



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

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UKEM 014/2026

May 14, 2026

Subject: Management Discussion and Analysis for the Period Ended March 31, 2026

To: The President The Stock Exchange of Thailand

Union Petrochemical Public Company Limited and its subsidiaries (“the Company” or “UKEM”)

would like to clarify the consolidated operating results for the first quarter of 2026, ended March 31, 2026, with details as follows:

Consolidated	For the three month		Change	
	2026	2025	Thousand Baht	%
Revenues				
Sales and services	782,449.00	747,530.00	34,919.00	4.67
Cost of sales and services	(577,931.00)	(655,062.00)	(77,131.00)	(11.77)
Gross profit	204,518.00	92,468.00	112,050.00	121.18
Expenses				
Other income	683.00	477.00	206.00	43.19
Selling expenses	(25,198.00)	(24,389.00)	809.00	3.32
Administrative expenses	(49,932.00)	(45,626.00)	4,306.00	9.44
Profit (loss) from operating activities	130,071.00	22,930.00	107,141.00	467.25
Finance Cost	(3,500.00)	(4,213.00)	(713.00)	(16.92)
Share of profit (loss) of joint venture	1,188.00	251.00	937.00	373.31
Profit (loss) before income tax expenses from continuing operations	125,383.00	18,466.00	106,917.00	578.99
Income tax expenses (revenues)	(25,360.00)	(3,014.00)	22,346.00	741.41
Profit (loss) for the period from continuing operations	100,023.00	15,452.00	84,571.00	547.31
Profit (loss) attributable to :				
Equity holders of the Company	99,709.00	15,157.00	84,552.00	557.84
Non-controlling interests of the subsidiaries	314.00	295.00	19.00	6.44
Basic earnings per share (Baht/share)	0.0920	0.0140	0.0780	557.14
Gross profit margin (%)	26.14%	12.37%		13.77%
Net profit margin (%)	12.78%	2.07%		10.72%

Revenue from Sales and Services

For the period ended March 31, 2026, the Company and its subsidiaries recorded sales revenue of THB 782.45 million, an increase of THB 34.92 million or 4.67% compared to the same period last year. This growth was driven by an increase in the average selling prices across all product groups. Although overall sales volume decreased, there was a slight increase in sales volume specifically within the general chemical group (Solvent).

Gross Profit

For the period ended March 31, 2026, the Company and its subsidiaries achieved a gross profit of THB 204.52 million, an increase of THB 112.05 million or 121.18% compared to the same period last year. This significant increase was due to a greater decrease in the average cost of goods sold compared to the average selling price, combined with strategic inventory procurement at lower costs. Furthermore, the conflict in the Middle East led to market shortages and a sharp rise in market prices; however, the Company maintained inventory at a lower average cost, resulting in higher gross profit across all product groups, particularly in the general chemical (Solvent) and specialty chemical groups.

Distribution Costs

For the period ended March 31, 2026, the Company and its subsidiaries incurred distribution costs of THB 25.20 million, representing a slight increase of THB 0.81 million or 3.32% compared to the same period last year. This increase was in line with the growth in revenue, primarily consisting of transportation and fuel expenses.

Administrative Expenses

For the period ended March 31, 2026, the Company and its subsidiaries' administrative expenses amounted to THB 49.93 million, an increase of THB 4.31 million or 9.44% compared to the same period last year. This was mainly due to higher personnel expenses (salaries and wages) resulting from the expansion of the new warehouse, as well as increased depreciation following the transfer of assets, buildings, and equipment for the new warehouse facility. These factors contributed to the overall increase in administrative expenses.

Financial Costs

For the period ended March 31, 2026, the Company and its subsidiaries incurred financial costs of THB 3.50 million, a decrease of THB 0.71 million or 16.92% compared to the same period last year. This reduction was due to a decrease in the utilization of short-term loans and downward adjustments in interest rates by financial institutions.

Net Profit

For the period ended March 31, 2026, the Company and its subsidiaries recorded a net profit for the period of THB 100.02 million, an increase of THB 84.57 million or 547.31%. The profit attributable to owners of the parent was THB 99.71 million, an increase of THB 84.55 million or 557.84%. This significant growth was driven by effective cost and inventory management, where goods were procured at a lower average cost during the end of the previous year and sold in Q1/2026 at substantially higher average selling prices. This price surge was influenced by the Middle East conflict, which caused market shortages and boosted gross profit margins. Additionally, appropriate expenditure controls contributed to the year-on-year increase in net profit.

Statement of financial position

(Unit : Thousand Baht)	As at	As at	Change	
	March	March	Increase (DecreaseX)	
	31 , 2026	31 , 2025	Amount	%
Total assets	1,841,128.00	1,693,205.00	147,923.00	8.74
Total liabilities	943,434.00	895,534.00	47,900.00	5.35
Total shareholders'equity	897,694.00	797,671.00	100,023.00	12.54

Assets

As of March 31, 2026, the Company and its subsidiaries had total assets of THB 1,841.13 million, an increase of THB 147.92 million or 8.74% from December 31, 2025. The primary reasons were:

1.Trade and Other Receivables increased by THB 195.79 million or 39.53%, mainly from sales in the general chemical group (Solvent). This increase aligns with the higher sales volume in Q1/2026 compared to Q4/2025. Most trade receivables are within the "not yet due" category or have been outstanding for no more than 3 months.

2.Inventories increased by THB 32.57 million or 10.85%, resulting from an increase in goods in transit from overseas at the end of the period. These primarily consist of general chemicals (Solvents), other chemical products, and plastic resins.

3.Cash and Cash Equivalents decreased by THB 91.40 million or 37.32%, primarily due to the repayment of short-term loans from financial institutions and payments of lease liabilities.

Liabilities

As of March 31, 2026, the Company and its subsidiaries had total liabilities of THB 943.43 million, an increase of THB 47.90 million or 5.35% from December 31, 2025. The primary reasons were:

1. Trade and Other Current Payables increased by THB 111.92 million or 61.65%, due to increased domestic and international procurement of general chemicals (Solvent) towards the end of the period.

2. Short-term Loans from Financial Institutions decreased by THB 99.03 million or 15.89%, following repayments made during the period.

Shareholders' Equity

As of March 31, 2026, total shareholders' equity was THB 897.69 million, an increase of THB 100.02 million or 12.54% from December 31, 2025. This increase resulted from the substantial net profit generated during the first quarter of 2026 compared to the previous period.

Best regards



(Mr. Perapol Suwannapasri)

Managing Director