#### **1. GENERAL INFORMATION**

Chiangmai Frozen Foods Public Company Limited was a public company limited and was listed on the Stock Exchange of Thailand in 1993. The Company engages in its core business of manufacturing and exporting of frozen fruits and vegetable. The registered office of the Company is located at 149/34 Soi Anglo Plaza, Surawongse road, Bangrak, Bangkok.

# 2. BASIS OF FINANCIAL STATEMENTS AND CONSOLIDATED FINANCIAL STATEMENT PREPARATION

The Company and consolidated financial statements have been prepared in accordance with Thai Generally Accepted Accounting Principles under the Accounting Act, B.E. 2543, being those Thai Accounting Standards issued by the Institute of Certified Accountants and Auditors of Thailand and approved under law by the Board of Supervision of Auditing Practices appointed by the Minister of Commerce under the Auditor Act, B.E. 2505, and the financial reporting requirements of the Securities and Exchange Commission.

The consolidated financial statements include the account of Chiangmai Frozen Foods Public Company Limited and subsidiary ,C&W Interfoods Co., Ltd which holding 49 % of share capital which its two directors who are the authorized persons to make decision for such subsidiary's operation.

Significant intercompany transactions with subsidiary in the consolidated financial statements have been eliminated.

## **3. SIGNIFICANT ACCOUNTING POLICIES**

The principle accounting policies adopted in the preparation of the Company and subsidiary's financial statements are as follows:

## 3.1 Cash and Cash Equivalents

Cash and cash equivalents include cash on hand and deposits at financial institutions. The Company and subsidiary maintain cash on hand for general use. Deposits at financial institutions, including short – term saving deposits, are highly liquid investments that are readily convertible to known amounts with original maturities of three (3) months or less and that are subject to an insignificant risk of change in value.

## 3.2 Accounts Receivable

Accounts receivable are carried at original invoice amount less allowance for doubtful acounts.

## 3.3 Allowance For Doubtful Accounts

The Company and subsidiary provide allowance for doubtful accounts equal to the estimated losses that may be incurred in the collection of receivables and receivables- planters. The estimated losses are based on the collection experiences and the review of the current status of the existing receivables.

## 3.4 Inventories

Inventories are valued at the lower of cost (weighted average) or net realizable value, after provision for obsolescence.

## 3.5 Investments

Investments in subsidiary are valued by the equity method.

Equity method of accounting involves recognizing the Company's share of the subsidiary's profit or loss for the years. The Company's investments in the subsidiary which carried in the Company's balance sheets are the amount that reflects its share of net assets in the subsidiary.

## 3.6 Property, Plant and Equipment

Property, plant and equipment are initially recorded at cost. All assets except for land are stated at historical cost less accumulated depreciation.

Depreciation of property and equipment are calculated on the straight line method over their estimated useful lives are as follows :

|                               | No. of Years |
|-------------------------------|--------------|
| Buildings                     | 20           |
| Machinery and equipment       | 10           |
| Vehicles                      | 5            |
| Office equipment and fixtures | 5            |

When assets are sold or retired, the Company and subsidiary will eliminated their costs and accumulated depreciation from the accounts and any gain or loss resulting from their disposal is included in the statements of income.

Building-in-progress and machinery under installation are stated at cost. These assets are not depreciated until such time as the relevant assets are completed and ready for their intended operational use.

#### 3.7 Interest Capitalization

Subsidiary capitalizes interest on loan for the construction of plant, machinery and equipment under construction and/or installation as part of the cost of assets. Capitalization of interest will cease when those assets are ready for use in the operations.

Interest capitalized as part of the cost of assets for the year 2002 amounted to approximately Baht 0.3 million.

## 3.8 Finance Lease

Leases of assets where the Company and subsidiary have substantially been transferred all the risks and rewards of ownership are classified as finance leases. Finance leases are recognized as assets and liabilities at the inception of the lease at the lower of the fair value of the leased property or the present value of the minimum lease payments. Each lease payment is allocated between the liability and finance charges so as to achieve a constant rate on the finance balance outstanding. The interest element of the finance cost is charged to the income statement over the lease period. The lease payment amount net of finance charges is recorded as the reduction of the outstanding liability. The depreciable assets acquired under finance leases are depreciated over the useful life of the assets.

## 3.9 Impairment of Assets

The Company and subsidiary reviewed the impairment of assets whenever events or changes in circumstances indicate that the recoverable amount of assets is below the carrying amount (the higher of an assets selling price or value in use). The review is made for individual assets or the cash generating unit.

