



HEALTHLEAD PUBLIC COMPANY LIMITED
Financial Performance Q3/2023
OPPORTUNITY DAY



December 18, 2023

	Group Structure
	Business Overview
	Industry Overview
	Future Project
	Financial Highlights
	Q&A

Part I

Group Structure





Holding Company

Registered Capital : 136 million Baht

Paid-up Capital : 136 million Baht

100.00%

100.00%

ICARE HEALTH

Healthiness

HEALTHINESS CO.,LTD.

Pharmacy Retailer

Registered Capital : 165 million Baht

Paid-up Capital : 165 million Baht

Developer and Distributor of Health-related products

Registered Capital : 35 million Baht

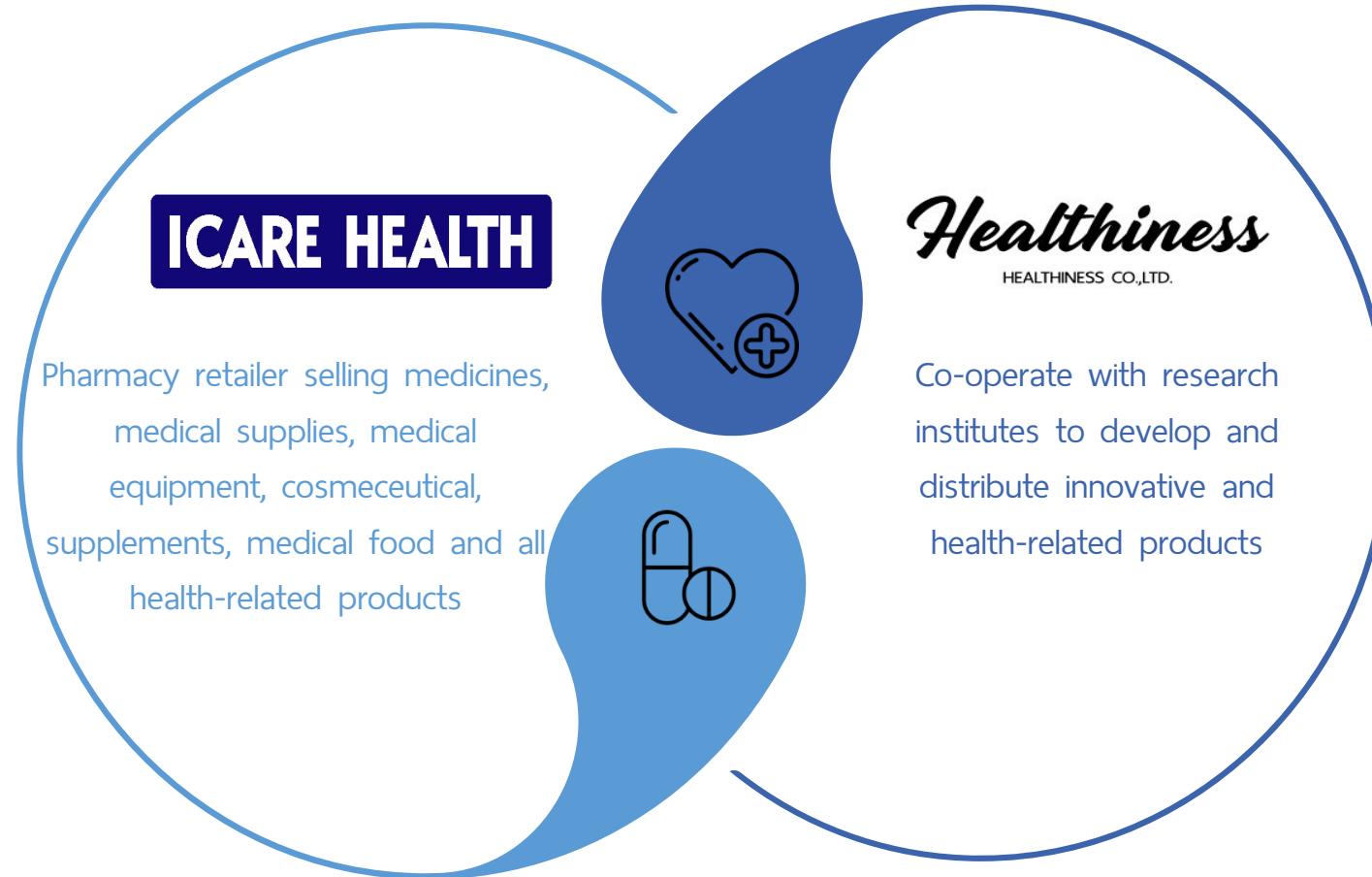
Paid-up Capital : 35 million Baht

Remark : Data as of March 31, 2022



Part II

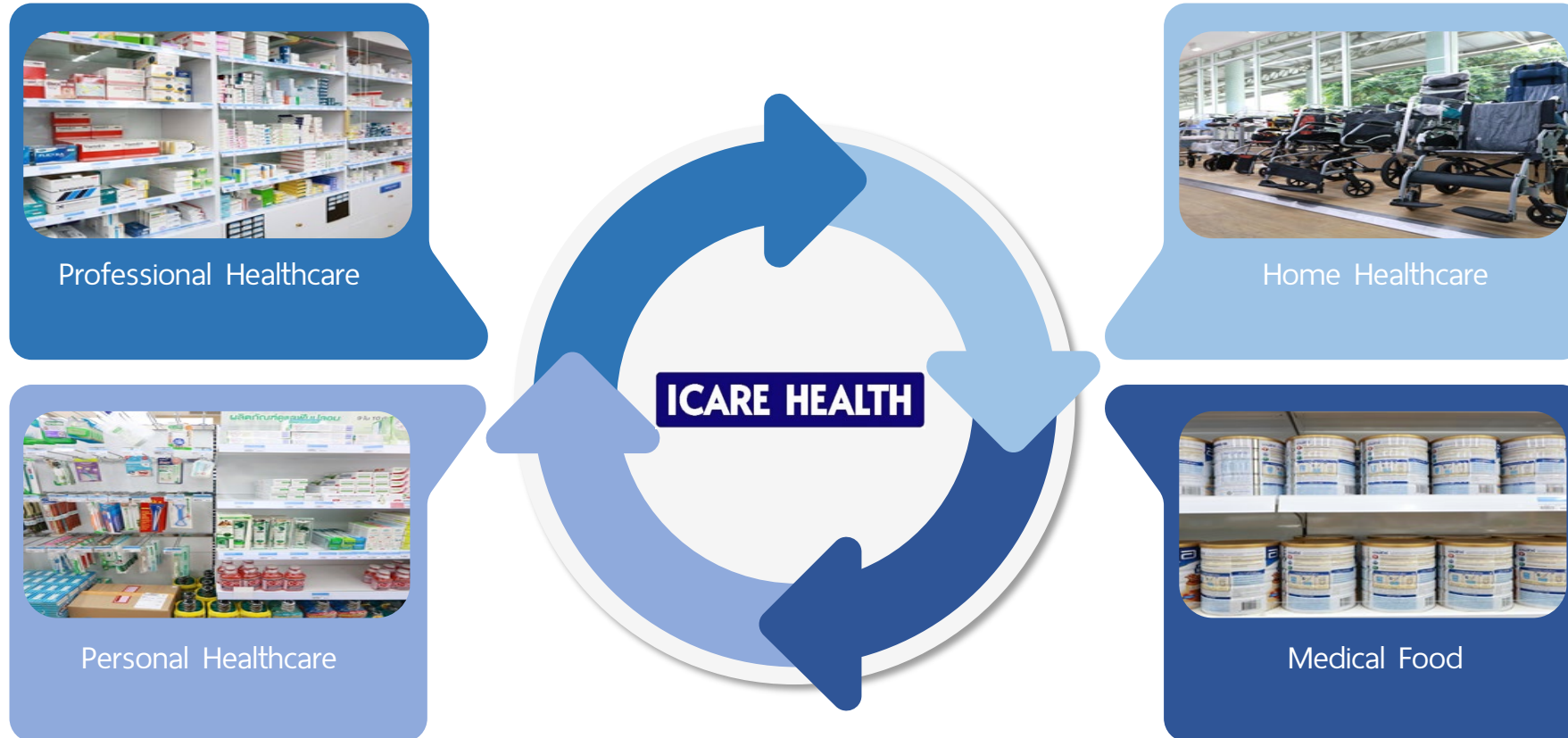
Business Overview





Business Model: Icare Health Co., Ltd.

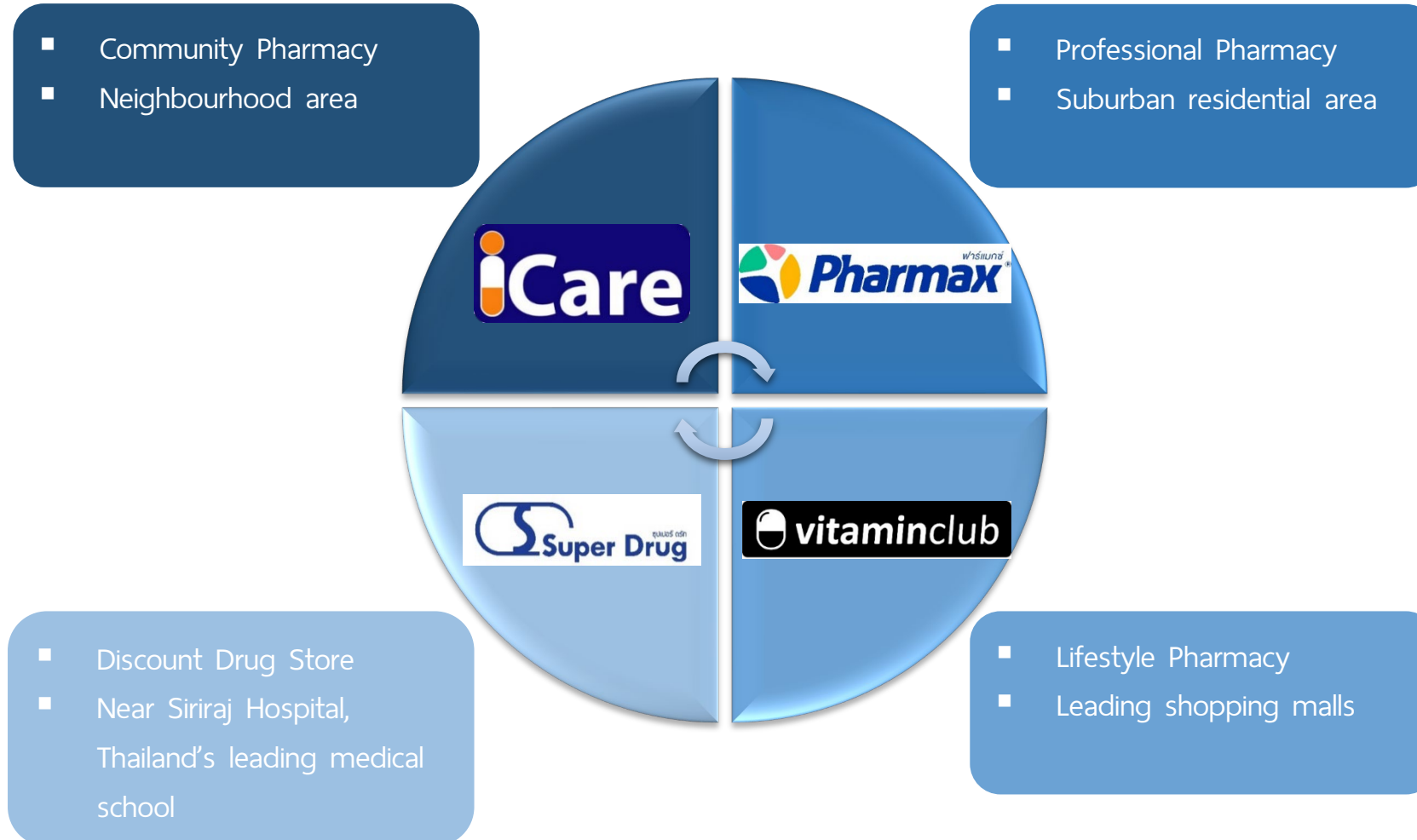
Our pharmacies carry products ranging over 10,000 SKUs including medicines, cosmeceutical, supplements, medical supplies and equipment and all health-related products divided into four categories:





Our Brands: Icare Health Co., Ltd.

