SEI MEDICAL

SEI Medical Public Company Limited “SEI”

Opportunity Day

Tuesday, August 19, 2025, at 11:30 am.

Agenda

1. Company and Business Overview
2. Q1-Q2/2025 Highlights
3. 2025 Envision
4. Opportunities
5. Q&A

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SEI Medical Public Company Limited or “SEI”

“Company and Business Overview”

SEI Medical Public Company Limited

Issuer Name	SEI Medical Public Company Limited
Core Business	A leading distributor and service provider of a wide range of medical devices, disposable medical supplies, and scientific instruments in Thailand.
Ticker	SEI
Initial Public Offering (IPO) Day	September 24, 2024
IPO Price	3.10 THB

“SINCE YOUR DAY ONE”

6 Product Groups Covering all Stages of Life

Neonatal Care

Endoscope

Surgery

Laboratory

Aesthetic

Intensive Care Unit (ICU)

22 Brands

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1,000+ Products

Company and Business Overview

Business Units - Products

Neonatal Care

These are medical instruments used for the care of healthy newborns as well as those at risk of critical conditions in the postnatal period.

Ventilator
Infant Incubators/Warmers
Patient Monitor
Jaundice Meter

Endoscope

These are medical instruments used in endoscopy rooms for examining the gastrointestinal tract, respiratory tract, and ENT (ear, nose, and throat).

Gastroscope
Bronchoscope
Duodenoscopes
Colonoscope

Surgery

These are medical products that cover procedures ranging from minimally invasive surgeries using endoscopic instruments to major open surgeries.

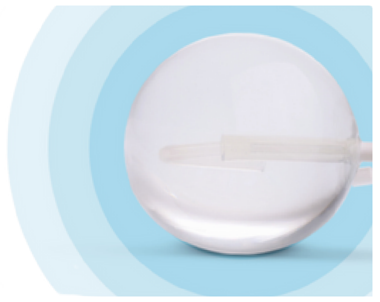
Hemostatic Products
High-Frequency Electrosurgical Units
Wound Dressing Products
and various consumables

Laboratory

These are scientific instruments used for analysis, particle measurement, sample collection, and culture incubation, primarily for research purposes.

Freeze Dryer
Hot Air Oven
Incubator
Climate Chamber

Aesthetic



These are products for beauty, body care, and weight management innovations, such as gastric balloons to avoid surgery, synthetic skin innovations, and skin tightening devices used after weight loss, fat suction, or childbirth.

Intensive Care Unit

These are comprehensive new range of products designed specifically for Intensive Care Units. The first focus is on the ventilation product line that developed to meet the critical needs of patients requiring advance respiratory support.

