

ANNUAL REPORT

2017



Pico (Thailand) Public Company Limited



Financial Highlight

A summary of financial information for last three years from year 2015 to 2017 is as follows:

Unit : Baht Million	Separate Financial Statements			Consolidated Financial Statements		
	2017	2016	2015	2017	2016	2015
Cash and cash equivalents	146	56	57	294	192	165
Total current assets	497	542	531	712	707	753
Total assets	705	759	753	926	901	956
Total current liabilities	229	286	277	409	403	456
Total liabilities	276	328	316	466	453	501
Total shareholders' equity	430	431	438	461	448	455
Revenues from the rendering of services	1,058	1,221	1,032	1,373	1,404	1,251
Gross profit	243	251	253	328	326	351
Net income	30	35	58	46	36	69
Current ratio (times)	2.2	1.9	1.9	1.7	1.8	1.7
Gross profit (%)	23	21	25	24	23	28
Net profit (%)	3	3	6	3	3	5
Return on equity (%)	7	8	13	10	8	15
Return on assets (%)	4	5	8	5	4	7
Assets turnover (times)	1.4	1.6	1.4	1.5	1.5	1.5
Total debts to equity ratio (times)	0.6	0.8	0.7	1.0	1.0	1.1
Book value per share (Baht)	1.996	2.004	2.032	2.117	2.059	2.091
Earnings per share* (Baht)	0.138	0.164	0.272	0.206	0.161	0.310
Dividend per share (Baht)	0.15	0.22	0.20	0.15	0.22	0.20

* Basic earnings per share is calculated by dividing profit for the year attributable to equity holders of the company excluding other comprehensive income by the weighted average number of ordinary shares issued during the year.

** The figures in consolidated financial statement of the year 2015, as presented for the comparison purpose, have been restated according to the adoption of the revised and new financial reporting standards issued by the Federation of Accounting Professions which become effective for fiscal years beginning on or after January 1, 2015.

Table of Contents

Board of Directors	1
Message from Chairman	2
Message from Chairman of Executive Committee and Chief Executive Officer	3
Report of Audit Committee.....	5
Report on the Board of Directors' Responsibilities for Financial Statements.....	6

■ Part 1

Business Operations

Business Policies & Overviews	8
Business Operations	12
Risk Factors.....	17
Assets Used in Business Operations	19
Legal Disputes.....	20
General Information & Other Significant Information.....	21

■ Part 2

Management & Corporate Governance

Information of Securities & Shareholders	28
Management.....	30
Corporate Governance.....	37
Corporate Social Responsibility	52
Internal Control & Risk Management	59
Intercompany Transactions	60

■ Part 3

Financial Position & Results of Operation

Financial Highlight	62
Management Discussion & Analysis	64

Information Certification.....	70
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■ Appendix

Appendix 1 Details of Directors, Executives, Authorized Persons, & Company Secretary.....	72
Appendix 2 Details of Directors of the Subsidiaries	78
Appendix 3 Details of Internal Audit Manager	79
Appendix 4 Report of Auditor & Financial Statements.....	80



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Board of Directors



1 Mr. Chia Song Heng

Chairman of the Board of Directors, Chairman of the Nomination Committee, Chairman of the remuneration Committee & Vice Chairman of the Executive Committee

2 Mr. Pised Chungyampin

Vice Chairman of the Board of Directors, Nomination Committee Member, Chairman of the Executive Committee* & Executive Chairman*

3 Mr. Silchai Kiatpapan

Director, Nomination Committee Member, Executive Committee Member* & Chief Executive Officer

4 Mr. Viriya Pholpoke

Director, Nomination Committee Member, Remuneration Committee Member & Advisor

5 Mr. Chaigyod Bunyagidj

Independent Director, Chairman of the Audit Committee, Nomination Committee Member & Remuneration Committee Member

6 Mr. Sern Vithespongse

Independent Director, Audit Committee Member, Nomination Committee Member & Remuneration Committee Member

7 Mr. Manus Manoonchai**

Independent Director, Audit Committee Member, Nomination Committee Member & Remuneration Committee Member

8 Mr. Yong Choon Kong

Director & Executive Committee Member

9 Ms. Chia Yuan Jiun

Director & Executive Committee Member

*Mr. Silchai Kiatpapan was appointed as the new chairman of executive committee of the company, replacing Mr. Pised Chungyampin, who retired from executive chairman and resigned from the chairman of executive committee, effective from November 1, 2017 onwards.

**Mr. Manus Manoonchai was appointed as the new independent director, audit committee member, nomination committee member and remuneration committee member of the company, replacing Mrs. Sasitorn Phongsathorn, effective from October 9, 2017 onwards.



Message from Chairman

Dear Shareholders,

In Remembrance of His Majesty King Bhumibol Adulyadej, we hope that Thai people will soon recover and rise up to follow the royal steps and teachings. The year 2017 was indeed filled with the deepest sorrow. Pico (Thailand) Public Company Limited truly shared the mourning with all Thais and paid the final tribute and farewell to The Late King. Thanks to His Majesty King Maha Vajiralongkorn Bodindradebayavarangkun's accession to the Throne, the nation has now been lightened up and reunited in order to move forward to a better growth.

I am pleased to report that Pico Group has created an incessant success from our Core Competency from strategy to execution. We have been named **Asia Pacific's Best Event Agency** at the 2018 CEI Readers' Choice Awards and were also a Silver award winner in the B2B AOTY category and a Bronze award winner in the Event AOTY category at Marketing magazine's 2017 Agency of The Year (AOTY) Awards.

Speaking of external forces, the ceaseless disruptions in technological advancements have truly become a new revolution that is profoundly changing the ways human beings exist and coexist. As a business, Pico Group has transformed its business model and driven forward with the **"Drive Change"** vision for two consecutive years, with **Pico⁺** business unit, which focuses on **Engagement Design**, in addition to the existing business unit, which focuses on **Experience Design**.

This year, Pico (Thailand) continued to align with the key vision of Pico Group in **"Drive Change"** to improve the Company's competence and enhance the co-creation of the shared economic and social values for Shareholders, Staff and Thai society as a whole. In 2018, the Company will carry on its vision from the previous year, categorised into short and long term visions. For the **short-term vision**, the Company shall remain its focus on the Core Competency in event marketing and MICE management and services. For the **long-term vision**, the Company shall focus on the new business models that yield sustainable business opportunities in the future, especially the digital media creation enhanced by the advanced technology for the use of Knowledge Communication.

Finally, I would like to thank all Shareholders, Clients and Business Partners for your continual trust and support and extend my sincere appreciation to all Board Members, Executives and Staff for the unceasing power of creativity to produce the best productions and services with technologies that respond well with both the present and future needs. We together will continue to move Pico (Thailand) towards an even bigger sustainable success both in terms of business and society.

I wish you and your family good health, wealth and happiness throughout the year 2018.



Mr. Chia Song Heng
Chairman of the Board



Message from Chairman of Executive Committee and Chief Executive Officer

Dear All Shareholders,

To many of us, last year has been one of the toughest years to carry on our lives as normal - not only the slowdown in global economy that had already affected every corner of the world, the foreseen yet still astounding burst of the disruptive technologies that had urged, if not compelled, businesses to change the way they have operated, but also the greatest loss of all Thai citizens that had left us with no word to express till the day no one ever wished it to come: The Royal Cremation of His Majesty King Bhumibol Adulyadej. All these had an impact on consumer behaviours, marketing budgets and activities as well as the business operations decisions in the year 2017.

Under such circumstance, Pico (Thailand) continued to align with the key vision of Pico Group in “**Drive Change**”, integrating technology advancement into the business model and looking for chance to access more tech start-ups. Continued from last year, we evolved our business direction around 3 key strategies: 1) Core Competency Strategy, 2) Knowledge Communication Strategy, and 3) Risk Management Strategy by continually focusing on a product-mix model, reducing dependence on any one particular industry and/or form of services.

As a result, the reported revenue for the year was THB 1,373 million, declined slightly by 2%. However, our gross profit margin improved to 24% (2016: 23%); thanks to the maintained proportion of high-gross-profit-generating industries and/or services.

Revenue from **Core Competency** for the year 2017 can be summarized as follows:

- 1) The total revenue from the **Meeting, Incentive, Convention and Exhibition (MICE) Management & Services** was THB 835 million, improved by 2% from the prior year.
- 2) The total revenue from the **Event Marketing and Branding** was THB 243 million, decreased by 19% from the prior year.
- 3) The total revenue from the **Knowledge Communication** was THB 260 million, increased by 5% from the prior year.

Prominent examples of our Core Competency are the 33rd Thailand International Motor Expo and the 38th Bangkok International Motor Show where we managed, designed and constructed the exhibition booths for various renowned automobile manufacturers; STARTUP THAILAND 2017 and National Science and Technology Fair 2017 where we managed, designed and constructed the exhibition booths as well as the activities inside the event halls; and Rama IX Museum where we created the permanent exhibition.

As for **Knowledge Communication**, 2017 was the year that marked the 10th Anniversary of Pico (Thailand) as a leading force in the development of Thailand's education. Over the past decade, we have continued to improve and fortify the shared values in Thai society as seen from EDUCA, the largest annual congress for teacher professional development that we created and managed, and from various quality educational digital media services that we created and provided.

In 2018, the Company will strive to uphold the revenue, the profit margin and the return on equity to be at a favourable level. I would then like to take this opportunity to express my gratitude towards our Shareholders, Clients and Business Partners for your continuous support in creating an unconquerable success of Pico (Thailand). In addition, I would like to extend my appreciation to all Board Members, Executives and Staff for your perpetual power of creativity and commitment to create even higher shared values for our economy and society as a whole.

Lastly, the Company would like to join all Thais in celebrating the occasion of HM King Maha Vajiralongkorn's accession to the Throne. Long Live the King.



(Mr. Silchai Kiatpapan)
**Chairman of Executive Committee and
Chief Executive Officer**



Report of Audit Committee

To Shareholders of Pico (Thailand) PCL

The audit committee of Pico (Thailand) Public Company Limited consists of Mr. Chaeyod Bunyagidj as a Chairman, Mr. Sern Vithespongse and Mr. Manus Manoonchai as members of the committee.

The audit committee performs its duties and responsibilities pursuant to the delegation of the board of directors. In 2017, the committee held four meetings with the executive management and the independent auditor for all related agendas. The summary of performance of the audit committee was as follows :

Financial reports preparation

The committee reviewed the quarterly and annual financial reports for 2017 with the executive management and the independent auditor to ensure that the financial statements of the company and its subsidiaries are fairly presented in accordance with the generally accepted accounting principles (GAAP) and accurately and completely discloses all material information of the company and its subsidiaries. The committee also reviewed the inter-company transactions to ensure that they are conducted in the normal course of business and in compliance with the rules and regulations of the Stock Exchange of Thailand.

Internal control

The committee, working with the executive management and the independent auditor, has conducted the review of the internal control system to ensure that the company has the good internal control system. In addition, the committee has provided the constructive comments on material matters so that the company's operations are continually improved to be more effective and efficient, ensuring that all business units of the company have the good internal control system to prevent and mitigate potential risks.

Risk management

The board of directors and the executive management realize the importance of risk management. They have developed system to identify risk factors and implemented necessary risk prevention program to mitigate risks that may affect the company's performance.

Related transactions

The committee reviewed all related transactions to ensure that they were conducted at arm's length and in the normal course of business in compliance with the good governance.

Compliance

The committee reviewed transactions for compliance with the rules and regulations of the Stock Exchange of Thailand and other related business laws and no non-compliance was noted.

Good governance

The company is committed to the code of conduct for good corporate governance. Its operation is conducted in a transparent and accountable manner with the consideration of all stakeholders. The committee has chosen the independent auditor and presented to the board of directors for proposing to the shareholders' meeting for approval. Miss Suphaphorn Mangjit, certified public accountant No. 8125 and/or Mr. Nopparoeek Pissanuwong, certified public accountant No. 7764 and/or Mr. Joompoth Priratanakorn, certified public accountant No. 7645 of D I A International Audit Co., Ltd. are proposed to be elected as the company's independent auditor for the year 2018 with a stipend of Baht 2,040,000.

On behalf of the audit committee

Mr. Chaeyod Bunyagidj
Chairman of the audit committee



Report on the Board of Directors' Responsibilities for Financial Statements

The Board of Directors of Pico (Thailand) Public Company Limited is responsible for the financial statements of the Company and its subsidiaries, which have been prepared in accordance with financial reporting standards under the Accounting Act B.E. 2543, and the financial reporting requirements of the Securities and Exchange Commission under the Securities and Exchange Act B.E. 2535. The Board considers the accounting policies pursued to be appropriate, and that they have been applied consistently with adequate disclosure of important information in the notes to the financial statements. The Company's external auditor has reviewed and audited the financial statements and expressed an unqualified opinion in the auditor's report.

The Board oversees and reviews corporate governance as well as establishes and maintains a proactive risk management system and internal control system to ensure that accounting records are accurate, complete and timely, and that the Company's assets are properly safeguarded against fraud, operational irregularities

and other risks. The Board has appointed an Audit Committee consisting of independent directors to provide effective and efficient oversight of the financial statements, internal control system and internal audit. The Audit Committee's views are reported in its report in the Company's annual report.

The Board is confident that the internal control system and the internal audit of Pico (Thailand) Public Company Limited and its subsidiaries represent the financial position, results of operations, and cash flows that give a true and fair view in accordance with Thai Financial Reporting Standards.

On behalf of the Board of Directors

Mr. Chia Song Heng
Chairman of the Board of Directors

Part
1

Business Operations

- Business Policies & Overviews
- Business Operations
- Risk Factors
- Assets Used in Business Operations
- Legal Disputes
- General Information & Other Significant Information



Business Policies & Overviews

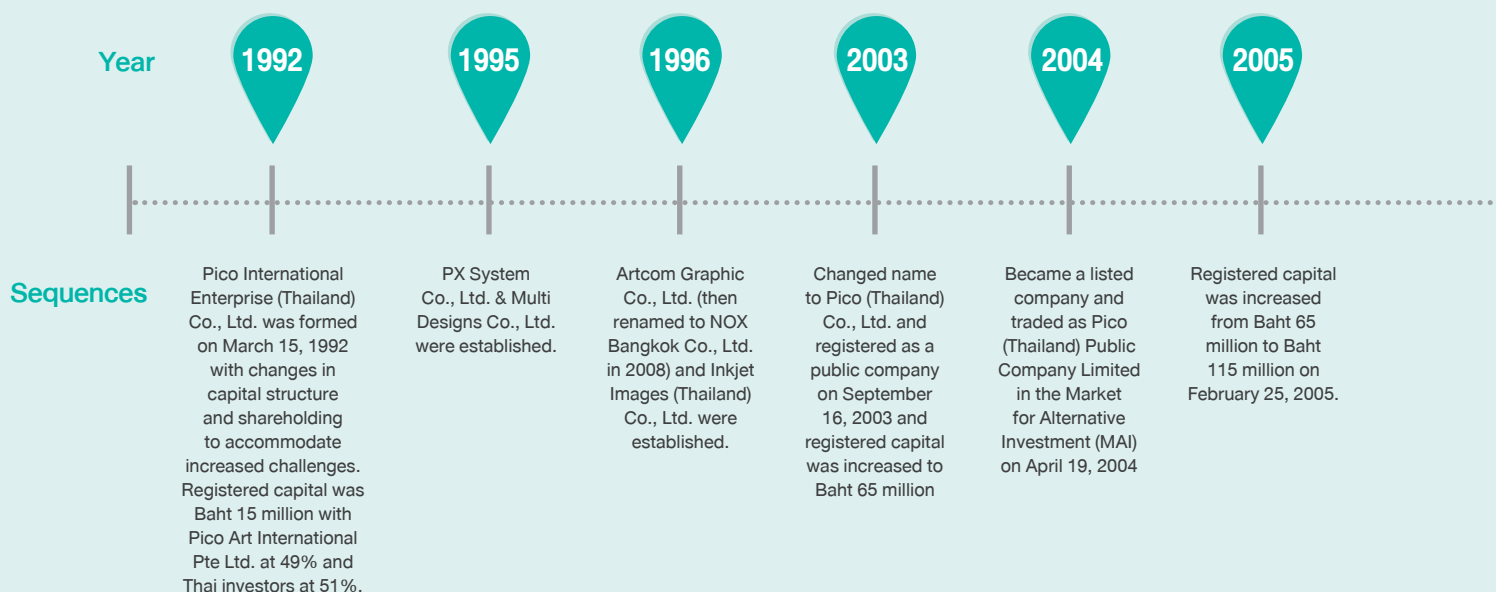
History

Pico (Thailand) Public Company Limited was formed in 1981 as a joint venture named Pico Thai Exhibition Contractor Co. Ltd. between Thai investors led by Mr. Pised Chungyampin and Singapore investors by Pico Art International Pte Ltd., which is a world class leader in the design and fabrication of the trade show and exhibition business.

Subsequently, Pico Far East Holding Limited, a parent company of Pico Art International Pte Ltd. became a listed company on the Stock Exchange of Hong Kong and expanded business covering the entire value chain as well as invested in other businesses such as real estate and construction materials. Currently, Pico Far East Holding Limited operates around the world with 39 offices in 24 countries.*

Significant Changes & Development

Pico (Thailand) Public Company Limited has continually developed its organizational structure in order to accommodate changes in the business environment and its corporate strategic and business objectives. Major significant changes and developments are as follows:



*Data as at January 18, 2018

Vision

We are constantly striving to be a financial successful company, the first company that clients think of for the Professional Experiential Communication service partner as well as to be a top-of-mind company for talents to choose as a workplace.

Mission

To pursue the vision, our missions are to bring clients the service by creating the disciplines of various face-to-face communication approaches by combining creativity, knowledge and innovation in order to achieve best effective solutions that always exceed our clients' expectations.

Business Objectives

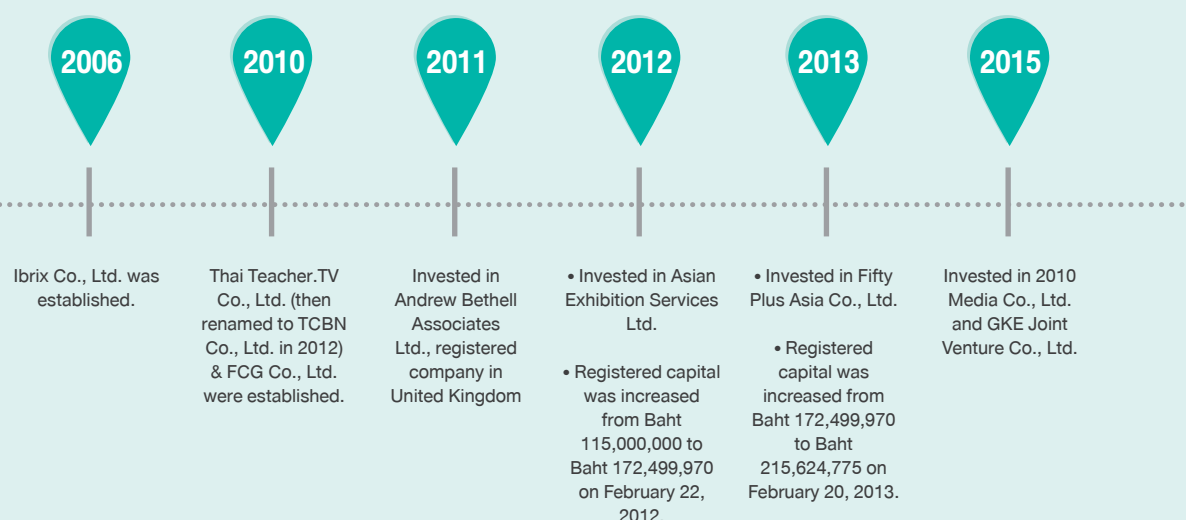
The company has four business objectives as follows:

1. Maximum returns to shareholders

We have continually adjusted our strategy to ensure a smooth and maximum-yielding business operation. The key support here is the strength of our local partners and extensive overseas network.

2. Committed customer focus on uncompromised quality & continual services improvement

Our work must meet or exceeds customer's expectation. This involves our continuing skills improvement while maintaining our market leadership position.



3. Continued building of corporate stability & progressive development

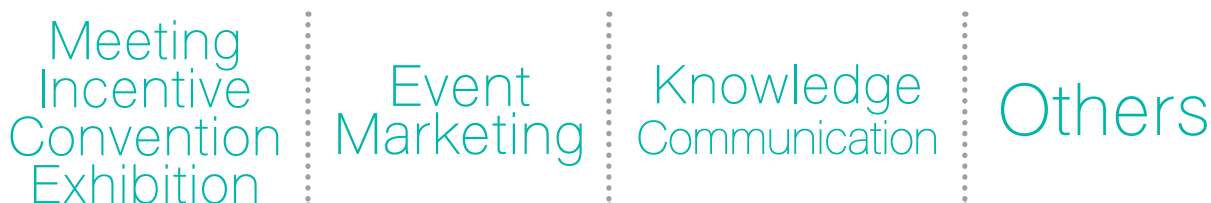
We believe in the concept of “Quality Work Quality Life” and actively promote personnel development and employee engagement attitude through good working environment, innovation encouragement and equitable compensation system. We believe that quality work can only come as a result of quality life of our employees.

4. Creating Shared Value

The business philosophy of the company is “we believe that what is good for the community is good for the business”. Therefore, the company always creates works that support the social quality development through services of the company focusing on knowledge communication service i.e. Educa, the annual education event for teacher professionals development aiming for a better quality of teachings in society, and education channel aiming to broadcast variety of knowledge relating to teaching activities.

Business Overview

The company’s business has continually expanded in the scope of products and services as a result of the experience and expertise gained. Products and services are designed to match customers’ needs and new business opportunities are continually explored. Currently, our principal businesses are as follows:



Additionally, we also conduct other businesses and services that complement our main products thus making us a full service provider. For instance, some of these services are design and supply of construction equipment including decorative materials. We stress an all-inclusive or turnkey approach to our service starting from the design concept, planning, constructing, and arranging exhibition, media selection and event management. The scope of services is mainly subject to the customer need.

The overall approach in each of our business segments is to understand the customers’ orders by studying and researching their business information and identify the communication target. After that, such information will be used in planning activities including selection and implementation of the efficient and effective communication process to deliver the specific information from customers to target audiences.

As for the individual business direction, the company targets to expand the operation including increasing market share in various industries both domestic and international market.

Structure of Company

To effectively and completely meet customers' needs we have invested in businesses, enhancing our products and services delivery capabilities. Our subsidiaries and associated companies are operated by experts in their individual fields with ready and distinct solutions to meet our clients' demanding needs. For the description of businesses and services of the subsidiaries and associated companies please see details at the topic of "General Information and Other Significant Information".

Subsidiary Companies



Registered Capital 11 MB
% of Ownership 89.99%



Registered Capital 4 MB
% of Ownership 59.99%



Registered Capital 10 MB
% of Ownership 99.99%



Registered Capital 10 MB
% of Ownership 99.99%



Registered Capital 3 MB
% of Ownership 99.99%



Registered Capital 100 GBP
% of Ownership 75.00%



Registered Capital 5 MB
% of Ownership 99.99%



Registered Capital 5 MB
% of Ownership 98.98%
(held through 2010 Media Co., Ltd.)

Associated Companies



Registered Capital 6 MB
% of Ownership 22.22%



Registered Capital 5 MB
% of Ownership 40.00%



Registered Capital 15 MB
% of Ownership 45.00%

Relationship with Major Shareholder

Pico Far East Holding Limited (hereinafter referred as "Pico Far East"), Hong Kong Special Administrative Region of the People's Republic of China, is the major shareholder of Pico Art International Pte Ltd (hereinafter referred as "Pico Art"), Republic of Singapore. Pico Art holds 40% of the company's shares. This would be implied that the company is the associated company of Pico Art and Pico Far East.

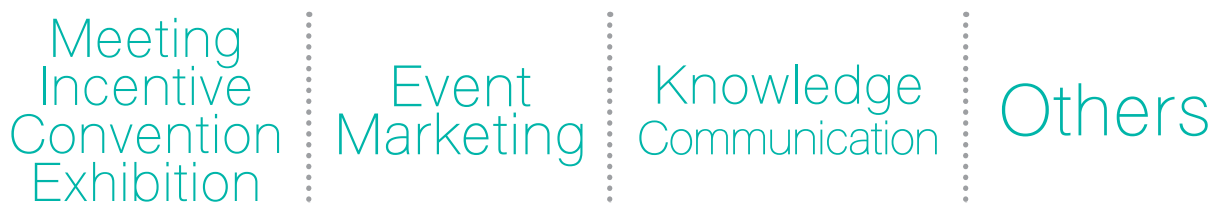
The company pays an annual royalty equals to 2.53% of total revenue to Pico Art International Pte Ltd. This is in connection with the "Offshore Services Agreement" and "Intellectual Property License Agreement" dated July 10, 1992 and its amendment dated November 3, 2003. Under these agreements, the company is entitled to use the logo, trade name, technology and new innovation of Pico Art International Pte Ltd in its conduct of business. These privileges will continue, irrespective of Pico Art International Pte Ltd's shareholding in the company, provided that the royalty payment is paid until the company terminates the agreements. Additionally, Pico Art International Pte Ltd agrees not to compete for business in Thailand directly or indirectly. The agreements do not preclude the company to serve foreign clients in a foreign country provided that it is a direct request by the clients.

The privileges of using logo and trade name of Pico Art International Pte Ltd allows the company to create good image and clients' confidence in using our services since such logo is well-known and is accepted worldwide as the leading company in designing and trade exhibition. Moreover, the company would have network all around the world in order to serve both domestic and foreign clients.



Business Operations

The company has four principal services as follows:



All above principal services are where we have experiences and expertise in communication especially Face-to-Face Communication that is the essential core competencies to continue running all four main businesses.

1. Meeting, Incentive, Convention, and Exhibition (MICE) Management & Services

Is drawing on the inner strength of the company's specialist personnel and latest technology while simultaneously leveraging on Pico's worldwide network and resources. These have given us great productive advantages to serve clients who need to expand markets internationally. For this, we have continually gained the trust from our clients.

2. Event Marketing and Branding

Is the event marketing where we have over 36 years of experience especially in field marketing or Face-to-face marketing. By adopting a strategic partnership approach with clients, our product delivery is always distinct and different from competitors being tailored specifically to the customers' needs. This business has become another principal income generator for the company.

3. Knowledge Communication

Is a relative new comer and comes as a result of our intent on creating businesses that are socially rewarding which is in line with our business philosophy. It draws on our expertise in communication and event marketing skills, which are further refined and molded into an effective communication tool. In addition to the social benefits, we believe that this business has definite growth potentials as reflected in the importance given to it by the various sectors. Today, this kind of business of the company covers temporary exhibition, permanent exhibition in museums and learning centers and the development and broadcasting of digital content & media.

4. Others

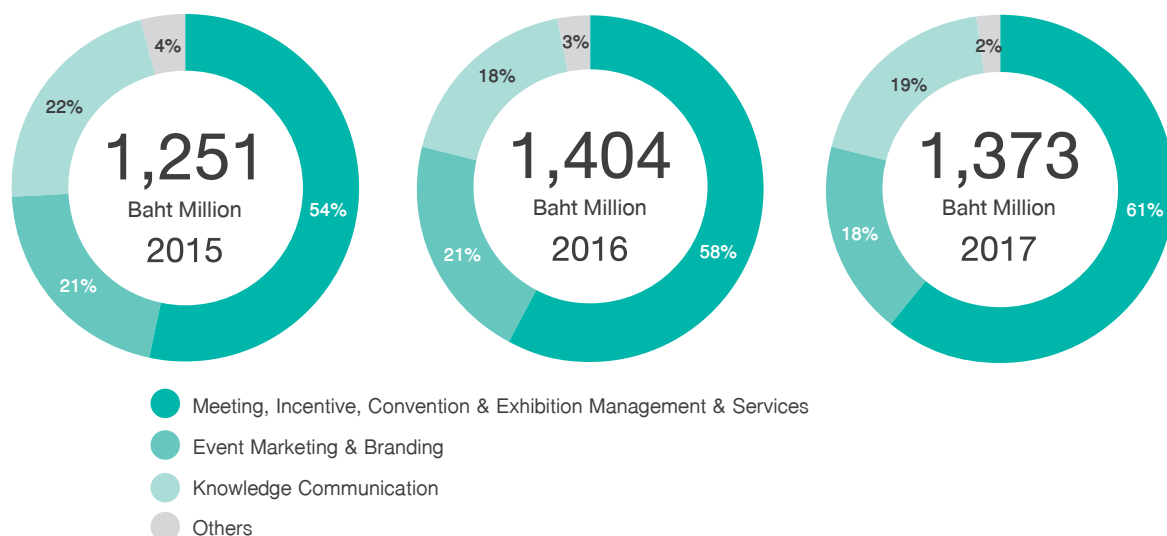
Besides the services mentioned above, we have other services that support and facilitate the customer's business.

- Rental of large air-conditioned tents from 1,000 sqm. up to more than 20,000 sqm. This serves to provide additional temporary space to exhibition organizers or large projects requiring significant covered space.
- Graphic design for signage and banner projects used in advertising and/or public relation work
- Furnishings to complement the counter display as product point of purchase. These are eye catching units placed in the exhibition booth or department store to increase sale in accordance with the target's marketing plan.
- Interior design of offices and corporate identity

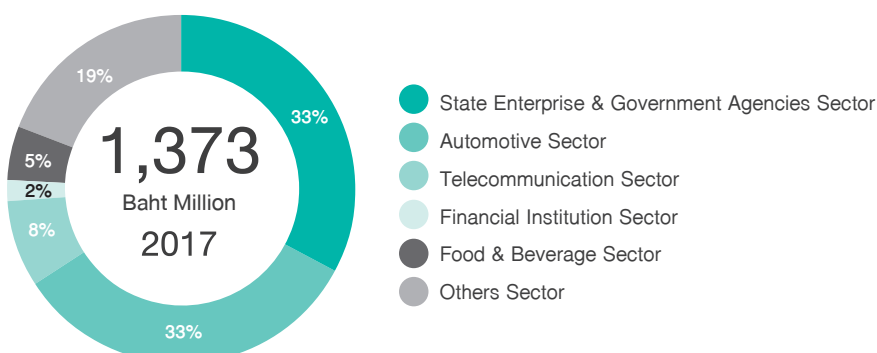
For all businesses, we offer an integrated or turnkey service starting with getting involved in the marketing plan with customer starting from concept developing, designing, constructing, implementing, to show organizing. As an event turnkey service provider, we also provide logistics and supportive needs of the customer such as transportation and installation services.

Revenue Structure

Revenue by business segments for the last 3 years is detailed as follows:



Revenue segmented by customer profiles for year 2017 is summarized as follows:



Market & Competition

Overview of the Market & Marketing Policy

The company's business is one of the businesses in the service industry. This industry is growing continuously in Thailand with increment of needs from both public and private sectors. As a market leader, we are determined to continually develop our organization to accommodate the changing environment to serve clients' requirements effectively. We are committed to the following improvements and development:

Develop a close relationship with customer

Our focus is to be a client strategic partner. For this, we need to understand clients' industries and to clearly understand clients' needs in order to provide the best and most effective solutions that exceed clients' expectation. Additionally, we also focus on the expansion of our customer base throughout the various industrial segments both inside and outside of Thailand.

Using the latest and state of the art technology

We continually challenge and support our people to explore and update new innovations and technologies as well as to equip themselves with new knowledge. Additionally, we also promote a knowledge sharing culture within a Pico global network.

Improvement in quality of services rendered

We focus on the delivery of an integrated service package where the customer can conveniently avail of our one-stop service and save cost. Apart from the comprehensive service package, strict quality control at each step of service delivery is always assured.

Service quality improvement on design, creativity and innovation

Our strategic objective is uncompromised service and customer's complete satisfaction. The company focuses on the quality of services by continuously developing and employing design, creativity and innovation into our services, which is one of key factors to upgrade qualities of our services beyond customers' satisfaction.

For 2018, our policy direction is not only to keep and expand core businesses but also to grow the knowledge communication business in order to maintain and strengthen our leadership in providing this service. Additionally, we will expand our services in niche industries.

Customer Profile

Our customers are those with a track record of consistent growth with an international aspiration. These are state and/or state supported companies and private operation, which need to increase market awareness/penetration and turnover. They are divided into two categories as follows:



State Enterprise and Other Government Agencies

The public sector regularly conducts events to publicize the workings of its units in order to increase public awareness and understanding. This also includes the promotional activities for government supported industries aimed at sustaining the economic growth. The agencies that are responsible for such activities are the Ministry of Culture, the Ministry of Science and Technology, the Ministry of Digital Economy and Society, Ministry of Education and the Department of Export Promotion etc.



The Private Sector



The Automobile Sector

This group emphasizes event marketing as it provides a venue for the consumer to make the decision immediately



The Telecommunication Sector

This is a business characterized by high growth and intense competition and pays a significant interest in the event marketing/communication.

Our Project Management Process

Direct Customer Contact

Our marketing team constantly tracks customers' business and needs. Specific product/service package is then tailored and presented to customers to match their objectives and budget. If the company is selected, the marketing team will pass on the package to the production department, which will carry on with the customers.

