



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

**OPPORTUNITY DAY PRESENTATION
YE/2023
22 March 2024**

YE/2023 KEY HIGHLIGHTS



Performance Recovery in YE/2023



- ✓ In 2023, the **Operating revenue was at Baht 575.6 million, increased by 25.7% YoY** from more dietary supplements and conventional medicine orders
- ✓ While **Net profit for 2023 was at Baht 28.3 million increased by 1,020.9% YoY**



JSP launches “Suphap Osod Multi-Clinic”, focusing on treating office syndrome and medical tourism



- ✓ The Company launches Suphap Osod Multi-clinic, a new healthcare clinic that offers traditional Thai medicine, to meet the needs of consumers seeking alternative medicine treatment and the growing trend of medical tourism.
- ✓ The company plans to open 10 branches in the next five years, generating an estimated revenue of 10 million baht.



JSP Launches Strengthens Operation with CDIP



- ✓ JSP prepare to launch new brand and product with CDIP in 2024, the Company that provides academic research services, including laboratory testing and scientific analysis, as well as training and seminars, and consultancy for research funding



JSP Complete the Capacity Expansion of Grace Water Med



- ✓ **During Q4/2023, JSP complete the capacity expansion to support the double volume growth of Grace Water Med AB-Hemodialysis solution**
- ✓ By YE2024, the Company forecast the production and sales of 240,000 gallons per month doubling sales from 100MB to 200MB

Agenda

1

**COMPANY
OVERVIEW**

2

**KEY FINANCIAL
PERFORMANCE**

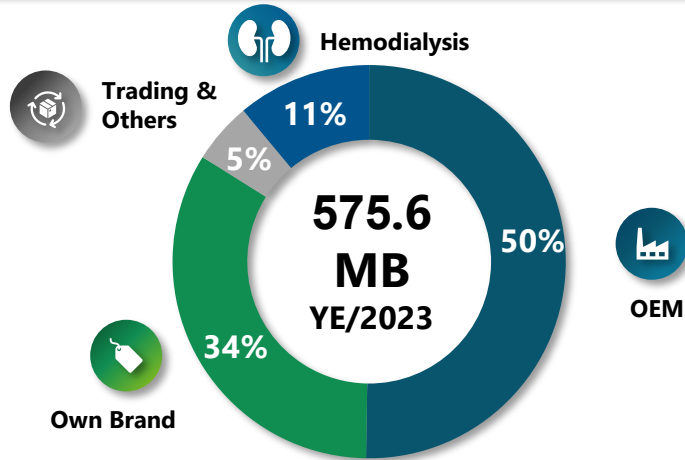
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**STRATEGIC DIRECTION
AND 2024 OUTLOOK**



JSP Business Landscape

YE/2023 Revenue breakdown by Business Line



OEM

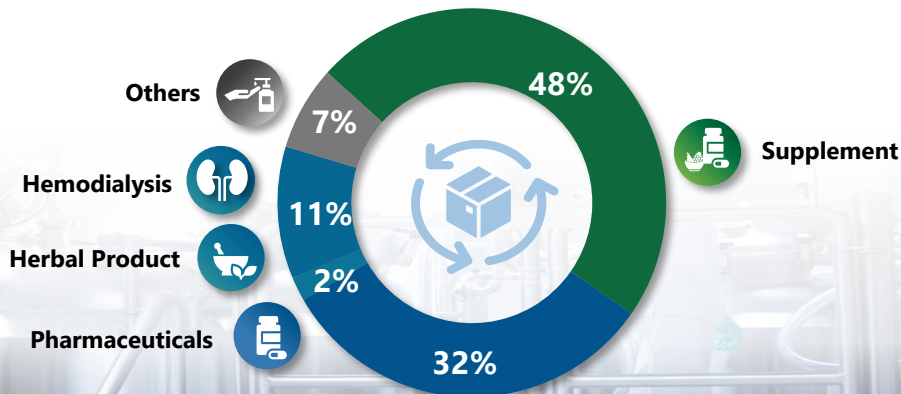
- **Providing OEM end to end services** for customer including researching and developing products, producing and packing process to contacting the supplier



Own Brand

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

YE/2023 Revenue breakdown by Product



Trading and Others

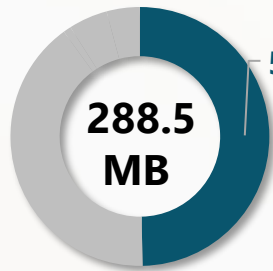
- **Sourcing diagnostic test kits**
- **Importing medical devices from abroad**
- **Alcohol sanitizers**
- **Revenue from Waree Medical** on implementation of RO water and sales of medical supplies and equipment



Hemodialysis

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

Revenue Breakdown by Business Line : OEM



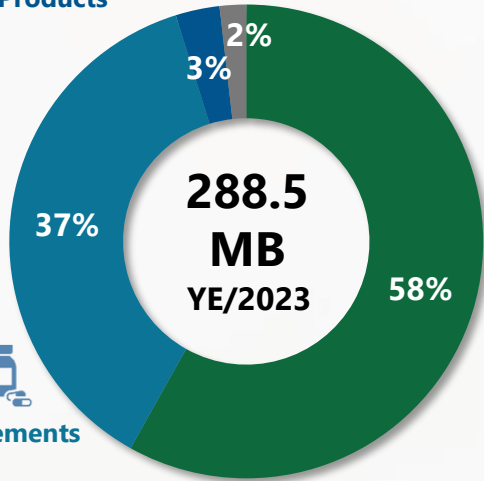
Own Brand

50% End-to-end OEM services:



OEM Revenue Breakdown by Product:

Herbal Products Others



Pharmaceutical

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	

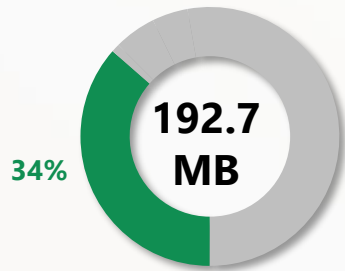
Customers:

Retail Pharmacy Chains

Supplements Companies

Media Platform Company

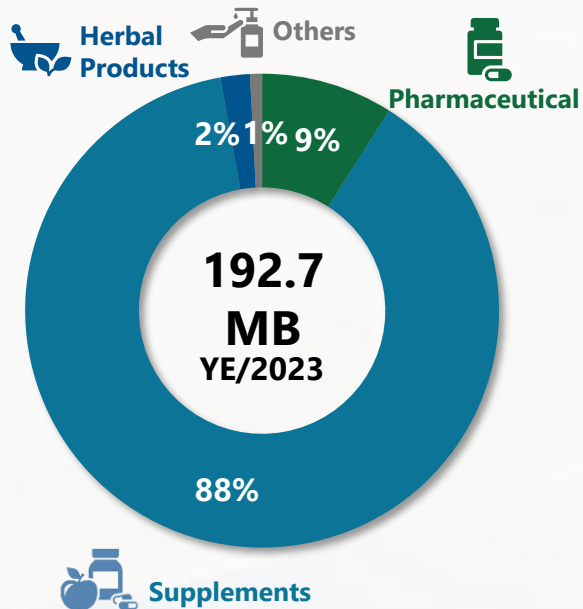
Revenue Breakdown by Business Line : Own Brand



