



JSP Pharmaceutical Manufacturing (Thailand) Public Company Limited [JSP]

**OPPORTUNITY DAY PRESENTATION
1H/2023**



1H/2023 KEY HIGHLIGHTS



Performance Recovery in 1H/2023



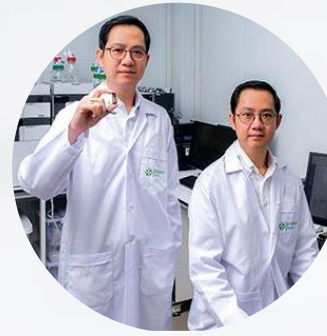
- ✓ In 1H/2023, the **Operating revenue was at Baht 240.6 million, increased by 31.9% YoY** with strong support from own brand performance
- ✓ While **Gross profit for 1H/2023 was at Baht 53.5 million increased by 23.2% YoY**



Capture Pet Supplement and Skincare Segment



- ✓ Caresutic, the Company's innovation center has **expanded into a new fast-growing segment of pet supplements and skincare**
- ✓ Together with CDIP, the Company provides a one stop service from training to producing the finished product
- ✓ In addition, the Company have invested 60MB into supporting production facilities



Invested to Open a New Laboratory to be on the Innovation Frontier



- ✓ The Company have **invested Baht 25 million into expanding the Rama 3 laboratory to support advanced research with highly quality and precision which opened during June 2023**
- ✓ It is expected that the new laboratory will increase research efficiency and reduce work processes 2 times faster



JSP acquired 52% of Grace Water Med to Expand Medical Supplies and Equipment



- ✓ **JSP acquires 21,118 ordinary shares of GWM**, valued at approximately Baht 43.9 million, fostering strong growth to become a comprehensive provider in pharmaceutical and health product markets
- ✓ GWM operates in the production of dialysis solutions and engages in importing and exporting medical equipment and supplies

Investment in Grace Water Med Co. Ltd.

Q2/2023 GWM Investment

JSP acquired 52% of Grace Water Med from NCL International Logistics PCL
Value: Baht 43.9 million (Cash)
Transaction Date: 23 May 2023

บริษัท เกรซ วอเตอร์ เมด จำกัด
GRACE WATER MED COMPANY LIMITED

1. Producer of A-B Solution for hemodialysis
 2. Sales of medical equipment such as Normal Saline, Blood Line, Syringe, AVF etc. supported by JSP



Grace Water Med owns 100% of Waree Medical Company Limited


WAREE MEDICAL CO. LTD.
Reverse Osmosis Water System
Implementation to hemodialysis center






52%

100%


SYNERGY

 GWM sell A-B Solution, import medical equipment to Waree Medical

 JSP will import additional medical supplies and equipment for GWM to sell

100%



 Caresutic Company Limited supply Supplements and cosmetics for kidney patients' prescript by doctors

Benefits/ Synergy



Access to new customer segment:
Kidney Patients



1. Expansion to diversify business
 Transitioning JSP into a comprehensive provider in pharmaceutical manufacturing and distribution within the pharmaceutical and health product market



2. Plan to distribute hemodialysis drugs and medical equipment
 GWM will expand the sales of medical equipment and supplies (from just the sales of medical equipment and supplies related to hemodialysis) with support from JSP trading business unit

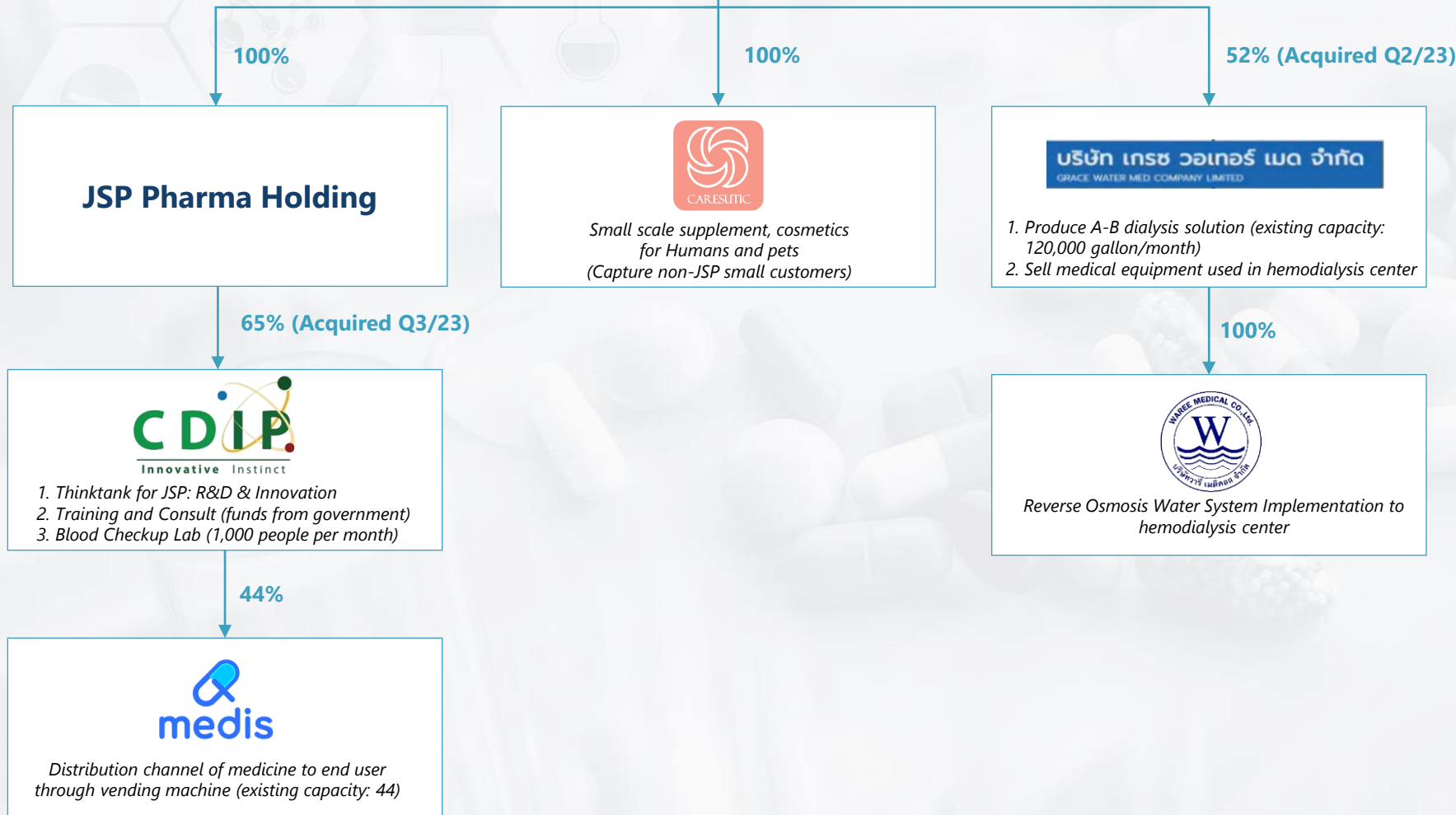


3. Enter Food Supplement and cosmetics for kidney patients
 Caresutic to develop supplements and cosmetics for kidney patients which GWM and Waree originally have access to hemodialysis centers

JSP Investment Structure



- 1. Medicine, Supplements, Cosmetics, Herbal, Extraction
- 2. Import medical equipment (use in CDIP blood checkup lab and to Grace Water Med to pass on to Hemodialysis center)



