

No. FTI-SET-2568/009

August 14, 2025

Re: Management Discussion and Analysis for the Q2/2025

To: The President

The Stock Exchange of Thailand

Function International Public Company Limited (the Company) would like to clarify the operating results for the Q2/2025 which was reviewed by a certified public accountant (CPA) as follows:

The operating results for the second quarter 2025, the Company has total revenue Baht 402.79 million, decreased by Baht 19.87 million or 4.70 percent and Profit owners of the parent for the period Baht 19.81 million, decreased Baht 1.81 million or 8.37 percent, mainly are from as follows:

Operating Results	Consolidated financial statements		Separate financial statements		Movement	
	Q1/2025	Q1/2024	Q1/2025	Q1/2024	Amount	%
Revenues from sales and services	402.79	422.66	402.79	422.66	-19.87	-4.70%
Cost of sales and services	-294.34	-305.54	-293.81	-305.43	-11.20	-3.67%
Gross profit	108.45	117.12	108.98	117.23	-8.67	-7.40%
Other revenues	2.33	1.71	2.69	2.07		
Gain from fair measurement of derivative	-0.13	1.24	-0.13	1.24		
Distribution cost	-41.12	-39.88	-41.12	-39.88	1.24	3.11%
Administrative expenses	-43.71	-49.86	-42.87	-48.9	-6.15	-12.33%
Profit from operating activities	25.82	30.33	27.55	31.76		
Financial income	0.27	0.28	0.26	0.26		
Financial expenses - Interest expenses	-1.77	-4.04	-1.77	-4.04	-2.27	-56.19%
Profit before income tax expenses	24.32	26.57	26.04	27.98		
Income tax expenses	-5.22	-5.4	-5.22	-5.63		
Profit for the Period (Separate)	19.1	21.17	20.82	22.35		
Profit owners of the parent	19.81	21.62	20.82	22.35	-1.81	-8.37%

Revenues from sales and services

In Q2/2025, the Company has revenues from sales and services Baht 402.79 million, decreased from the same period of the previous year Baht 19.87 million or 4.70 percent from industrial products, commercial products, household products. Following decrease in domestic consumption rate and the number of tourists.

Cost of sales and services

In Q2/2025, the Company has cost of sales and services Baht 294.34 million, decreased from the same period of the previous year Baht 11.20 million, in line with the decrease in revenues.

Gross Profit

In Q2/2025, the Company has gross profit Baht 108.45 million, decreased from the same period of the previous year Baht 8.67 million, in line with the decrease in revenues.

Distribution cost

The Company has distribution cost Baht 41.12 million increased from the same period of the previous year Baht 1.24 million because of the increase was mainly from selling expenses and marketing research expenses.

Administrative expenses

In Q2/2025, the Company had administrative expenses of 43.71 million baht, a decrease of 6.15 million baht from the same period of the previous year due to Effective Management.

Financial cost

In Q2/2025, the Company has Interest expenses Baht 1.77 million decreased from the same period of the previous year Baht 2.27 million from decreased loans from financial institutions

Profit for the period

In Q2/2025, the Company has profit for the period of the parent Baht 19.81 million decreased Baht 1.81 million or 8.37 percent.

Financial position

Total assets

The Company has total assets Baht 900.87 million, decreased Baht 85.37 million. Mainly from the decreased, Inventories Baht 56.72 million, decreased from the Payment of deposit for goods Baht 21 million, decreased from the Prepaid expenses Baht 1.75 million, decreased from the Depreciation expenses Baht 8.88 million and increased from the cash on hand Baht 6.46 million

Total liabilities

In Q2/2025, the Company has total liabilities Baht 177.55 million, decreased from the end of previous year at Baht 86.47 million mainly from decreased loans from financial institutions 95.25 million and increased Trade and other current payables 8.25 million

Shareholder's equity

In Q2/2025, the Company has shareholder's equity Baht 723.31 million, increased from the end of previous year at Baht 1.10 million, mainly from the profit from operation. and decreased from the dividend paid

Please be informed accordingly.

Yours sincerely,

(Mr. Kaweewat Siriwongmongkol)

Chief Financial Officer