



Ref. MO 011/2021

August 16, 2021

Subject: Management Discussion and Analysis for the second quarter of 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 second quarter of year 2021. The consolidated financial statement had a net profit of Baht 118.81 million, whereas in the same period of previous year had a net loss of Baht 29.93 million. The Company and its subsidiaries had earnings before interest, tax and depreciation and amortization expenses for the second quarter of year 2021 amounting Baht 170 million, which were increased by Baht 75 million when compared with the same period of previous year. The main factor was increase in gross profit and sale volume.

Financial Performance Analysis

- 1) The turnover was Baht 1,506 million during the second quarter of year 2021 increased Baht 592 million or 65% from the same period of previous year. The main reason was increased in the sales volume 19% and average selling price increased 40%.
- 2) The cost of sales were Baht 1,243 million during the second quarter of year 2021 increased by Baht 448 million or 56% from the same period of previous year due to increase in the average cost of direct materials. Moreover, the increase was less than the increase of selling price which a result in the percentage of gross profit increased from 13% to 17%.
- 3) The selling expenses were Baht 27 million, increased by Baht 2 million or 10%. The main reason was freight out increased due to increase in the sales volume.
- 4) The administrative expenses were Baht 91 million, increased by Baht 43 million or 91%. The main reason was increased in hedging expenses.

Please be informed accordingly.

Yours sincerely,

(Ratsamee Pongjindanon)

Chief Financial Officer