



Bangkok Dusit Medical Services (BDMS) Analyst Presentation 2Q19&6M19 Results

15 August 2019



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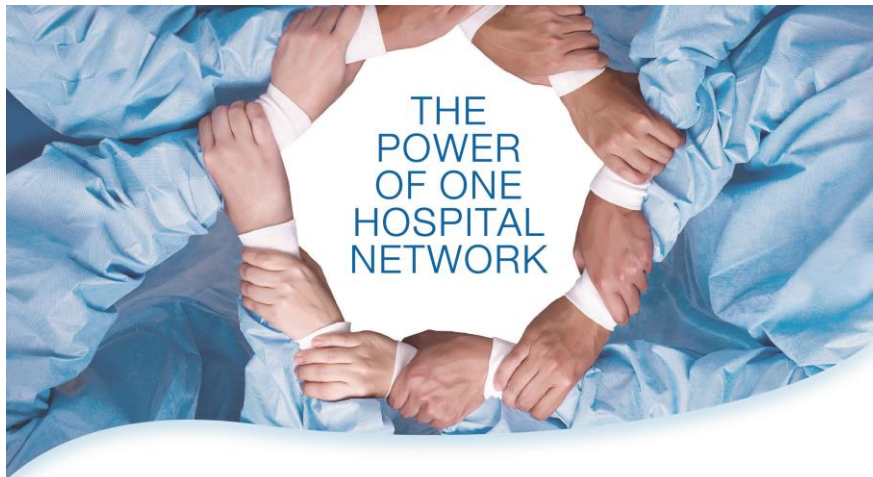
- **Financial Performance**

BDMS Summary & Updates



Asia's Outstanding Companies Poll – Thailand for 2010s

BDMS Ranked First in Thailand for Asia's Outstanding Companies Poll from Asiamoney



It is an honor for Bangkok Dusit Medical Services (BDMS) to be ranked first in Thailand for the decade beginning 2010 in Asiamoney's 30th Anniversary Asia's Outstanding Companies Poll

Under the leadership of our founder, **Prasert Prasarttong-Osoth, M.D.**, BDMS has expanded its hospital network across Thailand and Southeast Asia from 18 hospitals in 2010 to 47 hospitals in 2019. With the introduction of the newly established BDMS Wellness Clinic, Asia's first premier preventive care facility, BDMS can be recognized as an innovator in the realignment of healthcare from 'Curative' to 'Preventative' and providing ground-breaking treatment to ensure a long and healthy life.



Prasert Prasarttong-Osoth, M.D.

Established in 1972, BDMS has more than 45 years of experience providing a range of secondary and tertiary healthcare services as well as non-hospital complementary business making it one of the largest healthcare companies in the world. The company has more than 10,000 capable physicians and 8,000 nurses treating more than 10 million outpatient visits annually. We also recognize the need to continue to offer medical services of the highest standards, thus resulting in the establishment of ten centers of excellence (CoE) facilities. We strive to develop the CoE initiative to be able to cover all diseases while meeting the international standards of Joint Commission International (JCI) as well as to form alliances with the world's leading medical institutions in our bid to continue to offer world class care to our Thai and international patients.

With this award, we would like to thank you for your support. This achievement would not have been possible without the trust of our clients.

BDMS remain committed to being "Your Trusted Healthcare Network".



- **BDMS ranked first in Thailand for Asia's Outstanding Companies Poll for the decade beginning 2010**
- **The poll were compiled from Best Managed Companies Awards, Corporate Governance Poll and Asia's Outstanding Companies Poll over the decade**

Consolidated Financial Summary

2Q19 & 6M19 Results

	2Q19		6M19	
	Chg (yoy)	% to Revenue	Chg (yoy)	% to Revenue
Operating income	+6% (THB 19,637 mm)		+6% (THB 40,407 mm)	
Patient revenue	+7% (THB 18,692 mm)		+6% (THB 38,484 mm)	
Breakdown by location				
▪ Bangkok & Vicinity	+5%	58%	+5%	58%
▪ Outside Bangkok	+7%	42%	+7%	42%
Breakdown by nationality				
▪ Thai	+6%	70%	+5%	68%
▪ International	+8%	30%	+8%	32%
Breakdown by type of patients				
▪ Outpatients	+6%	45%	+7%	45%
▪ Inpatients	+7%	55%	+5%	55%

Consolidated Financial Summary

2Q19 & 6M19 Profitability Ratio

<i>(THB mm)</i>	2Q19	2Q18	Chg (yoy)	6M19	6M18	Chg (yoy)
EBITDA *	3,892	3,860	+1%	8,962	8,793	+2%
EBITDA margin *	19.8%	20.9%		22.2%	23.0%	
Core profit	1,864	2,043	(9)%	4,790	4,962	(3)%
Core profit margin	9.5%	11.1%		11.9%	13.0%	
Net profit	1,865	2,043	(9)%	10,304	4,962	108%
Net profit	9.5%	11.1%		25.5%	13.0%	

* Excluding non-recurring items

6M19 Non-recurring items (net of income tax)

THB mm

1. Gain on divestment in Ramkhamhaeng Hospital Public Co., Ltd.	6,094
2. Provisions for employee benefits	(493)
3. One-time expenses in finding the land to locate electricity sub-station to accommodate the electricity usage at Bangkok International Hospital	(88)
4. Gain on sales in other long-term investment	1
Total	5,514

Mövenpick BDMS Wellness Resort Bangkok



Raymond Chong
15th August, 2019

A person is lying down, partially covered by a white, textured blanket. In the background, a cat is visible, looking towards the camera. The scene is softly lit, creating a calm and relaxed atmosphere.

AWAKEN TO WELLNESS REIMAGINED

Rejuvenate your senses amidst peaceful verdant surrounds; a true sanctuary in the heart of urban Bangkok.

Embark on an inspirational journey of comprehensive wellness; made extraordinary at every moment.

Awaken; to an experience unlike any other.

