

คุณสมชาย อัศวปิยานนท์ กรรมการผู้อำนวยการ



Opportunity Day

บริษัท เอ็นเอสแอล ฟู้ดส์ จำกัด (มหาชน) ขอเรียนเชิญทุกท่านเข้าร่วม รับฟังการบรรยายข้อมูลเกี่ยวกับธุรกิจและผลการดำเนินงาน **Q3/2024** ที่ผ่านมา และทิศทางธุรกิจของบริษัทฯ ผ่านช่องทางออนไลน์ LIVE

> ในวันจันทร์ที่ 18 พฤศจิกายน 2567 **เวลา 14.15 น**. เป็นต้นไป



AGENDA



2.
Financial
Statement
information

3. Overall Operations







NSL FOODS PLC.

Agenda

5. Q&A

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NUTRITION SUSTAINABLE

NSL Foods Public Company Limited is a

manufacturer and distributor of hot bakery products, snacks, healthy snacks, as well as frozen meats and vegetables. The Company has factories located in Nonthaburi and Chonburi, Samut Prakan. Its bakery production capacity is capable of producing 1 million pieces per day.





















FOR LIFE



NSL FOODS The Happy Taste Creator

OEM

"Over 22 Years of Partnership Exclusively for 7-Eleven"









NSL products & Owned Brand















Joint Venture







NSL FOODS The Happy Taste Creator

NSL Products & Owned - Brand

NSL Foods Owned Brand











NSL Foods Food Services









NSL Intertrade (2023)







NSL Inno Foods



Joint Venture

















NSL FOODS PLC.

