

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 30, 2021" 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 dark doors. One door in the center is highlighted in red. There are also several small, colorful hexagons (yellow, red, purple, and grey) scattered around the main hexagon.

Opportunity Day

September 30, 2021
SiamEast Solutions Plc.

Agenda

01. Key Highlight for 1st Half 2021

Summary and/or Overview of the significant events and/or highlight transactions occurring in the 1st half of 2021.

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/2021

Summary and/or Overview of the significant events and/or highlight transactions occurring in the 1st half of 2021.

SE is a part of Thai society.

We will never leave each other...SiamEast unites to undergo the pandemic.



SE moving forward with Thai people to undergo the pandemic

Such as sharing happiness to the people of Rayong



SE Management and employees of SiamEast Solutions Public Company Limited and PPM Engineering Company Limited have donated over 10,000 COVID-19 ATK and donated 4,800 bottles of drinking water. Under the project name "SiamEast Happiness for society" To give to Rayong Provincial Public Health, medical team and all the officers in Rayong Province.

Good Environment = Happy Society

#SiamEastHappinessForSociety



We are a leading company in Utility and Environmental management in Thailand.



Eco-friendly products



Wastewater treatment management



Chemical corrosion resistant pipes



SIAMEAST SOLUTIONS
PUBLIC COMPANY LIMITED
www.siameastsolutions.com

SE
SOLUTIONS
EXCELLENCE

KEY HIGHLIGHT OF 1ST HALF OF 2021



CAPITAL INCREASE

The 2021 AGM, held on 29th April 2021, had approve the increase the Company's registered capital of THB 192 million from THB 120 million to THB 312 million by issuing 384 million newly issued ordinary shares at the par value of THB 0.50 per shares for Right Offering and Pay Dividend. As a result, Market Cap. Increase from THB 309.60 million in Q4/2020 to THB 942.24 million in Q3/2021.



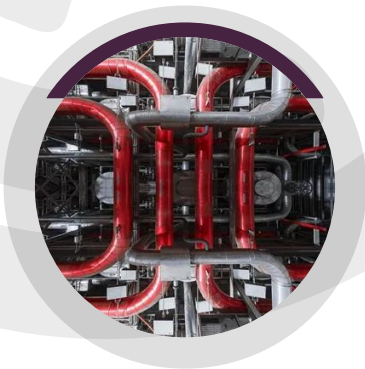
STOCK REACH NEW HIGH

SE Stock Performance has not only reach new high for the Share Price that highest since Q2/18, but also hit New High of Average Volume Trade in September 2021 soon after announce the Performance of 1H/21 together with Strategic Direction and Opportunities, Especially during week of 20th – 23rd September 2021, the total Volume exceed THB 1.0 billion within 4 days.



STRONG CONCESSION

UBA, an affiliate which SE held 40% shares, who operates Comprehensive Waste Water and Water Production System Construction and Management businesses receiving more than 80% of government concessions with current backlog for 5 years of over THB 2.7 Billion shall enhance a secured revenue for both SE and UBA.



NEW PROFIT FROM KESSEL

The 2021 AGM, held on 29th April 2021, had approve the acquisition of 92.28% of Kessel (Thailand) Company Limited, which has profit in 2020 at THB 31.59 Million, which shall have revenue and profit recognition in SE Consolidated Financial Statements within 2H/2021 onward.

CAPITAL INCREASE TOWARD MAJOR LEAGUE



Why Capital Increase?

- ❑ **Catch Opportunity to Grow:** When there is opportunity to grow with an acceptable certain level of risk, which SE has opportunity to acquire Kessel with synergy businesses and higher gross margin to increase the Value of the Company with the Sale and Profit Growth that shall increase ability to pay Higher Dividends.
- ❑ **Improve Liquidity and Credit Ability Prepared for Crisis:** SE shall have capability / ability to access more credit opportunities with better financial position and low debt to equity ratio, especially with economics challenges and opportunities from COVID-19. In financial crisis situation, opportunities will always be with Healthy Financial Position Company.
- ❑ **Ability to Capture Institutional Investors:** Institutional and/or International Investor(s) (“II”) mostly focusing on investment in Sizable Company Only, the Smallest Size of Investment shall be approximately USD 10 million (THB 330 Million). Since Market Capitalization of SE increased from THB 309.60 million in Q4/2020 to THB 942.24 million in Q3/2021, the Company, therefore, could have been invested by Institutional and/or International Investor(s) (“Major League Investors”).

