



**Bangkok Dusit Medical Services (BGH)  
Analyst Presentation**

**1Q12 Results**

**May 21, 2012**

# Important Notice

- The information contained in this presentation is for information purposes only and does not constitute an offer or invitation to sell or the solicitation of an offer or invitation to purchase or subscribe for share in Bangkok Dusit Medical Services Public Company Limited (“BGH” and shares in BGH, “shares”) in any jurisdiction nor should it or any part of it from the basis of , or be relied upon in any connection with, any contract or commitment whatsoever.
- This presentation may include information which is forward-looking in nature. Forward-looking information involve known and unknown risks, uncertainties and other factors which may impact on the actual outcomes, including economic conditions in the markets in which BGH operates and general achievement of BGH business forecasts, which will cause the actual results, performance or achievements of BGH to differ, perhaps materially, from the results, performance or achievements expressed or implied in this presentation.
- This presentation has been prepared by the BGH. The information in this presentation has not been independently verified. No representation, warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information and opinions in this presentation. None of the BGH or any of its agents or advisors or any of their respective affiliates, advisors or representatives, shall have any liability ( in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.
- This presentation is made, furnished and distributed for information purposes only. No part of this presentation shall be relied upon directly or indirectly for any investment decision-making or for any other purposes.
- This presentation and all other information, materials or documents provided in connection therewith, shall not, either in whole or in part, be reproduced, redistributed or made available to any other person, save in strict compliance with all applicable laws.

# Contents

- **BDMS Updates and Highlights**

- **Operational Statistics**

- **Financial Performance**



# BDMS Updates & Highlights



# Ongoing Clinical Synergy

## Phyathai 3 Heart Center By Bangkok Heart Hospital



- Opening of Phyathai 3 Heart Center By Bangkok Heart Hospital in May 2012 to expand patient base in the Thonburi area and increase patient acuity
- This includes renovating existing facilities, upgrading patient wards and medical equipment

## Paolo Memorial Nawamin Cancer Center by Wattanosoth Hospital

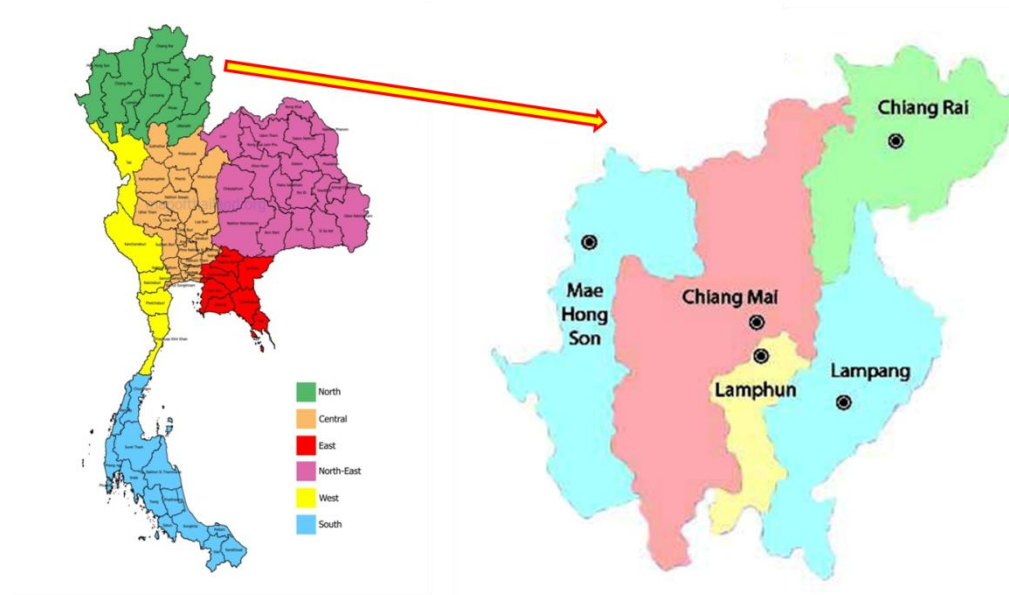


- Opening of Paolo Memorial Nawamin Cancer Center by Wattanosoth Hospital in May 2012 to facilitate patients in the suburb



# New Hospital in Pipeline

## Bangkok Hospital Chiangmai



- Greenfield 200-bed tertiary care hospitals to be our medical hub in the Northern Part of Thailand
- Conveniently located in central Chiangmai on Chiangmai-Lampang Road (Highway#11)
- Plan to open the 1<sup>st</sup> phase for 55 beds by mid 2014



# Strong Operating Momentum

## 1Q12 Consolidated Financial Summary

- Revenue from hospital operations of THB 10,666 mm increased by 61% from 1Q11 mainly from:
  - Revenue of organic BDMS hospital operations of Baht 7,664 mm or increased 16% yoy
  - Consolidation of revenue from Phyathai(PYT) and Paolo Memorial Hospital Group of Baht 3,002 mm
- A record net profit of THB 3,227 mm increased 286% yoy from
  - BDMS organic profit of THB 1,019 mm increased 22% yoy
  - Profit from PYT & Paolo Memorial Hospital Group of THB 413 mm
  - Non-recurring items of THB 1,795 mm from gain on fair value adjustment of investment in Bumrungrad Hospital PCL
- Excluding the non-recurring items, net profit was at a record of THB 1,432 mm, an increase of 71% yoy

