



C.I. GROUP
PUBLIC COMPANY LIMITED
บริษัท ซี.ไอ. กรุ๊ป จำกัด (มหาชน)

สำนักงานใหญ่ (HQ)
1/1 ม.7 ต.บางคูวัด อ.บางคูวัด
อ.เมืองปทุมธานี จ.ปทุมธานี 12000
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สาขาเทพารักษ์
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Ref: CIG 003/2563

February 26, 2020

Subject: Profit and loss reporting for the year 2019 and explanation of more than 20 percent fluctuation in profit and loss compared to that of last year.

To: Directors and Managers
The Stock Exchange of Thailand,

C.I. Group Public Company Limited hereby reports financial statements for the year ended 31st December 2020 as follow;

Revenue

The company recorded total revenue of 1,555.75 million Baht in the year 2019 which increased from last year totaling 451.33 million Baht or 39.20%. The company recorded revenue from sales and services of 1,466.63 million Baht, increasing by 376.24 million Baht or 34.51% from last year. With revenue from sales of 887.61 million Baht which decreased from last year totaling 55.64 million Baht or 5.90% due to recess in the economy and higher competition. The company recorded revenue from services of 579.03 million Baht which increased from the last year totaling 431.89 million Baht or 293.52% due to the expansion of construction business. The company also recorded other revenue totaling 89.11 million Baht increasing from the same period last year totaling 75.08 million Baht or 535.05%.

Cost of goods sold

The company recorded cost of goods sold of 1,405.17 million Baht for the year ended December 31, 2019 which increased from the same quarter last year totaling 462.94 million Baht or 49.13% detailed as follows: Cost of goods sold 887.61 million Baht which increased from last year by 63.35 million Baht or 7.97%; and Cost of services 579.03 million Baht, increasing by 526.28 million Baht or 358.10% due to the expansion of construction business.

Gross profit (loss)

Gross profit for the year 2019 totaled 61.47 million baht, decreased from the same period of the previous year by 86.70 million baht or 49.13%. Resulting in a reduced gross margin from 13.59% in 2018 to 4.19% in the year 2019, which has a major cause from the loss of the construction business, 94.23 million baht. However, the company has gross profit from sales of 155.70 million baht, an increase of 7.71 million baht or 5.2% from last year. The gross profit margin increased from 15.69% in 2018 to 17.54% in 2019.



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Sales and administration cost

The company recorded sales and administration cost of 325.42 million Baht for the year ended December 31, 2019 which increased from the same quarter last year totaling 133.90 million Baht or 69.92%. Due mainly to the setting up of Allowance for Doubtful accounts and loss from investments which increased by 112.24 million Baht from last year and the increase in sales and administration cost to support the expansion of construction business.

Financing costs

The company's financial costs for the year ended December 31, 2019 totaled 19.12 million Baht which increased from the same quarter last year totaling 10.28 million Baht or 116.29%. Due to an increase in the company's credit with facilities finance institutions to facilitate the expansion of the business.

Net profit (loss)

The company recorded a net loss of 198.57 million Baht for the year ended December 31, 2019, an increase in net loss of 145.70 million Baht or 275.56% compared with net loss of 52.87 million Baht in the same quarter last year with Net profit margin increasing from 4.79% in 2018 to 12.76% in 2019. The loss incurred is due to the recognition of gross loss from the construction business; higher administration cost to support the expansion of construction business; an increased credit with finance institutions to facilitate the company's expansion; together with the company's setup of allowance for doubtful accounts and loss from investments that increased from that of last year.

Please be informed accordingly.

Yours Sincerely,

(Mr. Sawai Chatchairungruang)

Managing Director