



Attachment 3

Financial Summary
From 2019 Annual Report

Tipco Foods Public Company Limited

Ratio For Annual Report

As of / for the year ending 31 December	2019 (Consolidated)	2019 (Company)	2018 (Consolidated)	2018 (Company)	2017 (Consolidated)	2017 (Company)
Common Share (Per Share)						
Par value	1.00	1.00	1.00	1.00	1.00	1.00
Book value	8.10	4.23	8.65	4.47	9.06	4.24
Profit and Loss per share	0.43	0.25	(0.06)	0.72	1.46	0.98
Financial Performance (Baht)						
Revenues from sale	3,561,064,263	353,565,577	4,248,050,424	379,175,078	4,869,664,652	420,855,191
Total Revenues	3,687,087,231	717,796,971	4,356,026,410	862,850,858	4,951,610,702	798,808,785
Gross Profit	382,486,783	108,682,651	853,472,354	98,163,539	1,349,621,556	150,407,481
Earning before interest and tax	262,629,329	162,690,434	77,399,384	388,624,918	805,115,686	251,690,513
Net Profit(Loss)	207,667,159	122,481,331	(30,876,745)	349,185,574	703,777,987	472,086,371
Financial Position (Baht)						
Current Assets	1,256,513,591	372,339,023	1,747,914,423	236,282,983	1,781,226,896	203,390,991
Total Assets	6,669,002,920	3,406,202,762	7,076,574,427	3,432,902,009	6,938,429,246	2,889,507,388
Current Liabilities	1,844,007,417	769,706,782	1,962,326,700	521,232,526	1,771,259,006	333,104,982
Total Liabilities	2,762,208,235	1,363,120,709	2,903,169,782	1,275,839,738	2,567,813,036	843,723,825
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	3,906,794,685	2,043,082,053	4,173,404,645	2,157,062,271	4,370,616,210	2,045,783,563
Shareholder's equity	3,906,794,685	2,043,082,053	4,173,404,645	2,157,062,271	4,370,616,210	2,045,783,563
Financial Ratio						
Gross Profit margin (%)	10.7%	30.7%	20.1%	25.9%	27.7%	35.7%
EBIT margin (%)	7.1%	22.7%	1.8%	45.0%	16.3%	31.5%**
Net Profit margin (%)	5.6%	17.1%	(0.7%)	40.5%	14.2%	18.6%*
Dividend Payout ratio (%)	79.0%***	134.0%***	(390.7%)	34.7%	51.5%	76.7%
Return on Equity (%)	5.3%	6.0%	(0.7%)	16.2%	16.1%	23.1%
Return on Fixed assets (%)	3.8%	4.0%	(0.6%)	10.9%	13.6%	6.5%**
Return on Total assets (%)	3.1%	3.6%	(0.4%)	10.2%	10.1%	6.1%**
Time interest earned (Times)	3.8	3.8	1.4	12.9	15.0	7.1
Current ratio (Times)	0.7	0.5	0.9	0.5	1.0	0.6
Quick ratio (Times)	0.3	0.4	0.4	0.3	0.5	0.5
Debt - equity ratio (Times)	0.7	0.7	0.7	0.6	0.6	0.4

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

** Based on profit from continued operation

***Dividend payout ratio calculated from the dividend that paid from the operation in that year. Dividend payment in Year 2019

included the dividend from second half operation of year 2019 amount 0.10 Baht/share which subject to the 2020 Annual General Meeting.



To All Shareholders

2019 was a very challenging year for the Company with the presence of several factors. For example, the domestic consumption that had yet to fully recover had impacted the overall beverage market and the fruit juice market serving as one of the Company's main businesses. Moreover, the drought situation suffered by the agricultural sector and the trend of the continued appreciation of the Thai baht had affected the processed fruit business. The overall operations of each business segment can be summarized as follows:

Processed Fruit Business: In 2019, pineapples, our main materials, saw decreases in domestic supplies and increases in prices as compared to the previous year while the selling prices of our main products such as canned pineapples remained at low levels. This led to the decrease in the Company's sales revenue from last year. To mitigate the impact from the factors of material prices and product selling prices, the Company would ensure appropriate production plans and cost controls, and develop a wide variety of processed fruit products through new forms of technologies and creation of value added to its products in the future.

