

Executive Summary

In Q1/2026, the Company's total revenue decelerated on a year-on-year basis, in line with the limited recovery of both the domestic and global economies, coupled with headwinds from subdued consumer purchasing power and a slowdown in exports across multiple industries.

Nevertheless, the Company maintained its profitability on a sustained basis, with net profit increasing from the previous year as a result of effective cost management, a shift in the product mix towards higher value-added products, and a continued focus on the sale of products with favourable gross profit margins.

Furthermore, towards the end of the quarter, heightened tensions and conflict in the Middle East gave rise to concerns over global supply chain disruptions and raw material costs, prompting certain customers to accelerate their orders in order to build up inventories. This contributed to an improvement in the Company's sales towards the latter part of the quarter.

Sustained growth in gross profit margin and net profit despite an economic slowdown

Notwithstanding the sluggish economic conditions both domestically and internationally, the Company has continued to deliver sustained growth in gross profit margin and net profit. This has been achieved through effective cost management, including strategic raw material price negotiations, production cost optimisation, and ongoing control of operating expenses, all of which have contributed to a meaningful improvement in the Company's profitability over the long term.

Continued focus on expanding sales of filmic and specialty product segments

The Company continues to refine its product mix by prioritising the expansion of sales in filmic labels and specialty products, which are higher value-added product segments commanding superior gross profit margins relative to standard products. The Company has successfully sustained growth in these segments, thereby supporting consistent improvements in both gross profit margin and net profit.

Expanding the growth base towards essential consumer products

PMC is expanding its growth base into product categories related to daily consumption and essential living, which sustain consistent demand even during economic downturns, such as food, beverages, consumer goods, and hygiene products. This strategy enables the Company to maintain revenue stability and mitigate the impact of economic volatility to a certain extent.

Q1/2026 Financial Summary

- Total revenue was 211.4 million baht, with net sales of 210.3 million baht, an increase of 9.3% compared to Q4/2025, but a decrease of 4.7% year-over-year (YoY).
- Gross profit was 50.5 million baht, an increase of 6.9% year-over-year (YoY) and an increase of 14.0% compared to Q4/2025. The Company has continued to improve its gross profit margin, reaching 24.0% in Q1/2026.
- EBITDA was 32.8 million baht, an increase of 18.5% compared to Q4/2025, and an increase of 11.1% year-over-year (YoY).
- Net profit was 19.0 million baht, an increase of 26.6% compared to Q4/2025, and an increase of 21.0% year-over-year (YoY).

Consolidated Income Statement for Q1/2026

Unit: Million Baht	Quarter					3 Months		
Consolidated Financial Statement	Q1/2026	Q4/2025	Q1/2025	% QoQ	% YoY	YTD 2026	YTD 2025	% YoY
Revenue from goods and services	210.32	192.49	220.78	9.3%	(4.7%)	210.32	220.78	(4.7%)
Gain on exchange rate	0.60	1.60	-	(62.6%)	--	0.60	0.00	--
Other income	0.43	0.97	0.29	(55.6%)	50.4%	0.43	0.29	50.4%
Total Revenue	211.35	195.06	221.06	8.3%	(4.4%)	211.35	221.06	(4.4%)
Cost of sales	159.80	148.18	173.50	7.8%	(7.9%)	159.80	173.50	(7.9%)
Gross Profit (excluding other revenue)	50.52	44.32	47.28	14.0%	6.9%	50.52	47.28	6.9%
Loss on exchange rate	-	-	0.39	--	(100.0%)	0.00	0.39	(100.0%)
Selling expenses	9.60	8.94	9.89	7.4%	(2.9%)	9.60	9.89	(2.9%)
Administrative expenses	15.93	16.85	14.46	(5.4%)	10.2%	15.93	14.46	10.2%
EBITDA	32.78	27.66	29.52	18.5%	11.1%	32.78	29.52	11.1%
Depreciation	6.76	6.56	6.69	3.0%	1.1%	6.76	6.69	1.1%
EBIT	26.02	21.10	22.83	23.3%	14.0%	26.02	22.83	14.0%
Financial cost	2.34	2.70	3.16	(13.6%)	(26.1%)	2.34	3.16	(26.1%)
EBT	23.68	18.39	19.67	28.7%	20.4%	23.68	19.67	20.4%
Income tax	4.68	3.38	3.97	38.4%	17.9%	4.68	3.97	17.9%
Net Profit	19.00	15.01	15.70	26.6%	21.0%	19.00	15.70	21.0%

Financial Performance

Revenue

Revenue from sales and services amounted to 210.3 million baht, a decrease of 4.7% compared to the same quarter of the previous year. This was primarily attributable to the continued economic slowdown both domestically and internationally, which resulted in demand across multiple industries remaining below full recovery, compounded by pricing competition in certain markets.

Sales & Services Revenue Structure

PMC derives its revenue from four principal product groups: Paper Labels, Filmic Labels, Specialty Labels, and Other Products, with sales proportions of 50%, 23%, 22% and 5% respectively.

