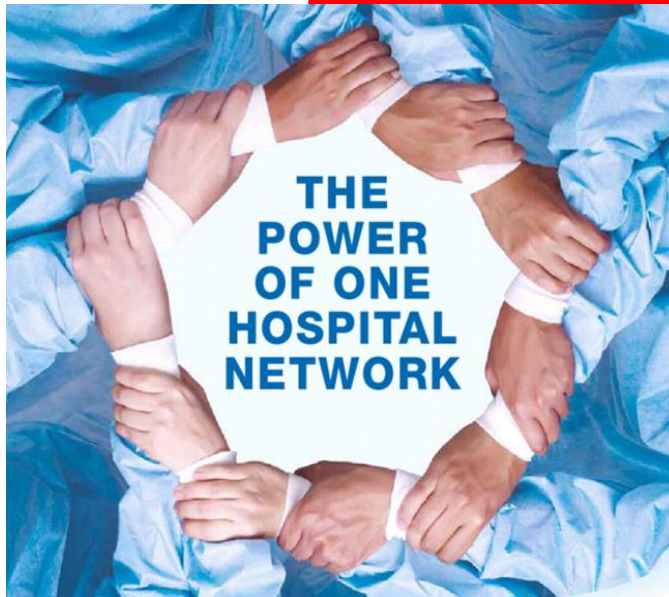




Your Trusted Healthcare Network



Bangkok Dusit Medical Services (BDMS)

Analyst Presentation

BDMS Wellness Clinic

29 September 2016

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- Concept and Background of the BDMS Wellness Clinic
- BDMS Wellness Clinic Plan & Outlook
- Project Feasibilities

Concept and Background of BDMS Wellness Clinic

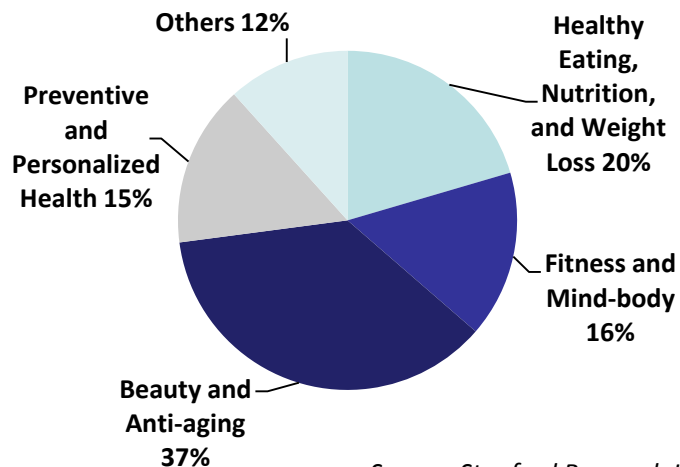
Concept and Background of the BDMS Wellness Clinic

Wellness: One of the Global Mega Trends

- The health-conscious mega trend is becoming much more prevalent throughout the world, especially with health related services such as Preventive Medicine, Anti-aging and Longevity
- Thai government aims to promote Health & Wellness industry to be one of the country's "New Engine of Growth" under the Thailand 4.0 model for economic development

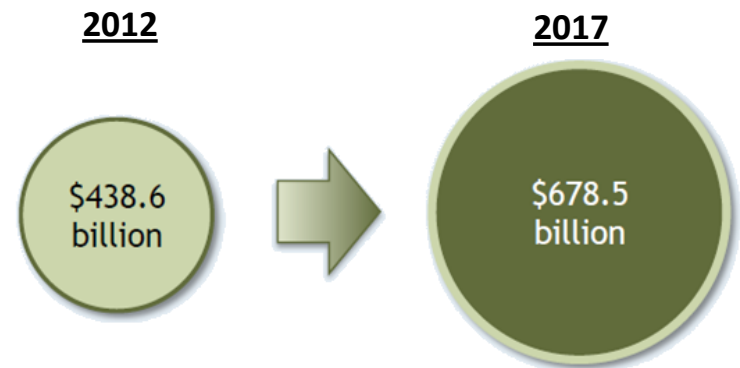
Sizable Industry with Total Value of \$2.8 trn in 2012

