

-Translations-

No. ICHI-007/2023

May 10th, 2023

Subject: Report on operating results for Quarter 1/2023, ended March 31st, 2023.

Attention: President,
The Stock Exchange of Thailand

Ichitan Group Public Company Limited (the Company), reported on operating results for Quarter 1/2023, ended March 31st, 2023 as following;

Revenue

In Q1/2023, the Company had earned sales revenue of 1,832.5 million baht, increased by 27.1% from the same period of previous year that had earned 1,442.3 million baht. Sales revenue increased by 390.2 million baht resulting from domestic sales increased by 29.8% from the growth of the ready-to-drink tea market segment and new products, export sales increased by 0.6% due to the economic recovery of trading partner countries.

Cost of sales

In Q1/2023 and Q1/2022, the Company had cost of sales were 1,452 million baht and 1,230.0 million baht or equivalent to 79.2% and 85.3% respectively. The cost of sales ratio decreased due to producing much more products according to market demand (Economy of Scale) and adjustment of the sugar reduction formula in some groups of products.

Distribution Costs

In Q1/2023 and Q1/2022, the Company had distribution costs were 83.4 million baht and 57.7 million baht or equivalent to 4.6% and 4.0% respectively, as a result, the ratio of distribution costs increased from the previous year due to marketing spending for the new “Tansansu” products.

Administrative Expenses

In Q1/2023 and Q1/2022, the Company had administrative expenses were 36.4 million baht and 38.8 million baht or equivalent to 2.0% and 2.7% of sales revenue respectively. The ratio of expense was slightly decreased to the period of previous year.

Finance Costs

In Q1/2023 and Q1/2022, the Company had finance costs equal to 0.4 million baht and 0.5 million baht respectively. Finance cost has changed slightly from the same period of previous year.

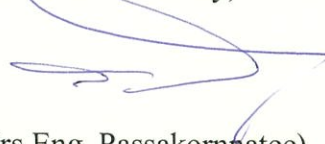
Share of profit of investment in joint venture

In Q1/2023 and Q1/2022, the Company had share of profit of investment in joint venture equal to 9.5 million baht and 30.0 million baht respectively, the share of profit of investment had been decreased by 20.5 million baht due to the use of marketing activity budget for the Dream Bright Campaign (Mr.Bright Vachirawit) for marketing communication.

Net Profit

In Q1/2023, the Company had earned net profit of 221.7 million baht or equivalent to net profit margin of 12.1%, as compared to the same period of previous year that earned net profit of 103.9 million baht or equivalent to 7.2% of sales revenue, as a result net profit increased by 113.4% from the same period of previous year.

Yours sincerely,



(Mrs.Eng Passakornmatee)
Senior Executive Vice Officer
Ichitan Group Plc.