



KASET-BOD 2023/008

13 November 2023

Subject: Operating Result for the nine-month period ended 30 September 2023, comparing the operating results for the nine-month period ended 30 September 2022.

To: President
The Stock Exchange of Thailand

Thai Ha Public Company Limited (the Company) would like to inform the Operating Result for the nine-month period ended 30 September 2023, comparing the operating results for the nine-month period ended 30 September 2022 as follows: -

- **Sales revenue** increased from 344.99 million baht in the first nine-month of 2022 to 345.49 million baht in 2023, increased by 0.50 million baht or 0,14%.

- **Gross Profit Margin** decreased from 16.73% in the first nine-month of 2022 to 11.25% in 2023 caused by the increase of unit cost of production.

- **Selling expenses** decreased from 48.84 million baht in the first nine-month of 2022 to 23.04 million baht in 2023, decreased by 25.81 million baht or 52.83% due to the termination of the product agreement and distribution contract with a distributor during the year 2022, resulting in decreased distribution costs.

- **Administrative expenses** increased from 51.07 million baht in the first nine-month of 2022 to 65.31 million baht in 2023, increased by 14.24 million baht or 27.89%, due to the subsidiary's operations and increase in manpower to sever the business's plan.

The group announced a net loss for in the first nine-month of 2023 was -56.27 million baht or net loss increased 43.58%, compared to net loss -39.19 million baht (before the restatement from business combination in 2022) in the first nine-month of 2022 from the aforesaid reasons.

Yours sincerely,

Thai Ha Public Company Limited

(Mr. Somroek Tangpiroonthum)

Authorized Director, Chief Executive Officer, Chief Financial Officer