Consists of four brands: iCare, Pharmax, vitaminclub and SuperDrug



Our Brands: Icare Health Co., Ltd.

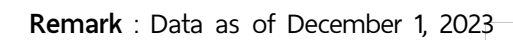


Brand	Stores	Branches & Locations				
	25	Thotsakan Intersection	Save Center	Sai 2 Market	Prachaniwet 1	Seri Market Rama 9
		The Trio	Senee Market, Phet Kasem 28	Phet Kasem 56	Victoria Garden	Thanommit Market
		Lasalle	Ratchayothin	Susco Ekkachai 101	Susco Phuttha Bucha	Thonburi Market Place
		Bangchak Thakham	Ramintra KM.8	Lotus Nongchok	Seri-Market Phutthamonthon Sai 5	Tha It Nonthaburi
		Thanya-Market Yai Aom	Lat Phrao 136	Foody Farm Bang Yai	Caltex Si Saman	Ramkhamhaeng 59

Remark : Data as of December 1, 2023

Brand	Stores	Branches & Locations				
	19	Praditmanutham	Chamchuri Square	Pure Place Ramkhamhaeng 110	Nuan Chan	The Jas Wang Hin
		The Nine Rama 9	Food Villa Ratchaphruek	The Street Ratchada	The Crystal Ekamai-Ramindra	Lotus Ladkrabang
		Robinson Ladkrabang	Krungthep Kreetha	Thonglor 13	Seacon Srinakarin	Ratchaphruek
		Fashion Island	Boonthavorn Suvarnabhumi	On nut	Lotus North Ratchaphruek	
	1	Central Pinklao				
	1	Thep Chareon Market				

Remark : Data as of December 1, 2023



Community Mall / Market

24



- Seri Market Rama 9
- Senee Market, Phet Kasem 28
- Phet Kasem 56
- Victoria Garden
- Thanommit Market
- Save Center
- Susco Ekkachai 101
- Susco Phuttha Bucha
- Thonburi Market Place
- Ratchayothin
- Bangchak Thakham
- Ramintra KM.8

NEW!

- Seri-Market Phutthamonthon Sai 5
- Thanya-Market Aom Yai
- Foody Farm Bang Yai
- Caltex Si Saman



- Pure Place, Ramkhamhaeng 110
- The Jas Wang Hin
- The Nine Rama 9
- Food Villa Ratchaphruek
- The Crystal Ekamai – Ramindra
- Krungthep Kreetha

NEW!

- On nut



- Thep Chareon Market

Stand Alone

12



- Thotsakan Intersection
- Sai 2 Market
- Prachaniwet 1
- The Trio
- Lasalle

NEW !

- Tha It Nonthaburi
- Lat Phrao 136
- Ramkhamhaeng 59



- Praditmanutham
- Nuan Chan
- Thonglor 13
- Ratchaphruek

Shopping Mall / Hypermarket

10



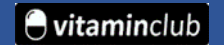
- Lotus Nongchok
-



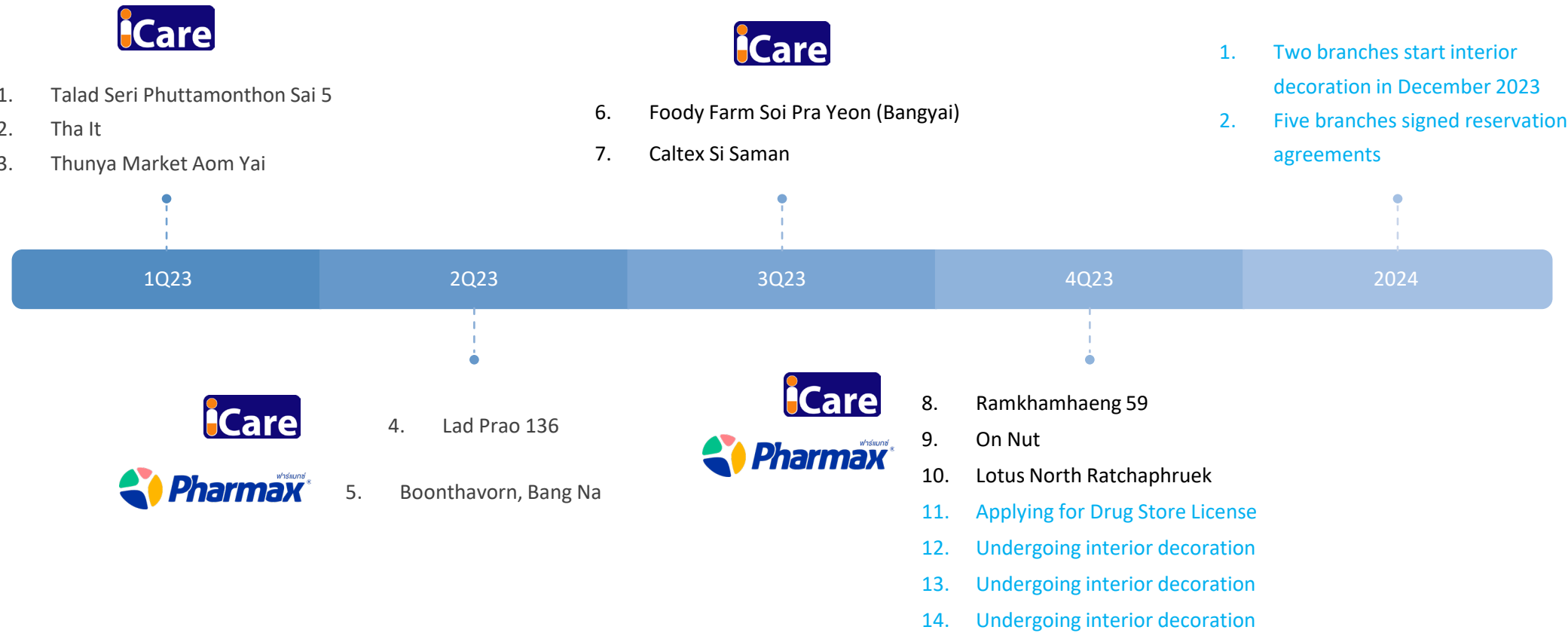
- Chamchuri Square
 - Fashion Island
 - The Street Ratchada
 - Lotus Ladkrabang
 - Robinson Ladkrabang
 - Seacon Srinakarin
-

NEW!

- Boonthavorn Suvarnabhumi
- Lotus North Ratchaphruek

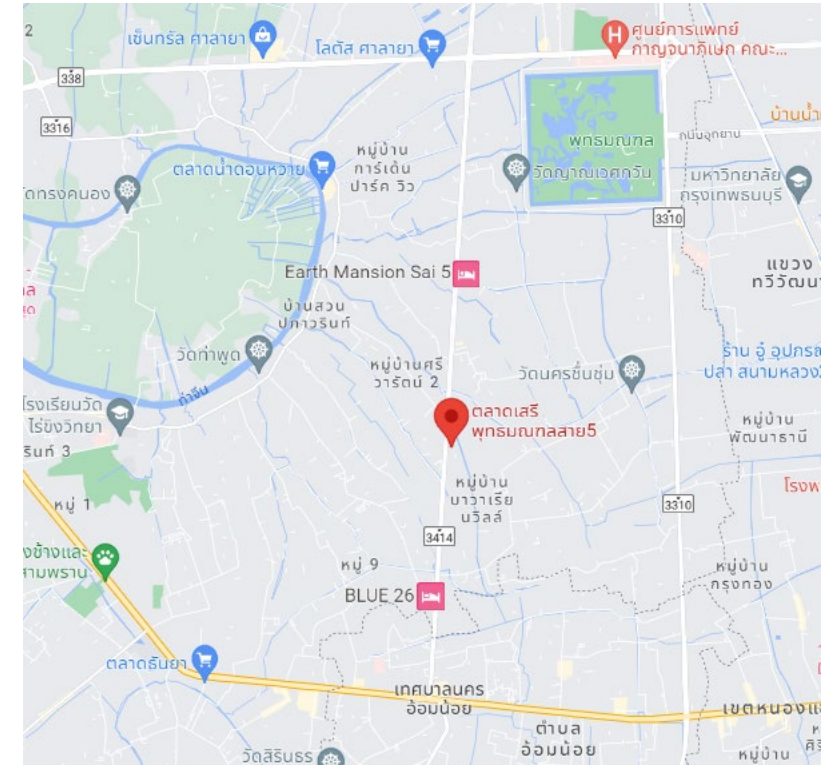


- Central Pinklao
-



Remark : Data as of December 1, 2023

New Branches - 2023



Source : Google Maps



Seri Market Phuttamonthon Sai 5

Address 64, Room A29, A30, Moo 11, Phutthamonthon Sai 5 Road,
Rai Khing Subdistrict, Sam Pran District, Nakhon Pathom

