



No.AC 010/2023 (PM)

6 November 2023

Subject: Clarification on the difference of the profit (loss) from the same period of the previous year as of 30 September 2023

According to the business operating results of the Company and its subsidiaries for the three-month period ended 30 September 2023, the Company and its subsidiaries had profit for this period of THB 81.7 million, increasing from the same period of the previous year by THB 7.2 million or 9.7 percent. Key changing items are as follows:

1. Net revenue from sales in the period was THB 985.7 million, decreasing from the same period of the previous year by THB 293.7 million or 23.0 percent, consisting of;

- Domestic sales were THB 619.7 million, decreasing from the same period of the previous year by THB 157.7 million, mainly from consumer product distribution business of THB 143.0 million, which were the products of the company decreased by THB 58.1 million and the products that the company was the major distributor decreased by THB 115.3 million due to cancellation of distribution while the product group that the Company was still a distributor increased by THB 30.4 million, food production business of THB 14.0 million and warehouse, and cold storage and service business of THB 0.7 million.

- International sales were THB 366.0 million, decreasing from the same period of the previous year by THB 136.0 million. Such decrease was from food production business of THB 131.0 million while product distribution business in the Republic of China decreased by THB 5.0 million.

Gross profit margin was at 32.6 percent, increasing from the same period of the previous year which was 28.9 percent. The main factor was from a decrease in production cost.

2. Other revenue amounted to THB 0.4 million, decreasing by THB 4.5 million from the same period of the previous year, resulting from a decrease in tax card income from foreign sales of food production business.

3. Distribution costs in the period amounted to THB 111.1 million, decreasing from the same period of the previous year by THB 45.0 million, mainly from oversea advertising expense decreased by THB 27.5 million, domestic advertising expense decreased by THB 6.7 million, sales related expense decreased by THB 5.5 million, transportation expense decreased by THB 4.7 million, other expense decreased by THB 0.6 million and sales promotion expense decreased by THB 0.6 million.

4. Administrative expenses in the period amounted to THB 107.5 million, decreasing from the same period of the previous year by THB 1.6 million.



5. In the period, there was recognized unrealized loss from fair value measurement of financial assets of THB 5.2 million, which was in accordance with the financial reporting standards on financial instruments, while there was THB 12.9 million in the same period of the previous year.

6. Income tax expense for the period amounted to THB 17.9 million, decreasing by THB 3.2 million from the same period of the previous year due to the Company's income tax expense decreased by THB 2.6 million and its subsidiaries' decreased by THB 0.6 million.

Please be informed accordingly.

Yours faithfully,

-Signed-

Mrs. Pensri Dettingeng

Authorized Person

Premier Marketing Public Company Limited

