

November 10, 2023

Subject: Management Discussion and Analysis of the third quarter and for the nine-month period ending 30 September 2023**To: The President
Stock Exchange of Thailand**

Univanich Palm Oil PCL hereby submits a discussion and analysis of the financial statements of the company and its subsidiaries for the third quarter of 2023 and for the nine months ending 30th September 2023.

A consolidated profit after tax of Baht 173.19 million was made in the third quarter, this was 36.7% lower than Baht 273.43 million in the same quarter of last year. The main reason of this lower profit was due to falling palm oil prices and the higher fruit price % of the CPO price, from increased competition for fruit purchases. However, to offset this, there was significant contributions from our strong seed and seedling sales, and electricity sales.

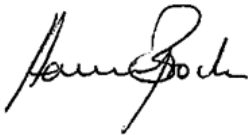
For the nine months ending 30th September, the consolidated net profit of **Baht 795.41 million** was 25.6% lower than Baht 1,069.67 million in the same period of last year. The main factors contributing to this lower result were:

1. The average selling price of Crude Palm Oil (CPO) and Palm Kernel Oil (PKO) were respectively 36.6% and 48.7% lower than in the first nine months of last year. The price has been hovering at a lower level for the first 9 months of 2023, as supply has picked up this year and inventory levels have been restored. There has been some volatility, driven by speculation of the El Nino, arriving in late 2023, leading to supply concerns, however, production levels out of Indonesia and Malaysia remain strong, boosting the inventory levels. Continued developments in Black Sea, and now the Israel crisis could have some impact also, considering both areas are large fertiliser producers, and the Middle East has significant influence on the fuel market. In general, global vegetable oil supply is meeting the demand, which was not the case in 2022, when we saw record prices.
2. A 33.3% decrease in fruit price, leading to a decrease in profit contribution from our oil palm plantations.
3. The volume of fruit processed by our five factories in Thailand was 25.0% higher than in the previous year due to the better rainfall in 2022, and new areas coming into production. The peak arrived earlier than normal with a 56% yoy increase in Q1. In Q2 the FFB volume began to decline, with a 18% yoy increase. Q3 the FFB volume similar to Q2, with a 6% yoy increase. The additional volume has allowed for production costs to be reduced.
4. Our palm oil sales volume was 15.5% higher than in the first nine months of the previous year, due to the production increase and a decrease in inventory at the end of the period. This is offset with a decrease in trading of third-party oil for export, due to the lower export price, and hence third-party purchases were not possible during this period. Export sales resumed in mid-September.
5. Our seed and seedling sales have been significantly higher than last year, due to the earlier buoyant oil prices, resulting in growers wanting to expand their plantings and replant their old stands of oil palm with newer, advanced performance material.
6. Our Philippines joint venture subsidiary, Univanich Carmen Palm Oil Corporation, contributed a profit of Baht 49.86 million, compared to Baht 85.28 million in the same period of last year, mainly due to the falling palm oil price.

Overall, the gross profit margin for the first nine months increased from 12.9% to 13.6% mainly due to higher production volume, the improved contribution from the seeds and seedlings business, and an increase in electricity sales.

Consolidated earnings per share for the first nine months were **Baht 0.85 per share** compared to Baht 1.14 per share in the same period of last year.

Yours faithfully,
Univanich Palm Oil Public Co., Ltd.

A handwritten signature in black ink, appearing to read "Harry Brock".

Harry Brock
Chief Executive Officer

cc: The Secretary-General
The Securities and Exchange Commission