

R&B Food Supply Public Company Limited



RBF Opportunity Day

Q3' 2022

18 November 2022

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.



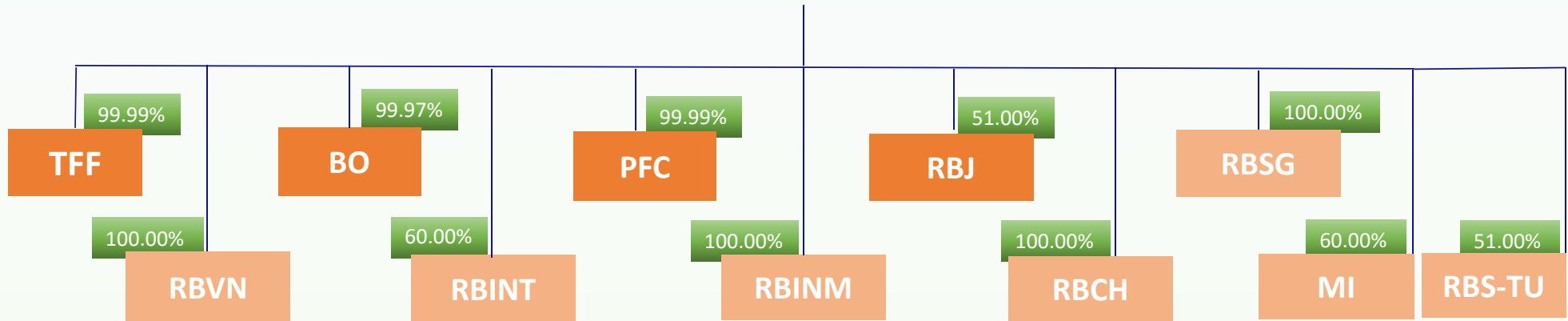
Apr 2022

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	Company Name
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

