



No. AC 009/2019 (PM)

6 August 2019

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 30 June 2019, the Company and its subsidiaries had the profit for this period of Baht 35.8 million, decreasing from the same period of the previous year by Baht 23.4 million or 39.6%. Such decrease was due to the Company and its subsidiaries' realization of impact from change in employment law which increases retirement benefit of employees with employment term of 20 years or more to be 400 days, requiring expense reserve in the total amount of Baht 27.6 million. Moreover, last year there was profit from sale of investment in available-for-sale securities in the amount of Baht 13.4 million. These resulted in the decrease of profit for this period. 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%. Other changing items are as follows:

The net revenue from sale and service for this period was Baht 967.7 million, decreasing from the same period of the previous year by Baht 121.3 million principally due to the decrease in sales volume of products distribution segment by Baht 68.7 million following the Company's strategy to focus and select only the partners that are capable of generating mutual and sustainable benefit. The revenue from food manufacturing segment decreased by Baht 52.9 million. The gross profit margin was at 30.9%, increasing from the same period of the previous year by 2.5% principally due to products distribution segment.

The selling expense for the period was Baht 103.4 million, decreasing from the same period of the previous year by Baht 11.0 million, being the decrease in transportation expense by Baht 5.7 million, the decrease in advertisement expense for Taro products by Baht 5.2 million and the decrease in sales personnel expense by Baht 3.3 million; while the Concessionaire project expense increased by Baht 1.5 million and sales promotion expense increased by Baht 1.3 million. The ratio of selling expense to sales revenue was at 10.7%, increasing from the same period of the previous year by 0.2%.





The administrative expense for this period was Baht 120.3 million, decreasing from the same period of the previous year by Baht 9.2 million, due to the decrease in loss from exchange rate by Baht 5.8 million, the decrease in donation amount by Baht 5.6 million and the decrease in personnel related expense by Baht 4.0 million; while the office building rental charge and repair expense increased by Baht 1.5 million, operation system expense increased by Baht 1.1 million, tax and fee increased by Baht 0.7 million and vehicles and transportation expense increased by Baht 0.5 million.

Please be informed accordingly.

Yours faithfully,

-Signed-

Mrs. Pensri Dettingeng

Authorized Person

Premier Marketing Public Company Limited

