



Minutes of the 2020 Annual General Meeting of Shareholders

of

After You Public Company Limited

Date, Time and Venue of Meeting

We, After You Public Company Limited (the “**Company**”), convened the 2020 Annual General Meeting (the “**Meeting**”) on June 19, 2020, at 10.00 a.m., at the meeting room of the Company headquarter, 4th Floor, No. 1319/9, Soi Pattanakarn 25, Pattanakarn Road, Suanluang Sub-District, Suanluang District, Bangkok 10250,

Introduction

Ms. Varisa Soponpis, acting as a conductor of the Meeting (the “Conductor”), the Conductor welcomed shareholders, proxies and attendees of the Meeting and informed the Meeting about the general information regarding the registered capital and shares of the Company as at the record date, pursuant to Section 89/26 and Section 225 of the Securities and Exchange Act B.E. 2535 (1992) (as amended), on June 8, 2020, i.e. the Company had the registered capital of THB 81,562,500 divided into 815,625,000 ordinary shares, where the Company’s paid-up capital was THB 81,562,356, divided into 815,623,561 issued shares, with a par value of THB 0.10 each.

The Conductor informed the Meeting that, in the Meeting, 138 shareholders were present at the Meeting in person and by proxy, holding an aggregate of 630,590,083 shares, or representing 77.3138 percent of the Company’s total issued and sold shares. A quorum was, therefore, duly formed in accordance with law and the Company’s Articles of Association, which stated that there must be no less than 25 shareholders or no less than a half of the total shareholders attending a meeting in person and by proxy (of any), and they must collectively hold no less than one-third of the total issued shares of the Company.

In this regard, prior to proceeding the meeting agenda, the Conductor introduced the directors and the advisors of the Company who attended the Meeting as follows:

Directors Present at the Meeting

- | | | |
|----|--------------------------|---|
| 1. | Mr. Premon Pinskul | Chairman of the Board of Directors / Audit Committee /
Chairman of the Nomination and Remuneration Committee |
| 2. | Mr. Wiwat Kanokwatanawan | Vice Chairman / Nomination and Remuneration Committee |
| 3. | Mr. Piched Bhimayothin | Director / Chairman of the Audit Committee / Nomination and
Remuneration Committee |

4. Dr. Thamnoon Ananthothai Director / Audit Committee
5. Mr. Maetup T.Suwan Director and Managing Director
6. Ms. Gulapat Kanokwatanawan Director and Vice Managing Director
7. Mr. Mill Kanokwatanawan Director and Assistant Managing Director

Executives Present at the Meeting

1. Mr. Songpon Tasnasathienkij Director of Operation
2. Ms. Uraiwan Samanwong Director of Manufacturing
3. Ms. Chamaiporn Tungkittisuwan Director of Finance & Accounting

Advisors Present at the Meeting

Auditors from EY Office Limited

1. Ms. Sumalee Reewarabundit Audit Partner
2. Ms. Natanich Teachawaraprasert Audit Manager

Legal Advisor from Hunton Andrews Kurth (Thailand) Limited

1. Mr. Teerasak Petchpaibool Associate
2. Ms. Varisa Sophonpis Associate

The Conductor informed the Meeting that the Company would use the Barcode System for registration and vote count. Prior to casting vote on each agenda item, the Conductor clarified the voting procedures and the vote count method in order to be in line with the good corporate governance, as follows:

1. In the casting of votes, each shareholder shall have the votes in the number equivalent to the number of shares they each held, where one vote equals to one share.
2. Shareholders attending the meeting in person and by proxy, appointed in the form as required by law, shall follow the following voting procedures:
 - Before casting votes in each agenda item, the shareholders shall sign a voting card for the purpose of voting transparency.
In case there is no signature block on the ballot, the signature of shareholders or proxies must be placed under the voting option.
 - During casting votes in all agenda items, should there be no shareholder who disagree or abstain to vote, it shall be deemed that the shareholders have approved or agreed with the proposed agenda item with the number of shares they held. Any shareholders who disagree or abstain to votes shall cast their votes separately in the voting card and raise their hand so that the staff can collect such voting card.