Customer Relationship Management

We are committed to an international standard of excellence. Customer's trust and complete satisfaction are foremost on our agenda. This assures us of repeat business.

Business Alliances

Business alliances with the trade organizers and other players in the event marketing industry are a marketing channel to promote the company to customer.

Customer's Recommendation

With over 36-year experience with international standard operation, we often receive referral business from our satisfied clients.

Pico Far East Holding Limited and the Extensive Worldwide Network

With cooperation among our group, 39 offices in 24 countries*, we have direct access to various institutional names when they come to incorporate or arrange events in Thailand.

*Data as at January 18, 2018



The Food & Beverage Sector

This group has a record of consistent growth. It emphasizes on event marketing to retain brand awareness and gain direct access to consumers.



The Financial Institution Sector

The retail banking business is characterized by intense competition with constantly changing marketing strategy to meet customer's demand. Event marketing is therefore the preferred choice of communication for this industry.



Other Sectors

With the continued economic growth, businesses need to communicate more to meet the challenges of greater competition especially in industries of consumer products e.g. the apparel, food and jewelry industry. Event marketing, branding, and knowledge communication, are marketing tools that serve needs of these industries.

Product Sourcing

The key steps of our products sourcing process are as follows:

Marketing

- Study customers' background/ information
- Contact customers to determine their marketing objective & requirements
- Conceptual design and operational plan

Design

- Research on specific requirements of customers
- Realization of conceptual design, structure or exhibition with support from subsidiaries
- Budget and breakdown presented to customers

Fabrication

We will either do the fabrication or subcontract out to outside specialists with tracking on quality. We will perform the supervision and final survey before handing over to customers.

Project Management

Once production is completed, we will commence to build a stand by team to manage all aspects of the project to ensure of success e.g. publicity, cleaning and security. We will be in charge of these services until the end of the project.

Works in Progress

As of October 31, 2017, the company has work in progress totaling Baht 754 million of which is Meeting, Incentive, Convention, and Exhibition (MICE) Management & Services and Event Marketing of Baht 123 million and Knowledge Communication of Baht 631 million.



Risk Factors

The board of directors, executive management, internal auditor and others realized the importance of risk management by determining risk factors, risk management system to protect, detect and reduce risks that may affect the company's operations as well as to support good governance and integrate risk management in all participant levels.

Risk factors that may affect the company's operations are as follows:

The Ever Increasing in Market Competitiveness

Due to recent emergence of several entrepreneurs in the market, the company needs to always revise its strategy to make sure that it can stay competitive in this industry. Not only the company has extended its services to cover all functions of event marketing, but it also created a different by becoming the market leader in knowledge communication. This has become the new strength of the company that allows the company to keep its customer-based while reaching out to new market.

Economic Downturn Situation both Local & International and Currency Fluctuation

According to political uncertainty and fluctuations in currency, the company has been closely keeping its eyes on in order to always be prepared to adjust company's strategy accordingly. In addition, the company has adjusted its operation to make the most benefits to our customers by providing total solution service from generate to organize. It also offers strategic consulting service through strategic partner solution to ensure that the services provided by the company will match the needs of the customers and to make sure that all the costs are well spent.

Unpredictability of Customers

There are many factors that can affect customer's business decisions or marketing strategy, the company cannot depend on proving services to only a specific group of customers. In order to face the unpredictability of the customers, the company has adopted a strategy to expand its customer-base to various industries in both domestic and international. By doing so, the company will become more flexible in doing its business.

Political Effect

The political instability is another important factor that affects our industry due to the fact that our business relies so much on number of attendees at each event. For the company, our target customers and partners are both domestic and international. Therefore, the overall country's image will reflect the decision of the attendees when foreign customers make a decision to participate in an event or work with the company. In order to soften the situation, the company is working closely with Pico Group international network to improve the image of the country.

Natural Disasters Risk

The natural disasters risk such as Thailand flood crisis a few years ago is likely to recur in the future and create significant damage, which affects the business operation of the company such as the postponement or cancellation of the events. However, the company has closely monitored and analyzed situations to find out all possible outcomes for safety of event setting up and attendances. In addition, the company has insurance policies to cover such risks.

Human Resources Risk

Our business relies on professional staffs that possess a great deal of skills and creativity to move forward and stay competitive in the market. Therefore, the company gives high priority in recruiting high potential candidates to join the company. It also continues to give high importance in employee engagement by providing a good working environment and providing trainings to staffs for necessary skills. The company also gives competitive benefits to our staffs to make sure that the company can keep the risk in losing talents under control.

Information Technology Risk

Technology plays an important role for the company in providing its services from designing to organizing. Therefore, if the company does not have necessary technology and professional staffs that are capable of using the technology, it may lose the trust from customers and business partners. The company gives high important in investment for technology that required for event marketing industry. To reduce the risks that may come with such high investment, the company will only invest in the "must-have" technology and consider outsourcing for other specific needs from local and international vendors.



Assets Used in Business Operations

Property, Plant & Equipment

The property, plant & equipment as of October 31, 2017 are as follows:

Details of Land & Building

	Areas	Types of Rights	Baht Million	Commitment
Title Deeds No. 216194-7 Soi Sukhumvit 105 (Lasalle 56) Sukhumvit Road, Bangna District, Bangna Sub-district Bangkok 10260	2 Rai 200 Square Wah	Outright Owner	55.0	None
Office Building 10 Soi Sukhumvit 105 (Lasalle 56) Sukhumvit Road, Bangna District, Bangna Sub-district Bangkok 10260	4,555 Sq.m.	Outright Owner	51.8	None

Land is stated at the appraised value. If a revaluation results in an increase in value, the revaluation increase is recognized to other comprehensive income and accumulated in equity under the heading “revaluation surplus”. However, the revaluation increase would be recognized in profit or loss not greater than the amount of expense previously recognized.

The company has a policy for revaluation of land used in operations every 3 years by the independent appraisers.

Details of Other Assets

Assets	Types of Ownership	Baht Million	Commitment	Note
Vehicles	On hire purchase	12.2	Whole amount	with leasing companies
Office equipment	Outright owner	3.6	None	
Computer	Outright owner	4.6	None	
Equipment & machinery	Outright owner	0.9	None	
Office decoration	Outright owner	3.1	None	
Operating accessories	Outright owner	7.8	None	

Plant and equipment are stated at cost, net of accumulated depreciation and allowance for loss on impairment of assets (if any).

Investment Policy in Subsidiaries & Associated Companies

The company has a policy to invest in a business operation that will complement and enhance its ability to deliver an integrated product offering e.g. a design company.

In 1995, the company invested in PX System Co., Ltd. and Multi Designs Co., Ltd., in 1996 Artcom Graphic Co., Ltd. (then renamed to NOX Bangkok Co., Ltd. in 2008) and Inkjet Images (Thailand) Co., Ltd., in 2006 Ibrix Co., Ltd., and DesignLab MISC Co., Ltd¹, in 2010 Thai Teacher.tv Co., Ltd. (then renamed to TCBN Co., Ltd. in 2012) and FCG Co., Ltd., in 2011 Andrew Bethell Associates Ltd., in 2013 Fifty Plus Asia Co., Ltd., and in 2015 2010 Media Co., Ltd. and GKE Joint Venture Co., Ltd. These investments enhance the company's capability to offer comprehensive and integrated products/services to clients.



Legal Disputes

For the last three years, the company has one legal dispute in the labor court. On February 23, 2016, such dispute was ended with detail described as follows:

Court Case :

Central Labor Court

Court Case No. :

Black No. 2312/2551

Starting Case Date :

June 9, 2008

Plaintiff :

Miss Nitida Thamasoontra

Defendant :

Pico (Thailand) Public Company Limited

Factual Basis :

Initial approximately Baht 50 million and then decreased to approximately Baht 18 million

Final Judgment of Supreme Court :

On January 26, 2011, the Central Labor Court ruled that the Company to pay Baht 2.62 million and the interest of 7.5% per annum calculated from March 27, 2008. The Company has recorded such liability in the financial statements. Subsequently, the Company and the plaintiff have appealed against the Supreme Court. On February 23, 2016, the Supreme Court affirmed the sentence of the Labor Court ordering the Company to pay such compensation together with the interest to the plaintiff within 15 days. The Company paid such compensation together with the interest on March 7, 2016.

¹ On January 6, 2012, the Board of Directors meeting resolved to approve divesting all ordinary shares held by the company in DesignLab MISC Co., Ltd.



General Information & Other Significant Information

Security Issuing Company



Pico (Thailand) Public Company Limited

Principal Business :

Management organizing of meeting, incentive, convention, and exhibition (MICE), event marketing, brand image building, and knowledge communication, as well as production and distribution in form of digital content and media

Address :

10 Soi Lasalle 56, Sukhumvit Road, Bangna Sub-district, Bangna District, Bangkok 10260

Corporate Registration :

Bor Mor Jor 0107546000296

Share Capital :

Registered capital of Baht 215,624,775 with Baht 215,624,559 fully paid up, divided into 330,000 preferred shares with the par value of Baht 1 and 215,294,559 ordinary shares with the par value of Baht 1

Telephone :

+662 748 7007

Facsimile :

+662 745 8521-2

Website :

www.picothai.com

Subsidiary Companies



PX System Co., Ltd.

Nox Bangkok Co., Ltd.
(formerly named Artcom Graphic Co., Ltd.)

Multi Design Co., Ltd.

Principal Business :

Exhibition booths assembly for trade and merchandise shows as well as sourcing services for marketing activities i.e. booth and other assets rental

Specialized public relations, focusing mainly on public relation activities and related activities on corporate communication

The design for trade and merchandise show and interior design including print media design

Address :

12 Soi Lasalle 56, Sukhumvit Road, Bangna Sub-district, Bangna District, Bangkok 10260

10 Soi Lasalle 56, Sukhumvit Road, Bangna Sub-district, Bangna District, Bangkok 10260

10 Soi Lasalle 56, Sukhumvit Road, Bangna Sub-district, Bangna District, Bangkok 10260

Share Capital :

Registered and paid up capital of Baht 11 million divided into 110,000 ordinary shares with par value of Baht 100

Registered and paid up capital of Baht 10 million divided into 100,000 ordinary shares with par value of Baht 100

Registered and paid up capital of Baht 4 million divided into 40,000 ordinary shares with par value of Baht 100

Telephone :

+662 748 7625-9

+662 745 8058

+662 361 7835-6

Facsimile :

+662 748 7630

+662 745 8059

+662 748 7593

% of Ownership :

89.99%

99.99%

59.99%



TCBN Co., Ltd.

(formerly named Thai Teacher.TV Co., Ltd.)

FCG Co., Ltd.

Andrew Bethell Associates Ltd.

Principal Business :

Knowledge communication including production and distribution of digital content and media

Knowledge communication including production and distribution of digital content and media

Business of distribution of education content

Address :

10 Soi Lasalle 56, Sukhumvit Road, Bangna Sub-district, Bangna District, Bangkok 10260

10 Soi Lasalle 56, Sukhumvit Road, Bangna Sub-district, Bangna District, Bangkok 10260

1st Floor Bristol & West House, 100 Cross Brook Street, Cheshunt, Hurts EN8 8JJ

Share Capital :

Registered and paid up capital of Baht 10 million divided into 100,000 ordinary shares with par value of Baht 100

Registered and paid up capital of Baht 3 million divided into 30,000 ordinary shares with par value of Baht 100

Registered & paid up capital of GBP 100 divided into 100 ordinary shares with par value of GBP 1

Telephone :

+662 745 8112-3

+662 745 8112-3

+440 208 800 1047

Facsimile :

+662 748 7910

+662 748 7910

-

% of Ownership :

99.99%

99.99%

75.00%

Subsidiary Companies



2010 Media Co., Ltd.

GKE Joint Venture Co., Ltd.

Principal Business :

Museum design and decoration services including all kinds of exhibition design and fabrication and other related business

Museum design and decoration services including all kinds of exhibition design and fabrication and other related business

Address :

18 Soi Lasalle 56, Sukhumvit Road, Bangna Sub-district, Bangna District, Bangkok 10260

18 Soi Lasalle 56, Sukhumvit Road, Bangna Sub-district, Bangna District, Bangkok 10260

Share Capital :

Registered and paid up capital of Baht 5 million divided into 50,000 ordinary shares with par value of Baht 100

Registered and paid up capital of Baht 5 million divided into 50,000 ordinary shares with par value of Baht 100

Telephone :

+662 748 7007

+662 7487007

Facsimile :

+662 748 7591

+662 748 7591

% of Ownership :

99.99%

98.98%

Associated Companies



Inkjet Images (Thailand) Co., Ltd.

Ibrix Co., Ltd.

Fifty Plus Asia Ltd.

Principal Business :

The graphic design and inkjet print

The organizer of trade exhibition and related businesses

Exhibition, event marketing, organizer, publication, media and other related businesses

Address :

28/43-45 Vibhavadi Rangsit Road,
Ladyao Sub-district, Chatuchak District,
Bangkok 10900

111/1 Moo 6 Banmai
Sub-district Pakkred District
Nontaburi 11120

10 Soi Lasalle 56, Sukhumvit Road,
Bangna Sub-district, Bangna District,
Bangkok 10260

Share Capital :

Registered and paid up capital of Baht 6 million divided into 600,000 ordinary shares with par value of Baht 10

Registered and paid up capital of Baht 5 million divided into 50,000 ordinary shares with par value of Baht 100

Registered and paid up capital of Baht 15 million divided into 150,000 ordinary shares with par value of Baht 100

Telephone :

+662 936 3366-68

+662 574 6511

+662 748 7007

Facsimile :

+662 936 3636

-

+662 745 8521-2

% of Ownership :

22.22%

40.00%

45.00%

Other Reference Information



Thailand Securities
Depository Co., Ltd.
Registrars

Dharmniti Law Office Co., Ltd.
Corporate Lawyer

D I A International Audit Co., Ltd.
Ms. Suphaphorn Mangjit,
Certified Public Accountant (Thailand)
Registration No. 8125

Address :

The Stock Exchange of Thailand
93 Rachadapisek Road, Dindaeng,
Dindaeng, Bangkok 10400

2/2 Bhakdi Building 2nd Floor,
Wireless Road, Lumpini,
Pathumwan, Bangkok, 10330

316/32 Soi Sukhumvit 22, Klongtoey
District, Bangkok 10110

Telephone :

+662 009 9000

+662 680 9777

+662 259 5300-2

Facsimile :

+662 009 9991

+662 680 9711

+662 260 1553 and +662 259 8956

Part
2

Management & Corporate Governance

- Information of Securities & Shareholders
- Management
- Corporate Governance
- Corporate Social Responsibility
- Internal Control & Risk Management
- Intercompany Transactions



Information of Securities & Shareholders

Share Capital

As of October 31, 2017, the company has a registered capital of Baht 215,624,775 consisting of 215,294,775 ordinary shares with par value of Baht 1 and 330,000 preferred shares with par value of Baht 1. The paid up capital of Baht 215,624,559 consists of 215,294,559 ordinary shares with par value of Baht 1 and 330,000 preferred shares with par value of Baht 1.

Rights of Ordinary and Preferred Shares

Share capital of the company consists of two types of share which are ordinary share and preferred share.

The preferred shares have the right to receive dividends equal to ordinary shares. The dividend will be calculated from profit earned after the issuance of preferred shares. However, any profit on the appraisal of land, buildings and other assets, which existed before the issuance of the preferred shares, will be allocated solely to the ordinary shares.

The preferred shareholders have the right to vote in the shareholder meeting, a ten thousand preferred shares are equivalent to one voting right of an ordinary share. The preferred shares have the right to receive the proportion of their return on investments upon liquidation equal to ordinary shares.

Shareholders of Ordinary Shares

Name list and portion of top ten shareholders shown as book registered as of December 29, 2017 are as follows:

#	Name	Shares	%
1	Pico Art International Pte. Ltd.*	86,250,187	40.06
2	Mr. Pised Chungyampin** & close relatives	54,101,097	25.13
3	Mr. Surin Banyongpongler	43,643,801	20.27
4	Mr. Vichean Srimuninnimit	5,237,643	2.43
5	DBS Vickers Securities (Singapore) Pte. Ltd.	5,065,400	2.35
6	Mr. Supawit Wattanaphant	2,267,000	1.05
7	Ms. Anchana Pinijkusoljit	2,100,000	0.98
8	Mr. Peter Eric Dennis	1,001,248	0.47
9	Mr. Savira Pinijkusoljit	1,000,000	0.46
10	Ms. Narisa Pinijkusoljit	1,000,000	0.46
		201,666,376	93.67

* Pico Far East Holding Limited holds 100% of Pico Art International Pte. Ltd.'s shares. Chairman of the Board of Director is a director of Pico Art International Pte. Ltd.

** A director of the company

Dividend Policy

Provided that there are no other needs such as major business expansion, the company and subsidiaries have the policy to pay out the dividend at the rate of approximately 40% of net profit after taxes.

On February 17, 2017, the Company's 2017 Annual General Meeting of Shareholders resolved to pay the dividend from the operating result of the year ended October 31, 2016 at the amount of Baht 0.15 per share for the total eligible shares of 215,624,559 shares totaling Baht 32,343,684 to the shareholders whose names were listed in the Company's registrar book as at February 1, 2017. The company paid such dividend on March 17, 2017

Detail of Dividend Distribution in the past 5 years

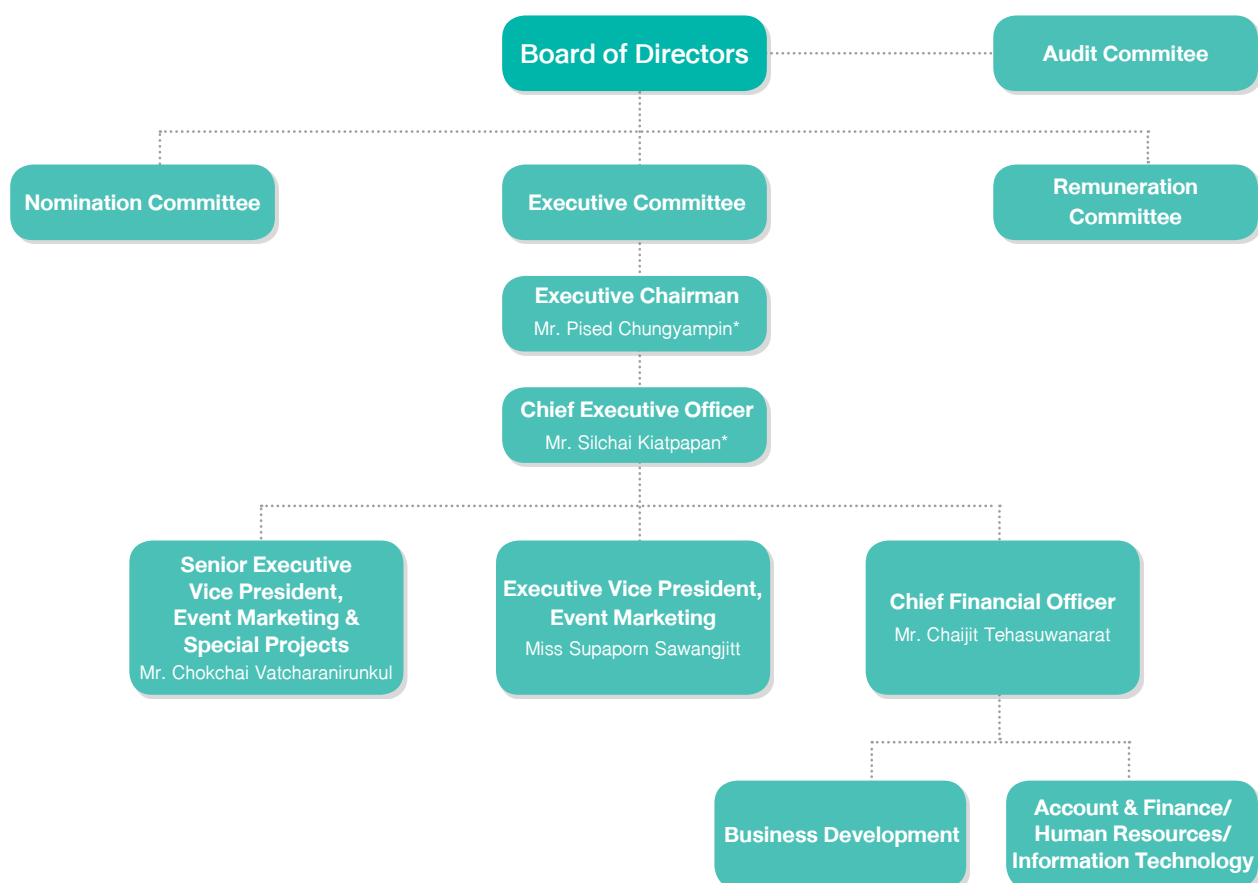
Year	Interim dividend (Baht/share)	Final dividend (Baht/share)	Annual dividend (Baht/share)	Dividend pay-out ratio on net profit (%)
2013	0.10	-	0.10	70
2014	0.20	-	0.20	144
2015	-	0.22	0.22	81
2016	-	0.15	0.15	92
2017	-	0.125*	0.125	90

* The Board of Director resolved to propose the annual general meeting of shareholders on February 23, 2018, to approve the final dividend distribution at Baht 0.125 per share.



Management

The structure of management of the company as of October 31, 2017 is as follows:



* Mr. Silchai Kiatpapan was appointed as the new chairman of executive committee of the company, replacing Mr. Pised Chungyampin, who retired from executive chairman and resigned from the chairman of executive committee, effective from November 1, 2017 onwards.

The organizational structure of directors of the company consists of five boards.

1. The Board of Directors

As of October 31, 2017, the company has nine members consisting of four non-management directors of which three are independent directors as follows:

Name/Position	Attendances /Meeting
Mr. Chia Song Heng Chairman	6/6
Mr. Pised Chungyampin Vice Chairman	6/6
Mr. Silchai Kiatpapan Director	6/6
Mr. Yong Choon Kong Director	5/6
Ms. Chia Yuan Jiun Director	3/6
Mr. Viriya Pholpoke Director and Executive Advisor	6/6
Mr. Chaiyod Bunyagidj Independent Director	5/6
Mr. Sern Vithespongse Independent Director	6/6
Mrs. Sasitorn Phongsathorn* Independent Director	4/6
Mr. Manus Manoonchai** Independent Director	-/6

Mr. Chaijit Tehasuwanarat services as secretary to the board of directors.

Directors Authorized to Sign & Bind the Company

Directors authorized to sign and bind the company are Mr. Pised Chungyampin together with Mr. Chia Song Heng or Mr. Silchai Kiatpapan or Mr. Yong Choon Kong, constituting 2 signatures with the company's seal affixed.

2. The Executive Committee

As of October 31, 2017, the company has eight executive committee members as follows:

Name/Position	Attendances /Meeting
Mr. Pised Chungyampin*** Chairman	5/5
Mr. Chia Song Heng Vice Chairman	5/5
Mr. Silchai Kiatpapan*** Executive Committee Member	5/5
Mr. Yong Choon Kong**** Executive Committee Member	-/5
Ms. Chia Yuan Jiun**** Executive Committee Member	-/5
Mr. Chokchai Vatcharanirunkul Executive Committee Member	5/5
Ms. Supaporn Sawangjitt Executive Committee Member	4/5
Mr. Chaijit Tehasuwanarat Executive Committee Member	5/5

*Mrs. Sasitorn Phongsathorn resigned from independent director, audit committee member, nomination committee member and remuneration committee member of the company, effective from September 15, 2017 onwards.

**Mr. Manus Manoonchai was appointed as the new independent director, audit committee member, nomination committee member and remuneration committee member of the company, replacing Mrs. Sasitorn Phongsathorn, effective from October 9, 2017 onwards.

***Mr. Silchai Kiatpapan was appointed as the new chairman of executive committee of the company, replacing Mr. Pised Chungyampin, who retired from executive chairman and resigned from the chairman of executive committee, effective from November 1, 2017 onwards.

****Mr. Yong Choon Kong and Ms. Chia Yuan Jiun were appointed as the new members of executive committee member of the company, effective from September 5, 2017 onwards

3. The Audit Committee

As of October 31, 2017, the company has three audit committee members who are independent directors as follows:

Name/Position	Attendances /Meeting
Mr. Chaigyod Bunyagidj Chairman of the Audit Committee	3/4
Mr. Sern Vithespongse Audit Committee Member	4/4
Mrs. Sasitorn Phongsathorn* Audit Committee Member	4/4
Mr. Manus Manoonchai** Audit Committee Member	-/4

Mr. Chaijit Tehasuwanarat services as secretary to the committee

4. The Nomination Committee

As of October 31, 2017, the company has seven nomination committee members as follows:

Name/Position
Mr. Chia Song Heng Chairman
Mr. Pised Chungyampin Director
Mr. Silchai Kiatpapan Director
Mr. Viriya Pholpoke Director
Mr. Chaigyod Bunyagidj Director
Mr. Sern Vithespongse Director
Mrs. Sasitorn Phongsathorn* Director
Mr. Manus Manoonchai** Director

*Mrs. Sasitorn Phongsathorn resigned from independent director, audit committee member, nomination committee member and remuneration committee member of the company, effective from September 15, 2017 onwards.

**Mr. Manus Manoonchai was appointed as the new independent director, audit committee member, nomination committee member and remuneration committee member of the company, replacing Mrs. Sasitorn Phongsathorn, effective from October 9, 2017 onwards.

5. The Remuneration Committee

As of October 31, 2017, the company has five remuneration committee members as follows:

Name/Position
Mr. Chia Song Heng Chairman
Mr. Viriya Pholpoke Director
Mr. Chaigyod Bunyagidj Director
Mr. Sern Vithespongse Director
Mrs. Sasitorn Phongsathorn* Director
Mr. Manus Manoonchai** Director

Company Secretary

The board of directors appointed Mr. Chaijit Tehasuwanarat, Chief Financial Officer, to be company secretary.

The details of directors and company secretary are in the appendix 1

Director Remuneration

Monetary Compensation

Directors

The 2017 annual general meeting of shareholders held on February 17, 2017 approved directors' remuneration 2017 in the amount not exceeding Baht 6,000,000 with the disbursement to be decided by the board of directors in accordance with the detail below. This is effective from the date of the annual general meeting of shareholders until otherwise changed by another shareholders' resolution.

The detail of the payment of director's fee is as follow:

Monthly Compensation (Per Month Per Person)

Baht 10,000

Meeting Attendance (Per Attendance Per Person)

Baht 20,000 for Chairman of Board of Directors and Chairman of Audit Committee and Baht 15,000 for directors

Annual Compensation (Per Year Per Person)

Baht 200,000 for audit committee member, payable quarterly

Bonus

The board of directors has approved a bonus payment to the independent directors and the advisor with payment to be considered from individual responsibility.

Monetary compensation to directors in 2017 according to the resolution of the board of directors is as follows:

Name	Monthly Compensation (Whole year)	Meeting Attendance	Annual Compensation	Bonus	Total
Mr. Chia Song Heng	120,000	120,000	-	-	240,000
Mr. Pised Chungyampin	120,000	90,000	-	-	210,000
Mr. Silchai Kiatpapan	120,000	90,000	-	-	210,000
Mr. Yong Choon Kong	120,000	75,000	-	-	195,000
Ms. Chia Yuan Jiun	120,000	45,000	-	-	165,000
Mr. Viriya Pholpoke	120,000	90,000	-	875,000	1,085,000
Mr. Chaiyod Bunyagidj	120,000	100,000	200,000	905,000	1,325,000
Mr. Sern Vithespongse	120,000	90,000	200,000	890,000	1,300,000
Mrs. Sasitorn Phongsathorn*	110,000	60,000	175,000	667,500	1,012,500
Mr. Manus Manoonchai **	10,000	-	25,000	222,500	257,500
Total (Baht)	1,080,000	760,000	600,000	3,560,000	6,000,000

*Mrs. Sasitorn Phongsathorn resigned from independent director, audit committee member, nomination committee member and remuneration committee member of the company, effective from September 15, 2017 onwards.

**Mr. Manus Manoonchai was appointed as the new independent director, audit committee member, nomination committee member and remuneration committee member of the company, replacing Mrs. Sasitorn Phongsathorn, effective from October 9, 2017 onwards.

Management

In 2017 and 2016 the company paid monetary compensation, which is salary and bonus to management in the amount of Baht 26.53 million and Baht 28.61 million respectively.

Other Compensation

The company has provided provident funds by contributing 5% of salary. In 2017 and 2016, the company paid provident funds for management at the amount of Baht 1.03 million and Baht 1.03 million respectively.

*The above-mentioned management of the company are "Management" in accordance with the Securities and Exchange Commission Notification No. Tor Jor 23/2551 which include managing director, the next four executive levels immediately after the managing director and all persons in positions equivalent to these fourth executive levels including chief financial and accounting officer.

Personnel

Employees

As of October 31, 2017, the Company has staff as follows:

	Person
Pico (Thailand) Public Company Limited	115
Subsidiaries	72
	187

Breakdown of Pico (Thailand) Public Company Limited's employee of 115 persons is as follows:

	Person
Management	9
Business Development	4
Human Resources and General Affairs	13
Finance & Accounting	17
Marketing (Event Marketing)	67
Procurement & Information Technology	5

Changes in Number of Employee

Unit: Person	2017	2016	2015
Resigned employees	26	26	31
New hired employees	14	31	29

Employee Compensation

Monetary Compensation

In 2017 and 2016 total monetary compensation which is salary and bonus to employees of the company and subsidiaries is Baht 133 million and Baht 135 million respectively.

Other Compensation

Employees of the company and subsidiaries contribute either 3% or 5% of monthly salary to the provident fund plan, which is matched by equal contribution from the companies. Employees are entitled to the benefits based upon their length of service with 2, 3 and 5 years of service drawing 30%, 50% and 100% from the fund on leaving, respectively.

Unit: Baht Million	2017	2016
Provident Fund Contribution	5.38	5.23

Significant Legal Disputes

For the last three years, the company has one legal dispute in the labor court. On February 23, 2016, such dispute was ended. More information can be found in section “Legal Disputes”.

Personnel Development Policy

To ensure continued corporate growth human resource development is an integral part of our policy. We are committed to develop our human resources and improve our human resource administration by focusing on the employee recruitment, accompanying with continuous supporting skills, knowledge and capability development, and promoting PICO values as Learning Organization so that quality work goes hand in hand with quality life. Staff members are encouraged to build on their strengths in accordance with our business approach and to be ready for the competition and continual changes.

Our human resource administration goes hand in hand with job satisfaction along the following guidelines:

Recruitment & Selection Process

We have a guideline for the recruitment of high caliber staff members. A selection committee utilizes standardized tests based on capability in recruiting required personnel for the corporate assignment. Consideration is also given to the assessment of manpower requirement commensurate with the responsibility and business operation. Also, we prepare our human resources ready to support the growth of business in the future.

Staff Training

We emphasize on employee development. Especially nowadays there have been rapid changes in the context of the country. We are thus continuously committed to the development of each and every staff member to develop to his/her highest potential. Staff trainings include internal and external training courses, overseas training and observation visits, project assignment, on-the-job training and online learning. We promote learning and cognitive development creatively in many ways for employees to show their full potential in individual and teamwork level in order to create knowledge sharing network. This creates company's values added and competitive advantage resulting in the sustainable corporate success.

Employee Relations

We have continuously established an ongoing employee relations and engagement program to ensure that employees are well bonded. Staff members are encouraged to participate in the various aspects of corporate activities such as Merit Activity and New Year party. Additionally, core activities with social contribution are also encouraged such as donation drive for needy students, visits to orphanages and similar foundations, raising disaster relief funds, and building the libraries for the schools in remote areas.

We encourage employees to adhere to the corporate culture by having accountability, integrity and dignity for supporting employees to work on morality. We also provide a good quality of working life such as appropriate welfare, safe working conditions, health care and awareness in collaboration.

Welfare Benefits

We emphasize on offering suitable compensation and welfare benefits for employees by having welfare committees. We have an equitable compensation system in place. A provident fund, health, disability and life insurance program are in place. Additionally, staff has an access channel to air grievances to management for due consideration and further mutually beneficial resolution.

Security and Occupational Hazards

A safety committee is established to ensure of work place safety. Regular inspections on safety and security of premises are conducted. Adequate safety equipment is provided and staff are well advised on fire safety and the appropriate use of fire-fighting equipment.

The company held a public forum to educate employees. Various experts were invited to give insight to employees e.g. knowledge of exercise at work. The company also focuses on quality of life for employees to be coupled with the growth of the business and focuses on health of employees, both physical and psychological health, by providing an annual health check.



Corporate Governance

The company's policy is for its members of the board to comply with the regulations of listed companies with respect to the duty and responsibility of directors. Subsequent to the company's transformation to a public company, the board of directors and the audit committee together established supervisory guidelines in overseeing the company's operation and to clearly define the scope of authority of directors and management. This covers compliance to the law, memorandum of the association, bylaws and the resolutions of the shareholders with honesty, integrity and utmost care to ensure maximum benefits to the company. The directors are also charged with establishing the company's policy and business direction and to ensure that the set policy is followed by management.

