

## Related Transactions

In 2017, the Company had not sought approval from the Annual general meeting in allocating loans and loan guarantees to the related parties. Instead such proposed transactions were submitted to the Board of Director's Meeting or Annual General Meeting for approval from time to time depending on the value of transaction.

As of December 31, 2017, the total amount of loans and loan guarantees provided are as follows :

Type of business	Loans		Loan Guarantees		
	Number of companies	Million Baht	Rate of guarantee annual fee	Number of companies	Million Baht
Joint-ventured companies	4	255.70	0.125 – 0.75	12	333.08
<b>Total</b>	<b>4</b>	<b>255.70</b>		<b>12</b>	<b>333.08</b>

In 2017 loans and guarantees were provided for the purpose of providing financial support to associated companies in proportion with its investment.

Related transactions in 2017 comprise

1. Investment in related companies
2. Loan to related companies

Reasons and necessities of providing loan:

1. To increase the channels of credit sources to corporate borrowers.
  2. To help solve the problems of the corporate borrowers business and to increase their liquidity.
  3. The corporate borrowers are well-related with the company and the Saha Group of Companies as part of the supply chain, strategic alliance and so forth.
  4. The corporate borrowers have collateral and/or guarantors.
  5. To give the loan according to the investment proportion.
  6. Interest rates are higher than the institutional market rates.
3. Transactions of business-related companies

Details of above three subjects can be found as per Notes of Financial Statements: No.5 Transactions in relation to persons or business-related companies page 158-166, No. 8 Short-term loans page 168, No. 11 Others Investment, No. 12 Investment in subsidiaries and No. 13 Investment in associates page 172 of this Annual Report.

Type of relationship with the companies which can be observed from the Transactions of Business-related companies page 126-131 of this Annual Report.

**Transactions of Business-related companies as of December 31, 2017**

No.	Name of Company	Relationship	Sales of Goods	Incomes	Purchase of Goods	Expenses	Purchase of property, plant and equipment/leasehold
1	Textile Prestige	A	-	7,883,204	1,866,766	8,160	-
2	Thai President Foods	A	-	18,378,220	-	-	-
3	Thai Wacoal	A	3,183,694	9,388,283	2,571,198,924	31,104,426	-
4	Thanulux	A	-	14,832,466	933,952,572	1,759,828	-
5	Newcity Bangkok	A	-	53,389	29,217	-	-
6	People's Garment	A	-	1,274,923	498,294,368	5,280,637	-
7	Pan Asia Footwear	A	-	2,268,586	410	70,000	-
8	Far East DDB	A	-	7,666,980	-	65,088,132	-
9	Sahapathanapibul	A	2,747,749	63,378,586	(139)	440,635	-
10	S&J International Enterprises	A	44,363,621	26,376,895	21,364,844	482,386	-
11	O.C.C.	A	-	9,504,049	377,812	22,206	-
12	Sahacogen (Chonburi)	A	-	15,113,614	-	-	-
13	Champ Ace	A	-	8,425	-	134,400	-
14	Sahapat Properties	A	-	46,000	-	-	-
15	Bangkok Tokyo Socks	A	-	1,120,000	474,691	-	-
16	First United Industry	A	-	1,094,040	-	-	-
17	Molten (Thailand)	A	-	5,380,639	-	-	-
18	Molten Asia Polymer Products	A	-	1,872,000	-	-	-
19	Lion Corporation (Thailand)	A	99,015	60,874,991	967,367,722	1,184,688	-
20	Sahapat Real Estate	A	-	590,795	-	-	-

No.	Name of Company	Relationship	Sales of Goods	Incomes	Purchase of Goods	Expenses	Purchase of property, plant and equipment/leasehold
21	International Laboratories	A	21,030	21,826,269	615,621,436	6,188,049	-
22	Seno Saha Logistics	A	832,569	-	-	36,878,419	-
23	Kewpie (Thailand)	A	-	5,600,000	328	-	-
24	Sun 108	A	3,222,125	19,599,423	-	23,989	-
25	Tiger Distribution & Logistics	A	10,256	21,650,622	1,180,413	108,207,915	-
26	Thai Cubic Technology	A	-	829,904	-	-	-
27	Better Way (Thailand)	A	8,963,908	115,386,250	12,263,139	-	-
28	Raja Uchino	A	-	4,005,991	36,082,435	116,544	-
29	Thai Secom Security	A	-	18,521,580	-	1,095,936	-
30	Thai Shikibo	A	-	3,918,930	-	-	-
31	Thai Naxis	A	-	189,000	-	1,189,573	-
32	Pattaya Manufacturing	A	-	4,508,377	256,570,495	341,136	-
33	Wien International	A	1,010,059	82,316	(20,336)	1,000	-
34	SSDC (Tigertex)	A	-	3,063,804	-	-	-
35	Erawan Textile	A	-	2,121,575	-	-	-
36	H&B Intertex	A	(17,485)	8,344,911	106,950,745	649,172	-
37	E.P.F.	A	36,176,910	630,000	-	-	-
38	Total Way Image	A	-	80,000	68,121,467	735	-
39	Thai Takaya	A	-	-	(128,700)	44,638	-
40	Thai Monster	A	-	-	-	-	-
41	T.U.C. Elastic	A	-	-	-	-	-
42	Thai Staflex	A	-	720,000	-	-	-
43	Thai Sports Garment	A	-	1,200,000	-	-	-
44	Shiseido Professional (Thailand)	A	-	1,289,400	-	-	-