In case that the carrying value of an asset exceeds its recoverable amount, the Company and subsidiary recognize the impairment losses in the statements of income. The reversal of impairment losses recognized in prior years is recorded as other income when there is an indication that the impairment losses recognized for the assets no longer exist or are decreased.

# 3.10 Foreign Currency Transactions

Foreign currency transactions throughout the years are recorded to Thai Baht at the rates prevailing at the transactions dates. The balances of assets and liabilities in foreign currency outstanding at the balance sheet dates are translated into Baht at the rates prevailing at those dates. Gain or loss is credited or charged to current operations.

# 3.11 Revenue Recognition

The Company and subsidiary recognized sales as income when goods are delivered and the risks and rewards are transferred to customers.

The Company and subsidiary recorded income tax based on the actual amount currently payable according to the Revenue Code.

#### 3.13 Basic Earnings per share

Basic earnings per share is calculated by dividing the net income attributable to shareholders by weighted average number of ordinary shares in issue during the years.

# 4. TRANSACTION WITH RELATED COMPANIES

The Company have certain transactions with their related companies. A portion of assets, liabilities, revenues and expenses arose from transactions with said related companies. These related companies are related through common shareholding and/or directorships. The effects of these transactions are reflected in the accompanying financial statements on the bases mutually considered by the companies concerned, and other entities, normal course of business.

## 4.1 Relationships and pricing policies

The relationship and pricing policies among the Company and related companies are as follows :

|                            | Relationships |       | Pricing Policy                                       |
|----------------------------|---------------|-------|--|
| <b>Related Companies :</b> |               |       |  |
| Itochu Corporation         | Shareholders  | Sales | At normal business prices, as same as other entities |
| P.P Foods Supply Co., Ltd. | Shareholders  | Sales | At normal business prices, as same as other entities |
| Ing shiang Co., Ltd.       | Shareholders  | Sales | At normal business prices, as same as other entities |

## 4.2 Balances of transactions with Related Companies

Balances of transactions with related companies as at December 31, 2002 and 2001 are as follows :

|                            |              | IN BAHT   |           |           |  |  |  |
|----------------------------|--------------|-----------|-----------|-----------|--|--|--|
|                            | CONSOLIDATED |           | THE COMPA | NY ONLY   |  |  |  |
|                            | 2002 2001    |           | 2002      | 2001      |  |  |  |
| Accounts receivable        |              |           |           |           |  |  |  |
| Itochu Corporation         | 2,239,593    | 4,114,093 | 2,239,593 | 4,114,093 |  |  |  |
| P.P Foods Supply Co., Ltd. | 2,599,115    | 1,596,800 | 2,599,115 | 1,596,800 |  |  |  |
| Ing shiang Co., Ltd.       | 494,492      | 506,961   | 494,492   | 506,961   |  |  |  |
| Total                      | 5,333,200    | 6,217,854 | 5,333,200 | 6,217,854 |  |  |  |

#### 4.3 Revenue

Revenue between the Company and related companies for the years ended December 31, 2002 and 2001 are as follows :

|                            |             | IN B.       | AHT         |             |
|----------------------------|-------------|-------------|-------------|-------------|
|                            | CONSOL      | IDATED      | THE COMP.   | ANY ONLY    |
|                            | 2002        | 2001        | 2002        | 2001        |
| Sales                      |             |             |             |             |
| Itochu Corporation         | 121,400,268 | 137,180,147 | 121,400,268 | 137,180,147 |
| P.P Foods Supply Co., Ltd. | 11,159,427  | 13,312,763  | 11,159,427  | 13,312,763  |
| Ing shiang Co., Ltd.       | 502,644     | 17,409      | 502,644     | 17,409      |
|                            | 133,062,339 | 150,510,319 | 133,062,339 | 150,510,319 |

## 5. CASH AND CASH EQUIVALENTS

|  |            | IN BA       | AHT        |             |
|--|------------|-------------|------------|-------------|
|  | CONSOL     | IDATED      | THE COMPA  | ANY ONLY    |
|  | 2002       | 2001        | 2002       | 2001        |
| Cash on hand   | 317,244    | 107,199     | 118,155    | 86,275      |
| Deposits at financial institutions - Current account | 740,415    | 8,399,498   | 1,931      | 1,000       |
| Deposits at financial                                |            |             |            |             |
| institutions – Savings account                       | 78,252,187 | 138,401,184 | 76,691,089 | 138,400,184 |
| Total  | 79,309,846 | 146,907,881 | 76,811,175 | 138,487,459 |

The weighted average effective interest rates of deposits at financial institutions were 0.25 - 0.75 % per annum (2001: 0.25 - 0.75 % per annum)

