Company Presentation
Q1 2024



23 May 2024



"Year of Sustainable"



Thaifoods Group Public Company Limited



Agenda

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





Executive Summary

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 100,000 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 30, 2023)











Company Overview



FARM

FOOD

Food Distribution

Feed Mills

- Suphanburi
 (150,000 Tonnes/month)
- Prachinburi (100,000 Tonnes/month)







Poultry

more than **287** contract farmers **19** breeder chicken farms

7 hatcheries



Swine

646 contract farmers (**569** in Thailand and **77** in Vietnam)

- 3 great grandparent farms
- 11 grandparent farms
- 14 parent farms



Processing

Poultry

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



- 3 slaughterhouses in
- Khon Kaen
- Chonburi
- Nakronpratom

Sauce & Drink

- Patumthani



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







Company Profile

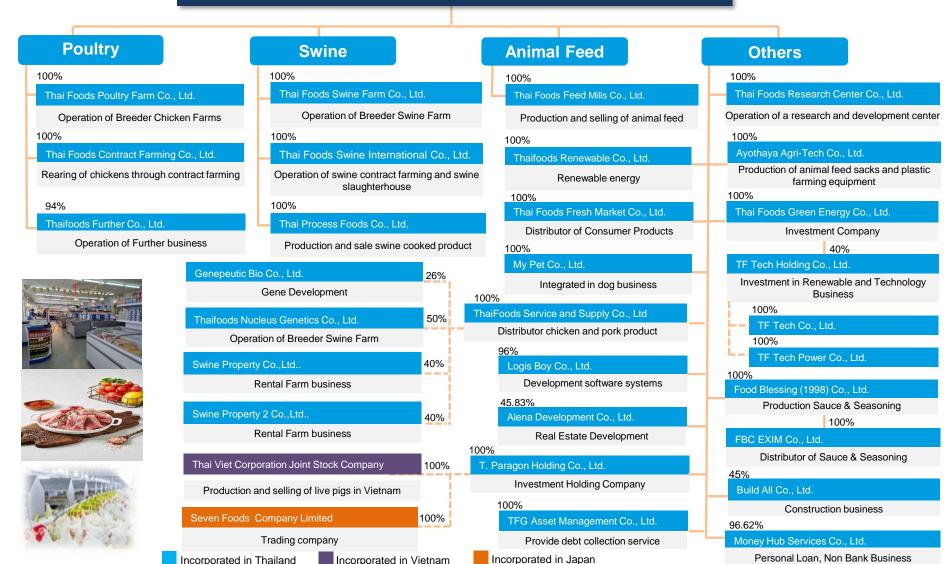
Company Name	Thaifoods Group Public Company Limited (TFG)
Industry	SET/ Agro & Food Industry/ Food & Beverage
First day trade	8 October 2015
Share Outstanding	Registered capital 6,749,411,897 Baht
	Paid up Capital 5,810,818,518 Baht (as of 9 June 2023)
Par Value	Baht 1 per share
Market Price	4.02 Baht (as of 17 May 2024)
Market Value	29,749.94 Million Baht (as of 17 May 2024)
Auditor	KPMG Phoomchai Audit Limited
Head Office	1010 Shinawatra Tower 3, 12 FI, Vibhavadi Rangsit Road, Chatuchak, Bangkok
	Tel: +662 513 8989
	Fax: +662 513 9060
Website	www.tfg.co.th