Beverage Business: In 2019, the growth rate of the fruit juice market slowed down from the prior year, mainly due to the domestic consumption not achieving full recovery as mentioned earlier. The competitive pricing environment continued to be a key factor affecting the Company's profitability. However, the Company was still able to maintain its leader position in the fruit juice market, including both the total fruit juice segment and the premium fruit juice segment. The domestic mineral water market saw ongoing growth. The Company's "Aura" mineral water product saw its sales maintained at a satisfactory level. The Company's plan was to focus on communication of its product benefits and expansion of distribution channels to be more wide-ranging to ensure access to all groups of consumers.

Extract and Agricultural Businesses: In the past year, the extract business saw its sales revenue growth as a result of the rise in the supplementary food and medical supply industry with natural-extract ingredients. Regarding the agricultural business, the distribution channels of the Homsuwan pineapples became more diversified to support the Company's plan to increase production output and plantation areas.

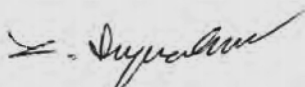
Retail Business: In 2019, the Company developed a new business model to respond to the consumers' trend of choosing healthy products. In so doing, the Company expanded its retail business through the new brand "SQ Squeeze", a new-style store selling quality cold-pressed vegetable and fruit juice.

In the past year, the Company won a number of prestigious awards reflecting its quality products and the trust of its consumers in the "Tipco" brand as follows:

- Tipco F&B Co., Ltd. was granted the National Occupational Safety, Health and Environment Award 2019 ("Gold" level) for the 3rd consecutive year from the Ministry of Labour.
- "Aura" mineral water received the 3-Star Superior Taste Award 2019 by International Taste Institute (iTQi) from Belgium. The taste scores were decided by more than 200 famous chefs from Europe and Michelin-starred restaurants.
- "Aura" mineral water won the Gold Quality Award 2019 by Monde Selection in the category of drinking water and non-alcoholic drinks. The award was decided based on taste and product design by more than 80 beverage experts.
- "Aura" mineral water achieved the Superbrands Thailand Award 2019 from Superbrands Thailand for its brand quality, brand relations with consumers, and brand uniqueness.

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 conducted business with a commitment to sustainable growth based on the principles of good corporate governance, integrity, morality, honesty, transparency, social and environmental responsibility, and equitable treatment of all stakeholders. Doing business and performing duties with a focus on environmental and social responsibility is the core concept adopted by the Tipco Foods Group as per its policy "Tipco develops its business along with the environment and society."

On behalf of the Board of Directors, I would like to thank the shareholders, trading partners, and business alliances in all sectors for the support and the trust in 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 in 2019. We will continue to abide by the principles of good corporate governance and achieve sustainable success as a company that drives the market forward and adds value to every shareholder's investment.



Laksana Supsakorn
Chairman of the Board of Directors

Statements of financial position

As at 31 December 2019

(Unit: Baht)

	Note	Consolidated financial statements		Separate financial statements	
		2019	2018	2019	2018
Assets					
Current assets					
Cash and cash equivalents		41,336,348	105,836,016	15,127,386	21,594,772
Current investment		4,995,108	4,950,897	-	-
Trade and other receivables	6, 7	467,172,764	562,332,118	24,968,756	45,473,934
Short-term loans to related parties	6	-	-	269,000,000	90,000,000
Inventories	8	679,465,248	986,474,903	50,918,443	61,973,123
Biological assets		2,800,000	659,471	-	-
Advanced payments	6	12,851,450	12,267,768	3,568,544	4,205,527
Other current assets		47,892,673	75,393,250	8,755,894	13,035,627
Total current assets		1,256,513,591	1,747,914,423	372,339,023	236,282,983
Non-current assets					
Investments in subsidiaries	9	-	-	1,642,486,907	1,765,336,907
Investment in associate	10	3,145,107,518	2,910,063,089	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	2,136,459,223	2,287,283,380	701,706,302	742,167,527
Intangible assets	12	35,575,530	56,193,420	27,175,598	30,236,774
Deferred tax assets	19	72,902,030	47,379,204	6,755,661	3,588,672
Other non-current assets	6	15,175,467	20,471,350	3,539,971	3,089,846
Total non-current assets		5,412,489,329	5,328,660,004	3,033,863,739	3,196,619,026
Total assets		6,669,002,920	7,076,574,427	3,406,202,762	3,432,902,009

