

The background of the entire slide is a vibrant blue city skyline at night, with various skyscrapers illuminated with colorful lights. Overlaid on this background are several circular icons connected by dashed white lines. The icons include: a pair of lungs, a white medical device with a circular opening, a stylized brain with circuit lines, a computer monitor displaying a CT scan with a stack of scan slices floating above it, a blue medical bed, a tall black medical tower, and a blue medical cabinet. A large white plus sign is located at the bottom center. The text 'SAINTMED' is written in a bold, white, italicized sans-serif font in the upper right. Below it, the Thai text 'สรุปผลการดำเนินงาน' is in a bold white sans-serif font. At the bottom right, the Thai text 'ไตรมาส 3/2566' is enclosed in a white rounded rectangle.

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สรุปผลการดำเนินงาน

ไตรมาส 3/2566

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Agenda

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- **Business Recap**
- **Q3/2023 Key Financial Performance**
- **Medical Devices Industry Outlook**
- **SMD Business Outlook**



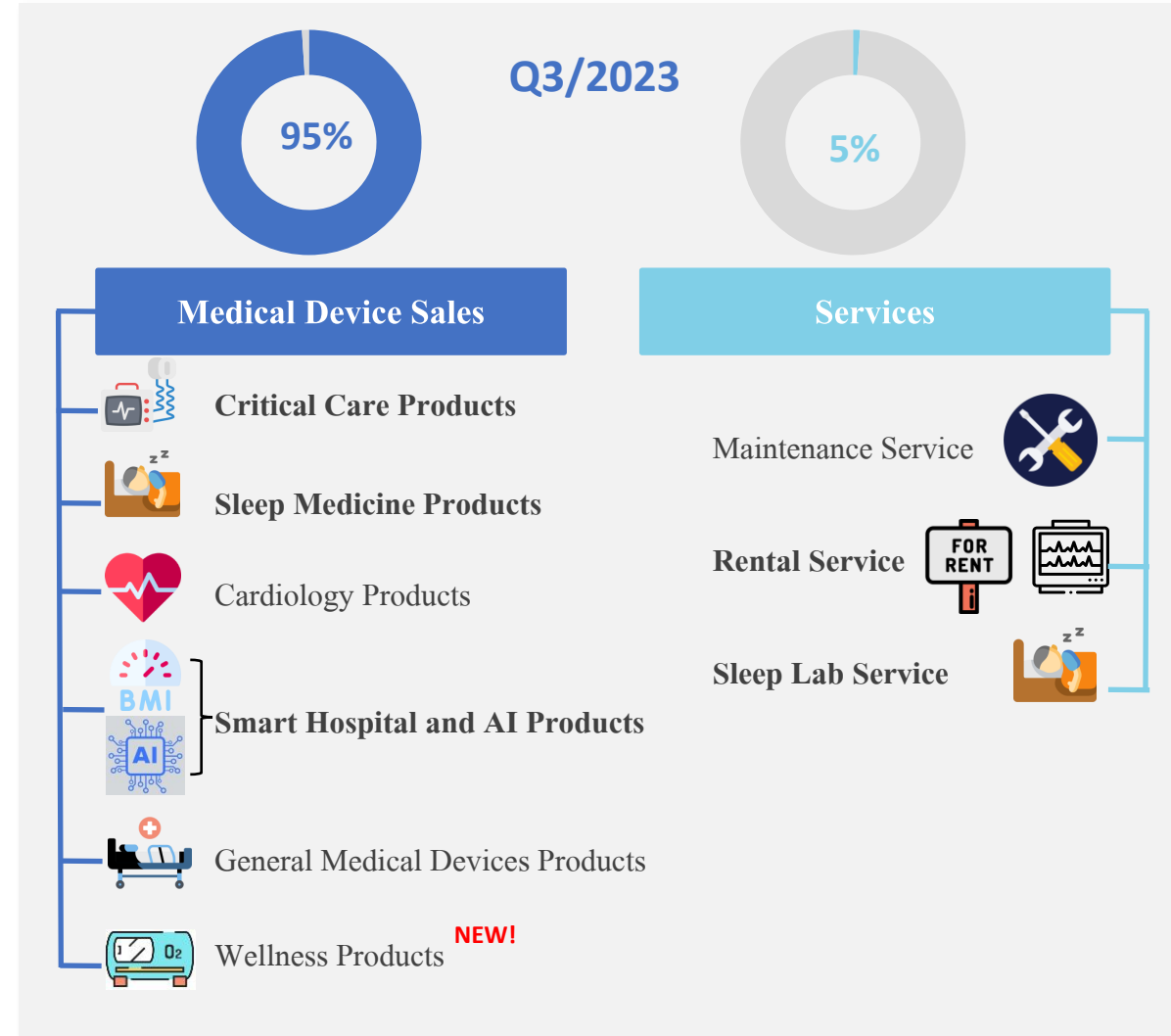
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Investing for **financial returns** while also
contributing to the public healthcare system



Business Recap

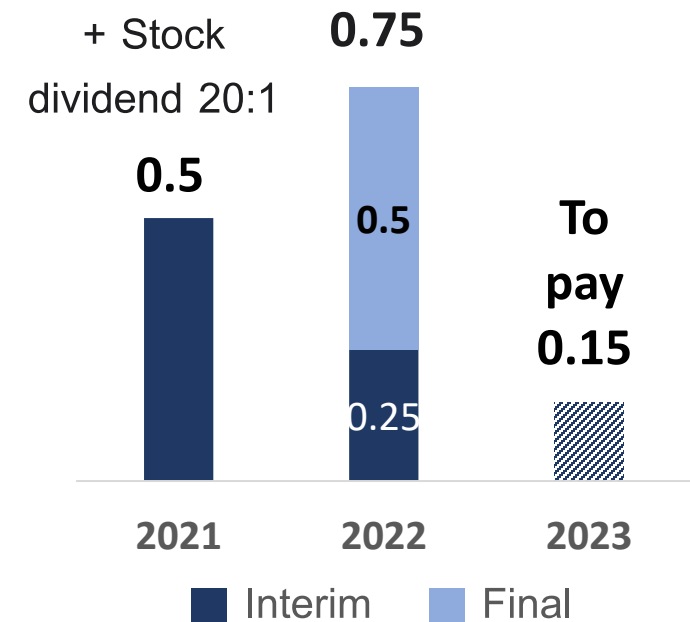
SMD is a distributor of medical devices from more than 30 international manufacturers and provides various services to customers.



