

EKH/CS/2024/025

May 10, 2024

Subject Management Discussion and Analysis for Q1/2024

To Directors and Manager  
 The Stock Exchange of Thailand

Ekachai Medical Care Public Company Limited and its subsidiaries (the “Company”) would like to clarify on the operating results for Q1/2024 as follows.

### Summary

The Company and its subsidiaries total income in Q1/2024 was THB 332.19 million, an increase of 7.34 percent from THB 300.17 million in Q1/2023 (Other income in Q1/2023 was recorded, which is a profit from measurement value at fair value through profits of The Kliniq Medical Clinic Public Company Limited “KLINIQ” equal to THB 36.00 million) and had a net profit in the Q1/2024 of THB 55.65 million, a decrease of 28.96 percent from the amount of THB 78.34 million in the Q1/2023.

However, net profit of the operating results of the company and its subsidiaries excluding investment in KLINIQ, in Q1/2024 was THB 77.65 million, an increase of 56.74 percent compare to net profit of THB 49.54 million in the Q1/2023, which can be summarized as follows.

| (Mill Baht)   | consolidated  |               |                | EKH           |               |                |
|---|---------------|---------------|----------------|---------------|---------------|----------------|
|   | Q1/24         | Q1/23         | Change +/-     | Q1/24         | Q1/23         | Change +/-     |
| Revenues from hospital operations   | 319.08        | 261.03        | 22.24%         | 257.66        | 226.67        | 13.67%         |
| Other income  | 3.11          | 3.14          | -0.96%         | 3.34          | 3.10          | 7.74%          |
| Other income-Gain from fair value measurement of KLINIQ                       | 0.00          | 36.00         | -100.00%       | 0.00          | 36.00         | -100.00%       |
| <b>Total revenues</b>   | <b>322.19</b> | <b>300.17</b> | <b>7.34%</b>   | <b>261.00</b> | <b>265.77</b> | <b>-1.79%</b>  |
| <b>Total income (excluded KLINIQ)</b>   | <b>322.19</b> | <b>264.17</b> | <b>21.96%</b>  | <b>261.00</b> | <b>229.77</b> | <b>13.59%</b>  |
| Cost of hospital operations   | 175.93        | 150.38        | 16.99%         | 147.66        | 132.83        | 11.16%         |
| <b>Administrative expenses</b>  | <b>60.00</b>  | <b>51.97</b>  | <b>15.45%</b>  | <b>40.44</b>  | <b>39.79</b>  | <b>1.63%</b>   |
| Administrative expenses - Loss from fair value measurement of KLINIQ          | 27.50         | 0.00          | 100.00%        | 27.50         | 0.00          | 100.00%        |
| Gross profit  | 143.15        | 110.65        | 29.37%         | 110.00        | 93.84         | 17.22%         |
| <b>Profit attributable to Equity holders of the Company</b>                   | <b>55.65</b>  | <b>78.34</b>  | <b>-28.96%</b> | <b>39.78</b>  | <b>75.83</b>  | <b>-47.54%</b> |
| Gain from fair value measurement of KLINIQ                                    | 0.00          | 28.80         | -100.00%       | 0.00          | 28.80         | -100.00%       |
| Loss from fair value measurement of KLINIQ                                    | 22.00         | 0.00          | 100.00%        | 22.00         | 0.00          | 100.00%        |
| <b>Profit attributable to Equity holders of the Company (excluded KLINIQ)</b> | <b>77.65</b>  | <b>49.54</b>  | <b>56.74%</b>  | <b>61.78</b>  | <b>47.03</b>  | <b>31.36%</b>  |

The Company and its subsidiaries the results of operations in Q1/2024 can be summarized as follows.

### Summary of operating results

| (Mill Baht)   | consolidated  |               |               | EKH           |               |               |
|---|---------------|---------------|---------------|---------------|---------------|---------------|
|   | Q1/24         | Q1/23         | Change +/-    | Q1/24         | Q1/23         | Change +/-    |
| Revenues from hospital operations   | 319.08        | 261.03        | 22.24%        | 257.66        | 226.67        | 13.67%        |
| Cost of hospital operations   | 175.93        | 150.38        | 16.99%        | 147.66        | 132.83        | 11.16%        |
| Gross profit  | 143.15        | 110.65        | 29.37%        | 110.00        | 93.84         | 17.22%        |
| Profit attributable to Equity holders of the Company                          | 55.65         | 78.34         | -28.96%       | 39.78         | 75.83         | -47.54%       |
| <b>Profit attributable to Equity holders of the Company (excluded KLINIQ)</b> | <b>77.65</b>  | <b>49.54</b>  | <b>56.74%</b> | <b>61.78</b>  | <b>47.03</b>  | <b>31.36%</b> |
| Gross profit margin (%)   | 44.86%        | 42.39%        | 5.84%         | 42.69%        | 41.40%        | 3.12%         |
| Net profit margin (%)   | 17.27%        | 26.10%        | -33.82%       | 15.24%        | 28.53%        | -46.58%       |
| <b>Net profit margin (%) (excluded KLINIQ)</b>                                | <b>24.10%</b> | <b>16.50%</b> | <b>46.03%</b> | <b>23.67%</b> | <b>17.70%</b> | <b>33.76%</b> |

