



2018 Management Outlook and Guidance

Revenue from satellite and international businesses	➤ Slight decrease from 2017
Share of profit of associates	➤ 40.45% of AIS’s operational results
Share of profit of joint ventures	➤ Investment portion in LTC and High Shopping
CAPEX for Venture Capital investments	➤ Not more than 200 million baht per year
Dividend payout policy	➤ Pass-through dividends received from associates and subsidiaries after the deduction of operating expenses

The consolidated normalized net profit in 9M18 grew by 3% YoY to 9,181 million baht. An increase was due to higher net profit contribution of associated company, mainly from AIS, rose by 3% YoY to 9,280 million baht. The Company reported declining revenue from sales and service of 35% to 4,831 million baht, following a decrease of THAICOM’s. Also, INTOUCH realized a slight loss contributed from High Shopping and Startups under InVent project.

9M18 core service revenue of AIS increased by 3.9% YoY driven by higher subscriber base from both mobile and fixed broadband businesses as well as higher device sales and revenue from enterprise segment. Due to a lower cost of regulatory fee and marketing expense on handset subsidy cost control, AIS generated net profit of 22,843 million baht, an increase of 2.1% YoY, in 9M18.

Although, in 9M18, THAICOM generated lower revenue and core profit, following key customers loss during 2017, its revenue was level out since the beginning of the year. THAICOM has been acquiring new customers to replace the loss ones and creating new related-satellite business service as well as using cost control strategy. As a result, THAICOM generated net profit for 9M18 of 327 million baht.

The Company’s guidance in 2018 is as follows:

Revenue from satellite and international businesses, operated by THAICOM, is expected to drop slightly from the previous year due to the reasons below.

- Conventional satellites: the utilization rate is expected to be stable at 60% as some customers may have lower usage but will be compensated with some customers who have higher usage and new customers in Africa, the Greater Mekong sub-region and South Asia. During 9M18, its utilization rate increased from must-carry rules applied for digital TV broadcasting. As a result, its utilization rate at the end of Sep stood at 58%.
- Broadband satellite: the utilization rate is expected to increase from the end of 2017 at 26% as THAICOM will lease out bandwidth for new customers in Indonesia, Philippines, Australia, New Zealand, India and Thailand who signed contracts last year. The utilization rate at the end of September was 29%, comparing to target of 30% at the end of 2018.

In 2017, THAICOM recognized impairment losses for intangible assets and assets under the operating agreement, totaling 3.3 billion baht. These were considered to be non-cash items and not affect the company’s cash management. As a result, the amount of depreciation recorded by THAICOM decreased by approximately 868 million baht per year from 2018 until September 2021 (when the agreement expires).

Share of profit of associates: The major contribution of the share of net profit is currently from AIS Group. AIS’s guidance in 2018 is as follows:

- **Service revenue (excluding IC and equipment rental) to increase by 3.5-4.5% from 2017**, a drop from 5-7%, to reflect the performance in 9M18 and the softened mobile industry growth. AIS will continue to focus on providing service on 4G network and the migration from prepaid to postpaid is expected to continue.
- **The CAPEX is expected to be 25 billion baht (excluding spectrum payment):** due to the success of negotiation with vendors on payment term. The CAPEX is to support higher demand for 4G network usage and expanding fixed-broadband network.
- **The consolidated EBITDA margin (excluding equipment rental) is expected to improve to 45-47%**, mainly from higher service revenue growth and the cost efficiency program.



- **The dividend policy will remain at a minimum of 70% of net profit** to preserve cash flow and ensure financial flexibility in order to pursue future growth prospects.

Operational results of other companies consisted of:

Share of profit of joint ventures: This contribution is from LTC and High Shopping.

- **LTC**, an indirect joint venture of THAICOM, contributed 9M18 net profit of 113 million baht, a decrease of 25% YoY due to the higher expenses according to the disaster in Lao PDR.
- **High Shopping** generated average daily sales of 2.1 million baht in 9M18, a rise of 19% from 9M17. Its peak sales were 2.8 million baht a day in September. High Shopping growth was from more variety of distribution channels, especially through primetime slot on popular satellite TV channels and collaborating with satellite TV platform. This strategy will attract a greater number of potential customers, raise daily sale and accelerate the profit margin. As a result, its net loss improved from the same period last year.

