



SET OPPORTUNITY DAY

9 SEPTEMBER 2022
2Q22 RESULTS PRESENTATION

Disclaimer

Certain forward-looking statements may be made in the course of the presentation. These forward-looking statements generally can be identified by use of statements that include words or phrases such as LST, UPOIC and UFC or we or our management “believe”, “expect”, “anticipate”, “intend”, “plan”, “foresee”, “project”, “may”, “will”, “shall”, or other similar words or phrases. Similarly, statements that describe LST, UPOIC and UFC’s objective, plans or goals also are forward-looking statements. These statements involve known and unknown uncertainties and risks that could differ materially from actual results, performance or events.

The forward-looking statements contained in the slides are not and should not be constructed as representations of the future performance of LST, UPOIC and UFC and that such statements are an expression of the Company’s reviews based on its current view and certain assumptions including, but not limited to, prevailing economic and market conditions and currently available information. The reader or the listener is cautioned to not unduly rely on these forward-looking statements. We do not undertake any duty to publish any update or revision of any forward-looking statements.

AGENDA



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02 INDUSTRY OVERVIEW

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01

COMPANY OVERVIEW (UPOIC)





Commitment

“Enhance your valuable products with our Sustainable palm oil”

ผลิตน้ำมันปาล์มดิบ สำหรับการใช้เป็นวัตถุดิบต้นน้ำ
เพื่อผลิตสินค้าให้กับผู้บริโภค โดยให้ความสำคัญ
ต่อการใช้ทรัพยากรอย่างยั่งยืน สิ่งแวดล้อม
และผู้มีส่วนได้ส่วนเสียทุกกลุ่ม



Corporate Milestone

- 1978** UPOIC **was established**
- 1991** UPOIC was listed company on the Stock Exchange of Thailand (SET)
- 1994** Issuing new shares in exchange for an 100% stake in Phansrivivat
- 1997** LST began purchasing UPOIC shares
- 2003** LST acquired more shares in UPOIC,
and as a result became the major shareholder of UPOIC
- 2006** UPOIC entered into a joint venture
with **CIRAD** to form **Siam Elite Palm Co., Ltd.**
- 2008** Joined the Roundtable on Sustainable Palm Oil (RSPO)
- 2013** UPOIC accredited RSPO certification and sell sustainable palm oil
- 2015** UPOIC invested in new plantation at Tubprik Estate (2,000 rai)
- 2018** UPOIC expanded the area to grow palm seedlings
in Ranong and Nakhon Si Thammarat
UPOIC grew more than 100 rai of durian plant
- 2020** UPOIC upgraded Roundtable On Sustainable Palm Oil to IP Module
- 2021** UPOIC received approval from shareholders' meeting to
extend its business objectives to cover **Hemp Seed Oil business/plantation**

Our Products



Plantation



Seedling



Fresh Fruit Bunch



Generate Power From Biogas/Biomass
SEP Co. Ltd.



Germinated Seeds



Core Products

Fruit



Crude Palm Oil



Crude Palm Kernel Oil



Palm Kernel



Palm Kernel Cake



Customer



Food Industry



Biodiesel



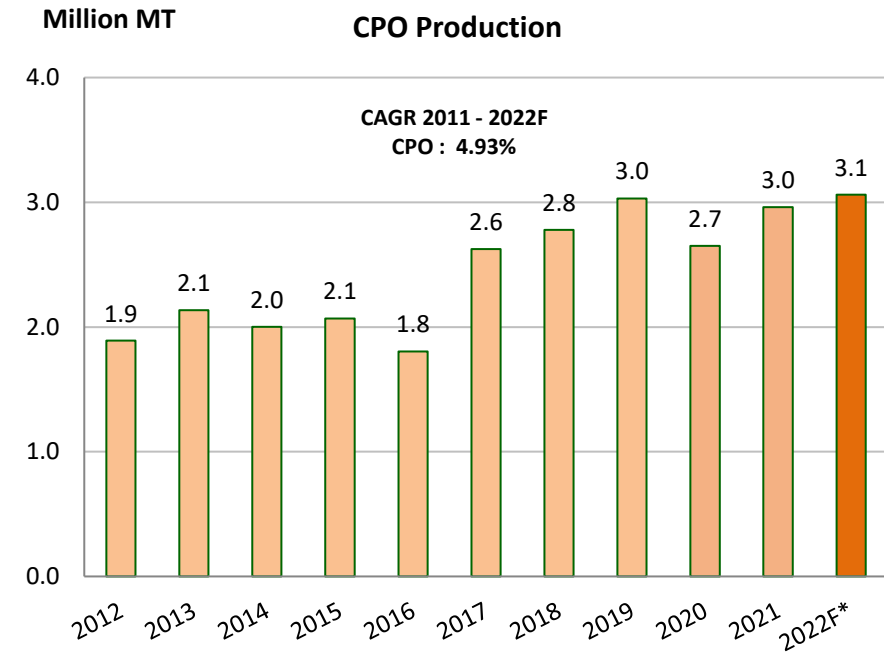
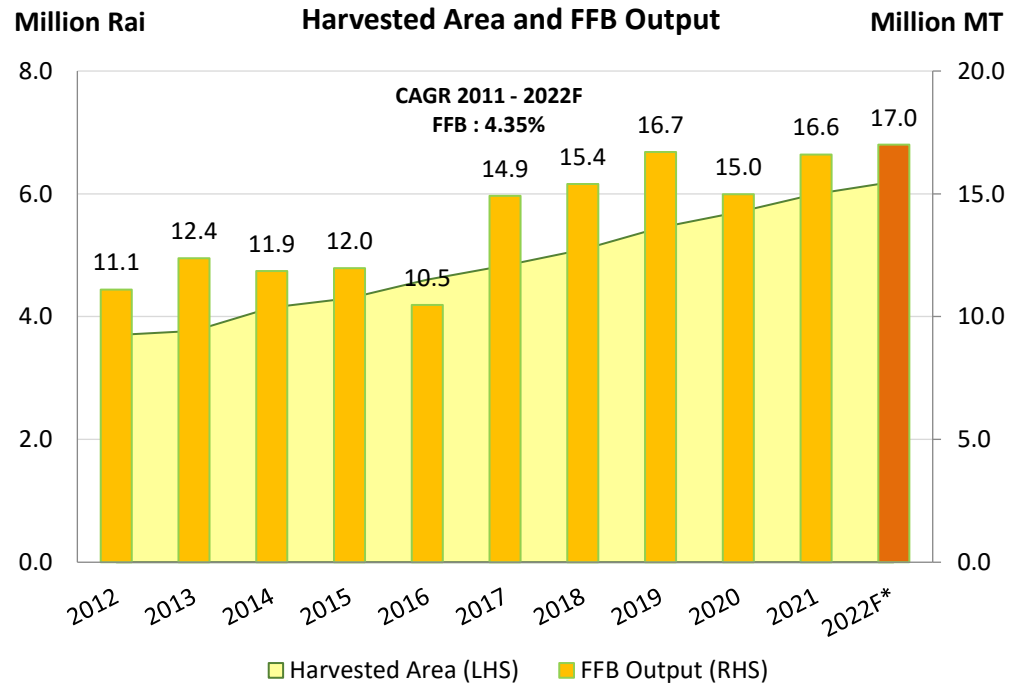
Feed Industry

02

INDUSTRY OVERVIEW



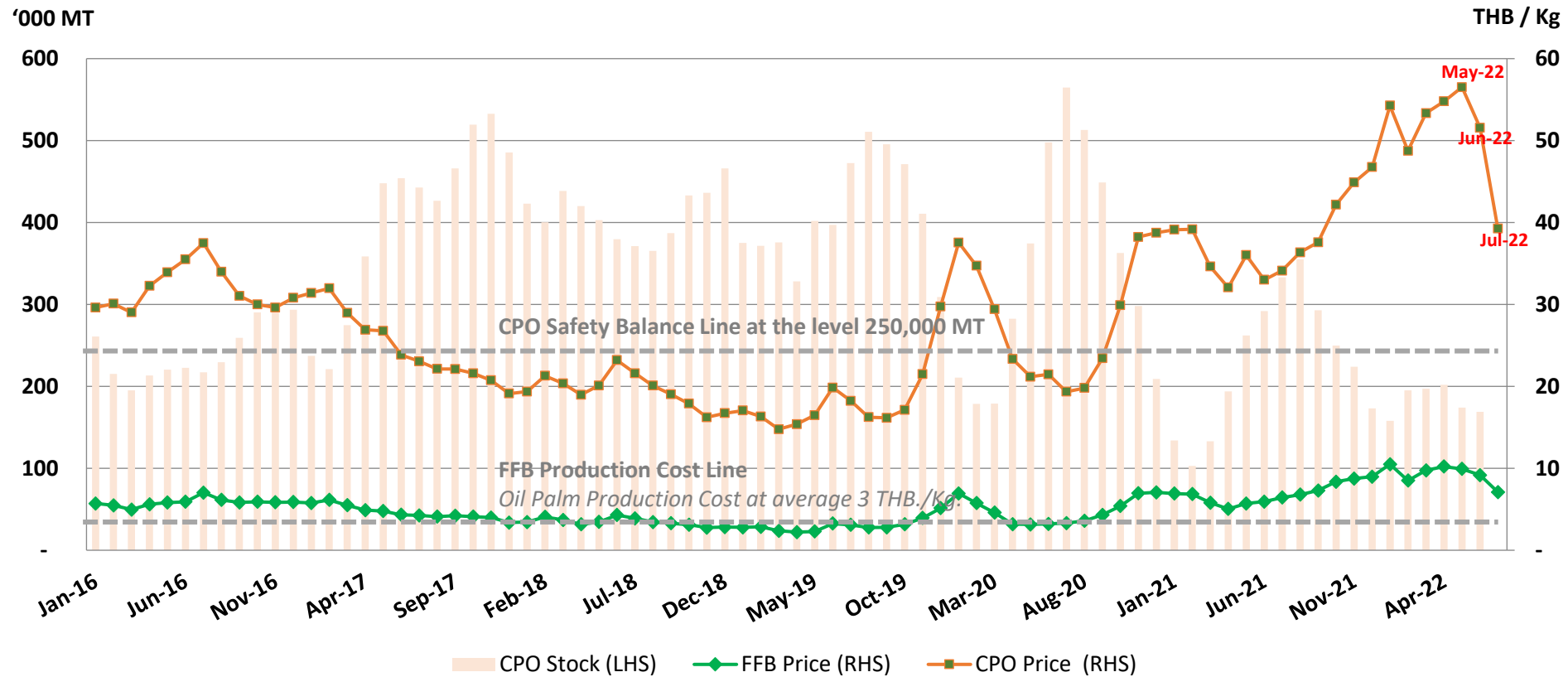
FFB Output and CPO Production in Thailand



Source: Internal Trade Department / the Company

The trend of FFB output in the Kingdom was improved at CAGR about 4-5%, significantly during 2016-2019 due to good weather condition with continual raining, and the expansion of harvesting areas. In 2022, the FFB output is expected to maintain at the level at 17 Million MT with oil palm harvesting areas in the Kingdom around 6 million rai.

