

## Related Transactions

In 2016, the Company has not sought for an approval from the General Shareowners' meeting to allocate the loan and guarantee to the related parties. Instead and approval shall be submitted to the Board of Director's Meeting or Shareowners' Meeting from time to depending on the amount of transaction

As of December 31, 2016, following are total amount of loans and provided guarantee :

Type of business	Loans		Provided guarantee		
	Number of companies	Million Baht	Rate of guarantee annual fee	Number of companies	Million Baht
Business-related companies	1	69.98	0.75	8	144.22
Joint-ventured companies	3	269.52	0.125 – 0.75	3	114.95
<b>Total</b>	<b>4</b>	<b>339.50</b>		<b>11</b>	<b>259.17</b>

In 2016 loans and guarantees were for the purpose of providing financial support to associated companies in proportion with its investment.

Related transactions in 2016 comprise of

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 borrows.
  2. To help solve the problems of the corporate borrows business and to increase their liquidity.
  3. The corporate borrowers are well-related with the company and the Saha Group of Companies in supply chain, strategic alliance and so forth.
  4. The corporate borrowers have collateral and/or guarators.
  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 169-178, No. 8 Short-term loans page 178-179, No. 11 Investment, No. 12 Investment in equity-accounted investees and No. 13 Investment in subsidiaries page 180-183 of this Annual Report.
    - Type of relationship with the companies of the above two transactions which can be observed from the Transactions of Business-related companies page 134-136 of this Annual Report.

**Transactions of Business-related companies as of December 31, 2016**

No.	Name of Company	Relationship	Sales of Goods	Incomes	Purchase of Goods	Expenses	Purchase of property, plant and equipment/leasehold
1	Textile Prestige	A	-	18,018,752	3,468,691	-	-
2	Thai President Foods	A	-	17,353,140	-	-	-
3	Thai Wacoal	A	4,376,126	6,937,281	2,412,225,257	34,573,643	-
4	Thanulux	A	24,551	12,424,727	945,443,699	1,929,035	-
5	Newcity Bangkok	A	-	25,586	138,840	-	-
6	People's Garment	A	10,640	650,323	508,279,922	1,847,213	-
7	Pan Asia Footwear	A	-	2,083,101	1,241	410,000	-
8	Far East DDB	A	-	4,786,800	-	22,990,423	-
9	Sahapathanapibul	A	93,100	39,697,611	342,799	255,473	-
10	S&J International Enterprises	A	27,522,066	22,043,743	15,976,674	407,476	-
11	O.C.C.	A	1,121,221	9,336,478	343,409	9,206	-
12	Sahacogen (Chonburi)	A	-	10,043,296	-	-	-
13	Champ Ace	A	-	111,828	4,763,255	1,070,186	-
14	Sahapat Properties	A	-	115,000	-	-	-
15	Thai Arai	A	-	322,500	-	-	-
16	Bangkok Tokyo Socks	A	-	-	602,276	-	-
17	First United Industry	A	-	1,094,040	-	-	-
18	Molten (Thailand)	A	-	5,252,570	807	-	-
19	Molten Asia Polymer Products	A	-	1,872,000	-	-	-
20	Lion Corporation (Thailand)	A	-	57,663,119	930,125,423	151,884	-
21	Sahapat Real Estate	A	-	497,500	-	-	-
22	International Laboratories	A	5,127,339	25,587,812	663,783,328	17,758,016	-
23	Seno Saha Logistics	A	618,931	310,000	-	35,835,069	-