# 6. CURRENT INVESTMENTS

Current in vestments are fixed deposits and treasury bills which bear interest at the rate of 0.5 - 1.8 % per annum in 2002 (0.5 - 3.0 % per annum in 2001)

# 7. ACCOUNTS RECEIVABLE – TRADE

The aging of outstanding balances as at December 31, 2002 and 2001 are as follows:

|   |            | IN B       | AHT        |            |
|---|------------|------------|------------|------------|
|   | CONSOI     | LIDATED    | THE COMP   | ANY ONLY   |
|   | 2002       | 2001       | 2002       | 2001       |
| Accounts receivable-Related Companies       |            |            |            |            |
| Past due 1-3 months                         | 4,838,708  | 6,217,854  | 4,838,708  | 6,217,854  |
| Over 3 months                               | 494,492    | -          | 494,492    | -          |
| Total accounts receivable-Related Companies | 5,333,200  | 6,217,854  | 5,333,200  | 6,217,854  |
| Accounts receivable-Other Companies         |            |            |            |            |
| Past due 1-3 months                         | 30,014,835 | 50,594,353 | 22,444,022 | 50,594,353 |
| Over 3 months                               | 3,532,140  | -          | 3,442,524  | -          |
| Total accounts receivable-Other Companies   | 33,546,975 | 50,594,353 | 25,886,546 | 50,594,353 |

# 6. INVENTORIES

|                                   |             | IN BAHT     |             |             |  |  |  |
|-----------------------------------|-------------|-------------|-------------|-------------|--|--|--|
|                                   | CONSOL      | IDATED      | THE COMP.   | ANY ONLY    |  |  |  |
|                                   | 2002        | 2001        | 2002        | 2001        |  |  |  |
| Finished goods and semi - product | 136,831,391 | 97,802,162  | 136,598,474 | 97,802,162  |  |  |  |
| Seeds, insecticide, fertilizer    | 20,960,931  | 24,869,842  | 20,960,931  | 24,869,842  |  |  |  |
| Raw material and supplies         | 30,072,963  | 21,442,142  | 26,973,630  | 21,442,142  |  |  |  |
| Total                             | 187,865,285 | 144,114,146 | 184,533,035 | 144,114,146 |  |  |  |
| Less Provision for obsolescence   | (7,629,996) | (6,147,199) | (7,629,996) | (6,147,199) |  |  |  |
| Net                               | 180,235,289 | 137,966,947 | 176,903,039 | 137,966,947 |  |  |  |

The Company provided the provision for obsolete inventories , semi – product , seeds and packaging.

# 9. ACCOUNTS RECEIVABLE - PLANTERS - NET

|                                     | IN BAHT     |             |             |             |  |  |
|-------------------------------------|-------------|-------------|-------------|-------------|--|--|
|                                     | CONSOL      | IDATED      | THE COMP    | ANY ONLY    |  |  |
|                                     | 2002        | 2001        | 2002        | 2001        |  |  |
|                                     |             |             |             |             |  |  |
| Accounts receivable-planters        | 33,174,798  | 23,889,404  | 33,174,798  | 23,889,404  |  |  |
| Less Allowance for doubtful account | (3,317,479) | (2,388,940) | (3,317,479) | (2,388,940) |  |  |
| Net                                 | 29,857,319  | 21,500,464  | 29,857,319  | 21,500,464  |  |  |

The Company provides allowance for doubtful accounts equal to 10% of accounts receivable- planter.

## 10. RECEIVABLES FROM SALES OF INVESTMENTS IN SUBSIDIARIES

On April 12, 2000, the Company entered into an agreement to sell all of its investments in LAIYANG CHONGTAI FROZEN FOODS CO., LTD and C.T LAIYANG FROZEN FOODS CO.,LTD. to the existing shareholders of Baht 15.3 million reflecting gain on sales of investments of Baht 3.0 million, which included in income from operations for the year 2000. The sale price was payable in installments up to year 2005 are as follows:

|             | IN B  | AHT  |   |
|-------------|---|--|---|
| CONSOLI     | DATED   | THE COMP   | ANY ONLY  |
| 2002 2001   |   | 2002   | 2001  |
| 1.801.727   | 3.725.453   | 1.801.727  | 3,725,453   |
| 3,512,356   | 3,600,926   | 3,512,356  | 3,600,926   |
| 3,390,891   | 3,476,398   | 3,390,891  | 3,476,398   |
| 1,649,896   | 1,691,501   | 1,649,896  | 1,691,501   |
| 10,354,870  | 12,494,278  | 10,354,870   | 12,494,278  |
| (5,314,083) | (3,725,453)   | (5,314,083)  | (3,725,453)   |
| 5,040,787   | 8,768,825   | 5,040,787  | 8,768,825   |
|             | 2002<br>1,801,727<br>3,512,356<br>3,390,891<br>1,649,896<br>10,354,870<br>(5,314,083) | CONSOLIDATED   2002 2001   1,801,727 3,725,453   3,512,356 3,600,926   3,390,891 3,476,398   1,649,896 1,691,501   10,354,870 12,494,278   (5,314,083) (3,725,453) | 2002 2001 2002   1,801,727 3,725,453 1,801,727   3,512,356 3,600,926 3,512,356   3,390,891 3,476,398 3,390,891   1,649,896 1,691,501 1,649,896   10,354,870 12,494,278 10,354,870   (5,314,083) (3,725,453) (5,314,083) |

## **11. INVESTMENTS IN SUBSIDIARY**

|                            |                                   | Paid up              | %             | In B            | aht              |           |
|----------------------------|-----------------------------------|----------------------|---------------|-----------------|------------------|-----------|
| Name                       | Activities                        | Capital<br>(In Baht) | Holdings      | At Cost         | At Equity        | Dividends |
| C & W Interfoods Co., Ltd. | Frozen Dough ,<br>Bakery Products | 159,750,000          | 49.0          | 78,277,500      | 65,887,517       | -         |
|                            |                                   |                      |               |                 |                  |           |
| AS AT DECE                 | MBER 31, 200                      | 1                    |               |                 |                  |           |
| AS AT DECE                 | MBER 31, 200                      | <b>l</b><br>Paid up  | %             | In B            | aht              |           |
| AS AT DECE<br>Name         | MBER 31, 200                      |                      | %<br>Holdings | In B<br>At Cost | aht<br>At Equity | Dividends |

In 2001, the Company invested in C&W Interfoods Co.,Ltd. which jointly between Chaingmai Frozen Foods Public Company Limited and Wonder Interfoods Co., Ltd., percentage of holding 49:51. This company is related through directorship. Such subsidiary was incorporated as a limited company with Ministry of Commerces on August 17,2001 and started commercial operations on May 21,2002.

## 12. PROPERTY, PLANT AND EQUIPMENT - NET

## CONSOLIDATED

|                                      | In Baht    |              |                         |              |                                     |   |               |
|--------------------------------------|------------|--------------|-------------------------|--------------|-------------------------------------|---|---------------|
|                                      | Land       | Building     | Machinery and equipment | Vehicle      | Office<br>equipment and<br>fixtures | Building in<br>progress and<br>machinery<br>under<br>installation | Total         |
| At December 31, 2001                 |            |              |                         |              |                                     |   |               |
| Cost                                 | 90,012,747 | 242,863,685  | 426,197,330             | 23,433,098   | 17,934,496                          | 51,630,626  | 852,071,982   |
| Less Accumulated                     |            |              |                         |              |                                     |   |               |
| Depreciation                         | -          | (83,524,729) | (241,456,455)           | (13,191,694) | (15,535,950)                        | -   | (353,708,828) |
| Impairment of assets                 | -          |              | (5,528,835)             | -            | -                                   | -   | (5,528,835)   |
| Net book amount                      | 90,012,747 | 159,338,956  | 179,212,040             | 10,241,404   | 2,398,546                           | 51,630,626  | 492,834,319   |
| For the year ended December 31, 2002 |            |              |                         |              |                                     |   |               |
| Opening net book amount              | 90,012,747 | 159,338,956  | 179,212,040             | 10,241,404   | 2,398,546                           | 51,630,626  | 492,834,319   |
| Additions (transfer)                 | 2,612,500  | 46,953,085   | 130,610,819             | 5,033,806    | 5,079,018                           | (38,209,601)  | 152,079,627   |
| Less Disposals                       | -          | -            | (197,753)               | -            | (5)                                 | -   | (197,758)     |
| Depreciation charge                  | -          | (13,651,488) | (43,400,489)            | (4,487,774)  | (1,265,515)                         | -   | (62,805,266)  |
| Closing net book amount              | 92,625,247 | 192,640,553  | 266,224,617             | 10,787,436   | 6,212,044                           | 13,421,025  | 581,910,922   |
| At December 31, 2002                 |            |              |                         |              |                                     |   |               |
| Cost                                 | 92,625,247 | 289,816,768  | 556,601,113             | 28,466,904   | 21,824,837                          | 13,421,025  | 1,002,755,894 |
| Less Accumulated                     |            |              |                         |              |                                     |   |               |
| Depreciation                         | -          | (97,176,215) | (284,847,661)           | (17,679,468) | (15,612,793)                        | -   | (415,316,137) |
| Impairment of assets                 | -          | -            | (5,528,835)             | -            | -                                   | -   | (5,528,835)   |
| Net book amount                      | 92,625,247 | 192,640,553  | 266,224,617             | 10,787,436   | 6,212,044                           | 13,421,025  | 581,910,922   |

