

Ref. No. 2508/012EN

August 14, 2025

Subject: Operating Result Clarification for the Q2/2025 and the 6-Month ended June 30, 2025

To: Director and Manager of the Stock Exchange of Thailand

UBIS (Asia) Public Company Limited (“the Company”) would like to inform on operating results and the financial position which changed more than 20% for the Q2 and the 6-Month ended June 30, 2025, of the company and its subsidiaries with main substance as follows:

(Unit: MB)	3M	3M	Change		3M	Change		6M	6M	Change	
	2Q25	1Q25	QoQ	%	2Q24	YoY	%	2025	2024	YoY	%
Sales	195.53	192.15	3.38	1.76%	217.56	-22.03	-10.13%	387.68	440.39	-52.71	-11.97%
Cost of goods sold	139.88	135.26	4.62	3.42%	159.37	-19.49	-12.23%	275.14	315.60	-40.46	-12.82%
Gross profit	55.64	56.89	-1.25	-2.20%	58.20	-2.56	-4.40%	112.54	124.79	-12.25	-9.82%
Other income	2.36	1.73	0.63	36.42%	2.84	-0.48	-16.90%	4.09	5.40	-1.31	-24.26%
Distribution cost	18.99	19.11	-0.12	-0.63%	20.51	-1.52	-7.41%	38.09	43.57	-5.48	-12.58%
Administrative expenses	35.02	33.13	1.89	5.70%	28.35	6.67	19.04%	68.15	57.63	10.52	15.44%
Gain/(loss) on foreign exchange	(8.70)	1.60	-10.30	-643.75%	3.10	-11.80	-380.65%	(7.10)	13.89	-20.99	-151.12%
Profit (loss) from operating activities	(4.70)	7.99	-12.69	-158.82%	15.28	-19.98	-130.76%	3.29	42.87	-39.58	-92.33%
Reversal of (impairment loss) with TFRS 9	(3.24)	-0.56	(-2.68)	478.57%	(8.76)	5.52	-63.01%	(3.80)	(11.13)	7.33	-65.68%
Finance cost	2.91	3.06	-0.15	-4.90%	2.47	0.44	17.81%	5.98	5.29	0.69	13.04%
Tax (expense) income	(0.97)	0.65	-1.62	-249.23%	0.31	-1.28	-412.90%	(1.62)	0.17	-1.79	-1,052.94%
Profit (Loss) for the period	(11.83)	3.72	-15.55	-418.01%	4.35	-16.18	-371.95%	(8.10)	26.62	-34.72	-130.43%
Profit (Loss) Per Share	(0.04)	0.01	-0.05	-500.00%	0.02	-0.06	-300.00%	(0.03)	0.10	-0.13	-130.00%

For the second quarter of 2025, ended June 30, 2025, the Company reported a net loss for the three-month period of THB 11.83 million, representing an increased loss of THB 15.55 million, or 418.01%, compared to Q1/2025 (QoQ), and an increased loss of THB 16.18 million, or 371.95%, compared to Q2/2024 (YoY).

For the six-month period of 2025 (1H2025), the Company recorded a net loss of THB 8.10 million, representing an increased loss of THB 34.72 million, or 130.43%, compared to the six-month period of 2024 (1H2024).

The Company would like to clarify the material changes in the operating results of the Company and its subsidiaries as follows:

Sales

- Revenue Breakdown by Business Unit

(Unit: MB)	3M	3M	Change		3M	Change		6M	6M	Change	
	2Q25	1Q25	QoQ	%	2Q24	YoY	%	2025	2024	YoY	%
Metal Packaging	193.12	191.21	1.91	1.00%	217.56	-24.44	-11.23%	384.33	440.39	-56.06	-12.73%
● Lacquer	87.69	89.86	-2.16	-2.41%	101.75	-14.06	-13.81%	177.55	222.60	-45.05	-20.24%
● Compound	97.45	94.21	3.24	3.44%	103.93	-6.48	-6.24%	191.66	191.80	-0.15	-0.08%
● Other	7.98	7.14	0.84	11.75%	11.88	-3.90	-32.84%	15.12	25.98	-10.86	-41.81%
Flexible Packaging	1.42	0.00	1.42	n/a	0.00	1.42	n/a	1.42	0.00	1.42	n/a
AMC	0.99	0.94	0.05	5.30%	0.00	0.00	n/a	1.93	0.00	1.93	n/a
Total	195.53	192.15	3.38	1.76%	217.56	-22.03	-10.13%	387.68	440.39	-52.71	-11.97%

In Q2 2025, the Company reported total revenue of THB 195.53 million, representing a slight increase of 1.76% QoQ but a decrease of 10.13% YoY. For the first half of 2025, total revenue was THB 387.68 million, down 11.97% YoY. The main slowdown came from the Metal Packaging business, which, despite contribution from new businesses, could not fully offset the decline in the core segment.

