

Thai Beverage Public Company Limited

Financial Statements For The Three-Month Period Ended 31 December 2018.

PART I INFORMATION REQUIRED FOR THE THREE-MONTH PERIOD ENDED 31 DECEMBER (Q1) 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		
	For the three-month period ended		
	31 December		
	2018	2017	+ / (-)
	<u> </u>	<u> </u>	<u> </u>
	(Restated)		
Revenues from sales and services			
Revenue from sale of goods and rendering of services	72,627,390	45,475,550	60%
Total revenues from sales and services	72,627,390	45,475,550	60%
Cost of sales and services			
Cost of sales of goods and rendering of services	52,283,713	31,698,545	65%
Total cost of sales and services	52,283,713	31,698,545	65%
Gross profit	20,343,677	13,777,005	48%
Distribution costs	7,618,128	4,811,586	58%
Administrative expenses	4,474,548	3,337,747	34%
Finance costs	1,771,624	317,533	458%
Operating profit	6,479,377	5,310,139	22%
Interest income	278,937	25,341	1001%
Net gain on foreign exchange	126,526	6,307	1906%
Other income	266,699	338,595	(21%)
Net operating profit	7,151,539	5,680,382	26%
Share of profit of investment in associates and joint ventures, net of income tax	1,715,298	828,136	107%
Profit before income tax expense and non-operating items	8,866,837	6,508,518	36%
Non-operating items:-			
Cost relating to business acquisition	-	(2,457,191)	(100%)
Profit before income tax expense	8,866,837	4,051,327	119%
Income tax expense	(1,385,600)	(986,923)	40%
Profit for the period	7,481,237	3,064,404	144%
Profit attributable to:			
Owners of the Company	7,417,111	2,958,654	151%
Non-controlling interests	64,126	105,750	(39%)
Profit for the period	7,481,237	3,064,404	144%
Basic earnings per share (Baht)	0.30	0.12	150%
Diluted earnings per share (Baht)	0.30	0.12	150%

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

(Unit : Thousand Baht)

	Consolidated		
	financial statements		
	For the three-month period ended		
	31 December		
	2018	2017	+ / (-)
	<u> </u>	<u>(Restated)</u>	<u> </u>
Profit for the period	7,481,237	3,064,404	144%
Other comprehensive income			
<i>Items that will not be reclassified to profit or loss</i>			
Defined employee benefit plan actuarial losses	-	387	(100%)
Income tax on other comprehensive income	-	(77)	100%
	<u>-</u>	<u>310</u>	(100%)
<i>Items that are or may be reclassified to profit or loss</i>			
Share of other comprehensive income of investment in associates and joint ventures	(484,117)	(859,449)	44%
Exchange differences on translating foreign operations	210,923	(56,808)	471%
Losses on remeasurements of available-for-sale investments	(55,436)	(4,231)	(1210%)
Income tax on other comprehensive income	1,005	846	19%
	<u>(327,625)</u>	<u>(919,642)</u>	64%
Other comprehensive income for the period, net of income tax	<u>(327,625)</u>	<u>(919,332)</u>	64%
Total comprehensive income for the period	<u>7,153,612</u>	<u>2,145,072</u>	233%
Total comprehensive income attributable to:			
Owners of the Company	7,086,343	2,089,914	239%
Non-controlling interests	67,269	55,158	22%
	<u>7,153,612</u>	<u>2,145,072</u>	233%
Total comprehensive income for the period	<u>7,153,612</u>	<u>2,145,072</u>	233%

- (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		
	For the three-month period ended		
	31 December		
	2018	2017	+ / (-)
		(Restated)	
A Investment (income) expenses	(1,715,960)	(828,136)	107%
B Other income including interest income	(537,125)	(331,971)	62%
C Interest on borrowings	1,771,624	424,260	318%
D Depreciation and amortization	1,647,921	1,126,959	46%
E (Reversal of) Allowance for doubtful debts and bad debts written off	7,068	38	18500%
F Write-off for stock obsolescence	1,205	6,202	(81%)
G Impairment in value of investments	34,066	-	-
H Foreign exchange (gain) / loss	(126,526)	(6,307)	1906%
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	59,532	11,331	425%
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 December 2018 and 30 September 2018

	Consolidated		Separate	
	financial statements	financial statements	financial statements	financial statements
	31-Dec-2018	30-Sep-2018	31-Dec-2018	30-Sep-2018
	(Unaudited)	(Restated)	(Unaudited)	(Audited)
Assets				
Current assets				
Cash and cash at financial institutions	22,408,711	22,529,716	1,792	92,698
Trade accounts receivable	5,989,928	4,294,425	2,994,455	667,775
Other receivables	1,555,241	1,789,128	157,048	168,069
Short-term loans to and other receivables				
from related parties	585,641	753,474	5,924,715	5,244,948
Inventories	38,404,306	42,184,806	-	-
Other current assets	4,108,459	3,676,692	229,909	243,563
Total current assets	73,052,286	75,228,241	9,307,919	6,417,053
Non-current assets				
Investments in associates and joint ventures	83,280,618	82,137,344	-	-
Investments in subsidiaries	-	-	334,301,166	333,695,916
Other long-term investments	605,048	734,275	2,500	2,500
Long-term loans to and other receivables				
from related parties	137,630	130,700	10,167,756	10,671,332
Investment properties	1,712,234	1,715,217	-	-
Property, plant and equipment	60,399,113	60,457,810	164,819	168,757
Goodwill	153,785,190	153,585,669	-	-
Other intangible assets	40,425,018	40,394,808	51,400	52,782
Deferred tax assets	845,390	942,523	336,334	299,530
Other non-current assets	2,707,281	2,615,018	240,132	242,475
Total non-current assets	343,897,522	342,713,364	345,264,107	345,133,292
Total assets	416,949,808	417,941,605	354,572,026	351,550,345

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

(Unit : Thousand Baht)

