



VALUE YOUR LIFE



# Opportunity Day Q1'2023

June 8<sup>th</sup>, 2023

# | **Agenda**

-  **New News**
-  **Q1'2023 Financial Performance**
-  **2023 Growth Drivers**
-  **Q&A**

# New News

# เบลลา พารา Bella Para

ปวดหัว

ปวดหลัง

ปวดฟัน



ปวดข้อ



ปวดกล้ามเนื้อ



ปวดประจำเดือน



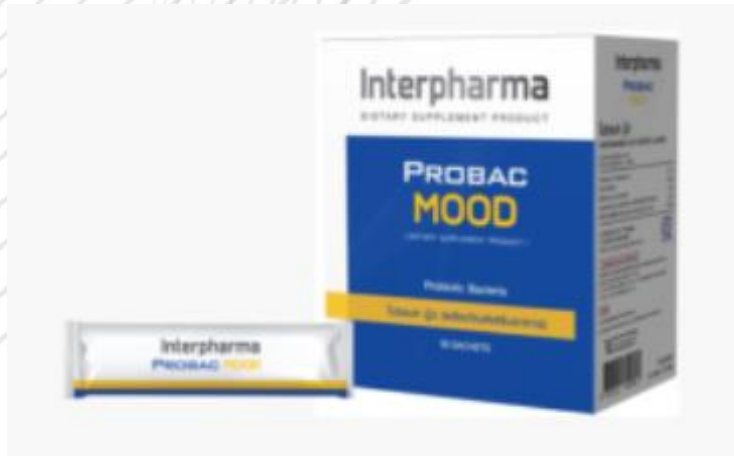
ปวดเมื่อยจากไขหวัด



**ลดไข้ บรรเทาอาการปวด ทั้ง 7**  
**พาราเซตามอล 500 มก.**

อ่านคำเตือนในฉลากก่อนใช้ยา, ใบอนุญาตโฆษณาเลขที่ ขท 719/2566

# New Products - Wellness & Anti-Aging Nutraceuticals



- Reduce stress / Depression
- Improve sleep quality
- Improve immune system
- Promote healthy digestion



- Reduce stress / Depression
- Improve sleep quality
- Improve Migraine symptoms
- Reduce constipation
- Reduce PMS



- Improve heart health
- Reduce risk of metabolic syndrome
- Decrease inflammation
- Lower LDL
- Improve blood circulation

# New Products - Companion Animal Healthcare

## Topical Care



**EARKleen PLUS**



**DENTAkare GEL**



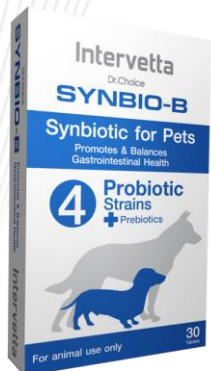
**QCER GEL**

## Choo Choo



**Choo Choo Super Protein Booster**

## SYNBIO-B



**Choo Choo Baby Cat Booster Soup**

## New Project

- New sterile automatic Eyedrop filling and capping production line
- Product development transfer of 2 glaucoma eyedrop products

## Timeline

- Estimated product launch target: Q4/2026



# New Stores



## 6 New Stores Opening

1. Siam Paragon - Extension
2. Future Park Rangsit
3. Marche Thonglor
4. Don Mueang Airport
5. Design Village Bangna
6. Chic Republic Ratchaphruek



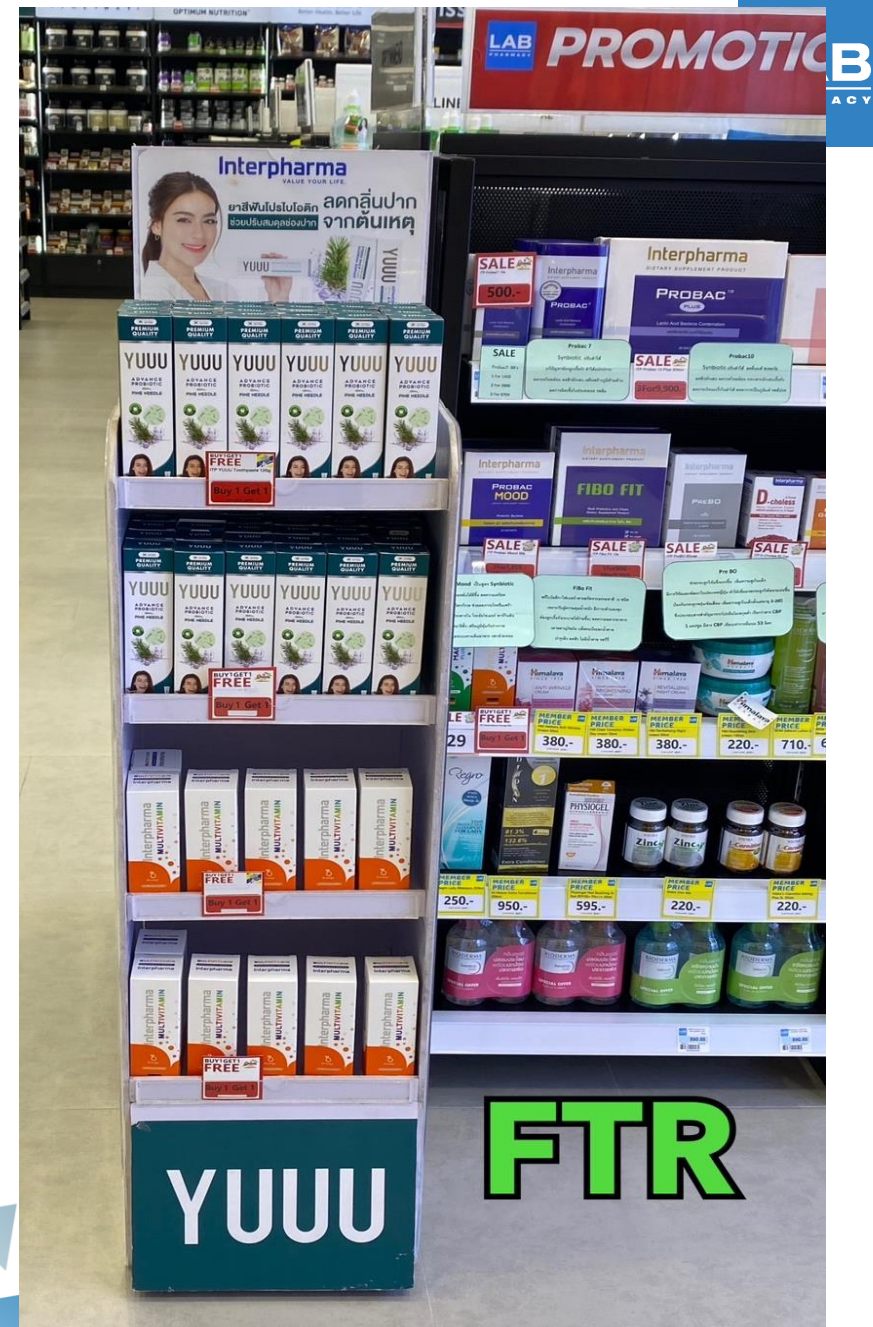
# New Stores 2023 (6 branches)



