



Tipco Foods Public Company Limited

Attachment 2

Financial Summary
From Annual Report 2017

Message from the Chairman



To All Shareholders

In 2017, Thailand's overall economy showed a sign of recovery from the past year. However, the beverage business growth within the country slightly decreased. Also, the overall business environment in the industry of the Company was at a high level. Despite the said factors, it is my great pleasure to report the Company's satisfactory operating results for the year 2017. The Company posted a total income of Baht 4,952 million and a net profit for the Company's shareholders of Baht 703 million. Such success is a result of the great determination and collaboration between the Company's employees and management in efficiently planning and managing challenges across various businesses.

As for the overall operating results by business segment, the processed fruit business continued to show a good outcome from the previous year. The domestic volume of pineapples which are main products of the business increased with the decreasing pineapple prices. The key success factors for the processed fruit business included the product selling price strategy and the management of production costs and raw material prices through contract farming.

With respect to the consumer business, despite the slight decrease in the domestic beverage business growth mentioned above and the highly competitive environment due to the new players in the market, the Company was able to maintain the leader position in the fruit juice market. In 2017, the Company continued to focus on the development of new products for the consumers such as Tipco Fruity Mix, Tipco Mocktail, and Tipco Me. As regards the Aura mineral water, the Company was still positioned as one of the market leaders.

The extract business achieved growth in terms of both income and new products launched to the market. This was in line with the upward trend of the industry of food supplement and medical supply from natural extracts. As for the agricultural business, income from the Homsuwan pineapples saw continuous growth as a result of the increasing output volumes and plantation areas according to the Company's plans. With regard to the retail business, we continued to develop new business models to respond to the trends of healthy products for consumers. We opened a second branch of the August Organic Eatery restaurant at Mega City Bangna and adopted franchise strategies for the continued expansion of Squeeze Juice Bar by Tipco.

2017 was another important year in which the Tipco Foods Group showcased the quality of its products and the consumers' confidence towards the Tipco brand. As a testimony to the success, the Company received various global and national awards as follows: • The Tipco brand achieved the "Brand of the Year" award for the second year at the World Branding Award 2017 event by the World Branding Forum. The awards were given to the organizations that were successful in building their brands at international and national levels. In 2017, there were more than 3,000 brands from 35 countries being nominated as candidates for the awards for 2017-2018. There were a total of 245 brands being selected for the awards worldwide. • The Tipco brand was granted the Marketeer No.1 Brand Thailand 2016-2017 award in the categories of Fruit Juice (100%) and Fruit Juice (Non 100%) from the Marketeer magazine, a leading marketing business media firm in Thailand. • The Tipco brand won the Superbrands Thailand's Choice 2016 award which was chosen by a number of strongest brands of the world. The Superbrands was internationally recognized as an only independent organization of the world that chose winners based on their excellence in building brands in many fields including marketing and communication. • The Tipco WAVE natural sport drink and the Tipco BEAT high protein drink won awards at the International Innovation Award 2017 event by Enterprise Asia, with its headquarters was located in Kuala Lumpur, Malaysia. This was the award for innovation given to organizations, agencies, and products with creative and innovative ideas. Tipco Foods Public Company Limited was the only company among all candidates that won two awards and was the only and the first beverage company from Thailand who won such awards.

The Company became a member of Thailand's Private Sector Collective Action Coalition Against Corruption (CAC) and was certified by the CAC Council. The Company has its strong commitment to undertaking business operations towards sustainable growth by adhering to the principles of good corporate governance, integrity, morality, honesty, transparency, social and environmental responsibility, and treatment of all stakeholders with equality. Doing business and performing duties with responsibility for environment and society is the core concept of all stakeholders of the Tipco Foods Group according to Tipco's policy 'Tipco develops business along with environment and society.'

On behalf of the Board of Directors, I would like to thank all shareholders, trading partners, and business alliances in all sectors for giving support and confidence towards the Company throughout all these years. Also, I would like to extend my appreciation to all executives and employees for their dedication and hard work for 2017. We will continue to adopt the principles of good corporate governance at the core of our business operations and move forward towards becoming a company that drives the market and adds value for its stakeholders with sustainable success.



(Ms.Laksana Supsakorn)

