



HEALTHLEAD PUBLIC COMPANY LIMITED

Financial Performance FY2023

OPPORTUNITY DAY MARCH 25, 2024



Group Structure

Business Overview

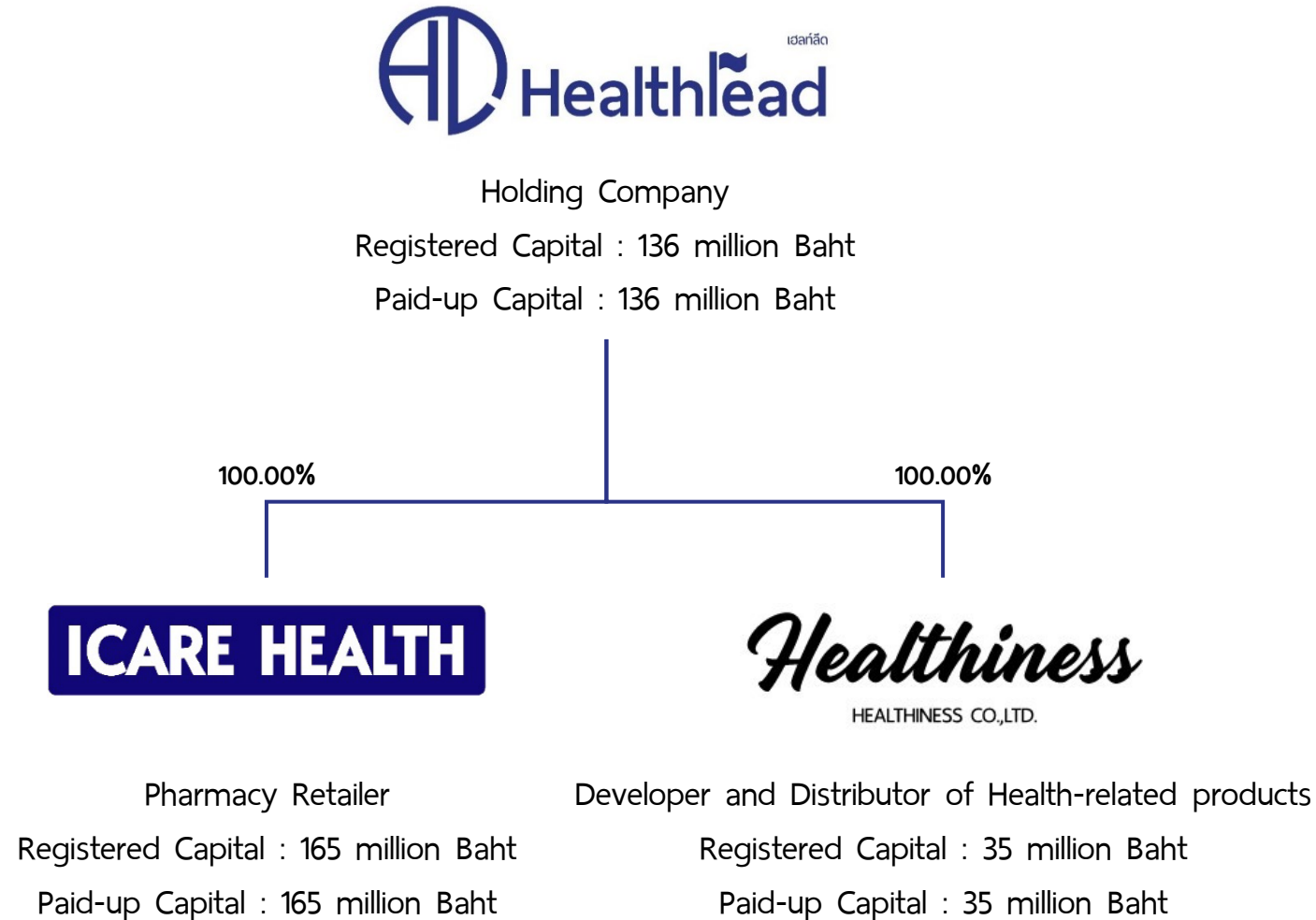
Industry Overview

Future Project

Financial Highlights

Q&A

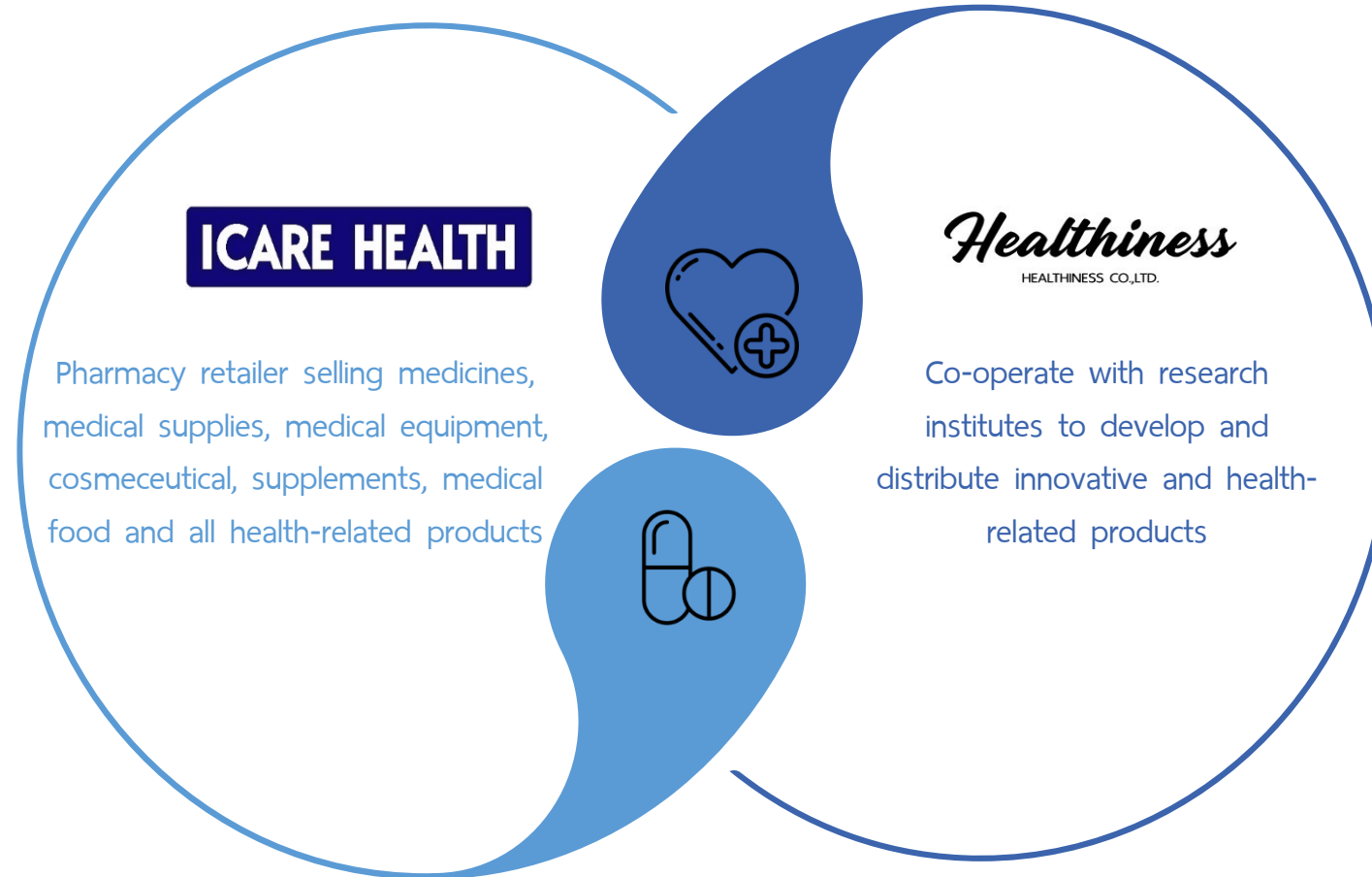
GROUP STRUCTURE



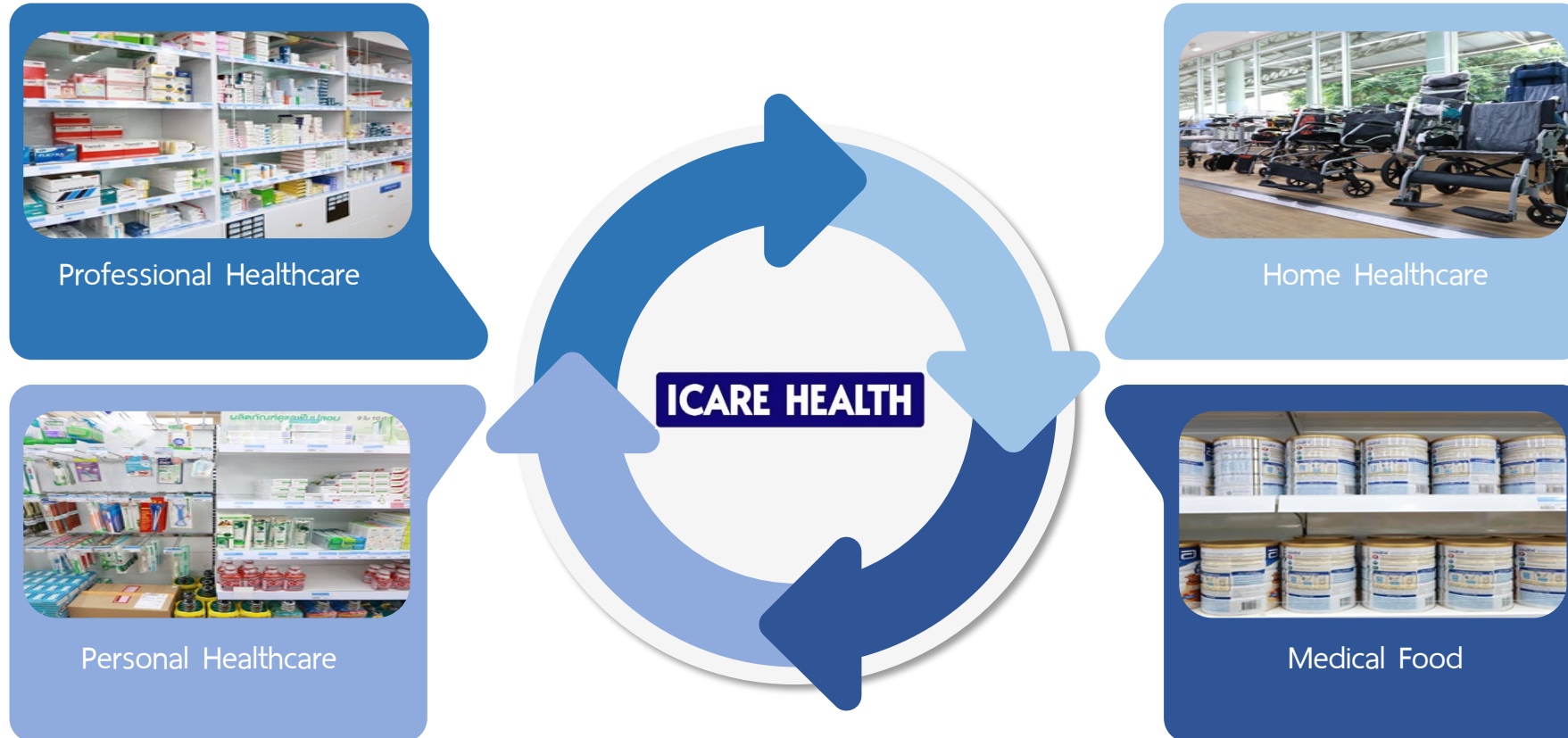
Remark : Data as of December 31, 2023



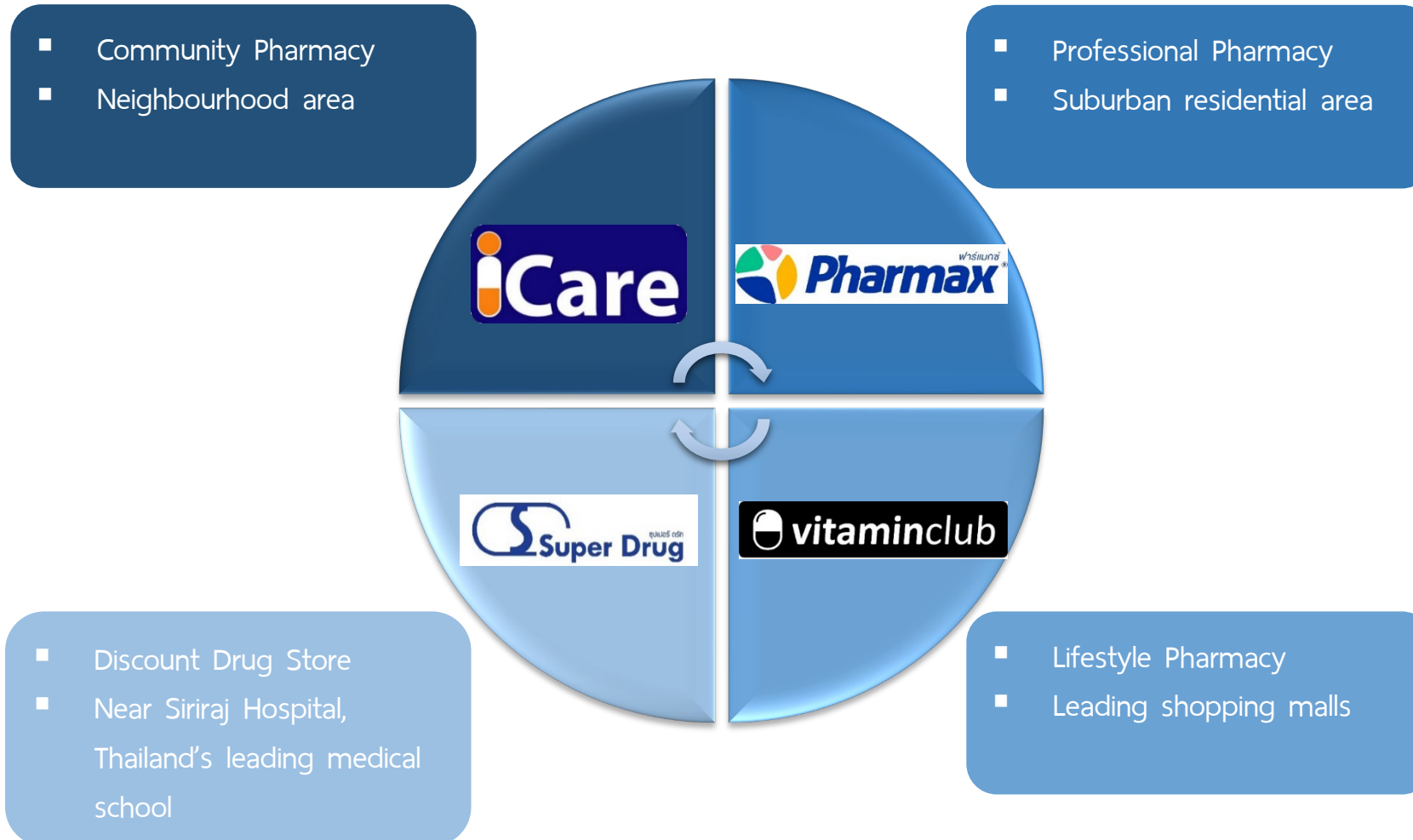
BUSINESS OVERVIEW



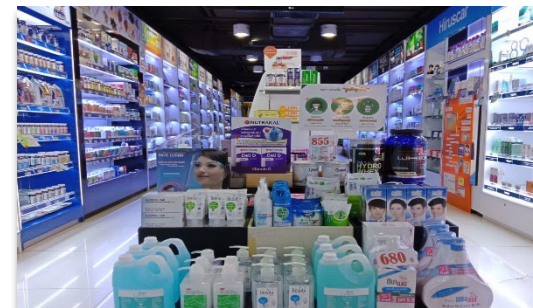
Our pharmacies carry products ranging over 10,000 SKUs including medicines, cosmeceutical, supplements, medical supplies and equipment and all health-related products divided into four categories:



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



OUR BRANDS: Icare Health Co., Ltd.





- | | | |
|--------------------------------|-------------------------------|--------------------------------|
| 1. Thotsakan Intersection | 11. Lasalle | 20. Tha It Nonthaburi |
| 2. Save Center | 12. Ratchayothin | 21. Thunya Market, Aom Yai |
| 3. Sai 2 Market | 13. Susco Ekkachai 101 | 22. Lat Phrao 136 |