In 2018, average daily sales are forecasted to grow by 39% YoY to 2.5 million baht. The key drivers will be having customer base from the popular satellite TV channels, offering more variety of products and selecting high profit margin & “hot” items, and boosting sales through social media.

Venture capital:

In September, INTOUCH invested 40 million baht in Choco Card Enterprise Co., Ltd. (Choco Card), a market leader in the areas of Customer Relationship Management (CRM) and POS Digital Platform, and a CRM solution provider for medium-business enterprises and SMEs. Choco Card will utilize the funding to extend its customer base focusing in Bangkok, Chonburi, Chiangmai, and Phuket.

In the past six years, INTOUCH spent 485 million baht to invest in 16 companies under the InVent project. The current value of the project is 699 million baht, an increase of 44% from the unrealized market value of those companies and realized value of the divestment assets. This year INTOUCH spent 102 million baht from the total budget of 200 million a year. The Company still has many companies under consideration under the project.

The Company's standalone performance: In 9M18, INTOUCH had a share of the net result from subsidiaries and associates of 9,639 million baht, an increase of 8% from 9M17. The administrative expenses were 214 million baht, 7% lower than 9M17 from the control of operational expense. The budget for administrative expenses in 2018 is 400 million baht, part of which will be spent on staff costs and exploring new investment opportunities.

Dividend payout: INTOUCH has a policy of paying dividends from the separate financial statements. These are mainly dividends passed through from associates and subsidiaries after the deduction of operating expenses, assuming there are no extraordinary circumstances or items of concern in which the payment of a dividend would have a material impact on the Company's operations.

Possible key and influential factors affecting the Company's future operations or financial position

INTOUCH conducts business as a holding company that has investments in other companies. Therefore, the financial position or operational results of these companies could have a material impact on INTOUCH.

The performance of these investments has been disclosed in the Management Discussion & Analysis of Financial Results for AIS (ADVANC) and THAICOM (THCOM).

Significant events

Local wireless telecommunication business

In the mobile business, in August 2018, AIS has secured additional 2x5MHz of 1800MHz license bandwidth from the auction. This has resulted in AIS being the operator having the largest bandwidth in the industry, 2x60MHz in total, and has enhanced AIS's capability to provide the most efficient 4G network on the contiguous 2x20MHz bandwidth on 1800MHz. With the current spectrum portfolio comprising 900/1800/2100MHz, AIS aims to continue delivering leading network quality and superior customer experience.



In 3Q18, AIS engaged in two key partnerships to strengthen core business as well as to drive our mobile money business. First, we have announced a strategic partnership with Jaymart, a local well-known retail chain for telecom/IT products, to enhance our acquisition strategy in key competing areas. The other one is the collaboration with Singtel to launch a cross-border mobile wallet platform “VIA” with an aim to facilitate seamless cross-border payment for both Thai and Singaporean travelers, while playing an important role in being the operator ready to provide a cross-border gateway for other e-wallets.

The competition in the mobile phone market has continued. The offer of mobile fixed-speed unlimited has continued to take on more subscribers, limiting the ability to grow ARPU with higher data usage. As the fixed-speed low-tier packages were seized during the quarter, the ARPU pressure is expected to gradually ease. By the end of 3Q18, AIS Group has 40.6 million subscribers, a net addition of 552,300 from 2Q18 as a result of postpaid and prepaid, driven by promotional handset and prepaid-to-postpaid migration. Also, the prepaid had up taken in segmented SIMs and improving churn management. The number of postpaid subscribers inclined with a percentage ratio of 20:80 in 3Q18 compared to 19:81 in 2Q18. The unlimited plans have resulted in blended ARPU to decrease to 251 baht, 3% QoQ, compensated by a continuous growth in blended VoU that rose to 10.1 GB/data sub/month, an increase from the previous quarter.

