OPPORTUNITY DAY

SEI Medical Public Company Limited

Wednesday, March 4, 2026, at 10:30 AM

40th ANNIVERSARY SEI MEDICAL

TODAY'S AGENDA

01 Company & Business Overview

02 FY2025 Financial Highlights

03 2026 Outlook & Strategy

04 Strategic Growth & Market Opportunities

05 Q&A Session

SEI Medical Public Company Limited or "SEI"

"Company & Business Overview"

SEI MEDICAL 40th ANNIVERSARY

SEI Medical Pubic Company Limited

A leading distributor and service provider of a wide range of medical devices, disposable medical supplies, and scientific instruments in Thailand, serving hospitals, clinics, and research institutions.

Ticker	Initial Public Offering (IPO) Day
SEI	September 24, 2024

"SINCE YOUR DAY ONE"

8 Product Groups Covering all Stages of Life

Neonatal Care

Endoscope

Surgery

Laboratory

Aesthetic

Intensive Care Unit (ICU)

(NEW) Medical Imaging Solutions

(NEW) Urology

25 Brands
(+3 from Q3/2025)

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1,000+ Products

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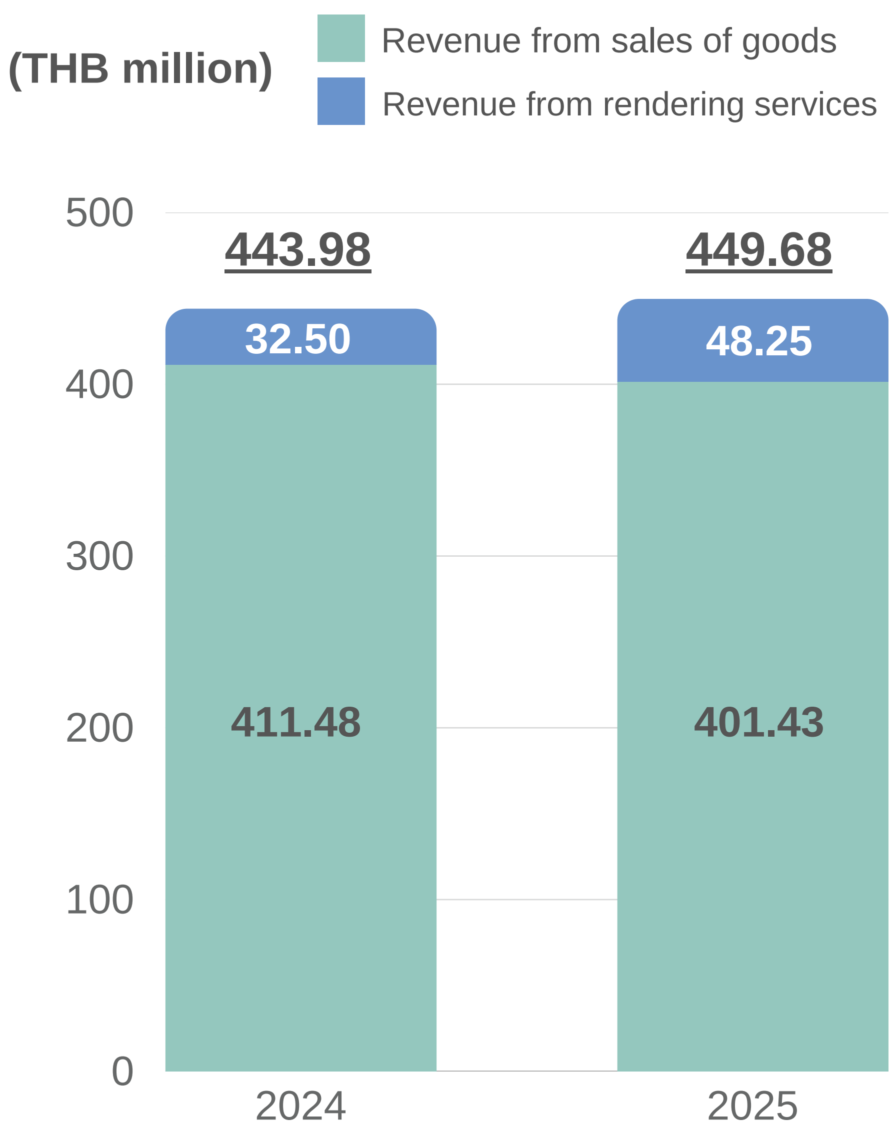
SEI Medical Public Company Limited or “SEI”

“2025 Financial Highlights”

