

November 12, 2013

**Subject: Clarification of results for the third quarter and for the first nine months of 2013**

**To: The President  
Stock Exchange of Thailand**

Univanich Palm Oil PCL hereby submits the separate and consolidated interim financial statements of the company and its subsidiaries for the third quarter and for the nine month period ending 30<sup>th</sup> September 2013.

For the first nine months of 2013, the consolidated net profit of **Baht 652.29 million**, was 12.9% lower than Baht 749.12 million in the same period of last year. The main reasons for this decrease were:

1. The average selling price of crude palm oil (CPO) was **27.6% lower** and palm kernel oil (PKO) was **39.6% lower** than in the first nine months of last year. These much lower prices were a result of high production and high palm oil stocks globally, and lower petroleum prices.
2. Revenue from the sale of Certified Emission Reductions (CERs) which had amounted to **Baht 77.9 million** in the first nine months of last year, has been delayed. This was due to delays in the CDM verification process and this revenue will not be received until next financial year.
3. As a precaution, the company accelerated amortisation and depreciation by an additional **Baht 34.41 million** to complete the write-off of assets in the expiring Chean Vanich concession, where the renewal process is still ongoing.

Countering the above negative effects were:

1. Our production of palm oil was **24.6% higher** than in the first nine months of last year. This was due to favourable weather conditions in 2011 and increasing fruit production from young palms coming to maturity around the company's purchasing area. Sales volume of palm oils was **16.9% higher** than in the first nine months of last year. Our export sales volume increased by 35.1% due to the very high domestic stocks.
2. Seeds and seedling sales **increased by 27.7%** due to growth in overseas demand for Univanich hybrid oil palm seeds and increased local demand for Univanich seedlings.
3. Electricity sales to PEA **increased by 23.7%** due to increased electricity generation from the higher volumes of biogas produced from the higher volumes of fruit processed.

Total sales revenue in the first nine months was **Baht 4.143 billion** which was 15.7% lower than the same period of last year. The significantly lower palm oil prices have been compensated by higher oil production and sales, and the growth of other business activities. Overall, gross margin for the nine month period increased from 18.4% to **20.9%**.

The total consolidated net profit for the third quarter was **Baht 202.0 million**, 31.4% lower than the third quarter of last year, due to lower seasonal production in Q3 combined with lower palm oil prices and the delay of CER revenue.

Earnings per share from the first nine months profit of Baht 652.29 million were **Baht 0.69 per share**, 13.8% lower than Baht 0.80 per share for the same period last year (based on the new par value of Baht 0.50 per share).

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

John Clendon  
Managing Director

cc: The Secretary-General  
The Securities and Exchange Commission