CPO Stock Putting More Pressure on Record High Price

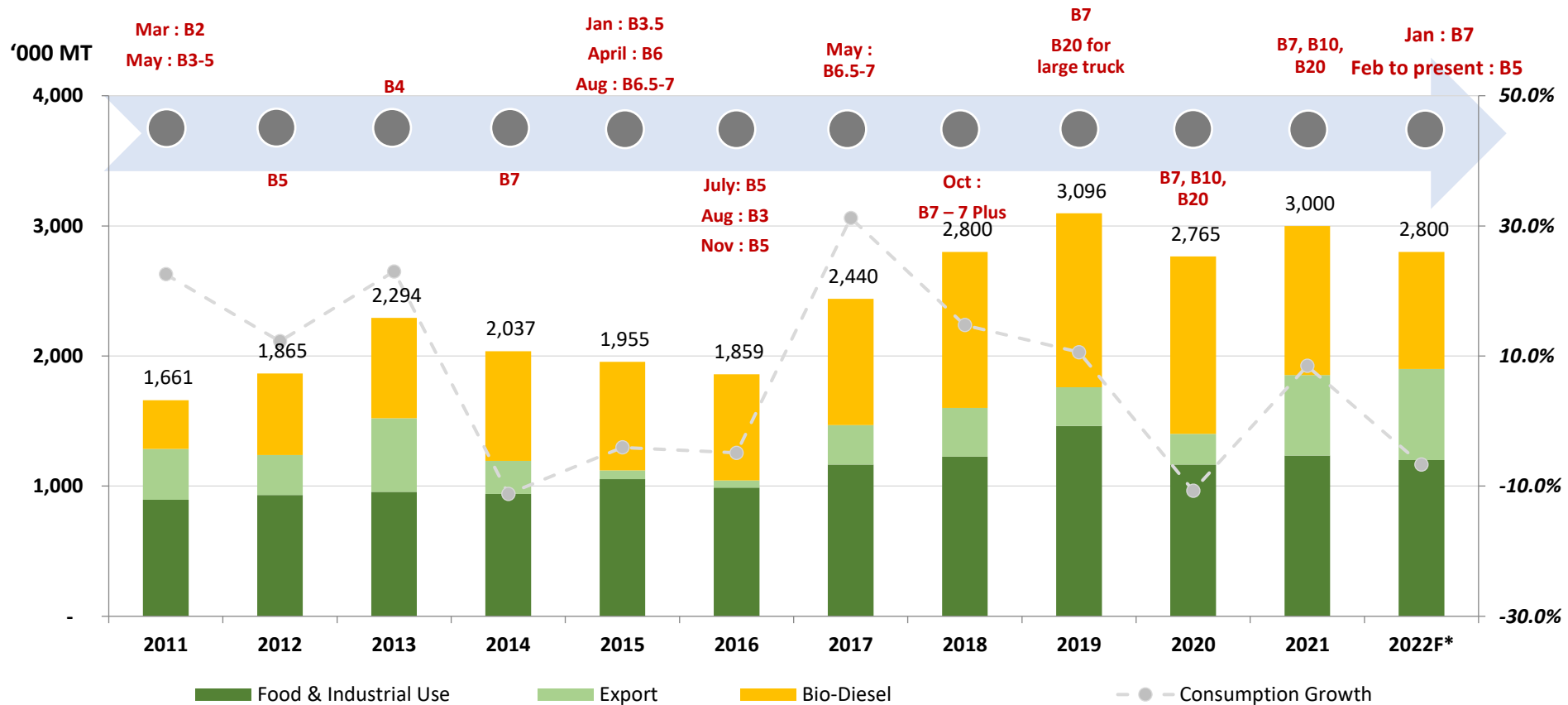


Source: Internal Trade Department

Average CPO Price :

- 2021 = 37.99 Baht/Kg (2020 : 28.05), increasing by 35% YoY
- 6M/2022 = 53.21 Baht/Kg (6M/2021 : 35.67), increasing by 49% YoY
- **Highest in May 2022 = 56.52 Baht/Kg**

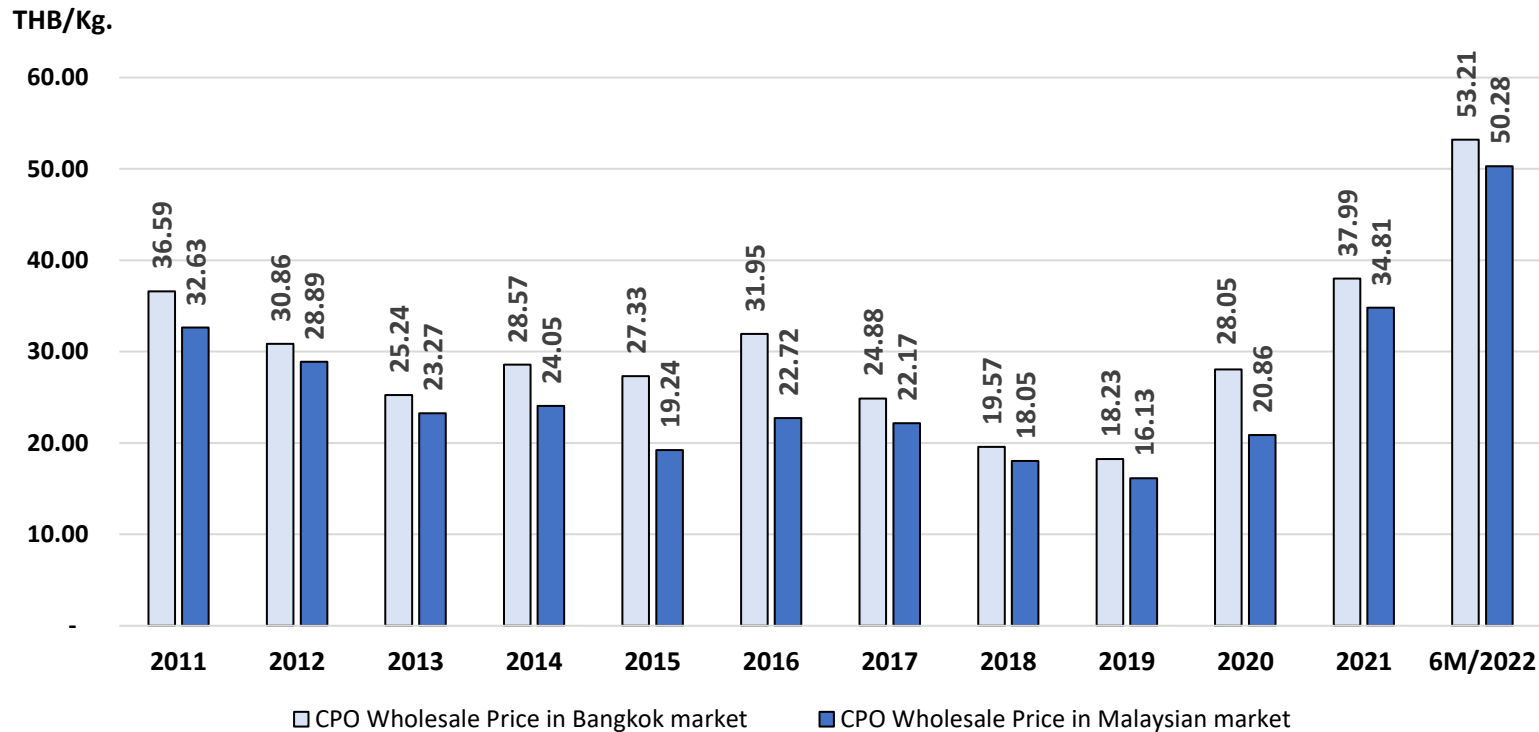
CPO Usage in Thailand (2011 – 2022F)



Source: Internal Trade Department *Forecasted by the Company

In the past 10 years, the Government (c/o the Ministry of Energy) could successfully manage to adjust the palm oil blending in biodiesel from time to time to optimise CPO stock level and balance pricing between palm oil consumption and biodiesel usage. At present, the proportion was reduced to 5% (B5) as part of efforts to relieve the financial burden of subsidising the diesel price as the prices of both diesel and methyl ester have increased.

Comparison of CPO Wholesale Price Between Bangkok and Malaysian Market



Source: Internal Trade Department

CPO price gap of Malaysia and Thailand was narrow, leading to export potential. Likely that export in 2022 may hit record high.

EXPORT

- 2016 : 55,585 MT
- 2017 : 303,126 MT
- 2018 : 372,950 MT
- 2019 : 296,297 MT
- 2020 : 256,251 MT
- 2021 : 618,839 MT
- 1H2022 : 509,510 MT

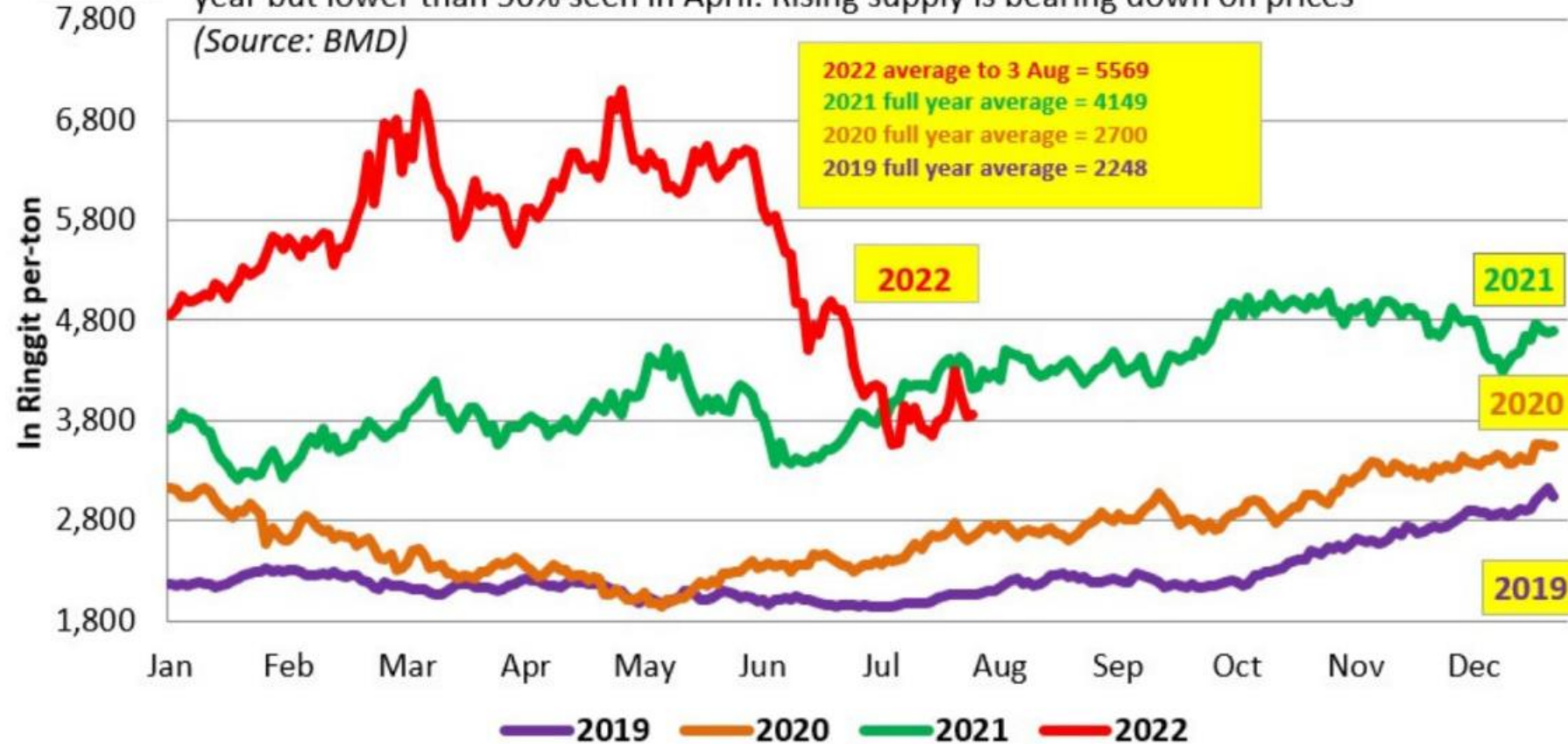
BMD CPO Prices during 2019 – 2022 (July)



Benchmark CPO Futures active daily close

2022 prices are trailing below 2021 prices in August after posting multiple record high prices from Jan-Apr. YTD average prices are at RM5569 or 46% higher than last year but lower than 56% seen in April. Rising supply is bearing down on prices

(Source: BMD)