Agenda

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**COMPANY
OVERVIEW**

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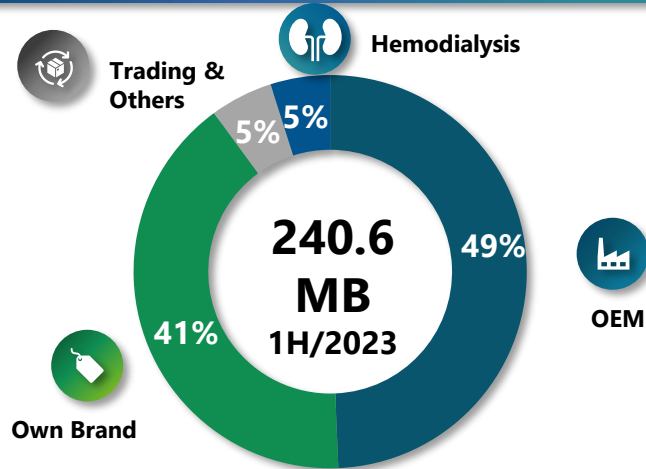
**KEY FINANCIAL
PERFORMANCE**

3

**STRATEGIC DIRECTION
AND 2H/2023 OUTLOOK**

JSP Business Landscape

1H/2023 Revenue breakdown by Business Line



OEM

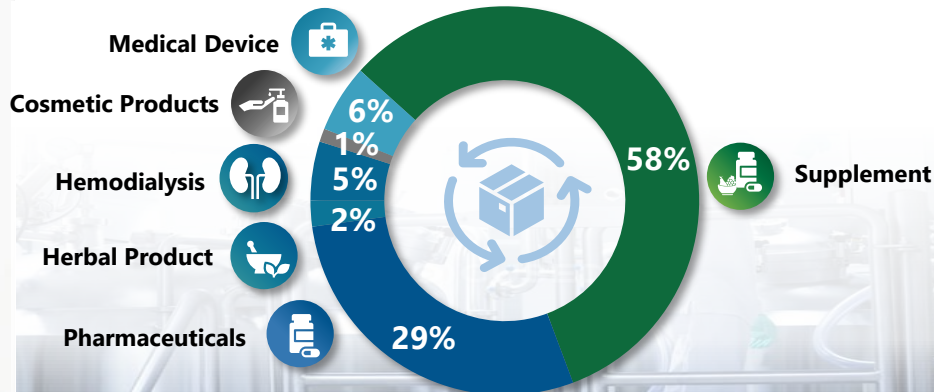
- **Providing OEM end to end services** for customer including researching and developing products, producing and packing process to contacting the supplier



Own Brand

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

1H/2023 Revenue breakdown by Product



Trading and Others

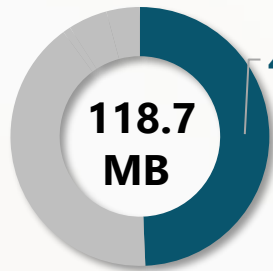
- **Sourcing diagnostic test kits**
- **Importing medical devices from abroad**
- **Alcohol sanitizers**
- **Revenue from Waree Medical** on implementation of RO water and sales of medical supplies and equipment



Hemodialysis

- **Medical supplies and equipment** related to kidney patients (Grace Water Med)

Revenue Breakdown by Business Line : OEM

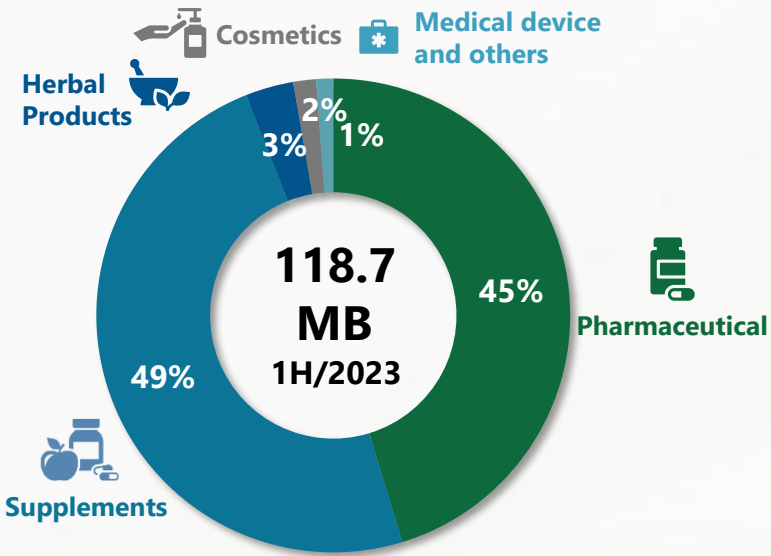


Own Brand

49% 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 and HIV Test Kits	

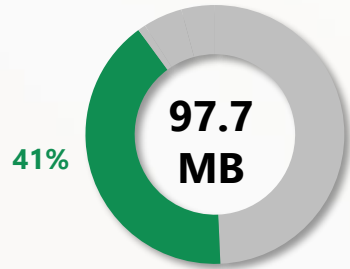
Customers:

Retail Pharmacy Chains

Supplements Companies

Media Platform Company

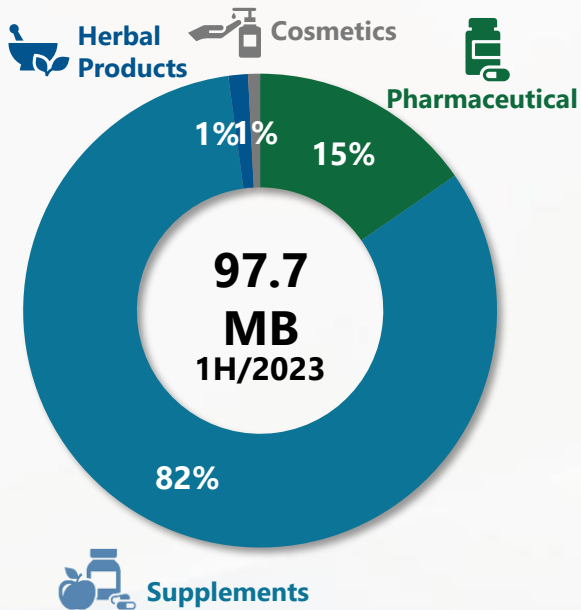
Revenue Breakdown by Business Line : Own Brand



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

- ✓ Hospitals/ Drug Stores
- ✓ Drug Wholesalers



Herbal Products



Alcohol



Collagen Peptide



JSP Sanitizer Alcohol

- ✓ Convenient Stores /Modern Trades
- ✓ Online Channels



Supplements



Eviton Plus Coenzyme Q10



Eviton Marine Collagen

- ✓ Convenient Stores /Modern Trades
- ✓ Online Channels



Herbal Products



Supplements



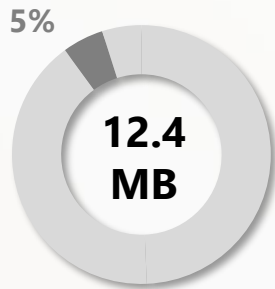
Suphap Osot 4 Mix Oil



Suphap Osot Black Sesame Oil + Rice Bran Oli

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

Revenue Breakdown by Business Line : Trading & Others



Trading

Trading

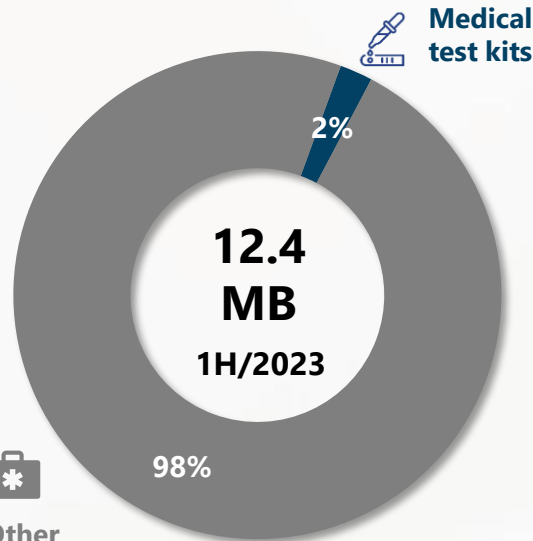
- Sourcing domestic test kits as well as cosmetics for B2B customers
- Importing disposal medical devices to support subsidiary companies

Others

- Revenue share from Waree Medical Company Limited from the installment and maintenance of Reverse Osmosis Water System at hemodialysis center



Trading Revenue Breakdown by Product



Medical test kits



Other Products

Medical Test Kits

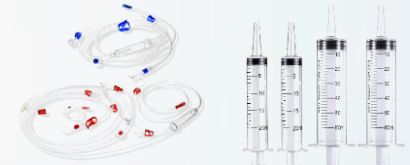
1. Diagnostic Test Kit

- COVID-19 Test Kits
- HIV Test Kits

Other Products

2. Disposal Medical Device

- Normal Saline
- Blood Line
- Syringe
- AVF etc.