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

Statements of financial position (continued)

As at 31 December 2019

(Unit: Baht)

	Note	Consolidated financial statements		Separate financial statements	
		2019	2018	2019	2018
Liabilities and shareholders' equity					
Current liabilities					
Bank overdrafts and short-term loans from financial institutions		761,473,861	770,000,000	490,318,437	240,000,000
Trade and other payables	6, 13	605,257,788	790,128,580	43,551,602	76,869,312
Current portion of liabilities under finance lease agreements		859,098	-	859,098	-
Current portion of long-term loans from financial institutions	14, 15	411,950,000	312,500,000	231,245,000	201,200,000
Income tax payable		4,470,342	10,693,056	-	-
Other current liabilities		59,996,328	79,005,064	3,732,645	3,163,214
Total current liabilities		1,844,007,417	1,962,326,700	769,706,782	521,232,526
Non-current liabilities					
Liabilities under finance lease agreements - net of current portion		5,386,014	-	5,386,014	-
Long-term loans from financial institutions - net of current portion	14, 15	782,500,000	840,203,341	555,000,000	729,498,341
Provision for dismantling cost		1,070,480	2,279,600	-	-
Provision for long-term employee benefits	16	129,244,324	98,360,141	33,027,913	25,108,871
Total non-current liabilities		918,200,818	940,843,082	593,413,927	754,607,212
Total liabilities		2,762,208,235	2,903,169,782	1,363,120,709	1,275,839,738

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

Tipco Foods Public Company Limited and its subsidiaries

Statements of financial position (continued)

As at 31 December 2019

(Unit: Baht)

	Note	Consolidated financial statements		Separate financial statements	
		2019	2018	2019	2018
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		(80,767,243)	(80,767,243)	-	-
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		40,994,182	41,070,724	-	-
Retained earnings					
Appropriated - statutory reserve	17	50,000,000	50,000,000	50,000,000	50,000,000
Unappropriated		3,848,177,059	3,876,971,449	1,510,502,413	1,624,482,631
Other components of shareholders' equity		(299,850,784)	(62,111,756)	-	-
Total shareholders' equity		3,906,794,685	4,173,404,645	2,043,082,053	2,157,062,271
Total liabilities and shareholders' equity		6,669,002,920	7,076,574,427	3,406,202,762	3,432,902,009

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

Tipco Foods Public Company Limited and its subsidiaries

Statements of comprehensive income

As at 31 December 2019

(Unit: Baht)

	Note	Consolidated financial statements		Separate financial statements	
		2019	2018	2019	2018
Profit or loss:					
Revenues					
Sales		3,561,064,263	4,248,050,424	353,565,577	379,175,078
Other income					
Dividend income from subsidiaries	9	-	-	19,799,998	64,287,750
Dividend income from associate	10	-	-	258,917,162	332,893,494
Management income		-	-	70,902,000	76,128,000
Gain on changes in fair value of biological assets		2,140,529	-	-	-
Others		123,882,439	107,975,986	14,612,234	10,366,536
Total revenues		3,687,087,231	4,356,026,410	717,796,971	862,850,858
Expenses					
Cost of sales		3,178,577,480	3,394,578,070	244,882,926	281,011,539
Selling and distribution expenses		436,828,614	604,276,166	7,549	15,135,323
Administrative expenses		541,720,254	439,140,641	187,366,062	178,079,078
Other expenses					
Impairment loss on investment in subsidiary	9	-	-	122,850,000	-
Loss on changes in fair value of biological assets		-	2,293,508	-	-
Reversal of impairment loss on machinery	11	-	(29,000,000)	-	-
Total expenses		4,157,126,348	4,411,288,385	555,106,537	474,225,940
Profit (loss) before share of profit from investment in associate, finance cost and income tax expenses		(470,039,117)	(55,261,975)	162,690,434	388,624,918
Share of profit from investment in associate	10	732,668,446	132,661,359	-	-
Profit before finance cost and income tax expenses		262,629,329	77,399,384	162,690,434	388,624,918

