



**THE BEAUTIFUL  
MOMENT OF  
EXPANSION**

Annual Report 2007  
Berli Jucker Public Company Limited







ANNUAL REPORT 2007  
BERLI JUCKER PUBLIC COMPANY LIMITED



## THE BEAUTIFUL MOMENT OF EXPANSION

The most impressive moment for any organization occurs when its success – fruit of genuine commitment – is recognized by the world market.

Berli Jucker's 126<sup>th</sup> anniversary marks another milestone year in which our management, staff, shareholders, together with all Thais proudly witnessed quality products – made by Thai hands – competing on the world stage with popular acceptance from consumers worldwide.

## VALUING OUR PARTNERSHIPS AND PEOPLE

Partnerships are about people sharing a common purpose - a commitment to succeed or fulfill one's mission. The passion and energy derived from a partnership provide the catalyst for sustained growth and profitability.

At Berli Jucker, we not only treasure but nurture healthy relationships with our principals and customers. We motivate and reward, too, our people whose dedication and superior performance are crucial to our strive for high quality and outstanding service. Our partnerships and our people are integral to the pursuit of core beliefs and values of the company.

## OUR VISION

To be a trusted provider of valued partnerships, consistently high product quality and outstanding service to our customers and principals.

## OUR MISSION

To apply transparent and consistent management practices and principles in pursuit of our vision and core values.

To generate economic value added benefits for our shareholders, partners and employees.

## OUR CORE BELIEFS AND VALUES

### INTEGRITY

Advocating transparency, sincerity and fairness in dealing with our partners, principals, customers and colleagues.

### COMMITMENT

Delivering the right quality and the right quantity on time every time; seeking opportunities to better serve our partners, customers and principals; pursuing an enthusiastic determination to support and achieve common goals of the company; and endeavoring to develop and reward talented and committed team players who contribute towards the common goals of the company.

### ENTREPRENEURSHIP

Embracing our entrepreneurial heritage and constantly seeking new markets and business opportunities.

### SOCIAL RESPONSIBILITY

In driving for growth we retain a keen sense of social, civic and environmental responsibility.



## The Right Time


External and internal factors converge as business opportunities are captured.

A smart organization cannot let such opportunities fall through the cracks, but will pay greater attention to developing its potential and forging ahead toward its ambitions.



## The Vision

The smaller the business world becomes as a result of globalization, the inadequacy of intensive traditional marketing. Rather, extensive growth of potential to capture novel opportunities is going to represent a new indicator of business success.

A close-up photograph of a large tree trunk and its thick, moss-covered roots. The tree bark is light-colored and textured, while the roots are dark and heavily covered in bright green moss. The background is a soft-focus forest with green foliage. A semi-transparent dark rectangle is overlaid on the tree trunk, containing the title and a paragraph of text.

## The Readiness

It is from the concerted efforts of all parties that sustainable growth comes: efficient teams, quality goods and services, and a firm foundation for the organization, poised to forge ahead on all cylinders.



A close-up photograph of an olive branch with several green olives. The leaves are elongated and have a silvery-green hue. The olives are small and round, clustered together on the branch. The background is softly blurred, showing more of the olive tree's foliage.

## The Direction

A sound business direction and a sharp marketing focus are by no means haphazard decisions, but result from time-honored strategic plans and years of experience. Once such a direction and focus are in place, the cultivated business potential soon blossoms into attractive investment returns for the organization and customers alike.

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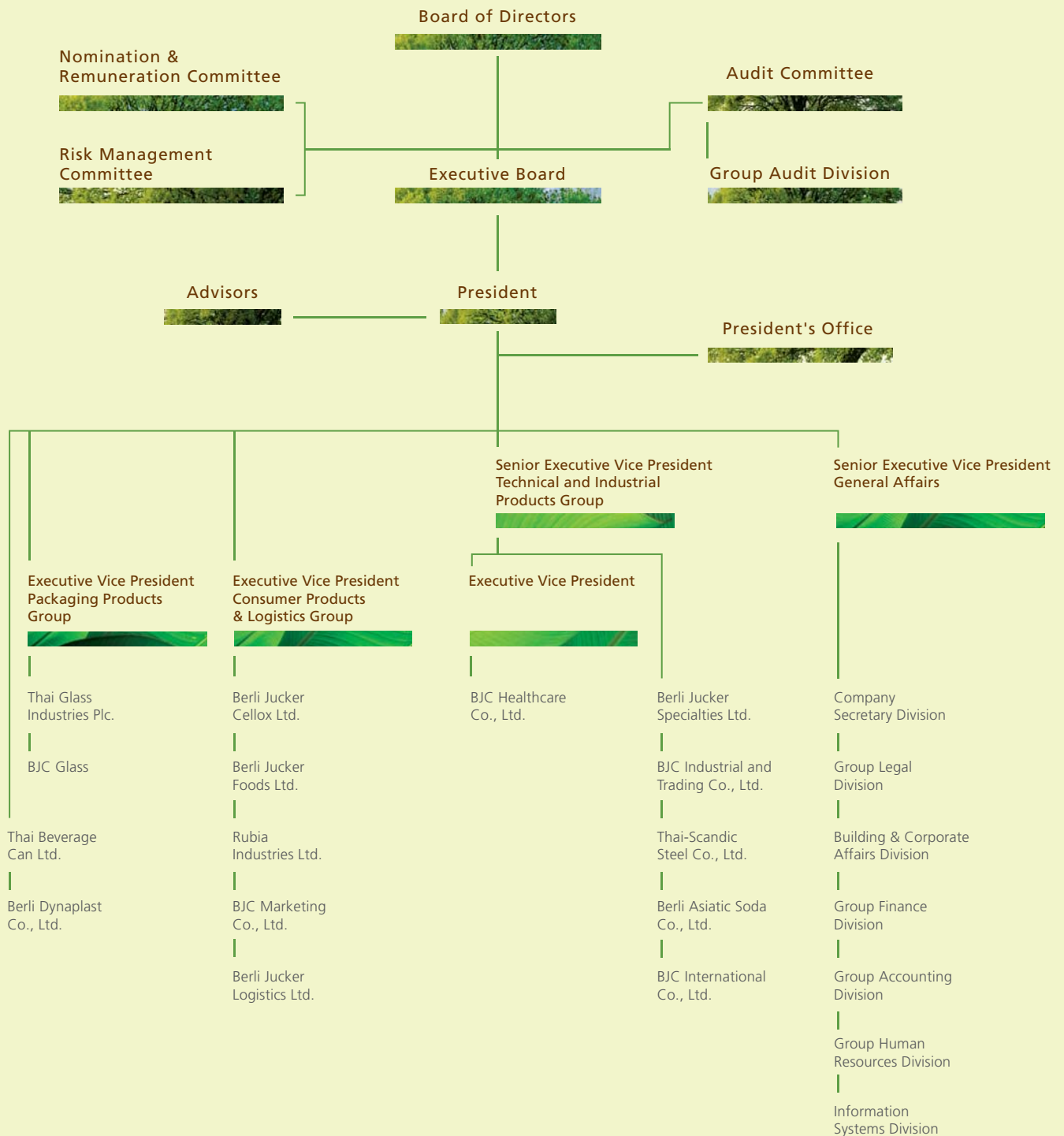
Directors' Report

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Contact Information

# Organization Structure

Effective January 1, 2008



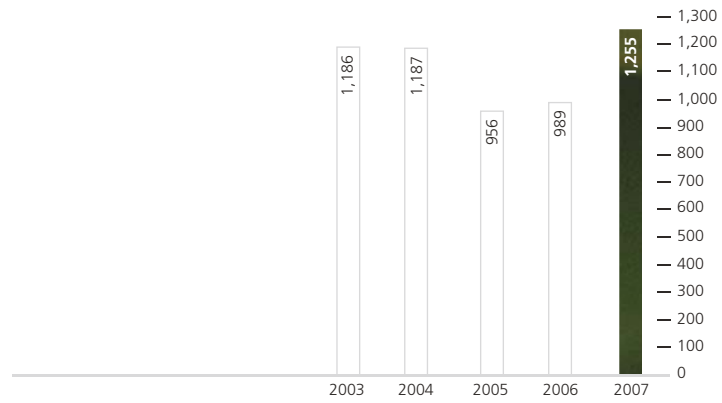
## Financial Highlights

|   | (Baht million)<br>2007 | (Baht million)<br>2006 | %<br>Inc/(Dec) |
|---|------------------------|------------------------|----------------|
| <b>Sales by business lines</b>                    |                        |                        |                |
| Packaging   | 8,091.8                | 7,534.3                | 7              |
| Consumer  | 6,166.8                | 5,955.3                | 4              |
| Technical & Industrial                            | 4,886.9                | 4,126.1                | 18             |
| Logistics   | 16.7                   | 6.0                    | 178            |
| <b>Total sales</b>                                | <b>19,162.2</b>        | <b>17,621.7</b>        | <b>9</b>       |
| Other income                                      | 196.2                  | 364.7                  | (46)           |
| Total revenues                                    | 19,399.0               | 18,021.6               | 8              |
| Operating income                                  | 1,925.1                | 1,702.7                | 13             |
| Interest expense                                  | (146.9)                | (161.1)                | (9)            |
| Net income before taxation and minority interests | 1,778.2                | 1,541.6                | 15             |
| Taxation  | (391.4)                | (429.4)                | (9)            |
| Net income before minority interests              | 1,386.8                | 1,112.2                | 25             |
| Minority interests                                | (132.1)                | (123.7)                | 7              |
| Net income  | 1,254.7                | 988.5                  | 27             |
| Total assets                                      | 19,642.6               | 17,617.8               | 12             |
| Net shareholders' equity                          | 8,988.3                | 8,188.6                | 10             |
| Net assets  | 9,869.5                | 9,003.9                | 10             |
| Net debt  | 4,437.3                | 2,934.2                | 51             |
| Per share data (Baht)                             |                        |                        |                |
| Earnings  | 0.79                   | 0.63                   | 25             |
| Interim dividend                                  | 0.15                   | 0.15                   | 0              |
| Final dividend                                    | 0.21                   | 0.15                   | 40             |
| Total dividend                                    | 0.36                   | 0.30                   | 20             |
| Book value  | 6.23                   | 5.74                   | 9              |

Total Sales (Baht million)



Net Income (Baht million)



Total Assets (Baht million)



Shareholders' Equity (Baht million)





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**2007 was  
yet another  
successful  
year for  
Berli Jucker  
Group.**

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We faced with a huge increment in manufacturing costs like others. However, we managed to sail through those obstacles and realized satisfactory performances.

## Chairman's Report

2007 was yet another successful year for Berli Jucker Group. During the year, BJC unavoidably encountered numerous negative effects of national economic situations such as highest fuel prices ever in the history, effect of Baht appreciation on export, higher costs of raw materials in the industrial sector, floods in many regions, unrest in the 3 southern most provinces and sluggish investment from the private sector pending the formation of the new cabinet. We faced with a huge increment in manufacturing costs like others. However, we managed to sail through those obstacles and realized satisfactory performances. I am delighted to report the annual performances and other developments of the Company as follows:

The Company's consolidated revenues for the year ending December 31, 2007 was Baht 19,399 million represented an 8% increase over the previous year. Net profit was Baht 1,255 million. Earning per share increased by 25% from Baht 0.63 to Baht 0.79. It is our anticipation that for 2007 the Company will be able to offer dividend payment at Baht 0.36 per share. During the year, with the approval of the Board of Directors, the Company split the par value from Baht 10 to Baht 1 which was well received by investors resulted in higher share price in a very short time. The closing price of BJC's share at yearend was marked at Baht 6.90 per share. On the part of marketing expansion efforts, we enjoyed a success in our market

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**In November 2007  
with a vision to  
expand our packaging  
business line,  
we acquired 50%  
of registered capital  
of Thai Beverage Can Ltd.,  
a large aluminum can  
manufacturer  
in Thailand.**

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We are now preparing to expand our marketing and manufacturing bases into new markets overseas.

expansion attempt especially in Cellox tissue of which net profit increased over three folds. Sales of Parrot soap and healthcare products also increased satisfactorily. In response to increasing demands, the Company has expanded manufacturing capacity and efficiency of snacks production, glass and plastic container production lines. At the same time the Company continues to improve the working conditions of all its manufacturing machines as well as regular preventive maintenance measures. The Company always looks for opportunities to strengthen our businesses for sustainable growth and prosperity. As such, in November 2007 with a vision to expand our packaging business line, we acquired 50% of registered capital of Thai Beverage Can Ltd., a large aluminum can manufacturer in Thailand. We are now preparing to expand our marketing and manufacturing bases into new markets overseas.

Though we enjoyed the good results of the past year, we never cease to strive for the best, for example employing TQM (Total Quality Management) program in our manufacturing process. All our factories received either ISO 9001 or ISO14001. To supplement our plans for steady growth, we have invested in research and development of new products



and logistic systems to meet our customers' demands in all segment. Increased manufacturing efficiency coupled with continuous cost control will ensure that our customers will have quality products at reasonable prices. Maintaining good relationships with both dealers and customers is another measure that we employ for sustainable growth. With the effort to conserve the environment, we have also invested in modern technologies to reduce energy consumption in all our factories. On the social side, we have been in cooperation with government and local authorities in a number of community development projects with emphasis on youth education.

I am confident that for 2008 our Company is ready to cope with all challenges and uncertainties that may arise. It is anticipated that there will still be problems on higher fuel prices, coupled with a high inflation rate, leading to higher raw material costs, volatile economy of our country's major exporting markets such as USA and Japan, tendency for strong Baht value pending clear directions and policies on economic issues from the new government especially on Investment and Capital Flow Control measures. We are prepared at all time to counter those negative effects with best viable strategies.

I would like to take this opportunity to thank all our customers and shareholders for their support and trust. Thank to the Board of Directors and all employees who untiringly contribute their knowledge and experiences towards the prosperity of the Company. I appreciate their determination to develop new quality products and services along with developing the Company for a sustainable growth in the Thai society.



**Mr. Charoen Sirivadhanabhakdi**  
Chairman

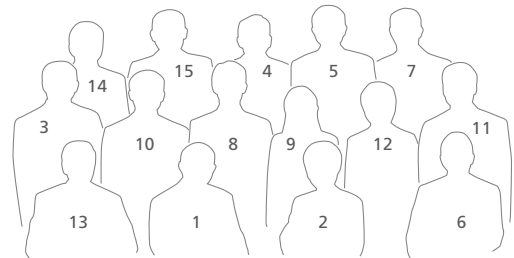


## Board Of Directors

1. **Mr. Charoen Sirivadhanabhakdi**  
Chairman / Chairman of Executive Board / Chief Executive Officer
2. **Khunying Wanna Sirivadhanabhakdi**  
Vice Chairman / Nomination and Remuneration Committee Member
3. **Dr. Chaiyut Pilun-Owad**  
Director / Vice Chairman of Executive Board /  
Nomination and Remuneration Committee Member
4. **Mr. Thirasakdi Nathikanchanalab**  
Director / Vice Chairman of Executive Board /  
Risk Management Committee Member / Advisor
5. **Mr. Prasert Maekwatana**  
Director / Vice Chairman of Executive Board /  
Risk Management Committee Member / Advisor
6. **Dr. Suvarn Valaisathien**  
Director / Executive Director
7. **Mr. Sithichai Chaikriangkrai**  
Director / Executive Director / Risk Management Committee Member
8. **Mr. Aswin Techajareonvikul**  
Director / Executive Director / Chairman of Risk Management Committee / President



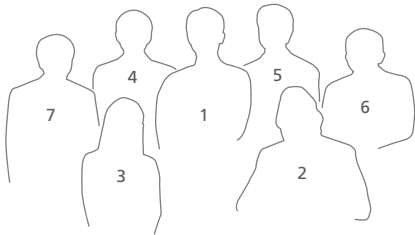
- 9. **Mrs. Thapanee Techajareonvikul**  
Director / Executive Director / Secretary to Nomination and Remuneration Committee / Risk Management Committee Member and Secretary to Risk Management Committee / Senior Executive Vice President
- 10. **Mr. Thapana Sirivadhnabhakdi**  
Director / Executive Director
- 11. **Mr. Panot Sirivadhanabhakdi**  
Director / Executive Director
- 12. **Mrs. Atinant Bijananda**  
Director
- 13. **Mr. Staporn Kavitanon**  
Director / Chairman of Audit Committee / Chairman of Nomination and Remuneration Committee
- 14. **Mr. Weerawong Chittmittrapap**  
Director / Audit Committee Member
- 15. **Dr. Suvit Maesincee\***  
Director / Audit Committee Member



**And Mr. Santichai Dumphprasertkul**  
Company Secretary, as Secretary to the Board of Directors and Executive Board

Remark\* Appointed on February 13, 2008





## Management Team

1. **Mr. Aswin Techajareonvikul**  
President
2. **Mr. Peter Emil Romhild**  
Senior Executive Vice President - Technical & Industrial Products Group
3. **Mrs. Thapanee Techajareonvikul**  
Senior Executive Vice President - General Affairs
4. **Mr. Nakorn Phraprasert**  
Executive Vice President - Packaging Products Group
5. **Mr. Pattaphong Iamsuro**  
Executive Vice President - Consumer Products and Logistics Group
6. **Mr. Terapon Kietsuranon**  
Executive Vice President - Healthcare Products Group
7. **Mr. Santichai Dumprasertkul**  
Company Secretary

## Executive Summary

### To Our Shareholders

Negative effects of the economic situation in 2007 continued to overwhelm Thailand as a whole, as in 2006 – with soaring fuel prices, the baht appreciation undermining exporters' performance, the spiraling costs of raw materials, the floods, the unrest in the deep south, and the stagnant private-sector investment pending a new Cabinet.

Despite sizeable impacts on most business operators, thanks to the dedication of all parties involved, Berli Jucker PLC has overcome all odds with a satisfactory overall performance compared to 2006.

Our glass bottle business performed very well on account of its full capacity operation to meet customers' rising demand and its ability to raise sales prices for major customers. Through the use of natural gas at its Bang Plee plant, Thai Glass Industries PLC saved substantial fuel expenses and production costs.

Other outstanding businesses with a solid performance, at times exceeding their targets, included the plastic-container business and distribution of medical supplies and instruments.

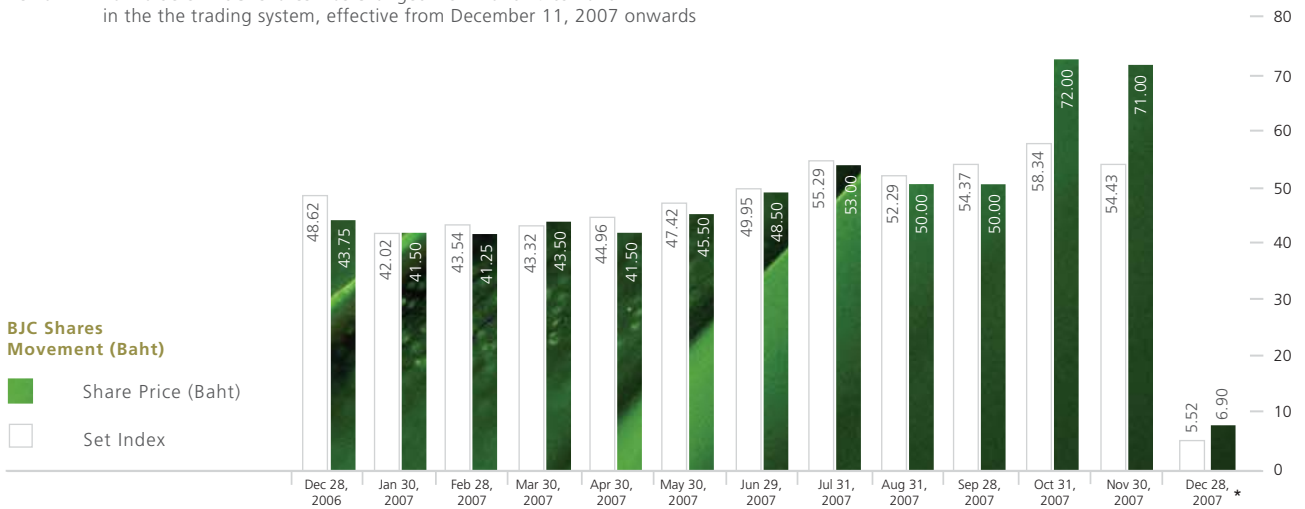
Faced with rising production costs and declining purchasing power in line the slow economy, together with more rigid regulations, the sales of our consumer products business was effected but still came through satisfactory at yearend.

During the year, the Company restructured its Technical and Industrial Products Group by renaming BJC Trading Company Limited to BJC Healthcare Company Limited to focus on medical and hospital equipment. BJC Engineering Company Limited was changed to BJC Industrial and Trading Company Limited with a capital increase of Baht 240 million and contain the stationery and graphics businesses. This new company also includes construction material and engineering businesses which have been made leaner, leaving in its portfolio only merchandise with strong potential for long-term survival.

Later in the year, the Company acquired 50% of the stocks of the aluminum can production business under Thai Beverage Can Limited to build on the success of that business and raise the revenue and profit for the Company. Meanwhile, our shareholders gave their approval to the reduction in our par value from Baht 10 to Baht 1 each, which won good market responses. As a result, our stock price has risen sharply amid high liquidity.

For our remarkable performance this year, the management expresses its sincere appreciation to our customers, business allies, shareholders and more than 4,000 employees for their support and encouragement, which have proved vital to strengthening our commitment to doing a better job of managing the Company.

Remark \* Par value of "BJC" shares was changed from Baht 10 to Baht 1 in the the trading system, effective from December 11, 2007 onwards



## 2007 Performance Highlights

### Financial

Group revenue as at December 31, 2007 stood at Baht 19,399 million, a rise of 8% from the previous year. Net profit amounted to Baht 1,255 million, a rise of 27%.

### Dividend

The Company is going to pay a dividend of Baht 0.36 per share, equivalent to 45.57% of net profit after tax for the year.

### Share price

After changing its par value from Baht 10 to Baht 1, Berli Jucker shares ended the year at Baht 6.90 each.

## Core Business Performance Overview

### Packaging Business

Sales of glass products surged by 4% in line with the rising demand for glass bottles in the spirits, beer and food businesses, the fuel cost reduction measure and lightweight bottle production, and the price increase for major customers. As a result, our net profit rose substantially in 2007.

Meanwhile, the rigid plastic container business of joint-venture Berli Dynaplast maintained its solid performance with a 12% rise in sales and 24% rise in profit.

With an investment of nearly Baht 1,600 million, Thai Glass Industries PLC is undergoing capacity expansion by 434 tons per day, which is expected to come on stream in July 2008.

### Consumer Products and Logistics

BJC Cellox experienced improved operating performance in terms of sales and net profit. Aside from domestic sales there were also exports to Singapore, Vietnam, Cambodia and Laos.

Rubia Industries continued its consistently satisfactory performance with a 10% rise in sales.

Affected by elevated energy and raw-material costs, together with intense competition, BJC Foods was able to finish the year with a satisfactory revenue. New machines for extruded snack production, were recently put on test run and will come into production in 2008.

While BJC Marketing achieved impressive sales of Parrot soaps in 2007, it still needs to improve its distribution of third-party consumer products.

### Logistics

The gross revenue and profit of Berli Jucker Logistics continued to be sound, with its net profit registering 32% growth from last year. Meanwhile, the company was able to develop more customers for transport and customs clearance services.

### Technical and Industrial Products

The sales performance of medical and hospital equipment under BJC Healthcare was exceptional in 2007 in both sales volume and profit.

The Graphic Systems and Stationery divisions under BJC Industrial and Trading overcame a sluggish market and intense competition and registered impressive results.

Food and flavor additives from Berli Jucker Specialties, meanwhile, achieved satisfactory results.

In the wake of business restructuring, Engineering products look set to improve in sales along with Thai-Scandic Steel, which did well in 2007 and is likely to expand considerably in 2008 in both domestic and export markets.

### Human Resources

The Berli Jucker Group of Companies is convinced that its people represent a vital factor for its past success, which is why it regards human resource development on par with other organizational development issues. BJC's performance in 2007, summarized below, reflected this statement.

Thanks to E-Recruitment development, we have continuously evolved and improved our recruitment process, which is why we managed to save both time and other resources otherwise wasted in traditional recruitment methods. What was more, recruitment efficiency and speed have been vastly improved through on-line candidate applications, while the streamlined interview process has enabled us to select more suitable candidates.

BJC's training and development are designed to enhance our personnel's skills, knowledge and competency to cope with fast-paced business expansion in future.

Our compensation management enables us to retain valuable personnel through three fundamental factors – performance and responsibility, the annual wage and compensation survey of the labor market and motivation principles based on performance, salary increment and promotion.

Our commitment to taking care of people through noticeable improvement in labor relations earned BJC an award for labor relations and welfare from the Department of Welfare and Labour Protection, Ministry of Labour, presented on September 10, 2007. Naturally, we are very proud of this recognition and pledge to remain committed to the improvement of our human resource management for even greater success.



## Corporate Social Responsibility

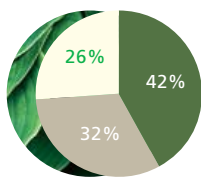


We not only value our employees, but also value our social responsibility. Every year BJC allocates a budget for public service with a focus on education. It was in 1982 that we formed the Berli Jucker Foundation for this purpose and have since donated 23,483,050 baht in scholarship awards.

Our projects to help needy schools have extended assorted assistance for the past eight years, including erection of buildings and donation of educational tools and supplies, including tables, chairs, and personal computers. In 2007, BJC dedicated its budgeted assistance to Muangnoi Pracha Samakkhi School, Amphoe Ta Khli, Nakhon Sawan, in the form of a building, a multipurpose ground and educational tools and supplies. The handover ceremony took place in March 2008.

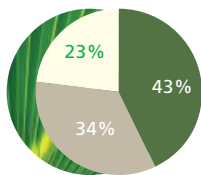
As regards to other charitable deeds, BJC regularly donates medical equipment, its merchandise, food items and other appliances to public and private agencies and our employees donate blood through The Thai Red Cross Society every three months.

## Contribution to Consolidated Sales



**2007**

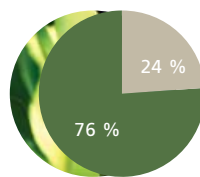
- ▲ Packaging
- ▲ Consumer Products and Logistics
- △ Technical and Industrial
- ▲ Others (0%)



**2006**

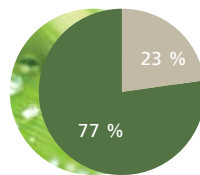
- ▲ Packaging
- ▲ Consumer Products and Logistics
- △ Technical and Industrial
- ▲ Others (0%)

## Berli Jucker's Consolidated Sales Mix



**2007**

- ▲ Owned or Controlled
- ▲ Third Party



**2006**

- ▲ Owned or Controlled
- ▲ Third Party

## Own Brands

### Tissue Paper Products :

- Cellox
- Zilk
- Belle
- Dion
- Maxmo
- Melona
- Yori

### Snack Food Products :

- Tasto potato chips
- Party caramel extruded snack and caramel coated popcorn
- Campus chocolate extruded snack
- Bitee rice pellet snack
- Dozo rice cracker

### Personal Care Products :

- Parrot Gold bar and liquid soap
- Parrot Botanicals bar and liquid soap
- Ka-La bar soap, shower scrub
- Diva breast firming creme, slimming creme

### Technical :

- B-Jay stationary products

## Agencies' Brands

### Packaging :

- |                   |                    |                                     |                     |                 |
|-------------------|--------------------|-------------------------------------|---------------------|-----------------|
| • Chang Beer      | • M-150            | • Nescafe                           | • Mae Sri           | • Mae Jin       |
| • Chang Light     | • Supreme          | • Mae Pranom                        | • Takrai            | • Aroy-D        |
| • Chang Draught   | • Spy              | • Nguan Chiang                      | • Mabin             | • Taste Nirvana |
| • Archa Beer      | • P. Cooler        | • Roza                              | • Hi-Q              | • Pan           |
| • Heineken Beer   | • Sprite           | • Golden Mountain                   | • Sukhum Panich     | • Sun Sauce     |
| • Mittweida Beer  | • Coke             | • Choice                            | • Doikam            | • Chang Thong   |
| • Asahi Beer      | • Fanta            | • Pantai Norasingh                  | • Imperial          | • Chua Ha Seng  |
| • Tiger Beer      | • Pepsi            | • Or Sor Ror                        | • Tiparos           | • Nam Jai       |
| • Phuket Beer     | • Seven-up         | • Maggi                             | • Takee Yan Wal Yun | • Rajah         |
| • Cheers Beer     | • RC Cola          | • Maxchup                           | • Sriraja Panich    | • Tra Koong     |
| • Mekhong Whisky  | • RC Royal         | • Chao Koh                          | • Suree Interfood   | • Grand Monte   |
| • SangSom Whisky  | • Bireley's        | • Mae Ploy                          | • Moradok           | • Haa Maa       |
| • Crown 99 Whisky | • Sun Crest        | • Yan Wal Yun-<br>Healthy Boy Brand | • Exotic Food       | • Vidhayasom    |
| • Blue Whisky     | • Vitamilk         | • Mae Krua                          | • Pure Foods        | • Sara          |
| • Hong Thong      | • Chang Soda Water | • Gold Label                        | • Oyster Fish Sauce | • Penpark       |
| • Blend 285       | • Chang Water      | • Squid                             | • Chon Thong        | • Vejpong       |
| • White Spirit    | • Brand's          | • Sinsamut                          | • Kaset Brand       | • Morseng       |
| • Sponsor         | • Veta             | • Heinz                             | • Tesco             | • Waugh's Curry |
| • Krating Daeng   | • Bezz             | • Best Foods                        | • Pichai            | • Super Save    |
| • Carabao Daeng   | • Hale's Blue Boy  | • UFC                               | • Lobo              | • Leader Price  |
| • Sun Spark       | • Ovaltine         |                                     | • Cook Thong        | • Kung Thai     |
|                   |                    |                                     |                     | • Penta         |
|                   |                    |                                     |                     | • Por Kwan      |

## Technical and Industrial :

### Medical

- 3M
- Ansell
- Astellas
- Bayer Shering
- BioPro
- Bio Sidus
- BPL
- CJ Corp.
- Daito
- Eurodrug
- Genzyme
- Kaketsuken
- Laerdal
- Mala
- Medigloves
- Micro Lab
- Pharmathen
- Pierre Fabre
- Primala
- Schwarz
- SciGen
- SK Chemicals
- SMB
- SPB Pharma
- Synthon

- Teijin
- Tiekco
- UAS
- Union Micronclean
- Upha

### Technical Imaging

- AC International
- Agfa
- Aloka
- Alsius
- Angiotech
- CEA
- Chattanooga
- CSZ
- BARD
- Diter
- EBM
- EMS
- Hologic
- Huntleigh Healthcare
- Imacon
- Leica
- Lisa Laser
- Magstim
- Martin

- Microtex
- Richard Wolf
- Schaerer
- Shimadzu
- Sonosite
- Stryker
- VIASYS Healthcare

### Graphic Systems

- Agfa Graphic Systems
- HP Indigo
- KIS Photo - Me

### Stationery

- 3 M
- Copal
- Double A
- Polaroid
- STABILO
- UHU

### BJC Specialties

- Adichem
- Aquea Scientific
- Aspac Oil
- Atrium Biotechnologies

- Bakels
- Barlocher France
- Bell Fragrance
- Caffaro
- Chimexim S.A.
- Creations Couleurs (CIT)
- Climax
- Cosmetochem
- Dairy Gold
- Danisco
- Droste
- DKM
- DSM
- Dupont
- Dutch Cocoa
- Elco
- Firmenich
- GB-I
- Habich
- Halagel
- Ingredia
- IQF
- Jainsons
- Jan Dekker
- Jingjiang Hongtai

- Kemira Chem Solution
- King Industries
- Laboratories PROD'HYG
- Loders Croklaan
- Lotus Gums & Chemicals
- Majulah Koko Tawau
- Malt Company
- Metal Working
- Morakot Industries
- Petroferm Inc.
- R.T. Vanderbilt
- Rebiere
- Senbel
- Shandong Dongyue
- SRF
- Tate & Lyle
- Thermphos
- Temco
- T.T. International
- United Coconut
- Vanessence
- Welding

### Construction and Engineering

- ACL
- AKAPP
- Albany
- Chase
- Columbus Mckinnon
- Kelly
- Fairbanks
- Hoppecke
- J.D. Neuhaus
- Morris
- Raynor
- Richard Wilcox
- Siemens
- TDC
- Woma
- Yale

## Food Consumer Products :

- Chitralada UHT milk
- Droste cocoa powder
- Mission milk power
- TCB canned seafood
- A-Tip UHT coconut milk
- Kato fruit juice with Nata de coco
- Fermipan Yeast

## Non-Food Consumer Products :

- Dermapon liquid soap/Baby products

## Operational Review

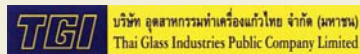
### PACKAGING

#### ▲ BJC Glass

(Berli Jucker Glass - a Division of Berli Jucker) Markets and Distributes:

Glass containers for

- Beer
- Whisky
- Soft drinks
- Energy drinks
- Electrolyte
- Soda water
- Drinking water
- Wine cooler
- Fruit juice
- Foods
- Pharmaceutical/ I.V. Solution/ Vaccine closures



(Thai Glass Industries Public Company Limited - 98.58% owned Subsidiary of Berli Jucker) Manufactures :

Glass containers for

- Beer
- Drinking water
- Electrolyte
- Energy drinks
- Foods
- Wine
- Pharmaceuticals
- Soda water
- Soft drinks
- Whisky



(Thai Beverage Can Ltd.

- 50% owned Subsidiary of Berli Jucker)

Manufactures, Markets and Distributes :

- Aluminum cans
- Aluminum ends



(Berli Jucker Dynaplast Limited

- 49% owned Associate of Berli Jucker)

Markets and Distributes:

Rigid plastic containers for

- Cosmetic and toiletries
- Dairy and foods
- Lubricating oil

### CONSUMER & LOGISTICS

#### ▲ BJC Marketing

(BJC Marketing Company Limited - 100%/ owned Subsidiary of Berli Jucker)

Markets and Distributes :

- Bar soap and liquid soap
- Canned foods
- Fruit juice
- Cocoa

#### ▲ BJC Cellox

(Berli Jucker Cellox Ltd. - a 92.21% owned Subsidiary of Berli Jucker)

Manufactures, Markets and Distributes

BJC brands of :

- Toilet tissues
- Facial tissues
- Disposable towels
- Napkins



(Rubia Industries Ltd. - 99.70%

owned Subsidiary of Berli Jucker)

Manufactures and Markets

BJC brands of :

- Soap
- Shower cream
- Chocolate

Manufactures on behalf of other brand owners :

- Candy
- Chocolate
- Bar soap
- Hair care cosmetic
- Skin care cosmetic

#### ▲ BJC Foods

(Berli Jucker Foods Limited - 100% owned Subsidiary of Berli Jucker)

Manufactures, Markets and Distributes

BJC brands of

- Sweet and salty snack food e.g. potato chips, extruded snacks and rice crackers

#### ▲ BJC Logistics

(Berli Jucker Logistics Company Limited - 100% owned Subsidiary of Berli Jucker)

Is a leading provider of intergrated Supply Chain and Logistics solutions (including Warehousing, Inventory management and National transport distribution, and licensed Customs Brokerage services) tailored to the needs of individual client businesses (being BJC trading companies and external third parties).

Our professional service is ISO 9001 :2000 Certified with our Quality policy focused on working in partnership with our clients to deliver quality service and value to both parties.

### TECHNICAL & INDUSTRIAL

#### ▲ BJC Healthcare

(BJC Healthcare Company Limited - 100% owned Subsidiary of Berli Jucker)

Comprises :

##### Medical

(a Division of BJC Healthcare)

Markets and Distributes :

- Pharmaceuticals
- Hospital supplies
- Healthcare products

##### Technical Imaging

(a Division of BJC Healthcare)

Markets and Distributes :

- Diagnostic ultrasound systems
- Mammography systems
- Bone densitometer
- Fetal heart rate monitors
- Surgical operating microscopes
- Operating lamp & electrosurgical unit
- Surgical Navigator
- Endoscopy products
- X-ray Equipment/Mobile X-ray/Digital Fluoroscopy
- Operating table
- General surgical instruments
- X-ray film
- Surgical holmium laser
- Intracorporeal lithotripsy
- Physical therapy equipment
- Transcranial doppler
- EMG, EEG
- Transcranial magnetic stimulation
- Hypo-hyperthermia system
- Advanced temperature technology Systems

#### ▲ BJC Industrial and Trading

(BJC Industrial and Trading Company Limited

- 100% owned Subsidiary of Berli Jucker)

Comprises :

##### Graphic Systems

(a Division of BJC Industrial and Trading)

Markets and Distributes :

- Digital offset printing machines
- Digital analog printing plates
- Film

##### Stationery Products

(a Division of BJC Industrial and Trading)

Markets and Distributes :

- Stationery products and office supplies
- Digital photo printer
- Battery charger and batteries

## TECHNICAL & INDUSTRIAL

### ▲ BJC Specialties

(Berli Jucker Specialties Limited - 98.30% owned Subsidiary of Berli Jucker)

Markets and Distributes :

Raw Materials and Ingredients

- Bakery
- Beverage
- Coatings
- Construction
- Cosmetics
- Dietary supplement
- Feed
- Food
- Flavors
- Fragrances
- Healthcare
- Nutraceuticals
- Lubricant & Grease
- Pharmaceuticals
- Petrochemicals
- Refrigerants
- Savory
- Specialty Solvents

## TECHNICAL & INDUSTRIAL

### ฿ Thai-Scandic Steel Co., Ltd.

(Thai-Scandic Steel Company Limited 99.82% owned Subsidiary of Berli Jucker)  
Engineering Design, and Manufacturing of Galvanized steel structures :

- Transmission Line Towers for electrical power transmission and distribution
- Telecom Towers for communication networks
- Steel structures support for substation
- General steel structures for industrial buildings and plants.
- Design and detailing drawing services
- Hot dip Galvanizing services

## INFORMATION TECHNOLOGY

### TCC TECHNOLOGY

(T.C.C. Technology Company Limited - 34% owned Associate of Berli Jucker)  
Offers high availability Data Center infrastructure services and 24/7 monitoring of mission critical systems with a main business focus of providing a comprehensive range of managed hosting and internet infrastructure solutions designed to meet the needs of organizations looking to outsource their information technology requirements.