BMD CPO & SOYBEAN OIL FUTURES DAILY PRICE CHART



 BMD CPO Futures
  Soybean oil Futures



03

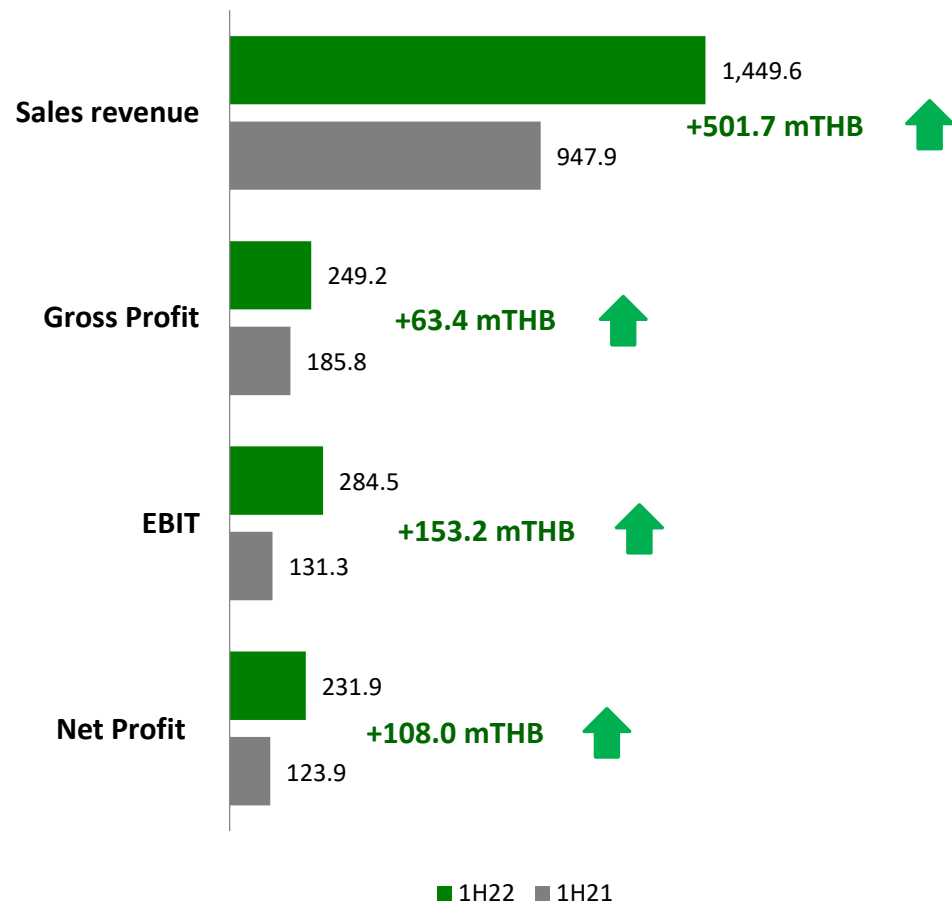
FINANCIAL OVERVIEW (UPOIC)



Performance Summary (Consolidated)

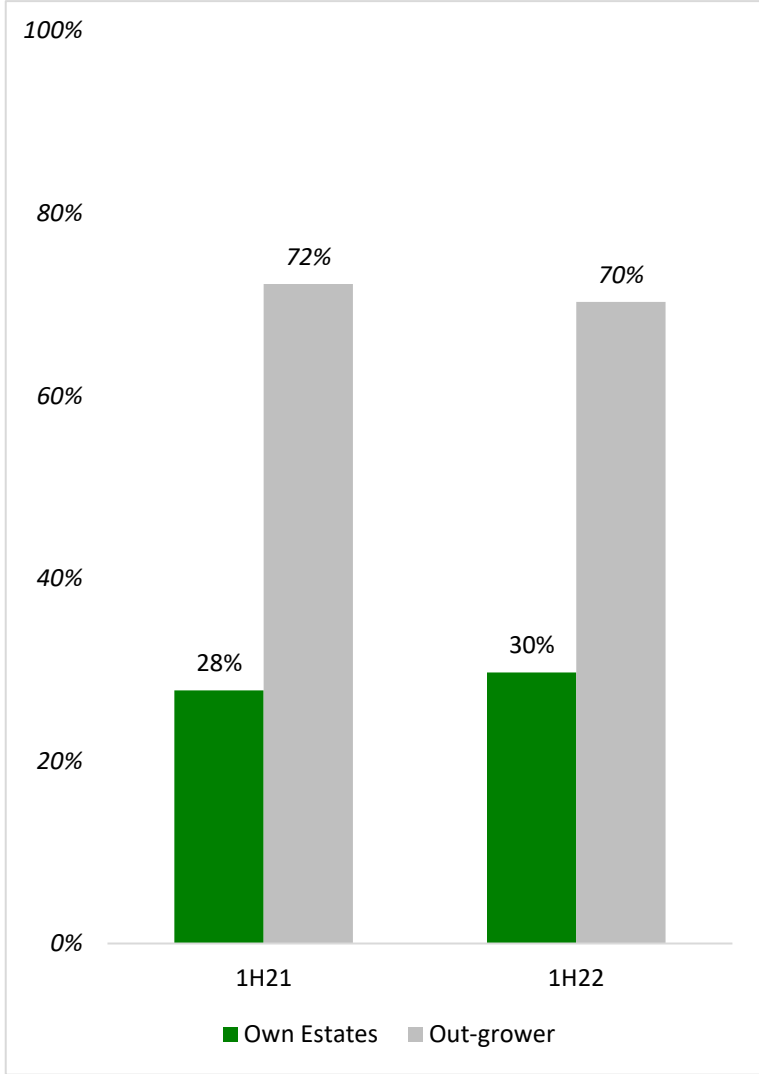
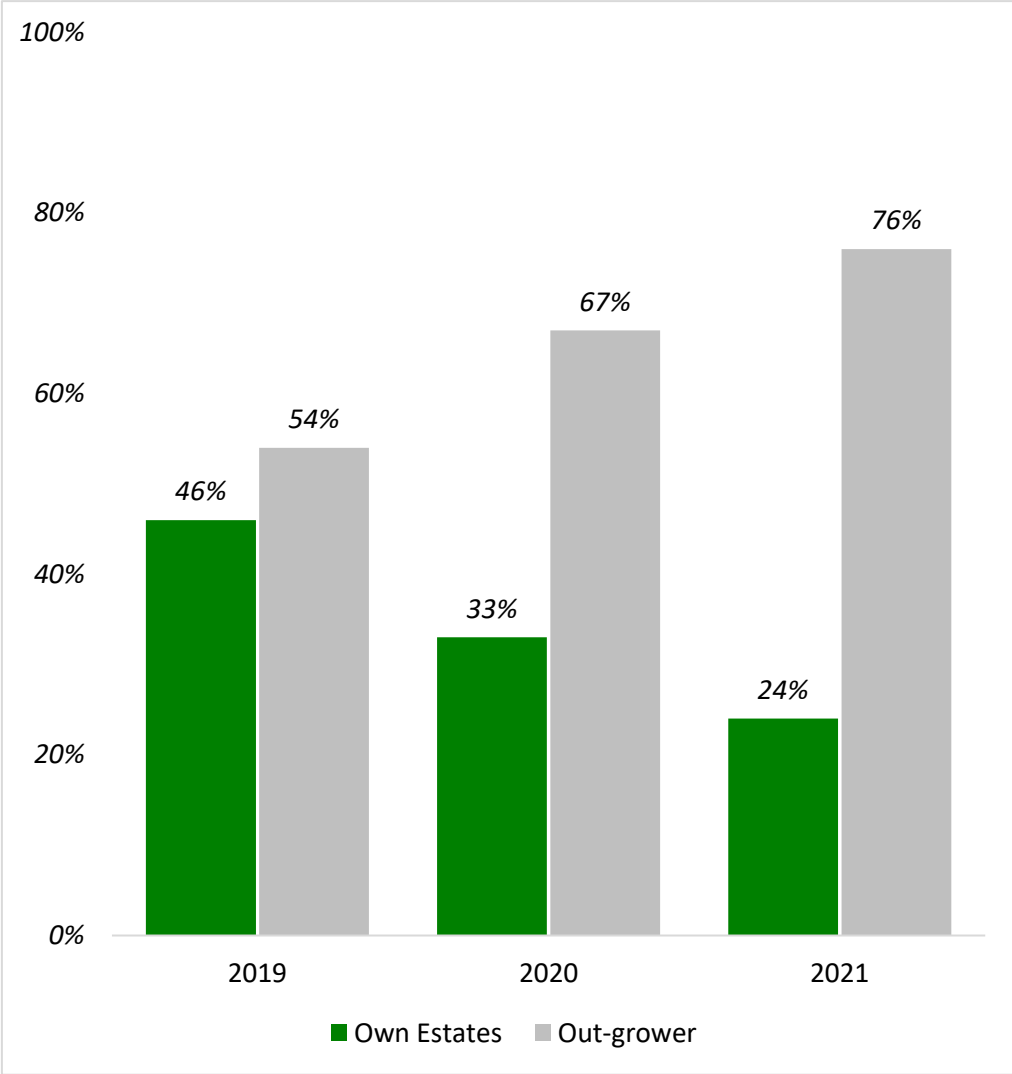


Financial Summary (1H22 vs 1H21)



- ◆ Sales revenue increased by 53% mainly from CPO - avg. selling price per unit increased by 55%, and from CPO sales volume increased by 16%.
- ◆ COGS increased by 58% mainly from Avg. FFB cost per unit increased.
- ◆ Positive impact from change in fair value of biological assets increased 64 MB.
Share of profit of investment in Joint venture increased by 15 MB.
- ◆ Income tax expenses increased from operation profit result during the period.

FFB Crop 2019 – 1H2022



1H22 Income Statement



(Million Baht)	Consolidated				
	1H22	% to Sales	1H21	% to Sales	Change
Sales	1,449.64	100.0%	947.88	100.0%	52.9%
Cost of sales	(1,200.45)	-82.8%	(762.08)	-80.4%	57.5%
Gross profit	249.18	17.2%	185.79	19.6%	34.1%
Selling and administrative expenses	(47.62)	-3.3%	(47.92)	-5.1%	-0.6%
Other income	42.31	2.9%	32.36	3.4%	30.7%
Gain / (Loss) from change in fair value of biological assets	26.78	1.8%	(36.97)	-3.9%	-172.4%
Share of profit (loss) from investment in joint venture	13.86	1.0%	(1.92)	-0.2%	-821.9%
EBIT	284.51	19.6%	131.34	13.9%	116.6%
Finance Cost	(1.07)	-0.1%	(1.52)	-0.2%	-29.6%
EBT	283.44	19.6%	129.82	13.7%	118.3%
Tax	(51.57)	-3.6%	(5.94)	-0.6%	768.2%
Profit for the period	231.87	16.0%	123.88	13.1%	87.2%
Earnings per share	0.72		0.38		

