

Company Presentation

YE 2022

28 February 2023



“Year of The Challenge”



Thaifoods Group Public Company Limited

- Executive Summary
- Company Overview
- Financial Highlight
- Management Team
- Standard and Rewards
- CSR Activities
- Appendix



TFG is one of top three producers of chicken meat and live pigs in Thailand. We have the capacity to produce 500,000 chickens per day and supply over 85,000 fattening pigs per month.

Key Competitive Strength - Feed Farm Foods



Fully integrated business : Poultry, swine, feed mills and processed food



Strong farm management : Biosecurity and highly experienced operator



Efficient business model : Partnering & asset light model



Products distributed : locally, nationwide and exported



Cost Efficiency : Low cost producer



High Quality : Export standard



Experienced management team



Tris Credit Rating : **BBB** (announcement on June 29, 2022)



FEED

FARM

FOOD

FOOD Distribution

Feed Mills

- Suphanburi
(130,000 Tonnes/month)
- Prachinburi
(100,000 Tonnes/month)



Poultry

- more than **296** contract farmers
- 19** breeder chicken farms
- 7** hatcheries



Swine

- 555** contract farmers
(**498** in Thailand and **57** in Vietnam)
- 3** great - grandparent farms
- 11** grandparent farms
- 14** parent farms



Processing

➤ Poultry

- **3** slaughterhouses in
2 Karnchanaburi
1 Prachinburi
- **2** chicken sausage factory
1 Karnchanaburi
1 Prachinburi (Each 60 Tonnes/day)
- **1** further factory
Kanchanaburi (24,000 Tonnes/yr)

➤ Swine

- 3** slaughterhouses in
 - Khon Kaen
 - Chonburi
 - Nakronpratom

Sauce & Drink

- Patumthani



Sales

- Modern Trade
- Traditional Trade
- Industrial
- Wholesale
- Export
- Food Service
- Retail Shops



