



Financial Performance Q2/2024
OPPORTUNITY DAY 26 AUGUST 2024



Group Structure

Business Overview

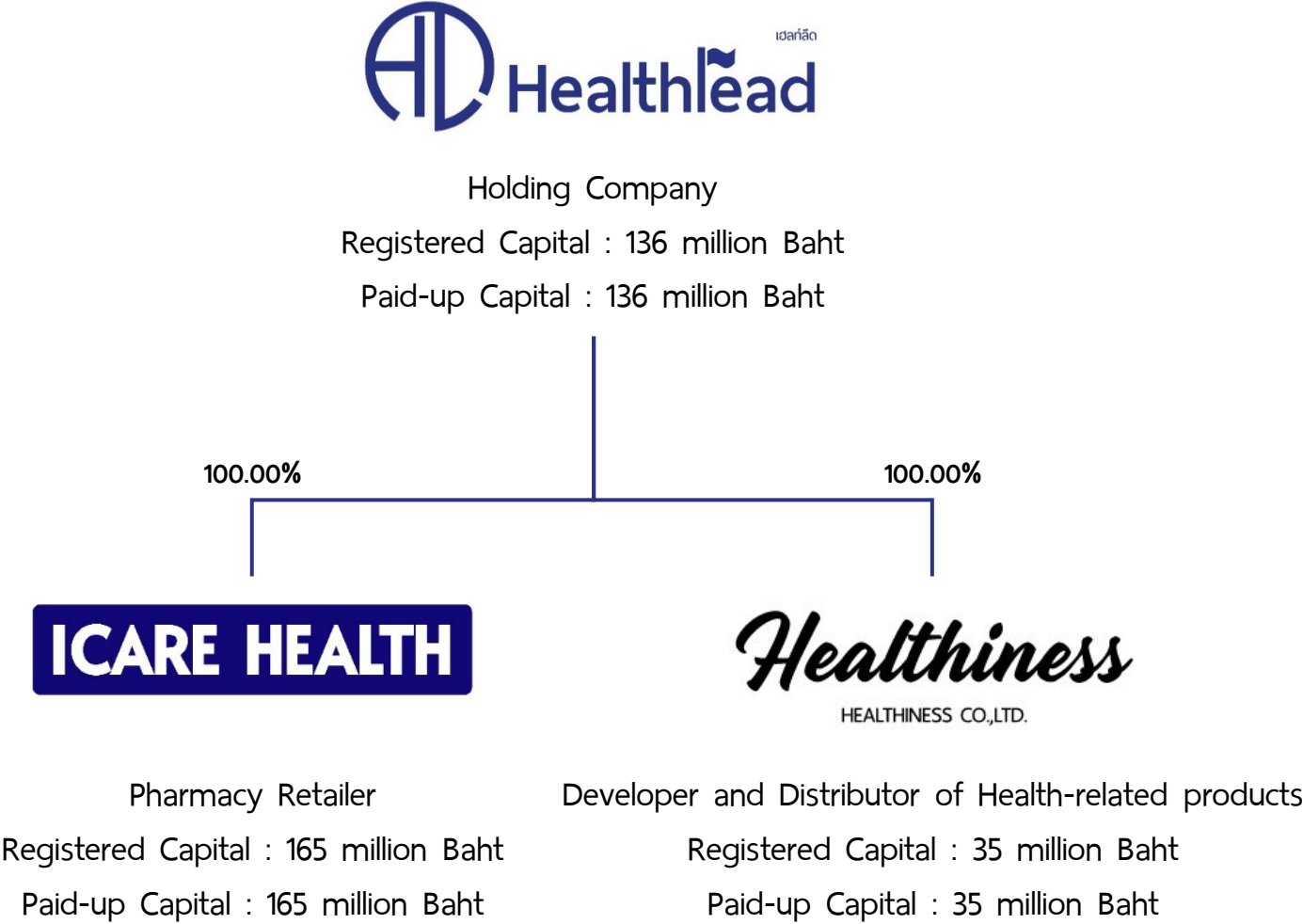
Industry Overview

Future Project

Financial Highlights

Q&A

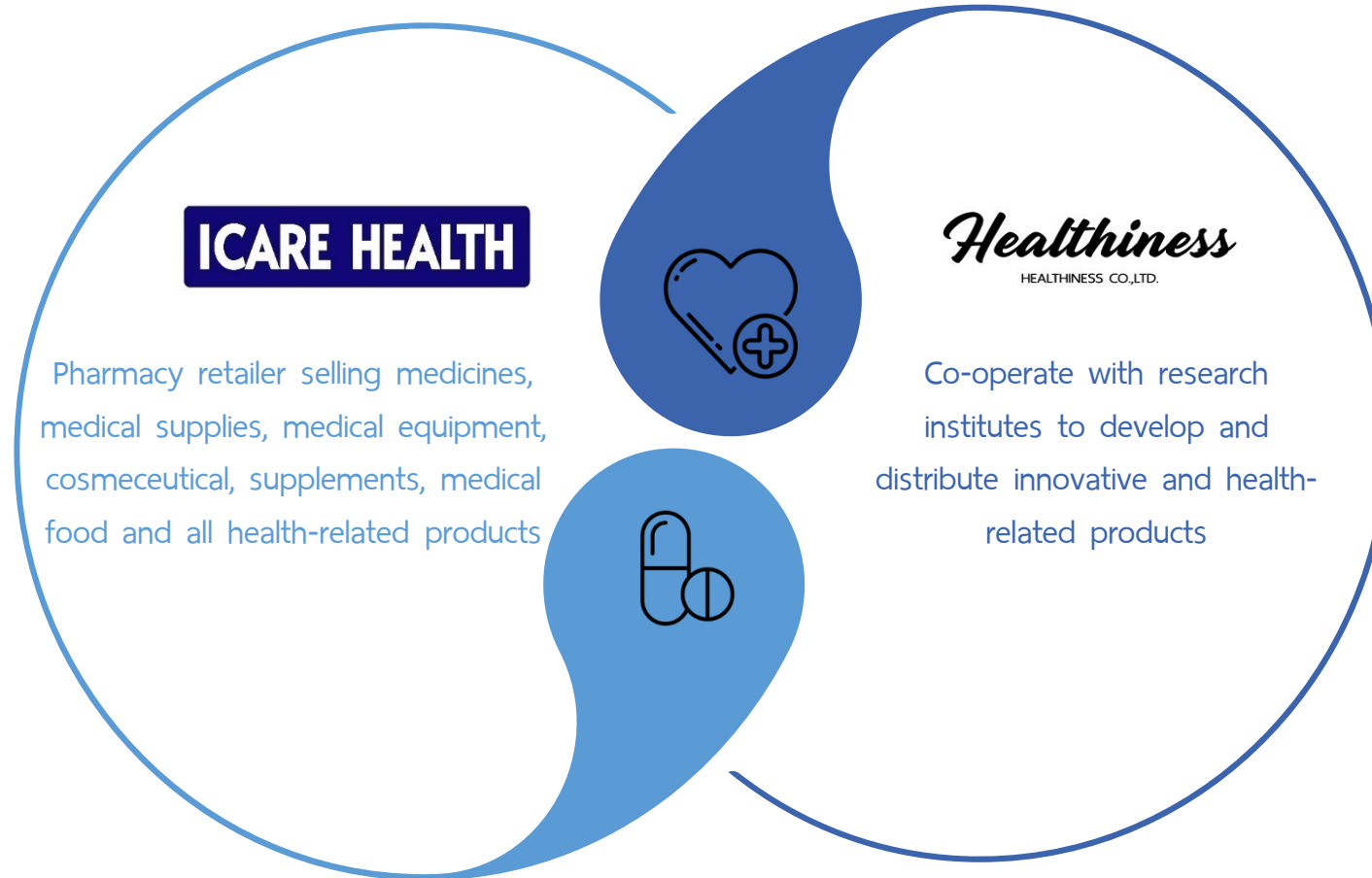
GROUP STRUCTURE



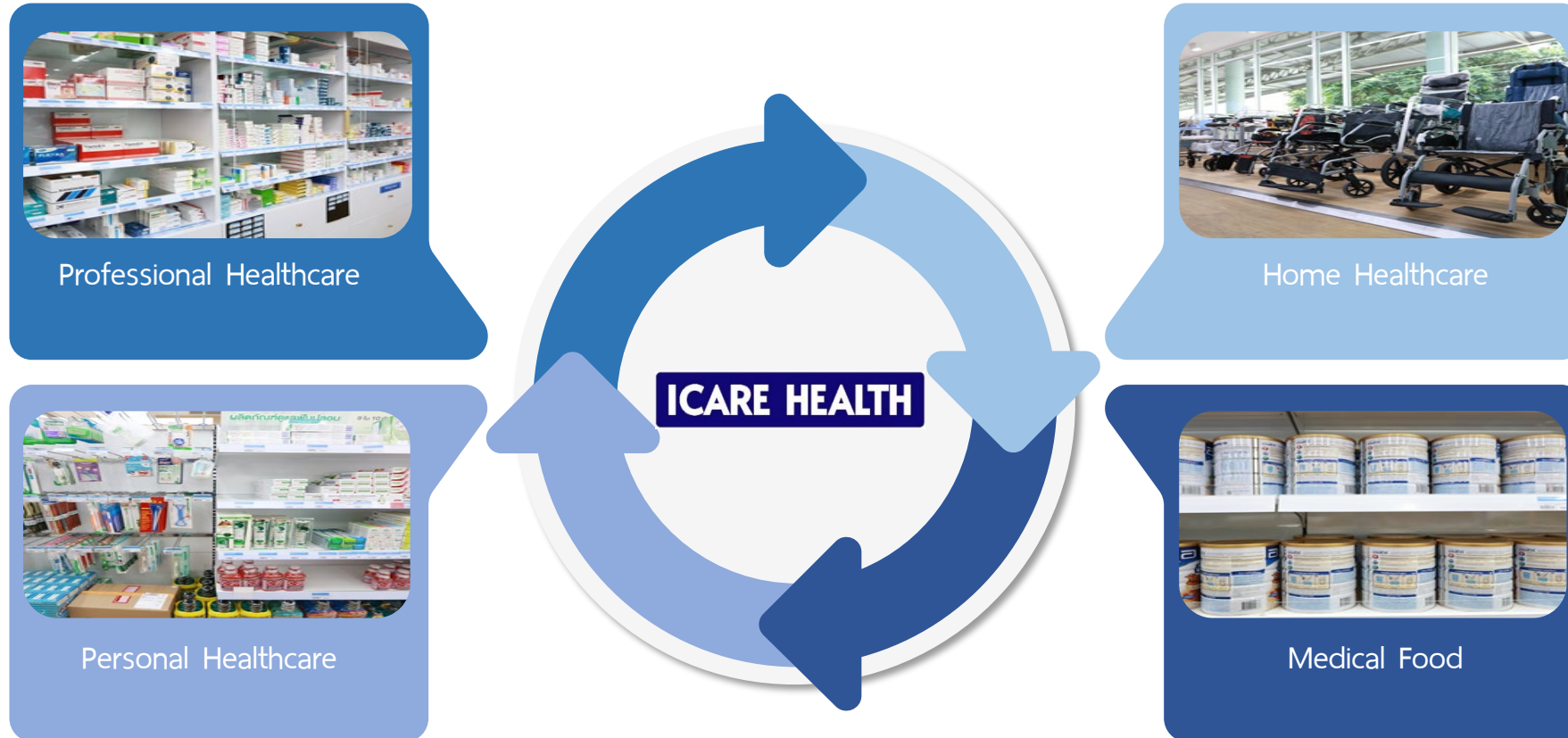
Remark : Data as of 30 June 2024



BUSINESS OVERVIEW



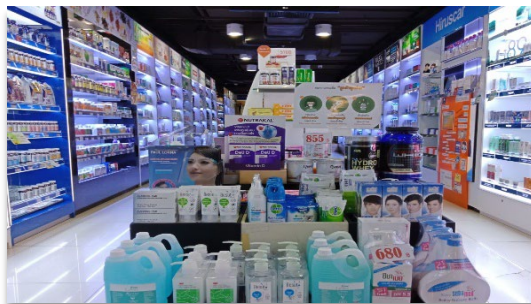
Our pharmacies carry products ranging over 10,000 SKUs including medicines, cosmeceutical, supplements, medical supplies and equipment and all health-related products divided into four categories:



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



OUR BRANDS: Icare Health Co., Ltd.





- | | | |
|--------------------------------|--------------------------------|---------------------------------|
| 1. Thotsakan Intersection | 11. La Salle | 20. Tha It, Nonthaburi |
| 2. Save Center | 12. Ratchayothin | 21. Thunya, 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 Marketplace | 24. Caltex Si Saman |
| 6. The Trio | 16. Bangchak Tha Kham | 25. Ramkhamhaeng 59 |
