

-Translations-

No. ICHI-004/2024

February 21st, 2024

Subject: Report on operating results of the year ended December 31st, 2023.

To: The President,
 The Stock Exchange of Thailand

Ichitan Group Public Company Limited (“the Company”) reported on operating results for year ended December 31st, 2023 as following;

Income Statement	2023	2022	Increased(Decreased)		% To Sales	
					2023	2022
Revenue from sale of goods	8,049.9	6,340.4	1,709.5	27.0%	100.0%	100.0%
-Domestic	7,382.7	5,727.3	1,655.4	28.9%	91.7%	90.3%
-International	667.2	613.1	54.1	8.8%	8.3%	9.7%
Costs of sale of goods	6,163.2	5,153.8	1,009.4	19.6%	76.6%	81.3%
Gross profit	1,886.7	1,186.6	700.1	59.0%	23.4%	18.7%
Distribution costs	(381.4)	(293.0)	88.4	30.2%	-4.7%	-4.6%
Administrative expenses	(168.2)	(172.2)	(4.0)	-2.3%	-2.1%	-2.7%
Finance costs	(1.8)	(1.7)	0.1	5.9%	0.0%	0.0%
Share of profit of joint venture	4.6	82.2	(77.6)	-94.4%	0.1%	1.3%
Net profit	1,100.4	641.6	458.8	71.5%	13.7%	10.1%

Revenue

In the year 2023, the Company earned sales revenue of 8,049.9 million baht, increased by 27.0% from last year as revenue of 6,340.4 million baht. Sales revenue increased by 1,709.5 million baht resulting from domestic sales increased by 28.9%, because of the growing domestic ready-to-drink tea market and domestic consumption recovers, on the other hand export sales increased by 8.8% due to the economic recovery of trading partner countries and revenue from contract manufacturing (OEM).

Cost of sales

In the year 2023 and year 2022, the Company’s cost of sales were 6,163.2 million baht and 5,153.8 million baht or equivalent to 76.6% and 81.3% respectively, the cost of sales ratio decreased from the producing much more products according to market demand (Economy of Scale), the adjustment of the sugar reduction formula in some groups of products and the price of some raw materials decreased.

Distribution Costs

In the year 2023 and year 2022, the Company had distribution costs were 381.4 million baht and 293.0 million baht respectively. The ratio of distribution costs to sales in the year 2023 was 4.7% which increased from the previous year by 4.6%. The ratio of distribution costs was slightly increased.

Administrative Expenses

In the year 2023 and year 2022, the Company had administrative expenses were 168.2 million baht and 172.2 million baht respectively. The ratio of administrative expenses to sales in the year 2023 was 2.1% which decreased from the previous year by 2.7%. The ratio of administrative expenses was slightly decreased.

Finance Costs

In year 2023 and year 2022, the Company had finance costs equal to 1.8 million baht and 1.7 million baht respectively. Finance costs was slightly changed.

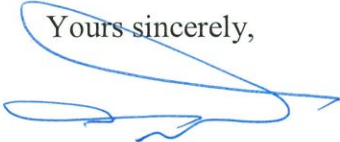
Share of profit of investment in joint venture

In year 2023 and year 2022, the Company had share of profit of investment in joint venture were 4.6 million baht and 82.2 million baht respectively. The share of profit of investment in joint venture had been decreased by 77.6 million baht because of the use of marketing communications budget and intense price competition in Indonesia.

Net Profit

In the year 2023, the Company earned net profit of 1,100.4 million baht or equivalent to net profit margin of 13.7% of sales revenue, as compared to the previous year net profit earned 641.6 million baht or equivalent to net profit margin of 10.1% of sales revenue, net profit increased by 71.5% from the same period of the last year.

Yours sincerely,



(Mrs.Eng Passakornmatee)

Senior Executive Vice President
Ichitan Group Pcl.