



No.AC005/2024 (PM)

9 May 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 three-month period ended 31 March 2024, the Company and its subsidiaries had profit for this period of THB 125.2 million, increasing from the same period of the previous year by THB 31.2 million or 33.1 percent. Such result represents the difference of the Company and its subsidiaries' business operational results for this period from the same period of the previous year of more than 20 percent. Key changing items are as follows:

1. Revenue from sales in the year is THB 1,072.2 million, decreasing from the same period of the previous year by THB 26.2 million or 2.4 percent, consisting of;

- Domestic sales are THB 636.0 million, decreasing from the same period of the previous year by THB 155.0 million, due to consumer product distribution business of THB 150.0 million, from products of the Company and products distributed by the Company, which is the fish sauce product group that has been discontinued from distribution, causing overall sales to decrease, and food production business of THB 5.0 million, mainly from coffee business. However, at the beginning of the year 2024, the Company will distribute the Calbee and hair care and beauty product groups.

- International sales are THB 436.0 million, increasing from the previous year by THB 129.0 million. Overall, exports grew due to increased export volumes and the positive factor of a higher exchange rate from the first quarter of 2023, at an average of THB 2/USD. Such increase result from sales of food production business of THB 126.0 million mainly from pet food business, and product distribution business of THB 3.0 million from Taro products.

Gross profit margin is at 34.4 percent, increasing from the previous year which was 29.7 percent. The main factor is from a decrease in food production cost, due to the decreased price of raw materials, compared to the previous period. In addition, production costs have been managed more efficiently and there is a positive factor from exchange rates from foreign sales.

2. Distribution costs in the period amount to THB 97.9 million, decreasing from the same period of the previous year by THB 8.1 million, mainly from advertising expense decreased by THB 9.7 million, transportation cost decreased by THB 1.3 million, and sales related expense increased by THB 2.9 million.



3. Administrative expenses in the period amounts to THB 108.1 million, increasing from the previous period by THB 4.7 million, from personnel expense increased by THB 3.1 million, loss from exchange rate increased by THB 1.8 million, and other administrative decreased by THB 0.2 million.

4. Unrealized loss from fair value measurement of financial assets is THB 16.0 million, consisting of the fair value measurement of foreign exchange contract and the fair value measurement of equity investment units, which is in accordance with the financial reporting standards on financial instruments.

5. Income tax expense amounts to THB 27.1 million, increasing from the previous period by THB 5.5 million due to the Company and the subsidiaries' income tax expense.

Please be informed accordingly.

Yours faithfully,

-Signed-

Mrs. Pensri Dettingeng

Authorized Person

Premier Marketing Public Company Limited