| 7. Senee Market, Phet Kasem 28 | 17. Rarm Intra KM.8 | 26. Village Hub Pracha Uthit 90 |
| 8. Phet Kasem 56 | 18. Lotus Nong Chok | 27. Shell Phutta Monthon Sai 5 |
| 9. Victoria Garden | 19. Seri-Market Phutta Monthon | |
| 10. Thanommit Market | Sai 5 | |

Remark : Data as of 14 August 2024



- | | | |
|---------------------------------|------------------------------|--|
| 1. Pradit Manutham | 11. Lotus Lat Krabang | 21. PTT Borommaratchachonnani 99 |
| 2. Chamchuri Square | 12. Robinson Lat Krabang | 22. Paradise Park, 3 rd Floor |
| 3. Pure Place Ramkhamhaeng 110 | 13. Krungthep Kreetha | 23. Sena Fest |
| 4. Nuan Chan | 14. Thonglor 13 | 24. The Mall Bang Khae |
| 5. The Jas Wanghin | 15. Seacon Srinakarin | 25. Charn at The Avenue |
| 6. The Nine Rama 9 | 16. Ratchapruek | 26. Jas Green Village Prawet |
| 7. Food Villa Ratchapruek | 17. Boonthavorn Suvarnabhumi | 27. Golden Place |
| 8. The Street Ratchada | 18. On nut | 28. Nirvana Porch |
| 9. The Crystal Ekkamai-Ramindra | 19. Lotus North Ratchapruek | |
| 10. Fashion Island | 20. Paradise Park, G Floor | |