1. Metal Packaging Business

Still the main revenue driver, accounting for over 99% of total revenue in the quarter. Q2 2025 revenue was THB 193.12 million (+1.00% QoQ, -11.23% YoY), while the first half recorded THB 384.33 million (-12.73% YoY).

- **Lacquer:** Revenue of THB 87.69 million (-2.41% QoQ, -13.81% YoY), and THB 177.55 million for the first half (-20.24% YoY). The YoY decline was due to customers postponing orders pending clarity on U.S. tariff policies, leading to weaker overseas demand in Q2.
- **Compound:** Revenue of THB 97.45 million (+3.44% QoQ, -6.24% YoY), and THB 191.66 million for the first half (-0.08% YoY). Despite a slight YoY drop, steady orders were maintained, especially from overseas customers, reflecting stable demand.

- **Other:** Revenue of THB 7.98 million (+11.75% QoQ, -32.84% YoY), and THB 15.12 million for the first half (-41.81% YoY).

2. Flexible Packaging Business

Generated revenue for the first time this year, with Q2 2025 revenue at THB 1.42 million (QoQ +THB 1.42 million) and THB 1.42 million for the first half. While still a very small proportion, it marks the initial step toward diversifying away from the core business.

3. Asset Management Business

Started recognizing revenue in 2025, with Q2 2025 revenue at THB 0.99 million (+5.30% QoQ) and THB 1.93 million for the first half. Revenue has yet to reflect full potential as operations only began in earnest in Q1, but it shows a positive growth trend.

● Revenue by Region

(Unit: MB)	3M	3M	Change		3M	Change		6M	6M	Change	
	2Q25	1Q25	QoQ	%	2Q24	YoY	%	2025	2024	YoY	%
Revenue by Region	193.12	191.21	1.91	1.00%	217.56	-24.44	-11.23%	384.33	440.39	-56.06	-12.73%
• Domestic	51.22	53.61	-2.39	-4.46%	64.86	-13.64	-21.03%	104.83	129.06	-24.23	-18.77%
• Other Export	83.37	89.41	-6.04	-6.76%	76.42	6.95	9.09%	172.78	174.57	-1.79	-1.03%
• China	58.53	48.19	10.34	21.46%	76.28	-17.75	-23.27%	106.72	136.76	-30.04	-21.97%

In Q2 2025, the Company recorded sales revenue by region totaling THB 193.12 million, an increase of 1.00% QoQ from THB 191.21 million in the previous quarter, but a decrease of 11.23% YoY from THB 217.56 million in the same period last year. For the first half of 2025, revenue totaled THB 384.33 million, representing a 12.73% YoY decline. Changes in each region are as follows:

● **Domestic Market:**

Q2 2025: Revenue of THB 51.22 million, a decrease of 4.46% QoQ and 21.03% YoY, driven by weaker domestic demand.

1H 2025: Revenue of THB 104.83 million, down 18.77% YoY. The Company is in the process of adjusting its sales and marketing strategies and introducing new products to better meet customer needs.

● **International Markets (excluding China):**

Q2 2025: Revenue of THB 83.37 million, a decline of 6.76% QoQ but an increase of 9.09% YoY, mainly supported by sustained demand for Compound products despite global economic headwinds.

1H 2025: Revenue of THB 172.78 million, down slightly by 1.03% YoY, reflecting the resilience of core markets in Europe and the Middle East, which continue to show positive momentum.

- **China:**

Q2 2025: Revenue of THB 58.53 million, an increase of +21.46% QoQ from a recovery in orders from certain customer segments, but a decrease of -23.27% YoY due to intense price competition in the local market.

