



TRANSLATION

Safari World Public Company Limited  
Registration No. B.M.J. 0107537000351

Ref. No. 024/2019

May 14, 2019

Subject : The Explanation and Analysis Report of the Financial Positions and Result of Business Operations.

To : President of The Stock Exchange of Thailand

The Explanation and Analysis Report of the Financial Positions and Result of Business Operations summarized as follows:

**1. The Consolidated Financial Statements**

**1.1 Report and analysis of Business Operations**

**Revenue**

**Revenue from operations**

Revenue from operations for the Company and its subsidiaries for the first quarter of the year 2019 was totally Baht 458.81 million decreased from the first quarter of the year 2018 which was Baht 516.51 million for Baht 57.70 million or -11.2% due to revenue from sales of tickets and transportation services were decreased of Baht 27.72 million and 13.82 million, respectively from decrease in number of tourists of the subsidiary.

(million)	2019	2018	increase (decrease)	
			million	%
Sales of tickets	289.88	317.60	(27.72)	(8.7)
Sales of food and beverages	96.09	102.89	(6.80)	(6.6)
Sales of transportation services	22.95	36.77	(13.82)	(37.6)
Other revenue from operations	49.89	59.25	(9.36)	(15.8)
Total revenues	458.81	516.51	(57.70)	

### **Other income**

Other income for the first quarter of the year 2019 of Baht 5.54 million increased from the first quarter of the year 2018 which was Baht 3.47 million for Baht 2.07 million or 59.7%.

### **Expenses**

#### **Cost of sales and services**

Cost of sales and services for the first quarter of the year 2019 of Baht 198.34 million decreased from the first quarter of the year 2018 which was Baht 212.38 million for Baht 14.04 million or -6.6% in line with the decrease in revenues.

For the first quarter of the year 2019, gross profit was Baht 219.19 million decreased from the first quarter of the year 2018 which was Baht 256.89 million for Baht 37.70 million or -14.7% lower than the decrease in revenue from operations stated at -11.2% due to the lower rate of the decrease in cost of sales and services resulting to the decrease in gross profit margin of the first quarter of the year 2019 to 47.8% while for the first quarter of the year 2018 was at 49.7%.

#### **Selling and administrative expenses**

Selling and administrative expenses of the first quarter of the year 2019 of Baht 141.86 million decreased from the first quarter of the year 2018 which was Baht 156.18 million for Baht 14.32 million or -9.2% due to decrease in employees and management benefits and reward of subsidiaries as significant.

#### **Finance costs**

Finance costs of the first quarter of the year 2019 of Baht 35.08 million increased from the first quarter of the year 2018 which was Baht 21.27 million for Baht 13.81 million or 64.9% due to the increase of interest-bearing debts of subsidiaries as significant.

### **Summary operating results**

The Company and its subsidiaries had net profit for the first quarter of the year 2019 of Baht 34.37 million decreased from the first quarter of the year 2018 which was Baht 65.76 million for Baht 31.39 million or -47.7% due to the decrease in revenues resulting to the decrease in net profit margin of the first quarter of the year 2019 to 7.5% while for the first quarter of the year 2018 was at 12.7%.

(million)	2019	2018	increase (decrease)	
			million	%
Total revenues	458.81	516.51	(57.70)	(11.2)
Cost of sales and services	(198.34)	(212.38)	(14.04)	(6.6)
Loss on death of animals	(2.82)	(2.85)	(0.03)	(1.1)
Depreciation	(38.46)	(44.39)	(5.93)	(13.4)
<b>Gross profit</b>	219.19	256.89	(37.70)	(14.7)
Selling and administrative expenses	(141.86)	(156.18)	(14.32)	(9.2)
Other incomes	5.54	3.47	2.07	59.7
<b>Profit before interest and expense tax</b>	82.87	104.18	(21.31)	(20.5)
Finance costs	(35.08)	(21.27)	13.81	64.9
<b>Profit before expense tax</b>	47.79	82.91	(35.12)	(42.4)
Expense tax	(13.42)	(17.15)	(3.73)	(21.7)
<b>Net profit</b>	34.37	65.76	(31.39)	(47.7)
<b>Gross Profit Margin</b>	47.8%	49.7%		
<b>Earnings before interest and taxes</b>	18.1%	20.2%		
<b>Earnings before taxes</b>	10.4%	16.1%		
<b>Net Profit Margin</b>	7.5%	12.7%		