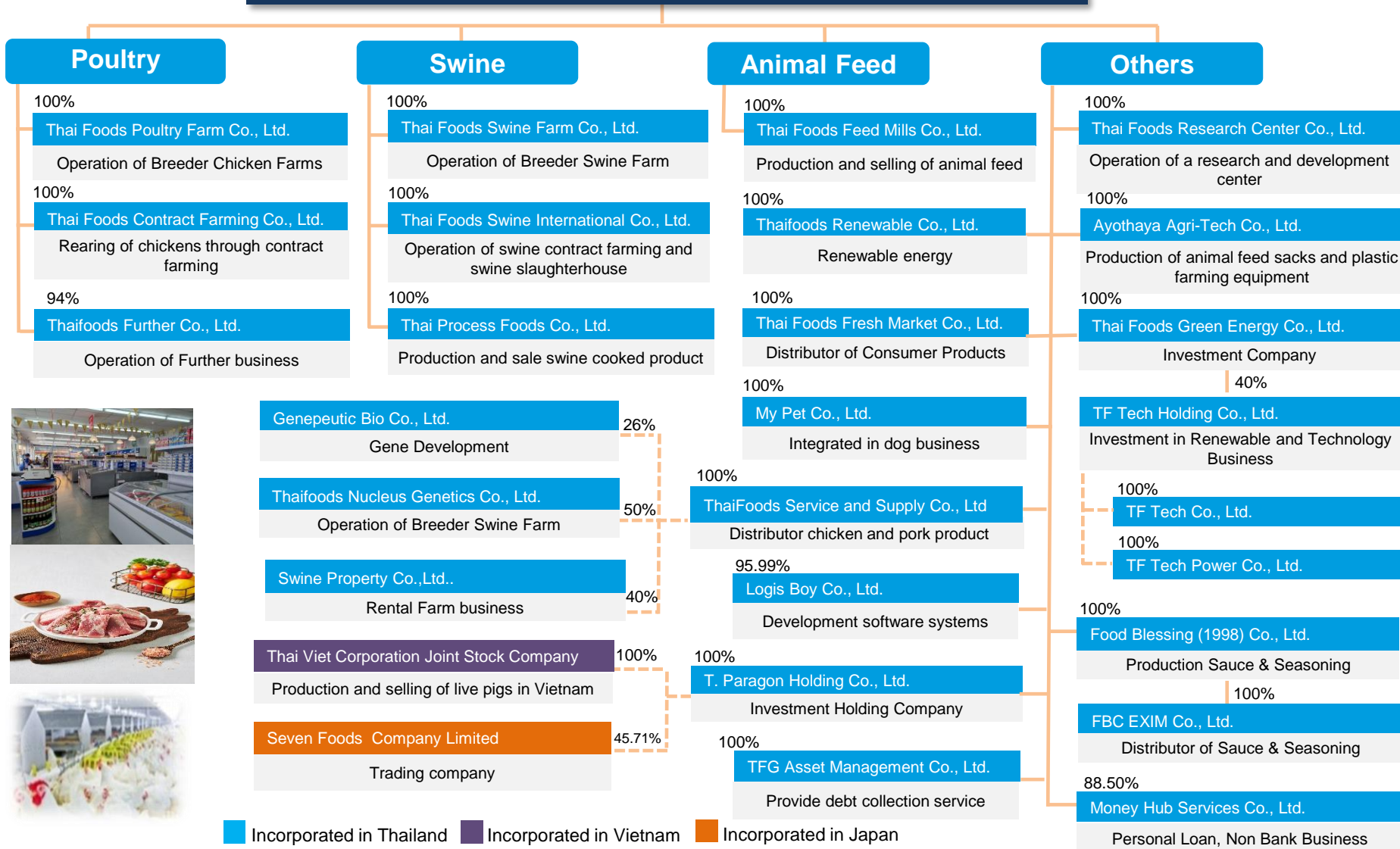


Company Profile

Company Name	Thaifoods Group Public Company Limited (TFG)
Industry	SET/ Agro & Food Industry/ Food & Beverage
First day trade	8 October 2015
Share Outstanding	Registered capital 6,168,330,045 Baht Paid up Capital 5,654,056,586 Baht (as of 7 June 2022)
Par Value	Baht 1 per share
Market Price	5.60 Baht (as of 23 February 2022)
Market Value	31,662.72 Million Baht (as of 23 February 2022)
Auditor	KPMG Phoomchai Audit Limited
Head Office	1010 Shinawatra Tower 3, 12 Fl, Vibhavadi Rangsit Road, Chatuchak, Bangkok Tel: +662 513 8989 Fax: +662 513 9060
Website	www.tfg.co.th

Thaifoods Group Public Company Limited

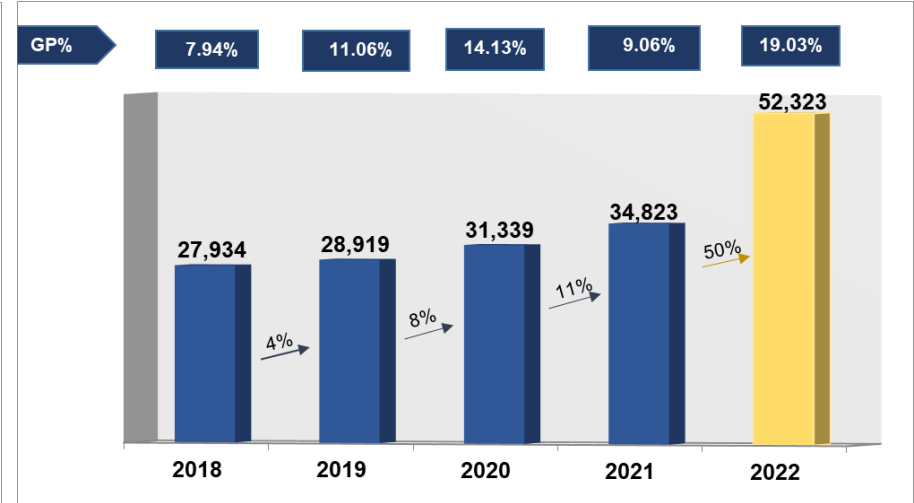
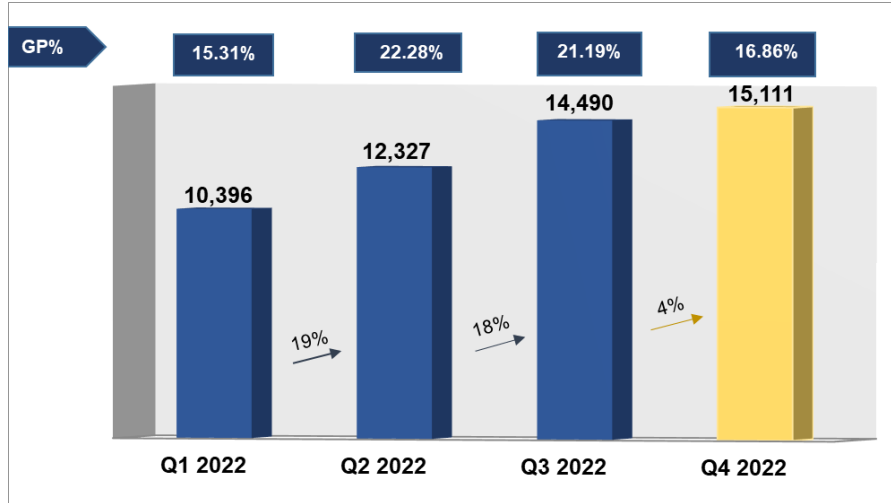
Production and selling of chickens, pigs and animal feed



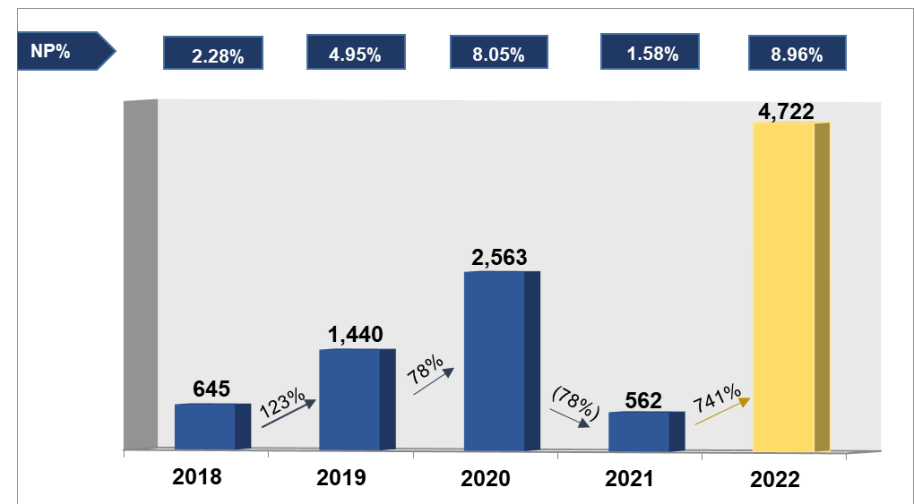
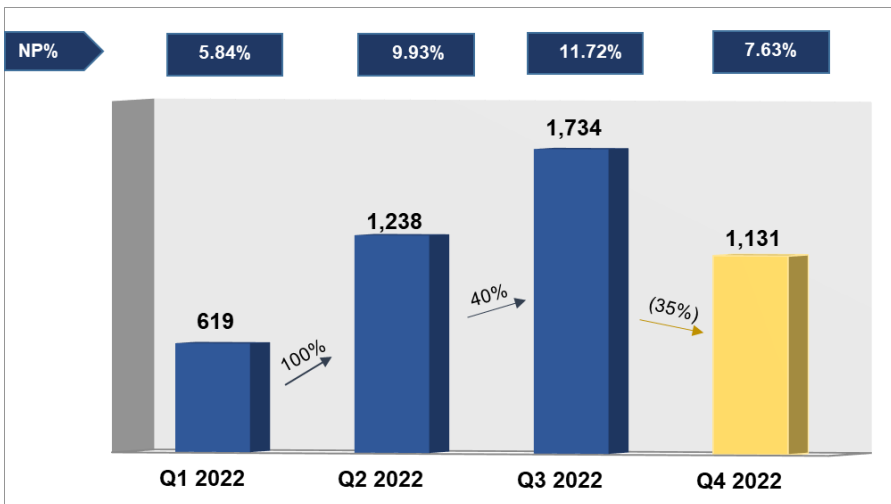