Chairman



Ratio for Annual Report

As of / for the year ending 31 December	2017 (Consolidated)	2017 (Company)	2016 (Consolidated)	2016 (Company)***	2015 (Consolidated)	2015 (Company)***
Common Share (Per Share)						
Par value	1.00	1.00	1.00	1.00	1.00	1.00
Book value	9.06	4.24	8.44	3.67	7.39	3.39
Earnings per share	1.46	0.98	1.69	0.79	0.79	0.38
Financial Performance (Baht)						
Revenues from sale	4,869,664,652	420,855,191	5,273,206,676	2,773,320,086	4,677,507,627	2,266,843,958
Total Revenues	4,951,610,702	798,808,785	5,366,966,970	3,100,879,023	4,899,034,995	2,599,658,322
Gross Profit	1,349,621,556	150,407,481	1,456,474,138	458,289,718	1,066,329,777	191,346,815
Earning before interest and tax	805,115,686	251,690,513	821,383,684	407,953,922	1,249,760,326	223,922,378
Net Profit	703,777,987	472,086,371	765,845,662	380,920,313	1,178,936,355	182,967,033
Financial Position (Baht)						
Current Assets	1,781,226,896	203,390,991	1,698,511,961	796,626,808	1,754,047,906	611,246,000
Total Assets	6,938,429,246	2,889,507,388	6,808,820,972	2,771,920,942	6,714,943,708	2,649,113,691
Current Liabilities	1,771,259,006	333,104,982	1,507,690,273	488,081,381	2,157,894,279	860,370,919
Total Liabilities	2,567,813,036	843,723,825	2,366,386,487	1,000,584,382	2,734,164,641	1,014,046,009
Issued and paid-up share capital	482,579,640	482,579,640	482,579,640	482,579,640	482,579,640	482,579,640
Shareholder's equity of the parent	4,370,616,210	2,045,783,563	4,074,332,347	1,771,336,560	3,565,419,357	1,635,067,682
Shareholder's equity	4,370,616,210	2,045,783,563	4,442,434,485	1,771,336,560	3,980,779,067	1,635,067,682
Financial Ratio						
Gross Profit margin (%)	27.7%	35.7%	27.6%	16.5%	22.8%	8.4%
EBIT margin (%)	16.3%	31.5%**	15.3%	13.2%	25.5%	8.6%
Net Profit margin (%)	14.2%	18.6%*	14.3%	12.3%	24.1%	7.0%
Dividend Payout ratio (%)	51.5%	76.7%****	23.1%	49.4%	10.2%	65.8%
Return on Equity (%)	16.1%	23.1%	20.0%	21.5%	33.3%	11.2%
Return on Total non - assets (%)	13.6%	6.5%**	15.9%	19.3%	23.8%	9.0%
Return on Total assets (%)	10.1%	6.1%**	11.9%	13.7%	17.6%	6.9%
Time interest earned (Times)	15.0	7.1	20.8	18.8	21.2	6.4
Current ratio (Times)	1.0	0.6	1.1	1.6	0.8	0.7
Quick ratio (Times)	0.5	0.5	0.5	0.7	0.5	0.4
Debt - equity ratio (Times)	0.6	0.4	0.5	0.6	0.7	0.6

*Included profit and total income from discontinued operation (transfer segment to a subsidiary)

** Based on profit from continued operation

***Separate financial statement in Year 2015-2016 included discontinued operation (transfer segment to a subsidiary), the company has completed restructuring in Year 2017.

****Dividend payout ratio calculated from the dividend that paid from the operation in that year. Dividend payment in Year 2017 included the dividend from second half operation of year 2017 amount 0.5 Baht/share which subject to the Annual General Meeting No.1/2018

Tipco Foods Public Company Limited and its subsidiaries

Statement of financial position

As at 31 December 2017

(Unit: Baht)

	Note	Consolidated financial statements		Separate financial statements	
		2017	2016	2017	2016
Assets					
Current assets					
Cash and cash equivalents		199,464,462	58,983,257	64,660,653	25,295,630
Current investment		4,907,078	3,846,390	-	-
Trade and other receivables	6,7	573,737,682	689,864,254	39,580,308	317,129,277
Short-term loans to related party	6	-	-	8,000,000	-
Inventories	8	915,877,077	882,245,761	50,201,989	433,586,623
Biological assets		2,952,979	2,800,857	-	-
Advanced payments		10,851,311	14,188,871	4,150,159	7,583,343
Other current assets		73,436,307	46,582,571	36,797,882	13,031,935
Total current assets		1,781,226,896	1,698,511,961	203,390,991	796,626,808
Non-current assets					
Restricted bank deposits		-	1,016,000	-	-
Investments in subsidiaries	9	-	-	1,615,336,907	465,336,902
Investment in associate	10	3,030,377,429	2,894,859,580	644,929,739	644,929,739
Investment property- Land awaiting sale		7,269,561	7,269,561	7,269,561	7,269,561
Property, plant and equipment	11	1,970,631,489	2,023,191,014	367,072,327	761,469,255
Intangible assets	12	72,458,309	68,099,837	33,547,307	35,954,345
Deferred tax assets - net	19	56,798,126	97,889,724	13,677,086	54,217,114
Other non-current assets		19,667,436	17,983,295	4,283,470	6,117,218
Total non-current assets		5,157,202,350	5,110,309,011	2,686,116,397	1,975,294,134
Total assets		6,938,429,246	6,808,820,972	2,889,507,388	2,771,920,942

The accompanying notes are an integral part of the financial statements.

(Unit: Baht)

	Note	Consolidated financial statements		Separate financial statements	
		2017	2016	2017	2016
Liabilities and shareholders' equity					
Current liabilities					
Bank overdrafts and short-term loans from financial institutions		720,845,467	417,000,000	140,000,000	120,000,000
Trade and other payables	6, 13	805,380,737	859,126,100	102,650,369	241,296,027
Current portion of long-term loans from financial institutions	14	197,500,000	171,500,000	86,200,000	91,500,000
Income tax payable		3,960,759	2,247,671	-	-
Other current liabilities		43,572,043	57,816,502	4,254,613	35,285,354
Total current liabilities		<u>1,771,259,006</u>	<u>1,507,690,273</u>	<u>333,104,982</u>	<u>488,081,381</u>
Non-current liabilities					
Long-term loans from financial institutions - net of current portion	14	709,450,000	776,950,000	487,445,000	456,950,000
Provision for dismantling cost		1,254,600	2,649,600	-	-
Provision for long-term employee benefits	16	85,849,430	79,096,614	23,173,843	55,553,001
Total non-current liabilities		<u>796,554,030</u>	<u>858,696,214</u>	<u>510,618,843</u>	<u>512,503,001</u>
Total liabilities		<u>2,567,813,036</u>	<u>2,366,386,487</u>	<u>843,723,825</u>	<u>1,000,584,382</u>
Shareholders' equity					
Share capital					
Registered					
500,000,000 ordinary shares of Baht 1 each		500,000,000	500,000,000	500,000,000	500,000,000
Issued and fully paid 482,579,640 ordinary shares of Baht 1 each		482,579,640	482,579,640	482,579,640	482,579,640
Non-controlling interests of subsidiary acquired by the Company at price higher than book value	9	(80,767,243)	-	-	-

The accompanying notes are an integral part of the financial statements.

