



OCEAN GLASS PUBLIC COMPANY LIMITED

Management Discussion and Analysis
Consolidated Financial Results
for the period ended of June 30, 2025

Summary Performance

For the quarter 2/2025

Ocean Glass Public Company Limited and its subsidiaries ("the Company") reported revenue from sales of Baht 379.51 million, decreased by 7.59% compared to the same quarter last year. Sales declined in key Asian markets, including China, Hong Kong, South Korea, and Taiwan, except for India, which continued to show strong growth. Sales in Thailand also decreased. The main reasons were uncertainties surrounding the U.S. import tariff assessments and pending definitive outcomes from trade negotiations between the United States and China, which caused customers across the region to postpone orders. Additionally, the domestic economic situation in Thailand significantly impacted sales through hotel and restaurant channels in the second quarter. However, sales in Thailand showed strong growth in the online sales channel, increasing by 67.86% compared to the same quarter last year, driven by ongoing online promotional activities. The Company expects sales to grow in the upcoming quarters following clearer agreements on import tariffs between the U.S. and other countries. Thailand is anticipated to receive import tariff rates on par with those of other Southeast Asian countries.

In terms of gross profit margin, the Company was able to maintain selling prices for the crystalline products, which has a strong gross profit margin. In addition, the main production cost, energy expenses, decreased starting from the fourth quarter of 2024 due to lower energy prices. Continuous improvements in production cost management also led to more efficient energy usage. As a result, the Company maintained a gross profit margin of 39.75%, which is higher compared to the same quarter of the previous year.

The Company's expenses related to temporary production shutdown decreased by 8.10% compared to the same quarter last year, reflecting ongoing efforts to manage production costs more efficiently. Furthermore, the Company continued to implement measures to control selling and administrative expenses. As a result, the Company recorded a net loss of 28.67 million baht, representing a 37.05% improvement compared to the same period last year. This translates to a net loss per share of 1.34 baht, also improved by 37.38% from the previous year.

For Six-month Period of 2025

The company reported total revenues of Baht 791.63 million, a slight decrease of 0.59% compared to the same period last year. Sales revenue amounted to Baht 782.10 million, down 0.56% compared to the same period last year. Domestic sales declined by 1.76%, mainly due to reduced demand from the hotel and restaurant sectors and a pause in spending by beverage company customers on promotional products. However, retail sales through department stores and online channels increased, benefiting from the Easy E-Receipt program. Meanwhile, export sales decreased marginally by 0.03% compared to the previous year. The slowdown in orders from the Asia, Asia-Pacific, and ASEAN regions during the second quarter was significant, primarily due to geopolitical uncertainties related to U.S. import tariffs.

In terms of gross profit margin, the Company was able to maintain its selling prices by managing the product mix in line with targets, along with continuous marketing efforts for the crystalline products, which maintains a strong gross profit margin. Additionally, energy costs, a major component of product expenses, declined starting from the fourth quarter of 2024 due to lower prices. Ongoing improvements in production cost management also led to more efficient energy use. As a result, the Company achieved a gross profit margin of 37.59%, an increase compared to the same period last year.

The Company continues to control selling and administrative expenses including inventory management, which resulted in reversal of inventory provision in this period. However, the temporary shutdown expenses from inventory management increased by 2.90% compared to the same period last year. This resulted in total net loss of Baht 57.36 million (net loss has been reduced from H1/2025 at the rate of 32.08%), equivalent to net loss per share of 2.69 Baht (net loss per share has been reduced from H1/2025 at the rate of 32.07%).

