

Thai Beverage Public Company Limited

Financial Statements And Dividend Announcement For The Six-Month Period Ended 31 March 2018.

PART I INFORMATION REQUIRED FOR Q2 AND THE SIX-MONTH PERIOD ENDED 31 MARCH (HALF-YEAR) ANNOUNCEMENTS.

1. (a) (i) An income statement and statement of comprehensive income, or a statement of comprehensive income, for the group, together with a comparative statement for the corresponding period of the immediately preceding financial year.

Thai Beverage Public Company Limited and its Subsidiaries
Statement of income (Unaudited)

(Unit : Thousand Baht)

	Consolidated financial statements Three-month period ended			Consolidated financial statements Six-month period ended		
	31 March			31 March		
	2018	2017	+ / (-)	2018	2017	+ / (-)
Revenues from sales and services						
Revenue from sale of goods and rendering of services	67,603,776	50,347,866	34%	113,207,338	97,176,468	16%
Total revenues from sales and services	67,603,776	50,347,866	34%	113,207,338	97,176,468	16%
Cost of sales and services						
Cost of sales of goods and rendering of services	47,764,317	34,797,567	37%	79,480,129	67,328,884	18%
Total cost of sales and services	47,764,317	34,797,567	37%	79,480,129	67,328,884	18%
Gross profit	19,839,459	15,550,299	28%	33,727,209	29,847,584	13%
Selling expenses	6,922,182	4,935,472	40%	11,865,951	8,954,368	33%
Administrative expenses	3,927,590	3,189,460	23%	7,996,316	6,017,832	33%
Cost relating to business acquisition	1,005	-	100%	2,351,469	-	100%
Finance costs	1,228,603	233,163	427%	1,652,863	510,417	224%
Operating profit	7,760,079	7,192,204	8%	9,860,610	14,364,967	(31%)
Interest income	194,908	809	23992%	220,249	21,040	947%
Net gain on foreign exchange	5,823	12,161	(52%)	12,130	30,522	(60%)
Other income	377,432	234,716	61%	1,410,290	360,422	291%
Net operating profit	8,338,242	7,439,890	12%	11,503,279	14,776,951	(22%)
Share of profit of investment in associates and joint ventures, net of income tax	714,428	532,377	34%	1,542,564	2,345,207	(34%)
Profit before income tax expense	9,052,670	7,972,267	14%	13,045,843	17,122,158	(24%)
Income tax expense	(1,620,102)	(1,393,616)	16%	(2,595,108)	(2,800,575)	(7%)
Profit for the period	7,432,568	6,578,651	13%	10,450,735	14,321,583	(27%)
Profit attributable to:						
Owners of the Company	6,344,557	6,557,274	(3%)	9,256,449	14,272,129	(35%)
Non-controlling interests	1,088,011	21,377	4990%	1,194,286	49,454	2315%
Profit for the period	7,432,568	6,578,651	13%	10,450,735	14,321,583	(27%)
Basic earnings per share (Baht)	0.25	0.26	(4%)	0.37	0.57	(35%)
Diluted earnings per share (Baht)	0.25	0.26	(4%)	0.37	0.57	(35%)

Thai Beverage Public Company Limited and its Subsidiaries
Statement of comprehensive income (Unaudited)

(Unit : Thousand Baht)

	Consolidated financial statements Three-month period ended 31 March			Consolidated financial statements Six-month period ended 31 March		
	2018	2017	+ / (-)	2018	2017	+ / (-)
Profit for the period	7,432,568	6,578,651	13%	10,450,735	14,321,583	(27%)
Other comprehensive income						
<i>Items that will not be reclassified to profit or loss</i>						
Losses on revaluation of land	-	(1,812)	(100%)	-	(141,472)	(100%)
Gains (losses) on remeasurements of defined employee benefit plans	(249)	-	(100%)	138	107	29%
Income tax relating to items that will not be reclassified	-	363	(100%)	(77)	28,046	(100%)
	<u>(249)</u>	<u>(1,449)</u>	83%	<u>61</u>	<u>(113,319)</u>	100%
<i>Items that will be reclassified subsequently to profit or loss</i>						
Share of other comprehensive income of investment in associates and joint ventures	(593,591)	1,922,796	(131%)	(1,453,040)	701,785	(307%)
Exchange differences on translating foreign operations	(25,954)	(577,352)	96%	(272,484)	(2,226,496)	88%
Gains on remeasurements of available-for-sale investments	12,288	4,230	190%	8,057	2,644	205%
Income tax relating to items that will be reclassified	1,269	(11,609)	111%	2,115	(3,032)	170%
	<u>(605,988)</u>	<u>1,338,065</u>	(145%)	<u>(1,715,352)</u>	<u>(1,525,099)</u>	(12%)
Other comprehensive income for the period, net of income tax	(606,237)	1,336,616	(145%)	(1,715,291)	(1,638,418)	(5%)
Total comprehensive income for the period	6,826,331	7,915,267	(14%)	8,735,444	12,683,165	(31%)
Total comprehensive income attributable to:						
Owners of the Company	5,682,159	7,892,791	(28%)	7,583,019	12,633,279	(40%)
Non-controlling interests	1,144,172	22,476	4991%	1,152,425	49,886	2210%
Total comprehensive income for the period	6,826,331	7,915,267	(14%)	8,735,444	12,683,165	(31%)

- (a) (ii) The following items (with appropriate breakdowns and explanations), if significant, must either be included in the income statement or in the notes to the income statement for the current financial period reported on and the corresponding period of the immediately preceding financial year:—

NOTE :

Net profit is arrived at after charging / (Crediting) the following :

(Unit : Thousand Baht)

	Consolidated financial statements			Consolidated financial statements		
	Three-month period ended 31 March			Six-month period ended 31 March		
	2018	2017	+ / (-)	2018	2017	+ / (-)
A Investment (income) expenses	(725,815)	(535,021)	36%	(1,553,951)	(2,347,851)	(34%)
B Other income including interest income	(1,146,396)	(206,991)	454%	(1,478,367)	(338,361)	337%
C Interest on borrowings	1,228,603	233,163	427%	1,652,863	510,417	224%
D Depreciation and amortization	1,628,121	1,089,795	49%	2,813,234	2,178,029	29%
E (Reversal of) Allowance for doubtful debts and bad debts written off	5,055	(2,572)	297%	5,093	(2,669)	291%
F Write-off for stock obsolescence	31,439	5,277	496%	37,641	8,583	339%
G Impairment in value of investments	-	-	-	-	-	-
H Foreign exchange (gain) / loss	(5,823)	(12,161)	(52%)	(12,130)	(30,522)	(60%)
I Adjustments for under or overprovision of tax in respect of prior year	-	-	-	-	-	-
J (Profit) or loss on sale of investments, properties, and / or plant and equipment	(124,892)	(15,383)	712%	(113,561)	478	(23858%)
K Exceptional items	-	-	-	-	-	-
L Extraordinary items	-	-	-	-	-	-

- (b) (i) A statement of financial position (for the issuer and group), together with a comparative statement as at the end of the immediately preceding financial year.

Thai Beverage Public Company Limited and its Subsidiaries
Statement of financial position
As at 31 March 2018 and 30 September 2017

	(Unit : Thousand Baht)			
	Consolidated		Separate	
	financial statements		financial statements	
	31-Mar-2018	30-Sep-2017	31-Mar-2018	30-Sep-2017
	(Unaudited)	(Audited)	(Unaudited)	(Audited)
Assets				
Current assets				
Cash and cash equivalents	20,419,006	9,929,210	7,471,170	6,848,862
Current investments	6,449,243	305	-	-
Trade accounts receivable	6,129,828	2,627,222	803,747	569,068
Other receivables	1,709,098	620,566	183,215	64,977
Short-term loans to and other receivables				
from related parties	849,660	316,726	14,442,994	11,548,290
Inventories	41,015,862	37,761,172	-	-
Other current assets	4,368,372	4,665,825	98,784	31,070
Total current assets	80,941,069	55,921,026	22,999,910	19,062,267
Non-current assets				
Investments in associates and joint ventures	77,173,198	78,372,625	-	-
Investments in subsidiaries	-	-	273,503,586	168,015,496
Other long-term investments	749,593	168,388	-	-
Long-term loans to and other receivables				
from related parties	115,759	107,470	31,715	12,164
Investment properties	1,599,168	1,522,947	-	-
Property, plant and equipment	56,886,142	48,531,803	142,378	111,924
Goodwill	184,519,423	6,963,821	-	-
Other intangible assets	711,583	192,906	50,751	53,729
Leasehold rights	2,111,991	124,639	-	-
Deferred tax assets	774,911	509,342	38,539	39,341
Other non-current assets	2,604,759	1,825,403	246,966	251,654
Total non-current assets	327,246,527	138,319,344	274,013,935	168,484,308
Total assets	408,187,596	194,240,370	297,013,845	187,546,575

Thai Beverage Public Company Limited and its Subsidiaries
Statement of financial position
As at 31 March 2018 and 30 September 2017

(Unit : Thousand Baht)

	Consolidated		Separate	
	financial statements	financial statements	financial statements	financial statements
	31-Mar-2018	30-Sep-2017	31-Mar-2018	30-Sep-2017
	(Unaudited)	(Audited)	(Unaudited)	(Audited)
Liabilities and equity				
Current liabilities				
Bank overdrafts and short-term loans from financial institutions	6,781,235	5,703,438	3,990,814	3,952,815
Trade accounts payable	8,425,584	4,797,456	-	-
Other payables	12,376,566	6,467,508	271,298	234,653
Current portion of debentures	1,000,000	-	-	-
Current portion of bill of exchanges and long-term loans from financial institutions	9,002,590	24,950,451	9,000,000	24,950,451
Short-term loans from and other payables to related parties	340,473	384,157	17,768,215	37,231,265
Other short-term loan	-	4,500	-	-
Income tax payable	2,496,284	3,453,496	-	132,722
Short-term provisions	31,226	15,929	-	-
Other current liabilities	3,903,071	1,893,784	52,981	44,618
Total current liabilities	44,357,029	47,670,719	31,083,308	66,546,524
Non-current liabilities				
Long-term loans from and other payables to related parties	221	221	21,400,536	27,494,000
Debentures	50,960,603	2,000,000	49,960,603	-
Bill of exchanges and long-term loans from financial institutions	166,772,524	8,000,000	108,784,334	8,000,000
Deferred tax liabilities	846,736	868,303	-	-
Provision for employee benefit	3,168,142	3,088,932	230,864	231,038
Other non-current liabilities	244,704	99,192	148	148
Total non-current liabilities	221,992,930	14,056,648	180,376,485	35,725,186
Total liabilities	266,349,959	61,727,367	211,459,793	102,271,710
Equity				
Share capital:				
Authorised share capital	25,155,025	25,155,025	25,155,025	25,155,025
Issued and paid-up share capital	25,111,321	25,110,025	25,111,321	25,110,025
Difference arising from common control transactions	(19,718,440)	(19,718,440)	31,035	31,035
Share premium on ordinary shares	17,241,995	17,215,737	17,241,995	17,215,737
Retained earnings:				
Appropriated - legal reserve	2,900,000	2,900,000	2,900,000	2,900,000
Unappropriated	103,540,104	106,085,610	40,238,588	39,984,527
Other components of equity	(4,488,845)	(2,812,926)	31,113	33,541
Equity attributable to owners of the Company	124,586,135	128,780,006	85,554,052	85,274,865
Non-controlling interests	17,251,502	3,732,997	-	-
Total equity	141,837,637	132,513,003	85,554,052	85,274,865
Total liabilities and equity	408,187,596	194,240,370	297,013,845	187,546,575

- (b) (ii) In relation to the aggregate amount of the group's borrowings and debt securities, specify the following as at the end of the current financial period reported on with comparative figures as at the end of the immediately preceding financial year:—

(ii) Aggregate amount of group's borrowings and debt securities

(A) the amount repayable in one year or less, or on demand;

As at 31 March 2018				As at 30 September 2017			
Letter of support and guarantee	Unsecured	Secured	Unsecured with guarantee	Letter of support and guarantee	Unsecured	Secured	Unsecured with guarantee
	325,268	14,543,933	1,914,624	-	303,997	28,907,767	1,446,625

(Unit : Thousand Baht)

(B) the amount repayable after one year;

As at 31 March 2018				As at 30 September 2017			
Letter of support and guarantee	Unsecured	Secured	Unsecured with guarantee	Letter of support and guarantee	Unsecured	Secured	Unsecured with guarantee
	-	159,748,677	700	57,983,750	-	10,000,000	-

(Unit : Thousand Baht)

(C) details of any collaterals.

