



(Translation)

14 May 2019

Subject: Management Discussion and Analysis (MD&A) of Q1/2019

To: Director and manager
The Stock Exchange of Thailand

Union Textile Industries Public Company Limited submitted the Company's financial statement for the 3-month period ending 31 March 2019, showed the operating results changes exceed 20% compared to the same period of previous year. The Company would like to clarify, as follows;

1. Overall operating results

(Unit: 1,000 Baht)

	<u>Q1 ending 31 March</u>		<u>% Changes</u>
	<u>2019</u>	<u>2018</u>	<u>Increased (decreased)</u>
Sales and service income	169,361	184,467	(8.19)
Total revenues	181,989	198,063	(8.12)
Cost of sales	166,753	179,055	(6.87)
Selling and administrative expenses	15,725	14,395	9.24
Net profit (loss)	(261)	4,103	(106.36)

- Sales income downed 8.19%, resulting from export sales decreased.
- Total revenues downed 8.12%, as a result of sales income decreased, while other income was about the same as last year.
- Cost of sales downed 6.87% as per sales decreased.
- Selling and administrative expenses up 9.24%, as a result of administrative expenses higher than the last year about 1.5 million Baht.
- Net profit down 106.36% due to the operating result showed net loss.



2. Financial position

(Unit: 1,000 Baht)

	<u>Ending</u>	<u>Ending</u>	<u>Changes</u>
	<u>31 March 2019</u>	<u>31 December 2018</u>	<u>Increased (Decreased)</u>
Total assets	1,049,023	1,082,750	(33,727)
Total liabilities	88,593	124,490	(35,897)
Total shareholders' equity	960,430	958,260	2,170

- Total assets down 33.73 million Baht, came from lessen the current assets.
- Liabilities down 35.90 million Baht, mainly came from trade and other payables decreased.
- Shareholders' equity up 2.17 million Baht, as a result of the other components of shareholders' equity increased.
- As of 31 March 2019, the Company had Debt to Equity ratio equal to 0.09:1 times, decreased from 31 December 2018 which was equal to 0.13:1 times, indicating lessen liabilities.

Please be informed accordingly.

Yours sincerely

-Signature-

Mrs. Pimporn Chotirattanakul

Managing Director