



Bangkok Dusit Medical Services (BDMS)

Analyst Presentation 1Q20 Results

19 May 2020

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BDMS Summary & Updates



ANNIVERSARY

On the occasion of our 48th anniversary, we would like to be a part of your optimal health and well-being.

"KEEP HEALTHY AND STAY HAPPY"

Consolidated Financial Summary

1Q20 Results

- Operating income of THB 20,003 mm, decreased 4% yoy mainly from
 - Patient revenue decreased 5% yoy affected by COVID-19 outbreak
 - Revenue from inter patients decreased as a result of travel restriction in many countries
 - Revenue from Thai patients was flat yoy
 - Non-hospital revenue grew 14% yoy mainly from increase in sales of A.N.B. Laboratories Co., Ltd. (“A.N.B.”) and The Medicpharma Co., Ltd. (“Medicpharma”) due to sales of COVID-19 prevention products

Hospital Revenue Breakdown

	1Q20	
	% Chg	% to Revenue
Patient revenue	(5)% (THB 18,882 mm)	
Breakdown by location		
■ Bangkok & Vicinity	(6)%	56%
■ Outside Bangkok	(2)%	44%
Breakdown by nationality		
■ Thai	Flat	71%
■ International	(14)%	29%
Breakdown by type of patients		
■ Outpatients	(3)%	46%
■ Inpatients	(5)%	54%

Remark: - Operational statistics are from BDMS management report

Consolidated Financial Summary

Profitability and Ratio

(THB mm)	1Q20	1Q19	Chg. (yoy)
EBITDA *	4,790	5,070	(6)%
EBITDA margin *	23.9%	24.4%	
Core profit	2,568	2,926	(12)%
Core profit margin	12.8%	14.1%	
Non-recurring items	-	5,513	n.a.
Net profit	2,568	8,439	(70)%
Net profit margin	12.8%	40.6%	

* Excluding non-recurring items

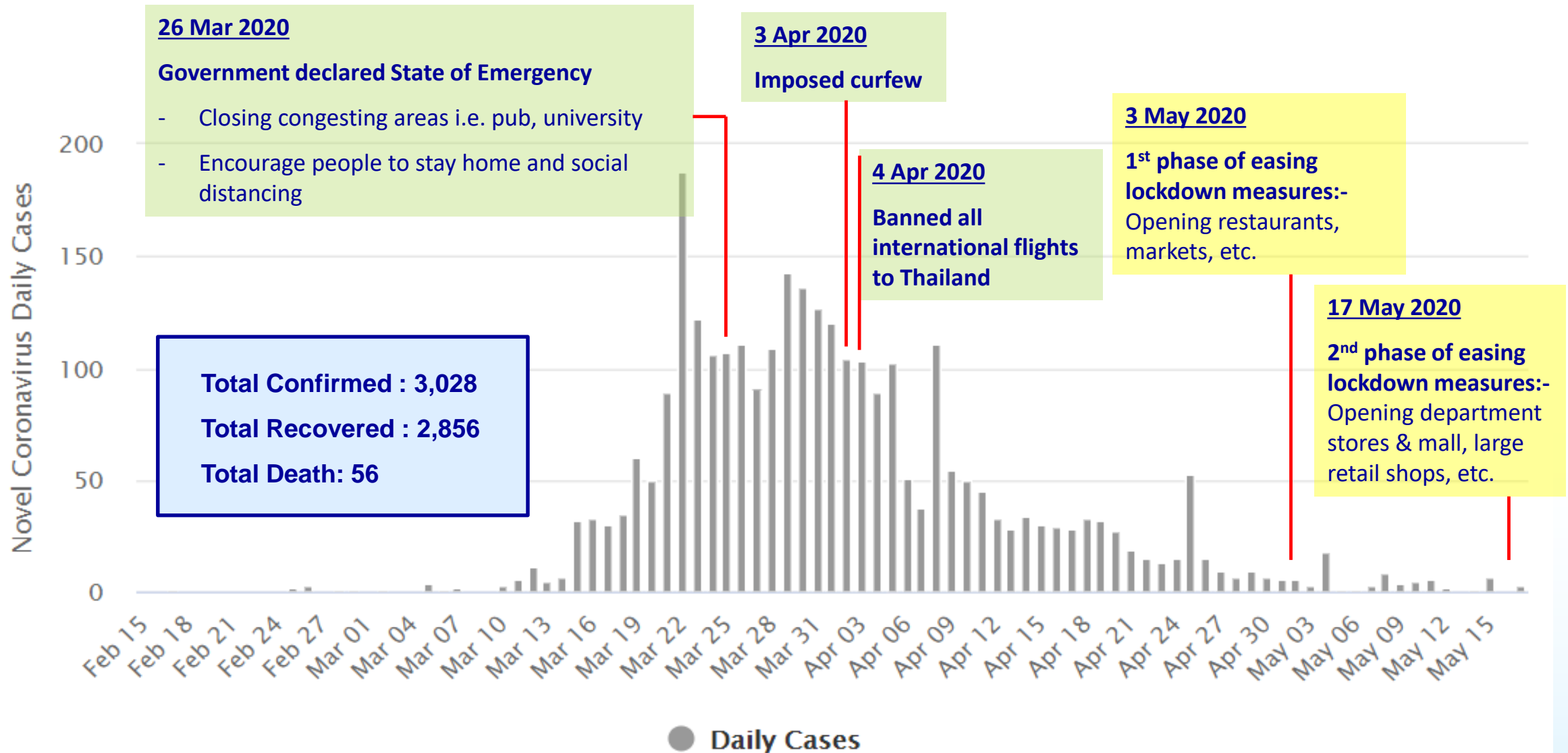
Remark: - Margin was calculated as a percentage of operating income

