

No. BKGI-2505-002  
Date 15 May 2025  
RE Management Discussion and Analysis (MD&A) for the Quarter1/2025  
To Managing Director  
The Stock Exchange of Thailand

#### Business Overview

Bangkok Genomics Innovation Public Company Limited (BKGI or the company) is a subsidiary company of BGI Genomics, established in Thailand in 2017 to operate a laboratory and provide medical testing and analysis services. It has been licensed as a non-hospital medical facility under the name Bangkok Genomics Medical Technology Clinic by the Department of Health Service Support, Ministry of Public Health, since 2018. The company initially specialized in reproductive health services, offering chromosomal abnormality screening for fetuses using Non-Invasive Prenatal Testing (NIPT) under the NIFTY brand. This method utilizes Next-Generation Sequencing (NGS) technology combined with proprietary innovations developed by BGI to detect chromosomal abnormalities, such as Down syndrome, thereby reducing the risk of miscarriage associated with unnecessary amniocentesis procedures. In addition to prenatal screening services, the company also provides a range of other medical testing and analysis services.

#### Sustainable Development Plan

The company is fully committed to its responsibilities towards the economy, society, and the environment. We aim to conduct our business ethically and with good governance, setting a positive example for society and progressing towards becoming a sustainable company.

#### Key milestones of 2025

- **January 9, 2025** : Signed the MOU with Eisai (Thailand) Marketing Co., Ltd. to enhance Alzheimer's disease screening and treatment, aiming to develop an integrated ecosystem for Alzheimer's patient care in Thailand.
- **April 28, 2025** : Signed the Strategic Partnership Agreement with MGI Tech Co., Ltd. to expand the use and accessibility of the Next Generation Sequencing (NGS) platform, strengthening the company's capabilities in genetic and genomic testing services in Thailand.
- **April 29, 2025** : Signed the Letter of Intent (LOI) with the Agricultural Research Development Agency (Public Organization) to foster collaboration in agricultural innovation and sustainable development.

## Business Performance Summary

| Statement of Comprehensive Income       | Consolidated FS |              | Separate Financial Statement |              |                |              |               |               |
|---|-----------------|--------------|------------------------------|--------------|----------------|--------------|---------------|---------------|
|   | Quarter 1/2025  |              | Quarter 1/2025               |              | Quarter 1/2024 |              | Changed (YoY) |               |
|   | MB              | %            | MB                           | %            | MB             | %            | MB            | %             |
| Revenue from sales                      | 18.6            | 23.0         | 18.6                         | 23.0         | 5.5            | 8.0          | 13.1          | 238.2         |
| Revenue from services                   | 59.9            | 74.0         | 59.9                         | 74.0         | 62.8           | 91.3         | (2.9)         | (4.6)         |
| Other income                            | 2.5             | 3.0          | 2.5                          | 3.0          | 0.5            | 0.7          | 2.0           | 400.0         |
| <b>Total revenues</b>                   | <b>81.0</b>     | <b>100.0</b> | <b>81.0</b>                  | <b>100.0</b> | <b>68.8</b>    | <b>100.0</b> | <b>12.2</b>   | <b>17.7</b>   |
| Cost of sales                           | 10.5            | 13.0         | 10.5                         | 13.0         | 4.9            | 7.1          | 5.6           | 114.3         |
| Cost of services                        | 34.6            | 42.7         | 34.6                         | 42.7         | 32.4           | 47.1         | 2.2           | 6.8           |
| <b>Total Costs</b>                      | <b>45.1</b>     | <b>55.7</b>  | <b>45.1</b>                  | <b>55.7</b>  | <b>37.3</b>    | <b>54.2</b>  | <b>7.8</b>    | <b>20.9</b>   |
| <b>Gross profit</b>                     | <b>35.9</b>     | <b>44.3</b>  | <b>35.9</b>                  | <b>44.3</b>  | <b>31.5</b>    | <b>45.8</b>  | <b>4.4</b>    | <b>14.0</b>   |
| Selling expenses                        | 11.5            | 14.2         | 11.5                         | 14.2         | 9.4            | 13.7         | 2.1           | 22.3          |
| Administrative expenses                 | 15.6            | 19.2         | 15.5                         | 19.1         | 12.0           | 17.4         | 3.5           | 29.2          |
| <b>Profit from operating activities</b> | <b>8.8</b>      | <b>10.9</b>  | <b>8.9</b>                   | <b>11.0</b>  | <b>10.1</b>    | <b>14.7</b>  | <b>(1.2)</b>  | <b>(11.9)</b> |
| Finance costs                           | 0.4             | 0.5          | 0.4                          | 0.5          | 0.4            | 0.6          | -             | -             |
| Share of loss from investment from JV   | 0.1             | 0.1          | -                            | -            | -              | -            | -             | -             |
| <b>Profit from income tax</b>           | <b>8.3</b>      | <b>10.2</b>  | <b>8.5</b>                   | <b>10.5</b>  | <b>9.7</b>     | <b>14.1</b>  | <b>(1.2)</b>  | <b>(12.4)</b> |
| Income tax expenses                     | 0.2             | 0.2          | 0.2                          | 0.2          | -              | -            | 0.2           | -             |
| <b>Profit for the period</b>            | <b>8.1</b>      | <b>10.0</b>  | <b>8.3</b>                   | <b>10.2</b>  | <b>9.7</b>     | <b>14.1</b>  | <b>(1.4)</b>  | <b>(14.4)</b> |

