

A large, semi-transparent green hexagon with a white border is centered on the page. Inside the hexagon, the text 'Opportunity Day' is written in a large, white, sans-serif font. Below the main title, the date 'September 28, 2022' and the company name 'SiamEast Solutions Plc.' are written in a smaller, white, sans-serif font. The background of the entire slide is a dark, reflective floor with several doors in the background. One door is highlighted in red, while the others are dark. There are also several small, colorful hexagons (yellow, purple, red, and grey) scattered around the central hexagon.

Opportunity Day

September 28, 2022
SiamEast Solutions Plc.

Agenda

01. Key Highlight for 1st Half 2022

Summary and/or Overview of the significant events and/or highlight transactions occurring in the 1st half of 2022.

02. Strategic Direction

Determining the Strategies and Direction of SE, including vision, values, short-term and long-term goal of SE.

03. Financial Performance

Numerical measures of financial performance and measurements to efficiency of asset utilization comparing current period with past performance.

04. What's next

Short-Term and Medium-Term Plans and Expected Events that the Company will continue to perform and expected to occur.

05. Q&A

Question and Answer Session that may answer in the Session or may place some answers on the Company's website later.



► 01 Key Highlight 1H/2022

Summary and/or Overview of the significant events and/or highlight transactions occurring in the 1st half of 2022.

2022 **SE** highlight



New High Performance 1st half 2022

New high in Revenue with **25.5% YoY** higher with 271.38 Million Baht. Besides revenue increasing, there is also a **229.93% increase YoY** for Profit (loss) attributed to equity holders of the company from 8.35 to 27.53 Million Baht. The increase came from growth in all businesses of SE and the ones that has been invested.

1st half **Backlog** total **231.23 Million Baht**



New Business

New product groups such as **GCME Heat exchangers, GVS Filters and many more**. These high value-added products and services help customers **reduce cost** and become more **environmentally friendly**.

Apart from product opportunities, the company is also seeking new investments in order to create a strong industrial ecosystem.



Focus Medical Supplies

During COVID-19, the company have been over 100 Million Baht worth of ATKs, safety products , medical gloves, PPE and surgical masks.

The company foresees the trend and is focusing on new opportunities to help supply **medical supplies into the existing customers of over 4000 companies**. Currently starting with Cannabis & Hemp.



Performance **Kessel (Thailand)** reflect **Whole Year**

In the year 2021, Kessel (Thailand) Company Limited a 92.28% subsidiary of SiamEast Solutions Public Company Limited performance was shown in SE financial statement for only 2nd half of 2021 since the acquisition was completed on 1st July 2021.

In **2022**, **Kessel (Thailand) Company Limited** performance will be reflected in **financial statement** for entire year 2022.

2022 **SE** highlight



SE 29 years Anniversary

In the year 2022 marks SiamEast Solutions Public Company Limited its **29th year**. On behalf of the company, we would like to thank every stakeholder for trusting in us and will maintain good relationship with everyone.



Invest & MOU signed with Linqip Corporation

OKS Group Holding Company Limited, a 99.9% subsidiary of SiamEast Solutions Public Company Limited **invested in Linqip Corporation** and have access to Linqip platform technology.

Furthermore, SiamEast Solutions Public Company Limited signed an **MOU** with Linqip Corporation to study the **market opportunity of SEA region**.



MOU signed with Quality Plus Biomedtech about cannabis & hemp

SiamEast Solutions Public Company Limited signed an **MOU** with **Quality Plus Biomedtech Company** Limited whom is a biomedtechnology, manufacturer and innovation for cosmetics and supplements.

This MOU is signed to signify the strength and relationship between the 2 companies where the research is focused on the entire supply chain of Cannabis & Hemp products from upstream (Cultivation) to downstream (Consumer End products).

