

- Translation -

14 May 2021

Subject: Management's Discussion and Analysis for the Operating Results of the First Quarter of 2021

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 31st, 2021, which have been reviewed by the independent auditor. The Company's net profit increased by 121.62% to Baht 104.85 million from Baht 47.31 million in the comparable quarter of 2020. The clarification of the Company operating results is as follows:

Income Statement (in million Baht)	1Q20	1Q21	%YoY
Revenue from sale of goods	272.46	351.54	29.02%
Cost of sale of goods	(180.53)	(191.73)	6.20%
Gross profit	91.93	159.81	73.84%
Selling expenses	(15.80)	(22.15)	40.19%
Administrative expenses	(30.36)	(32.09)	5.70%
Operating profit	45.77	105.57	130.65%
Net foreign exchange gain/(loss)	1.66	1.37	-17.47%
Other income	1.69	2.94	73.96%
Earnings before interest and taxes	49.12	109.88	123.70%
Finance costs	(0.56)	(0.40)	-28.57%
Profit before income tax expense	48.56	109.48	125.45%
Income tax expense	(1.25)	(4.63)	270.40%
Profit for the period	47.31	104.85	121.62%

Revenue from Sales

During the 1st quarter of 2021, the Company booked the total revenue from sales in the amount of Baht 351.54 million, which resulted in an increase of Baht 79.08 million or 29.02%. Such increase stemmed from an increase in sales volume of sauces and condiments in Europe.

	1Q20	1Q21	%YoY
Sales volume (Ton)			
- Euro	251	254	1.20%
- United States dollar	550	764	38.91%
- Thailand baht	2,534	3,053	20.48%
Total sales volume (Ton)	3,335	4,071	22.07%
Average FX			
- THB/EUR	34.10	36.06	5.75%
- THB/USD	31.07	30.07	-3.22%

Cost of Sales

Cost of sales for the 1st quarter of 2021 was Baht 191.73 million which increased in the amount of Baht 11.2 million or 6.2% as compared with the same period of 2020. This increase was in line with revenue from sales.

Gross Profit Margin

During the 1st quarter of 2021, gross profit margin is 45.46%, which increased from 33.74% as compared to the same quarter of 2020. This is because the customers' purchase order had increased, and as a result, the overall utilization rate was higher. Consequently, the production cost per unit has decreased. In addition, the proportion of revenue from sales of high-margin product also increased.

Selling Expenses

Selling expenses for the 1st quarter of 2021 were Baht 15.80 million, which increased Baht 6.35 million or 40.19% from the same period of 2020. Such increase was in line with an increase in revenue from sales and promotional expenses.

Administrative Expenses

Administrative expenses for the 1st quarter of 2021 were Baht 32.09 million, which increased by Baht 1.73 million or 5.7% from the same period of 2020. Such increase stemmed from the loss on fair value adjustment of forward contract.

Net Profit

The Company's net profit for the 1st quarter of 2021 was Baht 104.85 million, which increased by 121.62% from Baht 47.31 million recorded in the same quarter of 2020. 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