Unit: Million Baht	Quarter					3 Months		
Sales and Services by Product Group	Q1/2026	Q4/2025	Q1/2025	% QoQ	% YoY	YTD 2026	YTD 2025	% YoY
Paper	105.14	97.15	119.63	8.2%	(12.1%)	105.14	119.63	(12.1%)
Film	48.12	47.03	49.39	2.3%	(2.6%)	48.12	49.39	(2.6%)
Others	9.91	9.91	10.60	(0.0%)	(6.5%)	9.91	10.60	(6.5%)
Specialty	47.16	38.40	41.15	22.8%	14.6%	47.16	41.15	14.6%
Total Sales	210.32	192.49	220.78	9.3%	(4.7%)	210.32	220.78	(4.7%)

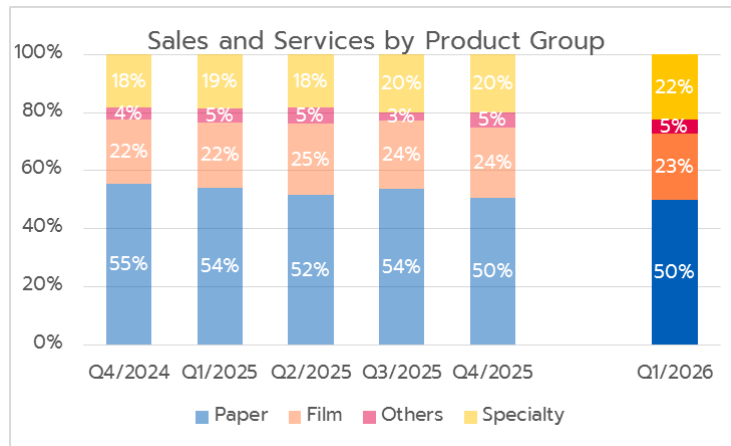
Paper Labels: Revenue from sales of paper labels was 105.1 million baht in Q1/2026, an increase of 8.2% from the previous quarter due to the recovery of orders from certain customer segments. However, compared to the same quarter of the previous year, sales decreased by 12.1%, as the segment continued to be affected by the economic slowdown and intense pricing competition, particularly in standard product categories.

Filmic Labels: Revenue from sales of filmic labels was 48.1 million baht in Q1/2026, an increase of 2.3% from the previous quarter, driven by the recovery of orders towards the end of the quarter and accelerated purchasing by some customers amid concerns over the conflict in the Middle East. However, compared to the same quarter of the previous year, sales decreased by 2.6% owing to the slowdown in demand in both domestic and international markets, in line with the limited economic recovery, as well as intense pricing competition in certain industry segments.

Specialty Labels: Revenue from sales of specialty labels was 47.2 million baht in Q1/2026, an increase of 22.8% from the previous quarter and an increase of 14.6% year-over-year (YoY). This was primarily driven by the growth of sales in digital printing labels and double-layer adhesive labels.

PMC Label Materials Public Company Limited Management Discussion & Analysis Q1/2026

Other Products: “Other Products” comprise sales of miscellaneous products, which may include label types not classified under the above categories or other minor product lines.

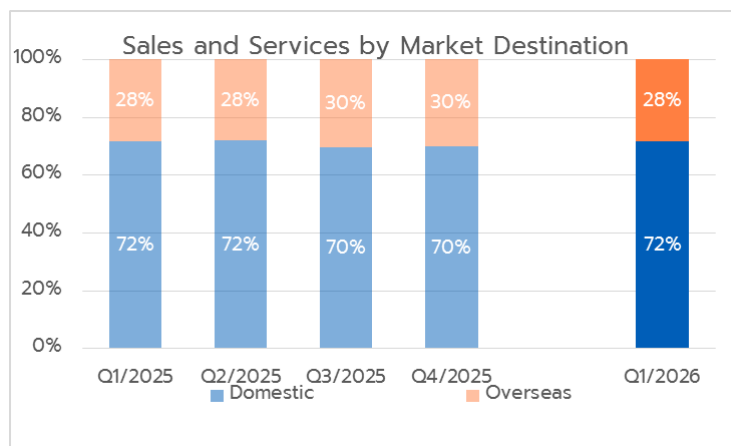


Revenue Structure by Region

The revenue structure can be divided into domestic revenue and revenue from overseas, which represent 72% and 28% of PMC’s total sales and services revenue in Q1/2026, respectively. The proportion of sales in international markets continued to face headwinds from the economic slowdown in certain countries, coupled with intense pricing competition, particularly in standard product categories.

Unit: Million Baht Sales & Services by Market Destination	Quarter					3 Months		
	Q1/2026	Q4/2025	Q1/2025	% QoQ	% YoY	YTD 2026	YTD 2025	% YoY
Domestic	151.14	134.76	158.21	12.2%	(4.5%)	151.14	158.21	(4.5%)
Overseas	59.19	57.74	62.57	2.5%	(5.4%)	59.19	62.57	(5.4%)
Total Sales	210.32	192.49	220.78	9.3%	(4.7%)	210.32	220.78	(4.7%)

Remark: Intercompany transaction Elimination



Cost of Goods Sold and Gross Profit

Cost of goods sold in Q1/2026 amounted to 159.8 million baht, an increase of 7.8% from the previous quarter, in line with the increase in sales volume. However, cost of goods sold decreased by 7.9% compared to the same quarter of the previous year. Gross profit margin stood at 24%, improving from 23% in the preceding quarter.