Non- Recurring Items During 1Q19

(Net of 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 for Bangkok International Hospital	(88)
Total	5,513

Update COVID-19 Situation

Daily New Cases in Thailand was Peak in March and Declined in April



BDMS Screening of Patient with Possible COVID-19



Access

- Limiting accessible gates in each building
- Thermo-scanners at all main access points



Hygiene

- Alcohol-based hand sanitizers at all contact points
- Medical masks are dispensed to patients with respiratory symptoms



Screening at all counters



Traveling history to endemic areas in the last 14 days



Fever ($> 37.5^{\circ}\text{C}$) in the last 14 days



Close contact with suspected or confirmed cases in the last 14 days

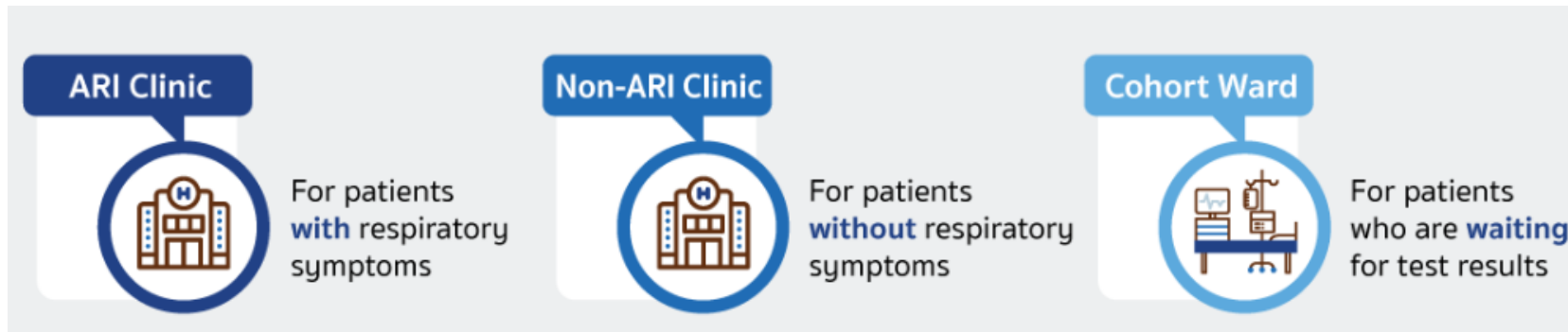


Respiratory symptoms e.g. cough, sneeze, runny nose, impaired smell, shortness of breath or chest discomfort