In the fixed broadband market, the competition remained intense in pricing and acquisition whereby the incumbents continued to re-contract customers with steep discount. Integrated players continued to attract customers with bundling plans (home broadband, internet SIM for mobile and contents) aiming to realize customer value in the long term. At the end of 3Q18, fixed broadband subscribers stood at 676,700 subscribers, growing 9% QoQ. AIS Fibre continues to focus on the quality of network which covered 50 key cities and continues to improve operational efficiency. However, amidst pricing competition, ARPU declined 2% to 597 baht.

Satellite business

On 6 August 2018, Uniwise Offshore Limited, one of Asia’s leading offshore support vessel (OSV) operators, has chosen Nava, THAICOM’s new high-speed broadband service for maritime markets, to enhance the company’s operations on their entire fleet of more than 30 vessels. The service is powered by Nava FTTS™ (Fibre-to-the-Ship) which is able to support very high data rates, providing constantly high bandwidth for operational efficiency with wide area satellite coverage across Asia Pacific.

On 18 September 2018, THAICOM and Bangladesh Communication Satellite Company Limited (BCSCL), a Bangladesh Government owned satellite operator, announced the signing of a multi-year consultancy service agreement. Under the agreement, THAICOM will provide BCSCL comprehensive business and market development services for the Bangabandhu Satellite-1, the first ever geostationary satellite of Bangladesh that was successfully launched on 11 May 2018.

Overview of consolidated operational results

Share of profit (loss) by business segment (in million baht)	3Q17		2Q18		3Q18		%YoY		%QoQ		For the nine-month period ended 30 September		
									2017	2018			
The Company	(75)	-3%	(74)	-2%	(64)	-2%	-15%	-14%	(258)	-3%	(215)	-2%	-17%
Local Wireless Telecommunication													
Business	2,982	102%	3,292	100%	2,738	101%	-8%	-17%	8,974	101%	9,304	96%	4%
Satellite & International													
Businesses	26	1%	103	3%	43	2%	65%	-58%	222	2%	598	6%	169%
Other Businesses	(5)	0%	(23)	-1%	(12)	0%	140%	-48%	(19)	0%	(43)	0%	126%
Net Profit	2,928	100%	3,298	100%	2,705	100%	-8%	-18%	8,919	100%	9,644	100%	8%
Normalised Net Profit *	2,928	100%	3,298	100%	2,705	100%	-8%	-18%	8,919	100%	9,181	95%	3%

* Excluded gain on sale of investment in CSL after tax (INTOUCH's portion) in 1Q18.

The consolidated financial statements of 3Q18 showed net profit of 2,705 million baht, a decrease of 8% YoY and 18% QoQ, mainly due to lower contribution from local wireless telecommunication business, operated by AIS Group.

The net profit for 9M18 rose 8% from 9M17 due to local wireless telecommunication and the satellite & international businesses, which had the gain from the divestment of CSL. However, if this were excluded, the normalized net profit would have rose by 3% due to the higher profit contributions from local wireless telecommunication.

Key operational results

The Company (in million baht)	3Q17	2Q18	3Q18	%YoY	%QoQ	For the nine-month period ended 30 September		
						2017	2018	%YoY
Expenses	(85)	(85)	(87)	2%	2%	(285)	(259)	-9%
Others	10	11	23	130%	109%	27	44	63%
Net expenses	(75)	(74)	(64)	-15%	-14%	(258)	(215)	-17%

Net expenses in 3Q18 decreased 14%-15% mainly due to other incomes of 11 million baht and when compared to 9M17, it dropped 17% mainly from staff costs.

Local wireless telecommunications (in million baht)	3Q17	2Q18	3Q18	%YoY	%QoQ	For the nine-month period ended 30 September		
						2017	2018	%YoY
Share of net result from investment in AIS Group using equity method	2,982	3,292	2,738	-8%	-17%	8,974	9,304	4%

The share of the net results from AIS Group: was 2,738 million baht in 3Q18, decreased **YoY** and **QoQ** mainly due to *the sales and service costs* that rose from network OPEX as a result of the recognition of TOT partnership and higher depreciation & amortization, from 4G network investment, and fixed-broadband networks. *Distribution costs & administrative expenses* rose mainly from staff costs and tax expense. *Mobile revenue* dropped mainly from the fixed-speed unlimited plans which limit the ARPU growth. However, *other service revenues* rose due to full-quarter recognition of CSL's revenue in 3Q18. *Fixed broadband revenue* increased following a net additional subscriber but ARPU dropped due to price competition.

