February 25, 2011

### Subject: Clarification of Results for the year 2010

### To: The President Stock Exchange of Thailand

Univanich Palm Oil Public Co., Ltd. hereby submits the Company's Financial Statements for the year ending 31<sup>st</sup> December 2010 and would like to clarify the operating net profit which is 7.6% lower than in the previous year.

### 1. Production

Production of Fresh Fruit Bunches (FFB) declined sharply in the third and fourth quarters. During that period FFB production was 35.2% lower than in the second half of 2009. This is a seasonal effect mainly due to the prolonged 2010 dry season.

The volume of FFB purchased from outside growers declined by 21.6% compared to the second half of the previous year, due to the same seasonal factors. The steep decline in FFB production throughout Thailand was partly compensated by new areas of young palms coming into production around the company's purchasing area.

The company's annual palm oil production of 134,729 tonnes was 9.2% lower than in the previous year. Good production in the first half year was outweighed by the sharp decline in the second half, as described above.

# 2. <u>Sales</u>

The company's volume of palm oil sales in 2010 was 7.6% lower than in the previous year, due to the low production in the second half of the year.

The average 2010 selling price for Crude Palm Oil (CPO) was 13.8% higher than in the previous year. Prices rose sharply towards the end of the year when strong demand growth and low production led to palm oil shortages both in Thailand and overseas.

Sales proceeds from the company's seeds and seedlings business were 33.8% lower than in the previous year. This was partly due to very high prices for competing crops such as rubber. Also due to much higher domestic seed production in Indonesia which is an important market for Univanich seeds. Seed demand is increasing in several new countries but the new volumes have not yet compensated for Indonesia's reduced imports.

Electricity sales from our three CDM Biogas Projects rose from Baht 44.1 million in 2009 to Baht 71.8 million in 2010. We estimate that these projects also generated 87,500 Certified Emission Reductions (CERs) under the UN CDM scheme but no revenue has yet been received due to long delays in the CDM administrative process.

Overall net proceeds of sales in 2010 rose by 8.7% to Baht 4.31 billion, mainly due to the higher palm oil prices and the increasing electricity sales.

## 3. Cost of Sales

Cost of sales rose by 11.4% over the previous year, mainly due to the higher cost of purchased fruit. With the significant downturn in FFB production the average price paid to farmers increased from Baht 3.83/kg in 2009 to Baht 4.54/kg in 2010. By year-end when production had reached very low levels the price paid for farmers' fruit rose above Baht 7.50/kg.

The overall gross margin in all sales declined from 20.6% in 2009 to 18.7% in 2010, mainly due to lower seasonal crop yields from our own estates and the higher cost of purchased fruit with lower crushing margins.

## 4. Net Profit

Net profit after tax for the fourth quarter was **Baht 50.0 million** (Baht 0.53 per share) which was 42.8% lower in the same quarter of last year. This was due to the very low crop production and high competition for lower volumes of fruit.

For the financial year ending 31<sup>st</sup> December 2010, profit after tax of **Baht 536.55 million (Baht 5.71 per share)** was 7.6% lower than Baht 580.45 million in the previous year. The main factor affecting this result was the seasonally lower production volumes as described above.

Yours faithfully, Univanich Palm Oil Public Co., Ltd.

John Clendon Managing Director

cc: The Secretary-General The Securities and Exchange commission