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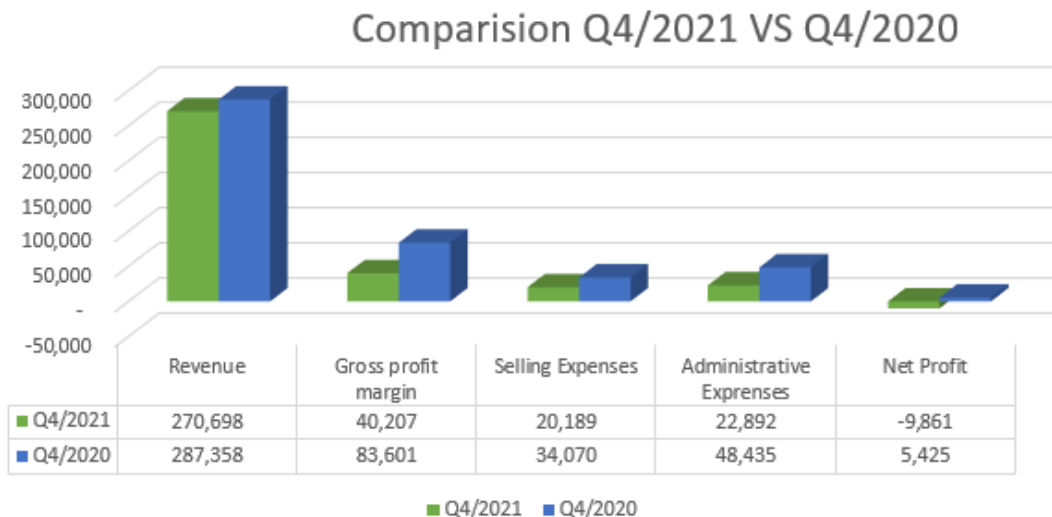
February 28, 2022

Subject: Operating Result Clarification for the end of fiscal year 2021 (Ending December 31, 2021)

To: Director and Manager of the Stock Exchange of Thailand

UBIS (Asia) Public Company Limited (“the Company”) would like to inform on operating results and the financial position changed more than 20 percent for the end of fiscal year 2021 ending December 31, 2021 of the company and its subsidiaries by having the main substance is as follows:

(Unit : Thousand Baht)	Q4/2021	Q4/2020	Change	% Change
Revenue	270,698	287,358	(16,660)	-5.8%
Gross profit margin	40,207	83,601	(43,394)	-51.9%
Selling Expenses	20,189	34,070	(13,881)	-40.7%
Administrative Expenses	22,892	48,435	(25,543)	-52.7%
Finance cost	953	754	199	26.4%
<b>Net Profit</b>	<b>9,861</b>	<b>5,425</b>	<b>(15,286)</b>	<b>-281.8%</b>



In overall, the Company and its subsidiaries had a net profit in 2021 of 54.70 MB which has decreased by 65.3 MB or 54.43 percent from 2020 (Net profit on 2020 was 120.0 MB). The Company would like to inform the following significant changes in the Company's and its subsidiaries' operational results:

- **Revenue**

In 2021, the Company and its subsidiaries had total revenue of 1,159.1 MB, which has increased from 2020 by 136.19 MB or 13.31 percent. (Divided into domestic sales increased by 2.70 percent and an international sale up to 21.06 percent).

- **Gross profit margin**

In 2021, the Company and its subsidiaries generated a total gross profit of 255.02 MB, which had decreased from 2020 103.48 MB or 29.11 percent. In 2021, the gross profit margin is 21.74 percent (Gross profit margin of 34.8 percent in the 2020). The constant decrease was due to the continuous increase in the cost of raw materials used in the manufacturing of canned coating products.

- **Selling Expenses**

In 2021, the Company and its subsidiaries had the selling expenses of 105.2 MB which has increased from 2020 in the amount 2.1 MB or 2.0 percent (In 2020 had the selling expense of 103.1 MB). The increase of selling expenses were due to higher freight prices and increased in the management of sales department.

- **Administrative Expenses**

In 2021, the Company and its subsidiaries had the administrative expenses of 113.7 MB which has decreased from 2020 in the amount 10.3 MB or 8.32 percent. (In 2020 had the administrative expense of 124.0 MB). In comparison to the 2020, the decreasing of administrative expenses were due to decrease of management expenses and the consultation fees.

- **Finance Cost**

In 2021, the Company and its subsidiaries had the financial cost 3.1 MB which decreased from 2020 in the amount of 0.9 MB or 23.12 percent (In 2020 had a financial cost of 4.0 MB.) due to the management for an appropriation controls on interest expense.

