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13 May 2024

Subject: Management's Discussion and Analysis for the Operating Results of the First Quarter of 2024

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 first quarter ended March 31<sup>st</sup>, 2024, which have been reviewed by the independent auditor. The Company's net profit increased by 173.32% to Baht 263.67 million from Baht 96.47 million in the comparable quarter of 2023. The clarification of the Company operating results is as follows:

<b>Income Statement (in million Baht)</b>	<b>1Q23</b>	<b>1Q24</b>	<b>% YoY</b>
Revenue from sale of goods	394.95	709.09	79.54%
Cost of sale of goods	(219.85)	(353.00)	60.56%
Gross profit	175.10	356.09	103.36%
Selling expenses	(22.74)	(29.91)	31.53%
Administrative expenses	(47.84)	(50.58)	5.73%
Operating profit	104.52	275.60	163.68%
Net foreign exchange gain/(loss)	1.98	7.77	292.42%
Other income	2.51	4.16	65.74%
Other loss	(12.62)	(13.79)	9.27%
Earnings before interest and taxes	96.39	273.74	183.99%
Finance costs	(1.31)	(0.56)	-57.28%
Profit before income tax expense	95.08	273.18	187.32%
Income tax expense	1.39	(9.51)	-784.17%
<b>Profit for the period</b>	<b>96.47</b>	<b>263.67</b>	<b>173.32%</b>

### **Revenue from Sales**

During the 1<sup>st</sup> quarter of 2024, the Company booked the total revenue from sales in the amount of Baht 709.09 million, which resulted in an increase of Baht 314.14 million or 79.54%. Such increase stemmed from an increase in sales volume of sauces and condiments in Europe.

	1Q23	1Q24	% YoY
<b>Sales volume (Ton)</b>			
- Euro	296	493	66.55%
- United States dollar	1,016	2,190	115.55%
- Thailand baht	3,034	4,618	52.21%
<b>Total sales volume (Ton)</b>	<b>4,346</b>	<b>7,301</b>	<b>67.99%</b>
<b>Average FX</b>			
- THB/EUR	35.97	38.29	6.45%
- THB/USD	33.71	35.44	5.13%

### **Cost of Sales**

Cost of sales for the 1<sup>st</sup> quarter of 2024 was Baht 353 million which increased in the amount of Baht 133.15 million or 60.56% as compared with the same period in 2023. This increase was in line with sales volume.

### **Gross Profit Margin**

During the 1<sup>st</sup> quarter of 2024, gross profit margin was 50.22%, which increased from 44.33% as compared to the same period 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. In addition, the proportion of revenue from sales of high-margin product also increased and Baht had depreciated.

### **Selling Expenses**

Selling expenses for the 1<sup>st</sup> quarter of 2024 were Baht 29.91 million, which increased by Baht 7.17 million or 31.53% from the same period in 2023. Such increase was in line with an increase in revenue from sales and promotional expenses.

### **Administrative Expenses**

Administrative expenses for the 1<sup>st</sup> quarter of 2024 were Baht 50.58 million, which increased by Baht 2.74 million or 5.73% from the same period of 2023. Such increase stemmed from an increase in staff costs.

### **Other Losses**

Other losses in the 1<sup>st</sup> quarter of 2024 was Baht 13.79 million. Such losses caused by losses from fair value adjustments of investments in unit trusts and foreign exchange forward contracts. In this regard, at the beginning of the 2<sup>nd</sup> quarter of 2024, the Company sold all investments in unit trusts. Therefore, there will be no further losses from fair value adjustments of investments in unit trusts.

### **Net Profit**

The Company's net profit for the 1<sup>st</sup> quarter of 2024 was Baht 263.67 million, which increased from Baht 96.47 million or by 173.32% as compared to the same quarter in 2023. 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