



9 August 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-month period ended 30 June 2022, the Company and its subsidiaries had profit for this period of THB 26.9 million, decreasing from the same period of the previous year by THB 8.3 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 percent. Key changing items are as follows:

1. Net revenue from sales and services in the period was THB 1,262.3 million, net increasing from the same period of the previous year by THB 207.0 million, consisting of;

- Domestic sales were THB 774.1 million, net increasing from the same period of the previous year by THB 22.0 million due to an increase in revenue from product distribution business by THB 12.9 million and food production business by THB 9.1 million.

- International sales were THB 488.2 million, increasing from the same period of the previous year by THB 185.0 million. Such increase was mainly from food production business of THB 181.1 million and product distribution business of THB 3.9 million.

- Gross profit margin was at 27.0 percent, decreasing from the same period of the previous year by 4.8 percent, mainly from gross profit margin of food production business, which had higher prices of raw materials and packaged products.

2. Other revenue amounted to THB 5.6 million, increased by THB 0.8 million from the same period of the previous year.

3. Distribution costs in the period amounted to THB 149.4 million, increasing from the same period of the previous year by THB 17.7 million, from an increase in oversea advertising expense in the People's Republic of China of THB 9.7 million, an increase in sales promotion expense of THB 1.8 million, distribution channel expense of THB 3.9 million and during the period, there was an opening of MiVana Coffee, Baan Sathon.

4. Administrative expenses in the period amounted to THB 128.9 million, decreasing from the same period of the previous year by THB 28.9 million due to personnel expenses related to the adjustment of the annual rate of employment and reward.





5. In the period, the Company and its subsidiaries recognized unrealized gains (losses) from fair value measurement of financial assets as losses of THB 15.9 million.

Please be informed accordingly.

Yours faithfully,

-Signed-

Mrs. Pensri Dettingeng

Authorized Person

Premier Marketing Public Company Limited

