SEI MEDICAL

SEI Medical Public Company Limited “SEI”

Opportunity Day

Tuesday, March 11, 2025, at 10:00 am.

Agenda

1. Company and Business Overview
2. 2024 Highlights
3. 2025 Outlooks
4. Q&A

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SEI Medical Public Company Limited or “SEI”

“Company and Business Overview”

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SEI Medical Public Company Limited

With over 30 years of experience in the medical equipment and scientific products industry.

We are a comprehensive distributor and service provider of medical and scientific products.

"SINCE YOU DAY ONE..."

Company and Business Overview

End-to-End Solutions Provider

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- Warehousing & Logistic
- Inventory Management and Replenishing Stock
- Consignment Inventory Investment and Management
- Order Fulfilment & Delivery
- Sales Distribution
- Key Account Management
- Direct Marketing and Managment
- Return Management & After Sales Service

Company and Business Overview

Business Units

"SINCE YOUR DAY ONE"

5 Product Groups Covering all Stages of Life

Neonatal Care

Endoscope

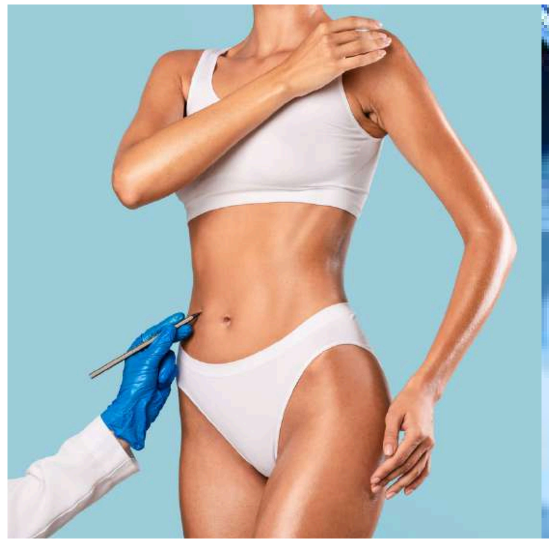
Surgery

Laboratory

Aesthetic

17+ Brands

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.

