



**SIAMEAST SOLUTIONS**  
PUBLIC COMPANY LIMITED

ELCID/SE/016/2024

November 14<sup>th</sup> 2024

Subject : Management's discussion and analysis for the 9 months period ending on the 30<sup>th</sup> September 2024

Dear Managing Director of The Stock Exchange of Thailand

SiamEast Solutions Public Company Limited and its subsidiaries have submitted consolidated financial statements for the 9 month period ending September 30 2024 which has been audited by a certified public accountant, the company would like to clarify the operating results with all the details as follows:

Unit : Million Baht	Consolidated financial statements				Consolidated financial statements			
	Quarter 3 2024	Quarter 3 2023	Increase (Decrease)	%YoY	9 months 2024	9 months 2023	Increase (Decrease)	%YoY
<b>Sales and Service income</b>								
1. Pumping system and Technology	33.86	28.28	5.58	19.73	90.78	73.06	17.72	24.25
2. Process & Piping solutions	43.51	82.56	(39.05)	(47.30)	138.82	200.26	(61.44)	(30.68)
3. Innovative Material product	33.20	30.48	2.72	8.92	99.39	94.79	4.60	4.85
4. Service Business	16.27	22.65	(6.38)	(28.17)	40.81	69.04	(28.23)	(40.89)
5. Utilities and Power Product Group	0.52	18.81	(18.29)	(97.23)	13.19	35.86	(22.67)	(63.22)
Total	127.34	182.78	(55.44)	(30.33)	382.98	473.00	(90.02)	(19.03)
<b>Cost of sales and services</b>	96.72	139.37	(42.65)	(30.60)	289.15	351.38	(62.23)	(17.71)
<b>Total gross profit</b>	30.63	43.41	(12.78)	(29.44)	93.83	121.63	(27.80)	(22.86)
Other income	1.25	1.23	0.02	1.63	4.65	3.89	0.76	19.60
Total income	128.59	184.01	(55.42)	(30.12)	387.63	476.89	(89.26)	(18.72)
Distribution costs and administrative expenses	29.24	28.97	0.27	0.93	88.23	86.01	2.22	2.58
Separate net profit(loss)	(2.28)	8.22	(10.50)	(127.74)	7.26	19.67	(12.41)	(63.09)

Unit : Million Baht	Consolidated financial statements				Consolidated financial statements			
	Quarter 3 2024	Quarter 3 2023	Increase (Decrease)	%YoY	9 months 2024	9 months 2023	Increase (Decrease)	%YoY
Share of profit (loss) from investment in associates companies	6.94	5.95	0.99	16.64	16.00	15.28	0.72	4.73
Share of Profit (loss) attributable to the parent company	8.46	18.07	(9.61)	(53.18)	23.18	44.98	(21.80)	(48.46)
Net profit margin (percent)	6.58	9.82			5.98	9.43		

### 1. Sale and service income

Operating results for the 9 month period ending on 30 September 2024. The company has income from sales and services in the amount of 382.98 million baht, decreased from the same period of the year 2023 Amount 90.02 million baht Or decreased 19.03 percent and operating results for the 3rd quarter. As for the 3-month period ending 30 September 2024, the company has sales and services income of 127.34 million baht. Decreased from the same period of 2023 in the amount of 55.44 million baht or a decrease of 30.33 percent. This is because the overall economic situation in Thailand is slowing down, especially in the automotive industry and there is increased competition resulting in less gross profit margin. As a result, customer groups will reduce production and investment during this period. Currently, customers have turned to buying more imported products from China. The company is now sourcing for more products from China source as well as sourcing for more products to sell. Furthermore, there are products that are expected to be delivered in Q3 2024 where the delivery has been postponed to Q4 2024 and in 2025.

In addition, the company still has products and services. Those that have received purchase orders and are in the process of being delivered (Backlog) according to the following schedule:

Products and services received as orders Already but not yet delivered (Backlog)	2022, 2023 → Q4 2024 (million baht)	2024 → Q4 2024 (million baht)	2024 → 2025 (million baht)	Total Backlog (million baht)
together	42.70	88.74	52.26	183.70

## **2. Other income**

For the 9 month period ending on 30 September 2024, the company has other income of 4.65 million baht, an increase from the same period of 2023 of 0.76 million baht or an increase of 19.60 percent and for the 3 month quarter ending on 30 September 2024 . The company had other income of 1.25 million baht, increase from the same period of 2023 or a 0.02 Million baht or increase of 1.63 percent for the 9 month period. Other income increased due to sales promotion income and interest income.

## **3. Cost of sales and cost of services**

For the 9 month period Ending on 30 September 2024, the company had cost of sales and services of 289.15 million baht, a decrease of 62.23 million baht or 17.71 percent from the same period of 2023. For the third quarter of the three months ending September 30 , 2024, the company had cost of sales and services of 96.72 million baht, a decrease of 42.65 million baht or 30.60 percent from the same period of 2023, which was in the same direction as revenue from sales and services. However, when comparing the proportion of sales and services to revenue from sales and services, and found that the proportion of cost of sales and services decreased from 76.25 percent of revenue in the third quarter of 2023 to 76.25 percent, 75.95 in Q3 2024.

## **4. Distribution costs and administrative expenses**

For the 9 month period ending on 30 September 2024, the company had distribution costs and administrative expenses of 88.23 million baht, an increase of 2.22 million baht or 2.58 percent from the same period of 2023. For the third quarter, the 3-month period ended September 30, 2024, the company had distribution costs and administrative expenses of 29.24 million baht, an increase of 0.27 million baht or 0.93 percent from the same period of 2023. The slight increase in distribution costs and administrative expenses was due to an write off for expired products about 2.76 million baht.

## **5. Share of profit (loss) belonging to the parent company**

For the 9 month period ending on 30 September 2024, the Company had a net profit (loss) of 7.26 million baht, a decrease of 12.41 million baht or 63.09 percent from the same period of 2023. For the third quarter of the three months ending on September 30 , 2024, the company had a net profit (loss) of ( 2.28) million baht, a decrease of 10.50 million baht or 127.74 percent from the same period of 2023 .

In addition, for the third quarter of the three- month period ending September 30 , 2024, the Company also recognized net profit of Utility Business Alliance Public Company Limited ( "UBA") at a rate of 28.67 % , Quantity 6.94 million baht, an increase from the same period of 2023 by 0.99 million baht or an increase of 16.64 percent.

From the above operating results and the recognition of profits from subsidiaries and associated companies. As a result, there was a total comprehensive profits for the third quarter of the three- month period ending September 30, 2024 totaling 8.46 million baht, a decrease from the same period of 2023 of 9.61 million baht or a decrease 53.18 percent.

Please be informed accordingly.

Best regards

(Miss Orasa Wimonchalao)

Person with authority to report information