



3-3-2025

Union Petrochemical PCL.
Opportuniy Day (Q4/ 2024)

AGENDA

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Company Overview

02.

Economic Condition
(Q4/2024)

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Business & Investment

04.

Financial Report





Company Overview

01



Company Overview



Company Profile

Union Petrochemical PCL. was established in 1981. We operate representative and distributor of the major local industrial Chemicals, Solvents and Plastic manufacturers. We're importer of various industrial chemicals and solvents that are not produced locally. Nowadays, UPC has more than 130 people for run the chemical business.



History

- 1981 : Established with a registered capital of 15 mil. Baht (≈ US\$0.6 Million) Began the Solvents and Petrochemicals distribution
- 1981 : Appointed as Distributor of IRPC Products for Aromatic Hydrocarbon
- 1986 : Leased storage tank to start to self Solvents importation
- 2004 : Adjusted the Business Structure to be listed in Stock Exchange Market
- 2005 : Increased the registered capital to 165 mil. Baht (≈ US\$4.7 Million)
- 2005 : Appointed as Branded Distributor of Esso (Thailand) Public Co., Ltd.
- 2008 : Successfully listed in STOCK EXCHANGE MARKET
- 2011 : Appointed as Distributor for Methyl Ethyl Ketone of ENEOS.
- 2014 : Increased paid-up capital to US\$6 Million. (206.06 mil. Baht)
- 2018 : Increased paid-up capital to 334 mil. Baht (≈ US\$10 Million.)
- 2018 : Appointed as Distributor of EB Solvent for Eastman Chemical Company.



Economic Condition (Q4/2024)

02



Economic Condition in 2024

Slowdown of Global Economic

It has affected demand for solvents in industries such as paint production, printing inks and construction, which may reduce demand and increase competition in the market.

Changes in consumer behavior

Changes in consumer behavior such as demand for higher quality products. It may affect the demand for solvents in various industries.

Geopolitical tensions

This makes procuring raw materials and transportation difficult. Including changes in climate change, it may affect production and the supply of raw materials for solvent production.

Competition from regional producers

Solvent producers in Asia, such as China and India. It has lower production costs. This may cause Thai manufacturers to face intense competition.

Fluctuation in Currency

Fluctuate changes in currency exchange rates affect the competitiveness of solvent producers in international markets.

Environmentally friendly products

Consumers and industries are increasingly demanding environmentally friendly products. This may cause manufacturers to adapt and invest in technology that reduces their environmental impact.

Eastern Economic Corridors 2025

High-Speed Rail Project

The EEC Policy Committee has approved amendments to the contract for the high-speed rail project connecting three major airports: Suvarnabhumi, Don Mueang, and U-Tapao. This initiative aims to enhance transportation infrastructure and stimulate economic growth in the region.

Investment Promotion

On February 27, 2025, the Eastern Economic Corridor Office (EECO) partnered with HSBC Thailand to attract global investors to the EEC. This collaboration seeks to bolster foreign direct investment and position the EEC as a prime investment destination in Asia.

Smart City Development

The Thai government has approved a 1.35 trillion baht (\$44 billion) plan to develop the EEC into a regional financial hub and a world-class smart city by 2037. The project is expected to boost Thailand's GDP by 2 trillion baht over 10 years.

Energy Sector Initiatives

The Energy Exports Conference (EEC) 2025, scheduled for May 27 in Sydney, Australia, will focus on various energy sectors, including oil and gas, hydrogen, carbon capture, wind, nuclear, and sustainable aviation fuel. The event aims to highlight real project opportunities and foster networking among global energy experts.