Financial Highlight

Revenue from Sale



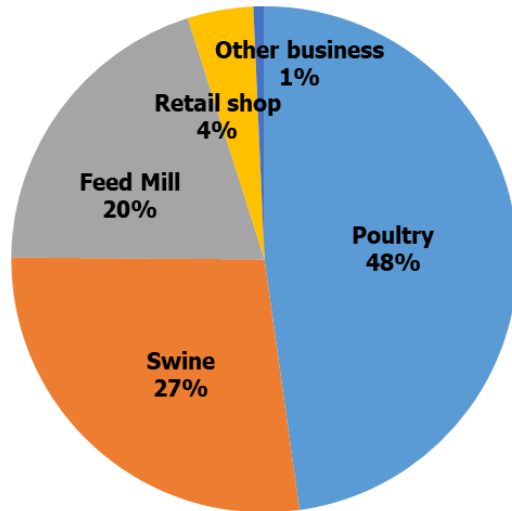
Net Profit





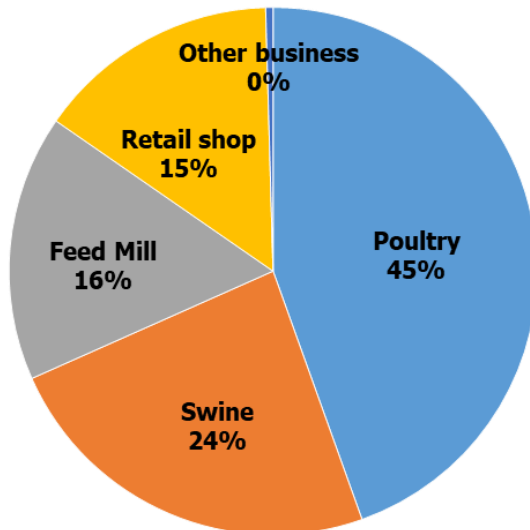
Revenue Segment

2021



2021	Revenue from Sale	COGS	% GP
Poultry	16,642	16,268	2%
Swine	9,518	7,152	25%
Feed Mill	6,958	6,842	2%
Retail shop	1,460	1,229	16%
Other	245	179	27%
Total	34,823	31,670	9%

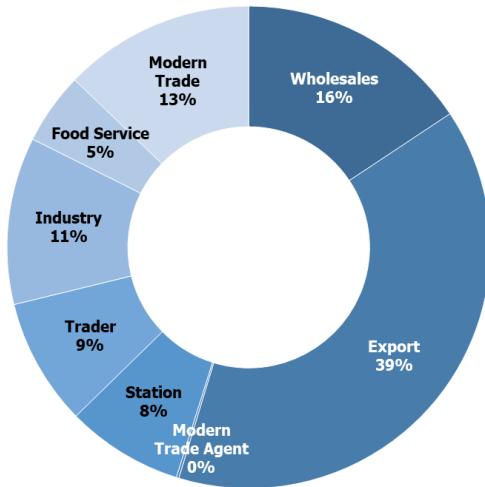
2022



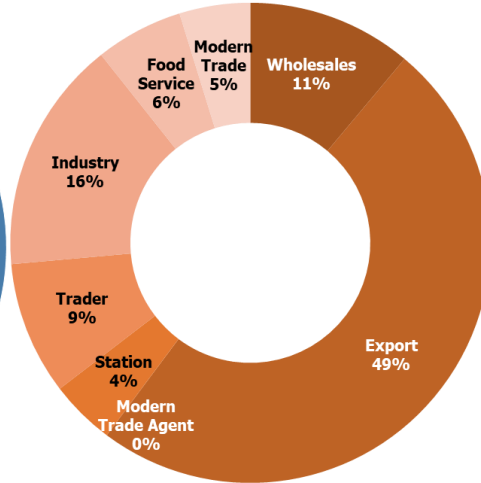
2022	Revenue from Sale	COGS	% GP
Poultry	23,298	18,007	23%
Swine	12,457	9,029	28%
Feed Mill	8,533	8,530	0%
Retail shop	7,801	6,626	15%
Other	234	175	25%
Total	52,323	42,367	19%