(Unit: Baht)

	Note	Consolidated financial statements		Separate financial statements	
		2017	2016	2017	2016
Non-controlling interest in subsidiary of the associated company acquired at price lower than book value		1,494,466	1,494,466	-	-
Change in the interest in subsidiaries of the associated company which did not result in a loss of control of the associate		(135,832,635)	(135,832,635)	-	-
Capital reserve for share-based payment transactions of the associate		36,872,134	28,433,655	-	-
Retained earnings					
Appropriated - statutory reserve	17	50,000,000	50,000,000	50,000,000	50,000,000
Unappropriated		4,155,881,429	3,650,873,429	1,513,203,923	1,238,756,920
Other components of shareholders' equity		(139,611,581)	(3,216,208)	-	-
Equity attributable to owners of the Company		4,370,616,210	4,074,332,347	2,045,783,563	1,771,336,560
Non-controlling interests of the subsidiaries		-	368,102,138	-	-
Total shareholders' equity		<u>4,370,616,210</u>	<u>4,442,434,485</u>	<u>2,045,783,563</u>	<u>1,771,336,560</u>
Total liabilities and shareholders' equity		<u>6,938,429,246</u>	<u>6,808,820,972</u>	<u>2,889,507,388</u>	<u>2,771,920,942</u>

The accompanying notes are an integral part of the financial statements.

Tipco Foods Public Company Limited and its subsidiaries

Statement of comprehensive income

For the year ended 31 December 2017

(Unit: Baht)

	Note	Consolidated financial statements		Separate financial statements	
		2017	2016	2017	2016
Continued operation					
Profit or loss:					
Revenues					
Sales and service income		4,869,664,652	5,273,206,676	420,855,191	384,452,973
Other income					
Dividend income from subsidiary and associate	9,10	-	-	343,197,326	258,917,162
Marketing income		-	-	20,631,783	19,925,917
Others		81,946,050	93,760,294	14,124,485	5,451,008
Total revenues		4,951,610,702	5,366,966,970	798,808,785	668,747,060
Expenses					
Cost of sales and services		3,520,043,096	3,816,732,538	270,447,710	237,932,513
Selling expenses		719,447,247	824,976,270	66,503,418	6,769,320
Administrative expenses		502,091,418	457,732,891	204,643,632	221,199,637
Other expenses					
Allowance for doubtful accounts		-	419,926	-	-
Allowance for impairment loss on equipment	11	5,523,512	186,471,519	5,523,512	-
Total expenses		4,747,105,273	5,286,333,144	547,118,272	465,901,470
Profit before share of profit from investment in associate, finance cost and income tax		204,505,429	80,633,826	251,690,513	202,845,590
Share of profit from investment in associate	10	600,610,257	740,749,858	-	-
Profit before finance cost and income tax		805,115,686	821,383,684	251,690,513	202,845,590
Finance cost		(53,840,067)	(39,535,509)	(35,505,647)	(21,718,547)
Profit before income tax		751,275,619	781,848,175	216,184,866	181,127,043
Income tax	19	(47,497,632)	(16,002,513)	(40,540,028)	(5,315,062)
Profit from continued operation for the year		703,777,987	765,845,662	175,644,838	175,811,981
Discontinued operation (Transfer segment to a subsidiary)					
Profit from discontinued operation for the year		-	-	296,441,533	205,108,332
Profit for the year		703,777,987	765,845,662	472,086,371	380,920,313

The accompanying notes are an integral part of the financial statements.

(Unit: Baht)

	Note	Consolidated financial statements		Separate financial statements	
		2017	2016	2017	2016
Continued operation					
Other comprehensive income:					
<i>Other comprehensive income to be reclassified to profit or loss in subsequent periods:</i>					
Share of comprehensive income in associate	10	(136,395,373)	(9,325,727)	-	-
Other comprehensive income to be reclassified to profit or loss in subsequent periods - net of income tax		(136,395,373)	(9,325,727)	-	-
<i>Other comprehensive income not to be reclassified to profit or loss in subsequent periods</i>					
Actuarial loss - net of income tax	16	-	(14,566,193)	-	(13,917,530)
Other comprehensive income not to be reclassified to profit or loss in subsequent periods - net of income tax		-	(14,566,193)	-	(13,917,530)
Other comprehensive income for the year		(136,395,373)	(23,891,920)	-	(13,917,530)
Total comprehensive income for the year		<u>567,382,614</u>	<u>741,953,742</u>	<u>472,086,371</u>	<u>367,002,783</u>
Profit attributable to:					
Equity holders of the Company					
Profit from continued operation		702,647,368	813,638,314	175,644,838	175,811,981
Profit from discontinued operation (Transfer segment to a subsidiary)		-	-	296,441,533	205,108,332
		<u>702,647,368</u>	<u>813,638,314</u>	<u>472,086,371</u>	<u>380,920,313</u>
Non-controlling interests of the subsidiaries					
Profit from continued operation		1,130,619	(47,792,652)		
		<u>1,130,619</u>	<u>(47,792,652)</u>		
		<u>703,777,987</u>	<u>765,845,662</u>		

The accompanying notes are an integral part of the financial statements.