- In the process of counting votes, the Company will deduct the votes for disapproval and abstention from the total votes of shareholders in attendance. Remaining votes shall be deemed as votes for approval. In case that the shareholders cast their votes for approval in the agenda items, the shareholders shall keep such voting card with them and return such card to the staff after the Meeting was adjourned. In this regard, the Meeting was conducted in an open ballot system. However, the Company would still be collecting the voting cards of all attendees for the purpose of transparency.
- Voting in the following manners shall be null and void;
 - 1) The voting card with marks in more than one box;
 - 2) The voting card with contradict voting;
 - 3) The voting card with cross-out without signature being signed over; and
 - 4) The voting card with the number of votes casted more than its eligibility.

In case where the shareholders would like to edit the votes casted in the card, the shareholders shall cross out the old mark and sign their name over such cross-out.

3. In case that the shareholder uses Proxy form B to appoint any person, director or independent director of the Company to attend the meeting and vote on his/her behalf as per the shareholder's intention, the proxy shall cast their vote in accordance with such intention.

4. The foreign shareholders using Proxy form C to appoint a custodian in Thailand to be their share depository and keeper can split their vote to agree, disagree or abstain on each agenda item.

5. The resolution for each agenda item requires votes of the shareholders as follows:

- The resolutions for agenda item 2, agenda item 4, agenda item 5, agenda item 6 and agenda item 8 require a simple majority vote of the shareholders attending the Meeting and casting their votes. Whereas during agenda 6: To consider and approve the election of directors to replace those who must retire by rotation, the votes on the election of the directors will be casted individually.
- The resolution for agenda 7 requires a vote of not less than two-third of the total number of votes of the shareholders attending the Meeting.

6. Whereas Clause 35 (1) of the Company's Article of Association prescribes that "In an ordinary case, the resolution of the Meeting must consist of a majority vote of the shareholders attending the meeting and casting their votes. In the case of tie vote, the chairman of the meeting shall have an additional vote as casting vote."

Therefore, in consideration of the majority vote of the shareholders, the Company will count only vote for "agree" and "disagree" of the shareholders attending the meeting and casting their votes. In case that, there were votes for "abstain", the Company will not count those votes as base of vote count.

7. Should any shareholders wish to leave the meeting early, or not to be present in a meeting room during the voting of any agenda items, the shareholders may still vote by submitting the voting card to the staff in advance before leaving the meeting room.
8. The number of votes of the shareholders in each agenda item may be varied due to the unequal number of attendees in each agenda items resulting from the gradual meeting attendance of shareholders and proxies.
9. To transparency of counting votes at this Meeting, the Company invited two shareholders' representatives to observe the vote count: i.e. Ms. Kalmalee Louebuncha and Ms. Sudarat Thothong and one representative from Hunton Andrews Kurth (Thailand) Limited: i.e. Mr. Teerasak Petchpaibool to witness the vote count.
10. Prior to casting votes in each agenda item, the Chairman will give the shareholders and proxies an opportunity to make their comments and inquiries about such agenda item as appropriate. Any shareholders or proxies who would like to make inquiries or comments shall send questions in the box in front of the room or send questions to the staff to forward questions to the chairman.

The Conductor then asked Mr. Premon Pinskiul, the Chairman of the Board of Directors, who shall act as the Chairman of the Meeting (the "Chairman"), to declare the 2020 Annual General Meeting of Shareholders open, and proceed to conduct the Meeting in line with the following agenda items.

Agenda 1 Message from the Chairman to the Meeting

- None -

Remark: This agenda item was for acknowledgement and no casting of vote was required.

Agenda 2 To adopt the Minutes of the 2019 Annual General Meeting of Shareholders held on April 29, 2019

The Chairman informed the Meeting that the Company had already prepared the Minutes of 2019 Annual General Meeting of Shareholders held on April 29, 2019, the details of which were as shown in Enclosure 1 which delivered to all shareholders together with the invitation to the Meeting. Therefore, it was deemed appropriate to propose that the Meeting adopt the Minutes of 2019 Annual General Meeting of Shareholders held on April 29, 2019 as detailed above.