Company Overview

Trusted Partners

Manufacturers

22 Brands/Partners (+2 from Q2/2025)

1,000+ Products

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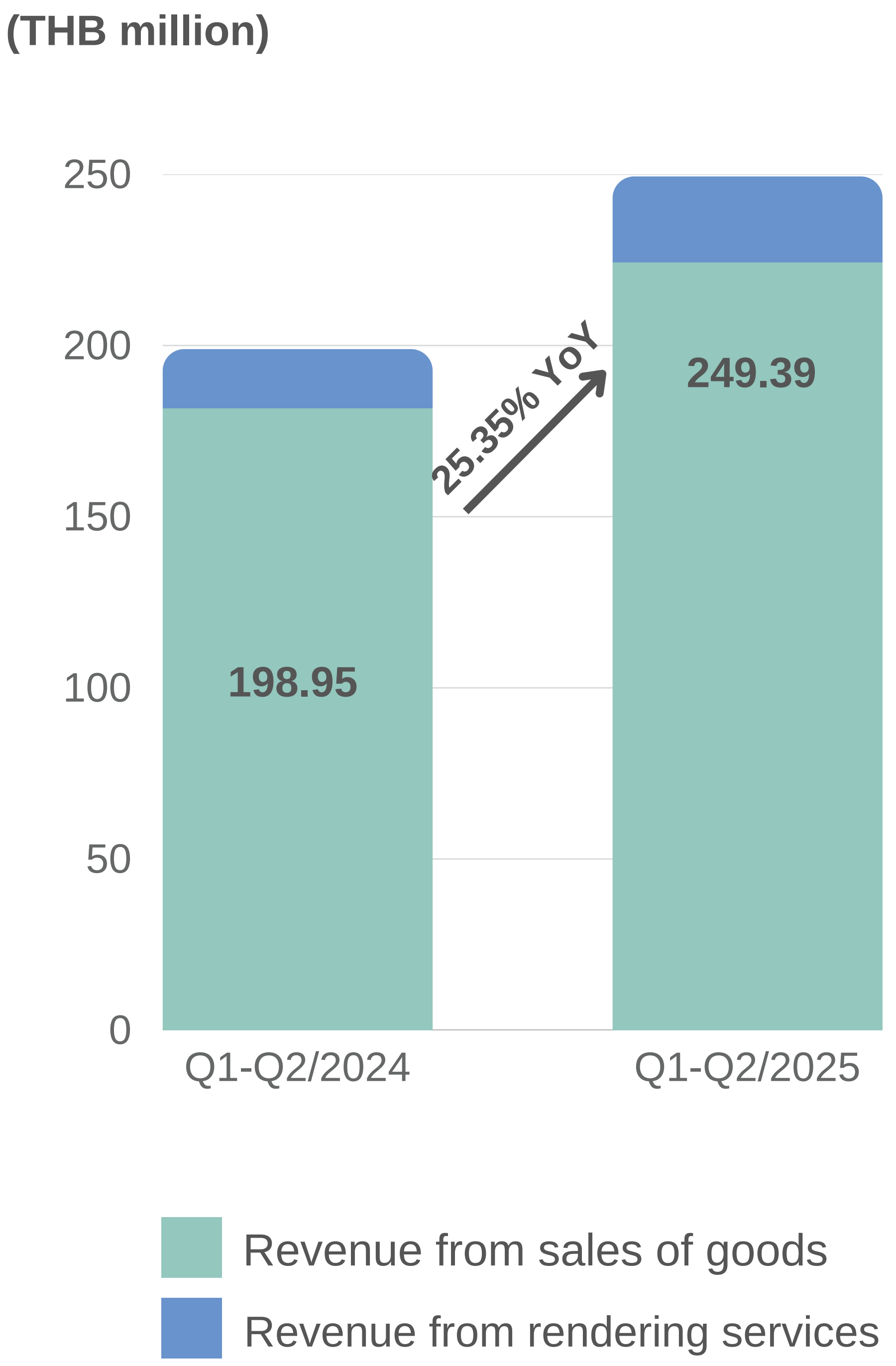
“Q1-Q2/2025 Highlights”

Q1-Q2/2025 Highlights
Financial Performance

Total Revenue



"SEI Medical achieved robust revenue growth in the first half of 2025, with **total revenue surging 25.35% to THB 249.39 million**. This growth was fueled by strong performance across all core operations."

