Management Discuss and Analysis
For the first quarter ended March 31 , 2026

Executive summary

Sahathai Printing and Packaging Public Company Limited operates in the manufacturing of paper packaging and all type of printed materials, providing services ranging from packaging design and development, high-quality plate-making, offset printing and various post-printing services such as UV coating, gold foil stamping, silver foil stamping, die-cutting, and embossing, among others, with paper provided by the company or paper that customers provide themselves. The main customer group of the company at present is the pet food manufacturing group, accounting for 84% of revenue.

The company's revenue from sales and services in this quarter is 208.9 million Baht, representing a growth rate of 15.7% compared to the Q4/2025.

Performance Analysis

Operating results of the financial statement for 3 months ended March 31, 2026

Income Statement	Q1/2026		Q4/2025	Q1/2025	QoQ		YoY	
	M.Baht	%	M.Baht	M.Baht	M.Baht	%	M.Baht	%
Revenue From sales and services	208.9	100%	180.6	195.2	28.3	15.7	13.7	7.0
Gross Profit	**73.3**	**35%**	**55.1**	**69.6**	**18.2**	**33.0**	**3.7**	**5.3**
Other income	6.8	3%	8.2	6.2	(1.4)	(17.1)	0.6	9.7
Distribution costs	5.8	3%	5.4	5.5	0.4	7.4	0.3	5.5
Administrative expenses	15.9	8%	16.7	15.2	(0.8)	(4.8)	0.7	4.6
Finance costs	0.9	0%	0.9	0.9	0.0	0.0	0.0	0.0
Profit before income tax	**57.4**	**27%**	**40.4**	**54.2**	**17.0**	**42.1**	**3.2**	**5.9**
Income tax expense	7.1	3%	4.4	10.5	2.7	61.4	(3.4)	(32.4)
Net.Profit	**50.3**	**24%**	**36.0**	**43.7**	**14.3**	**39.7**	**6.6**	**15.1**

The operating results for Q1/2026 compared with Q4/2025 showed an increase in net profit of Baht 14.3 million, or 39.7%, primarily due to the following factors:

- Revenue from sales and services increased by Baht 28.3 million, or 15.7%, mainly due to higher delivery volumes of goods and services to customers.
- Gross profit increased by Baht 18.2 million, or 33.0%, driven by higher revenue from sales and services, together with a 4.5% reduction in the ratio of cost of sales and services to revenue from sales and services.
- Other income decreased by Baht 1.4 million, or 17.1%, mainly attributable to lower sales of scrap materials from production. Revenue from scrap sales declined by Baht 1.5 million due to lower sales volume and reduced selling prices.
- Distribution costs increased by Baht 0.4 million, or 7.4%, mainly due to higher transportation for product deliveries amounting to Baht 0.3 million, in line with the increase in sales and service revenue.
- Administrative expenses decreased by Baht 0.8 million, or 4.8%, mainly due to lower amortization expenses for computer programs of Baht 0.3 million and a decrease in donation expenses of Baht 0.3 million.
- Income tax expenses increased by Baht 2.7 million, or 61.4%, mainly due to higher profit before income tax resulting from increased revenue from sales and services.

The operating results for Q1/2026 compared with Q1/2025 showed an increase in net profit of Baht 6.6 million, or 15.1%, primarily due to the following factors:

- Revenue from sales and services increased by Baht 13.7 million, or 7.0%, mainly due to higher delivery volumes of goods and services to customers resulting from increased production capacity from newly installed machinery.
- Gross profit increased by Baht 3.7 million, or 5.3%, primarily driven by the increase in revenue from sales and services.
- Administrative expenses increased by Baht 0.7 million, or 4.6%, mainly due to higher staff-related expenses amounting to Baht 0.9 million.
- Income tax expenses decreased by Baht 3.4 million, or 32.4%, mainly due to corporate income tax exemption benefits granted under projects promoted by the Board of Investment (BOI).