On 14 November 2023, the Board of Directors has approved to pay interim dividend. The details as follows: -

- **Dividend type:** Cash dividend
- **Record date:** 29 November 2023
- **Ex-dividend date (XD):** 28 November 2023
- **Payment rate:** 0.15 baht per share
- **Par value of the share:** 0.50 baht
- **Payment date:** 13 December 2023

Historical dividend payment
(unit: baht)



* Dividend policy is not paying lower than 30% of net profit after deduction of tax and all reserves as required by law (with additional conditions)

Business Recap – Share Repurchases for Financial Management

On 23 September 2023, the Board of Directors has approved to launch a share repurchases program. The Company is pleased to update the current of processing on this program, details as follows: -

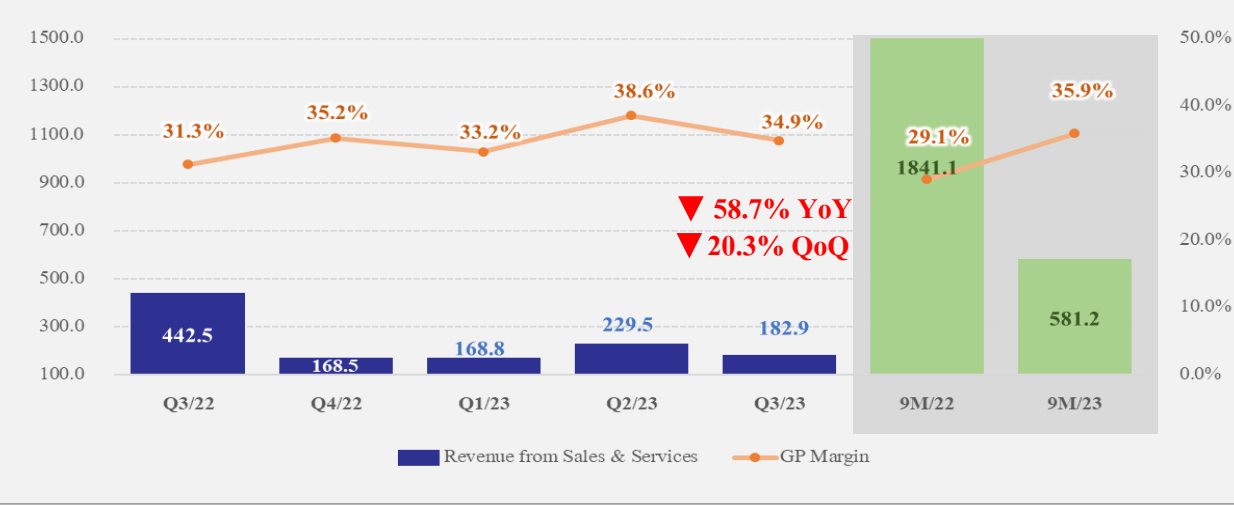
	Condition as approved by the BOD	Status <i>(as of 20 Nov 2023)</i>
Max. amount to repurchase:	< THB 120mn	Total of 14,452,182 baht
Max. shares to repurchase:	< 22mn shares (not more than 9.79% of total issued shares)	2,957,400 shares 1.32%
The repurchasing method:	Through the SET	<input checked="" type="checkbox"/>
Period of the repurchasing:	within 6 months (during 9 October 2023 – 30 March 2024)	<input checked="" type="checkbox"/>