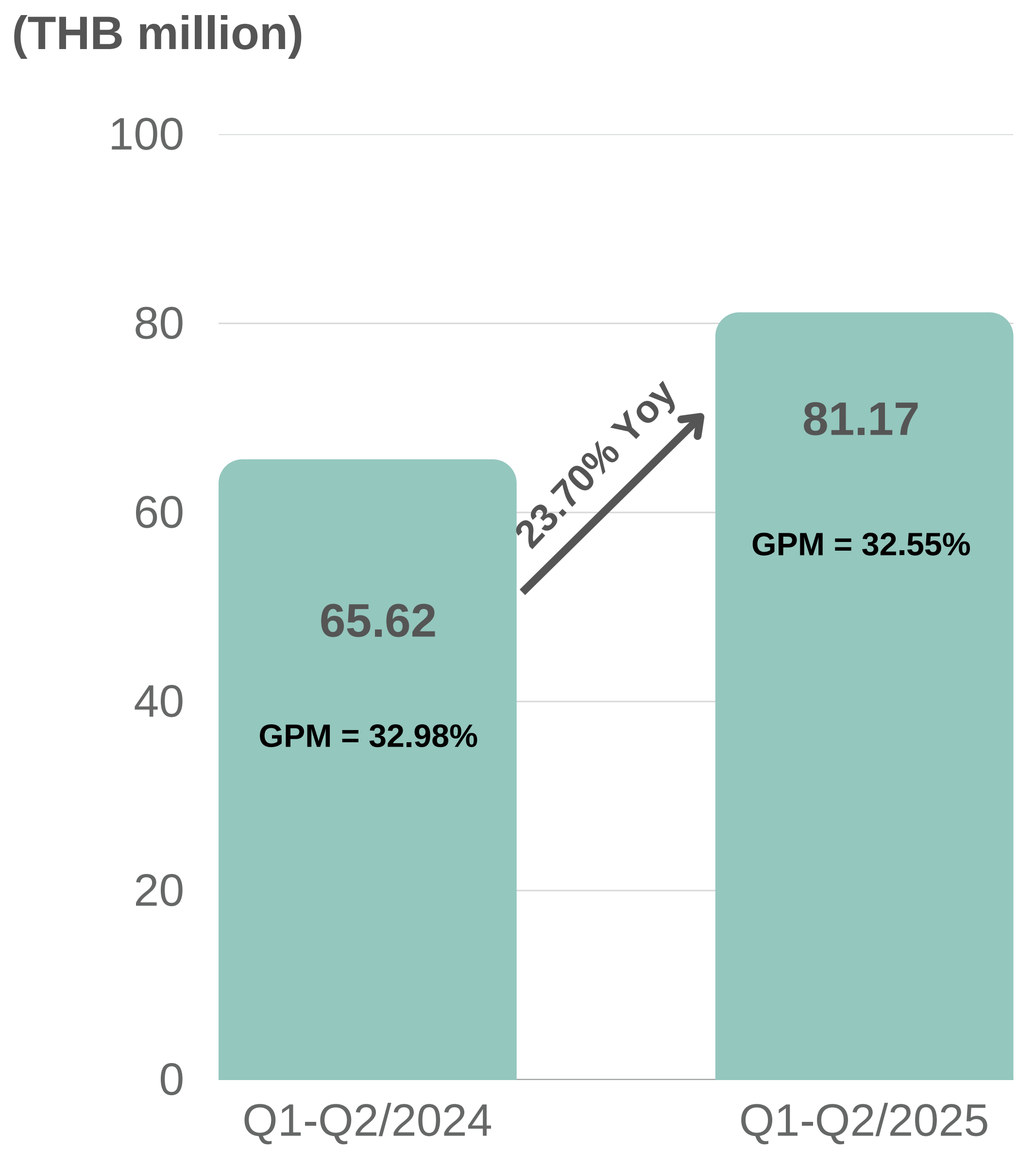
Revenue from Service: Skyrocketed by 45.36% to 25.06 MB

Revenue from Product Sales: Increased by 23.45% to 224.33 MB

Q1-Q2/2025 Highlights

Financial Performance

Gross Profit and GPM