Go through with together

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



136 Hi-Tech Industrial Estate



- Food Coloring
- Ayutthaya, Thailand

San Sai Factory



- Dried Products
- Frozen Food
- Chiang Mai, Thailand

Kawasan Industry Jababeka



- Food Coating Factory
- Cikarang Province
- Indonesia



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

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



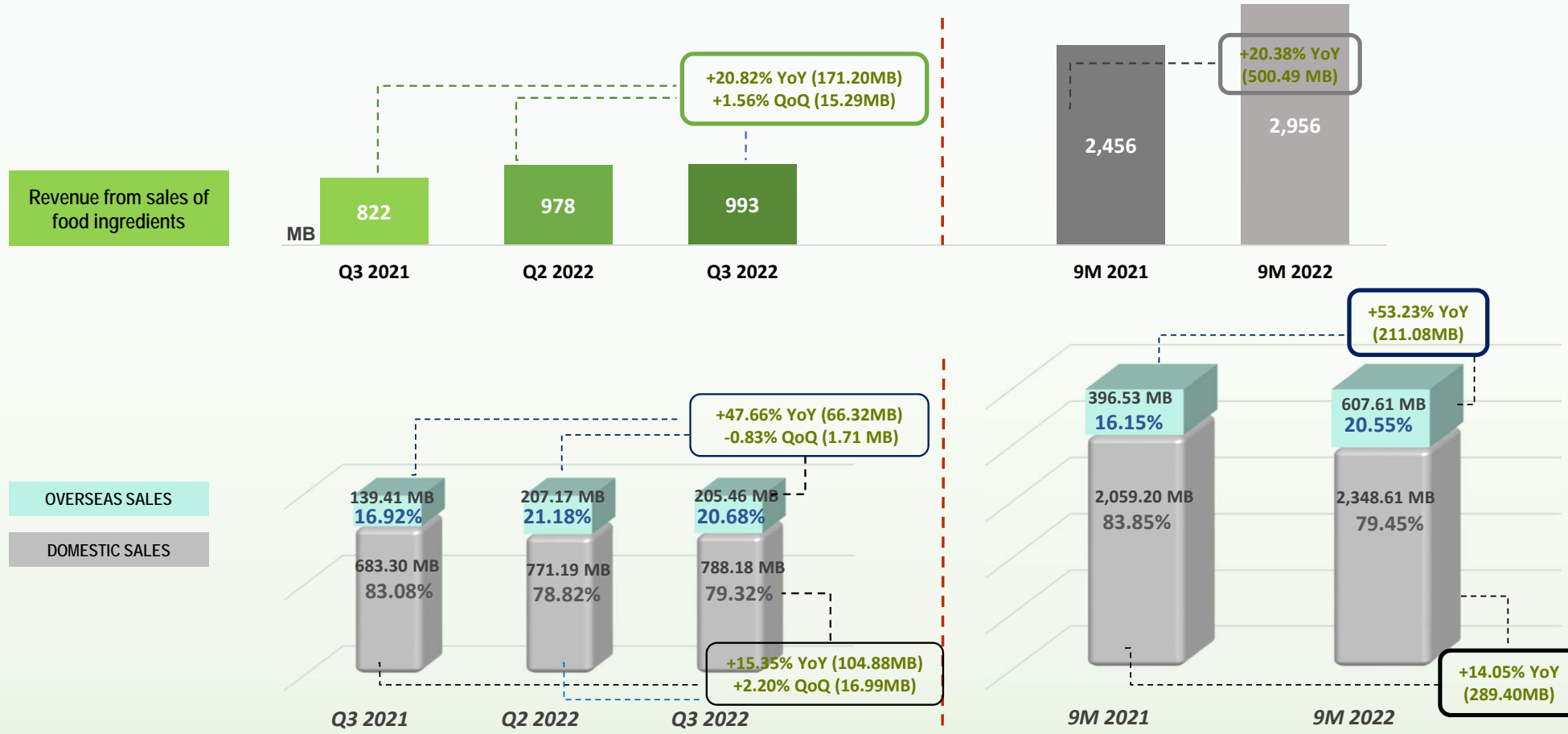
