



SIAMEAST SOLUTIONS
PUBLIC COMPANY LIMITED

NO. ELCID/SE/011/2024

15 MAY 2024

Subject: Management Discussion and Analysis for the 3 month period ended 31 March 2024

Dear Directors and Managers
Stock Exchange of Thailand

SiamEast Solutions Public Company Limited and its subsidiaries have submitted the consolidated financial statements for the 3 month period ending March 31, 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			
	Quarter 1 Year 2024	Quarter 1 Year 2023	Increase (Decrease)	%YoY
<u>Sales and service income</u>				
1. Technology Business and Pump	20.34	26.02	(5.68)	(21.83)
2. Piping Process Management Business	46.04	57.55	(11.51)	(20.00)
3. Innovative materials business	35.98	32.73	3.25	9.93
4. Service Business	11.49	18.53	(7.04)	(37.99)
5. Utilities business and power	10.96		10.96	100
Total	124.80	134.83	(10.03)	(7.44)
Cost of sales and cost of services	93.70	97.48	(3.78)	(3.88)
Gross profit	31.10	37.35	(6.25)	(16.73)

Unit : million baht	Consolidated financial statements			
	Quarter 1 Year 2024	Quarter 1 Year 2023	Increase (Decrease)	%YoY
Other income	1.55	0.74	0.81	109.46
Total income	126.35	135.57	(9.22)	(6.80)
Distribution costs and administrative expenses	29.33	28.79	0.54	1.87
Separate net profit (loss)	0.18	2.73	(2.55)	(93.41)
Profit sharing from investment in associated	4.16	4.83	(0.67)	(13.87)
Profit (loss) share attributable to the parent company	6.54	11.79	(5.25)	(44.53)
Net profit margin (%)	5.18	8.70		

1. Sales and service income

Performance for the 3 month period ended 31 March 2024. The company has income from sales and services in the amount 124.80 million baht decreased from the same period of the year 2023 with amount 10.03 million baht or decreased of 7.44 percent The decrease in revenue came from the process & piping solutions product group , service business product group , and pumping system and technology group. Income decreased because some products were not imported in time, so delivery had to be postponed in the 2nd quarter. Moreover, in the 1st quarter of every year, most customers still do not use their budget to order products.

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)	2022 → Q2-Q4 2024 (million baht)	2023 → Q2-Q4 2024 (million baht)	2024 → Q2-Q4 2024 (million baht)	All Backlog (million baht)
Together	5.72	108.41	74.89	189.02

2. Other income

For the 3 month period ended 31 March 2024, The company has other income of 1.55 million baht, an increase of 0.81 million baht from the same period of 2023 or an increase of 109.46 percent due to sales promotion income. and increased interest income.

3. Cost of sales and cost of services

For the 3 month period ended 31 March 2024 , the company had costs of sales and services in the amount of 93.70 million baht, a decrease from the same period of 2023 in the amount of 3.78 million baht or decrease 3.88 percent , which is in the same direction as sales and service income decreased. However, when comparing the proportion of sales costs and service with income from sales and services and found that the proportion of cost of sales increased from 72.30 percent of revenue in the first quarter of 2023 to 75.08 percent in the first quarter of 2024. The reason was because product distributors increased product prices according to the economic situation.

4. Distribution costs and administrative expenses

For the 3 month period ended 31 March 2024, the company has distribution costs and administrative expenses of 29.33 million baht, an increase of 0.54 million baht from the same period of 2023 or an increase of 1.87 percent. However, when comparing the proportion distribution costs and administrative expenses With income from sales and services, it was found that the proportion of expenses , increased from 21.35 percent of income in the 1st quarter of 2023 to 23.50 percent of the income in the 1st quarter of 2024.

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

For the 3 month period ended 31 March 2024, the company had a separate net profit (loss) of 0.18 million baht, a decrease from the same period of 2023 of 2.55 million baht or a decrease of 93.41 percent.

In addition, for the 3- month period ended 31 March 2024, the company also recognized net profit of Utility Business Alliance Public Company Limited ("UBA") at a rate of 28.67 % , amounting to 4.16. million baht, a decrease from the same period of 2026 by 0.67 million baht or a decrease of 13.87 percent.

From the above operating results and the recognition of profits from subsidiaries and associated companies. As a result, the company there was a total comprehensive profit for the 3- month period ending March 31 , 2024, totaling 6.54 million baht, a decrease from the same period of 2023 of 5.25 million baht or a decrease of 44.53 percent.

Please be informed accordingly.

Best regards

(Miss Orasa Wimolchalao)

Person with authority to report information