



No. AC 016/2021 (PM)

9 November 2021

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

To: Directors and Managers The Stock Exchange of Thailand

According to the business operating results of the Company and its subsidiaries for the three-months period ended 30 September 2021, the Company and its subsidiaries had profit for this period of THB 75.2 million, decreasing from the same period of the previous year by THB 41.2 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:

In Q3/2021, the situation of Covid-19 pandemic as well as the use of lockdown and curfew measures to control the epidemic continuously generated negative impact which affected consumption as a whole. Such effects resulted in a decrease in revenue from sales and services in domestic market by THB 26.6 million, while export still had growth in which revenue from sales and services in international market increased by THB 127.1 million. The gross profit margin was at 28.8%, decreasing from the same period of the previous year by 5.7% because of accelerated distribution plan of coffee products enacted in this period.

Cost of distribution for the period was THB 97.6 million, increasing from the same period of the previous year by THB 5.8 million, due to an increase in sales staff expenses of THB 3.8 million, a cost of THB 0.8 million from an opening of MIVANA Flagship Store, a coffee shop prototype with storytelling of "Organic Coffee: to preserve the forest" and building "MIVANA" brand awareness in this period, an increase in transportation expense by THB 0.3 million and an increase in expenses of the distribution center project (Concessionaire) by THB 0.5 million. Ratio of distribution costs to sales revenue of 9.2% decreased from the same period of the previous year by 0.4%,

Administrative expense for this period was THB 106.8 million, increasing from the same period of the previous year by THB 13.0 million as a result of an increase in personnel expense by THB 8.5 million and loss on foreign exchange of THB 5.7 million from the revaluation of foreign currency assets and liabilities while there was a decrease in rental and warehousing expense by THB 0.9 million and vehicle and travelling expense by THB 0.4 million.

The Company and its subsidiaries recognized unrealized gains (losses) from fair value measurement of financial assets, in accordance with Thai Financial Reporting Standard No. 9, about Financial





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PREMIER MARKETING PUBLIC COMPANY LIMITED

Instruments, net of THB (0.9) million, including investment in BKIND mutual fund with a profit of THB 4.4 million, increasing by THB 12.7 million from the same period of the previous year, and loss from a forward contract of THB 5.4 million, increasing from the same period of the previous year of THB 3.7 million. Therefore, there was a net loss, decreasing from the same period of the previous year by THB 8.9 million.

Income tax expense for this period was THB 25.1 million, increasing from the same period of the previous year by THB 1.8 million, mainly from deferred income tax.

Please be informed accordingly.

Yours faithfully,

-Signed-

Mrs. Pensri Dettingeng

Authorized Person

Premier Marketing Public Company Limited