



20 February 2024

Subject Report on the operating performance for Q4'23 and the year ended 31 December 2023
 To President
 The Stock Exchange of Thailand

Ubon Bio Ethanol Public Company Limited and its subsidiaries (hereinafter referred to as “Company”) would like to clarify the operating results of the Company for the period ending on December 31, 2023, details are as follows:

As for the Company's performance for 3 months ended 31 December (Q4'23), the Company generated total revenue of THB1,651.5 million, declined by THB406.4 million or -19.7% YoY and reported net profit of THB15.4 million, decreased by THB134.3 million or -89.7% YoY and the earnings per share was THB0.004

As for the Company's performance for the year ended 31 December 2023 (YE'23), the Company generated total revenue of THB5,838.0 million, declined by THB1,361.3 million or -18.9% YoY and reported net losses of THB96.6 million, declined by THB425.8 million or -129.3% YoY and the earnings per share was THB -0.025

Income Statement (Unit: THB mn)	Q4'23	Q4'22	YoY	Q3'23	QoQ	YE'23	YE'22	YE'23 vs. YE'22
Ethanol business sale revenue	1,011.3	1,162.1	-13.0%	1,007.5	0.4%	3,683.6	3,810.7	-3.3%
Starch and flour business sale revenue	567.8	868.1	-34.6%	344.6	64.8%	1,800.9	3,116.6	-42.2%
Other business sale revenue ⁽¹⁾	72.4	27.7	161.9%	82.6	-12.3%	353.4	272.1	29.9%
Total sale revenue	1,651.5	2,057.9	-19.7%	1,434.7	15.1%	5,838.0	7,199.4	-18.9%
COGS	-1,520.6	-1,849.3	-17.8%	-1,255.4	21.1%	-5,316.2	-6,297.6	-15.6%
Gross profit	130.9	208.6	-37.2%	179.3	-27.0%	521.8	901.7	-42.1%
Other income	11.5	10.7	7.5%	24.2	-52.6%	61.8	53.4	15.8%
Net gain (loss) on Exchange	14.9	40.8	-63.5%	-8.5	-275.2%	-6.6	-52.5	-87.3%
Selling and distribution expenses	-44.9	-79.2	-43.3%	-43.7	2.8%	-170.1	-256.5	-33.7%
Administrative expenses	-66.1	-70.6	-6.4%	-75.5	-12.6%	-280.2	-246.5	13.7%
Other cost	-57.5	-22.4	156.5%	-43.5	32.3%	-207.7	-91.2	127.8%
Operating Profit	-11.2	87.9	-112.7%	32.3	-134.6%	-81.0	308.4	-126.3%
Finance cost	-11.8	-11.3	5.0%	-10.9	9.0%	-53.3	-52.3	1.8%
Profit income before tax expense	-23.0	76.6	-130.0%	21.4	-207.4%	-134.3	256.1	-152.4%
Taxes	38.4	73.1	-47.5%	-0.7	5570.8%	37.7	73.1	-48.4%
Profit for the period	15.4	149.8	-89.7%	20.7	-25.7%	-96.6	329.2	-129.3%

Remark: (1) Include revenue from sales of biogas-based electricity, sales of new organic agricultural products such as coffee beans, rice, organic fertilizers, and Napier.



Sales

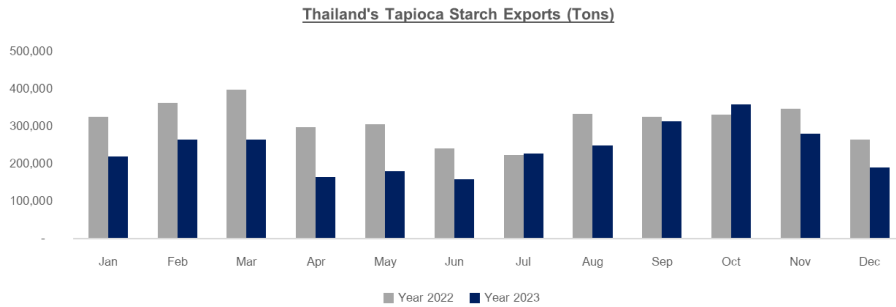
In Q4'23, the Company recorded total sales of THB1,651.5 million, declined by THB406.4 million or -19.7% YoY mainly from decreasing in sales volume of starch.

Sales from ethanol business decreased (-13.0% YoY) to THB1,011.3 million mainly from lower volume of fuel-grade ethanol due to the government's cancellation of the E85. While, sales from starch business declined by 34.6% YoY to THB567.8 million due to the postponement of customer's orders. Sales of other segment increased by 161.9% YoY to THB72.4 million, mainly attributable to the sales of coffee products.

In 2023, the Company recorded total sales of THB5,838.0 million, declined by THB1,361.3 million or -18.9% YoY, mainly attributable from decreasing in sales volume of starch.

Sales from ethanol business slightly decreased (-3.3% YoY) to THB3,683.6 million mainly from lower sales volume of industrial-grade ethanol due to the recovery of COVID-19 outbreak. Meanwhile, the revenue from fuel-grade ethanol slightly increased due to the higher selling price, which has been increased in line with the increase in raw material prices of molasses and cassava, while sales from starch business declined by 42.2% YoY to THB1,800.9 million due to the shortage of cassava supply resulted from floods in Q4'22. When compared to the export of Thai cassava starch, the export quantity has also decreased by 23.7% YoY. While sales of other segment increased by 29.9% YoY to THB353.4 million, mainly attributable to the sales of coffee products.