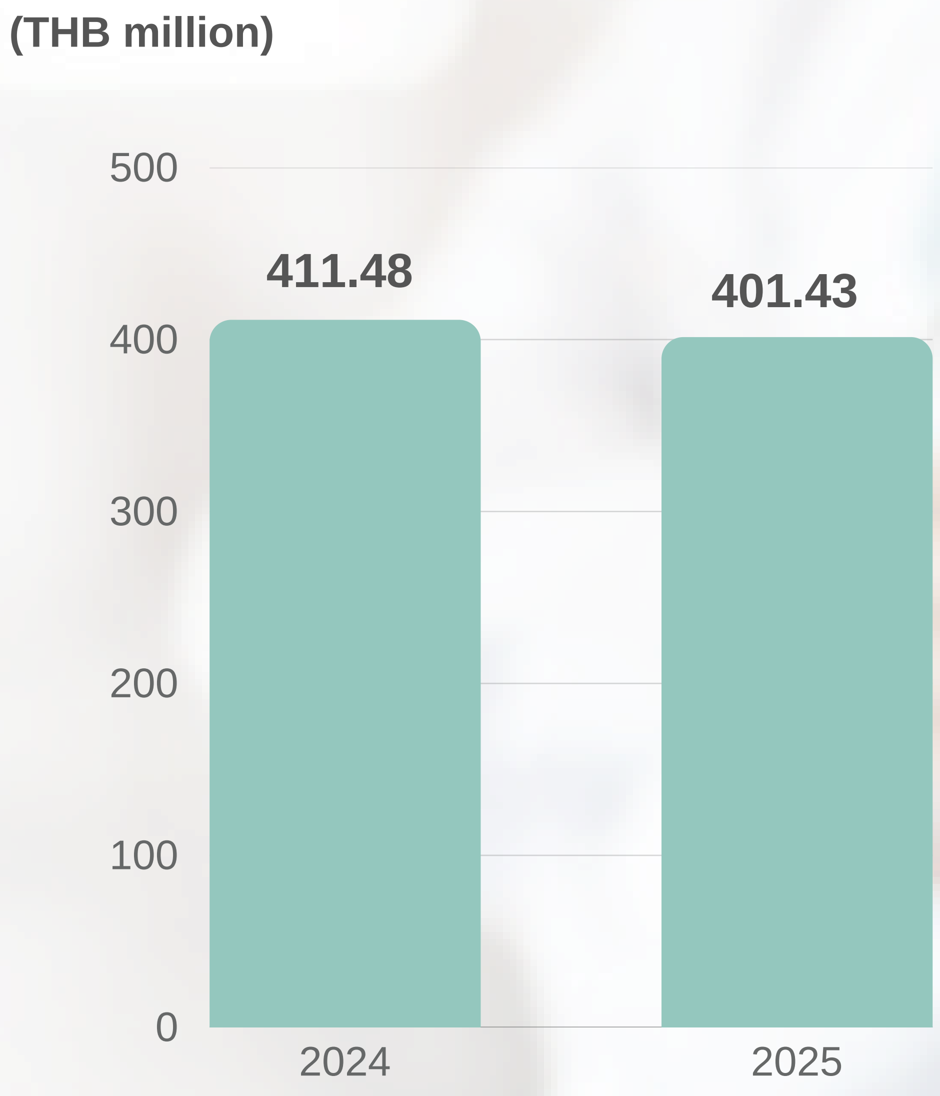
2025 Financial Highlights
Financial Performance

Total Revenue



+1.28% YoY (+5.70M)

