

November 10, 2020

Subject: Management Discussion and Analysis of the third quarter and for the nine month period ending 30 September 2020

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

Univanich Palm Oil PCL hereby submits a discussion and analysis of the financial statements of the company and its subsidiaries for the third quarter of 2020 and for the nine months ended 30th September 2020.

Third quarter profit of Baht 71.33 million was significantly higher than Baht 0.44 million in the same quarter of last year. This was mainly due to higher third quarter fruit volumes, higher palm oil prices and higher seed & seedling sales.

For the nine months ending 30th September the company's consolidated net profit of Baht 331.74 million was 20.1% higher than Baht 276.26 million in the same period of last year. The main factors contributing to this higher result were:

1. Significantly higher palm oil prices which compensated for an overall 5.2% reduction in palm oil production volume and 20.9% lower factory crushing margins. The higher palm oil prices were a result of lower fruit volumes (seasonal decline across the region) and increased global demand which provided an opportunity for palm oil exports.
2. Seed and seedlings sales were 6.2% higher than in the same period of last year. This increase is in response to the trend of rising global palm oil prices. Electricity sales also increased by 8.5%, to Baht 75.93 million, due to our earlier investment in new generating equipment.
3. Overall our gross profit margin for the first nine months decreased from 15.6% to 14.0%. This was due to the 20.9% reduction in factory crushing margins, partially compensated by improved margins in our plantations and seeds business.
4. Thai Accounting Standard, Agriculture (TAS #41) relating to valuation of current biological assets, resulted in a net reduction of Baht 2.35 million in the first nine months of 2020 ; compared to a net reduction of Baht 28.30 million in the same period of last year.
5. Our Philippines joint venture subsidiary, Univanich Carmen Palm Oil Corporation, contributed a profit of Baht 9.99 million, compared to Baht 3.99 million contribution in the same period of last year. Slightly lower fruit volumes were more than compensated by a significant improvement in factory crushing margins.

Consolidated earnings per share for the first nine months were Baht 0.35 per share compared to Baht 0.29 per share in the same period of last year.

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

A handwritten signature in black ink, appearing to read "John Clendon".

John Clendon
Group - CEO

cc: The Secretary-General
The Securities and Exchange Commission