3. Alcohol

- Sanitizer
- Spray



4. Revenue from Waree Medical Company Limited

- Installment and maintenance of RO water system



Customers:



Private agencies



Subsidiary (Grace Water Med)

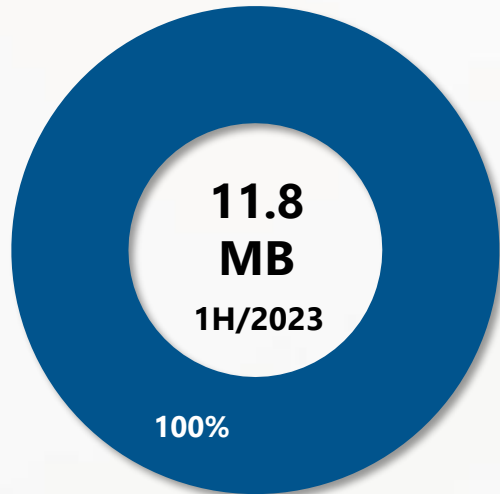
Revenue Breakdown by Business Line : Hemodialysis



Hemodialysis

Hemodialysis Revenue

- Revenue share from investment in Grace Water Med Company Limited focusing on production of A-B dialysis solution and medical supplies to kidney patients



Hemodialysis Solution



1. Producer of A-B Solution for hemodialysis

- Existing Capacity: 120,000 gallons per month



2. Importer/ exporter of medical equipment

- Hemodialysis machine
- Hemodialysis line
- Other medical equipment related to hemodialysis



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**STRATEGIC DIRECTION
AND 2H/2023 OUTLOOK**

1H 2023 Financial Performance Highlights

Operating Revenue

240.6 MB

▲ 31.9% YoY

GPM and NPM

1H/2023

22.2%

▼ 1.6% YoY

1H/2023

-4.5%

▲ 8.0% YoY

ROA and ROE

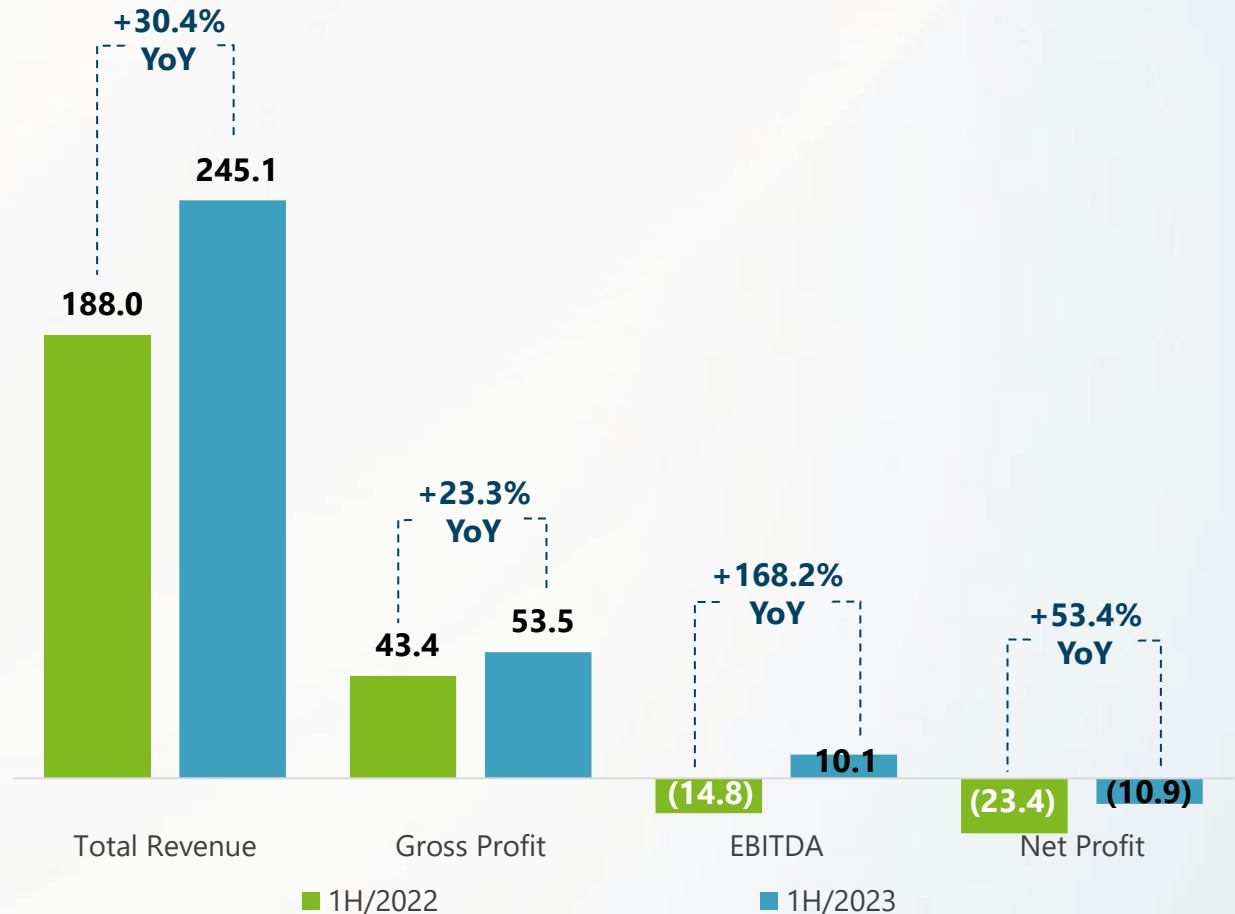
-1.6%

-2.2%

*ROA and ROE are information as of Q2/2023

Financial Summary (YoY)

Unit: Million Baht, %



Business Impact to Performance

Factors

Company Response

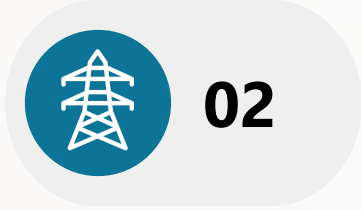


01

Market Situation

- The pharmacy industry's shortage of pharmacists, together with the stricter regulations causes closures approximately 20% of drugstores in Thailand, this impacts the supply of medicine to pharmacies, affecting the Company's revenue from both OEM and Own Brand products
- Political uncertainties in Myanmar restricts the exports of medicine

Company have prepared stocks and production capacity for when borders open for instant delivery



02

Electricity Cost

- Electricity cost has increased in according to the Ft rate resulting in an increase in production cost

The Company managed costs by investment in Solar Rooftop of 700 kWh to support long term electricity costs



03

Depreciation of building and machinery

- In 2023, the recognition of depreciation from the new building and machinery will occur. The company anticipates that these new machines will have the capability to increase production capacity significantly and produce a wider variety of products, providing customers with more choices

Depreciation of building and machinery will decrease through time



04

Cost of sales from inventory write-off

- The Company's cost of sales has increased due to the recognition of **provision for loss on inventories devaluation** from writing off a slow-moving inventory which resulting in a decrease in gross profit.