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



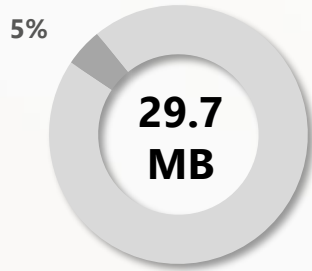
Suphap Osot 4 Mix Oil



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

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

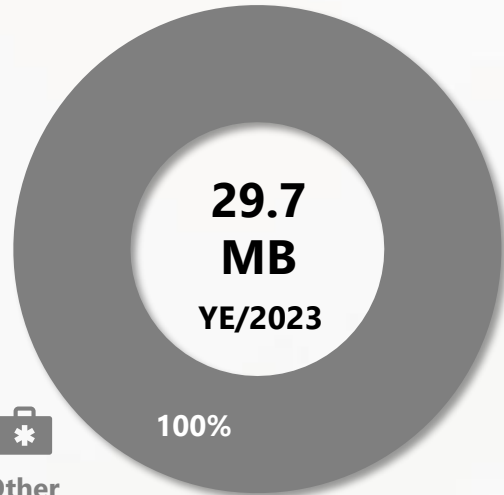
Others

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



Trading

Trading Revenue Breakdown by Product



Other Products

Medical Test Kits

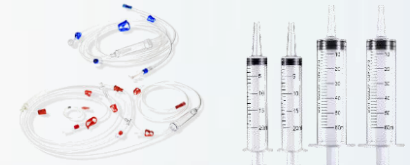
1. Diagnostic Test Kit

- 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:

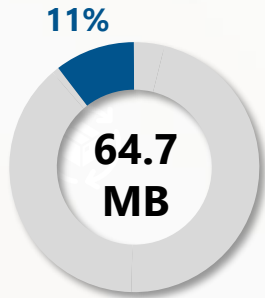


Private agencies



Subsidiary (Grace Water Med)

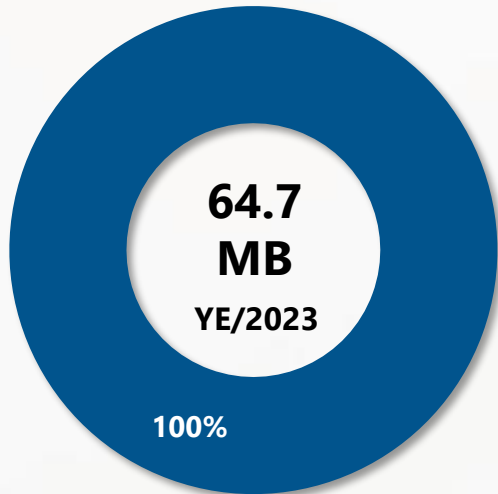
Revenue Breakdown by Business Line : Hemodialysis



- 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

Hemodialysis Revenue



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



Group Utilization YE/2023

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



Liquid



Tablet



Hard Gelatin Capsule



Soft Gelatin Capsule



Gel

Product Type	Product Form		Additional Capacity in 2023	Total Max Capacity 2023	Utilization of 2023	% Utilization
Pharmaceuticals	Liquid	Million m ³	+1,872.0	2,246.4	509.3	22.67%
	Hormone	Million Pills	+25.3	212.5	4.0	1.88%
	Soft Gelatin Capsule	Million Pills	-	86.5	-	-
	Cream	Million g	-	62.4	0.6	0.96%
Supplements (for Humans and Pets)	Tablet	Million Pills	-	76.8	43.2	56.22%
	Hard Gelatin Capsule	Million Pills	+121.1	144.5	8.5	5.90%
	Soft Gelatin Capsule	Million Pills	+89.4	201.8	141.7	70.23%
	Powder	Million g	-	78.6	3.6	4.54%
Cosmetics	Gel	Million m ³	-	393.1	22.0	5.60%
Herbal products	Tablet	Million Pills	-	81.6	18.6	22.84%
	Hard Gelatin Capsule	Million Pills	+99.1	239.6	17.8	7.41%
	Liquid	Million m ³	-	404.4	-	-
	Ointments	Million g	-	112.3	2.5	2.23%
Hemodialysis (52%)	A-B Solution	Gallons / month	+120,000	240,000	-	-
Medis (28.6%)	Vending Machine	No. of Machines	+44	44	-	-

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

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YE 2023 Financial Performance Highlights

