

ANNUAL REPORT

2018



Pico (Thailand) Public Company Limited

Financial Highlight

Unit : Million Baht	Separate Financial Statements			Consolidated Financial Statements		
	2018	2017	2016	2018	2017	2016
Cash and cash equivalents	208	146	56	447	294	192
Total current assets	699	497	542	950	712	707
Total assets	895	705	759	1,134	926	901
Total current liabilities	374	229	286	576	409	403
Total liabilities	419	276	328	628	466	453
Total shareholders' equity	476	430	431	506	461	448
Revenues from the rendering of services	1,512	1,058	1,221	2,020	1,373	1,404
Gross profit	318	243	251	406	328	326
Net income	73	30	35	74	46	36
Current ratio (times)	1.9	2.2	1.9	1.7	1.7	1.8
Gross profit (%)	21	23	21	20	24	23
Net profit (%)	5	3	3	4	3	3
Return on equity (%)	16	7	8	15	10	8
Return on assets (%)	9	4	5	7	5	4
Assets turnover (times)	1.9	1.4	1.6	2.0	1.5	1.5
Total debts to equity ratio (times)	0.9	0.6	0.8	1.2	1.0	1.0
Book value per share (Baht)	2.212	1.996	2.004	2.329	2.117	2.059
Earnings per share* (Baht)	0.341	0.138	0.164	0.337	0.206	0.161
Dividend per share (Baht)	0.125	0.15	0.22	0.125	0.15	0.22

* 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.

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This annual report, together with trading statements, news releases, presentation and previous annual reports, is available online at <http://www.picothai.com>



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Board of Directors



► Mr. Chia Song Heng

Chairman of Board of Directors
Chairman of Nomination Committee
Chairman of Remuneration Committee
Vice Chairman of Executive Committee



◀ Mr. Silchai Kiatpapan

Director
Nomination Committee Member
Chairman of Executive Committee
Chief Executive Officer



► Mr. Viriya Pholpoke

Director
Nomination Committee Member
Remuneration Committee Member
Advisor



▼ Mr. Yong Choon Kong

Director
Executive Committee Member



► Ms. Chia Yuan Jiun

Director
Executive Committee Member



▼ Mr. Chaoyod Bunyagidj

Independent Director
Chairman of Audit Committee
Nomination Committee Member
Remuneration Committee Member



► Mr. Sern Vithespongse

Independent Director
Audit Committee Member
Nomination Committee Member
Remuneration Committee Member



▼ Mr. Manus Manoonchai

Independent Director
Audit Committee Member
Nomination Committee Member
Remuneration Committee Member



▼ Mr. Chaijit Tehasuwanarat

Director*
Executive Committee Member
Chief Financial Officer

* Mr. Pised Chungyampin resigned as the company's director and nomination committee member effective from May 10, 2018 onwards. And Mr. Chaijit Tehasuwanarat was nominated for his replacement as the company's director effective from May 11, 2018 onwards. The nominated director assumed the remaining tenure of the resigned director which shall end at the Company's 2019 Annual General Meeting of Shareholders.

Message from Chairman

Dear Shareholders,

2018 was a year of success for both Pico Group and Pico (Thailand). Awards such as **The Best Event Agency in Asia Pacific** at CEI Readers' Choice, **Gold Award for B2B Agency of the Year** and **The Event Agency of the Year** at Marketing Magazine's Agency of the Year Awards 2018 reflected Pico Group's great accomplishment in delivering quality services. As for Pico (Thailand), 2018 was the year that saw a rapid growth and the largest revenue since the foundation of the company. The success was a testimony to the company's strong commitment and continuous effort to reach our full potential.

The solid growth Pico has experienced over the past few years pays testimony to our corporate theme: **"Drive Change"**. This theme encompasses our vision of changing to stay ahead of our competition and in advance of any changes to the market. As we move forward, we will continue our relentless efforts to drive further change. First, by fostering a change-seeking culture among leaders at all levels; second, by creating innovative services that add value for our clients and grow our business; and finally by embracing an enabling ecosystem within the company, with an organizational structure that empowers our people with the knowledge and accountability to focus on our clients and maximize value.

Current Thailand economic and social stability and the upcoming general election are the key factor to drive Thailand economy, boost investor confidence, and introduce changes to the business ecosystem. This has brought both opportunities and challenges to all stakeholders in such ecosystem. With such circumstance, Pico (Thailand) has led the business with the visions

and missions that aligned with those of Pico Group's. That is, the firm has strived for changes with the ultimate goal of developing the company's potential to create a shared socioeconomic value. In 2019, the company's visions will include 1) **short-term vision**: continuing to focus on our core businesses, Event Marketing and MICE management and services 2) **long-term vision**: aiming to integrate digital innovation into new business models for business sustainability in the long run; particularly in terms of digital applications for knowledge communication. In addition, Pico (Thailand) will focus on the changing ecosystem of market activations which the company has observed and acquired a profound understanding. The firm, hence, is able to readily and timely adjust to the changing environment and develop service innovations that offer maximum benefits and cater for customers' needs. Such business model will bring the company an increase in revenue and acceptance from the industry.

I would like to thank our shareholders, clients, business partners, and employees for the unwavering support for Pico (Thailand). Please rest assured that we will pursue our visions to grow together with Thai society, bring changes, create values, and explore possibilities at every opportunity to deliver the greatest benefits to every stakeholder and bring prosperity to the country and the region.



Mr. Chia Song Heng
Chairman of the Board

Message from Chairman of Executive Committee and Chief Executive Officer

Dear All Shareholders,

Despite the sluggish global economy, Thailand's economic, politic, and social situations in 2018 became more stable as evidenced by the country's GDP which was predicted to increase by 4.2% according to the Office of the National Economics and Social Development Board. Additionally, the opening of new urban landmarks and mixed-use spaces recently has stimulated more marketing activities in both public and private sectors. This resulted in Pico (Thailand)'s increased revenue and quality services for clients and targeted markets.

The company experienced a rapid growth with the impressive growth rate of 47% and the revenue of 2,020 million Baht, the largest amount achieved since the foundation of the firm. Moreover, the company's net profit increased by 61% compared to the previous year. This year's growth and revenue for each business unit are summarized as follows,

1) **MICE Management and Services** achieved a 28% growth and a total revenue of 1,071 million Baht with notable projects such as designing and managing exhibitions and events for Digital Thailand Big Bang 2018, National Science and Technology Fair 2018 in Bangkok and other regions, Startup Thailand 2018, the 34th Thailand International Motor Expo, and the 39th Bangkok International Motor Show.

2) **Event Marketing and Branding** achieved a 90% growth with a total revenue of 463 million Baht with notable projects such as event marketing for several top automobile manufacturers.

3) **Knowledge Communication** achieved a 76% growth with a total revenue of 456 million Baht with notable projects such as the installation of the permanent exhibition at the Rama IX Museum and the digital media creation "Mahidol Channel" for Mahidol University.

Pico (Thailand) had recognized business opportunities in the face of the rapid technological changes which posed a great challenge for the company, while realizing that only organizations that responded and adjusted promptly would succeed. The company had visions aligned with Pico Group and operated businesses under the "**Drive Change**" strategy for the third consecutive year. Acknowledging the changing ecosystem of the company's businesses, the firm saw an opportunity for digital technology integration and founded **Pico+** to expand into new profitable markets and serve the existing target market better with digital-technology-integrated marketing. The company has also emphasized on the staff development in response to such new business development.

As a result of these visions and strategies, Pico (Thailand) was able to provide innovative services catering for clients' needs in both public and private sectors in every industry at its highest efficiency. This brought sustainable business returns and success to all stakeholders within the company's business ecosystem. Besides profitability, the company also focused on creating shared value for the society. The company has dedicated our corporate resources for educational development with emphasis on the professional development for teachers who play the important roles in the education system. In 2018, the company held EDUCA, the annual congress for teacher professional development, for the 11th year as well as other related activities throughout the year, for which the company received positive responses and compliments from many related public and private organizations. Pico (Thailand) is confident that our continuing effort would contribute to the sustainable quality improvement of human capital in the society.

Pico (Thailand) would like to thank every shareholder, client, business partner, board member, management, employee, and stakeholder who supported and committed to drive the company and Thai society forward in the past year. In 2019, it is a great opportunity for us to play our part in driving our country to an even greater stability and prosperity in terms of economy, society, and technology for the sustainable future of all Thai citizens.



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. Chaoyod Bunyagidj as the 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 2018, the committee held four meetings with 100% attendance by the members. The summary of the performance of the audit committee was as follows :

Review of Financial Statements

The audit committee reviewed significant data and information in the quarterly and annual financial statements of the company for the year 2018, the consolidated financial statements of Pico (Thailand) Public Company Limited and its subsidiaries, which were prepared in accordance with Thai Financial Reporting Standards (TFRS) which is in conformance with the International Financial Reporting Standards (IFRS). The committee reviewed material issues and special items and obtained sufficient clarification from the external auditors, the management, and the internal auditor, confirming that the financial statements and the disclosure in notes to the financial statements were in compliance with the relevant laws and financial reporting standards. The audit committee therefore approved the financial statements, which were reviewed and audited by the external auditors without reservation.

In addition, the audit committee held a meeting with the external and internal auditors without the presence of the management to acknowledge and independently discuss the scope of audits, significant information for the financial statements preparation and disclosure, points of concern and issues arising from their reviews and audits, and major obstacles encountered during the audits, which were reported that they had no material observation, difficulty, limitation including disagreements with the management.

Review of Interested Person Transactions

The audit committee reviewed interested person transactions that the company and its subsidiaries entered into with interested persons and transactions that may lead to conflict of interests. Based on our reviews, the compliance with the company's policy for the interested person transactions was noted. Such transactions were undertaken on an arm's length basis, reasonable, on normal commercial terms and for the best interest of the company with appropriate approval procedures, including sufficient, accurate and complete information disclosure.

Review of Corporate Governance

The company continues to conduct its business in accordance with sustainable development and corporate governance principles. The audit committee reviewed the efficiency and effectiveness of good governance and found that the directors, the management and employees have strictly complied with the policy by having the board of directors and the management as the role model.

Review of Risk Management Assessment

The audit committee reviewed the efficiency and effectiveness of the company's risk management process and no material findings or deficiencies were found. The company appointed the risk management committee to oversee and support the enterprise risk management program. Risk management committee consists of CEO, served as the committee chairman, and senior members leading the key operating units as the members, with the duty to consider the structure, policy, risk management framework and risk management plan, review risk profile and monitor the company's risk management.

Review of Internal Control System

The audit committee quarterly reviewed the internal control system based on the audit results reported by the internal audit. The results indicated that the internal controls were adequate, effective and appropriate to the company's business operations, corresponding to the views of the external auditors in similar assessment on the company's internal controls relating to the financial reporting preparation that no material findings or deficiencies were found.

Supervision of Internal Audit

The audit committee oversees the company's internal audits including evaluation of internal audit performance, oversight of the internal auditor to independently perform his/her duties by having he/she report directly to the audit committee and provision of advice on the internal auditor's performance to be in accordance with the International Standards for the Professional Practice of Internal Auditing.

Review of Compliance with Applicable Laws and Regulations

The audit committee reviewed and supervised the company's operations in strict compliance with legislation related to securities and stock exchange, including regulations and requirements related to business operations. In the fiscal year ended October 31, 2018, no violation had been found.

Nomination of the External Auditor and Determination of the Audit Fee for 2019

In selecting the external auditor, the audit committee reviewed the external auditor's performance, insight and competencies, proficiencies, independence and audit fees and presented to the board of directors for proposing to the shareholders' meeting for approval on the appointment of Mr. Joompoth Piratanakorn, certified public accountant No. 7645 and/or Mr. Nopparoeek Pissanu Wong, certified public accountant No. 7764 and/or Miss Suphaphorn Mangjit, certified public accountant No. 8125 of D I A International Audit Co., Ltd. as the company's external auditor for the year 2019 and the auditor remuneration of Baht 2,000,000.

On behalf of the audit committee



Mr. Chaichod 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

Business Policies & Overviews

History

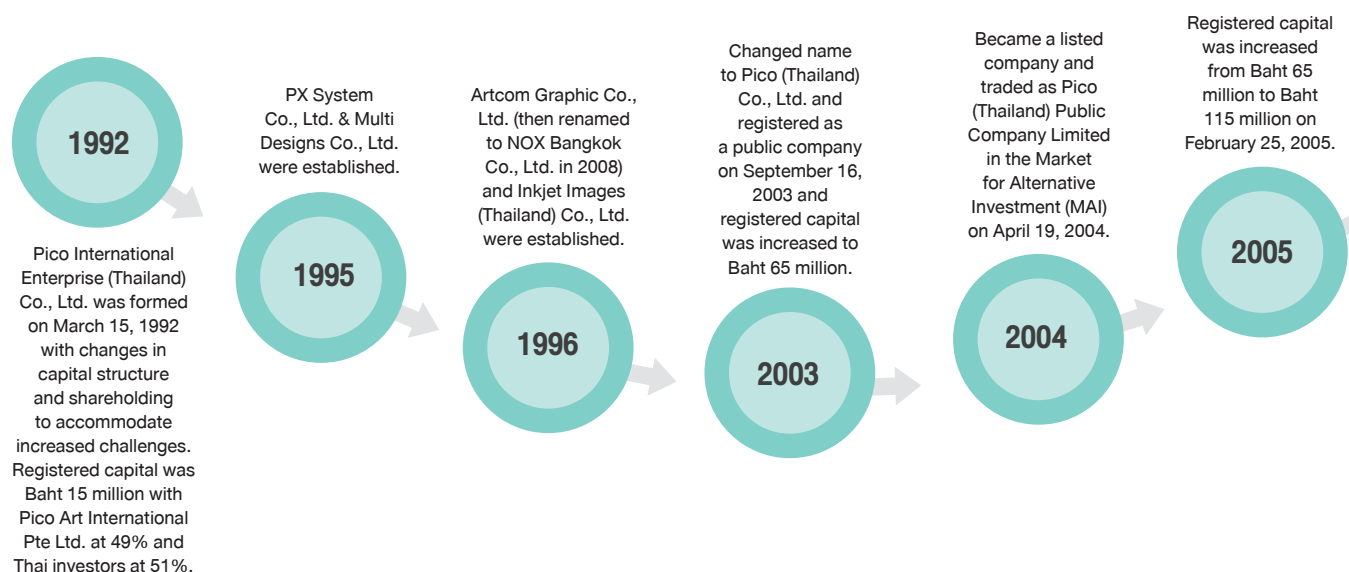
Pico (Thailand) Public Company Limited was formed in 1981. Formerly named Pico Thai Exhibition Contractor Co. Ltd., the company was a joint venture between Thai investors led by Mr Pised Chungyampin and the Singapore-based Pico Art International Pte Ltd ("Pico Art").

Since 1992, Pico Far East Holding Limited, the parent company of Pico Art, has been listed on the Hong Kong Stock Exchange (SEHK 752).

Pico is a total brand activation company, present in 37 major cities around the world, with some 2,000 staff and a global track record of bringing brands to life through powerful and engaging experiences from strategy to execution.

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:

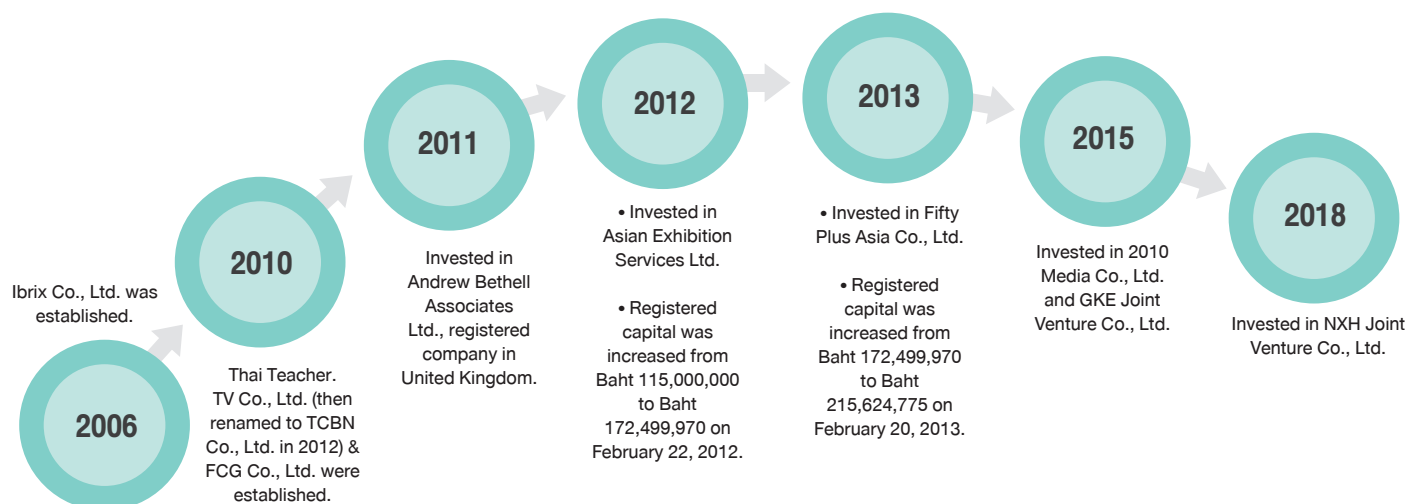


Vision

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 Life Quality Work” 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

 <p>Registered Capital 11 MB % of Ownership 89.99%</p>	 <p>Registered Capital 4 MB % of Ownership 59.99%</p>	 <p>ทุนจดทะเบียน 10 ล้านบาท สัดส่วนการถือหุ้น 99.99%</p>	 <p>Registered Capital 10 MB % of Ownership 99.99%</p>	 <p>Registered Capital 3 MB % of Ownership 99.99%</p>
 <p>Registered Capital 100 GBP % of Ownership 75.00%</p>	 <p>Registered Capital 5 MB % of Ownership 99.99%</p>	 <p>Registered Capital 5 MB % of Ownership 98.98% (held through 2010 Media Co., Ltd.)</p>	 <p>Registered Capital 1 MB % of Ownership 93.97% (held through Nox Bangkok Co., Ltd.)</p>	

Associated Companies

 <p>Registered Capital 6 MB % of Ownership 22.22%</p>	 <p>Registered Capital 5 MB % of Ownership 40.00%</p>	 <p>Registered Capital 15 MB % of Ownership 45.00%</p>
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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 42.41% 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's Art International Pte Ltd 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 37 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

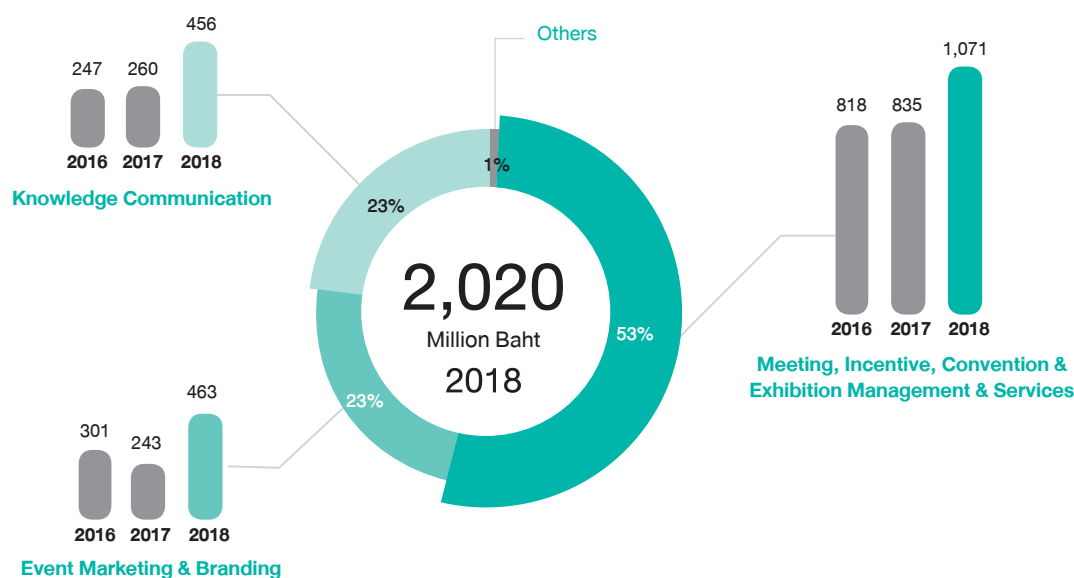
Besides the services mentioned above, we have other services that support and facilitate the customer's business.

- 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.

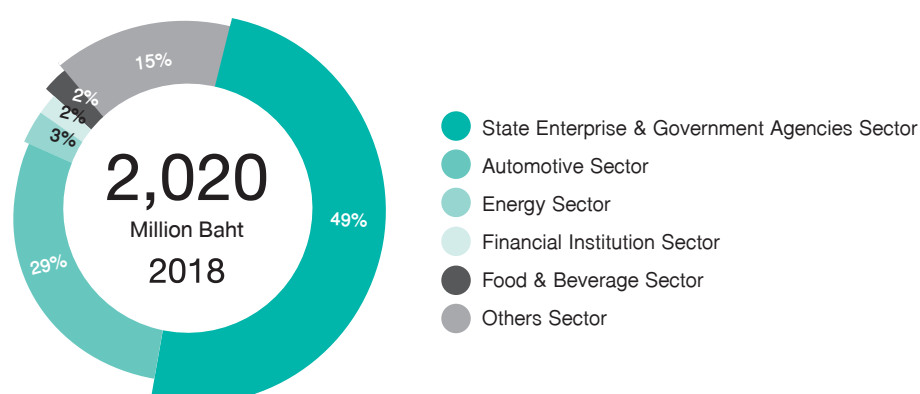
For all businesses, we offer an integrated or turnkey service starting with getting involved in the marketing plan with customer starting from concept developing, designing, constructing, implementing, to show organizing. As an event turnkey service provider, we also provide logistics and supportive 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 2018 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.

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 Science and Technology, the Ministry of Digital Economy and Society, Ministry of Education and the Department of Export Promotion etc.



Private Sector



Automobile Sector

This group emphasizes on event marketing as it provides direct channel for the consumer to make the decision immediately.



Energy Sector

This group has a record of consistent growth and recognizes the importance of corporate social responsibility. It regularly conducts activities aimed at knowledge communications and increasing the public understanding of its organizations.

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-37-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 in 37 major cities around the world, we have direct access to various institutions and organizations when they come to incorporate or arrange events in Thailand.



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.



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.



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. Event marketing, branding, and knowledge communication are marketing tools that serve needs of these industries.

Product Sourcing

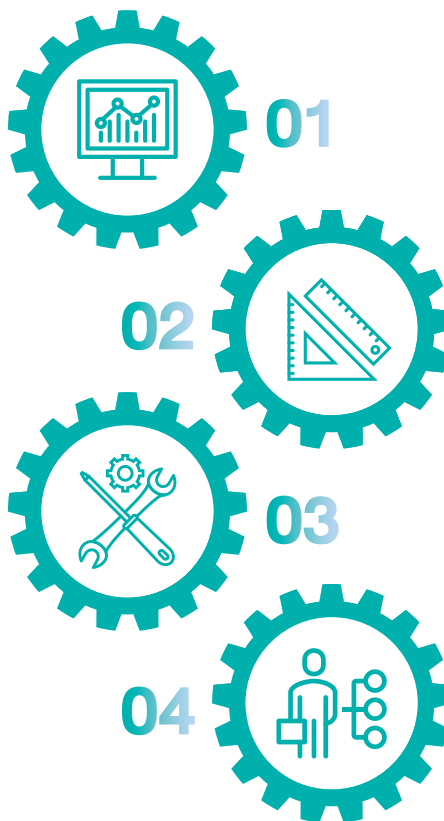
The key steps of our products sourcing process are as follows:

MARKETING

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

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.



DESIGN

- Research on specific requirements of customers
- Realization of conceptual design, structure or exhibition with support from subsidiaries
- Budget and breakdown presented 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, 2018, the company has work in progress totaling Baht 550 million, consisting of Meeting, Incentive, Convention, and Exhibition (MICE) Management & Services and Event Marketing of Baht 291 million and knowledge communication of Baht 259 million.

Risk Factors

The company realized the importance of risk management. And in compliance with the purpose of enhancing the enterprise risk management of the company and the corporate governance practice of listed companies, the company thus appointed the Risk Management Committee to oversee and support the enterprise risk management program 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 operating levels.

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

Domestic and International Economic Downturn

Economic instability is a risk that may cause the company to suffer from impacts on businesses and performance outcomes if the company's strategies cannot promptly accommodate such change. Thus the company keeps its eyes on the economic situation in order to always be prepared to adjust company's strategy accordingly.

The company has also improved its operation to make the most benefits to our customers by providing an integrated or turnkey service starting with getting involved in the marketing plan with customer, starting from concept developing, designing, constructing, event management including logistics and installation services.

Moreover, the company provides a variety of services i.e. MICE management and services, event marketing and branding, knowledge communication including the permanent exhibition in learning center and museum and digital content production. With these strategies, the company would be able to maintain our existing clients and expand to new profitable markets. Additionally, the company has the policy to approach customers in various industries to diversify risk that may affect some certain industries.

Political Effect

The political stability is an another important factor that affects our business due to the fact that our business relies on customers in both private and public sectors which will be affected from the political instabilities in terms of private sector's confidence and investment decision and government policy uncertainty. However, since the company has continuously provided the best services to our customers, the company has been able to retain the annual income from following annual events such as Thailand International Motor Expo, Bangkok International Motor Show and National Science and Technology Fair.

Moreover, the company has also operated businesses under the “Drive Change” strategy and founded Pico+ to create integrated engagement methodologies by blending digital technologies, social media and other technologies with current company’s services to serve both existing markets and new profitable markets. Besides, in order to relief the impact from such political risks, the company works closely with Pico Group’s global network to expand the company’s international markets.

