



SEI Medical Public Company Limited “SEI”

Opportunity Day

Tuesday, May 20, 2025, at 10:00 am.

# Agenda

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





SEI Medical Public Company Limited or “SEI”

“Company and Business Overview”





Issuer Name

Core Business

Ticker

Initial Public Offering (IPO) Day

IPO Price

# SEI Medical Public Company Limited

SEI Medical Public Company Limited

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

SEI

September 24, 2024

3.10 THB



TRADING DAY



# 2024 Highlights

## Key Milestones



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

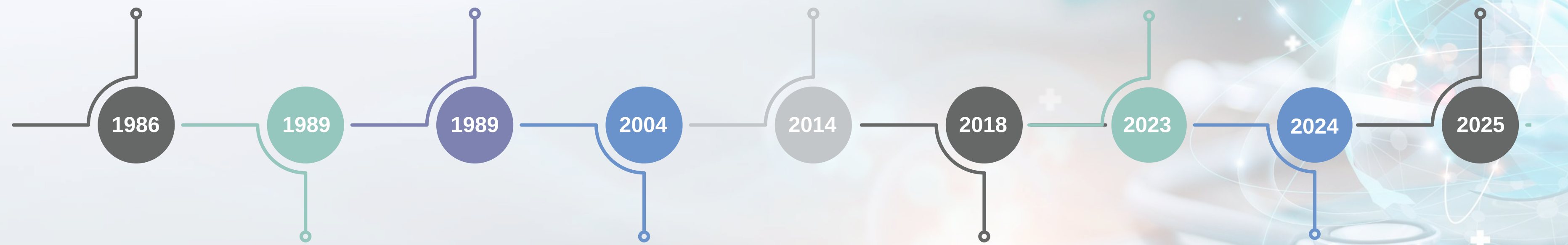
The company was appointed  
as a distributor for products  
in the neonatal care segment.

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



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

The company is broadening  
its business to distribute products  
for Intensive Care Unit (ICU.)



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

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

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

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



“SINCE YOUR DAY ONE”

6 Product Groups Covering all Stages of Life

Neonatal Care

Endoscope

Surgery

Laboratory

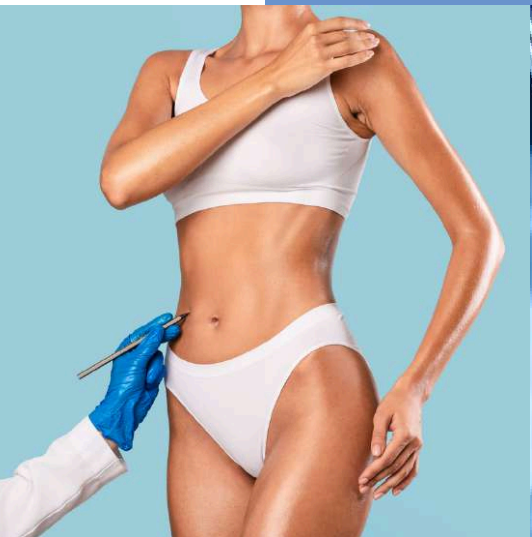
Aesthetic

Intensive Care Unit (ICU)

18+ Brands



1,000+ Products



Neonatal Care	Endoscope	Surgery	Laboratory	Aesthetic	Intensive Care Unit
					
<p>These are medical instruments used for the care of healthy newborns as well as those at risk of critical conditions in the postnatal period.</p> <p>-----</p> <p>Ventilator</p> <p>Infant Incubators/Warmers</p> <p>Patient Monitor</p> <p>Jaundice Meter</p>	<p>These are medical instruments used in endoscopy rooms for examining the gastrointestinal tract, respiratory tract, and ENT (ear, nose, and throat).</p> <p>-----</p> <p>Gastroscope</p> <p>Bronchoscope</p> <p>Duodenoscopes</p> <p>Colonoscope</p>	<p>These are medical products that cover procedures ranging from minimally invasive surgeries using endoscopic instruments to major open surgeries.</p> <p>-----</p> <p>Hemostatic Products</p> <p>High-Frequency Electrosurgical Units</p> <p>Wound Dressing Products</p> <p>and various consumables</p>	<p>These are scientific instruments used for analysis, particle measurement, sample collection, and culture incubation, primarily for research purposes.</p> <p>-----</p> <p>Freeze Dryer</p> <p>Hot Air Oven</p> <p>Incubator</p> <p>Climate Chamber</p>	<p>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.</p>	<p>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.</p>