Global Wellness Industry (2012)



Source: Stanford Research Institute

High Growth Potential for Wellness Tourism



Wellness tourism projected to grow 9.1% annually from 2012 to 2017

Source: Stanford Research Institute

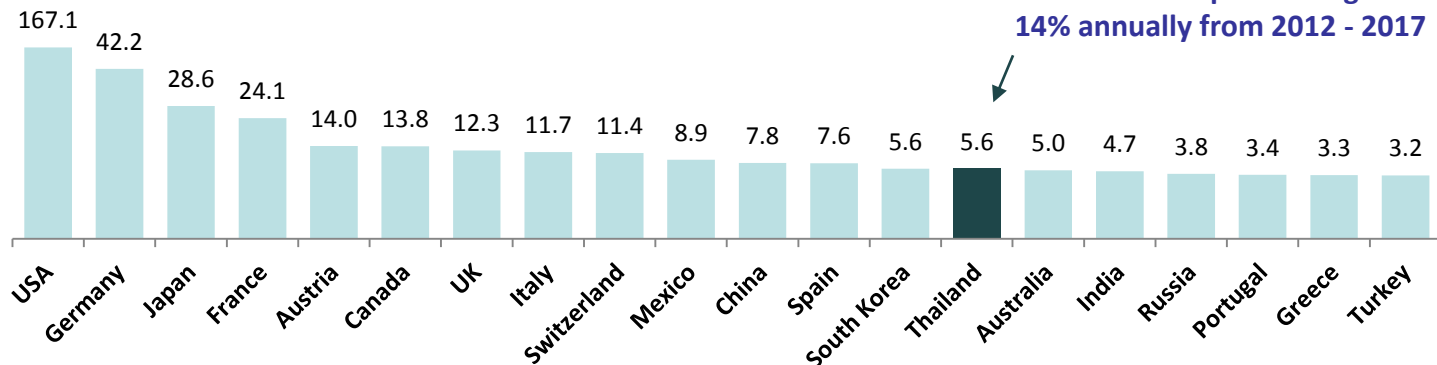
Concept and Background of the BDMS Wellness Clinic

Wellness: One of the Global Mega Trends

- Thailand is one of the top destinations for wellness tourism. One of the key strengths of Thailand is its world-renowned high quality medical services and beautiful tourist attraction

Domestic and International Wellness Tourism Receipts (2012)

Unit: \$bn



Source: Global Wellness Institute

- There are currently only few high quality service operators within the wellness sector that provide holistic health services in Europe and the US and none in Asia
- In Thailand, there are a few vacation resorts offering similar services but with limited medical content

Concept and Background of the BDMS Wellness Clinic

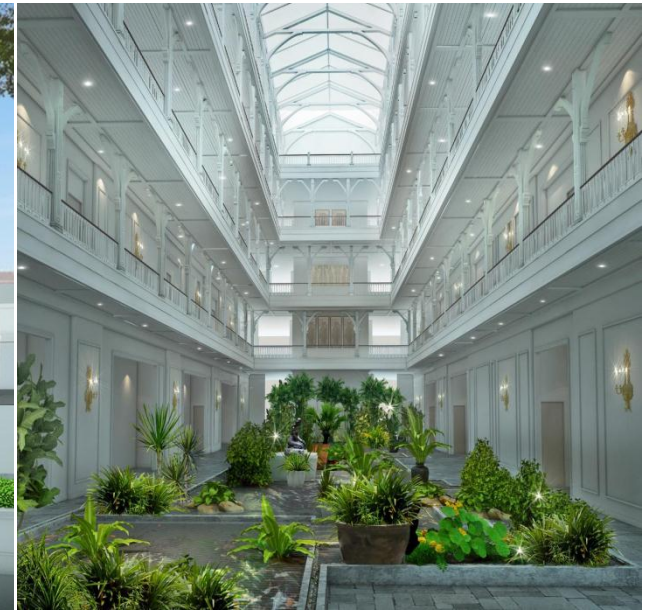
Wellness: One of the Global Mega Trends

- With BDMS Wellness Clinic, we aim to become one of the world's leading providers of Wellness service, which will complement other medical services already offered at our existing facilities such as medical treatment, pharmaceutical business, and medical laboratory
- BDMS Wellness Clinic will be staffed by reputable physicians from existing BDMS's hospital network as well as visiting specialists from world-leading medical institutions which BDMS has collaborations

