Laguna Resorts & Hotels Public Company Limited and its subsidiaries Review report and interim consolidated financial statements For the three-month and nine-month periods ended 30 September 2018 Independent Auditor's Report on Review of Interim Financial Information

To the Shareholders of Laguna Resorts & Hotels Public Company Limited

I have reviewed the accompanying consolidated statement of financial position of Laguna Resorts & Hotels Public Company Limited and its subsidiaries as at 30 September 2018, the related consolidated statements of income and comprehensive income for the three-month and nine-month periods ended 30 September 2018, and the related consolidated statements of changes in shareholders' equity and cash flows for the nine-month period then ended, as well as the condensed notes to the consolidated financial statements. I have also reviewed the separate financial information of Laguna Resorts & Hotels Public Company Limited for the same periods. Management is responsible for the preparation and presentation of this interim financial information in accordance with Thai Accounting Standard 34 *Interim Financial Reporting*. My responsibility is to express a conclusion on this interim financial information based on my review.

**Scope of Review** 

I conducted my review in accordance with Thai Standard on Review Engagements 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity.* A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Thai Standards on Auditing and consequently does not enable me to obtain assurance that I would become aware of all significant matters that might be identified in an audit. Accordingly, I do not express an audit opinion.

Conclusion

Based on my review, nothing has come to my attention that causes me to believe that the accompanying interim financial information is not prepared, in all material respects, in accordance with Thai Accounting Standard 34 *Interim Financial Reporting*.

Rosaporn Decharkom
Certified Public Accountant (Thailand) No. 5659

**EY Office Limited** 

Bangkok: 8 November 2018

# Statement of financial position

As at 30 September 2018

(Unit: Thousand Baht)

|   |      | Consolidated fina | ancial statements | Separate financial statements |                  |  |  |
|---|------|-------------------|-------------------|-------------------------------|------------------|--|--|
|   | Note | 30 September 2018 | 31 December 2017  | 30 September 2018             | 31 December 2017 |  |  |
|   |      | (Unaudited        | (Audited)         | (Unaudited                    | (Audited)        |  |  |
|   |      | but reviewed)     |                   | but reviewed)                 |                  |  |  |
|   |      |                   |                   |                               |                  |  |  |
| Assets  |      |                   |                   |                               |                  |  |  |
| Current assets  |      |                   |                   |                               |                  |  |  |
| Cash and cash equivalents                             | 3    | 437,641           | 1,009,981         | 13,909                        | 40,238           |  |  |
| Current investment - short-term fixed deposit         |      | 13,064            | 13,007            | -                             | -                |  |  |
| Trade and other receivables                           | 4    | 558,126           | 704,568           | 58,201                        | 46,323           |  |  |
| Inventories   |      | 125,143           | 112,598           | -                             | -                |  |  |
| Property development cost                             | 6    | 4,120,675         | 3,985,979         | 111,429                       | 127,157          |  |  |
| Other current assets                                  |      | 181,628           | 138,879           | 22,493                        | 14,796           |  |  |
| Total current assets                                  |      | 5,436,277         | 5,965,012         | 206,032                       | 228,514          |  |  |
| Non-current assets                                    |      |                   |                   |                               |                  |  |  |
| Long-term restricted deposit at financial institution |      | 41                | 41                | -                             | -                |  |  |
| Long-term fixed deposit                               |      | 2,178             | 2,178             | 2,178                         | 2,178            |  |  |
| Long-term trade accounts receivable                   | 7    | 333,932           | 322,175           | -                             | -                |  |  |
| Investments in subsidiaries                           | 8    | -                 | -                 | 4,242,655                     | 4,242,655        |  |  |
| Investments in associates                             | 9    | 988,420           | 928,399           | 777,454                       | 777,454          |  |  |
| Other long-term investments                           | 10   | 606,365           | 606,365           | -                             | -                |  |  |
| Long-term loans to subsidiaries                       | 5    | -                 | -                 | 911,500                       | 978,001          |  |  |
| Investment properties                                 | 11   | 1,169,923         | 1,165,334         | 185,727                       | 185,727          |  |  |
| Property, plant and equipment                         | 12   | 11,324,444        | 11,299,858        | 41,998                        | 60,216           |  |  |
| Deferred tax assets                                   |      | 101,286           | 98,128            | -                             | -                |  |  |
| Goodwill  |      | 407,904           | 407,904           | -                             | -                |  |  |
| Leasehold rights                                      |      | 9,257             | 11,461            | -                             | -                |  |  |
| Other non-current assets                              |      | 11,858            | 76,853            | 1,342                         | 1,291            |  |  |
| Total non-current assets                              |      | 14,955,608        | 14,918,696        | 6,162,854                     | 6,247,522        |  |  |
| Total assets  |      | 20,391,885        | 20,883,708        | 6,368,886                     | 6,476,036        |  |  |
|   |      |                   |                   |                               |                  |  |  |

# Laguna Resorts & Hotels Public Company Limited and its subsidiaries Statement of financial position (continued)

As at 30 September 2018

(Unit: Thousand Baht)

|   |             | Consolidated fina | ancial statements | Separate financial statements |                  |  |
|---|-------------|-------------------|-------------------|-------------------------------|------------------|--|
|   | <u>Note</u> | 30 September 2018 | 31 December 2017  | 30 September 2018             | 31 December 2017 |  |
|   |             | (Unaudited        | (Audited)         | (Unaudited                    | (Audited)        |  |
|   |             | but reviewed)     |                   | but reviewed)                 |                  |  |
| Liabilities and shareholders' equity              |             |                   |                   |                               |                  |  |
| Current liabilities                               |             |                   |                   |                               |                  |  |
| Short-term loans from financial institutions      | 13          | 100,000           | 510,000           | -                             | 260,000          |  |
| Trade and other payables                          | 14          | 807,794           | 924,895           | 31,679                        | 34,521           |  |
| Current portion of long-term loans from financial |             |                   |                   |                               |                  |  |
| institutions                                      | 16          | 617,534           | 518,610           | 2,750                         | 500              |  |
| Current portion of unsecured debenture            | 17          | 499,526           | 497,980           | -                             | -                |  |
| Income tax payable                                |             | 7,603             | 38,182            | -                             | -                |  |
| Advance received from customers                   |             | 1,128,711         | 812,248           | 195                           | 180              |  |
| Other current liabilities                         | 15          | 159,967           | 166,558           | 29,596                        | 7,892            |  |
| Total current liabilities                         |             | 3,321,135         | 3,468,473         | 64,220                        | 303,093          |  |
| Non-current liabilities                           |             |                   |                   |                               |                  |  |
| Long-term loans from subsidiaries                 | 5           | -                 | -                 | 571,000                       | 346,000          |  |
| Long-term loans from financial institutions       |             |                   |                   |                               |                  |  |
| - net of current portion                          | 16          | 1,958,004         | 2,207,870         | 71,500                        | 74,125           |  |
| Provision for long-term employee benefits         |             | 48,407            | 55,168            | 12,849                        | 14,787           |  |
| Long-term provision - provision for legal case    | 26          | 3,700             | 41,018            | -                             | -                |  |
| Deferred tax liabilities                          |             | 2,335,061         | 2,339,128         | 107,440                       | 117,209          |  |
| Other non-current liabilities                     |             | 111,523           | 111,373           | 5,800                         | 5,569            |  |
| Total non-current liabilities                     |             | 4,456,695         | 4,754,557         | 768,589                       | 557,690          |  |
| Total liabilities                                 |             | 7,777,830         | 8,223,030         | 832,809                       | 860,783          |  |
| Shareholders' equity                              |             |                   |                   |                               |                  |  |
| Share capital                                     |             |                   |                   |                               |                  |  |
| Registered  |             |                   |                   |                               |                  |  |
| 211,675,358 ordinary shares of Baht 10 each       |             | 2,116,754         | 2,116,754         | 2,116,754                     | 2,116,754        |  |
| Issued and fully paid-up                          |             |                   |                   |                               |                  |  |
| 166,682,701 ordinary shares of Baht 10 each       |             | 1,666,827         | 1,666,827         | 1,666,827                     | 1,666,827        |  |
| Share premium                                     |             | 2,062,461         | 2,062,461         | 2,062,461                     | 2,062,461        |  |
| Capital reserve                                   |             | 568,131           | 568,131           | -                             | -                |  |
| Retained earnings                                 |             |                   |                   |                               |                  |  |
| Appropriated - statutory reserve                  |             | 211,675           | 211,675           | 211,675                       | 211,675          |  |
| Unappropriated                                    |             | 2,923,573         | 2,970,280         | 1,456,071                     | 1,531,571        |  |
| Other components of shareholders' equity          |             | 4,930,114         | 4,922,513         | 139,043                       | 142,719          |  |
| Equity attributable to owner of the Company       |             | 12,362,781        | 12,401,887        | 5,536,077                     | 5,615,253        |  |
| Equity attributable to non-controlling interests  |             |                   |                   |                               |                  |  |
| of the subsidiaries                               |             | 251,274           | 258,791           | -                             | -                |  |
| Total shareholders' equity                        |             | 12,614,055        | 12,660,678        | 5,536,077                     | 5,615,253        |  |
| Total liabilities and shareholders' equity        |             | 20,391,885        | 20,883,708        | 6,368,886                     | 6,476,036        |  |
| • •   |             |                   |                   |                               |                  |  |

The accompanying notes are an integral part of the financial statements.

Directors

#### Income statement

For the three-month period ended 30 September 2018

(Unit: Thousand Baht, except earnings per share expressed in Baht)

|  |      | Consolidated financial statements |           | Separate financial statements |          |  |
|--|------|-----------------------------------|-----------|-------------------------------|----------|--|
|  | Note | <u>2018</u>                       | 2017      | <u>2018</u>                   | 2017     |  |
| Revenue  |      |                                   |           |                               |          |  |
| Revenue from hotel operations                                |      | 683,354                           | 722,883   | 4,148                         | 2,500    |  |
| Revenue from property development operations                 |      | 404,768                           | 149,654   | -                             | -        |  |
| Revenue from office rental operations                        |      | 24,549                            | 21,159    | 5,437                         | 4,950    |  |
| Interest income  |      | 7,187                             | 7,776     | 10,237                        | 12,132   |  |
| Other income   | 18   | 3,853                             | 118,172   | 22,588                        | 58,276   |  |
| Total revenue  |      | 1,123,711                         | 1,019,644 | 42,410                        | 77,858   |  |
| Expenses   |      |                                   |           |                               |          |  |
| Cost of hotel operations                                     |      | 443,782                           | 461,304   | 5,336                         | 1,118    |  |
| Cost of property development operations                      |      | 215,881                           | 102,359   | -                             | -        |  |
| Cost of office rental operations                             |      | 11,749                            | 10,500    | 1,665                         | 1,575    |  |
| Selling expenses   |      | 102,014                           | 94,203    | 861                           | 502      |  |
| Administrative expenses                                      |      | 357,947                           | 326,660   | 57,175                        | 42,509   |  |
| Total expenses   |      | 1,131,373                         | 995,026   | 65,037                        | 45,704   |  |
| Profit (loss) before share of profit (loss) from investments |      |                                   |           |                               |          |  |
| in associates, finance cost and income tax expenses          |      | (7,662)                           | 24,618    | (22,627)                      | 32,154   |  |
| Share of profit (loss) from investments in associates        | 9    | (466)                             | 6,767     | -                             | -        |  |
| Profit (loss) before finance cost and income tax expenses    |      | (8,128)                           | 31,385    | (22,627)                      | 32,154   |  |
| Finance cost   |      | (38,412)                          | (43,817)  | (9,905)                       | (11,641) |  |
| Profit (loss) before income tax expenses                     |      | (46,540)                          | (12,432)  | (32,532)                      | 20,513   |  |
| Income tax expenses  | 19   | (14,853)                          | (1,755)   | 6,262                         | 7,832    |  |
| Profit (loss) for the period                                 |      | (61,393)                          | (14,187)  | (26,270)                      | 28,345   |  |
| Profit (loss) attributable to:                               |      |                                   |           |                               |          |  |
| Equity holders of the Company                                |      | (57,924)                          | (23,976)  | (26,270)                      | 28,345   |  |
| Non-controlling interests of the subsidiaries                |      | (3,469)                           | 9,789     | (==,==,=)                     |          |  |
| Tron controlling interests of the cubordiance                |      | (61,393)                          | (14,187)  |                               |          |  |
|  |      | (01,000)                          | (14,107)  |                               |          |  |
| Basic earnings per share                                     | 20   |                                   |           |                               |          |  |
| Profit (loss) attributable to equity holders of the Company  |      | (0.35)                            | (0.14)    | (0.16)                        | 0.17     |  |

# Statement of comprehensive income

For the three-month period ended 30 September 2018

(Unit: Thousand Baht)

|  |      | Consolidated fina | Consolidated financial statements |             | Separate financial statements |  |  |
|--|------|-------------------|-----------------------------------|-------------|-------------------------------|--|--|
|  | Note | <u>2018</u>       | 2017                              | <u>2018</u> | 2017                          |  |  |
| Profit (loss) for the period                             |      | (61,393)          | (14,187)                          | (26,270)    | 28,345                        |  |  |
| Other comprehensive income (loss):                       |      |                   |                                   |             |                               |  |  |
| Other comprehensive income (loss) to be reclassified     |      |                   |                                   |             |                               |  |  |
| to profit or loss in subsequent periods:                 |      |                   |                                   |             |                               |  |  |
| Exchange differences on translation of                   |      |                   |                                   |             |                               |  |  |
| financial statements in foreign currency                 |      | 7,573             | 1,198                             | -           | -                             |  |  |
| Share of other comprehensive income (loss) of associates | 9    | 159               | (5,122)                           | -           | -                             |  |  |
| Other comprehensive income (loss) to be reclassified     |      |                   |                                   | ,           |                               |  |  |
| to profit or loss in subsequent periods                  |      | 7,732             | (3,924)                           | -           | -                             |  |  |
| Other comprehensive income (loss) reclassified           |      |                   |                                   |             |                               |  |  |
| to profit or loss for the period:                        |      |                   |                                   |             |                               |  |  |
| Exchange differences on translation of                   |      |                   |                                   |             |                               |  |  |
| financial statements in foreign currency                 |      | -                 | (2,986)                           | -           | -                             |  |  |
| Share of other comprehensive income (loss) of associate  |      | -                 | (11,603)                          | -           | -                             |  |  |
| Other comprehensive income (loss) reclassified           |      |                   | -                                 |             |                               |  |  |
| to profit or loss for the period                         |      | -                 | (14,589)                          | -           | -                             |  |  |
| Other comprehensive income (loss) for the period         |      | 7,732             | (18,513)                          | -           | -                             |  |  |
| Total comprehensive income (loss) for the period         |      | (53,661)          | (32,700)                          | (26,270)    | 28,345                        |  |  |
|  |      |                   |                                   |             |                               |  |  |
| Total comprehensive income (loss) attributable to:       |      |                   |                                   |             |                               |  |  |
| Equity holders of the Company                            |      | (50,019)          | (40,479)                          | (26,270)    | 28,345                        |  |  |
| Non-controlling interests of the subsidiaries            |      | (3,642)           | 7,779                             |             |                               |  |  |
|  |      | (53,661)          | (32,700)                          |             |                               |  |  |
|  |      |                   |                                   |             |                               |  |  |

#### Income statement

For the nine-month period ended 30 September 2018

(Unit: Thousand Baht, except earnings per share expressed in Baht)

|   |        | Consolidated financial statements |           | Separate financial statements |          |
|---|--------|-----------------------------------|-----------|-------------------------------|----------|
|   | Note   | 2018                              | 2017      | <u>2018</u>                   | 2017     |
| Revenue   |        |                                   |           |                               |          |
| Revenue from hotel operations                               |        | 2,646,483                         | 2,650,500 | 29,413                        | 28,459   |
| Revenue from property development operations                |        | 989,671                           | 469,139   | -                             | -        |
| Revenue from office rental operations                       |        | 75,426                            | 72,056    | 15,903                        | 16,448   |
| Interest income   |        | 23,675                            | 26,901    | 31,172                        | 43,899   |
| Other income  | 18     | 12,673                            | 124,651   | 105,554                       | 104,304  |
| Total revenue   |        | 3,747,928                         | 3,343,247 | 182,042                       | 193,110  |
| Expenses  |        |                                   |           |                               |          |
| Cost of hotel operations                                    |        | 1,525,370                         | 1,515,837 | 22,064                        | 22,514   |
| Cost of property development operations                     |        | 575,204                           | 315,553   | -                             | -        |
| Cost of office rental operations                            |        | 37,646                            | 36,194    | 4,944                         | 4,851    |
| Selling expenses  |        | 318,533                           | 283,964   | 1,257                         | 658      |
| Administrative expenses                                     | 22, 26 | 1,156,423                         | 1,060,769 | 150,233                       | 131,690  |
| Total expenses  |        | 3,613,176                         | 3,212,317 | 178,498                       | 159,713  |
| Profit before share of profit (loss) from investments in    |        |                                   |           |                               |          |
| associates, finance cost and income tax expenses            |        | 134,752                           | 130,930   | 3,544                         | 33,397   |
| Share of profit (loss) from investments in associates       | 9      | 39,775                            | (15,230)  | -                             | -        |
| Profit before finance cost and income tax expenses          |        | 174,527                           | 115,700   | 3,544                         | 33,397   |
| Finance cost  |        | (118,532)                         | (133,154) | (29,149)                      | (37,888) |
| Profit (loss) before income tax expenses                    |        | 55,995                            | (17,454)  | (25,605)                      | (4,491)  |
| Income tax expenses   | 19     | (51,215)                          | (40,358)  | 9,768                         | 9,933    |
| Profit (loss) for the period                                |        | 4,780                             | (57,812)  | (15,837)                      | 5,442    |
| Profit (loss) attributable to:                              |        |                                   |           |                               |          |
| Equity holders of the Company                               |        | 12,032                            | (65,528)  | (15,837)                      | 5,442    |
| Non-controlling interests of the subsidiaries               |        | (7,252)                           | 7,716     | (10,001)                      |          |
| Non-controlling interests of the custodatates               |        | 4,780                             | (57,812)  |                               |          |
|   |        |                                   | (07,012)  |                               |          |
| Basic earnings per share                                    | 20     |                                   |           |                               |          |
| Profit (loss) attributable to equity holders of the Company |        | 0.07                              | (0.39)    | (0.10)                        | 0.03     |