## ICU Market: Ventilation Demand

**Medical Equipment for ICU Market Size: 5,000 Million Baht**  
**Number of Beds Nationwide: 10,000 Beds**

**Ventilation for ICU Market Size:**  
**1,500 - 2,000 Million Baht in 2024**

Key drivers of ICU ventilation market growth include rising respiratory disease prevalence, an aging population, technological advancements, and increased ICU investment.

Post-pandemic critical care ventilation market oversaturation led to a reduced number of competitors.



Company Overview  
Trusted Partners  
Manufacturers



20 Brands/Partners  
1,000+ Products





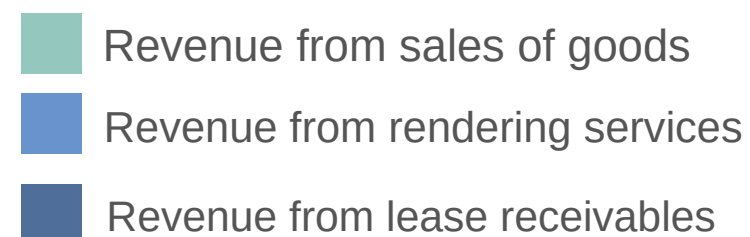
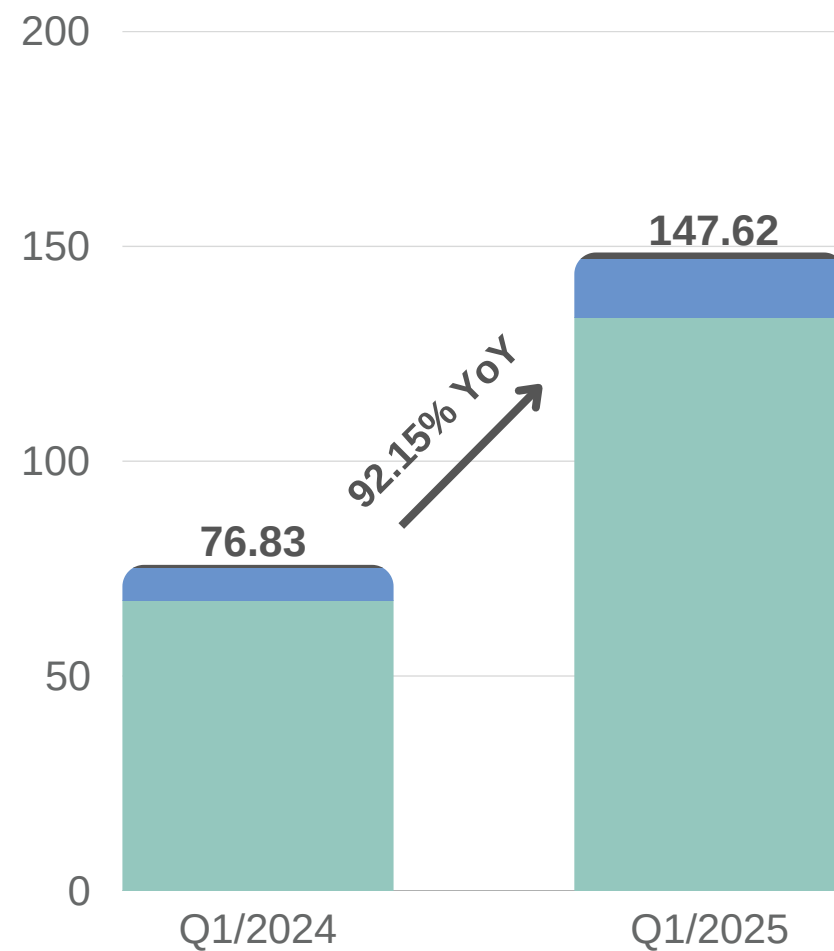