TFG's Group



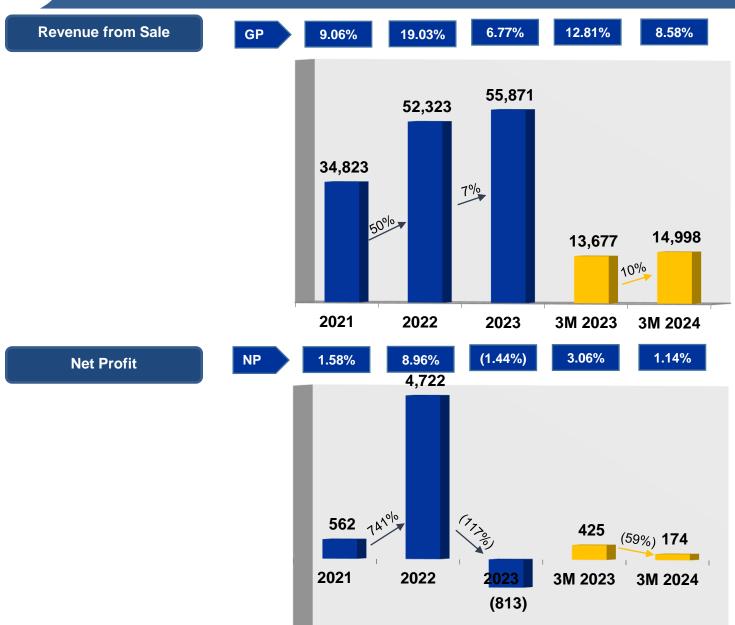
Thaifoods Group Public Company Limited

Production and selling of chickens, pigs and animal feed



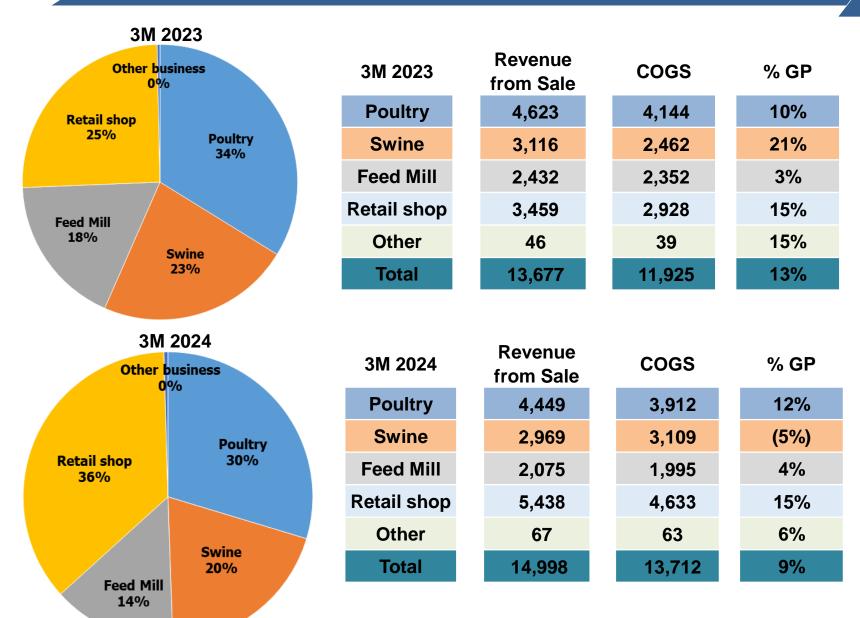


Financial Highlight





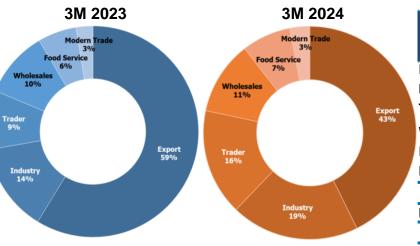
Revenue Segment



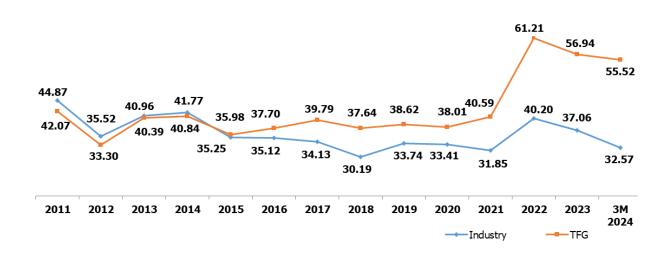


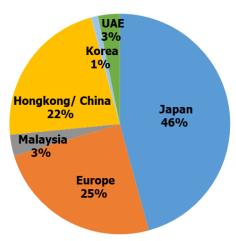
Distribution Network





	3M 2	2023	3M 20	24	%	%
Distribution	Tonnes	Mil Bt.	Tonnes	Mil Bt.	Change (Volum)	Change (Value)
Export	20,948	2,173	15,664	1,538	(25%)	(29%)
Industry	6,401	500	9,615	702	50%	40%
Trader	5,936	335	10,463	583	76%	74%
Wholesales	24,622	377	24,340	402	(1%)	6%
Food Service	2,485	219	3,171	268	28%	22%
Modern Trade	1,611	95	1,626	110	1%	16%
Total	62,004	3,700	64,878	3,602	5%	(3%)
Interco	32,268	1,434	38,964	1,807	21%	26%
Total	94,272	5,133	103,842	5,409	10%	5%