## INTER WELLNESS AT SIAM PARAGON



## FUTURE PARK RANGSIT



## MARCHE THONGLOR



## DONMUEANG AIRPORT

**LAB**  
PHARMACY



## DESIGN VILLAGE BNAGNA

**LAB**  
PHARMACY



## Chic Replublic Ratchapruek



# More Stores

## 9 New Stores Opening

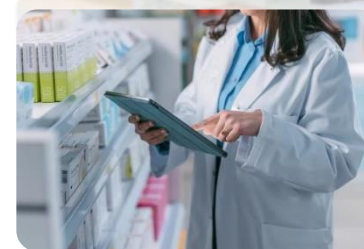
1. The Mall Bang-kapi
2. Rama9 (Hospital)
3. Villa Market Bukis Phuket
4. Villa Market Boat Lagoon Phuket
5. Villa Market Laguna Phuket
6. Villa Chalong
7. Villa Market Pattaya Avenue
8. Villa Ari
9. Emsphere

**Total 2023 : 35 branches**

**LAB**  
PHARMACY



## 6 New Stores in OR



# Update

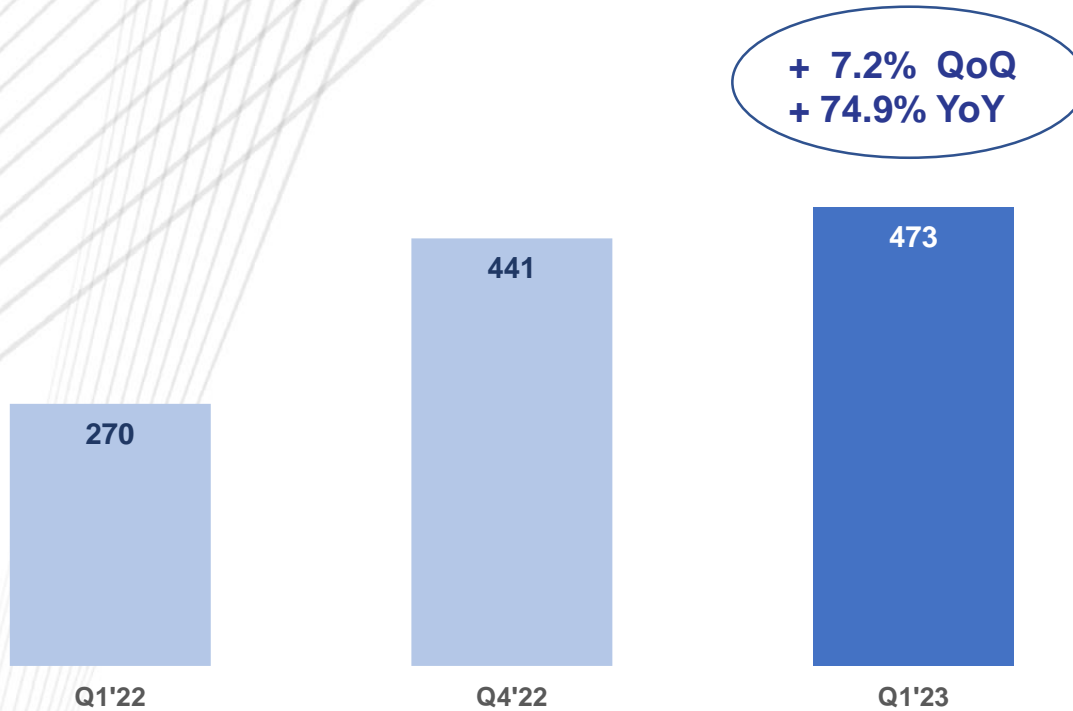
- Appoint KGI company as financial advisor listed Lab Pharmacy in the Stock Exchange of Thailand
- Appoint Advisory Plus company as financial advisor listed Nakhon Patana Hospital in the Stock Exchange of Thailand