Opened March 1, 2023

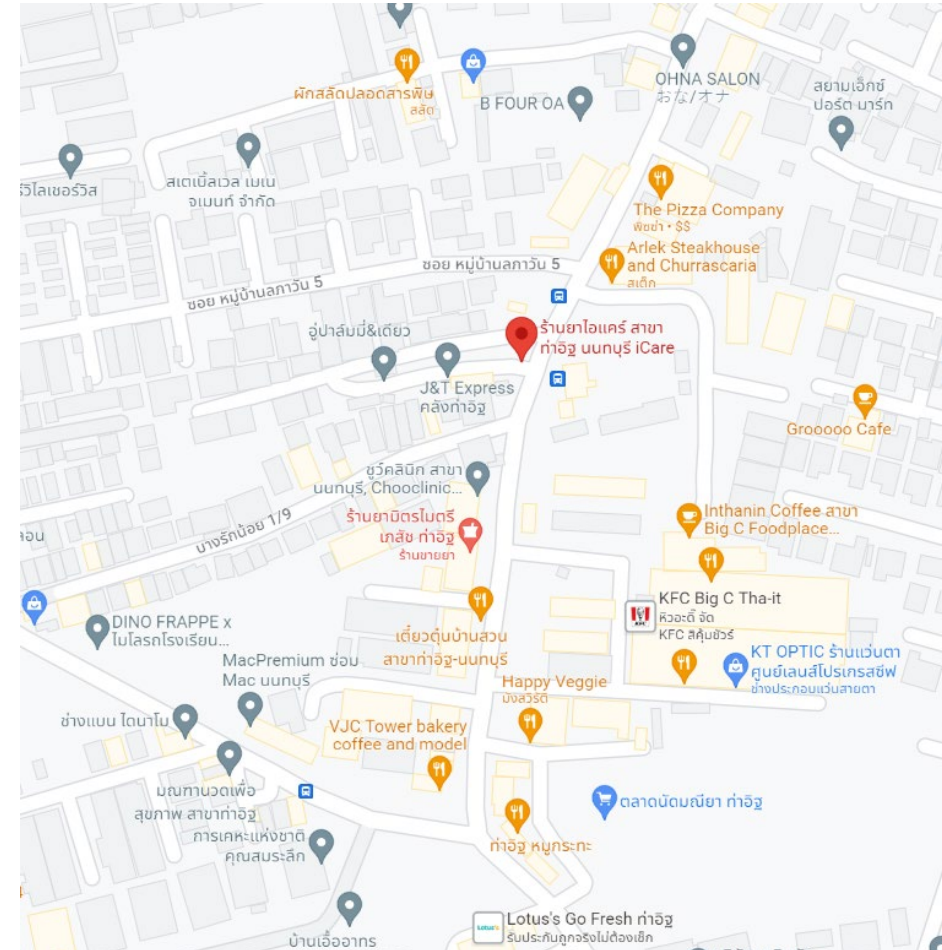
New Branches - 2023



Tha It Nonthaburi

Address 91/144-145 Moo 5, Bang Rak Noi Subdistrict,
Mueang Nonthaburi District, Nonthaburi

Opened April 21, 2023



Source : Google Maps

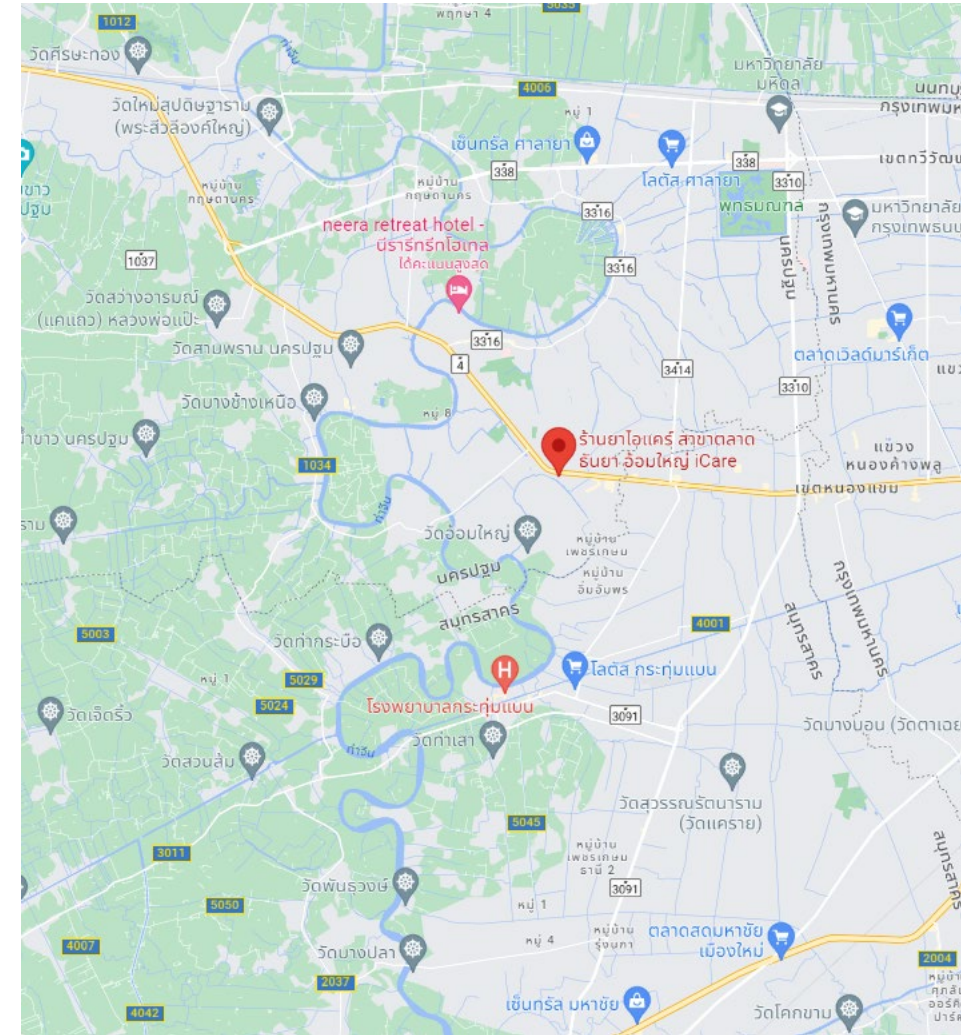
New Branches - 2023



Thanya Market, Aom Yai

Address 33/34 Moo 2, Aom Yai Subdistrict,
Sampran District, Nakhon Pathom

Opened April 28, 2023



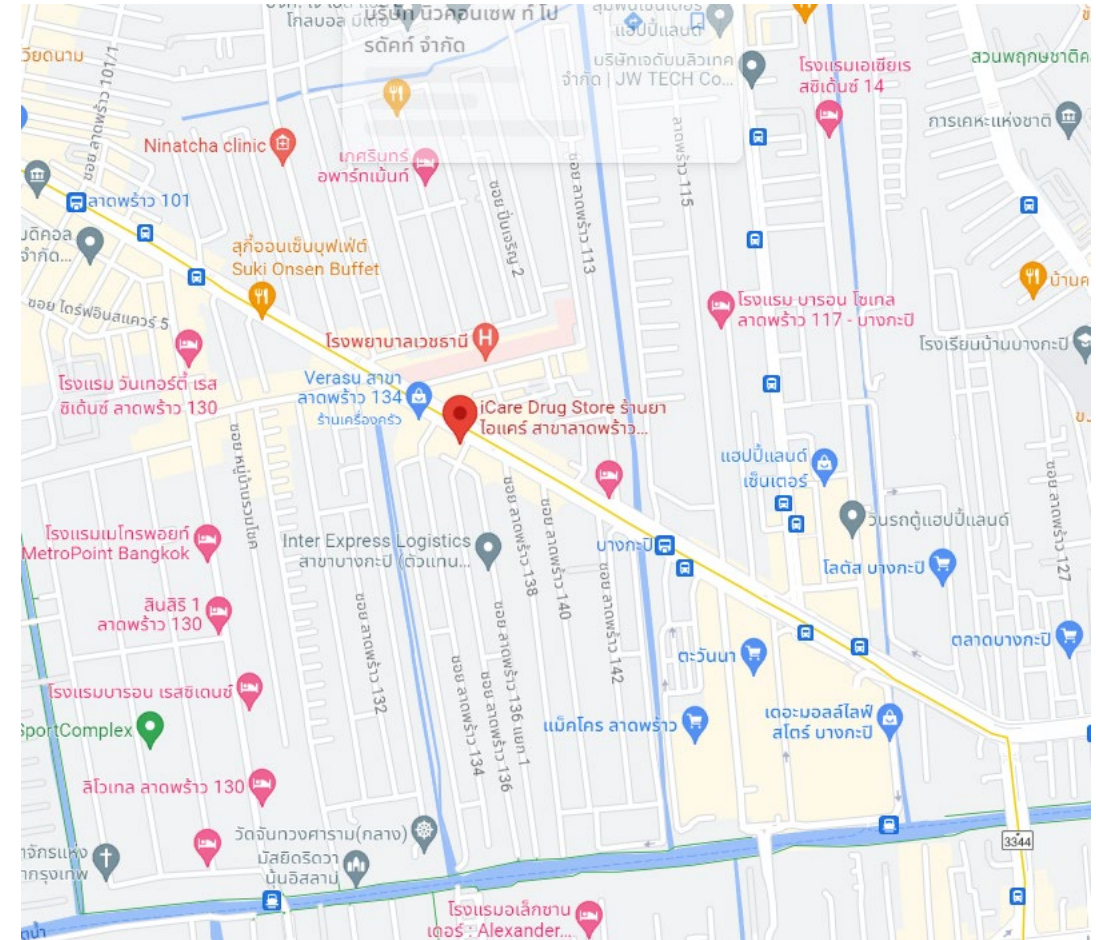
Source : Google Maps



Lat Phrao 136

Address 3466, Room No. 3, Soi Lat Phrao 136, Lat Phrao Road, Klong Jan Subdistrict, Bang Kapi District, Bangkok

Opened April 25, 2023



Source : Google Maps

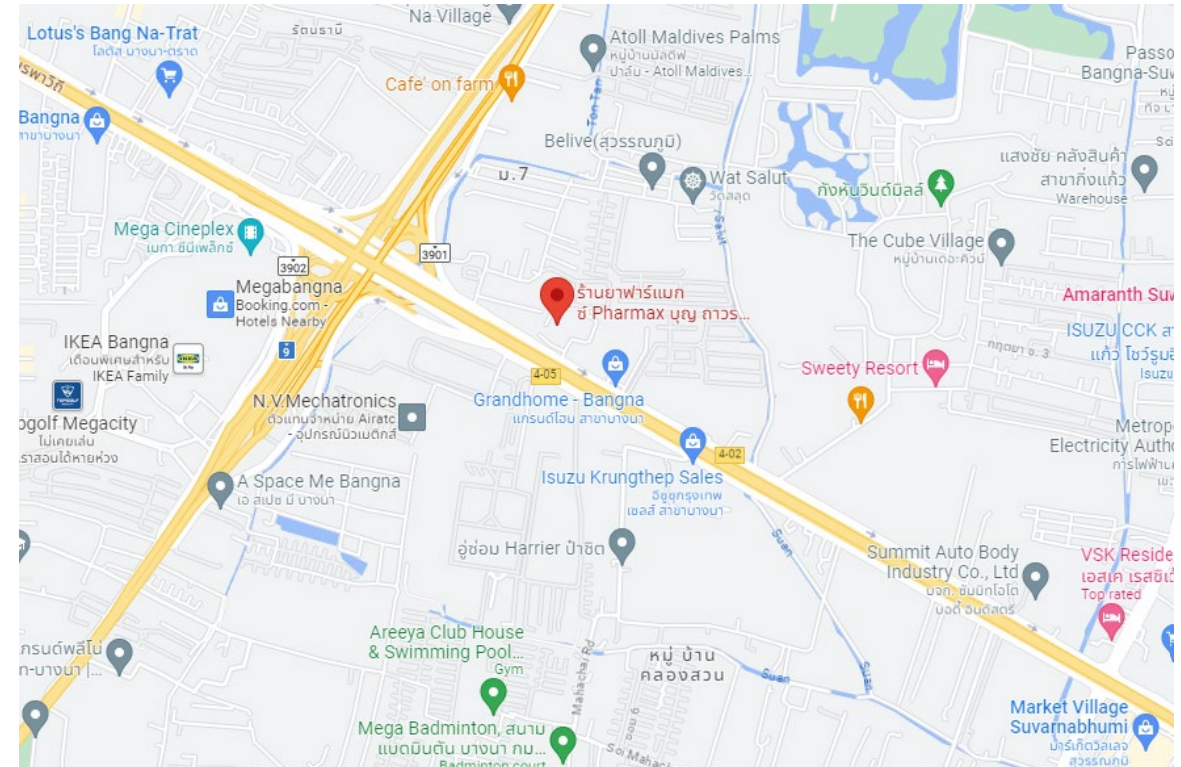
New Branches - 2023



Boonthavorn Suvarnabhumi

Address 15/2, A1-13 Area, Moo 14, Bang Phli Yai Subdistrict,
Bang Phli District, Samut Prakan

