



Bioscience Animal Health Public Company Limited

Management Discussion & Analysis

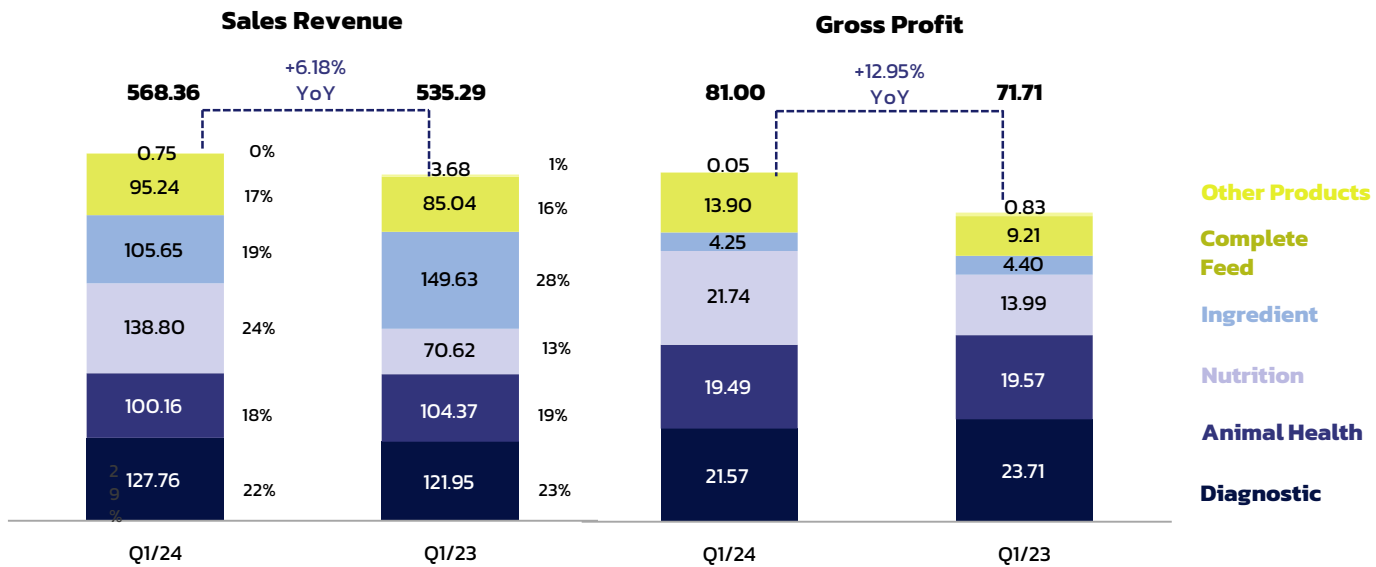
Q1/2024

KEY FINANCIALS

Consolidated (January - March)	2024		2023		Increase / (Decrease)	
	(THB Mil.)	(%)	(THB Mil.)	(%)	(THB Mil.)	(%)
Total Revenues	575.74	100.00%	538.09	100.00%	37.65	7.00%
<i>Net sales</i>	568.36	98.72%	535.29	99.48%	33.07	6.18%
<i>Other income</i>	7.38	1.28%	2.80	0.52%	4.58	163.57%
Total Expenses	557.54	96.84%	529.02	98.31%	28.52	5.39%
<i>Cost of sales</i>	487.36	84.65%	463.58	86.15%	23.78	5.13%
<i>Distribution costs</i>	38.63	6.71%	40.45	7.52%	(1.82)	-4.50%
<i>Administrative expenses</i>	31.55	5.48%	24.99	4.64%	6.56	26.25%
Profit from Operations	18.20	3.16%	9.07	1.69%	9.13	100.66%
<i>Finance costs</i>	(0.56)	-0.10%	(0.13)	-0.02%	(0.43)	330.77%
<i>Tax expense</i>	(3.63)	-0.63%	(1.84)	-0.34%	(1.79)	97.28%
Profit for the Period	14.01	2.43%	7.10	1.32%	6.91	97.32%
<i>Owners of the parent</i>	13.47	2.34%	6.42	1.19%	7.05	109.81%
<i>Non-controlling interests</i>	0.54	0.09%	0.68	0.13%	(0.14)	-20.59%
Gross profit margin (%)	14.25%		13.40%			
Net profit margin (%)	2.43%		1.33%			
EPS (THB/Share)	0.043		0.020			