Q3/23 Key Financial Performance

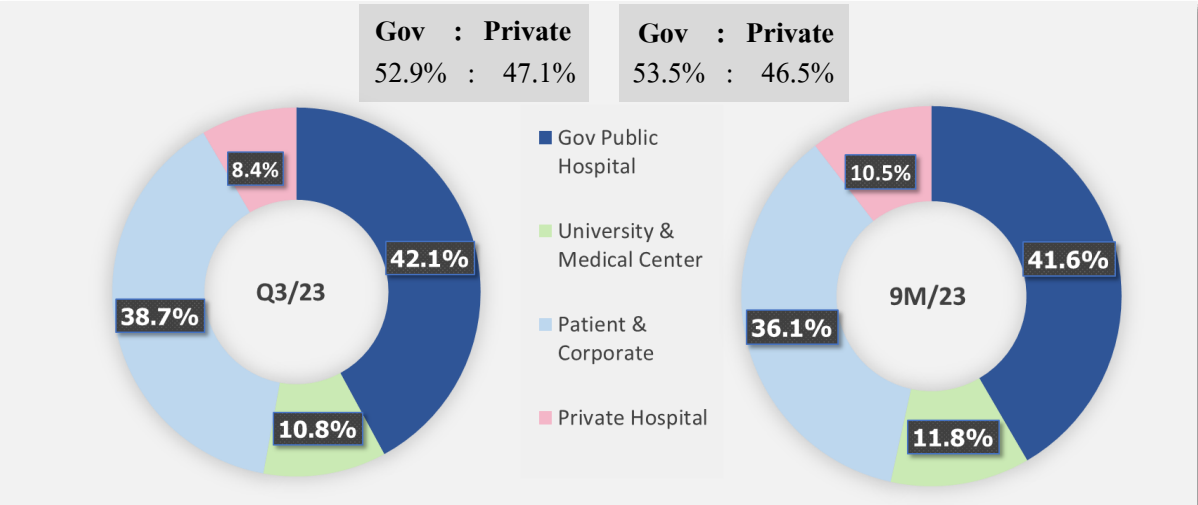


Key Financial Performance

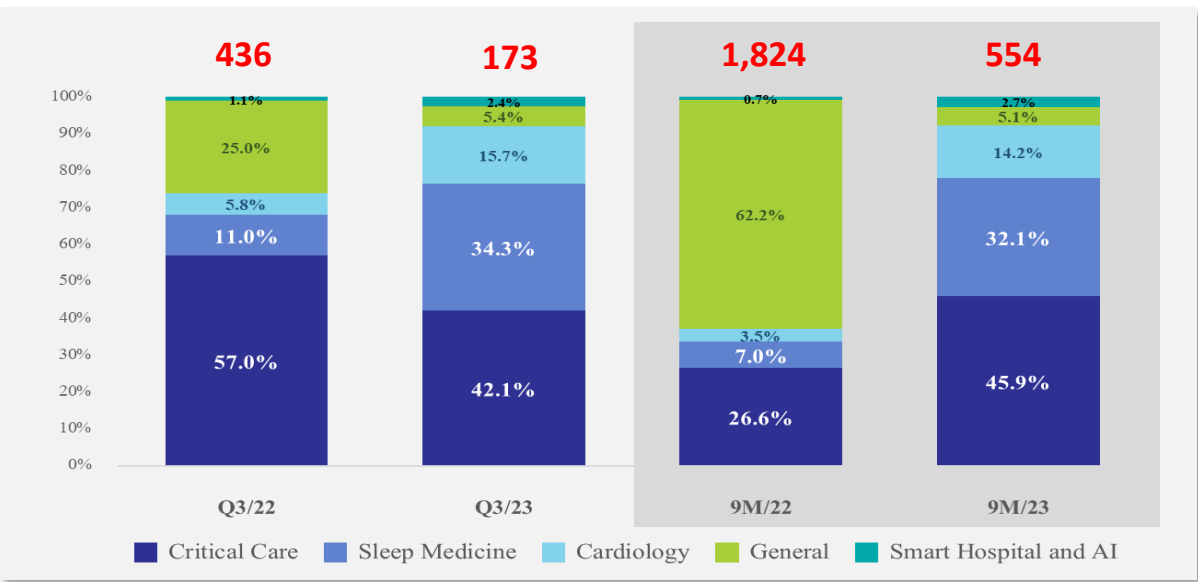
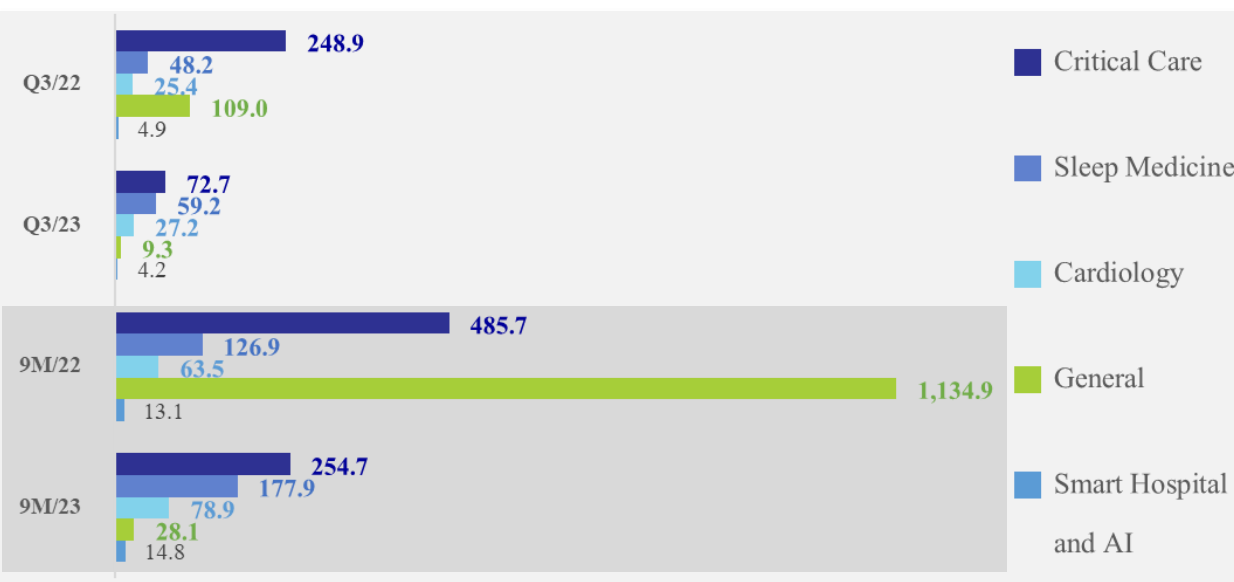
Revenue from Sales & Services and GP Margin