### Performance Overview for Quarter 1/2025

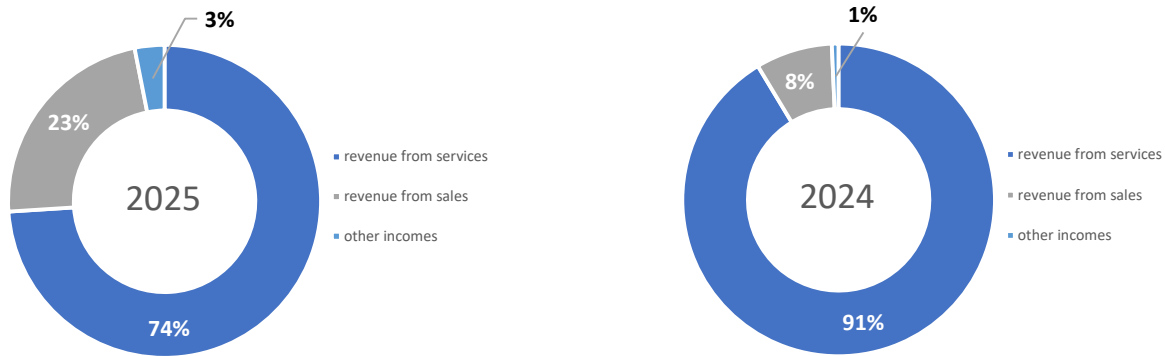
#### The consolidated financial statements

- The company reported a net profit of 8.1 million Baht, or a net profit margin of 10.0%. Total revenue reached 81 million Baht, with 74.0% generated from service income. Total costs stood at 45.1 million Baht, or 55.7% of revenue, resulting in a gross profit margin of 44.3%. Net profit in the consolidated financial statements was slightly lower than in the separate financial statements by 0.2 million Baht. This was mainly due to a share of loss from an associate of 0.1 million Baht, along with an increase in administrative expenses of 0.1 million Baht. These additional expenses were related to a new subsidiary that is still in its initial phase of operations and preparing to generate revenue in the future.