UBA CONCESSIONS



Contract Value: 982.50 MB

Client: Bangkok Metropolitan Administration

Industry Type: Municipal Wastewater

Location: Dindang

Enquiry: Integrated operation and maintenance management of wastewater treatment facility to ensure that the effluent quality complied with Thai's regulation



Contract Value: 860.79 MB

Client: Bangkok Metropolitan Administration

Industry Type: Municipal Wastewater

Location: Nongkham-Tungkru

Enquiry: Integrated operation and maintenance management of wastewater treatment facility to ensure that the effluent quality complied with Thai's regulation



Contract Value: 582.60 MB

Client: Bangkok Metropolitan Administration

Industry Type: Drainage and Sewerage

Location: Rama 4 Road Bangkok

Enquiry: Attentive monitor and control pump facility in order to sustain water levels and prevent flooding in Bangkok area. The drainage capacity is 45 cubic meters/ second.



Contract Value: 305.60 MB

Client: Other

Industry Type: Other

Location: Other

Enquiry: Operation and maintenance, operation supervision, preventive maintenance, engineering design, construction, installation, and commissioning & start-up of water and wastewater treatment plant

STOCK PERFORMANCE REACH NEW HIGH



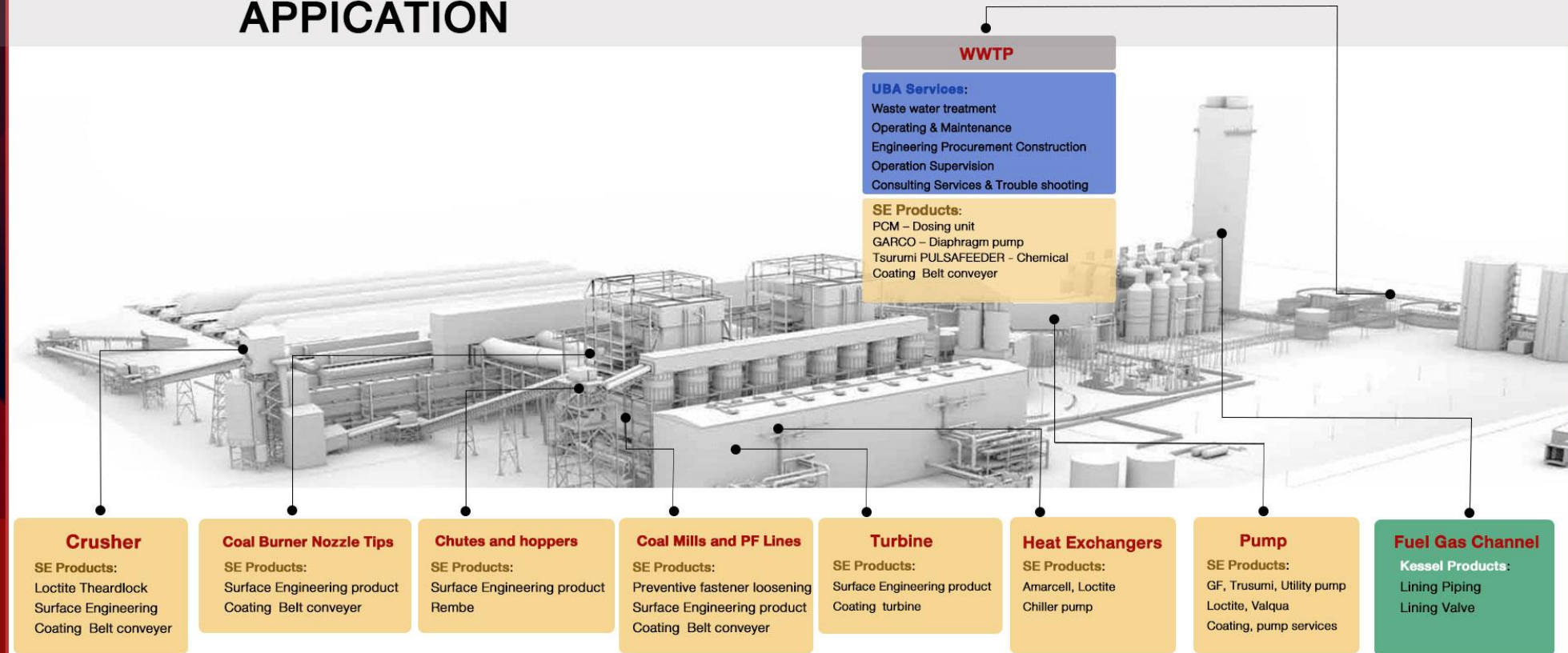
SE Stock Performance has not only reach new high for the Share Price that highest since Q2/18, but also hit New High of Average Volume Trade increase from Average of THB 7-15 million per day in April (After Announce Capital Increase) to Average of THB 128 million per day in September 2021 soon after announce the Performance of 1H/21 together with Strategic Direction and Opportunities, especially during week of 20th – 23rd September 2021, the total Volume exceed THB 1.0 billion within 4 days.

