



JSP Pharmaceutical Public Company Limited [JSP]

**Opportunity Day
YE 2022
3 March 2023**



YE/2022 KEY HIGHLIGHTS



**Strong Turnaround Sign
in Q4/2022**



**JSP products is in the top
rank of supplement category
in TV Home Shopping**



**Commercialization of a
new production line of
conventional medicine**



**Won SET Awards 2022
in Outstanding
Innovative Company**



- ✓ **Operating revenue** in Q4/22 increased Baht 29.9 million or 26.8% YoY
- ✓ **Revenue from Own Brand** in Q4/22 increased Baht 33.1 million or +126.6% YoY
- ✓ **Normalized Net Profit** in Q4/22 increased Baht 3.1million or 40.6% YoY



- ✓ **JSP products sales grew strongly in TV home shopping**



TV Direct



O-Shopping



True Shopping



- ✓ **In December 2022, the Company has completed expansion of conventional medicine production line;** located at Bangkok, and ready for commercial purposes. The new production line could support annual **production of conventional medicine by 2.0 -2.5 million bottles per month**



- ✓ **The company won the SET Awards 2022 in the Outstanding Innovative Company category for the development of Wolffia Cap,** which the company invented to be used in plant-based protein supplements to replace animal protein

JSP Acquire CDIP (1/2)

Value Chain

Upstream

Midstream

Downstream



R&D, Consultant, and Training

R&D for producing product to the market

Distribution Channel

Research and development innovation



The leading company in research, manufacture and distribution of pharmaceuticals and supplements

- ✓ OEM
- ✓ Own Brand
- ✓ Trading

Operates a 24- Hour Medicine Dispenser Platform through an automated medicine dispenser system

- ✓ Home generic medicines,
- ✓ Medical devices
- ✓ Dietary supplements
- ✓ Healthy drinks
- ✓ Cosmetics, and other products



Project training and Consultancy

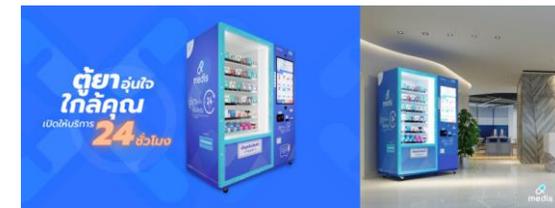
- 2022: training and consult to 9,000 people



OEM Dietary supplement and cosmetics



Total 100 machines as of 2022



Key synergies and benefits to the Company



Expand the research of CDIP to develop products under its own brand products



Able to deliver the service with One Stop Service since developing, manufacturing, and distributing products to the customers



Expand the distribution channels of the Company's products through CDIP's activities and a customer base that attended CDIP's training session



Expand the distribution channels of the Company's products through Medis channel



Synergy from economies of scales from using staff to collaborate the research and development

Transaction Information

The Company will acquire ordinary shares from existing shareholders of CDIP or by other means with the amount of not exceed than **156,000,000 shares** or equivalent to **not exceed than Baht 250 million***

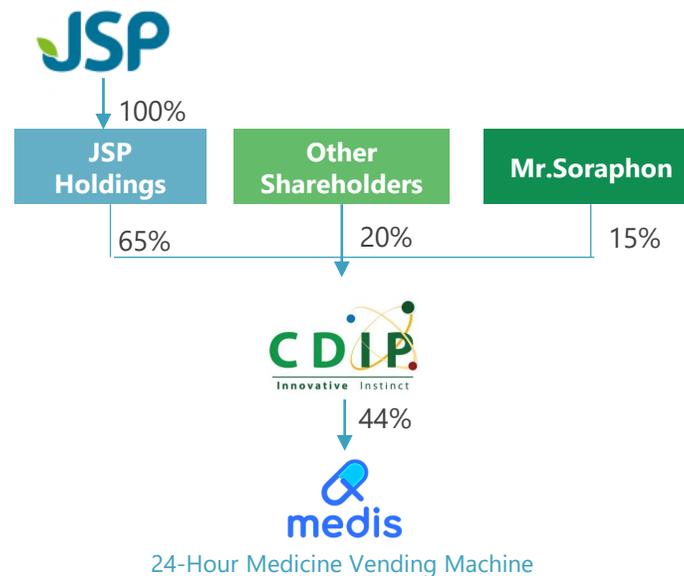


Total Asset: 180MB*
Net Profit: 6.87MB

Laboratory research, scientific test and analysis, training and seminar, and consultancy for research fund application businesses

*As of 30 Sep 2022

Shareholding structure after JSP acquires CDIP



*The final acquisition price will be assessed by IFA

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**STRATEGIC DIRECTION
AND 2023 OUTLOOK**

JSP At a Glance

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



60 years

Of experience in Pharmaceutical and Supplement

- Received GMP standard for production facility
- Received PIC/s standard, ISO, and Halal



>2,000 licenses

Pharmaceutical & Supplement License

- Innovation through continuous partnership with leading education & research institute



4 Brands

In house brands focusing on Pharmaceutical and Supplement



One stop service

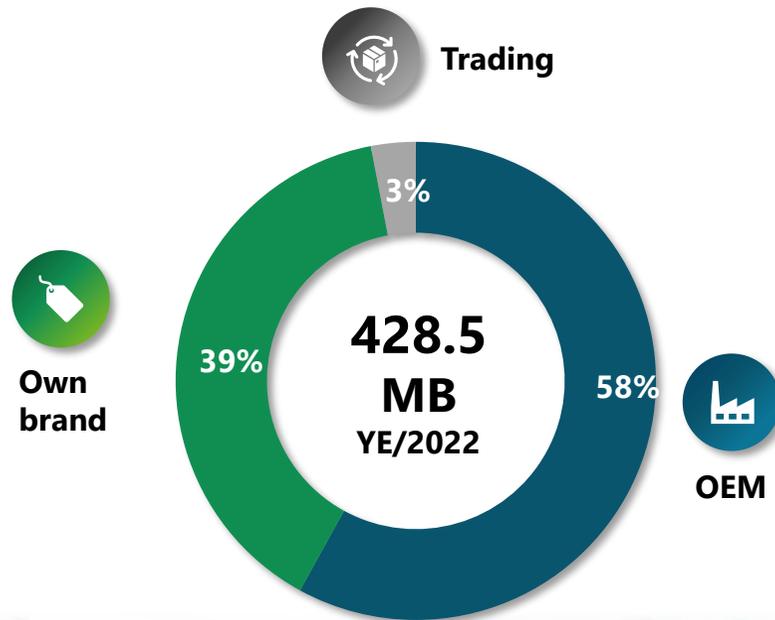
End-to-end OEM Service to support B2B customer

- Full services from product design and development to distribution assistance
- Trusted by major drugstore chain as supplier

JSP Business Landscape

YE/2022 Revenue breakdown by Business Line

3 Major Businesses



OEM

- **Providing OEM end to end services** for customer including researching and developing products, producing and packing process to contacting the supplier



Own brand

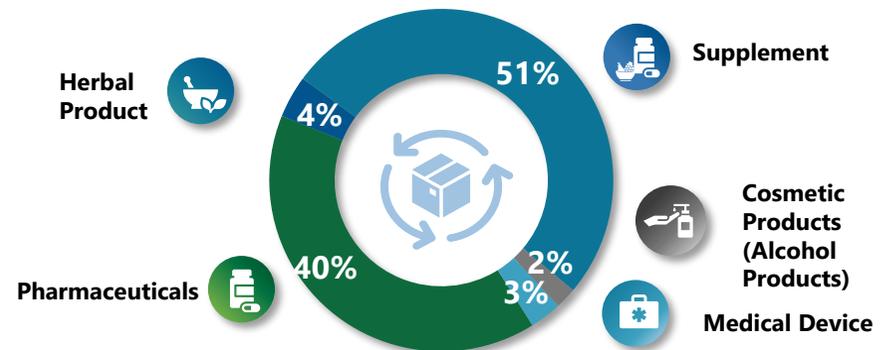
- **Producing medicine and other supplement under JSP's own brand** by utilizing high technology machine



