

(Translation)

No. ICHI-002/2019

February 25, 2019

Subject: Clarification of Operating Results for the year, ended December 31, 2018

To: The President
The Stock Exchange of Thailand

Ichitan Group Public Company Limited clarifies operating results for the year, ended December 31, 2018 as the following;

Sales

In 2018, the company has sales revenue 5,204.0 million baht, which is 8.5% decreased from 2017 that had sales revenue 5,687.5 million baht because the local ready-to-drink tea market is not growing and adjustment of retail prices caused by the excise tax and sugar tax but the export sales grew by 10.4%.

Cost of sales

Cost of sales for 2018 and 2017 are 4,431.2 million baht and 4,334.7 million baht or equal to 85.2% and 76.2% respectively. The company has higher percentage cost of sales due to intense competition as well as cost from excite tax and sugar tax.

Distribution Costs

The company has distribution costs in 2018 and 2017 equals to 514.6 million baht and 711.4 million baht respectively. When compare distribution costs over total sales in 2018 and 2017, the percentage has decreased from 12.5% to 9.9% due to controlling of expenses.

Administrative Expenses

For the year 2018 and 2017, company has 139.3 million baht and 174.5 million baht as administrative expenses or equivalent to 2.7% and 3.1% of sales revenue respectively. The percentage is slightly lower.

Finance Costs

Finance costs of the company for 2018 and 2017 are 59.4 million baht and 64.3 million baht which is decreased due to repayment of loans from financial institutions

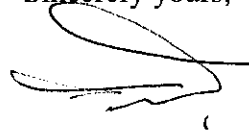
Share of profit (loss) of investment in joint venture

For the year 2018 and 2017, company has (110.0) million baht and (144.3) million baht as share of profit (loss) of investment in joint venture. Loss of investment is decreased 34.4 million baht due to adjustment the marketing plan in Indonesia.

Net Profit

For the year 2018, the Company's net profit is Baht 43.8 million, or 0.8% net profit margin. Net profit is decreased comparing with the same period in last year that is Baht 315.1 million or 5.5% of sales. Net profit is decreased 86.1%.

Sincerely yours,



(Mrs. Eng Passakornatee)

Senior Executive Vice President