

Operating Revenue

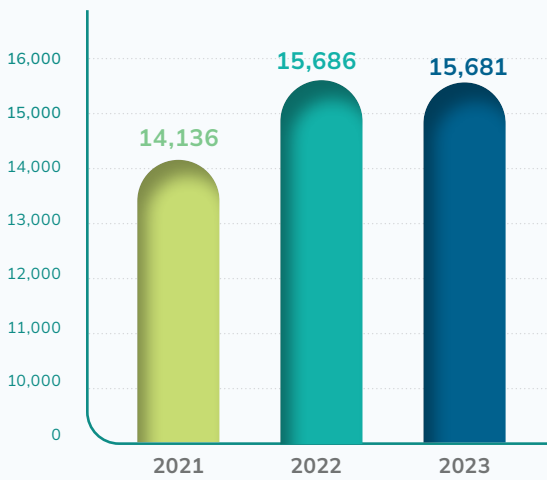


Operating Revenue

THB

15,681 mn

FY2023



Segment Revenue

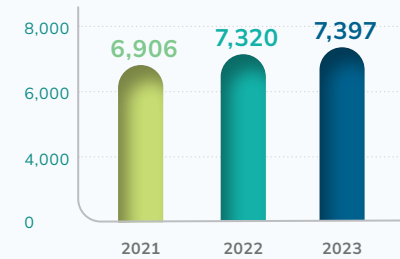
Mega We Care™

THB
8,005 mn



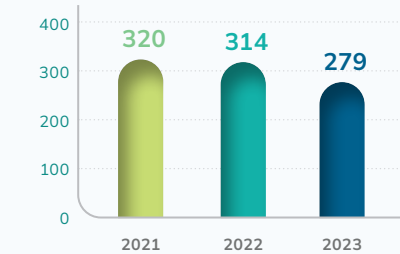
Maxxcare™

THB
7,397 mn



OEM

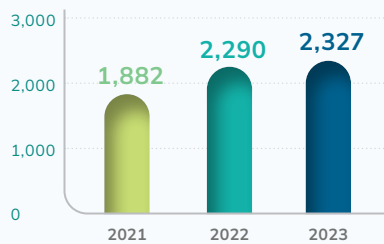
THB
279 mn



Adjusted Net Profits

THB

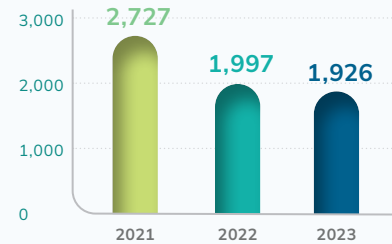
2,327 mn



Operating Cash Inflow

THB

1,926 mn



Financial Highlights

Consolidated Income Statement (Figures in THB mn)	2021	2022	2023
Operating Revenue	14,136	15,686	15,681
Gross profit	5,911	7,040	7,095
Selling and Admin. exp (SGA)	3,769	4,359	4,191
SGA (% to revenue)	26.7%	27.8%	26.7%
Net Profit (Adjusted)¹	1,882	2,290	2,327
(% to revenue)	13.3%	14.6%	14.8%
Normalising tax Expense	-	-	31
Net foreign exchange gain/(loss)	119	2	(325)
Net losses from new businesses	(60)	(52)	(40)
Net profits	1,941	2,240	1,993
Operating cash inflow	2,727	1,997	1,926
% to net profits	140.5%	89.1%	96.7%
Cash cycle (days)	124	119	132
Revenue by segments (THB mn)	2021	2022	2023
Mega We Care™ business	6,909	8,053	8,005
Maxxcare™ business	6,906	7,320	7,397
OEM	320	314	279
Consolidated Balance Sheet (Figures in THB mn)	Dec'21	Dec'22	Dec'23
Cash and bank balances ²	2,531	2,789	2,712
Trade accounts receivable	2,557	3,107	3,314
Inventories	3,823	4,109	3,377
Property, plant and equipment ³	1,874	1,936	2,010
Intangible assets ⁴	1,353	1,329	1,318
Other assets	1,134	1,376	1,383
Total Assets	13,272	14,646	14,115
Debt	168	229	76
Trade Payables	2,527	2,793	1,925
Other Liabilities	2,552	2,847	2,812
Total Outside Liabilities	5,247	5,870	4,813
Shareholder Equity	8,025	8,777	9,302
Total Liabilities and Equity	13,272	14,646	14,115
Key Balance Sheet Elements	Dec'21	Dec'22	Dec'23
Net cash / (debt) (THB mn)	2,363	2,560	2,636
Net investment capex ⁵ (THB mn)	142	279	230
Net debt/Equity (times)	(0.32)	(0.30)	(0.29)

¹ Net profit (Adjusted) are net profit adjusted for non-recurring material income or expenses or taxes, normalised forex gains or losses, impacts from newly started businesses (includes startups and projects with gestation) to reflect normal business performance.

² Cash and bank balances as at balance sheet dates include non - restricted term deposits with banks.

³ Property, plant and equipment includes assets classified as investment property in audited financial statement.

⁴ Intangible assets includes goodwill arising from business combination.

⁵ Net investment capex includes investment in property plant and equipments, business acquisitions and investment in joint ventures and associates.