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Performance Highlights

Major Development

Convertible Bonds

On 18 September 2014, Company issued zero coupon convertible bonds (“CB”) to investors outside Thailand for Baht 10,000 million due in 2019. On 18 September 2017, the CB holders has exercised the put option totaling Baht 1,560 million, resulting the outstanding principle amount of the CB reduced to Baht 8,440 million.

During 2Q18 to August 2018, the CB holders exercised their conversion rights at Baht 21.045 per share as below table.

Convertible Bonds (CB)	Value (THB mm)	Newly issued (Share mm)
CB outstanding before conversion	8,440	
CB holders exercised		
- In 2Q18	1,547	73.5
- In Jul and Aug 2018	992	47.1
Total	2,539	120.6
CB outstanding after conversion	5,901	

As the result, the Company’s paid up capital increased from Baht 1,549 million to Baht 1,561 million while the outstanding principle amount of the CB reduced to Baht 5,901 million.

Thailand



Overseas



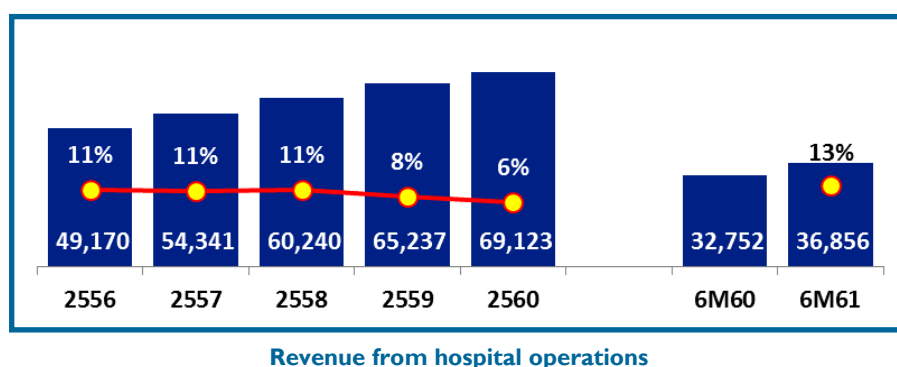
6M18 Performance

If excluding non-recurring item in 6M17, Bangkok Dusit Medical Services Public Company Limited (“Company”) reported consolidated net profit of Baht 4,962 million, increased by 39% yoy. The summarized 6M18 consolidated performance is as follows:-

1. Operating income

In 6M18, total operating income were Baht 38,757 million, an increase of Baht 4,218 million or 12% yoy, primarily due to

- ◆ Revenues from hospital operations were Baht 36,856 million, an increase of Baht 4,104 million or 13% yoy. Key growth drivers were from 10 Centers of Excellence and exploring new patients base including insurance patients together with an increase in influenza and outbreaks during IQ18. In addition, the Company has the Bangkok Emergency Services to timely and efficiently coordinate patients referral in case of accident or patients in critical conditions.



Revenue of network hospitals in Bangkok and vicinity grew 10% yoy while revenue of network hospitals in the upcountry grew 16% yoy in 6M18.

Revenue from Thai patients grew 13% yoy while revenue from international patient grew 10% yoy in 6M18, driven mainly from Kuwaitis, Chinese and Cambodian patients.

The revenue proportion between Thai and international patients was unchanged at 70%:30% in 6M17 and 6M18. The occupancy rate increased from 59% in 6M17 to 66% in 6M18.

