



HEALTH | BEAUTY | WELLNESS

Destination

The Klinique Medical Clinic Public Company Limited Summary of 2022 Financial Performance

Income Statement	2021	%	2022	%	%YoY
unit : THB mm (unless stated otherwise)					
Revenue from Sales and Service	949.93	99.8%	1,639.03	99.5%	72.5 %
Cost of Sales and Service	391.16	41.1%	716.07	43.5%	83.1 %
Gross Profit	558.77	58.7%	922.97	56.0%	65.2%
Selling Expenses	282.64	29.7%	459.55	27.9%	62.6%
Administrative Expenses	125.04	13.1%	215.22	13.0%	72.1%
EBITDA	234.43	24.6%	397.75	24.2%	69.6%
Net Profit (Loss)	129.26	13.6%	205.57	12.5%	59.0%
Number of branches as of 31 December	30		40		33.3%

As of 31 December 2022, the company has a total of 40 branches (35 The KLINIQUE branches, 4 L.A.B.X branches, and 1 Surgery Center) increasing from 30 branches at 31 December 2021.

Revenue

Cash Sales by Brand

Cash Sales	2021	%	2022	%	%YoY
unit : THB mm (unless stated otherwise)					
THE KLINIQU	914.43	100.0%	1,663.93	95.0%	82.0%
THE KLINIQU SURGERY CENTER	-	-	51.03	2.9%	N/A
L.A.B.X	-	-	36.03	2.1%	N/A
Total	914.43	100.0%	1,750.99	100.0%	91.5%

Cash Sales by Department

Cash Sales	2021	%	2022	%	%YoY
unit : THB mm (unless stated otherwise)					
Aesthetic Skin	785.21	85.9%	1,483.58	84.7%	89.9%
Body and Weight Management	46.76	5.1%	88.93	5.1%	90.2%
Wellness	74.66	8.2%	127.44	7.3%	70.7%
Plastic Surgery	7.80	0.9%	51.03	2.9%	554.1%
Total	914.43	100.0%	1,750.99	100.0%	91.5%

In 2022, the Company's total Revenue from Sales and Service is THB 1,639.03mm increasing by 72.5% from 2021 due to branch expansion, additional investment in medical equipment, and improvement of the COVID-19 pandemic.

Body and Weight Management Department

Cash sales increased by THB 42.18 mm or 90.2% growth from last year as a result of additional investment in medical equipment and improvement of the COVID-19 pandemic.

Aesthetic Skin Department

The company's cash sales is mainly derived from the aesthetic skin department, with 89.9% growth from last year. Major contributions are from "THE KLINIQUE", a full-service medical aesthetic clinic targeted to serve the luxury segment. Energy based devices and Injectables are the key drivers of aesthetic skin sales.

In Q3/2022, the Company has launched a new brand of aesthetic clinic, L.A.B.X., to capture the demand in the premium segment with a focus on skin and aesthetics.

Wellness Department

Cash sales increased by THB 52.78mm or 70.7% growth from last year due to a growing number of customers and upcoming trend for health awareness from the inside. The Company has expanded the wellness zone in Siam Paragon branch in the end of December 2022 to accommodate this demand.

Plastic Surgery Department

Cash sales increased by THB 43.23mm or 554.1% growth from last year.

Same Store Sales Growth (SSSG)

SSSG in 4Q/2022 increased by 16% from 3Q/2022 and SSSG for 2022 increased from 2021 by 65%.

Gross Profit

Gross profit is calculated based on revenue from sales and service deducted by cost of sales and service (including cost of medicine, doctor fee (DF), branch rental expenses, doctor's assistants fee, and depreciation of medical equipment). The Company's gross profit in 2022 is THB 922.97mm, an increase of 65.1% from last year due to revenue growth from branch expansion. The gross profit margin for 2022 is 56.3% slightly lower than the gross profit margin in 2021 due to a higher doctor fee from the plastic surgery department as the Company has a policy to recruit only board-certified plastic surgeons. Cost of medicine has slightly increased from the depreciating Baht in 2H2022 and some landlords ceased giving discounts at the end of 2Q/2022 as the COVID-19 has improved.