Company Overview

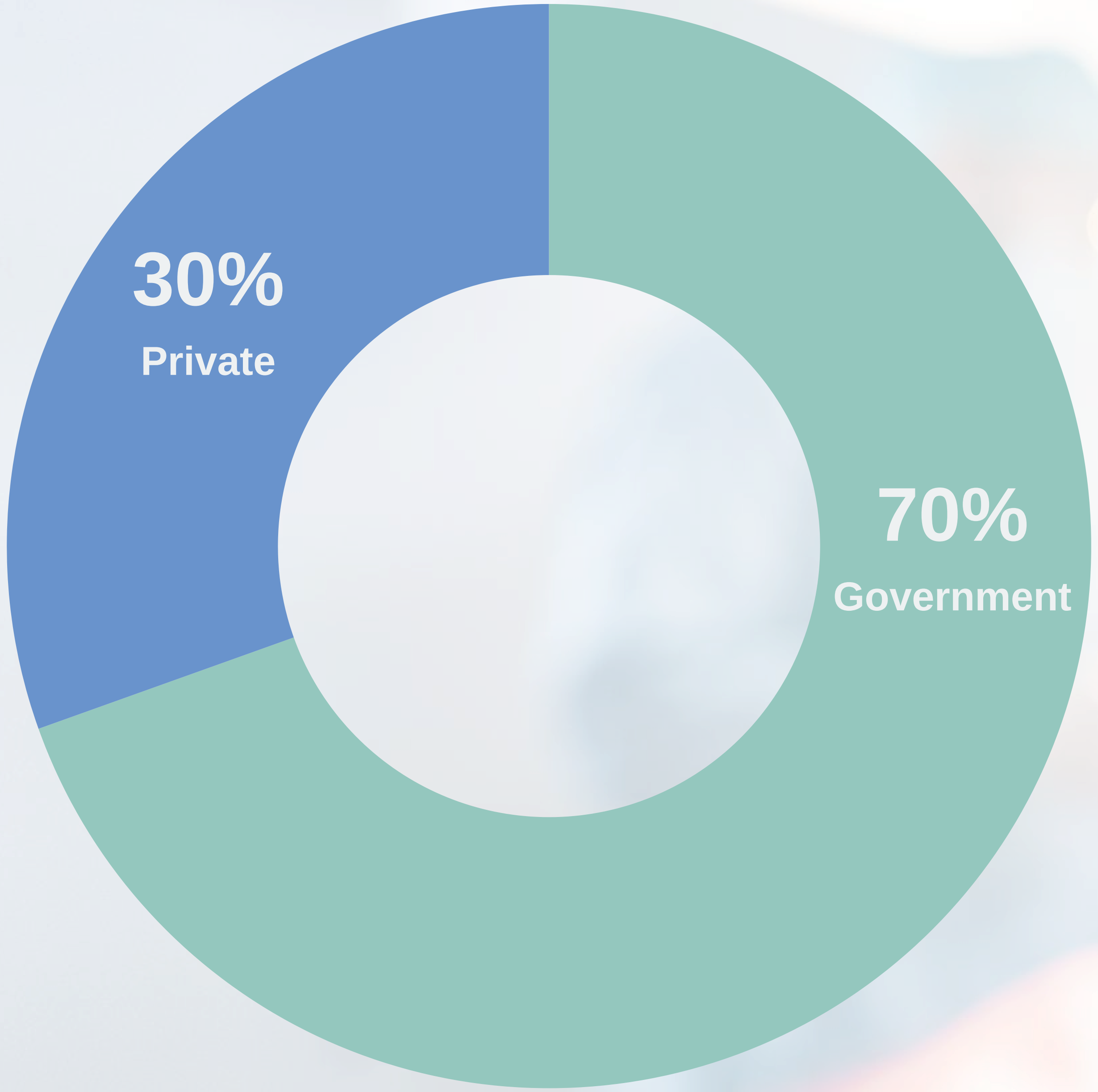
Trusted Partners

Manufacturers

17+ Brands

1,000+ Products

SEI Medical's Customers



Government (70%)

1. Government hospitals
2. Government sector
3. Medical education institutions
4. Others

Private (30%)

1. Private hospitals
2. Clinic
3. Individual customers
4. Others

SEI Medical Public Company Limited or “SEI”

“2024 Highlights”

2024 Highlights

Key Milestones

1986

The company "Science Engineer International Co., Ltd." was founded by Mr. Theera Punyacharoensin.

1989

The company expanded the business into the medical equipment sector and being appointed as a distributor for endoscopy products.

1989

The company was appointed as a distributor for products in the neonatal care segment.

2004

The company expanded its business into the scientific equipment and instruments sector.

2014

The company had introduced the first and only adjustable weight loss balloon innovation in Thailand.

2018

The company has been appointed as a distributor for surgical products, offering a comprehensive range of basic surgical instrments.

2023

The company changed its name from the original to SEI Medical Co., Ltd. and converted from a company limited to a public company limited.

2024

The company registered in "mai" stock exchange and began trading securities on September 24, 2024.