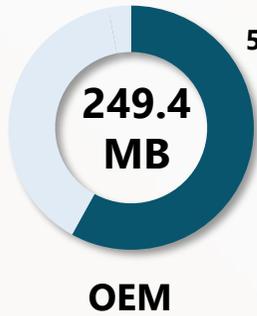
Trading

- **Sourcing domestic test kits** as well as cosmetics for B2B customers
- **Importing finished medicine, medical license and medical** from oversea

YE/2022 Revenue breakdown by Product Line



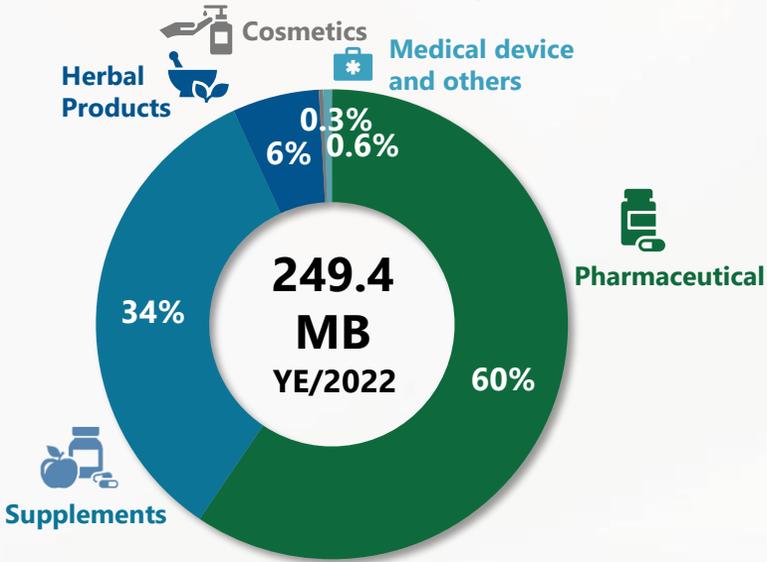
Revenue Breakdown by Business Line : OEM



End-to-end OEM services:



OEM Revenue Breakdown by Product:



Pharmaceuticals	Hormone Products	Syrup Medicine
Supplements	Nutrients Extract supplements	Soft Gelatin Supplements
Herbal Products	Herbal Medicine	Health Supplements
Cosmetics	Alcohol Sanitizer Spray and Gel	
Medical device and others	COVID-19 Antigen Test Kits	

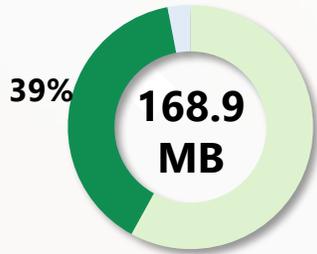
Customers:

Retail Pharmacy Chains

Supplements Companies

Media Platform Company

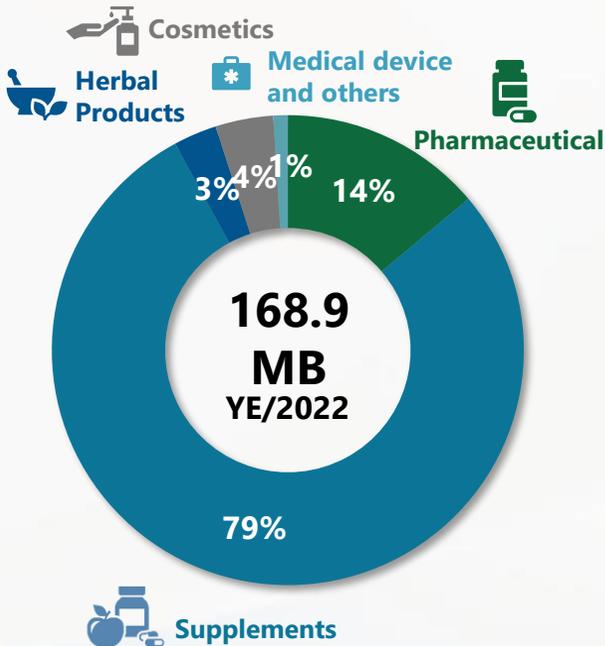
Revenue Breakdown by Business Line : Own Brand



Own brand

- Producing medicine and other supplement under JSP's own brand
- Using high technology machine and various innovative medicine license

Revenue Breakdown by Brand



Pharmaceuticals



COX Expectorants



Contraceptive Pill

- ✓ Convenient Stores /Modern Trades
- ✓ Hospitals/ Drug Stores



Herbal Products



Alcohol



Andrographis Paniculata Tablet



JSP Sanitizer Gel 75%

- ✓ Convenient Stores /Modern Trades
- ✓ Online Channels



Supplements



Eviton Plus Coenzyme Q10



Eviton Marine Collagen

- ✓ Convenient Stores /Modern Trades
- ✓ Online Channels



Herbal Products



Supplements



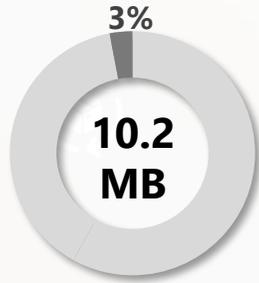
Suphap Osot 4 Mix Oil



Suphap Osot Black Sesame Oil + Rice Bran Oli

- ✓ Convenient Stores /Modern Trades
- ✓ Online Channels
- ✓ TV/Home Shopping

Revenue Breakdown by Business Line : Trading



Trading

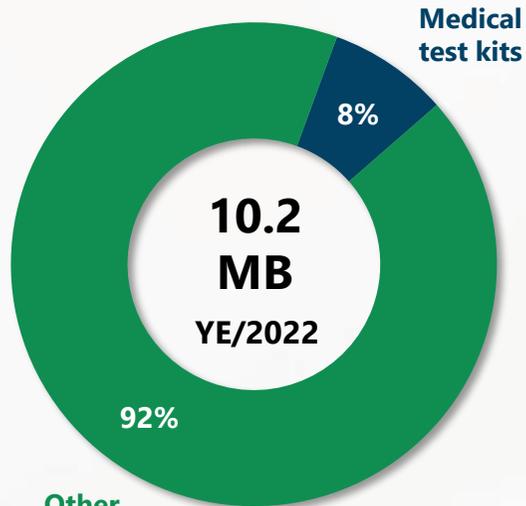
- Sourcing domestic test kits as well as cosmetics for B2B customers
- Importing finished medicine, medical license and medical from oversea

Key Product Example



Medical Test kits

Trading Revenue Breakdown by Product



Other Products
(Raw materials - Collagen)



1. Medical test kits for pandemic used

- COVID-19 Antigen Test Kits



2. Medical test kits for illegal drugs

- Methamphetamine (Meth) Test Kits
- Morphine (Mor) Test Kits
- Tetrahydrocannabinol (THC) Test Kits
- Dual (Meth and Mor) Test Kits



COVID-19 Antigen Test Kits



JSP Methamphetamine Test Strip

Customers:



Private agencies



Hospitals

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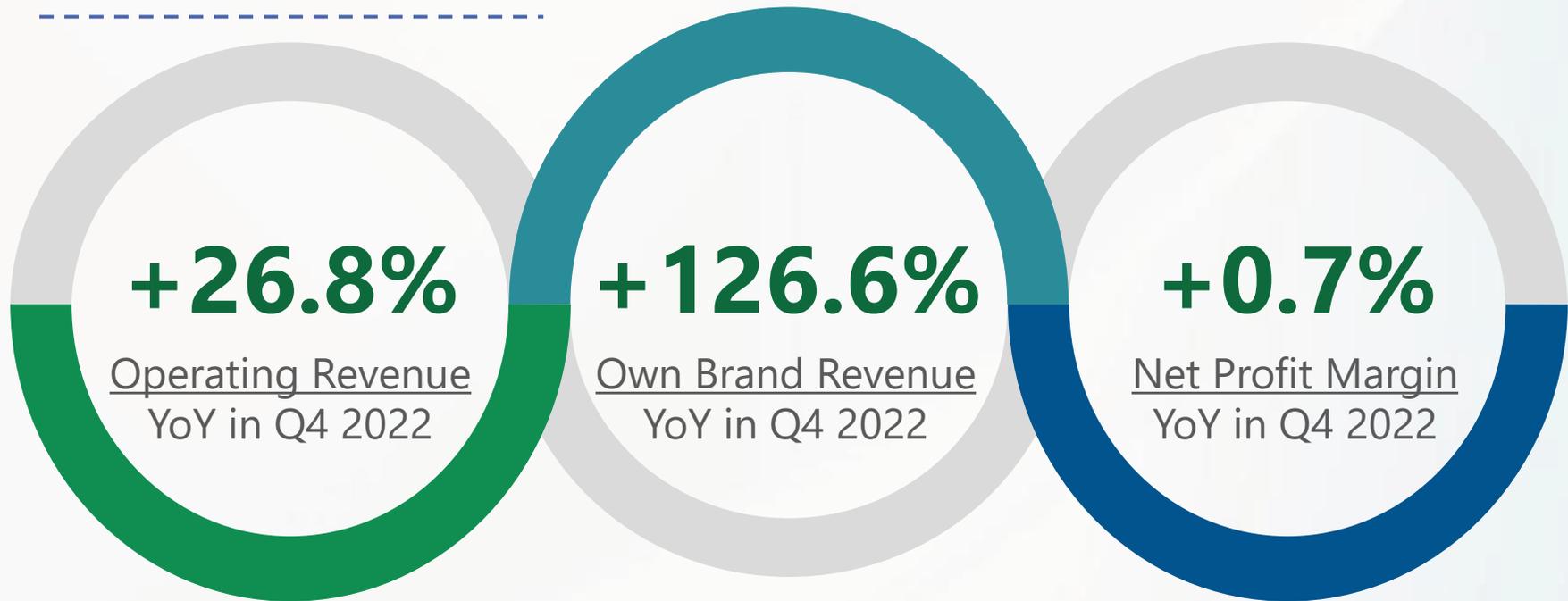
**KEY FINANCIAL
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**STRATEGIC DIRECTION
AND 2023 OUTLOOK**

Q4 2022 Financial Performance Highlights

Revenue Growth

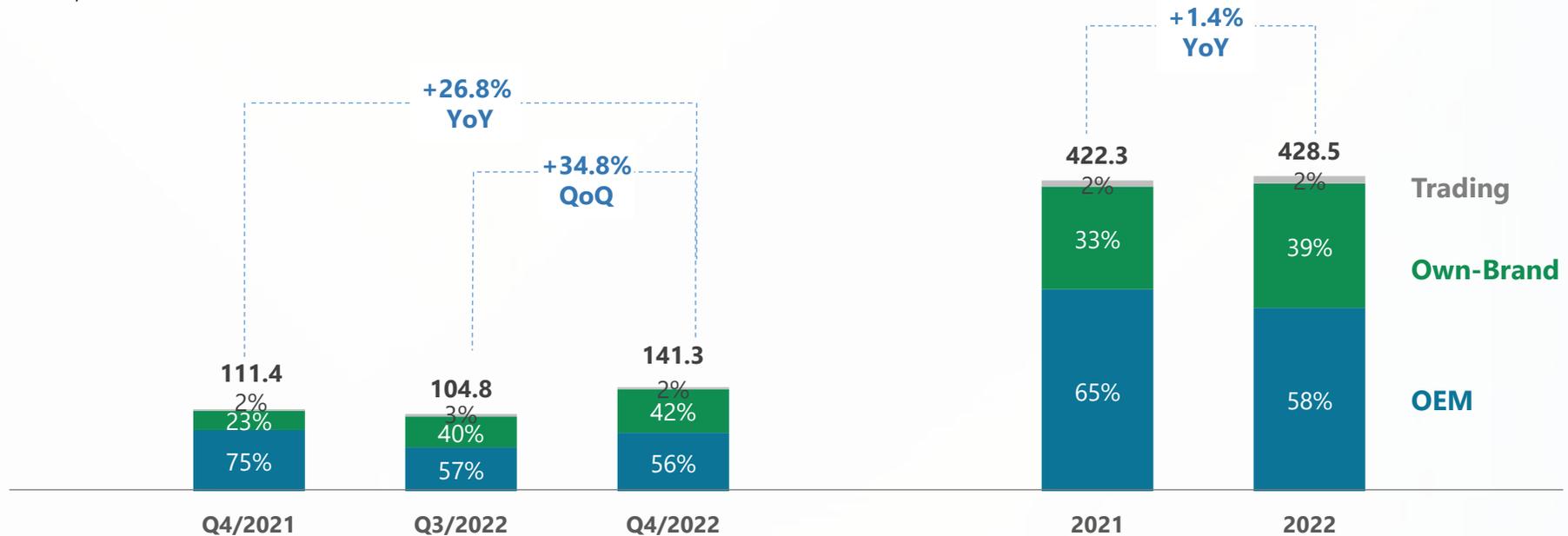


Strong Profitability

Revenue Breakdown by Business

Overall Revenue Breakdown

Million Baht, %



YoY: Q4/2022 vs Q4/2021

+26.8%

In Q4/2022, the **operating revenue** was Baht 141.3 million, increased by Baht 29.9 million mainly due to:

- **OEM** : Fewer orders for dietary supplements due to customers' stringent spending from the uncertainties in economics and politics, and lower demand for Andrographis paniculate to prevent and cure COVID-19
- **Own-Brand**: Increased revenue resulted from mass advertising, sales promotion campaigns, and expanding marketing to the online channel

QoQ: Q4/2022 vs Q3/2022

+34.8%

In Q4/2022, the **operating revenue** was Baht 141.3 million, increased by Baht 36.5 million mainly due to:

- **OEM**: Increased revenue from increased production capacity at the Bangkok plant resulted in more customer orders for conventional medicines
- **Own-Brand**: Increased revenue, mainly from dietary supplements, resulted from mass advertising and sales promotion campaigns

12M: 2022 vs 2021

+1.4%

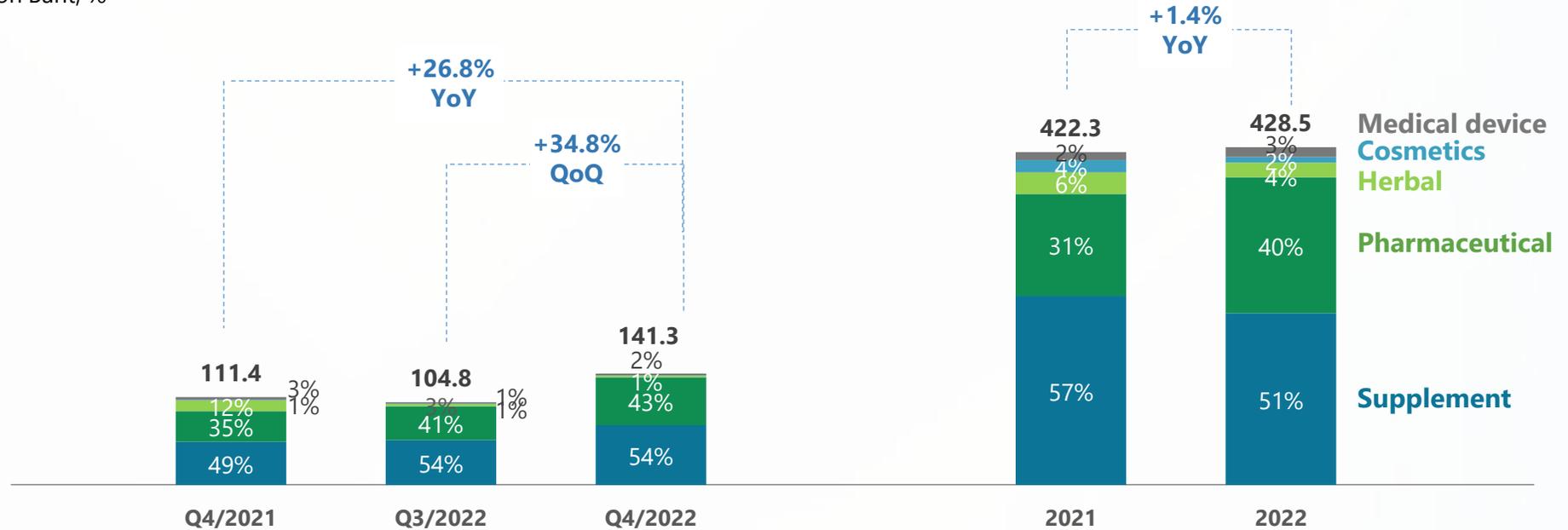
In 2022, the **operating revenue** was Baht 428.5 million, increased by Baht 6.1 million mainly due to:

- **OEM** : Fewer orders for dietary supplements and herbal products due to customers' stringent spending due to the uncertainties in economics and politics. However, the orders from conventional medicine increased
- **Own-Brand**: Increased revenue from the effectiveness of the sales promotion campaign

Revenue Breakdown by Product Line

Overall Revenue Breakdown

Million Baht, %



YoY: Q4/2022 vs Q4/2021

+26.8%

In Q4/2022, the **operating revenue** was Baht 141.3 million, increased by Baht 29.9 million mainly due to:

- **Supplement:** Increased from advertising and promotion for Own Brand products became effective as a result of adjusting sales plans
- **Pharmaceutical:** Increased in customer's orders, especially in OEM products from conventional medicine due to plant expansion at Bangkok and additional leases of warehouse

QoQ: Q4/2022 vs Q3/2022

+34.8%

In Q4/2022, the **operating revenue** was Baht 141.3 million, increased by Baht 36.5 million mainly due to:

- **Supplement:** Increased from advertising and promotion for Own Brand products became effective as a result of adjusting sales plans
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12M: 2022 vs 2021

+1.4%

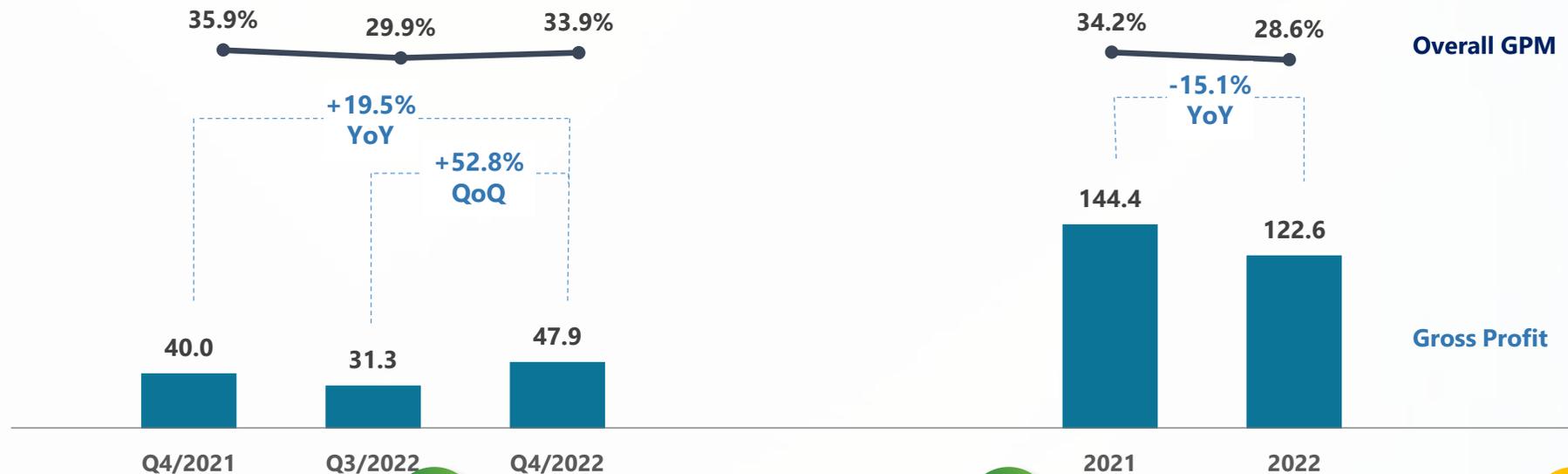
In 2022, the **operating revenue** was Baht 428.5 million, increased by Baht 6.1 million mainly due to:

- **Supplement:** Fewer orders for dietary supplements due to customers' stringent spending from the uncertainties in economics. However, the Company has still developed products to offer to customer
- **Pharmaceutical:** Increased in customer's orders, especially in OEM products from conventional medicine due to plant expansion at Bangkok and additional leases of warehouse

Gross Profit

Gross Profit and Gross Profit Margin

Million Baht, %



YoY: Q4/2022 vs Q4/2021

+19.5%

In Q4/2022, the **gross profit** was Baht 47.9 million, increased by Baht 7.8 million mainly due to:

- Own-Brand's gross profit increased correspondence with higher revenue. However, gross profit margin decreased due to the Company reported promotion expenses with TV Direct PCL as a reduction of revenue in accordance with TFRS15

QoQ: Q4/2022 vs Q3/2022

+52.8%

In Q4/2022, the **gross profit** was Baht 47.9 million, increased by Baht 16.5 million mainly due to:

- Correspondence with higher revenue from OEM and Own-Brand products

12M : 2022 vs 2021

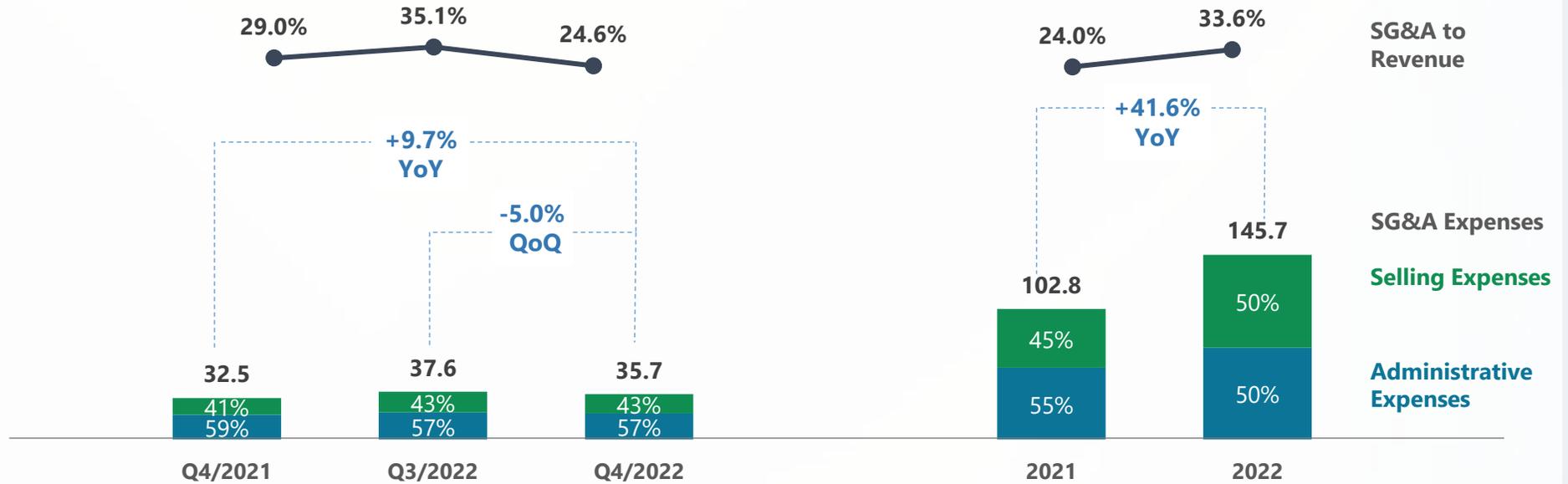
-15.1%

In 2022, the **gross profit** was Baht 122.6 million, decreased by Baht 21.8 million mainly due to:

- Cost of sales increased, especially with the adjustment in inventory to present at net realizable value increased by Baht 7.0 million
- The Company reported promotion expenses with TV Direct PCL as a reduction of revenue in accordance with TFRS15

SG&A AND SG&A TO REVENUE

Million Baht, %



YoY: Q4/2022 vs Q4/2021

+9.7%

In Q4/2022, the **selling and administration expenses** were Baht 35.7 million, increased by Baht 3.2 million mainly due to:

- **Increased selling expenses** from staff costs for supporting business expansion and service fees for distribution of goods under online channel
- **Increased administration expenses** from staff costs and professional service fees in relation to finance and administration

QoQ: Q4/2022 vs Q3/2022

-5.0%

In Q4/2022, the **selling and administration expenses** were Baht 35.7 million, decreased by Baht 1.9 million mainly due to:

- **Decreased selling expenses** due to the Company delivering goods to online customers by ourselves rather than outsourcing
- **Slightly decreased administration expenses**

12M: 2022 vs 2021

+41.6%

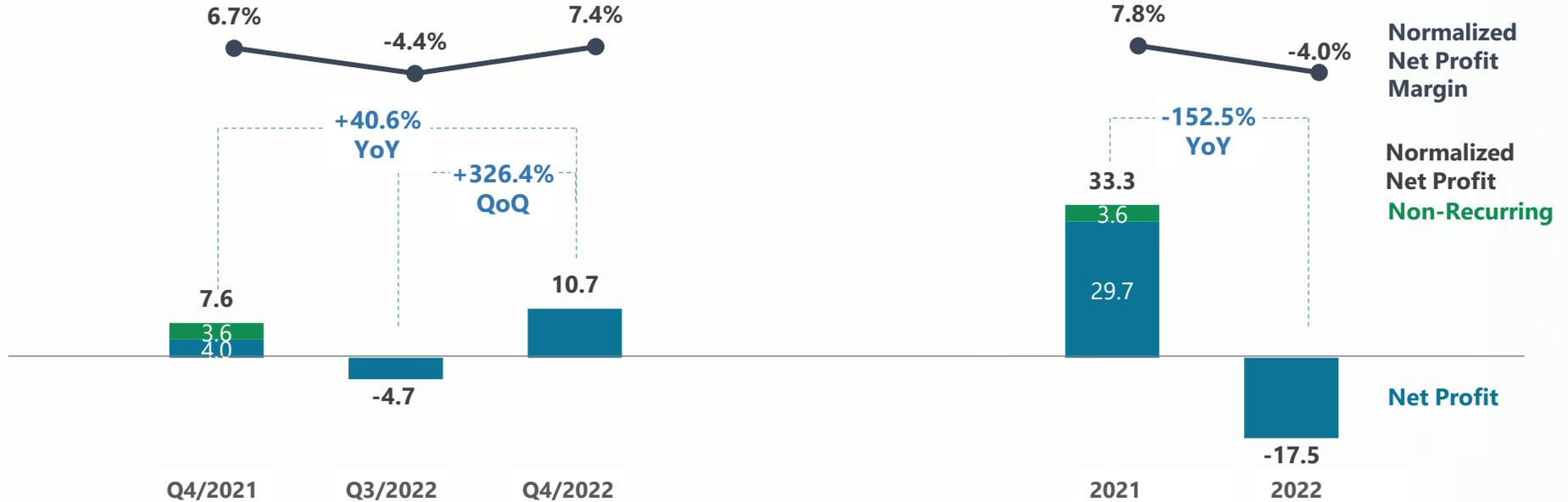
In 2022, the **selling and administration expenses** were Baht 145.7 million, increased by Baht 42.8 million mainly due to:

- **Increased selling expenses** from staff costs, freight to support sales via omni-channel and advertising expenses for branding
- **Increased administration expenses** from staff costs and professional service fees in relation to finance and administration

Profitability: Normalized Profit

Normalized Profit and Normalized Profit Margin

Million Baht, %



YoY: Q4/2022 vs Q4/2021

+40.6%

In Q4/2022, the **normalized profit** was Baht 10.7 million, increased by Baht 3.1 million mainly due to:

- Higher revenue and gross profit
- Lower finance costs

QoQ: Q4/2022 vs Q3/2022

+326.4%

In Q4/2022, the **normalized profit** was Baht 10.7 million, increased by Baht 15.4 million mainly due to:

- Higher revenue and gross profit
- Decreased selling expenses due to the Company delivering goods to online customers by ourselves rather than outsourcing

12M: 2022 vs 2021

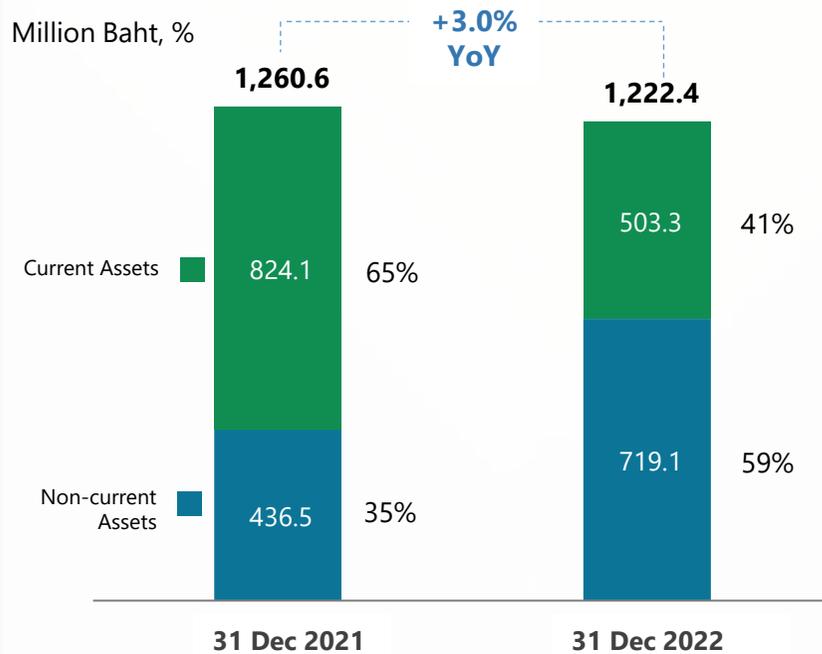
-152.5%

In 2022, the **normalized profit** was Baht -17.5 million, decreased by Baht 50.8 million mainly due to:

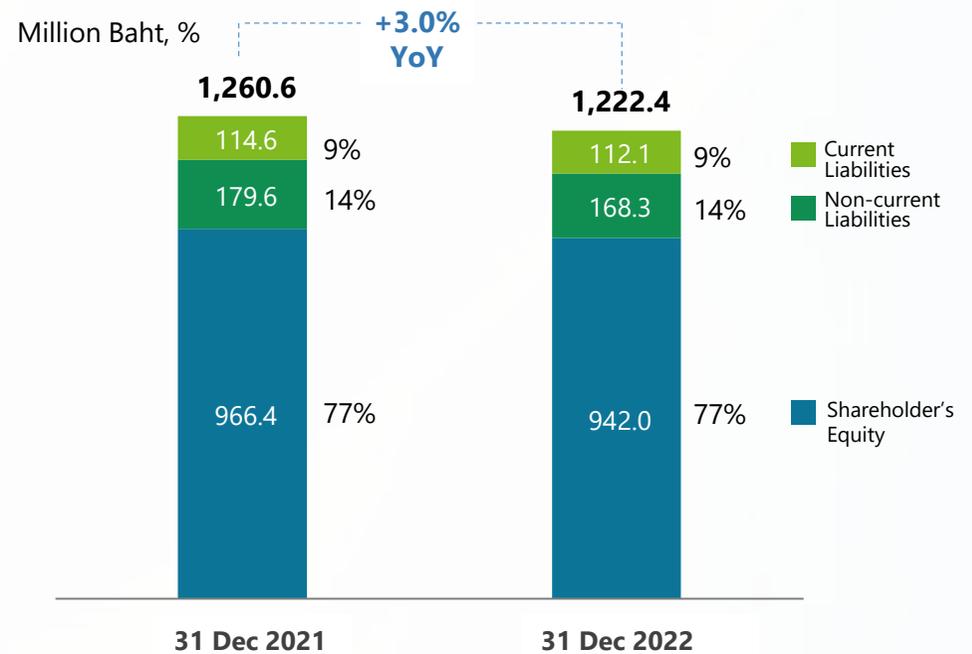
- Lower gross profit
- Higher expenses, especially selling expenses from staff costs, freight to support sales via omni-channel and advertising expenses for branding

Statement of Financial Position

Assets



Liabilities & Shareholder's Equity



Asset

- **Current Assets**
 - **Cash and cash-equivalents:** Decreased in from short-term investment, as well as invest in long-term assets for business expansion
 - **Inventories:** Decreased due to company accelerated selling goods in various marketing channel and effective of sales promotion
- **Non-current Assets**
 - Increased from renovation of production facility, construction of new plant at Lamphun province, and constructing new production facility at Pathumthani province

