Management Discussion and Analysis (MD&A)

For the Operating Results for the Third Quarter of 2026

Smothong Group Public Company Limited (“SMO”)



1. Overview of Business Operations and Economic and Industry Conditions Affecting Business Performance

Smothong Group Public Company Limited ("SMO") and its subsidiaries (collectively, "the conglomerate") engage in the production and sale of crude palm oil and related products, as well as the generation of electricity from biogas for sale to the Provincial Electricity Authority (PEA). The conglomerate's core businesses are divided into two segments:

(1) **Production and sale of crude palm oil and related products**, comprising crude palm oil ("CPO"), dried palm kernels ("PK"), and by-products. These products are supplied to key downstream industries, including biodiesel production, palm oil refining, animal feed production, and oleochemicals. These downstream industries manufacture familiar consumer products, such as cooking oil, biodiesel, cosmetics, and snacks.

Details of the conglomerate's production capacity (measured in tonnes of fresh fruit bunches per hour) and changes therein are presented below:



Phanom Branch Surat Thani

Q3/2025	Q2/2026	Q3/2026
75	150 (▲75)	150



Tha Chana Branch, Surat Thani

Q3/2025	Q2/2026	Q3/2026
75	75	75



Saraburi Branch, Saraburi

Q3/2025	Q2/2026	Q3/2026
30	45	45



AL Branch, Chumpon

Q3/2025	Q2/2026	Q3/2026
60	75 (▲15)	75

Total Crude Palm Oil Production Capacity

Q3/2025	Q2/2026	Q3/2026
240	345 (▲90)	345

(2) **Generation and sale of electricity from biogas.** By-products from the crude palm oil production process undergo microbial fermentation in ponds to produce biogas, which is then used as fuel to generate electricity for internal consumption and sale to the Provincial Electricity Authority (PEA).

(3) Electricity generated from biogas is sold to PEA under power purchase agreements (PPAs) pursuant to the Very Small Power Producer (VSPP) scheme. Electricity sales to PEA are subject to the terms and conditions of these agreements, with the purchase tariff structure divided into two components:

1. For electricity sold to PEA up to the volume purchased by the power producer from the distribution utility, the purchase tariff is calculated based on the retail electricity tariff plus the retail automatic fuel adjustment charge (Ft).

2. For electricity sold to PEA in excess of the volume purchased by the power producer from the distribution utility, the purchase tariff is calculated based on the wholesale electricity tariff plus the average wholesale automatic fuel adjustment charge (Ft)

The conglomerate places strong emphasis on conducting its business in accordance with circular economy principles, maximizing resource efficiency throughout its value chain. This approach encompasses careful raw material selection, environmentally responsible production processes that meet established standards to deliver quality products, and the promotion of sustainability across the value chain. Waste and by-products from production are repurposed to generate energy for internal use, with the aim of achieving zero waste or minimizing waste from production. These principles support the conglomerate's stable growth while safeguarding the environment and minimizing the impact of its operations on surrounding communities. This approach aligns with the conglomerate's vision of continuous improvement and business development for sustainable growth

1.1 Overview of Economic and Industry Conditions Affecting Business Operations

The key external factors relating to demand, supply, macroeconomic conditions, and other developments that may affect the conglomerate's business operations in the third quarter of 2026 are outlined below:

(1) Global crude palm oil prices: Global crude palm oil prices remained volatile, driven by fluctuations in crude oil prices, which rose amid supply uncertainty resulting from unrest in the Middle East. These developments prompted concerns in several countries and encouraged a shift towards vegetable oils as an alternative to fossil fuels. Consequently, vegetable oil prices, including crude palm oil prices, increased and remained elevated. In addition, the implementation of Indonesia's B50 biodiesel mandate, as the world's largest crude palm oil producer, significantly reduced the supply of crude palm oil available to the global market, further supporting prices at elevated levels.

(2) Fresh Fruit Bunch Supply and Procurement Competition in Thailand: The volume of fresh fruit bunches (FFB) entering the market in southern Thailand declined in the third quarter of 2026 and fell below expectations. This intensified competition among crude palm oil mills to secure FFB supplies to maintain production levels. Consequently, increases in FFB procurement prices outpaced those in crude palm oil selling prices, placing pressure on gross profit margins across Thailand's crude palm oil production industry.

(3) Weather conditions and El Niño (ENSO): Forecasts from the North American Multi-Model Ensemble (NMME) indicate the potential for El Niño conditions to intensify from the second half of 2026, with an estimated probability of a strong event of up to 81%. Should this occur, domestic oil palm growers could face lower harvest volumes and reduced oil content in fresh fruit bunches, which would adversely affect oil extraction rates (OER) across Thailand's crude palm oil production industry. However, the potential effects of these weather conditions are not expected to affect business operations immediately, but rather to emerge progressively during 2027. SMO places significant emphasis on this risk and has prepared contingency plans to address its potential impact.

(4) **Exchange Rates and Thai Baht Volatility:** The Thai baht fluctuated and weakened during the third quarter of 2026, trading within a range of THB 32.50–34.10 per US dollar. These exchange rate movements affected the fair value of the foreign exchange forward contracts entered into by the conglomerate to hedge foreign exchange exposure arising from CPO exports.

1.2 Key Highlights of Operating Results and Financial Position for the Third Quarter of 2026

(1) Revenue: For the three-month period ended in the third quarter of 2026, the conglomerate recorded total revenue of THB 2,742.87 million, an increase of THB 528.18 million, or 23.85%, year-on-year (YoY). Compared with the preceding quarter, total revenue declined by 22.05% quarter-on-quarter (QoQ). Revenue from the production and sale of crude palm oil and related products amounted to THB 2,697.47 million, accounting for 98.34% of total revenue and increasing by 24.62% YoY. This growth was driven by higher average selling prices. The average selling price of crude palm oil (CPO) rose to THB 40.06 per

kilogram, up 15.95% YoY from THB 34.55 per kilogram in Q3 2025. The average selling price of dried palm kernels (PK) increased to THB 28.38 per kilogram, up 20.61% YoY from THB 23.53 per kilogram in Q3 2025. CPO sales volume for the period totalled 53,138 tonnes, an increase of 6,375 tonnes, or 13.63%, YoY. This increase reflected the ongoing expansion of production capacity from late last year through the current period. However, compared with the preceding quarter, CPO sales volume declined by 20,072 tonnes, or 27.42%. The decline resulted from lower FFB throughput, as domestic harvest volumes fell below both the preceding quarter's levels and expectations, reducing the volume of products available for production and sale. Meanwhile, revenue from the sale of electricity generated from biogas amounted to THB 43.65 million, a decrease of 9.19% YoY. This decline reflected lower electricity deliveries resulting from reduced CPO production, in line with the lower volume of FFB available for procurement.

(2) **Cost of Sales and Gross Profit:** The conglomerate recorded total cost of sales of THB 2,662.98 million, an increase of THB 699.81 million, or 35.65% YoY. This increase was driven by the average FFB procurement price in Q3 2026, which rose and remained elevated at THB 8.78 per kilogram, up 27.43% YoY from THB 6.89 per kilogram in Q3 2025. FFB supply entering the market declined and fell below expectations, intensifying price competition for raw material procurement. Meanwhile, market prices for CPO increased at a slower rate than domestic FFB prices, placing pressure on profitability. Consequently, the conglomerate recorded total gross profit of THB 78.13 million, representing a gross profit margin of 2.85%. Gross profit decreased by THB 171.38 million, or 68.69% YoY.

(3) **Operating Expenses and Net Profit:** The conglomerate adjusted its approach to managing operating expenses to keep them at appropriate levels. Selling and distribution expenses amounted to THB 34.81 million, an increase of THB 2.25 million, or 6.91% YoY, driven by higher transportation costs as diesel prices rose. Administrative expenses decreased by THB 1.14 million, or 1.81% YoY, to THB 61.68 million, as the corresponding period of the previous year included expenses related to the initial public offering (IPO). The conglomerate reported a net loss of THB 44.01 million for the quarter, representing a net loss margin of 1.60%. For the first nine months of 2026, the conglomerate recorded a net loss of THB 75.61 million, representing a net loss margin of 0.87%.

(4) **Customer and Export Market Diversification:** The conglomerate maintains a balanced mix of domestic and international sales to diversify risk. For the first nine months of 2026, domestic sales of goods and services amounted to THB 5,075.22 million, accounting for 58.67% of total sales, while export sales amounted to THB 3,574.80 million, representing 41.33%. Export customers included leading global trading partners such as OLAM, CARGILL, and EMAMI. Alongside this strategy, the conglomerate manages its foreign exchange exposure through forward contracts to sell foreign currency, mitigating the risks associated with exchange rate fluctuations

2. Summary of Significant Events and Developments in the Third Quarter of 2026

The conglomerate's significant events and developments during the third quarter of 2026 are outlined below:

(1) **Capital Restructuring of AL Palm Co., Ltd. (a Subsidiary):** Following the Board of Directors' approval of the capital restructuring of A L Palm Co., Ltd. in Q2 2026, the subsidiary completed all required legal procedures in Q3 2026, as follows:

- **Reduction in Registered Capital:** Registered capital was reduced from THB 480.00 million to THB 180.00 million by reducing the number of ordinary shares from 4.80 million to 1.80 million, with a par value of THB 100 per share. The THB 300.00 million capital reduction was applied to offset accumulated losses. The reduction was registered with the Ministry of Commerce on 31 July 2026.
- **Increase in Registered Capital:** The subsidiary issued 2.00 million new ordinary shares with a par value of THB 100 per share, amounting to THB 200.00 million, for subscription by existing shareholders to strengthen its financial position. The capital increase was registered with the Ministry of Commerce on 19 August 2026, bringing the subsidiary's registered and paid-up capital to THB 380.00 million.