# Statement of comprehensive income

For the nine-month period ended 30 September 2018

(Unit: Thousand Baht)

|  |             | Consolidated financial statements |          | Separate financial statements |       |  |
|--|-------------|-----------------------------------|----------|-------------------------------|-------|--|
|  | <u>Note</u> | 2018                              | 2017     | 2018                          | 2017  |  |
| Profit (loss) for the period                             |             | 4,780                             | (57,812) | (15,837)                      | 5,442 |  |
| Other comprehensive income (loss):                       |             |                                   |          |                               |       |  |
| Other comprehensive income (loss) to be reclassified     |             |                                   |          |                               |       |  |
| to profit or loss in subsequent periods:                 |             |                                   |          |                               |       |  |
| Exchange differences on translation of                   |             |                                   |          |                               |       |  |
| financial statements in foreign currency                 |             | 11,862                            | 6,032    | -                             | -     |  |
| Share of other comprehensive income (loss) of associates | 9           | 78                                | (7,986)  | -                             | -     |  |
| Other comprehensive income (loss) to be reclassified     |             |                                   |          |                               |       |  |
| to profit or loss in subsequent periods                  |             | 11,940                            | (1,954)  | -                             | -     |  |
| Other comprehensive income (loss) reclassified           |             |                                   |          |                               |       |  |
| to profit or loss for the periods:                       |             |                                   |          |                               |       |  |
| Exchange differences on translation of                   |             |                                   |          |                               |       |  |
| financial statements in foreign currency                 |             | -                                 | (2,986)  | -                             | -     |  |
| Share of other comprehensive income (loss) of associate  |             | -                                 | (11,603) | -                             | -     |  |
| Other comprehensive income (loss) reclassified           |             |                                   |          |                               |       |  |
| to profit or loss for the periods                        |             | -                                 | (14,589) | -                             | -     |  |
| Other comprehensive income (loss) for the period         |             | 11,940                            | (16,543) | -                             | -     |  |
| Total comprehensive income (loss) for the period         |             | 16,720                            | (74,355) | (15,837)                      | 5,442 |  |
|  |             |                                   |          |                               |       |  |
| Total comprehensive income (loss) attributable to:       |             |                                   |          |                               |       |  |
| Equity holders of the Company                            |             | 24,232                            | (80,248) | (15,837)                      | 5,442 |  |
| Non-controlling interests of the subsidiaries            |             | (7,512)                           | 5,893    |                               |       |  |
|  |             | 16,720                            | (74,355) |                               |       |  |
|  |             |                                   |          |                               |       |  |

Laguna Resorts & Hotels Public Company Limited and its subsidiaries Statement of changes in shareholders' equity

For the nine-month period ended 30 September 2018

(Unit: Thousand Baht)

| Consolidated fi | nancial s | statements |
|-----------------|-----------|------------|
|-----------------|-----------|------------|

|                                    |                  |               |                 | Ec                | quity attributable to the | owners of the Compa | ny                   |                        |               |                 |                     |               |
|------------------------------------|------------------|---------------|-----------------|-------------------|---------------------------|---------------------|----------------------|------------------------|---------------|-----------------|---------------------|---------------|
|                                    |                  |               |                 |                   |                           |                     | Other components of  | f shareholders' equity |               |                 |                     |               |
|                                    |                  |               |                 |                   |                           | Othe                | er comprehensive inc | ome                    |               |                 |                     |               |
|                                    |                  |               |                 |                   |                           | Exchange            |                      |                        |               |                 |                     |               |
|                                    |                  |               |                 |                   |                           | differences on      |                      |                        |               |                 | Equity attributable |               |
|                                    |                  |               |                 |                   |                           | translation of      |                      | Share of other         | Total other   | Total equity    | to non-controlling  |               |
|                                    | Issued and fully |               |                 | Retained          | l earnings                | financial           | Revaluation          | comprehensive          | components of | attributable to | interests           | Total         |
|                                    | paid-up          |               |                 | Appropriated -    | _                         | statements in       | surplus              | income (loss) of       | shareholders' | shareholders of | of the              | shareholders' |
|                                    | share capital    | Share premium | Capital reserve | statutory reserve | Unappropriated            | foreign currency    | on assets            | associates             | equity        | the Company     | subsidiaries        | equity        |
| Balance as at 1 January 2017       | 1,666,827        | 2,062,461     | 568,131         | 211,675           | 2,952,374                 | 105,635             | 4,801,621            | 28,171                 | 4,935,427     | 12,396,895      | 288,407             | 12,685,302    |
| Profit (loss) for the period       | -                | -             | -               | -                 | (65,528)                  | -                   | -                    | -                      | -             | (65,528)        | 7,716               | (57,812)      |
| Other comprehensive income         |                  |               |                 |                   |                           |                     |                      |                        |               |                 |                     |               |
| (loss) for the period              | -                | -             | -               | -                 | -                         | 4,869               | -                    | (19,589)               | (14,720)      | (14,720)        | (1,823)             | (16,543)      |
| Total comprehensive income (loss)  |                  |               |                 |                   |                           |                     |                      |                        |               |                 |                     |               |
| for the period                     | -                | -             | -               | -                 | (65,528)                  | 4,869               | -                    | (19,589)               | (14,720)      | (80,248)        | 5,893               | (74,355)      |
| Dividend paid (Note 21)            | -                | -             | -               | -                 | (43,337)                  | -                   | -                    | -                      | -             | (43,337)        | (31,325)            | (74,662)      |
| Reversal of revaluation surplus on |                  |               |                 |                   |                           |                     |                      |                        |               |                 |                     |               |
| disposal of assets                 | -                | -             | -               | -                 | 101                       | -                   | (101)                | -                      | (101)         | -               | -                   | -             |
| Balance as at 30 September 2017    | 1,666,827        | 2,062,461     | 568,131         | 211,675           | 2,843,610                 | 110,504             | 4,801,520            | 8,582                  | 4,920,606     | 12,273,310      | 262,975             | 12,536,285    |
|                                    |                  |               |                 |                   |                           |                     |                      |                        |               |                 |                     |               |
| Balance as at 1 January 2018       | 1,666,827        | 2,062,461     | 568,131         | 211,675           | 2,970,280                 | 113,691             | 4,799,913            | 8,909                  | 4,922,513     | 12,401,887      | 258,791             | 12,660,678    |
| Profit (loss) for the period       | -                | -             | -               | -                 | 12,032                    | -                   | -                    | -                      | -             | 12,032          | (7,252)             | 4,780         |
| Other comprehensive income         |                  |               |                 |                   |                           |                     |                      |                        |               |                 |                     |               |
| (loss) for the period              |                  |               |                 |                   |                           | 12,123              |                      | 78                     | 12,201        | 12,201          | (261)               | 11,940        |
| Total comprehensive income (loss)  |                  |               |                 |                   |                           |                     |                      |                        |               |                 |                     |               |
| for the period                     | -                | -             | -               | -                 | 12,032                    | 12,123              | -                    | 78                     | 12,201        | 24,233          | (7,513)             | 16,720        |
| Dividend paid (Note 21)            | -                | -             | -               | -                 | (63,339)                  | -                   | -                    | -                      | -             | (63,339)        | -                   | (63,339)      |
| Reversal of revaluation surplus on |                  |               |                 |                   |                           |                     |                      |                        |               |                 |                     |               |
| disposal of assets                 | -                | -             | -               | -                 | 4,600                     | -                   | (4,600)              | -                      | (4,600)       | -               | -                   | -             |
| Liquidation of subsidiary          |                  |               |                 |                   |                           |                     |                      |                        |               |                 | (4)                 | (4)           |
| Balance as at 30 September 2018    | 1,666,827        | 2,062,461     | 568,131         | 211,675           | 2,923,573                 | 125,814             | 4,795,313            | 8,987                  | 4,930,114     | 12,362,781      | 251,274             | 12,614,055    |
|                                    | -                | -             | -               | -                 | -                         |                     |                      |                        |               |                 | -                   | -             |
|                                    | -                | -             | -               | -                 | -                         |                     |                      |                        | -             | -               | -                   | -             |

# Laguna Resorts & Hotels Public Company Limited and its subsidiaries Statement of changes in shareholders' equity (continued) For the nine-month period ended 30 September 2018

(Unit: Thousand Baht)

#### Separate financial statements

|   |                  |               |                   |                | Other components of sha    | reholders' equity    |               |
|---|------------------|---------------|-------------------|----------------|----------------------------|----------------------|---------------|
|   | Issued and fully |               | Retained          | earnings       | Other comprehensive income | Total other          | Total         |
|   | paid-up          |               | Appropriated -    |                | Revaluation                | components of        | shareholders' |
|   | share capital    | Share premium | Statutory reserve | Unappropriated | surplus on assets          | shareholders' equity | equity        |
| Balance as at 1 January 2017                          | 1,666,827        | 2,062,461     | 211,675           | 1,480,927      | 142,719                    | 142,719              | 5,564,609     |
| Profit for the period                                 | -                | -             | -                 | 5,442          | -                          | -                    | 5,442         |
| Other comprehensive income (loss) for the period      | -                | -             | -                 | -              | -                          | -                    | -             |
| Total comprehensive income (loss) for the period      | -                | -             |                   | 5,442          | -                          |                      | 5,442         |
| Dividend paid (Note 21)                               | -                | -             | -                 | (43,337)       | -                          | -                    | (43,337)      |
| Balance as at 30 September 2017                       | 1,666,827        | 2,062,461     | 211,675           | 1,443,032      | 142,719                    | 142,719              | 5,526,714     |
| Balance as at 1 January 2018                          | 1,666,827        | 2,062,461     | 211,675           | 1,531,571      | 142,719                    | 142,719              | 5,615,253     |
| Profit for the period                                 | -                | -             | -                 | (15,837)       | -                          | -                    | (15,837)      |
| Other comprehensive income (loss) for the period      | -                | -             | -                 | -              | -                          | -                    | -             |
| Total comprehensive income (loss) for the period      | -                | -             | -                 | (15,837)       | -                          | -                    | (15,837)      |
| Dividend paid (Note 21)                               | -                | -             | -                 | (63,339)       | -                          | -                    | (63,339)      |
| Reversal of revaluation surplus on disposal of assets | -                | -             | -                 | 3,676          | (3,676)                    | (3,676)              | -             |
| Balance as at 30 September 2018                       | 1,666,827        | 2,062,461     | 211,675           | 1,456,071      | 139,043                    | 139,043              | 5,536,077     |
|   |                  | -             | -                 | -              |                            | -                    | -             |
|   | _                | _             | _                 | _              |                            | _                    | _             |

# Cash flow statement

For the nine-month period ended 30 September 2018

(Unit: Thousand Baht)

|   |             |                                   | (Unit: Thousand Baht) |             |  |
|---|-------------|-----------------------------------|-----------------------|-------------|--|
|   | -           | Consolidated financial statements |                       | statements  |  |
|   | <u>2018</u> | <u>2017</u>                       | <u>2018</u>           | <u>2017</u> |  |
| Cash flows from operating activities                              |             |                                   |                       |             |  |
| Profit (loss) before income tax expenses                          | 55,995      | (17,454)                          | (25,605)              | (4,491)     |  |
| Adjustments to reconcile profit (loss) before income tax expenses |             |                                   |                       |             |  |
| to net cash provided by (paid from) operating activities:         |             |                                   |                       |             |  |
| Depreciation  | 279,028     | 268,263                           | 6,162                 | 5,607       |  |
| Amortisation of leasehold rights                                  | 1,874       | 1,925                             | -                     | -           |  |
| Amortisation of transaction costs related to debenture issuance   | 1,546       | 1,546                             | -                     | -           |  |
| Allowance for doubtful accounts (reversal)                        | (378)       | 1,419                             | -                     | 1,898       |  |
| Reduction of inventory to net realisable value                    | 1,352       | 376                               | -                     | -           |  |
| Share of loss (profit) from investments in associates             | (39,775)    | 15,230                            | -                     | -           |  |
| Unrealised gain on exchange rate                                  | -           | (131)                             | -                     | -           |  |
| Loss (gain) on sale of property, plant and equipment              | 1,337       | 87                                | (6)                   | (19)        |  |
| Write off property, plant and equipment                           | 276         | 3,375                             | 18,515                | -           |  |
| Write off deposit for purchase of land                            | 64,712      | -                                 | -                     | -           |  |
| Dividend income from investments in subsidiaries                  | -           | -                                 | -                     | (33,153)    |  |
| Dividend income from investment in associate                      | -           | -                                 | (28,271)              | (18,553)    |  |
| Provision for long-term employee benefits                         | 3,953       | 4,013                             | 327                   | 290         |  |
| Provision for loss on compensation claim (reversal)               | (27,318)    | 330                               | -                     | -           |  |
| Forfeited money from property units                               | -           | (12,522)                          | -                     | -           |  |
| Gain on sale of investment in subsidiary                          | -           | (17,988)                          | -                     | -           |  |
| Gain on sale of investment in associate                           | -           | (97,745)                          | -                     | -           |  |
| Interest income   | (23,674)    | (26,901)                          | (31,172)              | (43,899)    |  |
| Interest expenses   | 118,532     | 133,154                           | 29,149                | 37,888      |  |
| Profit (loss) from operating activities before changes in         |             |                                   |                       |             |  |
| operating assets and liabilities                                  | 437,460     | 256,977                           | (30,901)              | (54,432)    |  |
| Operating assets (increase) decrease                              |             |                                   |                       |             |  |
| Trade and other receivables                                       | 146,795     | 71,935                            | (14,427)              | (6,993)     |  |
| Inventories   | (13,898)    | (2,302)                           | -                     | -           |  |
| Property development cost   | (115,651)   | (86,705)                          | 15,728                | (2,646)     |  |
| Other current assets  | (24,206)    | 5,052                             | (2,621)               | 7,521       |  |
| Long-term trade accounts receivable                               | (11,757)    | 107,291                           | -                     | -           |  |
| Other non-current assets  | 282         | (320)                             | (51)                  | (60)        |  |
| Operating liabilities increase (decrease)                         |             |                                   |                       |             |  |
| Trade and other payables  | (115,795)   | (129,726)                         | (3,242)               | (1,738)     |  |
| Advance received from customers                                   | 316,463     | 235,595                           | 15                    | (229)       |  |
| Other current liabilities   | (5,168)     | (24,583)                          | 21,754                | 11,834      |  |
| Provision for long-term employee benefits                         | (10,715)    | (7,427)                           | (2,265)               | (495)       |  |
| Long-term provision - provision for legal case                    | (10,000)    | -                                 | -                     | -           |  |
| Other non-current liabilities                                     | 149         | (828)                             | 231                   | (155)       |  |
| Cash flows from (used in) operating activities                    | 593,959     | 424,959                           | (15,779)              | (47,393)    |  |
| Cash received for interest income                                 | 23,700      | 26,930                            | 33,721                | 37,469      |  |
| Cash paid for interest expenses                                   | (120,366)   | (140,722)                         | (28,749)              | (33,511)    |  |
| Cash paid for income tax  | (107,562)   | (100,168)                         | (5,076)               | (738)       |  |
| Net cash flows from (used in) operating activities                | 389,731     | 210,999                           | (15,883)              | (44,173)    |  |
|   |             |                                   | <u> </u>              |             |  |