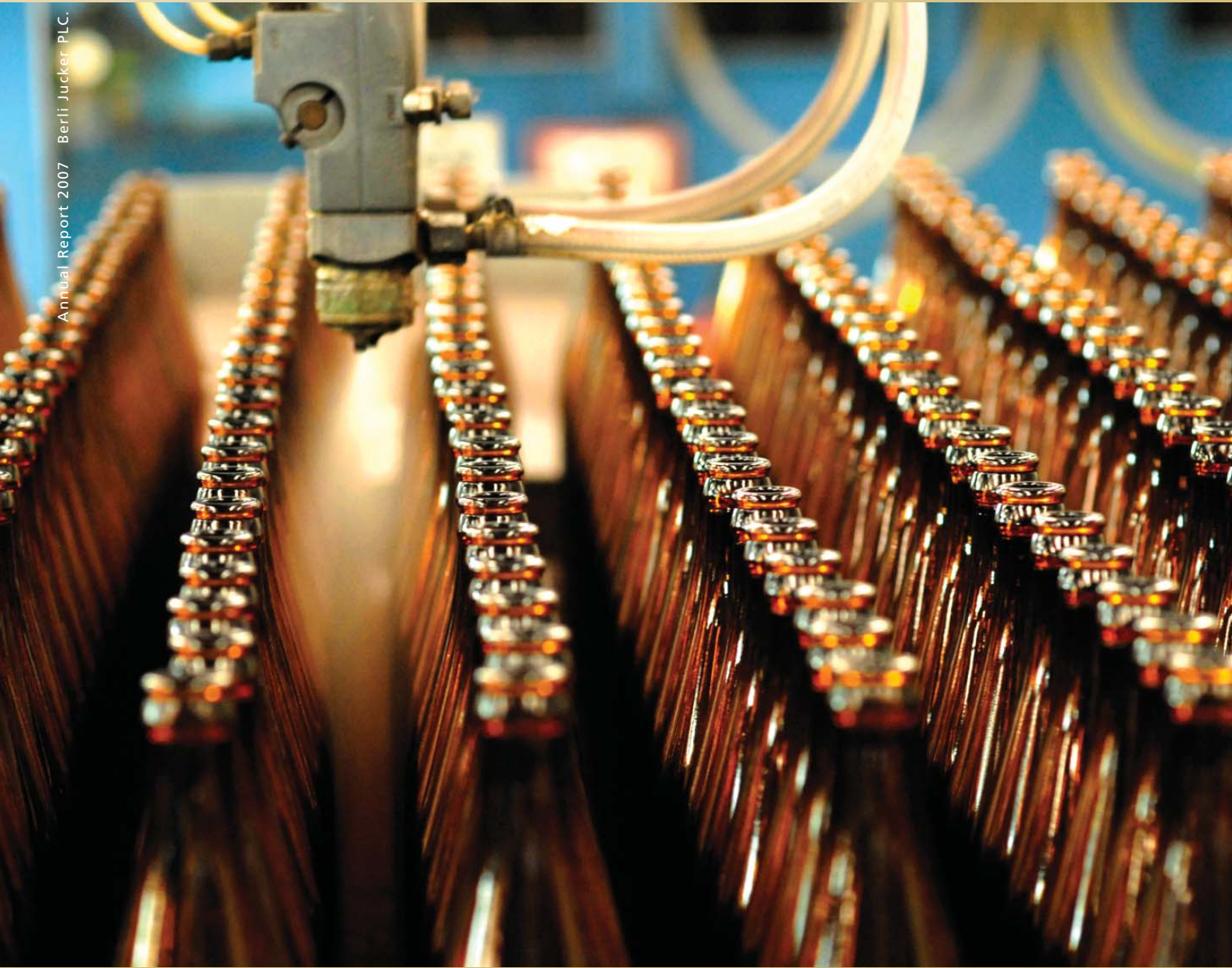
## CONSTRUCTION & INDUSTRIAL

### Engineering

(a Division of BJC Industrial and Trading Company Limited - 100% owned Subsidiary of Berli Jucker)

Designs, Supplies, Assembles and Services :

- Electrical Crane and Hoist
- Tools for Electrical Crane and Hoist
- Material Handling System
- Programmable logic controller
- Battery and charger (Power Plant & Stationary backup)
- Turn Key Process automation and electrical project
- Industrial weighing scales
- High speed and Industrial doors
- Dock leverler and Racking system
- Metal forming machine
- Hand pallet truck
- High pressured pump



## Packaging Products Group

2007 was a good year for BJC Glass as the market demand for glass containers, which had picked up since the third quarter of last year, continued its momentum throughout the year. Sales revenue increased 7% over the previous year as a result of the rising demand from Thai Beverage Plc and major food customers, as well as additional business from our introduction of lightweight one-way beverage bottles.



## BJC Glass

Despite strict government restrictions on the sales and advertising of alcoholic drinks, the sales of our beer containers increased from 2006 due mainly to the strong demand for Chang beer.

The sales of our whisky containers surged from the previous year due to the rising demand for white spirits and Hong Thong whisky.

Driven by the strong demand for cordial and ketchup/chili bottles, Brand's essence, and Nescafe coffee jars for both the domestic and export markets, the growth of the food-container group continued unabated.

Meanwhile, the strong demand from our major customers in the soft drink industry and additional business from our introduction of lightweight one-way beverage bottles resulted in a sizeable rise from 2006.

Despite the additional business from Carabao Daeng, sales of energy-drink containers declined from 2006 due to the lower demand for Krating Daeng and Wrangyer, as well as our capacity constraint.



The lower market demand and a share loss to competition brought about an unfavorable sales performance for the electrolyte container group during the period under review.

Finally, the sales of one-way Chang soda containers declined from 2006 due to our capacity constraint.

In all probability, 2008 will be a challenging year for BJC Glass. Capacity expansion by existing players and new entrants as well as the rising costs of energy and other major raw materials will make the glass container market highly competitive.





## Thai Glass Industries Public Company Limited

On the whole, Thai Glass Industries Public Company Limited fared significantly better than last year in manufacturing costs and production efficiency. In addition, we managed to increase prices charged to our major customers.

In 2007 the company's sales increased 4.2% from last year and its net after-tax profit was approximately Baht 174.9 million, or an increase of 377%. Apart from the price increase, our improved performance resulted from efficient production management and expenditure control.

Furthermore, major initiatives supporting superior performance were taken as follows:

- o We fully switched to natural gas in furnaces andlehr annealing at our Bang Plee plant throughout the year, resulting in significant energy saving.
- o The 115 kV electrical substation at our Bang Plee plant eliminated intermittent outages, resulting in improved efficiency of power distribution over 24 kV and cost saving.
- o We produced lightweight bottles to expand in the non-returnable segment, such as soft drinks.
- o We focused on adding capacity utilization for each furnace.



As regards to capital expenditure, the company rebuilt BP2 Furnace to improve its condition and capacity for full production efficiency. Thai Glass still maintains its quality of products and constantly continues to invest in modern inspection equipment.

The Board of Directors approved an investment on BP5, a new line of production with a capacity of 434 tons per day, at Bang Plee plant to support future expansion of the glass container market. We expect BP5 to begin production in July 2008.

In addition to receiving ISO 9001:2000 certification for our Rajburana and Bang Plee plants, we won ISO 14001:2004 certification at the former from Bureau Veritas Quality International (BVQI). This guarantees our commitment to product quality and environmental stewardship. Thai Glass uses TQM (Total Quality Management) to improve quality and reduce costs, including continued improvement of personnel knowledge and competency to add to its competitive potential.



## Berli Dynaplast Co., Ltd.

After a very successful year in 2006, Berli Dynaplast continued to perform well in 2007 as its sales and profit rose 12% and 24% respectively. This growth was contributed to by new products and new customers acquired in 2007.

To strengthen its presence in the food segment, Berli Dynaplast installed a new unit to produce multi-layer bottles for food products. Thanks to the most advanced technology, the freshness of the ingredients and flavors contained are kept original and natural for a much longer shelf life. In addition, aware of the slowdown of the local demand, we sharply raised the export sales volume in 2007, thereby enabling our plant to run at economy-of-scale levels and become exceptionally cost-effective. By implementing aggressive productivity improvement programs and stringent control of major overhead costs, greater production efficiency and cost savings were accomplished. Our profitability therefore improved satisfactorily in 2007.

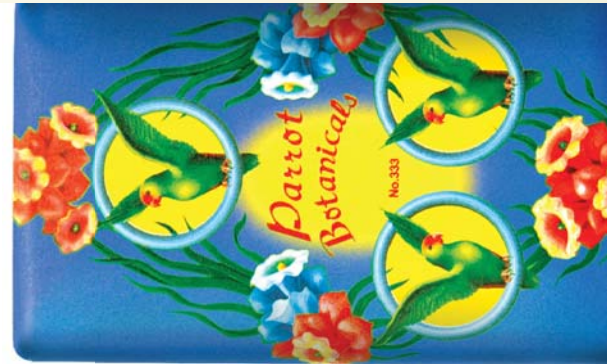
To leverage our leadership of the plastic-container business, apart from the attained ISO 9001:2000, on-going TQM, and Lean Manufacturing process, we achieved GMP Certification from SGS and TUV. According to our major customers, our operation reliability remained outstanding. These sound manufacturing practices made us a preferred supplier for well-reputed multinational companies that demanded high quality and premium services.

In 2008, anticipating the escalating costs of plastic resins, energy, and other operating expenses in line with elevated world oil prices, we have implemented strict measures while working along with customers on several initiatives to stay competitive in the market.

With various projects in hand and despite the currently unfavorable economic situation, Berli Dynaplast still anticipates a bright prospect and a challenging year in 2008. We also look forward to investing to expand our capacity and upgrade production lines to fulfill customers' needs, now and in the future.

# Consumer Products Group







## BJC Marketing Company Limited

In 2007, our total sales declined by 4% from the previous year. Third party business declined by about 13% because of some terminated brands, although the active ones still grew robustly. Parrot products continued to grow by 11%. Wine sales dropped sharply, as we phased out our wine business.

### Personal Care Business

During the year, higher fuel and material costs severely effected soap production costs while we also faced increasingly intense competition, including price cuts, advertising, and continuous sales promotion from major competitors. Major sales came from Parrot Botanicals and Parrot Gold – our key products – with growth of 11% whereas the total bar-soap market grew only by 5%. To expand our consumer base, the company implemented two strategies:

1. Creating Champaka variant awareness and trial use of Parrot Botanicals.
2. Increasing distribution to cover more outlets.

In addition, the company leveraged selective media to reach direct target groups, enabling it to rise to number two in the market, especially through the sales of Jasmine fragrance (yellow) and Champaka fragrance (orange). Meanwhile, sales of Parrot Botanicals (Unique Botanic variant) kept growing.

On the other hand, in our shower cream market, buffeted by intense competition and high media costs, the sales of Parrot Gold failed to grow in comparison with the market growth of 5%. This is a critical concern.



Parrot soap shared social responsibility through the Parrot Bicycle Library Project which donated 800 bicycles to 80 schools located in remote areas nationwide as the company's dedication to His Majesty the King on his 80th Birthday Anniversary.

#### Third Party Business

Mission powdered milk has been out of the market since the fourth quarter of 2007 as a result of shortage of powder milk caused by global warming. Nevertheless, key active brands recorded favorable sales growth. For instance, TCB reported sales growth of more than 49% and Kato 119%. Droste cocoa and Fermipan yeast featured continuous growth at organic rates. On the other hand, Dermapon faced a declining trend, mainly caused by the lack of brand building and market activity. However, at the end of the year, consumer research was conducted to explore opportunities to expand our business further.

In 2008, for the Personal Care business, the key aim is to continue our drive in building sales growth and increase the distribution of Parrot soaps. To this end, we will support strategic, cost-effective marketing initiatives to satisfy the needs of consumers and trade partners. Also, the company will invest more to better understand consumers' needs.

As for the Third Party business, the company will continue to build competitive advantages of our brands and enhance the professionalism of sales and marketing staff. At the same time the company will develop high-potential brands to complement our portfolio and synergize them with our strength to distribute fast-moving consumer products through retail channels.



### Rubia Industries Ltd.

In 2007 our total sales were up 10% from the preceding year, with a major portion coming from Parrot Botanical bar soaps, which grew 13%. Parrot soaps, with 20% sales growth, also contributed despite a 26% decrease in export sales. Export of Parrot soaps to Laos grew by 40% over 2006 with market penetration into Vietnam and the south of China.

The revenue derived from our contract manufacturing business in 2007 rose 11% from that recorded in 2006. The bulk of the earnings were contributed by Avon, Dettol soap, Degaze, Natrix, Chocolates and Sugus. Acquired





by Wrigley, Sugus is a much revitalized brand with sales on the upswing and is produced by the company for export to Taiwan, Philippines, Malaysia and Vietnam. the company also won new contract businesses from Beiersdorf (Thailand) and Bio-Manufacturing to manufacture products under the well-known brands 'Nivea' and 'Benice' respectively.

Our initiatives to manage production in keeping with the GMP, ISO 9001, HACCP, and TQM standards further developed through 2007. Soap and confectionery plants were upgraded and capacity expansion undertaken to cater more efficiently to customers' needs in both volume and service. Moreover, productivity and quality improvement programs, as well as cost-saving programs implemented under our TQM schemes, made good progress and will be further improved in 2008.

Meanwhile, the company will continue to stress product development to ensure not just the delivery of prompt service but a proactive, positive attitude in dealing with customers to take advantage of market opportunities. To do so, the company will develop the capabilities and competencies of our key staff through training programs and job rotations so that our overall operating efficiency will rise to cope with the tough, competitive challenges ahead.



## Berli Jucker Cellox Ltd.

In 2007, our total revenue grew by 10.6% and after-tax net profit grew by 323% over 2006, a difficult year, despite soaring pulp and energy costs. Our focus was put on energy cost reduction, substitution of lower-cost pulp, and price improvements.

Production efficiency, especially at our new Prachin Buri plant, has now met the target level. The company succeeded in improving the average prices by introducing several premium-product items while aggressively pushing the sales volume of finished products to catch up with the increased capacity brought about by the addition of the new plant.

Sales through domestic retail channels posted strong growth over last year despite strong market pricing competition. The key success factor was a rise in sales of more premium products recently launched from our new plant, such as the Yori multicolor printed product line for out-of-home (mobile) consumption by young consumers and Maxmo all-purpose towel for household application. In all printed-tissue product categories, Cellox has now firmly established itself as the segment leader. This strategy has also enabled Cellox to grow its printed-product segment from 7% to 10% of the total tissue market in 2007.

Sales through domestic institution channels were also significant, especially with strong upcountry growth due to the improved performance of our nationwide agent network that captured new market opportunities. New products that reduced customers' costs-in-use were well received.



For export markets, our performance was suppressed by the appreciated Thai Baht. However, the company raised prices and shifted product sales mix to more premium-priced products, which more than offset the impact of the Baht. Our main strategy is to concentrate on the medium and high-end market segments to improve profit margins against rising costs. In Singapore, we have made inroads into the Cold Storage supermarket chain, which catered to high-end customers, and introduced our premium products to add to our presence in the largest Singapore's retail chain, NTUC. Meanwhile, Cambodia and Laos have shown promising growth after the introduction of fancy printed products and Yori out-of-home product lines. In Vietnam, our expansion of distribution to the provinces and focus on modern trade have started to pay off.

In 2008, the company will be focusing on improving pricing through product-mix improvement and selective price increases to cope with the continued increase in pulp prices. In the plant, more investment will be made to reduce energy consumption and automation will be increased in packaging equipment to reduce long-term production costs.



BJC Foods is strongly determined to grow its profitability with robust integrated business plans for current product, innovations, and promotions.



## Berli Jucker Foods Limited

2007 was another tough year for BJC Foods due mainly to the continued increases in major raw material costs, fuel prices, and intense competition from key competitors. Though BJC Foods was very active through the year with new product launches, re-launches, and consumer promotional campaigns, stagnant sales growth resulted while NOPAT recorded a 15% drop from last year.

The company has launched assorted marketing campaigns to promote branding and consumption, including new flavors of Tasto: Honey Mustard and Pla Sam Rod, a re-launch of Dozo, in-bag premiums for Campus, and consumer promotion for Party. The campaigns were very successful, especially for extruded products (Campus & Party), while the re-launch of Dozo performed moderately. Tasto's performance, meanwhile, remained comparable to that of the previous year, against the highest frequency in the number of launches by competitors together with their skyrocketing spending in media and promotions, not to mention the potato supply shortage in the fourth quarter.

As generally known, 2007 was a year of cost increases. The prices of most major raw materials rose drastically, especially palm olein, flour, cocoa powder and milk fat. BJC Foods has implemented many cost-saving programs,



which eventually maintained both product costs and quality. Besides these cost-saving programs, a significant foreign-exchange gain helped the company maintain its profitability.

Installation of a new extruder machine was completed and a trial run performed. The machine will be in operation in 2008 to expand the new product line in savory extruded varieties and also improve the consistency of existing sweet extruded products.

Several regulations regarding snack consumption were issued during the year: a prohibition of premiums in bags, compulsory insertion of nutritional facts, a new advertising rule against using characters or celebrities endorsement for children's TV program. BJC Foods has complied with these regulations in all its activities for the benefit of consumers.

Because of the rises in raw material costs, 2008 appears to be another tough year. BJC Foods is strongly determined to grow its profitability with robust integrated business plans for current products (Tasto, Dozo, Party, Campus, Bitee Nano), innovations, and promotions. What's more, plant improvement, rigorous cost-reduction plans, more efficient potato farming, and supply-chain sourcing management programs would prove vital for business growth and deliver attractive profitability.



# Technical & Industrial Products Group

We are committed to not only providing quality products at affordable prices but also to introducing new advanced medicines, new technology in hospital equipment, and continued improved service.

DKS 1



In September this year, BJC Medical and BJC Technical Imaging divisions were combined into a focused health care company, known as BJC Healthcare Company Limited, with the aim to become Thailand's leading full-service provider of medical and hospital equipment, software, supplies and technical services.

## Medical

Despite strong competition in government e-auctions and regional procurement tenders, Medical Division continued to enjoy double-digit growth. The significant sales growth of key products from a.o. Bio Sidus, Genzyme, Astellas, BPL, Pierre Fabre and Eurodrug Companies, as well as the launch of first generic human insulin from SciGen Company, contributed to the successful year of the Division.

For vaccines, the company won tenders for the supply of Japanese Encephalitis vaccines to the Department of Disease Control of the Ministry of Public Health. Furthermore, it won a tender from the Thai Food & Drug Administration for the supply of anti-obesity drugs.

In medical supplies, sales were seriously affected by the fire at Medigloves' factory in early 2007. Fortunately, the increase in tender awards for Laerdal's products and new gloves from Saha-Boonthong compensated for such sales loss. The launch of Medigloves and Mala Guard in early 2008 is expected to bring about dramatic growth for the company's glove business.

Healthcare sales of 3M wound-care products, Ansell condoms and anti-diarrhea medicine maintained consistent growth in both drugstores and modern trade channels.

The dramatically increased sales in Cosma Medical in 2007 reflected a very successful year of representing quality generic products from suppliers in Korea, India, Argentina, Malaysia, Belgium, and Poland.



## Technical Imaging

Technical Imaging continued to grow faster than the industry in 2007 by posting solid revenue growth of 19%. The growth was principally driven by rising demand for advanced medical equipment by private and public hospitals to meet competing customers' expectation of high-quality standard healthcare and services.

Medical Diagnostic and Hospital Equipment remained key contributors, with robust sales growth figures of 28% and 23% respectively, mainly because of successful import rates of innovative and economically priced products, as well as line extensions from strong product portfolios, e.g., Mammography Systems for breast cancer detection, Digital X-ray Systems, Picture Archiving and Communication System (PACS), Ultrasound Systems, Surgical Operating Microscopes and Endoscope products. Equipment Maintenance and Support Services significantly contributed to the growth as well, thanks to successful efforts in increasing service contract penetration.

Conventional X-ray film sales, supported by Baht appreciation, also posted a modest rise of around 6% over the previous year despite the contracting market due to continued transition to digital technology.

The Government's successful efforts in promoting Thailand as a regional medical hub as reflected in the sharp rise of medical tourism to Thailand, combined with the expected increased government budget spending, will be the key stimulus to further growth in demand in 2008.





## Graphic Systems

In 2007, Graphic Systems Division continued its momentum, supported by the transition from analogue to digital. The sales of digital plates grew by 25% with improved plate technology. The digital plates are now widely used and accepted in the market due to the demand for higher printing quality, currently achievable only through digital plates and despite their slight price reduction. For the graphic-art film business, even though the market is being replaced by digital technology, the Division was still able to gain in market share and increased sales by more than 50%.

The retail market for HP Indigo digital printing machines was quiet, as many investors preferred to wait and see political and economic resolution. However, during the year, the Division successfully penetrated into the industrial segment. The first-in-country WS4500 was installed into a leading label and packaging house, as our start to cracking the label market.

Agfa computer-to-plate sales were slightly lower than last year, and we expect revived sales from the newspaper sector, in particular, in 2008.

In the middle of the year, the Division introduced a new product from France, the KIS Photo Book, which is a revolution in the photo industry, as it can automatically bind beautiful photo books in a couple of minutes.

To us, 2008 looks promising and is the year of 'DRUPA', the largest printing trade show in the world, organized every four years. We expect that this show will not only generate strong demand for machinery but also stimulate the investment atmosphere. In addition, the new consumable products from Agfa, which are environmentally friendly, will add to sales and bolster printers that want to lead the environmental campaign.



- 80 glue pads
- repositionable
- quick & clean
- 80 lepící polštářky
- odstranitelné a opakovaně použitelné
- rychlé a čisté lepení
- 80 ragasztó kocka
- visszaszedhető
- gyors & tiszta



**UHU®**

**patafix**



## Stationery

Our Stationery business achieved slight growth over the past year amid various unfavorable political and economic factors – notably rising fuel prices – affecting demand in general.

As their purchasing power declined, consumers were more prone to price sensitivity. Thus, competition intensified, particularly that from locally manufactured products, cheap non-branded products from Asian countries and the growth in house-brand products.

Despite these external factors, our high-quality writing products, notably Stabilo Point 88 and Pen 68 pens, had a very successful year with strong growth supported by various marketing activities, including selected school tours in major cities nationwide and targeted TV advertisement.

Sales of glue and related products continued to be affected by cheaper products, branded and non-branded, particularly house brand products. The launch of our 'Young Creative Range', as well as the re-launch of our UHU 'Super Glue', combined with the generally strong brand name of UHU maintained satisfactory growth.

Paper products from Double A continued its satisfactory achievement this year through our consistent launch of new trendy designs and product line expansion to stationery-related products, like files and folders. Sales of 3M tapes and Post-it notes also performed well.

The digital and instant-printing paper group performed above expectations, mainly supported by the extra supply of imported instant film and the stronger performance of self-service photo booths at Suvarnabhumi International Airport.

Through various marketing activities planned, including interactive school tour activities, university road-shows, and further investment in TV advertisements, the overall prospect for the coming year seems promising.



## Berli Jucker Specialties Limited

2007 was another year where Berli Jucker Specialties met its targets and increased sales satisfactorily despite economic difficulties.

Our Specialty Ingredients Division showed very good performance through sales of food ingredients from a.o. Danisco, DSM, DFS, Tate & Lyle, Thermphos and IOI Loders Croklaan. Adding to our food ingredient portfolio is Firmenich flavors, one of the world's leaders, after their acquisition of Danisco Flavors Division in the middle of 2007. The flavor business will complement our already extensive food ingredients to further strengthen our sales and applications.

Cosmetics and Healthcare Business Units continued to expand sales after losing a key principal early in the year, with sales from a.o. Cosmotech, R.T. Vanderbilt, Kemira, C.I.T., Atrium, and Jan Dekker growing steadily. After working out a business plan for fragrances, we successfully acquired partnership with Bell's from the USA to bring business opportunities on fragrances to support our strong platform on active cosmetic ingredients, particularly skin care products.

In 2007, our Industrial Ingredients Division successfully regained and secured businesses in lubricants and grease additives while specialty phosphates featured healthy development with promising future sales growth.



Despite unfavorable economic circumstances, together with intense price competition, the refrigerants business maintained reasonable sales growth through retaining existing customers and market segmentation.

Bakery ingredients showed significant growth despite threats posed by huge price increases of basic essential ingredients, such as wheat flour, fat, and milk powder. Our focus on serving the market with more products, as well as competent technical support and close cooperation from our key principals, led to this success.

Droste cocoa drink has continued solid sales growth through additional marketing and promotional activities. Furthermore, the launch of the ready-mixed Droste Mochamix and Droste Malt Cocoa has enhanced our strong brand position.

Meanwhile, the feed additive business was facing a stiff challenge from the unfavorable market within the feed industry in general. However, we have made good progress in selected market penetration.

The outlook for 2008 appears promising because of market and product activities by most key principals, which will enhance our strong market presence. The company will also be fully implementing its CRM (Customer Relationship Management) activities. Further emphasis will be given to supply chain management, as we become even more effective in bringing down our working capitals on inventory.

In the first quarter of 2007, Berli Jucker Specialties launched its operation in Vietnam, located at the BJC Representative office in Ho Chi Minh City. We expect to drive businesses robustly forward, especially in food ingredients and feed additives, from 2008 onward.



A continuous slowdown in the overall economy has made 2007 a relative difficult year for BJC Engineering, due to the delay and postponement of new project investments in both public and private sectors.



## BJC Engineering

A continuous slowdown in the overall economy has made 2007 a relative difficult year for BJC Engineering, due to the delay and postponement of new project investments in both public and private sectors. Aggressive price competition from both local and Asian competitors, especially from China, also aggravated the situation.

Despite these unfavorable conditions, sales of the Material Handling Section have continuously improved with significant growth, especially in the metal industry. We also had a successful start in a new business of metal-forming machines.

Business in Industrial and Logistic Products Section was affected directly by the pending investment and aggressive price competition, especially in the cold storage sector. However, due to efficient cost control, profitability was improved.

Because many turnkey projects were completed in 2007, the Automation & Control Section performed better than in 2006. Sales of stationary batteries and chargers continued to expand into power plant, petrochemical and utility projects. A new business for eddy-current separators in the recycling industry was initiated.

Driven by an experienced technical service team, the revenues and profitability of the Service Center have proved satisfactory.

BJC Engineering will continuously invest in long-term relationships with our customers through our experienced sales and service teams.



## Thai-Scandic Steel Co., Ltd.

2007, particularly the first quarter, was a rather difficult year for TSS. However, its overall business was improved by major export projects to Africa for transmission lines, telecommunication towers and power substations to the USA and Europe.

Continued efforts to diversify its international customer portfolio have stabilized TSS's business to overcome the uncertain domestic demand. Currently TSS products are supplied to over 33 countries in Europe, the USA, Africa and Asia.

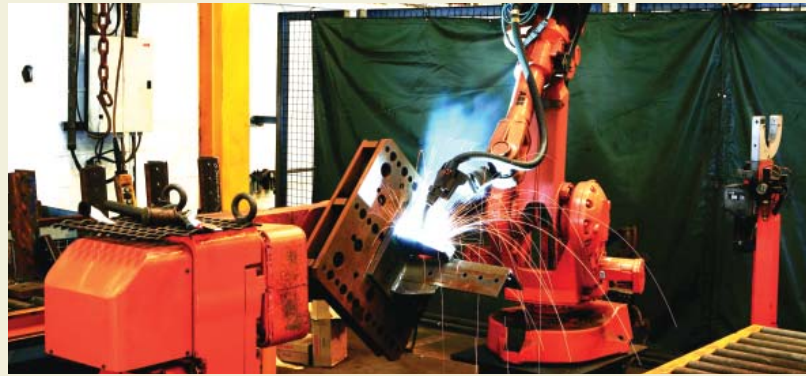
One of the most significant achievements in the company's history was the success of two tower tests (suspension and tension) for brand-new designed towers supplied to PHCN, Nigeria, by TSS's design and engineering team.

TSS has continued improving the productivity of its existing facility, with approximately 20% growth in production capacity for its galvanizing plant and CNC (Computer Numerical Control) fabrication line. The company is also going to invest in several new machines to improve fabrication flexibility to cover various products demanded by its expanded client portfolio.

To strengthen the company's commitment to quality, safety and the environment, TSS is going to integrate its ISO 9001:2000 and ISO 14001:2004 systems in 2008 to enhance its overall quality, safety and environmental management systems.

In 2008 TSS is forecasting healthy growth due to new investments by EGAT in power plants, transmission line grids and power substations, all needed to strengthen the critical electricity supply as well as raising demand for general steel structures for petrochemical plants and the energy sector.







## Logistics

With the capability of providing fully-integrated logistics services of Customs Brokerage Services and Warehousing and Transportation, Berli Jucker Logistics (BJL) enjoyed another successful year in 2007 in delivering services with excellence to meet customers' satisfaction.

Besides the growth arising from providing logistics services to companies within the Berli Jucker group, revenue from external customers also grew by 185% over the previous year.



## Berli Jucker Logistics Company Limited

With the capability of providing fully-integrated logistics services of Customs Brokerage Services and Warehousing and Transportation, Berli Jucker Logistics (BJL) enjoyed another successful year in 2007 in delivering services with excellence to meet customers' satisfaction. The increase in revenue together with cost efficiency resulted in 32% growth in profit over 2006.

Besides the growth arising from providing logistics services to companies within the Berli Jucker group, revenue from external customers also grew by 185% over the previous year, driven by the efforts of Business Development and solutions provided by the Operations Division to meet individual customer's requirements at competitive costs. New customers included Acer Computer, Thai-Lotte, Carestream Health and the World Health Organization (WHO).

With the increase in import and export transactions of over 15%, Customs Brokerage Services posted strong revenue growth of 16% from the previous year. The paperless transactions with the Customs Department have been successfully implemented, with e-Payment scheduled for implementation in 2008 to keep pace with the Customs Department.

Through commitment to continuous improvement, a technological investment has been made by using Radio Frequency (RF) equipment in warehouse operations to achieve a paperless system. Productivity has increased through faster processing, leading to a reduction in headcount and significant reduction in operating costs. In August, both Warehouse Operations and Customs Brokerage Services passed ISO 9001:2000 recertification, reflecting the company's sustained quality management system.






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BJL provides fully-integrated, cost-effective logistics solutions to achieve customer expectations, with commitment from professionals and the use of advanced technology to achieve performance excellence

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Thanks to world-class warehouse infrastructure and the Warehouse Management System (WMS), BJL provides fully-integrated, cost-effective logistics solutions to achieve customer expectations, with commitment from professionals and the use of advanced technology to achieve performance excellence through the application of quality processes and collaboration with business partners. Under its certified ISO 9001:2000 processes and the quality control system, BJL emphasizes service excellence and continuous improvement to achieve growth and mutual benefits of the customers and the Group.

In 2008, economic growth, especially in the automobile and electronics industries of Thailand, coupled with Free-Trade Agreements (FTA) signing with important countries and government policy in promoting the logistics industry, will increase the demand for logistics services. Ongoing development of human resources and technology, together with aggressive marketing efforts from the Business Development Division, is the key focus to competitiveness to meet future challenges, and thus our outlook is bright.

# Information Technology





## TCC Technology Co., Ltd.

TCC Technology's (TCCT) performance during 2007 improved dramatically; revenue increased by 32% while EBITDA and net after-tax profit rose by 93% and 372% respectively.

These outstanding increases were attributed to the growth in new service revenue from managed services and the increased take-up rate of data center space at both Empire Tower and Bangna facilities along with new cost-control and productivity-improvement initiatives introduced as part of our continuous efforts to promote our strengths as a leading carrier-neutral data-center service provider in Thailand.

Apart from achieving certification for Information Technology Service Management (ITSM) compliance in 2006, the company this year achieved two other leading instances of certification: ISO 9001:2000 for its quality management system and SAP Partner Hosting - SAP Adaptive IT Provider, awarded by SAP AG for its technical capability in running hosted SAP solutions for medium to large business enterprises.

TCCT is now on track to achieve an ISO 27001 Certificate for Information Security Management and ISO 25999 for Business Continuity Management, as the company anticipates more demands from emerging trends, and to reaffirm its commitment to commanding all necessary resources and processes to safeguard customers' valuable business information.

Demands for premium data-center services are projected for future years as a result of continuing industry liberalization and a rising trend for IT outsourcing. The company has therefore planned more expansion phases based on a pre-booking approach to match customers' needs.

## **Financial Review**

This section covers Group's financial performance for 2007 and its financial position on the last day of the year. The description of sales and net income contributed by each core business line is provided in the Executive Summary Section, and details of operations of all core businesses are listed under the Operational Review Section.





## Income Statement

Sales and service revenue of the Company and its subsidiaries was Baht 19,162.2 million in 2007 increased by Baht 1,540.4 million or 8.7% from previous year. The increase in revenue was mainly contributed by Baht 761 million from Technical and Industrial products, Baht 557 million from Packaging products and Baht 211 million from Consumer products.

Non-sales revenue for 2007 was Baht 236.8 million, decreased by Baht 163.1 million from the previous year, due to the last year's gain of Baht 189.5 million on sale of investments in Pathum Thani Water Co., Ltd. and Pathum Thani Operations Co., Ltd. and transferred ownership rights of loan with related interest to third parties.

Total expenses of the Group in 2007 was 17,473.9 million, increased by Baht 1,155.0 million or 7.1% from last year related to increase of Sales, due to the following causes :

- Cost of sales and service was Baht 14,558.1 million, increased by Baht 1,319.0 million or 10% related to the increase of sales. In addition, the increased cost was impacted by higher costs of raw materials and energy in production.
- Sales and administrative expenses was Baht 2,915.8 million, decreased by Baht 164.0 million or 5.3% from 2006, mainly due to higher expense in advertising.

In 2007 Net profit of the Group was Baht 1,254.7 million, Baht 266.1 million or 26.9% higher than last year's. This was mainly contributed by Baht 185 million from Technical and Industrial products, Baht 145 million from Packaging and Baht 58 million from Consumer products. Apart from the increase of sales, the Company's net profit increase was also because of the efficiency in cost management by switching to use natural gas instead of fuel oil in Glass production. Earnings per share was Baht 0.79 compared to Baht 0.63 in 2006.

## Balance Sheet

As at December 31, 2007, the Company and its subsidiaries' assets was Baht 19,642.6 million, increased by Baht 2,024.8 million or 11.5% from 2006. The significant increase and decrease compared with last year can be listed as follows:

- Cash and cash equivalents was Baht 551.4 million, increased by Baht 238.6 million or 76.3%.
- Inventories was Baht 3,085.3 million, increased by Baht 293.1 million or 10.5% related to the increasing of sales. In considering of the moving ratio of inventory, cost of sales ratio were similarly at 4.95 times and 4.69 times in 2007 and 2006 respectively.
- Property, plant and equipment (net) was Baht 11,144.6 million, increased by Baht 1,272.1 million or 12.9%. In 2006 capital expenditure of the Company was Baht 2,200 million, mainly due to an investment in glass container and aluminum can businesses of Baht 1,910 million and in consumer business of Baht 231 million.
- Non-current assets was Baht 97.7 million, decreased by Baht 34.1 million or 25.9% due to decrease in an advance for purchasing of machine of Baht 28.2 million and Refundable from liquefied natural gas pipes of Baht 23.1 million.

Total liabilities of the Group as at December 31, 2007 was Baht 9,773.1 million, increased by Baht 1,159.2 million or 13.5 % from 2006, mainly due to an increase in short-term loans from financial institutions of Baht 1,425.5 million as an investment in acquiring of Thai Beverage Can shares.

Shareholder' equity of the Group, as at December 31, 2007, was Baht 9,869.5 million, increased by Baht 865.6 million or 9.6% from previous year. In comparison with last year, the significant increase and decrease were due to:

- Increase in Net Profit on operation in 2007 of Baht 1,254.7 million.
- Decrease in payment of dividend of Baht 476 million. The dividend was separately paid for the second half- year performance in 2006 of Baht 238.million or Baht 1.50 per share on May 14, 2007 by the approved resolution of the Ordinary General Meeting of Shareholders held on April 26, 2007 and for interim dividend of Baht 238 million or Baht 1.50 per share on September 6, 2007 by the approved resolution of the Board of Directors' Meeting held on August 9, 2007.

## 5 - Year Financial Highlights

|  | 2007        | 2006      | 2005      | 2004      | 2003      |
|--|-------------|-----------|-----------|-----------|-----------|
| Total revenues (Baht million)                  | 19,399      | 18,022    | 15,162    | 14,972    | 13,753    |
| Net income (Baht million)                      | 1,255       | 989       | 956       | 1,187     | 1,186     |
| Gross Profit Margin (%)                        | 24.03%      | 24.87%    | 25.96%    | 29.39%    | 30.15%    |
| Net income (%)                                 | 6.55%       | 5.61%     | 6.40%     | 8.05%     | 8.72%     |
| Earnings per share*                            | 0.79        | 0.63      | 0.61      | 0.76      | 0.76      |
| Interim dividend per share (Baht)*             | 0.15        | 0.15      | 0.15      | 0.15      | 0.12      |
| Year-end dividend per share (Baht)*            | 0.21        | 0.15      | 0.20      | 0.25      | 0.26      |
| Total dividend payout ratio (%)                | 45.57%      | 54.60%    | 57.47%    | 53.13%    | 50.89%    |
| Current ratio                                  | 1.06:1      | 1.02:1    | 1.30:1    | 1.51:1    | 1.57:1    |
| Net debt to shareholders' equity ratio         | 0.49:1      | 0.36:1    | 0.36:1    | 0.27:1    | 0.12:1    |
| Working capital (Baht million)                 | 426         | 145       | 1,234     | 1,830     | 2,043     |
| Total Assets (Baht million)                    | 19,643      | 17,618    | 14,979    | 14,163    | 12,582    |
| Return on Total Assets (%)                     | 6.39%       | 5.61%     | 6.38%     | 8.38%     | 9.42%     |
| Net Shareholders' Equity (Baht million)        | 8,988       | 8,189     | 8,304     | 7,978     | 7,438     |
| Return on average Net Shareholders' Equity (%) | 14.61%      | 12.38%    | 11.74%    | 15.40%    | 16.80%    |
| Number of equity shares ('000)                 | 1,588,125.0 | 158,812.5 | 158,812.5 | 158,812.5 | 158,812.5 |
| Book value per share (Baht)                    | 5.68        | 52.16     | 52.89     | 50.82     | 47.38     |
| Par value per share (Baht)                     | 1.00        | 10.00     | 10.00     | 10.00     | 10.00     |
| Number of employees                            | 4,792       | 4,649     | 4,430     | 4,364     | 4,250     |

\* In 2003 - 2006 be restated for comparing.