Business & Investment

03



Industries in each segment (Q4/2024)



Agricultural Chemicals



Adhesives



Automotive



Polymer Synthesis



Industrial Printing



Cleaning



Paints&Coatings



Packaging



Construction



Electronics



Medical, Consumer, Household

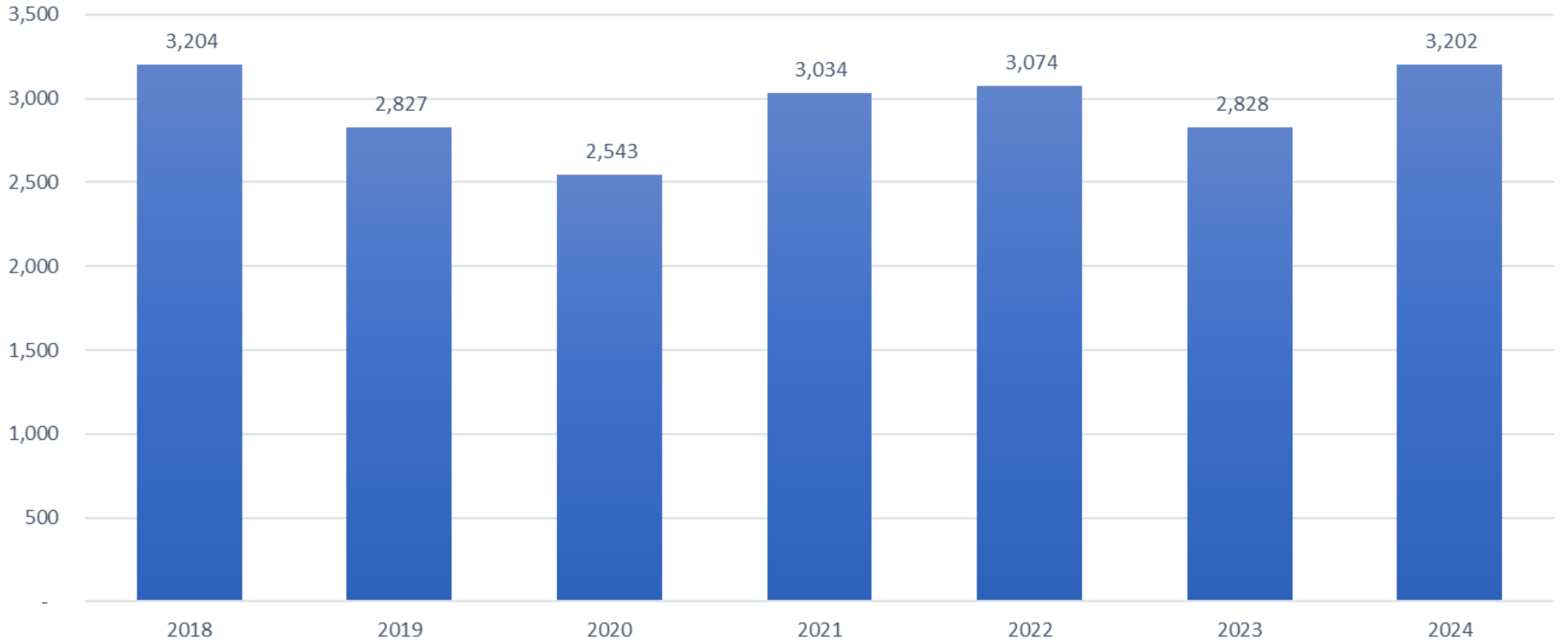


Textile and Furniture

Sale Performance

(Unit: Million Baht)

Sale Amount (Y2018 - Y2024)



Investment Landscape



ULT

Union Laemchabang Terminal

ULT is distribution center, in-land tank and terminal and blending. It located in Rojana Industrial Estate. ULT supports EEC and foreigner investment in Eastern region of Thailand.



UTJ

UTJ Glean Solutions

Union Petrochemical Public Co., Ltd. (UKEM) has partnered with Toyota Chemical Industry Co., Ltd. and JFE Shoji Electronics Corporation (JSE) to establish UTJ Glean Solutions (Thailand) Co., Ltd. (UTJ), a solvent recycling company in Thailand's Gateway City Industrial Estate..