	Consolidated		Separate	
	31-Dec-2018	30-Sep-2018	31-Dec-2018	30-Sep-2018
	(Unaudited)	(Restated)	(Unaudited)	(Audited)
Liabilities and equity				
Current liabilities				
Bank overdrafts and short-term loans from financial institutions	5,438,633	4,765,853	3,167,179	2,000,000
Trade accounts payable	8,755,959	7,903,243	-	-
Other payables	9,622,346	8,390,830	1,318,016	484,881
Current portion of debentures	1,000,000	1,700,700	-	-
Current portion of bill of exchanges and long-term loans from financial institutions	75,014,726	8,016,237	74,997,205	8,000,000
Short-term loans from and other payables to related parties	664,877	628,515	23,199,447	9,179,071
Income tax payable	3,324,088	2,267,816	-	-
Short-term provisions	26,728	24,747	-	-
Other current liabilities	8,089,635	3,761,459	114,541	47,403
Total current liabilities	111,936,992	37,459,400	102,796,388	19,711,355
Non-current liabilities				
Long-term loans from and other payables to related parties	812	812	27,416,916	27,794,779
Debentures	126,914,701	126,909,756	126,914,701	126,909,756
Bill of exchanges and long-term loans from financial institutions	9,036,581	89,893,784	9,000,000	89,862,129
Deferred tax liabilities	4,301,792	4,519,668	-	-
Employee benefit obligation	3,437,727	3,436,930	271,623	265,292
Other non-current liabilities	274,122	228,946	148	148
Total non-current liabilities	143,965,735	224,989,896	163,603,388	244,832,104
Total liabilities	255,902,727	262,449,296	266,399,776	264,543,459
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	25,111,321	25,111,321	25,111,321
Difference arising from common control transactions	(19,718,440)	(19,718,440)	31,035	31,035
Premium on ordinary shares	17,241,995	17,241,995	17,241,995	17,241,995
Retained earnings:				
Appropriated - legal reserve	2,900,000	2,900,000	2,900,000	2,900,000
Unappropriated	116,268,085	108,850,832	42,816,266	41,664,409
Other components of equity	(13,731,955)	(13,414,694)	71,633	58,126
Equity attributable to owners of the Company	128,071,006	120,971,014	88,172,250	87,006,886
Non-controlling interests	32,976,075	34,521,295	-	-
Total equity	161,047,081	155,492,309	88,172,250	87,006,886
Total liabilities and equity	416,949,808	417,941,605	354,572,026	351,550,345

(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;

(Unit : Thousand Baht)

As at 31 December 2018				As at 30 September 2018			
Letter of support and guarantee	Unsecured	Secured	Unsecured with guarantee	Letter of support and guarantee	Unsecured	Secured	Unsecured with guarantee
121,536	79,483,136	1,848,687	-	547,676	11,828,260	2,106,854	-

(B) the amount repayable after one year;

(Unit : Thousand Baht)

As at 31 December 2018				As at 30 September 2018			
Letter of support and guarantee	Unsecured	Secured	Unsecured with guarantee	Letter of support and guarantee	Unsecured	Secured	Unsecured with guarantee
-	135,930,817	20,465	-	-	216,779,666	23,874	-

(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
Statement of cash flows (Unaudited)

	Consolidated		(Unit : Thousand Baht)	
	financial statements		Separate	
	For the three-month period ended		financial statements	
	31 December		For the three-month period ended	
	2018	2017	2018	2017
	(Unaudited)	(Restated)	(Unaudited)	(Unaudited)
Cash flows from operating activities				
Profit for the period	7,481,237	3,064,404	1,151,857	2,206,277
<i>Adjustments for reconcile profit (loss) to cash receipts (payments)</i>				
Depreciation and amortisation	1,635,421	1,114,459	11,103	10,070
Interest income	(278,937)	(25,341)	(223,572)	(195,895)
Finance costs	1,771,624	424,260	2,022,895	781,983
Unrealised loss (gain) on exchange	(4,529)	4,281	(47)	14
Allowance for doubtful account	7,068	38	-	-
Amortisation of advance payments to a specialist	12,500	12,500	2,344	2,344
Allowance for decline in value of inventories	172,532	73,226	-	-
Impairment loss on other long term investments	34,066	-	-	-
Loss on disposal of investment properties	-	185	-	-
Loss on disposal and write-off of properties, plant and equipment and other intangible assets	59,532	11,146	-	-
Impairment loss on property, plant and equipment (Reversal of)	(2)	672,757	-	-
Dividend income	(662)	-	(1,185,029)	(1,967,308)
Employee benefit expenses	84,985	57,231	7,477	6,240
Expense in relation to long-term incentive plan	12,819	12,578	4,958	12,578
Insurance claim from fire incident	(47,423)	(694,263)	-	-
Share of profit of investments in associates and joint ventures, net of income tax	(1,715,298)	(828,136)	-	-
Income tax expense (benefit)	1,385,600	986,923	(27,889)	32,669
	10,610,533	4,886,248	1,764,097	888,972
<i>Changes in operating assets and liabilities</i>				
Trade accounts receivable	(1,685,867)	(907,412)	(2,326,681)	(1,516,347)
Other receivables from related parties	164,360	(370,972)	2,183	(66,303)
Other receivables	190,935	(383,699)	11,020	(80,401)
Inventories	3,607,970	1,240,711	-	-
Other current assets	(384,471)	497,136	4,741	1,420
Trade accounts payable	855,480	320,051	-	-
Other payables to related parties	35,099	(125,639)	(67,588)	(257,715)
Other payables	320,439	705,548	(191,727)	72,888
Other current liabilities	4,330,157	(60,190)	67,137	5,432
Employee benefit paid	(79,781)	(50,785)	(1,145)	(820)
Other non-current liabilities	45,188	(9,376)	-	-
Cash generated from (used in) operating activities	18,010,042	5,741,621	(737,963)	(952,874)
Income tax paid	(449,066)	(126,888)	-	(1,756)
Net cash from (used in) operating activities	17,560,976	5,614,733	(737,963)	(954,630)

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

	(Unit : Thousand Baht)			
	Consolidated		Separate	
	financial statements		financial statements	
	For the three-month period ended 31 December		For the three-month period ended 31 December	
	2018	2017	2018	2017
	(Unaudited)	(Restated)	(Unaudited)	(Unaudited)
Cash flows from investing activities				
Interest received	305,284	27,676	229,445	242,568
Dividends received	52,487	36,000	1,185,029	-
Decrease in current investments	451,776	-	-	-
Increase in short-term loans to related parties	-	-	(6,715,351)	(26,551,315)
Decrease in short-term loans to related parties	-	-	6,027,529	16,330,897
Decrease in long-term loans to related parties	-	-	512,125	-
Cash outflow on acquisition of investments in subsidiaries	-	-	(605,250)	(124,247,600)
Cash inflow on investments in indirect subsidiaries	-	498,512	-	-
Cash inflow on disposal of other long-term investment	39,679	-	-	-
Sale of investment properties	-	229	-	-
Purchase of property, plant and equipment	(1,719,769)	(1,606,780)	(8,372)	(13,339)
Sale of property, plant and equipment	16,240	58,878	-	-
Purchase of other intangible assets	(40,762)	(4,480)	(615)	(357)
Sale of other intangible assets	78	143	-	-
Increase in other non-current assets	(104,572)	61,386	-	-
Cash outflow on acquisition of businesses	-	(186,195,430)	-	-
Net cash from (used in) investing activities	(999,559)	(187,123,866)	624,540	(134,239,146)
Cash flows from financing activities				
Interest paid	(703,478)	(163,438)	(932,478)	(751,240)
Deferred financing cost paid	-	(379,482)	-	(250,000)
Dividends paid to non-controlling interests	(1,427,883)	-	-	-
Bank overdrafts	936,550	12,979	1,367,179	9,222
Proceeds from short-term loans from financial institutions	5,819,574	55,300,836	4,600,000	55,300,000
Repayment of short-term loans from financial institutions	(6,044,013)	(20,745,913)	(4,800,000)	(20,700,000)
Repayment of other short-term loan	-	(4,500)	-	-
Proceeds from short-term loans from related parties	-	-	25,307,039	21,546,933
Repayment of short-term loans from related parties	-	-	(11,241,359)	(12,055,417)
Repayment of long-term loans from related parties	-	-	(377,864)	(3,995,568)
Repayment of debentures	(700,700)	-	-	-
Proceeds from long-term loans from financial institutions	16,056	163,813,457	-	100,000,000
Repayment of long-term loans from financial institutions	(13,909,846)	(10,000,000)	(13,900,000)	(10,000,000)
Net cash from (used in) financing activities	(16,013,740)	187,833,939	22,517	129,103,930
Net increase (decrease) in cash and cash equivalents	547,677	6,324,806	(90,906)	(6,089,846)
Cash and cash equivalents at 1 October	11,516,076	9,929,210	92,698	6,848,862
Foreign currency translation differences for foreign operations	(216,906)	283,342	-	-
Cash and cash equivalents at 31 December	11,846,847	16,537,358	1,792	759,016
Current investments	10,561,864	9,182,322	-	-
Cash and cash at financial institutions	22,408,711	25,719,680	1,792	759,016
Non-cash items				
Payable for acquisition of assets	1,553,953	411,450	797	-