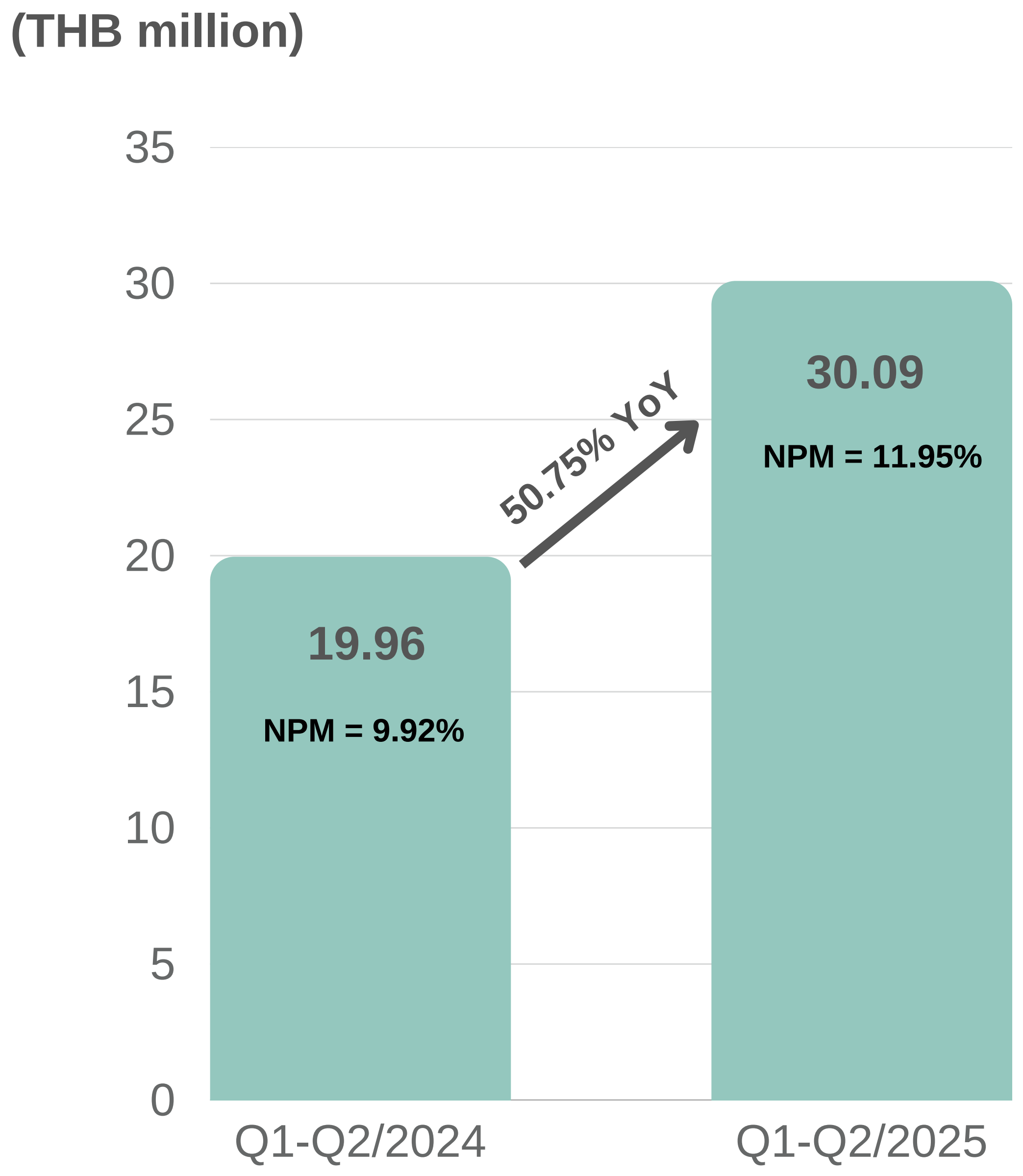
"SEI Medical proved its profitability is both **scalable and resilient.** The company boosted gross profit by substantial 23.70% to THB 81.17 million, while simultaneously defending its high gross margin at 32.55%.