Statement of Financial Position as of 30 June 2022

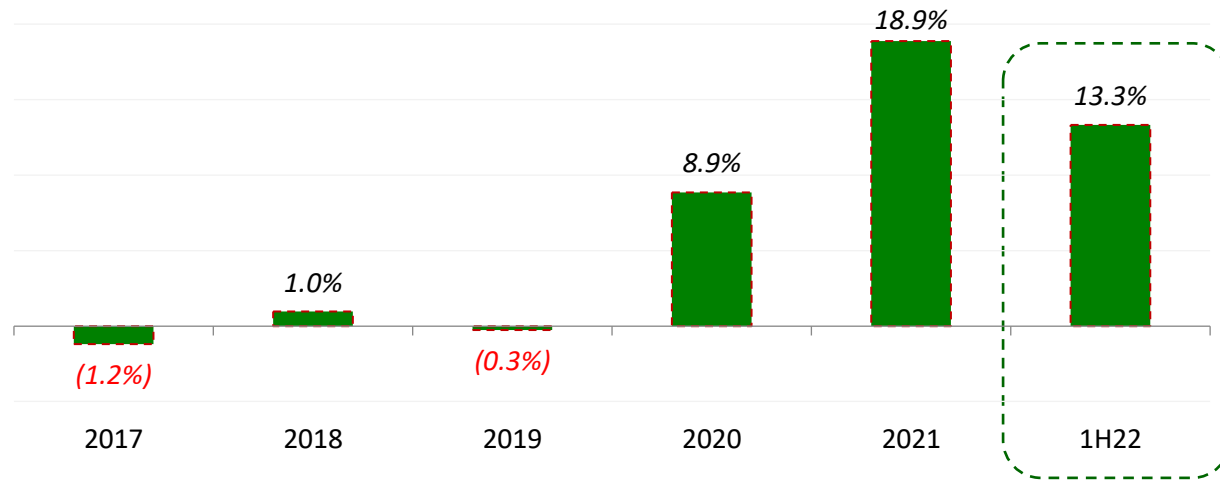


(Million Baht)	Consolidated				
	30-Jun-22	% to total assets	31-Dec-21	% to total assets	Change
Cash and cash equivalents	81.59	4.8%	32.78	1.9%	148.90%
Trade and other receivables	19.22	1.1%	226.96	12.8%	-91.53%
Inventories	290.02	16.9%	241.77	13.7%	19.96%
Other current assets	156.22	9.1%	126.37	7.2%	23.62%
Fixed assets	900.55	52.5%	877.81	49.7%	2.59%
Other non-current assets	267.45	15.6%	260.63	14.8%	2.62%
Total assets	1,715.05	100.0%	1,766.32	100.0%	-2.9%
Bank overdrafts and short-term loans	-	0.0%	145.00	8.2%	-100.0%
Trade and other payables	36.01	2.1%	35.77	2.0%	0.7%
Other current liabilities	107.86	6.3%	53.26	3.0%	102.5%
Other non-current liabilities	124.15	7.2%	155.12	8.8%	-20.0%
Total liabilities	268.02	15.6%	389.15	22.0%	-31.1%
Paid-up capital	324.05	18.9%	324.05	18.3%	0.0%
Paid-in surplus	321.55	18.7%	321.55	18.2%	0.0%
Retained earnings	801.44	46.7%	731.58	41.4%	9.5%
Total shareholders' equity	1,447.03	84.4%	1,377.17	78.0%	5.1%
Total liabilities and shareholders' equity	1,715.05	100.0%	1,766.32	100.0%	-2.9%

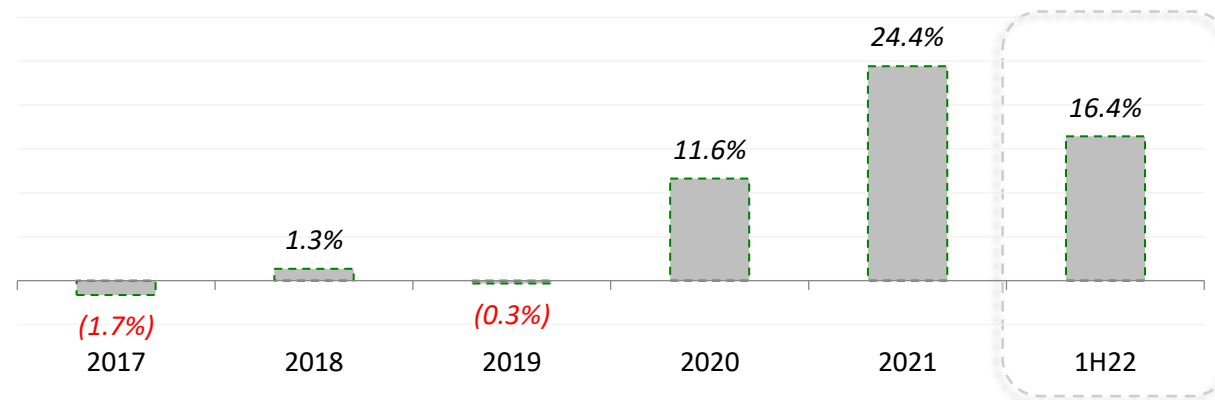
Profitability Analysis (Consolidated)



◆ Return on Asset (ROA)



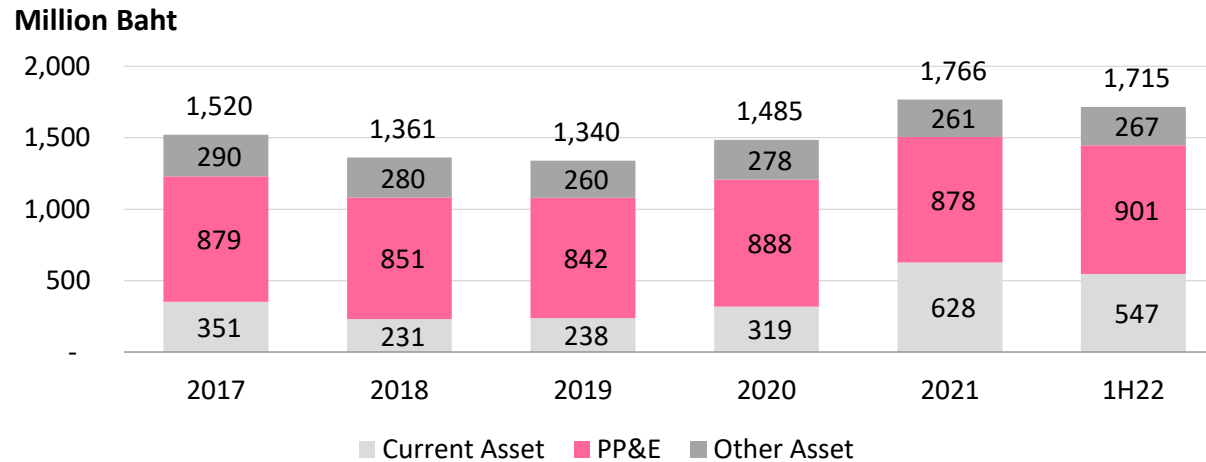
◆ Return on Equity (ROE)



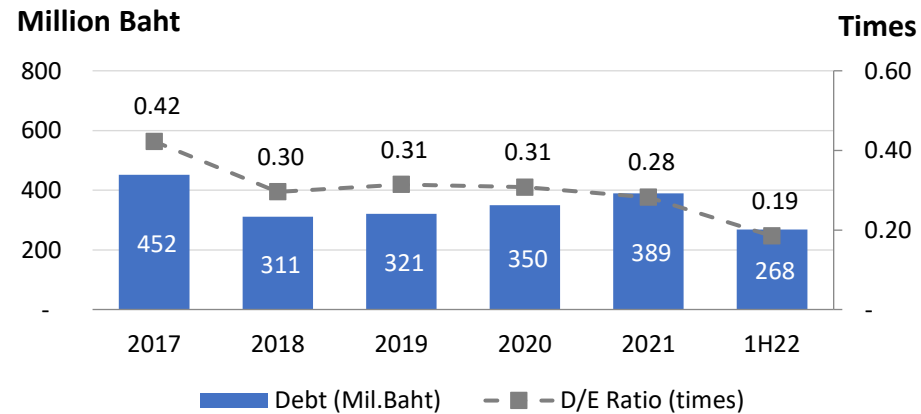
Financial Position Summary (Consolidated)



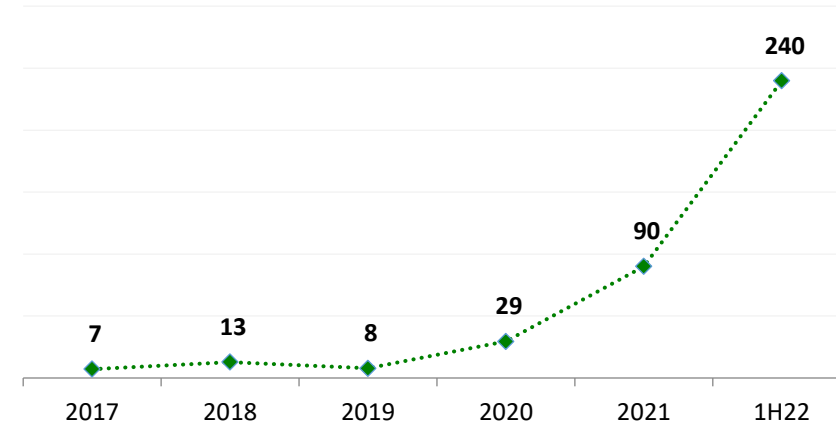
Total Asset (Million Baht)



Total Debt & D/E Ratio



Interest Coverage Ratio (Times)



Q & A

THANK YOU



United Palm Oil Industry Public Company Limited (UPOIC)

For further information & enquiries, please contact us at:

Email : company.secretary@upoic.co.th

Tel. +66 2361 8959/87





04

COMPANY OVERVIEW (LST)





Vision

“The leading food and food related company with sustainable growth and development”

Mission

- ◆ **Manufacturing high quality and nutritious food product together**
with innovative production to fulfill customer requirements as well as providing the best services and building capacity which is able to be competitive in the future.
- ◆ **Employing advanced technology**
with international management system as well as taking care of the environment, communities, and society.
- ◆ **Building trust and confidence toward our customers,**
and allocate compensation or dividend to shareholders, and other stakeholders appropriately.
Moreover, healthy, safety, and welfare of all employees are always taken into highly consideration.



Commitment

“Nutrition for BETTER LIFE”

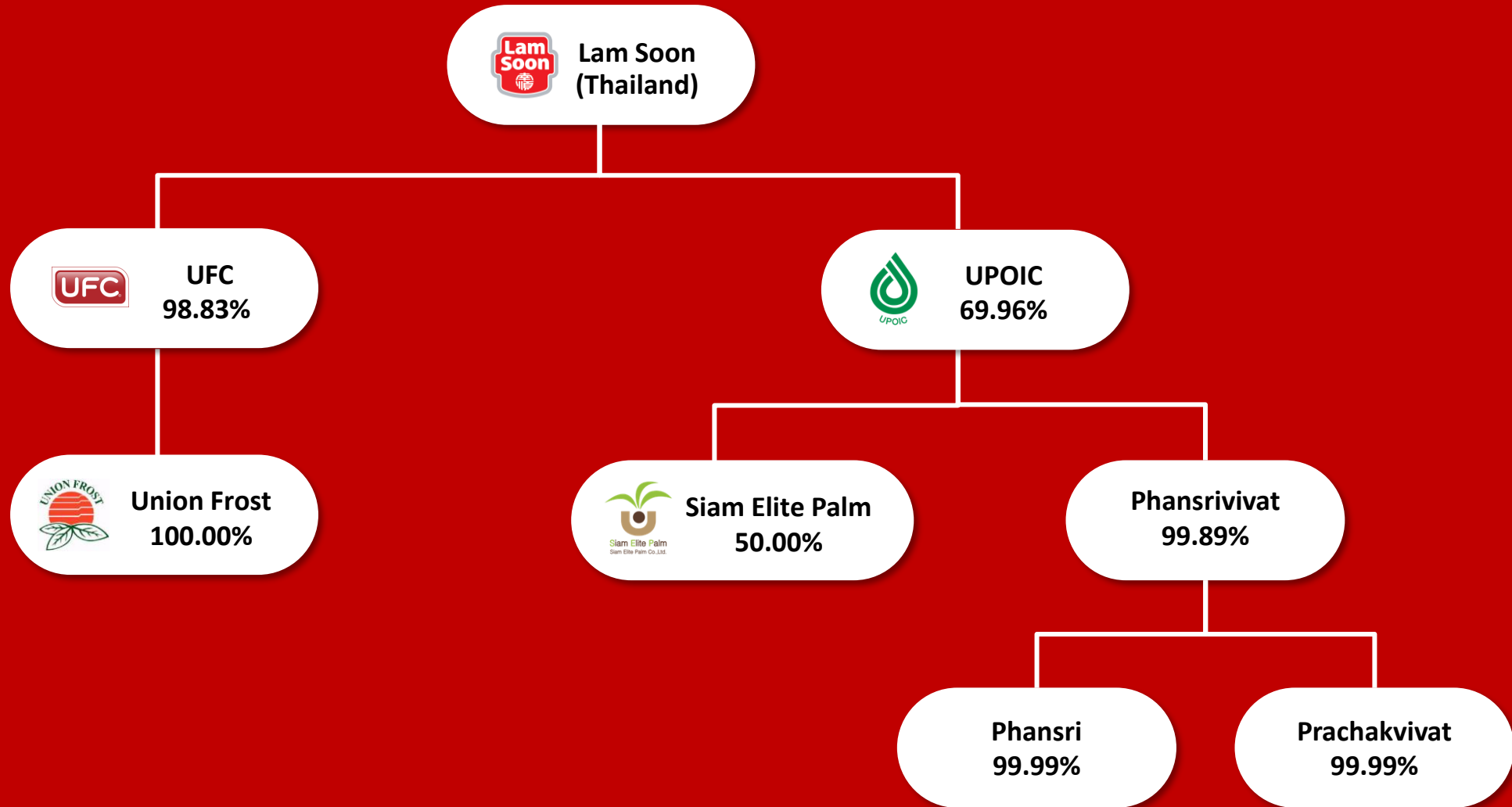
เป็นบริษัทชั้นนำในการผลิตและส่งออกผลิตภัณฑ์ที่มี
คุณค่าทางโภชนาการ ด้วยการดูแลสังคมและ
สิ่งแวดล้อมเพื่อคุณภาพชีวิตที่ดีขึ้นของทุกคน