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

Tipco Foods Public Company Limited and its subsidiaries

Statements of comprehensive income (continued)

As at 31 December 2019

(Unit: Baht)

	Note	Consolidated financial statements		Separate financial statements	
		2019	2018	2019	2018
Finance cost		(69,945,288)	(55,992,863)	(43,376,092)	(30,196,006)
Profit before income tax expenses		192,684,041	21,406,521	119,314,342	358,428,912
Income tax benefit (expenses)	19	14,983,118	(52,283,266)	3,166,989	(9,243,338)
Profit (loss) for the year		207,667,159	(30,876,745)	122,481,331	349,185,574
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	(237,739,028)	77,499,825	-	-
Other comprehensive income to be reclassified to profit or loss in subsequent periods - net of income tax		(237,739,028)	77,499,825	-	-
<i>Other comprehensive income not to be reclassified to profit or loss in subsequent periods</i>					
Actuarial gain (loss) - net of income tax		-	(6,746,065)	-	3,380,304
Other comprehensive income not to be reclassified to profit or loss in subsequent periods - net of income tax		-	(6,746,065)	-	3,380,304
Other comprehensive income for the year		(237,739,028)	70,753,760	-	3,380,304
Total comprehensive income for the year		(30,071,869)	39,877,015	122,481,331	352,565,878

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

Tipco Foods Public Company Limited and its subsidiaries

Statements of comprehensive income (continued)

As at 31 December 2019

(Unit: Baht)

	Note	Consolidated financial statements		Separate financial statements	
		2019	2018	2019	2018
Profit (loss) attributable to:					
Equity holders of the Company		207,667,159	(30,876,745)	122,481,331	349,185,574
Total comprehensive income attributable to:					
Equity holders of the Company		(30,071,869)	39,877,015	122,481,331	352,565,878
Earnings per share	20				
Basic earnings per share					
Profit (loss) attributable to equity holders of the Company		0.43	(0.06)	0.25	0.72

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

Tipco Foods Public Company Limited and its subsidiaries

Statements of changes in shareholders' equity

For the year ended 31 December 2019

	Issued and paid-up share capital	Non-controlling interests of subsidiary acquired by the Company at price higher than book value	Non-controlling interests of 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 2018	482,579,640	(80,767,243)	1,494,466	(135,832,635)	36,872,134
Loss for the year	-	-	-	-	-
Other comprehensive income for the year	-	-	-	-	-
Total comprehensive income for the year	-	-	-	-	-
Share-based payment transactions of the associate	-	-	-	-	4,198,590
Dividend paid (Note 22)	-	-	-	-	-
Balance as at 31 December 2018	482,579,640	(80,767,243)	1,494,466	(135,832,635)	41,070,724
Balance as at 1 January 2019	482,579,640	(80,767,243)	1,494,466	(135,832,635)	41,070,724
Profit for the year	-	-	-	-	-
Other comprehensive income for the year	-	-	-	-	-
Total comprehensive income for the year	-	-	-	-	-
Share-based payment transactions of the associate	-	-	-	-	(76,542)
Dividend paid (Note 22)	-	-	-	-	-
Balance as at 31 December 2019	482,579,640	(80,767,243)	1,494,466	(135,832,635)	40,994,182

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

(Unit: Baht)

Consolidated financial statements

	Retained earnings		Other component of shareholder's equity		
	Appropriated - statutory reserve	Unappropriated	Other comprehensive income	Total other components of shareholders' equity	Total shareholders' equity
			Share of comprehensive income in associate		
	50,000,000	4,155,881,429	(139,611,581)	(139,611,581)	4,370,616,210
	-	(30,876,745)	-	-	(30,876,745)
	-	(6,746,065)	77,499,825	77,499,825	70,753,760
	-	(37,622,810)	77,499,825	77,499,825	39,877,015
	-	-	-	-	4,198,590
	-	(241,287,170)	-	-	(241,287,170)
	50,000,000	3,876,971,449	(62,111,756)	(62,111,756)	4,173,404,645
	50,000,000	3,876,971,449	(62,111,756)	(62,111,756)	4,173,404,645
	-	207,667,159	-	-	207,667,159
	-	-	(237,739,028)	(237,739,028)	(237,739,028)
	-	207,667,159	(237,739,028)	(237,739,028)	(30,071,869)
	-	-	-	-	(76,542)
	-	(236,461,549)	-	-	(236,461,549)
	50,000,000	3,848,177,059	(299,850,784)	(299,850,784)	3,906,794,685

