

## Translation

### MD&A

#### SAHAMITR PRESSURE CONTAINER PUBLIC COMPANY LIMITED

For the three-month period ended June 30, 2022

Major attributes to the Company's operating performance variations between Q2/2022 and Q2/2021 are:

1. Total sale revenues increased Baht 258.52 million (22.7%) from Baht 1,137.16 million to Baht 1,395.68 due to continuing demands from major customers in the North America resulting from trade war between the U.S and China, still make Thai has advantage over China. Moreover, the Company increased selling prices affected from cost of raw materials increased. Since 90% of Company's sales are export sales, the Company benefits from weaker value of Baht currency.
2. Cost of sales increased Baht 164.51 million (19.7%) from Baht 836.47 million to Baht 1,000.98 million in concurrent with an increase in total sale revenues. Moreover, steel price of Q2/2022 greatly increased from Q2/2021 which the Company already increased selling price regarding an increase in cost of steel.
3. Gross profit increased Baht 94.01 million (31.3%) from Baht 300.69 million to Baht 394.70 million. At the same time, gross profit margin increased from 26.4% to 28.3% because the sale proportion of large cylinders which have better gross profit margin increased. Moreover, the company adjusted selling price regarding an increase in cost of steel and Baht currency was weaker by 9%, the company, as an exporter, gained benefit from exchange rate.
4. Other Incomes increased Baht 12.78 million (17.8%) from Baht 71.88 million to Baht 84.66 million from revenue from scrap sale increased in concurrent with an increase in steel market price.
5. Administrative Expenses increased Baht 29.00 million (54.8%) from Baht 52.90 million to Baht 81.90 million because unrealized loss from exchange rate resulting from outstanding liabilities in foreign currency at the end of the period. Moreover, in this quarter, the company wrote off disposal assets. Consulting fee and Professional fees also increased.
6. Finance Costs increased Baht 2.50 million (109.6%) from 2.28 million to 4.78 million because liabilities from imported raw materials increased regarding to raw material price increased. At the same time, interest rate increased in concurrent with interest market rate.
7. Income tax increased Baht 16.22 million (37.4%) from Baht 43.33 million to Baht 59.55 million in concurrent with an increase in operational profit at the same tax rate of 20%

8. Profit for the period increased Baht 67.57 million (38.8%) from Baht 174.07 million to Baht 241.64 million because of an increase in sale revenues, better profitability and an increase in other revenue, net with an increase in expenses.

Yours sincerely,

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Mr. Surasak Urpsirisuk

Chairman of the Executive Board and Managing Director