SE & KESSEL SYNERGY

THERMAL POWERPLANT APPLICATION

PRODUCTS

- SE Product
- UBA Services
- Kessel Product





► 02 Strategic Directions

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

29 เมษายน 2564

บริษัทเข้าลงทุน ทำรายการซื้อกิจการ Kessel (Thailand) Company Limited ซึ่งเป็นผู้ผลิต จัดจำหน่ายและให้บริการติดตั้ง ก่อ วาล์ว หรือ อุปกรณ์อื่นๆ ที่มีคุณสมบัติพิเศษ ทนทาน ต่อการกัดกร่อนของสารเคมีและความร้อน ให้กับโรงงานอุตสาหกรรม Kessel เป็นผู้ผลิตเพียงผู้เดียว และ ยังเป็นตัวแทนจำหน่ายรายเดียวในประเทศไทย

การลงทุนสร้างศูนย์บริการวิศวกรรม



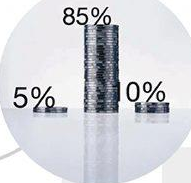
อาคาร 2 ฐาน พื้นที่ใช้งานอาคารสำนักงาน ประมาณ 960 ตร.ม.และ Workshop ประมาณ 880 ตร.ม. ขนาดรถยนต์บรรทุกน้ำหนักได้สูงสุด 10 ตัน

การขายช่องทาง การตลาด

- ขยายฐานลูกค้าภาคอีสาน และ ประเทศลาว
- แต่งตั้งตัวแทนภาคเหนือตอนล่าง @ พิษณุโลก ปี2561
- ปี 2562 เปิดสำนักงานสงขลา เพื่อขยายฐานลูกค้าสู่ภาคใต้

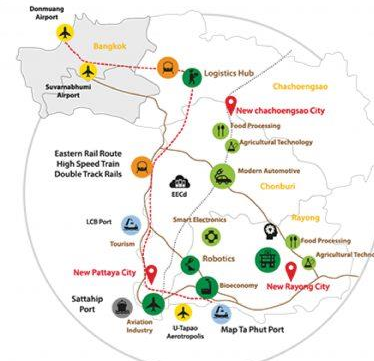
สินค้านวัตกรรมและเทคโนโลยี

If you think pumps are expensive, consider the costs of running them



27 พฤษภาคม 2564

ถูกก่อตั้งบริษัท OKS Group Holding Company Limited เพื่อการลงทุน โดยถือหุ้นในบริษัทอื่นๆเป็นหลัก และสามารถช่วยให้บริษัทในกลุ่มต่างๆสามารถ เพิ่ม Efficiency ในการทำงาน หรือ New Business ได้



