

## Business Overview

The company operates a business of researching, developing, contract manufacturing, and distributing skincare and cosmetic products under the brands "Skinsista" and "Dermie".

## Financial Statement

	9M25	9M24	2024	2023
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## Income Statement (MB)

Revenues	136.79	173.30	230.53	272.80
Expenses	126.76	170.53	217.00	251.58
Net Profit (Loss)	7.87	1.90	10.67	16.79

## Balance Sheet (MB)

Assets	116.51	77.23	85.15	104.81
Liabilities	13.28	24.26	23.46	32.74
Shareholders' Equity	103.23	52.97	61.69	72.07

## Cash Flow (MB)

Operating	16.73	-0.14	4.84	26.55
Investing	-0.36	-0.85	4.35	-5.24
Financing	32.75	-22.21	-22.56	-16.93

## Financial Ratio

EPS (Baht)	0.08	0.08	0.25	8.39
GP Margin (%)	72.25	75.38	74.90	76.74
NP Margin (%)	5.75	1.10	4.63	6.15
D/E Ratio (x)	0.13	0.46	0.38	0.45
ROE (%)	10.22	6.44	15.95	23.36
ROA (%)	11.59	4.42	11.23	16.29

## Business Plan

- The company is committed to developing high-quality skincare and cosmetic products that meet consumer demands through the utilization of in-depth insights and collaboration with certified manufacturing facilities. It also plans to expand both online and offline distribution channels to enhance customer accessibility. The company emphasizes transparent marketing communication, building brand awareness through social media and influencers, and is preparing to develop new products in partnership with collaborators to continuously support both domestic and international growth.

## Sustainable Development Plan

The Company recognizes the importance of conducting business for sustainable growth, focusing on operating with care and consideration for stakeholders, the economy, society, and the environment, with integrity, ethics, and professional conduct. The Company believes that sustainable business operations will benefit the public while simultaneously fostering the Company's growth.

## Business Highlight

In the third quarter of 2025, Skin Laboratory Public Company Limited ("the Company") was first listed on the Market for Alternative Investment (mai) on September 24, 2025, under the stock symbol "SKIN". The Company offered 44 million newly issued ordinary shares at a price of 1.20 Baht per share, representing approximately 30.55% of the paid-up registered capital after the full offering, and raised a total of approximately 52.8 million Baht.

## Performance and Analysis

## Business Performance Summary

In Q3 2025, the company reported sales revenue of THB 134.73 million, a decrease from the same period last year due to a slowdown in market conditions and reduced demand for certain product groups. However, efficient management of production and distribution costs helped maintain a high gross profit margin of 72.25%, despite a decrease from 75.37% in the previous year. Meanwhile, the company achieved a net profit of THB 7.87 million, an increase of 314% YoY, reflecting its ability to adapt and enhance operational efficiency amidst challenging market conditions.

## Key Milestones

The company commenced expanding its product range in the color cosmetic category under the 'Make Up Care' concept, introducing 10 SKUs, comprising 5 SKUs of acne-reducing blush and 5 SKUs of lip oil. Concurrently, distribution channels are being expanded through health and beauty retail stores, beyond Beautrium and Watsons, with initial availability at 10 key EVEANDBOY branches via an outright sale model through OCC.

## Risk Management Policy

The company has a clear risk management system, with policies aligned with good corporate governance principles. It assesses risks that may impact the business, such as reliance on key manufacturers, primary distribution channels, accuracy of consignment data, and intense competition, as well as rapidly changing consumer behavior. The company closely monitors market trends, continuously develops products, and establishes appropriate brand and distribution channel strategies.

## Recent Awards and Recognitions

- "Sunscreen of the Year" Nine Beauty Award 2024 from CJ MORE
- Health Wellness and Beauty Awards 2020 from Watsons Thailand, including Acne Clear Booster – Best Selling Acne Care Moisturizer and Vit C Extra Bright Booster – Best New Product Launch, reinforcing the brand's success and popularity.

## Revenue Structure

Facial Serum Products	43.43%
Sunscreen Products	39.95%
Facial Cream Products	11.05%
Cosmetic products	4.53%
Facial cleansing product	1.04%

## Stock Information

mai / CONSUMP



as of 30/09/25	SKIN	CONSUMP	mai
P/E (X)	24.50	30.95	72.21
P/BV (X)	3.23	1.08	1.27
Dividend yield (%)	-	4.27	3.64
<b>30/09/25</b>			
Market Cap (MB)	368.64	N/A	N/A
Price (B/Share)	2.56	N/A	N/A
P/E (X)	24.50	N/A	N/A
P/BV (X)	3.23	N/A	N/A

CG Report:

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## Major Shareholders

as of 18/09/2025

- Mr.Chanvit Khieonavongsa (25.35%)
- Miss.Nathaporn Phongcharnchawalit (25.35%)
- Mr.Tanachai Thanomsud (20.83%)
- Mrs.Paerthida Jeerapornprapa (3.19%)
- Mr.Tanjapattana Tanjasiri (0.74%)
- Others (24.54%)

## Company Information and Contact

- <https://www.skinlabth.com>
- 08-3597-9797
- 89 Cosmo Office Park Building, 8th FL., Unit P, Popular Road, Ban Mai Sub-district/Sub-area, Pak Kret District/Area Nonthaburi 11120
- Other Trading Info. : [https://www.settrade.com/C04\\_01\\_stock\\_quote\\_p1.jsp?txtSymbol=SKIN](https://www.settrade.com/C04_01_stock_quote_p1.jsp?txtSymbol=SKIN)

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