Natural Disasters

The natural disasters risk, for example storm, flooding and earthquake, may affect the business operation of the company such as the postponement or cancellation of the events. The company has closely monitored and analyzed situations to find out all possible outcomes for safety of event installation and attendants. In addition, the company has insurance policies to cover and reduce the impact from such risk.

Highly-Competitive Market

Due to recent emergence of several entrepreneurs in the market, the company needs to always adapt its strategy to make sure that it can stay competitive in this industry. Moreover, despite adherence to the company’s missions in bringing clients the services that always exceed clients’ expectation by integrating creativity, knowledge and innovation into various face-to-face communications, the company has extended its scope to cover full services of event marketing and also created a differentiation focusing on knowledge communication. This has become the strength of the company that allows the company to keep its customer base while reaching out to new market.

In addition, the company combines digital technology, social media and other technologies with current company’s services to create digital-technology-integrated marketing tools which are able to respond to the rapid technological changes. Additionally, in order to increase competitive advantage over pricing, the company has project management function to closely monitor and manage projects’ cost efficiency.

Unpredictability of Customers

There are many factors that can affect customer’s business decisions or marketing strategy such as budget for advertising and public relations and marketing activities. The company thus cannot rely on only a specific group of customers. Over 37 years of the company’s business operation, it has a variety of customers, both government and private sectors conducting various types of business. The company has tried to retain and increase the revenue from the existing customers and expanded to new target customers with the quality and innovative services which exceed clients’ need and meet clients’ budget.

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 and welfares to our staffs in accordance with our quality policy “Quality Life, Quality Work” to ensure that the company can efficiently manage the risk of losing talents.

In addition, the company has put in place a proper and transparent nomination process for key management positions at every level. The succession plan is started with the process of recruiting candidates who possess both talent and integrity. Young talents are the focus of recruitment, so that they can be groomed to become leaders in the future. The career development plan of successors is continually updated and changed in accordance with the operational guidelines and business objectives to ensure that staff members are ready to fill any positions that become vacant.

Information Technology Risk

Technology plays an important role for the company in providing its services. IT failure may affect the company's operation interruption or security breaches or unrecoverable data. For business continuity and limiting potential damage, the company establishes Data Backup and Disaster Recovery Policy which specifies data backup processes and regular backup data testing.

Besides, with the number of the company's employee and the easier access to software nowadays, the company's employee may commit the software piracy. This could affect the company's reputation and cost. Therefore, the company has specified rules, regulations and laws related to information technology in the policy for making awareness and reducing the impact of software piracy risk.

Cyber Security Risk

Changes of business operating models and working processes that are becoming more dependent on digital technology, the connection of the company's devices with the internet make businesses exposed to cyber risks. For example, stolen trade secrets and employee data could result in large amounts of monetary impact and adverse effects on the company's brand and reputation. The company has therefore, set out the policy for information technology usage and the cyber security roadmap which include data classification and management. Additionally, on the annual basis, the internal control of the information technology system is audited by external IT auditors to ensure that the system is secured and operate efficiently.

Assets Used in Business Operations

Property, Plant & Equipment

The property, plant & equipment as of October 31, 2018 are as follows:

Details of Land & Building

	Areas	Types of Rights	Baht Million	Commitment
Title Deeds No. 216194-7 Soi Sukhumvit 105 (Lasalle 56), Bangna Tai, Bangna, Bangkok 10260	2 Rai 200 Square Wah	Outright Owner	55.0	None
Office Building 10 Soi Sukhumvit 105 (Lasalle 56), Bangna Tai, Bangna, Bangkok 10260	4.555 Sqm.	Outright Owner	44.5	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 year by the independent appraisers.

Details of Other Assets

Assets	Types of Ownership	Baht Million	Commitment	Note
Vehicles	On hire purchase	12.7	Whole amount	with leasing companies
Office equipment	Outright owner	2.5	None	
Computer	Outright owner	2.9	None	
Equipment & machinery	Outright owner	0.9	None	
Office decoration	Outright owner	2.6	None	
Operating accessories	Outright owner	2.2	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., in 2015 2010 Media Co., Ltd. and GKE Joint Venture Co., Ltd, and in 2018 NXH Joint Venture Co., Ltd. These investments enhance the company's capability to offer comprehensive and integrated products/services to clients.

Legal Disputes

- None -

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, Bangna Tai, Bangna, 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.

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

Address :

12 Soi Lasalle 56, Bangna Tai 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

Telephone :

+662 748 7625-9

Facsimile :

+662 748 7630

% of Ownership :

89.99%



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

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

10 Soi Lasalle 56, Bangna Tai Bangna Bangkok 10260

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

+662 745 8058

+662 745 8059

99.99%



Multi Design Co., Ltd.

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

10 Soi Lasalle 56, Bangna Tai Bangna Bangkok 10260

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

+662 361 7835-6

+662 748 7593

59.99%

* On December 3, 2018, PX System Co., Ltd. moved its registered address to 79/90 Moo 12, Bangna-Trad Road, Bang Kaew, Bang Phli, Samut Prakan 10540.

Subsidiary Companies



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, Bangna Tai
Bangna Bangkok 10260

10 Soi Lasalle 56, Bangna Tai
Bangna 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%



2010 Media Co., Ltd.

Principal Business :

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

Address :

18 Soi Lasalle 56, Bangna Tai, Bangna 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

Telephone :

+662 748 7007

Facsimile :

+662 748 7591

% of Ownership :

99.99%



GKE Joint Venture Co., Ltd.

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

18 Soi Lasalle 56, Bangna Tai, Bangna Bangkok 10260

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

+662 7487007

+662 748 7591

98.98%



NXH Joint Venture Co., Ltd.

Building design, construction, museum design and decoration services including all kinds of exhibition design and fabrication and other related business

10 Soi Lasalle 56, Bangna Tai, Bangna, Bangkok 10260

Registered and paid up capital of Baht 1 million divided into 10,000 ordinary shares with par value of Baht 100

+662 748 7007

+662 748 7591

93.97%

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, Chatuchak
Bangkok 10900

111/1 Moo 6 Banmai,
Pakkred, Nontaburi 11120

10 Soi Lasalle 56, Bangna Tai
Bangna 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



Thailand Securities
Depository Co., Ltd.
Registrars

Dharmniti Law Office Co., Ltd.
Corporate Lawyer

D I A International Audit Co., Ltd.
Mr. Joompoth Priratanakorn,
Certified Public Accountant (Thailand)
Registration No. 7645

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,
Sukhumvit Road, Klongtoey, Klongtoey,
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

Information of Securities & Shareholders

Share Capital

As of October 31, 2018, 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 28, 2018 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	26,356,301	12.24
4	Mrs. Natyanee Banyongpongler	19,000,000	8.83
5	Mr. Vichean Srimuninnimit	5,166,943	2.40
6	DBS Vickers Securities (Singapore) Pte. Ltd.*	5,065,400	2.35
7	Mr. Supawit Wattanaphant	2,267,000	1.05
8	Ms. Anchana Pinijkusoljit	2,100,000	0.98
9	Mr. Savira Pinijkusoljit	1,000,000	0.46
10	Ms. Narisa Pinijkusoljit	1,000,000	0.46
		202,306,928	93.97

* The company's shares held under DBS Vickers Securities (Singapore) Pte. Ltd. belong to Pico Far East Holding Limited.

Dividend Policy

Provided that there are no other needs such as major business expansion, the company has the policy to pay out the dividend at the rate of approximately 40% of net profit after taxes in separate financial statements.

On February 23, 2018, the Company's 2018 Annual General Meeting of Shareholders resolved to pay the dividend from the operating result of the year ended October 31, 2017 at the amount of Baht 0.125 per share for total 215,624,559 eligible shares totaling Baht 26,953,070. The record date on which shareholders had the right to receive the dividend was March 9, 2018. The company paid such dividend on March 23, 2018.

Detail of Dividend Distribution in the past 5 years

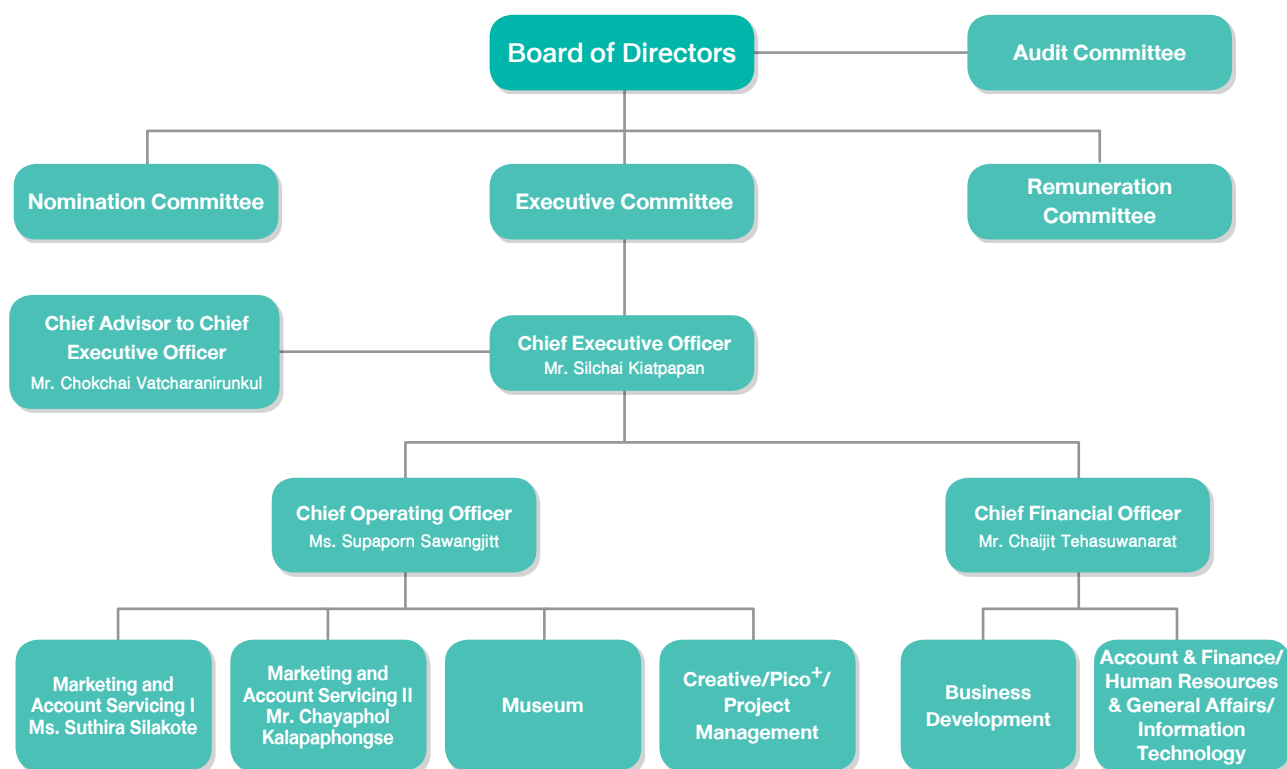
Year	Interim dividend (Baht/share)	Final dividend (Baht/share)	Annual dividend (Baht/share)	Dividend pay-out ratio on net profit * (%)
2014	0.20	-	0.20	144
2015	-	0.22	0.22	81
2016	-	0.15	0.15	92
2017	-	0.125	0.125	90
2018	-	0.30**	0.30	88

* Net profit is net profit after taxes in separate financial statements

** The Board of Director resolved to propose the Annual General Meeting of Shareholders on February 15, 2019, to approve the final dividend distribution at Baht 0.30 per share.

Management

The structure of management of the company as of October 31, 2018 is as follows:



The Board of Directors

As at October 31, 2018, the company's board of directors consists of nine members as follows:

Name	Position
1. Mr. Chia Song Heng	Chairman
2. Mr. Silchai Kiatpapan	Director
3. Mr. Yong Choon Kong	Director
4. Ms. Chia Yuan Jiun	Director
5. Mr. Viriya Pholpoke	Director
6. Mr. Chaeyod Bunyagidj	Independent director
7. Mr. Sern Vithespongse	Independent director
8. Mr. Manus Manoonchai	Independent director
9. Mr. Chajit Tehasuwanarat*	Director

The nine members of the board of directors have no forbidden qualification as follows:

1. Never dishonestly committed a criminal offence against property.
2. Never entered into any transaction which may cause conflict of interest against the company during the year.

Composition of the Board of Directors

The board of directors comprises knowledgeable and competent persons who are responsible for drawing up corporate policy and collaborating with the top executives in making both short-term and long-term operating plans, financial policy, risk management policy, and organizational overview. The board plays an important role in overseeing, monitoring and assessing the performance of the Company and top executives on an independent basis.

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

Directors	Board of Directors (9 directors)	Executive Committee (7 members)	Audit Committee (3 members)	Nomination Committee (6 members)	Remuneration Committee (5 members)
1. Mr. Chia Song Heng	Chairman	Member		Chairman	Chairman
2. Mr. Silchai Kiatpapan	Director	Chairman		Member	
3. Mr. Yong Choon Kong	Director	Member			
4. Ms. Chia Yuan Jiun	Director	Member			
5. Mr. Viriya Pholpoke	Director			Member	Member
6. Mr. Chaeyod Bunyakidj	Independent Director		Chairman	Member	Member
7. Mr. Sern Vithesponse	Independent Director		Member	Member	Member
8. Mr. Manus Manoonchai	Independent Director		Member	Member	Member
9. Mr. Chajit Tehasuwanarat*	Director	Member			
10. Mr. Chokchai Vatcharanirunkul		Member			
11. Ms. Supaporn Sawangjitt		Member			

* Mr. Pised Chungyampin resigned as the company's director and nomination committee member effective from May 10, 2018 onwards. And Mr. Chajit Tehasuwanarat was nominated for his replacement as the company's director effective from May 11, 2018 onwards. The nominated director assumed the remaining tenure of the resigned director which shall end at the Company's 2019 Annual General Meeting of Shareholders.

Directors Authorized to Sign & Bind the Company

Directors authorized to sign and bind the company are

1. Mr. Chia Song Heng and Mr. Silchai Kiatpapan sign together, constituting 2 signatures with the company's seal affixed OR
2. Mr. Chia Song Heng or Mr. Silchai Kiatpapan signs together with Ms. Chia Yuan Jiun or Mr. Yong Choon Kong or Mr. Chaijit Tehasuwanarat, constituting 2 signatures with the company's seal affixed.

Board of Directors' Meetings

It is the duty of each member of the board to consistently attend the Board's meetings to stay informed of the company's operations and make business decisions. The board holds at least five scheduled meetings per year, the schedules of which are arranged in advance every year and submitted to each director at the beginning of the year so all the directors can arrange their schedule for the meetings. In addition, special meetings might be held to consider urgent matters. The chairman of the board and CEO jointly determine the agenda of the meeting and which agenda items are relevant to the meetings. Every individual member of the board is entitled to propose agenda items.

In 2018, the board held 6 meetings, consisting of five scheduled meetings and one special meeting. Prior to each meeting, the secretary to the board of directors notifies all members the date, time and place of the meeting and also sends the agenda and supporting documents five working days prior to the date of the meeting to allow adequate time for their preparation.

When considering the matters presented to the board, the chairman of the board presides over and duly conducts the meetings. All members of the board are allowed to express their opinions independently. Resolutions are passed with a majority vote, whereby one director is eligible for one vote. A director with a vested interest in the issue under consideration shall be excused and/or abstain from voting. In case of a tied vote, the chairman of the meeting will cast his vote to reach a resolution.

In addition, the board attaches significance to managing the conflicts of interest of the concerned parties with prudence, fairness and transparency. The information shall be fully disclosed. Any director with a vested interest in the matter under consideration must not be involved in the decision process.

After the Meeting, the secretary to the board of directors is responsible for preparing the minutes for all directors. The minutes must then be approved as the first agenda item of the following meeting of the Board, which is duly signed by the Chairman. Directors may make comments, corrections or additions to ensure maximum accuracy and completeness. After approval, minutes of the meeting are stored securely in the company secretary's office together with all related documents, which are backed up electronically to facilitate data searches.

The Attendance of the Directors in 2018

(November 1, 2017 - October 31, 2018)

Directors	Board of Directors (9 directors) Total 6 times/year	Executive Committee (7 members) Total 5 times/year	Audit Committee (3 members) Total 4 times/year	Nomination Committee (6 members) Total 1 time/year	Remuneration Committee (5 members) Total 1 time/year
1. Mr. Chia Song Heng	4/6	3/5		-/1	1/1
2. Mr. Pised Chungyampin*	3/3				
3. Mr. Silchai Kiatpapan	6/6	5/5		1/1	
4. Mr. Yong Choon Kong	6/6	4/5			
5. Ms. Chia Yuan Jiun	5/6	3/5			
6. Mr. Viriya Pholpoke	6/6			1/1	1/1
7. Mr. Chaeyod Bunyakidj	6/6		4/4	1/1	1/1
8. Mr. Sern Vithesponse	6/6		4/4	1/1	1/1
9. Mr. Manus Manoonchai	6/6		4/4	1/1	1/1
10. Mr. Chaijit Tehasuwanarat*	2/2	5/5			
11. Mr. Chokchai Vatcharanirunkul		5/5			
12. Ms. Supaporn Sawangjitt		5/5			

* Mr. Pised Chungyampin resigned as the company's director and nomination committee member effective from May 10, 2018 onwards. And Mr. Chaijit Tehasuwanarat was nominated for his replacement as the company's director effective from May 11, 2018 onwards. The nominated director assumed the remaining tenure of the resigned director which shall end at the Company's 2019 Annual General Meeting of Shareholders.

Top Executives

Top executives of the company are

1. Mr. Silchai Kiatpapan
Chief Executive Officer
2. Mr. Chokchai Vatcharanirunkul
Chief Advisor to Chief Executive Officer
3. Mr. Chaijit Tehasuwanarat
Chief Financial Officer
4. Ms. Supaporn Sawangjitt
Chief Operating Officer
5. Mr. Chayaphol Kalapaphongse
Group Account Director (Marketing and Account Servicing II)
6. Ms. Suthira Silakote
Group Account Director (Marketing and Account Servicing I)

The above-mentioned top executives of the company are "Executive" according to the Notification of Capital Market Supervisory Board No. Tor Jor 23/2551.

The six members of top executives have no forbidden qualifications as following :

1. Never dishonestly committed an offence against property.
2. Never entered into any transaction which may cause conflicts of interest against the company during the year.

Report of Changes in Securities Holdings of Directors and Executives

Directors/Executives	Ordinary shares of PICO (shares)		
	As at November 1, 2017	Increase/(Decrease) during the financial year	As at October 31, 2018
Mr. Chia Song Heng	-	-	-
Mr. Pised Chungyampin*	53,794,633	-	53,794,633
and close relatives	1,100,264	-	1,100,264
Mr. Silchai Kiatpapan	42,321	-	42,321
and close relatives	50	-	50
Mr. Yong Choon Kong	-	-	-
Ms. Chia Yuan Jiun	-	-	-
Mr. Viriya Pholpoke	-	-	-
Mr. Chaiyod Bunyakidj	-	-	-
Mr. Sern Vithesponse	-	-	-
Mr. Manus Manoonchai	-	-	-
Mr. Chaijit Tehasuwanarat*	-	-	-
Mr. Chokchai Vatcharanirunkul	87	-	87
Ms. Supaporn Sawangjitt	6,211	-	6,211
Mr. Chayaphol Kalapaphongse	-	-	-
Ms. Suthira Silakote	187	-	187

* Mr. Pised Chungyampin resigned as the company's director and nomination committee member effective from May 10, 2018 onwards. And Mr. Chaijit Tehasuwanarat was nominated for his replacement as the company's director effective from May 11, 2018 onwards. The nominated director assumed the remaining tenure of the resigned director which shall end at the Company's 2019 Annual General Meeting of Shareholders.

The Company Secretary

The board appointed Ms. Kulsiri Denrungruang as the company secretary responsible for organizing the meetings of the board, committees and shareholders. The company secretary is also in charge of preparing the minutes of the board's meetings, the minutes of shareholders' meetings, and the Annual Report as well as filing documents as stipulated by law. She is deemed by the board to be appropriate and knowledgeable in managing corporate secretarial work. The Company constantly supports the company secretary to undergo training and development in the areas of law, accounting, or corporate secretarial work. The qualifications and experience of the company secretary are disclosed in the company's Annual Report.

Note: The board of director appointed Ms. Kulsiri Denrungruang to be the company secretary in replacement of Mr. Chaijit Tehasuwanarat effective from June 6, 2018 onwards.

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

Director and Top Executive Remuneration

Director Remuneration

The company sets appropriate remuneration for members of the board of directors at rates comparable to those of leading companies listed in the SET, and other top companies in the same industries. Remuneration for directors is also considered based on the company's operating results, before being proposed for approval in the shareholders' meeting.

Top Executive Remuneration

Chief Executive Officer

The board and the remuneration committee assess the performance of the CEO based on the company's operating results, implementation of the board's policies, and the overall socio-economic circumstances. The remuneration committee will then consider the appropriate remuneration in short term and long term for the CEO of the company and propose such amount to the board for approval, taking into account the following information regarding the current and previous years:

1. The company's operating results i.e. net profit. The target net profit shall be set forth each year for assessment and comparison purposes.
2. The company's operating results compared to those of other companies in the same industry, both locally and internationally.
3. The CEO's capability to develop the company businesses and improve operational efficiency for each business unit each year.

Other Top Executives

The company has established remuneration policies that offer appropriate remunerations to top executives and are competitive with those of other companies in the same industry with adherence to fair and equitable compensation practices both within and beyond the group. To maintain a shared sense of internal equity and fairness, remuneration is determined by job value. Each job is appropriately assigned to a pay grade that represents employees performing similar work in the compensation structures. Top executives are entitled to fair and equitable compensation based on their performance as well as each position's requirements and responsibilities. As for external equity, the company pledges to align the compensation with the economic circumstances, inflation rates, the Consumer Price Index, and remunerations of other businesses in the same industry, the data of which is garnered through surveys of wages and remunerations of top executives in external industries. The company determines compensation in alignment with the company's short and long term operating results. In the short term, the annual operating results such as revenues from sales and net profit will be factored into the equation. In the long term, the company's long-term comparatives including profit growth, market shares, sustainable development performance, overall operating results and ongoing operational enhancement are taken into consideration.

Monetary Compensation

Directors

The 2018 Annual General Meeting of Shareholders held on February 23, 2018 approved directors' remuneration 2018 in the amount not exceeding Baht 6,000,000 with the disbursement to be decided by the board of directors. This is effective from the date of the Annual General Meeting of Shareholders until otherwise changed by another shareholders' resolution.

Detail of the Payment of Directors' Fee

Monthly Compensation (Per Month Per Person)

Baht 10,000

Meeting Attendance

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

Annual Compensation

Baht 200,000 per person for audit committee members, payable quarterly

Bonus

The bonus payment is determined to be paid to the independent directors and the director who is the company's advisor with the payment amount to be considered from individual responsibility.

Monetary compensation to directors in 2018 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	80,000	-	-	200,000
Mr. Pised Chungyampin*	64,000	45,000	-	-	109,000
Mr. Silchai Kiatpapan	120,000	90,000	-	-	210,000
Mr. Yong Choon Kong	120,000	90,000	-	-	210,000
Ms. Chia Yuan Jiun	120,000	75,000	-	-	195,000
Mr. Viriya Pholpoke	120,000	90,000	-	860,000	1,070,000
Mr. Chaiyod Bunyagidj	120,000	120,000	200,000	900,000	1,340,000
Mr. Sern Vithespongse	120,000	90,000	200,000	880,000	1,290,000
Mr. Manus Manoonchai	120,000	90,000	200,000	880,000	1,290,000
Mr. Chaijit Tehasuwanarat*	56,000	30,000	-	-	86,000
Total (Baht)	1,080,000	800,000	600,000	3,520,000	6,000,000

* Mr. Pised Chungyampin resigned as the company's director and nomination committee member effective from May 10, 2018 onwards. And Mr. Chaijit Tehasuwanarat was nominated for his replacement as the company's director effective from May 11, 2018 onwards. The nominated director assumed the remaining tenure of the resigned director which shall end at the Company's 2019 Annual General Meeting of Shareholders.

Top Executives

In 2018 the company paid monetary compensation, which is salary and bonus, to 6 executives and 1 advisor in the amount of Baht 29.4 million.

Other Compensation

In 2018 the company made contributions of Baht 1.1 million to the provident fund for the executives as the employees of the company.

* The above-mentioned executives 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

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 staffs 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.

Number of Employee

As at October 31, 2018, the company had 191 staff detailed as follows:

	Person
Pico (Thailand) Public Company Limited	134
Subsidiaries	57
	191

Breakdown of Pico (Thailand) Public Company Limited's employee of 134 persons was as follows:

	Person
Management	12
Business Development	4
Marketing & Account Servicing	33
Museum	11
Creative/Pico ⁺ /Project Management	38
Human Resources and General Affairs	15
Finance & Accounting	16
Information Technology	5

Employee Compensation

The company has established remuneration policies that offer appropriate remunerations to employees on all levels and are competitive with those of other companies in the same industry with adherence to fair and equitable compensation practices both within and beyond the Group. To maintain a shared sense of internal equity and fairness, remuneration is determined by job value. Each job is appropriately assigned to a pay grade that represents employees performing similar work in the compensation structures. Employees are entitled to fair and equitable compensation based on their performance as well as each position's requirements and responsibilities. As for external equity, the company pledges to align the compensation with the economic circumstances, inflation rates, the Consumer Price Index, and remunerations of other businesses in the same industry, the data of which is garnered through surveys of wages and remunerations of employees on all levels in external industries. The company determines compensation in alignment with the company's short and long term operating results. In the short term, the annual operating results such as revenues from sales and net profit will be factored into the equation. In the long term, the company's long-term comparatives including profit growth, market shares, sustainable development performance, overall operating results and ongoing operational enhancement are taken into consideration.