Operating Revenue

575.6 MB

▲ 25.7% YoY

GPM and NPM

YE/2023
25.1%

▼ 6.5% YoY

YE/2023
4.8%

▲ 5.4% YoY

ROA and ROE

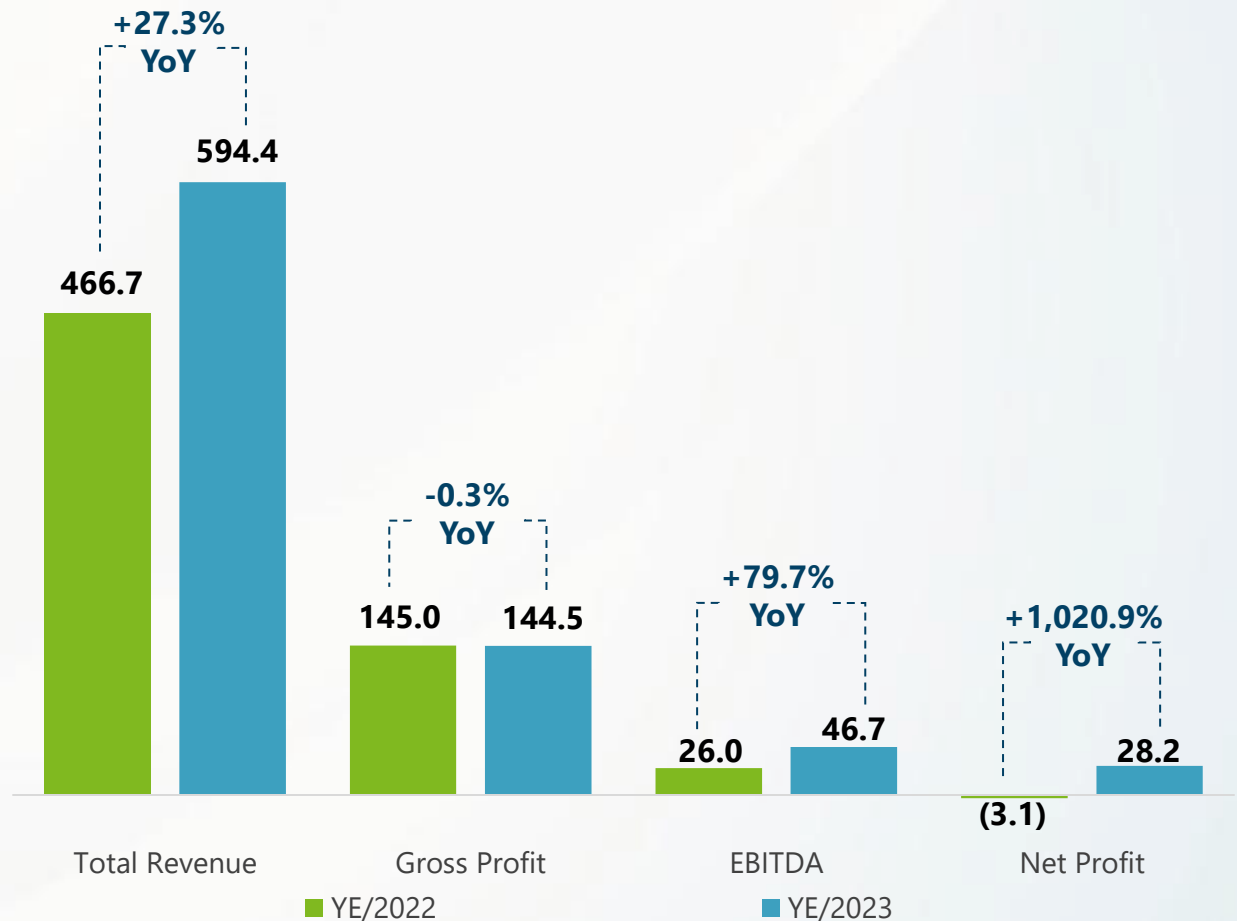
1.2%

1.7%

*ROA and ROE are information as of Q4/2023

Financial Summary (YoY)

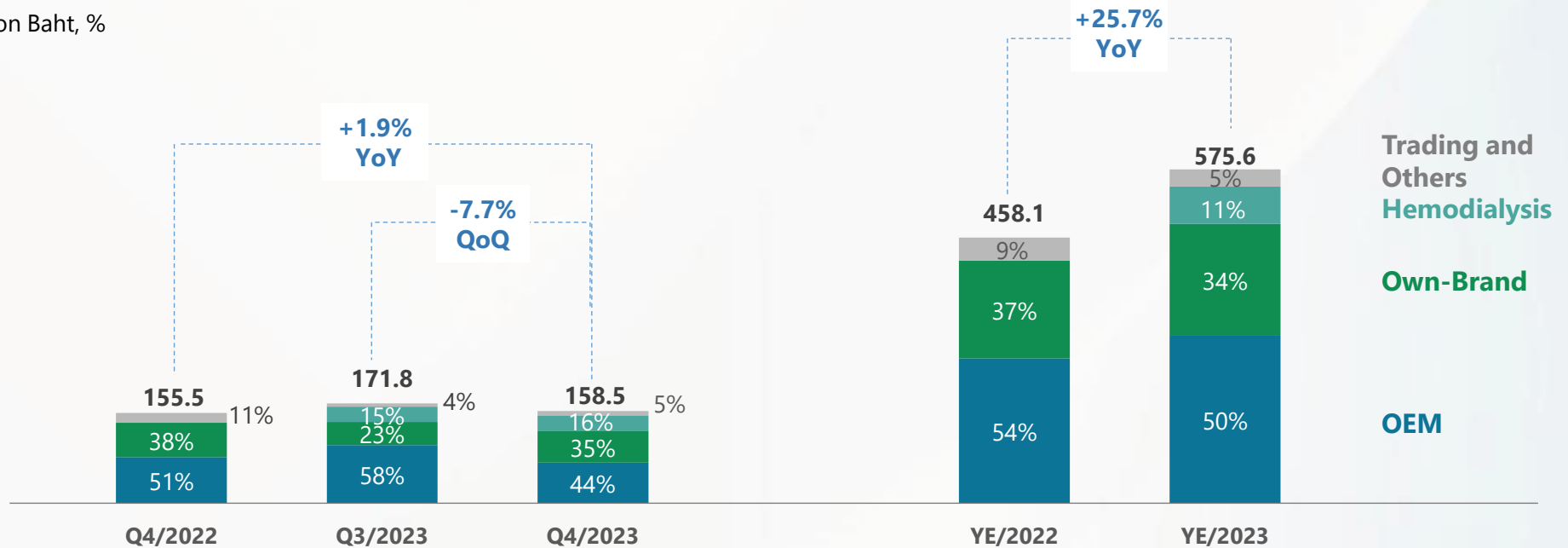
Unit: Million Baht, %



Revenue Breakdown by Business

Overall Revenue Breakdown

Million Baht, %



YoY: Q4/2023 vs Q4/2022

+1.9%

In Q4/2023, the **operating revenue** was Baht 158.6 million, increased by Baht 3.0 million mainly due to:

- **OEM:** decreased from lower revenue from conventional medicine due to lower customer' orders decreased
- **Own-Brand:** decreased as during Q4/2022, the Company received a high-volume order (Big order) while orders during 2023, have resumed to normal operations
- **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: Q4/2023 vs Q3/2023

-7.7%

In Q4/2023, the **operating revenue** was Baht 158.6 million, decreased by Baht 13.3 million mainly due to:

- **OEM:** decreased from lower revenue from conventional medicine due to lower customer' orders decreased
- **Own-Brand:** increased from higher sales of dietary supplement products from expansion channels distribution to several TV Home Shopping
- **Hemodialysis:** slightly decreased, which is an immaterial change