(Unit: Baht)

	Note	Consolidated financial statements		Separate financial statements	
		2017	2016	2017	2016
Total comprehensive income attributable to:					
Equity holders of the Company					
Profit from continued operation		566,251,995	789,746,394	175,644,838	161,894,451
Profit from discontinued operation (Transfer segment to a subsidiary)		-	-	296,441,533	205,108,332
		<u>566,251,995</u>	<u>789,746,394</u>	<u>472,086,371</u>	<u>367,002,783</u>
Non-controlling interests of the subsidiaries					
Profit from continued operation		1,130,619	(47,792,652)		
		<u>1,130,619</u>	<u>(47,792,652)</u>		
		<u>567,382,614</u>	<u>741,953,742</u>		
Earnings per share (Baht)	20				
Basic earnings per share					
Profit attributable to equity holders of the Company					
Profit per share from continued operation		1.46	1.69	0.36	0.36
Profit per share from discontinued operation (Transfer segment to a subsidiary)		-	-	0.62	0.43
		<u>1.46</u>	<u>1.69</u>	<u>0.98</u>	<u>0.79</u>

The accompanying notes are an integral part of the financial statements.

Tipco Foods Public Company Limited and its subsidiaries

Statement of changes in shareh

For the year ended 31 December 2017

	Issued and paid-up share capital	Non-controlling interests of subsidiary acquired by the Company at price higher than book value	Non-controlling interest in subsidiary of the associated company acquired at price lower than book value	Change in the interest in subsidiaries of the associated company which did not result in a loss of control of the associate	Capital reserve for share-based payment transactions of the associate
Balance as at 1 January 2016	482,579,640	-	1,494,466	(73,900,864)	18,078,255
Cumulative effect of change in accounting policy for agriculture	-	-	-	-	-
Profit for the year	-	-	-	-	-
Other comprehensive income for the year	-	-	-	-	-
Total comprehensive income for the year	-	-	-	-	-
Change in the interest in subsidiaries of the associated company which did not result in a loss of control of the associate	-	-	-	(61,931,771)	-
Share-based payment transactions of the associate	-	-	-	-	10,355,400
Dividend paid (Note 22)	-	-	-	-	-
Balance as at 31 December 2016	<u>482,579,640</u>	<u>-</u>	<u>1,494,466</u>	<u>(135,832,635)</u>	<u>28,433,655</u>
Balance as at 1 January 2017	482,579,640	-	1,494,466	(135,832,635)	28,433,655
Profit for the year	-	-	-	-	-
Other comprehensive income for the year	-	-	-	-	-
Total comprehensive income for the year	-	-	-	-	-
Acquisition of non-controlling interests of subsidiary (Note 9)	-	(80,767,243)	-	-	-
Share-based payment transactions of the associate	-	-	-	-	8,438,479
Dividend paid (Note 22)	-	-	-	-	-
Balance as at 31 December 2017	<u>482,579,640</u>	<u>(80,767,243)</u>	<u>1,494,466</u>	<u>(135,832,635)</u>	<u>36,872,134</u>

The accompanying notes are an integral part of the financial statements.

olders' equity

(Unit: Baht)

Consolidated financial statements

Equity attributable to owners of the Company					Total equity attributable to shareholders of the Company	Equity attributable to non-controlling interests of the subsidiaries	Total shareholders' equity
Retained earnings		Other component of shareholder's equity					
Appropriated statutory reserve	Unappropriated	Other comprehensive income	Total other components of shareholders' equity				
		Share of comprehensive income in associate					
50,000,000	3,081,058,341	6,109,519	6,109,519	3,565,419,357	415,359,710	3,980,779,067	
-	2,011,952	-	-	2,011,952	-	2,011,952	
-	813,638,314	-	-	813,638,314	(47,792,652)	765,845,662	
-	(15,101,273)	(9,325,727)	(9,325,727)	(24,427,000)	535,080	(23,891,920)	
-	798,537,041	(9,325,727)	(9,325,727)	789,211,314	(47,257,572)	741,953,742	
-	-	-	-	(61,931,771)	-	(61,931,771)	
-	-	-	-	10,355,400	-	10,355,400	
-	(230,733,905)	-	-	(230,733,905)	-	(230,733,905)	
50,000,000	3,650,873,429	(3,216,208)	(3,216,208)	4,074,332,347	368,102,138	4,442,434,485	
50,000,000	3,650,873,429	(3,216,208)	(3,216,208)	4,074,332,347	368,102,138	4,442,434,485	
-	702,647,368	-	-	702,647,368	1,130,619	703,777,987	
-	-	(136,395,373)	(136,395,373)	(136,395,373)	-	(136,395,373)	
-	702,647,368	(136,395,373)	(136,395,373)	566,251,995	1,130,619	567,382,614	
-	-	-	-	(80,767,243)	(369,232,757)	(450,000,000)	
-	-	-	-	8,438,479	-	8,438,479	
-	(197,639,368)	-	-	(197,639,368)	-	(197,639,368)	
50,000,000	4,155,881,429	(139,611,581)	(139,611,581)	4,370,616,210	-	4,370,616,210	

Tipco Foods Public Company Limited and its subsidiaries

Statement of changes in shareholders' equity [continued]

For the year ended 31 December 2017

(Unit: Baht)

