

-Translations-

At ICHI- 012/2022

August 10th, 2022

Subject: Report on operating results of Quarter 2/2022 and sixth-month periods, ended June 30th, 2022.
To: President,
The Stock Exchange of Thailand

Ichitan Group Public Company Limited (“the Company”) reported on operating results of Quarter 2/2022 and sixth-month periods, ended June 30th, 2022 as following;

Revenue

In Quarter 2/2022, the Company had sales revenue of 1,616.5 million baht, which increased by 123.8 million baht or equivalent to 8.3% from the same period of previous year that earned sales revenue of 1,492.7 million baht, and domestic sales increased by 11.4%, while as export sales decreased by 11.5%, because of the impact of the economic slowdown in partner trading countries.

In the first half of year 2022 and year 2021, the Company had earned sales revenue of 3,058.8 million baht and 2,780.5 million baht respectively, which increased by 278.3 million baht or equivalent to 10.0%, and domestic sales increased by 14.2%, while as export sales decreased by 16.8%, because of the impact of the economic slowdown in partner trading countries.

Cost of sales

In Quarter 2/2022, the Company had cost of sales was 1,325.3 million baht or equivalent to the cost of sales to revenue of 82.0%. The cost of sales in the same period of the previous year was 1,174.8 million baht or 78.7% of sales, the Company’s cost of sales ratio increased from the oil price which resulted in the increase in raw material prices.

In the first half of year 2022 and year 2021, the Company had cost of sales of 2,555.3 million baht and 2,240.4 million baht respectively, which accounted for 83.5% and 80.6% of sales revenue respectively, the cost of sales increased from the oil price which has resulted in the increase in raw material prices since February.

Distribution Costs

The Company had distribution costs in Quarter 2/2022 and Quarter 2/2021, were accounted for 74.6 million baht and 89.3 million baht respectively, while distribution costs in Quarter 2/2022, or equivalent to 4.6% which was slightly decreased from the same quarter of previous year that was 6.0% due to the adjustment of the promotion.

In the first half of year 2022 and year 2021, the Company had distribution costs of 132.4 million baht and 152.0 million baht or equivalent to 4.3% and 5.5% of sales revenue respectively, the distribution costs slightly decreased due to the adjustment of the promotion.

Administrative Expenses

The Company had administrative expenses in Quarter 2/2022 and Quarter 2/2021 were 43.9 million baht and 43.6 million baht respectively, and the ratio of administrative expense to sales were 2.7% and 2.9% respectively, which administrative expenses ratio was slightly decreased.

In the first half of year 2022 and year 2021, the Company had administrative expenses of 82.7 million baht and 77.5 million baht, or 2.7% and 2.8% of sales revenue respectively, which administrative expenses slightly decreased.

Finance Costs

The Company had finance costs in Quarter 2/2022 was 0.5 million baht which slightly decreased from Quarter 2/2021 that had finance costs of 0.6million baht.

In the first half of year 2022 and year 2021, the Company had finance costs of 1.0 million baht and 1.5 million baht respectively, the finance costs slightly decreased.

Share of profit of investment in joint venture

The Company had share of profit of investment in joint venture in Quarter 2/2022 and Quarter 2/2021 were 14.6 million baht and 8.6 million baht respectively. The share of profit from investment had increased by 6.0 million baht, due to improve business strategy in Indonesia and still succeed in new product category that represented Thai identity.

In the first half of year 2022 and year 2021, the Company had share of profit at 44.6 million baht and 22.2 million baht respectively, the share of profit had been increased by 22.4 million baht, due to improve business strategy in Indonesia and still succeed in new product category that represented Thai identity.

Net profit

The Company's net profit in Quarter 2/2022and Quarter 2/2021 earned 152.6 million baht and 164.3 million baht, or accounted for the net profit margin to sales revenues of 9.4% and 11.0% respectively. As a result, this period's net profit decreased by 11.7 million baht or equal to 7.1%.

In the first half of year 2022 and year 2021, the Company earned net profit of 256.4 million baht or equivalent to net profit margin of 8.4%, as compared to the same period of previous year that earned 285.8 million baht or equivalent to net profit margin to sales revenues of 10.3%. As a result, this period's net profit decreased by 29.4 million baht or equivalent to 10.3%

Please be informed accordingly.

Yours Sincerely,



(Mrs.Eng Passakornnatee)

Senior Executive Vice President

Ichitan Group PLC.