

## Translation

### MD&A

#### SAHAMITR PRESSURE CONTAINER PUBLIC COMPANY LIMITED

For the three-month period ended March 31, 2024

Major attributes to the Company's operating performance variations between Q1/2024 and Q1/2023 are:

1. Total sale revenues increased Baht 327.6 million (40.1%) from Baht 816.03 million to Baht 1,143.63 million because in Q1/2023, the company affected from economic recession from all over regions and from hyperinflation; as a result, customers delayed orders. Currently, the situation has gradually recovered, therefore, the company has received orders as much as normal level. Compared to Q1/2023, sale quantities of Q1/2024 increased 41%. Although price of raw material (steel) of Q1/2024 decreased 18% from that of Q1/2023, selling price of Q1/2024 slightly decreased. This is because during prior year, there are price competition in some markets; thus, the company had to discount to get orders. Last but not least, the company, as an exporter, benefits from the Baht currency depreciation  
Moreover, the company continues sale policies and sale strategies by focusing on the company's other cylinders which has a small number of suppliers and has high growth potential in order to remain company's profitability. At the same time, the company accelerated to enter more markets in various regions and still seek and expanded market for a new product which successfully launched and certified last year to increase sale revenue and profitability
2. Cost of sales increased Baht 206.65 million (29.1%) from Baht 710.31 million to Baht 916.96 million in concurrent with an increase in total sale revenues. Moreover, raw material (steel) price of Q1/2024 decreased 18% from Q1/2023
3. Gross profit increased Baht 120.95 million (114.4%) from Baht 105.72 million to Baht 226.67 million. At the same time, gross profit margin increased from 13.0% to 19.8% because compared to Q1/2023, sale revenues of Q1/2024 increased by 40%. Moreover, overhead costs per unit decreased due to more utilization of production. Finally, Baht currency depreciation and lower steel price resulted in better profitability
4. Other Incomes increased Baht 45.87 million (106.0%) from Baht 43.29 million to Baht 89.16 million from revenue from scrap sale increased in concurrent with more productions. In addition, Baht currency depreciation resulted in gain on exchange rate.
5. Selling and distribution expenses increased Baht 30.89 million (87.3%) from Baht 35.39 million to Baht 66.28 million in concurrent with an increase in sale revenues. It mostly consisted of freight expenses and promotional expenses.
6. Administrative expenses increased Baht 13.91 million (28.3%) from Baht 49.20 million to Baht 63.11 million because the Company accrued bonus regarding an increase in operating results and donation expenses regarding BOI promotion. The company received investment promotion measures from the Board of Investment (BOI) to

support local public health community and society. The BOI privilege is tax exemption with a cap of 200% of support amount

7. Finance Costs increased Baht 2.92 million (59.1%) from 4.94 million to 7.86 million in concurrent with an increase in liabilities from imported raw materials and an increase in market interest rate.
8. Income tax increased Baht 12.80 million (111.4%) from Baht 11.49 million to Baht 24.29 million in concurrent with an increase in operational profits, netted with tax exemption from BOI for supporting local public health community and society at the same tax rate of 20%
9. Profits for the period increased Baht 106.30 million (221.5%) from Baht 47.99 million to Baht 154.29 million because of an increase in sale revenues, better profitability and increase in other revenues, net with an increase in cost of sales and expenses

Yours sincerely,

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Mr. Surasak Urpsirisuk

Managing Director