



BIS GROUP

BIOSCIENCE ANIMAL HEALTH PUBLIC COMPANY LIMITED

Bioscience Animal Health Public Company Limited

Management Discussion & Analysis

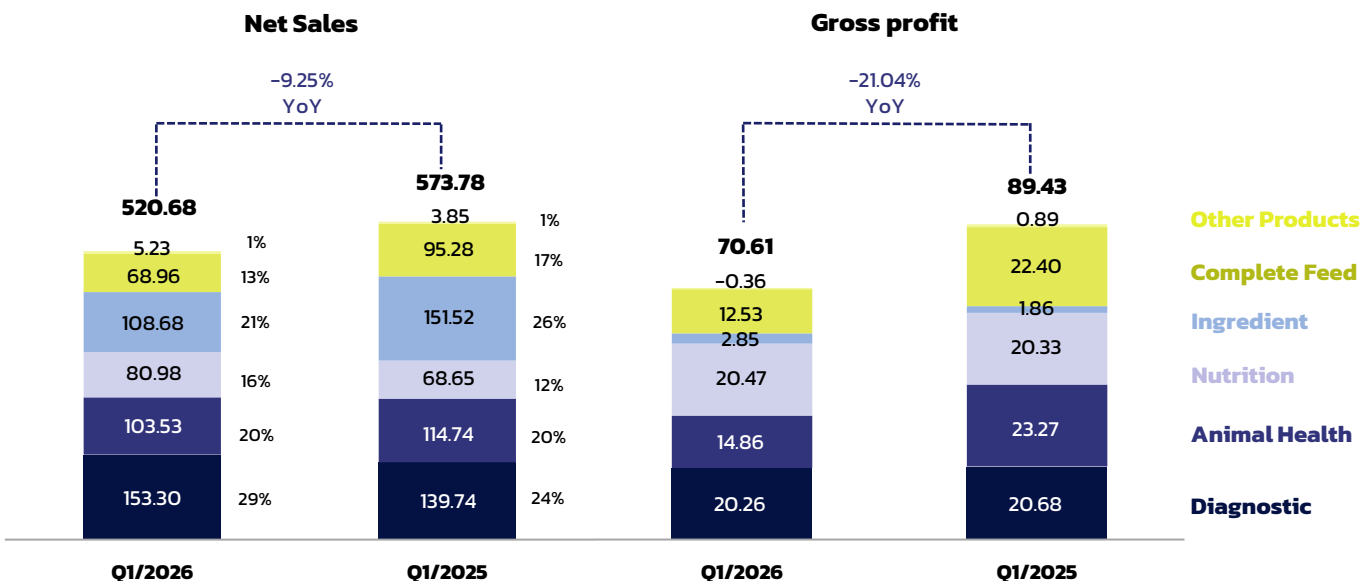
Q1/2026

PERFORMANCE

Statement of Income (January - March)	2026		2025		Change	
	(THB Mil.)	(%)	(THB Mil.)	(%)	(THB Mil.)	(%)
Total Revenues	541.88	100.00%	587.41	100.00%	(45.53)	-7.75%
<i>Net sales</i>	520.68	96.09%	573.78	97.68%	(53.10)	-9.25%
<i>Other income</i>	21.20	3.91%	13.63	2.32%	7.57	55.54%
Total Expenses	517.61	95.52%	562.10	95.69%	(44.49)	-7.91%
<i>Cost of sales</i>	450.07	83.06%	484.35	82.46%	(34.28)	-7.08%
<i>Distribution costs</i>	34.68	6.40%	38.90	6.62%	(4.22)	-10.85%
<i>Administrative expenses</i>	28.04	5.17%	34.11	5.81%	(6.07)	-17.80%
<i>Other expenses</i>	4.82	0.89%	4.74	0.81%	0.08	1.69%
Profit from Operations	24.27	4.48%	25.31	4.31%	(1.04)	-4.11%
<i>Finance costs</i>	(0.08)	-0.01%	(0.58)	-0.10%	0.50	-86.21%
<i>Tax expense</i>	(4.82)	-0.89%	(5.19)	-0.88%	0.37	-7.13%
Profit for the Period	19.37	3.57%	19.54	3.33%	(0.17)	-0.87%
<i>Owners of the parent</i>	17.53	3.24%	18.62	3.17%	(1.09)	-5.85%
<i>Non-controlling interests</i>	1.84	0.34%	0.92	0.16%	0.92	100.00%
Gross profit margin (%)	13.56%		15.59%			
Net profit margin (%)	3.57%		3.33%			
EPS (THB/Share)	0.056		0.059			