Agenda

5. Q&A





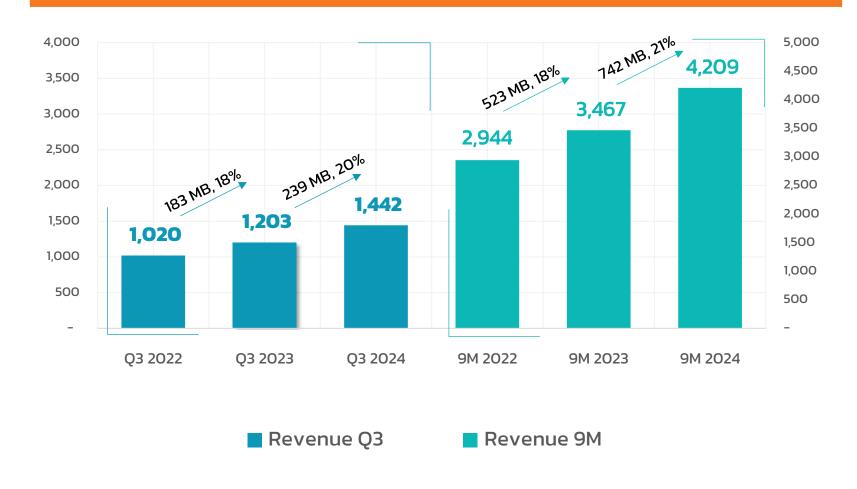




Operational Results Q3 2024

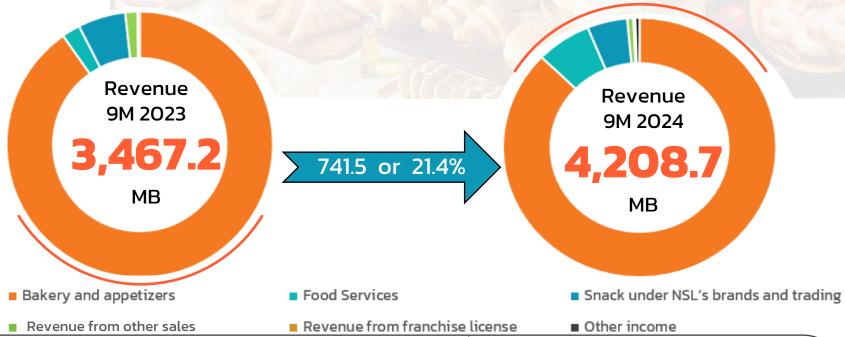


Revenue Q3 & 9M





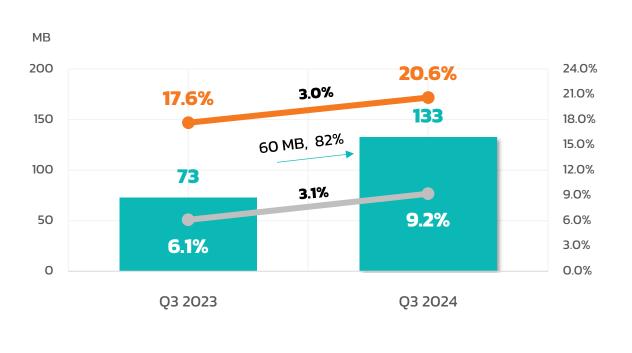
Total Revenue



Revenue Structure	9M 2O23		9M 2O24		Increase/ (Decrease)	
	МВ	%	МВ	%	МВ	%
■ Bakery and appetizers	3,129.2	90.2%	3,673.2	87.3%	544.1	17.4%
■ Food Services	200.5	5.8%	200.2	4.8%	(0.2)	(0.1%)
■ Snack under NSL's brands and trading	77.1	2.2%	274.8	6.5%	197.6	256.2%
■ Revenue from other sales	51.5	1.5%	30.4	0.7%	(21.1)	(40.9%)
■ Revenue from franchise license	1.1	0.0%	9.6	0.2%	8.5	803.0%
■ Other income	7.9	0.2%	20.5	0.5%	12.6	159.6%
Total Revenue	3,467.2	100%	4,208.7	100%	741.5	21.4%