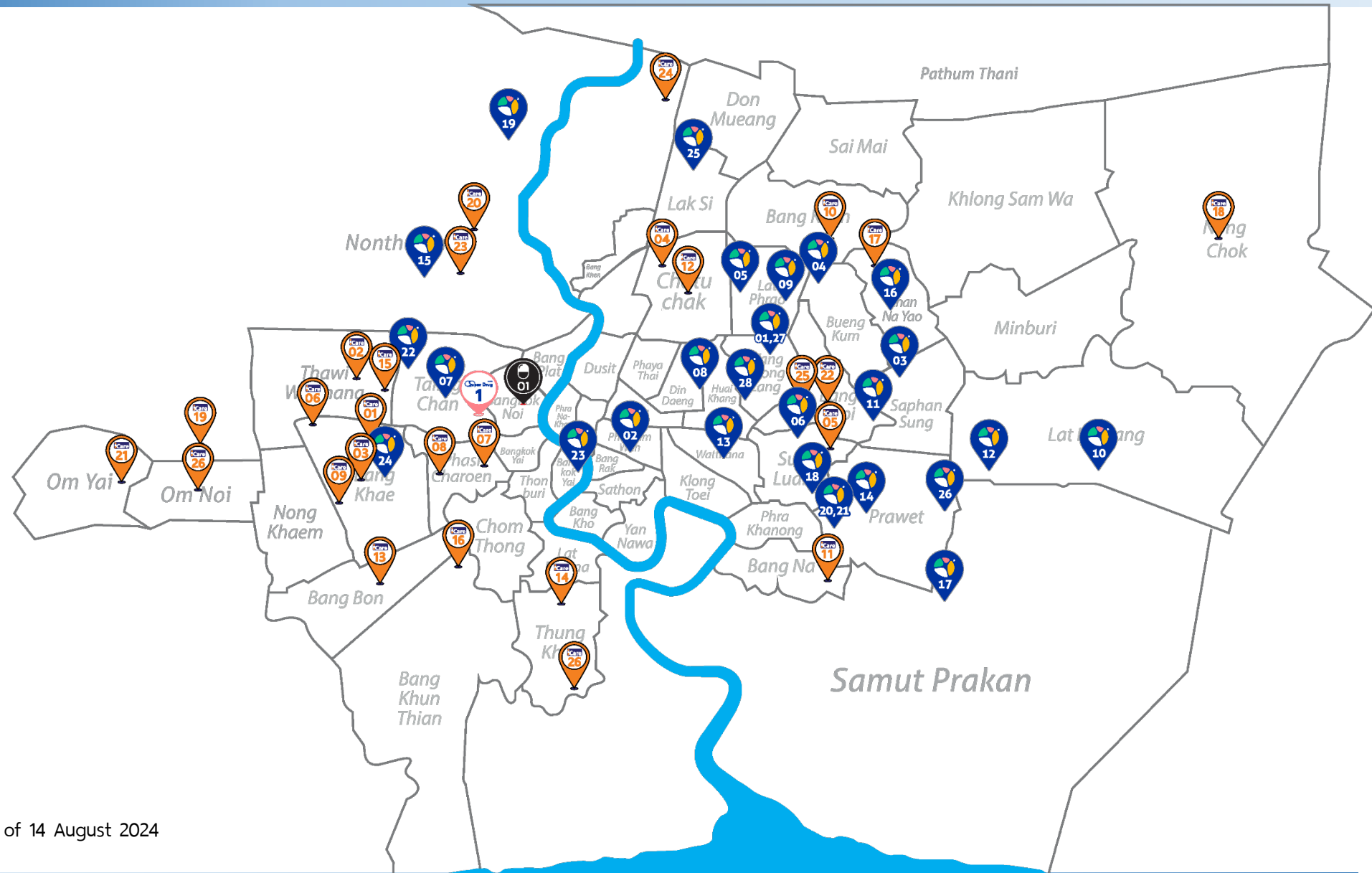


1. Central Pinklao



1. Thep Chareon Market

Remark : Data as of 14 August 2024



Remark : Data as of 14 August 2024



1. Seri Market Rama 9
2. Senee Market, Phet Kasem 28
3. Phet Kasem 56
4. Victoria Garden
5. Thanommit Market
6. Save Center
7. Susco Ekkachai 101
8. Susco Phuttha Bucha
9. Thonburi Market Place
10. Ratchayothin
11. Bangchak Thakham
12. Rarm Intra KM.8
13. Seri-Market Phuttha Monthon Sai 5
14. Thanya, Aom Yai
15. Foody Farm Bang Yai
16. Caltex Si Saman
17. Village Hub Pracha Uthit 90
18. **Shell Phutta Monthon Sai 5**



Community Mall / Market



Remark : Data as of 14 August 2024

Community Mall / Market

34



- | | |
|-----------------------------------|------------------------------|
| 19. Pure Place, Ramkhamhaeng 110 | 29. Sena Fest |
| 20. The Jas Wang Hin | 30. Charn at The Avenue |
| 21. The Nine Rama 9 | Changwattana |
| 22. Food Villa Ratchaphruek | 31. Jas Green Village Prawet |
| 23. The Crystal Ekamai – Ramindra | 32. Golden Place |
| 24. Krungthep Kreetha | 33. Nirvana Porch |
| 25. Boonthavorn Suvarnabhumi | |
| 26. On nut | |
| 27. Lotus North Ratchapruek | |
| 28. PTT Borommaratchachonnani 99 | |



34. Thep Chareon Market

Remark : Data as of 14 August 2024

Stand Alone



1. Thotsakan Intersection
2. Sai 2 Market
3. Prachaniwet 1
4. The Trio
5. La Salle
6. Tha It Nonthaburi
7. Lat Phrao 136
8. Ramkhamkaeng 59



9. Pradit Manutham
10. Nuan Chan
11. Thonglor 13
12. Ratchapruek

Remark : Data as of 14 August 2024

Shopping Mall / Hypermarket

11

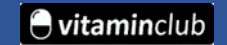


1. Lotus Nong Chok



2. Chamchuri Square
3. Fashion Island
4. The Street Ratchada
5. Lotus Ladkrabang
6. Robinson Ladkrabang
7. Seacon Srinakarin
8. Paradise Park, G Floor
9. Paradise Park, 3rd Floor
10. The Mall Bang Khae

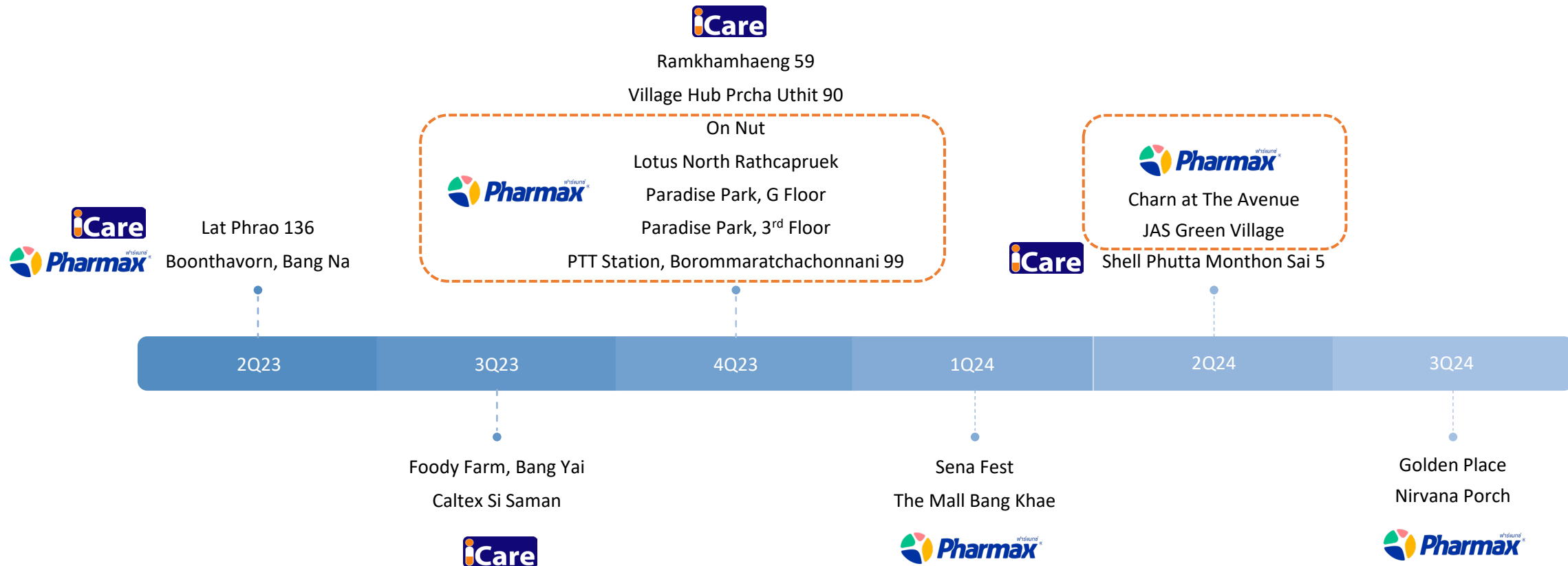
NEW!



11. Central Pinklao

Remark : Data as of 14 August 2024

NEW BRANCHES AND PROGRESS: Icare Health Co., Ltd.



Remark : Data as of 14 August 2024





Supplement Products



Sanitizing Products/Odor Eliminator
/Medical Mask



BRAND

Personal Care / Personal Hygiene
Products

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



NEW !

- Herbal personal care
- Herbal medicine





Best Innovative Company Awards : Business Excellence

Company listed on mai

Innovation : BESUTO12 PLUS

Hand Cleansing Wash



Outstanding Deal Awards : Business Excellence

Capital market fund raising deal

(Offering size up to 3 bn THB)

(Corporate)