3. Summary of Operating Results

3.1 Total Revenue

A breakdown of the conglomerate's revenue by business segment and other income for Q3 2025, Q2 2026, and Q3 2026 is presented below:

Unit: Million THB

Lists	Q3/2025	Q2/2026	Q3/2026	Change +/-	
				% YoY	% QoQ
Revenue from the production and sale of crude palm oil and related products	2,164.61	3,468.34	2,697.47	24.62%	-22.23%
Revenue from the generation and sale of electricity from biogas	48.07	45.59	43.65	-9.19%	-4.26%
Total Sales Revenue	2,212.68	3,513.93	2,741.12	23.88%	-21.99%
Other income [/1]	2.01	4.62	1.75	-12.94%	-62.12%
Total Revenue [/1,/2]	2,214.69	3,518.55	2,742.87	23.85%	-22.05%

Note: /1 Other income comprises income from the sale of fresh fruit bunches, scrap sales of machinery and equipment, and miscellaneous income.

/2 Total revenue excludes foreign exchange gains and losses

Lists	9M/2025	9M/2026	Change +/-
			% YoY
Revenue from the production and sale of crude palm oil and related products	7,002.04	8,520.20	21.68%
Revenue from the generation and sale of electricity from biogas	124.22	129.82	4.51%
Total Sales Revenue	7,126.26	8,650.02	21.38%
Other income /1	54.33	8.20	-84.91%
Total Revenue/1,/2	7,180.59	8,658.22	20.58%

Note:/1 Other income comprises income from the sale of fresh fruit bunches, sales of machinery and equipment scrap, and miscellaneous income.

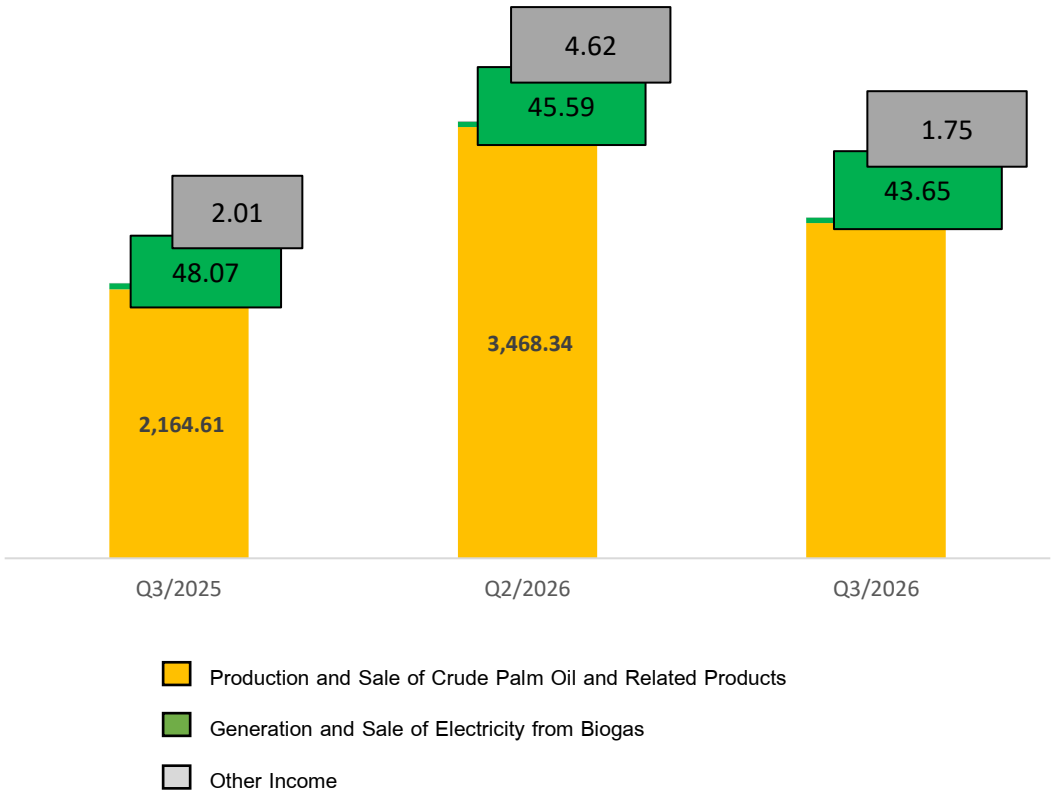
/2 **Total revenue excludes foreign exchange gains and losses.**

For Q3 2026, the conglomerate recorded total revenue of THB 2,742.87 million, comprising revenue from the following sources: Revenue from the production and sale of crude palm oil and related products amounted to THB 2,697.47 million, accounting for 98.34% of total revenue. Revenue from the generation and sale of electricity from biogas amounted to THB 43.65 million, representing 1.59% of total revenue, while other income was THB 1.75 million, representing 0.06% Total revenue increased by THB 528.18 million, or 23.85%, year-on-year (YoY). This increase was driven by revenue from the production and sale of crude palm oil and related products, which rose by THB 532.86 million, or 24.62%. This was partially offset by a decline of THB 4.42 million, or 9.19%, in revenue from biogas electricity generation and sales, and a decrease of THB 0.26 million, or 12.94%, in other income. Revenue growth primarily reflected higher average selling prices for the two main products—crude palm oil (CPO) and dried palm kernels (PK)—in line with market price movements. Sales volumes also increased YoY, supported by the ongoing expansion of production capacity since late 2025. However, sales volumes declined quarter-on-quarter (QoQ), as fresh fruit bunch output fell below both the preceding quarter's levels and expectations. Overall, higher selling prices and increased sales volumes drove revenue growth compared with the same period of the previous year.

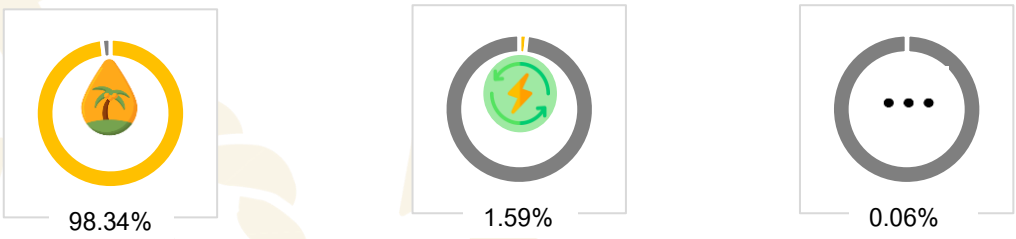
บริษัท กลุ่มสมอทอง จำกัด (มหาชน)
สำนักงานแห่งใหญ่ เลขที่ 119/1 หมู่ที่ 10
ต.ประสงค์ อ.ท่าชนะ จ.สุราษฎร์ธานี 84170
โทร 077-951470-4
เลขทะเบียนนิติบุคคล 0107568000060

Revenue Breakdown of the Conglomerate

Unit: Million THB

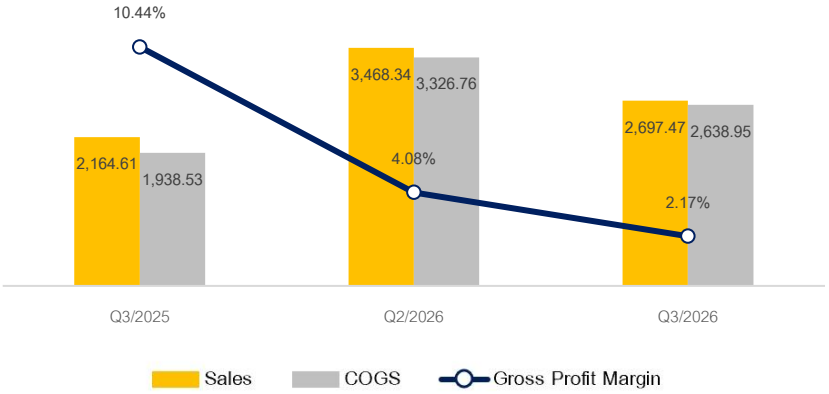


The conglomerate's revenue breakdown by business segment for Q3 2026 is presented below:



Production and Sale of Crude Palm Oil and Related Products

Unit: Million THB



(1) From the Production and Sale of Crude Palm Oil and Related Products

The conglomerate's revenue from the production and sale of crude palm oil and related products amounted to THB 2,164.61 million, THB 3,468.34 million, and THB 2,697.47 million in Q3 2025, Q2 2026, and Q3 2026, respectively. Revenue from this business segment comprises three product categories: crude palm oil, dried palm kernels, and by-products, including palm kernel shells, shredded empty fruit bunches, decanter cake, and dried decanter cake.

