



## 2019 Management Outlook and Guidance

### Revenue from satellite and

#### international businesses

- Softer from 2018

#### 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

INTOUCH reported 2018 net profit growth of 8% YoY following 463 million baht gain on sale of CSL. Excluding this special gain and the asset impairment of THAICOM, normalized net profit of INTOUCH was stable from 2017 at 11,769 million baht. AIS remained the majority contributor of INTOUCH net profit in 2018.

THAICOM reported normalized net profit of 140 million baht, increased from 20 million baht from the previous year. The net profit rose YoY due to cost control effectiveness and a decrease of depreciation and amortization following the asset impairment in 2017, align with lower revenue following competitive market. In spite of the plenty of satellite transponder available in the market, THAICOM was able to have new customers to use additional bandwidth of broadband satellite. As a result, the utilization rate of broadband satellite was at 30% at the end of 2018. While utilization rate of conventional satellite was stable from the previous year at 59% due to the slowdown of TV broadcasting industry in Thailand and intense competition. Consequently, the revenue from satellite & international businesses dropped 10% as guidance.

In 2018, THAICOM recognized the impairment of satellite assets, in total of 2,253 million baht, due to the slowdown of satellite industry from the change in customer behavior, together with fierce competition, which cause the lower price per transponder.

AIS reported 2018 net profit of 29,682 million baht; slightly decrease YoY, due to continually investment to improve 4G network and brand awareness with customers' privilege as well as shop renovation. In addition, AIS recognized higher depreciation and amortization from network investment and additional 1800MHz license, which granted in 2018. AIS, currently, held the largest bandwidth of 2x60MHz in the industry. INTOUCH has taken 40.45% from the net profit of AIS.

The Company's guidance in 2019 is as follows:

**Revenue from satellite and international businesses**, operated by THAICOM, is expected to soften from the previous year due to the continuing slowdown of satellite leasing industry as well as the TV broadcasting industry following competitive market. It is focus more on price competition to retain existing customers and attract new ones.

- **Conventional satellites:** the utilization rate is expected to be stable from last year. THAICOM still seeks for new customers in Africa, the Greater Mekong sub-region and South Asia.
- **Broadband satellite:** the utilization rate is expected to increase as THAICOM is planning to find additional customers in Australia, New Zealand, and China.

**Share of profit of associates:** The major contribution of the share of net profit is currently from AIS Group. AIS's guidance in 2019 is as follows:

- **Service revenue (excluding IC and equipment rental) to increase by mid-single digit from 2018.** AIS will continue to strengthen on mobile business as well as enhancing fixed broadband and enterprise businesses with new digital services.
- **The CAPEX is expected to be 20-25 billion baht (excluding spectrum payment):** The majority of CAPEX is to improve 4G network quality and around 4-5 billion baht for expanding fixed-broadband network.
- **The consolidated EBITDA margin (excluding equipment rental) is expected to stable from last year.** The remaining EBITDA margin will be from revenue growth and cost control.



- **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 at the investment proportion:

- **LTC**, an indirect joint venture of THAIKOM, contributed 2018 net profit of 119 million baht, a decrease of 39% YoY due to the higher depreciation from network expansion as well as expenses according to the disaster in Lao PDR.
- **High Shopping** generated average daily sales in 2018 of 2.4 million baht, grew by 33% YoY. High Shopping focused on satellite service provider platforms to expand viewer base and be recognized among home shoppers as well as searched for high product margin. As a result, its net loss was softened from the previous year.

For 2019, High Shopping will continue its strategy on new market expansion by partnership with satellites service providers and TV channel operators who have strong audience. The company also continues seeking for high products margin such as fashionwear, health and beauty products. Its revenue target in 2019 is approximately 1 billion baht or more than 3 million baht average sale per day.

#### **Venture capital:**

In 2018, INTOUCH explored emerging technology such as Artificial Intelligence (AI), Internet of Things (IoT), Blockchain, Data Analytics, etc., for new investment opportunity. The Company foresees that doing business related to these technologies is interesting as it tends to continue in the future to support fast changing technology. Last year, INTOUCH invested in three more start-up companies with total investment of 110 million baht, from a total budget of 200 million baht, namely YDM (Thailand) Co., Ltd., Choco Card Enterprise Co., Ltd. and Ecartstudio Co., Ltd. The Company also completed a share swap with WR Asia Co., Ltd., exchanging its stakes in Infinity Levels Studio Pte. Ltd. and Sinoze Co., Ltd. for shares in VVR Asia.