Opened June 5, 2023



Source : Google Maps

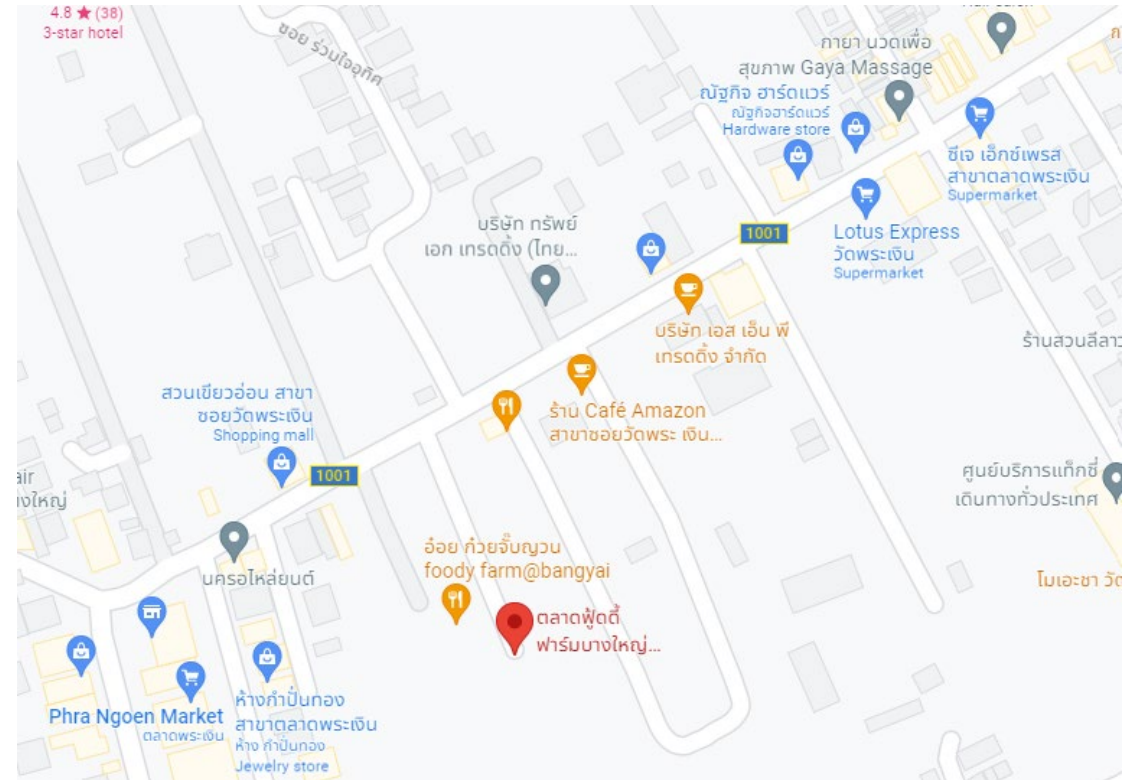
New Branches - 2023



FoodyFarm Bangyai

Address 88/88, Room FD-10,11,12, Moo 8,
Bang Muang Subdistrict, Bang Yai District,
Nonthaburi

Opened July 3, 2023



Source : Google Maps

New Branches - 2023



Caltex Si Saman

Address 323/2, Shop 1-4 Room, Moo 3, Ban Mai Subdistrict,
Pak Kret District, Nonthaburi

Opened Sep 15, 2023



Source : Google Maps

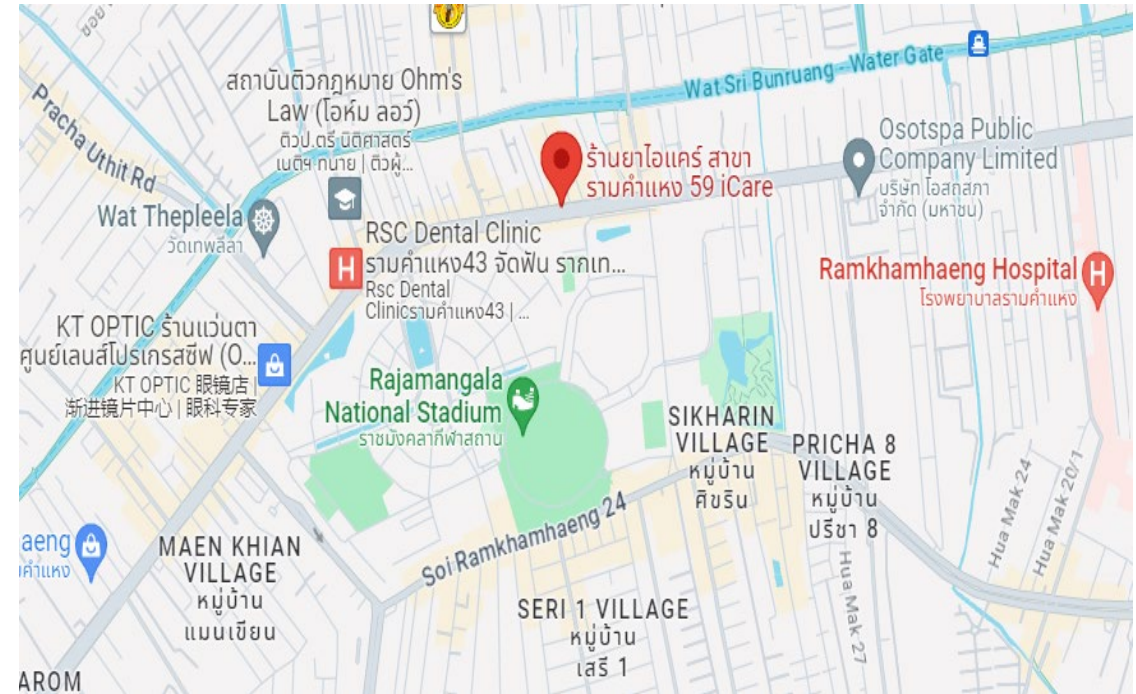
New Branches - 2023



Ramkhamhaeng 59

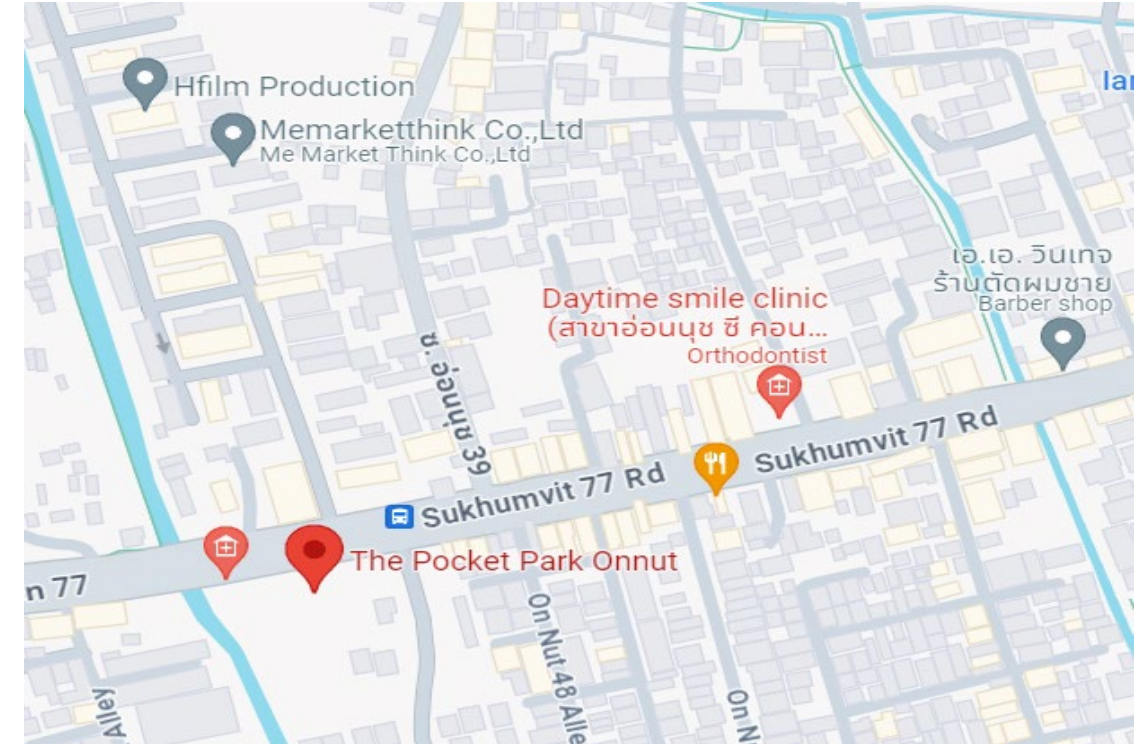
Address เลขที่ 517,517/1 Ramkhamhaeng 59 Alley,
Bang Kapi District, Bangkok 10240