(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													
	Retained earnings					Other components of equity								
	Issued and paid-up share capital	Difference arising from common control transactions	Premium on ordinary shares	Legal reserve	Unappropriated	Other capital reserves- share-based payment	Currency translation differences	Revaluation surplus	Fair value available-for-sale investments	Share of other comprehensive income of investment in associates and joint ventures	Total other components of equity	Equity attributable to owners of the Company	Non-controlling interests	Total equity
Three-month period ended 31 December 2017														
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	-	-	-	-	-	12,578	-	-	-	-	12,578	12,578	-	12,578
Total distributions to owners of the Company	-	-	-	-	-	12,578	-	-	-	-	12,578	12,578	-	12,578
<i>Changes in ownership interests in subsidiaries</i>														
Acquisition of non-controlling interests without a change in control	-	-	-	-	-	-	-	-	-	-	-	-	498,513	498,513
Acquisition of non-controlling interests through business combination - Restated	-	-	-	-	-	-	-	-	-	-	-	-	29,469,113	29,469,113
Total changes in ownership interests in subsidiaries	-	-	-	-	-	-	-	-	-	-	-	-	29,967,626	29,967,626
Total transactions with owners, recorded directly in equity	-	-	-	-	-	12,578	-	-	-	-	12,578	12,578	29,967,626	29,980,204
Comprehensive income for the period - Restated														
Profit	-	-	-	-	2,958,654	-	-	-	-	-	-	2,958,654	105,750	3,064,404
Other comprehensive income	-	-	-	-	309	-	(7,412)	-	(2,188)	(859,449)	(869,049)	(868,740)	(50,592)	(919,332)
Total comprehensive income for the period	-	-	-	-	2,958,963	-	(7,412)	-	(2,188)	(859,449)	(869,049)	2,089,914	55,158	2,145,072
Balance at 31 December 2017	25,110,025	(19,718,440)	17,215,737	2,900,000	109,044,573	46,119	(3,140,222)	5,002,515	7,490	(5,585,299)	(3,669,397)	130,882,498	33,755,781	164,638,279

Thai Beverage Public Company Limited and its Subsidiaries

Statement of changes in equity (Unaudited)

(Unit : Thousand Baht)

	Consolidated financial statements													
	Retained earnings					Other components of equity								
	Issued and paid-up share capital	Difference arising from common control transactions	Premium on ordinary shares	Legal reserve	Unappropriated	Other capital reserves- share-based payment	Currency translation differences	Revaluation surplus	Fair value changes in available-for-sale investments	Share of other comprehensive income of investment in associates and joint ventures	Total other components of equity	Equity attributable to owners of the Company	Non-controlling interests	Total equity
Three-month period ended 31 December 2018														
Balance at 1 October 2018 - As previously reported	25,111,321	(19,718,440)	17,241,995	2,900,000	109,025,452	58,126	(12,539,959)	5,002,515	10,905	(5,946,281)	(13,414,694)	121,145,634	19,424,825	140,570,459
Effect from fair value assessment of acquisition of businesses	-	-	-	-	(174,478)	-	-	-	-	-	-	(174,478)	15,096,470	14,921,992
Balance at 1 October 2018 - As restated	25,111,321	(19,718,440)	17,241,995	2,900,000	108,850,974	58,126	(12,539,959)	5,002,515	10,905	(5,946,281)	(13,414,694)	120,971,156	34,521,295	155,492,451
Transactions with owners, recorded directly in equity														
<i>Distributions to owners of the Company</i>														
Expense in relation to long-term incentive plan	-	-	-	-	-	13,507	-	-	-	-	13,507	13,507	-	13,507
Dividends to owners of the Company	-	-	-	-	-	-	-	-	-	-	-	-	(1,526,531)	(1,526,531)
Total distributions to owners of the Company	-	-	-	-	-	13,507	-	-	-	-	13,507	13,507	(1,526,531)	(1,513,024)
<i>Changes in ownership interests in subsidiaries</i>														
Change in non-controlling interests without a change in control	-	-	-	-	-	-	-	-	-	-	-	-	(85,958)	(85,958)
Total changes in ownership interests in subsidiary	-	-	-	-	-	-	-	-	-	-	-	-	(85,958)	(85,958)
Total transactions with owners, recorded directly in equity	-	-	-	-	-	13,507	-	-	-	-	13,507	13,507	(1,612,489)	(1,598,982)
Comprehensive income for the period														
Profit	-	-	-	-	7,417,111	-	-	-	-	-	-	7,417,111	64,126	7,481,237
Other comprehensive income	-	-	-	-	-	-	169,102	83	(15,836)	(484,117)	(330,768)	(330,768)	3,143	(327,625)
Total comprehensive income for the period	-	-	-	-	7,417,111	-	169,102	83	(15,836)	(484,117)	(330,768)	7,086,343	67,269	7,153,612
Balance at 31 December 2018	25,111,321	(19,718,440)	17,241,995	2,900,000	116,268,085	71,633	(12,370,857)	5,002,598	(4,931)	(6,430,398)	(13,731,955)	128,071,006	32,976,075	161,047,081

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		
Three-month period ended 31 December 2017							
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	-	-	-	-	-	12,578	12,578
Total transactions with owners, recorded directly in equity	-	-	-	-	-	12,578	12,578
Comprehensive income for the period							
Profit	-	-	-	-	2,206,277	-	2,206,277
Total comprehensive income for the period	-	-	-	-	2,206,277	-	2,206,277
Balance at 31 December 2017	25,110,025	31,035	17,215,737	2,900,000	42,190,804	46,119	87,493,720

Thai Beverage Public Company Limited and its Subsidiaries

Statement of changes in equity (Unaudited)

(Unit : Thousand Baht)