**SEI Medical Public Company Limited or “SEI”**  
*“Q1/2025 Highlights”*



### Total Revenue

(THB million)

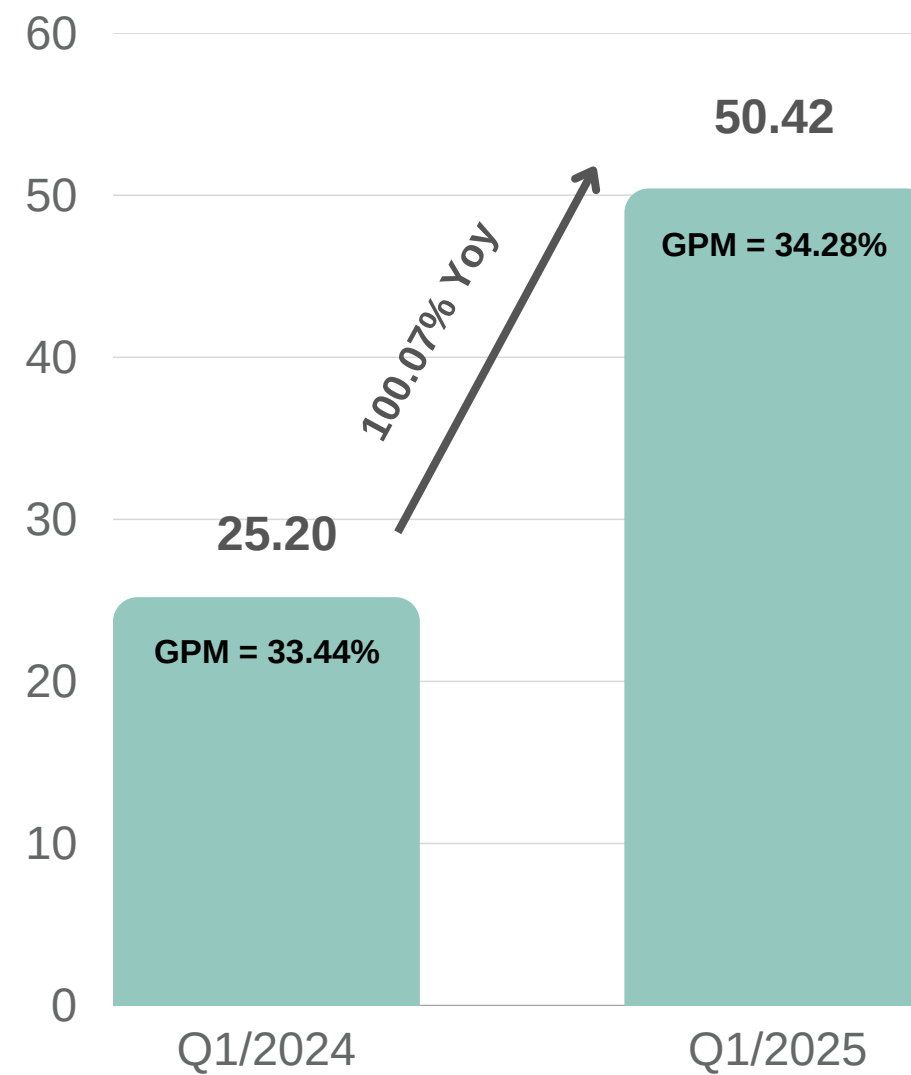


“Driven by the **consistent performance of sales in the pipeline** and **positive momentum from new product line expansion**, the company is on track for an all-time high quarterly revenue, showing a remarkable **92.15** growth compared to the same period of the previous year (Q1/2024.)