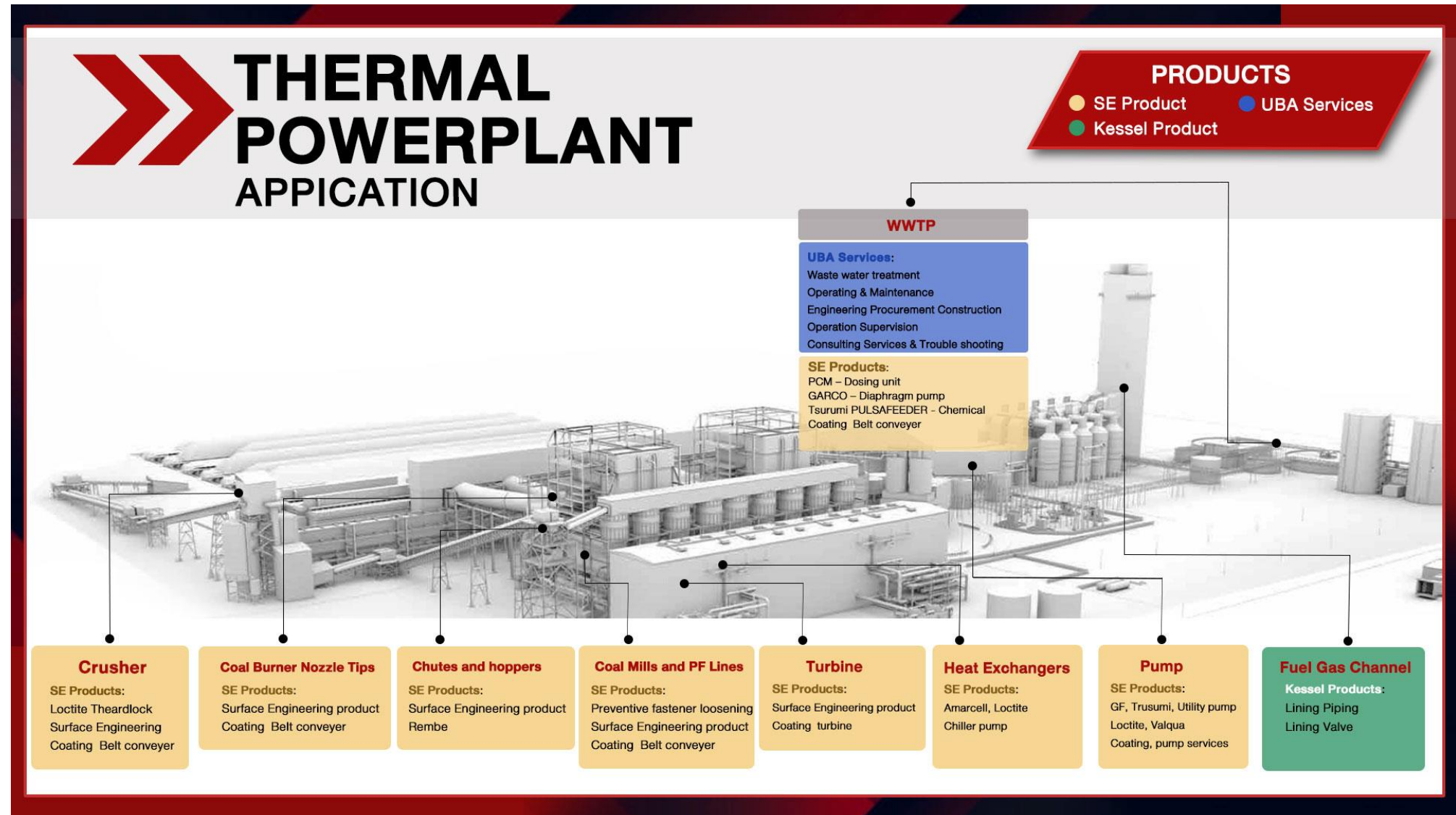


Spin off Affiliate Company

Utility Business Alliance Company Limited has transformed into a **Public Company Limited** with current capital registration of 215 Million Baht at Par Value of 0.5 Baht with a total of 430 Million Shares.

Expected to **Spin off** and **IPO into MAI** in **Q4/2022** or **Q1/2023**.

SE, UBA & KESSEL SYNERGY





► 02 Strategic Directions

Determining the Strategies and Direction of SE, including vision, values, short-term and long-term goal of SE.

KEY STRATEGIES AND DIRECTION OF **SE**



FOCUS ON BOTTOM LINES

Bottom Line or Net Profit or Profitability is the Key Success Strategy that shall be implemented during Crisis Situation. With Bottom Line Focus Direction, Total Revenue might not be increased, because the Company shall utilize our limited resources for products and/or services that provide higher gross margin to have a healthy bottom line rather than increase sales without or with low margin. Finding **new S-Curve**.



