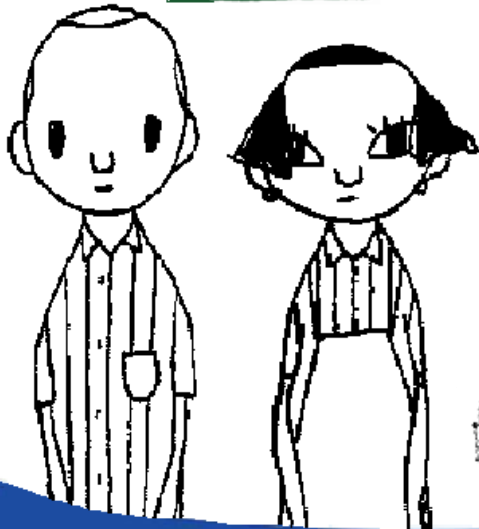


CP ALL Public Company Limited

FY2013: Presentation Results

February 2014





Financial Highlights

| Units: MB | 4Q12 | 4Q13 | %Chg | 2012 | 2013 | %Chg |
|---------------------|--------|---------|---------|---------|---------|---------|
| Company Only | | | | | | |
| Total Revenue | 53,189 | 57,984 | +9.0% | 194,695 | 217,495 | +11.7% |
| Net Profit | 2,382 | 2,876 | +20.7% | 10,015 | 10,260 | +2.4% |
| Consolidated | | | | | | |
| Total Revenue | 54,171 | 91,980 | +69.8% | 197,816 | 284,670 | +43.9% |
| Net Profit | 2,786 | 2,042 | -26.7% | 11,049 | 10,537 | -4.6% |
| Company Only | | | | | | |
| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| Total Revenue | 98,108 | 115,285 | 138,092 | 159,226 | 194,695 | 217,495 |
| Net Profit | 3,740 | 4,597 | 6,143 | 7,274 | 10,015 | 10,260 |



Business Segment Performance

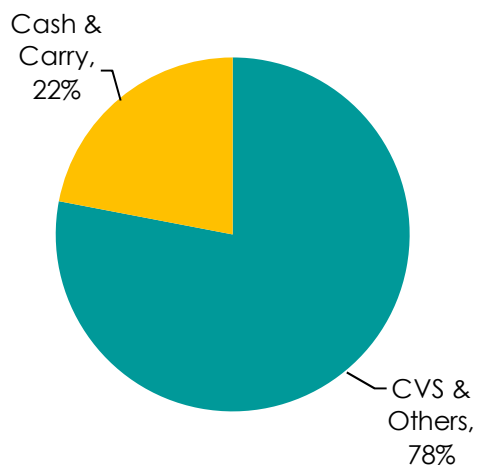
CVS & Others and Cash & Carry

Revenue Contribution

FY13

Total revenue before elimination

Baht 304,298 million

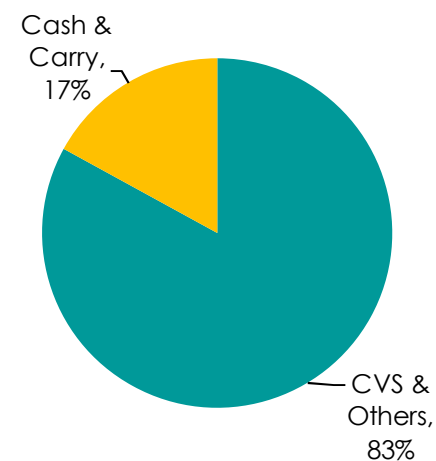


Earnings before Tax Contribution

FY13

Earnings before tax before elimination

Baht 16,667 million



Makro performance for 6 months period (July – Dec 2013) was consolidated to CPALL financial statements

Only
at



Convenience Store Business in Thailand: “7-Eleven”

“Every Meal at 7-Eleven”





Share Capital Information

Price (Feb 26, '14) : Bt 38.00

Hi/Low (12-month) : Bt 48.00/32.00 per share

Avg. daily turnover : 1,288.883 MB

No. of shares : 8,983,101,348 (Par Bt 1)

Market capitalization : 341,358 MB

Major Shareholders (as of Dec 31, '13)

| | |
|------------------------------------|-------|
| - Charoen Pokphand Group | 11.3% |
| - CPF (subsidiaries) | 30.0% |
| - Thai NVDR | 5.0% |
| - State Street Bank Europe Limited | 3.1% |
| - AIA | 2.7% |
| - J.P. Morgan Ireland (Nominees) | 3.0% |
| - GIC | 1.2% |

Free float : 55.5%

First trade date : Oct 14, '03

| Dividend payment | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Dividend payment (Bt/share) | Bt 0.35 | Bt 0.60 | Bt 0.80 | Bt 1.40 | Bt 2.25 | Bt 0.90 | Bt 0.90 |
| Payout ratio (%) | 63% | 72% | 78% | 102% | 139% | 81% | 79% |
| Based on financial statement | Company only | Company only | Company only | Company only | Company only | Company only | Company only |
| Effective payout ratio(%) | 63% | 72% | 78% | 102% | 139% | 81% | 79% |

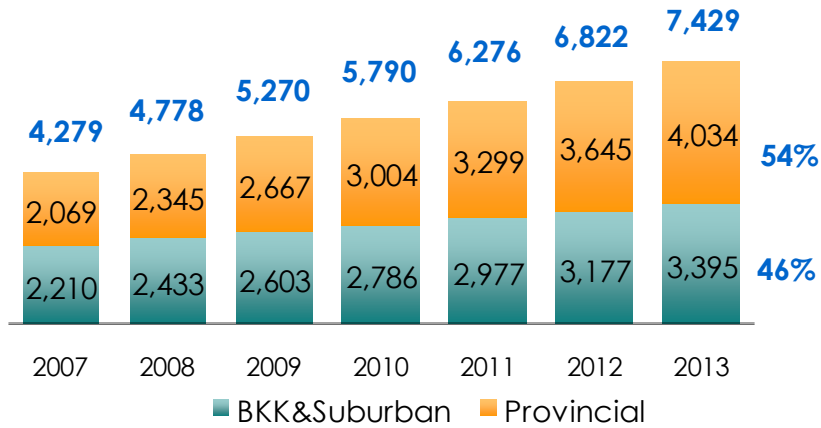
* Effective payout ratio calculation based on the assumption that dividend is paid out from "Company Only" statement.

Store Types Breakdown

Continued store expansion

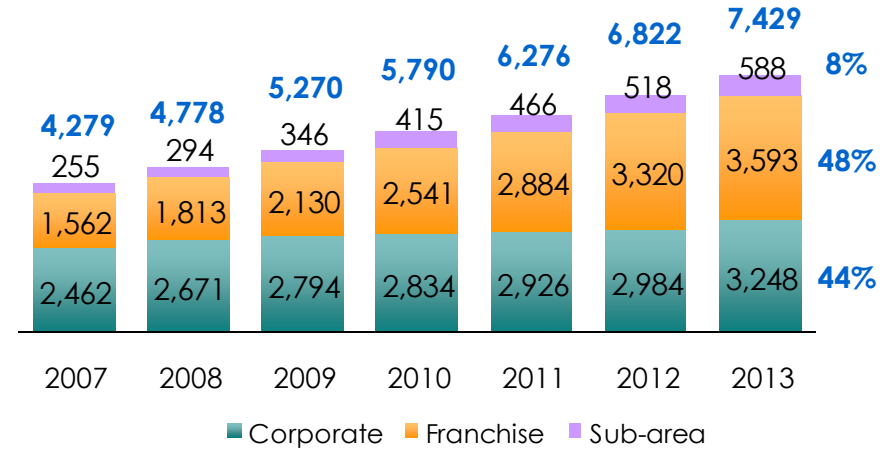
BKK & Suburban / Provincial

Stores



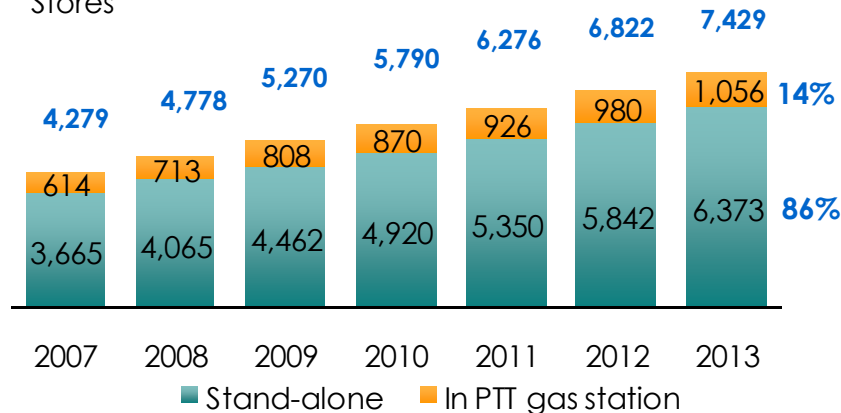
Corporate / Franchise / Sub-area

Stores



Stand-alone / In PTT gas station

Stores



| Stores/Year | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|-------------|------|------|------|------|------|------|------|
| Expansion | +495 | +499 | +492 | +520 | +486 | +546 | +607 |