YE: YE/2023 vs YE/2022

+25.7%

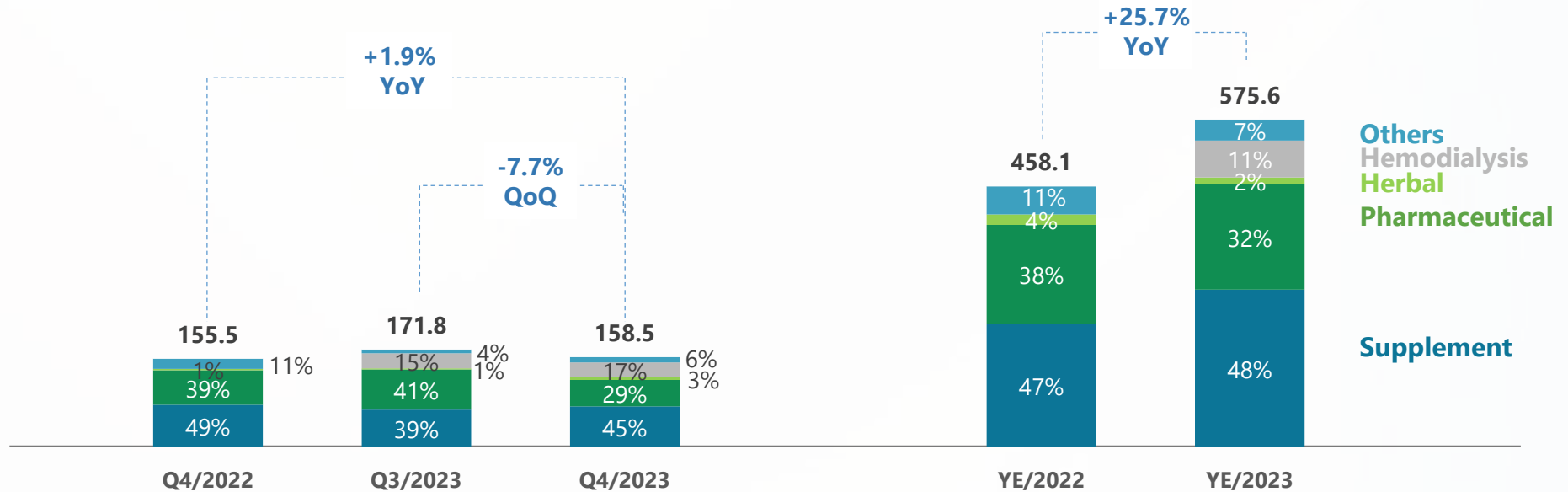
In YE/2023, the **operating revenue** was Baht 575.6 million, increased by Baht 117.5 million mainly due to:

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

Revenue Breakdown by Product Line

Overall Revenue Breakdown

Million Baht, %



YoY: Q4/2023 vs Q4/2022

+1.9%

In Q4/2023, the **operating revenue** was Baht 158.5 million, increased by Baht 3.0 million mainly due to:

- **Supplement:** Relatively stable reflecting the Company's ability to maintain performance
- **Pharmaceutical:** Decreased in customer orders, especially in OEM products

QoQ: Q4/2023 vs Q3/2023

-7.7%

In Q4/2023, the **operating revenue** was Baht 158.5 million, decreased by Baht 13.3 million mainly due to:

- **Supplement:** Increased due to advertising and promotion for Own Brand products
- **Pharmaceutical:** Decreased in customer orders, especially in OEM products from the slow down in Syrup Medicine

YE: YE/2023 vs YE/2022

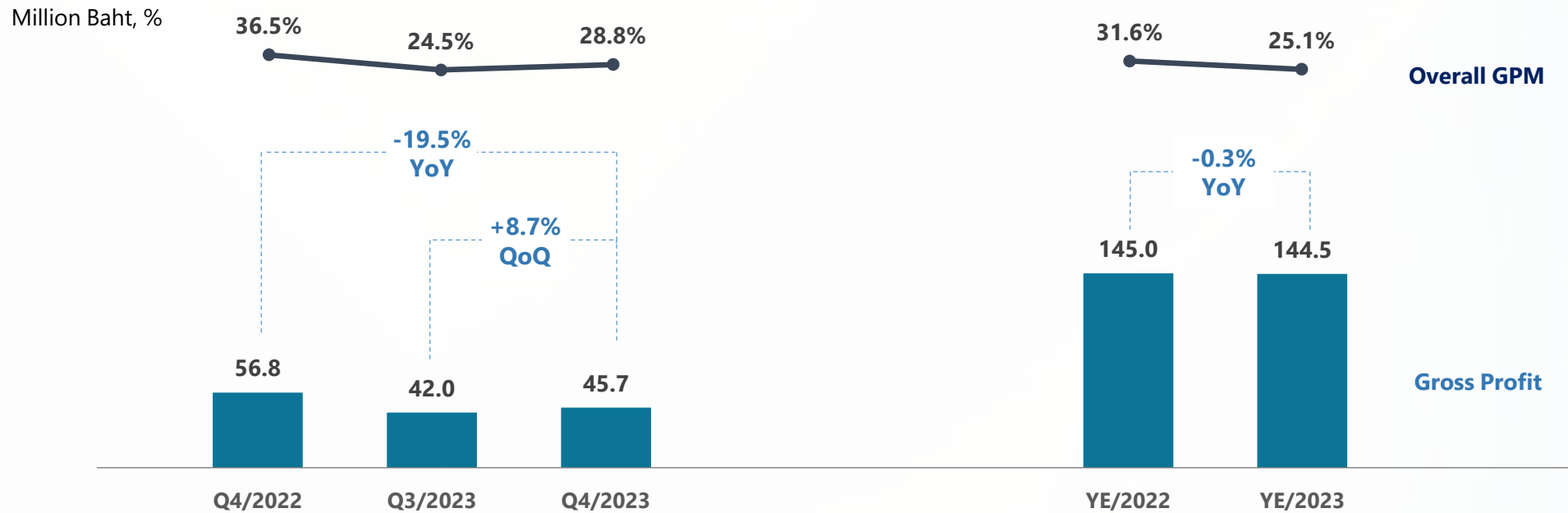
+25.7%

In YE/2023, the **operating revenue** was Baht 240.6 million, increased by Baht 147.1 million mainly due to:

- **Supplement:** Increased due to the recovery of COVID-19 resulting in economic activity and higher demand as well as advertising and promotion in TV Home Shopping
- **Pharmaceutical:** Increased customer orders, especially in Hormone Products, and Syrup Medicine including the fulfillment of backlogs resulting from the return to normalcy post-COVID-19 recovery

Gross Profit

Gross Profit and Gross Profit Margin



YoY: Q4/2023 vs Q4/2022

-19.5%

In Q4/2023, the **gross profit** was Baht 45.7 million, decreased by Baht 11.1 million due to:

- Increased cost of purchased and used of inventories
- Increase in depreciation and amortization
- However, the Company expects to utilize the production capacity of the new machinery in Lamphun for maximum efficiency in Q1/2024

QoQ: Q4/2023 vs Q3/2023

+8.7%

In Q4/2023, the **gross profit** was Baht 45.7 million, increased by Baht 3.7 million mainly due to:

- Lower cost of purchased and used of inventories
- Sale growth in high-margin supplement products resulted from portfolio adjustment