Product Development Value Added

Selling **New Products** to **Existing Customers** and/or Markets. This approach has been often used in Technological Based Products and Services because the Products could have been changed, updated, or disrupted. So alternative products with higher value shall be replaced and/or add on to our based customers that we have **more than 4,000 corporates**.



Business Chain + M&A

Business Chain and/or Networking such as Joint Venture and/or Appoint Dealers, which shall enhance additional revenue from Profit Sharing. Mergers and Acquisitions (M&A) with **synergy core businesses** and/or **new businesses** focusing on services, energy, medical equipment, health care.



The Upside of Uncertainty

The upside of uncertainty can be fully leveraged by embracing 2 significant values which are **Adaptability** and **Flexibility**.

1. The company has shown during COVID-19 where we had sold over 100 million baht worth of ATKs.
2. **UBA revenue** depends on **amount of water flow** into the plant. As of today, there is **high rainfall**.
3. Uncertain of Cannabis and Hemp law allow us to find multiple partners and be ahead of the trend. Therefore, help supply products into our existing cosmetics and supplements OEM.

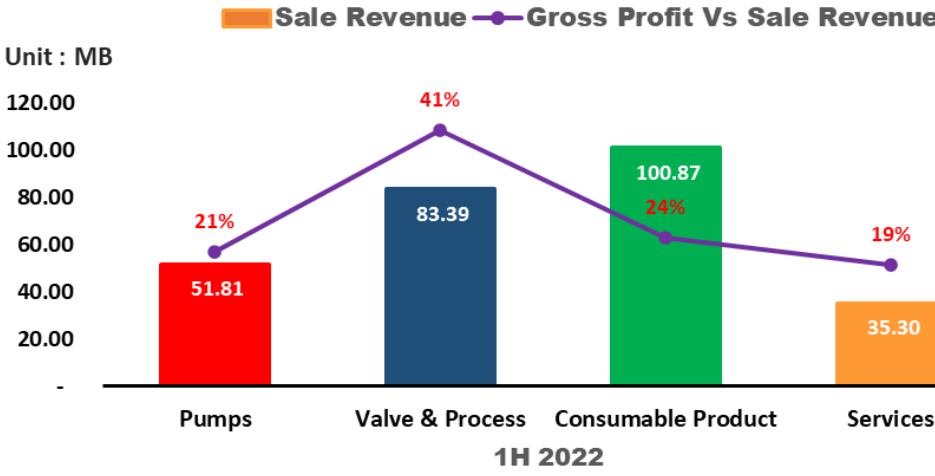


► 03 Financial Performance

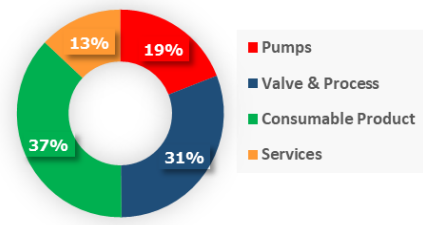
Numerical measures of financial performance and measurements to efficiency of asset utilization comparing current period with past performance.

Overview of Business Units

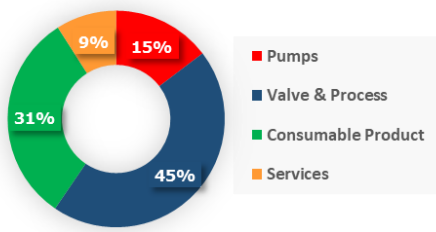
BU	1H 2021 vs 1H 2022	Sale Revenue 1H 2021	Sale Revenue 1H 2022	Gross Profit 1H 2021	Gross Profit 1H 2022
Pumps	up 11.37% Revenue Mkt Mixed -> 21.52%/ 1H2021 , 19.09%/ 1H2022	46,521,154.28	51,811,586.38	10,028,312.92	11,074,050.04
Valve & Process	dn 13.13% Revenue Mkt Mixed -> 44.41%/ 1H2021 , 30.73%/ 1H2022	96,003,945.71	83,394,066.95	29,786,563.31	33,914,899.17
Consumable Product	up 80.35% Revenue Mkt Mixed -> 25.87%/ 1H2021 , 37.17%/ 1H2022	55,929,355.30	100,870,145.41	12,645,737.06	23,793,842.89
Services	up 99.43% Revenue Mkt Mixed -> 8.19%/ 1H2021 , 13.01%/ 1H2022	17,703,423.53	35,304,111.18	4,738,747.15	6,820,018.76



