



## Message from the President

### Dear Shareholders of Univentures Public Company Limited,

In fiscal year 2018, the Company focused on building organizational strength and business growth via 4 important strategies. The first includes sustaining its continuous revenue growth by focusing on development of products and services with creativity to create value-added innovation for customers of UV Group, as well as expanding its market and variety of products or services of UV Group to extensively meet with customer demand and diversify business risks. This year, GRAND UNITY Development Company Limited ("GRAND UNITY") has launched 2 new condominium projects nearby skytrain station area under 2 new brands of "CIELA" and "De LAPIS" under concept of "Simply Makes Sense." which focuses on modern unit design that responds to space usage for every lifestyle in order to expand products to cover all market and customer segments. Furthermore, UV Group expands its investment in hotel business to increase source of recurring income in long-term in which it has opened services of "Modena by Fraser Buriram Hotel", located nearby Chang ARENA Football Field and Chang INTERNATIONAL CIRCUIT Race Track at Buriram Province on October 2018. Meanwhile, GOLD Group has launched new house and townhouse projects in multiple locations in total of 19 projects with total value of 22,291 million Baht. It is also developing Samyan Mitrtown Project which is a mixed-use project comprising of office building, residential units, and retail space located on the corner of Phayathai - Rama, and is expected to be opened for services in 2019. For zinc oxide business, Thai - Lysaght Company Limited ("TL") has increased its production capacity of the 5<sup>th</sup> production line to increase product quantity to be adequate for demand of new customers. It is also in process of collaboration with educational institution to conduct research and development on zinc oxide powder at nano meter scale to prepare for commercial production in the future and expand customer base into industry of cosmetic, textile, and electronics.

For the second strategy, the Company focuses on seeking investment opportunities in companies with potential for business and seeking business synergy with partners with expertise and experience in property development business and related businesses in order for the Company to have opportunities to receive positive returns from businesses it invests in or to receive benefits from the synergy. In fiscal year 2018, UV Group invested in Ahead All Company Limited which operates business of distribution and installation of the electronic appliances control and safety system for real estate project which is related to main business of UV Group in the present. Furthermore, the Company encourages subsidiaries within its group to increase efficiency of communication, coordination, and collaboration of business with one another in order to create supply chain synergy within UV Group and build resource optimization properly to provide highest benefits to the Company and drive the Company to become "Quality real estate developer under

“

The Company focuses on its support on utilizing or developing new innovation and technology to increase quality of products and services of UV Group to be distinctive, acceptable, and provide highest satisfaction to customers, as well as providing benefits to consumers, society, and all stakeholders continuously.

”

good management” according to its set vision. In fiscal year 2018, its subsidiary companies, which operate businesses related to real estate business that were established in 2017 such as Senses Property Management Company Limited and Connexion Company Limited, began their roles to support management of legal entity for building and consultancy for sale-rental of real estate projects of UV Group. Meanwhile, Univentures Consulting Company Limited sourced for land in potential area to prepare for new condominium development of GRAND UNITY in the future, as well as studying business feasibility and value for investment for new business opportunities of UV Group.

The third strategy of the Company focuses on its support on utilizing or developing new innovation and technology to increase quality of products and services of UV Group to be distinctive, acceptable, and provide highest satisfaction to customers, as well as providing benefits to consumers, society, and all stakeholders continuously. In fiscal year 2018, GRAND UNITY has applied a construction technology which helps save energy for residents and reduce time, waste material, and dust and noise pollution from construction in its new condominium projects continuously. On zinc oxide powder business, TL never stops its improvement on production process with its conscious mind on environment and society. In fiscal year 2018, TL successfully improved its bag compression equipment which helps reduce dust spread of zinc oxide powder during packaging by 95%. It also received award of the Excellent Role Model Establishment on Safety, Occupational Health, and Working Environment Award 2018 at the Provincial Level.

On the fourth strategy, the Company gives importance to human resources investment which is an important factor for driving business to achieve the Company’s goals continuously and sustainably, including goals on business and corporate responsibilities for society, environment, and all stakeholders. The Company formulates recruitment plan for individuals with capability and approach to retain quality employees with the Company, as well as encouraging organizing of activities for competency development of employees and building employee engagement and ownership. In fiscal year 2018, the Company has prescribed its core values of Inspiring, Caring, Proactive, Collaboration, and Reliable to be guidelines for employees to apply in their work. It continuously organized training to develop efficiency, skills, and knowledge to enable employees to work professionally, as well as supporting organizing of public activities

and activities that build positive relationship between executives and employees within the organization, and activities.

As a result of its operations according to the aforementioned strategies, in fiscal year 2018, the Company had consolidated revenue of 20,994.5 million Baht, an increase of 16% in comparison with the same period of last year of 18,085.5 million Baht. The main revenue was from real estate for sale in total of 16,812.4 million Baht which was 80% of total revenue. This business increased by 17% in comparison with the same period of last year. Revenue from zinc oxide business was 2,003.8 million Baht or 10% of total revenue. This was the highest revenue of TL since it started operating its business. Lastly, the remaining revenue in proportion of 10% of total revenue was from real estate for rent business, hotel business, and other businesses. These resulted in the Company having net profit of 2,265.2 million Baht, an increase of 22% in comparison with the same period of last year of 1,858.6 million Baht. Furthermore, due to its dedication to operate business on the basis of good corporate governance, in fiscal year 2018, the Company received assessment results of Corporate Governance of Listed Companies in the Stock Exchange of Thailand by IOD at “Excellent” level or “5 Stars” for the third consecutive year. It also received AGM 2018 assessment results by Thai Investors Association at “Excellent” level of 99 points.

The success of the Company in the previous year was a result of perseverance and great support from all related individuals. I would like to give my appreciation to the Board of Directors and all subcommittees that provided support and recommendations beneficial to operating businesses and activities of UV Group, as well as to executives and employees who were major supporting factor that drove the Company to progress continuously, and to all related individuals and stakeholders who provided trust and support over the previous management period. The Company sincerely hopes that it will continue to receive such great support in order for UV Group to grow sustainably and provide proper returns to shareholders with consideration of all stakeholders under good corporate governance which the Company gives importance to and adhered for operating its business as always.



(Mr. Worawat Srisa-an)  
President