- **Gain (Loss) on Foreign Exchange**

In 2021, the Company and its subsidiaries received a profit of 24.03 MB from the exchange rate which increased from 2020 in the amount 12.53 MB or 109.0 percent (Gained from exchange rate of 11.50 MB in 2020)

The overall financial status of the Company and its subsidiaries as of December 31, 2021 with the comparison to the financial status as of December 31, 2020 are summarized as below:

- **Assets**

As of December 31, 2021, the Company and its subsidiaries had a total asset by 977.6 MB which increased from December 31, 2020 by 141.3 MB as a result of the increase in cash and cash equivalents by 36.0 MB, the increase in trade and other current receivables by

20.6 MB, the increase in inventory by 82.5 MB and the increase in other current assets by 0.7 MB. In terms of non-current assets, property, plant and equipment increase of 36.9 MB, the decrease in investment property by 28.8 MB, right of use assets decreased by 3.4 MB, deferred tax assets decreased by 3.5 MB and other assets increased by 0.3 MB.

- **Liabilities**

As of December 31, 2021, the Company and its subsidiaries had a total liability of 478.1 MB which increased by 116.7 MB from December 31, 2020 due to the increased overdrafts and short-term loans of 96.4 MB, increased of trade and other current payables by 0.3 MB, the increase of borrowing of 1 year maturity of long term from financial institutions by 9.5 MB, decreased of income tax payable by 4.8 MB, decreased of lease liabilities within 1 year maturity by 2.0 MB and decreased of other current liabilities by 7.3 MB. For the part of non-current liabilities, the long-term borrowing from financial institutions increased by 44.0 MB, the decreasing in non-current provisions for employee benefits obligations by 18.2 MB and decreased of lease liabilities by 1.2 MB.

- **Shareholders' Equity**

As of December 31, 2021, the Company and its subsidiaries had total shareholder equity of 499.5 MB which increased from December 31, 2020 in amount of 24.7 MB due to the accumulated profit on 2021 amount 54.7 MB, legal reserve increased by 3.1 MB and retained earnings with unappropriated increased by 20.1 MB. The other component of shareholders' equity increased by 1.4 MB and the company paid dividends by 45.6 MB.

- **Cash Flow**

Based on the results for 2021, the company had cash flow as following details:

- In 2021, net cash flow from operating activities were 39.0 MB, increased by 179.0 MB. In comparison with 2020 because of less profit in the period and increase in inventory.
- In 2021, net cash flow from investment was 21.5 MB, decreased from 1.7 MB when compared with 2020 because of the company's expenditure declined in investment for fixed asset in 2021.
- In 2021, net cash flow from financing activities was 93.2 MB, increased from 153.2 MB when compared with 2020, because of there will a higher of short-term and long-term debt.

### **The company's strategy for the year 2022**

Due to the situation of the epidemic of the new strain of COVID-19, Omicron, which has spread faster but less severe than the previous strain around the world, has begun to ease and there has been a relief in terms of travel. Including each country, there has been a campaign to increase vaccination to build immunity among many countries. As a result, the rate of

consumption and consumption outside of the home began to rise. However, in the metal packaging industry, there is a tendency of falling rate because they are worried about the lock down of each country there is a huge amount of pre-ordering and stocking of canned food around the world on last year. As a result, in this year, the production of metal packaging products which is the main customers of our company tends to decline from last year including the impact of price increasing of key raw materials such as steel, oil, metal packaging coatings in production. However, environmental awareness campaigns are still ongoing which is the strength of metal packaging and is a positive factor for the market that has an advantage over other types of packaging because it can be recycled and used for recycling does not increase waste pollution. It is estimated that the growth of the metal packaging industry in 2022 may grow slightly by 2-3% compared with the previous year.

Under this circumstance, the metal packaging business continues to grow due to the increase in demand, both domestic and international markets. Moreover, the purchasing power in China begins to increase because China has no any policy for open country.

In addition, the manufacturer in China has expanded production of Coated Steel Sheet and transported it back to Thailand for sale. As a result, overseas client sales soared.

In part of the raw material prices have increased due to rising demand and suppliers not being able to deliver the materials. However, the situation throughout during 2021 had impact factor, is the logistic & transportation hurdles caused by the shortage of containers leading to the highest sea freight cost which requires the company to monitor the situation effectively and the cause of impaction on 2022.

The company's target for 2022 is to grow 10 percent in sales from 2021 by considering and focusing on domestic and international customer base. As well as the expanding and developing of new product's markets with customers whom we have been jointly working with from the year 2021 to the year 2022 to meet with customers' demand. Due to the high fluctuation of the cost of raw materials, the company will have to manage the production cost and the exchange rate closely. Other than this, experts in the research and development team will aim to improve the products to meet its rules and regulations as well as improving products to meet customers' needs including looking for opportunities in the market that can bring the original product group to continue in research and development to meet the needs of customers for both packaging domestically and internationally.

Sincerely yours,

(Mr. Pruetthipong Tharaphimaan)

Authorized Person to Disclose