Revenue Breakdown by Customers

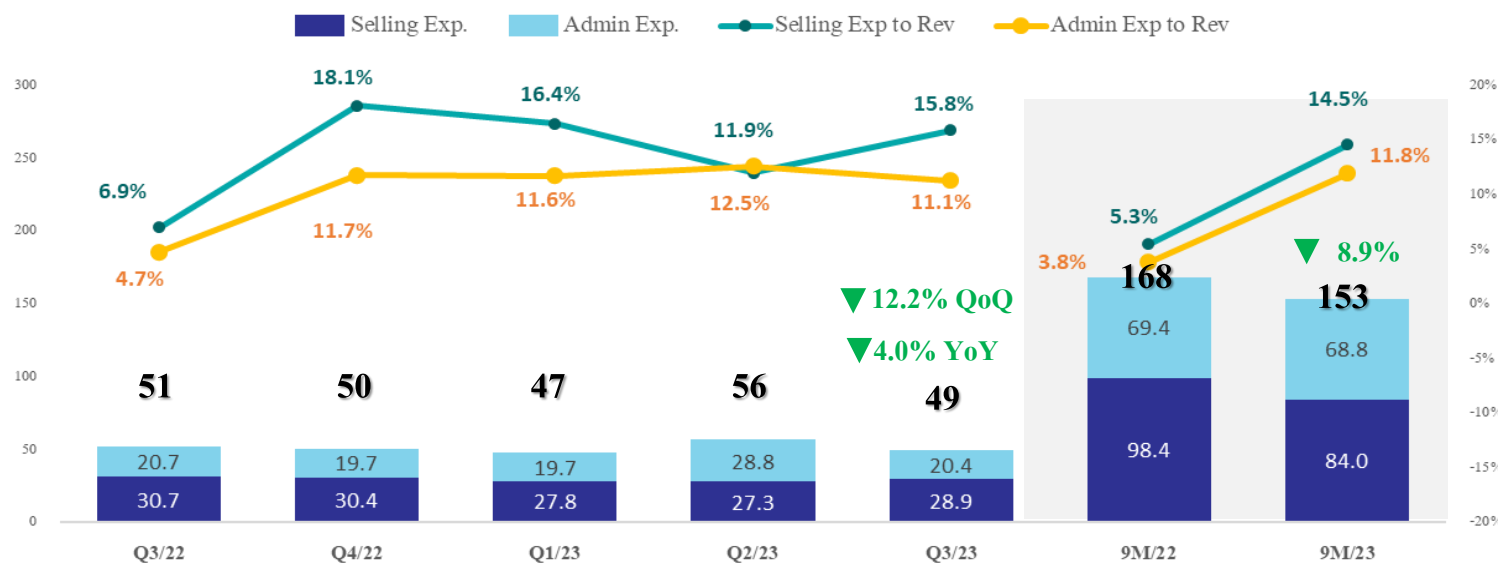


Sales Revenue Breakdown by Product Groups



Key Financial Performance

SG&A and SG&A to Revenues



*SG&A still constant in each quarter
but lower revenue resulted in high SG&A to Revenue*

SG&A

declined by **-4.0% YoY** and **-12.2% QoQ** in Q3/2023

SG&A to Revenues

is 27.0% in Q3/2023 (compared to 11.6% in Q3/2022)