N/A

(c) A statement of cash flows (for the group), together with a comparative statement for the corresponding period of the immediately preceding financial year.

Thai Beverage Public Company Limited and its Subsidiaries
Statements of cash flows (Unaudited)

	Consolidated		(Unit : Thousand Baht)	
	financial statements		Separate	
	Six-month period ended		financial statements	
	31 March		Six-month period ended	
	2018	2017	2018	2017
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Cash flows from operating activities				
Profit for the period	10,450,735	14,321,583	12,056,382	9,645,497
<i>Adjustments to reconcile profit or loss to cash receipts (payment)</i>				
Depreciation and amortisation	2,788,234	2,153,029	20,671	17,620
Interest income	(220,249)	(21,040)	(395,466)	(194,935)
Finance costs	1,652,863	510,417	2,037,055	1,068,384
Unrealised gain on exchange	(2,233)	(6,168)	(70)	(12,555)
Allowance for doubtful account (Reversal of)	5,093	(2,669)	-	-
Amortisation of advance payments to a specialist	25,000	25,000	4,688	4,688
Allowance for decline in value of inventories (Reversal of)	18,628	(10,800)	-	-
Gain on disposal of other long-term investment	-	(7,420)	-	-
Reversal of gain on fair value of other non-current assets	-	68,281	-	-
Impairment loss on intangible assets	-	4,793	-	-
Loss on disposal of investment property	185	-	-	-
Loss (gain) on disposal and write-off of property, plant and equipment and intangible assets	(113,746)	7,898	(1)	(482)
Impairment loss on property, plant and equipment	672,756	33,997	-	-
Dividend income	(11,387)	(2,644)	(11,813,221)	(8,438,495)
Employee benefit expenses	138,477	123,012	12,480	11,377
Expense in relation to long-term incentive plan	25,126	8,385	7,616	8,385
Insurance claim from fire incident	(774,113)	-	-	-
Share of profit of investments in associates, net of income tax	(1,542,564)	(2,345,207)	-	-
Income tax expense	2,595,108	2,800,575	23,521	243,970
	15,707,913	17,661,022	1,953,655	2,353,454
<i>Changes in operating assets and liabilities</i>				
Trade accounts receivable	(1,631,770)	(936,230)	(234,679)	(286,475)
Other receivables from related parties	(143,110)	3,375	12,895	(22,079)
Other receivables	(554,039)	(427,859)	(118,238)	(16,153)
Inventories	603,478	511,254	-	-
Other current assets	1,409,219	(1,225,520)	(67,714)	(4,747)
Trade accounts payable	260,466	1,123,788	-	-
Other payables to related parties	(41,521)	(1,387)	(246,301)	169,191
Other payables	749,765	(380,877)	(59,476)	(89,180)
Other current liabilities	(701,028)	170,306	8,363	(263,602)
Employee benefit paid	(155,923)	(193,707)	(12,654)	(5,662)
Other non-current liabilities	(18,556)	5,255	-	27
Cash generated from operating activities	15,484,894	16,309,420	1,235,851	1,834,774
Income tax paid	(4,240,342)	(1,937,779)	(155,441)	(205,600)
Net cash from operating activities	11,244,552	14,371,641	1,080,410	1,629,174

Thai Beverage Public Company Limited and its Subsidiaries
Statements of cash flows (Unaudited)

	(Unit : Thousand Baht)			
	Consolidated		Separate	
	financial statements		financial statements	
	Six-month period ended		Six-month period ended	
	31 March		31 March	
	2018	2017	2018	2017
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Cash flows from investing activities				
Interest received	178,618	22,669	408,588	189,050
Dividends received	1,721,722	1,558,726	11,813,221	8,438,495
Decrease in current investments	2,728,806	3,659	-	-
Increase in loans to related parties	-	-	(32,153,442)	(7,821,900)
Decrease in loans to related parties	-	-	29,230,680	6,689,500
Cash outflow on investment in subsidiaries	-	-	(130,438,090)	(50,995)
Cash inflow on investments in indirect subsidiary	502,994	9,467	-	-
Cash inflow on disposal of other long-term investment	-	42,420	-	-
Sale of investing property	229	-	-	-
Purchase of property, plant and equipment	(1,917,602)	(2,846,310)	(50,787)	(18,391)
Sale of property, plant and equipment	130,796	71,468	1	586
Purchase of intangible assets	(27,165)	(26,798)	(563)	(4,281)
Sale of intangible assets	228	1,482	-	90
Increase in leasehold rights	77,262	-	-	-
Increase in other non-current assets	(241,119)	(9,031)	-	-
Cash outflow on acquisition of businesses	(186,290,044)	-	-	-
Net cash from (used in) investing activities	(183,135,275)	(1,172,248)	(121,190,392)	7,422,154
Cash flows from financing activities				
Interest paid	(1,424,725)	(367,356)	(1,850,154)	(909,421)
Deferred financing cost paid	(360,622)	-	(255,063)	-
Dividends paid to owners of the Company	(11,802,321)	(10,044,010)	(11,802,321)	(10,044,010)
Dividends paid to non-controlling interests	(108,929)	(53,525)	-	-
Bank overdrafts	1,278	(1,060,589)	-	-
Proceeds from short-term loans from financial institutions	76,983,506	14,118,960	75,700,000	12,550,000
Repayment of short-term loans from financial institutions	(76,917,031)	(10,564,296)	(75,700,000)	(10,350,000)
Proceeds from short-term loans from related parties	-	-	43,936,241	22,328,500
Repayment of short-term loans from related parties	(4,500)	-	(38,202,949)	(17,112,800)
Repayment from long-term loans from related parties	-	-	(6,093,464)	-
Proceeds from debentures	50,000,000	-	50,000,000	-
Proceeds from long-term loans from financial institutions	163,819,448	8,000,000	100,000,000	8,000,000
Repayment of long-term loans from financial institutions	(17,837,624)	(15,554,877)	(15,000,000)	(15,000,000)
Net cash from (used in) financing activities	182,348,480	(15,525,693)	120,732,290	(10,537,731)
Net increase (decrease) in cash and cash equivalents	10,457,757	(2,326,300)	622,308	(1,486,403)
Cash and cash equivalents at 1 October	9,929,210	5,059,219	6,848,862	1,734,302
Foreign currency translation differences for foreign operations	32,039	(233,896)	-	-
Cash and cash equivalents at 31 March	20,419,006	2,499,023	7,471,170	247,899
Non-cash items				
Payable for acquisition of assets	1,331,228	575,512	1,773	1,497

(d) (i) A statement (for the issuer and group) showing either (i) all changes in equity or (ii) changes in equity other than those arising from capitalisation issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year.

Thai Beverage Public Company Limited and its Subsidiaries

Statement of changes in equity (Unaudited)

(Unit : Thousand Baht)

	Consolidated financial statements													
	Issued and paid-up share capital	Difference arising from common control transactions	Premium on ordinary shares	Retained earnings		Other capital reserves- share-based payment	Translation foreign operations	Revaluation surplus	Fair value changes in available-for-sale investments	Share of other comprehensive income of associates	Total other components of equity	Equity attributable to owners of the Company	Non-controlling interests	Total equity
				Legal reserve	Unappropriated									
Six-month period ended 31 March 2017														
Balance at 1 October 2016	25,110,025	(19,718,440)	17,215,737	2,900,000	86,796,632	-	(858,727)	5,115,654	11,593	3,497,326	7,765,846	120,069,800	3,642,450	123,712,250
Transactions with owners, recorded directly in equity														
<i>Distributions to owners of the Company</i>														
Expense in relation to long-term incentive plan	-	-	-	-	-	8,385	-	-	-	-	8,385	8,385	-	8,385
Dividends to owners of the Company	-	-	-	-	(10,044,010)	-	-	-	-	-	-	(10,044,010)	(53,525)	(10,097,535)
Total distributions to owners of the Company	-	-	-	-	(10,044,010)	8,385	-	-	-	-	8,385	(10,035,625)	(53,525)	(10,089,150)
Acquisition of non-controlling interest	-	-	-	-	-	-	-	-	-	-	-	-	9,467	9,467
Total transactions with owners, recorded directly in equity	-	-	-	-	(10,044,010)	8,385	-	-	-	-	8,385	(10,035,625)	(44,058)	(10,079,683)
Comprehensive income for the period														
Profit	-	-	-	-	14,272,129	-	-	-	-	-	-	14,272,129	49,454	14,321,583
Other comprehensive income	-	-	-	-	(141)	-	(2,228,722)	(113,140)	1,368	701,785	(1,638,709)	(1,638,850)	432	(1,638,418)
Total comprehensive income for the period	-	-	-	-	14,271,988	-	(2,228,722)	(113,140)	1,368	701,785	(1,638,709)	12,633,279	49,886	12,683,165
Balance at 31 March 2017	25,110,025	(19,718,440)	17,215,737	2,900,000	91,024,610	8,385	(3,087,449)	5,002,514	12,961	4,199,111	6,135,522	122,667,454	3,648,278	126,315,732

Thai Beverage Public Company Limited and its Subsidiaries

Statement of changes in equity (Unaudited)

(Unit : Thousand Baht)

	Consolidated financial statements															
	Issued and paid-up share capital	Difference arising from common control transactions	Premium on ordinary shares	Retained earnings		Other components of equity							Equity attributable to owners of the Company	Non-controlling interests	Total equity	
				Legal reserve	Unappropriated	Other capital reserves- share-based payment	Translation foreign operations	Revaluation surplus	Fair value changes in available-for-sale investments	Share of other comprehensive income of associates	Total other components of equity					
Six-month period ended 31 March 2018																
Balance at 1 October 2017	25,110,025	(19,718,440)	17,215,737	2,900,000	106,085,610	33,541	(3,132,810)	5,002,515	9,678	(4,725,850)	(2,812,926)	128,780,006	3,732,997	132,513,003		
Transactions with owners, recorded directly in equity																
<i>Distributions to owners of the Company</i>																
Expense in relation to long-term incentive plan	1,296	-	26,258	-	-	(2,428)	-	-	-	-	(2,428)	25,126	-	25,126		
Dividends to owners of the Company	-	-	-	-	(11,802,321)	-	-	-	-	-	-	(11,802,321)	(108,929)	(11,911,250)		
Total distributions to owners of the Company	1,296	-	26,258	-	(11,802,321)	(2,428)	-	-	-	-	(2,428)	(11,777,195)	(108,929)	(11,886,124)		
<i>Changes in ownership interests in subsidiaries</i>																
Acquisition of non-controlling interests without a change in control	-	-	-	-	305	-	-	-	-	-	-	305	502,994	503,299		
Acquisition of non-controlling interests through business combination	-	-	-	-	-	-	-	-	-	-	-	-	11,972,015	11,972,015		
Total changes in ownership interests in subsidiaries	-	-	-	-	305	-	-	-	-	-	-	305	12,475,009	12,475,314		
Total transactions with owners, recorded directly in equity	1,296	-	26,258	-	(11,802,016)	(2,428)	-	-	-	-	(2,428)	(11,776,890)	12,366,080	589,190		
Comprehensive income for the period																
Profit	-	-	-	-	9,256,449	-	-	-	-	-	-	9,256,449	1,194,286	10,450,735		
Other comprehensive income	-	-	-	-	61	-	(219,872)	-	(579)	(1,453,040)	(1,673,491)	(1,673,430)	(41,861)	(1,715,291)		
Total comprehensive income for the period	-	-	-	-	9,256,510	-	(219,872)	-	(579)	(1,453,040)	(1,673,491)	7,583,019	1,152,425	8,735,444		
Balance at 31 March 2018	25,111,321	(19,718,440)	17,241,995	2,900,000	103,540,104	31,113	(3,352,682)	5,002,515	9,099	(6,178,890)	(4,488,845)	124,586,135	17,251,502	141,837,637		

