



No.AC 011/2025 (PM)

6 November 2025

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 three-month period ended 30 September 2025, the Company and its subsidiaries had profit for this period of THB 150.8 million, a decrease of THB 59.4 million from the same period of the previous year or 28.3 percent. Such results represent 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. Net revenue from sales and services in the period was THB 1,379.6 million, an increase of THB 133.9 million or 10.7 percent from the same period of the previous year, consisting of:

- Domestic sales were THB 748.3 million, an increase of THB 37.2 million from the same period of the previous year, due to the increase in consumer products distribution business of THB 19.6 million and food production business of THB 17.6 million from coffee business.

- International sales were THB 631.2 million, an increase of THB 96.7 million from the same period of the previous year. Such increase resulted from cat food production business of THB 101.3 million, meanwhile consumer products distribution business decreased by THB 4.6 million.

Gross profit margin was at 28.7 percent, a decrease of 3.8 percent from the same period of the previous year due to the increase in raw materials cost of cat food business, fixed labor and overhead costs per unit from the second factory expansion and price adjustments for customers in the United States of America due to the increase in import tariffs.

2. Distribution cost in the period amounted to THB 103.0 million, a decrease of THB 1.5 million from the same period of the previous year. The ratio of distribution cost per revenue of sales and services was 7.5 percent, a decrease of 0.9 percent from the same period of the previous year.

3. Other income in the period amounted to THB 30.4 million, an increase of THB 24.1 million or 376.5 percent from the same period of the previous year due to an increase in a gain from exchange rate of THB 21.7 million.

4. Administrative expenses in the period amounted to THB 125.8 million, a decrease of THB 4.3 million from the same period of the previous year, due to a decrease in a loss from an exchange rate of THB 14.8 million from the same period of the previous year and an increase in other administrative expenses of THB 10.5 million, as a result of the increases in personnel expenses of THB 8.3 million and other administrative expenses of THB 2.2 million.



5. According to the financial reporting standards on financial instruments, the Company and its subsidiaries had unrealized loss from fair value measurement of financial assets in the period of THB 8.8 million, consisting of loss from fair value measurement of FX forward contracts of THB 17.8 million and gain from fair value measurement of an investment in the unit trust of THB 9.0 million, meanwhile, in the same period of the previous year, it was shown as an unrealized gain in the amount of THB 68.7 million.

6. Corporate tax in the period amounted to THB 36.5 million, an increase of THB 1.9 million from the same period of the previous year.

As for operating results for the nine-month period ended 30 September 2025, the Company and its subsidiaries had a profit for the period of THB 473.3 million, an increase of THB 33.6 million or 7.6 percent from the same period of the previous year with an increase in revenue of sales of THB 923.1 million from the an increase in production business of THB 793.3 million regarding the main increase of cat food production and distribution business of THB 129.8 million. Gross profit margin was 29.6 percent, a decrease of 4.1 percent from the previous period from the cat food production business that had higher production cost regarding to raw materials, fixed labor and overhead costs per unit, resulting from the second factory expansion and price adjustments for customers in the United States of America due to import tariffs. Distribution expenses amounted to THB 332.9 million, an increase of THB 3.8 million from the previous period due to an increase in expenses of THB 13.2 million from the opening of a new coffee shop branch at the end of November 2024, a decrease in sales department expenses in distribution center and travel expenses of THB 6.7 million, a decrease in transportation expenses of THB 2.3 million, and a decrease of other selling expenses of THB 0.4 million. Administrative expenses in the period amounted to THB 408.0 million, an increase of THB 20.2 million from the same period of the previous year due to the increases of personnel expenses by THB 21.2 million and donation expenses by THB 25.3 million. Other expenses increased by THB 6.2 million and there was a loss from the exchange rate of THB 32.5 million. In the period, there was an unrealized loss from fair value measurement of financial assets amounted to THB 0.4 million, which was the measurement of the value of investment funds and FX forward contracts in accordance with the financial reporting standards on financial instruments, in which it was shown as a gain of THB 57.5 million in the same period of the previous year. Income tax expenses amounted to THB 128.3 million, an increase from the same period of the previous year, because the subsidiaries fully utilized their investment promotion rights at the end of 2024.

Please be informed accordingly.

Yours faithfully,

-Signed-

Mrs. Pensri Dettingeng

Authorized Person

Premier Marketing Public Company Limited