# THE COMPANY ONLY

| At December 31, 2001<br>Cost | 70,675,092 | 242,863,685  | 426,158,476   | 23,433,098   | 17,913,281   | 5,168,928    | 786,212,560   |
|------------------------------|------------|--------------|---------------|--------------|--------------|--------------|---------------|
| Less Accumulated             |            | (92 524 720) | (241 454 010) | (12 101 (04) | (15 525 024) |              | (252 706 257) |
| Depreciation                 | -          | (83,524,729) | (241,454,910) | (13,191,694) | (15,535,024) | -            | (353,706,357) |
| Impairment of assets         | -          | -            | (5,528,835)   | -            | -            | -            | (5,528,835)   |
| Net book amount              | 70,675,092 | 159,338,956  | 179,174,731   | 10,241,404   | 2,378,257    | 5,168,928    | 426,977,368   |
| For the year ended December  |            |              |               |              |              |              |               |
| 31, 2002                     |            |              |               |              |              |              |               |
| Opening net book amount      | 70,675,092 | 159,338,956  | 179,174,731   | 10,241,404   | 2,378,257    | 5,168,928    | 426,977,368   |
| Additions                    | 2,612,500  | -            | 6,147,015     | -            | 1,025,002    | 20,027,787   | 29,812,304    |
| Transfer                     | -          | 1,140,684    | 10,549,136    | -            | 150,580      | (11,840,400) | -             |
| Less Disposals               | -          | -            | -             | -            | (5)          | -            | (5)           |
| Depreciation charge          | -          | (12,328,603) | (35,401,111)  | (3,893,516)  | (879,642)    | -            | (52,502,872)  |
| Closing net book amount      | 73,287,592 | 148,151,037  | 160,469,771   | 6,347,888    | 2,674,192    | 13,356,315   | 404,286,795   |
| At December 31, 2002         |            |              |               |              |              |              |               |
| Cost                         | 73,287,592 | 244,004,368  | 442,854,627   | 23,433,098   | 17,900,186   | 13,356,315   | 814,836,186   |
| Less Accumulated             |            |              |               |              |              |              |               |
| Depreciation                 | -          | (95,853,331) | (276,856,021) | (17,085,210) | (15,225,994) | -            | (405,020,556) |
| Impairment of assets         |            | -            | (5,528,835)   | -            | -            | -            | (5,528,835)   |
| Net book amount              | 73,287,592 | 148,151,037  | 160,469,771   | 6,347,888    | 2,674,192    | 13,356,315   | 404,286,795   |

In 1999,the Company recognized provision for impairment loss of machinery of Baht 5.5 million. because of The Company has changed the production plans and valued machinery by the proceed from sales assets deducted with cost of sales.

Net book value of land and structures thereon and equipment of Baht 433.7 million were mortgaged and pledged as collateral against bank overdraft ,short-term loans from financial institutions and long – term loans as discussed in Note 13and 16 to financial statements.

As at December 31,2002 and 2001, the Company had gross carrying amounts that are fully depreciated . These are still in active use amounting to approximately Baht 96.5 million and Baht 97.8 million , respectively.

## 13. OVERDRAFT AND SHORT – TERM LOANS FROM FINANCIAL INSTITUTIONS

|                 |           | IN BAHT   |          |          |  |  |  |
|-----------------|-----------|-----------|----------|----------|--|--|--|
|                 | CONSOLII  | DATED     | THE COMP | ANY ONLY |  |  |  |
|                 | 2002      | 2002 2001 |          | 2001     |  |  |  |
| Bank overdraft  | 237,697   | -         | -        | -        |  |  |  |
| Import loan     | 680,604   | -         | -        | -        |  |  |  |
| Short-term loan | 5,000,000 | -         | -        | -        |  |  |  |
| Total           | 5,918,301 | -         | -        | -        |  |  |  |

In 2002, subsidiary has the overdraft line and short - term loans from a financial institution amounted to Baht 45 million. Import loan bears interest at the rate of 6.25 % per annum and short-term loan bears interest at the rate of MLR-1 per annum. Such loans are guaranteed by mortgaged of loan and structures thereon and pledged machinery of subsidiary.