➤ Poultry

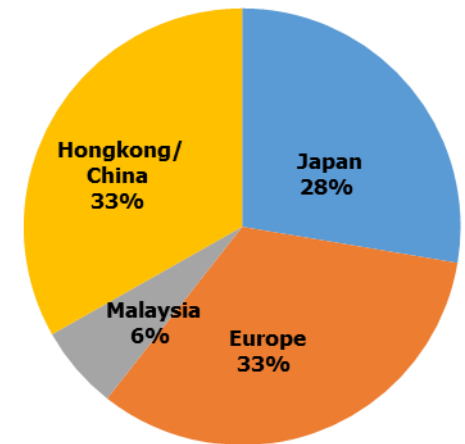
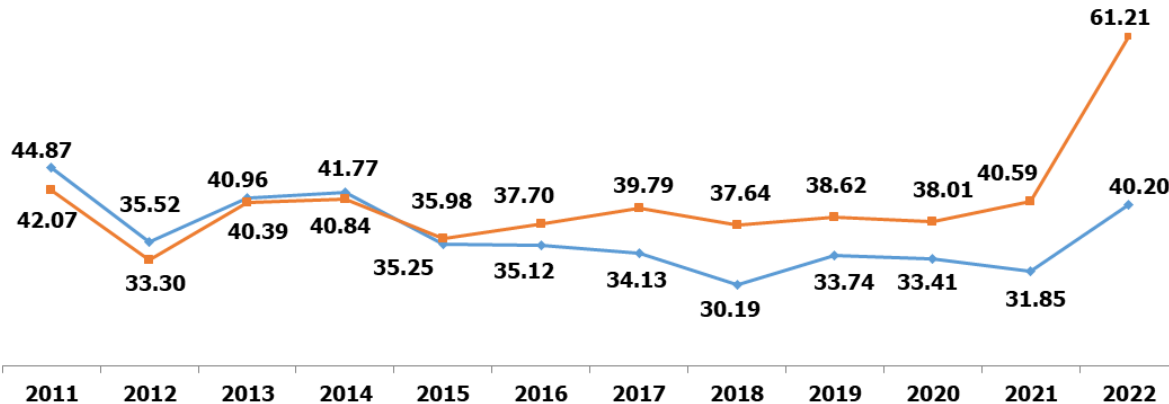
2021



2022



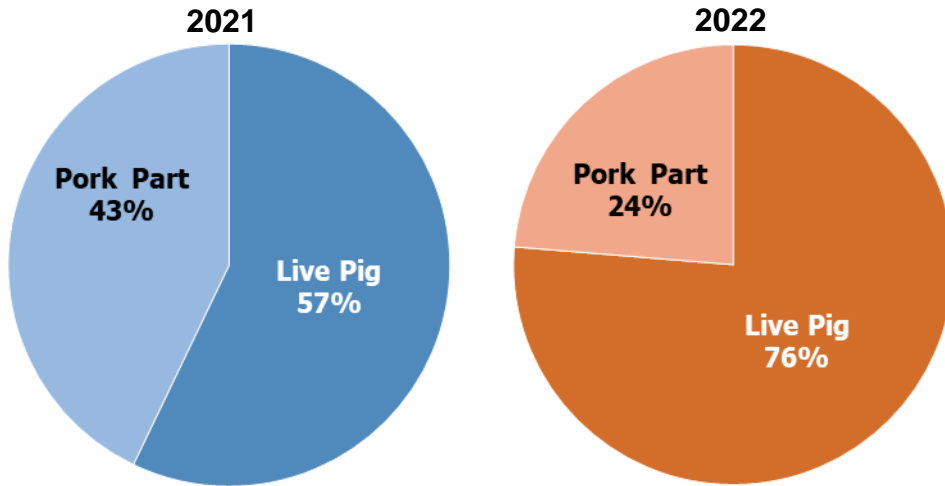
Distribution	2021		2022		% Change
	Tonnes	Mil Bt.	Tonnes	Mil Bt.	
Wholesales	127,520	2,054	105,914	1,932	(6%)
Export	61,365	5,116	70,182	8,539	67%
Modern Trade Agent	590	23	16	1	(97%)
Station	37,855	1,026	21,780	764	(25%)
Trader	25,670	1,117	24,277	1,562	40%
Industry	27,962	1,471	36,449	2,736	86%
Food Service	7,938	632	12,904	1,028	63%
Modern Trade	34,164	1,677	12,612	830	(51%)
Total	323,065	13,114	284,132	17,392	33%
Interco	26,019	1,376	87,757	4,578	233%
Total	349,084	14,491	371,889	21,970	52%