Remarks:- 1/ Excluding non-recurring items



# Operational Statistics





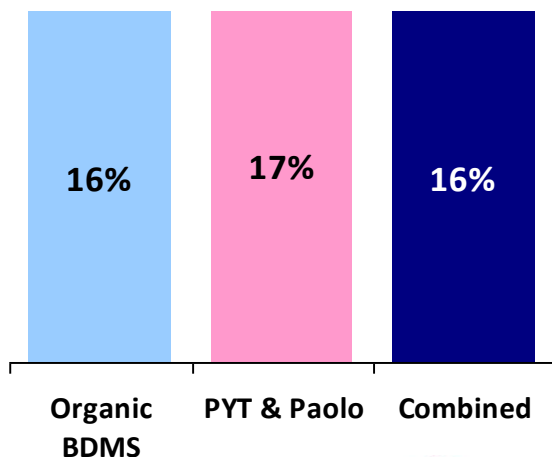
# Starting the Year With Double Digit Revenue Growth

## Patient Revenue

(THB mm)



## 1Q12 Patient Revenue Growth

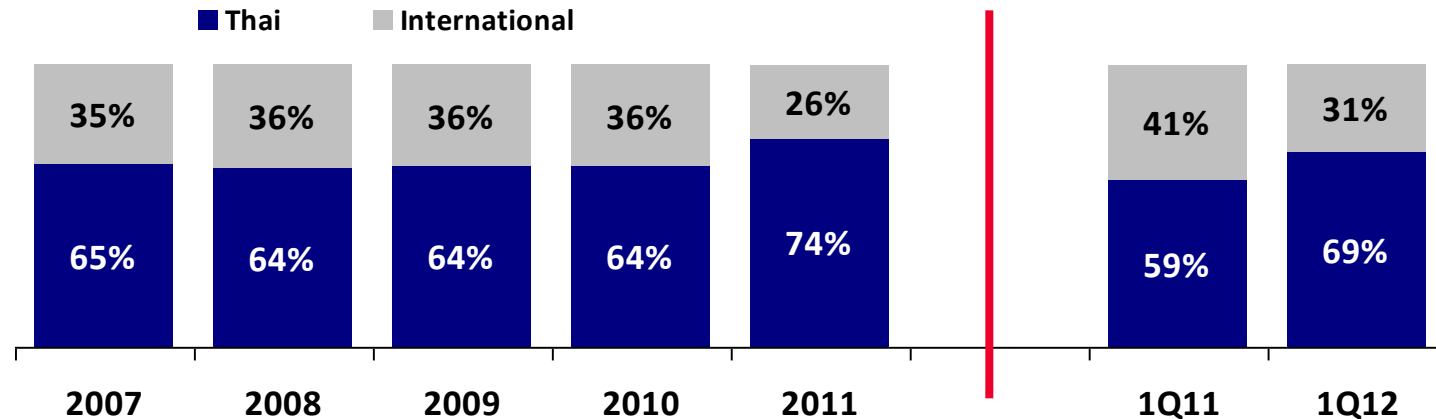


## Commentary

- Patient revenue grew 61% yoy from
  - Increase in patient volume and acuity as a result of more recruitment of specialist doctors since 2011 together with wide range of medical specialties
  - Acquisition of PYT & Paolo Memorial Hospital