# 14. LIABILITIES UNDER FINANCE LEASE CONTRACTS - NET

|  | IN BAHT   |       |                  |      |  |  |
|--|-----------|-------|------------------|------|--|--|
|  | CONSOLI   | DATED | THE COMPANY ONLY |      |  |  |
|  | 2002      | 2001  | 2002             | 2001 |  |  |
| Liabilities under finance                              |           |       |                  |      |  |  |
| lease contracts  | 1,102,947 | -     | -                | -    |  |  |
| Less : Current portion of<br>liabilities under finance |           |       |                  |      |  |  |
| lease contracts  | (385,573) |       |                  |      |  |  |
| Net  | 717,374   |       |                  |      |  |  |

In 2002, subsidiary acquired its assets under financial lease contracts with a leasing company for a period of three to four years, which will due within November 2006. Value of its assets under such lease contracts amounted to approximately Baht 1.6 million. Subsidiary has a purchase option based on the prices indicated in the contracts when the period of leases are expired.

# 15. LIABILITIES UNDER HIRE - PURCHASE CONTRACTS - NET

|  | IN BAHT   |       |           |          |  |
|--|-----------|-------|-----------|----------|--|
|  | CONSOLI   | DATED | THE COMP. | ANY ONLY |  |
|  | 2002      | 2001  | 2002      | 2001     |  |
| Liabilities under hire - purchase contracts                          | 769,176   | -     | -         | -        |  |
| Less Deferred interest charges<br>Current portion of                 | (38,645)  | -     | -         | -        |  |
| liabilities under hire - purchase                                    |           |       |           |          |  |
| contracts (Net of deferred interest charges amounted to Baht 33,433) | (479,351) |       |           |          |  |
| Net  | 251,180   | _     | -         | -        |  |

The ownership of the assets under hire - purchase contracts will be tranferred to the Company when the last installment is paid.

## 16. LONG -TERM LOANS - NET

|                                | IN BAHT     |       |                  |      |  |  |
|--------------------------------|-------------|-------|------------------|------|--|--|
|                                | CONSOLII    | DATED | THE COMPANY ONLY |      |  |  |
|                                | 2002 2001   |       | 2002             | 2001 |  |  |
|                                |             |       |                  |      |  |  |
| Loans denominated in Thai Baht | 43,480,851  | -     | -                | -    |  |  |
| Less Current portion           | (2,550,000) | -     | -                | -    |  |  |
| Net                            | 40,930,851  | -     | -                | _    |  |  |

Loans denominated in Thai Baht are from local financial institution consist of :-

The first loan of Baht 29.8 million, payable in installments through April 2008 with interest payable monthly which bears interest at the rates of MLR-1 to MLR per annum.

The second loan of Baht 13.7 million, payable in installments through February 2007 with interest payable monthly which bears interest at the rates of MLR-1 to MLR per annum.

The aforementioned loans were collateralized by mortgaged land and structures thereon and pledged machinery of subsidiary.

## **17. LEGAL RESERVE**

Under the provisions of the Limited Public Company Act B.E 2535, the Company is required to appropriate at least 5% of its annual net income after deduction of the deficit brought forward (if any) as reserve fund until the reserve equal to 10% of authorized share capital. The reserve is not available for dividend distribution. As at December 31,2002 and 2001, the Company's legal reserve reaches 10 % of authorized share capital.

## **18. MINORITY INTEREST**

|   | <u>IN BAHT</u><br>CONSOLIDATED |              |  |
|---|--------------------------------|--------------|--|
|   | 2002                           | 2001         |  |
| Beginning balance                             | 9,401,380                      | -            |  |
| Increase during the year                      | 71,472,500                     | 36,000,000   |  |
| Less Share subscription receivables           | -                              | (26,000,000) |  |
| Shares of losses from subsidiary for the year | (12,297,076)                   | (598,620)    |  |
| Ending balance                                | 68,576,804                     | 9,401,380    |  |

## **19. DIVIDENDS**

At the Ordinary Shareholders' Meeting for the year 2002, held on April 30, 2002, the shareholders were unanimously approved the payment of dividends from net income under the Board of Investment Promotional Certificate No.1397/2537 to the shareholders for 21 million shares, at Baht 4 per share totalling Baht 84 million. Such dividends paid on May 30, 2002.

At the Ordinary Shareholders' Meeting for the year 2001, held on April 30, 2001, the shareholders were unanimously approved the payment of dividends from net income under the Board of Investment Promotional Certificate No.1397/2537 to the shareholders for 21 million shares, at Baht 4 per share totalling Baht 84 million. Such dividends paid on May 30, 2001.