## Major Shareholders as at December 28, 2007

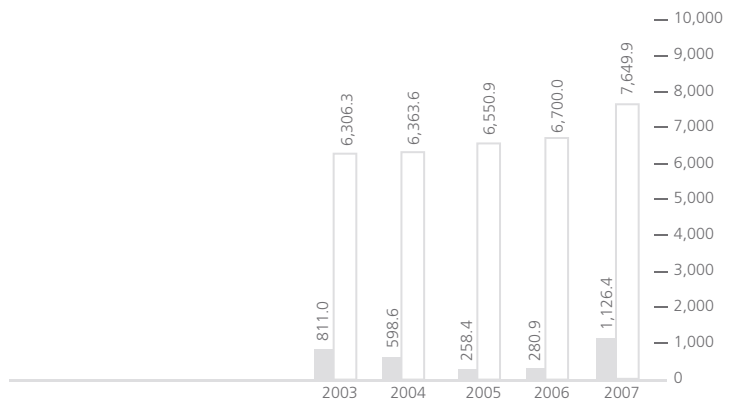
|    | Shareholders   | No. of shares | (%)   |
|----|--|---------------|-------|
| 1  | TCC Holding Company Limited  | 971,007,140   | 61.14 |
| 2  | Nakornchuen Company Limited  | 244,517,680   | 15.40 |
| 3  | Thailand Securities Depository Company Limited For Thai Depositors     | 183,069,270   | 11.53 |
| 4  | Thailand Securities Depository Company Limited For Non-Thai Depositors | 174,215,750   | 10.97 |
| 5  | Sahachart Enterprises Company Limited                                  | 1,658,960     | 0.10  |
| 6  | Ms. Suthiratana Yoovithya  | 874,500       | 0.06  |
| 7  | The Foundation of the Church of Christ                                 | 825,000       | 0.05  |
| 8  | Ms. Phanor Footrakul   | 751,450       | 0.05  |
| 9  | Thaveepholnakorn Company Limited                                       | 660,000       | 0.04  |
| 10 | Mr. Wisit Phataraprasit  | 500,000       | 0.03  |

Berli Jucker Consolidated Equity and Net Debt (Baht million)



Consolidated Equity  
Net Debt

Berli Jucker Company Equity and Net Debt (Baht million)



## Audit Committee's Report

In 2007 the Audit Committee of Berli Jucker Public Company Limited ('the Committee') consisted of three independent directors of the Board, namely Mr. Staporn Kavitanon (Chairman), Mr. Thien Mekanontchai, and Mr. Weerawong Chittmittrapap. The Committee held a total of five meetings with Management and the Group Audit Division of Berli Jucker Public Company Limited ('the Company'), together with KPMG Phoomchai Audit Limited representatives, to deliberate actions, as summarized below:

1. Reviewing and analyzing the Company's financial statements to ensure their accuracy and reliability, with complete and adequate key information in line with generally accepted accounting principles
2. Supervising the Company's audit department's monitoring and assessment of its internal audit, risk management, and audit plan to ensure efficiency, appropriateness, and adequacy of internal audit in proportion to acceptable risks (Risk appetite)
3. Deliberating and approving matters specially assigned by the Board of Directors
4. Supporting good corporate governance through:
  - 4.1 Deliberating connected transactions of the Company and its affiliates in compliance with the criteria of the Stock Exchange of Thailand (SET) for their rationality and in the best interests of the Company, with accurate, complete, and adequate disclosure of information
  - 4.2 Jointly acknowledging the findings by Thai Rating and Information Services Co., Ltd. (TRIS), based on its assessment of the Company's corporate governance practices

The Committee regularly reported the outcome of each meeting to the Board of Directors.

In its view, the Audit Committee considers the Company's internal audit both adequate and appropriate to its business and has found no material discrepancy. The Company's financial statements, prepared under generally accepted accounting principles, were both complete and accurate. The Committee performed its roles prudently, competently, and honestly under the authority, roles, and responsibility set forth in the Audit Committee Charter, which aligns with the regulations of SET, for the benefit of the Company, its shareholders, and stakeholders, and in keeping with good corporate governance.

The Audit Committee has recommended to the Board the reappointment of KPMG Phoomchai Audit Limited as the Company's external auditor for 2008 and the remuneration to the Ordinary General Meeting of Shareholders for approval.

Incidentally, on January 1, 2008, Mr. Thien Mekanontchai resigned from the Board of Directors and from the Audit Committee. The Board of Directors have approved the appointment of Mr. Suvit Maesincee to be the director and member of Audit Committee of the Company in replacement of Mr. Thien Mekanontchai the resigned director and member of Audit Committee for the remaining term of his office, effective from February 13, 2008 onward.



(Mr. Staporn Kavitanon)  
Chairman of the Audit Committee  
February 20, 2008

## Audit Report of Certified Public Accountant

### To the Shareholders of Berli Jucker Public Company Limited

I have audited the accompanying consolidated and separate balance sheets as at 31 December 2007, and the related statements of income, changes in shareholders' equity and cash flows for the year then ended of Berli Jucker Public Company Limited and its subsidiaries, and of Berli Jucker Public Company Limited, respectively. The Company's management is responsible for the correctness and completeness of information presented in these financial statements. My responsibility is to express an opinion on these financial statements based on my audits. The consolidated financial statements and the Company's financial statements of Berli Jucker Public Company Limited and its subsidiaries, and of Berli Jucker Public Company Limited, respectively, for the year ended 31 December 2006 were audited by another auditor whose report dated 22 February 2007 expressed an unqualified opinion on those statements. As described in note 33 to the financial statements, the Company's financial statements for the year ended 31 December 2006 have been restated for the effects of the change in accounting policy for investments in subsidiaries and associates from the equity method of accounting to the cost method, and are now termed 'separate' financial statements. Further, as described in note 4 to the financial statements, the consolidated financial statements for the year ended 31 December 2006 have been restated to give retrospective application to a transaction involving an entity under common control, which occurred during 2007 and was accounted for in a manner similar to a pooling of interests. I have audited the adjustments that were applied to the restatement of the consolidated and the Company's 2006 financial statements and in my opinion these adjustments are appropriate and have been properly applied.

I conducted my audits in accordance with generally accepted auditing standards. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. I believe that my audits provide a reasonable basis for my opinion.

In my opinion, the consolidated and separate financial statements referred to above present fairly, in all material respects, the financial positions as at 31 December 2007 and the results of operations and cash flows for the year then ended of Berli Jucker Public Company Limited and its subsidiaries, and of Berli Jucker Public Company Limited, respectively, in accordance with generally accepted accounting principles.



**Nirand Lilamethwat**  
**Certified Public Accountant**  
**Registration No. 2316**

KPMG Phoomchai Audit Ltd.  
Bangkok  
22 February 2008

**Berli Jucker Public Company Limited and its Subsidiaries**

Balance sheets

As at 31 December 2007 and 2006

(in Baht)

| Assets  | Note   | Consolidated<br>financial statements |                       | Separate<br>financial statements |                      |
|---|--------|--------------------------------------|-----------------------|----------------------------------|----------------------|
|   |        | 2007                                 | 2006<br>(Restated)    | 2007                             | 2006<br>(Restated)   |
| <b>Current assets</b>   |        |                                      |                       |                                  |                      |
| Cash and cash equivalents   | 6      | 551,394,974                          | 312,755,191           | 162,866,500                      | 165,954,276          |
| Trade accounts receivable   | 5,7    | 3,684,624,207                        | 3,524,818,536         | 1,002,482,417                    | 1,160,304,109        |
| Short-term loans to and other receivables<br>from related parties | 5      | 30,432,093                           | 15,762,192            | 1,940,116,578                    | 1,355,178,570        |
| Inventories   | 8      | 3,085,337,309                        | 2,792,231,875         | 15,728,082                       | 10,525,960           |
| Other current assets  | 9      | 256,707,428                          | 209,987,708           | 5,800,028                        | 11,467,014           |
| <b>Total current assets</b>                                       |        | <b>7,608,496,011</b>                 | <b>6,855,555,502</b>  | <b>3,126,993,605</b>             | <b>2,703,429,929</b> |
| <b>Non-current assets</b>   |        |                                      |                       |                                  |                      |
| Investments in subsidiaries and associates                        | 10     | 321,312,455                          | 295,117,732           | 6,685,709,218                    | 5,426,087,591        |
| Other long-term investments                                       | 11, 12 | 836,709                              | 12,726,194            | 836,709                          | 12,726,194           |
| Property, plant and equipment                                     | 13     | 11,144,628,033                       | 9,872,512,855         | 341,395,182                      | 372,846,155          |
| Intangible assets   | 14     | 31,402,187                           | 46,461,156            | 15,864,167                       | 23,781,473           |
| Deferred tax assets   | 15     | 438,250,184                          | 403,628,121           | 128,604,694                      | 129,197,982          |
| Other non-current assets  | 16     | 97,695,592                           | 131,836,415           | 512,820                          | 585,916              |
| <b>Total non-current assets</b>                                   |        | <b>12,034,125,160</b>                | <b>10,762,282,473</b> | <b>7,172,922,790</b>             | <b>5,965,225,311</b> |
| <b>Total assets</b>   |        | <b>19,642,621,171</b>                | <b>17,617,837,975</b> | <b>10,299,916,395</b>            | <b>8,668,655,240</b> |

The accompanying notes are an integral part of these financial statements



## Berli Jucker Public Company Limited and its Subsidiaries

Balance sheets

As at 31 December 2007 and 2006

(in Baht)

| Liabilities and shareholders' equity                             | Note  | Consolidated<br>financial statements |                      | Separate<br>financial statements |                      |
|--|-------|--------------------------------------|----------------------|----------------------------------|----------------------|
|  |       | 2007                                 | 2006<br>(Restated)   | 2007                             | 2006<br>(Restated)   |
| <b>Current liabilities</b>                                       |       |                                      |                      |                                  |                      |
| Bank overdrafts and short-term loans from financial institutions | 17    | 2,384,244,083                        | 958,979,759          | 1,050,000,000                    | -                    |
| Trade accounts payable   | 5, 18 | 2,239,246,749                        | 2,169,529,270        | 992,685,265                      | 1,133,492,056        |
| Current portion of long-term loans                               | 17    | 950,483,035                          | 1,275,042,532        | -                                | -                    |
| Short-term loans from and other payables to related parties      | 5, 17 | 2,344,935                            | 12,887,692           | 239,250,302                      | 446,878,632          |
| Income tax payable   |       | 222,504,487                          | 159,471,531          | 50,842,291                       | 65,007,832           |
| Accrued expenses   |       | 669,472,849                          | 759,879,827          | 72,185,983                       | 87,095,201           |
| Liabilities from business combination under common control       | 4     | -                                    | 1,074,000,000        | -                                | -                    |
| Other current liabilities  | 19    | 748,374,334                          | 316,948,527          | 55,869,168                       | 46,100,336           |
| <b>Total current liabilities</b>                                 |       | <b>7,216,670,472</b>                 | <b>6,726,739,138</b> | <b>2,460,833,009</b>             | <b>1,778,574,057</b> |
| <b>Non-current liabilities</b>                                   |       |                                      |                      |                                  |                      |
| Long-term loans from financial institutions                      | 17    | 1,651,596,197                        | 1,000,000,000        | -                                | -                    |
| Provisions for staff retirement benefits                         |       | 328,713,554                          | 307,260,057          | 105,063,276                      | 101,718,791          |
| Deferred tax liabilities   | 15    | 488,250,341                          | 488,250,341          | -                                | -                    |
| Other non-current liabilities                                    | 20    | 87,854,923                           | 91,676,304           | 84,154,737                       | 88,413,090           |
| <b>Total non-current liabilities</b>                             |       | <b>2,556,415,015</b>                 | <b>1,887,186,702</b> | <b>189,218,013</b>               | <b>190,131,881</b>   |
| <b>Total liabilities</b>   |       | <b>9,773,085,487</b>                 | <b>8,613,925,840</b> | <b>2,650,051,022</b>             | <b>1,968,705,938</b> |

The accompanying notes are an integral part of these financial statements

**Berli Jucker Public Company Limited and its Subsidiaries**

Balance Sheets

As at 31 December 2007 and 2006

(in Baht)

| Liabilities and shareholders' equity                                   | Note | Consolidated<br>financial statements |                       | Separate<br>financial statements |                      |
|--|------|--------------------------------------|-----------------------|----------------------------------|----------------------|
|  |      | 2007                                 | 2006<br>(Restated)    | 2007                             | 2006<br>(Restated)   |
| <b>Shareholders' equity</b>  |      |                                      |                       |                                  |                      |
| Share capital  | 21   |                                      |                       |                                  |                      |
| Authorised share capital   |      | 1,588,125,000                        | 1,588,125,000         | 1,588,125,000                    | 1,588,125,000        |
| Issued and paid-up share capital                                       |      | 1,588,125,000                        | 1,588,125,000         | 1,588,125,000                    | 1,588,125,000        |
| Difference arising from common control<br>transaction                  | 4    | (545,814,674)                        | (545,814,674)         | -                                | -                    |
| Reserves   | 22   |                                      |                       |                                  |                      |
| Share premium  |      | 3,751,379,641                        | 3,751,379,641         | 3,751,379,641                    | 3,751,379,641        |
| Donated surplus  |      | 36,867,563                           | 36,867,563            | 36,867,563                       | 36,867,563           |
| Surplus on disposal of Company's shares<br>held by a subsidiary        |      | 32,173,940                           | -                     | -                                | -                    |
| Hedging reserve  |      | (2,939,081)                          | (14,249,999)          | -                                | -                    |
| Retained earnings  |      |                                      |                       |                                  |                      |
| Appropriated   |      |                                      |                       |                                  |                      |
| Legal reserve  | 22   | 247,811,996                          | 247,811,996           | 158,812,500                      | 158,812,500          |
| Reserve for business expansion   | 22   | 87,400,944                           | 87,400,944            | 85,000,000                       | 85,000,000           |
| Unappropriated   |      | 3,793,293,700                        | 3,077,543,023         | 2,029,680,669                    | 1,079,764,598        |
| Company shares held by a subsidiary                                    | 23   | -                                    | (40,454,983)          | -                                | -                    |
| <b>Total equity attributable to the<br/>    Company's shareholders</b> |      | <b>8,988,299,029</b>                 | <b>8,188,608,511</b>  | <b>7,649,865,373</b>             | <b>6,699,949,302</b> |
| Minority interest  |      | 881,236,655                          | 815,303,624           | -                                | -                    |
| <b>Total shareholders' equity</b>                                      |      | <b>9,869,535,684</b>                 | <b>9,003,912,135</b>  | <b>7,649,865,373</b>             | <b>6,699,949,302</b> |
| <b>Total liabilities and shareholders' equity</b>                      |      | <b>19,642,621,171</b>                | <b>17,617,837,975</b> | <b>10,299,916,395</b>            | <b>8,668,655,240</b> |

The accompanying notes are an integral part of these financial statements

## Berli Jucker Public Company Limited and its Subsidiaries

## Statements of Income

For the years ended 31 December 2007 and 2006

(in Baht)

|   | Note          | Consolidated<br>financial statements |                       | Separate<br>financial statements |                      |
|---|---------------|--------------------------------------|-----------------------|----------------------------------|----------------------|
|   |               | 2007                                 | 2006<br>(Restated)    | 2007                             | 2006<br>(Restated)   |
| <b>Revenues</b>   | <b>5</b>      |                                      |                       |                                  |                      |
| Revenue from sale of goods and rendering of services  |               | 19,162,153,608                       | 17,621,745,683        | 5,345,931,187                    | 5,036,139,508        |
| Other income  | <b>25</b>     | 196,229,475                          | 175,209,720           | 433,645,520                      | 438,988,115          |
| Dividend income   | <b>10</b>     | -                                    | -                     | 1,144,323,805                    | 332,244,051          |
| Gain on sale of investments and sale of loan to related party and related interest receivable | <b>11</b>     | -                                    | 189,492,350           | -                                | 189,492,620          |
| Share of profits from investments accounted for using the equity method                       |               | 40,594,723                           | 35,199,421            | -                                | -                    |
| <b>Total revenues</b>   |               | <b>19,398,977,806</b>                | <b>18,021,647,174</b> | <b>6,923,900,512</b>             | <b>5,996,864,294</b> |
| <b>Expenses</b>   | <b>5</b>      |                                      |                       |                                  |                      |
| Cost of sale of goods and rendering of services   | <b>27</b>     | 14,558,071,976                       | 13,239,076,812        | 4,839,449,300                    | 4,551,911,909        |
| Selling and administrative expenses   | <b>26, 27</b> | 2,912,680,975                        | 3,017,408,599         | 546,387,165                      | 527,584,430          |
| Net foreign exchange loss   |               | 3,127,386                            | 62,443,688            | 480,737                          | 35,954               |
| <b>Total expenses</b>   |               | <b>17,473,880,337</b>                | <b>16,318,929,099</b> | <b>5,386,317,202</b>             | <b>5,079,532,293</b> |
| <b>Profit before interest and income tax expenses</b>   |               | <b>1,925,097,469</b>                 | <b>1,702,718,075</b>  | <b>1,537,583,310</b>             | <b>917,332,001</b>   |
| Interest expense  | <b>5, 28</b>  | 146,958,797                          | 161,117,025           | 11,377,123                       | 12,146,465           |
| Income tax expense  | <b>29</b>     | 391,374,195                          | 429,368,491           | 99,885,241                       | 173,609,630          |
| <b>Profit after tax</b>   |               | <b>1,386,764,477</b>                 | <b>1,112,232,559</b>  | <b>1,426,320,946</b>             | <b>731,575,906</b>   |
| Net profit of minority interest   |               | (132,108,925)                        | (123,687,868)         | -                                | -                    |
| <b>Net profit</b>   |               | <b>1,254,655,552</b>                 | <b>988,544,691</b>    | <b>1,426,320,946</b>             | <b>731,575,906</b>   |
| <b>Basic earnings per share</b>   | <b>30</b>     | <b>0.79</b>                          | <b>0.63</b>           | <b>0.90</b>                      | <b>0.46</b>          |

The accompanying notes are an integral part of these financial statements

**Berli Jucker Public Company Limited and its Subsidiaries**

Statements of changes in shareholders' equity

For the years ended 31 December 2007 and 2006

(in Baht)

|   | Consolidated financial statements (Restated) |  |               |                 |   |                 |               |                                |                |                                     |   |                   |                            |
|---|--|--|---------------|-----------------|---|-----------------|---------------|--------------------------------|----------------|-------------------------------------|---|-------------------|----------------------------|
|   | Issued and paid-up share capital             | Difference arising from common control transaction | Share premium | Donated surplus | Surplus on disposal of Company's share held by a subsidiary | Hedging reserve | Legal reserve | Reserve for business expansion | Unappropriated | Company shares held by a subsidiary | Total equity attributable to the Company's shareholders | Minority interest | Total shareholders' equity |
| Note  |  |  |               |                 |   |                 |               |                                |                |                                     |   |                   |                            |
| <b>Balance at 1 January 2006</b>                                  | 1,588,125,000                                | -  | 3,751,379,641 | 36,867,563      | -   | (6,012,855)     | 247,811,996   | 87,400,944                     | 2,638,440,232  | (40,454,983)                        | 8,303,557,538   | 168,826,691       | 8,472,384,229              |
| Difference arising from common control transaction                | -  | (515,814,674)                                      | -             | -               | -   | -               | -             | -                              | -              | -                                   | (515,814,674)   | 558,185,326       | 42,370,652                 |
| Dividend paid by subsidiaries before business restructuring       | -  | (30,000,000)                                       | -             | -               | -   | -               | -             | -                              | -              | -                                   | (30,000,000)  | (30,000,000)      | (60,000,000)               |
| <b>Restated balance after arising from business restructuring</b> | 1,588,125,000                                | (545,814,674)                                      | 3,751,379,641 | 36,867,563      | -   | (6,012,855)     | 247,811,996   | 87,400,944                     | 2,638,440,232  | (40,454,983)                        | 7,757,742,864   | 697,012,017       | 8,454,754,881              |
| Adjustment on portion   | -  | -  | -             | -               | -   | -               | -             | -                              | -              | -                                   | -   | (106,260)         | (106,260)                  |
| Hedging reserve   | -  | -  | -             | -               | -   | (8,237,144)     | -             | -                              | -              | -                                   | (8,237,144)   | (118,651)         | (8,355,795)                |
| Net profit  | -  | -  | -             | -               | -   | -               | -             | 988,544,691                    | 988,544,691    | -                                   | 988,544,691   | 123,687,868       | 1,112,232,559              |
| Dividends   | -  | -  | -             | -               | -   | -               | -             | (549,441,900)                  | (549,441,900)  | -                                   | (549,441,900)   | -                 | (549,441,900)              |
| Dividend of subsidiaries paid to minority interest                | -  | -  | -             | -               | -   | -               | -             | -                              | -              | -                                   | -   | (5,171,350)       | (5,171,350)                |
| <b>Balance at 31 December 2006</b>                                | 1,588,125,000                                | (545,814,674)                                      | 3,751,379,641 | 36,867,563      | -   | (14,249,999)    | 247,811,996   | 87,400,944                     | 3,077,543,023  | (40,454,983)                        | 8,188,608,511   | 815,303,624       | 9,003,912,135              |
| <b>Balance at 1 January 2007</b>                                  | 1,588,125,000                                | -  | 3,751,379,641 | 36,867,563      | -   | (14,249,999)    | 247,811,996   | 87,400,944                     | 2,956,541,320  | (40,454,983)                        | 8,613,421,482   | 166,116,594       | 8,779,538,076              |
| Difference arising from common control transaction                | -  | (545,814,674)                                      | -             | -               | -   | -               | -             | -                              | -              | -                                   | (545,814,674)   | 528,185,327       | (17,629,347)               |
| Net profit of subsidiary before business restructuring            | -  | -  | -             | -               | -   | -               | -             | -                              | -              | -                                   | -   | -                 | -                          |
| <b>Restated balance after arising from business restructuring</b> | 1,588,125,000                                | (545,814,674)                                      | 3,751,379,641 | 36,867,563      | -   | (14,249,999)    | 247,811,996   | 87,400,944                     | 3,077,543,023  | (40,454,983)                        | 8,188,608,511   | 815,303,624       | 9,003,912,135              |
| Dividend paid by subsidiaries before business restructuring       | -  | -  | -             | -               | -   | -               | -             | -                              | (62,500,000)   | -                                   | (62,500,000)  | (62,500,000)      | (125,000,000)              |
| Sale of company's shares held by subsidiary                       | -  | -  | -             | -               | 32,173,940  | -               | -             | -                              | -              | 40,454,983                          | 72,628,923  | -                 | 72,628,923                 |
| Hedging reserve   | -  | -  | -             | -               | -   | 11,310,918      | -             | -                              | -              | -                                   | 11,310,918  | 163,261           | 11,474,179                 |
| Net profit  | -  | -  | -             | -               | -   | -               | -             | -                              | 1,254,655,552  | -                                   | 1,254,655,552   | 132,108,925       | 1,386,764,477              |
| Dividends   | -  | -  | -             | -               | -   | -               | -             | -                              | (476,404,875)  | -                                   | (476,404,875)   | -                 | (476,404,875)              |
| Dividend of subsidiaries paid to minority interest                | -  | -  | -             | -               | -   | -               | -             | -                              | -              | -                                   | -   | (3,839,155)       | (3,839,155)                |
| <b>Balance at 31 December 2007</b>                                | 1,588,125,000                                | (545,814,674)                                      | 3,751,379,641 | 36,867,563      | 32,173,940  | (2,939,081)     | 247,811,996   | 87,400,944                     | 3,793,293,700  | -                                   | 8,988,299,029   | 881,236,655       | 9,869,535,684              |

The accompanying notes are an integral part of these financial statements

**Berli Jucker Public Company Limited and its Subsidiaries**

Statements of changes in shareholders' equity  
For the years ended 31 December 2007 and 2006

(in Baht)

|      |   | Separate financial statements (Restated) |                 |                 |               |                                |                   |                 |              |                 |  |
|------|---|--|-----------------|-----------------|---------------|--------------------------------|-------------------|-----------------|--------------|-----------------|--|
|      |   | Reserves                                 |                 |                 |               |                                | Retained earnings |                 |              |                 |  |
| Note | Issued and paid-up share capital        | Share premium                            | Donated surplus | Hedging reserve | Legal reserve | Reserve for business expansion | Unappropriated    |                 |              |                 |  |
|      | <b>Balance at 1 January 2006</b>        | 1,588,125,000                            | 3,751,379,641   | 36,867,563      | (6,012,855)   | 158,812,500                    | 85,000,000        | 2,729,840,672   | (40,454,983) | 8,303,557,538   |  |
| 33   | Change in accounting policy             | -  | -               | -               | 6,012,855     | -                              | -                 | (1,825,811,380) | 40,454,983   | (1,779,343,542) |  |
|      | <b>Restated balance</b>                 | 1,588,125,000                            | 3,751,379,641   | 36,867,563      | -             | 158,812,500                    | 85,000,000        | 904,029,292     | -            | 6,524,213,996   |  |
|      | Change in shareholders' equity for 2006 | -  | -               | -               | -             | -                              | -                 | -               | -            | -               |  |
| 32   | Net profit                              | -  | -               | -               | -             | -                              | -                 | 731,575,906     | -            | 731,575,906     |  |
|      | Dividends                               | -  | -               | -               | -             | -                              | -                 | (555,840,600)   | -            | (555,840,600)   |  |
|      | <b>Balance at 31 December 2006</b>      | 1,588,125,000                            | 3,751,379,641   | 36,867,563      | -             | 158,812,500                    | 85,000,000        | 1,079,764,598   | -            | 6,699,949,302   |  |
|      | <b>Balance at 1 January 2007</b>        | 1,588,125,000                            | 3,751,379,641   | 36,867,563      | (14,249,999)  | 158,812,500                    | 85,000,000        | 3,047,941,760   | (40,454,983) | 8,613,421,482   |  |
| 33   | Change in accounting policy             | -  | -               | -               | 14,249,999    | -                              | -                 | (1,968,177,162) | 40,454,983   | (1,913,472,180) |  |
|      | <b>Restated balance</b>                 | 1,588,125,000                            | 3,751,379,641   | 36,867,563      | -             | 158,812,500                    | 85,000,000        | 1,079,764,598   | -            | 6,699,949,302   |  |
|      | Change in shareholders' equity for 2007 | -  | -               | -               | -             | -                              | -                 | -               | -            | -               |  |
|      | Net profit                              | -  | -               | -               | -             | -                              | -                 | 1,426,320,946   | -            | 1,426,320,946   |  |
| 32   | Dividends                               | -  | -               | -               | -             | -                              | -                 | (476,404,875)   | -            | (476,404,875)   |  |
|      | <b>Balance at 31 December 2006</b>      | 1,588,125,000                            | 3,751,379,641   | 36,867,563      | -             | 158,812,500                    | 85,000,000        | 2,029,680,669   | -            | 7,649,865,373   |  |

The accompanying notes are an integral part of these financial statements

**Berli Jucker Public Company Limited and its Subsidiaries**

Statements of cash flows

For the years ended 31 December 2007 and 2006

(in Baht)

|   | Note | Consolidated<br>financial statements |                      | Separate<br>financial statements |                    |
|---|------|--------------------------------------|----------------------|----------------------------------|--------------------|
|   |      | 2007                                 | 2006<br>(Restated)   | 2007                             | 2006<br>(Restated) |
| <b>Cash flows from operating activities</b>   |      |                                      |                      |                                  |                    |
| Net profit  |      | 1,254,655,552                        | 988,544,691          | 1,426,320,946                    | 731,575,906        |
| Adjustments for   |      |                                      |                      |                                  |                    |
| Depreciation and amortisation   |      | 950,551,135                          | 861,364,124          | 47,738,088                       | 50,563,136         |
| Interest income   |      | (9,911,591)                          | (11,423,850)         | (70,335,280)                     | (65,580,230)       |
| Interest expense  |      | 146,958,797                          | 161,117,025          | 11,377,123                       | 12,146,465         |
| Dividend income   |      | -                                    | -                    | (1,144,323,805)                  | (332,244,051)      |
| Amortisation of goodwill  |      | (1,073,289)                          | (1,082,936)          | -                                | -                  |
| (Reversal of) bad debts and allowance<br>for doubtful accounts                                      |      | 5,334,792                            | 7,857,213            | (1,287,817)                      | 3,034,334          |
| Unrealised gain (loss) on exchange  |      | (6,100,222)                          | 9,195,375            | (116,382)                        | 89,367             |
| (Reversal of) allowance for obsolete and<br>slow-moving inventories                                 |      | (2,773,748)                          | 55,532,124           | (7,741)                          | 26,368,998         |
| Reversal of loss on impairment of investments   |      | -                                    | -                    | 36,392,317                       | -                  |
| Provision for staff retirement benefits   |      | 44,273,556                           | 33,962,564           | 8,434,957                        | 3,317,851          |
| Gain on sale of investments and sale of<br>loan to related party and related<br>interest receivable | 11   | -                                    | (189,492,350)        | -                                | (189,492,620)      |
| Gain on disposal of other long-term<br>investment   |      | (1,548,182)                          | -                    | (1,548,182)                      | -                  |
| Gain on sale of equipment   |      | (9,422,781)                          | (4,656,629)          | (3,058,253)                      | (888,814)          |
| Loss on write-off of equipment  |      | 31,107,635                           | 643,823              | 47                               | 11,434             |
| Loss on write-off of intangible assets  |      | -                                    | 1                    | -                                | -                  |
| Share of profits from investments<br>accounted for using the equity method                          |      | (40,594,723)                         | (35,199,421)         | -                                | -                  |
| Share of profits in subsidiaries of minority<br>interest  |      | 132,108,925                          | 123,687,868          | -                                | -                  |
| Income tax expense  |      | 391,374,195                          | 429,368,491          | 99,885,241                       | 173,609,630        |
| Changes in operating assets and liabilities   |      | 2,884,940,051                        | 2,429,418,113        | 409,471,259                      | 412,511,406        |
| Trade accounts receivable   |      | (165,140,463)                        | (476,648,906)        | 159,030,509                      | (332,626,555)      |
| Other receivables/payables related parties  |      | 384,062                              | 2,559,079            | 10,049,522                       | (4,308,325)        |
| Inventories   |      | (274,626,339)                        | (37,796,298)         | (5,194,380)                      | (188,060)          |
| Other current assets  |      | (82,199,569)                         | 56,911,171           | 2,013,571                        | (2,558,301)        |
| Other non-current assets  |      | 24,390,579                           | (22,842,584)         | 73,096                           | -                  |
| Trade accounts payable  |      | 69,717,479                           | 301,219,150          | (140,690,409)                    | 306,676,639        |
| Accrued expenses  |      | (58,861,201)                         | 222,975,415          | (8,395,918)                      | 6,824,015          |
| Other current liabilities   |      | 92,383,423                           | (48,732,518)         | 9,671,896                        | (2,338,589)        |
| Provisions for staff retirement benefits  |      | (22,820,059)                         | (19,036,120)         | (5,090,472)                      | (2,170,860)        |
| Other non-current liabilities   |      | (3,821,382)                          | (5,047,045)          | (4,258,353)                      | (4,760,305)        |
| Income tax paid   |      | (361,617,076)                        | (320,384,127)        | (136,179,169)                    | (105,829,509)      |
| <b>Net cash provided by operating<br/>activities</b>  |      | <b>2,102,729,505</b>                 | <b>2,082,595,330</b> | <b>290,501,152</b>               | <b>271,231,556</b> |

The accompanying notes are an integral part of these financial statements

## Berli Jucker Public Company Limited and its Subsidiaries

Statements of cash flows

For the years ended 31 December 2007 and 2006

(in Baht)

|   | Note | Consolidated<br>financial statements |                        | Separate<br>financial statements |                      |
|---|------|--------------------------------------|------------------------|----------------------------------|----------------------|
|   |      | 2007                                 | 2006<br>(Restated)     | 2007                             | 2006<br>(Restated)   |
| <b>Cash flows from investing activities</b>   |      |                                      |                        |                                  |                      |
| Interest received   |      | 9,890,112                            | 11,314,141             | 74,067,694                       | 63,189,162           |
| Dividends received  |      | 14,399,999                           | 17,599,999             | 1,144,323,805                    | 332,244,051          |
| Purchase of property, plant and equipment   |      | (1,887,571,945)                      | (813,827,175)          | (10,683,428)                     | (13,893,203)         |
| Sales of property, plant and equipment  |      | 22,442,709                           | 12,841,985             | 3,248,367                        | 1,226,745            |
| Purchase of intangible assets   |      | (3,534,124)                          | (20,111,353)           | (65,890)                         | (9,784,088)          |
| Short-term loans to related parties   |      | -                                    | -                      | (634,535,861)                    | (467,000,000)        |
| Proceeds from payments of short-term loans to related parties                                       |      | -                                    | -                      | 101,500,000                      | 180,736,676          |
| Proceeds from disposal of other long-term investments   |      | 13,437,667                           | -                      | 13,437,667                       | -                    |
| Cash paid for purchases of subsidiary   | 4    | (1,074,000,000)                      | (93,860)               | (1,338,999,985)                  | (93,860)             |
| Proceeds from sale of investments and sale of loan to related party and related interest receivable | 11   | -                                    | 189,917,350            | -                                | 187,622,620          |
| <b>Net cash (used in) provided by investing activities</b>  |      | <b>(2,904,935,582)</b>               | <b>(602,358,913)</b>   | <b>(647,707,631)</b>             | <b>274,248,103</b>   |
| <b>Cash flows from financing activities</b>   |      |                                      |                        |                                  |                      |
| Interest paid   | 32   | (153,307,337)                        | (189,688,149)          | (15,604,140)                     | (7,413,402)          |
| Dividends paid  |      | (538,904,875)                        | (549,441,900)          | (476,404,876)                    | (555,840,600)        |
| Dividends paid to minority interest   |      | (66,339,155)                         | (65,171,350)           | -                                | -                    |
| Proceeds from short-term loans from related parties   |      | -                                    | 2,197,928              | 95,980,000                       | 119,941,745          |
| Repayments of short-term loans from related parties   |      | (25,532,720)                         | (1,500,000)            | (299,852,281)                    | (14,600,000)         |
| Short-term loans from financial institutions  |      | 1,425,500,000                        | (281,500,000)          | 1,050,000,000                    | -                    |
| Proceeds from long-term loans from financial institutions   |      | 1,301,596,197                        | 600,000,000            | -                                | -                    |
| Repayments of long-term loans from financial institutions   |      | (974,559,497)                        | (925,102,079)          | -                                | -                    |
| Net cash inflow on disposal of Company shares held by subsidiary                                    |      | 72,628,923                           | -                      | -                                | -                    |
| <b>Net cash provided by (used in) financing activities</b>  |      | <b>1,041,081,536</b>                 | <b>(1,410,205,550)</b> | <b>354,118,703</b>               | <b>(457,912,257)</b> |

The accompanying notes are an integral part of these financial statements

**Berli Jucker Public Company Limited and its Subsidiaries**

Statements of cash flows

For the years ended 31 December 2007 and 2006

(in Baht)

|  | Note     | Consolidated<br>financial statements |                    | Separate<br>financial statements |                    |
|--|----------|--------------------------------------|--------------------|----------------------------------|--------------------|
|  |          | 2007                                 | 2006<br>(Restated) | 2007                             | 2006<br>(Restated) |
| <b>Net increase (decrease) in cash and cash equivalents</b>                                |          | <b>238,875,459</b>                   | <b>70,030,867</b>  | <b>(3,087,776)</b>               | <b>87,567,402</b>  |
| Cash and cash equivalents at beginning of year   |          | 312,275,432                          | 242,244,565        | 165,954,276                      | 78,386,874         |
| Cash and cash equivalents at end of year   |          | 551,150,891                          | 312,275,432        | 162,866,500                      | 165,954,276        |
| <b>Cash and cash equivalents , as shown in the statements of cash flows, consisted of:</b> |          |                                      |                    |                                  |                    |
| Cash and cash equivalents as shown in the balance sheets                                   | <b>6</b> | 551,394,974                          | 312,755,191        | 162,866,500                      | 165,954,276        |
| Less Bank overdrafts   |          | (244,083)                            | (479,759)          | -                                | -                  |
| <b>Cash and cash equivalents as shown in the statements of cash flows</b>                  |          | <b>551,150,891</b>                   | <b>312,275,432</b> | <b>162,866,500</b>               | <b>165,954,276</b> |
| <b>Non-cash transactions</b>   |          |                                      |                    |                                  |                    |
| <b>Non-monetary item</b>   |          |                                      |                    |                                  |                    |
| Purchase of fixed assets on credit terms   |          | 349,052,367                          | 49,869,313         | 400,103                          | 309,508            |

The accompanying notes are an integral part of these financial statements



**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

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**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

These notes form an integral part of the financial statements.

The financial statements were authorised for issue by the directors on 22 February 2008.

## 1 General information

Berli Jucker Public Company Limited, the “Company”, is incorporated in Thailand and has its registered office at Berli Jucker House, 99 Soi Rubia, Sukhumvit 42 Road, Bangkok 10110.

The Company was listed on the Stock Exchange of Thailand in April 1975.

The immediate and ultimate holding company during the financial year was T.C.C. Holding Company which was incorporated in Thailand.

The principal activities of the Company and its subsidiaries (together referred to as the “Group”), are involved in manufacturing, distribution and other service activities in the following areas:

### Packaging products

The Group is involved in the manufacturing, marketing and distribution of glass containers, aluminum can and rigid plastic containers.

