



Ref. MO 012/2024

August 9, 2024

Subject: Management Discussion and Analysis for the second quarter of 2024

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 second quarter of Year 2024. The consolidated financial statement had a net profit of Baht 129.83 million, whereas in the same period of the previous year had a net profit of Baht 35.15 million. The Company and its subsidiaries had earnings before interest, tax and depreciation and amortization expenses for the second quarter of Year 2024 amounting Baht 190 million, which increased by Baht 100 million when compared with the same period of previous year. The main factor was the volume of fresh fruit bunch (FFB) in the second quarter of 2024 was more than that of the same period of previous year.

Financial Performance Analysis

1. The turnover Baht 1,545 million during the second quarter of Year 2024 increased Baht 312 million or 25% from the same period of previous year. The main reason was average selling price increased 25% และ increased in the sales volume 31%.
2. The cost of sales Baht 1,268 million during the second quarter of Year 2024 increased by Baht 162 million or 15% from the same period of the previous year due to an increase in the sale volume and the average cost of direct materials. However, the increase rate was lower than the increase rate of selling price which a result in the percentage of gross profit increased from 10% to 18%.
3. The selling expenses were Baht 31 million, increased by Baht 0.30 million or 1% from the same period of the previous year.
4. The administrative expenses were Baht 69 million, increased by Baht 10 million or 17% from the same period of previous year. The main reason was increased in personnel expense.

Please be informed accordingly.

Yours sincerely,

(Ratsamee Pongjindanon)

Chief Financial Officer