# Cash flow statement (continued)

For the nine-month period ended 30 September 2018

(Unit: Thousand Baht)

|  | Consolidated financial statements |           | Separate financial statements |             |
|--|-----------------------------------|-----------|-------------------------------|-------------|
|  | 2018                              | 2017      | <u>2018</u>                   | <u>2017</u> |
| Cash flows from investing activities                               |                                   |           |                               |             |
| Increase in current investment - short-term fixed deposit          | (57)                              | (64)      | -                             | -           |
| Net cash decrease from sale of investment in subsidiary            | -                                 | (5,457)   | -                             | -           |
| Cash received from long-term loans to subsidiaries                 | -                                 | -         | 675,501                       | 705,100     |
| Cash paid for long-term loans to subsidiaries                      | -                                 | -         | (609,000)                     | (448,000)   |
| Cash paid for acquisition of investment in associate               | (48,439)                          | -         | -                             | -           |
| Cash received from sales of property, plant and equipment          | 842                               | 699       | 60                            | 19          |
| Cash paid for acquisition of property, plant and equipment         | (330,488)                         | (131,442) | (6,564)                       | (9,665)     |
| Cash paid for acquisition of investment properties                 | (4,589)                           | (5,603)   | -                             | -           |
| Dividend received from investments in subsidiaries                 | -                                 | -         | -                             | 33,153      |
| Dividend received from investment in associate                     | 28,271                            | 18,553    | 28,271                        | 18,553      |
| Decrease in cash and equivalents from liquidation of subsidiary    | (4)                               | -         | -                             | -           |
| Net cash flows from (used in) investing activities                 | (354,464)                         | (123,314) | 88,268                        | 299,160     |
| Cash flows from financing activities                               |                                   |           |                               |             |
| Payment of dividends   | (63,339)                          | (43,337)  | (63,339)                      | (43,337)    |
| Payment of dividends of subsidiaries to non-controlling interests  | -                                 | (31,325)  | -                             | -           |
| Increase (decrease) in short-term loans from financial institution | (410,000)                         | 45,000    | (260,000)                     | (5,000)     |
| Draw down of long-term loans from subsidiaries                     | -                                 | -         | 760,000                       | 231,000     |
| Repayment of long-term loans from subsidiaries                     | -                                 | -         | (535,000)                     | (507,000)   |
| Draw down of long-term loans from financial institutions           | 283,625                           | 229,058   | -                             | 75,000      |
| Repayment of long-term loans from financial institutions           | (434,567)                         | (442,384) | (375)                         | (250)       |
| Net cash flows used in financing activities                        | (624,281)                         | (242,988) | (98,714)                      | (249,587)   |
| Net exchange differences on translation of financial               |                                   |           |                               |             |
| statements in foreign currency                                     | 16,674                            | 9,160     | -                             | -           |
| Net increase (decrease) in cash and cash equivalents               | (572,340)                         | (146,143) | (26,329)                      | 5,400       |
| Cash and cash equivalents at beginning of period                   | 1,009,981                         | 669,770   | 40,238                        | 18,206      |
| Cash and cash equivalents at end of period                         | 437,641                           | 523,627   | 13,909                        | 23,606      |
|  | -                                 |           | -                             |             |
| Supplemental cash flows information                                |                                   |           |                               |             |
| Non-cash items   |                                   |           |                               |             |
| Share of comprehensive income (loss) of associates                 | 78                                | (7,986)   | -                             | -           |
| Reversal of revaluation surplus on disposal of assets              | 4,600                             | 101       | 3,676                         | -           |
| Interest recorded as property development cost                     | 530                               | 7,624     | -                             | -           |
| Receivable from sale of investment in associate to related party   | -                                 | 211,198   | -                             | -           |
| Tranfer of property, plant and equipment to preperty               |                                   |           |                               |             |
| developmnet cost   | 18,515                            | -         | -                             | -           |

# Laguna Resorts & Hotels Public Company Limited and its subsidiaries Notes to interim consolidated financial statements For the three-month and nine-month periods ended 30 September 2018

#### 1. General information

#### 1.1 Corporate information

Laguna Resorts & Hotels Public Company Limited ("the Company", "LRH") is a public company incorporated and domiciled in Thailand. Its major shareholder is Banyan Tree Holdings Limited, which was incorporated in Singapore.

The Company and its subsidiaries are principally engaged in the hotel business and property development. There are four hotels in Laguna Phuket, namely Angsana Laguna Phuket, Banyan Tree Phuket, Angsana Villas Resort Phuket and Cassia Phuket, located in Phuket province and one hotel, the Banyan Tree Bangkok, located in Bangkok. The subsidiaries are also engaged in operating golf clubs (Laguna Golf Phuket and Laguna Golf Bintan), sales of merchandise (Banyan Tree Gallery), office and shop rental and sale of holiday club memberships.

The registered office of the Company is at 21/17B, 21/17C, 21/65, 21/66 and 21/68 Thai Wah Tower 1, 7<sup>th</sup>, 22<sup>nd</sup> and 24<sup>th</sup> Floor, South Sathorn Road, Tungmahamek, Sathorn, Bangkok.

# 1.2 Change of the Company's structure of major shareholders from the Tender Offer

On 26 February 2018, the Company received a letter from Banyan Tree Holdings Limited and Banyan Tree Resorts & Spas (Thailand) Company Limited (the "Group of Offerors"), which in aggregate held 54.22% of the issued and paid-up shares of the Company, expressing their intention to launch a voluntary tender offer to acquire all the remaining 76 million ordinary shares or 45.78% of the total issued and paid up shares of the Company at the offering price of Baht 40 per share.

As a result of the voluntary tender offer, the shareholding percentage of the Group of Offerors and Banyan Tree Holdings Limited Group of Companies in Laguna Resorts & Hotels Plc. have been changed as summarised below.

|                              | Shareholding percentage in Laguna Resorts & Hotels Plc. |                        |  |  |  |
|------------------------------|---|------------------------|--|--|--|
|                              | Before the Tender Offer                                 | After the Tender Offer |  |  |  |
|                              | (as at 31 December 2017)                                | (as at 18 April 2018)  |  |  |  |
|                              | (%)   | (%)                    |  |  |  |
| Group of Offerors            | 54.22   | 74.75                  |  |  |  |
| Banyan Tree Holdings Limited |   |                        |  |  |  |
| Group of Companies           | 65.75   | 86.28                  |  |  |  |

#### 1.3 Basis for the preparation of interim financial statements

These interim financial statements are prepared in accordance with Thai Accounting Standard No. 34 Interim Financial Reporting, with the Company choosing to present condensed interim financial statements. However, the Company has presented the statements of financial position, income statements, comprehensive income, changes in shareholders' equity, and cash flows in the same format as that used for the annual financial statements.

The interim financial statements are intended to provide information additional to that included in the latest annual financial statements. Accordingly, they focus on new activities, events and circumstances so as not to duplicate information previously reported. These interim financial statements should therefore be read in conjunction with the latest annual financial statements.

The interim financial statements in Thai language are the official statutory financial statements of the Company. The interim financial statements in English language have been translated from the Thai language financial statements.

# 1.4 Basis of consolidation

These consolidated financial statements include the financial statements of Laguna Resorts & Hotels Public Company Limited and its subsidiaries and have been prepared on the same basis as that applied for the consolidated financial statements for the year ended 31 December 2017. There have been no changes in the composition of the subsidiaries during the current period.

#### 1.5 New financial reporting standards

# (a) Financial reporting standards that became effective in the current year

During the period, the Company and its subsidiaries have adopted the revised financial reporting standards and interpretations (revised 2017) which are effective for fiscal years beginning on or after 1 January 2018. These financial reporting standards were aimed at alignment with the corresponding International Financial Reporting Standards with most of the changes and clarifications directed towards disclosures in the notes to financial statements. The adoption of these financial reporting standards does not have any significant impact on the Company and its subsidiaries' financial statements.

# (b) Financial reporting standards that will become effective in the future

During the period, the Federation of Accounting Professions issued the financial reporting standard TFRS 15 Revenue from Contracts with Customers, which is effective for fiscal years beginning on or after 1 January 2019 and a set of 5 standards related to financial instruments, which are effective for fiscal years beginning on or after 1 January 2020. Key principles of these standards are summarised below.

#### **TFRS 15 Revenue from Contracts with Customers**

TFRS 15 supersedes TAS 11 Construction Contracts and TAS 18 Revenue, together with related Interpretations. Entities are to apply this standard to all contracts with customers unless those contracts fall within the scope of other standards. The standard establishes a five-step model to account for revenue arising from contracts with customers, with revenue being recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The standard requires entities to exercise judgement, taking into consideration all of the relevant facts and circumstances when applying each step of the model.

The management of the Company and its subsidiaries is currently evaluating the impact of this standard to the financial statements in the year when it is adopted.

# Thai Financial Reporting Standards related to financial instruments

The set of TFRSs related to financial instruments consists of five accounting standards and interpretations, as follows:

Financial reporting standards:

TFRS 9 Financial Instruments

TFRS 7 Financial Instruments: Disclosures

Accounting standard:

TAS 32 Financial Instruments: Presentation

Financial Reporting Standard Interpretations:

TFRIC 16 Hedges of a Net Investment in a Foreign Operation

TFRIC 19 Extinguishing Financial Liabilities with Equity Instruments

These TFRSs related to financial instruments make stipulations relating to the classification of financial instruments and their measurement at fair value or amortised cost (taking into account the type of instrument, the characteristics of the contractual cash flows and the Company's business model), calculation of impairment using the expected credit loss method, and hedge accounting. These include stipulations regarding the presentation and disclosure of financial instruments. When the TFRSs related to financial instruments are effective, some accounting standards, interpretations and guidance which are currently effective will be cancelled.

The management of the Company and its subsidiaries is currently evaluating the impact of these standards to the financial statements in the year when they are adopted.

# 2. Significant accounting policies

The interim financial statements are prepared using the same accounting policies and methods of computation as were used for the financial statements for the year ended 31 December 2017.

#### 3. Cash and cash equivalents

|               | Consol       | lidated     | Separate             |             |  |
|---------------|--------------|-------------|----------------------|-------------|--|
|               | financial s  | tatements   | financial statements |             |  |
|               | 30 September | 31 December | 30 September         | 31 December |  |
|               | 2018         | 2017        | 2018                 | 2017        |  |
| Cash          | 5,117        | 7,836       | 133                  | 131         |  |
| Bank deposits | 432,524      | 1,002,145   | 13,776               | 40,107      |  |
| Total         | 437,641      | 1,009,981   | 13,909               | 40,238      |  |

# 4. Trade and other receivables

|  | Conso        | lidated     | Separate             |             |  |
|--|--------------|-------------|----------------------|-------------|--|
|  | financial s  | tatements   | financial statements |             |  |
|  | 30 September | 31 December | 30 September         | 31 December |  |
|  | 2018         | 2017        | 2018                 | 2017        |  |
| Trade accounts receivable                          |              |             |                      |             |  |
| Trade accounts receivable - hotel operations       | 141,310      | 256,674     | 4,802                | 6,378       |  |
| Less: Allowance for doubtful accounts              | (7,514)      | (7,430)     | (3,300)              | (3,300)     |  |
| Trade accounts receivable - hotel operations, net  | 133,796      | 249,244     | 1,502                | 3,078       |  |
| Trade accounts receivable - sales of property      |              |             |                      |             |  |
| - Installments due                                 | 53,298       | 51,499      | -                    | -           |  |
| Current portion of long-term trade                 |              |             |                      |             |  |
| accounts receivable (Note 7)                       | 176,049      | 196,269     | _                    |             |  |
| Trade accounts receivable - sales of property, net | 229,347      | 247,768     |                      |             |  |
| Trade accounts receivable - sales of holiday club  |              |             |                      |             |  |
| memberships - installments due and trade account   |              |             |                      |             |  |
| receivable from sales and marketing services for   |              |             |                      |             |  |
| holiday club memberships                           | 106,434      | 114,166     | -                    | -           |  |
| Current portion of long-term trade                 |              |             |                      |             |  |
| accounts receivable (Note 7)                       | 1,804        | 3,995       |                      |             |  |
| Trade accounts receivable - sales of holiday club  |              |             |                      |             |  |
| memberships and sales and marketing services for   |              |             |                      |             |  |
| holiday club memberships, net                      | 108,238      | 118,161     |                      |             |  |
| Trade accounts receivable - net                    | 471,381      | 615,173     | 1,502                | 3,078       |  |
| Other receivables                                  |              |             |                      |             |  |
| Amounts due from related parties (Note 5)          | 51,400       | 51,161      | 28,978               | 22,969      |  |
| Other receivables                                  | 6,006        | 14,451      | 38                   | 56          |  |
| Insurance claim receivable                         | 1,434        | 413         | -                    | -           |  |
| Accrued other income                               | 407          | 3,291       | 185                  | 189         |  |
| Interest receivable                                | 89           | 114         | 89                   | 67          |  |
| Accrued rental income                              | 27,409       | 19,965      | 27,409               | 19,964      |  |
| Total other receivables                            | 86,745       | 89,395      | 56,699               | 43,245      |  |
| Trade and other receivables, net                   | 558,126      | 704,568     | 58,201               | 46,323      |  |
|  |              |             |                      |             |  |

The balances of trade accounts receivable - hotel operations, aged on the basis of due dates, are summarised below.

(Unit: Thousand Baht)

|   | Conso        | lidated     | Separate             |             |  |
|---|--------------|-------------|----------------------|-------------|--|
|   | financial s  | tatements   | financial statements |             |  |
|   | 30 September | 31 December | 30 September         | 31 December |  |
|   | 2018         | 2017        | 2018                 | 2017        |  |
| Age of receivables                                |              |             |                      |             |  |
| Not yet due                                       | 44,743       | 146,159     | 156                  | 146         |  |
| Past due  |              |             |                      |             |  |
| Up to 30 days                                     | 50,226       | 71,024      | 135                  | 139         |  |
| 31 - 60 days                                      | 11,674       | 15,123      | 90                   | 146         |  |
| 61 - 90 days                                      | 5,361        | 6,489       | 97                   | 101         |  |
| 91 - 120 days                                     | 3,547        | 2,564       | 54                   | 61          |  |
| Over 120 days                                     | 25,759       | 15,315      | 4,270                | 5,785       |  |
| Total   | 141,310      | 256,674     | 4,802                | 6,378       |  |
| Less: Allowance for doubtful debts                | (7,514)      | (7,430)     | (3,300)              | (3,300)     |  |
| Trade accounts receivable - hotel operations, net | 133,796      | 249,244     | 1,502                | 3,078       |  |

The balances of trade accounts receivable - sales of property, aged on the basis of due dates, are summarised below.

|  | Consc        | lidated     | Separate financial statements |             |
|--|--------------|-------------|-------------------------------|-------------|
|  | financial s  | tatements   |                               |             |
|  | 30 September | 31 December | 30 September                  | 31 December |
|  | 2018         | 2017        | 2018                          | 2017        |
| Age of receivables                             |              |             |                               |             |
| Not yet due                                    | 195,175      | 209,131     | -                             | -           |
| Past due                                       |              |             |                               |             |
| Up to 30 days                                  | 9,229        | 10,333      | -                             | -           |
| 31 - 60 days                                   | 6,005        | 5,984       | -                             | -           |
| 61 - 90 days                                   | 3,886        | 3,876       | -                             | -           |
| 91 - 120 days                                  | 2,461        | 2,982       | -                             | -           |
| Over 120 days                                  | 12,591       | 15,462      | -                             | -           |
| Trade accounts receivable - sales of property, |              |             |                               |             |
| net  | 229,347      | 247,768     |                               |             |

The balances of installments due of trade accounts receivable - holiday club memberships and trade account receivable from sales and marketing services for holiday club memberships, aged on the basis of due dates, are summarised below.