The Company has expanded channel distribution through TV Home Shopping in order to boost inventory turnover,



05

Subsidiary Acquisition Cost

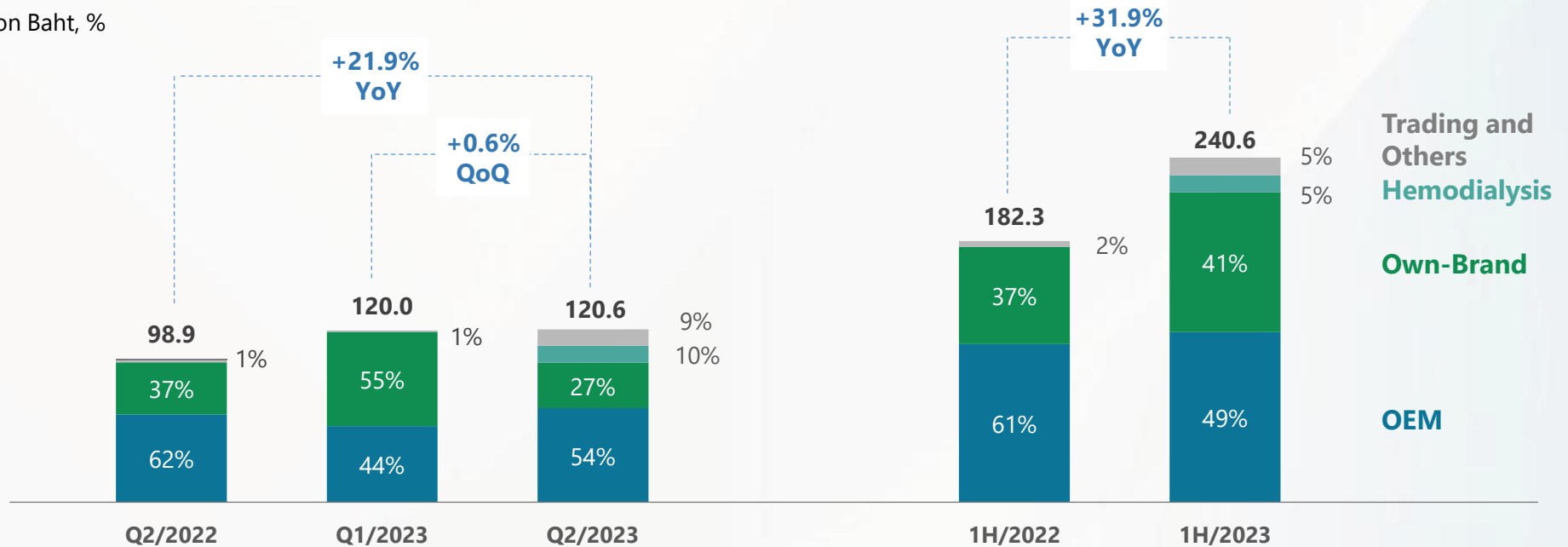
- In Q2/2023, there was a recognition of interest expenses from loans related to the acquisition of Grace Water Med Co., Ltd. and Waree Medical Co., Ltd., resulting in a decrease in Net profit.

Boost sales and performance of both GWM and Waree Medical, where GWM plan to increase dialysis solution capacity by 2x

Revenue Breakdown by Business

Overall Revenue Breakdown

Million Baht, %



YoY: Q2/2023 vs Q2/2022

+21.9%

In Q2/2023, the **operating revenue** was Baht 120.6 million, increased by Baht 21.7 million mainly due to:

- **OEM:** increased from the expansion of the conventional medicine production line since 2023, resulting manufacture and distribute more products
- **Own-Brand:** decreased from dietary supplements product
- **Hemodialysis:** increased by 100.0% due to attributed to the initiation of the hemodialysis business following the acquisition of Grace Water Med Co., Ltd.

QoQ: Q2/2023 vs Q1/2023

+0.6%

In Q2/2023, the **operating revenue** was Baht 120.6 million, increased by Baht 0.7 million mainly due to:

- **OEM:** increased due to more orders from customer for dietary supplements and conventional medicine
- **Own-Brand:** decreased from dietary supplements product
- **Hemodialysis:** increased by 100.0% due to attributed to the initiation of the hemodialysis business following the acquisition of Grace Water Med Co., Ltd.

6M: 1H/2023 vs 1H/2022

+31.9%

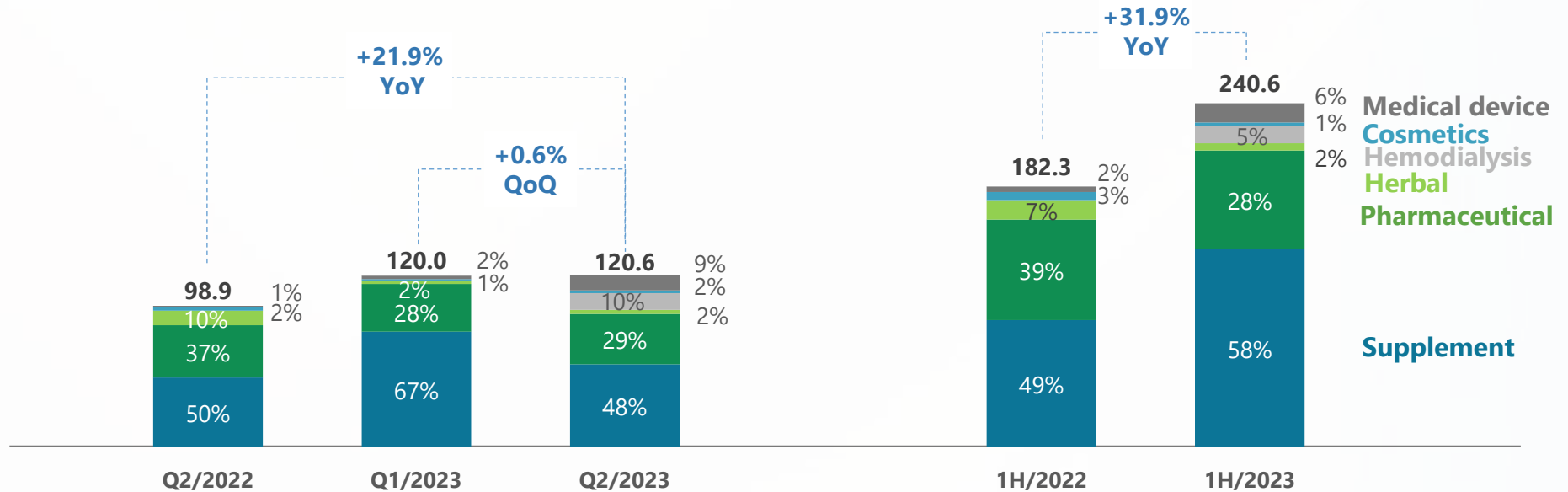
In 1H/2023, the **operating revenue** was Baht 240.6 million, increased by Baht 58.2 million mainly due to:

- **OEM:** increased due to more orders from customer for dietary supplements and conventional medicine
- **Own-Brand:** increased from the effectiveness of the sales promotion campaign
- **Hemodialysis:** increased from installation of purified water system performed by a subsidiary

Revenue Breakdown by Product Line

Overall Revenue Breakdown

Million Baht, %



YoY: Q2/2023 vs Q2/2022

+21.9%

QoQ: Q2/2023 vs Q1/2023

+0.6%

6M: 1H/2023 vs 1H/2022

+31.9%

In Q2/2023, the **operating revenue** was Baht 120.6 million, increased by Baht 21.7 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 warehouse constructed

