

- Translation -

13 November 2023

Subject: Management's Discussion and Analysis for the Operating Results of the Third Quarter of 2023

Attention: The President of the Stock Exchange of Thailand

Exotic Food Public Company Limited (the "Company") would like to submit the financial statements for the third quarter ended September 30<sup>th</sup>, 2023, which have been reviewed by the independent auditor. The Company's net profit increased by 262.79% or equal to Baht 248.15 million as compared to the same quarter of 2022 which was recorded at Baht 68.40 million. During the 9M23, the Company recorded the net profit of Baht 557.45 million, which increased by 115.76%, as compared to the 9M22's net profit of Baht 258.37 million. The clarification, along with a summary of the Company's operating results are shown in the table below:

Income Statement (million Baht)	3Q22	2Q23	3Q23	% YoY	% QoQ	9M22	9M23	% YoY
Revenue from sale of goods	329.14	616.26	698.96	112.36%	13.42%	1,068.51	1,710.17	60.05%
Cost of sale of goods	(198.24)	(318.97)	(362.29)	82.75%	13.58%	(621.52)	(901.11)	44.98%
Gross profit	130.90	297.29	336.67	157.20%	13.25%	446.99	809.06	81.00%
Selling expenses	(16.75)	(26.78)	(22.33)	33.31%	-16.62%	(56.96)	(71.85)	26.14%
Administrative expenses	(42.66)	(53.12)	(52.44)	22.93%	-1.28%	(116.06)	(153.40)	32.17%
Operating profit	71.49	217.39	261.90	266.34%	20.47%	273.97	583.81	113.09%
Net foreign exchange gain/(loss)	4.13	3.69	5.15	24.70%	39.57%	5.58	10.82	93.91%
Other income	2.85	1.54	3.43	20.35%	122.73%	11.19	7.48	-33.15%
Other Loss	(7.81)	(6.83)	(6.19)	-20.74%	-9.37%	(21.70)	(25.65)	18.20%
Earnings before Interest and taxes	70.66	215.79	264.29	274.03%	22.48%	269.04	576.46	114.27%
Financial expense	(0.39)	(1.04)	(0.73)	87.18%	-29.74%	(1.14)	(3.08)	170.18%
Profit before income tax expense	70.27	214.75	263.56	275.07%	22.73%	267.90	573.38	114.03%
Income tax expense	(1.87)	(1.91)	(15.41)	724.06%	706.81%	(9.53)	(15.93)	67.16%
<b>Profit for the period</b>	<b>68.40</b>	<b>212.84</b>	<b>248.15</b>	<b>262.79%</b>	<b>16.59%</b>	<b>258.37</b>	<b>557.45</b>	<b>115.76%</b>

### Revenue from Sales

In 3Q23, the Company's total revenue from sales was Baht 698.96 million, which increased by Baht 369.82 million or 112.36% when compared with the same period in 2022. Such increase stemmed from an increase in sales volume of sauces and condiments in Europe and Americas as well as an increase in products' selling prices.

The total revenue from sales during 9M23 was recorded at Baht 1,710.17 million which resulted in an increase of Baht 641.66 million or 60.05%. Such increase stemmed from an increase in sales volume of sauces and condiments in Europe and Americas as well as an increase in products' selling prices.

	3Q22	2Q23	3Q23	% YoY	% QoQ	9M22	9M23	% YoY
<b>Sales volume (Ton)</b>								
- Euro	264	316	291	10.23%	-7.91%	896	903	0.78%
- United States dollar	1,285	2,410	4,304	234.94%	78.59%	3,028	7,730	155.28%
- Thailand baht	2,308	3,877	3,440	49.05%	-11.27%	8,627	10,351	19.98%
<b>Total sales volume (Ton)</b>	<b>3,857</b>	<b>6,603</b>	<b>8,035</b>	<b>108.32%</b>	<b>21.69%</b>	<b>12,551</b>	<b>18,984</b>	<b>51.25%</b>
<b>Average FX</b>								
- THB/EUR	36.22	37.09	36.08	-0.39%	-2.72%	36.70	36.36	-0.93%
- THB/USD	36.21	34.29	34.97	-3.42%	1.98%	34.43	34.32	-0.32%

### Cost of Sales

Cost of sales in 3Q23 was Baht 362.29 million which increased by Baht 164.05 million or 82.75% as compared to the same period in 2022. Such increase was in line with an increase in sales volume.

During 9M23, the Company recorded the cost of sales in the amount of Baht 901.11 million which increased by Baht 279.59 million or 44.98% as compared to 9M22. Such increase was in line with an increase in sales volume.

### Gross Profit Margin

Gross profit margin has increased to 48.17% in 9Q23 as compared to the same period of last year. This is because the customers' purchase orders had increased, and as a result, the overall utilization rate was higher, and consequently, the production cost per unit has decreased. Moreover, the company also raised products' price during 1Q23.

In 9M23, the Company's gross profit margin was 47.31%, which increased from 9M22 or at 41.83%. This is because the customers' purchase orders had increased, and as a result, the overall utilization rate was higher, and consequently, the production cost per unit has decreased. Moreover, the company also raised products' price during 1Q23.

### Selling Expenses

Selling expenses in 3Q23 were Baht 22.33 million which increased by Baht 5.58 million or 33.31% as compared to the same period in 2022. Such increase was in line with an increase in sales volume and promotional expenses.

In 9M23, the Company's selling expenses were Baht 71.85 million which increased by Baht 14.89 million or 26.14% when compared with 9M22. Such increase was in line with an increase in sales volume and promotional expenses.

#### **Administrative Expenses**

Administrative expenses in 3Q23 were Baht 52.44 million, which increased by Baht 9.78 million or 22.93% as compared to the same quarter of last year. Such increase stemmed from an increase in staff costs and other related fees.

In 9M23, the administrative expenses were Bath 153.40 million, which increased by Baht 37.34 million or 32.17% as compared to 9M22. Such increase was due to an increase in staff costs, expenses related to ERP system, travelling expenses, and other related fee.

#### **Other Losses**

Other losses in 3Q23 and 9M23 was Baht 6.19 million and Baht 25.65 million, respectively. Such losses derived from fair value adjustments of investments in unit trusts.

#### **Net Profit**

The Company's 3Q23 net profit was Baht 248.15 million, which increased by 262.79% when compared with 3Q22. Such increase stemmed from an increase in revenue from sales and gross profit margin.

In 9M23, the Company's net profit was Baht 557.45 million, which increased by 115.76% when compared with 9M22. Such increase stemmed from an increase in revenue from sales and gross profit margin.

Please be informed accordingly.

Sincerely yours,

*-Signed-*

(Mr.Jittiporn Jantarach)  
Managing Director