

-Translations-

No. ICHI-005/2022

February 23<sup>th</sup>, 2022

Subject: Report on operating results of the year ended December 31<sup>st</sup>, 2021.

To: The President,  
The Stock Exchange of Thailand

Ichitan Group Public Company Limited (“the Company”) reported on operating results for year ended December 31<sup>st</sup>, 2021 as following;

### **Revenue**

In the year 2021, the Company earned sales revenue of 5,228.3 million baht, increased by 2.5% from last year as revenue of 5,099.3 million baht. Sales revenue increased by 129.0 million baht resulting from domestic sales increased by 13.2% of a new product group on the other hand export sales decreased by 37.4% because of the economic slowdown and the Covid-19 pandemic in foreign countries from the early year.

### **Cost of sales**

In the year 2021 and year 2020, the Company’s cost of sales were 4,220.9 million baht and 4,093.6 million baht or equivalent to 80.7% and 80.3%, respectively. The ratio of cost of sales was similar to the previous year.

### **Distribution Costs**

In the year 2021 and year 2020, the Company had distribution costs were 277.0 million baht and 293.0 million baht respectively. The ratio of distribution costs to sales in the year 2021 was 5.3% which decreased from the previous year by 5.7%. The ratio of distribution costs was similar to the previous year.

### **Administrative Expenses**

In the year 2021 and year 2020, the Company had administrative expenses were 168.3 million baht and 165.2 million baht respectively. The ratio of administrative expenses to sales in the year 2021 was 3.2% which was the same as the previous year that the ratio of expense remains unchanged.

### **Finance Costs**

In year 2021 and year 2020, the Company had finance costs equal to 2.6 million baht and 13.9 million baht respectively. Finance costs decreased due to the repayment of long-term loans to financial institutions in the early year.

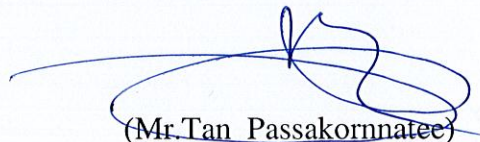
### **Share of profit of investment in joint venture**

In year 2021 and year 2020, the Company had share of profit of investment in joint venture were 59.0 million baht and 28.0 million baht respectively. The share of profit of investment in joint venture had been increased by 31.0 million baht because of the success in new products that was Thai identity beverage group.

### **Net Profit**

In the year 2021, the Company earned net profit of 546.8 million baht or equivalent to net profit margin of 10.5% of sales revenue, as compared to the previous year net profit earned 515.5 million baht or equivalent to net profit margin of 10.1% of sales revenue, net profit increased by 6.1% from the same period of the last year.

Yours sincerely,



(Mr. Tan Passakornatec)

Chief Executive Officer  
Ichitan Group Pcl.