

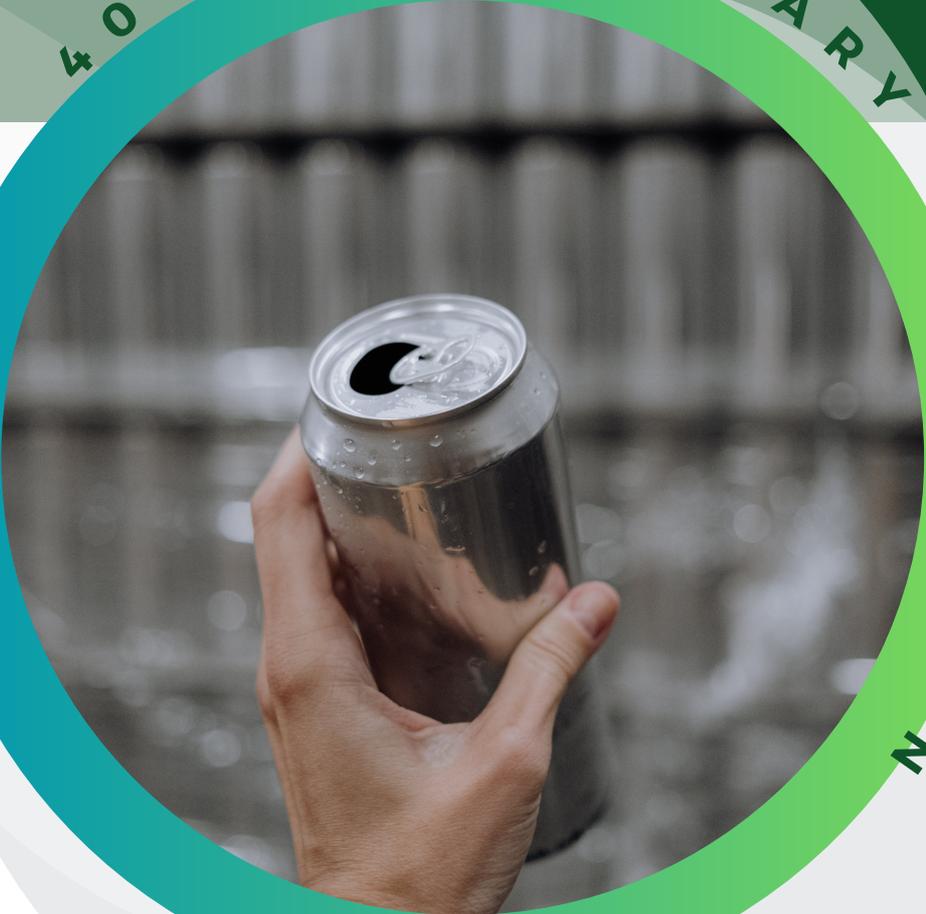
PRECISION  
MAKERS

# UBIS

## COMPANY FACTSHEET

JUL-SEP 23

40TH ANNIVERSARY  
CELEBRATION



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# 40TH ANNIVERSARY CELEBRATION

## COMPANY MILESTONE

“WE express our gratitude to our valued customers and esteemed business partners worldwide, who place their trust in the exceptional quality of our can coatings lacquer and sealant compound. UBIS has been delivering world-class quality for over 40 years, and we are thrilled to announce our expansion into new territories. We extend a warm welcome to Turkey, Brazil, Egypt and more, as we look forward to forging prosperous business partnerships with you in the near future. Thank you sincerely from UBIS.”

**Piyakun Kritayanutkul**  
Chief Executive Officer



**1983**

ESTABLISHED UBIS INDUSTRIAL LIMITED PARTNERSHIP

**1997**

- ESTABLISHED UBIS (ASIA) CO., LTD.
- FACTORY WAS ESTABLISHED IN SAM PHRAN DISTRICT, NAKHON PATHOM PROVINCE, ON ABOUT 8 RAI OF AREA (APPROXIMATELY 40)



**1998-1999**

- RECEIVED ISO 9002 QUALITY WORK MANAGEMENT SYSTEM CERTIFICATION FROM THE BVQI INSTITUTE ON 25 DECEMBER 1998.
- EXPANDED TO THE CHINESE, FILIPINO, SINGAPOREAN, MALAYSIAN AND INDONESIAN MARKETS.