Monetary Compensation

In 2018 total monetary compensation, which is salary and bonus, paid to employees of the company and subsidiaries was Baht 154.3 million.

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. In 2018 the company made contributions of Baht 5.2 million to the provident fund for all company and subsidiaries' employees.

Corporate Governance

Corporate Governance Policies

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 2018 as follows:

I. Rights of Shareholders

The company has the policy to support, promote, and facilitate every shareholder including institutional investors to ensure that shareholders, both as investors and owners of the Company, are entitled to all basic rights meeting widely accepted and reliable standards, which include the right to freely trade or transfer their own shares, the right to receive dividends from the company, the right to attend Shareholders' Meetings, the right to propose in advance the Meeting agenda, the right to nominate a person to be a director, the right to express opinions independently, and the right to make decisions on important affairs of the company, e.g. the election of directors, the appointment of auditors and fixing of the audit fee, approval of significant transactions influencing the company's direction, as well as amendment of Memorandum of Association and Articles of Association of the company, etc. Apart from the abovementioned rights of the shareholders, the company has made additional efforts to encourage and facilitate shareholders to exercise their rights as follows:

1. The company provides essential, clear, and up-to-date information for shareholders regarding the company's business. The company will notify shareholders of the information through the company's website and the Stock Exchange of Thailand.

2. To ensure that all shareholders receive clear and sufficient detailed information, allowing them to have adequate time to study the information before attending the shareholders' meeting, the company has submitted the annual meeting notice together with supporting information to all shareholders at least 7 days in advance to inform the meeting agenda together with the directors' opinion and recommendation for each of the agenda presented. Such information both in Thai and English will be posted on the company's website 14 days in advance prior to the date of the meeting. 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.
3. To facilitate shareholders unable to attend a Meeting, the company provides an opportunity for them to appoint a representative, e.g., an independent director or any other person to act as proxy, using the proxy form attached to the notice of the meeting. The proxy form prepared in compliance with the specifications defined by the Department of Business Development at the Ministry of Commerce allows shareholders to exercise their voting rights as they wish. The company also attaches documents and evidence required prior to attending the Meeting, proxy procedure, and registration to the notice of the Meeting. Also attached is a profile of independent directors proposed by the company to serve as proxies for shareholders.
4. In 2018, all members of the board of directors except Mr. Yong Choon Kong attended the Annual General Meeting of Shareholders.
5. In 2018, the Annual General Meeting of Shareholders was held on February 23, 2018 at Bannabhiromya room, Phothalai Leisure Park. The company deemed the venue was appropriate to organize the meeting and sufficient to support all attending shareholders. In addition, the company facilitated all shareholders at the meeting by arranging adequate number of staffs to welcome and check registration documents. The company made registration process available one hour before the meeting starts by using bar code system to shorten the registration process.
6. Before the meeting started, 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 are the witness and independent auditors from DIA International Audit Co., Ltd. are the moderators to check the vote for transparency throughout the Meeting with the shareholders' right protection volunteer from Thai Investors Association serving as an observer. 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.
7. Shareholders arriving after the Meeting commenced were allowed to vote on the agenda item considered provided that a resolution was not yet made. They constituted part of the quorum starting from the agenda item for which they were in attendance and can exercise their rights. As a consequence, the number of shareholders in each agenda item might vary.
8. At the Meeting, shareholders were allowed to freely express their opinions, give suggestions and raise questions on any agenda item before casting votes, so that shareholders could obtain sufficiently detailed information on the matter in question. When shareholders had questions or inquiries, the company's officers were available to answer queries under the authority of the board.

9. The results of the vote count shall be announced at the Meeting after the completion of the counting of votes for each agenda item. However, vote counting for some agenda items might take longer. In such cases, the Chairman might request the Meeting to proceed with the consideration of the next item on the agenda to avoid disrupting the Meeting. The Meeting is informed of the result as soon as the vote counting has finished.
10. The agenda of the 2018 Annual General Meeting of Shareholders was considered chronologically as it appeared in the invitation letter submitted to shareholders prior to the Meeting, without any changes in order or request the Meeting consider any agenda item other than those specified in the invitation letter. Moreover, after all agenda items were considered, the Chairman welcomed shareholders' additional queries of their interest before declaring the meeting adjourned.
11. The company disclosed the voting results and resolutions for each agenda item at the 2018 Annual General Meeting of Shareholders to the public via SET Portal and the company website after the Meeting ended.
12. The Company prepared the minutes of the Shareholders' Meeting completely encompassing all material information: names of directors and the management attending the Meeting, voting procedure, resolutions of the Meeting, voting results for each agenda item, key questions, clarification, and shareholders' comments. The Company prepared the minutes of the 2018 Annual General Meeting of Shareholders within 14 days from the date of the meeting, submitted them to the Stock Exchange of Thailand and the Ministry of Commerce as stipulated by law and posted the minutes and the video record of the 2018 Annual General Meeting of Shareholders on the 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, including their spouses and minor children, for their personal gain to comply with the Securities and Exchange Act B.E. 2535 and the Securities and Exchange Act amended B.E. 2559 and to align the company practices with the SEC Office and the Stock Exchange best practices. The details are as follows :

- Management in every department are informed of their responsibility to report their stockholding and the penalties for failure to comply with section 59 of Securities and Exchange Act B.E. 2535 and Securities and Exchange Act amended B.E. 2559 and the regulations of the SET.
- Management and staffs who receive inside information are prohibited from disclosing such information to any third parties or not involved parties.
- All management are prohibited from trading the 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 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 of such information.
- Directors and executives (top executive) as defined by SEC are required to make an initial reporting of their securities holding in the company to the SEC within 30 days of the date on which they are appointed (Form 59-1)*. They are also required to report on any changes in securities holding as a result of the purchase, sale, transfer or acceptance of transfer of securities (Form 59-2) within three business days of the date of any changes. In addition, the board of directors will monitor to ensure compliance with such measures. It is stipulated that any changes in their shareholding be reported in the board of directors' meeting. The number of shares held by the directors and top executives both directly and indirectly as of the beginning and end of the year as well as those traded during the year shall be reported in the Annual Report.

In 2018, there were no insider trading cases concerning the director, top executives, and employees involved with internal information.

* According to the notification of the Office of the Securities and Exchange Commission (SEC) No. Sor Jor. 38/2561, the requirement for top executive to initially report their securities holding in the company to the SEC when they are appointed (Form 59-1) was cancelled effective from August 15, 2018 onwards*.

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.

The company's treatment of employee including employee development and compensations are disclosed under section "Management".

Trading partners :

The company is committed to the market practice while ensuring that all parties receive appropriate returns for both parties. This includes avoiding situations leading to the conflict of interest as well as strictly abiding by the terms of contracts.

The company adheres to a framework of fair and transparent trade competition and strictly complies with the trading terms and conditions agreed upon and pledges given to its suppliers. To this effect, the company determines appropriate and fair sale prices, taking into account the reasonableness, the quality, and the entailed services. In addition, regulations regarding procurement and operations are clearly established. These include refraining from demanding or accepting benefits from suppliers, supporting environmentally-friendly procurement, avoiding purchasing products from suppliers that violate human rights or intellectual property law as well as dealing business with suppliers that carry out illegal acts.

The board of directors approved the implementation of the company's procurement and vendor selection policies and guidelines, in which the policy regarding the selection and screening, the required qualifications, and the application of the company's suppliers/business partners, as well as the procedures involved in carrying out business with the company are clearly prescribed. This is in order to ensure ethical business conduct and responsibility toward society and the environment. The company also refuses to conduct business with a person or a juristic person who violates the law or demonstrates behavior involving corruption.

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: 2015 Project Management for Event Marketing, Exhibition, Museum, 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.

Joint Venture Partners :

The company respects the rights of joint venture partners, treats every partner equitably and fairly, and does not exploit partners. The company also collaborates with joint venture partners to promote, support, and strengthen the operation of joint ventures; encourage exchange of opinions and suggestions; formulate business plans; determine an appropriate and transparent allocation of interest and monitor and drive the operation of the joint ventures to be in accordance with the laws and sustainable development guidelines, in order for the joint ventures to achieve the shared goals.

Competitors :

We believe that competition induces creative development and we abide by the rules of a good competition and an honest competition framework. We will not resort to predatory practices on our competitors. The company is committed to carrying out business fairly in compliance with the law and the company's code of conduct and with concern for trade ethics and transparency. The company also refuses to gain an unfair advantage over its competitors through unlawful activities, seek confidential information through unethical or inappropriate means, engage in any action that violates competitors' intellectual properties rights, or destroy competitors' reputations with defamatory and untruthful statements. In addition, the company supports and promotes free trade, avoiding any acts that monopolize the market, impede or limit fair competition.

Creditors :

The company takes into account equality for all concerned parties and honesty in carrying out its business. The company is also committed to creating confidence and ensuring fair treatment to creditors. The company thus 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.

Policies and guidelines regarding the treatment of creditors are as follows:

1. The company enters all types of agreement with each creditor in compliance with the law in a fair and transparent way without taking advantage of the parties to the agreement.
2. Any fraudulent method or concealment of material facts or information that may damage the creditors are prohibited.
3. The company strictly complies with any agreed terms and conditions with all types of creditor accurately and straight forwardly.
4. The company will pay loans plus interests to all types of creditor at the full amount when due.

To maintain the creditors' confidence, the company stresses the importance of managing its finances to create an appropriate financial structure. The company also strives to constantly keep creditors abreast of the company's business status and maintain sustainable relations with creditors.

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".

Whistle-Blowing Policy and Whistler-Blower Protection :

The company has given priority to good corporate governance and opened up opportunities for employees and stakeholders to report or inform any irregularities in the business operations of the company such as corporate governance, ethical practices, corruption, financial transactions, code of conduct, and compliance with legal requirements, regulations through the specific channels provided. This is to ensure that investigation of complaints is conducted according to the process specified in the whistle blowing policy guidelines.

The company has provided channels for complains as follows:

1. Chairman of Audit Committee or the Board of Directors
Pico (Thailand) Public Company Limited
10 Soi Lasalle 56, Bangna Tai,
Bangna, Bangkok 10260
2. Company Secretary Tel. +662-748-7007 or companysecretary@picothai.com
3. Internal Auditor Tel. +662-748-7007 or internalauditor@picothai.com

The company will proceed the investigation according to the specified process and properly record the result without disclosing the whistle-blowers' name, 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.

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.

The company is committed to strictly obeying the law, and the regulations and obligations mandated by the Securities and Exchange Commission (SEC), SET, and relevant government bodies. Regular amendment takes place to ensure accurate information disclosure and to guarantee The company's transparency in conducting business. For example, we:

1. Compile reports as required by laws related to directors and chief executives and submit such reports to the Securities and Exchange Commission.
2. Establish a policy that requires the company's directors and executives to report their own interests, and those of any related persons, which are vested interests relating to the management of the company or its subsidiaries according to the criteria and reporting procedures prescribed by the company.
3. Establish a policy requiring all the directors to disclose/report their securities trading to the board of director's meeting and prescribing the directors and executives to report their holdings of the company's debentures, as well as the ordinary shareholdings of their spouse and minors, to the Board of Directors every quarter. They are also required to report the number of shares they hold at the beginning of the year and at year-end together with the number of those traded during the year in the company's Annual Report.
4. Prepare a report on the Board's responsibility for financial statements and present it in the Annual Report.
5. Publish Notice of Annual General Meeting of Shareholders and Annual Report within 120 days after each financial year-end.
6. Publish minutes of the latest and previous Annual General Meeting of Shareholders on the company's website.
7. Disclose the roles and responsibilities of the board of directors and sub-committee, the number of meetings held, and the number of meetings each individual director and sub-committee member attended.
8. Disclose the date of the director's appointment in the company's Annual Report.
9. Disclose the board member selection process.
10. Disclose the policy on the remuneration of directors and top executives.
11. Disclose details of each individual director's attendance of courses offered by the Thai Institute of Directors Association (IOD).
12. Disclose detailed information on the operations and investment structure of subsidiaries, associates, joint ventures and other companies.

13. Disclose the audit fee and other fees in the company's Annual Report.
14. Disclose policy on environmental and social responsibility.
15. Disclose corporate governance policies.
16. Reveal significant investment projects and relevant impacts of the projects via the SET Portal of the Stock Exchange of Thailand and the company's website to ensure that shareholders, investors, the press, and related parties are kept informed of information accurately, extensively, and transparently.

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. Ms. Kulsiri Denrungruang, company secretary, serves as the investor relations officer and can be reached at 02-748-7007 or email address kulsiri@picothai.com.

The Company's Information Distribution Channels

The company places great importance upon transparency and full disclosure of significant financial, operational, and other relevant information, so that it is accurate, complete, and timely. In addition to fulfilling legal and SET reporting requirements, the company has established its own broad infrastructure of dissemination channels to reach interested parties. These communications channels include the quarterly announcement of the company's operating results, the regular announcement on significant investment projects and activities, and activities to disseminate policy and operational guidelines to employees.

The Investor Relations Department

The Investor Relations Department of the company is responsible for communications with institutional investors, retail investors, shareholders, analysts and relevant government bodies on an equal and fair basis. Should the shareholders require additional information, they can contact the Investor Relations Department directly via kulsiri@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 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.

- 5 directors who are member of executive committee
- 4 directors who are not member of executive committee. These non-executive directors include 3 independent directors.

Limitation of the Number of Companies outside Pico Group in Which a Director May Hold Directorship

The board of directors has set a policy to limit the number of the companies outside Pico Group in which each director may hold a directorship. This policy aims to protect the company's best interests because it helps ensure that directors have time sufficient to handle their duties. The board of directors has agreed to set the policy prescribing that each director should hold directorship of a maximum of five companies outside Pico Group.

As at October 31, 2018, there is no director holding directorship of more than 5 companies outside Pico Group.

Company Secretary

The board appointed Ms. Kulsiri Denrungruang* as Company Secretary. The board deemed that she is appropriate because she 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 and 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 board of director appointed Ms. Kulsiri Denrungruang to be the company secretary in replacement of Mr. Chaijit Tehasuwanarat effective from June 6, 2018 onwards.

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.

Training programs taken by the company's directors and management are as follows:

Directors and Management	Training Program	Organized by
Mr. Chia Song Heng	●Cyber Security and Cyber Risks	Hong Kong Institute of Directors
	●Seminar on One Belt One Road Strategy by Mr. Thomas Chan (Head of China Business Centre of the Hong Kong Polytechnic University)	Pico Far East Holding Ltd.
Mr. Silchai Kiatpapan	●Director Accreditation Program (DAP 7/2004)	Thai Institute of Directors Association
	●Director Certification Program (DCP 48/2004)	
	●Finance for Non - Finance Directors (FND 9/2004)	
Mr. Yongh Choon Kong	●Directors Accreditation Program: Evaluation of A Company from the Perspective of Fund Managers	Hong Kong Institute of Directors
	● Cyber Security and Understanding Cyber Risks	
Ms. Chia Yuan Jiun	●Cyber Security and Cyber Risks	Hong Kong Institute of Directors
	●Seminar on One Belt One Road Strategy with Mr. Thomas Chan (Head of China Business Centre of the Hong Kong Polytechnic University)	Pico Far East Holding Ltd.
Mr. Viriya Pholpoke	●Director Accreditation Program (DAP 7/2004)	Thai Institute of Directors Association
Mr. Chaiyod Bunyagidj	●Director Accreditation Program (DAP 7/2004)	Thai Institute of Directors Association
	●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)	Thai Institute of Directors Association
Mr. Manus Manoonchai	●Director Accreditation Program (DAP BJC/2004)	Thai Institute of Directors Association
Mr. Chajit Tehasuwanarat *	●Company Secretary Program (CSP 31/2009)	Thai Institute of Directors Association
	●Effective Minute Taking (EMT 14/2009)	
Mr. Pised Chungyampin *	●Successful Formulation and Execution of Strategy (SFE 15/2012)	Stock Exchange of Thailand
	●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)	
	●Strategic CFO in Capital Markets	
Mr. Pised Chungyampin *	●Director Accreditation Program (DAP 7/2004)	Thai Institute of Directors Association
	●Director Certification Program (DCP 51/2004)	
	●Finance for Non - Finance Directors (FND 9/2004)	
	●Role of the Chairman Program (RCP 20/2008)	
Mr. Chokchai Vatcharanirunkul	●Director Accreditation Program (DAP 93/2011)	Thai Institute of Directors Association
Ms. Supaporn Sawangjitt	●Director Accreditation Program (DAP 93/2011)	Thai Institute of Directors Association

* Mr. Pised Chungyampin resigned as the company's director and nomination committee member effective from May 10, 2018 onwards. And Mr. Chajit Tehasuwanarat was nominated for his replacement as the company's director effective from May 11, 2018 onwards. The nominated director assumed the remaining tenure of the resigned director which shall end at the Company's 2019 annual general meeting of shareholders.

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	Organized By
Mr. Chia Song Heng	Director's Focus: Cultivating and Renewing Investors' Faith in Your Company and Handling Shareholder Activism	Hong Kong Institute of Directors
Ms. Chia Yuan Jiun	Director's Focus: Cultivating and Renewing Investors' Faith in Your Company and Handling Shareholder Activism	Hong Kong Institute of Directors
Mr. Chajjit Tehasuwanarat	Data Protection for Business : Road to GDPR Standard	The Stock Exchange of Thailand

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 in 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 additional 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. Reviewing top executive development plans and overseeing to ensure the effective performance assessment of top executives on an annual basis and determining appropriate remuneration in line with the company's operating results to provide both short-term and long-term incentives.

5. 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 the 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.

6. Overseeing to ascertain respecting the rights of shareholders, ensuring the equitable and transparent treatment of shareholders and other stakeholders, establishing a clear process and channels for receiving and handling complaints from informants or stakeholders effectively and ensuring an opportunity for every stakeholder to contact or lodge complaints about potential issues directly to the board of directors.
7. Devoting sufficient time to perform their duties, attending all meetings of the board of directors and Shareholders' Meetings, except in unavoidable circumstances. The directors who are unable to attend a meeting must notify the chairman or the secretary to the board in advance of the meeting.
8. Monitoring and managing any potential conflicts of interest between the company, the management, the board of directors, or shareholders as well as overseeing to prevent misuse of the company's assets and the entering into inappropriate transactions with persons connected with the company.
9. Developing their knowledge and competency related to their duties consistently through courses or curricula related to directorial duties or seminars that enhance their knowledge.

Performing its duties, the board of directors may seek external consultation from independent consultants or experts in various fields, as deemed necessary and appropriate.

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

1. Acts 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. Chairs the board of directors' meetings.
 - 2.1 Conducts a board meeting according to the agenda, the company's Articles of Association, and applicable laws.
 - 2.2 Encourages and allocates sufficient time to each board member to discuss and express their free and frank opinion with due circumspection and concern for all stakeholders.
 - 2.3 Sums up the board meeting resolutions and the actions to take clearly.
3. Chairs the meetings of shareholders according to the agenda, the company's Articles of Association, and relevant laws by allocating time appropriately along with providing opportunities for shareholders to express their opinions equitably and ensuring that shareholders' inquiries are responded to appropriately and transparently.
4. Sets board meeting agenda in consultation with CEO and oversees to ensure board members receive accurate, complete, timely, and clear information prior to the meeting to assist in their decision making process.
5. Have a casting vote in case the board of directors' meeting has a tie vote.
6. Supports and be a role model in compliance with the principles of good corporate governance and the company's code of conduct.
7. Fosters a positive working relationship between the board of directors and the management and supports the performance of the duties of CEO and the management in accordance with the company's policy.
8. Oversees to ensure the transparent disclosure of information and management in the event of conflicts of interest.
9. Oversees to ensure the board of directors has appropriate structure and composition.
10. Oversees that the board of directors as a whole, sub-committee members, and each individual director perform their duties effectively and efficiently.

The Board of Directors' Authorization

The board of directors is empowered to authorize various matters in accordance with the scope of authority stipulated by laws, the company's Articles of Association, the Board of Directors charter, and the shareholders' meeting resolutions. Such matters include defining and reviewing corporate vision, mission, operating strategies, operating plans, risk management policy, annual budget and business plans, and medium-range business plan. Added to this is the defining of the target operating results, following up and assessing the operating results to ensure they are consistent with the plan, and overseeing capital expenditure, material connected transactions, merger and acquisition, corporate spin-off, and joint venture deals.

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 Chief Executive Officer

1. Act as the leader of the executive committee by supervising, guiding, and evaluating the performance of the management.
2. Call the executive committee meeting as appropriate.
3. Consider the agenda prior to submitting to the board of directors for approval.
4. To ensure that the company's business operation is in line with the policies issued by the board of directors or the executive committee, and to provide performance updates to both committees.
5. To review the annual budget prepared by the management prior to submitting to the executive committee and the board of directors for approval as well as to control the spending of each business unit.
6. To determine the conditions of employment of staff and employees, issue order or announcement for the procedure of administration and operation which is not against the company's regulations, the board of directors' resolution or other related laws.
7. To hire, appoint, and punish staff and discontinue employment of staff and employees, including the promotion, or salary adjustment. This excludes staff and employees who, according to the regulation or the board resolution, are employed, punished and dismissed by the board of directors.
8. To approve and control the normal operating expenses, selling and administrative expenses, capital expenditure in order to ensure the adherence to the budget approved by the board of directors or the executive committee.
9. The expenditure exceeding the budget must be proposed to the board of directors for considerations and approvals according the company's regulation or stipulated by laws.
10. 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 executive committee and the board of directors.
11. To review the company's financial performance and propose the interim dividend or annual dividend to the board of directors and/or the shareholders' meeting for approval.
12. To perform or 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.
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 of the Audit Committee

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 and quarterly and annual;
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 as follows:

1. Review the appropriateness of retaining the directorship should there be any change in a director's qualifications.
2. Report regularly on progress and performance results to the board of directors after every meeting of the nomination committee.
3. Specify qualifications of any person to be nominated for directorship to align with the company's business strategies and lay down the director nomination process to replace the retiring director, considering diverse candidates with skills, experience, gender and expertise useful for the company.
4. Identify qualified candidates to replace directors retiring at the end of their terms, or whatever the case may be, with the diversity of the structure of the board taken into account, and submit a list of nominees to the board of directors and/or the Shareholders' Meeting for resolution.
5. Review and give advice to the board of directors on the structure, roles and responsibilities, and practices of the board of directors and the sub-committees. Review and give advice if there is an alteration to the charter of the board of directors and the committees so that they are up-to-date.
6. Perform other duties as assigned by the board of directors.

To fulfill its duties under its scope of authority, the nomination committee is authorized to call for and order the management, head of offices or employees concerned to give opinions, attend meetings or submit necessary documents. In addition, the committee may seek external consultation from independent consultants or experts in various fields, as deemed necessary and appropriate, at the company's expense.

5. The Remuneration Committee

The scope of duty & authority of the remuneration committee is as follows:

1. Propose guidelines and methods for remuneration to be paid to the board of directors and the sub-committees appointed by the board of directors, including bonus and attendance fee.
2. Assess the performance of CEO on an annual basis in order to determine his/her remuneration before proposing the board of directors for approval.
3. Consider the annual budget for the salary increase, changes of wage and compensation of employees before proposing to the board of directors.
4. Review, study, and track regularly the changes and trends in remuneration for the board of directors in order to propose for the approval of the board of directors.
5. Consider the remuneration of the board of directors, as compared to the remuneration offered by other listed companies operating in the same business, to ensure that the company retains its leadership in that industry and to motivate them to foster the company's continuing development.
6. Report regularly on progress and performance results to the board of directors after every meeting of the remuneration committee.
7. Perform other duties as assigned by the board of directors.

To fulfill its duties under its scope of authority, the remuneration committee is authorized to call for and order the management, heads of offices or employees concerned to give opinions, attend meetings or submit necessary documents. In addition, the committee may seek external consultation from independent consultants or experts in various fields, as deemed necessary and appropriate, at the company's expense.

Selection of Directors & Management

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.

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.

Inside Information Supervision

The policy on inside information supervision is described in "Equal Treatment to All Shareholders" under the section "Corporate Governance" in the company's Annual Report.

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.

Auditors' Compensation

The company and subsidiaries paid audit fee of year 2018 for DIA International Audit Co., Ltd. at the amount of Baht 2,735,000.

In this regard, DIA International Audit Co., Ltd. and its auditors do not have any relationships or interests involving the company, management, or major shareholders, including their related persons.

Audit fees for the year 2018 were detailed as follows:

1. Fees for annual audit and quarterly review of the company and consolidated financial statements amounted to Baht 2,040,000.
2. Fees for the annual audit of subsidiaries in which the fees were absorbed by the subsidiaries amounted to Baht 695,000.

Apart from the audit fee, the company and subsidiaries did not pay any other fee to the auditor.

Implementation of Corporate Governance Code for Listed Companies 2017

In 2018, the board of directors endorsed the appointment of the risk management committee to study and apply the practice guidelines outlined in Corporate Governance Code for Listed Companies 2017 (the CG Code) developed by the Securities and Exchange Commission (SEC) into the company's business operations. The company understood the benefits and importance of adopting the CG Code for the company's sustainable value creation. Currently, the company is considering the Code thoroughly so that we can effectively apply it in the company's business operations.

Good Corporate Governance Practices in Other

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.

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.

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.

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.

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.

To ensure that all employee realize the importance of this policy and strict to it, the company communicates the policy through the orientation session for all new staff and also regularly communicates it to all employee. Additionally the policy is included in the company's rules and regulations.

Corporate Social Responsibility

For more than a decade...the company mission has been of creating shared value along with enhancing the quality of lives, community, and society for sustainable development.

