

IP\_AC002/2567

May 9, 2024

Subject Management Discussion and Analysis of the Quarter1 in year 2024

To Directors & Managers  
The Stock Exchange of Thailand

Inter Pharma Public Co., Ltd. (“the Company”) hereby submitting management discussion and analysis for the 3 month period ended March31, 2024 as per here below:

	Q1'24		Q1'23		Change		Q4'23	%Revenue	Change	
	mio THB		mio THB		mio THB %				mio THB %	
Revenue from Sales & Services	484.28		473.03		11.25	2.4	425.07		59.21	13.9
<b>Total Revenue</b>	<b>487.41</b>	<b>100.0%</b>	<b>477.49</b>	<b>100.0%</b>	<b>9.92</b>	<b>2.1</b>	<b>430.57</b>	<b>100.0%</b>	<b>56.84</b>	<b>13.2</b>
Cost of goods sold	301.88	62.3%	285.30	60.3%	16.57	5.8	281.60	66.2%	20.28	7.2
<b>Gross Profit</b>	<b>182.40</b>	<b>37.7%</b>	<b>187.73</b>	<b>39.7%</b>	<b>-5.33</b>	<b>-2.8</b>	<b>143.47</b>	<b>33.8%</b>	<b>38.93</b>	<b>27.1</b>
<b>%Gross Profit</b>	<b>37.7%</b>		<b>39.7%</b>				<b>33.8%</b>			
Selling & Distribution Expenses	108.83	22.5%	74.44	15.7%	34.39	46.2	118.11	27.8%	-9.28	-7.9
Administrative expenses	50.97	10.5%	55.59	11.8%	-4.62	-8.3	42.19	9.9%	8.78	20.8
<b>Selling, Distribution &amp; Administrative Exp.</b>	<b>159.80</b>	<b>33.0%</b>	<b>130.03</b>	<b>27.5%</b>	<b>29.77</b>	<b>22.9</b>	<b>160.30</b>	<b>37.7%</b>	<b>-0.50</b>	<b>-0.3</b>
<b>Net profit</b>	<b>15.13</b>	<b>3.1%</b>	<b>40.80</b>	<b>8.6%</b>	<b>-25.67</b>	<b>-62.9</b>	<b>-13.28</b>	<b>-3.1%</b>	<b>28.41</b>	<b>-213.9</b>

## Overview

Operating results for the three-month period ended March 31, 2024, the Company had revenue from sales and service of THB 484 million, increased by THB 11 million or 2.4% compared to the same period last year. The highest proportion of revenue is lab Pharmacy segment THB 167 million and Consumer Market segment THB 127 million

## Revenue by Segment

	Q1'24		Q1'23		Change		Q4'23		Change	
	MB	%	MB	%	MB	%	MB	%	MB	%
BU1 : Hospital Market	60.2	12.4	53.4	11.3	6.8	12.7	65.6	15.4	-5.4	-8.2
BU2 : Consumer Market	127.2	26.3	145.6	30.8	-18.4	-12.6	63.6	15.0	63.6	100.0
BU3 : Animal Healthcare	81.2	16.8	83.4	17.6	-2.2	-2.6	91.8	21.6	-10.5	-11.5
BU 4 : Lab Pharmacy	167.1	34.5	137.5	29.1	29.7	21.6	150.4	35.4	16.7	11.1
BU 5 : Hospital business	48.5	10.0	53.1	11.2	-4.6	-8.7	53.5	12.6	-5.0	-9.4
<b>Revenue from sale&amp; services</b>	<b>484.3</b>	<b>100</b>	<b>473.0</b>	<b>100</b>	<b>11.2</b>	<b>2.4</b>	<b>424.8</b>	<b>100</b>	<b>59.4</b>	<b>14.0</b>

Revenue from Hospital Market represented as 12% of revenue from sales, growing by THB 7 million YoY, the main product with higher sales was Metforin. For revenue from Consumer Market segment by THB 64 million growth QoQ from sale to OEM group. Animal Healthcare segment decreased slightly compared to the same quarter last year and the previous quarter from livestock product, animal feed raw materials group.

Currently, the pharmacy store business are 32 stores(increased 2 stores QoQ) and online platform. As a result, increased in total income.

	Q1'24		Q1'23		Change		Q4'23		Change
	MB	%	MB	%	MB	%	MB	%	%
Cost of goods sold	301.88	62.34	285.30	60.31	16.57	5.8	281.60	65.40	20.3
Selling & Distribution Expenses	108.83	22.47	74.44	15.74	34.39	46.2	118.11	27.43	(9.3)
Administrative expenses	50.97	10.53	55.59	11.75	-4.62	(8.3)	42.19	9.80	8.8
<b>Total Expenses</b>	<b>461.68</b>	<b>95.33</b>	<b>415.34</b>	<b>87.80</b>	<b>46.34</b>	<b>11.2</b>	<b>441.90</b>	<b>102.63</b>	<b>19.8</b>

### Cost of Goods sold and Gross Profit

For the three-month period ended March 31, 2024, cost of goods sold amounted to THB 302 million (the proportion 62% of revenue), increased 6 % YoY . Gross profit margin decreased QoQ due to the proportion of increasing of revenue of pharmaceutical Products, lab pharmacy and hospital business, which have lower gross profit margins than wellness & anti-aging nutraceutical products.

### Selling Expenses

Selling expenses for the three-month period ended March 31, 2024, amounted to THB 109 million, increased 46% increasing in the same direction as increased sales. Most selling expenses are advertising expenses of Pharmaceutical Products, Wellness & Anti-Aging Nutraceuticals/Cosmeceuticals Aesthetic and Companion Animal Healthcare , commission, distribution fee. Major selling expenses included employee expenses, pharmacist, store rental expense.

### Administrative Expenses

Administrative Expenses for the three-month period ended March 31, 2024 amounted to THB 51 million or 10.5% of revenue from sales, respectively. There are not different proportion QoQ and YoY.

### Net Profit

Net Profit for the three-month period ended March 31, 2024 amount of THB 15 million n, or 3.1% of revenue from sales. The ratio to income decreased compared to the same period last year. The Main expenses are marketing expenses both television media, billboard and online channel.

## Financial Position

	As at Mar 31, 2024	As at Dec 31, 2023	Change	
	MB	MB	MB	%
Total Asset	2,961.81	2,952.37	9.45	0.3
Total Liabilities	828.96	834.65	-5.68	-0.7
Total Shareholders' Equity	2,132.85	2,117.72	15.13	0.7

### Total Assets

Total assets of the Company and its subsidiaries as of March 31, 2024 reported THB 2,962 million, a increase of THB 10 million or 0.3% compared to as at December 31, 2023 which was mainly from current assets decrease of THB 33 million. The majority consists of cash and cash equivalent. And non-current assets increased by THB 42 million, mainly from property plant and equipment and right-of-use assets.

### Total Liabilities

Total liabilities of the Company and its subsidiaries as of March 31, 2024, amounted to THB 829 million, a decrease of THB 6 million or 0.7% compared to as at December 31, 2023. This was due to increase in current liability THB 2 million from accrue income tax. Non-current liability decreased by THB 7 million from long-term loans.

### Shareholders' Equity

The shareholders' equity of the Company and its subsidiaries as of March 31, 2024, amounted to THB 2,133 million, a increase of THB 15 million compared of as at December 31, 2023, which mainly contributed by net profit for the three-month period of 2024 of THB 15 million.

**Yours sincerely,**

Chatkaew Krudkosol  
Chief Finance Officer