	Separate financial statements				Total shareholders' equity
	Issued and paid-up share capital	Retained earnings		Unappropriated	
		Appropriated statutory reserve			
Balance as at 1 January 2016	482,579,640	50,000,000	1,102,488,042		1,635,067,682
Profit for the year	-	-	380,920,313		380,920,313
Other comprehensive income for the year	-	-	(13,917,530)		(13,917,530)
Total comprehensive income for the year	-	-	367,002,783		367,002,783
Dividend paid (Note 22)	-	-	(230,733,905)		(230,733,905)
Balance as at 31 December 2016	482,579,640	50,000,000	1,238,756,920		1,771,336,560
Balance as at 1 January 2017	482,579,640	50,000,000	1,238,756,920		1,771,336,560
Profit for the year	-	-	472,086,371		472,086,371
Total comprehensive income for the year	-	-	472,086,371		472,086,371
Dividend paid (Note 22)	-	-	(197,639,368)		(197,639,368)
Balance as at 31 December 2017	482,579,640	50,000,000	1,513,203,923		2,045,783,563

The accompanying notes are an integral part of the financial statements.

Tipco Foods Public Company Limited and its subsidiaries

Cash flow statement

For the year ended 31 December 2017

(Unit: Baht)

	Consolidated financial statements		Separate financial statements	
	2017	2016	2017	2016
Cash flows from operating activities:				
Profit before tax from continued operation	751,275,619	781,848,175	216,184,866	181,127,043
Profit before tax from discontinued operation				
(Transfer segment to a subsidiary)	-	-	296,441,533	205,108,332
Profit before income tax	751,275,619	781,848,175	512,626,399	386,235,375
Adjustments to reconcile profit before income tax				
to net cash provided by (paid from) operating activities:				
Depreciation and amortisation	255,566,065	258,220,970	94,372,673	115,732,106
Written off value added tax refundable	2,587,465	-	-	-
Allowance for doubtful account	-	419,926	-	-
Reduction of cost of inventories to net				
realisable value (reversal)	28,905,400	15,621,895	(15,649,592)	988,491
Loss from inventory destruction	27,050,557	33,316,173	11,855,723	21,698,061
Change in fair value of biological assets	(152,122)	2,800,857	-	-
Unrealised (gain) loss on exchange	(1,161,870)	96,912	3,281	(487,475)
Changes in fair value of forward exchange contracts	(290,693)	232,164	(821,826)	337,303
Changes in fair value of interest rate swap contracts	520,074	-	520,074	-
(Gain) loss on sales and write-off of land,				
machinery and equipment	(5,899,488)	(22,337,949)	(4,077,834)	934,123
Loss write-off of intangible assets	178,441	245,519	178,433	245,516
Allowance for impairment loss on equipment	5,523,512	186,471,519	5,523,512	-
Provision for long-term employee benefits	10,595,626	9,432,059	6,666,878	5,717,074
Provision for dismantling cost	167,888	334,330	-	-
Dividend income from subsidiary and associate	-	-	(343,197,326)	(258,917,162)
Share of profit from investment in associate	(600,610,257)	(740,749,858)	-	-
Interest income	(361,162)	(157,217)	(214,926)	(133,683)
Interest expenses	51,084,156	38,837,935	34,379,724	21,146,279

(Unit: Baht)

	Consolidated financial statements		Separate financial statements	
	2017	2016	2017	2016
Profit from operating activities before changes in operating assets and liabilities	524,979,211	564,633,410	302,165,193	293,496,008
(Increase) decrease in operating assets				
Trade and other receivables	116,127,874	170,123,229	88,590,561	(65,250,818)
Inventories	(89,587,273)	(156,416,037)	(80,573,030)	(151,286,439)
Other current assets	(14,870,803)	(32,836,532)	(22,408,956)	(7,186,837)
Other non-current assets	(1,684,137)	681,175	1,825,345	2,772,721
Increase (decrease) in operating liabilities				
Trade and other payables	(40,394,196)	167,560,483	(108,834,503)	24,482,773
Other current liabilities	(11,466,228)	35,984,024	(30,728,988)	31,213,089
Other non-current liabilities	(5,405,698)	(4,920,323)	7,547,677	(4,686,076)
Cash flows from operating activities	477,698,750	744,809,429	157,583,299	123,554,421
Cash paid for interest expenses	(51,029,670)	(39,567,992)	(34,381,600)	(21,545,562)
Cash received (paid) for corporate income tax	(12,898,835)	(3,065,823)	(6,107,025)	1,970,610
Net cash flows from operating activities	413,770,245	702,175,614	117,094,674	103,979,469

The accompanying notes are an integral part of the financial statements.

(Unit: Baht)