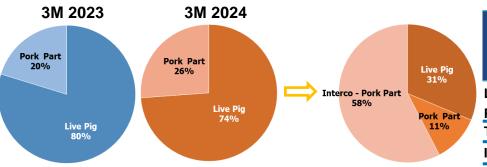






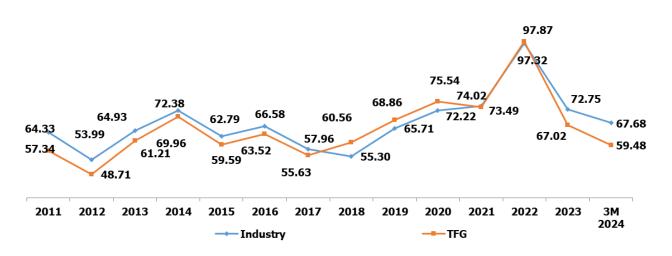
Distribution Network





	3M 2023			024	%	%
Distribution	Tonnes	Mil Bt.	Tonnes	Mil Bt.	Change (Volum)	Change (Value)
Live Pig	22,147	1,783	17,368	1,030	(22%)	(42%)
Pork Part	5,359	453	6,089	365	14%	(19%)
Total	27,506	2,236	23,457	1,395	(15%)	(38%)
Interco	11,784	1,056	23,525	1,899	100%	80%
Total	39,289	3,291	46,982	3,294	20%	0%

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

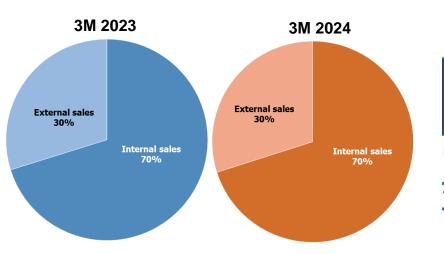




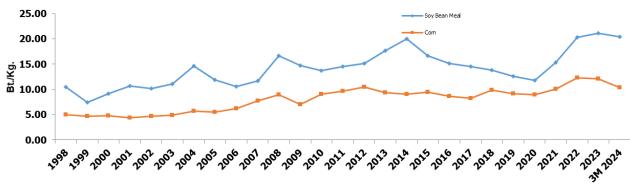


Distribution Network

> Feed Mills



	3M 2023		3M 20)24	%	%
Distribution	Tonnes	Mil Bt.	Tonnes)	Mil Bt.	Change (Volum)	Change (Value)
Internal sales	318,299	5,743	323,259	4,861	2%	(15%)
External sales	143,195	2,432	132,294	2,075	(8%)	(15%)
Total	461,494	8,176	455,554	6,936	(1%)	(15%)





Detail	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	3M 2024
Soy Bean Meal	19.96	16.68	15.11	14.57	13.85	12.63	11.83	15.31	20.28	21.14	20.35
Corn	9.10	9.45	8.67	8.23	9.85	9.15	8.97	10.05	12.34	12.07	10.42















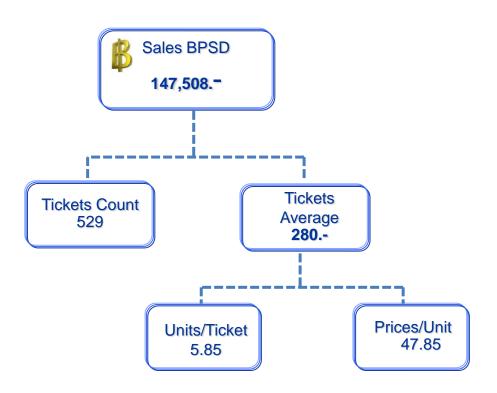








TFM Current performance Y2023

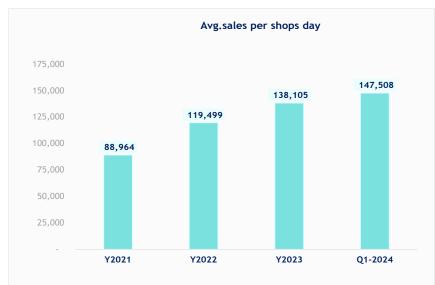


Product Contribution

Product Group	%Contribution
Pork, Chicken	78.00%
Dry Grocery & Other	13.50%
Frozen	5.00%
Sausage	2.00%
Chilled	1.00%
Consign	0.50%

