



SIAMEAST SOLUTIONS
PUBLIC COMPANY LIMITED

NO. ELCID/SE/003/2024

February 28 2024

Subject: Management Discussion and Analysis for the year ended 31 December 2023

Dear Directors and Managers
Stock Exchange of Thailand

SiamEast Solutions Public Company Limited and its subsidiaries have submitted consolidated financial statements for the year ended 31 December 2023

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 4 Year 2023	Quarter 4 Year 2022	increase (decrease)	%YoY	Year 2023	Year 2022	increase (decrease)	%YoY
<u>Sales and service income</u>								
1. Pumping System and Technology	33.74	31.18	2.56	8.21	106.80	113.31	(6.51)	(5.74)
2. Process & Piping Solutions	74.32	69.68	4.64	6.66	274.58	227.44	47.14	20.73
3. Innovative material product	32.79	33.83	(1.04)	(3.07)	127.58	171.24	(43.66)	(25.50)
4. Service Business	22.03	31.16	(9.13)	(29.30)	91.07	93.62	(2.55)	(2.72)
5. Energy and Utilities Product Group	10.59		10.59	100.00	46.45		46.45	100.00
Total	173.48	165.85	7.63	4.60	646.48	605.61	40.87	6.75
Cost of sales and Cost of services	129.29	116.97	12.32	10.53	480.67	437.73	42.94	9.81
Gross profit	44.18	48.88	(4.70)	(9.61)	165.81	167.88	(2.07)	(1.23)
Other income	1.35	2.64	(1.29)	(48.86)	5.24	6.09	(0.85)	(13.96)
Total income	174.83	168.49	6.34	3.76	651.72	611.70	40.02	6.54
Distribution costs and administrative expenses	29.63	33.56	(3.93)	(11.71)	115.64	119.52	(3.88)	(3.25)

Unit : million baht	Consolidated financial statements				Consolidated financial statements			
	Quarter 4 Year 2023	Quarter 4 year 2022	increase (decrease)	%YoY	Year 2023	Year 2022	increase (decrease)	%YoY
Separate net profit (loss)	2.44	17.42	(14.98)	(85.99)	22.11	31.92	(9.81)	(30.73)
Share of profits (losses) from investments in associated companies	5.23	6.33	(1.10)	(17.38)	20.51	26.66	(6.15)	(23.07)
Profit (loss) share attributable to the parent company	16.45	19.82	(3.37)	(17.00)	61.43	66.75	(5.32)	(7.97)
Net profit margin (%)	9.41	11.76			9.43	10.91		

1. Sales and service income

Performance for the year ended December 31 ,2023. The company has income from sales and services in the amount 646.48 million baht increased from year 2022 Amount 40.87 million baht or an increase of 6.75 percent and operating results for the 4th quarter for the 3-month period ended December 31, 2023. The company has income from sales and service amounted to173.48 million baht or and increase from the same period of 2022 in the amount of 7.63 million baht or an increase of 4.60 %. The increase in sales and service revenue came mainly from the Process Management and Pipeline product line and Energy and Utilities Product Group which is a new product group added in 2023.

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

Products and services that have been ordered but has not yet been delivered (Backlog)	2021,2022 → Q1 2024 (million baht)	2023 →Q1 2024 (million baht)	2023 → Q2-Q4 2024 (million baht)	All Backlog (million baht)
Together	7.81	19.33	172.07	199.21

2. Other income

For the year ended December 31, 2023. The company has other income of 5.24 million baht, a decrease from 2022 of 0.85 million baht or a decrease of 13.96 % and for the 4th quarter, 3- month period ended December 31, 2023 The company had other income of 1.35 million baht, decreased from the same period of 2022 . quantity 1.29 million baht or a decrease of 48.86 % due to decreased promotional income.

3. Cost of sales and cost of services

For the year ended December 31,2023. The company has costs of sales and services of 480.67 million baht, an increase from 2022 of 42.94 million baht or an increase of 9.81 % . And for the 4th quarter, 3- month period ended December 31 , 2023 , the company has costs of sales and services. The amount of 129.29 million baht increased from the same period of 2022 by 12.32 million baht or an increase of 10.53 % , which is in the same direction as sales and service income. However, when comparing the proportion of cost of sales. and service with income from sales and services and found that The proportion of cost of sales increased from 72.28 % of revenue in 2022 to 74.35 % in 2023 , the reason is that manufacturers have increased product costs in some product groups.

4. Distribution costs and administrative expenses

For the year ended December 31, 2023. The company has distribution costs and administrative expenses of 115.64 million baht, a decrease of 3.88 million baht or 3.25 % from 2022. And for the 4th quarter , 3- month period ending December 31 , 2023 , the company has costs of Distribution and administrative expenses amounted to 29.63 million baht, a decrease of 3.93 million baht from the same period of 2025 , or a decrease of 11.71 % . However, when comparing the proportion Distribution costs and administrative expenses With income from sales and services, it was found that the proportion of expenses , etc. , decreased from 19.73 % of income in 2022 to only 17.89 % of income in 2023 , showing that the company can control and manage expenses efficiently.

5. Share of profits (losses) belonging to the parent company

For the year ended on December 31, 2023. The company has a net profit (loss) of only 22.11 million baht, a decrease from 2022 of 9.81 million baht or a decrease of 30.73 %. And for the 4th quarter , 3- month period ended December 31 , 2023 , the company has a net profit (loss) of 22.11 million baht. Separate businesses amounted to 2.44 million baht, a decrease from the same period of 2022 in the amount of 14.98 million baht or a decrease of 85.99 % due to receiving dividends from associated companies in the amount of 10.75 million baht in the 4th quarter of 2022.

In addition, for the year ended December 31 , 2023 , the Company also recognized net profit of Utility Business Alliance Public Company Limited ("UBA") at a rate of 28.67 % , amounting to 20.51. million baht, a decrease from 2023, which recognized the net profit of Utility Business Alliance Public Company Limited ("UBA") at a rate of 39.99% , amounting to 6.15 million baht, or a decrease of 23.07%.

From the performance mentioned above and the recognition of profits from subsidiaries and associated companies. As a result, the company total comprehensive profit for 2023 attributable to the parent company total 61.43 million baht, a decrease from 2022 of 5.32 million baht or a decrease of 7.97 %.

Please be informed accordingly.

Best regards

(Miss Orasa Wimolchalao)

Person with authority to report information