

Key summary of 1Q19

- **Net profit** - In 1Q19, net profit amounted to Baht 760 million, slightly dropped by 0.2%, mainly from decrease in share of profit of associates from booking of one-off tax expenses of indirect associate in Vietnam amounted to Baht 34.1 million (details in Note 7 of financial statement). Net profit excluding one-off item increased by 4.2% from 1Q18.
- **Total revenue** - In 1Q19, total revenue reported to Baht 7,898 million, increased by 4.4%, mainly from contribution of new stores as well as higher rental income from both existing and new stores.

Note: Adoption of TFRS 15 mainly results in booking of gross profit instead of sales and COGS for products sold under consignment terms. However, there is no impact on the net profit from such accounting change. Details of which are disclosed in Note 3 of the Company's financial statement in 1Q19.

Summary of income statement for the 3-month period ended 31 March 2019 and 31 March 2018 (Consolidated)

Unit: Million Baht

	1Q19	1Q18	Increase (Decrease)	% Change
Revenue from sales of goods	2,982	2,823	159	5.6%
<i>(Total sales)</i>	<i>6,646</i>	<i>6,457</i>	<i>188</i>	<i>2.9%</i>
Rental income	990	889	102	11.4%
Investment income	7	4	3	68.3%
Other income	256	215	41	18.9%
Net revenue	4,235	3,931	304	7.7%
<i>(Total revenue)</i>	<i>7,898</i>	<i>7,565</i>	<i>333</i>	<i>4.4%</i>
Cost of sales of goods	1,386	1,210	176	14.5%
Selling expenses	1,598	1,525	72	4.8%
Administrative expenses	390	351	39	11.2%
Finance costs	5	12	(7)	(60.9%)
Total expenses	3,378	3,098	280	9.0%
Share of profit of associates	103	131	(28)	(21.5%)
Profit before income tax expense	959	964	(5)	(0.5%)
Income tax expense	161	155	6	3.7%
Net profit	760	762	(2)	(0.2%)

Financial performance in 1Q19

- **Total sales** increased by Baht 188 million or 2.9% from 1Q18 to Baht 6,646 million in 1Q19, mainly from contribution of existing and new stores and ongoing improvement of product assortment as well as the promotional activities to stimulate customer spending.
- **Rental income** was reported at Baht 990 million, increased by Baht 102 million or 11.4% from 1Q18. The solid growth was driven by the growth of existing and new lifestyle centers in last year. The average occupancy rate maintained at 99%.

- **Total revenue** was Baht 7,898 million, increased by Baht 333 million or 4.4% from 1Q18, mainly from sales, rental income and other income growth.
- **Gross profit** decreased by Baht 17 million or 1.1% from 1Q18 to Baht 1,596 million in 1Q19. The gross profit margin* was at 24.0%, declined by 1.0 % from 1Q18, mainly resulted from more promotional campaigns to stimulate customer spending.
 Note: *Gross profit margin = (Revenue from sales of goods – Cost of sales of goods) / Total sales
- **Selling and administrative expenses** amounted to Baht 1,988 million, increased by Baht 112 million or 6.0% from 1Q18, mainly from expenses of new stores.
- **Finance costs** decreased by Baht 7 million or 60.9% from 1Q18 to Baht 5 million in 1Q19, resulting from loans repayment.
- **Share of profit of associates** was Baht 103 million, decreased by Baht 28 million or 21.5% from 1Q18 from booking of one-off tax expenses of indirect associate in Vietnam amounted to Baht 34.1 million (details in Note 7 of financial statement).
- **Income tax expense** amounted to Baht 161 million, increased by Baht 6 million or 3.7% from 1Q18.
- **Net profit** reported at Baht 760 million, slightly dropped by 0.2%, mainly from decrease in share of profit of associates from booking of one-off tax expenses of indirect associate in Vietnam amounted to Baht 34.1 million. Net profit excluding one-off item increased by 4.2% from 1Q18.

Summary of statement of financial position as of 31 March 2019 and 31 December 2018 (Consolidated)

Unit: Million Baht

	31-Mar-19	31-Dec-18 ²	Increase (Decrease)	% Change
Cash and cash equivalents	1,544	1,894	(350)	(18.5%)
Trade accounts receivable	563	541	22	4.1%
Inventories	2,310	2,241	69	3.1%
Other current assets	679	864	(185)	(21.4%)
Fixed assets ¹	17,738	17,913	(175)	(1.0%)
Other non-current assets	4,992	4,933	59	1.2%
Total assets	27,825	28,386	(561)	(2.0%)
Trade accounts payable	4,520	5,229	(709)	(13.6%)
Short-term loans & current portion of long-term loans	364	565	(201)	(35.5%)
Other current liabilities	1,794	2,249	(455)	(20.2%)
Long-term loans	97	109	(12)	(11.2%)
Other non-current liabilities	1,431	1,411	21	1.5%
Total liabilities	8,207	9,563	(1,356)	(14.2%)
Total equity	19,618	18,822	796	4.2%
Total liabilities and equity	27,825	28,386	(561)	(2.0%)

Note: ¹Fixed assets include investment properties, property, plant and equipment, and leasehold rights

²Reclassification of some accounts as disclosed in Note 17 of the Company's financial statement in 1Q19



As of 31 March 2019, total assets amounted to Baht 27,825 million, decreased by Baht 561 million or 2.0% from the end of 2018 mainly from decrease in cash, other receivable and fixed assets. Total liabilities amounted to Baht 8,207 million, decreased by Baht 1,356 million or 14.2% from the end of 2018, mainly from payment of trade and other payable as well as loan repayment. Total equity was Baht 19,618 million, increased by Baht 796 million or 4.2%.

Capital Structure

As of 31 March 2019, the Company's capital structure comprised of total liabilities of Baht 8,207 million, which included interest-bearing debt Baht 462 million, and total shareholders' equity totaled Baht 19,618 million. Total liabilities to equity ratio of 0.4 times, while interest-bearing debt to equity ratio was at 0.02 times.