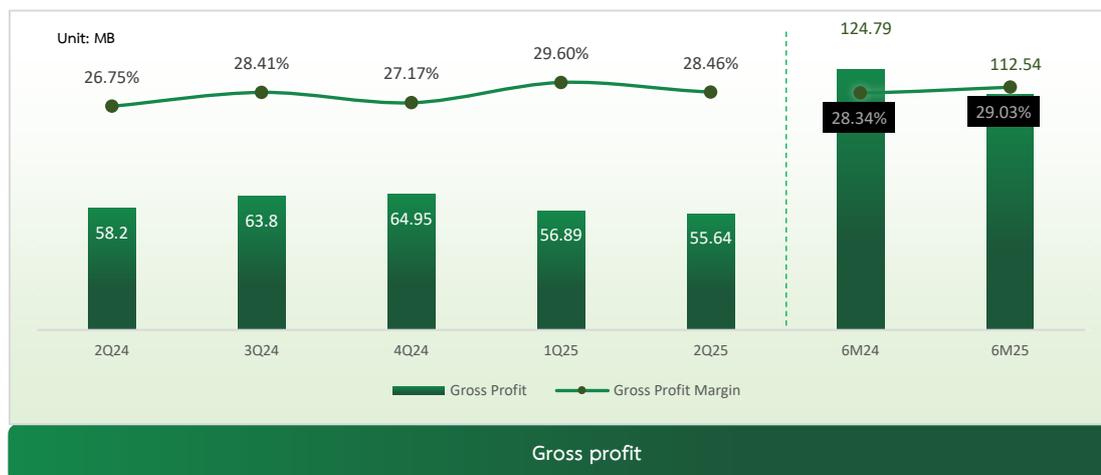
1H 2025: Revenue of THB 106.72 million, down 21.97% YoY. Despite the significant decline in revenue share, China remains a strategic market for the Company, which is currently revising its product and service strategies to respond to customer needs in a timely manner.

In Q2 2025, UBIS continued to generate the majority of its revenue from international markets, with overseas sales (including China) accounting for 73% of total revenue, while domestic sales represented 27%. Within the international segment, Other Export markets contributed 43% and China accounted for 30%.

The data confirms the Company's strategic reliance on exports, despite ongoing volatility in global markets. While overall sales in China declined on a YoY basis for the first half of 2025, Q2 marked a significant sequential recovery, underpinned by renewed customer confidence. This rebound in Chinese demand provides a near-term catalyst for the Company's top line, although pricing pressures from local competitors remain a structural challenge.

From a strategic standpoint, UBIS is positioning to capture incremental market share by rolling out new, demand-driven product offerings, accelerating service response times, and deploying a dedicated Technical Service Team to provide specialized technical support. These initiatives aim to consolidate the Q2 recovery trend in China, sustain momentum across Other Export markets, and offset domestic market softness—ultimately reinforcing the Company's competitive positioning in its core and emerging geographies.

Gross profit



In Q2 2025, the Company reported gross profit of THB 55.64 million, down THB 2.56 million (-4% YoY) and THB 1.25 million (-2% QoQ). The gross profit margin for Q2 2025 stood at 28.46%, an improvement from 26.75% in Q2 2024, but slightly lower than the 29.60% recorded in Q1 2025. The sequential decline was partly attributable to a shift in sales mix and a modest increase in certain production costs.

For the first half of 2025 (1H 2025), gross profit totaled THB 112.54 million, down THB 12.25 million (-9.8% YoY). Despite lower sales volumes, the gross profit margin for 1H 2025 improved to 29.03%, up from 28.34% in 1H 2024, reflecting effective cost management in production operations.

Distribution cost and Administrative Expenses

(Unit: MB)	3M	3M	Change		3M	Change		6M	6M	Change	
	2Q25	1Q25	QoQ	%	2Q24	YoY	%	2025	2024	YoY	%
Distribution costs	18.99	19.11	-0.12	-0.63%	20.51	-1.52	-7.41%	38.09	43.57	-5.48	-12.58%
Administrative expenses	35.74	33.13	2.61	7.88%	28.35	7.39	26.07%	68.87	57.63	11.24	19.50%
Total	54.73	52.24	2.49	4.77	48.86	5.87	12.00%	106.96	101.20	5.76	6.00%

In Q2 2025, total selling and administrative expenses amounted to THB 54.73 million, up THB 5.87 million (+12.00% YoY) from the same period last year.

- **Selling Expenses:** THB 18.99 million, down THB 1.52 million (-7.41% YoY), primarily driven by more efficient cost control in logistics and transportation.
- **Administrative Expenses:** THB 35.74 million, up THB 7.39 million (+26.07% YoY), largely due to higher personnel costs and consulting fees associated with the Company's acquisition activities.