Additionally, our new **ICU business unit** has successfully captured **8%** of the company's total revenue, further contributing to this impressive growth.”

## Gross Profit and GPM

(THB million)

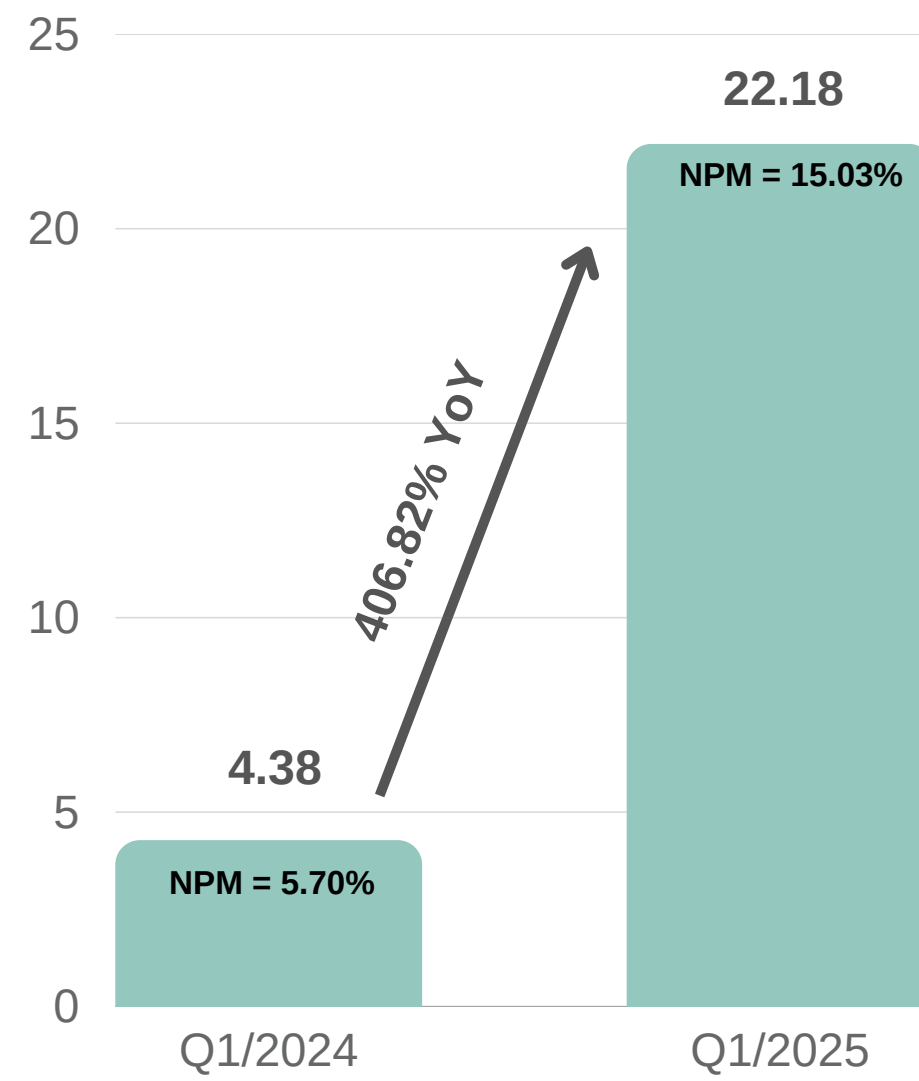


The substantial **100.07% YoY** growth in Gross Profit compared to Q1/2024 is a direct result of **consistent revenue streams, the successful introduction of new product lines, and stable external environment.**



## Net Profit and NPM

(THB million)