Wellness Resort Video



Fact Sheet

<input type="checkbox"/> Started operation	1 st June, 2019
<input type="checkbox"/> Total Room Inventory	293
<input type="checkbox"/> All Day Dinning Restaurant	200 pax
<input type="checkbox"/> Executive Lounge	100 pax
<input type="checkbox"/> Piano Lounge	50 pax
<input type="checkbox"/> Sala Pool Bar	50 pax
<input type="checkbox"/> Rimm Klong Café	30 pax
<input type="checkbox"/> Meetings and Events	
<input type="checkbox"/> Chamchuri Ballroom	530 pax
<input type="checkbox"/> Galangal	350 pax
<input type="checkbox"/> Turmeric	240 pax
<input type="checkbox"/> Pandan	350 pax
<input type="checkbox"/> Exhibition/Event space	700 sqm
<input type="checkbox"/> Extensive garden for outdoor events	
<input type="checkbox"/> Licensed General Clinic	
<input type="checkbox"/> Thai Specialty Restaurant	120 pax (Dec)
<input type="checkbox"/> Medi-Spa	2020

Room type	Size (sqm.)	Number of Room
Superior	42	79
Deluxe	42	119
Executive Suite	74	25
Wellness Suite	74	44
Wellness Sleep Suite	74	14
Two Bedrooms Wellness Suite	116	10
Presidential Suite	164	1
Royal Suite	164	1

Wellness Reimagined

- Mövenpick YouBed
- Ihome Zenergy therapy speaker/lamp with dawn simulator
- Exercise amenities for rent e.g. Cycles, Roller, Strength Bands, etc
- 10 pillow options inclusive therapeutic pillows
- Health and Fitness in-house TV channels (BDMS Health channel)
- Therapeutic Music Channels
- Healthy Room Service Menu inclusive 200 calories bedtime snacks
- All menu includes calories calculations



Residential Wellness Programs

	Key Elements of the programs	Weight Management Program	Urban Rejuvenation Retreat Program 3-Day	Urban Rejuvenation Retreat Program 4-Day
	Length of stay	5 days	3 days	4 days
	Check up : depends on program	✓	✓	✓
	IV Treatment	✓	✓	✓
	Vitamin C Shower			✓
	Personalized Exercise Programs	✓		
	Diet Modification incl. food recording tools, etc	✓		
	Goal setting for behavior change	✓		
	Health massage and laser therapy	✓	✓	✓
	RCP Products	✓	✓	✓
	Healthy meals, airport pick up etc			

EVENTS JUNE & JULY



Notables : Meetings and Events above expectations
Customers from Wellness Clinic staying in Resort (both locals and international)

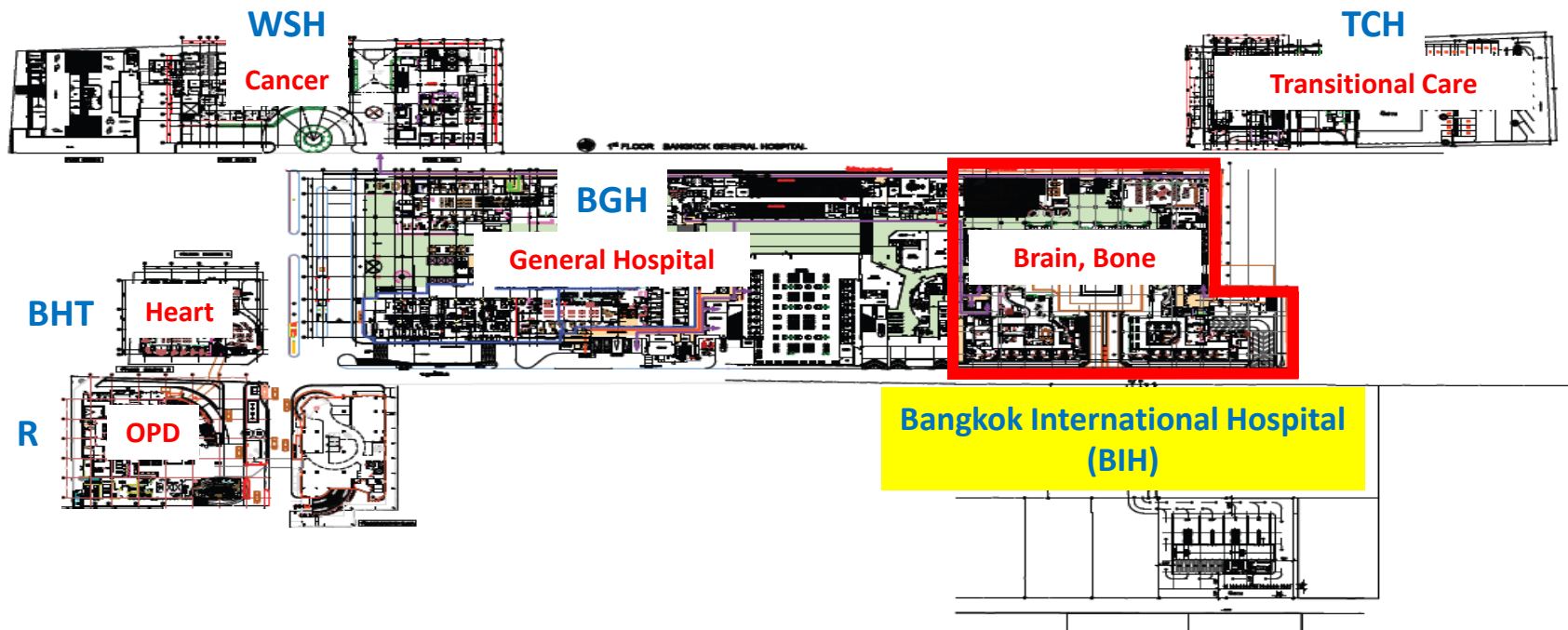
5 Stars Medical Treatment with First Class Services



- Opening a 172-structured bed international standard hospital in 1 July 2019
- Aiming to be a smart hospital, all devices are design to be integrated, to achieve better patient care
 - Patient mobile app
 - Room automation system
 - CPOE and E-clinical
 - Real time monitoring in ICU