By pursuing the principle of our company; “What is good to the community is good to the business”, it would take a simultaneous and sustainable development of the community, society and environment for a business to also grow sustainably. Pico (Thailand), therefore, has been continuously focusing on sustainable development in community, society, and environmental management by establishing our own knowledge communication department. The main mission of this department is to enhance the quality of education and livings of the community which would, in turn, play a vital role in driving the development of the country along with the business growth. The department also defines the company mission on the engagement in the environment management from both the company employees and other related parties. Moreover, it also addresses social support in strengthening the community’s economic resilience for a sustainable self - sufficiency quality.

PICO (Thailand) has 3 strategies to create a shared value and develop the quality of lives, community, and society as follow:



Strategy 1 Develop the quality of education and society in a sustainable way

Throughout the past decade, the company intended to develop the society by focusing on the capacity building and education which is coherent with the 4th goal of the Sustainable Development Goals (SDGs); “ensure inclusive and equitable quality education and promote lifelong learning opportunities for all” and the “Pracharat Project (2016)” which aimed to develop the country in various dimensions by integrating cooperation between public sector, private sector, and civil society to drive the economy and develop the country including education.

As “the education is the fundamental of the future society”, the company has brought the expertise in communication, both face-to-face communication and digital media communication, to integrate with education. This has been developed as a business strategy with the objective of creating an economic opportunity and social sustainability, which can be done through the communication and knowledge sharing in terms of teaching and learning, management, and educational leadership. This kind of capacity building will enable teachers and educational personnel to develop their professional skills, which consequently effects the development of youths and community in the future. The project has become a successful case and its results have been extended to the following 3 projects: 1.1) the model of sustainable human development 1.2) the capacity building and enhancing the quality of life of the change agent and 1.3) building network capacity and social wisdom.

Strategy 2 Environmental management for sustainable development

The key factor in driving the environmental management policy and implementing with the community is to provide an opportunity and to involve the company employees and community network in action. We, therefore, support by providing knowledge in such matter and conduct awareness-raising activities on environmental conservation by starting with the company employees and extending the result to the community and society. There are 3 projects to strengthen the quality of life and environment which are 2.1) 3R Project 2.2) Pico Global Care in Action and 2.3) Garbage collection from the sea.

Strategy 3 Support the society and economy at community level

The company also focuses on supporting the society and the economy at community level with the objective of supporting the community entrepreneurial area to enable the community to develop a concrete self-reliance quality with 3 projects which are 3.1) San Rak calendar project 3.2) Lunch meals donation project and 3.3) Pico Family Canteen project, the community restaurant “sharing a happiness space”

2018 overall achievements

Strategy 1 Develop the quality of education and society in a sustainable way

1.1 The model of sustainable human development

For the past 11 years, the company has been determined to develop the national education as it is well aware that such a development needs a long-term continuous process to be successful. This is our utmost pride that the vision and the performance of the company have been playing a significant role by setting a milestone for the quality Thai people in the future society. The company also applies its expertise in communication and business development in creating the knowledge communication. This starts from the education communications (EC) which addresses research and presentation of the global educational innovations to Thai society with an emphasis on the “teacher professional development”. The projects include EDUCA and the School as Learning Community.

EDUCA – a research-based teacher professional development platform for a sustainable social development

Background : In 2018, the 11th Annual Congress for Teacher Professional Development or EDUCA 2018 was organized under the theme of “the Value of Teachers” (Value of Teachers) which was developed from the research of the OECD in 2018 on the topic of “Valuing our Teachers and Raising their Status: How Communities Can Help”. The research found that most of the countries that have a successful education system value the teaching profession tremendously and the teachers, themselves, also recognize of their important role in the national development. Therefore, EDUCA 2018 has adopted this concept to raise the social awareness on “valuing our teachers” along with the challenges from the digital world and the great role of teachers to prepare the children for the changing future in a sustainable manner.

Performance : EDUCA 2018 has drawn a collaboration between both public and private sectors in hosting the event. The public sector includes the Faculty of Education, Chulalongkorn University, the Faculty of Education, Khon Kaen University, Faculty of Learning Sciences and Education, Thammasat University, the Office of the Education Council, the Teachers’ Council of Thailand, the Ministry of Education, the Digital Economy Promotion Agency, National Innovation Agency of Thailand, the National Science Museum, and the Thai Association of Science and Technology Education. As for the international agencies or private sector, the event was also supported by Education New Zealand, the Embassy of New Zealand, the Embassy of the Republic of Korea, and other related agencies who have collaborated with the public sector by hosting the international meeting, the small group seminar and workshop, the principal forum, the international conference and educational innovation exhibition. There are also activities which focused on conveying the global success stories including Finland, Singapore, New Zealand, the Netherlands, Japan and the Republic of Korea. Furthermore, EDUCA 2018 also featured the Finland’s successful story pre-conference which provides a platform for discussion and knowledge exchange between international and Thai scholars.

Outcome :

- There were 24,384 teachers and students from nationwide participating in EDUCA 2018. There are 46,215 people who are now following the educational contents on the EDUCA Facebook Fanpage (21% increased from 2017). The new communication channel such as the Line official was also created. There are 2,306 people subscribed to EDUCA content on social media which has received a variety of attention such as Likes, Shares, and Engagement. For the past year, there were 523 useful education-related contents that had been published, which has gained a lot of attentions from both teachers and students nationwide. The popular content such as the school bullying, childhood learning, nine learning spaces that are more than a square-shape classroom, and how teachers can support children to gain a better and higher skills of thinking process and etc.
- After the conference and the seminar activity in “Finland’s successful story pre-conference”, certain knowledge sharing channels such as the Facebook Fanpage, EDUCA and Thai Teacher Education for Educational Transformation were active to be an online knowledge exchange platform for Thai scholars in order to improve Thai education and develop mechanisms to promote the quality of education, life, and society sustainably. Currently, there are 123 members participated in this activity.

EDUCA has become the model platform for sharing and developing professional and capacity development of teachers, executives, students, and academic researchers. This allows participants to exchange their knowledge and broaden their perspectives from both national and international experts. This has a propose to develop themselves and pass this onto children and the surrounding communities as a “teacher” which is a model of lifelong learning and an intellectual leader of society to be self-reliant and develop the nation to sustainability.

School as Learning Community (SLC)

Incubate the school as a learning community for the sustainable social development

Background : For more than 5 years, EC department has paid attention and made a considerable effort to get a profound understanding about the concept of school as learning Community (SLC) which combines the philosophy, vision, and activity system together. This concept has also been adopted in many schools in Asia with certain obvious changes. The company has, therefore, been focusing on this concept since EDUCA 2016 and published both books and documents to share the concept and practice for teacher educators, principals, and teachers who are interested in the concept. Furthermore, the company has also encouraged to set up a pilot school in Thailand to implement such concept from within.

Performance : In the past year, the company has supported teachers educators to attend different international conferences including providing support to organize related activities; visit networking schools in Bangkok and demonstrating SLC approach between 10 - 11 January 2018 as well as organizing SLC Symposium with the group of principals including Dr. Eisuke Saito and Masaaki Sato who are the experts in the concept of School as Learning Community (SLC) from Monash University, Australia and Japan, namely to convey the knowledge both in theory and practice to Thai teachers and principals on 12 January 2018.

Outcome : There were 140 participants including teachers, group of principals, teacher educators, researchers, and students from the Faculty of Education which resulted in a knowledge exchange and concepts of school reform with equality respect of the rights and freedom of all students, a future social simulation in real classrooms and respect for the diversity of learners. The Program participants have been enabled to develop thinking skills, observe the learners' behavior and integrate the vision of reform together with parents, communities, and society. Such a process can also improve the potential of teacher, principal, and community by being a model for the networking school to initiate the development of the quality of life of the younger generation through an enhancement of teacher quality, classroom quality, the school quality by emphasizing on the involvement of parents, community, and society for a sustainable social development.

1.2 The capacity building and enhancing the quality of life of the change agent

Thailand Principal Forum (TPF)

Weaving the master of change... towards a sustainable network

Background :

The research results and academic documents showed that the principal, with leadership potential and an interest in teaching knowledge, who paid more attention to the learning of all students are likely to create change within the school. The company puts an emphasis on such target by organizing the Principal Forum in the EDUCA every year; so that it has become a starting point to expand from the master teacher to Weaving a network of leaders (Thailand Principal Forum; TPF) which is a group of school principals with a common intention to reform a school with volunteer spirit which would jointly brainstorm to find ways to develop themselves, teachers, and schools. The network is led by Assoc. Prof. Ladda Pukiat, Director of Satit Pattana School, Assoc. Prof. Dr. Pimpan Dachakupt who is an expert in curriculum and teaching, and science education from the Faculty of Education, Chulalongkorn University and Assoc. Prof. Dr. Siripaarn Suwanmonkha, special lecturer from the Faculty of Education, Chulalongkorn University. The company has been supporting the secretary members and continuously facilitate the activities of the group of leaders. Since its establishment, there have been 168 members of the group from 38 schools. The meeting of this group has been conducted in the form of academic meetings which are open for discussion, knowledge exchange as well as a school visit to the member's school since 2015. The group of leaders has also introduced the SLC concepts to the pilot schools of the group members.

Performance : This year, the following important activities were carried out:

- The second Thailand Principal Symposium was held on 12 January 2018 and a visit to a network school by leading experts in the School as Learning Community (SLC) by two SLC experts from Japan, namely Dr. Eisuke Saito and Masaaki Sato who are renowned speakers to convey the knowledge both in theory and practice to the network.
- Supporting Thai academic experts in education to attend a development meeting through the World Association of Lesson Study in Nagoya and visiting SLC pilot schools in Tokyo, Japan between 20 November - 1 December 2017. The 2 experts include Assoc. Prof. Ladda Pukiat and Assoc. Prof. Dr. Pimpan Dachakupt who are Chairman and Advisor of the network, respectively.
- Supporting Thai academic experts in education to attend the RGS PeARL Symposium 2018 (Open Classroom) at Raffles Girls High School, Singapore between 19 - 20 April 2018; Assoc. Prof. Ladda Pukiat and Assoc. Prof. Dr. Pimpan Dachakupt as Chairman and Advisor of the network, respectively.

Outcome : The group advisor and members of the group have received knowledge about education reform in accordance with SLC guidelines and developed the leadership potential of reform and driving change within the country and the international arena. The group members are also enabled to present their research results at the national and international level which consequently resulted in a continuous development of ideas and exchange of knowledge. There is also an extension to the school community network in the same province and nearby area. Such activities also affect the strengthening of the network to build up level of confidence among teachers and principals who are a change agent and intellectual leaders that are accepted by people in the community and society.

Teacher Education Forum

Elevate the Thai educator's potential to become a change agent for quality education and a sustainable society

Background : Faculty of Education is another network that the company always gives priority because these personnel are the power of thoughts in the development of the national education. These professors need to be provided with an opportunity to learn about the modern educational knowledge and the world-class knowledge to help on their academic work, teaching, and to conduct a research that can create a social impact in education. The company, therefore, supports the learning to the professor in the faculty as the “teacher of teachers” by supporting their attendance in the international educational seminars. By seeing that the learning of teacher educators will create an even wider benefits, if the knowledge can be transferred to the students and eventually to the teacher at the policy level and in public units, it can partly help to solve educational quality problems and raise the level of Thai education as well as the quality of life and sustainable society.

Performance : For the past year, the company supports learning to enhance the capacity and elevate the quality of the teacher educators in the 3 world-class activities as follows.

- Supporting 3 teacher educators to attend the 9th Global Education Leadership Conference (GELC) 2018 at the National Education Institute of Singapore, Singapore between 20 - 22 March 2018 including Asst. Prof. Athapol Anantaworasakul, Dr. Jarintorn Wintachai, and Dr. Kanit Sriklau, the lecturers from Faculty of Education, Chulalongkorn University.
- Supporting 2 teacher educators to attend the meeting of Teacher Education Policy in Europe 2018 at the University of Minho, Braga, Portugal, between 17 - 20 May 2018, including Assoc. Prof. Dr. Chatree Faikhamta, the lecturer from the Faculty of Education Kasetsart University and Asst. Prof. Athapol Anantaworasakul, the lecturer from Faculty of Education, Chulalongkorn University.
- Supporting teacher educators to attend the 9th International Conference on Lesson (the 9th ICLS) at the University of Pakuan, Bogor, Indonesia, between 11 - 13 October 2018 including Assoc. Prof. Dr. Siripaarn Suwanmonkha, an academic expert and Asst. Prof. Dr. Chayapim Usaho, the lecturer from Faculty of Education, Chulalongkorn University.

Outcome : The result of various international academic conferences has brought a group of faculty members and its younger generation who want to change the education quality and create a self-reliant youth in a sustainable way together. These faculty members have brought the global knowledge and transferred it through the form of academic activities and social media such as Teacher Education Forum, Pre-conference dialogue lessons from Finland, the academic content on Facebook Fanpage “Thai Education”. This is also continued through an organization of activities to visit schools to develop skills and perspectives of teaching to students and etc. Such activities are due to the addition of knowledge that has been accumulated and crystallized to develop teacher educators, principals and teachers who are the leading change agent in improving the quality of education and develop a sustainable society.

1.3 Building network capacity and social wisdom

Continuing education network for children with special needs

Background : Nowadays, the number of children with special needs has been increasing and as it is now obligatory for the general school to accept children with special needs to attend regular classes, the results of the previous EDUCA survey showed that teachers need much more knowledge and practice in such matters. The company has therefore supported to create a network of experts in this matter. There is one related activity which is supporting the secretariat tasks of the working group to create an academic network in the meeting with the special education agencies and psychology including the Foundation for Promotion of Gifted Children, the Foundation for Special Education under the Royal Patronage of H.R.M. Princess Maha Chakri Sirindhorn, and Graduate Program in Psychology: Psychology for Developing Human Potential, Kasem Bundit University.

Performance : In the Foundation for Promotion of Gifted Children (“the Foundation”), the company has encouraged Mr. Viriya Pholpoke to be a consultant to the Foundation and Dr. Nipaporn Kunlasomboon, the company’s education expert to be a committee and secretary, as well as supported the secretariat of the company and disseminated knowledge about the development and promotion of children’s intellectual excellence as well as created an academic network with special education agencies in both the public and private sectors. Throughout the year, the company, as a committee and secretary, has attended the meeting and conducted various activities for 5 times (a meeting is held every two months) and the foundation, with a network of 3 agencies, has participated as co-hosts in organizing workshop activities and exhibitions at EDUCA 2018 in which special education promotion activities received quite a high attention from teachers, educational personnel, and others.

Outcome : By joining the network of foundations and special education agencies, such meetings and activities have helped to integrate the relationship of intellectual networks of special education with other education professionals which has strengthened the network to create the wisdom necessary to develop a society of understanding, diversity and know-how on how to take care of youth groups with special needs. In addition, the network also has the knowledge exchange in various forms to forward the highest benefits to the public with a concise content that is easy to understand and accessible to teachers and parents through online media, short video clip formats on EDUCA Facebook Fanpage such as EF (Executive Function) Brain Development, secret of success in life that everyone can do and etc.

Books for Teachers: the Life-long Learning Exemplars

Background : “Teacher is the model of learning and wisdom of society” and “Reading is a habit for sustainable human development”. The company has, therefore, organized a book project for teachers, the Master of lifelong learning for 3 consecutive years which has received quite a positive feedback.

Performance : This year, the book project is a part of EDUCA 2018 which offers a sample content in an electronic book format (e-book) for teachers. Teachers throughout the country get to learn the preliminary concept of the school as a learning community from this project. The company had also launched the books by Masaaki Sato and Dr. Eisuke Saito in the Book Talk Event on 12 January 2018.

Outcome : From the aforementioned activity, there were a number of people who were interested in the books and have downloaded samples as well as have integrated the ideas from the book into a practical school reform guideline.

Strategy 2 Environmental management for sustainable development

2.1 3R project

Background : The company has adopted the environmental policy of Pico Group (Pico Eco) and adapted it to the environment appropriately. The company has also encouraged its employees to be more conscious and participate in a collaborative environmental management with its operations and daily activities to initiate a sustainable development. The policy emphasizes on 3R concept which refers to Reduce - reducing use of resources, Reuse - reusing resources, and Recycle - processing resources for recycling.

Performance : The 3R measures used in the operation of the company are as follows

REDUCE: Reducing use of resources

- “Think before You Print” project for campaigning to reduce paper usage by focusing on reducing the amount of printing and encourage to send the messages through email with the Pico Eco logo with the message “Think before You Print” in the employee’s E-signature. In addition, to support the project, the company has added the printer password function which can consequently reduce the amount of paper and ink from a lot of unintentional printings.
- Encouraging the report delivery to the customers in a CD format (Soft file) to reduce paper usage and other resources which has already been used for the delivery of work to some major customers.
- Encouraging energy conservation in the office by campaigning for energy saving to create a long-term awareness among employees.
- Campaign for employees to reduce waste and wasteful water use by starting from promoting the reduction of the use of paper glass in the company’s coffee shop. If the employee brings their own container or glass, they will receive a discount which enables the company to reduce the amount of waste from paper glass in the office. In addition, the company also provides a drinking water service point for employees to allow employees to add water as needed which can reduce the number of plastic bottles and the remained water in a pitcher.

REUSE: Reusing resources

- Emphasis on the use of structures, materials, equipment and tools to create the work that can be reused for customers; for example, providing a large Pico Dome which does not only create a space for the event of customers effectively, but also saves the transportation process, reduces construction as well as reduces the amount of waste caused by construction and demolition. In addition, the company also pays attention to provide suggestions and recommendations to customers on the use of structures and decorative accessories that can be reused to reduce costs for both the company and the customers.
- The project “Give Me a Second Chance” is a campaign to use the second side of paper by encouraging employees to reuse paper to reduce the amount of paper and garbage in the office. The promotion of using two sides of paper has been actively and positively engaged by most employees; especially those who need to use paper for their work such as accounting, finance, and the secretary of each team. They also separate paper used only one side near the printer area for other employees to choose to use the paper first. Consequently, this enables the company to decrease its paper usage.
- Donating materials after creating works for customers to the desired agency to reduce waste and the use of resources in the most cost-effective way. The company has donated rice that is used as a decoration in the event for the dog shelter. There are also donations of bamboo materials used for decoration to related foundation for other usage such as building small dams. The success of the policy implementation also requires a mutual agreement and approval from the customers.

Recycle: Processing of resources for recycling

This is done by recycling the company's waste. Recently, the company has encouraged the separation of waste into 3 main categories including;

- 1) The waste that can be recycled such as glass bottles, plastics, paper boxes and shredded papers.
- 2) The paper used on both sides with no company's confidential information, and
- 3) General waste.

For the first group of garbage, the company will resell to the waste contractor to continue processing. For the garbage in second group, the company will collect to deliver to the related organization for further benefits such as making books for the visually impaired and etc. For general waste, the company will dispose of according to the normal process.

2.2 Pico Global Care in Action

Background : Under the environmental management policy of Pico Group and various branches around the world, Pico (Thailand) and its affiliates have been adopting the policy by creating a campaign to turn off the lights together to save energy under the Care in Action campaign.

Performance : The company has sent out a campaigning email to all employees and requested for the cooperation from customers, partners, as well as the related parties to participate in the campaign. In addition, the company also encourages employees to turn off the lights during the lunch time to save energy by performing as part of its daily routine to live with the world in a sustainable way.

2.3 Garbage collection from the sea

Background: The company and its affiliates together with the Department of Marine Science, Faculty of Science, Burapha University see the importance of marine environmental problems. Therefore, the "garbage collection from the sea" project was created as part of the art exhibition at the Marine Environment Exhibition at the Rama IX Museum.

Performance : This activity was held at Bangsaen Beach and Burapha University area with cooperation from many sectors including the lecturer from Department of Marine Science, as well as students from the Faculty of Science, Burapha University.

Outcome : The garbage collection activities from the sea have helped to reduce marine environmental problems and created an active participation from the company employees as well as a partnership with educational institutions which would be extended towards sustainable business operations along with natural resource conservation.

Strategy 3 Support the society and economy at community level

3.1 San Rak calendar project

Background : The San Rak Calendar Project is the activity that was created to collect used calendars from employees or partners or those who do not wish to use the calendar anymore to donate to the Educational Technology Center for the Blind with an objective to promote employee participation in creating and helping society as the calendar will be used as a raw material for Braille products for the visually impaired.

Performance : Every year, the company will gather calendars from every employee and deliver to the Educational Technology Center for the Blind.

Outcome : Employees have public mind in helping others and society. It is also the way to learn an alternative way of material management for the leftover ones, and then process or use to create the value and benefits for both themselves and society.

3.2 Lunch meals donation project

Background : The company recognizes the importance of every resource and therefore initiated a lunch donation project to be sent to a foundation that has needs, including the Rajavithi Foundation and Baan Nontaphum to deliver the goodwill and help the society.

Performance : The company employees have prepared and delivered 400 lunch boxes to Rajavithi Foundation and Ban Nonthaphum between 17-19 October 2018.

Outcome : The Employees have public mind in helping others and society and are well aware of an efficient resource management to create the highest value and benefits for themselves and society.

3.3 Pico Family Canteen, the community restaurant “sharing a happiness space”

Background : The company recognizes the importance of helping the community and promoting the surrounding community economy. Therefore, the company has allocated space for the community to do business activities, creating income to share happiness for the surrounding communities and employees.

Performance : Pico Family Canteen is a space for the community to operate a restaurant business to share happiness to employees and people in the surrounding communities. The company supports and gives advice to restaurants and beverage shop to be able to run the business with quality and develop various food menus to promote their own business.

Outcome : The community restaurants and beverage shops in the company’s allocated area have received income and created a good relationship between the surrounding communities, employees and the company, itself.

In the past year, Pico (Thailand) is proud to see changes and a better quality of life in communities, society and the environment. The company is more than delighted to be involved in improving the quality of the national education, raising the quality of life and knowledge of change agents (teachers, principals and teacher educators). Many activities have also created a strong educational network and delivered knowledge to expand the results to nearby communities. This also includes environmental management missions by employees and related parties as well as helps the society and promotes the community economy to be strong and self-reliant in a sustainable way. All of these projects are in accordance with the business vision and sustainable development guidelines; starting from the quality of people and reflecting the company’s business philosophy which aims to create a shared value for society that “What is good to the community is good to the business”. Moreover, the company has also taken its greatest pride in being a part of the development of a good citizen to the nation as His Majesty the late King Bhumibol Adulyadej had said “Education is the most essential thing because it is shaping and laying out the model for the youth; knowledge, capability, and mind. The one who is responsible for teaching in all levels, therefore, has a great responsibility to the nation in creating good citizens.”

Internal Control & Risk Management

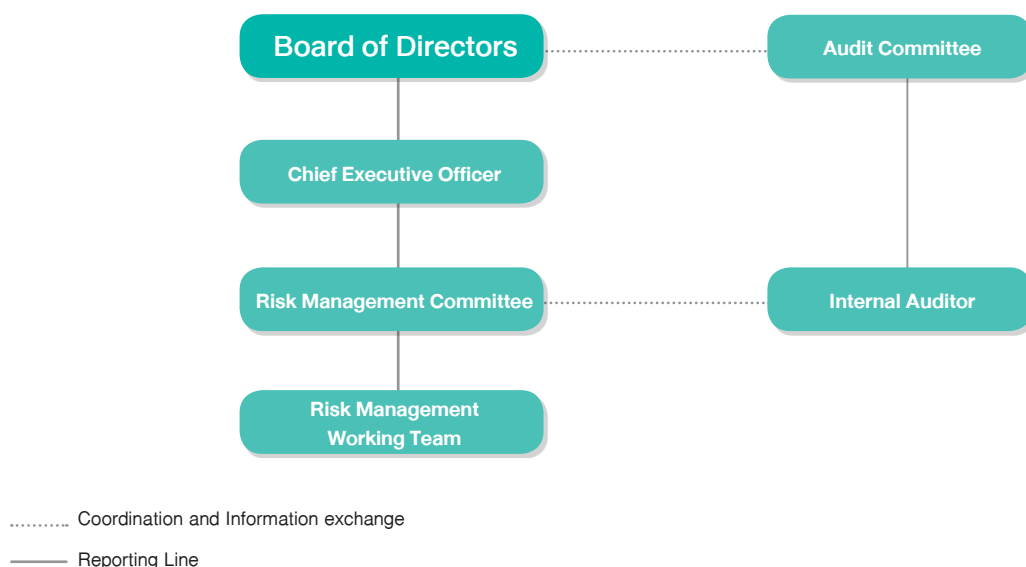
The board of directors has appointed an audit committee consisting of three independent directors, none of whom holds any position in the company.

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 on Internal Audit Manager”. The appointment and dismissal of such position must be approved by audit committee.

In 2018, 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.

In addition, with the purpose of enhancing the enterprise risk management of the company and subsidiaries and in compliance with the corporate governance practice of listed companies, the company thus appointed the Risk Management Committee to oversee and support the enterprise risk management program, which is the significant component to support the company to achieve its objectives.

Risk Management Structure



Risk Management Committee

Risk management committee comprises chief executive officer and senior members leading the key operating units and business-enabling functions. Chief executive officer is the chairman of the committee.

Duties and responsibilities of Risk management committee are as follows:

1. To define the company's risk management policy and framework.
2. To regulate and support risk management process to be in line with strategy and business goal including the changing circumstance.
3. To provide recommendations, monitor, and evaluate risk management process to the Risk Management Working Team for further implementation.
4. To review the risk management's report and provide suggestions on the potential risks, including specification on control measure or mitigation plan as well as development of risk management system to top management level to ensure efficient continuity.
5. To consider and review on the long-term commitments along with a potential of businesses complication and risk of the company and stakeholder before proposing such agendas to the Board of Directors and regularly report the results of risk management to the Board of Directors. In case where there are factors or events that might have significant impact on the company, the Board of Directors shall be immediately notified.
6. To perform any other tasks assigned by the Board of Directors.

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, 2018 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.