Opened Oct 17, 2023



Source : Google Maps

New Branches - 2023

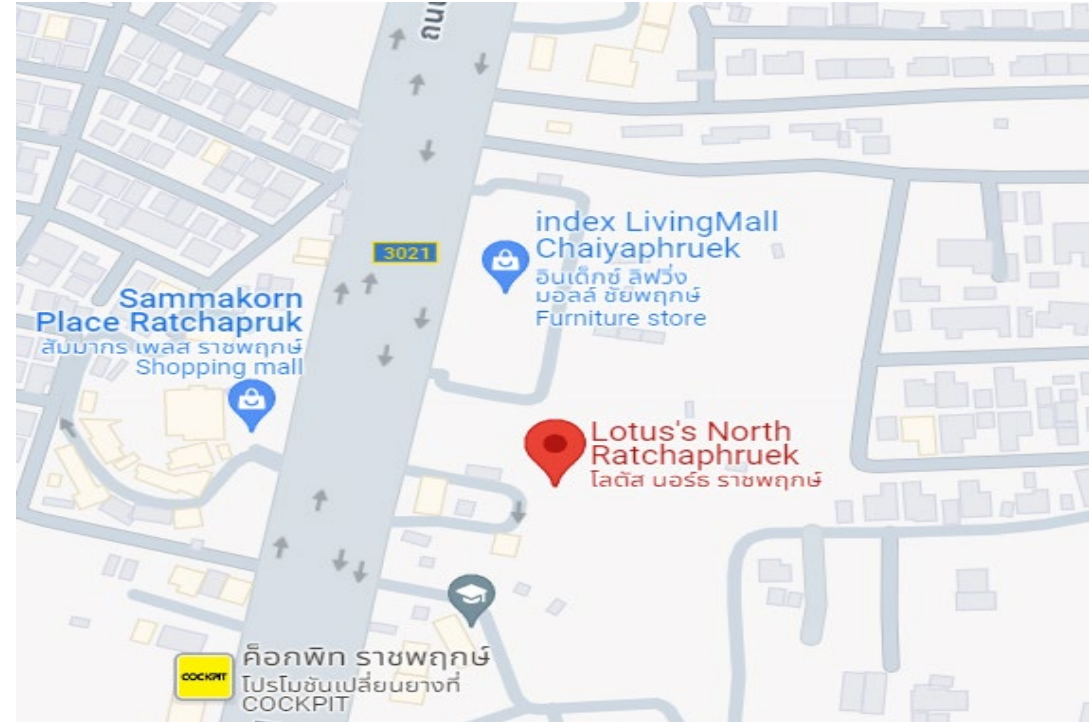


 On nut

Address 1762/1, P1-P5 The Pocket Park On nut ,On Nut Rd
Bangkok

Opened Nov 7, 2023

Source : Google Maps

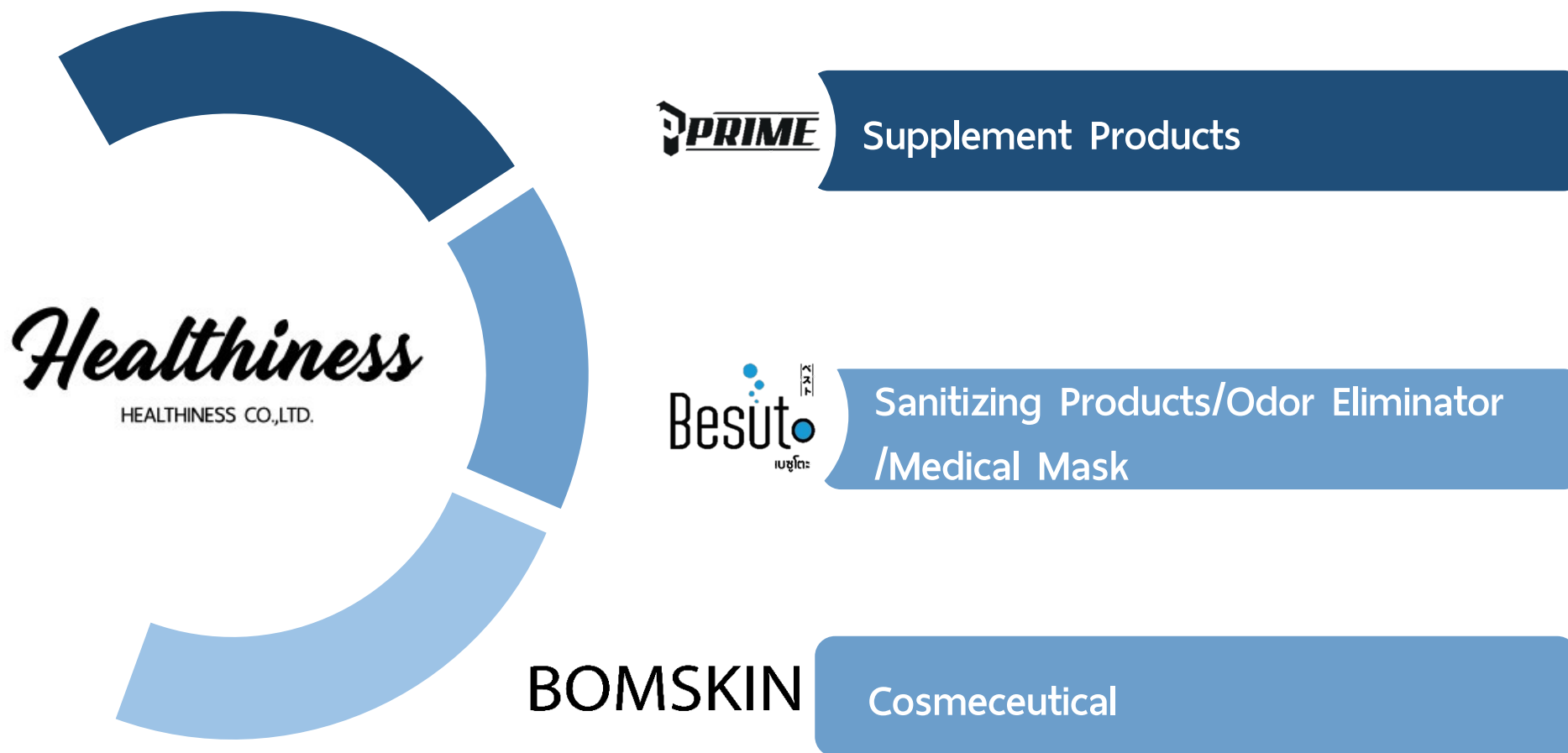


Lotus North Ratchaphruek

Address 30/17 PG028 F.1 Ratchaphruek Rd, Om Kret,
Pak Kret District, Nonthaburi 11120

Opened Dec 1, 2023

Source : Google Maps



Products: Healthiness Co., Ltd.



- Products 30 SKUs
- Wholesale distribution through other pharmacies
- Sell through our online channels
- Such as PRIME Calcium plus D&K, PRIME Acerola Cherry



- Products 9 SKUs
- Wholesale distribution through other retailers
- Sell through our online channels
- Such as Besuto 12 Hand Cleansing Gel, Besuto Mask, Besuto Mouth Spray



BOMSKIN

- Products 3 SKUs
- Wholesale distribution through other retailers
- Sell through our online channels
- Such as BOMSKIN ceramidin face cream, BOMSKIN Triple Ha Serum, BOMSKIN Triple Protection Sunscreen







Best Innovative Company Awards



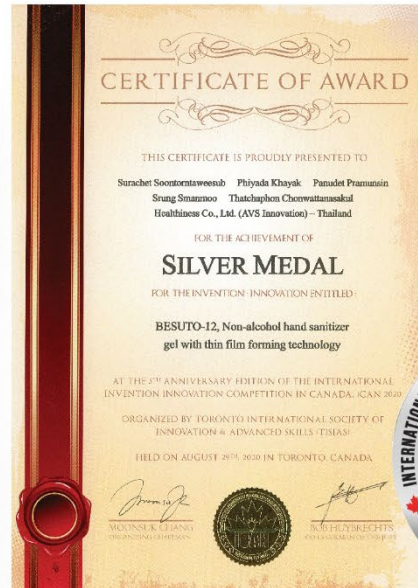
Outstanding Deal Awards :
Capital market Fund raising deal
(Offering size up to 3 bn THB)



Outstanding Innovative
Company Awards :
Company listed on mai



BESUTO 12



Silver Medal for the Invention Innovation Entitled:
BESUTO-12, Non-alcohol hand sanitizer gel with
thin film forming technology.



The 5th International Invention Innovation
Competition in Canada <ICAN 2020>
held on August 29th. 2020 in Toronto, Canada

