



February 28, 2023

Subject : Clarification of the operating results for the year 2022

To : The President
The Stock Exchange of Thailand

TVD Holdings Public Company Limited ("the Company") would like to clarify the operating results for the year 2022 ended December 31, 2022 as per the consolidated financial statement audited by the Certified Auditor as follows:-

(Unit : Million Baht)	Year 2022	Year 2021	Increase (Decrease)	% Change
Revenues from sale and services	2,119.72	2,729.58	(609.86)	(22.34%)
Cost of goods sold and services	1,195.90	1,654.98	(459.08)	(27.74%)
Gross profit	923.82	1,074.60	(150.78)	(14.03%)
Other income	27.24	26.49	0.75	0.03
Profit befor expenses	951.06	1,101.09	(150.03)	(13.63%)
Media Costs	495.41	449.19	46.22	10.29%
Distribution Costs	627.89	748.03	(120.14)	(16.06%)
Administrative expenses	299.87	214.82	85.05	39.59%
Profit (loss) for period	(395.85)	(265.71)	(130.14)	(48.98%)
Profit (loss) attributable to the equity holders of company	(348.61)	(259.82)	(88.79)	(34.17%)

1. Revenues from sales and services

The Company had revenue from sales and services in the year 2022 amounting to 2,119.72 Million Baht, a decrease of 609.86 Million Baht or 22.34% from the same period last year. The main reason was due to the impact of the economic slowdown. As a result, the purchasing orders from customers dramatically decreased compare to the previous year. The Company tries to increase marketing in all distribution channels to maintain as much sales as possible. The trend in 2023, the Company expects that it will be able to increase sales significantly.

2. Cost of Goods Sold and Gross Profit

The Company's Cost of Goods Sold in the year 2022 was 1,195.90 Million Baht, a decrease of 459.08 Million Baht or 27.74% from the same period last year, which is less than the percentage decrease in revenue. As a result, the Gross Profit margin to sale for the year 2022 was 43.58%, higher than the same period last year with a Gross Profit margin of 39.37%. The Gross Profit margin increase due to more efficiency in Cost of Goods Sold management.

3. Media costs

The Company had media costs in the year 2022 of 495.41 Million Baht, an increase of 46.22 Million Baht or 27.74% from the same period last year. The main reason is due to the purchase of TV advertising media increased from the previous year, both on digital TV and satellite TV and all online media channels as to increase sales.

4. Distribution costs

The Company had distribution costs for the year 2022 of 627.89 Million Baht, a decrease of 120.14 Million Baht or 16.06% from the same period last year. The main reason is due to reduced sales which the Company will continue to reduce the cost further.

5. Administrative expenses

The Company's administrative expenses for the year 2022 was 299.87 Million Baht, an increase of 85.05 Million Baht or 39.59% from the same period last year, which increased from the subsidiaries that the Company invested in the end of year 2021.

6. Net Profit (loss)

The Company had a net loss attributable to the parent company in the year 2022 of 348.61 Million Baht, loss increased from the same period last year in the amount of 88.79 Million Baht or 34.17%. The main reason is the decrease in sale resulting from the impact of the economic slowdown. The Company has adjusted its sales plan by increasing sales through online channels both platform ecommerce, social commerce and Live commerce, including product management and sourcing policies that meets the needs of customers (Product-Driven company).

Please be informed accordingly.

Yours faithfully,

(Mr. Wichian Manapongpun)

Company Secretary