



**C.I. GROUP
PUBLIC COMPANY LIMITED**

บริษัท ซี.ไอ. กรุ๊ป จำกัด (มหาชน)

สำนักงานใหญ่ (HQ)
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Ref: CIG 014/2023

February 28, 2023

Subject: Profit and loss reporting for the year period of 2022 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 year ended December 31, 2022, together with a summary of the operating results as follows:

Revenue

The Company recorded total revenue of 1,033.144 million Baht for the year of 2022, decreased by 74.31 million Baht or 6.71% from the same period last year. The Company had revenue from domestic sales of 491.43 million Baht, an increase of 40.30 million Baht from the same period of the previous year or increase in 8.93% (for the same period of 2021, the revenue from domestic sales amounted to 451.13 million Baht). The international sales revenue amounted to 502.10 million Baht, decreased from the same period of the previous year by 20.74 million Baht or increased by 3.97% (for the same period of 2021, revenue from international sales amounted to 522.84 million Baht). The revenue from contractor services amounted to 20.14 million Baht, a decrease from the same period of the previous year by 74.50 million Baht or decreased by 78.72% (for the same period of 2021, revenue from contractor services amounted to 94.64 million Baht). While hotel business revenue was 4.44 million Baht, decreasing from the same period of the previous year by an amount of 1.31 million Baht or decreased in 22.78% from the impact of the economic situation of COVID-19 (for the same period of 2021, revenue from the hotel business amounted to 5.75 million Baht)

Cost of sales/services and gross margin

The Company recorded cost of sales of 837.65 million Baht for the year of 2022, an increase of 7.59 million Baht from the same period last year or an increase of 0.91% from the increase in domestic sales and cost control efficiently and in accordance with the set goals. Meanwhile, the cost of services was 24.16 million Baht for the year of 2022, a decrease of 85.12 million Baht from the same period of the previous year or 77.89 % following decreased service sales revenue. .

The Company's showed gross profit margin for the year 2022 of 13.76%, an increase from the same period of the previous year which was 11.68%. The gross profit margin from sales was 15.68%, an increase from the same period of the previous year which was at 14.77%, while the gross profit (loss) margin from services was 19.96%, an increase from the same period of the previous year which was at the rate of 15.47%. The main reason for the increase in the gross profit margin is due to cost control effectiveness and in accordance with the set goals.



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Selling and administrative expenses

The Company's recorded selling and administration expenses of 222.26 million Baht for the year 2022, a decrease of 14.62 million Baht from the same period of the previous year or an increase of 6.17%, mainly was due to two main reasons: 1) Decrease in doubtful account. 2) Decrease in losses on equity in joint ventures.

Financial cost

The Company's finance costs for the year 2022 totaled 34.84 million Baht, an increase of 8.52 million Baht from the same period of the previous year or an increase of 32.37%, mainly due to fees for raising working capital for the business.

Net Profit (Loss)

The Company's incurred net loss of 124.56 million Baht, a decrease of 17.57 million Baht from the same period of the previous year, which resulted in a net loss of 142.13 million baht. The main reason that the company had a decrease in net loss was due to the increase in sales. As a result, the net profit (loss) decreased as mentioned above.

Best regards

(Mr. Bannat Nakhaphan)

Managing Director

C.I.Group Public Company Limited