Source: Thai Feed Mill Association (TFMA), TFG

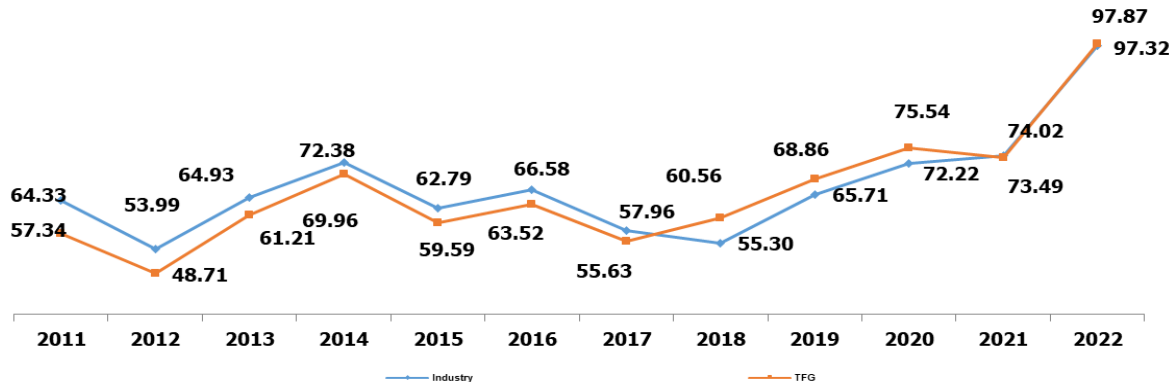
— Industry — TFG

➤ Swine



Distribution	2021		2022		% Change
	Tonnes	Mil Bt.	Tonnes	Mil Bt.	
Live Pig	67,109	4,475	74,286	7,187	61%
Pork Part	40,010	3,359	21,973	2,233	(34%)
Total	107,119	7,834	96,259	9,420	20%
Interco	9,076	617	21,236	2,282	270%
Total	116,195	8,451	117,495	11,702	38%

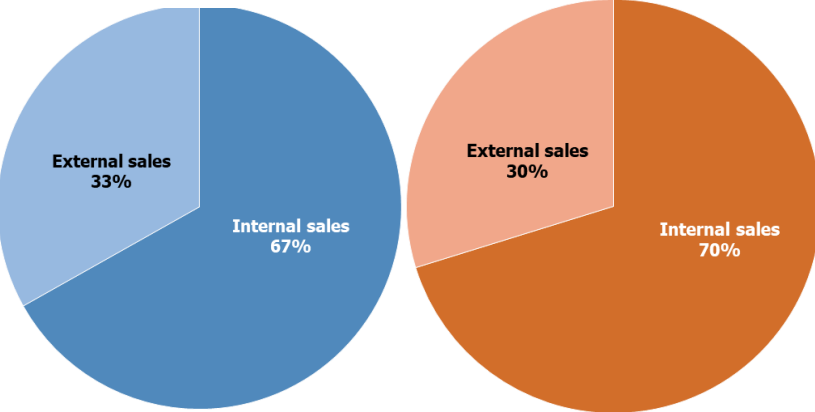
Remark: Exclude income from piglet, parent stock and swine operation in Vietnam.



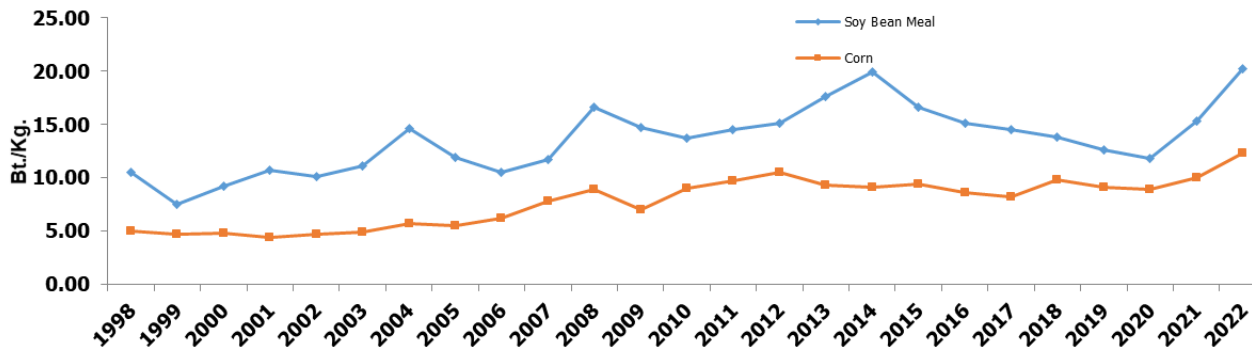
➤ Feed Mills

2021

2022



Distribution	2021		2022		% Change
	Tonnes	Mil Bt.	Tonnes	Mil Bt.	
Internal	1,065,521	14,036	1,218,147	20,079	43%
External	543,831	6,958	544,604	8,518	22%
Total	1,609,352	20,993	1,762,750	28,597	36%



Source: Thai Feed Mill Association (TFMA)

