

## **Part 1**

### **ASIAN Business**

## Vision & Mission

### Vision

**To be a food and pet food manufacturer worldwide  
with quality, safety, social responsibility, and environmental sustainability.**

### Mission



To deliver good returns to stakeholders and maintain a good relationship with business alliances for mutual sustainable growth



To be an organization with good society and environment, and healthy and happy workforces and persons concerned.



To innovate both products, in order to satisfy customer demand, and manufacturing process, in order to maximize work efficiency.



To produce foods with international standards and competitive prices.



To provide sufficiently modern information technology for communication and management



To adopt corporate social responsibility and environmental sustainability



To operate business in compliance with applicable laws, good labor standards and anti-corruption practices



To improve skills and knowledge of workforces, and foster positive attitude to the organization.

## Business Overview and Key Strategies

### Asian at a glance

Founded more than 40 years ago, ASIAN is a family of Thai companies that produce delicious seafood for export to customers around the world. We take pride to process carefully sourced raw materials into fine frozen shrimp and squid products, sillago fish for tempura dishes, can tuna, and several kinds of ready-to-cook products. Moreover, ASIAN lately diversified to produce high quality premium petfood products which reliably serve world class brands. We make feed for shrimp and fish farmers and thus have a strong relationship with the producers we source from.

ASIAN SEAFOOD COLDSTORAGE PCL is listed on the Stock Exchange of Thailand (SET: ASIAN) since 1994, but we still maintain our values that stem from our origin as a family business. That means making the extra effort that distinguishes us from others and which is appreciated by our customers for many years.

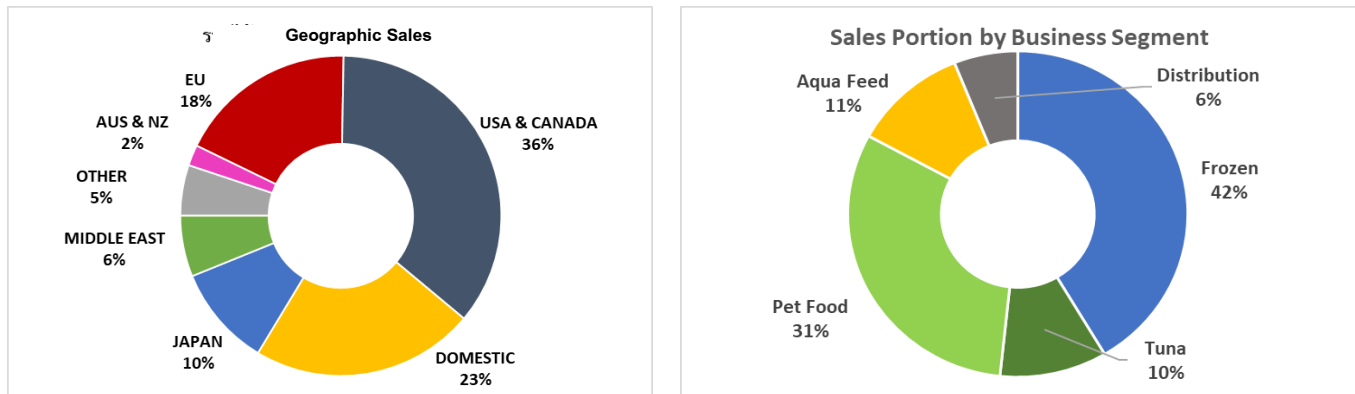
 <p><b>FROZEN BUSINESS</b></p>	<p>Our business is organized in five segments: Frozen Food, Petfood, Tuna, Feed and Distribution. Our Frozen Food business operates two factories well located in Thailand. The first factory located in Samutsakorn, 30 km south of Bangkok, where the main fish market of Thailand is, and where we produce cooked, fried and breaded shrimp, sillago and seabass products in many different formats mostly exported to USA and Japan. The second factory is in the south of Thailand, Surat Thani, in the middle of the main shrimp farming area of the country. We buy shrimp straight from the farm and transport them live to the factory for processing into sashimi shrimp. Also, our squid products are processed in this factory. In Klong-Toey, Bangkok, we have a cold storage close to the port and therefore is an ideal logistical base for our Distribution business which imports frozen seafood for delivery to restaurants, modern retail and foodservice customers in Thailand.</p>
 <p><b>TUNA BUSINESS</b></p>	
 <p><b>PETFOOD BUSINESS</b></p>	
 <p><b>FEED BUSINESS</b></p>	
 <p><b>DISTRIBUTION BUSINESS</b></p>	

Petfood and Tuna products are processed in our cannery, also located in Samutsakorn. This is an extensive factory with modern facilities and equipment. With a focus on premium petfood, we have invested heavily in product development and production technology, making us a supplier of choice for top quality petfood and tuna products.

Our forth factory is located in Phetchaburi, 100 km south of Bangkok and produces extruded fish feed and pelleted shrimp feed. We also own an aquaculture farm where we test new feed diets and develop farming methods and systems in order to better support our customers.

