

Business Overview

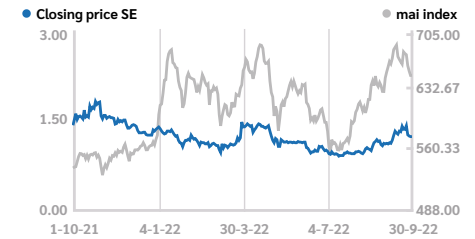
The company distributes industrial products and services which consists of 1. pumping system, 2. process and piping system 3. innovative material 4. service businesses 5. medical supplies which is classified in innovative material revenue structure. The company focuses on value added propositions such as inventory management, service contracts and fast services to help customer lean and optimize their processes.

Business Highlight

The 9-month profit statement surpassed 197.71% year on year. Revenue and Profit Q3/2022 Results Revenue grew by 27.21% to 443.20 million baht. All categories of products distributed have higher revenues. Pump system product and technology revenue 82.13 million baht, production process and piping management products 157.75 million baht, innovative materials 137.41 million baht Service products 62.46 million baht and other revenues 3.45 million baht.

In addition, the company will receive a share of the profit (loss) from UBA associates with continuous revenue, with a profit increase of 32.54% worth 20.33 million baht. While the profit(loss) shares. Parts belonging to SE The nine-month period was 46.93 million baht, growing by 197.71%. And the profit only during Q3/65 was 19.39 million baht. This is up 65.93% from the same period last year.

Revenue Structure

Stock Information
mai / SERVICE

Performance and Analysis 9M/2022

	9M22	9M21	2021	2020
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Income Statement (MB)

Revenues	443.20	348.41	498.09	573.56
Expenses	406.72	339.88	471.23	504.86
Net Profit (Loss)	46.93	15.77	34.87	40.58

Balance Sheet (MB)

Assets	535.41	461.40	488.16	580.50
Liabilities	156.01	148.21	155.15	132.25
Shareholders' Equity	376.35	312.03	331.13	365.45

Cash Flow (MB)

Operating	37.52	54.95	69.48	53.83
Investing	-4.79	-257.22	-257.37	1.16
Financing	-21.63	140.94	142.47	-45.20

Financial Ratio

EPS (Baht)	0.07	0.04	0.08	0.30
GP Margin (%)	27.06	26.01	26.74	30.42
NP Margin (%)	10.85	5.79	8.03	12.57
D/E Ratio (x)	0.41	0.47	0.47	0.31
ROE (%)	19.19	11.40	10.01	11.55
ROA (%)	16.20	11.07	9.90	10.05

Business Performance Summary

The Company's overall operating results in Q3 2022 Revenues and expenses increased from the same quarter last year, increased revenues were due to goods and services purchased, and the remaining inventories in the second quarter of 2022 gradually delivered goods and services, and most factories were fully open to operate services at the customer company's on-site work, the increased cost of sales and expenses was in line with the increased revenues, however, the Company had better control over the cost of sales and services of certain product groups, and in Q3 2022, the Company also realized profits from associates at a rate of 39.99% of 7.99 million, resulting in the Company's net profit (loss) in Q3 of 2022, higher than in Q3 2021.

Key Milestones

1. December 2021 Acquisition of new shares of Utility Business Alliance Public Company Limited in proportion to its holdings, represents 40% of the newly issued shares.
2. June 2022 Increase the registered capital of OKS Group Co., Ltd. (subsidiary) from the existing registered capital of one million baht (1,000,000) to ten million baht (10,000,000) to increase financial liquidity in investments and business development expansion.

as of 30/09/22	SE	SERVICE	mai
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P/E (X)	15.51	37.99	58.56
P/BV (X)	2.35	3.70	3.35
Dividend yield (%)	0.21	1.23	1.09

	30/09/22	30/12/21	30/12/20
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Market Cap (MB)	838.64	929.76	309.60
Price (B/Share)	1.28	1.49	1.29
P/E (X)	15.51	24.87	11.55
P/BV (X)	2.35	2.98	0.90

CG Report:


Business Plan

The growth plan is divided into 2 types.

1. Organic Growth

For Organic Growth, we strive to maintain our existing customer base and motivate. Repurchase of both products and services by focusing on supply contracts, preventive maintenance, energy optimization for customers and providing new products to existing customers.

2. Inorganic Growth

Inorganic Growth focuses on merger and acquisition, joint venture, and new ways to invest in start-up groups.

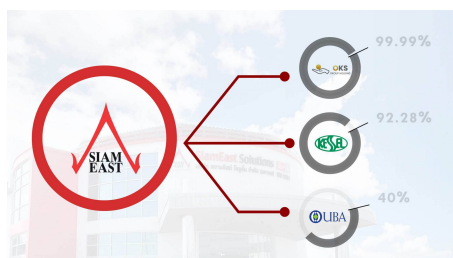
Risk Management Policy

1. Policy formulation and risk management plan
2. Have currency focus measures and enter into agreements with suppliers who are sellers or manufacturers and customers of the organization. in rates agreements. Exchanges (especially foreign counterparts with high-value balances) and have binding agreements to adjust the currency fluctuates within the agreed framework to ensure that inflation is in an acceptable state.

Recent Awards and Recognitions

SET Awards 2022 รางวัลเกียรติยศแห่งความสำเร็จของตลาดหุ้นไทย

1. Outstanding CEO Awards Business Excellence CEO of company listed on mai
2. Outstanding Company Performance Awards Business Excellence mai market capitalization up to THB1.5 bln

Business Structure

Major Shareholders
as of 14/03/2022


- Ms. Orasa Vimolchalao (40.70%)
- Mr. Kirk Leekasem (21.21%)
- Mr. Vichien Srimumnimit (1.65%)
- Thai NVDR Company Limited (1.19%)
- Mr. Kovit Puavilai (0.87%)
- Others (34.38%)

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- 📞 Other Trading Info : https://www.settrade.com/C04_01_stock_quote_p1.jsp?txtSymbol=SE

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