**2000**

ESTABLISHED VITA INTERNATIONAL TRADING (GUANGZHOU) CO., LTD. IN CHINA



**2002-2003**

- EXPANDED TO THE INDIAN, PAKISTANI AND BANGLADESHI MARKETS.
- EXPANDED TO THE SOUTH KOREAN AND VIETNAMESE MARKETS.
- IN SEPTEMBER 2003, THE COMPANY RECEIVED ISO 9001:2000 QUALITY STANDARD CERTIFICATION FROM THE BVQI INSTITUTE.

**2004**

UBIS REGISTERED AS A PUBLIC LIMITED COMPANY



**2007**

FIRST DAY TRADE OF UBIS STOCK IN THE STOCK EXCHANGE OF THAILAND



**2012-2014**

- THE COMPANY RECEIVED APPROVAL FOR INVESTMENT PROMOTION BY THE BOI
- **UBIS PRIMATECH** WAS ESTABLISHED WITH A REGISTERED CAPITAL OF 160 MILLION BAHT.
- THE COMPANY RELOCATED ITS FACTORY FROM NAKHON PATHOM PROVINCE TO SAMUT SAKHON INDUSTRIAL ESTATE IN SAMUT SAKHON PROVINCE.



**2018-2019**

- CERTIFICATE OF CAC.
- TOP INNOVATIVE ORGANIZATION.
- 4-STAR CGI SCORE.
- ISO 9001:2015 CERTIFICATION BY THE BVQI INSTITUTE.



**2020**

- RECEIVED ISO 14001:2015 CERTIFICATION.
- RECEIVED ISO 45001:2018 CERTIFICATION FROM THE BVQI INSTITUTE.
- 5-STAR CG SCORE.



**2021**

- RECEIVED MEMBERSHIP RENEWABLE TO THE COLLECTIVE ANTI-CORRUPTION COALITION (CAC) OF THE THAI INSTITUTE OF DIRECTORS.
- RECEIVED THE BUSINESS EXCELLENCE 2021: SET AWARDS 2011 FROM THE STOCK EXCHANGE OF THAILAND.
- RECEIVED APPROVAL FOR INVESTMENT PROMOTION FROM THE BOI



**2022**

HEADQUARTER RELOCATION TO TRR TOWER



**2023**

- 40TH ANNIVERSARY
- RECEIVED THE BRAZILIAN HEALTH REGULATORY AUTHORITY (ANVISA)
- EXPANDED TO LATIN AMERICA
- ESTABLISHED KRITTANAN HOLDINGS CO., LTD, 99.99%
- KRITTANAN HOLDINGS CO., LTD. ESTABLISHED BUCKET LIST CO., LTD., INDIRECT SUBSIDIARY, 80.00 %