The Conductor then gave the Meeting an opportunity to make their comments and inquiries about the current agenda item. However, no comments or queries were made. The Conductor then requested the Meeting to cast their votes in this agenda item.

Resolution After the due consideration, the Meeting resolved to adopt the Minutes of 2019 Annual General Meeting of Shareholders held on April 29, 2019, where the voting results were as follows:

Approval	630,485,883	votes	representing	100
Disapproval	0	votes	representing	0
Abstention	0	votes	representing	0

Remarks: (1) The resolution for this agenda item has no invalid voting card.
 (2) The resolution for this agenda item requires a simple majority vote of the shareholders attending the Meeting and casting their votes.

Agenda 3 To acknowledge the report on the results of the Company's business operation for year 2019

The Chairman asked Mr. Maetup T. Suwan, the Managing Director, to present details of the Company's business operation for the fiscal year 2019 to the Meeting. The Chairman then informed the Meeting that the Company had already summarized the results of the Company's business operation and material changes in the fiscal year 2019 in the Company's Annual Report in a form of QR Code delivered to all shareholders together with the invitation to the Meeting (Enclosure 2).

Mr. Maetup T. Suwan informed the Meeting of the Company's business operation in the year 2019 in summary as follow:

- Opened 4 new branches in Bangkok: Icon Siam, 101 The Third Place, The Market Bangkok and Eleven Bangkok. Opened 2 new branches in up-country: Central Pathong and Central Festival Had Yai.
- Additional investment in machinery to enable the factory to support the increased production capacity for the take-home products, especially the bread which has more new flavors including the production for OEM.
- Expanding sales channels especially focusing on the Pop-up Store. Pop-up stores have been set up in 2 different models. The first model is a semi-permanent store where dining areas are available, and the menus offered are closely similar to menus offered in After You dessert cafe. The second model is a small kiosk where to-go products are mainly sold and setting up areas are usually in a high traffic location.
- Started the construction of a new factory building to support the growth in the future, especially exports and overseas.

The Conductor then gave the Meeting an opportunity to make their comments and inquiries about the current agenda item. However, shareholders had comments and queries about detailed information regarding this agenda. The Board thanked shareholders for their opinions and explained the details of this agenda to the shareholders. The meeting facilitator then requested the meeting to vote on this agenda.

Remark: This agenda item is for acknowledgement and no casting of vote is required.

Agenda 4 To approve the Company’s financial statement for the fiscal year ended December 31, 2019

The Chairman asked Mr. Mill Kanokwatanawan to present the Company’s financial statements for the fiscal year ended December 31, 2019.

Mr. Mill Kanokwatanawan, the Assistant Managing director, informed the Meeting of the Company’s financial statements for the fiscal year ended December 31, 2019, the details of which were as shown in Enclosure 2. Such financial statements were audited by the certified auditor and the certified auditor had given unconditional opinion on the Company’s financial statements. Key essences of the Company’s financial statements for the fiscal year ended December 31, 2019 were detailed as follows.

Details as of 31 December 2019 (Baht)	Consolidated financial statements	Separated financial statements
Total assets	1,200,226,663	1,194,218,009
Total liabilities	161,634,528	155,382,284
Shareholders’ equity	1,038,592,135	1,038,835,725
Sales	1,194,315,228	1,193,470,701
Total revenues	1,205,251,388	1,208,727,374
Total comprehensive income for the year	236,460,162	236,906,058
Earnings per share	0.29	0.29

Moreover, Mr. Mill Kanokwatanawan informed the Meeting that pursuant to Section 112 of the Public Limited Company Act B.E. 2535 (1992) (as amended) (the “PLC Act”) and Clause 39 of the Company’s Articles of Association, the Company shall prepare financial statements and the comprehensive profit and loss statement at the end of each fiscal year to be proposed to the shareholders’ meeting for consideration and approval at an annual general meeting of every year. Therefore, it was deemed appropriate to propose that the 2020 Annual General Meeting of Shareholders consider and approve the Company’s financial statements for the fiscal year ended December 31, 2019, audited by the certified auditor and reviewed by the Audit Committee.

