



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

อาคารยูนิเวนเฮ้าส์ 728 ถนนบรมราชชนนี เขตบางพลัด กรุงเทพฯ 10700 โทร 66 0-2 881-8288 (24 สาย) แฟกซ์ 66 0-2 433-7243-4
UNION HOUSE BLDG., 728 BOROMRATCHONNANI RD., BANGPHLAD, BANGKOK 10700 TEL.66 0-2 881-8288 (24 LINES) FAX.66 0-2 433-7243-4

UKEM021/2019

November 13, 2019

Subject : Management Discussion and Analysis of Business Operation results for Quarter 3/2019

To : Director and Manager of The Stock Exchange of Thailand

Union Petrochemical Public Company Limited and its subsidiaries ("the Company") would like to clarify the operating results for the Quarter 3/2019 ended September 30, 2019, in order to disclose as the information to the investor and public.

For the quarter 3/2019 performance ended 30 September 2019, the company has a net profit of 20.11 million baht, compared to the same period of 2018 which has a net profit of 3.19 million baht, an increase of 16.92 million baht or an increase of 529.78 percent by significant changes are as follows

- The company has sales revenue of 732.18 million baht, a decrease of 132.84 million baht compared to the same period of year 2018, which has sales revenue of 865.01 million baht or 15.36 % decrease as a result of the product price that decreased due to the global economic slowdown as a result of trade protection measures between China and the United States.
- The company has cost of sales of 616.03 million baht or 84.14% of sales compared to the same period of 2018 which has cost of sales 767.27 million baht or 88.70% of sales due to proper product management and effective resulting in reduced cost of sales.
- Selling and administrative expenses 73.16 million baht, a decrease of 4.39 million baht compared to the same period of 2018, which has selling and administrative expenses 77.55 million baht or a decrease of 5.66%.
- Financial cost 3.50 million baht, a decrease of 0.53 million baht compared to the same period of the year 2018, which had financial cost 4.03 million baht or 13.19% decrease due to short-term loans from financial institutions decreased 74.94 million baht.

Yours Sincerely,

Ms. Piyanani Suwannaphasri
Assistant Managing Director