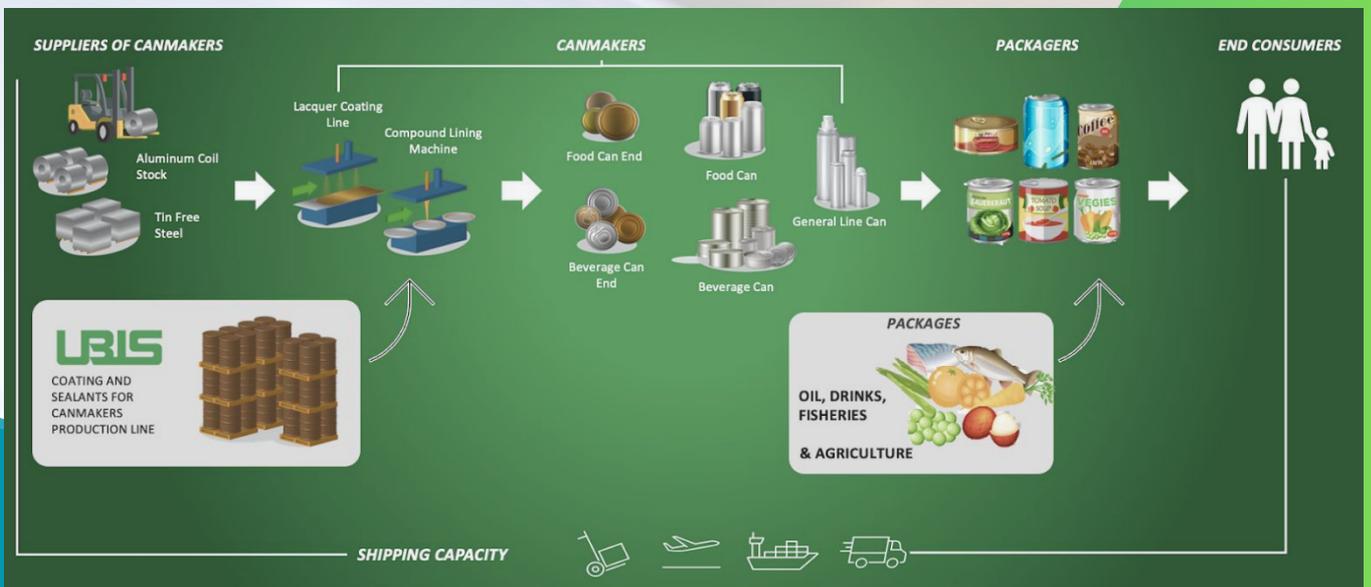


# OVERVIEW

UBIS(ASIA) provides the sealing compound and lacquer chemicals in order to support coating and compound sealing process above for our can-maker customers. Additionally, we provide expert guidance on the best series of products that best suit our customers production line requirements including cooperation research and development of new product to ensure optimal solutions for each of our customers.

In UBIS(ASIA), we focus on providing superior services by maintaining close coordination with each of our customers to learn and support their needs as well as providing them with troubleshooting and technical services by our experienced Technical Service & Research and Development Team. Our company strive to maintain world class partnership with our customers via continuous innovation and expertise services.

## OUR PRODUCTS



### COATING



Lacquer is a resin coating that acts as a layer protecting the can from any distressing variables such as corrosions and scratches. Lacquer can also act as the primer for external printing and varnish for beautifying purposes.

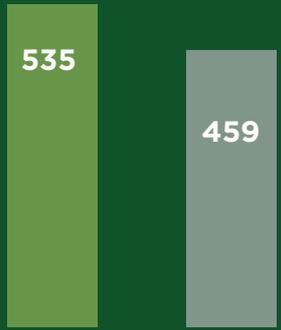
### SEALANTS



Compound is an adhesive sealant technology for metal packaging and its key function is to prevent leakage between the can and its lid. Compound should also prevent any external contamination thereby extending shelf life of the product packed.

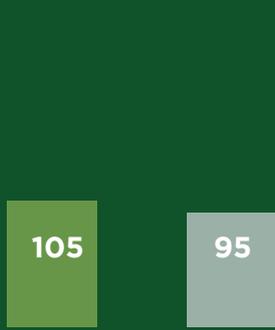


SALES  
MILLION BAHT



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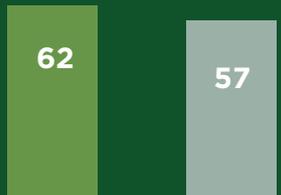
GROSS PROFIT  
MILLION BAHT