## Business Overview and Key Strategies

All our factories are certified for most internationally adopted quality and social responsibility standards. Food safety, good and fair labor practices are of key importance to us, while we work together with our suppliers to continuously improve sustainability our raw material sourcing.



ASIAN has market all over the world. Petfood and frozen shrimp are exported to USA&Canada. While, EU is the main market for squid products. As ASIAN established its own distributor in Germany, more of petfood product expect to export to EU in the very next future. Middle east country is the main market for Tuna canned and pouched products. Aquaculture feed products still sold in domestic market only as the opportunity to export is limited. ASIAN products mix improved, also its profitability, along the time as its petfood and value-added product portion increased. This expected to be even more improve in the future as the petfood market trend to grow all over the world. Frozen size will be remain, focus on increase value-added portion rather than overall volume.

### We Are the Right Choice!

In whatever we do, we have our customer in our mind. Although most of our raw materials come from fisheries and supply chains are sometimes volatile, our aim is to deliver on the right time and at the right quality. Therefore, we have built over the years a stable and trusted suppliers base. Many of our customers are brand owners and rely on Asian to have their products always in the shelves or in stock. Reliable supply is a main reason why we are the right choice!

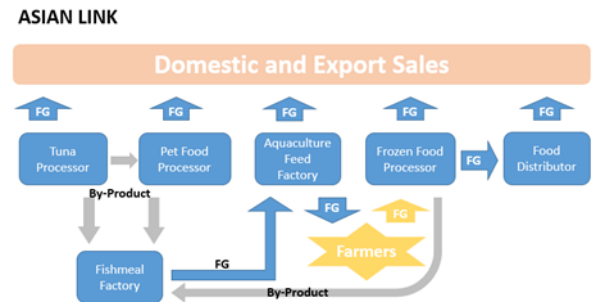
But our ambition is also to help our customers grow their business with new, innovative products. Increasingly we serve as a co-developer that understand our customers' business and provide ideas for new products. We invest in research and development, ranging from new product formulas, to packaging methods and processing technology. We even operate a research shrimp farm in order to test new methods to improve yield and quality.

Finally, our production set-up is as flexible as possible. This way, we can quickly respond to new ideas our customers bring to us and make it reality.

## Business Overview and Key Strategies

There is a logical link between Asian's activities. We try to make the most out of our raw materials and our facilities.

The trimmings of our tuna canning are a main ingredient for our pet foods. Next to domestically sourced poultry, tuna is the main protein source for our pet foods. The by-products of our tuna canning are converted into fresh fishmeal. This is an important ingredient for our feed factory, and by producing this ourselves we can guarantee the origin and the quality of our shrimp and fish feeds.



With many shrimp farmers we have long relationships and we buy the freshly harvest shrimp for processing in our factories. Our feed sales staff supports farmers with advice about feed type and feeding regime, we provide quality control services to make sure the healthy shrimp will be harvested.

### Corporate Key Strategies

ASIAN formulated its strategy in 2016 in 'Ambition 2020' which is based on moving closer to the consumer, continuously improve efficiency and maintain stable profit margins at 10-12%, while growing sales revenues significantly.

The main drivers of sales revenue growth are growing global demand of seafood (shrimp) and premium pet food.

The main drivers for stable and better gross profit margins are an increased focus on value added products, a relative higher share of pet food, lower unit production cost and more downstream involvement in our key markets, e.g. own import/distribution and product branding.

The implementation so far is very well on track, despite some adverse market developments like slower than expected recovery of shrimp farming in Thailand and a structurally weakening USD exchange rate.

Over the past three years our consolidated sales revenues have grown 22% to almost 10 billion baht, while our gross profit increased 32% from 763 million baht to 1,007 million baht (12% of sales).

Around 80% of sales is exported and over the past three years our export sales have grown 35% (corrected for FX changes). Main contributor to this growth was pet food, which grew 99% by more than doubling volumes. Frozen seafood, shrimp, squid and sillago, grew 18% while volumes slightly decreased with 5%. The remaining export business is canned tuna, which declined 13% in sales revenues, while volumes declined 36%, but, at significantly improved profit margins.

The revenues of our domestic business were flat, with lower volumes.

With the establishment of sales and distribution subsidiary companies in Europe and China a literal step closer to consumers has been taken and this will further be developed in the coming years. Also, own pet food brands have been developed and launched with an initial focus on the fast-growing Asian market. This is a transition into a consumer brand company, an exciting new phase for ASIAN.

Steps towards improved efficiency have been taken by investment in a fully automated warehouse, increased labor efficiency in our plants, implementation of SAP for better control, and closure of one of the three frozen seafood production sites. In aqua-feed,



## Business Overview and Key Strategies

the latest nutritional know-how is incorporated into least-cost formulation software, resulting in better performing diets at more competitive cost.

Our Ambition 2020 strategy will overall remain unchanged, but recognizing market developments, within the portfolio adjustments were made as to target and execution. Consolidated sales revenues are targeted to grow to 13.2 billion baht, with the ambition to add to that through acquisitions - mainly in pet food related business. With a much stronger balance sheet as per end of 2018, ASIAN is in the financial position to consider medium sized acquisitions that fit the marketing and distribution capabilities built up and that will be further developed.

