



THAI HA

KASET2021/006

November 11, 2021

Subject : Operating Result for the first 9 months of year 2021, comparing the operating results for the first 9 months of year 2020

To : Chairman and Manager  
The Stock Exchange of Thailand

Thai Ha Public Company Limited (the Company) would like to inform the Operating Result for the first 9 months of year 2021, comparing the operating results for the first 9 months of year 2020 as follows: - .

- **Sales revenue** decreased from 481.00 million baht in the first 9 months of year 2020 to 376.57 million baht in 2021, decreased by 104.43 million baht or -21.71% which is caused by Covid-19 situation outbreak round 3 and round 4 both domestic and export channel revenue.

- **Gross profit margin** increased from 13.41% in the first 9 months of year 2020 to 15.79% in 2021.

- **Selling expenses** increased from 34.86 million baht in the first 9 months of year 2020 to 59.48 million baht in 2021, increased by 24.62 million baht or 70.63% due to Export freight, Trade Agreement fee, sale promotion in 7-eleven and rising in domestic price discount.

- **Administrative expenses** increased from 43.01 million baht in the first 9 months of year 2020 to 47.18 million baht in 2021, increased by 4.17 million baht or 9.70%, increased from amortization of SAP HANA Operating system software and Vendos-VDM Operating system software.

- The company announced a net loss of **50.67 million baht** in the first 9 months of year 2021 comparing to a net loss of 10.75 million baht in 2020.

Yours sincerely,

Thai Ha Public Company Limited

(Mr.Somroek Tangpiroonthum)

Chief Executive Officer

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