BUSINESS OVERVIEW

Unit Million Baht, %



YoY: Q1/2026 vs Q1/2025

The Company has sales revenue for the 3-month period ended March 31, 2026 amounted to THB 520.68 million, representing a decrease of THB 53.10 million or 9.25% as compared to the same quarter of previous year. Gross profit for the period was THB 70.61 million, corresponding to a gross profit margin of 13.56%, a decreased of 21.04% as compared to the same quarter of previous year. The key drivers by product group were as follows.

- Animal Health Products** Sales revenue reached THB 103.53 million, decreased by 9.77% as compared to the same quarter of previous year. Gross profit amounted to THB 14.86 million, with a margin of 14.35%. The decreased, attributable to lower sales to overseas customers as a result of the continued closure of the Thailand–Cambodia border since mid-2025. Nevertheless, domestic sales continued growth, supported by an expanded customer base and the launch of new products.
- Nutrition Products** Sales revenue reached THB 80.98 million, increased by 17.97% as compared to the same quarter of previous year. Gross profit amounted to THB 20.48 million, with a margin of 25.28%. The growth was primarily driven by domestic sales of feed additive products and enzyme product.
- Diagnostic Products** Sales revenue reached THB 153.30 million, increased by 9.70% as compared to the same quarter of previous year. Gross profit amounted to THB 20.26 million, with a margin of 13.22%. This performance driven by the continued growth in sales of companion animal diagnostic products.
- Ingredient Products** Sales revenue reached THB 108.68 million, decreased by 28.27% as compared to the same quarter of previous year. Gross profit amounted to THB 2.85 million, with a margin of 2.62%. The decline in sales was driven by fluctuations in raw material prices.
- Complete Feed Products** Sales revenue reached THB 68.96 million, decreased by 27.62% as compared to the same quarter of previous year. Gross profit amounted to THB 12.53 million, with a margin of 18.17%. The decreased, attributable to lower sales of complete feed for companion animals following the termination of distributorship agreement and the Company is currently in the process of sourcing and selecting products and manufacturers as a product distributorship.
- Other Products** Sales revenue reached THB 5.23 million, increased by 35.61% as compared to the same quarter of previous year. Gross loss amounted to THB 0.36 million, with a loss margin of 6.95%. Due to the below cost of products for dispose of animal carcasses sales. Nevertheless, the Company recognized other income from the reversal of the allowance for slow-moving inventory amounting to THB 4.64 million, which had been recorded in 2025.

BUSINESS OVERVIEW

Distribution Costs

Distribution Costs for the three-month period ended March 31, 2026 amounted to THB 34.68 million, decreased by THB 4.22 million or 10.85% as compared to the same quarter of previous year. The ratio of distribution costs to total revenue for the first quarter of 2026 and 2025 representing 6.40% and 6.62% respectively. Due to the Company's commitment to enhancing distribution cost efficiency in alignment with market conditions and the 2026 global energy crisis. For instance, energy reduction policies have been implemented to optimize expense management.

