

R&B Food Supply Pcl (RBF TB) - SELL, Price Bt4.86, TP U.R.**Results Comment**

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Weak4Q24 as expected

- Normalized 4Q24 profits of Bt129m fell by 22% but increased by 7% q-q. The weak earnings were expected.
- Revenues fell by 3% y-y. While domestic grew, export fell significantly due to disappearing China orders.
- Gross margin fell to 34.1% from 37.8% last year. China orders normally yield high margins.
- SG&A to sales increased to 20.9% from 20.2% as RBF increased selling expenses amid the difficult order situation.
- We maintain SELL on RBF.

Income Statement						Income Statement					
(consolidated)						12M as					
Yr-end Dec (Bt m)	4Q23	1Q24	2Q24	3Q24	4Q24	(Bt m)	q-q%	y-y%	% 2024F	2024A	2025F
Revenue	1,150	1,167	1,031	1,083	1,112	Revenue	3	(3)	97	4,391	4,733
Gross profit	435	435	357	375	379	Gross profit	1	(13)	95	1,547	1,703
SG&A	232	249	236	232	233	SG&A	0	0	94	949	1,032
Operating profit	203	186	122	143	147	Operating profit	3	(28)	97	597	671
EBITDA	265	250	187	209	214	EBITDA	3	(19)	100	860	927
Other income	2	2	6	2	6	Other income	271	251	na	15	0
Other expense	0	0	0	0	0	Other expense					
Interest expense	3	3	3	3	3	Interest expense	(3)	(9)	128	11	10
Profit before tax	202	185	125	142	150	Profit before tax	6	(26)	99	601	661
Income tax	38	37	24	23	23	Income tax	(3)	(40)	92	107	127
Equity & invest. income	1	1	1	2	1	Equity & invest. income	(35)	(18)	50	5	12
Minority interests	(0)	0	(1)	0	0	Minority interests	(0)	na	(17)	0	(0)
Extraordinary items	(26)	23	1	(11)	0	Extraordinary items	na	na	na	13	0
Net profit	140	172	102	109	129	Net profit	19	(7)	103	513	546
Normalized profit	165	149	101	120	129	Normalized profit	7	(22)	100	500	546
EPS (Bt)	0.07	0.09	0.05	0.05	0.06	EPS (Bt)	19	(7)	103	0.26	0.27
Normalized EPS (Bt)	0.08	0.07	0.05	0.06	0.06	Normalized EPS (Bt)	7	(22)	100	0.25	0.27

Balance Sheet						Financial Ratios					
(consolidated)						12M as					
Yr-end Dec (Bt m)	4Q23	1Q24	2Q24	3Q24	4Q24	(%)	4Q23	1Q24	2Q24	3Q24	4Q24
Cash & ST investment	921	965	699	654	838	Sales grow th	14.5	10.5	(2.4)	(6.6)	(3.4)
A/C receivable	1,045	1,132	1,011	1,004	1,062	Operating profit grow th	56.9	(1.1)	(33.4)	(41.7)	(27.7)
Inventory	1,188	1,165	1,190	1,198	1,110	EBITDA grow th	41.5	2.4	(22.5)	(32.6)	(19.0)
Other current assets	64	67	39	41	37	Norm profit grow th	53.6	(6.0)	(32.4)	(37.3)	(22.0)
Investment	211	211	171	262	263	Norm EPS grow th	53.6	(6.0)	(32.4)	(37.3)	(22.0)
Fixed assets	1,950	2,041	2,090	2,109	2,128	Gross margin	37.8	37.3	34.7	34.6	34.1
Other assets	371	367	492	382	373	Operating margin	17.7	15.9	11.8	13.2	13.2
Total assets	5,750	5,948	5,692	5,650	5,810	EBITDA margin	23.0	21.5	18.1	19.3	19.3
S-T debt	0	0	0	0	0	Norm net margin	14.4	12.8	9.8	11.1	11.6
A/C payable	571	549	595	528	534	D/E (x)	-	-	-	-	-
Other current liabilities	95	129	88	46	70	Net D/E (x)	(0.2)	(0.2)	(0.1)	(0.1)	(0.2)
L-T debt	0	0	0	0	0	Interest coverage (x)	92.1	88.7	63.9	77.2	81.5
Other liabilities	247	243	240	232	239	Interest rate	na	na	na	na	na
Minority interest	17	17	18	17	16	Effective tax rate	18.6	20.2	19.0	16.4	15.0
Shareholders' equity	4,819	5,010	4,751	4,826	4,950	ROA	11.8	10.2	7.0	8.5	9.0
Working capital	1,662	1,748	1,606	1,674	1,637	ROE	13.9	12.1	8.3	10.1	10.6
Total debt	0	0	0	0	0						
Net debt	(921)	(965)	(699)	(654)	(838)						

Sources: Company data, Thanachart estimates

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