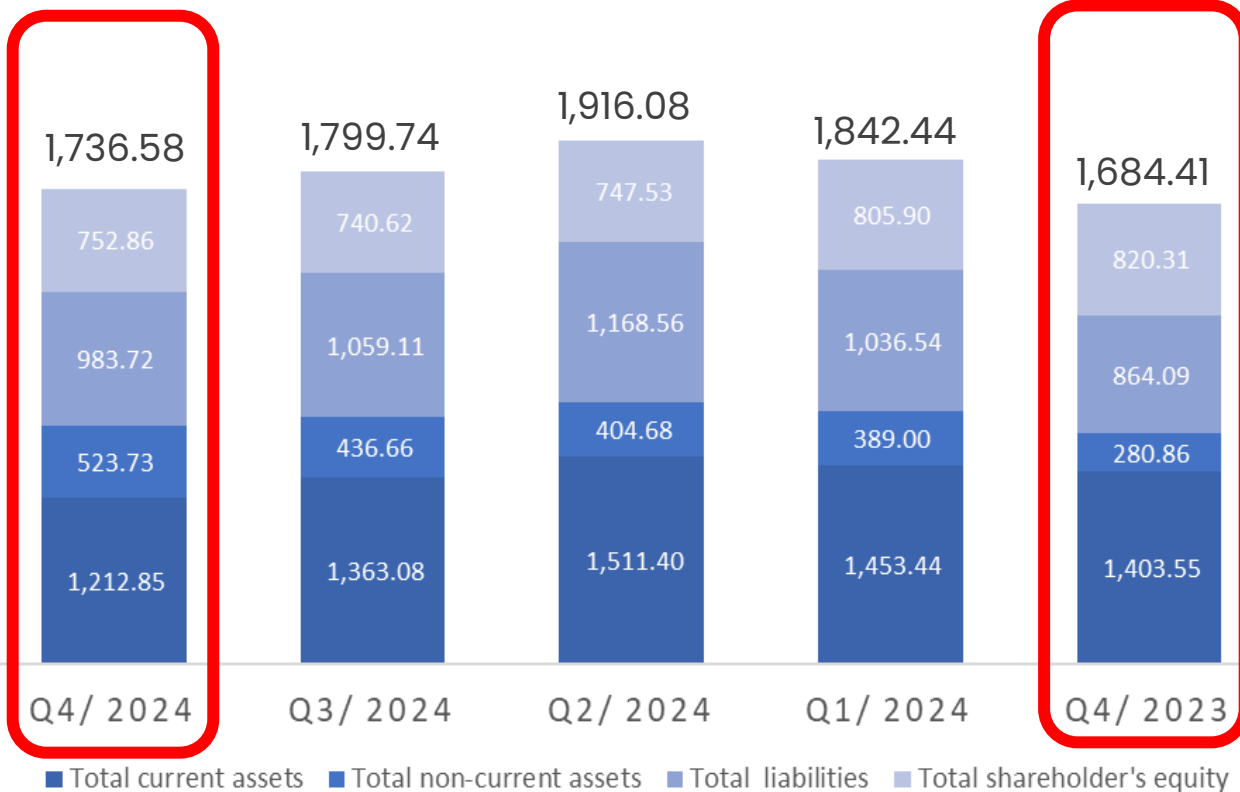
Financial Report

04



Financial Position – Assets, Liabilities, and Shareholder’s Equity

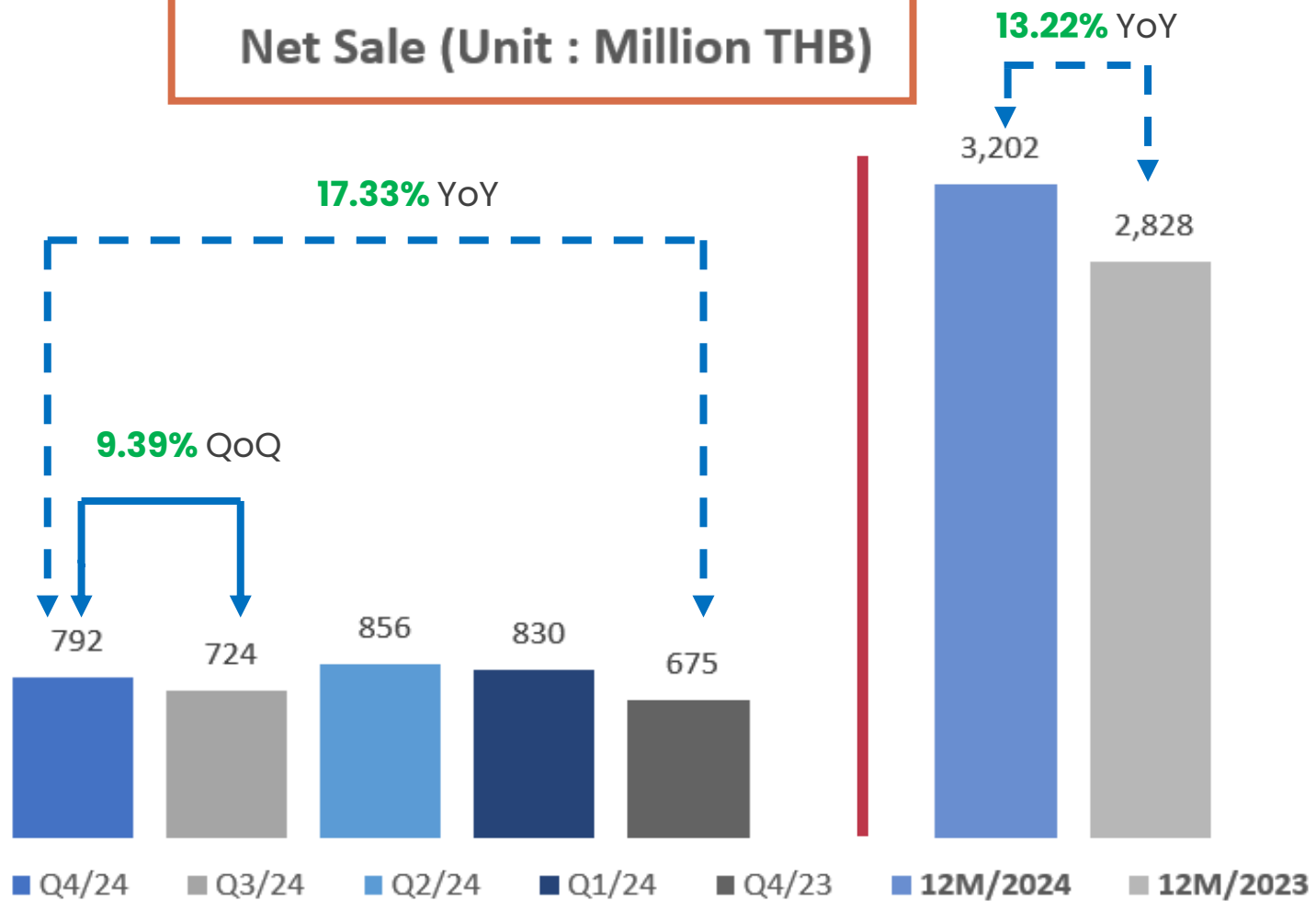
(Unit: Million Baht)



Financial Position - Assets					
	Q4/ 2024	Q3/ 2024	Q2/ 2024	Q1/ 2024	Q4/ 2023
Total current assets	1,212.85	1,363.08	1,511.40	1,453.44	1,403.55
Total non-current assets	523.73	436.66	404.68	389.00	280.86
Total liabilities	983.72	1,059.11	1,168.56	1,036.54	864.09
Total shareholder's equity	752.86	740.62	747.53	805.90	820.31
Total Assets	1,736.58	1,799.74	1,916.08	1,842.44	1,684.41