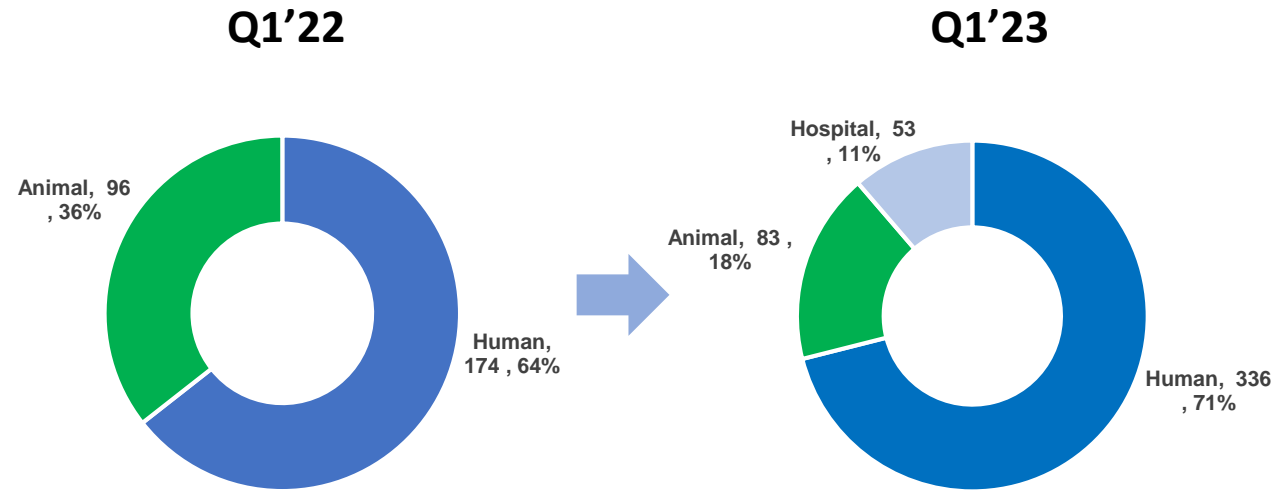
# **Q1'2023 Financial Performance**

## Revenue from Sales & Service

Unit : mio THB

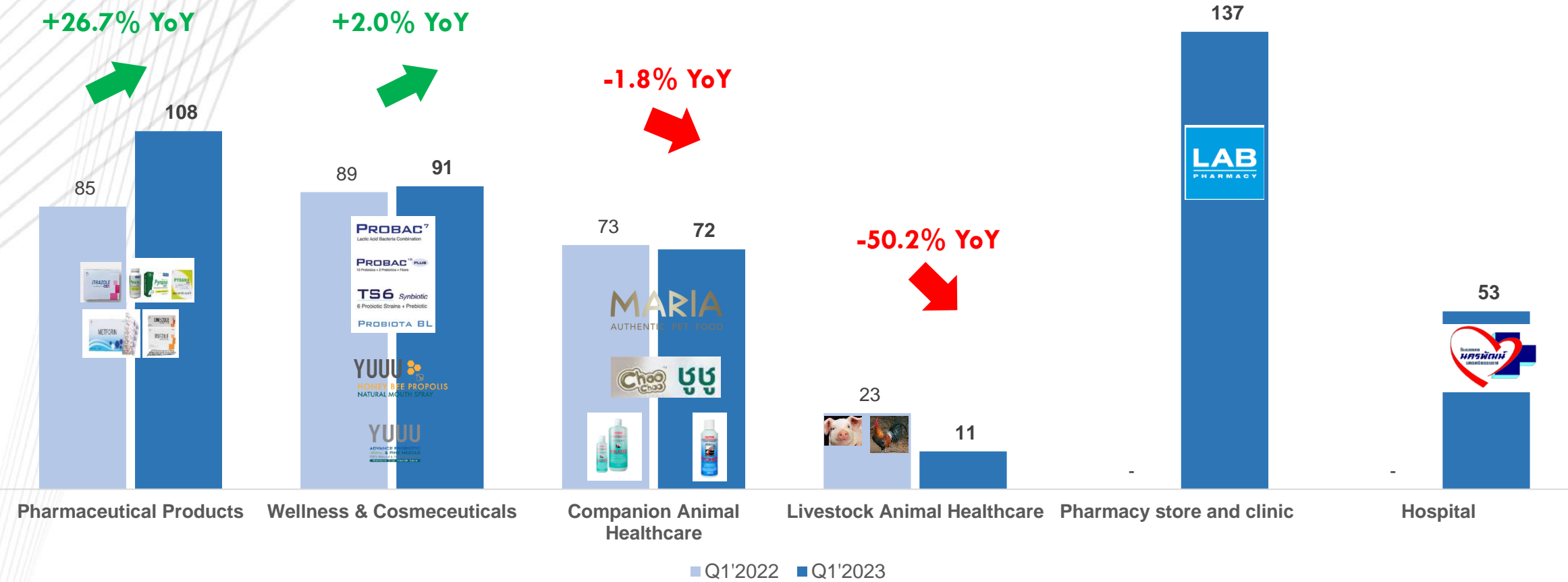


## Revenue by Segments

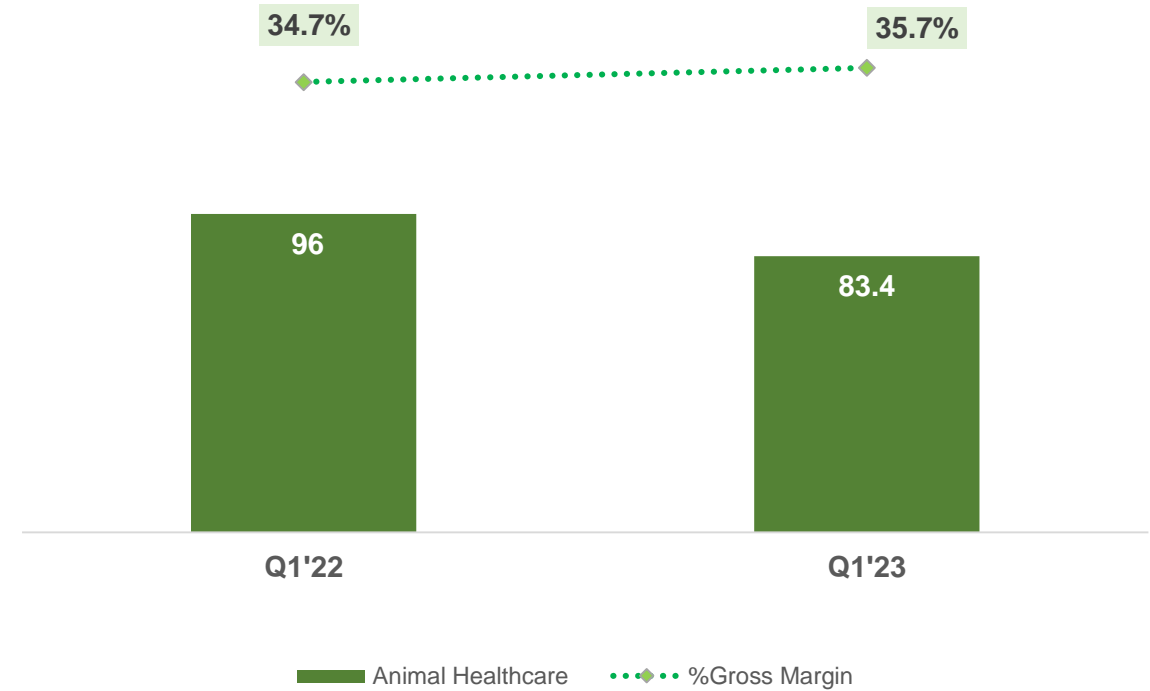
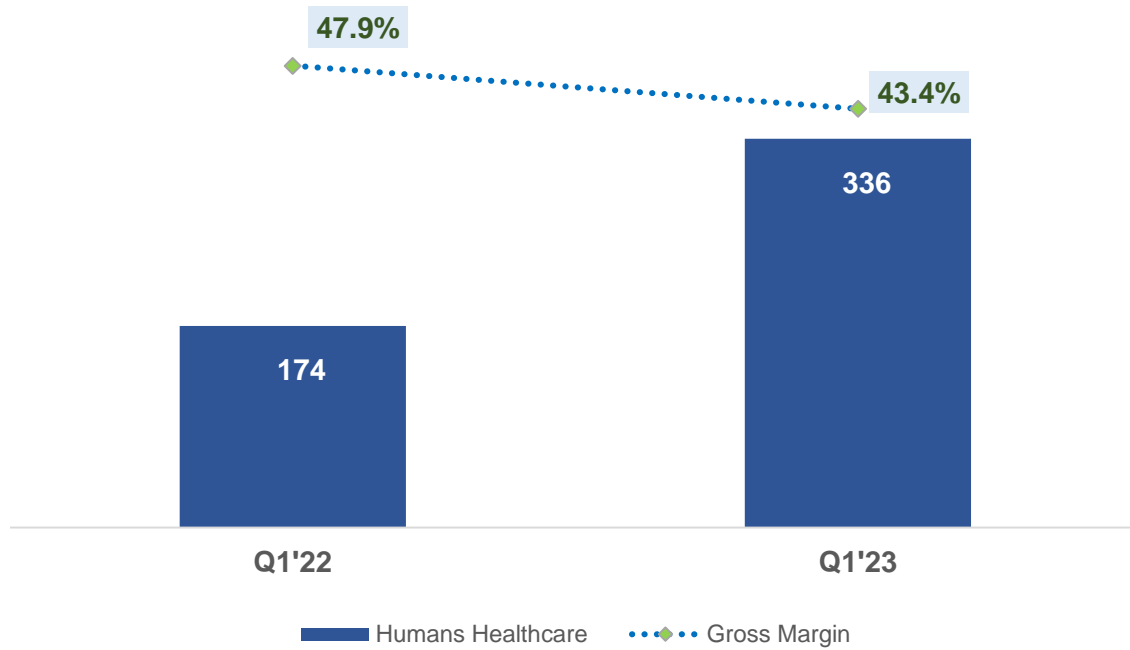