The Conductor then gave the Meeting an opportunity to make their comments and inquiries about the current agenda item. However, shareholders had queries about detailed information regarding this agenda. The Board explained the details of this agenda to the shareholders. The meeting facilitator then requested the meeting to vote on this agenda.

Resolution After due consideration, the Meeting resolved to approve the Company's financial statements for the fiscal year ended December 31, 2019 as proposed, where the voting results were as follows:

Approval	630,514,283	votes	representing	99.9977
Disapproval	0	votes	representing	0
Abstention	14,500	votes	representing	0.0023

Remarks: (1) The resolution for this agenda item has no invalid voting card.
 (2) The resolution for this agenda item requires a simple majority vote of the shareholders attending the Meeting and casting their votes.

Agenda 5 To approve the suspension of the allocation of profit as a legal reserve according to the Company's Operating Results for the year ended 31 December 2019 and to acknowledge the interim dividend payment in accordance with the Operating Results for the year ended 31 December 2019 at the rate of Baht 0.29 per share, in the total amount of Baht 236,530,832.60 and the suspension of additional dividend payment for 2019.

The Chairman informed the Meeting that pursuant to Section 116 of the PLC Act, the Company must set aside at least 5 percent of the annual net profit after deducting deficit brought forward (if any) as a statutory reserve until such statutory reserve should reach at least 10 percent of the registered capital. As, the Company has already allocated the reserve fund in the sufficient amount in accordance with legal requirements, the Company is not required to allocate additional net profit as a reserve fund.

Pursuant to Section 115 of the PLC Act and Article 44 of the Company's Articles of Association, the Board of Directors may from time to time, pay interim dividend to the shareholders when it is apparent that the Company has reasonable profits as to justify such payment, and when the dividend payment has been paid, the Board of Directors shall report to the shareholders at the next meeting. In this regard, the Board of Directors Meeting No. 2/2020 on 26 March 2020 has resolved to approve the interim dividend payment according to the Operating Results for the year ended 31 December 2019, in the total amount of Baht 236,530,832.69, which has been paid on a base of 815,623,561 shares at the rate of 0.29 per share. In this regard, the Company already made the interim dividend payment to the

shareholders who are eligible to receive the dividend as of 10 April 2020 (Record Date), on 24 April 2020.

The Company has a policy to pay dividends at the rate of no less than 50 percent of the net profit after income tax and all reserved fund required by laws and the Company's Articles of Association. In this regard, the interim dividend payment according to the Operating Results for the year ended 31 December 2019, in the total amount of Baht 236,530,832.69 as detailed above is equivalent to 99.60 percent of the total net profit after deducting income tax in accordance with the Company's separated financial statements, therefore it is in line with the Company's dividend payment policy. Furthermore, the interim dividend payment from the Company's Operating Result for the year ended 31 December 2019 to shareholders in the total amount of Baht 236,530,832.69 at Baht 0.29 per share is a full dividend payment, therefore there is no additional dividend payment.

The Conductor then gave the Meeting an opportunity to make their comments and inquiries about the current agenda item. However, no comments or queries were made. The Conductor then requested the Meeting to cast their votes in this agenda item.

Resolution After due consideration, the Meeting resolved to approve the suspension of the allocation of profit as a legal reserve according to the Company's Operating Results for the year ended 31 December 2019 and to acknowledge the interim dividend payment in accordance with the Operating Results for the year ended 31 December 2019 at the rate of Baht 0.29 per share, in the total amount of Baht 236,530,832.60 and the suspension of additional dividend payment for 2019. The resolution was passed with a simple majority vote of the shareholders attending the Meeting and casting their votes, detailed as follows:

Approval	630,528,783	votes	representing	100
Disapproval	0	votes	representing	0
Abstention	0	votes	representing	0

Remarks: (1) The resolution for this agenda item has no invalid voting card.
 (2) The resolution for this agenda item requires a simple majority vote of the shareholders attending the Meeting and casting their votes.