Tipco Foods Public Company Limited and its subsidiaries

Statements of changes in shareholders' equity (continued)

For the year ended 31 December 2019

(Unit: Baht)

	Separate financial statements			
	Retained earnings			
	Issued and paid-up share capital	Appropriated - statutory reserve	Unappropriated	Total shareholders' equity
Balance as at 1 January 2018	482,579,640	50,000,000	1,513,203,923	2,045,783,563
Profit for the year	-	-	349,185,574	349,185,574
Other comprehensive income for the year	-	-	3,380,304	3,380,304
Total comprehensive income for the year	-	-	352,565,878	352,565,878
Dividend paid (Note 22)	-	-	(241,287,170)	(241,287,170)
Balance as at 31 December 2018	<u>482,579,640</u>	<u>50,000,000</u>	<u>1,624,482,631</u>	<u>2,157,062,271</u>
Balance as at 1 January 2019	482,579,640	50,000,000	1,624,482,631	2,157,062,271
Profit for the year	-	-	122,481,331	122,481,331
Other comprehensive income for the year	-	-	-	-
Total comprehensive income for the year	-	-	122,481,331	122,481,331
Dividend paid (Note 22)	-	-	(236,461,549)	(236,461,549)
Balance as at 31 December 2019	<u>482,579,640</u>	<u>50,000,000</u>	<u>1,510,502,413</u>	<u>2,043,082,053</u>

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

Tipco Foods Public Company Limited and its subsidiaries

Cash flow statements

For the year ended 31 December 2019

(Unit: Baht)

	Consolidated financial statements		Separate financial statements	
	2019	2018	2019	2018
Cash flows from operating activities				
Profit before income tax	192,684,041	21,406,521	119,314,342	358,428,912
Adjustments to reconcile profit before income tax to net cash provided by (paid from) operating activities:				
Depreciation and amortisation	325,435,021	275,374,665	64,287,387	47,709,968
Allowance for doubtful accounts (reversal)	(587,874)	136,199	-	-
Reduction of cost of inventories to net realisable value (reversal)	20,229,888	(39,111,383)	(2,420,391)	2,173,935
Loss from inventory destruction	23,195,067	11,985,892	6,409,923	-
Impairment loss on investment in subsidiary	-	-	122,850,000	-
(Gain) loss on changes in fair value of biological assets	(2,140,529)	2,293,507	-	-
Unrealised (gain) loss on exchange	(1,064,321)	579,810	7,762	1,822
(Gain) loss on changes in fair value of forward exchange contracts	290,034	(840,431)	-	(896)
(Gain) loss on changes in fair value of interest rate swap contract	281,265	(697,421)	281,265	(697,421)
(Gain) loss on sales and write-off of property, plant and equipment	18,580,110	879,087	(195,236)	104,869
(Gain) loss on sales and write-off of intangible assets	325,178	(28,409)	-	(28,436)
Reversal of impairment loss on machinery	-	(29,000,000)	-	-
Provision for long-term employee benefits	38,447,724	19,975,943	9,996,923	10,929,647
Provision for dismantling cost	250,229	213,087	-	-
Dividend income from subsidiaries	-	-	(19,799,998)	(64,287,750)
Dividend income from associate	-	-	(258,917,162)	(332,893,494)
Share of profit from investment in associate	(732,668,446)	(132,661,359)	-	-

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

Tipco Foods Public Company Limited and its subsidiaries

Cash flow statements (continued)

For the year ended 31 December 2019

(Unit: Baht)