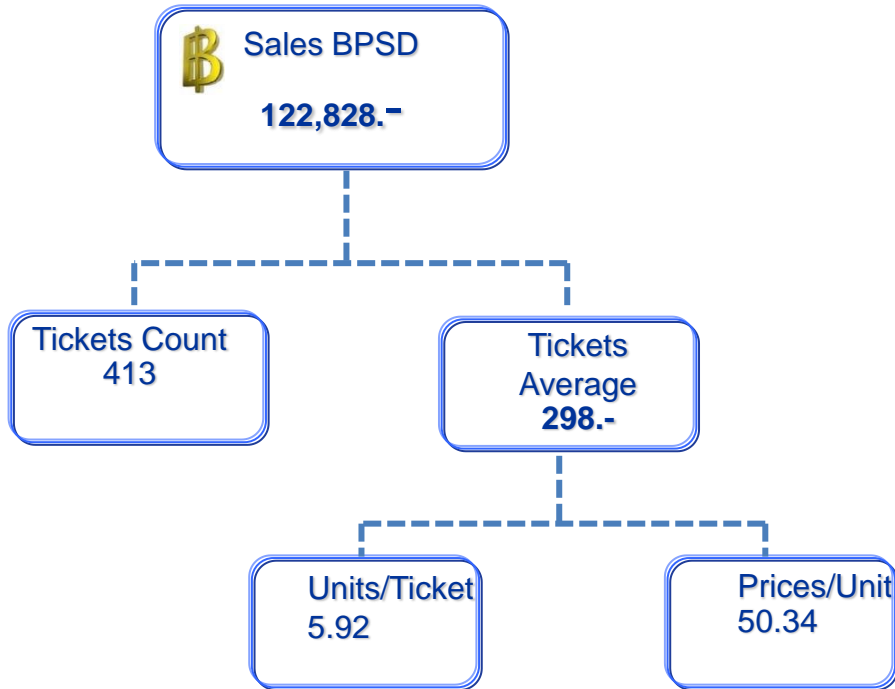




Retail Business



TFM Current performance Y2023



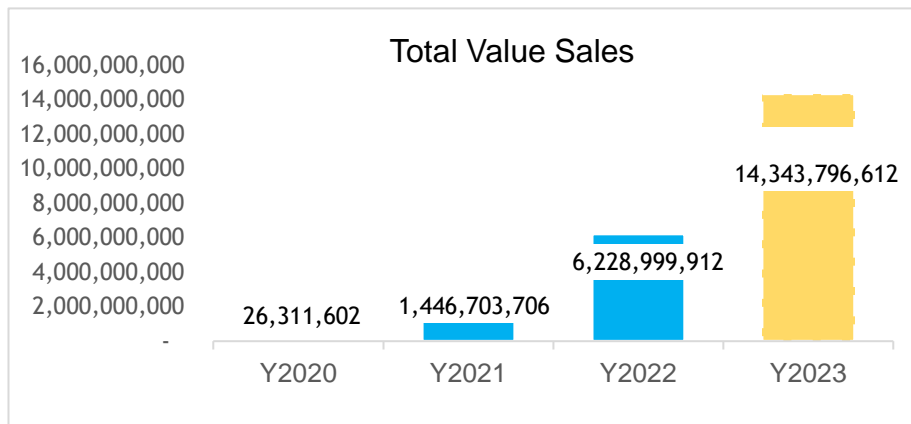
Product Contribution

Product Group	%Contribution
Pork, Chicken	81.4%
Dry Grocery & Other	11.3%
Frozen	4.1%
Sausage	1.7%
Chilled	0.8%
Consign	0.5%

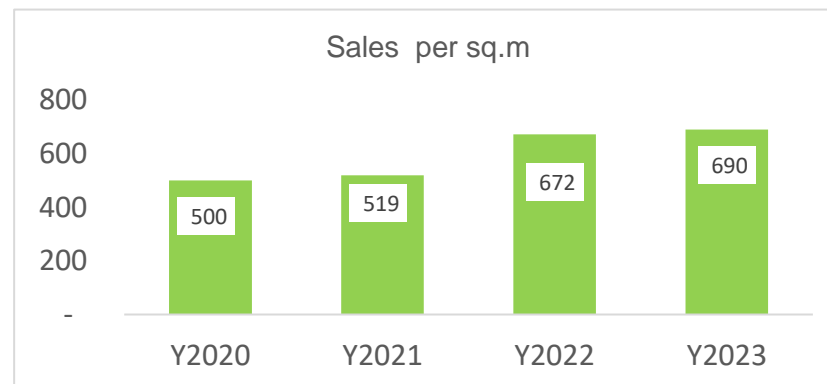
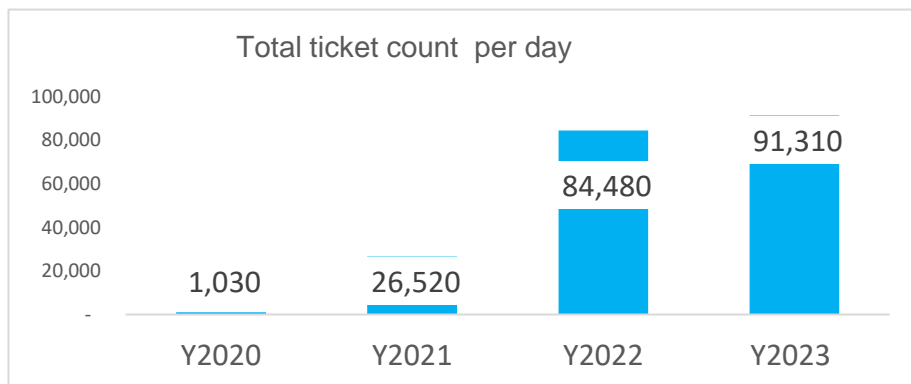