Agenda 6 To approve the appointment of directors in place of those retiring by rotation

The Chairman informed the Meeting that pursuant to Section 71 of the PLC Act and Clause 17 of the Company's Articles of Association, at least one-third of the total number of the directors must retire by rotation at the Annual General Meeting of Shareholders in each year

and if it should be impossible for the number of directors to be divided into three, the number nearest to one-third must retire and the retired directors would be eligible for re-election.

In this regard, at the 2020 Annual General Meeting of Shareholders of the Company, there were three directors who must retire by rotation as follows:

1. Dr. Thamnoon Ananthothai Independent Director / Audit Committee Member
2. Mr. Wiwat Kanokwatanawan Vice Chairman / Nomination and Compensation Committee
3. Mr. Maetup T.Suwan Director / Managing Director

The Chairman informed the Meeting that in order to be in line with the good corporate governance and for transparency, the three directors who would retire by rotation as named above, who were the interested persons in this agenda item, shall now leave the Meeting room until the consideration of this agenda item were finished.

The Chairman informed the Meeting that the Nomination and Remuneration Committee had reviewed the qualifications of the directors who would retire by rotation at the 2020 Annual General Meeting of Shareholders and viewed that these three directors had the knowledge, capacity, experience and skills which would be beneficial to the Company's operations and did not possess any prohibited characteristics under the PLC Act, the Securities and Exchange Act and the relevant notifications; and the person who would hold the position of the independent director, he/she must also possessed the qualifications in accordance with the definition of the Independent Director of the Company, which shall be as prescribed in the requirement of the notifications of the Office of the Securities and Exchange Commission and the Stock Exchange of Thailand.

Therefore, it was deemed appropriate to propose that the Meeting consider and approve the election of all three directors who must retire by rotation to resume their position, having details as appeared in Enclosure 3 that delivered to all shareholders together with the invitation to the Meeting.

The Conductor then gave the Meeting an opportunity to make their comments and inquiries about the current agenda item. However, no comments or queries were made. The Conductor then requested the Meeting to cast their votes in this agenda item.

Resolution After due consideration, the Meeting resolved to approve the election of Dr. Thamnoon Ananthothai, Mr. Wiwat Kanokwatanawan and Mr. Maetup T.Suwan, where the voting results were as follows:

1. Approve the re-election of Dr. Thamnoon Ananthothai as the Company's independent director / audit committee with a simple majority vote of the shareholders attending the Meeting and casting their votes, detailed as follows:

Approval	625,987,781	votes	representing	99.2798
Disapproval	4,541,002	votes	representing	0.7202
Abstention	0	votes	representing	0

2. Approve the re-election of Mr. Wiwat Kanokwatanawan as the Company's Vice Chairman / Nomination and Compensation Committee with a simple majority vote of the shareholders attending the Meeting and casting their votes, detailed as follows:

Approval	630,528,783	votes	representing	100
Disapproval	0	votes	representing	0
Abstention	0	votes	representing	0

3. Approve the re-election of Mr. Maetup T.Suwan as the Company's Director / Managing Director with a simple majority vote of the shareholders attending the Meeting and casting their votes, detailed as follows:

Approval	630,528,783	votes	representing	100
Disapproval	0	votes	representing	0
Abstention	0	votes	representing	0

- Remarks:** (1) The resolution for this agenda item has no invalid voting card.
 (2) The resolution for this agenda item requires a simple majority vote of the shareholders attending the Meeting and casting their votes.

Agenda 7 To approve Directors' remuneration

The Chairman as the Chairman of the Nomination and Remuneration Committee informed the Meeting on the remuneration of the Company's directors and the Audit Committee for the year 2020 that pursuant to Section 90 of the PLC Act and the Company's Articles of Association, the Company's directors were eligible to receive remuneration from the Company in the form of reward, meeting allowance, per diem, bonus or and in other forms of benefits as approved by the shareholders' meeting; and that the said remuneration shall be determined as a fixed amount, or as guideline, or to be determined from time to time or to be determined and applicable until the shareholders' meeting resolves otherwise. In addition, the directors may receive allowances and welfares pursuant to the Company's regulation(s).