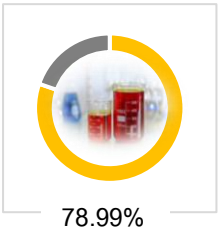
Unit: Million THB

Lists	Q3/2025	Q2/2026	Q3/2026	Change +/-	
				% YoY	% QoQ
Crude Palm Oil	1,615.76	2,817.48	2,130.83	31.88%	-24.37%
Dried Palm Kernels	496.29	586.66	508.07	2.37%	-13.40%
Other Related Products	52.56	64.20	58.57	11.43%	-8.77%
Revenue from the Production and Sale of Crude Palm Oil and Related Products	2,164.61	3,468.34	2,697.47	24.62%	-22.23%

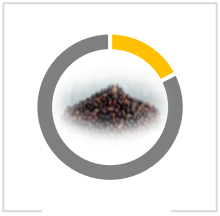
บริษัท กลุ่มสมอทอง จำกัด (มหาชน)
สำนักงานแห่งใหญ่ เลขที่ 119/1 หมู่ที่ 10
ต.ประสงค์ อ.ท่าชนะ จ.สุราษฎร์ธานี 84170
โทร 077-951470-4
เลขทะเบียนนิติบุคคล 0107568000060

Items	9M/2025	9M/2026	Change +/-
			% YoY
Crude Palm Oil	5,651.93	6,838.71	21.00%
Dry Palm Kernels	1,220.53	1,506.05	23.39%
Other Related Products	129.58	175.44	35.39%
Revenue from the Production and Sale of Crude Palm Oil and Related Products	7,002.04	8,520.20	21.68%

The conglomerate's revenue from the production and sale of crude palm oil and related products for Q3 2026 is broken down by product as follows:



78.99%



18.84%



2.17%

Production Details	Unit	Q3/2025	Q2/2026	Q3/2026
Production capacity at period-end	Tonnes of FFB per hour	240	345	345
Maximum production capacity /1	Tonnes	475,200	635,400	683,100
FFB processed	Tonnes	371,134	390,908	330,625
Average capacity utilization rate	%	78.10%	61.52%	48.40%
CPO production volume	Tonnes	68,463	68,669	62,954
Oil extraction rate (OER)	%	18.45%	17.57%	19.04%
CPO sales volume	Tonnes	46,763	73,210	53,138
Average CPO selling price	THB per kilogram	34.55	38.48	40.06
Dried palm kernel production volume	Tonnes	21,135	20,513	17,919
Kernel extraction rate (KER)	%	5.69%	5.25%	5.42%
Dried palm kernel sales volume	Tonnes	21,092	20,760	17,905
Average dried palm kernel selling price	THB per kilogram	23.53	28.26	28.38

Notes: /1The conglomerate's maximum production capacity is calculated by multiplying the combined hourly capacity of all its mills by 330 operating days per year (equivalent to 27.5 days per month) and 24 hours per day, with adjustments to reflect the commercial operation commencement date of each mill during the relevant period.

CPO Sales Volume and Average Selling Price



In Q3 2026, the conglomerate processed 330,625 tonnes of fresh fruit bunches (FFB), down from 371,134 tonnes in the same period of the previous year. CPO production was 62,954 tonnes, with an oil extraction rate (OER) of 19.04%, up from 18.45% in Q3 2025. Dried palm kernel production was 17,919 tonnes, with a kernel extraction rate (KER) of 5.42%, slightly below the 5.69% recorded in the same period of the previous year. The conglomerate's average capacity utilization rate declined from 78.10% in Q3 2025 to 48.40% in Q3 2026. This reflected an increase in total installed capacity to 345 tonnes of FFB per hour, following capacity expansions at the Phanom branch from 75 to 150 tonnes per hour and at A L Palm Co., Ltd., a subsidiary, from 60 to 75 tonnes per hour. The larger capacity base, combined with lower FFB harvest volumes in Q3 2026 compared with the previous year, resulted in lower overall capacity utilization.

(1.1) Revenue from CPO Sales

Crude palm oil (CPO) is the conglomerate's only product sold in both domestic and international markets. CPO sales revenue, sales volumes by market, and average selling prices for Q3 2025, Q2 2026, and Q3 2026 are presented below:

Revenue from CPO Sales	Q3/2025		Q2/2026		Q3/2026	
	Million THB	Proportion	Million THB	Proportion	Million THB	Proportion
Total Revenue from CPO Sales	1,615.76	100.00%	2,817.48	100.00%	2,130.83	100.00%
Domestic sales revenue	460.28	28.49%	1,254.10	44.51%	*861.00*	*40.41%*
Export sales revenue	1,155.48	71.51%	1,563.38	55.49%	*1,269.83*	*59.59%*
CPO Sales Volume (Tonnes)	46,763		73,210		53,138	
Average Selling Price (THB per Kilogram)	34.55		38.48		40.06	

Revenue from CPO Sales	9M/2025		9M/2026	
	Million THB	Proportion	Million THB	Proportion
Total Revenue from CPO Sales	5,651.93	100.00%	6,838.71	100.00%
Domestic sales revenue	*2,018.93*	*35.72%*	*3,263.91*	*47.73%*
Export sales revenue	*3,633.00*	*64.28%*	*3,574.80*	*52.27%*
CPO Sales Volume (Tonnes)	157,403		180,792	
Average Selling Price (THB per Kilogram)	35.91		37.81	

In Q3 2026, the conglomerate recorded CPO sales revenue of THB 2,130.83 million, an increase of THB 515.07 million, or 31.88%, year-on-year (YoY). However, revenue declined by 24.37% quarter-on-quarter (QoQ) from THB 2,817.48 million in Q2 2026. This decline reflected lower FFB throughput, as domestic harvest volumes fell below both the preceding quarter's levels and expectations. An analysis of price and volume movements shows that CPO sales volume increased by 13.63% YoY, from 46,763 tonnes to 53,138 tonnes, while the average selling price rose by 15.95%, from THB 34.55 to THB 40.06 per kilogram, in line with market price movements

(1.2) Revenue from Dried Palm Kernel Sales

The conglomerate's dried palm kernel sales volumes, average selling prices, and sales revenue for Q3 2025, Q2 2026, and Q3 2026 are presented below:

:

Dried Palm Kernel Sales Data	Unit	Q3/2025	Q2/2026	Q3/2026
Revenue from dried palm kernel sales	THB million	496.29	586.66	508.07
Sales volume	Tonnes	21,092	20,760	17,905
Average selling price	THB per kilogram	23.53	28.26	28.38

Dried Palm Kernel Sales Data	Unit	9M/2025	9M/2026
Revenue from dried palm kernel sales	THB million	1,220.53	1,506.05
Sales volume	Tonnes	50,511	55,118
Average selling price	THB per kilogram	24.16	27.32

In Q3 2026, the conglomerate recorded revenue from dried palm kernel (PK) sales of THB 508.07 million, accounting for 18.84% of revenue from the production and sale of crude palm oil and related products. PK sales revenue increased by THB 11.78 million, or 2.37%, year-on-year (YoY). This growth was primarily driven by a 20.61% increase in the average selling price, from THB 23.53 per kilogram in Q3 2025 to THB 28.38 per kilogram in Q3 2026. This was consistent with FFB market prices, which rose and remained above the levels recorded in the same period of the previous year. Meanwhile, sales volume declined by 15.11%, from 21,092 tonnes to 17,905 tonnes, reflecting lower FFB deliveries to the mills as domestic harvest volumes fell below both the preceding quarter's levels and expectations. Nevertheless, the higher average selling price more than offset the decline in sales volume, resulting in overall YoY growth in revenue from dried palm kernel sales

(1.3) Revenue from Sales of Other Related Products

In Q3 2026, the conglomerate recorded revenue of THB 58.57 million from sales of other related products, primarily by-products of the production process. This accounted for 2.17% of total revenue from the production and sale of crude palm oil and related products and represented an increase of THB 6.01 million, or 11.43%, year-on-year (YoY).

(2) Revenue from the Generation and Sale of Electricity from Biogas

The conglomerate's revenue from the generation and sale of electricity from biogas amounted to THB 48.07 million, THB 45.59 million, and THB 43.65 million in Q3 2025, Q2 2026, and Q3 2026, representing 2.17%, 1.30%, and 1.59% of total revenue, respectively. Further details are presented below:

Items	Q3/2025	Q2/2026	Q3/2026	Change +/-	
				% YoY	% QoQ
Revenue from the generation and sale of electricity from biogas	48.07	45.59	43.65	-9.19%	-4.26%

Item	9M/2025	9M/2026	Change +/-
			% YoY
Revenue from the generation and sale of electricity from biogas	124.22	129.82	4.51%

Details of the conglomerate's production capacity, capacity utilization, production volumes, and sales volumes for Q3 2025, Q2 2026, and Q3 2026 are presented below:

Generation and Sale of Electricity from Biogas	Unit	Q3/2025	Q2/2026	Q3/2026
Installed generation capacity /1	MW	14.38	14.38	14.38
Contracted capacity under power purchase agreements	MW	12.70	12.70	12.70
Electricity generated	Million kWh	15.02	15.77	12.57
Capacity utilization rate	%	48.36%	50.77%	40.47%
Electricity sales volume	Million kWh	13.54	14.57	11.96
Average electricity selling price	THB per kWh	3.55	3.13	3.65

Note: /1 The conglomerate's electricity generation capacity is calculated by multiplying its total installed capacity by 330 operating days per year (equivalent to 27.5 days per month) and 24 hours per day.