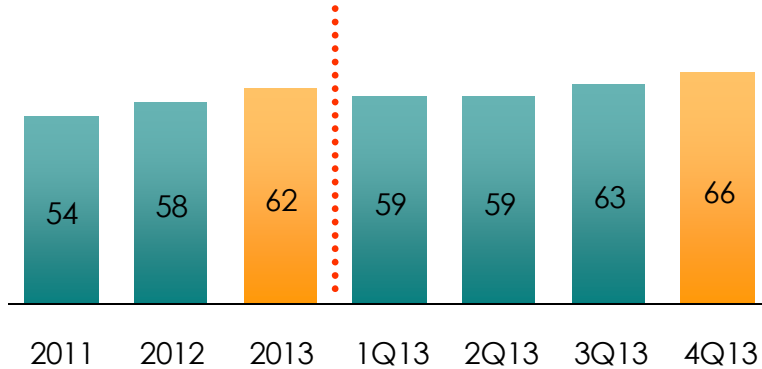
In-line same store sales growth

Unusual cold weather impacted to traffic in 4Q13

| | | Average daily sales / store* | | | | | | 4Q13 | | FY13 | |
|-------------|--|------------------------------|------|------|------|-------|------|-------------|------|-------------|------|
| | | | | | | | | 81,301 Baht | | 78,371 Baht | |
| | | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 1Q13 | 2Q13 | 3Q13 | 4Q13 |
| SSS Growth* | | 10.5% | 9.7% | 9.9% | 4.8% | 13.0% | 5.7% | 11.8% | 7.6% | 4.6% | 1.5% |

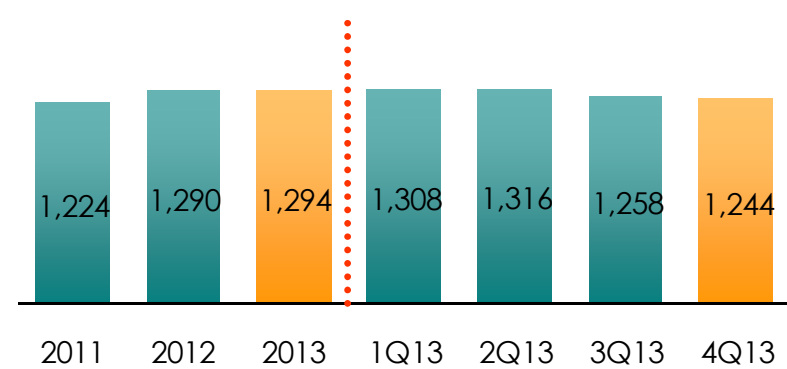
Spending per Ticket

Baht



No. of Customers per Store per Day

Customers



- Spending per ticket increased at a CAGR of 4.3% from 2005-2011.
- No. of customers per store per day increased at a CAGR of 3.1% from 2005-2011.

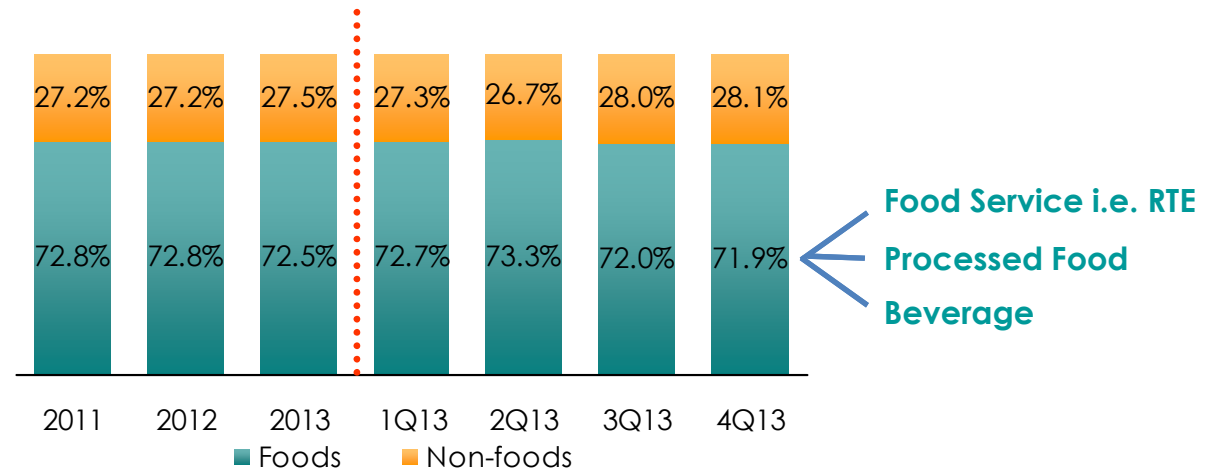
Note : T&E stands for technology and entertainment e.g. mobile phone top-up card
 * Calculated from all stores sales exclude T&E
 ** Round number has been shown



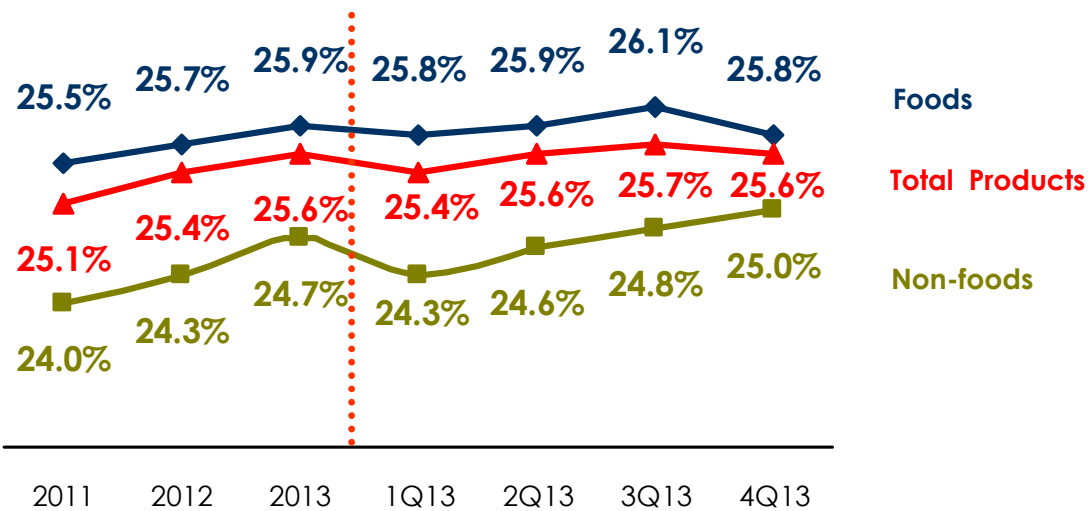
Product Sales Mix & Gross Margin Mix

Enhanced gross margin both food and non food products

Product Sales Mix (excl. T&E)



Gross Margin Mix (excl. T&E)

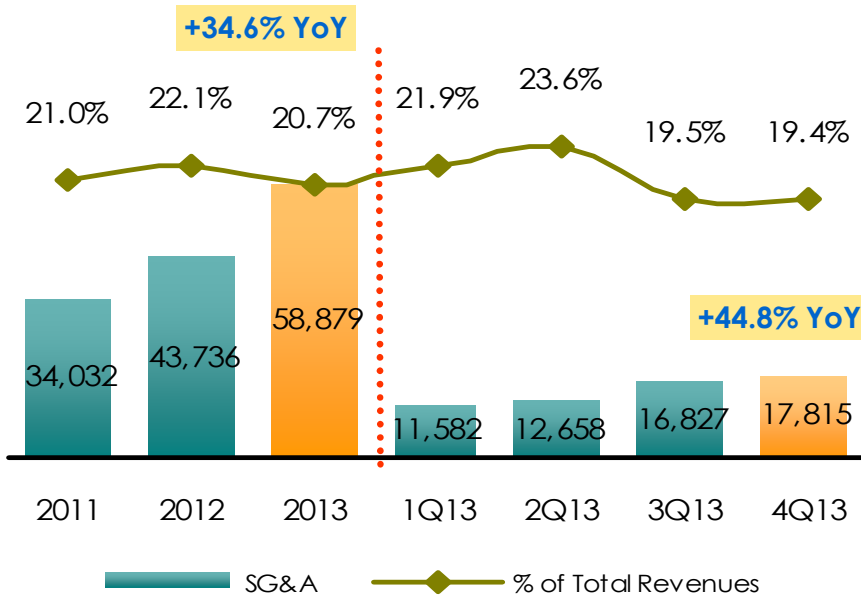


SG&A Expenses – Consolidated

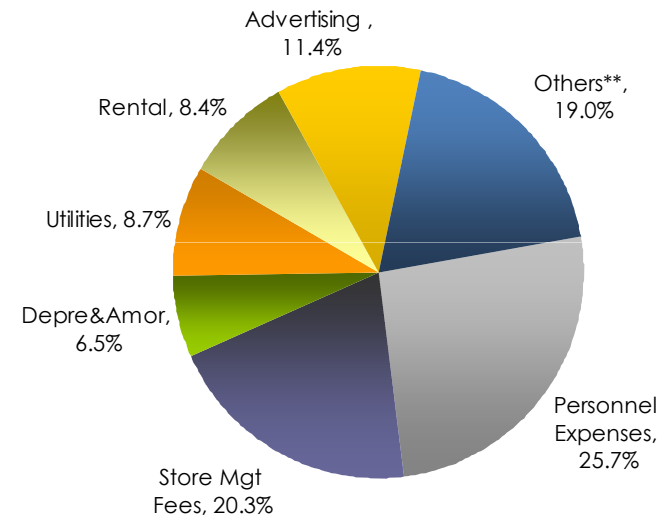
Adjusted base due to Makro consolidation
% SG&A exp. to revenue decreased