# Revenue by BUs

Unit : mio THB



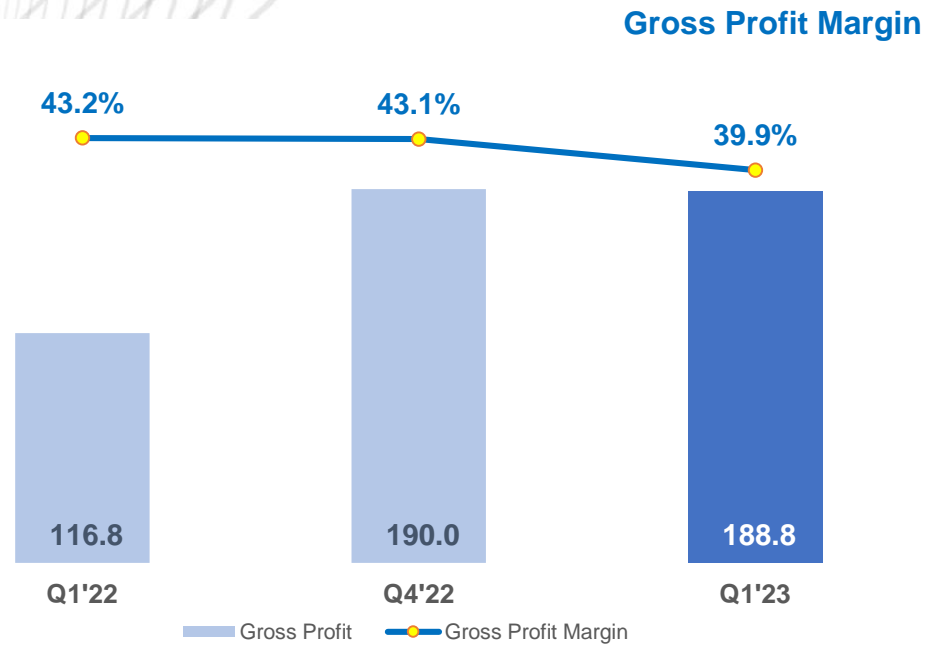
# Gross Profit by Segment



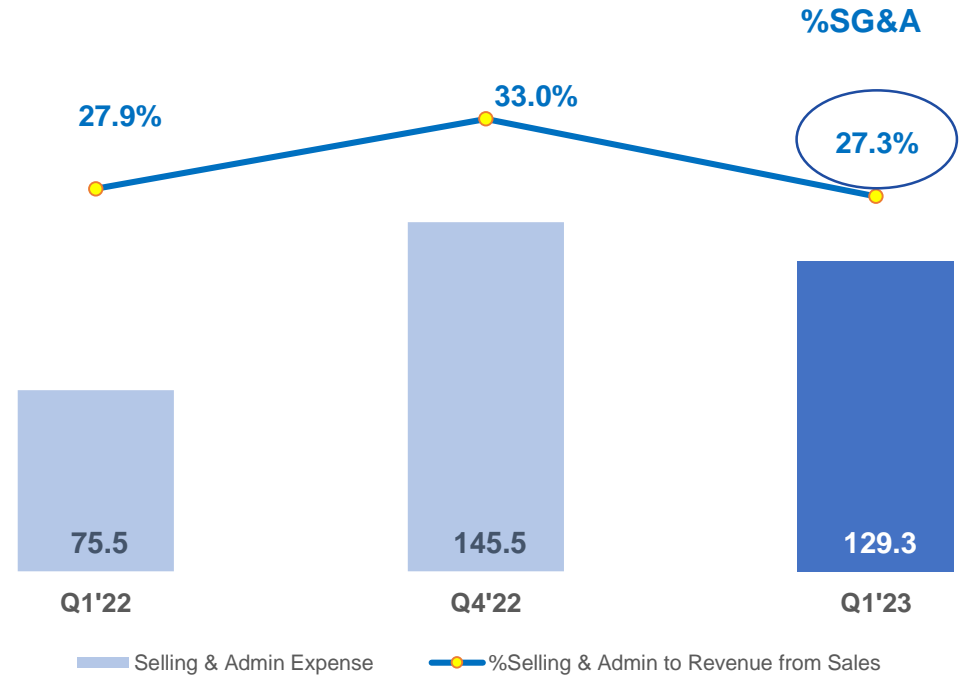
Unit : mio THB

## Gross Profit / %GP

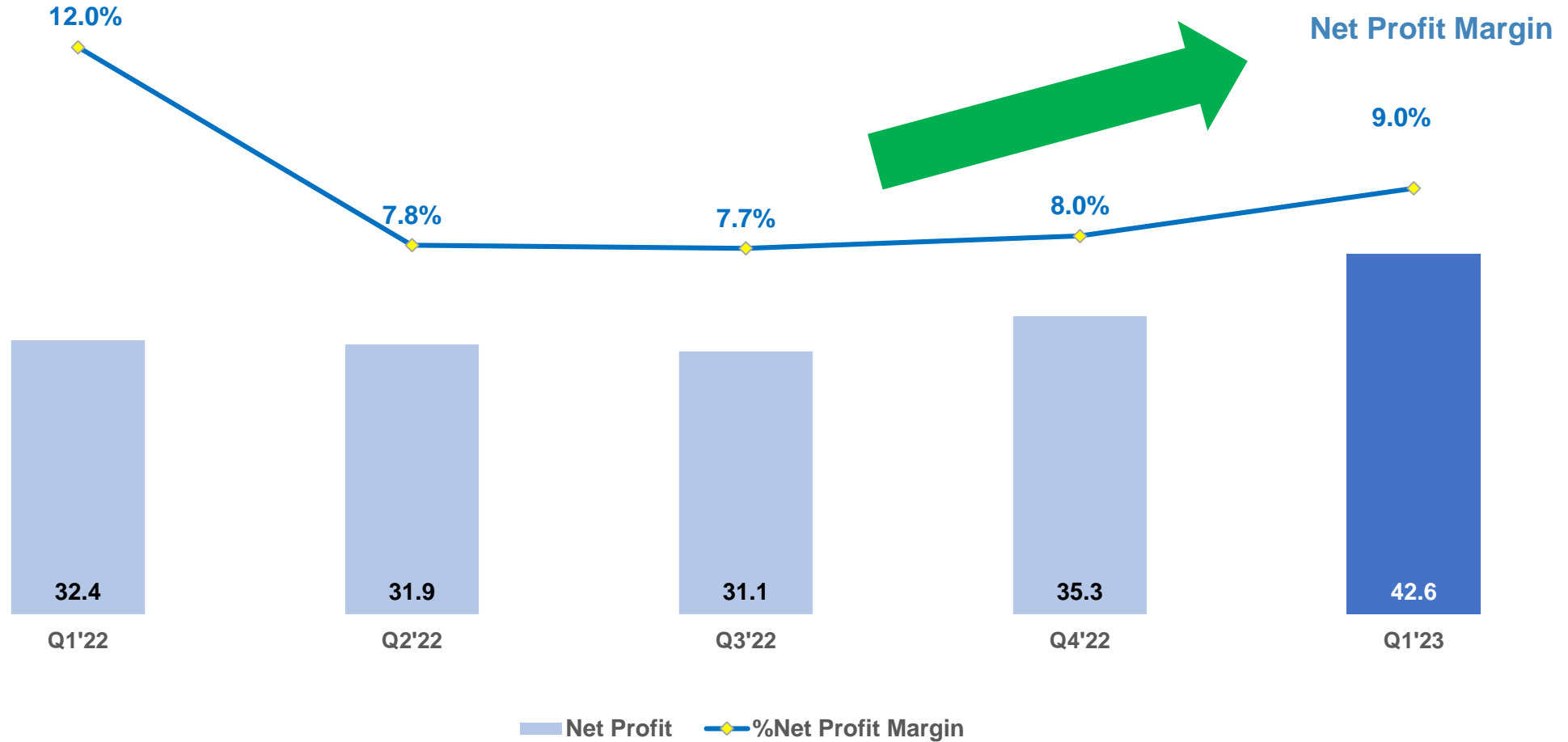
Unit : mio THB



## Selling and Administrative expenses



## Net Profit / Net Profit Margin



## PHARMACEUTICAL INNOVATIONS



## WELLNESS & ANTI- AGING/AESTHETIC



## COMPANION ANIMAL

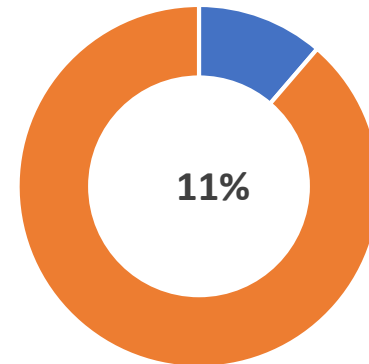
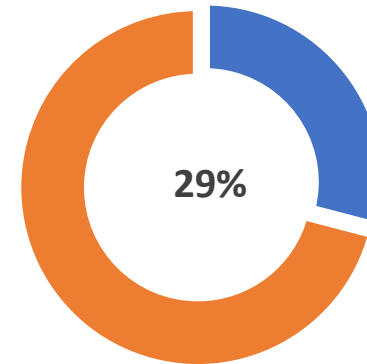
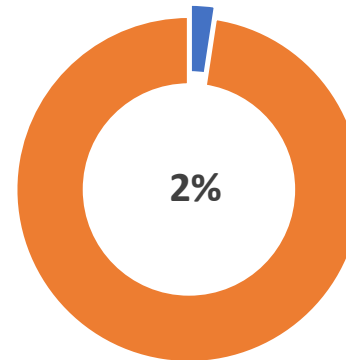
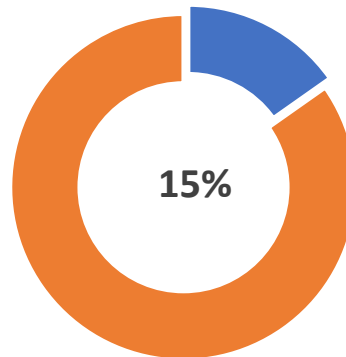
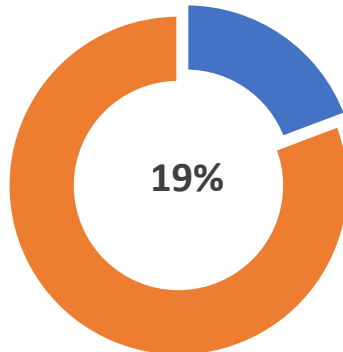
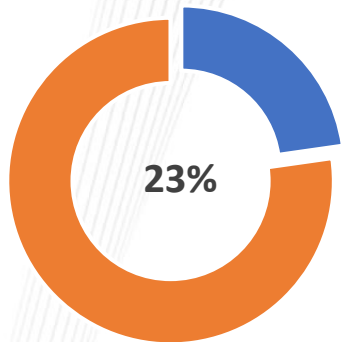


## LIVESTOCK ANIMAL

## PHARMACY STORE



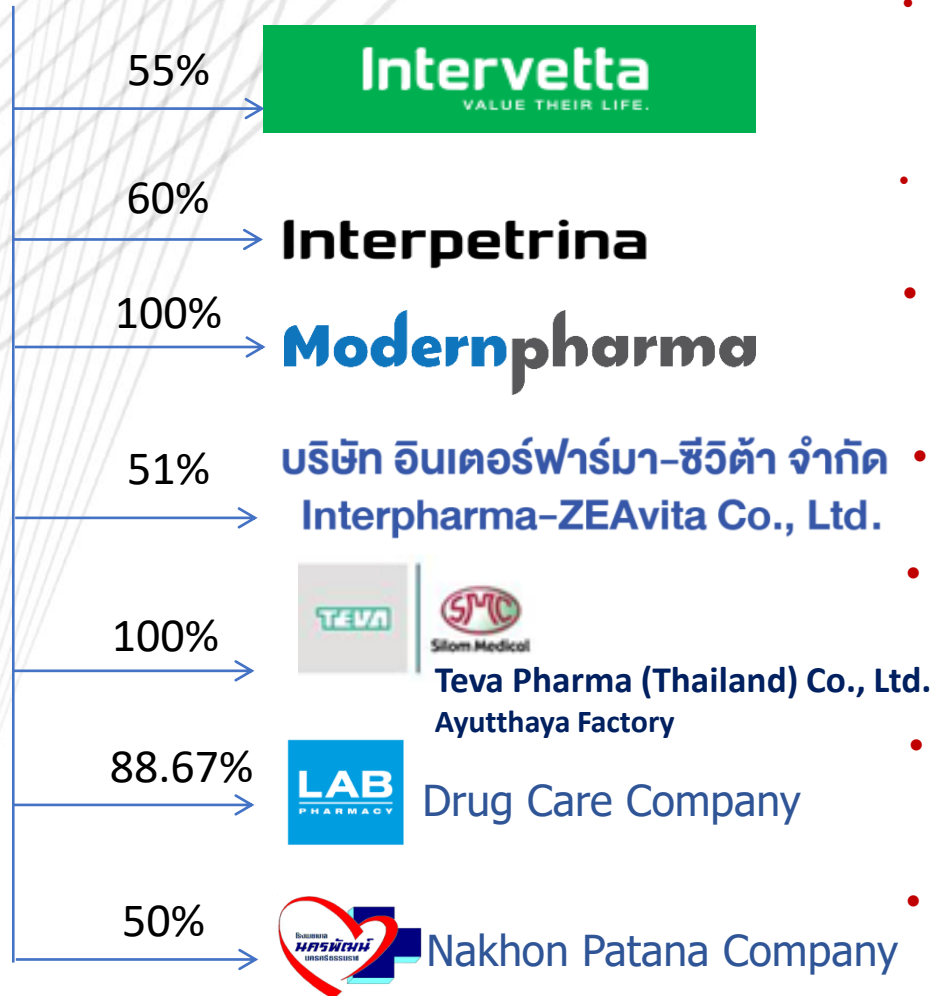
## HOSPITAL



# Company Overview

# Interpharma Group

**Interpharma**  
VALUE YOUR LIFE.



**Interpharma**  
VALUE YOUR LIFE.

- A leading pharmaceutical company, listed in the Stock Exchange of Thailand, specialized in holistic healthcare products for both human and animal with paid-up registered capital of 149 million Baht
- A company specialized in research & development and distribution of animal's healthcare products with paid-up registered capital of 5 million Baht
- A research & business development company selling pet food products with paid-up registered capital of 4 million Baht
- A pharmaceutical manufacturing plants specialized in developing & producing pharmaceutical products for human and animals with paid-up registered capital of 295 million Baht
- A research & business development JV company with Thai Union specialized in fish based nutraceuticals with registered capital of 20 million Baht
- A pharmaceutical manufacturing plant combining of Silom Medical's diverse product portfolio and contracted manufacturing of Teva Pharma's generics portfolio
- A leading boutique pharmacy chain under the name "Lab Pharmacy" with 30 years history and customer base and more than 20 branches in Bangkok and big cities
- Invest by purchasing shares of Nakhon Patana company in the proportion of 50% of the registered capital issued