Retail Business

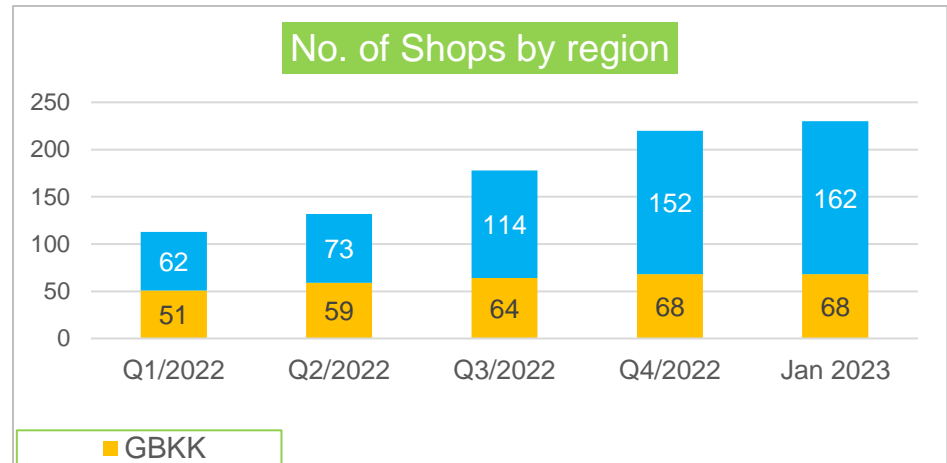
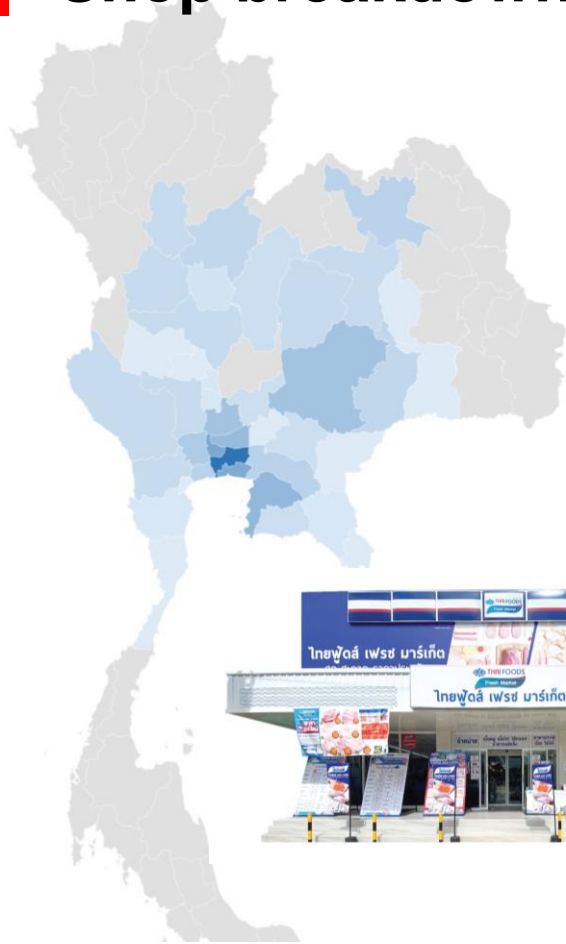
TFM performance Y2020 - 2023



Period	จำนวนสาขา	ยอดขาย	%GP
Q1/2022	113	1,008,084,585	17.00
Q2/2022	132	1,472,986,740	17.48
Q3/2022	178	1,595,640,482	20.23
Q4/2022	220	2,149,806,378	20.81
Jan 2023	230	863,071,860	20.70

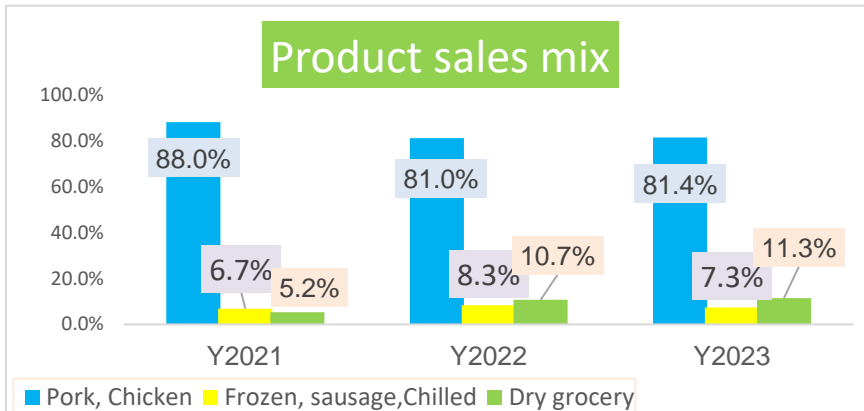
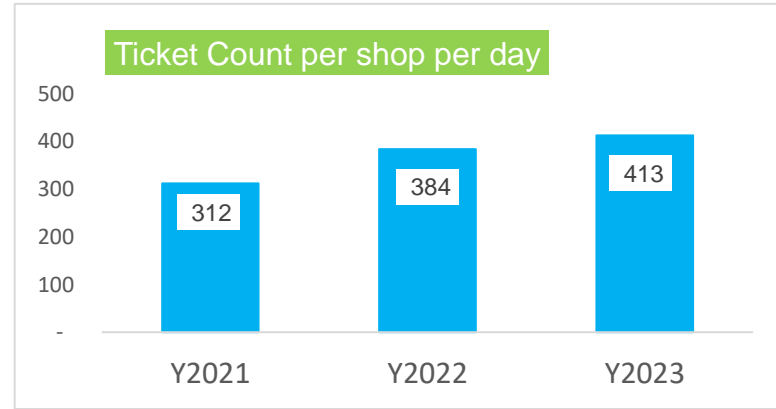
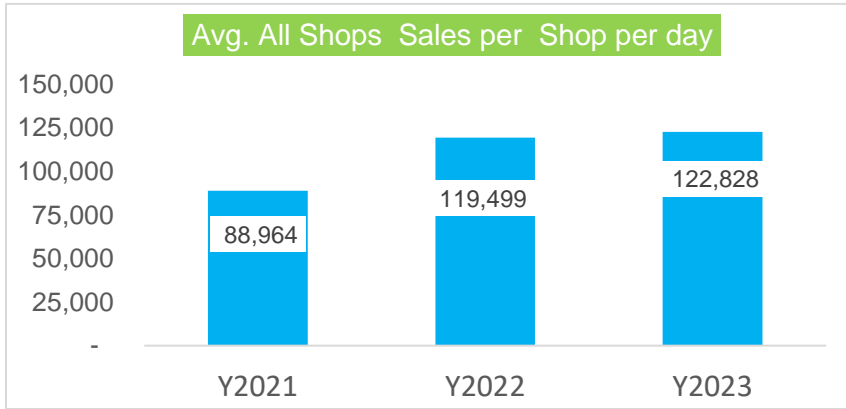