| 4. Prachaniwet 1 | 14. Susco Phutta Bucha | 23. Foody Farm Bang Yai |
| 5. Seri Market Rama 9 | 15. Thonburi Market Place | 24. Caltex Si Saman |
| 6. The Trio | 16. Bangchak Thakham | 25. Ramkhamhaeng 59 |
| 7. Senee Market, Phet Kasem 28 | 17. Ramintra KM.8 | 26. Village Hub Pracha Utis 90 |
| 8. Phet Kasem 56 | 18. Lotus Nongchok | |
| 9. Victoria Garden | 19. Seri-Market Phuttamonthon | |
| 10. Thanommit Market | Sai 5 | |

Remark : Data as of February 20, 2024



- | | | |
|--------------------------------|---------------------------------|--|
| 1. Pradit Manutham | 9. The Crystal Ekkamai-Ramindra | 17. Boonthavorn Suvarnabhumi |
| 2. Chamchuri Square | 10. Lotus Ladkrabang | 18. On nut |
| 3. Pure Place Ramkhamhaeng 110 | 11. Robinson Ladkrabang | 19. Lotus North Ratchphruek |
| 4. Nuan Chan | 12. Krungthep Kreetha | 20. Paradise Park, G Floor |
| 5. The Jas Wang Hin | 13. Thonglor 13 | 21. PTT Borommaratchachonnani 99 |
| 6. The Nine Rama 9 | 14. Seacon Srinakarin | 22. Paradise Park, 3 rd Floor |
| 7. Food Villa Ratchaphruek | 15. Ratchapruek | |
| 8. The Street Ratchada | 16. Fashion Island | |