Thai Beverage Public Company Limited and its Subsidiaries

Statement of changes in equity (Unaudited)

(Unit : Thousand Baht)

	Separate financial statements					Other components	Total equity
	Issued and paid-up share capital	Difference arising from common control transactions	Premium on ordinary shares	Retained earnings		of equity	
				Legal reserve	Unappropriated	Other capital reserves- share-based payment	
Six-month period ended 31 March 2017							
Balance at 1 October 2016	25,110,025	31,035	17,215,737	2,900,000	37,596,424	-	82,853,221
Transactions with owners, recorded directly in equity							
Expense in relation to long-term incentive plan	-	-	-	-	-	8,385	8,385
Dividends to owners of the Company	-	-	-	-	(10,044,010)	-	(10,044,010)
Total transactions with owners, recorded directly in equity	-	-	-	-	(10,044,010)	8,385	(10,035,625)
Comprehensive income for the period							
Profit	-	-	-	-	9,645,497	-	9,645,497
Other comprehensive income	-	-	-	-	-	-	-
Total comprehensive income for the period	-	-	-	-	9,645,497	-	9,645,497
Balance at 31 March 2017	25,110,025	31,035	17,215,737	2,900,000	37,197,911	8,385	82,463,093

Thai Beverage Public Company Limited and its Subsidiaries

Statement of changes in equity (Unaudited)

(Unit : Thousand Baht)

	Separate financial statements						Total equity
	Issued and paid-up share capital	Difference arising from common control transactions	Premium on ordinary shares	Retained earnings		Other components of equity	
				Legal reserve	Unappropriated	Other capital reserves- share-based payment	
Six-month period ended 31 March 2018							
Balance at 1 October 2017	25,110,025	31,035	17,215,737	2,900,000	39,984,527	33,541	85,274,865
Transactions with owners, recorded directly in equity							
Expense in relation to long-term incentive plan	1,296	-	26,258	-	-	(2,428)	25,126
Dividends to owners of the Company	-	-	-	-	(11,802,321)	-	(11,802,321)
Total transactions with owners, recorded directly in equity	1,296	-	26,258	-	(11,802,321)	(2,428)	(11,777,195)
Comprehensive income for the period							
Profit	-	-	-	-	12,056,382	-	12,056,382
Other comprehensive income	-	-	-	-	-	-	-
Total comprehensive income for the period	-	-	-	-	12,056,382	-	12,056,382
Balance at 31 March 2018	25,111,321	31,035	17,241,995	2,900,000	40,238,588	31,113	85,554,052

- (d) (ii) Details of any changes in the company's share capital arising from rights issue, bonus issue, share buy-backs, exercise of share options or warrants, conversion of other issues of equity securities, issue of shares for cash or as consideration for acquisition or for any other purpose since the end of the previous period reported on. State also the number of shares that may be issued on conversion of all the outstanding convertibles, as well as the number of shares held as treasury shares, if any, against the total number of issued shares excluding treasury shares of the issuer, as at the end of the current financial period reported on and as at the end of the corresponding period of the immediately preceding financial year.

As at 31 March 2018, the Company's issued and fully paid-up capital (the Company has no treasury shares) comprises 25,111,320,600 ordinary shares. There was an increase in the Company's issued and fully paid-up capital of 1,295,600 shares since 30 September 2017, being the end of the immediately preceding financial period reported on.

ThaiBev Long Term Incentive Plan ("LTIP")

As at 31 March 2018, the number of shares comprised in contingent awards granted under the LTIP, which shares have not been issued, was 6,908,680 shares (*30 September 2017: 3,891,135 shares*). Under the LTIP, the final number of shares to be issued will depend on the achievement of certain pre-determined targets, other terms and conditions and the rules of the LTIP, and will range from 0% to 120% of the initial number of shares stated in the said contingent award, and is further subject to a 3-year vesting period.

- (d) (iii) To show the total number of issued shares excluding treasury shares as at the end of the current financial period and as at the end of the immediately preceding year.

	31 March 2018	30 September 2017
Total number of shares	25,111,320,600	25,110,025,000

- (d) (iv) A statement showing all sales, transfers, disposal, cancellation and/or use of treasury shares as at the end of the current financial period reported on.

N/A

2. Whether the figures have been audited or reviewed, and in accordance with which auditing standard or practice.

The figures have been reviewed by the company's auditor in accordance with Thai Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity".

3. Where the figures have been audited or reviewed, the auditors' report (including any qualifications or emphasis of a matter).

Please see page 1 to page 2 of the attached interim financial statements.

4. Whether the same accounting policies and methods of computation as in the issuer's most recently audited annual financial statements have been applied.

The accounting policies and methods of computation applied in these interim financial statements are consistent with those applied in the financial statements for the year ended 30 September 2017.

5. If there are any changes in the accounting policies and methods of computation, including any required by an accounting standard, what has changed, as well as the reasons for, and the effect of, the change.

N/A

6. Earnings per ordinary share of the group for the current period reported on and the corresponding period of the immediately preceding financial year, after deducting any provision for preference dividends:-

	Consolidated financial statements			Consolidated financial statements		
	Three-month period ended			Six-month period ended		
	31 March			31 March		
	2018	2017	Changes + / (-)	2018	2017	Changes + / (-)
Earning per ordinary share of the group based on net profit attributable to shareholders:-						
(a) based on the weighted average number of ordinary shares on issue	0.25	0.26	(4%)	0.37	0.57	(35%)
(b) on a fully diluted basis	0.25	0.26	(4%)	0.37	0.57	(35%)

7. Net asset value (for the issuer and group) per ordinary share based on the total number of issued shares excluding treasury shares of the issuer at the end of the:-

	Consolidated financial statements			Separate financial statements		
	31 March	30 September	Changes	31 March	30 September	Changes
	2018	2017	+ / (-)	2018	2017	+ / (-)
Net asset value per ordinary share based on weighted average number of issued share capital	4.96	5.13	(3.3%)	3.41	3.40	0.3%

Remark: Net asset value = Total equity attributable to equity owners of the company

8. A review of the performance of the group, to the extent necessary for a reasonable understanding of the group's business. It must include a discussion of the following:-

(a) Any significant factors that affected the turnover, costs, and earnings of the group for the current financial period reported on, including (where applicable) seasonal or cyclical factors: and

(b) Any material factors that affected the cash flow, working capital, assets or liabilities of the group during the current financial period reported on.

Thai Beverage Public Company Limited

Management Discussion and Analysis

Performance for the second quarter and six-month period ended 31 March 2018

In the second quarter ended 31 March 2018, the company completed an acquisition of 75% shareholding interest in Havi Logistic Co., Ltd. ("Havi"), which operates logistic businesses for food services in Thailand, by Thai Beverage Logistics Co., Ltd., a wholly owned subsidiary of the Company on 28 February 2018. The Company has included the assets and liabilities of Havi in the consolidated statements of financial position and the results of operations and cash flows in the consolidated statement of income and cash flows respectively from March 2018 onwards. Havi's operations were recognized under the food business segment. The results of operations and cash flows of Sabeco were already included in the consolidated statements of income and cash flows respectively in the second quarter.

Effective from 26 January 2018, all alcoholic beverages and tobacco products, both imported and domestically produced, have been charged an additional 2% of excise tax by law to contribute to the Elderly Fund.

In the first quarter ended 31 December 2017, the Company completed 4 acquisitions of (1) a 76% shareholding interest in Spice of Asia Co., Ltd. (SOA) on 3 October 2017 to operate 10 stores of restaurants serving hotpot and Thai food, (2) a 75% shareholding interest in Myanmar Supply Chain and Marketing Services Co., Ltd. and Myanmar Distillery Co., Ltd. (MSC & MDC), which incorporated in the Republic of the Union of Myanmar, on 12 October 2017 to operate spirits business in Myanmar, (3) 252 existing KFC stores in Thailand by The QSR of Asia Co., Ltd. (QSA), a wholly-owned subsidiary of the Company on 1 December 2017 and (4) a 53.59% shareholding interest in Saigon Beer – Alcohol – Beverage Joint Stock Corporation (Sabeco), a company incorporated in The Socialist Republic of Vietnam and currently listed in Ho Chi Minh Stock Exchange (HOSE), on 29 December 2017 to operate mainly in beer business. The Company has included the assets and liabilities of SOA, MSC & MDC and QSA in the consolidated statements of financial position as at 31 December 2017. The results of operations and cash flows for the period of October to December 2017 of SOA, MSC & MDC and QSA were included in the consolidated statements of income and cash flows, respectively. Due to the acquisition of Sabeco was incurred close to the end of December 2017, only assets and liabilities were included in the consolidated statements of financial position of the first quarter, but results of operations and cash flows were included in the consolidated statements of income and cash flows of the second quarter ended 31 March 2018 onwards. SOA and QSA's operations were recognized under food business. MSC & MDC's operations were recognized under spirits business. Sabeco's operations were recognized under beer business.

The Company obtained bridging loans from various local and foreign banks to fund the acquisition in the first quarter ended 31 December 2017. The Company has managed to take out short term debts to long term debts in March 2018 about Baht 50,000 million which lowered short term debts and turned current ratio from under 1.0 in last quarter to be over 1.0 in this quarter.

The new Excise Tax Act is effective from 16 September 2017. The key change to alcoholic beverages is the tax collection method based on a suggested retail price instead of the last wholesale price. However, the excise tax calculation is still based on both ad valorem rates (a percentage of suggested retail price) and specific rates (Baht per litre of pure alcohol content). The excise tax rate is also changed per below:

Beer,

Prior: 155 Baht per litre of pure alcohol content and 48% of the last wholesale price exclude VAT.

New: 430 Baht per litre of pure alcohol content and 22% of the suggested retail price exclude VAT.

White spirits,

Prior: 145 Baht per litre of pure alcohol content and 4% of the last wholesale price exclude VAT.

New: 155 Baht per litre of pure alcohol content and 2% of the suggested retail price exclude VAT.

Other distilled liquor,

Prior: 250 Baht per litre of pure alcohol content and 25% of the last wholesale price exclude VAT.

New: 255 Baht per litre of pure alcohol content and 20% of the suggested retail price exclude VAT.

For non-alcoholic beverages; artificial mineral water, soda water, carbonated soft drink, fruit and vegetable juice which have no alcohol or have alcohol content not exceed 0.5% and are in airtight packaging, the key change is the tax collection method based on a suggested retail price instead of the ex-factory price and the excise sugar tax which is implemented for the first time ever. The excise tax is based on both ad valorem rates (a percentage of suggested retail price) and specific rates (Baht per gram of sugar content). The beverage with over 6 grams of sugar per 100 ml. will be subject to the new specific sugar tax which the rate will be increased every two years until 1 October 2023 onwards.