YE: YE/2023 vs YE/2022

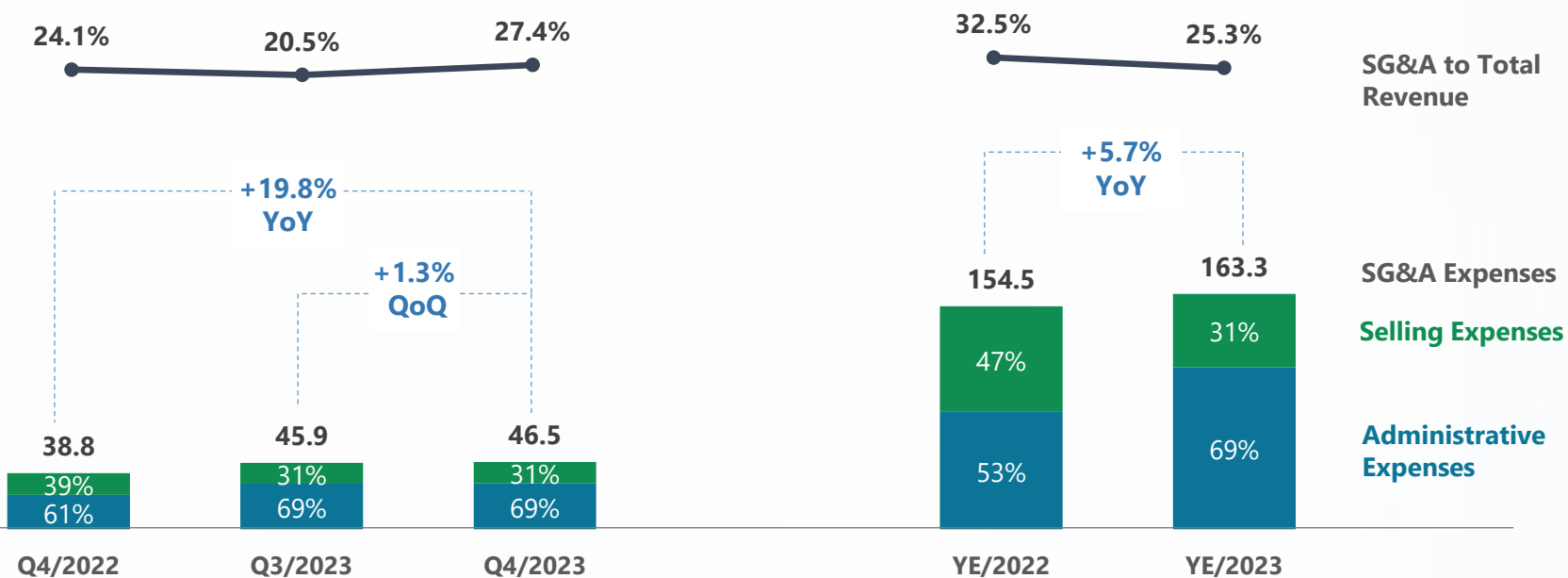
-0.3%

In YE/2023, the **gross profit** was Baht 144.5 million, decreased by Baht 0.5 million, and **GPM** was 25.1%, decreased from YE/2022 mainly due to:

- The recognition of the cost of sales and services of subsidiaries operated in 2023 and increased depreciation cost, purchased and used of inventories
- However, the Company continues to manage costs by closely monitoring and maximizing the production capacity of machinery in Lamphun and Lam Luk Ka for optimal efficiency

SG&A AND SG&A TO REVENUE

Million Baht, %



YoY: Q4/2023 vs Q4/2022

+19.8%

In Q4/2023, the **selling and administrative expenses** were Baht 46.5 million, increased by Baht 7.7 million mainly due to:

- **Administration expenses:** increased due to the recognition of expenses incurred by the subsidiary as a result of the acquisition of Grace Water Med

QoQ: Q4/2023 vs Q3/2023

+1.3%

In Q4/2023, the **selling and administrative expenses** were Baht 46.5 million, slightly increased by Baht 0.6 million which is an immaterial change from Q3/2023

YE: YE/2023 vs YE/2022

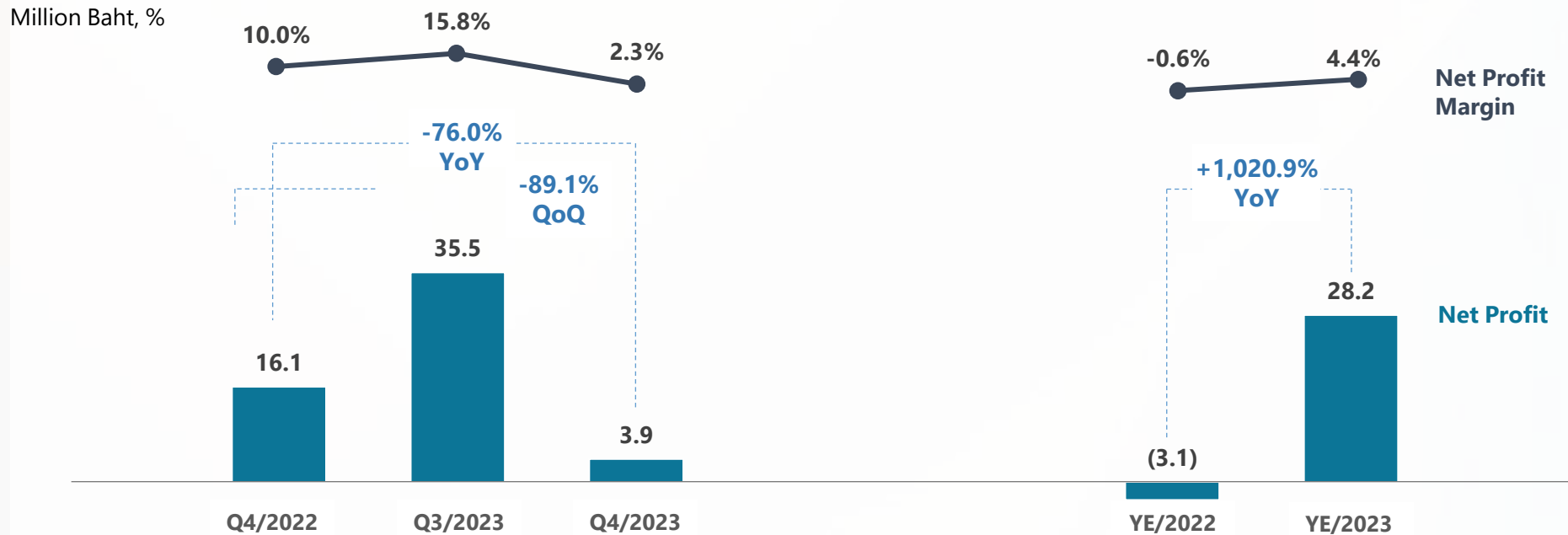
+5.7%

In YE/2023, the **selling and administrative expenses** were Baht 163.3 million, increased by Baht 8.8 million mainly due to:

- **Administration expenses:** increased from the recognition of expenses incurred from the acquisition of subsidiaries, including consultant fee

Profitability: Net Profit

Net Profit and Net Profit Margin



YoY: Q4/2023 vs Q4/2022

-76.0%

In Q4/2023, the **net profit** was Baht 3.9 million, decreased by Baht 12.2 million mainly due to:

- Decreased revenue from sales corresponds to lower volume orders
- Increased cost of purchased and used of inventories including, depreciation and amortization
- Recognition of production cost and other expenses incurred from the acquisition of Grace Water Med

QoQ: Q4/2023 vs Q3/2023

-89.1%

In Q4/2023, the **net profit** was Baht 3.9 million, decreased by Baht 31.6 million mainly due to:

- In Q3/2023, the Company recognized a gain of Baht 40.0 million from the measurement of financial assets

YE: YE/2023 vs YE/2022

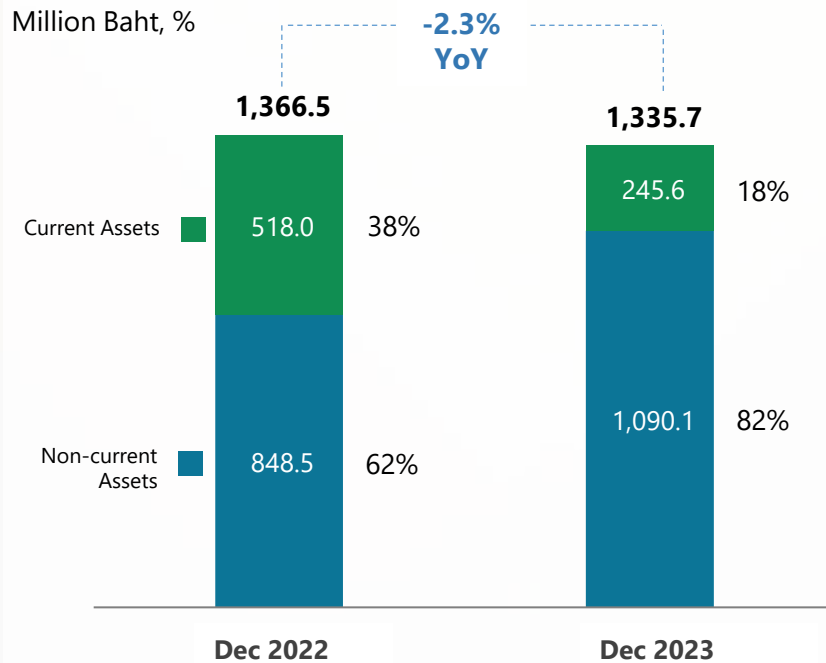
+1,020.9%

In YE/2023, the **net profit** was Baht 28.2 million, increased by Baht 31.3 million mainly due to:

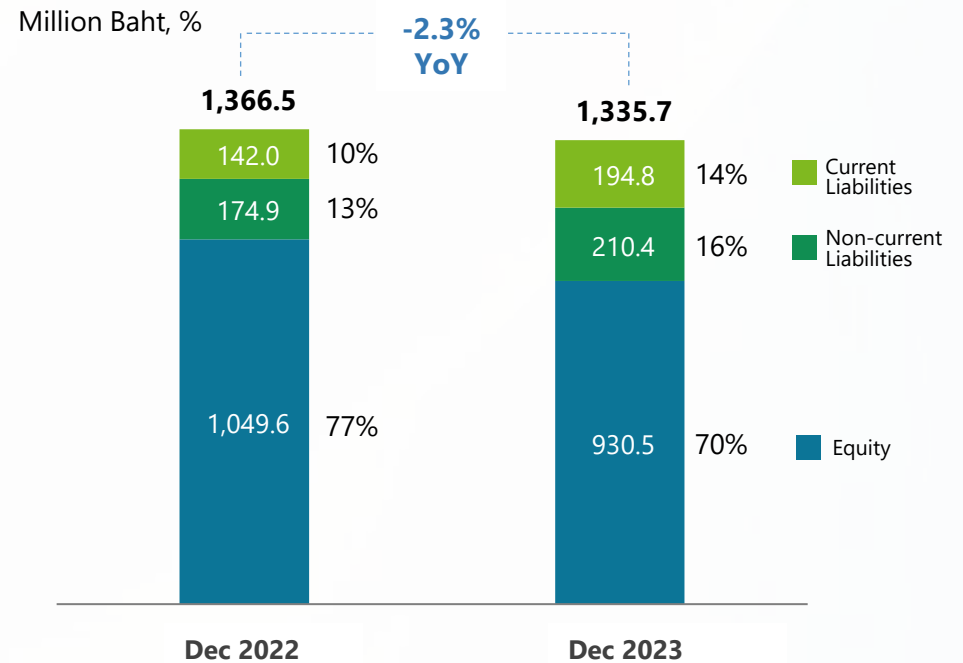
- Corresponded to increased revenue from sales and other incomes

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
- **Non-current Assets**
 - Increased from the acquired land a production facility in Bangkok, as well as renovated and construction of the new plant at Lam Phun, and Lam Luk Ka

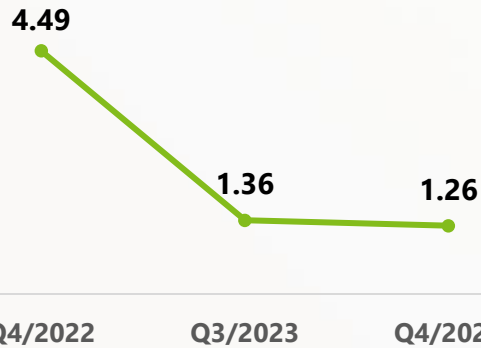
Liabilities and Shareholder's Equity

- **Liabilities**
 - **Current Liabilities:** Increased interest-bearing liabilities, and decreased in current advances received from customers
 - **Non-current Liabilities:** Recognized long-term liabilities of subsidiaries from a business combination and long-term loans from financial institutions
- **Equity**
 - Decreased from the business combination under common control involving acquired CDIP
 - Have additional equity from the exercise of JSP-W1 into ordinary shares amounting and recognition of non-controlling interest from a business combination involving acquired subsidiaries