Accelerated growth is targeted in petfood, as a result of an increased OEM customer portfolio, contribution of own brands and expansion into dry petfood. Add-on acquisitions will be actively pursued.

In the frozen seafood business, it is targeted to transition to 100% value added products at a faster pace than previously planned for. This means not only investments in VAP production capacity, which offers interesting global opportunities, but also reduction of commodity shrimp business. This is a consequence of an absent recovery of Thai shrimp farming and increased competition from other countries. Hence, overall sales growth target is limited, but comes with a more stable and higher profit margin.

ASIAN's tuna business is targeted to grow selectively, continuing our value-over-volume strategy. This has yielded excellent results, and it is anticipated further growth in several niches is possible.

Growth target for our feed business is reduced, in view of the not growing aquaculture market in Thailand. Main focus is feed performance, margin improvement and credit management. In order to provide farmers with better quality fry, scaling up our hatchery activities is targeted, after very successful pilots during the previous year. It is expected this will support feed sales.

Sales (Billion Baht)	2015	Key Strategy/Success	2020 Target
Total Asian Group	7.9		13.2+
Pet Food Business	1.6	Co-Developer, Dry Feed, Branding	5.5+
Frozen Business	3.7	VAP	4.0
Tuna Business	1.2	VAP	1.5
Feed Business	1.1	Sustainability and Fishmeal Substitution	1.5
Distribution	0.7		0.7
<i>Inter-company sales</i>	(0.4)		
Consolidate GP	7.8%		12%-15%

### Dividend Payment Policy

Asian Seafoods Coldstorage PLC. has a dividend pay-out policy at around 50% of net profit after tax and legal reserve. However, the Board of Directors have authorized to propose such a policy each year considering its future investment plan, its financial covenants, and every other obligation to financial institutions, in order to maintain solid financial ratios and liquidity, to sustain the company potential to deal with the changing economic environment, financial situation and the company growth target.

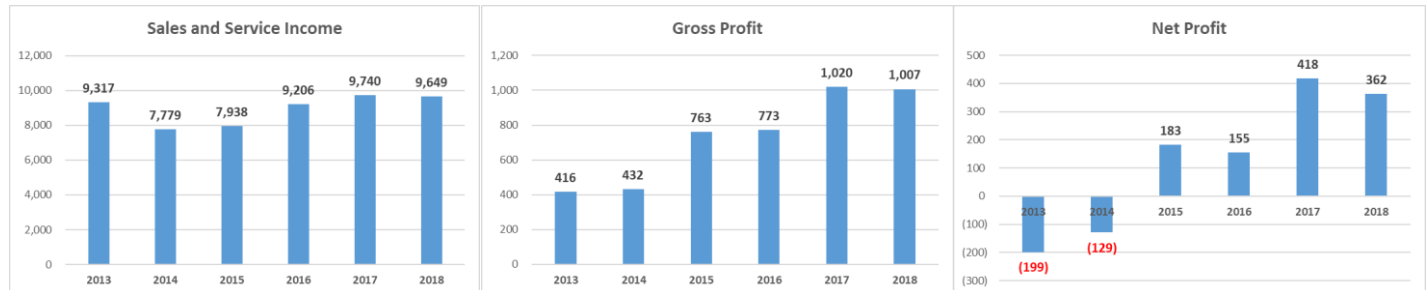
For financial year 2018, the Board resolved to propose to the annual general meeting of shareholders to consider and approve a cash dividend pay-out of 0.25 baht per share (2017: 0.25 baht per share), paid from the profits of the businesses that are not exempted from corporate income tax (non-BOI business). This will be a pay-out ratio of 37.5% of consolidated net profit. Taken

## Business Overview and Key Strategies

into account were investment plans in equipment for the frozen business and canning, as well as planned investments in subsidiaries, including targeted Debt to Equity ratio at 1.5-1.8x bandwidth.

### Business Overview

In 2018 ASIAN delivered an overall strong result. Sales revenues amounted to 9.6 billion baht and profit before tax was 358 million baht. Petfood sales increased strongly with 16% while Frozen sales was stable, recovering in the second half of the year from a weak start. Tuna sales was slightly down 7% but profitability increased, a result of selective order intake. Feed sales was disappointingly 28% down and this was due to lower farming volumes in Thailand and increased competition.



Cashflow from operations was particularly good at 1 billion baht, and was positively impacted by a strong reduction of working capital, in particular lower inventories in Frozen. This reflected in a strong reduction of leverage, with a debt-to-equity ratio reduced to 1.4 from 1.7 the year before.

The improved balance sheet offers room for investments for further business expansion and efficiency projects.