Net Profit

Net Profit & Gross Profit Q3 and 9M



GPM

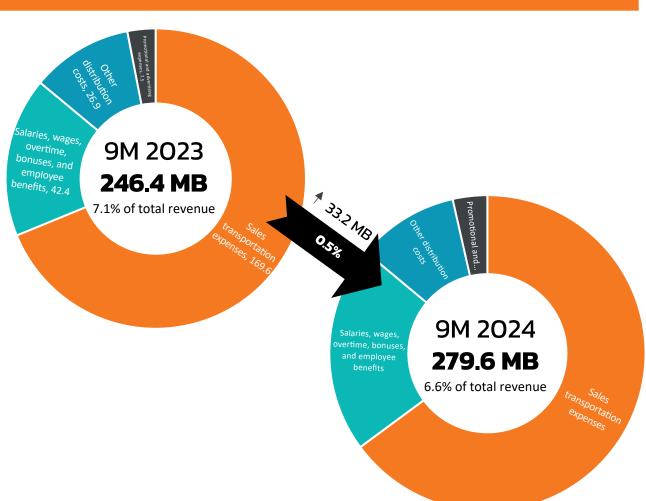
-NPM



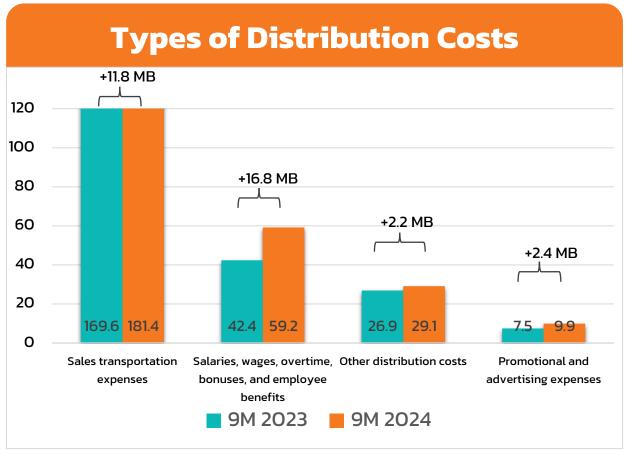




Distribution Costs 9M

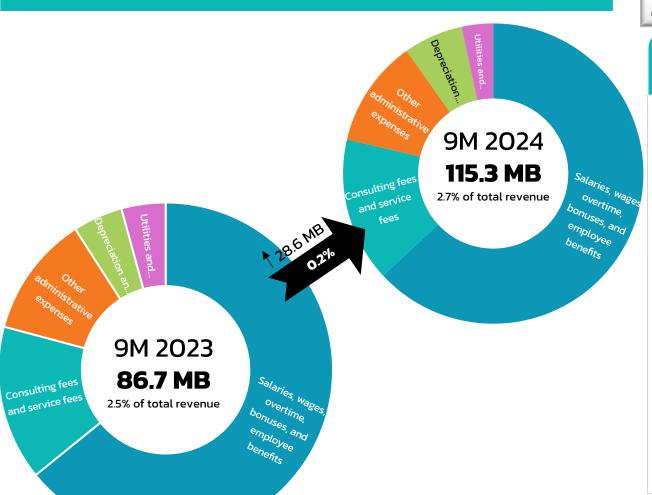


The distribution costs in Q324 and 9M24 increased from the previous year by Baht 7.7 million and Baht 33.2 million, respectively. It was mainly due to the increase of sales transportation expenses from increasing of product delivery cycle. And salaries, wages, overtime, bonuses, and employee benefits from increasing in personnel in sales and marketing department.



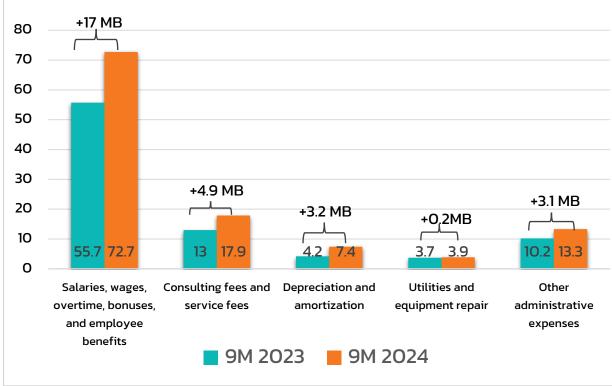


Administrative Expenses 9M



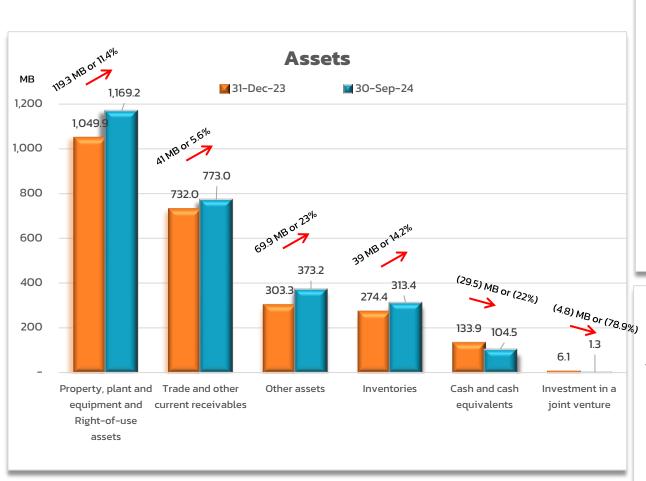
Administrative expenses in Q324 and 9M24, increased from the previous year by Baht 13.3 million and Baht 28.6 million, respectively, mainly from salaries, wages, overtime, bonuses, and employee benefits increased from increasing in personnel in administration and management department.