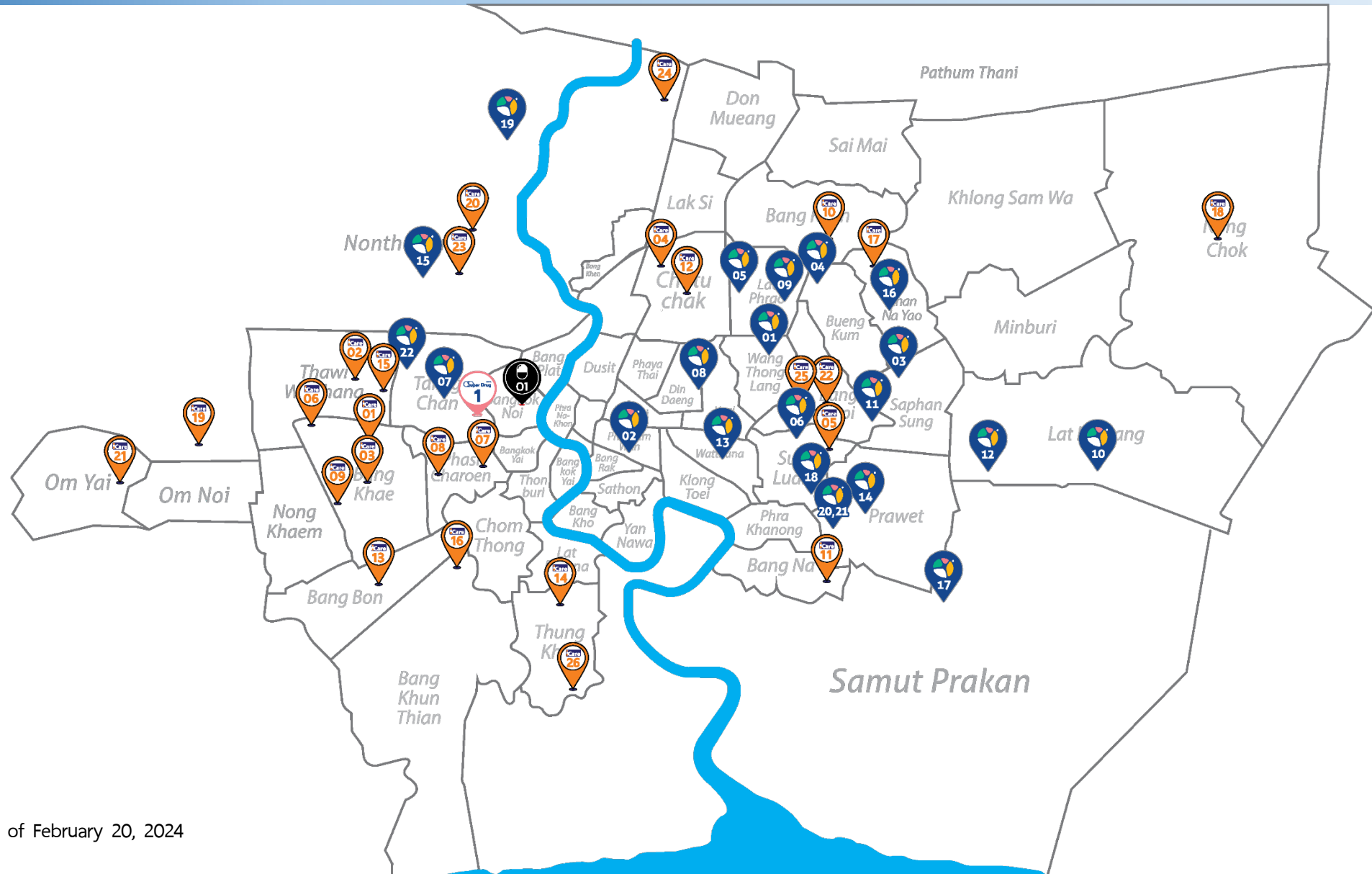


1. Central Pinklao



1. Thep Chareon Market

Remark : Data as of February 20, 2024



Remark : Data as of February 20, 2024



- 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
- Village Hub Pracha Utis 90



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

NEW!

- Boonthavorn Suvarnabhumi
- On nut
- Lotus North Ratchphruek
- PTT Borommaratchachonnani 99

Community Mall / Market

28



- Thep Chareon Market

Remark : Data as of February 20, 2024

Stand Alone

12



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

NEW!

- Tha It Nonthaburi
- Lat Phrao 136
- Ramkhamkaeng 59



- Praditmanutham
- Nuan Chan
- Thonglor 13
- Ratchaphruek

Remark : Data as of February 20, 2024

Shopping Mall / Hypermarket

10



- Lotus Nongchok
-

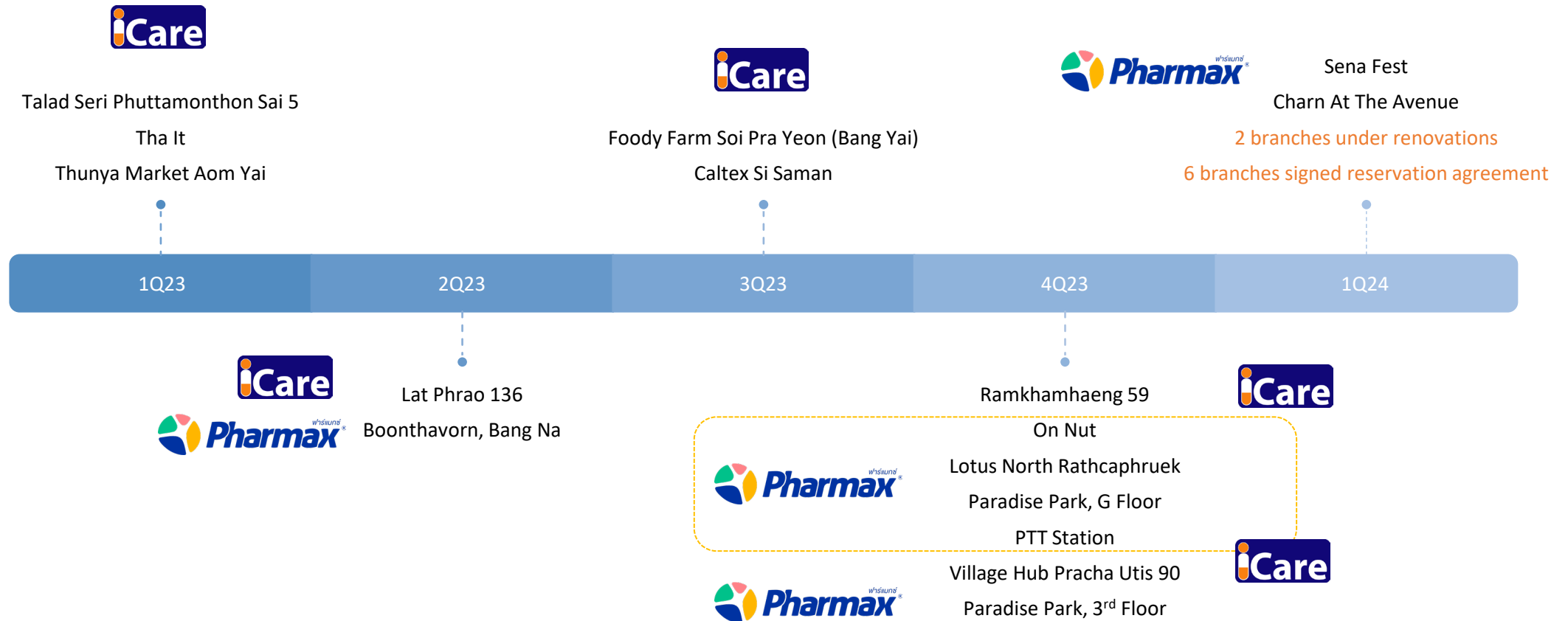


- Chamchuri Square
 - Fashion Island
 - The Street Ratchada
 - Lotus Ladkrabang
 - Robinson Ladkrabang
 - Seacon Srinakarin
-
- Paradise Park, G Floor
 - Paradise Park, 3rd Floor



- Central Pinklao
-

Remark : Data as of February 20, 2024

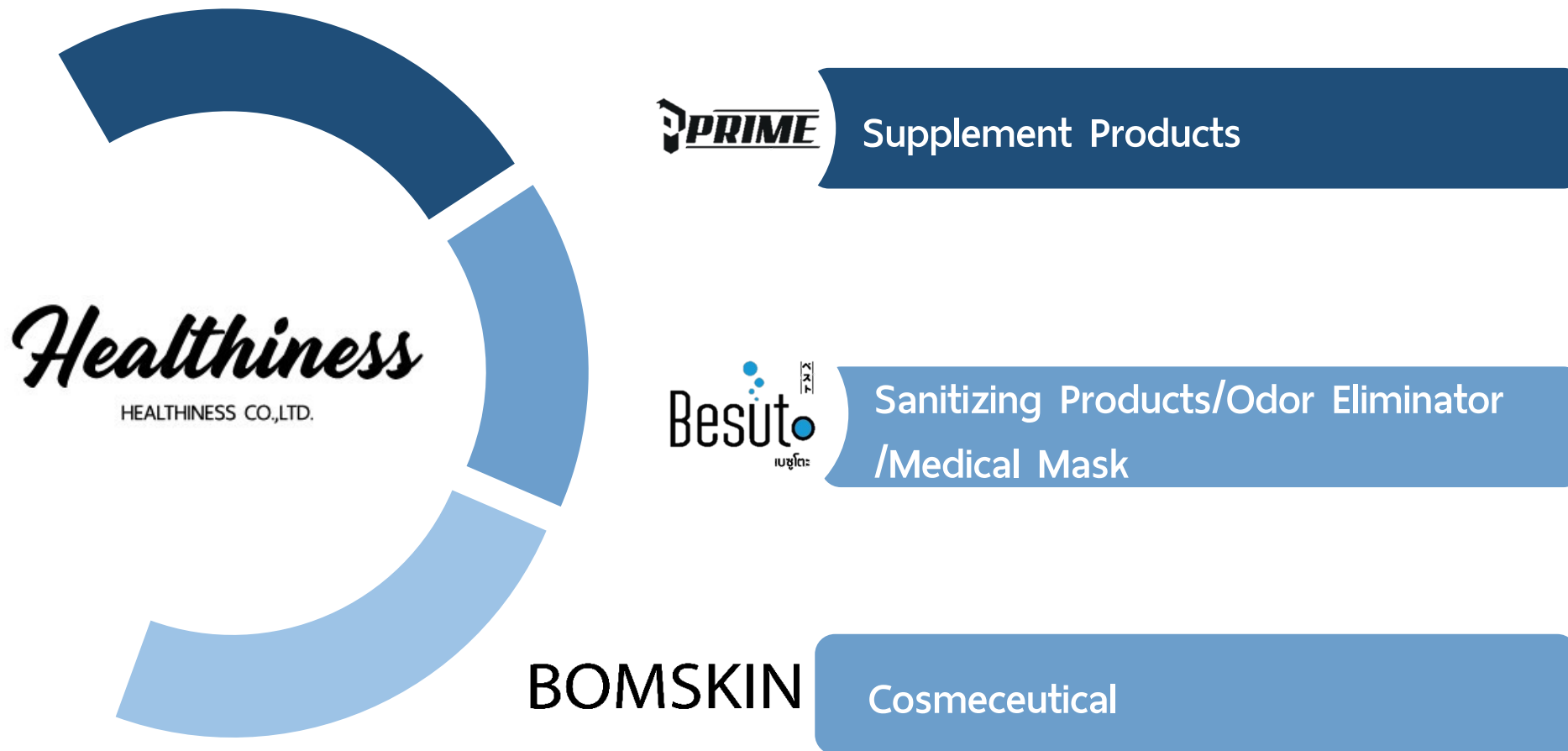


Remark : Data as of February 20, 2024



ร้านยาคุณภาพของต้น
ให้บริการการเจ็บป่วยเล็กน้อย





Products: Healthiness Co., Ltd.



- Products 29 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



- 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



PRIME

NEW!