In the past six years, the total investment under InVent project was 525 million baht for 17 companies while the current value of these companies is 792 million baht or grew by 51%. The growth of the investment is from higher value of those companies and gain on sale of investment in spite of the impairment recognition of some investment. INTOUCH, presently, is considering to invest in potential startups that in the area of Telecom, media, IT, and digital related industries under the budget of 200 million baht a year. In 2019, the Company expands scope of investment to seed stage startup, during research and development stage, or startups that have deep technology. The Company also seeks for new investment that can support 5G technology service in the future.

**The Company's standalone performance:** In 2018, INTOUCH had a share of the net result from subsidiaries and associates of 11,765 million baht, an increase of 7% from 2017. The administrative expenses were 338 million baht, 11% lower from 2017 from the control of operational expense. The budget for administrative expenses in 2019 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 the aforesaid investments has been disclosed in the Management Discussion and Analysis sections of the Annual Registration Statement for 2018 submitted by ADVANC and THCOM



**Significant events**

**Local wireless telecommunication business**

In the mobile business, in 2018, competition in this industry remained elevated particularly on data pricing with fixed speed unlimited price plan while handset subsidies were more locally-focused compared to last year. With accumulation of fixed-speed unlimited subscribers, revenue and ARPU have been pressured. However, from 3Q18 onwards, AIS along with other operators have rebalanced pricing structure to ease impact on ARPU.

While 4G demand continues to rise, AIS aiming to strengthen our leadership position in delivering the best mobile data network decided to bid for an additional 1800MHz spectrum in 3Q18, resulting in AIS having the largest bandwidth of 2x60MHz in the industry. Consequently, AIS have evidently seen an improvement of 4G network quality against peers while brand perception enhanced. That said, AIS has 41 million subscribers, well added 1mn mobile customers from the end of 2017 at 40 million subscribers.

Expanded fixed broadband and strengthened digital services, the intense competition in this industry has continued. In 2018, pure broadband operators mainly used pricing strategy, while integrated operators increasingly emphasized convergence offerings highlighting on higher package value. This has resulted in the narrowing price gap between pure and convergence price plans. In 2018, the additional subscribers of 209,300 or around (estimated) 20% share of industry which totaled year-end subscribers at 730,500.

On digital services, AIS continued to scale up several platforms to serve both consumers and enterprises. Our VDO platform called AIS PLAY received higher awareness and was listed among the top five of video-viewing applications with current active subscribers climbing to 1.7mn. The mobile money platform under a joint venture, Rabbit LINE Pay, expanded its payment coverage to the sky train mass transit and grew monthly active users to 850,000. The enterprise business strengthened by CSL acquisition helped enhance AIS’s capability to serve enterprise segment in areas such as enterprise data service and cloud which grew double digit from 2017.

**Investment restructuring of the group**

Advanced Wireless Network Co., Ltd. (“AWN”), a subsidiary of AIS, acquired CSL’s shares from Thai Advance Innovation Co., Ltd. (“Thai AI”) (formerly DTV Service Company Limited (“DTV”)), a subsidiary of THAIKOM, and other shareholders by executing Tender Offer. Consequently, the status of INTOUCH’s investment in CSL was changed from a subsidiary to an associate. This has had an impact on the Company’s consolidated financial statements, by excluding the assets, liabilities, income, expenses, and cash flow of CSL since 26 January 2018. The group will now recognize CSL as an investment in an associate and the share of profit through AIS Group using the equity method. AWN had acquired CSL at 3.4 billion baht, which will provide synergy for AIS Group to strongly penetrate the enterprise market and expand competitively in serving digital services and platforms to both consumers and enterprise.

