



Becoming the leading company in research, manufacture and distribution of pharmaceuticals and supplements

STOCK INFORMATION

(mai: JP)

Share price (Mar 4, 2022):	THB 6.70
Historical price:	
52-week high	THB 12.10
52-week low	THB 6.50
No. of shares:	455.00 m
Par value:	THB 0.50
Market Capitalization:	THB 3,048.50 m
Value Trade (04/03/2022):	THB 0.90 m
Value Trade/Day:	THB 15.85 m
Free float:	25.19%
Foreign ownership:	0.02%
Foreign limit:	49.00%

SHARE PRICE PERFORMANCE



Source: SETSMART as of March 4, 2022

MAJOR SHAREHOLDERS (%)

Suphap Group Co., Ltd.	32.97
Jintana Santipisud	6.59
Sittichai Daengprasert	6.44
Pissanu Daengprasert	6.44
Jirada Daengprasert	6.44
Sorasit Daengprasert	6.44

FY 2021 HIGHLIGHTS



Strong Operating Revenue Stream

- Revenue from OEM increased 10.0% YoY
- Gross Profit Margin was 34.2% improved from 31.5% YoY
- Normalized Net Profit increased 7.0% YoY



Successfully Listed in mai

- Issued new shares 115 Million shares at 7 Baht in October
- Traded for ordinary shares in mai market



Approved Company for Hemps Extraction License

- Company MOU with KTDM and WMTA
- Joined partnership with WMTA for hemp R&D prototype
- Secured raw materials from KTDM to product the extract

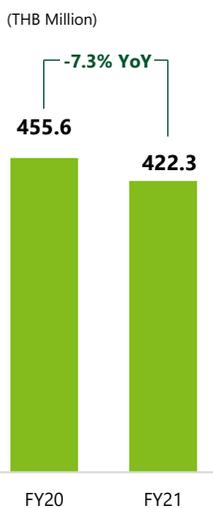


MOU with TV Directs

- Implement **D2C** strategy through TV Directs
- **Enhanced Own brand**, "Wolffia" and "Black Sesame Oil + Rice Bran Oil"
- Engaged with TV Directs for marketing management

Overall FY 2021 Performance

Operating Revenue Performance



Operating revenue decreased mainly due to:

- Lower sales of own brand and trading business because of the decrease in purchasing power

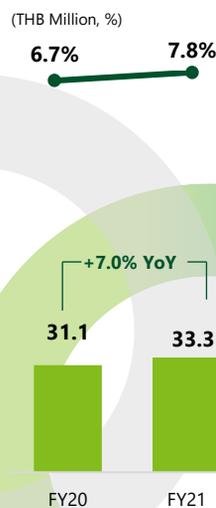
Gross Profit and GP Margin



Gross profit slightly increased mainly due to:

- Higher conventional medicine sale proportion which provide better margin

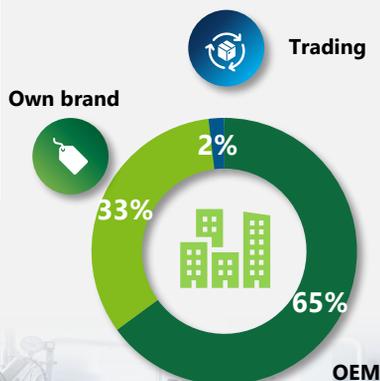
Normalized Profit and Profit Margin



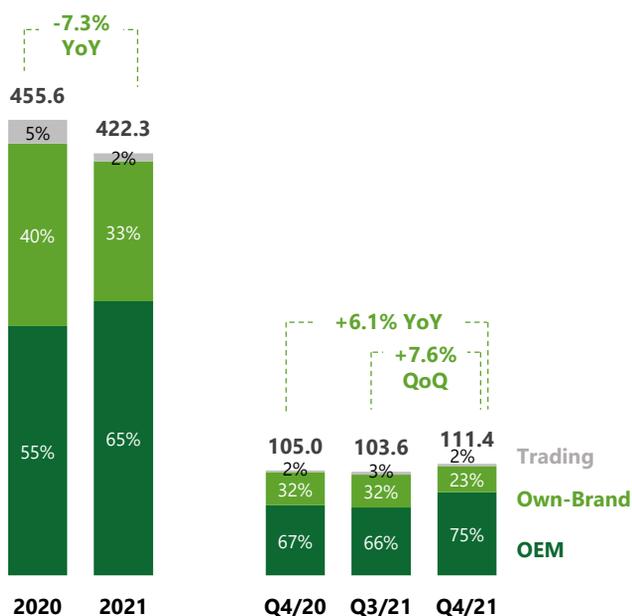
Normalized profit increased mainly due to:

- Cost management, especially production costs and production development

FY 2021 Operating Revenue Breakdown by Business Line



Operating Revenue Breakdown by Business Line



YoY: FY 2021 vs FY 2020

-7.3%

In FY/21, the **revenue** decreased by Baht 33.3 million due to:

- **OEM:** Large orders from pharmaceutical medicines and herbal products
- **Own-Brand:** Launching new product to expand customer base
- **Trading:** Lower in cosmetic products due to decreased in purchasing power

YoY: Q4/2021 vs Q4/2020

+6.1%

In Q4/21, the **revenue** increased by Baht 6.4 million due to:

- **OEM:** Covid19 pandemic result to growth orders in herbal products
- **Own-Brand:** Covid19 spread leads to decrease in economy and demand of food supplement products

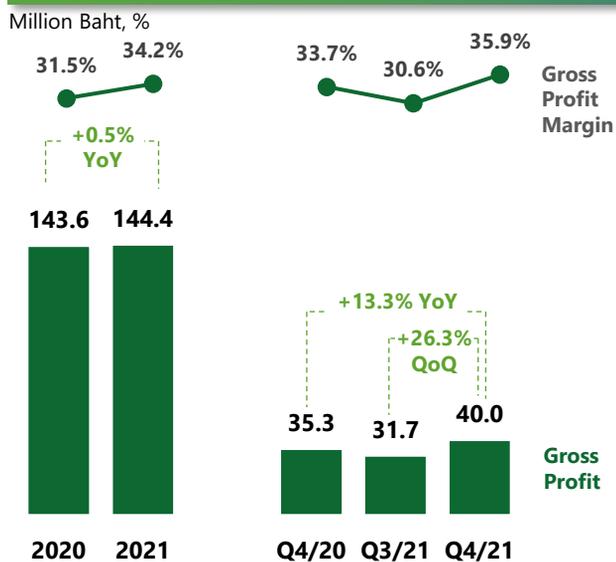
QoQ: Q4/2021 vs Q3/2021

+7.6%

In Q4/21, the **revenue** increased by Baht 7.8 million due to:

- **OEM:** Higher orders from pharmaceutical medicines and herbal products
- **Own-Brand:** Covid19 situation has eased therefore alcohol sanitizer decrease

Gross Profit and Gross Profit Margin



YoY: FY 2021 vs FY 2020

+0.5%

In FY/21, the **gross profit** increased by Baht 1.3 million mainly due to:

- Product scaling by decreased alcohol sales and increased conventional medicine sale which provide better margin

YoY: Q4/2021 vs Q4/2020

+13.3%

In Q4/21, the **gross profit** increased by Baht 4.7 million mainly due to:

- Correspond with higher revenue earned

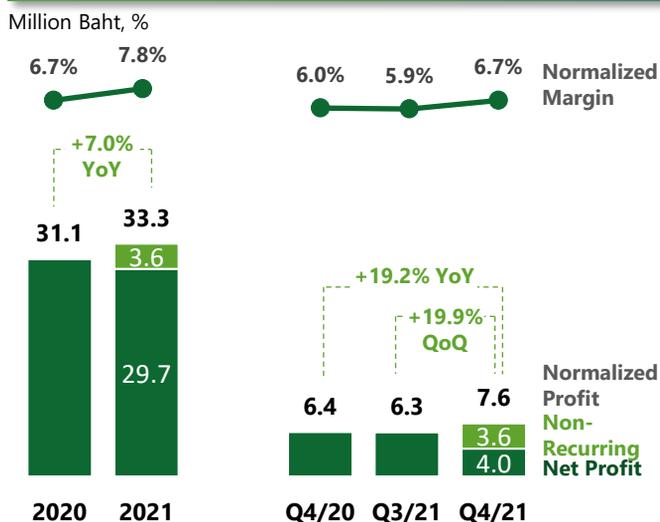
QoQ: Q4/2021 vs Q3/2021

+26.3%

In Q4/21, the **gross profit** increased by Baht 8.3 million mainly due to:

- Maintenance production efficiency especially employee expense management
- Consistent with the increased in revenue sales

Normalized Profit and Normalized Profit Margin



YoY: FY 2021 vs FY 2020

+7.0%

In FY/21, the **normalized profit** increased by Baht 2.2 million mainly due to:

- Cost control, especially production costs and product development in accordance with customer needs

YoY: Q4/2021 vs Q4/2020

+19.2%

In Q4/21, the **normalized profit** increased by Baht 1.2 million mainly due to:

- Higher gross profit and payment to pay off loans from financial institutions to reduce financial costs