Bangkok International Hospital

Location



Center of Excellence for Orthopedics and Neuroscience with Cutting-Edge Technology



Bangkok International Hospital

The Best Hospitality Hospital in Thailand

- 5 stars service – Hotel style with Guest Service and Butler Service on every floors managing all non-clinical guest requests. Nurse will be able to pay attention on the clinical care
- 24 hours medical coverage by in-house doctors
- Provide an environment that improves healing and optimize privacy and safety for patients – All rooms have natural light and inspiration by art gallery
- State-of-the-art medical equipment – Artis Pheno Hybrid, Phillips Bi-Plane, 128 Slice CT, 6 Tesla MRI and Robotic Rehabilitation





Rooftop Garden



Lobby



Neuroscience Center



Butler Residence



ICU/Stroke unit



Elite Hall

Operational Statistics

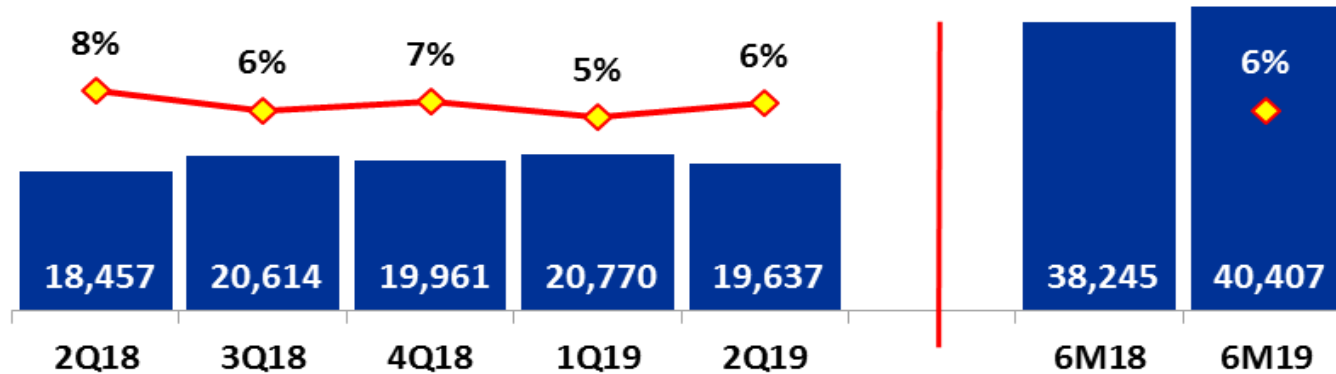


*"Prevention
is the key."*

Operating Income Growth

Operating Income Trend

(THB mm)



Commentary

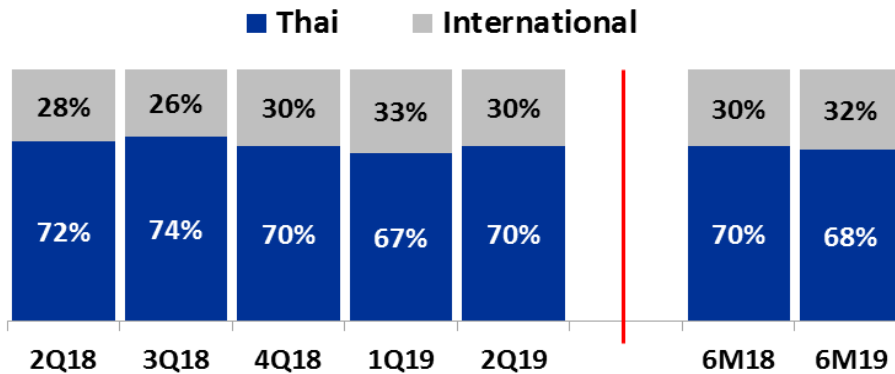
- 6M19 Operating income increased by 6% yoy mainly from
 - Patient revenue increased 6% yoy, attributed to
 - Higher price intensity from Center of Excellence
 - Strong growth from international patients of 8% yoy
 - Increase insurance patient base of 11% yoy (Thai insurance grew 10% while international insurance grew 18%)

Remark:- Operating income is calculated from hospital revenue + revenue from sales of goods + other income