# Our Business

# OUR BUSINESS

**PHARMACEUTICAL  
INNOVATIONS**



**COMPANION  
ANIMAL**



**LIVESTOCK  
ANIMAL**

**PHARMACY  
STORE**



**HOSPITAL**



**WELLNESS & ANTI-  
AGING/AESTHETIC**

# IP Ayutthaya Site : Production Overview



18 SKUs, 13 Products



OSD & Sterile (BFS)



OSD 750 M, Sterile 37 M  
Capacity



Supply to Domestic &  
Contracted Manufacturing  
for Teva Pharma (Thailand)



Employees as of Apr 1<sup>st</sup>, 2022

Monthly 68

Contracted 14



8:00 – 16:40

Working Hour

# IP Ayutthaya Site : Site Overview

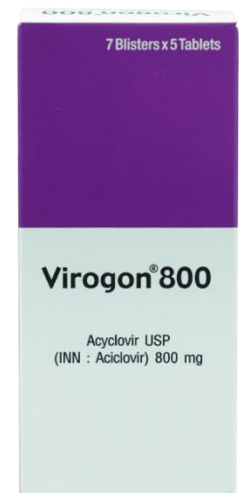
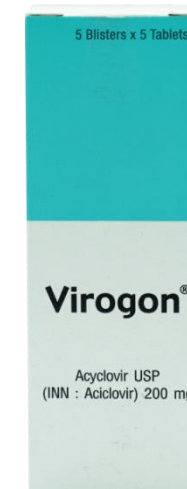
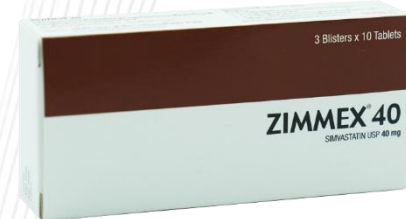
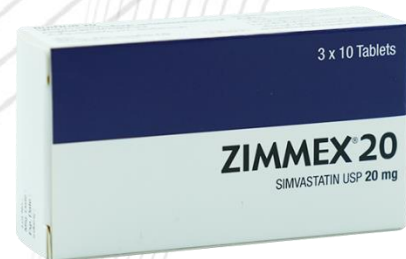
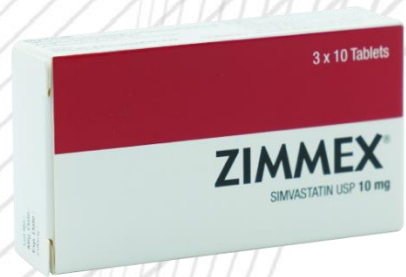
- Located in Rojana Industrial Estate, Phra Nakorn Si Ayutthaya
- Conceptual Design & Construction : August 2008 – 2010
- Built-in Concept to compliance with PIC/S Standard
- Total area : 32,000 sq. meters  
currently used up 16,000 sq. meters
- Operation Started : February 2011
- Production Line :
  - Tablet/Capsule
  - Sterile – aseptic small volume
- SAP as ERP Software
- Thai FDA Quality Award (2011, 2013) from the Ministry of Public Health



Area Type	Area (Sq. M)
Factory :	4,932
Production	3,580
Warehouse	1,352
Utility Building	500
Maintenance Area	100
Office Building	1,026
Canteen	286
Stability Room	108
Car Park	1,650
Green Zone Area	7,558
<b>Total Used Area</b>	<b>16,160</b>
Extendable Area	17,280
<b>Total Land Area</b>	<b>33,440</b>

# | IP Ayutthaya : IP Products

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# IP Ayutthaya: Contract Manufacturing Products

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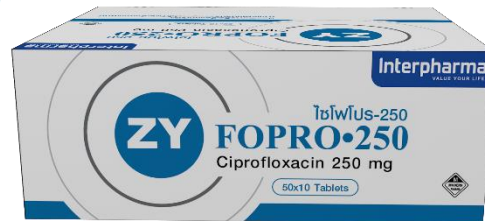
# Modern Pharma : Site Overview

- Located on Suksawat Road, Tambon Pak Klong Bang Pla Kot, Amphoe Phra Samut Chedi, Samut Prakan
- Millimed purchased the factory from Bayer in 2001
- Built-in Concept to compliance with PIC/S Standard
- Total area : ≈8,000 sq. meters  
currently used up ≈ 8,000 sq. meters
- Operation Started : November 2006
- Production Line :
  - Tablet/Capsule
  - Cream
  - Liquid
  - Powder
- MAC-5 as ERP Software
- ISO9001:2015 (2015 - Up to now) from United Registrar of Systems (Thailand) Ltd.



Area Type	Area (Sq. M)
Factory :	2,757.35
Production A	1,159.85
Production B	450.00
Warehouse C	1,147.50
QC & QA	379.75
Maintenance Area	46.00
Office Building	912.00
Canteen	92.00
Car Park	30.00
Plan Purify Water	38.06
Flammable	52.73
Storage Building	
<b>Total Used Area</b>	<b>4,307.64</b>
Extendable Area	3,673.16
<b>Total Land Area</b>	<b>7,980.80</b>

# Modern Pharma : Products



# Modern Pharma : Contract Manufacturing Products for Thai Union

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# Modern Pharma : Contract Manufacturing Products for IP-Zeavita

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# Wellness & Anti-Aging & Aesthetic



We offer **a premium range of products** that are designed to prevent disease, sustain good health and enhance the quality of human's/pet's life

# Wellness & Anti-Aging & Aesthetic - *Products*

Total Synbiotics	Immune Booster	New Generation Omega 3	Holistic Nutrients for Vital Organ	High Efficacy Antioxidant	Family Vitamins
<p><b>PROBAC<sup>7</sup></b> Lactic Acid Bacteria Combination</p> <p><b>PROBAC<sup>10</sup> PLUS</b> 10 Probiotics + 2 Prebiotics + Fibers</p> <p><b>TS6</b> <i>Synbiotic</i> 6 Probiotic Strains + Prebiotic</p> <p><b>PROBIOTA BL</b></p> <p><b>PROBAC MOOD</b></p>	<p><b>PROIMMO</b></p> <p><b>BETA GLUCAN</b> Microparticulate Beta 1,3/1,6 Glucan</p> <p><b>VITAMUNE</b></p>	<p><b>PURE KRILL OIL</b> Omega-3 Phospholipid + Natural Astaxanthin</p>	<p><b>PROLIVO</b></p> <p><b>PRECOG</b> The Holistic Nutrients for Cognitive Function)</p> <p><b>PREBS</b> The Holistic Nutrients for Blood Sugar Management</p> <p><b>PREBO</b> Inspired Researched &amp; Developed in Japan</p>	<p><b>ASTA CURMIN</b> Synergy of 2-Powerful Antioxidants</p>	<p><b>MULTIVITAMIN</b></p>