	Separate financial statements					Other components of equity	Total equity
	Issued and paid-up share capital	Difference arising from common control transactions	Premium on ordinary shares	Retained earnings			
				Legal reserve	Unappropriated		
Three-month period ended 31 December 2018							
Balance at 1 October 2018	25,111,321	31,035	17,241,995	2,900,000	41,664,409	58,126	87,006,886
Transactions with owners, recorded directly in equity							
Expense in relation to long-term incentive plan	-	-	-	-	-	13,507	13,507
Total transactions with owners, recorded directly in equity	-	-	-	-	-	13,507	13,507
Comprehensive income for the period							
Profit	-	-	-	-	1,151,857	-	1,151,857
Total comprehensive income for the period	-	-	-	-	1,151,857	-	1,151,857
Balance at 31 December 2018	<u>25,111,321</u>	<u>31,035</u>	<u>17,241,995</u>	<u>2,900,000</u>	<u>42,816,266</u>	<u>71,633</u>	<u>88,172,250</u>

- (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 December 2018, the Company's issued and fully paid-up capital (the Company has no treasury shares) comprises 25,111,320,600 ordinary shares. There were no movements in the Company's issued and fully paid-up capital since 30 September 2018, being the end of the immediately preceding financial period reported on.

ThaiBev Long Term Incentive Plan ("LTIP")

As at 31 December 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 2018: 6,908,680 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 December 2018	30 September 2018
Total number of shares	25,111,320,600	25,111,320,600

- (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 2018.

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:-

	(Unit : Baht)		
	Consolidated financial statements		
	For the three-month period ended 31 December		
	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	0.30	0.12	150%
(b) on a fully diluted basis	0.30	0.12	150%

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:-

	(Unit : Baht)					
	Consolidated financial statements			Separate financial statements		
	31 December 2018	30 September 2018	Changes + / (-)	31 December 2018	30 September 2018	Changes + / (-)
Net asset value per ordinary share based on weighted average number of issued share capital	5.10	4.82	5.8%	3.51	3.46	1.4%

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 first quarter ended 31 December 2018

In the fourth quarter ended 30 September 2018 of previous fiscal year, Asiaeuro International Beverage (Guangdong) Co., Ltd. ("AIB(GD)") has been incorporated in the People's Republic of China ("the P.R.C."), from a 51-49 joint venture between International Beverage Holdings (China) Limited ("IBHC"), an indirect subsidiary of the Company, and Asiaeuro Wines & Spirits (Shenzhen) Co., Ltd. ("AE(SZ)") which is a third party company incorporated and registered in the P.R.C to engage in the importation, sales and distribution of premium international wines and spirits in the P.R.C. Before this, IBHC and Asia Group Corporate Limited which is a third party company incorporated and registered in Hong Kong and a related company to AE(SZ) has completed a 51 – 49 joint venture to incorporate a Hong Kong company name Asiaeuro International Beverage (Hong Kong) Limited ("AIB(HK)") to engage in the importation, sales and distribution of premium international wines and spirits in the Greater China region. AIB(GD)'s and AIB(HK)'s operations were recognized under spirits business in the first quarter of this fiscal year ended 31 December 2018.

In the second quarter ended 31 March 2018 of previous fiscal year, 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 food business segment.

In the first quarter ended 31 December 2017 of previous fiscal year, the Company completed acquisitions of (1) 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 (2) a 53.59% shareholding interest in Saigon Beer - Alcohol - Beverage 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. Due to the acquisition of Sabeco was incurred close to the end of December 2017, 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. Sabeco's operations were recognized under beer business.

Due to Purchase Price Allocation of the acquisitions companies, the consolidated financial statements as at 30 September 2018 and for the three-month period ended 31 December 2017 included in these interim financial statements have been restated to reflect new information obtained about facts and circumstances that existed as of the acquisition date and the subsequently recognised adjustments.

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.

Performance for the first quarter ended 31 December 2018

Group

3 months of 2018 (Oct 18-Dec 18)	ThaiBev	F&N/FPL	Total (Million:THB)
Sales	72,627	-	72,627
Gross profit	20,343	-	20,343
EBITDA exclude non- recurring cost	10,714	1,559	12,273
Net profit exclude non- recurring cost	5,989	1,492	7,481
EBITDA included non- recurring cost	10,714	1,559	12,273
Net profit included non- recurring cost	5,989	1,492	7,481
Attributable Profit (loss) excluded non- recurring cost	5,925	1,492	7,417
Attributable Profit (loss) included non- recurring cost			
By Business:	5,925	1,492	7,417
Spirits	5,553	-	5,553
Beer	513	-	513
Non-Alcohol	(292)	-	(292)
Food	151	-	151
Non- recurring cost	-	-	-
F&N/FPL	-	1,492	1,492
3 months of 2017 (Oct 17-Dec 17) (Restated)	ThaiBev	F&N/FPL	Total (Million:THB)
Sales	45,476	-	45,476
Gross profit	13,777	-	13,777
EBITDA exclude non- recurring cost	7,148	792	7,940
Net profit exclude non- recurring cost	4,840	682	5,522
EBITDA included non- recurring cost	4,797	792	5,589
Net profit included non- recurring cost	2,382	682	3,064
Attributable Profit (loss) excluded non- recurring cost	4,735	682	5,417
Attributable Profit (loss) included non- recurring cost			
By Business:	2,277	682	2,959
Spirits	3,835	-	3,835
Beer	999	-	999
Non-Alcohol	(246)	-	(246)
Food	147	-	147
Non- recurring cost	(2,458)	-	(2,458)
F&N/FPL	-	682	682

Increase (decrease)	ThaiBev	F&N/FPL	Total (Million:THB)
Sales	27,151	-	27,151
Gross profit	6,566	-	6,566
EBITDA exclude non- recurring cost	3,566	767	4,333
Net profit exclude non- recurring cost	1,149	810	1,959
EBITDA included non- recurring cost	5,917	767	6,684
Net profit included non- recurring cost	3,607	810	4,417
Attributable Profit (loss) excluded non- recurring cost	1,190	810	2,000
Attributable Profit (loss) included non- recurring cost			
By Business:	3,648	810	4,458
Spirits	1,718	-	1,718
Beer	(486)	-	(486)
Non-Alcohol	(46)	-	(46)
Food	4	-	4
Non- recurring cost	2,458	-	2,458
F&N/FPL	-	810	810
% Increase (decrease)	ThaiBev	F&N/FPL	(%)
Sales	59.7	-	59.7
Gross profit	47.7	-	47.7
EBITDA exclude non- recurring cost	49.9	96.8	54.6
Net profit excluded non- recurring cost	23.7	118.8	35.5
EBITDA included non- recurring cost	123.3	96.8	119.6
Net profit included non- recurring cost	151.4	118.8	144.2
Attributable Profit (loss) excluded non- recurring cost	25.1	118.8	36.9
Attributable Profit (loss) included non- recurring cost			
By Business:	160.2	118.8	150.7
Spirits	44.8	-	44.8
Beer	(48.6)	-	(48.6)
Non-Alcohol	(18.7)	-	(18.7)
Food	2.7	-	2.7
Non- recurring cost	100	-	100.0
F&N/FPL	-	118.8	118.8

For the first quarter ended 31 December 2018, total sales revenue of the Company was Baht 72,627 million, an increase of Baht 27,151 or 59.7%, from Baht 45,476 million of last year. This was due to an increase in sales of spirits business of 28.6%, beer business of 128.6%, non-alcoholic beverages business of 1.1% and food business of 63.9%.