QoQ: Q4/2021 vs Q3/2021

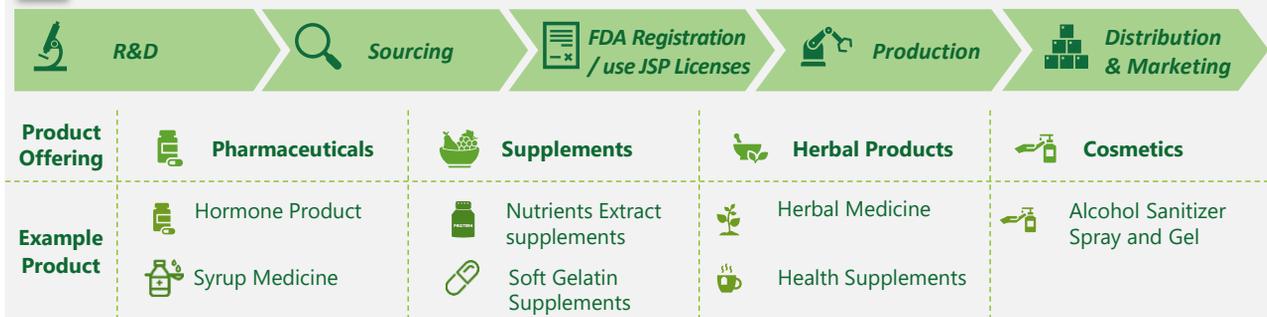
+19.9%

In Q4/21, the **normalized profit** increased by Baht 1.3 million mainly due to:

- Controlling expenses and reducing financial costs from payment repayment of loans from financial institutions

Company Outlook

1 OEM Business



2 Own Brand Business

Brand	COX	JSP	EVITON	SUPHAP OSOT
Product Offering	Pharmaceuticals	<ul style="list-style-type: none"> Herbal Products Cosmetics 	Supplements	<ul style="list-style-type: none"> Herbal Products Supplements

3 Trading Business

Product Offering	MEDICAL TEST KITS FOR PANDEMIC USED	MEDICAL TEST KITS FOR ILLEGAL DRUGS
Example Product	<ul style="list-style-type: none"> COVID-19 Antigen Test Kits 	<ul style="list-style-type: none"> Methamphetamine (Meth) Test Kits Morphine (Mor) Test Kits Tetrahydrocannabinol (THC) Test Kits Dual (Meth and Mor) Test Kits

Total Capacity

Product Type	Product Form	Max Capacity	Actual Capacity (2021)	% Utilization	2022 Target
Pharmaceuticals	Liquid (Million m ³)	374.4	374.0	100%	100%
	Hormone (Million Pills)	187.2	19.9	10.7%	25%
	Soft Gelatin Capsule (Million Pills)	86.5	-	0%	0%
Supplements	Tablet (Million Pills)	76.8	41.8	54.4%	80%
	Hard Gelatin Capsule (Million Pills)	23.4	7.7	32.7%	50%
	Soft Gelatin Capsule (Million Pills)	112.4	112.4	100%	100%
Cosmetics	Gel (Million m ³)	393.1	287.0	73.0%	50%
Herbal products	Tablet (Million Pills)	81.6	36.1	44.2%	75%
	Hard Gelatin Capsule (Million Pills)	140.5	55.1	39.2%	75%
Extraction	Full Spectrum (Kg)	144.0	-	0%	100%

Directions



2022

+50% Sales Growth

Innovative pharmaceuticals and supplements product manufacturer

- ✓ Putting **innovation** at the forefront of JP business
- ✓ Launching **hemp/cannabis products**
- ✓ **Leverage own Brand growth**



2023

Thailand's leading innovative pharmaceutical and supplement brand

- ✓ Thailand's **well-known** pharmaceutical and supplement **brand**
- ✓ Continuous R&D and **innovative product launch**
- ✓ Expand to **animal products**
- ✓ Recognized revenue from **new production facilities fully operational**

2024

2X Sales Growth

ASEAN's leading company in research, manufacturing and distribution of pharmaceutical and supplement product

- ✓ Establish **strong presence in Southeast Asia** for both own-brand and OEM business line








Strategies



“Becoming the leading company in research, manufacture and distribution of pharmaceuticals and supplements”

<p>1</p> <p>Innovation for Growth</p> <ul style="list-style-type: none"> • Continuous R&D for innovative products • Current innovation for growth: <ul style="list-style-type: none"> ✓ Plant-based protein supplement ✓ Hemp herbal products ✓ Chewable soft gelatin capsule 	<p>2</p> <p>Elevate Own-Brand Business</p> <ul style="list-style-type: none"> • Obtain new product licenses • Introduce differentiated own-brand products • Launch wide-scale marketing to strengthen brand awareness 	<p>3</p> <p>Strengthen OEM Business</p> <ul style="list-style-type: none"> • Leverage current strengths and focus on acquiring new major partner • Adding new innovative products to enhance customer's choice 	<p>4</p> <p>Capture Opportunity Through Investment</p> <ul style="list-style-type: none"> • Invest in small-and-medium-size pharmaceutical companies with high growth potential 	<p>5</p> <p>Expand to CLMV</p> <ul style="list-style-type: none"> • Acquire new licenses in each country • Expand distribution of products through local distributor
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