FTI

MANAGEMENT DISCUSSION & ANALYSIS

Q2/2026

"All Solutions of Water"

Financial Highlights

Unit : THB Million	2Q/68	1Q/69	2Q/69	QoQ (%)	YoY (%)	1H25	1H26	YoY (%)
Operating Revenue	199.00	194.68	228.75	17.50%	14.95%	402.79	423.43	5.12%
SG&A	41.99	41.44	43.91	5.96%	4.57%	84.83	85.35	0.61%
	-	-	-	-	-	-	9.70	0.00%
Finance Cost	0.69	0.31	0.17	-45.16%	-75.36%	1.77	0.48	-72.88%
Profit (loss) for the period	11.39	(49.76)	99.40	299.76%	772.70%	19.10	49.64	159.90%
Profit (loss) - Owners of the paren	11.73	(49.56)	99.42	300.61%	747.57%	19.81	49.85	151.64%
กำไร(ขาดทุน)สุทธิต่อหุ้น	0.03	-0.11	0.22			0.04	0.11	

Revenues from sales and services

Revenues in Q2/2026 were THB 228.75 million, representing an increase of THB 34.07 million or 17.50% from Q1/2026, and a increase of THB 29.75 million or 14.95% from Q2/2025.

In the first half of 2026, the company generated revenue from sales of goods and services of 423.43 million baht, an increase of 20.64 million baht, or 5.12%, from the previous year. The company's revenue growth was driven by commercial, industrial, filtration media, and Aquatek product groups, with growth rates of 0.4%, 3%, 26%, and 27%, respectively.

The Company secured Halal certification for its filter media products, driving a 26% year-on-year (YoY) sales increase. Concurrently, the Aquatek brand recorded a 9% YoY growth in water purifier sales.

Costs from sales

Cost of goods sold in Q2/2026 was THB 152.69 million, representing a 6.43% (THB 9.23 million) increase from Q2/2025, and a 13.43% (THB 18.08 million) increase from Q1/2026, which was mainly in line with the increase in revenues.

The gross profit margin In the 1H/2026 was 32.15%, representing an increase of 5.22% from 1H/2025. due to control of raw material costs and import costs.

Selling, General and Administrative Expenses

In the 1H/2026, the company's SG&A expenses totaled 85.35 million baht, an increase of 0.52 million baht, or 0.61 percent, from the 1H/2025. This increase was primarily due to lower administrative expenses resulting from reduced travel expenses for overseas trade shows, higher distribution costs due to increased commission fees in line with sales volume, and higher marketing expenses related to Aquatek brand building. Conversely, there was a decrease in depreciation expenses for dealer store construction.

Financial cost

In the 1H/2026, the company's financial costs amounted to 0.48 million baht, a decrease of 1.29 million baht, or 72.88 percent, from the 1H/2025. This was primarily due to effective cash flow management and inventory management, resulting in a reduction in debt obligations to financial institutions for purchasing goods.

Net Profit - Owners of the parent

The Company reported a net profit attributable to shareholders of THB 49.85 million for 1H/2026 increased by THB 30.04 million or 151.64% from 1H/2025 from the previous year, driven by strong operating results, effective control of product and financial costs, and the recognition of insurance claims revenue.

Capital Structure

FTI reported a debt-to-equity ratio of 0.20 times for Q1/2026, representing a decrease of 0.03 times compared to 2025. The decline was mainly due to effective liquidity management, leading to lower utilization of financial institution facilities for product procurement.

Statements of financial position

Total Assets

As of June 30, 2026, the company had total assets of 904.77 million baht. The company's total assets increased by 10.01 million baht from December 31, 2025. This increase in total assets is primarily due to: an increase in cash on hand of 27.19 million baht; an increase in trade receivables of 12.47 million baht; an increase in advance payments for goods of 12.45 million baht; an increase in outstanding fire insurance claims of 71.04 million baht; a decrease in inventory of 99.97 million baht; and a decrease in land, buildings, and equipment due to depreciation of 13.67 million baht.

Total Liabilities

As of June 30, 2026, the company had total liabilities of 146.24 million baht. The company's total liabilities decreased by 23.45 million baht from December 31, 2025, primarily due to a decrease in short-term loans of 33.56 million baht, an increase in trade payables of 2.09 million baht, and an increase in accrued corporate income tax of 6.88 million baht.

Total Equity

As of June 30, 2026, the company's total shareholders' equity was 758.53 million baht. The company's shareholders' equity increased by 33.46 million baht from December 31, 2025. This increase in shareholders' equity resulted from operating profit of 49.64 million baht and dividend payments of 17.99 million baht.

Cash Flow

In the first half of the year, the company had cash flow from operating activities of 81.70 million baht, mainly from operations of 80.86 million baht, from fire insurance claims of 6.95 million baht, and corporate income tax payments of 6.17 million baht. Cash flow was used in investing activities of 4.01 million baht to purchase land, buildings, and equipment. Cash flow was used in financing activities of 50.49 million baht to repay debts to financial institutions of 33.56 million baht, pay dividends of 17.99 million baht, and pay interest of 0.49 million baht. This resulted in a cash balance at the end of June 2026 of 110.05 million baht, an increase of 27.19 million baht.