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 BOOST1Plus

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



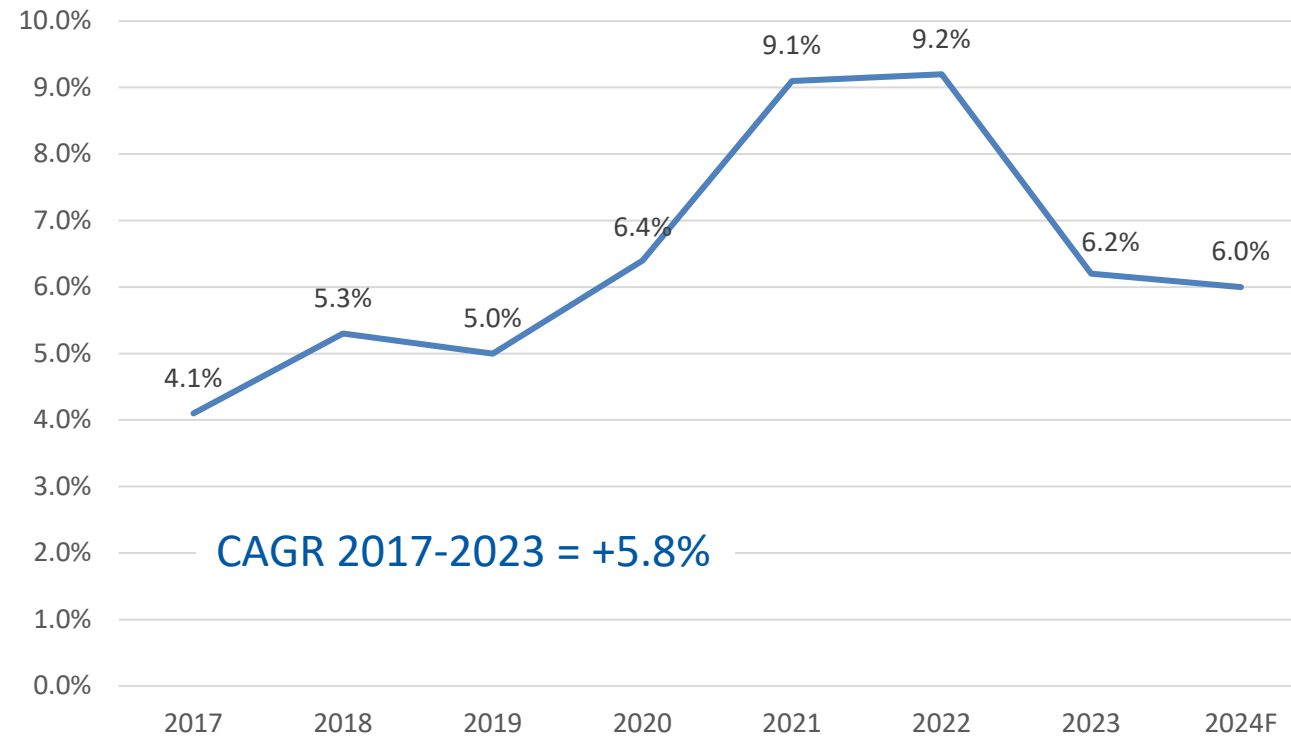
Prime KIN

Gold Medal JDAI 2024
From JDIE Japan Design
Idea And Invention Expo 2024



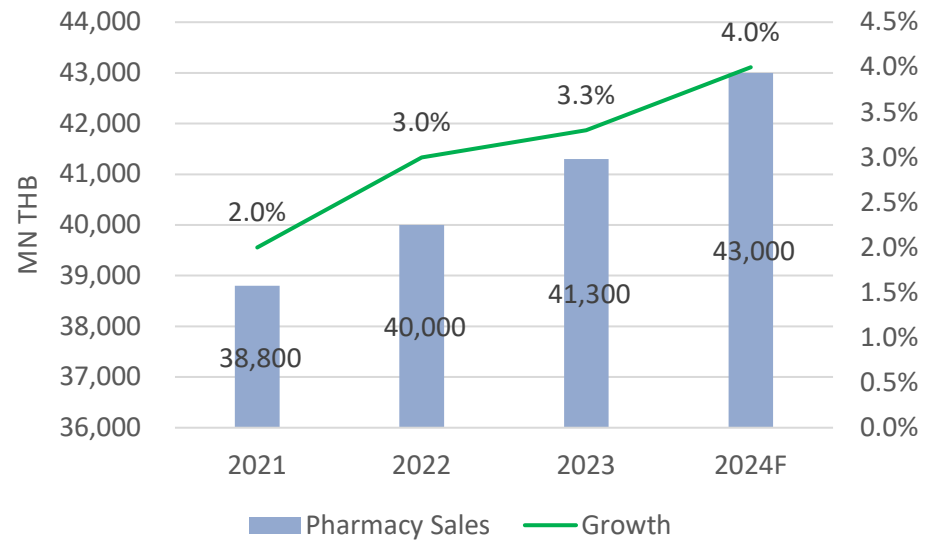
INDUSTRY OVERVIEW

THAIS' HEALTHCARE SPENDING GROWTH RATE 2017-2024F

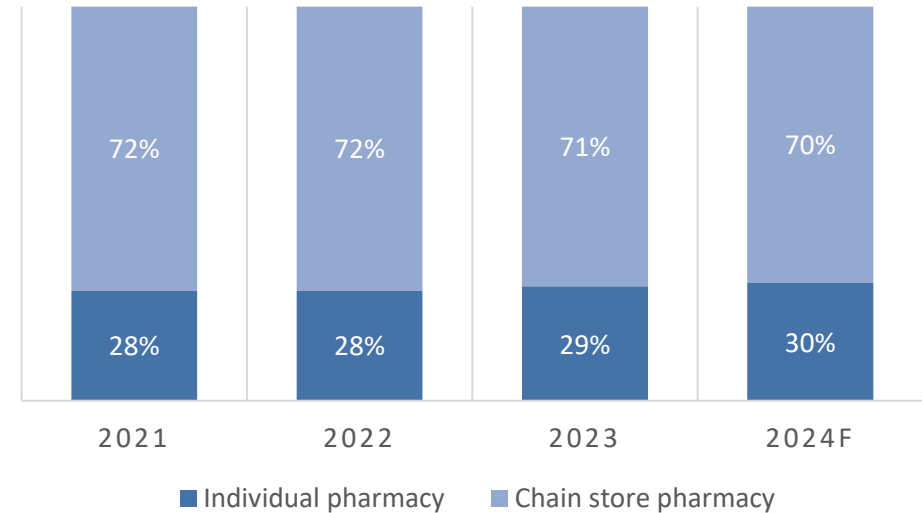


Source : KASIKORN RESEARCH CENTER, Vol.30 No.3480, dated 4 April 2024

Thailand's Pharmacy Sales

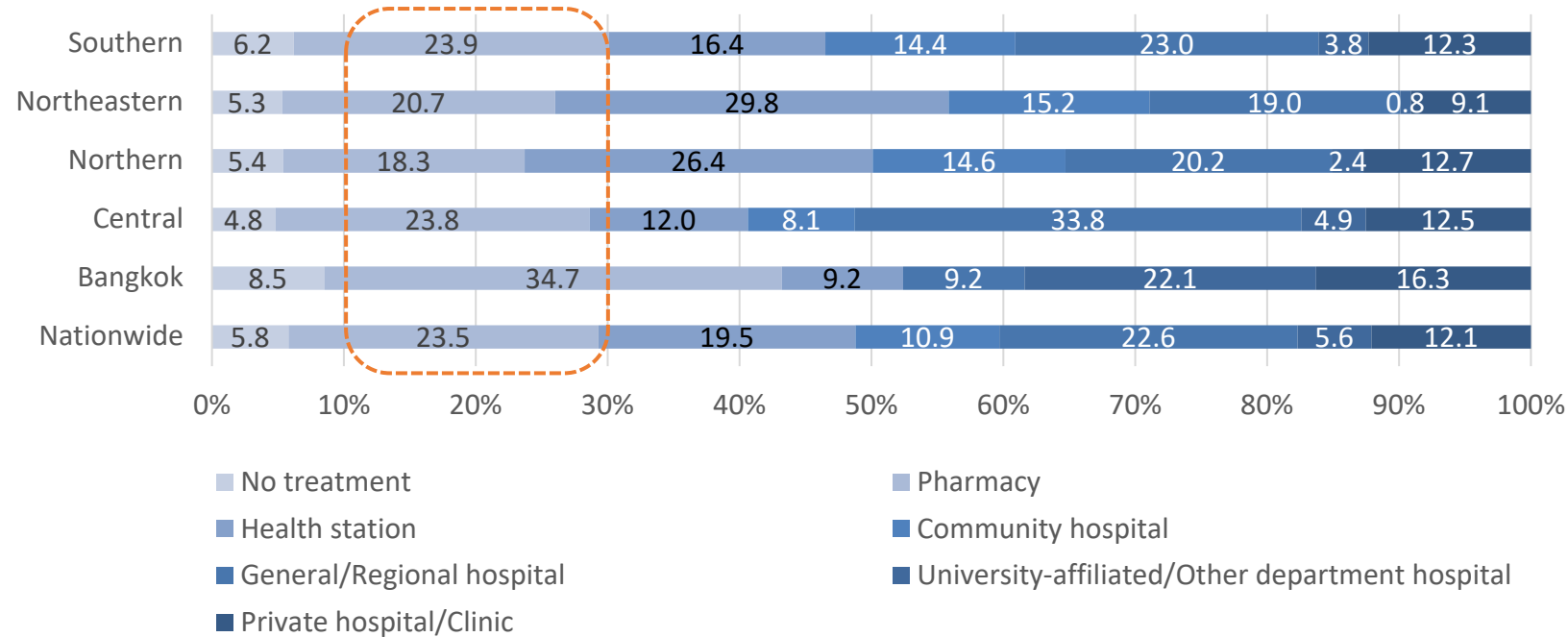


Thailand's Pharmacy Type



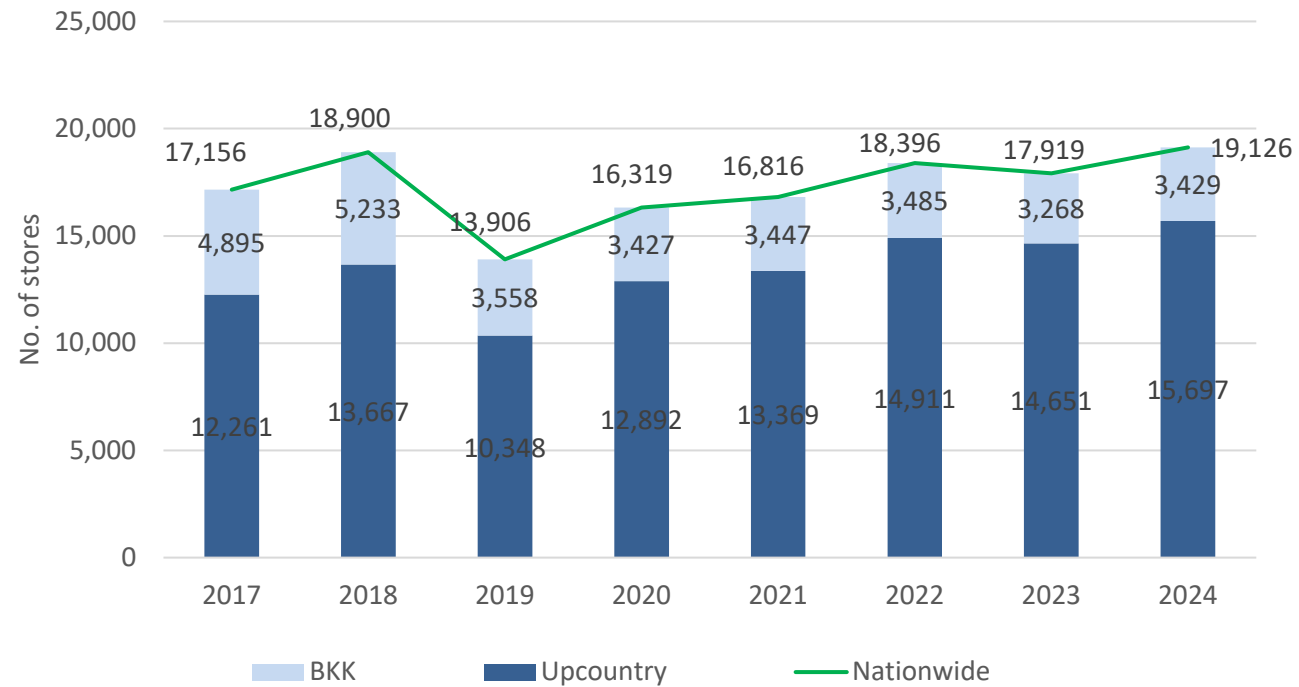
Source : KASIKORN RESEARCH CENTER, Vol.30 No.3480, dated 4 April 2024

