



10 May 2022

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 31 March 2022, the Company and its subsidiaries had profit for this period of THB 85.8 million, decreasing from the same period of the previous year by THB 43 million or 33.3%. 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:

1. Net revenue from sales and services in the period was THB 1,209.2 million, increasing from the same period of the previous year by THB 59.8 million, consisting of;
 - Domestic sales were THB 766.4 million, decreasing from the same period of the previous year by THB 67.8 million due to a decrease in the Company's product distribution by THB 117.5 million, while the revenue from sales of food production business increased by THB 49.7 million due to an increase in coffee business of THB 50.7 million.
 - International sales were THB 442.8 million, increasing from the same period of the previous year by THB 127.6 million. Such increase was mainly from food production of THB 132.2 million while sales from product distribution business decreased by THB 4.6 million.
 - Gross profit margin was 28.4%, decreasing from the same period of the previous year by 3.7%, mainly from higher prices of raw materials and packaged products.
2. Other revenue amounted to THB 9.6 million, increased by THB 0.8 million from the same period of the previous year due to a profit from exchange rate.
3. Distribution costs in the period amounted to THB 138.9 million, increasing from the same period of the previous year by THB 13.2 million, from an increase in oversea advertising expense of THB 14.1 million, a decrease in sales promotion expense of THB 2.5 million, an increase in sales staff expenses of THB 2.6 million due to the adjustment of the annual rate of employment and rewards, MiVana Coffee Flagship Store expense of THB 1.2 million, a decrease in freight expense of THB 2.3 million in line with a decrease in sales revenue and an increase in other expense of THB 0.1 million.
4. Administrative expenses in the period amounted to THB 109.1 million, increasing from the same period of the previous year by THB 10.5 million due to an increase in personnel expenses of THB 6.7 million which were mainly from the adjustment of the annual rate of employment and reward, business management expense in the Republic of China (SZPM) in this period of THB 1.0 million, an increase in market data and product development expense of THB 1.7 million, an increase in vehicle and travelling expenses of





THB 0.4 million, an increase in depreciation expense of THB 0.3 million, a decrease in information system service expense of THB 0.9 million and an increase in other expenses of THB 1.3 million.

5. In the period, the Company and its subsidiaries recognized unrealized gains (losses) from fair value measurement of financial assets as gains of THB 3.4 million, increased by THB 1.8 million from the same period of the previous year.

Please be informed accordingly.

Yours faithfully,

-Signed-

Mrs. Pensri Dettingeng

Authorized Person

Premier Marketing Public Company Limited