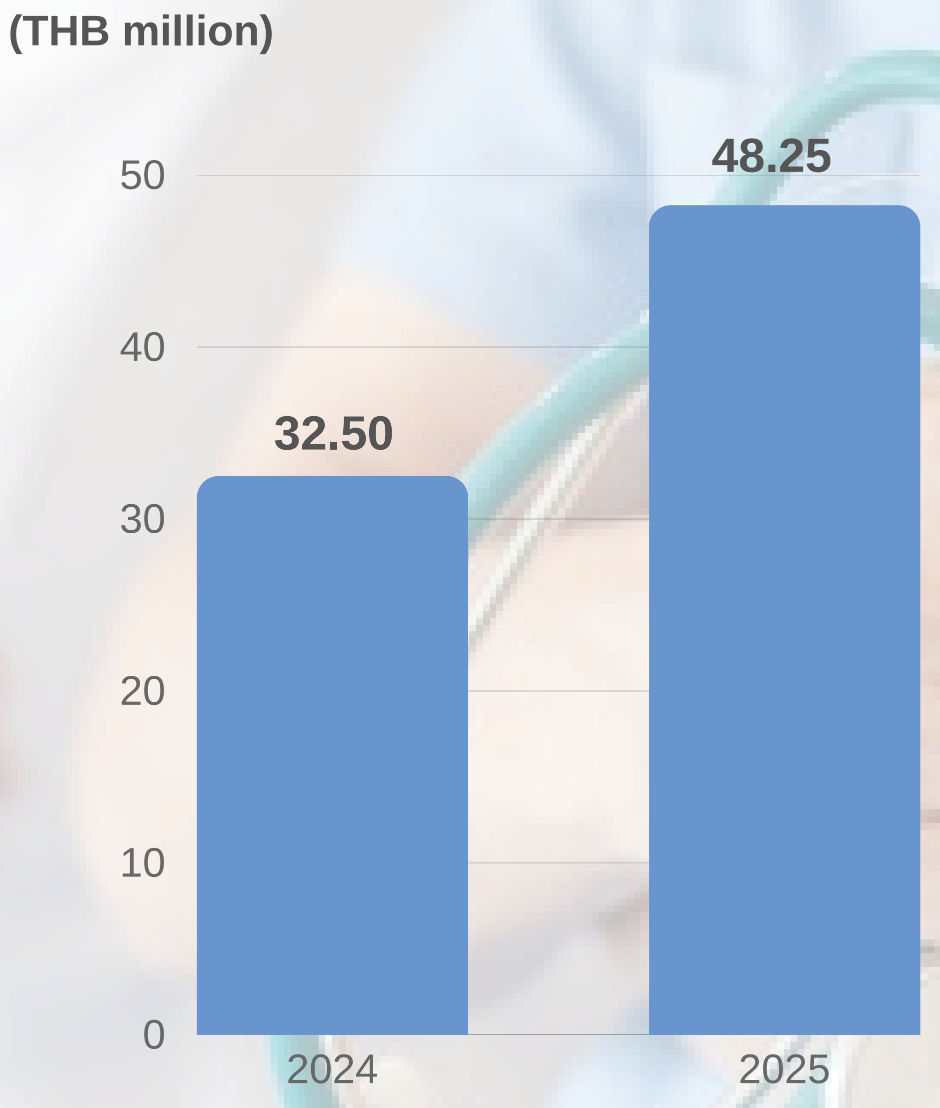
Product Sales Revenue



-2.44% YoY (-10.05M)

Slowdown driven by government procurement deferral.

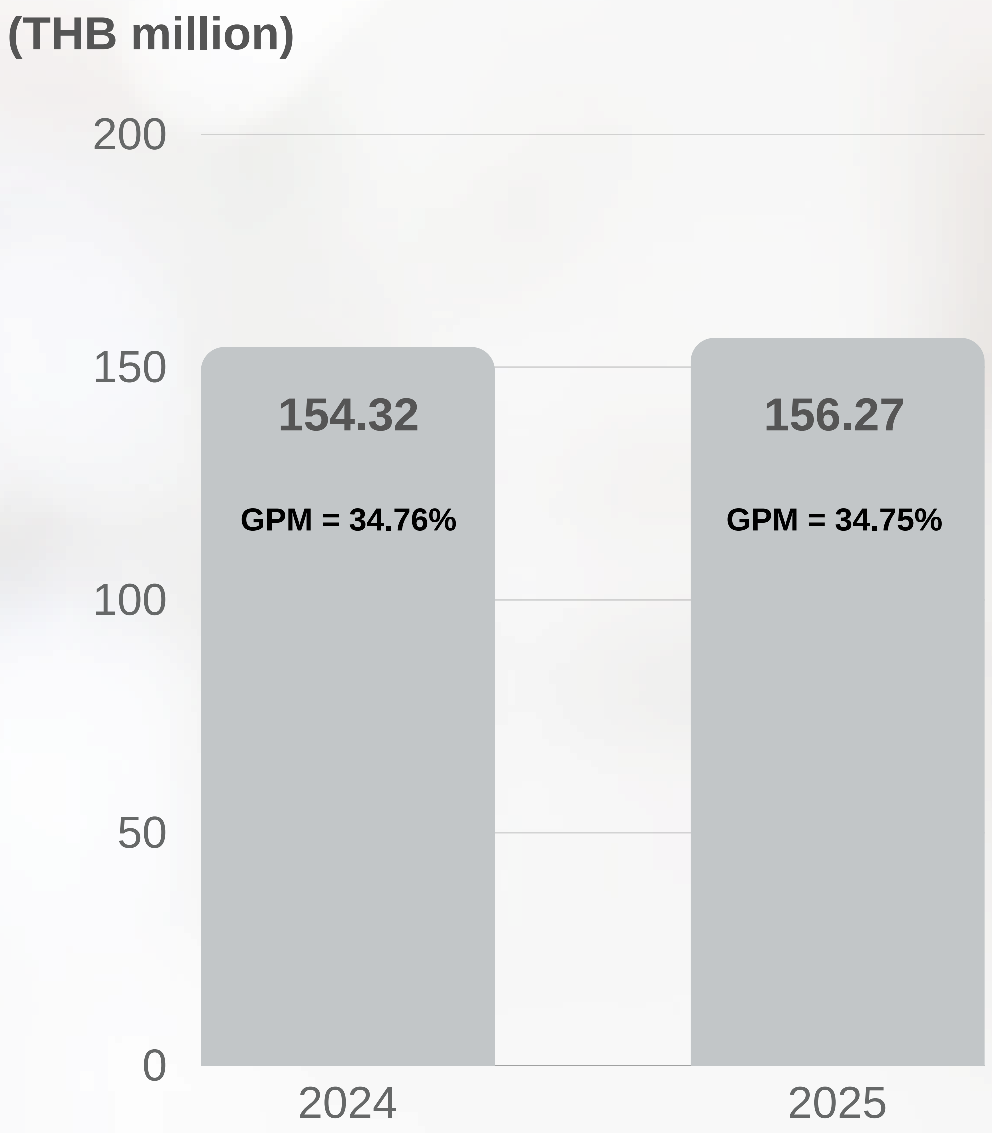
Service Revenue



+48.46% YoY (+15.75M)