In Q3 2026, the electricity business generated sales revenue of THB 43.65 million, accounting for 1.59% of total revenue. This represented a decline of 9.19% year-on-year (YoY) and 4.26% quarter-on-quarter (QoQ). The YoY decline in revenue reflected an 11.67% decrease in electricity sales volume, from 13.54 million kWh in Q3 2025 to 11.96 million kWh, despite an increase in the average selling price from THB 3.55 to THB 3.65 per kWh. Compared with Q2 2026, electricity sales volume fell by 17.91% from 14.57 million kWh. The average capacity utilization rate declined to 40.47%, compared with 48.36% in Q3 2025 and 50.77% in Q2 2026. This reflected a seasonal decline in FFB deliveries to the palm oil mills, which reduced the volume of wastewater generated during production and, consequently, the supply of biogas available for electricity generation. However, the higher average electricity selling price of THB 3.65 per kWh partially offset the impact of lower sales volumes on revenue.

(3) Other income

The conglomerate's other income comprises income from the sale of fresh fruit bunches harvested from its own plantations, sales of machinery and equipment scrap, and miscellaneous income. Other income amounted to THB 2.01 million, THB 4.62 million, and THB 1.75 million in Q3 2025, Q2 2026, and Q3 2026, representing 0.09%, 0.13%, and 0.06% of sales revenue, respectively.

3.2 Cost of Sales and Gross Profit

The conglomerate's total cost of sales amounted to THB 1,963.17 million, THB 3,349.43 million, and THB 2,662.98 million in Q3 2025, Q2 2026, and Q3 2026, representing 88.72%, 95.32%, and 97.15% of sales revenue, respectively. The conglomerate's total gross profit amounted to THB 249.51 million, THB 164.50 million, and THB 78.13 million in Q3 2025, Q2 2026, and Q3 2026, representing gross profit margins of 11.28%, 4.68%, and 2.85%, respectively. Further details are presented below:

Cost of Sales and Gross Profit	Q3/2025		Q2/2026		Q3/2026	
	Million THB	Proportion	Million THB	Proportion	Million THB	Proportion
Sales Revenue	2,212.68	100.00%	3,513.93	100.00%	2,741.11	100.00%
Revenue from the production and sale of crude palm oil and related products	*2,164.61*	*97.83%*	*3,468.34*	*98.70%*	*2,697.47*	*98.41%*
Revenue from the generation and sale of electricity from biogas	*48.07*	*2.17%*	*45.59*	*1.30%*	*43.65*	*1.59%*
Cost of Sales	1,963.17	88.72%	3,349.43	95.32%	2,662.98	97.15%
Cost of sales from the production and sale of crude palm oil and related products	*1,938.53*	*87.61%*	*3,326.76*	*94.67%*	*2,638.95*	*96.27%*
Cost of sales from the generation and sale of electricity from biogas	*24.64*	*1.11%*	*22.67*	*0.65%*	*24.03*	*0.88%*
Total Gross Profit (Loss)	249.51	11.28%	164.50	4.68%	78.13	2.85%
Gross profit (loss) from the production and sale of crude palm oil and related products	*226.09*	*10.22%*	*141.58*	*4.03%*	*58.52*	*2.13%*
Gross profit (loss) from the generation and sale of electricity from biogas	*23.43*	*1.06%*	*22.92*	*0.65%*	*19.61*	*0.72%*

Note: [1] Percentage of Sales Revenue

(1) Cost of Sales and Gross Profit from the Production and Sale of Crude Palm Oil and Related Products

Cost of sales for the production and sale of crude palm oil and related products comprises raw material costs, depreciation and amortization, maintenance costs, labor costs, and other costs. Details of cost of sales, gross profit, FFB procurement prices, and oil extraction rates (OER) for Q3 2025, Q2 2026, and Q3 2026 are presented below:

Unit: Million THB

Production and Sale of Crude Palm Oil and Related Products	Q3/2025	Q2/2026	Q3/2026	Change +/-	
				% YoY	% QoQ
Sales Revenue (THB million)	2,164.61	3,468.34	2,697.47	24.62%	-22.23%
Cost of Sales (THB million)	1,938.53	3,326.76	2,638.95	36.13%	-20.68%
Segment Gross Profit (THB million)	**226.08**	**141.58**	**58.52**	**74.12%**	**-58.67%**
Average FFB procurement price (THB per kilogram)	6.89	7.81	8.78	27.43%	12.42%
Oil extraction rate (OER)	18.45%	17.57%	19.04%	3.20%	8.37%

Lists	9M/2025	9M/2026	Change +/-
			% YoY
Sales Revenue (THB million)	7,002.04	8,520.20	21.68%
Cost of Sales (THB million)	6,138.96	8,250.87	34.40%
Segment Gross Profit (THB million)	863.08	269.33	-68.79%
Average FFB procurement price (THB per kilogram)	6.28	7.95	26.59%
Oil extraction rate (OER)	17.66%	18.22%	3.17%

In Q3 2026, the conglomerate recorded cost of sales of THB 2,638.95 million for the production and sale of crude palm oil and related products, representing 97.83% of the segment's sales revenue. The average oil extraction rate (OER) was 19.04%, while segment gross profit amounted to THB 58.52 million, representing a gross profit margin of 2.17%. Cost of sales increased by THB 700.42 million, or 36.13%, year-on-year (YoY), reflecting higher FFB procurement prices, which remained elevated. The average procurement price rose from THB 6.89 per kilogram in Q3 2025 to THB 8.78 per kilogram in Q3 2026, an increase of 27.43% YoY. Higher procurement prices were driven by both domestic and international market dynamics. On the domestic supply side, FFB volumes entering the market declined compared with the same period of the previous year. This constrained raw material availability for crude palm oil producers and intensified competition for supplies as producers sought to maintain production levels. Domestic raw material prices also reflected the direct pass-through of higher CPO prices, driven by global geopolitical developments. Together, these factors pushed average FFB procurement prices higher and sustained them at elevated levels

(2) Cost of Sales and Gross Profit from the Generation and Sale of Electricity from Biogas

Cost of sales for the generation and sale of electricity from biogas primarily comprises depreciation and amortization, machinery maintenance costs, labor costs, and other costs. Details of the segment's cost of sales and gross profit for Q3 2025, Q2 2026, and Q3 2026 are presented below

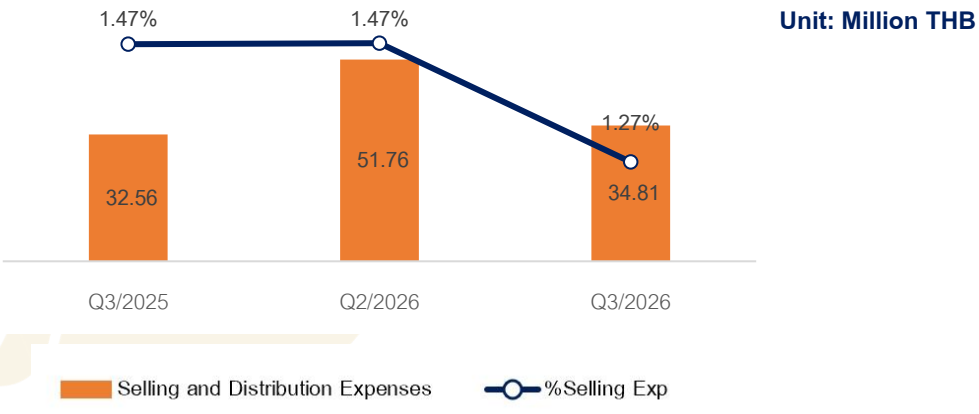
Unit: THB Million

Generation and Sale of Electricity from Biogas	Q3/2025	Q2/2026	Q3/2026	Change +/-	
				% YoY	% QoQ
Sale Revenue	48.07	45.59	43.65	-9.19%	-4.26%
Cost of Sales	24.64	22.67	24.03	-2.48%	6.00%
Segment Gross Profit	23.43	22.92	19.62	-16.26%	-14.40%

Lists	9M/2025	9M/2026	Change +/-
			% YoY
Sale Revenue	124.22	129.82	4.51%
Cost of Sales	60.79	71.98	18.41%
Segment Gross Profit	63.43	57.84	-8.81%

In Q3 2026, the conglomerate recorded cost of sales of THB 24.03 million for the generation and sale of electricity from biogas, representing 55.05% of the segment's revenue. Cost of sales decreased by THB 0.61 million, or 2.48%, year-on-year (YoY), but increased by THB 1.36 million, or 6.00%, quarter-on-quarter (QoQ). Segment gross profit amounted to THB 19.62 million, representing a gross profit margin of 44.95%. Gross profit declined by THB 3.81 million, or 16.26%, YoY and by THB 3.30 million, or 14.40%, QoQ. This decline reflected lower electricity sales volumes as capacity utilisation at the crude palm oil mills decreased. Lower utilisation resulted from reduced FFB procurement, as domestic harvest volumes fell below both the preceding quarter's levels and expectations.