(Unit: Thousand Baht)

|  | Consolidated             |           | Separate             |             |  |
|--|--------------------------|-----------|----------------------|-------------|--|
|  | financial s              | tatements | financial statements |             |  |
|  | 30 September 31 December |           | 30 September         | 31 December |  |
|  | 2018                     | 2017      | 2018                 | 2017        |  |
| Age of receivables                       |                          |           |                      |             |  |
| Not yet due                              | 6,060                    | 36,030    | -                    | -           |  |
| Past due                                 |                          |           |                      |             |  |
| Up to 30 days                            | 1,090                    | 10,462    | -                    | -           |  |
| 31 - 60 days                             | 4,191                    | 46        | -                    | -           |  |
| 61 - 90 days                             | 3,588                    | 42        | -                    | -           |  |
| 91 - 120 days                            | 4,285                    | 14        | -                    | -           |  |
| Over 120 days                            | 87,220                   | 67,572    |                      |             |  |
| Trade accounts receivable - sales        |                          |           |                      |             |  |
| of holiday club membership - installment |                          |           |                      |             |  |
| due and trade account receivable from    |                          |           |                      |             |  |
| sales and marketing services for holiday |                          |           |                      |             |  |
| club memberships, net                    | 106,434                  | 114,166   |                      |             |  |

# 5. Related party transactions

During the periods, the Company and its subsidiaries had significant business transactions with related parties. Such transactions, which are summarised below, arose in the ordinary course of business and were concluded on commercial terms and agreed upon basis between the Company, its subsidiaries and related parties.

|                                   | For the thre     | e-month peri |             |           |                         |
|-----------------------------------|------------------|--------------|-------------|-----------|-------------------------|
|                                   | Conso            | Consolidated |             | arate     |                         |
|                                   | financial s      | statements   | financial s | tatements |                         |
|                                   | 2018             | 2017         | 2018        | 2017      | Transfer pricing policy |
| Transactions with subsidiaries    |                  |              |             |           |                         |
| (eliminated from the consolidated | financial statem | nents)       |             |           |                         |
| Guarantee fee expenses            | -                | -            | 1           | 1         | (3) agreed basis        |
| Interest income                   | -                | -            | 10          | 13        | (5) agreement           |
| Interest expenses                 | -                | -            | 9           | 9         | (5) agreement           |
| Management fee income             | _                | -            | 22          | 24        | (4), (7) agreed basis   |

|   | For the three | e-month peri | ods ended 30 | ) September |                           |
|---|---------------|--------------|--------------|-------------|---------------------------|
|   | Conso         | lidated      | Sepa         | arate       |                           |
|   | financial s   | tatements    | financial s  | tatements   |                           |
|   | 2018          | 2017         | 2018         | 2017        | Transfer pricing policy   |
| Transactions with subsidiaries (continuation) | nued)         |              |              |             |                           |
| Reimbursement receipts                        | -             | -            | 18           | 3           | (11) agreed basis         |
| Reimbursement payments                        | -             | -            | 3            | 2           | (11) agreed basis         |
| Rental and service income                     | -             | -            | 2            | 1           | (12)(i), (iii) agreement  |
| Rental and service expenses                   | -             | -            | 2            | 2           | (12)(iv), (v) agreement   |
| Resort service expenses                       | -             | -            | 1            | 4           | (14) agreed basis         |
| Dividend income                               | -             | -            | -            | 33          | As declared               |
| Transactions with associates                  |               |              |              |             |                           |
| Inter resort receipts                         | -             | 1            | -            | -           | (1) agreed basis          |
| Reimbursement receipts                        | -             | 2            | -            | -           | (11) agreed basis         |
| Rental and service income                     | 5             | 5            | -            | -           | (12)(iv) agreement        |
| Transactions with related companies           | į             |              |              |             |                           |
| Inter resort payments                         | 16            | 18           | -            | -           | (1) agreed basis          |
| Management fee income                         | -             | 1            | -            | -           | (16) agreement            |
| Management fee expenses                       | 42            | 50           | -            | -           | (6), (15), (17) agreement |
| Purchase of spa & gallery vouchers            |               |              |              |             |                           |
| (return)                                      | -             | (1)          | -            | (1)         | (2), (8) agreed basis     |
| Sale of goods                                 | 6             | 6            | -            | -           | (9) agreed basis          |
| Reimbursement receipts                        | -             | 14           | -            | 1           | (11) agreed basis         |
| Reimbursement payments                        | 6             | 13           | (1)          | 1           | (11) agreed basis         |
| Rental and service income                     | 6             | 8            | -            | -           | (12)(i), (ii), (iv), (vi) |
|   |               |              |              |             | agreement                 |
| Rental return on hotel units                  | 1             | 1            | -            | -           | (13) agreement            |
| Resort service income                         | 1             | 1            | -            | -           | (14) agreed basis         |
| Training charges                              | 2             | 2            | -            | -           | (10) agreed basis         |
| Sales of investments in subsidiary            | -             | 217          | -            | -           | As stipulated in          |
| and associate                                 |               |              |              |             | agreements                |

# (Unaudited but reviewed)

| Consolidated Inancial statements (planning labeling policy)         Transactions with subsidiaries (planninated from the consolidated financial statements)           Guarantee fee income  |   | For the nine-month periods ended 30 September |          |             |           |                           |               |
|---|---|---|----------|-------------|-----------|---------------------------|---------------|
| Transactions with subsidiaries (eliminated from the consolidated financial statements)         2018         2017         Transfer pricing policy           Guarantee fee income         -         -         1         1         (3) agreed basis           Guarantee fee expenses         -         -         2         2         (3) agreed basis           Interest income         -         -         31         44         (5) agreement           Interest income         -         -         -         23         29         (5) agreement           Interest income         -         -         -         22         7         (11) agreed basis           Reimbursement feecipts         -         -         -         22         7         (11) agreed basis           Reimbursement payments         -         -         -         4         4         (12)(iii), (i) agreement           Rental and service income         -         -         -         5         5         (12)(iiv), (v) agreement           Rental and service expenses         -         -         -         -         -         -         (14) agreed basis           Dividend income         -         -         -         -         (1) agreed basis   |   | Consoli                                       | dated    | Sepa        | arate     |                           |               |
| Transactions with subsidiaries  |   | financial sta                                 | atements | financial s | tatements |                           |               |
| Geliminated from the consolidated financial statements  |   | 2018  | 2017     | 2018        | 2017      | Transfer pricing policy   |               |
| Guarantee fee income         -         -         1         1         (3) agreed basis           Guarantee fee expenses         -         -         2         2         (3) agreed basis           Interest income         -         -         31         44         (5) agreement           Interest expenses         -         -         23         29         (5) agreement           Interest expenses         -         -         72         50         (4), (7) agreement           Reimbursement receipts         -         -         22         7         (11) agreed basis           Reimbursement payments         -         -         8         7         (11) agreed basis           Rental and service income         -         -         4         4         (12)(ii), (v) agreement           Rental and service expenses         -         -         6         7         (14) agreed basis           Dividend income         -         -         -         6         7         (14) agreed basis           Sale of goods         -         -         2         -         -         (1) agreed basis           Dividend income         -         -         28         19         As declared  | Transactions with subsidiaries  |   |          |             |           |                           |               |
| Guarantee fee expenses  | (eliminated from the consolidated fin   | nancial statem                                | nents)   |             |           |                           |               |
| Interest income   | Guarantee fee income  | -   | -        | 1           | 1         | (3) agreed basis          |               |
| Interest expenses   | Guarantee fee expenses  | -   | -        | 2           | 2         | (3) agreed basis          |               |
| Management fee income         -         -         72         50         (4), (7) agreement           Reimbursement receipts         -         -         22         7         (11) agreed basis           Reimbursement payments         -         -         8         7         (11) agreed basis           Rental and service income         -         -         4         4         (12)(iii) agreement           Resort service expenses         -         -         6         7         (14) agreed basis           Resort service expenses         -         -         6         7         (14) agreed basis           Dividend income         -         -         6         7         (14) agreed basis           Sale of goods         -         1         -         -         (9) agreed basis           Sale of goods         -         1         -         -         (9) agreed basis           Poividend income         -         -         28         19         As declared           Reimbursement receipts         3         4         -         -         (11) agreed basis           Rental and service income         17         15         -         -         (12)(iv) agreement <td cols<="" td=""><td>Interest income</td><td>-</td><td>-</td><td>31</td><td>44</td><td>(5) agreement</td></td> | <td>Interest income</td> <td>-</td> <td>-</td> <td>31</td> <td>44</td> <td>(5) agreement</td> | Interest income                               | -        | -           | 31        | 44                        | (5) agreement |
| Reimbursement receipts         -         -         22         7         (11) agreed basis           Reimbursement payments         -         -         8         7         (11) agreed basis           Rental and service income         -         -         4         4         (12)(iii) agreement           Rental and service expenses         -         -         5         5         (12)(iv), (v) agreement           Resort service expenses         -         -         6         7         (14) agreed basis           Dividend income         -         -         -         6         7         (1) agreed basis           Sale of goods         -         1         -         -         (9) agreed basis           Dividend income         -         -         28         19         As declared           Reimbursement receipts         3         4         -         -         (11) agreed basis           Rental and service income         17         15         -         (12)(iv) agreement           Transactions with related companies           Transactions with related companies           Credit card commission receipts         1         1         -         (1) agreed basis   | Interest expenses   | -   | -        | 23          | 29        | (5) agreement             |               |
| Reimbursement payments         -         -         8         7         (11) agreed basis           Rental and service income         -         -         4         4         (12)(iii) agreement           Rental and service expenses         -         -         5         5         (12)(iv), (v) agreement           Resort service expenses         -         -         6         7         (14) agreed basis           Dividend income         -         -         -         6         7         (1) agreed basis           Sale of goods         -         1         -         -         (9) agreed basis           Dividend income         -         -         28         19         As declared           Reimbursement receipts         3         4         -         (11) agreed basis           Reimbursement receipts         3         4         -         (11) agreed basis           Rental and service income         1         1         -         (1) agreed basis           Inter resort payments         52         59         -         (1) agreed basis           Inter resort payments         52         59         -         (1) agreed basis           Management fee income         2         2   | Management fee income   | -   | -        | 72          | 50        | (4), (7) agreement        |               |
| Rental and service income         -         -         4         4         (12)(iii) agreement           Rental and service expenses         -         -         5         5         (12)(iv), (v) agreement           Resort service expenses         -         -         6         7         (14) agreed basis           Dividend income         -         -         -         6         7         (14) agreed basis           Sale of goods         -         -         2         -         -         (1) agreed basis           Sale of goods         -         1         -         -         (9) agreed basis           Dividend income         -         -         28         19         As declared           Reimbursement receipts         3         4         -         -         (11) agreed basis           Rental and service income         17         15         -         -         (12)(iv) agreement           Transactions with related companies           Credit card commission receipts         1         1         -         -         (1) agreed basis           Inter resort payments         52         59         -         -         (1) agreed basis           Management fee income   | Reimbursement receipts  | -   | -        | 22          | 7         | (11) agreed basis         |               |
| Rental and service expenses         -         -         5         5         (12)(iv), (v) agreement           Resort service expenses         -         -         6         7         (14) agreed basis           Dividend income         -         -         -         33         As declared           Transactions with associates           Inter resort receipts         -         2         -         -         (1) agreed basis           Sale of goods         -         1         -         -         (9) agreed basis           Dividend income         -         -         28         19         As declared           Reimbursement receipts         3         4         -         -         (11) agreed basis           Rental and service income         17         15         -         -         (12)(iv) agreement           Transactions with related companies           Credit card commission receipts         1         1         -         -         (1) agreed basis           Inter resort payments         52         59         -         -         (1) agreed basis           Management fee income         2         2         1         (1) agreed basis           Management   | Reimbursement payments  | -   | -        | 8           | 7         | (11) agreed basis         |               |
| Resort service expenses         -         -         6         7         (14) agreed basis           Dividend income         -         -         -         -         33         As declared           Transactions with associates           Inter resort receipts         -         2         -         -         (1) agreed basis           Sale of goods         -         1         -         -         (9) agreed basis           Dividend income         -         -         28         19         As declared           Reimbursement receipts         3         4         -         -         (11) agreed basis           Reimbursement receipts         1         1         -         -         (12)(iv) agreement           Transactions with related companies           Dividend income         17         15         -         -         (1) agreed basis           Transactions with related companies           Credit card commission receipts         1         1         -         -         (1) agreed basis           Inter resort payments         52         59         -         -         (1) agreed basis           Management fee expenses         1   | Rental and service income   | -   | -        | 4           | 4         | (12)(iii) agreement       |               |
| Dividend income         -         -         -         33         As declared           Transactions with associates           Inter resort receipts         -         2         -         -         (1) agreed basis           Sale of goods         -         1         -         -         (9) agreed basis           Dividend income         -         -         28         19         As declared           Reimbursement receipts         3         4         -         -         (11) agreed basis           Reimbursement receipts income         17         15         -         -         (12)(iv) agreement           Transactions with related companies           Credit card commission receipts         1         1         -         -         (1) agreed basis           Inter resort payments         52         59         -         -         (1) agreed basis           Management fee income         2         2         1         1         (16) agreement           Management fee expenses         188         193         -         2         (6), (15), (17) agreement           Purchase of spa & gallery vouchers         7         6         2         1         (2), (8) agreed basis   | Rental and service expenses   | -   | -        | 5           | 5         | (12)(iv), (v) agreement   |               |
| Transactions with associates  | Resort service expenses   | -   | -        | 6           | 7         | (14) agreed basis         |               |
| Inter resort receipts  - 2 (1) agreed basis Sale of goods - 1 (9) agreed basis Dividend income 28 19 As declared Reimbursement receipts 3 4 (11) agreed basis Rental and service income 17 15 - (12)(iv) agreement  Transactions with related companies Credit card commission receipts 1 1 (1) agreed basis Inter resort payments 52 59 - (1) agreed basis Management fee income 2 2 1 1 (16) agreement  Management fee expenses 188 193 - 2 (6), (15), (17) agreement Purchase of spa & gallery vouchers 7 6 2 1 (2), (8) agreed basis Sale of goods 20 16 - (9) agreed basis Reimbursement receipts 36 38 5 4 (11) agreed basis Reimbursement payments 22 39 - 6 (11) agreed basis Reimbursement payments 22 39 - 6 (11) agreed basis Reimbursement payments 22 39 - (12)(i), (ii), (iv), (vi) agreement Rental and service expense 1 (12)(vii) agreement Rental return on hotel units 3 3 3 - (13) agreement  | Dividend income   | -   | -        | -           | 33        | As declared               |               |
| Inter resort receipts  - 2 (1) agreed basis Sale of goods - 1 (9) agreed basis Dividend income 28 19 As declared Reimbursement receipts 3 4 (11) agreed basis Rental and service income 17 15 - (12)(iv) agreement  Transactions with related companies Credit card commission receipts 1 1 (1) agreed basis Inter resort payments 52 59 - (1) agreed basis Management fee income 2 2 1 1 (16) agreement  Management fee expenses 188 193 - 2 (6), (15), (17) agreement Purchase of spa & gallery vouchers 7 6 2 1 (2), (8) agreed basis Sale of goods 20 16 - (9) agreed basis Reimbursement receipts 36 38 5 4 (11) agreed basis Reimbursement payments 22 39 - 6 (11) agreed basis Reimbursement payments 22 39 - 6 (11) agreed basis Reimbursement payments 22 39 - (12)(i), (ii), (iv), (vi) agreement Rental and service expense 1 (12)(vii) agreement Rental return on hotel units 3 3 3 - (13) agreement  |   |   |          |             |           |                           |               |
| Sale of goods  - 1 - 28 19 As declared Reimbursement receipts 3 4 - (11) agreed basis Rental and service income 17 15 - (12)(iv) agreement  Transactions with related companies Credit card commission receipts 1 1 (1) agreed basis Inter resort payments 52 59 - (1) agreed basis Management fee income 2 2 1 1 (16) agreement  Management fee expenses 188 193 - 2 (6), (15), (17) agreement Purchase of spa & gallery vouchers 7 6 2 1 (2), (8) agreed basis Sale of goods 20 16 - (9) agreed basis Reimbursement receipts 36 38 5 4 (11) agreed basis Reimbursement payments 22 39 - 6 (11) agreed basis Reimbursement payments 22 39 - 6 (11) agreed basis Rental and service income 19 23 - (12)(i), (ii), (iv), (vi) agreement Rental and service expense 1 (12)(ii) agreement Rental return on hotel units 3 3 3 - (13) agreement  | Transactions with associates  |   |          |             |           |                           |               |
| Dividend income  28 19 As declared  Reimbursement receipts 3 4 (11) agreed basis  Rental and service income 17 15 (12)(iv) agreement  Transactions with related companies  Credit card commission receipts 1 1 (1) agreed basis  Inter resort payments 52 59 (1) agreed basis  Management fee income 2 2 1 1 (16) agreement  Management fee expenses 188 193 - 2 (6), (15), (17) agreement  Purchase of spa & gallery vouchers 7 6 2 1 (2), (8) agreed basis  Sale of goods 20 16 (9) agreed basis  Reimbursement receipts 36 38 5 4 (11) agreed basis  Reimbursement payments 22 39 - 6 (11) agreed basis  Reimbursement payments 22 39 - 6 (11) agreed basis  Rental and service income 19 23 - (12)(i), (ii), (iv), (vi) agreement  Rental and service expense 1 (12)(i), (iii), (iv), (vi) agreement  Rental return on hotel units 3 3 3 - (13) agreement   | Inter resort receipts   | -   | 2        | -           | -         | (1) agreed basis          |               |
| Reimbursement receipts 3 4 (11) agreed basis Rental and service income 17 15 - (12)(iv) agreement  Transactions with related companies  Credit card commission receipts 1 1 (1) agreed basis Inter resort payments 52 59 - (1) agreed basis  Management fee income 2 2 1 1 (16) agreement  Management fee expenses 188 193 - 2 (6), (15), (17) agreement  Purchase of spa & gallery vouchers 7 6 2 1 (2), (8) agreed basis  Sale of goods 20 16 - (9) agreed basis  Reimbursement receipts 36 38 5 4 (11) agreed basis  Reimbursement payments 22 39 - 6 (11) agreed basis  Rental and service income 19 23 - (12)(i), (ii), (iv), (vi) agreement  Rental and service expense 1 (12)(vii) agreement  Rental return on hotel units 3 3 3 - (13) agreement  | Sale of goods   | -   | 1        | -           | -         | (9) agreed basis          |               |
| Rental and service income 17 15 (12)(iv) agreement  Transactions with related companies  Credit card commission receipts 1 1 1 (1) agreed basis Inter resort payments 52 59 - (1) agreed basis  Management fee income 2 2 1 1 (16) agreement  Management fee expenses 188 193 - 2 (6), (15), (17) agreement  Purchase of spa & gallery vouchers 7 6 2 1 (2), (8) agreed basis  Sale of goods 20 16 - (9) agreed basis  Reimbursement receipts 36 38 5 4 (11) agreed basis  Reimbursement payments 22 39 - 6 (11) agreed basis  Rental and service income 19 23 - (12)(i), (ii), (iv), (vi) agreement  Rental and service expense 1 (12)(vii) agreement  Rental return on hotel units 3 3 3 - (13) agreement   | Dividend income   | -   | -        | 28          | 19        | As declared               |               |
| Transactions with related companies  Credit card commission receipts 1 1 1 (1) agreed basis Inter resort payments 52 59 - (1) agreed basis  Management fee income 2 2 1 1 (16) agreement  Management fee expenses 188 193 - 2 (6), (15), (17) agreement  Purchase of spa & gallery vouchers 7 6 2 1 (2), (8) agreed basis  Sale of goods 20 16 - (9) agreed basis  Reimbursement receipts 36 38 5 4 (11) agreed basis  Reimbursement payments 22 39 - 6 (11) agreed basis  Rental and service income 19 23 - (12)(i), (ii), (iv), (vi) agreement  Rental and service expense 1 (12)(vii) agreement  Rental return on hotel units 3 3 3 - (13) agreement   | Reimbursement receipts  | 3   | 4        | -           | -         | (11) agreed basis         |               |
| Credit card commission receipts 1 1 1 (1) agreed basis Inter resort payments 52 59 - (1) agreed basis Management fee income 2 2 1 1 (16) agreement Management fee expenses 188 193 - 2 (6), (15), (17) agreement Purchase of spa & gallery vouchers 7 6 2 1 (2), (8) agreed basis Sale of goods 20 16 - (9) agreed basis Reimbursement receipts 36 38 5 4 (11) agreed basis Reimbursement payments 22 39 - 6 (11) agreed basis Rental and service income 19 23 - (12)(i), (ii), (iv), (vi) agreement Rental and service expense 1 (12)(vii) agreement Rental return on hotel units 3 3 3 - (13) agreement   | Rental and service income   | 17  | 15       | -           | -         | (12)(iv) agreement        |               |
| Credit card commission receipts 1 1 1 (1) agreed basis Inter resort payments 52 59 - (1) agreed basis Management fee income 2 2 1 1 (16) agreement Management fee expenses 188 193 - 2 (6), (15), (17) agreement Purchase of spa & gallery vouchers 7 6 2 1 (2), (8) agreed basis Sale of goods 20 16 - (9) agreed basis Reimbursement receipts 36 38 5 4 (11) agreed basis Reimbursement payments 22 39 - 6 (11) agreed basis Rental and service income 19 23 - (12)(i), (ii), (iv), (vi) agreement Rental and service expense 1 (12)(vii) agreement Rental return on hotel units 3 3 3 - (13) agreement   |   |   |          |             |           |                           |               |
| Inter resort payments  52 59 (1) agreed basis  Management fee income 2 2 1 1 (16) agreement  Management fee expenses 188 193 - 2 (6), (15), (17) agreement  Purchase of spa & gallery vouchers 7 6 2 1 (2), (8) agreed basis  Sale of goods 20 16 - (9) agreed basis  Reimbursement receipts 36 38 5 4 (11) agreed basis  Reimbursement payments 22 39 - 6 (11) agreed basis  Rental and service income 19 23 - (12)(i), (ii), (iv), (vi)  agreement  Rental and service expense 1 - (12)(vii) agreement  Rental return on hotel units 3 3 - (13) agreement   | Transactions with related companie  | <u>s</u>                                      |          |             |           |                           |               |
| Management fee income 2 2 1 1 (16) agreement  Management fee expenses 188 193 - 2 (6), (15), (17) agreement  Purchase of spa & gallery vouchers 7 6 2 1 (2), (8) agreed basis  Sale of goods 20 16 - (9) agreed basis  Reimbursement receipts 36 38 5 4 (11) agreed basis  Reimbursement payments 22 39 - 6 (11) agreed basis  Rental and service income 19 23 - (12)(i), (ii), (iv), (vi) agreement  Rental and service expense 1 - (12)(vii) agreement  Rental return on hotel units 3 3 3 - (13) agreement   | Credit card commission receipts   | 1   | 1        | -           | -         | (1) agreed basis          |               |
| Management fee expenses  188  193  - 2 (6), (15), (17) agreement Purchase of spa & gallery vouchers  7 6 2 1 (2), (8) agreed basis Sale of goods  20 16 - (9) agreed basis Reimbursement receipts  36 38 5 4 (11) agreed basis Reimbursement payments  22 39 - 6 (11) agreed basis Rental and service income  19 23 - (12)(i), (ii), (iv), (vi) agreement Rental and service expense  1 - (12)(vii) agreement Rental return on hotel units  3 3 3 - (13) agreement  | Inter resort payments   | 52  | 59       | -           | -         | (1) agreed basis          |               |
| Purchase of spa & gallery vouchers 7 6 2 1 (2), (8) agreed basis  Sale of goods 20 16 - (9) agreed basis  Reimbursement receipts 36 38 5 4 (11) agreed basis  Reimbursement payments 22 39 - 6 (11) agreed basis  Rental and service income 19 23 - (12)(i), (ii), (iv), (vi) agreement  Rental and service expense 1 (12)(vii) agreement  Rental return on hotel units 3 3 3 - (13) agreement  | Management fee income   | 2   | 2        | 1           | 1         | (16) agreement            |               |
| Sale of goods  20 16 - (9) agreed basis  Reimbursement receipts 36 38 5 4 (11) agreed basis  Reimbursement payments 22 39 - 6 (11) agreed basis  Rental and service income 19 23 - (12)(i), (ii), (iv), (vi) agreement  Rental and service expense 1 - (12)(vii) agreement  Rental return on hotel units 3 3 - (13) agreement   | Management fee expenses   | 188   | 193      | -           | 2         | (6), (15), (17) agreement |               |
| Reimbursement receipts 36 38 5 4 (11) agreed basis Reimbursement payments 22 39 - 6 (11) agreed basis Rental and service income 19 23 - (12)(i), (ii), (iv), (vi) agreement Rental and service expense 1 (12)(vii) agreement Rental return on hotel units 3 3 3 - (13) agreement  | Purchase of spa & gallery vouchers  | 7   | 6        | 2           | 1         | (2), (8) agreed basis     |               |
| Reimbursement payments  22 39 - 6 (11) agreed basis  Rental and service income  19 23 - (12)(i), (ii), (iv), (vi)  agreement  Rental and service expense  1 (12)(vii) agreement  Rental return on hotel units  3 3 - (13) agreement   | Sale of goods   | 20  | 16       | -           | -         | (9) agreed basis          |               |
| Rental and service income 19 23 (12)(i), (ii), (iv), (vi) agreement  Rental and service expense 1 (12)(vii) agreement  Rental return on hotel units 3 3 (13) agreement  | Reimbursement receipts  | 36  | 38       | 5           | 4         | (11) agreed basis         |               |
| Rental and service expense 1 (12)(vii) agreement Rental return on hotel units 3 3 (13) agreement  | Reimbursement payments  | 22  | 39       | -           | 6         | (11) agreed basis         |               |
| Rental and service expense 1 (12)(vii) agreement  Rental return on hotel units 3 3 - (13) agreement   | Rental and service income   | 19  | 23       | -           | -         | (12)(i), (ii), (iv), (vi) |               |
| Rental return on hotel units 3 (13) agreement   |   |   |          |             |           | agreement                 |               |
| , , <del>,</del>  | Rental and service expense  | 1   | -        | -           | -         | (12)(vii) agreement       |               |
| Resort service income 4 4 (14) agreed basis   | Rental return on hotel units  | 3   | 3        | -           | -         | (13) agreement            |               |
|   | Resort service income   | 4   | 4        | -           | -         | (14) agreed basis         |               |
| Training charges 11 8 (10) agreed basis   | Training charges  | 11  | 8        | -           | -         | (10) agreed basis         |               |
| Sales of investments in subsidiary - 217 As stipulated in   | Sales of investments in subsidiary  | -   | 217      | -           | -         | As stipulated in          |               |
| and associate agreements  | and associate   |   |          |             |           | agreements                |               |