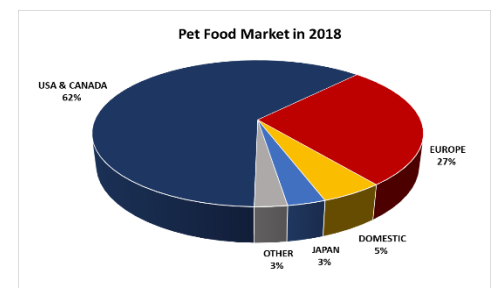
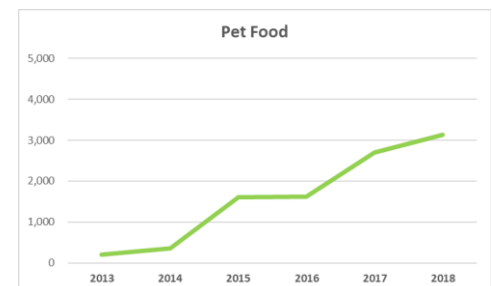
### Petfood

Sales revenues of Petfood rose 16% to 3.1 billion baht. Almost all revenues are in USD, and with the USD trading around 4.8% lower compared to the year before, sales revenues increased over 20% when corrected for FX effect.

North America was the biggest market, followed by Europe. ASIAN works closely together with the product development teams of customers which results in rapid innovation cycles. Capacity of plastic cup lines and pouch lines were expanded while the construction of a fully automated warehouse with 15000 pallet positions started in November.

Further growth is targeted in private label products, mainly for the Japanese and European markets, and early 2019 ASIAN launched its own brand targeting mainly the Chinese market. For this purpose, a subsidiary company was established which will import, sell and distribute pet food. A dual marketing strategy is pursued: traditional distribution through brick and mortar pet shops and modern trade and a proprietary online marketing and trading platform for home delivery. Online pet food sales comprise an estimated 40% of the Chinese market and is growing rapidly.

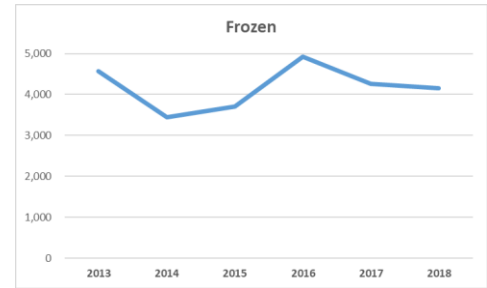
In 2019 the own branded product range will include dry feed, which will be initially subcontracted but ultimately produced in-house.



## Business Overview and Key Strategies

### Frozen seafood

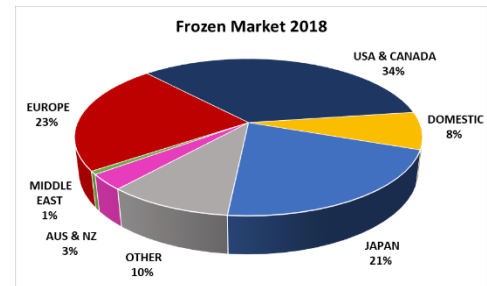
The sales revenues of Frozen was stable at 4.1 billion baht. However, two positive developments were noted: first, our Squid inventories were markably reduced after the demand for Thai squid slowed down in the second half of 2017. This was done in a controlled manner, with on average satisfactory prices. Second, the proportion of value-added shrimp improved, with an increase of 71%.



Overall this resulted in better results, although a further shift to value added products is necessary. This will be undertaken at an accelerated pace during 2019, and commodity shrimp business will be reduced. Unlike Vietnam, in Thailand is no shrimp reprocessing industry because import of raw materials is not allowed. Therefore, it is anticipated that availability of competitively priced raw materials will remain scarce.

Sales is geographically well spread with north America, Italy, Japan and China being the main export destinations. Further efforts will be made to improve domestic sales, with shrimp products under our own brand to be launched in modern trade in the course of 2019.

During 2018, one production site was closed and the production moved to another site. Further efficiency optimisation will be done in 2019, in conjunction with investments in VAP capacity expansion.

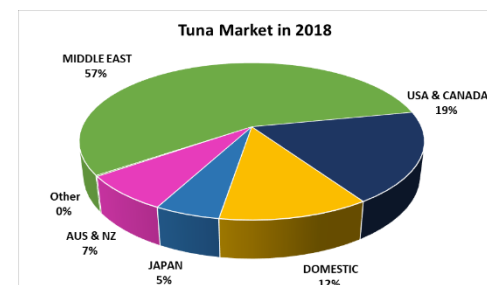
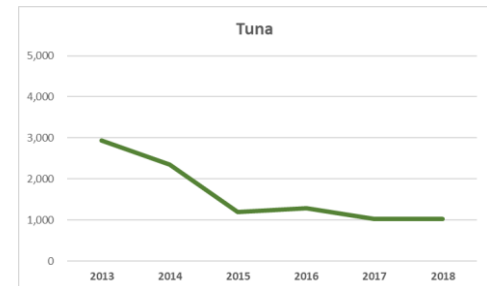


### Tuna

Tuna sales revenues were 1.0 billion baht, slightly down compared to the year before. However, the product/customer mix improved significantly. Average sales price in THB of finished products went 17% up, which is an excellent achievement in view of on average lower tuna raw material prices and a lower USD exchange rate.