	Consolidated financial statements		Separate financial statements	
	2017	2016	2017	2016
Cash flows from investing activities:				
Increase in current investment	(1,060,688)	(45,533)	-	-
Increase in short-term loans to related party	-	-	(8,000,000)	-
Cash paid for investments in subsidiaries	-	-	(450,000,000)	-
Cash paid for investments in newly corporate subsidiary	-	-	(1,000,000,000)	-
Cash received from capital reduction of subsidiary	-	-	300,000,000	-
Cash received from partial business transfer to subsidiary	-	-	646,658,500	-
Cash received from sales of land, machinery and equipment	21,989,011	23,361,243	5,598,494	1,316,621
Cash paid for acquisition of land, machinery and equipment	(212,998,893)	(165,695,028)	(110,286,916)	(58,201,961)
Cash paid for acquisition of intangible assets	(29,563,250)	(39,606,801)	(2,667,613)	(7,230,195)
Dividend received from subsidiary and associate	332,893,494	258,917,162	343,197,326	258,917,162
Interest received	361,162	157,217	214,926	133,683
Net cash flows from (used in) investing activities	111,620,836	77,088,260	(275,285,283)	194,935,310
Cash flows from financing activities:				
Cash paid to acquisition of non-controlling interests of a subsidiary	(450,000,000)	-	-	-
Decrease in restricted bank deposits	1,016,000	-	-	-
Increase (decrease) in bank overdrafts and short-term loans from financial institutions	303,845,467	(903,288,281)	20,000,000	(500,058,736)
Cash paid under finance lease agreements	(631,975)	(1,563,976)	-	(932,000)
Cash receipts from long-term loans	450,000,000	480,500,000	450,000,000	480,500,000
Repayment of long-term loans	(491,500,000)	(141,550,000)	(74,805,000)	(61,550,000)
Dividend paid	(197,639,368)	(230,733,905)	(197,639,368)	(230,733,905)
Net cash flows from (used in) financing activities	(384,909,876)	(796,636,162)	197,555,632	(312,774,641)
Net increase in cash and cash equivalents	140,481,205	(17,372,288)	39,365,023	(13,859,862)

(Unit: Baht)

	Consolidated financial statements		Separate financial statements	
	2017	2016	2017	2016
Net increase in cash and cash equivalents	58,983,257	76,355,545	25,295,630	39,155,492
Net increase in cash and cash equivalents	199,464,462	58,983,257	64,660,653	25,295,630
	-			
Supplemental cash flows information				
Non-cash transactions:				
Purchase of equipment for which cash has not been paid	10,736,150	18,217,316	2,315,740	2,576,836
Purchase of intangible assets for which cash has not been paid	-	62,520	-	56,260

The accompanying notes are an integral part of the financial statements.

Explanation and Analysis of Financial Position and Operating Results

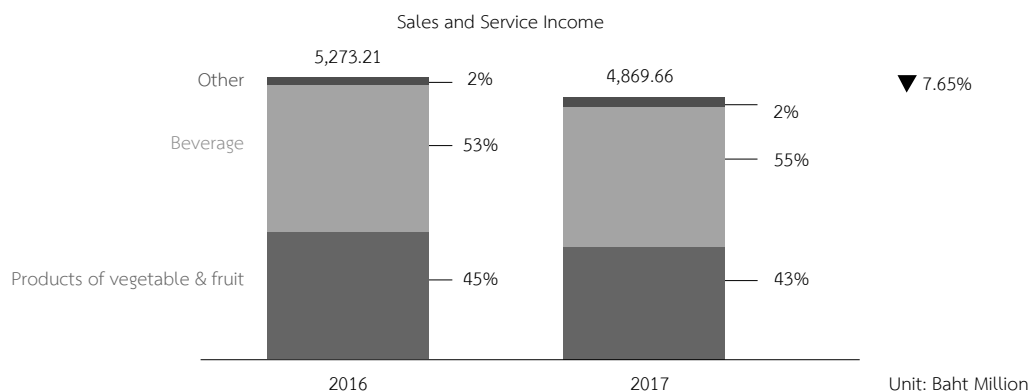
Operating Results for 2017

In 2017, the Group had total sales and service income of Baht 4,869.66 million, a decrease of Baht 403.54 million or a 7.65% decrease year-on-year. The total cost of sales and services decreased from last year by Baht 296.69 million or 7.77% to Baht 3,520.04 million this year. The net profit before share of profit from investment in associated company increased by Baht 78.07 million or 311.04% from last year to Baht 103.17 million this year. This year's share of profit from investment in associated company was down by Baht 140.14 million or 18.92% to Baht 600.61 million. Thus, the net profit attributable to the equity holders of the company decreased by Baht 110.99 million or 13.64% from Baht 813.64 million to Baht 702.65 million.

Income analysis

Sales and Service Income Analysis

Sales and Service Income by Business Segment

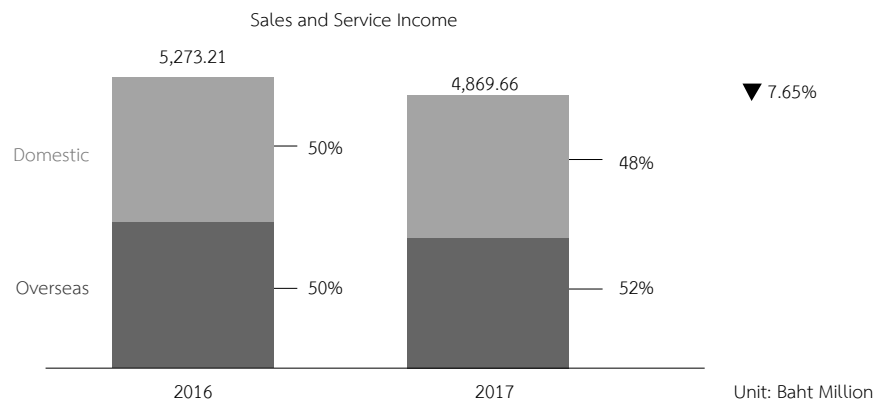


In 2017, the total sales and service income of Baht 4,869.66 million was divided into the following 3 business segments.