The nature, pricing policy and agreements relating to the above transactions are summarised below:

- (1) These charges relate to goods and services that are consumed by customers in one part of Laguna Phuket but are billed centrally to the customer at the hotel in which the customer is staying. Such charges relate to meals at restaurants, golf fees, treatments at the spa and goods purchased at shops in the resort. On receiving the funds centrally from the customer, the hotel reimburses the company in which the goods and services are consumed. Actual receipts are paid and credit card commission is charged ranging from 2% to 5% of the revenue based on the commission rate charged by the credit card companies. Such inter resort charges are also incurred at the Banyan Tree Bangkok, Banyan Tree Lijiang and Laguna Golf Bintan primarily for treatments at the spa, goods purchased at the shops and golf fees at golf course.
- (2) This relates to sale of spa and gallery vouchers by companies which operate Banyan Tree Spas and Banyan Tree Gallery to related companies for using as a marketing tool. The Spa vouchers are priced at a 55% discount to the Spa price list. The Gallery vouchers are priced at 20% discount to the face value of the voucher.
- (3) Guarantee fee among group companies for permitting their assets to be pledged as collateral for other related companies' bank loans by charging on 1% of proportion of value of pledged assets to total loan facilities.
- (4) The Company charges a management fee to its subsidiaries for providing centralised duties and services for each operation in the group. The monthly fixed rate is charged dependent on the department serviced, except the internal audit service is charge by the working hours and project management service is charged as Note (7).
- (5) Loans to subsidiaries and between group companies are unsecured and are denominated in Thai Baht. The loans carry interest at a rate equal to the lenders' borrowing costs per annum (based upon commercial bank's interest rates) plus a margin of 1.1%. The loans are repayable on demand, however it is expected that those loans would not be called for repayment in the short-term. Therefore such loans are recorded as non-current assets/liabilities in the statements of financial position.

- (6) The terms of the operating agreements are disclosed in Note 22 and consist of a royalty agreement, hotel management agreement and technical assistance agreement. The payment terms of the contracts are as follows:
  - Royalty fee paid for the use of "Banyan Tree", "Angsana" and "Cassia" trademarks and all other proprietary rights associated with it.
  - (i) Banyan Tree Phuket (Laguna Banyan Tree Limited), Cassia Phuket (Phuket Resort Development Limited) and Angsana Villas Resort Phuket (Laguna Village Limited) pay a royalty fee of 2% of total revenue.
  - (ii) Banyan Tree Bangkok (Thai Wah Plaza Limited) and Angsana Laguna Phuket (Bangtao Grande Limited) pay a royalty fee of 3% of total revenue.
  - (iii) Banyan Tree Gallery (Thailand) Limited and Banyan Tree Gallery (Singapore) Pte. Ltd. pay a royalty fee of 1% of total revenue.

Hotel management and technical assistance fees.

- (iv) The Technical Assistance Agreement of the Banyan Tree Phuket pay a technical fee of 7.5% of gross operating profit.
- (v) The Hotel Management Agreement of the Banyan Tree Bangkok and the Angsana Laguna Phuket pay a hotel management fee of 10% of gross operating profit. Cassia Phuket and Angsana Villas Resort Phuket pay a hotel management fee of 7.5% of gross operating profit.
- (vi) In addition, pursuant to the hotel management and technical assistance agreements, expenses relating to the sharing of group marketing costs such as promotional campaigns and adverts, sales staff salaries, central reservations and international sales offices incurred by the Banyan Tree and/or Angsana and/or Cassia corporate head office shall be charged as follows:
  - Group marketing services shared on a group basis are based on 3% of total actual hotel revenue. The rate has been reduced to 2% of total actual hotel revenue since 1 July 2016.
  - Reservation service fees are 1% of room revenue plus USD 12 per booking sourced through third party channels.

All management fees are consistent with industry practice and the sharing of group marketing costs incurred by Banyan Tree Phuket, Banyan Tree Bangkok, Angsana Laguna Phuket, Angsana Villas Resort Phuket and Cassia Phuket are the reimbursement of costs benefiting each of the hotels. As a result, these transactions are on normal commercial terms and conditions.

- (7) The Company provides project management services, the contracted fee is set at a rate of 5% of the actual or budgeted costs of the project.
- (8) Purchase of Banyan Tree Spa and Banyan Tree Gallery vouchers for distribution to management to provide an additional benefit scheme. The vouchers are issued yearly to qualifying executives and are valid only within the year of issue. The voucher is priced at the face value of the voucher.
- (9) These transactions relate to:
  - (i) Sale of goods from Banyan Tree Gallery (Thailand) Limited to related companies is priced at a 15% to 30% discount to the retail price depending on the volume purchased.
  - (ii) Sale of guest and spa supplies of high volume purchases from companies which operate galleries to related companies is priced at cost plus up to 30% and 40% margin.
- (10) Training charges by Banyan Tree Hotels & Resorts (Thailand) Limited in respect of providing centralised training facilities and courses for staff. The training costs are allocated to each operation based on actual cost.
- (11) Costs are often incurred within the group which is reimbursed by the company to which the expense relates. Actual costs are reimbursed.
- (12) Rental paid for premises and land. The rental periods are not over three years, except some transactions as stated in (12)(i).
  - (i) Rental and service fee is on the basis of 5% to 10% of sales revenue which is dependent on criteria such as the location, budgeted sales, term of the lease, size of area leased and type of operation.

| <u>Payee</u> | <u>Payer</u> | Rental Period | Expiry Date   |
|--------------|--------------|---------------|---------------|
| BGL          | BTRS(T)      | 30 years      | November 2041 |
| LBTL         | BTRS(T)      | 2 years       | December 2019 |

BGL : Bangtao Grande Limited

 $\mathsf{BTRS}(\mathsf{T})\,$  : Banyan Tree Resorts & Spas (Thailand) Company Limited

LBTL : Laguna Banyan Tree Limited

- (ii) Rental and service income for space in Banyan Tree Phuket for Banyan Tree Spa office and store is at Baht 1,172 per square metre per month.
- (iii) Rental of space and service in Canal Village. The charges include rental and related service fees which are at market rate.

- (iv) Rental and service income earned by Thai Wah Plaza Limited for renting the office space at Thai Wah Tower I and Banyan Tree Bangkok. The charges include rental and related service fees which are at market rate.
- (v) Rental of land and lagoon on which hotel and hotel-related operations are located are at Baht 120,847 and Baht 12,085 per rai per annum respectively.
- (vi) Service income from rental of Banyan Tree Management Academy is at Baht 132,613 per month.
- (vii) Rental of office space and service of Banyan Tree Gallery (Singapore) Pte. Limited is at SGD 3 per square feet.
- (13) This relates to a Management Agreement to manage the hotel units of Cheer Golden Limited in the Angsana Resort & Spa on Bintan Island, Indonesia under which Cheer Golden Limited receives a return of 15% per annum on the investment of the leasehold rights.
- (14) Resort service charged to the operations relates to revenue of Laguna Service Company Limited which provides centralised services to each operation in the group located at Laguna Phuket at the following rates:

- Water supply : at the determined price and actual usage

- Laundry charge : at the price based on cost plus a certain margin

Common area services, : based on actual cost

transportation charges

- Staff buses : at the price based on cost plus a certain margin

- Marketing fee : at the rate of 0.75% of the operations' actual

revenue

- Community service : based on actual cost

Other services : at the determined price and actual usage

- (15) This relates to architectural and interior design services which the fees are based on construction cost at progressive rates which depend on type of services and type of constructions. The fees are consistent with industry practice. As a result, these transactions are on normal commercial terms and conditions.
- (16) This relates to management fee charge to related companies for providing operational, visual and product training services. The fee are annual fee at SGD according to each agreement plus 15% of gross operating profit.
- (17) This relates to project management services which the fees are based on 10% mark up of actual working hours in providing the service and included all cost.