### Consumer products

The Group is involved in the manufacturing, marketing and distribution of various consumer products including tissue paper, personal products (soaps and shampoos), snack foods and confectionery. These products are marketed and distributed under BJC’s own brand names as well as under contracts with third parties.

### Technical and industrial products

The Group is involved in the importing and distribution of various products including stationery, industrial chemicals, food ingredients, pharmaceuticals, imaging products, hospital supplies and in the design, supply and assembly of automation & control systems, industrial equipment, logistics & warehouse and galvanised steel towers for power transmission lines.

### Logistics

The Group is involved in providing customs clearing, warehousing, transportation and distribution service for both Group companies and outside customers.

### Berli Jucker Public Company Limited and its Subsidiaries

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

Details of the Company's subsidiaries are as follows.

| Name of the entity   | Type of business   | Ownership interest (%) |        |
|--|--|------------------------|--------|
|  |  | 2007                   | 2006   |
| <b>Direct subsidiaries</b>   |  |                        |        |
| Montana Company Limited  | Sale of cosmetics and machinery  | 100.00                 | 100.00 |
| Berli Jucker Foods Limited   | Manufacture of snack foods   | 100.00                 | 100.00 |
| Rubia Investments Limited  | Investment vehicle   | 100.00                 | 100.00 |
| Berli Jucker Logistics Limited   | Customs clearing, warehousing, transportation and distribution service | 100.00                 | 100.00 |
| BJC Marketing Company Limited  | Sale of consumer products  | 100.00                 | 100.00 |
| BJC Healthcare Company Limited<br>(Formerly : BJC Trading Company Limited)                 | Sale of medicals and hospital supplies                                 | 100.00                 | 100.00 |
| BJC Industrial and Trading Company Limited<br>(Formerly : BJC Engineering Company Limited) | Sale of imaging product, stationery and construction supplies          | 100.00                 | 100.00 |
| Thai Flourspar & Minerals Company Limited  | Dormant  | 100.00                 | 100.00 |
| Rubia Industries Limited   | Manufacture of soap, cosmetics and confectionery                       | 99.70                  | 99.70  |
| Thai Glass Industries Public<br>Company Limited  | Manufacture of glass containers  | 98.58                  | 98.58  |
| Berli Jucker Specialties Limited   | Sale of chemicals  | 98.30                  | 98.30  |
| Berli Jucker Cellox Limited  | Manufacture of paper products  | 92.22                  | 92.22  |
| BJC International Company Limited  | Agent  | 100.00                 | -      |
| Thai Beverage Can Company Limited  | Manufacture of can   | 50.00*                 | -      |
| <b>Indirect subsidiaries</b>   |  |                        |        |
| Cosma Medical Company Limited  | Sale of medical products   | 100.00                 | 100.00 |
| Thai-Scandic Steel Company Limited   | Manufacture of galvanised steel structures                             | 99.82                  | 99.82  |
| Marble & Stones Company Limited  | Dormant  | 99.72                  | 99.72  |
| Thai Sancella Company Limited  | Dormant  | 98.62                  | 98.62  |
| Vina Glass Industries Company Limited  | Not in operation   | 98.58                  | 98.58  |

\* The Company has the power to govern the financial and operating policies of this subsidiary.

All subsidiaries were registered in Thailand except for Rubia Investments Limited, which was registered in the British Virgin Islands, Vina Glass Industries Company Limited registered in Vietnam and Berli Jucker (Myanmar) Company Limited registered in Union of Myanmar.

## Berli Jucker Public Company Limited and its Subsidiaries

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

## 2 Basis of preparation of the financial statements

The financial statements issued for Thai reporting purposes are prepared in the Thai language. This English translation of the financial statements has been prepared for the convenience of readers not conversant with the Thai language.

The financial statements are prepared in accordance with Thai Accounting Standards ("TAS") including related interpretations and guidelines promulgated by the Federation of Accounting Professions ("FAP") and with generally accepted accounting principles in Thailand.

During 2007, the FAP issued the following revised TAS relevant to the Group's operations and effective for accounting periods beginning on or after 1 January 2007:

|                       |  |
|-----------------------|--|
| TAS 44 (revised 2007) | Consolidated and Separate Financial Statements |
| TAS 45 (revised 2007) | Investments in Associates                      |
| TAS 46 (revised 2007) | Interests in Joint Ventures                    |

The adoption of these revised TAS has resulted in a change in the Company's accounting policy for interests in subsidiaries and associates in the separate financial statements of the Company. The effects of this change are disclosed in note 33.

In addition to the above revised TAS, the FAP has issued during 2007 a number of other new and revised TAS which are only effective for financial statements beginning on or after 1 January 2008 and have not been adopted in the preparation of these financial statements. These new and revised TAS are disclosed in note 39.

The financial statements are presented in Thai Baht, rounded in the notes to the financial statements to the nearest thousand unless otherwise stated. They are prepared on the historical cost basis except as stated in the accounting policies.

The preparation of financial statements in conformity with TAS requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying amounts of assets and liabilities that are not readily apparent from other sources. Accordingly, actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised, if the revision affects only that period, or in the period of the revision and future periods, if the revision affects both current and future periods.

## 3 Significant accounting policies

### (a) Basis of consolidation

The consolidated financial statements relate to the Company and its subsidiaries and the Group's interests in associates.

Significant intra-group transactions between the Company and its subsidiaries are eliminated on consolidation.

The financial statements of Berli Jucker (Myanmar) Company Limited, a subsidiary which was registered in Union of Myanmar, are not included in the consolidated financial statements as this subsidiary operates under restrictions of the

## **Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

Government of Union of Myanmar. As a result, the Company loses the power to govern the financial and operating policies of this subsidiary.

### **Subsidiaries**

Subsidiaries are those companies controlled by the Company. Control exists when the Company has the power, directly or indirectly, to govern the financial and operating policies of a company so as to obtain benefits from its activities. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

### **Associates**

Associates are those companies in which the Group has significant influence, but not control, over the financial and operating policies. The consolidated financial statements include the Group's share of the total recognised gains and losses of associates on an equity accounted basis, from the date that significant influence commences until the date that significant influence ceases. When the Group's share of losses exceeds its interest in an associate, the Group's carrying amount is reduced to nil and recognition of further losses is discontinued except to the extent that the Group has incurred legal or constructive obligations or made payments on behalf of an associate.

### **Business combinations**

Business combinations involving businesses under common control are accounted for in a manner similar to a pooling of interests, whereby the assets, liabilities and contingent liabilities transferred have been accounted for at book values.

Other business combinations are accounted for using the purchase method. The cost of an acquisition is measured at the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange, plus costs directly attributable to the acquisition.

## **(b) Foreign currencies**

### **Foreign currency transactions**

Transactions in foreign currencies are translated to Thai Baht at the foreign exchange rates ruling at the dates of the transactions.

Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are translated to Thai Baht at the foreign exchange rates ruling at that date. Foreign exchange differences arising on translation are recognised in the statement of income.

Non-monetary assets and liabilities measured at cost in foreign currencies are translated to Thai Baht using the foreign exchange rates ruling at the dates of the transactions. Non-monetary assets and liabilities measured at fair value in foreign currencies are translated to Thai Baht at the foreign exchange rates ruling at the dates that fair value was determined.

### **Foreign entities**

The assets and liabilities of foreign entities are translated to Thai Baht at the foreign exchange rates ruling at the balance sheet date.

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The revenues and expenses of foreign entities are translated to Thai Baht at rates approximating the foreign exchange rates ruling at the dates of the transactions.

**(c) Derivative financial instruments**

Derivative financial instruments are used to manage exposure to foreign exchange, interest rate and commodity price risks arising from operational and financing activities. Derivative financial instruments are not used for trading purposes. However, derivatives that do not qualify for hedge accounting are accounted for as trading instruments.

Derivative financial instruments are recognised initially at fair value; attributable transaction costs are recognised in the statement of income when incurred. Subsequent to initial recognition, they are remeasured at fair value. The gain or loss on remeasurement to fair value is recognised immediately in the statement of income. However, where derivatives qualify for hedge accounting, recognition of any resultant gain or loss depends on the nature of the item being hedged (see accounting policy 3.d).

The fair value of interest rate swaps is the estimated amount that the Group would receive or pay to terminate the swap at the balance sheet date, taking into account current interest rates and the current creditworthiness of the swap counterparties.

The fair value of forward exchange contracts is their quoted market price at the balance sheet date, being the present value of the quoted forward price.

**(d) Hedging****Fair value hedges**

Where a derivative financial instrument hedges the changes in fair value of a recognised asset, liability or unrecognised firm commitment, any gain or loss on remeasuring the fair value or foreign currency component of the hedging instrument is recognised in the statement of income. The hedged item is also stated at fair value in respect of the risk being hedged, with any gain or loss being recognised in the statement of income.

**Cash flow hedges**

Where a derivative financial instrument is designated as a hedge of the variability in cash flows of a recognised asset or liability or a highly probable forecast transaction, the effective part of any gain or loss on the derivative financial instrument is recognised directly in equity.

If a hedge of a forecast transaction subsequently results in the recognition of a financial asset or financial liability, the associated cumulative gains or losses that were recognised directly in equity are recognised in the statement of income in the same period or periods during which the asset acquired or liability assumed affects the statements of income.

If a hedge of a forecast transaction subsequently results in the recognition of a non-financial asset or non-financial liability, or a forecast transaction for a non-financial asset or non-financial liability becomes a firm commitment for which fair value hedge accounting is applied, the associated cumulative gains or losses that were recognised directly in equity are removed from equity and recognised in the statement of income in the same period or periods during which the asset acquired or liability assumed affects the statement of income.

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For cash flow hedges other than those noted in the preceding two paragraphs, the associated cumulative gains or losses that were recognised directly in equity are removed from equity and recognised in the statement of income in the same period or periods during which the hedged forecast transaction affects the statement of income.

**Discontinuing hedge accounting**

Hedge accounting is discontinued prospectively when the hedging instrument expires or is sold, terminated or exercised, or no longer qualifies for hedge accounting. Any cumulative gain or loss on the hedging instrument existing in equity is retained in equity and is recognised when the forecast transaction is ultimately recognised in the statement of income. When a forecast transaction is no longer expected to occur, the cumulative gain or loss that was reported in equity is recognised in the statement of income immediately.

**(e) Cash and cash equivalents**

Cash and cash equivalents in the statements of cash flows comprise cash balances, call deposits and highly liquid short-term investments. Bank overdrafts that are repayable on demand are a component of cash and cash equivalents for the purpose of the statement of cash flows.

**(f) Trade and other accounts receivable**

Trade and other accounts receivable are stated at their invoice value less allowance for doubtful accounts.

The allowance for doubtful accounts is assessed primarily on analysis of payment histories and future expectations of customer payments. Bad debts are written off when incurred.

**(g) Inventories**

Inventories are stated at the lower of cost and net realisable value.

Cost is calculated using the weighted average cost and first in first out principles, and comprises all costs of purchase, costs of conversion and other costs incurred in bringing the inventories to their present location and condition. In the case of manufactured inventories and work-in-progress, cost includes an appropriate share of overheads based on normal operating capacity.

Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs to complete and to make the sale.

An allowance is made for all deteriorated, damaged, obsolete and slow-moving inventories.

**(h) Investments****Investments in subsidiaries and associates**

Investments in subsidiaries and associates in the separate financial statements of the Company are accounted for using the cost method. This is a change of accounting policy, the effects of which are disclosed in note 33. Investments in associates in the consolidated financial statements are accounted for using the equity method.

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

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**Investments in other equity securities**

Equity securities which are not marketable are stated at cost less impairment losses.

Disposal of investments

On disposal of an investment, the difference between net disposal proceeds and the carrying amount is recognised in the statement of income.

If the Group disposes of part of its holding of a particular investment, the deemed cost of the part sold is determined using the weighted average method applied to the carrying value of the total holding of the investment.

**(i) Property, plant and equipment**

Property, plant and equipment are stated at cost less accumulated depreciation and impairment losses.

**Depreciation**

Depreciation is charged to the statement of income on a straight-line basis over the estimated useful lives of each part of an item of property, plant and equipment. The estimated useful lives are as follows:

|  |       |       |
|--|-------|-------|
| Buildings, land and building improvement | 20-40 | years |
| Machinery and equipment                  | 5-20  | years |
| Furniture, fixtures and office equipment | 5-10  | years |
| Vehicles                                 | 5-10  | years |

No depreciation is provided on land and assets under construction.

Gains or losses on disposals of property, plant and equipment are presented as other income or other expense in the statement of income at the disposal date.

**(j) Intangible assets****Goodwill**

Goodwill in a business combination represents the excess of the cost of acquisition over the fair value of the Group's share of the identifiable net assets acquired. Negative goodwill in a business combination represents the excess of the fair value of the Group's share of the identifiable net assets acquired over the cost of acquisition.

Goodwill and negative goodwill are stated at cost less accumulated amortisation and impairment losses. Goodwill and negative goodwill arising on acquisition of shares in subsidiaries and associates in the Company's separate financial statements are included in investments.

The gain or loss on disposal of an entity includes the unamortised balance of goodwill relating to the entity disposed of.

**Other intangible assets**

Other intangible assets which are acquired by the Group are stated at cost less accumulated amortisation and impairment losses.



## Berli Jucker Public Company Limited and its Subsidiaries

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For the years ended 31 December 2007 and 2006

### Amortisation

Amortisation is charged to the statement of income on a straight-line basis from the date that intangible assets are available for use over the estimated useful lives of the assets, unless such lives are indefinite. Intangible assets with an indefinite useful life are not amortised but are systematically tested for impairment at each balance sheet date. The estimated useful lives are as follows:

|                        |    |       |
|------------------------|----|-------|
| Goodwill               | 20 | years |
| Patents and trademarks | 10 | years |
| Software licences      | 5  | years |

### (k) Other assets

Transportation packaging presented in other non-current assets is amortised over its useful life of from 36 to 60 months.

### (l) Impairment

The carrying amounts of the Group's assets are reviewed at each balance sheet date to determine whether there is any indication of impairment. If any such indication exists, the asset's recoverable amount is estimated.

Intangible assets with indefinite useful lives and intangible assets not yet available for use are tested for impairment annually and as and when indicators of impairment are identified.

An impairment loss is recognised whenever the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. The impairment loss is recognised in the statement of income.

#### Calculation of recoverable amount

The recoverable amount is the greater of the asset's net selling price and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For an asset that does not generate cash inflows largely independent of those from other assets, the recoverable amount is determined for the cash-generating unit to which the asset belongs.

#### Reversals of impairment

An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. However, an impairment loss in respect of goodwill is not reversed.

An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

### (m) Interest-bearing liabilities

Interest-bearing liabilities are stated at cost.

**Berli Jucker Public Company Limited and its Subsidiaries**

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For the years ended 31 December 2007 and 2006

**(n) Trade and other accounts payable**

Trade and other accounts payable are stated at cost.

**(o) Employee benefits****Defined contribution plans**

Obligations for contributions to defined contribution pension plans are recognised as an expense in the statement of income as incurred.

**Defined benefit plans**

The defined benefit retirement plan is based on the years of service and remuneration at retirement and is provided for all employees. The plan is not funded but a reserve for the liability is recorded in the financial statements. Annual pension cost is estimated by reference to expected final employee benefits, length of service and other related factors.

**(p) Provisions**

A provision is recognised in the balance sheets when the Group has a present legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. If the effect is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability.

**(q) Difference arising from common control transactions**

Difference arising from common control transactions relates to the restructuring of businesses under the common control of the ultimate majority shareholder of the Company and arises from the difference between the cost of the combination and the carrying amounts of net identifiable assets at the date of combination. The Company recognises the difference arising from common control transactions under shareholders' equity until disposal of the investment.

**(r) Revenue**

Revenue excludes value added taxes and is arrived at after deduction of trade discounts.

Sale of goods and services rendered

Revenue is recognised in the statement of income when the significant risks and rewards of ownership have been transferred to the buyer. No revenue is recognised if there is continuing management involvement with the goods or there are significant uncertainties regarding recovery of the consideration due, associated costs or the probable return of goods. Service income is recognised as services are provided.

**Rental income**

Rental income is recognised in the statement of income on a straight-line basis over the term of the lease. Lease incentives granted are recognised as an integral part of the total rental income.

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For the years ended 31 December 2007 and 2006

Long-term lease premiums received in advance are booked as deferred income and are dealt with under other non-current liabilities. Income is recognised on a straight-line basis over the duration of the lease. Income recognisable within one year is dealt with as part of other current liabilities.

**Interest and dividend income**

Interest income is recognised in the statement of income as it accrues. Dividend income is recognised in the statement of income on the date the Group's right to receive payments is established.

**(s) Expenses****Operating leases**

Payments made under operating leases are recognised in the statement of income on a straight line basis over the term of the lease. Lease incentives received are recognised in the statement of income as an integral part of the total lease payments made. Contingent rentals are charged to the statement of income in the accounting period in which they are incurred.

**Finance costs**

Interest expenses and similar costs are charged to the statement of income in the period in which they are incurred, except to the extent that they are capitalised as being directly attributable to the acquisition, construction or production of an asset which necessarily takes a substantial period of time to be prepared for its intended use or sale. The interest component of finance lease payments is recognized in the statement of income using the effective interest rate method.

Other income and other expenses are recognized on an accrual basis.

**(t) Income tax**

Income tax on the profit or loss for the year comprises current and deferred tax. Income tax is recognised in the statement of income except to the extent that it relates to items recognised directly in equity.

**Current tax**

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted at the balance sheet date and applicable to the reporting period, and any adjustment to tax payable in respect of previous years.

**Deferred tax**

Deferred tax is provided, using the liability method, on temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Temporary differences are not recognised for goodwill not deductible for tax purposes; the initial recognition of assets or liabilities that affect neither accounting nor taxable profit. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities, using tax rates enacted or substantially enacted at the balance sheet date.

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

A deferred tax asset is recognised only to the extent that it is probable that future taxable profit will be available against which the asset can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

**4 Business restructuring**

In November 2007, the Company entered into a restructuring transaction under which the Company acquired a 50% interest in Thai Beverage Can Ltd. from other entities in the same group of companies as the Company, under a common ultimate controlling shareholder. As the same ultimate controlling shareholder controlled Thai Beverage Can Ltd. both before and after the restructuring, the consolidated financial statements have been prepared on the basis of a business combination involving an entity under common control. Accordingly, the business combination has been accounted for by the Company in a manner similar to a pooling of interests and the assets, liabilities and contingent liabilities of Thai Beverage Can Ltd. acquired by the Company have been accounted for at book values.

In preparing the consolidated financial statements of the Group, the assets, liabilities, revenues and expenses of Thai Beverage Can Ltd. are included in the consolidated financial statements and are stated at their carrying values. The consolidated financial statements have been prepared as if the transfers were completed on 1 January 2006, the beginning of the earliest period presented.

The consolidated financial statements for the year ended 31 December 2006 have been restated accordingly. The effects of the restatement on the consolidated balance sheet as at 31 December 2006 and the consolidated statement of income for the year ended 31 December 2006 are summarised as follows:

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For the years ended 31 December 2007 and 2006

(in thousand Baht)

|  | Consolidated                |                           |                           |
|--|-----------------------------|---------------------------|---------------------------|
|  | Balance previously reported | Effect of the restatement | Balance after restatement |
| <b>Balance sheet</b>                               |                             |                           |                           |
| Total assets                                       | 15,305,891                  | 2,311,947                 | 17,617,838                |
| Total liabilities                                  | 6,526,353                   | 2,087,573                 | 8,613,926                 |
| Difference arising from common control transaction | -                           | (545,815)                 | (545,815)                 |
| Minority interest                                  | 166,117                     | 649,187                   | 815,304                   |
| Shareholders' equity                               | 8,779,538                   | 99,374                    | 8,878,912                 |
| <b>Statement of income</b>                         |                             |                           |                           |
| Total revenue                                      | 15,172,622                  | 2,449,124                 | 17,621,746                |
| Other incomes                                      | 165,914                     | 9,296                     | 175,210                   |
| Cost of sales of goods                             | 11,344,791                  | 1,894,286                 | 13,239,077                |
| Selling and administrative expenses                | 2,851,198                   | 228,654                   | 3,079,852                 |
| Income tax expense                                 | 343,053                     | 86,315                    | 429,368                   |
| Net profit   | 867,543                     | 121,002                   | 988,545                   |
| Basic earnings per share (Baht)                    | 0.55                        | 0.08                      | 0.63                      |

The "Difference arising from common control transaction" of Baht 546 million, which is shown as a reduction in shareholders' equity, as a separate component in the consolidated balance sheets as at 31 December 2007 and 2006, represents the difference between the consideration of Baht 1,074 million paid by the Company for Thai Beverage Can Ltd. and the carrying amounts of the net identifiable assets of Thai Beverage Can Ltd. at the date of the combination of Baht 528 million.

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

**5 Related party transactions and balances**

Related parties are those parties linked to the Group and the Company by as shareholders or by common shareholders or directors. Transactions with related parties are conducted at prices based on market prices or, where no market price exists, at contractually agreed prices.

The names of related parties other than subsidiaries and associates (see note 10) with whom the Company has had transactions are as follows:

| Other related parties   | Relationship                                  | Business types  |
|---|---|---|
| T.C.C. Holding Company Limited                                    | Major shareholder                             | Investment vehicle  |
| Beer Thai (1991) Public Company Limited                           | Co-director                                   | Beer brewery  |
| Beerthip Brewery (1991) Company Limited                           | Co-director                                   | Beer brewery  |
| Cosmos Brewery (Thailand) Company Limited                         | Co-director                                   | Beer brewery  |
| Sang Som Company Limited  | Co-director                                   | Spirits distillery  |
| Athimart Company Limited  | Co-director                                   | Spirits distillery  |
| Kankwan Company Limited   | Co-director                                   | Spirits distillery  |
| Theparunothai Company Limited                                     | Co-director                                   | Spirits distillery  |
| Kanchanasingkorn Company Limited                                  | Co-director                                   | Spirits distillery  |
| Luckchai Liquor Trading Company Limited                           | Co-director                                   | Spirits distillery  |
| Fuengfuanant Company Limited                                      | Co-director                                   | Spirits distillery  |
| S.S. Karnsura Company Limited                                     | Co-director                                   | Spirits distillery  |
| Simathurakij Company Limited                                      | Co-director                                   | Spirits distillery  |
| Thanapakdi Company Limited  | Co-director                                   | Spirits distillery  |
| Nateechai Company Limited   | Co-director                                   | Spirits distillery  |
| Cosmo Liquor Company Limited                                      | Co-director                                   | Spirits distillery  |
| Mongkolsamai Company Limited                                      | Co-director                                   | Spirits distillery  |
| Sura Bangyikhan Company Limited                                   | Co-director                                   | Spirits distillery  |
| Pisetkij Company Limited  | Co-director                                   | Spirits distillery  |
| Bang-Na Logistic Company Limited                                  | Co-director                                   | Trading of bottles  |
| Nakornchuen Company Limited                                       | Co-director                                   | Rental in real estate   |
| Thai Beverage Public Company Limited                              | Co-director                                   | Holding Company   |
| South East Capital Company Limited                                | Co-director                                   | Hire-purchase   |
| Southeast Life Insurance Company Limited                          | Co-director                                   | Life Insurance  |
| Southeast Assurance (2000) Company Limited                        | Co-director                                   | Insurance   |
| Thai Beverage Marketing Company Limited                           | Co-director                                   | Import and export spirits for trading/international marketing |
| Tarago Company Limited<br>(Formerly: T.C.C. Agro Company Limited) | Co-director                                   | Agriculture   |
| Ball Corporation  | Major shareholder of subsidiary's shareholder | Manufacture and distribution packaging                        |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

The pricing policies for particular types of transactions are explained further below:

| Business transaction                              | Pricing policies  |
|---|---|
| Sale of goods                                     | Goods and services plus margin                                    |
| Purchase of goods                                 | Market price net of mark up margin of the Company                 |
| Income from allocation of administrative expenses | Allocated from the actual cost occurred                           |
| Rental and service income                         | Contractually agreed prices                                       |
| Rental and service expense                        | Contractually agreed prices                                       |
| Purchase of investment                            | Contractually agreed prices                                       |
| License and technical assistant expenses          | Contractually agreed prices                                       |
| Interest income / Interest expenses               | Interest rates are charged at the borrowing cost and market rates |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

Significant transactions for the years ended 31 December 2007 and 2006 with related parties were as follows:

(in thousand Baht)

|  | Consolidated<br>financial statements |           | Separate<br>financial statements |           |
|--|--------------------------------------|-----------|----------------------------------|-----------|
|  | 2007                                 | 2006      | 2007                             | 2006      |
| <b>Revenue</b>                                       |                                      |           |                                  |           |
| <b>Subsidiaries</b>                                  |                                      |           |                                  |           |
| Revenue from sale of goods                           | -                                    | -         | 30,155                           | 47,678    |
| Interest income                                      | -                                    | -         | 66,616                           | 62,668    |
| Rental and services income                           | -                                    | -         | 89,357                           | 93,218    |
| Income from allocation of<br>administrative expenses | -                                    | -         | 192,879                          | 209,189   |
| Dividends  | -                                    | -         | 1,144,324                        | 332,244   |
| <b>Associates</b>                                    |                                      |           |                                  |           |
| Interest income                                      | 993                                  | 781       | 993                              | 781       |
| Rental and services income                           | 3,794                                | 3,680     | 1,634                            | 1,520     |
| Income from allocation of<br>administrative expenses | 735                                  | 2,557     | 735                              | 2,557     |
| <b>Other related parties</b>                         |                                      |           |                                  |           |
| Revenue from sale of goods                           | 3,463,285                            | 3,045,083 | 2,246,938                        | 1,971,303 |
| Interest income                                      | -                                    | 2,854     | -                                | 2,854     |
| <b>Expenses</b>                                      |                                      |           |                                  |           |
| <b>Subsidiaries</b>                                  |                                      |           |                                  |           |
| Purchase of goods and services                       | -                                    | -         | 4,772,405                        | 4,474,176 |
| Rental and services expense                          | -                                    | -         | 929                              | 1,376     |
| Interest expense                                     | -                                    | -         | 9,339                            | 11,965    |
| <b>Associates</b>                                    |                                      |           |                                  |           |
| Purchase of goods and services                       | 329,067                              | 381,599   | 3,453                            | 5,210     |
| Interest expense                                     | -                                    | 20        | -                                | 20        |
| <b>Other related parties</b>                         |                                      |           |                                  |           |
| Purchase of goods and services                       | 356,133                              | 348,109   | -                                | -         |
| Purchase machinery and equipment                     | 2,711                                | -         | -                                | -         |
| License  | 40,987                               | -         | -                                | -         |
| Interest expense                                     | 43                                   | 150       | 43                               | 150       |
| Purchase of investment                               | 1,074,000                            | -         | 1,074,000                        | -         |



**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

The Company paid directors' remuneration and directors' bonuses to directors for the year ended 31 December 2007 in the amount of Baht 21 million (2006: Baht 21 million).

Balances as at 31 December 2007 and 2006 with related parties were as follows:

(in thousand Baht)

| Trade accounts receivable - related parties | Consolidated         |                | Separate             |                |
|---|----------------------|----------------|----------------------|----------------|
|   | financial statements |                | financial statements |                |
|   | 2007                 | 2006           | 2007                 | 2006           |
| Subsidiaries                                | -                    | -              | 6,771                | 19,037         |
| Other related parties                       | 610,440              | 680,180        | 471,292              | 554,070        |
|   | <b>610,440</b>       | <b>680,180</b> | <b>478,063</b>       | <b>573,107</b> |
| Less allowance for doubtful accounts        | (1,526)              | (1,701)        | (1,195)              | (1,433)        |
| <b>Net</b>                                  | <b>608,914</b>       | <b>678,479</b> | <b>476,868</b>       | <b>571,674</b> |

(in thousand Baht)

| Short-term loans to and other receivable<br>from related parties | Consolidated         |               | Separate             |                  |
|--|----------------------|---------------|----------------------|------------------|
|  | financial statements |               | financial statements |                  |
|  | 2007                 | 2006          | 2007                 | 2006             |
| <b>Comprising:</b>   |                      |               |                      |                  |
| Other receivables from related parties, net                      | 432                  | 762           | 63,463               | 77,300           |
| Short-term loans to related parties, net                         | 30,000               | 15,000        | 1,876,654            | 1,277,879        |
| <b>Total</b>   | <b>30,432</b>        | <b>15,762</b> | <b>1,940,117</b>     | <b>1,355,179</b> |

(in thousand Baht)

| Other receivables from related parties | Consolidated         |            | Separate             |               |
|--|----------------------|------------|----------------------|---------------|
|  | financial statements |            | financial statements |               |
|  | 2007                 | 2006       | 2007                 | 2006          |
| Subsidiaries                           | -                    | -          | 63,248               | 76,724        |
| Other related parties                  | 432                  | 762        | 432                  | 762           |
|  | <b>432</b>           | <b>762</b> | <b>63,680</b>        | <b>77,486</b> |
| Less allowance for doubtful accounts   | -                    | -          | (217)                | (186)         |
| <b>Net</b>                             | <b>432</b>           | <b>762</b> | <b>63,463</b>        | <b>77,300</b> |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

| Short-term loans to related parties  | Interest rate |           | Consolidated         |               | Separate             |                    |
|--|---------------|-----------|----------------------|---------------|----------------------|--------------------|
|  |               |           | financial statements |               | financial statements |                    |
|  | 2007          | 2006      | 2007                 | 2006          | 2007                 | 2006<br>(Restated) |
| <b>Subsidiaries</b>  |               |           |                      |               |                      |                    |
| Berli Jucker Cellox Limited  | 3.60-4.07     | 5.25-6.00 | -                    | -             | 858,000              | 824,000            |
| Thai Glass Industries Public Company Limited   | 3.47          | 5.10      | -                    | -             | 105,000              | 156,000            |
| Berli Jucker Specialties Limited   | 3.60-4.50     | 5.25-5.75 | -                    | -             | 230,784              | 151,018            |
| Thai Sancell Company Limited   | -             | -         | -                    | -             | 4,476                | 4,476              |
| BJC Marketing Company Limited  | -             | 5.25      | -                    | -             | -                    | 30,600             |
| BJC Healthcare Company Limited<br>(Formerly : BJC Trading Company Limited)                 | -             | 5.25      | -                    | -             | -                    | 19,900             |
| BJC Industrial and Trading Company Limited<br>(Formerly : BJC Engineering Company Limited) | 3.60          | 5.25      | -                    | -             | 188,500              | 147,100            |
| Rubia Industries Limited   | 3.60          | -         | -                    | -             | 159,370              | -                  |
| Thai-Scandic Steel Company Limited   | 3.60          | -         | -                    | -             | 135,000              | -                  |
| Berli Jucker Foods Limited   | 3.60-4.00     | -         | -                    | -             | 170,000              | -                  |
|  |               |           | -                    | -             | <b>1,851,130</b>     | <b>1,333,094</b>   |
| <b>Associates</b>  |               |           |                      |               |                      |                    |
| T.C.C. Technology Company Limited  | 3.75          | 5.50      | 15,000               | 15,000        | 15,000               | 15,000             |
| Berli Dynaplast Company Limited  | 3.75          | -         | 15,000               | -             | 15,000               | -                  |
|  |               |           | <b>30,000</b>        | <b>15,000</b> | <b>1,881,130</b>     | <b>1,348,094</b>   |
| Less allowance for doubtful accounts   |               |           | -                    | -             | (4,476)              | (70,215)           |
| <b>Total short-term loans to related parties, net</b>                                      |               |           | <b>30,000</b>        | <b>15,000</b> | <b>1,876,654</b>     | <b>1,277,879</b>   |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

Movements during the years ended 31 December 2007 and 2006 of loans to related parties were as follows:

| Short-term loans                     | (in thousand Baht)   |               |                      |                  |
|--------------------------------------|----------------------|---------------|----------------------|------------------|
|                                      | Consolidated         |               | Separate             |                  |
|                                      | financial statements |               | financial statements |                  |
|                                      | 2007                 | 2006          | 2007                 | 2006             |
| <b>Subsidiaries</b>                  |                      |               |                      |                  |
| At 1 January                         | -                    | -             | 1,333,094            | 1,046,831        |
| Increase                             | -                    | -             | 619,536              | 467,000          |
| Decrease                             | -                    | -             | (101,500)            | (180,737)        |
| <b>At 31 December</b>                | <b>-</b>             | <b>-</b>      | <b>1,851,130</b>     | <b>1,333,094</b> |
| <b>Associates</b>                    |                      |               |                      |                  |
| At 1 January                         | 15,000               | 15,000        | 15,000               | 15,000           |
| Increase                             | 15,000               | -             | 15,000               | -                |
| <b>At 31 December</b>                | <b>30,000</b>        | <b>15,000</b> | <b>30,000</b>        | <b>15,000</b>    |
| <b>Other related parties</b>         |                      |               |                      |                  |
| At 1 January                         | -                    | 79,390        | -                    | 79,390           |
| Decrease                             | -                    | (79,390)      | -                    | (79,390)         |
| <b>At 31 December</b>                | <b>-</b>             | <b>-</b>      | <b>-</b>             | <b>-</b>         |
| <b>Total short-term loans</b>        |                      |               |                      |                  |
| At 1 January                         | 15,000               | 94,390        | 1,348,094            | 1,141,221        |
| Increase                             | 15,000               | -             | 634,536              | 467,000          |
| Decrease                             | -                    | (79,390)      | (101,500)            | (260,127)        |
| <b>At 31 December</b>                | <b>30,000</b>        | <b>15,000</b> | <b>1,881,130</b>     | <b>1,348,094</b> |
| Less allowance for doubtful accounts | -                    | -             | (4,476)              | (70,215)         |
| <b>Net</b>                           | <b>30,000</b>        | <b>15,000</b> | <b>1,876,654</b>     | <b>1,277,879</b> |

Short-term loans to related parties are unsecured and denominated in Thai Baht.

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

(in thousand Baht)

| Trade accounts payable – related parties | Consolidated         |                | Separate             |                  |
|--|----------------------|----------------|----------------------|------------------|
|  | financial statements |                | financial statements |                  |
|  | 2007                 | 2006           | 2007                 | 2006             |
| Subsidiaries                             | -                    | -              | 981,499              | 1,123,765        |
| Associates                               | 79,091               | 88,713         | -                    | -                |
| Other related parties                    | 58,535               | 68,768         | -                    | -                |
| <b>Total</b>                             | <b>137,626</b>       | <b>157,481</b> | <b>981,499</b>       | <b>1,123,765</b> |

(in thousand Baht)

| Short-term loans from and other payables<br>to related parties | Consolidated         |               | Separate             |                |
|--|----------------------|---------------|----------------------|----------------|
|  | financial statements |               | financial statements |                |
|  | 2007                 | 2006          | 2007                 | 2006           |
| <b>Comprising:</b>   |                      |               |                      |                |
| Other payables to related parties                              | 2,345                | 2,355         | 1,834                | 5,590          |
| Short-term loans from related parties                          | -                    | 10,533        | 237,416              | 441,289        |
| <b>Total</b>   | <b>2,345</b>         | <b>12,888</b> | <b>239,250</b>       | <b>446,879</b> |

(in thousand Baht)

| Other payables to related parties | Consolidated         |              | Separate             |              |
|-----------------------------------|----------------------|--------------|----------------------|--------------|
|                                   | financial statements |              | financial statements |              |
|                                   | 2007                 | 2006         | 2007                 | 2006         |
| Subsidiaries                      | -                    | -            | 1,834                | 5,590        |
| Associates                        | 1,613                | -            | -                    | -            |
| Other related parties             | 732                  | 2,355        | -                    | -            |
| <b>Total</b>                      | <b>2,345</b>         | <b>2,355</b> | <b>1,834</b>         | <b>5,590</b> |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

| Short-term loans from related parties                                      | Interest rate (%) |           | Consolidated financial statements |               | Separate financial statements |                |
|--|-------------------|-----------|-----------------------------------|---------------|-------------------------------|----------------|
|  |                   |           | 2007                              | 2006          | 2007                          | 2006           |
|  | 2007              | 2006      | 2007                              | 2006          | 2007                          | 2006           |
| <b>Subsidiaries</b>  |                   |           |                                   |               |                               |                |
| BJC Marketing Company Limited  | 1.50              | -         | -                                 | -             | 45,400                        | -              |
| BJC Healthcare Company Limited<br>(Formerly : BJC Trading Company Limited) | 1.50              | -         | -                                 | -             | 23,000                        | -              |
| Thai-Scandic Steel Company Limited   | 3.75              | 3.00-3.75 | -                                 | -             | 103,281                       | 274,289        |
| Thai Flourspar & Minerals Company Limited                                  | 2.25              | 3.25      | -                                 | -             | 5,300                         | 2,700          |
| Berli Jucker Logistics Limited   | 1.50              | 3.00-4.00 | -                                 | -             | 27,955                        | 62,900         |
| Montana Company Limited  | 1.50              | 3.25      | -                                 | -             | 7,500                         | 8,900          |
| Rubia Industries Limited   | -                 | 3.00      | -                                 | -             | -                             | 24,000         |
| Berli Jucker Foods Limited   | -                 | 3.00      | -                                 | -             | -                             | 61,000         |
| BJC International Company Limited  | 1.50              | -         | -                                 | -             | 24,980                        | -              |
| <b>Other related parties</b>   |                   |           |                                   |               |                               |                |
| J.N.P.A. Company Limited   | -                 | 2.00      | -                                 | 10,533        | -                             | 7,500          |
| <b>Total short-term loans from related parties</b>                         |                   |           | <b>-</b>                          | <b>10,533</b> | <b>237,416</b>                | <b>441,289</b> |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

Movements during the years ended 31 December 2007 and 2006 of loans from related parties were as follows:

(in thousand Baht)

|                               | Consolidated         |               | Separate             |                |
|-------------------------------|----------------------|---------------|----------------------|----------------|
|                               | financial statements |               | financial statements |                |
| Loans from related parties    | 2007                 | 2006          | 2007                 | 2006           |
| <b>Short-term</b>             |                      |               |                      |                |
| <b>Subsidiaries</b>           |                      |               |                      |                |
| At 1 January                  | -                    | -             | 433,789              | 326,946        |
| Increase                      | -                    | -             | 95,980               | 119,943        |
| Decrease                      | -                    | -             | (292,353)            | (13,100)       |
| <b>At 31 December</b>         | <b>-</b>             | <b>-</b>      | <b>237,416</b>       | <b>433,789</b> |
| <b>Associates</b>             |                      |               |                      |                |
| At 1 January                  | -                    | 1,500         | -                    | 1,500          |
| Decrease                      | -                    | (1,500)       | -                    | (1,500)        |
| <b>At 31 December</b>         | <b>-</b>             | <b>-</b>      | <b>-</b>             | <b>-</b>       |
| <b>Other related parties</b>  |                      |               |                      |                |
| At 1 January                  | 10,533               | 8,335         | 7,500                | 7,500          |
| Increase                      | -                    | 2,198         | -                    | -              |
| Decrease                      | (10,533)             | -             | (7,500)              | -              |
| <b>At 31 December</b>         | <b>-</b>             | <b>10,533</b> | <b>-</b>             | <b>7,500</b>   |
| <b>Total short-term loans</b> |                      |               |                      |                |
| At 1 January                  | 10,533               | 9,835         | 441,289              | 335,946        |
| Increase                      | -                    | 2,198         | 95,980               | 119,943        |
| Decrease                      | (10,533)             | (1,500)       | (299,853)            | (14,600)       |
| <b>At 31 December</b>         | <b>-</b>             | <b>10,533</b> | <b>237,416</b>       | <b>441,289</b> |

Short-term loans from related parties are unsecured and denominated in Thai Baht. The loans are repayable on demand.