### Analysis of Statement of Income

| (Mill Baht)   | consolidated |              |               | EKH          |              |               |
|---|--------------|--------------|---------------|--------------|--------------|---------------|
|   | Q1/24        | Q1/23        | Change +/-    | Q1/24        | Q1/23        | Change +/-    |
| Revenues from hospital operations   | 319.08       | 261.03       | 22.24%        | 257.66       | 226.67       | 13.67%        |
| Cost of hospital operations   | 175.93       | 150.38       | 16.99%        | 147.66       | 132.83       | 11.16%        |
| <b>Administrative expenses</b>  | <b>60.00</b> | <b>51.97</b> | <b>15.45%</b> | <b>40.44</b> | <b>39.79</b> | <b>1.63%</b>  |
| Administrative expenses - Loss from fair value measurement of KLINIQ          | 27.50        | 0.00         | 100.00%       | 27.50        | 0.00         | 100.00%       |
| Finance cost  | -0.53        | -0.38        | -39.47%       | 0.00         | 0.00         | 0.00%         |
| Finance income  | 5.00         | 1.68         | 197.62%       | 4.43         | 1.61         | 175.16%       |
| Profit before income tax expenses   | 63.07        | 99.04        | -36.32%       | 49.65        | 94.75        | -47.60%       |
| Income tax expenses   | -4.70        | -19.81       | -76.27%       | -9.88        | -18.93       | -47.81%       |
| Profit attributable to Equity holders of the Company                          | 55.65        | 78.34        | -28.96%       | 39.78        | 75.83        | -47.54%       |
| <b>Profit attributable to Equity holders of the Company (excluded KLINIQ)</b> | <b>77.65</b> | <b>49.54</b> | <b>56.74%</b> | <b>61.78</b> | <b>47.03</b> | <b>31.36%</b> |

### Revenue

In Q1/2024, revenue from hospital operations was THB 319.08 million, an increase from the Q1/2023, which amounted to THB 261.03 million, or an increase of 22.24 percent, mainly due to an increase in number OPD and IPD patient as follow :

| (Mill Baht)                       | consolidated |        |            | EKH    |        |            |
|-----------------------------------|--------------|--------|------------|--------|--------|------------|
|                                   | Q1/24        | Q1/23  | Change +/- | Q1/24  | Q1/23  | Change +/- |
| IPD                               | 161.65       | 137.16 | 17.86%     | 144.64 | 126.59 | 14.26%     |
| OPD                               | 157.43       | 123.87 | 27.09%     | 113.02 | 100.07 | 12.94%     |
| Revenues from hospital operations | 319.08       | 261.03 | 22.24%     | 257.66 | 226.66 | 13.68%     |

- Revenue from Inpatient (IPD) in the Q1/2024 was THB 161.65 million, an increase from the Q1/2023, which was THB 137.16 million, or an increase 17.86 percent.
- Revenue from Outpatient (OPD) in the Q1/2024 amount to THB 157.43 million, an increase from the Q1/2023, which was THB 123.87 million or representing an increase 27.09 percent.

### Gross Profit and Gross Profit Margin

- Gross profit in Q1/2024 was THB 143.15 million, an increase from the Q1/2023, which was THB 110.65 million or an increase of 29.37 percent, in line with the increase in revenue from hospital operations.
- Gross profit margin in the Q1/2024 at 44.86 percent, increase from 42.39 percent in the Q1/2023.

### Net Profit and Net Profit Margin

- The company had a net profit in the Q1/2024 at THB 55.65 million, decrease from THB 78.34 million in Q1/2023 or representing a decrease of 28.96 percent. The main reason was from recording a loss expense from fair value measurement of KLINIQ of THB 27.50 million and having a net profit rate in Q1/2024 at 17.27 percent, decreased from Q1/2023, which had a rate of 26.10 percent.
- However, without taking KLINIQ into consideration the company's profits in Q1/ 2024 was 77.65 million, an increase from THB 49.54 million in Q1/2023, or an increase of 56.74 percent and a net profit in Q1/2024 of 24.10 percent, an increase from the Q1/2023, which had a rate of 16.50 percent.