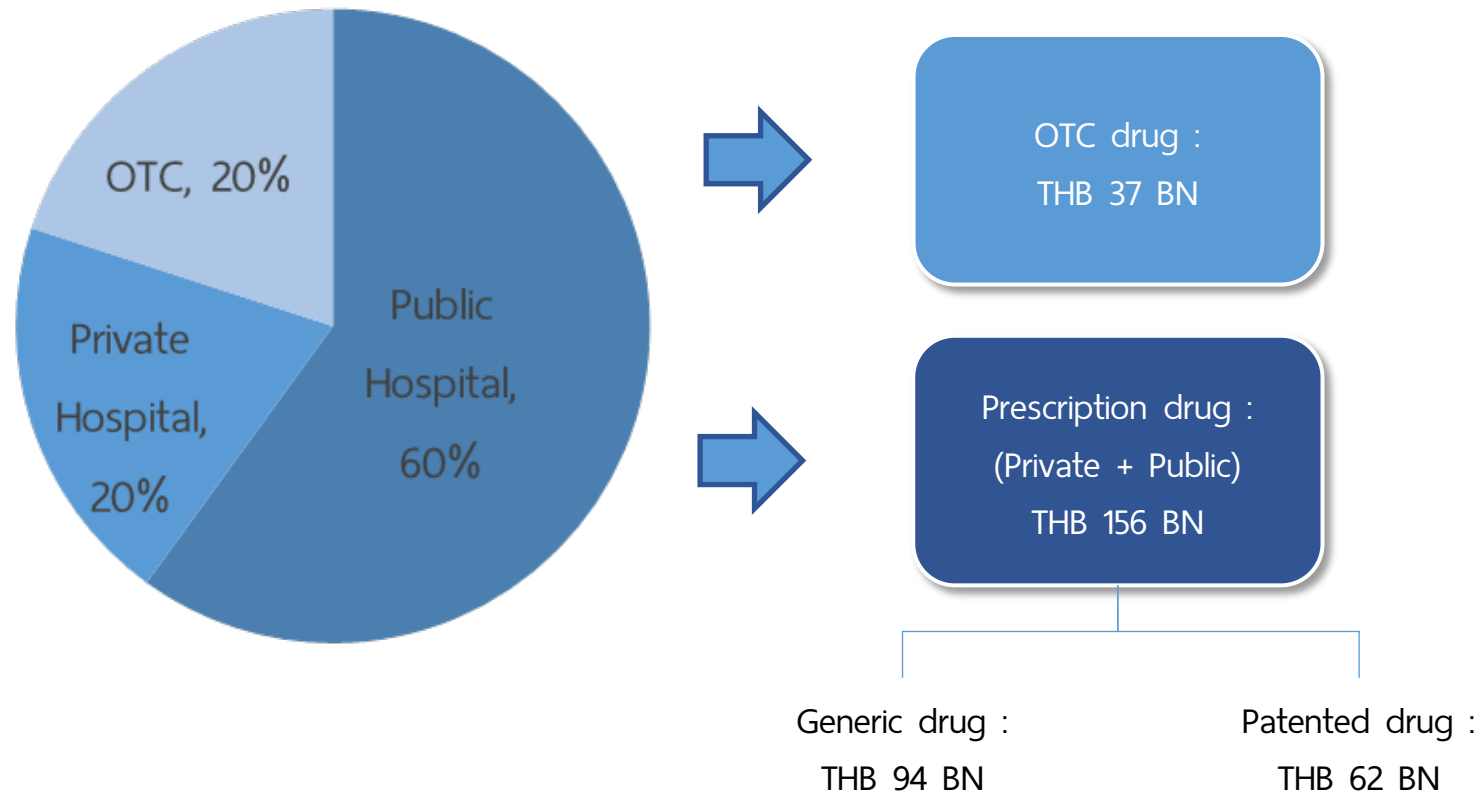




Part III

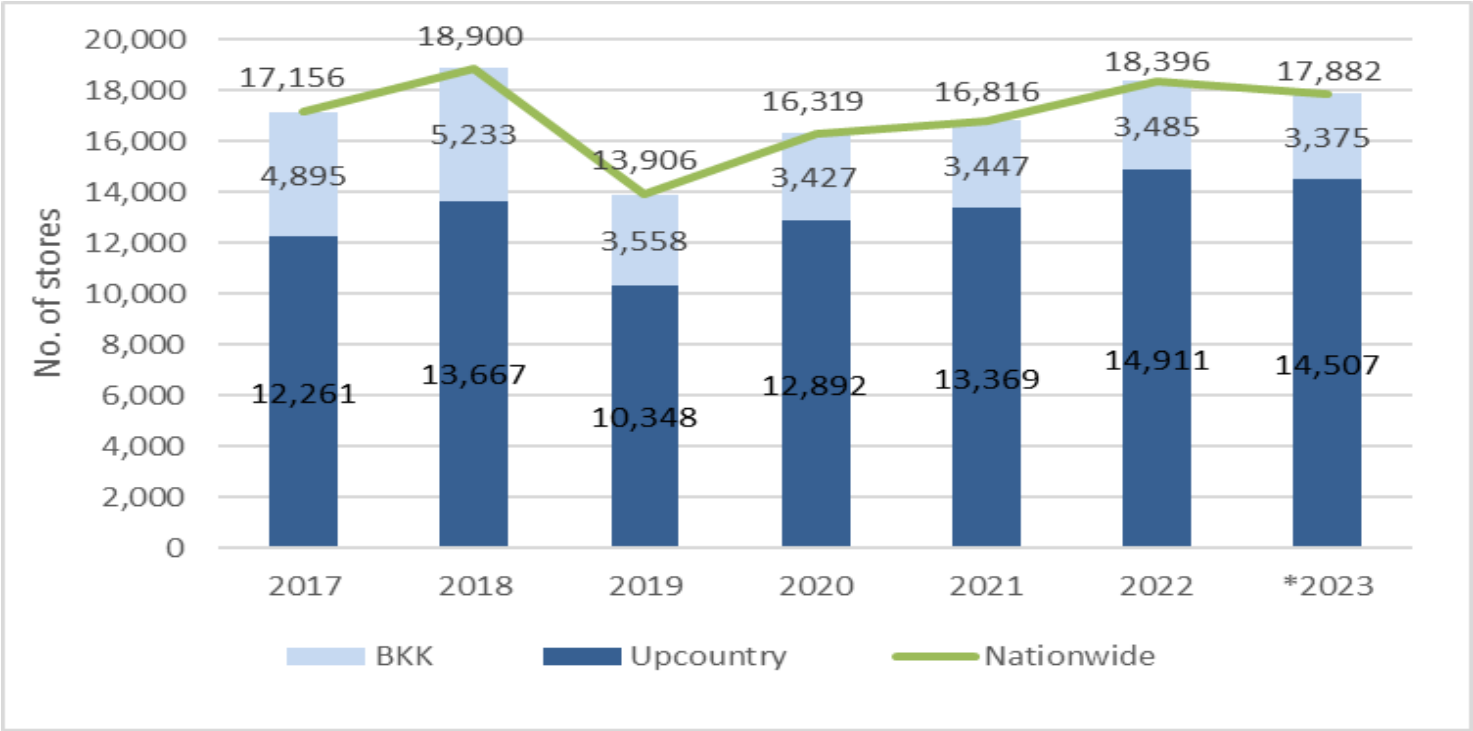
Industry Overview

Thailand's Medicine Market Value 2021



Source : Krungsri Research
(data as of December 6, 2022)

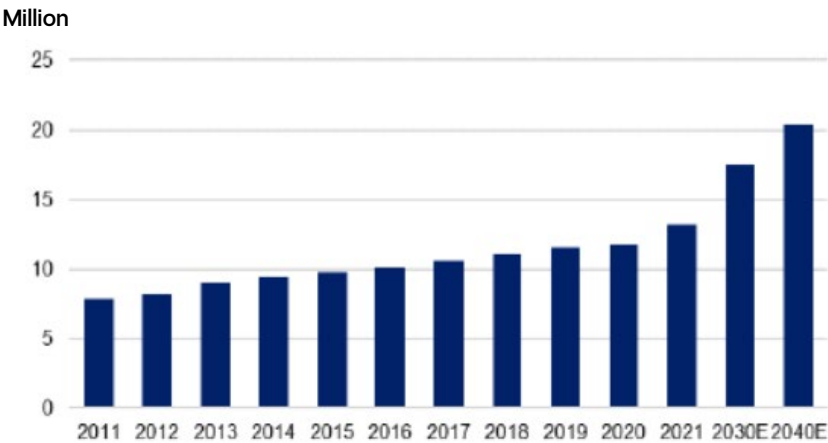
Number of Drug Stores (Type : Khor Yor 1)



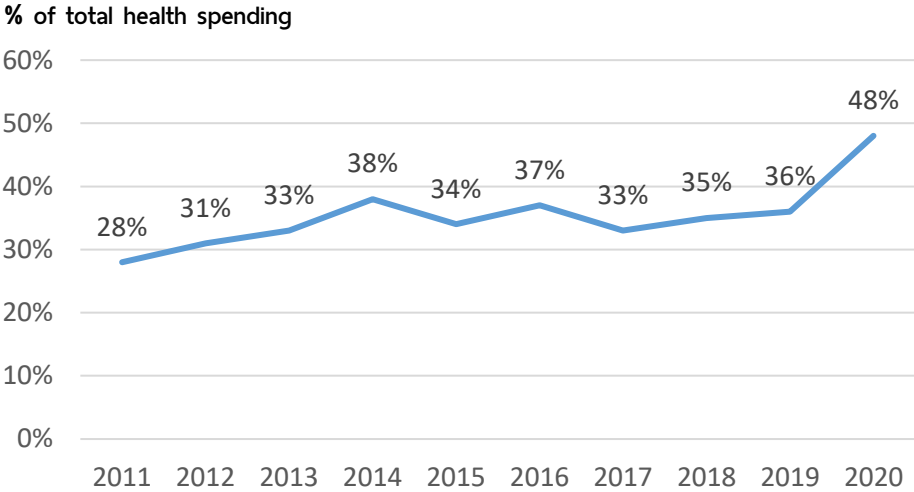
Remark: *2023 dated May 15, 2023

Source : National Statistical Office
(data as of May 15, 2023)

Elderly in Thailand (>60years)



Percentage of Medicine Spending to Total Healthcare Spending per Household

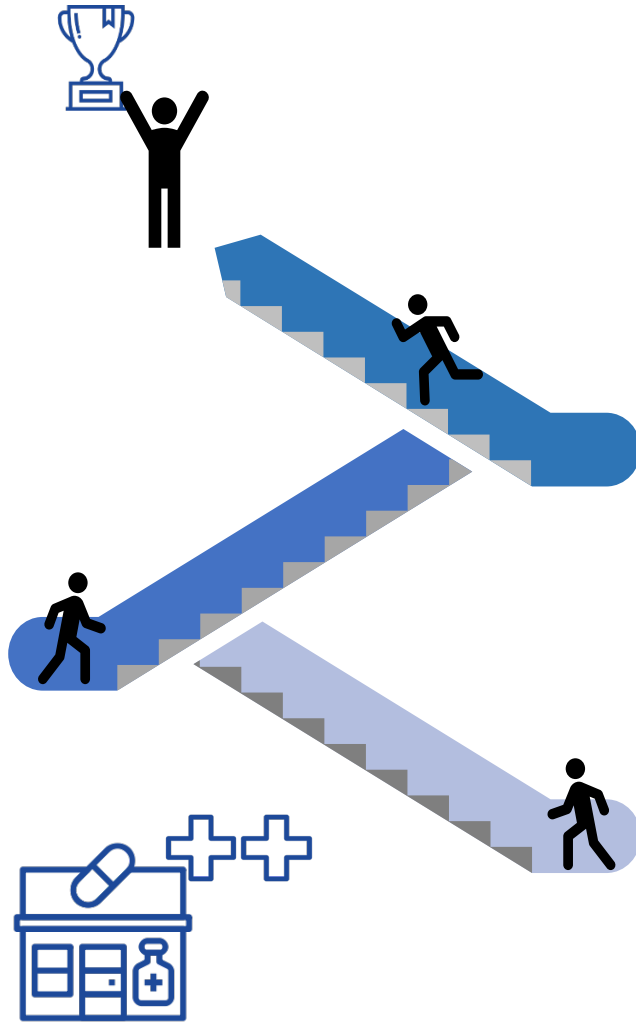


Source : National Statistical Office Thailand (NSO)