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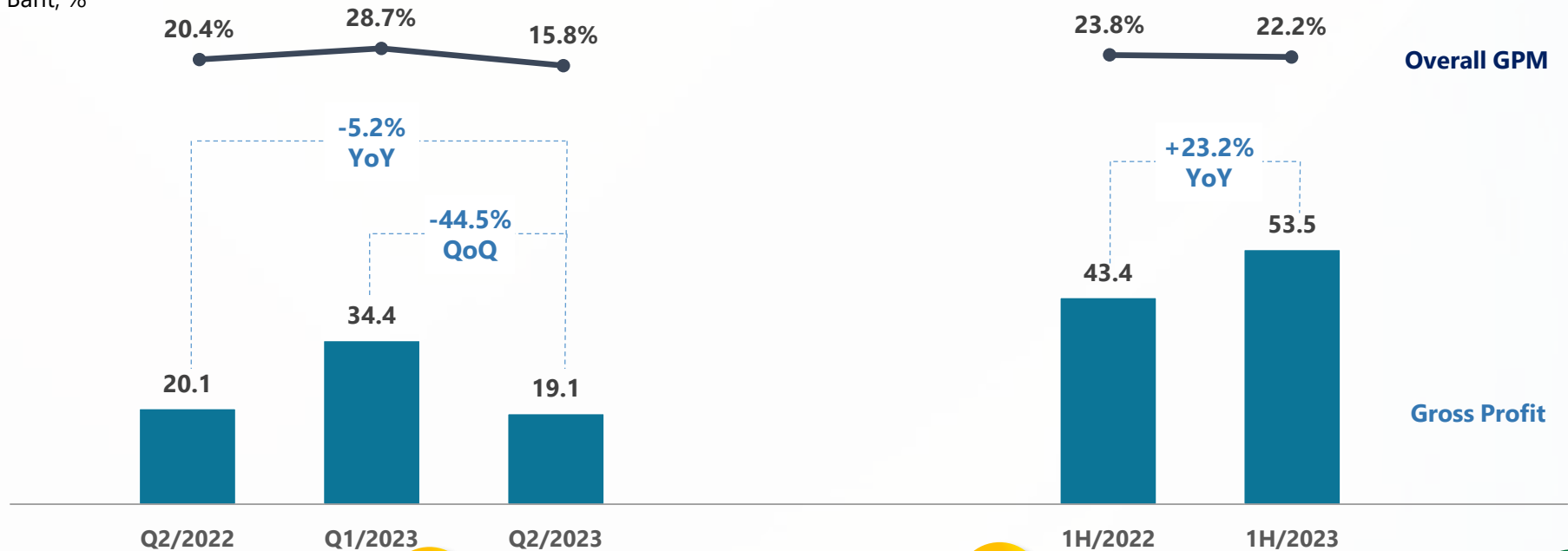
In 1H/2023, the **operating revenue** was Baht 240.6 million, increased by Baht 58.3 million mainly due to:

- **Supplement :** Increase in orders for dietary supplements due to customers' recovery in spending and changes in consumer behavior being more health conscious
- **Pharmaceutical:** Increased in customer's orders, especially in OEM products from conventional medicine due to plant expansion at Bangkok and additional warehouse constructed

Gross Profit

Gross Profit and Gross Profit Margin

Million Baht, %



YoY: Q2/2023 vs Q2/2022

-5.2%

In Q2/2023, the **gross profit** was Baht 19.1 million, decreased by Baht 1.0 million due to:

- Increased production costs, especially depreciation of building machinery available to use in 2023 and the increase of electricity expense

QoQ: Q2/2023 vs Q1/2023

-44.5%

In Q2/2023, the **gross profit** was Baht 19.1 million, decreased by Baht 15.3 million mainly due to:

- Recognized costs of sales and services from subsidiaries acquired

6M: 1H/2023 vs 1H/2022

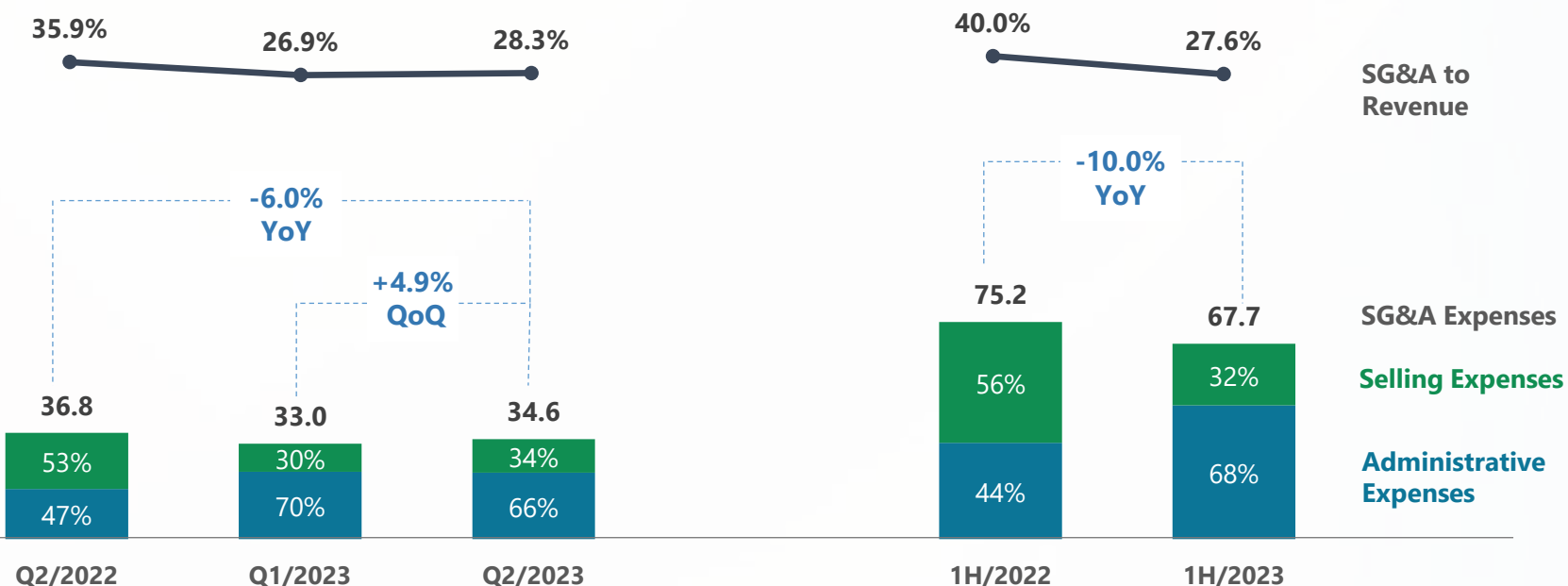
+23.2%

In 1H/2023, the **gross profit** was Baht 53.5 million, increased by Baht 10.1 million mainly due to:

- Increased revenue from sales
- The Company reported promotion expenses with TV Direct as a deduction to revenue in accordance with TFRS 15 standards
- While gross profit margin decreased by 1.6% due to increased depreciation and utilities expenses

SG&A AND SG&A TO REVENUE

Million Baht, %



YoY: Q2/2023 vs Q2/2022

-6.0%

In Q2/2023, the **selling and administrative expenses** were Baht 34.6 million, decreased by Baht 2.2 million mainly due to:

- **Selling expenses:** decrease in advertising and promotion expenses from billboards
- **Administration expenses:** increase in staff costs

QoQ: Q2/2023 vs Q1/2023

+4.9%

In Q2/2023, the **selling and administrative expenses** were Baht 34.6 million, increased by Baht 1.6 million mainly due to:

- **Selling expenses:** increase in distribution costs from the subsidiaries acquired consist of staff costs and freight-out
- **Administration expenses:** slightly decreased

