

-Translations-

At ICHI- 015/2022

November 9th, 2022

Subject: Report on operating results of Quarter 3/2022, ended September 30th, 2022.
To: President,
The Stock Exchange of Thailand

Ichitan Group Public Company Limited (“the Company”) reported on operating results of Quarter 3/2022, ended September 30th, 2022 as following;

Revenue

In Quarter 3/2022, the Company earned sales revenue of 1,664.2 million baht, which increased by 505.3 million baht or equivalent to 43.6% from the same period of the previous year that earned sales revenue of 1,158.9 million baht, while as domestic sales increased by 51.7%, because of the growing domestic ready-to-drink tea market and adjustment of the company's sales promotion plan to increase the distribution coverage but export sales decreased by 4.9%, because of the impact of the economic slowdown in partner trading countries.

For the period of 9M/2022 and 9M/2021, the Company earned sales revenue of 4,723.0 million baht and 3,939.4 million baht respectively, which increased by 783.6 million baht or equivalent to 19.9%, while domestic sales increased by 25.2%, because of the domestic ready-to-drink tea market continues to grow and adjustment of the company's sales promotion plan to increase the distribution coverage but the export sales decreased by 13.2% because of the impact of the economic slowdown in partner trading countries.

Cost of sales

In Quarter 3/2022, the Company had the cost of sales was 1,338.9 million baht, or equivalent to the cost of sales to revenue of 80.5%. The cost of sales in the same quarter of the previous year was 925.9 million baht or 79.9% of sales, so the cost of sales ratio slightly increased.

For the period of 9M/2022 and 9M/2021, the Company had the cost of sales of 3,894.2 million baht and 3,166.2 million baht respectively, which accounted for 82.5% and 80.4% of sales revenue respectively, 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 3/2022 and Quarter 3/2021, were accounted for 73.4 million baht and 53.7 million baht respectively, while the distribution costs ratio in Quarter 3/2022 equal to 4.4% which slightly decreased from the same quarter of the previous year that was 4.6%

For the period of 9M/2022 and 9M/2021, the distribution costs were 205.8 million baht and 205.8 million baht, or equivalent to 4.4% and 5.2% of sales revenue respectively, the distribution costs ratio decreased.

Administrative Expenses

The Company had administrative expenses in Quarter 3/2022 and Quarter 3/2021 were 41.7 million baht and 38.7 million baht respectively, and the ratio of administrative expense to sales were 2.5% and 3.3% respectively, so the administrative expense ratio decreased.

For the period of 9M/2022 and 9M/2021, the Company had administrative expenses of 124.4 million baht and 116.1 million baht, or 2.6% and 2.9% of sales revenue respectively, the administrative expenses ratio slightly decreased.

Finance Costs

The finance costs in Quarter 3/2022 was 0.3 million baht which decreased from Quarter 3/2021 that had finance costs of 0.6 million baht, the finance costs slightly decreased. For the period of 9M/2022 and 9M/2021, the Company had finance costs of 1.3 million baht and 2.1 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 3/2022 and Quarter 3/2021 were 21.0 million baht and 8.9 million baht respectively. The share of profit from investment had been increased by 12.1 million baht, due to remaining success in a new product that represented Thai identity.

For the period of 9M/2022 and 9M/2021, the Company had share of profit at 65.6 million baht and 31.1 million baht respectively, the share of profit had increased by 34.5 million baht, due to improvement business plan in Indonesia by increasing distribution channel and succeed in a new product category that represented Thai identity.

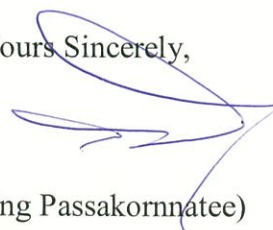
Net profit (loss)

The Company's net profit in Quarter 3/2022 and Quarter 3/2021 earned 192.2 million baht and 128.3 million baht, or accounted for the net profit margin to sales revenues of 11.5% and 11.1% respectively. As a result, this period net profit increased by 63.9 million baht or equivalent to 49.8%.

For the period of 9M/2022 and 9M/2021, the Company earned net profit of 448.7 million baht or equivalent to net profit margin of 9.5%, as compared to the same period of the previous year that earned 414.1 million baht or equivalent to 10.5%, so net profit increased by 34.6 million baht or equivalent to 8.4%

Please be informed accordingly.

Yours Sincerely,



(Mrs. Eng Passakornnatee)
Senior Executive Vice President
Ichitan Group Pcl.