



CHUMPORN PALM OIL INDUSTRY PUBLIC COMPANY LIMITED

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Subject: Management Discussion and Analysis for the year 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 year 2024. The consolidated financial statement had a net profit of Baht 320.59 million, whereas in the previous year had a net profit of Baht 151.23 million. The Company and its subsidiaries had earnings before interest, tax and depreciation and amortization expenses for the Year 2024 amounting Baht 592.31 million, which increased of Baht 203.90 million when compared with the previous year.

Financial Performance Analysis

- 1) The turnover Baht 5,192.90 million during the year 2024 decreased Baht 62.35 million or 1.19% from the previous year. The main reason was the sales volume of the main products decreased 6.42%, but the average selling price increased 5.28%.
- 2) The cost of sales Baht 4,427.38 million during the year 2024 decreased by Baht 249.01 million or 5.32% from the previous year due to decrease in the average cost of direct materials, which a result in the percentage of gross profit increased from 11.01% to 14.92%.
- 3) The selling expenses were Baht 119.37 million during the year 2024, decreased by Baht 14.32 million or 10.71%. The main reason was decreased in sales volume.
- 4) The administrative expenses were Baht 299.01 million during the year 2024, an increase of Baht 48.07 million or 19.15%. The main reason was personal expenses and land sales expenses increased.

Please be informed accordingly.

Yours sincerely,

(Ratsamee Pongjindanon)

Chief Financial Officer