For the first half of 2025, total selling and administrative expenses were THB 106.96 million, up THB 5.76 million (+6% YoY).

- **Selling Expenses:** THB 38.09 million, down THB 5.48 million (-12.58% YoY), reflecting continued effective management of transportation costs.
- **Administrative Expenses:** THB 68.87 million, up THB 11.24 million (+19.50% YoY), driven mainly by higher staffing costs and expenses related to M&A advisory services.

Profit (loss) from operating activities and Net Profit for the Period

(Unit: MB)	3M	3M	Change		3M	Change		6M	6M	Change	
	2Q25	1Q25	QoQ	%	2Q24	YoY	%	2025	2024	YoY	%
Profit (loss) from operating activities	(4.70)	7.99	-12.69	-158.82%	15.28	-19.98	-130.76%	3.29	42.87	-39.58	-92.33%
Reversal of (impairment loss) with TFRS 9	(3.24)	-0.56	(-2.68)	478.57%	(8.76)	5.52	-63.01%	(3.80)	(11.13)	7.33	-65.68%
Finance cost	2.91	3.06	-0.15	-4.90%	2.47	0.44	17.81%	5.98	5.29	0.69	13.04%
Tax expense	(0.97)	0.65	-1.62	-249.23%	0.31	-1.28	-412.90%	(1.62)	0.17	-1.79	-1,052.94%
Profit (Loss) for the period	(11.83)	3.72	-15.55	-418.01%	4.35	-16.18	-371.95%	(8.10)	26.62	-34.72	-130.43%
Profit (Loss) Per Share	(0.04)	0.01	-0.05	-500.00%	0.02	-0.06	-300.00%	(0.03)	0.10	-0.13	-130.00%

For the three-month period ended June 30, 2025 (Q2 2025), the Company recorded an operating loss of THB 4.70 million, representing a deterioration of THB 12.69 million (-158.82% QoQ) and THB 19.98 million (-130.7% YoY) compared to an operating profit of THB 15.28 million in the same period last year.

Net loss for Q2 2025 was THB 11.83 million, down THB 15.55 million (-418.01% QoQ) and THB 16.18 million (-371.95% YoY). The decline was primarily driven by an allowance for expected credit losses of THB 2.52 million in accordance with TFRS 9, a decrease in operating revenue, and consultancy expenses related to the Company's acquisition activities.

For the first half of 2025, the Company reported operating profit of THB 3.29 million, down THB 39.58 million (-92.33% YoY) from THB 42.87 million in the same period last year.

Net loss for 1H 2025 was THB 8.10 million, a decrease of THB 34.72 million (-130.43% YoY) from net profit of THB 26.62 million in 1H 2024. The downturn was mainly due to allowances for expected credit losses under TFRS 9, higher finance costs, and consultancy expenses incurred to support strategic acquisitions aimed at enhancing the Company's long-term growth potential.

The overall financial status of the Company and its subsidiaries as of June 30, 2025 with the comparison to the financial status as of December 31, 2024 are summarized as below:

(Unit: Million Baht)	30 June 2025	31 December 67	Change	% Change
Total Assets	1,193.82	1,075.59	118.23	10.99%
Total Liabilities	555.46	427.39	128.07	29.97%
Total Equity	638.36	648.20	-9.84	-1.52%

Assets

As of June 30, 2025, the Company and its subsidiaries reported total assets of THB 1,193.82 million, an increase of THB 118.23 million or 2% from December 31, 2024. The change was primarily attributable to:

- **Cash and Cash Equivalents:** Decreased from THB 369.04 million to THB 359.32 million, down THB 9.72 million.
- **Trade and Other Current Receivables:** Decreased from THB 287.92 million to THB 255.16 million, down THB 32.76 million, reflecting more efficient receivables management.
- **Inventories:** Increased from THB 152.21 million to THB 183.01 million, up THB 30.81 million, to support anticipated future orders.
- **Non-current Assets:** Rose significantly from THB 260.31 million to THB 311.60 million, an increase of THB 51.29 million, primarily due to the recognition of investments related to an acquisition.