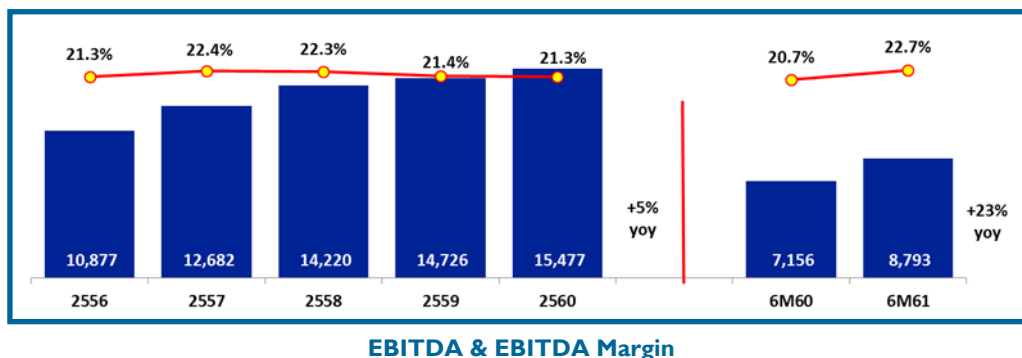
- ◆ Revenues from sales of goods and food were Baht 1,507 million, an increase of 10% yoy, mainly from an increase in sales of Medicpharma, A.N.B. and Save Drug.
- ◆ Other income were Baht 395 million, decreased by 6% yoy.

2. Operating expenses

In 6M18, the Company and its subsidiaries reported total operating expenses & depreciation of Baht 32,608 million, an increase of Baht 2,689 million or 9% yoy which grew at the slower pace than total operating income.

- ◆ Cost of hospital operations and others (including depreciation and amortization) were Baht 25,110 million, increased by 9% yoy. An increase was due mainly to higher expenses from doctors & clinical staffs, medicine and medical supplies given the growth in number of outpatients and inpatients.
- ◆ The administrative expenses (including depreciation and amortization) were Baht 7,498 million, increased by 7% yoy, due mainly to an increase in non-clinical personnel expenses and repair and maintenance expenses.
- ◆ The depreciation and amortization expenses were Baht 2,644 million in 6M18, increased by 4% yoy due mainly to depreciation and amortization of new network hospitals and partial opening of BDMS Wellness Clinic.

EBITDA increased from Baht 7,156 million in 6M17 to Baht 8,793 million in 6M18 or increased by 23% yoy. resulting in an EBITDA margin increase from 20.7% in 6M17 to 22.7% in 6M18.



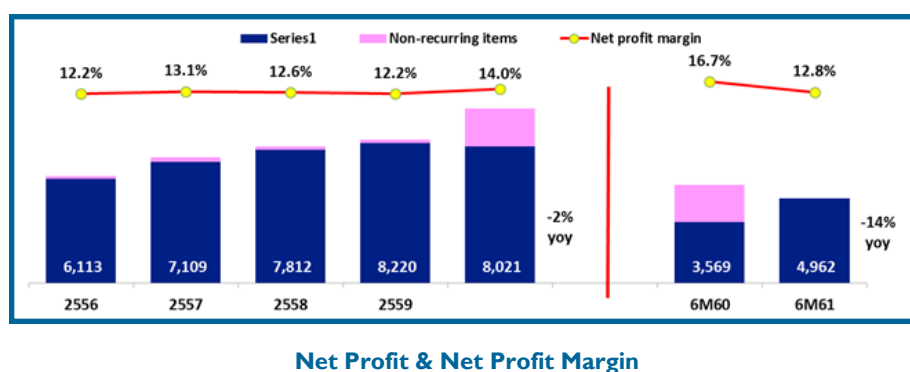
3. Others majors items

- ◆ Share of income from investments in associated companies were Baht 716 million in 6M18, increase of 3% yoy driven mainly from investment in Bumrungrad Hospital Public Co., Ltd. ("BH") of Baht 420 million, decreased 4% yoy, and investment in RAM of Baht 262 million, increased 13% yoy.
- ◆ Finance expenses decreased to Baht 611 million in 6M18 or decreased by 21% yoy as the CB holders exercised their conversion rights during 2Q18 together with an adjustment in calculating value of convertible bonds in 6M17.
- ◆ Tax expenses in 6M18 were Baht 1,107 million, decreased from Baht 1,553 million in 6M17, due mainly to taxes in 6M17 including partially disposition of investment in BH.

