



Ref. MO 011/2023

August 10, 2023

Subject: Management Discussion and Analysis for the second quarter of 2023

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 second quarter of Year 2023. The consolidated financial statement had a net profit of Baht 35.15 million, whereas in the same period of previous year had a net profit of Baht 83.09 million. The Company and its subsidiaries had earnings before interest, tax and depreciation and amortization expenses for the second quarter of Year 2023 amounting Baht 90.46 million, which decreased by Baht 47 million when compared with the same period of previous year. The main factor was the volume of fresh fruit bunch (FFB) in the second quarter of 2023 was lower than that of the same period of previous year.

Financial Performance Analysis

1. The turnover were Baht 1,233 million during the second quarter of Year 2023 decreased Baht 866 million or 41% from the same period of previous year. The main reason was average selling price decreased 37% และ decreased in the sales volume 15%.
2. The cost of sales were Baht 1,106 million during the second quarter of Year 2023 decreased by Baht 792 million or 42% from the same period of previous year due to decrease in the average cost of direct materials. However, the decrease rate was higher than the decrease rate of selling price which a result in the percentage of gross profit increased from 9.62% to 10.33%.
3. The selling expenses were Baht 31 million, decreased by Baht 1.7 million or 5%. The main reason was freight out decreased due to decrease in the fuel price.
4. The administrative expenses were Baht 60 million, decreased by Baht 19 million or 24%. The main reason was decreased in hedging expenses.

Please be informed accordingly.

Yours sincerely,

(Ratsamee Pongjindanon)

Chief Financial Officer