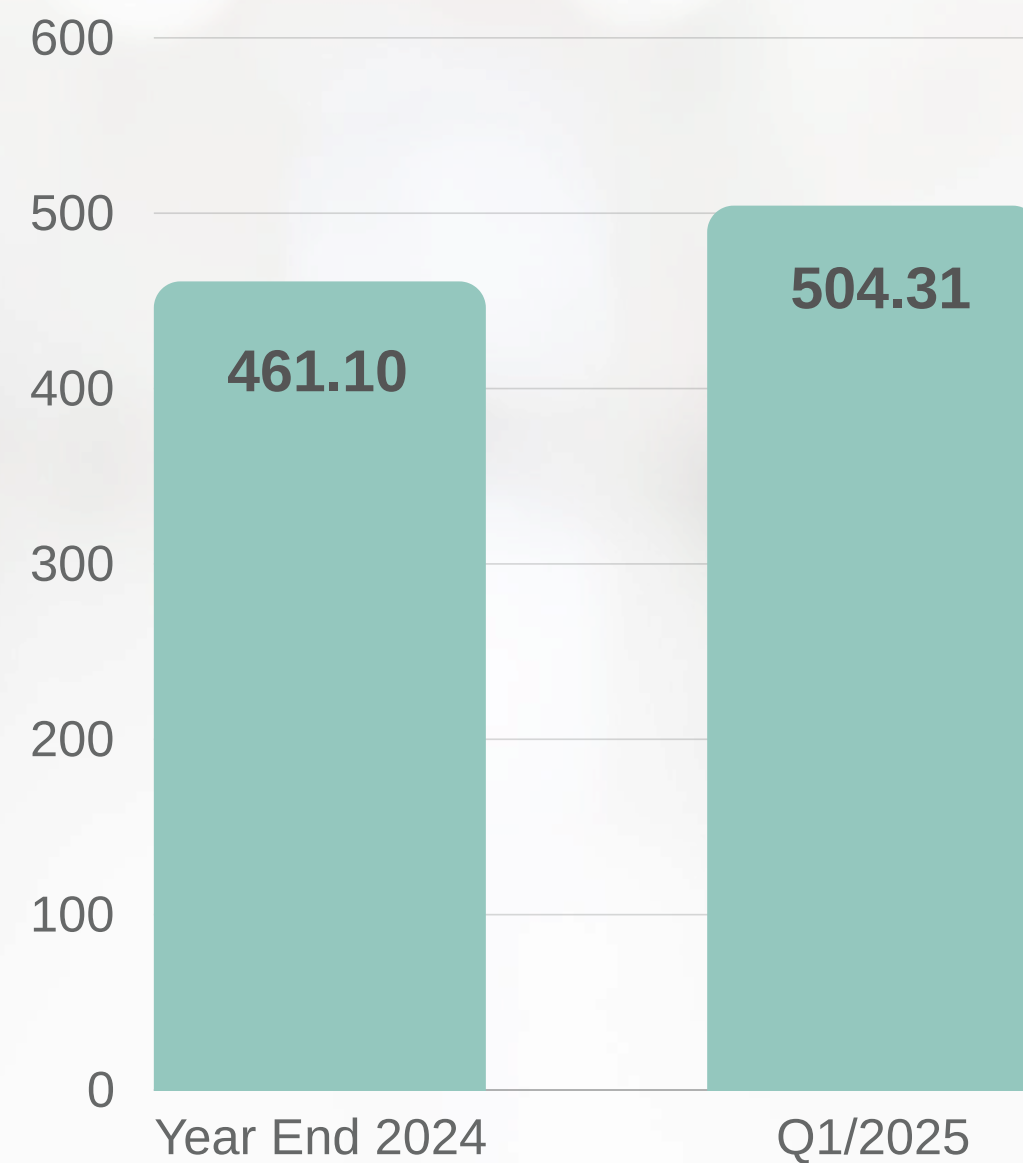


The significant **406.82% YoY** increase in net profit aligns with the growth in sales, a result of the **company's effective leveraging of economies of scale, efficient resource management, and careful cost control within sales operations.**