Performance for the second quarter ended 31 March 2018

Group

2nd Quarter ended 31/03/2018	ThaiBev	F&N/FPL	Total (Million:THB)
Sales	67,603	-	67,603
Gross profit	19,839	-	19,839
EBITDA	11,337	560	11,897
Net profit	6,948	485	7,433
Attributable Profit By Business:			
Spirit	5,696	-	5,696
Beer	307	-	307
Non-Alcohol	(351)	-	(351)
Food	209	-	209
Non- recurring cost relating to business acquisition	(1)	-	(1)
F&N/FPL	-	485	485

2 nd Quarter ended 31/03/2017	ThaiBev	F&N/FPL	Total (Million:THB)
Sales	50,347	-	50,347
Gross profit	15,549	-	15,549
EBITDA	8,789	493	9,282
Net profit	6,228	351	6,579

Attributable Profit By Business:	6,206	351	6,557
Spirit	5,541	-	5,541
Beer	923	-	923
Non-Alcohol	(286)	-	(286)
Food	28	-	28
Non- recurring cost relating to business acquisition	-	-	-
F&N/FPL	-	351	351

Increase (decrease)	ThaiBev	F&N/FPL	Total (Million:THB)
Sales	17,256	-	17,256
Gross profit	4,290	-	4,290
EBITDA	2,548	67	2,615
Net profit	720	134	854

Attributable Profit By Business:	(346)	134	(212)
Spirit	155	-	155
Beer	(616)	-	(616)
Non-Alcohol	(65)	-	(65)
Food	181	-	181
Non- recurring cost relating to business acquisition	(1)	-	(1)
F&N/FPL	-	134	134

% Increase (decrease)	ThaiBev	F&N/FPL	Total (%)
Sales	34.3	-	34.3
Gross profit	27.6	-	27.6
EBITDA	29.0	13.6	28.2
Net profit	11.6	38.2	13.0

Attributable Profit By Business:	(5.6)	38.2	(3.2)
Spirit	2.8	-	2.8
Beer	(66.7)	-	(66.7)
Non-Alcohol	(22.7)	-	(22.7)
Food	646.4	-	646.4
Non- recurring cost relating to business acquisition	-	-	-
F&N/FPL	-	38.2	38.2

For the second quarter ended 31 March 2018, total sales revenue of the Company was Baht 67,603 million, an increase of 34.3 % or Baht 17,256 million, from Baht 50,347 million of the corresponding period of last year. This was due to an increase in sales of spirits business of 14.3%, beer business of 74.4% , and food business of 107.7 % although there was a decrease in sales of non-alcoholic beverages business of 4.8%

Gross profit was Baht 19,839 million, an increase of 27.6 % or Baht 4,290 million, from Baht 15,549 million of the corresponding period of last year. This was due to an increase in gross profit of spirits business of 14.9 % , beer business of 58.7%, food business of 110.3 % although there was a decrease in gross profit of non-alcoholic beverages business of 6.7 %.

Earnings before interest, tax, depreciation and amortization (EBITDA) was Baht 11,897 million, an increase of 28.2% or Baht 2,615 million, from Baht 9,282 million of the corresponding period of last year. This was due to an increase in EBITDA of spirits business of 9.3%, beer business of 127.4%, food business of 169.7% and F&N/FPL of 13.6 % although there was an increase in EBITDA loss of non-alcoholic beverages business of 246.4% and a non-recurring expenses related to Havi acquisition of Baht 1 million. EBITDA excluding F&N/FPL was Baht 11,337 million, an increase of 29.0 % or Baht 2,548 million. EBITDA excluding a non-recurring expenses related to Havi acquisition was Baht 11,898 million, an increase of 28.2% or Baht 2,616 million.

Net profit was Baht 7,433 million, an increase of 13.0 % or Baht 854 million, from Baht 6,579 million of the corresponding period of last year. This was due to an increase in net profit of spirits business of 9.2%, beer business of 10.7%, food business of 520.0 % and F&N/FPL of 38.2% although there was an increase in net loss of non-alcoholic beverages business of 25.0% and a non-recurring expenses related to Havi acquisition of Baht 1 million. Net profit excluding F&N/FPL was Baht 6,948 million, an increase of 11.6 % or Baht 720 million. Net profit excluding a non-recurring expenses related to Havi acquisition was Baht 7,434 million, an increase of 13.0% or Baht 855 million.

Attributable Profit to shareholders of the Company was Baht 6,345 million, a decrease of 3.2% or Baht 212 million, from Baht 6,557 million of the corresponding period of last year. This was due to a decrease in attributable profit of beer business of 66.7%, an increase in attributable loss of non-alcoholic beverages business of 22.7% and a non-recurring expenses related to Havi acquisition of Baht 1 million although there was an increase in attributable profit of spirits business of 2.8%, food business of 646.4% and F&N/FPL of 38.2%. Attributable profit excluding a non-recurring expenses related to Havi acquisition was Baht 6,346 million, a decrease of 3.2% or Baht 211 million.

Unit: Million Baht

Q2 2018

	Spirits	% to Sales	Beer	% to Sales	Non-alcoholic beverages	% to Sales	Food	% to Sales	Eliminate	% to Sales	Total	% to Sales
Revenue from sales	33,043	100.0	27,077	100.0	4,089	100.0	3,421	100.0	(27)	100.0	67,603	100.0
Cost of sales	21,896	66.3	21,321	78.7	2,718	66.5	1,846	54.0	(17)	63.0	47,764	70.7
Gross profit	11,147	33.7	5,756	21.3	1,371	33.5	1,575	46.0	(10)	37.0	19,839	29.3
Selling expenses	1,918	5.8	2,887	10.7	1,525	37.3	616	18.0	(24)	88.9	6,922	10.2
Administrative expenses	1,726	5.2	1,068	3.9	492	12.0	656	19.2	(14)	51.9	3,928	5.8
Operating profit (loss)	7,503	22.7	1,801	6.7	(646)	(15.8)	303	8.9	28	(103.7)	8,989	13.3
Other income/ Interest income	134	0.4	428	1.6	188	4.6	12	0.4	(28)	103.7	734	1.1
EBIT (loss)	7,637	23.1	2,229	8.2	(458)	(11.2)	315	9.2	-	-	9,723	14.4
Finance costs	197	0.6	860	3.2	46	1.1	51	1.5	-	-	1,154	1.7
Income tax	1,390	4.2	347	1.3	(164)	(4.0)	47	1.4	-	-	1,620	2.4
Net Profit (loss) exclude F&N/FPL and non-recurring expenses	6,050	18.3	1,022	3.8	(340)	(8.3)	217	6.3	-	-	6,949	10.3
Depreciation & Amortization	409	1.2	688	2.5	361	8.8	157	4.6	-	-	1,615	2.4
EBITDA (loss) exclude F&N/FPL, and non-recurring expenses	8,046	24.4	2,917	10.8	(97)	(2.4)	472	13.8	-	-	11,338	16.8
Non-recurring cost relating to business acquisition											(1)	(0.0)
Finance cost relating to Sabeco acquisition before results taking											-	-
Total non-recurring Cost											(1)	(0.0)
Net Profit (loss) exclude F&N/FPL											6,948	10.3
EBITDA (loss) exclude F&N/FPL											11,337	16.8
F&N/FPL results:												
Operating results											560	0.8
Finance costs											(75)	(0.1)
F&N/FPL Net Profit											485	0.7
Net Profit											7,433	11.0
F&N/FPL EBITDA											560	0.8
EBITDA											11,897	17.6
Attributable profit(loss) to Shareholders of the Company exclude F&N/FPL & non-recurring expenses	5,696	17.2	307	1.1	(351)	(8.6)	209	6.1	-	-	5,861	8.7
Attributable profit to Shareholders of the Company exclude non-recurring expenses											6,346	9.4

Unit: Million Baht

Q2 2017

	Spirits	% to Sales	Beer	% to Sales	Non-alcoholic beverages	% to Sales	Food	% to Sales	Eliminate	% to Sales	Total	% to Sales
Revenue from sales	28,898	100.0	15,522	100.0	4,293	100.0	1,647	100.0	(13)	100.0	50,347	100.0
Cost of sales	19,196	66.4	11,895	76.6	2,823	65.8	898	54.5	(14)	107.7	34,798	69.1
Gross profit	9,702	33.6	3,627	23.4	1,470	34.2	749	45.5	1	(7.7)	15,549	30.9
Selling expenses	1,335	4.6	1,951	12.6	1,449	33.8	217	13.2	(17)	130.8	4,935	9.8
Administrative expenses	1,450	5.0	654	4.2	592	13.8	503	30.5	(9)	69.2	3,190	6.3
Operating profit (loss)	6,917	23.9	1,022	6.6	(571)	(13.3)	29	1.8	27	(207.7)	7,424	14.7
Other income/ Interest income	49	0.2	64	0.4	184	4.3	17	1.0	(27)	207.7	287	0.6
EBIT (loss)	6,966	24.1	1,086	7.0	(387)	(9.0)	46	2.8	-	-	7,711	15.3
Finance costs	44	0.2	10	0.1	34	0.8	2	0.1	-	-	90	0.2
Income tax	1,380	4.8	153	1.0	(149)	(3.5)	9	0.5	-	-	1,393	2.8
Net Profit (loss) exclude F&N/FPL and non-recurring expenses	5,542	19.2	923	5.9	(272)	(6.3)	35	2.1	-	-	6,228	12.4
Depreciation & Amortization	393	1.4	197	1.3	359	8.4	129	7.8	-	-	1,078	2.1
EBITDA (loss) exclude F&N/FPL, and non-recurring expenses	7,359	25.5	1,283	8.3	(28)	(0.7)	175	10.6	-	-	8,789	17.5
Non-recurring cost relating to business acquisition											-	-
Finance cost relating to Sabeco acquisition before results taking											-	-
Net Profit (loss) exclude F&N/FPL											6,228	12.4
EBITDA (loss) exclude F&N/FPL											8,789	17.5
F&N/FPL results:												
Operating results											493	1.0
Finance costs											(142)	(0.3)
F&N/FPL Net Profit											351	0.7
Net Profit											6,579	13.1
F&N/FPL EBITDA											493	1.0
EBITDA											9,282	18.4
Attributable profit(loss) to Shareholders of the Company exclude F&N/FPL & non-recurring expenses	5,541	19.2	923	5.9	(286)	(6.7)	28	1.7	-	-	6,206	12.3
Attributable profit to Shareholders of the Company exclude non-recurring expenses											6,557	13.0

Unit: Million Baht

	Increase(Decrease)											
	Spirits	% to Sales	Beer	% to Sales	Non-alcoholic beverages	% to Sales	Food	% to Sales	Eliminate	% to Sales	Total	% to Sales
Revenue from sales	4,145	14.3	11,555	74.4	(204)	(4.8)	1,774	107.7	(14)	(107.7)	17,256	34.3
Cost of sales	2,700	14.1	9,426	79.2	(105)	(3.7)	948	105.6	(3)	(21.4)	12,966	37.3
Gross profit	1,445	14.9	2,129	58.7	(99)	(6.7)	826	110.3	(11)	(1,100.0)	4,290	27.6
Selling expenses	583	43.7	936	48.0	76	5.2	399	183.9	(7)	(41.2)	1,987	40.3
Administrative expenses	276	19.0	414	63.3	(100)	(16.9)	153	30.4	(5)	(55.6)	738	23.1
Operating profit (loss)	586	8.5	779	76.2	(75)	(13.1)	274	944.8	1	3.7	1,565	21.1
Other income/ Interest income	85	173.5	364	568.8	4	2.2	(5)		(1)	(3.7)	447	155.7
EBIT (loss)	671	9.6	1,143	105.2	(71)	(18.3)	269	584.8	-	-	2,012	26.1
Finance costs	153	347.7	850	8,500.0	12	35.3	49	2,450.0	-	-	1,064	1,182.2
Income tax	10	0.7	194	126.8	(15)	(10.1)	38	422.2	-	-	227	16.3
Net Profit (loss) exclude F&N/FPL and non-recurring expenses	508	9.2	99	10.7	(68)	(25.0)	182	520.0	-	-	721	11.6
Depreciation & Amortization	16	4.1	491	249.2	2	0.6	28	21.7	-	-	537	49.8
EBITDA (loss) exclude F&N/FPL, and non-recurring expenses	687	9.3	1,634	127.4	(69)	(246.4)	297	169.7	-	-	2,549	29.0
Non-recurring cost relating to business acquisition											(1)	-
Finance cost relating to Sabeco acquisition before results taking											-	-
Total non-recurring Cost											(1)	-
Net Profit (loss) exclude F&N/FPL											720	11.6
EBITDA (loss) exclude F&N/FPL											2,548	29.0
F&N/FPL results:												
Operating results											67	13.6
Finance costs											67	47.2
F&N/FPL Net Profit											134	38.2
Net Profit											854	13.0
F&N/FPL EBITDA											67	13.6
EBITDA											2,615	28.2
Attributable profit(loss) to Shareholders of the Company exclude F&N/FPL & non-recurring expenses	155	2.8	(616)	(66.7)	(65)	(22.7)	181	646.4	-	-	(345)	(5.6)
Attributable profit to Shareholders of the Company exclude non-recurring expenses											(211)	(3.2)