OPERATING REVENUE

Unit: Million Baht, %



YoY: Q1/24 vs Q1/23

The Company has revenue from sales for the 3-month period ended March 31, 2024 amounted to THB 568.36 million, increased by THB 33.07 million or 6.18% as compared to the same quarter of previous year, and its gross profit margin amounted to THB 81.00 million, representing 14.25% of revenue from sales with a growth rate by 12.95% as compared to the same quarter of previous year, due to.

- **Animal Health Products** has revenue from sales in the first quarter amounted to THB 100.16 million, decreased by 4.03% as compared to the same quarter of previous year, and its gross profit amounted to THB 19.49 million, representing 19.46% of revenue from sales.
- **Nutrition Products** has revenue from sales in the first quarter amounted to THB 138.80 million, increased by 96.54% as compared to the same quarter of previous year, and its gross profit amounted to THB 21.74 million, representing 15.66% of revenue from sales. Due to the Company focus on sales in own factory product of the Company and penetration of the market for large Integrated Feed Mill customers in this period.
- **Diagnostic Products** has revenue from sales in the first quarter amounted to THB 127.76 million, increased by 4.76% as compared to the same quarter of previous year, and its gross profit amounted to THB 21.57 million, representing 16.88% of revenue from sales. Due to the growth in the pet industry.
- **Ingredient Products** has revenue from sales in the first quarter amounted to THB 105.65 million, decreased by 23.39% as compared to the same quarter of previous year, and its gross profit amounted to THB 4.25 million, representing 4.02% of revenue from sales. Because it is a low profit margin product group, the Company focus on increasing sales revenue in high profit margin product groups .
- **Complete Feed Products** has revenue from sales in the first quarter amounted to THB 95.24 million, increased by 11.99% as compared to the same quarter of previous year, and its gross profit amounted to THB 13.90 million, representing 14.59% of revenue from sales. Mainly due to the situation of the livestock industry is likely to improve, resulting to the purchasing power of livestock farms tends to rise. In addition, adjusting the formula of Complete Feed products has resulted in the Company have more competitiveness in the complete feed business for animals.

OPERATING REVENUE (continued)

Unit: Million Baht, %

Other Income

Other income for the 3-month period ended March 31, 2024 amounted to THB 7.38 million, increased by THB 4.58 million or 163.57% as compared to the same quarter of previous year, due to other revenue from gain on foreign exchange, rental income of warehouse, etc.

Distribution Costs

Distribution Costs for the 3-month period ended March 31, 2024 amounted to THB 38.63 million, decreased by THB 1.82 million or 4.50 as compared to the same quarter of previous year, from restructuring of sales and management executives. The ratio of distribution costs to sales revenue for the Quarter 1 of 2024 and 2023 representing 6.80% and 7.56% respectively, decreased by 0.76% from the previous year.