Halal Food



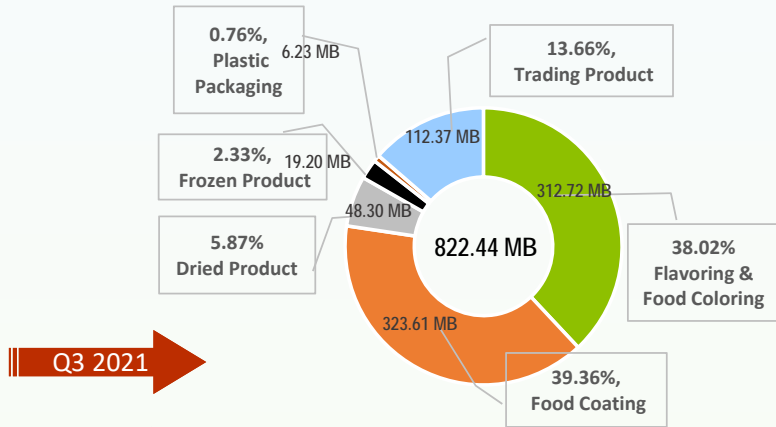
Q3' 2022 Financial Performance



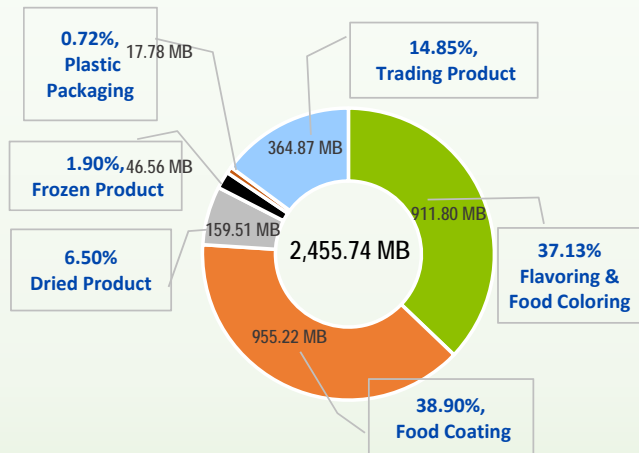
Revenues Contribution



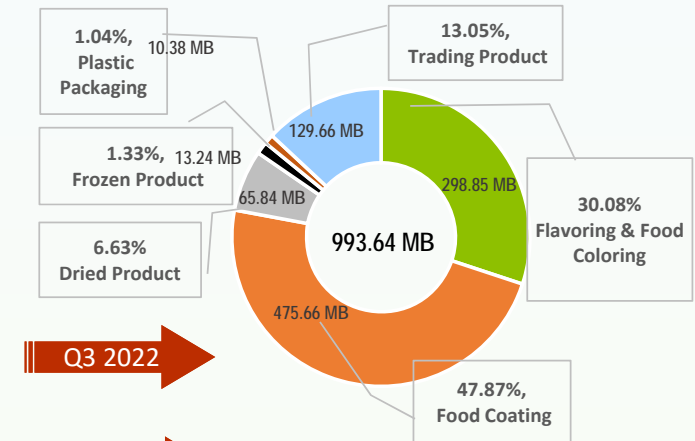
Q3' 2022 Financial Performance



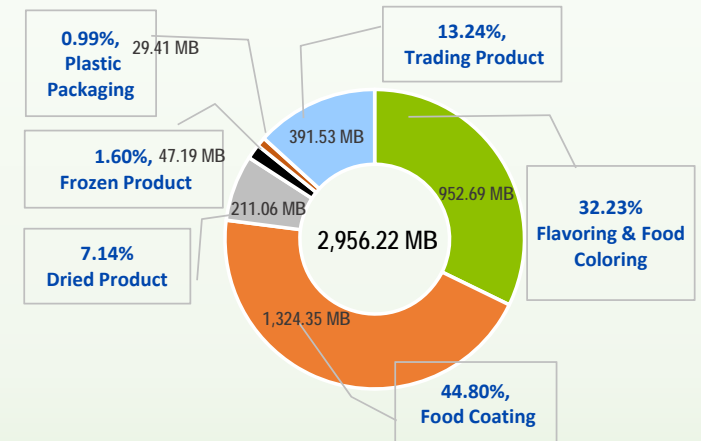
9M 2021



product	YoY
Flavour, Coloring	-4.44% (-13.87MB)
Food Coating	+46.98% (152.05MB)
Dried	+36.31% (17.54MB)
Frozen	-31.03% (-5.96MB)
Plastic	+66.46% (4.14MB)
Trading	+15.39% (17.30MB)