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



Prime B0051Plus

Gold Medal
From JDIE Japan Design
Idea And Invention Expo 2021



Prime V1510

Silver Medal 
inventions geneva evaluation
days 2022



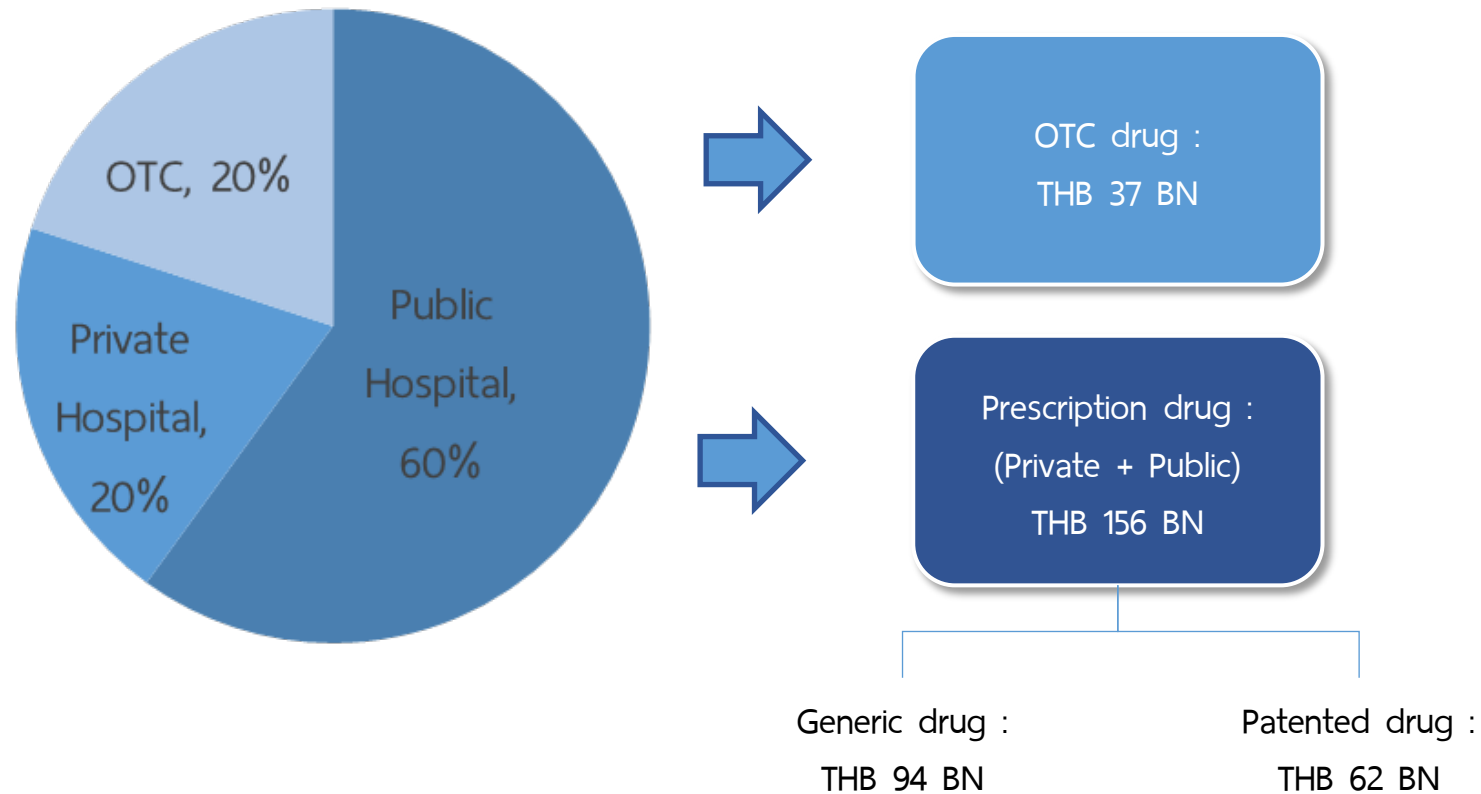
Prime MOVX2

Gold Medal
From JDIE Japan Design
Idea And Invention Expo 2022



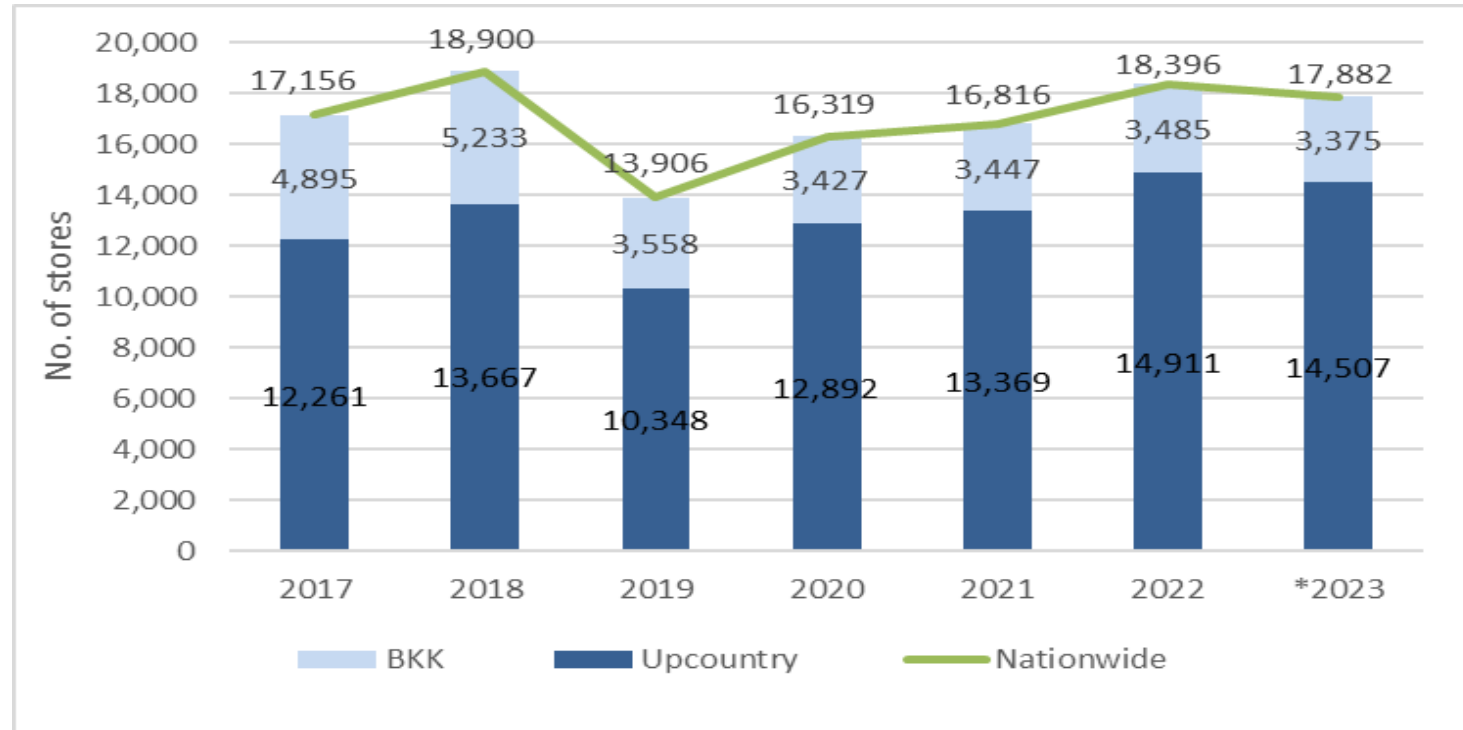
INDUSTRY OVERVIEW

Thailand's Medicine Market Value 2021



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

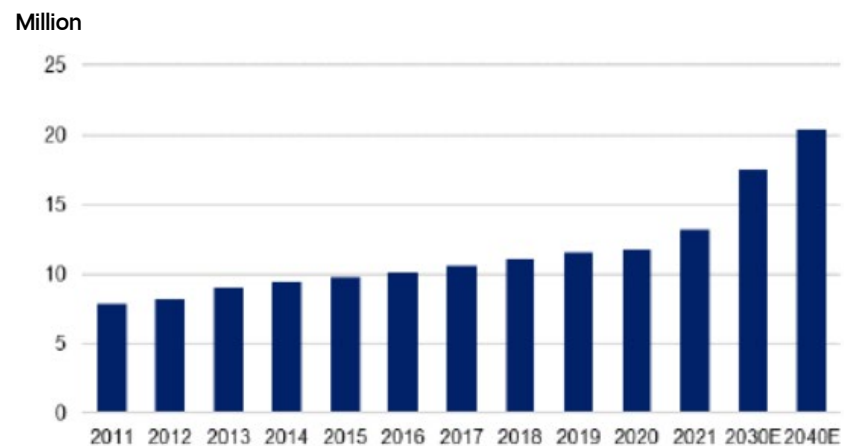
Number of Drug Stores (Type : Khor Yor 1)



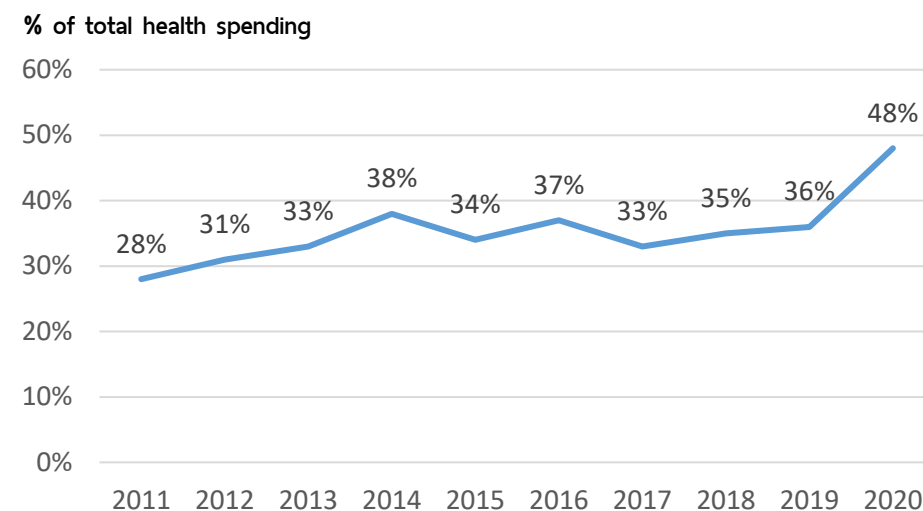
Remark: *2023 dated May 15, 2023

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

Elderly in Thailand (>60years)