Types of Administrative Expenses

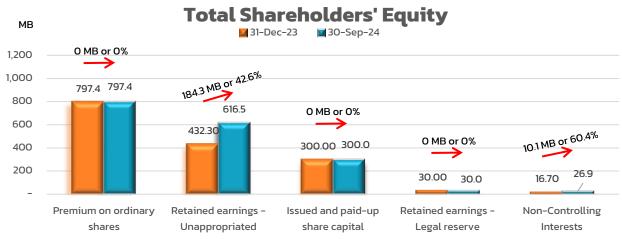




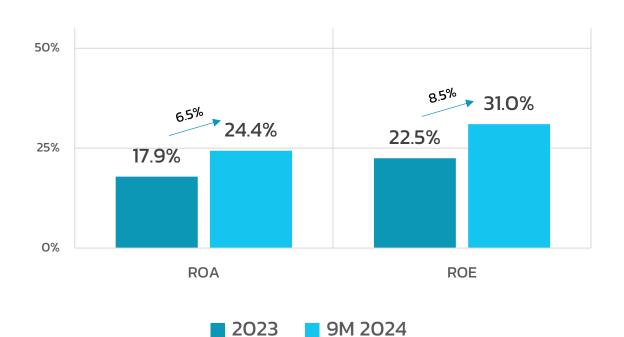
Financial Position



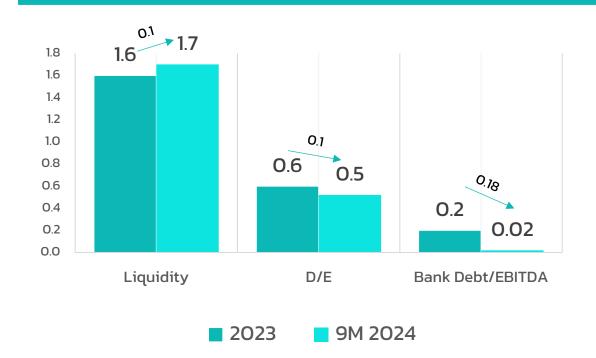




ROA & ROE



Financial ratio







NSL FOODS PLC.

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OEM 7-Eleven



OEM 7-Eleven: Strategic Plan

1. Expand New Product lines

 Continuing growth by launching the newest product lines in the Cheese category.

Innovation Product กริลล์ชีส (On Shelf 10/10/24)



Mass Product การ์ตชีส (On Shelf 07/11/24)

2. Co-Branding

 Partnering with a well-known brand to expand opportunities and grow the customer base.



X Well-known Brand









NSL Foods: Food Services

Food Services Factory: Ph 5Start processing in Q4











Food Services Factory : Ph 5Start processing in Q4

Fish Meat

Food Services:

New Products















Plan

Products - Plan:

Trading bakery, Meat, Fish, Meatball products to explore in-and-out sales with supermarkets and supply to HORECA

Sales Channels:

- QSR (Quick Service Restaurants)
- Manufacturers
- Modern Trade



NSL Foods: Owned -Brand

NSL FOODS PLC.

BU BRANDS





STRATEGY:

- ✓ Launched a newest Donut category at 7-Eleven,
- ✓ Upgraded (Level up) Choux cream,
- ✓ Refreshed packaging for enhanced appeal.





NSL FOODS The Happy Taste Creator

BU BRANDS



STRATEGY:

- ✓ Product Line Expansion: Introduce new SKUs, including tarts, pies, and cookies to diversify offerings.
- ✓ Channel Growth: Boost sales through increased promotions and broaden distribution across Modern Trade (MT), Traditional Trade (TT), and Hotel sectors.











Award:

1st runner-up "Thai Rice Innovation Awards 2024" in the Industrial Award Category. Organized by the Thai Rice Foundation under Royal Patronage in collaboration with the National Innovation Agency (Public Organization).