Financial Highlight

Summary of Report of Certified Public Accountant

The report of certified public accountants for last three fiscal years from years 2016 to 2018 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
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
2018	Mr. Joompoth Piratanakorn	D I A International Audit Co., Ltd.	7645	Unqualified

Summary of Financial Position & Operating Results

A summary of financial position and operating results for last three fiscal years from years 2016 to 2018 is as follows:

Unit : Baht Million	Separate Financial Statements			Consolidated Financial Statements		
	2018	2017	2016	2018	2017	2016
Cash and cash equivalents	208	146	56	447	294	192
Trade & other accounts receivable	282	239	293	284	285	302
Total current assets	699	497	542	950	712	707
Investments	58	58	58	23	20	17
Property, plant and equipment	118	131	141	129	139	150
Total assets	895	705	759	1,134	926	901
Bank overdrafts & short-term loans	-	-	20	10	4	23
Trade & other accounts payable	371	226	264	563	401	378
Total current liabilities	374	229	286	576	409	403
Total liabilities	419	276	328	628	466	453
Total shareholders' equity	476	430	431	506	461	448

Unit : Baht Million	Separate Financial Statements			Consolidated Financial Statements		
	2018	2017	2016	2018	2017	2016
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	22	22	22	22
Retained earnings	106	60	62	132	86	74
Other components of shareholders' equity	31	31	31	31	31	31
Equity attributable to the parents' shareholders	476	430	431	501	456	443
Non-controlling interests of the subsidiaries	-	-	-	4	5	4
Total shareholders' equity	476	430	431	506	461	448

	Separate Financial Statements			Consolidated Financial Statements		
Unit : Baht Million	2018	2017	2016	2018	2017	2016
Revenues from the rendering of services	1,512	1,058	1,221	2,020	1,373	1,404
Other income	25	14	16	7	7	6
Gross profit	318	243	251	406	328	326
Total selling and administrative expenses	255	220	221	320	282	281
Net income	73	30	35	74	46	36

	Separate Financial Statements			Consolidated Financial Statements		
Unit : Baht Million	2018	2017	2016	2018	2017	2016
Net cash provided by (used in)						
Operating activities	86	141	19	186	163	77
Investing activities	7	5	9	(6)	(6)	(14)
Financing activities	(30)	(55)	(30)	(27)	(55)	(36)
Cash & cash equivalents balance						
Increase (decrease), net	62	90	(1)	153	102	27
As at beginning	146	56	57	294	192	165
As at ending	208	146	56	447	294	192

	Separate Financial Statements			Consolidated Financial Statements		
	2018	2017	2016	2018	2017	2016
Liquidity Ratios						
Current ratio (times)	1.9	2.2	1.9	1.7	1.7	1.8
Receivable turnover (times)	9.5	6.1	6.7	11.4	7.2	8.3
Days sales outstanding (days)	38	59	54	31	50	43
Trade payable turnover (times)	5.9	5.4	6.1	5.7	5.5	6.3
Days payables outstanding (days)	61	67	59	63	66	57
Profitability Ratios						
Gross profit (%)	21	23	21	20	24	23
Net profit (%)	5	3	3	4	3	3
Return on equity (%)	16	7	8	15	10	8
Operating Efficiency						
Return on assets (%)	9	4	5	7	5	4
Assets turnover (times)	1.9	1.4	1.6	2.0	1.5	1.5
Key Financial Indicators						
Total debts to equity ratio (times)	0.9	0.6	0.8	1.2	1.0	1.0
Book value per share (Baht)	2.212	1.996	2.004	2.329	2.117	2.059
Earnings per share* (Baht)	0.341	0.138	0.164	0.337	0.206	0.161
Dividend per share (Baht)	0.125	0.15	0.22	0.125	0.15	0.22

* 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.

Management Discussion & Analysis

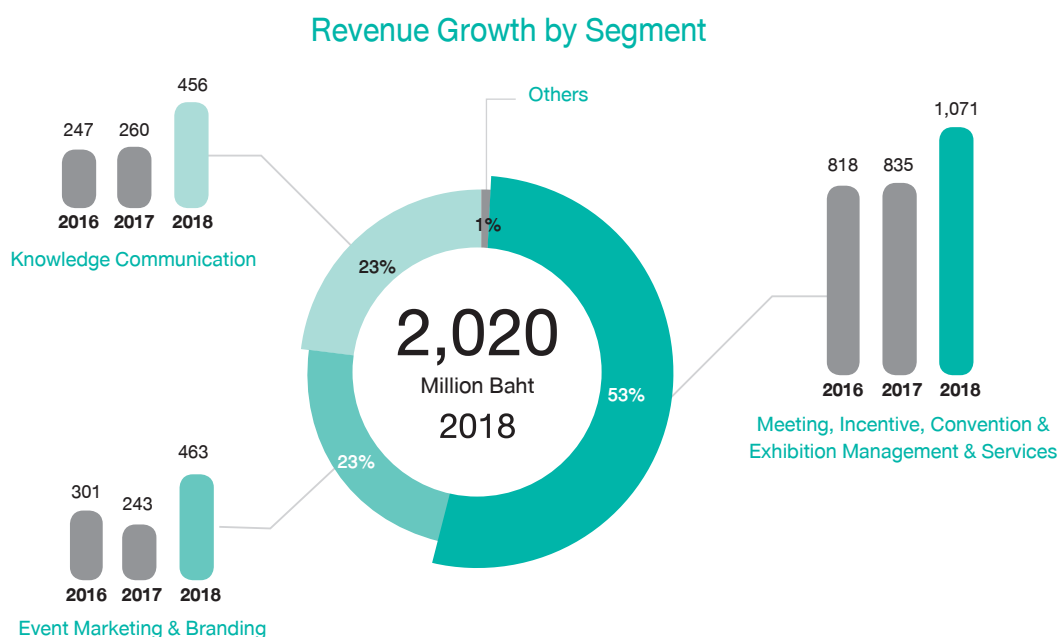
Operation Overview

Operating businesses with “DRIVE CHANGE” strategy for the third consecutive year, the company achieved the revenue for the year 2018 at record high at Baht 2,020 million. Revenue growth was at 47% year on year with all core businesses contributing to the underlying growth. While total selling and administrative expenses increased by 13% in accordance with revenue increase. As a result, net profit for the year grew ahead of revenue at 61% to Baht 74 million.

Revenue

2018 revenue sharply increased from the previous year to Baht 2,020 million stemming from two main reasons. Firstly, the marketing activities have resumed back to normal situation from the cancellation and postponement of customers' events last year. Secondly, in the current year, the Company gained a lot of new projects from both government and private sectors. This is partly from our current strategy, DRIVE CHANGE through new value-added services, by applying the innovative marketing tools and integrating digital technologies with our core business, which are able to respond to clients' needs more effectively.

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



Revenue from each core business can be explained as below.

Meeting, Incentive, Convention and Exhibition (MICE) Management

Revenue from Meeting, Incentive, Convention and Exhibition (MICE) Management business, amounting to Baht 1,071 million, grew 28% mainly from new government projects gained during the year. Major projects consisted of :

- The booth design and construction of the well-known car brands in 39th Bangkok International Motor Show and 34th Thailand International Motor Expo
- The exhibition design & construction and event management in Startup Thailand 2018 hosted by National Innovation Agency, Digital Thailand Big Bang 2018 hosted by Digital Economy Promotion Agency, Bangkok and Regional National Science & Technology Fair 2018 hosted by National Science Museum.

Event Marketing and Branding

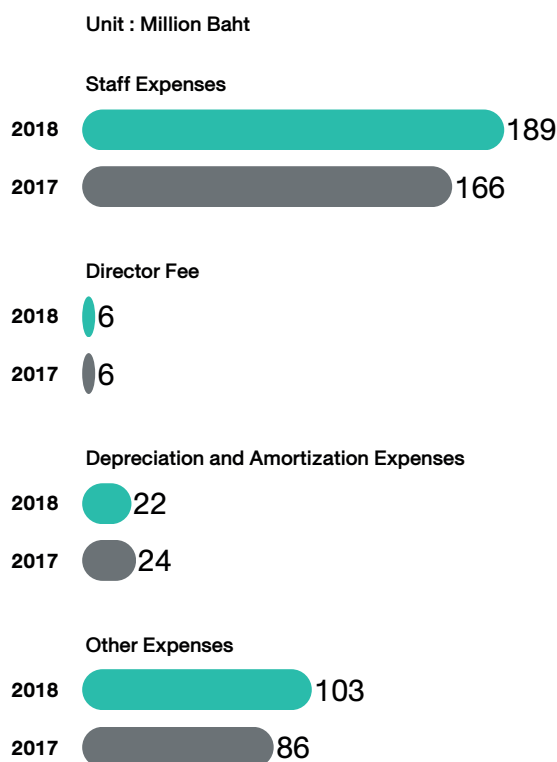
Revenue from Event Marketing and Branding business, amounting to Baht 463 million, grew 90% partly due to the fact that the marketing activities has resumed back to normal situation from the cancellation and postponement of customers' events last year. Additionally, the integration of digital technology into our services has expanded the revenue of the company. Major projects included the marketing activation for leading automotive brands.

Knowledge Communication

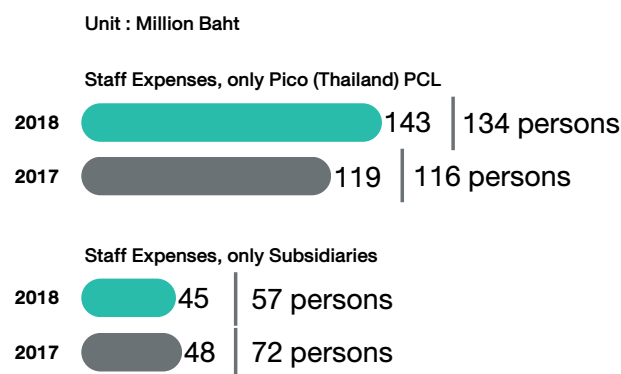
Revenue from Knowledge Communication business, amounting to Baht 456 million, increased by 76% mainly as a result of revenue increase in museum exhibit projects according to the project progress. Major projects included the permanent exhibition construction at museums and learning centers including Rama IX Museum owned by National Science Museum and the digital content production of Mahidol Channel for the six consecutive years for Mahidol University.

Selling and Administrative Expenses

Total selling and administrative expenses for the year 2018 were Baht 320 million, increased from last year by Baht 38 million or 13% primarily in accordance with operating performance growth. The detailed analysis is as follows.



Staff expenses, amounting to Baht 189 million, were accounted for 59% of total expenses (2017: 59%). As at October 31, 2018, the number of headcount was 191 persons, increase from 188 persons in 2017. The staff expenses increased from last year by Baht 22 million as a result of the significant increase in staff expenses of Pico (Thailand) PCL, which was accounted for 76% of consolidated staff expenses, as shown in the chart below.



Pico (Thailand) PCL's staff expenses significantly increased from two main reasons. First, it is increased in accordance with the operating growth. Secondly, headcount has increased from 116 persons to 134 persons. This headcount increase was aimed to improve the cost management efficiency and transform the organization in accordance with DRIVE CHANGE strategy to be able to serve client's ever changing needs. An average staff expense per person for the year 2018 was Baht 1.1 million increased by 5% from the previous year consistent with the increasing cost of living.

Headcount of subsidiaries decreased from 72 persons to 57 persons in 2018 stemming from the organization restructuring to align with the business plan. Since the organization restructuring occurred in the last quarter of the year, staff expenses did not significantly changed from last year.

Depreciation and amortization expenses, amounting to Baht 22 million, decreased by Baht 2 million stemming from the fully depreciated assets during the year. Additionally, there was no major capital expenditure during the year.

Directors' remuneration was Baht 6 million in accordance with the approval of shareholders in the annual general meeting held on February 23, 2018.

Other expenses include selling expenses, professional expenses, rental and maintenance fee, utility expenses and miscellaneous expenses. Other expenses for the current year amounted to Baht 103 million, increased by Baht 18 million. The increasing expenditure was mainly owing to the expenditure, i.e. travelling expenses and consultancy fee, the company invested for creating and developing new service offerings to create more value to our clients and expand our business to new industries. Moreover, rental and maintenance fee also increase as a result of the office relocation of a subsidiary of the company, PX System Co., Ltd..

Net Profit

In 2018, revenue significantly grew by 47% to be Baht 2,020 million. Gross profit margin was 20%. Other revenue was maintained at Baht 7 million. Share of profit from investment using the equity method was Baht 5 million, no significant change from last year. Selling and administrative expenses increased by Baht 38 million. As a result, the Company's net profit for the year was Baht 74 million, increased by 61% from last year. Net profit margin was 4% increased from 3% last year. Net profit attributable to owners of the parent was Baht 72 million. Earnings per share was at Baht 0.337 per share, increased by 64%. Return on equity was 15%, up from 10% last year. And return on assets was 7%, increased from 5% in the previous year.

Dividend

From the financial position and performance of 2018, the company's board of directors considered proposing the Annual General Meeting of Shareholders 2019 (which will be held on February 15, 2019) for approval of 2018 dividend payment of Baht 0.30 per share (2017: Baht 0.125 per share), representing a dividend payout ratio of 88% of net profit for the year (2017: 90%).

Financial Position in Overview

As at October 31, 2018, the company had total assets of Baht 1,134 million, increased by 22% from last year. Total assets consisted of current assets of Baht 950 million (accounted for 84% of total assets), proper, plant and equipment of Baht 129 million (accounted for 11% of total assets), investment in subsidiaries, associates and joint ventures of Baht 23 million (accounted for 2% of total assets) and other non-current assets.

Total Liabilities as at October 31, 2018 were Baht 628 million, up 35%. Current liabilities were Baht 576 million (accounted for 92% of total liabilities). Non-current liabilities of Baht 53 million included non-current provisions for employee benefits of Baht 38 million.

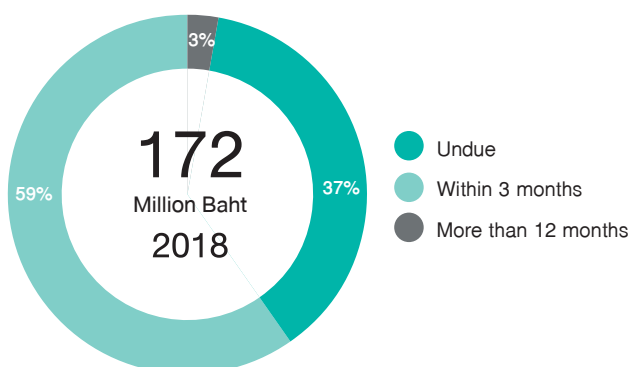
Total shareholders' equity as at October 31, 2018 was Baht 506 million, increased from last year by 10%. Net book value per share was Baht 2.329 increased from Baht 2.117 last year.

Cash & Cash Equivalent

As at October 31, 2018, cash and cash equivalent equaled to Baht 447 million, increased by 52%. Net cash received from operating activities was Baht 186 million, offset with net cash used in investing and financing activities, amounting to Baht 6 million and Baht 27 million, respectively.

Trade Accounts Receivable

Net trade accounts receivable as at October 31, 2018 were Baht 172 million, not significantly changed from last year. Third party trade accounts receivable were accounted for 97% of net trade accounts receivable. 97% of net trade accounts receivable was aged not over three months. Days sales outstanding were 31 days, improved from last year by 19 days.



Other Current Receivables

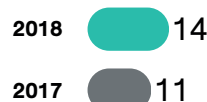
Other current receivables as at October 31, 2018 were Baht 112 million, slightly decreased from last year. Key components of other current receivables were as follows:

Unit : Million Baht

Withholding Tax Deducted at Source



Deferred Input VAT



Others



Withholding tax deducted at source was Baht 70 million, no significant change from last year. The tax refund for such withholding tax was being under process with Revenue Department.

Deferred input VAT was purchase tax of the billed amount of trade accounts payable which the company has not made payments as at the end of fiscal year. As at October 31, 2018, deferred input VAT was Baht 14 million, increased by Baht 3 million in accordance with the increase in trade accounts payable.

While the others consisted of prepaid expenses, advance payment, VAT receivable, prepaid contract amount, client retention, etc. As at October 31, 2018, the balance was Baht 28 million decreased by Baht 4 million mainly stemming from the decrease in VAT receivable according to sales tax increase which was consistent with sales increase.

The Gross Amount due from Customers for Contract Works

The gross amount due from customers for contract works is the contract amount recognized in profit or loss for the cost incurred to date less billing amount, advance from customers and allowance for doubtful accounts. The balance as of October 31, 2018 was Baht 174 million, significantly increased from last year by Baht 94 million owing to the big projects obtained during the end of current fiscal year.

Investment

As at October 31, 2018, the investment in subsidiaries, associates and joint ventures was Baht 23 million, increased by Baht 2 million. This increase primarily resulted from share of profit from investment using the equity method offset with its dividend payment during the year. The detail of the investment in subsidiaries, associates and joint ventures was presented in Note 9 to financial statement.

Property, Plant & Equipment

Property, plant and equipment as at October 31, 2018 were Baht 129 million, decreased by Baht 10 million from last year. There was no significant capital expenditure during the year. Major components of property, plant and equipment were land and building and improvement. The detail of property, plant and equipment was presented in Note 11 to financial statement.

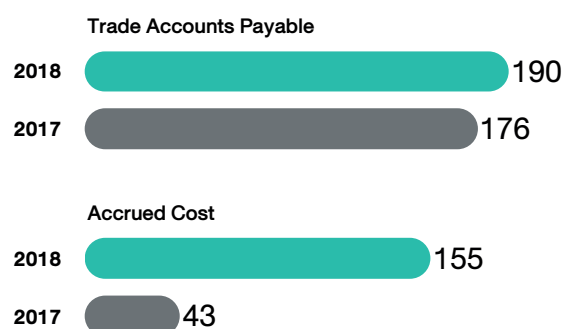
Other Non-Current Assets

Other non-current assets mostly consisted of prepaid contract amount paid to suppliers for long-term projects. This prepaid contract amount will gradually decrease in accordance with the deliverables submitted by suppliers along the project period. As at October 31, 2018, the company had other non-current assets amounting to Baht 9 million, decreased by Baht 21 million from last year owing to the decrease in prepaid contract amount of the long-term museum and learning center projects in accordance with the project progress.

Trade Accounts Payable

As at October 31, 2018, the company had trade accounts payable of Baht 346 million which consisted of billed trade accounts payable of Baht 190 million and accrued cost of Baht 155 million.

Unit : Million Baht



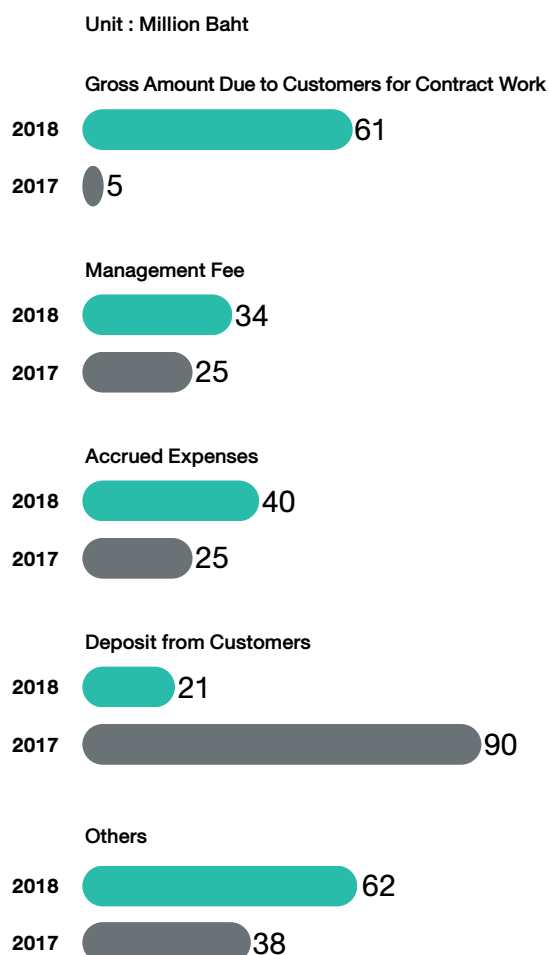
Accrued cost is the cost of services that are completed by suppliers and accepted by the company, but are not yet billed as at the end of the financial year.

As at October 31, 2018 the significant increase in trade account payables of Baht 127 million stemmed from the increase in billed trade accounts payable and accrued cost as a result of the big projects obtained during the end of current fiscal year.

97% of trade accounts payable was the balance with third parties. While days payable outstanding were 63 days, slightly decreased from last year.

Other Current Payables

Other current payables as at October 31, 2018 were Baht 217 million, increased by Baht 34 million. Detail of other current payables was as follows.



Gross amount due to customers for contract work was the contract amount the company received from customers ahead of the revenue recognized in profit or loss. As at October 31, 2018, gross amount due to customers for contract work was Baht 61 million, significantly increased by Baht 55 million mainly from the long-term museum and learning center projects.

Management fee payable to Pico Art International Pte. Ltd., our major shareholder, was Baht 34 million increased by 38% year on year in accordance with sales increase.

Accrued expenses included selling expense, rental expenses, utility expenses, etc. As at October 31, 2018 accrued expenses were Baht 40 million, increased by 57% in accordance with operating growth.

Deposit from customers was the contract amount received in advance from customers. This deposit will gradually decrease in accordance with the deliverables submitted to customers along the project period. As at October 31, 2018, the company had deposit from customers of Baht 21 million, sharply decreased by Baht 69 million in accordance with the progress of the long-term museum and learning center projects.

While the others were Baht 62 million, increased by Baht 24 million mainly from the increase in the retention deducted from each installment paid to suppliers for the long-term museum and learning center projects according to the progress of the projects. Such retention will be returned to suppliers after the warranty period ends without work defect.

Non-Current Provisions for Employee Benefits

Non-current provisions for employee benefits 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, 2018, the company had non-current provisions for employee benefits of Baht 38 million, decreased by 11% as a result of payment to employees who retired during the year.

Liquidity

The company had cash and cash equivalent as at October 31, 2018 of Baht 447 million, up 52% year on year. Current ratio was maintained at 1.7 times. Days sales outstanding improved by 19 days to 31 days while days payables outstanding decreased by 3 days to 63 days. And the unused line of credit as at October 31, 2018 was Baht 299 million. With such high liquidity, the company would have sufficient fund to make an investment or merger and acquisition when the opportunities arise.

Factors Impacting to Business Operation in Future

During the year 2018, Thailand economy has steadily grown from tourism, export and government spending i.e. infrastructure projects and a lot of stimulus policies. In the year 2019, Thailand economy is forecasted to steadily grow among the volatile global economy. The general election in 2019 will boost the political and economic stability. Additionally, new urban landmarks and mixed-use spaces opened last year and is opening in the future will stimulate more marketing activities in both public and private sectors.

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 private sectors to support Thailand education development. 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 addition, according to the rapid change of advanced technologies, affecting the consumer behaviors in all aspects and the change in business ecosystem, the company has foreseen business risks and opportunities. Thus we shall continue to operate the business with our core strategy "Drive Change" for the third consecutive year aiming at fostering the organization culture of Change and encouraging the innovation creation to integrate the advanced technology into new business model with the ultimate goal to create new services that effectively respond to customers' ever-changing needs.

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, presented in 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 7, 2018 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. Silchai KIATPAPAN	Director	
Mr. Chaijit TEHASUWANARAT	Director	

Authorized Person	Position	Signature
Mr. Chaijit TEHASUWANARAT	Director and 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

Details of Directors

Mr. Chia Song Heng

Age 66 Years

Chairman of Board of Directors, Chairman of Nomination Committee, Chairman of Remuneration Committee, Vice Chairman of Executive Committee and Authorized Director

% of Holding (including shares held by close relatives and minor children)

None

Appointment Date

August 19, 2003

Educations and Certifications

- Executive Program, Stanford University – National University of Singapore
- Cyber Security and Cyber Risks Program and Director's Focus: Cultivating and Renewing Investors' Faith in Your Company and Handling Shareholder Activism by Hong Kong Institute of Directors
- Seminar on One Belt One Road Strategy by Mr. Thomas Chan (Head of China Business Centre of the Hong Kong Polytechnic University) by Pico Far East Holding Ltd

5 Year Working Experiences

2013 - March 24, 2017 : Director
Pico Far East Holding Ltd

2013 - Present : Group President
Pico Art International Pte Ltd.

2013 - Present : Chairman of Board of Directors
Chairman of Nomination Committee
Chairman of Remuneration Committee
Vice Chairman of Executive Committee
Pico (Thailand) PCL

Relation among Family with other Directors and Executives

Uncle of Miss Chia Yuan Jiun

Mr. Pised Chungyampin

Age 64 Years

Honorary Founder

% of Holding (including shares held by close relatives and minor children)

25.13%

Educations and Certifications

- 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

5 Year Working Experiences

2013 - October 31, 2017 : Chairman of Executive Committee
Executive Chairman
Pico (Thailand) PCL

2013 - May 10, 2018 : Vice Chairman of Board of Directors*
Nomination Committee Member*
Pico (Thailand) PCL

Relation among Family with other Directors and Executives

None

* Mr. Pised Chungyampin resigned as the company's director and nomination committee member effective from May 10, 2018 onwards. And Mr. Chaijit Tehasuwanarat was nominated for his replacement as the company's director effective from May 11, 2018 onwards. The nominated director assumed the remaining tenure of the resigned director which shall end at the Company's 2019 annual general meeting of shareholders.