### Administrative Expense

| (Mill Baht)                                  | consolidated |        |            | EKH    |        |            |
|--|--------------|--------|------------|--------|--------|------------|
|  | Q1/24        | Q1/23  | Change +/- | Q1/24  | Q1/23  | Change +/- |
| Administrative expenses                      | 60.00        | 51.97  | 15.45%     | 40.44  | 39.79  | 1.63%      |
| Finance cost                                 | -0.53        | -0.38  | 39.47%     | 0.00   | 0.00   | 0.00%      |
| Administrative expenses to total revenue (%) | 18.62%       | 19.67% | -5.34%     | 15.49% | 17.32% | -10.53%    |

- In Q1/2024, administrative expense, excluding losses from investments in KLINIQ was THB 60.00 million, an increase from Q1/2023, which was THB 51.97 million or an increase in 15.45 percent, which is in line with the increase in revenue from hospital operations.
- Excluding investment in KLINIQ, administrative expense to total revenue was at 18.62 percent, decrease from Q1/2023, which was 19.67 percent.

## Analysis of the Company's Financial Statement

| (Mill Baht)                        | consolidated |          |            | EKH      |          |            |
|------------------------------------|--------------|----------|------------|----------|----------|------------|
|                                    | Q1/24        | Q1/23    | Change +/- | Q1/24    | Q1/23    | Change +/- |
| Cash and cash equivalents          | 856.16       | 768.08   | 11.47%     | 668.90   | 662.05   | 1.03%      |
| Other current financial assets     | 231.64       | 241.64   | -4.14%     | 227.57   | 237.59   | -4.22%     |
| Total current assets               | 1,223.87     | 1,153.65 | 6.09%      | 1,005.04 | 1,022.54 | -1.71%     |
| Other non-current financial assets | 564.56       | 592.06   | -4.64%     | 564.56   | 592.06   | -4.64%     |
| Property, plant and equipment      | 671.87       | 660.20   | 1.77%      | 530.38   | 519.36   | 2.12%      |
| Total non-current assets           | 1,398.99     | 1,305.18 | 7.19%      | 1,403.00 | 1,360.06 | 3.16%      |
| Total assets                       | 2,622.86     | 2,458.83 | 6.67%      | 2,408.03 | 2,382.60 | 1.07%      |
| Current liabilities                | 214.29       | 209.74   | 2.17%      | 150.73   | 160.46   | -6.06%     |
| Non-current liabilities            | 182.15       | 121.04   | 50.49%     | 104.73   | 109.35   | -4.22%     |
| Total liabilities                  | 396.44       | 330.78   | 19.85%     | 255.46   | 269.81   | -5.32%     |
| Shareholders' equity               | 2,226.42     | 2,128.05 | 4.62%      | 2,152.57 | 2,112.79 | 1.88%      |

### Asset

As of March 31, 2024, the company had total assets THB 2,622.86 million, an increase from the year 2023, which was THB 2,458.83 million, or representing an increase of 6.67 percent. The details of the increase are as follows:

- Cash and cash equivalents in the amount of THB 856.16 million, an increase from the year 2023, which was in the amount of THB 768.08 million or 11.47 percent increase.
- Other current financial assets amounted to THB 231.64 million, a decrease from year 2023 which had THB 241.64 million, representing a decrease of 4.14 percent and other non-current financial assets amounted to THB 564.56 million decrease from year 2023 which had THB 592.06 million, representing a decrease of 4.64 percent.
- Property, plant and equipment amounted to THB 671.87 million, an increase from year 2023 which amount to THB 660.20 million, or an increase of 1.77 percent.

### Liabilities

As of March 31, 2024, the Company had total liabilities of THB 396.44 million, an increase from the year 2023, which was THB 330.78 million, or representing an increase 19.85 percent. The details of the decrease are as follows:

- Current liabilities amount to THB 214.29 million, increase from 2023 which amount to THB 209.74 million or increase of 2.17 percent, Most of this increased from accrued income taxes.
- Non-current liabilities amount to THB 182.15 million, an increase from year 2023 which amount to THB 121.04 million, or an increase of 50.49 percent, mainly from deferred tax liabilities.

### Shareholders' equity

As of March 31, 2024, the Company had total shareholders' equity THB 2,226.42 million, an increase from the year 2023, which was THB 2,128.05 million, or an increase of 4.62 percent as a result of an increase in operating profit.

Yours faithfully,

Ekachai Medical Care PCL.

Dr. Amnaj Eur-Areemitr

Director