#### The separate financial statements

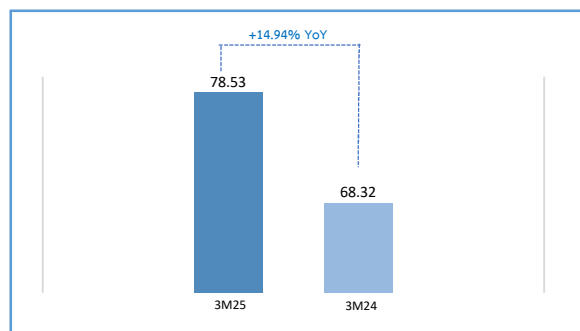
- The company reported a net profit of 8.3 million Baht, representing a net profit margin of 10.2%. This was a slight decrease from 9.7 million Baht in the same period of the previous year, or a decline of 14.4%, despite continued revenue growth from 68.8 million Baht to 81.0 million Baht, an increase of 17.7%. The rise in total revenue was mainly attributable to strong growth in laboratory equipment sales, along with monthly reagent orders, reflecting effective execution of the company's market expansion strategy. However, the decline in net profit was primarily driven by a reduction in service income, due to heightened market competition. Additionally, higher administrative expenses further contributed to the decrease in net profit margin compared to the same period of the previous year.

- Revenue Proportion in Q1/2025 compared to Q1/2024



### Revenues by product type

|                               | Consolidated FS |        | Separate Financial Statement |        |                |        |               |         |
|-------------------------------|-----------------|--------|------------------------------|--------|----------------|--------|---------------|---------|
| Revenue by product type       | Quarter 1/2025  |        | Quarter 1/2025               |        | Quarter 1/2024 |        | Changed (YoY) |         |
|                               | MB              | %      | MB                           | %      | MB             | %      | MB            | %       |
| Reproductive health services  | 54.03           | 66.71  | 54.03                        | 66.72  | 57.76          | 83.97  | (3.73)        | (6.46)  |
| Infectious disease services   | 0.02            | 0.02   | 0.02                         | 0.02   | 0.12           | 0.17   | (0.10)        | (83.33) |
| Other screening test services | 2.37            | 2.93   | 2.37                         | 2.93   | 3.10           | 4.51   | (0.73)        | (23.55) |
| Tech-solution services        | 3.50            | 4.32   | 3.50                         | 4.32   | 1.86           | 2.70   | 1.64          | 88.17   |
| Total Service Revenue         | 59.92           | 73.98  | 59.92                        | 73.99  | 62.84          | 91.35  | (2.92)        | (4.65)  |
| Sale sequencers and reagent   | 18.61           | 22.98  | 18.61                        | 22.98  | 5.48           | 7.97   | 13.13         | 239.60  |
| Total Sale Revenue            | 18.61           | 22.98  | 18.61                        | 22.98  | 5.48           | 7.97   | 13.13         | 239.60  |
| Total Operating Revenue       | 78.53           | 96.96  | 78.53                        | 96.97  | 68.32          | 99.32  | 10.21         | 14.94   |
| Other income                  | 2.46            | 3.04   | 2.45                         | 3.03   | 0.47           | 0.68   | 1.98          | 421.28  |
| Total Revenue                 | 80.99           | 100.00 | 80.98                        | 100.00 | 68.79          | 100.00 | 12.19         | 17.72   |



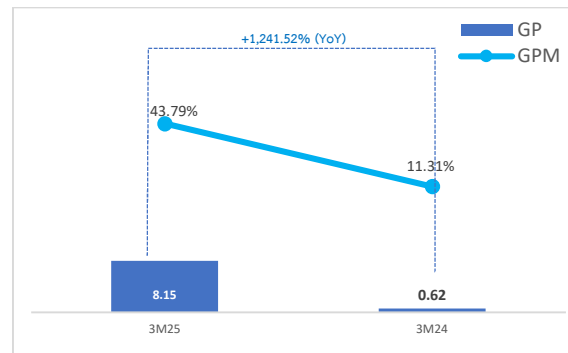
3-Month Operating Revenue (YOY)

