

Business Overview

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

Financial Statement

	9M25	9M24	2024	2023
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Income Statement (MB)

Revenues	595.13	671.48	928.20	895.17
Expenses	577.66	651.04	891.73	949.80
Net Profit (Loss)	-2.15	3.95	22.00	-74.00

Balance Sheet (MB)

Assets	1,213.85	1,028.04	1,075.59	1,031.97
Liabilities	556.77	395.63	427.39	404.30
Shareholders' Equity	647.81	632.29	647.83	626.93

Cash Flow (MB)

Operating	-2.26	64.67	72.23	119.13
Investing	-170.76	-5.14	53.68	-12.74
Financing	87.04	-54.38	-7.21	-104.77

Financial Ratio

EPS (Baht)	-0.01	0.01	0.08	-0.26
GP Margin (%)	29.61	28.36	28.05	21.87
NP Margin (%)	-0.33	0.50	2.29	-8.27
D/E Ratio (x)	0.85	0.63	0.66	0.64
ROE (%)	2.48	-1.34	3.45	-11.07
ROA (%)	2.88	0.24	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

- Acquire a domestic manufacturer and distributor of Lacquer
- Acquire a manufacturer of inks for Flexible Packaging printing
- Continuously maintain a high gross profit margin

Performance and Analysis

Business Performance Summary

- Revenue:** In Q3/2568, the company reported revenue of 201.84 million Baht, an increase of +3.23% QoQ but a decrease of -10.15% YoY. For the 9M2568 period, total revenue was 589.08 million Baht, down -11.42% YoY due to a slowdown in the metal packaging business. Although new businesses (Flexible Packaging and Asset Management) provided support, they could not fully compensate for the decline.
- Gross Profit:** In Q3/2568, gross profit was 62.04 million Baht, an increase of +11.5% QoQ but a decrease of -2.76% YoY. The gross profit margin improved to 30.72% due to efficient cost management. For the 9M2568 period, gross profit was 174.55 million Baht, a decrease of -7.45% YoY, but the average margin increased to 29.61% from 28.36% due to better cost control and an increased proportion of high-margin products.
- Net Profit:** In Q3/2568, net profit was 6.14 million Baht, a turnaround from a loss in the previous quarter and a significant improvement YoY, driven by revenue recovery and effective cost-expense control. For the 9M2568 period, net loss was 1.97 million Baht, compared to a net profit of 3.33 million Baht in the prior year.

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.

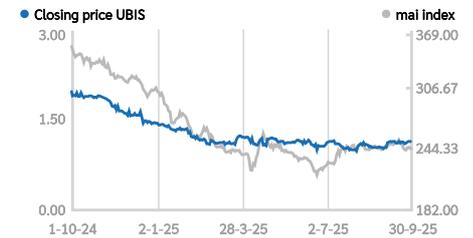
Recent Awards and Recognitions

- 2025**
- AGM Checklist 100% score
 - CG SCORE 5 Stars
 - Received a certificate for the authorization to use the Carbon Footprint of Product (CFP) label from TGO
- 2024**
- Membership in the "Thai Private Sector Collective Action Against Corruption" (CAC) was renewed for the second time
 - CG SCORE 5 Stars
- 2023**
- CG SCORE 5 Stars
- 2022**
- CG SCORE 5 Stars
 - Received investment promotion approval from BOI
- 2021**
- CG SCORE 5 Stars
 - Received the Business Excellence 2021 award: SET Awards 2021 from the Stock Exchange of Thailand

Revenue Structure



Stock Information



as of 30/09/25	UBIS	INDUS	mai
P/E (X)	-	23.36	72.21
P/BV (X)	0.53	0.85	1.27
Dividend yield (%)	-	5.25	3.64

	30/09/25	30/12/24	28/12/23
Market Cap (MB)	339.15	427.50	535.80
Price (B/Share)	1.19	1.50	1.88
P/E (X)	-	-	-
P/BV (X)	0.53	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
- 238, 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

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