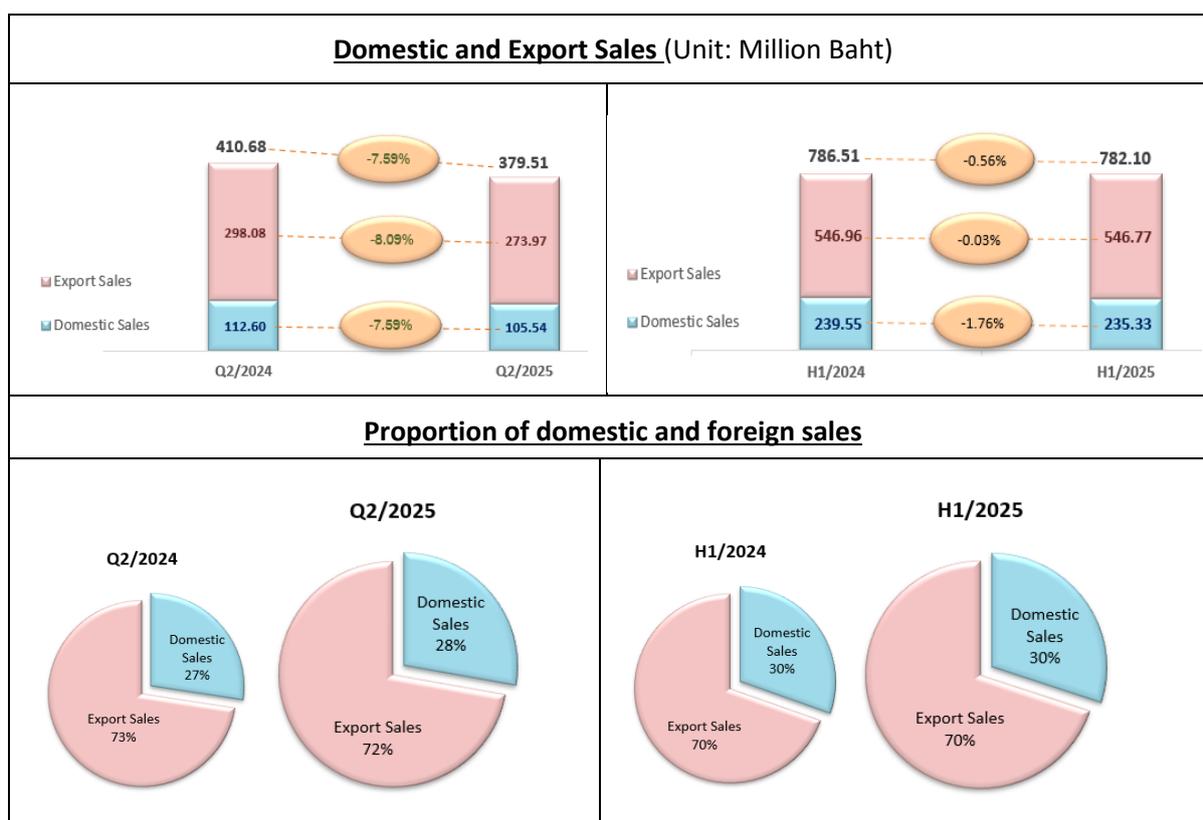
Operating Results for the quarter 2/2025, End of June 30, 2025

(Million Baht)

Statement of Comprehensive Income	Quarterly		Change (%)	Six-month End June 30,		Change (%)
	2/2025	2/2024		2025	2024	
Revenue from sales	379.51	410.68	-7.59	782.10	786.51	-0.56
<u>Domestic Sales</u>	105.54	112.60	-6.27	235.33	239.55	-1.76
- Domestic Sales - Traditional Offline	99.16	108.80	-8.87	221.44	228.43	-3.06
- Domestic Sales - E-Commerce	6.38	3.80	67.86	13.89	11.12	24.94
<u>Export Sales</u>	273.97	298.08	-8.09	546.77	546.96	-0.03
Foreign exchange gain	-	2.56	-100.00	0.83	5.25	-84.17
Other income	4.67	2.95	57.91	8.70	4.57	90.49
- Freight income	1.10	0.84	30.53	2.53	1.92	31.86
- Other	3.57	2.11	68.86	6.17	2.65	132.98
Total revenues	384.18	416.19	-7.69	791.63	796.33	-0.59
Cost of goods sold	228.66	272.34	-16.04	488.08	516.39	-5.48
Temporary shutdown expenses	50.76	55.23	-8.10	107.54	104.51	2.90
Loss on the decline in value of inventory	12.36	11.32	9.11	9.70	17.24	-43.77
Distribution costs	77.23	71.78	7.59	158.69	147.29	7.74
Administrative expenses	35.01	50.40	-30.52	69.75	92.33	-24.45
Foreign exchange loss	1.11	-	N/A	-	-	N/A
Total expenses	405.13	461.07	-12.13	833.76	877.76	-5.01
Profit (loss) from operating activities	(20.95)	(44.88)	-53.32	(42.13)	(81.43)	-48.27
Finance costs	14.85	13.03	13.94	28.86	24.36	18.49
Profit (loss) before income tax	(35.80)	(57.91)	-38.18	(70.99)	(105.79)	-32.89
Income tax expenses (income)	(7.13)	(12.36)	-42.35	(13.63)	(21.35)	-36.12
Profit (loss) for the period	(28.67)	(45.55)	-37.05	(57.36)	(84.44)	-32.08
Other comprehensive income (loss) for the period	(0.54)	0.26	-309.96	(0.61)	1.36	-144.37
Total Other comprehensive income (loss) for the period	(29.21)	(45.29)	-35.48	(57.97)	(83.08)	-30.23
Basic earnings (loss) per share (Baht)	(1.34)	(2.14)	-37.38	(2.69)	(3.96)	-32.07

