



Ref. MO 004/2023

February 23, 2023

Subject: Management Discussion and Analysis for the year 2022

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 Year 2022. The consolidated financial statement had a net profit of Baht 329.48 million, whereas in the same period of previous year had a net profit of Baht 292.26 million. The Company and its subsidiaries had earnings before interest, tax and depreciation and amortization expenses for the Year 2022 amounting Baht 578.96 million, which increased by Baht 59.33 million when compared with the same period of previous year. The main factor was the increasing in gross profit.

Financial Performance Analysis

1. The turnover Baht 7,681 million during the Year 2022 increased Baht 2,805 million or 37% from the previous year. The main reason was average selling price increased 21% and increased in the sales volume 10%.
2. The cost of sales Baht 6,900.08 million during the Year 2022 increased by Baht 1,958.71 million or 39.64% from the previous year due to increase in the average cost of direct materials. Moreover, the increase was more than the increase of selling price which a result in the percentage of gross profit ratio decreased from 11.71% to 10.17%.
3. The selling expenses were Baht 142.77 million, increased by Baht 40.86 million or 40%. The main reason was freight out increased due to increase in the sale volume and the fuel price.
4. The administrative expenses were Baht 269.13 million, increased by Baht 15.70 million or 6%. The main reason was increased in personal expenses.

Please be informed accordingly.

Yours sincerely,

(Ratsamee Pongjindanon)

Chief Financial Officer