- 1. Products of vegetable & fruit:** The main products are processed pineapple. Products of vegetable & fruit account for 43% of total income or Baht 2,092 million a 12.60% decrease from the previous year, mainly due to the decreasing in product selling price which in accordance with the decreasing raw material price.
- 2. Beverage:** The main product are Tipco fruit juice and vegetable juice as well as Aura mineral water. Beverage account for 55% of total income or Baht 2,674 million a 4.08% decrease from previous year, mainly due to the decrease in domestic business sale following the slowdown consumption.

3. **Other:** Other business account for 2% of total income or Baht 104 million a 13.17% increase from previous year, mainly due to the expansion of franchise business and organic restaurant business.

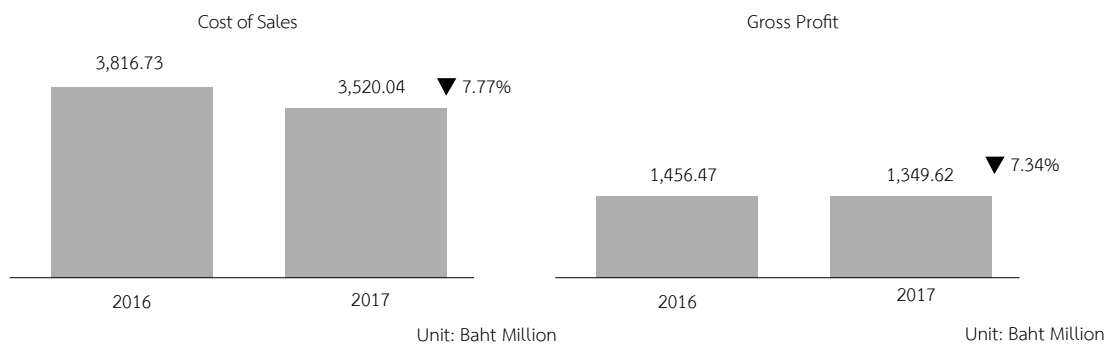
Sales and Service Income by Geographical Location



Income by Geographical Location

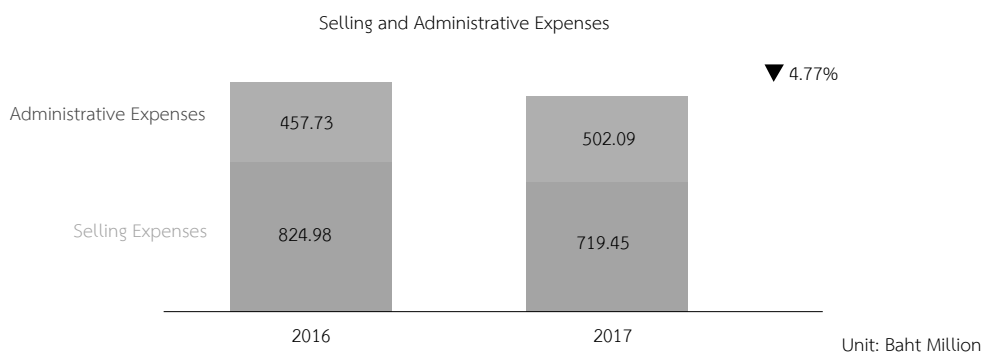
In 2017, the Group domestic sales income was 48% with the consumer business as a core business while the Group's overseas sales income was 52% with the processed fruit business as a core business.

Analysis of Cost of Sales and Gross Profit



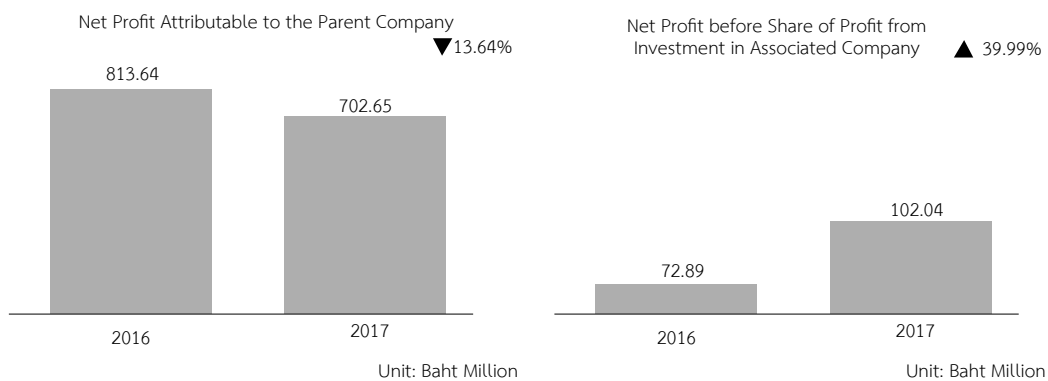
In 2017, the Group posted a cost of sales of Baht 3,520.04 million, down 7.77% from the previous year, mainly due to the decreasing raw material costs, especially the prices of the pineapples, the main raw materials in the processed fruit business. This year, the Group recorded a gross profit of Baht 1,349.62 million, down 7.34% from the previous year. The Group saw a gross profit margin of 27.7%, close to that of the previous year of 27.6%.