BDMS Wellness Clinic Plan & Outlook

BDMS Wellness Clinic

A Brand New Wellness Clinic Delivering World-Class Services



- Providing premium comprehensive wellness & preventive healthcare services
- Expansions of selected clinics to the BDMS Wellness Clinic to relieve congestions, fully capture demand and enhancing service capabilities
- Targeting high-end Thai and International customers
- Expected to be opened in 2017

BDMS Wellness Clinic – Urban Oasis Located Amidst the City

Project Facilities

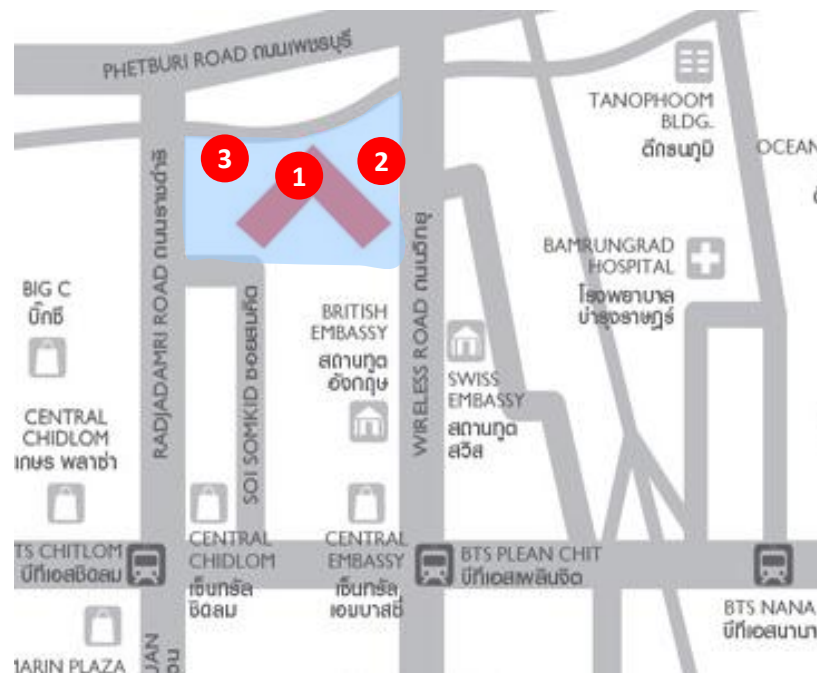


BDMS Wellness Clinic

Project Facilities

	Size	Appraisal Value*
Land	~ 15 rai	10,200
Buildings	~ 60,000 sq.m.	1,123
1 <i>Park Nai Lert Hotel</i>	28,600 sq. m. (280 rooms)	
2 <i>Promenade Building</i>	31,000 sq.m.	
3 <i>Staff Canteen Building</i>	400 sq.m.	
Total value (THB mm)	10,800	11,323

* Appraised by CBRE



- Acquiring 15 rai of land and 3 buildings in the northern part of the Park Nai Lert
- Located in downtown Bangkok at 2 Wireless Road, Lumpini, Pathumwan

BDMS Wellness Clinic

Committed to provide an exceptional services

Current Services

- Bangkok Royal Life Anti-Aging Center
 - Bangkok Longevity Center
 - Brain Health Institute Phuket
-
- Bangkok Academy of Sport and Exercise Medicine (BASEM)
 - Bangkok International Fertility Center
 - Skin and aesthetics clinics
 - Neuroscience medicine clinics
 - Dental clinics