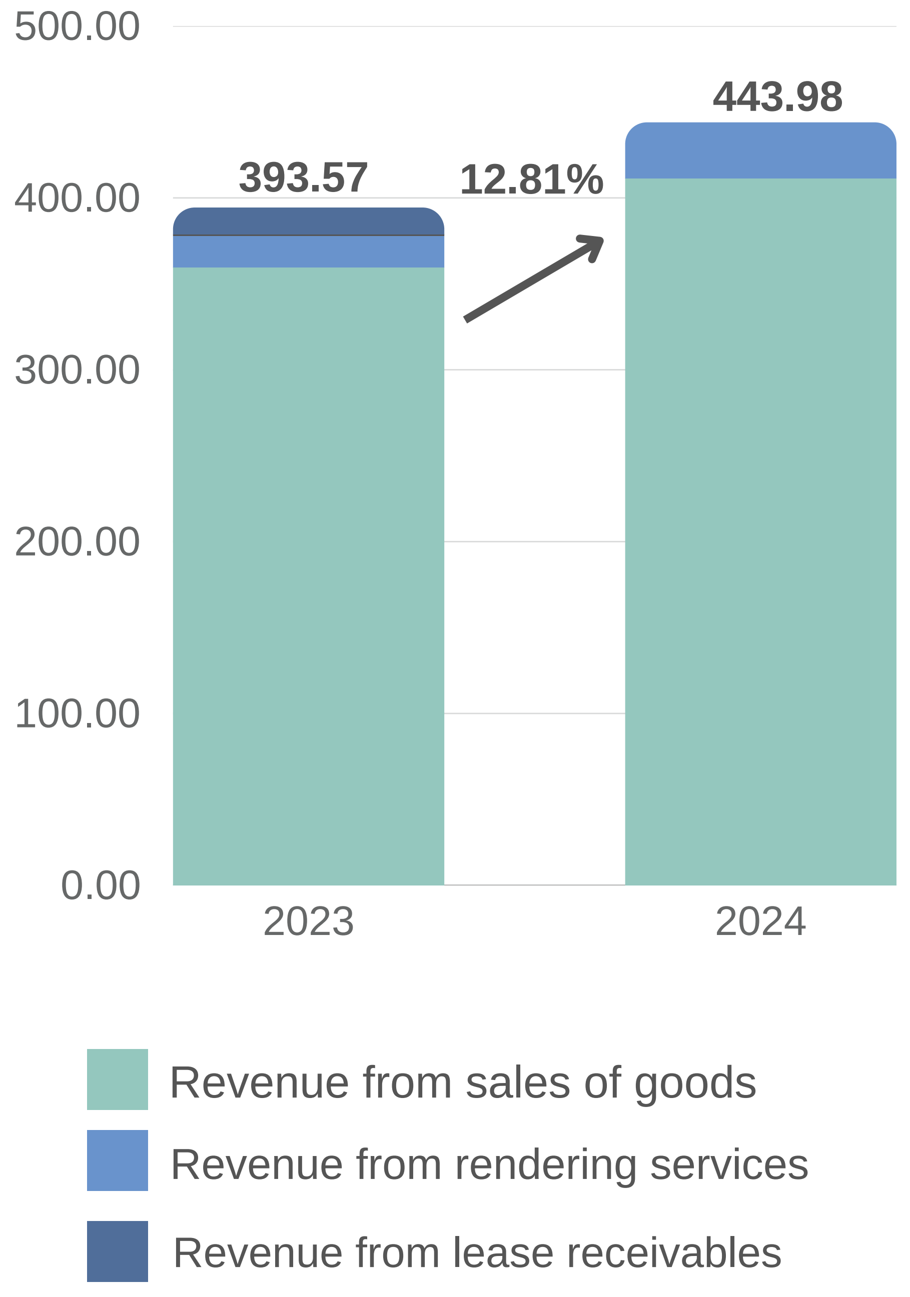
2024 Highlights

Key Milestones - SEI 1st Trading Day