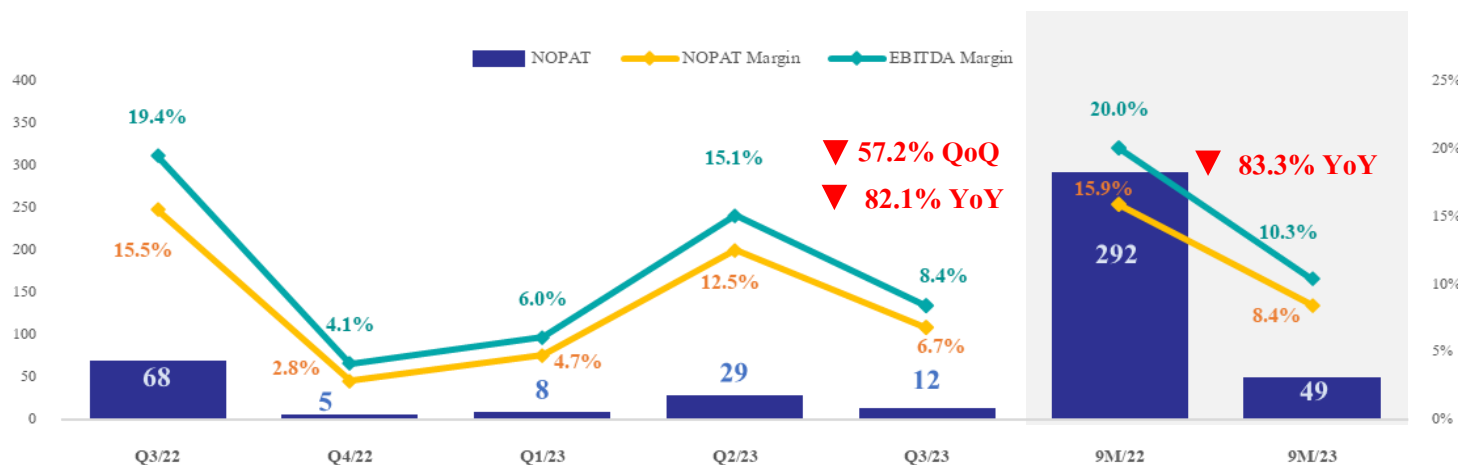
Selling Expenses

decreased by **-5.7% YoY** but increased **5.9% QoQ** in Q3/2023

General Administrative Expenses

decreased by **-1.5% YoY** and **-29.3% QoQ** in Q3/2023

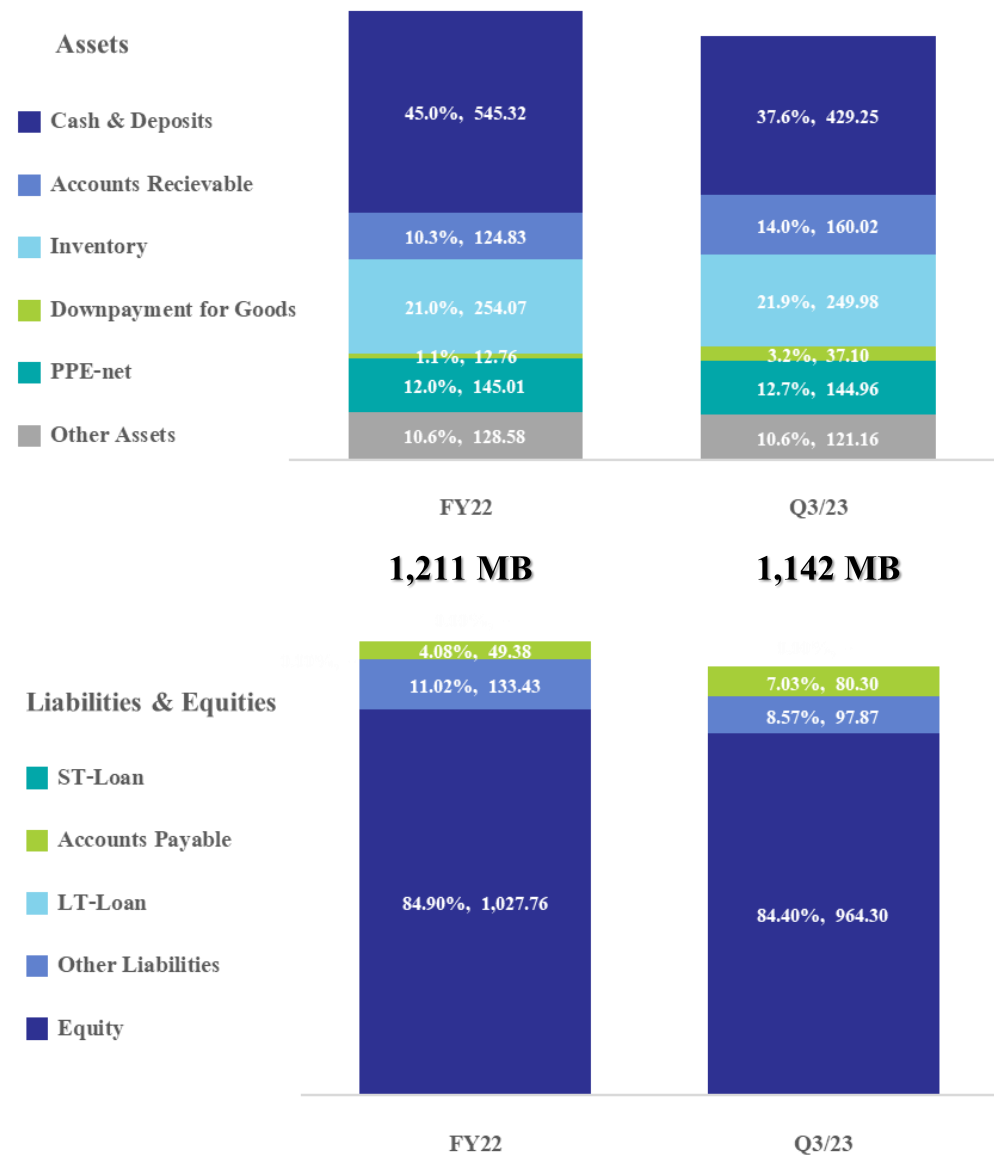
NOPAT and Margins



Net Operating Profit After Tax (NOPAT) and Margins

- **NOPAT Q3/2023 Decreased 82.1% YoY** resulting from the decline in the general medical devices group compared to Q3/2022 and decreased 57.2% QoQ
- **NOPAT Margin in Q3/2023 is 6.7%**, resulting from the decrease in sales but operating and fixed costs are not lower as sales.

Key Financial Performance



Q3/2023 compare to FY2022

Assets Decreased by 5.6%

Cash & Deposits >> Decrease

Liabilities Decreased by -2.5%

- Short-Term Loans = 0, Long-Term Loans = 0

Equities Decreased by -6.2%

- Due to retained earnings and dividend payment

Key Financial Ratio	Q3/23	FY22
Asset Turnover (x)	0.51	1.66
AR Days	75.16	22.67
AP Days	58.86	12.71
Inv Days	183.08	65.41
Cash Cycle Days	199.38	75.37
D/E (x)	0.18	0.18
	Q3/23	FY22
ROA	5.70%	24.51%
ROE	6.76%	28.86%

MEDICAL DEVICES INDUSTRY OUTLOOK & KEY FACTORS AFFECTING SMD PERFORMANCE





Aging Society

(+) An aging population is increasing. Positive impact for sleep test services, CPAP products and increasing demand for NCDs medical devices.



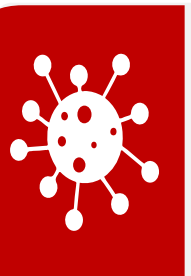
Medical Tourism

(+) positive impact on increasing demand for medical devices which made for treatment complex disease.



Preventive Care Trends

(+) key to helping people stay healthy and detecting health problems early on, before they cause other issues or become more difficult to treat.