Spirits Business

For the second quarter ended 31 March 2018, sales revenue was Baht 33,043 million, an increase of Baht 4,145 million, or 14.3%. Total sales volume of spirits including MSC & MDC's spirits was 186.9 million litres, an increase of 17.7%. Sales volume excluding MSC & MDC's spirits was 159.9 million litres, an increase of 0.7%. Total sales volume of soda was 13.4 million litres, an increase of 0.8%.

Gross profit was Baht 11,147 million, an increase of Baht 1,445 million or 14.9%. This was mainly due to an increase of sales volume.

Earnings before interest, tax, depreciation and amortization (EBITDA) was Baht 8,046 million, an increase of Baht 687 million or 9.3%. This was mainly due to an increase in gross profit although there was an increase in advertising and promotion expenses and staff costs.

Net profit was Baht 6,050 million, an increase of Baht 508 million or 9.2%. This was mainly due to an increase in EBITDA.

Attributable Profit to shareholders of the Company was Baht 5,696 million, an increase of Baht 155 million, or 2.8%. This was mainly due to an increase in net profit from MSC & MDC's spirits although there was a decrease in net profit from the Company existing spirits.

Beer Business

For the second quarter ended 31 March 2018, sales revenue was Baht 27,077 million, an increase of Baht 11,555 million, or 74.4%. Total sales volume of beer including Sabeco's beer was 579.6 million litres, an increase of 153.3%. Sales volume excluding Sabeco's beer was 205.2 million litres, a decrease of 10.3%.

Gross profit was Baht 5,756 million, an increase of Baht 2,129 million, or 58.7% . This was mainly due to an increase in sales volume.

Earnings before interest, tax, depreciation and amortization (EBITDA) was Baht 2,917 million, an increase of Baht 1,634 million, or 127.4%. This was mainly due to an increase in gross profit although there was an increase in advertising and promotion expenses and staff costs.

Net profit was Baht 1,022 million, an increase of Baht 99 million, or 10.7% . This was mainly due to an increase in EBITDA.

Attributable profit to shareholders of the Company was Baht 307 million, a decrease of Baht 616 million, or 66.7%. This was mainly due to a decrease in net profit from the Company's existing beer although there was an increase in net profit from Sabeco's beer caused from finance cost related to acquisition was lower than the profit.

Non-Alcoholic Beverages Business

For the second quarter ended 31 march 2018, sales revenue was Baht 4,089 million, a decrease of Baht 204 million or 4.8%. This was mainly due to a product mix although there was an increase in sales volume. Total sales volume was 419.2 million litres, an increase of 6.9 million litres or 1.7%. There was an increase in sales volume of drinking water of 23.6 million litres, or 9.1%, carbonated soft drink of 0.6 million litres, or 0.8% although there was a decrease in sales volume of ready to drink tea of 15.4 million litres, or 21.4%, Jubjai of 0.5 million litres, or 5.3%, 100 plus of 0.4 million litres, or 17.5%, energy drink of 0.002 million litres, or 0.2% and others of 0.6 million litres, or 26.3%. Impacts from the fire incident of UHT ready to drink tea production line was fully covered by insurance for property damaged and business interruptions.

Gross profit was Baht 1,371 million, a decrease of Baht 99 million or 6.7% . This was mainly due to a product mix.

Earnings before interest, tax, depreciation and amortization (EBITDA) loss was Baht 97 million, an increase of Baht 69 million or 246.4% from EBITDA loss of Baht 28 million. This was mainly due to a decrease in gross profit.

Net loss was Baht 340 million, an increase of Baht 68 million or 25.0% from net loss of Baht 272 million. This was mainly due to an increase in EBITDA loss.

Attributable loss to shareholders of the Company was Baht 351 million, an increase of Baht 65 million, or 22.7%. This was mainly due to an increase in net loss.

Food Business

For the second quarter ended 31 march 2018, sales revenue was Baht 3,421 million, an increase of Baht 1,774 million or 107.7%. This was mainly due to an increase in the number of restaurants from SOA&QSA.

Gross profit was Baht 1,575 million, an increase of Baht 826 million or 110.3%. This was mainly due to an increase in sales.

Earnings before interest, tax, depreciation and amortization (EBITDA) was Baht 472 million, an increase of Baht 297 million or 169.7%. This was mainly due to an increase in gross profit.

Net profit was Baht 217 million, an increase of Baht 182 million, or 520.0%. This was mainly due to an increase in EBITDA.

Attributable profit to shareholders of the Company was Baht 209 million, an increase of Baht 181 million, or 646.4%. This was mainly due to an increase in net profit.

Performance for the six-month period ended 31 march 2018

6 months of 2018 (Oct 17-Mar 18)	ThaiBev	F&N/FPL	Total (Million:THB)
Sales	113,207	-	113,207
Gross profit	33,727	-	33,727
EBITDA	16,135	1,352	17,487
Net profit	9,284	1,167	10,451

Attributable Profit By Business:	8,089	1,167	9,256
Spirit	9,532	-	9,532
Beer	1,306	-	1,306
Non-Alcohol	(597)	-	(597)
Food	307	-	307
Non- recurring cost relating to business acquisition	(2,459)	-	(2,459)
F&N/FPL	-	1,167	1,167

6 months of 2017 (Oct 16-Mar 17)	ThaiBev	F&N/FPL	Total (Million:THB)
Sales	97,176	-	97,176
Gross profit	29,847	-	29,847
EBITDA	17,510	2,275	19,785
Net profit	12,366	1,956	14,322

Attributable Profit By Business:	12,316	1,956	14,272
Spirit	10,653	-	10,653
Beer	2,183	-	2,183
Non-Alcohol	(553)	-	(553)
Food	33	-	33
Non- recurring cost relating to business acquisition	-	-	-
F&N/FPL	-	1,956	1,956

	ThaiBev	F&N/FPL	Total (Million:THB)
Increase (decrease)			
Sales	16,031	-	16,031
Gross profit	3,880	-	3,880
EBITDA	(1,375)	(923)	(2,298)
Net profit	(3,082)	(789)	(3,871)

Attributable Profit By Business:	(4,227)	(789)	(5,016)
Spirit	(1,121)	-	(1,121)
Beer	(877)	-	(877)
Non-Alcohol	(44)	-	(44)
Food	274	-	274
Non- recurring cost relating to business acquisition	(2,459)	-	(2,459)
F&N/FPL	-	(789)	(789)

	ThaiBev	F&N/FPL	Total (%)
% Increase (decrease)			
Sales	16.5	-	16.5
Gross profit	13.0	-	13.0
EBITDA	(7.9)	(40.6)	(11.6)
Net profit	(24.9)	(40.3)	(27.0)

Attributable Profit By Business:	(34.3)	(40.3)	(35.1)
Spirit	(10.5)	-	(10.5)
Beer	(40.2)	-	(40.2)
Non-Alcohol	(8.0)	-	(8.0)
Food	830.3	-	830.3
Non- recurring cost relating to business acquisition	-	-	-
F&N/FPL	-	(40.3)	(40.3)

For the first six months of 2018, total sales revenue of the Company was Baht 113,207 million, an increase of Baht 16,031 or 16.5%, from Baht 97,176 million of the corresponding period of last year. This was due to an increase in sales of spirits business of 4.7%, beer business of 35.8%, non-alcoholic beverages business of 0.3% and food business of 75.1%.

Gross profit was Baht 33,727 million, an increase of 13.0% or Baht 3,880 million, from Baht 29,847 million of the corresponding period of last year. This was due to an increase in gross profit of spirits business of 5.6%, beer business of 26.0% and food business of 79.3% although there was a decrease in non-alcoholic beverages business of 5.0%.

Earnings before interest, tax, depreciation and amortization (EBITDA) was Baht 17,487 million, a decrease of 11.6 % or Baht 2,298 million, from Baht 19,785 million of the corresponding period of last year. This was due to a decrease in EBITDA of spirits business of 4.5%, non-alcoholic beverage of 771.4%, F&N/FPL of 40.6% and a non-recurring expenses related to business acquisition of Baht 2,352 million although there was an increase in EBITDA of beer business of 39.6% and food business of 155.1%. EBITDA excluding F&N/FPL and a non-recurring expenses related to business acquisition was Baht 18,487 million, an increase of 5.6% or Baht 977 million. EBITDA excluding F&N/FPL was Baht 16,135 million, a decrease of 7.9% or Baht 1,375 million. EBITDA excluding a

non-recurring expenses related to business acquisition was Baht 19,839 million, an increase of 0.3% or Baht 54 million.

Net profit was Baht 10,451 million, a decrease of 27.0% or Baht 3,871 million, from Baht 14,322 million of the corresponding period of last year. This was due to a decrease in net profit of spirits business of 5.4%, beer business of 12.6%, F&N/FPL of 40.3%, an increase in net loss of non-alcoholic beverages business of 11.0% and a non-recurring expenses related to business acquisition and a finance cost before taking Sabeco results of Baht 2,459 million although there was an increase in net profit of food business of 715.0%. Net profit excluding F&N/FPL, a non-recurring expenses related to business acquisition and a finance cost before taking Sabeco results was Baht 11,743 million, a decrease of 5.0% or Baht 623 million. Net profit excluding F&N/FPL was Baht 9,284 million, a decrease of 24.9% or Baht 3,082 million. Net profit excluding a non-recurring expenses related to business acquisition and a finance cost before taking Sabeco results was Baht 12,910 million, a decrease of 9.9% or Baht 1,412 million.

Attributable profit to shareholders of the Company was Baht 9,256 million, a decrease of 35.1% or Baht 5,016 million, from Baht 14,272 million of the corresponding period of last year. This was due to a decrease in attributable profit of spirits business of 10.5%, beer business of 40.2%, F&N/FPL of 40.3%, an increase in attributable loss of non-alcoholic beverages business of 8.0 % and a non-recurring expenses related to business acquisition and a finance cost before taking Sabeco results of Baht 2,459 million although there was an increase in attributable profit of food business of 830.3%. Attributable profit to shareholders of the Company excluding F&N/FPL, a non-recurring expenses related to business acquisition and a finance cost before taking Sabeco results was Baht 10,548 million, a decrease of 14.4% or Baht 1,768 million. Attributable profit excluding a non-recurring expenses related to business acquisition and a finance cost before Sabeco results was Baht 11,715 million, a decrease of 17.9% or Baht 2,557 million.