2024 Highlights
Financial Performance

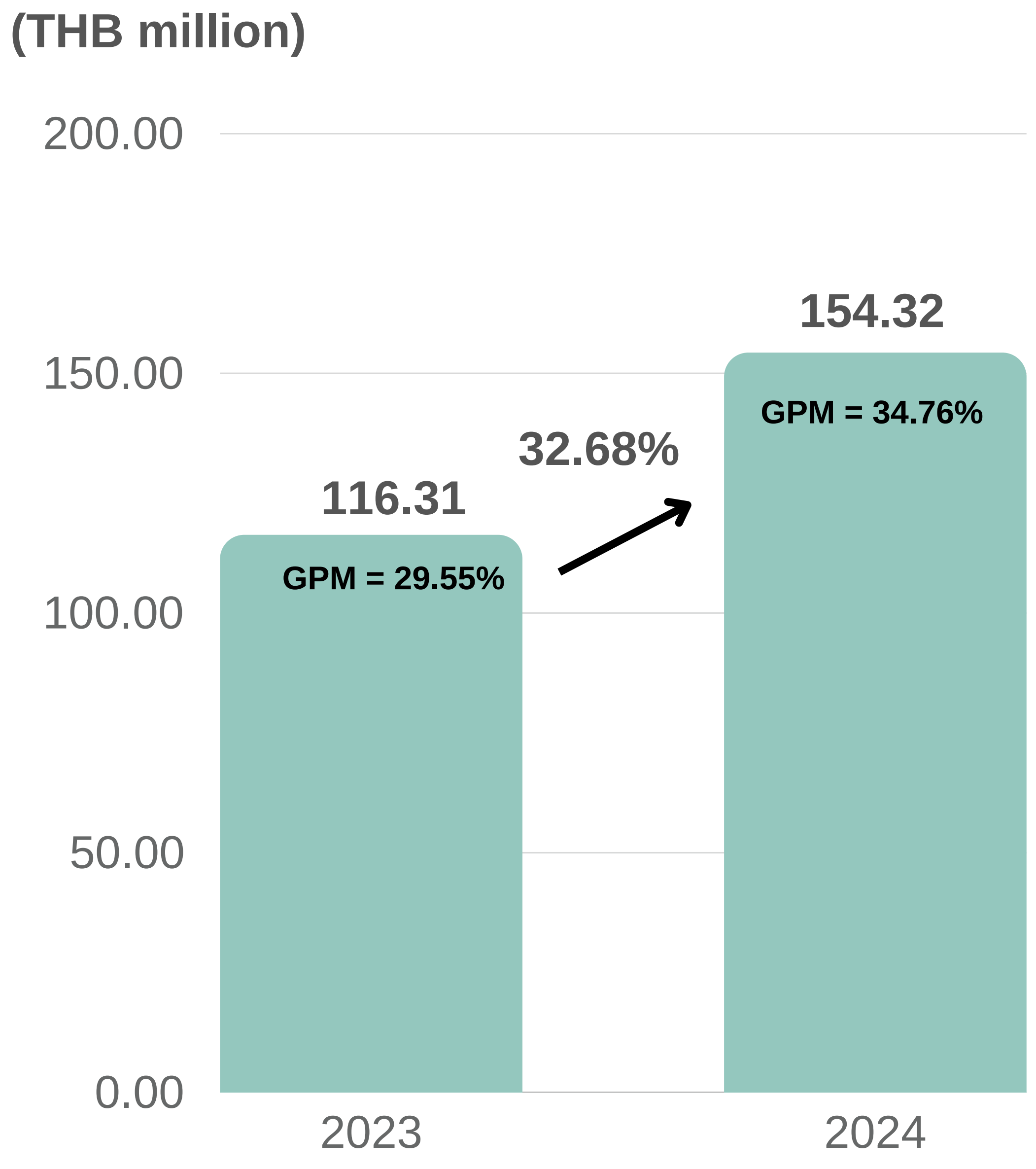
Total Revenue

(THB million)