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EXPENSES  
MILLION BAHT

SELLING EXPENSES



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ADMINISTRATIVE EXPENSES



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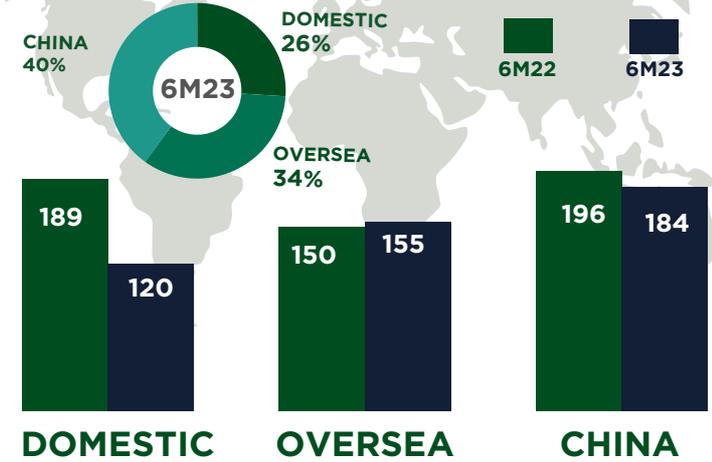
GROSS PROFIT MARGIN



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SALES BY REGIONS (MB)

MILLION BAHT



CASH FLOW (MB)



OPERATING ACTIVITIES  
**+40MB**



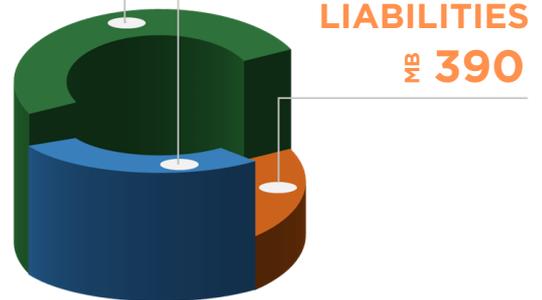
INVESTING ACTIVITIES  
**-10 MB**



FINANCING ACTIVITIES  
**-139MB**

BALANCE SHEET (MB)

ASSET **฿ 1,057** EQUITY **฿ 678**



FINANCIAL RATIO

GROSS MARGIN  
NET PROFIT MARGIN  
D/E RATIO  
P/BV

	2021	2022	6M'22	6M'23
GROSS MARGIN	21.7%	20.9%	19.5%	20.7%
NET PROFIT MARGIN	4.7%	-1.9%	0.1%	-7.7%
D/E RATIO	1.0X	0.7X	0.7X	0.6X
P/BV	2.8X	1.4X	1.8X	0.8X



## JULY 2023



**Giving Tree Activity - Trees for Sharing:** A beneficial social activity in 2023 organized by UBIS. During the donation period from June 19th to July 14th, 2023, the representatives and employees came together to successfully contribute items to the Mirror Foundation on the past Saturday, July 15th, 2023.



The donations were handed over to the foundation to be sorted and distributed to various organizations for ongoing care. As UBIS people, we take great pride in being a small but powerful force working together to help develop a better society in Thailand.

## AUGUST 2023



An impressive **40th anniversary** celebration with the Sports Day, UBIS 2023, which took place on Friday, September 8th.

It was a thrilling and joyous event amidst the scorching atmosphere filled with cheers from both the cheering team, the energetic cheerleaders, and the fierce athletes, making it truly hilarious.



The day began with paying respects to sacred objects, both in the main factory area and the 5-rai area, followed by a merit-making ceremony to provide sustenance for the monks.

In the afternoon, the fun began with lively performances, featuring the spirited teams in yellow, green, and blue. This was followed by traditional sports, including 7-a-side football, tug of war, chair ball, powder relay race, hit the ball with cucumber relay, and cloth balloon tossing. The athletes were determined, and the cheerleaders were enthusiastic, achieving the goal beautifully, just as the motto stated: 'Bound together like COMPOUND - Shining brightly like LACQUER.'



On 29 August 2023, Krittanan Holdings Co., Ltd. established Bucket List Co., Ltd., indirect subsidiary, 80.00 % share capital of Baht 4.9 MB paid up 100% for trading business and advertising agency business.



**Update information**