

Related Transactions

In 2018, 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, 2018, 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	232.51	0.125 – 0.75	12	333.08
Total	4	232.51		12	333.08

In 2018 loans and guarantees were provided for the purpose of providing financial support to associated companies in proportion with its investment.

Related transactions in 2018 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 168-169, No. 11 Others Investment, No. 12 Investment in subsidiaries and No. 13 Investment in associates page 170-174 of this Annual Report.

Type of relationship with the companies which can be observed from the Transactions of Business-related companies page 126-129 of this Annual Report.

Transactions of Business-related companies as of December 31, 2018

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	2,559,305	17,260	-
2	Thai President Foods	A	-	14,674,123	-	-	-
3	Thai Wacoal	A	3,022,531	54,593,488	2,770,035,842	12,692,391	-
4	Thanulux	A	812,220	15,761,407	824,243,586	1,111,945	-
5	Newcity Bangkok	A	-	64,984	52,716	3,500	-
6	People's Garment	A	-	2,751,085	433,901,114	7,212,658	-
7	Pan Asia Footwear	A	-	3,523	851	137,500	-
8	Far East Fame Line DDB	A	-	10,078,150	-	58,286,511	-
9	Sahapathanapibul	A	3,652,223	50,485,062	321,225	816,511	-
10	S&J International Enterprises	A	34,477,240	26,404,271	30,162,149	508,298	-
11	O.C.C.	A	610,000	8,789,363	263,537	24,200	-
12	Sahacogen (Chonburi)	A	-	16,192,944	-	-	-
13	Champ Ace	A	-	-	-	230,400	-
14	Sahapat Properties	A	-	92,000	-	-	-
15	Bangkok Tokyo Socks	A	-	-	281,792	-	-
16	First United Industry	A	-	1,094,040	-	-	-
17	Molten (Thailand)	A	-	5,445,869	10,225	-	-
18	Molten Asia Polymer Products	A	-	1,872,000	-	-	-
19	Lion Corporation (Thailand)	A	-	87,507,700	997,809,084	563,322	-
20	Sahapat Real Estate	A	-	1,054,346	-	-	-
21	International Laboratories	A	28,716	38,784,692	534,437,509	3,762,361	-

No.	Name of Company	Relationship	Sales of Goods	Incomes	Purchase of Goods	Expenses	Purchase of property, plant and equipment/leasehold
22	Seno Saha Logistics	A	-	-	-	38,553,536	-
23	Kewpie (Thailand)	A	-	6,160,000	-	-	-
24	Sun 108	A	18,806	19,579,891	-	36,534	-
25	Tiger Distribution & Logistics	A	6,693,135	17,694,337	195,526	106,247,035	-
26	Thai Cubic Technology	A	-	763,200	-	-	-
27	Better Way (Thailand)	A	5,929,454	148,361,023	11,731,313	-	-
28	Raja Uchino	A	-	1,731,496	29,860,248	138,338	-
29	Thai Secom Security	A	-	11,110,758	-	1,115,936	-
30	Thai Shikibo	A	-	-	-	-	-
31	Thai Naxis	A	-	246,480	263,615	220,647	-
32	Pattaya Manufacturing	A	-	1,218,333	246,003,300	-	-
33	Wien International	A	9,282	97,999	26,286	227,700	-
34	SSDC (Tigertex)	A	-	1,807,191	-	-	-
35	Erawan Textile	A	-	1,213,155	7,785,743	-	-
36	H&B Intertex	A	(46,533)	8,295,201	66,877,531	643,420	-
37	E.P.F.	A	23,973,138	533,000	-	-	-
38	Total Way Image	A	-	240,000	53,639,244	24,975	-
39	Thai Takaya	A	-	-	-	-	-
40	Thai Monster	A	-	-	-	1,161,273	-
41	T.U.C. Elastic	A	-	-	-	-	-
42	Thai Staflex	A	-	147,170	-	-	-
43	Thai Sports Garment	A	-	1,203,530	-	-	-
44	Shiseido Professional (Thailand)	A	-	735,000	-	-	-