Liabilities

As of June 30, 2025, the Company and its subsidiaries reported total liabilities of THB 555.46 million, an increase of THB 128.07 million or 29.97% from December 31, 2024. The increase was primarily driven by:

- **Bank Overdrafts and Short-term Borrowings:** Increased from THB 287.76 million to THB 399.12 million, up THB 111.36 million, to support working capital requirements and investment activities.
- **Trade and Other Current Payables:** Increased from THB 103.03 million to THB 123.69 million, up THB 20.66 million.

- **Non-current Liabilities:** Slightly decreased from THB 22.86 million to THB 21.69 million, reflecting repayments of long-term borrowings.

Equity

As of June 30, 2025, the Company and its subsidiaries reported total shareholders' equity of THB 638.36 million, down THB 9.84 million or 1.52% from December 31, 2024. The decrease was mainly attributable to:

- **Unappropriated Retained Earnings:** Declined from THB 143.33 million to THB 135.34 million, a decrease of THB 7.99 million, primarily due to the net loss incurred in the first half of 2025.

Cash flow

For the six-month period ended June 30, 2025 (1H2025), the Company generated and utilized cash flows as follows:

- **Net Cash Used in Operating Activities:** THB 33.20 million, compared with net cash generated of THB 13.00 million in 1H2024. The shift was primarily due to an increase in loans granted from trade receivable purchases, totaling THB 65.37 million.
- **Net Cash Used in Investing Activities:** THB 47.45 million, compared with THB 2.78 million in 1H2024. The increase was mainly attributable to an investment in a subsidiary through a business acquisition, aimed at enhancing operational capabilities and supporting long-term growth potential.
- **Net Cash Provided by Financing Activities:** THB 74.20 million, driven mainly by loan proceeds from financial institutions to support business operations and strengthen liquidity.

Business Outlook and Growth Strategies for 2025

In 2025, UBIS aims to strengthen its competitive capabilities and continue expanding its presence in international markets. The Company is focused on aligning operations with global standards, enhancing production efficiency, and elevating sustainability to respond to rapidly changing economic conditions and market demands. As part of its growth plan, UBIS has executed a merger and acquisition (M&A) transaction to reinforce its strengths in technology, product portfolio, and customer base—key pillars for market expansion and long-term growth potential.

Key Market Trends

1. International Market Expansion in the Middle East, Latin America, and Europe

These regions continue to show strong demand for products that meet global standards and are environmentally friendly, aligning well with UBIS's products and production processes.

2. Raw Material Price Volatility and Cost Management

Although oil and raw material prices are expected to remain relatively stable, global market volatility persists. UBIS therefore prioritizes stable raw material sourcing and stringent cost control measures.

3. Environmental Standards and Sustainability

Environmental requirements such as BRCGS, ISO, and carbon footprint reduction are becoming increasingly critical. UBIS is committed to becoming a low-carbon organization and adapting production processes to be more environmentally friendly.

4. Geopolitical Tensions

International trade tensions may impact exports. To mitigate reliance on any single market, UBIS is expanding into Asia-Pacific, Africa, and South America while building a global partner network.

Core Strategies

1. Sustain and Grow the Existing Customer Base

Deliver high-quality products on time with strong technical support to maintain customer trust and loyalty.

2. Growth from New Products

Develop products that meet global standards and market demands in terms of quality, safety, and environmental compliance.

3. Expand into New Customer Segments

Penetrate high-potential markets by leveraging partnerships with local players to reduce market entry barriers.

4. Pursue New Business Opportunities

Invest in complementary businesses that build on existing expertise, such as asset management, to diversify revenue streams.

5. Strengthen Capabilities through M&A

The recent acquisition enhances UBIS's competitiveness in production technology, market access, and overseas customer base, enabling faster growth than relying solely on organic expansion.

With favorable trends in multiple regions, proactive investments, and strategic M&A initiatives, UBIS is well-positioned to drive sustainable growth while maintaining global standards and environmental responsibility.

Sustainability and Governance Achievements

In 2025, UBIS earned a perfect score of 100 points—rated “Excellent”—in the Annual General Meeting (AGM) Quality Assessment Program for listed companies on the Stock Exchange of Thailand. The program is organized by the Thai Investors Association and the Thai Capital Market Business Council. This achievement reflects UBIS's commitment to strong corporate governance, transparency, and respect for the rights and equitable treatment of all shareholders, as well as its dedication to continuously raising the quality standards of corporate governance practices.

Sincerely yours,

(Mr. Piyakun Kritayanutkul)
Authorized Person to Disclose