



No.AC 002/2024 (PM)

15 February 2024

Subject: Clarification on the difference of the profit (loss) from the same period of the previous year
To : Director
Listing & Disclosure Department, the Stock Exchange of Thailand

According to the business operating results of the Company and its subsidiaries for the year period ended 31 December 2023, the Company and its subsidiaries had profit for this period of THB 392.2 million, increasing from the same period of the previous year by THB 116.7 million or 42.4 percent. Key changing items are as follows:

1. Revenue from sales in the year as THB 4,245.9 million, decreasing from the same period of the previous year by THB 782.7 million or 15.6 percent, consisting of;

- Domestic sales were THB 2,749.0 million, decreasing from the previous year by THB 454.0 million, mainly from consumer product distribution business of THB 331.0 million, which were the products of the Company and the products that the Company canceled as a distributor, and from food production business of THB 122.0 million, mainly from coffee business,

- International sales were THB 1,497 million, decreasing from the previous year by THB 329.0 million. Such decrease was from food production business of THB 327.0 million while product distribution business decreased by THB 2.0 million.

Gross profit margin was at 31.9 percent, increasing from the previous year which was 28.0 percent. The main factor was from a decrease in food production cost.

2. Distribution costs in the period amounted to THB 429.0 million, decreasing from the same period of the previous year by THB 163.3 million, mainly from advertising expense in the Republic of China decreased by THB 100 million, domestic advertising expense decreased by THB 33.0 million, transportation expense decreased by THB 22.9 million, and sales related expense decreased by THB 7.4 million.

3. Administrative expenses in the year amounted to THB 435.7 million, decreasing from the same period of the previous year by THB 22.3 million, from platform service fee of a subsidiary in the Republic of China decreased by THB 12.1 million and donation expensed decreased by THB 9.6 million.

4. Unrealized loss from fair value measurement of financial assets of THB 8.1 million, which was in accordance with the financial reporting standards on financial instruments.



5. Income tax expense amounted to THB 98.2 million, increasing by THB 20.2 million from the previous year due to the Company's income tax expense increased by THB 9.0 million and its subsidiaries' increased by THB 11.2 million, from tax exemption rights from some investment promotion certificates expiring in the current year.

Please be informed accordingly.

Yours faithfully,

-Signed-

Mrs. Pensri Dettingeng

Authorized Person

Premier Marketing Public Company Limited