(Unaudited but reviewed)

The Company has contingent liabilities in respect of letters of guarantee issued to banks to guarantee facilities of its subsidiaries as follows:

(Unit: Million Baht)

|  | 30 September 2018 | 31 December 2017 |
|--|-------------------|------------------|
| Overdrafts and bank guarantee facilities | 106               | 106              |

Subsidiaries have contingent liabilities in respect of letters of guarantee issued to banks to guarantee facilities of the Company and other subsidiaries as follows:

(Unit: Million Baht)

|  | 30 September 2018 | 31 December 2017 |
|--|-------------------|------------------|
| Short-term loan facilities               | 150               | 150              |
| Long-term loan facilities                | 900               | 900              |
| Overdrafts and bank guarantee facilities | 20                | 20               |

As at 30 September 2018 and 31 December 2017, the balances of the accounts between the Company and those related companies are as follows:

| Consolidated |   | Separate  |  |  |
|--------------|---|---|--|--|
| financial    | statements  | financial statements  |  |  |
| 30 September | 31 December   | 30 September  | 31 December  |  |
| 2018         | 2017  | 2018  | 2017   |  |
|              |   |   |  |  |
| -            | -   | 27,497  | 22,319   |  |
| 240          | 109   | -   | -  |  |
|              |   |   |  |  |
| 51,160       | 51,052  | 1,481   | 650  |  |
|              |   |   |  |  |
| 51,400       | 51,161  | 28,978  | 22,969   |  |
|              |   |   |  |  |
| 8            | -   | 12,266  | 10,219   |  |
|              |   |   |  |  |
| 84,696       | 125,614   | 1,050   | 2,737  |  |
|              |   |   |  |  |
| 84,704       | 125,614   | 13,316  | 12,956   |  |
|              | financial s 30 September 2018  - 240  51,160  51,400  8  84,696 | financial statements  30 September 31 December 2018 2017  240 109  51,160 51,052  51,400 51,161  8 - 84,696 125,614 | financial statements         financial statements           30 September         31 December         30 September           2018         2017         2018           -         -         27,497           240         109         -           51,160         51,052         1,481           51,400         51,161         28,978           8         -         12,266           84,696         125,614         1,050 |  |

# Long-term loans to subsidiaries and long-term loans from subsidiaries

As at 30 September 2018 and 31 December 2017, the balance of loans between the Company and those related companies and the movement are as follows:

# Long-term loans to subsidiaries

(Unit: Thousand Baht)

|                             | Separate financial statements |          |           |                   |  |  |  |
|-----------------------------|-------------------------------|----------|-----------|-------------------|--|--|--|
|                             | 31 December 2017              | Addition | Repayment | 30 September 2018 |  |  |  |
| Laguna Banyan Tree Limited  | 389,000                       | 318,000  | (322,000) | 385,000           |  |  |  |
| Laguna Holiday Club Limited | 195,000                       | 34,000   | (38,500)  | 190,500           |  |  |  |
| Laguna Lakes Limited        | 394,001                       | 15,000   | (73,001)  | 336,000           |  |  |  |
| Laguna Grande Limited       |                               | 242,000  | (242,000) |                   |  |  |  |
| Total                       | 978,001                       | 609,000  | (675,501) | 911,500           |  |  |  |

# Long-term loans from subsidiaries

(Unit: Thousand Baht)

|                        | Separate financial statements |          |           |                   |  |  |
|------------------------|-------------------------------|----------|-----------|-------------------|--|--|
|                        | 31 December 2017              | Addition | Repayment | 30 September 2018 |  |  |
| Laguna Grande Limited  | -                             | 235,000  | (214,000) | 21,000            |  |  |
| Laguna (3) Limited     | 26,000                        | 2,000    | -         | 28,000            |  |  |
| TWR - Holdings Limited | 320,000                       | 523,000  | (321,000) | 522,000           |  |  |
| Total                  | 346,000                       | 760,000  | (535,000) | 571,000           |  |  |

# Directors and management's benefits

During the nine-month periods ended 30 September 2018 and 2017, the Company and its subsidiaries had employee benefit expenses of their directors and management as below.

|                                   |                        |        | (Unit: Tho | usand Baht) |
|-----------------------------------|------------------------|--------|------------|-------------|
|                                   | Consolidated financial |        | Separate   | financial   |
|                                   | statements             |        | staten     | nents       |
|                                   | 2018                   | 2017   | 2018       | 2017        |
| Short-term employee benefits      | 79,653                 | 77,419 | 46,197     | 47,771      |
| Post-employment benefits          | 2,234                  | 2,090  | 1,207      | 1,164       |
| Other long-term employee benefits | 28                     | 28     | 16         | 16          |
| Total                             | 81,915                 | 79,537 | 47,420     | 48,951      |

# 6. Property development cost

(Unit: Thousand Baht) Consolidated Separate financial statements financial statements 30 September 31 December 30 September 31 December 2018 2017 2018 2017 420,172 406,576 Property for sale under holiday club memberships Completed buildings 679,622 806,596 Land 1,866,563 1,954,124 111,429 111,429 Property under construction 1,167,914 805,087 15,728 Total 4,120,675 3,985,979 111,429 127,157

Subsidiaries have mortgaged property development cost amounting to Baht 946 million (31 December 2017: Baht 978 million) as collateral against its credit facilities received from financial institutions.

# 7. Long-term trade accounts receivable

Long-term trade accounts receivable consist of:

- 7.1 Installments receivable from property sales which bear interest at rates of 5% 7% and MLR plus 0.5% per annum and installments are repaid over a period of 3 to 10 years.
- 7.2 Installments receivable from sales of holiday club memberships which bear interest at rates of 8% 9% per annum and installments are repaid over a period of 2 to 5 years.
  Long-term trade accounts receivable are due as follows:

|                                       | Consolidated financial statements |                  |  |
|---------------------------------------|-----------------------------------|------------------|--|
|                                       | 30 September 2018                 | 31 December 2017 |  |
| Current portion of long-term trade    |                                   |                  |  |
| accounts receivable                   | 177,853                           | 200,264          |  |
| Long-term trade accounts receivable   | 333,932                           | 322,175          |  |
| Total                                 | 511,785                           | 522,439          |  |
| Sales of property                     |                                   |                  |  |
| Within 1 year (Note 4)                | 176,049                           | 196,269          |  |
| Over 1 year to 5 years                | 332,690                           | 319,337          |  |
| Over 5 years                          |                                   | 347              |  |
| Long-term trade accounts receivable - |                                   |                  |  |
| sales of property                     | 508,739                           | 515,953          |  |
| Sales of holiday club memberships     |                                   |                  |  |
| Within 1 year (Note 4)                | 1,804                             | 3,995            |  |
| Over 1 year to 5 years                | 1,242                             | 2,491            |  |
| Long-term trade accounts receivable - |                                   |                  |  |
| sales of holiday club memberships     | 3,046                             | 6,486            |  |
| Total                                 | 511,785                           | 522,439          |  |

# 8. Investments in subsidiaries

Details of investments in subsidiaries as presented in separate financial statements are as follows:

| Company's name                                      | Paid-up capital      |                     | Shareholding percentage |                     | Cost                 |                    |
|---|----------------------|---------------------|-------------------------|---------------------|----------------------|--------------------|
|   | 30 September<br>2018 | 31 December<br>2017 | 30 September<br>2018    | 31 December<br>2017 | 30 September<br>2018 | 31 Decembe<br>2017 |
|   | Million              | Million             | %                       | %                   | Million              | Million            |
|   | Baht                 | Baht                |                         |                     | Baht                 | Baht               |
| Subsidiaries held by the Company                    |                      |                     |                         |                     |                      |                    |
| Banyan Tree Gallery (Singapore)                     | SGD 0.43             | SGD 0.43            | 51.0                    | 51.0                | 4.0                  | 4.0                |
| Pte. Limited  | Million              | Million             |                         |                     |                      |                    |
| Banyan Tree Gallery (Thailand) Limited              | 7.8                  | 7.8                 | 51.0                    | 51.0                | 4.0                  | 4.0                |
| Laguna Banyan Tree Limited <sup>(1)</sup>           | 1,500.0              | 1,500.0             | 100.0                   | 100.0               | 1,325.1              | 1,325.1            |
| Laguna Holiday Club Limited                         | 330.0                | 330.0               | 100.0                   | 100.0               | 330.0                | 330.0              |
| Laguna Grande Limited <sup>(2)</sup>                | 1,000.0              | 1,000.0             | 100.0                   | 100.0               | 958.5                | 958.5              |
| Laguna Lakes Limited                                | 1.0                  | 1.0                 | 95.0                    | 95.0                | 0.9                  | 0.9                |
| Laguna Service Company Limited <sup>(3)</sup>       | 90.5                 | 90.5                | 72.9                    | 72.9                | 22.4                 | 22.4               |
| Laguna (3) Limited                                  | 0.1                  | 0.1                 | 100.0                   | 100.0               | 47.8                 | 47.8               |
| TWR - Holdings Limited                              | 1,550.0              | 1,550.0             | 100.0                   | 100.0               | 1,550.0              | 1,550.0            |
| Subsidiaries held through TWR-Holdings Limited      |                      |                     |                         |                     |                      |                    |
| Laguna Excursions Limited                           | 8.0                  | 8.0                 | 49.0                    | 49.0                | -                    | -                  |
| Laguna Village Limited                              | 6.0                  | 6.0                 | 100.0                   | 100.0               | -                    | -                  |
| Mae Chan Property Company Limited                   | 232.3                | 232.3               | 100.0                   | 100.0               | -                    |                    |
| Pai Samart Development Company Limited              | 28.4                 | 28.4                | 100.0                   | 100.0               | -                    | -                  |
| Phuket Resort Development Limited                   | 100.0                | 100.0               | 100.0                   | 100.0               | -                    | -                  |
| PT AVC Indonesia                                    | USD 2.3              | USD 2.3             | 100.0                   | 100.0               | -                    |                    |
|   | Million              | Million             |                         |                     |                      |                    |
| Talang Development Company Limited                  | 251.0                | 251.0               | 50.0                    | 50.0                | -                    |                    |
| Thai Wah Plaza Limited                              | 2,250.0              | 2,250.0             | 100.0                   | 100.0               | -                    |                    |
| Thai Wah Tower Company Limited                      | 455.0                | 455.0               | 100.0                   | 100.0               | -                    |                    |
| Thai Wah Tower (2) Company Limited                  | 21.0                 | 21.0                | 100.0                   | 100.0               | -                    | -                  |
| Twin Waters Development Company Limited             | 214.4                | 214.4               | 100.0                   | 100.0               | -                    | -                  |
| Subsidiaries held through Laguna Grande Limited     |                      |                     |                         |                     |                      |                    |
| Bangtao (1) Limited                                 | 20.9                 | 20.9                | 100.0                   | 100.0               | -                    | -                  |
| Bangtao (2) Limited                                 | 19.1                 | 19.1                | 100.0                   | 100.0               | -                    |                    |
| Bangtao (3) Limited                                 | 7.8                  | 7.8                 | 100.0                   | 100.0               | -                    |                    |
| Bangtao (4) Limited                                 | 14.6                 | 14.6                | 100.0                   | 100.0               | -                    | -                  |
| Bangtao Development Limited                         | 80.0                 | 80.0                | 100.0                   | 100.0               | -                    | -                  |
| Bangtao Grande Limited                              | 1,546.0              | 1,546.0             | 100.0                   | 100.0               | -                    | -                  |
| Laguna Central Limited <sup>(4)</sup>               | -                    | -                   | -                       | -                   | -                    |                    |
| Subsidiary held through Laguna Holiday Club Limited |                      |                     |                         |                     |                      |                    |
| Cheer Golden Limited                                | -                    | -                   | 100.0                   | 100.0               | -                    | -                  |
| Total investments in subsidiaries                   |                      |                     |                         |                     | 4,242.7              | 4,242.7            |

<sup>(1)</sup> Laguna Banyan Tree Limited is held 49.0% by the Company and 51.0% through Bangtao Grande Limited.

During the periods, the Company received dividend income from its subsidiaries as detailed below.

|  | Separate financial statements |              |                            |        |  |  |
|--|-------------------------------|--------------|----------------------------|--------|--|--|
|  | For the three-m               | onth periods | For the nine-month periods |        |  |  |
|  | ended 30 Se                   | eptember     | ended 30 September         |        |  |  |
| Company's name                               | 2018                          | 2017         | 2018                       | 2017   |  |  |
| Banyan Tree Gallery (Singapore) Pte. Limited | -                             | 7,463        | -                          | 7,463  |  |  |
| Banyan Tree Gallery (Thailand) Limited       |                               | 25,690       |                            | 25,690 |  |  |
| Total  |                               | 33,153       | -                          | 33,153 |  |  |
| Total  |                               | 33,153       |                            | 33,15  |  |  |

<sup>(2)</sup> Laguna Grande Limited is held 85.4% by the Company and 14.6% through 2 subsidiaries.

<sup>(3)</sup> Laguna Service Company Limited is held 24.7% by the Company and 48.2% through 2 subsidiaries.

<sup>(4)</sup> Laguna Central Limited had registered the dissolution and liquidation with the Ministry of Commerce on 19 December 2017 and 29 December 2017, respectively.

A subsidiary has a 49% shareholding in Laguna Excursions Limited. However, the subsidiary has recognised its share of the profits of this subsidiary at 100% after deducting the cumulative preferential annual dividend of 15% of the par value of the preference shares, in accordance with the income sharing percentage in the Articles of Association.

#### 9. Investments in associates

#### 9.1 Details of associates

Thai Wah Public Company Limited

Total

Manufacture and distribution of vermicelli

tapioca starch and other food products

| (Unit: | Thousand | Baht) |
|--------|----------|-------|
|--------|----------|-------|

|                                       |  |                          |                      |            | Conso       | lidated fina   | incial stateme    | nts         |                   |                      |
|---------------------------------------|--|--------------------------|----------------------|------------|-------------|----------------|-------------------|-------------|-------------------|----------------------|
| Company's name                        | Nature of business   | Country of incorporation | Shareholding         | percentage |             | Cos            | st                |             |                   | unts based on method |
|                                       |  |                          | 30 September<br>2018 | 31 Decemb  |             | otember<br>018 | 31 Decemb<br>2017 | er 30       | September<br>2018 | 31 December<br>2017  |
|                                       |  |                          | (%)                  | (%)        |             |                |                   |             |                   |                      |
| Tropical Resorts Ltd.                 | Holding company  | Hong Kong                | 26                   | 26         |             | 17,673         | 17,67             | 73          | -                 | -                    |
| Less: Allowance for impairment of in  | vestment   |                          |                      |            | (*          | 17,673)        | (17,67            | (3)         | -                 |                      |
|                                       |  |                          |                      |            |             | -              |                   | -           | -                 | -                    |
| Thai Wah Public Company Limited       | Manufacture and<br>distribution of<br>vermicelli, tapioca<br>starch and other<br>food products | Thailand                 | 10.03                | 10.03      | 7           | 777,454        | 777,4             | 54          | 786,355           | 807,281              |
| Banyan Tree China Pte. Ltd.           | Holding company  | Singapore                | 10.69                | 10.69      | 1           | 73,495         | 125,05            | 57          | 202,065           | 121,118              |
| Total investments in associates - net | t.   |                          |                      |            | 9           | 950,949        | 902,5             | 11          | 988,420           | 928,399              |
|                                       |  |                          |                      |            |             | S              | Separate finan    | cial stater |                   | it: Thousand Baht)   |
|                                       |  |                          | Count                | ry of      |             |                |                   |             |                   |                      |
| Company's name                        | Nature   | of business              | incorpo              | ration     | Shareholdin | g percenta     | ge                |             | Cost              |                      |
|                                       |  |                          |                      | 30         | September   | 31 Dec         |                   | 30 Septe    |                   | 31 December          |
|                                       |  |                          |                      |            | 2018        | 201            |                   | 2018        | <u> </u>          | 2017                 |
|                                       |  |                          |                      |            | (%)         | (%             | 6)                |             |                   |                      |

Thailand

10.03

10.03

777 454

777,454

777 454

777,454

On 27 April 2018, Banyan Tree China Pte. Ltd., an indirect associate, has increased its registered share capital from SGD 216.64 million to SGD 235.35 million, through the issue of 10,000 new ordinary shares with a par value of SGD 1,871.11 each, a total of SGD 18.71 million. The subsidiary subscribed and paid for 1,069 new ordinary shares totaling SGD 2.00 million or equivalent to Baht 48.44 million on 10 May 2018.

As at 30 September 2018 and 31 December 2017, the Company has pledged the 10 million ordinary shares of Thai Wah Public Company Limited with a bank to secure a long-term loan of the Company.

# 9.2 Share of comprehensive income (loss)

(Unit: Thousand Baht)

|                                     | Consolidated financial statements                     |         |                                   |                             |                               |               |                                   |          |
|-------------------------------------|---|---------|-----------------------------------|-----------------------------|-------------------------------|---------------|-----------------------------------|----------|
|                                     |   |         |                                   |                             | Share of                      | other comprel | nensive income                    | e (loss) |
| Company's name                      | Share of profit (loss) from investments in associates |         |                                   | from investments in associa |                               |               | :                                 |          |
|                                     | For the three periods 30 Sept                         | ended   | For the nin<br>periods<br>30 Sept | ended                       | For the three periods 30 Sept | ended         | For the nir<br>periods<br>30 Sept | ended    |
|                                     | 2018  | 2017    | 2018                              | 2017                        | 2018                          | 2017          | 2018                              | 2017     |
| Lijiang Banyan Tree Hotel Co., Ltd. | -   | (4,053) | -                                 | (50,257)                    | -                             | (4,236)       | -                                 | (4,964)  |
| Banyan Tree China Pte. Ltd.         | (2,723)   | -       | 33,552                            | -                           | 863                           | -             | (1,044)                           | -        |
| Thai Wah Public Company Limited     | 2,257   | 10,820  | 6,223                             | 35,027                      | (704)                         | (886)         | 1,122                             | (3,022)  |
| Total                               | (466)   | 6,767   | 39,775                            | (15,230)                    | 159                           | (5,122)       | 78                                | (7,986)  |

(Unit: Thousand Baht)

|                                 |                   | Separate financial statements |               |                                  |  |          |  |
|---------------------------------|-------------------|-------------------------------|---------------|----------------------------------|--|----------|--|
| Company's name                  | Dividend received |                               |               |                                  |  |          |  |
|                                 | For the th        | For the three-month           |               | For the three-month For the nine |  | ne-month |  |
|                                 | periods           | ended                         | periods ended |                                  |  |          |  |
|                                 | 30 Sep            | tember                        | 30 September  |                                  |  |          |  |
|                                 | 2018              | 2017                          | 2018          | 2017                             |  |          |  |
| Thai Wah Public Company Limited | -                 | -                             | 28,271        | 18,553                           |  |          |  |
| Total                           | -                 | -                             | 28,271        | 18,553                           |  |          |  |

# 9.3 Fair value investments in a listed associate

In respect of investment in an associated company that is a listed company on the Stock Exchange of Thailand, its fair value is as follows:

 (Unit: Million Baht)

 Associate
 Fair values as at

 30 September 2018
 31 December 2017

 Thai Wah Public Company Limited
 777
 826

# 10. Other long-term investments

(Unit: Thousand Baht)

Consolidated financial

|  | staten       | statements  |  |  |
|--|--------------|-------------|--|--|
|  | 30 September | 31 December |  |  |
|  | 2018         | 2017        |  |  |
| Investments in other companies               |              |             |  |  |
| Bibace Investments Ltd.                      | 188,425      | 188,425     |  |  |
| Banyan Tree Indochina Hospitality Fund, L.P. | 417,940      | 417,940     |  |  |
| Total other long-term investments            | 606,365      | 606,365     |  |  |
|  |              |             |  |  |

# 11. Investment properties

As at 30 September 2018, the subsidiaries have pledged investment properties amounting to approximately Baht 675 million (31 December 2017: Baht 675 million) as collateral against credit facilities received from financial institutions and as security deposit for the litigation in Note 26.

