

## Related Transactions

In 2019, 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, 2019, 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	3	181.50	0.125 – 0.75	11	334.97
<b>Total</b>	<b>3</b>	<b>181.50</b>		<b>11</b>	<b>334.97</b>

In 2019 loans and guarantees were provided for the purpose of providing financial support to associated companies in proportion with its investment.

Related transactions in 2019 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.4 Transactions in relation to persons or business-related companies page 161-169 No. 6 Others Investment page 170-171 No. 10 Investment in associates page 173-175 and No. 11 Investment in subsidiaries page 175-176 of this Annual Report.

Type of relationship with the companies which can be observed from the Transactions of Business-related companies page 129-132 of this Annual Report.

**Transactions of Business-related companies as of December 31, 2019**

No.	Name of Company	Relationship	Sales of Goods	Incomes	Purchase of Goods	Expenses	Purchase of property, plant and equipment/leasehold
1	Textile Prestige	A	-	6,757,032	468,343	-	-
2	Thai President Foods	A	-	17,717,132	-	-	-
3	Thai Wacoal	A	471,722	56,468,945	3,079,172,682	14,991,668	-
4	Thanulux	A	-	7,819,333	781,288,412	1,207,376	-
5	Newcity Bangkok	A	-	83,168	55,884	-	-
6	People's Garment	A	-	2,132,900	404,917,990	4,814,105	-
7	Pan Asia Footwear	A	-	6,453	-	-	-
8	Far East Fame Line DDB	A	-	10,076,350	-	46,998,655	-
9	Sahapathanapibul	A	184,037	53,880,774	809,890	397,974	-
10	S&J International Enterprises	A	29,746,431	27,963,498	31,446,602	254,314	-
11	O.C.C.	A	-	10,413,587	105,184	-	-
12	Sahacogen (Chonburi)	A	-	12,951,955	-	-	-
13	Champ Ace	A	-	-	-	230,400	-
14	Sahapat Properties	A	-	115,000	-	-	-
15	Bangkok Tokyo Socks	A	-	-	33,983	-	-
16	First United Industry	A	-	1,094,040	-	-	-
17	Molten (Thailand)	A	-	5,263,774	-	-	-
18	Molten Asia Polymer Products	A	-	1,872,000	-	-	-
19	Lion Corporation (Thailand)	A	-	87,360,008	1,198,873,040	50,912	-
20	Sahapat Real Estate	A	-	982,528	-	-	-
21	International Laboratories	A	16,076	48,779,608	501,450,083	17,323,868	-
22	Seno Saha Logistics	A	213,254	155,000	-	14,040,234	-

No.	Name of Company	Relationship	Sales of Goods	Incomes	Purchase of Goods	Expenses	Purchase of property, plant and equipment/leasehold
23	Kewpie (Thailand)	A	-	7,000,000	-	-	-
24	Sun 108	A	62,785	5,902,286	-	21,400	-
25	Tiger Distribution & Logistics	A	377,611	8,943,548	131,398	121,240,516	-
26	Thai Cubic Technology	A	-	760,000	-	-	-
27	Better Way (Thailand)	A	23,054,491	15,386,250	5,983,409	-	-
28	Raja Uchino	A	-	2,920,142	23,069,755	1,869	-
29	Thai Secom Security	A	-	9,276,307	-	1,152,473	-
30	Thai Shikibo	A	-	19,244,100	-	-	-
31	Thai Naxis	A	-	202,500	-	18,848	-
32	Pattaya Manufacturing	A	-	1,167,205	211,520,480	1,376	-
33	Wien International	A	37,416	3,915,000	-	-	-
34	SSDC (Tigertex)	A	-	2,458,800	-	-	-
35	Erawan Textile	A	-	1,194,000	-	-	-
36	H&B Intertex	A	152,698	13,966,599	51,038,530	206,771	-
37	E.P.F.	A	18,976,485	-	-	-	-
38	Total Way Image	A	-	390,000	59,389,265	2,855	-
39	Thai Staflex	A	-	288,000	-	-	-
40	Thai Sports Garment	A	-	1,200,000	-	-	-
41	Shiseido Professional (Thailand)	A	-	1,335,600	-	-	-
42	Tsuruha (Thailand)	A	7,704,529	221,340	-	169,387	-
43	Osoth Inter Laboratories	A	-	-	-	33,132	-
44	Saha Lawson	A	3,707,605	1,236,693	-	160,860	-
45	S.T.(Thailand)	A	-	13,026,039	44,466,777	3,600	-
46	Kai I.T. Service	A	-	423,087	-	14,299,737	10,199,322
47	K. Commercial and Construction	A	-	-	-	121,629	3,848,831