Balances of other assets and other liabilities as at 31 December 2007 and 2006 with other related parties were as follows:

(in thousand Baht)

|                             | Note      | Consolidated         |       | Separate             |      |
|-----------------------------|-----------|----------------------|-------|----------------------|------|
|                             |           | financial statements |       | financial statements |      |
|                             |           | 2007                 | 2006  | 2007                 | 2006 |
| Ball Corporation            |           |                      |       |                      |      |
| Other accounts receivable   | <b>9</b>  | 8,970                | 7,743 | -                    | -    |
| Payable for asset purchases | <b>19</b> | 37,699               | -     | -                    | -    |

## Berli Jucker Public Company Limited and its Subsidiaries

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

As at 31 December 2007 in the ordinary course of business, the Company had given guarantees of Baht 1,088 million (2006: Baht 340 million) to third parties on behalf of subsidiaries and associates.

During 2006, the Company sold its loan and related interest receivable to Pathum Thani Water Company Limited, a related company, to a company in the amounts of Baht 79 million and Baht 48 million, respectively, totalling Baht 127 million (Book value equals nil) as described in note 11.

### Significant agreements with related parties

#### Glass bottle purchase and sale agreement

The Company entered into the glass bottle purchase and sale agreement with Bang-Na Logistic Co., Ltd., a related party, to purchase/sales glass bottles for a period of two years and eight months, effective date from 1 May 2007 to 31 December 2009 under the price and condition stated in the contract.

#### Technical Assistant Agreement

Thai Beverage Can Ltd., a subsidiary company, entered into a technical agreement with a foreign related party, Ball Corporation whereby the latter provides the subsidiary with technical and consulting services. The subsidiary is committed to pay the technical and consulting fees in accordance with the agreement.

#### License Agreement

Thai Beverage Can Ltd., a subsidiary company, entered into a license agreement with its foreign related party, Ball Corporation, under which the latter provides the subsidiary with licensed technology. The subsidiary is committed to pay annual fixed royalty fee of USD 125,000 for the period from 10 September 2002 to 31 December 2007 and then, from 1 January 2008 to 31 December 2022, the subsidiary has to pay annual minimum royalty fee plus variable fee based on the total quantity of sets manufactured and sold by the subsidiary. As at 31 December 2007 and 2006, the subsidiary had commitment for annual minimum royalty fee over the term of agreement as disclosed in Note 35 to the financial statements.

## 6 Cash and cash equivalents

(in thousand Baht)

|   | Consolidated         |                | Separate             |                |
|---|----------------------|----------------|----------------------|----------------|
|   | financial statements |                | financial statements |                |
|   | 2007                 | 2006           | 2007                 | 2006           |
| Cash at bank and on hand                        | 151,492              | 48,013         | 15,085               | 8,754          |
| Call deposits with bank                         | 294,866              | 231,337        | 147,781              | 157,200        |
| Short-term deposits with financial institutions | 105,037              | 33,405         | -                    | -              |
| <b>Total</b>                                    | <b>551,395</b>       | <b>312,755</b> | <b>162,866</b>       | <b>165,954</b> |

The average interest rate on deposits held at call with banks for the year 2007 was 2.47% per annum (2006: 3.50% per annum).

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

The currency denomination of cash and cash equivalents as at 31 December was as follows:

|                             | (in thousand Baht)   |                |                      |                |
|-----------------------------|----------------------|----------------|----------------------|----------------|
|                             | Consolidated         |                | Separate             |                |
|                             | financial statements |                | financial statements |                |
|                             | 2007                 | 2006           | 2007                 | 2006           |
| Thai Baht (THB)             | 439,918              | 279,118        | 162,707              | 165,830        |
| United States Dollars (USD) | 105,264              | 33,637         | 159                  | 124            |
| Euro (EUR)                  | 6,213                | -              | -                    | -              |
| <b>Total</b>                | <b>551,395</b>       | <b>312,755</b> | <b>162,866</b>       | <b>165,954</b> |

**7 Trade accounts receivable**

|   | (in thousand Baht) |                      |                  |                      |                  |
|---|--------------------|----------------------|------------------|----------------------|------------------|
|   | Note               | Consolidated         |                  | Separate             |                  |
|   |                    | financial statements |                  | financial statements |                  |
|   |                    | 2007                 | 2006             | 2007                 | 2006             |
| Related parties                                     | 5                  | 610,440              | 680,180          | 478,063              | 573,107          |
| Other parties                                       |                    | 3,148,003            | 2,889,371        | 579,756              | 643,480          |
| Installment receivables                             |                    | 49,910               | 89,067           | 25,147               | 26,544           |
| Less unearned interest on installment contracts     |                    | (2,703)              | (3,007)          | (2,521)              | (2,567)          |
|   |                    | <b>3,805,650</b>     | <b>3,655,611</b> | <b>1,080,445</b>     | <b>1,240,564</b> |
| Less allowance for doubtful accounts                |                    | (121,026)            | (130,793)        | (77,963)             | (80,260)         |
| <b>Total</b>  |                    | <b>3,684,624</b>     | <b>3,524,818</b> | <b>1,002,482</b>     | <b>1,160,304</b> |
| <b>Bad and doubtful debts expenses for the year</b> |                    | <b>11,719</b>        | <b>5,890</b>     | <b>1,089</b>         | <b>212</b>       |



**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

Aging analyses for trade accounts receivable were as follows:

|                                      | (in thousand Baht)   |                  |                      |                  |
|--------------------------------------|----------------------|------------------|----------------------|------------------|
|                                      | Consolidated         |                  | Separate             |                  |
|                                      | financial statements |                  | financial statements |                  |
|                                      | 2007                 | 2006             | 2007                 | 2006             |
| <b>Related parties</b>               |                      |                  |                      |                  |
| Within credit terms                  | 607,482              | 673,239          | 477,490              | 573,107          |
| Overdue:                             |                      |                  |                      |                  |
| Less than 3 months                   | 2,958                | 6,941            | 573                  | -                |
| 3 - 6 months                         | -                    | -                | -                    | -                |
| 6 - 12 months                        | -                    | -                | -                    | -                |
| Over 12 months                       | -                    | -                | -                    | -                |
|                                      | <b>610,440</b>       | <b>680,180</b>   | <b>478,063</b>       | <b>573,107</b>   |
| Less allowance for doubtful accounts | (1,526)              | (1,701)          | (1,195)              | (1,433)          |
| <b>Net</b>                           | <b>608,914</b>       | <b>678,479</b>   | <b>476,868</b>       | <b>571,674</b>   |
| <b>Other parties</b>                 |                      |                  |                      |                  |
| Within credit terms                  | 2,078,759            | 2,037,273        | 429,981              | 479,382          |
| Overdue:                             |                      |                  |                      |                  |
| Less than 3 months                   | 964,074              | 796,999          | 93,876               | 109,929          |
| 3 - 6 months                         | 30,437               | 16,873           | 600                  | 95               |
| 6 - 12 months                        | 11,852               | 10,154           | 17                   | -                |
| Over 12 months                       | 110,088              | 114,132          | 77,908               | 78,051           |
|                                      | <b>3,195,210</b>     | <b>2,975,431</b> | <b>602,382</b>       | <b>667,457</b>   |
| Less allowance for doubtful accounts | (119,500)            | (129,092)        | (76,768)             | (78,827)         |
| <b>Net</b>                           | <b>3,075,710</b>     | <b>2,846,339</b> | <b>525,614</b>       | <b>588,630</b>   |
| <b>Total</b>                         | <b>3,684,624</b>     | <b>3,524,818</b> | <b>1,002,482</b>     | <b>1,160,304</b> |

The normal credit term granted by the Group is from 45 days to 75 days

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

The currency denomination of trade accounts receivable as at 31 December was as follows:

|                             | (in thousand Baht)   |                  |                      |                  |
|-----------------------------|----------------------|------------------|----------------------|------------------|
|                             | Consolidated         |                  | Separate             |                  |
|                             | financial statements |                  | financial statements |                  |
|                             | 2007                 | 2006             | 2007                 | 2006             |
| Thai Baht (THB)             | 3,183,669            | 3,323,621        | 982,339              | 1,145,212        |
| United States Dollars (USD) | 311,172              | 145,489          | 20,143               | 15,092           |
| Euro (EUR)                  | 186,221              | 915              | -                    | -                |
| Other currencies            | 3,562                | 54,793           | -                    | -                |
| <b>Total</b>                | <b>3,684,624</b>     | <b>3,524,818</b> | <b>1,002,482</b>     | <b>1,160,304</b> |

**8 Inventories**

|   | (in thousand Baht)   |                  |                      |               |
|---|----------------------|------------------|----------------------|---------------|
|   | Consolidated         |                  | Separate             |               |
|   | financial statements |                  | financial statements |               |
|   | 2007                 | 2006             | 2007                 | 2006          |
| Raw materials and packaging materials                   | 642,375              | 579,565          | -                    | -             |
| Work in progress  | 252,283              | 186,522          | -                    | -             |
| Finished goods  | 1,385,316            | 1,282,191        | 31,647               | 25,739        |
| Assemblies and spare parts                              | 647,895              | 564,839          | -                    | -             |
| Other materials   | 54,847               | 49,465           | -                    | -             |
| Goods in transit  | 247,508              | 303,970          | 72                   | 778           |
|   | <b>3,230,224</b>     | <b>2,966,552</b> | <b>31,719</b>        | <b>26,517</b> |
| Less allowance for obsolete and slow-moving inventories | (144,887)            | (174,320)        | (15,991)             | (15,991)      |
| <b>Total</b>  | <b>3,085,337</b>     | <b>2,792,232</b> | <b>15,728</b>        | <b>10,526</b> |

The cost of inventories which is recognised as an expense and included in 'cost of sale of goods' for 2007 amounted to Baht 14,558 million (2006: Baht 13,239 million) in the consolidated financial statements and Baht 4,839 million (2006: Baht 4,552 million) in the separate financial statements.

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

**9 Other current assets**

(in thousand Baht)

|                                      | Note | Consolidated<br>financial statements |                | Separate<br>financial statements |               |
|--------------------------------------|------|--------------------------------------|----------------|----------------------------------|---------------|
|                                      |      | 2007                                 | 2006           | 2007                             | 2006          |
| Purchase value added tax             |      | 33,221                               | 40,643         | 290                              | 321           |
| Withholding tax                      |      | 68,398                               | 13,367         | -                                | -             |
| Prepaid expenses                     |      | 18,126                               | 16,923         | 2,645                            | 7,077         |
| Farmer receivables                   |      | 23,355                               | 36,755         | -                                | -             |
| Advance payments                     |      | 43,813                               | 24,825         | 637                              | 223           |
| Advances to suppliers                |      | 12,824                               | 13,139         | -                                | -             |
| Other receivables                    | 5    | 73,796                               | 83,001         | 47,540                           | 48,465        |
| Others                               |      | 28,748                               | 26,909         | 262                              | 955           |
|                                      |      | <b>302,281</b>                       | <b>255,562</b> | <b>51,374</b>                    | <b>57,041</b> |
| Less allowance for doubtful accounts |      | (45,574)                             | (45,574)       | (45,574)                         | (45,574)      |
| <b>Net</b>                           |      | <b>256,707</b>                       | <b>209,988</b> | <b>5,800</b>                     | <b>11,467</b> |

**10 Investments in subsidiaries and associates**

(in thousand Baht)

|   | Consolidated<br>financial statements |                | Separate<br>financial statements |                  |
|---|--------------------------------------|----------------|----------------------------------|------------------|
|   | 2007                                 | 2006           | 2007                             | 2006             |
| At 1 January  | 295,118                              | 277,518        | 5,426,088                        | 5,417,494        |
| Share of profits from investments-<br>equity method                 | 40,594                               | 35,199         | -                                | -                |
| Increased portion in subsidiaries                                   | -                                    | -              | 1,339,000                        | 94               |
| Decrease in allowance on investment<br>for subsidiary and associate | -                                    | -              | 8,800                            | 8,500            |
| Allowance on impairment of<br>investment in subsidiary              | -                                    | -              | (88,179)                         | -                |
| Dividend income   | (14,400)                             | (17,599)       | -                                | -                |
| Others  | -                                    | -              | -                                | -                |
| <b>At 31 December</b>   | <b>321,312</b>                       | <b>295,118</b> | <b>6,685,709</b>                 | <b>5,426,088</b> |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

Investments in subsidiaries and associates as at 31 December 2007 and 2006, and dividend income from those investments for the years then ended were as follows:

(%)

(in thousand Baht)

|  | Consolidated financial statements |       |                 |         |                |                |                |                |                 |               |
|--|-----------------------------------|-------|-----------------|---------|----------------|----------------|----------------|----------------|-----------------|---------------|
|  | Ownership interest                |       | Paid-up capital |         | Cost method    |                | Equity method  |                | Dividend income |               |
|  | 2007                              | 2006  | 2007            | 2006    | 2007           | 2006           | 2007           | 2006           | 2007            | 2006          |
| <b>Associates</b>                                |                                   |       |                 |         |                |                |                |                |                 |               |
| BJC Marine Resources Development Company Limited | 50.00                             | 50.00 | 94,400          | 94,400  | 52,377         | 52,377         | 11,796         | 11,165         | -               | -             |
| Berli Asiatic Soda Company Limited               | 50.00                             | 50.00 | 40,000          | 40,000  | 24,872         | 24,872         | 33,199         | 33,281         | 14,400          | 17,599        |
| Berli Dynaplast Company Limited                  | 49.00                             | 49.00 | 303,933         | 303,933 | 195,070        | 195,070        | 215,068        | 196,178        | -               | -             |
| ADAT Sales (Thailand) Limited                    | 48.32                             | 48.32 | 3,000           | 3,000   | 1,470          | 1,470          | 659            | 659            | -               | -             |
| T.C.C. Technology Company Limited                | 34.00                             | 34.00 | 120,000         | 120,000 | 61,200         | 61,200         | 58,598         | 51,843         | -               | -             |
| Pacific Leisure (Thailand) Limited               | 23.67                             | 23.67 | 3,000           | 3,000   | 720            | 720            | 1,992          | 1,992          | -               | -             |
|  |                                   |       |                 |         | <b>335,709</b> | <b>335,709</b> | <b>321,312</b> | <b>295,118</b> | <b>14,400</b>   | <b>17,599</b> |
| Less allowance for impairment                    |                                   |       |                 |         | (40,400)       | (49,200)       | -              | -              | -               | -             |
| <b>Total</b>                                     |                                   |       |                 |         | <b>295,309</b> | <b>286,509</b> | <b>321,312</b> | <b>295,118</b> | <b>14,400</b>   | <b>17,599</b> |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

(%)

(in thousand Baht)

|  | Separate financial statements (Restated) |        |                 |           |                  |                  |                  |                 |                  |                  |                  |                |
|--|--|--------|-----------------|-----------|------------------|------------------|------------------|-----------------|------------------|------------------|------------------|----------------|
|  | Ownership interest                       |        | Paid-up capital |           | Cost method      |                  | Impairment       |                 | At cost - net    |                  | Dividend income  |                |
|  | 2007                                     | 2006   | 2007            | 2006      | 2007             | 2006             | 2007             | 2006            | 2007             | 2006             | 2007             | 2006           |
| <b>Subsidiaries</b>  |  |        |                 |           |                  |                  |                  |                 |                  |                  |                  |                |
| Montana Company Limited  | 100.00                                   | 100.00 | 500             | 500       | 500              | 500              | -                | -               | 500              | 500              | -                | -              |
| Berli Jucker Foods Limited   | 100.00                                   | 100.00 | 320,000         | 320,000   | 320,042          | 320,042          | -                | -               | 320,042          | 320,042          | 217,120          | 44,800         |
| Rubia Investments Limited  | 100.00                                   | 100.00 | 30,000          | 30,000    | 30,000           | 30,000           | -                | -               | 30,000           | 30,000           | -                | -              |
| Berli Jucker Logistics Limited   | 100.00                                   | 100.00 | 50,000          | 50,000    | 50,000           | 50,000           | -                | -               | 50,000           | 50,000           | 65,845           | 6,750          |
| BJC Marketing Company Limited  | 100.00                                   | 100.00 | 100,000         | 100,000   | 102,550          | 102,550          | -                | -               | 102,550          | 102,550          | -                | -              |
| BJC Industrial and Trading Company Limited<br>(Formerly : BJC Engineering Company Limited) | 100.00                                   | 100.00 | 250,000         | 10,000    | 250,000          | 10,000           | (98,179)         | (10,000)        | 151,821          | -                | -                | -              |
| BJC Healthcare Company Limited<br>(Formerly : BJC Trading Company Limited)                 | 100.00                                   | 100.00 | 200,000         | 200,000   | 200,000          | 200,000          | -                | -               | 200,000          | 200,000          | 429,000          | 75,000         |
| Thai Flourspar & Minerals Company Limited  | 100.00                                   | 100.00 | 2,000           | 2,000     | 2,000            | 2,000            | -                | -               | 2,000            | 2,000            | -                | -              |
| BJC International Company Limited  | 100.00                                   | -      | 25,000          | -         | 25,000           | -                | -                | -               | 25,000           | -                | -                | -              |
| Rubia Industries Limited   | 99.70                                    | 99.70  | 12,000          | 12,000    | 19,256           | 19,256           | -                | -               | 19,256           | 19,256           | 227,434          | 16,142         |
| Thai Glass Industries Public Company Limited   | 98.58                                    | 98.58  | 1,170,000       | 1,170,000 | 3,503,973        | 3,503,973        | -                | -               | 3,503,973        | 3,503,973        | 48,441           | 115,332        |
| Berli Jucker Specialties Limited   | 98.30                                    | 98.30  | 63,875          | 63,875    | 70,504           | 70,504           | -                | -               | 70,504           | 70,504           | 142,084          | 19,734         |
| Berli Jucker Cellox Limited  | 92.22                                    | 92.22  | 500,000         | 500,000   | 637,954          | 637,954          | -                | -               | 637,954          | 637,954          | -                | 36,887         |
| Thai Beverage Can Company Limited  | 50.00                                    | -      | 1,000,000       | -         | 1,074,000        | -                | -                | -               | 1,074,000        | -                | -                | -              |
| Thai-Scandic Steel Company Limited   | 34.13                                    | 34.13  | 586,000         | 586,000   | 200,000          | 200,000          | -                | -               | 200,000          | 200,000          | -                | -              |
| Marble & Stones Company Limited  | 5.00                                     | 5.00   | 99,800          | 99,800    | 4,990            | 4,990            | -                | -               | 4,990            | 4,990            | -                | -              |
|  |  |        |                 |           | <b>6,490,769</b> | <b>5,151,769</b> | <b>(98,179)</b>  | <b>(10,000)</b> | <b>6,392,590</b> | <b>5,141,769</b> | <b>1,129,924</b> | <b>314,645</b> |
| <b>Associates</b>  |  |        |                 |           |                  |                  |                  |                 |                  |                  |                  |                |
| BJC Marine Resources Development<br>Company Limited  | 50.00                                    | 50.00  | 94,400          | 94,400    | 52,377           | 52,377           | (40,400)         | (40,400)        | 11,977           | 11,977           | -                | -              |
| Berli Asiatic Soda Company Limited   | 50.00                                    | 50.00  | 40,000          | 40,000    | 24,872           | 24,872           | -                | -               | 24,872           | 24,872           | 14,400           | 17,599         |
| Berli Dynaplast Company Limited  | 49.00                                    | 49.00  | 303,933         | 303,933   | 195,070          | 195,070          | -                | (8,800)         | 195,070          | 186,270          | -                | -              |
| T.C.C. Technology Company Limited  | 34.00                                    | 34.00  | 120,000         | 120,000   | 61,200           | 61,200           | -                | -               | 61,200           | 61,200           | -                | -              |
|  |  |        |                 |           | <b>333,519</b>   | <b>333,519</b>   | <b>(40,400)</b>  | <b>(49,200)</b> | <b>293,119</b>   | <b>284,319</b>   | <b>14,400</b>    | <b>17,599</b>  |
| <b>Total</b>   |  |        |                 |           | <b>6,824,288</b> | <b>5,485,288</b> | <b>(138,579)</b> | <b>(59,200)</b> | <b>6,685,709</b> | <b>5,426,088</b> | <b>1,144,324</b> | <b>332,244</b> |

On November 2007, the Company purchases the ordinary shares of Thai Beverage Can Company Limited. (See note 38.4)

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

**11 Gain on sale of investments and sale of loan to related party and related interest receivable**

During 2006, the Company and its subsidiary sold its investments in related parties, loans to related party and related interest receivable and transferred its rights and obligations relating to the Sponsors Support Agreement dated 29 June 1998, for the sum of Baht 190 million. The transaction was completed on 30 June 2006. The gain on sale of investments and sale of loans to related parties and related interest receivable, in the amount of Baht 189 million, was presented in the consolidated and the Company statement of income for the year ended 31 December 2006. Details as follows:

(in thousand Baht)

|   | Held by                             | Share   | Price per share |                |
|---|-------------------------------------|---------|-----------------|----------------|
| <b>Sale of investments</b>  |                                     |         |                 |                |
| - Pathum Thani Water Company Limited  | Berli Jucker Public Company Limited | 826,500 | 73.50           | 60,747         |
| - Pathum Thani Operations Company Limited   | Thai-Scandic Steel Company Limited  | 4,250   | 539.94          | 2,295          |
| <b>Total sale of investments</b>  |                                     |         |                 | <b>63,042</b>  |
| <b>Sale of loan to related party and related interest receivable:</b>                       |                                     |         |                 |                |
| - Loan to   |                                     |         |                 | 79,390         |
| - Interest receivable   |                                     |         |                 | 47,568         |
| <b>Total sale of loan to related party and related interest receivable sold</b>             |                                     |         |                 | <b>126,958</b> |
| <b>Total investments, loans to related party and related interest receivable sold</b>       |                                     |         |                 | <b>190,000</b> |
| <i>Less Sale of investments expenses</i>  |                                     |         |                 | (83)           |
| <b>Net</b>  |                                     |         |                 | <b>189,917</b> |
| <i>Less Book value of investments and loan to and interest receivable - related parties</i> |                                     |         |                 | (425)          |
| <b>Gain on sale investments, loan to related party and related interest receivable</b>      |                                     |         |                 | <b>189,492</b> |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

Book value of investments and loans to related party and related interest receivable comprised of the following:

(in thousand Baht)

|  | Held by | Share | Price per share |
|--|---------|-------|-----------------|
| <b>Investments:</b>  |         |       |                 |
| - Investment in Pathum Thani Water Company Limited           |         |       | 82,650          |
| - Investment in Pathum Thani Operations Company Limited      |         |       | 425             |
| <b>Total</b>   |         |       | <b>83,075</b>   |
| Less allowance for impairment of investments                 |         |       | (82,650)        |
| <b>Net</b>   |         |       | <b>425</b>      |
| <b>Loan to related party and related interest receivable</b> |         |       |                 |
| - Loan to  |         |       | 79,390          |
| - Interest receivable  |         |       | 47,568          |
|  |         |       | <b>126,958</b>  |
| Less allowance for doubtful accounts                         |         |       | (126,958)       |
| <b>Net</b>   |         |       | <b>-</b>        |
| <b>Total</b>   |         |       | <b>425</b>      |

## 12 Other long-term investments

Other long-term investments at 31 December 2007 and 2006 comprised general investments in equity securities as follows:

(%)

(in thousand Baht)

|                                    | Cost method        |       |                 |           |                                   |               |                               |               |
|------------------------------------|--------------------|-------|-----------------|-----------|-----------------------------------|---------------|-------------------------------|---------------|
|                                    | Ownership interest |       | Paid-up capital |           | Consolidated financial statements |               | Separate financial statements |               |
|                                    | 2007               | 2006  | 2007            | 2006      | 2007                              | 2006          | 2007                          | 2006          |
| Siam Cement Myanmar Trading Ltd.   | 15.00              | 15.00 | 1,320*          | 1,320*    | 837                               | 837           | 837                           | 837           |
| J.N.P.A. Co., Ltd.                 | -                  | 8.62  | -               | 311,918   | -                                 | 26,889        | -                             | 26,889        |
| Prathum Thani Operations Co., Ltd. | -                  | -     | -               | 5,000     | -                                 | -             | -                             | -             |
| Prathum Thani Water Co., Ltd.      | -                  | 0.01  | -               | 1,102,000 | -                                 | -             | -                             | -             |
|                                    |                    |       |                 |           | 837                               | 27,726        | 837                           | 27,726        |
| Less impairment of investments     |                    |       |                 |           | -                                 | (15,000)      | -                             | (15,000)      |
| <b>Net</b>                         |                    |       |                 |           | <b>837</b>                        | <b>12,726</b> | <b>837</b>                    | <b>12,726</b> |

\* Kyats currency

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

**13 Property, plant and equipment**

(in thousand Baht)

| Consolidated financial statements             |                           |                                    |                         |  |                |                    |                   |
|---|---------------------------|------------------------------------|-------------------------|--|----------------|--------------------|-------------------|
|   | Land and land improvement | Buildings and building improvement | Machinery and equipment | Furniture, fixtures and office equipment | Vehicles       | Under construction | Total             |
| <b>Cost</b>                                   |                           |                                    |                         |  |                |                    |                   |
| At 1 January 2006                             | 2,134,797                 | 3,021,300                          | 10,386,652              | 900,157                                  | 151,768        | 1,143,138          | 17,737,812        |
| Additions                                     | 3,994                     | 7,232                              | 52,873                  | 28,058                                   | 19,781         | 620,454            | 732,392           |
| Transfers, net                                | 14                        | 115,447                            | 991,898                 | 15,784                                   | -              | (1,159,464)        | (36,321)          |
| Disposals                                     | (238)                     | (271)                              | (26,726)                | (16,638)                                 | (26,172)       | -                  | (70,045)          |
| Written-off                                   | (540)                     | -                                  | (214,102)               | (2,799)                                  | (444)          | (2)                | (217,887)         |
| <b>At 31 December 2006 and 1 January 2007</b> | <b>2,138,027</b>          | <b>3,143,708</b>                   | <b>11,190,595</b>       | <b>924,562</b>                           | <b>144,933</b> | <b>604,126</b>     | <b>18,145,951</b> |
| Additions                                     | 420                       | 3,019                              | 71,555                  | 34,882                                   | 16,514         | 2,116,598          | 2,242,988         |
| Transfers, net                                | -                         | 108,654                            | 951,668                 | 7,314                                    | 1,892          | (1,070,137)        | (609)             |
| Disposals                                     | -                         | -                                  | (51,710)                | (14,342)                                 | (31,896)       | (1,600)            | (99,548)          |
| Written-off                                   | -                         | (609)                              | (308,484)               | (7,300)                                  | (7)            | (2,286)            | (318,686)         |
| <b>At 31 December 2007</b>                    | <b>2,138,447</b>          | <b>3,254,772</b>                   | <b>11,853,624</b>       | <b>945,116</b>                           | <b>131,436</b> | <b>1,646,701</b>   | <b>19,970,096</b> |



## Berli Jucker Public Company Limited and its Subsidiaries

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

(in thousand Baht)

| Consolidated financial statements             |                           |                                    |                         |  |                |                    |                  |
|---|---------------------------|------------------------------------|-------------------------|--|----------------|--------------------|------------------|
|   | Land and land improvement | Buildings and building improvement | Machinery and equipment | Furniture, fixtures and office equipment | Vehicles       | Under construction | Total            |
| <b>Accumulated depreciation</b>               |                           |                                    |                         |  |                |                    |                  |
| At 1 January 2006                             | 29,262                    | 1,427,276                          | 5,391,679               | 746,547                                  | 104,403        | -                  | 7,699,167        |
| Depreciation charge for the year              | 1,520                     | 137,986                            | 628,405                 | 55,283                                   | 16,967         | -                  | 840,161          |
| Transfers, net                                | -                         | -                                  | -                       | (539)                                    | -              | -                  | (539)            |
| Disposals                                     | -                         | (270)                              | (25,557)                | (16,451)                                 | (19,580)       | -                  | (61,858)         |
| Written-off                                   | (539)                     | -                                  | (213,678)               | (2,581)                                  | (443)          | -                  | (217,241)        |
| <b>At 31 December 2006 and 1 January 2007</b> | <b>30,243</b>             | <b>1,564,992</b>                   | <b>5,780,849</b>        | <b>782,259</b>                           | <b>101,347</b> | <b>-</b>           | <b>8,259,690</b> |
| Depreciation charge for the year              | 1,584                     | 137,787                            | 719,378                 | 57,675                                   | 14,593         | -                  | 931,017          |
| Transfers, net                                | -                         | -                                  | (318)                   | 267                                      | -              | -                  | (51)             |
| Disposals                                     | -                         | -                                  | (51,321)                | (10,338)                                 | (25,036)       | -                  | (86,695)         |
| Written-off                                   | -                         | (512)                              | (280,590)               | (7,045)                                  | (7)            | -                  | (288,154)        |
| <b>At 31 December 2007</b>                    | <b>31,827</b>             | <b>1,702,267</b>                   | <b>6,167,998</b>        | <b>822,818</b>                           | <b>90,897</b>  | <b>-</b>           | <b>8,815,807</b> |
| <b>Allowance for impairment</b>               |                           |                                    |                         |  |                |                    |                  |
| At 1 January 2006                             | 101                       | 164                                | -                       | 37                                       | -              | 12,480             | 12,782           |
| Increase (decrease)                           | (101)                     | (164)                              | -                       | (19)                                     | -              | 1,250              | 966              |
| <b>At 31 December 2006 and 1 January 2007</b> | <b>-</b>                  | <b>-</b>                           | <b>-</b>                | <b>18</b>                                | <b>-</b>       | <b>13,730</b>      | <b>13,748</b>    |
| Increase (decrease)                           | -                         | -                                  | -                       | -  | -              | (4,087)            | (4,087)          |
| Transfers, net                                | -                         | -                                  | 1,945                   | -  | -              | (1,945)            | -                |
| <b>At 31 December 2007</b>                    | <b>-</b>                  | <b>-</b>                           | <b>1,945</b>            | <b>18</b>                                | <b>-</b>       | <b>7,698</b>       | <b>9,661</b>     |
| <b>Net book value</b>                         |                           |                                    |                         |  |                |                    |                  |
| At 31 December 2006                           | 2,107,784                 | 1,578,716                          | 5,409,746               | 142,285                                  | 43,586         | 590,396            | 9,872,513        |
| At 31 December 2007                           | 2,106,620                 | 1,552,505                          | 5,683,681               | 122,280                                  | 40,539         | 1,639,003          | 11,144,628       |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

(in thousand Baht)

|   | Separate financial statements |                                    |                         |  |               |                    | Total            |
|---|-------------------------------|------------------------------------|-------------------------|--|---------------|--------------------|------------------|
|   | Land and land improvement     | Buildings and building improvement | Machinery and equipment | Furniture, fixtures and office equipment | Vehicles      | Under construction |                  |
| <b>Cost</b>                                   |                               |                                    |                         |  |               |                    |                  |
| At 1 January 2006                             | 63,887                        | 718,129                            | 2,050                   | 543,641                                  | 18,702        | 351                | 1,346,760        |
| Additions                                     | 103                           | -                                  | -                       | 10,003                                   | -             | 4,118              | 14,224           |
| Transfers, net                                | -                             | -                                  | -                       | 2,183                                    | -             | (2,183)            | -                |
| Disposals                                     | -                             | -                                  | -                       | (12,113)                                 | (4,058)       | -                  | (16,171)         |
| Written-off                                   | -                             | -                                  | -                       | (17)                                     | -             | -                  | (17)             |
| <b>At 31 December 2006 and 1 January 2007</b> | <b>63,990</b>                 | <b>718,129</b>                     | <b>2,050</b>            | <b>543,697</b>                           | <b>14,644</b> | <b>2,286</b>       | <b>1,344,796</b> |
| Additions                                     | 420                           | -                                  | -                       | 5,012                                    | 791           | 4,557              | 10,780           |
| Disposals                                     | -                             | -                                  | (116)                   | (991)                                    | (6,346)       | -                  | (7,453)          |
| Written-off                                   | -                             | -                                  | -                       | (1,657)                                  | -             | (2,286)            | (3,943)          |
| <b>At 31 December 2007</b>                    | <b>64,410</b>                 | <b>718,129</b>                     | <b>1,934</b>            | <b>546,061</b>                           | <b>9,089</b>  | <b>4,557</b>       | <b>1,344,180</b> |
| <b>Accumulated depreciation</b>               |                               |                                    |                         |  |               |                    |                  |
| At 1 January 2006                             | 22,401                        | 394,220                            | 2,050                   | 512,661                                  | 14,908        | -                  | 946,240          |
| Depreciation charge for the year              | 25                            | 27,440                             | -                       | 12,592                                   | 1,492         | -                  | 41,549           |
| Disposals                                     | -                             | -                                  | -                       | (12,094)                                 | (3,740)       | -                  | (15,834)         |
| Written-off                                   | -                             | -                                  | -                       | (5)                                      | -             | -                  | (5)              |
| <b>At 31 December 2006 and 1 January 2007</b> | <b>22,426</b>                 | <b>421,660</b>                     | <b>2,050</b>            | <b>513,154</b>                           | <b>12,660</b> | <b>-</b>           | <b>971,950</b>   |
| Depreciation charge for the year              | 93                            | 27,440                             | -                       | 11,274                                   | 948           | -                  | 39,755           |
| Disposals                                     | -                             | -                                  | (116)                   | (801)                                    | (6,346)       | -                  | (7,263)          |
| Written-off                                   | -                             | -                                  | -                       | (1,657)                                  | -             | -                  | (1,657)          |
| <b>At 31 December 2007</b>                    | <b>22,519</b>                 | <b>449,100</b>                     | <b>1,934</b>            | <b>521,970</b>                           | <b>7,262</b>  | <b>-</b>           | <b>1,002,785</b> |
| <b>Net book value</b>                         |                               |                                    |                         |  |               |                    |                  |
| <b>At 31 December 2006</b>                    | <b>41,564</b>                 | <b>296,469</b>                     | <b>-</b>                | <b>30,543</b>                            | <b>1,984</b>  | <b>2,286</b>       | <b>372,846</b>   |
| <b>At 31 December 2007</b>                    | <b>41,891</b>                 | <b>269,029</b>                     | <b>-</b>                | <b>24,091</b>                            | <b>1,827</b>  | <b>4,557</b>       | <b>341,395</b>   |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

As at 31 December 2007 and 2006, land and land improvements on the consolidated basis included the excess of acquisition costs attributable to land value amounting to Baht 1,620 million representing the differences between the fair values of land at the dates of acquisitions of subsidiaries and the original costs of the land to the subsidiaries concerned. Taxes that might become payable on the realisation of revaluation surpluses through disposals of these assets are included under deferred income tax liabilities in the consolidated financial statements.

The gross carrying amount of fully depreciated property, plant and equipment that was still in use as at 31 December 2007 in the consolidated financial statements amounted to Baht 3,665 million (2006: Baht 3,834 million) and in the Company's financial statements amounted to Baht 357 million (2006: Baht 397 million).