NSL Foods: BAKE A WISH





NSL Bake A Wish - 2024















Feb





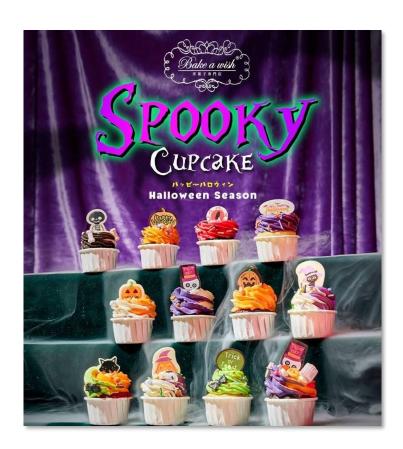








New Products in Q4 2024

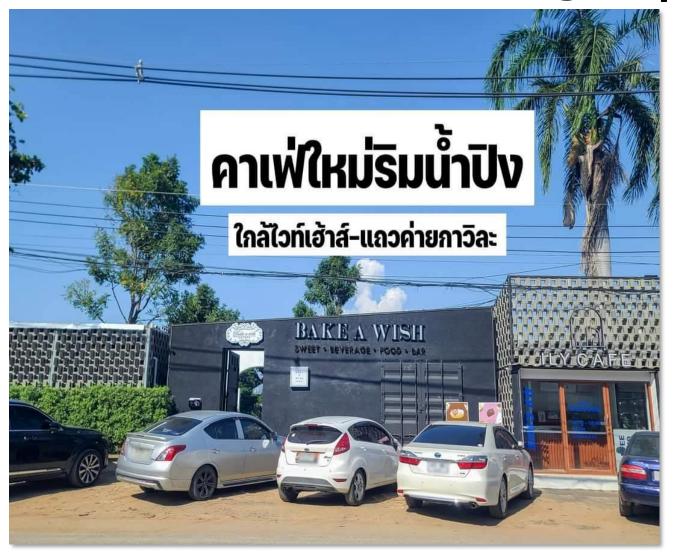






New Branch BAW in Q4 2024

Bake A Wish Café and Bar @Chiangmai opened 1 Nov 2024







NSL INTERTRADE (2023)

INTERTRADE (2023) CO., LTD

INTERTRADE (2023) CO., LTD



NSLI: GLOBAL STRATEGY





Import Project

New project plan to import products





- USA, Middle East, Australia
- Japan, China, Hong Kong, Taiwan
- EU market.



Export Products

- 1. PROTEIN CHIPS (SNACK)
- 2. RETORT RICE PRODUCT
- 3. FROZEN BAKERY
- 4. COCONUT CRISPY ROLL
- 5. THAI DESSERT





MOU: N.B. & PNF

On September 23, 2024, the Company entered into the asset purchase transaction memorandum from N.B. Value Link Co., Ltd, a company engaged in distribution and export of food and drink products, coconut products, baby corn, and other agricultural products, at a total purchase price not exceeding Baht 150 million.

On September 23, 2024, the Company entered into the preliminary memorandum with Pro Natural Foods Company Limited, a company engaged in the production, process, and distribution of coconut, baby corn and other agricultural products, with the objective of investing in such company by acquiring 90 percent of its shares. However, this joint investment transaction is still uncertain, as at September 30, 2024, the Company is on the process of conducting a feasibility study on the business and financial plans and the due diligence before making decision on the investment.



Products of N.B.







Australia,
Cambodia,
Canada,
Egypt,
France,
Guam,
India,
Iraq,
Japan,
Malaysia,





Australia, Canada, India, Japan, Poland,



Qatar, U.S.A, UAE. Taiwan









NSL INNO FOODS





*New Subsidiary in Q2 2024





Product Categories





Processed Cheese

Innovation in natural materials

NSL FOODS PLC.



STRATEGY:

- ✓ Level up Grilled Cheese Co Development with NSL Foods for 7-Eleven customer.
- ✓ Develop more variety of Cheese types : Chaddar cheese Cube etc.
- ✓ Expand Sales channels with Business Partner







Discontinued

On August 6, 2024, at the Board of Directors' Meeting of a joint venture, the Board of Directors had passed a resolution to dissolution Pen 1 F & B Co., Ltd.

As at September 30, 2024, the joint venture is on process to pass a resolution to dissolve the company from shareholders.