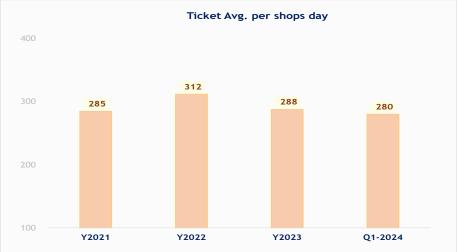


TFM performance Y2020 - 2023





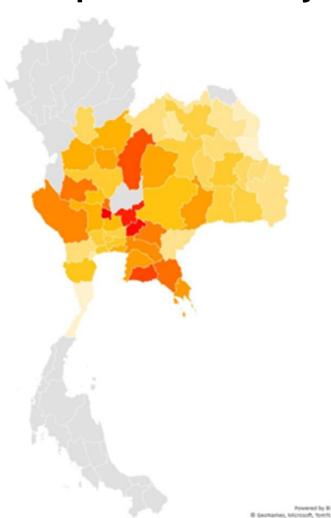






Shop breakdown by region





No. of Shops

Region	Y2022	Q1/ 2023	Q2/2023	Q3/2023	Q4/2023	Q1/2024
GBKK	62	62	62	62	63	63
Provincial	158	177	225	260	287	287
Total	220	239	287	322	350	350

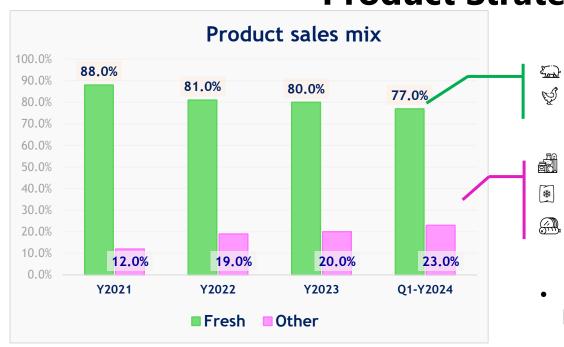


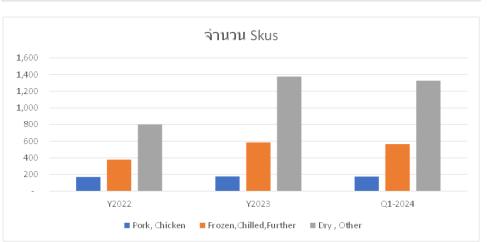
GBKK: ครุงเทพ, นนทบุริ, ปทุมธานี



Product Strategy









Dry grocery & Other 15%

Frozen,Further 4%

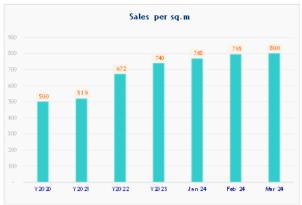
Sausage, Chilled 3%

- Increase contribution of higher margins product
- : Frozen
 Contribution target 10%
 Margins 25%
- : Sausage, Chilled Margins 24% Contribution target 10% Margins 25%
- : Product Variety , Dry Grocery Contribution Target 15%





Sales per Sqm.



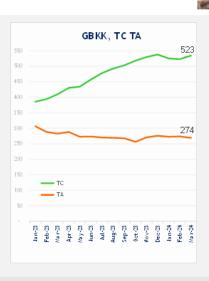
Increase Ticket count

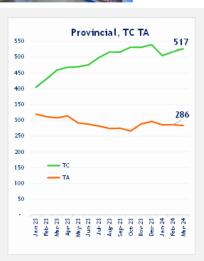
- Marketing communication FB , Line , <u>TikTok</u>
- Provincial Location ,High purchasing power, Low Competitive