Selling and Distribution Expenses and Percentage of Sales Revenue

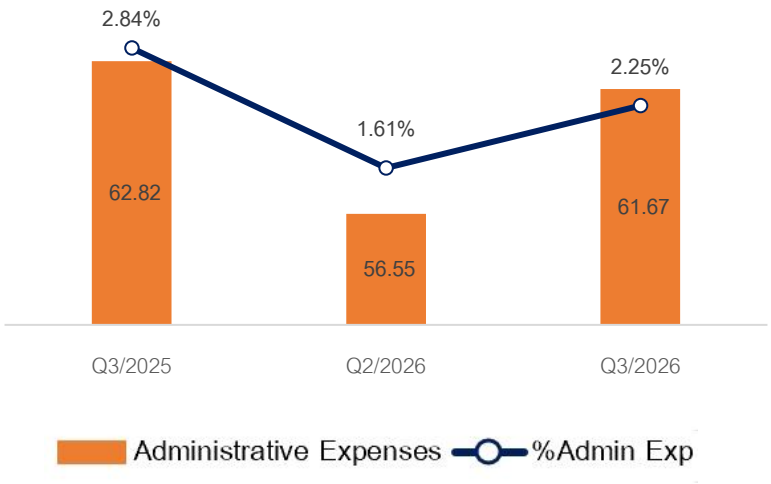


3.3 Selling and Distribution Expenses

In Q3 2026, the conglomerate recorded selling and distribution expenses of THB 34.81 million, representing 1.27% of sales revenue. These expenses increased by THB 2.25 million, or 6.91%, year-on-year (YoY), driven by higher CPO transportation costs as domestic diesel prices rose and remained elevated amid the conflict in the Middle East and geopolitical tensions. These cost pressures persisted despite lower CPO sales volumes, while commission expenses declined in line with lower sales volumes. Compared with the preceding quarter, selling and distribution expenses decreased by THB 16.95 million, or 32.75%. This reduction was consistent with the decline in the conglomerate's overall sales volumes, reflecting a seasonal decrease in FFB supply. Consequently, transportation and delivery activities serving both domestic and international customers declined.

Administrative Expenses and Percentage of Sales Revenue

Unit: Million THB



3.4 Administrative Expenses

In Q3 2026, the conglomerate recorded administrative expenses of THB 61.67 million, representing 2.25% of sales revenue. This was a decrease of THB 1.15 million, or 1.83%, year-on-year (YoY), primarily because the corresponding period of the previous year included IPO-related expenses that had raised administrative expenses above normal levels. Compared with Q2 2026, administrative expenses increased by THB 5.12 million, or 9.05%, from THB 56.55 million. The conglomerate has established a policy to maintain expenses at appropriate levels.

3.5 Foreign Exchange Gains (Losses)

The conglomerate derives a portion of its revenue from export sales, with sales contracts and payment terms denominated in US dollars. These transactions give rise to inherent foreign exchange exposure. To

manage this risk, management uses derivative financial instruments as part of a systematic foreign exchange hedging strategy. Foreign exchange gains and losses are presented in the financial statements on a net fair value basis.

The conglomerate recorded net foreign exchange losses of THB 1.17 million, THB 14.64 million, and THB 18.10 million in Q3 2025, Q2 2026, and Q3 2026, representing 0.05%, 0.42%, and 0.66% of sales revenue, respectively.

3.6 Finance Costs

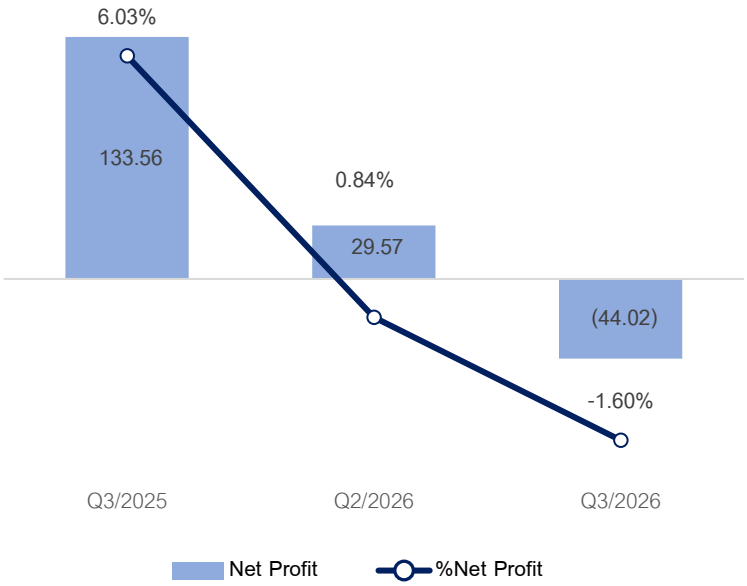
The conglomerate's crude palm oil and related products business requires substantial working capital to purchase fresh fruit bunches (FFB) from farmers and local collection centres, as these purchases are made without trade credit. Domestic FFB procurement prices and seasonal processing volumes are therefore key drivers of working capital requirements and directly affect the conglomerate's finance costs. In Q3 2026, finance costs decreased by THB 4.70 million, or 33.62%, year-on-year (YoY) and by 8.57% quarter-on-quarter (QoQ). This reduction was driven by the progressive repayment of long-term borrowings. The conglomerate used proceeds from its initial public offering (IPO), together with operating cash flows, to repay interest-bearing long-term loans from financial institutions, substantially reducing interest expenses. Meanwhile, higher average FFB procurement prices in Q3 2026 increased the need for short-term working capital borrowings to fund raw material purchases and inventory holdings, bringing the debt-to-equity (D/E) ratio to 0.76 times. Nevertheless, the substantial reduction in long-term borrowings enabled the conglomerate to maintain finance costs at an appropriate level and continue reducing its interest burden.

3.7 Income Tax

The conglomerate is entitled to tax incentives granted by the Board of Investment (BOI) under the Investment Promotion Act B.E. 2520 (1977), subject to specified conditions, for both of its core businesses: the production and sale of crude palm oil and related products, and the generation and sale of electricity from biogas. These incentives are available for a limited period. Upon expiry, income from the previously promoted activities must be included with income from non-promoted activities in calculating corporate income tax. The conglomerate recorded income tax expenses of THB 7.44 million, THB 8.55 million, and THB 0.68 million in Q3 2025, Q2 2026, and Q3 2026, representing 0.34%, 0.24%, and 0.02% of sales revenue, respectively.

Net Profit (Loss) and Net Profit (Loss) Margin

Unit: Million THB



3.8 Net Profit (Loss) and Net Profit (Loss) Margin

The conglomerate recorded net profits of THB 133.56 million and THB 29.56 million in Q3 2025 and Q2 2026, respectively, and a net loss of THB 44.02 million in Q3 2026. The corresponding net profit margins, calculated as a percentage of total revenue, were 6.03%, 0.84%, and -1.60%, respectively.

For the first nine months of 2026, the conglomerate recorded a net loss of THB 75.61 million, compared with a net profit of THB 652.07 million in the same period of 2025.

In Q3 2026, the conglomerate's total sales revenue increased by THB 528.44 million, or 23.88%, year-on-year (YoY). Growth was driven by continued increases in the average selling prices of crude palm oil (CPO) and dried palm kernels (PK), in line with global market prices, together with a 13.63% increase in CPO sales volume, from 46,763 tonnes to 53,138 tonnes. Meanwhile, PK sales volume declined by 15.11% YoY, from 21,092 tonnes to 17,905 tonnes, reflecting FFB harvest volumes that fell below both the preceding period's levels and expectations

The conglomerate processed 330,625 tonnes of FFB during the quarter, a decrease of 10.91% YoY from 371,134 tonnes in Q3 2025. Total installed capacity across all mills increased from 240 tonnes of FFB per hour in the previous year to 345 tonnes per hour. However, FFB supply entering the market declined compared with the same period of the previous year.

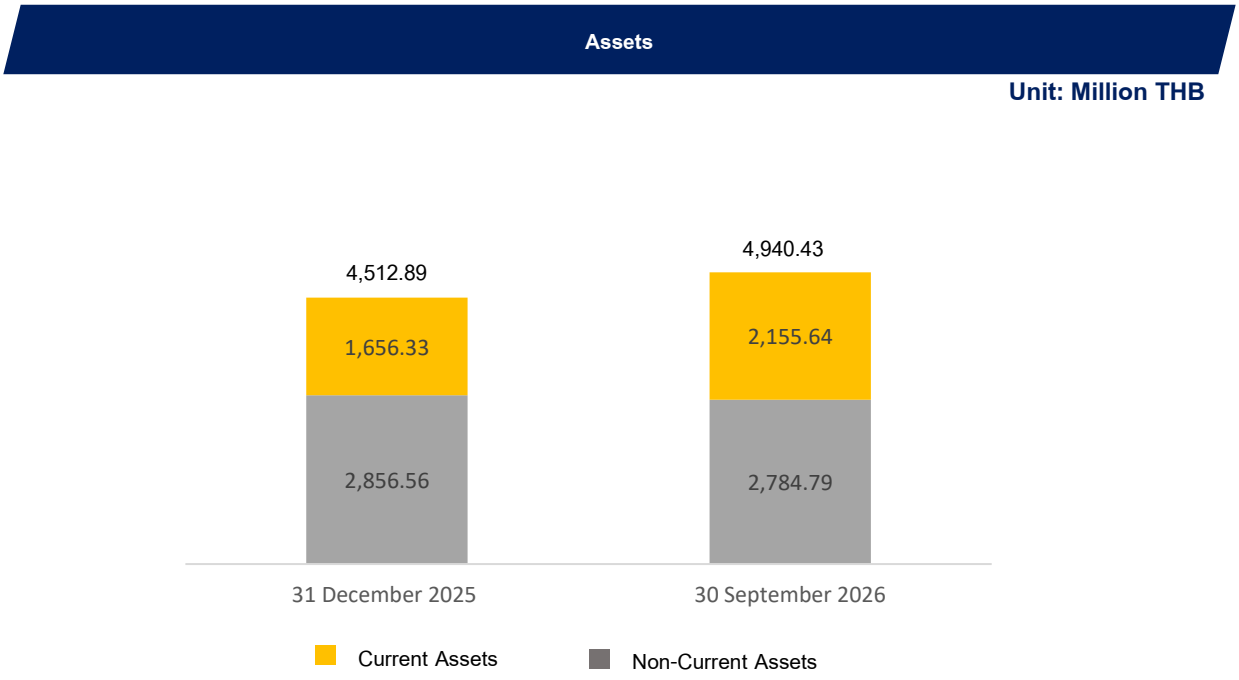
Tighter domestic supply, combined with the pass-through of volatile and sharply higher global CPO prices amid the conflict in the Middle East, drove the conglomerate's average FFB procurement price up by 27.43% YoY, from THB 6.89 to THB 8.78 per kilogram. As the increase in CPO selling prices of 15.95% YoY lagged behind the rise in FFB procurement prices, gross profit margins declined compared with the same period of the previous year. Total gross profit for Q3 2026 amounted to THB 78.13 million, representing a gross profit margin of 2.85%. Gross profit decreased by 68.69% YoY from THB 249.51 million in Q3 2025.