Gross profit was Baht 20,343 million, an increase of 47.7% or Baht 6,566 million, from Baht 13,777 million of last year, this was due to an increase in gross profit of spirits business of 27.9%, beer business of 117.5% and food business of 59.1%, although there was a decrease in gross profit of non-alcoholic beverages business of 8.4%.

Normal Operation excluded non-recurring cost.

Earnings before interest, tax, depreciation and amortization (EBITDA) was Baht 12,273 million, an increase of 54.6% or Baht 4,333 million, from Baht 7,940 million of last year. This was due to an increase in EBITDA of spirits business of 36.7%, beer business of 117.3%, food business of 47.9% and an increase in EBITDA from F&N/FPL of 96.8 %, although there was a decrease in EBITDA of non-alcoholic beverages business of 180.0%.

Net profit was Baht 7,481 million an increase of 35.5% or Baht 1,959million, from Baht 5,522 million of last year. This was due to an increase in net profit of spirits business of 41.5%, food business of 11.5%, and an increase in net profit from F&N/FPL of 118.8%, although there was a decrease in net profit of beer business 53.7%, and an increase in net loss of non-alcoholic beverages business of 27.3%.

Attributable profit to shareholders of the Company was Baht 7,417 million an increase of 36.9 % or Baht 2,000million, from Baht 5,417 million of last year. This was due to an increase in attributable profit to shareholders of the Company of spirits business of 44.8%, an increase in attributable profit to shareholders of the Company of food business of 2.7%.and an increase in attributable profit to shareholders of the Company from F&N/FPL of 118.8%, although there was a decrease in attributable profit to shareholders of the Company of beer business 48.6%, and an increase in attributable loss to shareholders of the Company of non-alcoholic beverage business of 18.7%.

Operation as per financial report included non-recurring cost.

Earnings before interest, tax, depreciation and amortization (EBITDA) was Baht 12,273 million, an increase of 119.6% or Baht 6,684 million, from Baht 5,589 million of last year. This was due to an increase in EBITDA of spirits business of 36.7%, beer business of 117.3%, food business of 47.9% and an increase in EBITDA from F&N/FPL of 96.8%, although there was a decrease in EBITDA of non-alcoholic beverages business of 180.0%, last year there was non-recurring expenses relating to business acquisition of Baht 2,351 million.

Net profit was Baht 7,481 million an increase of 144.2% or Baht 4,417 million, from Baht 3,064 million of last year. This was due to an increase in net profit of spirits business of 41.5%, food business of 11.5%, and an increase in net profit from F&N/FPL of 118.8%, although there was a decrease in net profit of beer business of 53.7%, an increase in net loss of non-alcoholic beverages business of 27.3%. Last year there was non-recurring expenses relating to business acquisition and a finance cost before taking Sabeco results of Baht 2,458 million.

Attributable profit to shareholders of the Company was Baht 7,417 million an increase of 150.7% or Baht 4,458million, from Baht 2,959 million of last year. This was due to an increase in attributable profit to shareholders of the Company of spirits business of 44.8%, an increase in attributable profit to shareholders of the Company of food business 2.7% , and an increase in attributable profit to shareholders of the Company from F&N/FPL of 118.8%, although there was a decrease in attributable profit to shareholders of the Company of beer business 48.7% and an increase in attributable loss to shareholders of the Company of non-alcoholic beverages business of 18.7%. Last year there was non-recurring expenses relating to business acquisition and a finance cost before taking Sabeco results of Baht 2,458 million,

3mthsYTD_Dec_2018

	Spirits	% to Sales	Beer	% to Sales	Non-alcoholic beverages	% to Sales	Food	% to Sales	Eliminate	% to Sales	Total	% to Sales
Revenue from sales	31,682	100.0	33,000	100.0	4,157	100.0	3,816	100.0	(28)	100.0	72,627	100.0
Cost of sales	21,248	67.1	26,013	78.8	2,918	70.2	2,125	55.7	(20)	71.4	52,284	72.0
Gross profit	10,434	32.9	6,987	21.2	1,239	29.8	1,691	44.3	(8)	28.6	20,343	28.0
Distribution costs	1,607	5.1	3,871	11.7	1,287	31.0	868	22.7	(16)	57.1	7,617	10.5
Administrative expenses	1,750	5.5	1,730	5.2	467	11.2	544	14.3	(16)	57.1	4,475	6.2
Operating profit (loss)	7,077	22.3	1,386	4.2	(515)	(12.4)	279	7.3	24	(85.7)	8,251	11.4
Other income/ Interest income	38	0.1	659	2.0	135	3.2	20	0.5	(24)	85.7	828	1.1
EBIT (loss)	7,115	22.5	2,045	6.2	(380)	(9.1)	299	7.8	-	-	9,079	12.5
Finance costs	268	0.8	1,302	3.9	57	1.4	77	2.0	-	-	1,704	2.3
Income tax	1,154	3.6	333	1.0	(148)	(3.6)	47	1.2	-	-	1,386	1.9
Net Profit (loss) exclude F&N/FPL and non-recurring cost	5,693	18.0	410	1.2	(289)	(7.0)	175	4.6	-	-	5,989	8.2
Depreciation & Amortization	425	1.3	684	2.1	340	8.2	186	4.9	-	-	1,635	2.3
EBITDA (loss) exclude F&N/FPL, and non-recurring cost	7,540	23.8	2,729	8.3	(40)	(1.0)	485	12.7	-	-	10,714	14.8
Net Profit (loss) exclude F&N/FPL											5,989	8.2
EBITDA (loss) exclude F&N/FPL											10,714	14.8
F&N/FPL results:												
Operating results											1,559	2.1
Finance costs											(67)	(0.1)
F&N/FPL Net Profit											1,492	2.1
F&N/FPL EBITDA											1,559	2.1
Net Profit											7,481	10.3
EBITDA											12,273	16.9
Attributable profit(loss) to shareholders of the Company exclude F&N/FPL & non-recurring cost	5,553	17.5	513	1.6	(292)	(7.0)	151	4.0	-	-	5,925	8.2
Attributable profit to shareholders of the Company exclude non-recurring cost											7,417	10.2

3mthsYTD_Dec_2017 (Restated)