1. Revenues

- For Q2/2025, the Company reported total revenue of Baht 384.18 million, decreased by 7.69% which comprised revenue from sales of Baht 379.51 million, decreased by 7.59% compared to Q2/2024, the decrease was primarily due to international sales from customers in China, Vietnam, South Korea, and Americas. Domestic sales declined primarily due to hotel and restaurant business as well as beverage customers that delayed spending on their promotional products. Meanwhile, online sales grew by 67.86% compared to the same quarter last year, driven by continued online promotions. Domestic and international sales portions are 28% and 72%, respectively.
- For H1/2025, the Company reported total revenue of Baht 791.63 million, decreased by 0.59%. Total revenue from sales was Baht 782.10 million, decreased by 0.56% compared to H1/2024. The sales decreased both in Domestic sales and Export sales. Domestic and export sales portions are 30% and 70%, respectively.



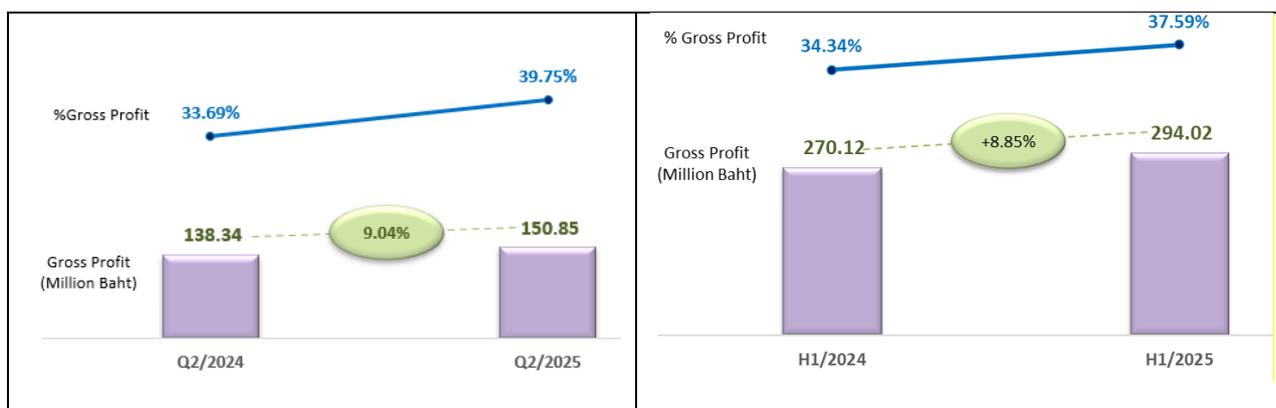
- The Company recorded loss on foreign exchange of Baht 1.11 million in Q2/2024 and recorded gain on foreign exchange in H1/2025 of Baht 0.83 million, primarily from an appropriated hedging policy on foreign exchange currency's forward contracts. Although there was an impact from the rapidly weakening US dollar (which is the main currency of export sales) against Thai Baht during the period.
- Other Income, the Company reported other income of Q2/2025 and H1/2025 in the amount of Baht 4.67 million and Baht 8.70 million, respectively, primarily from shipping fees, the sale of depreciated machinery equipment, and the sale of scraps and materials.

2. Cost of goods sold

For Q2/2025, Costs of goods sold presented at Baht 228.66 million, decrease by 16.04% compared to Q2/2024. While, H1/2025, Costs of goods sold presented at Baht 488.08 million, decrease by 5.48% compared to H1/2024 following the increase in the volume of sold products in similar proportion. The energy cost, which is the main cost of the products, has been decreased significantly since Q4/2024, resulting to the percentage rate decrease in cost of goods sold is higher than the percentage rate decreased in sales.