No.	Name of Company	Relationship	Sales of Goods	Incomes	Purchase of Goods	Expenses	Purchase of property, plant and equipment/leasehold
45	Tsuruha (Thailand)	A	5,838,482	-	-	-	-
46	Osoth Inter Laboratories	A	-	1,174	-	50,920	-
47	Saha Lawson	A	979,682	1,866,515	-	231,613	-
48	S.T.(Thailand)	A	-	15,291,448	38,098,754	-	-
49	Kai I.T. Service	A	-	545,233	-	10,039,692	22,838,319
50	K. Commercial and Construction	A	-	725,000	-	90,150	2,967,099
51	Sahachol Food Supplies	A	-	11,244	21,307,345	3,875	-
52	I.D.F.	A	-	3,293,239	-	2,060,000	-
53	Thai Takeda Lace	A	-	2,430,000	-	-	-
54	Thai Hoover Industry	A	-	2,849,000	-	-	-
55	WBLP	A	-	336,295	14,004,281	1,895,027	-
56	Transcosmos (Thailand)	A	1,380,860	123,233	-	11,345,646	-
57	International Commercial Coordination(Hong Kong)	A	-	-	-	1,031,870	-
58	Top Trend Manufacturing	A	-	1,296,000	-	-	-
59	Saha Pathana Inter-Holding	B	100,153	25,936,015	-	27,515,408	-
60	Vitayasithi	C	-	-	-	222,289	-
61	Vira Law Office	C	-	232,260	-	6,938,220	-
62	International Commercial Coordination	C	-	23,520	-	18,798,861	-
63	Can	C	8,916,269	94,422	-	-	-
64	Koraj Wattana	C	17,493,334	4,344	-	-	-
65	Sun and Sand	C	23,111,981	4,325	-	-	-
66	Sukhatasana	C	-	1,443,412	-	35,156,254	37,230,501
67	Laem Cha-Bang Warehouse	C	-	95,000	-	-	-

No.	Name of Company	Relationship	Sales of Goods	Incomes	Purchase of Goods	Expenses	Purchase of property, plant and equipment/leasehold
68	Intersouth	C	23,254,764	2,280	-	24,682	-
69	Intanin Chiangmai	C	36,279,295	5,342	-	2,485,832	-
70	Eastern I.C.C.	C	16,741,913	3,031	127,604	160,516	-
71	Pens Marketing and Distribution	C	536,948	1,172,423	27,843,238	7,000	-
72	Paknumpo Wattana	D	13,395,660	134,833	-	-	-
73	Maharachapreuk	D	13,912,624	134,656	-	-	-
74	United Utilities	D	-	3,247,285	-	-	-
75	Thai Arusu	D	-	1,509,953	-	30,564,067	25,610,612
76	Thai Gunze	D	-	-	7,411,628	17,346	-
77	D F Inter	D	-	1,682,719	-	169,200	-
78	S R P Nanasai	D	-	4,000	-	33,312,913	38,701,100
79	International Leather Fashion	E	-	2,514,416	176,437,145	248,826	-
80	Worldclass Rent a Car	E	8,748	1,553,105	22,095	1,386,264	-
81	Issara United	E	-	4,127,558	-	-	-
82	Shop Global (Thailand)	E	13,518,060	5,297,063	-	-	-
83	Ruamissara Development	E	-	3,247,285	-	-	-
84	Canchana International	F	23,861,563	35,000	-	147,532	-
85	Thai Itokin	F	145,748	3,708,639	120,560,107	1,136,748	-
86	WBRE	F	-	2,663,892	-	2	-
87	Amis Du Monde	F	79,675	-	-	-	-
<b>Total</b>			<b>300,169,209</b>	<b>565,072,313</b>	<b>6,497,380,806</b>	<b>445,356,353</b>	<b>127,347,631</b>

Remarks: A: SPI is a co-major shareowner

B: ICC's major shareowner

C: Major shareowner is ICC's Directors or Executives

D: MD is ICC's Directors or executives

E : Associate

F: Subsidiary

## Pricing policy for related business

It is in compliance with normal trade condition which is the market price and the same price as dealt with other persons.

Description	Remuneration Policy
Acquisition of the trademark	Cost of trademark registration plus interest cost incurred by the buyer since the acquisition year
Immovable property rental income / expense	Depending on the market price by consideration on the location, condition and benefits generated by the use of property.
Royalty income	At percentage of net factory sales
Consultancy income / expense	Depending on complexity level of such service provided
Inventory management fee	Number of item pick-up, registering record and number of boxes in transporting goods and goods return
Transportation charge	Depending on the volume or number and distance of Goods transported, compared with other transportation companies' charge
Interior design & installation expense	Depending on the design, area, size, construction materials and interior design technique, through bidding process.
Advertising expense	Depending on market price and the service charge must not be higher than the rate set by advertising business.
Display equipment	} Depending on market price
Computer expense	
Packaging, purchase of computers and give-away items	