Outpatient Care Channels People Used by Region



หมายเหตุ : Health station : สถานีอนามัย/สว.สต. (Primary Care Unit)
 Community Hospital : สว.ชุมชน (10-150 เตียง)
 General/Regional Hospital : สว.ทั่วไป/ศูนย์ (200-500 เตียงขึ้นไป)
 University-affiliated/Other department Hospital : สว.ของมหาวิทยาลัย/
 สังกัดอื่นของรัฐ

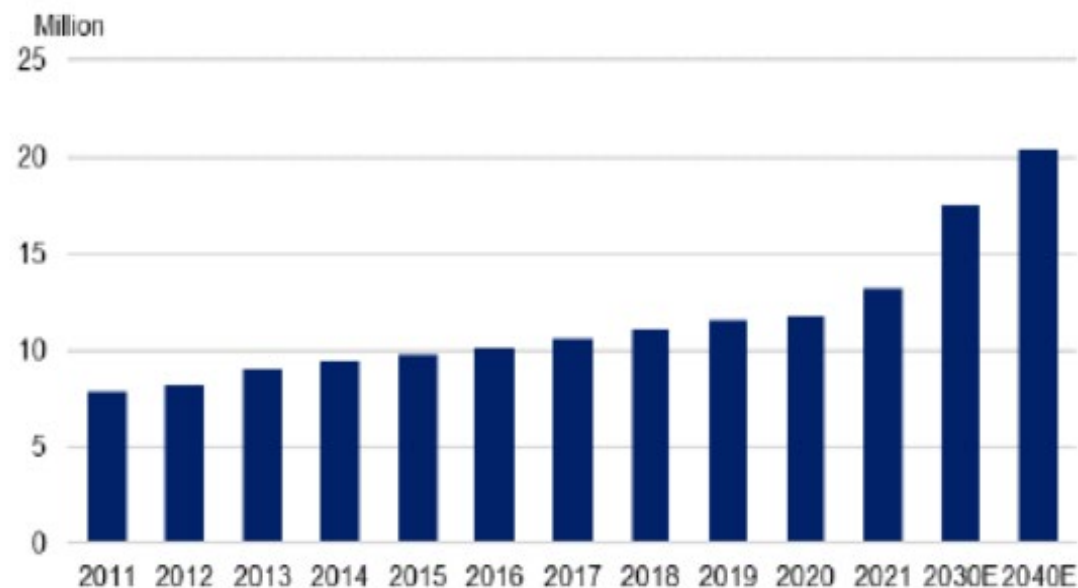
Number of Drug Stores (Type : Khor Yor 1)



Source : MEDICINE REGULATION DIVISION, FOOD AND DRUG ADMINISTRATION

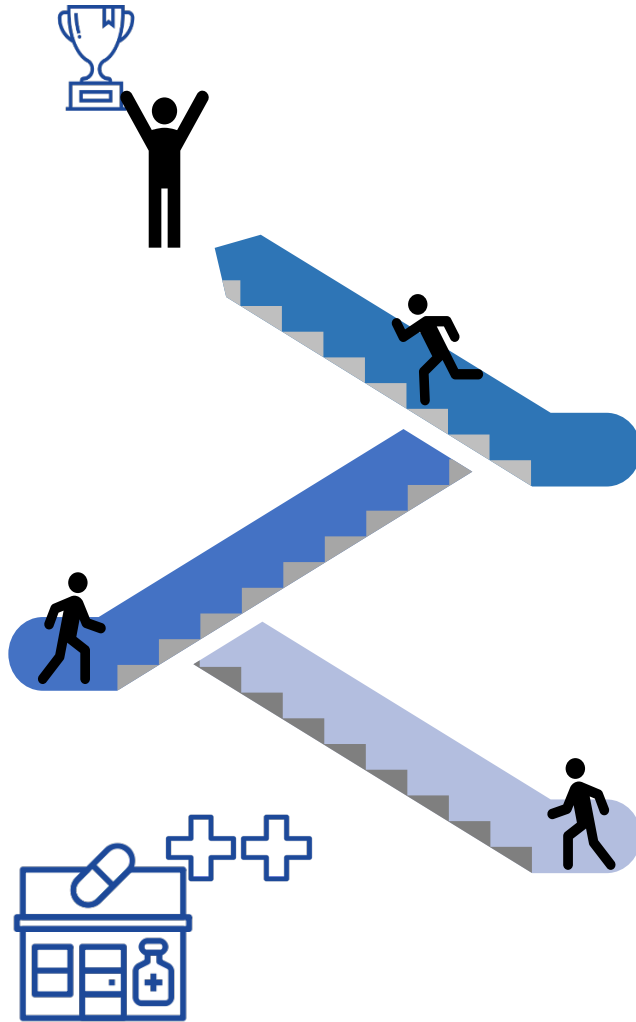
Remark : 2023 Report dated 9 February 2024
2024 Report dated 16 July 2024

Elderly in Thailand (>60years)