	Consolidated financial statements		Separate financial statements	
	2019	2018	2019	2018
Interest income	(69,825)	(79,621)	(3,798,438)	(1,967,309)
Interest expenses	68,457,771	55,674,858	42,071,071	29,911,337
Profit (loss) from operating activities before changes in operating assets and liabilities	(48,354,667)	186,100,945	80,087,448	49,385,184
(Increase) decrease in operating assets				
Trade and other receivables	95,626,653	10,088,309	20,497,416	(5,895,448)
Inventories	263,584,701	(43,472,335)	7,065,148	(13,945,069)
Other current assets	37,363,289	9,149,966	(1,190,309)	25,899,464
Other non-current assets	(5,243,825)	(13,688,481)	(450,125)	1,193,624
Increase (decrease) in operating liabilities				
Trade and other payables	(177,188,119)	(25,210,953)	(23,231,494)	(33,657,245)
Other current liabilities	(24,327,822)	43,463,985	288,167	(393,082)
Other non-current liabilities	(1,459,349)	811,913	-	-
Cash paid for long-term employee benefits	(7,563,541)	(14,190,277)	(2,077,881)	(4,769,239)
Cash flows from operating activities	132,437,320	153,053,072	80,988,370	17,818,189
Cash paid for interest expenses	(68,759,162)	(55,484,336)	(42,168,434)	(29,721,263)
Cash paid for corporate income tax	(15,952,167)	(39,903,111)	-	(2,192,577)
Cash received for withholding tax	6,107,025	-	6,107,025	-
Net cash flows from (used in) operating activities	53,833,016	57,665,625	44,926,961	(14,095,651)

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

Cash flow statements (continued)

For the year ended 31 December 2019

(Unit: Baht)

	Consolidated financial statements		Separate financial statements	
	2019	2018	2019	2018
Cash flows from investing activities				
Cash paid for investment in subsidiary	-	-	-	(150,000,000)
Increase in current investment	(44,211)	(43,819)	-	-
Increase in short-term loans to related parties	-	-	(179,000,000)	(82,000,000)
Cash received from sales of property, plant and equipment	3,610,886	3,407,759	216,446	1,078,148
Cash paid for acquisition of property, plant and equipment	(175,857,540)	(535,344,017)	(24,142,393)	(412,877,868)
Cash received from sales of intangible assets	-	131,552	-	131,552
Cash paid for acquisition of intangible assets	(1,418,632)	(6,039,365)	(18,400)	(216,786)
Dividend received from subsidiaries	-	-	19,799,998	64,287,750
Dividend received from associate	258,917,162	332,893,494	258,917,162	332,893,494
Interest received	69,825	79,621	3,798,438	1,967,309
Net cash flows from (used in) investing activities	85,277,490	(204,914,775)	79,571,251	(244,736,401)
Cash flows from financing activities				
Increase (decrease) in bank overdrafts and short-term loans from financial institutions	(8,526,139)	49,154,533	250,318,437	100,000,000
Cash paid under finance lease agreements	(369,145)	-	(369,145)	-
Cash receipts from long-term loans from financial institutions	406,746,659	443,253,341	56,746,659	443,253,341
Repayment of long-term loans from financial institutions	(365,000,000)	(197,500,000)	(201,200,000)	(86,200,000)
Dividend paid	(236,461,549)	(241,287,170)	(236,461,549)	(241,287,170)

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

Tipco Foods Public Company Limited and its subsidiaries

Cash flow statements (continued)

For the year ended 31 December 2019

(Unit: Baht)

	Consolidated financial statements		Separate financial statements	
	2019	2018	2019	2018
Net cash flows from (used in) financing activities	(203,610,174)	53,620,704	(130,965,598)	215,766,171
Net decrease in cash and cash equivalents	(64,499,668)	(93,628,446)	(6,467,386)	(43,065,881)
Cash and cash equivalents at beginning of year	105,836,016	199,464,462	21,594,772	64,660,653
Cash and cash equivalents at end of year	41,336,348	105,836,016	15,127,386	21,594,772
Supplemental cash flows information				
Non-cash transactions:				
Acquisition of equipment for which cash has not been paid	12,007,725	20,034,200	13,000	9,983,453
Acquisition of intangible assets for which cash has not been paid	1,115,417	470,224	-	18,400
Acquisition of asset under finance lease agreements	6,614,257	-	6,614,257	-