โครงการพัฒนาระเบียงเศรษฐกิจภาคตะวันออก (EEC)

ไฟฟ้พลังงานโยโครงการขนาดใหญ่

- งานติดตั้งระบบท่อน้ำนวัตกรรม ปลอดสนิม สำหรับอุตสาหกรรมโรงกลั่นน้ำมัน และปิโตรเคมี



- จำหน่ายและบริการระบบ บำบัดน้ำเสียขนาดใหญ่ กรุงเทพมหานคร

- จำหน่ายและบริการระบบ บำบัดน้ำเสียขนาดใหญ่ สำหรับอุตสาหกรรม โรงกลั่นน้ำมันและปิโตรเคมี

2 พ.ค. 2561

ลงทุนเพื่อสร้างผลตอบแทนที่คุ้มค่า สู่การเติบโตอย่างยั่งยืน



Partner

Professor Consulting Team from Universities

Construction Team for NWR



UBA

Innovate Value for Sustainability



Technical Supporting Team from Worldwide Equipment Provider



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.



PRODUCT DEVELOPMENT

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 businesses and/or new businesses focusing on services, energy, medical equipment, health care, Pre-IPO, start up, technology, and Innovation in Thailand, Regional or Digital Market.



OPPORTUNITY IN CRISIS

This year survey indicated a historic rise in business optimism in Asia driven by a belief that the pandemic-driven downturn has finally hit bottom. With crisis come opportunity. The rebound in demand is stronger in some industries and economies than others, business continue to invest for the future.

TARGET BUSINESSES FOR M&A

TARGET M&A THAILAND AND SEA REGION:



1. Engineering Services which shall be synergy or support existing businesses with long-term potential customers and/or contracts.
2. Utilities Investments which including but not limited to Energy and Water Unities with recurring income which SE Management have strong experiences.
3. Medical Equipment and Health Care which is the original family businesses of major shareholders and matching with the current situations and demands.
4. Pre-IPO Investments which shall be able to share strong back-office management and internal control system together with potential growth.

1. **Startups Businesses** which shall be able to create new supply chain ecosystem that enhance higher revenues by expanding new products, new services, or new markets.
2. **Technology / Innovation Businesses** that shall provide advantages to meet customers' demands, which shall be able to provide competitive advantages to the Company.