Unit: Million Baht

6mthsYTD_Mar_2018

	Spirits	% to Sales	Beer	% to Sales	Non-alcoholic beverages	% to Sales	Food	% to Sales	Eliminate	% to Sales	Total	% to Sales
Revenue from sales	57,812	100.0	41,511	100.0	8,202	100.0	5,749	100.0	(67)	100.0	113,207	100.0
Cost of sales	38,374	66.4	32,543	78.4	5,479	66.8	3,130	54.4	(46)	68.7	79,480	70.2
Gross profit	19,438	33.6	8,968	21.6	2,723	33.2	2,619	45.6	(21)	31.3	33,727	29.8
Selling expenses	3,447	6.0	4,631	11.2	2,846	34.7	986	17.2	(44)	65.7	11,866	10.5
Administrative expenses	3,473	6.0	1,699	4.1	1,648	20.1	1,212	21.1	(36)	53.7	7,996	7.1
Operating profit (loss)	12,518	21.7	2,638	6.4	(1,771)	(21.6)	421	7.3	59	(88.1)	13,865	12.2
Other income/ Interest income	219	0.4	643	1.5	1,009	12.3	22	0.4	(59)	88.1	1,834	1.6
EBIT (loss)	12,737	22.0	3,281	7.9	(762)	(9.3)	443	7.7	-	-	15,699	13.9
Finance costs	321	0.6	880	2.1	90	1.1	70	1.2	-	-	1,361	1.2
Income tax	2,340	4.0	493	1.2	(285)	(3.5)	47	0.8	-	-	2,595	2.3
Net Profit (loss) exclude F&N/FPL and non-recurring expenses	10,076	17.4	1,908	4.6	(567)	(6.9)	326	5.7	-	-	11,743	10.4
Depreciation & Amortization	824	1.4	891	2.1	715	8.7	358	6.2	-	-	2,788	2.5
EBITDA (loss) exclude F&N/FPL, and non-recurring expenses	13,561	23.5	4,172	10.1	(47)	(0.6)	801	13.9	-	-	18,487	16.3
Non-recurring cost relating to business acquisition											(2,352)	(2.1)
Finance cost relating to Sabeco acquisition before results taking											(107)	(0.1)
Total non-recurring Cost											(2,459)	(2.2)
Net Profit (loss) exclude F&N/FPL											9,284	8.2
EBITDA (loss) exclude F&N/FPL											16,135	14.3
F&N/FPL results:												
Operating results											1,352	1.2
Finance costs											(185)	(0.2)
F&N/FPL Net Profit											1,167	1.0
Net Profit											10,451	9.2
F&N/FPL EBITDA											1,352	1.2
EBITDA											17,487	15.4
Attributable profit(loss) to Shareholders of the Company exclude F&N/FPL & non-recurring expenses	9,532	16.5	1,306	3.1	(597)	(7.3)	307	5.3	-	-	10,548	9.3
Attributable profit to Shareholders of the Company exclude non-recurring expenses											11,715	10.3

Unit: Million Baht

6mthsYTD_Mar_2017

	Spirits	% to Sales	Beer	% to Sales	Non-alcoholic beverages	% to Sales	Food	% to Sales	Eliminate	% to Sales	Total	% to Sales
Revenue from sales	55,195	100.0	30,560	100.0	8,181	100.0	3,283	100.0	(43)	100.0	97,176	100.0
Cost of sales	36,780	66.6	23,444	76.7	5,316	65.0	1,822	55.5	(33)	76.7	67,329	69.3
Gross profit	18,415	33.4	7,116	23.3	2,865	35.0	1,461	44.5	(10)	23.3	29,847	30.7
Selling expenses	2,396	4.3	3,369	11.0	2,787	34.1	427	13.0	(25)	58.1	8,954	9.2
Administrative expenses	2,719	4.9	1,256	4.1	1,085	13.3	1,003	30.6	(45)	104.7	6,018	6.2
Operating profit (loss)	13,300	24.1	2,491	8.2	(1,007)	(12.3)	31	0.9	60	(139.5)	14,875	15.3
Other income/ Interest income	106	0.2	106	0.3	307	3.8	23	0.7	(60)	139.5	482	0.5
EBIT (loss)	13,406	24.3	2,597	8.5	(700)	(8.6)	54	1.6	-	-	15,357	15.8
Finance costs	96	0.2	23	0.1	68	0.8	4	0.1	-	-	191	0.2
Income tax	2,656	4.8	391	1.3	(257)	(3.1)	10	0.3	-	-	2,800	2.9
Net Profit (loss) exclude F&N/FPL and non-recurring expenses	10,654	19.3	2,183	7.1	(511)	(6.2)	40	1.2	-	-	12,366	12.7
Depreciation & Amortization	794	1.4	392	1.3	707	8.6	260	7.9	-	-	2,153	2.2
EBITDA (loss) exclude F&N/FPL, and non-recurring expenses	14,200	25.7	2,989	9.8	7	0.1	314	9.6	-	-	17,510	18.0
Non-recurring cost relating to business acquisition											-	-
Finance cost relating to Sabeco acquisition before results taking											-	-
Total non-recurring Cost											-	-
Net Profit (loss) exclude F&N/FPL											12,366	12.7
EBITDA (loss) exclude F&N/FPL											17,510	18.0
F&N/FPL results:												
Operating results											2,275	2.3
Finance costs											(319)	(0.3)
F&N/FPL Net Profit											1,956	2.0
Net Profit											14,322	14.7
F&N/FPL EBITDA											2,275	2.3
EBITDA											19,785	20.4
Attributable profit(loss) to Shareholders of the Company exclude F&N/FPL & non-recurring expenses	10,653	19.3	2,183	7.1	(553)	(6.8)	33	1.0	-	-	12,316	12.7
Attributable profit to Shareholders of the Company exclude non-recurring expenses											14,272	14.7

Unit: Million Baht

Increase(Decrease)

	Spirits	% to Sales	Beer	% to Sales	Non-alcoholic beverages	% to Sales	Food	% to Sales	Eliminate	% to Sales	Total	% to Sales
Revenue from sales	2,617	4.7	10,951	35.8	21	0.3	2,466	75.1	(24)	(55.8)	16,031	16.5
Cost of sales	1,594	4.3	9,099	38.8	163	3.1	1,308	71.8	(13)	(39.4)	12,151	18.0
Gross profit	1,023	5.6	1,852	26.0	(142)	(5.0)	1,158	79.3	(11)	(110.0)	3,880	13.0
Selling expenses	1,051	43.9	1,262	37.5	59	2.1	559	130.9	(19)	(76.0)	2,912	32.5
Administrative expenses	754	27.7	443	35.3	563	51.9	209	20.8	9	20.0	1,978	32.9
Operating profit (loss)	(782)	(5.9)	147	5.9	(764)	(75.9)	390	1,258.1	(1)	(1.7)	(1,010)	(6.8)
Other income/ Interest income	113	106.6	537	506.6	702	228.7	(1)	(4.3)	1	1.7	1,352	280.5
EBIT (loss)	(669)	(5.0)	684	26.3	(62)	(8.9)	389	720.4	-	-	342	2.2
Finance costs	225	234.4	857	3,726.1	22	32.4	66	1,650.0	-	-	1,170	612.6
Income tax	(316)	(11.9)	102	26.1	(28)	(10.9)	37	370.0	-	-	(205)	(7.3)
Net Profit (loss) exclude F&N/FPL and non-recurring expenses	(578)	(5.4)	(275)	(12.6)	(56)	(11.0)	286	715.0	-	-	(623)	(5.0)
Depreciation & Amortization	30	3.8	499	127.3	8	1.1	98	37.7	-	-	635	29.5
EBITDA (loss) exclude F&N/FPL, and non-recurring expenses	(639)	(4.5)	1,183	39.6	(54)	(771.4)	487	155.1	-	-	977	5.6
Non-recurring cost relating to business acquisition											(2,352)	-
Finance cost relating to Sabeco acquisition before results taking											(107)	-
Total non-recurring Cost											(2,459)	-
Net Profit (loss) exclude F&N/FPL											(3,082)	(24.9)
EBITDA (loss) exclude F&N/FPL											(1,375)	(7.9)
F&N/FPL results:												
Operating results											(923)	(40.6)
Net foreign exchange gain (loss)											-	-
Finance costs											134	42.0
F&N/FPL Net Profit											(789)	(40.3)
Net Profit											(3,871)	(27.0)
F&N/FPL EBITDA											(923)	(40.6)
EBITDA											(2,298)	(11.6)
Attributable profit(loss) to Shareholders of the Company exclude F&N/FPL & non-recurring expenses	(1,121)	(10.5)	(877)	(40.2)	(44)	(8.0)	274	830.3	-	-	(1,768)	(14.4)
Attributable profit to Shareholders of the Company exclude non-recurring expenses											(2,557)	(17.9)

Spirits Business

For the first six months of 2018, sales revenue was Baht 57,812 million, an increase of Baht 2,617 million, or 4.7%. Total sales volume of spirits including MSC & MDC's spirits was 331.6 million litres, an increase of 9.6%. Sales volume excluding MSC & MDC's spirits was 287.1 million litres, a decrease of 5.1%. Total sales volume of soda was 25.0 million litres, an increase of 8.4%.

Gross profit was Baht 19,438 million, an increase of Baht 1,023 million or 5.6%. This was mainly due to an increase of sales volume.

Earnings before interest, tax, depreciation and amortization (EBITDA) was Baht 13,561 million, a decrease of Baht 639 million, or 4.5%. This was mainly due to an increase in advertising and promotion expenses and staff costs although there was an increase in gross profit.

Net profit was Baht 10,076 million, a decrease of Baht 578 million or 5.4%. This was mainly due to a decrease in EBITDA.

Attributable profit to shareholders of the Company was Baht 9,532 million, a decrease of Baht 1,121 million, or 10.5%. This was mainly due to a decrease in net profit from the Company existing spirits although there was an increase in net profit from MSC & MDC's spirits.

Beer Business

For the first six months of 2018, sales revenue was Baht 41,511 million, an increase of Baht 10,951 million, or 35.8%. Total sales volume of beer including Sabeco's beer was 786.3 million litres, an increase of 75.1%. Sales volume excluding Sabeco's beer was 412.0 million litres, a decrease of 8.3%.

Gross profit was Baht 8,968 million, an increase of Baht 1,852 million, or 26.0%. This was mainly due to an increase in sales volume.

Earnings before interest, tax, depreciation and amortization (EBITDA) was Baht 4,172 million, an increase of Baht 1,183 million, or 39.6%. This was mainly due to an increase in gross profit although there was an increase in advertising and promotion expenses and staff costs.

Net profit was Baht 1,908 million, a decrease of Baht 275 million, or 12.6%. This was mainly due to an increase in finance costs although there was an increase in EBITDA.

Attributable profit to shareholders of the Company was Baht 1,306 million, a decrease of Baht 877 million, or 40.2%. This was mainly due to a decrease in net profit from the Company's existing beer although there was an increase in net profit from Sabeco's beer caused from finance cost related to acquisition was lower than the profit.

Non-Alcoholic Beverages Business

For the first six months of 2018, sales revenue was Baht 8,202 million, an increase of Baht 21 million or 0.3%. Total sales volume was 826.5 million litres, an increase of 29.6 million litres or 3.7%. There was an increase in sales volume of drinking water of 44.9 million litres, or 8.9%, carbonated soft drink of 6.7 million litres, or 5.5% although there was a decrease in sales volume of ready to drink tea of 16.0 million litres, or 11.6%, Jubjai of 3.3 million litres, or 15.2% and 100Plus of 1.0 million litres, or 24.1%. Impacts from the fire incident of UHT ready to drink tea production line was fully covered by insurance for property damaged and business interruptions.

Gross profit was Baht 2,723 million, a decrease of Baht 142 million or 5.0%. This was mainly due to a product mix and a costs increase from sugar tax.