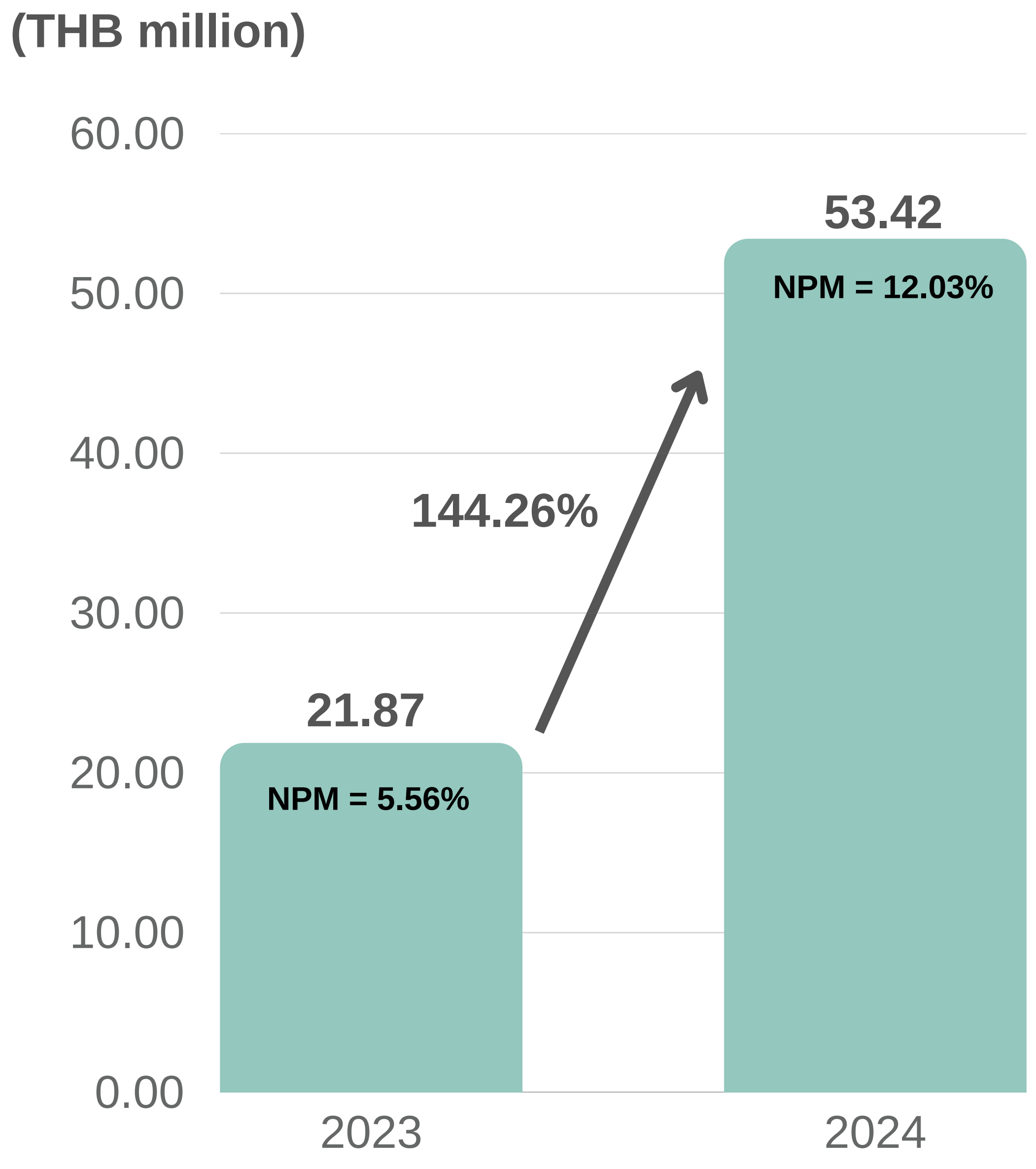
"A significant **12.81%** revenue increase between 2023 and 2024 resulted from needs of medical devices, notably in Endoscope and Neonatal Care products, and the successful expansion of market share for the company's core offerings."

Gross Profit and GPM



A remarkable **32.68%** increase in Gross Profit demonstrates the positive impact of strategic management of obsolete products and efficient sales strategies and operations.