TARGET M&A FOR OKS



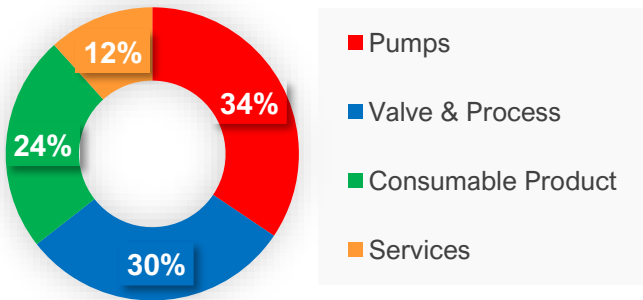
► 03 Financial Performance

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

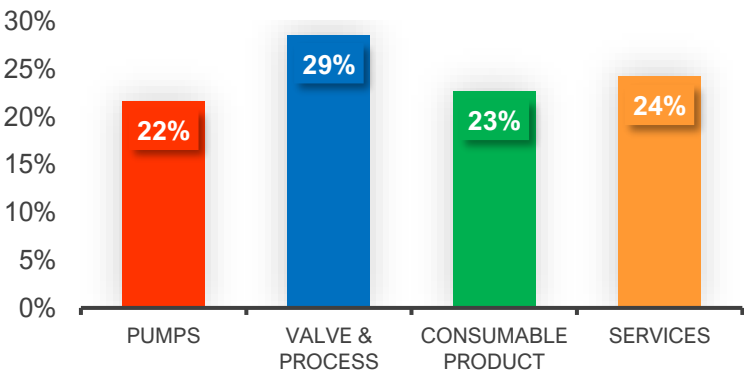
Overview of Business Units

BU	Revenue Q2 2021 vs Q1 2021	1H 2020 vs 1H 2021	Sale Revenue 1H 2021	Gross Profit 1H 2021
Pumps	up 16.69%	dn 13.89% Revenue Mkt Mixed -> 30.43%/1H2020 , 24.95%/1H2021	46,521,154	10,028,313
Valve & Process	up 90.87%	up 42.86% Revenue Mkt Mixed -> 26.88%/1H2020 , 36.57%/1H2021	68,175,565	19,449,577
Consumable Product	up 16.48%	dn 0.21% Revenue Mkt Mixed -> 31.57%/1H2020 , 30%/1H2021	55,929,355	12,645,737
Services	up 13.60%	dn 19.95% Revenue Mkt Mixed -> 11.13%/1H2020 , 8.48%/1H2021	15,816,475	3,825,005