- The company reported an increase in operating revenue of 10.21 million Baht, or 14.94%, compared to the same period of the previous year. The breakdown of services revenue by type is as follows:
  - Sale revenue** increased by 13.13 million Baht, or 239.60%, driven by the company's ongoing strategy to expand its presence in the laboratory product segment. This included company began expanding its market for laboratory equipment sales, along with monthly reagent orders, as well as specialized reagents used in various testing processes. These products were supplied to both government and private sector clients. The consistent implementation of this strategy, which began in Q1/2024, resulted in significant year-on-year growth in this segment.
  - Service revenue** decreased by 2.92 million Baht, or 4.65%, mainly due to a decline in reproductive genetic screening services, which decreased by 3.73 million Baht, or 6.46%, amid increasing market competition. Despite marketing campaigns and promotional activities aimed at maintaining the customer base, pricing pressure and competitive intensity continued to weigh on the segment. However, revenue from technology-based services increased by 1.64 million Baht, or 88.17%, partially offsetting the decline in core service revenue. These specialized services reflect the company's strengths in advanced diagnostic capabilities.
  - Other incomes** increased by 1.98 million Baht, or 421.28%, primarily due to interest income from savings and fixed deposit accounts.

### Gross Profit and Gross Profit Margin from sale revenue

|   | Consolidated FS |        | Separate Financial Statement |        |                |        |               |          |
|---|-----------------|--------|------------------------------|--------|----------------|--------|---------------|----------|
| Gross Profit and Gross Profit from sale revenue | Quarter 1/2025  |        | Quarter 1/2025               |        | Quarter 1/2024 |        | Changed (YoY) |          |
|   | MB              | %      | MB                           | %      | MB             | %      | MB            | %        |
| Sale revenues                                   | 18.61           | 100.00 | 18.61                        | 100.00 | 5.48           | 100.00 | 13.13         | 239.60   |
| Cost of sales                                   | 10.46           | 56.21  | 10.46                        | 56.21  | 4.86           | 88.69  | 5.60          | 115.23   |
| Gross Profit                                    | 8.15            | 43.79  | 8.15                         | 43.79  | 0.62           | 11.31  | 7.53          | 1,214.52 |

Note : GP = Gross Profit , GPM = Gross Profit Margin



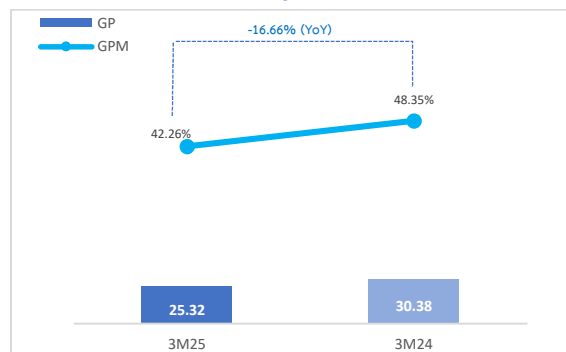
3-Months of Gross Profit and Gross Profit Margin from sale revenue (YOY)

- The company reported a gross profit from sales of 8.15 million Baht in Q1/2025, representing a gross profit margin of 43.79%. This marked a significant increase of 7.53 million Baht, or 1,241.52%, compared to the same period of the previous year. The strong improvement in gross profit was driven by the company's market expansion strategy in the laboratory product segment, which has been in place since Q1/2024. This includes laboratory equipment sales, along with monthly reagent, as well as specialized reagents used in various analytical processes. These products were delivered to both government and private sector clients, resulting in a substantial increase in product sales revenue. In addition, improved cost management and greater efficiency in procurement and pricing contributed to the overall increase in gross profit from sales.

### Gross Profit and Gross Profit Margin from service revenue

|  | Consolidated FS |        | Separate Financial Statement |        |                |        |               |         |
|--|-----------------|--------|------------------------------|--------|----------------|--------|---------------|---------|
| Gross Profit and Gross Profit from service revenue | Quarter 1/2025  |        | Quarter 1/2025               |        | Quarter 1/2024 |        | Changed (YoY) |         |
|  | MB              | %      | MB                           | %      | MB             | %      | MB            | %       |
| Service revenue                                    | 59.92           | 100.00 | 59.92                        | 100.00 | 62.84          | 100.00 | (2.92)        | (4.65)  |
| Cost of service                                    | 34.60           | 57.74  | 34.60                        | 57.74  | 32.46          | 51.65  | 2.14          | 6.59    |
| Gross Profit                                       | 25.32           | 42.26  | 25.32                        | 42.26  | 30.38          | 48.35  | (5.06)        | (16.66) |