## 14 Intangible assets

(in thousand Baht)

|   | Consolidated financial statements |                           |                      |                |
|---|-----------------------------------|---------------------------|----------------------|----------------|
|   | Goodwill                          | Patents and<br>trademarks | Software<br>licences | Total          |
| <b>Cost</b>                                   |                                   |                           |                      |                |
| At 1 January 2006                             | (14,513)                          | 12,637                    | 163,219              | 161,343        |
| Additions                                     | 13                                | -                         | 21,064               | 21,077         |
| Disposals                                     | -                                 | -                         | (1,820)              | (1,820)        |
| <b>At 31 December 2006 and 1 January 2007</b> | <b>(14,500)</b>                   | <b>12,637</b>             | <b>182,463</b>       | <b>180,600</b> |
| Additions                                     | -                                 | 106                       | 3,506                | 3,612          |
| Disposals                                     | -                                 | -                         | (402)                | (402)          |
| <b>At 31 December 2007</b>                    | <b>(14,500)</b>                   | <b>12,743</b>             | <b>185,567</b>       | <b>183,810</b> |
| <b>Accumulated amortisation</b>               |                                   |                           |                      |                |
| At 1 January 2006                             | 4,589                             | 5,577                     | 105,650              | 115,816        |
| Amortisation charge for the year              | (1,058)                           | 1,224                     | 19,977               | 20,143         |
| Disposals                                     | -                                 | -                         | (1,820)              | (1,820)        |
| <b>At 31 December 2006 and 1 January 2007</b> | <b>3,531</b>                      | <b>6,801</b>              | <b>123,807</b>       | <b>134,139</b> |
| Amortisation charge for the year              | (1,073)                           | 1,235                     | 18,301               | 18,463         |
| Disposals                                     | -                                 | -                         | (194)                | (194)          |
| <b>At 31 December 2007</b>                    | <b>2,458</b>                      | <b>8,036</b>              | <b>141,914</b>       | <b>152,408</b> |
| <b>Net book value</b>                         |                                   |                           |                      |                |
| At 31 December 2006                           | (18,031)                          | 5,836                     | 58,656               | 46,461         |
| At 31 December 2007                           | (16,958)                          | 4,707                     | 43,653               | 31,402         |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

Intangible assets in the separate's financial statements for the years ended 31 December 2007 and 2006 consisted of software licenses:

|   | (in thousand Baht) |
|---|--------------------|
| <b>Cost</b>                                   |                    |
| At 1 January 2006                             | 84,949             |
| Additions                                     | 9,783              |
| Disposals                                     | (1,820)            |
| <b>At 31 December 2006 and 1 January 2007</b> | <b>92,912</b>      |
| Additions                                     | 66                 |
| Disposals                                     | -                  |
| <b>At 31 December 2007</b>                    | <b>92,978</b>      |
| <b>Accumulated amortisation</b>               |                    |
| At 1 January 2006                             | 61,937             |
| Amortisation charge for the year              | 9,014              |
| Disposal                                      | (1,820)            |
| <b>At 31 December 2006 and 1 January 2007</b> | <b>69,131</b>      |
| Amortisation charge for the year              | 7,983              |
| Disposal                                      | -                  |
| <b>At 31 December 2007</b>                    | <b>77,114</b>      |
| <b>Net book value</b>                         |                    |
| <b>At 31 December 2006</b>                    | <b>23,781</b>      |
| <b>At 31 December 2007</b>                    | <b>15,864</b>      |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

**15 Deferred tax**

Deferred tax assets and liabilities determined after appropriate offsetting are included in the balance sheets as follows:

(in thousand Baht)

|                          | Consolidated         |                 | Separate             |                |
|--------------------------|----------------------|-----------------|----------------------|----------------|
|                          | financial statements |                 | financial statements |                |
|                          | 2007                 | 2006            | 2007                 | 2006           |
| Deferred tax assets      | 438,250              | 403,628         | 128,605              | 129,198        |
| Deferred tax liabilities | (488,250)            | (488,250)       | -                    | -              |
| <b>Net</b>               | <b>(50,000)</b>      | <b>(84,622)</b> | <b>128,605</b>       | <b>129,198</b> |

Movements in deferred tax assets and liabilities during the year are as follows:

(in thousand Baht)

|  | Consolidated financial statements |                      |  |                        |
|--|-----------------------------------|----------------------|--|------------------------|
|  | Note                              | At 1 January<br>2006 | Charged/<br>(credited) to<br>statement of<br>income<br>(note 29) | At 31 December<br>2006 |
| <b>Deferred tax assets</b>   |                                   |                      |  |                        |
| Allowance for impairment in<br>value of investments                      |                                   | 47,228               | (27,345)   | 19,883                 |
| Allowance for impairment in<br>value of property, plant and<br>equipment |                                   | 2,337                | 1,730  | 4,067                  |
| Other allowances and provisions  |                                   | 333,127              | (44,887)   | 288,240                |
| Tax value for loss carry forward   |                                   | 127,080              | (35,642)   | 91,438                 |
| <b>Total</b>   |                                   | <b>509,772</b>       | <b>(106,144)</b>   | <b>403,628</b>         |
| <b>Deferred tax liabilities</b>  |                                   |                      |  |                        |
| Asset revaluations   | 13                                | (488,250)            | -  | (488,250)              |
| <b>Total</b>   |                                   | <b>(488,250)</b>     | <b>-</b>   | <b>(488,250)</b>       |
| <b>Net</b>   |                                   | <b>21,522</b>        | <b>(106,144)</b>   | <b>84,622</b>          |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

(in thousand Baht)

**Consolidated financial statements**

|  | Note | At 1 January<br>2007 | Charged/<br>(credited) to<br>statement of<br>income<br>(note 29) | At 31 December<br>2007 |
|--|------|----------------------|--|------------------------|
| <b>Deferred tax assets</b>   |      |                      |  |                        |
| Allowance for impairment in<br>value of investments                      |      | 19,883               | (7,140)  | 12,743                 |
| Allowance for impairment in<br>value of property, plant and<br>equipment |      | 4,067                | (368)  | 3,699                  |
| Other allowances and provisions  |      | 288,240              | (6,648)  | 281,592                |
| Tax value for loss carry forward   |      | 91,438               | 48,778   | 140,216                |
| <b>Total</b>   |      | <b>403,628</b>       | <b>34,622</b>  | <b>438,250</b>         |
| <b>Deferred tax liabilities</b>  |      |                      |  |                        |
| Asset revaluations   | 13   | (488,250)            | -  | (488,250)              |
| <b>Total</b>   |      | <b>(488,250)</b>     | <b>-</b>   | <b>(488,250)</b>       |
| <b>Net</b>   |      | <b>(84,622)</b>      | <b>34,622</b>  | <b>(50,000)</b>        |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

(in thousand Baht)

## Separate financial statements

|   | At 1 January<br>2006 | Credited to<br>statement of<br>income<br>(note 29) | At 31 December<br>2006 |
|---|----------------------|--|------------------------|
| <b>Deferred tax assets</b>                          |                      |  |                        |
| Allowance for impairment in value of<br>investments | 47,227               | (4,623)  | 42,604                 |
| Other allowances and provisions                     | 122,747              | (36,153)   | 86,594                 |
| <b>Total</b>  | <b>169,974</b>       | <b>(40,776)</b>                                    | <b>129,198</b>         |

(in thousand Baht)

## Separate financial statements

|  | At 1 January<br>2007 | Credited to<br>statement of<br>income<br>(note 29) | At 31 December<br>2007 |
|--|----------------------|--|------------------------|
| <b>Deferred tax assets</b>                       |                      |  |                        |
| Allowance for impairment in value of investments | 42,604               | (408)  | 42,196                 |
| Other allowances and provisions                  | 86,594               | (185)  | 86,409                 |
| <b>Total</b>                                     | <b>129,198</b>       | <b>(593)</b>                                       | <b>128,605</b>         |

The following temporary differences have not been recognised:

(in thousand Baht)

|              | Consolidated<br>financial statements |               | Separate<br>financial statements |          |
|--------------|--------------------------------------|---------------|----------------------------------|----------|
|              | 2007                                 | 2006          | 2007                             | 2006     |
| Tax losses   | 5,781                                | 11,479        | -                                | -        |
| <b>Total</b> | <b>5,781</b>                         | <b>11,479</b> | <b>-</b>                         | <b>-</b> |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

**16 Other non-current assets**

(in thousand Baht)

|  | Consolidated<br>financial statements |                | Separate<br>financial statements |            |
|--|--------------------------------------|----------------|----------------------------------|------------|
|  | 2007                                 | 2006           | 2007                             | 2006       |
| Deposits                                       | 8,324                                | 9,749          | 386                              | 586        |
| Transportation packaging                       | 34,155                               | 15,705         | -                                | -          |
| Property held for sale                         | 41,826                               | 41,835         | -                                | -          |
| Refundable from liquefied natural<br>gas pipes | 13,214                               | 36,347         | -                                | -          |
| Advance for purchase of machinery              | -                                    | 28,200         | -                                | -          |
| Other  | 176                                  | -              | 127                              | -          |
| <b>Total</b>                                   | <b>97,695</b>                        | <b>131,836</b> | <b>513</b>                       | <b>586</b> |

**17 Interest-bearing liabilities**

As at 31 December 2007 and 2006, the interest-bearing liabilities, which are unsecured, are as follows:

(in thousand Baht)

|   | Note | Consolidated<br>financial statements |                  | Separate<br>financial statements |                |
|---|------|--------------------------------------|------------------|----------------------------------|----------------|
|   |      | 2007                                 | 2006             | 2007                             | 2006           |
| <b>Current</b>  |      |                                      |                  |                                  |                |
| Bank overdrafts   |      | 244                                  | 480              | -                                | -              |
| Short-term loans from<br>financial institutions                                       |      | 2,384,000                            | 958,500          | 1,050,000                        | -              |
| <b>Total bank overdrafts<br/>and short-term loans from<br/>financial institutions</b> |      | <b>2,384,244</b>                     | <b>958,980</b>   | <b>1,050,000</b>                 | <b>-</b>       |
| Current portion of long-<br>term loans  |      | 950,483                              | 1,275,042        | -                                | -              |
| Short-term loans from<br>related parties  | 5    | -                                    | 10,533           | 237,416                          | 441,289        |
| <b>Total current</b>  |      | <b>3,334,727</b>                     | <b>2,244,555</b> | <b>1,287,416</b>                 | <b>441,289</b> |
| <b>Non-current</b>  |      |                                      |                  |                                  |                |
| Long-term loans from<br>financial institutions, net                                   |      | 1,651,596                            | 1,000,000        | -                                | -              |
| <b>Total non-current</b>  |      | <b>1,651,596</b>                     | <b>1,000,000</b> | <b>-</b>                         | <b>-</b>       |
| <b>Total interest bearing liabilities</b>   |      | <b>4,986,323</b>                     | <b>3,244,555</b> | <b>1,287,416</b>                 | <b>441,289</b> |



**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

The period to maturity of interest-bearing liabilities as at 31 December were as follows:

|                                      | (in thousand Baht)   |                  |                      |                |
|--------------------------------------|----------------------|------------------|----------------------|----------------|
|                                      | Consolidated         |                  | Separate             |                |
|                                      | financial statements |                  | financial statements |                |
|                                      | 2007                 | 2006             | 2007                 | 2006           |
| Within one year                      | 3,334,727            | 2,244,555        | 1,287,416            | 441,289        |
| After one year but within five years | 1,651,596            | 1,000,000        | -                    | -              |
| <b>Total</b>                         | <b>4,986,323</b>     | <b>3,244,555</b> | <b>1,287,416</b>     | <b>441,289</b> |

The currency denomination of interest-bearing liabilities as at 31 December was as follows:

|                    | (in thousand Baht)   |                  |                      |                |
|--------------------|----------------------|------------------|----------------------|----------------|
|                    | Consolidated         |                  | Separate             |                |
|                    | financial statements |                  | financial statements |                |
|                    | 2007                 | 2006             | 2007                 | 2006           |
| Thai Baht (THB)    | 4,969,656            | 3,161,222        | 1,287,416            | 441,289        |
| Japanese Yen (JPY) | 16,667               | 83,333           | -                    | -              |
| <b>Total</b>       | <b>4,986,323</b>     | <b>3,244,555</b> | <b>1,287,416</b>     | <b>441,289</b> |

As at 31 December 2007 and 2006, long-term loans are detailed below:

- (a) Long-term loans of Thai Glass Public Company Limited, a subsidiary company, consisted of loans with financial institutions, as detailed below:

The first loan is a Baht loan of Baht 1,000 million with outstanding balances as at 31 December 2007 of Baht 83 million (2006: Baht 417 million) The loan is repayable in twelve equal quarterly installments from May 2005 to February 2008, with fixed interest at 3.24% per annum, payable quarterly.

The second loan of YEN 539 million is repayable in twelve equal quarterly installments from May 2005 to February 2008, with interest at LIBOR plus 0.15% per annum, payable quarterly. The said subsidiary has entered into a cross currency swap agreement to hedge its foreign currency exposure by exchanging the principal of YEN 539 million with Baht 200 million by paying Thai Baht principal and receiving YEN currencies according to the term of loan repayments and exchanging the interest by paying floating interest rate at Thai Baht floating rate plus 0.58% per annum and receiving YEN floating rate plus 0.15% per annum, payable quarterly. The interest is calculated based on notional amounts as specified in the schedule of the agreement, which will be gradually reduced according to the term of loan repayments. As at 31 December 2007 the outstanding loan amounted to Baht 17 million (2006: Baht 83 million).

In addition, the subsidiary has entered into interest rate swap agreement with another financial institution. The subsidiary pays fixed interest at 3.23% per annum and receives Thai Baht floating rate plus 0.58% per annum, payable quarterly. The interest is calculated based on notional amounts as specified in the schedule of the agreement, which will be gradually reduced according to the term of loan repayments.

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

The third loan is a Baht loan of Baht 300 million with 2 year term, started in December 2005 and repayable by December 2007. Interest is payable at fixed rate at 6.00% per annum, payable semi-annually.

The fourth loan is a Baht loan of Baht 300 million with 3 year term, started in the first quarter of 2006. This loan is repayable in four equal quarterly installments of Baht 75 million, commencing from June 2008 to March 2009. Interest is payable at fixed rate at 5.98% per annum, payable on a quarterly basis.

The fifth loan is a Baht loan of Baht 1,000 million with 5 year term, started in the third quarter of 2007. This loan is repayable in eleven equal quarterly installments of Baht 83.5 million, commencing from October 2009 to July 2012 of Baht 81.5 million. Interest is payable at fixed rate at 4.375% per annum, payable on a quarterly basis.

- (b) Long-term loans of Berli Jucker Cellox Limited, a subsidiary company, consisted of loans with financial institutions, as detailed below:

The first loan is a Baht loan with outstanding balances as at 31 December 2007 of Baht 450 million (2006: Baht 675 million). This loan is repayable in sixteen equal quarterly installments of Baht 56 million from March 2006 to December 2009. Interest is payable at fixed rates as follows:

| Period                      | Interest rate per annum(%) |
|-----------------------------|----------------------------|
| July 2004 to March 2006     | 3.70                       |
| April 2006 to March 2008    | 3.85                       |
| April 2008 to December 2009 | 4.15                       |

The second loan is a Baht loan of Baht 300 million with 3 year term, started in the second quarter of 2006. As at 31 December 2007, outstanding Baht 150 million (2006: Baht 250 million). This loan is repayable in twelve equal quarterly installments of Baht 25 million, commencing from July 2006 to April 2009. Interest is payable on a monthly basis at rate as follow:

|                        |       |           |
|------------------------|-------|-----------|
| 1st year fixed rate at | 5.75% | per annum |
| 2nd year fixed rate at | 5.88% | per annum |
| 3rd year fixed rate at | 5.95% | per annum |

- (c) Long-term loans of Thai Beverage Can Ltd., a subsidiary company, consisted of loans with financial institutions, as detailed below:

The first loan is a Baht loan of Baht 600 million started in the fourth quarter of 2007. The loan is repayable in twenty-four equal monthly installments commencing from January 2008 to December 2009, with fixed interest at 4.35% per annum, payable on monthly basis.

The second loan is a Baht loan, on 31 December 2006 remaining amounted to Baht 250 million, with fixed interest rate at 5.75% per annum.

Under these loan agreements, the subsidiaries are required to comply with conditions and restrictions stipulated in the loan agreements such as negative pledge of assets, maintenance of financial ratio, etc.

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

**18 Trade accounts payable**

(in thousand Baht)

|                 | Note | Consolidated<br>financial statements |                  | Separate<br>financial statements |                  |
|-----------------|------|--------------------------------------|------------------|----------------------------------|------------------|
|                 |      | 2007                                 | 2006             | 2007                             | 2006             |
| Related parties | 5    | 137,626                              | 157,481          | 981,499                          | 1,123,765        |
| Other parties   |      | 2,101,621                            | 2,012,048        | 11,186                           | 9,727            |
| <b>Total</b>    |      | <b>2,239,247</b>                     | <b>2,169,529</b> | <b>992,685</b>                   | <b>1,133,492</b> |

The currency denomination of trade accounts payable as at 31 December was as follows:

(in thousand Baht)

|                             | Consolidated<br>financial statements |                  | Separate<br>financial statements |                  |
|-----------------------------|--------------------------------------|------------------|----------------------------------|------------------|
|                             | 2007                                 | 2006             | 2007                             | 2006             |
| Thai Baht (THB)             | 1,191,023                            | 1,033,680        | 981,993                          | 1,124,272        |
| United States Dollars (USD) | 940,857                              | 1,017,828        | 10,692                           | 9,220            |
| Japanese Yen (JPY)          | 49,186                               | 62,186           | -                                | -                |
| Euro (EUR)                  | 43,707                               | 46,221           | -                                | -                |
| Other currencies            | 14,474                               | 9,614            | -                                | -                |
| <b>Total</b>                | <b>2,239,247</b>                     | <b>2,169,529</b> | <b>992,685</b>                   | <b>1,133,492</b> |

**19 Other current liabilities**

(in thousand Baht)

|                                | Note | Consolidated<br>financial statements |                | Separate<br>financial statements |               |
|--------------------------------|------|--------------------------------------|----------------|----------------------------------|---------------|
|                                |      | 2007                                 | 2006           | 2007                             | 2006          |
| Payables for asset purchases   | 5    | 373,486                              | 53,361         | 428                              | 331           |
| Deferred income                |      | 89,940                               | 60,663         | 18,288                           | 9,767         |
| Withholding tax payable        |      | 55,509                               | 44,450         | 16,888                           | 13,637        |
| Advances from trade principals |      | 15,038                               | 12,193         | -                                | -             |
| Other payable                  |      | 124,433                              | 80,402         | 10,539                           | 11,299        |
| Others                         |      | 89,968                               | 65,880         | 9,726                            | 11,066        |
| <b>Total</b>                   |      | <b>748,374</b>                       | <b>316,949</b> | <b>55,869</b>                    | <b>46,100</b> |

**Berli Jucker Public Company Limited and its Subsidiaries**

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For the years ended 31 December 2007 and 2006

The currency denomination of other current liabilities as at 31 December was as follows:

|                             | (in thousand Baht)                   |                |                                  |               |
|-----------------------------|--------------------------------------|----------------|----------------------------------|---------------|
|                             | Consolidated<br>financial statements |                | Separate<br>financial statements |               |
|                             | 2007                                 | 2006           | 2007                             | 2006          |
| Thai Baht (THB)             | 668,618                              | 277,172        | 55,869                           | 46,100        |
| United States Dollars (USD) | 71,906                               | 3,998          | -                                | -             |
| Euro (EUR)                  | -                                    | 28,200         | -                                | -             |
| Other currencies            | 7,850                                | 7,579          | -                                | -             |
| <b>Total</b>                | <b>748,374</b>                       | <b>316,949</b> | <b>55,869</b>                    | <b>46,100</b> |

**20 Other non-current liabilities**

|                        | (in thousand Baht)                   |               |                                  |               |
|------------------------|--------------------------------------|---------------|----------------------------------|---------------|
|                        | Consolidated<br>financial statements |               | Separate<br>financial statements |               |
|                        | 2007                                 | 2006          | 2007                             | 2006          |
| Long-term lease income | 77,422                               | 82,331        | 77,422                           | 82,332        |
| Other liabilities      | 10,433                               | 9,345         | 6,733                            | 6,081         |
| <b>Total</b>           | <b>87,855</b>                        | <b>91,676</b> | <b>84,155</b>                    | <b>88,413</b> |

**21 Share capital**

|                          | Par value<br>per share<br>(in Baht) | (thousand shares / thousand Baht) |           |         |           |
|--------------------------|-------------------------------------|-----------------------------------|-----------|---------|-----------|
|                          |                                     | 2007                              |           | 2006    |           |
|                          |                                     | Number                            | Amount    | Number  | Amount    |
| <b>Authorised</b>        |                                     |                                   |           |         |           |
| At 1 January             |                                     |                                   |           |         |           |
| - ordinary shares        | 10                                  | 158,813                           | 1,588,125 | 158,813 | 1,588,125 |
| Reduction in par value   |                                     |                                   |           |         |           |
| - from Baht 10 to Baht 1 |                                     | 1,429,312                         | -         | -       | -         |
| <b>At 31 December</b>    |                                     |                                   |           |         |           |
| - ordinary shares        | 10                                  | -                                 | -         | 158,813 | 1,588,125 |
| - ordinary shares        | 1                                   | 1,588,125                         | 1,588,125 | -       | -         |
| <b>Issued and paid</b>   |                                     |                                   |           |         |           |
| At 1 January             |                                     |                                   |           |         |           |
| - ordinary shares        | 10                                  | 158,813                           | 1,588,125 | 158,813 | 1,588,125 |
| Reduction in par value   |                                     |                                   |           |         |           |
| - from Baht 10 to Baht 1 |                                     | 1,429,312                         | -         | -       | -         |
| <b>At 31 December</b>    |                                     |                                   |           |         |           |
| - ordinary shares        | 10                                  | -                                 | -         | 158,813 | 1,588,125 |
| - ordinary shares        | 1                                   | 1,588,125                         | 1,588,125 | -       | -         |

## Berli Jucker Public Company Limited and its Subsidiaries

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

The Board of Directors' Meeting held on 18 October 2007 and the Extraordinary General Meeting of Shareholders to be held on 26 November 2007 passed a resolution approving the alteration of the par value and number of the Company's shares from the par value of Baht 10 (Ten Baht) each of 158,812,500 shares (One hundred fifty eight million eight hundred twelve thousand five hundred shares) to par value of Baht 1 (One Baht) each of 1,588,125,000 shares (One thousand five hundred eighty eight million one hundred twenty five thousand shares).

## 22 Reserves

### Share premium

Section 51 of the Public Companies Act B.E. 2535, requires companies to set aside share subscription monies received in excess of the par value of the shares issued to a reserve account ("share premium"). Share premium is not available for dividend distribution.

### Donated Surplus

The donated surplus of Baht 37 million resulted from profits made by a director of the Company in 1994 on the sale of 397,104 rights issue shares not subscribed for by the shareholders and resold to the public on the Stock Exchange of Thailand.

### Surplus on disposal of Company's shares held by a subsidiary

The gain on sale of the Company's shares held by a subsidiary of Baht 32 million is presented as surplus on disposal of Company's shares held by a subsidiary, shown under shareholders' equity in the consolidated financial statements. (See note 23)

### Hedging reserve

The hedging reserve comprises the effective portion of the cumulative net change in the fair value of cash flow hedging instruments.

### Legal reserve

Section 116 of the Public Companies Act B.E. 2535 requires that a company shall allocate not less than 5% of its annual net profit, less any accumulated losses brought forward, to a reserve account ("legal reserve"), until this account reaches an amount not less than 10% of the registered authorised capital. The legal reserve is not available for dividend distribution.

Legal reserve is set up under the provision of the Civil and Commercial Code, which requires that subsidiaries shall allocate not less than 5% of its net profit appropriated for payment of dividend to a reserve account ("legal reserve") upon each dividend distribution, until the balance reaches an amount not less than 10% of the registered authorised capital. The legal reserve is not available for dividend distribution.

As at 31 December 2007 and 2006, legal reserve as presented in the consolidated financial statements includes the Group's share of the legal reserve of the subsidiaries of Baht 89 million.

### Reserve for business expansion

The reserve for business expansion represents internal reserve for business expansion of the Group in future.

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

**23 Company shares held by a subsidiary**

A subsidiary held 1,828,200 shares of par value Baht 10 each in the Company's shares at acquisition cost of Baht 40 million. These shares have been treated as reduction of the share capital in accordance with the treatment for treasury stock.

On 30 March 2007, the said subsidiary sold all its 1,828,200 shares in the Company for Baht 72 million, the market price net of sale expenses and withholding tax. The gain on sale of the Company's shares held by a subsidiary of Baht 32 million is presented as surplus on disposal of Company's shares held by a subsidiary, shown under shareholders' equity in the consolidated financial statements.

**24 Segment information**

Segment information is presented in respect of the Group's business segments. The business segment is based on the Group's management and internal reporting structure.

Segment results, assets and liabilities include items directly attributable to a segment as well as those that can be allocated on a reasonable basis.

The Group comprises the following five core business segments. Non-core business are classified as "others".

- Packaging
- Consumer products
- Technical and industrial products
- Logistics
- Others

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

Business segment results for the years ended 31 December 2007 and 2006

(in million Baht)

|   | 2007           |                   |                                   |              |                |                 |                  |                 |
|---|----------------|-------------------|-----------------------------------|--------------|----------------|-----------------|------------------|-----------------|
|   | Packaging      | Consumer products | Technical and industrial products | Logistics    | Others         | Total           | Eliminations     | Total           |
| <b>Revenues</b>                                       |                |                   |                                   |              |                |                 |                  |                 |
| Sales and services                                    | 8,091.8        | 6,166.8           | 4,886.9                           | 319.3        | -              | 19,464.8        | (302.6)          | 19,162.2        |
| Other income  | 36.7           | 46.7              | 118.1                             | 18.7         | 1,609.4        | 1,829.6         | (1,633.4)        | 196.2           |
| Share of profits from investment-equity method        | 20.2           | -                 | 14.3                              | -            | 7.4            | 41.9            | (1.3)            | 40.6            |
| <b>Total revenues</b>                                 | <b>8,148.7</b> | <b>6,213.5</b>    | <b>5,019.3</b>                    | <b>338.0</b> | <b>1,616.8</b> | <b>21,336.3</b> | <b>(1,937.3)</b> | <b>19,399.0</b> |
| <b>Expenses</b>                                       |                |                   |                                   |              |                |                 |                  |                 |
| Cost of sales and services                            | 6,574.2        | 4,408.8           | 3,338.6                           | 236.5        | -              | 14,558.1        | -                | 14,558.1        |
| Selling and administrative expenses                   | 569.7          | 1,505.7           | 1,001.6                           | 79.4         | 473.7          | 3,630.1         | (714.3)          | 2,915.8         |
| <b>Total expenses</b>                                 | <b>7,143.9</b> | <b>5,914.5</b>    | <b>4,340.2</b>                    | <b>315.9</b> | <b>473.7</b>   | <b>18,188.2</b> | <b>(714.3)</b>   | <b>17,473.9</b> |
| <b>Profit before interest and income tax expenses</b> | <b>1,004.8</b> | <b>299.0</b>      | <b>679.1</b>                      | <b>22.1</b>  | <b>1,143.1</b> | <b>3,148.1</b>  | <b>(1,223.0)</b> | <b>1,925.1</b>  |
| Interest expense                                      | 116.7          | 82.8              | 18.0                              | -            | 11.3           | 228.8           | (81.8)           | 147.0           |
| Income tax expense                                    | 154.4          | 11.3              | 191.5                             | 6.6          | (1.9)          | 361.9           | 29.5             | 391.4           |
| <b>Profit after tax</b>                               | <b>733.7</b>   | <b>204.9</b>      | <b>469.6</b>                      | <b>15.5</b>  | <b>1,133.7</b> | <b>2,557.4</b>  | <b>(1,170.7)</b> | <b>1,386.7</b>  |
| Net profit of minority interest                       | (126.4)        | (4.7)             | (0.7)                             | -            | (0.3)          | (132.1)         | -                | (132.1)         |
| <b>Net profit</b>                                     | <b>607.3</b>   | <b>200.2</b>      | <b>468.9</b>                      | <b>15.5</b>  | <b>1,133.4</b> | <b>2,425.3</b>  | <b>(1,170.7)</b> | <b>1,254.6</b>  |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

(in million Baht)

|   | 2006           |                   |                                   |              |              |                 |                  |                 |
|---|----------------|-------------------|-----------------------------------|--------------|--------------|-----------------|------------------|-----------------|
|   | Packaging      | Consumer products | Technical and industrial products | Logistics    | Others       | Total           | Eliminations     | Total           |
| <b>Revenues</b>   |                |                   |                                   |              |              |                 |                  |                 |
| Sales and services  | 7,534.3        | 5,952.5           | 4,126.0                           | 296.7        | -            | 17,909.5        | (287.8)          | 17,621.7        |
| Other income  | 39.0           | 39.1              | 67.1                              | 19.3         | 759.1        | 923.6           | (748.4)          | 175.2           |
| Gain on sale of investments and sale of loan to related party and related interest receivable | -              | -                 | -                                 | -            | 189.5        | 189.5           | -                | 189.5           |
| Share of profits (loss) from investment-equity method   | 16.2           | -                 | 22.5                              | -            | (2.3)        | 36.4            | (1.2)            | 35.2            |
| <b>Total revenues</b>   | <b>7,589.5</b> | <b>5,991.6</b>    | <b>4,215.6</b>                    | <b>316.0</b> | <b>946.3</b> | <b>19,059.0</b> | <b>(1,037.4)</b> | <b>18,021.6</b> |
| <b>Expenses</b>   |                |                   |                                   |              |              |                 |                  |                 |
| Cost of sales and services  | 6,085.8        | 4,281.6           | 2,870.0                           | -            | -            | 13,237.4        | 1.7              | 13,239.1        |
| Selling and administrative expenses   | 620.1          | 1,473.4           | 953.6                             | 299.1        | 348.2        | 3,694.4         | (614.6)          | 3,079.8         |
| <b>Total expenses</b>   | <b>6,705.9</b> | <b>5,755.0</b>    | <b>3,823.6</b>                    | <b>299.1</b> | <b>348.2</b> | <b>16,931.8</b> | <b>(612.9)</b>   | <b>16,318.9</b> |
| <b>Profit before interest and income tax expenses</b>   | <b>883.6</b>   | <b>236.6</b>      | <b>392.0</b>                      | <b>16.9</b>  | <b>598.1</b> | <b>2,127.2</b>  | <b>(424.5)</b>   | <b>1,702.7</b>  |
| Interest expense  | 105.5          | 85.4              | 31.0                              | -            | 13.9         | 235.8           | (74.7)           | 161.1           |
| Income tax expense  | 216.5          | 7.7               | 115.3                             | 5.2          | 84.7         | 429.4           | -                | 429.4           |
| <b>Profit after tax</b>   | <b>561.6</b>   | <b>143.5</b>      | <b>245.7</b>                      | <b>11.7</b>  | <b>499.5</b> | <b>1,462.0</b>  | <b>(349.8)</b>   | <b>1,112.2</b>  |
| Net (profit) loss of minority interest  | (121.7)        | (1.5)             | (0.6)                             | -            | 0.1          | (123.7)         | -                | (123.7)         |
| <b>Net profit</b>   | <b>439.9</b>   | <b>142.0</b>      | <b>245.1</b>                      | <b>11.7</b>  | <b>499.6</b> | <b>1,338.3</b>  | <b>(349.8)</b>   | <b>988.5</b>    |



**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

## Business segment financial position at 31 December 2007 and 2006

(in million Baht)

|  | 2007           |                   |                                   |              |                |                 |                  | Total           |
|--|----------------|-------------------|-----------------------------------|--------------|----------------|-----------------|------------------|-----------------|
|  | Packaging      | Consumer products | Technical and industrial products | Logistics    | Others         | Total           | Eliminations     |                 |
| <b>Current assets</b>                      |                |                   |                                   |              |                |                 |                  |                 |
| Cash and cash equivalents                  | 128.7          | 81.4              | 65.1                              | 3.9          | 272.3          | 551.4           | -                | 551.4           |
| Trade accounts receivable                  | 1,514.4        | 990.0             | 1,191.8                           | 54.3         | (1.6)          | 3,748.9         | (64.3)           | 3,684.6         |
| Short-term loans and other receivable      |                |                   |                                   |              |                |                 |                  |                 |
| to related parties                         | 1.5            | 46.3              | 196.6                             | 28.7         | 1,951.6        | 2,224.7         | (2,194.3)        | 30.4            |
| Inventories                                | 1,363.5        | 583.6             | 1,138.2                           | -            | -              | 3,085.3         | -                | 3,085.3         |
| Other current assets                       | 42.7           | 69.1              | 132.1                             | 6.3          | 6.6            | 256.8           | -                | 256.8           |
| <b>Total current assets</b>                | <b>3,050.8</b> | <b>1,770.4</b>    | <b>2,723.8</b>                    | <b>93.2</b>  | <b>2,228.9</b> | <b>9,867.1</b>  | <b>(2,258.6)</b> | <b>7,608.5</b>  |
| <b>Non-current assets</b>                  |                |                   |                                   |              |                |                 |                  |                 |
| Investments in subsidiaries and associates | 215.1          | 24.0              | 34.7                              | -            | 6,782.0        | 7,055.8         | (6,734.5)        | 321.3           |
| Other long-term investments                | -              | -                 | -                                 | -            | 0.8            | 0.8             | -                | 0.8             |
| Property, plant and equipment              | 6,075.4        | 2,929.6           | 146.1                             | 33.6         | 341.1          | 9,525.8         | 1,618.8          | 11,144.6        |
| Intangible assets                          | 12.8           | 10.8              | 8.7                               | 0.2          | 15.9           | 48.4            | (17.0)           | 31.4            |
| Deferred tax assets                        | 164.7          | 124.8             | 35.3                              | 3.4          | 139.4          | 467.6           | (29.3)           | 438.3           |
| Other non-current assets                   | 53.4           | 1.3               | 0.6                               | -            | 34.5           | 89.8            | 7.9              | 97.7            |
| <b>Total non-current assets</b>            | <b>6,521.4</b> | <b>3,090.5</b>    | <b>225.4</b>                      | <b>37.2</b>  | <b>7,313.7</b> | <b>17,188.2</b> | <b>(5,154.1)</b> | <b>12,034.1</b> |
| <b>Total assets</b>                        | <b>9,572.2</b> | <b>4,860.9</b>    | <b>2,949.2</b>                    | <b>130.4</b> | <b>9,542.6</b> | <b>27,055.3</b> | <b>(7,412.7)</b> | <b>19,642.6</b> |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

(in million Baht)

|  | 2007           |                   |                                   |             |                |                 |                  | Total          |
|--|----------------|-------------------|-----------------------------------|-------------|----------------|-----------------|------------------|----------------|
|  | Packaging      | Consumer products | Technical and industrial products | Logistics   | Others         | Total           | Eliminations     |                |
| <b>Current liabilities</b>                                       |                |                   |                                   |             |                |                 |                  |                |
| Bank overdrafts and short-term loans from financial institutions | 923.0          | 411.2             | -                                 | -           | 1,050.0        | 2,384.2         | -                | 2,384.2        |
| Trade accounts payable   | 1,374.5        | 463.7             | 404.3                             | 11.3        | -              | 2,253.8         | (14.6)           | 2,239.2        |
| Current portion of long-term loans                               | 625.0          | 325.1             | 0.4                               | -           | -              | 950.5           | -                | 950.5          |
| Short-term loans from related parties                            | 123.0          | 1,244.9           | 584.3                             | 8.5         | 291.0          | 2,251.7         | (2,249.4)        | 2.3            |
| Other current liabilities  | 594.6          | 338.7             | 465.2                             | 35.2        | 178.9          | 1,612.6         | 27.9             | 1,640.5        |
| <b>Total current liabilities</b>                                 | <b>3,640.1</b> | <b>2,783.6</b>    | <b>1,454.2</b>                    | <b>55.0</b> | <b>1,519.9</b> | <b>9,452.8</b>  | <b>(2,236.1)</b> | <b>7,216.7</b> |
| <b>Non-current liabilities</b>                                   |                |                   |                                   |             |                |                 |                  |                |
| Long-term loans from financial institutions                      | 1,375.0        | 275.0             | 1.6                               | -           | -              | 1,651.6         | -                | 1,651.6        |
| Provisions for staff retirement benefits                         | 102.7          | 80.7              | 31.7                              | 8.5         | 105.1          | 328.7           | -                | 328.7          |
| Deferred tax liabilities   | -              | -                 | -                                 | -           | -              | -               | 488.2            | 488.2          |
| Other non-current liabilities                                    | -              | 1.2               | 2.5                               | -           | 84.2           | 87.9            | -                | 87.9           |
| <b>Total non-current liabilities</b>                             | <b>1,477.7</b> | <b>356.9</b>      | <b>35.8</b>                       | <b>8.5</b>  | <b>189.3</b>   | <b>2,068.2</b>  | <b>488.2</b>     | <b>2,556.4</b> |
| <b>Total liabilities</b>   | <b>5,117.8</b> | <b>3,140.5</b>    | <b>1,490.0</b>                    | <b>63.5</b> | <b>1,709.2</b> | <b>11,521.0</b> | <b>(1,747.9)</b> | <b>9,773.1</b> |
| <b>Capital expenditure</b>                                       | 1,912.5        | 286.3             | 30.7                              | 9.4         | 14.9           | 2,253.8         | -                | 2,253.8        |
| <b>Depreciation</b>  | 606.7          | 238.2             | 32.3                              | 14.3        | 39.5           | 931.0           | -                | 931.0          |
| <b>Amortisation</b>  | 3.4            | 4.3               | 3.0                               | 0.6         | 7.9            | 19.2            | -                | 19.2           |
| <b>Gain on disposal of assets</b>                                | 1.9            | 4.0               | 2.0                               | 0.1         | 1.4            | 9.4             | -                | 9.4            |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

(in million Baht)

|  | 2006           |                   |                                   |              |                |                 |                  |                 |
|--|----------------|-------------------|-----------------------------------|--------------|----------------|-----------------|------------------|-----------------|
|  | Packaging      | Consumer products | Technical and industrial products | Logistics    | Others         | Total           | Eliminations     | Total           |
| <b>Current assets</b>                                    |                |                   |                                   |              |                |                 |                  |                 |
| Cash and cash equivalents                                | 43.1           | 19.3              | 44.7                              | 1.3          | 204.4          | 312.8           | -                | 312.8           |
| Trade accounts receivable                                | 1,608.2        | 1,036.7           | 900.0                             | 61.3         | (0.2)          | 3,606.0         | (81.2)           | 3,524.8         |
| Short-term loans and other receivable to related parties | -              | 94.2              | 292.4                             | 63.1         | 1,387.3        | 1,837.0         | (1,821.2)        | 15.8            |
| Inventories  | 1,322.9        | 484.4             | 983.8                             | -            | -              | 2,791.1         | 1.1              | 2,792.2         |
| Other current assets                                     | 37.1           | 95.1              | 63.1                              | 2.7          | 12.0           | 210.0           | -                | 210.0           |
| <b>Total current assets</b>                              | <b>3,011.3</b> | <b>1,729.7</b>    | <b>2,284.0</b>                    | <b>128.4</b> | <b>1,603.5</b> | <b>8,756.9</b>  | <b>(1,901.3)</b> | <b>6,855.6</b>  |
| <b>Non-current assets</b>                                |                |                   |                                   |              |                |                 |                  |                 |
| Investments in subsidiaries and associates               | 196.2          | 24.0              | 34.8                              | -            | 5,524.9        | 5,779.9         | (5,484.8)        | 295.1           |
| Other long-term investments                              | -              | -                 | -                                 | -            | 12.7           | 12.7            | -                | 12.7            |
| Property, plant and equipment                            | 4,801.0        | 2,884.7           | 157.6                             | 38.6         | 371.8          | 8,253.7         | 1,618.8          | 9,872.5         |
| Intangible assets  | 13.3           | 15.0              | 11.6                              | 0.8          | 23.8           | 64.5            | (18.0)           | 46.5            |
| Deferred tax assets                                      | 148.4          | 90.7              | 44.0                              | 2.8          | 117.3          | 403.2           | 0.4              | 403.6           |
| Other non-current assets                                 | 58.0           | 30.2              | 1.4                               | -            | 34.3           | 123.9           | 7.9              | 131.8           |
| <b>Total non-current assets</b>                          | <b>5,216.9</b> | <b>3,044.6</b>    | <b>249.4</b>                      | <b>42.2</b>  | <b>6,084.8</b> | <b>14,637.9</b> | <b>(3,875.7)</b> | <b>10,762.2</b> |
| <b>Total assets</b>                                      | <b>8,228.2</b> | <b>4,774.3</b>    | <b>2,533.4</b>                    | <b>170.6</b> | <b>7,688.3</b> | <b>23,394.8</b> | <b>(5,777.0)</b> | <b>17,617.8</b> |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