# Expanding Both Thai and International Patients

## Revenue Contribution by Nationality



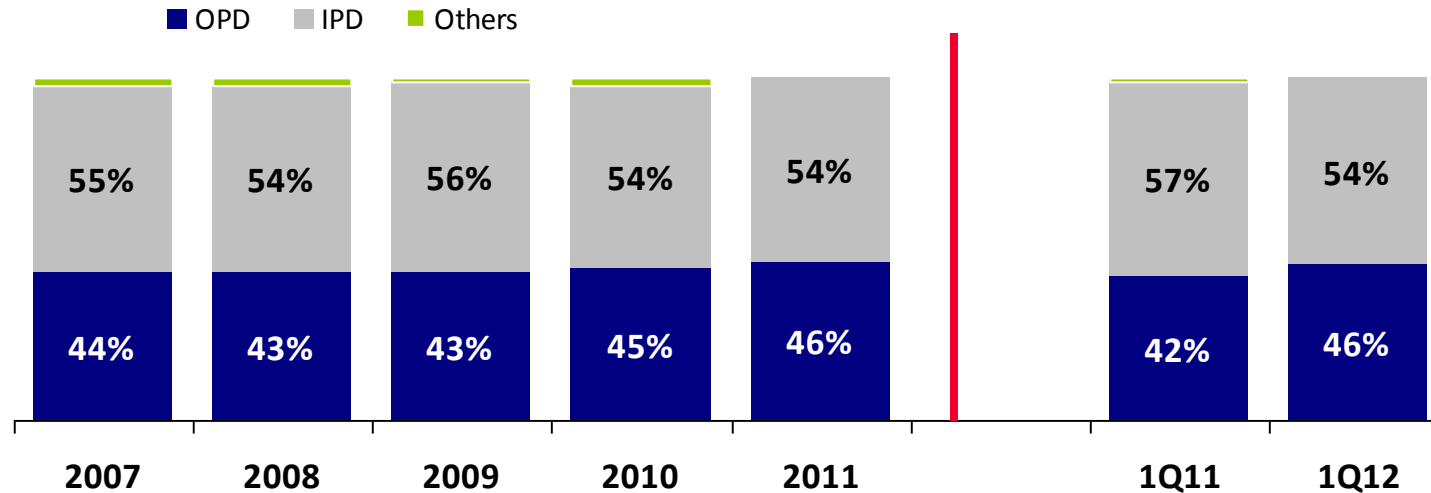
## Commentary

- In 1Q12, International revenues portion changed to 31% as most of patients from Phyathai & Paolo Memorial Hospitals are Thai patients
- **Organic** BDMS revenue from Thai patients grew 15% while international patients grew 17% yoy
  - Top 5 international patient revenues are from Japan, UK, Germany, USA and France which contribute 2.8%, 2.1%, 1.8%, 1.7% and 1.6% of total patient revenues respectively
  - International patient revenues grew significantly for UAE(+46%) and France (+37%)

Remarks:- Operational statistics data in 2011 are including PYT & Paolo since Jan 2011

# Changing Patient Mix

## Revenue Breakdown by Patient Types

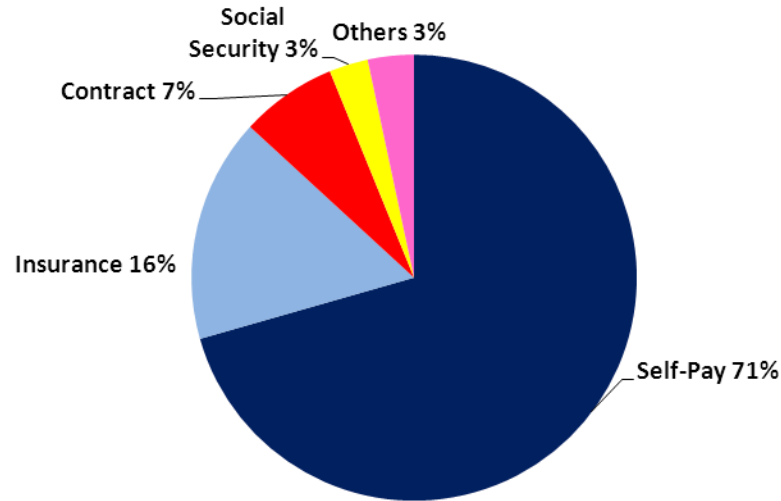


## Commentary

- In 1Q12, Combined OPD revenues increased 17% yoy while IPD revenues also increased 16% yoy
  - Organic BDMS patient revenue growth: - OPD + 19% yoy & IPD +14% yoy
  - PYT & Paolo Memorial Hospitals patient revenue growth :- OPD + 15% yoy & IPD +21% yoy

