



Ref. MO 014/2021

November 11, 2021

Subject: Management Discussion and Analysis for the third quarter of year 2021

Dear: President,

The Stock Exchange of Thailand

Chumporn Palm Oil Industry Public Company Limited would like to report the performance of the Company and its subsidiaries for the third quarter of year 2021. The consolidated financial statement had a net profit of Baht 55 million, whereas in the same period of previous year had a net profit of Baht 87 million. The Company and its subsidiaries had earnings before interest, tax and depreciation and amortization expenses for the third quarter of year 2021 amounting Baht 114 million, which decreased by Baht 32 million when compared with the same period of previous year. The main factor was decrease in gross profit and sales volume.

#### Financial Performance Analysis

- 1) The turnover was Baht 1,324 million during the third quarter of year 2021 increased Baht 305 million or 30% from the same period of previous year. The main reason was increased in the selling price 63% while the sales volume was decreased 19%.
- 2) The cost of sales were Baht 1,195 million during the third quarter of year 2021 increased by Baht 361 million or 43% from the same period of previous year due to increase in the average cost of direct materials. Moreover, the increase was more than the increase of the turnover which a result in the percentage of gross profit of the Company and its subsidiaries decreased from 18% to 10%.
- 3) The selling expenses were Baht 23 million, decreased by Baht 5 million or 18%. The main reason was freight out decreased due to decrease in the sales volume.
- 4) The administrative expenses were Baht 52 million, increased by Baht 5 million or 10%. The main reason was increased in hedging expenses.

Please be informed accordingly.

Yours sincerely,

(Ratsamee Pongjindanon)

Chief Financial Officer