



Ref. MO 005/2022

February 24, 2022

Subject: Management Discussion and Analysis for the year 2021

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 Year 2021. The consolidated financial statement had a net profit of Baht 292.26 million, whereas in the same period of previous year had a net profit of Baht 159.05 million. The Company and its subsidiaries had earnings before interest, tax and depreciation and amortization expenses for the Year 2021 amounting Baht 520 million, which increased by Baht 109 million when compared with the same period of previous year. The main factor was the increasing in gross profit.

Financial Performance Analysis

1. The turnover Baht 5,597 million during the Year 2021 increased Baht 1,707 million or 44% from the previous year. The main reason was average selling price increased 38% and increased in the sales volume 10%.
2. The cost of sales Baht 4,941 million during the Year 2021 increased by Baht 1,569 million or 47% from the previous year due to increase in the average cost of direct materials. Moreover, the increase was more than the increase of selling price which a result in the percentage of gross profit ratio decreased from 13% to 12%.
3. The selling expenses were Baht 102 million, increased by Baht 4 million or 5%. The main reason was freight out increased due to increase in the sale volume.
4. The administrative expenses were Baht 253 million, increased by Baht 34 million or 16%. The main reason was increased in hedging expenses.

Please be informed accordingly.

Yours sincerely,

(Ratsamee Pongjindanon)

Chief Financial Officer