## 1.2 Report and analysis of financial positions

(million)	As at March 31, 2019	As at December 31, 2018	increase (decrease)	
			million	%
Total assets	7,531.89	7,061.88	470.01	6.7
Interest-bearing debts	3,702.57	3,403.17	299.40	8.8
Total Liabilities	4,356.81	3,921.17	435.64	11.1
Total shareholder's equity	3,175.08	3,140.71	34.37	1.1
Interest bearing debt to equity ratio	1.17	1.08		
Debt to equity ratio	1.37	1.25		

### Assets

As at March 31, 2019, the Company and its subsidiaries had total assets of Baht 7,531.89 million increased from as of December 31, 2018 which was Baht 7,061.88 million for Baht 470.01 million or 6.7% primarily from the additional purchase of property, plant and equipment of Baht 411.44 million mostly was the construction in progress for Carnival Magic project and cash and cash equivalents and temporary investment increased of Baht 57.38 million as significant.

## Liabilities

As at March 31, 2019, the Company and its subsidiaries had total liabilities of Baht 4,356.81 million increased from as of December 31, 2018 which was Baht 3,921.17 million for Baht 435.64 million or 11.1% primarily from the increase of interest-bearing debts of Baht 299.40 million from the additional issuance of long-term debentures of Baht 312.45 million resulting to the increase in debt to equity ratio for 1.37.

## Shareholders' equity

As at March 31, 2019, the Company and its subsidiaries had total shareholders' equity of Baht 3,175.08 million increased from as of December 31, 2018 which was Baht 3,140.71 million for Baht 34.37 million or 1.1% from recognized net profit for the first quarter of the year 2019.

## 2. The separate financial statements

### 2.1 Report and analysis of Business Operations

#### Revenue

##### Revenue from operations

Revenue from operations for the Company for the first quarter of the year 2019 totally Baht 243.73 million increased from the first quarter of the year 2018 which was Baht 242.48 million for Baht 1.25 million or 0.5% due to revenue from sales of tickets and sales of food and beverages were increased of Baht 7.74 million and 5.62 million, respectively from increase in number of tourists while transportation services decreased of Baht 11.15 million from significant decrease in number of transportation service customers.

(million)	2019	2018	increase (decrease)	
			million	%
Sales of tickets	145.29	137.55	7.74	5.6
Sales of food and beverages	60.28	54.66	5.62	10.3
Transportation services	10.36	21.51	(11.15)	(51.8)
Other revenue from operations	27.80	28.76	(0.96)	(3.3)
Total revenues	243.73	242.48	1.25	0.5

#### Other income

Other income for the first quarter of the year 2019 of Baht 10.17 million increased from Baht 5.30 million for the first quarter of the year 2018 of Baht 4.87 million or 91.9% due to the interest income from short-term loans to related party of Baht 3.23 million as significant.

#### Expenses

### **Cost of sales and services**

Cost of sales and services for the first quarter of the year 2019 of Baht 104.97 million increased from the first quarter of the year 2018 which was Baht 104.34 million for Baht 0.63 million or 0.6% in line with the increase in revenues.

For the first quarter of the year 2019, gross profit was Baht 112.73 million increased from the first quarter of the year 2018 which was Baht 108.16 million for Baht 4.57 million or 4.2% higher than the increase in revenue from operations stated at 0.5% due to the lower rate of the increase in cost of sales resulting to the increase in gross profit margin of the first quarter of the year 2019 to 46.3% while for the first quarter of the year 2018 was at 44.6%.