## **20. OPERATING PROFIT**

The following expenditures, classified by nature, have been charged in arriving at operating income :

|   | IN BAHT     |             |                  |             |  |  |
|---|-------------|-------------|------------------|-------------|--|--|
|   | CONSOL      | IDATED      | THE COMPANY ONLY |             |  |  |
|   | 2002 2001   |             | 2002             | 2001        |  |  |
| Depreciation on property and                      |             |             |                  |             |  |  |
| equipment (Note 12)                               | 62,805,266  | 46,347,087  | 52,502,872       | 46,344,616  |  |  |
| Staff costs<br>Number of employees as at December | 155,642,289 | 132,968,998 | 143,321,918      | 132,761,988 |  |  |
| 31, (person)                                      | 1,469       | 1,131       | 1,245            | 1,120       |  |  |

# **21. PROMOTIONAL PRIVILEGES**

By virtue of the provisions of Industrial Investment Promotion Act. B.E. 2520, the Company was granted certain privileges as follows :

21.1 Under the Board of Investment Promotional Certificate No.1727/2531, exemption from payment of income tax for seven years starting from the commencement date of the promoted business (February 1,1990 - February 1,1997)

21.2 Under the Board of Investment Promotional Certificate No.1063/2536, exemption

from payment of income tax for six years starting from the commencement date of the promoted business (November 1,1994 - November 1,2000)

- 21.3 Under the Board of Investment Promotional Certificate No.1397/2537, exemption from payment of income tax for eight years starting from the commencement date of the promoted business. (March 3, 1996 - March 3, 2004)
- 21.4 Under the Board of Investment Promotional Certificate No.1465/2542, exception from payment of income tax for eight years starting from the commencement date of the promoted business. (November 1,2001- November 1,2009)

Sales for the years ended December 31,2002 and 2001 were the entired amount of the promoted business.

As a promoted industry, the Company must comply with certain conditions and restrictions provided for in the promotional certificate.

## 22. SEGMENTED INFORMATION

The Company segment information for the year 2002 are as follows:

|  | In Baht     |            |               |              |              |               |
|--|-------------|------------|---------------|--------------|--------------|---------------|
|  | Exported    | Domestic   | Total         | Subsidiary   | Elemination  | Net           |
|  | Sales       | Sales      |               |              | Elemination  |               |
| Net sales                                | 793,434,945 | 22,600,446 | 816,035,391   | 36,097,542   | -            | 852,132,933   |
| Cost of sales                            | 548,846,510 | 15,633,513 | 564,480,023   | 38,771,831   | -            | 603,251,854   |
| Gross Profit (loss)                      | 244,588,435 | 6,966,933  | 251,555,368   | (2,674,289)  | -            | 248,881,079   |
| Selling expenses                         | 73,097,616  | 2,082,135  | 75,179,751    | 7,869,827    | -            | 83,049,578    |
| Income (loss) from                       |             |            |               |              |              |               |
| operating                                | 171,490,819 | 4,884,798  | 176,375,617   | (10,544,116) | -            | 165,831,501   |
| Interest and other                       |             |            |               |              |              |               |
| income                                   |             |            | 6,479,890     | 528,577      | -            | 7,008,467     |
| Central expenses                         |             |            | (89,046,851)  | (12,582,752) | 11,814,838   | (89,814,765)  |
| Interest expenses                        |             |            | (2,558)       | (1,513,623)  | -            | (1,516,181)   |
| Income tax                               |             |            | (2,738,356)   | -            | -            | (2,738,356)   |
| Minority interest in                     |             |            |               |              |              |               |
| net loss                                 |             |            |               |              | 12,297,076   | 12,297,076    |
| Net income (loss)                        |             |            | 91,067,742    | (24,111,914) | 24,111,914   | 91,067,742    |
| Net property , plant and equipment as at |             |            |               |              |              |               |
| December 31,2002                         |             |            | 404,286,795   | 177,624,127  | -            | 581,910,922   |
| Other assets                             |             |            | 674,577,377   | 25,926,735   | (65,887,517) | 634,616,595   |
| Total assets                             |             |            | 1,078,864,172 | 203,550,862  | (65,887,517) | 1,216,527,517 |