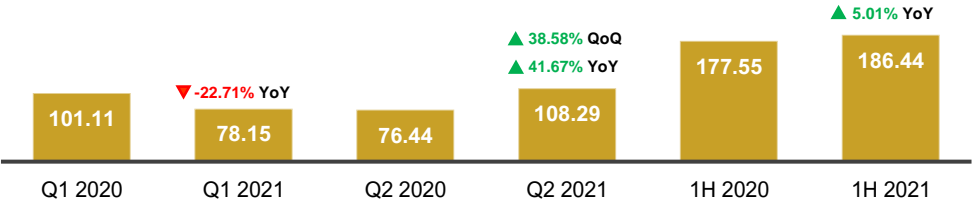
Revenue



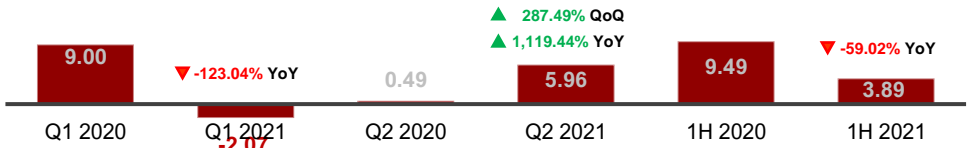
Gross Profit Vs Sale Revenue



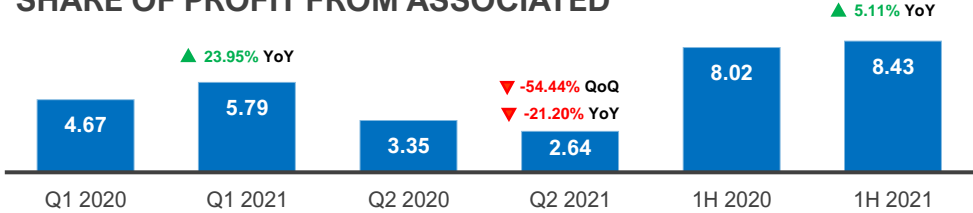
REVENUE



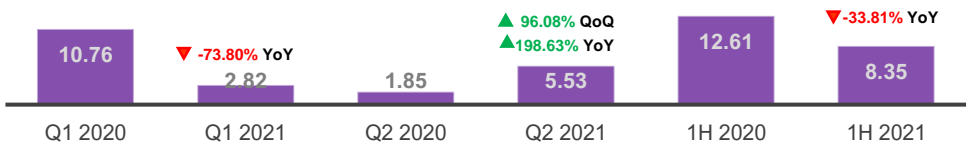
EBITDA



SHARE OF PROFIT FROM ASSOCIATED



NET INCOME



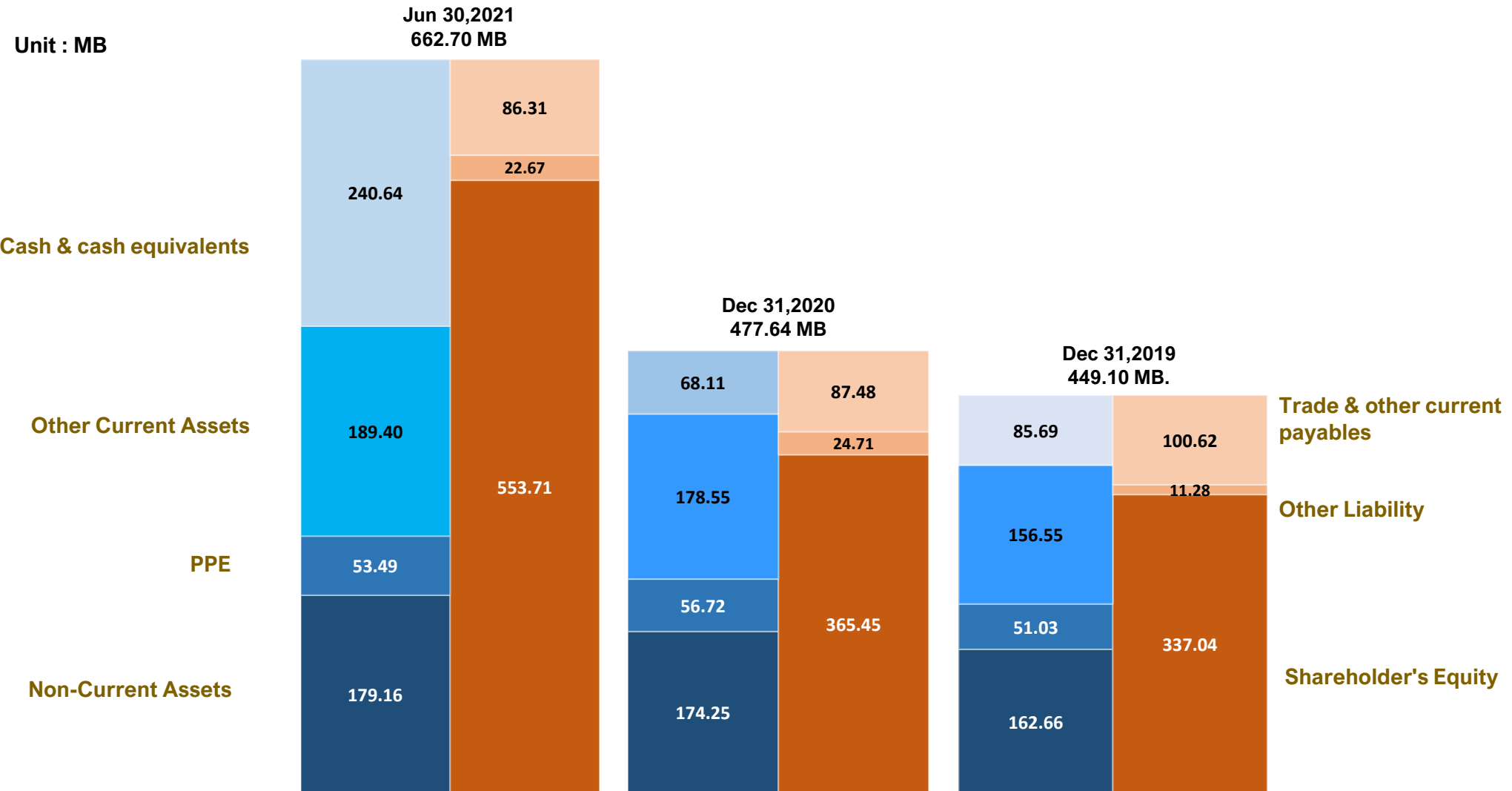
Consolidated Income Statements

Unit : MB	Q2 2020	Q1 2021	Q2 2021	YoY %	QoQ %	1H 2020	1H 2021	YoY %
Sales Revenue	76.44	78.15	108.29	41.7%	38.6%	177.55	186.44	5.0%
- Product	74.11	70.74	99.88	34.8%	41.2%	157.80	170.63	8.1%
- Service	2.33	7.40	8.41	260.6%	13.6%	19.76	15.82	-20.0%
COGS	56.47	60.03	80.47	42.5%	34.1%	128.79	140.49	9.1%
- Product	55.33	54.58	73.82	33.4%	35.3%	116.55	128.40	10.2%
- Service	1.14	5.45	6.64	483.8%	22.0%	12.23	12.09	-1.2%
SG&A	21.93	22.23	24.36	11.1%	9.6%	45.29	46.60	2.9%
EBITDA	0.49	(2.07)	5.96	1119.4%	-387.5%	9.49	3.89	-59.0%
Depreciation & Amortization	1.87	1.75	1.78	-4.9%	2.1%	3.57	3.53	-1.2%