Thai and International Patients

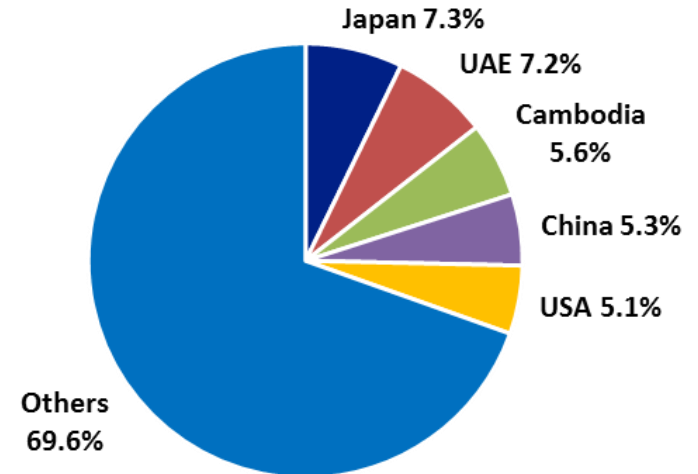
Revenue Contribution by Nationality

% to patient revenue



Top 5 Nationality contribution in 6M19

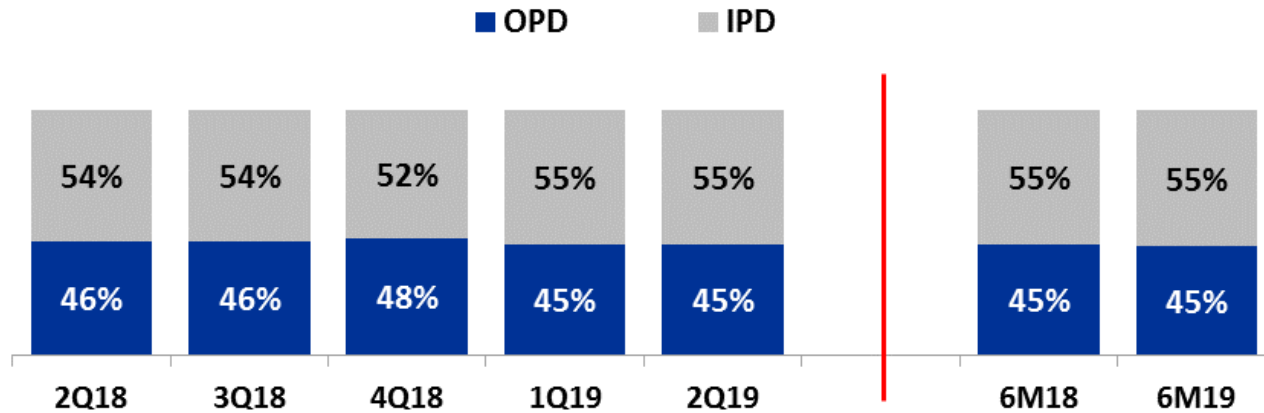
% to international patients' revenue



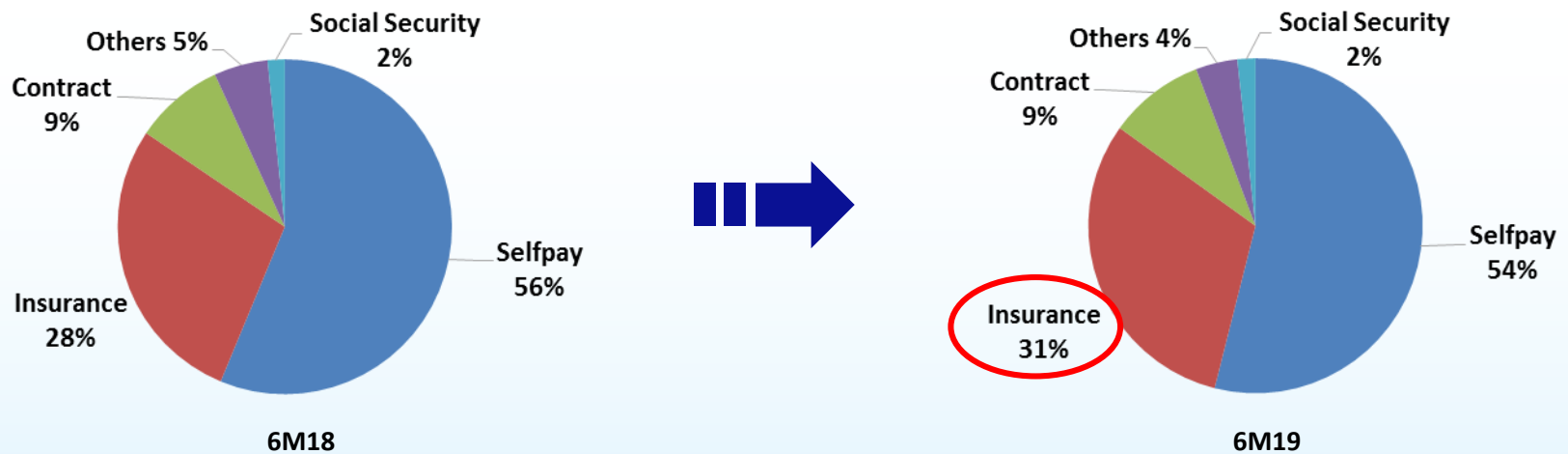
Commentary

- In 6M19, strong growth from international patients of 8% yoy while Thai patients grew 5% yoy
 - Key growth for International patient revenues are UAE (+94%), Oman (+82%) and Cambodia (+22% yoy)