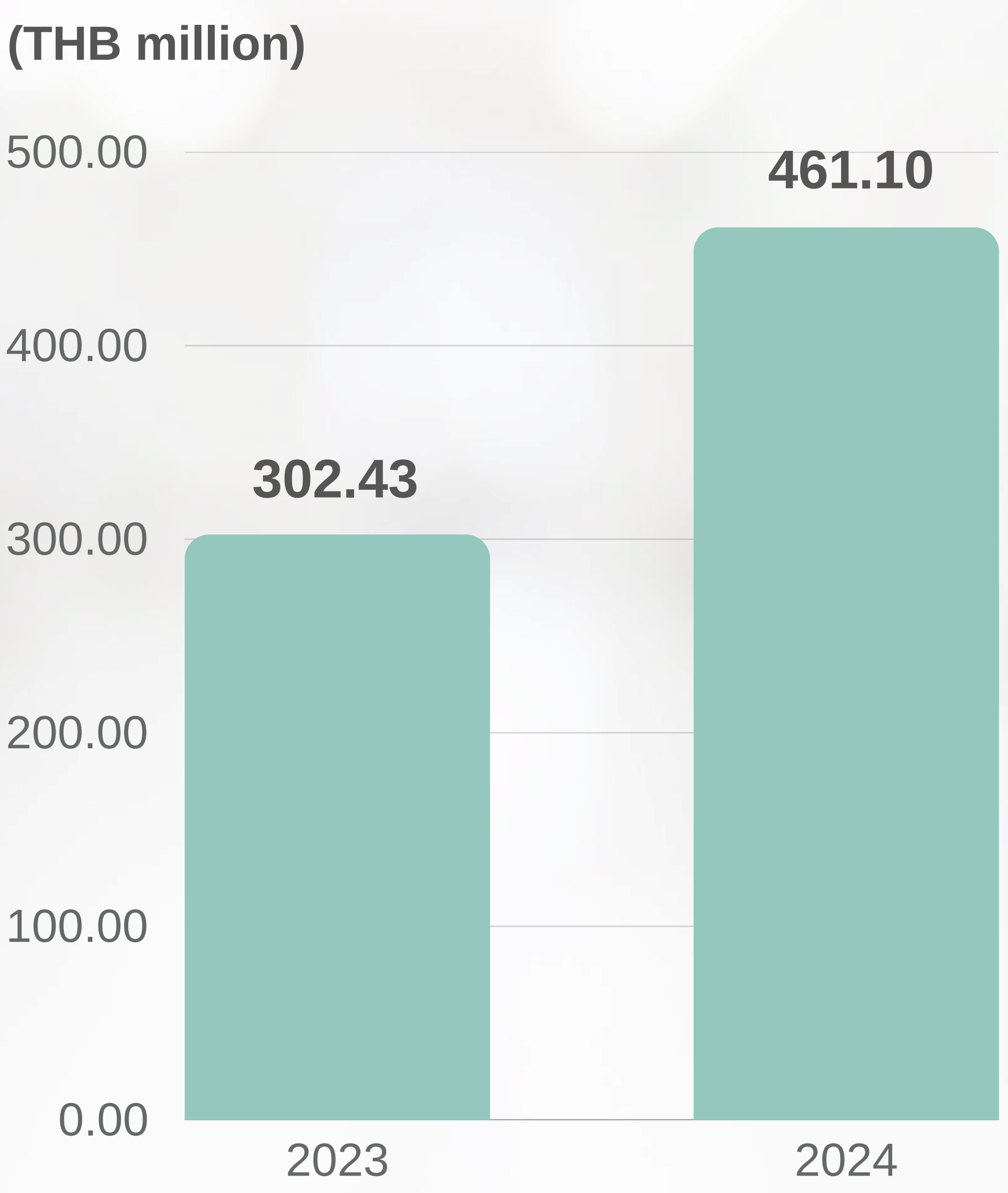
Net Profit and NPM



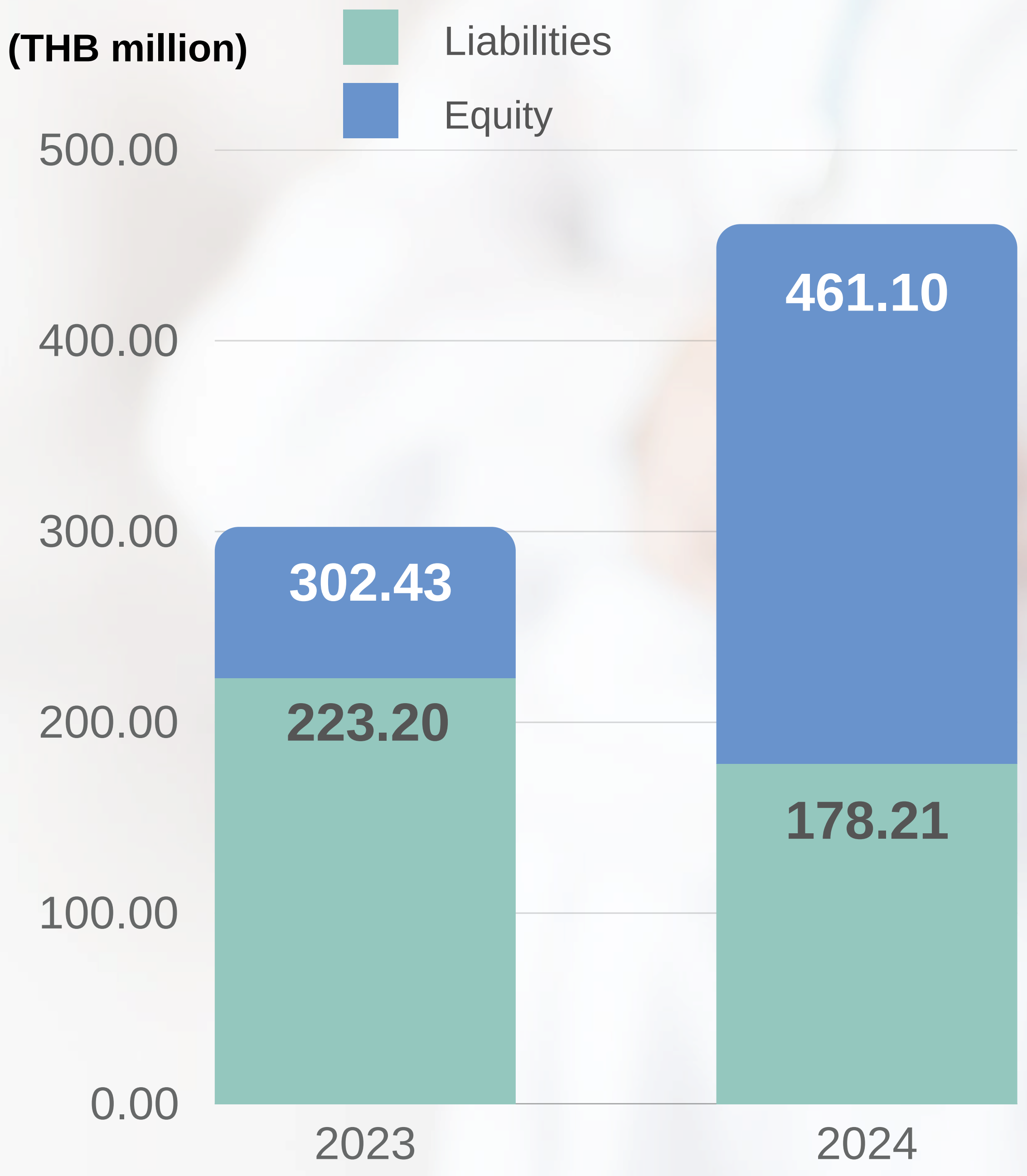
The company's net profit more than doubled, increasing by **144.26%** from 2023 to 2024 as a result of successful leveraging economies of scale, efficient resource management, and diligent cost of control in sales.

Strong Financial Position

Asset



Liabilities and Equity



D/E = 0.63

ROA = 17.98%

ROE = 29.51%

With a debt-to-equity ratio of 0.63, we maintain a healthy financial profile, showcasing our stability and effective management of debt

Company's ROA is 17.98%, meaning we generate a healthy profit from our assets.

A 29.51% ROE shows that we are excellent at turning shareholder investment into profits.

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2024 HIGHLIGHTS

443.98 MB

All-time high in 'top-line' growth (total revenue and sales.)

12.81% increased from 2023

53.42 MB

All-time high in 'bottom line' growth (net profit.)

144.26% increased from 2023

155 MB

was raised via an initial public offering (IPO) on the MAI

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“2025 Outlooks”

2025 Outlooks

Business Units Expansion

Service Portfolio Expansion

Consumables Market Expansion

Leasing Portfolio Expansion

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Intensive Care Unit - Ventilation Product Line

Neonatal Care | Endoscope | Surgery | Laboratory | Aesthetic | **Intensive Care Unit**