Financial position

Total Financial Position	31 March 2026		31 December 2025		Change	
	M.Baht	%	M.Baht	%	M.Baht	%
Current assets	584.4	52%	509.4	48%	75.0	14.7
Non-current assets	549.6	48%	559.5	52%	(9.9)	(1.8)
Total assets	**1,134.0**	**100%**	**1,068.9**	**100%**	**65.1**	**6.1**
Current liabilities	71.0	6%	50.0	5%	21.0	42.0
Non-current liabilities	121.4	11%	127.5	12%	(6.1)	(4.8)
Total Liabilities	**192.4**	**17%**	**177.5**	**17%**	**14.9**	**8.4**
Share capital	100.0	9%	100.0	9%	0.0	0.0
Premium on share capital	417.7	37%	417.7	39%	0.0	0.0
Retained earnings	424.0	37%	373.6	35%	50.4	13.5
Total shareholders' equity	**941.7**	**83%**	**891.3**	**83%**	**50.4**	**5.7**

Asset

As of March 31, 2026, the Company's total assets increased by Baht 65.1 million, or 6.1%, from the end of 2025. This was mainly attributable to an increase in current assets of Baht 75.0 million, or 14.7%, while non-current assets decreased by Baht 9.9 million, or 1.8%. The key changes were as follows:

- Current assets increased by Baht 75.0 million, mainly due to increases in other current financial assets of Baht 31.9 million, trade and other current receivables of Baht 26.6 million, and inventories of Baht 13.1 million.
- Non-current assets decreased by Baht 9.9 million, mainly because additional investments in buildings and equipment were lower than the depreciation expense recognized during the quarter.

Liabilities

As of March 31, 2026, the Company's total liabilities increased by Baht 14.9 million, or 8.4%, from the end of 2025. The increase was mainly due to higher trade and other current payables of Baht 14.9 million, as well as increases in corporate income tax payable and deferred tax liabilities totaling Baht 5.6 million. These increases were partially offset by repayments of lease liabilities amounting to Baht 3.4 million and a decrease in employee benefit obligations of Baht 2.1 million.

Shareholders' Equity

As of March 31, 2026, the Company's total shareholders' equity increased by Baht 50.4 million, or 5.7%, from the end of 2025, mainly attributable to the operating results for Q1/2026, which generated net profit of Baht 50.3 million.

Significant financial ratios

Financial Ratios	31 March	
	2026	2025
Gross Profit Margin (%) *	34.0	34.7
Net Profit Margin (%) *	21.4	21.1
Return on Assets (%) **	15.9	16.3
Return on Equity (%) ***	19.4	20.4
Current ratio (Times)	8.2	6.3
Debt to Equity ratio (Times)	0.20	0.23
Book value per share (THB)	9.4	8.4

* Calculated using data from the 4 quarters period backward.

** Calculated by divide 4 quarters period backward net profit by average total asset.

*** Calculated by divide 4 quarters period backward net profit by average shareholders' equity.

Liquidity and Capital Resources

Statement of Cash Flows (Million Baht)	31 March		Change	
	2026	2025	M.Baht	%
Cash flows from Operating Activities				
Net cash provided by operating activities	43.1	61.1	(18.0)	(29.5)
Cash flows from Investing Activities				
Net cash provided by (used in) investing activities	(36.7)	(58.9)	22.2	(37.7)
Cash flows from Financing Activities				
Net cash used in financing activities	(4.5)	(4.2)	(0.3)	7.1
Net increase (decrease) in cash and cash equivalents	1.9	(1.9)	3.8	200.0
Cash and cash equivalents at beginning of the period	26.6	30.4	(3.8)	(12.5)
Cash and cash equivalents at end of the period	28.5	28.5	0.0	0.0

As of March 31, 2026, the Company had net cash and cash equivalents of Baht 28.5 million. Net cash generated from operating activities amounted to Baht 43.1 million. Net cash used in investing activities amounted to Baht 36.7 million, mainly attributable to investments in debt securities of Baht 30.9 million and purchases of machinery and equipment totaling Baht 5.9 million and net cash used in financing activities amounted to Baht 4.5 million, primarily due to repayments of lease liabilities related to right-of-use assets in accordance with scheduled payment terms, amounting to Baht 3.6 million.