Compared to 9M17, the share of the net result rose 4% from 9M17 due to *other service revenues* rose due to full-quarter recognition of CSL's revenue in 3Q18, equipment rental from partnership with TOT, and device sale. However, *the sales and service costs* rose from network OPEX as a result of the recognition of TOT partnership and higher depreciation & amortization, as mentioned above. *Distribution costs & administrative expenses* rose mainly from staff costs and tax expense, partially offset by a decrease in marketing expenses.

Satellite & International Businesses (in million baht)	3Q17	2Q18	3Q18	%YoY	%QoQ	For the nine-month period ended 30 September		
						2017	2018	%YoY
Sales and service revenue	2,312	1,495	1,504	-35%	1%	7,329	4,727	-36%
Sales and service costs	(1,468)	(808)	(802)	-45%	-1%	(4,582)	(2,523)	-45%
Operating agreement fees	(231)	(238)	(226)	-2%	-5%	(746)	(688)	-8%
Distribution costs & administrative expenses	(484)	(232)	(274)	-43%	18%	(1,453)	(1,081)	-26%
Gain on sale of investment in CSL	-	-	-	n/a	n/a	-	1,950	100%
Share of profit of investments in joint ventures	59	52	28	-53%	-46%	150	113	-25%
Other income	68	46	44	-35%	-4%	355	138	-61%
Net foreign exchange gain (loss)	32	74	(36)	-213%	149%	148	14	-91%
Finance cost and income tax expense	(176)	(138)	(134)	-24%	-3%	(524)	(413)	-21%
Net Profit	112	251	104	-7%	-59%	677	2,237	230%
Contributed to INTOUCH Group	26	103	43	65%	-58%	222	598	169%
Normalized contributed to INTOUCH Group *	26	103	43	65%	-58%	222	135	-39%

* Excluded gain on sale of investment in CSL after tax (INTOUCH's portion) in 1Q18.

THAICOM's net profit in 3Q18 was 104 million baht, decreased 7% YoY mainly due to excluding CSL's profit in this quarter. However, if this were excluded from 3Q17's profit, the normalized net profit would have rose 236% mainly due to a decrease of sales and service costs. For QoQ, the profit decreased 59% mainly from foreign exchange loss, while it was gain in 2Q18. For 9M18, the profit was 2,237 million baht; increased 230% from 9M17 due to the gain on sale of 1,950 million baht from the divestment of CSL booked in 1Q18.

Substantial items of CSL Group's statements of income, which were included in the satellite & international businesses, are shown below.

Selected item of CSL Group (in million baht)	3Q17	9M17	For the period 1-25 January 2018
Sales and service revenue	708	2,106	225
Sales and service costs	444	1,323	137
Distribution costs & administrative expenses	169	505	51

After excluding the above mentioned impact from CSL, the net profit was the result of the performance described below.

YOY, the 3Q18 contribution from THAICOM was 43 million baht increased 65% from 26 million baht in 3Q17 due to the drop of *sales and service costs*, mainly, as a result from depreciation after the recognition of impairment loss for intangible assets on satellites under the operating agreement in 4Q17. *Distribution costs & administrative expenses* dropped mainly due to the decrease of marketing expenses. *Finance cost and income tax expense* dropped from interest expense as THAICOM had repaid its short- and long-term loans. *The sales and service revenue* dropped from conventional satellite due to unit price, following its market even though the bandwidth utilization increased. In addition, the sales revenue of Thaicom 4 dropped as a result from churn of some major broadband customers during 2017.

QoQ, the 3Q18 contribution from THAICOM decreased 58% from 103 million baht because of *foreign exchange loss* resulted from the appreciation of the Thai baht against the US dollar, while in 2Q18, it had a gain. *Distribution costs & administrative expenses* rose from bad debt provision for a broadband customer, although *the sales and service revenue* increased from existing and oversea subscriber bases and *sales and service costs* decreased from cost of sales and service costs related to system integration.