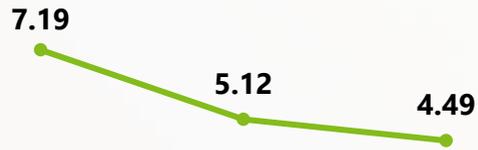
Liabilities and Shareholder's Equity

- **Liabilities**
 - **Current Liabilities:** Decreased from current portion of interest-bearing liabilities
 - **Non-current Liabilities:** Decreased from long-term loans repayment to financial institutions. However, leases liabilities increased from new long-term lease agreements to rent building and equipment for operating purpose
- **Shareholder's Equity**
 - Decreased from net loss
 - Declared and paid dividend of the operating performance of FY2021

Key Financial Ratios

Current Ratio

Times



Q4/2021 Q3/2022 Q4/2022

D/E Ratio

Times



Q4/2021 Q3/2022 Q4/2022

Debt Service Coverage Ratio

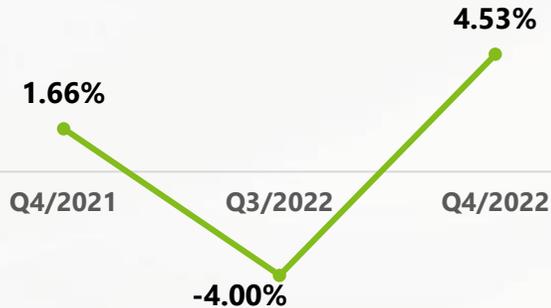
Times



Q4/2021 Q3/2022 Q4/2022

ROE

%



Q4/2021 Q3/2022 Q4/2022

Note: Annualized from quarterly figures

ROA

%



Q4/2021 Q3/2022 Q4/2022

Note: Annualized from quarterly figures

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**STRATEGIC DIRECTION
AND 2023 OUTLOOK**



2023

Mainly from Black Sesame Oil and Rice Bran Oil via TV direct

Innovative pharmaceuticals and supplements product manufacturer

- ✓ Continuous R&D and **innovative product launch, such as soft gelatin capsule, and chewable soft gelatin capsule**
- ✓ Expand to **animal products**
- ✓ Recognized revenue from **new production facilities fully operational**
- ✓ Capacity expansion of liquid **will be operated at full capacity with backlog of 2.0 mil bottles**
- ✓ **Acquire business for developing innovative products, and expanding distribution channels**

2025

CAGR +30%
2023-2025

Leading pharmaceuticals and supplements OEM in Thailand

- ✓ Thailand's **leading pharmaceutical and supplement OEM**
- ✓ **Expanding customer base** to drive more growth
- ✓ Continuous R&D and **innovative product to increase choices for customers**
- ✓ **Capacity expansion** for support customer demand

2027

Thailand's leading innovative pharmaceutical and supplement brand

- ✓ Thailand's **well-known pharmaceutical and supplement brand**
- ✓ **Continuous focus on organic growth from new facility expansion and product development** to support customer demand
- ✓ **Considering seeking a strategic partner and M&A deal** with companies that have synergies with JSP's business to drive more growth



COMPANY STRATEGIES



1 Innovation for Growth

- **Continuous R&D** for innovative products
- Current innovation for growth:
 - ✓ **Plant-based protein** supplement
 - ✓ **Herbal Soft gelatin capsule**
 - ✓ **Animal supplement product**
 - ✓ **Chewable and Vegetable soft gelatin capsule**

2 Elevate Own-Brand Business

- Obtain **new product licenses**
- **Introduce** differentiated **own-brand products**
- **Launch wide-scale marketing** to strengthen brand awareness

3 Strengthen OEM Business

- Leverage current strengths and focus on **acquiring new major partner**
- Adding **new innovative products** to enhance customer's choice

5 Expand to CLMV

- **Acquire new licenses** in each country
- **Expand distribution** of products through local distributor

4 Capture Opportunity Through Investment

- **Invest** in small-and-medium-size **pharmaceutical companies** with high growth potential

1. Innovation for Growth:

Putting innovation at the forefront of JSP business



Benefits

- ✓ Leveraging innovation as differentiation point to enhance company's competitive advantages
- ✓ Partnering with leading education institutes and companies for research and development



Innovation Center

New innovative products

Innovation Center under "Caresutic", a subsidiary company

In 2022, file a total of 5 petty patents, and expect to file 2 petty patents in 2023



Small-scaled production to produce dietary supplements and cosmetics for OEM customers

Products:



Dietary supplements
(OEM customers)



Cosmetics
(OEM customers)



Personalized pharmacy
(Clinics and Hospitals)



Probiotics
Sachet



Chewable
Softgel



Vegetable
Softgel



Herbal
Softgel

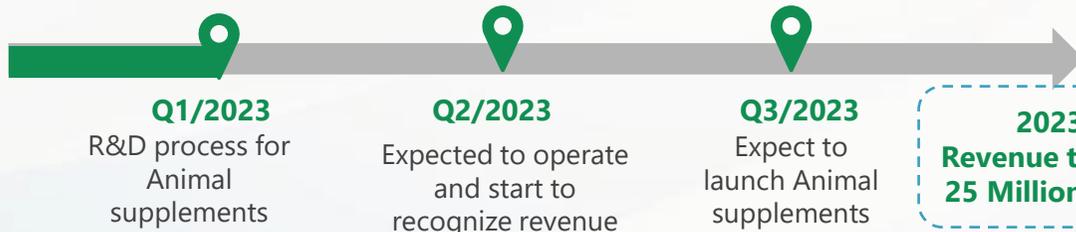


Animal
supplements



1 out of 10 factories that can produce **Chewable and Vegetable Softgel, and Probiotics Sachet**

1 out of 5 factories that can produce **Herbal Softgel and Animal supplements**



2023 New Product Launch (OEM)



2. Elevate Own-Brand Business: Targeting to continuously grow by increasing product portfolio and brand awareness (1/2)



Benefits

- ✓ Enhance profitability from higher margin of own-brand products
- ✓ Propel overall company's growth and utilize existing brand



TV Home shopping

TV Direct sales

Unit: Million Baht



- ✓ Expect to generate 30-40% sales growth in 2023 from TV direct for the company from repeat customer purchase



Black Sesame Oil + Rice Bran Oil product launch

Top rank



Increase product abundance

Introduce Differentiated Own-Brand Products

2023



- ✓ Introduce new product developments 4-5 SKUs in 2023 under "Suphap Osot"
- ✓ Supplement products such as collagen, fish oil



2. Elevate Own-Brand Business: Targeting to continuously grow by increasing product portfolio and brand awareness (2/2)

Marketing Activities

Promote products through both digital and traditional media channels to increase brand awareness and boot sales

TV channels and TV home shopping



Traditional media



3. Strengthen OEM Business: Leveraging existing strengths to expand customer base and add new choice for customers



Benefits

- ✓ Grow overall revenue by leveraging existing strengths



Factory expansion

Factory expansion (Lamphun province)



OEM Expansion Progress

Q4/2022-
Q1/2023

Factory expansion (Bangkok and Lamphun province)

- ✓ Syrup medicine plant expansion at Bangkok is completed with monthly capacity of 2-2.5 million bottles
- ✓ Factory expansion at Lamphun province is completed and expect to operate within Q1/2023
- ✓ For herbal supplement products and Hemp-Cannabis extraction with capacity will be 30,000 kilograms per month



Syrup medicine sales

Unit: Million Baht



Q4/2023

Expansion of operating space at Bangkok

- ✓ Acquisition of land and construct warehouse to increase production space
- ✓ Expect to operate within Q4/2023



4. Capture Opportunity Through Investment: Accelerating expansion through inorganic growth opportunity



Benefits

- ✓ Propel company's growth
- ✓ Efficiently obtain innovative products, R&D, and attractive brands



Investment Purpose



Expand Capacity

To scale up company max capacity and expand production line



Obtain Brand and Distribution Channel

To enhance company's own brand portfolio and enlarge customer segment



Acquire Pharmaceutical Technology

To escalate medicine production technology as well as improve production efficiency



Investment Criteria



Mid-Small Size Company



Strong Financial Performance



Synergy with JSP

The Acquisition of CDIP

- Invest in CDIP to build synergy and make the company able to build on CDIP's research for business operations as a one-stop service. Moreover, the company sees **opportunities for growth and an expanding distribution channel in "Medis"**

JSP Holdings

65%



44%



CDIP (Thailand) PCL.