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

Explanation and Analysis of Financial Position and Operating Results

Operating Results for 2019

1. Consolidated statement of comprehensive income ended December 31, 2019

Unit: Baht

Statements of comprehensive income	Consolidated financial statements		Changes	
	2019	2018	Increase (Decrease)	%
Sales	3,561,064,263	4,248,050,424	(686,986,161)	(16%)
Other income	126,022,968	107,975,986	18,046,982	17%
Total revenues	3,687,087,231	4,356,026,410	(668,939,179)	(15%)
Total expenses	4,157,126,348	4,411,288,385	(254,162,037)	(6%)
Loss before share of profit from investment in associate, finance cost and income tax expenses	(470,039,117)	(55,261,975)	(414,777,142)	(751%)
Share of profit from investment in associate	732,668,446	132,661,359	600,007,087	452%
Profit (loss) before finance cost and income tax expenses	262,629,329	77,399,384	185,229,945	239%
Finance cost	(69,945,288)	(55,992,863)	13,952,425	25%
Profit before income tax expenses	192,684,041	21,406,521	171,277,520	800%
Income tax benefit (expenses)	14,983,118	(52,283,266)	(67,266,384)	(129%)
Profit (loss) for the year	207,667,159	(30,876,745)	238,543,904	773%
Profit (loss) for the year Equity holders of the Company	207,667,159	(30,876,745)	238,543,904	773%

1.1 Sales

Unit: Million Baht

For one-year period	Product of vegetable and fruit		Changes		Beverage		Changes		Other		Changes		Consolidated financial statements		Changes	
	2019	2018	Increase (Decrease)	%	2019	2018	Increase (Decrease)	%	2019	2018	Increase (Decrease)	%	2019	2018	Increase (Decrease)	%
Sales	1,418	1,697	(279)	(16%)	2,107	2,429	(322)	(13%)	36	122	(86)	(70%)	3,561	4,248	(687)	(16%)

In 2019, the Company and its subsidiaries reported Sales of Baht 3,561 million, decreased by 16% compared to the same period of last year, mainly from the external factors which have been impacting directly to our business in overall, especially Product of vegetable and fruit. Also, partly due to a change in the preparation of financial statement in accordance with the new Thai accounting standard ("TFRS 15") by reclassifying from selling expenses to both sales deduction and cost of goods sold. Therefore, if compare to the same period of last year, product of vegetable and fruit decreased by 16%, mainly impacted from lower in selling price, sales volume, and also foreign exchange. Beverage business decreased by 13%, due to the decline of overall fruit juice market; however, our beverage business still occupied No.1 market share in a total fruit juice market and premium fruit juice market.

1.2 Operating Expenses

Unit: Baht

Expenses	Consolidated financial statements		Change	
	2019	2018	Increase (Decrease)	%
Cost of sales	3,178,577,480	3,394,578,070	(216,000,590)	(6%)
Selling and distribution expenses	436,828,614	604,276,166	(167,447,552)	(28%)
Administrative expenses	541,720,254	439,140,641	102,579,613	23%
Other expenses	-	(26,706,492)	26,706,492	(100%)
Total expenses	4,157,126,348	4,411,288,385	(254,162,037)	(6%)

In 2019, the Company and its subsidiaries reported total operating expense of Baht 4,157 million decreased by 6% compared to the same period of last year, which can be explained as follows

- Cost of sales decreased by 6%, in line with decreasing in revenue from sales and decreasing in raw material price of product of vegetable and fruit.
- Selling and distribution expenses decreased by 28% from changes in the preparation of financial statements in accordance with the new Thai accounting standards (“TFRS 15”) reclassifying from selling expenses to both sales deduction and cost of goods sold.
- An increasing in administrative expenses by 23% mainly impacted from adjusting the calculation of depreciation for assets and additional expenses on production in the product of vegetable and fruit due to the shortage of raw materials. Excluding the above non-recurring items, administrative expenses slight lower than previous year.

1.3 Share of profit from investment in associate

In 2019, the Company reported Share of profit from investment in associate of Baht 733 million increased by 452% compare to the same period of last year.

1.4 Finance cost

In 2019, the Company and its subsidiaries reported Finance cost of Baht 70 million increased from the previous year by 25% mainly due to an increase in long-term loan.