Tuna canning takes place in the same factory as where pet food is produced. Therefore, ASIAN is able to be selective with order intake. When production volumes are low, labor is shifted to pet food production. Also, long or short raw material positions are avoided. With the highly fluctuating tuna prices it has become increasingly difficult to predict pricing. This has proven to be a good strategy and in 2018 the Tuna business contributed well to overall profitability.

Main market is the Middle East, where we have developed a good distribution network. To Australia read-to-eat meals are shipped. This is an expanding market and for 2019 a roll out to other markets is targeted.



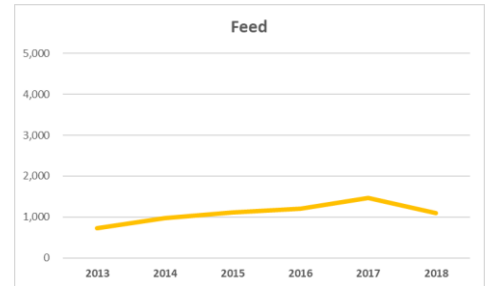
## Business Overview and Key Strategies

### Aquaculture Feed

Our Feed sales revenues were down 28% to 1.1 billion baht, as a result of lower volumes. All sales is domestic and therefore greatly depending on the volume of farmed shrimp and fish in Thailand. Shrimp production was down to less than 300,000 mt and this was the result of low ex-farm shrimp prices which reduced the appetite of farmers to seed new crop. Also, shrimp farming still carries a high biological risk. Overall, farming cost are relatively high compared to other countries like India and Ecuador and those have grown to significant exporters to traditionally Thai markets.

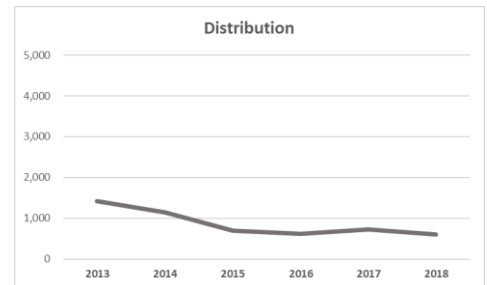
The Thai feed market turned into a highly competitive market last year and we lost the market share that was gained in 2017. Many competitors increased the inclusion of fish meal in their formulas. Fish meal is an excellent ingredient, but not the most sustainable. Therefore, ASIAN started to modernize its formulas under the guidance of a newly established nutritionist panel. New formulas have been tested early 2019 and on the basis of the good results it is expected that market share can be regained in the course of 2019.

Next to good feed and farming systems, shrimp fry, called post-larvae or PL, are key to a successful harvest. Good PL supply is a bottleneck in Thailand, partly due to limited variety of genetics and partly due to poor hatchery discipline. ASIAN has done tests with PL production in the second half of 2018 and with excellent results and feedback from farmers. It is targeted to further develop this activity and scale it up. This is expected to enhance the feed sales.



### Distribution

The frozen seafood distribution sales revenues decreased 9% to 0.6 billion baht. Main species traded were Dori, Shrimp and Squid products to the domestic modern trade. Profitability was stable.



## Nature of Business & Products by Company

### Nature of Business & Products by Company

#### Asian Seafoods Coldstorage PLC

Asian Seafoods Coldstorage PLC engages in distribution and exports of processed frozen seafood under its own brands of TCC, Sakura and Asian Seafoods, and OEM brand.

The Company now has production capacity of 24,000 tons per year (which equal to around 14,000 tons of finished products per year).

The Company's products consist of

1. Frozen Sillago fish products comprise Sillago butterfly fillet and breaded Sillago fish fillet.
2. Frozen shrimp products which are processed frozen shrimp, frozen cooked shrimp, frozen breaded shrimp and frozen fried breaded shrimp.
3. Frozen squid products which are processed frozen squid, frozen fried breaded squid.
4. Frozen seabass products which are processed frozen seabass and frozen breaded seabass.

#### Other Important Information

Type of Business:	Frozen Food Processor for Export and Cold Storage	Tel. (02) 249-7113, (02) 249-5255, (02) 249-9324
Established Date:	27 <sup>th</sup> September 1982	Fax. (02) 249-5256, (02) 249-3605,
Issued and paid up Capital:	542.73 Million Baht (par value of 1 Baht per share)	(02) 249-3675
Company Registration:	0107536001061 (Old No. PLC. 180)	Factory 55/2 Moo 2 Rama II Rd, and Head Office: Bangkrajao District, Muang
Website:	<a href="http://www.asianseafoods.co.th">http://www.asianseafoods.co.th</a>	Samutsakorn 74000
Sales office and Cold Storage:	742 Soi Kluanamthai Ardnarong Rd. Klongtoey District, Klongtoey Bangkok 10110	Tel. (034) 822-204-7, (034) 822-700-6 Fax. (034) 822-407, (034) 822-698-9, (034) 822-706

#### First Subsidiary

##### Asian Seafoods Coldstorage (Suratthani) Co. Ltd.

The Company is engaged in processed frozen aquatic animal business, with an annual production capacity of 18,000 tons (which equal to around 10,000 tons of finished products per year). It distributes and exports products under both its own brands such as ASP, TCC, and Blue Chef, and OEM brands.