BDMS Wellness Clinic

- + Royal Life Longevity Program**
: Comprehensive medical check-up plan and personalized treatment program
 - + Brain Health Program**
: Collaboration with the world leading neurosurgeons
-
- + Full scope of medical and wellness services in one place**
: Longevity, Neuroscience, Dental, Fertility, Sport Science and Exercise, Skin & Aesthetics
 - + Access to high quality medical staff with opportunity for consultation with world leading institutions which BDMS has medical collaborations**

BDMS Wellness Clinic

Target Customer Segment

- The main target customers are health conscious local and foreign high net worth clients who seek premium wellness services
- OPD services at BDMS Wellness Clinic, which will be open to the public, is expected to be in high demand due to few high quality OPD service providers in the market
- IPD Clinic will be exclusive only to the members of BDMS Wellness Clinic. We expect to have 500 registered members within 5 years with international members making up approximately 70-75%

BDMS Capabilities and Asset's Potential

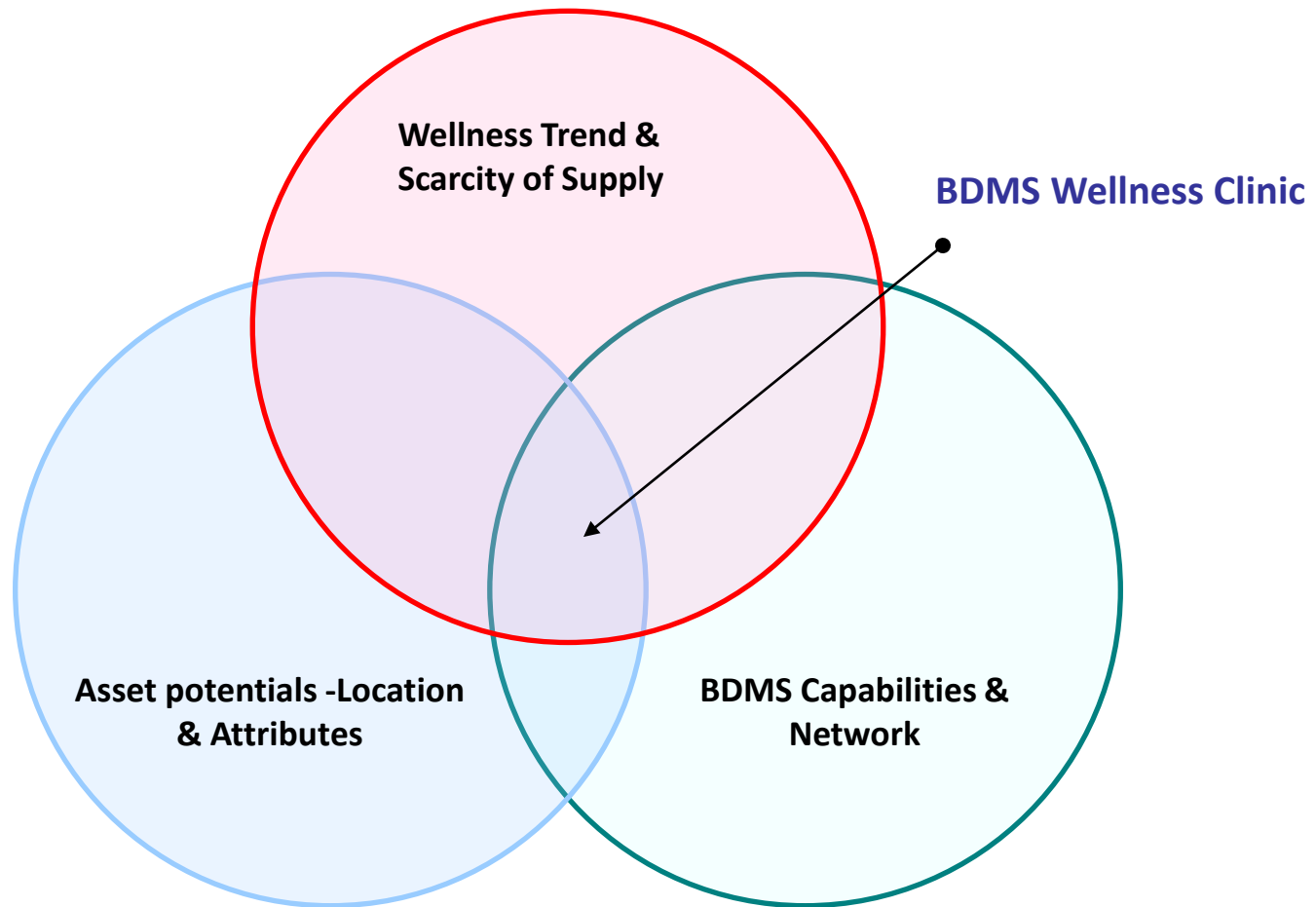
BDMS Capabilities

- 10,610 doctors and 14,968 nurses & other clinical staffs
- 43 hospitals with 9 Center of Excellences
- Collaborations with world-leading medical institutions
 - Black Brain Health Center of Dr. Keith Black
 - Department of Neurosurgery, Cedars-Sinai
 - Cleveland Clinic
 - Oregon Health & Science University
 - Missouri Orthopaedic Institute
 - Stanford University
 - Hannover Medical School
 - MD Anderson Cancer Center
 - Sano Hospital and Nagoya University

Asset's Potential

- Urban oasis: unique green area in the city
- Prime location
