# 2Q 2026: Management Discussion and Analysis

## 2Q 2026 Highlights

For the three-month period ended 30 June 2026, Samart Corporation Public Company Limited or "SAMART" recorded the total revenues of Baht 2,838 million, increased by Baht 436 million or 18% YoY. The main cause was the increase in revenue from contract work across all 3 main business lines: Utilities and Transportations business grew from the power substation construction business operated under Teda Company Limited, Digital Communications business from the revenue of device installation for The Ministry of Interior of the Kingdom of Thailand (MOI) Project, and Digital ICT Solution business from the continuous growth in government contract projects. Meanwhile, compared to the previous quarter, the total revenues decreased slightly by Baht 5 million or 0.2 QoQ.

The Company had the gross profit of Baht 576 million, increased by Baht 8 million or 1% YoY, while the gross profit decreased by Baht 30 million or 5% QoQ.

The gross profit margin was 20.5%, decreased by 3.5% from 24.0% YoY, and decreased by 0.9% from 21.4% QoQ. The decrease in gross profit margin was primarily due to a higher proportion of revenue from contract work in this quarter, as the margin from contract work is lower than the margin from service revenue. This resulted in a decrease in the overall gross profit margin for this quarter.

The Company reported the consolidated net profit attributable to equity holders of the Company of Baht 141 million, decreased by Baht 19 million or 12% YoY, while slightly increased by Baht 2 million or 1% QoQ.

For the six-month period ended June 30, 2026, compared to the same period of the previous year, the Company had total revenue of Baht 5,679 million, increased by Baht 381 million or 7% YoY. and net profit attributable to equity holders of the Company of Baht 280 million, increased by Baht 64 million or 30% YoY.

### Business and Industry Overview

Samart Corporation Public Company Limited operates through three core business segments: Digital Communications, Digital ICT Solution, and Utilities and Transportations. These three businesses line cover digital communication systems, information technology and solutions, infrastructure businesses, as well as air traffic management services. Each business line has distinct expertise and operating models, encompassing project-based operations, service business, and infrastructure management. This enables the Company to maintain a diversified business portfolio and expand business opportunities across industries.

In terms of strategy, the Company focuses on further leveraging the expertise and capabilities of each business segment, while efficiently managing and delivering its existing projects. The Company also continues to pursue new projects and business opportunities that aligned with the Group Company capabilities. In 2Q26, the Company continued to make steady progress in all business segments. At the same time, the Company closely monitors economic conditions and the business environment, both domestically and internationally, including economic volatility, geopolitical developments, and other factors that may affect its operations. This enables the Company to adjust its management approach in response to changing circumstances, helping to maintain operational continuity and support opportunities for further business expansion.

### SAMART's performance by business lines;

Samart Corporation PCL., divided its businesses into 3 lines of business

1) Digital Communications Business or "SDC"
2) Digital ICT Solution Business or "SAMTEL"
3) Utilities and Transportations Business

### Digital Communications Business
### (Samart Digital PCL. or "SDC")

The Digital Communications business will focus on the full service of Digital Trunked Radio System (DTRS), which covers the key areas nationwide. By the end of 2Q26, Digital Communications business had total backlog worth Baht 154 million.

### Digital ICT Solution Business
### (Samart Telcoms PCL. or "SAMTEL")

In this quarter, the new projects were signed with the total value of THB 2,358 million. By the end of 2Q26, Digital ICT Solution Business had total backlog worth Baht 7,997 million.

### Utilities and Transportations Business

In this quarter, Samart Aviation Solutions Public Company Limited (SAV) had total of 29,696 flights, decreased slightly by 596 flights or 2% YoY and decreased by 4,105 flights or 12% QoQ. The decrease in flights was mainly from tension in the Middle East, which slowed down air traffic during some periods. Additionally, the power substation business operated under Teda Company Limited also expand its business continuously including the improvement of efficiency in excise tax management for domestic beer project. By the end of 2Q26, the Utilities and Transportations business had total backlog worth Baht 6,738 million.

## Financial Performance

### Revenues

In 2Q26, the consolidated sales, contract works and services revenues of SAMART were Baht 2,806 million (after elimination of related parties' transaction), increased by Baht 444 million or 19% YoY, which was from the following reasons in each business line;

### Digital Communications Business

In 2Q26, the revenue from sales, contract works and services were Baht 291 million, increased by Baht 167 million or 135% YoY, which was mainly from the revenue of device installation for The Ministry of Interior of the Kingdom of Thailand (MOI) Project of Baht 183 million.

### Digital ICT Solution Business

In 2Q26, the revenue from sales, contract works and services were Baht 1,089 million, increased by Baht 113 million or 12% YoY.

### Utilities and Transportations Business

In 2Q26, the revenue from sales, contract works and services were Baht 1,426 million, increased by Baht 164 million or 13% YoY, which was mainly from revenue of the power substation business operated under Teda Company Limited increased by Baht 132 million. Additionally, the revenue from the integrated security system technology business operated under Vision and Security System Company Limited increased by Baht 36 million.

### Cost of Sales, Contracts Works and Services

Cost of sales, contract works and services were Baht 2,231 million, increased by Baht 436 million or 24% YoY, aligned with the increase in revenues.

### Selling & Administrative Expenses and Other Expense

Selling & Administrative expenses and other expense were Baht 309 million, which represented 11% of total revenues of the Company, increased by Baht 24 million or 9% YoY.

### Finance Cost

Finance cost was Baht 59 million, decreased by Baht 15 million or 20% YoY. This was mainly due to the decrease in interest expenses as the Company continuously repaid long-term loans to financial institutions.

### Net Profit (Loss)

Net profit attributable to the equity holders of the Company was Baht 141 million, decreased by Baht 19 million or 12% YoY.

### Financial Position

As of 30 June 2026, SAMART reported the total assets of Baht 16,617 million, decreased by Baht 410 million or 2% compared to the year-end of 2025, mainly resulted from depreciation and amortization of non-current assets, along with a decrease in inventories. The total liabilities were Baht 9,444 million, decreased by Baht 599 million or 6% compared to the end of 2025. This was primarily due to the decrease in short-term and long-term loans from financial institutions. The total shareholders' equity was reported at Baht 7,173 million, increased by Baht 189 million or 3% compared to the year-end of 2025

### Debt-to-Equity Ratio (D/E Ratio)

As of 30 June 2026, the D/E ratio was 1.32 times, a decrease from 1.44 at the end of 2025. Additionally, Net interest-bearing debt-to-equity ratio was 0.24 times, a decrease from 0.25 at the end of 2025.

### Liquidity

As of 30 June 2026, the current ratio was 1.48 times, an increase from 1.29 at the end of 2025. In this quarter, the Company had net cash flows from operating activities of Baht 74 million, while net cash flows used in financing activities and net cash flows used in investing activities were Baht 711 million and Baht 71 million, respectively, resulting in cash and cash equivalents of Baht 2,103 million.

### Future Growth Factors

Key factors supporting the Company’s future business operations include the project backlog across each business line, the continuous acquisition of new projects, and the ability to extend the Group’s expertise into related business opportunities. The Company continues to focus on efficient project and resource management, alongside maintaining competitiveness and exploring new business opportunities.