



Health | Beauty | Wellness

Destination

Summary of Q2/2023 Financial Performance

Unit: THB Million

Statement of Income	Q2/2022	%	Q2/2023	%	%Change
Revenue from Sales and Service	382.98	100.0%	539.68	100.0%	40.9 %
Cost of Sales and Service	163.42	42.7%	243.63	45.1%	49.1 %
Gross Profit	219.55	57.3%	296.05	54.9%	34.8%
Selling Expenses	104.89	27.4%	146.33	27.1%	39.5%
Administrative Expenses	47.94	12.5%	67.98	12.6%	41.8%
EBITDA	98.75	25.8%	136.90	25.4%	38.6%
Net Profit	54.60	14.3%	70.65	13.1%	29.4%
Number of branches	36		46		

As of 30 June 2023, the company has a total of 46 branches (37 THE KLINIQUE branches*, 7 L.A.B.X branches, 1 THE KLINIQUE SURGERY CENTER and 1 KLINIQA SPA)

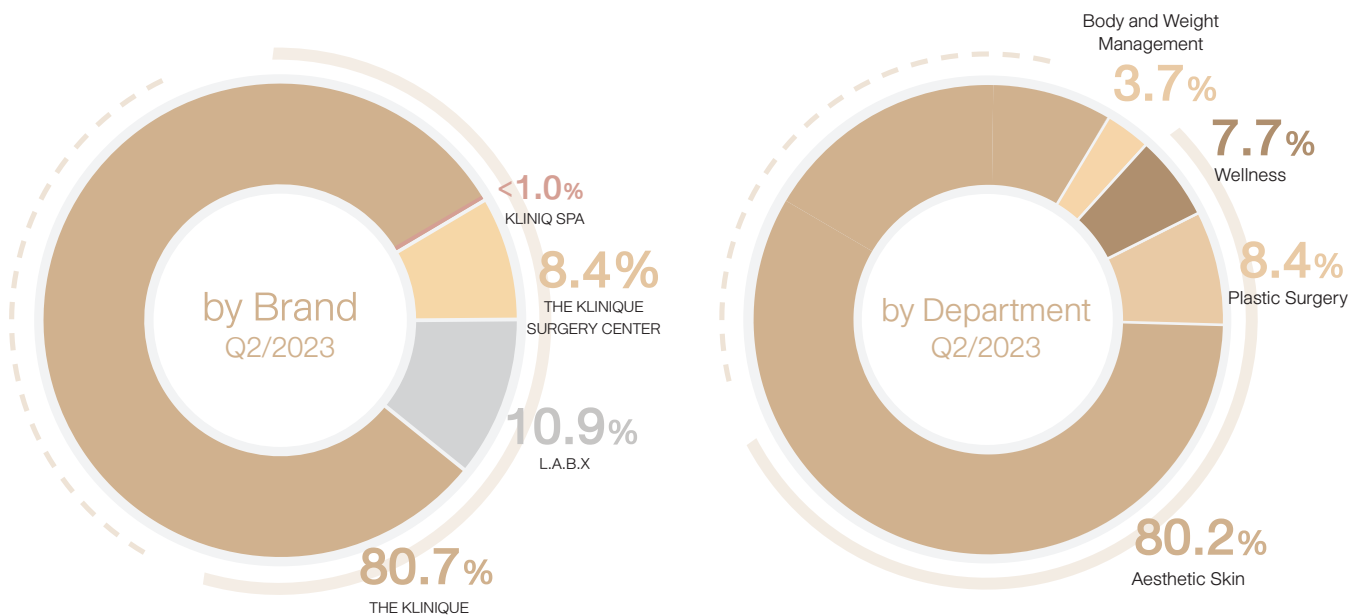
* From April to October 2023, The Mall Bangkai and The Mall Bangkok branches are under renovation.

Revenue from Sales and Service

In Q2/2023, the Company’s total revenue from sales and service is THB 539.68 Million increasing by 40.9% from Q2/2022 due to branch expansion, services expansion with targeted marketing that led to higher customer recognition and engagement, inclusive of the risen number of tourists after the ease of Covid-19. Moreover, the growth of L.A.B.X.’s brand and the Surgery Center that continuously increased the Company’s sales and service.