FY13 SG&A Expenses-to-Total Revenues

(Unit: Million Baht)



FY13 SG&A Expenses Breakdown



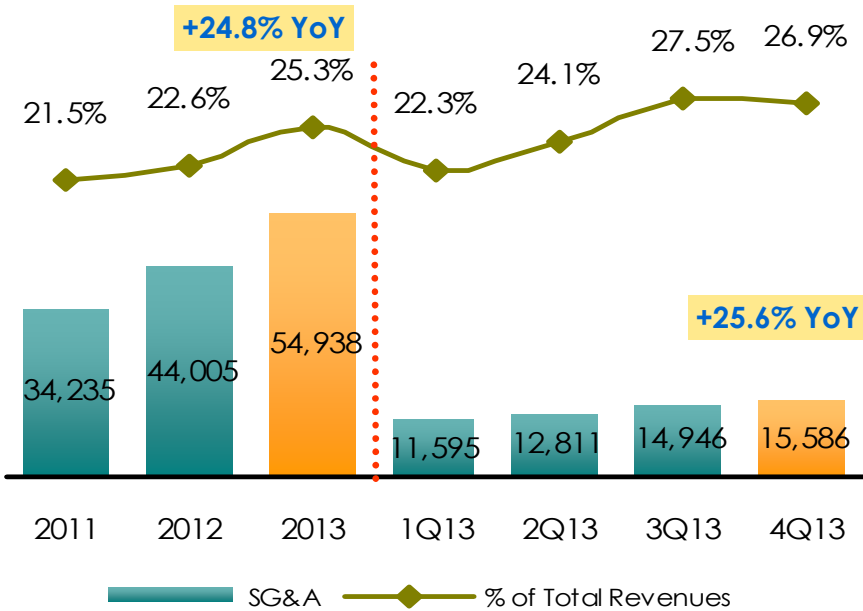
** Others are comprised of royalty fee, professional fee, R&D and acquisition cost of Makro

SG&A Expenses – Company Only

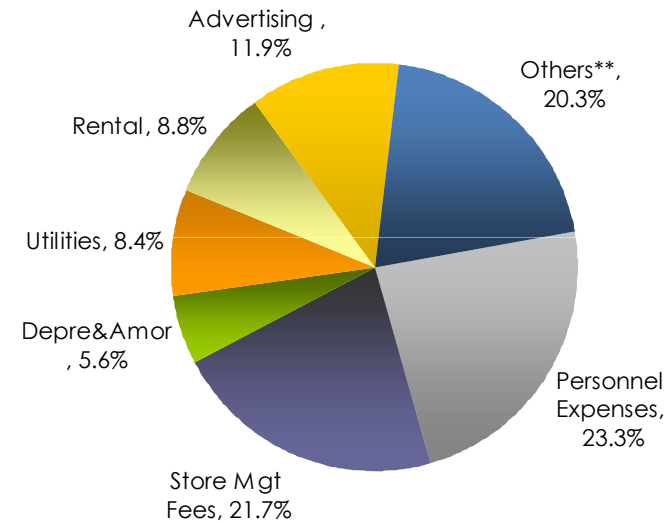
% SG&A exp. to revenue increased due to acquisition cost of Makro

FY13 SG&A Expenses-to-Total Revenues

(Unit: Million Baht)



FY13 SG&A Expenses Breakdown



** Others are comprised of royalty fee, professional fee, R&D and acquisition cost of Makro

Cash back and Breakfast combo set Promotion

7-Eleven Cash Back
คืนเงินสุดคุ้ม

ซื้อสินค้ารายการ รับเงินที่คู่มือ ใช้แทนเงินสด*

จำนวนเงินรับเงิน 50 บาท

Grid of products with cash back amounts: 30, 25, 20, 15, 10, 5, 3, and 1 Baht.

CPALL Promotional campaign
7-Eleven.
26 Jan – 25 Feb 14

จับคู่ อิ่มมือเช้า

30- + 33-
25- + 32-
28- + 34-
36- +

Jan-Feb'14 Promotion

7-Eleven Cash Back
คืนเงินสุดคุ้ม

ซื้อสินค้าที่ร่วมรายการ รับเงินที่คู่มือ ใช้แทนเงินสด*

สมาชิกบัตร **7-E** รับเพิ่ม 50 บาท

ระยะเวลาในการร่วมรายการ
แจกคู่มือ : 26 ม.ค. - 25 ก.พ. 57
ใช้คู่มือ : 26 ม.ค. - 28 ก.พ. 57

*ตัดตามรายละเอียดเงื่อนไขรายการได้ที่สื่อไปรษณีย์ภายในร้าน 7-ELEVEN

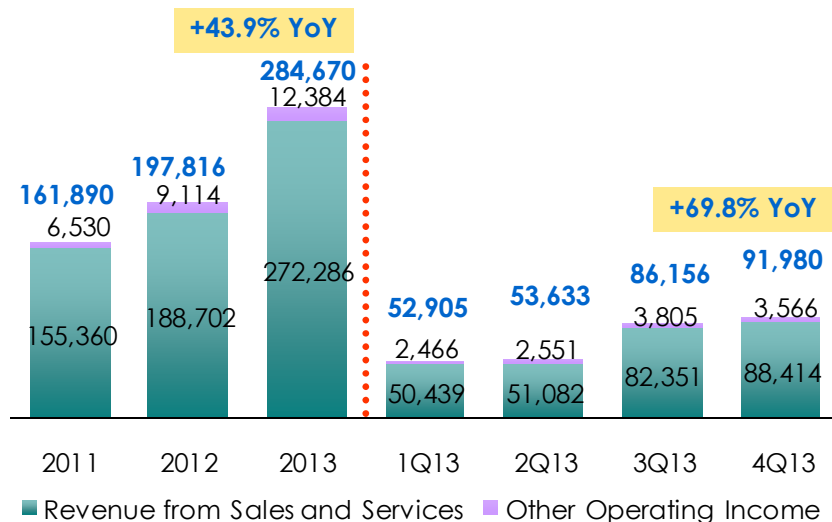
Customers entitle to get a Cash Back coupon when purchasing selected products. The coupon can be used as a cash discount for next purchase.

Consolidated Financial Performance

Impacted by financing charges and unrealized FX loss

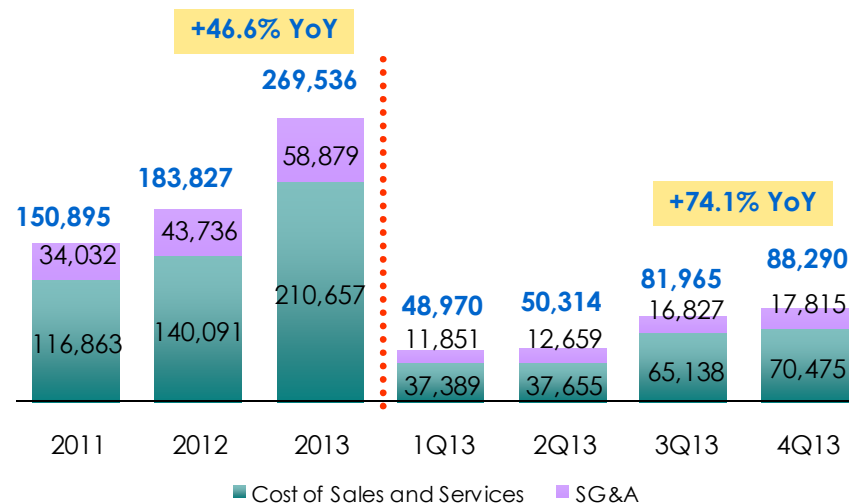
Total Revenues

(Unit: Million Baht)



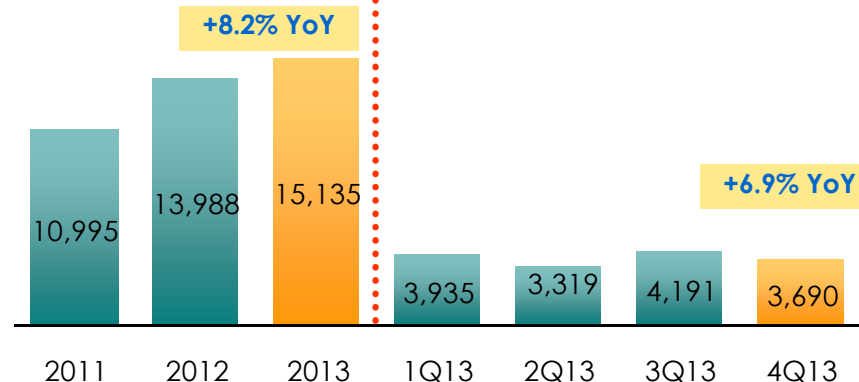
Total Costs

(Unit: Million Baht)