Key Financial Ratios

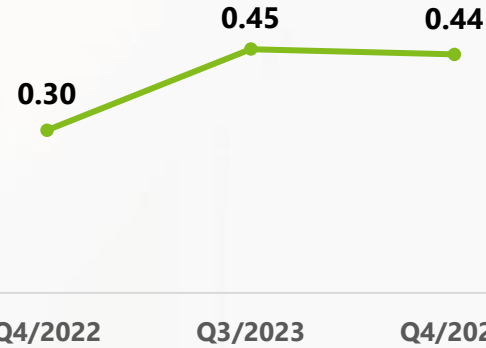
Current Ratio

Times



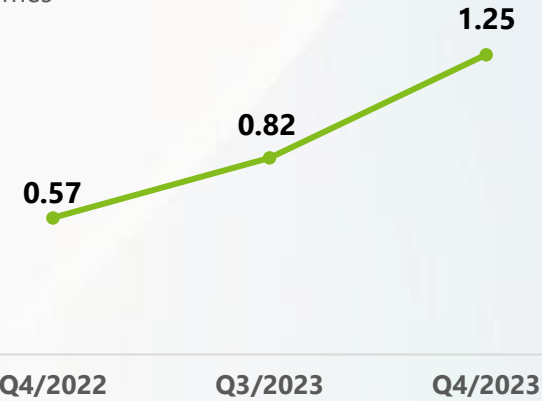
D/E Ratio

Times



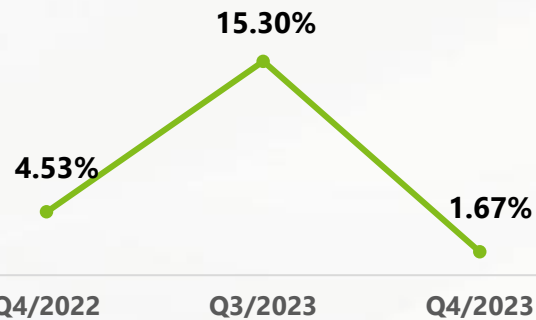
Debt Service Coverage Ratio*

Times



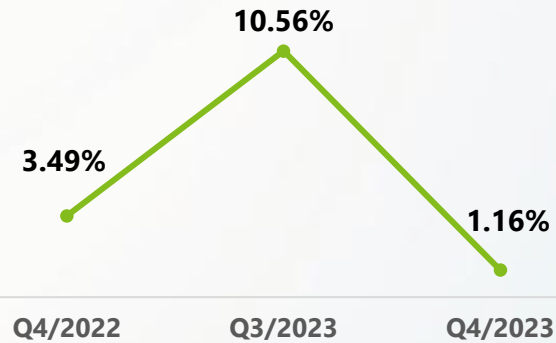
ROE*

%



ROA*

%



*Note: Annualized from quarterly figures

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AND 2024 OUTLOOK**



2024

Innovative pharmaceuticals and supplements product manufacturer

- ✓ Continuous R&D and **innovative product launch**
- ✓ Expand to **pet products**
- ✓ Recognized revenue from the **completed new production facilities**
- ✓ Acquire business for **developing innovative products, and expanding distribution channels**
- ✓ Enhance presence in **TV Home Shopping and Online Channels**
- ✓ **Resume mass media investment** after stopped in 2022 from COVID-19

2025

CAGR + 15-20%
2024-2027

Leading pharmaceuticals and supplements OEM in Thailand

- ✓ Thailand's **leading pharmaceutical and supplement OEM for Human and pets**
- ✓ Realize return from **TV Home Shopping and Online Channels**
- ✓ Continuous R&D and **innovative product to increase choices for customers**
- ✓ **Maximizing the utilization** of existing facilities

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

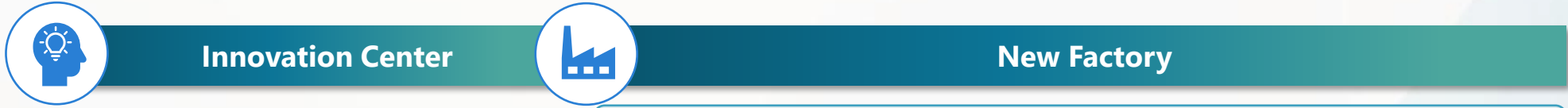


2024 COMPANY STRATEGIES



1. Innovation for Growth (1/2)

World Class Facilities to Support Innovation and Production



Innovation Center

New Factory

Innovation Center under
"Caresutic", a subsidiary company



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

Lamphun Factory



Lumlukka Factory



Dietary supplements
(OEM customers)



Cosmetics
(OEM customers)



Personalized pharmacy
(Clinics and Hospitals)



Pets



Human

1. Innovation for Growth (2/2)

Continuous Product Innovation Launch



New innovative products

Innovative product from ID LAB

- Launching new product in March 2024
- Developed by ID LAB
- Manufactured by Caresutic
- Distributed and generated revenue through CDIP



Pure Collagen Peptide

- A collagen product that was previously developed for and sold through TV-Direct channel
- Signed a contract to distribute Pure Collagen Peptide under the JSP brand
- In the process of creating a website and product information, using a new celebrity as a presenter