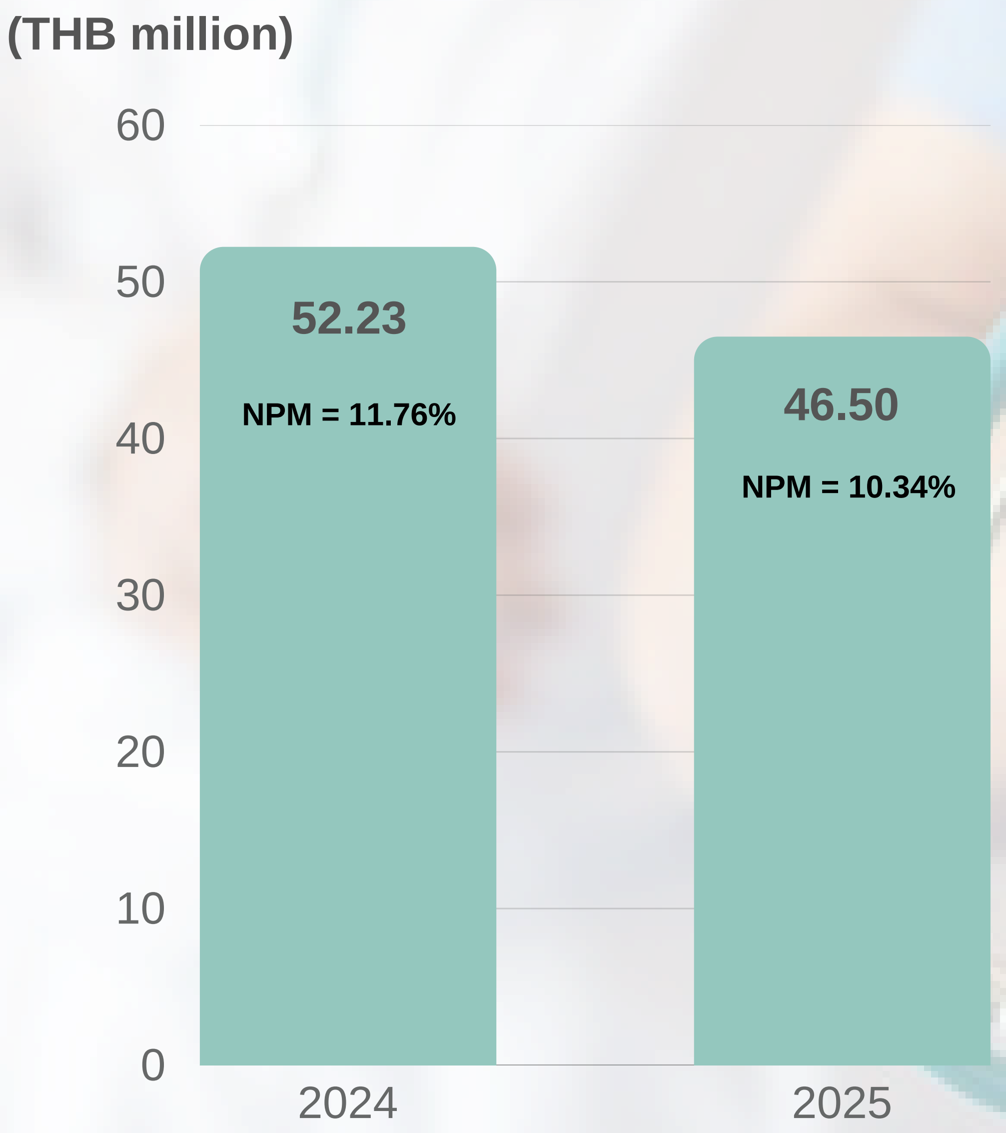
Growing installed base drives recurring repair & preventive maintenance revenue, a key long term stabilizer for the company.

Gross Profit and GPM



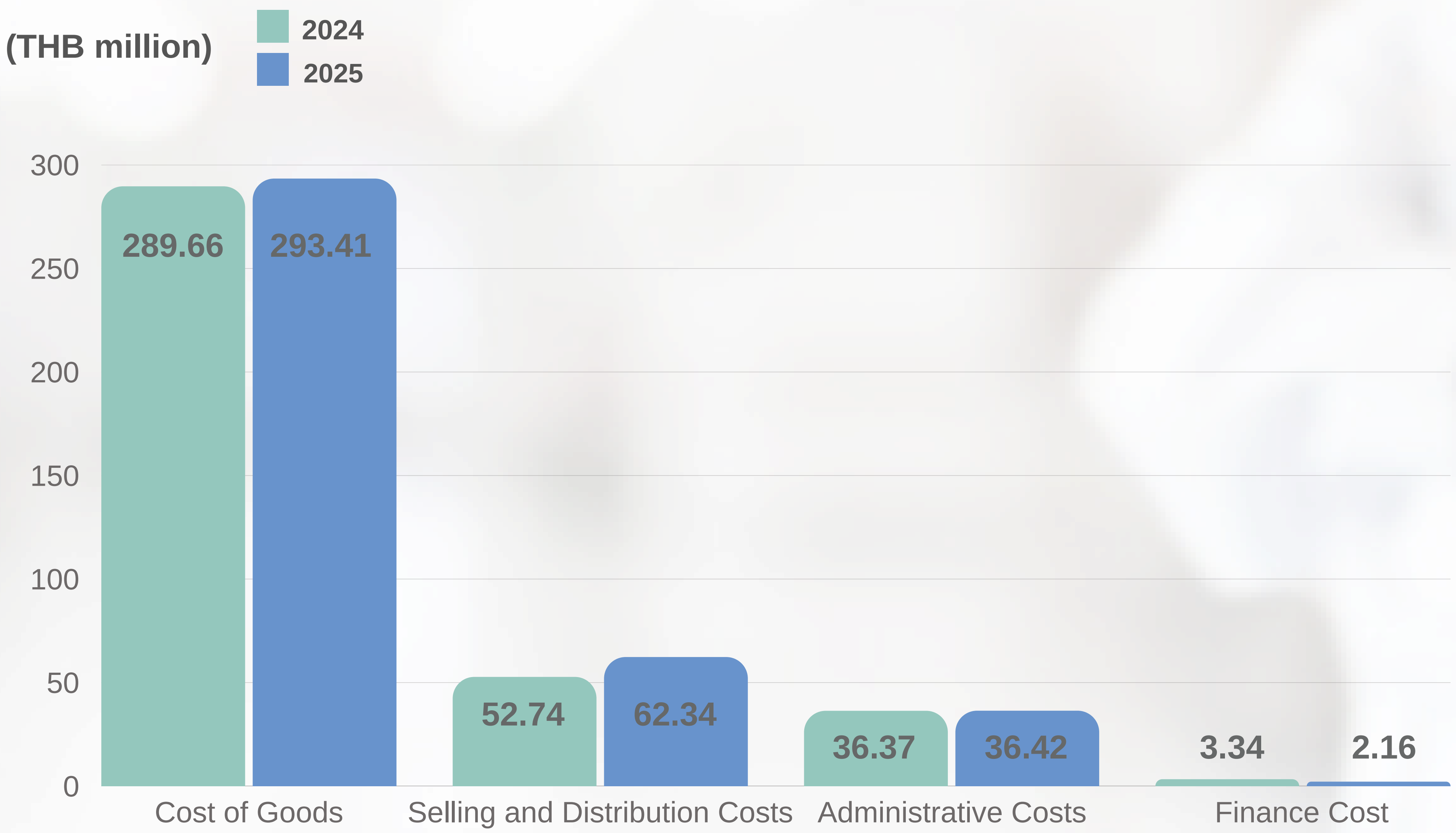
+1.26% YoY (+1.95M)