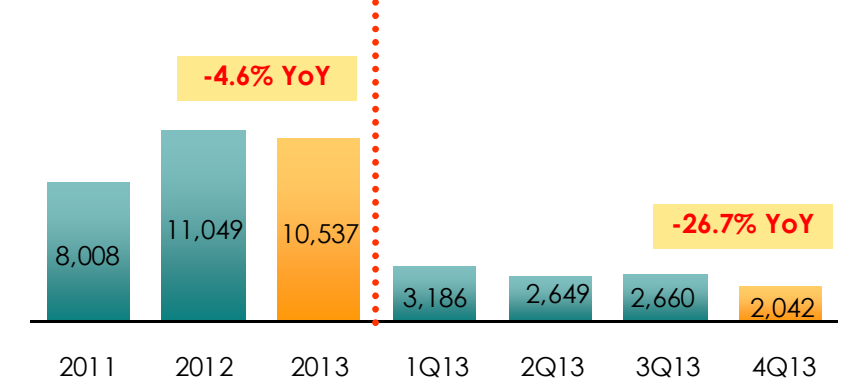
Operating Profits

(Unit: Million Baht)



Net Profits

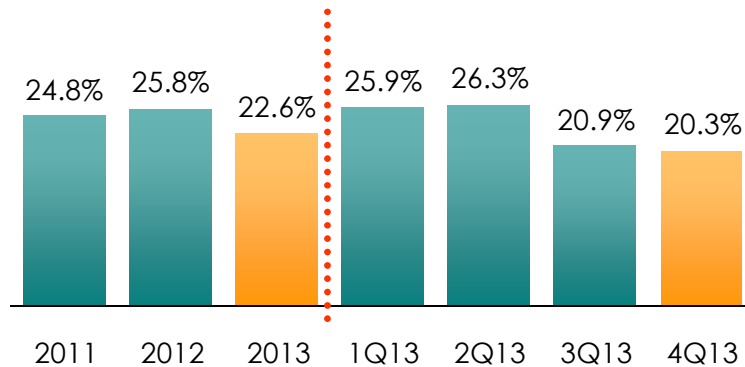
(Unit: Million Baht)



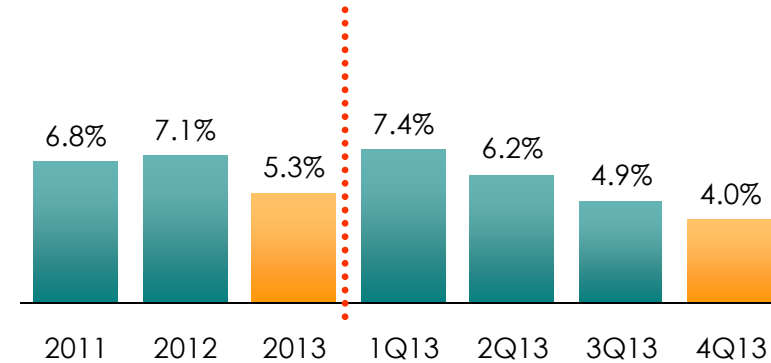
Note: Other operating income is comprising of interest income, net foreign exchange gain, sale promotion income, royalties fee and others.

Profitability Ratios – Consolidated Adjusted base due to Makro acquisition

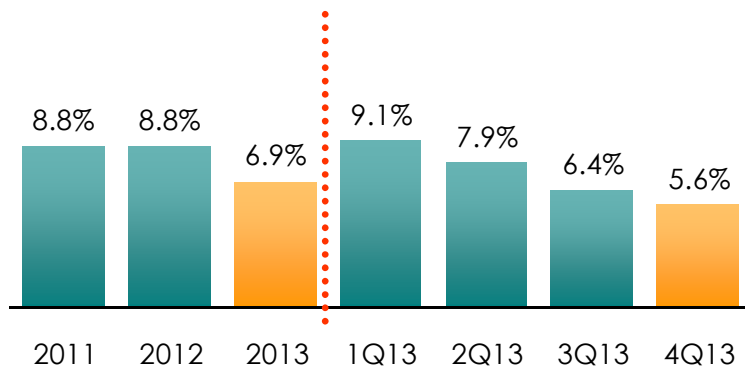
Gross Margin (Sales & Services)



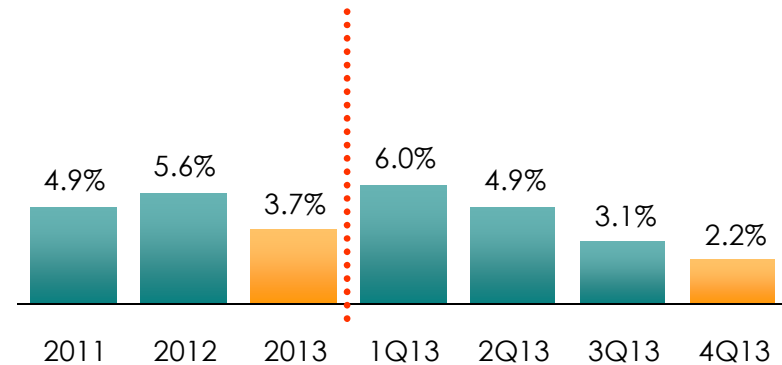
EBIT Margin



EBITDA Margin



Net Margin

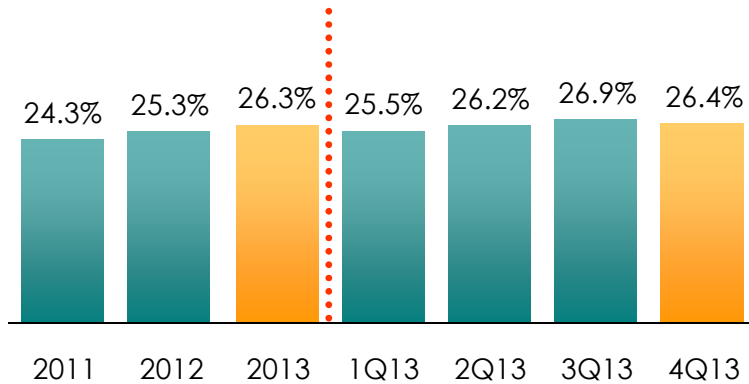




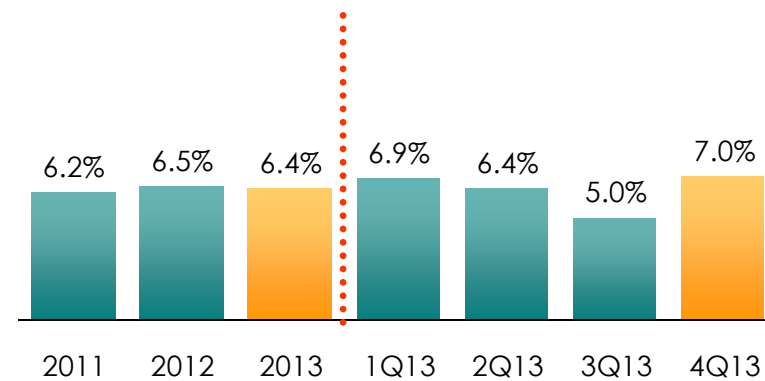
Profitability Ratios – Company Only

Impacted margins due to financing charges and Makro acquisition cost

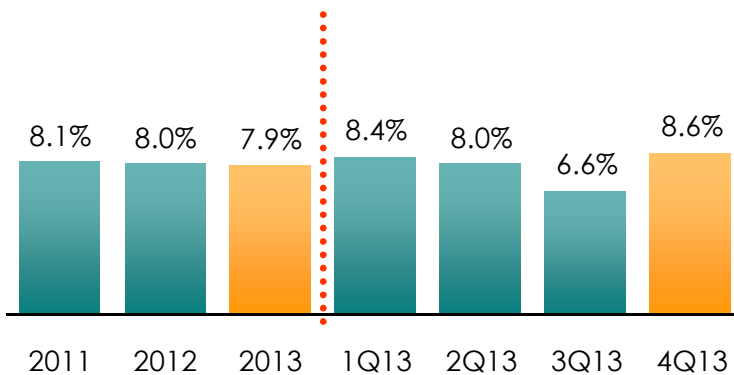
Gross Margin (Sales & Services)