**Impairment of satellites’ assets**

In 2018, THAIKOM recognized the net impairment of satellite assets 2,253 million baht. The impairment was mainly due to the slowdown of satellite industry from the change in customer behavior, together with fierce competition, which causes the price per unit to drop. The impairment is considered as a non-cash item and does not affect the cash management of THAIKOM. The recognition of impairment loss would cause going forward depreciation and amortization of the assets to decrease by approximately 116 million baht per annum.

**INTOUCH’s dividends**

On 8 February 2019, the board of directors of INTOUCH passed resolutions to propose the dividend payments as follows:

	Dividend (baht per share)	Interim dividend paid in 2018 (baht per share)	Dividend to be paid (baht per share)	Amount to be paid (approx.) (million baht)
Dividend from the operational result of 2018	2.71	1.54	1.17	3,752

The dividend payment from the operational result of 2018 is subject to the resolutions of the Annual General Meeting of shareholders for the year 2019.



Overview of consolidated operational results

Share of profit (loss) by business segment (in million baht)	For the year ended 31 December				
	2017		2018		%YoY
The Company	(348)	-3%	(284)	-2%	-18%
Local Wireless Telecommunication Business	12,126	114%	12,043	105%	-1%
Satellite & International Businesses	(1,090)	-10%	(219)	-2%	-80%
Other Businesses	(15)	0%	(48)	0%	220%
<b>Net Profit</b>	<b>10,673</b>	<b>100%</b>	<b>11,491</b>	<b>100%</b>	<b>8%</b>
<b>Normalised Net Profit *</b>	<b>11,771</b>	<b>110%</b>	<b>11,769</b>	<b>102%</b>	<b>0%</b>

\* Excluded gain on sale of investment in CSL after tax (INTOUCH's portion) in 2018 and impairment loss of equipment, intangible assets under operating agreement and other intangible assets of satellite business in 2018 and 2017.

The consolidated financial statements of 2018 showed net profit of 11,491 million baht, an increase of 8% from 2017, mainly due to lower loss contributed from satellite & international businesses, which had the gain from the divestment of CSL in 2018 and less impairment loss. However, if the divestment gain and impairment loss were excluded, the normalized net profit would have remained stable.

Key operational results

The Company (in million baht)	For the year ended 31 December		
	2017	2018	%YoY
Expenses	(387)	(338)	-13%
Others	39	54	38%
<b>Net expenses</b>	<b>(348)</b>	<b>(284)</b>	<b>-18%</b>

Net expenses decreased 18% mainly due to less staff costs.

Local wireless telecommunications (in million baht)	For the year ended 31 December		
	2017	2018	%YoY
Share of net result from investment in AIS Group using equity method	12,126	12,043	-1%

The share of the net results from AIS Group: decreased slightly from 2017 mainly due to the sales and service costs that rose from network OPEX as a result from cost of the partnership with TOT and higher depreciation & amortization, following network expansion of both mobile and fixed-broadband, in addition with the newly acquired 1800MHz license amortization in September 2018. Excluding the record cost of partnership with TOT, network OPEX would have slightly increased following ongoing cost optimization. Distribution costs & administrative expenses rose mainly from staff costs, shop expansion & renovation and tax expense, while the distribution costs dropped from aggressive campaigns in targeted areas and the focus on effective spending.

However, these were offset by the increase of sale & service revenue mainly from mobile services due to higher data consumption reaching 11 GB/ data sub/month and net additional subscribers of 1 million, 72% of which was from postpaid. Fixed broadband revenue rose following a net additional subscriber 0.21 million even though the price competition and discounts to re-contract customers had resulted to the drop of ARPU when compared to 2017. Other service revenues rose mainly due to a full-year recognition of CSL revenue in 2018.