Compared to 9M17, the normalized contribution dropped 39% and it would have been dropped 49%, if excluded CSL group's profit allotted to non-controlling interests. This was due to lower *sales and service revenue*, as a result from unit price of conventional satellite following its market, despite of the increase of bandwidth utilization, and the churn of some major broadband customers of Thaicom 4 during 2017. Also, foreign exchange gain dropped due to the appreciation of the Thai baht against the US dollar. However, *sales and service costs* decreased mainly from the amortization after the recognition of impairment as aforementioned.

Other Businesses (in million baht)	3Q17	2Q18	3Q18	%YoY	%QoQ	For the nine-month period ended 30 September		
						2017	2018	%YoY
Service revenue	40	35	35	-13%	0%	117	110	-6%
Service costs	(32)	(30)	(31)	-3%	3%	(91)	(93)	2%
Distribution costs & administrative expenses	(5)	(5)	(7)	40%	40%	(17)	(15)	-12%
Share of loss of investments	(12)	(27)	(14)	17%	-48%	(40)	(58)	45%
Other income	8	9	7	-13%	-22%	24	24	0%
Finance cost and income tax expense	(2)	(1)	(1)	-50%	0%	(5)	(5)	0%
Net Loss	(3)	(19)	(11)	267%	-42%	(12)	(37)	208%
Contributed to INTOUCH Group	(5)	(23)	(12)	140%	-48%	(19)	(43)	126%

Other businesses include media & advertising, information technology, and investments under the InVent Project. The net loss from other businesses was mainly the share of net loss from joint ventures and associates.

Financial Position Summary
Key financial position data

Consolidated Financial Position	As at 31 December 2017		As at 30 September 2018		Change	
	million baht	%	million baht	%	million baht	%
Assets						
Cash & cash equivalents	2,261	4%	3,957	8%	1,696	75%
Current investments	6,157	12%	5,850	12%	(307)	-5%
Trade receivables	1,450	3%	1,496	3%	46	3%
Current portion of long-term loans to related parties	245	0%	242	0%	(3)	-1%
Inventories	125	0%	121	0%	(4)	-3%
Other current assets	447	1%	447	1%	-	0%
Long-term loans to related parties	1,712	3%	1,697	3%	(15)	-1%
Investment in associates and joint ventures	22,978	45%	22,993	47%	15	0%
Property & equipment	7,943	16%	7,466	15%	(477)	-6%
Intangible assets under operating agreements	3,987	8%	3,141	6%	(846)	-21%
Other non-current assets	1,767	3%	1,613	3%	(154)	-9%
Non-current assets or disposal groups classified as held for sale	1,888	4%	53	0%	(1,835)	-97%
Total Assets	50,960	100%	49,076	100%	(1,884)	-4%
Liabilities and Equity						
Current portion of long-term borrowings	422	1%	421	1%	(1)	0%
Provision for unpaid operating fees and interest	2,890	6%	2,890	6%	-	0%
Other current liabilities	1,568	3%	1,166	2%	(402)	-26%
Long-term borrowings	6,913	14%	6,536	13%	(377)	-5%
Other liabilities	785	2%	796	2%	11	1%
Liabilities included in disposal groups classified as held for sale	1,055	2%	-	0%	(1,055)	-100%
Total Liabilities	13,633	27%	11,809	24%	(1,824)	-13%
Total Equity	37,327	73%	37,267	76%	(60)	0%
Total Liabilities and Equity	50,960	100%	49,076	100%	(1,884)	-4%

Total consolidated assets dropped 4% from the end of 2017, mainly due to non-current assets or disposal groups classified as held for sale after the disposal of all investment in CSL in January 2018.

Cash & cash equivalents rose due to the 9M18 operational in satellite business, but this was offset by a drop of property & equipment and intangible assets under operating agreements as a result from depreciation & amortization during the period.

Total consolidated liabilities and equity: Total liabilities decreased 13% from the end of 2017 due to a drop in liabilities related to CSL, the repayment of long-term loans and accrued operating fees, included in current liabilities, in the satellite business. Equity was comparable to the end of 2017 as a result from 9M18 operational of INTOUCH Group, partially offset by dividend payment.

