บริษัท ซีเฟรชอินดัสตรี จำกัด (มหาชน)
SEAFRESH INDUSTRY PUBLIC COMPANY LIMITED
ทะเบียนเลขที่ 0107537000751

November 15, 2021

Subject: Management Discussion and Analysis for operating results of the third quarter of 2021 which changed over 20% from the previous year.

To: President of the Stock Exchange of Thailand

Seafresh Industry Public Company Limited ("the company") would like to inform the operating results of the company and its subsidiaries for the third quarter of 2021 as follow:

Sales

The company reported sales revenue of the company and its subsidiaries for the third quarter of 2021 is THB 1,737.86 million, increased by THB 250.62 million or 16.85% when compared with the same period of the previous year because of sales volume increased from overseas subsidiaries that received more orders from customers. For the 9-month operating results of 2021, sales revenue of the company and its subsidiaries is THB 4,831.88 million, increased by THB 765.83 million or 18.83% compared to the same period last year. Because the demand for consumption product has increased, as a result, the sales of the Group both domestic and overseas increased.

Net Profit (Loss)

From the consolidated financial statements for the third quarter of 2021, net profit attributable to the Company is THB 104.03 million, while the same period of the previous year, net loss attributable to the Company was THB 146.45 million. Mainly resulted from the effective control of production costs and producing the products with higher gross margins. The cost of sales to sales ratio for the quarter is 85.44%, compared to 96.13% in the same quarter last year. This resulted in gross profit margin increased to 14.56% from 3.87%, including a gain on exchange rate of THB 58.49 million, compared with the same period of the previous year with a gain on exchange rate of THB 8.77 million.

Please be informed accordingly.

Yours faithfully,

Tassanee Youngmeevithya

Director

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