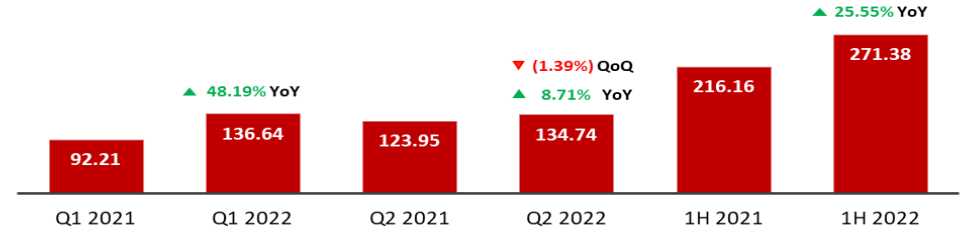
Revenue 1H2022



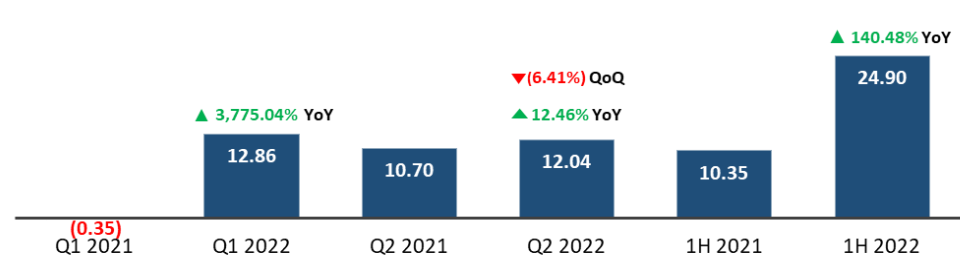
Gross profit 1H 2022



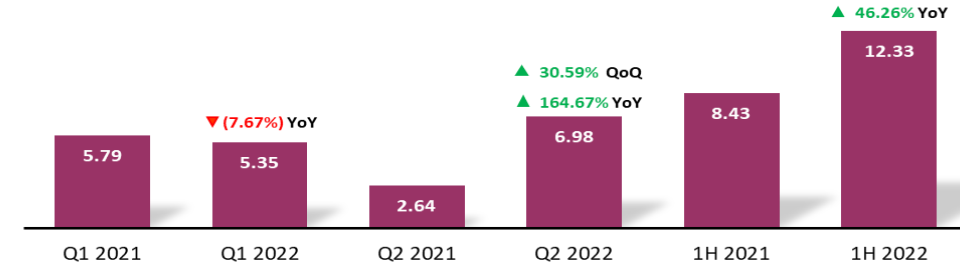
REVENUE



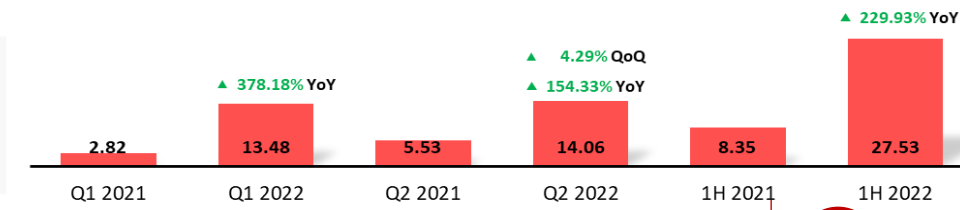
EBITDA



SHARE OF PROFIT FROM ASSOCIATED



PROFIT (LOSS) ATTRIBUTABLE TO EQUITY HOLDERS OF THE COMPANY



Consolidated Income Statements

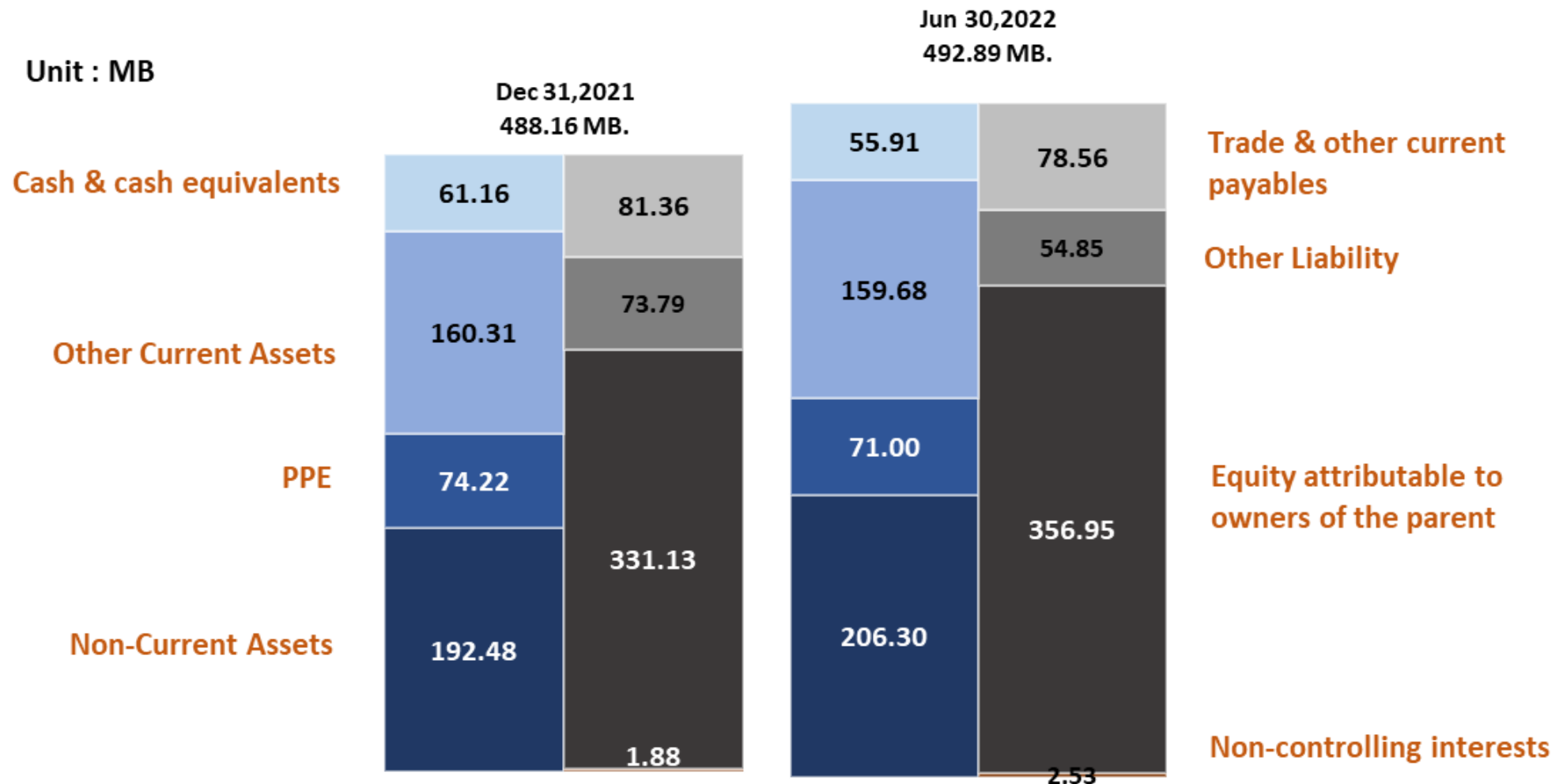
Unit : MB	Q2 2021	Q1 2022	Q2 2022	YoY %	QoQ %	1H 2021	1H 2022	YoY %
Sales Revenue	123.95	136.64	134.74	8.71%	(1.39%)	216.16	271.38	25.55%
- Product	114.56	122.22	113.86	(0.61%)	(6.84%)	198.45	236.08	18.96%
- Service	9.39	14.42	20.88	122.36%	44.78%	17.70	35.30	99.42%
COGS	89.64	99.32	96.46	7.61%	(2.88%)	158.96	195.78	23.16%
- Product	82.58	88.17	79.13	(4.19%)	(10.25%)	145.99	167.29	14.59%
- Service	7.05	11.15	17.33	145.76%	55.37%	12.96	28.48	119.71%
SG&A	28.08	27.97	28.70	2.19%	2.60%	54.17	56.67	4.61%
EBITDA	10.70	12.86	12.04	12.46%	(6.41%)	10.35	24.90	140.48%
Depreciation & Amortization	2.32	1.99	1.96	(15.44%)	(1.39%)	4.59	3.95	(14.02%)
EBIT	8.39	10.87	10.08	20.17%	(7.32%)	5.76	20.95	263.55%
Net Financial Expense	0.36	0.57	0.46	30.16%	(18.49%)	0.59	1.03	73.60%
Share of gain/loss from associates	2.64	5.35	6.98	164.67%	30.59%	8.43	12.33	46.26%
Corporate Income Tax	1.84	2.04	2.03	10.08%	(0.40%)	1.09	4.06	274.40%
Profit (loss) attributable to equity holders of the Company	5.53	13.48	14.06	154.33%	4.29%	8.35	27.53	229.93%