Corporate Milestone

- 1974** Bangkok Edible Oil **was founded**
- 1978** Established Vegetable Oil Refinery at Bangpoo Industrial Estate
- 1983** Lam Soon (Thailand) Co., Ltd was established
- 1996** LST was listed on the Stock Exchange of Thailand
- 1997** LST acquired crushing mill in Trang Province
- 2003** Became a major shareholder of “**UPOIC**”
- 2004** Acquisition of “**UFC**”
- 2008** Joined the Roundtable on Sustainable Palm Oil (**RSPO**)
Constructed Biogas power plant at Trang mill
- 2012** Bangpoo and Trang Mill accredited RSPO certification
- 2015** Smallholder group namely “Community enterprise growers palm oil and palm oil sustainability (Sikao – Wangwiset)” under the Company’s support was accredited RSPO
- 2020** Bangpoo and Trang Mill upgraded RSPO to **IP Module**
- 2021** Trang Mill received a **Thailand Energy Awards 2020 and 2021**

Group Structure



Symbols of Excellence



2012	Certified RSPO SCC MB at Bangpoo Refinery and Trang Mill
2013	Certified ISO 9001:2008, ISO 14001:2004, OHSAS 18001:2007, FSSC22000, GMP&HACCP, HALAL, KOSHER, TIS18001:2011 Certified Carbon Reduction Label
2014	Certified TLS8001
2016	Certified ISO 9001:2015
2018	Certified ISO 14001:2015, FSSC22000 (Version 4.1) Certified Carbon Foot Print of oil product 20 SKUs
2017-2019	Granted FDA Quality award
2020	Certified ISO/IEC 17025 scope 3-MCPD, 2-MCPD, GE in edible oils and fats (AOCS Cd29a-13, 2017) Certified RSPO SCC IP/SG at Bangpoo Refinery, RSPO SCC IP at Trang Mill Certified ISO 45001:2018 Certified FSSC22000 (Version 5)
2021	Certified TLS8001 : 2020 Certified Green Industry Level 3 Certified GHPs/HACCP Rev.5-2020 Certified FSSC22000 (Version 5.1) Certified Carbon Footprint of oil product 20 SKUs which get Gold Label 10 SKUs



Product Development

LST & UFC launched various new products to serve customer needs



- 2006** LST Launched new brand “Naturel” targeted at health-conscious consumer
- 2007** LST implemented Electricity power project under Clean Development Mechanism (CDM) and Carbon Credit Program
- 2009** “Jade” palm cooking oil was the first cooking oil awarded “Carbon Label”
UFC launched soymilk products under the “UFC HomeSoy” brand
- 2010** LST launched Naturel Pure Olive Oil and Light & Mild Olive Oil
- 2011** LST launched Naturel Rice Bran Oil and Canola Oil
UFC launched HomeSoy new variant, soy milk with basil seeds
- 2012** UFC Launched 100% Coconut water , UFC HomeSoy new variants, soy milk with Job’s Tears and introduced new size of HomeSoy Original 1 litre in UHT pack
- 2013** UFC launched “Chrysanthemum plus Lo Han Gua” and UFC HomeSoy new variant, soy milk with black sesame
- 2014** UFC launched bio-home dishwashing liquid
- 2015** LST launched Naturel Coconut oil and Naturel Sunflower oil
UFC introduced HomeSoy new size and format in 180 ml can
- 2016** LST launched new brand “Yok Extra” and Naturel Forte 100% Rice Bran Oil Gold
UFC launched HomeSoy new variants, soy milk with ginger and soy milk with ginger and basil seeds in 180 ml can
UFC launched "The Asian Variants" 100% coconut water with real juice, Choose new flavor



CDM



Product Development

LST & UFC launched various new products to serve customer needs



2017

LST launched

- Naturel Forte Extra Virgin Coconut Oil, Naturel Organic Riceberry
- Yok Extra Sunflower cooking oil and Yok Extra Rice Bran cooking oil
- Zest Butter blend & Margarine Pastry products
- Zest Gold Fresh butter margarine

UFC launched UFC Velvet almond milk, Bio-Home kitchen cleaner & multi surface cleaner and HomeSoy new variant, soy milk with basil seeds in 180 ml can



CDM



2018

LST launched Naturel 100% Corn Oil

UFC launched 100% Watermelon water , Velvet coconut milk and Velvet coconut milk with coffee blend and chocolate flavor



2019

LST launched Yok Extra 100% Coconut Oil, Naturel Extra Virgin Olive Oil and Zest & Golden leaf Baking Flour (Bread Flour and Cake Flour)

UFC launched Velvet Oat Milk



2020

LST launched Naturel Butter Spread and Naturel Organic Brown Rice. Yok Extra expanded to Canola Oil.

UFC launched Single Serve size of UFC Refresh and Velvet, Velvet Oat Milk Barista version, Soupe', and bio-home floor cleaner



2021

LST launched Naturel Truffle flavored coconut oil



2022

LST launched

- Naturel Butter Spread (Canola)



New Product: Naturel

Spread Butter



❖ To Fulfill Spread Butter Product Line
*Launch : Mar 2022



- ❖ มีโอเมก้า 3,6 และ 9
Omega 3,6,9
- ❖ มีโซเดียมต่ำ
Low sodium
- ❖ ไม่มีส่วนผสมจากนม
Dairy free
- ❖ ได้รับการรับรอง
ฮาลาล
Halal certified
- ❖ Vegetarian



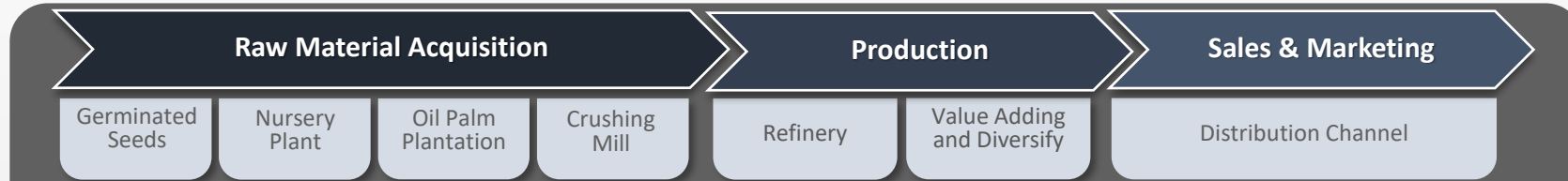
เพิ่มความหอมพร้อมประโยชน์
โจ๊ก, เมล็ดธัญพืช, ไข่ทอด, แครอท, เนื้อสัตว์



เพิ่มความหอมพร้อมประโยชน์
โจ๊ก, เมล็ดธัญพืช, ไข่ทอด, แครอท



Existing Value Chain



SUSTAINABLE Sourcing

- Less Chemical
- Environmental Awareness
- Community Support
- Supporting Fund
- Smallholders under RSPO
- RSPO Engagement
- Waste to Value
- CDM



GREEN Processing

- ECO Friendly Crushing and Refinery Process (RSPO/Carbon Footprint)
- GREEN Technology (Light Weight Packaging)
- Global Social & Labor & EHS Standard
- Global Quality & Food Safety Standard



SMART Distribution

- TMS Management
- WMS (Warehouse Management System)
- EDI & VMI



SUSTAINABLE Consumption

- Consumer & Marketing Research for NPD
- Education and Communication to Customers & Consumers
- INNOVATIVE Marketing / SMART Service / QUICK Responses
- Sales Representatives for all channels

Nutrition for BETTER LIFE

Redesign Value Chain

Sustainability Strategy

Economic



- ◆ Strive for innovating & developing products to be nutritious under products safety global standard with high-technology
- ◆ Create continuous improvement of machinery & production process

Social



- ◆ Educate people to be aware of sustainable consumptions
- ◆ Enhance knowledge and communication from both internal & external party
- ◆ Conduct business under CG, transparency, and accountability
- ◆ Encourage sustainable oil palm plantation

Environment

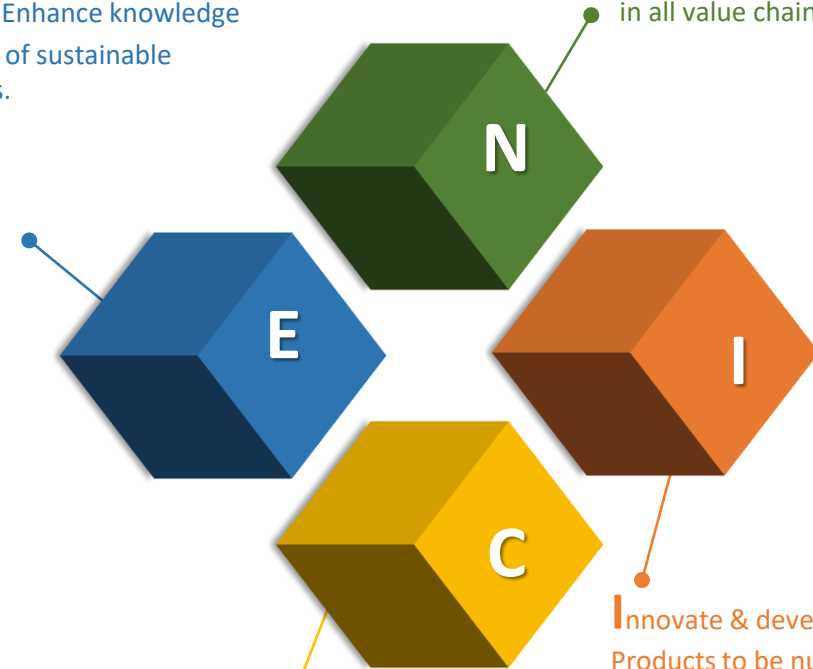


- ◆ Ensure the efficiency of resources & energy consumption in all value chains
- ◆ Establish circular economy

“NICE”

Educate and Enhance knowledge people aware of sustainable consumptions.

Nsure the efficiency of resources & energy consumption in all value chains.



Conduct business under CG, transparency, and accountability.

Innovate & develop Products to be nutritious under products safety global standard With high-technology.

