

- Translation -

13 May 2022

Subject: Management's Discussion and Analysis for the Operating Results of the First Quarter of 2022

Attention: The President of the Stock Exchange of Thailand

Exotic Food Public Company Limited (the "Company") would like to submit the financial statements for the first quarter ended March 31st, 2022, which have been reviewed by the independent auditor. The Company's net profit decreased by 9.24% to Baht 95.16 million from Baht 104.85 million in the comparable quarter of 2021. The clarification of the Company operating results is as follows:

Income Statement (in million Baht)	1Q21	1Q22	%YoY
Revenue from sale of goods	351.54	347.75	-1.08%
Cost of sale of goods	(191.73)	(195.55)	1.99%
Gross profit	159.81	152.20	-4.76%
Selling expenses	(22.15)	(19.91)	-10.11%
Administrative expenses	(32.09)	(37.45)	16.70%
Operating profit	105.57	94.84	-10.16%
Net foreign exchange gain/(loss)	1.37	0.34	-75.18%
Other income	2.94	3.05	3.74%
Earnings before interest and taxes	109.88	98.23	-10.60%
Finance costs	(0.40)	(0.39)	-2.50%
Profit before income tax expense	109.48	97.84	-10.63%
Income tax expense	(4.63)	(2.68)	-42.12%
Profit for the period	104.85	95.16	-9.24%

Revenue from Sales

During the 1st quarter of 2022, the Company booked the total revenue from sales in the amount of Baht 347.75 million, which resulted in a decrease of Baht 3.79 million or 1.08%. Such decrease was due to the fact that many countries in Europe have begun to lift and/or ease restrictions in relation to COVID-19 by allowing people to resume their normal lives, which is expected to affect the Company's product sales in the short term due to the minimized cooking at home.

	1Q21	1Q22	%YoY
Sales volume (Ton)			
- Euro	254	330	29.92%
- United States dollar	764	831	8.77%
- Thailand baht	3,053	2,989	-2.10%
Total sales volume (Ton)	4,071	4,150	1.94%
Average FX			
- THB/EUR	36.06	36.65	1.64%
- THB/USD	30.07	32.86	9.28%

Cost of Sales

Cost of sales for the 1st quarter of 2022 was Baht 195.55 million which increased in the amount of Baht 3.82 million or 1.99% as compared with the same period of 2021. This increase was in line with sales volume.

Gross Profit Margin

During the 1st quarter of 2022, gross profit margin is 43.77%, which decreased from 45.46% as compared to the same quarter of 2021. Such decrease stemmed from rising prices of raw materials and the cost of packaging.

Selling Expenses

Selling expenses for the 1st quarter of 2022 were Baht 19.91 million, which decreased Baht 2.24 million or 10.11% from the same period of 2021. Such decrease was due to the cancelation of a brokers' commission.

Administrative Expenses

Administrative expenses for the 1st quarter of 2022 were Baht 37.45 million, which increased by Baht 5.36 million or 16.7% from the same period of 2021. Such increase stemmed from an increase in staff costs and loss from fair value adjustment on financial assets.

Net Profit

The Company's net profit for the 1st quarter of 2022 was Baht 95.16 million, which decreased by 9.24% from Baht 104.85 million recorded in the same quarter of 2021. Such decrease stemmed from a decrease in gross profit margin and an increase in administrative expenses.

Please be informed accordingly.

Sincerely yours,

-Signed-

(Ms. Vasana Jantarach)

Managing Director