

SE

SIAMEAST SOLUTIONS PUBLIC COMPANY LIMITED

SIAMEAST SOLUTIONS PUBLIC COMPANY LIMITED

Head Office : 15/1 Highway-Rayong No.3191 Rd.T.Huey-Pong A.Muang Rayong Rayong 21150

Contact : 0-3868-2540

Website : www.siameastsolutions.com



CG Report Score :

THSI List : -

CEO

Orasa Vimolchalao
Chief Executive Officer

Tel : (+66) 3868 2540 Ext. 169
Mobile : (+66) 81 829 5306
orasa.vim
@siameastsolutions.com

DCEO

Kirk Leekasem
Deputy Chief Executive Officer

Tel : (+66) 3868 2540 Ext.888
Mobile : (+66) 91 732 2319
kirk.lee
@siameastsolutions.com

CFO/IR

David Samanyaporn
Chief financial Officer,
Investor Relations

Tel : (+66) 3868 2540 Ext. 141
Mobile : (+66) 63 629 8893
david.sam
@siameastsolutions.com

Company Background

With 27 years of experience, we are one of the leaders in supplying and distributing industrial products in the Eastern of Thailand, the most important industrial areas in the country. It is only 5 km to Map Ta Phut Industrial Estate, the centre of PetroChemical Plant, Refinery, Power Plant, and 30 km to Bo Win, the Automotive Industrial Estate, and more. This give an opportunity to sell products and provide quickly.

Key Development of Company

Aug 1993	Siam Rajathanee (East) Co., Ltd. was established with a registered capital of 2.00 MB.
Feb 2017	Registered capital increase of 120.00 MB for a total of 240 million shares
May 2018	The Company invests in the purchase of utility business 40% of registered capital
2021	Registered capital increase from 120MB to 312MB total 624 million shares
	The Company invested in the purchase of shares of Kessel (Thailand) Co., Ltd. with a stake of 92.28% of the registered capital.
	The Company opened a subsidiary of O.K.S. Group Holding Co., Ltd. with a stake of 99.99% of the registered capital.
	We got the "license to Import or Order Drugs into the Kingdom" and "Establishment Registration Certificate for Medical Device import"

Revenue Structure

Period : 30 Jun

(Unit : MB)

	6M/2021	%	6M/2020	%	2020	%	2019	%
Pumping System Technology Division	46.52	24.95	54.03	30.43	119.40	26.58	163.51	34.43
Process and Piping Solution Division	68.18	36.57	47.72	26.88	183.25	40.79	142.57	30.02
Innovative Material Division	55.93	30.00	56.05	30.43	112.80	25.11	113.43	23.88
Service Business Division	15.82	8.48	19.76	11.13	33.84	7.53	55.44	11.67
Total revenue from sales and services	186.44	100.00	177.55	100.00	449.28	100.00	474.95	100.00
Total of other incomes	1.01	0.54	2.44	1.36	4.38	0.97	5.20	1.08

Stock Data

(09/09/2021)

	YTD	2020	2019
Paid-up (MB)	312.00	120.00	120.00
Listed share (M)	624.00	240.00	240.00
Par (B)	0.50	0.50	0.50
Market Cap (MB)	886.08	309.60	446.40
Price (B./share)	1.42	0.60	0.86
EPS (B)	0.02	0.17	0.15

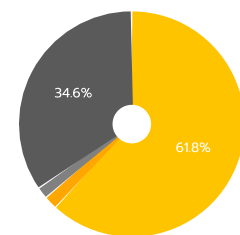
Statistics

(11/08/2021)

	P/E	P/BV	Div.Yield
SE (x)	20.07	1.77	0.20
SERVICES - mai (x)	56.94	3.62	1.94
SERVICES - SET (x)	-	3.77	1.42
mai (x)	71.62	2.66	1.61
SET (x)	25.87	1.68	2.35

Shareholder Structure

(06/09/2021)



Orasa Vimolchalao's (61.8%)	Surachet Chaipattamanon (2.0%)
Vichien Srimunnimit (1.7%)	Other (34.6%)

Financial Ratios

	6M/2021	6M/2020	2020	2019
ROE (%)	8.15	8.84	11.55	10.94
ROA (%)	7.47	7.94	10.05	9.74
D/E (x)	0.20	0.32	0.31	0.33
GP Margin (%)	24.64	27.47	26.89	27.47
EBIT Margin (%)	4.69	7.75	10.26	8.83
NP Margin (%)	4.45	7.00	8.94	7.38