Selling and distribution expenses increased by THB 2.25 million, or 6.91% YoY, to THB 34.81 million, driven by domestic diesel prices, which rose and remained elevated. Administrative expenses decreased by THB 1.14 million, or 1.81% YoY, to THB 61.68 million, as the corresponding period of the previous year included IPO-related expenses. The conglomerate also recorded foreign exchange losses of THB 18.10 million. Finance costs declined by THB 4.70 million, or 33.62% YoY, to THB 9.28 million, reflecting the progressive repayment of long-term loans from financial institutions. Taken together, these revenue and expense movements resulted in a net loss of THB 44.02 million for Q3 2026.

4. Summary of Financial Position

4.1 Assets

As at 31 December 2025 and 30 September 2026, the conglomerate's total assets amounted to THB 4,512.89 million and THB 4,940.43 million, respectively. Major asset items comprised cash and cash equivalents, pledged bank deposits, trade and other receivables, inventories, property, plant and equipment, investment properties, right-of-use assets, goodwill, and intangible assets.



ณ As at 30 September 2026, the conglomerate's total assets amounted to THB 4,940.43 million, an increase of THB 427.54 million, or 9.47%, from THB 4,512.89 million as at 31 December 2025. Current assets increased by THB 499.31 million, or 30.15%, to THB 2,155.64 million from THB 1,656.33 million at the previous year-end. Non-current assets decreased by THB 71.77 million, or 2.51%, to THB 2,784.79 million from THB 2,856.56 million at the previous year-end. Significant changes in each asset category are outlined below:

(1) Current Assets

Current Assets	31 Dec 2025		30 Sep 2026	
	Million THB	Proportion	Million THB	Proportion
Cash and Cash Equivalents	722.94	16.02%	710.42	14.38%
Trade and Other Receivables	117.03	2.59%	93.56	1.89%
Inventories	801.90	17.77%	1,330.37	26.93%
Other Current Assets	14.46	0.32%	21.29	0.43%
Total Current Assets	**1,656.33**	**36.70%**	**2,155.64**	**43.63%**

Note: /1 Percentage of Total Assets

(1.1) Cash and Cash Equivalents

The conglomerate's crude palm oil and related products business require payment by bank transfer or cash for FFB purchased from farmers and external collection centers, as suppliers do not offer trade credit. The conglomerate therefore prepares cash flow forecasts and maintains sufficient liquidity to fund FFB purchases in each period. As a result, cash and cash equivalents account for a relatively high proportion of its assets. As at 31 December 2025 and 30 September 2026, cash and cash equivalents amounted to THB 722.94 million and THB 710.42 million, representing 16.02% and 14.38% of total assets, respectively. During the period, the conglomerate paid an annual dividend of THB 0.20 per share, amounting to THB 184.00 million, as approved by the 2026 Annual General Meeting of Shareholders. The conglomerate also allocated proceeds from its capital raising, together with operating cash flows, to repay the principal on interest-bearing long-term loans from commercial banks as part of its capital structure management.

(1.2) Trade and Other Receivables

The conglomerate's trade and other receivables comprise amounts due from sales of crude palm oil, dried palm kernels, and electricity, together with other receivables. Credit terms range from 3 to 60 days. Based on the latest financial information, the conglomerate has no overdue receivables. Thai Financial Reporting Standard 9 (TFRS 9), *Financial Instruments*, requires the recognition of expected credit losses and subsequent adjustments to reflect changes in credit risk. These amounts are recorded as an allowance for expected credit losses. As at 31 December 2025 and 30 September 2026, the conglomerate's trade and other receivables amounted to THB 117.03 million and THB 93.56 million, representing 2.59% and 1.89% of total assets, respectively. Further details are presented below:

Trade and Other Receivables	31 Dec 2025		30 Sep 2026	
	Million THB	Proportion	Million THB	Proportion
Trade Receivables	104.19	89.03%	75.77	80.99%
Other Receivables	12.84	10.97%	17.79	19.01%
Total Trade and Other Receivables	**117.03**	**100.00%**	**93.56**	**100.00%**
Less: Allowance for Expected Credit Losses	-	-	-	-
Net Trade and Other Receivables	**117.03**	**100.00%**	**93.56**	**100.00%**

As at 30 September 2026, the conglomerate's trade and other receivables amounted to THB 93.56 million, comprising trade receivables of THB 75.77 million and other receivables of THB 17.79 million. Trade

receivables decreased by THB 28.42 million, or 27.28%, from the previous year-end, reflecting lower sales revenue and volumes in line with seasonal patterns in crude palm oil production. There were no overdue receivables. Other receivables increased by THB 4.95 million, or 38.55%, from the previous year-end.

(1.3) Inventories

The conglomerate's inventories comprise finished goods, work in progress, raw materials, and factory supplies and spare parts. Finished goods in the crude palm oil production and sales business include crude palm oil, dried palm kernels, and palm kernel shells. As at 31 December 2025 and 30 September 2026, inventories amounted to THB 801.90 million and THB 1,330.37 million, representing 17.77% and 26.93% of total assets, respectively. Inventories increased by THB 528.47 million, or 65.90%, from the previous year-end, primarily as the conglomerate built up CPO stocks to fulfil contracted deliveries to domestic and international customers.

(2) Non-Current Assets

Non-current Assets	31 Dec 2025		30 Sep 2026	
	Million THB	Proportion	Million THB	Proportion
Pledged Bank Deposits	118.70	2.63%	59.20	1.20%
Investment Properties	159.00	3.52%	159.00	3.22%
Property, Plant and Equipment	2,179.49	48.29%	2,200.17	44.53%
Goodwill	100.13	2.22%	100.13	2.03%
Intangible Assets	103.80	2.30%	93.60	1.89%
Right-of-Use Assets	146.19	3.24%	125.57	2.54%
Deferred Tax Assets	46.96	1.04%	44.82	0.91%
Other Non-current Assets	2.29	0.05%	2.30	0.05%
Total Non-current Assets	**2,856.56**	**63.30%**	**2,784.79**	**56.37%**

Note [1] Percentage of Total Assets

(2.1) Pledged Bank Deposits

The conglomerate's pledged bank deposits are held with financial institutions as collateral for credit facilities, letters of guarantee, and obligations under power purchase agreements. As at 31 December 2025 and 30 September 2026, these deposits amounted to THB 118.70 million and THB 59.20 million, representing 2.63% and 1.20% of total assets, respectively

As at 30 September 2026, pledged bank deposits stood at THB 59.20 million, accounting for 1.20% of total assets, a decrease of THB 59.50 million, or 50.13%, from the previous year-end. This decrease primarily reflected the replacement of pledged deposits with fixed assets as collateral. The deposits were subsequently released, providing additional liquidity to support the conglomerate's operations.

(2.2) Property, Plant and Equipment

The conglomerate's property, plant and equipment comprise land used in its operations, factory and office buildings, FFB collection centres, production machinery and equipment, vehicles, and assets under construction and installation. As at 31 December 2025 and 30 September 2026, the net carrying amount of property, plant and equipment was THB 2,179.49 million and THB 2,200.17 million, representing 48.29% and 44.53% of total assets, respectively.