Increase Ticket count

· Asset utilization





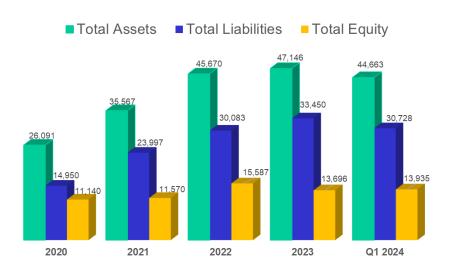




Financial Position

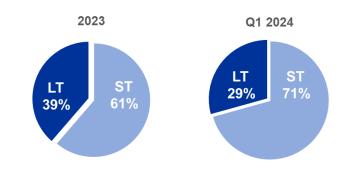
Balance Sheet Summary

	2023	3M 2024
ROE	(5.56)	5.03
IBD/E	1.91	1.77



Debt Profile Summary

Debt Profile : Interest Bearing Debt Vs Total Debt



IBD	2023	Q1 2024
ST	16,031	17,468
LT	10,106	7,242
Total	26,137	24,710

Total Debt	2023	Q1 2024
ST	22,804	23,003
LT	10,646	7,726
Total	33,450	30,728



Financial Ratio

	2021	2022	2023	3M 2023	3M 2024
Current Ratio					
Current ratio (Time)	0.99	1.06	0.85	1.09	0.75
Accounts receivable turnover (Time)	17.84	21.62	22.83	23.06	26.74
Inventory turnover (Time)	7.71	7.17	7.48	6.06	8.95
Accounts payable turnover (Time)	15.04	17.63	15.46	16.99	15.90
Profitability Ratio					
Gross profit (Loss) margin (%)	9.06%	19.03%	6.77%	12.81%	8.58%
Operating (Loss) margin (%)	4.57%	12.26%	0.41%	6.80%	2.85%
Net profit (Loss) margin (%)	1.58%	8.96%	-1.44%	3.06%	1.14%
Return on equity (%)	4.95%	34.82%	-5.56%	10.78%	5.03%
Efficiency Ratio					
Return on total asset (%)	1.82%	11.63%	-1.75%	3.56%	1.51%
Return on fixed asset (%)	16.27%	34.03%	14.29%	20.84%	21.16%
Financial Policy Ratio					
Debt to Equity ratio (Time)	2.07	1.93	2.44	2.11	2.21
IBD to Equity ratio (Time)	1.73	1.55	1.91	1.74	1.77
Interest coverage ratio (Time)	8.14	11.55	4.44	6.89	6.46



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.



Standard and Rewards



Quality Management System



Good Manufacturing
Practice



Good Level for Good corporate governance



Environment Management System



Hazard Analysis Critical Control Point



Private Sector Collective Action Coalition Against Corruption



General requirements for the competence of testing and calibration laboratories



Halal Standard



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



Thaifoods Good Earth







Thaifoods Good Society









Excellence Award 2022 for the Best Performance in Asia 2022From

Aviagen Asia Pacific Limited (Arbor Acres)





Thailand Sustainability Investment 2020



Raise Without Antibiotics Certificated





Contact Details



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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Financial - Income Statement

