



Ref. MO 014/2023

November 9, 2023

Subject: Management Discussion and Analysis for the third quarter of year 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 third quarter of Year 2023. The consolidated financial statement had a net profit of Baht 27.87 million, whereas in the same period of previous year had a net profit of Baht 40.33 million. The Company and its subsidiaries had earnings before interest, tax and depreciation and amortization expenses for the third quarter of Year 2023 amounting Baht 82.75 million, which decreased by Baht 15.88 million when compared with the same period of previous year. The main factor was the volume of fresh fruit bunch (FFB) in the third quarter of 2023 was lower than that of the same period of previous year.

Financial Performance Analysis

- 1) The turnover were Baht 1,253 million during the third quarter of Year 2023 decreased Baht 290 million or 19% from the same period of previous year. The main reason was average selling price decreased 43% and decreased in the sales volume 11%.
- 2) The cost of sales were Baht 1,110 million during the third quarter of Year 2023 decreased by Baht 293 million or 21% 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% to 11%.
- 3) The selling expenses were Baht 31 million during the third quarter of Year 2023, decreased by Baht 2 million or 7%. The main reason was freight out decreased due to decrease in the sales volume and fuel price.
- 4) The administrative expenses were Baht 70 million during the third quarter of Year 2023, increased by Baht 16 million or 30%. The main reason was increased in hedging expenses.

Please be informed accordingly.

Yours sincerely,

(Ratsamee Pongjindanon)

Chief Financial Officer