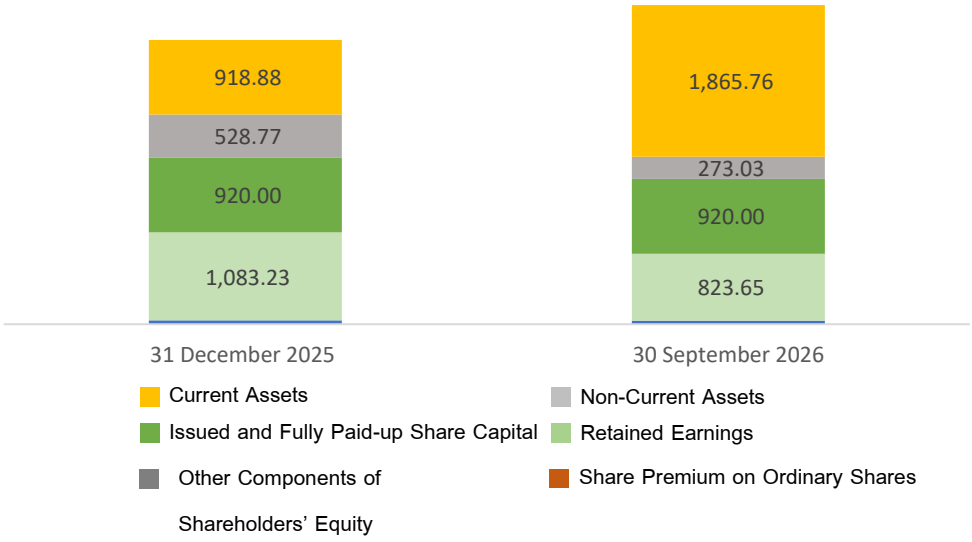
As at 30 September 2026, the net carrying amount of the conglomerate's property, plant and equipment increased by THB 20.68 million, or 0.95%, from the previous year-end. The increase primarily reflected the acquisition of additional land for the construction of a new crude palm oil mill at the Phra Phrom branch in Nakhon Si Thammarat Province, together with the construction of additional factory buildings to support business expansion. The conglomerate also purchased electric wheel loaders and vehicles to replace fossil fuel-powered vehicles, with the aim of reducing emissions and fuel costs.

(2.2) Right-of-Use Assets

Right-of-use assets represent the present value of the rights to use leased assets in the conglomerate's business operations. As at 31 December 2025 and 30 September 2026, right-of-use assets amounted to THB 146.19 million and THB 125.57 million, representing 3.24% and 2.54% of total assets, respectively. As at 30 September 2026, right-of-use assets stood at THB 125.57 million, accounting for 2.54% of total assets. This represented a decrease of THB 20.62 million, or 14.10%, from the previous year-end, reflecting depreciation over the respective lease terms.

Liabilities and Shareholders' Equity

Unit: Million THB



4.2 Liabilities

As at 31 December 2025 and 30 September 2026, the conglomerate's total liabilities amounted to THB 1,447.65 million and THB 2,138.80 million, representing 32.08% and 43.29% of total liabilities and shareholders' equity, respectively. Major liability items comprised bank overdrafts and short-term borrowings from financial institutions, trade and other payables, long-term borrowings from financial institutions, and lease liabilities.

As at 30 September 2026, total liabilities increased by THB 691.15 million, or 47.74%, to THB 2,138.80 million from THB 1,447.65 million at the previous year-end. Current liabilities increased by THB 946.88 million, or 103.05%, to THB 1,865.76 million from THB 918.88 million. Non-current liabilities decreased by THB 255.75 million, or 48.37%, to THB 273.03 million from THB 528.78 million.

(1) Current Liabilities

As at 31 December 2025 and 30 September 2026, the conglomerate's total current liabilities amounted to THB 918.88 million and THB 1,865.76 million, representing 20.36% and 37.77% of total liabilities and shareholders' equity, respectively. Further details are presented below:

Current Liabilities	31 Dec 2025		30 Sep 2026	
	Million THB	Proportion[/1]	Million THB	Proportion[/1]
Bank Overdrafts and Short-term Borrowings from Financial Institutions	490.00	10.86%	1,598.10	490.00
Trade and Other Payables	102.10	2.26%	78.67	102.10
Current Portion of Long-term Borrowings	249.80	5.54%	138.66	249.80
Current Portion of Lease Liabilities	33.88	0.75%	31.86	33.88
Derivative Liabilities	0.21	0.01%	13.53	0.21
Other Current Liabilities	42.89	0.95%	4.93	42.89
Total Current Liabilities	**918.88**	**20.36%**	**1,865.76**	**918.88**

Note: [/1] Percentage of Total Liabilities and Shareholders' Equity

(1.1) Bank Overdrafts and Short-term Borrowings from Financial Institutions

Bank overdrafts and short-term borrowings from financial institutions provide a source of funding for the conglomerate's purchases of FFB, the primary raw material used in CPO production. The conglomerate prepares cash flow forecasts and maintains sufficient cash to meet its FFB procurement needs in each period. These borrowings generally fluctuate in line with movements in cash and cash equivalents, inventories, and trade receivables throughout the working capital cycle. As at 31 December 2025 and 30 September 2026, bank overdrafts and short-term borrowings from financial institutions amounted to THB 490.00 million and THB 1,598.10 million, representing 10.86% and 32.35% of total liabilities and shareholders' equity, respectively.

(1.2) Trade and Other Payables

As at 31 December 2025 and 30 September 2026, the conglomerate's trade and other payables amounted to THB 102.10 million and THB 78.67 million, representing 2.26% and 1.59% of total liabilities and shareholders' equity, respectively. A breakdown is presented below:

Trade and Other Payables	31 Dec 2025		30 Sep 2026	
	Million THB	Proportion[/1]	Million THB	Proportion[/1]
Trade Payables	0.07	0.07%	11.57	14.71%
Accrued Expenses	63.12	61.82%	34.39	43.71%
Retention Payables	9.09	8.90%	8.54	10.86%
Other Payables	29.82	29.21%	24.17	30.72%
Total Trade and Other Payables	**102.10**	**100.00%**	**78.67**	**100.00%**

As at 30 September 2026, the conglomerate's trade and other payables amounted to THB 78.67 million, representing 1.59% of total liabilities and shareholders' equity. This was a decrease of THB 23.43 million, or 22.95%, from the previous year-end. Accrued expenses decreased significantly by THB 28.73 million, or

45.52%, as payments were made in accordance with agreed payment terms. Meanwhile, trade payables increased by THB 11.50 million, reflecting purchases of FFB and production inputs in the ordinary course of business for which payment was not yet due. Other payables decreased by THB 5.65 million, or 18.95%, while retention payables declined by THB 0.55 million as scheduled payments were made.

(2) Non-Current Liabilities

As at 31 December 2025 and 30 September 2026, the conglomerate's total non-current liabilities amounted to THB 528.77 million and THB 273.03 million, representing 11.72% and 5.53% of total liabilities and shareholders' equity, respectively. Further details are presented below:

Non-current Liabilities	31 Dec 2025		30 Sep 2026	
	Million THB	Proportion/1	Million THB	Proportion/1
Non-current Portion of Long-term Borrowings	369.27	8.18%	130.13	2.63%
Non-current Portion of Lease Liabilities	92.41	2.05%	73.99	1.50%
Deferred Government Grants	13.55	0.30%	12.42	0.25%
Deferred Tax Liabilities	21.71	0.48%	21.74	0.44%
Provision for Long-term Employee Benefits	31.83	0.71%	34.75	0.70%
Total Non-current Liabilities	**528.77**	**11.72%**	**273.03**	**5.53%**

Note: /1 Percentage of Total Liabilities and Shareholders' Equity

(2.1) Borrowings from Financial Institutions

Borrowings from financial institutions finance investments in fixed assets used in the conglomerate's operations, including the construction of facilities, purchases of additional machinery, and factory building extensions. These loans are repayable in instalments. As at 31 December 2025 and 30 September 2026, the conglomerate's long-term borrowings from financial institutions amounted to THB 619.07 million and THB 268.79 million, representing 13.72% and 5.44% of total liabilities and shareholders' equity, respectively. Further details are presented below:

Borrowings from Financial Institutions	31 Dec 2025		30 Sep 2026	
	Million THB	Proportion/1	Million THB	Proportion/1
Current Portion	249.80	40.35%	138.66	51.59%
Non-current Portion	369.27	59.65%	130.13	48.41%
Total Borrowings from Financial Institutions	**619.07**	**100.00%**	**268.79**	**100.00%**

As at 30 September 2026, the conglomerate's borrowings from financial institutions amounted to THB 268.79 million, representing 5.44% of total liabilities and shareholders' equity. This was a decrease of THB 350.28 million, or 56.58%, from the previous year-end. The reduction reflected repayments of long-term loans using proceeds from the initial public offering (IPO), together with operating cash flows, to manage the conglomerate's capital structure and reduce interest expenses.

(2.2) Lease Liabilities

Lease liabilities represent obligations arising from the conglomerate's right to use leased assets in its business operations and are associated with the corresponding right-of-use assets. As at 31 December 2025 and 30 September 2026, lease liabilities amounted to THB 126.29 million and THB 105.85 million, representing 2.80% and 2.14% of total liabilities and shareholders' equity, respectively. A breakdown is presented below:

Lease Liabilities	31 Dec 2025		30 Sep 2026	
	Million THB	Proportion	Million THB	Proportion
Current portion	33.88	26.83%	31.86	30.10%
Non-current portion	92.41	73.17%	73.99	69.90%
Total Lease Liabilities	**126.29**	**100.00%**	**105.85**	**100.00%**

As at 30 September 2026, the conglomerate's lease liabilities amounted to THB 105.85 million, representing 2.14% of total liabilities and shareholders' equity. This was a decrease of THB 20.44 million, or 16.18%, from the previous year-end, consistent with the decline in right-of-use assets.