# Diversified Patient Base

## 1Q12 Patient Revenue by Type of Payment

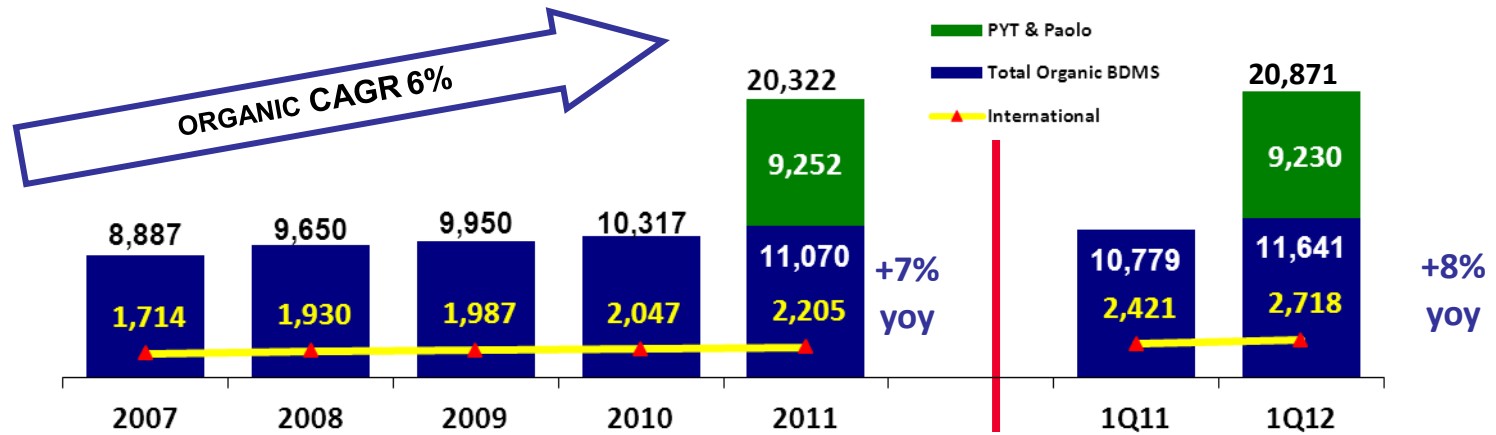


## Commentary

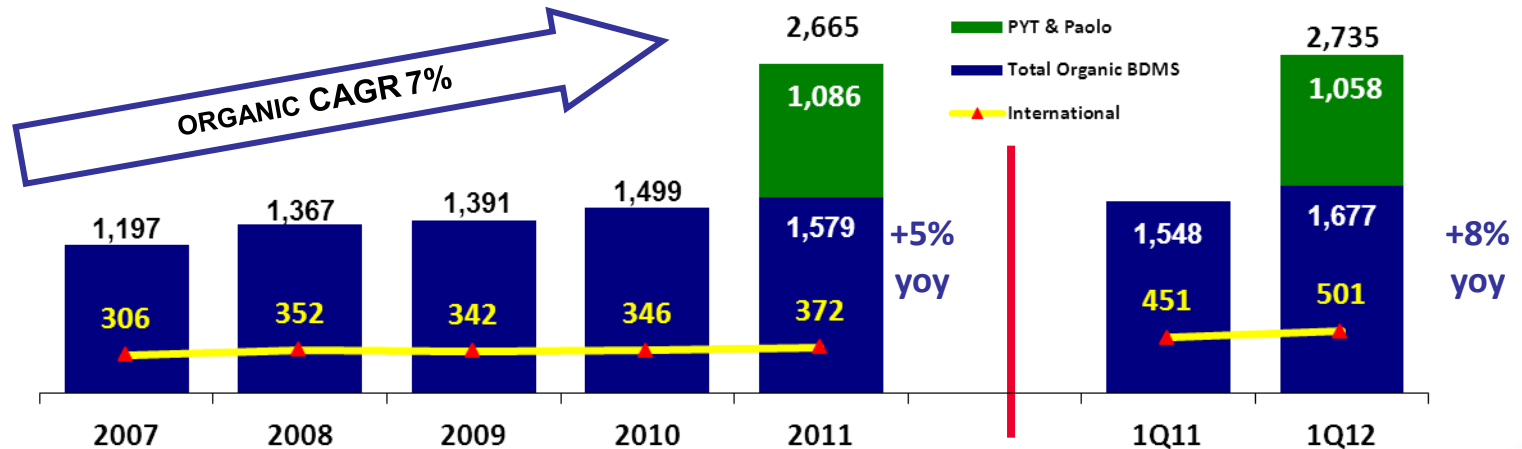
- Integration of Phyathai & Paolo Memorial Hospitals allows BDMS to tap new patient demographic and entry into Social Security Scheme and Civil Servant Healthcare Scheme

# Patient Base Expansion From Both Organic Growth & Acquisitions

## Number of OPD Visits per Day



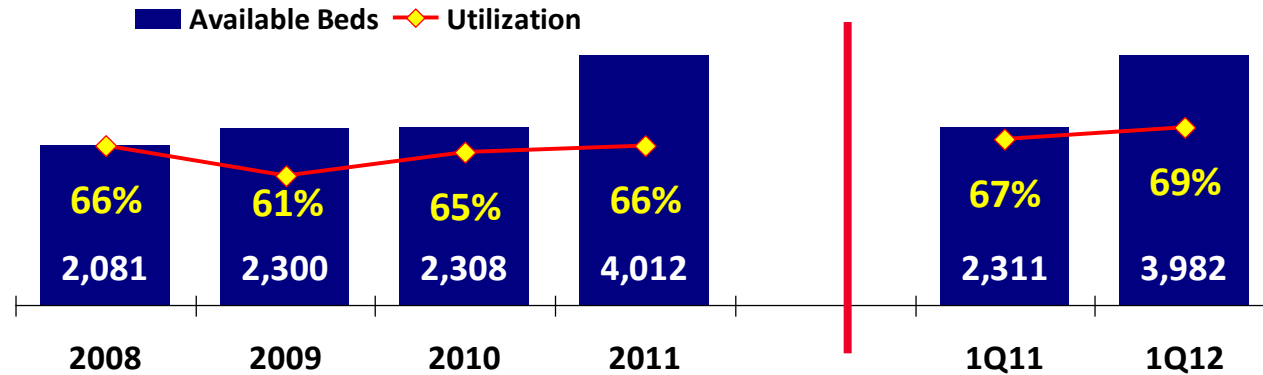
## Average Daily Census ( ADC )



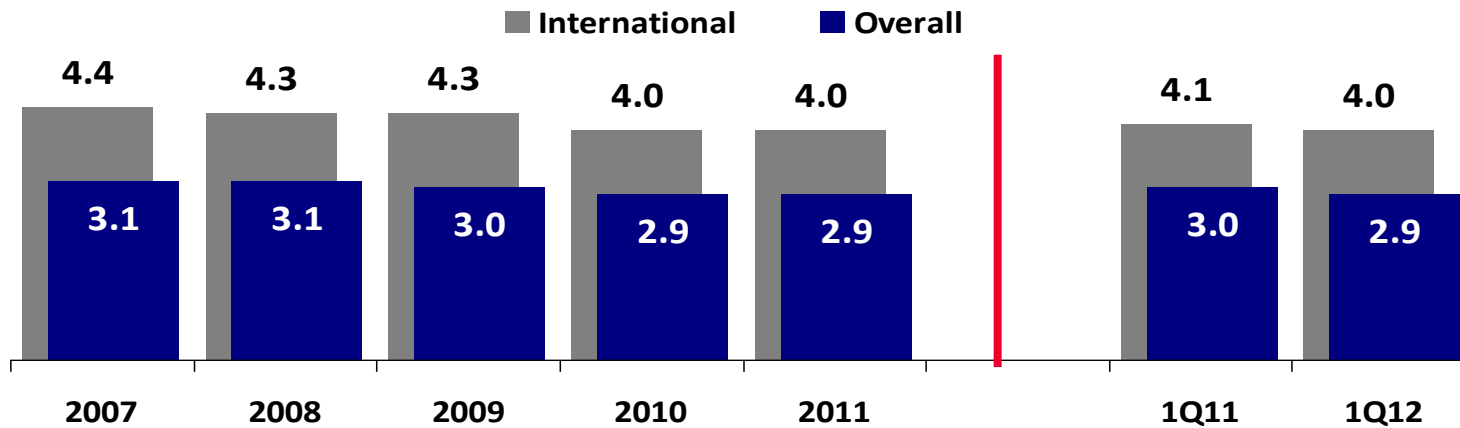
Remarks:- Including social security patients

