



บริษัท ยูเนียน ปีโตรเคมีคอล จำกัด (มหาชน)
UNION PETROCHEMICAL PUBLIC COMPANY LIMITED

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UKEM014/2017

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Subject : Management Discussion and Analysis of Business Operation results for Quarter 2/2017

To : Director and Manager of The Stock Exchange of Thailand

Union Petrochemical Public Company Limited and its subsidiaries would like to describe and analyze the financial situation and business operation for Quarter 2/2017, in order to disclose as the information to the investor and public.

Consolidated Operating Results for Quarter 2/2017, the company reported a net profit of Baht 14.82 million, compared to the same period of the year 2016, which showed a net profit of Baht 59.06 million decrease of Baht 44.24 million or 74.91 percent, with details as follows:

- The company had the revenue of Baht 719.93 million, compared to the revenue of Baht 708.59 million in the same period of 2016, increased Baht 11.35 million or equivalent to 1.60 percent according to the recovery of the domestic economy.
- The Company's total cost of sales and expenses was Baht 691.02 million or 95.98% of sales when compared to the same period of year 2016 with total cost of sales and expenses of Baht 630.51 million or 88.98% of sales. Cost of sales, which is the Company's core expense, increased by Baht 50.60 million from Baht 566.76 million in Quarter 2/2016 to Baht 617.36 million in this year or an increase of 8.93% due to fluctuations in world oil prices, resulting in a sharp drop in commodity prices this causes a lot of price competition.

Yours Sincerely,

Ms. Piyanan Suwannaphasri

Assistant Managing Director

Authorized to sign behalf of the company