Net Profit and NPM



-10.97% YoY (-5.73M)

Cost Breakdown Comparison



Stable Gross Profit Margin

34.75% maintained despite cost pressures
Effective product mix management

Higher S&D Costs

+18.20% YoY investment
to support new product expansion and team buildup

Flat Administrative Cost

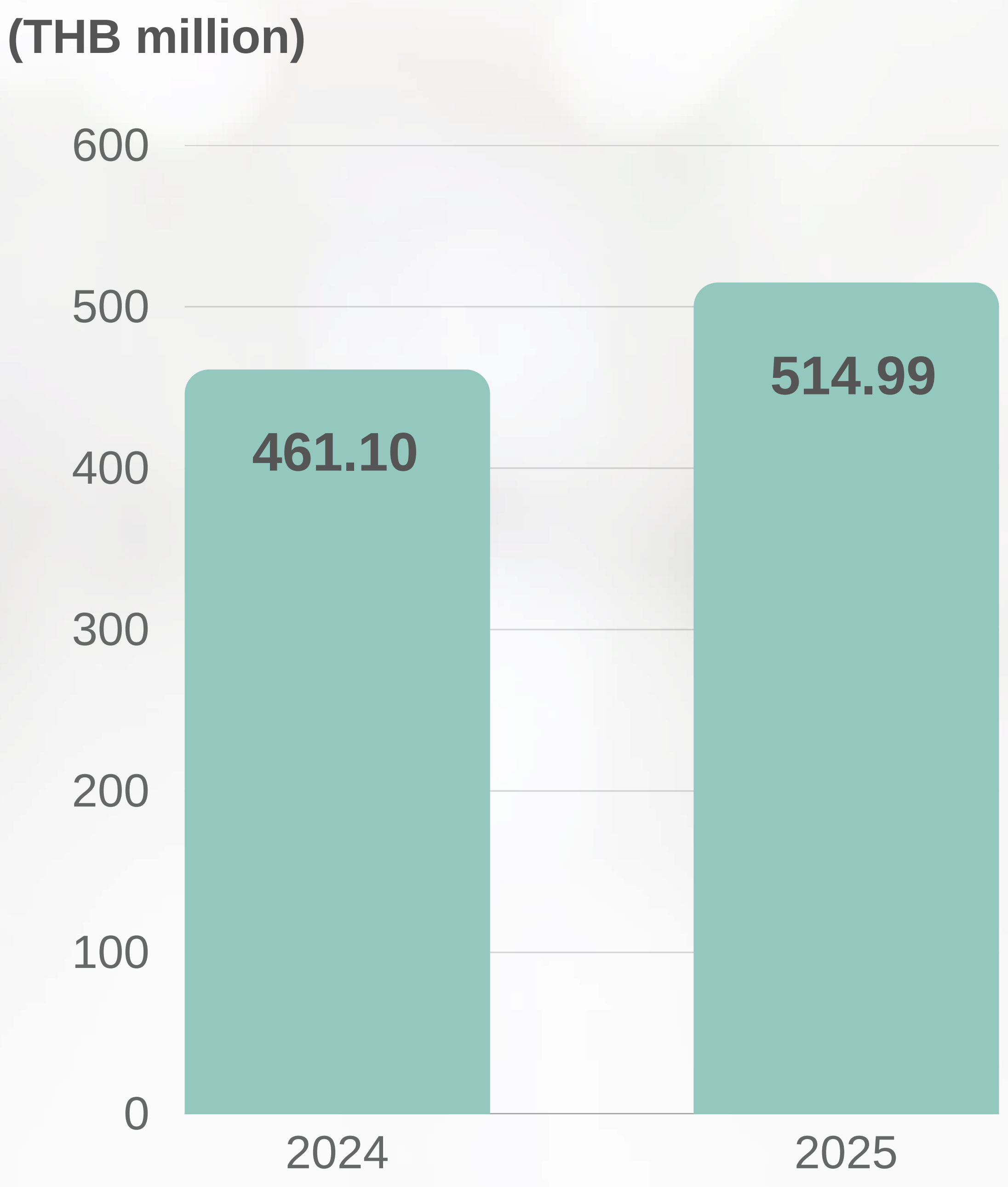
Only +0.14% increase
Strong cost discipling maintained