 - Convenient for visitors and doctors
 - Proximity to BDMS' various flagship hospitals

Project Proposition



We aspire to be the leading provider of wellness services

Project Feasibility

Impact of the Transaction to BDMS Financial Position

Expected Project Financial Feasibility

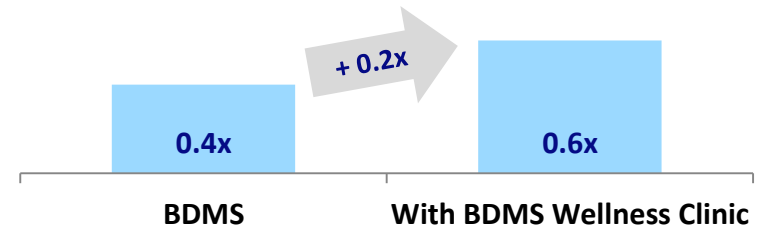
Project Cost

THB mm	2016E – 2020E
Acquisition Cost	10,800
Renovation, Equipment, IT and Others	2,000
Total	12,800

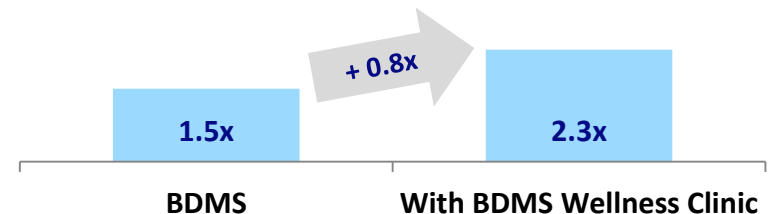
- EBITDA to breakeven within 2 years
- NPAT to breakeven within 3 years
- Project IRR 14.5%
- Payback period 9 years
- Funding from internal cash and debt financing

BDMS Leverage Ratio 2017E

Net Debt / Equity (Covenant < 1.75x)



Net Debt / EBITDA (Covenant < 3.25x)



TRIS Rating Update

Asset Acquisition of NaiLert Park Project Has No Impact on Ratings of BDMS



- TRIS Rating affirms the Company and senior unsecured debenture rating of Company at “AA-” with stable outlook
- TRIS Rating holds the view that the BDMS Wellness Clinic will complement BDMS’s existing private hospital business. The expected benefits of the project include the ability to expand healthcare operations and the ability to capture new opportunities in two areas where demand is increasing: preventive medicine and longevity and anti-aging
- A wellness clinic is a business endeavor for BDMS. The new venture may take longer time than expected to ramp up and become profitable. Thus, BDMS’s operating margin might be impacted over the next couple of years. The operating margin is expected to stay in a range of 21%-22%

Agreement to Purchase and to Sell signed on 28 September 2016





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