6M: 1H/2023 vs 1H/2022

-10.0%

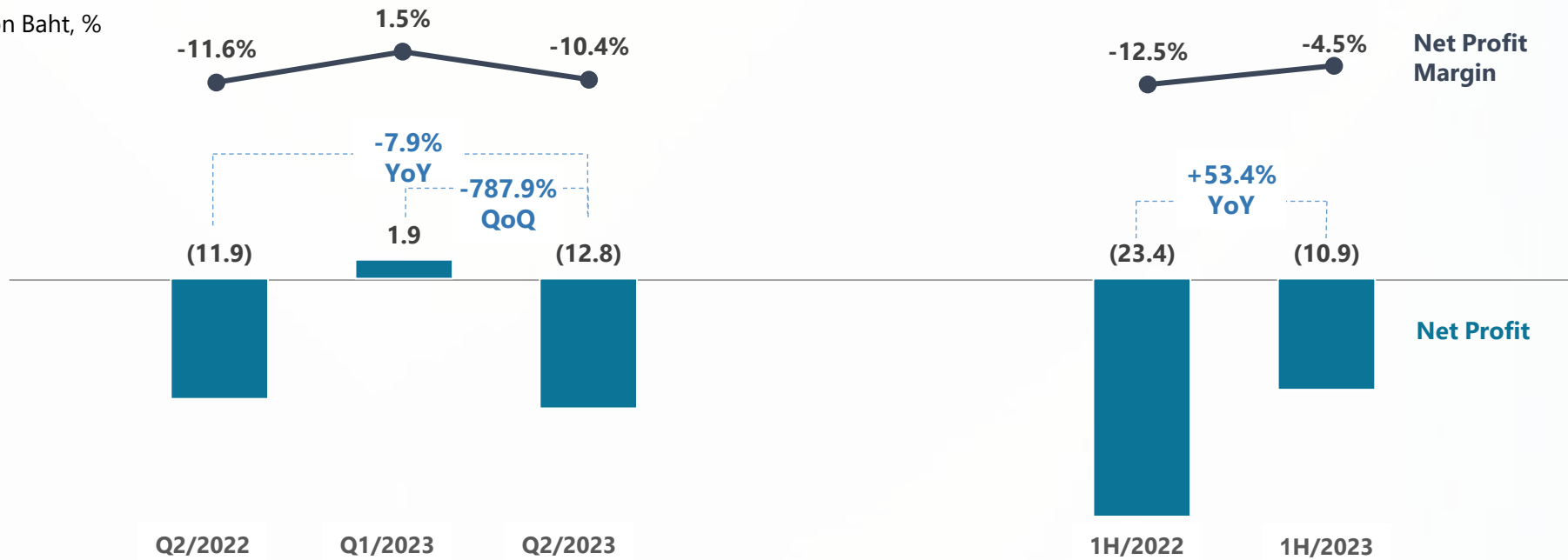
In 1H/2023, the **selling and administrative expenses** were Baht 67.7 million, decreased by Baht 7.5 million mainly due to:

- **Selling expenses:** decrease in advertising and promotion expenses from billboards as well as agent fee due to the Company's sales employees are capable of managing customers themselves
- **Administration expenses:** increase in staff costs and professional service fees in relation to M&A

Profitability: Net Profit

Net Profit and Net Profit Margin

Million Baht, %



YoY: Q2/2023 vs Q2/2022

-7.9%

In Q2/2023, the **net profit** was Baht -12.8 million, decreased by Baht 0.9 million mainly due to:

- Increased production costs, especially depreciation of building machinery available to use in 2023 and the increase of electricity expense

QoQ: Q2/2023 vs Q1/2023

-787.9%

In Q2/2023, the **net profit** was Baht -12.8 million, decreased by Baht 14.6 million mainly due to:

- Recognized costs of sales and services from subsidiaries acquired
- Increase in distribution costs from the subsidiaries acquired consisting of staff costs and freight-out

6M: 1H/2023 vs 1H/2022

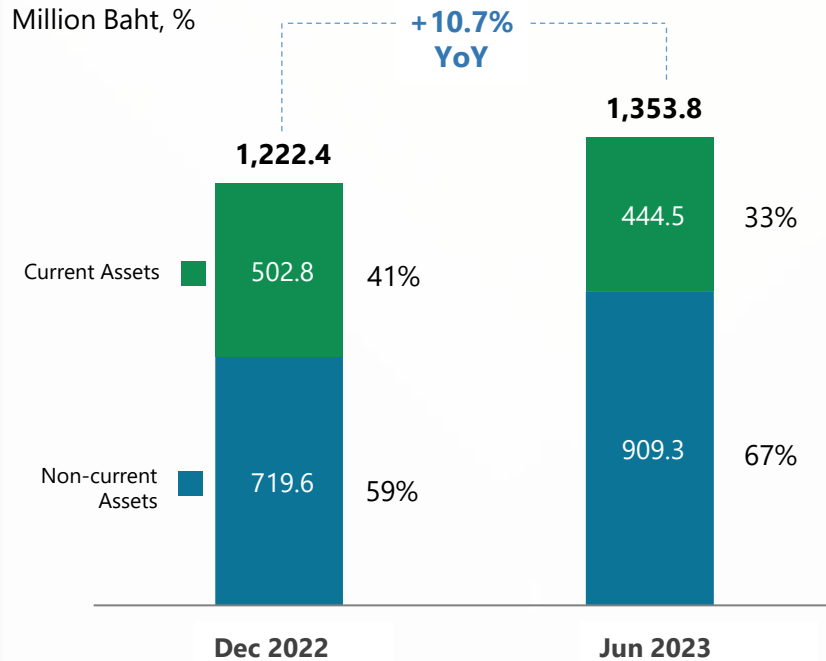
+53.4%

In 1H/2023, the **net profit** was Baht -10.9 million, increased by Baht 12.5 million mainly due to:

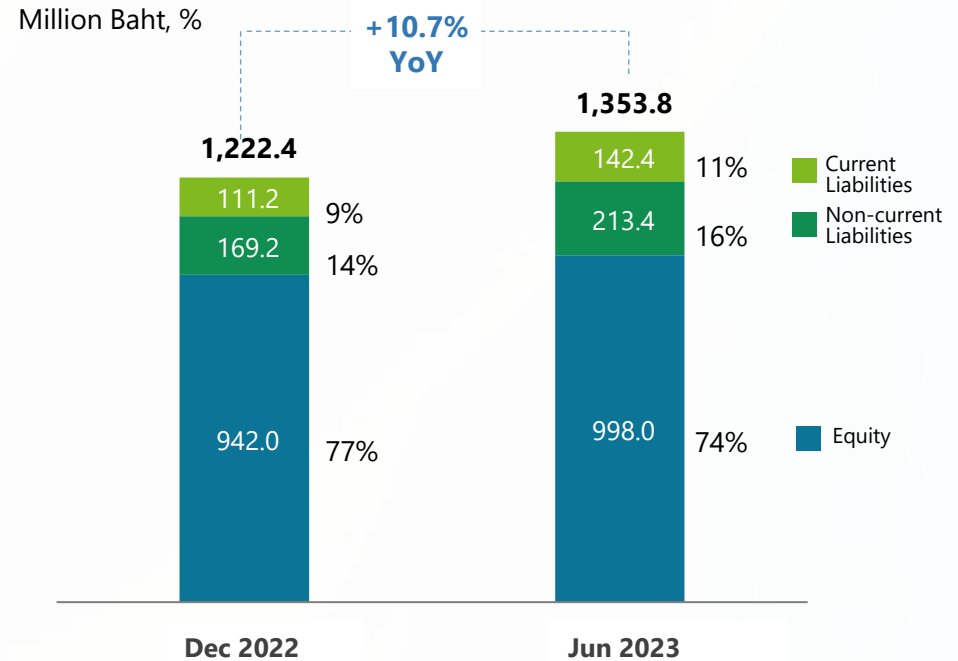
- Increased revenue from sales
- Decrease in advertising and promotion expenses from billboards as well as agent fees due to the Company's sales employees are capable of managing customers themselves

Statement of Financial Position

Assets



Liabilities & Shareholder's Equity



Asset

- **Current Assets**
 - **Cash and cash-equivalents:** Decreased from because the Group used cash to acquire subsidiaries and used in a short-term investment for business expansion purposes
 - **Inventories:** Decreased due to the company accelerated selling of goods in various marketing channels and effective sales promotion
- **Non-current Assets**
 - Increased from the renovation of a production facility in Bangkok and acquired from a business combination.