No.	Name of Company	Relationship	Sales of Goods	Incomes	Purchase of Goods	Expenses	Purchase of property, plant and equipment/leasehold
45	Tsuruha (Thailand)	A	5,314,896	159,360	-	-	-
46	Osoth Inter Laboratories	A	-	-	-	35,563	-
47	Saha Lawson	A	3,229,206	1,261,481	-	31,146	-
48	S.T.(Thailand)	A	-	19,616,436	51,730,485	2,137	-
49	Kai I.T. Service	A	-	425,424	-	10,502,692	10,270,847
50	K. Commercial and Construction	A	-	-	-	116,013	1,685,708
51	Sahachol Food Supplies	A	-	309,157	62,084,590	2,000	-
52	I.D.F.	A	-	3,293,996	-	1,460,000	-
53	Thai Takeda Lace	A	-	7,290,000	-	-	-
54	Thai Hoover Industry	A	-	2,849,000	-	-	-
55	WBLP	A	-	419,399	11,202,383	106,250	-
56	Transcosmos (Thailand)	A	(60,120)	107,015	-	10,457,140	-
57	International Commercial Coordination(Hong Kong)	A	-	-	-	839,987	-
58	Top Trend Manufacturing	A	2,000	2,624,000	-	-	-
59	Paknumpo Wattana	A	13,370,916	134,021	-	514	-
60	Maharachapreuk	A	15,713,869	134,232	-	662	-
61	Shop Global (Thailand)	A	15,859,147	3,657,255	-	-	-
62	Can	A	11,243,366	73,464	-	456	-
63	Koraj Wattana	A	18,483,577	3,136	-	770	-
64	Sun and Sand	A	22,273,270	2,016	-	146,369	-
65	Intersouth	A	24,112,578	1,927	-	516	-
66	Intanin Chiangmai	A	39,029,452	2,789	-	2,731,773	-
67	Eastern I.C.C.	A	18,773,710	1,068	53,169	51,309	-
68	Saha Pathana Inter-Holding	B	21,121	43,020,921	-	25,073,825	-

No.	Name of Company	Relationship	Sales of Goods	Incomes	Purchase of Goods	Expenses	Purchase of property, plant and equipment/leasehold
69	Vitayasithi	C	-	1,120	-	442,155	-
70	Vira Law Office	C	-	240,210	-	7,297,980	-
71	Sukhatasana	C	-	97,355	-	34,070,449	20,746,921
72	Laem Cha-BangWarehouse	C	-	95,000	-	-	-
73	Pens Marketing and Distribution	C	3,219,705	1,312,623	23,877,535	5,504	-
74	Train Time Test	C	-	53,581	-	2,019,558	-
75	T-Way	C	93,692	42,500	-	379,045	-
76	International Commercial Coordination	D	-	22,250	-	20,554,554	-
77	United Utilities	D	-	-	-	-	-
78	Thai Arusu	D	-	1,512,187	-	25,286,802	45,180,068
79	Thai Gunze	D	-	2,989,754	11,586,809	750	-
80	D F Inter	D	-	705,708	-	154,400	-
81	S R P Nanasai	D	-	30,387	-	23,340,243	37,343,745
82	International Leather Fashion	E	-	1,116,256	132,537,245	526,281	-
83	Worldclass Rent a Car	E	927,369	5,738,369	17,929	2,093,087	-
84	Issara United	E	23,365	3,615,000	-	-	-
85	Ruamissara Development	E	-	-	-	-	-
86	Canchana International	F	24,276,602	-	-	174,782	-
87	Thai Itokin	F	95,511	4,691,915	105,814,670	971,388	-
88	WBRE	F	-	2,334,275	-	-	-
89	Amis Du Monde	F	-	-	-	-	-
Total			295,183,444	674,674,602	6,409,366,555	402,612,351	115,227,288

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 compared to market price.
Royalty expense	At percentage of net company sales compared to market price.
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	
Training expense	According to the training course and proficiency of resource person.
Service fee of sales personnel provider at special sales events	At percentage of wage rate per day compared to market price and other contractors.