Mr. Silchai Kiatpapan

Age 62 Years

Director, Nomination Committee Member, Chairman of Executive Committee, Chief Executive Officer and Authorized Director

% of Holding (including shares held by close relatives and minor children)

0.02%

Appointment Date

August 19, 2003

Educations and Certifications

- 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

5 Year Working Experiences

2013 - October 31, 2017 : Executive Committee Member
Pico (Thailand) PCL

2013 - Present : Director
Nomination Committee Member
Chief Executive Officer
Pico (Thailand) PCL

November 1, 2017 - Present : Chairman of Executive Committee
Pico (Thailand) PCL

Relation among Family with other Directors and Executives

None

Mr. Yong Choon Kong

Age 65 Years

Director, Executive Committee Member and Authorized Director

% of Holding (including shares held by close relatives and minor children)

None

Appointment Date

November 4, 2013

Educations and Certifications

- Bachelor of Science in Statistics and Economics, Leeds University, England
- Life Member of the Institute of Chartered Accountants in England and Wales
- Directors Accreditation Program: Evaluation of a Company from the Perspective of Fund Managers, and Cybersecurity and Understanding Cyber Risks by Hong Kong Institute of Directors

5 Year Working Experiences

2013 - 31 October 2018 : Executive Vice President
Pico Far East Holding Ltd.

November 4, 2013 - Present : Director
Pico (Thailand) PCL

September 5, 2017 - Present : Executive Committee Member
Pico (Thailand) PCL

Relation among Family with other Directors and Executives

None

Ms. Chia Yuan Jiun

Age 45 Years

Director, Executive Committee Member and Authorized Director

% of Holding (including shares held by close relatives and minor children)

None

Appointment Date

February 27, 2015

Educations and Certifications

- Bachelor of Science in Economics, London School of Economics
- Cyber Security and Cyber Risks Program and Director's Focus: Cultivating and Renewing Investors' Faith in Your Company and Handling Shareholder Activism by Hong Kong Institute of Directors
- Seminar on One Belt One Road Strategy by Mr. Thomas Chan (Head of China Business Centre of the Hong Kong Polytechnic University) by Pico Far East Holding Ltd.

5 Year Working Experiences

2013 - October 31, 2015 : Managing Director
Pico Art International Pte Ltd.
February 27, 2015 - Present : Director
Pico (Thailand) PCL
November 1, 2015 - Present : President, Southeast Asia
Pico Art International Pte Ltd.
February 1, 2016 - Present : Executive Director
Pico Far East Holdings Ltd
September 5, 2017 - Present : Executive Committee Member
Pico (Thailand) PCL

Relation among Family with other Directors and Executives

Niece of Mr Chia Song Heng

Mr. Viriya Pholpoke

Age 65 Years

Director, Nomination Committee Member, Remuneration Committee Member and Advisor

% of Holding (including shares held by close relatives and minor children)

None

Appointment Date

August 19, 2003

Educations and Certifications

- Bachelor's Degree in Science (Accounting), Kasetsart University
- BS. (Computer) University of Central Oklahoma, Oklahoma, USA.
- Directors Accreditation Program from Thai Institute of Directors

5 Year Working Experiences

2013 - Present : Director
Nomination Committee Member
Remuneration Committee Member
Advisor
Pico (Thailand) PCL

Relation among Family with other Directors and Executives

None

Mr. Chaigyod Bunyagidj

Age 64 Years

Independent Director, Chairman of Audit Committee, Nomination Committee Member, and Remuneration Committee

% of Holding (including shares held by close relatives and minor children)

None

Appointment Date

August 19, 2003

Educations and Certifications

- 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

5 Year Working Experiences

2012 - 2013 : Specialist
Thailand Environment Institute

September 16, 2013 - : Advisor to Chief Executive Officer

December 31, 2018 : United Analyst and Engineering
Consultant Co., Ltd.

2013 - Present : Independent Director
Chairman of Audit Committee
Nomination Committee Member
Remuneration Committee Member
Pico (Thailand) PCL

Relation among Family with other Directors and Executives

None

Mr. Sern Vithespongse

Age 64 Years

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

% of Holding (including shares held by close relatives and minor children)

None

Appointment Date

August 19, 2003

Educations and Certifications

- Bachelor's Degree in Architecture, Silpakorn University
- Directors Accreditation Program from Thai Institute of Directors

5 Year Working Experiences

2013 - Present : Group Director
P&T Architects and Engineers Ltd.
(Hong Kong)

2013 - Present : Group Director
Palmer and Turner (Thailand) Co., Ltd.

2013 - Present : Group Director
Palmer and Turner (Hongkong) Co., Ltd.

2013 - Present : Independent Director
Audit Committee Member
Nomination Committee Member
Remuneration Committee Member
Pico (Thailand) PCL

Relation among Family with other Directors and Executives

None

Mr. Manus Manoonchai

Age 63 Years

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

% of Holding (including shares held by close relatives and minor children)

None

Appointment Date

October 9, 2017

Educations and Certifications

- Bachelor of Science in Accounting, Kasetsart University
- Master of Science in Accounting, Thammasat University
- Directors Accreditation Program from Thai Institute of Directors

5 Year Working Experiences

Jan 2013 - Feb 2014	: Acting Senior Vice President of Technical Supply Chain Berli Jucker PCL
2013 - Dec 2015	: Senior Vice President of International Business and Risk Management Committee Berli Jucker PCL
Mar 2014 - Dec 2015	: Senior Vice President of Group Administration Berli Jucker PCL
Jan 2015 - Dec 2015	: Senior Vice President - Acting Country Head of Vietnam Operations Berli Jucker PCL
October 9, 2017 - Present	: Independent Director Audit Committee Member Nomination Committee Member Remuneration Committee Member Pico (Thailand) PCL

Relation among Family with other Directors and Executives

None

Mr. Chaijit Tehasuwanarat

Age 52 Years

Director, Executive Committee Member, Chief Financial Officer and Authorized Director

% of Holding (including shares held by close relatives and minor children)

None

Appointment Date

May 11, 2018

Educations and Certifications

- 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

5 Year Working Experiences

2013 - June 6, 2018	: Company Secretary* Pico (Thailand) PCL
2013 - Present	: Executive Committee Member Chief Financial Officer Pico (Thailand) PCL
May 11, 2018 - Present	: Director ** Pico (Thailand) PCL

Relation among Family with other Directors and Executives

None

* The board of director appointed Ms. Kulsiri Denrungruang to be the company secretary in replacement of Mr. Chaijit Tehasuwanarat effective from June 6, 2018 onwards.

** Mr. Pised Chungyampin resigned as the company's director and nomination committee member effective from May 10, 2018 onwards. And Mr. Chaijit Tehasuwanarat was nominated for his replacement as the company's director effective from May 11, 2018 onwards. The nominated director assumed the remaining tenure of the resigned director which shall end at the Company's 2019 annual general meeting of shareholders.

Details of Executives

Mr. Chokchai Vatcharanirunkul

Age 59 Years

Executive Committee Member and Chief Advisor to CEO

% of Holding (including shares held by close relatives and minor children)

0.00%

Appointment Date

June 6, 2008

Educations and Certifications

- Bachelor's Degree in Political Science, Ramkhamhaeng University
- Master Degree in Arts in Political Science, Ramkhamhaeng University
- Directors Accreditation Program from Thai Institute of Directors

5 Year Working Experiences

2013 - January 31, 2018 : Senior Executive Vice President - Event Marketing & Special Projects
Pico (Thailand) PCL

2013 - Present : Executive Committee Member
Pico (Thailand) PCL

February 1, 2018 - Present : Chief Advisor to CEO
Pico (Thailand) PCL

Relation among Family with other Directors and Executives

None

Ms. Supaporn Sawangjitt

Age 50 Years

Executive Committee Member and Chief Operating Officer

% of Holding (including shares held by close relatives and minor children)

0.00%

Appointment Date

June 6, 2008

Educations and Certifications

- Bachelor's Degree in Fine and Applied Arts, Chulalongkorn University
- Directors Accreditation Program from Thai Institute of Directors
- Stanford - NUS Executive Program in International Management, National University of Singapore

5 Year Working Experiences

2013 - January 31, 2018 : Executive Vice President - Event Marketing
Pico (Thailand) PCL

2013 - Present : Executive Committee Member
Pico (Thailand) PCL

February 1, 2018 - Present : Chief Operating Officer
Pico (Thailand) PCL

Relation among Family with other Directors and Executives

None

Mr. Chayaphol Kalapaphongse

Age 50 Years

Group Account Director (Marketing and Account Servicing II)

% of Holding (including shares held by close relatives and minor children)

None

Appointment Date

February 1, 2018

Educations and Certifications

- Bachelor's Degree in Advertising and Public Relation, Ramkhamhaeng University
- Master of Business Administration for CEOs, Ramkhamhaeng University

5 Year Working Experiences

2013 - January 31, 2018 : Vice President - Event Marketing
Pico (Thailand) PCL

February 1, 2018 - Present : Group Account Director
(Marketing and
Account Servicing II)
Pico (Thailand) PCL

Relation among Family with other Directors and Executives

None

Ms. Suthira Silakote

Age 47 Years

Group Account Director (Marketing and Account Servicing I)

% of Holding (including shares held by close relatives and minor children)

0.00%

Appointment Date

February 1, 2018

Educations and Certifications

- High Vocational Certificate of Marketing, Assumption Commercial College

5 Year Working Experiences

2013 - July 31, 2016 : General Manager
Pico (Thailand) PCL

August 1, 2016 - October 31, 2017 : Group General Manager
Pico (Thailand) PCL

November 1, 2017 - Present : Group Account Director
(Marketing and
Account Servicing I)
Pico (Thailand) PCL

Relation among Family with other Directors and Executives

None

Detail of Company Secretary

Ms. Kulsiri Denrungruang

Age 30 Years

Company Secretary

% of Holding (including shares held by close relatives and minor children)

None

Appointment Date

June 6, 2018

Educations and Certifications

- Bachelor of Accountancy, Faculty of Commerce and Accountancy, Chulalongkorn University
- Certified Public Accountant
- Fundamental Practices for Corporate Secretary and Fundamental Laws for Corporate Secretaries from Thai Listed Companies Association
- How to Develop a Risk Management Plan from Thai Institute of Directors
- Strategic CFO in Capital Markets and Basic IR from Stock Exchange of Thailand

5 Year Working Experiences

2013 - February 2014 : Senior Audit Associate
PriceWaterhouseCoopers ABAS
Company Limited

August 1, 2014 - Present : Executive Assistant to CFO
Pico (Thailand) PCL

June 6, 2018 - Present : Company Secretary
Pico (Thailand) PCL

Relation among Family with other Directors and Executives

None

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

* The board of director appointed Ms. Kulsiri Denrungruang to be the company secretary in replacement of Mr. Chaijit Tehasuwanarat effective from June 6, 2018 onwards.

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.	NXH 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 *	-	-	-	-	-	-	-	-	-	-	-	-	/
Mr. Silchai Kiatpapan	X, /, //	-	-	-	-	-	-	/	-	/	-	-	-
Mr. Yong Choon Kong	/, //	-	-	-	-	-	-	-	-	-	-	-	-
Miss Chia Yuan Jiun	/, //	-	-	-	-	-	-	-	-	-	-	-	-
Mr. Viriya Pholpoke	/	-	-	-	-	-	-	-	-	-	-	-	-
Mr. Chaiyod Bunyagidj	/	-	-	-	-	-	-	-	-	-	-	-	-
Mr. Sern Vithespongse	/	-	-	-	-	-	-	-	-	-	-	-	-
Mr. Manus Manoonchai	/	-	-	-	-	-	-	-	-	-	-	-	-
Mr. Chaljit Tehasuwanarat *	/, //	/	/	/	/	/	/	/	/	/	-	/	/
Mr. Chokchai Vatcharanirunkul	//	/	/	-	-	-	-	/	-	-	/	-	-
Miss Supaporn Sawangjitt	//	-	/	/	-	-	/	-	-	-	-	-	-
Mr. Chayapol Kalaphongse	-	-	-	-	-	-	-	-	-	-	-	-	-
Miss Suthira Silakote	-	-	-	-	-	-	-	-	-	-	-	-	-
X : Chairman	/ : Director	// : Executive Committee Member											

* Mr. Pised Chungyampin resigned as the company's director and nomination committee member effective from May 10, 2018 onwards. And Mr. Chaljit Tehasuwanarat was nominated for his replacement as the company's director effective from May 11, 2018 onwards. The nominated director assumed the remaining tenure of the resigned director which shall end at the Company's 2019 annual general meeting of shareholders.

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

Mr. Sompoch Sae-Cheunge

Age 49 Years

Internal Audit Manager

Appointment Date

January 1, 2005

Educations and Certifications

- BBA in Accounting, Kasetsart University
- MBA, National Institute of Development Administration
- Certified Public Accountant
- Member of Federation of Accounting Professions under the Royal Patronage of His Majesty the King
- Operation Audit and Risk Based Audit Certification Program, Institute of Internal Audit of Thailand

Working Experiences

August 1, 1993 - May 31, 2004 : Audit Manager
KPMG Phoomchai Audit Ltd.

January 1, 2005 - Present : Internal Audit Manager
Pico (Thailand) PCL

Responsibilities

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 develop strategic internal audit plan which is approved 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, 2018, 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, 2018 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.

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.



(Mr. Joompoth Priratanakorn)
C.P.A. (Thailand)
Registration No. 7645

December 7, 2018

STATEMENTS OF FINANCIAL POSITION

AS AT OCTOBER 31, 2018

UNIT : BAHT

	Notes	CONSOLIDATED		SEPARATE	
		2018	2017	2018	2017
ASSETS					
CURRENT ASSETS					
Cash and cash equivalents	4.1	446,671,940	293,751,438	208,099,680	146,028,742
Current Investments	5	325,813	322,936	-	-
Trade accounts receivable and other current receivables	6, 23	284,436,420	285,010,683	282,366,864	239,386,432
The gross amount due from customers for contract work	7, 23	173,804,750	79,593,681	170,049,994	67,604,507
Deferred cost of the rendering of services	8, 23	45,075,123	53,602,493	38,129,645	44,448,061
Total Current Assets		950,314,046	712,281,231	698,646,183	497,467,742
NON-CURRENT ASSETS					
Investments in subsidiaries, associated companies and Joint Ventures	9, 23	22,922,052	20,497,761	58,131,047	58,131,047
Other long - term investments	10	3,868,362	3,868,362	2,398,800	2,398,800
Property, plant and equipment	11	129,333,618	138,976,670	118,463,168	131,410,203
Intangible assets	13	8,324,928	9,985,281	5,998,671	7,069,056
Deferred tax assets	24	10,259,602	10,242,215	8,866,841	8,226,573
Other non - current assets		9,151,932	30,589,103	2,966,226	698,900
Total Non - Current Assets		183,860,494	214,159,392	196,824,753	207,934,579
TOTAL ASSETS		1,134,174,540	926,440,623	895,470,936	705,402,321

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 FINANCIAL POSITION (CONTINUED)

AS AT OCTOBER 31, 2018

UNIT : BAHT					
	Notes	CONSOLIDATED		SEPARATE	
		2018	2017	2018	2017
LIABILITIES AND SHAREHOLDERS' EQUITY					
CURRENT LIABILITIES					
Bank overdrafts and short - term loans from financial institutions	14	9,500,000	4,000,000	-	-
Trade accounts payable and other current payables	15, 23	562,616,628	401,364,073	371,204,334	225,790,700
Current portion of liabilities under finance lease	16	2,588,852	2,967,271	2,588,852	2,967,271
Accrued corporate income tax		972,111	187,860	-	-
Total Current Liabilities		575,677,591	408,519,204	373,793,186	228,757,971
NON-CURRENT LIABILITIES					
Liabilities under finance lease	16	6,798,936	6,438,345	6,798,936	6,438,345
Non - current provisions for employee benefits	17	38,088,237	42,825,380	30,863,579	32,556,947
Deferred tax liabilities	24	7,843,476	7,843,476	7,843,476	7,843,476
Total Non - Current Liabilities		52,730,649	57,107,201	45,505,991	46,838,768
TOTAL LIABILITIES		628,408,240	465,626,405	419,299,177	275,596,739

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 FINANCIAL POSITION (CONTINUED)

AS AT OCTOBER 31, 2018

UNIT : BAHT					
	Notes	CONSOLIDATED		SEPARATE	
		2018	2017	2018	2017
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		131,501,220	85,969,809	106,360,819	59,994,642
Other components of shareholders' equity		31,476,802	31,399,905	31,373,903	31,373,903
Equity attributable to owners of the parent		501,415,059	455,806,751	476,171,759	429,805,582
Non-controlling interests		4,351,241	5,007,467	-	-
TOTAL SHAREHOLDERS' EQUITY		505,766,300	460,814,218	476,171,759	429,805,582
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		1,134,174,540	926,440,623	895,470,936	705,402,321

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, 2018

UNIT : BAHT					
	Notes	CONSOLIDATED		SEPARATE	
		2018	2017	2018	2017
Revenues from the rendering of services	23	2,020,035,574	1,373,479,439	1,512,301,657	1,057,592,394
Costs of the rendering of services	23	(1,613,811,842)	(1,045,931,938)	(1,194,048,243)	(815,051,133)
Gross profit		406,223,732	327,547,501	318,253,414	242,541,261
Dividend income	23	493,300	1,350,586	18,165,696	8,042,223
Other income	23	6,705,587	5,592,825	6,593,325	6,152,189
Profit before expenses		413,422,619	334,490,912	343,012,435	256,735,673
Selling expenses	23	(20,580,620)	(20,137,290)	(22,037,096)	(22,028,453)
Administrative expenses	23	(299,666,908)	(262,091,513)	(232,542,374)	(198,215,749)
Total expenses		(320,247,528)	(282,228,803)	(254,579,470)	(220,244,202)
Profit (Loss) before financial costs and income tax expense		93,175,091	52,262,109	88,432,965	36,491,471
Financial costs		(744,190)	(624,992)	(645,138)	(492,076)
Share of profit (loss) from investments using the equity method		4,615,955	4,753,170	-	-
Profit (Loss) before income tax		97,046,856	56,390,287	87,787,827	35,999,395
Income tax expenses	24	(22,817,633)	(10,242,696)	(14,468,580)	(6,213,592)
PROFIT (LOSS) FOR THE YEAR		74,229,223	46,147,591	73,319,247	29,785,803
Other comprehensive income					
<i>Components of other comprehensive income that may be reclassified to profit or loss:</i>					
Exchange differences on translation of financial statements in foreign currency - net of income tax		76,897	17,341	-	-
<i>Components of other comprehensive income that will not be reclassified to profit or loss:</i>					
Profit (Loss) on remeasurement of defined benefit obligation	17, 24	-	407,373	-	975,368
TOTAL OTHER COMPREHENSIVE INCOME (LOSS)		76,897	424,714	-	975,368
TOTAL COMPREHENSIVE INCOME (LOSS)		74,306,120	46,572,305	73,319,247	30,761,171
PROFIT (LOSS) ATTRIBUTABLE TO					
Equity holders of the parent		72,484,481	44,279,705	73,319,247	29,785,803
Non - controlling interests		1,744,742	1,867,886	-	-
		74,229,223	46,147,591	73,319,247	29,785,803
TOTAL COMPREHENSIVE INCOME (LOSS) ATTRIBUTABLE TO					
Equity holders of the parent		72,561,378	44,822,645	73,319,247	30,761,171
Non - controlling interests		1,744,742	1,749,660	-	-
		74,306,120	46,572,305	73,319,247	30,761,171
BASIC EARNINGS (LOSSES) PER SHARE (BAHT)	22	0.337	0.206	0.341	0.138
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

CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

FOR THE YEAR ENDED OCTOBER 31, 2018

UNIT : BAHT

Equity attributable to the parent's shareholders												
	Notes	Other components of shareholders' equity										
		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	Ordinary shares	Appropriated Legal reserve	Unappropriated						
Balance as at November 1, 2016												
Dividend paid	21, 23	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
Profit (Loss) for the year		-	-	-	-	(32,343,684)	-	-	-	(32,343,684)	(1,236,159)	(33,579,843)
Other comprehensive income		-	-	-	-	44,279,705	-	-	-	44,279,705	1,867,886	46,147,591
Ending balance, October 31, 2017												
Dividend paid	21, 23	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
Profit (Loss) for the year		-	-	-	-	(26,953,070)	-	-	-	(26,953,070)	(2,400,968)	(29,354,038)
Other comprehensive income		-	-	-	-	72,484,481	-	-	-	72,484,481	1,744,742	74,229,223
Ending balance, October 31, 2018												
Dividend paid	21, 23	330,000	215,294,559	101,250,000	21,562,478	131,501,220	102,899	31,373,903	31,476,802	501,415,059	4,351,241	505,766,300
Profit (Loss) for the year		-	-	-	-	(26,953,070)	-	-	-	(26,953,070)	(2,400,968)	(29,354,038)
Other comprehensive income		-	-	-	-	72,484,481	-	-	-	72,484,481	1,744,742	74,229,223
Ending balance, October 31, 2019												

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, 2018

										UNIT : BAHT	
	Notes	Issued and paid – up share capital		Premium on share capital	Retained Earnings			Land revaluation surplus		Total other components of shareholders' equity	
		Preferred shares	Ordinary shares	Ordinary shares	Appropriated Legal reserve	Unappropriated					
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	31,373,903	431,388,095	
Dividend paid	21, 23	-	-	-	-	(32,343,684)	-	-	-	(32,343,684)	
Profit (Loss) for the year		-	-	-	-	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	31,373,903	429,805,582	
Balance as at November 1, 2017		330,000	215,294,559	101,250,000	21,562,478	59,994,642	31,373,903	31,373,903	31,373,903	429,805,582	
Dividend paid	21, 23	-	-	-	-	(26,953,070)	-	-	-	(26,953,070)	
Profit (Loss) for the year		-	-	-	-	73,319,247	-	-	-	73,319,247	
Other comprehensive income		-	-	-	-	-	-	-	-	-	
Ending balance, October 31, 2018		330,000	215,294,559	101,250,000	21,562,478	106,360,819	31,373,903	31,373,903	31,373,903	476,171,759	

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

STATEMENTS OF CASH FLOWS

FOR THE YEAR ENDED OCTOBER 31, 2018

UNIT : BAHT

	Notes	CONSOLIDATED		SEPARATE	
		2018	2017	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES					
Profit (Loss) before income tax expenses		97,046,856	56,390,287	87,787,827	35,999,395
Adjustments for:					
Employee benefit expenses		988,644	4,203,761	3,063,543	2,681,241
Depreciation and amortization		24,838,688	28,980,654	20,998,872	22,607,777
Doubtful accounts and bad debt		117,267	909,346	117,267	909,346
Write off withholding tax deducted at source		191,120	14,810	187,328	14,810
Loss from impairment of investment		-	103,589	-	-
(Profits) losses on sale of fixed assets		(981,304)	(1,203,210)	(981,304)	(963,937)
Loss on disposal of fixed assets		1	10	1	1
Unrealized (gain) loss on exchange rate		(26,755)	(665)	(20,910)	(665)
Dividend income		-	(1,183,920)	(18,165,696)	(8,042,222)
Share of losses (profits) from investments using the equity method		(4,615,955)	(4,761,013)	-	-
Interest expenses		744,190	624,992	645,138	492,076
Profit from operations before changes in operating assets and liabilities		118,302,752	84,078,641	93,632,066	53,697,822
Operating assets (increase) decrease					
Current investments		(2,877)	(2,852)	-	-
Trade accounts receivable and other current receivables		(959,575)	26,164,939	(34,647,561)	60,565,652
The gross amount due from customers for contract work		(94,211,069)	50,259,480	(102,445,487)	57,480,016
Deferred cost of the rendering of services		8,527,370	28,428,795	6,318,416	23,137,568
Other non-current assets		21,437,172	(28,735,685)	(1,320,000)	(11,000)
Operating liabilities increase (decrease)					
Trade accounts payable and other current payables		160,351,269	23,537,101	145,116,319	(37,610,381)
Employee benefit obligations		(5,725,786)	(309,000)	(5,704,236)	(309,000)
Cash received (paid for) from operations		207,719,256	183,421,419	100,949,517	156,950,677

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, 2018

UNIT : BAHT

	Notes	CONSOLIDATED		SEPARATE	
		2018	2017	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES (CONTINUED)					
Interest paid		(744,190)	(624,992)	(645,138)	(492,076)
Refunds of income taxes		19,769,014	12,741,258	17,365,595	11,111,599
Income tax paid		(40,586,483)	(32,833,434)	(31,886,430)	(26,719,987)
Net cash provided by (used in) operating activities		186,157,597	162,704,251	85,783,544	140,850,213
CASH FLOWS FROM INVESTING ACTIVITIES					
Cash payment for purchase of fixed assets		(9,006,556)	(8,056,440)	(3,063,684)	(4,688,686)
Cash payment for purchase of intangible assets		(333,242)	(1,046,500)	(326,252)	(976,500)
Cash received from sale of fixed assets		981,308	1,228,065	981,308	988,785
Dividend received		493,300	591,960	8,942,220	9,186,528
Dividend received from investments using the equity method		1,698,364	1,291,666	-	-
Net cash provided by (used in) investing activities		(6,166,826)	(5,991,249)	6,533,592	4,510,127
CASH FLOWS FROM FINANCING ACTIVITIES					
Cash received (paid) for bank overdrafts and short-term loan from financial institutions		5,500,000	(19,000,000)	-	(20,000,000)
Cash payment for liabilities under finance lease		(3,293,128)	(2,536,919)	(3,293,128)	(2,536,919)
Dividend paid		(26,953,070)	(32,343,684)	(26,953,070)	(32,343,684)
Dividend paid non - controlling interests of the subsidiaries		(2,400,968)	(1,236,159)	-	-
Net cash provided by (used in) financing activities		(27,147,166)	(55,116,762)	(30,246,198)	(54,880,603)
Increase (Decrease) in cash and cash equivalents		152,843,605	101,596,240	62,070,938	90,479,737
Translation adjustments		76,897	17,341	-	-
Net increase (decrease) in cash and cash equivalents		152,920,502	101,613,581	62,070,938	90,479,737
Cash and cash equivalents as at the beginning of period		293,751,438	192,137,857	146,028,742	55,549,005
Cash and cash equivalents as at the end of year	4.1	446,671,940	293,751,438	208,099,680	146,028,742

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, 2018

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 Tai, 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 Tai, 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 Tai, Khet Bangna, Bangkok
Multi Designs Company Limited	April 19, 1995	Trade exhibition and interior design	10 Soi Lasalle 56 Sukhumvit Rd., Kwang Bangna Tai, 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 Tai, 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 Tai, 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 Tai, 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 Tai, Khet Bangna, Bangkok
NXH Joint Venture Company Limited	May 25, 2018	Providing building design, construction, museum design and decoration services including all kinds of exhibition design and fabrication and other related business	10 Soi Lasalle 56 Sukhumvit Rd., Kwang Bangna Tai, Khet Bangna, Bangkok

1. OPERATIONS OF THE COMPANY AND SUBSIDIARIES (CONTINUED)

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 compliance with Thai Financial Reporting Standards (TFRS) according to the Accounting Act B.E. 2543 and presented in accordance with the notification of the Department of Business Development, the Ministry of Commerce dated October 11, 2016, regarding the condensed form which should be included in the financial statements B.E. 2559. and applicable rules and regulations of the Thai Securities and Exchange Commission.