Pursuant to the guidelines established by the SET for listed companies, the company summarized the practices of corporate governance in 2017 as follows:

I. Rights of Shareholders

Shareholders are the rightful owners of the company whose rights and privileges are recognized and respected. These rights are: shares buy/sell, shares transfer, profit sharing, rights to attend meetings, participate in agenda deliberation and voting.

Shareholders' Meeting

The board of directors shall arrange a shareholders' meeting with a 7 day advance notice to all shareholders. Shareholders will be informed in writing of all agenda together with the directors' opinion and recommendation for each of the agenda presented. Such information will be posted on company's website in advance both in Thai and English prior to the date of the meeting for voting decision. The notice will also be announced in the newspaper for three consecutive days and at least three days prior to a shareholders' meeting for the shareholders to prepare themselves in joining the meeting.

In 2017, the Annual General Meeting of Shareholders was held on February 17, 2017. The company deemed it appropriate to organize the meeting at Round Room, Phothalai Leisure Park, which was sufficient to support all attending shareholders. In addition, the company facilitated all shareholders at the meeting date by arranging adequate number of staffs to welcome and check registration documents. The company made registration process available one hour prior to the meeting by using bar code system to shorten the registration process.

Before the meeting, the chairman of the board of directors assigned company secretary to clarify rules and criteria to the meeting such as the opening, voting procedures, counting of shareholders' vote for each agenda. The legal advisors from Dharmniti Law Office and independent auditors from DIA International Audit Co., Ltd. are the moderators to check the vote for transparency in all sessions. For the issue of voting on the election of directors, the company allowed shareholders to vote by person. For the issue on the appointment and remuneration of auditors, auditors' names, company's name, the independence of auditors, and audit fee are specified in the notice for consideration of the suitability of auditors.

During the meeting the shareholders will have the rights to freely question and express their opinion during the deliberation of each issue. The company used a bar code system to count the vote for accuracy and more convenience. At the meeting, the order of agenda was not changed, and there was no request to add other agenda.

After the meeting, the company disclosed the resolutions of the meeting including the vote in the evening of the meeting date by sending news through the Stock Exchange of Thailand (SET) and posted on company's website. The company also prepared the minutes of the meeting that will be recorded accurately and in full covering of questions, answers and vote count for shareholders' later perusal. The company submitted such minutes to SET within 14 days after the meeting, in accordance with the SET regulations, and posted the video recording of the meeting for shareholders' acknowledgement on company's website.

II. Equal Treatment to All Shareholders

Each shareholder or group of shareholders is treated equally whether they are management or non-management, majority or minority shareholders or foreign shareholders:

- The company distributes the notices to shareholders at least 7 days prior to the shareholders' meeting and provides the notices and relevant documents in English for foreign shareholders.
- The company posts the notices in both Thai and English on the company's website 14 days in advance prior to the shareholders' meeting.
- The company delivers proxy form B which is attached with the notices to shareholders. It clearly explains the procedure and related documents for shareholders to prepare documents properly and do not cause problems in the attendance of proxy holders. This is to allow shareholders who are unable to attend meeting may appoint proxy holders or independent directors to attend and vote on their behalf. The independent directors' profile and report of conflict of interests in each agenda are attached completely.
- To ensure transparency and accountability, the company supports to use ballot for the important agenda such as the related transaction and the acquisition and disposition of assets.
- The shareholders' meeting shall be conducted according to the agenda notified in the notice and it is our policy not to add items to the agenda without advance notice to shareholders

Inside Information

The company has the policy to control and monitor the use of inside information by directors and management for their personal gain. Please see more details in the inside information supervision section.

Conflict of Interest

In order to avoid conflict of interests, the company specifies the criteria with regard to the conflict of interest as follows:

- Any director or executive who may have conflict of interests in any agenda item under consideration must not attend the meeting or must abstain from voting on such agenda item. This is to ensure that the Board and executives make decisions in a fair manner for the utmost benefit of shareholders.

- In case of the normal business transactions or the transactions to support the normal business with general terms and conditions and compensations that can be calculated from assets or reference prices, the procedure to undertake those transactions shall be in accordance with the regulations of SEC and SET with regard to the connected transaction. The undertaken transactions shall be reported to the audit committee on a quarterly basis.
- In case of other related transactions apart from the above mention, the audit committee shall provide their opinions with regard to the necessity of the transaction and the reasonableness of the transaction's price by considering the normal business practice of the industry and comparing the undertaken price with the price of others or the market price. In case that the audit committee has no expertise on any transaction, the company would hire an independent specialist or an auditor to provide their opinion on such transaction for the consideration of the audit committee, the board of directors or the shareholders as the case may be. The directors who may have any conflict of interest of the transaction will not be able to vote on such transaction.

III. Stakeholders

All stakeholders are equally treated to foster a harmonious relationship leading to the growth and prosperity of the company in the long run.

Stakeholder engagement guidelines are summarized as follows :

Shareholders :

The company's business operation is always full with the honesty, integrity, and transparency to ensure the sustainable growth for increasing the shareholders' value and ultimate returns. The company is also considerate of shareholders' rights and equality as disclosed in section 1 "Rights of Shareholders" and section 2 "Equal Treatment to All Shareholders".

Employees :

The company is fully cognizant that employees are its most valuable asset and the key factor for growth. The company thus focuses on the quality policy "Quality Life, Quality Work" with the belief that quality work only comes from quality life (staff). Therefore, PICO (Thailand) encourages the continuing knowledge development of all employees and gives them fair treatment at work and competitive compensation and benefit package such as provident fund, life and health insurance. The Company also creates the channel for all employees to give feedbacks and recommendations to their peers or management. So these feedbacks and recommendations can be analyzed and brainstormed to become a mutually acceptable solution which will benefit all employees and the Company's operation and also make a good relationship among the entire Company.

Trading partners :

Honor the market practice while ensuring that all parties receive appropriate returns for both parties. This includes avoiding situations leading to the conflict of interest together with strictly abiding by the terms of contracts.

Customers :

We offer maximum benefits to the customers through the best and highest service quality, product standard, responsive to needs and respect of customer's privileged information.

Evident from being one of the first MICE and Events organizations who are certified of ISO 9001: 2008 on Project Management for Event Marketing, Exhibition, Museum and Special Project, the services provided by PICO are clearly up to a very high international standard.

Such certification is a proof of our professional services with the good standard of safety, efficient working processes, systematic data collection, and punctual delivery of projects.

Competitors :

We believe that competition induces creative development and we abide by the rules of a good competition. We will not resort to predatory practices on our competitors.

Creditors :

The Company strictly complies with the terms and conditions agreed upon with respect to amortizing, collateral care, and commitment and contingent liabilities. In addition, the Company strives to maintain sustainable relations with creditors and mutual trust.

Community, Society and Environment :

We are aware of our duty and responsibility to the community, society and environment and strive to ensure that the rights of all stakeholders are protected through strict compliance to the law and regulations. Additionally, the Company is always considerate of environment impact when offering a service and conducts the business with the philosophy that "What is good to the community is good to the business", the Company has thus always been focusing in offering the innovative services that create value to the society as a whole (Creating Shared Value). Further detail on the Company's creating shared value and environmental management can be found under "Corporate Social Responsibility".

Fair Business Conduct

The company believes in and always promotes fair business conducts and ethical standards, with its goals in providing services that are valuable to clients' businesses while at the same time socially beneficial.

With this in mind, the company gives highest priority to ensure the protection of intellectual property and takes extra care in our operations.

Respecting Human Rights

PICO (Thailand) actively promotes respect for human rights and is committed to complying with all applicable laws and regulations. Also, the company is strongly against any workplace discrimination.

In the recruitment process, the company is also committed to the principles of equality and non-discrimination, which guarantees that every person is treated by the company with equal treatment and not subject to any distinction, exclusion or preference made on the basis of race, color, sex, religion, political opinion, national extraction or social origin.

Moreover, we support the community to be able to generate income and be self-sufficient. To this end, the company allowed the setting up of food stalls by the local community to sell to the company's staff in the canteen. This, in turn, provides convenience to both the company's staff and our neighboring offices.

Anti-Corruption Policy

The company has zero tolerance regarding corruption. To prevent corruption at work, rigorous precautions and guidelines on working processes are laid down and are strictly followed. In addition, frequent notices regarding honesty at work are repeatedly sent out to remind the employees. The company continuously emphasizes the 3 characteristics of desirable employee:

1. Accountability, meaning that each employee shall be responsible, trustworthy and can be able to account for his or her own actions.
2. Integrity, meaning that each employee shall be honest, practice transparency at work, and not support any wrong-doing or corruption.
3. Dignity, meaning that each employee shall have self-respect and shall treat others with the same respect and dignity.

Whistle-Blowing Policy and Whistler-Blower Protection

We have set up the channels for complaints, suggestions, or recommendations indicating impacts or risks of impacts on stakeholders arising from its business or from wrongful action by directly contact:

Chairman of Audit Committee

Pico (Thailand) Public Company Limited

10 Soi Lasalle 56, Sukhumvit Road, Bangna, Bangkok 10260

Tel. +662-748-7007 Fax +662-745-8521-2

The company will proceed with its investigations as specified in its procedures and record the outcomes in writing without naming whistle-blowers, and will also keep their information confidential

IV. Disclosure & Transparency

We recognize the significance of disclosures, financial or otherwise to the public. These disclosures are made through the channels prescribed by the Securities and Exchange Commission and the Stock Exchange of Thailand and laws in many channels such as its annual information disclosure form (form 56-1) and annual report (form 56-2), our website at www.picothai.com, Opportunity Day and the regular meeting with securities analysts. This year, the company gave the opportunity for investors and analysts both domestic and abroad to meet and discuss with management in order to strengthen their knowledge and understanding of the company's business operations.

The company has disclosed details of directors' remuneration in the management structure section. In addition, the company set policies for directors to make quarterly reports on the purchases-sales of shares/holding in company stocks and change on their conflict of interest to the board of directors meeting.

We are confident that shareholders can have access to the necessary information from these channels. Moreover, shareholders and the general public can readily reach our investor relations officer for additional information.

Mr. Chajjit Tehasuwanarat, chief financial officer, serves as the investor relations officer and may be reached at 02-748-7007 or email address chajjit@picothai.com

V. Responsibility of Directors

Structure of the Board of Directors

- The company's board of directors consists of nine directors with three being independent directors. The ratio of independent directors is 1/3, which is in compliance with the standard established by the Stock Exchange of Thailand.
- Members of the board serve for a period of three years. The longest serving director will take turn in retiring in the proportion of one third of total.
- Five directors are appointed as executive committee members tasked with the implementation of the company's direction, business plan and established annual budget. The division of duty and responsibility of directors and executive committee members is clearly divided.
- The audit committee members consist exclusively of independent directors to assist in the oversight of operation. The audit committee holds quarterly meeting and reports to the board of directors.
- The nomination and remuneration committees are appointed by the board of directors for screening and selecting the appropriate person (s) as member(s) of the board of directors and determining the remuneration package and other benefits, duty and responsibility of executive chairman and chief executive officer.
- The chief financial officer is appointed as the secretary to the board of directors, the audit committee with the duty to advise on legal aspects and other pertinent regulations that the directors need to be cognizant of. He also coordinates that the resolution made the board of directors meeting be implemented.

Term of Office

Members of the board serve a period of three years.

Directors are elected by the shareholders' meeting in the annual general meeting of shareholders. At the annual general meeting of shareholders, one-third of directors shall retire by rotation. If the number of directors is not a multiple of three, the number of directors closest to one-third shall retire with the longest serving directors retiring first. A director who vacates office under this Section may be re-elected.

If directorship vacancy exist other from the rotational retirement, the board of directors may select a qualified person to become a replacement and to attend the following scheduled board meeting.

Checks and Balances of Directors

The board of directors is tasked with the oversight of the executive committee members in its implementation of the established policy. The chairman of the board of directors, the chairman of the executive committee, and chief executive officer are different persons so as to provide a check and balance by clearly determining roles and responsibilities

Furthermore, an audit committee is appointed comprising of 3 independent directors. It is charged with the oversight of the company's operation and to ensure that the planning and business making decisions are appropriately taken and that the decision is not dominated by the executive committee or a single group of persons.

Checks and balances of non management directors

By design the committees and boards are appointed so that no person or group of persons can dominate the decision making process to ensure of operational efficiency an established check and balance mechanism.

- Director who are member of executive committee 5 persons
- Director who are not member of executive committee 4 persons
- Independent directors 3 persons

Limitation of the Number of Listed Companies in which a Director may hold Directorship

The board of directors set a policy to limit the number of listed companies in which each director may hold a directorship. This policy aims to ensure that directors have time sufficient to handle their duties. The board of directors has limited 5 board seats in listed companies including its unlisted subsidiaries.

There is no independent director holding a directorship more than 5 board seats in listed companies. There is no executive director holding a directorship more than 2 board seats in listed companies.

Board of Directors Meeting

The board supports regular attendance and encourages the participation of the members at meetings which are scheduled quarterly at the minimum. Meetings are held to inform of events with members encouraged in the business deliberations and participate in the decision making processes. Every year, directors are informed in advance of the meeting date and venue for board members to manage their time to attend the meetings and send agenda and pertinent material supplied at least 5 working days before the meetings. During each meeting, Chairman and Chief Executive Officer jointly determine which agenda items are relevant to the meeting and directors may introduce additional agenda for discussion. Open and meaningful discussions are encouraged with the secretary to the board responsible for the recording of the minutes.

In 2017, there are 6 board of directors meetings. Attendance record of board members is disclosed on "Management" section.

Company Secretary

The board appointed Mr. Chaijit Tehasuwanarat as Company Secretary. The board deemed that he is appropriate because he is knowledgeable in Accounting and passed training program relevant to the duties of company secretary. The details are disclosed on Appendix 1: Details of Directors, Executives, Authorized Persons & Company Secretary.

Company Secretary is in charged with the following duties :

- Responsible for organizing the shareholders and board meetings according to laws, company's article of association, and relevant standard practices
- Keep and maintain notices, meeting documents, minutes of the meetings, and monitor the implementation of the resolutions of shareholders and board
- Prepare and file board registry
- Serve as consultant and secretary to the board
- Ensure legal compliance and compliance of the company's internal guideline
- Coordinate between legal advisor and auditor
- Provide advice to the board regarding legal issues and the company rules and regulations and ensure compliance with such rules and regulations. Report changes of amendments of such rules and regulations to the board of directors
- Responsible for filing annual reports (Form 56-2) and annual registration statement (Form 56-1)

The Development of Skills for Directors and Management

The company set the policy to support the development of skills for directors, management, and corporate secretary by requiring their attendance of seminars which offers by professional institutions such as Thai Institute of Directors (IOD), Listed Companies Association and others. The purpose is to build confidence in the boards' ability to monitor the company's performance effectively. The corporate secretary has been assigned to prepare the history of training program for board members and propose proper training programs for consideration.

List of training programs, which were held by Thai Institution of Directors (IOD), taken by the company's directors and management is as follows:

Directors and Management	Training Program	No.
Mr. Pised Chungyampin	Director Accreditation Program	DAP 7/2004
	Director Certification Program	DCP 51/2004
	Finance for Non - Finance Directors	FND 9/2004
	Role of the Chairman Program	RCP 20/2008
Mr. Silchai Kiatpapan	Director Accreditation Program	DAP 7/2004
	Director Certification Program	DCP 48/2004
	Finance for Non - Finance Directors	FND 9/2004
Mr. Viriya Pholpoke	Director Accreditation Program	DAP 7/2004
Mr. Chaayod Bunyagidj	Director Accreditation Program	DAP 7/2004
	Audit Committee Program	ACP 3/2004
	Finance for Non - Finance Directors	FND 10/2004
	Monitoring the System of Internal Control and Risk Management	MIR 6/2009
	Improving the Quality of Financial Reporting	QFR 1/2006
Mr. Sern Vithespongse	Director Accreditation Program	DAP 7/2004
Mrs. Sasitorn Phongsathorn*	Director Accreditation Program	DAP 28/2004
	Director Certification Program	DCP 58/2005
	Financial Institutions Governance Program	FGP 3/2011
	Corporate Governance for Capital Market Intermediaries	CGI 17/2016
Mr. Manus Manoonchai**	Director Accreditation Program	DAP BJC/2004
Mr. Chokchai Vatcharanirunkul	Director Accreditation Program	DAP 93/2011
Miss Supaporn Sawangjitt	Director Accreditation Program	DAP 93/2011
Mr. Chaijit Tehaswanarat	Company Secretary Program	CSP 31/2009
	Effective Minute Taking	EMT 14/2009
	Successful Formulation and Execution of Strategy	SFE 15/2012
	How to Measure the Success of Corporate Strategy	HMS 1/2012
	How to Develop a Risk Management Plan	HRP 1/2012
	Corporate Governance for Executive	CGE 1/2014

*Mrs. Sasitorn Phongsathorn resigned from independent director, audit committee member, nomination committee member and remuneration committee member of the company, effective from September 15, 2017 onwards.

**Mr. Manus Manoonchai was appointed as the new independent director, audit committee member, nomination committee member and remuneration committee member of the company, replacing Mrs. Sasitorn Phongsathorn, effective from October 9, 2017 onwards.

During the year, directors and management of the Company have attended the seminar or taken the training courses as follows :

Directors and Management	Training Program
Mr. Chaijit Tehaswanarat	• The Criminal Liability for Directors and Representatives of Juristic Persons by The Stock Exchange of Thailand
	• Risk Management and Internal Control by Thai Listed Companies Association (TLCA)

Orientation for New Director

In case of having new director, the company has a policy to arrange an orientation including documents and information for better understanding in company's business and its operations. Moreover, the company encourages new directors to attend IOD training courses to assist in better fulfilling their role as a board member.

The Organizational Structure of Directors

The organizational structure of directors of the company consists of five boards as follows :

1. The Board of Directors

Scope of Duty & Authority

1. The Board of Director's Functions

The board of directors shall act to ensure maximum benefits from the conduct of the company's business by using its knowledge and experience to the fullest capability. It shall conduct its role according to the company's memorandum of association and by laws with due care and discretion to protect the rights of and be responsible to the shareholders

2. Establishing the Company's Objectives, Business Direction & Policy

The board is charged with the setting of appropriate policy and business direction of the company except the policy or business direction, which requires shareholders' approval.

3. Appointment & Supervision of the Executive Committee

The board is empowered to appoint a committee consisting of directors as it deems appropriate to act as an executive committee to manage on its behalf. In this respect the board of directors at its meeting No. 1/2003 held on August 29, 2003 resolved to appoint an executive committee and clearly established its scope, power and duties. In addition its meeting No. 4/2017 held on September 5, 2017, the board of directors resolved to appoint two additional executive committee members, totaling 8 executive committee members for more operating efficiency. The board of directors is responsible for the supervision to ensure that the executive committee effectively carries out the approved policies

4. Appointments & Delegation of Authority to Other Persons

The board of directors may appoint any other person to conduct the company's business under its supervision or it may delegate authority to said person as it deems appropriate. The time period of this authority delegation shall be set as the board deems appropriate and the board may rescind, remove, alter or modify such delegation. Such appointment or delegation shall fall under the following rules :

- Any appointment and authority delegation shall not be bestowed on person(s) with a vested interest in or is in conflict with the company or its subsidiaries.
- Person(s) so appointed and delegated shall not be able to approve transactions that involve themselves or persons that may be in conflict with, possessing vested interest in or having any other potential conflict of interest against the company or its subsidiaries.

Appointment and delegation must be accompanied by a clear establishment of scope of authority, duty, and responsibility and must be in accordance with the resolution of the board of directors meeting attended by independent directors or members of the audit committee. In the case that such delegation of power is objected to by a member of the independent director or an audit committee member such objection shall be clearly recorded in the minutes of the meeting.

Scope of Duty & Authority of Chairman of the Board of Directors

1. Act as the leader of the board of directors to oversee, supervise, and monitor the operations of executive committees and other committees to make them achieve the objectives, policies, and specified plans
2. To be the Chairman of the board of directors' meetings and shareholders' meetings
3. To have a casting vote in case the board of directors' meeting has a tie vote

2. The Executive Committee

Scope of Duty & Authority

1. To propose for the Approval by the board of directors the followings :
 - Business objectives and direction
 - Business strategy and policy
 - Annual business plan and budget
 - Organizational structure and management including details on selection, training, recruitment and termination of employees
2. Supervision and overseeing that the company's business operation follows the board's approved business strategy, policy and plan.
3. Screening of business contractual obligations of the company, acquisition of assets or rights to be used to the benefit of the company. This includes the setting up of negotiating processes in the closing of the said contracts.
4. Screening of fiduciary contracts, lending, borrowing and undertaking of guarantee by the company.
5. Acting on contract amendment and termination in accordance with the executive committee's discretion.
6. To consider the profit and loss account of the company and the proposal of an interim or annual dividend payment to the board of directors for approval.
7. To engage in any other action in order to support the above or as may be delegated by the board of directors from time to time.

The foregoing duties and powers of the executive committee shall be under the law and the company's bylaws. The executive committee shall not have the authority to approve transaction that its members or others may be in conflict with or possess a vested interest in or having any conflict of interest against the company or its subsidiaries. Should such a case arise, the executive committee shall refer the case for consideration by the board of directors.

Scope of Duty & Authority of Executive Chairman

1. Act as the leader of the executive committee by supervising, guiding, and evaluating the implementation of the management and Chief Executive Officer
2. Sign together with Chief Executive Officer to approve the budgets, costs of operation, and agreements
3. Call the executive committee meeting as appropriate
4. Scrutinize the agenda prior submit to the board of directors for approval

Scope of Duty & Authority of Chief Executive Officer

1. To ensure that the company's business operation is in line with the policies issued by the Board of Directors or the Board of Executive Committee, and to provide performance updates to both boards.
2. To prepare and review the annual budget prior to submitting to the Board of Directors for approval as well as to control the spending of each business unit,
3. To determine the conditions of employment of staff and employees, to order or announce the procedure of administration and operation which does not obstruct the company's regulations, the committee's agreement or other related laws.

4. To hire, position, appoint, and punish staff and discontinue employment of staff and employees, including the promotion, or salary adjustment. This directive excludes staff and employees who are employed, positioned, and punished and dismissed by a committee, or procedural regulations.
5. To control operating, selling and administrative expenses and approve business transactions including investment expenditures to ensure the adherence to the budget approved by the Board of Directors or the Board of Executive Committee.
6. The approval of over-budget item beyond what has earlier been agreed upon by the Board of Directors must be presented in the meeting of Board of Directors for considerations and approvals according the company's regulation or stipulated by laws.
7. To review all transactions relating to the company's assets and rights for which the company may use to enter binding contracts with individuals, companies or financial institutions and to submit such transactions for review and approval by the Board of Executive Committee
8. To review the company's financial performance and to determine and submit for approval by the Board of Directors any interim and annual dividend.
9. To perform on execute any task or duty as assigned by the Board of Directors

3. The Audit Committee

Qualifications of the Audit Committee & Independent Directors

1. Holding less than 1% of the outstanding shares with voting rights in the company, parent company, subsidiary company, associate company, major shareholder or controlling person, including shares held by related persons of such independent director (including such persons described in code 258 of the Securities and Exchange Act B.E. 2535).
2. Neither being nor used to be an executive director, employee, staff, advisor who receives salary, or controlling person of the company, parent company, subsidiary company, associate company, same-level subsidiary company, major shareholder or controlling person, unless the foregoing status has ended not less than 2 years prior to the date of appointment. Such prohibited characteristic shall not include the case where the independent director used to be a government official or advisor of a government unit which is a major shareholder or controlling person of the company.
3. Not being a person related by blood or legal registration as father, mother, spouse, sibling, and child, including spouse of child, executive, major shareholder, controlling person, or person to be nominated as executive or controlling person of the company or subsidiary company.
4. Neither having nor used to have a business relationship with the company, parent company, subsidiary company, associate company, major shareholder or controlling person, in the manner which may interface with his independent judgment, and neither being nor used to be a significant shareholder or controlling person of any person having a business relationship with the company, parent company, subsidiary company, associate company, major shareholder or controlling person, unless the foregoing relationship has ended not less than 2 years prior to the date of appointment.

The business relationship according to clause 1, including normal trade transactions for business operation, rental or properties rental, assets or service transactions, financial assistant givers or receivers through loan, collateral, performance bond guarantee and other similar behaviors which cause the company or parties debts burden to the other party from 3% of the company's net tangible asset or from Baht 20 million, considering the lowest. The debts must be calculated according to transaction values of the Exchange Commission's notice on deferral associated transaction rules. The debts consideration must be counted from 1 year before the business relationship occurred with the same person.

5. Neither being nor used to be an auditor of the company, parent company, subsidiary company, associate company, major shareholder, or controlling person, and not being a significant shareholder, controlling person, or partner of an audit firm which employs auditors of the company, parent company, subsidiary company, associate company, major shareholder, or controlling person, unless the foregoing relationship has ended not less than 2 years prior to the date of appointment.
6. Neither being nor used to be a provider of any professional services, including those as legal advisor or financial advisor who receives service fees exceeding Baht 2 million per year from the company, parent company, subsidiary company, associate company, major shareholder, or controlling person, and not being a significant shareholder, controlling person or partner of the provider of professional services, unless the foregoing relationship has ended not less than 2 years prior to the date of appointment.
7. Not being a director appointed as representative of directors of the company, major shareholders or shareholder who is related to major shareholder.
8. Not undertaking any business in the same nature and in competition to the business of the company or subsidiary company or not being a significant partner in a partnership or being an executive director, employee, staff, advisor who receives salary or holding shares exceeding 1% of the total number of shares with voting rights of other company which undertakes business in the same nature and in competition to the business of the company or subsidiary company.
9. Not having any other characteristic which cause the inability to express independent opinions with regard to the company's business operations.
10. Independent director processing the quality as outline in 1-9 above may be assigned by the board of directors to carry on the operation of the company, parent company, subsidiary company, associate company, same-level subsidiary company, major shareholder or controlling person, provided that such decision shall be in the form of collective decision.

Scope of Duty and Authority

The audit committee has the duties as delegated by the company's board of directors, as follows :

1. To review the company's financial reporting process to ensure that it is accurate and adequate by coordinating with external auditors and executives responsible for financial reports quarterly and annually.
2. To review the company's internal control system and internal audit system to ensure that they are suitable and efficient.
3. To ensure that the company has duly complied with the laws on Securities and Exchange Act, the Stock Exchange of Thailand regulations, and the laws relating to the company's business.

4. To consider, select and nominate an independent person to be the company's auditor, and to purpose such person's remuneration, as well as to request the appointment of the annual general meeting of shareholders.
5. To review the connected transactions, or the transaction that may lead to conflicts of interests that are accurate and complete
6. To prepare and disclose the company's annual report, and audit committee's report which must be signed by the chairman of the audit committee and consist of at least the following information:
 - 1) an opinion on the accuracy, completeness and creditability of the company's financial report,
 - 2) an opinion on the adequacy of the company's internal control system,
 - 3) an opinion on the compliance with the law on securities and exchange act, the Stock Exchange of Thailand regulations, or the laws relating to the company's business,
 - 4) an opinion on the suitability of an auditor,
 - 5) an opinion on the transactions that may lead to conflicts of interests,
 - 6) the number of the audit committee meetings, and the attendance of such meetings by each committee member,
 - 7) an opinion or overview comment received by the audit committee from its performance of duties in accordance with the charter, and
 - 8) other transactions which, according to the audit committee's opinion, should be known to the shareholders and general investors, subject to the scope of duties and responsibilities assigned by the company's board of directors.
7. To perform any other as assigned by the board of directors with the approval of the audit committee.

Mr. Manus Manoonchai, a member of audit committee, with her extensive knowledge and experience, is responsible for reviewing the reliability of the financial statements.

4. The Nomination Committee

The scope of duty & authority of the nomination committee is to screen and select the appropriate person (s) as member (s) of the board of directors and to propose the selected individual to the board of directors who then submit to the shareholders' meeting for approval.

5. The Remuneration Committee

The scope of duty & authority of the remuneration committee is to determine the remuneration package and other benefits, duty and responsibility of executive chairman and chief executive officer, along with procedure and performance evaluation, will be for consideration of yearly compensation.

Selection of Directors & Management Executives

In the selection process for directors the chairman will appoints the nomination committee to assist in the consideration of persons with appropriate qualifications, which do not run contrary to the laws governing public companies. Criteria used will be vision, basic qualifications and extensive experience, which will be beneficial to the company. Such person must be of highest moral value and unquestioned ethics in accordance with code 68 of the Public Company Act 2535 and the relevant announcements of the SEC and the SET. The selected person is then submitted to the board for election during its meeting.

In the case that a directorship becomes vacant for reasons other than the rotational retirement the remaining directors at its subsequent meeting may elect a suitably qualified person to fulfill the vacated position. No shareholder's meeting is needed for this election. The replacement director may only serve out the remaining tenure of the vacated director.

In case a board seat is vacated because of a completion of term of the retiring directors as required by law where a one-third of directors must retire, candidates could be the same persons who have retired by rotation. The majority vote at the annual general meeting of shareholders is to determine appointment of directors in accordance with the principles and procedures as follows :

1. One share counts a one vote and 10,000 preferred shares count as one vote
2. Each shareholder may exercise the voting rights according to the absolute number of shares held in item 1. Above in favor of one or more persons as directors but may not divide the voting rights by allocating more votes to one candidate and fewer to others.
3. Candidates receiving the most number of votes in descending order are considered as directors elect to the company's minimum number of directors or the number of directors being votes for at that time. In case of a tie which results in the minimum number of directors or the number of directors being sought at the time being exceeded the chairman of the meeting shall cast the deciding vote.

Directors & Management's Compensation

Directors' compensation :

Compensation is based upon responsibility, duty, and role, which is clearly defined. The compensation is in line with industry's norm.

Management's compensation :

The compensation of the management member is in accordance with the corporate performance and the individual performance of each member of management. The review process will be in line with peer companies in the same industry or similar sized companies. Corporate and individual performance will also be used in the review.

Control on the Operations of Subsidiaries and Associated Companies

In the management of these companies, the company appointed the representatives to be executive board in subsidiaries and associated companies in order to participate in the setting of policy and the implementation thereof. The subsidiary and associated companies are encouraged to seek outside businesses to lessen dependence on the company with no greater than 30% of turnover being “captive” business. This will encourage independent growth and reduce the overall operating risks. For subsidiaries, the representatives are responsible for monitoring the filling and accounting system to be able to check and gather into consolidated financial statements of the company.

Internal control

The company has an established an adequate control process on operation. This process is constantly updated and developed to accommodate the changing conditions. Management regularly audits to ensure that rules and regulations are strictly adhered to. Regular appraisal of the process is made to ensure that changes in organization are recognized. Outside internal auditors are commissioned to regularly review operation with report submitted directly to the chairman of the audit committee.

Insider information supervision

A policy is established so that inside information is not to be used for personal gain. This covers spouses and minor children of employees. The details are as follows :

- All members of management in every department must be informed of their responsibility to report their stockholding and the penalties for failure to comply in accordance with section 59, Securities and Exchange Act B.E. 2535 and the regulations of the SET.
- Members of management and staffs who receive inside information are prohibited from disclosing such information to any third parties or not involved parties.
- All members of management are prohibited from trading company stocks for 30 days prior to release of the company’s quarterly and annual financial statements, and for 24 hours after the release.
- In case the members of management have knowledge of confidential information that could have any impact on the company’s stock price, they are prohibited from trading company stocks until 24 hours after the public disclosure.

Auditors’ Compensation

Audit Fee

The company and subsidiaries paid audit fee of year 2017 for D I A International Audit Co., Ltd. at the amount of Baht 2,735,000.



Corporate Social Responsibility

The 10 year anniversary of education quality enhancement mission Create the future society together

PICO (Thailand), in 2007, has seen the important of education. The company was well aware that “Education is a fundamental to create the future society”. The company has committed on adopting proficiency on the face to face communication and digital media to integrate with education as well as develop as a business strategy to create the economic opportunity and sustainable society.

The company has strengthened their business through content creation and began the business on knowledge communication by starting from a topic on “education”. The Education Communications Department (EC) has a role on research and presenting the educational innovation from the global to Thai society which focusing mainly on the topic of “Teacher Professional Development”.

For the past 10 years, the company’s mission that has been determined to contribute to the society is coherent with the global direction in the next 15 years where people are moving toward sustainability. This includes the 4th goal of Sustainable Development Goals (SDGs -2015) which is “to ensure inclusive and equitable quality education and promote lifelong learning opportunities for all”. Along with the national policy, “Public-Private Collaboration” (2016) aimed to develop the nation in various dimensions. The policy was the integration between public, civil society, and private sector in order to drive economy and develop the nation, including education.

For over 10 years, the company has never abandoned commitment as the company well understood that “the education quality enhancement takes time”. To this day, the company is ready to move forward by involve in Thailand’s educational improvement. It is the ultimate pride of vision as well as the business, which has been operating, can be part of the fundamental for the future of Thai society.

Innovation and CSR activity

1. Sustainable business... EDUCA, The Annual Congress for Teacher Professional Development

“A decade of the collaboration between the public and private sectors promoting the teacher professional development”

This year, the EDUCA 2017 is the 10th annual congress under the theme of “Education 1.0, 2.0, 3.0, 4.0 From Policy to Classroom”, which has been adopted the concept from the global research on education. The research has found the difficulty in the process of implementing policy to classroom and it is the problem in many countries. Therefore, the issue was selected to be a main theme of EDUCA 2017.