Management's Outlook on Business Trends for 2026

The Company anticipates that in 2026, the global economy will continue to face uncertainties arising from multiple factors, including geopolitical conflicts in the Middle East and Europe, energy price volatility, inflationary trends in various countries, and the economic slowdown in China, as well as uncertainty surrounding the economic and trade policies of major powers, particularly the United States. These factors are expected to weigh on consumer confidence, production costs, and the global export sector.

For Thailand, the National Economic and Social Development Council (NESDC) expects the Thai economy in 2026 to continue expanding, supported by private consumption, private sector investment, and the recovery of the tourism sector. Meanwhile, the low policy interest rate environment is expected to support liquidity and economic activity. However, the overall economy remains fragile due to unevenly distributed purchasing power recovery, elevated household debt levels, and continued volatility in energy and logistics costs. Regarding the conflict in the Middle East, the Company considers this a factor requiring close monitoring, as it may affect crude oil prices, international logistics costs, and raw material prices related to the petrochemical industry, which are key inputs for filmic and adhesive products. Should the situation persist, it could create additional inflationary and cost pressures across the global supply chain. Despite these challenges, the Company believes that demand for products in the consumer goods, food, beverages, pharmaceutical, and logistics sectors—which are the principal industries utilising the Company's adhesive label products—remains essential for daily living and sustains continuous demand, thereby enabling the Company to maintain its revenue levels and growth over the long term.

Maintaining Revenue and Profit Growth

PMC remains focused on its strategy of retaining the existing customer base whilst expanding into new markets, both domestically and internationally, with emphasis on markets that still offer growth potential and appropriate purchasing power, particularly within the ASEAN region and industries related to consumer goods, food, beverages, and essential daily products.

At the same time, the Company continues to increase the proportion of sales from higher value-added products, such as filmic labels and specialty labels, which command superior gross profit margins compared to standard products, as well as developing products aligned with sustainability and environmental trends to enhance competitiveness and sustain long-term profitability.

Cost and Expense Management to Support Gross and Net Profit Growth

Amid continued volatility in raw material and logistics costs, the Company places strong emphasis on efficient cost management across all processes, particularly supply chain management, diversification of raw material sourcing, optimisation of inventory levels, and supplier negotiations to maintain competitive cost levels.

Furthermore, the Company continues to focus on enhancing production efficiency, reducing waste in the manufacturing process, and managing energy costs on an ongoing basis, in order to support the growth of gross profit margin and net profit, whilst strengthening the Company's financial resilience and long-term competitiveness.

Sustainable Development

In 2026, PMC Label Materials Public Company Limited continues to drive its business under the vision of "Journey to the Green Future", with a focus on holistic growth under the "Hybrid Growth" strategy, which emphasises building market strength alongside systematic and fact-based sustainability management – a recognition the company has held since.

PMC Label Materials Public Company Limited Management Discussion & Analysis Q1/2026

On the environmental dimension, management is committed to enhancing resource efficiency through the promotion of renewable energy from the Solar Rooftop project to help control costs and reduce atmospheric impact on an ongoing basis. The Company also continues its research and development of environmentally friendly label products, including water-based adhesive materials and innovations that support packaging recycling processes, in response to the increasing global demand for environmental responsibility, with the aim of minimising production waste to the fullest extent possible given current technological capabilities. On the social dimension, the Company believes that the most important foundation is the safety and quality of life of its employees. The Company therefore accords the highest priority to improving the working environment and continuously enhancing accident prevention measures to minimise operational risks in accordance with international standards, whilst instilling a culture of social responsibility through learning and community engagement activities. On the governance dimension, the Company upholds transparency and ethics as the core principles of its business operations, with an emphasis on compliance with good corporate governance practices and anti-corruption in all forms, to assure stakeholders that all growth is achieved fairly and with full accountability. Management believes that steady progress built on a foundation of responsibility and adaptability to changing circumstances will be a key factor enabling PMC to deliver sustainable value to society and achieve shared success with all stakeholders throughout 2026.

PMC Investor Relations:

Email: ir@pmclabel.com

Disclaimer: This document may contain certain information relating to forward-looking projections based on various relevant factors, which are subject to risks and uncertainties. Such information includes, but is not limited to, business plans, strategies, and beliefs of the Company, as well as other information that does not constitute historical fact. Examples of forward-looking terminology include "may", "will", "expect", "intend", "estimate", "believe", "continue", "plan", or any other words of similar import. Although such projections have been prepared based on assumptions and beliefs of management using information currently available, these assumptions remain subject to risks and uncertainties that may cause actual results, performance, or achievements to differ materially from those anticipated by the Company. Accordingly, users of such information should exercise caution in relying upon the foregoing. Furthermore, the Company and its management/employees cannot control or guarantee the relevance, timing, or accuracy of such statements