



บริษัท ประชาอาภรณ์ จำกัด (มหาชน)
PEOPLE'S GARMENT PUBLIC COMPANY LIMITED

Tor. Hor. 034/2016

August 11, 2016

Subject : Explanation for the positive changes of the operating results for the financial statement as of quarter 2/2016 by more than 20%

Attention : Directors and Managers
The Stock Exchange of Thailand

People's Garment Public Company Limited would like to inform the operating results for the financial statement of quarter 2/2016 as of 30 June 2016, details of which are as follows:

In quarter 2/2016, the Company had net loss amounted 10.15 million baht, comparing to net profit in quarter 2/2015 amounted 17.77 million baht which decreased from the same period of the last year 157.11%.

1. Income from sales totaled 277.80 million baht, increasing from the same period of last year by 58.51 million baht, or 26.68%, as a result of the increase of revenue from the domestic sales consisting of underwear, sportswear and leather product by 44.17 million baht, or 25.90%, and the increase of the foreign sales by 14.35 million baht, or 29.43% as a result of sportswear.

2. Gross profit totaled 37.08 million baht, decreasing by 19.84 million baht, or 34.86%, due to the competitive sales price of the products for sell.

3. Selling expense decreased by 3.67 million baht resulting from the expiration of the Lacoste's licensing agreement.

For the 6-month period of 2016, the Company had net loss amounted 22.90 million baht. Compare to net profit at the same period in 2015 amounted 40.42 million, showing the decrease by 156.66%.

1. Income from sales totaled 528.82 million baht, decreasing from the same period of last year by 42.94 million baht, or 7.51%, as a result of the revenue from the domestic sales consisting of underwear, sportswear and leather product by 431.77 million baht which increased from the same period of last year by 38.83 million baht, or 9.88%. The revenue from the foreign sales amounted 97.05 million baht, decreasing by 81.78 million baht, or 45.73%, comparing to the same period of last year, as a result of the migration of the customers' production base.

2. Gross profit amounted 76.45 million baht, decreasing by 65.46 million baht, or 46.13%, as a result of the competitive pricing of the products for sell.





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3. Selling expense decreased by 13.08 million baht due to the expiration of the Lacoste's licensing agreement and the commission fee of the revenue from the foreign sales.

Please kindly acknowledge the above matters.

Sincerely yours,

Sunan Niyomnaitham

Mrs. Sunan Niyomnaitham

Director