This performance showcases strong pricing power and cost discipline during a period of high sales growth.

Q1-Q2/2025 Highlights

Financial Performance

Net Profit and NPM



"The 50.75% surge in net profit to THB 30.09 million was magnified by an expanding net profit margin, which increased to 11.95%.

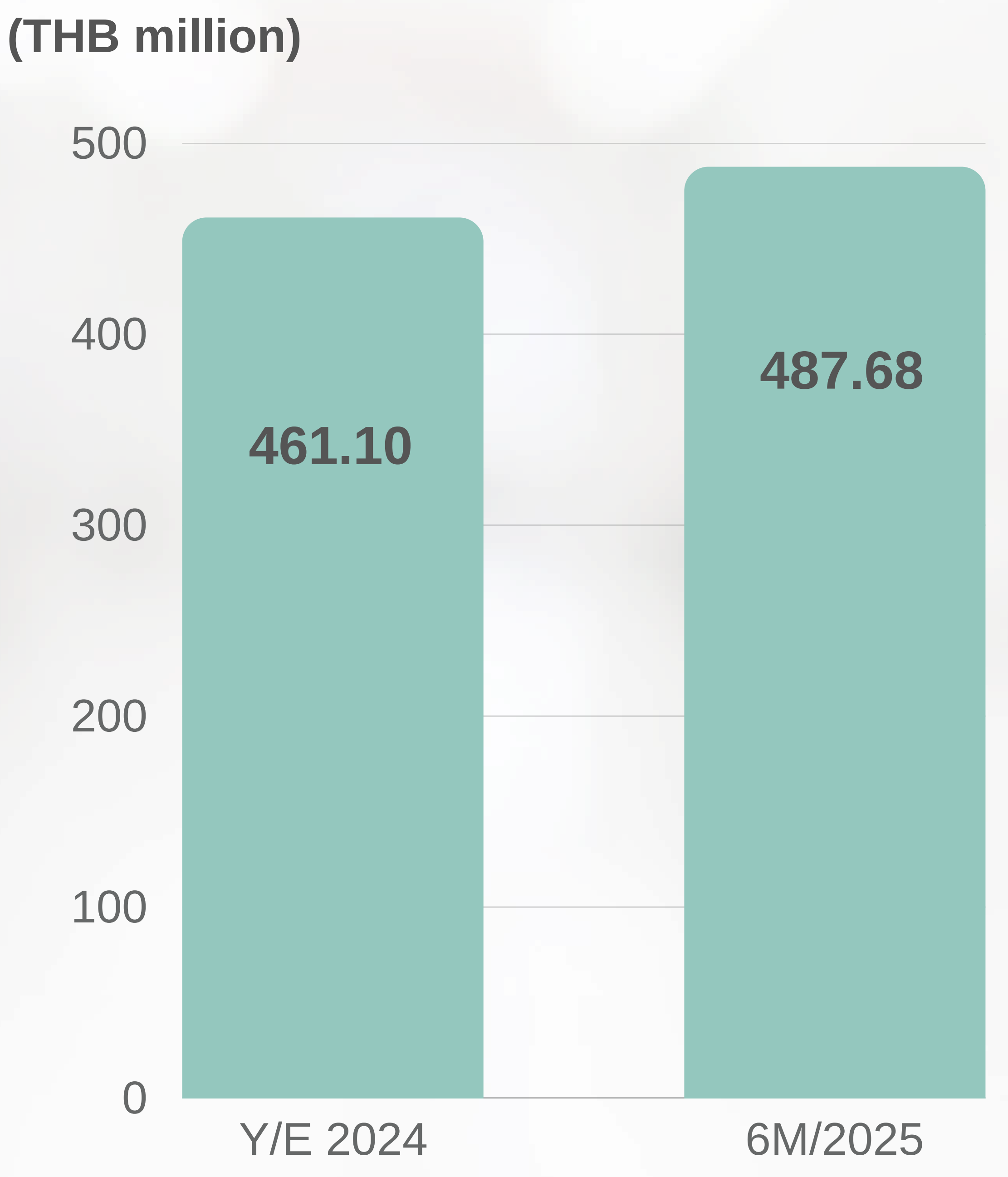
The margin improvement proves that **SEI Medical has become fundamentally more profitable.**