There were 31,122 teachers and students from nationwide participates in EDUCA 2017. The number of follower on EDUCA Facebook Fanpage has increased to 38,220 (increased 53 percent from last year). There were also the new communication platform such as Line Official and EDUCA's contents on social media, which has received plentiful of Likes, Shares, and Engagements. This has become the content on education that has widely attracted attention of teachers and students throughout the country.

On the occasion the of the 10 year anniversary, The EDUCA 2017 has brought modern and worldwide accepted knowledge to communicate with teachers. Some interesting topics include:

1) Education development in Finland... curriculum for the future

Finland has gained world recognition for its excellent education system. Therefore, the EDUCA brings Finland's education system to communicate every year since good communication and the willingness to change have to be continuous. At the EDUCA, we receive cooperation from world-famous Finnish educators in sharing each year's remarkable knowledge. For this year, we have selected a topic about the curriculum reform in Finland which is prepared for the next century.

2) Singapore Story

It is the first time for EDUCA to invite speakers from the same country to share their perspectives on education at the level of policy, teacher education, and school. Three experts from Singapore have been invited this year to discuss about a way to link education in their country from policies into classes. This kind of international conference helps answer the questions following this year's theme, and together with its in-depth content helps explain how education agencies systematically put their ideas into action.

3) Thai Teacher Education...the way to move forward

The discussion and exchange of knowledge from world-class academics and professors from the Faculty of Education in Thailand is another forum that appears for the first time at the EDUCA 2017. This occurred as a result from a number of studies that say teacher educators are a group of people that have a strong impact on the development of education in the country, since they are the power and the brain of the nation. New teachers have to be created with the will to change, but the problem is that teacher training has not been in such a way that allows education reform to happen. This forum will encourage the audience to find the answer to how we all can help remodel the trend for teacher training. Resulting from the discussion, a Facebook Fanpage named “Thai Teacher Education for Educational Transformation” was created. This page aims to gather professors of Education who are open to exchange and learn in order to take part in the future reform.

There are two other interesting events in this year's EDUCA: Books for Teachers, examples of lifelong learning and StartEd Up exhibition and activities

Books for Teachers: the Life-long Learning Exemplars

This project has been held for the second year after receiving great feedback in the first year. Two new books containing ideas of SLC were published: Lesson Study for Learning Community: A Guide to Sustainable School Reform and School Reform Initiatives in the 21st Century. The books are also available at the event.

StartEd Up exhibition and activities

Another highlight of the EDUCA 2017 which opens an opportunity for the EdWINGS, an alliance Social Enterprise who shares the same goal of developing education, to exhibit exciting educational technology and innovations from the startup group. Under the theme "StartEd Up," it allows teachers to open their vision and access new innovations, as well as links with the new generation of people who wish to develop Thai Education.

2. Activities aimed to provide educational knowledge to society

2.1) Creating a network of school principals... building on knowledge for educational reformers

Research and many academic papers found that a principal with leadership and great interest in their teaching knowledge and learning method of their students could really make a difference in their schools. The company has taken emphasis on this, and therefore establishes the Principal Forum every year at the EDUCA to start the networking of principals who are determined to reform education.

The Thailand Principal Forum (TPF) is a group of school directors from a variety of schools, with volunteer spirit and intent commitment to reform their schools, brainstorming for personal development, teacher development, and school development. The forum is led by Assoc. Prof. Ladda Phukiat; the director of Satitpattana school, Assoc. Prof. Pimpan Dechakupt, PhD; curriculum and instruction specialist and science education specialist from the Faculty of Education, Chulalongkorn University. The company also supports the secretariat and continuously facilitates the operation of forum activities. From its founding to the present, the group has gained 168 members from 38 schools and their conferences have been being held since 2015. TPF operates in a way of academic conferences, discussion forums and school visits, and has also introduced the SLC concept into their schools as pilot schools through activities such as this year's:

2.1.1) Support in organizing the first Thailand Principal Symposium on January 20, 2017 by bringing Eisuke Saito, PhD, a specialist in School as Learning Community from Monash University, Australia, to give a lecture on the network.

2.1.2) Support for three Thai Education Specialists to attend the International Confederation of Principals in Cape Town, South Africa, during September 21 - 26, 2016: Assoc. Prof. Ladda Pukiat; the director of Satitpattana school, Assoc. Pimpan Dechakupt, PhD and Assoc. Prof. Siripaarn Suwanmonkha, PhD as advisors of the group.

2.2) Support of teacher educator... passing on knowledge to new teachers and to the community

The company has taken emphasis on and been supporting teacher educators from the Faculty of Education since they are another network which has an important role as the power of ideas in developing national education. These people need to have an opportunity to access up-to-date, useful, and global knowledge. The company supports them to join academic conferences at international education seminars in order to elevate their academic performance, and for future excellent research that can make demonstrable educational contribution to the society. As their knowledge will create a multiplicity of benefits if disseminated to other groups such as student teachers, teachers, policy makers and the general public, the company has supported professors to participate in 3 events:

2.2.1) One professor from the Faculty of Education, Chulalongkorn University; Jutarat Vibulphol, PhD, to attend the Global Education Leadership 2017 held at the National Institute of Education (NIE), Singapore, during March 5 - 8, 2017.

2.2.2) One professor from the Faculty of Education, Kasetsart University; Assoc. Prof. Chatree Faikhamta, PhD, and three professors from the Faculty of Education, Chulalongkorn University; Assistant Professor Athapol Anunthavorasakul, Jutarat Vibulphol, PhD, and Asst. Prof. Dr. Praweenya Suwannathachote, to attend the Redesigning Pedagogy International Conference 2017 held at the National Institute of Education (NIE), Singapore, during May 30 - June 2, 2017.

2.2.3) One Thai education specialist; Assoc. Prof. Siripaarn Suwanmonkha, PhD from the Faculty of Education, Chulalongkorn University, to attend The Annual Lesson Study Conference (the 8th ICLS) in Lombok, Indonesia, during September 13 - 15, 2017.

2.3) Incubation to create sustainable schools ... according to the concept of School as Learning Community (SCL)

Over the past 4 years, our EC Department has made a difference in many schools in Asia by recognizing the depth of the concept of School as Learning Community (SLC) that links education philosophy, vision, and practical actions at school together. The SLC has been used as the main concept in organizing the EDUCA 2016, as well as in publishing books and related materials to disseminate the idea and create a practical guideline for teachers, school principals and interested people. The company is also promoting schools that use the SLC concept in Thailand by supporting education specialists to join academic conferences and learn the concept in the last year:

Three Thai education specialists to attend the 5th International Conference of Schools as the Community 2017 in Busan, South Korea from 19 - 23 October 2016: Assoc. Prof. Siripaarn Suwanmonkha, PhD ; a specialist from the Faculty of Education, Chulalongkorn University, Assistant Professor Athapol Anunthavorasakul and Jarintorn Wintachai, PhD; professors from the Faculty of Education, Chulalongkorn University.

2.4) Continue the education network for children with special needs

Nowadays, the number of children with special needs has been increasing, and regular schools need to accept these students in their classes. EDUCA's recent survey found that teachers seriously needed knowledge and a guideline for this. Our company helps support to create a network of experts in this area through one activity:

Support the secretariat to build an academic network at the meeting with the organizations of special education and psychology, such as Foundation for Promotion of Gifted Children the Foundation for Special Education and Psychology course at Kasem Bundit University. For Foundation for Promotion of Gifted Children, the company has encouraged Mr. Viriya Pholpoke to be the foundation advisor, and Dr. Nipaporn Kunlasomboon, the company's education specialist, to be the foundation director, secretary general, and also to support the secretariat. The company runs activities that support and distribute knowledge about the development and promotion of gifted children, as well as create academic networks for the special education departments from both public and private sectors. In the last year, the company as the director and secretary has held a total of 5 meetings (bimonthly), and the foundations together with their network of 3 departments joined as a co-host in the workshop activities and exhibitions at the EDUCA 2017, an event that has received great attention from teachers, education officers and the public.

Pico (Thailand) has been demonstrating its long-term vision in business. For more than 10 years, the company has brought its expertise to meet the needs of the society in education, initiating the business strategy the enable to create economic opportunity with continuous cooperation in social responsibility in Thailand. The Company continues to operate in this way with confidence and sees the business opportunity that can create a better competitive potency, together with its continuous social responsibility in education.

2.5) Raised fund for flood victims and educational institutions

At the end of 2016, the flooding situation in many provinces in the southern part of Thailand was devastative and led to widespread damage. The company has raised fund through the matching fund with our partners to the Thai Red Cross Society's "Flood Relief Operations in the Southern Part of Thailand" in the total amount of Baht 441,500 and to Phradabos Foundation in the total amount of Baht 1,222,000 to relief and rehabilitate livings and restore instructional media and materials of educational institutions.

Environmental Management

Guided by the environmental policy of the PICO Group (PICO Eco), PICO (Thailand) puts its emphasis on 3R: reduce, reuse, and recycle. This 3R measures are the following:

REDUCE: Reducing the Usage of Company Resources

- "Think before You Print" project campaigns for the reduction of paper used in printing, especially emails and other information sent through emails. As part of the campaign, the symbol "PICO Eco", along with the text "Think before You Print," appears at the end of each email, acting as a constant reminder not to overuse paper for printing.

To reinforce the campaign, the printers are also set to require personal printing codes prior to printing. With this scheme in place, the company has successfully reduced the number of paper and ink used that may have previously been caused by unintentional printing.

- Use of CD (soft file) in the submission of reports to Clients promotes the reduction in the use of paper and other materials. This practice has already been done with several big Clients.

- An "energy-saving campaign in the workplace" is to cultivate a long-term awareness and social responsibilities regarding the environment to all staff.

- A campaign to reduce waste and to conserve water is also promoted at the company. Several measures are introduced as a result. For example, at the office coffee shop, the employees are encouraged not to use paper coffee cup. To achieve this, the company gives a discount for beverages to those who bring their own cups. Moreover, the company also provides drinking water dispenser for staff. This certainly helps reduce the number of plastic bottles and the amount of water discarded by the use of pitchers.

REUSE: Reusing Materials

- The company has promoted the re-use of materials, structures, supplies, accessories and tool, when working for clients. For instance, PICO Dome, a large ready-made structure, is part of the company's service that does not merely effectively employ the use of space and efficiently save the transportation and assembly costs, but also competently reduce the amount of waste from construction and demolition. Additionally, the company also trusts that it is necessary to recommend and advise clients on considering the re-use of materials or any modular structures and decorative items for their exhibits. This, in turns, help reduce costs for both the company and the customers.

- A campaign "Give Me a Second Chance," encouraging the staff to use both sides of paper in order to reduce waste in the office. During the campaign, the staff, particularly those who regularly use paper such as the departments of accounting, finance, and secretary, has been very cooperative. By placing the used paper close to the photocopiers, the campaign has undeniably been successful in reducing the amount of paper used in the office.

- The company has also promoted re-using of materials by donating the used materials from creating clients' work and exhibits to relevant bodies and agencies. This effectively reduces the amount of waste at the company while, at the same time, maximizing the use of the materials and resources. For example, the company has previously donated the rice paddy used as decoration at the exhibition to the needy dog shelters. Furthermore, the company has also donated materials such as bamboo used to decorate exhibit booth to other foundations for other beneficial usages such as building dams and water dikes. However, it is important to note that as this campaign is an internal environmental policy, the success of the policy very much relies on the mutual consent from clients.

RECYCLE: Recycling to Reuse

At present, the company categorizes office and operational waste into 3 groups:

1. Recyclable waste such as glass, plastic, carton box paper, and shredded document,
2. Paper used on both sides and not containing confidential information of the company, and
3. General Waste.

In general, the company sells the first group of waste to professional recycler. As for the second group of waste, the paper is delivered to relevant organization to properly reuse it e.g. making books for the blind. Finally, the last group of waste is dealt with like any other general garbage and is collected by the local concerned authority

Fair Business Conduct

The company believes in and always promotes fair business conducts and ethical standards, with its goals in providing services that are valuable to clients' businesses while at the same time socially beneficial. With this in mind, the company gives highest priority to ensure the protection of intellectual property and takes extra care in our operations.

Anti-Corruption Policy

The company has zero tolerance regarding corruption. To prevent corruption at work, rigorous precautions and guidelines on working processes are laid down and are strictly followed. In addition, frequent notices regarding honesty at work are repeatedly sent out to remind the employees. The company continuously emphasizes the 3 characteristics of desirable employee:

1. Accountability, meaning that each employee shall be responsible, trustworthy and can be able to account for his or her own actions.
2. Integrity, meaning that each employee shall be honest, practice transparency at work, and not support any wrong-doing or corruption.
3. Dignity, meaning that each employee shall have self-respect and shall treat others with the same respect and dignity.

Respecting Human Rights

PICO (Thailand) actively promotes respect for human rights and is committed to complying with all applicable laws and regulations. Also, the company is strongly against any workplace discrimination.

In the recruitment process, the company is also committed to the principles of equality and non-discrimination, which guarantees that every person is treated by the company with equal treatment and not subject to any distinction, exclusion or preference made on the basis of race, color, sex, religion, political opinion, national extraction or social origin.

Moreover, we support the community to be able to generate income and be self-sufficient. To this end, the company allowed the setting up of food stalls by the local community to sell to the company's staff in the canteen. This, in turn, provides convenience to both the company's staff and our neighboring offices.

Responsibilities towards Customers

Evident from being one of the first receivers of ISO 9001: 2008 on Project Management for Event Marketing, Exhibition, Museum and Special Project, the services provided by PICO are clearly up to a very high international standard.

Clearly, the certification acts as a proof of our professional services with good workplace health and safety, efficient working process, systematic data collection, and punctual delivery of projects.

Employee Welfare and Fair Treatment at Work

Truly, the company believes that quality work only comes from quality staff, as reflected in the quality policy "Quality Life, Quality Work". As a result, PICO (Thailand) regards very highly of employee rights, compensations, and benefits, as well as a fair treatment at work.



Internal Control & Risk Management

The board of directors has appointed an audit committee consisting of three independent directors, none of whom holds any position in the company.

The audit committee is responsible for the oversight of the financial report preparation for accuracy, adequate disclosure, compliance to the governing rules and regulations and effective internal control process. The company has engaged Mr. Sompoch Sae-Cheunge as a consultant to supervise the internal audit process with a report done on a quarterly basis. Please see details under “Appendix 3: Details of Internal Audit Manager”. The appointment and dismissal of such position must be approved by audit committee.

In 2017, the consultant quarterly meets with the audit committee to review the audit results and the adequacy of the internal control process. The audit committee, external auditor, and management jointly considered such audit results and internal control system. After that, the audit committee considered such audit results together with the board of directors on the quarterly basis. The boards of directors and audit committee have agreed that the internal control system of the company and subsidiaries is efficient and appropriate to the nature of business without errors of the internal control system which would have significant impact on the accuracy and reliability of the financial statements including the company’s goals.



Intercompany Transactions

Various intercompany transactions were conducted and recorded during the year. Merchandise costs and services charges involved in transactions with subsidiaries and associated companies or entities that may be deemed as having conflict of interest are recorded at market price with the transactions conducted under prevailing terms and conditions of the trade.

Regulation & Approval Process for Intercompany Transactions

The independent directors have oversight of intercompany transactions and review all such transactions deemed to be potentially conflict of interest. The board of directors then approved all such transactions given that directors involved in such transactions abstain from participating in the decision-making.

Need & Reasons of Intercompany Transactions

The Intercompany transactions for the year ended October 31, 2017 are necessary and reasonable to provide the company and shareholders with maximum benefit. The terms and conditions of such transactions are on the normal business practice. The prices are appropriately calculated on the same basis as transactions with other individuals or businesses. There is no interest transfer between the company, subsidiaries, associated companies, and other related companies and individuals.

Future Intercompany Transactions

Intercompany transactions with shareholders or related companies are in line with general business practice and gives the company access to share the intellectual property rights of the joint ventures. The executive management, in approving such transactions, places maximum benefits to the company as the foremost criterion.

It is expected that related transactions such as sales and trade receivables and purchases and trade payables will continue as normal trade engagements. Related transactions will be reviewed by independent directors to ensure that they are normal trade transactions and in compliance with the announcements of the Stock Exchange of Thailand. The persons with vested interest are prohibited from the decision making process.

Detail of related parties transactions is shown in Note 23 to financial statement in Appendix 4.

Part
3

Financial Position & Results of Operation

- Financial Highlight
- Management Discussion & Analysis
- Information Certification



Financial Highlight

Summary of Report of Certified Public Accountant

The report of certified public accountants for last three fiscal years from years 2015 to 2017 are an unqualified opinion on the consolidated and separate financial statements, which present fairly, in all material respects, the financial position, the results of operations, and its cash flows in accordance with generally accepted accounting principles.

Year	Certified Public Accountant	Office	No.	Opinion
2015	Ms. Suphaphorn Mangjit	D I A International Audit Co., Ltd.	8125	Unqualified
2016	Ms. Suphaphorn Mangjit	D I A International Audit Co., Ltd.	8125	Unqualified
2017	Ms. Suphaphorn Mangjit	D I A International Audit Co., Ltd.	8125	Unqualified

Summary of Operating Results & Financial Position

A summary of operating results and financial position for last three fiscal years from years 2015 to 2017 is as follows:

Unit : Baht Million	Separate Financial Statements			Consolidated Financial Statements		
	2017	2016	2015	2017	2016	2015
Cash and cash equivalents	146	56	57	294	192	165
Trade & other accounts receivable	239	293	254	285	302	218
Total current assets	497	542	531	712	707	753
Investments	58	58	58	20	17	19
Property, plant and equipment	131	141	148	139	150	159
Total assets	705	759	753	926	901	956
Bank overdrafts & short-term loans	-	20	-	4	23	8
Trade & other accounts payable	226	264	275	401	378	445
Total current liabilities	229	286	277	409	403	456
Total liabilities	276	328	316	466	453	501
Total shareholders' equity	430	431	438	461	448	455

Unit : Baht Million	Separate Financial Statements			Consolidated Financial Statements		
	2017	2016	2015	2017	2016	2015
Issued & paid up share capital	216	216	216	216	216	216
Premium on ordinary shares	101	101	101	101	101	101
Legal reserve	22	22	20	22	22	20
Retained earnings	60	62	76	86	74	88
Other components of shareholders' equity	31	31	25	31	31	25
Equity attributable to the parents' shareholders	430	431	438	456	443	450
Non-controlling interests of the subsidiaries	-	-	-	5	4	5
Total shareholders' equity	430	431	438	461	448	455

	Separate Financial Statements			Consolidated Financial Statements		
Unit : Baht Million	2017	2016	2015	2017	2016	2015
Revenues from the rendering of services	1,058	1,221	1,032	1,373	1,404	1,251
Other income	14	16	29	7	6	9
Gross profit	243	251	253	328	326	351
Total selling and administrative expenses	220	221	212	282	281	275
Net income	30	35	58	46	36	69

	Separate Financial Statements			Consolidated Financial Statements		
Unit : Baht Million	2017	2016	2015	2017	2016	2015
Net cash provided by (used in)						
Operating activities	141	19	(40)	163	77	40
Investing activities	5	9	(52)	(6)	(14)	(70)
Financing activities	(55)	(30)	(45)	(55)	(36)	(39)
Cash & cash equivalents balance						
Increase (decrease), net	90	(1)	(137)	102	27	(69)
As at beginning	56	57	194	192	165	235
As at ending	146	56	57	294	192	165

	Separate Financial Statements			Consolidated Financial Statements		
	2017	2016	2015	2017	2016	2015
Liquidity Ratios						
Current ratio (times)	2.2	1.9	1.9	1.7	1.8	1.7
Receivable turnover (times)	6.3	6.9	7.8	7.4	8.6	10.2
Collection (days)	58	53	47	49	43	36
Trade payable turnover (times)	5.4	6.1	5.5	5.5	6.3	5.8
Payment (days)	68	60	66	67	58	62
Profitability Ratios						
Gross profit (%)	23	21	25	24	23	28
Net profit (%)	3	3	6	3	3	5
Return on equity (%)	7	8	13	10	8	15
Operating Efficiency						
Return on assets (%)	4	5	8	5	4	7
Assets turnover (times)	1.4	1.6	1.4	1.5	1.5	1.5
Key Financial Indicators						
Total debts to equity ratio (times)	0.6	0.8	0.7	1.0	1.0	1.1
Book value per share (Baht)	1.996	2.004	2.032	2.117	2.059	2.091
Earnings per share* (Baht)	0.138	0.164	0.272	0.206	0.161	0.310
Dividend per share (Baht)	0.15	0.22	0.20	0.15	0.22	0.20

* Basic earnings per share is calculated by dividing profit for the year attributable to equity holders of the company excluding other comprehensive income by the weighted average number of ordinary shares issued during the year.

** The figures in consolidated financial statement of the year 2015, as presented for the comparison purpose, have been restated according to the adoption of the revised and new financial reporting standards issued by the Federation of Accounting Professions which become effective for fiscal years beginning on or after January 1, 2015.



Management Discussion & Analysis

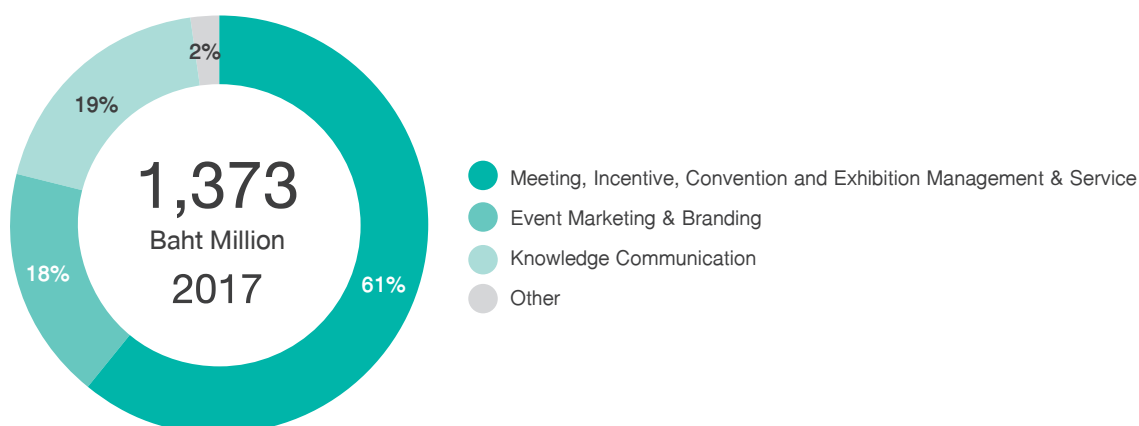
Operation Overview

In 2017, amidst the slow-growth economy and the mourning period for the passing of His Majesty King Bhumibol Adulyadej, with “DRIVE CHANGE” strategy, Pico (Thailand) was able to achieve the revenue amount of Baht 1,373 million in 2017, slightly decreased from Baht 1,404 million last year as a result of the cancellation and postponement of customers’ marketing activities.

In term of operating efficiency, gross profit margin of the Company in 2017 was reported at 24%, up from 23% last year. While total selling and administrative expenses for the year 2017 were slightly increased, accordingly, the company had net profit for the year 2017 amounting to Baht 44 million, increased more than 29% from the prior year.

The outstanding projects of the company in 2017 included the booth design and construction of the well-known car brands in the 38th Bangkok International Motor Show and the 33rd Thailand International Motor Expo, managing the event marketing for many well-known car brands, booth and exhibition design and construction in National Science and Technology Fair 2017, organized by National Science Museum (“NSM”), booth and exhibition design and construction in ITU Telecom World 2016, which was held in Thailand in November 2016, and the 3-year project of permanent exhibition construction at Rama IX Museum with NSM. The company has also participated in the significant projects e.g. STARTUP THAILAND 2017 hosted by National Innovation Agency, THAILAND INDUSTRY EXPO 2017 hosted by Ministry of Industry and Mahidol Channel which is the fifth year of project coordination between the company and Mahidol University to produce education-plus-entertainment (“Edutainment”) programs and provide broadcast management. In addition, EDUCA 2017, the Congress for Teachers’ Professional Development, initiated and organized by the Company with the objective to support and develop Thailand education through teacher professional development, has been held for 10 consecutive years in 2017, continually attracting more attendants and participants including teachers, professors and other related organizations from all parts of Thailand.

Revenue Growth & Segment



The Company's revenue can be divided into 4 main segments which are Meeting, Incentive, Convention and Exhibition (MICE) business, Event Marketing business, Knowledge Communication business and Other business.

For the year ended October 31, 2017, the Company had total revenue of Baht 1,373 million which derived from each of business segment as follows:

Meeting, Incentive, Convention and Exhibition (MICE) business, representing 61% of total revenue (58% in 2016), generated the revenue of Baht 835 million, slightly increased by 2% or Baht 16 million from the prior year. The big projects of the Company in this business included the 38th Bangkok International Motor Show, the 33rd Thailand International Motor Expo, STARTUP THAILAND 2017, National Science & Technology Fair 2017 and ITU Telecom World 2016.

Event Marketing business, representing 18% of total revenue (21% in 2016), generated the revenue of Baht 243 million, decreased from last year by Baht 58 million as a result of the cancellation and postponement of customers' marketing activities. The big projects of the Company in this business included well-known automobile roadshows.

Knowledge Communication business, representing 19% of total revenue (18% in 2016), generated the revenue of Baht 260 million, increased by 5% from the prior year. The big projects of the company in this business included the exhibition construction at museums and learning centers including Rama IX Museum and the extension of the contract of Mahidol Channel Year 5 with Mahidol University.

Selling and Administrative Expenses

Total selling and administrative expenses were Baht 282 million, no significant change from the prior year (2016: Baht 281 million).

Total selling and administrative expenses consisted of the following:

Staff Expenses

2016	168
2017	165

Staff expenses of Baht 165 million, slightly decreased by 2% year on year and representing 59% of total expenses.

Depreciation and Amortization Expenses

2016	29
2017	24

As at October 31, 2017, the number of headcount was 187 persons, down from 199 persons in 2016. An average staff expense per person remained at the same level as last year.

Directors' remuneration

2016	6
2017	6

Depreciation and amortization expenses were Baht 24 million, decreased by 15% from last year mainly due to the fact that some of the Company's office buildings and improvement were fully depreciated during the year.

Other Expenses

2016	79
2017	87

Directors' remuneration was Baht 6 million in accordance with the approval of shareholders in the annual general meeting held on February 17, 2017.

Net Profit & Profitability

According to the Company's risk management strategy in term of product mix, reducing the revenue reliance from a single industry and/or a single form of service, in 2017 the Company was able to maintain the level of revenue from high gross-profit industries and/or services despite the small revenue decrease, resulting in the improvement of gross profit margin from 23% to 24% in 2017. In addition, total selling and administrative expenses had no significant change from prior year. As a result, the company had net profit for the year 2017 of Baht 46 million, growing more than 29% from last year. Accordingly, the Company had earning per share of Baht 0.206, return on equity of 10%, and assets turnover at 1.5 times.

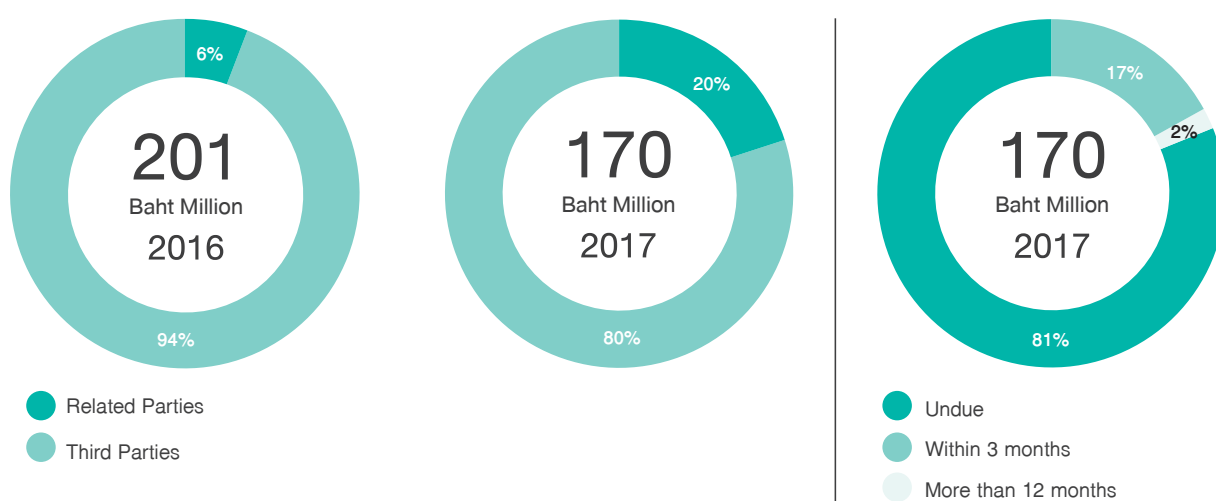
Financial Position in Overview

As at October 31, 2017, the company had total assets of Baht 926 million, increased by 3% from last year. Key components of total assets were total current assets of Baht 712 million and property, plant and equipment of Baht 139 million. Total liabilities as at October 31, 2017 were Baht 466 million, up by 3% when comparing to the prior year. Current liabilities were accounted for around 88% of total liabilities. And shareholders' equity slightly increased to close at Baht 461 million with net book value per share (NBV) at Baht 2.117.

Cash & Cash Equivalent

As at October 31, 2017, the company had cash and cash equivalent of Baht 294 million, significantly increased by 53% year on year as a result of net cash received from operating activities amounting to Baht 163 million net of net cash used in investing and financing activities amounting to Baht 6 million and Baht 55 million respectively. The company considers that such remaining cash balance is sufficient both for using in the normal course of business and for new business investment or acquisition when the opportunity arises.

Trade Accounts Receivable & Other Receivables



Net trade accounts receivable as at October 31, 2017 were Baht 170 million, decreased by 15% year on year. Third party trade accounts receivable were accounted for 80% of net trade accounts receivable. Majority of trade accounts receivable were aged not over 3 months.

Other receivables as at October 31, 2017 were Baht 115 million, increased by 14% from prior year mainly from the increase in withholding tax deducted at source. Withholding tax deducted at source was the key component of other receivables, representing 62% of other receivables. The company is under the process of such tax refund with Revenue Department.

The Gross Amount due from Customers for Contract Works

The gross amount due from customers for contract works is the contract cost incurred and recognized in profit or loss to date less billing amount, advance from customers and allowance for doubtful accounts. The balance as of October 31, 2017 was Baht 80 million.

Investment

As at October 31, 2017, the investment in subsidiaries, associates and joint ventures amounted to Baht 20 million, increased by 20% from last year. This primarily resulted from the improving operating performance of associates of which investment is recorded using equity method.

Property, Plant & Equipment

Property, plant and equipment as at October 31, 2017 amounted to Baht 139 million, decreased by 8% from the prior year.

The major components of property, plant and equipment were land, building and improvement and operating equipments.

Trade Accounts Payable and Other Payables

As at October 31, 2017, the company had trade accounts payable of Baht 176 million and accrued cost of Baht 43 million, totaling Baht 219 million, increased by 33% from the prior year. 95% of trade accounts payable and accrued cost are the balance with third parties.

Other payables as at October 31, 2017 amounted to Baht 183 million, significantly decreased by 15% from the prior year mainly due to the repayment of the deposit received from customers of exhibition fabrication of museum and learning center projects in accordance with the contract condition and the progress of the project. Other key components of other payables were management fee payable to major shareholder, Pico Art International Pte Ltd., amounting to Baht 25 million and accrued expenses of Baht 25 million.

Management Fee

2016	27
------	----

2017	25
------	----

Desposit from Customers

2016	118
------	-----

2017	90
------	----

Accrued Expenses

2016	26
------	----

2017	25
------	----

Others

2016	42
------	----

2017	43
------	----

Employee Benefit Obligation

Employee benefits obligation consisted of post-employment benefit and other long-term benefit. Post-employment benefit is the obligation that the company has to pay the employees upon retirement. Other long-term benefit is, for example, jubilee awards paid to employees upon completion of a certain number of years of service. As at October 31, 2017, the company had employee benefits obligation of Baht 43 million.

Liquidity

The Company continued to retain high liquidity as the current ratio as at October 31, 2017 was 1.7 times, a slight decrease from prior year. The company had a large amount of cash and cash equivalent and the unused line of credit of Baht 304 million. With such high liquidity, the Company would have sufficient fund to make a new investment or merger and acquisition when the opportunities arise.

Capital

The Company's registered share capital comprises ordinary shares and preferred shares.

The preferred shares have the right to receive dividends equal to ordinary shares. The dividend will be calculated from profit earned after the issuance of preferred shares. However, any profit on the appraisal of land, buildings and other assets which existed before the issuance of the preferred shares, will be allocated solely to the ordinary shares.

The preferred shareholders have the right to vote in the shareholder meeting, a ten thousand preferred shares are equivalent to one voting right of an ordinary share. The preferred shares have the right to receive the proportion of their return on investments upon liquidation equal to ordinary shares.