Note:

* Adjusted EBITDA = EBITDA excluded Stock Gain/Loss, attributed to Owners of company

Statements of Financial Position

Unit : MB

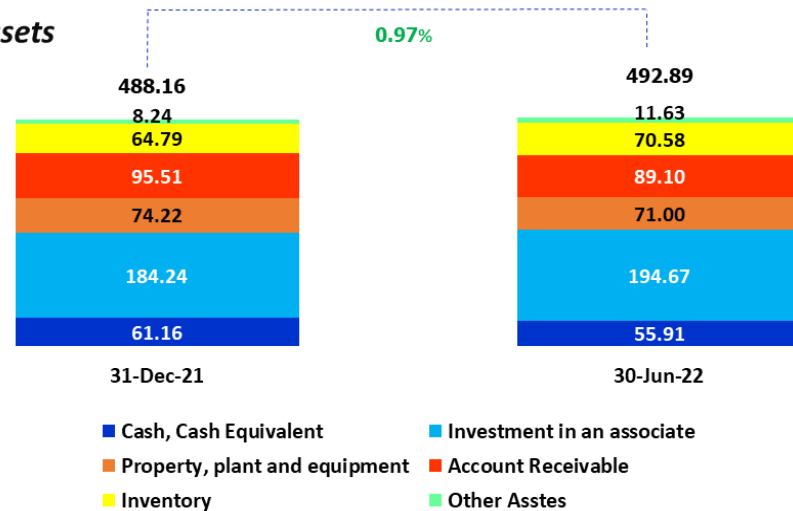


Balance Sheets

D/E Ratio as of 30th June 2022 was at 0.37x

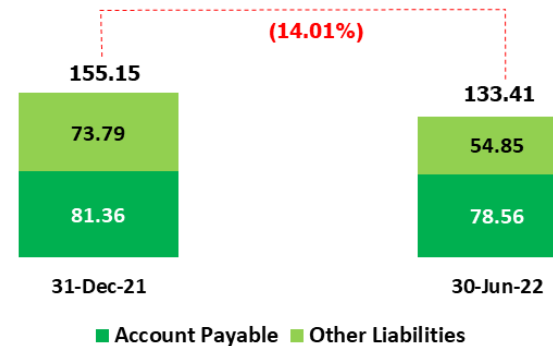
	31-Dec-21	30-Jun-22
D/E	0.47x	0.37x

Total Assets



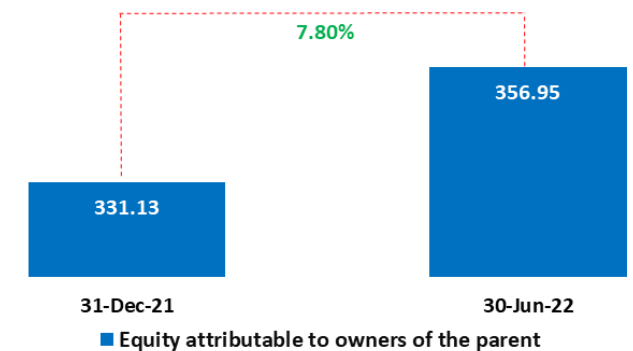
Total Assets was 492.89 MB, +0.97% from Cash and Cash Equivalent form Right Offering in Q2/2022.