Growth Drivers for “Nutrition for BETTER LIFE”

Sustainably grow CORE business (Palm Oil) focusing on the right pricing and distribution strategy

Capture healthy trend by driving “Healthy Food” business through Yok Extra and Naturel brand

Grow company’s presence beyond Margarine and Shortening in Bakery market by allocating resource to develop and launch new innovation

- Launched Baking Flour and Butter Blend

Expand business into other potential categories leveraging company’s expertise distribution channel

- Masterfoods (Sauces, Seasonings, Herbs and Spice)

“Nutrition for BETTER LIFE”



Our Products



Crude Palm Oil

Crude Palm Kernel Oil

Other Products



Electricity Power from Biogas



Core Products



Diversify



Distributor



05

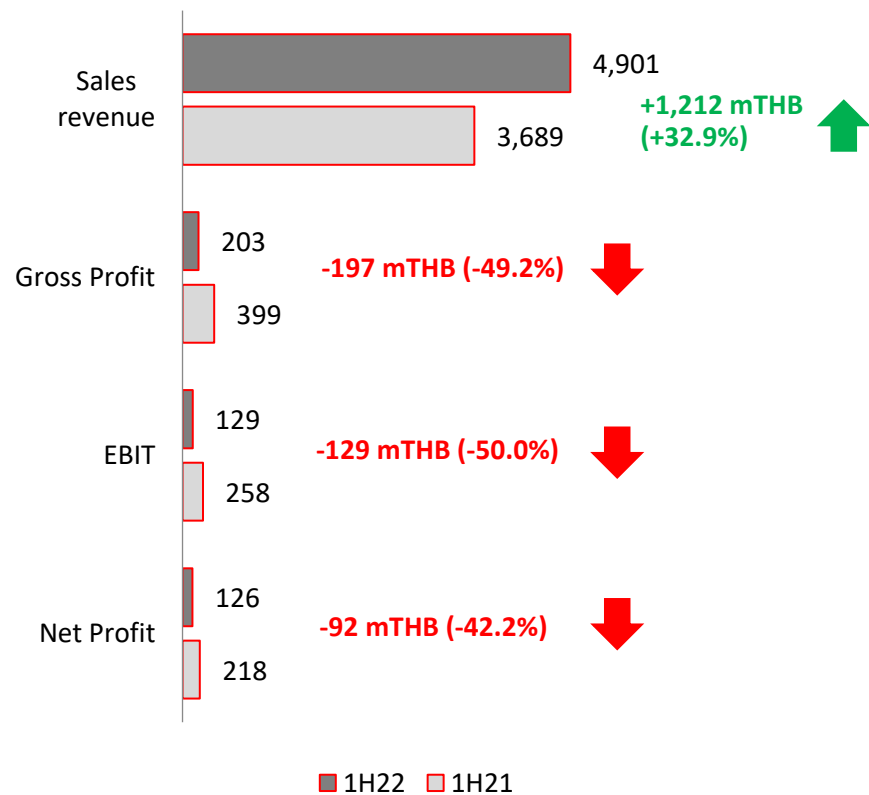
FINANCIAL OVERVIEW (LST)



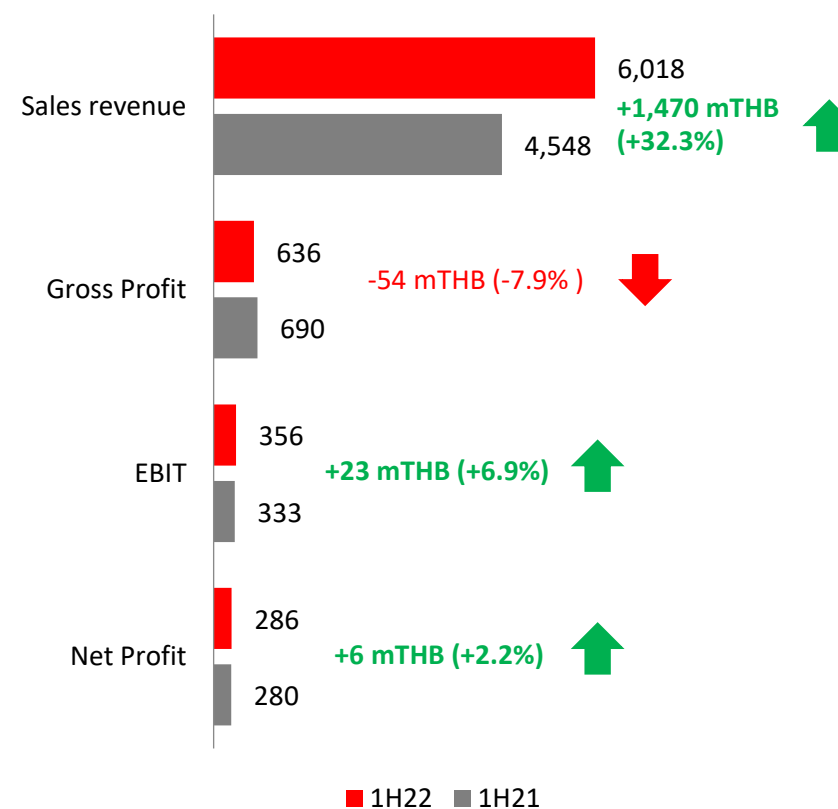
Performance Summary (1H22 vs 1H21)



LST



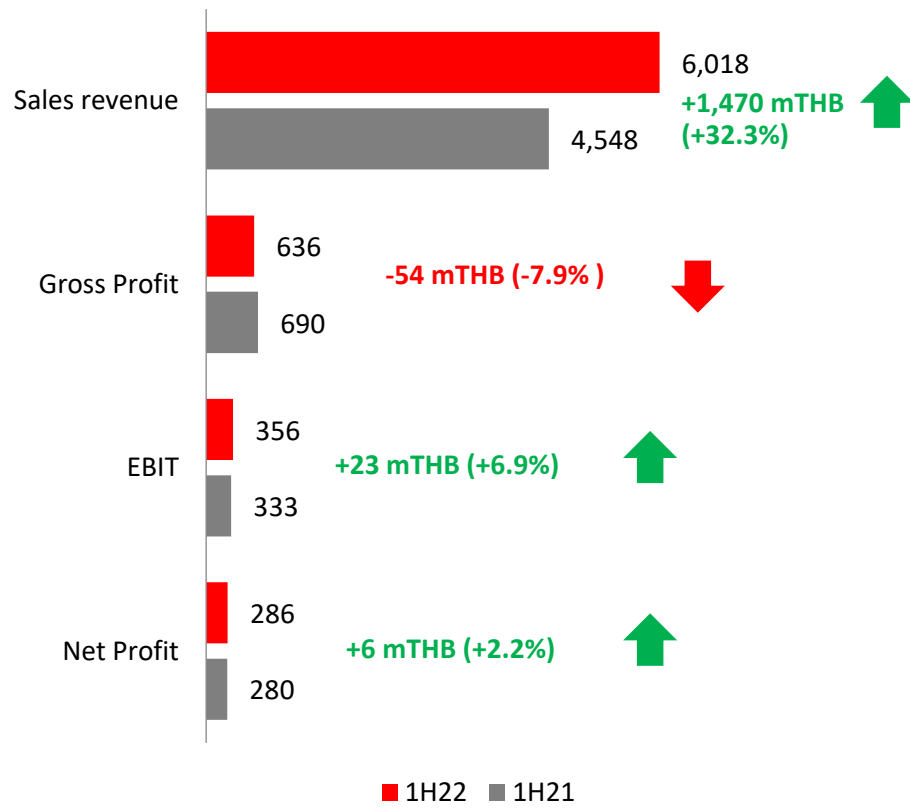
Consolidated



Performance Summary (1H22 vs 1H21)



Consolidated



◆ Sales revenue under the Company and its subsidiaries increased by Baht 1,470 million or 32.3%. The increment mainly came from sales under LST which increased by Baht 1,212 million or 32.9%, resulting from the increment in the average selling price at 41.3%, while total sales volume decreased by 6%. In addition, sales under UPOIC and UFC increased by Baht 257 million or 5.7%.

◆ Gross profit of the Company and its subsidiaries was 10.6% of total sales (1H21: 15.2%). The Company and its subsidiaries recorded cost of sales at 89.4% of total sales (1H21: 84.8%). Cost of sales under LST was 95.9% (1H21: 89.2%) since the increase in average cost of sales exceeded the increase in average selling price. Also, the subsidiary (UPOIC) recorded cost of sales at 82.8% (1H21: 80.4%).

◆ Selling expenses of the Company and its subsidiaries increased by Baht 24 million. The increment mainly came from selling expenses of UFC due to goods transportation, shipping and promotion expenses, which aligned with higher sales volume.

1H2022 Income Statement

(Million Baht)	Consolidated				
	1H22	% to Sales	1H21	% to Sales	Change
Sales revenue	6,017.76	100.0%	4,548.14	100.0%	32.3%
Cost of sales	(5,381.77)	-89.4%	(3,857.68)	-84.8%	39.5%
Gross profit	635.98	10.6%	690.45	15.2%	-7.9%
SG&A expenses	(411.30)	-6.8%	(387.22)	-8.5%	6.2%
Other income	90.97	1.5%	68.85	1.5%	32.1%
Gain (Loss) from change in fair value of biological assets	26.78	0.4%	(36.98)	-0.8%	-172.4%
Loss arising from impairment of assets					
Share of gain (Loss) from investment in joint venture	13.86	0.2%	(1.92)	0.0%	-820.9%
EBIT	356.29	5.9%	333.19	7.3%	6.9%
Finance Cost & Income	(5.95)	-0.1%	(5.19)	-0.1%	14.7%
Profit before income tax expenses	350.34	5.8%	328.00	7.2%	6.8%
Income tax expenses	(64.53)	-1.1%	(48.33)	-1.1%	33.5%
Profit for the period	285.81	4.7%	279.67	6.1%	2.2%
Profit attributable to:					
Equity holders of the Company	216.14	3.6%	249.89	5.5%	-13.5%
Non-Controlling interests of the subsidiaries	69.67	1.2%	29.77	0.7%	134.0%
Earnings per share	0.26		0.30		-13.5%

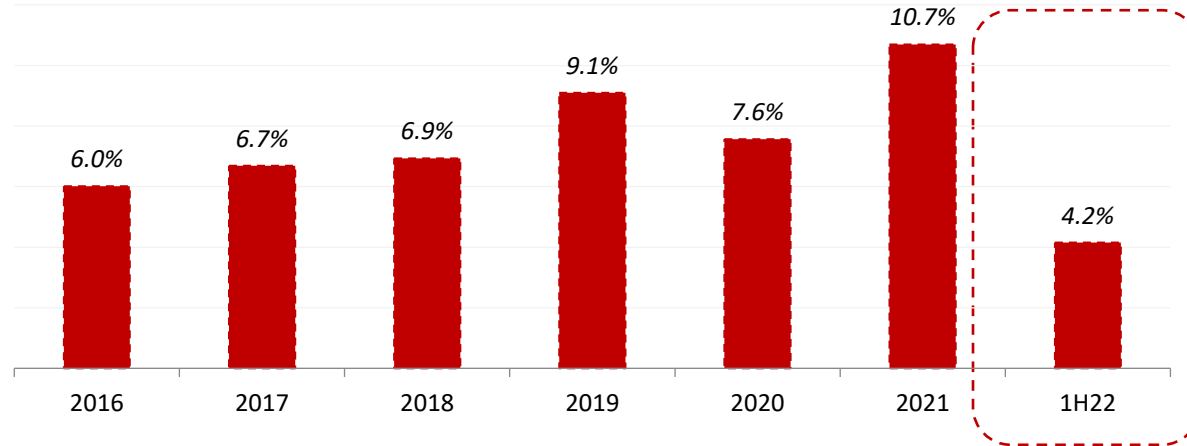
Statement of Financial Position as of 30 June 2022

(Million Baht)	Consolidated				
	30-Jun-22	% to total assets	31-Dec-21	% to total assets	Change
Cash and cash equivalents	272.22	3.6%	178.19	2.8%	52.8%
Trade and other receivables	1,693.62	22.1%	1,584.14	24.7%	6.9%
Inventories	2,481.91	32.4%	1,505.25	23.5%	64.9%
Other current assets	196.90	2.6%	160.14	2.5%	23.0%
Property, plant and equipment	2,431.49	31.7%	2,413.49	37.6%	0.7%
Other non-current assets	591.72	7.7%	576.53	9.0%	2.6%
Total assets	7,667.85	100.0%	6,417.74	100.0%	19.5%
Short-term loans from banks	1,437.00	18.7%	526.00	8.2%	173.2%
Trade and other payables	994.27	13.0%	609.77	9.5%	63.1%
Current portion of long-term loans	36.67	0.5%	87.07	1.4%	-57.9%
Other current liabilities	118.07	1.5%	89.87	1.4%	31.4%
Long-Term Borrowings	45.00	0.6%	95.73	1.5%	-53.0%
Other non-current liabilities	271.43	3.5%	275.85	4.3%	-1.6%
Total liabilities	2,902.44	37.9%	1,684.29	26.2%	72.3%
Paid-up capital	820.00	10.7%	820.00	12.8%	
Share premium and Other surpluses (deficits)	240.65	3.1%	240.65	3.7%	0.0%
Retained earnings	3,258.47	42.5%	3,247.28	50.6%	0.3%
Non-Controlling interests of the subsidiaries	446.29	5.8%	425.53	6.6%	4.9%
Total shareholders' equity	4,765.41	62.1%	4,733.46	73.8%	0.7%
Total liabilities and shareholders' equity	7,667.85	100.0%	6,417.74	100.0%	19.5%