4. Non-recurring items

During 6M17, the Company recorded non-recurring items as the Company partially disposed an investment in BH totaling 25.2 million shares for Baht 4,509 million. A pre-tax gain on sales of investment was Baht 2,880 million. Taxes incurred on the sales were Baht 685 million resulting in the net gain on sales of Baht 2,195 million.

After this transaction, the percentage of ownership was reduced from 23.95% to 20.50% of BH's issued and paid-up capital.



As a results, core profit was Baht 4,962 million in 6M18, increased by 39% yoy. As a result, core profit margin increased from 10.3% in 6M17 to 12.8% in 6M18. EPS was Baht 0.32 per share or increased by 39% yoy.

If including the non-recurring items in 6M17, net profit decreased by 14% yoy resulting in a decrease of net profit margin from 16.7% in 6M17 to 12.8% in 6M18. EPS also decreased by 14% yoy.

Summary of Balance Sheets

(Unit : THB mm)	Jun-18	Dec-17	Chg %
Total Assets	123,649	122,627	1%
Total Liabilities	55,001	56,756	(3)%
Total shareholders' equity	68,648	65,871	4%

The consolidated financial position of the Company and its subsidiaries as of June 30, 2018: The Company and its subsidiaries reported total assets of Baht 123,649 million slightly increased by 1% from December 31, 2017, due mainly to net increase in property, premises and equipment of Baht 735 million.

Total consolidated liabilities as of June 30, 2018 were Baht 55,001 million, which was decreased from December 31, 2017, due mainly to an decrease in CB after exercising conversion rights netted with an increase in bank overdrafts and short-term loans.

Total consolidated shareholders' equity as of June 30, 2018 was Baht 68,648 million, increased by 4% from December 31, 2017, due mainly from net income during 6M18.

Financial Analysis	6M18	6M17
Returns (%)		
Return on Asset	8.1	10.2*
Return on Equity	15.4	20.2*
Liquidity (x)		
Current Ratio	1.0	0.7
Quick Ratio	0.9	0.6
Asset & Liabilities Management (Days)		
Average Collection Period	34.3	33.8
Average Inventory Period	12.0	11.7
Average Accounts Payable	33.3	34.8
Leverage & Coverage Ratio (x)		
Interest Coverage	14.4	9.3
	Jun-18	Dec-17
Total Debt to Equity	0.6	0.6
Net Debt to Equity	0.5	0.5
Net Debt to EBITDA	1.9	2.2

* If excluded non-recurring item, ROA and ROE would be 6.3% and 12.5%, respectively.

Remark

- Assets & Liabilities Management is calculated based on 360 days
- Interest coverage = EBITDA/Interest Expenses
- Debt refers to interest bearing debt

Return on assets ("ROA") and return on equity ("ROE") decreased from 6M17 as there was gain from partial disposal of investment in BH in 6M17. If excluding such non-recurring item, ROA and ROE increased from a strong performance in 6M18.

Average collection period increased from 33.8 days in 6M17 to 34.3 days in 6M18. Average inventory period also increased from 11.7 days in 6M17 to 12.0 days in 6M18 while average payable period decreased from 34.8 days in 6M17 to 33.3 days in 6M18.

Interest coverage ratio increased from 9.3x in 6M17 to 14.4x in 6M18 due mainly to a decrease in finance expenses.

Total interest bearing debt to equity and net interest bearing debt to equity were unchanged at 0.6x and 0.5x, respectively, as of December 31, 2017 and June 30, 2018. Net interest bearing debt to EBITDA decreased from 2.2x as of December 31, 2017 to 1.9x as of June 30, 2018.

The leverage and coverage ratios are well within the financial covenants of the long-term loans and debentures.

IR Activities

Meeting with Stakeholders



BDMS Investor Relations welcomed professor and students from Political Science and Economics of Meiji University, Japan. The purpose of the meeting is to share the knowledge on Thai healthcare and to build relationship between the two institutions.