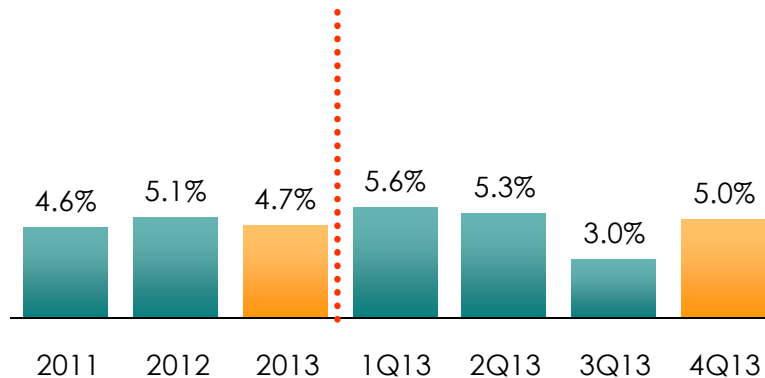
EBIT Margin



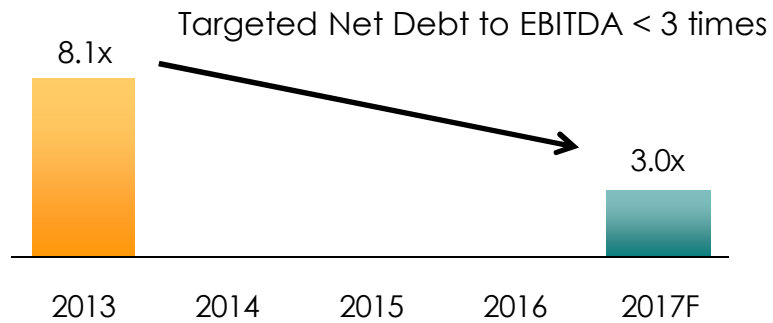
EBITDA Margin



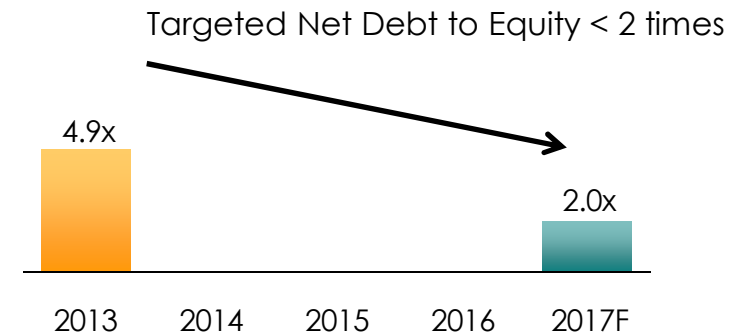
Net Margin



Targeted Net Debt to EBITDA



Targeted Net Debt to Equity



Bond Covenants

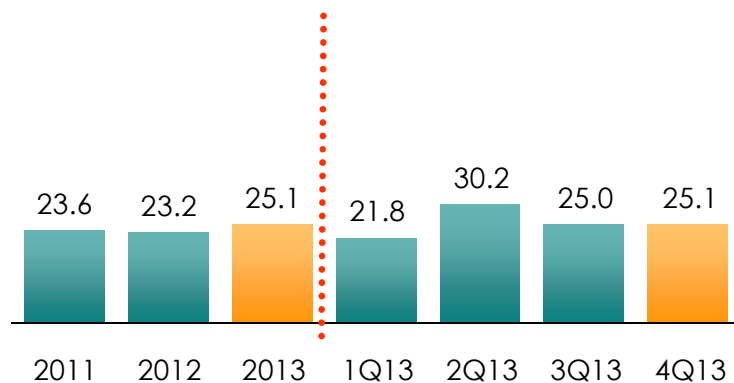
| Year | Net Debt to Equity |
|-------------|--------------------|
| 2015 | 5.0x |
| 2016 | 3.5x |
| 2017 | 2.5x |
| 2018 - 2022 | 2.0x |

Working Capital – Consolidated

Negative cash cycle days

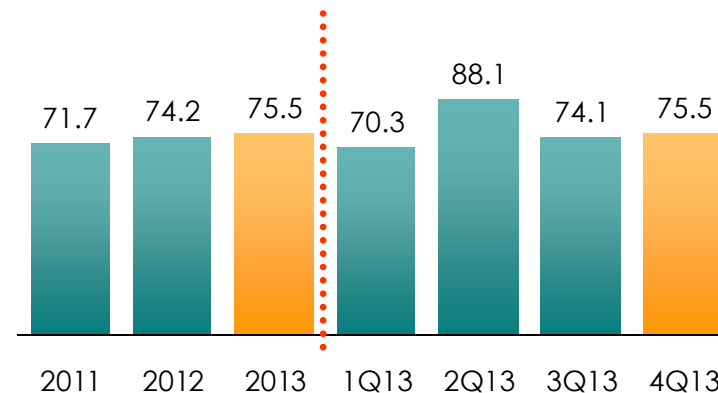
Inventory Days

(Unit: Days)



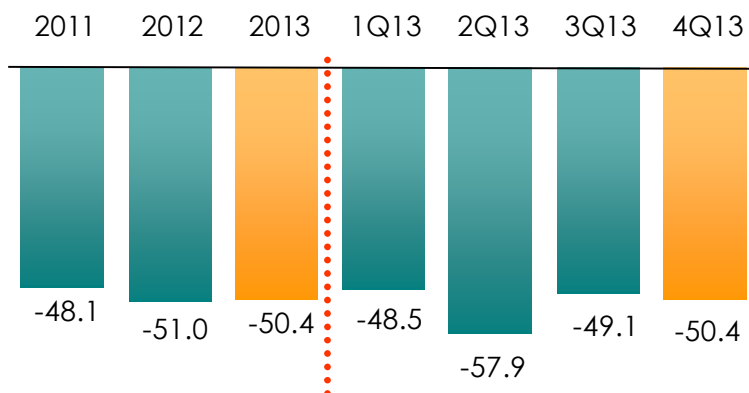
Account Payable Days

(Unit: Days)



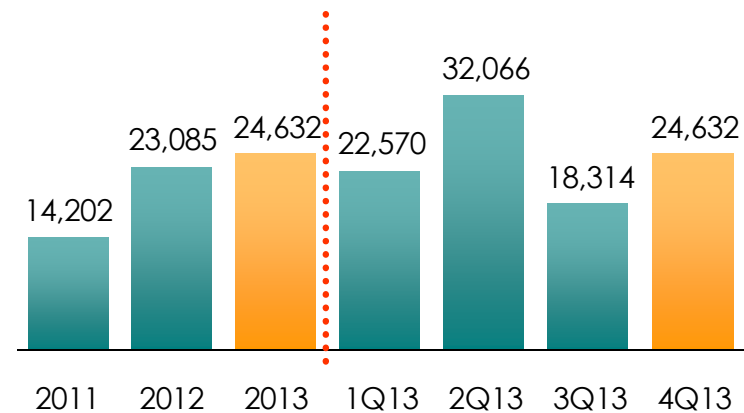
Cash Cycle Days

(Unit: Days)



Cash

(Unit: Million Baht)

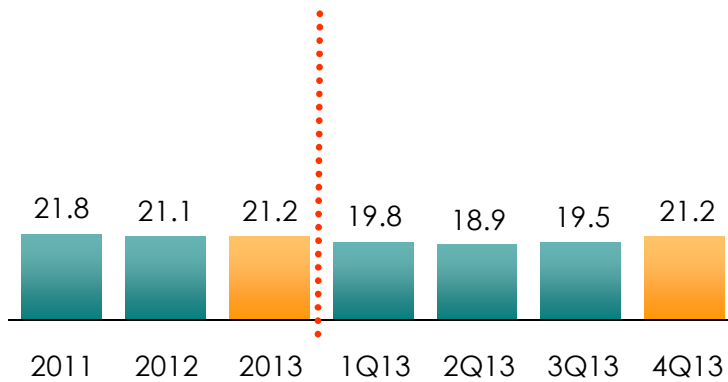


Working Capital – Company Only

Negative cash cycle days

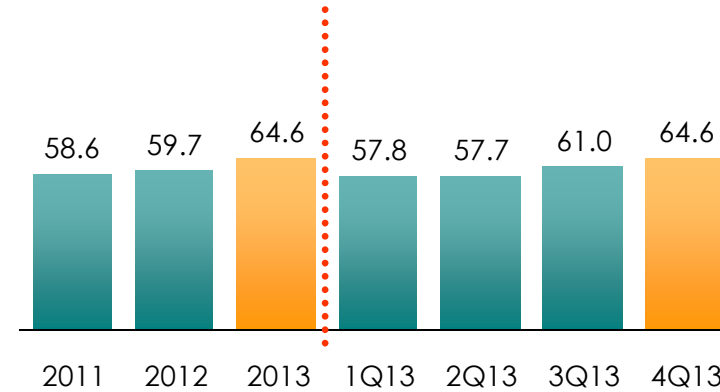
Inventory Days

(Unit: Days)



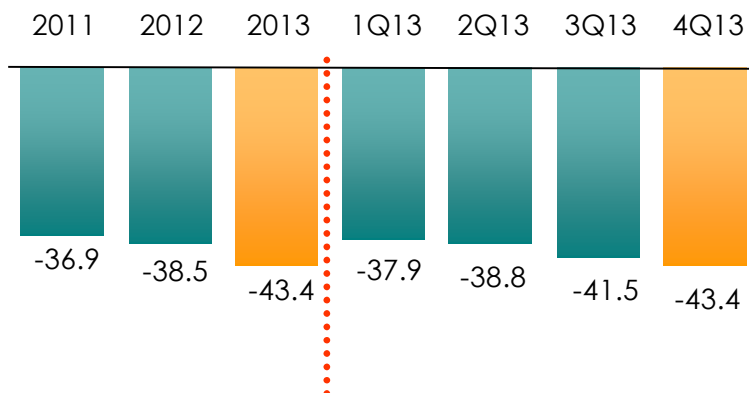
Account Payable Days

(Unit: Days)



