

Business Overview

The Company is a manufacturer and distributor of sealants and coatings used in the metal packaging industry.

Financial Statement

	3M25	3M24	2024	2023
--	------	------	------	------

Income Statement (MB)

Revenues	193.88	225.39	928.20	895.17
Expenses	188.05	210.95	891.73	949.80
Net Profit (Loss)	3.73	22.53	22.00	-74.00

Balance Sheet (MB)

Assets	1,156.94	1,111.12	1,075.59	1,031.97
Liabilities	505.91	459.89	427.39	404.30
Shareholders' Equity	651.06	650.74	647.83	626.93

Cash Flow (MB)

Operating	-39.65	88.91	72.23	119.13
Investing	-12.39	0.41	53.68	-12.74
Financing	32.50	-54.72	-7.21	-104.77

Financial Ratio

EPS (Baht)	0.01	0.08	0.08	-0.26
GP Margin (%)	29.61	29.88	28.05	21.87
NP Margin (%)	1.92	9.88	2.29	-8.27
D/E Ratio (x)	0.78	0.71	0.66	0.64
ROE (%)	0.49	-5.06	3.45	-11.07
ROA (%)	1.45	-1.59	3.25	-4.94

Business Plan

- The company is committed to enhancing the capabilities of its research and development, quality control, and quality assurance departments so that it can analyze issues and develop solutions to meet the demands of the market and clients promptly, accurately, and efficiently
- The company is determined to add channels for international clients
- The company is seeking opportunities to engage in joint investment with domestic and international partners.
- The company is developing products to support international standard requirements

Sustainable Development Plan

The company has set a strategy for sustainability that guides its operations and works to build understanding and participation from all sides towards unified short- and long-term goals within a framework of good governance. The company focuses on:

- Promoting efficient resource utilization, controlling and reducing greenhouse gas emissions, as well as minimizing and managing air, water, and soil pollutants resulting from company activities
- Building and developing sustainable relationships with clients, partners, employees and business partners
- Building an Innovation Pipeline Leading to sustainable innovations, supporting inspiration and providing an environment conducive to development
- Developing its production process through the application of automation technologies
- Developing personnel and products to be responsive to the diverse demands of clients ,developing products to be certified by international safety standards
- Practicing fair treatment towards employees under efficiently managed operations, while prioritizing their safety and occupational health
- Developing governance practices to conduct business with transparency, emphasizing business ethics, and rejecting all forms of corruption

Business Highlight

- Expand the market to Latin America and Brazil
- Exports reached an all-time high.
- Improve the gross profit margin

Performance and Analysis

Business Performance Summary

- In Q1/2024, the company's revenue from sales was 192.1 million baht, a decrease of 30.7 million baht (-13.8% YOY). However, revenue from Compound products continued to grow by 7.2% YOY.
- Gross profit was 56.9 million baht, a decrease of 9.7 million baht (-14.6% YOY). The gross profit margin remained high at 29.6% compared to 29.9% in the previous year and higher than 27.2% in the previous quarter.
- The company's net profit for the period was 3.7 million baht, a decrease from the previous year's profit of 22.3 million baht, representing a decrease of 83.3%. Earnings per share decreased from 0.08 baht to 0.01 baht. However, the company-maintained profitability during challenging economic conditions by focusing on proactive adjustments and efficient cost management to prepare for revenue recovery in the following quarters.

Key Milestones

- Enhanced production machinery efficiency to better responsiveness to customer demands and lowered cost.
- Augmented internal operations using procedural control technologies for maximum efficiency.
- Expanded the market to Latin America and Middle East

Risk Management Policy

The company is aware of changes in economic, social, and environmental circumstances, as well as other external factors that threaten business sustainability, such as outbreaks, natural disasters, fuel price fluctuations, volatility in transport costs, and state regulations. These factors present both risks and opportunities for UBIS and require effective management. A risk management committee was formed to monitor and report on risks, and to devise appropriate responses. This includes efficient management of raw materials in line with costs, aligning stock management with growing demand, ensuring timely transport, and fostering market expansion to serve customers in various locations.

Recent Awards and Recognitions

2024

- Received membership renewable to the Collective Anti-Corruption Coalition (CAC) of the Thai Institute of Directors.
- Achieve a CG SCORE 5 Stars

2023

- Achieve a CG SCORE 5 Stars

2022

- Achieve a CG SCORE 5 Stars
 - Received approval for investment promotion from the BOI.
- 2021**
- Achieve a CG SCORE 5 Stars
 - Received Business Excellence 2021 : SET Awards 2021
 - Received Collective Action Against Corruption (CAC) certification

2020

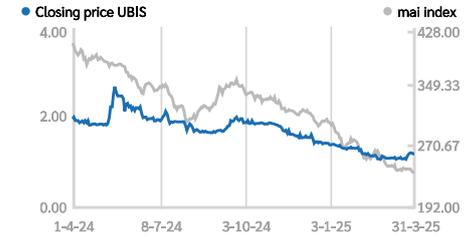
- Received ISO 14001: 2015 certification from BVQI
- Received ISO 45001: 2018 certification from BVQI
- Achieve a CG SCORE 5 Stars

Revenue Structure



Stock Information

mai / INDUS



as of 31/03/25	UBIS	INDUS	mai
P/E (X)	16.46	17.25	37.47
P/BV (X)	0.56	0.85	1.22
Dividend yield (%)	-	5.32	3.80

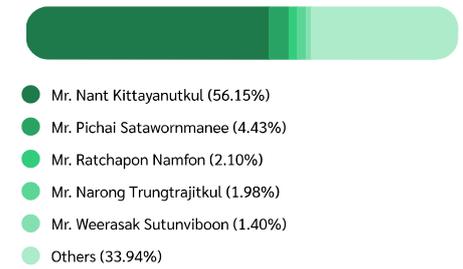
	31/03/25	30/12/24	28/12/23
Market Cap (MB)	361.95	427.50	535.80
Price (B/Share)	1.27	1.50	1.88
P/E (X)	16.46	-	-
P/BV (X)	0.56	0.68	0.83

CG Report:



Major Shareholders

as of 14/03/2025



Company Information and Contact

- http://www.ubisasia.com
- ir@ubisasia.com
- 0-2683-0008
- 23B, 15th Floor, Unit 4-6, TRR Tower, Naradhiwas Rajanagarindra Road, Chong Nonsi, Yannawa Bangkok 10120
- Other Trading Info. : https://www.settrade.com/C04_01_stock_quote_p1.jsp?txtSymbol=UBIS

Remarks: This document is prepared by the listed company and aimed to disseminate the listed company's information to investors for only investment decision support. The listed company does not give investment advice or recommendation regarding the listed company's securities. Before making investment decisions, investors should study additional information and seek advice from relevant professionals. In no event shall the listed company be responsible for any loss or damage arising from the use of the information contained herein. The listed company reserves the right to amend the content specified in this document without prior notice. Unless otherwise permitted by the listed company, copy, modification, or dissemination of this document or the content contained herein is prohibited. In case there is any questions regarding the listed company's information, the investors may seek for additional information from the report or information which the listed company has disclosed through the Office of the Securities and Exchange Commission's and/or the Stock Exchange of Thailand's channel.