



บริษัท น้ำมันพืชไทย จำกัด (มหาชน)  
THAI VEGETABLE OIL PUBLIC COMPANY LIMITED

TVO/CP/21/019

May 14, 2021

Subject : Report of the Financial Statement, ended of March 31, 2021

Attention : The President of the Stock Exchange of Thailand

Thai Vegetable Oil Public Company Limited would like to inform you the operating results of the Company and its subsidiary (collectively called the “Company”) as ended March 31, 2021, together with the management discussion and analysis as an information for investors and those who found interested.

### Operating Results

Operating results of the Company and its subsidiary for three-month period ended March 31, 2021 and 2020 were as follows;

Unit: Million Baht	2021	2020	Increase (Decrease)	
			Amount	%
Sales	7,661	6,489	1,172	18.06
Sales of packing materials	67	87	(20)	(22.99)
<b>Total sales</b>	<b>7,729</b>	<b>6,576</b>	<b>1,153</b>	<b>17.53</b>
Cost of sales	6,466	5,791	675	11.66
<b>Gross profit</b>	<b>1,263</b>	<b>785</b>	<b>478</b>	<b>60.89</b>
Profit on exchange rate	32	47	(15)	(31.91)
Other income	16	12	4	33.33
Selling expenses	125	140	(15)	(10.71)
Administrative expenses	69	59	10	16.95
Financial cost	1	1	0	0
<b>Profit before income tax expenses</b>	<b>1,116</b>	<b>644</b>	<b>472</b>	<b>73.29</b>
Income tax expenses	220	127	93	73.23

Unit: Million Baht	2021	2020	Increase (Decrease)	
			Amount	%
Net profit attributable to equity holders of the Company	882	494	388	78.54
Non-controlling interests of the subsidiaries	14	23	(9)	(39.13)

In the first quarter of 2021, the Company and its subsidiary had a net profit Baht 882 million, increased by Baht 388 million or 78.54% from Baht 494 million when compared to the same quarter in 2020. The main reasons were;

### 1. Sales Revenues

The Company and its subsidiary had total sales revenue of Baht 7,729 million, increased by Baht 1,153 million or up by 17.53% from Baht 6,576 million when compared to the first quarter of 2020. The revenue from sales of products was Baht 7,661 million, increased by Baht 1,172 million or up by 18.06% from Baht 6,489 million when compared to the first quarter of 2020, and the revenue from sales of packaging materials was Baht 67 million, decreased by Baht 20 million or down by 22.99% from Baht 87 million when compared to the first quarter of 2020. The details were as follows;

- **Revenue from sales of soybean meal and other animal feed ingredients** increased when compared to the first quarter of 2020, owing to an increase in soybean meal selling price which followed the rise of soybean meal price in both domestic and international market since the end of 2020 and the price is expected to remain high in the first half of 2021. The sharp rise in soybean and soybean meal prices in the first quarter of 2021 and high volatility in prices concerned the soybean meal importers, and thus decreased the import volume of soybean meal. As a result, the volume of soybean meal imports which is normally competing with company's product in the first quarter of 2021 has decreased by 22% compared to the first quarter of 2020.
- **Revenue from sales of refined soybean oil** increased when compared to the first quarter of 2020, owing to an increase in soybean oil selling price which followed a sharp rise in all vegetable oil prices in international market since the end of 2020. Moreover, the domestic palm oil price has also increased sharply because the inventory remained tight in the first quarter of 2021 which is the seasonal low-production. Moreover, the low-price gap between soybean oil price and palm oil price has affected customer's behavior to buy more soybean oil rather than palm oil. Thus, the sale volume of soybean oil in the first quarter of 2021 increased when compare to the same quarter last year.
- **Revenue from sales of packaging materials** decreased when compared to the first quarter of 2020, due to the effected from the new wave of COVID-19 pandemic which pressured customer to reduce their purchase orders.

## 2. Cost of Sales and Gross Profits

The Company and its subsidiary's cost of sales was Baht 6,466 million, increased by Baht 675 million or 11.66% from Baht 5,791 million in accordance with the sales revenue. The gross profits of the Company and its subsidiary was Baht 1,263 million, increased by Baht 478 million or up by 60.89% from Baht 785 million when compared to the first quarter of 2020. The main reasons were;

- **Cost of Sales and Gross Profits of the Company:** The cost of sales was higher when compare to the first quarter of 2020 mainly due to the rising of raw material soybean price which followed strong soybean prices in international market. Even though the sales volume of the Company's products were stable when compared to the same period of last year, the company was able to increase the selling price. Nonetheless, the increasing rate of revenue is higher compared to cost of sales, as a result the gross profit of the Company was increased when compared to the first quarter of 2020.
- **Cost of Sales and Gross Profits of the Company's subsidiary:** The cost of sales of the Company's subsidiary decreased when compared to the first quarter of 2020 due to the decreased sale volume. However, the raw materials cost used in packaging production in the first quarter of 2021 increased from rising crude oil price and plastic raw materials price. As a result, the Company's subsidiary had lower gross profit when compared to the first quarter of 2020.

## 3. Gain on Exchange Rate

Despite of fluctuations in the exchange rate, the Company was able to manage and hedge against exchange rate risk, which resulted in a net gain on exchange rate totaling Baht 32 million decreased by Baht 15 million or down by 31.91% from Baht 47 million when compared to year 2020.

## 4. Other income

The Company and its subsidiary's other income was Baht 16 million, increased by Baht 4 million or up by 33.33% from Baht 12 million mainly due to the increasing of gain on sale of the idle assets.

## 5. Selling and Administrative Expenses

The Company and its subsidiary's selling expenses was Baht 125 million, decreased by Baht 15 million or down by 10.71% from Baht 140 million when compared to the first quarter of 2020 due to a decrease of transportation expenses and sales promotion expenses.

Administrative Expenses was Baht 69 million, increased by Baht 10 million or up by 16.95% from Baht 59 million when compared to the first quarter of 2020, mainly due to the Company recognized an impairment loss according to IFRS 9 standards related to financial instruments.

**Conclusion of the operational performance for the three-month period ended March 31, 2021**

For the operational performance for the three-month period ended March 31, 2021, the Company and its subsidiary had total sales revenue of Baht 7,729 million, increased by Baht 1,153 million or up by 17.53% from Baht 6,576 million. Total cost of sales was Baht 6,466 million, increased by Baht 675 million or up by 11.66% from Baht 5,791 million. Total gross profit was Baht 1,263 million, increased by Baht 478 million or up by 60.89% from Baht 785 million. While the total selling expense was Baht 125 million, decreased by Baht 15 million or down by 10.71% from Baht 140 million. The total administrative expense was Baht 69 million, increased by Baht 10 million or up by 16.95% from Baht 59 million. Overall, the Company and its subsidiary had a net profit of Baht 882 million, increased by Baht 388 million or up by 78.54% from Baht 494 million when compared to the same period last year.

Yours sincerely,

Miss Kanutsorn Bunditnate

Company Secretary