In this regard, the Nomination and Compensation Committee considered the propriety of the remuneration of the directors by taking into account various factors, i.e. the Company's

operating results, the size of the Company's business and the duties and responsibilities in comparison with the remuneration rate of companies in the same industry and with the similar sizes. Upon due consideration, the Board of Directors deemed appropriate to propose that the 2020 Annual General Meeting of Shareholders approve the determination of the remunerations of directors of the Company for year 2020 in the amount not exceeding Baht 1,000,000. The directors' remuneration shall be made on a quarterly basis. Details thereof were as follows:

Position	Remunerations of Directors in 2020	
	Meeting Allowance THB/Person/Quarter	Meeting Allowance 2020 (Baht/Person/Year)
Chairman and Independent Director	55,000	220,000
Audit Committee Chairman and Independent Director	45,000	180,000
Independent Director	35,000	140,000
Non-executive Director	10,000	40,000
Executive Director	-	-
Total	145,000	580,000

The Conductor then gave the Meeting an opportunity to make their comments and inquiries about the current agenda item. However, shareholders had queries about detailed information regarding this agenda. The Board explained the details of this agenda to the shareholders. The meeting facilitator then requested the meeting to vote on this agenda.

Resolution After due consideration, the Meeting resolved to approve the determination of the remuneration of the directors and the Audit Committee as proposed, where the voting results were as follows:

Approval	630,529,582	votes	representing	99.9999
Disapproval	1	votes	representing	0.0000
Abstention	500	votes	representing	0.0001

Remarks: (1) The resolution for this agenda item has no invalid voting card
 (2) The resolution for this agenda item requires a vote of not less than two-third of the total number of votes of the shareholders attending the Meeting

Agenda 8 To approve the appointment of the Company's auditor for 2020 and fixing of the auditor's remuneration

The Chairman asked Mr. Piched Bhimayothin, the Chairman of Audit Committee to present the details to the Meeting.

Mr. Piched Bhimayothin informed the Meeting that according to Section 120 of the PLC Act and Clause 36 of the Company's Articles of the Association, the Annual General Meeting of Shareholders shall appoint the auditors and determines the audit fee of the Company every fiscal year. It was deemed appropriate to propose that the 2020 Annual General Meeting of Shareholders consider and approve the appointment of the auditors from EY Office Limited to be auditors of the Company for the fiscal year ended December 31, 2020, where any of the following auditors would be authorized to review and opine on the Company's financial statements.

- (1) Ms. Sumalee Reewarabandit Certified Public Accountant No. 3970 and/or
- (2) Mrs. Poonnard Paocharoen Certified Public Accountant No. 5238 and/or
- (3) Ms. Manee Rattanabunnakit Certified Public Accountant No. 5313

In selecting the auditors for the fiscal year 2020, the Audit Committee had considered the qualification, working experience and the proposed audit fee and viewed that EY Office Limited was independent and skillful in auditing. In addition, these three auditors did not have any relationships with or any interests in the Company, the Company's subsidiaries, directors, executives, or major shareholders or any related person thereof.

In addition, it was deemed appropriate to propose that the 2020 Annual General Meeting of Shareholders consider and approve the determination of the auditors' remuneration in the amount of not exceeding THB 1,710,000 which was higher than the auditor's remuneration for the previous fiscal year 3%. (not including subsidiary), excluding the non-audit services and the out of pocket expenses.

The Conductor then gave the Meeting an opportunity to make their comments and inquiries about the current agenda item. However, no comments or queries were made. The Conductor then requested the Meeting to cast their votes in this agenda item.

Resolution After due consideration, the Meeting resolved to the appointment of the auditors and the determination of the auditors' remuneration for the fiscal year 2019 as proposed, where the voting results were as follows:

Approval	630,529,583	votes	representing	99.9999
Disapproval	0	votes	representing	0
Abstention	500	votes	representing	0.0001

- Remarks: (1) The resolution for this agenda item has no invalid voting card.
(2) The resolution for this agenda item requires a simple majority vote of the shareholders attending the Meeting and casting their votes.