Profitability Analysis (Consolidated)

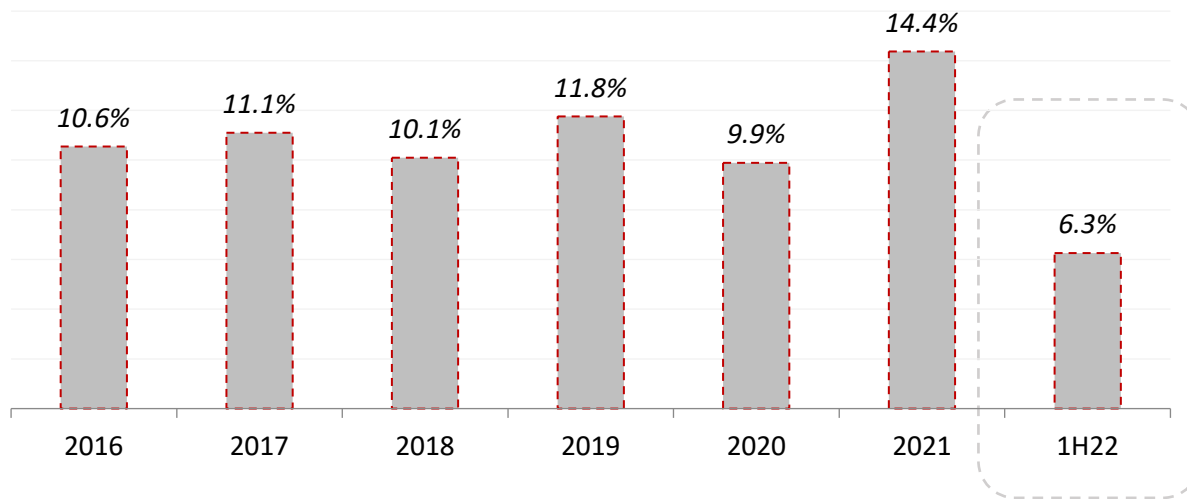


◆ Return on Asset (ROA)



ROA as YTD Jun 22 performed 4.2%; ROA as 2021 was 10.7% while ROA as 2020 was 7.6% since net profit decreased by 42.2%, and average total assets increased by 16.2%.

◆ Return on Equity (ROE)

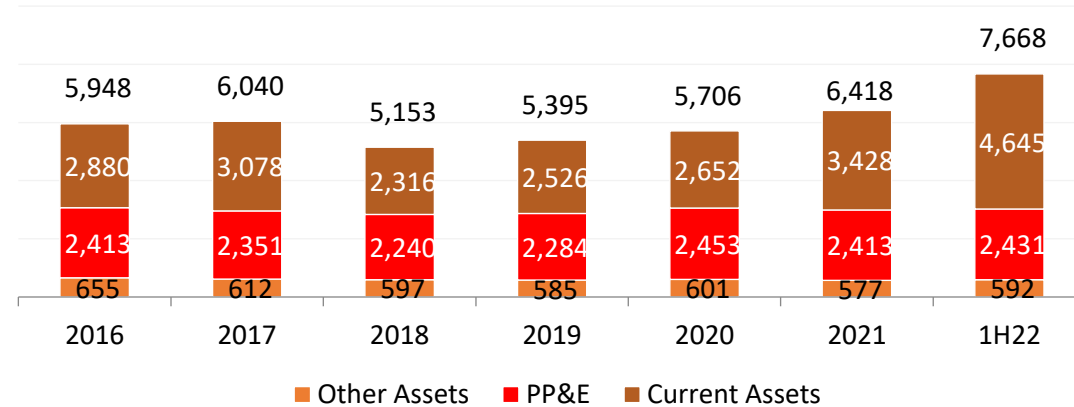


ROE as YTD Jun 22 performed 6.3%; ROE as 2021 was 14.4% while ROE as 2020 was 9.9% since net profit decreased by 42.2%, and average total shareholders' equity increased by 5.3%.

Financial Position Summary (Consolidated)

◆ Total Asset (Million Baht)

Million Baht

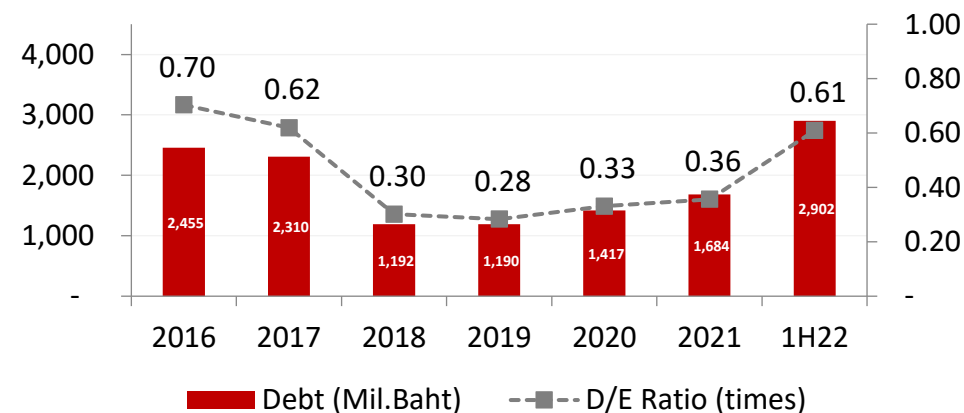


Total assets as Jun 22 was Baht 7,668 million, increasing by Baht 1,250 million or 21.9% mainly due to the increment of current assets at Baht 1,217 million or 45.9%.

◆ Total Debt & D/E Ratio

Million Baht

Times

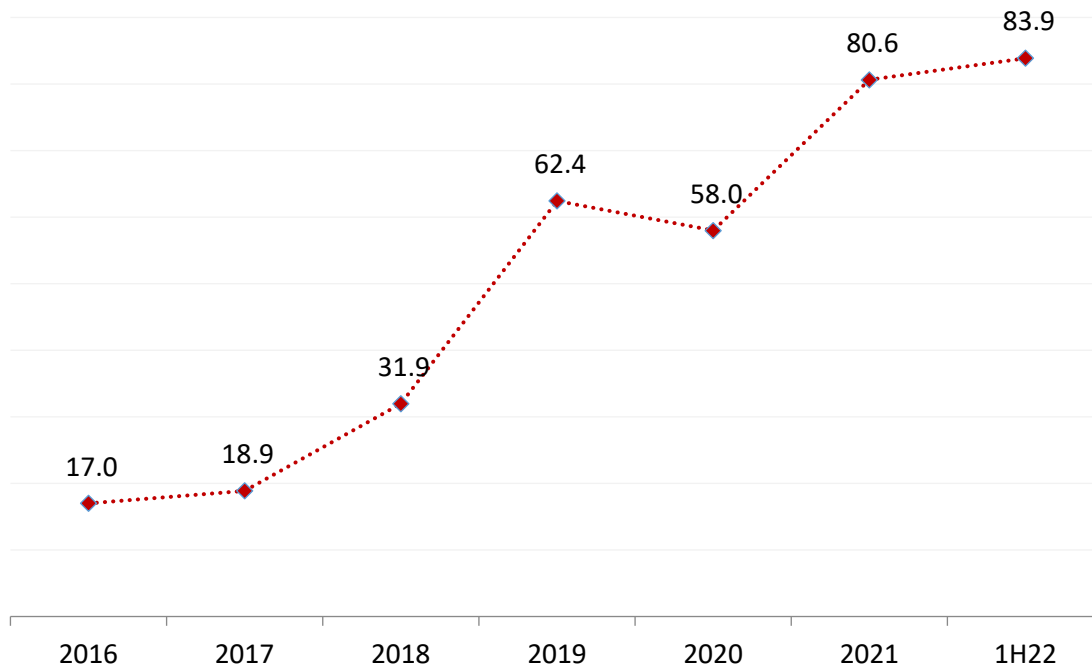


D/E ratio as Jun 22 performed 0.61 times while D/E ratio as 2021 was 0.36 times since total liabilities increased by 72.3%.

Financial Position Summary (Consolidated)



◆ Interest Coverage Ratio (Times)



Interest coverage ratio as YTD Jun 22 was 83.9 times while interest coverage ratio as 2021 was 80.6 times since EBIT for half year significantly increased by 6.9%.

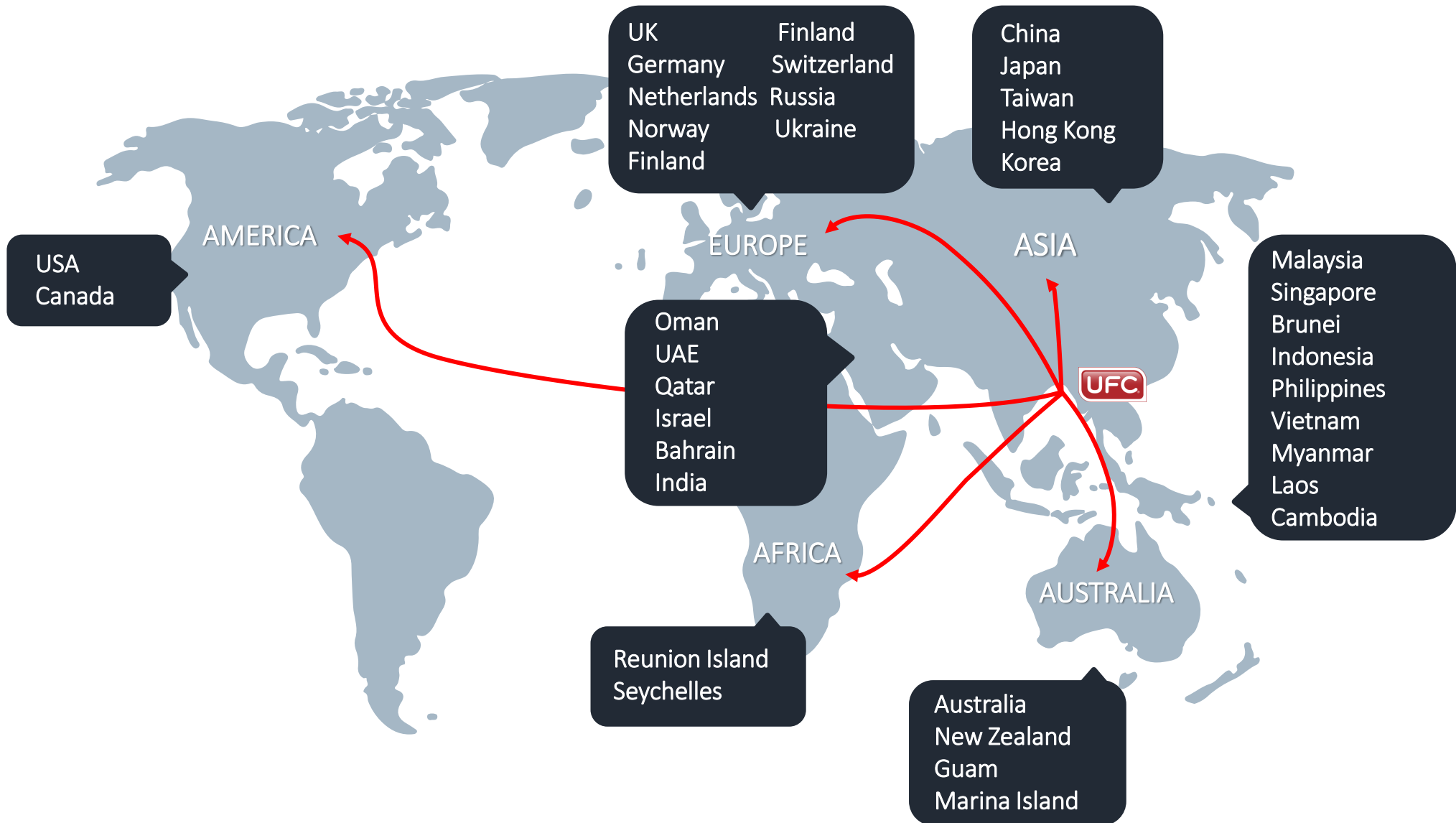


06

BUSINESS OVERVIEW (UFC)