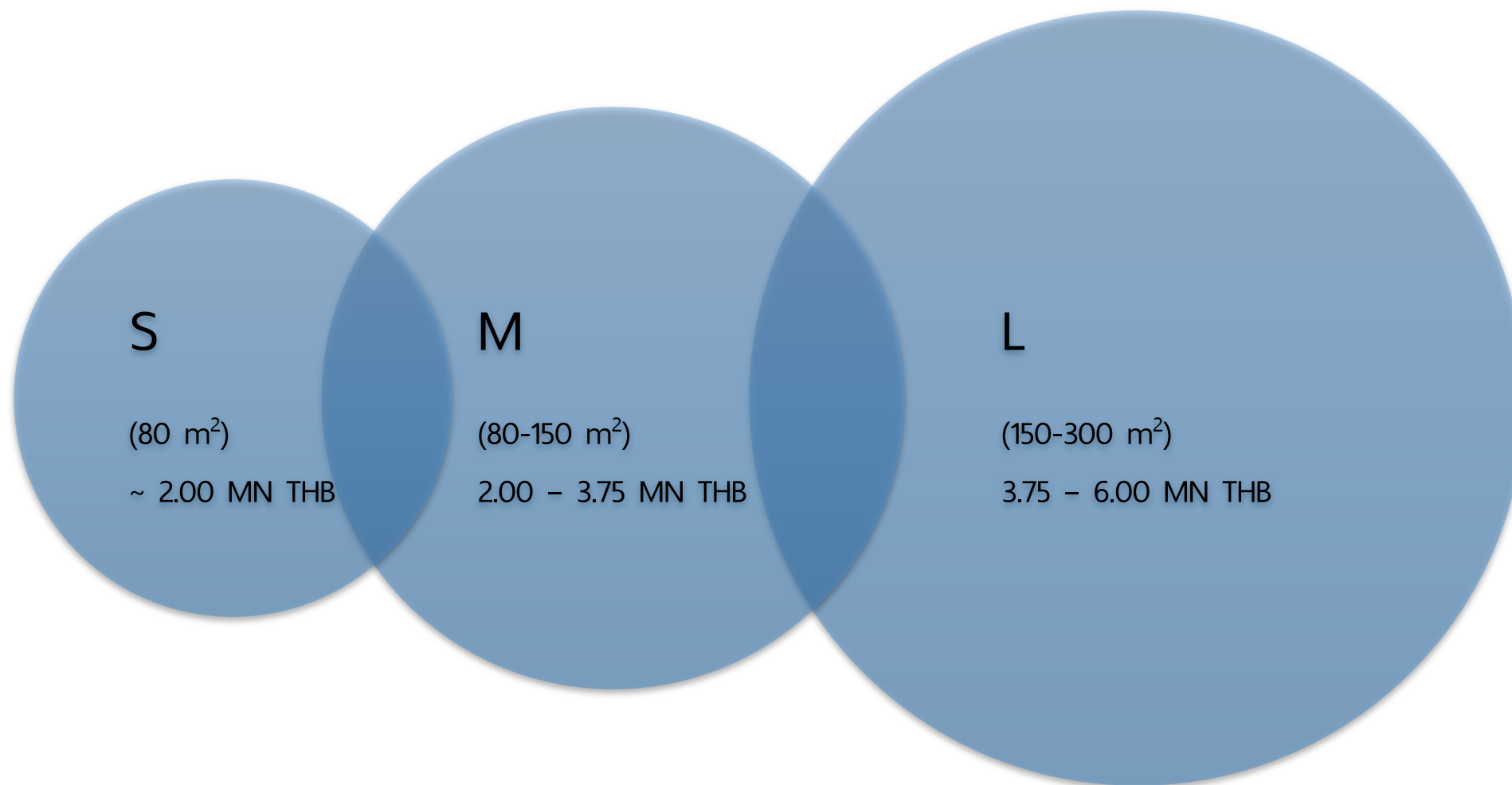
Source : NATIONAL STATISTICAL OFFICE (NSO), MINISTRY OF DIGITAL ECONOMY AND SOCIETY

FUTURE PROJECTS

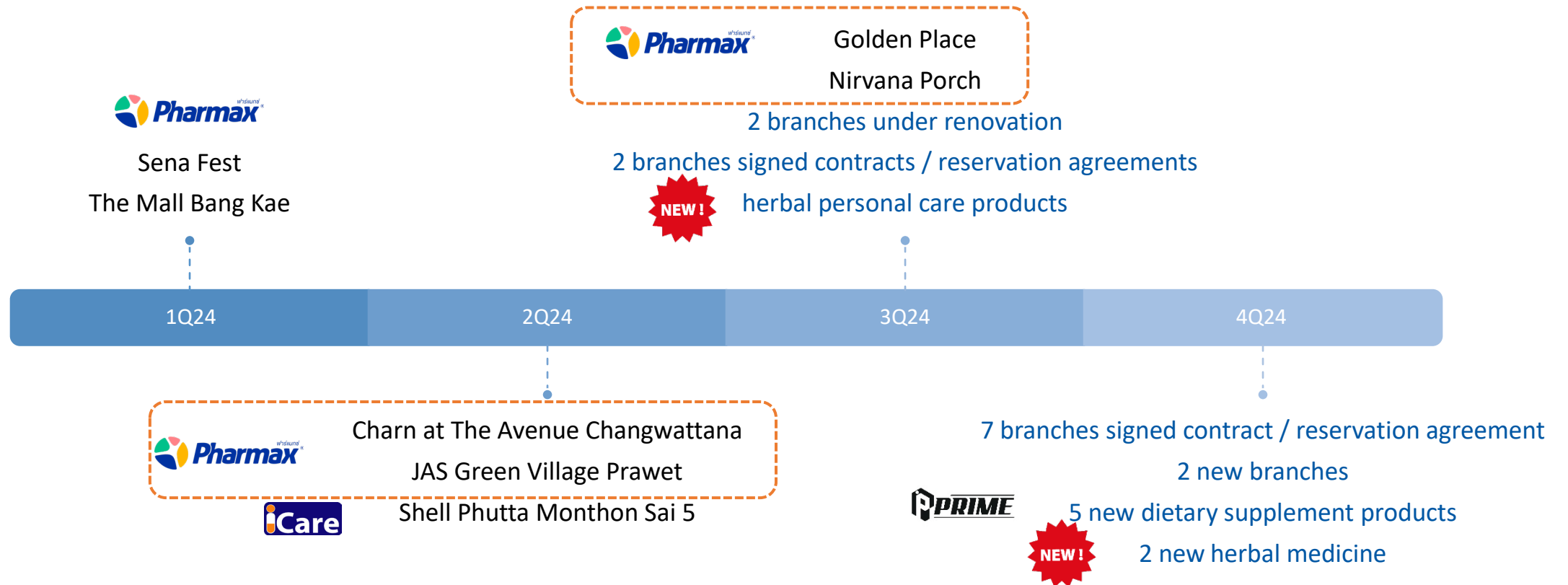


Branch Expansion and Renovation

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



Note: *CAPEX not include inventory

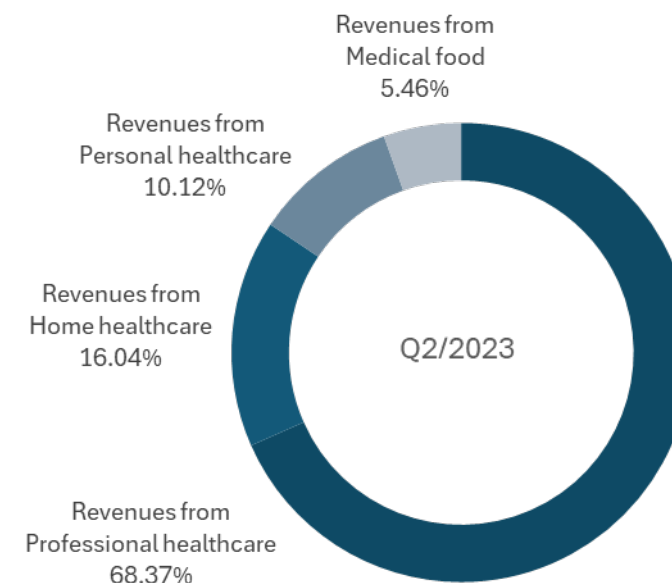
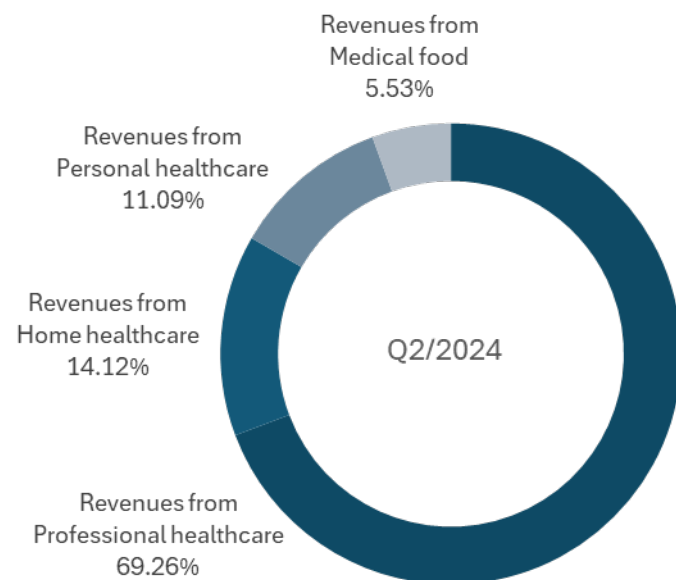