Thailand's Tapioca Starch Exports



Source: Thai Customs

The cassava starch export volume of the year 2023 is 2,869,412 metric tons, a decrease from the year 2022, which was 3,759,269 metric tons, representing a -23.7% YoY decline.

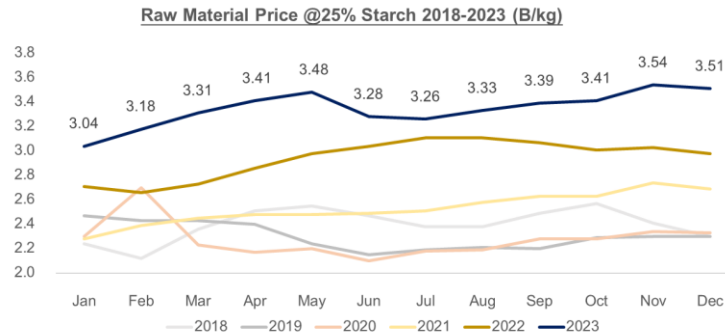
Cost of sales

In Q4'23, the Company's cost of sales was THB1,520.6 million, or 92.1% of total sale revenue and declined THB328.7 million (-17.8% YoY) due to the decreasing in sales volume. Thus, overall gross profit margin in Q4'23 dropped to 7.9% from 10.1% in Q4'22.

In 2023, the Company's cost of sales was THB5,316.2 million, or 91.1% of total sale revenue, due to higher raw material costs, and the cost of sales was declined by THB981.4 million (-15.6% YoY) due to the decreasing in sales volume. Thus, overall gross profit margin in 2023 dropped to 8.9% from 12.5% in 2022.



The price of fresh cassava at the end of December 2023 was 3.51 baht per kilogram, increased from the end of September 2023 when it was 3.39 baht per kilogram, marking an increase rate of 3.5%. Meanwhile, the average price of fresh cassava in the Q4'23 was 3.49 baht per kilogram, increase of 16.0% from the same period last year, and the average price of fresh cassava in 2023 was 3.35 baht per kilogram, an increase of 13.7% YoY



Source: The Thai Tapioca Trade Association

Selling and Administration Expenses

In Q4'23, the Company's expenditures on sales and administration were THB111.0 million, or 6.7% of total sales revenue. Of which THB44.9 million is expenditures on sales as a result of a reduction in export charge from a decline in starch sales volume and THB66.1 million is administration expense.

In 2023, the Company's expenditures on sales and administration were THB450.3 million (of which THB170.1 million is expenditures on sales and THB280.2 million is administration expense), or 7.7% of total sale revenue. This is as a result of a reduction in export charge from a decline in starch sales volume.

Other Expenses

In Q4'23, the Company's other expenses were THB57.5 million, or 3.5% of total sale revenue which mainly were idle costs and UD Trucks expenses.

In 2023, the Company's other expenses were THB207.7 million, or 3.6% of total sale revenue which mainly were idle costs as the starch plant temporary shutdown in Q2'23 due to raw material shortage.

Financial cost

In Q4'23, the financial cost of the Company was THB11.8 million, increased by THB0.5 million or +5.0% YoY

In 2023, the financial cost of the Company was THB53.3 million, increased by THB1.0 million or +1.8% YoY

Net profit

In Q4'23, the Company generated the net profit of THB15.4 million, decreased by THB134.3 million (-89.7% YoY). Net profit margin was recorded at 0.9% vs. 7.3% in Q4'22.



In 2023, the Company generated the net losses of THB96.6 million, decreased by THB425.8 million (-129.3% YoY). Net profit margin was recorded at -1.7% vs. 4.6% in 2022, mainly due to a sharp decline of high margin products and higher raw material cost resulted from floods in Q4'22.

Assets

As at 31 December 2023, the Company's total assets amounted to THB7,266.1 million, an increase of THB46.8 million or +0.6% from 31 December 2022.

Liabilities

As at 31 December 2023, the Company's total liabilities amounted to THB1,525.6 million, an increase of THB299.9 million or +24.5% from 31 December 2022, mainly from a short-term loan used as a working capital to purchase raw materials during the season.

Shareholders' Equity

As at 31 December 2023, the Company's shareholders' equity amounted to THB5,740.6 million, a decrease of THB253.1 million or -4.2% from 31 December 2022 due to the net loss in 2023 and dividends payment of THB156.6 million.

ESG Results

The Company focuses on long-term sustainable growth by creating a balance between 3Ps: Profit, Planet and People. Also, the Company emphasizes on good corporate governance (CG) by considering all stakeholders' interests.

The Company believes that sustainable organizational development must be accompanied by economic development, social responsibility, and environmental stewardship, emphasizing stakeholders' interests to create long-term, sustainable value under the framework of Sustainable Value Creation.

In 2023, the Company was awarded an excellent CG (Corporate Governance) scoring company, or CG 5 stars, in the Corporate Governance Report of Thai Listed Companies (CGR). It has also been selected as a sustainable stock in the SET ESG Ratings (formerly THSI) with an A rating, reflecting the commitment to elevate business standards based on good corporate governance, considering the benefits of all stakeholders and covering all ESG dimensions.