### **Selling and administrative expenses**

Selling and administrative expenses of the first quarter of the year 2019 of Baht 69.20 million increased from the first quarter of the year 2018 which was Baht 66.08 million for of Baht 3.12 million or 4.7%.

### **Finance costs**

Finance costs of the first quarter of the year 2019 of Baht 11.05 million decreased from the first quarter of the year 2018 which was Baht 11.62 million for Baht 0.57 million or -4.9% in line with the decrease in interest-bearing debts as significant.

### **Summary operating results**

The Company had net profit for the first quarter of the year 2019 of Baht 33.02 million increased from the first quarter of the year 2018 which was Baht 30.37 million for Baht 2.65 million or 8.7% due to the increase in revenues and increase in expenses but at the lower rate than the revenue growth resulting to the increase in net profit margin of the first quarter of the year 2019 to 13.5% while for the first quarter of the year 2018 was at 12.5%.

(million)	2019	2018	increase (decrease)	
			million	%
Total revenues	243.73	242.48	1.25	0.5
Cost of sales and services	(104.97)	(104.34)	0.63	0.6
Loss on death of animals	(2.82)	(2.85)	(0.03)	(1.1)
Depreciation	(23.21)	(27.13)	(3.92)	(14.4)
<b>Gross profit</b>	<b>112.73</b>	<b>108.16</b>	<b>4.57</b>	<b>4.2</b>
Selling and administrative expenses	(69.20)	(66.08)	3.12	4.7
Other incomes	10.17	5.30	4.87	91.9
<b>Profit before interest and expense tax</b>	<b>53.70</b>	<b>47.38</b>	<b>6.32</b>	<b>13.3</b>
Finance costs	(11.05)	(11.62)	(0.57)	(4.9)
<b>Profit before expense tax</b>	<b>42.65</b>	<b>35.76</b>	<b>6.89</b>	<b>19.3</b>
Expense tax	(9.63)	(5.39)	(4.24)	(78.7)
<b>Net profit</b>	<b>33.02</b>	<b>30.37</b>	<b>2.65</b>	<b>8.7</b>
Gross Profit Margin	46.3%	44.6%		
Earnings before interest and taxes	22.0%	19.5%		
Earnings before taxes	17.5%	14.7%		
Net Profit Margin	13.5%	12.5%		

## 2.2 Report and analysis of financial positions

(million)	As at March 31, 2019	As at December 31, 2018	increase (decrease)	
			million	%
Total assets	3,744.02	3,867.05	(123.03)	(3.2)
Interest-bearing debts	434.83	628.78	(193.95)	(30.8)
Total Liabilities	684.89	840.94	(156.05)	(18.6)
Total shareholder's equity	3,059.13	3,026.11	33.02	1.1
Interest bearing debt to equity ratio	0.14	0.21		
Debt to equity ratio	0.22	0.28		

**Assets**

As at March 31, 2019, the Company had total assets of Baht 3,744.02 million decreased from as of December 31, 2018 which was Bath 3,867.05 million for Baht 123.03 million or -3.2% primarily from the proceeds of short-term loans to related parties of Baht 145 million as significant.

**Liabilities**

As at March 31, 2019, the Company had total liabilities of Baht 684.89 million decreased from as of December 31, 2018 which was Baht 840.94 million for Baht 156.05 million or -18.6% primarily from the payments of short-term loans from other persons - net of Baht 166.56 million net with the increase in trade and other current payables of Baht 24.54 million resulting to the decrease in interest-bearing debts to equity ratio and debt to equity ratio for 0.14 and 0.22, respectively.

**Shareholders' equity**

As at March 31, 2019, the Company had total shareholders' equity of Baht 3,059.13 million increased from as of December 31, 2018 which was Baht 3,026.11 million for Baht 33.02 million or 1.1% from recognized net profit for the first quarter of the year 2019.

Please be informed accordingly.

Sincerely yours,

Apar Kewkacha

( Apar Kewkacha )

President