(in million Baht)

|  | 2006           |                   |                                   |             |              |                 |                  |                |
|--|----------------|-------------------|-----------------------------------|-------------|--------------|-----------------|------------------|----------------|
|  | Packaging      | Consumer products | Technical and industrial products | Logistics   | Others       | Total           | Eliminations     | Total          |
| <b>Current liabilities</b>                                       |                |                   |                                   |             |              |                 |                  |                |
| Bank overdrafts and short-term loans from financial institutions | 892.5          | 66.0              | 0.5                               | -           | -            | 959.0           | -                | 959.0          |
| Trade accounts payable   | 1,247.2        | 466.1             | 470.7                             | 10.6        | -            | 2,194.6         | (25.1)           | 2,169.5        |
| Current portion of long-term loans                               | 950.0          | 325.0             | -                                 | -           | -            | 1,275.0         | -                | 1,275.0        |
| Short-term loans from related parties                            | 178.4          | 915.4             | 321.7                             | 10.9        | 504.9        | 1,931.3         | (1,918.4)        | 12.9           |
| Other current liabilities  | 1,333.7        | 362.4             | 369.9                             | 30.5        | 198.6        | 2,295.1         | 15.2             | 2,310.3        |
| <b>Total current liabilities</b>                                 | <b>4,601.8</b> | <b>2,134.9</b>    | <b>1,162.8</b>                    | <b>52.0</b> | <b>703.5</b> | <b>8,655.0</b>  | <b>(1,928.3)</b> | <b>6,726.7</b> |
| <b>Non-current liabilities</b>                                   |                |                   |                                   |             |              |                 |                  |                |
| Long-term loans from financial institutions                      | 400.0          | 600.0             | -                                 | -           | -            | 1,000.0         | -                | 1,000.0        |
| Provisions for staff retirement benefits                         | 96.2           | 77.6              | 24.9                              | 7.0         | 101.5        | 307.2           | -                | 307.2          |
| Deferred tax liabilities   | -              | -                 | -                                 | -           | -            | -               | 488.3            | 488.3          |
| Other non-current liabilities                                    | -              | 1.2               | 2.0                               | -           | 88.5         | 91.7            | -                | 91.7           |
| <b>Total non-current liabilities</b>                             | <b>496.2</b>   | <b>678.8</b>      | <b>26.9</b>                       | <b>7.0</b>  | <b>190.0</b> | <b>1,398.9</b>  | <b>488.3</b>     | <b>1,887.2</b> |
| <b>Total liabilities</b>   | <b>5,098.0</b> | <b>2,813.7</b>    | <b>1,189.7</b>                    | <b>59.0</b> | <b>893.5</b> | <b>10,053.9</b> | <b>(1,440.0)</b> | <b>8,613.9</b> |
| <b>Capital expenditure</b>                                       | 578.5          | 224.6             | 19.5                              | 7.6         | 24.2         | 854.4           | -                | 854.4          |
| <b>Depreciation</b>  | 530.6          | 224.2             | 31.0                              | 12.8        | 41.5         | 840.1           | -                | 840.1          |
| <b>Amortisation</b>  | 24.8           | 4.4               | 3.0                               | 0.7         | 9.0          | 41.9            | -                | 41.9           |
| <b>Gain on disposal of assets</b>                                | 1.4            | 1.4               | 0.9                               | -           | 0.9          | 4.6             | -                | 4.6            |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

**25 Other income**

(in thousand Baht)

|                            | Consolidated         |                | Separate             |                |
|----------------------------|----------------------|----------------|----------------------|----------------|
|                            | financial statements |                | financial statements |                |
|                            | 2007                 | 2006           | 2007                 | 2006           |
| Interest income            | 9,911                | 11,424         | 70,335               | 65,580         |
| Gain on disposal of assets | 9,422                | 4,146          | 3,058                | 889            |
| Rental and service income  | 53,546               | 49,219         | 316,925              | 333,651        |
| Sale scrap                 | 43,109               | 29,780         | -                    | 6,700          |
| Commission income          | 20,942               | 39,814         | 3,426                | 3,846          |
| Others                     | 59,299               | 40,827         | 39,901               | 28,322         |
| <b>Total</b>               | <b>196,229</b>       | <b>175,210</b> | <b>433,645</b>       | <b>438,988</b> |

**26 Selling and administrative expenses**

(in thousand Baht)

|                | Consolidated         |                  | Separate             |                |
|----------------|----------------------|------------------|----------------------|----------------|
|                | financial statements |                  | financial statements |                |
|                | 2007                 | 2006             | 2007                 | 2006           |
| Distribution   | 1,157,837            | 796,080          | 82,372               | 78,837         |
| Marketing      | 584,172              | 717,443          | 133                  | 7,370          |
| Personnel      | 546,362              | 785,642          | 230,108              | 205,426        |
| Administrative | 361,421              | 466,997          | 211,588              | 198,040        |
| Others         | 262,889              | 251,247          | 22,186               | 37,911         |
| <b>Total</b>   | <b>2,912,681</b>     | <b>3,017,409</b> | <b>546,387</b>       | <b>527,584</b> |

**27 Personnel expenses**

(in thousand Baht)

|   | Consolidated         |                  | Separate             |                |
|---|----------------------|------------------|----------------------|----------------|
|   | financial statements |                  | financial statements |                |
|   | 2007                 | 2006             | 2007                 | 2006           |
| Wages and salaries                            | 1,549,467            | 1,447,568        | 189,807              | 175,198        |
| Contribution to defined<br>contribution plans | 70,642               | 68,022           | 8,226                | 8,382          |
| Others  | 217,083              | 194,313          | 32,075               | 21,846         |
| <b>Total</b>                                  | <b>1,837,192</b>     | <b>1,709,903</b> | <b>230,108</b>       | <b>205,426</b> |

(number of employees)

|  |       |       |     |     |
|--|-------|-------|-----|-----|
| Number of employees as at<br>31 December | 4,792 | 4,649 | 232 | 228 |
|--|-------|-------|-----|-----|

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

The Group established a provident fund under the Provident Fund Act (B.E. 2530), the assets of which are separated from the Group's assets and managed by the fund manager. Under the plan the employees must contribute to the fund at the rate of 3%-7.5% of their basic salaries, while the relevant Group companies contribute an additional such rate. Contributions to the provident fund are charged to the statement of income in the year to which they relate.

**28 Interest expense**

(in thousand Baht)

|                           | Note | Consolidated<br>financial statements |                | Separate<br>financial statements |               |
|---------------------------|------|--------------------------------------|----------------|----------------------------------|---------------|
|                           |      | 2007                                 | 2006           | 2007                             | 2006          |
| Interest paid to:         |      |                                      |                |                                  |               |
| - related parties         | 4    | 43                                   | 598            | 9,381                            | 12,135        |
| - financial institutions  |      | 149,157                              | 165,004        | 1,996                            | 11            |
|                           |      | <b>149,200</b>                       | <b>165,602</b> | <b>11,377</b>                    | <b>12,146</b> |
| Finance costs capitalized | 13   | (2,241)                              | (4,485)        | -                                | -             |
| <b>Net</b>                |      | <b>146,959</b>                       | <b>161,117</b> | <b>11,377</b>                    | <b>12,146</b> |

The finance costs have been capitalised at a rate of 3.50% to 5.30% (2006: 3.85% to 5.50%) for assets under construction.

**29 Income tax**

(in thousand Baht)

|                                    | Note | Consolidated<br>financial statements |                | Separate<br>financial statements |                |
|------------------------------------|------|--------------------------------------|----------------|----------------------------------|----------------|
|                                    |      | 2007                                 | 2006           | 2007                             | 2006           |
| <b>Current tax expense</b>         |      |                                      |                |                                  |                |
| Current year                       |      | 464,312                              | 315,634        | 115,110                          | 121,441        |
| Adjustment from prior years        |      | (38,316)                             | 7,590          | (15,818)                         | 11,393         |
|                                    |      | 425,996                              | 323,224        | 99,292                           | 132,834        |
| <b>Deferred tax expense</b>        | 15   |                                      |                |                                  |                |
| Movements in temporary differences |      | 14,156                               | 70,502         | 593                              | 40,776         |
| Benefit of tax losses recognised   |      | (48,778)                             | 35,642         | -                                | -              |
|                                    |      | (34,622)                             | 106,144        | 593                              | 40,776         |
| <b>Total</b>                       |      | <b>391,374</b>                       | <b>429,368</b> | <b>99,885</b>                    | <b>173,610</b> |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

| Reconciliation of effective tax rate                   | Consolidated financial statements |                    |           |                    |
|--|-----------------------------------|--------------------|-----------|--------------------|
|  | 2007                              |                    | 2006      |                    |
|  | Rate (%)                          | (in thousand Baht) | Rate (%)  | (in thousand Baht) |
| Profit before tax                                      |                                   | 1,778,139          |           | 1,541,601          |
| Income tax using the Thai corporation tax rate         | 30                                | 533,442            | 30        | 462,480            |
| Income tax reduction                                   |                                   | (407)              |           | (250)              |
| Effect of different tax rates in foreign jurisdictions |                                   | 12,131             |           | -                  |
| Income not subject to tax                              |                                   | (157,765)          |           | (52,500)           |
| Expenses not deductible for tax purposes               |                                   | 14,667             |           | 20,262             |
| Utilisation of previously unrecognised tax losses      |                                   | (10,694)           |           | (624)              |
| <b>Total</b>   | <b>22</b>                         | <b>391,374</b>     | <b>28</b> | <b>429,368</b>     |

| Reconciliation of effective tax rate           | Separate financial statements |                    |           |                    |
|--|-------------------------------|--------------------|-----------|--------------------|
|  | 2007                          |                    | 2006      |                    |
|  | Rate (%)                      | (in thousand Baht) | Rate (%)  | (in thousand Baht) |
| Profit before tax                              |                               | 1,526,206          |           | 905,186            |
| Income tax using the Thai corporation tax rate | 30                            | 457,862            | 30        | 271,556            |
| Income not subject to tax                      |                               | (359,399)          |           | (99,780)           |
| Expenses not deductible for tax purposes       |                               | 1,422              |           | 1,834              |
| <b>Total</b>                                   | <b>7</b>                      | <b>99,885</b>      | <b>19</b> | <b>173,610</b>     |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

**30 Earnings per share****Basic earnings per share**

The calculation of basic earnings per share for the year ended 31 December was based on the net profit attributable to ordinary shares and the weighted average number of shares outstanding during the year as follows:

**Net profit attributable to ordinary shareholders (basic)**

(in thousand Baht)

|  | Consolidated         |                    | Separate             |                    |
|--|----------------------|--------------------|----------------------|--------------------|
|  | financial statements |                    | financial statements |                    |
|  | 2007                 | 2006<br>(Restated) | 2007                 | 2006<br>(Restated) |
| Net profit attributable to ordinary shareholders | 1,254,656            | 988,544            | 1,426,321            | 731,576            |

*Weighted average number of ordinary shares*

(in thousand shares)

|   | Note | Consolidated         |                  | Separate             |                  |
|---|------|----------------------|------------------|----------------------|------------------|
|   |      | financial statements |                  | financial statements |                  |
|   |      | 2007                 | 2006             | 2007                 | 2006             |
| Issued ordinary shares at 1 January               |      | 158,813              | 158,813          | 158,813              | 158,813          |
| Adjustment for Reduction in par value             | 21   | 1,429,312            | 1,429,312        | 1,429,312            | 1,429,312        |
| <b>Balance at 1 January after adjustment</b>      |      | <b>1,588,125</b>     | <b>1,588,125</b> | <b>1,588,125</b>     | <b>1,588,125</b> |
| Less Company shares held by a subsidiary          |      | (4,456)              | (18,282)         | -                    | -                |
| <b>Weighted average number of ordinary shares</b> |      | <b>1,583,669</b>     | <b>1,569,843</b> | <b>1,588,125</b>     | <b>1,588,125</b> |

On 30 March 2007, a subsidiary sold all of its investment in the Company's shares. (See note 23)



## Berli Jucker Public Company Limited and its Subsidiaries

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

### 31 Promotional privileges

By virtue of the provisions of the Industrial Investment Promotion Act of B.E. 2520, Berli Jucker Cellox Company Limited, a subsidiary, has been granted privileges by the Board of Investment for paper manufacturing activities by: No. 1541 (2) / 2547 dated 6 July 2004 for sanitary papers manufacturing and No. 1875 (2) / 2547 dated 19 October 2004 for paper pulp manufacturing. The major privileges granted to the subsidiary are as follows:

- (a) exemption from payment of import duty on machinery approved by the Board;
- (b) exemption from corporate income tax for the profit earned under promotional privileges at not over 100% of investment exclude land and capital fund for a period of 8 years from the date operating income is first derived. The exemption of corporate income tax must not exceed Baht 1,207 million for the promotional privileges No. 1541 (2) / 2547 and not exceed Baht 471 million for the promotional privileges No. 1875 (2) / 2547. Thus, this will be varied by the investment excluding actual cost of land and capital fund at the first operation date under promotional privileges project.
- (c) a 50% reduction in the normal income tax rate on the net profit derived from certain operations for a period of five years, commencing from the expiry date in (b) above; and
- (d) double deduction of transportation expenses, electricity expenses and water expenses for a period of ten years from the date on which the income is first derived from such operations

As a promoted company, the subsidiary must comply with certain conditions and restrictions provided for in the promotional certificates.

Summary of revenue from promoted and non-promoted businesses:

(in thousand Baht)

| Consolidated financial statements |                     |                         |                   |                     |                         |                   |
|-----------------------------------|---------------------|-------------------------|-------------------|---------------------|-------------------------|-------------------|
|                                   | 2007                |                         |                   | 2006                |                         |                   |
|                                   | Promoted businesses | Non-promoted businesses | Total             | Promoted businesses | Non-promoted businesses | Total             |
| Export sales                      | 271,474             | 1,651,726               | 1,923,200         | 268,559             | 1,243,508               | 1,512,067         |
| Local sales                       | 1,302,043           | 15,936,911              | 17,238,954        | 1,073,602           | 15,036,076              | 16,109,678        |
| <b>Total Revenue</b>              | <b>1,573,517</b>    | <b>17,588,637</b>       | <b>19,162,154</b> | <b>1,342,161</b>    | <b>16,279,584</b>       | <b>17,621,745</b> |

### 32 Dividends

The Ordinary General Meeting of Shareholders held on 26 April 2007 passed a resolution approving a total dividend payment in respect of the results of the operations in 2006 of Baht 3.00 per share on 158,812,500 shares, totalling Baht 476 million. The Company paid an interim dividend of Baht 1.50 per share, totalling Baht 238 million on 8 September 2006. The remaining dividend of Baht 1.50 per share, totalling Baht 238 million, was paid on 14 May 2007.

**Berli Jucker Public Company Limited and its Subsidiaries**

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For the years ended 31 December 2007 and 2006

The Board of Directors' Meeting held on 9 August 2007 passed a resolution approving an interim dividend payment for the year 2007 of Baht 1.50 per share on 158,812,500 shares, totalling Baht 238 million, which was paid on 6 September 2007.

The Ordinary General Meeting of Shareholders held on 28 March 2006 passed a resolution approving a total dividend payment in respect of the results of the operations in 2005 of Baht 3.50 per share on 158,812,500 shares, totalling Baht 556 million. The Company paid an interim dividend of Baht 1.50 per share, totalling Baht 238 million in September 2005. The remaining dividend of Baht 2.00 per share, totalling Baht 318 million, was paid on 18 April 2006.

The Board of Directors' Meeting held on 11 August 2006 passed a resolution approving interim dividend payment for the year 2006 of Baht 1.50 per share on 158,812,500 shares, totalling Baht 238 million, which was paid on 8 September 2006.

Part of the total year-end dividend payments in respect of the fiscal year 2005 and interim dividend payment in respect of the fiscal year 2006, amounting to Baht 4 million and Baht 3 million, respectively was paid to a subsidiary that is one of the Company's shareholders.

**33 Changes in accounting policies**

The following change of accounting policy by the Company has no effect on the consolidated financial statements of the Group.

Until 31 December 2006, the Company accounted for its investments in subsidiary companies and associates in its financial statements using the equity method.

During 2007, the FAP issued the following revised TAS which are effective for accounting periods beginning on or after 1 January 2007:

|                       |  |
|-----------------------|--|
| TAS 44 (revised 2007) | Consolidated and Separate Financial Statements |
| TAS 45 (revised 2007) | Investments in Associates                      |
| TAS 46 (revised 2007) | Interests in Joint Ventures                    |

These revised TAS require a parent company which has an investment in a subsidiary company or an associate company, which is not classified as a "held for sale" investment, to record such investment in accordance with either the cost method or with the recognition and measurement basis for financial instruments (when a TAS on financial instruments is issued and becomes effective), instead of the equity method currently used.

Starting from 1 January 2007, the Company has, accordingly, changed its accounting policy for its investments in subsidiary companies and associate companies in its financial statements from the equity method to the cost method. The change in accounting policy has been applied retrospectively and the Company's 2006 financial statements, which are included in the Company's 2007 financial statements for comparative purposes, have been restated accordingly.

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

The effects of the change in accounting policy on the Company's annual 2007 and 206 financial statements are as follows:

(in thousand Baht)

|  | Separate financial statements |                    |
|--|-------------------------------|--------------------|
|  | 2007                          | 2006               |
| <b>Investments in subsidiaries and associates</b>  |                               |                    |
| Balance at 1 January before change in accounting policy                                  | 7,372,314                     | 7,215,497          |
| Decrease in retained earnings  | (2,000,931)                   | (1,844,471)        |
| Decrease in hedging reserve  | 14,250                        | 6,013              |
| Decrease in Company shares held by a subsidiary  | 40,455                        | 40,455             |
| <b>Net decrease</b>  | <b>(1,946,226)</b>            | <b>(1,798,003)</b> |
| <b>Balance at 1 January after changes in accounting policy</b>                           | <b>5,426,088</b>              | <b>5,417,494</b>   |
| <b>Retained earnings</b>   |                               |                    |
| <b>Balance at 1 January before change in accounting policy</b>                           | <b>3,047,942</b>              | <b>2,729,841</b>   |
| Decrease in share of profits from investments accounted for using the equity method, net | (1,915,193)                   | (1,799,164)        |
| Increase in impairment of investment   | (10,000)                      | (10,000)           |
| Increase in allowance for doubtful account of loans to related parties                   | (65,739)                      | (32,699)           |
| Increase in deferred tax asset   | 22,722                        | 11,420             |
| Increase in other income   | 32                            | 4,631              |
| <b>Net decrease</b>  | <b>(1,968,178)</b>            | <b>(1,825,812)</b> |
| <b>Balance at 1 January after changes in accounting policy</b>                           | <b>1,079,764</b>              | <b>904,029</b>     |
| <b>Net profit</b>  |                               |                    |
| <b>Net profit for the year before change in accounting policy</b>                        | <b>1,254,656</b>              | <b>988,545</b>     |
| Increase in dividend income from subsidiaries  | 1,144,323                     | 332,244            |
| Decrease in share of profits from investments accounted for using the equity method, net | (979,120)                     | (574,145)          |
| Increase in other income   | 63,187                        | 6,630              |
| Increase in selling and administrative expenses  | (98,043)                      | (32,999)           |
| Decrease in income tax   | 41,318                        | 11,301             |
| <b>Net increase (decrease)</b>   | <b>171,665</b>                | <b>(256,969)</b>   |
| <b>Net profit for the year after change in accounting policy</b>                         | <b>1,426,321</b>              | <b>731,576</b>     |
| <b>Increase (decrease) in earnings per share (Baht)</b>                                  | <b>0.11</b>                   | <b>(0.16)</b>      |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

**34 Financial instruments**

Financial risk management policies

The Group is exposed to normal business risks from changes in market interest rates and currency exchange rates and from non-performance of contractual obligations by counterparties. The Group does not issue derivative financial instruments for speculative or trading purposes.

Interest rate risk

Interest rate risk is the risk that future movements in market interest rates will affect the results of the Group's operations and its cash flows because loan interest rates are mainly fixed. The Group is primarily exposed to interest rate risk from its borrowings. The Group mitigates this risk by ensuring that the majority of its borrowings are at fixed interest rates and uses derivative financial instruments, which are mainly interest rate SWAPs, to manage exposure to fluctuations in interest rates on specific borrowings.

The effective interest rates of interest-bearing financial liabilities as at 31 December and the periods in which those liabilities mature or reprice were as follows:

|  | (%)                               |                           | (in million Baht) |                    |                 |
|--|-----------------------------------|---------------------------|-------------------|--------------------|-----------------|
|  | Consolidated financial statements |                           |                   |                    |                 |
|  | Fixed interest rate maturing      |                           |                   |                    |                 |
|  | Effective<br>interest rate        | Floating<br>interest rate | Within 1<br>year  | In 1 to 5<br>years | Total           |
| <b>2007</b>                                    |                                   |                           |                   |                    |                 |
| <b>Current</b>                                 |                                   |                           |                   |                    |                 |
| - Bank overdrafts                              | 8.20                              | 0.24                      | -                 | -                  | 0.24            |
| - Short-term loans from financial institutions | 3.58                              | -                         | 2,384.00          | -                  | 2,384.00        |
| - Current portion of long-term loans           | 4.66                              | -                         | 950.48            | -                  | 950.48          |
| <b>Non-current</b>                             | 4.42                              | -                         | -                 | 1,651.60           | 1,651.60        |
| <b>Total</b>                                   |                                   | <b>0.24</b>               | <b>3,334.48</b>   | <b>1,651.60</b>    | <b>4,986.32</b> |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

|  | (%)                     | (in million Baht)      |                 |                             |  |
|--|-------------------------|------------------------|-----------------|-----------------------------|--|
| Consolidated financial statements              |                         |                        |                 |                             |  |
| Fixed interest rate maturing                   |                         |                        |                 |                             |  |
|  | Effective interest rate | Floating interest rate | Within 1 year   | In 1 to 5 years             | Total  |
| <b>2006</b>                                    |                         |                        |                 |                             |  |
| <b>Current</b>                                 |                         |                        |                 |                             |  |
| - Bank overdrafts                              | 7.75                    | 0.48                   | -               | -                           | 0.48   |
| - Short-term loans from financial institutions | 5.31                    | -                      | 958.50          | -                           | 958.50   |
| - Current portion of long-term loans           | 4.69                    | -                      | 1,275.04        | -                           | 1,275.04   |
| - Short-term loans from related parties        | 2.00                    | -                      | 10.53           | -                           | 10.53  |
| <b>Non-current</b>                             | 4.72                    | -                      | -               | 1,000.00                    | 1,000.00   |
| <b>Total</b>                                   |                         | <b>0.48</b>            | <b>2,244.07</b> | <b>1,000.00</b>             | <b>3,244.55</b>  |
|  |                         |                        |                 | Effective interest rate (%) | Separate financial statements<br>Fixed interest rate maturing within 1 year<br>(in million Baht) |
| <b>2007</b>                                    |                         |                        |                 |                             |  |
| <b>Current</b>                                 |                         |                        |                 |                             |  |
| - Short-term loans from financial institutions |                         |                        |                 | 3.64                        | 1,050.00   |
| - Short-term loans from related parties        |                         |                        |                 | 2.50                        | 237.00   |
| <b>Total</b>                                   |                         |                        |                 |                             | <b>1,287.00</b>  |
| <b>2006</b>                                    |                         |                        |                 |                             |  |
| <b>Current</b>                                 |                         |                        |                 |                             |  |
| - Short-term loans from related parties        |                         |                        |                 | 3.39                        | 441.29   |
| <b>Total</b>                                   |                         |                        |                 |                             | <b>441.29</b>  |

**Foreign currency risk**

The Group is exposed to foreign currency risk relating to purchases and sales which are denominated in foreign currencies. The Group primarily utilises forward exchange contracts with maturities of less than one year to hedge such financial assets and liabilities denominated in foreign currencies. The forward exchange contracts entered into at the balance sheet date also relate to anticipated purchases and sales, denominated in foreign currencies, for the subsequent period.

**Berli Jucker Public Company Limited and its Subsidiaries**

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At 31 December, the Group and the Company were exposed to foreign currency risk in respect of financial assets and liabilities denominated in the following currencies:

(in thousand Baht)

|                                     | Note | Consolidated<br>financial statements |                  | Separate<br>financial statements |               |
|-------------------------------------|------|--------------------------------------|------------------|----------------------------------|---------------|
|                                     |      | 2007                                 | 2006             | 2007                             | 2006          |
| <b>United States Dollars</b>        |      |                                      |                  |                                  |               |
| Cash and cash equivalents           | 6    | 105,264                              | 33,637           | 159                              | 124           |
| Trade accounts receivable           | 7    | 311,172                              | 145,489          | 20,143                           | 15,092        |
| Trade accounts payable              | 18   | (940,857)                            | (1,017,828)      | (10,692)                         | (9,220)       |
| Other current liabilities           | 19   | (71,906)                             | (3,998)          | -                                | -             |
| <b>Gross balance sheet exposure</b> |      | <b>(596,327)</b>                     | <b>(842,700)</b> | <b>9,610</b>                     | <b>5,996</b>  |
| Estimated forecast purchases        |      | (2,179,755)                          | (150,483)        | -                                | -             |
| <b>Gross exposure</b>               |      | <b>(2,776,082)</b>                   | <b>(993,183)</b> | <b>9,610</b>                     | <b>5,996</b>  |
| Currency forwards                   |      | 874,440                              | 490,238          | 11,830                           | 6,960         |
| <b>Net exposure</b>                 |      | <b>1,901,642</b>                     | <b>502,945</b>   | <b>21,440</b>                    | <b>12,956</b> |

## Berli Jucker Public Company Limited and its Subsidiaries

Notes to the Financial Statements

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(in thousand Baht)

|                                     | Note | Consolidated<br>financial statements |                | Separate<br>financial statements |      |
|-------------------------------------|------|--------------------------------------|----------------|----------------------------------|------|
|                                     |      | 2007                                 | 2006           | 2007                             | 2006 |
| <b>Yen</b>                          |      |                                      |                |                                  |      |
| Interest-bearing liabilities        | 17   | (16,667)                             | (83,333)       | -                                | -    |
| Trade accounts payable              | 18   | (49,186)                             | (62,186)       | -                                | -    |
| <b>Gross balance sheet exposure</b> |      | (65,853)                             | (145,519)      | -                                | -    |
| Estimated forecast purchases        |      | (118,871)                            | -              | -                                | -    |
| <b>Gross exposure</b>               |      | (184,724)                            | (145,519)      | -                                | -    |
| Currency forwards                   |      | 19,350                               | 56,893         | -                                | -    |
| <b>Net exposure</b>                 |      | <b>165,374</b>                       | <b>88,626</b>  | -                                | -    |
| <b>Euro</b>                         |      |                                      |                |                                  |      |
| Cash and cash equivalents           | 6    | 6,213                                | -              | -                                | -    |
| Trade accounts receivable           | 7    | 186,221                              | 915            | -                                | -    |
| Trade accounts payable              | 18   | (43,707)                             | (46,221)       | -                                | -    |
| Other current liabilities           | 19   | -                                    | (28,200)       | -                                | -    |
| <b>Gross balance sheet exposure</b> |      | 148,727                              | (73,506)       | -                                | -    |
| Estimated forecast purchases        |      | (331,322)                            | (36,355)       | -                                | -    |
| <b>Gross exposure</b>               |      | (182,595)                            | (109,861)      | -                                | -    |
| Currency forwards                   |      | 109,830                              | 215,117        | -                                | -    |
| <b>Net exposure</b>                 |      | <b>(72,765)</b>                      | <b>105,256</b> | -                                | -    |
| <b>Other currencies</b>             |      |                                      |                |                                  |      |
| Trade accounts receivable           | 7    | 3,562                                | 54,793         | -                                | -    |
| Trade accounts payable              | 18   | (14,474)                             | (9,614)        | -                                | -    |
| Other current liabilities           | 19   | (7,850)                              | (7,579)        | -                                | -    |
| <b>Gross balance sheet exposure</b> |      | (18,762)                             | 37,600         | -                                | -    |
| Estimated forecast purchases        |      | (16,823)                             | (95,694)       | -                                | -    |
| <b>Gross exposure</b>               |      | (35,585)                             | (58,094)       | -                                | -    |
| Currency forwards                   |      | 30,251                               | 95,741         | -                                | -    |
| <b>Net exposure</b>                 |      | <b>(5,334)</b>                       | <b>37,467</b>  | -                                | -    |

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

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In order to manage the risks arising from fluctuations in currency exchange rates and interest rates, the Group makes use of the following derivative financial instruments:

**Forward foreign exchange contracts**

At 31 December 2007 the outstanding forward foreign exchange contracts are summarised as follows:

(in thousand Baht)

| Currency                        | Consolidated financial statements |                       |                  |                  | Separate financial statements |                       |                |                |
|---------------------------------|-----------------------------------|-----------------------|------------------|------------------|-------------------------------|-----------------------|----------------|----------------|
|                                 | Amount                            | Average contract rate | Contract         | Fair value       | Amount                        | Average contract rate | Contract       | Fair value     |
| <b>Forward contracts bought</b> |                                   |                       |                  |                  |                               |                       |                |                |
| USD                             | 30,254                            | 33.49                 | 1,013,153        | 997,726          | 5,232                         | 34.10                 | 178,411        | 176,257        |
| JPY                             | 64,614                            | 0.30                  | 19,350           | 19,301           | -                             | -                     | -              | -              |
| GBP                             | 137                               | 68.85                 | 9,436            | 9,193            | -                             | -                     | -              | -              |
| AUD                             | 328                               | 29.91                 | 9,815            | 9,647            | -                             | -                     | -              | -              |
| EUR                             | 8,395                             | 42.08                 | 353,235          | 365,692          | -                             | -                     | -              | -              |
| SGD                             | 16                                | 23.45                 | 378              | 377              | -                             | -                     | -              | -              |
| CHF                             | 358                               | 29.68                 | 10,623           | 10,615           | -                             | -                     | -              | -              |
| <b>Total</b>                    |                                   |                       | <b>1,415,990</b> | <b>1,412,551</b> |                               |                       | <b>178,411</b> | <b>176,257</b> |
| <b>Forward contracts sold</b>   |                                   |                       |                  |                  |                               |                       |                |                |
| USD                             | 4,102                             | 33.81                 | 138,713          | 138,405          |                               |                       |                |                |
| EUR                             | 4,969                             | 48.98                 | 243,402          | 244,926          |                               |                       |                |                |
| <b>Total</b>                    |                                   |                       | <b>382,115</b>   | <b>383,331</b>   |                               |                       |                |                |



**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

At 31 December 2006 the outstanding forward foreign exchange contracts are summarised as follows:

(in thousand Baht)

| Currency                        | Consolidated financial statements |                       |                |                | Separate financial statements |                       |              |              |
|---------------------------------|-----------------------------------|-----------------------|----------------|----------------|-------------------------------|-----------------------|--------------|--------------|
|                                 | Amount                            | Average contract rate | Contract       | Fair value     | Amount                        | Average contract rate | Contract     | Fair value   |
| <b>Forward contracts bought</b> |                                   |                       |                |                |                               |                       |              |              |
| USD                             | 13,980                            | 36.39                 | 508,780        | 503,960        | 190                           | 36.63                 | 6,960        | 6,860        |
| JPY                             | 176,699                           | 0.32                  | 56,893         | 54,016         | -                             | -                     | -            | -            |
| GBP                             | 1,271                             | 70.21                 | 89,238         | 89,952         | -                             | -                     | -            | -            |
| AUD                             | 89                                | 27.81                 | 2,475          | 2,522          | -                             | -                     | -            | -            |
| EUR                             | 4,547                             | 47.52                 | 216,047        | 216,016        | -                             | -                     | -            | -            |
| SGD                             | 193                               | 23.55                 | 4,545          | 4,541          | -                             | -                     | -            | -            |
| CHF                             | 17                                | 30.41                 | 517            | 509            | -                             | -                     | -            | -            |
| <b>Total</b>                    |                                   |                       | <b>878,495</b> | <b>871,516</b> |                               |                       | <b>6,960</b> | <b>6,860</b> |
| <b>Forward contracts sold</b>   |                                   |                       |                |                |                               |                       |              |              |
| USD                             | 508                               | 36.50                 | 18,542         | 18,278         |                               |                       |              |              |
| EUR                             | 19                                | 48.95                 | 930            | 916            |                               |                       |              |              |
| <b>Total</b>                    |                                   |                       | <b>19,472</b>  | <b>19,194</b>  |                               |                       |              |              |

The fair values of forward foreign exchange contracts have been calculated using market rates quoted by the Group's bankers to terminate the contracts at the balance sheet date.

**Options and swap agreements**

As at 31 December 2007 and 2006, a subsidiary had call option agreements, comprising of a series of monthly settlements, to fix the price of one raw material. The difference on revaluation of the notional amount of the call option to fair value at the end of each year as unrealised gain (loss), is recorded as a hedging reserve in shareholder's equity in the balance sheet.

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

**Cross currency swap and interest rate swap contracts**

As at 31 December 2007 and 2006, a subsidiary had outstanding cross currency swap and interest rate swap contracts to hedge the foreign currency loan.(see note 17) The cross currency swap and interest rate swap contracts are based on a notional amount of Baht 200 million as detailed below:

- (a) A subsidiary paid Thai Baht fixed deposit interest rate plus 0.58% per annum and received floating rate interest at Yen floating rate plus 0.15% per annum.
- (b) A subsidiary paid Thai Baht fixed interest rate at 3.23% per annum and received Thai Baht fixed deposit interest rate plus 0.58% per annum.

As at 31 December 2007 and 2006, the unrealised gain (loss) on revaluation of the above contracts to fair value, is recorded as hedging reserve in shareholder's equity in the balance sheet.

The above contracts will expire in February 2008.

**Credit risk**

Credit risk is the potential financial loss resulting from the failure of a customer or a counterparty to settle its financial and contractual obligations to the Group as and when they fall due.

Management has a credit policy in place and the exposure to credit risk is monitored on an ongoing basis. Credit evaluations are performed on all customers requiring credit over a certain amount. At the balance sheet date there were no significant concentrations of credit risk. The maximum exposure to credit risk is represented by the carrying amount of each financial asset in the balance sheet. However, due to the large number of parties comprising the Group customer base, Management does not anticipate material losses from its debt collection.

**Liquidity risk**

The Group monitors its liquidity risk and maintains a level of cash and cash equivalents deemed adequate by management to finance the Group's operations and to mitigate the effects of fluctuations in cash flows.

**Fair values**

The fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction. In determining the fair value of its financial assets and liabilities, the Group takes into account its current circumstances and the costs that would be incurred to exchange or settle the underlying financial instrument.

Cash and cash equivalents, trade accounts receivable and short-term loans to related parties stated in the balance sheet approximate their fair values due to the relatively short-term maturity of these financial instruments.

Other long-term investment had not significantly different from the carrying values stated in the balance sheet.

Bank overdrafts and short-term loans from financial institutions, trade accounts payable, accrued expenses, short-term loans from related parties, other payable and other current liabilities – the carrying amounts stated in the balance sheet of these financial liabilities approximate their fair values because of the short-term period to maturity of these financial instruments.

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

Most of the carrying amounts of the other financial assets and liabilities approximate to their fair values in the balance sheet. Information on the fair values of forward foreign exchange contracts are disclosed as above.

**35 Commitments**

(in thousand Baht)

|                                   | Consolidated         |                  | Separate             |          |
|-----------------------------------|----------------------|------------------|----------------------|----------|
|                                   | financial statements |                  | financial statements |          |
|                                   | 2007                 | 2006             | 2007                 | 2006     |
| <b>Capital commitments</b>        |                      |                  |                      |          |
| Contracted but not provided for   |                      |                  |                      |          |
| Buildings and other constructions | 29,954               | 63,335           | -                    | -        |
| Machinery and equipment           | 3,845,635            | 1,322,599        | -                    | -        |
| Others                            | -                    | 1,311            | -                    | -        |
| <b>Total</b>                      | <b>3,875,589</b>     | <b>1,387,245</b> | <b>-</b>             | <b>-</b> |

(in thousand Baht)

|  | Consolidated         |                | Separate             |               |
|--|----------------------|----------------|----------------------|---------------|
|  | financial statements |                | financial statements |               |
|  | 2007                 | 2006           | 2007                 | 2006          |
| <b>Non-cancellable operating lease commitments</b> |                      |                |                      |               |
| Within one year                                    | 68,887               | 70,133         | 8,651                | 10,281        |
| After one year but within five years               | 64,113               | 90,371         | 15,243               | 14,611        |
| After five years                                   | 8,910                | 10,048         | -                    | -             |
| <b>Total</b>                                       | <b>141,910</b>       | <b>170,552</b> | <b>23,894</b>        | <b>24,892</b> |

(in thousand Baht)

|                            | Consolidated         |                  | Separate             |                |
|----------------------------|----------------------|------------------|----------------------|----------------|
|                            | financial statements |                  | financial statements |                |
|                            | 2007                 | 2006             | 2007                 | 2006           |
| <b>Other commitments</b>   |                      |                  |                      |                |
| Unused letters of credits  |                      |                  |                      |                |
| for goods and supplies     | 540,886              | 371,490          | 61,133               | 79,457         |
| Forward and swap contracts | 545,370              | 1,028,192        | 79,028               | 121,326        |
| Bank guarantees            | 408,291              | 294,953          | 128,997              | 138,864        |
| <b>Total</b>               | <b>1,494,547</b>     | <b>1,694,635</b> | <b>269,158</b>       | <b>339,647</b> |

As at 31 December 2007, the Group had obligation to comply with the above agreement.