# Utilization of Beds

## Utilization Based on Available Beds



## Average Length of Stay (days)



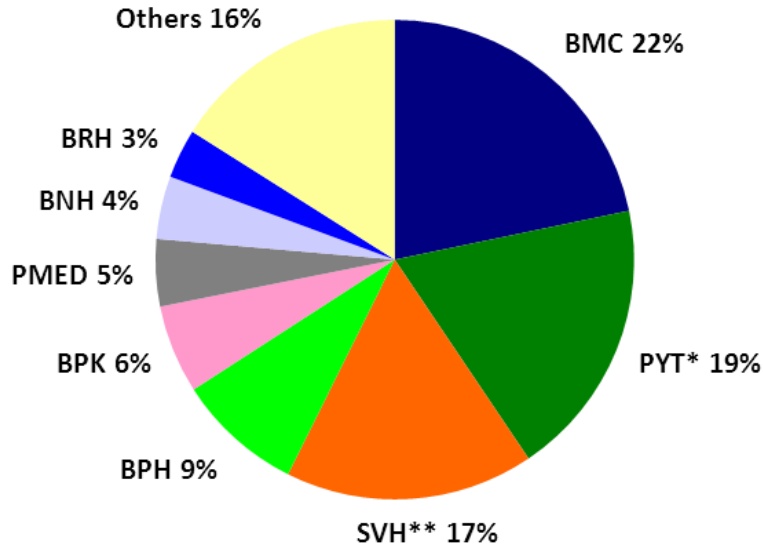
Remarks:- Including social security patients

# Financial Highlights

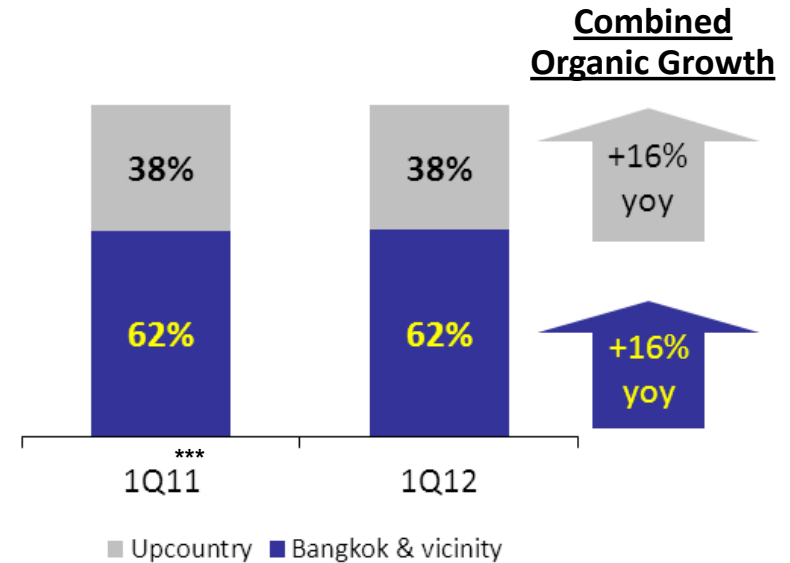


# Diversified Sources of Revenues

## Revenue Contribution by Hospitals in 1Q12



## Revenue Contribution & Growth by Locations



## Commentary

- During 1Q12, top 5 hospitals contributed 73% of total revenue
- Bangkok & vicinity hospitals that grew more than 16% yoy : - PCHOK(+26%) BMC(+20%) BNH(+19%) PYT3(+19%) PMED(+18%) PSAMUT(+17%) and SNH (+17%)
- Upcountry hospitals that grew more than 16% :-BCH(+25%) BHH(+25%) PYTS(+20%)

\* PYT included Phyathai 1, Phyathai 2, Phyathai 3 and Phyathai Sriracha

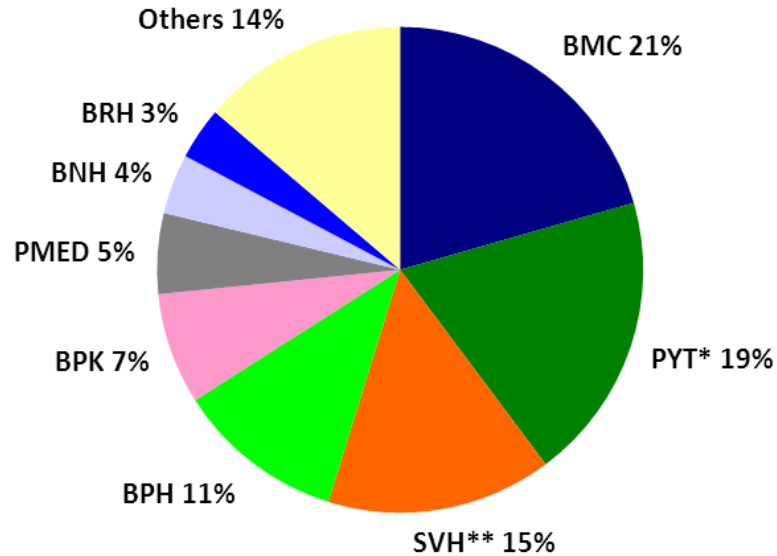
\*\* SVH included Samitivej Sukhumvit, Srinakarin and Sriracha

