



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

Tor. Hor. 004/2017

February 23, 2017

Subject : Explanation for the positive changes of the operating results for the financial statement of the year 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 as of 31<sup>st</sup> December 2016, details of which are as follows:

In 2016, the Company had net loss amounted 75.05 million baht and net profit amounted 13.54 million baht, decreasing from the same period of last year by 654.45%.

1. Income from sales totaled 1,068.29 million baht, increasing from the same period of last year by 101.45 million baht, or 10.49%, as a result of the increase of revenue from the domestic sales amounted 164.12 million baht, or 24.31%. This increase resulted from the growth of selling underwear, sportswear and leather products. The foreign sales decreased by 62.67 million baht, or 21.47%.

2. Gross profit totaled 145.45 million baht, decreasing by 63.74 million baht, or 30.47%, due to the decrease of gross profit of the products for sell.

3. Selling expense decreased by 11.48 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 38.70 million baht resulting from the employees' expense, advices for business, allowance for doubtful accounts and other expenses.

Please kindly acknowledge the above matters.

Sincerely yours,

Sunan Niyomnaitham

Mrs. Sunan Niyomnaitham

Director

