



(Translation)

12 November 2018

Subject: Management Discussion and Analysis (MD&A) for the third quarter ended 30 September 2018

To: Director and manager
The Stock Exchange of Thailand

Union Textile Industries Public Company Limited (“the Company”) would like to clarify on the operating results and financial position for the third quarter ended 30 September 2018 compared with the same period of the previous year as follows;

1. Overall operating results

(Unit : 1,000 Baht)

	<u>Q 3 ended 30 September</u>		<u>% changes</u>
	<u>2018</u>	<u>2017</u>	<u>Increase (decrease)</u>
Sales	203,415	200,976	1.21
Total revenues	218,153	215,527	1.22
Cost of sales	189,479	180,989	4.69
Selling and administrative expenses	19,168	19,605	(2.23)
Net profit (loss)	20,349	14,385	41.46

- Sales and total revenues slightly increased with no significant changes
- Cost of sales increased 4.69%, as a result of sales increased.
- Selling and administrative expenses decreased 2.23%, came from administrative expenses decreased.
- The net profit increased by 6 million Baht or 41.46%, came from Share of profit from investments in associated companies (Uni Fibre Co., Ltd) increased 11 million Baht.



2. Financial position

(Unit : 1,000 Bath)

	<u>As of 30 September 2018</u>	<u>as of 31 December 2017</u>	<u>increased (decreased)</u>
Total assets	1,033,351	1,010,206	23,145
Total liabilities	74,281	97,277	(22,996)
Total shareholders' equity	959,070	912,929	46,141

- Assets

The total assets increased 23 million Baht, comprising current assets increased 7 million Baht and non-current assets increased 16 million Baht.

- Liabilities

The total liabilities decreased 23 million Baht, resulting from the decreased of current liabilities and provision of long-term employee benefits.

- Shareholders' equity

The total shareholders' equity increased by 46 million Baht, main reason came from the Company had unappropriated retained earnings during the nine-month period ended 30 September 2018 increased.

3. Analysis of financial status

As of 30 September 2018, the Company had current ratio 10.90:1 times and Debt to Equity ratio equal to 0.08:1 times, compared to those of the same period of the previous year which were 7.63:1 and 0.11:1 times, respectively, indicating that the Company still stable financial status and capable to pay trade liabilities.

Please be informed accordingly.

Yours sincerely

-Signature-

Mrs. Pimporn Chotirattanakul

Managing Director