\*\*\* Including PYT & Paolo

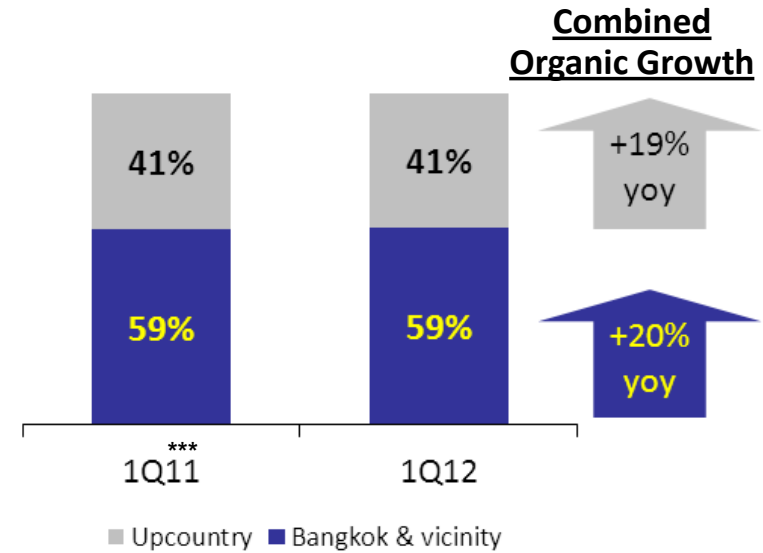


# EBITDA Contribution

## EBITDA Contribution in 1Q12



## EBITDA Contribution & Growth by Locations



## Commentary

- During 1Q12, top 5 hospitals contributed 73% of total EBITDA

\* PYT included Phyathai 1, Phyathai 2, Phyathai 3 and Phyathai Sriracha

\*\* SVH included Samitivej Sukhumvit, Srinakarin and Sriracha

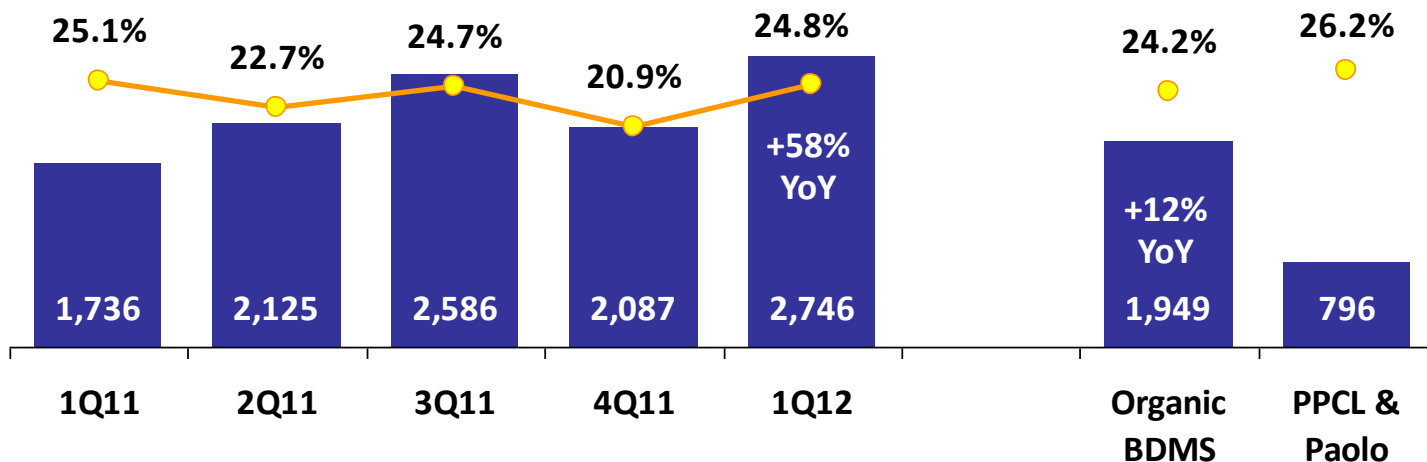
\*\*\* Including PYT & Paolo

EBITDA is calculated from revenue from hospital operations + revenue from F&B + other income – cost from hospital operations – SG&A expenses

