

# JUBILEE ENTERPRISE

PUBLIC COMPANY LIMITED

No. CS08/2019

May 10<sup>th</sup>, 2019

Subject: Declaration of Operating Results for the 1<sup>st</sup> quarter ended 31 March 2019  
Attn: Director and Manager,  
The Stock Exchange of Thailand

With respect to the financial information for the 1<sup>st</sup> quarter ended 31 March 2019, as submitted by the Company, which has been audited by the external auditor, considered by the Audit Committee, and approved by the Company's Board of Directors on May 10, 2019, the Company wishes to report further clarifications in summary as follows:

## Summary of the company's operation result

In the 1<sup>st</sup> quarter 2019, revenue from sale was increased from the same period of last year at 12.9% and having gross profit at 47.6%. Net profit for the 3-month period ended 31 March 2019 showed at Baht 52.9 million, increased from the same period of last year by Baht 6.3 million or 13.5%. Earnings per share is Baht 0.30 per share, increased from last year that showed Baht 0.27 per share.

## Statement of Comprehensive Income

For the three-month period ended 31 March

Unit: Million Baht	Quarter 1'19		Quarter 1'18		YOY	%
Revenue from sales	385.97	100.0%	341.78	100.0%	44.19	12.9%
Cost of sales	(202.10)	-52.4%	(178.12)	-52.1%	23.98	13.5%
<b>Gross profit</b>	<b>183.87</b>	<b>47.6%</b>	<b>163.66</b>	<b>47.9%</b>	<b>20.21</b>	<b>12.3%</b>
Other income	2.86	0.7%	2.47	0.7%	0.39	15.8%
Distribution costs	(88.97)	-23.1%	(75.67)	-22.1%	13.30	17.6%
Administrative expenses	(31.80)	-8.2%	(32.15)	-9.4%	(0.35)	-1.1%
Finance cost	(0.01)	0.0%	(0.25)	-0.1%	(0.24)	-96.0%
<b>Profit before income tax</b>	<b>65.95</b>	<b>17.1%</b>	<b>58.06</b>	<b>17.0%</b>	<b>7.89</b>	<b>13.6%</b>
Tax expenses	(13.07)	-3.4%	(11.48)	-3.4%	1.59	13.9%
<b>Net profit for the period</b>	<b>52.88</b>	<b>13.7%</b>	<b>46.58</b>	<b>13.6%</b>	<b>6.30</b>	<b>13.5%</b>

- The company has revenue from sale Baht 386.0 million, increased from the same period of last year by Baht 44.2 million or 12.9%. The major reason for the incremental is from same store sale growth at 10.5% and new branches opened during the year 2018 at 6.8%. Which during the period there were new products launched during Chinese New Year and Valentine's Day together with marketing campaign and promotions, resulting to sale increasing.

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- Gross profit is slightly changed from the same period of last year from 47.9% to 47.6%, as a result from efficiently manage sale mix of each product categories. Net profit represents 13.7% of revenue from sales which increased from the same period of last year at Baht 46.6 million to Baht 52.9 million in 2019 or increased by 13.5%.
- Distribution costs for the 1<sup>st</sup> quarter 2019 represented 23.1% of revenue from sales while in 2018 was at 22.1% of revenue from sale, increased from the same period last year Baht 13.3 million or 17.6%. The major change was due to increasing of rental expense, bank charge and promotion expenses.
- Administrative expenses for the 1<sup>st</sup> quarter 2019 represented 8.2% of revenue from sales, decreased from the same period last year Baht 0.35 million or 1.1%. The change due decreasing of depreciation expenses.
- Decreasing in finance cost is because all loans was settled since 2018.

Please be informed accordingly.

Sincerely yours,

(Unyarat Pornprakit)  
Director and Chief Executive Officer  
Jubilee Enterprise Public Company Limited

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