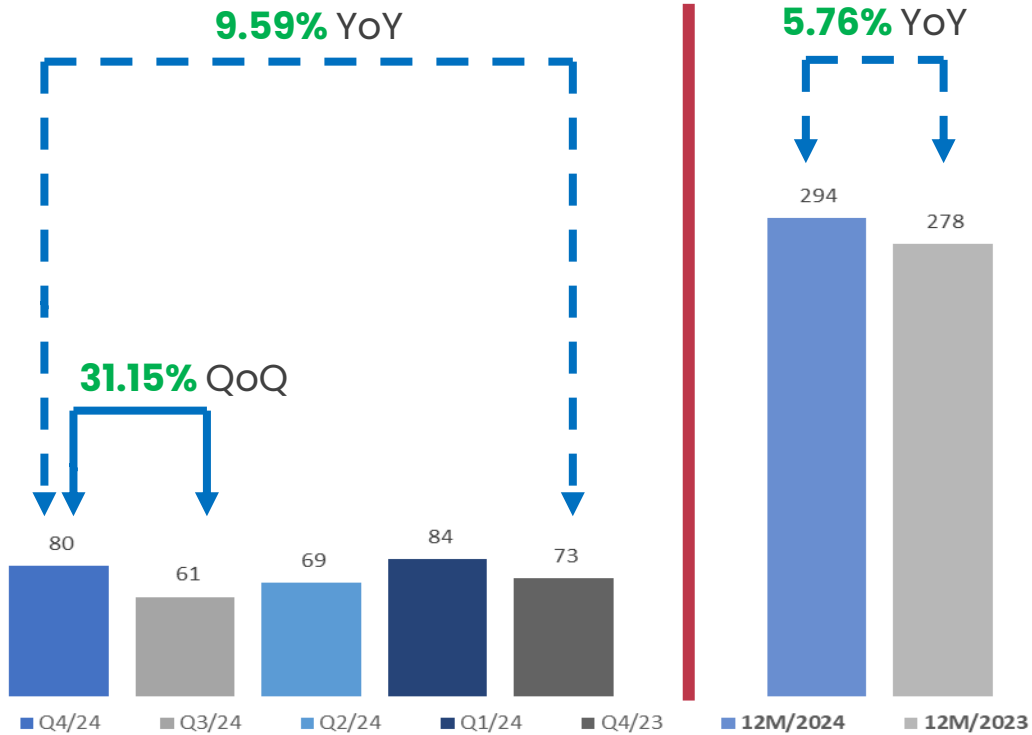
Comprehensive Income

Net Sale (Unit : Million THB)