3. Gross profit and gross profit margin

For Q2/2025, Gross profit presented at Baht 150.85 million, increased by 9.04%, compared to Q2/2024. The gross profit margin is 39.75% of sales, higher than Q2/2024 at 33.69%. While, H1/2025, Gross profit presented at Baht 294.02 million, increased by 8.85%, compared to H1/2024. The gross profit margin is 37.59% of sales, higher than H1/2024 at 34.34%. The increase in gross profit margin was mainly due to energy costs significantly decreased since Q4/2024 and maintaining the sales proportion of products (Product Mix) in line with the target. As well as the continuously marketing activities to promote sales in Crystalline products which has a good gross profit.



4. Temporary shutdown expenses

For Q2/2025, temporary shutdown expense was reported at Baht 50.76 million, decreased by 8.10% compared to Q2/2024. While, H1/2025, the temporary shutdown expense was reported at Baht 107.54 million, increased by 2.90% compared to H1/2024, this increase resulted from inventory management efforts to balance the inventory level with the sales volume.

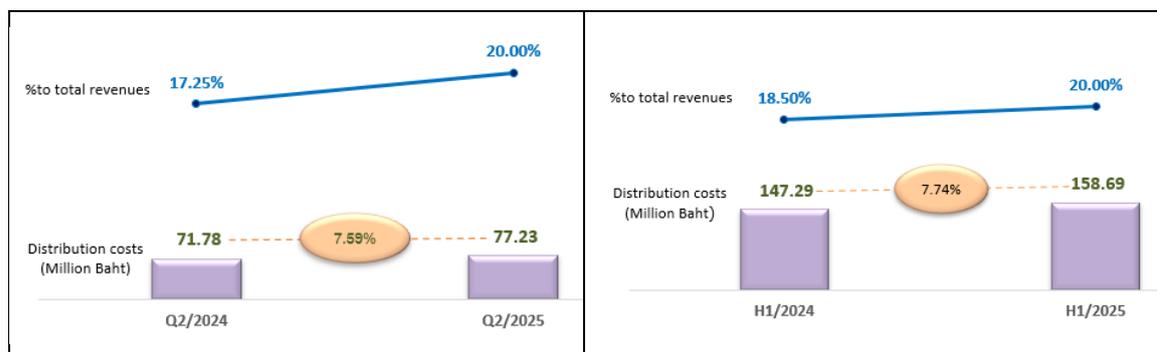
5. Loss on the decline in value of inventory

For Q2/2025, the loss on the decline in value of inventory presented at Baht 12.36 million, increased by 9.11% compared to Q2/2024 due to revalue of obsolete finished products, spare parts, and raw materials.

For H1/2025, the loss on the decline in value of inventory presented at Baht 9.70 million, decreased by 7.54% compared to H1/2024 due to reversal of gradual sales of Crystalline products that recognised loss from net realisable value since last year, net off obsolescence of finished products, spare parts, and raw materials.

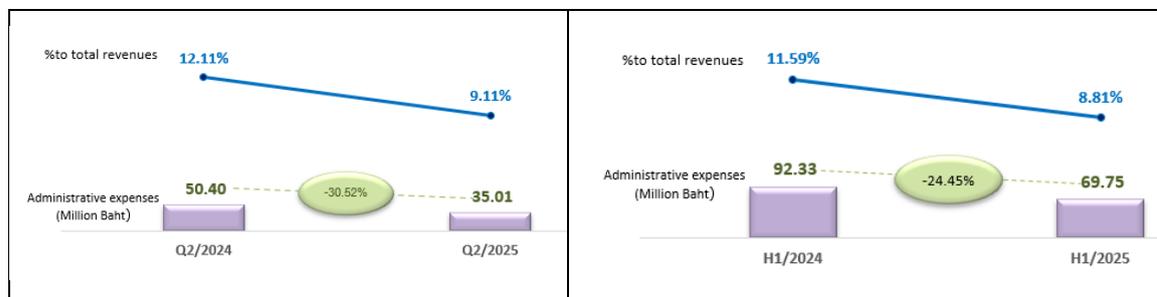
6. Distribution costs

For Q2/2025, Distribution costs presented at Baht 77.23 million, increased by 7.59% compared to Q2/2024. While, H1/2025, Distribution costs presented at Baht 158.69 million, increased by 7.74% compared to H1/2024, primarily due to marketing activities and promotion expenses to support in both domestic and international sales, including transportation costs for both domestic and export sales along with increment in sales volume during the period.