At the last quarter of Q2/2023, the Company has launched physiotherapy services under KLINIQ SPA brand, which has not yet generated much revenue.

Q2/2023 Structure of Income
(%Cash Sales)



Same Store Sales Growth (SSSG) of Q2/2023 has grown 9.4% from Q2/2022

Gross Profit

Gross profit is calculated based on revenue from sales and service deducted by costs of sales and service (such as cost of medicine, doctor fee (DF), branch rental expenses, doctor's assistants fee, and depreciation of medical equipment etc.). The Company's gross profit in Q2/2023 is THB 296.05 Million, an increase of 34.8% from Q2/2022 due to same store sales growth and branch expansion. The Company's gross profit margin in Q2/2023 is 54.9%, which is lower than gross profit margin in Q2/2022 due to the higher doctor fee from the plastic surgery department, as the Company has a policy to recruit only board-certified plastic surgeons. Cost of some medicines has also increased, along with the higher depreciation of medical equipment.

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 etc.) in Q2/2023 was THB 214.31 Million, increased by 40.2% from Q2/2022 mainly from the increase in salaries and other employee's welfare, sale's commission and bank fee in accordance with the growth of the Company's revenue; however, SG&A ratio of Q2/2023 is slightly lower than those of Q2'2022.

Net Profit

Net Profit for Q2/2023 is THB 70.65 Million, increased by 29.1% from Q2/2022 due to revenue growth as mentioned previously.

Statement of Financial Position

Unit: THB Million

Financial Position	YE2022	%	Q2/2023	%	% Change
Assets					
Current Assets	1,677.56	64.8%	1,553.64	57.9%	(7.4%)
Non-current Assets	912.69	35.2%	1,128.40	42.1%	23.6%
Total Assets	2,590.25	100.0%	2,682.04	100.0%	3.5%
Liabilities					
Current Liabilities	705.40	27.2%	706.69	26.3%	0.2%
Non-current Liabilities	239.10	9.2%	299.89	11.2%	25.4%
Total Liabilities	944.50	36.5%	1,006.58	37.5%	6.6%
Shareholder's Equity	1,645.75	63.5%	1,675.46	62.5%	1.85%
Total Liabilities and Shareholder's Equity	2,590.25	100.0%	2,682.04	100.0%	3.5%

Total Assets

As of 30 June 2023, the Company's total assets is at THB 2,682.04 Million, increasing by 3.5% from YE2022 due to the additional investment in medical and service equipment, the existing and new stores' expansion, the increase in medicines and medical supplies to support the Company's growth.

Total Liabilities

As of 30 June 2023, the Company's total liabilities is at THB 1,006.58 Million, increasing by 6.6% from YE2022 due to the increase in lease liabilities of the existing and new stores, the increase in payable for construction of new branches and purchasing of medical and service equipment.

Total Shareholder's Equity

As of 30 June 2023, the Company's total shareholder's equity is at THB 2,682.04 Million, increasing by 3.5% from YE2022 from the better half-year operating performance of the Company.

Cash Flow

Unit: THB Million

Cash Flow Statement	Q2/2022	Q2/2023	% Change
Cash flows from operating activities	157.70	189.42	20.0%
Cash flows used in investing activities	(89.54)	(196.08)	119.0%
Cash flows used in financing activities	(53.64)	(155.47)	189.8%

For Q2/2023, the Company has a THB 189.42 Million increase in cash from operating activities or 20.0% increase from Q2/2022 due to the increase in cash sales. Cash flow used in investing activities increased by THB 106.54 Million or a 119% change from Q2/2022 mainly due to the new medical investment in both the existing stores and the new stores' expansion. Cash flow used in financing activities increased by THB 101.83 Million or a 189.8% growth from Q2/2022 due to the payment of leasing contracts that increased in line with the Company's expansion plan and the dividend payment for the YE2022 amounting to THB 110 Million.

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 Q2/2023 is at -22.94 days.