Lower Finance Cost

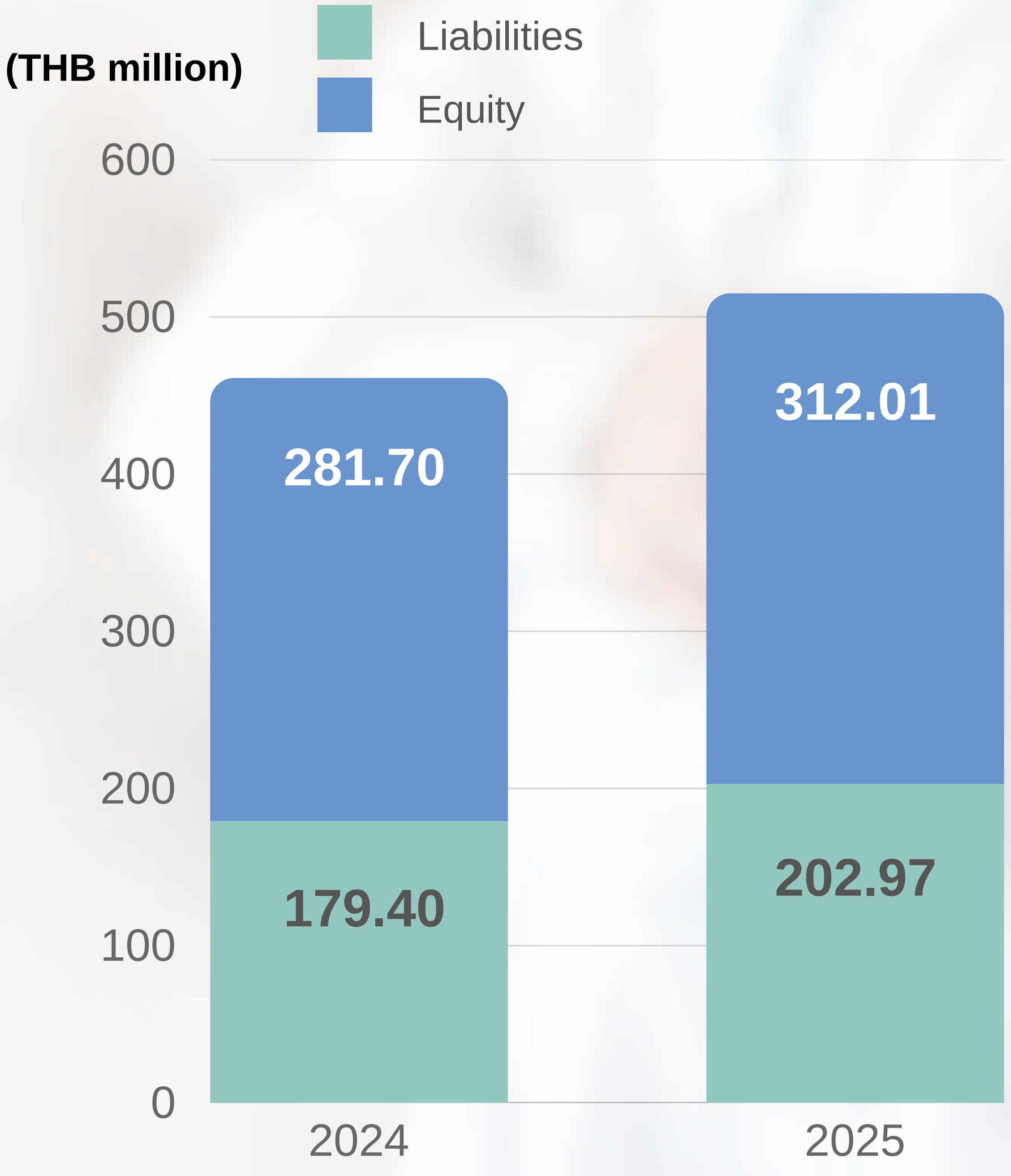
-35.33% YoY reflecting reduced borrowing
Better capital structure

Strong Financial Position

Asset



Liabilities and Equity



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2025 HIGHLIGHTS

449.68 MB
Revenue Stability Achieved Despite Political Instability

34.75%
Maintain Gross Profit Margin

+48.46 YOY
Growth in Service Revenue

INVESTMENT YEAR
Net Profit Decline Reflects Deliberate investment in Sales, New Products, and Market Expansion

SEI Medical Public Company Limited or “SEI”

“2026 Outlook & Strategies”

Strategic Initiatives

+20	NEW	30+	30	JV & M&A
Total Revenue (%)	**Product Line**	**Partners**	**Service Revenue (%)**	**New Opportunities**
Full-Year Target	*Imaging Solutions Urology etc.*	*25 Partners in 2025*	*Recurring Streams*	*in Related Business*

Strategic Initiatives:

New Product Line - Medical Imaging Solutions

Strategic Initiatives:

New Product Line - Urology

Strategic Initiatives:

Why Medical Imaging Solutions & Urology?