As at October 31, 2017, the company had registered capital of Baht 215,624,775 with Baht 215,624,559 fully paid up, divided into 330,000 preferred shares with the par value of Baht 1 and 215,294,559 ordinary shares with the par value of Baht 1.

Dividend

On February 17, 2017, the Company's 2017 Annual General Meeting of Shareholders resolved to pay the dividend from the operating result of the year ended October 31, 2016 at the amount of Baht 0.15 per share for the total eligible shares of 215,624,559 shares totaling Baht 32,343,684 to the shareholders whose names were listed in the Company's registrar book as at February 1, 2017. The company paid such dividend on March 17, 2017.

Market Financial Information

	SET	MAI	PICO
P/E (times)	19.06	106.13	33.60
P/BV (times)	2.13	2.83	3.26
Dividend Yield (%)	2.70	1.42	2.17

According to the statistic data of SETTRADE as of December 29, 2017, it can be seen that market share price of the Company was greater than book value and the company's dividend yield was above the average market dividend yield of MAI.

Factors Impacting to Business Operation in Future

During the year 2017, Thailand economy has constantly been recovered especially from tourism sector and government spending i.e. infrastructure projects and a lot of stimulus policies. In the year 2018, the constant economy recovery is expected as can be seen from the government stimulus policy plans, on industrial, agricultural and household sectors, that have continuously been announced, together with the global economy that starts to gain the momentum. This would lead to the business growth of all businesses of the Company.

Additionally, Knowledge Communication business of the company is expected to continually grow, partly from the current government policy regarding Thailand education revolution and development, accompanying with the increasing encouragement from both government and private sectors on the potential development of Thai children. In addition, the company has brought the advanced technology to create the digital media and contents for knowledge communication, serving the growing need of digital world.

In term of the long-term strategy, according to the rapid change of advanced technologies, affecting the consumer behaviors in all aspects, the company foresees business risks and opportunities. Thus we have integrated those advanced technology into new business model, consistent with our core strategy "Drive Change", to create new services to effectively respond to customers' need in the changing world.






Information Certification

“The company has prudently reviewed the facts and figures in the above-mentioned report. The company certifies that the said information is complete, accurate, truthful, not misleading or not inadequate in materiality. Furthermore, the company certifies that:

1. The financial statements and related financial information, attached as parts of this annual information, accurately and completely present, in all material respects, the financial position, operating results and cash flows of the company and its subsidiaries.
2. The company is responsible for the fair disclosure system to ensure that the company has accurately and completely disclosed all material information of the company and its subsidiaries, as well as supervising the compliance of the system.
3. The company is responsible for the good internal control system and overseeing the conformity to such system. The company has informed the internal control evaluation as at December 8, 2017 to its auditors and the audit committee. The report included any deficiencies and material changes to the internal control system including the misdeeds which might affect the preparation of the financial statements of the company and its subsidiaries.

In order to ensure the authenticity and the wholeness of all the said documents endorsed by the company, the company instructed Mr. Chaijit TEHASUWANARAT to sign on each and every page of these documents. Should any page of these documents be without Mr. Chaijit TEHASUWANARAT’S signature, the company shall consider that such page (or pages) is not certified by the company.”

Name	Position	Signature
Mr. Pised CHUNGYAMPIN	Director	
Mr. Silchai KIATPAPAN	Director	

Authorized Person	Position	Signature
Mr. Chaijit TEHASUWANARAT	Chief Financial Officer	

Appendix

- [Appendix 1 Details of Directors, Executives, Authorized Persons, & Company Secretary](#)
- [Appendix 2 Details of Directors of the Subsidiaries](#)
- [Appendix 3 Details of Internal Audit Manager](#)
- [Appendix 4 Report of Auditor & Financial Statements](#)

Details of Directors Executives, Authorized Persons & Company Secretary

Name	Age (Yrs)	Appointment Date	Education	% of Holding	5-Year Working Experiences		
					Period	Position	Companies
Mr. Chia Song Heng	65	September 16, 2003	Executive Program, Stanford University - National University of Singapore	-	2003 - Present	Chairman of Board of Directors, Chairman of Nomination Committee, Chairman of Remuneration Committee and Vice Chairman of Executive Committee	Pico (Thailand) PCL
Mr. Pised Chungyampin	63	September 16, 2003	Bachelor's Degree, the Faculty of Architecture, King Mongkut's Institute of Technology Mini MBA, Thammasart University Directors Accreditation Program, Directors Certification Program, Finance for Non-Finance Directors and Role of Chairman Program from Thai Institute of Directors	25.13% (including shares held by close relatives and minor children)	2002 - March 24, 2017 November 1, 2006 - Present	Director Vice Chairman of Board of Directors, Nomination Committee Member, Chairman of Executive Committee*, and Executive Chairman*	Pico Far East Holdings Ltd Pico (Thailand) PCL
Mr. Silchai Kiatpapan	61	September 16, 2003	Bachelor's Degree in Public Health, Mahidol University Directors Accreditation Program, Directors Certification Program and Finance for Non-Finance Directors from Thai Institute of Directors	0.02% (including shares held by close relatives and minor children)	November 1, 2006 - Present	Director, Nomination Committee Member, Executive Committee Member* and Chief Executive Officer	Pico (Thailand) PCL

* Mr. Silchai Kiatpapan was appointed as the new chairman of executive committee of the company, replacing Mr. Pised Chungyampin, who retired from executive chairman and resigned from the chairman of executive committee, effective from November 1, 2017 onwards.

Name	Age (Yrs)	Appointment Date	Education	% of Holding	5-Year Working Experiences		
					Period	Position	Companies
Mr. Yong Choon Kong	64	November 4, 2013	Bachelor's Degree in Economics, Leeds University, England	-	September 5, 2017 - Present	Executive Committee Member	Pico (Thailand) PCL
					November 4, 2013 - Present	Director	Pico (Thailand) PCL
					2010 - Present	Executive Vice President	Pico Far East Holdings Ltd
Ms. Chia Yuan Jiun	44	February 27, 2015	Bachelor of Science in Economics, London School of Economics	-	September 5, 2017 - Present	Executive Committee Member	Pico (Thailand) PCL
					February 27, 2015 - Present	Director	Pico (Thailand) PCL
					February 1, 2016 - Present	Executive Director	Pico Far East Holdings Ltd
					November 1, 2015 - Present	President, Southeast Asia	Pico Art International Pte Ltd.
					November 1, 2008 - October 31, 2015	Managing Director	Pico Art International Pte Ltd.
Mr. Viriya Pholpake	64	September 16, 2003	Bachelor's Degree in Science (Accounting), Kasetsart University	-	September 2, 2005 - Present	Director, Nomination Committee Member, Remuneration Committee Member and Advisor	Pico (Thailand) PCL
			BS. (Computer) University of Central Oklahoma, Oklahoma, USA.				
			Directors Accreditation Program from Thai Institute of Directors				

Name	Age (Yrs)	Appointment Date	Education	% of Holding	5-Year Working Experiences		
					Period	Position	Companies
Mr. Chaiyod Bunyagidj	63	September 16, 2003	Ph.D. in Chemistry, The American University, Washington D.C., USA. Directors Accreditation Program, Audit Committee Program, Improving Board Decision, Improving the Quality of Financial Report, Finance for Non-Finance Directors and Monitoring the System of Internal Control and Risk Management from Thai Institute of Directors	-	2003 - Present	Independent Director, Chairman of Audit Committee, Nomination Committee Member, and Remuneration Committee Member	Pico (Thailand) PCL
					2013 - Present	Advisor to Chief Executive Officer	United Analyst and Engineering Consultant Co., Ltd.
					2012 - 2013	Specialist	Thailand Environment Institute
					1997 - 2012	Vice President	Thailand Environment Institute
Mr. Sern Vithespongse	63	September 16, 2003	Bachelor's Degree in Architecture, Silpakorn University Directors Accreditation Program from Thai Institute of Directors	-	2003 - Present	Independent Director, Audit Committee Member, Nomination Committee Member, and Remuneration Committee Member	Pico (Thailand) PCL
					1992 - Present	Director	Palmer and Turner (Thailand) Ltd.

Name	Age (Yrs)	Appointment Date	Education	% of Holding	5-Year Working Experiences		
					Period	Position	Companies
Mrs. Sasitorn Phongsathorn*	60	September 28, 2005	Bachelor's Degree in Science in Chemical Engineer, Chulalongkorn University Master Degree in Business Administration, Notre Dame de Namur University, California, U.S.A Capital Market Academy, Leader Program, CMA Class 12 Directors Accreditation Program, Directors Certification Program, Financial Institutions Governance Program, and Corporate Governance for Capital Market Intermediaries from Thai Institute of Directors	-	November 17, 2005 - September 15, 2017	Independent Director, Audit Committee Member, Nomination Committee Member, and Remuneration Committee Member	Pico (Thailand) PCL
					April 22, 2009 - Present	Executive Director and President	LH Financial Group PCL
					December 19, 2005 - present	Executive Director and President	Land and Houses Bank PCL
					January 7, 2014 - present	Director	Land and Houses Securities PCL
					January 7, 2014 - present	Director	LandandHousesAdvisoryCo., Ltd.
					February 25, 2015 - present	Director	Land and Houses Fund Management Co., Ltd.
Mr. Manus Manoonchai**	62	October 9, 2017	Master of Science in Accounting, Thammasat University Bachelor of Science in Accounting, Kasetsart University Directors Accreditation Program from Thai Institute of Directors	-	August 2012 - August 2014	Director, Sub - Committee of Building construction Committee, Sub - Committee of Nomination and Corporate Governance Committee and Sub - Committee of Remuneration Committee	The Stock Exchange of Thailand
					October 9, 2017 - Present	Independent Director, Audit Committee Member, Nomination Committee Member, and Remuneration Committee Member	Pico (Thailand) PCL
					Jan 2015 - Dec 2015	Senior Vice President - Acting Country Head of Vietnam Operations	Berli Jucker PCL
					Mar 2014 - Dec 2015	Senior Vice President of Group Administration	Berli Jucker PCL
					Jan 2012 - Dec 2015	Senior Vice President of International Business and Risk Management Committee	Berli Jucker PCL
					Jan 2013 - Feb 2014	Acting Senior Vice President of Technical Supply Chain	Berli Jucker PCL

* Mrs. Sasitorn Phongsathorn resigned from independent director, audit committee member, nomination committee member and remuneration committee member of the Company, effective from September 15, 2017 onwards.

** Mr. Manus Manoonchai was appointed as a new independent director, audit committee member, nomination committee member and remuneration committee member of the Company, replacing Mrs. Sasitorn Phongsathorn, effective from October 9, 2017 onwards.

Name	Age (Yrs)	Appointment Date	Education	% of Holding	5-Year Working Experiences		
					Period	Position	Companies
Mr. Chokchai Vatcharanirunkul	58	August 29, 2003	Bachelor's Degree in Political Science, Ramkhamheang University Master Degree in Arts in Political Science, Ramkhamheang University Directors Accreditation Program from Thai Institute of Directors	0.00%	2001 - Present	Executive Committee Member and Senior Executive Vice President - Event Marketing & Special Projects	Pico (Thailand) PCL
Miss Supaporn Sawangjitt	49	August 29, 2003	Bachelor's Degree in Fine and Applied Art, Chulalongkorn University Directors Accreditation Program from Thai Institute of Directors Stanford - NUS Executive Program in International Management, National University of Singapore	0.00%	2003 - Present	Executive Committee Member and Executive Vice President - Event Marketing	Pico (Thailand) PCL
Mr. Chajit Tehasuwanarat	51	May 1, 2008	Bachelor's Degree in Accounting, University of the Thai Chamber of Commerce International Banking and Finance, University of Birmingham, U.K. Certified Public Accountant Company Secretary Program, Effective Minutes Taking, How to Develop a Risk Management Plan, Successful Formulation & Execution of Strategy and How to Measure the Success of Corporate Strategy from Thai Institute of Directors, Strategic CFO in Capital Markets from Stock Exchange of Thailand	-	May 1, 2008 - Present	Executive Committee Member, Company Secretary* and Chief Financial Officer	Pico (Thailand) PCL

* Please see more details of the responsibilities of company secretary in section of "Corporate Governance"

Details of Directors of the Company, Subsidiaries & Associated Companies

Name	Subsidiaries							Associated Companies			
	Pico (Thailand) PCL	PX System Co., Ltd.	Nox Bangkok Co., Ltd.	Multi Design Co., Ltd.	TCBN Co., Ltd.	FCG Co., Ltd.	2010 Media Co., Ltd.	GKE Joint Venture Co., Ltd.	Andrew Bethell Associates Ltd.	Inkjet Images (Thailand) Co., Ltd.	Ibrix Co., Ltd. FiftyPlus Co., Ltd.
Mr. Chia Song Heng	X, /, //	-	-	-	-	-	-	-	-	-	-
Mr. Pised Chungyampin	X, /, //	-	-	-	-	-	-	-	-	-	/
Mr. Silchai Kiatpapan	/, //	-	-	-	-	-	-	/	/	-	-
Mr. Yong Choon Kong*	/, //	-	-	-	-	-	-	-	-	-	-
Miss Chia Yuan Jiun*	/, //	-	-	-	-	-	-	-	-	-	-
Mr. Viriya Pholpoke	/	-	-	-	-	-	-	-	-	-	-
Mr. Chaiyod Bunyagidj	/	-	-	-	-	-	-	-	-	-	-
Mr. Sem Vithespongse	/	-	-	-	-	-	-	-	-	-	-
Mrs. Sasitorn Phongsathorn**	/	-	-	-	-	-	-	-	-	-	-
Mr. Manus Manoonchai***	/	-	-	-	-	-	-	-	-	-	-
Mr. Chokchai Vatcharanitunkul	//	/	/	-	-	-	-	/	-	/	-
Miss Supaporn Sawangjitt	//	-	/	/	-	-	/	-	-	-	-
Mr. Chajit Tehasuwanarat	//	/	/	/	/	/	/	/	/	-	/

X : Chairman / : Director // : Executive Committee Member

*Mr. Yong Choon Kong and Ms. Chia Yuan Jiun were appointed as the new members of executive committee member of the company, effective from September 5, 2017 onwards.

**Mrs. Sasitorn Phongsathorn resigned from independent director, audit committee member, nomination committee member and remuneration committee member of the Company, effective from September 15, 2017 onwards.

***Mr. Manus Manoonchai was appointed as a new independent director, audit committee member, nomination committee member and remuneration committee member of the Company, replacing Mrs. Sasitorn Phongsathorn, effective from October 9, 2017 onwards.

Details of Directors of the Subsidiaries*

Name list	PX System Co., Ltd.	GKE Joint Venture Co., Ltd
Mr. Silchai Kiatpapan		/
Mr. Choochai Kasemsuk	/	
Mr. Chokchai Vatcharanirunkul	/	/
Mr. Chaijit Tehasuwanarat	/	/
Mr. Pornchai Tangsunawan		/

*Significant subsidiaries which have revenues exceeding 10% of total revenues in consolidated financial statements during the last three fiscal years.

/ : Director

Details of Internal Audit Manager

Name	Age (Yrs)	Appointment Date	Education	Period	Position	Companies	Responsibilities
Mr. Sompoch Sae-Cheunge	48	January 1, 2005	MBA, National Institute of Development Administration BBA in Accounting, Kasetsart University Certified Public Accountant Operation Audit and Risk Based Audit Certification Program, Institute of Internal Audit of Thailand Member of Federation of Accounting Professions under the Royal Patronage of his Majesty the King	January 1, 2005 - Present	Internal Audit Manager	Pico (Thailand) PCL	Internal Audit Charter : Establish the statement of objectives, authorities, role and responsibilities of internal audit function and acceptance by Audit Committee Annual Audit Plan : Perform risk assessment by discussion with department managers, management, Chief Executive Officer to understand current operation and management concerns and Development of strategic internal audit plan and acceptance by Audit Committee Internal Audit Execution : Detailed work to evaluate internal controls of each area as agreed by management and issuance of report on results of findings and recommendations for improvement and Perform ad-hoc project based on Audit Committee's requirement or business issues Administrative Works : Prepare performances review to Audit Committee meeting on a quarterly basis and Prepare progress of internal audit work to be presented to Audit Committee in the meeting



INDEPENDENT AUDITOR'S REPORT

To the Shareholders of PICO (THAILAND) PUBLIC COMPANY LIMITED

Opinion

I have audited the accompanying consolidated and separate financial statements of PICO (THAILAND) PUBLIC COMPANY LIMITED, ITS SUBSIDIARIES AND JOINTLY CONTROLLED ENTITIES and of PICO (THAILAND) PUBLIC COMPANY LIMITED which comprise the consolidated and separate statements of financial position as at October 31, 2017, and the consolidated and separate statements of comprehensive income, consolidated and separate statements of changes in equity and consolidated and separate statements of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In my opinion, the accompanying consolidated and separate financial statements present fairly, in all material respects, the financial position of PICO (THAILAND) PUBLIC COMPANY LIMITED, ITS SUBSIDIARIES AND JOINTLY CONTROLLED ENTITIES and of PICO (THAILAND) PUBLIC COMPANY LIMITED as at October 31, 2017 and their financial performance and cash flows for the year then ended in accordance with Thai Financial Reporting Standards.

Basis for Opinion

I conducted my audit in accordance with Thai Standards on Auditing. My responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated and Separate Financial Statements section of my report. I am independent of the Group in accordance with the Federation of Accounting Professions under the Royal Patronage of his Majesty the King's Code of Ethics for Professional Accountants together with the ethical requirements that are relevant to my audit of the consolidated and separate financial statements, and I have fulfilled my other ethical responsibilities in accordance with these requirements. I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my opinion.

Key Audit Matters

Key audit matters are those matters that, in my professional judgment, were of most significance in my audit of the consolidated and separate financial statements of the current period. These matters were addressed in the context of my audit of the consolidated and separate financial statements as a whole, and in forming my opinion thereon, and I do not provide a separate opinion on these matters.

Key Audit Matters included Auditing Procedures are as follows:

Revenue from services recognition

As stated in note to financial statements No. 3.1, revenue from services recognition by the percentage of completion method by calculating percentage of total cost incurred as at financial reporting date and comparing with total anticipated contract cost. The accuracy and completion of total anticipated contract cost is depended upon judgment of the Management in considering factors and various variables such as work delay, increasing and decreasing of work, the accuracy of anticipated of cost until work completed which effect on the accuracy of revenue recognition under the percentage of completed works.

Therefore, I have considered as Key Audit Matter.

I have been assured relating to revenue recognition of the percentage of completion work by:

- Understanding and assessing internal control relating to contract work that recognized by the percentage of completion method and total anticipated contract cost.

- Testing significant control system and preparation total anticipated contract cost.
- Comparing actual cost incurred with anticipated cost in order to consider the effect on completed cost of work under the contract including examining the stage of completed work for recording revenue recognition.
- Inspecting the accuracy of anticipated cost adjustment until work completed.
- Inspecting evidence of works delivered to customer whether receiving revenue from services is properly close to completion works.
- Sending confirmation request for checking the contract value, completion works delivered and completion works receivable or outstanding.

Other Information

Management is responsible for the other information. The other information comprises information in the annual report of the Group, but does not include the consolidated and separate financial statements and my auditor's report thereon. The annual report of the Group is expected to be made available to me after the date of this auditor's report.

My opinion on the consolidated and separate financial statements does not cover the other information and I do not and will not express any form of assurance conclusion thereon.

In connection with my audit of the consolidated and separate financial statements, my responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the financial statements or my knowledge obtained in the audit, or otherwise appears to be materially misstated.

When I read the annual report of the Group, if I conclude that there is a material misstatement therein, I am required to communicate the matter to those charged with governance for correction of the misstatement.

Responsibilities of Management and Those Charged with Governance for the Consolidated and Separate Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated and separate financial statements in accordance with Thai Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated and separate financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated and separate financial statements, management is responsible for assessing the Group's and the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Group's financial reporting process.

Auditor's Responsibilities for the Audit of the Consolidated and Separate Financial Statements

My objectives are to obtain reasonable assurance about whether the consolidated and separate financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes my opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Thai Standards on Auditing will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated and separate financial statements.

As part of an audit in accordance with Thai Standards on Auditing, I exercise professional judgment and maintain professional skepticism throughout the audit. I also:

- Identify and assess the risks of material misstatement of the consolidated and separate financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for my opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's and the Company's ability to continue as a going concern. If I conclude that a material uncertainty exists, I am required to draw attention in my auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated and separate financial statements, including the disclosures, and whether the consolidated and separate financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. I am responsible for the direction, supervision and performance of the group audit. I remain solely responsible for my audit opinion.

I communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that I identify during my audit.

I also provide those charged with governance with a statement that I have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on my independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, I determine those matters that were of most significance in the audit of the consolidated and separate financial statements of the current period and are therefore the key audit matters. I describe these matters in my auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, I determine that a matter should not be communicated in my report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

D I A INTERNATIONAL AUDIT CO., LTD.



(Miss Suphaphorn Mangjit)
C.P.A. (Thailand)
Registration No. 8125

December 8, 2017

STATEMENTS OF FINANCIAL POSITION

AS AT OCTOBER 31, 2017

Unit : Baht

	Notes	CONSOLIDATED		SEPARATE	
		2017	2016	2017	2016
ASSETS					
CURRENT ASSETS					
Cash and cash equivalents	4.1	293,751,438	192,137,857	146,028,742	55,549,005
Current Investments	5	322,936	320,084	-	-
Trade accounts receivable and other receivables	6, 23	285,010,683	302,237,410	239,386,432	292,990,320
The gross amount due from customers for contract work	7, 23	79,593,681	130,762,507	67,604,507	125,993,869
Deferred cost of the rendering of services	8, 23	53,602,493	82,031,288	44,448,061	67,585,630
Total Current Assets		712,281,231	707,489,146	497,467,742	542,118,824
NON-CURRENT ASSETS					
Investments in subsidiaries, associated companies and Joint Ventures	9, 23	20,497,761	17,028,414	58,131,047	58,131,047
Other long-term investments	10	3,868,362	3,971,951	2,398,800	2,398,800
Property, plant and equipment	11	138,976,670	150,369,426	131,410,203	140,928,839
Intangible assets	13	9,985,281	11,376,842	7,069,056	7,650,400
Deferred tax assets	24	10,242,215	8,676,677	8,226,573	7,205,396
Other non-current assets		30,589,103	1,853,419	698,900	687,900
Total Non-Current Assets		214,159,392	193,276,729	207,934,579	217,002,382
TOTAL ASSETS		926,440,623	900,765,875	705,402,321	759,121,206

Notes to the financial statements form an integral part of these statements

STATEMENTS OF FINANCIAL POSITION (CONTINUED)

AS AT OCTOBER 31, 2017

Unit : Baht

	Notes	CONSOLIDATED		SEPARATE	
		2017	2016	2017	2016
LIABILITIES AND SHAREHOLDERS' EQUITY					
CURRENT LIABILITIES					
Bank overdrafts and short-term loans from financial institutions	14	4,000,000	23,000,000	-	20,000,000
Trade accounts payable and other payables	15, 23	401,364,073	377,711,272	225,790,700	263,536,184
Current portion of liabilities under finance lease	16	2,967,271	2,050,687	2,967,271	2,050,687
Accrued corporate income tax		187,860	-	-	-
Total Current Liabilities		408,519,204	402,761,959	228,757,971	285,586,871
NON-CURRENT LIABILITIES					
Liabilities under finance lease	16	6,438,345	2,898,848	6,438,345	2,898,848
Employee benefit obligations	17	42,825,380	39,439,836	32,556,947	31,403,916
Deferred tax liabilities	24	7,843,476	7,843,476	7,843,476	7,843,476
Total Non - Current Liabilities		57,107,201	50,182,160	46,838,768	42,146,240
TOTAL LIABILITIES		465,626,405	452,944,119	275,596,739	327,733,111

Notes to the financial statements form an integral part of these statements

STATEMENTS OF FINANCIAL POSITION (CONTINUED)

AS AT OCTOBER 31, 2017

Unit : Baht

	Notes	CONSOLIDATED		SEPARATE	
		2017	2016	2017	2016
LIABILITIES AND SHAREHOLDERS' EQUITY (CONTINUED)					
SHAREHOLDERS' EQUITY					
SHARE CAPITAL	18				
Authorized share capital					
330,000 preferred shares of Baht 1 each		330,000	330,000	330,000	330,000
215,294,775 ordinary shares of Baht 1 each,		215,294,775	215,294,775	215,294,775	215,294,775
		215,624,775	215,624,775	215,624,775	215,624,775
Issued and paid-up share capital					
330,000 preferred shares of Baht 1 each, fully paid		330,000	330,000	330,000	330,000
215,294,559 ordinary shares of Baht 1 each, fully paid		215,294,559	215,294,559	215,294,559	215,294,559
		215,624,559	215,624,559	215,624,559	215,624,559
PREMIUM ON SHARE					
Premium on ordinary shares		101,250,000	101,250,000	101,250,000	101,250,000
RETAINED EARNINGS					
Appropriated					
Legal reserve	19	21,562,478	21,562,478	21,562,478	21,562,478
Unappropriated		85,969,809	73,508,189	59,994,642	61,577,155
Other components of shareholders' equity		31,399,905	31,382,564	31,373,903	31,373,903
Equity attributable to owners of the parent		455,806,751	443,327,790	429,805,582	431,388,095
Non-controlling interests		5,007,467	4,493,966	-	-
TOTAL SHAREHOLDERS' EQUITY		460,814,218	447,821,756	429,805,582	431,388,095
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		926,440,623	900,765,875	705,402,321	759,121,206

Notes to the financial statements form an integral part of these statements

PICO (THAILAND) PUBLIC COMPANY LIMITED, ITS SUBSIDIARIES AND JOINTLY CONTROLLED ENTITIES

STATEMENTS OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED OCTOBER 31, 2017

Unit : Baht					
	Notes	CONSOLIDATED		SEPARATE	
		2017	2016	2017	2016
Revenues from the rendering of services	23	1,373,479,439	1,403,912,250	1,057,592,394	1,220,527,208
Costs of the rendering of services	23	(1,045,931,938)	(1,078,151,371)	(815,051,133)	(969,281,489)
Gross profit		327,547,501	325,760,879	242,541,261	251,245,719
Dividend income	23	1,350,586	2,146,565	8,042,223	9,686,527
Other income	23	5,592,825	3,778,962	6,152,189	5,944,528
Profit before expenses		334,490,912	331,686,406	256,735,673	266,876,774
Selling expenses	23	(20,137,290)	(16,984,539)	(22,028,453)	(17,500,276)
Administrative expenses	23	(262,091,513)	(264,336,292)	(198,215,749)	(203,309,499)
Total expenses		(282,228,803)	(281,320,831)	(220,244,202)	(220,809,775)
Profit (Loss) before financial costs and income tax expense		52,262,109	50,365,575	36,491,471	46,066,999
Financial costs		(624,992)	(2,305,935)	(492,076)	(1,556,149)
Share of profit (loss) from investments using the equity method		4,753,170	(129,442)	-	-
Profit (Loss) before income tax		56,390,287	47,930,198	35,999,395	44,510,850
Income tax expenses	24	(10,242,696)	(12,260,237)	(6,213,592)	(9,257,028)
PROFIT (LOSS) FOR THE PERIOD		46,147,591	35,669,961	29,785,803	35,253,822
Other comprehensive income					
<i>Other comprehensive income to be reclassified to profit or loss in subsequent periods:</i>					
Exchange differences on translation of financial statements in foreign currency - net of income tax		17,341	3,294	-	-
<i>Other comprehensive income that not to be reclassified to profit or loss in subsequent periods:</i>					
Changes in asset revaluation surplus - net of income tax		-	6,000,000	-	6,000,000
Actuarial gains (losses) - net of income tax	17, 24	407,373	-	975,368	-
TOTAL OTHER COMPREHENSIVE INCOME (LOSS)		424,714	6,003,294	975,368	6,000,000
TOTAL COMPREHENSIVE INCOME (LOSS)		46,572,305	41,673,255	30,761,171	41,253,822
PROFIT (LOSS) ATTRIBUTABLE TO					
Equity holders of the parent		44,279,705	34,627,351	29,785,803	35,253,822
Non-controlling interests		1,867,886	1,042,610	-	-
		46,147,591	35,669,961	29,785,803	35,253,822
TOTAL COMPREHENSIVE INCOME (LOSS) ATTRIBUTABLE TO					
Equity holders of the parent		44,822,645	40,630,645	30,761,171	41,253,822
Non-controlling interests		1,749,660	1,042,610	-	-
		46,572,305	41,673,255	30,761,171	41,253,822
BASIC EARNINGS (LOSSES) PER SHARE (BAHT)	22	0.206	0.161	0.138	0.164
WEIGHTED AVERAGE NUMBER OF ORDINARY SHARES (SHARES)					
		215,294,559	215,294,559	215,294,559	215,294,559

Notes to the financial statements form an integral part of these statements

PICO (THAILAND) PUBLIC COMPANY LIMITED, ITS SUBSIDIARIES AND JOINTLY CONTROLLED ENTITIES

CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

FOR THE YEAR ENDED OCTOBER 31, 2017

Equity attributable to the parent's shareholders													Unit : Baht
	Notes	Issued and paid-up share capital		Premium on share capital	Retained Earnings		Translation adjustments	Land revaluation surplus	Total other components of shareholders' equity	Equity attributable to shareholders of the Company	Non-controlling interests	Total shareholders' equity	
		Preferred shares	Ordinary shares		Appropriated Legal reserve	Unappropriated							
Balance as at November 1, 2015		330,000	215,294,559	101,250,000	19,521,517	88,359,201	5,367	25,373,903	25,379,270	450,134,547	4,631,894	454,766,441	
Dividend paid	21, 23	-	-	-	-	(47,437,402)	-	-	-	(47,437,402)	(1,180,538)	(48,617,940)	
Profit (Loss) for the period		-	-	-	-	34,627,351	-	-	-	34,627,351	1,042,610	35,669,961	
Other comprehensive income		-	-	-	-	-	3,294	6,000,000	6,003,294	6,003,294	-	6,003,294	
Legal reserve	19	-	-	-	2,040,961	(2,040,961)	-	-	-	-	-	-	
Ending balance, October 31, 2016		330,000	215,294,559	101,250,000	21,562,478	73,508,189	8,661	31,373,903	31,382,564	443,327,790	4,493,966	447,821,756	
Balance as at November 1, 2016		330,000	215,294,559	101,250,000	21,562,478	73,508,189	8,661	31,373,903	31,382,564	443,327,790	4,493,966	447,821,756	
Dividend paid	21, 23	-	-	-	-	(32,343,684)	-	-	-	(32,343,684)	(1,236,159)	(33,579,843)	
Profit (Loss) for the period		-	-	-	-	44,279,705	-	-	-	44,279,705	1,867,886	46,147,591	
Other comprehensive income		-	-	-	-	525,599	17,341	-	17,341	542,940	(118,226)	424,714	
Ending balance, October 31, 2017		330,000	215,294,559	101,250,000	21,562,478	85,969,809	26,002	31,373,903	31,399,905	455,806,751	5,007,467	460,814,218	

Notes to the financial statements form an integral part of these statements

PICO (THAILAND) PUBLIC COMPANY LIMITED, ITS SUBSIDIARIES AND JOINTLY CONTROLLED ENTITIES
SEPARATE STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

FOR THE YEAR ENDED OCTOBER 31, 2017

										Unit : Baht
Notes	Issued and paid-up share capital		Premium on share capital	Retained Earnings		Land revaluation surplus	Total other components of shareholders' equity		Total shareholders' equity	
	Preferred shares	Ordinary shares	Ordinary shares	Appropriated Legal reserve	Unappropriated		of shareholders' equity	of shareholders' equity		
Balance as at November 1, 2015	330,000	215,294,559	101,250,000	19,521,517	75,801,697	25,373,903	25,373,903	437,571,676		
Dividend paid	-	-	-	-	(47,437,403)	-	-	(47,437,403)		
Profit (Loss) for the period	-	-	-	-	35,253,822	-	-	35,253,822		
Other comprehensive income	-	-	-	-	-	6,000,000	6,000,000	6,000,000		
Legal reserve	-	-	-	2,040,961	(2,040,961)	-	-	-		
Ending balance, October 31, 2016	330,000	215,294,559	101,250,000	21,562,478	61,577,155	31,373,903	31,373,903	431,388,095		
Balance as at November 1, 2016	330,000	215,294,559	101,250,000	21,562,478	61,577,155	31,373,903	31,373,903	431,388,095		
Dividend paid	-	-	-	-	(32,343,684)	-	-	(32,343,684)		
Profit (Loss) for the period	-	-	-	-	29,785,803	-	-	29,785,803		
Other comprehensive income	-	-	-	-	975,368	-	-	975,368		
Ending balance, October 31, 2017	330,000	215,294,559	101,250,000	21,562,478	59,994,642	31,373,903	31,373,903	429,805,582		