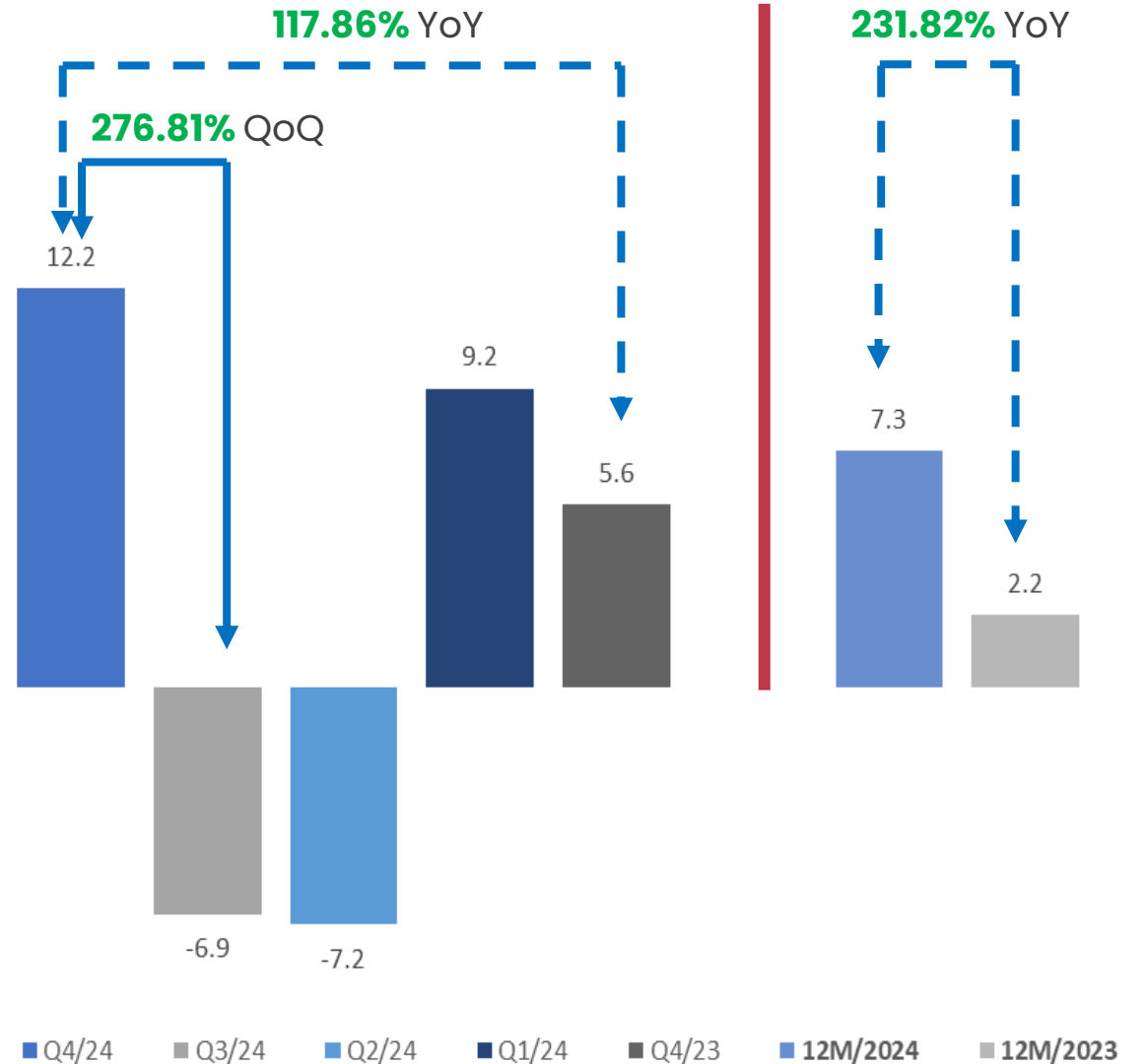


Comprehensive Income

Gross Margin (Unit : Million THB)



Net Profit (Unit : Million THB)



Performance by Chemical Product Group

12 M	1H'24	% GP	1H'23	%GP	เพิ่ม (ลดลง)		เพิ่ม (ลดลง)
					SALE		GP
					THB	%	%
General Chemicals	2,586	10%	2,520	9%	66	3	0.01
Special Chemicals	185	8%	154	8%	31	20	0.00
Plastics	81	11%	39	9%	42	108	0.03
Other Products	322	2%	127	3%	195	153	-0.01
TOTAL	3,174		2,840		334	12	

(Unit: Million Baht)

Remark:

- General chemicals operated by Union Petrochemical Public Company Limited.
- Special chemicals, Plastics, and Other products operated by Lion Asia (Thailand) Company Limited.

Key Financial Ratio

Key Financial Ratio					
	<u>2024</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>
Debt to Equity ratio (D/E)	1.31	1.05	1.03	0.91	0.66
Return On Assets : ROA (%)	2.06%	3.55%	-2.70%	7.06%	6.77%
Return On Equity : ROE (%)	0.84%	0.78%	-7.62%	11.32%	9.60%
Net Profit (%)	0.23%	0.19%	-2.40%	3.50%	3.99%



Question & Answer





Thanks