	Spirits	% to Sales	Beer	% to Sales	Non-alcoholic beverages	% to Sales	Food	% to Sales	Eliminate	% to Sales	Total	% to Sales
Revenue from sales	24,641	100.0	14,434	100.0	4,113	100.0	2,328	100.0	(40)	100.0	45,476	100.0
Cost of sales	16,480	66.9	11,222	77.7	2,761	67.1	1,265	54.3	(29)	72.5	31,699	69.7
Gross profit	8,161	33.1	3,212	22.3	1,352	32.9	1,063	45.7	(11)	27.5	13,777	30.3
Distribution costs	1,401	5.7	1,744	12.1	1,321	32.1	365	15.7	(20)	50.0	4,811	10.6
Administrative expenses	1,748	7.1	631	4.4	462	11.2	519	22.3	(22)	55.0	3,338	7.3
Operating profit (loss)	5,012	20.3	837	5.8	(431)	(10.5)	179	7.7	31	(77.5)	5,628	12.4
Other income/ Interest income	85	0.3	215	1.5	127	3.1	10	0.4	(31)	77.5	406	0.9
EBIT (loss)	5,097	20.7	1,052	7.3	(304)	(7.4)	189	8.1	-	-	6,034	13.3
Finance costs	124	0.5	20	0.1	44	1.1	19	0.8	-	-	207	0.5
Income tax	949	3.9	146	1.0	(121)	(2.9)	13	0.6	-	-	987	2.2
Net Profit (loss) exclude F&N/FPL and non-recurring cost	4,024	16.3	886	6.1	(227)	(5.5)	157	6.7	-	-	4,840	10.6
Depreciation & Amortization	417	1.7	204	1.4	354	8.6	139	6.0	-	-	1,114	2.4
EBITDA (loss) exclude F&N/FPL, and non-recurring cost	5,514	22.4	1,256	8.7	50	1.2	328	14.1	-	-	7,148	15.7
Non-recurring cost relating to :												
Sabeco acquisition											(2,206)	(4.9)
Others acquisition											(145)	(0.3)
Finance cost relating to Sabeco acquisition before results taking											(107)	(0.2)
Total non-recurring cost											(2,458)	(5.4)
Net Profit (loss) exclude F&N/FPL											2,382	5.2
EBITDA (loss) exclude F&N/FPL											4,797	10.5
F&N/FPL results:												
Operating results											792	1.7
Finance costs											(110)	(0.2)
F&N/FPL Net Profit											682	1.5
F&N/FPL EBITDA											792	1.7
Net Profit											3,064	6.7
EBITDA											5,589	12.3
Attributable profit(loss) to shareholders of the Company exclude F&N/FPL & non-recurring cost	3,835	15.6	999	6.9	(246)	(6.0)	147	6.3	-	-	4,735	10.4
Attributable profit to shareholders of the Company exclude non-recurring cost											5,417	11.9

3mths YTD_Dec Increase (Decrease)

	Spirits	% Changes	Beer	% Changes	Non-alcoholic beverages	% Changes	Food	% Changes	Eliminate	% Changes	Total	% Changes
Revenue from sales	7,041	28.6	18,566	128.6	44	1.1	1,488	63.9	12	30.0	27,151	59.7
Cost of sales	4,768	28.9	14,791	131.8	157	5.7	860	68.0	9	31.0	20,585	64.9
Gross profit	2,273	27.9	3,775	117.5	(113)	(8.4)	628	59.1	3	27.3	6,566	47.7
Distribution costs	206	14.7	2,127	122.0	(34)	(2.6)	503	137.8	4	20.0	2,806	58.3
Administrative expenses	2	0.1	1,099	174.2	5	1.1	25	4.8	6	27.3	1,137	34.1
Operating profit (loss)	2,065	41.2	549	65.6	(84)	(19.5)	100	55.9	(7)	(22.6)	2,623	46.6
Other income/ Interest income	(47)	(55.3)	444	206.5	8	6.3	10	100.0	7	22.6	422	103.9
EBIT (loss)	2,018	39.6	993	94.4	(76)	(25.0)	110	58.2	-	-	3,045	50.5
Finance costs	144	116.1	1,282	6,410.0	13	29.5	58	305.3	-	-	1,497	723.2
Income tax	205	21.6	187	128.1	(27)	(22.3)	34	261.5	-	-	399	40.4
Net Profit (loss) exclude F&N/FPL and non-recurring cost	1,669	41.5	(476)	(53.7)	(62)	(27.3)	18	11.5	-	-	1,149	23.7
Depreciation & Amortization	8	1.9	480	235.3	(14)	(4.0)	47	33.8	-	-	521	46.8
EBITDA (loss) exclude F&N/FPL, and non-recurring cost	2,026	36.7	1,473	117.3	(90)	(180.0)	157	47.9	-	-	3,566	49.9
Non-recurring cost relating to :												
Sabeco acquisition											2,206	100.0
Others acquisition											145	100.0
Finance cost relating to Sabeco acquisition before results taking											107	100.0
Total non-recurring cost											2,458	100.0
Net Profit (loss) exclude F&N/FPL											3,607	151.4
EBITDA (loss) exclude F&N/FPL											5,917	123.3
F&N/FPL results:												
Operating results											767	96.8
Finance costs											43	39.1
F&N/FPL Net Profit											810	118.8
F&N/FPL EBITDA											767	96.8
Net Profit											4,417	144.2
EBITDA											6,684	119.6
Attributable profit(loss) to shareholders of the Company exclude F&N/FPL & non-recurring cost	1,718	44.8	(486)	(48.6)	(46)	(18.7)	4	2.7	-	-	1,190	25.1
Attributable profit to shareholders of the Company exclude non-recurring cost											2,000	36.9

Spirits Business

For the first quarter ended 31 December 2018, sales revenue was Baht 31,682 million, an increase of Baht 7,041 million, or 28.6%. Total sales volume of spirits including MSC & MDC's spirits was 181.9 million litres, an increase of 25.7%. Sales volume excluding MSC & MDC's spirits was 158.1 million litres, an increase of 24.3%. Total sales volume of soda was 12.9 million litres, an increase of 11.8%.

Gross profit was Baht 10,434 million, an increase of Baht 2,273 million, or 27.9%. This was mainly due to an increase in revenue from sales.

Earnings before interest, tax, depreciation and amortization (EBITDA) was Baht 7,540 million, an increase of Baht 2,026 million, or 36.7%. This was mainly due to an increase in gross profit, although there was an increase in advertising, promotion expenses and staff costs.

Net profit was Baht 5,693 million, an increase of Baht 1,669 million or 41.5%. This was mainly due to an increase in EBITDA.

Attributable profit to shareholders of the Company was Baht 5,553 million, an increase of Baht 1,718 million or 44.8%. This was mainly due to an increase in net profit.

Beer Business

For the first quarter ended 31 December 2018, sales revenue was Baht 33,000 million, an increase of Baht 18,566 million, or 128.6%. Total sales volume of beer including Sabeco's beer was 731.8 million litres, an increase of 253.9%. Sales volume excluding Sabeco's beer was 223.0 million litres, an increase of 7.8%.

Gross profit was Baht 6,987 million, an increase of Baht 3,775 million, or 117.5%. This was mainly due to an increase in sales revenue.

Earnings before interest, tax, depreciation and amortization (EBITDA) was Baht 2,729 million, an increase of Baht 1,473 million, or 117.3%. 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 410 million, a decrease of Baht 476 million, or 53.7%. 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 513 million, a decrease of Baht 486 million, or 48.6%. This was mainly due to a decrease in net profit.