Shop breakdown by region



Region	Q1/2022	Q2/2022	Q3/2022	Q4/2022	Jan 2023
GBKK	51	59	64	68	68
Provincial	62	73	114	152	162
Total	113	132	178	220	230

Sales PSD , Ticket count, Product Sales mix

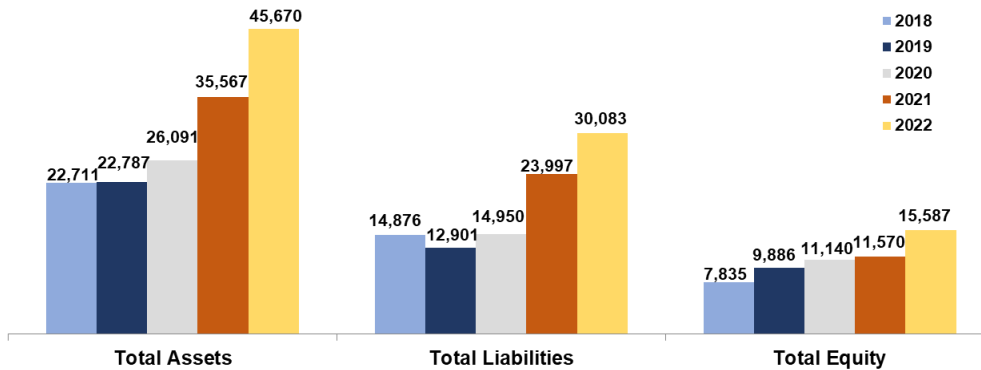




Financial Position

Balance Sheet Summary

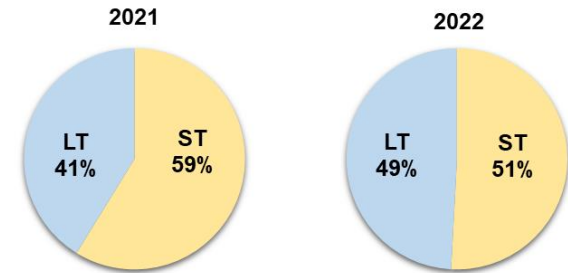
Unit: Mil Bt.



	2021	2022
ROE	4.95	34.82
IBD to Equity	1.73	1.56

Debt Profile Summary

➤ Debt Profile : Interest Bearing Debt Vs Total Debt



Unit: Mil Bt.

IBD	2021	2022
ST	11,734	12,370
LT	8,229	11,960
Total	19,963	24,331

➤ Total Debt Unit: Mil Bt.

Total Debt	2021	2022
ST	15,326	17,661
LT	8,670	12,422
Total	23,997	30,083

	2018	2019	2020	2021	2022
Current Ratio					
Current ratio (Time)	0.81	0.81	1.19	0.99	1.06
Accounts receivable turnover (Time)	19.52	17.27	19.79	17.84	21.62
Inventory turnover (Time)	8.34	8.42	8.70	7.71	7.17
Accounts payable turnover (Time)	11.64	12.58	14.20	15.04	17.63
Profitability Ratio					
Gross profit (Loss) margin (%)	7.94%	11.06%	14.13%	9.06%	19.03%
Operating (Loss) margin (%)	3.49%	6.74%	11.39%	4.57%	12.26%
Net profit (Loss) margin (%)	2.28%	4.95%	8.05%	1.58%	8.96%
Return on equity (%)	8.49%	16.25%	24.41%	4.95%	34.82%
Efficiency Ratio					
Return on total asset (%)	3.10%	6.33%	10.49%	1.82%	11.63%
Return on fixed asset (%)	17.51%	22.50%	30.53%	16.27%	34.05%
Financial Policy Ratio					
Debt to Equity ratio (Time)	1.90	1.30	1.34	2.07	1.93
IBD to Equity ratio (Time)	1.38	1.00	0.97	1.73	1.56
Interest coverage ratio (Time)	6.74	9.04	15.35	8.14	11.55



Management Team



Mr. Winai Teawsomboonkij
Chief Executive Officer

He is major shareholder of TFG . He started to the first chicken farm of 20,000 chickens in Lopburi province in 1987 and .



Mr. Phet Nantavisai
Executive Vice President

He joined TFG in 2010, started project great grand parent of swine farm. He holds veterinary science degree and he is an expert in poultry and swine sector.



Ms. Siriluck Tangwiboonpanich
Senior Assistant Vice President Accounting and Credit

She joined TFG in 2014, started working on account department. She has CPA certificate. Currently she is also company secretary position.



Mr. Sugun Thampon
Senior Assistant Vice President Slaughterhouse and Sausage Factory

He joined TFG in 2015, He has high experience on chicken slaughter house.



Quality Management System



Environment Management System



General requirements for the competence of testing and calibration laboratories



Good Manufacturing Practice



Hazard Analysis Critical Control Point



Halal Standard



Good Level for Good corporate governance



Private Sector Collective Action Coalition Against Corruption



develop and operate standards throughout the global food and feed supply chain.

Thaifoods Good Earth



Thaifoods Good Society





Thailand Sustainability Investment 2020



Raise Without Antibiotics Certificated





The Company presentation is prepared by Thaifoods Group Public Company Limited (“the Company”) for our investors, shareholders and/or related persons.

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