Agenda 9 Other Matters (if any)

The Conductor informed the Meeting that all the agenda items to be proposed at the Meeting as specified in the Notice of 2020 Annual General Meeting of Shareholders were complete and then gave the Meeting an opportunity to make their comments and inquiries. The summary of inquiries, replies and comments were as follows:

Anu Wongsarakit

A shareholder attending the Meeting in person and inquired on the following matters.

1. Why is Gross Margin decreasing and the inventory turnover increase?
What is the decommissioning liability caused by demolition?

Ms. Chamaiporn Tungkittisuwan - The increased inventory turnover due to the increase in After You branches, the products were stocked to support the sale of the products that why the number of days increasing. The demolition cost is an estimate of the branch because all branches that we operate are due to leased. So according to the accounting standards when we repeal a branch, it will have a demolish cost for return to its original condition. The accounting standard states that we must have an allowance for such expenses when we lease a branch.

2. How was the company recorded income or expenses in advance?

Mr. Maetup T.Suwan - For the advance income, at present, there is only the license fee from the partner in Hong Kong. This fee will be deducted according to the contract period. As for the others, there is no such type of income in the company.

3. How will the success of the pop-up store and online business growth?

Mr. Maetup T.Suwan - The company has more pop up stores which will consider from many places that are possible. And depends on the situation at that time and the Company has increased sales through Delivery Service such as Lineman.

Ms. Phakamas Rattanakul

A shareholder attending the Meeting in person and inquired on the following matters.

1. What are the management plans for the remainder of year 2020? If the Second Wave occurs, do you have any backup plans for this situation?

Ms. Gulapat Kanokwatanawan - The company always aware of this crisis and the company has adapted in every situation by the company has a plan to support if there is a second wave.

Mr. Maetup T.Suwan - Furthermore the company has a plan to manage incomes and expenses for maximum efficiency by trying to beget the unreasonable burden of expenses.

2. After the unlock down, how about the company's sales?

Mr. Maetup T.Suwan - After the lockdown has been released during Phase 2 and Phase 3, the consumers had back to live as a normal. Therefore, the company's sales have increased. However, the company foresee that from the Covid-19 incident, the company should be adjust our operating strategy. From now on, the company will focus on selling products via online delivery and take-away more instead of eating at the store, which the company expects to be a good result.

3. Would like to know the opinions regarding the making of a healthy menu Because since the Covid-19 situation, consumers have become more interested in health?

Ms. Gulapat Kanokwatanawan - Consumers have started to be interested in health since last year but it's not enough. So the company's R&D team has studied and developed the product all the time by looking at which period and what kind of products should be released. After You also has a healthy product such as Kagogori Madan, Akagogori Santol, etc.

Mr. Supasak Wongthanawit

A shareholder attending the Meeting in person and inquired on the following matters.

1. In the view of shareholders, would like to know why the company expands the overseas business quite slowly.

Mr. Maetup T.Suwan - The company has a plan to expand the business to overseas and some country are on proceeded, when opening branches



in other countries we must look at the economic conditions and situations of those countries as well. However The main policy of the company is focusing to expand After You branch to other provinces more that overseas. Then at year 2018 until 2019, the company has expanded many branches to other provinces and in year 2019 the company focuses on expanding production factories. Along with additional machines to support the increased production if expanding the business to foreign countries.

2. As for the Membership loyalty program, what is the current trend of the proportion between old and new customers? And the company can be developing the Membership loyalty program?

Mr. Mill Kanokwatanawan – At this time, the company has over 150,000 memberships. The number of new members is increasing and redeem is also increased. The company is currently developing its own applications by focusing on online sales and being a source of news and information about the company.

Once there were no further comments or queries from the shareholders, the Chairman then thanked all the shareholders for having sacrificed their time to attend the Meeting and adjourned the 2020 Annual General Meeting at 12.00 a.m.

(Mr. Premon Pinskul)
Chairman of the Meeting

Signed

(Mr. Mill Kanokwatanawan)
Director and Company Secretary
Recorder of the Minutes