Satellite & International Businesses (in million baht)	For the year ended 31 December		
	2017	2018	%YoY
Sales and service revenue	9,482	<b>6,233</b>	-34%
Sales and service costs	(6,044)	<b>(3,438)</b>	-43%
Operating agreement fees	(979)	<b>(918)</b>	-6%
Distribution costs & administrative expenses	(2,355)	<b>(1,572)</b>	-33%
Impairment loss on assets	(3,309)	<b>(2,253)</b>	-32%
Gain on sale of investment in CSL	-	<b>1,950</b>	100%
Share of profit of investments in joint ventures	196	<b>119</b>	-39%
Other income	413	<b>200</b>	-52%
Net foreign exchange gain	153	<b>5</b>	-97%
Finance cost and tax	(18)	<b>(79)</b>	339%
<b>Net Profit (Loss)</b>	<b>(2,461)</b>	<b>247</b>	<b>110%</b>
<b>Contributed to INTOUCH Group</b>	<b>(1,090)</b>	<b>(219)</b>	<b>-80%</b>
<b>Normalized contributed to INTOUCH Group *</b>	<b>8</b>	<b>59</b>	<b>622%</b>

\* Excluded gain on sale of investment in CSL after tax (INTOUCH's portion) in 2018 and impairment loss of equipment, intangible assets under operating agreement and other intangible assets of satellite business in 2018 and 2017.

**THAICOM's net profit** in 2018 was 247 million baht, increased from the net loss in last year mainly due to the gain on sale of 1,950 million baht from the divestment of CSL booked in 1Q18 and less impairment loss of assets.

**FY18**, the normalized profit contribution from THAICOM was 59 million baht increased from 8 million baht in 2017. But if the revenue and expenses of CSL were excluded, the drop of *sales and service costs* was due to the declined revenue and lower amortization after the recognition of impairment loss for intangible assets under the operating agreement in 2017. *Distribution costs & administrative expenses* dropped mainly due to staff costs, marketing expenses and provision for doubtful debts in satellite business. *Finance cost* dropped from the repayment of long-term loans of THAICOM.

But this was partially offset by the sales and service revenue that dropped from conventional satellite due to unit price, following the slowdown of industry trend even though the utilization of the bandwidth was consistent. In addition, the sales revenue of Thaicom 4 dropped as a result from churn of some major broadband customers in 2017. The net foreign exchange gain was less than 2017.

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

Selected items of CSL Group (in million baht)	FY17	For the period 1-25 January 2018
Sales and service revenue	2,798	225
Sales and service costs	1,739	137
Distribution costs & administrative expenses	669	51
<b>Net Profit</b>	<b>326</b>	<b>30</b>
<b>Contributed to INTOUCH Group</b>	<b>56</b>	<b>5</b>

Other Businesses (in million baht)	For the year ended 31 December		
	2017	2018	%YoY
Service revenue	161	146	-9%
Service costs	(125)	(124)	-1%
Distribution costs & administrative expenses	(25)	(20)	-20%
Share of loss of investments	(41)	(67)	63%
Other income	30	32	7%
Finance cost and income tax expense	(7)	(6)	-14%
<b>Net Loss</b>	<b>(7)</b>	<b>(39)</b>	<b>457%</b>
<b>Contributed to INTOUCH Group</b>	<b>(15)</b>	<b>(48)</b>	<b>220%</b>

**Other businesses** include media & advertising, information technology, and investments under the InVent Project.

## Financial Position Summary

### Key financial position data

Consolidated Financial Position	As at 31 December 2017		As at 31 December 2018		Change	
	million baht	%	million baht	%	million baht	%
<b>Assets</b>						
Cash & cash equivalents	2,261	4%	3,072	6%	811	36%
Current investments	6,157	12%	7,141	14%	984	16%
Trade receivables	1,450	3%	1,556	3%	106	7%
Current portion of long-term loans to related parties	245	0%	486	1%	241	98%
Inventories	125	0%	122	0%	(3)	-2%
Other current assets	447	1%	524	1%	77	17%
Long-term loans to related parties	1,712	3%	1,457	3%	(255)	-15%
Investment in associates and joint ventures	22,978	45%	25,761	52%	2,783	12%
Property, plant & equipment	7,943	16%	4,876	10%	(3,067)	-39%
Intangible assets under operating agreements	3,987	8%	3,007	6%	(980)	-25%
Other non-current assets	1,767	3%	1,954	4%	187	11%
Non-current assets or disposal groups classified as held for sale	1,888	4%	53	0%	(1,835)	-97%
<b>Total Assets</b>	<b>50,960</b>	<b>100%</b>	<b>50,009</b>	<b>100%</b>	<b>(951)</b>	<b>-2%</b>
<b>Liabilities and Equity</b>						
Current portion of long-term borrowings	422	1%	2,652	5%	2,230	528%
Provision for unpaid operating fees and interest	2,890	6%	2,890	6%	-	0%
Other current liabilities	1,568	3%	1,463	3%	(105)	-7%
Long-term borrowings	6,913	14%	4,306	9%	(2,607)	-38%
Other liabilities	785	2%	757	2%	(28)	-4%
Liabilities included in disposal groups classified as held for sale	1,055	2%	-	0%	(1,055)	-100%
<b>Total Liabilities</b>	<b>13,633</b>	<b>27%</b>	<b>12,068</b>	<b>24%</b>	<b>(1,565)</b>	<b>-11%</b>
<b>Total Equity</b>	<b>37,327</b>	<b>73%</b>	<b>37,941</b>	<b>76%</b>	<b>614</b>	<b>2%</b>
<b>Total Liabilities and Equity</b>	<b>50,960</b>	<b>100%</b>	<b>50,009</b>	<b>100%</b>	<b>(951)</b>	<b>-2%</b>