Liquidity and cash flow: At the end of 9M18, the current ratio rose to 2.7 from 2.1 at the end of 2017, mainly due to a drop of current liabilities in the satellite business as a result from accrued operating fees, account payable and other payable. INTOUCH Group monitors its liquidity risk and maintains a level of cash and cash equivalents deemed adequate by the management to finance its operations as well as secure short-term credit facilities from various banks as financial backup.

The consolidated cash rose by 1,696 million baht from the end of 2017 (excluding the impact from foreign currency fluctuation), mainly due to the cash inflow from operating activities in 9M18, the sale of investment in CSL Group and dividend receipt, despite the payment of pass-through dividends, and the repayment of loans and interest in satellite business.

Accounts receivable: At the end of 9M18, INTOUCH Group had accounts receivable equivalent to 3% of total assets, the same percentage as the end of 2017. The group has reserved an appropriate allowance for bad debt.

Inventory: At the end of 9M18, INTOUCH Group's inventory dropped slightly from year-end 2017. The group assesses the allowance for obsolete inventories on a regular basis to ensure that it is appropriated. Inventories are reported at cost or their net realizable value, whichever is lower. The net realizable value is the estimated selling price in the ordinary course of business less the estimated costs to complete the sale.

Profitability ratio and return on equity: INTOUCH Group's net profit margin was 60% as of 9M18, higher than 9M17 mainly due to the CSL divestment gain, and the return on equity was 33%, comparable to 9M17.

Debt-to-equity ratio: At the end of 9M18, the group had a debt-to-equity ratio of 0.4 times compared to 0.5 times at the end of 2017. INTOUCH Group has the ability to repay both short- and long-term loans without violating the conditions of its loan agreements with respect to maintaining stipulated financial ratios.

The group's commitments, including those off the balance sheet, have been disclosed in the notes to the interim financial statements, namely *Commitments, Bank Guarantees, Significant Events, and Disputes & Litigation*.

The external auditor's report

The external auditor's report has been summarized below:

The external auditor concluded that nothing significant had come to his attention which would lead him to believe that the interim consolidated and separate financial statements for the three-month and nine-month periods ended 30 September 2018 had not been presented in accordance with TAS 34: *Interim Financial Reporting*.

Additional Financial Data and Key Ratios

Separated Financial Position	As at 31 December 2017		As at 30 September 2018		Change	
	million baht	%	million baht	%	million baht	%
Assets						
Cash & cash equivalents and current investments	1,869	6%	2,006	7%	137	7%
Investment in subsidiaries and associates	27,968	93%	27,822	93%	(146)	-1%
Other assets	105	0%	107	0%	2	2%
Total Assets	29,942	100%	29,935	100%	(7)	0%
Liabilities and Equity						
Other liabilities	142	0%	133	0%	(9)	-6%
Total Equity	29,800	100%	29,802	100%	2	0%
Total Liabilities and Equity	29,942	100%	29,935	100%	(7)	0%

Separate Statements of Income (in million baht)	3Q17	2Q18	3Q18	%YoY	%QoQ	For the nine-month period ended 30 September		
						2017	2018	%YoY
Share of net results from investments in:-								
Subsidiaries	18	90	34	89%	-62%	199	574	188%
Associates	2,982	3,279	2,732	-8%	-17%	8,974	9,280	3%
Other income	11	12	24	118%	100%	29	46	59%
Total revenue	3,011	3,381	2,790	-7%	-17%	9,202	9,900	8%
Administrative expenses	(71)	(70)	(72)	1%	3%	(231)	(214)	-7%
Management benefit expenses	(14)	(15)	(15)	7%	0%	(54)	(45)	-17%
Total expenses	(85)	(85)	(87)	2%	2%	(285)	(259)	-9%
Profit before finance costs	2,926	3,296	2,703	-8%	-18%	8,917	9,641	8%
Finance costs	(1)	(1)	(1)	0%	0%	(2)	(2)	0%
Net Profit	2,925	3,295	2,702	-8%	-18%	8,915	9,639	8%