# 12. Property, plant and equipment

|                                       |                      | (Unit: Thousand Baht) |
|---------------------------------------|----------------------|-----------------------|
|                                       | Consolidated         | Separate              |
|                                       | financial statements | financial statements  |
| At cost / revaluation value           |                      |                       |
| Balance as at 31 December 2017        | 16,066,651           | 153,697               |
| Additions                             | 330,488              | 6,564                 |
| Disposals and write off               | (58,140)             | (40,012)              |
| Transfer to property development cost | (39,779)             | -                     |
| Adjustments                           | (6,945)              | (50)                  |
| Balance as at 30 September 2018       | 16,292,275           | 120,199               |
| Accumulated depreciation              |                      |                       |
| Balance as at 31 December 2017        | (4,761,870)          | (93,481)              |
| Depreciation charged for the period   | (279,155)            | (6,162)               |
| Disposals and write off               | 55,686               | 21,442                |
| Transfer to property development cost | 21,264               | -                     |
| Adjustments                           | 1,040                |                       |
| Balance as at 30 September 2018       | (4,963,035)          | (78,201)              |
| Allowance for impairment loss         |                      |                       |
| Balance as at 31 December 2017        | (4,923)              | -                     |
| Adjustments                           | 127                  | <u> </u>              |
| Balance as at 30 September 2018       | (4,796)              | -                     |
| Net book value                        |                      |                       |
| Balance as at 31 December 2017        | 11,299,858           | 60,216                |
| Balance as at 30 September 2018       | 11,324,444           | 41,998                |

The Company and subsidiaries arranged for an independent professional valuer to re-appraise the value of certain assets in the report dated 14 October 2016 on an asset-by-asset basis. The basis of the revaluation was as follows:

- Land was revalued using the Market Approach.
- Buildings were revalued using the Replacement Cost Approach or Income Approach.

The subsidiaries have mortgaged land and buildings at fair value of Baht 7,374 million (31 December 2017: Baht 7,388 million) as collateral against credit facilities received from financial institutions.

#### 13. Short-term loans from financial institutions

Short-term loans from financial institutions represent promissory notes with maturity dates within 3 months. Short-term loans from financial institutions carry interest rate of 3.63% per annum (31 December 2017: 3.63%).

These short-term loans from financial institutions are secured by the mortgage of plots of land and buildings of its subsidiaries, as described in Note 12 and by the guarantee provided by subsidiaries.

# 14. Trade and other payables

(Unit: Thousand Baht) Consolidated Separate financial statements financial statements 30 31 30 31 September December September December 2018 2018 2017 2017 Trade accounts payable 286,241 330,676 1.466 1,666 Amounts due to related parties (Note 5) 84,704 125,614 12,956 13,316 Accrued expenses 211,472 223,511 10,782 12,714 Other payables 109,600 100,651 159 29 Service charge payable to hotel staffs 13,293 37,565 Accrued rental to villa owners 102,484 106,878 5,956 7,156 Total 807,794 924,895 34,521 31,679

#### 15. Other current liabilities

(Unit: Thousand Baht) Consolidated Separate financial statements financial statements 30 31 30 31 September December September December 2018 2017 2017 2018 Value added tax payable 42,568 60,386 3,655 3,022 Unearned income 27,385 35,418 22,083 72 Other tax payable 71,691 63,870 2,808 3,748 Short-term provision 18,323 6,884 1,050 1,050 Total 159,967 166,558 29,596 7,892

#### 16. Long-term loans from financial institutions

(Unit: Thousand Baht) Consolidated Separate financial statements financial statements 30 30 September September December December 2018 2017 2018 2017 Secured 74,250 2,575,538 2,726,480 74,625 Long-term loans are repayable as follows: Within 1 year 617,534 518,610 2,750 500 2,084,620 33,875 Over 1 year to 5 years 1,868,254 48,250 Over 5 years 89,750 123,250 23,250 40,250 1,958,004 2,207,870 71,500 74,125 Total 2,575,538 2,726,480 74,250 74,625

Movements in the long-term loans account during the nine-month period ended 30 September 2018 are summarised below:

(Unit: Thousand Baht)

|                                | Consolidated         | Separate             |
|--------------------------------|----------------------|----------------------|
|                                | financial statements | financial statements |
| Balance as at 31 December 2017 | 2,726,480            | 74,625               |
| Add: Drawdown                  | 283,625              | -                    |
| Less: Repayments               | (434,567)            | (375)                |
| Balance as 30 September 2018   | 2,575,538            | 74,250               |

The loans are secured by mortgage of plots of land and buildings of its subsidiaries, as described in Notes 6, 11 and 12. Certain loans are guaranteed by a subsidiary and the pledge of the 10 million ordinary shares of Thai Wah Public Company Limited.

The loan agreements contain covenants as specified in the agreements that, among other things, require the Company and its subsidiaries to maintain certain debt to equity and debt service coverage ratios according to the agreements.

As at 30 September 2018, the long-term credit facilities of the subsidiaries which have not yet been drawn down amounted to Baht 259 million (31 December 2017: Baht 543 million).

# 17. Unsecured debenture

(Unit: Thousand Baht)

|   |               |         |                  | Consolidated financial statements |             |  |
|---|---------------|---------|------------------|-----------------------------------|-------------|--|
|   |               |         |                  | 30 September                      | 31 December |  |
| Debenture   | Interest rate | Terms   | Due date         | 2018                              | 2017        |  |
| Debenture No. 1/2015                                    | 5.15% p.a.    | 3 years | 24 December 2018 | 500,000                           | 500,000     |  |
| Total debenture, at face value                          |               |         | 500,000          | 500,000                           |             |  |
| Less: Unamortised portion of deferred transaction costs |               |         |                  | (474)                             | (2,020)     |  |
| Total debenture - due within                            | 499,526       | 497,980 |                  |                                   |             |  |

Under rights and responsibilities of debenture issuer, the subsidiary has to comply with certain covenants and restrictions including maintenance of a debt to equity ratio of the financial statements at the rate prescribed in the prospectus.

# 18. Other income

(Unit: Thousand Baht)

|   | For the three-month periods ended 30 September |           |              |          |  |  |  |
|---|--|-----------|--------------|----------|--|--|--|
|   | Consol   | lidated   | Separate     |          |  |  |  |
|   | financial s                                    | tatements | financial st | atements |  |  |  |
|   | 2018   | 2017      | 2018         | 2017     |  |  |  |
| Dividend income                         | -  | -         | -            | 33,153   |  |  |  |
| Gain on sale of investment in           |  |           |              |          |  |  |  |
| subsidiary                              | -  | 17,988    | -            | -        |  |  |  |
| Gain on sale of investment in associate | -  | 97,745    | -            | -        |  |  |  |
| Management fee income                   | 1,471  | 107       | 22,265       | 24,711   |  |  |  |
| Other                                   | 2,382  | 2,332     | 323          | 412      |  |  |  |
| Total                                   | 3,853  | 118,172   | 22,588       | 58,276   |  |  |  |

|   | For the nine-month periods ended 30 September |           |              |          |  |  |  |
|---|---|-----------|--------------|----------|--|--|--|
|   | Consol  | idated    | Separate     |          |  |  |  |
| _                                       | financial s                                   | tatements | financial st | atements |  |  |  |
|   | 2018  | 2017      | 2018         | 2017     |  |  |  |
| Dividend income                         | -   | -         | 28,271       | 51,706   |  |  |  |
| Gain on sale of investment in           |   |           |              |          |  |  |  |
| subsidiary                              | -   | 17,988    | -            | -        |  |  |  |
| Gain on sale of investment in associate | -   | 97,745    | -            | -        |  |  |  |
| Management fee income                   | 1,624   | 321       | 73,108       | 51,518   |  |  |  |
| Other                                   | 11,049  | 8,597     | 4,175        | 1,080    |  |  |  |
| Total _                                 | 12,673  | 124,651   | 105,554      | 104,304  |  |  |  |

# 19. Income tax

Interim corporate income tax was calculated on profit (loss) before income tax for the period, using the estimated effective tax rate for the year.

Income tax expenses for the three-month and nine-month periods ended 30 September 2018 and 2017 are made up as follows:

|   | (Unit: Thousand Baht)                    |                                  |   |                                  |  |  |
|---|--|----------------------------------|---|----------------------------------|--|--|
|   | For the thre                             | e-month period                   | ds ended 30 S                           | eptember                         |  |  |
|   | Consoli                                  | dated                            | Separ                                   | ate                              |  |  |
|   | financial sta                            | atements                         | financial sta                           | atements                         |  |  |
|   | 2018                                     | 2017                             | 2018                                    | 2017                             |  |  |
| Current income tax:   |  |                                  |   |                                  |  |  |
| Interim corporate income tax charge   | 7,324                                    | 33,067                           | -                                       | -                                |  |  |
| Adjustment in respect of income tax of  |  |                                  |   |                                  |  |  |
| previous year   | 7,709                                    | -                                | -                                       | -                                |  |  |
| Write off prepaid withholding tax   | -  | 8                                | -                                       | -                                |  |  |
| Deferred tax:   |  |                                  |   |                                  |  |  |
| Relating to origination and reversal of   |  |                                  |   |                                  |  |  |
| temporary differences   | (180)                                    | (31,320)                         | (6,262)                                 | (7,832)                          |  |  |
| Income tax expense reported in the  |  |                                  |   |                                  |  |  |
| income statement  | 14,853                                   | 1,755                            | (6,262)                                 | (7,832)                          |  |  |
|   |  |                                  |   |                                  |  |  |
|   |  |                                  |   |                                  |  |  |
|   |  |                                  | ,                                       | usand Baht)                      |  |  |
|   |  |                                  | (Unit: Thou<br>Is ended 30 Se           | •                                |  |  |
|   | Consoli                                  | dated                            | ls ended 30 Se<br>Separ                 | eptember                         |  |  |
|   |  | dated                            | ls ended 30 Se                          | eptember                         |  |  |
|   | Consoli                                  | dated                            | ls ended 30 Se<br>Separ                 | eptember                         |  |  |
| Current income tax:   | Consolion financial sta                  | dated                            | s ended 30 Se<br>Separ<br>financial sta | eptember<br>ate<br>atements      |  |  |
| Current income tax: Interim corporate income tax charge   | Consolion financial sta                  | dated                            | s ended 30 Se<br>Separ<br>financial sta | eptember<br>ate<br>atements      |  |  |
|   | Consolic<br>financial sta<br>2018        | dated atements 2017              | s ended 30 Se<br>Separ<br>financial sta | eptember<br>ate<br>atements      |  |  |
| Interim corporate income tax charge   | Consolic<br>financial sta<br>2018        | dated atements 2017              | s ended 30 Se<br>Separ<br>financial sta | eptember<br>ate<br>atements      |  |  |
| Interim corporate income tax charge Adjustment in respect of current  | Consolic financial sta                   | dated atements 2017 78,298       | s ended 30 Se<br>Separ<br>financial sta | eptember<br>ate<br>atements      |  |  |
| Interim corporate income tax charge Adjustment in respect of current income tax of previous year  | Consolic financial sta                   | dated atements 2017 78,298 (289) | s ended 30 Se<br>Separ<br>financial sta | eptember<br>ate<br>atements      |  |  |
| Interim corporate income tax charge Adjustment in respect of current income tax of previous year Write off prepaid withholding tax  | Consolic financial sta                   | dated atements 2017 78,298 (289) | s ended 30 Se<br>Separ<br>financial sta | eptember<br>ate<br>atements      |  |  |
| Interim corporate income tax charge Adjustment in respect of current income tax of previous year Write off prepaid withholding tax Deferred tax:  | Consolic financial sta                   | dated atements 2017 78,298 (289) | s ended 30 Se<br>Separ<br>financial sta | eptember<br>ate<br>atements      |  |  |
| Interim corporate income tax charge Adjustment in respect of current income tax of previous year Write off prepaid withholding tax  Deferred tax: Relating to origination and reversal of | Consolic financial sta 2018 53,122 5,318 | 78,298<br>(289)<br>4,952         | Separ financial sta 2018                | eptember ate ate atements 2017 - |  |  |

# 20. Earnings per share

Basic earnings per share is calculated by dividing profit (loss) for the period attributable to equity holders of the Company (excluding other comprehensive income) by the weighted average number of ordinary shares in issue during the period.

|  | For the three-month periods ended 30 September |          |                      |          |  |  |
|--|--|----------|----------------------|----------|--|--|
|  | Consoli  | dated    | Separate             |          |  |  |
|  | financial sta                                  | atements | financial statements |          |  |  |
|  | 2018   | 2017     | 2018                 | 2017     |  |  |
| Profit (loss) attributable to equity holders |  |          |                      |          |  |  |
| of the Company (Thousand Baht)               | (57,924)                                       | (23,976) | (26,270)             | 28,345   |  |  |
| Weighted average number of ordinary          |  |          |                      |          |  |  |
| shares (Thousand shares)                     | 166,683  | 166,683  | 166,683              | 166,683  |  |  |
| Earnings (loss) per share (Baht/share)       | (0.35) (0.14)                                  |          | (0.16)               | 0.17     |  |  |
|  | For the nine-month periods ended 30 September  |          |                      |          |  |  |
|  | Consoli  | dated    | Separ                | ate      |  |  |
|  | financial sta                                  | atements | financial sta        | atements |  |  |
|  | 2018   | 2017     | 2018                 | 2017     |  |  |
|  |  |          |                      |          |  |  |
| Profit (loss) attributable to equity holders |  |          |                      |          |  |  |
| of the Company (Thousand Baht)               | 12,032   | (65,528) | (15,837)             | 5,442    |  |  |
| Weighted average number of ordinary          |  |          |                      |          |  |  |
| shares (Thousand shares)                     | 166,683  | 166,683  | 166,683              | 166,683  |  |  |
| Earnings (loss) per share (Baht/share)       |  |          |                      |          |  |  |

# 21. Dividend

Dividend declared in nine-month periods ended 30 September 2018 and 2017 consist of:

|                   |                               |                 | Dividend per |
|-------------------|-------------------------------|-----------------|--------------|
|                   | Approved by                   | Total dividends | share        |
|                   |                               | (Million Baht)  | (Baht)       |
| Dividends on 2017 | Annual General Meeting of the |                 |              |
| retained earnings | shareholders on 27 April 2018 | 63.34           | 0.38         |
|                   |                               |                 |              |
| Dividends on 2016 | Annual General Meeting of the |                 |              |
| retained earnings | shareholders on 20 April 2017 | 43.34           | 0.26         |

#### 22. Commitments

#### Capital commitment

As at 30 September 2018, the Company and its subsidiaries have capital commitments as follows:

- a) The subsidiaries have commitments in respect of constructing new and renovating existing hotel properties and office for rent amounting to Baht 91 million (31 December 2017: Baht 22 million).
- b) The subsidiaries have commitments that relate to projects to develop properties for sale amounting to Baht 852 million (31 December 2017: Baht 412 million).
- A subsidiary entered into an Agreement to Purchase and Sale of Land, having a c) total land area of 237 rai 1 ngan 39.6 square wah, with a company which has a mutual director with the subsidiary (the mutual director is an unauthorised signatory director of the subsidiary). The subsidiary will periodically acquire the land in accordance with terms and conditions as set forth in the aforesaid Agreement. The subsidiary initially acquired the land, having a total area of 53 rai 2 ngan 3.4 square wah. The subsidiary holds the right to acquire the remaining land, having a total area of 183 rai 3 ngan 36.2 square wah, by 1 July 2018. The subsidiary paid the deposit of Baht 65 million and the purchase price of the remaining land shall be increased at rate of 5% on every anniversary date following the date that the Agreement to Purchase and Sale of Land was executed. During the current period, the management has decided not to purchase of the remaining land, therefore, the subsidiary has written off deposit for purchase of land amounting to Baht 65 million and recognised it as an expense in the consolidated income statement.
- d) A subsidiary has commitments that relate to purchase of office units for rent amounting to Baht 76 million (31 December 2017: None).

