

Business Overview

The company operates a business in the research, development, contract manufacturing, and distribution of skincare products and cosmetics under the brands "Skinsista" and "Dermie".

Financial Statement

	2025	2024	2023	2022
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Income Statement (MB)

Revenues	178.96	230.53		
Expenses	173.21	217.00		
Net Profit (Loss)	4.38	10.67		

Balance Sheet (MB)

Assets	123.53	85.15		
Liabilities	22.34	23.46		
Shareholders' Equity	101.19	61.69		

Cash Flow (MB)

Operating	12.46	4.84		
Investing	-0.37	4.35		
Financing	32.43	-22.56		

Financial Ratio

EPS (Baht)	0.04	0.25		
GP Margin (%)	71.98	74.90		
NP Margin (%)	2.45	4.63		
D/E Ratio (x)	0.22	0.38		
ROE (%)	5.38	17.30		
ROA (%)	5.51	16.19		

Business Plan

- The company is committed to developing high-quality skincare and cosmetic products, addressing consumer demands through in-depth insights and collaboration with certified manufacturing facilities. It also aims 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 by focusing on operating with care and consideration for stakeholders, the economy, society, and the environment, with morality, ethics, and professional conduct. The company believes that sustainable business operations will benefit the public good alongside the company's growth.

Business Highlight

The year 2025 is considered a significant transitional year for the company, with key developments including:

- Listing on the mai stock exchange on September 24, 2025, under the ticker symbol "SKIN", raising approximately 52.80 million Baht to enhance working capital and support business expansion
- Expansion of product portfolio Launched a cosmeceutical brand Dermie and launched products Color Cosmetics 10 SKUs under the concept of "Make Up Care" to generate new revenue streams
- Expansion of distribution channels through retail partners such as EVEANDBOY, found & found, Beautrium while maintaining growth in key channels such as 7-Eleven and Watsons

Performance and Analysis

Business Performance Summary

In 2025, the company recorded sales revenue of 176.73 million baht, a 23% decrease attributed to increased competition and the gradual phasing out of existing products in distribution channels in preparation for new product launches. This led to reduced sales at 7-Eleven and Watsons. However, the growth of e-commerce channels, particularly TikTok Shop and Shopee, partially offset the revenue decline. Cost of sales decreased in line with sales volume, but the gross profit margin slightly decreased due to adjustments in the product manufacturing outsourcing model. While selling expenses decreased proportionally with sales, marketing expenditure increased during the new product launch period. Administrative expenses slightly increased due to costs associated with the stock market listing. Consequently, the company reported a net profit of 4.38 million baht. The year 2025 is considered a year of strategic adjustment to support future growth.

Key Milestones

The company began expanding its product line in the color cosmetic category under the 'Make Up Care' concept, introducing 10 SKUs, divided into 5 SKUs of acne-reducing blush and 5 SKUs of lip oil. Concurrently, it expanded distribution channels through health and beauty retail stores beyond Beautrium and Watsons, commencing sales at 16 main branches of EVEANDBOY on an outright sale basis through OCC.

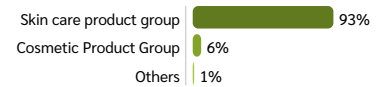
Risk Management Policy

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 formulates appropriate brand and distribution channel strategies.

Recent Awards and Recognitions

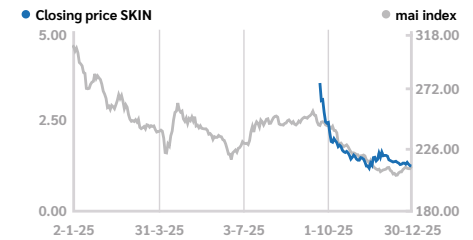
- Award for "Sunscreen of the Year" Nine Beauty Award 2024 from CJ MORE
- Health Wellness and Beauty Awards 2020 from Watsons Thailand, including Acne Clear Booster – Best Selling Acne Care Moisturizer and Vit C Extra Bright Booster – Best New Product Launch, reinforcing the brand's success and popularity.

Revenue Structure



Stock Information

mai / CONSUMP

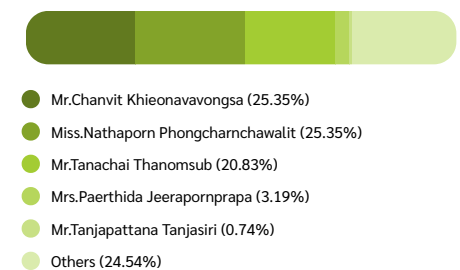


as of 30/12/25	SKIN	CONSUMP	mai
P/E (X)	11.68	33.14	60.23
P/BV (X)	1.88	0.92	1.12
Dividend yield (%)	-	4.87	3.99
	30/12/25	-	-
Market Cap (MB)	194.40	N/A	N/A
Price (B/Share)	1.35	N/A	N/A
P/E (X)	11.68	N/A	N/A
P/BV (X)	1.88	N/A	N/A

CG Report: -

Major Shareholders

as of 18/09/2025



Company Information and Contact

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- Other Trading Info. : https://www.settrade.com/C04_01_stock_quote_p1.jsp?txtSymbol=SKIN

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