flavor for pet food• Functional ingredient for pet food• Natural reaction flavor

Preparation for 2023-2024

- Synthesis of chemical RM
- Negotiate existing suppliers
- New source of supplier for flour
- Distribute R&D team and lab to other country Vietnam, Indonesia, India, Japan, UK

Question & Answer

Thank You