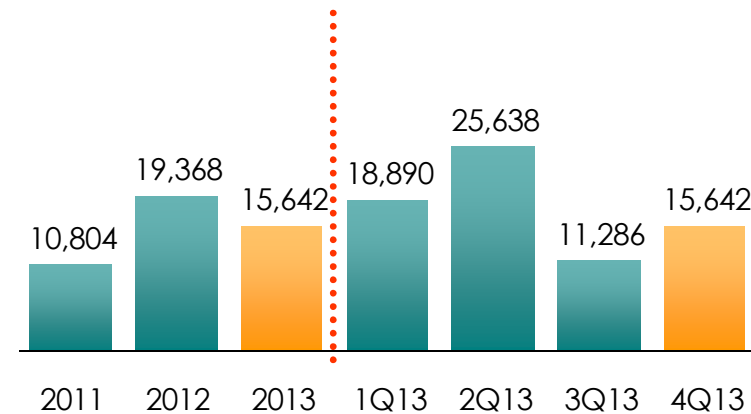
Cash Cycle Days

(Unit: Days)



Cash

(Unit: Million Baht)

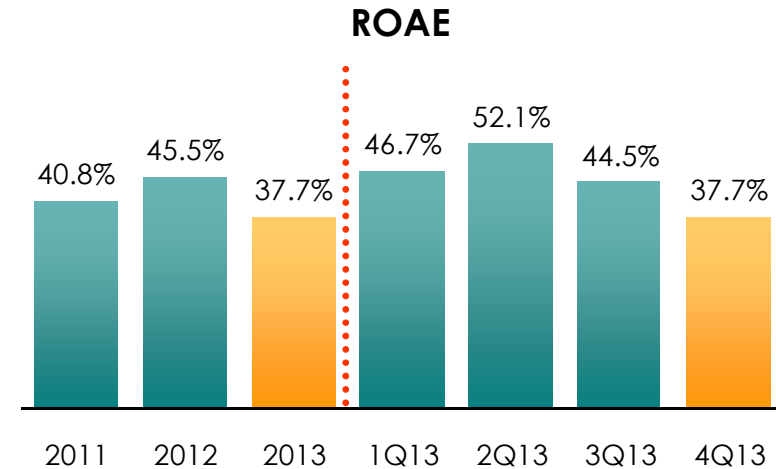
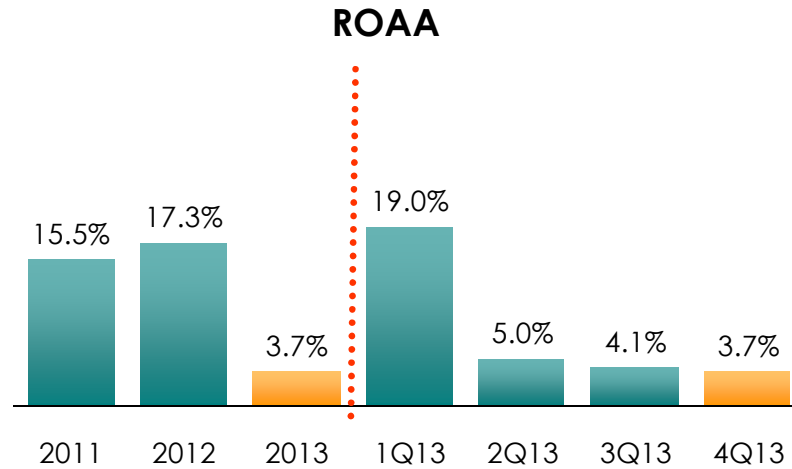




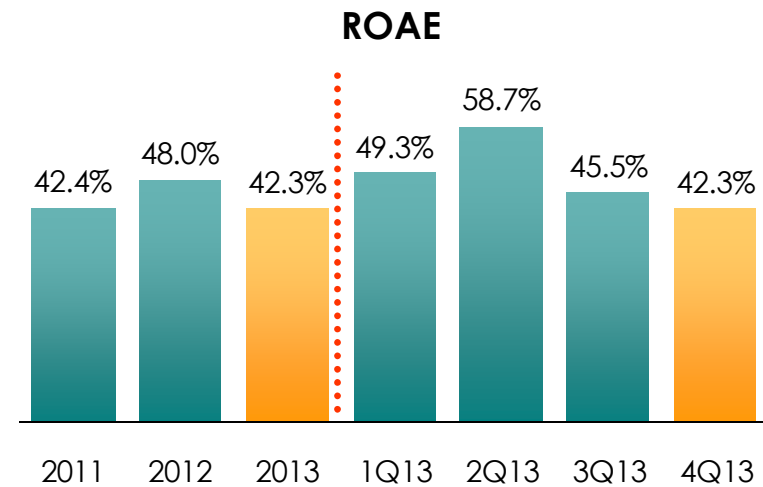
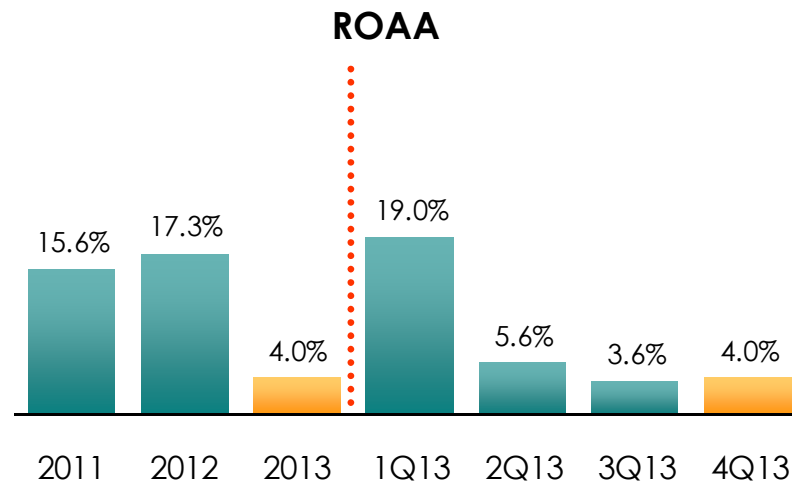
Key Performance Ratios

Changes in ROAA as to record investment in Makro of 97.88%

Consolidated Statement



Company Only Statement



Note: ROAA and ROAE are annualized figures.



Future and CAPEX Plan

Continued stores expansion and supporting infrastructure

7-Eleven Stores Expansion

- Plan to open approx. 600 stores in 2014
- Milestone: 10,000 stores in 2018

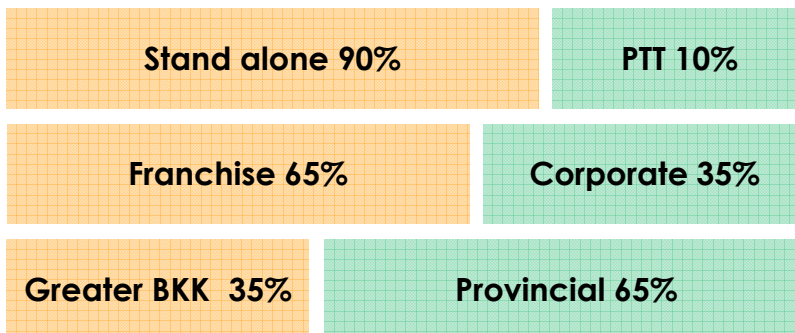
2014 Projected CAPEX

Thailand

MB

| | |
|---------------------------------|-----------------------------|
| Stores expansion | 2,500 – 2,600 |
| Stores renovation | 1,300 – 1,400 |
| Investment in subsidiaries & DC | 4,200 – 4,300 |
| Fixed assets & IT system | 900 – 1,000 |
| Total | <u>8,900 – 9,300</u> |