The Company's main products can be divided into the following four major categories

1. Frozen squid products comprise whole round, cleaned and fillet.
2. Frozen shrimp products which are frozen raw shrimp. frozen cooked shrimp and Sushi shrimp.
3. Ready-to-cook seafood mixed products.
4. Shishamo Product.

#### Other Important Information

Type of Business:	Frozen Food Processor for Export.	Fax.(034) 822-407, (034) 822-698-9,
Established Date:	18 <sup>th</sup> August 1993	(034) 822-706
Registered Capital:	100 Million Baht (par value of 10 baht per share)	Factory: 57 Moo 4 Tarsatorn District,
Share Holding:	100% owned by Asian Seafoods Coldstorage PLC	Punpin Suratthani Province 84130
Head Office:	55/2 Moo 2 Rama II Rd., Bangkrajao District, Muang, Samutsakorn 74000	Tel. (077) 276-888
	Tel. (034) 822-204-7, (034) 822-700-6	Fax. (077) 276-811, (077) 276-822, (077) 276-833

## Nature of Business & Products by Company

### Second Subsidiary

#### Asian Alliance International Co., Ltd.

Asian Alliance International Co., Ltd. is a manufacturer and distributor of process tuna products and exporters of OEM human and pet food products.

The Company's capacity are as follows:

- Tuna products or human foods with an annual production capacity of 17,500 tons of finished products.
- Wet pet food products with an annual production capacity of 32,000 tons of finished products.
- Fishmeal products with an annual production capacity of 6,000 tons.

The Company's main products can be categorized into the following 3 major types

1. Canned and pouch tuna products.
2. Wet pet food in can, pouch and plastic cup.
3. Fishmeal product for animal feed.

#### Other Important Information

Type of Business: Tuna Frozen and Canning Processor,  
and By-product such as Canned  
Pet Food and Fishmeal.

Tel. (034) 822204-7, (034) 822700-6

Fax. (034) 822407, (034) 822698-9,  
(034) 822706

Established Date: 15<sup>th</sup> March 2005

Factory: 8/8 Moo 3 Rama II Rd., Bang Bor District

Registered Capital: 1,700 Million Baht (par value of 10 baht per share)

Muang Samutsakorn Province 74000

Share Holding: 100% owned by Asian Seafoods Coldstorage PLC

Tel. (034) 845566-8, (034) 845575-91

Head Office: 55/2 Moo 2 Rama II Rd., Bangkrajao District,  
Muang, Samutsakorn 74000

Fax. (034) 845547, (034) 845593

### Third Subsidiary

#### Asian Feed Co., Ltd.

Asian Feed Co., Ltd. manufactures and distributes both sinking and floating aquaculture feed under its own trademarks comprising Asian Feed, Rambo, Super Hero, Hero, Victor, Allstar, Faster and "Ruay Puan". The Company has advanced laboratory and academic expertise to provide water quality analysis inspection, aquatic animal quality evaluation, food quality development, technique advisory for rearing and solution for diseases in aquatic animals.

The Company's seven machineries for sinking feed pellet manufacturing have a combined production capacity of 60,000 tons a year and another one for floating feed pellet manufacturing with a capacity of 36,000 tons per year.

The Company's main products are consisted of two major types as follows:

1. Sinking pellet products are feeds for black-tiger shrimp and vennamei shrimp, supplementary feed for shrimp and sinking pellet for fish feed.
2. Floating pellet products are feeds for sea bass fish, Nile tilapia, striped snake-head fish, catfish, frog and crab.

#### Other Important Information

Type of Business: Aquaculture Feed Processor and Chemical.

(034) 822706

Established Date: 19<sup>th</sup> August 1988

Fax. (034) 822407, (034) 822698-9,

Registered Capital: 800 Million Baht (par value of 100 baht per share)

Factory: 239 Moo 3 Phetkasem 180-181 Rd.

Share Holding: 100% owned by Asian Seafoods Coldstorage PLC

Thayang District, Thayang, Phetchaburi 76130

Head Office: 55/2 Moo 2 Rama II Rd., Bangkrajao District,  
Muang, Samutsakorn 74000

Tel. (032) 437922-4

Fax. (032) 437134-5

Tel. (034) 822204-7, (034) 822700-6

## Nature of Business & Products by Company

### Fourth Subsidiary

#### Asian Food Co., Ltd.

Asian Food Co., Ltd. engages in procuring frozen food products from both locally and internationally to distribute in domestic market. The Company's main customers are food business and modern trade operators.

