

Transactions	2018	%	2017	%	2016	%
Operating results						
Revenues	13,328,256	100.00	13,457,587	100.00	13,414,820	100.00
• from sales	12,349,628	5.00	12,446,980	92.49	12,615,379	94.04
• from other income	978,628	7.34	1,010,607	7.51	799,441	5.96
Gross profit	4,510,752	33.84	4,585,864	34.08	4,764,378	35.52
Expenses	12,366,298	92.78	12,551,227	93.27	12,433,346	92.68
Profit before income tax and finance cost	1,010,506	7.58	935,090	6.95	1,032,607	7.70
Profit before income tax	1,008,866	7.57	933,478	6.94	1,030,751	7.68
Net profit	931,280	6.99	846,477	6.29	936,278	6.98
* Income per capital (baht/headcount)	2,189,267		1,990,767		1,915,855	
* Net profit per capital (baht/headcount)	152,970		125,218		133,716	
* Interest coverage (times)	614		578		555	
* Degree of financial leverage (times)	1.00		1.00		1.00	
Financial position						
Current assets	7,655,759	32.51	6,902,912	29.65	7,190,407	35.60
Investments	11,785,382	50.05	12,156,004	52.22	8,967,447	44.40
Fixed assets	3,853,815	16.36	3,905,939	16.78	3,789,775	18.76
Other assets	251,607	1.07	252,354	1.08	251,293	1.24
Goodwill	-	-	-	-	-	-
Total assets	23,549,512	100.00	23,280,157	100.00	20,198,922	100.00
Current liabilities	1,980,536	8.41	2,013,869	8.65	2,007,569	9.94
Non-current liabilities	1,323,742	5.62	1,355,643	5.82	811,839	4.02
Equity	20,245,234	85.97	19,910,645	85.53	17,379,514	86.04
* Number of shares	290,634		290,634		290,634	
* Par value per share	1.00		1.00		1.00	
Financial ratios						
* Current ratio (times)	3.87		3.43		3.58	
* Quick ratio (times)	1.82		1.40		1.36	
* Debt-equity ratio (times)	0.16		0.17		0.16	
* Inventory coverage (days)	155.77		162.90		172.14	
* Collection period (days)	54.43		49.74		45.08	
* Operating cycle days (days)	150.84		152.20		159.51	
* Return on total revenues (%)	6.99		6.29		6.98	
* Return on equity (%)	4.64		4.54		5.61	
* Return on total assets (%)	3.98		3.89		4.83	
* Earnings per share (baht)	3.20		2.91		3.22	
** Dividend per share (baht)	1.21		1.10		1.15	
** Dividend payout ratio (%)	38.20		40.04		40.49	
* Book value per share (baht)	69.64		68.51		59.85	

Unit : In thousands of Baht except percentages in parentheses and transactions with an asterisk *

The information from the separate financial statement **

2015	%	2014	%	2013	%	2012	%
12,924,068	100.00	12,562,824	100.00	13,933,301	100.00	14,405,599	100.00
12,342,816	95.50	12,033,001	95.78	13,328,678	95.66	13,677,439	94.95
581,252	4.50	529,823	4.22	604,623	4.34	728,120	5.05
4,701,910	36.38	4,597,530	36.60	5,155,542	37.00	5,252,197	36.46
12,115,898	93.75	11,960,780	95.21	13,134,891	94.27	13,147,333	91.27
809,115	6.26	602,045	4.79	805,799	5.78	1,263,268	8.77
808,170	6.25	602,044	4.79	798,410	5.73	1,258,226	8.73
703,195	5.44	545,186	4.34	684,547	4.91	1,050,435	7.29
1,814,001		1,778,177		1,793,910		1,806,566	
99,041		77,167		88,135		131,733	
855		662,314		107		249	
1.00		1.00		1.01		1.00	
6,891,968	37.12	6,918,605	37.43	6,786,075	38.08	7,413,757	38.47
7,783,542	41.93	7,836,406	42.39	7,414,730	41.61	8,384,910	43.51
3,559,268	19.17	3,513,996	19.01	3,389,154	19.02	3,308,704	17.17
263,976	1.42	216,999	1.17	230,301	1.29	164,440	0.85
66,409	0.36	-	-	-	-	-	-
18,565,163	100.00	18,486,006	100.00	17,820,260	100.00	19,271,811	100.00
2,022,536	10.89	2,119,235	11.46	1,983,799	11.13	2,751,950	14.28
556,837	3.00	624,529	3.38	545,792	3.06	652,915	3.39
15,985,791	86.11	15,742,242	85.16	15,290,669	85.80	15,866,946	82.33
290,634		290,634		290,634		290,634	
1.00		1.00		1.00		1.00	
3.41		3.26		3.42		2.69	
1.15		1.07		1.02		0.81	
0.16		0.17		0.17		0.21	
181.00		192.76		189.13		176.30	
48.46		53.10		53.47		52.20	
169.77		183.38		183.58		165.08	
5.46		4.34		4.91		7.29	
4.43		3.51		4.39		7.07	
3.80		3.00		3.69		5.85	
2.42		1.88		2.36		3.61	
1.05		1.05		1.20		1.25	
45.06		47.95		48.31		34.58	
55.06		54.17		52.61		54.59	

Financial Statistic and Financial Ratios 2018-2012

Distribution of Shareownership

Based on the number of shares held in succeeding periods

Period	2018		2017	
	No. of shareowners	%	No. of shareowners	%
1 - 100	494	35.04	494	34.72
101 - 500	402	28.51	407	28.60
501 - 1,000	96	6.81	97	6.82
1,001 - 3,000	123	8.72	123	8.64
3,001 - 5,000	55	3.90	54	3.79
5,001 - Upward	240	17.02	248	17.43
Total	1,410	100.00	1,423	100.00

Distribution of Shareownership

Based on different categories of shareowners

Categories	2018		2017	
	No. of shares	%	No. of shares	%
Limited companies and limited public companies	86,642,410	29.81	87,000,690	29.93
Commercial banks and financial institutions	15,980	0.01	16,980	0.01
General public	43,376,075	14.93	49,489,183	17.03
Company employees	14,487,355	4.98	15,259,285	5.25
Thailand Securities Depository Company Limited				
- For local depositors	143,079,990	49.23	135,698,762	46.69
- For foreign depositors	3,031,920	1.04	3,168,830	1.09
Total	290,633,730	100.00	290,633,730	100.00