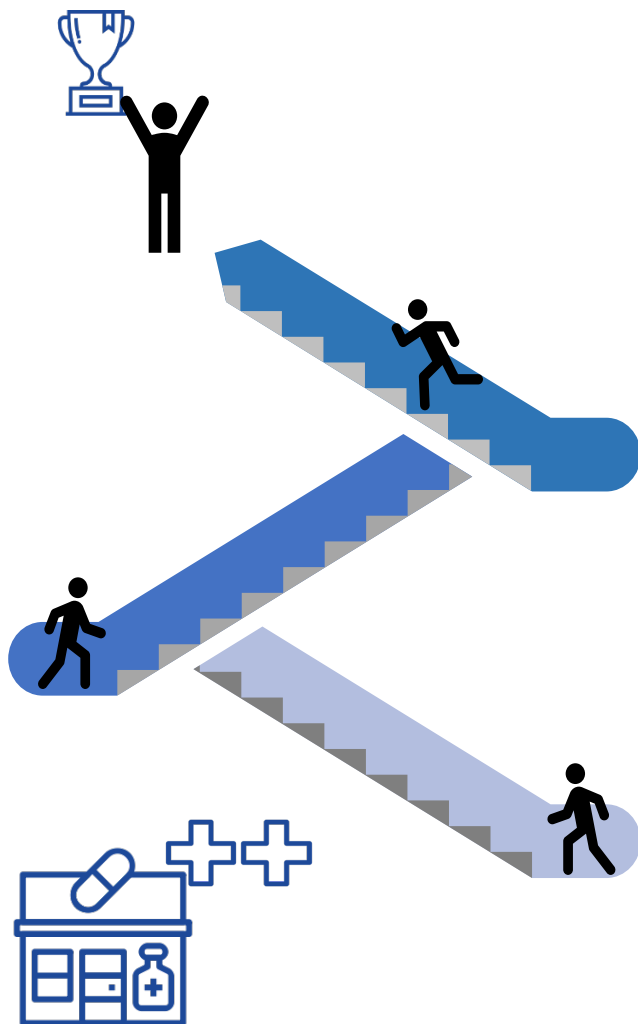


Percentage of Medicine Spending to Total Healthcare Spending per Household



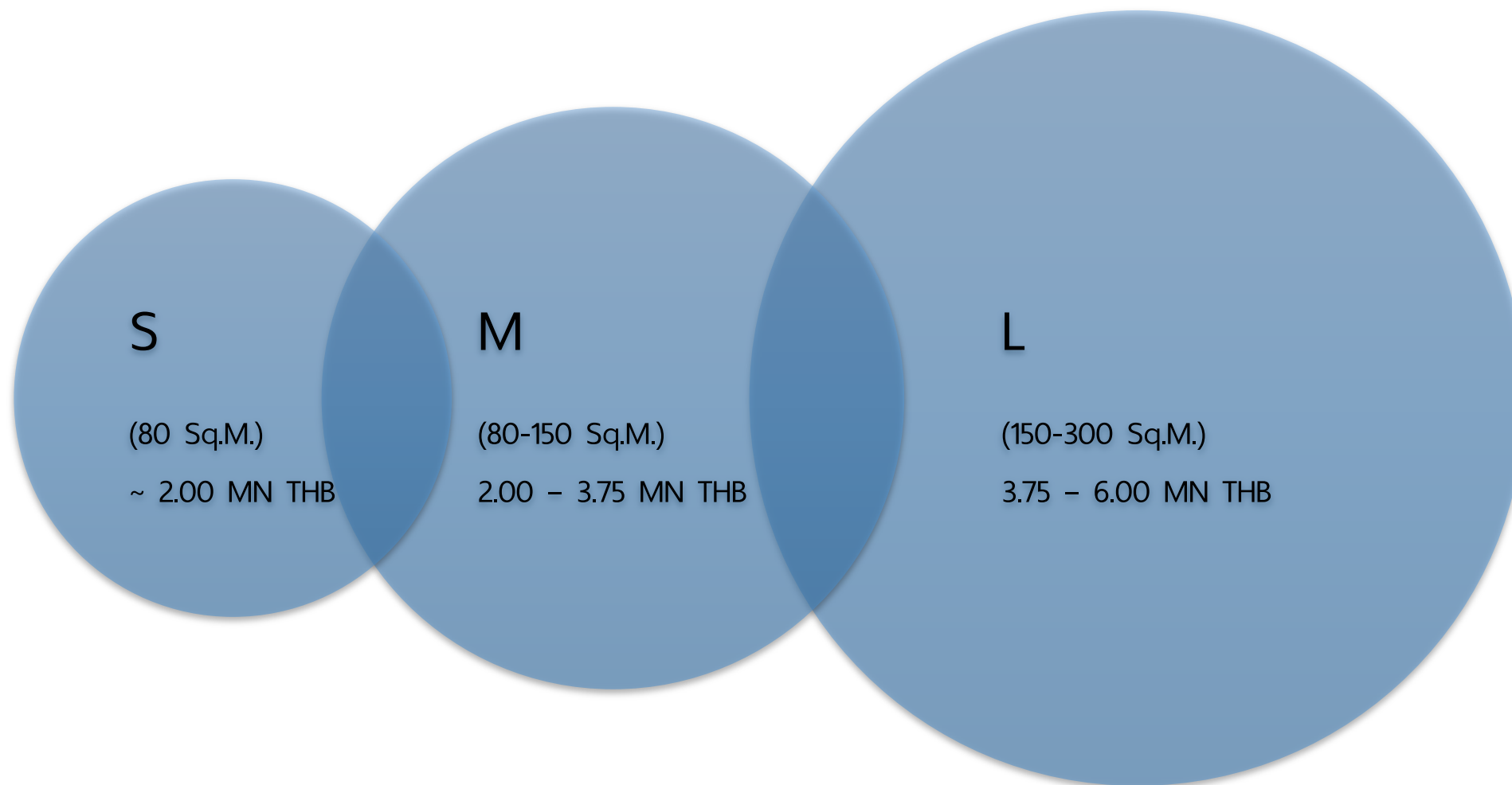
Source : National Statistical Office Thailand (NSO)

FUTURE PROJECTS

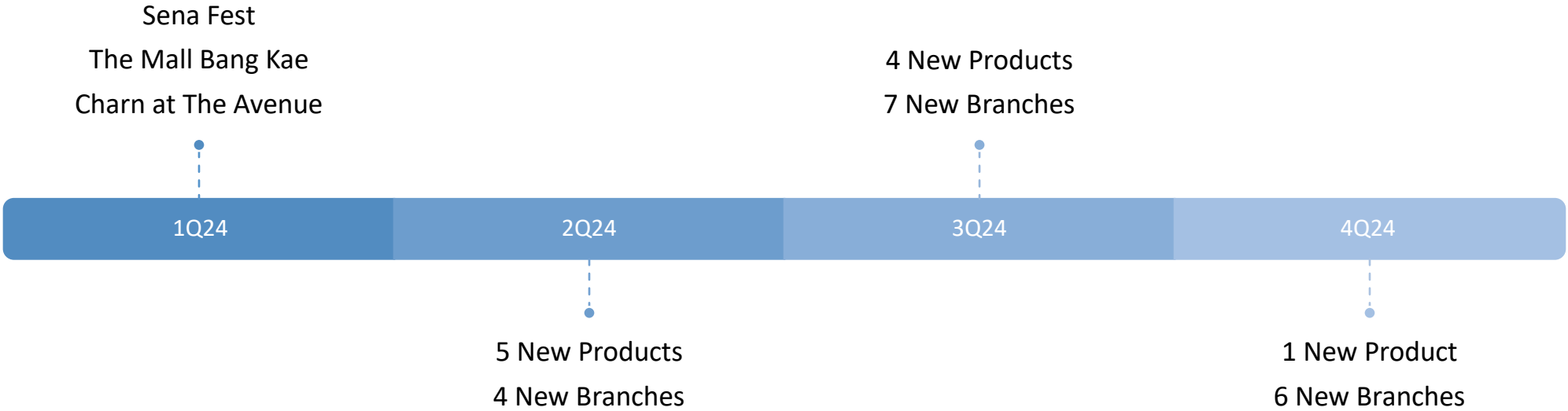


Branch Expansion and Renovation

- Plan to open 20 new stores in Bangkok and Metropolitan Area in 2024
- Target to have 100 stores in Bangkok and Metropolitan Area by the end of 2025.
- HL will expand the new innovative products into Healthiness's portfolio and expand channels of distribution for Prime and Besuto outside the Group.