New Stores Opening

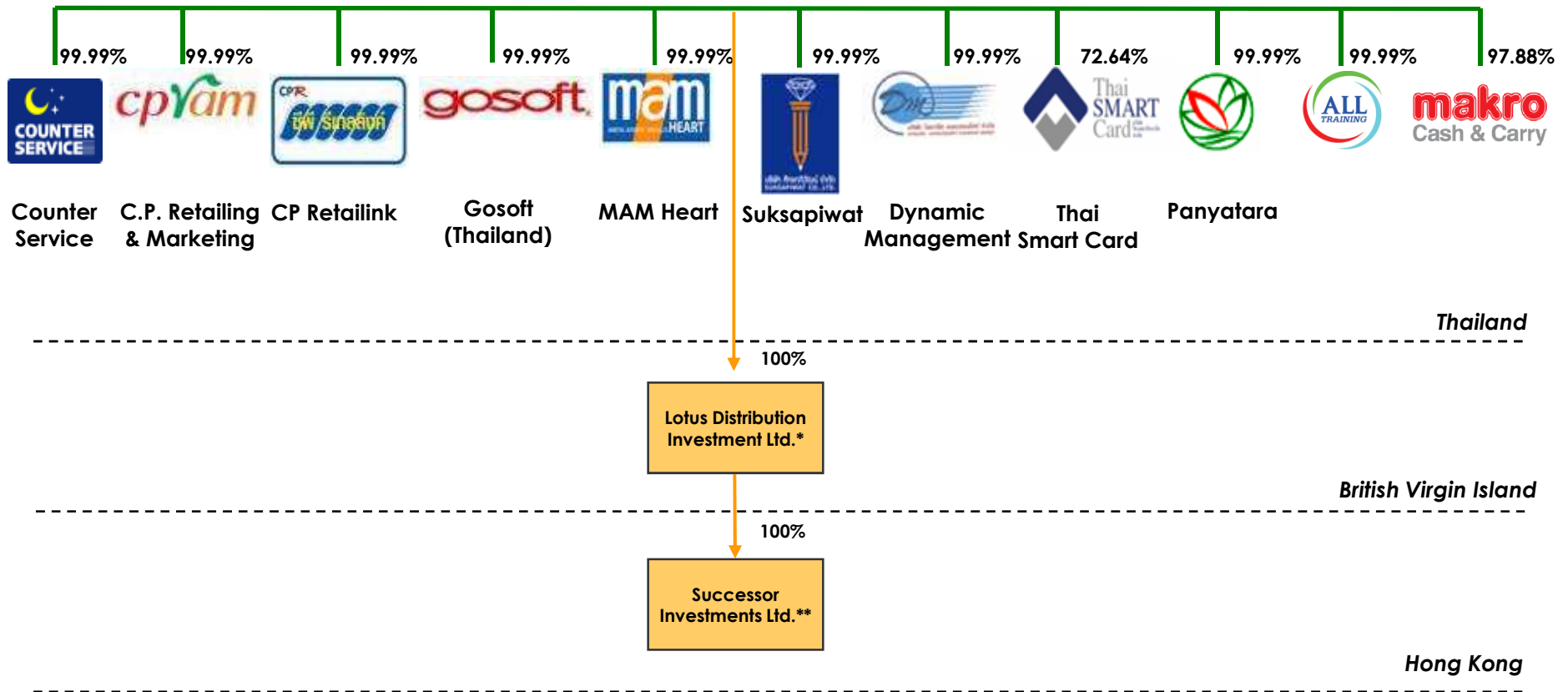


CAPEX Plan for Regional DCs

- RDC: Samut Sakhon (Greater Bangkok)**
 - Serving 2,500 stores, opening in 2014

Group Structure of CPALL

As of Dec 31, 2013



* As of October 31, 2008, the restructuring of supercenter business in the PRC was completed.

** LDI has invested 100% in Successor Investments Limited ("SI") on September 9, 2010



Accounting Impact in FY13

Changes in recording phone card revenue to service income

Impact: Sales was reduced but there is no impact to gross profit.
Sales ex. phone was increased 14.4% yoy.

Statement of Income of Makro was consolidated *(for 6 months period from July-December 2013)*

Impact: CPALL revenue and expenses were significantly increased including financing charges and related Makro acquisition costs.

Balance Sheet - Consolidated

Unit: (million Baht)

| Balance Sheet | 2009 | 2010 | 2011 | 2012 | 2013 | 1Q13 | 2Q13 | 3Q13 | 4Q13 |
|---------------------------|---------------|---------------|---------------|---------------|----------------|---------------|----------------|----------------|----------------|
| Cash | 12,682 | 15,716 | 14,202 | 23,085 | 24,632 | 22,570 | 32,066 | 18,314 | 24,632 |
| Inventory | 5,900 | 6,518 | 8,642 | 9,148 | 19,916 | 9,486 | 16,554 | 17,327 | 19,916 |
| Other current assets | 4,542 | 8,480 | 13,560 | 16,621 | 9,474 | 16,536 | 11,976 | 9,208 | 9,414 |
| Fixed assets | 13,491 | 14,525 | 14,994 | 18,094 | 71,606 | 19,581 | 38,620 | 40,641 | 71,606 |
| Other assets | 7,825 | 2,666 | 3,943 | 5,219 | 163,097 | 5,272 | 133,738 | 192,157 | 163,097 |
| Total assets | 44,441 | 47,904 | 55,341 | 72,168 | 288,665 | 73,445 | 232,953 | 277,647 | 288,665 |
| Accounts payable | 19,189 | 21,613 | 24,393 | 32,580 | 54,734 | 31,535 | 45,337 | 46,008 | 54,734 |
| Other current liabilities | 4,371 | 5,757 | 6,084 | 8,445 | 10,921 | 7,613 | 11,575 | 10,062 | 10,921 |
| Bank loan | 10 | - | 2 | - | 135,143 | - | 143,333 | 186,157 | 135,143 |
| Bond | - | - | - | - | 50,000 | - | - | - | 50,000 |
| Other liabilities | 1,935 | 2,577 | 3,163 | 3,788 | 4,860 | 3,938 | 4,495 | 4,659 | 4,860 |
| Total liabilities | 25,505 | 29,946 | 33,642 | 44,812 | 255,658 | 43,086 | 204,741 | 246,886 | 255,658 |
| Total equity of major S/H | 18,740 | 17,756 | 21,491 | 27,101 | 28,781 | 30,097 | 23,184 | 26,524 | 28,781 |
| Minority interest | 196 | 203 | 208 | 255 | 4,226 | 262 | 5,028 | 4,238 | 4,226 |
| Total equity | 18,937 | 17,958 | 21,699 | 27,355 | 33,007 | 30,359 | 28,212 | 30,762 | 33,007 |



Income Statement and Cash flow Statement - Consolidated

Unit: (million Baht)

| Income Statement | 2009 | 2010 | 2011 | 2012 | 2013 | 1Q13 | 2Q13 | 3Q13 | 4Q13 |
|------------------------|----------------|----------------|----------------|----------------|----------------|---------------|---------------|---------------|---------------|
| Net Sales | 109,430 | 132,015 | 152,210 | 184,726 | 266,008 | 49,373 | 49,872 | 80,350 | 86,414 |
| Service income | 2,947 | 2,939 | 3,150 | 3,976 | 6,277 | 1,066 | 1,210 | 2,000 | 2,000 |
| Other operating income | 5,087 | 5,446 | 5,863 | 8,343 | 11,835 | 2,258 | 2,327 | 3,748 | 3,501 |
| Other income | 297 | 339 | 667 | 771 | 550 | 207 | 221 | 57 | 65 |
| Total revenue | 117,761 | 140,739 | 161,890 | 197,816 | 284,670 | 52,905 | 53,630 | 86,156 | 91,980 |
| Cost of sales | 81,618 | 100,128 | 115,529 | 138,205 | 208,153 | 36,820 | 37,014 | 64,474 | 69,844 |
| Cost of services | 1,100 | 1,268 | 1,333 | 1,886 | 2,504 | 569 | 641 | 664 | 631 |
| Total SG&A | 28,253 | 30,185 | 34,032 | 43,736 | 58,879 | 11,582 | 12,655 | 16,827 | 17,815 |
| EBIT | 6,790 | 9,157 | 10,995 | 13,988 | 15,135 | 3,935 | 3,319 | 4,191 | 3,690 |
| Net profit | 4,992 | 6,663 | 8,008 | 11,049 | 10,537 | 3,186 | 2,649 | 2,660 | 2,042 |
| EBITDA | 9,229 | 12,250 | 14,297 | 17,404 | 19,760 | 4,824 | 4,252 | 5,520 | 5,163 |
| Cash flow Statement | 2009 | 2010 | 2011 | 2012 | 2013 | 1Q13 | 2Q13 | 3Q13 | 4Q13 |
| CFO | 9,005 | 12,340 | 12,587 | 23,032 | 21,624 | 2,180 | 3,433 | 10,240 | 21,624 |
| CFI | (5,339) | (3,873) | (9,638) | (8,502) | (191,409) | (2,637) | (126,867) | (187,952) | (191,409) |
| CFF | (2,857) | (5,402) | (4,488) | (5,615) | 171,177 | - | 132,399 | 172,910 | 171,177 |