Administrative Expenses

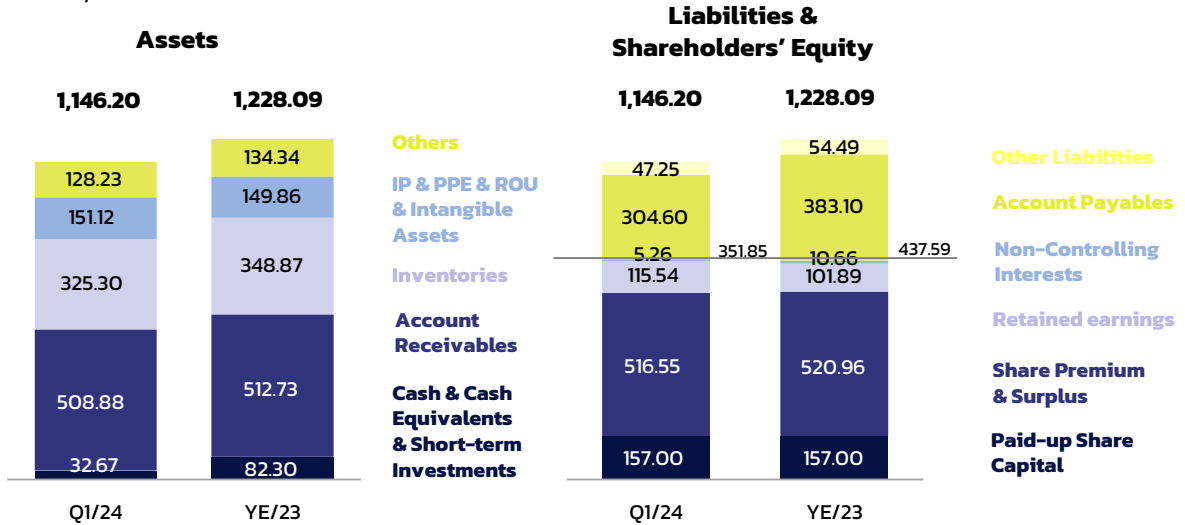
Administrative expenses for the 3-month period ended March 31, 2024 amounted to THB 31.55 million, increased by THB 6.56 million or 26.25% as compared to the same quarter of previous year. Mainly due to restructuring of sales and management executives, recording accounting estimates of net realizable value as normal the business (previous year was reversed), and expenses for seminars for employees. The ratio of administrative expenses to sales revenue for the Quarter 1 of 2024 and 2023 representing 5.55% and 4.67% respectively, increased by 0.88% from the previous year.

Net Profit

Net profit for the 3-month period ended March 31, 2024 and 2023 amounted to THB 14.01 million and THB 7.10 million respectively, representing a respective net profit margin of 2.43% and 1.33% of total revenues. Net profit margin for the Quarter 1 of 2024 increased from the previous year, mainly due to increasing in gross profit margin, as the result of the increase in net profit of the Company.

FINANCIAL POSITION

Unit: Million Baht, %



Total Assets

Total assets as of March 31, 2024 amounted to THB 1,146.20 million, decreased by THB 81.89 million or 6.67% as compared to that at the end of previous year. The major assets are trade and other current receivables, inventories and fixed assets. The significant changes were such as:

- **Short-term investments** decreased by THB 52.00 million or 91.23% from management of short-term investments to be used as working capital in the business.
- **Trade and other receivables** decreased by THB 3.85 million or 0.75% no significant changes.
- **Inventories** decreased by THB 23.56 million or 6.75% from the Company has sold the stock that was goods in transit from abroad at the end of previous year.
- **Investments in debt instruments** decreased by THB 10.19 million or 66.52% due to the investment in bond was matured.

Total Liabilities

Total liabilities as of March 31, 2024 amounted to THB 351.85 million, decreased by THB 85.74 million or 19.59% as compared to that at the end of previous year. The major liabilities are Trade and other current payables. The significant changes were such as:

- **Trade and other current payables** decreased by THB 78.50 million or 20.49% due to the Company had payment for the stock for sale during the past year.

Shareholders' Equity

Shareholders' equity as of March 31, 2024 amounted to THB 794.35 million, increased by THB 3.85 million or 0.49% as compared to that at the end of previous year. The Company had a net profit in the first quarter amounted to THB 14.01 million. During this period, the Company was increased the proportion from 51% to 84% of investment in a subsidiary which operate in pet business, therefore the non-controlling interests was decreased.