



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

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UKEM006/2023

February 27, 2023

Subject : Management Discussion and Analysis for the Year 2022

Ends December 31, 20195

To : Director & Manager The Stock Exchange of Thailand

Yunien Petrochemical Public Company Limited and its subsidiaries (the "Company") Clarification of operating results for the year 2020 5 Ended 31 December 2023 5 To provide information for investors and interested parties throughout the world.

For the year 20205 Ended 31 December 20135 The Company had a net loss of Baht 71.04 million. Compared to 2021, net profit was 116.20 million baht. 187.24 million baht or 161.13% decrease The significant changes are as follows:

- Revenue from sales in 20205 amounted to 3,073.64 million baht. Compared to the same period of 20214, sales revenue was 2,868.37 million baht. The increase of 205.27 million baht or 7.16 million baht was mainly due to the increase in the sale of products in the general chemicals group and in the specialty chemicals and other industries.
- Cost of sales in 20205 was 2,844.60 million baht. Compared to the same period of 202044, the cost of sales was 2,437.73 million baht. The company increased by 405.86 million baht or 16.64% due to the sharp decline in the price of products supplied and sold due to a sharp decrease in supply in all industries compared to the time of the COVID-19 pandemic. Therefore, the product has a higher cost. This resulted in a sharp decrease in sales price losses, and an increase in the average cost of goods was greater than the average selling price. As a result, gross profitability decreased across all product groups.
- Sales expenses in 2022 amounted to 93.18 million baht. Compared to the same period of 2021, there are sales expenses. 86.83 Million Baht Increased by 6.35 million baht or 7.32% and administrative expenses in 2022 amounted to 174.40 million baht. Compared to the same period of 2021, administrative expenses amounted to 165.02 million baht. The increase in expenses was related to increased revenues and an increase in unit prices due to raw material prices.

Please be informed according

yours truly

(Mr.Perapol Suwannapasri)

Managing Director