

Bangkok Sheet Metal Public Company Limited
The 2026 Annual General Meeting of Shareholders (E-AGM)
Questions and Answers

Has the Company received additional orders from major client in the United States this year? How many new products have been added?

The existing orders remain at high level, and additionally the Company has received orders of 2 new product models.

What are the Company's policies to mitigate loss from investment in associated company this year?

- To expand customer base and continue sales growth momentum in order to cover fixed costs
- The Company's Thai executive has been appointed as President of the associated company since April 2026. One focus is to implement cost saving initiatives.
- To increase orders from Japan – manufacturing in Thailand and then exporting to Japan
- To increasingly rely on locally sourced materials
- To refine customer base, both Japanese clients in Thailand and Thai clients, in order to widen the market reach

What are the Company's views on GPM (Gross Profit Margin) and NPM (Net Profit Margin)?

In recent years, the Company's GPM has shown positive upward trends, driven by export activity and productivity growth. The outlook for the future trend remains resilient and quite optimistic. If the Company is able to drive sales consistency, it will result in an improved GPM and an improved NPM for the reason that sales growth rate is greater than the fixed costs.

What are the Company's views on how the US-China trade war will affect or benefit the Company?

Considering holistic approach, there are both positive and negative impacts. China is shifting and relocating manufacturing base to other nations, of course, including Thailand. However, previously, the Company mainly relied on the orders from China. At present, the Company aims to diversify risk by actively finding new market opportunities in other nations plus domestic sales in order to boost sales performance.