**Total consolidated assets** dropped 2% from the end of 2017, mainly due to property, plant & equipment after the assets impairment in 2018, a result of the amortization and depreciation of intangible assets under operating agreements in 2018 and non-current assets or disposal groups classified as held for sale after the disposal of all investment in CSL in January 2018. Investment in associates and joint ventures rose from the 2018 operational result, offset by the dividend payment of an associate. Cash & cash equivalents and current investment rose mainly due to the 2018 operational in satellite business.



**Total consolidated liabilities and equity:** Total liabilities decreased 11% from the end of 2017 due to a drop in liabilities related to CSL, the repayment of loans in the satellite business. Equity dropped 2% from the end of 2017 as a result from 2018 operational of INTOUCH Group, partially offset by dividend payment.

**Liquidity and cash flow:** At the end of 2018, the current ratio dropped to 1.8 from 2.1 at the end of 2017, mainly due to an increase of current liabilities in the satellite business as a result from current portion of long-term debenture, presented in current portion of long-term borrowings, which will be matured in 2019. 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 811 million baht from the end of 2017 (excluding the impact from foreign currency fluctuation), mainly due to the cash inflow from operating activities in 2018, the sale of investment in CSL Group and dividend receipt, despite the payment of pass-through dividends, and the repayment of long-term loans and interest in satellite business.

**Accounts receivable:** At the end of 2018, 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 2018, 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 56% as of 2018, higher than 2017 mainly due to the CSL divestment gain, and the return on equity was 38%, comparable to 2017.

**Debt-to-equity ratio:** At the end of 2018, the group had a debt-to-equity ratio of 0.4 times dropped from 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 expressed on the consolidated and separate financial statements of INTOUCH for the year 2018 had presented fairly in all material respects and in accordance with Thai Financial Reporting Standards.

### Additional Financial Data and Key Ratios

Separated Financial Position	As at 31 December 2017		As at 31 December 2018		Change	
	million baht	%	million baht	%	million baht	%
Assets						
Cash & cash equivalents and current investments	1,869	6%	1,913	6%	44	2%
Investment in subsidiaries and associates	27,968	93%	29,764	94%	1,796	6%
Other assets	105	0%	103	0%	(2)	-2%
<b>Total Assets</b>	<b>29,942</b>	<b>100%</b>	<b>31,780</b>	<b>100%</b>	<b>1,838</b>	<b>6%</b>
Liabilities and Equity						
Other liabilities	142	0%	131	0%	(11)	-8%
<b>Total Equity</b>	<b>29,800</b>	<b>100%</b>	<b>31,649</b>	<b>100%</b>	<b>1,849</b>	<b>6%</b>
<b>Total Liabilities and Equity</b>	<b>29,942</b>	<b>100%</b>	<b>31,780</b>	<b>100%</b>	<b>1,838</b>	<b>6%</b>



