



14 February 2023

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 year ended 31 December 2022, the Company and its subsidiaries had profit for this period of THB 275.4 million, decreasing from the same period of the previous year by THB 69.1 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 5,029.5 million, increasing from the same period of the previous year by THB 665.2 million or 15.2 percent, consisting of;

- Domestic sales were THB 3,203.0 million, increasing from the same period of the previous year by THB 99.0 million due to an increase in revenue from food production business by THB 118.0 million and a decrease in consumer product distribution business by THB 19.0 million.

- International sales were THB 1,826.0 million, increasing from the same period of the previous year by THB 566.0 million. Such increase was from food production business of THB 568.0 million and product distribution business decreased by THB 2.0 million.

- Gross profit margin was at 28.0 percent, decreasing from the same period of the previous year by 3.0 percent, mainly from an increase in production cost.

2. Other revenue amounted to THB 20.8 million, decreased by THB 1.2 million from the same period of the previous year.

3. Distribution costs in the period amounted to THB 592.3 million, increasing from the same period of the previous year by THB 128.9 million, mainly from an oversea advertising expense of Taro products in the People's Republic of China and expense for an opening of MiVana Coffee, Baan Sathon.

4. Administrative expenses in the period amounted to THB 487.7 million, increasing from the same period of the previous year by THB 10.4 million, mainly from an increase in information expense of THB 5.6 million and an increase in tax expense of THB 3.8 million.





5. In the period, the Company and its subsidiaries recognized unrealized gains from fair value measurement of financial assets of THB 17.3 million which was gains from fair value measurement of BKIND fund of THB 3.6 million and financial assets from forward foreign exchange contracts amounting to THB 13.7 million.

Please be informed accordingly.

Yours faithfully,

-Signed-

Mrs. Pensri Dettingeng

Authorized Person

Premier Marketing Public Company Limited