Total Liabilities



Total Liabilities was 133.41 MB, -14.01% mostly from decreased of Account Payable.

Total Equity attributable to owners of the parent



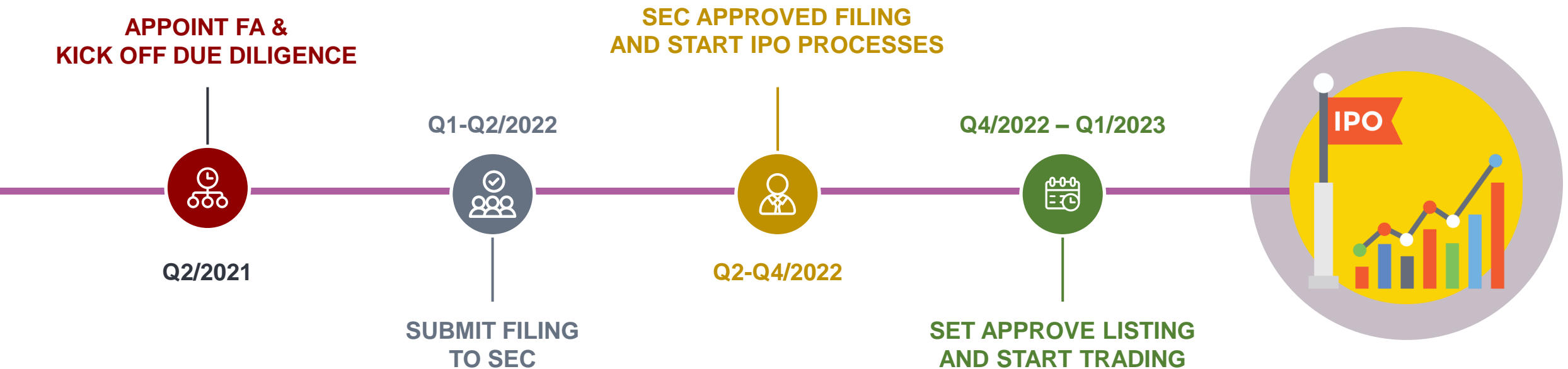
Total equity attributable to owners of the parent was 356.95 MB, +7.80% mostly from increased of Paid-up Capital.



► 04 What's Next

Short-Term and Medium-Term Plans and Expected Events that the Company will continue to perform and expected to occur.

IPO TIMELINE FOR UBA



SE ECOSYSTEM



Trading and Services



SiamEast Solutions
Public Company Limited

Leading Industrial Equipment and Service Solutions
provider with over 4,000 customers

Manufacturer and Fabricator



Kessel (Thailand) Co.,Ltd.

One and only Manufacturer and local Fabricator
of Teflon lining in Thailand

Investment



OKS Group Holding Company Limited

Invest in Startups and companies to complete
the ecosystem

Environmental Management



Utility Business Alliance
Public Company Limited

Top 3 of operation and maintenance water
and wastewater treatment in Thailand

Platform



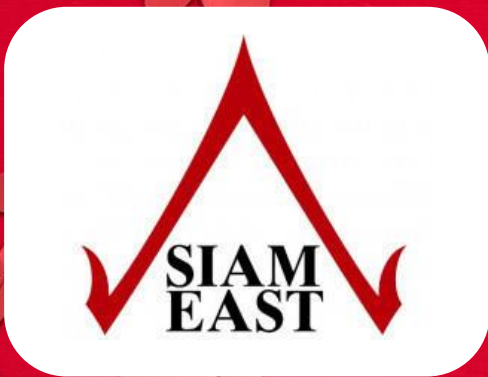
Linqip Corporation

The leading platform in the world to digitalize industrial
equipment ecosystem



► 05 Q&A Session

Question and Answer Session that may answer in the Session or may place some answers on the Company's website later.



THANK YOU



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