Worldwide Customer Base



Growth Drivers

New Innovation driven by consumer insights & need gaps

- ◆ Capture the global plant – based trend with UFC Velvet line
 - ◆ Wider selection of Almond, Coconut, and Oat milk drink
 - ◆ Tailored innovation to specific application i.e. Oat Milk Barista version
- ◆ Address the need of 21st century lifestyles with on-the-go application
 - ◆ Single – serve beverages
 - ◆ Ready – to – eat soup

Aggressive geographic expansion to 38 countries

New Channels Penetration

- ◆ E-commerce and Social-Commerce
- ◆ Restaurants & Cafés
- ◆ Convenience stores
- ◆ Vending machines

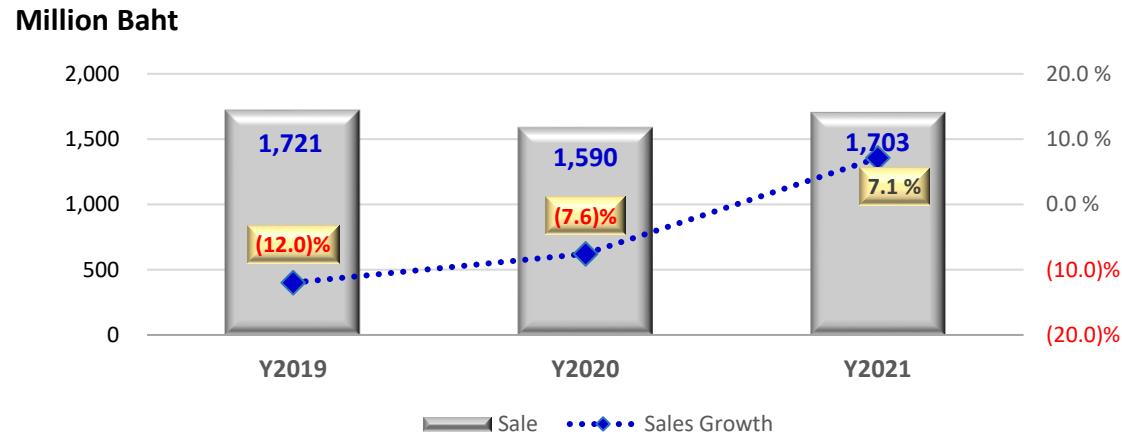
Strategic Partnerships that drive usage & application



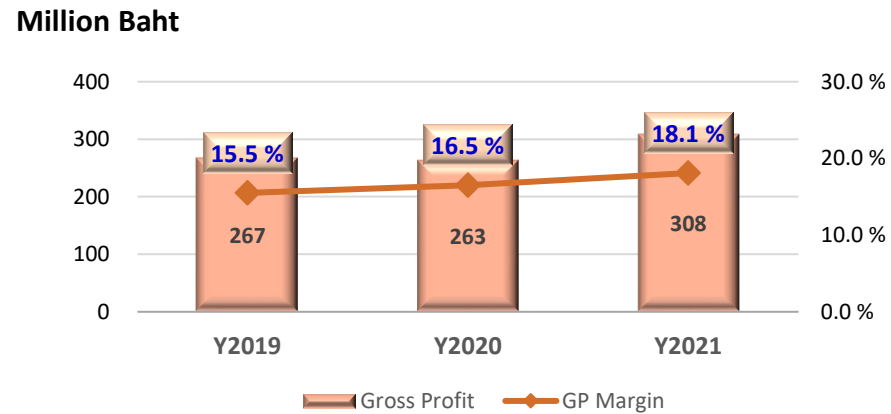
Financial Summary (2018 -2021)



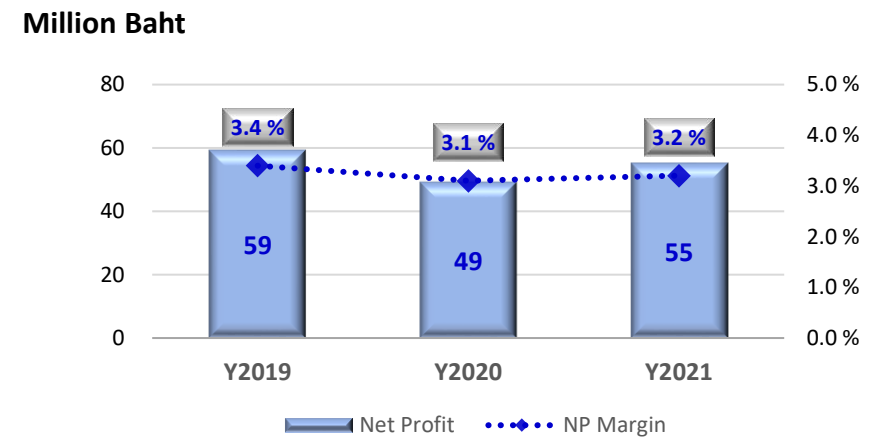
Sales Revenue



Gross Profit



Net Profit



1H2022 Income Statement



(Million Baht)	Consolidated				
	1H22	% to Sales	1H21	% to Sales	Change
Sales	977.00	100.0%	801.51	100.0%	21.9%
Cost of sales	(790.47)	-80.9%	(670.19)	-83.6%	17.9%
Gross profit	186.53	19.1%	131.32	16.4%	42.0%
SG&A expense	(125.56)	-12.9%	(108.24)	-13.5%	16.0%
Other income	18.66	1.9%	13.13	1.6%	42.1%
EBIT	79.63	8.2%	36.21	4.5%	119.9%
Finance Cost	(1.19)	-0.1%	(2.29)	-0.3%	-47.9%
EBT	78.44	8.0%	33.92	4.2%	131.3%
Tax	(14.36)	-1.5%	(3.74)	-0.5%	283.6%
Net income	64.08	6.6%	30.18	3.8%	112.4%
Profit attributable to :	64.08	6.6%	30.18	3.8%	112.4%
Equity holders of the company					
Earnings per share	1.22		0.57		

Financial Position Summary (As of 30 June 2022)

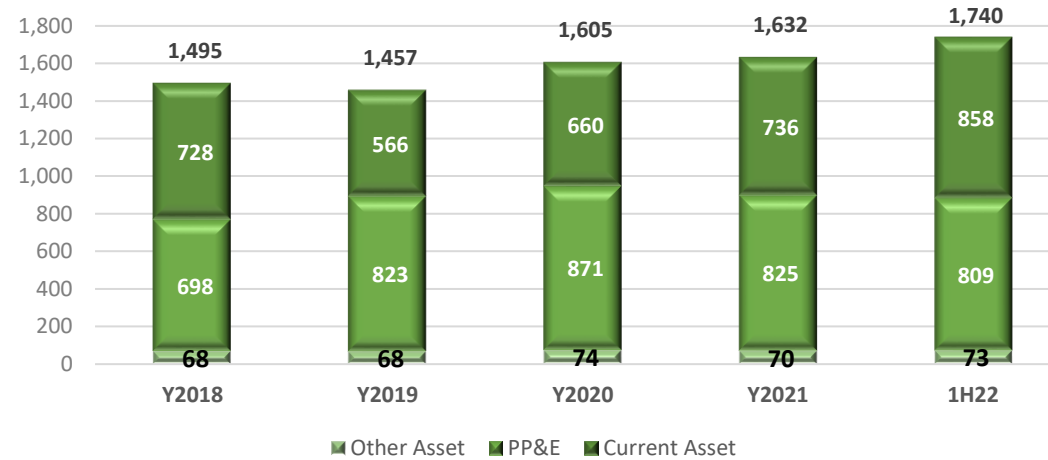


(Million Baht)	Consolidated				
	1H22	% to total assets	1H21	% to total assets	Change
Cash and cash equivalents	110.93	6.4%	87.53	5.3%	26.7%
Trade and other receivables	295.67	17.0%	250.44	15.2%	18.1%
Inventories	422.80	24.3%	376.17	22.8%	12.4%
Other current assets	28.66	1.6%	19.83	1.2%	44.6%
Fixed assets	809.12	46.5%	847.80	51.3%	-4.6%
Other non-current assets	72.82	4.2%	71.22	4.3%	2.2%
Total assets	1,740.00	100.0%	1,652.99	100.0%	5.3%
Bank overdrafts and short-term loans	150.00	8.6%	150.00	9.1%	0.0%
Trade and other payables	338.26	19.4%	225.67	13.7%	49.9%
Current portion of long-term loans	1.74	0.1%	52.10	3.2%	-96.7%
Other current liabilities	38.96	2.2%	33.57	2.0%	16.0%
Other non-current liabilities	121.73	7.0%	170.36	10.3%	-28.5%
Total liabilities	650.68	37.4%	631.70	38.2%	3.0%
Paid-up capital	525.00	30.2%	525.00	31.8%	0.0%
Paid-in surplus	(6.58)	-0.4%	(6.58)	-0.4%	0.0%
Retained earnings	331.33	19.0%	263.30	15.9%	25.8%
Other components of shareholders' equity	239.58	13.8%	239.58	14.5%	0.0%
Total shareholders' equity	1,089.32	62.6%	1,021.30	61.8%	6.7%
Total liabilities & shareholders' equity	1,740.00	100.0%	1,652.99	100.0%	5.3%

Financial Position Summary (As of 30 June 2022)

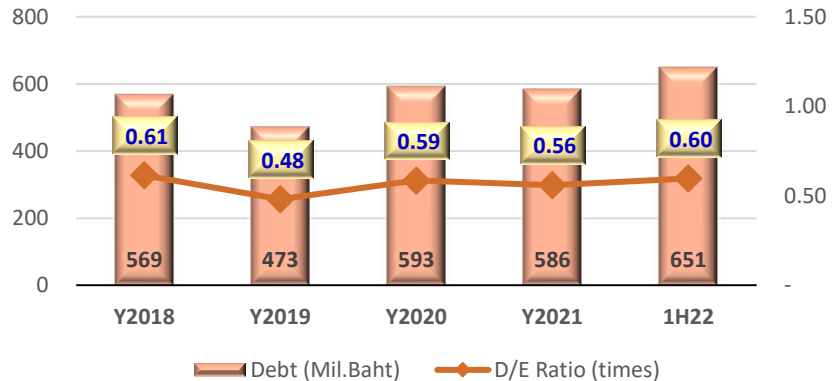


Total Asset (Million Baht)

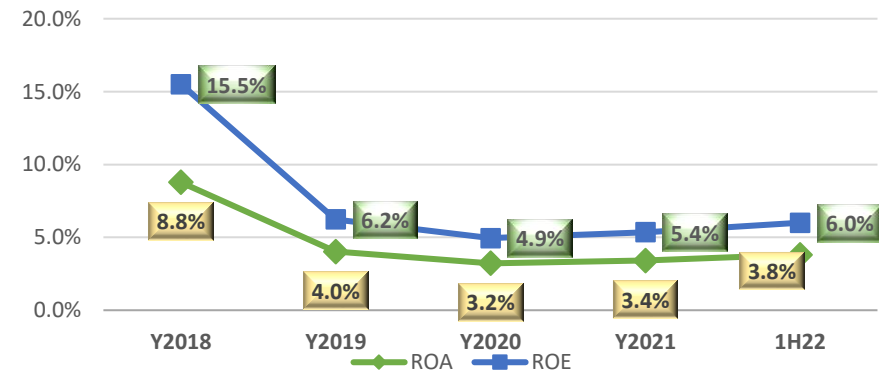


Total Debt & D/E Ratio

Million Baht



ROA & ROE





Q & A

THANK YOU

LAM SOON (THAILAND) PUBLIC COMPANY LIMITED (LST)

UNIVERSAL FOOD PUBLIC COMPANY LIMITED (UFC)

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