9M 2022



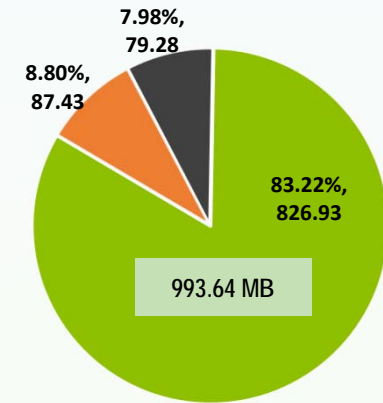
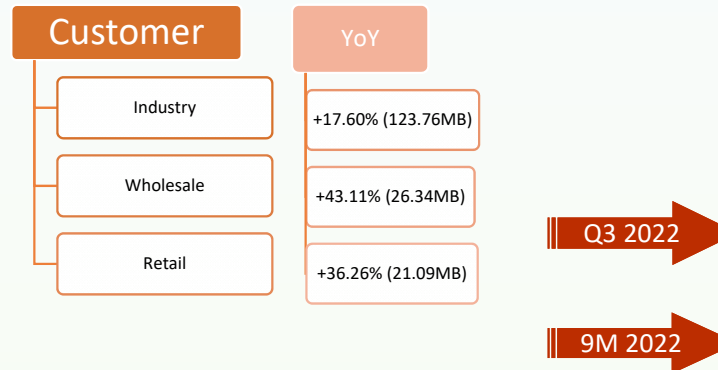
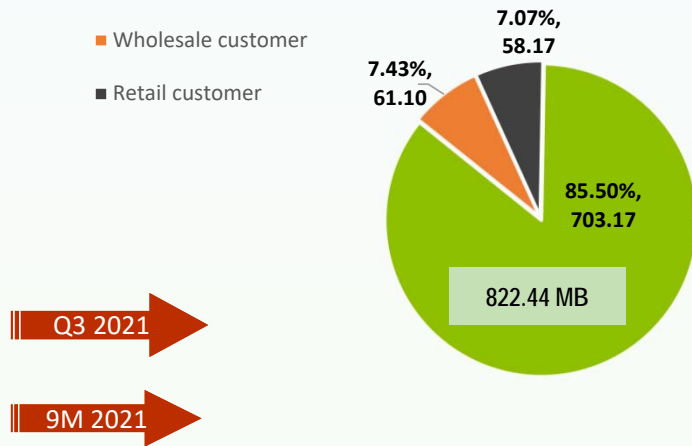
product	YoY
Flavour, Coloring	+4.49% (40.90MB)
Food Coating	+38.64% (369.13MB)
Dried	+32.31% (51.55MB)
Frozen	+1.35% (0.63MB)
Plastic	+65.39% (11.63MB)
Trading	+7.31% (26.66MB)

Q3' 2022 Financial Performance

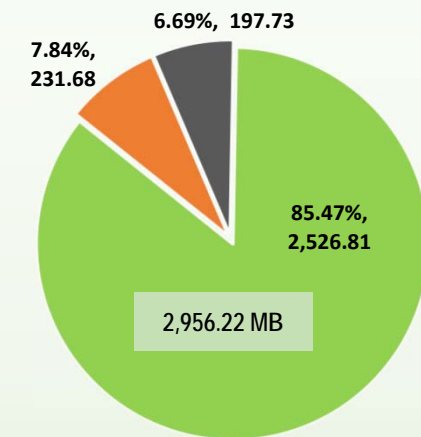
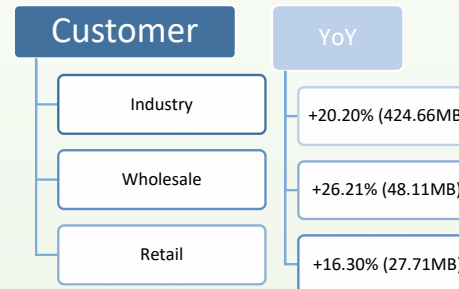
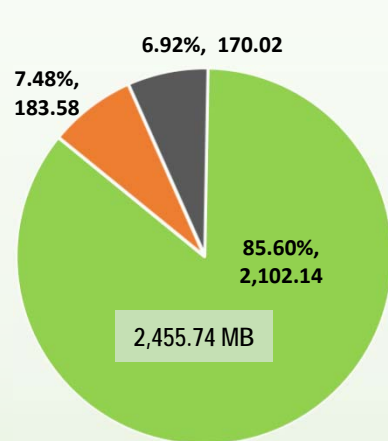


- Industrial customer
- Wholesale customer
- Retail customer

Revenues Breakdown by Customer group



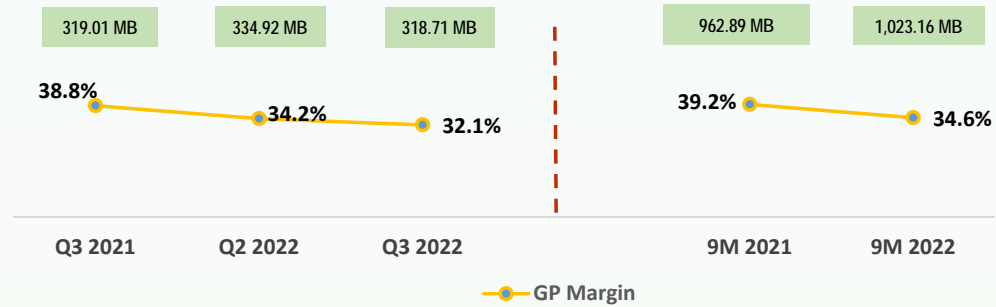
- Industrial customer
- Wholesale customer
- Retail customer



