

- Translation -

20 February 2024

Subject: Management's Discussion and Analysis for the Operating Results of the Fiscal Year 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 fiscal year ended December 31st, 2023, which have been audited by an independent auditor. The Company's net profit increased by 130.79% to Baht 785.04 million as compared to Baht 340.16 million in 2022. The abovementioned changes are summarized in the table below.

Unit : million Baht	2022	2023	% YoY
Revenue from sale of goods	1,454.66	2,521.09	73.31%
Cost of sale of goods	(853.12)	(1,342.35)	57.35%
Gross profit	601.54	1,178.74	95.95%
Selling expenses	(80.70)	(129.57)	60.56%
Administrative expenses	(174.47)	(216.55)	24.12%
Operating profit	346.37	832.62	140.38%
Net foreign exchange gain/(loss)	(4.22)	0.31	-107.35%
Other income	25.71	12.45	-51.58%
Other Loss	(12.05)	(33.96)	181.83%
Earnings before interest and taxes	355.81	811.42	128.05%
Financial expense	(2.08)	(3.72)	78.85%
Profit before income tax expense	353.73	807.70	128.34%
Income tax expense	(13.57)	(22.66)	66.99%
Profit for the period	340.16	785.04	130.79%

Revenue from Sales

In 2023, the Company's revenue from sales was Baht 2,521.09 million, which increased by Baht 1,066.43 million or 73.31% when compared with the revenue from sales in 2022. Such increase stemmed from market expansion in Europe and America. By the end of 2023, the Company's products are sold in more

than 1,500 modern trade retail stores in the United States. In addition, the Company has increased product selling prices since the first quarter of 2023.

	2022	2023	% YoY
Sales volume (Ton)			
- Euro	1,237	1,395	12.77%
- United States dollar	4,212	12,401	194.42%
- Thailand baht	11,739	14,505	23.56%
Total sales volume (Ton)	17,188	28,301	64.66%
Average FX			
- THB/EUR	36.44	37.20	2.09%
- THB/USD	34.85	34.60	-0.72%

Cost of Sales

Cost of sales in 2023 has increased by Baht 489.23 million or 57.35% from the previous year to Baht 1,342.35 million. Such increase was in line with an increase in sales.

Gross Profit Margin

Gross profit margin increased from 41.35% in 2022 to 46.76% in 2023. 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 since the first quarter of 2023.

Selling Expenses

Selling expenses for the fiscal year 2023 were Baht 129.57 million which increased by Baht 48.87 million or 60.56% from the previous year. Such increase was in line with an increase in sales volume, promotional expenses and sales incentives.

Administrative Expenses

Administrative expenses for the fiscal year 2023 were Baht 216.55 million, which increased by Baht 42.08 million or 24.12% as compared to the previous year. Such increase was due to an increase in staff costs, expenses related to ERP system, travelling expenses, and other related fees.

Other Losses

Other losses in 2023 was Baht 33.96 million. Such losses derived from fair value adjustments of investments in unit trusts.

Net Profit

The Company's net profit for the fiscal year 2023 was Baht 785.04 million, which increased by 130.79% as compared with the net profit in 2022. Such increase stemmed from an increase in revenue from sales and gross profit margin.

Please be informed accordingly.

Sincerely yours,

-Signed-

(Ms.Vasana Jantarach)

Managing Director