Non-Alcoholic Beverages Business

For the first quarter ended 31 December 2018, sales revenue was Baht 4,157 million, an increase of Baht 44 million or 1.1%, this was mainly due to a product mix. Total sales volume was 422.2 million litres, an increase of 14.7 million litres or 3.6%. There was an increase in sales volume of drinking water of 19.1 million litres, or 7.1%, carbonated soft drink of 5.7 million litres, or 9.1% and 100Plus of 0.3 million litres, or 25.0% although there was a decrease in sales volume of ready to drink tea of 6.3 million litres, or 9.7%, Jubjai of 2.5 million litres, or 29.8% and Lipton of 1.6 million litres, or 100.0%.

Gross profit was Baht 1,239 million, a decrease of Baht 113 million or 8.4%. This was mainly due to an increase in cost of sales which the key change was the new specific sugar tax and excise tax that fully impacted in this quarter compare with the first quarter of last year, and there was an increase in some material costs such as fructose sugar and preforms resin.

Earnings before interest, tax, depreciation and amortization (EBITDA) loss was Baht 40 million, a change of Baht 90 million or 180%. This was mainly due to a decrease in gross profit.

Net loss was Baht 289 million, an increase of Baht 62 million or 27.3%. This was mainly due to a decrease in gross profit, and an increase in EBITDA loss.

Attributable loss to shareholders of the Company was Baht 292 million, an increase of Baht 46 million, or 18.7%. This was mainly due to an increase in net loss.

Food Business

For the first quarter ended 31 December 2018, sales revenue was Baht 3,816 million, an increase of Baht 1,488 million or 63.9%. This was mainly due to an increase in revenue from SOA & QSA.

Gross profit was Baht 1,691 million, an increase of Baht 628 million or 59.1%. This was mainly due to an increase in sales.

Earnings before interest, tax, depreciation and amortization (EBITDA) was Baht 485 million, an increase of Baht 157 million or 47.9%. This was mainly due to an increase in gross profit.

Net profit was Baht 175 million, an increase of Baht 18 million, or 11.5 %. This was mainly due to an increase in EBITDA.

Attributable profit to shareholders of the Company was Baht 151 million, an increase of Baht 4 million, or 2.7%. This was mainly due to an increase in net profit.

Financial Position

Assets

Total assets as at 31 December 2018 was Baht 416,950 million, a decrease of Baht 992 million or 0.24% compared with total assets at the end of September 2018. This was mainly due to a decrease in current assets of Baht 2,176 million which was mainly due to a decrease in inventories, although there was an increase in non-current assets of Baht 1,184 million which was mainly due to an increase in investments in associates and joint ventures.

Liabilities

Total liabilities as at 31 December 2018 was Baht 255,903 million, a decrease of Baht 6,546 million or 2.49 % compared with total liabilities at the end of September 2018. This was mainly due to a decrease in loans from financial institutions.

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

Unit: Million Baht

Within one year (December 2019)	81,454
After one year but within two years (December 2020)	5,018
After two years	<u>130,933</u>
Total	<u>217,405</u>

The Company will manage to take out majority of short-term loans to long-term loans within the second quarter ended 31 March 2019.

Shareholders' Equity

Total equity as at 31 December 2018 was Baht 161,047 million, an increase of Baht 5,555 million or 3.57% compared with the equity at the end of September 2018. This was mainly due to an increase in net retained earnings from the net profit of the period.

Liquidity

Cash and cash at financial institutions, as at 31 December 2018, was Baht 22,409 million. The net decrease from the beginning of the period was Baht 121 million. Details of activities were as follows.

	Unit: Million Baht
Net cash from operating activities	17,561
Net cash from (used in) investing activities	(1,000)
Net cash from (used in) financing activities	(16,014)
Increase in cash and cash equivalents	547
Adjustment from financial statement translation	(216)
Net increase in cash and cash equivalents	331
Cash and cash equivalents at beginning of period	11,516
Cash and cash equivalents at end of period	11,847
Current investments	10,562
Cash and cash at financial institutions	22,409

Net cash inflow from operating activities of Baht 17,561 million for the period ended 31 December 2018 was Baht 11,946 million higher than Baht 5,615 million of last year. This was mainly due to a net increase of Baht 5,402 million from an increase in net profit and an increase in non-cash items from working capital of Baht 6,544 million.

Net cash used in investing activities of Baht 1,000 million for the period ended 31 December 2018 was Baht 186,124 million lower than Baht 187,124 million of last year. This was mainly due to a decrease in cash outflow on acquisition of businesses.

Net cash used in financing activities of Baht 16,014 million for the period ended 31 December 2018 was Baht 203,848 million, a change from net cash inflow from financing activities of Baht 187,834 million of last year. This was mainly due to a decrease in proceeds from loans of last year for acquisitions.

Financial Ratios

	<u>Dec 31, 18</u>	<u>Sep 30, 18</u> <u>(Restated)</u>
Current Ratio (times)	0.65	2.01
Liability to Equity Ratio (Gearing Ratio) (times)	1.59	1.69
Interest Bearing Debt to Equity Ratio (times)	1.35	1.49
Net Interest Bearing Debt to Equity Ratio (times)	1.21	1.34
Net Interest Bearing Debt to EBITDA (times)(annualized)	4.61	5.48
Net asset value per share (Baht)	5.10	4.82
	<u>Dec 31, 18</u>	<u>Dec 31, 17</u> <u>(Restated)</u>
Earnings per share for the quarter (Baht)	0.30	0.12

	<u>Oct 18 - Dec 18</u>	<u>Oct 17 - Dec 17</u> <u>(Restated)</u>
Accounts Receivable Turnover (days)	7	5
Inventory Turnover (days)		
Spirits Business : finished goods	41	56
Beer Business : finished goods	10	13
Non-alcohol Business : finished goods	19	23
Food Business : finished goods	5	4

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.

The Thai economy continued to expand in 1Q FY2019, driven by the tourism sector and a rise in private consumption. The country's exports, however, grew at a slower pace. Stability wise, the rate of headline inflation decelerated, following a decline in retail petroleum prices.

The domestic beverage market showed signs of recovery as private consumption picked up. This was partly due to an increase in farmers' income levels and the government's welfare cards policy that underpinned consumer purchasing power. Moving forward, the campaigns ahead of the coming election in March 2019 are also expected to further stimulate the economy.

OVERALL BUSINESS

Total sales revenue of the Company for the quarter ended 31 December 2018 was Baht 72,627 million, an increase of 59.7% YoY, attributable to an increase in sales revenue of all business segment.

Net profit was Baht 7,481 million, increased 144.2% when compared to the same period last year. This was due to, an increase in net profit of spirits and food businesses, and an increase in net profit from F&N/FPL, although there was a decrease in net profit of beer business and an increase in net loss of non-alcoholic beverages business. Last year there was non-recurring expenses relating to business acquisition and a finance cost before taking Sabeco results of Baht 2,458 million. Net profit from normal operation excluded non-recurring expenses increase of 35.5% when compared to last year.