No.	Name of Company	Relationship	Sales of Goods	Incomes	Purchase of Goods	Expenses	Purchase of property, plant and equipment/leasehold
48	Sahachol Food Supplies	A	29,535	727,916	107,708,794	-	-
49	I.D.F.	A	-	3,699,550	-	120,000	-
50	Thai Takeda Lace	A	-	6,480,000	-	-	-
51	Thai Hoover Industry	A	-	5,698,000	-	-	-
52	WBLP	A	-	422,522	11,885,910	121,980	-
53	Transcosmos (Thailand)	A	(37,278)	81,675	-	4,571,360	-
54	International Commercial Coordination(Hong Kong)	A	-	-	-	170,321	-
55	Top Trend Manufacturing	A	13,005	3,240,000	-	-	-
56	Paknumpo Wattana	A	13,673,713	134,291	-	424,045	-
57	Maharachapreuk	A	16,283,473	145,446	-	1,053,801	-
58	Shop Global (Thailand)	A	23,186,007	3,458,371	-	60,036	-
59	Can	A	9,685,224	73,536	-	31,035	-
60	Koraj Wattana	A	18,041,597	3,373	-	1,754,138	-
61	Sun and Sand	A	23,965,196	3,041	-	1,941,082	-
62	Intersouth	A	23,225,466	2,888	-	2,003,323	-
63	Intanin Chiangmai	A	41,235,909	3,315	-	3,592,909	-
64	Eastern I.C.C.	A	18,660,500	11,709	-	2,556,594	-
65	Thai Arusu	A	-	1,830,356	-	32,975,359	53,994,996
66	Saha Pathana Inter-Holding	B	43,563	-	-	33,216,678	-
67	Vitayasithi	C	-	-	-	475,669	-
68	Vira Law Office	C	-	241,367	-	6,910,792	-
69	Sukhatasana	C	-	110,655	-	32,522,046	11,954,625
70	Pens Marketing and Distribution	C	4,322,208	1,676,506	35,203,021	336,703	-
71	Train Time Test	C	-	50,469	-	2,654,275	-
72	T-Way	C	(9,190)	-	-	641,208	-
73	WBHF	C	-	72,364	267,124	-	-

No.	Name of Company	Relationship	Sales of Goods	Incomes	Purchase of Goods	Expenses	Purchase of property, plant and equipment/leasehold
74	International Commercial Coordination	D	-	15,220	-	11,010,033	-
75	United Utilities	D	-	1,948,371	-	-	-
76	Thai Gunze	D	-	4,935,538	12,042,541	-	-
77	D F Inter	D	-	285,000	-	-	-
78	S R P Nanasai	D	-	30,387	-	7,272,693	29,024,844
79	Torfun Property	D	-	7,190	-	-	-
80	International Leather Fashion	E	-	1,161,335	122,040,872	2,296,199	-
81	Worldclass Rent a Car	E	361,023	8,649,847	(17,929)	3,898,465	-
82	Issara United	E	-	10,787,722	-	-	-
83	Ruamissara Development	E	-	14,399,952	-	-	-
84	Canchana International	F	24,740,915	344,563	-	66,657	-
85	Thai Itokin	F	51,028	5,935,851	110,894,947	11,419,752	-
86	WBRE	F	-	2,307,040	-	-	-
87	Amis Du Monde	F	-	3,458	-	-	-
Total			<b>302,177,034</b>	<b>541,329,405</b>	<b>6,794,246,987</b>	<b>401,841,112</b>	<b>109,022,618</b>

Remarks 1 : 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

2 : Related transactions for the past 3 years, please see details on the company website ([http:// www.icc.co.th](http://www.icc.co.th))

## 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.