# Quarterly Profitability Trend

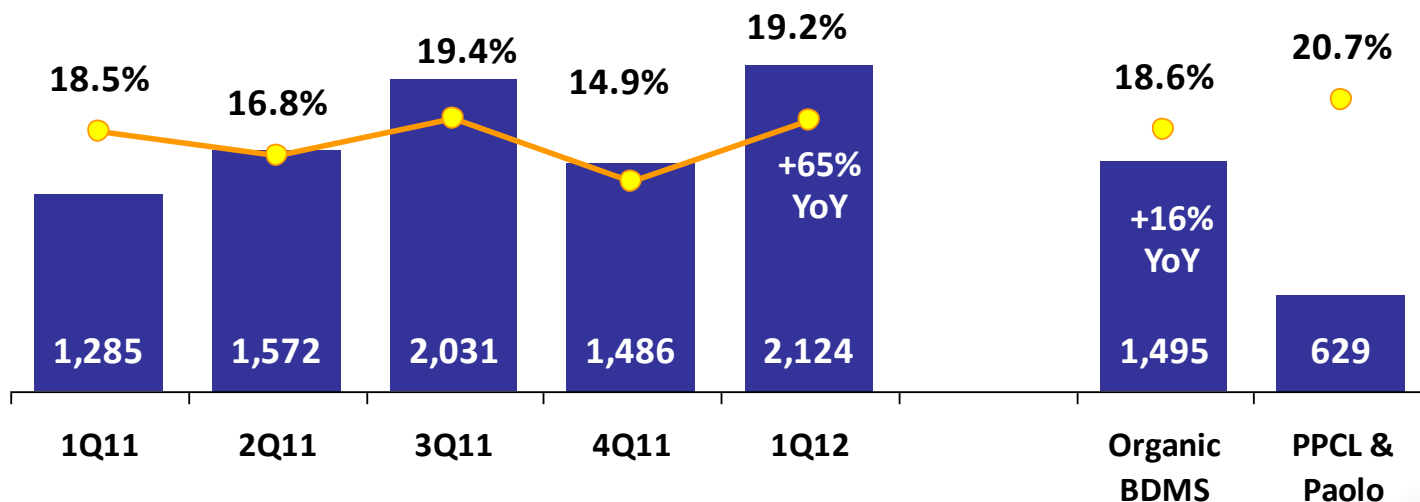
## EBITDA & EBITDA Margin

(THB mm)



## EBIT & EBIT Margin

(THB mm)



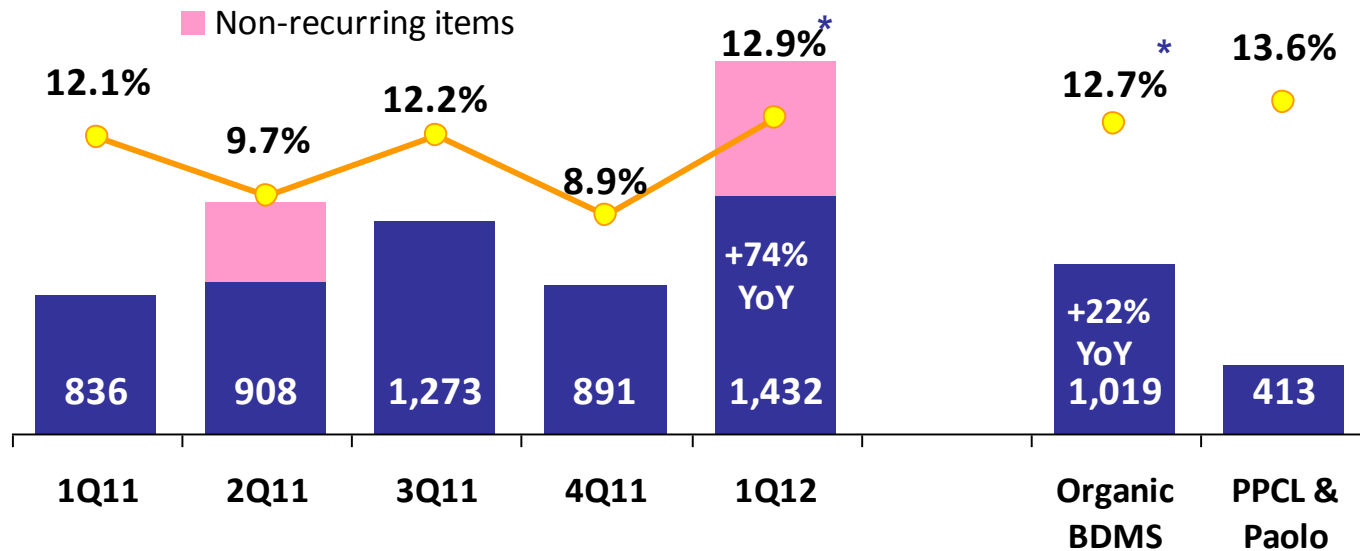
Excluding non-recurring items



# Quarterly Profitability Trend

## Net Profit & Net Profit Margin

(THB mm)



## Commentary

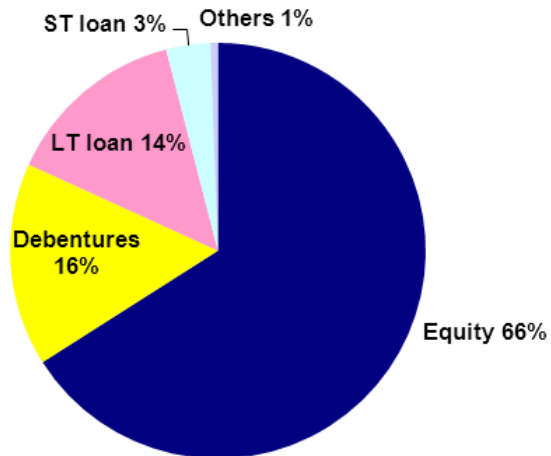
(THB mm)