Aging Population

The number of patients with age-related conditions such as BPH and urinary tract stones continues to increase each year.

Thulio laser technology meets the needs of this growing market by providing high-precision, safe treatments that are especially well-suited for elderly patients.

Minimally Invasion

Current trends favor less patient trauma and faster recovery.

Thulio technology reduces blood loss and recovery time, improving bed turnover and efficiency for private hospitals.

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Digital & AI Diagnostics

Preventive care and early detection are driving ultrasound growth. AI integration streamlines exams, boosts patient throughput, and increases revenue for screening centers and hospitals..

Cross-Selling & Portfolio Synergy

Expanding these product lines enable up-selling advanced technology through existing channels, driving rapid growth.

Strategic Initiatives:

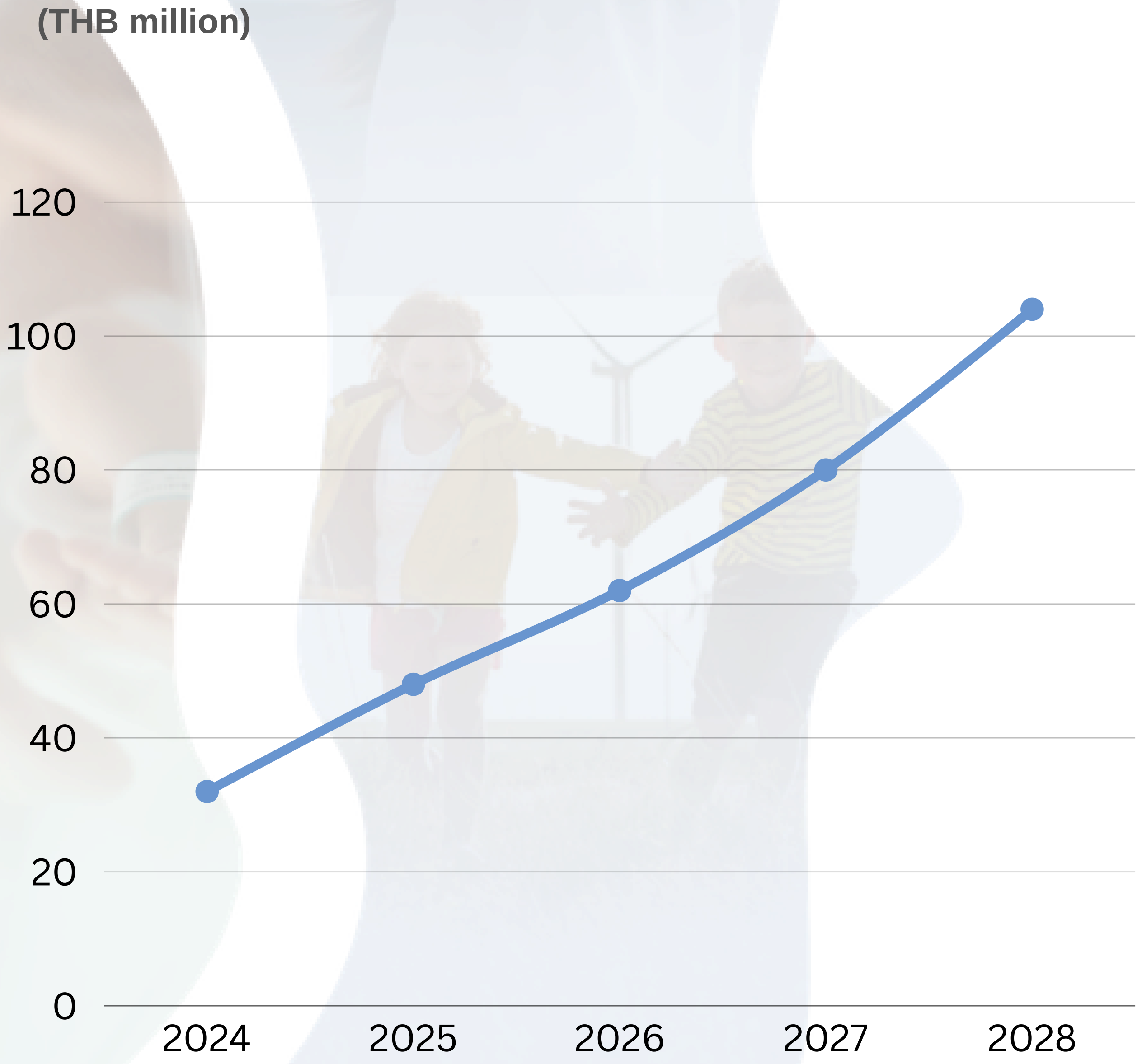
More Brands Business Partners (>30 in 2026)

25 Brands/Partners (Q2/2025)

1,000+ Products

Strategic Initiatives:

Recuring Service Revenue Growth



Recurring Service Revenue Roadmap (2024-2028 Five-Year Plan)

The company expects to increase recurring service revenue by at least 30 percent based on past performance.