Remark : Data as of 14 August 2024

FINANCIAL HIGHLIGHTS

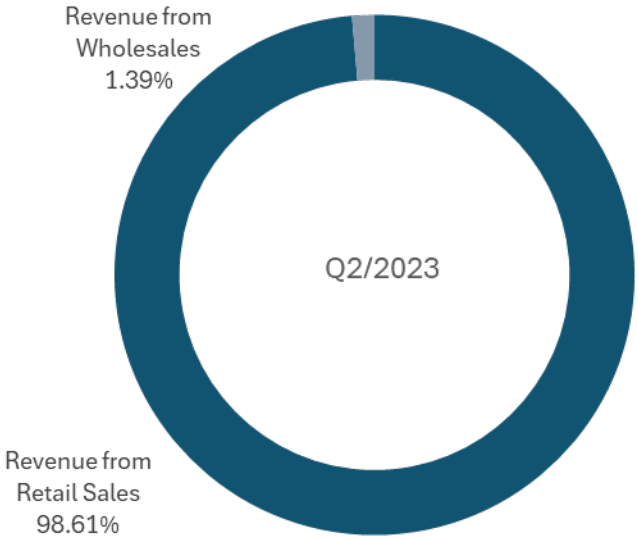
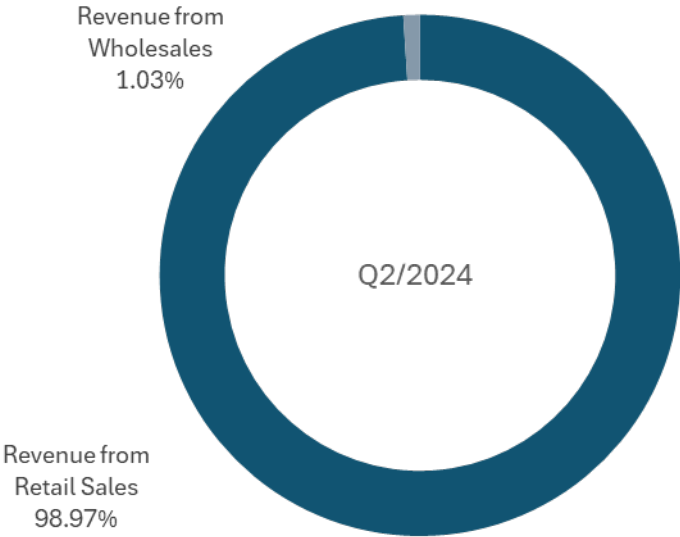
SALES BREAKDOWN BY CATEGORIES – Quarter 1/2024

Total Revenue from Sales	Q2/2024		Q2/2023		Q1/2024		YOY		QOQ	
	MN THB	%	MN THB	%	MN THB	%	MN THB	%	MN THB	%
Revenues from Professional healthcare	322.00	69.26	271.47	68.37	332.01	68.82	50.53	18.61	-10.01	-3.02
Revenues from Home healthcare	65.66	14.12	63.70	16.04	68.94	14.29	1.96	3.08	-3.29	-4.77
Revenues from Personal healthcare	1.57	11.09	40.20	10.12	53.70	11.13	11.37	28.29	-2.13	-3.96
Revenues from Medical food	25.72	5.53	21.69	5.46	27.76	5.76	4.03	18.57	-2.05	-7.38
Total Revenue	464.94	100.00	397.05	100.00	482.41	100.00	67.89	17.10	-17.47	-3.62



SALES BY DISTRIBUTION CHANNELS – Quarter 1/2024

Distribution Channels	Q2/2024		Q2/2023		Q1/2024		YoY		QoQ	
	MN THB	%	MN THB	%	MN THB	%	MN THB	%	MN THB	%
Revenue from Retail Sales	460.15	98.97	391.55	98.61	477.65	99.01	68.60	17.52	-17.50	-3.66
Revenue from Wholesales	4.79	1.03	5.50	1.39	4.76	0.99	-0.71	-12.94	0.03	0.60
Total Revenue from Sales	464.94	100.00	397.05	100.00	482.41	100.00	67.89	17.10	-17.47	-3.62



TOTAL REVENUES

472,087,582 THB



16.92% YOY

OTHER REVENUES

7,146,684 THB



6.41% YOY

NET PROFIT

11,722,276 THB



26.59% YOY

GROSS MARGIN

23.16%



18.96% YOY
(Amount Changes)

EBITDA MARGIN

7.35%



4.08% YOY
(Amount Changes)

NET MARGIN

2.48%



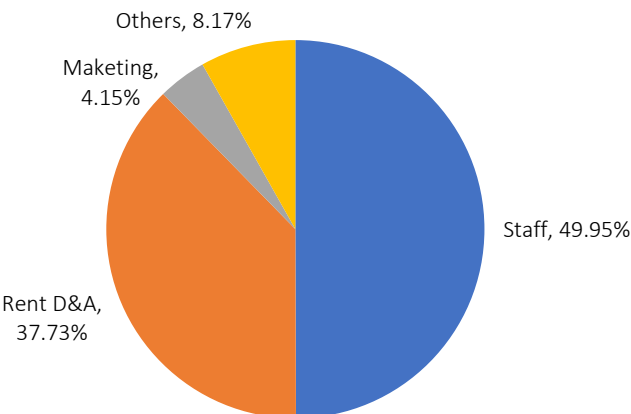
26.59% YOY
(Amount Changes)

Q2/2024 Distribution Costs

DISTRIBUTION COSTS TO
REVENUE FROM SALES

17.04%

▲ 43.17% YOY
(Amount Changes)

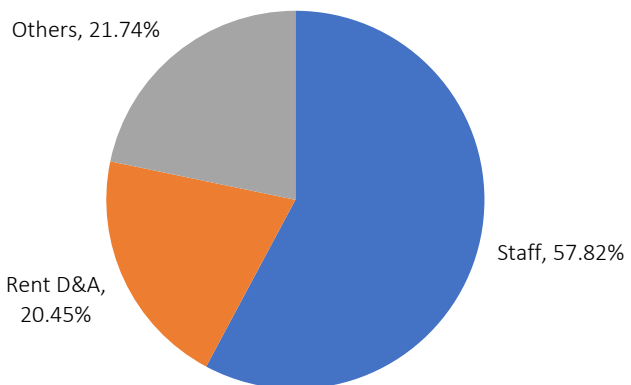


Q2/2024 Administrative Expenses

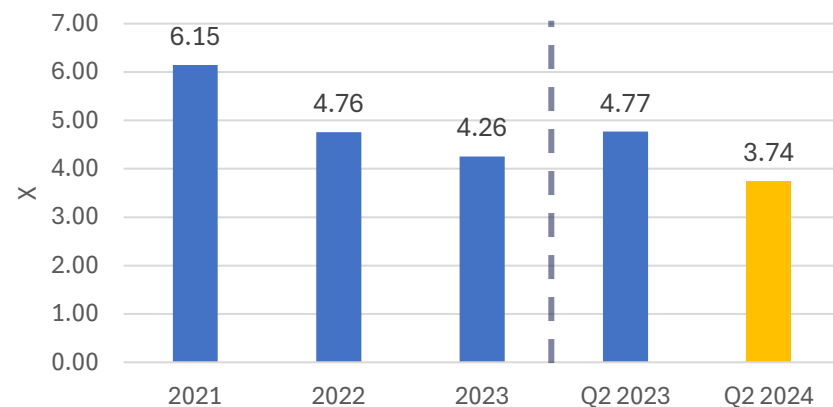
ADMINISTRATIVE EXPENSES TO
TOTAL REVENUES

4.39%

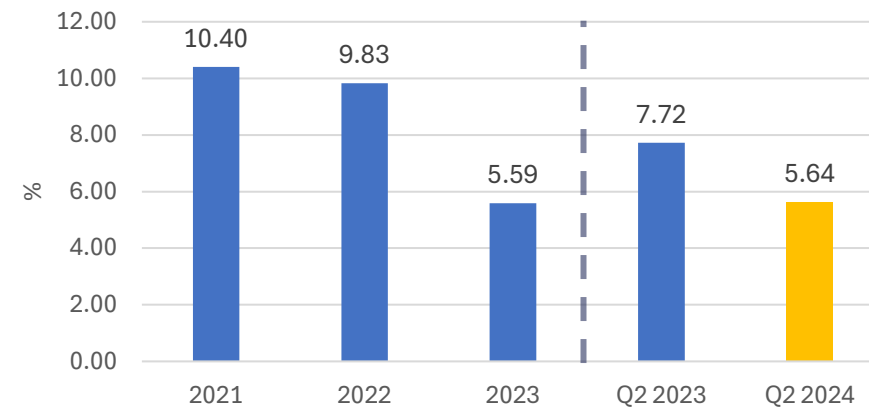
▼ 2.06% YOY
(Amount Changes)