Note: The above CAPEX does not include inventory

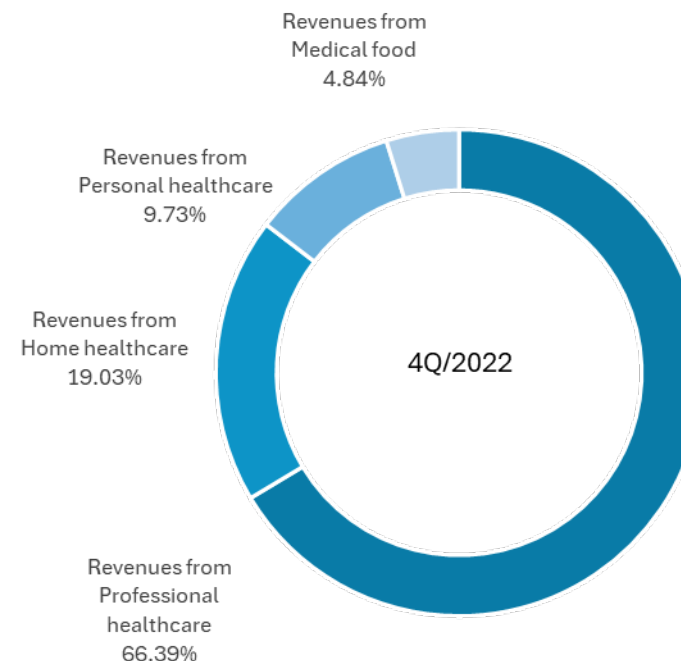
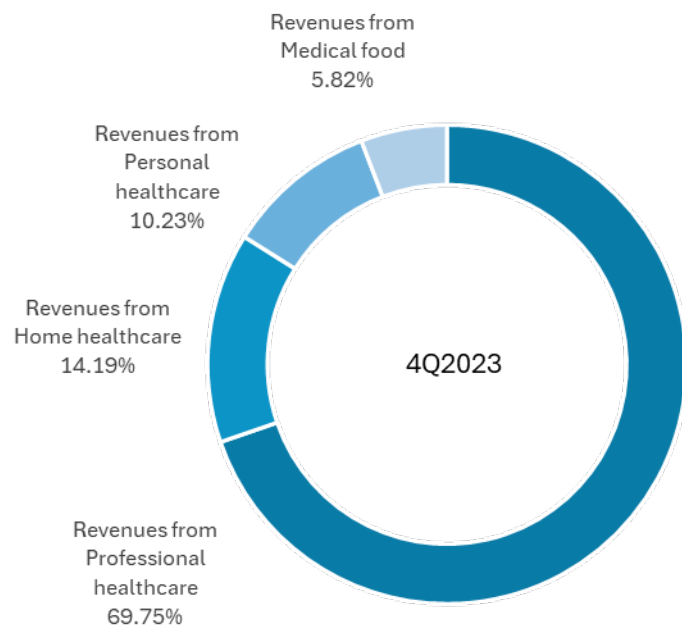


Remark : Data as of February 20, 2024

FINANCIAL HIGHLIGHTS

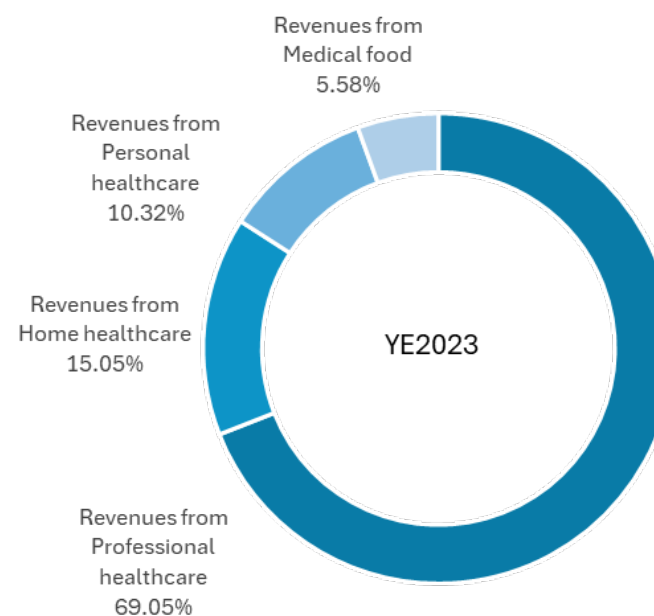
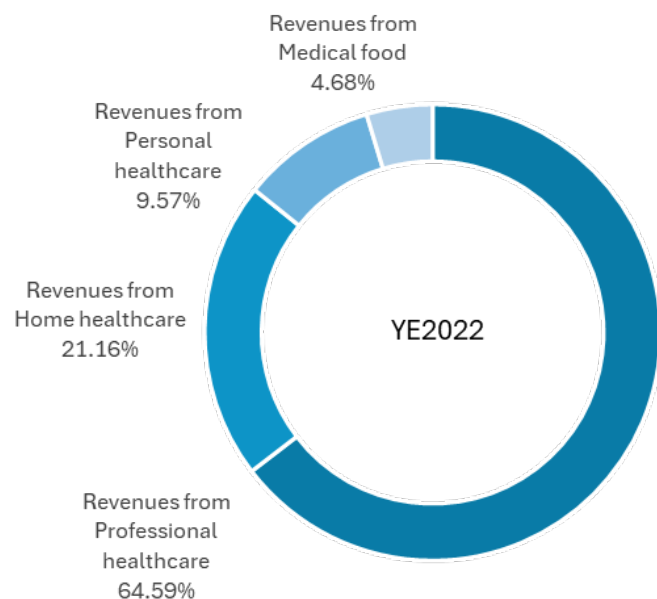
SALES BREAKDOWN BY CATEGORIES – Quarter 4/2023

Total Revenue from Sales	Q4/2023		Q4/2022		Q3/2023		YoY		QoQ	
	MN THB	%	MN THB	%	MN THB	%	MN THB	%	MN THB	%
Revenues from Professional healthcare	308.50	69.75	258.10	66.39	286.86	69.83	50.40	19.53	21.64	7.55
Revenues from Home healthcare	62.78	14.19	73.99	19.03	57.91	14.10	-11.21	-15.16	4.87	8.40
Revenues from Personal healthcare	45.25	10.23	37.84	9.73	42.68	10.39	7.41	19.59	2.57	6.02
Revenues from Medical food	25.76	5.82	18.82	4.84	23.35	5.68	6.94	36.90	2.41	10.34
Total Revenues	442.29	100.00	388.75	100.00	410.80	100.00	53.54	13.77	31.49	7.67



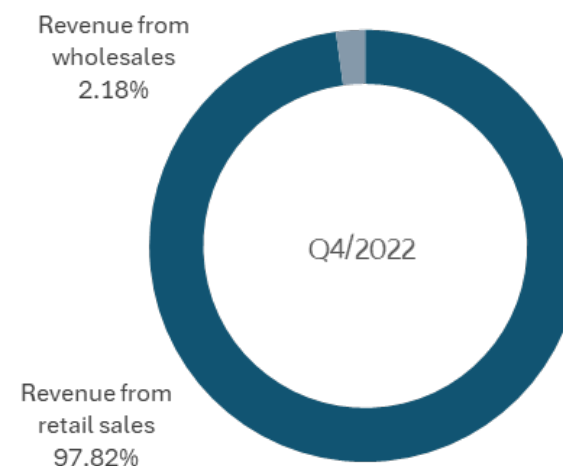
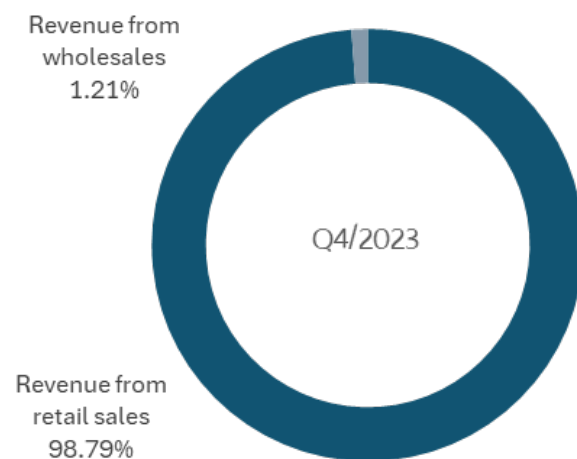
SALES BREAKDOWN BY CATEGORIES – Year Ended 2023

Total Revenue from Sales	2021		2022		2023		YoY	
	MN THB	%	MN THB	%	MN THB	%	MN THB	%
Revenues from Professional healthcare	823.00	68.66	981.51	64.59	1,129.30	69.05	147.79	15.06
Revenues from Home healthcare	215.41	17.97	321.48	21.16	246.19	15.05	-75.29	-23.42
Revenues from Personal healthcare	104.57	8.72	145.40	9.57	168.87	10.32	23.47	16.14
Revenues from Medical food	55.77	4.65	71.14	4.68	91.18	5.58	20.04	28.18
Total Revenues	1,198.76	100.00	1,519.52	100.00	1,635.54	100.00	116.02	7.64



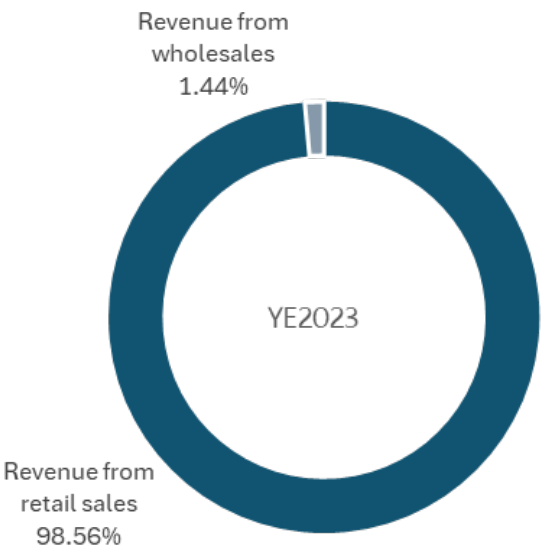
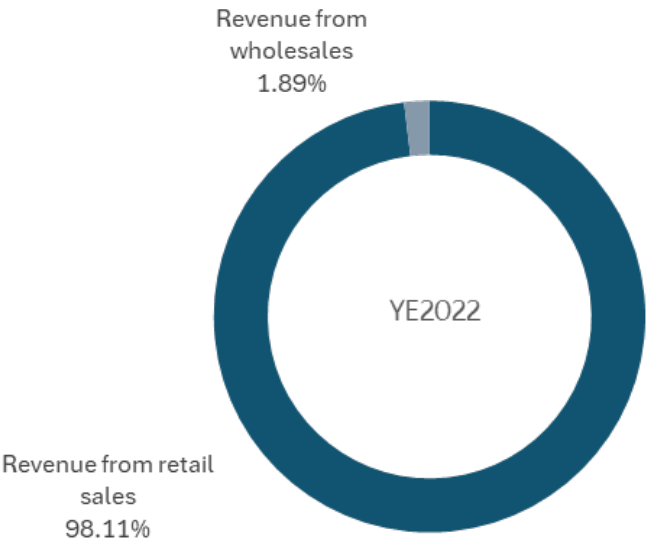
SALES BY DISTRIBUTION CHANNELS – Quarter 4/2023