ผลการวิจัย D/AB

สามารถลดการอักเสบและมิกโตริตินของหลอดเลือด

บรรเทาอาการเสื่อมของกระดูกอ่อนที่กระดูกข้อต่อข้อเท้า

มีฤทธิ์ในการต้านการเสียหายของไต

โดยมีฤทธิ์ป้องกันข้อต่อลดอาการในการทำลายของไต

เขตดูแลปัญหาเบา และ-การอักเสบของร่างกาย

ผลการวิจัย D/AB

ช่วยลดการสะสมของน้ำตาล และความดัน

ช่วยการกำจัดไขมันในตับลดอาการอ้วนพริ้ว

มีฤทธิ์ต้านเบาหวานในเลือดสูง

เขตดูแลน้ำตาลสูง อ้วนพริ้ว และ-การอักเสบที่มีปัญหา

ผลการวิจัย D/AB

ช่วยลดการสะสมของไขมันในเลือด

ช่วยลด น้ำหนัก และน้ำตาล ในเลือด

มีฤทธิ์ในการต้านการสะสมไขมัน

เขตดูแลตนเอง ไขมันสูง นี้ออกกำลังกาย

จะเกิดอะไรกับผิว? เมื่อคอลลาเจนลดลง

แห้งกร้าน

ริ้วรอย

เหี่ยวย่น

หย่อนคล้อย

จะเกิดอะไรกับผิว? เมื่อคอลลาเจนลดลง

ฝ้ากระ

ริ้วรอย

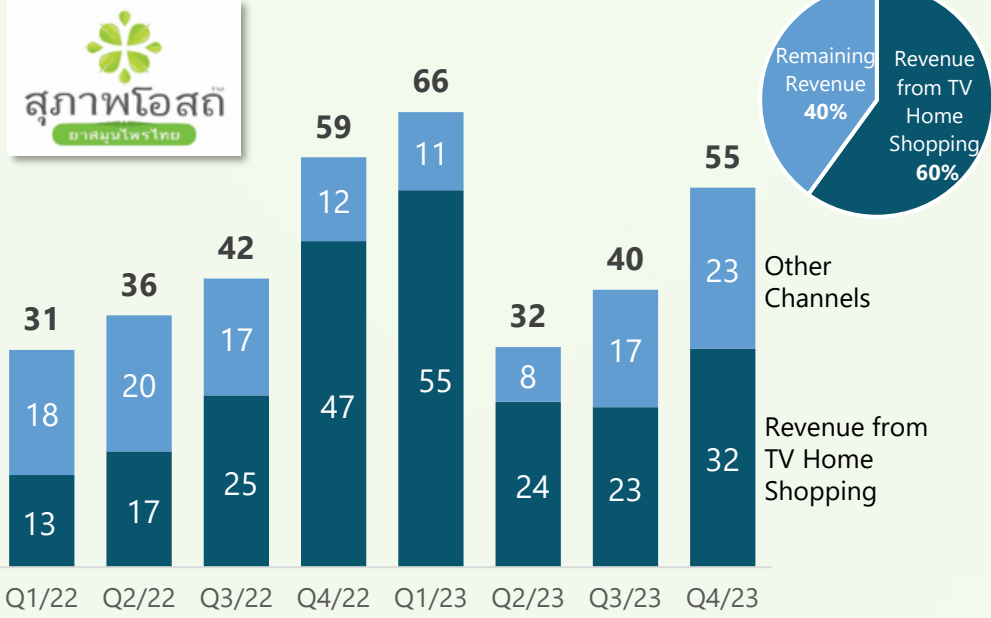
ร่องแก้ม

- ลดการอักเสบของหลอดเลือด
- ลดความเสื่อมของกระดูกอ่อนข้อต่อ
- บรรเทาอาการเสื่อมของข้อต่อ
- ช่วยลดความเสียหายของไต
- มีฤทธิ์ต้านเบาหวาน ลดน้ำตาลในเลือด
- ช่วยลดการสะสมของไขมันในตับ
- ช่วยลดการอักเสบของร่างกาย

2. Elevate Own-Brand Business: JSP continues to strengthen its own brand by resume mass media activities

Own Brand Revenue

Unit: Million Baht



Suphap Osot Remains the Top selling brand of several TV Home Shopping and have expanded selling channels and partners



Other Marketing Initiatives

Bus Advertising and New Presenter



3. Going Beyond OEM: JSP Facilities To Support Increase in Demand and New Co-Branding Projects with Thai Superstar

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**

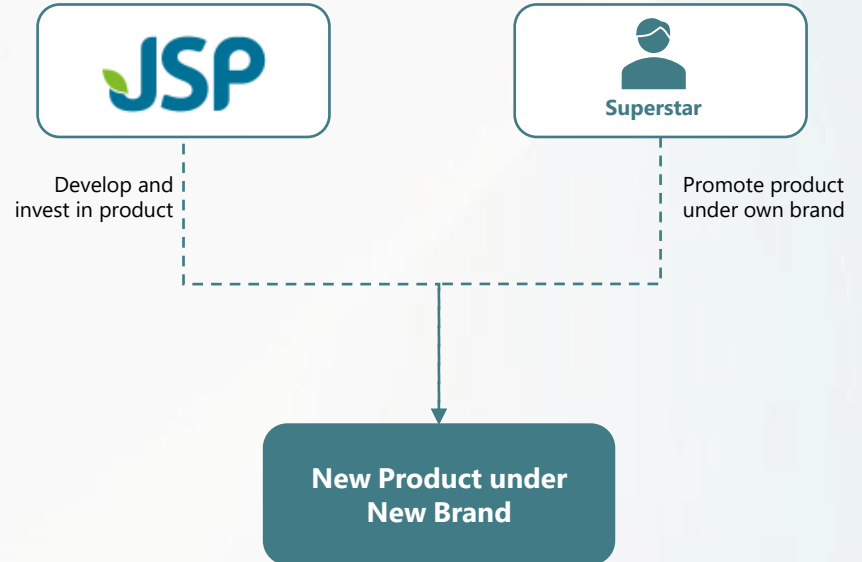
Investment

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

Co-Branding Projects



4. Capture Opportunity Through Investment (1/2): Accelerating expansion through inorganic growth opportunity ensuring synergy

CDIP



01 Thinktank for JSP: R&D & Innovation

02 Training and Consult: Resume in 2024 with support from Government

03 Blood Checkup Lab
 1,000 patients per month

ID.LAB by CDIP Thailand



Sales Channel for ID.LAB

- Call Center
- Online of Home Shopping
- Shopee
- Lazada
- TikTok

Medis



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**

Expansion Target
 Unit: No. of Machines



4. Capture Opportunity Through Investment (2/2): Strengthening Investment in Grace Water Med

Access to new customer segment:
Kidney Patients

1. Diversify business into a comprehensive healthcare provider

2. Plan to distribute hemodialysis drugs and medical equipment

3. Enter Food Supplement and cosmetics for kidney patients

Grace Water Med Co. Ltd.



52%



100%



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

Reverse Osmosis Water System Implementation to hemodialysis center

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

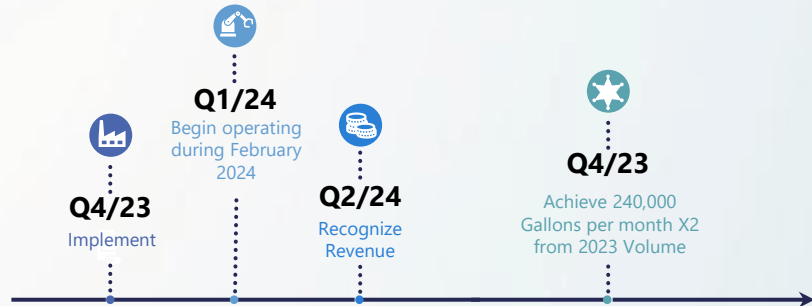
GWM sell A-B Solution, import medical equipment to Waree Medical

SYNERGY

100%



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



5. Extending Business to Service: JSP Expands Business to Operating a Medical Clinic focusing on Thai Traditional Remedies

Suparp Osot Saha Clinic



Location

Rama 3



Objective

- ✓ To expand the business of the JSP group to become number one in providing comprehensive health services
- ✓ Collection of patients data to develop new drugs and products



Target

Neighborhood communities



Focus Services

Alternative Thai Traditional Medicine

1. Muscle syndrome
2. Syndrome of gas, bloating, constipation, acid reflux
3. Knee pain group, joint pain, swollen joints, inflammation
4. Skin care group For people who have poor lymphatic drainage, have rashes and leave black marks
5. Groups of people who have allergies, dust allergies, air allergies, runny nose, cough, asthma

2024 OUTLOOK

+10-15%

"JSP expects to deliver performance with 10-15% growth supported by secured orders from own-brand business"



OEM/ Trading



Secure new customer base for pet supplements and skincare from open house events in Q2/2024



Installed additional capacity for Grace Water Med to produce A-B solution for hemodialysis from 120,000 gallons/month to 240,000 gallons/month, up for operation in Q1/2024



New innovative products: Pet supplements, Pet skincare, Pet Medicine from Herbal Products



Co-Branding Products: Launch new brands/products by co-branding with Thai Superstar



Medis: Increase vending machine to reach 200 units by YE2024



Apply for License to product Pet Medicine from Herbal products, target to achieve in 2025



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, and Suphap-Osot brand

THANK YOU

*Please scan to
give us your feedback*