Income Statement (Unit : THB million)	2020	2021	2022	2023	Change	%	Q1 2023	Q1 2024	Change	%
Revenue from sales	31,339	34,823	52,323	55,871	3,547	7%	13,677	14,998	1,321	10%
Cost of sales	26,909	31,670	42,367	52,086	9,719	23%	11,925	13,712	1,786	15%
Gross Profit (Loss)	4,430	3,153	9,956	3,785	(6,171)	(62%)	1,751	1,286	(465)	(27%)
Gross Profit Margin (%)	14%	9%	19%	7%			13%	9%		
Gain on changes in fair value of biological assets	164	423	-	-	-	0%	-	91	91	100%
Reversal of loss on land revaluation	-	6	5	21	16	313%	-	-	-	0%
Gain on foreign exchange	155	-	-	197	197	100%	82	79	- 3	(3%)
Interest income	81	79	117	155	39	33%	38	39	1	3%
Dividend income	-	47	34	19	(14)	(43%)	-	-	-	0%
Others income	119	125	218	278	59	27%	93	59	- 34	(37%)
Profit before expenses	4,948	3,833	10,330	4,456	(5,874)	(57%)	1,964	1,554	(410)	(21%)
Distribution cost	718	1,178	2,481	2,906	425	17%	649	803	153	24%
Adminstrative expenses	573	749	762	772	10	1%	212	205	- 7	(3%)
Loss on foreign exchange	-	102	236	-	(236)	(100%)	-	-	-	0%
Loss on changes in fair value of marketable financial assets	-	152	54	221	166	306%	140	50	- 90	(64%)
Loss on land revaluation	24	-	-	-	-	0%	4	-	- 4	(100%)
Loss on changes in fair value of biological assets	-	-	327	247	(80)	(24%)	32	-	- 32	(100%)
Financial costs	370	493	845	1,120	275	33%	286	270	- 16	(6%)
Impairment loss determined in accordance with TFRS 9	64	62	44	63	19	43%	(7)	39	46	(618%)
Profit (Loss) before income tax expenses	3,200	1,097	5,580	(874)	(6,454)	(116%)	649	187	(461)	(71%)
Shares of gain (loss) of joint venture	0	0	(9)	(20)	(11)	121%	(4)	(31)	(27)	659%
Income tax expenses (Income)	649	546	845	(77)	(922)	(109%)	223	(13)	(236)	(106%)
Profit (Loss) for the period	2,551	552	4,726	(816)	(5,542)	(117%)	422	170	(252)	(60%)
Profit (Loss) owners of the company	2,563	562	4,722	(813)	(5,534)	(117%)	425	174	(252)	(59%)
Net Profit Margin (%)	8%	2%	9%	(1%)			3%	1%		
EBITDA										
Profit (Loss) before income tax expenses	3,201	1,098	5,571	(893)	(6,465)	(116%)	645	157	(488)	(76%)
Financial costs	370	493	845	1,120	275	33%	286	270	(16)	(6%)
Depreciation of biological assets	675	786	1,058	1,347	288	27%	294	359	65	22%
Depreciation and amortisation	1,426	1,639	2,279	3,380	1,102	48%	741	930	189	26%
EBITDA	5,671	4,016	9,753	4,954	(4,799)	(49%)	1,965	1,716	(249)	(13%)
EBITDA Margin	18%	12%	19%	9%			14%	11%		
EPS per share	0.46	0.10	0.84	(0.14)			0.08	0.03		