- Non-recurring items in 1Q12 totaling THB 1,795 million were as a result of the revaluation of original investment in BH from carrying cost to fair value resulting in gain on fair value adjustment of investments

\* Excluding non-recurring items

# Capital Management

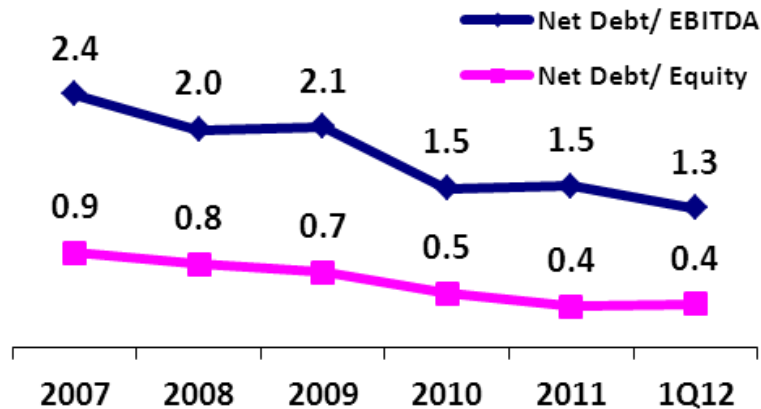
## Capital Structure as of Mar 12



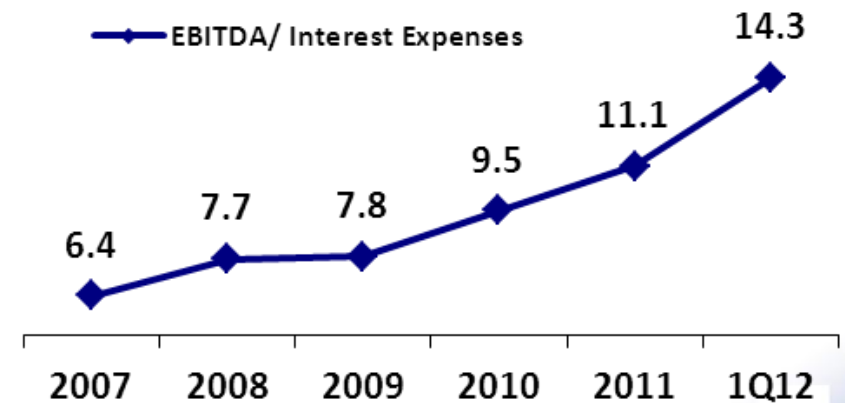
## Commentary

- Leverage ratios (net debt/EBITDA and net debt/equity) are well within covenants

## Gearing Ratios



## Interest Coverage



# Appendix : Hospital Network in Key Strategic Locations

## Hospitals under Management



### Group 1

	Ownership	No. of Beds <sup>(1)</sup>
1. Bangkok Hospital	100%	343
2. Bangkok Heart Hospital	100%	97
3. Wattanosoth Hospital	100%	48
4. Bangkok Huahin (BHN)	100%	60



### Group 2

	Ownership	No. of Beds <sup>(1)</sup>
5. Samitivej Sukhumvit (SVH)	95.8%	275
6. Samitivej Srinakarin (SNH)	95.8%	400
7. Samitivej Sriracha <sup>(2)</sup> (SSH)	67.5%	150
8. BNH Hospital (BNH)	91.5%	144



### Group 3

	Ownership	No. of Beds <sup>(1)</sup>
9. Bangkok Pattaya (BPH)	97.2%	400
10. Bangkok Rayong (BRH)	100%	220
11. Bangkok Chantaburi (BCH)	99.7%	170
12. Bangkok Trat (BTH)	99.8%	114
13. Bangkok Samui (BSH)	100%	50
14. Bangkok Phuket (BPK)	99.7%	317
15. Bangkok Hat Yai (BHH)	98.8%	165



### Group 4

	Ownership	No. of Beds <sup>(1)</sup>
16. Bangkok Ratchasima (BKH)	90.1%	300
17. Bangkok Pakchong	89.7%	30
18. Bangkok Prapradaeng (BPD)	79.0%	60
19. Royal Angkor International	80.0%	21
20. Royal Rattanak International	70.0%	30



### Group 5

	Ownership	No. of Beds <sup>(3)</sup>
21. Phyathai 1 (PYT1)	100% <sup>(4)</sup>	350
22. Phyathai 2 (PYT2)	99.1% <sup>(4)</sup>	260
23. Phyathai 3 (PYT3)	98.1% <sup>(4)</sup>	230
24. Phyathai Sriracha (PYTS)	64.6% <sup>(4)</sup>	257
25. Paolo Paholyothin (Pmed)	100%	237
26. Paolo Samutprakarn (Psamut)	88.7%	200
27. Paolo Chokchai 4 (Pchok)	80.7%	120
28. Paolo Nawamin (Pnwm)	99.8%	140



(1) Structured beds  
(2) Indirect shareholding through Samitivej PCL

(3) Registered beds  
(4) Indirect shareholding through Prasit Patana PCL which BGH hold 98.2%