



UNITED PAPER PUBLIC COMPANY LIMITED

บริษัท ยูไนเต็ด เปเปอร์ จำกัด (มหาชน)

Registered No. 0107547000281

No 13/2020

November 12, 2020

Subject : Management Discussion and Analysis for Q3 of FY2020

To : Director and Manager, the Stock Exchange of Thailand

Dear Sir,

We are pleased to present you our Q3 of FY2020 analysis together with comparable figures:

Unit : Baht

Profit and Loss	% QoQ	Q3/2020	Q2/2020	Q1/2020	Q3/2019	% YoY
Sales revenue	28.71%	940,313,107.36	730,550,631.92	937,266,335.99	830,470,636.49	13.23%
Cost of goods sold	(37.96%)	(631,149,360.56)	(457,476,835.66)	(560,318,828.24)	(557,758,155.74)	(13.16%)
Gross profit	13.22%	309,163,746.80	273,073,796.26	376,947,507.75	272,712,480.75	13.37%
Other income	(21.26%)	9,202,564.71	11,686,588.42	6,062,364.93	5,309,967.40	73.31%
Selling expense	(55.36%)	(22,618,284.35)	(14,558,533.84)	(20,120,943.60)	(15,703,942.43)	(44.03%)
Administration expense	(30.88%)	(17,352,667.08)	(13,258,749.15)	(14,808,424.94)	(14,367,568.01)	(20.78%)
Interest expense	(61.84%)	(17,421.94)	(10,764.72)	(4,325.96)	(1,688,644.93)	(98.97%)
Profit before tax	8.35%	278,377,938.14	256,932,336.97	348,076,178.18	246,262,292.78	13.04%
Income tax	(33.65%)	(38,253,058.97)	(28,620,910.24)	(42,500,122.08)	(28,960,950.56)	(32.08%)
Net profit	5.17%	240,124,879.17	228,311,426.73	305,576,056.10	217,301,342.22	10.50%

During Q3, we focused on selling our excess capacity for export, and we noticed a considerable sign of improvement of sales in the local market as compared to Q2.

As a result, compared to same period of last year, the sales revenue increased by 109,842,470.87 baht or 13.23%, the other income increased by 4,061,384.57 baht or 73.31% and the net profit increased by 22,823,536.95 baht or 10.50%.

Please kindly be informed accordingly.

Sincerely yours,

(Mr.Wachara Chinsettawong)

Deputy Managing Director

Head office

113-115 Rim-klong-prapa road, Bang-sue, Bangkok 10800

113-115 ถนนริมคลองประปา แขวงบางซื่อ กรุงเทพมหานคร 10800

Tel. 66 (0) 2910-2700-8 Fax 66 (0) 2910-2709

Factory

61 Moo 8, T.Watboth, A.Muang, Prachinburi 25000

61 หมู่ 8 ตำบลวัดโบสถ์ อำเภอเมือง จังหวัดปราจีนบุรี 25000

Tel. 66 (0) 3728-7361-9 Fax 66 (0) 3728-7370