



Ref. APURE 005/2022

February 24, 2022

Subject: Financial Position and Operating Performance of year 2022

Attention : The Director and President of the Stock Exchange of Thailand

Financial Position and Operating Performance of year 2022

Revenue from Sales

The Company and its subsidiaries' total revenue from sales for the year 2022 totaled 1,980.66 million baht, 2,329.81 million baht, and 2,114.86 million baht for year 2020, 2021, and 2022 respectively. In the year 2022, the Company's sales decreased because the main raw material which is sweet corn can be harvested late due to inclement weather. As a result it unable to operate fully capacity and fully exportable

Detail of Domestic and Export Sales

	2020	2021	2022
Export Sales			
• Canned sweet corn (RKI)	1,570.32	1,964.23	1,790.07
• Fresh vegetable and fruit (AF)	68.36	42.84	34.40
• Pouched sweet corn (RKI)	173.18	157.65	142.59
<b>Total</b>	<b>1,811.86</b>	<b>2,164.72</b>	<b>1,967.06</b>
Domestic Sales			
• Canned sweet corn (RKI)	28.67	35.53	54.75
• Seeds (SCP)	47.74	33.18	19.29
• Others (RKI)	73.57	76.88	70.58

	2020	2021	2022
• Pouched sweet corn (RKI)	3.84	2.20	1.57
• Fresh vegetable and fruit (AF)	14.99	17.30	1.61
<b>Total</b>	<b>168.81</b>	<b>165.09</b>	<b>147.80</b>
<b>Total domestic and export sales</b>	<b>1,980.67</b>	<b>2,329.81</b>	<b>2,114.86</b>

#### Costs of Sale

The company has cost of sales of 1,450.62 million baht, 1,650.06 million baht, and 1,636.82 million baht in year 2020, 2021, and 2022 respectively. The cost of sales to revenue from sale ratio is 73.24 %, 70.82 % and 77.04 %, for year 2020, 2021, and 2022 respectively. The main reason is that in 2022, the company has increased variable costs such as raw material prices (sweet corn), canned prices, which are an important proportion of costs. and the production volume was lower than the same quarter of the previous year.

#### Gross profit

The company has gross profit of 530.05 million baht, 679.75 million baht and 478.04 million baht in year 2020, 2021, and 2022 respectively. Gross profit margin is 26.76%, 29.81% and 22.60% for year 2020, 2021, and 2022 respectively. The gross profit decreased in the same direction as the revenue decreased as well.

#### SG&A

SG&A of the Company consisted of salary and wages and overtime payment, employees' benefit, management fee, maintenance fee, utility expenses and etc. The company has SG&A of 222.10 million baht, 317.01 million baht and 266.19 million baht in year 2020, 2021, and 2022 respectively. SG&A ratio is 11.21%, 13.67% and 12.59% for year 2020, 2021, and 2022 respectively. In the year 2022, The company has closed the forward contract as a result in lower administrative expenses.



Net Profit (Loss) for the Period (Attributable to Equity Holders of the Company)

The company has net profit (Attributable to Equity Holders of the Company) of 319.62 million baht, 297.22 million baht and 230.64 million baht in year 2020, 2021, and 2022 respectively. Net Profit margin is 16.14%, 12.81% and 10.91% for year 2020, 2021, and 2022 respectively. The company has closed the forward contract resulting in lower administrative expenses.

Please be informed accordingly.

Sincerely yours,

Miss Sineemas Sotpiparpnukul

Chief Executive Officer