



6 November 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 September 2019, the Company and its subsidiaries had the profit for this period of Baht 47.4 million, decreasing from the same period of the previous year by Baht 63.0 million or 57.1%. 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 983.0 million, decreasing from the same period of the previous year by Baht 139.1 million due to the decrease in sales volume of distribution of consumer products segment by Baht 100 million and decrease in sales volume of manufacturer of food segment by Baht 38.7 million following the Company and its subsidiaries' strategy to focus and select only the partners that are capable of generating mutual and higher sustainable benefit, and also to reinforce company's brand. The gross profit margin was at 29.1%, increasing from the same period of the previous year by 1.0%.

The selling expense for the period was Baht 120.5 million, increasing from the same period of the previous year by Baht 27.3 million, being the increase in advertisement expense for Taro products by Baht 33.0 million, the increase in sales promotion expenses by Baht 3.4 million and the increase in expense for agents and distribution center project (Concessionaire) by Baht 1.1 million. The transportation expense decreased by Baht 8.5 million mainly due to discontinuity of some products in distribution segment following the Company and its subsidiaries' strategy mentioned above, sales personnel expense decreased by Baht 1.4 million and other selling expenses decreased by Baht 0.3 million. The ratio of selling expense to sales and services revenue was at 12.3%, increasing from the same period of the previous year by 4.0%.

The administrative expense for this period was Baht 101.6 million, increasing from the same period of the previous year by Baht 3.7 million, due to the increase in personnel related expense by Baht 1.6 million, the increase in office building rental charge and other related expenses by Baht 1.6 million and the increase in operation system expense by Baht 0.9 million. Other administrative expense decreased by Baht 0.4 million.

Please be informed accordingly.

Yours faithfully,

-Signed-

Mrs. Pensri Dettingeng

Authorized Person

Premier Marketing Public Company Limited