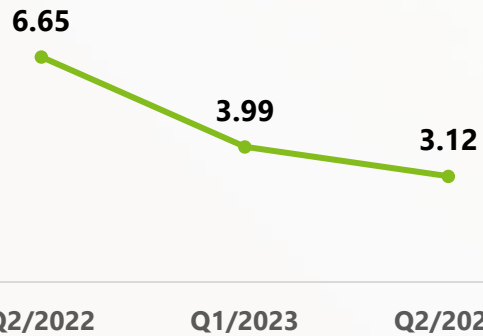
Liabilities and Shareholder's Equity

- **Liabilities**
 - **Current Liabilities:** Increased from a business combination
 - **Non-current Liabilities:** Recognized long-term liabilities of subsidiaries from a business combination and long-term loans from financial institutions
- **Equity**
 - Decreased in net loss
 - Increased from the exercise of JSP-W1 into ordinary shares amounting and recognition of non-controlling interest from a business combination

Key Financial Ratios

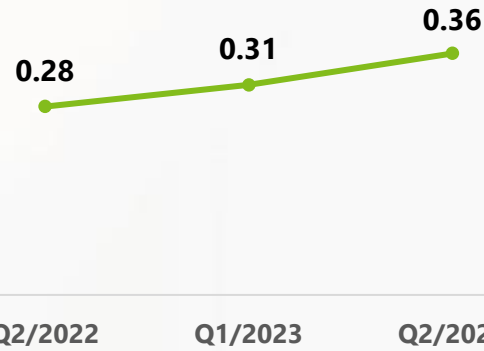
Current Ratio

Times



D/E Ratio

Times



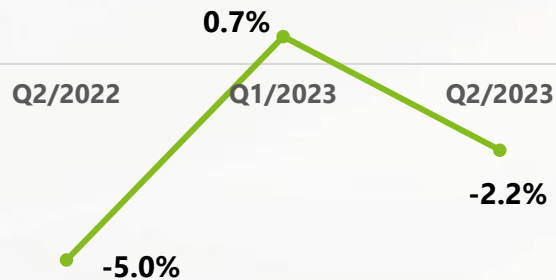
Debt Service Coverage Ratio*

Times



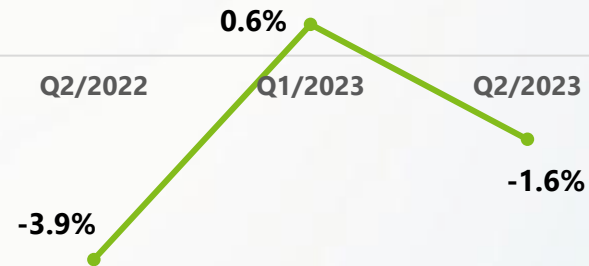
ROE*

%



ROA*

%



Agenda



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AND 2H/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 **pet 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 for Human and pets**
- ✓ **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 for Human and pets**
- ✓ **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:
 - ✓ **Pet supplement product**
 - ✓ **Chewable and Vegetable soft gelatin capsule**
 - ✓ **Plant-based protein supplement**
 - ✓ **Herbal 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 **healthcare companies** with high growth potential

1. Innovation for Growth (1/2)

World Class Facilities to Support Innovation and Production



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 Factory

Innovation Center under "Caresutic", a subsidiary company



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



Dietary supplements
(OEM customers)



Cosmetics
(OEM customers)



Personalized pharmacy
(Clinics and Hospitals)

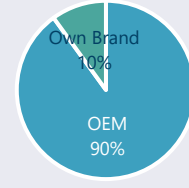


Pets



Human



Investment	60MB
Factory	Lumlukka
Portfolio	





- Training
- Consulting
- Innovation Lab
- Production



Q1/2023

R&D process for pet supplements

Q2/2023

Open house and secure customers

Q3/2023

Customers apply for licenses

Q4/2023

Production

Q1/2024

Begin to Recognize Revenue



1. Innovation for Growth (2/2)

Continuous Product Innovation Launch



New innovative products

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



Probiotics Sachet



Chewable Softgel



Vegetable Softgel



Herbal Softgel



Pet 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 Pet supplements**

Q1/2023



Herbal Products



Herbal Softgel

Q2/2023



Supplements



Probiotics Sachet



Jelly Gummy



Vegetable Softgel



Chewable Softgel

Q3/2023



Supplements



Pet supplements and skincare



Human Cosmetics (Caresutic)

Q4/2023

2. Elevate Own-Brand Business: JSP continues to strengthen its own brand especially with presence on several TV Home Shopping channels

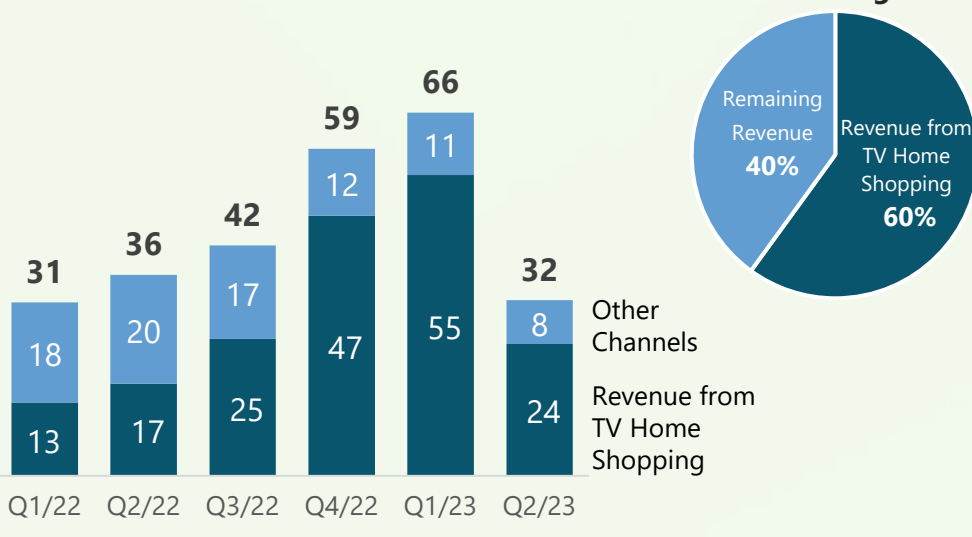


Benefits

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

Own Brand Revenue

Unit: Million Baht



Other Marketing Initiatives

TV home shopping



Exhibitions



Traditional media



Suphap Osot Remains the Top selling brand of several TV Home Shopping



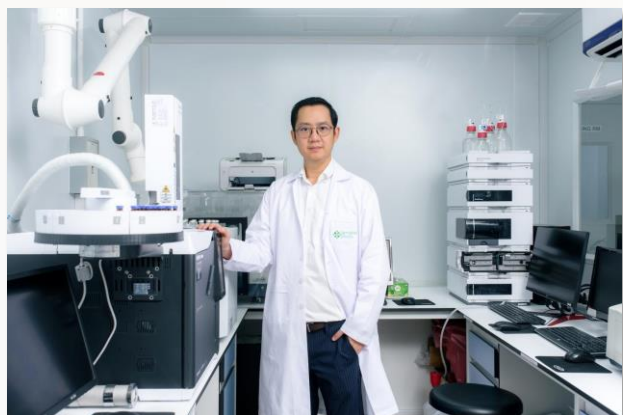
3. Strengthen OEM Business: Expanding Existing JSP Facilities To Ensure Quality Assurance and Capacity Expansion



Benefits

- ✓ Grow overall revenue by leveraging existing strengths

Factory Expansion



Location

Expansion of Rama 3 Factory



Objective

The company is seeking an opportunity in the R&D business by building a new pharmaceutical laboratory to **serve small and medium-sized enterprises which want to develop products for domestic and overseas sales**



Investment

Baht 25 Million



Key Benefits

- Increase research efficiency and **reduce work processes 2 times faster**
- **Support R&D projects of its customers.**
- The facility can reduce the working hours of researchers and serve six R&D projects a year
- Customers can use the laboratory to develop both **traditional and modern medicines, cosmetic products** as well as new **nutritional supplements** for Human and pets



Standards



Good Manufacturing Practice (GMP)



Pharmaceutical Inspection Co-operation Scheme (PIC/S) Standards

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



Benefits

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

CDIP and Medis



1. Thinktank for JSP: R&D & Innovation
2. Training and Consult (9,000 people in 2022)



3. Blood Checkup Lab

✓ 1,000 patients per month

✓ Obtain license in Q3/2023

Expansion Progress



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

The vending machines has been installed in condominiums such as **LPN, Sansiri, AP, and Ananda**