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	
			2018	2017	2018	2017
					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
NXH Joint Venture Company Limited.	Thailand	Baht	1,000,000	-	93.97	-

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, 2018 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, 2018 were approximately Baht 0.43 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 2017. 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

2.6.1 Financial reporting standards which are effective for the fiscal year beginning on or after January 1, 2018 onwards

The Federation of Accounting Professions has issued the Notifications regarding Thai Financial Reporting Standards (TFRSs), which are effective for the financial statements for the year beginning on or after January 1, 2018 onwards, as follows:

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

2.6.1 Financial reporting standards which are effective for the fiscal year beginning on or after January 1, 2018 onwards (Continued)

Thai Accounting Standards	Contents
TAS 1 (revised 2017)	Presentation of Financial Statements
TAS 2 (revised 2017)	Inventories
TAS 7 (revised 2017)	Statement of Cash Flows
TAS 8 (revised 2017)	Accounting Policies, Changes in Accounting Estimates and Errors
TAS 10 (revised 2017)	Events After the Reporting Period
TAS 11 (revised 2017)	Construction Contracts
TAS 12 (revised 2017)	Income Taxes
TAS 16 (revised 2017)	Property, Plant and Equipment
TAS 17 (revised 2017)	Leases
TAS 18 (revised 2017)	Revenue
TAS 19 (revised 2017)	Employee Benefits
TAS 20 (revised 2017)	Accounting for Government Grants and Disclosure of Government Assistance
TAS 21 (revised 2017)	The Effects of Changes in Foreign Exchange Rates
TAS 23 (revised 2017)	Borrowing Costs
TAS 24 (revised 2017)	Related Party Disclosures
TAS 26 (revised 2017)	Accounting and Reporting by Retirement Benefit Plans
TAS 27 (revised 2017)	Separate Financial Statements
TAS 28 (revised 2017)	Investments in Associates and Joint Venture
TAS 29 (revised 2017)	Financial Reporting in Hyperinflationary Economics
TAS 33 (revised 2017)	Earnings per Share
TAS 34 (revised 2017)	Interim Financial Reporting
TAS 36 (revised 2017)	Impairment of Assets
TAS 37 (revised 2017)	Provisions, Contingent Liabilities and Contingent Assets
TAS 38 (revised 2017)	Intangible Assets
TAS 40 (revised 2017)	Investment Property
TAS 41 (revised 2017)	Agriculture

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

2.6.1 Financial reporting standards which are effective for the fiscal year beginning on or after January 1, 2018 onwards (Continued)

Thai Financial Reporting Standards	Contents
TFRS 2 (Revised 2017)	Share-Based Payments
TFRS 3 (Revised 2017)	Business Combinations
TFRS 4 (Revised 2017)	Insurance Contracts
TFRS 5 (Revised 2017)	Non-current Assets Held for Sale and Discontinued Operations
TFRS 6 (Revised 2017)	Exploration for and Evaluation of Mineral Resources
TFRS 8 (Revised 2017)	Operating Segments
TFRS 10 (Revised 2017)	Consolidated Financial Statements
TFRS 11 (Revised 2017)	Joint Arrangements
TFRS 12 (Revised 2017)	Disclosure of Interests in Other Entities
TFRS 13 (Revised 2017)	Fair Value Measurement

Thai Accounting Standard Interpretations	Contents
TSIC 10 (Revised 2017)	Government Assistance - No Specific Relation to Operating Activities
TSIC 15 (Revised 2017)	Operating Leases - Incentives
TSIC 25 (Revised 2017)	Income Taxes - Changes in the Tax Status of an Entity or its Shareholders
TSIC 27 (Revised 2017)	Evaluating the Substance of Transactions Involving the Legal Form of a Lease
TSIC 29 (Revised 2017)	Service Concession Arrangements: Disclosures
TSIC 31 (Revised 2017)	Revenue - Barter Transactions Involving Advertising Services
TSIC 32 (Revised 2017)	Intangible Assets - Web Site Costs

Thai Financial Reporting Standard Interpretations	Contents
TFRIC 1 (Revised 2017)	Changes in Existing Decommissioning, Restoration and Similar Liabilities
TFRIC 4 (Revised 2017)	Determining Whether an Arrangement Contains a Lease
TFRIC 5 (Revised 2017)	Rights to Interests arising from Decommissioning, Restoration and Environmental Rehabilitation Funds
TFRIC 7 (Revised 2017)	Applying the Restatement Approach under TAS 29 (Revised 2017) Financial Reporting in Hyperinflationary Economies
TFRIC 10 (Revised 2017)	Interim Financial Reporting and Impairment
TFRIC 12 (Revised 2017)	Service Concession Arrangements
TFRIC 13 (Revised 2017)	Customer Loyalty Programmers
TFRIC 14 (Revised 2017)	TAS 19 (Revised 2017) Employee Benefits - The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction
TFRIC 15 (Revised 2017)	Agreements for the Construction of Real Estate
TFRIC 17 (Revised 2017)	Distributions of Non - cash Assets to Owners
TFRIC 18 (Revised 2017)	Transfers of Assets from Customers
TFRIC 20 (Revised 2017)	Stripping Costs in the Production Phase of a Surface Mine
TFRIC 21 (Revised 2017)	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 year.

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

2.6.2 Financial reporting standards which will be effective for the fiscal year beginning on or after January 1, 2019 and the year beginning on or after January 1, 2020 onwards

During the year, the Federation of Accounting Professions issued 52 financial reporting standards, which will become effective for the fiscal year beginning on or after January 1, 2019, and 5 financial reporting standards, which will become effective for the fiscal year beginning on or after January 1, 2020. These financial reporting standards are aimed at alignment with the corresponding International Financial Reporting Standards, with most of the changes directed towards revision and guidance for the disclosure of the notes to financial statements except the financial reporting standard TFRS 15 Revenue from Contracts with Customers, which is effective for fiscal years beginning on or after 1 January 2019 and a set of 5 standards related to financial instruments, which are effective for fiscal years beginning on or after 1 January 2020. Key principles of these standards are summarised below.

TFRS 15 Revenue from Contracts with Customers

TFRS 15 supersedes TAS 11 Construction Contracts and TAS 18 Revenue, together with related Interpretations. Entities are to apply this standard to all contracts with customers unless those contracts fall within the scope of other standards. The standard establishes a five-step model to account for revenue arising from contracts with customers, with revenue being recognized at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The standard requires entities to exercise judgement, taking into consideration all of the relevant facts and circumstances when applying each step of the model.

Thai Financial Reporting Standards related to financial instruments

The set of TFRSs related to financial instruments consists of five accounting standards and interpretations as follow:

Financial reporting standards	Contents
TFRS 9	Financial Instruments
TFRS 7	Financial Instruments: Disclosures
Accounting standards	Contents
TAS 32	Financial Instruments: Presentation
Financial reporting standard Interpretations	Contents
TFRIC 16	Hedges of a Net Investment in a Foreign Operation
TFRIC 19	Extinguishing Financial Liabilities with Equity Instruments

These TFRSs related to financial instruments make stipulations relating to the classification of financial instruments and their measurement at fair value or amortised cost (taking into account the type of instrument, the characteristics of the contractual cash flows and the Company's business model), calculation of impairment using the expected credit loss method, and hedge accounting. These include stipulations regarding the presentation and disclosure of financial instruments. When the TFRSs related to financial instruments are effective, some accounting standards, interpretations and guidance which are currently effective will be cancelled.

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

2.6.2 Financial reporting standards which will be effective for the fiscal year beginning on or after January 1, 2019 and the year beginning on or after January 1, 2020 onwards (Continued)

The management of the Company and its subsidiaries is currently evaluating the impact of these standards to the financial statements in the year when they are adopted.

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 year 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.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

3.12 Impairment of assets (Continued)

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.

3.13 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 other comprehensive income.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

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.

3.15 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.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

3.17 Income tax (Continued)

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

3.18 Basic earnings per share

Basic earnings 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, 2018 and 2017 are as follows:

Unit : Baht				
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2018	2017	2018	2017
Cash and deposits at financial institutions	446,671,940	293,751,438	208,099,680	146,028,742
Total	446,671,940	293,751,438	208,099,680	146,028,742

4.2 Non - cash transactions

Fixed assets and intangible assets payable are as follows:

Unit : Baht				
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2018	2017	2018	2017
Fixed assets and intangible assets payable brought forward	524,056	398,788	273,253	398,788
Purchases of fixed assets and intangible assets	13,580,289	16,221,208	7,026,457	12,532,651
Less Cash payments for purchase of fixed assets and intangible assets	(9,339,798)	(9,102,940)	(3,389,934)	(5,665,186)
Purchases of fixed assets by hire-purchasing agreement	(3,275,300)	(6,993,000)	(3,275,300)	(6,993,000)
Fixed assets and intangible assets payable carried forward	1,489,247	524,056	634,474	273,253

5. CURRENT INVESTMENTS

As at October 31, 2018 and 2017, the subsidiaries have current deposits due on maturity date as follows:

Unit : Baht				
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2018	2017	2018	2017
Current deposits due on maturity date	325,813	322,936	-	-

6. TRADE ACCOUNTS RECEIVABLE AND OTHER CURRENT RECEIVABLES

6.1 Trade accounts receivable and other current receivables as at October 31, 2018 and 2017 are as follows:

Unit : Baht				
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2018	2017	2018	2017
Trade accounts receivable				
- Related parties (See Note 23)	5,578,196	34,873,682	11,240,708	30,305,726
- Others	171,643,057	140,822,981	164,042,356	114,446,507
Total trade accounts receivable	177,221,253	175,696,663	175,283,064	144,752,233
Less Allowance for doubtful accounts	(5,243,000)	(5,243,000)	(5,243,000)	(5,243,000)
Total trade accounts receivable - net	171,978,253	170,453,663	170,040,064	139,509,233
Other current receivables				
- Other receivable related parties (See Note 23)	40,890	539,256	6,429,289	6,465,333
- Prepaid expenses	4,585,528	6,839,135	3,627,948	5,513,674
- Advance payment	6,583,798	3,910,292	5,862,042	2,287,675
- Dividend receivable	-	591,960	17,099,032	7,875,556
- Withholding tax deducted at source	69,690,389	71,114,809	60,859,825	61,635,166
- Deferred input vat	14,313,718	10,951,172	10,158,277	6,255,207
- Others	17,243,844	20,610,396	8,290,387	9,844,588
Total other current receivables	112,458,167	114,557,020	112,326,800	99,877,199
Total trade accounts receivable and other current receivables - net	284,436,420	285,010,683	282,366,864	239,386,432

6.2 Analysis of trade accounts receivable aging is as follows:

Unit : Baht				
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2018	2017	2018	2017
Related parties				
Undue	1,407,599	25,553,588	7,070,111	19,935,476
Overdue				
Within 3 months	1,853,097	6,430,588	1,853,097	7,480,744
Between 3 and 6 months	21,500	106,400	21,500	106,400
Between 6 and 12 months	96,000	-	96,000	-
More than 12 months	2,200,000	2,783,106	2,200,000	2,783,106
Total Trade accounts receivable related parties	5,578,196	34,873,682	11,240,708	30,305,726

6. TRADE ACCOUNTS RECEIVABLE AND OTHER CURRENT RECEIVABLES (CONTINUED)

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

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2018	2017	2018	2017
Others				
Undue	64,154,836	112,112,068	57,003,259	90,462,282
Overdue				
Within 3 months	101,723,190	21,793,809	101,723,190	18,564,203
Between 3 and 6 months	72,907	-	72,907	-
Between 6 and 12 months	-	53,500	-	53,500
More than 12 months	5,692,124	6,863,604	5,243,000	5,366,522
	171,643,057	140,822,981	164,042,356	114,446,507
Less Allowance for doubtful accounts	(5,243,000)	(5,243,000)	(5,243,000)	(5,243,000)
Total trade accounts receivable others - net	166,400,057	135,579,981	158,799,356	109,203,507
Total trade accounts receivable - net	171,978,253	170,453,663	170,040,064	139,509,233

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	
	2018	2017	2018	2017
The gross amount due from customers for contract work				
- Related parties (See Note 23)	-	3,233,380	700,000	3,233,380
- Others	173,804,750	76,360,301	169,349,994	64,371,127
Total	173,804,750	79,593,681	170,049,994	67,604,507

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, 2018 and 2017 is as follows:

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2018	2017	2018	2017
Deferred cost of the rendering of services				
- Related parties (See Note 23)	75,168	61,058	11,831,350	13,633,490
- Others	44,999,955	53,541,435	26,298,295	30,814,571
Total	45,075,123	53,602,493	38,129,645	44,448,061

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	2018	2017		2018	2017	2018		2017	
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	-	-	12,750,714	12,750,714	
		Baht	10,000,000	10,000,000	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	-	-	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	-	-	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	-	-	2,999,700	2,999,700	
Andrew Bethell Associates Limited	Dissemination of educational media	GBP	100	100	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	-	-	4,999,800	4,999,800	

Unit : Baht

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

COMPANY'S NAME	BUSINESS TYPE	Unit : Baht										
		PAID-UP CAPITAL		PORTION OF INVESTMENTS		CONSOLIDATED		SEPARATE				
						FINANCIAL STATEMENTS		FINANCIAL STATEMENTS				
		Currency	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
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	-	-	-	-	-	-
(held by Nox Bangkok Company Limited)												
NXH Joint Venture Company Limited *	Providing building design, construction, museum design and decoration services including all kinds of exhibition design and fabrication and other related business	Baht	1,000,000	-	93.97	-	-	-	-	-	-	-
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	6,622,632	6,957,431	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	2,853,325	1,299,712	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	12,577,120	11,382,995	-	-		
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	868,975	857,623	920,000	920,000		
Total investments in subsidiaries, associated companies and Joint Ventures							22,922,052	20,497,761	58,131,047	58,131,047		

* On May 25, 2018, Nox Bangkok Company Limited, the subsidiary of the Company, invested in a new-registered company, namely NXH Joint Venture Co., Ltd. to provide building design, construction, museum design and decoration services including all kinds of exhibition design and fabrication and other related business. Such company has registered capital of Baht 1,000,000 consisting of 10,000 ordinary shares with par value of Baht 100 per share. Nox Bangkok Company Limited acquired 9,397 common shares of NXH Joint Venture Co. Ltd., accounted for 93.97% of its registered and paid up capital, at Baht 100 per share, totaling Baht 939,700.

10. OTHER LONG-TERM INVESTMENTS

Other long-term investments are as follows:

COMPANY'S NAME	BUSINESS TYPE	PORTION OF INVESTMENTS						SEPARATE FINANCIAL STATEMENTS		Unit : Baht
		PAID-UP CAPITAL		%		CONSOLIDATED FINANCIAL STATEMENTS		COST METHOD		
		Currency	2018	2017	2018	2017	2018		2017	
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	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	5,700,000	5,000,000	17.31	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	189,800	-	-
Total long term investments										
							5,273,746	5,273,746	2,398,800	2,398,800
Less Allowance for impairment loss - UTEX Services Co., Ltd.*							(1,265,384)	(1,265,384)	-	-
Allowance for impairment loss - UTEX North Co., Ltd.							(140,000)	(140,000)	-	-
Total long term investments - net										
							3,868,362	3,868,362	2,398,800	2,398,800

* On July 31, 2017, UTEX Services Co., Ltd. has stopped its operation. The Company, therefore, has provided provision for impairment loss in such investment in full amount.

** On July 20, 2018, A Plus Utility Management Co., Ltd. issued 7,000 new ordinary shares with par value of Baht 100 per share amounting to Baht 700,000, from registered capital of Baht 5,000,000 to Baht 5,700,000. PX System Company Limited does not invest in such new ordinary shares.

11. PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment consist of the following:

Unit : Baht

CONSOLIDATED FINANCIAL STATEMENTS					
	Balance as at November 1, 2017	Additions	Disposals	Transfer in (out)	Balance as at October 31, 2018
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	124,018,720	-	-	-	124,018,720
Vehicles	26,654,842	4,679,000	(2,446,826)	-	28,887,016
Office equipments	19,998,312	309,300	-	-	20,307,612
Computers	42,346,574	1,776,884	-	-	44,123,458
Tools and machineries	3,057,386	-	-	-	3,057,386
Office furniture	16,112,942	430,605	-	-	16,543,547
Operating equipments	74,164,026	-	(1,067,472)	-	73,096,554
Total cost and appraisal value	362,525,429	7,195,789	(3,514,298)	-	366,206,920
Accumulated depreciation:					
Land improvement	(445,024)	-	-	-	(445,024)
Improvements from the lease of land	(727,595)	-	-	-	(727,595)
Buildings and improvement	(72,266,386)	(7,205,380)	-	-	(79,471,766)
Vehicles	(14,471,463)	(4,189,607)	2,446,822	-	(16,214,248)
Office equipments	(16,390,278)	(1,395,919)	-	-	(17,786,197)
Computers	(37,764,289)	(3,506,146)	-	-	(41,270,435)
Tools and machineries	(2,150,636)	(4,897)	-	-	(2,155,533)
Office furniture	(13,034,376)	(918,926)	-	-	(13,953,302)
Operating equipments	(66,322,712)	(5,620,219)	1,067,471	-	(70,875,460)
Total accumulated depreciation	(223,572,759)	(22,841,094)	3,514,293	-	(242,899,560)
Assets under construction	24,000	6,002,258	-	-	6,026,258
Property, plant and equipment - net	138,976,670				129,333,618

11. PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

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	150,365,426				138,976,670

Depreciation for the year:	
2018	22,841,094
2017	26,563,593

Cost of fully depreciated fixed assets still in use:	
2018 The gross carrying amount (before deducting accumulated depreciation)	193,549,191
2017 The gross carrying amount (before deducting accumulated depreciation)	152,347,458

11. PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

Unit : Baht

SEPARATE FINANCIAL STATEMENTS					
	Balance as at November, 1 2017	Additions	Disposals	Transfer in (out)	Balance as at October 31, 2018
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	120,344,249	-	-	-	120,344,249
Vehicles	26,031,843	4,679,000	(2,446,826)	-	28,264,017
Office equipments	17,191,300	291,630	-	-	17,482,930
Computers	33,406,649	1,254,480	-	-	34,661,129
Tools and machineries	231,969	-	-	-	231,969
Office furniture	13,297,422	426,095	-	-	13,723,517
Operating equipments	23,012,131	-	-	-	23,012,131
Total cost and appraisal value	289,688,190	6,651,205	(2,446,826)	-	293,892,569
Accumulated depreciation:					
Land improvement	(445,024)	-	-	-	(445,024)
Land appraisal increase	(727,595)	-	-	-	(727,595)
Buildings and improvement	(68,591,928)	(7,205,380)	-	-	(75,797,308)
Vehicles	(13,848,819)	(4,189,254)	2,446,822	-	(15,591,251)
Office equipments	(14,012,652)	(1,192,021)	-	-	(15,204,673)
Computers	(29,734,174)	(2,787,140)	-	-	(32,521,314)
Tools and machineries	(218,951)	(3,561)	-	-	(222,512)
Office furniture	(11,155,679)	(837,345)	-	-	(11,993,024)
Operating equipments	(19,567,165)	(3,383,535)	-	-	(22,950,700)
Total accumulated depreciation	(158,301,987)	(19,598,236)	2,446,822	-	(175,453,401)
Assets under construction	24,000	-	-	-	24,000
Property, plant and equipment - net	131,410,203				118,463,168

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

Depreciation for the year:

2018	19,598,236
2017	21,070,933

Cost of fully depreciated fixed assets still in use:

2018 The gross carrying amount (before deducting accumulated depreciation)	135,123,766
2017 The gross carrying amount (before deducting accumulated depreciation)	108,516,985

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, 2017	Additions	Disposals	Transfer in (Out)	Balance as at October 31, 2018
Cost :					
Computer software	26,425,605	337,241	(50,000)	150,000	26,862,846
Total	26,425,605	337,241	(50,000)	150,000	26,862,846
Accumulated amortization :					
Computer software	(16,765,324)	(1,997,594)	5,000	-	(18,757,918)
Total accumulated amortization	(16,765,324)	(1,997,594)	5,000	-	(18,757,918)
Intangible assets under transfer	325,000	45,000	-	(150,000)	220,000
Intangible assets - net	9,985,281				8,324,928

13. INTANGIBLE ASSETS (CONTINUED)

Unit : Baht

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
Amortization for the year:					
2018					1,997,594
2017					2,417,061
Cost of fully amortized intangible assets still in use:					
2018 The gross carrying amount (before deducting accumulated amortization)					7,207,631
2017 The gross carrying amount (before deducting accumulated amortization)					4,997,928

Unit : Baht

SEPARATE FINANCIAL STATEMENTS					
	Balance as at November 1, 2017	Additions	Disposals	Transfer in (Out)	Balance as at October 31, 2018
Cost :					
Computer software	18,941,846	330,252	(50,000)	150,000	19,372,098
Total	18,941,846	330,252	(50,000)	150,000	19,372,098
Accumulated amortization :					
Computer software	(12,197,790)	(1,400,637)	5,000	-	(13,593,427)
Total accumulated amortization	(12,197,790)	(1,400,637)	5,000	-	(13,593,427)
Intangible assets under transfer	325,000	45,000	-	(150,000)	220,000
Intangible assets - net	7,069,056				5,998,671

13. INTANGIBLE ASSETS (CONTINUED)

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
Amortization for the year:					
2018					1,400,637
2017					1,536,844
Cost of fully amortized intangible assets still in use:					
2018 The gross carrying amount (before deducting accumulated amortization)					5,266,989
2017 The gross carrying amount (before deducting accumulated amortization)					3,979,442

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
2561	308	299	275	275
2560	308	304	275	275

As at October 31, 2018, such credit facilities have interest rates at minimum overdraft rate (MOR) - 1.00 to 0.00% per annum and at minimum lender rate (MLR) - 2.75 to 1.00 % per annum.

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, 2018 and 2017, 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 CURRENT PAYABLES

Trade accounts payable and other current accounts payable are as follows:

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2018	2017	2018	2017
Trade accounts payable				
- Related parties (See Note 23)	7,124,924	7,322,189	13,068,512	8,834,547
- Others	183,309,387	168,236,523	129,641,467	93,711,285
Accrued cost				
- Related parties (See Note 23)	4,505,856	3,435,399	10,959,784	5,175,439
- Others	150,844,538	39,831,853	113,082,750	32,541,462
Total trade accounts payable	345,784,705	218,825,964	266,752,513	140,262,733
Other current payables				
- Other payables related parties (Note 23)	34,546,442	24,629,007	34,546,442	24,629,007
- Accrued expenses related parties (Note 23)	-	-	363,125	685,000
- Accrued expenses	39,911,964	25,344,618	31,098,773	19,526,511
- Deposit from customer related parties (Note 23)	-	-	8,342,441	11,181,580
- Deposit from customer	20,823,365	90,058,468	-	1,287,416
- The gross amount due to customers for contract work	60,612,509	4,816,246	1,477,157	4,435,698
- Deferred output vat	13,674,490	12,924,328	11,847,640	9,840,573
- Others	47,263,153	24,765,442	16,776,243	13,942,182
Total other current payables	216,831,923	182,538,109	104,451,821	85,527,967
Total trade accounts payable and other current payables	562,616,628	401,364,073	371,204,334	225,790,700

16. LIABILITIES UNDER FINANCE LEASE

Details of assets leased under finance lease are as follows :

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2018	2017	2018	2017
Motors vehicle	23,316,886	18,637,886	23,316,886	18,637,886
Less Accumulated depreciation	(10,662,977)	(6,478,723)	(10,662,977)	(6,478,723)
Book value	12,653,909	12,159,163	12,653,909	12,159,163
The minimum amounts that must be paid for the above finance lease are as follows				
Within 1 year	3,131,084	3,472,011	3,131,084	3,472,011
Over 1 year within 3 years	5,460,842	4,895,982	5,460,842	4,895,982
Over 3 years within 5 years	1,992,461	2,250,613	1,992,461	2,250,613
	10,584,387	10,618,606	10,584,387	10,618,606
Less Future interest	(1,196,599)	(1,212,990)	(1,196,599)	(1,212,990)
Present value of liabilities under finance lease	9,387,788	9,405,616	9,387,788	9,405,616
Less Current portion of liabilities under finance lease	(2,588,852)	(2,967,271)	(2,588,852)	(2,967,271)
Liabilities under finance lease - net	6,798,936	6,438,345	6,798,936	6,438,345

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, 2018 and 2017 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	
	2018	2017	2018	2017	2018	2017
Balance at the beginning of the year	40,632,078	37,603,755	2,193,302	1,836,081	42,825,380	39,439,836
Included in profit or loss:						
Current service cost	2,963,232	2,539,865	287,310	279,500	3,250,542	2,819,365
Interest cost	919,278	997,675	40,614	64,577	959,892	1,062,252
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
Past service cost	(2,905,191)	-	(316,600)	-	(3,221,791)	-
Actual payment	(5,487,500)	-	(238,286)	(309,000)	(5,725,786)	(309,000)
Balance at the end of the year	36,121,897	40,632,078	1,966,340	2,193,302	38,088,237	42,825,380

Unit : Baht

SEPARATE FINANCIAL STATEMENTS						
	Post-employment benefits		Other long-term employee benefits		Total	
	2018	2017	2018	2017	2018	2017
Balance at the beginning of the year	31,303,571	30,143,491	1,253,376	1,260,425	32,556,947	31,403,916
Included in profit or loss:						
Current service cost	2,178,656	1,673,150	166,126	156,586	2,344,782	1,829,736
Interest cost	694,905	706,140	23,855	38,198	718,760	744,338
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
Provision for employee benefits	893,127	-	54,199	-	947,326	-
Actual payment	(5,487,500)	-	(216,736)	(309,000)	(5,704,236)	(309,000)
Balance at the end of the year	29,582,759	31,303,571	1,280,820	1,253,376	30,863,579	32,556,947

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	
	2018	2017	2018	2017
Current service cost	3,250,543	2,819,365	2,344,782	1,829,736
Interest cost	959,892	1,062,252	718,761	744,338
Total expense recognized in profit or loss	4,210,435	3,881,617	3,063,543	2,574,074

Assumptions of provision for Actuarial technique are as follows:

Unit : Percent per annum				
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2018	2017	2018	2017
Discount rate	2.8	2.8	2.8	2.8
Salary increase rate	4.0 - 8.0	4.0 - 8.0	4.0 - 8.0	4.0 - 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 TMO2017* with improving rate 3.0% p.a.	100% of TMO2017* with improving rate 3.0% p.a.	100% of TMO2017* with improving rate 3.0% p.a.