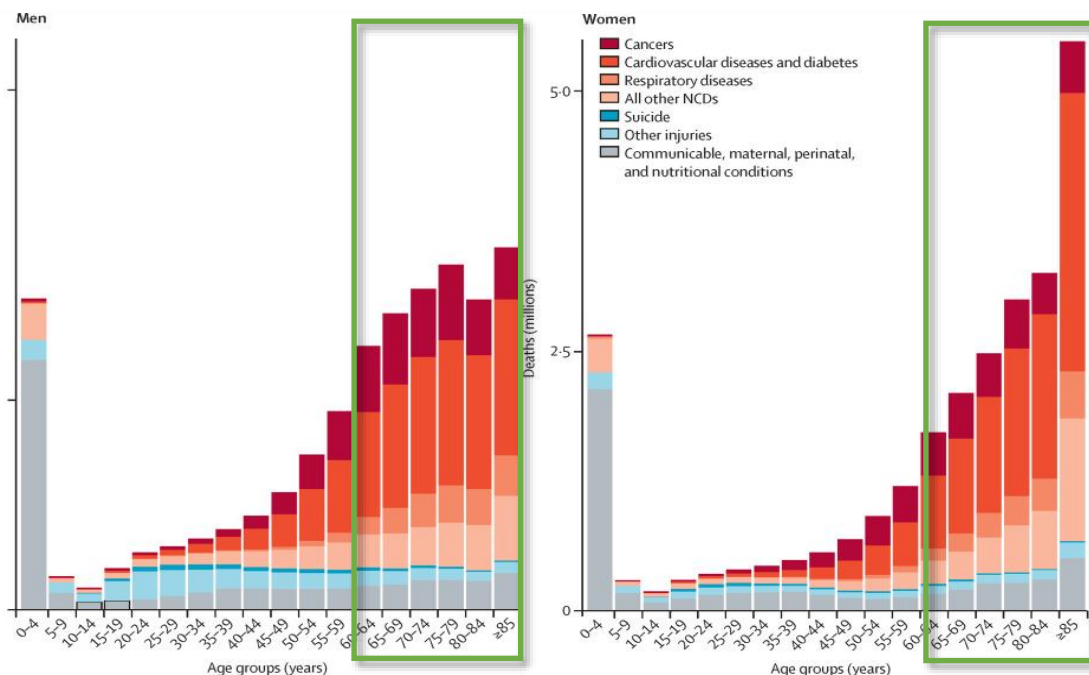
Demand for ATK Products

(-) Decline demand from the increase in the percentage of vaccinated people and the post-pandemic situation of COVID-19.



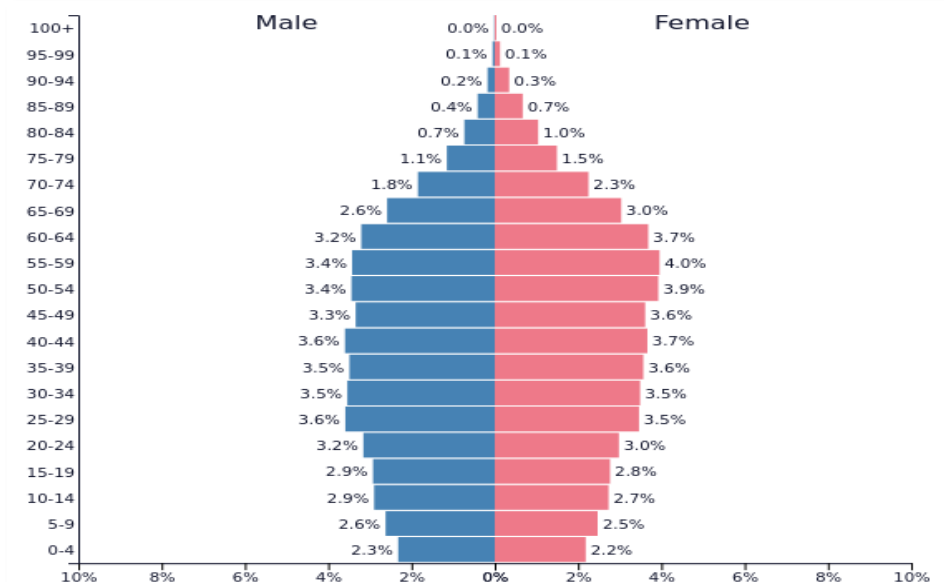
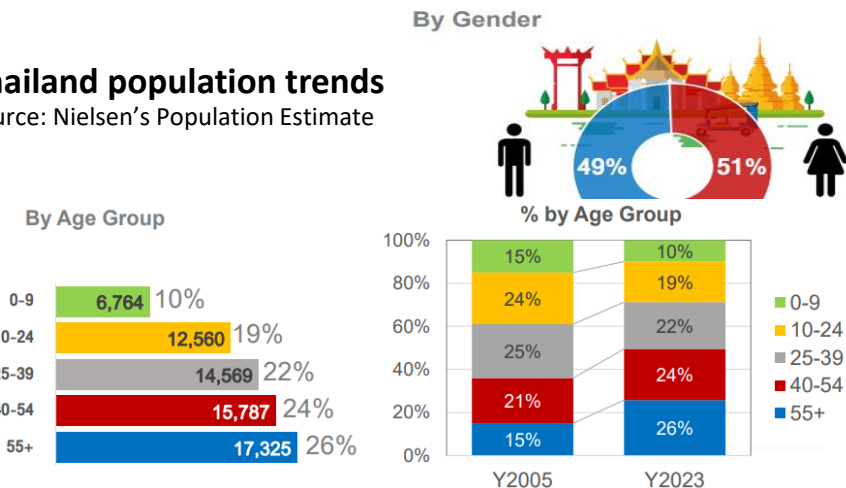
NCDs and Complex diseases

An aging population is often associated with an increased risk of non-communicable diseases (NCDs) such as cardiovascular disease, diabetes, and cancer.



