

Synopsis of Operations

(Millions Baht)

DATA	DETAILS	2011	2010	2009
Net revenues	Deriving from	13,373.18	11,889.73	11,218.81
	• sales	12,825.31	11,294.42	10,648.59
	• dividends	300.86	313.94	425.31
	• interest income	30.90	21.83	18.19
	• recovery of doubtful debt	0.80	1.39	1.44
	• gain from disposal of assets	7.28	121.64	0.04
	• other revenues	208.03	136.51	125.24
Net profit	After deducting	700.92	803.84	652.29
	• cost of sales	8,105.86	7,186.44	6,929.05
	• selling and administrative expenses	4,177.51	3,610.81	3,353.20
	• loss from impairment of investments	4.87	15.88	31.26
	Total expenses	12,288.24	10,813.13	10,313.51
	• corporate income tax	384.02	272.76	253.01
Total assets	Consisting of	16,651.83	15,238.28	13,917.65
	• current assets	6,948.00	6,880.27	6,293.30
	• non-current assets	9,703.83	8,358.01	7,624.35
Current assets	Consisting of	6,948.00	6,880.27	6,293.30
	• cash and cash equivalents	263.71	251.13	239.25
	• current investments	374.89	1,203.41	890.96
	• trade accounts and others receivable	1,997.44	1,829.66	1,853.05
	• short-term loans to related parties	169.00	177.00	87.00
	• inventories	3,763.69	3,106.59	2,935.06
	• other current assets	379.27	312.48	287.98
Non-current assets	Consisting of	9,703.83	8,358.01	7,624.35
	• long-term loans to related parties	-	4.00	12.00
	• long-term loans given to employee	6.57	6.05	6.07
	• receivables under financial lease contracts	-	-	2.52
	• Investment in associated companies	159.99	93.91	-
	- cost method			
	• long-term investments	6,236.59	5,192.80	4,611.85
	related parties	5,681.02	4,729.46	4,109.75
	other companies	555.57	463.34	502.10
	• property for investment	1,064.36	858.35	-
	• property, plant & equipment	2,000.64	1,975.68	2,125.53
	• non-performed fixed assets	-	-	656.31
	• intangible assets	15.20	18.28	13.06
	• leasehold	97.57	106.62	116.15
	• other non-current assets	122.91	102.32	80.86

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Property, plant & equipment	Consisting of	2,000.64	1,975.68	2,125.53
	• land	1,491.43	1,488.19	1,617.19
	• building and improvements	727.05	689.20	781.49
	• office equipment and vehicles	676.66	639.01	621.73
	• furniture and fixtures	669.57	595.89	525.32
	• accumulated depreciation	(1,564.07)	(1,436.62)	(1,420.20)
Current liabilities	Consisting of	2,526.63	2,245.82	2,076.48
	• trade accounts and others payable	1,558.95	1,350.43	1,261.00
	• other current liabilities	967.68	895.39	815.48
Non-current liabilities		416.90	35.55	38.00
Shareowners' equity	Consisting of	13,708.30	12,956.90	11,803.17
	• capital	290.63	290.63	290.63
	• premium on ordinary shares	1,487.14	1,487.14	1,487.14
	• premium on treasury stock	51.43	51.43	51.43
	• legal reserve	50.00	50.00	50.00
	• general reserve	1,335.94	1,255.56	1,190.33
	• unappropriated retained earnings	7,256.21	7,298.35	6,850.37
	• unrealized gain for fair value adjustment in marketable securities	3,236.95	2,523.79	1,883.27
Cash flow cycle	The Company's cash flow cycle commences with the purchase and resale of merchandise and ending with the collection of cash resulting from	140.41	144.51	143.99
	• collection period	51.14	57.19	62.08
	• inventories coverage	152.54	151.26	147.41
	deducted payment period	63.27	63.94	65.50
Total employees	Consisting of	7,691	7,684	7,805
	• counter sales force	5,805	5,923	6,085
	• office work force	1,886	1,761	1,720
Net revenues per capital		1,738.81	1,547.34	1,437.39
Net profit per capital		91.13	104.61	83.57

A Unit shows number of days

B Unit shows number of employees

C Unit shows thousand bath per headcount