* Reference from TMO2017: Thai Mortality Ordinary Table 2017

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, 2018 are summarized below:

Unit : Baht				
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	Increase	Decrease	Increase	Decrease
Discount rate (1% movement)	(3,773,473)	4,429,348	(2,506,639)	2,939,512
Salary increase rate (1% movement)	4,493,968	(3,883,348)	3,003,386	(2,599,237)
Profit (Loss) employee turnover rate (20% movement)	(2,944,365)	3,465,327	(1,946,763)	2,290,941

17. EMPLOYEE BENEFITS OBLIGATIONS (CONTINUED)

MANAGEMENT BENEFIT EXPENSES

For the year ended October 31, 2018 and 2017, the Company and its subsidiaries have expenses for management and director benefits as follows:

	CONSOLIDATED FINANCIAL STATEMENT		SEPARATE FINANCIAL STATEMENT	
	2018	2017	2018	2017
Post-employment benefits	1,117,056	1,043,258	751,341	547,225
Other long-term employee benefits	13,413	9,451	3,898	2,051
Total	1,130,469	1,052,709	755,239	549,276

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. DIVIDENDS PAID

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 23, 2018, the Company's 2018 Annual General Meeting of Shareholders resolved to pay the dividend from the operating result of the year ended October 31, 2017 at the rate of Baht 0.125 per share for the total eligible shares of 215,624,559 shares totaling Baht 26,953,070 to the shareholders whose names were listed in the Company's registrar book as at March 9, 2018. The company paid such dividend on March 23, 2018.

21. DIVIDENDS PAID (CONTINUED)

21.1 Dividends declared and paid by the Company (continued)

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.

21.2 Dividends declared and paid by the subsidiaries

On October 31, 2018, the Board of Directors' meeting of PX System Company Limited (subsidiary) passed a resolution for an interim dividend payment of Baht 163.64 per share for 110,000 ordinary shares totaling Baht 18,000,000 to the shareholders whose names were listed on the shareholder's register book as at October 31, 2018. The subsidiary will pay such dividend within January 31, 2019.

On October 31, 2018, the Board of Directors' meeting of Multi Designs Company Limited (subsidiary) passed a resolution for an interim dividend payment of Baht 37.50 per share for 40,000 ordinary shares totaling Baht 1,500,000 to the shareholders whose names were listed on the shareholder's register book as at October 31, 2018. The subsidiary will pay such dividend within November 29, 2018.

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 73.00 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.

22. BASIC EARNINGS PER SHARE

Basic earnings per share is calculated by dividing profit for the year attributable to equity holders of the Company by the weighted average number of ordinary shares in issue during the year. Basic earnings per share for the years ended October 31, 2018 and 2017 are calculated below.

	Unit : Baht			
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2018	2017	2018	2017
Profit (Loss) attributable to equity holders of the Parent	72,484,481	44,279,705	73,319,247	29,785,803
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)	0.337	0.206	0.341	0.138

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		
		2018	2017	2018	2017
Trade accounts receivable (See Note 6)					
Pico Art International Pte Ltd.	Major Shareholder	1,105,637	2,642,050	1,105,637	2,642,050
Pico International Ltd.	Same Ultimate Holding Company	6,264	262,200	6,264	262,200
Pico IES Group Limited	Same Ultimate Holding Company	1,907,837	1,907,837	1,907,837	1,907,837
Pico International (Dubai) LLC.	Same Ultimate Holding Company	-	42,700	-	42,700
Pico International (HK) Ltd.	Same Ultimate Holding Company	117,500	7,595,024	117,500	379,500
Pico In-Creative (UK) Ltd.	Same Ultimate Holding Company	-	1,870	-	1,870
Pico International LLC. (DMCC Branch)	Same Ultimate Holding Company	42,700	-	42,700	-
Pico International Taiwan Ltd.	Same Ultimate Holding Company	198,258	-	198,258	-
Shanghai Pico Exhibition Management Co., Ltd.	Same Ultimate Holding Company	-	583,106	-	583,106
Total Brand Activation Hongkong Ltd.	Same Ultimate Holding Company	-	-	-	-
Total Brand Activation Pte Ltd. (Singapore)	Same Ultimate Holding Company	-	17,174,600	-	17,174,600
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
Nox Bangkok Company Limited	Subsidiary	-	-	3,410,647	-
GKE Joint Venture Company Limited	Subsidiary - Indirect	-	-	2,251,865	2,621,728
FiftyPlus Asia Company Limited	Associated Company	2,200,000	2,200,000	2,200,000	2,200,000
		5,578,196	34,873,682	11,240,708	30,305,726

23. RELATED PARTIES TRANSACTIONS (CONTINUED)

Unit : Baht

Accounts / Companies	Relationship	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
		2018	2017	2018	2017
Other receivables - related parties (See Note 6)					
PX System Company Limited	Subsidiary	-	-	142,939	151,357
Nox Bangkok Company Limited	Subsidiary	-	-	18,200	10,700
Multi Designs Company Limited	Subsidiary	-	-	269,995	1,087,764
TCBN Company Limited	Subsidiary	-	-	3,560,110	2,521,321
FCG Company Limited	Subsidiary	-	-	2,381,105	2,620,385
GKE Joint Venture Company Limited	Subsidiary - Indirect	-	-	16,050	16,050
Inkjet Images (Thailand) Company Limited	Associated Company	21,630	26,496	21,630	26,496
Ibrix Company Limited	Associated Company	19,260	19,260	19,260	19,260
U-Rent Company Limited	Associated Company	-	493,500	-	12,000
		40,890	539,256	6,429,289	6,465,333
The gross amount due from customers for contract work (See Note 7)					
Pico International Ltd.	Same Ultimate Holding Company	-	1,604	-	1,604
TCBN Company Limited	Subsidiary	-	-	700,000	-
Joint Venture of group of consultant					
A-Seven Pico	Joint Venture	-	3,231,776	-	3,231,776
		-	3,233,380	700,000	3,233,380
Deferred cost of the rendering of services (See Note 8)					
PX System Company Limited	Subsidiary	-	-	116,375	3,256,375
Multi Designs Company Limited	Subsidiary	-	-	2,438,750	1,115,000
TCBN Company Limited	Subsidiary	-	-	8,856,757	8,856,757
FCG Company Limited	Subsidiary	-	-	344,300	344,300
Inkjet Images (Thailand) Company Limited	Associated Company	55,118	48,008	55,118	48,008
U-Rent Company Limited	Associated Company	20,050	13,050	20,050	13,050
		75,168	61,058	11,831,350	13,633,490
Dividend income					
PX System Company Limited	Subsidiary	-	-	16,199,182	7,226,635
Multi Designs Company Limited	Subsidiary	-	-	899,850	648,921
		-	-	17,099,032	7,875,556
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

23. RELATED PARTIES TRANSACTIONS (CONTINUED)

Unit : Baht

Accounts / Companies	Relationship	CONSOLIDATED		SEPARATE	
		FINANCIAL STATEMENTS		FINANCIAL STATEMENTS	
		2018	2017	2018	2017
Investments in subsidiaries, associated companies and Joint Ventures (See Note 9) (CONTINUED)					
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	6,622,632	6,957,431	3,922,033	3,922,033
Ibrix Company Limited	Associated Company	2,853,325	1,299,712	1,999,800	1,999,800
U-Rent Company Limited	Associated Company	12,577,120	11,382,995	-	-
FiftyPlus Asia Company Limited	Associated Company	-	-	6,749,700	6,749,700
Joint Venture of group of consultant					
A-Seven Pico	Joint Venture	868,975	857,623	920,000	920,000
		22,922,052	20,497,761	58,131,047	58,131,047
Other long-term accounts receivable - related parties					
PX System Company Limited	Subsidiary	-	-	770,184	-
TCBN Company Limited	Subsidiary	-	-	177,142	-
		-	-	947,326	-
Trade accounts payable (See Note 15)					
Pico Art International Pte Ltd.	Major Shareholder	12,156	-	12,156	-
PX System Company Limited	Subsidiary	-	-	3,829,852	2,296,728
Multi Designs Company Limited	Subsidiary	-	-	3,570,884	2,016,950
U-Rent Company Limited	Associated Company	1,774,904	4,048,957	961,578	1,247,637
Inkjet Images (Thailand) Company Limited	Associated Company	5,337,864	3,273,232	4,694,042	3,273,232
		7,124,924	7,322,189	13,068,512	8,834,547
Accrued cost (see Note 15)					
PX System Company Limited	Subsidiary	-	-	4,538,588	-
Multi Designs Company Limited	Subsidiary	-	-	2,085,000	1,250,000
TCBN Company Limited	Subsidiary	-	-	-	500,000
U-Rent Company Limited	Associated Company	889,592	62,150	719,932	52,190
Inkjet Images (Thailand) Company Limited	Associated Company	3,616,264	3,373,249	3,616,264	3,373,249
		4,505,856	3,435,399	10,959,784	5,175,439
Other payable - related parties (see Note 15)					
Pico Art International Pte Ltd.	Major Shareholder	33,868,829	24,554,300	33,868,829	24,554,300
Pico Global Services Limited	Same Ultimate Holding Company	677,613	73,452	677,613	73,452
U-Rent Company Limited	Associated Company	-	1,255	-	1,255
		34,546,442	24,629,007	34,546,442	24,629,007
Accrued expenses (see Note 15)					
Multi Designs Company Limited.	Subsidiary	-	-	363,125	685,000
		-	-	363,125	685,000
Deposit from customer (see Note 15)					
GKE Joint Venture Company Limited.	Subsidiary	-	-	8,342,441	11,181,580
		-	-	8,342,441	11,181,580

23. RELATED PARTIES TRANSACTIONS (CONTINUED)

Significant business transactions with related parties for the years ended October 31, 2018 and 2017 are as follows:

ACCOUNTS / COMPANIES	RELATIONSHIP	Unit : Baht			
		CONSOLIDATED		SEPARATE	
		FINANCIAL STATEMENTS		FINANCIAL STATEMENTS	
		2018	2017	2018	2017
Revenues from the rendering of services					
Pico Art International Pte Ltd.	Major Shareholder	1,063,907	7,255,646	1,063,907	7,255,646
Pico International Ltd.	Same Ultimate Holding Company	1,205,925	3,471,987	438,925	3,471,987
Pico International (M) Sdn Bhd	Same Ultimate Holding Company	15,905	907,780	-	907,780
Pico In - Creative (UK) Ltd.	Same Ultimate Holding Company	1,778,329	13,018,186	1,778,329	13,018,186
Pico IES Group Limited	Same Ultimate Holding Company	1,783,025	1,783,025	1,783,025	1,783,025
Pico Australia Pty Ltd.	Same Ultimate Holding Company	523,318	516,682	523,318	516,682
Pico International (HK) Ltd.	Same Ultimate Holding Company	223,813	8,756,594	109,813	909,346
Pico International LLC.	Same Ultimate Holding Company	-	1,159,002	-	1,159,002
Pico International LLC.(DMCC Branch)	Same Ultimate Holding Company	39,907	-	39,907	-
Pico International Taiwan Ltd.	Same Ultimate Holding Company	622,554	-	622,554	-
Beijing Pico Exhibition Management Co., Ltd.	Same Ultimate Holding Company	-	546,469	-	546,469
Pico International (Qatar) W.L.L.	Same Ultimate Holding Company	-	1,695,042	-	1,695,042
PT Pico TBA Ltd.	Same Ultimate Holding Company	250,244	602,505	250,244	602,505
Pico TBA Consulting Group Limited	Same Ultimate Holding Company	-	650,000	-	650,000
Pico North Asia Ltd.	Same Ultimate Holding Company	410,000	-	-	-
Total Brand Activation Pte Ltd. (Singapore)	Same Ultimate Holding Company	30,374	16,289,346	30,374	16,289,346
Intertrade Services Pte Ltd	Same Ultimate Holding Company	-	202,710	-	202,710
Nox Bangkok Company Limited	Subsidiary	-	-	3,187,520	-
TCBN Company Limited	Subsidiary	-	-	700,000	-
GKE Joint Venture Company Limited	Subsidiary - Indirect	-	-	18,927,593	-
U-Rent Company Limited	Associated Company	1,016,500	-	-	-
		8,963,801	56,854,974	29,455,509	49,007,726
Dividend income					
PX System Company Limited	Subsidiary	-	-	16,199,182	7,226,635
Multi Designs Company Limited	Subsidiary	-	-	899,850	648,921
Inkjet Images (Thailand) Company Limited	Associated Company	1,066,664	166,666	1,066,664	166,666
		1,066,664	166,666	18,165,696	8,042,222
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	
		2018	2017	2018	2017
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	-	-	645,600	627,600
TCBN Company Limited	Subsidiary	-	-	1,305,000	1,857,000
FCG Company Limited	Subsidiary	-	-	184,800	388,800
GKE Joint Venture Company Limited	Subsidiary - Indirect	-	-	180,000	180,000
U-Rent Company Limited	Associated Company	1,361,250	-	-	-
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
		1,690,650	329,400	2,805,120	3,543,120
Costs of the rendering of services					
Pico Art International Pte Ltd.	Major Shareholder	12,070	1,575,845	12,070	1,575,845
Pico International (M) Sdn Bhd	Same Ultimate Holding Company	535,026	-	535,026	-
Pico North Asia Ltd.	Same Ultimate Holding Company	-	1,424,915	-	1,424,915
Shanghai Pico Exhibition Management Co., Ltd.	Same Ultimate Holding Company	2,961,569	-	2,961,569	-
Pico Pro Lte Ltd.	Same Ultimate Holding Company	22,610,426	-	22,610,426	-
PX System Company Limited	Subsidiary	-	-	16,392,848	10,966,805
Nox Bangkok Company Limited	Subsidiary	-	-	5,790,000	-
Multi Designs Company Limited	Subsidiary	-	-	9,642,025	6,482,000
FCG Company Limited	Subsidiary	-	-	18,000	-
U - Rent Company Limited	Associated Company	10,882,386	11,968,589	7,290,335	7,520,498
Inkjet Images (Thailand) Company Limited	Associated Company	14,306,567	13,703,542	14,306,567	13,703,542
		51,308,044	28,627,891	79,558,866	41,673,605
Costs of the rendering of services - Management fee					
Pico Art International Pte Ltd.	Major Shareholder	33,005,732	24,156,880	33,005,732	24,156,880
Directors' remuneration					
	Director	6,000,000	6,000,000	6,000,000	6,000,000
Dividend paid					
Pico Art International Pte Ltd.	Major Shareholder	10,781,273	12,937,528	10,781,273	12,937,528
Directors	Director	5,271,460	8,125,988	5,271,460	8,125,988
		16,052,733	21,063,516	16,052,733	21,063,516
Selling expenses					
Multi Designs Company Limited	Subsidiary	-	-	2,331,625	3,365,000
		-	-	2,331,625	3,365,000

23. RELATED PARTIES TRANSACTIONS (CONTINUED)

Unit : Baht

ACCOUNTS / COMPANIES	RELATIONSHIP	CONSOLIDATED		SEPARATE	
		FINANCIAL STATEMENTS		FINANCIAL STATEMENTS	
		2018	2017	2018	2017
Administrative expenses					
Pico Art International Pte Ltd.	Major Shareholder	657,058	579,825	657,058	579,825
Pico Global Services Limited	Same Ultimate Holding Company	695,375	564,680	695,375	564,680
Pico International (HK) Ltd	Same Ultimate Holding Company	210,406	-	210,406	-
Inkjet Images (Thailand) Company Limited	Associated Company	3,500	4,000	3,500	4,000
		1,566,339	1,148,505	1,566,339	1,148,505
Managements' remuneration					
Short-term benefits		35,564,662	38,282,247	21,548,323	22,679,816
Benefits after retirement		1,130,469	1,052,709	755,239	549,276
Total		36,695,131	39,334,956	22,303,562	23,229,092

- 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, 2015, 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, 2018 and 2017 are made up as follows:

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2018	2017	2018	2017
Current income tax:				
Current income tax charge	22,835,020	11,910,077	15,108,848	7,478,611
Deferred tax:				
Relating to origination and reversal of temporary differences	(17,387)	(1,667,381)	(640,268)	(1,265,019)
Income tax expenses reported in profit or loss	22,817,633	10,242,696	14,468,580	6,213,592

24. INCOME TAX (CONTINUED)

The amounts of income tax relating to each component of other comprehensive income for the years ended October 31, 2018 and 2017 are as follows:

Unit : Baht				
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2018	2017	2018	2017
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, 2018 and 2017 are as follow:

Unit : Baht				
	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2018	2017	2018	2017
Accounting profit (loss) before tax	97,046,856	56,390,287	87,787,827	35,999,395
Applicable tax rate of the Company	20%	20%	20%	20%
Accounting profit(loss) before tax multiplied by applicable tax rate	19,409,371	11,278,057	17,557,566	7,199,879
Share of profit (loss) from investments in associates	(923,191)	(950,634)	-	-
Effects of:				
Dividends received are excluded from taxable profit	(262,663)	(151,725)	(3,633,139)	(1,608,445)
Non - deductible expenses	1,523,775	1,262,647	560,461	881,123
Additional expense deductions allowed	(528,211)	(853,067)	(54,125)	(397,668)
Tax loss not utilized	(16,585)	-	-	-
Loss from operation of subsidiaries	2,867,507	-	-	-
Others	747,630	(342,582)	37,817	138,703
Total	4,331,453	(84,727)	(3,088,986)	(986,287)
Income tax expenses reported in profit or loss	22,817,633	10,242,696	14,468,580	6,213,592
Effective income tax rate	23.51%	18.16%	16.48%	17.26%

24. INCOME TAX (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	
	2018	2017	2018	2017
Deferred tax assets				
Accumulated depreciation - equipment	46,220	59,779	46,220	59,779
Accumulated amortization - Buildings and improvement	1,970,022	1,348,537	1,970,022	1,348,537
Non-current provisions for employee benefits	7,376,012	8,283,190	5,983,251	6,267,548
Accrued expense and other provision	867,348	550,709	867,348	550,709
Total	10,259,602	10,242,215	8,866,841	8,226,573
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, 2018 and 2017, 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, 2018 and 2017 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 (loss)	
	2018	2017	2018	2017
CONSOLIDATED				
Associated company - Direct				
Inkjet Images (Thailand) Company Limited	22.22	22.22	(0.46)	4.03
Ibrix Company Limited	40.00	40.00	2.14	1.11
FiftyPlus Asia Company Limited	45.00	45	-	-
Joint Venture				
Joint Venture of group of consultant A-Seven Pico	40.00	40.00	0.016	0.087
Associated company - Indirect (Equity held by PX System Company Limited)				
U-Rent Company Limited	22.50	22.50	3.20	5.14

26. PROVIDENT FUND

For the years ended October 31, 2018 and 2017, 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
2018	5,198,079	3,767,153
2017	5,376,875	3,726,769

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, 2018 and 2017, respectively.

28. BUSINESS SEGMENT INFORMATION (CONTINUED)

CONSOLIDATED FINANCIAL STATEMENTS

For the year ended October 31, 2018 being as follows:

							Unit : Baht
Revenue Type	Exhibition	Event Marketing	Museums Exhibit	Knowledge Communication	Organizer	Others	Total
Revenues from the rendering of services	1,064,501,362	462,715,054	420,897,671	35,301,879	6,382,042	30,237,566	2,020,035,574
Dividend income	-	-	-	-	-	493,300	493,300
Other income	-	-	-	-	-	6,705,587	6,705,587
Share of profit (loss) from investments using the equity method	-	-	-	-	-	4,615,955	4,615,955
Total Revenues	1,064,501,362	462,715,054	420,897,671	35,301,879	6,382,042	42,052,408	2,031,850,416
Profit (Loss) before income tax							97,046,856
Income tax expenses							(22,817,633)
Profit (Loss) for the year							74,229,223
Profit (Loss) attributable to non-controlling interests of the subsidiaries							(1,744,742)
Net Profit (Loss) for the year							72,484,481
Inter-segment fixed assets	61,730,283	-	-	-	-	-	61,730,283
General fixed assets							310,502,895
Total fixed assets							372,233,178
Accumulated depreciation							(242,899,560)
Fixed assets							129,333,618
General assets							1,004,840,922
Total Assets							1,134,174,540

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 using the equity method	-	-	-	-	-	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)
Net Profit (Loss) for the year							44,279,705
Inter-segment fixed assets	55,487,828	-	-	-	-	-	55,487,828
General fixed assets							317,061,601
Total fixed assets							372,549,429
Accumulated depreciation							(233,572,759)
Fixed assets							138,976,670
General assets							787,463,953
Total Assets							926,440,623

28. BUSINESS SEGMENT INFORMATION (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	970,031,189	463,415,054	45,104,210	-	6,382,042	27,369,162	1,512,301,657
Dividend income	-	-	-	-	-	18,165,696	18,165,696
Other income	-	-	-	-	-	6,593,325	6,593,325
Total Revenues	970,031,189	463,415,054	45,104,210	-	6,382,042	52,128,183	1,537,060,678
Profit (Loss) before income tax							87,787,827
Income tax expenses							(14,468,580)
Net Profit (Loss) for the year							73,319,247
General fixed assets							292,849,098
Total fixed assets							292,849,098
Accumulated depreciation							(174,385,930)
Fixed assets							118,463,168
General assets							777,007,768
Total Assets							895,470,936

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)
Net 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

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, 2018											
Cash and cash equivalents		11,669	415	5,838	5,205	5,491	14,988	13,296	61,200	1,878,300	1,301,583
Trade accounts receivable	30 - 90	6,006	-	5,500	-	-	-	-	-	-	328,379
		17,675	415	11,338	5,205	5,491	14,988	13,296	61,200	1,878,300	1,629,962
Trade accounts payable	30 - 90	-	-	500	-	-	-	-	-	-	12,156
Other payables	30 - 90	-	-	20,365	18,585	-	7,000	123,500	-	-	1,439,477
		-	-	20,865	18,585	-	7,000	123,500	-	-	1,451,633
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

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, 2018											
Cash and cash equivalents		11,669	415	5,838	5,205	5,491	14,988	13,296	61,200	1,878,300	1,301,583
Trade accounts receivable	30 – 90	6,006	-	5,500	-	-	-	-	-	-	328,379
		17,675	415	11,338	5,205	5,491	14,988	13,296	61,200	1,878,300	1,629,962
Trade accounts payable	30 – 90	-	-	500	-	-	-	-	-	-	12,156
Other payables	30 – 90	-	-	20,365	18,585	-	7,000	123,500	-	-	1,439,477
		-	-	20,865	18,585	-	7,000	123,500	-	-	1,451,633
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

30. GUARANTEES

As at October 31, 2018 and 2017, the Company and its subsidiaries have bank letters of guarantee as required by the contracts with customers amounting to Baht 178.68 million and Baht 265.21 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, 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. As at October 31, 2018, the Joint Venture has received such letter of guarantee from the customer.

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.

As at October 31, 2018, such project has been in process of fabrication.

32. COMMITMENTS AND CONTINGENT LIABILITIES

32.1 As at October 31, 2018, 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	
	2018	2017	2018	2017
Within 1 year	13,256,709	7,247,859	9,764,309	4,587,291
Over 1 year within 5 years	14,750,050	3,511,469	10,614,000	1,714,421
Total	28,006,759	10,759,328	20,378,309	6,301,712

33. EXPENSES BY NATURE

Significant expenses by nature for the years ended October 31, 2018 and 2017 have been presented as follows:

Unit : Baht

	CONSOLIDATED FINANCIAL STATEMENTS		SEPARATE FINANCIAL STATEMENTS	
	2018	2017	2018	2017
Cost of the rendering of services	1,611,296,734	1,041,115,542	1,194,048,243	815,051,133
Staff expenses	151,983,454	127,103,747	121,162,447	95,394,679
Management benefit expenses	36,695,131	39,334,956	22,303,562	23,229,092
Directors' remuneration	6,000,000	6,000,000	6,000,000	6,000,000
Depreciation and amortization	24,838,688	28,980,654	20,998,872	22,607,777
Other expenses	103,245,363	86,678,551	84,114,589	73,561,930

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, 2018 and 2017 in the consolidated financial statements totaling to Baht 37 million and Baht 39 million respectively (Separate financial statements: Baht 22 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 7, 2018.

Opico