Selling General and Administrative (SG&A) Expenses

The Company's SG&A (sales and receptionist expenses, marketing expenses, headquarter staff expenses, and credit card fees) in 2022 is THB 674.mm or a 65.3% increase from 2021. SG&A has increased following the branch expansion and special marketing expenses to create brand awareness for the Company's 2 new brands in the beginning of 3Q/2022 which ended in the middle of 4Q/2022.

Percentage of SG&A to total revenue has decreased from 2021 due to a lower compensation scheme for sales and receptionists in the Company's new brands, L.A.B.X. and THE KLINIQUE SURGERY CENTER.

Gross Profit

The Company recorded a gross profit of THB 205.57mm in 2022 or a 59.0% increase from last year with Q4/2022 having the highest profit since establishment of THB 60.70mm due to overall growth in all departments and all brands as mentioned above.

Balance Sheet

Cash Sales	2021	%	2022	%	%YoY
unit : THB mm (unless stated otherwise)					
Current Assets	202.44	24.5%	1,676.56	64.8%	728.7%
Non-current Assets	622.25	75.4%	912.69	35.2%	49.2%
Total Assets	824.69	100.0%	2,590.25	100.0%	218.1%
Current Liabilities	498.92	60.5%	705.40	27.2%	41.4%
Non-current Liabilities	165.26	20.0%	239.10	9.2%	54.4%
Total Liabilities	664.18	80.5%	944.50	36.5%	44.5%
Shareholder's Equity	160.50	19.4%	1,645.75	63.5%	925.4%
Total Liabilities Shareholder's Equity	824.69	100.0%	2,590.25	100.0%	218.1%

Total Assets

As of 31 December 2022, the Company's total asset is at THB 2,590, increasing by 218.1% from 2021 due to additional equity from the IPO and cash from operations.

Total Liabilities

As of 31 December 2022, the Company's total liabilities is at THB 994.50mm or a 44.5% increase from 2021 due to increase in unearned revenue from growing cash sales and increase in right-of-use for rental contracts of the branch expansions.

Total Shareholder's Equity

As of 31 December 2022, the Company's total shareholder's equity is at THB 1,645.75mm, increasing by THB 1,485.25 compared to 31 December 2021 due to additional equity from the IPO and increased retained earnings from 2022 profit.

Cash Flow Statement

Cash Sales	2021	2022	%YoY
unit : THB mm (unless stated otherwise)			
Cash flows from operating activities	238.56	407.96	71.0%
Cash flows from investing activities	(51.37)	(1,226.44)	(2,287.5%)
Cash flows from financing activities	(120.57)	1,207.02	1,101.1%

For the year ending 31 December 2022, the Company has a THB 169.30 increase in cash from operating activities or a 71.0% increase from 2021 due to growth in revenue and profit. Cash flow from investing activities changed by THB 1,175.07mm or a 2,287.5% change from 2021 mainly due to investment in short-term investments of THB 1,000mm. Cash flow from financing activities increased by THB 1,327.58mm or a 1,101.1% growth from 2021 due to IPO proceeds of THB 1,470mm.

Key Financial Ratios

Cash Cycle : As the Company operates in a business which collects upfront cash or credit card payments from the customer and manages inventory and supplier payments afterwards, the Company's cash cycle in 2022 is at -30.57 days a notable improvement from -14.67 days in 2021.

Interest-Bearing Debt to Equity (IBD-to-Equity) : Majority of the Company's liabilities is unearned revenue which does not have interest charges and Right-Of-Use (ROU) arising from TFRS 16. Investor should therefore consider the Interest-Bearing Debt to Equity (IBD-to-Equity) ratio to reflect the Company's capital structure which excludes unearned revenue and ROU. IBD-to-Equity in 2022 is 0.14 times.