Revenue Breakdown by Patient Types

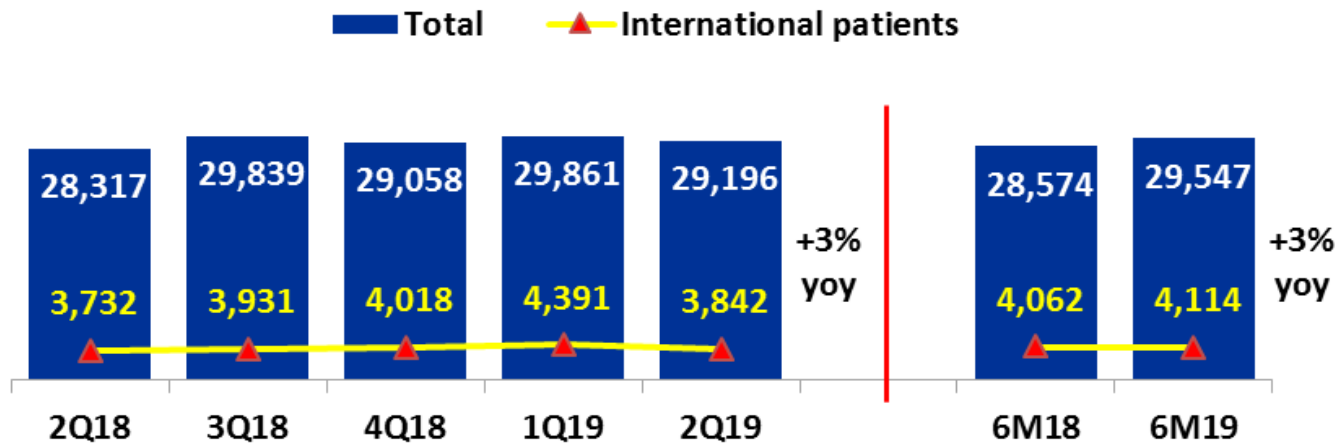


Patient Revenue by Payor: Increasing Insurance Portion

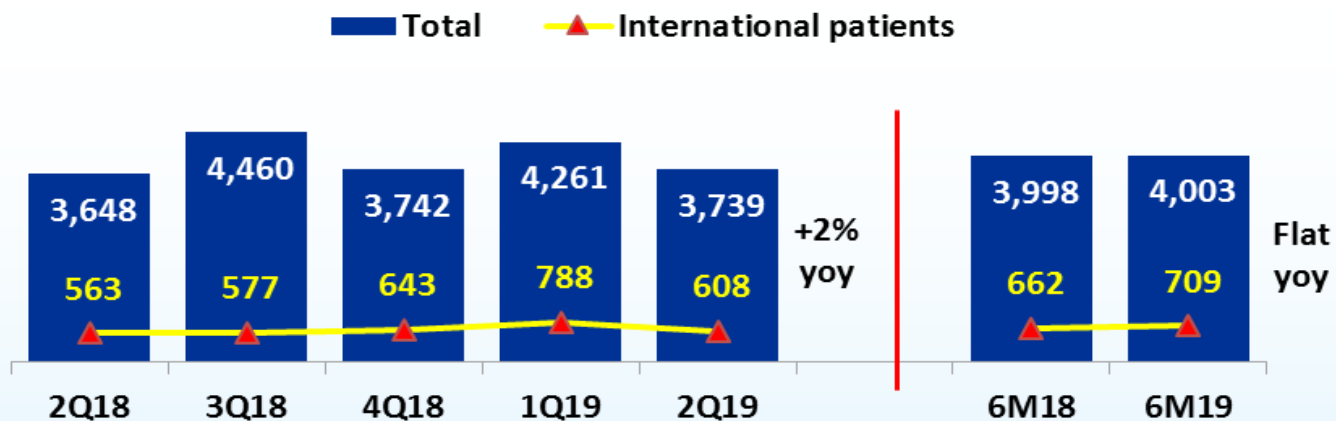


Increasing Patient Volume

Number of OPD Visits per Day



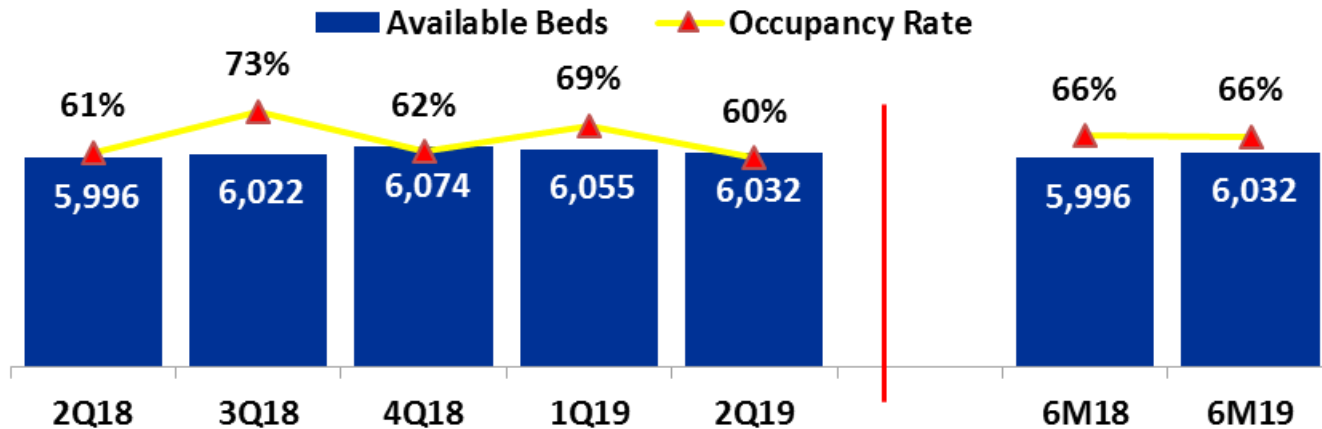
Average Daily Census (ADC)



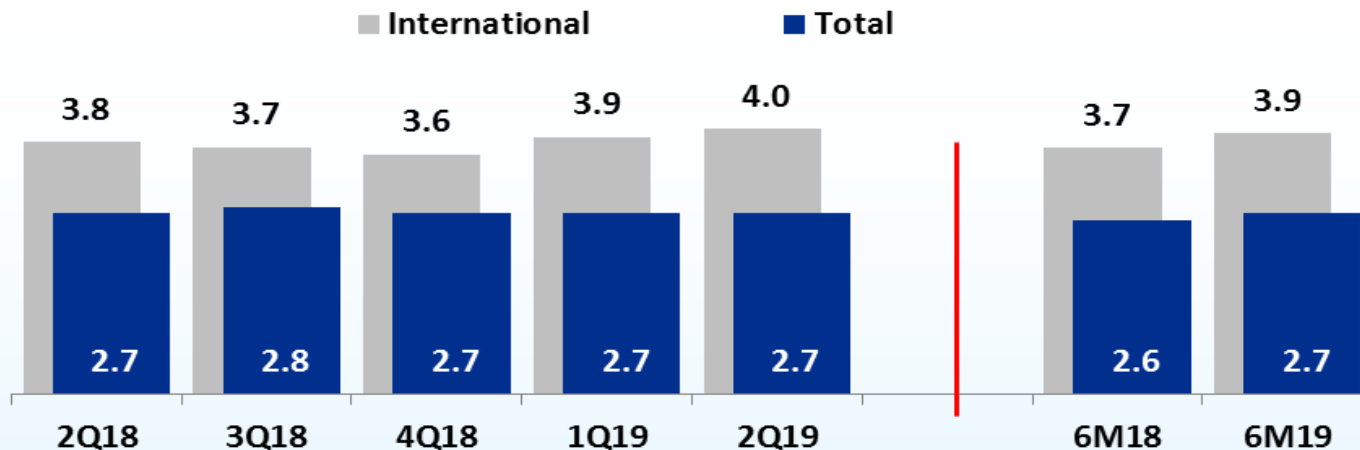
Remarks:- Including social security patients and new born patients

Utilization of Beds

Occupancy Rate Based on Available Beds



Average Length of Stay (days)