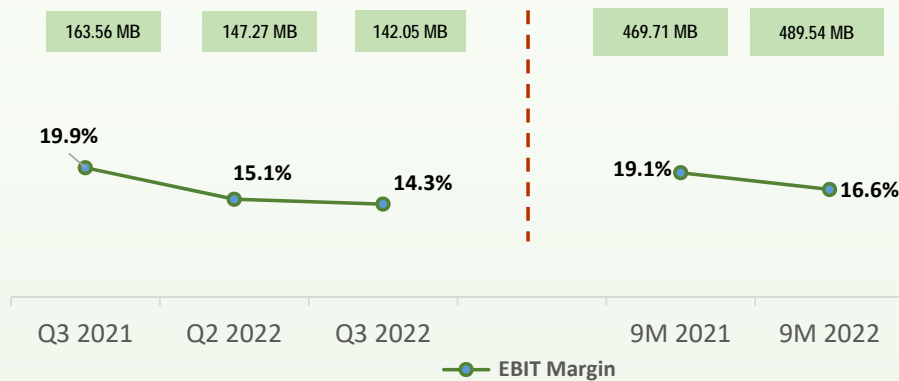
Q3' 2022 Financial Performance



GP margins

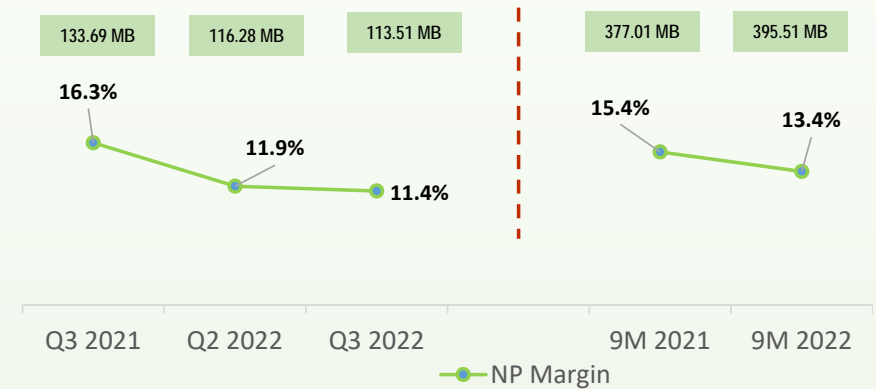