Analysis of Selling and Administrative Expenses



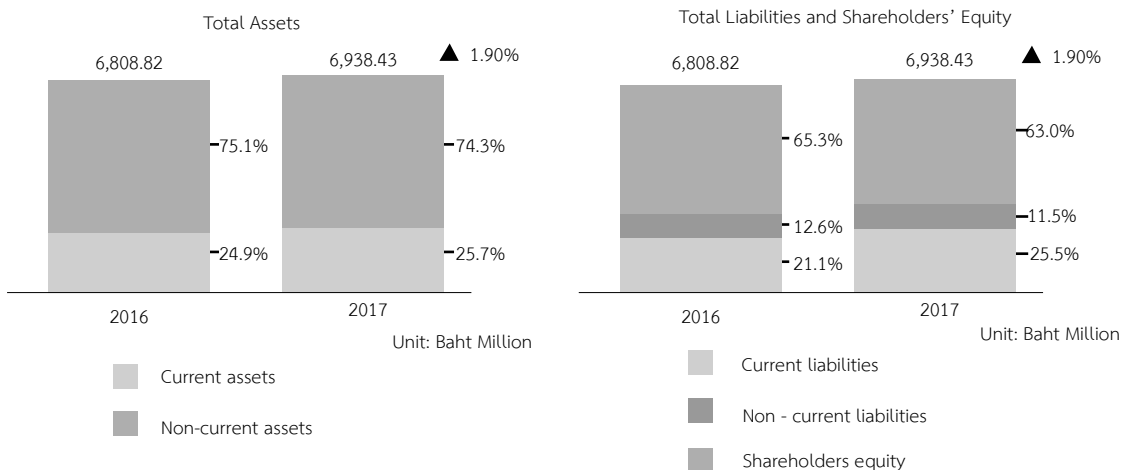
In 2017, the Group had total selling and administrative expenses of Baht 1,221.54 million, a 4.77% decline from the previous year, thanks to its ability to achieve a 12.79% reduction in the selling and promotion expense. The ratio of total selling and administrative expenses to total income in 2017 was 24.67%, close to that of 2016 of 23.90%.

Analysis of Net Profit



In 2017, the net profit attributable to the equity holders of the Company decreased by 13.64% to Baht 702.65 million primarily because of the 18.92% decrease in the share of profit from investment in associated company to Baht 600.61 million. The net profit (Include net profit attributable to non-controlling interests of the subsidiaries) before share of profit from investment in associated company was Baht 102.04 million, the 39.99% increase from the previous year, largely owing to the increase in the profit from the processed fruit business. In 2016, the Company booked impairment losses on machinery and equipment of Baht 186 million, as compared to only Baht 6 million in 2017.

Analysis of Statement of Financial Position



In 2017, the Group had total assets of Baht 6,938.43 million, a 1.90% increase year-on-year, as a result of increases in cash and deposits at banks as well as inventory. The Group's current assets accounted for Baht 1,781.23 million, or 25.7% of total assets. The Group's non-current assets were Baht 5,157.20 million, representing 74.3% of total assets. In 2017, the Group's total liabilities rose to Baht 2,567.81 million, an 8.51% increase from the previous year, mainly due to an increase in short-term loans from financial institutions. The Group recorded current liabilities of Baht 1,771.26 million, accounting for 25.5% of total liabilities and shareholders' equity while its non-current liabilities were Baht 796.55 million, representing 7.3% of total liabilities and shareholders' equity. The Group's shareholders' equity went up by Baht 296 million or 7.3% to Baht 4,371 million, as compared to Baht 4,074 million at the end of 2016 (exclusive of non-controlling interests of subsidiaries), mainly due to the increase in the unappropriated portion of the retained earnings.

Analysis of Cash Flow

Expenses (Baht Million)	2017	2016
Cash flow from operating activities	413.77	702.18
Cash flow from investing activities	111.62	77.09
Cash flow used in financing activities	(384.91)	(796.64)
Increase (decrease) in cash and cash equivalents	140.48	(17.37)
Cash and cash equivalents brought forward	58.98	76.36
Cash and cash equivalents carried forward	199.46	58.98

In 2017, the Group had net cash flow from operating activities of Baht 413.77 million, lower than that in 2016 of Baht 702.18 million, mainly due to the impairment losses on machinery and equipment of Baht 186 million in 2016, which was a non-cash item, and the decrease in the accounts payable in 2017. The net cash flow from investing activities increased to Baht 111.62 million because of the increase in the net cash flow from the dividends received from an associated company to Baht 332.89 million. The net cash flow used in financing activities was Baht 384.91 million due to Repayment of long-term loans and Cash paid to acquisition of non-controlling interests of a subsidiary.

Analysis of Liquidity

Liquidity ratios	2017	2016
Current ratio (time)	1.0	1.1
Interest coverage ratio (time)	15.0	20.8
Debt to equity ratio (time)	0.6	0.5

In 2017, the Company's current ratio decreased to 1.0 time from 1.1 times in the previous year mainly because of the increase in the short-term loans from financial institutions.

The interest coverage ratio decreased to 15.0 times from 20.8 times in the previous year because of the increase in the interest expense to Baht 53.84 million from Baht 39.53 million in the previous year.

The debt to equity ratio moved up from 0.5 time in 2016 to 0.6 time in 2017 mainly because of the increase in total liabilities from Baht 2,366.39 million in 2016 to Baht 2,567.81 million in 2017.

Profitability

Ratios	2017	2016
Return on shareholders' equity (%)	16.08%	19.97%
Gross profit margin (%)	27.71%	27.62%
Net profit margin (%)	14.21%*	14.27%*

* Include non-controlling interests of the subsidiaries

The return on shareholders' equity for 2017 decreased to 16.08% due to the decrease in the net profit attributable to the share holder of the company. The gross profit margin for 2017 was 27.71%, close to that of the prior year of 27.62%. Also, the net profit margin for 2017 was 14.21%, close to that of the previous year of 14.27%.

