

25th February 2022**Subject: Management Discussion and Analysis of the year ending 31 December 2021****To: The President**
Stock Exchange of Thailand

Univanich Palm Oil Public Co., Ltd (UVAN) hereby submits discussion and clarification of the financial statements of the company and its subsidiaries for the year ended 31st December 2021.

For the 2021 financial year, UVAN's consolidated profit after tax of **Baht 839.27 million** was 155.0% higher than Baht 329.12 million in the previous year.

The main factors contributing to this higher result were:

1. The average price of Crude Palm Oil (CPO) in 2021 was 57.2% higher than in the previous year. Much higher prices of CPO and palm kernel oils were as a result of lower regional production, reduced global stocks of vegetable oils and the world-wide surge in commodity prices.
2. As a result of the high palm oil prices, our plantations benefited from a 62.7% increase in the average price of fruit delivered to the processing factories.
3. The volume of fruit processed by our five factories in Thailand was 17.9% higher than in the previous year, with an 18.9% increase in total palm oil produced. This volume growth was notably from young palms areas in our newest regions of Phatthalung and Phang Nga provinces.
4. Our palm oil sales volume increased by 25.9% in 2021 due to the above production increase coupled with an increase in trading of third party oil for export. Reduced domestic demand during the pandemic, coupled with an increase of 11.7% in Thailand's annual palm oil production has encouraged exporting. Export shipments made up 67.6% of our palm oil sales in 2021, compared to 28.6% exported in the previous year.
5. The higher palm oil prices have encouraged new oil palm plantings and this has led to increased export demand for Univanich hybrid seeds, and increased domestic demand for oil palm seedlings from Univanich nurseries.
6. Thai Accounting Standard, Agriculture (TAS #41) relating to the valuation of current biological assets, resulted in a net gain of Baht 19.48 million in 2021; compared to a net gain of Baht 2.94 million in the previous year.
7. Univanich Carmen Palm Oil Corporation, our joint venture subsidiary in The Philippines, contributed **Baht 55.26 million** to UVAN's consolidated 2021 net profit, an increase of 304.5% from this promising new region.

Earnings per share from the 2021 consolidated net profit were **Baht 0.89 per share**, compared to Baht 0.35 per share in the previous year.

Yours faithfully,

Univanich Palm Oil Public Company Limited

John Clendon
Group CEOCC : The Secretary General
Securities and Exchange Commission