✓ 44 Locations

Grace Water Med and Warea Medical

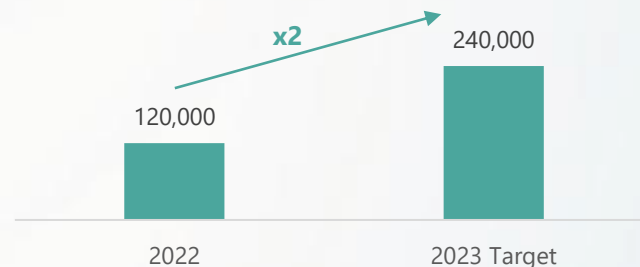
Existing Customer Base: Hemodialysis Center



1. Producer of A-B Solution for hemodialysis
2. Sales of medical equipment such as Normal Saline, Blood Line, Syringe, AVF etc. supported by JSP

Capacity

Unit: Gallons per month

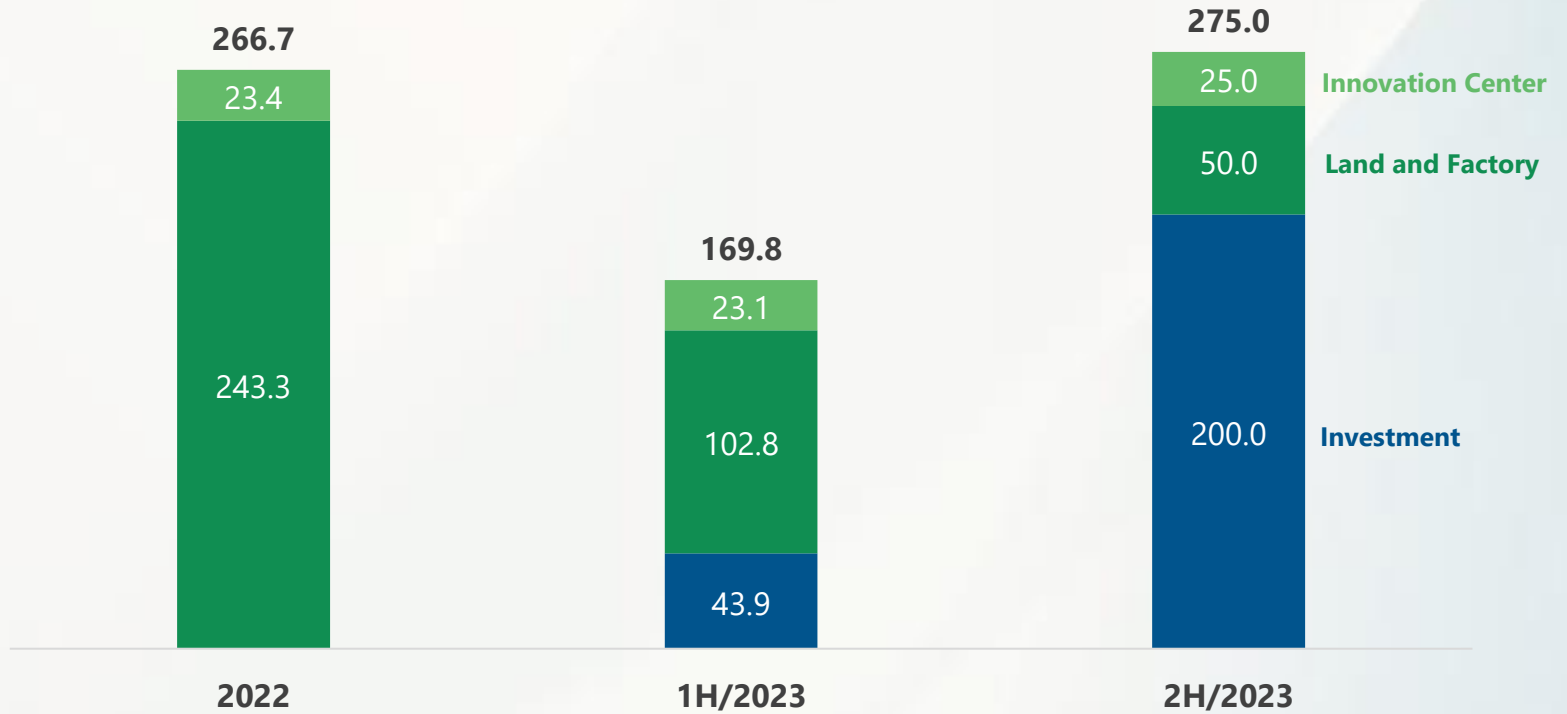


Reverse Osmosis Water System at hemodialysis center

- + Sales of A-B Dialysis solution
- + Sales of Medical Supplies and Equipment related to kidney patients
- + Sales of Cosmetic and Supplements related to kidney patients

Investment Plan 2022-2023

Unit: THB Million



1H/2023 Investment Breakdown

- Grace Water Med: Baht 43.9 million

2H/2023 Investment Breakdown

- CDIP: Baht 200.0 million

Depreciation Expense (Million Baht)	26.05	46.45	n/a
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2H/2023 OUTLOOK

"JSP expects to deliver performance with 20-30% growth supported by secured orders from own-brand business"

2H/2023

Q1/2024

OEM/ Trading

- ✓ **Secure new customer base for pet supplements and skincare** from open house events in Q3-Q4/2023
- ✓ **Obtain license for blood testing lab under CDIP** in Q3/2023 to support 1,000 patients per month
- ✓ **Cosmetics for Human (Perfume)** will be launched in Q4/2023
- ✓ **Personalized Pharmacy** will be launched in Q4/2023
- ✓ **Install additional capacity for Grace Water Med to** produce A-B solution for hemodialysis from 120,000 gallons/month to 240,000 gallons/month will be installed in Q4/2023
- ✓ **New innovative products:** Pet supplements, Jelly Gummy, Probiotics sachet, Vegetable Softgel, Chewable Softgel, and Cosmetics

OEM/ Trading

- ✓ **Recognize revenue from pet supplements and skincare** in Q1/2024

- ✓ **Recognize revenue from higher production capacity of A-B solution from GWM** in Q1/2024

Own-Brand

- ✓ **Focus on the sales growth of the "Suphap-Osot brand through the TV home shopping channel"**
 - ✓ Maintain to be the top brand on 5 homes shopping channels
- ✓ **Continuous marketing activities** of both digital channels and traditional media
- ✓ **New product development** under own-brand for human and pets

OPEN HOUSE

JSP PHARMACEUTICAL MANUFACTURING (THAILAND) PCL & CARESUTIC CO., LTD.

JSP OPEN HOUSE ACTIVITIES

- OEM Extraction Facility** • Qualified under GMP-PIC/s
 - Thai Herbal Medicine, Cannabis, Hemp-Cannabis, and Kratom by using Co2 extractor, Molecular distillation, and Nano Encapsulation
- OEM Herbal Medicine** • Qualified under GMP-PIC/s
 - Herbal Medicine for Health, Traditional Medicine, and Scientifically Established Herbal Medicine
 - Product Category: Tablet, Capsule, Soft gelatin capsule, Cream spray, ointment, and Herbal Teabag
- OEM Food Supplement** • Qualified under GMP
 - Product Category: Tablet, Film-coated Tablets, Soft gelatin capsule, and Instant Beverage

CARESUTIC OPEN HOUSE ACTIVITIES

- OEM Pet Supplement**
 - Pet Supplement business seminar
 - Personal care for PET

JSP Visit Schedule

- ✓ **No. of Round:** 2 rounds/day
- ✓ **No. of Visitors:** 10 persons/ round
- ✓ **Period:** 09.00-16:00

Confirmation QR Code:



CARESUTIC Visit Schedule

- ✓ **Period:** 08.30-12:00

Confirmation QR Code:



Tuesday	Month	Year
8 & 15	August	2023
12 & 19	September	2023
10 & 17	October	2023
14 & 21	November	2023
12 & 19	December	2023

Tuesday	Month	Year
27	October	2023
10	November	2023
17	November	2023
08	December	2023
15	December	2023

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 Sale & Marketing

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 & Operations

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 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 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 Laboratories (Thailand) LLP. ("Cox")" established to operate the business of manufacturing and distributing modern pharmaceutical.



2005

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



Launch dietary supplement products



EVITON



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