Earnings before interest, tax, depreciation and amortization (EBITDA) loss was Baht 47 million, a change of Baht 54 million or 771.4% from EBITDA of Baht 7 million. This was mainly due to a decrease in gross profit.

Net loss was Baht 567 million, an increase of Baht 56 million or 11.0%. This was mainly due to a decrease in EBITDA.

Attributable loss to shareholders of the Company was Baht 597 million, an increase of Baht 44 million, or 8.0%. This was mainly due to an increase in net loss.

Food Business

For the first six months of 2018, sales revenue was Baht 5,749 million, an increase of Baht 2,466 million or 75.1%. This was mainly due to an increase in the number of restaurants from SOA & QSA.

Gross profit was Baht 2,619 million, an increase of Baht 1,158 million or 79.3%. This was mainly due to an increase in sales.

Earnings before interest, tax, depreciation and amortization (EBITDA) was Baht 801 million, an increase of Baht 487 million or 155.1%. This was mainly due to an increase in gross profit.

Net profit was Baht 326 million, an increase of Baht 286 million, or 715%. This was mainly due to an increase in EBITDA.

Attributable profit to shareholders of the Company was Baht 307 million, an increase of Baht 274 million, or 830.3%. This was mainly due to an increase in net profit.

Financial Position

Assets

Total assets as at 31 March 2018 was Baht 408,188 million, an increase of 213,947 million or 110.1% compared with total assets at the end of September 2017. An increase in current assets of Baht 25,020 million was mainly due to an increase in cash and cash equivalents and current investments. An increase in non-current assets of Baht 188,927 million was mainly due to an increase in goodwill from the acquisitions.

Liabilities

Total liabilities as at 31 March 2018 was Baht 266,350 million, an increase of Baht 204,622 million or 331.5% compared with total liabilities at the end of September 2017. This was mainly due to an increase in loans from financial institutions for acquisitions.

The periods to maturity of interest-bearing debts were as follows.

Unit: Million Baht

Within one year (Mar 2019)	16,784
After one year but within two years (Mar 2020)	163,766
After two years	<u>53,967</u>
Total	<u><u>234,517</u></u>

The Company obtained bridging loans from various local and foreign banks to fund the acquisition in the first quarter ended 31 December 2017. The Company has managed to take out short term debts to long term debts in March 2018 about Baht 50,000 million. The Company will further manage to take out short term debts to long term debts per approval at the Extraordinary General Meeting of Shareholders on 30 April 2018.

Shareholders' Equity

Total equity as at 31 March 2018 was Baht 141,838 million, an increase of Baht 9,325 million or 7.0% compared with the equity at the end of September 2017. This was mainly due to an increase in non-controlling interest from consolidation.

Liquidity

Cash and cash equivalents, as at 31 March 2018, was Baht 20,419 million. The net increase from the beginning of the period was Baht 10,490 million. Details of activities were as follows.

Unit: Million Baht

Net cash from operating activities	11,245
Net cash used in investing activities	183,135
Net cash from financing activities	182,348
Increase in cash and cash equivalents	10,458
Adjustment from financial statement translation	32
Net increase in cash and cash equivalents	10,490
Cash and cash equivalents at beginning of period	9,929
Cash and cash equivalents at end of period	20,419

Net cash inflow from operating activities of Baht 11,245 million for the period ended 31 March 2018 was Baht 3,127 million lower from Baht 14,372 million of the corresponding period of last year. This was mainly due to a net decrease of Baht 4,256 million from a decrease in net profit which net with an increase in non-cash items although there was a decrease in cash outflow from working capital of Baht 1,129.

Net cash used in investing activities of Baht 183,135 million for the period ended 31 March 2018 was Baht 181,963 million higher from Baht 1,172 million of the corresponding period of last year. This was mainly due to an increase in cash outflow on acquisition of businesses.

Net cash inflow from financing activities of Baht 182,348 million for the period ended 31 March 2018 was Baht 197,874 million, a change from net cash used in financing activities of Baht 15,526 million for the corresponding period of last year. This was mainly due to an increase in cash inflow from loans for acquisitions.

Financial Ratios

	<u>Mar.31, 18</u>	<u>Sep.30, 17</u>
Current Ratio (times)	1.82	1.17
Liability to Equity Ratio (Gearing Ratio) (times)	1.88	0.47
Interest Bearing Debt to Equity Ratio (times)	1.65	0.31
Net Interest Bearing Debt to Equity Ratio (times)	1.51	0.23
Net Interest Bearing Debt to EBITDA (times)	4.27	0.68
Net asset value per share (Baht)	4.96	5.13

	<u>Mar.31, 18</u>	<u>Mar.31,17</u>
Earnings per share for the quarter (Baht)	0.25	0.26
Earnings per share for the six-month period (Baht)	0.37	0.57

	<u>Oct.17-Mar.18</u>	<u>Oct.16-Sep.17</u>
Accounts Receivable Turnover (days)	7	5
Inventory Turnover (days)		
Spirits Business : finished goods	49	56
Beer Business : finished goods	18	14
Non-alcohol Business : finished goods	23	26
Food Business : finished goods	3	2

9. Where a forecast, or a prospect statement, has been previously disclosed to shareholders, any variance between it and the actual results.

N/A

10. Commentary to accompany the announcement regarding significant trends or competitive conditions in the industry and any known factors or events that may affect the group in the next reporting period or over the next 12 months.

During January – March 2018, the Thai economy was driven mainly by rise in the level of merchandise exports, and the growth of the tourism sector, which expanded as a result of an increase in the number of foreign visitors, especially tourists from China. However, a high level of household debt and a slow recovery in household income, as reflected by declining overtime employment rates, continued to suppress low income household expenditure. This showed that the labor force has not fully benefited from the ongoing economic recovery. In addition, farmer's incomes were negatively impacted by a decrease in the prices of some agricultural products, thereby pressuring such consumers to be cautious with their spending.

Effective from 26 January 2018, all alcoholic beverages have been charged an additional 2% of excise tax in order to support the Elderly Fund. However, the impact of the excise take hike on the selling prices of alcoholic beverages was marginal.

OVERALL BUSINESS

Total sales revenue of the Company in 2Q FY2018 was Baht 67,603 million, increased 34.3% YoY, attributable to an increase in sales revenue of spirits, beer, and food businesses, although there was a decrease in sales revenue of non-alcoholic beverages business. Net profit was Baht 7,433 million, increased 13.0% when compared to the same period last year. This was due to an increase in net profit of spirits, beer, food businesses, and F&N/FPL operating results, although there was an increase in net loss of non-alcoholic beverages business and a non-recurring expenses relating to Havi acquisition.

SPIRITS BUSINESS

In 2Q FY2018, the Company's spirits business generated sales revenue amounting to Baht 33,043 million, up 14.3% compared to the same period last year. Sales volumes recorded by the Company's spirits business increased 0.7% when excluding the Grand Royal Group's sales, and increased 17.7% when including the Grand Royal Group's sales. Even though advertising and promotion expenses as well as personnel expenses rose during this quarter, the business reported net profit amounting to Baht 6,050 million, representing a 9.2% YoY surge.

BEER BUSINESS

The Company's beer business registered sales revenue amounting to Baht 27,077 million in 2Q FY2018, 74.4% higher than the sales revenue posted in the same period last year, due to a 153.3% increase in sales volumes including that of Sabeco. However, sales volume recorded by the Company's beer business declined 10.3% when excluding Sabeco's sales, as a result of the stagnant economy and low consumer purchasing power. As it is though, the acquisition of Sabeco has helped drive net profit to Baht 1,022 million, up 10.7% compared to the same period last year.

NON-ALCOHOLIC BEVERAGE BUSINESS

The Company's non-alcoholic beverage business generated sales revenue amounting to Baht 4,089 million in 2Q FY2018, down 4.8% compared to the same period last year, despite an increase in drinking water and carbonated soft drink sales volumes. Net loss during this quarter increased 25% YoY to Baht 340 million.

FOOD BUSINESS

The Company's food business recorded sales revenue totaling Baht 3,421 million in 2Q FY2018, up 107.7% compared to the same period last year. This was due to an increase in the number of Spice of Asia and the QSR of Asia restaurants. Consequently, net profit jumped 520% YoY to Baht 217 million.

INTERNATIONAL BUSINESS

Sales revenue recorded by the Company's international business climbed 1,000.9% YoY. International spirits sales revenue increased, driven mainly by the Grand Royal Group; and bulk whisky sales in UK and some Asian countries were brisk. In addition, international beer sales revenue soared on account of Sabeco's beer sales, which were consolidated into the Company's earnings this reporting quarter.

11. If a decision regarding dividend has been made:-

(a) Whether an interim ordinary dividend has been declared (recommended)

Yes.

; and

(b) (i) Amount per share cents

The company board of director has approved interim dividend payment at the meeting held on May 15, 2018 as follows:

	<u>Per share Baht</u>	<u>Total value Baht</u>	<u>Pay out ratio</u>	<u>Book Closure</u>	<u>Payable date</u>
Interim dividend 2018	0.15	3,766,698,090	40.54%	31 May 18	14 Jun 18

(ii) Previous corresponding period cents

	<u>Per share Baht</u>	<u>Total value Baht</u>	<u>Pay out ratio</u>	<u>Book Closure</u>	<u>Payable date</u>
Interim dividend 2017	0.20	5,022,005,000	35.09%	26 May 17	9 Jun 17

(c) Whether the dividend is before tax, net of tax or tax exempt. If before tax or net of tax, state the tax rate and the country where the dividend is derived. (If the dividend is not taxable in the hands of shareholders, this must be stated).

Dividend is before tax.

Tax rate 10%

Country where the dividend is derived "Thailand".

(d) The date the dividend is payable.

June 14, 2018

(e) The date on which Registrable Transfers received by the company (up to 5.00 pm) will be registered before entitlements to the dividend are determined.

Registrable transfer received by the Company's Registrar up to 5.00 p.m. (Singapore Time) on May 30, 2018 will be registered before entitlements to the dividend are determined. Notice is hereby given that the share registers will be closed for the share transfer with respect to the entitlement to dividend payment on May 31, 2018.

12. If no dividend has been declared/recommended, a statement to that effect.

N/A

13. If the Group has obtained a general mandate from shareholders for IPTs, the aggregate value of such transactions as required under Rule 920(1)(a)(ii). If no IPT mandate has been obtained, a statement to that effect.

