

Synopsis of Operations

(Million baht)

Transactions	Details	2018	2017	2016
Net revenues	Deriving from	13,376.80	13,486.32	13,465.95
	• sales	12,349.63	12,446.98	12,615.38
	• dividends	528.01	469.66	526.68
	• gain from disposal of assets	33.62	82.48	35.18
	• gain from disposal on investment	169.20	242.62	-
	• interest income	26.82	20.10	20.35
	• recovery of doubtful debt	-	-	-
	• other revenues	220.97	195.75	217.23
	• gain from impairment of investments	48.55	28.73	51.13
Net profit	After deducting	934.02	846.99	936.25
	• cost of sales	7,838.88	7,861.12	7,851.00
	• selling and administrative expenses	4,456.24	4,663.88	4,493.34
	• loss from impairment of investments	71.18	26.23	89.01
	• loss of investment in associates	-	-	-
	Total expenses	12,366.30	12,551.23	12,433.35
	• finance costs	1.64	1.61	1.86
	• corporate income tax	74.85	86.49	94.49
	equity attributable to owners of the equity			
	• owners of the equity	931.28	846.48	936.28
	• nons-controlling interest	2.74	0.51	(0.02)
Total assets	Consisting of	23,549.51	23,280.16	20,198.92
	• current assets	7,655.76	6,902.91	7,190.41
	• non - current assets	15,893.75	16,377.25	13,008.51
Current assets	Consisting of	7,655.76	6,902.91	7,190.41
	• cash and cash equivalents	1,404.37	911.10	1,175.49
	• trade accounts receivable	1,784.66	1,914.38	1,550.81
	• short-term loans to related parties	90.00	30.00	165.00
	• inventories	3,356.99	3,426.79	3,687.72
	• other current assets	1,019.74	620.64	611.39
Non-current assets	Consisting of	15,893.75	16,377.25	13,008.51
	• restricted deposits at financial institution	2.95	2.95	2.95
	• long-term loans to related parties	-	60.00	-
	• long-term loans given to employee	1.07	2.26	1.39
	• available-for-sale investments	9,091.80	9,068.04	6,586.04
	• investment in associated companies - cost method	837.17	826.91	695.81
	• other long-term investments	1,856.42	2,261.06	1,685.60
	• investment properties	1,005.02	1,031.77	979.43
	• property, plant & equipment	2,848.80	2,874.17	2,810.34
	• intangible assets	35.85	31.80	23.89
	• leasehold	14.11	18.64	23.22
	• goodwill	-	-	-
	• other non - current assets	200.58	199.65	199.84

Synopsis of Operations

(Million baht)

Transactions	Details		2018	2017	2016
Property, plant & equipment	Consisting of		2,848.80	2,874.17	2,810.34
	• land		1,988.12	1,988.36	1,964.81
	• building and improvements		802.46	838.29	803.15
	• office equipment and vehicles		1,339.51	1,287.26	1,209.06
	• furniture and fixtures		1,149.01	1,198.11	1,097.44
	• assets under construction and installation		99.66	40.07	40.46
	• accumulated depreciation		(2,529.96)	(2,477.92)	(2,304.58)
Current liabilities	Consisting of		1,980.54	2,013.87	2,007.57
	• short-term loans from financial institution		30.00	30.00	20.00
	• trade accounts payable		1,273.49	1,311.45	1,328.34
	• others payable		677.05	627.64	608.85
	• Income tax payable		-	44.78	50.38
Non - current liabilities	Consisting of		1,323.74	1,355.64	811.84
	• deferred tax liabilities		692.47	734.45	232.41
	• employee benefit obligations		588.81	577.74	532.59
	• other non-current liabilities		42.46	43.45	46.85
Equity	Consisting of		20,245.23	19,910.64	17,379.51
	• capital		290.63	290.63	290.63
	• premium on ordinary shares		1,487.14	1,487.14	1,487.14
	• premium on treasury stock		51.43	51.43	51.43
	• legal reserve		50.00	50.00	50.00
	• general reserve		1,869.15	1,789.31	1,706.71
	• unappropriated retained earnings		11,003.25	10,438.35	10,008.71
	• others components of equity		5,489.35	5,804.06	3,801.03
	• owners of the equity		20,240.96	19,910.94	17,395.65
	• nons-controlling interest		4.27	(0.29)	(16.14)
Cash flow cycle	The Company's cash flow cycle	A	150.84	152.20	159.51
	commences with the purchase				
	and resale of merchandise and				
	ending with the collection of cash				
	resulting from	A	54.43	49.74	45.08
	• collection period	A	155.77	162.90	172.14
	• inventories coverage deducted payment period	A	59.36	60.44	57.71
Total employees	Consisting of	B	6,088	6,760	7,002
	• counter sales force	B	4,316	4,801	5,042
	• office work force	B	1,772	1,959	1,960
Net revenues per capital		C	2,189.27	1,990.77	1,915.86
Net profit per capital		C	152.97	125.22	133.72

A Unit shows number of days

B Unit shows number of employees

C Unit shows thousand baht per headcount