



บริษัท ยูนิออน ปิโตรเคมีคอล จำกัด (มหาชน)
UNION PETROCHEMICAL PUBLIC COMPANY LIMITED

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UKEM023/2022

November 14, 2022

Subject : Management Discussion and Analysis for the operating results of Q3/2022

September 30 , 20135

To : Director and Manager Stock Exchange of Thailand

Union Petrochemical Public Company Limited and its subsidiaries (the "Company") We would like to clarify the operating results for the operating results of the third quarter of 2022 ended 3 September 0, 20225 for information for investors and general interested parties.

For the financial results for the third quarter of 2022 ended September 30, 2013 5, the Company had a net profit of 2.64 million baht. Compared to the same period of 2019, net profit was 99.25 million baht. Decreased by 9 6.61 million baht or 97.34% by significant changes. as follows

1. Sales revenue from Q3/2013 5 amounted to Baht 2,487.17 million. Compare it to the same range. of 20194, with total revenue of 2,265.44 million baht. Increased by 221.73 million baht or as 9.79% is an increase in the sale of goods in the general and specialty chemicals segments.
2. Cost of sales in Q3/20135 amounted to Baht 2,266.17 million. Compared to the same period of 2021, the cost of sales was 1,936.06 million baht. Increase by 330.11 million baht or 17.05 %

The price of products both sourced and sold out has declined sharply due to a sharp decrease in market supply across all industries compared to the COVID-19 pandemic, when demand for products was particularly high. As a result, inventories have a high cost. This resulted in losses due to a sharp drop in the price of goods sold.

3. Sales expenses in Q3/20135 amounted to Baht 71.46 million. Compare the same time periods . of 20134. 66.64 Million Baht Increased by 4.82 million baht or 7.23% and administrative expenses in Q3/2022 amounted to Baht 146.05 million. Compare the same period of 2021. 137.36 Million Baht

Increased by 8.69 million baht or 6.32 percent, with increased expenses associated with increased revenues.

And the price of goods per unit increases from the price of raw materials.

Please be informed accordingly.

Yours sincerely

Mr.perapol Suwannapasri

Managing Director