Year	Service Revenue (Forecasted in MB)	% Growth
2023 (Actual)	18.47	
2024 (Actual)	32.50	~75% from 2023
2025 (Actual)	48.25	~48% from 2024
2026 (Target)	62	~30%
2027 (Target)	80	~30%
2028 (Target)	104	~30%

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Strategic Initiatives:

Joint Venture - Merge and Acquisition

- Neonatal Care
- Endoscope
- Surgery
- Laboratory
- Aesthetic
- Intensive Care Unit
- Imaging Solutions
- Urology
- Consumables
- Services

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- Joint Venture
- Merge and Acquisition

01 Access new technology faster

02 Shared Distribution Networks

03 Lower Capital Risk

04 Instant Portfolio Expansion

05 Acquire Talent & Relationship

06 Capture Established Customer Base

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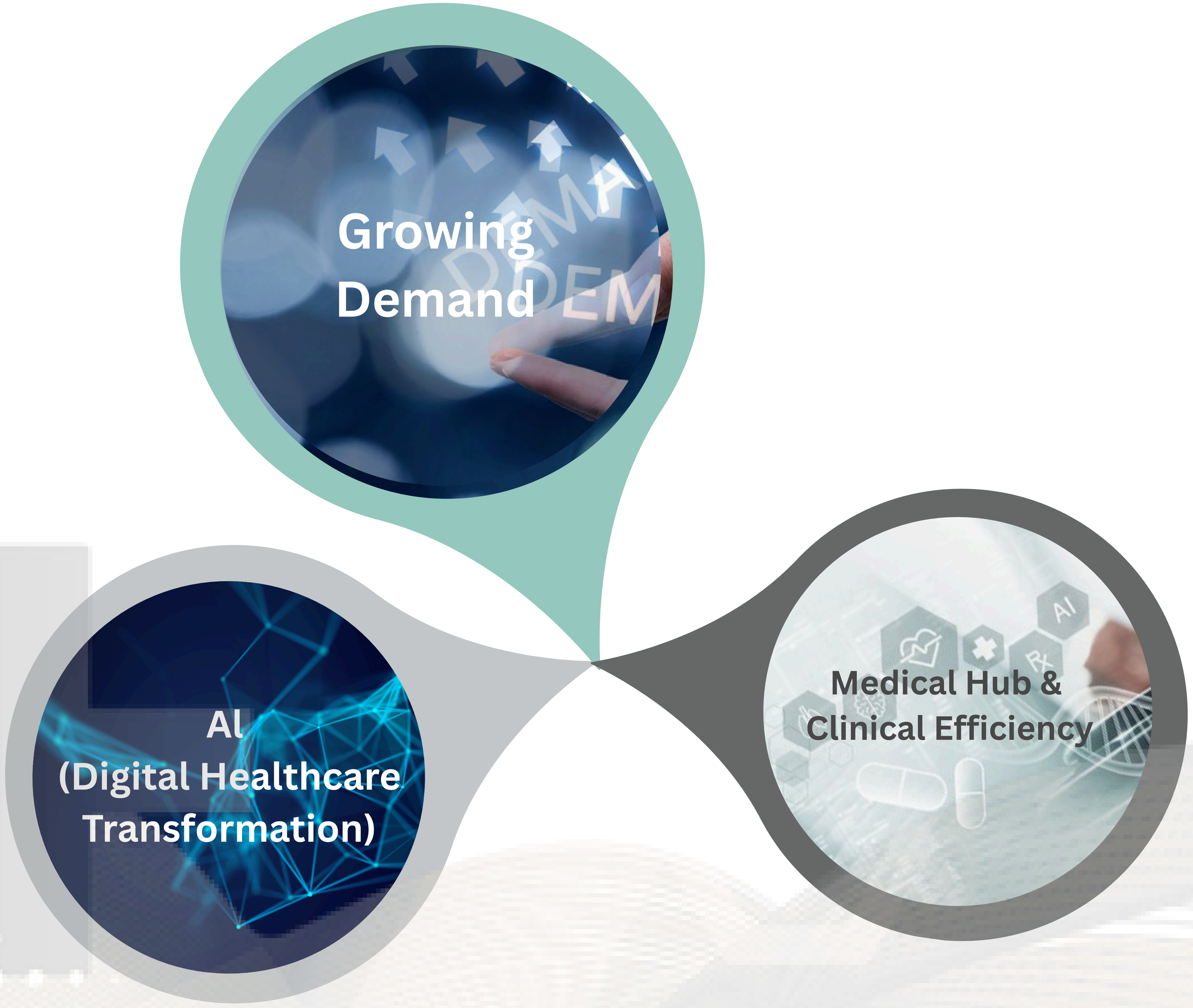
SEI Medical Public Company Limited or “SEI”

“Market Opportunities”

“The internal strategy is further bolstered by “external factors”, including

growing healthcare demand, medical tourism boom, and digital healthcare transformation

which also drive company growth and opportunities.”



Growing Together Towards 2026

Revenue

540 MB

Gross Profit Margin

>35%

Service Revenue

62 MB

New Opportunities

Product Lines
JV and M&A

Thank you

We welcome your questions.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“SINCE YOU DAY ONE...”