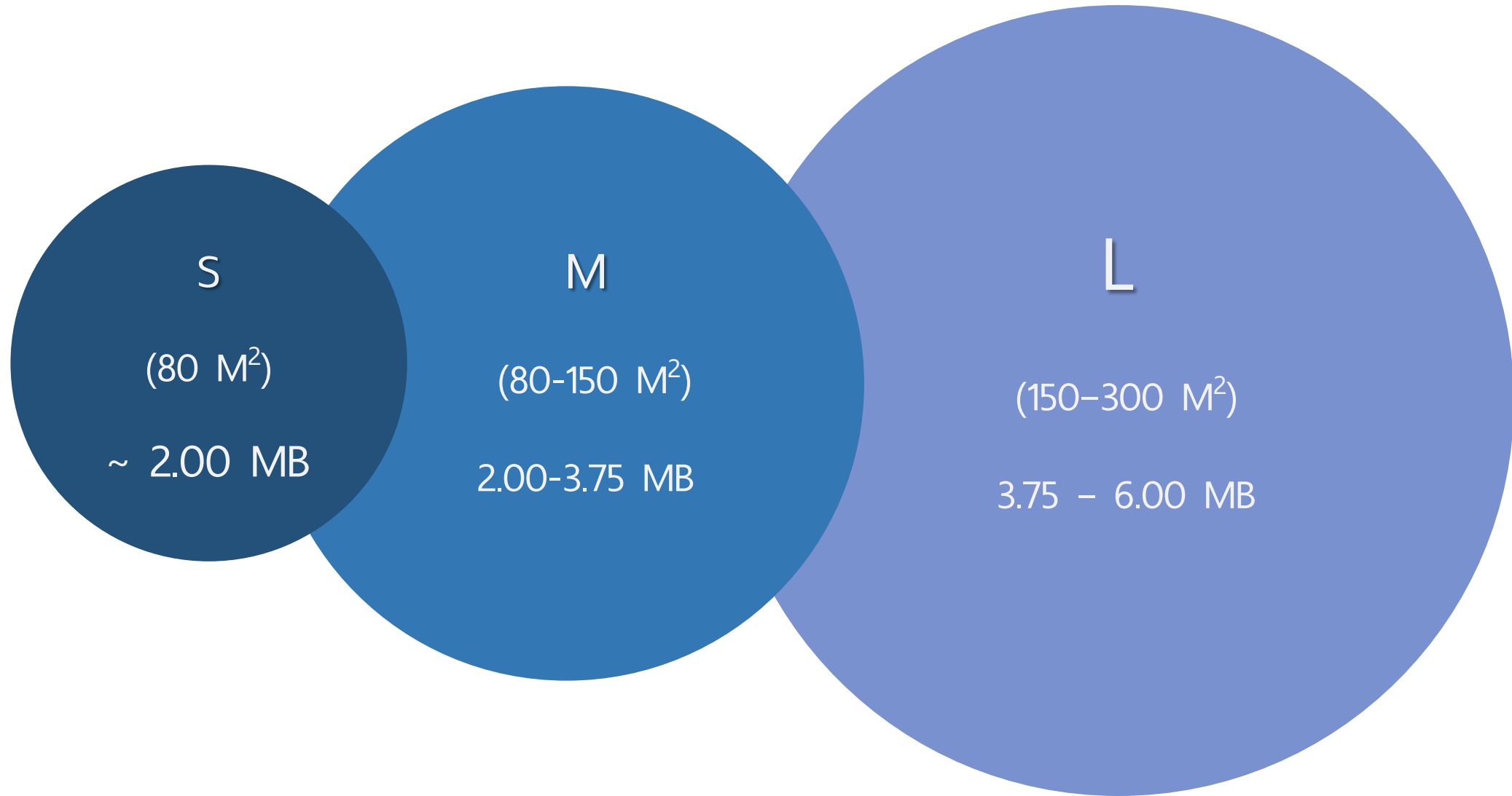
Part IV

Future Project



Branch Expansion and Renovation

- Plan to open 20 new stores in Bangkok and Metropolitan Area in 2024
- Plan to open 30 new stores in Bangkok and Metropolitan Area in 2025.
- HL will expand the new innovative products into Healthiness's portfolio and expand the channel of distribution for Prime, Besuto and BOMSKIN outside the Group.



Note: The above CAPEX does not include inventory



ร.ย.คุณภาพของฉันทัน

ให้บริการการเจ็บป่วยเล็กน้อย



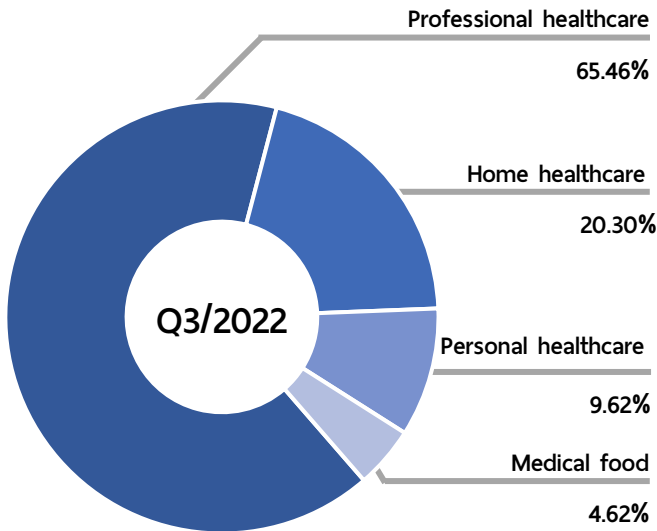
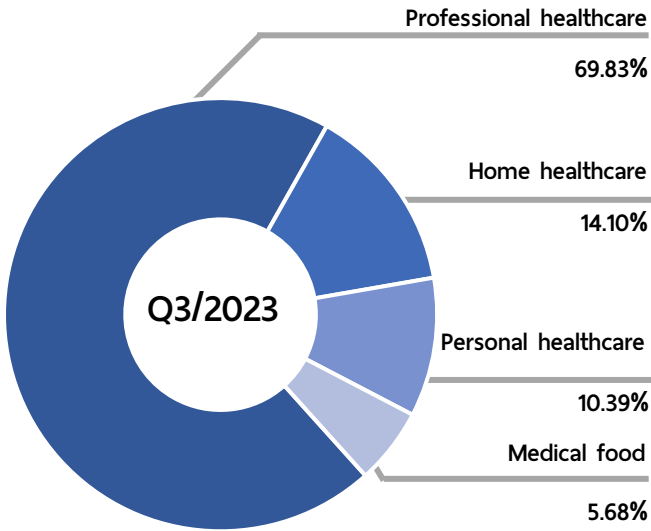


Part V

Financial Highlights

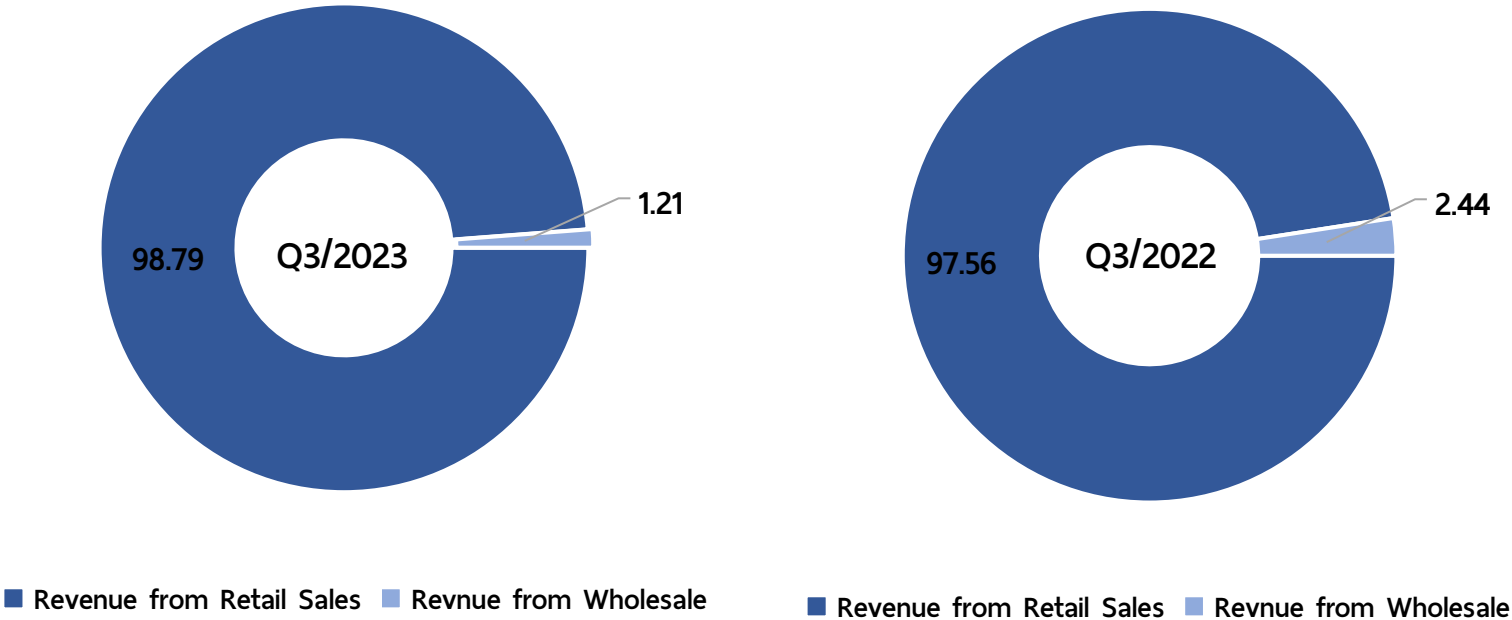
Sales Breakdown by categories

Total Revenue from Sales	Q3/2023		Q3/2022		Q2/2023		YoY		QoQ	
	MN THB	%	MN THB	%	MN THB	%	MN THB	%	MN THB	%
Revenues from Professional healthcare	286.86	69.83	260.24	65.46	271.47	68.37	26.62	10.23	15.39	5.67
Revenues from Home healthcare	57.91	14.10	80.69	20.30	63.70	16.04	-22.78	-28.23	-5.79	-9.08
Revenues from Personal healthcare	42.68	10.39	38.26	9.62	40.20	10.13	4.42	11.54	2.48	6.18
Revenues from Medical food	23.35	5.68	18.38	4.62	21.69	5.46	4.97	27.01	1.66	7.66
Total Revenues	410.80	100	397.58	100	397.05	100	13.22	3.33	13.75	3.46



Sales by Distribution Channels

Distribution Channels	Q3/2023		Q3/2022		Q2/2023		YoY		QoQ	
	MN THB	%	MN THB	%	MN THB	%	MN THB	%	MN THB	%
Revenue from Retail Sales	405.81	98.79	387.89	97.56	391.55	98.61	17.92	4.62	14.26	3.64
Revenue from Wholesale	4.99	1.21	9.69	2.44	5.5	1.39	-4.7	-48.5	-0.51	-9.27
Total Revenues from Sales	410.8	100	397.58	100	397.05	100	13.22	3.33	13.75	3.46



TOTAL REVENUES

416,566,354 THB

 3.44% YOY

OTHER REVENUES

5,768,662 THB

 12.38% YOY

NET PROFIT

16,211,618 THB

 48.04% YOY

GROSS MARGIN

22.61%

 3.62 % YOY
(Amount Changes)

EBITDA MARGIN

11.81%

 2.34% YOY
(Amount Changes)

NET MARGIN

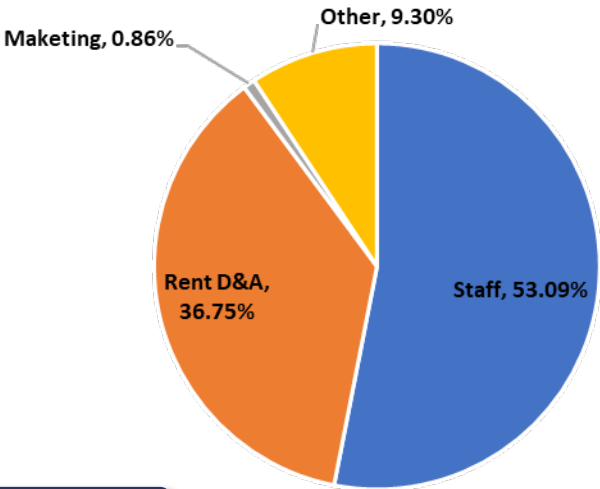
3.89%

 48.04% YOY
(Amount Changes)