Q1-Q2/2025 Highlights

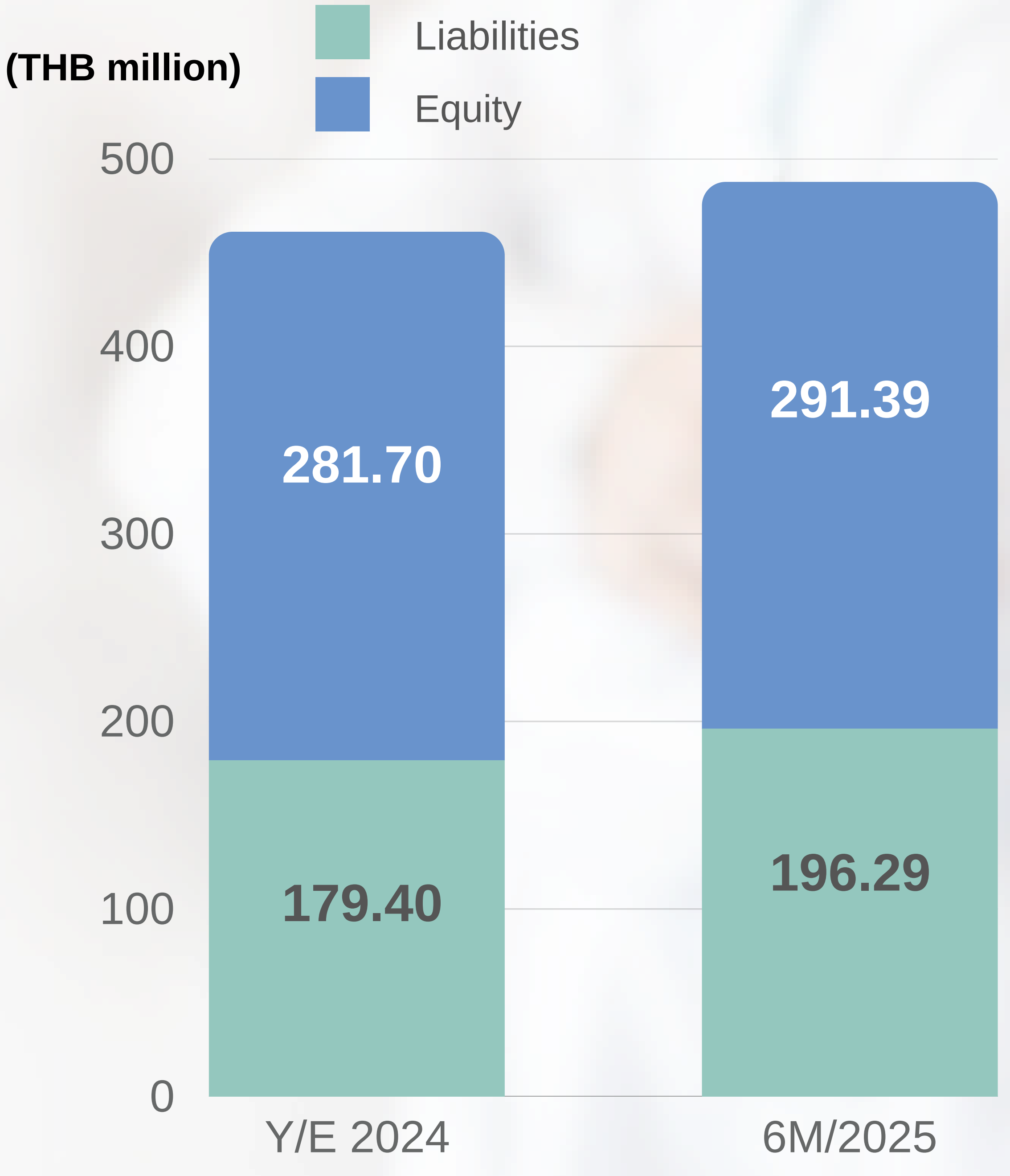
Financial Performance

Strong Financial Position

Asset



Liabilities and Equity



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Key Financial Takeaways

Sales and Service Revenue Growth
(45.36% on service and 23.45% on sales)

The growth was attributed to an expanded customer base and increased sales from new product lines. Similarly, service revenue driven by a higher volume of completed work under maintenance and repair contracts.

Better Inventory Management
(8.9% of Revenue)

SEI's inventories decrease by THB19.79 million, reflecting higher sales and more efficient inventory management

Lean Administrative Expenses
(7.42% of Revenue)

SEI demonstrates a remarkably lean organizational structure and highly efficient management, with administrative expenses at a low 7.42% of its revenue

Stable Financial Position

SEI's financial stability is evident through its increased assets and shareholders' equity. This is further supported by a strong cash flow from operations, which contributed to a significant increase in cash and decrease in finance cost due to loan payments

Q1-Q2/2025 HIGHLIGHTS

249.39 MB

New Milestone in Total Revenue
Grew by 25.35% from 198.94 MB

50.75%

Surge in Net Profit
Rising to 30.09 MB from 19.96 MB

45.36%

Skyrocketing Growth in Service
Revenue to 25.06 MB

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“Q3-4/2025 Envision”

Q3-Q4 of 2025 Envision
Business Expansions

"In 2025, the company's strategic emphasis on hardware sales, coupled with an expansion of service offerings and a focused approach to consumable products, will establish a robust competitive position."

Our strategic direction includes the expansion of business units and the development of product lines.

30%

We're targeting a 30% growth for the service unit between 2024 and 2025.

Focusing on consumables, we will be a one-stop service for steady revenue, portfolio diversification, and consumer loyalty.

Q3-Q4 of 2025 Envision

External Factors

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"The internal strategy is further bolstered by "external factors", including

growing healthcare demand, government policy, and technological advancements,

which also drive company growth and opportunities."

Growing Healthcare Demand:
Driven by an aging population, rising health consciousness, and increase in Chronic Diseases.

"Medical Hub" Policy
Universal Health Coverage (UHC)
Healthcare Infrastructure Investment

SEI is well-positioned to capitalize on new medical technologies and innovations, to meet the evolving needs of the healthcare sector and capture new market segments.

Q3-Q4 of 2025 Envision

Short-Term Factors

Q4: Peak Procurement Season

- Q4 represents the peak season of the company, aligning with the government's budget cycle for procurement
- Create critical opportunities to medical sector

Q3-Q4 of 2025 Envision
External Factors

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JUMP+ PROGRAM

1. Access to Advisory Service and Substantial Grants
2. Enhanced Corporate and Investor Visibility
3. Access to an Advisory Pool for Strategic Innovation
2. Exploration of New Opportunities with Greater Speed and Efficiency
3. Trend Identification and Adaption

2025 ENVISION

20%+

Targeting a 20% increase in total revenue in 2025

Currently: 25.35%

30%+

Maintain high growth in service

Currently: 45.36%

25+

Expand more business units and 25+ partners/brands

Currently: 22 Partners/Brands

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“Opportunities”

Opportunities

- Positive Industry Outlook
- Clear Business Expansion Strategy
- Increase Market Presence
- Impressive Financial Performance
- Operational Efficiency


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“SINCE YOU DAY ONE...”