No.	Name of Company	Relationship	Sales of Goods	Incomes	Purchase of Goods	Expenses	Purchase of property, plant and equipment/leasehold
24	Kewpie (Thailand)	A	-	5,040,000	2,098	-	-
25	Thai Sun Foods	A	-	285,000	-	-	-
26	Sun 108	A	3,540,009	3,076,173	-	-	18,000
27	Tiger Distribution & Logistics	A	8,183,744	23,428,740	782,682	107,190,683	-
28	Thai Cubic Technology	A	-	865,024	-	-	-
29	Better Way (Thailand)	A	13,639,887	120,612,780	10,959,785	710	-
30	Raja Uchino	A	-	3,309,136	32,686,206	23,720	-
31	Thai Secom Pitakkij	A	-	110,076,993	-	1,121,636	-
32	Thai Shikibo	A	-	1,132,215	-	-	-
33	Thai Naxis	A	-	189,000	147,996	1,085,960	-
34	Pattaya Manufacturing	A	-	5,071,075	235,773,953	609,051	-
35	Wien International	A	576,861	13,500	203,921	27,899	-
36	SSDC (Tigertex)	A	-	3,413,155	-	-	-
37	Erawan Textile	A	-	4,098,740	2,581,745	-	-
38	H&B Intertex	A	174,077	8,441,390	102,964,049	241,740	-
39	E.P.F.	A	38,322,315	520,000	-	-	-
40	Total Way Image	A	-	240,000	77,788,096	-	-
41	Thai Takaya	A	749,483	498,790	75,995	419,540	-
42	Thai Monster	A	-	-	-	1,634,071	-
43	T.U.C. Elastic	A	-	213,120	-	-	-
44	Thai Staflex	A	-	288,000	-	-	-
45	Thai Sports Garment	A	-	1,200,000	-	-	-
46	Shiseido Professional (Thailand)	A	-	1,808,100	-	-	-
47	Tsuruha (Thailand)	A	8,073,303	47,250	-	-	-
48	Osoth Inter Laboratories	A	-	-	-	82,282	-

No.	Name of Company	Relationship	Sales of Goods	Incomes	Purchase of Goods	Expenses	Purchase of property, plant and equipment/leasehold
49	Saha Lawson	A	-	1,556,721	-	74,000	-
50	S.T.(Thailand)	A	-	1,988,272	34,308,953	136,885	-
51	Kai I.T. Service	A	-	437,836	-	10,019,241	22,127,838
52	K. Commercial and Construction	A	-	-	-	126,063	4,238,312
53	Thai Gunze	A	-	-	9,669,346	27,922	-
52	Sahachol Food Supplies	A	-	-	20,558,478	-	-
55	I.D.F.	A	-	2,888,139	-	-	-
56	United Utilities	A	-	6,494,570	-	-	-
57	Thai Arusu	A	-	1,793,846	-	37,933,956	52,567,016
58	D F Inter	A	-	1,980,327	-	704,800	2,254,545
59	Saha Pathana Inter-Holding	B	64,522	20,084,568	-	39,919,561	-
60	Vira Law Office	C	-	236,496	-	6,903,270	-
61	International Commercial Coordination	C	-	22,360	-	17,098,905	-
62	Can	C	15,791,626	89,467	-	142,080	-
63	Koraj Wattana	C	20,029,070	4,826	-	-	-
64	Sun and Sand	C	22,500,127	4,382	-	36,958	-
65	Sukhatasana	C	1,215	110,870	-	42,836,911	65,980,636
66	Laem Cha-Bang Warehouse	C	-	190,000	-	-	-
67	Intersouth	C	24,516,139	10,591	-	-	-
68	Intanin Chiangmai	C	34,230,397	6,864	-	2,000,292	-
69	Eastern I.C.C.	C	14,798,420	2,808	71,590	478,844	-
70	Paknumpo Wattana	C	12,017,861	141,072	-	-	-
71	Maharachapreuk	C	12,132,768	140,938	-	-	-

No.	Name of Company	Relationship	Sales of Goods	Incomes	Purchase of Goods	Expenses	Purchase of property, plant and equipment/leasehold
72	International Leather Fashion	E	-	2,806,474	184,948,179	305,421	-
73	Worldclass Rent a Car	E	12,913	583,217	7,644	1,305,041	-
74	Issara United	E	-	9,999,850	-	-	-
75	Shop Global (Thailand)	E	11,357,585	5,551,170	-	-	-
76	Canchana International	E	23,050,306	269,239	-	108,756	-
77	Ruamissara Development	E	-	2,546,447	-	-	-
78	Thai Itokin	F	99,346	3,054,122	123,786,741	2,807,655	-
79	WBRE	F	-	4,125,917	-	-	-
80	Amis Du Monde	F	-	-	-	1,182,870	-
81	Thai Takeda Lace	G	-	2,587,009	-	-	-
82	Thai Hoover Industry	G	591,050	2,421,650	-	-	-
83	WBLP	G	-	191,998	19,627,478	931,150	-
84	Transcosmos (Thailand)	G	-	243,082	-	12,204,805	-
85	Pens Marketing and Distribution	G	498,453	847,549	20,318,422	10,000	-
86	S R P Nanasai	G	-	60,774	-	30,225,608	36,842,004
<b>Total</b>			<b>303,843,022</b>	<b>603,568,839</b>	<b>6,353,232,470</b>	<b>437,195,909</b>	<b>184,028,351</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

F: Subsidiary

G: Some common directors

## 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	