



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

Tor. Hor. 045/2016

November 10, 2016

**Subject :** Explanation for the positive changes of the operating results for the financial statement as of quarter 3/2016 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 3/2016 as of 30 September 2016, details of which are as follows:

In quarter 3/2016, the Company had net loss amounted 31.18 million baht. Comparing to net loss in quarter 3/2015 amounted 13.31 million baht; net loss increases from the same period of the last year by 134.29%.

1. Income from sales totaled 259.37 million baht, increasing from the same period of last year by 67.89 million baht, or 35.47%, as a result of the increase of revenue from the domestic sales amounted 61.69 million baht, or 48.68%. The revenue from the domestic sales consists of underwear, sportswear and leather product. The foreign sales increased by 6.22 million baht, or 9.61% as a result of swimwear and sportswear.

2. Gross profit totaled 29.93 million baht, decreasing by 2.28 million baht, or 7.09%, due to the loss of income arising from Lacoste products and the decrease of gross profit of the products for sell.

3. Administrative expense increased by 13.47 million baht resulting from the employees' expense.

For the 9-month period of 2016, the Company had net loss amounted 54.08 million baht. Comparing to net profit in the year 2015 amounted 27.11 million baht; net loss decreases from the same period of the last year by 199.51%.

1. Income from sales totaled 788.19 million baht, increasing from the same period of last year by 24.97 million baht, or 3.27%, as a result of the revenue from the domestic sales amounted 620.19 million baht. Comparing to the income from sales in the same period of last year, income from sales increases by 100.52 million baht, or 19.34%, resulting from the increment of underwear, swimwear, sportswear and leather product. The revenue from the foreign sales amounted 168.01 million baht, decreasing by 75.56 million baht, or 31.02%.





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2. Gross profit amounted 106.38 million baht, decreasing by 67.72 million baht, or 38.90%, as a result of the decrease of gross profit of the products for sell.

3. Selling expense decreased by 12.43 million baht due to the expiration of the Lacoste's licensing agreement and the commission fee of the revenue from the foreign sales.

4. Administrative expense increased by 24.58 million baht resulting from the employees' expense.

Please kindly acknowledge the above matters.

Sincerely yours,

Sunan Niyomnaitham

Mrs. Sunan Niyomnaitham

Director

