



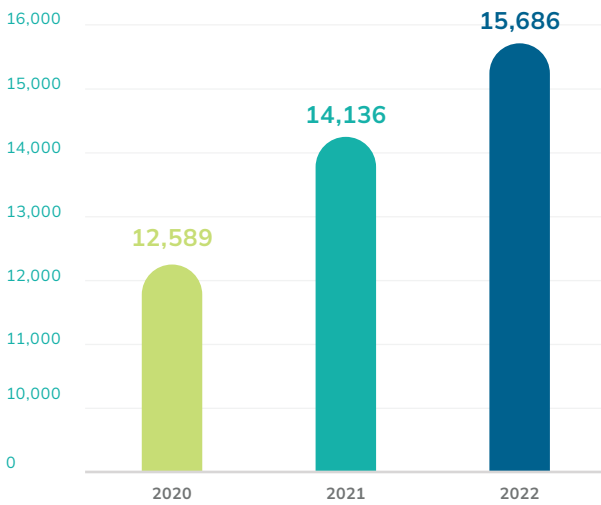
Operating Revenue

Unit : Million Baht

Operating Revenue

15,686 mn

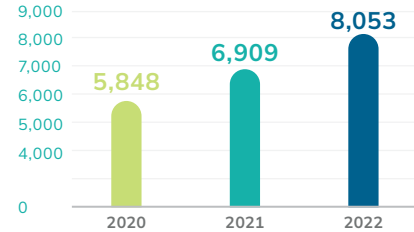
FY2022



Segment Revenue

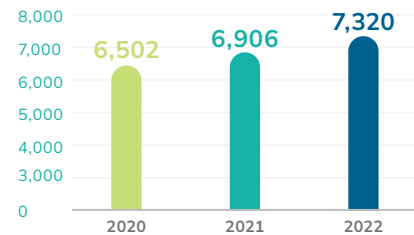
Mega We Care™

8,053 mn



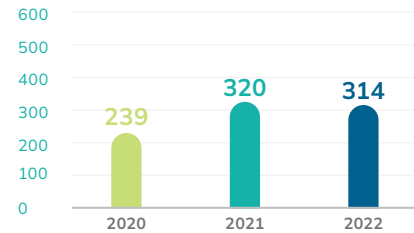
Maxxcare™

7,320 mn



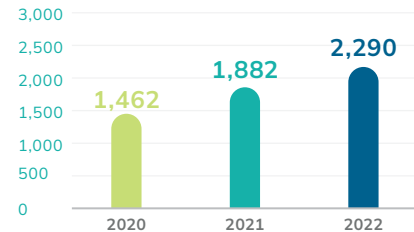
OEM

314 mn



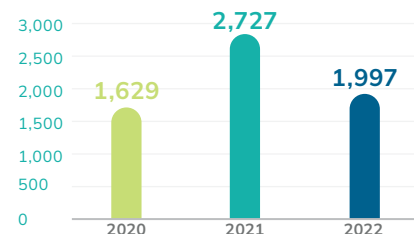
Adjusted Net Profits

2,290 mn



Operating Cash inflow

1,997 mn



Financial Highlights

Consolidated Income Statement (Figures in THB mn)	2020	2021	2022
Operating Revenue	12,589	14,136	15,686
Gross profit	4,986	5,911	7,040
Selling and Admin. exp (SGA)	3,299	3,769	4,359
SGA (% to revenue)	26.2%	26.7%	27.8%
Net Profit (Adjusted)¹	1,462	1,882	2,290
(% to revenue)	11.6%	13.3%	14.6%
Net foreign exchange gain/(loss) ⁷	18	119	2
Net losses from new businesses ²	(91)	(60)	(52)
Net profits	1,388	1,941	2,240
Operating cash inflow	1,629	2,727	1,997
% to net profits	117.4%	140.5%	89.1%
Cash cycle (days)	126	124	119
Revenue by segments (THB mn)	2020	2021	2022
Mega We Care™ business	5,848	6,909	8,053
Maxxcare™ business	6,502	6,906	7,320
OEM	239	320	314
Consolidated Balance Sheet (Figures in THB mn)	Dec'20	Dec'21	Dec'22
Cash and bank balances ³	1,218	2,531	2,789
Trade accounts receivable	2,507	2,557	3,107
Inventories	3,489	3,823	4,109
Property, plant and equipment ⁴	1,985	1,874	1,936
Intangible assets ⁵	1,312	1,353	1,329
Other assets	1,046	1,134	1,376
Total Assets	11,557	13,272	14,646
Debt	499	168	229
Trade Payables	2,048	2,527	2,793
Other Liabilities	2,031	2,552	2,847
Total Outside Liabilities	4,578	5,247	5,870
Shareholder Equity	6,979	8,025	8,777
Total Liabilities and Equity	11,557	13,272	14,646
Key Balance Sheet Elements	Dec'20	Dec'21	Dec'22
Net cash/(debt) (THB mn)	718	2,363	2,560
Net investment capex ⁶ (THB mn)	646	142	279
Net debt/Equity (times)	(0.11)	(0.32)	(0.30)

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

² Net losses from new businesses in 2020 includes impact of TH 41 mn arising from termination of a joint venture and losses from newly acquired subsidiary in Indonesia amounting to THB 31.5 mn; for more details, please see the MD&A FY20.

³ Cash and bank balances as at balance sheet dates include non - restricted term deposits with banks.

⁴ Property, plant and equipment includes assets classified as investment property in audited financial statement.

⁵ Intangible assets includes goodwill arising from business combination.

⁶ Net investment capex includes investment in property plant and equipments, business acquisitions and investment in joint ventures and associates.

⁷ In FY 2022 normalized, based on best estimates, for dual currency rate effect in Myanmar and The Forex losses arising from delay in remitting funds from Myanmar