

Ref: CIG029/2020

August 14, 2020

Subject: Profit and loss reporting for the first half of 2020 and explanation of more than 20 percent fluctuation in profit and loss compared to that of last year

Dear Directors and Managers  
The Stock Exchange of Thailand,

C.I. Group Public Company Limited (“the company”) hereby reports financial performance for the first half ended June 30, 2020 as follows;

#### Revenue

The company recorded total revenue of 491.49 million Baht for the first half of 2020, showing the decrease by 329.16 million Baht or 40.11% from the same period of the last year. The decrease resulted mainly from the huge drop in revenue from service by 300.55 million Baht or 78.28% from the same period of the last year. Moreover, the decrease was also affected by a moderate decrease in domestic sale by 28.64 million Baht or 11.12% from the same period of the last year. However, the company incurred revenue from export sales of 174.69 million Baht, increased by 13.37 million Baht or 8.3% from the same period of the last year which showed 161.32 million Baht. Furthermore, the company generated revenue from hotel business of 11.38 million Baht, decreased by 3.10 million Baht or 21.40% from the same period of the last year which showed 14.47 million Baht, which was mainly caused by COVID-19 situation.

#### Cost of Goods Sold/service and Gross Profit Margin

The company recorded cost of goods sold of 335.58 million Baht for the first half of 2020, decreased by 21.94 million Baht or 6.14% from the same period of the last year. Meanwhile, cost of service in this period was equal to 134.95 million Baht, decreased by 216.17 million Baht or 61.57% from the same period of the last year. These results was in accordance with the decrease in revenues as mentioned above.

The company showed gross profit margin for the first half of 2020 of 3.58%, compared to 9.37% of the same period of the last year. In that, it comprised of 17.02% of gross profit margin from sales and - 61.81% of gross profit margin from services. The main reason for the decrease in gross profit margin was from services segment due to higher actual construction cost than what was firstly projected.

#### Selling and Administration Expenses

The company recorded selling and administration expenses of 72.43 million Baht for the first half of 2020, decreased by 86.14 million Baht or 54.32% from the same period of the last year. This was mainly because there was a reduction in realized loss from impairment on a subsidiary, compared to last year, which was due to its better performance in this period.

#### Financing costs

The company’s financial costs in the first half of 2020 totaled 9.77 million Baht which slightly decreased by 0.52 million Baht or 5.02% from the same period of the last year. This was mainly due to an activation of interest subsidy policy during COVID-19 situation.

Net profit (loss)

The company incurred net loss of 74.75 million Baht for the first half of 2020, increased by 14.40 million Baht from the same period last year which showed net loss of 60.35 million Baht. The main reasons for the decrease was reduction in gross profit margin and some additional expenses for business expansion activities in subsidiaries.

Best regards,

Warawut Arunothai  
Managing Director