EBIT margins

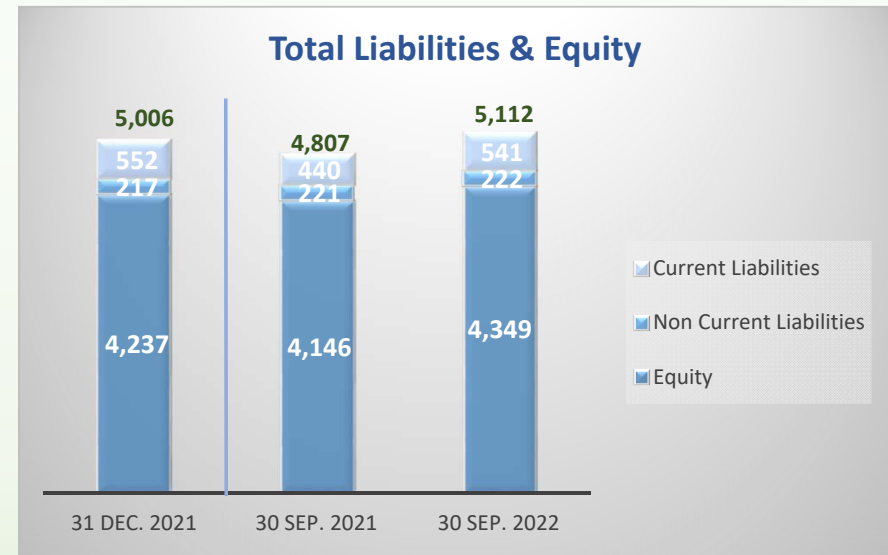
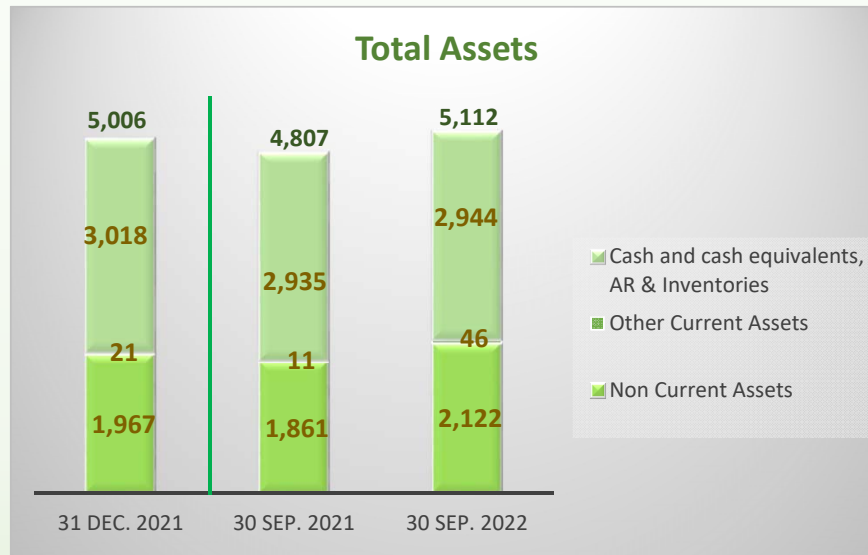
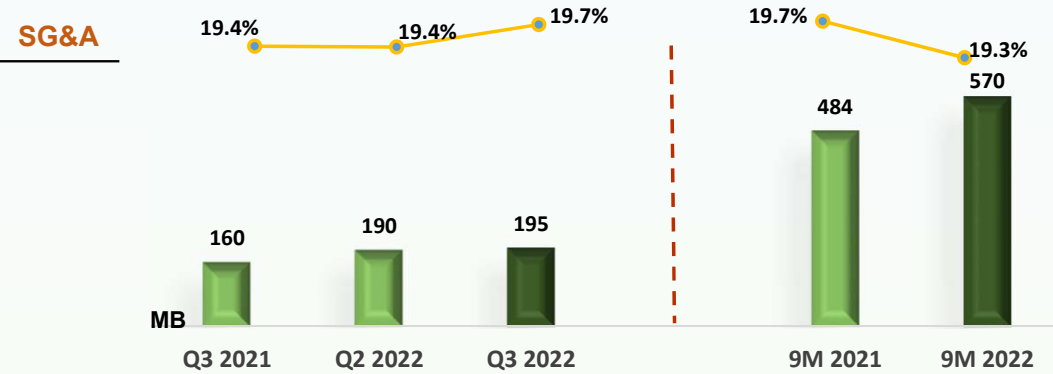