SPIRITS BUSINESS

The Company's spirits business generated sales revenue amounting to Baht 31,682 million, up 28.6% compared to the corresponding period last year. Sales volumes recorded rose 25.7% YoY when including the Grand Royal Group's sales and rose 24.3% when excluding the Grand Royal Group's sales. This was largely due to increasing consumer purchasing power and the comparison against a low base in 1Q FY2018, during which sales agents reduced purchase orders on the back of an excise tax hike. Consequently, net profit surged 41.5% YoY to Baht 5,693 million.

BEER BUSINESS

The Company's beer business registered sales revenue amounting to Baht 33,000 million in 1Q FY2019, 128.6% higher than the sales revenue posted in the corresponding period last year. The rise was driven by 253.9% increase in sales volumes including that of Sabeco, which was not included for comparison in the same period of last year. When excluding Sabeco's sale, the sales volume recorded by the Company's beer business improved 7.8%. This was in line with the increase in consumer purchasing power. However, net profit decreased 53.7% YoY to Baht 410 million, due to higher advertising and promotion expenses, staff costs, and finance costs.

NON-ALCOHOLIC BEVERAGES BUSINESS

The Company's non-alcoholic beverage business generated sales revenue amounting to Baht 4,157 million in 1Q FY2019, up 1.1%, due to an increase in drinking water and carbonated soft drink sales volumes. However, net loss during this quarter increased 27.3% YoY to Baht 289 million from an excise tax hike, an increase in fructose sugar and preforms resin cost.

FOOD BUSINESS

Sales revenue generated by the food business in 1Q FY2019 rose 63.9% YoY to Baht 3,816 million due to an increase in the number of stores from Spice of Asia and the QSR of Asia restaurants. Consequently, net profit jumped 11.5 % YoY.

INTERNATIONAL BUSINESS

Sales revenue recorded by the international business rose 497% compared to the corresponding period last year. International spirits sales revenue grew 7% YoY, driven mainly by the Grand Royal Group, while international beer sales revenue grew 3,815% YoY, driven by Sabeco, which has been consolidated into the Company since the Company's second quarter ended March 31, 2018.

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

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

No.

; and

(b) (i) Amount per share cents

N/A

(ii) Previous corresponding period cents

N/A

(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).

N/A

(d) The date the dividend is payable.

N/A

(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.

N/A

12. If no dividend has been declared/recommended, a statement to that effect and the reason(s) for the decision.

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 three-month period (Oct-Dec18) ended 31 December 2018

Interested persons transactions for the three-month period (Oct-Dec18) ended 31 December 2018

	Aggregate value of all interested persons transactions for the three-month period (Oct-Dec18) ended 31 December 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.	-	13,412.37
2 Thai Glass Industries PCL	-	33,132.65
3 Thai Malaya Glass Co., Ltd.	-	53,657.73
4 F&N Foods Pte Ltd	-	58,527.76
5 F&N Dairies (Thailand) Limited	-	30,315.33
6 Emerald Brewery Myanmar Limited	-	14,281.60
7 Gaew Grung Thai Co., Ltd.	-	2,695.59
8 TCC Hotel Asset Management Co., Ltd.	-	5,821.13
9 Big C Supercenter PCL	-	989,061.96
10 BJC Specialties Co., Ltd.	-	6,009.85
11 Amarin Printing and Publishing PCL	-	3,135.59
12 One Bangkok Company Limited	-	4,263.48
B Other income		
1 Thai Malaya Glass Co., Ltd.	-	8,939.08
2 F&N Interflavine Pte Ltd	-	16,674.27
3 Fraser & Neave (Singapore) Pte. Limited	-	3,063.75
C Cost of sales		
1 PS Recycle Co., Ltd.	-	66,551.11
2 Thip Sugar Kamphaengphet Co., Ltd. ***	-	104,723.46
3 The Suphanburi Sugar Industry Co., Ltd.	-	11,288.84
4 Southeast Capital Co., Ltd.	-	7,066.14
5 Thai Beverage Can Co., Ltd.	-	240,861.38
6 Berli Jucker PCL	-	3,207.22
7 The Southeast Insurance PCL **	-	27,785.21
8 Thip Sugar Sukhothai Co., Ltd.	-	163,153.12
9 North Park Golf And Sports Club Co., Ltd.	-	4,459.19
10 Thai Malaya Glass Co., Ltd.	-	1,851,811.60
11 Dhanasindhi Co., Ltd.	-	6,032.60
12 F&N Interflavine Pte Ltd	-	9,355.22
13 Gaew Grung Thai Co., Ltd.	-	7,052.79
14 Gaewsamsiri Co., Ltd.	-	5,147.37
15 Sub Permpoon 8 Co., Ltd.	-	5,274.75
16 Golden Ventures Leasehold Real Estate Investment Trust	-	3,901.90
17 CW Towers Co., Ltd.	-	16,598.46

Thai Beverage Public Company Limited

Unaudited but reviewed transactions for the three-month period (Oct-Dec18) ended 31 December 2018

Interested persons transactions for the three-month period (Oct-Dec18) ended 31 December 2018

	Aggregate value of all interested persons transactions for the three-month period (Oct-Dec18) ended 31 December 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.	-	74,426.90
2 The Southeast Insurance PCL **	-	9,037.56
3 F&N Foods Pte Ltd	-	39,859.01
4 P.I.T. Factory Co., Ltd.	-	3,931.85
5 Big C Supercenter PCL	-	101,831.56
6 Amarin Television Co., Ltd.	-	6,660.00
7 TICON Logistics Park Co., Ltd.	-	6,063.73
E Administrative expenses		
1 Southeast Capital Co., Ltd.	-	32,615.98
2 T.C.C. Technology Co., Ltd.	-	46,582.04
3 Thai Beverage Can Co., Ltd.	-	2,754.55
4 The Southeast Insurance PCL **	-	6,888.64
5 North Park Golf And Sports Club Co., Ltd.	-	8,767.10
6 TCC Hotel Collection Co., Ltd.	-	3,062.86
7 Thai Alcohol PCL	-	9,226.65
8 Thai Malaya Glass Co., Ltd.	-	5,763.18
9 Dhanasindhi Co., Ltd.	-	4,622.03
10 Fraser and Neave, Limited	-	5,092.22
11 Fraser & Neave (Singapore) Pte. Limited	-	5,868.06
12 Commercial Solution Co., Ltd.	-	11,476.03
13 Business Process Outsourcing Co., Ltd.	-	25,185.99
14 TCC Hotel Asset Management Co., Ltd.	-	13,599.75
15 Pacific Leisure (Thailand) Limited	-	5,488.57
16 CW Towers Co., Ltd.	-	15,375.99
17 Amarin Printing and Publishing PLC	-	10,079.00
F Purchase of assets		
1 Dhanasindhi Co., Ltd.	-	47,468.65

* Exchange rate Baht 23.87 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 three-month ended December 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 December 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.