Separate Statements of Income (in million baht)	For the year ended 31 December		
	2017	2018	%YoY
Share of net results from investments in:-			
Subsidiaries	(1,128)	(254)	-77%
Associates	12,140	12,019	-1%
Other income	42	57	36%
<b>Total revenue</b>	<b>11,054</b>	<b>11,822</b>	<b>7%</b>
Administrative expenses	(319)	(277)	-13%
Management benefit expenses	(68)	(61)	-10%
<b>Total expenses</b>	<b>(387)</b>	<b>(338)</b>	<b>-13%</b>
<b>Profit before finance costs</b>	<b>10,667</b>	<b>11,484</b>	<b>8%</b>
Finance costs	(3)	(3)	0%
<b>Net Profit</b>	<b>10,664</b>	<b>11,481</b>	<b>8%</b>

Consolidated Statements of Income (in million baht)	For the year ended 31 December		
	2017	2018	%YoY
Sales and service revenue	9,627	6,371	-34%
Construction revenue under operating agreements	-	18	100%
Share of profit of investments in joint ventures	141	76	-46%
Share of profit of investments in associates	12,140	12,019	-1%
Gain on sale of an investment	-	1,635	100%
Net foreign exchange gain	152	5	-97%
Other income	483	280	-42%
<b>Total revenue</b>	<b>22,543</b>	<b>20,404</b>	<b>-9%</b>
Sales and service costs	(6,167)	(3,562)	-42%
Construction cost under operating agreements	-	(18)	100%
Operating agreement fee	(979)	(918)	-6%
Distribution costs	(231)	(113)	-51%
Administrative expenses	(2,351)	(1,684)	-28%
Impairment loss on assets *	(3,309)	(2,253)	-32%
Management benefit expenses	(173)	(120)	-31%
<b>Total expenses</b>	<b>(13,210)</b>	<b>(8,668)</b>	<b>-34%</b>
<b>Profit before finance costs &amp; income tax expense</b>	<b>9,333</b>	<b>11,736</b>	<b>26%</b>
Finance costs	(399)	(340)	-15%
<b>Profit before income tax expenses</b>	<b>8,934</b>	<b>11,396</b>	<b>28%</b>
Tax income	376	255	-32%
<b>Net profit</b>	<b>9,310</b>	<b>11,651</b>	<b>25%</b>
<b>Attributable to:</b>			
<b>Owners of the Parent</b>	<b>10,673</b>	<b>11,491</b>	<b>8%</b>
<b>Non-controlling interests</b>	<b>(1,363)</b>	<b>160</b>	<b>-112%</b>
<b>Net profit</b>	<b>9,310</b>	<b>11,651</b>	<b>25%</b>

\* Impairment loss on equipment, intangible assets under operating agreement and other intangible assets of Satellite business.





Consolidated source and use of Cash Flows \*

For the year ended 31 December 2018		million baht	
<b>Source of funds</b>		<b>Use of funds</b>	
Dividends received	8,840	Dividend paid	9,872
Operating Cash Flow	1,751	Increase in current investments	955
Cash proceed from disposal of an investment	1,946	Loan repayments	414
Decrease in loans and advances to related parties	36	Cash paid for acquisition of associates - net	110
Disposal of Fixed assets	10	Purchase of CAPEX & Fixed assets	96
		Interest paid	325
		<b>Cash increased</b>	<b>811</b>
<b>Total</b>	<b>12,583</b>		<b>12,583</b>

\* Consolidated cash flows consisted of cash and cash equivalents.

Material financial ratios (based on consolidated financial statements)	For the year ended 31 December		
	2017	2018	Changed
Net profit margin (%)	47.3	<b>56.3</b>	9.0
Current ratio (times)	2.1	<b>1.8</b>	(0.3)
Return on equity attributed to owners of the parent (%)	38.1	<b>38.5</b>	0.4
Return on assets (%)	20.2	<b>22.8</b>	2.5
Debt to equity attributed to owners of the parent (times)	0.5	<b>0.4</b>	(0.1)
Interest bearing debt to equity attributed to owners of the parent (times)	0.3	<b>0.2</b>	(0.0)
Basic earnings per share (baht)	3.33	<b>3.58</b>	0.25
Book value per share (baht)	9.02	<b>9.60</b>	0.58

**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.