Analyst Meeting 2Q18 Results



BDMS hosted the 3/2018 Analyst meeting for 2Q18 results on Aug 20, 2018. The meeting was led by Dr. Poramaporn Prasarttong-Osoth, COO and CEO Group 1, Khun Narumol Noi-Am, CFO, Dr. Chairat Panthuraamphorn, CEO Group 2 and Khun Ajaya Intaraprasong, AVP, Investor Relations. The meeting provided the investment community an opportunity to update on the Company's performance and strategic direction together with addressing any questions or comment to the management.

Presentation material and webcast also posted on our website at www.bangkokhospital.com under investor relations.

IR Activities

dbTISCO Thailand Hotel & Healthcare Corporate Day



On August 24, 2018, Khun Narumol Noi-am, CFO, Khun Ajaya Intaraprasong, AVP, Investor Relations, Khun Jitima Ratanatam, Assistant Director, Investor Relations and Khun Chama Thepchatri, Assistant Manager, Investor Relations have been invited to join dbTisco Thailand Hotel & Healthcare Corporate Day at Tisco Tower to update on Company's development and strategic direction to 17 local fund managers.

CLSA Meet Leading Family Business of Thailand



On August 28, 2018, CLSA Securities (Thailand) Ltd invited group of international and local institutional investors to visit family members of leading listed companies in Thailand under the topic of "Meet Leading Family Business of Thailand". Dr. Poramaporn Prasarttong-Osoth BDMS-COO and CEO Group I and Captain Puttipong Prasarttong-Osoth, President of Bangkok Airways PCL welcomed group of investors address business strategy and direction of the company.

IR Activities

Phatra Group of Investors Tour at BDMS



On August 28, 2018, Mr. Raymond Chong Chin Wah, CEO of BDMS Wellness Clinic welcomed Phatra Securities Public Co., Ltd. and their international and local institutional investors to visit BDMS Wellness Clinic. At BDMS Wellness Clinic, we focus on preventive care and early detection by using the latest in science and technology to fully explore the physical condition down to genetic and molecular details which can help predict future health and prescribe the ultimate preventive path to follow as well as improve mental and physical performance.

Thailand Focus 2018



On August 30, 2018, Khun Narumol Noi-Am, CFO, Khun Ajaya Intaraprasong, AVP, Investor Relations and Khun Jitima Ratanatam, Assistant Director, Investor Relations joined Thailand Focus 2018 organized by SET in at Grand Hyatt Erawan Bangkok. This conference provided us the opportunity to update our recent development, strategy and outlook to institutional investors.

IR Activities



Bangkok Dusit Medical Services

Thailand



โรงพยาบาลกรุงเทพ
BANGKOK HOSPITAL



สมิติเวช
SAMITIVEJ



BNH HOSPITAL
โรงพยาบาลบีเอ็นเอช
SINCE 1978 (Sethorn - Convent)



PHYATHAI
HOSPITAL
โรงพยาบาลพญาไท



Paolo
Hospital
โรงพยาบาลเปาโล

Overseas



Royal Bangkok
Hospital

Bangkok Dusit Medical Services Public Company Limited (SET Symbol : BDMS) is the largest private hospital operator in Thailand in terms of patient services revenue and market capitalization with approximately THB 124,885 million in assets as of March 2018. Bangkok Dusit Medical Services Public Company Limited ("BDMS") currently has 43 hospitals in Thailand and 2 hospitals in Cambodia. BDMS is focused on Bangkok and various high-growth markets in Thailand and overseas. The Company is committed to be the leading network healthcare provider by meeting the needs of Thai and foreign patients with high quality, internationally-accepted standards, and value for money services together with the state-of-the art medical technology.

Contact:

Investor Relations

Bangkok Dusit Medical Services Public Company Limited

2 Soi Soonvijai 7, New Petchburi Road, Bangkok 10310 Thailand

Tel +66(0)2755-1793