

Transactions	2017	%	2016	%	2015	%
Operating results						
Revenues	13,457,587	100.00	13,414,820	100.00	12,924,068	100.00
• from sales	12,446,980	92.49	12,615,379	94.04	12,342,816	95.50
• from other income	1,010,607	7.51	799,441	5.96	581,252	4.50
Gross profit	4,585,864	34.08	4,764,378	35.52	4,701,910	36.38
Expenses	12,551,227	93.27	12,433,346	92.68	12,115,898	93.75
Profit before income tax and finance cost	935,090	6.95	1,032,607	7.70	809,115	6.26
Profit before income tax	933,478	6.94	1,030,751	7.68	808,170	6.25
Net profit	846,477	6.29	936,278	6.98	703,195	5.44
* Income per capital (baht/headcount)	1,990,767		1,915,855		1,814,001	
* Net profit per capital (baht/headcount)	125,218		133,716		99,041	
* Interest coverage (times)	578		555		855	
* Degree of financial leverage (times)	1.00		1.00		1.00	
Financial position						
Current assets	6,902,912	29.65	7,190,407	35.60	6,891,968	37.12
Investments	12,156,004	55.22	8,967,447	44.40	7,783,542	41.93
Fixed assets	3,905,939	16.78	3,789,775	18.76	3,559,268	19.17
Other assets	252,354	1.08	251,293	1.24	263,976	1.42
Goodwill	-	-	-	-	66,409	0.36
Total assets	23,208,157	100.00	20,198,922	100.00	18,565,163	100.00
Current liabilities	2,013,869	8.65	2,007,569	9.94	2,022,536	10.89
Other liabilities	1,355,643	5.82	811,839	4.02	556,837	3.00
Equity	19,910,645	85.53	17,379,514	86.04	15,985,791	86.11
* Number of shares	290,634		290,634		290,634	
* Par value per share	1.00		1.00		1.00	
Financial ratios						
* Current ratio (times)	3.43		3.58		3.41	
* Quick ratio (times)	1.40		1.36		1.15	
* Debt-equity ratio (times)	0.17		0.16		0.16	
* Inventory coverage (days)	162.90		172.14		181.00	
* Collection period (days)	49.14		45.08		48.46	
* Operating cycle days (days)	151.60		159.51		169.77	
* Return on total revenues (%)	6.29		6.98		5.46	
* Return on equity (%)	4.54		5.61		4.43	
* Return on total assets (%)	3.89		4.83		3.80	
* Earnings per share (baht)	2.91		3.22		2.42	
** Dividend per share (baht)	1.10		1.15		1.05	
** Dividend payout ratio (%)	40.04		40.49		45.06	
* Book value per share (baht)	68.51		59.85		55.06	

2014	%	2013	%	2012	%	2011	%
12,562,824	100.00	13,933,301	100.00	14,405,599	100.00	13,373,186	100.00
12,033,001	95.78	13,328,678	95.66	13,677,439	94.95	12,825,315	95.90
529,823	4.22	604,623	4.34	728,120	5.05	547,871	4.10
4,597,530	36.60	5,155,542	37.00	5,252,197	36.46	4,719,459	35.29
11,960,780	95.21	13,134,891	94.27	13,147,333	91.27	12,288,244	91.89
602,045	4.79	805,799	5.78	1,263,268	8.77	1,084,942	8.11
602,044	4.79	798,410	5.73	1,258,226	8.73	1,084,942	8.11
545,186	4.34	684,547	4.91	1,050,435	7.29	857,549	6.41
1,778,177		1,793,910		1,806,566		1,738,810	
77,167		88,135		131,733		111,500	
662,314		107		249		N.M.	
1.00		1.01		1.00		1.00	
6,918,605	37.43	6,786,075	38.08	7,413,757	38.47	6,829,562	41.01
7,836,406	42.39	7,414,730	41.61	8,384,910	43.51	6,396,579	38.41
3,513,996	19.01	3,389,154	19.02	3,308,704	17.17	3,177,766	19.08
216,999	1.17	230,301	1.29	164,440	0.85	129,484	0.78
-	-	-	-	-	-	-	-
18,486,006	100.00	17,820,260	100.00	19,271,811	100.00	16,655,396	100.00
2,119,235	11.46	1,983,799	11.13	2,751,950	14.28	2,408,190	14.46
624,529	3.38	545,792	3.06	652,915	3.39	416,898	2.50
15,742,242	85.16	15,290,669	85.80	15,866,946	82.33	13,830,308	83.04
290,634		290,634		290,634		290,634	
1.00		1.00		1.00		1.00	
3.26		3.42		2.69		2.84	
1.07		1.02		0.81		0.99	
0.17		0.17		0.21		0.20	
192.76		189.13		176.30		152.56	
53.10		53.47		52.20		51.14	
183.38		183.58		165.08		140.47	
4.34		4.91		7.29		6.41	
3.51		4.39		7.07		6.40	
3.00		3.69		5.85		5.40	
1.88		2.36		3.61		2.95	
1.05		1.20		1.25		1.10	
47.95		48.31		34.58		45.61	
54.17		52.61		54.59		47.59	

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

The information from the separate financial statement **