



KLINIQ

17

YEAR ANNIVERSARY

LEADING THE FUTURE OF
AESTHETIC, WELLNESS & LONGEVITY

Summary of Q1/2026 Financial Performance

Unit: THB Million

Statement of Income	Consolidated Financial Statement Q1/2025	%	Consolidated Financial Statement Q1/2026	%	%Change
Revenue from Sales and Service	813.89	100.0%	1,086.26	100.0%	33.5%
Cost of Sales and Service	400.74	49.2%	526.08	48.4%	31.3%
Gross Profit	413.15	50.8%	560.18	51.6%	35.6%
Selling Expenses	213.98	26.3%	271.67	25.0%	27.0%
Administrative Expenses	91.98	11.3%	133.49	12.3%	45.1%
EBITDA	191.71	23.6%	252.09	23.2%	31.5%
Net Profit	84.82	10.4%	121.24	11.2%	42.9%
Number of branches	73		82		

As of 31 March 2026, the Company has 82 branches. The Company has 45 THE KLINIQUE branches, 26 L.A.B.X branches, 1 THE KLINIQUE SURGERY CENTER, 8 L'CLINIC branches, 1 KLINIQ WELLNESS SPA branch and 1 ACNE LABS CLINIC branch.

Same Store Sales Growth (SSSG) Cash Sales of Q1/2026 has grown 19.5% from the same period last year.

Revenue from Sales and Service

In Q1/2026, the Company's total revenue from sales and services was THB 1,086.26 million, increased of 33.5% from the same period in 2025 because of expanding 9 branches to reach more customer groups, investing in medicines and medical equipment to provide a wide range of services, promotions for the target customers, and the growth of revenue from all brands

Gross Profit

The Company's Q1/2026 gross profit was THB 560.18 million, increased of 35.6% from the same period last year, which is in line with rising earnings. This resulted in a decrease in the proportion of fixed costs, such as expertise personnel costs, rental expenses, etc. The gross profit margin of consolidated financial statements for Q1/2026 increased to 51.6%.

Selling, General, and Administrative (SG&A) Expenses

In Q1/2026, SG&A was THB 405.16 million, an increase of THB 99.20 million from the same period of last year. Fixed expenses such as personnel expenses, rental expenses, depreciation expenses, etc. have lower proportion because the earnings increased significantly. In addition, marketing and selling expenses were monitored and controlled closely. However, the closure of 3 branches resulted in a slight decrease in the ratio of SG&A to revenue 37.3% dropping from 37.6% of the same period last year.

Net Profit

The Company recorded a net profit of THB 121.24 million in Q1/2026, 42.9% increased from the same period last year. The net profit margin was 11.2%, increasing from Q1 of the prior year due to higher gross profit and the decrease in the ratio of SG&A to revenue.

Statement of Financial Position

Unit:THB Million

Financial Position	Consolidated Financial Statement YE/2025	%	Consolidated Financial Statement Q1/2026	%	%Change
Assets					
Current Assets	1,237.90	37.1%	1,453.15	41.0%	17.4%
Non-current Assets	2,101.36	62.9%	2,095.36	59.0%	-0.3%
Total Assets	3,339.26	100.0%	3,548.51	100.0%	6.3%
Liabilities					
Current Liabilities	1,020.31	30.6%	1,141.97	32.2%	11.9%
Non-current Liabilities	537.65	16.1%	503.99	14.2%	-6.3%
Total Liabilities	1,557.96	46.7%	1,645.96	46.4%	5.6%
Shareholder's Equity	1,781.31	53.3%	1,902.55	53.6%	6.8%
Total Liabilities and Shareholder's Equity	3,339.26	100.0%	3,548.51	100.0%	6.3%

Total Assets

As of 31 March 2026, the Company's total assets were at THB 3,548.51 million, increasing by 6.3% from the previous year due to the increase in cash and financial assets at fair value through profit or loss, the investment in medical equipment, and the increase in medicine and supplies.

Total Liabilities

As of 31 March 2026, the Company's total liabilities were at THB 1,645.96 million, increasing by 5.6% from the previous year due to the increase in service income received in advance, liabilities from medical equipment, medicine and supplies, and income tax payables.

Total Shareholder's Equity

As of 31 March 2026, the Company's total shareholder's equity was at THB 1,902.55 million, increasing by 6.8% from the prior year due to the increase in retained earnings.

Cash Flow

Unit: THB Million

Cash Flow Statement	Consolidated Financial Statement Q1/2025	Consolidated Financial Statement Q1/2026	% Change
Net cash flows from operating activities	210.37	289.75	37.7%
Net Cash flows from (used in) investment activities	86.77	(108.85)	-225.4%
Net cash flows from (used in) financial activities	(11.78)	(41.53)	252.4%

Net cash flows from operating activities increased from the same period last year by 37.7%. The main reason is the increase in cash sales.

Net cash flows used in investment activities increased from the same period last year by 225.4% because the Company increased the investment in financial assets at fair value through profit or loss. While the Company decreased short-term investment, received cash from disposal of equipment and received higher financial income in the same period last year.

Net cash flows used in financial activities increased from the same period last year by 252.4% because the Company has higher payment of the leasing contracts and the subsidiary received cash from issuing new ordinary shares.

Key Financial Ratios

Key Financial Ratios	Consolidated Financial Statement Q1/2025	Consolidated Financial Statement Q1/2026
Gross profit margin	50.8%	51.6%
Net profit margin	10.4%	11.2%
Return on assets	13.6%	15.7%
Return on equity	18.5%	21.7%
Current ratio	1.42	1.27
Interest bearing debt	0.003	0.007

Gross profit margin increased because of the increase in revenue which resulted in a decrease in the proportion of fixed costs.

Net profit margin increased because of the increase in gross profit margin and the control of SG&A expenses.

Return on assets increased because the increase in profit was higher than the increase in assets.

Return on equity increased because the increase in profit was higher than the increase in equity. Equity increased from the retained earnings.

Current ratios decreased from the increase in service income received in advance, liabilities from medical equipment, medicine and supplies.

Interest bearing debt increased from the increase in liabilities from rental contract.