Financial - Balance Sheet

Current assets Cash and cash equivalents 416 Trade accounts receivable 2,318 Other current receivable 510	6 1%								
Trade accounts receivable 2,318	10/								
,	170	818	2%	836	2%	837	2%	1	0%
Other current receivable 510	8 7%	2,522	6%	2,374	5%	2,113	4%	(261)	(11%)
	1%	1,009	2%	1,025	2%	1,037	2%	12	1%
Current portion of loans to customers 122	2 0%	130	0%	137	0%	118	0%	(19)	(14%)
Short-term loans to associates 87	7 0%	133	0%	522	1%	285	1%	(238)	(46%)
Current portion of long term loan to joint venture -	0%	11	0%	23	0%	23	0%	-	0%
Inventories 4,863	3 14%	6,963	15%	6,971	15%	5,287	11%	(1,684)	(24%)
Current biological assets 5,266	6 15%	5,952	13%	6,157	13%	6,321	13%	163	3%
Advance payments to farmers 140	0%	123	0%	144	0%	146	0%	3	2%
Marketable financial assets 1,343	3 4%	1,064	2%	982	2%	932	2%	(50)	(5%)
Other current financial assets 42	2 0%	39	0%	113	0%	130	0%	17	15%
Total current assets 15,109	9 42%	18,764	41%	19,284	41%	17,228	37%	(2,056)	(11%)
Non-current assets									
Right-of-use assets 2,929	9 8%	4,941	11%	3,381	7%	3,426	7%	45	1%
Property, plant and equipment 13,437	7 38%	16,361	36%	17,282	37%	16,820	36%	(462)	(3%)
Non-current biological assets 2,108	8 6%	3,431	8%	4,300	9%	4,165	9%	(135)	(3%)
Other intangible assets	2 0%	146	0%	165	0%	156	0%	(9)	(5%)
Goodwill 67	7 0%	67	0%	67	0%	67	0%	-	0%
Restricted deposits at financial institutions 100	0%	103	0%	103	0%	103	0%	0	0%
Deferred tax assets 723	3 2%	578	1%	863	2%	891	2%	28	3%
Other non-current assets 245	5 1%	502	1%	609	1%	656	1%	47	8%
Total non-current assets 20,458	58%	26,906	59%	27,861	59%	27,435	58%	(427)	(2%)
Total assets 35,567	7 100%	45,670	100%	47,146	100%	44,663	95%	(2,483)	(5%)
Liabilities and equity									
Current liabilities									
Short-term borrowings from financial institutions 10,550	30%	9,379	21%	12,109	26%	10,577	22%	(1,532)	(13%)
Trade accounts payable 2,020	0 6%	2,786	6%	3,950	8%	2,951	6%	(998)	(25%)
Other accounts payable 1,414	4 4%	1,947	4%	2,635	6%	2,291	5%	(344)	(13%)
Current portion of debentures -	0%	1,569	3%	2,300	5%	5,200	11%	2,900	126%
Current portion of long-term borrowings from financial institutions 716	6 2%	650	1%	357	1%	370	1%	13	4%
Current portion of finance lease liabilities 468	3 1%	694	2%	1,232	3%	1,289	3%	57	5%
Income tax payable 126		345	1%	147	0%	213	0%	66	45%
Derivatives liabilities 33	3 0%	212	0%	42	0%	79	0%	37	89%
Other current financial liabilities -	0%	78	0%	33	0%	32	0%	(1)	(3%)
Total current liabilities 15,326	6 43%	17,661	39%	22,804	48%	23,003	49%	198	1%
Non-current liabilities									
Debentures 4,569	9 13%	6,940	15%	7,338	16%	4,438	9%	(2,900)	(40%)
Long-term borrowings from financial institutions 1,204		747	2%	538	1%	574	1%	35	7%
Finance lease liabilities 2,456		4,222	9%	2,230	5%	2,230	5%	1	0%
Provisions for employee benefit 46		62	0%	68	0%	70	0%	3	4%
Retentions	3 0%	4	0%	5	0%	5	0%	(0)	(3%)
Deferred tax liabilities 386		397	1%	397	1%	345	1%	(52)	(13%)
Other non-current liabilities	2 0%	52	0%	70	0%	63	0%	(7)	(10%)
	24%	12,422	27%	10,646	23%	7,726	16%	(2,920)	(27%)
Total non-current liabilities 8,670	7 67%	30,083	66%	33,450	71%	30,728	65%		(8%)