Note : GP = Gross Profit , GPM = Gross Profit Margin



3-Months of Gross Profit and Gross Profit Margin from service revenue (YOY)

- The company reported a gross profit from services of 25.32 million Baht in Q1/2025, representing a gross profit margin of 42.26%. This was a decrease from the previous year, which recorded a gross profit of 30.38 million Baht and a gross profit margin of 48.35%. The decline in gross profit was primarily due to higher costs associated with technology-based services, particularly those involving the export of samples for overseas analysis. These services incurred higher operational costs compared to domestic testing. Additionally, the company hired additional personnel to support the expansion of both existing services and newly launched offerings. This increase in staffing costs was another contributing factor to the year-on-year decline in gross profit from services.

### Operating Expense

|                                   | Consolidated FS |       | Separate Financial Statement |       |                |       |               |       |
|-----------------------------------|-----------------|-------|------------------------------|-------|----------------|-------|---------------|-------|
| Statement of comprehensive income | Quarter 1/2025  |       | Quarter 1/2025               |       | Quarter 1/2024 |       | Changed (YoY) |       |
|                                   | MB              | %     | MB                           | %     | MB             | %     | MB            | %     |
| Selling expenses                  | 11.56           | 14.72 | 11.56                        | 14.72 | 9.45           | 13.83 | 2.11          | 22.33 |
| Administrative expenses           | 15.62           | 19.89 | 15.55                        | 19.80 | 12.01          | 17.58 | 3.54          | 29.48 |
| Finance costs                     | 0.37            | 0.47  | 0.37                         | 0.47  | 0.36           | 0.53  | 0.01          | 2.78  |
| Total                             | 27.55           | 35.08 | 27.48                        | 34.99 | 21.82          | 31.94 | 5.66          | 25.94 |

- The company reported total operating expenses of 27.48 million Baht in Q1/2025, representing 34.99% of operating revenue. The key components of these expenses are as follows:
  - Selling expenses increased by 2.11 million Baht, or 22.33%, compared to the same period of the previous year, mainly due to higher personnel-related costs. The company expanded its sales team through recruitment to support the continued growth in product sales, as well as both existing and newly launched service offerings.
  - Administrative expenses increased by 3.54 million Baht, or 29.48%, compared to the same period of the previous year, primarily driven by higher research and development (R&D) costs. These expenses were related to pilot projects and preparatory activities for new services that are planned for future launch.

### Statements of Financial Position

|                                   | Consolidated FS |        |           |        |               |        |
|-----------------------------------|-----------------|--------|-----------|--------|---------------|--------|
| Statement of financial position   | 31-Mar-25       |        | 31-Dec-24 |        | Changed (YoY) |        |
|                                   | MB              | %      | MB        | %      | MB            | %      |
| Current assets                    | 525.12          | 85.42  | 514.92    | 84.75  | 10.20         | 1.98   |
| Non-Current assets                | 89.63           | 14.58  | 92.67     | 15.25  | (3.04)        | (3.28) |
| Total Assets                      | 614.75          | 100.00 | 607.59    | 100.00 | 7.16          | 1.18   |
| Current liabilities               | 45.61           | 7.42   | 45.68     | 7.52   | (0.07)        | (0.15) |
| Non-Current liabilities           | 21.87           | 3.56   | 22.76     | 3.74   | (0.89)        | (3.91) |
| Total Liabilities                 | 67.48           | 10.98  | 68.44     | 11.26  | (0.96)        | (1.40) |
| Shareholder's Equity              | 547.27          | 89.02  | 539.15    | 88.74  | 8.12          | 1.51   |
| Total Liabilities and Shareholder | 614.75          | 100.00 | 607.59    | 100.00 | 7.16          | 1.18   |

As of March 31, 2025, the company reported total assets of 614.75 million Baht, an increase of 7.16 million Baht or 1.18% from 607.59 million Baht as of December 31, 2024. The increase was primarily driven by a rise in trade receivables, which resulted from higher revenue from product sales and service income, particularly from sales to government agencies, which typically involve longer payment terms compared to private sector clients.