Business of contracting research in the laboratory, Testing and analyzing scientific results, Division of training and seminars and consulting for requesting research funds

Medis Corporation Co., Ltd. ("Medis")

24-Hours Automated Medicine Dispenser Platform through vending machines



Continuously seeks investment opportunities that create synergy for the company

5. Expand CLMV+ Market: Grow further in CLMV+ markets



Benefits

- ✓ Expand business into similar market in Southeast Asia region
- ✓ Boost overall company growth



Register New Licenses in each Country

Existing Exported Country
Laos, Cambodia, Myanmar, Philippines, Singapore



Partner with High-potential Local Distributor

Establish partnerships in each key main countries to increase company product presence.

Q4/2022 : Partner with "Fairtex", a manufacturer of combat sports products that plans to diversify its product lines to include cosmetics such as soaps, and boxing oils



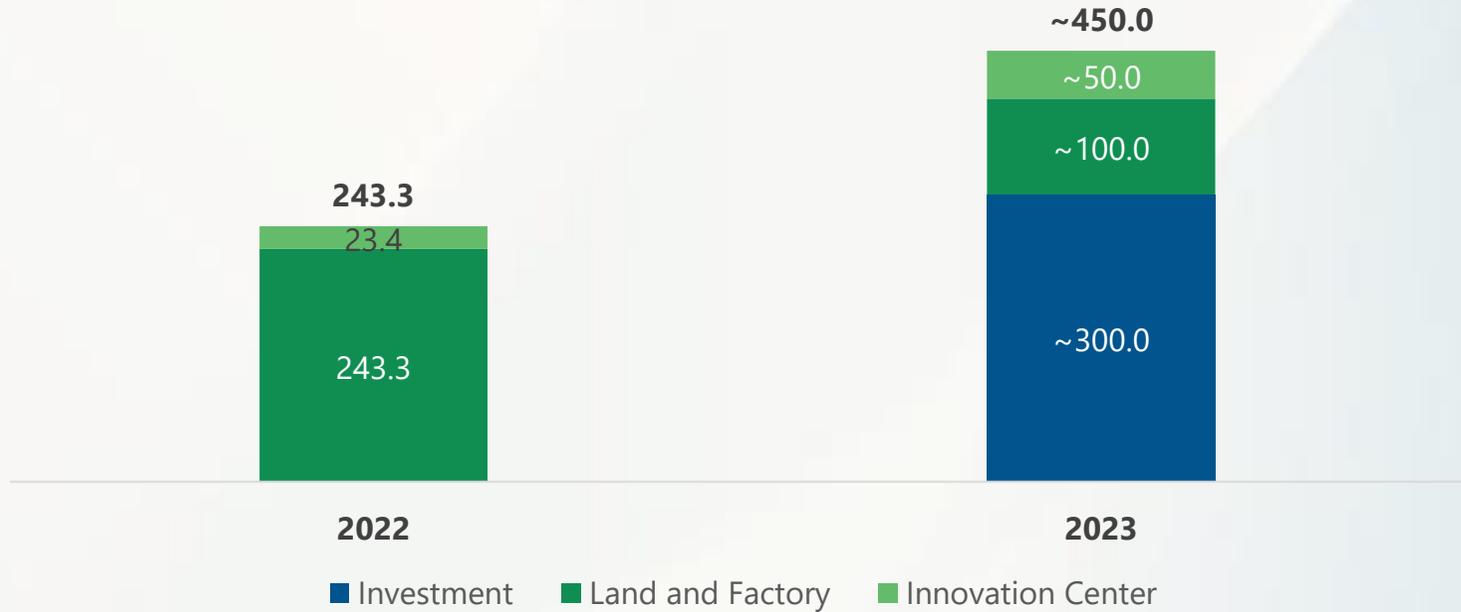
Benefits from ASEAN Harmonization in Pharmaceutical Expansion

Save processing time from the agreement in 3 main areas

- ✓ Standards Harmonization
- ✓ Mutual Recognition Arrangement (MRA)
- ✓ Single Regulatory Regime

Investment Plan 2022-2023

Unit: THB Million



Depreciation expense (Million Baht)	2022	2023
	26.05	46.45

2023 OUTLOOK

"JSP expects to deliver performance with 30% growth supported by secured orders from own-brand business"

2022

OEM



Syrup medicine plant expansion at Bangkok



Factory expansion at Lamphun province



Established new subsidiary company "Caresutic"

Own-Brand



Launch **Black Sesame Oil and Rice Bran Oil** under "Suphap Osot" brand



Engage MOU with TV direct and implement mass marketing campaign

2023

OEM

- ✓ Syrup medicine with **monthly capacity of 2-2.5 million bottles**
- ✓ **For herbal supplement products** and Hemp-Cannabis extraction with capacity will be 30,000 kilograms per mont
- ✓ **Launch cosmetics and animal products**
- ✓ **New innovative products:** Animal supplements, Jelly Gummy, Probiotics sachet, Vegetable Softgel, Chewable Softgel, and Cosmetics

Own-Brand

- ✓ **Focus on the sales growth of the "Suphap-Osot brand through the TV home shopping channel**
 - ✓ Expand sales channels to the **Happy Shopping** channel
 - ✓ **Continuous marketing activities** of both digital channels and traditional media
 - ✓ **New product development** under own-brand
- ✓ **Operating space and warehouse at Bangkok** is expected to operate

ขอเชิญร่วมกิจกรรมเยี่ยมชม

บมจ.โรงงานเภสัชอุตสาหกรรม เจเอสพี (ประเทศไทย)

สาขาลำพูน

กิจกรรมที่เยี่ยมชม



1. โรงงานรับจ้าง สกัด Extraction Facility

- มาตรฐาน GMP-PIC/s
- สมุนไพรไทย กัญชา กัญชง กระเทียม
- เครื่องสกัด CO₂, Molecular distillation, Nano Encapsulation

2. โรงงานรับจ้างผลิต ผลิตภัณฑ์สมุนไพร

- มาตรฐาน GMP-PIC/s
- ผลิตภัณฑ์สมุนไพรเพื่อสุขภาพ
- ยาแผนโบราณ ยาพัฒนาจากสมุนไพร
- ทมวด Tablet, Capsule, Soft gelatin capsule, Cream, Spray, ยาหม่อง, ชาชงสมุนไพร

3. โรงงานรับจ้างผลิต ผลิตภัณฑ์เสริมอาหาร

- มาตรฐาน GMP
- ทมวด Tablet, Film-coated Tablets, Soft gelatin capsule, ผงชงดื่ม

กำหนดการเยี่ยมชม

จำนวนรอบ : 2 รอบ/วัน
จำนวนผู้เข้าชม : 10 ท่าน/รอบ
เวลา : 09.00 น. - 16.00 น.

วันอังคารที่	เดือน	พ.ศ.
14 และ 21	กุมภาพันธ์	2566
14 และ 21	มีนาคม	2566
11 และ 18	เมษายน	2566
9 และ 16	พฤษภาคม	2566
13 และ 20	มิถุนายน	2566
11 และ 18	กรกฎาคม	2566
8 และ 15	สิงหาคม	2566
12 และ 19	กันยายน	2566
10 และ 17	ตุลาคม	2566
14 และ 21	พฤศจิกายน	2566
12 และ 19	ธันวาคม	2566

JSP ผู้เชี่ยวชาญการรับจ้างผลิต/รับจ้างสกัดสมุนไพร
ยาแผนโบราณ, สมุนไพร, เสริมอาหาร, เครื่องสำอาง, เสริมอาหารสัตว์



สอบถามเพิ่มเติม
โทร: 089-711-2987

สแกน QR Code
เพื่อยืนยันการตอบรับ





JSP SALE CHANNEL



@JSPSALE



THANK YOU

*Please scan to
give us your feedback*



APPENDIX

Management Team



Mr. Sittichai Daengprasert
President

Through **15 years of experience as JSP's president**, Mr. Sittichai has laid foundation for the business and grown the company to become one of the leading OEM pharmaceutical manufacturer in Thailand.