## Strong Financial Position

### Asset

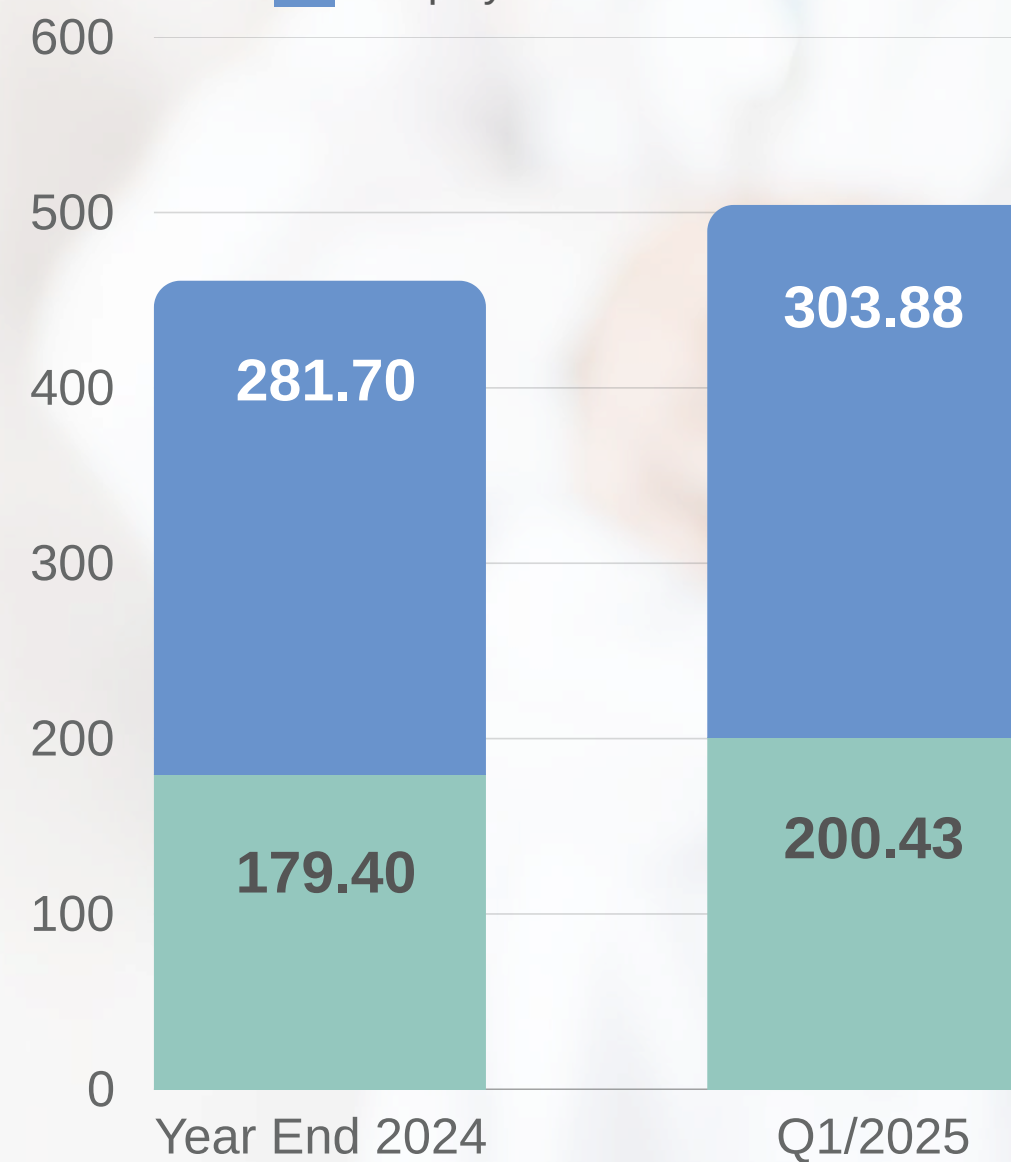
(THB million)



### Liabilities and Equity

(THB million)

Liabilities  
Equity





Key Financial Takeaways

Competitive Gross Profit Margin  
(34.28% of Revenue)



SEI's Gross Profit Margin of roughly 34.28% of revenue, being consistent with the industry average, implies that our pricing strategy and cost of goods sold management are competitive.