Thailand population trends

Source: Nielsen's Population Estimate

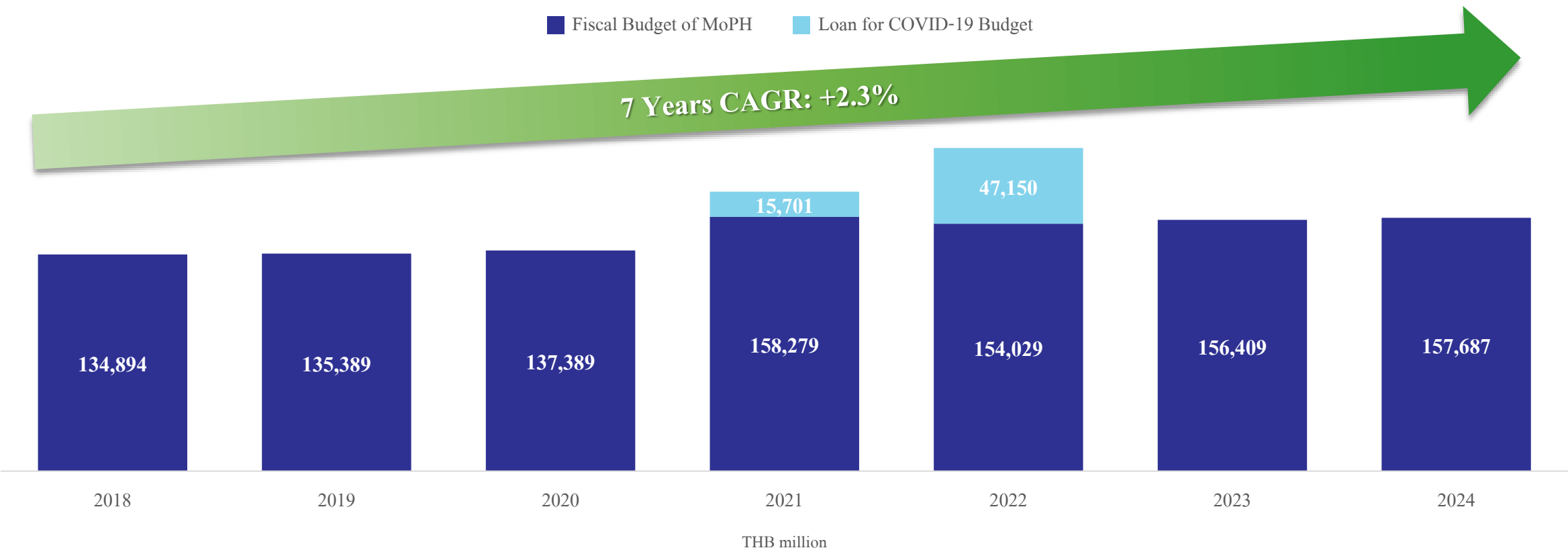


PopulationPyramid.net

Thailand - 2023

Industry Outlook – Fiscal Budget of Ministry of Public Health

Continuously Growing with Fiscal Budget of Ministry of Public Health



The Fiscal Budget of the Ministry of Public Health is growing constantly and predictably.

SMD BUSINESS OUTLOOK



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Wellness



Critical Care



Sleep Medicine



Cardiology



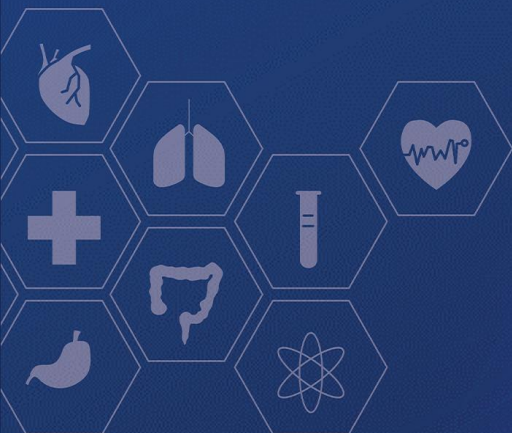
General Medical Device



Smart Hospital and AI



6 PRODUCT GROUPS



Critical Care Products

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Sleep Medicine Products

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Cardiology Products

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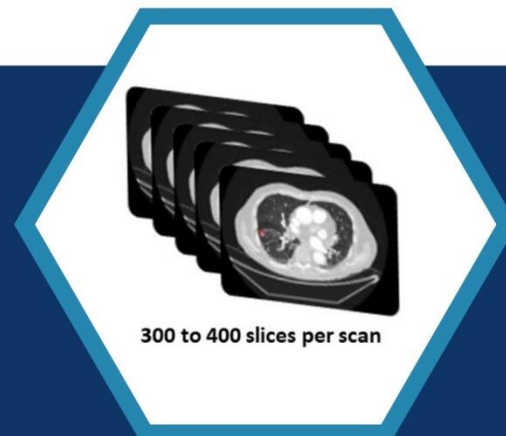
General Medical Device Products

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Smart Hospital and AI Products