Notes to the financial statements form an integral part of these statements

PICO (THAILAND) PUBLIC COMPANY LIMITED, ITS SUBSIDIARIES AND JOINTLY CONTROLLED ENTITIES

STATEMENTS OF CASH FLOWS

FOR THE YEAR ENDED OCTOBER 31, 2017

Unit : Baht

	Notes	CONSOLIDATED		SEPARATE	
		2017	2016	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES					
Profit (Loss) before income tax expenses		56,390,287	47,930,198	35,999,395	44,510,850
Adjustments for:					
Employee benefit expenses		4,203,761	3,914,740	2,681,241	2,729,486
Depreciation and amortization		28,980,654	33,654,215	22,607,777	26,971,291
Doubtful accounts and bad debt		909,346	2,953,638	909,346	2,953,638
Write off withholding tax deducted at source		14,810	351,558	14,810	131,927
Loss from impairment of investment		103,589	234,185	-	-
(Profits) losses on sale of fixed assets		(1,203,210)	(654,569)	(963,937)	(654,569)
Loss on disposal of fixed assets		10	128	1	21
Unrealized (gain) loss on exchange rate		(665)	(52,617)	(665)	(52,617)
Dividend income		(1,183,920)	(1,479,900)	(8,042,222)	(9,686,527)
Share of losses (profits) from investments using the equity method		(4,761,013)	129,442	-	-
Interest expenses		624,992	2,305,935	492,076	1,556,149
Profit from operations before changes in operating assets and liabilities		84,078,641	89,286,953	53,697,822	68,459,649
Operating assets (increase) decrease					
Current investments		(2,852)	(3,457)	-	-
Trade accounts receivable and other receivables		26,164,939	(78,013,651)	60,565,652	(46,000,536)
The gross amount due from customers for contract work		50,259,480	199,041,005	57,480,016	54,982,975
Deferred cost of the rendering of services		28,428,795	(45,757,145)	23,137,568	(31,080,054)
Other non-current assets		(28,735,685)	114,827	(11,000)	(672,500)
Operating liabilities increase (decrease)					
Trade accounts payable and other payables		23,537,101	(64,038,527)	(37,610,381)	(9,854,775)
Employee benefit obligations		(309,000)	(254,800)	(309,000)	(235,200)
Cash received (paid for) from operations		183,421,419	100,375,205	156,950,677	35,599,559

Notes to the financial statements form an integral part of these statements

PICO (THAILAND) PUBLIC COMPANY LIMITED, ITS SUBSIDIARIES AND JOINTLY CONTROLLED ENTITIES

STATEMENTS OF CASH FLOWS (CONTINUED)

FOR THE YEAR ENDED OCTOBER 31, 2017

Unit : Baht

	Notes	CONSOLIDATED		SEPARATE	
		2017	2016	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES (CONTINUED)					
Interest paid		(624,992)	(2,305,935)	(492,076)	(1,556,149)
Refunds of income taxes		12,741,258	15,305,611	11,111,599	13,462,786
Income tax paid		(32,833,434)	(36,369,409)	(26,719,987)	(28,378,673)
Net cash provided by (used in) operating activities		162,704,251	77,005,472	140,850,213	19,127,523
CASH FLOWS FROM INVESTING ACTIVITIES					
Cash payment for purchase of fixed assets		(8,056,440)	(15,697,755)	(4,688,686)	(10,228,111)
Cash payment for purchase of intangible assets		(1,046,500)	(2,167,115)	(976,500)	(1,396,840)
Cash received from sale of fixed assets		1,228,065	654,579	988,785	654,579
Cash received from sale of investments		-	65,815	-	-
Purchase of other investments		-	(189,800)	-	-
Dividend received		591,960	1,479,900	9,186,528	20,180,163
Dividend received from investments using the equity method		1,291,666	1,566,665	-	-
Net cash provided by (used in) investing activities		(5,991,249)	(14,287,711)	4,510,127	9,209,791
CASH FLOWS FROM FINANCING ACTIVITIES					
Cash received (paid) for bank overdrafts and short-term loan from financial institutions		(19,000,000)	15,000,000	(20,000,000)	20,000,000
Cash payment for liabilities under finance lease		(2,536,919)	(2,382,017)	(2,536,919)	(2,382,017)
Dividend paid		(32,343,684)	(47,437,403)	(32,343,684)	(47,437,403)
Dividend paid non-controlling interests of the subsidiaries		(1,236,159)	(1,180,538)	-	-
Net cash provided by (used in) financing activities		(55,116,762)	(35,999,958)	(54,880,603)	(29,819,420)
Increase (Decrease) in cash and cash equivalents		101,596,240	26,717,803	90,479,737	(1,482,106)
Translation adjustments		17,341	3,294	-	-
Net increase (decrease) in cash and cash equivalents		101,613,581	26,721,097	90,479,737	(1,482,106)
Cash and cash equivalents as at the beginning of period		192,137,857	165,416,760	55,549,005	57,031,111
Cash and cash equivalents as at the end of period	4.1	293,751,438	192,137,857	146,028,742	55,549,005

Notes to the financial statements form an integral part of these statements

PICO (THAILAND) PUBLIC COMPANY LIMITED, ITS SUBSIDIARIES AND JOINTLY CONTROLLED ENTITIES

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED OCTOBER 31, 2017

1. OPERATIONS OF THE COMPANY AND ITS SUBSIDIARIES

Pico (Thailand) Public Company Limited is a public company incorporated and domiciled in Thailand. The information of business and locations of the Company and its subsidiaries are as follows:

Name	Registered date	Business type	Location
Pico (Thailand) Public Company Limited	March 27, 1992	Design and fabrication of exhibition booths for trade exhibition organizers, company showrooms and shop counters, interiors for museums, theme park and visitor centers	10 Soi Lasalle 56 Sukhumvit Rd., Kwang Bangna, Khet Bangna, Bangkok
Direct subsidiaries			
PX System Company Limited	February 23, 1995	Rental of equipment and contractor on the trade exhibition standard booths	12 Soi Lasalle 56 Sukhumvit Rd., Kwang Bangna, Khet Bangna, Bangkok
Nox Bangkok Company Limited	March 12, 1996	Specialized event marketing management for clients with exclusive and/or specific target market audience	10 Soi Lasalle 56 Sukhumvit Rd., Kwang Bangna, Khet Bangna, Bangkok
Multi Designs Company Limited	April 19, 1995	Trade exhibition and interior design	10 Soi Lasalle 56 Sukhumvit Rd., Kwang Bangna, Khet Bangna, Bangkok
TCBN Company Limited	February 25, 2010	Production and distribution of TV programs, Cable TV programs, Satellite TV programs, TV programs on internet in the education area	10 Soi Lasalle 56 Sukhumvit Rd., Kwang Bangna, Khet Bangna, Bangkok
FCG Company Limited	June 10, 2010	Production and distribution of TV programs, Cable TV programs, Satellite TV programs, TV programs on internet in the education area	10 Soi Lasalle 56 Sukhumvit Rd., Kwang Bangna, Khet Bangna, Bangkok
Andrew Bethell Associates Limited	February 4, 2011	Educational media distribution	1 st Floor Bristol & West House, 100 Crossbrook Street, Cheshunt, Herts EN8 8JJ
2010 Media Company Limited	March 16, 2010	Providing Museum design and decoration services including all kinds of exhibition design and fabrication and other related business	18 Soi Lasalle 56 Sukhumvit Rd., Kwang Bangna, Khet Bangna, Bangkok
Indirect subsidiaries			
GKE Joint Venture Company Limited	November 2, 2012	Providing Museum design and decoration services including all kinds of exhibition design and fabrication and other related business	18 Soi Lasalle 56 Sukhumvit Rd., Kwang Bangna, Khet Bangna, Bangkok

The major shareholder of Pico (Thailand) Public Company Limited is Pico Art International Pte Ltd. which was incorporated in Singapore. The Company became listed on the Market for Alternative Investment on April 20, 2004.

2. BASIS OF PREPARATION AND PRESENTATION OF CONSOLIDATED AND SEPARATE FINANCIAL STATEMENTS

2.1 The financial statements have been prepared in accordance with Thai Financial Reporting Standards enunciated under the Accounting Professions Act B.E. 2547 and their presentation has been made in compliance with the stipulations of the notification of the Department of Business Development, the Ministry of Commerce dated September 28, 2011, regarding the condensed form which should be included in the financial statements B.E. 2554 and the regulation of the Securities and Exchange Commission regarding preparation and presentation the financial report under the Securities and Exchange Act B.E. 2535.

The financial statements in Thai language are the official statutory financial statements of the Company. The financial statements in English language have been translated from the Thai language financial statements.

The financial statements have been prepared on a historical cost basis for measuring the components of financial statements except where otherwise disclosed in the accounting policies.

2.2 Basis of consolidation

a) The consolidated financial statements incorporate the financial statements of Pico (Thailand) Public Company Limited, its subsidiary companies and the jointly-controlled entities as follows:

	Country of incorporation	Currency	Paid-up share capital		Percentage of shareholding by the group	
			2017	2016	2017	2016
					Percent	Percent
Direct subsidiaries						
PX System Company Limited	Thailand	Baht	11,000,000	11,000,000	90.00	90.00
Nox Bangkok Company Limited	Thailand	Baht	10,000,000	10,000,000	99.99	99.99
Multi Designs Company Limited	Thailand	Baht	4,000,000	4,000,000	59.99	59.99
TCBN Company Limited	Thailand	Baht	10,000,000	10,000,000	99.99	99.99
FCG Company Limited	Thailand	Baht	3,000,000	3,000,000	99.99	99.99
Andrew Bethell Associates Limited.	England	Pound sterling	100	100	75.00	75.00
2010 Media Company Limited.	Thailand	Baht	5,000,000	5,000,000	99.99	99.99
Indirect subsidiaries						
GKE Joint Venture Company Limited.	Thailand	Baht	5,000,000	5,000,000	98.99	98.99

The subsidiaries are these companies in which the company group has both direct and indirect shareholding and has significant control of their operations.

The Company is deemed to have control over an investee or subsidiaries if it has rights, or is exposed, to variable returns from its involvement with the investee, and it has the ability to direct the activities that affect the amount of its returns.

2. BASIS OF PREPARATION AND PRESENTATION OF CONSOLIDATED AND SEPARATE FINANCIAL STATEMENTS (CONTINUED)

2.2 Basis of consolidation (Continued)

- b) Subsidiaries are fully consolidated as from the date of acquisition, being the date on which the Company obtains control, and continue to be consolidated until the effective date when such control ceases.
- c) The financial statements of the subsidiaries and the joint ventures are prepared for the same reporting period as the Company, using consistent significant accounting policies.
- d) The financial statements of overseas subsidiaries are translated into Thai Baht at the exchange rate ruling at the statements of financial position date as to assets and liabilities and at the average exchange rate for the year as to revenues and expenses. The resultant differences are shown under the caption of “Exchange differences on translation of financial statements in foreign currency” in other comprehensive income.
- e) Material balances and transactions between the Company and its subsidiaries, investment in subsidiaries and shareholder & equity of subsidiaries have been eliminated from the consolidated financial statements.
- f) Non-controlling interests represent the portion of profit or loss and net assets of the subsidiaries that are not held by the Company and are presented separately in the consolidated profit or loss and within equity in the consolidated statement of financial position.

2.3 The separate financial statements, which present investments in subsidiaries and joint ventures under the cost method, have been prepared solely for the benefit of the public.

2.4 The financial statements of the overseas subsidiaries for the year ended October 31, 2017 included in the consolidated financial statements were prepared by the management of such subsidiary and have not been audited by its auditors. Its aggregate assets as at October 31, 2017 were approximately Baht 0.38 million or 0.04 % of total assets in the consolidated financial statements.

2.5 New and revised financial reporting standard

During the year, the Company, its subsidiaries and jointly-controlled entities have adopted the revised and new financial reporting standards and accounting treatment guidance issued by the Federation of Accounting Professions which become effective for fiscal years beginning on or after 1 January 2016. These financial reporting standards were aimed at alignment with the corresponding International Financial Reporting Standards, with most of the changes directed towards revision of wording and terminology, and provision of interpretations and accounting guidance to users of standards. The adoption of these financial reporting standards does not have any significant impact on the Company, its subsidiaries and jointly-controlled entities' financial statements.

2.6 Financial Reporting Standards issued and revised which will be effective in the future

The Federation of Accounting Profession has issued the Notifications regarding Thai Financial Reporting Standards (TFRSs), which are effective for the financial statements for the periods beginning on or after January 1, 2017 onwards, as follows:

2. BASIS OF PREPARATION AND PRESENTATION OF CONSOLIDATED AND SEPARATE FINANCIAL STATEMENTS (CONTINUED)

2.6 Financial Reporting Standards issued and revised which will be effective in the future (Continued)

Thai Accounting Standards	Contents
TAS 1 (revised 2016)	Presentation of Financial Statements
TAS 2 (revised 2016)	Inventories
TAS 7 (revised 2016)	Statement of Cash Flows
TAS 8 (revised 2016)	Accounting Policies, Changes in Accounting Estimates and Errors
TAS 10 (revised 2016)	Events After the Reporting Period
TAS 11 (revised 2016)	Construction Contracts
TAS 12 (revised 2016)	Income Taxes
TAS 16 (revised 2016)	Property, Plant and Equipment
TAS 17 (revised 2016)	Leases
TAS 18 (revised 2016)	Revenue
TAS 19 (revised 2016)	Employee Benefits
TAS 20 (revised 2016)	Accounting for Government Grants and Disclosure of Government Assistance
TAS 21 (revised 2016)	The Effects of Changes in Foreign Exchange Rates
TAS 23 (revised 2016)	Borrowing Costs
TAS 24 (revised 2016)	Related Party Disclosures
TAS 26 (revised 2016)	Accounting and Reporting by Retirement Benefit Plans
TAS 27 (revised 2016)	Separate Financial Statements
TAS 28 (revised 2016)	Investments in Associates and Joint Venture
TAS 29 (revised 2016)	Financial Reporting in Hyperinflationary Economics
TAS 33 (revised 2016)	Earnings per Share
TAS 34 (revised 2016)	Interim Financial Reporting
TAS 36 (revised 2016)	Impairment of Assets
TAS 37 (revised 2016)	Provisions, Contingent Liabilities and Contingent Assets
TAS 38 (revised 2016)	Intangible Assets
TAS 40 (revised 2016)	Investment Property
TAS 41 (revised 2016)	Agriculture
TAS 104 (revised 2016)	Accounting for Troubled Debt Restructuring
TAS 105 (revised 2016)	Accounting for Investments in Debt and Equity Securities
TAS 107 (revised 2016)	Financial Instruments Disclosure and Presentation.

2. BASIS OF PREPARATION AND PRESENTATION OF CONSOLIDATED AND SEPARATE FINANCIAL STATEMENTS (CONTINUED)

2.6 Financial Reporting Standards issued and revised which will be effective in the future (Continued)

Thai Financial Reporting Standards	Contents
TFRS 2 (Revised 2016)	Share-Based Payments
TFRS 3 (Revised 2016)	Business Combinations
TFRS 4 (Revised 2016)	Insurance Contracts
TFRS 5 (Revised 2016)	Non-current Assets Held for Sale and Discontinued Operations
TFRS 6 (Revised 2016)	Exploration for and Evaluation of Mineral Resources
TFRS 8 (Revised 2016)	Operating Segments
TFRS 10 (Revised 2016)	Consolidated Financial Statements
TFRS 11 (Revised 2016)	Joint Arrangements
TFRS 12 (Revised 2016)	Disclosure of Interests in Other Entities
TFRS 13 (Revised 2016)	Fair Value Measurement
Thai Accounting Standard Interpretations	Contents
TSIC 10 (Revised 2016)	Government Assistance - No Specific Relation to Operating Activities
TSIC 15 (Revised 2016)	Operating Leases - Incentives
TSIC 25 (Revised 2016)	Income Taxes - Changes in the Tax Status of an Entity or its Shareholders
TSIC 27 (Revised 2016)	Evaluating the Substance of Transactions Involving the Legal Form of a Lease
TSIC 29 (Revised 2016)	Service Concession Arrangements: Disclosures
TSIC 31 (Revised 2016)	Revenue - Barter Transactions Involving Advertising Services
TSIC 32 (Revised 2016)	Intangible Assets - Web Site Costs
Thai Financial Reporting Standard Interpretations	Contents
TFRIC 1 (Revised 2016)	Changes in Existing Decommissioning, Restoration and Similar Liabilities
TFRIC 4 (Revised 2016)	Determining Whether an Arrangement Contains a Lease
TFRIC 5 (Revised 2016)	Rights to Interests arising from Decommissioning, Restoration and Environmental Rehabilitation Funds
TFRIC 7 (Revised 2016)	Applying the Restatement Approach under TAS 29 (Revised 2016) Financial Reporting in Hyperinflationary Economies
TFRIC 10 (Revised 2016)	Interim Financial Reporting and Impairment
TFRIC 12 (Revised 2016)	Service Concession Arrangements
TFRIC 13 (Revised 2016)	Customer Loyalty Programmers
TFRIC 14 (Revised 2016)	TAS 19 (Revised 2016) Employee Benefits - The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction
TFRIC 15 (Revised 2016)	Agreements for the Construction of Real Estate
TFRIC 17 (Revised 2016)	Distributions of Non - cash Assets to Owners
TFRIC 18 (Revised 2016)	Transfers of Assets from Customers
TFRIC 20 (Revised 2016)	Stripping Costs in the Production Phase of a Surface Mine
TFRIC 21 (Revised 2016)	Levies

The Company and subsidiaries have no plan to adopt and apply such financial reporting standards before effective date and has expected that there is no material impact to financial statements in the effective period.

2. BASIS OF PREPARATION AND PRESENTATION OF CONSOLIDATED AND SEPARATE FINANCIAL STATEMENTS (CONTINUED)

2.7 The preparation of financial statements in conformity with Thai Financial Reporting Standards also requires the Company's management to exercise judgments in order to determine the accounting policies, estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expense during the reporting period. Although, these estimates are based on management's reasonable consideration of current events, actual results may differ from these estimates.

3. SIGNIFICANT ACCOUNTING POLICIES

The summary of significant accounting policies

3.1 Revenues and expenses recognition

Service income is recognized by the percentage of completion method. The percentage of completion is measured by the proportion of actual costs incurred up to the end of the year and total anticipated contract cost.

Revenues from organizing trade shows, exhibitions and entertainment events are recognized on the opening date of the events.

Revenues from rendering of services relating to knowledge communication business are recognized according to works delivered to customers and presented by net amount of directly related transactions from subsidiaries.

Rental income recognized according to the duration of the lease and the rate determined in the contract.

Dividend income is recognized as income when the dividends are declared.

Other income and expenses are recognized on an accrual basis.

3.2 Cash and cash equivalents

Cash and cash equivalents consist of cash on hand and deposits at banks and all highly liquid investments with an original maturity of 3 months or less and not subject to withdrawal restrictions.

3.3 Investments in debt securities

Investments in debt securities expected to be held to maturity are recorded at amortized cost. The difference between the acquisition cost and redemption value of such debt securities is amortized using the effective interest rate method over the period to maturity.

3.4 Allowance for doubtful accounts

Allowance for doubtful accounts is provided at the estimated collection losses on receivables based on the Company's collection experience together with a review of the financial position of each debtor.

3.5 Deferred cost of the rendering of services

Deferred cost of the rendering of services represents costs incurred relating to services and presents as invoice amount.

Deferred cost of the rendering of other services, which are not organizing trade shows, exhibitions and entertainment events, is recognized as cost of the rendering of services when service is rendered following the agreement made with customers.

Deferred cost of the rendering for organizing trade shows, exhibitions and entertainment events is recognized on opening date of the events.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

3.6 Investments in subsidiaries, associates, joint ventures and other companies

Investments in subsidiaries, associates, joint ventures and other companies are accounted for in the separate financial statements using the cost method net of allowance for impairment loss (if any).

Investments in associates and joint ventures are accounted for in the consolidated financial statements using the equity method.

Investments in other companies are general investments stated at cost.

3.7 Property, plant and equipment

Land is stated at the revalued amount.

The Company and its subsidiaries have a policy of carrying the revaluation of land used in operations every 3 years by the independent appraisers.

If a revaluation results in an increase in value, the revaluation increase is recognized to other comprehensive income and accumulated in equity under the heading "revaluation surplus". In case it represents the reversal of a revaluation decrease of the same asset previously recognized as an expense, the revaluation increase would be recognized in profit or loss not greater than the amount of expense previously recognized.

A decrease arising as a result of a revaluation is recognized in profit or loss to the extent that it exceeds any amount previously credited to the revaluation surplus relating to the same asset.

Building and equipment are stated at cost less accumulated depreciation and allowance for loss on impairment of assets (if any).

Depreciation of building and equipment is calculated by reference to their costs on the straight-line basis over the following estimated useful lives:

Buildings and building improvement	6 - 20 years
Operating equipment	3 - 5 years
Others	3 - 5 years

Depreciation is included in profit or loss.

No depreciation is provided for land, construction in progress and equipment under installation.

An item of property, plant and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on disposal of an asset is included in profit or loss when the assets is derecognized.

3.8 Intangible assets

Intangible assets, consisting of computer software and copyright, are stated at cost less accumulated amortization and impairment loss (if any).

Amortization is calculated on the straight-line basis over the estimated useful life of 3 - 10 years.

3.9 Related party transactions

Related parties comprise enterprises and individuals that control, or are controlled by, the Company and its subsidiaries, whether directly or indirectly, or which are under common control with the Company and its subsidiaries.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

3.9 Related party transactions (Continued)

Related parties also include associated companies and individuals which directly or indirectly own a voting interest in the Company and its subsidiaries that gives them significant influence over the Company and its subsidiaries, key management personnel, directors and officers with authority in the planning and direction of the Company and its subsidiaries' operations.

3.10 Long-term leases

Finance lease

Leases of assets which transfer substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are capitalized at the lower of the fair value of the leased assets and the present value of the minimum lease payments. The outstanding rental obligations, net of finance charges, are included in other long-term payables, while the interest element is charged to profit or loss over the lease period. The asset acquired under finance leases is depreciated over the useful life of the asset.

Operating lease

Leases of assets which do not transfer substantially all the risks and rewards of ownership are classified as operating leases. Operating lease payments are recognized as an expense in profit or loss on a straight-line basis over the lease term. When an operating lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognized as an expense in the period in which termination takes place.

3.11 Foreign currency transactions

Transactions denominated in foreign currencies during the year are translated into Thai Baht at the rates of exchange prevailing at the transaction dates. All balances of monetary assets and liabilities denominated in foreign currencies at the statements of financial position date are translated into Thai Baht at the exchange rates announced by the Bank of Thailand at that date.

Gains or losses on foreign exchange are recognized as income or expense in profit or loss.

3.12 Impairment of assets

At each reporting date, the Company and its subsidiaries performs impairment reviews in respect of the plant and equipment and intangible assets whenever events or changes in circumstances indicate that an asset may be impaired. An impairment loss is recognized when the recoverable amount of an asset, which is the higher of the asset's fair value less costs to sell and its value in use, is less than the carrying amount.

An impairment loss is recognized in profit or loss. However, in cases where assets were previously revalued and the revaluation increase was taken to equity under "revaluation surplus", a part of such impairment would be recognized in equity up to the amount of the previously recognized revaluation surplus. Any excess amount is recognized as an expense in profit or loss.

In the assessment of asset impairment if there is any indication that previously recognized impairment losses may no longer exist or may have decreased, the Company and its subsidiaries estimates the asset's recoverable amount. A previously recognized impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognized. The increased carrying amount of the asset attributable to a reversal of an impairment loss shall not exceed the carrying amount that would have been determined had no impairment loss been recognized for the asset in prior years. Such reversal is recognized in profit or loss.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

3.13 Employee benefits

Short-term employee benefits

Salaries, wages, bonuses and contributions to the social security fund are recognized as expenses as incurred.

Post-employment benefits

Defined contribution plans

The Company and its subsidiaries and their employees have jointly established a provident fund in accordance with the Provident Fund Act B.E. 2530. The fund is monthly contributed by employees and by the Company and subsidiaries. The fund's assets are held in a separate trust fund and the Company and its subsidiaries' contributions are recognized as expenses as incurred.

Defined benefit plans

The Company and its subsidiaries have obligations in respect of the severance payments it must make to employees upon retirement under labor law. The Company and its subsidiaries treat these severance payment obligations as a defined benefit plan.

The obligation under the defined benefit plan is determined by a professionally qualified independent actuary based on actuarial techniques, using the projected unit credit method.

Actuarial gains and losses arising from post-employment benefits are recognized immediately in other comprehensive income.

Other long-term employee benefits

Certain employees of the Company and its subsidiaries are entitled to jubilee awards. Jubilee awards are paid to employees upon completion of a certain number of years of service.

The obligation of other long-term employee benefits is determined by a professionally qualified independent actuary based on actuarial techniques, using the projected unit credit method.

Actuarial gains and losses arising from other long-term employee benefits are recognized immediately in profit or loss.

3.14 Provisions

Provisions are recognized when the Company and its subsidiaries have a present obligation as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

3.15 Fair value measurement

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between buyer and seller (market participants) at the measurement date. The Company and its subsidiaries apply a quoted market price in an active market to measure their assets and liabilities that are required to be measured at fair value by relevant financial reporting standards. Except in case of no active market of an identical asset or liability or when a quoted market price is not available, the Company and its subsidiaries measure fair value using valuation technique that are appropriate in the circumstances and maximises the use of relevant observable inputs related to assets and liabilities that are required to be measured at fair value.

3.16 Significant accounting judgments and estimates

The preparation of financial statements in conformity with Financial Reporting Standard also requires the Company's and subsidiaries' management to exercise judgments in order to determine the accounting policies, estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expense during the reporting year. Although, these estimates are based on management's reasonable consideration of current events, actual results may differ from these estimates.

Significant judgments and estimates are allowance for doubtful accounts, depreciation, amortization, deferred tax assets and post-employment benefits under defined benefit plans.

3.17 Income tax

Income tax expense represents the sum of corporate income tax currently payable and deferred tax.

Current income tax

Current income tax is provided in the accounts at the amount expected to be paid to the taxation authorities, based on taxable profits determined in accordance with tax legislation.

Deferred income tax

Deferred income tax is provided on temporary differences between the tax bases of assets and liabilities and their carrying amounts at the end of each reporting period, using the tax rates enacted at the end of the reporting period.

The Company and its subsidiaries recognize deferred tax liabilities for all taxable temporary differences while they recognize deferred tax assets for all deductible temporary differences and tax losses carried forward to the extent that it is probable that future taxable profit will be available against which such deductible temporary differences and tax losses carried forward can be utilized.

At each reporting date, the Company and its subsidiaries review and reduce the carrying amount of deferred tax assets to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilized.

The Company and its subsidiaries record deferred tax directly to shareholders' equity if the tax relates to items that are recorded directly to shareholders' equity.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

3.18 Basic earnings (loss) per share

Basic earnings (loss) per share are calculated by dividing income for the year attributable to the parent company after cash dividend or dividend, which has been declared for preferred shares, by the weighted average number of ordinary shares outstanding during the year.

4. SUPPLEMENTARY DISCLOSURE OF CASH FLOWS INFORMATION AND CASH EQUIVALENTS

4.1 Cash and cash equivalents consist of cash on hand and all types of deposits at financial institutions with original maturities of three months or less and current investments with original maturities of three months or less but exclude deposits at financial institutions used as collateral. Cash and cash equivalents as at October 31, 2017 and 2016 are as follows:

Unit : Baht				
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Cash and deposits at financial institutions	293,751,438	192,137,857	146,028,742	55,549,005
Total	293,751,438	192,137,857	146,028,742	55,549,005

4.2 Non-cash transactions

Fixed assets and intangible assets payable are as follows:

Unit : Baht				
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Fixed assets and intangible assets payable brought forward	398,788	3,810,837	398,788	2,275,498
Purchases of fixed assets and intangible assets	16,221,208	17,152,821	12,532,651	12,448,241
<u>Less</u> Cash payments for purchase of fixed assets and intangible assets	(9,102,940)	(17,864,870)	(5,665,186)	(11,624,951)
Purchases of fixed assets by hire-purchasing agreement	(6,993,000)	(2,700,000)	(6,993,000)	(2,700,000)
Fixed assets and intangible assets payable carried forward	524,056	398,788	273,253	398,788

4.3 Land revaluation surplus

Unit : Baht				
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Land revaluation surplus brought forward	39,217,379	31,717,379	39,217,379	31,717,379
Increasing in land valuation for the year	-	7,500,000	-	7,500,000
Land revaluation surplus carried forward	39,217,379	39,217,379	39,217,379	39,217,379

5. CURRENT INVESTMENTS

As at October 31, 2017 and 2016, the subsidiaries have current deposits due on maturity date as follows:

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Current deposits due on maturity date	322,936	320,084	-	-

6. TRADE ACCOUNTS RECEIVABLE AND OTHER RECEIVABLES

6.1 Trade accounts receivable and other receivables as at October 31, 2017 and 2016 are as follows:

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Trade accounts receivable				
- Related parties (See Note 23)	34,873,682	12,859,743	30,305,726	25,516,268
- Others	140,822,981	193,756,073	114,446,507	177,796,793
Total trade accounts receivable	175,696,663	206,615,816	144,752,233	203,313,061
Less Allowance for doubtful accounts	(5,243,000)	(5,243,000)	(5,243,000)	(5,243,000)
Total trade accounts receivable - net	170,453,663	201,372,816	139,509,233	198,070,061
Other receivables				
- Other receivable related parties (See Note 23)	539,256	42,666	6,465,333	5,436,075
- Prepaid expenses	6,839,135	4,389,672	5,513,674	3,502,199
- Advance payment	3,910,292	3,829,323	2,287,675	2,126,299
- Dividend receivable	591,960	-	7,875,556	9,019,862
- Withholding tax deducted at source	71,114,809	62,759,660	61,635,166	53,520,200
- Deferred input vat	10,951,172	8,124,725	6,255,207	6,508,855
- Others	20,610,396	21,718,548	9,844,588	14,806,769
Total other receivables	114,557,020	100,864,594	99,877,199	94,920,259
Total trade accounts receivable and other receivables - net	285,010,683	302,237,410	239,386,432	292,990,320

6.2 Analysis of trade accounts receivable aging is as follows:

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Related parties				
Undue	25,553,588	8,512,417	19,935,476	21,168,942
Overdue				
Within 3 months	6,430,588	1,975,726	7,480,744	1,975,726
Between 3 and 6 months	106,400	171,600	106,400	171,600
More than 12 months	2,783,106	2,200,000	2,783,106	2,200,000
Total Trade accounts receivable related parties	34,873,682	12,859,743	30,305,726	25,516,268

6. TRADE ACCOUNTS RECEIVABLE AND OTHER RECEIVABLES (CONTINUED)

6.2 Analysis of trade accounts receivable aging is as follows: (Continued)

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Others				
Undue	112,112,068	132,609,093	90,462,282	128,921,902
Overdue				
Within 3 months	21,793,809	34,886,970	18,564,203	24,139,247
Between 3 and 6 months	-	19,362,400	-	19,362,400
Between 6 and 12 months	53,500	1,524,366	53,500	-
More than 12 months	6,863,604	5,373,244	5,366,522	5,373,244
	140,822,981	193,756,073	114,446,507	177,796,793
<u>Less</u> Allowance for doubtful accounts	(5,243,000)	(5,243,000)	(5,243,000)	(5,243,000)
Total trade accounts receivable others - net	135,579,981	188,513,073	109,203,507	172,553,793
Total trade accounts receivable - net	170,453,663	201,372,816	139,509,233	198,070,061

7. THE GROSS AMOUNT DUE FROM CUSTOMERS FOR CONTRACT WORK

The gross amount due from customers for contract work is as follows:

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
The gross amount due from customers for contract work				
- Related parties (See Note 23)	3,233,380	3,270,206	3,233,380	3,270,206
- Others	76,360,301	127,492,301	64,371,127	122,723,663
Total	79,593,681	130,762,507	67,604,507	125,993,869

8. DEFERRED COST OF THE RENDERING OF SERVICE

Deferred cost of the rendering of services consists of cost of services related to event marketing, exhibition, museum exhibits, knowledge communication, and others. Deferred cost of the rendering of service as at October 31, 2017 and 2016 is as follows:

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Deferred cost of the rendering of services				
- Related parties (See Note 23)	61,058	52,100	13,633,490	17,663,758
- Others	53,541,435	81,979,188	30,814,571	49,921,872
Total	53,602,493	82,031,288	44,448,061	67,585,630

9. INVESTMENTS IN SUBSIDIARIES, ASSOCIATED COMPANIES AND JOINT VENTURE

Investments in associated companies using the equity method for the consolidated financial statements and investments in subsidiaries, associated companies and joint venture using cost method for the separate financial statements (See Note 23) are as follows:

COMPANY'S NAME	BUSINESS TYPE	PORTION OF INVESTMENTS						CONSOLIDATED FINANCIAL STATEMENTS			SEPARATE FINANCIAL STATEMENTS		
		PAID-UP CAPITAL			%			EQUITY METHOD			COST METHOD		
		Currency	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	
Direct subsidiaries													
PX System Company Limited	Rental of equipment and contractor on the trade exhibition standard booths	Baht	11,000,000	11,000,000	90.00	90.00	90.00	-	-	-	12,750,714	12,750,714	
Nox Bangkok Company Limited	Specialized event marketing management for clients with exclusive and/or specific target market audience	Baht	10,000,000	10,000,000	99.99	99.99	99.99	-	-	-	10,298,600	10,298,600	
Multi Designs Company Limited	Trade exhibition and interior design	Baht	4,000,000	4,000,000	59.99	59.99	59.99	-	-	-	2,520,000	2,520,000	
TCBN Company Limited	Production and distribution of TV programs, Cable TV programs, Satellite TV programs, TV programs on internet in the education area	Baht	10,000,000	10,000,000	99.99	99.99	99.99	-	-	-	9,999,700	9,999,700	
FCG Company Limited	Production and distribution of TV programs, Cable TV programs, Satellite TV programs, TV programs on internet in the education area	Baht	3,000,000	3,000,000	99.99	99.99	99.99	-	-	-	2,999,700	2,999,700	
Andrew Bethell Associates Limited	Dissemination of educational media	GBP	100	100	75.00	75.00	75.00	-	-	-	971,000	971,000	
2010 Media Company Limited	Providing Museum design and decoration services including all kinds of exhibition design and fabrication	Baht	5,000,000	5,000,000	99.99	99.99	99.99	-	-	-	4,999,800	4,999,800	

9. INVESTMENTS IN SUBSIDIARIES, ASSOCIATED COMPANIES AND JOINT VENTURE (CONTINUED)

Unit : Baht

COMPANY'S NAME	BUSINESS TYPE	PORTION OF INVESTMENTS			CONSOLIDATED FINANCIAL STATEMENTS			SEPARATE FINANCIAL STATEMENTS		
					PAID-UP CAPITAL			EQUITY METHOD		
		Currency	2017	2016	2017	2016	2017	2016	2017	2016
Indirect subsidiaries										
(held by 2010 Media Company Limited)										
GKE Joint Venture Company Limited	Providing Museum design and decoration services including all kinds of exhibition design and fabrication	Baht	5,000,000	5,000,000	98.99	98.99	-	-	-	-
Associated companies - Direct										
Inkjet Images (Thailand) Company Limited	Design and printing of advertising banner	Baht	6,000,000	6,000,000	22.22	22.22	6,957,431	5,174,923	3,922,033	3,922,033
Ibrix Company Limited	Trade exhibition and interior design	Baht	5,000,000	5,000,000	40.00	40.00	1,299,712	809,531	1,999,800	1,999,800
FiftyPlus Asia Co., Ltd.	Exhibition, event marketing, Organizer, publication, media and Other related businesses	Baht	15,000,000	15,000,000	45.00	45.00	-	-	6,749,700	6,749,700
Associated company - Indirect										
(Equity held by PX System Company Limited)										
U-Rent Company Limited	Furniture and equipment rental	Baht	2,000,000	2,000,000	22.50	22.50	11,382,995	10,225,014	-	-
Joint Ventures										
Joint Venture of group of consultant project A-Seven Pico	Design for museum	Baht	2,300,000	2,300,000	40.00	40.00	857,623	818,946	920,000	920,000
Total investments in subsidiaries, associated companies and Joint Ventures							20,497,761	17,028,414	58,131,047	58,131,047

10. OTHER LONG-TERM INVESTMENTS

Other long-term investments are as follows:

COMPANY'S NAME	BUSINESS TYPE	Unit : Baht							
		PAID-UP CAPITAL		PORTION OF INVESTMENTS		CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
		Currency	2017	2016	%	2017	2016	2017	2016
COST METHOD									
Other company									
Asia Exhibition Services Co., Ltd.	Service and coordination	Baht	12,000,000	12,000,000	19.99	19.99	2,398,800	2,398,800	2,398,800
Other company - Indirect (Equity held by PX System Company Limited)									
UTEX Services Co., Ltd.*	Electricity system installation	Baht	5,000,000	5,000,000	4.23	4.23	1,265,384	1,265,384	-
A Plus Utility Management Co., Ltd.	Electricity system installation	Baht	5,000,000	5,000,000	19.73	19.73	1,279,762	1,279,762	-
UTEX North Co., Ltd.**	Electricity system installation	Baht	1,100,000	1,100,000	12.73	12.73	140,000	140,000	-
(Equity held by Multi Designs Company Limited)									
MET Joint Venture Co., Ltd.***	Providing Museum design and decoration services including all kinds of exhibition design and fabrication	Baht	1,000,000	1,000,000	18.98	18.98	189,800	-	-
Total long term investments									
Less Allowance for impairment loss - UTEX Services Co., Ltd.*							5,273,746	5,273,746	2,398,800
Allowance for impairment loss - UTEX North Co., Ltd. **							(1,265,384)	(1,161,795)	-
							(140,000)	(140,000)	-
Total long term investments - net									
							3,868,362	3,971,951	2,398,800

* On July 31, 2017, UTEX Services Co., Ltd. has stopped its operation. As a result, the Company considered to record the allowance for impairment loss for the full amount of the investment.