2. Consolidated statement of financial position as at 31 December 2019

Unit : Baht

Statement of financial position	Consolidated financial statements		Changes	
	2019	2018	Increase (Decrease)	%
Assets				
Current assets	1,256,513,591	1,747,914,423	(491,400,832)	(28%)
Non-current assets	5,412,489,329	5,328,660,004	83,829,325	2%
Total assets	6,669,002,920	7,076,574,427	(407,571,507)	(6%)
Liabilities and shareholders' equity				
Liabilities				
Current liabilities	1,844,007,417	1,962,326,700	(118,319,283)	(6%)
Non-current liabilities	918,200,818	940,843,082	(22,642,264)	(2%)
Total liabilities	2,762,208,235	2,903,169,782	(140,961,547)	(5%)

Unit : Baht

Statement of financial position	Consolidated financial statements		Changes	
	2019	2018	Increase (Decrease)	%
Shareholders' equity				
Total shareholders' equity	3,906,794,685	4,173,404,645	(266,609,960)	(6%)
Total liabilities and shareholders' equity	6,669,002,920	7,076,574,427	(407,571,507)	(6%)

2.1 Asset

As of December 31, 2019, the Company and its subsidiaries had total assets of Baht 6,669 million, a decrease of 6% from the end of 2018. Current assets decreased by Baht 491 million or 28% mainly due to the decrease in cash, Inventories and accounts receivable. While non-current assets increased by Baht 84 million or 2% due to the increase in Investment in associate.

2.2 Liabilities

As of December 31, 2019, the Company and its subsidiaries had total liabilities of Baht 2,762 million, a decrease of 5% from the end of 2018, with the main changes from current liabilities decreased by Baht 118 million or 6% due to the decrease in short-term loans and trade and other payables. Non-current liabilities decreased by Baht 23 million or 2% due to a decrease in net long-term loan.

2.3 Shareholders' equity

As of December 31, 2019, Total Shareholders' Equity of the Company and its subsidiaries was Baht 3,907 million decreased by 6% from the end of 2018, mainly due to a decrease in other components of shareholders' equity.

3. Consolidated cash flow statement for the 12-month period ended December 31, 2019

Unit : Baht

Cash flow statement	Consolidated financial statements 2019
Cash flows from operating activities	
Net cash flows from operating activities	53,833,016
Cash flows from investing activities	
Net cash flows from investing activities	85,277,490
Cash flows from financing activities	
Net cash flows used in financing activities	(203,610,174)
Net decrease in cash and cash equivalents	(64,499,668)
Cash and cash equivalents at beginning of year	105,836,016
Cash and cash equivalents at end of year	41,336,348

of December 31, 2019, the Company and subsidiaries had a decrease in net cash and cash equivalents Baht 64 million, with the company and its subsidiaries had net cash flow from operating activities of Baht 54 million. Net cash flow from investing activities was Baht 85 million, mainly from dividend received from associate and net cash flow used in financing activities of Baht 204 million from re-payment of long-term loans and dividend paid.

4. Financial Ratio from consolidated financial statement for the ended December 31, 2019**Analysis of the Capacity to pay and liquidity**

The Capacity to pay and liquidity ratios	2019	2018	Changes
Debt to equity ratio (Times)	0.71	0.70	1%
Liquidity ratio (Times)	0.68	0.89	(21%)

In 2019, the Company's Debt to equity ratio increased from 0.70 times to 0.71 times due to a decrease in other components of shareholders' equity.

The Liquidity ratio decreased from 0.89 times to 0.68 times mainly due to the decrease in cash, Inventories and accounts receivable.

Analysis of the Profitability

Profitability ratios	Consolidated financial statements		Changes
	2019	2018	
Gross Profit Margin	10.7%	20.1%	(9%)
EBITDA Margin	15.9%	8.1%	8%
Net Profit Margin	5.6%	(0.7%)	6%
Return on shareholders' equity	5.3%	(0.7%)	6%

In 2019, the Company's Gross profit margin decreased from 20.1% to 10.7% from changes in the preparation of financial statements in accordance with the new Thai accounting standards ("TFRS 15") reclassifying from selling expenses to both sales deductions.

Consequence, EBITDA Margin increased from 8.1% to 15.9% has impacted accordingly. Also profit from investment in associate has increased by 452% compare to the same period of last year.

Share of profits from investments in associates increased resulting in the increase in return on equity in 2019 compare to the same period of last year.