Q3 2023 Distribution Costs

DISTRIBUTION COSTS TO REVENUE FROM SALES
14.54%

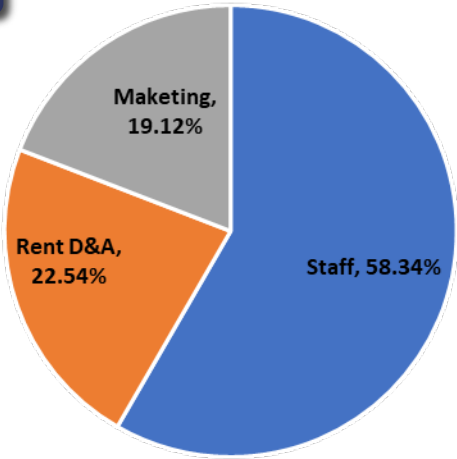
▲ 37.65% YOY
(Amount Changes)



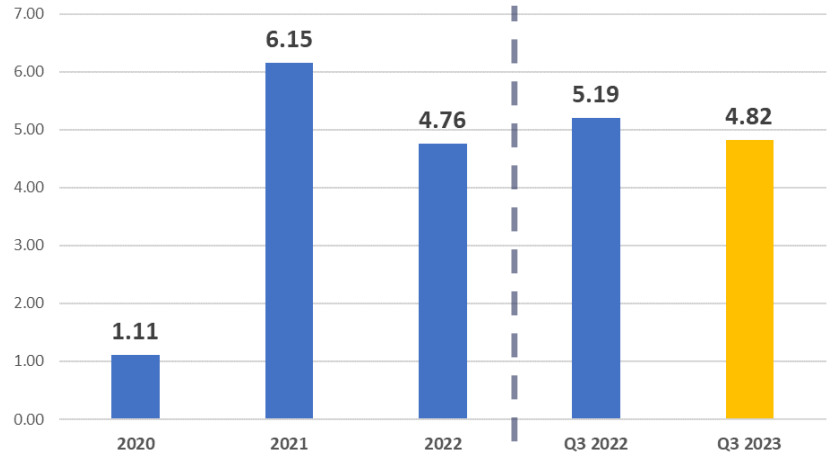
Q3 2023 Administrative Expenses

ADMINISTRATIVE EXPENSES TO TOTAL REVENUES
4.60%

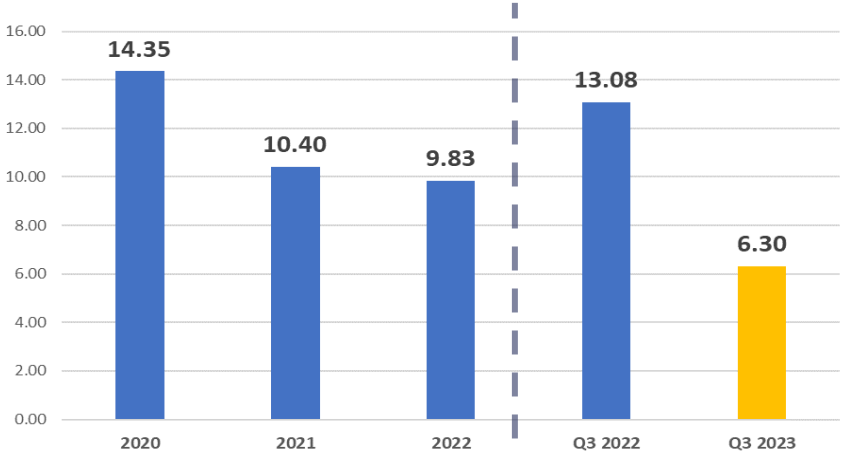
▲ 3.41% YOY
(Amount Changes)



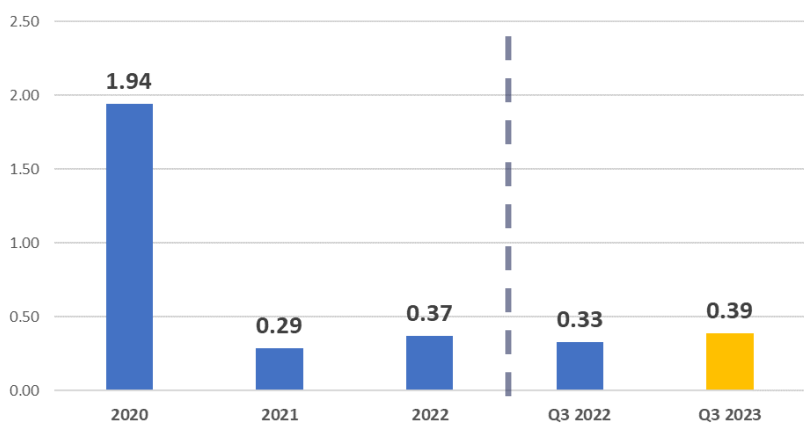
Liquidity Ratios



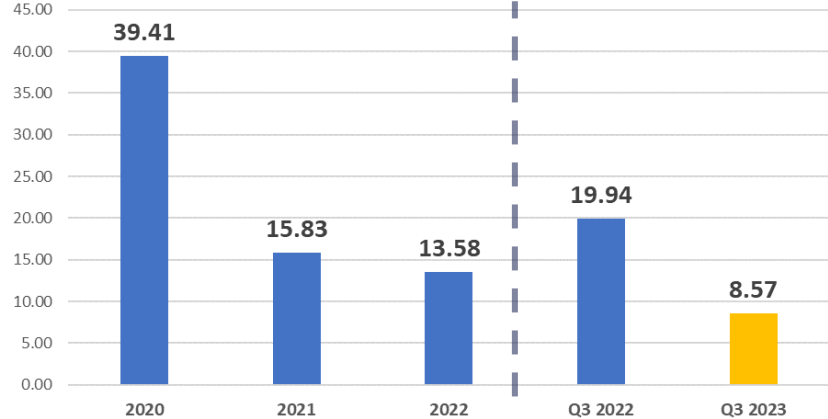
Return on Asset



Debt to Equity Ratio



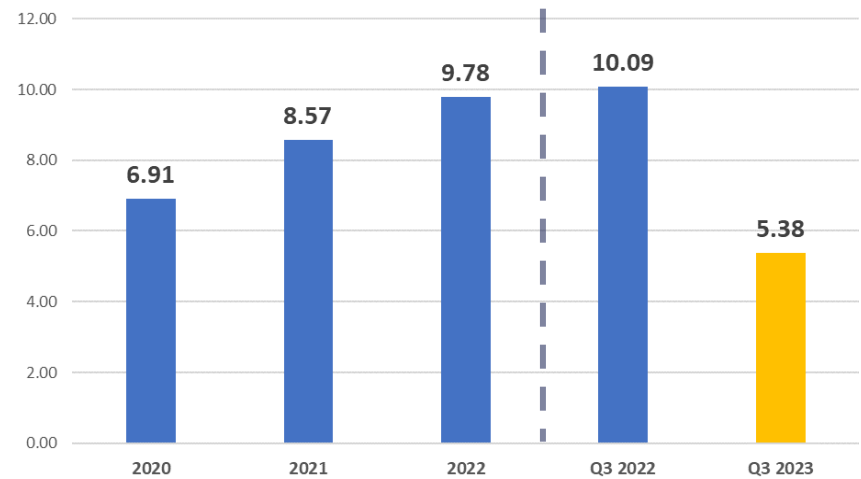
Return on Equity



Remark : ROA = Trailing-12-month Net profit, to average to assets.

ROE = Trailing-12-month Net profit, to average total shareholder's equity.

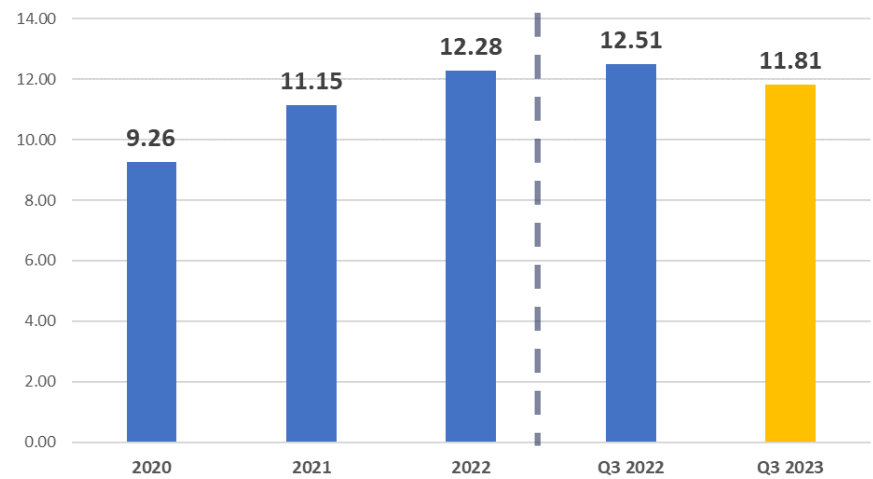
EBIT Margin



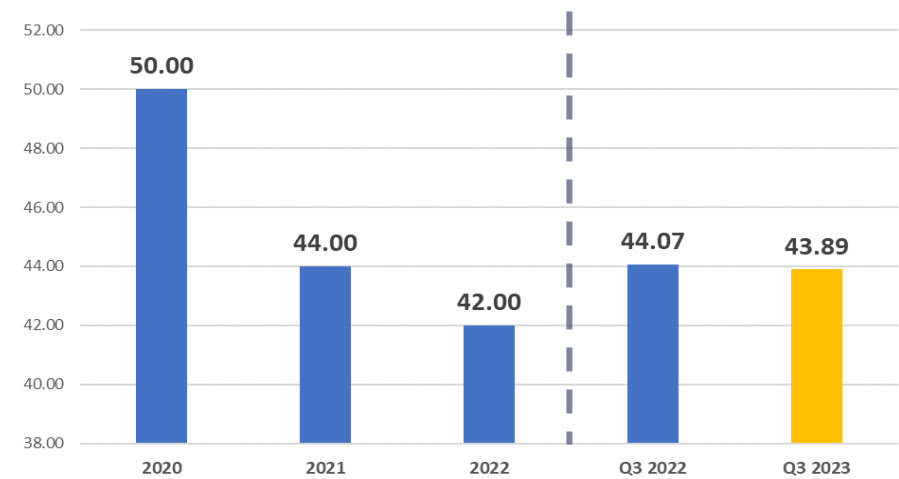
Inventory Days



EBITDA Margin



Account Payable Days



Same Store Sales Growth

Details	Y 2020	Y 2021	Y 2022	Q1 2023	Q2 2023	Q3 2023
Same Store Sales Growth (SSSG)	18.2%	14.9%	16.4%	-8.3%	-2.8%	-7.1%
Sales / Ticket (All branches)	470	551	504	495	483	482
Tickets / Day (All branches)	6,125	5,913	8,023	8,475	8,905	9,150

Q & A