##### Other Important Information

Type of Business:	Frozen Food for Domestic Distribute.	Fax. (034) 822407, (034) 822698-9
Established Date:	12 <sup>th</sup> September 2012	Factory: 742 Soi Kluanamthai Ardnarong Rd.
Registered Capital:	1 Million Baht (par value of 10 baht per share)	Klongtoey District, Klongtoey Bangkok 10110
Share Holding:	100% owned by Asian Seafoods Coldstorage PLC	Tel. (02) 249-7113, (02) 249-5255,
Head Office:	55/2 Moo 2 Rama II Rd., Bangkrajao District, Muang, Samutsakorn 74000	(02) 249-9324
	Tel. (034) 822204-7, (034) 822700-6	Fax. (02) 249-5256, (02) 249-3605,
		(02) 249-3675

### Fifth Subsidiary

#### Asian Group Service Co., Ltd.

Asian Group Service Co., Ltd. operates the business of providing management and marketing services to affiliated companies. With the development and sale of intellectual property of the company, including the brand, trademark, copyright, patents, know-how in food, animal feed, pet food, farms and related businesses as well as investments in stocks or funding to the other company that produce, marketing and distribute, or develop food, animal feed, pet food, or farm, both domestic and international.

##### Other Important Information

Type of Business:	Develop and distribute products under the brand. Marketing, including developing and selling intellectual property and invest for business expansion of the group.
Established Date:	11 <sup>th</sup> January 2018
Registered Capital:	10 Million Baht (par value of 100 baht per share)
Share Holding:	100% owned by Asian Seafoods Coldstorage PLC.
Office:	3388/22 Pharam 4 Rd., Klongton, Klongtoey, Bangkok 10110
	Tel. (02) 117-9328
	Fax. (02) 117-9329

### Sixth Subsidiary

#### Thaiya Corporation (Shanghai) Co., Ltd.

Thaiya Corporation (Shanghai) Co., Ltd. is the subsidiary of Asian Group Services Co., Ltd. which established in China. The Company is to sale and distribute pet food and frozen product of ASIAN group, including invest in stocks or shares of other relevant business in China.

##### Other Important Information

Type of Business:	Market, sale, and distribute pet food and frozen products of ASIAN group, including invest to expand the business in China	Office: Yingke Zhi Gu tower 12 (1 <sup>st</sup> floor), 67 Dongpu Road, Tianhe District, Guangzhou City, Guangdong Province China
Established Date:	21 <sup>st</sup> December 2018	
Registered Capital:	100,000 USD	
Share Holding:	100% owned by Asian Group Services Co., Ltd.	

## Nature of Business & Products by Company

### First Joint Venture

#### Asian Group SCS Europe GmbH

Asian Group SCS Europe GmbH is the joint venture that Asian Group Services., Co., Ltd. invest with Dormeo Handels GmbH to market and distribute Asian Group products, both under the customer brands and trademarks and under the company own brands, particularly in Europe.

#### Other Important Information

Type of Business:	Market, sale, and distribute pet food and frozen products of ASIAN group	Share Holding:	60% owned by Asian Group Services Co., Ltd
Established Date:	11 <sup>th</sup> May 2018	Office:	Toebele 1, 73098 Rechberghausen, Germany
Registered Capital:	25,000 Euro		

### Second Joint Venture

#### Inter Petrina Co., Ltd.

Inter Petrina Co., Ltd. is the joint venture that Asian Group Services Co., Ltd. invest with Inter Pharma Co., Ltd. to develop, sale and distribute pet food under brand "MARIA" within CLMVT. The products produce by Asian Alliance International Co., Ltd.

#### Other Important Information

Type of Business:	Sale, and distribute pet food products under the Company's brand	Share Holding:	40% owned by Asian Group Services Co., Ltd.
Established Date:	15 <sup>th</sup> May 2018	Office:	140/9 9 <sup>th</sup> Floor, ITF Tower, Silom Rd.
Registered Capital:	4,000,000 baht		Suriyawong Bangrak, Bangkok

### Investment policy in subsidiaries

The Company strategy its investment in 5 business segments which the company are in currently. Those business segments are Frozen Food and Frozen Food Processor, Tuna Canning Processor, Pet Food Processor, Feed Processor, and Distribution. All business, both domestic and export, are relevant or supporting each other, or increase productivities of Asian Group. The company also invest in the company which has growth potential. The Company will invest only in the company that it is able to control and will assign directors or committee to manage all subsidiaries to ensure that the policy of each subsidiaries will not conflict with the Company's policy.

## BOI's Certificates

### BOI's Certificates

The company and its subsidiaries granted certificates from The Board of Investment of Thailand (BOI) as of the Act to promote investment, B.E.2520 (1977) under conditions as follow;

Company	Type of Certificates	Certificates No.	Date of Issue	Date of Expiry
Asian Seafoods Coldstorage PLC.	Cold Storage or Cold Storage and Refrigerated Transport Business	1982(3)/2554	February 2011	June 2020
Asian Seafoods Coldstorage (Suratthani) Co., Ltd.	Manufacture of food or food preservation or food ingredient, using modern technologies	2938(5)/2555	November 2012	January 2021
Asian Feed Co., Ltd.	Manufacture of feed or feed ingredient	1658(2)/2554	December 2010	January 2019
Asian Alliance International Co., Ltd.	Manufacture of Pet Food or Pet Food ingredient	1920(2)/2554	May 2011	September 2019
Asian Alliance International Co., Ltd.	Manufacture of canned Sardine product using modern technologies	2669(2)/2555	September 2012	October 2020

Benefits which the company and its subsidiaries receives such as

1. Tax exemption for importing machines as the BOI approval.
2. 8 years income tax exemption on additional net profit incurred from an annual production of the business granted BOI certificates.