Thai Beverage Public Company Limited

Unaudited but reviewed transactions for the six-month period (Oct17-Mar18) ended 31 March 2018

Interested persons transactions for the six-month period (Oct17-Mar18) ended 31 March 2018

	Aggregate value of all interested persons transactions for the six-month period (Oct17-Mar18) ended 31 March 2018 (excluding transactions less than S\$100,000* and transactions conducted under Shareholders' Mandate) Baht '000	Aggregate value of all interested persons transactions conducted under the Shareholders' mandate (excluding transactions less than S\$100,000*) Baht '000
A Revenue from sales and service income		
1 PS Recycle Co., Ltd.	-	44,327.29
2 Thai Glass Industries PCL	-	74,712.19
3 Thai Alcohol PCL	-	108,675.16
4 Thai Malaya Glass Co., Ltd.	-	65,807.20
5 F&N Foods Pte Ltd	-	85,906.50
6 F&N Dairies (Thailand) Limited	-	82,358.64
7 Gaew Grung Thai Co., Ltd.	-	4,606.72
8 TCC Hotel Asset Management Co., Ltd.	-	10,390.00
9 Big C Supercenter PCL	-	1,678,250.95
10 Phu Thai Group Joint Stock Company	-	9,248.14
11 BJC Specialties Co., Ltd.	-	13,689.57
B Other income		
1 PS Recycle Co., Ltd.	-	2,848.31
2 The Southeast Insurance PCL **	-	5,662.61
3 Thai Malaya Glass Co., Ltd.	-	12,151.85
4 F&N Interflavine Pte Ltd	-	27,544.25
5 Fraser & Neave (Singapore) Pte. Limited	-	7,867.72
6 Gaew Grung Thai Co., Ltd.	-	4,190.72
C Cost of sales		
1 Pisetkij Co., Ltd.	-	3,589.04
2 PS Recycle Co., Ltd.	-	137,813.16
3 Thip Sugar Kamphaengphet Co., Ltd. ***	-	287,405.52
4 The Suphanburi Sugar Industry Co., Ltd.	-	59,063.09
5 Southeast Capital Co., Ltd.	-	5,511.60
6 Thai Beverage Can Co., Ltd.	-	541,545.31
7 Berli Jucker PCL	-	2,950.46
8 The Southeast Insurance PCL **	-	51,875.60
9 The Southeast Life Insurance PCL **	-	2,578.92
10 Thip Sugar Sukhothai Co., Ltd.	-	196,800.77
11 North Park Golf And Sports Club Co., Ltd.	-	3,371.31
12 F&B International Co., Ltd.	-	2,984.81
13 Asset World Retail Co., Ltd.	-	3,631.16
14 Plantheon Trading Co., Ltd.	-	3,099.60
15 Thai Malaya Glass Co., Ltd.	-	2,842,202.72
16 Dhanasindhi Co., Ltd.	-	15,014.38
17 F&N Interflavine Pte Ltd	-	12,346.84
18 Gaew Grung Thai Co., Ltd.	-	14,439.12
19 Gaewsamsiri Co., Ltd.	-	10,292.59
20 Sub Pempoon 8 Co., Ltd.	-	10,549.51
21 Golden Ventures Leasehold Real Estate Investment Trust	-	6,992.01
22 CW Towers Co., Ltd.	-	26,291.75

Thai Beverage Public Company Limited

Unaudited but reviewed transactions for the six-month period (Oct17-Mar18) ended 31 March 2018

Interested persons transactions for the six-month period (Oct17-Mar18) ended 31 March 2018

	Aggregate value of all interested persons transactions for the six-month period (Oct17-Mar18) ended 31 March 2018 (excluding transactions less than S\$100,000* and transactions conducted under Shareholders' Mandate) Baht '000	Aggregate value of all interested persons transactions conducted under the Shareholders' mandate (excluding transactions less than S\$100,000*) Baht '000
D Selling expenses		
1 Southeast Capital Co., Ltd.	-	158,639.41
2 The Southeast Insurance PCL **	-	18,080.04
3 N.C.C. Management and Development Co., Ltd.	-	5,377.84
4 F&B International Co., Ltd.	-	4,558.36
5 Thippatana Arcade Co., Ltd.	-	3,194.33
6 F&N Foods Pte Ltd	-	93,001.60
7 P.I.T. Factory Co., Ltd.	-	7,038.41
8 TCCCL Ladphao Co., Ltd.	-	3,964.64
9 Pacific Leisure (Thailand) Limited	-	2,794.06
10 Big C Supercenter PCL	-	149,254.64
11 Phu Thai Group Joint Stock Company	-	15,236.72
12 Amarin Television Co., Ltd.	-	4,656.25
E Administrative expenses		
1 Southeast Capital Co., Ltd.	-	55,810.68
2 T.C.C. Technology Co., Ltd.	-	54,414.07
3 The Southeast Insurance PCL **	-	9,905.45
4 The Southeast Life Insurance PCL **	-	5,226.95
5 North Park Golf And Sports Club Co., Ltd.	-	21,801.48
6 Best Wishes Co., Ltd.	-	3,974.64
7 Thai Alcohol PCL	-	18,046.00
8 Fraser & Neave (Singapore) Pte. Limited	-	17,533.07
9 F&N Interflavine Pte Ltd	-	13,968.11
10 F&N Vietnam Limited Liability Company	-	9,102.87
11 Gaew Grung Thai Co., Ltd.	-	3,891.19
12 Commercial Solution Co., Ltd.	-	16,010.37
13 Business Process Outsourcing Co., Ltd.	-	61,889.00
14 TCC Hotel Asset Management Co., Ltd.	-	37,906.61
15 Sub Mahakij 8 Co., Ltd.	-	2,532.97
16 Pacific Leisure (Thailand) Limited	-	8,679.54
17 Mosho Entertainment Co., Ltd.	-	16,666.67
18 Big C Supercenter PCL	-	7,793.21
19 CW Towers Co., Ltd.	-	30,594.09
20 Amarin Television Co., Ltd.	-	10,411.21
F Purchase of assets		
1 T.C.C. Technology Co., Ltd.	-	29,737.94
2 Berli Jucker PCL	-	8,328.76
3 Dhanasindhi Co., Ltd.	-	184,734.44

* Exchange rate Baht 24.12 per 1 SGD.

** Converted from company limited to public company limited

*** Formerly : The Maewang Sugar Industry Co., Ltd.

Thai Beverage Public Company Limited

Unaudited but reviewed transactions for the three-month period (Jan-Mar18) ended 31 March 2018

Interested persons transactions for the three-month period (Jan-Mar18) ended 31 March 2018

	Aggregate value of all interested persons transactions for the three-month period (Jan-Mar18) ended 31 March 2018 (excluding transactions less than S\$100,000* and transactions conducted under Shareholders' Mandate) Baht '000	Aggregate value of all interested persons transactions conducted under the Shareholders' mandate (excluding transactions less than S\$100,000*) Baht '000
A Revenue from sales and service income		
1 PS Recycle Co., Ltd.	-	24,416.23
2 Thai Glass Industries PCL	-	43,290.60
3 Thai Malaya Glass Co., Ltd.	-	33,357.58
4 F&N Foods Pte Ltd	-	34,865.87
5 F&N Dairies (Thailand) Limited	-	62,315.24
6 Gaew Grung Thai Co., Ltd.	-	2,904.74
7 TCC Hotel Asset Management Co., Ltd.	-	5,076.25
8 Big C Supercenter PCL	-	999,779.78
9 Phu Thai Group Joint Stock Company	-	2,700.62
10 BJC Specialties Co., Ltd.	-	6,415.65
B Other income		
1 Thai Malaya Glass Co., Ltd.	-	6,788.73
2 F&N Interflavine Pte Ltd	-	17,361.18
3 Fraser & Neave (Singapore) Pte. Limited	-	3,923.11
4 Gaew Grung Thai Co., Ltd.	-	4,190.72
C Cost of sales		
1 PS Recycle Co., Ltd.	-	74,180.45
2 Thip Sugar Kamphaengphet Co., Ltd. ***	-	249,649.30
3 The Suphanburi Sugar Industry Co., Ltd.	-	53,543.32
4 Southeast Capital Co., Ltd.	-	2,845.17
5 Thai Beverage Can Co., Ltd.	-	305,735.93
6 The Southeast Insurance PCL **	-	26,792.74
7 Thip Sugar Sukhothai Co., Ltd.	-	167,777.06
8 Asset World Retail Co., Ltd.	-	3,031.92
9 Thai Malaya Glass Co., Ltd.	-	1,323,128.54
10 Dhanasindhi Co., Ltd.	-	8,091.48
11 F&N Interflavine Pte Ltd	-	10,827.90
12 Gaew Grung Thai Co., Ltd.	-	8,698.66
13 Gaewsamsiri Co., Ltd.	-	5,898.09
14 Sub Permpoon 8 Co., Ltd.	-	5,274.75
15 Golden Ventures Leasehold Real Estate Investment Trust	-	3,465.88
16 CW Towers Co., Ltd.	-	13,910.40
D Selling expenses		
1 Southeast Capital Co., Ltd.	-	82,586.66
2 The Southeast Insurance PCL **	-	9,945.63
3 F&N Foods Pte Ltd	-	61,279.79
4 P.I.T. Factory Co., Ltd.	-	3,315.22
5 Big C Supercenter PCL	-	78,217.85
6 Phu Thai Group Joint Stock Company	-	7,975.83
7 Amarin Television Co., Ltd.	-	4,098.75

Thai Beverage Public Company Limited

Unaudited but reviewed transactions for the three-month period (Jan-Mar18) ended 31 March 2018

Interested persons transactions for the three-month period (Jan-Mar18) ended 31 March 2018

	Aggregate value of all interested persons transactions for the three-month period (Jan-Mar18) ended 31 March 2018 (excluding transactions less than S\$100,000* and transactions conducted under Shareholders' Mandate) Baht '000	Aggregate value of all interested persons transactions conducted under the Shareholders' mandate (excluding transactions less than S\$100,000*) Baht '000
E Administrative expenses		
1 Southeast Capital Co., Ltd.	-	28,167.66
2 T.C.C. Technology Co., Ltd.	-	27,678.11
3 The Southeast Insurance PCL **	-	5,600.57
4 North Park Golf And Sports Club Co., Ltd.	-	12,613.13
5 Thai Alcohol PCL	-	9,023.00
6 Fraser & Neave (Singapore) Pte Ltd	-	11,222.26
7 F&N Interflavine Pte Ltd	-	5,216.00
8 F&N Vietnam Limited Liability Company	-	9,102.87
9 Gaew Grung Thai Co., Ltd.	-	3,546.11
10 Commercial Solution Co., Ltd.	-	5,550.74
11 Business Process Outsourcing Co., Ltd.	-	27,369.42
12 TCC Hotel Asset Management Co., Ltd.	-	18,019.73
13 Pacific Leisure (Thailand) Limited	-	5,923.21
14 Mosho Entertainment Co., Ltd.	-	8,333.33
15 Big C Supercenter PCL	-	5,482.44
16 CW Towers Co., Ltd.	-	15,038.57
17 Amarin Television Co., Ltd.	-	10,411.21
F Purchase of assets		
1 T.C.C. Technology Co., Ltd.	-	29,716.74
2 Dhanasindhi Co., Ltd.	-	61,839.87

* Exchange rate Baht 24.12 per 1 SGD.

** Converted from company limited to public company limited

*** Formerly : The Maewang Sugar Industry Co., Ltd.

14. CONFIRMATION BY THE BOARD OF DIRECTORS

Pursuant to Rule 705(5) of the SGX Listing Manual

We, Thapana Sirivadhanabhakdi and Sithichai Chaikriangkrai, being two Directors of Thai Beverage Public Company Limited (the "Company"), do hereby confirm on behalf of the Directors of the Company, that, to the best of their knowledge, nothing has come to the attention of the Board of Directors of the Company which may render these six-month ended March 31, 2018 financial results to be false or misleading in any material respect.

On behalf of the Board

Thapana Sirivadhanabhakdi
Director

Sithichai Chaikriangkrai
Director

15. Confirmation that the issuer has procured undertakings from all its directors and executive officers (in the format set out in Appendix 7.7) under Rule 720(1).

The Company confirms that it has procured undertakings from all its Directors and Executive Officers (in the format set out in Appendix 7.7) pursuant to Rule 720(1) of the SGX Listing Manual.

16. Reference is made to Thai Beverage Public Company Limited's SGX Announcement dated 1 July 2016 (the "**1 July Announcement**") on the Company's involvement in the Pracharath Project and the incorporation of social enterprises known as National Pracharath and Provincial Pracharath. As at 31 March 2018, a total of 76 Provincial Pracharaths have been incorporated. As described in the 1 July Announcement the Company has initially invested and will invest Baht 1 million in the paid-up capital in each of these Provincial Pracharaths, which is equal to 1,000 ordinary shares. The Company intends to transfer 960 ordinary shares of each of these Provincial Pracharaths to other external entities which can be Pracharath contributors such that the Company will end up holding approximately 1% of each Provincial Pracharath's registered capital.