



ที่ APCO.007/2566

August 9, 2023

Subject: Management Discussion and Analysis (MD&A) for the Second Quarter of 2023

To: President, The Stock Exchange of Thailand

Asian Phytoceuticals Public Company Limited (“The Company”) would like to submit this Management Discussion and Analysis for the second quarter ended 30 June 2023, with details as follows:

Consolidated financial statement	3 Months	3 Months	% Growth (Y-O-Y)		6 Months	6 Months	% Growth (Y-O-Y)	
	2023	2022	Increase (Decrease)		2023	2022	Increase (Decrease)	
	Million Baht	Million Baht	Million Baht	Percent	Million Baht	Million Baht	Million Baht	Percent
Sales	68.56	57.84	10.72	18.53	151.67	113.39	38.28	33.76
Other income	0.04	0.03	0.01	51.94	0.09	0.52	(0.43)	(83.49)
Total Revenue	68.60	57.87	10.73	18.54	151.76	113.91	37.84	33.22
Finance income	5.20	3.64	1.56	42.93	8.20	5.79	2.41	41.60
Costs of sales	(12.90)	(10.63)	2.27	21.36	(27.92)	(21.61)	6.31	29.19
Selling expenses	(13.76)	(11.79)	1.97	16.66	(27.60)	(21.76)	5.84	26.84
Administrative expenses	(16.55)	(17.79)	(1.25)	(7.02)	(32.65)	(35.59)	(2.95)	(8.28)
Profit before tax expense	30.96	21.27	9.69	45.57	72.31	40.66	31.65	77.84
Tax expense	(5.84)	(4.25)	1.58	37.23	(13.89)	(8.33)	5.56	66.71
Profit for the period	25.12	17.01	8.11	47.66	58.42	32.33	26.09	80.71

Revenue

The company’s revenue for the 3 months ended June 30, 2023 is 68.56 million baht, increasing 10.72 million baht or an increase of 18.53% from the same quarter of 2022 because in this quarter the company's sales increased from reverse aging, anti-aging products and Operation Bim product.



Costs of Sales

During the second quarter of 2023, the company had cost of sales of 12.90 million baht, an increase of 2.27 million baht or an increase of 21.36% from the same quarter of 2022 due to an increase in the company's sales.

Selling and Administrative Expenses

During the second quarter of 2023, the Company incurred total administrative expenses of 16.55 million baht, a decrease of 7.02% and total selling expenses of 13.76 million baht, an increase of 16.66% from the same quarter of 2022, due to an adding advertising channels.

Net Profit

Net profit of the company's operation for the second quarter ended June 30, 2023 when compared with the same quarter ended June 30, 2022 increased from net profit of 17.01 million baht to net profit of 25.12 million baht, an increase of 8.11 million baht or 47.66% because of the reasons described above.

The performance of six months period ended June 30, 2023 the company had a total income of 151.76 million baht, an increase of 33.22% from the total income of 113.91 million baht and a net profit of 58.42 million baht, an increase of 80.71% from net profit of 32.33 million baht in the same period of the previous year.

Please be informed accordingly.

Sincerely yours,

(Prof.Dr. Pichaet Wiriyachitra)

Chief Executive Officer