** On March 31, 2016, UTEX North Co., Ltd. has stopped its operation. As a result, the Company considered to record the allowance for impairment loss for the full amount of the investment.

*** On November 9, 2015, Multi Design Co., Ltd. invested in common share of MET Joint Venture Co., Ltd. acquired 1,898 common shares of MET Joint Venture Co., Ltd., accounted for 18.98% of total registered and paid-up capital. at Baht 100 per share, totaling Baht 189,800.

11. PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment consist of the following:

Unit : Baht

CONSOLIDATED FINANCIAL STATEMENTS					
	Balance as at November 1, 2016	Additions	Disposals	Transfer in (out)	Balance as at October 31, 2017
Cost and appraisal value:					
Land - at cost	15,782,621	-	-	-	15,782,621
Land - appraisal increase	39,217,379	-	-	-	39,217,379
Land improvement	445,025	-	-	-	445,025
Improvements from the lease of land	727,602	-	-	-	727,602
Buildings and improvement	123,362,720	-	-	656,000	124,018,720
Vehicles	20,438,842	9,515,000	(3,299,000)	-	26,654,842
Office equipments	19,626,638	444,786	(73,112)	-	19,998,312
Computers	40,543,360	2,028,832	(225,618)	-	42,346,574
Tools and machineries	3,043,353	14,033	-	-	3,057,386
Office furniture	14,983,240	1,139,546	(9,844)	-	16,112,942
Operating equipments	73,308,586	1,746,510	(891,070)	-	74,164,026
Total cost and appraisal value	351,479,366	14,888,707	(4,498,644)	656,000	362,525,429
Accumulated depreciation:					
Land improvement	(445,024)	-	-	-	(445,024)
Improvements from the lease of land	(727,595)	-	-	-	(727,595)
Buildings and improvement	(65,062,085)	(7,204,301)	-	-	(72,266,386)
Vehicles	(14,386,807)	(3,383,654)	3,298,998	-	(14,471,463)
Office equipments	(14,983,271)	(1,467,616)	60,609	-	(16,390,278)
Computers	(32,990,495)	(4,987,057)	213,263	-	(37,764,289)
Tools and machineries	(3,036,089)	(5,610)	891,063	-	(2,150,636)
Office furniture	(11,654,198)	(1,390,019)	9,841	-	(13,034,376)
Operating equipments	(58,197,376)	(8,125,336)	-	-	(66,322,712)
Total accumulated depreciation	(201,482,940)	(26,563,593)	4,473,774	-	(223,572,759)
Assets under construction	373,000	307,000	-	(656,000)	24,000
Property, plant and equipment - net	150,369,426				138,976,670

11. PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

Unit : Baht

CONSOLIDATED FINANCIAL STATEMENTS					
	Balance as at November 1, 2015	Additions	Disposals	Transfer in (out)	Balance as at October 31, 2016
Cost and appraisal value:					
Land - at cost	15,782,621	-	-	-	15,782,621
Land - appraisal increase	31,717,379	7,500,000	-	-	39,217,379
Land improvement	445,025	-	-	-	445,025
Improvements from the lease of land	727,602	-	-	-	727,602
Buildings and improvement	121,542,370	20,350	-	1,800,000	123,362,720
Vehicles	20,087,842	2,700,000	(2,349,000)	-	20,438,842
Office equipments	17,904,154	3,256,369	(1,533,885)	-	19,626,638
Computers	38,721,393	3,467,867	(1,645,900)	-	40,543,360
Tools and machineries	3,039,344	4,009	-	-	3,043,353
Office furniture	14,409,141	574,099	-	-	14,983,240
Operating equipments	70,423,075	2,885,511	-	-	73,308,586
Total cost and appraisal value	334,799,946	20,408,205	(5,528,785)	1,800,000	351,479,366
Accumulated depreciation:					
Land improvement	(445,024)	-	-	-	(445,024)
Improvements from the lease of land	(716,939)	(10,656)	-	-	(727,595)
Buildings and improvement	(54,665,048)	(10,397,037)	-	-	(65,062,085)
Vehicles	(13,652,997)	(3,082,809)	2,348,999	-	(14,386,807)
Office equipments	(14,462,939)	(2,054,160)	1,533,828	-	(14,983,271)
Computers	(28,722,034)	(5,914,281)	1,645,820	-	(32,990,495)
Tools and machineries	(3,029,091)	(6,998)	-	-	(3,036,089)
Office furniture	(10,167,637)	(1,486,561)	-	-	(11,654,198)
Operating equipments	(49,960,523)	(8,236,853)	-	-	(58,197,376)
Total accumulated depreciation	(175,822,232)	(31,189,355)	5,528,647	-	(201,482,940)
Assets under construction	-	2,173,000	-	(1,800,000)	373,000
Property, plant and equipment - net	158,977,714				150,369,426

Depreciation for the year:	
2017	26,563,593
2016	31,189,355

Cost of fully depreciated fixed assets still in use:	
2017 The gross carrying amount (before deducting accumulated depreciation)	152,347,458
2016 The gross carrying amount (before deducting accumulated depreciation)	139,189,987

11. PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

Unit : Baht

SEPARATE FINANCIAL STATEMENTS					
	Balance as at November, 1 2016	Additions	Disposals	Transfer in (out)	Balance as at October 31, 2017
Cost and appraisal value:					
Land - at cost	15,782,621	-	-	-	15,782,621
Land - appraisal increase	39,217,379	-	-	-	39,217,379
Land improvement	445,025	-	-	-	445,025
Improvements from the lease of land	727,602	-	-	-	727,602
Buildings and improvement	119,688,249	-	-	656,000	120,344,249
Vehicles	19,815,843	9,515,000	(3,299,000)	-	26,031,843
Office equipments	17,146,625	117,787	(73,112)	-	17,191,300
Computers	31,879,428	1,606,285	(79,064)	-	33,406,649
Tools and machineries	217,936	14,033	-	-	231,969
Office furniture	13,290,220	17,046	(9,844)	-	13,297,422
Operating equipments	23,012,131	-	-	-	23,012,131
Total cost and appraisal value	281,223,059	11,270,151	(3,461,020)	656,000	289,688,190
Accumulated depreciation:					
Land improvement	(445,024)	-	-	-	(445,024)
Land appraisal increase	(727,595)	-	-	-	(727,595)
Buildings and improvement	(61,387,627)	(7,204,301)	-	-	(68,591,928)
Vehicles	(13,770,964)	(3,376,853)	3,298,998	-	(13,848,819)
Office equipments	(12,777,455)	(1,295,806)	60,609	-	(14,012,652)
Computers	(25,757,311)	(4,043,581)	66,718	-	(29,734,174)
Tools and machineries	(214,677)	(4,274)	-	-	(218,951)
Office furniture	(10,358,119)	(807,401)	9,841	-	(11,155,679)
Operating equipments	(15,228,448)	(4,338,717)	-	-	(19,567,165)
Total accumulated depreciation	(140,667,220)	(21,070,933)	3,436,166	-	(158,301,987)
Assets under construction	373,000	307,000	-	(656,000)	24,000
Property, plant and equipment - net	140,928,839				131,410,203

11. PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

Unit : Baht

SEPARATE FINANCIAL STATEMENTS					
	Balance as at November, 1 2015	Additions	Disposals	Transfer in (out)	Balance as at October 31, 2016
Cost and appraisal value:					
Land - at cost	15,782,621	-	-	-	15,782,621
Land - appraisal increase	31,717,379	7,500,000	-	-	39,217,379
Land improvement	445,025	-	-	-	445,025
Improvements from the lease of land	727,602	-	-	-	727,602
Buildings and improvement	117,867,899	20,350	-	1,800,000	119,688,249
Vehicles	19,464,843	2,700,000	(2,349,000)	-	19,815,843
Office equipments	15,083,197	3,074,974	(1,011,546)	-	17,146,625
Computers	29,507,657	2,676,588	(304,817)	-	31,879,428
Tools and machineries	217,936	-	-	-	217,936
Office furniture	12,788,230	501,990	-	-	13,290,220
Operating equipments	23,012,131	-	-	-	23,012,131
Total cost and appraisal value	266,614,520	16,473,902	(3,665,363)	1,800,000	281,223,059
Accumulated depreciation:					
Land improvement	(445,024)	-	-	-	(445,024)
Land appraisal increase	(716,939)	(10,656)	-	-	(727,595)
Buildings and improvement	(50,990,590)	(10,397,037)	-	-	(61,387,627)
Vehicles	(13,101,670)	(3,018,293)	2,348,999	-	(13,770,964)
Office equipments	(11,851,430)	(1,937,552)	1,011,527	-	(12,777,455)
Computers	(21,244,098)	(4,818,018)	304,805	-	(25,757,311)
Tools and machineries	(210,017)	(4,660)	-	-	(214,677)
Office furniture	(9,555,179)	(802,940)	-	-	(10,358,119)
Operating equipments	(10,877,844)	(4,350,604)	-	-	(15,228,448)
Total accumulated depreciation	(118,992,791)	(25,339,760)	3,665,331	-	(140,667,220)
Assets under construction	-	2,173,000	-	(1,800,000)	373,000
Property, plant and equipment - net	147,621,729				140,928,839
Depreciation for the year:					
2017					21,070,933
2016					25,339,760
Cost of fully depreciated fixed assets still in use:					
2017 The gross carrying amount (before deducting accumulated depreciation)					108,516,985
2016 The gross carrying amount (before deducting accumulated depreciation)					98,976,739

12. ASSET REVALUATION

Land of the Company is stated at the revalued amount.

During the year ended October 31, 1994, land was appraised by independent appraiser and the revaluation increase was shown as land revaluation surplus under shareholders' equity. Subsequently the land was re-appraised by the independent appraiser on July 31, 2000 and the decline in value of Baht 5.3 million was deducted from land revaluation surplus.

On August 9, 2005, such land was re-appraised by the independent appraiser and additional surplus in value of Baht 18.7 million was included in land revaluation surplus.

On July 21, 2010, such land was re-appraised by the independent appraiser and additional surplus in value of Baht 1.3 million was included in land revaluation surplus.

On September 25, 2013, such land was re-appraised by the independent appraiser using replacement cost approach and additional surplus in value of Baht 2.5 million was included in land revaluation surplus.

On October 31, 2016, such land was re-appraised by the independent appraiser using replacement cost approach and additional surplus in value of Baht 7.5 million was included in land revaluation surplus.

13. INTANGIBLE ASSETS

Intangible assets consist of the following:

CONSOLIDATED FINANCIAL STATEMENTS					
	Balance as at November 1, 2016	Additions	Disposals	Transfer in (Out)	Balance as at October 31, 2017
Cost :					
Computer software	25,505,105	920,500	-	-	26,425,605
Total	25,505,105	920,500	-	-	26,425,605
Accumulated amortization :					
Computer software	(14,348,263)	(2,417,061)	-	-	(16,765,324)
Total accumulated amortization	(14,348,263)	(2,417,061)	-	-	(16,765,324)
Intangible assets under transfer	220,000	105,000	-	-	325,000
Intangible assets - net	11,376,842				9,985,281

13. INTANGIBLE ASSETS (CONTINUED)

Unit : Baht

CONSOLIDATED FINANCIAL STATEMENTS					
	Balance as at November 1, 2015	Additions	Disposals	Transfer in (Out)	Balance as at October 31, 2016
Cost :					
Computer software	23,653,490	1,851,615	-	-	25,505,105
Total	23,653,490	1,851,615	-	-	25,505,105
Accumulated amortization :					
Computer software	(11,883,404)	(2,464,859)	-	-	(14,348,263)
Total accumulated amortization	(11,883,404)	(2,464,859)	-	-	(14,348,263)
Intangible assets under transfer	-	220,000	-	-	220,000
Intangible assets - net	11,770,086				11,376,842
Amortization for the year:					
2017					2,417,061
2016					2,464,859
Cost of fully amortized intangible assets still in use:					
2017 The gross carrying amount (before deducting accumulated amortization)					4,997,928
2016 The gross carrying amount (before deducting accumulated amortization)					3,490,458

Unit : Baht

SEPARATE FINANCIAL STATEMENTS					
	Balance as at November 1, 2016	Additions	Disposals	Transfer in (Out)	Balance as at October 31, 2017
Cost :					
Computer software	18,091,346	850,500	-	-	18,941,846
Total	18,091,346	850,500	-	-	18,941,846
Accumulated amortization :					
Computer software	(10,660,946)	(1,536,844)	-	-	(12,197,790)
Total accumulated amortization	(10,660,946)	(1,536,844)	-	-	(12,197,790)
Intangible assets under transfer	220,000	105,000	-	-	325,000
Intangible assets - net	7,650,400				7,069,056

13. INTANGIBLE ASSETS (CONTINUED)

Unit : Baht

SEPARATE FINANCIAL STATEMENTS					
	Balance as at November 1, 2015	Additions	Disposals	Transfer in (Out)	Balance as at October 31, 2016
Cost :					
Computer software	17,010,006	1,081,340	-	-	18,091,346
Total	17,010,006	1,081,340	-	-	18,091,346
Accumulated amortization :					
Computer software	(9,029,415)	(1,631,531)	-	-	(10,660,946)
Total accumulated amortization	(9,029,415)	(1,631,531)	-	-	(10,660,946)
Intangible assets under transfer	-	220,000	-	-	220,000
Intangible assets - net	7,980,591				7,650,400
Amortization for the year:					
2017					1,536,844
2016					1,631,531
Cost of fully amortized intangible assets still in use:					
2017 The gross carrying amount (before deducting accumulated amortization)					3,979,442
2016 The gross carrying amount (before deducting accumulated amortization)					2,575,772

14. BANK OVERDRAFTS AND SHORT-TERM LOAN FROM FINANCIAL INSTITUTIONS

The Company and its subsidiaries have unused credit facilities for bank overdraft and short-term loan as follows:

Unit : Million Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	Credit facilities	Unused credit Facilities	Credit facilities	Unused credit Facilities
2017	308	304	275	275
2016	370	347	337	317

As at October 31, 2017, such credit facilities have interest rates at minimum overdraft rate (MOR) - 1.90 to 0.00% per annum and at minimum lender rate (MLR) - 2.75 to 1.75% per annum.

As at October 31, 2016, such credit facilities have interest rates at minimum overdraft rate (MOR) - 1.50 to 0.00% per annum and at minimum lender rate (MLR) - 1.75 to 0.00 % per annum.

As at October 31, 2017 and 2016, the Company has agreements to guarantee loans of its subsidiaries under overdrafts facilities from local banks, totaling Baht 53 million.

15. TRADE ACCOUNT PAYABLE AND OTHER PAYABLES

Trade accounts payable and other accounts payable are as follows:

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Trade accounts payable				
- Related parties (See Note 23)	7,322,189	6,178,531	8,834,547	13,320,843
- Others	168,236,523	102,411,300	93,711,285	94,808,387
Accrued cost				
- Related parties (See Note 23)	3,435,399	4,100,221	5,175,439	6,698,477
- Others	39,831,853	51,262,999	32,541,462	47,644,895
Total trade accounts payable	218,825,964	163,953,051	140,262,733	162,472,602
Other payables				
- Other payables related parties (Note 23)	24,629,007	27,424,820	24,629,007	27,424,820
- Accrued expenses related parties (Note 23)	-	-	685,000	220,000
- Accrued expenses	25,344,618	25,538,788	19,526,511	21,442,435
- Deposit from customer related parties (Note 23)	-	-	11,181,580	16,688,036
- Deposit from customer	90,058,468	118,498,598	1,287,416	509,345
- The gross amount due to customers for contract work	4,816,246	7,842,011	4,435,698	7,515,042
- Deferred output vat	12,924,328	15,508,367	9,840,573	13,633,829
- Others	24,765,442	18,945,637	13,942,182	13,630,075
Total other payables	182,538,109	213,758,221	85,527,967	101,063,582
Total trade accounts payable and other payables	401,364,073	377,711,272	225,790,700	263,536,184

16. LIABILITIES UNDER FINANCE LEASE

Details of assets leased under finance lease are as follows :

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Motors vehicle	18,637,886	11,521,885	18,637,886	11,521,885
<u>Less</u> Accumulated depreciation	(6,478,723)	(5,946,283)	(6,478,723)	(5,946,283)
Book value	12,159,163	5,575,602	12,159,163	5,575,602
The minimum amounts that must be paid for the above finance lease are as follows				
Within 1 year	3,472,011	2,275,474	3,472,011	2,275,474
Over 1 year within 3 years	4,895,982	2,281,975	4,895,982	2,281,975
Over 3 years within 5 years	2,250,613	771,890	2,250,613	771,890
	10,618,606	5,329,339	10,618,606	5,329,339
<u>Less</u> Future interest	(1,212,990)	(379,804)	(1,212,990)	(379,804)
Present value of liabilities under finance lease	9,405,616	4,949,535	9,405,616	4,949,535
<u>Less</u> Current portion of liabilities under finance lease	(2,967,271)	(2,050,687)	(2,967,271)	(2,050,687)
Liabilities under finance lease - net	6,438,345	2,898,848	6,438,345	2,898,848

The Company had entered into finance lease agreements with financial institutions and leasing companies for leasing of motor vehicles for use in operation, whereby there is commitment to pay leasing fee on a monthly basis. The terms of the agreements are generally between 4 to 5 years.

17. EMPLOYEE BENEFITS OBLIGATIONS

Employee benefits obligations as at October 31, 2017 and 2016 consist of obligation of severance payments upon employee retirement and other long-term benefits which are as follows:

Unit : Baht

CONSOLIDATED FINANCIAL STATEMENTS						
	Post-employment benefits		Other long-term employee benefits		Total	
	2017	2016	2017	2016	2017	2016
Balance at the beginning of the period	37,603,755	34,026,508	1,836,081	1,753,388	39,439,836	35,779,896
Included in profit or loss:						
Current service cost	2,539,865	2,541,436	279,500	274,591	2,819,365	2,816,027
Interest cost	997,675	1,035,811	64,577	62,902	1,062,252	1,098,713
Actuarial (gain) loss arising from						
Experience adjustments	-	-	189,603	-	189,603	-
Financial assumptions changes	-	-	115,351	-	115,351	-
Demographic assumptions adjustments	-	-	17,190	-	17,190	-
Included in other comprehensive income:						
Actuarial (gain) loss arising from						
Experience adjustments	(3,063,066)	-	-	-	(3,063,066)	-
Financial assumptions changes	1,370,106	-	-	-	1,370,106	-
Demographic assumptions adjustments	1,183,743	-	-	-	1,183,743	-
Actual payments	-	-	(309,000)	(254,800)	(309,000)	(254,800)
Balance at the end of the period	40,632,078	37,603,755	2,193,302	1,836,081	42,825,380	39,439,836

Unit : Baht

SEPARATE FINANCIAL STATEMENTS						
	Post-employment benefits		Other long-term employee benefits		Total	
	2017	2016	2017	2016	2017	2016
Balance at the beginning of the period	30,143,491	27,615,394	1,260,425	1,294,236	31,403,916	28,909,630
Included in profit or loss:						
Current service cost	1,673,150	1,742,612	156,586	160,941	1,829,736	1,903,553
Interest cost	706,140	785,485	38,198	40,448	744,338	825,933
Actuarial (gain)loss arising from						
Experience adjustments	-	-	29,680	-	29,680	-
Financial assumptions changes	-	-	67,644	-	67,644	-
Demographic assumptions adjustments	-	-	9,843	-	9,843	-
Included in other comprehensive income:						
Actuarial (gain)loss arising from						
Experience adjustments	(2,966,139)	-	-	-	(2,966,139)	-
Financial assumptions changes	937,212	-	-	-	937,212	-
Demographic assumptions adjustments	809,717	-	-	-	809,717	-
Actual payment	-	-	(309,000)	(235,200)	(309,000)	(235,200)
Balance at the end of the period	31,303,571	30,143,491	1,253,376	1,260,425	32,556,947	31,403,916

17. EMPLOYEE BENEFITS OBLIGATIONS (CONTINUED)

Post-employment benefit and other long-term employee benefit expenses included in profit or loss was as follows:

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Current service cost	2,819,365	2,816,027	1,829,736	1,903,553
Interest cost	1,062,252	1,098,713	744,338	825,933
Total expense recognized in profit or loss	3,881,617	3,914,740	2,574,074	2,729,486

Assumptions of provision for Actuarial technique are as follows:

Unit : Percent per annum

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Discount rate	2.8	3.9	2.8	3.9
Salary increase rate	4.0 - 8.0	6.0 - 8.0	4.0 - 8.0	6.0 - 8.0
Employee turnover rate	0.0 - 20.0	0.0 - 20.0	0.0 - 20.0	0.0 - 20.0
Mortality rate	100% of TMO2017* with improving rate 3.0% p.a.	100% of TMO2008**	100% of TMO2017* with improving rate 3.0% p.a.	100% of TMO2008**

* Reference from TMO2017: Thai Mortality Ordinary Table 2017

** Reference from TMO2008: Thai Mortality Ordinary Table 2008

The result of sensitivity analysis for significant assumptions that affect the present value of post-employment benefit and other long-term employee as at October 31, 2017 are summarized below:

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	Increase	Decrease	Increase	Decrease
Discount rate (1% movement)	(3,692,029)	4,334,650	(2,500,519)	2,926,919
Salary increase rate (1% movement)	4,042,861	(3,516,524)	2,743,619	(2,394,289)
Employee turnover rate (20% movement)	(2,736,866)	3,198,679	(1,797,993)	2,100,746

17. EMPLOYEE BENEFITS OBLIGATIONS (CONTINUED)

MANAGEMENT BENEFIT EXPENSES

For the periods ended October 31, 2017 and 2016, the Company and its subsidiaries have expenses for management and director benefits as follows:

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Post - employment benefits	1,043,258	1,330,583	547,225	865,029
Other long - term employee benefits	9,451	11,907	2,051	1,918
Total	1,052,709	1,342,490	549,276	866,947

Unit : Baht

18. SHARE CAPITAL

The Company's registered share capital comprised ordinary shares and preferred shares.

The preferred shares have the right to receive dividends equal to ordinary shares. The dividend will be calculated from profit earned after the issuance of preferred shares. However, any profit on the appraisal of land, buildings and other assets which existed before the issuance of the preferred shares, will be allocated solely to the ordinary shares.

The preferred shareholders have the right to vote in the shareholder meeting, a ten thousand preferred shares are equivalent to one voting right of a ordinary share. The preferred shares have the right to receive the proportion of their return on investments upon liquidation equal to ordinary shares.

19. LEGAL RESERVE

Pursuant to Section 116 of the Public Limited Companies Act B.E. 2535, the Company is required to set aside to a statutory reserve at least 5 percent of its net profit after deducting accumulated deficit brought forward (if any), until the reserve reaches 10 percent of the registered capital. The statutory reserve is not available for dividend distribution.

20. CAPITAL MANAGEMENT

The Company's objectives in managing capital are to safeguard the Company's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders.

21. DIVIDENDS PAID

21.1 Dividends declared and paid by the Company

On February 17, 2017, the Company's 2017 Annual General Meeting of Shareholders resolved to pay the dividend from the operating result of the year ended October 31, 2016 at the rate of Baht 0.15 per share for the total eligible shares of 215,624,559 shares totaling Baht 32,343,684 to the shareholders whose names were listed in the Company's registrar book as at February 2, 2017. The company paid such dividend on March 17, 2017.

21. DIVIDENDS PAID (CONTINUED)

21.1 Dividends declared and paid by the Company (continued)

On February 19, 2016, the Company's 2016 Annual General Meeting of Shareholders resolved to pay the dividend from the operating result of the year ended October 31, 2015 at the amount of Baht 0.22 per share for the total eligible shares of 215,624,559 shares totaling Baht 47,437,403 to the shareholders whose names were listed in the Company's registrar book as at February 2, 2016. The company paid such dividend on March 18, 2016.

21.2 Dividends declared and paid by the subsidiaries

On October 30, 2017, the Board of Directors' meeting of PX System Company Limited (subsidiary) passed a resolution for an interim dividend payment of Baht 73 per share for 110,000 ordinary shares totaling Baht 8,030,000 to the shareholders whose names were listed on the shareholder's register book as at October 31, 2017. The subsidiary will pay such dividend within December 22, 2017.

On October 31, 2017, the Board of Directors' meeting of Multi Designs Company Limited (subsidiary) passed a resolution for an interim dividend payment of Baht 27.04 per share for 40,000 ordinary shares totaling Baht 1,081,715.68 to the shareholders whose names were listed on the shareholder's register book as at October 31, 2017. The subsidiary will pay such dividend within December 22, 2017.

On October 28, 2016, the Board of Directors' meeting of PX System Company Limited (subsidiary) passed a resolution for an interim dividend payment of Baht 63.64 per share for 110,000 ordinary shares totaling Baht 7,000,400 to the shareholders whose names were listed on the shareholder's register book as at October 31, 2016. The subsidiary paid such dividend on December 30, 2016.

On October 31, 2016, the Board of Directors' meeting of Multi Designs Company Limited (subsidiary) passed a resolution for an interim dividend payment of Baht 30 per share for 40,000 ordinary shares totaling Baht 1,200,000 to the shareholders whose names were listed on the shareholder's register book as at October 31, 2016. The subsidiary paid such dividend on December 30, 2016.

On October 31, 2016, the Board of Directors' meeting of TCBN Company Limited (subsidiary) passed a resolution for an interim dividend payment of Baht 20 per share for 100,000 ordinary shares totaling Baht 2,000,000 to the shareholders whose names were listed on the shareholder's register book as at October 31, 2016. The subsidiary paid such dividend on February 28, 2017.

22. BASIC EARNINGS PER SHARE

Basic earnings per share is calculated by dividing profit (loss) for the period attributable to equity holders of the Company by the weighted average number of ordinary shares in issue during the period. Basic earnings per share for the years ended October 31, 2017 and 2016 are calculated below.

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Profit (Loss) attributable to equity holders of the Parent	44,279,705	34,627,351	29,785,803	35,253,822
Weighted average number of ordinary shares (shares)	215,294,559	215,294,559	215,294,559	215,294,559
Profit (Loss) basic earnings per share (Baht/share)	0.206	0.161	0.138	0.164

23. RELATED PARTIES TRANSACTIONS

The financial statements included certain transactions with related parties. These parties are related through common shareholdings and/or directorship. The financial statements reflect the effects of these transactions on the basis determined by the companies concerned.

