

At TMI007/2021

May 14, 2021

Subject: Clarification of the 20% change in net profit for the first quarter of 2021 (1Q2021)

Attention: The President

The Stock Exchange of Thailand

Teera-Mongkol Industry Public Company Limited would like to clarify the operating result of the company and its subsidiaries as follows:

Unit: thousand baht

	1Q2021	1Q2020	Increase/(Decrease)
Sales Revenue	109,436	93,195	16,241
Net Profit(Loss)	1,033	(3,704)	4,737

The operating result in 1Q2021, the net profit was Baht 1.03 million, or an increase of 127.90%, when compared to net profit at Baht 3.70 million in the same quarter last year.

The sales revenue in 1Q2021 was Baht 109.44 million, or an increase of 17.43%, when compared to Baht 93.19 million in the same quarter last year. The reason of the increase in sales revenue was from adjustably and competitively marketing promotions to comply with the situations. Besides, new products were acceptable plentifully, especially energy saving products. Moreover, the inventory of the new products was sufficient to distribute to the market thoroughly. These factors have urged the sales revenue increased gradually in the first quarter of 2021.

The cost of sales in 1Q2021 was Baht 71.01 million, or an increase of 13.50%, when compared to Baht 62.56 million in the same quarter last year. The increase was due to more proportion of the sales revenue.

The cost of distributions in 1Q2021 was Baht 17.81 million, or an increase of 17.68%, when compared to Baht 15.13 million in the same quarter last year. The increased expenses were because of the more expenses in marketing promotions.

As the above reasons, the result of business operation has changed over 20% from the previous year.

Please be informed accordingly.

Best regards,

Theerachai Prasitrattanakorn

Managing Director