Low Selling Expense  
(8.9% of Revenue)



SEI's selling expenses significantly outperform the industry average, underscoring the exceptional efficiency of our sales channels and our rigorous cost control in this critical area.

Lean Administrative Expenses  
(6.4% of Revenue)



SEI demonstrates a remarkably lean organizational structure and highly efficient management, with administrative expenses at a low 6.4% of its revenue

Stable Financial Position



SEI exhibits no significant financial costs. This highlights SEI's stable financial position and the absence of interest expenses impacting our profitability



# Q1/2025 HIGHLIGHTS

**147 MB**

All-time high  
quarterly revenue

**8%**

Successfully launched new  
business unit,  
Intensive Care Unit (ICU)

**22.18 MB**

All-time high  
quarterly net profit





**SEI Medical Public Company Limited or “SEI”**  
*“2025 Envision”*



*“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.”*

**30%**

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



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

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





# 2025 ENVISION

## 20%+

Targeting a 20% increase in  
total revenue in 2025

## 30%+

Targeting a 30% increase in service  
unit performance

## 25+

Expand more business units and  
25+ brands



**SEI Medical Public Company Limited or “SEI”**  
*“Opportunities”*

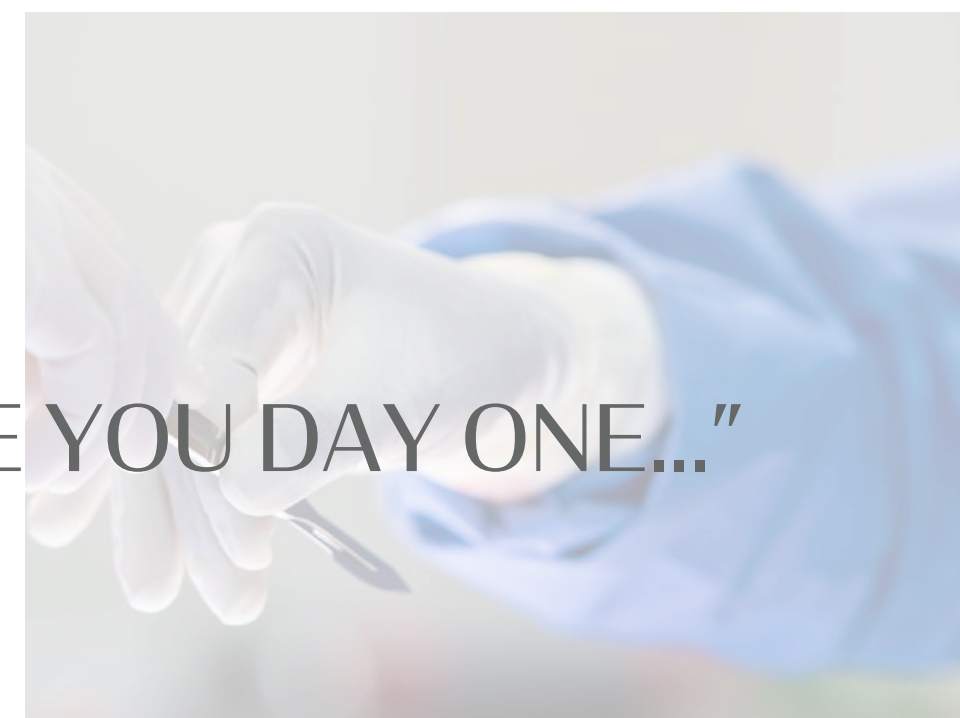


# Opportunities

- ✓ Positive Industry Outlook
- ✓ Clear Business Expansion Strategy
- ✓ Strong Business Growth & Experience
- ✓ Impressive Financial Performance







"SINCE YOU DAY ONE..."