EBIT	(1.38)	(3.82)	4.18	-402.1%	-209.5%	5.92	0.36	-93.9%
Net Financial Expense	0.17	0.16	0.15	0.0%	-2.2%	0.33	0.31	-6.5%
Share of gain/loss from associat	3.35	5.79	2.64	-21.2%	-54.4%	8.02	8.43	5.1%
Corporate Income Tax	(0.06)	(1.00)	1.14	-2160.8%	-213.7%	1.00	0.14	-86.3%
Net Profit After Tax	1.85	2.82	5.53	198.6%	96.1%	12.61	8.35	-33.8%

Note:

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

Statements of Financial Position



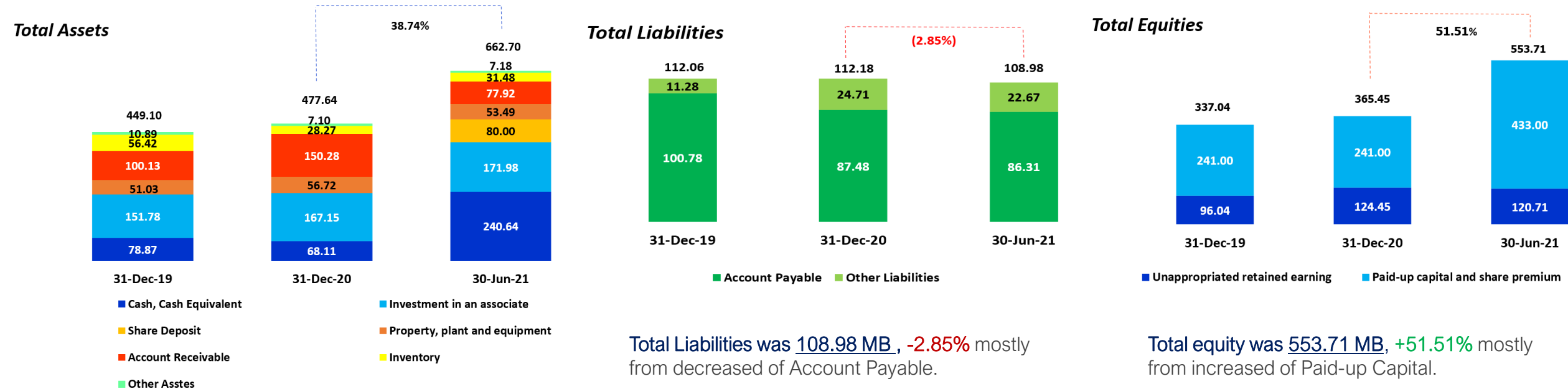
Balance Sheets

D/E Ratio as of 30th June 2021 was at 0.20x

	31-Dec-19	31-Dec-20	30-Jun-21
D/E	0.33x	0.31x	0.20x

SE has no Interest-Bearing Debt.

	31-Dec-19	31-Dec-20	30-Jun-21
IBD/E	0x	0x	0x





► 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







Technology

IPO

Healthcare

Utility business

JV

Engineering Services

OKS Group Holding

UBA

M&A

Kessel(Thailand)

SE



SE
SOLUTIONS
EXCELLENCE



► 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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