## Property of Business

### Property of Business

#### Property of Asian Seafoods Coldstorage PLC.

As of 31<sup>st</sup> December 2018

Type of Property	Book Value (Million baht)
1.Land	805.84
2.Building and Land Development	277.89
3.Machines and Equipment	
Machines and Equipment	118.19
Furniture and Office Supplies	4.12
Vehicles	7.22
Work under Construction and Machine under installation process	<u>3.96</u>
<b>Total</b>	<b>1,217.22</b>

#### Property of Asian and its 5 subsidiaries.

As of 31<sup>st</sup> December 2018

Type of Property	Book Value (Million baht)
1.Land	984.13
2.Building and Land Development	722.18
3.Machines and Equipment	
Machines and Equipment	858.29
Furniture and Office Supplies	22.54
Vehicles	23.70
Work under Construction and Machine under installation process	<u>78.26</u>
<b>Total</b>	<b>2,689.10</b>

#### Assets as the Collateral of Loans

According to the Consolidated Financial Statement as of December 31<sup>st</sup>, 2018, Asian Seafoods Coldstorage PLC. uses its and its subsidiaries property as the collateral as follow:

- Use the buildings belong to Asian Alliance International Co., Ltd. and the land Asian Alliance International Co., Ltd. located on, which is belong to Asian Seafoods Coldstorage PLC. as the collateral to 2 term loan facilities form Kasikornbank Public Company Limited which are
  1. Term loan of 850 million baht which was approved since 2014
  2. Term loan of 1,500 million baht which was approved in 2017
- Use the property and plant belong to Asian Feed Co., Ltd. as the collateral to term loan of 550 million baht which was approved in 2018 from TMB Bank Public Company Limited.

## Company Shares and Capital

### Company Shares and Capital

As of December 31<sup>st</sup>, 2018, the company has registered shares capital of 542,727,549 baht and paid in full. All of those are common stocks at par value of 1 baht per share.

#### Major Shareholders

The top 15 largest shareholders as of December 31<sup>st</sup>, 2018 were as below:

Name of Shareholder	No. of share as of Dec 31 <sup>st</sup> 2018	Shareholdin g portion (%)	No. of share as of Dec 31 <sup>st</sup> 2017	Shareholdin g portion (%)	Change (Increase / Decrease)
1. Mr. Somsak Amornrattanachaikul	276,443,471	50.94	272,784,471	50.26	3,659,000
2. Mr. Somchai Amornrattanachaikul	70,515,000	12.99	71,415,000	13.16	-900,000
3. Miss. Siripat Amornrattanachaikul	28,597,000	5.27	28,767,000	5.30	-170,000
4. Thai NVDR Company Limited	19,416,272	3.58	26,708,339	4.92	-7,292,067
5. Mrs. Jiranya Amornrattanachaikul	12,667,450	2.33	13,114,250	2.42	-446,800
6. Mr. Kajornkiet Ung-Aram	12,449,700	2.29	1,413,200	0.26	11,036,500
7. Mr. Preecha Angkhumsup	7,900,000	1.45	7,300,000	1.35	600,000
8. Mr. Boonchai Pana-sakulkarn	6,965,500	1.28	3,000,000	0.55	3,965,500
9. Mr. Somkiet Limsong	4,746,600	0.88	4,956,600	0.91	-210,000
10. Ms. Patcharee Boonmanon	2,100,000	0.39	-	-	2,100,000
11. Mr. Siraprasert Jeerapornprapa	2,000,300	0.37	-	-	2,000,300
12. Mr. Ekapol Sittikornmethakul	1,744,500	0.32	4,088,200	0.75	-2,343,700
13. EAST FOURTEEN LIMITED-DFA EMERG MARKET CORE EQ PORT	1,643,100	0.30	-	-	1,643,100
14. Mrs. Watchanee Singwangcha	1,500,000	0.27	-	-	1,500,000
15. Miss. Pinsinee Siripanupongsa	1,450,000	0.27	-	-	1,450,000
16. Other shareholders	92,588,656	17.06	109,180,489	20.12	-16,591,833
	<b>542,727,549</b>	<b>100</b>	<b>542,727,549</b>	<b>100</b>	

#### Notes:

- Amornrattanachaikul family consisting of Mr. Somsak Amornrattanachaikul, Mr. Somchai Amornrattanachaikul and Mrs. Jiranya Amornrattanachaikul hold shares in total of 359,625,921 shares, which is 66.26%
- Thai Nationality Shareholder hold shares in total of 538,630,849 shares, which is 99.25 %
- Other Nationality Shareholder hold shares in total of 4,096,700 shares, which is 0.75 %

#### Others Stock Issued within a Year

During the year 2018, the company did not issue any other securities.

#### Securities Registrar

Thailand Securities Depository Co., Ltd. (TSD)

The Stock Exchange of Thailand

93 Ratchadaphisek Road, Din Daeng, Din Daeng, Bangkok 10400

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