Remarks:- Including social security patients

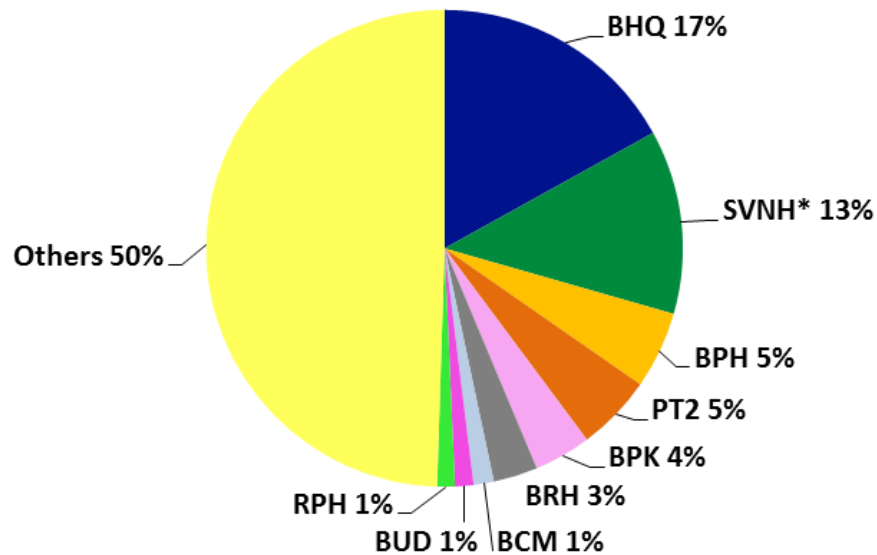
Financial Highlights



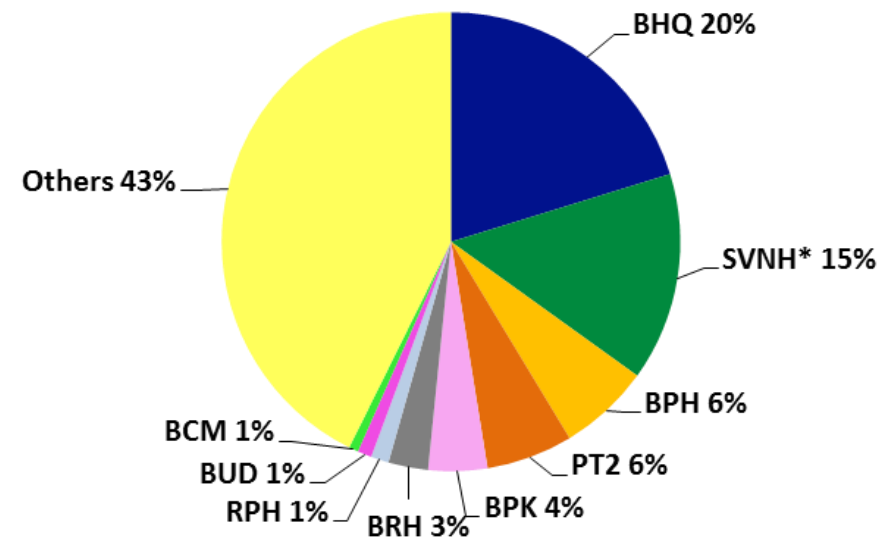
Health Brings Wealth

Diversified Sources of Revenues and Profitability

COE Operating Income Contribution in 6M19



COE Total EBITDA Contribution in 6M19



Commentary

- In 6M19, 10 Centers of Excellence (COE) contributed 50% of total revenues and 57% of total EBITDA
- Key hospitals that drive revenue growth were RPH (+36%), PLK (+27%), SCH (+25%), PLR (+24%), STH (+23%), BTH (+18%), BCM (+15%) and SVH (+10% yoy)

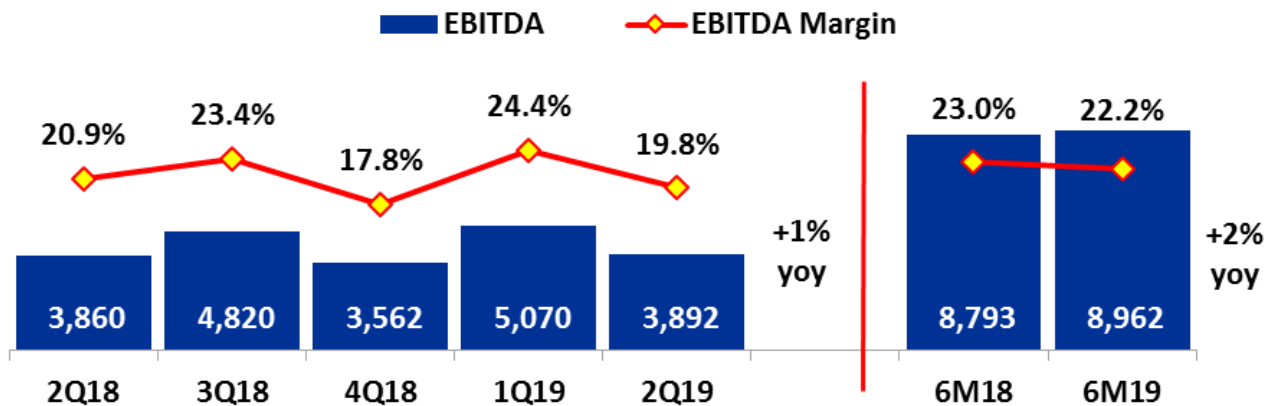
* SVH also included SNH performance

Remark: - EBITDA is calculated from revenue from hospital operations + revenue from goods + other income – cost from hospital operations – SG&A
- Hospital abbreviation shown on Appendix