Significant balances with the related parties are as follows:

Unit : Baht

Accounts / Companies	Relationship	CONSOLIDATED		SEPARATE	
		FINANCIAL STATEMENTS		FINANCIAL STATEMENTS	
		2017	2016	2017	2016
Trade accounts receivable (See Note 6)					
Pico Art International Pte Ltd.	Major Shareholder	2,642,050	395,600	2,642,050	395,600
Pico International Ltd.	Same Ultimate Holding Company	262,200	1,899,112	262,200	1,899,112
Pico IES Group Limited	Same Ultimate Holding Company	1,907,837	1,224,080	1,907,837	1,224,080
Pico International (Dubai) LLC	Same Ultimate Holding Company	42,700	-	42,700	-
Pico International (HK) Ltd.	Same Ultimate Holding Company	7,595,024	3,881,826	379,500	3,881,826
Pico In-Creative (UK) Ltd.	Same Ultimate Holding Company	1,870	-	1,870	-
Beijing Pico Exhibition Management Co., Ltd.	Same Ultimate Holding Company	-	1,338,599	-	1,338,599
Pico International (M) Sdn Bhd	Same Ultimate Holding Company	-	278,600	-	278,600
Shanghai Pico Exhibition Management Co., Ltd.	Same Ultimate Holding Company	583,106	583,106	583,106	583,106
Total Brand Activation Hongkong Ltd.	Same Ultimate Holding Company	-	32,500	-	32,500
Total Brand Activation Pte Ltd. (Singapore)	Same Ultimate Holding Company	17,174,600	1,026,320	17,174,600	1,026,320
PT Pico TBA	Same Ultimate Holding Company	646,264	-	646,264	-
Pico Australia Pty Ltd.	Same Ultimate Holding Company	8,000	-	8,000	-
Pico International (Qatar) W.L.L.	Same Ultimate Holding Company	1,810,031	-	1,810,031	-
PX System Company Limited	Subsidiary	-	-	25,840	-
GKE Joint Venture Company Limited	Subsidiary - Indirect	-	-	2,621,728	12,656,525
FiftyPlus Asia Company Limited	Associated Company	2,200,000	2,200,000	2,200,000	2,200,000
		34,873,682	12,859,743	30,305,726	25,516,268

23. RELATED PARTIES TRANSACTIONS (CONTINUED)

Unit : Baht

Accounts / Companies	Relationship	CONSOLIDATED		SEPARATE	
		FINANCIAL STATEMENTS		FINANCIAL STATEMENTS	
		2017	2016	2017	2016
Other receivables - related parties (See Note 6)					
PX System Company Limited	Subsidiary	-	-	151,357	139,175
Nox Bangkok Company Limited	Subsidiary	-	-	10,700	128,400
Multi Designs Company Limited	Subsidiary	-	-	1,087,764	237,647
TCBN Company Limited	Subsidiary	-	-	2,521,321	2,812,136
FCG Company Limited	Subsidiary	-	-	2,620,385	2,060,001
GKE Joint Venture Company Limited	Subsidiary - Indirect	-	-	16,050	16,050
Inkjet Images (Thailand) Company Limited	Associated Company	26,496	23,406	26,496	23,406
Ibrix Company Limited	Associated Company	19,260	19,260	19,260	19,260
U-Rent Company Limited	Associated Company	493,500	-	12,000	-
		539,256	42,666	6,465,333	5,436,075
The gross amount due from customers for contract work (See Note 7)					
Pico International (Dubai) LLC	Same Ultimate Holding Company	-	38,430	-	38,430
Pico International Ltd.	Same Ultimate Holding Company	1,604	-	1,604	-
Joint Venture of group of consultant A-Seven Pico	Joint Venture Associated Company	3,231,776	3,231,776	3,231,776	3,231,776
		3,233,380	3,270,206	3,233,380	3,270,206
Deferred cost of the rendering of services (See Note 8)					
PX System Company Limited	Subsidiary	-	-	3,256,375	7,539,338
Multi Designs Company Limited	Subsidiary	-	-	1,115,000	1,371,263
TCBN Company Limited	Subsidiary	-	-	8,856,757	8,356,757
FCG Company Limited	Subsidiary	-	-	344,300	344,300
Inkjet Images (Thailand) Company Limited	Associated Company	48,008	13,050	48,008	13,050
U-Rent Company Limited	Associated Company	13,050	39,050	13,050	39,050
		61,058	52,100	13,633,490	17,663,758
Dividend income					
PX System Company Limited	Subsidiary	-	-	7,226,635	6,300,042
TCBN Company Limited	Subsidiary	-	-	-	1,999,940
Multi Designs Company Limited	Subsidiary	-	-	648,921	719,880
		-	-	7,875,556	9,019,862

23. RELATED PARTIES TRANSACTIONS (CONTINUED)

Unit : Baht

Accounts / Companies	Relationship	CONSOLIDATED		SEPARATE	
		FINANCIAL STATEMENTS		FINANCIAL STATEMENTS	
		2017	2016	2017	2016
Investments in subsidiaries, associated companies and Joint Ventures (See Note 9)					
PX System Company Limited	Subsidiary	-	-	12,750,714	12,750,714
Nox Bangkok Company Limited	Subsidiary	-	-	10,298,600	10,298,600
Multi Designs Company Limited	Subsidiary	-	-	2,520,000	2,520,000
TCBN Company Limited	Subsidiary	-	-	9,999,700	9,999,700
FCG Company Limited	Subsidiary	-	-	2,999,700	2,999,700
Andrew Bethell Associates Limited	Subsidiary	-	-	971,000	971,000
2010 Media Company Limited	Subsidiary	-	-	4,999,800	4,999,800
Inkjet Images (Thailand) Company Limited	Associated Company	6,957,431	5,174,923	3,922,033	3,922,033
Ibrix Company Limited	Associated Company	1,299,712	809,531	1,999,800	1,999,800
U-Rent Company Limited	Associated Company	11,382,995	10,225,014	-	-
FiftyPlus Asia Company Limited	Associated Company	-	-	6,749,700	6,749,700
Joint Venture of group of consultant					
A-Seven Pico	Joint Venture	857,623	818,946	920,000	920,000
		20,497,761	17,028,414	58,131,047	58,131,047
Trade accounts payable (See Note 15)					
Pico Art International Pte Ltd.	Major Shareholder	-	1,675,245	-	1,675,245
PX System Company Limited	Subsidiary	-	-	2,296,728	5,645,502
Multi Designs Company Limited	Subsidiary	-	-	2,016,950	1,968,800
U-Rent Company Limited	Associated Company	4,048,957	1,868,640	1,247,637	1,396,650
Inkjet Images (Thailand) Company Limited	Associated Company	3,273,232	2,634,646	3,273,232	2,634,646
		7,322,189	6,178,531	8,834,547	13,320,843
Accrued cost (see Note 15)					
PX System Company Limited	Subsidiary	-	-	-	1,858,020
Multi Designs Company Limited	Subsidiary	-	-	1,250,000	745,000
TCBN Company Limited	Subsidiary	-	-	500,000	-
U-Rent Company Limited	Associated Company	62,150	1,132,834	52,190	1,128,070
Inkjet Images (Thailand) Company Limited	Associated Company	3,373,249	2,967,387	3,373,249	2,967,387
		3,435,399	4,100,221	5,175,439	6,698,477
Other payable - related parties (see Note 15)					
Pico Art International Pte Ltd.	Major Shareholder	24,554,300	27,366,194	24,554,300	27,366,194
Pico Global Services Limited	Same Ultimate Holding Company	73,452	58,626	73,452	58,626
U-Rent Company Limited	Associated Company	1,255	-	1,255	-
		24,629,007	27,424,820	24,629,007	27,424,820
Accrued expenses (see Note 15)					
Multi Designs Company Limited	Subsidiary	-	-	685,000	220,000
		-	-	685,000	220,000
Deposit from customer (see Note 15)					
GKE Joint Venture Company Limited	Subsidiary - Indirect	-	-	11,181,580	16,688,036
		-	-	11,181,580	16,688,036

23. RELATED PARTIES TRANSACTIONS (CONTINUED)

Significant business transactions with related parties for the years ended October 31, 2017 and 2016 are as follows:

		Unit : Baht			
Accounts / Companies	Relationship	CONSOLIDATED		SEPARATE	
		FINANCIAL STATEMENTS		FINANCIAL STATEMENTS	
		2017	2016	2017	2016
Revenues from the rendering of services					
Pico Art International Pte Ltd.	Major Shareholder	7,255,646	404,650	7,255,646	404,650
Pico International Ltd.	Same Ultimate Holding Company	3,471,987	2,460,265	3,471,987	2,460,265
Pico International (M) Sdn Bhd	Same Ultimate Holding Company	907,780	260,374	907,780	260,374
Pico In-Creative (UK) Ltd.	Same Ultimate Holding Company	13,018,186	897	13,018,186	897
Pico IES Group Limited	Same Ultimate Holding Company	1,783,025	1,792,900	1,783,025	1,792,900
Pico Australia Pty Ltd.	Same Ultimate Holding Company	516,682	509,206	516,682	509,206
Pico International (HK) Ltd.	Same Ultimate Holding Company	8,756,594	3,884,884	909,346	3,884,884
Pico International LLC.	Same Ultimate Holding Company	1,159,002	564,129	1,159,002	564,129
Pico International (LA) Inc.	Same Ultimate Holding Company	-	57,944	-	57,944
Pico International Exhibition Services Limited	Same Ultimate Holding Company	-	8,411	-	8,411
Beijing Pico Exhibition Management Co., Ltd.	Same Ultimate Holding Company	546,469	1,235,738	546,469	1,235,738
Pico International (Qatar) W.L.L.	Same Ultimate Holding Company	1,695,042	-	1,695,042	-
PT Pico TBA Ltd.	Same Ultimate Holding Company	602,505	13,321	602,505	13,321
Pico TBA Consulting Group Limited	Same Ultimate Holding Company	650,000	-	650,000	-
Shanghai Pico Exhibition Management Co., Ltd.	Same Ultimate Holding Company	-	544,959	-	544,959
Total Brand Activation Hongkong Ltd.	Same Ultimate Holding Company	-	136,916	-	136,916
Total Brand Activation Pte Ltd. (Singapore)	Same Ultimate Holding Company	16,289,346	2,672,225	16,289,346	2,672,225
Intertrade Services Pte Ltd	Same Ultimate Holding Company	202,710	-	202,710	-
GKE Joint Venture Company Limited	Subsidiary - Indirect	-	-	-	47,439,555
U-Rent Company Limited	Associated Company	-	250,000	-	-
		56,854,974	14,796,819	49,007,726	61,986,374
Dividend income					
PX System Company Limited	Subsidiary	-	-	7,226,635	6,300,042
Multi Designs Company Limited	Subsidiary	-	-	648,921	719,880
TCBN Company Limited	Subsidiary	-	-	-	1,999,940
Inkjet Images (Thailand) Company Limited	Associated Company	166,666	666,665	166,666	666,665
		166,666	666,665	8,042,222	9,686,527
Other income - Management fee income					
PX System Company Limited	Subsidiary	-	-	388,800	388,800
Multi Designs Company Limited	Subsidiary	-	-	338,400	338,400
		-	-	727,200	727,200

23. RELATED PARTIES TRANSACTIONS (CONTINUED)

Unit : Baht

Accounts / Companies	Relationship	CONSOLIDATED		SEPARATE	
		FINANCIAL STATEMENTS		FINANCIAL STATEMENTS	
		2017	2016	2017	2016
Other income					
PX System Company Limited	Subsidiary	-	-	40,320	40,320
Nox Bangkok Company Limited	Subsidiary	-	-	120,000	120,000
Multi Designs Company Limited	Subsidiary	-	-	627,600	627,600
TCBN Company Limited	Subsidiary	-	-	1,857,000	1,857,000
FCG Company Limited	Subsidiary	-	-	388,800	388,800
GKE Joint Venture Company Limited	Subsidiary - Indirect	-	-	180,000	180,000
Inkjet Images (Thailand) Company Limited	Associated Company	113,400	113,400	113,400	113,400
Ibrix Company Limited	Associated Company	216,000	216,000	216,000	216,000
		329,400	329,400	3,543,120	3,543,120
Costs of the rendering of services					
Pico Art International Pte Ltd.	Major Shareholder	1,575,845	1,834,253	1,575,845	1,834,253
Pico International (M) Sdn Bhd	Same Ultimate Holding Company	-	578,697	-	578,697
Pico International Ltd.	Same Ultimate Holding Company	-	3,848,594	-	3,848,594
Pico International (HK) Ltd.	Same Ultimate Holding Company	-	6,189	-	6,189
Pico North Asia Ltd.	Same Ultimate Holding Company	1,424,915	265,907	1,424,915	265,907
Pico International (Qatar) W.L.L	Same Ultimate Holding Company	-	1,478,367	-	1,478,367
Pico Australia Pty Ltd.	Same Ultimate Holding Company	-	52,398	-	52,398
Pico International LLC	Same Ultimate Holding Company	-	125,844	-	125,844
PX System Company Limited	Subsidiary	-	-	10,966,805	13,627,943
Multi Designs Company Limited	Subsidiary	-	-	6,482,000	8,895,425
U-Rent Company Limited	Associated Company	11,968,589	10,887,644	7,520,498	8,598,893
Inkjet Images (Thailand) Company Limited	Associated Company	13,703,542	14,934,532	13,703,542	14,934,532
		28,627,891	34,012,425	41,673,605	54,247,042
Costs of the rendering of services - Management fee					
Pico Art International Pte Ltd.	Major Shareholder	24,156,880	27,694,699	24,156,880	27,694,699
Directors' remuneration					
	Director	6,000,000	6,000,000	6,000,000	6,000,000
Dividend paid					
Pico Art International Pte Ltd.	Major Shareholder	12,937,528	18,975,041	12,937,528	18,975,041
Directors	Director	8,125,988	11,955,493	8,125,988	11,955,493
		21,063,516	30,930,534	21,063,516	30,930,534
Selling expenses					
Multi Designs Company Limited	Subsidiary	-	-	3,365,000	1,673,000
		-	-	3,365,000	1,673,000

23. RELATED PARTIES TRANSACTIONS (CONTINUED)

Unit : Baht

Accounts / Companies	Relationship	CONSOLIDATED		SEPARATE	
		FINANCIAL STATEMENTS		FINANCIAL STATEMENTS	
		2017	2016	2017	2016
Administrative expenses					
Pico Art International Pte Ltd.	Major Shareholder	579,825	567,047	579,825	567,047
Pico Global Services Limited	Same Ultimate Holding Company	564,680	564,870	564,680	564,870
Inkjet Images (Thailand) Company Limited	Associated Company	4,000	8,000	4,000	8,000
		1,148,505	1,139,917	1,148,505	1,139,917
Managements' remuneration					
Short-term benefits		38,282,247	38,472,367	22,679,816	22,679,816
Benefits after retirement		1,052,709	1,342,490	549,276	866,947
Total		39,334,956	39,814,857	23,229,092	23,546,763

- a) Service income and cost of the rendering of service are determined by the Company and its related companies based on the cost plus basis as the condition in the normal course of business.
- b) On November 1, 2009, the Company entered into the Management Consultant Agreements with two subsidiaries. The agreements shall be in effect for 3 years from the date of the agreement and the two parties can renew the agreement for a successive term of 3 years. The management fees charged to such subsidiaries are presented as follows:

Companies	Monthly fee (Baht)
PX System Company Limited	32,400
Multi Designs Company Limited	28,200

- c) On July 10, 1992, the Company entered into the Off-shore Services agreement and Intellectual Property License agreements and its amendments with Pico Art International Pte Ltd., a major shareholder. The Company is committed to pay fees under the aforementioned at the agreed rates 2.53% of the gross revenues. Such agreements shall remain effective until agreements will be terminated by the mutual agreement of the parties.

24. INCOME TAX EXPENSES

Income tax expenses for the years ended October 31, 2017 and 2016 are made up as follows:

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Current income tax:				
Current income tax charge	11,910,077	13,988,169	7,478,611	10,825,749
Deferred tax:				
Relating to origination and reversal of temporary differences	(1,667,381)	(1,727,932)	(1,265,019)	(1,568,721)
Income tax expenses reported in profit or loss	10,242,696	12,260,237	6,213,592	9,257,028

24. INCOME TAX EXPENSES (CONTINUED)

The amounts of income tax relating to each component of other comprehensive income for the years ended October 31, 2017 and 2016 are as follows:

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Deferred tax relating to actuarial gain (loss)	101,844	-	243,842	-
	101,844	-	243,842	-

Reconciliation between income tax expenses and the product of accounting profit multiplied by the applicable tax rates for the years ended October 31, 2017 and 2016 are as follow:

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Accounting profit (loss) before tax	56,390,287	47,930,198	35,999,395	44,510,850
Applicable tax rate of the Company	20%	20%	20%	20%
Accounting profit(loss) before tax multiplied by applicable tax rate	11,278,057	9,586,040	7,199,879	8,902,170
Share of profit (loss) from investments in associates	(950,634)	(25,888)	-	-
Effects of:				
Dividends received are excluded from taxable profit	(151,725)	(14,657)	(1,608,445)	(1,937,305)
Non-deductible expenses	1,262,647	2,260,391	881,123	1,767,503
Additional expense deductions allowed	(853,067)	(426,356)	(397,668)	(69,344)
Tax loss not utilized	-	-	-	-
Others	(342,582)	880,707	138,703	594,004
Total	(84,727)	2,700,085	(986,287)	354,858
Income tax expenses reported in profit or loss	10,242,696	12,260,237	6,213,592	9,257,028
Effective income tax rate	18.16%	25.58%	17.26%	20.80%

24. INCOME TAX EXPENSES (CONTINUED)

The components of deferred tax assets and deferred tax liabilities are as follows:

Unit : Baht

STATEMENTS OF FINANCIAL POSITION				
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Deferred tax assets				
Accumulated depreciation - equipment	59,779	63,964	59,779	63,964
Accumulated amortization - Buildings and improvement	1,348,537	735,435	1,348,537	735,435
Employee benefit obligations	8,283,190	7,752,064	6,267,548	6,280,783
Accrued expense and other provision	550,709	125,214	550,709	125,214
Total	10,242,215	8,676,677	8,226,573	7,205,396
Deferred tax liabilities				
Land revaluation surplus	7,843,476	7,843,476	7,843,476	7,843,476
Total	7,843,476	7,843,476	7,843,476	7,843,476

25. SHARE OF PROFITS (LOSSES) FROM INVESTMENTS USING THE EQUITY METHOD

For the years ended October 31, 2017 and 2016, share of profits (losses) from investment using the equity method included in the consolidated financial statements are based on the net profit (loss) of the financial statements of associated companies for the years ended October 31, 2017 and 2016 reviewed by the management but unaudited by the auditor. Such share of profits (losses) can be stated as percentage of the Company's consolidated net profit as follows:

Companies	% of ownership		% of net consolidate net profit	
	2017	2016	2017	2016
CONSOLIDATED				
Associated company - Direct				
Inkjet Images (Thailand) Company Limited	22.22	22.22	4.03	(1.18)
Ibrix Company Limited	40.00	40.00	1.11	(6.24)
FiftyPlus Asia Company Limited	45.00	45.00	-	-
Joint Venture				
Joint Venture of group of consultant A-Seven Pico	40.00	40.00	0.087	(0.04)
Associated company - Indirect (Equity held by PX System Company Limited)				
U-Rent Company Limited	22.50	22.50	5.14	5.16

26. PROVIDENT FUND

For the years ended October 31, 2017 and 2016, the Company and its subsidiaries' contributions included in administrative expenses in the consolidated and separate financial statements are as follows:

	Unit : Baht	
	CONSOLIDATED FINANCIAL STATEMENTS	SEPARATE FINANCIAL STATEMENTS
2017	5,376,875	3,726,769
2016	5,233,196	3,724,398

27. DISCLOSURE OF FINANCIAL INSTRUMENTS

27.1 Financial risk management

The Company and its subsidiaries' financial instruments, as defined under Thai Accounting Standard No. 107 "Financial Instruments: Disclosure and Presentations", principally comprise cash and cash equivalents, trade and other receivables, investments, trade and other payables, short-term loans, long-term loans and liabilities under finance lease. The financial risks associated with these financial instruments and how they are managed in described below.

Credit Risk

The Company and its subsidiaries are exposed to credit risk primarily with respect to trade and other receivables. The Company and its subsidiaries' management manage the risk by adopting appropriate credit control policies and procedures and therefore do not expect to incur material financial losses. In addition, the Company and its subsidiaries do not have high concentrations of credit risk since they have a large customer base. The maximum exposure to credit risk is limited to the carrying amounts of receivables as stated in the statement of financial position.

Foreign currency risk

The exposure of the Company and its subsidiaries to foreign currency risk relates primarily to the business transactions made with foreign entities, which currently are not hedged by any derivative financial instrument. However, the Company and its subsidiaries believe that there will be no material impact on the Company and its subsidiaries' financial statements because the amounts of their transactions with foreign entities are immaterial.

Interest rate risk

The Company and its subsidiaries' exposure to interest rate risk relates primarily to its cash at banks, bank overdrafts and short-term borrowings. Most of the Company and its subsidiaries' financial assets and liabilities bear floating interest rates or fixed interest rates which are close to the market rate. However, the Company and its subsidiaries believe that there will be no material impact on the Company and its subsidiaries' financial statements because the amounts of such financial assets and liabilities are immaterial.

27. DISCLOSURE OF FINANCIAL INSTRUMENTS (CONTINUED)

27.2 Estimated Fair Value of Financial Instruments

Fair value of financial instruments

The following methods and assumptions were used by the Company and its subsidiaries in estimating fair values of financial assets and liabilities.

- Cash and cash equivalents, Trade accounts receivable and other receivables and the gross amount due from customers for contract work have the carrying values approximate their fair values.
- Bank overdrafts and short-term loan from financial institutions, Trade accounts payable and other payables and short-term loan from related parties have the carrying values approximate their fair values.
- Current portion of long-term debt and long-term liabilities have the carrying values approximate their fair values.

28. BUSINESS SEGMENT INFORMATION

Operating segment information is reported in a manner consistent with the internal reports that are regularly reviewed by the chief operating decision maker in order to make decisions about the allocation of resources to the segment and assess its performance. The chief operating decision maker has been identified as Board of Directors of the Company and its subsidiaries.

For management purposes, the Company and its subsidiaries are organized into business units based on its businesses and have five principal reportable segments i.e. exhibition business, event marketing business, museum exhibit business, knowledge communication business, and organizer business. These operations are mainly carried on in Thailand.

The following tables present revenue, profit and total assets information regarding the Company and its subsidiaries' operating segments for the year ended October 31, 2017 and 2016, respectively.

28. BUSINESS SEGMENT INFORMATIONS (CONTINUED)

CONSOLIDATED FINANCIAL STATEMENTS

For the year ended October 31, 2017 being as follows:

							Unit : Baht
Revenue Type	Exhibition	Event Marketing	Museums Exhibit	Knowledge Communication	Organizer	Others	Total
Revenues from the rendering of services	825,425,259	243,047,309	209,134,820	50,568,635	9,161,916	36,141,500	1,373,479,439
Dividend income	-	-	-	-	-	1,350,586	1,350,586
Other income	-	-	-	-	-	5,592,825	5,592,825
Share of profit (loss) from investments	-	-	-	-	-	4,753,170	4,753,170
Total Revenues	825,425,259	243,047,309	209,134,820	50,568,635	9,161,916	47,838,081	1,385,176,020
Profit (Loss) before income tax							56,390,287
Income tax expenses							(10,242,696)
Profit (Loss) for the year							46,147,591
Profit (Loss) attributable to non-controlling interests of the subsidiaries							(1,867,886)
Profit (Loss) for the year							44,279,705
Inter-segment fixed assets	55,487,828	-	-	-	-	-	55,487,828
General fixed assets							306,688,602
Total fixed assets							362,176,430
Accumulated depreciation							(223,199,760)
Fixed assets							138,976,670
General assets							787,463,953
Total Assets							926,440,623

For the year ended October 31, 2016 being as follows:

							Unit : Baht
Revenue Type	Exhibition	Event Marketing	Museums Exhibit	Knowledge Communication	Organizer	Others	Total
Revenues from the rendering of services	809,559,679	300,606,064	170,088,238	76,618,910	8,704,930	38,334,429	1,403,912,250
Dividend income	-	-	-	-	-	2,146,565	2,146,565
Other income	-	-	-	-	-	3,778,962	3,778,962
Share of profit (loss) from investments using the equity method	-	-	-	-	-	(129,442)	(129,442)
Total Revenues	809,559,679	300,606,064	170,088,238	76,618,910	8,704,930	44,130,514	1,409,708,335
Profit (Loss) before income tax							47,930,198
Income tax expenses							(12,260,237)
Profit (Loss) for the year							35,669,961
Profit (Loss) attributable to non-controlling interests of the subsidiaries							(1,042,610)
Profit (Loss) for the year							34,627,351
Inter-segment fixed assets	53,520,835	-	-	-	-	-	53,520,835
General fixed assets							297,958,531
Total fixed assets							351,479,366
Accumulated depreciation							(201,109,940)
Fixed assets							150,369,426
General assets							750,396,449
Total Assets							900,765,875

28. BUSINESS SEGMENT INFORMATIONS (CONTINUED)

SEPARATE FINANCIAL STATEMENTS

For the year ended October 31, 2017 being as follows:

							Unit : Baht
Revenue Type	Exhibition	Event Marketing	Museums Exhibit	Knowledge Communication	Organizer	Others	Total
Revenues from the rendering of services	718,918,275	240,383,252	55,579,816	-	9,161,916	33,549,135	1,057,592,394
Dividend income	-	-	-	-	-	8,042,223	8,042,223
Other income	-	-	-	-	-	6,152,189	6,152,189
Total Revenues	718,918,275	240,383,252	55,579,816	-	9,161,916	47,743,547	1,071,786,806
Profit (Loss) before income tax							35,999,395
Income tax expenses							(6,213,592)
Profit (Loss) for the year							29,785,803
General fixed assets							289,712,191
Total fixed assets							289,712,191
Accumulated depreciation							(158,301,988)
Fixed assets							131,410,203
General assets							573,992,118
Total Assets							705,402,321

For the year ended October 31, 2016 being as follows:

							Unit : Baht
Revenue Type	Exhibition	Event Marketing	Museums Exhibit	Knowledge Communication	Organizer	Others	Total
Revenues from the rendering of services	746,140,577	300,325,691	130,697,501	-	8,704,930	34,658,509	1,220,527,208
Dividend income	-	-	-	-	-	9,686,527	9,686,527
Other income	-	-	-	-	-	5,944,528	5,944,528
Total Revenues	746,140,577	300,325,691	130,697,501	-	8,704,930	50,289,564	1,236,158,263
Profit (Loss) before income tax							44,510,850
Income tax expenses							(9,257,028)
Profit (Loss) for the year							35,253,822
General fixed assets							281,596,059
Total fixed assets							281,596,059
Accumulated depreciation							(140,667,220)
Fixed assets							140,928,839
General assets							618,192,367
Total Assets							759,121,206

29. RISK MANAGEMENT POLICIES FOR ASSETS AND LIABILITIES IN FOREIGN CURRENCIES

The Company and its subsidiaries do not have a policy to cover foreign exchange exposure of assets and liabilities in foreign currencies because the Company and its subsidiaries do not expect to incur material effects of foreign currency exchange rate on its financial position and results of the operations because the majority of business activities are denominated in Thai Baht. All foreign currency transactions have to be approved by Management of the Company and its subsidiaries.

Significant assets and liabilities of the Company and its subsidiaries in foreign currencies are as follows:

Assets and liabilities	Term of receipt / payment (days)	CONSOLIDATED FINANCIAL STATEMENTS									
		USD	GBP	SGD	HKD	MYR	EUR	CNY	JPY	KRW	TOTAL BAHT
As at October 31, 2017											
Cash and cash equivalents		14,923	596	3,556	3,811	5,598	8,245	29,243	26,000	2,186,700	1,196,817
Trade accounts receivable	30 - 90	311,359	-	-	-	-	-	-	-	-	12,679,823
		326,282	596	3,556	3,811	5,598	8,245	29,243	26,000	2,186,700	13,876,640
Trade accounts payable	30 - 90	-	-	63,095	40,271	-	23,166	-	-	-	2,644,818
Other payables	30 - 90	-	-	16,098	17,082	-	7,000	-	-	-	744,126
		-	-	79,193	57,353	-	30,166	-	-	-	3,388,944
As at October 31, 2016											
Cash and cash equivalents		1,230	538	29	5,050	5,598	7,334	20,067	7,000	5,726,000	693,021
Trade accounts receivable	30 - 90	47,836	-	-	-	-	-	-	-	-	1,663,200
		49,066	538	29	5,050	5,598	7,334	20,067	7,000	5,726,000	2,356,221
Trade accounts payable	30 - 90	6,865	-	65,870	-	-	-	-	-	-	1,916,776
Other payables	30 - 90	-	-	16,927	12,865	-	7,000	-	-	-	760,554
		6,865	-	82,797	12,865	-	7,000	-	-	-	2,677,330

29. RISK MANAGEMENT POLICIES FOR ASSETS AND LIABILITIES IN FOREIGN CURRENCIES (CONTINUED)

Assets and liabilities	Term of receipt / payment (days)	SEPARATE FINANCIAL STATEMENTS									
		USD	GBP	SGD	HKD	MYR	EUR	CNY	JPY	KRW	TOTAL BAHT
As at October 31, 2017											
Cash and cash equivalents		14,923	415	3,556	3,811	5,598	8,111	23,675	26,000	2,186,700	1,156,230
Trade accounts receivable	30 - 90	82,136	-	-	-	-	-	-	-	-	5,020,844
		97,059	415	3,556	3,811	5,598	8,111	23,675	26,000	2,186,700	6,177,074
Trade accounts payable	30 - 90	-	-	63,095	40,271	-	23,166	-	-	-	2,644,818
Other payables	30 - 90	-	-	16,098	17,082	-	7,000	-	-	-	744,126
		-	-	79,193	57,353	-	30,166	-	-	-	3,388,944
As at October 31, 2016											
Cash and cash equivalents		1,230	357	24	5,050	5,598	7,165	15,996	7,000	5,726,000	657,548
Trade accounts receivable	30 - 90	47,836	-	-	-	-	-	-	-	-	1,663,200
		49,066	357	24	5,050	5,598	7,165	15,996	7,000	5,726,000	2,320,748
Trade accounts payable	30 - 90	6,865	-	65,870	-	-	-	-	-	-	1,916,776
Other payables	30 - 90	-	-	16,927	12,865	-	7,000	-	-	-	760,554
		6,865	-	82,797	12,865	-	7,000	-	-	-	2,677,330

30. GUARANTEES

As at October 31, 2017 and 2016, the Company and its subsidiaries have bank letters of guarantee as required by the contracts with customers amounting to Baht 265.21 million and Baht 258.27 million, respectively.

31. SIGNIFICANT AGREEMENT

31.1 On March 24, 2010, the Company entered into a Joint Venture Agreement with A-Seven Corporation Co., Ltd. The objective of which is to design for museum. The investment portion of A-Seven Corporation Co., Ltd. and Pico (Thailand) Public Company Limited is 6 : 4. The operating income or loss from the Joint Venture will be transferred to each party at such portion.

31.2 As at October 31, 2017 and 2016, the Joint Venture of group of consultant project A-Seven Pico has pledged a letter of guarantee issued by a bank of Baht 1.70 million for performance guarantee. Such bank's letter of guarantee is secured by cash at bank of the Joint Venture amounting to Baht 1.70 million.

31.3 On July 17, 2015, GKE Joint Venture Company Limited (subsidiary) has entered into the contract of exhibition fabrication of Rama IX Museum with National Science Museum. Total contract value is Baht 1,061 million with the project period of 3 years.

32. COMMITMENTS AND CONTINGENT LIABILITIES

32.1 As at October 31, 2017, the Company has commitments to pay construction in progress and purchase of computer software in the total amount of approximately Baht 0.24 million.

32.2 The Company and its subsidiaries had commitments to pay the rental and service charge according to agreements as follows:

Unit : Baht				
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Within 1 year	5,428,059	5,454,640	2,767,491	2,802,522
Over 1 year within 5 years	3,511,469	8,167,148	1,714,421	4,115,132
Total	8,939,528	13,621,788	4,481,912	6,917,654

32.3 As at October 31, 2010, the Company has been a defendant in litigation in the Labor Court, however, the case had not been finalized. Therefore, the Company has not recorded a liability in the financial statements for the year ended October 31, 2010. Subsequently, on January 26, 2011, the Labor Court ruled that the Company has to pay Baht 2.62 million including 7.5% per annum of interest calculated from March 27, 2008. The Company has recorded such liability in the financial statements. Subsequently, the Company and the plaintiff have appealed against the Supreme Court. On February 23, 2016, the Supreme Court affirmed the sentence of the Labor Court. The Company, consequently, has to pay such compensation together with the interest to the plaintiff within 15 days. The Company paid such compensation together with the interest on March 7, 2016.

32. COMMITMENTS AND CONTINGENT LIABILITIES (CONTINUED)

32.4 As at July 10, 2013, the Company was accused in civil dispute at Phra Kanong Civil Court. Subsequently, on December 26, 2013, the Trial Court ruled that the Company has to pay Baht 0.81 million including 7.5% per annum of interest calculated from November 15, 2011. The Company has recorded such obligation in the financial statement. However, the Company appealed the judgement to the Appeal Court. On November 19, 2014, the Appeal Court had the judgment, by ordering to decrease the payment obligation to Baht 0.68 million including 7.5% per annum interest calculated from November 15, 2011. The Company subsequently appealed the judgement to the Supreme Court on February 13, 2015. On May 12, 2016, the Supreme Court had a final order to strike out the case, and ordered the Company to settle the payment with interest to the plaintiff in accordance with the judgment of the Appeal Court. The Company paid such compensation together with the interest on June 15, 2016.

33. EXPENSES BY NATURE

Significant expenses by nature for the years ended October 31, 2017 and 2016 have been presented as follows:

	Unit : Baht			
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2017	2016	2017	2016
Cost of the rendering of services	1,041,115,542	1,073,066,266	815,051,133	969,281,489
Staff expenses	127,103,747	129,570,689	95,394,679	97,999,571
Management benefit expenses	38,282,247	38,472,367	22,679,816	22,679,816
Directors' remuneration	6,000,000	6,000,000	6,000,000	6,000,000
Depreciation and amortization	28,980,654	33,654,215	22,607,777	26,971,291
Other expenses	86,678,551	78,708,664	73,561,930	67,159,097

34. MANAGEMENT BENEFIT EXPENSES

Management benefit expenses focuses expenses relating to salaries, remunerations and other benefits to the directors and management, in accordance with the definitions of the Office of the Securities and Exchange Commission. Management under definition includes a chief executive officer, the next four executive levels immediately below that chief executive officer and all persons in positions comparable to these fourth executive levels.

For the year ended October 31, 2017 and 2016 in the consolidated financial statements totaling to Baht 38 million and Baht 38 million respectively (Separate financial statements: Baht 23 million and Baht 23 million, respectively).

35. APPROVAL FOR ISSUING OF CONSOLIDATED AND SEPARATE FINANCIAL STATEMENTS

These financial statements have been approved for issuing by the Company's Board of Directors on December 8, 2017.

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