Distribution Channels	Q4/2023		Q4/2022		Q3/2023		YoY		QoQ	
	MN THB	%	MN THB	%	MN THB	%	MN THB	%	MN THB	%
Revenue from Retail Sales	436.92	98.79	380.28	97.82	405.81	98.79	56.64	14.89	31.11	7.67
Revenue from Wholesale	5.37	1.21	8.47	2.18	4.99	1.21	-3.10	-36.55	0.38	7.72
Total Revenues from Sales	442.29	100.00	388.75	100.00	410.80	100.00	53.54	13.77	31.49	7.67



SALES BY DISTRIBUTION CHANNELS – Year Ended 2023

Distribution Channels	2021		2022		2023		YoY	
	MN THB	%	MN THB	%	MN THB	%	MN THB	%
Revenue from Retail Sales	1,187.90	99.09	1,490.84	98.11	1,612.06	98.56	121.22	8.13
Revenue from Wholesale	10.86	0.91	28.68	1.89	23.48	1.44	-5.20	-18.13
Total Revenues from Sales	1,198.76	100.00	1,519.52	100.00	1,635.54	100.00	116.02	7.64



TOTAL REVENUES

450,640,228 THB



14.00% YOY

OTHER REVENUES

8,349,626 THB



27.36% YOY

NET PROFIT

29,702,692 THB



12.69% YOY

GROSS MARGIN

25.11%



4.92 % YOY
(Amount Changes)

EBITDA MARGIN

12.32%



3.62% YOY
(Amount Changes)

NET MARGIN

6.59%



12.69% YOY
(Amount Changes)

GROUP PERFORMANCE – Year Ended 2023

TOTAL REVENUES

1,659,312,456 THB



7.87% YOY

OTHER REVENUES

23,769,962 THB



27.17% YOY

NET PROFIT

74,678,566 THB



36.84% YOY

GROSS MARGIN

23.06%



0.25 % YOY
(Amount Changes)

EBITDA MARGIN

9.71%



14.79% YOY
(Amount Changes)

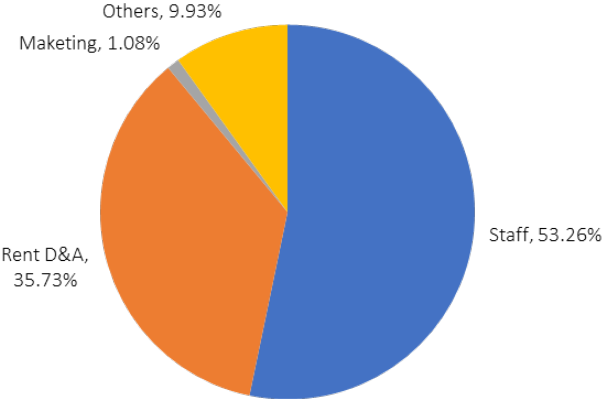
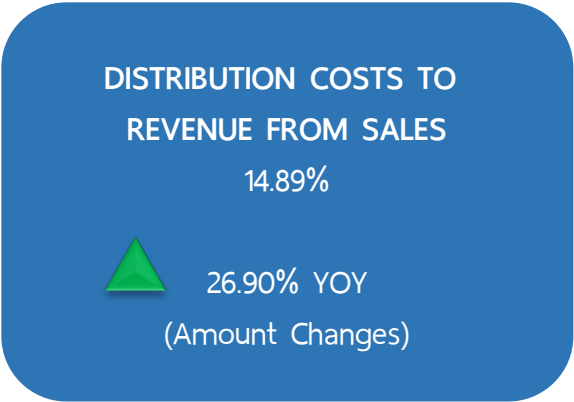
NET MARGIN

4.56%

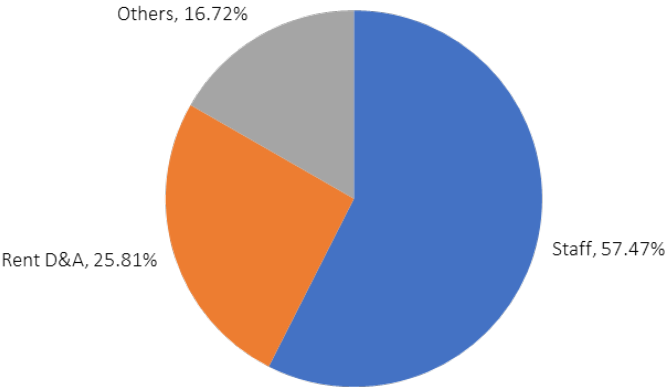
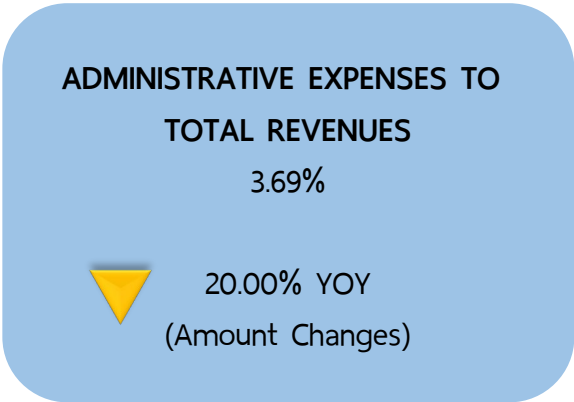


36.84% YOY
(Amount Changes)

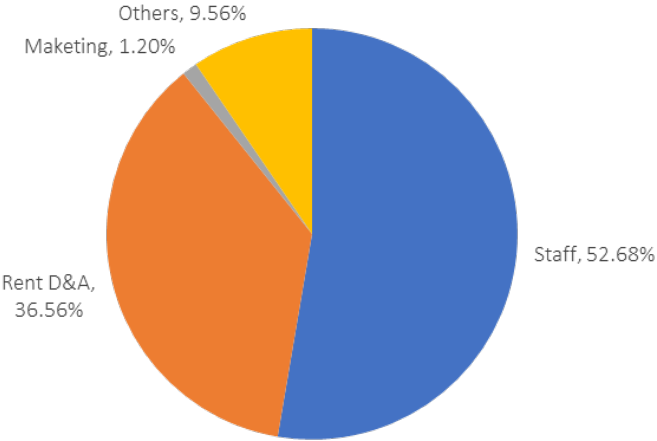
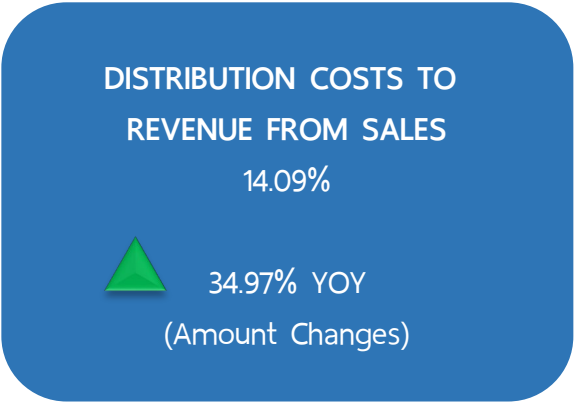
Q4 2023 Distribution Costs



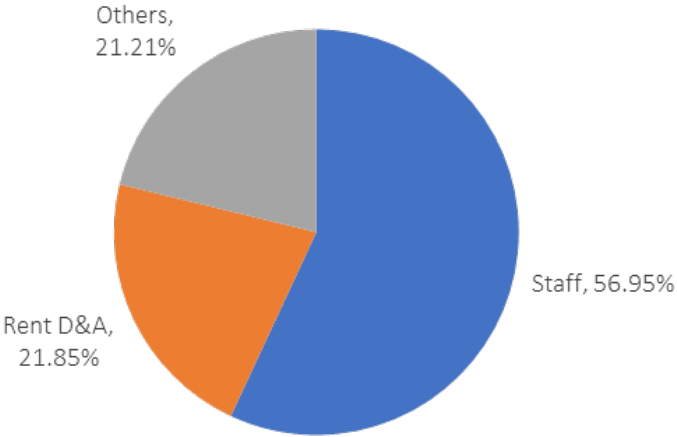
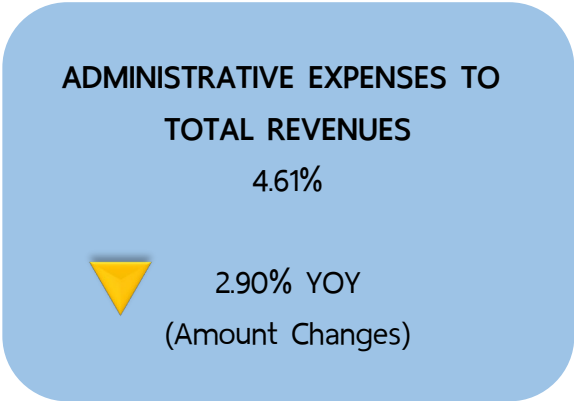
Q4 2023 Administrative Expenses