Profitability Trend

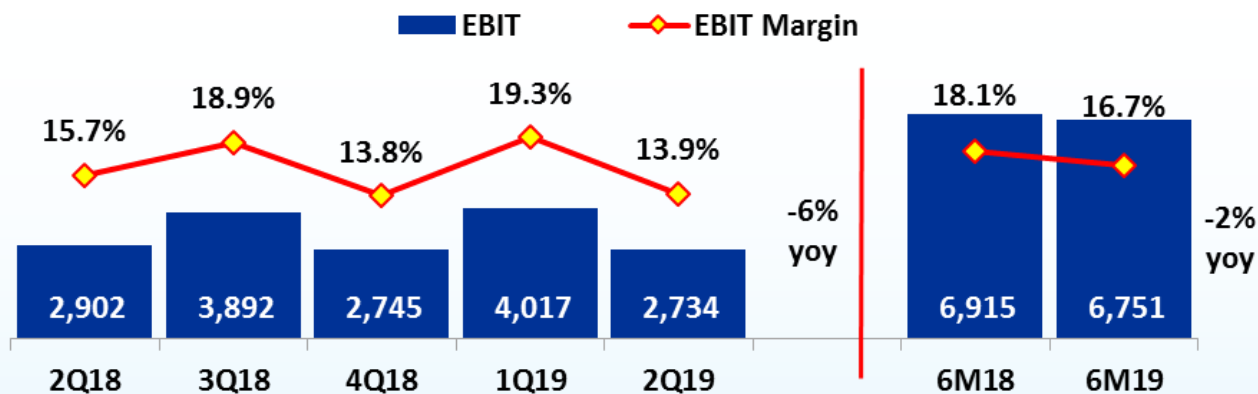
EBITDA & EBITDA Margin *

(THB mm)



EBIT & EBIT Margin *

(THB mm)

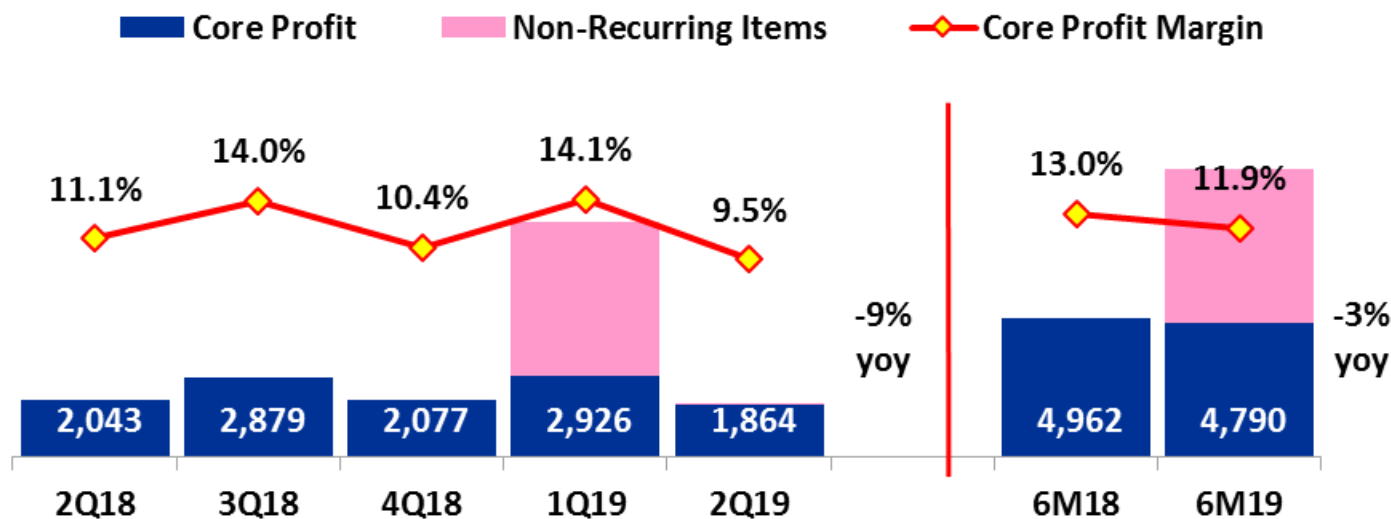


* Excluding non-recurring items

Profitability Trend

Core Profit & Core Profit Margin

(THB mm)

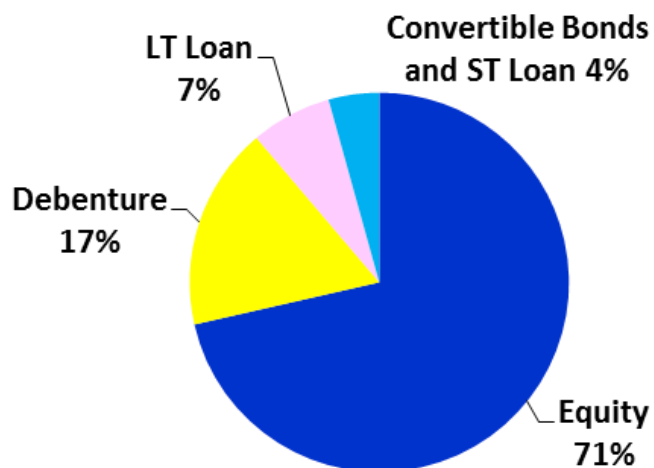


Commentary

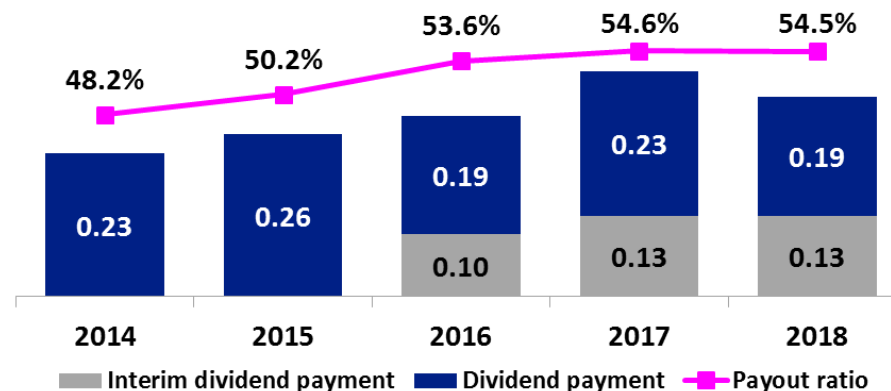
- In 6M19, core profit were THB 4,790 million with net profit margin of 11.9%
- If included non-recurring items totaling of THB 5,514 million, net profit was 10,304 with net profit margin of 25.5%