Consolidated Statements of Income (in million baht)						For the nine-month period ended 30 September		
	3Q17	2Q18	3Q18	%YoY	%QoQ	2017	2018	%YoY
Sales and service revenue	2,349	1,528	1,537	-35%	1%	7,436	4,831	-35%
Share of profit of investments in joint ventures	47	38	19	-60%	-50%	110	79	-28%
Share of profit of investments in associates	2,982	3,279	2,733	-8%	-17%	8,974	9,280	3%
Gain on sale of an investment	-	-	-	n/a	n/a	-	1,635	100%
Net foreign exchange gain	32	74	-	-100%	-100%	148	14	-91%
Other income	85	67	71	-16%	6%	405	203	-50%
Total revenue	5,495	4,986	4,360	-21%	-13%	17,073	16,042	-6%
Sales and service costs	(1,500)	(838)	(833)	-44%	-1%	(4,673)	(2,616)	-44%
Operating agreement fee	(231)	(238)	(226)	-2%	-5%	(746)	(688)	-8%
Distribution costs	(51)	(28)	(17)	-67%	-39%	(175)	(94)	-46%
Administrative expenses	(480)	(263)	(318)	-34%	21%	(1,447)	(1,164)	-20%
Net foreign exchange loss	-	-	(36)	100%	100%	-	-	n/a
Management benefit expenses	(40)	(30)	(30)	-25%	0%	(124)	(91)	-27%
Total expenses	(2,302)	(1,397)	(1,460)	-37%	5%	(7,165)	(4,653)	-35%
Profit before finance costs & income tax expense	3,193	3,589	2,900	-9%	-19%	9,908	11,389	15%
Finance costs	(102)	(87)	(82)	-20%	-6%	(310)	(250)	-19%
Profit before income tax expenses	3,091	3,502	2,818	-9%	-20%	9,598	11,139	16%
Income tax expense	(75)	(53)	(51)	-32%	-4%	(217)	(165)	-24%
Net profit	3,016	3,449	2,767	-8%	-20%	9,381	10,974	17%
Attributable to:								
Owners of the Parent	2,928	3,298	2,705	-8%	-18%	8,919	9,644	8%
Non-controlling interests	88	151	62	-30%	-59%	462	1,330	188%
Net profit	3,016	3,449	2,767	-8%	-20%	9,381	10,974	17%

Consolidated source and use of Cash Flows *		For the nine-month period ended 30 September 2018		million baht
Source of funds				
Dividends received	8,840			
Operating Cash Flow	1,157			
Cash proceed from disposal of an investment	1,946			
Decrease in current investments	334			
Decrease in loans and advances to related parties	63			
Disposal of Fixed assets	8			
Use of funds				
Dividend paid			9,872	
Loan repayments			412	
Cash paid for acquisition of associates - net			70	
Purchase of CAPEX & Fixed assets			78	
Interest paid			220	
Cash increased				1,696
Total	12,348			12,348

* Consolidated cash flows consisted of cash and cash equivalents.

Material financial ratios (based on consolidated financial statements)	For the nine-month period ended 30 September		
	2017	2018	Changed
Net profit margin (%)	52.2	60.1	7.9
Current ratio (times)	1.9	2.7	0.8
Return on equity attributed to owners of the parent (%)	33.0	33.4	0.3
Return on assets (%)	16.9	19.3	2.4
Debt to equity attributed to owners of the parent (times)	0.5	0.4	(0.1)
Interest bearing debt to equity attributed to owners of the parent (times)	0.3	0.2	(0.0)
Basic earnings per share (baht)	2.78	3.01	0.23
Book value per share (baht)	8.37	9.02	0.65

Disclaimer

Some statements made in this material are forward-looking statements with the relevant assumptions, which are subject to various risks and uncertainties. These include statements with respect to our corporate plans, strategies and beliefs and other statements that are not historical facts. These statements can be identified by the use of forward-looking terminology such as "may", "will", "expect", "anticipate", "intend", "estimate", "continue" "plan" or other similar words.

The statements are based on our management's assumptions and beliefs in light of the information currently available to us. These assumptions involve risks and uncertainties which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Please note that the company and executives/staff do not control and cannot guarantee the relevance, timeliness, or accuracy of these statements.