Mr. Pissanu Daengprasert
Executive Vice President of Business Development

Mr. Pissanu has over **15 years of experience leading JSP's business development**, introducing various innovative products that are key to JSP's business growth. He has expertise in pharmaceutical research & development as well as commercializing successful breakthrough.



Ms. Jirada Daengprasert
Executive Vice President of Finance & Accounting

Ms. Jirada has over **14 years of experience in finance and accounting**. She also served as **Executive Director of COX Laboratories**, a leading pharmaceutical manufacturer, which combined with JSP in 2017.



Mr. Sorasit Daengprasert
Executive Vice President of Manufacturing

Mr. Sorasit has over **12 years of experience in pharmaceutical industry**. Prior to his position as EVP of manufacturing, Mr. Sorasit spent 9 years as **Sales and Marketing Director of COX Laboratories** which combined with JSP in 2017.

JSP Key Differentiation



One-Stop Service Capability

1

- ✓ Provides **B2B customer with end-to-end service** from product design and development to distribution assistance
- ✓ **Trusted by major drugstore** chain as supplier

International Standard Facility

2

- ✓ Received **GMP standard** for Pharmaceutical, herbal product, and supplement production facility
- ✓ Among a few manufacturer to received **PIC/s standard, ISO, and Halal**

Large Versatile License Selection

3

- ✓ Owned a total of **1,900 licenses** for all products
- ✓ **Addition options** for **cosmetic and hemp extraction licenses**
- ✓ Allow **customer to receive a shorter time-to-market**

R&D Capability & Collaboration

4

- ✓ **In-house R&D and collaboration with leading research institute**
- ✓ **Produce unique products** with exclusive license that could create **competitive advantages**

Presence in ASEAN Market

5

- ✓ Exported in **ASEAN: Laos, Cambodia, Myanmar, Philippines, Singapore**

JSP Key Milestones

1 Establishing Legacy

2 Enhancing Foundation

3 Growing Toward the Future

2022 Onward



1954

"Suphap-Osot"
Pharmaceutical and Herbal Store
Established in
Hua Lamphong



1975

"Cox Industrial Plant ("Cox")"
established to operate the business of manufacturing and distributing modern pharmaceutical.



2005

JSP Industrial Pharmacy Co. Ltd.
established with THB 1 Million registered capital and **started OEM business**



Launch dietary supplement products



2011

Enhance capacity of dietary supplements and herbal medicines by constructing additional factory at Lamphun Province



2017

COX and JSP combined business under common control of Dangprasert Family



Launch own-brand: **"Suphap-Osot"**



2019 & 2020

2019
Started **R&D for plant-based protein supplement and cannabis application**



2020
Applied for **IPO filing** to raise fund for business expansion

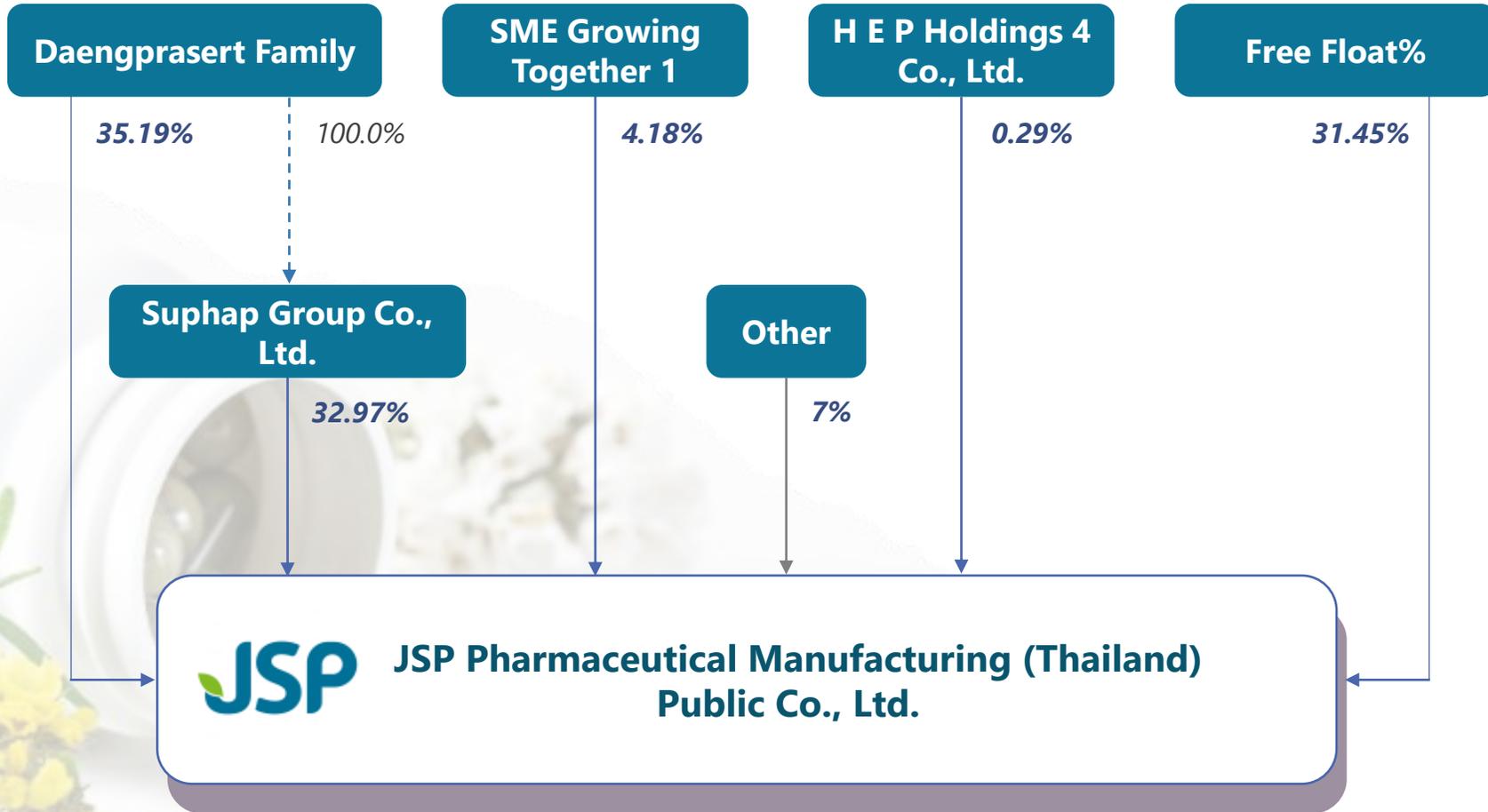
2021

Successfully listed in mai with total fund raise of THB 805 million to support company development plans



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

Shareholding and Company Structure



Company Utilization YE/2022

JSP manufactures with total **5 forms of product**



Liquid



Tablet



Hard Gelatin Capsule



Soft Gelatin Capsule



Gel

Product Type	Product Form		Q4/2022 Capacity	% Utilization	Capacity Expansion	2023 Capacity
Pharmaceuticals	Liquid	Million m ³	374.4	100.0%	+1,872.0	2,246.4
	Hormone	Million Pills	9.7	5.2%	+202.7	212.5
	Soft Gelatin Capsule	Million Pills	0.0	0.0%	+86.5	86.5
	Cream	Million g	0.2	0.3%	+62.2	62.4
Supplements	Tablet	Million Pills	10.9	14.2%	+65.9	76.8
	Hard Gelatin Capsule	Million Pills	4.9	21.1%	+139.5	144.5
	Soft Gelatin Capsule	Million Pills	92.3	82.1%	+109.5	201.8
	Powder	Million g	17.91	22.8%	+60.7	78.6
Cosmetics	Gel	Million m ³	93.9	23.9%	-31.5	62.4
Herbal products	Tablet	Million Pills	36.8	45.1%	+44.8	81.6
	Hard Gelatin Capsule	Million Pills	21.9	15.6%	+217.8	239.6
	Liquid	Million m ³	4.5	4.5%	+399.9	404.4
	Ointments	Million g	2.4	2.2%	+109.9	112.3
Extraction	Full Spectrum	Kilogram	48.0	33.3%	-	48.0

Note : *As its current utilization rate is high, the company is expanding its production capacity.