Business Plan

- The company operates under the concept of "Solutions Excellence" with excellence in finding the right choice for the customer's business and to meet the needs of customers in addition to the company offering safe products to customers who operate in engineering. The company has increased its line of sales of medical equipment, which consists of a team of professional pharmacists who are in charge of this segment, with a valid license from the FDA
- Focus on investing in technology and business models, as well as working processes to create new value for customers and employees in response to external changes.
- Find opportunities to make M&A in vertical and horizontal expansion to expand the company's potential under the concept of comprehensive solution excellence for both customers and the company.
- The company defines the core value of the organization as FAST,
 F : Fast service and sourcing
 A : Disciplined and ensures accurate and honest, reliable information collection.
 S : Strategic partnerships and relationship companies that are business partners.
 T : Develop technological knowledge and other skills
- Focus on expanding customer base across all other industries and providing new partners who can compete in both price and service.
- Increasing Brand awareness and Online Marketing for expanding the market .

Investment Highlight

The Board of Directors has approved the proposal of agenda items to the 2021 Annual General Meeting of shareholders. The proposal has been considered and approved with the following items:

1. Approve the increase of the company's registered capital of Baht 192,000,000 from the registered capital of Baht 120,000,000 to Baht 312,000,000 by issuing 384,000,000 newly issued ordinary shares with a par value of Baht 0.50 per share.
2. Approve the allocation of newly issued ordinary shares of the Company not exceeding 384,000,000 shares
3. Approve the acquisition of assets in ordinary shares of the company. Kessel (Thailand) Co., Ltd. ("KESSEL") from PPM Engineering Co., Ltd. ("PPM") and its connected transactions

Risk Factor

Key business risk factors and hedging as follows

- External risks that will affect the company's business as a whole. At the end of the second quarter, the government announced a crimson area that includes Rayong, which is an area of both the company and its customers, with a long-lasting intensive LOCK DOWN. However, in order to reduce the burden and prevent such risks, the company has taken effective action by properly implementing the COVID-19 management system, such as:

- 1) To arrange for employees to continuously detect COVID-19 through ATK or RT-PCR
- 2) Preparation of the area and the implementation of bubble and SEAL measures for the establishment according to the manual of the Department of Disease Control.
- 3) Corporate and FACTORY ISOLATION
- 4) Setting up a work from home system.
- 5) Uses technology as a management component.

• **Risk of entry of new competitors** : the sourcing and distribution business is a business with no operational complexity. However, the company has more than 3,500 products, thus accommodating the diverse needs of industrial plants. In addition, our sales engineers have the knowledge, expertise and experience to advise customers for optimal efficiency.

In addition, in order to reduce the burden and hedge the risk, the company has initiated new policies such as joint investment and/or joint venture and/or merger and/or strategic partnership with other businesses that will result in the continuous sale of SE products and/or acquisition of new products that differ from the market, such as KESSEL products.

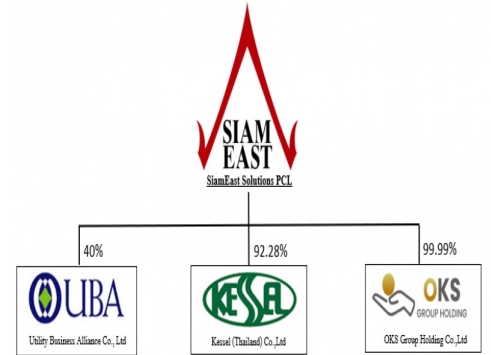
• **TFRS 9 Accounting Standard Risk** : This has resulted in an increase in the company's cost estimates, but has no effect on the company's cash flows.

Capital Structure

(Unit : MB)

	6M/2021	6M/2020	2020	2019
Current Liabilities	87.74	83.19	88.85	101.21
Non-Current Liabilities	21.24	13.62	23.33	10.85
Shareholders' Equity	553.71	320.56	365.45	337.04

Company Structure



Company Image

บริษัท สยามอีสต์ โซลูชั่น จำกัด (มหาชน)
 SiamEast Solutions Public Company Limited

One Stop Shop Pumps Supplier
PUMPING SYSTEM TECHNOLOGY

Solutions for Improvement
PROCESS & PIPING SOLUTION

Intelligence Solutions for Maintenance & Production
INNOVATIVE MATERIAL

Smart & Sincere Solutions
SERVICE BUSINESS