4.3 Shareholders' Equity

As at 31 December 2025 and 30 September 2026, the conglomerate's total shareholders' equity amounted to THB 3,065.24 million and THB 2,801.63 million, representing 67.92% and 56.71% of total liabilities and shareholders' equity, respectively. A breakdown is presented below:

Shareholders' Equity	31 Dec 2025		30 Sep 2026	
	Million THB	Proportion	Million THB	Proportion
Registered share capital	920.00	20.39%	920.00	18.62%
Issued and fully paid-up share capital	920.00	20.39%	920.00	18.62%
Share premium on ordinary shares	991.83	21.98%	991.83	20.08%
Capital surplus from changes in ownership interests in subsidiaries	22.72	0.50%	22.11	0.45%
Retained earnings				
Appropriated – statutory reserve	92.00	2.04%	92.00	1.86%
Unappropriated	991.23	21.96%	731.65	14.81%
Total Equity Attributable to Owners of the Parent	**3,017.78**	**66.87%**	**2,757.59**	**55.82%**
Non-controlling interests in subsidiaries	47.46	1.05%	44.04	0.89%
Total Shareholders' Equity	**3,065.24**	**67.92%**	**2,801.63**	**56.71%**

Note: [/1] Percentage of Total Liabilities and Shareholders' Equity

As at 30 September 2026, the conglomerate's total shareholders' equity amounted to THB 2,801.63 million, representing 56.71% of total liabilities and shareholders' equity. This was a decrease of THB 263.61 million, or 8.60%, from the previous year-end. The decrease primarily reflected a cash dividend payment of THB

0.20 per share, amounting to THB 184.00 million, as approved by the 2026 Annual General Meeting of Shareholders. The conglomerate also recorded a net loss of THB 75.58 million for the first nine months of 2026, including a net loss of THB 44.02 million in Q3 2026, which directly reduced unappropriated retained earnings. Non-controlling interests in subsidiaries (NCI) amounted to THB 44.04 million, a decrease of THB 3.42 million, or 7.21%, from the previous year-end. This reflected a change in ownership interests following the acquisition of shares in Team Evolution Co., Ltd. from existing shareholders.

5. Summary of Key Financial Ratios

5.1 Liquidity Ratios

Item	Unit	2025	9M of 2026
Current ratio	Times	1.80	1.16
Trade receivables turnover	Times	75.08	103.17
Average collection period	Days	5	4
Inventory turnover	Times	14.00	10.26
Average inventory holding period	Days	26	36
Payables turnover	Times	93.73	120.98
Average payment period	Days	4	3
Cash conversion cycle	Days	27	36

(1.1) Current Ratio

As at 30 September 2026, the conglomerate's current ratio declined to 1.16 times from 1.80 times at the previous year-end. This reflected an increase in current liabilities of THB 946.88 million, or 103.05%, driven by higher bank overdrafts and short-term borrowings from financial institutions to fund FFB purchases, as procurement prices rose and remained above the previous year's levels. Inventory held for delivery to domestic and international customers also increased short-term funding requirements. Meanwhile, the dividend payment of THB 184.00 million, approved by the 2026 Annual General Meeting of Shareholders, resulted in a cash outflow.

(1.2) Cash Conversion Cycle (Cash Cycle)

The conglomerate's cash conversion cycle increased from 27 days in 2025 to 36 days for the nine months ended 30 September 2026. The average collection period shortened slightly from 5 days to 4 days, reflecting effective monitoring and collection of trade receivables. The average inventory holding period increased from 26 days to 36 days, as the conglomerate held inventory pending delivery to domestic and international customers. The average payment period was 3 days, broadly consistent with 4 days in the previous year. This reflects standard industry practice, whereby FFB purchases are settled without trade credit terms. The increase in the cash conversion cycle was therefore primarily attributable to the longer inventory holding period.

5.2 Profitability Ratios

Item	Unit	Q3/2025	Q3/2026
Gross profit margin	%	11.28%	2.85%
Operating profit margin	%	7.00%	-1.27%
Other income as a percentage of total revenue	%	0.09%	0.06%
Net profit margin	%	6.03%	-1.60%

(2.1) Gross Profit (Loss) Margin and Operating Profit Margin

In Q3 2026, the conglomerate's gross profit margin declined to 2.85% from 11.28% in Q3 2025. This was primarily attributable to FFB procurement prices, which rose and remained elevated as lower harvest volumes intensified price competition for supplies. Raw material transportation costs also increased, reflecting persistently high diesel prices amid the conflict in the Middle East. Although CPO selling prices increased in both domestic and international markets, these increases lagged behind the rise in domestic FFB prices. Together, these factors led to a significant contraction in the gross profit margin.

The conglomerate's operating profit margin fell to -1.27% in Q3 2026 from 7.00% in Q3 2025, reflecting the lower gross profit margin and a 6.91% YoY increase in selling and distribution expenses, as elevated domestic diesel prices pushed up transportation costs. Administrative expenses decreased by 1.81% YoY to THB 61.68 million, supported by improved cost control and the absence of IPO-related expenses incurred in the corresponding period of the previous year.

(2.2) Net Profit (Loss) Margin

In Q3 2026, the conglomerate's net profit margin declined to -1.60% from 6.03% in Q3 2025, primarily reflecting the substantial contraction in its gross profit margin. Earnings were further affected by a non-operating item: net foreign exchange losses of THB 18.10 million arising from the translation of financial assets and liabilities. These factors resulted in a net loss of THB 44.02 million, turning the net profit margin negative compared with the same period of the previous year.

5.3 Financial Policy Ratios

Item	Unit	2025	Nine Months of 2026
Debt-to-equity ratio	Times	0.47	0.76
Interest coverage ratio (ICR)	Times	16.59	4.57
Dividend payout ratio	%	72.78%	–

(3.1) Debt-to-Equity Ratio

As at 30 September 2026, the conglomerate's debt-to-equity ratio increased to 0.76 times from 0.47 times as at 31 December 2025. This primarily reflected an increase in total liabilities of THB 691.15 million, or 47.74%, driven by higher current liabilities, particularly bank overdrafts and short-term borrowings from financial institutions. These borrowings funded FFB purchases as procurement prices rose and remained above the previous year's levels, as well as CPO inventory held for delivery to domestic and international customers. Meanwhile, total shareholders' equity decreased by THB 263.61 million, or 8.60%, reflecting the payment of THB 184.00 million in dividends for 2025 and a net loss of THB 75.58 million for the first nine months of 2026.

(3.2) Interest Coverage Ratio (ICR)

For the nine months ended 30 September 2026, the conglomerate's interest coverage ratio declined to 4.57 times from 16.59 times in 2025. This was primarily attributable to lower earnings before interest, tax, depreciation and amortization (EBITDA), as higher FFB procurement and transportation costs compressed gross profit margins. Finance costs also increased as the conglomerate drew more heavily on short-term borrowing facilities to meet its working capital requirements. Nevertheless, an interest coverage ratio of 4.57 times continued to indicate sufficient capacity to meet interest obligations.

(3.3) Dividend Payout Ratio

The conglomerate's dividend payout ratio for 2025 was 72.78%. No dividend had been declared for the nine months ended 30 September 2026.

6. Other Information

6.1 Sustainability Developments

The conglomerate recognizes that sustainable growth requires environmental responsibility and consideration for society and surrounding communities, alongside financial performance. It has therefore established a sustainability policy to formalize its commitment and guide organizational development, aligning its business direction, strategies, and growth plans with its operating context and the expectations of all stakeholders.

Environmental and social costs, including those borne by local communities, are integral to the conglomerate's decisions on business development and expansion. It also prioritizes minimizing the potential impact of its operations on stakeholders while creating value for society and local communities and protecting the environment. This approach is central to the conglomerate's strategy for sustainable growth.

In Q3 2026, the conglomerate considered an investment in Phase 1 of a wastewater evaporator installation project with a capacity of 400 cubic meterss per day (m^3/day) and a total investment of up to THB 68.91 million. This green project was considered at Board of Directors' Meeting No. 5/2026 of Smothong Group Public Company Limited, held on 14 August 2026. Details are outlined below. The proposed installation at the Phanom palm oil mill forms part of the conglomerate's environmental, social and governance (ESG) initiatives. The evaporator will recover clean water from wastewater generated during CPO production for reuse within the mill, reducing reliance on natural water resources and improving water efficiency. The investment is also expected to reduce methane emissions. Methane is a significant greenhouse gas with a global warming potential approximately 25–28 times that of carbon dioxide (CO_2). The project therefore supports the conglomerate's objective of transitioning towards low-carbon production by reducing emissions across its production value chain. In addition, the project is expected to reduce the land area required for wastewater treatment ponds, allowing existing pond areas to be repurposed for more productive use and supporting sustainable land management.

6.2 Progress Report on Material Transactions (MT)

At Meeting No. 6/2025, held on 12 November 2025, the Board of Directors approved an asset acquisition involving the purchase of land in Chang Sai Subdistrict, Phra Phrom District, Nakhon Si Thammarat Province, and the construction of a crude palm oil mill with a production capacity of approximately 75 tonnes of FFB per hour. The total investment will not exceed THB 960.00 million, as detailed in the disclosure submitted to the Stock Exchange of Thailand on the same date.

The conglomerate reports the following progress on the project for Q3 2026:

(1) Site preparation is underway on the conglomerate's land for the construction of the crude palm oil mill. Progress is slightly behind schedule due to adverse weather conditions, including heavier-than-usual rainfall during certain periods.

(2) Design work for the factory buildings and site layout is underway to support applications for construction permits and other relevant licenses.

(3) Construction of the office building at the Phra Phrom branch is underway.

(4) The conglomerate is evaluating and selecting contractors and suppliers for factory construction, machinery procurement and installation, and other related project works.