

Ref: CIG 020/2020

June 11, 2020

Subject: Profit and loss reporting for the first quarter of 2020 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 first quarter ended March 31, 2020 as follows;

#### Revenue

The company recorded total revenue of 244.13 million Baht for the first quarter of 2020, showing the decrease by 24.17 million Baht or 9.19% from the same period of the last year. The decrease resulted mainly from moderate drops in both revenue from service and revenue from sales by 27.23 million Baht or 41.10% ,and 26.19 million Baht or 19.73% from the same period of the last year, respectively. However, the company incurred revenue from export sales of 96.87 million Baht, increased by 30.89 million Baht or 46.82% from the same period of the last year which showed 65.98 million Baht. Futhermore, the company generated revenue from hotel business of 8.85 million Baht, decreased by 1.01 million Baht or 10.24% from the same period of the last year which showed 9.86 million Baht.

#### Cost of Goods Sold/service and Gross Profit Margin

The company recorded cost of goods sold of 178.86 million Baht for the first quarter of 2020, increased by 18.53 million Baht or 11.56% from the same period of the last year. Dramatic portion of increase resulted mostly from an increase in cost of goods sold of export sales following an increase in revenue. Meanwhile, cost of service in this quarter was equal to 62.96 million Baht, slightly increase by 0.94 million Baht or 1.52% from the same period of the last year.

The company showed gross profit margin for the first quarter of 2020 of 0.27%, compared to 16.09% of the same period last year. In that, it comprised of 12.08% of gross profit margin from sales and -61.33% of gross profit margin from services. The main reason for the decrease was from services segment due to higher actual cost than what was firstly projected.

#### Selling and Administration Expenses

The company recorded selling and administration expenses of 42.81 million Baht for the first quarter of 2020, decreased by 5.78 million Baht or 11.90% from the same quarter of the last year. This was mainly because realized loss from impairment on a subsidiary incurred last year was credited in this period due to its better performance compared to the last year.

#### Financing costs

The company’s financial costs in the first quarter of 2020 totaled 5.93 million Baht which increased by 1.55 million Baht or 35.39% from the same period of the last year. This was mainly due to an increase in long term financing as a respond to business expansions.

#### Net profit (loss)

The company incurred net loss of 51.28 million Baht for the first quarter of 2020, increased by 42.03 million Baht from the same quarter last year which showed net loss of 9.25 million Baht. The main reasons for the decrease was reduction of gross profit margin, additional allowance for doubtful accounts and increased financial cost for business expansion activities as mentioned above.

Best regards,

Warawut Arunothai  
Managing Director