NP margins

Net Profit from continuing operations to Sales



Q3' 2022 Financial Performance



Q3' 2022 Financial Performance

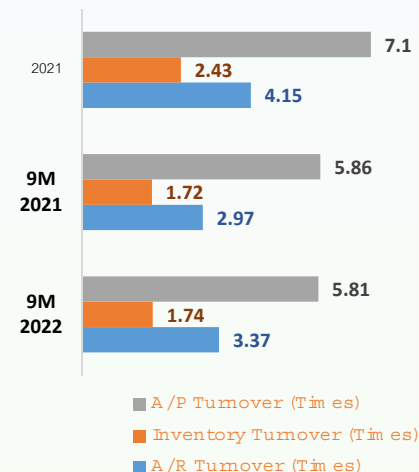
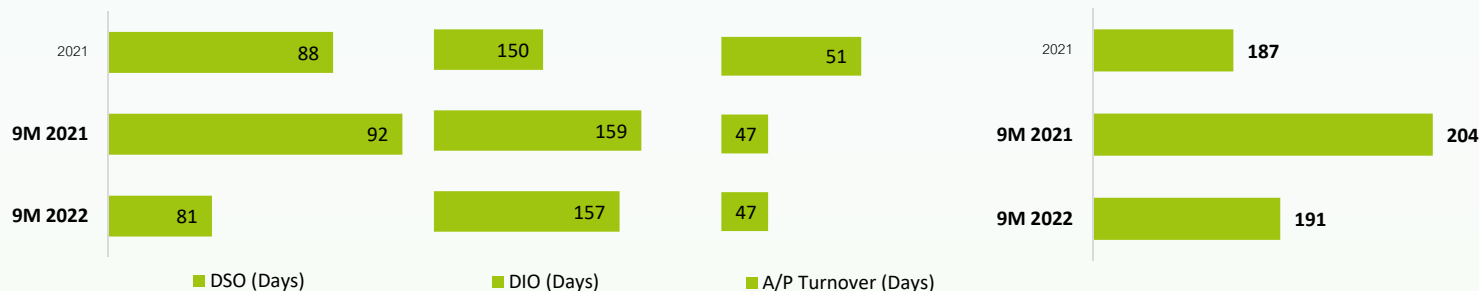


Days sales outstanding

Days inventory outstanding

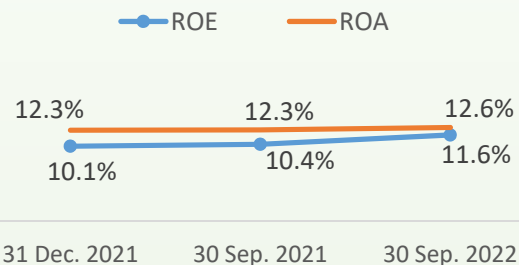
Account payable turnover

Cash Cycle (Days)

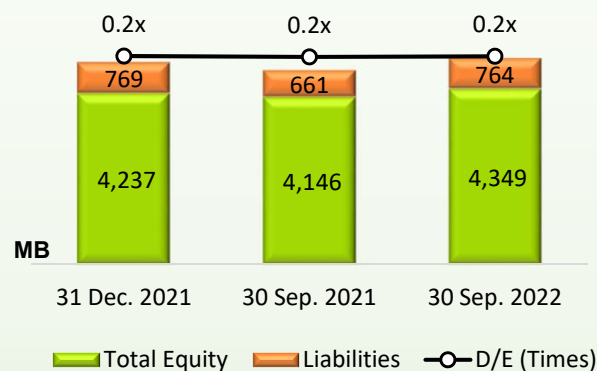


ROE ROA

Percent



Debt position



EPS



Q3 new achievement

- **Flavor**

- CBD in beverage
- Masking flavor
- Flavor for pet food
- Natural extract for human food
- Fragrance for household and personal care
- 20-30% growth in Indonesia and Vietnam market

- **Coating**

- Non fry coating export
- Recovery of domestic QSR
- New win in Indonesia, Vietnam and India !!!
- QSR product in Japan
- USD appreciation caused some order to be delayed

Next in Q4 and 2023

- **Flavor**

- Salt reduction
- Natural extract : herbal, stevia
- Reaction flavor
- Ingredient for pet food
- CBD for cosmetic
- 30-40 % growth in Indonesia and Vietnam
- Growth in fragrance sale both domestic and oversea

- **Coating and other product**

- Shelf stable product for export
- Rising star : india
- Expect 20-30 % minimum growth in Indonesia and Vietnam
- Growth in Singapore and Malaysia (QSR section)

Question & Answer

Thank You