Balance Sheet – Company Only

Unit: (million Baht)

| Balance Sheet | 2009 | 2010 | 2011 | 2012 | 2013 | 1Q13 | 2Q13 | 3Q13 | 4Q13 |
|---------------------------|---------------|---------------|---------------|---------------|----------------|---------------|----------------|----------------|----------------|
| Cash | 9,496 | 12,180 | 10,804 | 19,368 | 15,642 | 18,890 | 25,638 | 11,286 | 15,642 |
| Inventory | 5,470 | 6,019 | 7,901 | 8,286 | 9,219 | 8,545 | 7,996 | 8,406 | 9,219 |
| Other current assets | 4,346 | 4,247 | 8,780 | 12,644 | 6,124 | 12,615 | 5,892 | 6,642 | 6,124 |
| Fixed assets | 10,269 | 11,428 | 11,743 | 13,711 | 18,343 | 14,641 | 15,767 | 17,143 | 18,343 |
| Other assets | 9,010 | 9,355 | 10,674 | 11,840 | 206,801 | 12,436 | 148,377 | 206,784 | 206,801 |
| Total assets | 38,591 | 43,229 | 49,902 | 65,849 | 256,129 | 67,127 | 203,671 | 250,264 | 256,129 |
| Accounts payable | 15,123 | 17,482 | 20,005 | 25,740 | 27,618 | 25,609 | 25,039 | 25,480 | 27,618 |
| Other current liabilities | 6,681 | 7,606 | 8,461 | 13,517 | 17,311 | 11,877 | 12,913 | 14,567 | 17,311 |
| Bank loan | - | - | - | - | 131,977 | - | 141,228 | 184,030 | 131,977 |
| Bond | - | - | - | - | 50,000 | - | - | - | 50,000 |
| Other liabilities | 1,757 | 2,381 | 2,895 | 3,420 | 3,877 | 3,552 | 3,655 | 3,715 | 3,877 |
| Total liabilities | 23,560 | 27,469 | 31,361 | 42,677 | 230,782 | 41,037 | 182,836 | 227,793 | 230,782 |
| Total equity of major S/H | 15,031 | 15,760 | 18,541 | 23,172 | 25,347 | 26,090 | 20,835 | 22,471 | 25,347 |
| Minority interest | - | - | - | - | - | - | - | - | - |
| Total equity | 15,031 | 15,760 | 18,541 | 23,172 | 25,347 | 26,090 | 20,835 | 22,471 | 25,347 |



Income Statement and Cash flow Statement – Company Only

Unit: (million Baht)

| Income Statement | 2009 | 2010 | 2011 | 2012 | 2013 | 1Q13 | 2Q13 | 3Q13 | 4Q13 |
|------------------------|----------------|----------------|----------------|----------------|----------------|---------------|---------------|---------------|---------------|
| Net Sales | 107,740 | 130,231 | 150,637 | 182,942 | 199,247 | 49,010 | 49,450 | 49,437 | 51,350 |
| Service income | 1,365 | 1,425 | 1,436 | 1,857 | 2,422 | 483 | 572 | 672 | 695 |
| Other operating income | 5,631 | 5,839 | 6,276 | 8,801 | 11,958 | 2,379 | 2,444 | 3,588 | 3,547 |
| Other income | 549 | 597 | 878 | 1,096 | 3,868 | 172 | 683 | 621 | 2,392 |
| Total revenue | 115,285 | 138,092 | 159,226 | 194,695 | 217,495 | 52,044 | 53,149 | 54,318 | 57,984 |
| Cost of sales | 80,928 | 99,446 | 115,066 | 138,033 | 148,728 | 36,856 | 36,914 | 36,640 | 38,318 |
| Cost of service | - | - | - | - | - | - | - | - | - |
| Total SG&A | 28,224 | 30,281 | 34,235 | 44,005 | 54,938 | 11,595 | 12,811 | 14,946 | 15,586 |
| EBIT | 6,133 | 8,364 | 9,926 | 12,657 | 13,828 | 3,593 | 3,424 | 2,732 | 4,080 |
| Net profit | 4,597 | 6,143 | 7,274 | 9,982 | 10,260 | 2,918 | 2,829 | 1,636 | 2,876 |
| EBITDA | 8,573 | 11,042 | 12,826 | 15,622 | 17,229 | 4,380 | 4,251 | 3,603 | 4,994 |
| Cash flow Statement | 2009 | 2010 | 2011 | 2012 | 2013 | 1Q13 | 2Q13 | 3Q13 | 4Q13 |
| CFO | 8,280 | 10,801 | 11,750 | 21,580 | 14,292 | 2,156 | 2,729 | 6,945 | 14,292 |
| CFI | (4,954) | (2,726) | (8,636) | (7,405) | (190,498) | (2,634) | (128,858) | (191,059) | (190,498) |
| CFF | (2,696) | (5,392) | (4,490) | (5,612) | 172,452 | - | 132,399 | 176,019 | 172,452 |

Key Performance Ratios - Consolidated

| Financial Ratios | 2009 | 2010 | 2011 | 2012 | 2013 | 1Q13 | 2Q13 | 3Q13 | 4Q13 |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Gross margin (%) (Sales and services) | 26.4% | 24.9% | 24.8% | 25.8% | 22.6% | 25.9% | 26.3% | 20.9% | 20.3% |
| EBIT margin (%) | 5.8% | 6.5% | 6.8% | 7.1% | 5.3% | 7.4% | 6.2% | 4.9% | 4.0% |
| EBITDA margin (%) | 7.8% | 8.7% | 8.8% | 8.8% | 6.9% | 9.1% | 7.9% | 6.4% | 5.6% |
| Net margin (%) | 4.2% | 4.7% | 4.9% | 5.6% | 3.7% | 6.0% | 4.9% | 3.1% | 2.2% |
| ROAA (%) | 11.8% | 14.4% | 15.5% | 17.3% | 3.7% | 19.0% | 5.0% | 4.1% | 3.7% |
| ROAE (%) (excl. MI) | 28.1% | 36.5% | 40.8% | 45.4% | 37.7% | 46.7% | 52.1% | 44.5% | 37.7% |
| Inventory days | 25.0 | 22.3 | 23.6 | 23.2 | 25.1 | 21.8 | 30.2 | 25.0 | 25.1 |
| Accounts payable days | 81.4 | 73.3 | 71.7 | 74.2 | 75.5 | 70.3 | 88.1 | 74.1 | 75.5 |
| Cash cycle days | (56.4) | (51.0) | (48.1) | (51.0) | (50.4) | (48.5) | (57.9) | (49.1) | (50.4) |
| Earnings per share (Bt.) | 1.11 | 1.48 | 1.78 | 1.23 | 1.17 | 0.35 | 0.29 | 0.30 | 0.23 |
| Book value per share (Bt.) | 4.2 | 4.0 | 4.8 | 3.0 | 3.7 | 3.4 | 3.1 | 3.4 | 3.7 |



Key Performance Ratios – Company Only

| Financial Ratios | 2009 | 2010 | 2011 | 2012 | 2013 | 1Q13 | 2Q13 | 3Q13 | 4Q13 |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Gross margin (%) (Sales and services) | 25.8% | 24.5% | 24.3% | 25.3% | 26.3% | 25.5% | 26.2% | 26.9% | 26.4% |
| EBIT margin (%) | 5.3% | 6.1% | 6.2% | 6.5% | 6.4% | 6.9% | 6.4% | 5.0% | 7.0% |
| EBITDA margin (%) | 7.4% | 8.0% | 8.1% | 8.0% | 7.9% | 8.4% | 8.0% | 6.6% | 8.6% |
| Net margin (%) | 4.0% | 4.4% | 4.6% | 5.1% | 4.7% | 5.6% | 5.3% | 3.0% | 5.0% |
| ROAA (%) | 12.7% | 15.0% | 15.6% | 17.3% | 4.0% | 19.0% | 5.6% | 3.6% | 4.0% |
| ROAE (%) (excl. MI) | 32.7% | 39.9% | 42.4% | 48.0% | 42.3% | 49.3% | 58.7% | 45.5% | 42.3% |
| Inventory days | 23.2 | 20.8 | 21.8 | 21.1 | 21.2 | 19.8 | 18.9 | 19.5 | 21.2 |
| Accounts payable days | 61.7 | 59.0 | 58.6 | 59.7 | 64.6 | 57.8 | 57.7 | 61.0 | 64.6 |
| Cash cycle days | (38.5) | (38.2) | (36.9) | (38.5) | (43.4) | (37.9) | (38.8) | (41.5) | (43.4) |
| Earnings per share (Bt.) | 1.02 | 1.37 | 1.62 | 1.11 | 1.14 | 0.32 | 0.31 | 0.18 | 0.32 |
| Book value per share (Bt.) | 3.3 | 3.5 | 4.1 | 2.6 | 2.8 | 2.9 | 2.3 | 2.5 | 2.8 |

| (Unit : million Baht) | 2012 | 2013 | %YoY Growth | Common Size | |
|-----------------------|----------------|----------------|---------------|---------------|---------------|
| | | | | 2012 | 2013 |
| Total Revenues | 114,956 | 129,781 | +12.9% | 100.0% | 100.0% |
| Cost of Sales | 102,760 | 115,673 | +12.6% | 89.4% | 89.1% |
| Gross Profit | 12,195 | 14,107 | +15.7% | 10.6% | 10.9% |
| SG&A | 7,419 | 8,598 | +15.9% | 6.5% | 6.6% |
| EBIT | 4,777 | 5,510 | +15.3% | 4.2% | 4.2% |
| Net Profit | 3,534 | 4,299 | +21.6% | 3.1% | 3.3% |
| EBITDA | 5,994 | 6,842 | +14.2% | 5.2% | 5.3% |
| ROA(%) | 10.9% | 11.9% | | | |
| ROE(%) | 32.5% | 39.0% | | | |