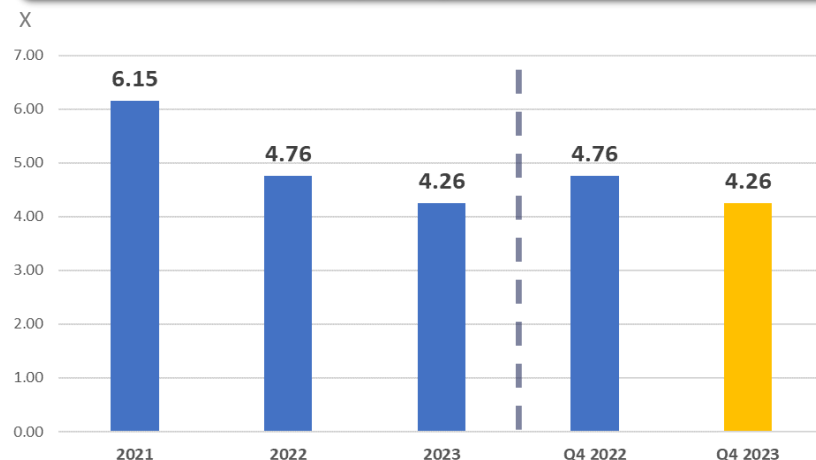
YE2023 Distribution Costs



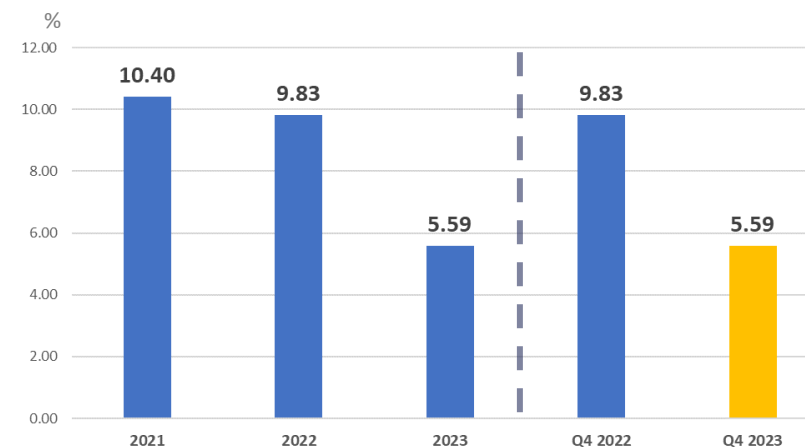
YE2023 Administrative Expenses



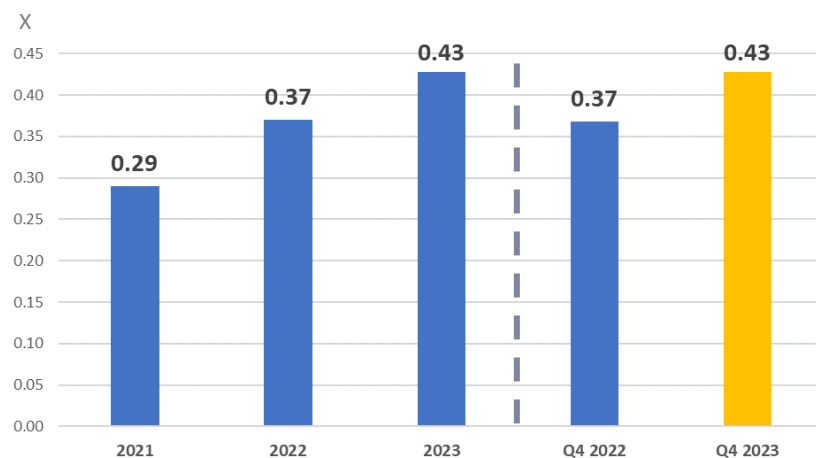
Liquidity Ratios



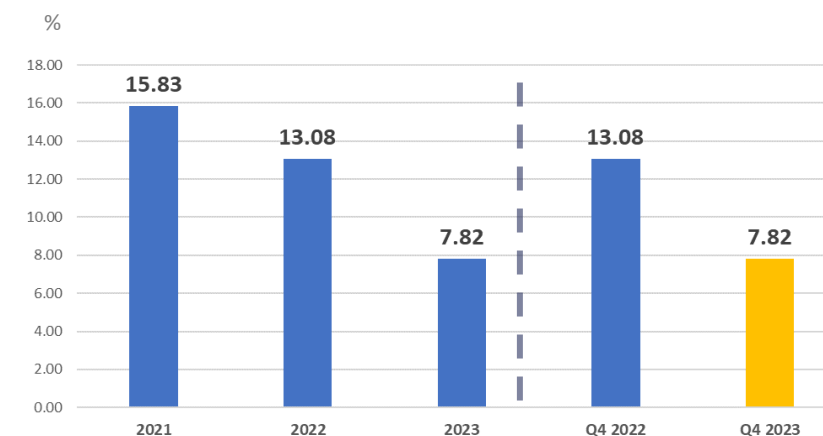
Return on Asset



Debt to Equity Ratio



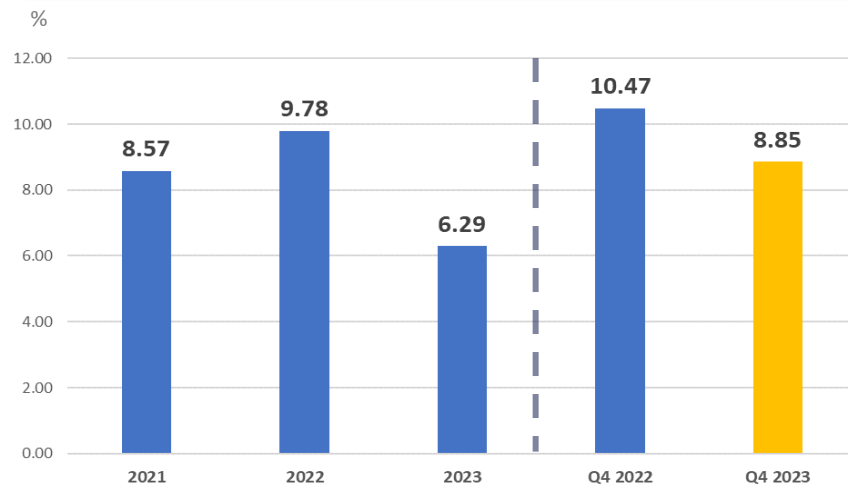
Return on Equity



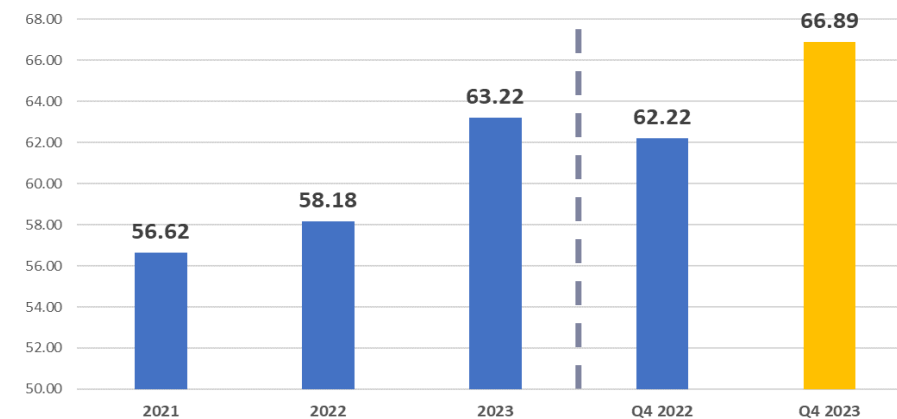
Remark: ROA = Trailing-12-month Net profit, to average to assets.
ROE = Trailing-12-month Net profit, to average total shareholder's equity.

GROUP PERFORMANCE

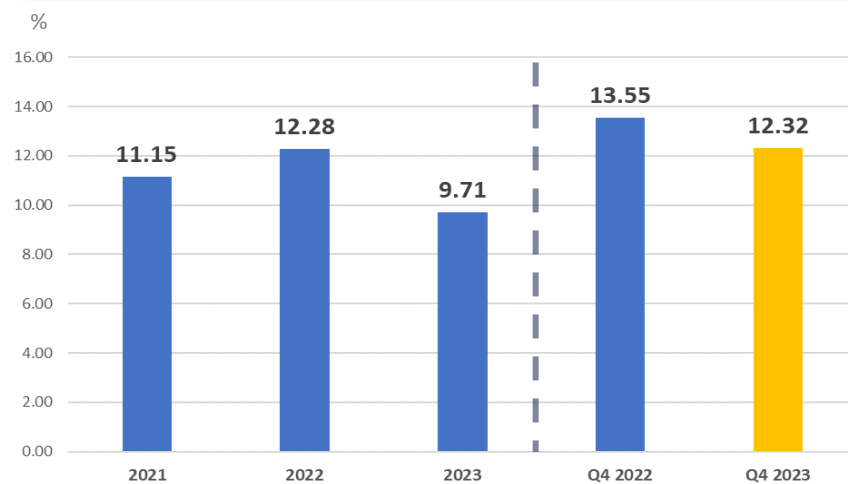
EBIT Margin



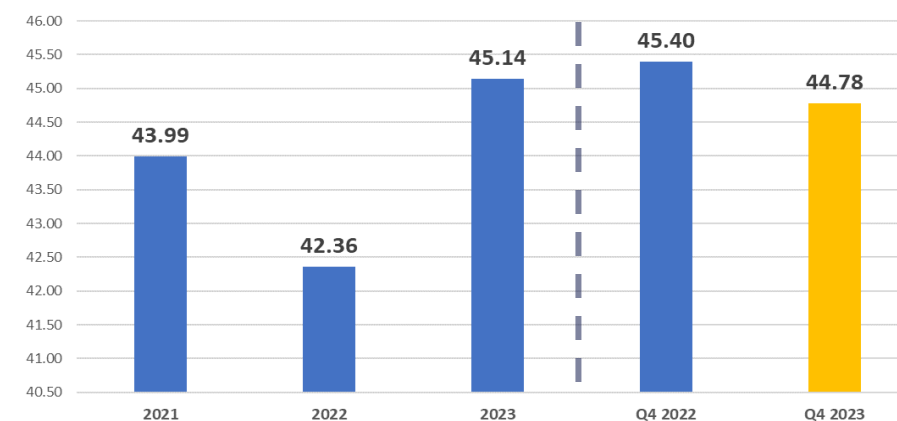
Inventory Days



EBITDA Margin



Account Payable Days



Same Store Sales Growth

Details	YE2021	YE2022	YE2023	Q1 2023	Q2 2023	Q3 2023	Q4 2023
Same Store Sales Growth (SSSG)	14.9%	16.4%	-2.4%	-8.3%	-2.8%	-7.1%	8.5%
Sales / Ticket (All branches)	551	509	483	495	483	482	474
Tickets / Day (All branches)	5,913	8,023	9,143	8,475	8,905	9,150	10,026

THANK YOU

iCare ยา

บริษัท ไอแคร์ เฮลท์ จำกัด
ไอแคร์ สาขาตลาดอินยา อ้อมใหญ่
33/34 หมู่ที่ 2
ตำบลอ้อมใหญ่ อำเภอสามพราน
จังหวัดนครปฐม 73160

ฉลอง
เปิดสาขาใหม่
iCare
เปิดสาขาใหม่
iCare

เปิดแล้ว
iCare
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อุปกรณ์การแพทย์
มากกว่า 10,000 รายการ
LINE