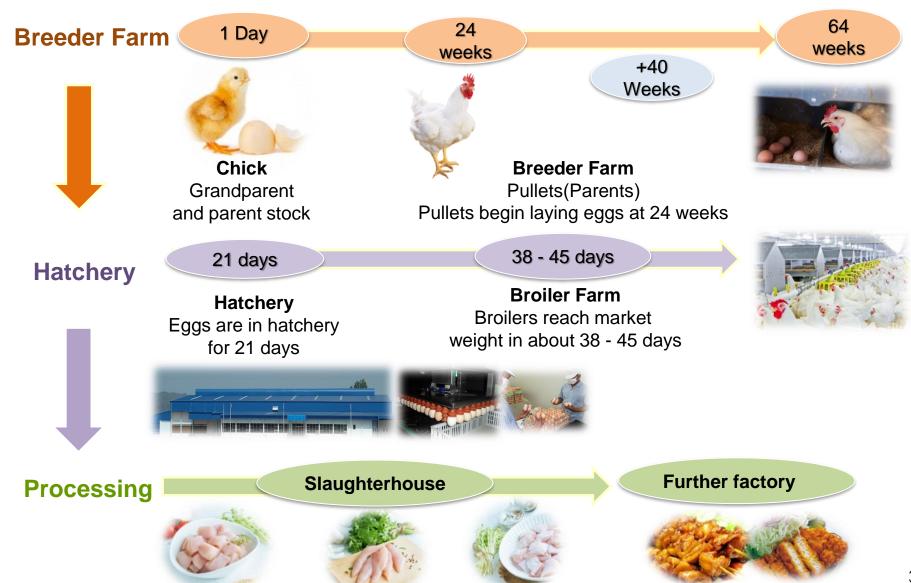
Financial - Balance Sheet

Balance Sheet (Unit : THB million)	2021	%	2022	%	2023	%	2023	%	Change	%
Equity										
Share capital										
Authorised share capital	6,168	17%	6,168	14%	6,168	13%	6,168	13%	-	0%
Issued and paid-up share capital	5,644	16%	5,654	12%	5,811	12%	5,811	12%	-	0%
Additional paid-in capital Premium on ordinary shares	1,906	5%	1,952	4%	2,657	6%	2,657	6%	-	0%
Deficits on common control transactions	(231)	(1%)	(231)	(1%)	(231)	0%	(231)	0%	0	0%
Retained earnings - Legal reserve	382	1%	537	1%	562	1%	562	1%	-	0%
Retained earnings - Unappropriated (Deficit)	3,129	9%	6,898	15%	4,248	9%	4,422	9%	174	4%
Other components of equity	727	2%	758	2%	633	1%	702	1%	69	11%
Non-controlling interests	14	0%	18	0%	15	0%	11	0%	(4)	(25%)
Total equity	11,570	33%	15,587	34%	13,696	29%	13,935	30%	239	2%
Total liabilities and equity	35,567	100%	45,670	100%	47,146	100%	44,663	95%	(2,483)	(5%)



Integrated Flow Chart

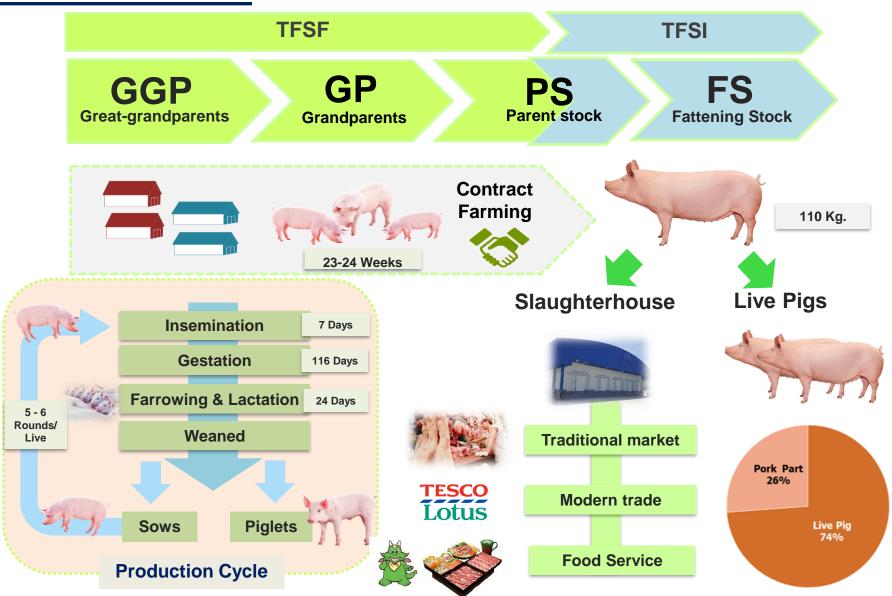
Poultry Business





Integrated Flow Chart

Swine Business

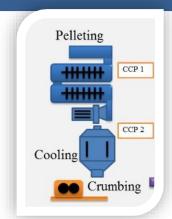




Integrated Flow Chart

Feed mill Business





1 2 3 4 5

RM Incoming

Grinding

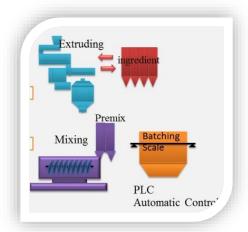
Batching & Mixing

Pelleting

Product Load Out









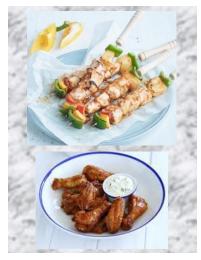


Our Products

Poultry Business



Further



Chicken Sausage



Swine Business



Food Blessing



Feed mill Business





Our Factory

Feed Mill factory











Poultry farm





Swine farm





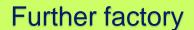
Chicken Slaughterhouse



Pig Slaughterhouse













Komedori Chicken-Raw Meat

















TFG Cooked Product



















Komedori Chicken







お肉を使った本格タイレシピ #本格タイレシピ をお届け**■**

おうちで気軽に本格タイ料理を楽しみましょう more www.primaham.co.jp/special/komedori/ See Translation





Thank you