**Berli Jucker Public Company Limited and its Subsidiaries**

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

As at 31 December 2007, the subsidiary of the Company had commitments with non-related parties as purchase orders for goods and supplies in the amount of USD 48.46 million and YEN 396.61 million.

(in US Dollars)

|                                      | Consolidated         |                  | Separate             |      |
|--------------------------------------|----------------------|------------------|----------------------|------|
|                                      | financial statements |                  | financial statements |      |
|                                      | 2007                 | 2006             | 2007                 | 2006 |
| <b>Minimum annual royalty fee</b>    |                      |                  |                      |      |
| Within one year                      | 220,000              | 125,000          | -                    | -    |
| After one year but within five years | 880,000              | 880,000          | -                    | -    |
| After five years                     | 2,950,000            | 3,170,000        | -                    | -    |
| <b>Total</b>                         | <b>4,050,000</b>     | <b>4,175,000</b> | -                    | -    |

**36 Contingent liabilities**

As at 31 December 2007 and 2006, the Group had contingent liabilities as follows:

In the ordinary course of business, the Company had given guarantees of Baht 1,088 million and (2006: Baht 340 million) to third parties on behalf of subsidiaries and associates.

**37 Events after the balance sheet date**

The Board of Director's Meeting held on 22 February 2008 proposed a resolution approving a dividend payment in respect of the results of the operations in 2007 of Baht 0.36 per share on 1,588,125,000 shares, totaling Baht 572 million. The Company paid an interim dividend of Baht 0.15 per share, totaling Baht 238 million in September 2007. The remaining year-end dividend of Baht 0.21 per share, amounted to Baht 334 million.

However, this resolution must get approval from the Ordinary General Meeting of Shareholders.

**38 Other events**

38.1 On 30 August 2006, the plant of Berli Jucker Cellox Company Limited (a subsidiary) at Prachinburi Province was damaged by fire. The primary losses from the fire were inventories such as Jumbo Rolls, Donut Rolls and a part of a warehouse, with a carrying value totalling Baht 57 million, which was fully covered by insurance. In 2007, the subsidiary received payment in full for the claim from the insurance company for the damaged inventories.

38.2 The Ordinary General Meeting of Shareholders held on 26 April 2007 passed a resolution approving the issuance and offering for sale of debentures in the amount not exceeding Baht 5,000 million with maturity not exceeding 10 years from the issuing date of the debentures.

38.3 The Board of Directors' Meeting held on 9 August 2007 passed a resolution approving the change of business structures of the technical and industrial group, and that of the construction and engineering group by transferring the graphical technology division and the stationery products division of BJC Trading Company Limited to be under

## Berli Jucker Public Company Limited and its Subsidiaries

Notes to the Financial Statements

For the years ended 31 December 2007 and 2006

the management of BJC Engineering Company Limited, and changing the name of BJC Trading Company Limited to “BJC Healthcare Company Limited”, and that of BJC Engineering Company Limited to “BJC Industrial and Trading Company Limited”. In addition, the Board of Directors approved an increase in the share capital of BJC Industrial and Trading Company Limited from Baht 10 million to Baht 250 million. The increase in such share capital was made in the third quarter of 2007.

38.4 The Board of Directors’ Meeting held on 18 October 2007 and the Extraordinary General Meeting of Shareholders to be held on 26 November 2007 passed a resolution approving the acquisition of 50 million shares of the ordinary shares of Thai Beverage Can Limited, representing 50 percent of the paid-up capital, at a price of Baht 21.48 per share, for a total amount of Baht 1,074,000,000 from Surasate Company Limited, T.C.C. Industrial Park Company Limited, CWS. Company Limited and Songvard Riverside Company Limited, all of which have the same major shareholder, TCC Holding Company Limited. (See note 10)

## 39 New and revised accounting standards not yet adopted

The Group has not adopted the following TAS that have been issued as of the balance sheet date but are not yet effective. These TAS will become effective for financial periods beginning on or after 1 January 2008.

|                       |   |
|-----------------------|---|
| TAS 25 (revised 2007) | Cash Flows Statements   |
| TAS 29 (revised 2007) | Leases  |
| TAS 31 (revised 2007) | Inventories   |
| TAS 33 (revised 2007) | Borrowing Costs   |
| TAS 35 (revised 2007) | Presentation of Financial Statements                            |
| TAS 39 (revised 2007) | Accounting Policies, Changes in Accounting Estimates and Errors |
| TAS 41 (revised 2007) | Interim Financial reporting                                     |
| TAS 43 (revised 2007) | Business Combinations   |
| TAS 49 (revised 2007) | Construction Contracts  |
| TAS 51                | Intangible Assets   |

The adoption and initial application of these TAS is not expected to have any material impact on the consolidated or separate Company’s financial statements.

## 40 Reclassification of accounts

Certain accounts in the 2006 financial statements have been reclassified to conform to the presentation in the 2007 financial statements.

## Corporate Governance Principle

Berli Jucker Plc's corporate governance principles consist of five sections.

### 1. Rights of Shareholders

The Board of Directors has not only observed the guidelines under the rules and regulations of the Office of Securities and Exchange Commission ("SEC") and the Stock Exchange of Thailand ("SET"), but also valued transparent Corporate Governance. The Company recognizes and respects the rights of shareholders, who are free to express their views and exercise their rights through shareholders' meetings. The Articles of Association, Article 36. states that, in every meeting of shareholders, each shareholder shall have one vote for each one share held. A shareholder who has a special interest in a resolution cannot vote on such resolution, except for the election of Directors. A resolution of any meeting of shareholders shall be passed by a majority vote of all the shareholders attending the meeting and having the right to vote. Except in the following cases, a resolution of not less than three-fourths of the votes of the shareholders attending the meeting and having the right to vote is required; a) selling or transferring the Company's business, whether in whole or in substantial part to another person; b) purchasing or accepting transfer of business of another public or private company; c) making, amending or terminating any agreement concerning any lease of the business whether in whole or in substantial part of the Company's business, assigning any person to manage the Company's business, or merging with another person for the purpose of profit and loss sharing.

In 2007, the Company held the Ordinary General Meeting of Shareholders on April 26, 2007 with 14 directors of the Board in attendance, and Extraordinary General Meeting of Shareholders on November 26, 2007 with 14 directors in attendance. The Company assigned the Thailand Securities Depository Co., Ltd., which is the Company's registrar, the meeting notice was sent to each shareholder for a period of 14 days prior to the meeting date. The meeting notice was also posted on the [www.bjc.co.th](http://www.bjc.co.th) website prior to the meeting date, as were the minutes of each meeting, held at the Company's head office in a conveniently accessible location, with a room that can readily accommodate meeting attendees. The meeting notice was sent together with supporting documents for each agenda item and attached with proxy forms (A and B). Each agenda item of the meeting was supported with the Board's opinion. The meeting was recorded in writing, voice recording, and videotaped. The meeting notice was published in Thai and English newspapers for at least three consecutive days and at least three days prior to each meeting date to provide information to shareholders that is accurate, adequate, timely, equitable, and verifiable for their decision-making. At each meeting, shareholders can ask questions until they are satisfied, and the Board is prepared to address their questions. As regards financial reports, the Company's Auditors and Senior Executives in charge of finance and accounting are in attendance and ready to answer shareholders' questions.

## 2. Equitable Treatment of Shareholders

Under the Company's Articles of Association (Section 4: Shareholders' Meeting), BJC states clearly in the meeting notice sent to each shareholder prior to the meeting regarding the way of practice for shareholders meeting. Those who cannot attend the meeting in person may authorize either the Audit Committee Members / Independent Directors, or the President, whose names and addresses are spelled out, to act as their proxies as detailed in the meeting notice under the clarification on proxies together with two proxy forms (A and B) for fair treatment of shareholders. This is made known to shareholders through SET's information channels, newspaper publication, and the Company's website. Thanks to well-prepared agenda items along with the Board's view on each, the Board has never added an item without prior notice. The Board allows shareholders to exercise their rights to individually appoint directors and provides a ballot for each shareholder based on each director selection basis, for which the Chairman at each meeting announces the ballot results openly. In 2007, BJC held its Ordinary General Meeting of Shareholders on April 26, 2007 with 78 shareholders in attendance and an Extraordinary General Meeting of Shareholders on November 26, 2007 with 91 shareholders in attendance. At both meetings, to encourage transparent and verifiable ballot-counting, the Board encouraged the appointment of a ballot verification panel and a ballot-counting panel. Advance facilitation of minor shareholders' proposal of agenda items and their advance nomination of candidates for directors are under the Board's consideration.

BJC takes seriously the requirement to notify the SEC under Section 59 of the Act B.E. 2535 (1992), dealing with the purchase or sale of Company's shares by directors and the management, specifically that they must report such transactions to relevant agencies and send a copy to the Company. The procedure for monitoring the use of inside information for their personal sakes has been managed by making clear to relevant directors, management, and employees concerning the use and protection of inside information. To this end, a manual has been given to each for reference and strict compliance with such regulations. During the past year, no transaction involving directors or the management and Company shares took place in the three weeks before the disclosure of financial statements and two days after the disclosure.

## 3. Roles of Stakeholders

BJC values the rights of all stakeholders through its compliance with relevant laws and regulations intended to ensure stewardship of the rights of stakeholders, including: Honoring commitments to shareholders through striving for the highest profitability to pay fair and regular dividends; Showing integrity and sincerity to business partners and customers; Honoring commitments to creditors; Ensuring employees' rights and welfare as required by law, as well as sound workplaces; Instituting regular training to enhance employees' potential in technical aspects and experience to optimize its human resources; Competing ethically through information sharing and friendly commercial cooperation; Being responsible to society and communities. The Berli Jucker Foundation provides educational support at the undergraduate level to students in public universities through the Commission of Higher Education (formerly the Bureau of University Affairs); Annually donating to and undertaking activities in support of needy rural schools.

The Human Resources Division achieved ISO 9001:2000 certification in 2003 and its latest assessment of July 2006 showed satisfactory results. To ensure an understanding and application of corporate governance by employees in achieving success for the Company, it observes four values in personnel assessment: integrity, commitment, business operator awareness, and social responsibility.

#### 4. Disclosure of Information and Transparency

BJC values complete and transparent disclosure of information. Investors can obtain Company's information through SET's channels and the Company's website. In addition, the President and the Vice President - Finance have been authorized by the Board to disclose information to investors. In 2007, both hosted meetings with investors at SET on Opportunity Days held on May 15 and November 23.

BJC's regulations are clear about the scope of authority of the Board and the sub-committees, who are encouraged to undergo training at the Thai Institute of Directors (IOD) as detailed in the Management Structure and Composition of the Board, with details of the management and authorized personnel appearing in Attachment 1 of Form 56-1. Compensation for directors and the management is based on Company performance, growth in profitability, business potential (both short-term and long-term), and the margin for shareholders in relation to standards while taking into consideration peer companies' compensation structures.

##### Compensation paid to Directors in 2007

| No. | Name                             | Title                                | Compensation (baht) |
|-----|----------------------------------|--------------------------------------|---------------------|
| 1   | Mr. Charoen Sirivadhanabhakdi    | Chairman                             | 1,800,000           |
| 2   | Khunying Wanna Sirivadhanabhakdi | Vice Chairman                        | 1,260,000           |
| 3   | Mr. Narong Srisa-an              | Vice Chairman                        | 1,260,000           |
| 4   | Mr. Chaiyut Pilun-Owad           | Director                             | 900,000             |
| 5   | Mr. Sithichai Chaikriangkrai     | Director                             | 900,000             |
| 6   | Mr. Thapana Sirivadhanabhakdi    | Director                             | 900,000             |
| 7   | Ms. Atinant Bijananda            | Director                             | 900,000             |
| 8   | Mr. Suvarn Valaisathien          | Director                             | 900,000             |
| 9   | Mrs. Thapanee Techajareonvikul   | Director                             | *212,500            |
| 10  | Mr. Panot Sirivadhanabhakdi      | Director                             | 900,000             |
| 11  | Mr. Staporn Kavitanon            | Director & Chairman, Audit Committee | 1,440,000           |
| 12  | Mr. Weerawong Chittmittrapap     | Director & Audit Committee Member    | 1,080,000           |
| 13  | Mr. Thien Mekanontchai           | Director & Audit Committee Member    | 1,080,000           |
|     | Total                            |                                      | 13,532,500          |

Note: \* This is the remuneration of Mrs. Thapanee Techajareonvikul for the period of 1 January 2007 - 25 March 2007 due to the appointment of executive position, effective on 26 March 2007

The Nomination and Remuneration Committee approves remuneration for the Executive Board and the Management. A shareholders' meeting approves remuneration for the Board of Directors and the Audit Committee.

The remuneration paid to 12 senior management members in 2007 appears below:

|                                       |       |              |
|---------------------------------------|-------|--------------|
| Salary and bonus                      | 89.13 | million baht |
| Company's contribution provident fund | 3.68  | million baht |
| Total                                 | 92.81 | million baht |

##### Auditor's fee

The fee paid by BJC and its subsidiaries to KPMG Phoomchai Audit Ltd., the external auditor for 2007, amounted to 5.34 million baht. No other wise fees were paid to auditor at all.



### Performance of the Board

The Board meets every quarter of the year with the completion of quarterly financial statements, with additional meetings held as necessary. Agenda items are explicitly decided ahead of time, incorporating outstanding matters from last meetings. BJC's Secretariat issues meeting notices along with the agendas and supporting documents ahead of the meeting date to allow enough time for directors to study them. Each meeting takes two to four hours. A total of seven meetings were held in 2007 with 95.24% attendance. Meeting minutes were recorded in writing and approved minutes stored for examination by the Board and relevant parties.

| Name                             | Title                                | Attendance |
|----------------------------------|--------------------------------------|------------|
| Mr. Charoen Sirivadhanabhakdi    | Chairman                             | 7/7        |
| Khunying Wanna Sirivadhanabhakdi | Vice Chairman                        | 7/7        |
| Mr. Narong Srisa-an              | Vice Chairman                        | 6/7        |
| Mr. Chaiyut Pilun-Owad           | Director                             | 7/7        |
| Mr. Sompoth Kosum *              | Director                             | 1/1        |
| Mr. Aswin Techajareonvikul **    | Director                             | 6/6        |
| Mr. Sithichai Chaikriangkrai     | Director                             | 5/7        |
| Mr. Thapana Sirivadhanabhakdi    | Director                             | 5/7        |
| Ms. Atinant Bijananda            | Director                             | 7/7        |
| Mr. Thirasakdi Nathikanchanalab  | Director                             | 7/7        |
| Mr. Suvarn Valaisathien          | Director                             | 7/7        |
| Mrs. Thapanee Techajareonvikul   | Director                             | 7/7        |
| Mr. Panot Sirivadhanabhakdi      | Director                             | 7/7        |
| Mr. Staporn Kavitanon            | Director & Chairman, Audit Committee | 6/7        |
| Mr. Weerawong Chittmitrapap      | Director & Audit Committee Member    | 6/7        |
| Mr. Thien Mekanontchai           | Director & Audit Committee Member    | 7/7        |

Note:

\* Mr. Sompoth's term expired on 26 April 2007

\*\* Mr. Aswin was appointed by the shareholders' meeting on 26 April 2007 to replace Mr. Sompoth.

### The Sub-committees

The Board appoints five sub-committees (or simply 'committees') to support its supervision of corporate governance practices:

1. The Audit Committee
2. The Executive Board
3. The Nomination and Remuneration Committee
4. The Risk Management Committee
5. The Management Committee.

Details of these appear in Form 56-1, Management Structure.

## 5. Responsibilities of the Board of Directors

With a role in providing concurrence to BJC's vision, mission, strategies, goals, business plans, and budget, the Board ensures efficient business management in compliance with its business plans and budget to strengthen the business while adding value. It also decides on the procedures for ensuring that the Board and the Management do not exploit inside information for their personal sakes, as described above under (2). As regards to the employees' ethical conduct, BJC's manual provides clear guidelines for compliance with the Company's regulations for business conduct. Incorporating work regulations, compensation, discipline and disciplinary measures, confidential information and safeguarding Company interests and integrity. A manual has been handed out to each employee at the start of his or her employment for acknowledgment through the signature. The checks and balances in the Board composition and integration or segregation of Company titles and positions are described in Form 56-1, Management Structure.

### Internal Control and Internal Audit

Board of Directors Meeting No. 2/2008 of February 22, 2008, with all independent directors in attendance, acknowledged the report of the Audit Committee. As regards the assessment of the Company's internal control, the Board concurred with the Audit Committee and the certified auditor that: such control was both adequate and suitable; BJC commanded a sound internal environment through its commitment to business ethics concerning its vision, mission, and values, which had been disseminated in writing to all employees; a management structure was in place with suitable relevant policies, regulations, and procedures together with explicit responsibilities; a proper management process was in place, including the management and treatment of stakeholders, to pre-empt conflicts of interest.

BJC had not only prepared an employee manual, but commanded a proper training program for knowledge and skills. Written objectives provided clear strategic, operating, reporting and compliance goals, in alignment with the overall goals or mission, as well as acceptable risk levels. The Company comprehensively identified risk factors based on internal and external sources. Through systematic and consistent risk assessment processes, it took into account both the probability and the severity of each outcome while instituting effective risk management processes companywide in tandem with internal control measures. For each business process, essential control activities were in place, with consideration primarily given to preventive activities, including policies, procedures and regular reporting. BJC also designated those accountable for the internal control of each business process, with clear responsibilities and reporting lines. It commanded an interconnected information technology system, an efficient data and information security system and a data storage system with retroactive verifiability. Finally, it commanded proper assessment and tracking of the performance of senior executives in charge of the division and internal auditors, as well as the performance of the Audit Committee.

### Dividend Policy

The Company's policy is to allocate not less than 50% of its net profit for dividend payout. For subsidiaries the allocated amount for dividend shall be 90% of its net profit.

In allocating the amount for dividend for both the Company and its subsidiaries, considerations will be given for legal reserve according to the Business Law (if applicable), financial covenant or financial agreement with financial institutions, cash flow of business as well as any new project investments.

## Directors' Report

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### Name of Company (in Thai)

บริษัท เบอริลี่ ยูคเกอร์ จำกัด (มหาชน)

### Name of Company (in English)

Berli Jucker Public Company Limited

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### Head office

Berli Jucker House, 99 Soi Rubia  
Sukhumvit 42 Road, Kwaeng Phrakanong  
Khet Klongtoey, Bangkok 10110

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### Nature of business

Manufacturer, importer, exporter, distributor and service provider of packaging products, consumer products, technical and industrial products and logistics

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### Number and type of shares issued

#### Registered capital shares

1,588,125,000 ordinary shares of Baht 1 par value

#### Paid-up capital shares

1,588,125,000 ordinary shares of Baht 1 par value

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## Directors' Shareholding in Berli Jucker Public Company Limited

As of December 31, 2007

|     |                                  | Number of shares |
|-----|----------------------------------|------------------|
| 1.  | Mr. Charoen Sirivadhanabhakdi    | -                |
| 2.  | Khunying Wanna Sirivadhanabhakdi | -                |
| 3.  | Mr. Narong Srisa-an              | -                |
| 4.  | Dr. Chaiyut Pilun-Owad           | -                |
| 5.  | Mr. Sithichai Chaikriangkrai     | -                |
| 6.  | Mr. Thapana Sirivadhanabhakdi    | -                |
| 7.  | Mrs. Atinant Bijananda           | -                |
| 8.  | Dr. Suvarn Valaisathien          | -                |
| 9.  | Mrs. Thapanee Techajareonvikul   | -                |
| 10. | Mr. Panot Sirivadhanabhakdi      | -                |
| 11. | Mr. Aswin Techajareonvikul       | -                |
| 12. | Mr. Thirasakdi Nathikanchanalab  | -                |
| 13. | Mr. Staporn Kavitanon            | -                |
| 14. | Mr. Weerawong Chittmittrapap     | -                |
| 15. | Mr. Thien Mekanontchai           | -                |

## Directors' Shareholding in Subsidiaries (BJC Group's Shareholding Exceeding 50%)

As of December 31, 2007

|    |  | Mr. Thirasakdi Nathikanchanalab |
|----|--|---------------------------------|
| 1. | BJC Healthcare Company Limited             | 1 share                         |
| 2. | BJC Marketing Company Limited              | 10 shares                       |
| 3. | BJC Industrial and Trading Company Limited | 1 share                         |
| 4. | Berli Jucker Foods Limited                 | 1 share                         |
| 5. | Berli Jucker Logistics Company Limited     | 1 share                         |
| 6. | Montana Company Limited                    | 1 share                         |
| 7. | Rubia Industries Limited                   | 10 shares                       |
| 8. | Thai-Scandic Steel Company Limited         | 1 share                         |
| 9. | Thai Flourspar & Minerals Company Limited  | 1 share                         |

## Details of Shareholding in Subsidiaries (BJC Group's Shareholding Exceeding 50%)

As of December 31, 2007

| Name of Company   | Head Office             | Type of Business  | Types of Shares     | Number of Shares Issued | Par Value (Baht) | Paid-up Capital (Baht)     | Number of Shares Held  | % of Shareholding |
|---|-------------------------|---|---------------------|-------------------------|------------------|----------------------------|------------------------|-------------------|
| Montana Co., Ltd.   | Bangkok                 | Sales of cosmetics and machinery  | Ordinary            | 500                     | 1,000            | 500,000                    | 500                    | 100.00            |
| Berli Jucker Foods Ltd.   | Bangkok                 | Manufactures, markets and distributes of snack foods                      | Ordinary            | 3,200,000               | 100              | 320,000,000                | 3,200,000              | 100.00            |
| Rubia Investments Ltd.  | British Virgins Islands | Investment vehicle  | Ordinary            | 30,000                  | 1,000            | 30,000,000                 | 30,000                 | 100.00            |
| Berli Jucker Logistics Co., Ltd.  | Bangkok                 | Custom clearing, warehousing, transportation and distribution services    | Ordinary            | 500,000                 | 100              | 50,000,000                 | 500,000                | 100.00            |
| BJC Marketing Co., Ltd.   | Bangkok                 | Sales of consumer product   | Ordinary            | 10,000,000              | 10               | 100,000,000                | 10,000,000             | 100.00            |
| BJC Healthcare Co., Ltd.<br>(Formerly named BJC Trading Co., Ltd.)                | Bangkok                 | Sales of medical, chemical and hospital supplies                          | Ordinary            | 20,000,000              | 10               | 200,000,000                | 20,000,000             | 100.00            |
| BJC Industrial and Trading Co., Ltd<br>(Formerly named BJC Engineering Co., Ltd.) | Bangkok                 | Sales of imaging product, stationary, machinery and construction supplies | Ordinary            | 25,000,000              | 10               | 250,000,000                | 25,000,000             | 100.00            |
| Thai Flourspar & Minerals Co., Ltd.   | Bangkok                 | Dormant   | Ordinary            | 20,000                  | 100              | 2,000,000                  | 20,000                 | 100.00            |
| Berli Jucker (Myanmar) Ltd.   | Myanmar                 | Import and export   | Ordinary            | 510                     | Kyats 1,000      | Kyats 1,000,000            | 510                    | 100.00            |
| Cosma Medical Co., Ltd.   | Bangkok                 | Sales of medicine   | Ordinary            | 50,000                  | 100              | 1,325,000                  | 50,000                 | 100.00            |
| BJC International Co., Ltd.   | Bangkok                 | Import and export   | Ordinary            | 10,000,000              | 10               | 25,000,000                 | 10,000,000             | 100.00            |
| Thai-Scandic Steel Co., Ltd.  | Rayong                  | Manufactures of galvanized steel structures                               | Ordinary Preference | 4,560,000<br>1,300,000  | 100<br>100       | 456,000,000<br>130,000,000 | 4,560,000<br>1,300,000 | 99.82             |
| Marble & Stones Co., Ltd.   | Bangkok                 | Dormant   | Ordinary            | 998,000                 | 100              | 99,800,000                 | 998,000                | 99.72             |
| Rubia Industries Ltd.   | Samutprakarn            | Manufactures of soap, cosmetics and confectionery                         | Ordinary            | 12,000                  | 1,000            | 12,000,000                 | 11,964                 | 99.70             |
| Thai Sancell Co., Ltd.  | Samutprakarn            | Dormant   | Ordinary            | 1,380,000               | 62.50            | 86,250,000                 | 1,365,002              | 98.62             |
| Thai Glass Industries PCL   | Bangkok                 | Manufactures of glass containers  | Ordinary            | 117,000,000             | 10               | 1,170,000,000              | 115,335,254            | 98.58             |
| Vina Glass Industries Co., Ltd.   | Vietnam                 | Manufactures of glass containers<br>Non-operation                         | -                   | -                       | -                | US\$ 14,000,000            | -                      | 98.57             |
| Berli Jucker Specialties Ltd.   | Bangkok                 | Sales of chemical products  | Ordinary            | 18,250                  | 3,500            | 63,875,000                 | 17,940                 | 98.30             |
| Berli Jucker Cellox Ltd.  | Bangkok                 | Manufactures, markets and distributes of sanitary paper                   | Ordinary            | 50,000,000              | 10               | 500,000,000                | 46,108,257             | 92.22             |
| Thai Beverage Can Ltd.  | Saraburi                | Manufactures and sales of aluminum cans and ends                          | Ordinary            | 100,000,000             | 10               | 1,000,000,000              | 50,000,000             | 50.00             |

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## Details of Shareholding in Associated Companies (BJC Group's Shareholding Not Exceeding 50%) As of December 31, 2007

| Name of Company                            | Head Office  | Type of Business                         | Types of Shares | Number of Shares Issued | Par Value (Baht) | Paid-Up Capital (Baht) | Number of Shares Held | % of Shareholding |
|--|--------------|--|-----------------|-------------------------|------------------|------------------------|-----------------------|-------------------|
| BJC Marine Resources Development Co., Ltd. | Samutprakarn | Dormant                                  | Ordinary        | 100,000                 | 1,000            | 94,400,000             | 50,000                | 50.00             |
| Berli Asiatic Soda Co., Ltd.               | Bangkok      | Sales of soda ash                        | Ordinary        | 6,400,000               | 6.25             | 40,000,000             | 3,200,000             | 50.00             |
| Berli Dynaplast Ltd.                       | Bangkok      | Manufactures of rigid plastic containers | Ordinary        | 3,039,334               | 100              | 303,933,400            | 1,489,270             | 49.00             |
| ADAT Sales (Thailand) Ltd.                 | Bangkok      | Travel agency                            | Ordinary        | 30,000                  | 100              | 3,000,000              | 14,700                | 48.32             |
| T.C.C. Technology Co., Ltd.                | Bangkok      | Information services                     | Ordinary        | 18,000,000              | 10               | 180,000,000            | 6,120,000             | 34.00             |
| Pacific Leisure (Thailand) Ltd.            | Bangkok      | Travel agency                            | Ordinary        | 30,000                  | 100              | 3,000,000              | 7,200                 | 23.67             |
| Siam Cement Myanmar Trading Ltd.           | Myanmar      | Cement distributor                       | Ordinary        | 220                     | Kyats 6,000      | Kyats 1,320,000        | 33                    | 15.00             |
| Pathum Thani Water Co., Ltd.               | Bangkok      | Clean water supply                       | Ordinary        | 11,020,000              | 100              | 1,102,000,000          | 1                     | 0.00              |

## Contact Information

| Management Team  | Packaging   | Consumer Products  |
|--|---|--|
| <p><b>Aswin Techajareonvikul</b><br/>           Tel: (66) 0-2367-1803<br/>           Fax: (66) 0-2712-2368<br/>           E-mail: aswin@bjc.co.th</p> <p><b>Peter Emil Romhild</b><br/>           Tel: (66) 0-2367-1093<br/>           Fax: (66) 0-2712-2240<br/>           E-mail: p.romhild@bjc.co.th</p> <p><b>Thapanee Techajareonvikul</b><br/>           Tel: (66) 0-2367-1802<br/>           Fax: (66) 0-2712-2368<br/>           E-mail: thapanee@bjc.co.th</p> <p><b>Nakorn Phraprasert</b><br/>           Tel: (66) 0-2427-0060-6<br/>           Fax: (66) 0-2427-6603<br/>           E-mail: nakorn@bjc.co.th</p> <p><b>Pattaphong Iamsuro</b><br/>           Tel: (66) 0-2367-1009<br/>           Fax: (66) 0-2381-4540<br/>           E-mail: pattaphong@bjc.co.th</p> <p><b>Terapon Kietsuranon</b><br/>           Tel: (66) 0-2367-1243<br/>           Fax: (66) 0-2381-4551<br/>           E-mail: terapon@bjc.co.th</p> <p><b>Santichai Dumpprasertkul</b><br/>           Tel: (66) 0-2367-1452<br/>           Fax: (66) 0-2712-2303<br/>           E-mail: santichai@bjc.co.th</p> | <p><b>BJC Glass</b><br/> <b>Address of the head office:</b><br/>           Berli Jucker House<br/>           99 Soi Rubia, Sukhumvit 42 Road<br/>           Kwaeng Prakhanong<br/>           Khet Klongtoey, Bangkok<br/>           Tel: (66) 0-2367-1513-15<br/>           Fax: (66) 0-2367-1526<br/>           Contact Person: Somporn Bhumiwat<br/>           E-mail: sompornb@bjc.co.th</p> <p><b>Thai Glass Industries Public Company Limited</b><br/> <b>Address of the head office:</b><br/>           15 Moo 1, Rajburana Road, Kwaeng Rajburana, Khet Rajburana, Bangkok<br/>           Tel: (66) 0-2427-0060<br/>           Fax: (66) 0-2427-6603<br/>           Contact Person: Nakorn Phraprasert<br/>           E-mail: nakorn@bjc.co.th</p> <p><b>Thai Beverage Can Ltd.</b><br/> <b>Address of the head office:</b><br/>           99 Moo 9 SIL Industrial Land<br/>           Nongplakradi Road, Nongpling Nongkhae, Saraburi<br/>           Contact Person: Saroj Chayavivatkul<br/>           Tel: (66) 0-3637-3600<br/>           Fax: (66) 0-3637-3601<br/>           E-mail: sarojc@yourtbc.com</p> <p><b>Berli Dynaplast Company Limited</b><br/> <b>Address of the head office:</b><br/>           Berli Jucker House<br/>           99 Soi Rubia, Sukhumvit 42 Road<br/>           Kwaeng Prakhanong<br/>           Khet Klongtoey, Bangkok<br/>           Contact Person: Chutchai Techachaiyanun<br/>           Tel: (66) 0-2381-5088<br/>           Fax: (66) 0-2381-5788<br/>           E-mail: chutchai@berlidynaplast.com</p> | <p><b>BJC Marketing Company Limited</b><br/> <b>Address of the head office:</b><br/>           Berli Jucker House<br/>           99 Soi Rubia, Sukhumvit 42 Road<br/>           Kwaeng Prakhanong<br/>           Khet Klongtoey, Bangkok<br/>           Tel: (66) 0-2367-1115<br/>           Fax: (66) 0-2367-1703<br/>           Contact Person: Jak Jungvisithon<br/>           E-mail: jakj@bjc.co.th</p> <p><b>Berli Jucker Cellox Limited</b><br/> <b>Address of the head office:</b><br/>           Berli Jucker House<br/>           99 Soi Rubia, Sukhumvit 42 Road<br/>           Kwaeng Prakhanong<br/>           Khet Klongtoey, Bangkok<br/>           Tel: (66) 0-2712-2323-29<br/>           Fax: (66) 0-2712-2436<br/>           Contact Person: Pattaphong Iamsuro<br/>           E-mail: mktcellox@bjc.co.th</p> <p><b>Rubia Industries Limited</b><br/> <b>Address of the head office:</b><br/>           70 Moo 13, Poochaosamingprai Road<br/>           Bangyaprake Sub-district<br/>           Prapadaeng District, Samutprakarn<br/>           Tel: (66) 0-2385-9024<br/>           Fax: (66) 0-2385-9355<br/>           Contact Person: Nantana Nantapatavee<br/>           E-mail: nantanana@bjc.co.th</p> <p><b>Berli Jucker Foods Limited</b><br/> <b>Address of the head office:</b><br/>           Berli Jucker House<br/>           99 Soi Rubia, Sukhumvit 42 Road<br/>           Kwaeng Prakhanong<br/>           Khet Klongtoey, Bangkok<br/>           Tel: (66) 0-2313-1470-3<br/>           Fax: (66) 0-2313-1031<br/>           Contact Person: Surat Poobangkerdphol<br/>           E-mail: suratp@bjc.co.th</p> |

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## Technical & Industrial

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### BJC Healthcare Company Limited

#### Address of the head office:

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Khet Klongtoey, Bangkok

### Medical Products Division

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### Technical Imaging Division

Tel: (66) 0-2367-1318  
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Contact Person: Suchada Sukochoiyakij  
E-mail: suchadas@bjc.co.th

### BJC Industrial and Trading Company Limited

#### Address of the head office:

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### Graphic Systems Division

Tel: (66) 0-2367-1336  
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E-mail: satjay@bjc.co.th

### Stationery Division

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### Engineering Division

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Contact Person: Somkid Pongklum  
E-mail: somkidp@bjc.co.th  
Website: www.bjcengineering.co.th

### Berli Jucker Specialties Limited

#### Address of the head office:

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99 Soi Rubia, Sukhumvit 42 Road  
Kwaeng Prakhanong  
Khet Klongtoey, Bangkok

Tel: (66) 0-2367-1125

Fax: (66) 0-2381-4548

Contact Person: Chanapol Porsom

E-mail: chanapop@bjc.co.th

Website: www.bjcspecialties.co.th

## Construction & Engineering

### Thai-Scandic Steel Co., Ltd.

#### Address of the head office:

7, 1-5 Road, Mab Ta Phut Industrial Estate, Mab Ta Phut Sub-district  
Muang District, Rayong

Tel: (66) 038-683-070

Fax: (66) 038-683-065

Contact Person: Rene Okanovic

E-mail: rene.okanovic@thaiscandic.com



| Logistics   | Information Technology   | Others   |
|---|--|--|
| <p><b>Berli Jucker Logistics Limited</b><br/> <b>Address of the head office:</b><br/> Berli Jucker House<br/> 99 Soi Rubia, Sukhumvit 42 Road<br/> Kwaeng Prakhanong<br/> Khet Klongtoey, Bangkok<br/> Tel: (66) 0-2312-4865,<br/> (66) 0-2367-1460<br/> Fax: (66) 0-2312-4869,<br/> (66) 0-2712-2273<br/> Contact Person:<br/> Wichian Chong-a-phiromsakul<br/> E-mail: wichian@bjc.co.th<br/> Website: www.bjclogistics.co.th</p> | <p><b>T.C.C Technology Co., Ltd.</b><br/> <b>Address of the head office:</b><br/> 195 Empire Tower, 30th Floor<br/> South Sathorn Road, Kwaeng Yannawa<br/> Khet Sathorn, Bangkok<br/> Tel: (66) 0-2626-0049<br/> Fax: (66) 0-2626-0088<br/> Contact Person: Kosit Suksingha<br/> E-mail: kosit@tcc-technology.com</p> | <p><b>Pacific Leisure Group</b><br/> <b>Address of the head office:</b><br/> 518/5, 8th floor Maneeya Center Bldg.<br/> Ploenchit Road, Bangkok<br/> Tel: (66) 0-2652-0508<br/> Fax: (66) 0-2652-0509<br/> Contact Person: Alwin Zecha<br/> E-mail: alzecha@plt.co.th</p> <p><b>BJC Vietnam Representative Office</b><br/> <b>Address of the head office:</b><br/> Fosco II, Block E, Suite E15<br/> 40 Ba Huyen Thanh Quan Street<br/> District 3, Ho Chi Minh City, Vietnam<br/> Tel: (848) 930-4312<br/> Fax: (848) 930-5925<br/> Contact Person: Tran Kim Nga<br/> E-mail: tkngabjc@hcm.fpt.vn</p> <p><b>Berli Jucker (Myanmar) Limited</b><br/> <b>Address of the head office:</b><br/> No.39 (B), Taw Win Street<br/> Dagon Township, Rangoon, Myanmar<br/> Tel: (66) 0-2367-1393<br/> Fax: (66) 0-2712-2303<br/> Contact Person: Charoen Assaviroteruang<br/> E-mail: charoen@bjc.co.th</p> |

## Corporate Information

### Head Office & Registered Office

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(66) 0-2381-4545

Website: [www.bjc.co.th](http://www.bjc.co.th)

Email : [bjc@bjc.co.th](mailto:bjc@bjc.co.th)

Reg.no.: 0107536000226

#### Auditor

##### KPMG Phoomchai Audit Ltd.

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Fax: (66) 0-2677-2222

#### Solicitor

##### White & Case (Thailand) Limited

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#### Company Registrar

(BJC Share Registrar & Transfer Office)

##### Thailand Securities Depository Company Limited

Capital Market Academy Building

2/7 Moo4, (North Park) Vibhavadi-Rangsit Road

Kwang Tung Song Hong

Khet Laksi, Bangkok 10210, Thailand

Tel: (66) 0-2596-9000

Fax: (66) 0-2832-4994-6

#### Company's Stock Code

BJC

#### Share Listing

The Stock Exchange of Thailand

#### Major Bankers

Bangkok Bank PCL

BNP Paribas

United Overseas Bank (Thai) PCL

Citibank, N.A.

Calyon Corporate and Investment Bank

Thai Military Bank PCL

Siam Commercial Bank PCL

Standard Chartered Bank (Thai) PCL

HSBC

Siam City Bank PCL

Thanachart Bank PCL

Kasikorn Bank PCL





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