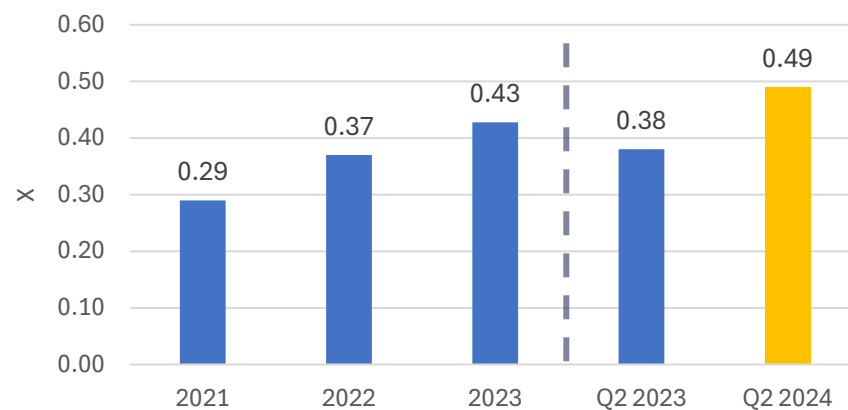
Liquidity Ratios



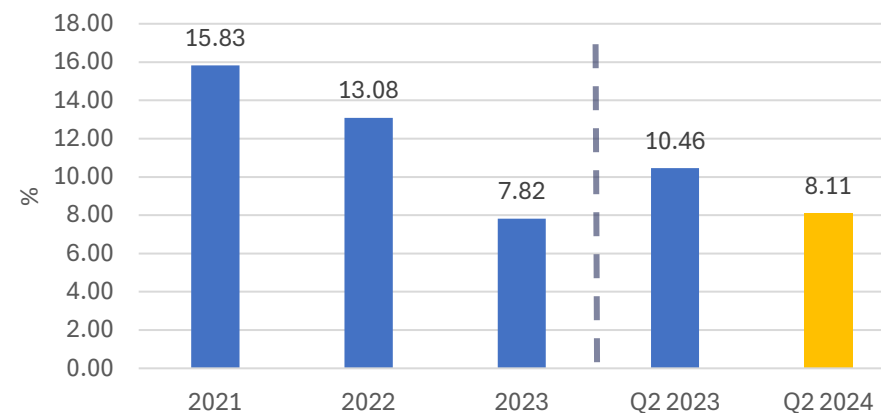
Return on Asset



Debt to Equity Ratio

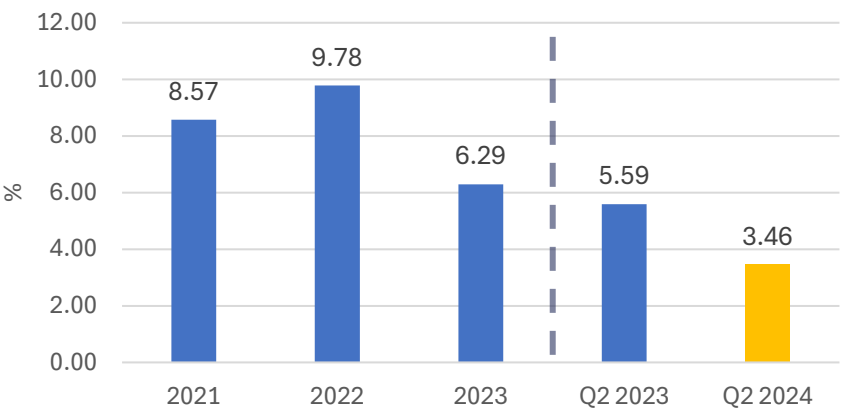


Return on Equity

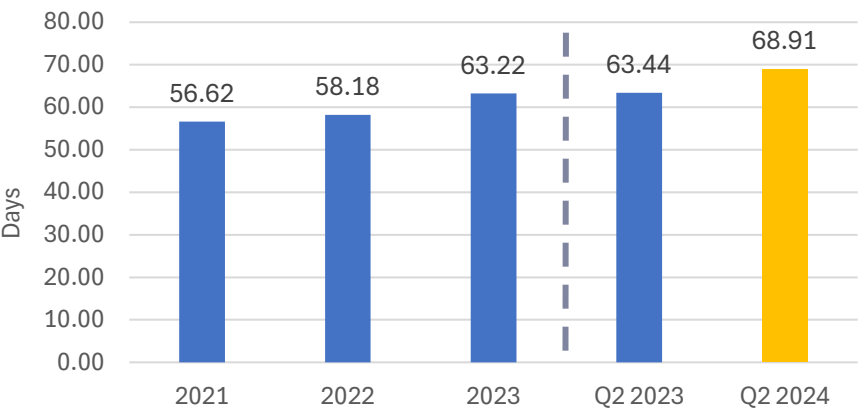


Remark: ROA = Trailing-12-month net profit, to average total assets
 ROE = Trailing-12-month net profit, to average total shareholders' equity

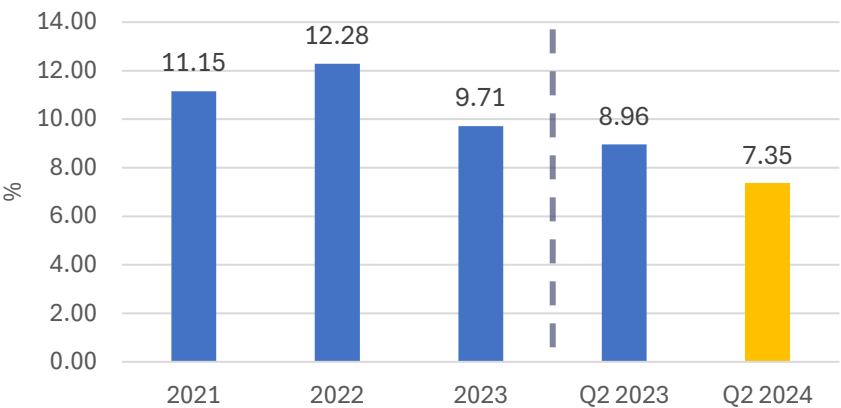
EBIT Margin



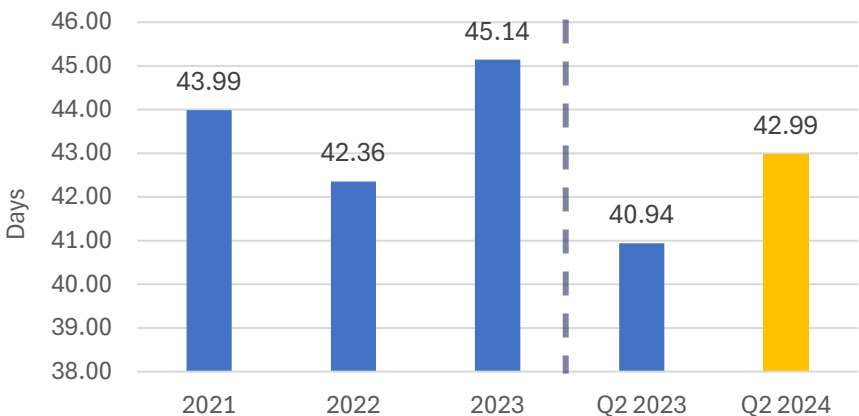
Inventory Days



EBITDA Margin



Account Payable Days



Same Store Sales Growth

Details	YE2021	YE2022	YE2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Same Store Sales Growth (SSSG)	14.9%	16.4%	-2.4%	-2.8%	-7.1%	8.5%	17.3%	7.9%
Sales / Ticket (All branches)	551	509	483	483	482	474	496	466
Tickets / Day (All branches)	5,913	8,023	9,143	8,905	9,150	10,026	10,681	10,848

THANK YOU

iCare ยา

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

ฉลอง
เปิดสาขาใหม่
พร้อมเปิดบริการคลินิก
ทันตกรรม และ คลินิก
ผิวหนัง และ คลินิก
สุขภาพเด็ก

เปิดแล้ว
iCare
ยา
อาหารเสริม
อุปกรณ์การแพทย์
มากกว่า 10,000 รายการ
LINE