The Company segment information for the year 2001 are as follows:

|                  | In Baht     |            |             |            |             |             |
|------------------|-------------|------------|-------------|------------|-------------|-------------|
|                  | Exported    | Domestic   |             |            |             |             |
|                  | Sales       | Sales      | Total       | Subsidiary | Elemination | Net         |
| Net sales        | 879,560,266 | 17,868,534 | 897,428,800 | -          | -           | 897,428,800 |
| Cost of sales    | 563,296,695 | 11,443,543 | 574,740,238 | -          | -           | 574,740,238 |
| Gross Profit     | 316,263,571 | 6,424,991  | 322,688,562 | -          | -           | 322,688,562 |
| Selling expenses | 81,888,446  | 1,663.589  | 83,552,035  |            | -           | 83,552,035  |

|                      | Exported    | Domestic  |               |             |              |               |
|----------------------|-------------|-----------|---------------|-------------|--------------|---------------|
|                      | Sales       | Sales     | Total         | Subsidiary  | Elemination  | Net           |
| Income from          |             |           |               |             |              |               |
| operating            | 234,375,125 | 4,761,402 | 239,136,527   | -           | -            | 239,136,527   |
| Interest and other   |             |           |               |             |              |               |
| income               |             |           | 10,406,993    | 62,913      | -            | 10,469,906    |
| Central expenses     |             |           | (73,365,653)  | (1,236,678) | 575,145      | (74,027,186)  |
| Interest expenses    |             |           | (1,679)       | -           | -            | (1,679)       |
| Income tax           |             |           | (1,366,529)   | -           | -            | (1,366,529)   |
| Minority interest in |             |           |               |             |              |               |
| net loss             |             |           |               |             | 598,620      | 598,620       |
| Net income (loss)    |             |           | 174,809,659   | (1,173,765) | 1,173,765    | 174,809,659   |
| Net property , plant |             |           |               |             |              |               |
| and equipment as at  |             |           |               |             |              |               |
| December31,2001      |             |           | 426,977,368   | 65,856,951  | -            | 492,834,319   |
| Other assets         |             |           | 632,071,005   | 16,676,955  | (33,924,855) | 614,823,105   |
| Total assets         |             |           | 1,059,048,373 | 82,533,906  | (33,924,855) | 1,107,657,424 |
|                      |             |           |               |             |              |               |

## 23. Provident Fund

The Company established a contributory registered provident fund in accordance with the Provident Fund Act. B.E. 2530. Under the provident fund, the Company contributes an amount equivalent to the employees' contribution, which is 3% of their basic salary. The Company appointed The Siam Commercial Bank Public Co., Ltd. as a fund manager to manage the fund in accordance with the Provident Fund Act (B.E. 2530), which was amended by the Provident Fund Act (No.2) (B.E. 2542), under supervision of the Office of the Securities and Exchange Commission.

The Company's net contribution for the year ended December 31, 2002 amounted to Baht 1.1 million (2001: Baht 0.98 million).

## 24. FINANCIAL INSTRUMENTS

As at December 31, 2002, the Company and subsidiary have no policy to perform speculate or trade the financial instrument transaction (derivatives).

Financial assets and financial liabilities carried on the balance sheets include cash and deposits at financial institutions, current investments, trade and other accounts receivable and payable and loans. The recognition and measurement of these items are disclosed and presented in fair value.

As at December 31,2002 and 2001, the carrying values of the Company's financial instruments are not significantly different from their fair value.

#### 24.1 Liquidity Risk

Liquidity risk, or funding risk, is the risk that the Company will encounter difficulty in raising funds to meet commitments associated with financial instruments. Liquidity risk may result from an inability to sell a financial asset quickly at close to its fair value.

#### 24.2 Credit risk

The risk arises from the counterparties defaulting which results in a financial loss to the Company .To manage this risk, the Company generally requests its customers to open letters of credit. The Company do not expect any counterparties to fail to meet their obligations.

## 24.3 Foreign Currency Risk and Risk Management

The Company's exposure to foreign currency risk almost relates to selling in U.S. Dollars. The Company primarily utilizes forward exchange contracts to hedge exchange rate risk occasionally if its necessary.

As at December 31, 2002, assets and liabilities of the Company which are not hedged as follows :

|                                      | Currencies  |                  |
|--------------------------------------|-------------|------------------|
|                                      |             | The Company only |
| Receivables from sales of investment | U.S. Dollar | 240,815          |
| Accrued expenses                     | U.S. Dollar | 32,985           |

## 24.4 Interest rate risk

The interest rate risk is the risk that future movements in market interest rates will affect the results of the subsidiary's operations and its cash flows. The subsidiary's exposure to interest rate risk relates primarily to short - term loans from financial institutions and long-term loans (the details in Note 13 and 16 to financial statements)

# **25. CONTINGENT LIABILITIES**

As at December 31, 2002 The Company and subsidiary have contingent liabilities from issuing letters of guarantee issued by the banks amounting to approximately Baht 7.5 million

# 26. RECLASSIFICATION OF ACCOUNTS

Certain accounts in 2001 financial statements have been reclassified to conform with the 2002 financial statement presentation with no effect on previously reported net earnings or shareholder's equity.