# COSMECEUTICALS

**YUUU**  
ADVANCE PROBIOTIC  
& PINE NEEDLE  
100% Natural & Herbal Toothpaste  
Holistic Oral Health Care

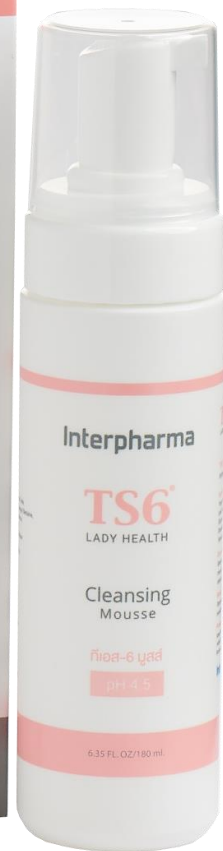
**YUUU**   
HONEY BEE PROPOLIS  
NATURAL MOUTH SPRAY



**YUUU**  
SKIN CELL  
NUTRIENTS



**TS6<sup>®</sup>**  
LADY HEALTH



# COMPANION ANIMAL : Products



Healthcare products for dogs and cats that have been carefully selected with best possible ingredients for dogs and cats with the same production standards as healthcare products for human under the supervision of the team of veterinarians and specialist pharmacists

## ■ Nutraceuticals

### DR.CHOICE

- Dr.Choice Cal-B COMPLETE BONE AND TEETH CARE
- Dr. Choice Cardi-B CARDIO METABOLIC CARE
- Dr. Choice Livo-B COMPLETE LIVER CARE
- Dr. Choice Ferro-B COMPLETE BLOOD CARE
- Dr. Choice Derma-B INTENSIVE SKIN CARE
- Dr. Choice B-Young WELLNESS AND ANTI-AGING



### Pet Select Supplement

- Pet Select Senior WELLNESS AND ANTI-AGING
- Pet Select Osteflex JOINT CARE
- Pet Select DCM WEIGHT CARE
- Pet Select Oderm SKIN AND COAT CARE
- Pet Select Ferro-Boost BLOOD CARE
- Pet Select Cal-mag BONE AND COAT CARE



### Petinol

- Petinol JOINT CARE



# COMPANION ANIMAL : Products



Healthcare products for dogs and cats that have been carefully selected best possible ingredients for dogs and cats with the same production standards as healthcare products for human under the supervision of the team of veterinarians and specialist pharmacists

## ■ Pharmaceuticals



**MOXCLAVET** Broad-spectrum oral antibiotics effective in treating diseases and infections of the urinary tract, infections such as ulcers, purulent abscesses of various pathogens

**ENROPHAR** Antibiotics treating gastrointestinal, respiratory and urinary tract infections, infection complications of skin wounds and ear infections.

**MARBOFLOX** Antibiotics used to treat infections of the skin, urinary tract And respiratory tract

**MYCLINGUARD 2.5%** Antibiotics used to treat ulcers in the tongue

**CARPRO 5%** Injectable analgesic and anti-inflammatory drugs

**CARPROPAIN** Medicines help reduce pain and reduce inflammation

**FENAMAX TABLET** Medicines help reduce pain and reduce inflammation

**OTOPET OINTMENT** Ear drops that contain antiseptic and anti-inflammatory drugs

**MARBOCIN EAR DROPS** Ear drops used to treat bacterial infections and yeast

**PRABENGUARD** Anthelmintic drug

# COMPANION ANIMAL : Products



Healthcare products for dogs and cats that have been carefully selected with best possible ingredients for dogs and cats with the same production standards as healthcare products for human under the supervision of the team of veterinarians and specialist pharmacists

## ■ Pet Food

### Menu for Dogs



Tuna with Salmon, Shirasu in Gravy  
Chicken with Vegetable in Gravy  
Chicken and Tuna in Gravy  
Tuna and Liver in Gravy  
Chicken and Liver in Jelly

MARIA  
AUTHENTIC PET FOOD



### Menu for Cats



Chicken and Katsuobushi in Gravy  
Tuna and Shirasu in Gravy  
Chicken and Salmon in Gravy  
Tuna and Salmon in Gravy

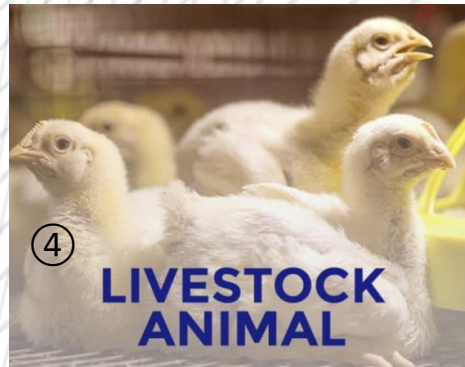


## ■ Pet Pee Pad

Raku Pad



# LIVESTOCK : Products



Products used in livestock for consumption such as pigs, cattle, chickens, etc., focus on promoting the reduction of antibiotic use in livestock. Based on the concept of Food Safety to ensure the safety of human consumption.

## ■ Premix



**MaxiGut Powder** Strengthen th strength of the intestinal system and helps reduce diarrhea and reduce antibiotic use in piglets

**MaxiMune Solution** Strengthen the immune system of the animal

**MaxiDigest** Enhance the digestive system Enhances the secretion of enzymes Increase the strength of the liver

**MaxiLyteTab** Help maintain liquid and electrolyte balance and reduce the loss of minerals that are essential to the body

**MaxiGut Paste** Treating diarrhea in newborn piglets instead of using antibiotics

**Mfeed** Help balance the intestines to reduce diarrhea

**Prorelease 3X** Contain a mixture of enzymes that help improves the ability to digest food in the digestive system

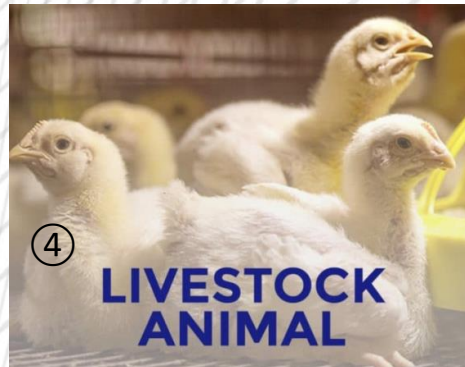
**Prorelease 3XP** Contain a combination of enzymes supplemented with phytase enzymes

**Prorelease Pro 3** Contain a mixture of protease enzymes that helps break down proteins that helps animals get more amino substances

**Prorelease P5000** Contain a mixture of phytase enzymes helps digest more plant-derived food sources

**Butyrica** Help reduce inflammation of the intestinal wall

# LIVESTOCK : Products



Products used in livestock for consumption such as pigs, cattle, chickens, etc., focus on promoting the reduction of antibiotic use in livestock. Based on the concept of Food Safety to ensure the safety of human consumption.

## ■ Hygiene

**OCLAY**

**ECOTRU** Extra

OCLAY Hygiene powder absorbs moisture to reduce the amount of bacteria accumulated on the surface of the pig house  
ECOTRU EXTRA Wastewater treatment microorganisms in powder form that helps reduce ammonia in the livestock house



## ■ Antibiotic

Antibiotics for cattle available as injections, water soluble or mixed with food for the treatment of bacterial infections.