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Wellness Products

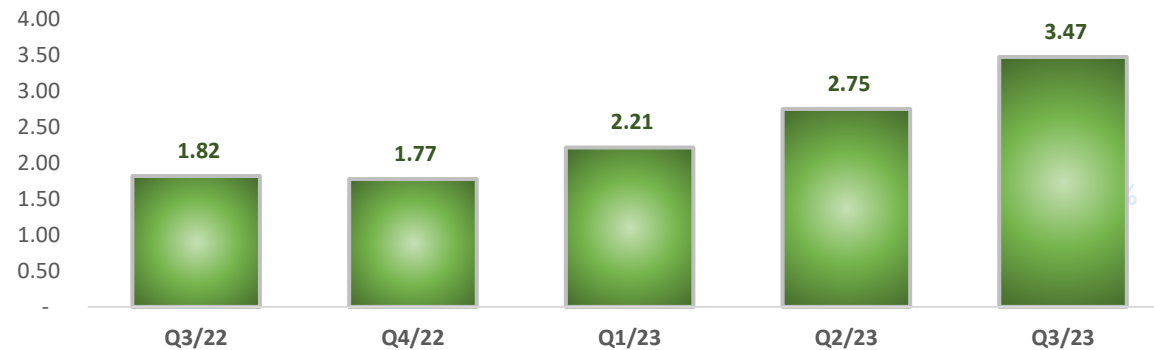
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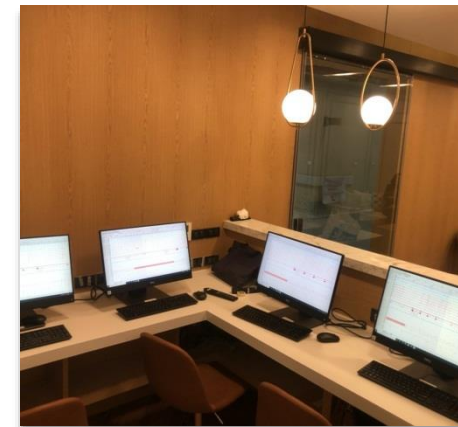
Sleep Lab

- Sleep Lab generated revenue of **3.47 MB** in Q3/23 (+91% YoY) (+26% QoQ)
- Occupancy rate (4 beds) was **70-80%** in Q3/23
- SMD has signed a contract for sleep test devices rental service for 3 years period at the Faculty of Medicine Ramathibodi Hospital (contract signed 27/01/2023)

Sleep Test Revenue (Millions THB)



Noted: Not include device sales



Business Outlook - Long Term Business Plan “ServeHealth”

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- a subsidiary company “**ServeHealth**”
- Company Objective: Rental, hire-purchase, leasing of the medical equipment, medical vehicle, and wellness equipment services.
- To strengthen potential in business competition and sustainability.



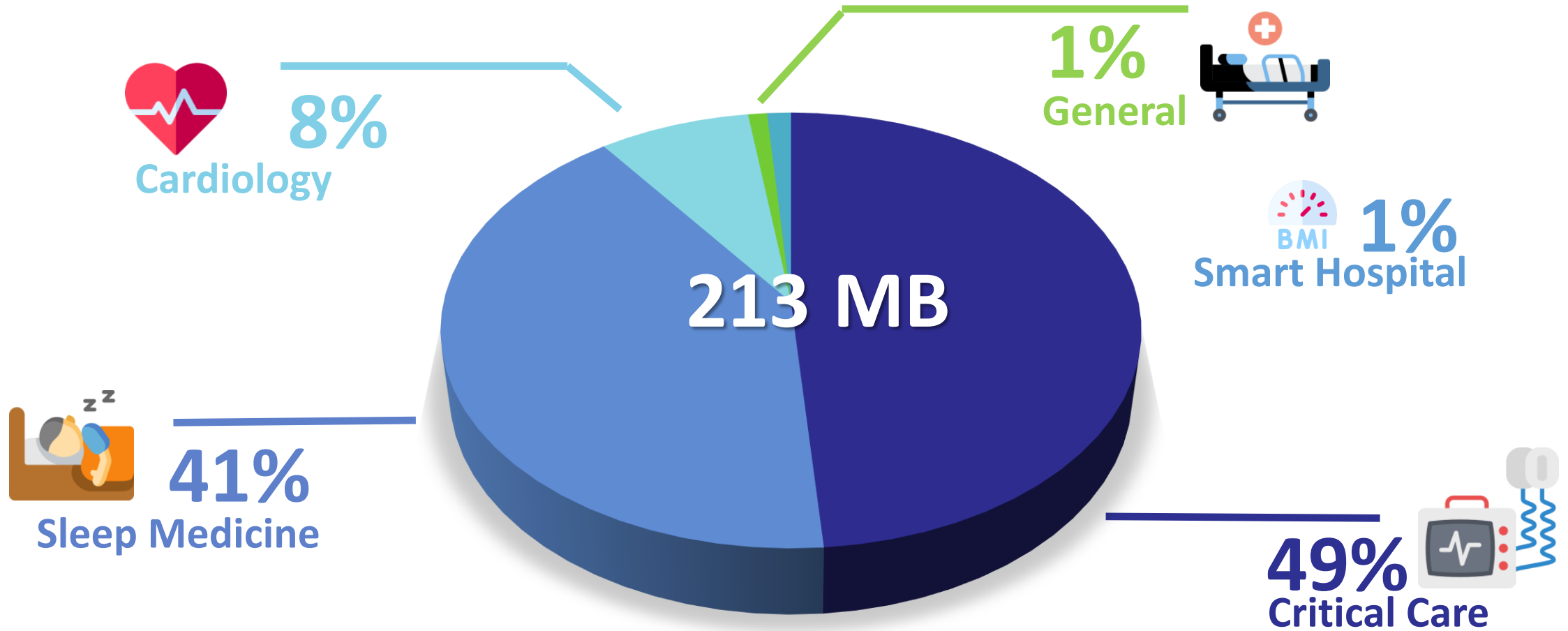
Medical Devices for complex disease



Mild Hyperbaric Oxygen Chamber and Wellness Equipment

Outlook – Backlog

213 MB of backlogs (As of Sep 30 , 2023)



Note: VAT Included

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6 PRODUCT GROUPS

Wellness



Critical Care



Sleep Medicine



Smart Hospital and AI



General Medical Device



Cardiology



Q&A

*For more information,
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