



**C.I. GROUP
PUBLIC COMPANY LIMITED**
บริษัท ซี.ไอ. กรุ๊ป จำกัด (มหาชน)

สำนักงานใหญ่ (HQ)
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Ref: CIG 009/2019

February 27, 2019

Subject: Profit and loss reporting the financial statements for the year ended December 31, 2018 and explanation of more than 20 percent fluctuation in profit and loss compared to that of last year.

(Add)

Dear Directors and Managers

The Stock Exchange of Thailand,

C.I. Group Public Company Limited hereby reports financial statements for the year ended December 31, 2018 as follow;

Revenue

The company recorded total revenue of 1,104.42 million Baht for the year ended December 31, 2018 which increased from the same quarter last year totaling 204.17 million Baht or 22.68% due to overall growth of the market. The company recorded domestic sales of 687.94 million Baht which increased from the same quarter last year totaling 162.91 million Baht or 31.03% (Domestic sales for the year ended December 31, 2017 was 525.03 million Baht). The company recorded export sales of 382.45 million Baht which decreased from the same quarter last year totaling 52.38 million Baht or 15.87% (Export sales in the year ended December 31, 2017 was 330.07 million Baht). The company recorded revenue from its hospitality business 20.00 million Baht, Increasing from the same quarter last year totaling 4.29 million Baht or 27.31% (Hospitality business revenue was 15.71 million Baht for the year ended December 31, 2017).

Cost of goods sold

The company recorded cost of goods sold of 942.23 million Baht for the year ended December 31, 2018 which increased from the same quarter last year totaling 162.19 million Baht or 25.28 % due to the increase in sales resulted in gross profit of 13.59%, a decrease of 0.04% from gross profit of 13.63% in the fourth quarter of 2017.



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Sales and Administration cost

The company recorded sales and administration cost of 191.52 million Baht for the year ended December 31, 2018 which increased from the same quarter last year totaling 15.72 million Baht or 8.94%. The main reason for this is an increase in company's marketing activities 6.29 million Baht, Marketing consultation of 2.78 million Baht to expand customer base and increased financial fees of 3.2 million Baht

Financing costs

The company's financial costs for the year ended December 31, 2018 totaled 8.84 million Baht which increased from the same quarter last year totaling 1.86 million Baht or 26.65 % due to long term loan repayments. Due to an increase in the company's credit with facilities finance institutions to facilitate the expansion of the business

Net profit (loss)

The company recorded a net loss of 39.60 million Baht for the year ended December 31, 2018, an increase in net loss of 6.43 million Baht compared with net loss of 33.17 million Baht in the same quarter last year. The loss incurred is due to an increase in company's marketing activities 6.29 million Baht, marketing consultation of 2.78 million Baht to expand customer base and increased financial fees of 3.2 million Baht. Together with an increase of 1.86 million Baht in financial costs, 4.02 million Baht of an increase in company's credit limit with financial institution to facilitate the expansion of business and an increase in asset depreciation, 23.89 million Baht loss of the company's hospitality business and loss from the company's investment in subsidiary's association of 1.22 million Baht

Best regards,

Sawai Chatchairungruang

Managing Director