# **Operating agreements**

As at 30 September 2018, the Company and its subsidiaries have operating agreements as follows:

(a) The subsidiaries have entered into operating agreements with certain companies whereby these companies are to operate the subsidiaries' hotel business. In consideration of such services, the subsidiaries are committed to pay remuneration at the rates, terms and basis specified in the agreements. These agreements are summarised below:

| Company                    | Business unit         | Operator                            | Contract period         | Fees   |
|----------------------------|-----------------------|-------------------------------------|-------------------------|--|
| Bangtao Grande Limited     | Angsana Laguna Phuket | Banyan Tree Hotels &                | 1.7.2012 - 30.11.2031   | - Royalty fee: 3% of total revenue               |
|                            |                       | Resorts Pte. Limited <sup>(1)</sup> |                         |  |
|                            |                       | Banyan Tree Hotels & Resorts        | 1.7.2012 - 30.11.2031   | - Management fee: 10% of gross operating profit  |
|                            |                       | (Thailand) Limited                  |                         |  |
| Laguna Banyan Tree Limited | Banyan Tree Phuket    | Banyan Tree Hotels &                | 1.1.2016 - 31.12.2025   | - Royalty fee: 2% of total revenue               |
|                            |                       | Resorts Pte. Limited <sup>(1)</sup> |                         |  |
|                            |                       | Banyan Tree Hotels & Resorts        | 1.1.2016 - 31.12.2025   | - Technical fee: 7.5% of gross operating profit  |
|                            |                       | (Thailand) Limited                  | (a)                     |  |
| Thai Wah Plaza Limited     | Banyan Tree Bangkok   | Banyan Tree Hotels &                | 1.7.2012 - 31.12.2021   | - Royalty fee: 3% of total revenue               |
|                            |                       | Resorts Pte. Limited <sup>(1)</sup> |                         |  |
|                            |                       | Banyan Tree Hotels & Resorts        | 1.7.2012 - 31.12.2021   | - Management fee: 10% of gross operating profit  |
|                            |                       | (Thailand) Limited                  | (b)                     |  |
| Laguna Village Limited     | Angsana Villas Resort | Banyan Tree Hotels & Resorts        | 1.8.2016 - 31.7.2041    | - Royalty fee: 2% of total revenue               |
|                            | Phuket                | Pte. Limited <sup>(1)</sup>         |                         |  |
|                            |                       | Banyan Tree Hotels & Resorts        | 1.8.2016 - 31.7.2041    | - Management fee: 7.5% of gross operating profit |
|                            |                       | (Thailand) Limited                  | (c)                     |  |
| Phuket Resort Development  | Cassia Phuket         | Banyan Tree Hotels &                | 20.10.2015 - 19.10.2040 | - Royalty fee: 2% of total revenue               |
| Limited                    |                       | Resorts Pte. Limited <sup>(1)</sup> |                         |  |
|                            |                       | Banyan Tree Hotels & Resorts        | 20.10.2015 - 19.10.2040 | - Management fee: 7.5% of gross operating profit |
|                            |                       | (Thailand) Limited                  | (c)                     |  |

<sup>(1)</sup> Formerly known as Banyan Tree Corporate Pte. Limited

<sup>(</sup>a) Operator has option to extend for 1 additional period of 10 years.

<sup>(</sup>b) Operator has option to extend for 1 additional period of 20 years.

<sup>(</sup>c) Either party may extend the contract period for another 20 years with indefinite number of extension.

(b) The Company and its subsidiaries have commitments in respect of cash rewards options for villa rental scheme agreements. The cash reward options are included fix return or variable return based on actual hotel revenue or hotel profit. The terms of the agreements are generally 3 years.

As at 30 September 2018 and 31 December 2017, future minimum payments required under these agreements were as follows:

|                             |  |                      | (Unit: Million Bah |           |  |  |
|-----------------------------|--|----------------------|--------------------|-----------|--|--|
|                             | Consolidated                             |                      | Sepa               | arate     |  |  |
|                             | financial s                              | financial statements |                    | tatements |  |  |
|                             | 30 31<br>September December<br>2018 2017 |                      | 30                 | 31        |  |  |
|                             |  |                      | September          | December  |  |  |
|                             |  |                      | 2018               | 2017      |  |  |
| Payable within:             |  |                      |                    |           |  |  |
| In up to 1 year             | 13                                       | 19                   | 5                  | 5         |  |  |
| In over 1 and up to 5 years | 9  | 17                   | 8                  | 13        |  |  |

During the nine-month period ended 30 September 2018, the Company and its subsidiaries recognised rental expenses of Baht 14 million (30 September 2017: Baht 25 million) (Separate financial statements: Baht 4 million, 30 September 2017: Baht 6 million).

#### Servitude over land

As at 30 September 2018, some subsidiaries have land servitude of approximately 11 rai (31 December 2017: 11 rai) at Phuket province, which are presented under property development cost and property, plant and equipment.

#### 23. Guarantees

As at 30 September 2018, there are bank guarantees amounting to Baht 54 million (Separate financial statements: Baht 2 million) issued to various parties on behalf of the Company and its subsidiaries, mainly provided for the usage of electricity, other utilities and telecommunication channels (31 December 2017: Baht 54 million, Separate financial statements: Baht 2 million).

# 24. Segment information

The Company and its subsidiaries are organised into business units based on its products and services. During the current period, the Company and its subsidiaries have not changed the organisation of their reportable segments.

The following tables present revenue and profit information regarding the three-month and nine-month periods ended 30 September 2018 and 2017, respectively.

(Unit: Million Baht)

| <u>-</u>                                     | For the three-month period ended 30 September 2018 |             |        |             |       |
|--|--|-------------|--------|-------------|-------|
|  | Hotel  | Property    | Office |             |       |
|  | Business   | Development | Rental | Head Office | Total |
| Revenue:                                     |  |             |        |             |       |
| Segment revenue                              |  |             |        |             |       |
| Total revenues                               | 729  | 405         | 27     | -           | 1,161 |
| Intersegment revenues                        | (45)   | <u>-</u>    | (3)    |             | (48)  |
| Revenue from external customers              | 684  | 405         | 24     |             | 1,113 |
| Results:                                     | _  |             |        |             | _     |
| Segment results                              | (76)   | 85          | 7      | (35)        | (19)  |
| Unallocated income                           |  |             |        |             | 4     |
| Loss from operations and other income        |  |             |        |             | (15)  |
| Interest income                              | -  | 8           | -      | -           | 8     |
| Finance cost                                 | (26)   | (12)        | -      | (1)         | (39)  |
| Share of loss from investments in associates |  |             |        |             | -     |
| Loss before income tax expenses              |  |             |        |             | (46)  |
| Income tax expenses                          | (1)  | (20)        | (1)    | 7           | (15)  |
| Loss for the period                          |  |             |        |             | (61)  |

|  | For the three-month period ended 30 September 2017 |                       |                  |             |       |  |
|--|--|-----------------------|------------------|-------------|-------|--|
|  | Hotel<br>Business                                  | Property  Development | Office<br>Rental | Head Office | Total |  |
| Revenue:                                       |  |                       |                  |             |       |  |
| Segment revenue                                |  |                       |                  |             |       |  |
| Total revenues                                 | 748  | 153                   | 26               | -           | 927   |  |
| Intersegment revenues                          | (25)   | (3)                   | (5)              |             | (33)  |  |
| Revenue from external customers                | 723  | 150                   | 21               | -           | 894   |  |
| Results:                                       | _  |                       |                  |             |       |  |
| Segment results                                | (56)   | (21)                  | 7                | (31)        | (101) |  |
| Unallocated income                             |  |                       |                  |             | 118   |  |
| Profit from operations and other income        |  |                       |                  |             | 17    |  |
| Interest income                                | -  | 8                     | -                | -           | 8     |  |
| Finance cost                                   | (32)   | (9)                   | -                | (3)         | (44)  |  |
| Share of profit from investments in associates |  |                       |                  |             | 7     |  |
| Loss before income tax expenses                |  |                       |                  |             | (12)  |  |
| Income tax expenses                            | 9  | 11                    | (1)              | (21)        | (2)   |  |
| Loss for the period                            |  |                       |                  |             | (14)  |  |

# (Unaudited but reviewed)

(Unit: Million Baht)

For the nine-month period ended 30 September 2017

Office

Property

|  | Hotel    | Property    | Office |             |       |  |  |
|--|----------|-------------|--------|-------------|-------|--|--|
|  | Business | Development | Rental | Head Office | Total |  |  |
| Revenue:                                       |          |             |        |             |       |  |  |
| Segment revenue                                |          |             |        |             |       |  |  |
| Total revenues                                 | 2,793    | 994         | 85     | =           | 3,872 |  |  |
| Intersegment revenues                          | (146)    | (4)         | (10)   |             | (160) |  |  |
| Revenue from external customers                | 2,647    | 990         | 75     | <u>-</u>    | 3,712 |  |  |
| Results:                                       |          |             |        |             |       |  |  |
| Segment results                                | 102      | 72          | 20     | (96)        | 98    |  |  |
| Unallocated income                             |          |             |        |             | 13    |  |  |
| Profit from operations and other income        |          |             |        |             | 111   |  |  |
| Interest income                                | 1        | 23          | -      | -           | 24    |  |  |
| Finance cost                                   | (78)     | (35)        | -      | (6)         | (119) |  |  |
| Share of profit from investments in associates |          |             |        |             | 40    |  |  |
| Profit before income tax expenses              |          |             |        |             | 56    |  |  |
| Income tax expenses                            | (32)     | (30)        | (4)    | 15          | (51)  |  |  |
| Profit for the period                          |          |             |        |             | 5     |  |  |
|  |          |             |        |             |       |  |  |

(Unit: Million Baht)

|   | Business Development |      | Rental | Head Office | Total |
|---|----------------------|------|--------|-------------|-------|
| Revenue:                                |                      |      |        |             |       |
| Segment revenue                         |                      |      |        |             |       |
| Total revenues                          | 2,780                | 474  | 82     | -           | 3,336 |
| Intersegment revenues                   | (129)                | (5)  | (10)   |             | (144) |
| Revenue from external customers         | 2,651                | 469  | 72     | -           | 3,192 |
| Results:                                |                      |      |        |             |       |
| Segment results                         | 126                  | (47) | 20     | (120)       | (21)  |
| Unallocated income                      |                      |      |        |             | 124   |
| Profit from operations and other income |                      |      |        |             | 103   |
| Interest income                         | 1                    | 25   | 1      | -           | 27    |
| Finance cost                            | (88)                 | (35) | =      | (10)        | (133) |

(24)

1

(4)

Hotel

Share of loss from investments in associates

Loss before income tax expenses

Income tax expenses

Loss for the period

(15) (18)

(40)

(58)

(13)

#### 25. Foreign currency risk assets/liabilities

The outstanding balances of the Company and its subsidiaries' financial assets and liabilities denominated in foreign currency are as follows:

|           | Consolidated financial statements |           |                             |           | Separate financial statements |           |                             |           |                                    |          |
|-----------|-----------------------------------|-----------|-----------------------------|-----------|-------------------------------|-----------|-----------------------------|-----------|------------------------------------|----------|
|           | Financial assets as at            |           | Financial liabilities as at |           | Financial assets as at        |           | Financial liabilities as at |           | Average exchange rate as at        |          |
|           | 30                                | 31        | 30                          | 31        | 30                            | 31        | 30                          | 31        | 30                                 | 31       |
| Foreign   | September                         | December  | September                   | December  | September                     | December  | September                   | December  | September                          | December |
| currency  | 2018                              | 2017      | 2018                        | 2017      | 2018                          | 2017      | 2018                        | 2017      | 2018                               | 2017     |
|           | (Million)                         | (Million) | (Million)                   | (Million) | (Million)                     | (Million) | (Million)                   | (Million) | (Baht per 1 foreign currency unit) |          |
| US Dollar | 2                                 | 2         | -                           | -         | -                             | -         | -                           | -         | 32.3619                            | 32.6407  |

# 26. Litigation

26.1 A case was brought to the Phuket Provincial Court on 8 October 2009, in which 4 of LRH's affiliated companies and 10 individual directors are the defendants. The plaintiffs referred in the plaint that they purchased units in Allamanda 1 Condominium during 1991 to 1995. The plaintiffs claim the Sale and Purchase Agreement called for common area of approximately 20 rai. On registration of Allamanda 1 Condominium, Allamanda 1 Condominium was registered with only 9 rai 2 ngan 9 square wah. As result, the plaintiffs claim that defendants have breached the Sale and Purchase Agreement. Therefore, the plaintiffs requested the defendants to completely deliver the common area as specified by the Agreement by transfer of the land totaling 10 rai 3 ngan 97.1 square wah to Allamanda 1 Juristic Person, as the 10th plaintiff, or to be jointly liable for the compensation of Baht 132 million in case the transfer of land cannot be made. The plaintiffs also requested for additional compensation in the amount of Baht 56 million for unlawful use of the land which is supposed to be common property of Allamanda 1 Condominium. The total amount of claim is Baht 188 million with interest at the rate of 7.5% per annum from the date the claim was lodged until the defendants have made full payment. The plaintiffs also claimed that the former and current directors, totaling ten, of those subsidiaries as the 5th to 14th defendants were the representatives of the subsidiaries being the 1st to 4th defendants, therefore, must also be jointly liable with those subsidiaries.

The plaintiffs filed a petition with the Court seeking the Court's interim injunction of which the defendants shall not dispose and amend the status of nine plots of land in dispute with land registry office during the trial. On 20 January 2012, the Court granted the interim injunction.

On 27 June 2014, the Phuket Provincial Court ordered the defendants (1) to transfer the nine plots of land totaling 10 rai 3 ngan 97.1 square wah to the plaintiffs (2) to pay Baht 5,890,956 for unlawful usage of the two plots of land with interest at the rate of 7.5% per annum from the following day after the claim was lodged until payment is made in full (3) to pay Baht 16,000.79 per day from the following day after the claim was lodged until the transfer of aforementioned land has been completed, and (4) to pay a further Baht 500,000 as legal fees to the plaintiffs. On 23 January 2015, the subsidiaries lodged an appeal on the judgement at the Court of First Instance. On 15 October 2015, the Appeal Court ordered the defendants to place a deposit, amounting to Baht 36 million for the monetary compensations that the Court of First Instance has awarded the plaintiffs. On 18 December 2015, the Court has granted the Company's placement of land in Chiang Rai as security for the deposit.

On 19 April 2016, the Appeal Court has issued judgement ordering the defendants to transfer eight plots of land out of nine plots of land as awarded by the Court of First Instance totaling 4 rai 1 ngan 90.9 square wah to be common property of Allamanda 1 Condominium. The Appeal Court also ruled that the defendants did not unlawfully use the land, so the defendants do not have to compensate the plaintiffs. Moreover, the Appeal Court dismissed the plaint against the 5th to 14th defendants as directors. On 4 October 2016, the defendants submitted the request of submitting the appeal to the Supreme Court and the appeal statement. On 25 October 2016, the defendants also submitted the counter - statement to object the request of submitting the appeal of the plaintiffs.

As at 31 December 2017, the subsidiaries set aside a provision of Baht 41.0 million for liabilities arising as a result of this case.

On 13 February 2018, the plaintiffs and the defendants completely signed a settlement agreement to settle the outstanding disputes in relation to this case. On 20 February 2018, the litigators of both parties jointly submitted petitions to the Conciliation Centre of the Supreme Court with a request for the Supreme Court to render its judgment as per the settlement agreement. Subsequently, on 27 February 2018, the subsidiaries paid a Baht 10 million to the plaintiffs as a part of the settlement agreement.

On 30 May 2018, the Supreme Court accepted this case for consideration and rendered a judgment in accordance with the settlement agreement. Therefore, the case is deemed final. Currently, there are some obligations under the settlement agreement that both parties have to execute according the Supreme Court's judgment. Such obligations should be completed by the end of 2018. The subsidiaries therefore reversed the outstanding balance of provision for legal case, amounting to Baht 31.0 million, and recognised the reversal of expense, presenting it under administrative expenses in the consolidated income statements for the nine-month periods ended 30 September 2018.

26.2 A case was brought to the Phuket Provincial Court since 2004 in which a contractor (the plaintiff) sued a subsidiary and claimed for compensation and damages from the subsidiary. The plaintiff referred in the plaint that the plaintiff entered into construction contracts with the subsidiary in order to construct 24 houses in Laguna Townhomes II project. The plaintiff completed some of the construction and received some payments from the subsidiary. The construction could not be completed within the completion date of the contracts, therefore, the subsidiary terminated the contract. The plaintiff claimed that the subsidiary did not pay the plaintiff the last 10 payments of their work and did not return the retention to the plaintiff. The subsidiary countered that the plaintiff did not complete the work on the schedule and a subsidiary had to hire another the contractor to complete their work. The subsidiary had to pay extra amount to the new contractor, therefore, the subsidiary did not have to pay the plaintiff for the uncompleted work and to return the retention.

In December 2017, the Phuket Provincial Court ordered the subsidiary to return Baht 3.7 million to the plaintiff plus interest 7.5% from the plaint date until the subsidiary has had full payment.

As at 30 September 2018, the subsidiary set aside a provision of Baht 3.7 million for liabilities arising as a result of this case.

26.3 As at 30 September 2018 and 31 December 2017, the Company's subsidiaries have outstanding litigation cases in the total amount of Baht 6.6 million plus interest, relating to allege of breaches of agreements with their customers.

However, the subsidiaries are defending the lawsuits. Since the Group's lawyers and the management believe that the Group will not incur any losses from the litigation, no provisions have been made in respect of these cases in the financial statements.

#### 27. Approval of interim financial statements

These interim financial statements were authorised for issue by the Company's Board of Directors on 8 November 2018.