



บริษัท สหอุตสาหกรรมน้ำมันปาล์ม จำกัด (มหาชน)
United Palm Oil Industry Public Company Limited

CORPORATE HEADQUARTERS

64 Soi Bangna-Trad 25, Khwaeng Bangna Nuea,
Khet Bangna, Bangkok 10260 Thailand

Tel +66-(0)2-744-1046

Fax +66-(0)2-361-8988-89

www.upoic.co.th

August 8, 2024

**Subject: To submit the Interim Management Discussion and Analysis
For the three-month period ended June 30, 2024**

To: Directors and Managers of the Stock Exchange of Thailand

United Palm Oil Industry Public Company Limited (UPOIC), its subsidiaries, and its jointly controlled entity would like to inform the operating result for the three-month period ended June 30, 2024 which had total revenue for the period of Baht 606.6 million, compared to the same period of 2023, revenue increased by Baht 275.3 million or 83.1% , and net loss for the period of Baht 0.1 million, compared to the same period of 2023, profit decreased by Baht 25.5 million or 100.4%.

The Company would like to submit the interim management discussion and analysis for the three-month period ended June 30, 2024.

Please be kindly informed.

Sincerely yours,

(Mr. Sanya Prasertsak)

Managing Director

ESTATE OFFICE / MILL

**98 Moo 6, Nuaklong-Khao Phanom Road,
Huayoong Sub-district, Nuaklong District,
Krabi 81130 Thailand**

Tel +66-(0)75-666 075

Fax +66-(0)75-666 072



A Subsidiary of Lam Soon (Thailand) Public Company Limited

MANAGEMENT DISCUSSION AND ANALYSIS

For the three-month period ended June 30, 2024

Financial Performance and Analysis Explanation

1. Sales revenue

Total sales of the group of companies in Q2/2024 increased by Baht 262.2 million or 82.5% from the same period of 2023. Mainly due to the sales volume of CPO increased by 119.6% while the sales volume of CPKO decreased by 47.7% and other income from by-product increased by Baht 13 million or 95.6% from the same period of 2023. Moreover, the total revenues increased due to FFB production throughout the country increased by 55.2% compared to the same period of 2023.

2. Cost of Sales and Expenses

- Cost of sales compared to revenue in Q2/2024 was 83 %, increased from the same period of 2023 at 80.1% due CPO's oil extraction rate decreased by 17.4% because of severe drought problems compared to the same period of 2023, affecting CPO's oil extraction rate decreasing to 14.6%
- Selling expenses increased by Baht 3 million from an increase in transportation expenses which was in line with an increase in overall sales volume.
- Loss arising from change in fair value of biological assets Baht 99.7 million (Q2/2023: Loss Baht 40.5 million), which resulted from the quantity of FFB and prices decreasing from Q1/2024

3. Consolidated Profits

From the reasons mentioned above, in Q2/2024 the group of companies, therefore, had increased gross profit of Baht 35.2 million or 55.6%. Furthermore, the Company recorded loss from change in fair value of biological assets from adopted TAS 41 Agriculture and Accounting Treatment Guidance for Recognition and Measurement of Bearer Plant. However, the Company realized a decrease in profit sharing from a joint venture of Baht 14.8 million and a decrease in income tax benefits as the operation results. Consequently, the net profit after tax of the group of companies decreased by 25.5 million or decreased by 100.4%. (Q2/2023: net profit after tax of Baht 25.4 million).