Administrative Expense

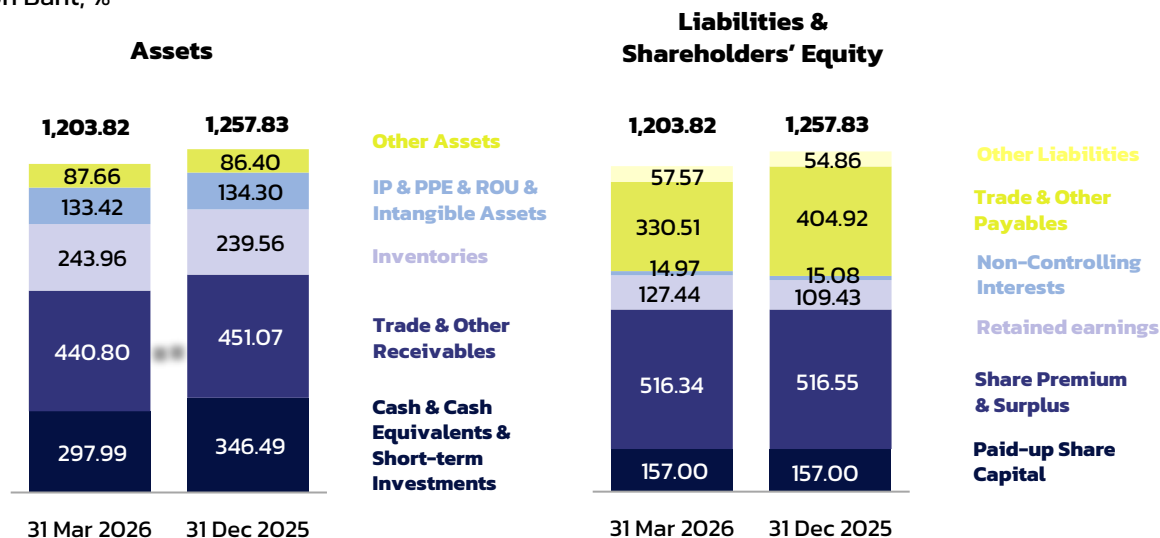
Administrative expense for the three-month period ended March 31, 2026 amounted to THB 28.04 million, decreased by THB 6.07 million or 17.80% as compared to the same quarter of previous year. The ratio of administrative expense to total revenue for the first quarter of 2026 and 2025 representing 5.17% and 5.81% respectively. The slightly decrease was mainly attributable to the Company's efforts to control office expenses, as well as workforce optimization initiatives under the Business Unit combined plan, in order to improve overall cost efficiency.

Profit for the Period

Net profit for the three-month period ended March 31, 2026 and 2025 amounted to THB 17.53 million and THB 18.62 million respectively, representing to net profit margin 3.57% and 3.33% respectively. The net profit margin for the first quarter of 2026 increased slightly compared to 2025, mainly due to the Company's improved expense management, which contributed to the higher net profit margin.

FINANCIAL POSITIONS

Unit: Million Baht, %



Total Assets

Total assets as of March 31, 2026 amounted to THB 1,203.82 million, decreased by THB 54.01 million or 4.29% as compared to the end of previous year. The major assets are cash and cash equivalents and short-term investments, trade and other receivables, inventories and fixed assets. The significant changes were such as:

- **Cash and cash equivalents and short-term investments** Decreased by THB 48.50 million or 14.00%, mainly due to a reduction in trade payables following scheduled payments to suppliers.
- **Trade and other receivables** Decreased by THB 10.27 million or 2.28%, due to lower sales compared to the end of the previous year. Additionally, the Company's ongoing strict credit control policy.
- **Inventories** Increased by THB 4.40 million or 1.84%, due to inventory purchases in accordance with the Company's normal sales plan to prepare for distribution during this year.

Total Liabilities

Total liabilities as of March 31, 2026 amounted to THB 388.08 million, decreased by THB 71.69 million or 15.59% as compared to the end of previous year. The major liabilities are trade and other payables. The significant changes were such as:

- **Trade and other payables** Decreased by THB 74.41 million or 16.18%, mainly due to the Company's normal payment cycle.

Shareholders' Equity

Shareholders' Equity as of March 31, 2026 amounted to THB 815.75 million, increased by THB 17.70 million or 2.22% as compared to the end of previous year. As the Company recorded an operating profit of THB 19.37 million for the first quarter period ended.

STATEMENT OF CASH FLOWS

Statement of Cash Flows	2026	2025	Change
(January - March)	(THB Mil.)	(THB Mil.)	(THB Mil.)
<i>Profit for the period</i>	19.37	19.54	(0.17)
<i>Net Cash Provided by (Used in) Operating Activities</i>	(44.05)	6.66	(50.71)
<i>Net Cash Provided by (Used in) Investing Activities</i>	33.62	(36.38)	70.00
<i>Net Cash Provided by (Used in) Financing Activities</i>	(0.27)	(47.48)	47.21
Net increase (decrease) in cash and cash equivalents	(10.70)	(77.19)	66.49
Cash and cash equivalents, at beginning of period	52.30	128.09	(75.79)
Cash and cash equivalents, at end of period	41.60	50.90	(9.30)

FINANCIAL RATIO

Financial Ratio	31 March 2026	31 March 2025
Liquidity Ratios (Times)		
Current Ratio	2.67	2.63
Quick Ratio	1.89	1.65
Profitability Ratios (%)		
Return on Equity (ROE)	5.28	9.37
Efficiency Ratio (%)		
Return on Asset (ROA)	3.46	6.20
Leverage Ratios (Times)		
Debt to Equity Ratio	0.48	0.48