Capital Management

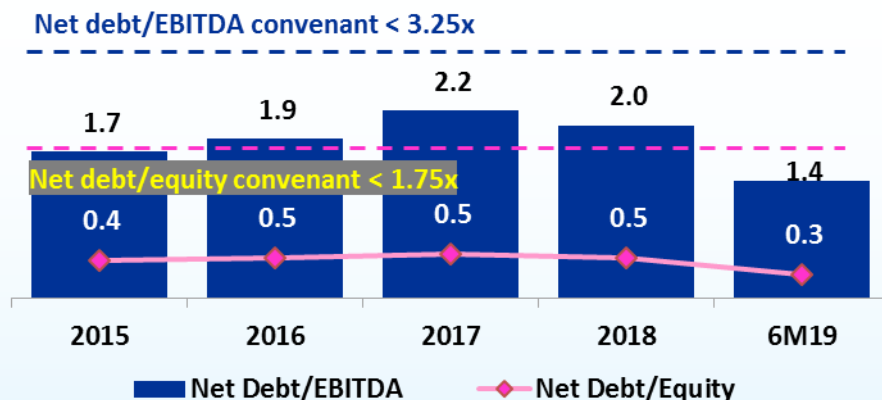
Capital Structure as of June 2019



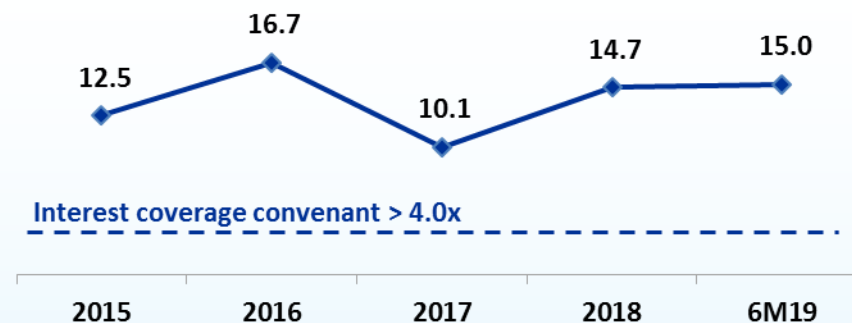
Dividend Payment & Payout Ratio



Gearing Ratios: Well Within Covenants






Interest Coverage








Appendix 1

For More Information:- www.bangkokhospital.com




Group 1 (Bangkok&West&Cambodia) Ownership No. of Beds

1. Bangkok Hospital	100%		373
2. Bangkok Heart Hospital	100%		97
3. Wattanosoth Hospital	100%		48
4. Chiva Transitional Care	100%		52
5. Bangkok International	100%		172
6. Bangkok Huahin (BHN)	100%		64
7. Bangkok Sanamchan (BSN)	100%		210
8. Thepakorn (TPK)	44.5%		100
9. Bangkok Phetchaburi (BPR)	100%		255
10. Bangkok Muangraj (BMR)	100%		142
11. Royal Phnom Penh (RPH)	100%		100
12. Royal Angkor International (RAH)	80.0%		30


Group 2

13. Samitivej Sukhumvit (SVH)	95.8%		311
14. Samitivej Srinakarin (SNH)	95.8%		400
15. Samitivej Sriracha (SSH)	70.1%		184
16. Samitivej Thonburi (STH)	63.5%		150
17. Samitivej Chonburi (SCH)	100%		220
18. Samitivej Chinatown (SCT)	100%		59
19. BNH Hospital (BNH)	91.5%		144

Group 3 (East)

20. Bangkok Pattaya (BPH)	97.3%		400
21. Bangkok Rayong (BRH)	100%		220
22. Bangkok Chanthaburi (BCH)	99.7%		170
23. Bangkok Trat (BTH)	99.8%		114
24. Sri Rayong (SRH)	100%		195


Group 4 (North&Northeast)

25. Bangkok Chiangmai (BCM)	100%		175
26. Bangkok Ratchasima (BKH)	91.4%		180
27. Bangkok Pakchong (BHP)	91.4%		31




Group 4 (North&Northeast)

28. Bangkok Udon (BUD)	100%	120
29. Bangkok Phitsanulok (BPL)	100%	195
30. Bangkok Khon Kaen (BKN)	100%	140
31. Bangkok Chiangrai (BCR)	100%	80

Group 5

32. Phyathai 1 (PT1)	100%		224
33. Phyathai 2 (PT2)	99.2%		260
34. Phyathai 3 (PT3)	98.2%		267
35. Phyathai Sriracha (PTS)	75.1%		350
36. Phyathai Nawamin (PTN)	99.8%		140
37. Paolo Paholyothin (PLP)	100%		267
38. Paolo Samutprakarn(PLS)	93.6%		200
39. Paolo Chokchai 4 (PLC)	85.7%		169
40. Paolo Rangsit (PLR)	100%		150
41. Paolo Kaset (PLK)	100%		162
42. Paolo Phrapradaeng (PLD)	84.0%		60

Group 6 (South)

43. Bangkok Phuket (BPK)	99.7%		266
44. Siriroj International (SIH)	100%		151
45. Dibuk (DBK)	99.7%		100
46. Bangkok Hat Yai (BHH)	98.8%		200
47. Bangkok Samui (BSH)	100%		52
48. Bangkok Surat (BSR)	100%		150

Group 7: Non-Hospital

1. National Healthcare System	100%
2. Bio Molecular Laboratories	95.0%
3. The Medicpharma	87.1%
4. A.N.B Laboratories	100%
5. Save Drug Center	100%
6. General Hospital Products	46.0%

Remark:- Number of beds is structured beds