7. Administrative expense

For Q2/2025, Administrative expenses are presented at Baht 35.01 million, decreased by 30.52% compared to Q2/2024. While, H1/2025, Administrative expenses are presented at Baht 69.75 million, decreased by 24.45% compared to H1/2024. The decrease was mainly due to the recognition of a loss from the impairment and write-off of assets related to furnace repairs recorded in 2024.

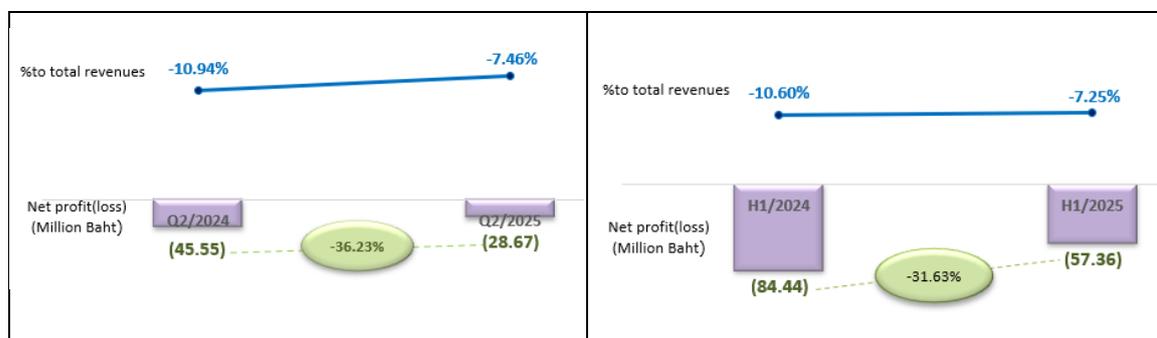


8. Finance costs

For Q2/2025, finance costs amounted to Baht 14.85 million, an increase of 13.94% compared to Q2/2024. For the first half of 2025, finance costs totaled Baht 28.86 million, up 18.49% from the same period last year, primarily due to increased financing to support the Company’s operating and investment activities.

9. Net Profit (Loss) and Net Profit (Loss) Margin

For Q2/2025, the Company reported a net loss of Baht 28.67 million, or net loss of 1.34 Baht per share. While, H1/2025, the Company reported a net loss of Baht 57.36 million, or net loss of 2.69 Baht per share.



10. Other comprehensive income (loss)-net of income tax

For Q2/2025, the Company reported an other comprehensive loss net of income tax of Baht 0.54 million, compared to an other comprehensive gain of Baht 0.26 million in Q2/2024. This primarily resulted from recognizing gains and losses on currency translation differences from the consolidation of overseas subsidiaries’ financial statements.

For H1/2025, the Company recorded an other comprehensive loss net of income tax of Baht 0.61 million, compared to an other comprehensive gain of 1.36 million baht in the same period of 2024, also due to currency translation differences from overseas subsidiaries.

Financial Position as at June 30, 2025

	(Million Baht)		
	June 30, 2025	December 31, 2024	Change (%)
Current Assets	1,517.77	1,522.09	-0.28
Non-Current Assets	2,363.40	2,405.16	-1.74
Total Assets	3,881.17	3,927.25	-1.17
Current Liabilities	1,615.27	1,602.56	0.79
Non-Current Liabilities	475.44	476.26	-0.17
Total Liabilities	2,090.71	2,078.82	0.57
Total Shareholders' Equity	1,790.46	1,848.43	-3.14
Total Liabilities and Shareholders' Equity	3,881.17	3,927.25	-1.17
Current Ratio (times)	0.94	0.95	
Debt to Equity Ratio (times)	1.17	1.12	



Total Assets

As of June 30, 2025, the Company had total assets of Baht 3,881.17 million, decreased by 1.17%. Current assets amounted to Baht 1,517.77 million decreased by 0.28%, mainly from the reduction in accounts receivable balances. Non-current assets totaled Baht 2,363.40 million, decrease by 1.74% as a net result of depreciation expenses and additional investment in machinery and equipment during the period.

Total Liabilities

Total liabilities presented at Baht 2,090.71 million, increased by 0.57% from the increment of short-term loans to be used for managing operation cash flow.

Total Shareholders' Equity

Total shareholders' equity presented at Baht 1,790.46 million, decreased by 3.14% from the recognition of net loss during the period.