

Business Overview

The company is a manufacturer and distributor of processed agricultural products to serve both export and domestic market under its brand KC and customer's brand. The company also engages in sourcing and trading food and agricultural products.

Financial Statement

	3M24	3M23	2023	2022
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Income Statement (MB)

Revenues	768.87	904.86	3,706.10	2,949.41
Expenses	677.43	805.13	3,275.87	2,750.86
Net Profit (Loss)	54.93	94.75	357.38	125.12

Balance Sheet (MB)

Assets	2,274.21	1,704.66	1,978.16	1,510.95
Liabilities	850.28	471.45	611.31	372.48
Shareholders' Equity	1,423.93	1,233.21	1,366.85	1,138.46

Cash Flow (MB)

Operating	-87.95	6.88	72.15	474.46
Investing	-22.60	-106.88	-250.99	-138.57
Financing	217.48	63.89	-22.98	-113.55

Financial Ratio

EPS (Baht)	0.09	0.15	0.55	0.19
GP Margin (%)	22.11	19.78	20.66	16.35
NP Margin (%)	7.14	10.47	9.64	4.24
D/E Ratio (x)	0.60	0.38	0.45	0.33
ROE (%)	23.90	15.75	28.53	10.97
ROA (%)	18.41	13.73	23.57	10.33

Business Plan

- Business Diversification , by growing RTE/RTC both domestic/export while strengthening our position in the core corn business.
- R&D Focus, by developing healthy RTE/RTC FGs pipeline and through our Sun Valley farm by bringing technology/innovation, best practices to contribute to better RM supply.
- Maximize market demand/opportunity with available capacity of Supply chain
- Strengthen supply chain planning on strategic products including corn and non corn strategic products.
- Seamless flow operation to improve productivity and efficiency.
- Leverage HR structure & system/process & training & development by pursuing to be company of choice.
- Apply TQM to instill a discipline of quality into the organization's culture and processes; TQM master plan and roadmap.

Sustainable Development Plan

Sustainable Development Plan

- Knowledge transfer of best practices and new technology , innovation to contracted farmers.
- Biomass/Biogas Phase 2 , green and clean energy in our operation
- Engage and participate in the Renewable Energy Association (RE100)

Business Highlight

- New products of new categories launched.
- RD focus to strengthen both Finished product pipeline and Raw Materials supply chain.
- Mini Factory 2, to supports the expansion of sales growth.

Performance and Analysis

Business Performance Summary

SUN's consolidated total sales revenue for 1Q2024 reached THB 765.3 million, reflecting a decrease of THB 138.2 million or -15.3% over the same period last year. · Due to agricultural damage from flooding in 2021. However, in FY2023, favorable weather conditions led to the growth of international sales revenue to compensate for the shortages in previous periods. Consequently, in 1Q2024, international sales, especially in Asia, had sufficient products to sell, resulting in decreased orders. Meanwhile, the European market continued to expand, particularly for canned products, with existing customers increasing their purchases. Volumes of sweet corn procurement remained as planned. Customers are expected to resume ordering from 2Q2024 onwards. The company still maintains sufficient stock for future orders. SUN's consolidated net profit for 1Q2024 amounted to THB 54.9 million, representing a decrease of THB 39.8 million or -42.0% from the same period last year, this decline can be attributed to (1) a 15.3% decrease in revenue from sales, as customers accelerated purchases in the previous period. (2) Despite the decrease in revenue, the company managed to control production costs by improving production lines to increase efficiency by increasing the use of automation in the manufacturing process. (3) The depreciation of the Thai Baht resulted in higher gross profit margin. (4) Selling expenses and administrative expenses increased due to higher employee salaries and welfare expenses, as well as higher warehouse costs. (5) In addition, the company has a policy to use hedging instruments. In 1Q2024, the loss from derivatives and foreign exchange amounted to THB 27.0 million.

Key Milestones

The Company has project to improve efficiency and expand production capacity as follows:

- Packing line for small-sized canned products
- Mini Factory 2, The project supports the expansion of sales growth according to the company's business plan and increase production capacity in products and helping to increase efficiency in producing quality products consistently according to the standard.

Risk Management Policy

- Risk from uncertainty of sweet corn supply and other agricultural crops which is the main raw material in the production of products There are fluctuations in both quantity and price. This is caused by many factors, including climate change, natural disasters, affecting productivity and quality. Therefore, the company has managed the risk by implementing a Smart Farming project that promotes the cultivation of farmers, enabling them to plan, control and monitor the amount of produce in accordance with the needs of the company.
- Exchange rate volatility is a risk for the company as its revenue is mostly in foreign currency. The company's risk mitigation policy in this regard is to hold forward contracts with commercial banks.

Recent Awards and Recognitions

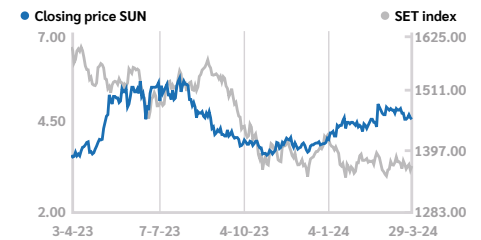
- Outstanding Innovation Company Award at SET Awards 2021
- Best Thai Brand Award at Prime Minister's Export 2021
- Thailand Energy Award 2023, On-Grid Alternative Energy Project-National Grid
- Best BCG Export at Prime Minister's Export 2023

Revenue Structure

Canned Sweet Corn	48%
Frozen Sweet Corn	18%
Ready to Eat	17%
Pouch Sweet Corn	11%
Others	6%

Stock Information

SET / AGRO / FOOD



as of 29/03/24	SUN	FOOD	SET
P/E (X)	10.11	108.96	18.10
P/BV (X)	2.64	1.49	1.33
Dividend yield (%)	6.25	2.82	3.38

	29/03/24	28/12/23	30/12/22
Market Cap (MB)	3,611.99	3,095.99	2,773.49
Price (B/Share)	5.60	4.80	4.30
P/E (X)	10.11	11.21	17.98
P/BV (X)	2.64	2.48	2.45

CG Report:



Company Rating:

Major Shareholders

as of 08/03/2024

MRS. Jiraporn Kittikhunchai (64.87%)
นาย อองอาจ กิตติคุณชัย (2.87%)
บริษัท Thai NVDR Company Limited (1.67%)
MISS JINTANA KANJANAKUMNERD (1.50%)
MR. ANAN RAVEESANGSOON (1.35%)
Others (27.74%)

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