- o Natidox - 50,
- o Tilmiguard Solution
- o Moxyguard 50% S
- o Tarlosin
- o Ceftiofur Crystalline Free Acid Sterile Suspension
- o and other types of antibiotics





*Live Healthy*

*Live Healthy*

Drugcare Company Limited  
Proprietary & Confidential

# LAB Pharmacy Stores



Siam Paragon



Emporium



Emquartier



K Village



Design Village



Market Place Nanglinchee



The Mall Nakhon



The Mall Ngamwongwan



The Walk Ratchapruk



# *Nakhon Patana Hospital*

- Private hospital with 59 beds in an area of approximately 7 Rai and consists of a five-story building.
- The hospital was constructed and opened for service to patients on 9 March 2008.
- The hospital consists of
  - The inpatient department & outpatient department (OPD)
  - ICU department
  - Obstetrics and gynecology department
  - Surgical department
  - Cardiac medicine department
  - Cardiothoracic department
  - Hemodialysis department
  - MRI department
  - X-RAY Department
  - Dental department
  - Physical and rehabilitation department
  - Emergency department.



# *Nakhon Patana Hospital*

## **Vision**

**เป็นโรงพยาบาลเอกชนชั้นนำในจังหวัดนครศรีธรรมราช  
ที่ได้รับความไว้วางใจและการบริหารจัดการที่มีประสิทธิภาพ  
สูงสุด และมีการพัฒนามาตรฐานอย่างต่อเนื่อง ในปี 2568**

**To be the leading private hospital receives the  
highest trust, Highly efficient management and  
continuous standardize development in  
Nakhon Si Thammarat in 2025.**



# *Nakhon Patana Hospital*

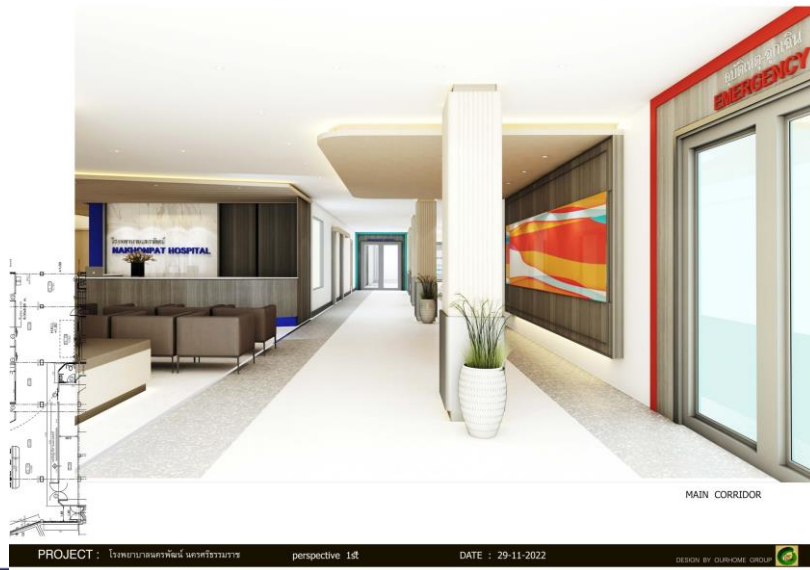
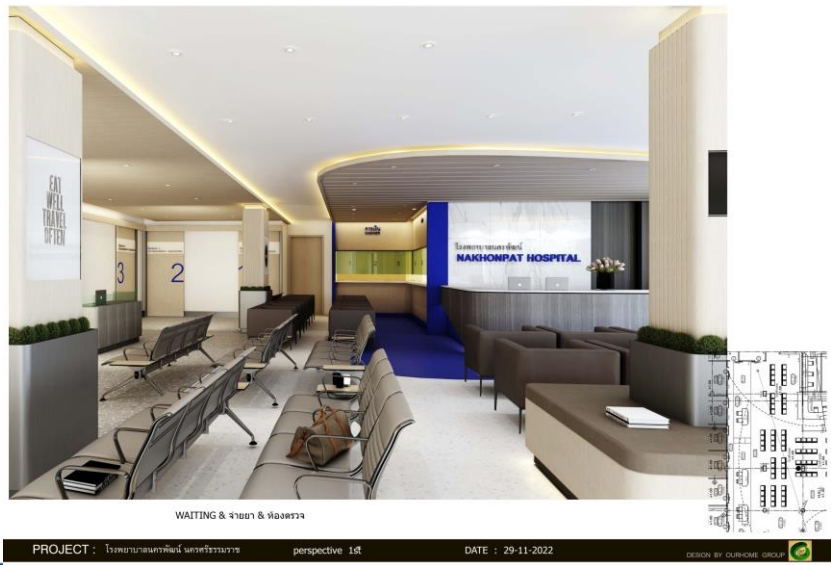
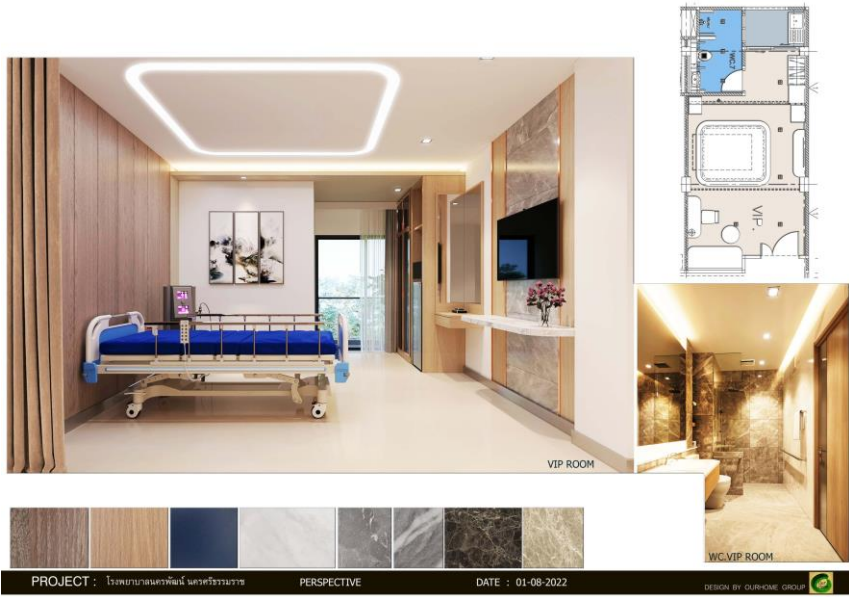
**Interpharma**  
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## *Mission*

มุ่งมั่นให้บริการทางการแพทย์อย่างมีมาตรฐาน ด้วย  
การบริการที่เป็นเลิศ โดยทีมงานที่มีคุณภาพ และ  
ตระหนักถึงความรับผิดชอบต่อสังคม

**Strives to provide standard medical care,  
aiming at excellent services which provided  
by quality work team and also responsible  
to society**

# After Renovation



# New services for NKP



# New services for NKP

Check up on Demand



Trauma Center Project



Hemodialysis



Sleep lab



Allergy clinic



MRI Center



# ***New services for NKP***

## Rehabilitation medicine



## Hearing Care Center



## Beauty Center



# **New markets/Channels**

# COMPANION ANIMAL :

Export to Vietnam : on shelf in Aug'22



# COMPANION ANIMAL :

**Export to India** : on shelf in Dec,2021

## Cats



## Dogs



# Potential products for export market





# | Q&A