



-Translations-

No. ICHI-002/2020

February 25<sup>th</sup>, 2020

Subject: Report on operating results for the year ended December 31<sup>st</sup>, 2019.

To: The President,  
The Stock Exchange of Thailand

Ichitan Group Public Company Limited (“the Company”) reported on operating results for year ended December 31<sup>st</sup>, 2019 as following;

### **Revenue**

In year 2019, the Company had earned sales revenue of 5,334.2 million baht, increased by 2.5% from the last year that had earned 5,204.0 million baht, the revenue increased by 130.2 million baht due to increase domestic sales by 9.8% which was growing from new product category and improving marketing strategy, while as export sales decreased by 12.7% due to economic slowdown situation in abroad.

### **Cost of sales**

In year 2019 and year 2018, the Company had cost of sales were 4,343.0 million baht and 4,431.2 million baht or equivalent to 81.4% and 85.2% respectively. The effective cost management that resulted the ratio cost of sales decreased.

### **Distribution Costs**

In year 2019 and year 2018, the Company had distribution costs were 407.2 million baht and 514.6 million baht or equivalent to 7.6% and 9.9% respectively. The ratio of cost decreased from previous year because effective promotion budget planning.

### **Administrative Expenses**

In year 2019 and year 2018, the Company had administrative expenses were 169.4 million baht and 139.3 million baht or equivalent to 3.2% and 2.7% of sales revenue respectively. The ratio of expense slightly increased from previous year.

## **Finance Costs**

In year 2019 and year 2018, the Company had finance costs equal to 36.9 million baht and 59.4 million baht respectively. Finance costs decreased due to repay loan to financial institutions.

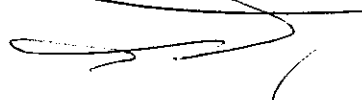
## **Share of loss of investment in joint venture**

In year 2019 and year 2018, the Company had share of loss of investment in joint venture equal to (29.8) million baht and (110.0) million baht respectively, The share of loss of investment had been decreased 80.2 million baht because improving business strategy that increased distribution channel and succeeded in new products.

## **Net Profit**

In year 2019, the Company had earned net profit of 407.5 million baht or equivalent to net profit margin of 7.6% as compared to the previous year that net profit earned 43.8 million baht or equivalent to 0.8% of sales revenue, as a result net profit increased by 829.4% from the same period of the last year.

Yours sincerely,



(Mrs. Eng Passakornatee)

Senior Executive Vice President  
Ichitan Group Pcl.