FTI

MANAGEMENT DISCUSSION & ANALYSIS

Q2/2026

"All Solutions of Water"

Financial Highlights

Unit : THB Million	2Q/25	1Q/26	2Q/26	QoQ (%)	YoY (%)	1H25	1H26	YoY (%)
Operating Revenue	199.00	194.68	228.75	0.18	0.15	402.79	423.43	5.12%
SG&A	41.99	41.44	43.91	0.06	0.05	84.83	85.35	0.61%
	-	-	-	-	-	-	9.70	0.00%
Finance Cost	0.69	0.31	0.17	(0.45)	(0.75)	1.77	0.48	-72.88%
Profit (loss) for the period	11.39	(49.76)	99.40	3.00	7.73	19.10	49.64	159.90%
Profit (loss) - Owners of the parent	11.73	(49.56)	99.42	3.01	7.48	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 increasing of THB 34.07 million or 17.50% from Q1/2026, and increasingd 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 increasing 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 increasing. Concurrently, the Aquatek brand recorded a 9% YoY growth in water purifier sales.

In the second quarter of 2026, the company recognized a profit difference of 9.70 million baht from the fire incident, comprising insurance claim income of 78.65 million baht in the second quarter of 2026 and fire-related expenses of 68.94 million baht in the first quarter. The company received full insurance claim payments in July 2026.

Costs from sales

In the second quarter of 2026, the company's cost of sales amounted to 152.69 million baht, an increasing of 18.08 million baht, or 13.43%, from the first quarter of 2026, and an increasing of 9.23 million baht, or 6.43%, from the second quarter of 2025, which was mainly in line with the increasing in revenues.

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

Selling, General and Administrative Expenses

In the second quarter of 2026, the company's distribution costs and administrative expenses amounted to 43.91 million baht, an increasing of 2.47 million baht, or 5.96%, from the first quarter of 2026, and an increasing of 1.92 million baht, or 4.57%, from the second quarter of 2025.

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

Financial cost

In the second quarter of 2026, the company's financial costs amounted to 0.17 million baht, a decreasing of 0.14 million baht, or 45.16%, from the first quarter of 2026, and a decreasing of 0.52 million baht, or 75.36%, from the second quarter of 2025.

In the 1H/2026, the company's financial costs amounted to 0.48 million baht, a decreasing 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

In the second quarter of 2026, the company reported a net profit of 99.40 million baht, an increasing of 149.16 million baht, or 299.15%, from the first quarter of 2026, and an increasing of 88.01 million baht, or 772.70%, from the second quarter of 2025. This was primarily due to the recognition of insurance compensation income of 78.65 million baht in the second quarter of 2026 and the recognition of fire-related expenses of 68.94 million baht in the first quarter.

The Company reported a net profit of THB 49.64 million for 1H/2026 increasing by THB 30.54 million or 159.90% 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.

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 increasing by 10.01 million baht from December 31, 2025. This increasing in total assets is primarily due to: an increasing in cash on hand of 27.19 million baht; an increasing in trade receivables of 12.47 million baht; an increasing in advance payments for goods of 12.45 million baht; an increasing in outstanding fire insurance claims of 71.04 million baht; a decreasing in inventory of 99.97 million baht; and a decreasing 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 decreasing by 23.45 million baht from December 31, 2025, primarily due to a decreasing in short-term loans of 33.56

million baht, an increasing in trade payables of 2.09 million baht, and an increasing 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 increasing by 33.46 million baht from December 31, 2025. This increasing 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 increasing of 27.19 million baht.