As of March 31, 2025, total liabilities stood at 67.48 million Baht, a decrease of 0.96 million Baht or 1.40% from 68.44 million Baht at the end of 2024. The reduction was mainly due to a decline in lease liabilities.

As of March 31, 2025, the company reported shareholders' equity of 547.27 million Baht, an increase of 8.12 million Baht, or 1.51%, from 539.15 million Baht as of December 31, 2024. This increase was primarily attributable to the net profit of 8.12 million Baht generated from operations during the first quarter of 2025.

### Key Financial ratios

| Key of financial ratios            | Quarter 1/2025 | Quarter 1/2024 |
|------------------------------------|----------------|----------------|
| Return ratio                       |                |                |
| Return on Equity                   | 6.00           | 10.55          |
| Liquidity ratio (Times)            |                |                |
| Current ratio                      | 11.51          | 14.76          |
| Quick Ratio                        | 7.78           | 12.96          |
| Asset and Debt Management (Days)   |                |                |
| Average collection period          | 96.47          | 47.48          |
| Average inventory turnover         | 53.01          | 44.45          |
| Average accounts payable turnover  | 54.00          | 23.53          |
| Debt-Equity ratio Analysis (Times) |                |                |
|                                    | 31-Mar-25      | 31-Dec-24      |
| Debt to equity ratio               | 0.12           | 0.13           |

- The Return on Equity (ROE) for Q1/2025 decreased to 6.00% from 10.55% in the same period of the previous year. The primary reason for this decline was the decrease in net profit, which resulted from lower service income during the quarter. Despite this, the company sustained strong sales growth, particularly from bundled sales of laboratory equipment and monthly reagent packages. This reflects the continued success of the company's market expansion strategy, which was initiated in 2024. Additionally, the average shareholders' equity in Q1/2025 was higher than in the same period of the previous year, due to a capital increase following the company's listing on the Stock Exchange in 2024. This expansion of the equity base also contributed to the year-on-year decrease in ROE from an accounting perspective.
- The current ratio as of Q1/2025 decreased to 11.51 times from 14.76 times in the same period of the previous year. Similarly, the quick ratio decreased to 7.78 times from 12.96 times in the same period of the previous year. The decline in both ratios was primarily due to an increase in trade payables, resulting from the company's decision to procure a larger volume of reagent inventory. This procurement was aimed at supporting the company's sales and service plans in the laboratory segment, particularly for bundled sales of laboratory equipment with monthly reagent packages. The nature of this business model requires systematic and advance procurement planning, which temporarily impacted short-term liquidity indicators.
- The average collection period in Q1/2025 increased to 96.47 days from 47.48 days in the same period of the previous year. This increase was primarily due to the Company's expansion into the government sector, involving the sale of laboratory equipment and reagents. Government agencies typically have longer payment terms compared to private sector clients, resulting in a longer overall collection period for the Company.
- The average inventory turnover period in Q1/2025 increased to 53.01 days from 44.45 days in the same period of the previous year. The increase was due to the Company's expansion into the sale of laboratory instruments alongside reagents, which has gained increasing interest from both government and private sector clients. Most of the products in this category are related to ongoing services. As a result, the Company planned to stock inventory in advance to ensure timely delivery and avoid delays—particularly for large-scale clients or government agencies with fixed usage schedules.
- The average accounts payable period in Q1/2025 increased to 54.00 days from 23.53 days in the same period of the previous year. The longer payable period reflects the Company's increased bargaining power with suppliers due to higher order volumes driven by a rise in sample submissions.
- Total Debt to Equity Ratio stood at 0.12 times in Q1/2025, slightly decreased from 0.13 times.