

May 13,2024

Dear Director and The Manager of SET

Re: Clarification of the Operating Result for Quarter 1/2024

Thai economic conditions in the 1st quarter of 2024 have remained facing the limitations of recovery. Though there were underpinning factors from the recovery of the tourism sector, especially the return of Chinese tourists, industrial production continued to shrink. Private consumption and investment remained stable. Household debt problems remained chronically high as well as rising interest rates, these affected the purchasing power of consumers. Even though the government has issued economic stimulus measures under Easy E-Receipt Program for 2024 Tax Deduction up to Baht 50,000 for goods purchase and services. Public spending continued to slow due to delayed fiscal 2024 budget disbursements. Therefore, various economic stimulus measures had not yet been fully enforced. Meanwhile, the export sector expanded at a limited pace in the midst of a relatively low global economic growth. According to the above-mentioned economic factors, the Company's sales amount was Baht 226.69 million. It decreased Baht 2.24 million or equivalent to 0.98% from the same period last year. Cost of goods sold was Baht 115.21 million. It decreased Baht 8.92 million or equivalent to 7.18% from the same period last year. The cost of goods sold decreased from 54.22% in the previous year to 50.82% or decreased 3.40%, due to the sales of low-cost goods in greater proportions. Total distribution cost was Baht 84.36 million, representing an increase of Baht 10.44 million or equivalent to 14.12%. It gained from an increase in the category of marketing expenses, which included media expenses, advertising activities and product publicity to create awareness. There were decoration costs, renovation of existing and new points of sale. Administrative expenses amounted to Baht 32.33 million. It decreased Baht 1.15 million or equivalent to 3.43% which came from effective control of spending in various categories.

Other revenues were Baht 2.39 million, which decreased Baht 0.38 million from last year or equivalent to 13.69 %. This was revenue from reimbursement of expenses, which was a promotional support from suppliers. There was also a profit from measuring the fair value of other current financial assets, which was a short-term investment of Baht 0.77 million. It increased Baht 0.35 million from last year. There was also a profit from the disposal of investments in subsidiaries; Amatissimo Co., Ltd. amounted Baht 11.19 million. After all items have been added and subtracted, the Company gained profit from operating activities of Baht 9.14 million. It increased Baht 8.54 million or equivalent to 1,427.76%.

Financial income was Baht 0.08 million. It decreased Baht 0.02 million or equivalent to 16.30% according to a decrease of deposit amount. Financial cost, which consisted of interest expense under the lease agreement and interest expense on loan, amounted to Baht 0.25 million. It

decreased Baht 0.07 million or equivalent to 21.27%. According to the reasons as mentioned above, it's a result that the Company has earned a profit before income tax amounted Baht 8.97 million. It increased Baht 8.59 million or equivalent 2,290.67 %. The Company's income tax revenue amounted Baht 0.31 million, net profit was Baht 9.27 million representing an increase of Baht 9.22 million or equivalent to 16,458.93% compared to the same period last year.

Very truly yours,

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Mrs, Teerada Ambhanwong

Managing Director&CEO