Thailand’s Intensive Care Ventilation Market 2024

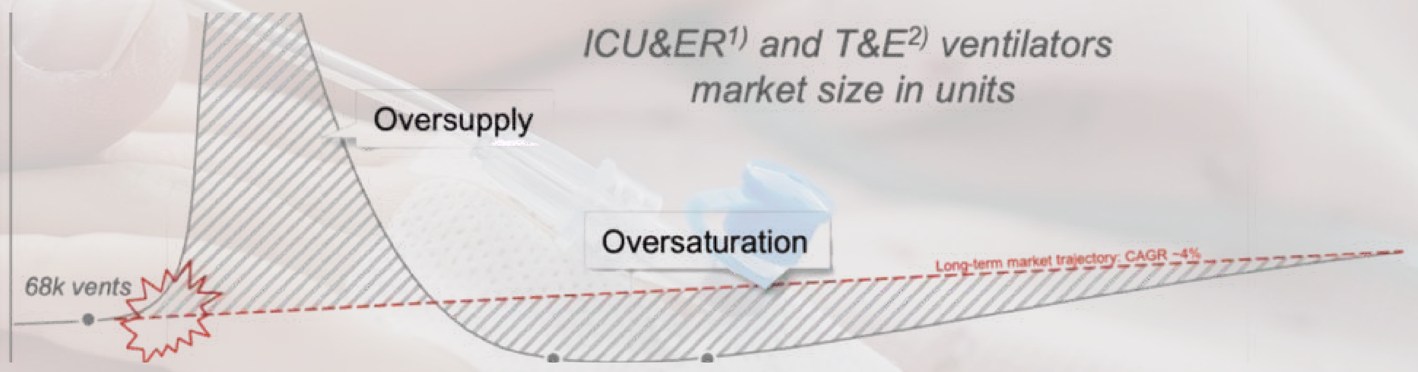
Medical Equipment for ICU Market Size:
5 ,000 Millions Baht
Source:The U.S. Department of Commerce's International Trade Administration

Ventilation for ICU Market Size:
Expected at 1,500 - 2,000 Millions Baht
Source:The U.S. Department of Commerce's International Trade Administration

ICU Bed Numbers:
More than 10,000 beds nationwide

Key factors are driving the growth of the ICU ventilation market

- Increasing Prevalence of Respiratory Disease
- Aging Population
- Technological Advancement
- Increased ICU Capacity and Investment



Oversaturation in critical care ventilation market following the COVID-19 pandemic has thinned the competitive landscape, leading to a reduction in market players and opening a significant opportunity gap.

2025 Outlooks

Business Expansions

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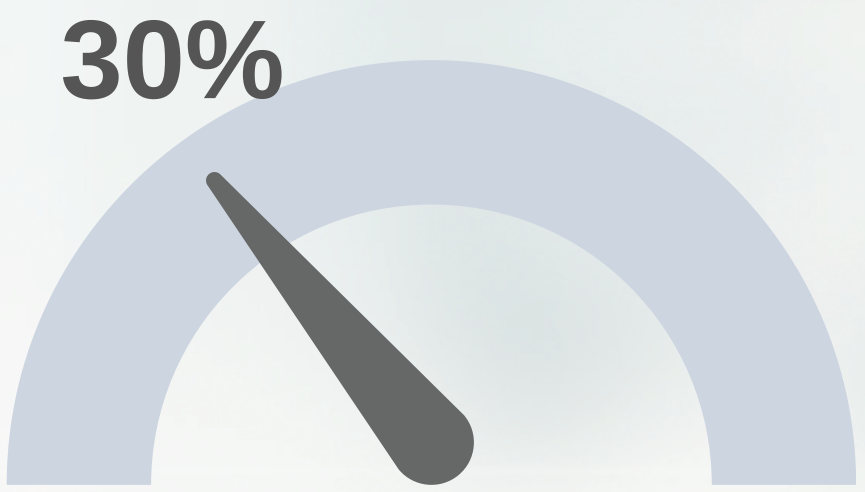
2024
17+ Brands

2025
25+ Brands

Service Portfolio Expansion

Product Hardwares

Service



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

- Annual Maintenance Contracts for Hospitals and Clinics
- Calibration and Certification
- Spare Parts and Consumables Supply
- Training Programs for Medical Staff.

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Medical Consumable Products

Product Hardwares

Services

Consumable Products

- **One-Stop-Solution**
- **Steady Revenue**
- **Portfolio Diversification**
- **Building Customer Loyalty**

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Leasing Project Expansion

Product Hardwares

Service

Consumable Products

Leasing Projects

“We are expanding our leasing project to strengthen our market presence and enhance our competitive advantage.”

Global Medical Equipment Leasing Market

Global Medical Equipment Rental Market 2023 - 2030 CAGR:
6.3%
(Source: Medical Equipment Rental Market Size& Outlook 2023 - Grandview Research)

2025 OUTLOOKS

20%+

Targeting a 20% increase in total sales for 2025

30%+

Targeting a 30% increase in service unit performance

25+

Looking ahead to 6+ business units and 25+ brands


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Thank you.
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