



No. AC 012/2021 (PM)

10 August 2021

Subject: Clarification on the difference of the profit (loss) from the same period of the previous year

To: Director

Listing & Disclosure Department, the Stock Exchange of Thailand

According to the business operating results of the Company and its subsidiaries for the three-months period ended 30 June 2021, the Company and its subsidiaries had profit for this period of THB 35.2 million, decreasing from the same period of the previous year by THB 58.8 million. During the period, the Company and its subsidiaries recognized fair value measurement of financial assets from investments in funds and forward contracts, in accordance with Thai Financial Reporting Standard No. 9, about Financial Instruments, so there was an unrealized loss of THB 2.4 million, which was recognized as an unrealized gain of THB 10.5 million in the same period of the previous year, resulting in an increase in loss difference of THB 13.0 million. However, excluding of such items, the Company and its subsidiaries' profit from operating activities shall be THB 51.2 million, compared to the same period last year which had operating profit of THB 105.3 million, decreasing from the same period of the previous year by THB 54.1 million. Such result represents the difference of the Company and its subsidiaries' business operational results for this period from the same period of the previous year of more than 20%. Key changing items are as follows:

Net revenue from sale and service for this period was THB 1,055.3 million, increasing from the same period of the previous year by THB 54.1 million due to an increase in revenue from sales and services in domestic market by THB 39.1 million, mainly from a distribution of consumer products segment, and an increase in revenue from the sales and services in international market by THB 15.0 million, from an increase in sales of food manufacturing segment by THB 12.2 million and an increase in sales of distribution of consumer product segment by THB 2.8 million. The gross profit margin was at 31.8% , decreasing from the same period of the previous year by 0.8% regarding to a decrease in gross profit margin of food manufacturing segment.

Cost of distribution for the period was THB 131.7 million, increasing from the same period of the previous year by THB 35.6 million, with the ratio of distribution costs to sales revenue at 12.5% that increased from the same period of the previous year by 2.9%, mainly due to an increase in advertising costs by THB 23.8 million from the distribution business of consumer products both domestically and internationally, an increase in sales promotion expense by THB 6.3 million, an increase in expenses related to sales staff by





THB 3.3 million, an increase in transportation costs by THB 1.5 million, and an increase in expenses of the distribution center project (Concessionaire) by THB 0.9 million.

Administrative expense for this period was THB 157.8 million, increasing from the same period of the previous year by THB 28.7 million as a result of an increase in personnel expense by THB 24.0 million, from an increase in wage rate and annual remuneration, an increase in marketing data and product development expense by THB 2.6 million, an increase in depreciation and amortization expenses by THB 1.2 million, an increase in system expense by THB 0.7 million, and an increase in other expenses by THB 0.9 million.

Income tax expense for this period was THB 10.8 million, from corporate income tax of THB 12.3 million and deferred income tax presented as income of THB 1.5 million. Corporate income tax in the period decreased by THB 7.5 million from the same period of the previous year, in which, in the period, the Company's tax profit decreased from the previous period because income from dividends received by its subsidiaries was exempted.

Please be informed accordingly.

Yours faithfully,

-Signed-

Mrs. Pensri Dettingeng

Authorized Person

Premier Marketing Public Company Limited