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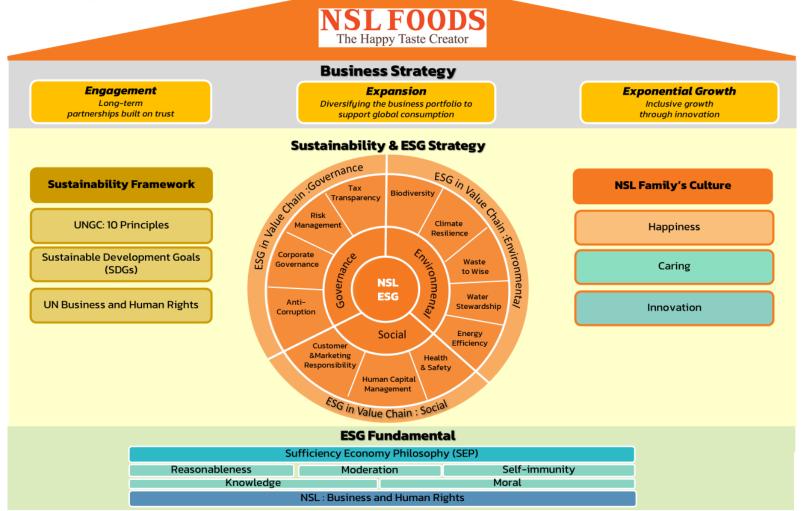




NSL Sustainability

NSLF00DS The Happy Taste Creator

NSL: Sustainability & ESG Framework





NSL ESG Emerging 2024:

"NSL has been selected as a listed company with outstanding performance in Environmental, Social, and Governance (ESG) criteria, entering the ESG Emerging List of 2024 as a sustainable and investable company."



NSL ESG Key Highlight

Environmental







Social



Governance/Economic











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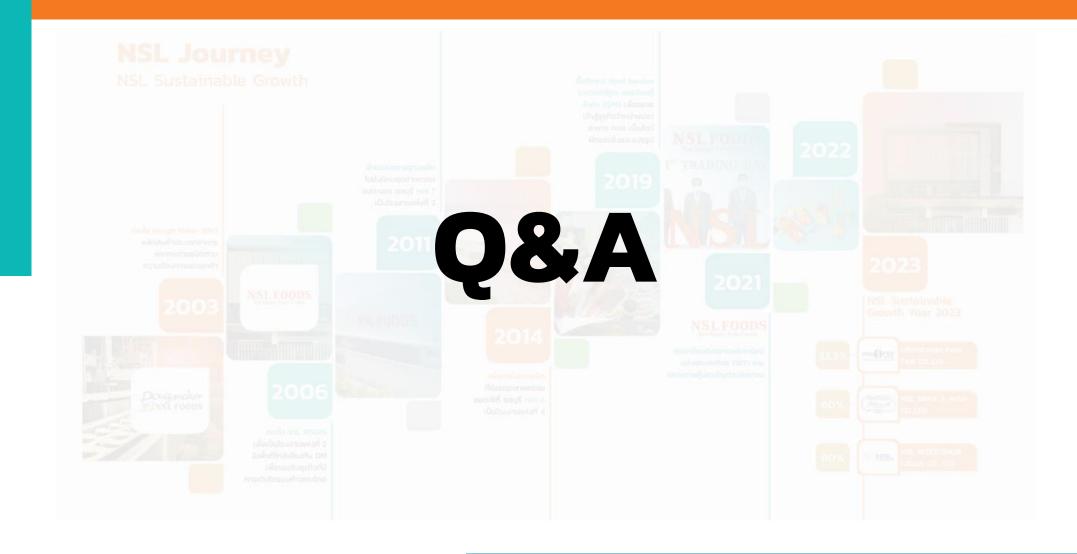
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These statements are inherently subject to various risks and uncertainties, and actual results may significantly deviate from those previously anticipated. The company assumes no responsibility for changes that occur after the date specified within this material. This presentation is solely for informational purposes and should not be interpreted as an offer to sell securities.

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Thank You