Diarrhea with fever

Isolation Area



Innovation and Technology



COVID-19 Testing



- COVID-19 Testing:- We can provide the screening test for COVID-19 both PCR and Rapid Test

Key Initiatives During COVID-19

Healthy BOT



- A Healthy Bot, equipped with a camera and microphone, helps connecting patients under investigation in isolation unit to reduce human contact and to avoid cross infection
- The smart robot, available 24 hours, also helps ease the workload of clinical staffs

Tytocare



- Tytocare is an innovative medical exam device in a modern, portable format, designed for use at home by anyone, anywhere
- It can online examination can check temperature, lung, heart and ears, throat and skin
- BDMS donated 200 TytoCare devices to use in public hospitals

Key Initiatives During COVID-19

Example of Our Services



- **Samitivej Virtual Hospital**
An online hospital providing real-time consultation with doctors via mobile phone application



- **Bangkok Hospital Delivery Services**
A tele-consultation and in-home health services for blood sample, vaccination and medication



- **Many hospitals in our network offer drive thru services for vaccination**

15 Days Homecoming Health Watch

Mövenpick BDMS Wellness Resort Bangkok is Qualified as Alternative State Quarantine



15 Days Homecoming Health Watch

**15 days government certified longstay experience offered by Bangkok Hospital
In partnership with Mövenpick BDMS Wellness Resort Bangkok**

Good news for Thai citizens and expatriates returning from abroad. We are here to welcome you for your 15 days health observation in our most comfortable garden sanctuary in the urban heart of Bangkok.

The package price is THB 53,000 single room occupancy

The confirmation of the package is subject to an initial Covid-19 test at Bangkok Hospital. Transportation from Suvarnabhumi or Donmuang Airport to the hospital and to the hotel will be provided by Bangkok Hospital. Transportation and the initial Covid-19 test are not included in the package price. An additional charge of THB 7,300 per person will be applied.

This package is subject to government established regulations for the health observation for all arrivals to the Kingdom, inclusive the seclusion in the suite during the entire stay.

Valid until
30 June 2020

Provide by Bangkok Hospital

- First night observation stay at Bangkok Hospital
- Consultation with Bangkok Hospital doctor (Non-ARI Clinic) on the first day to confirm your eligibility (extra charges may be applied if special investigation is needed)
- Daily health monitoring with nurse supervision
- Supplement to boost the immune system
 - Cordyceps Mix C by Royal Life Anti-Aging Center
 - Mushroom Extract by Royal Life Anti-Aging Center
- COVID-19 test on the 13th day

Not Provide by Bangkok Hospital

- Accommodation in Wellness Suite (74 sqm) with balcony, separate bath & shower and amenities as follows:
 - Free highspeed Wifi
 - 55" SmartTV with 89 TV channels and 4 radio channels
 - iHome Zenenergy Sleep Therapy Speaker and Lamp
 - Yoga mat, stretch band and stability ball
- Full board (3 meals per day)

For more information and booking, please contact Tel: +66 (2) 666 3333
Email: resort.bdms.reservation@movenpick.com

MEMBER OF **BDMS**

Operational Statistics



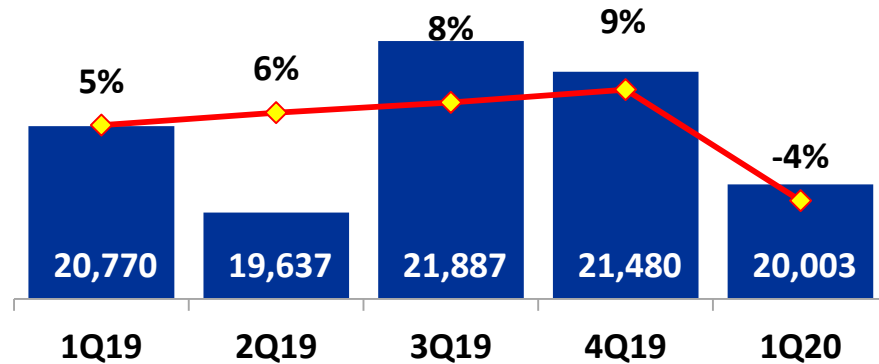
สุขภาพดี
เริ่มต้นที่วัยเด็ก



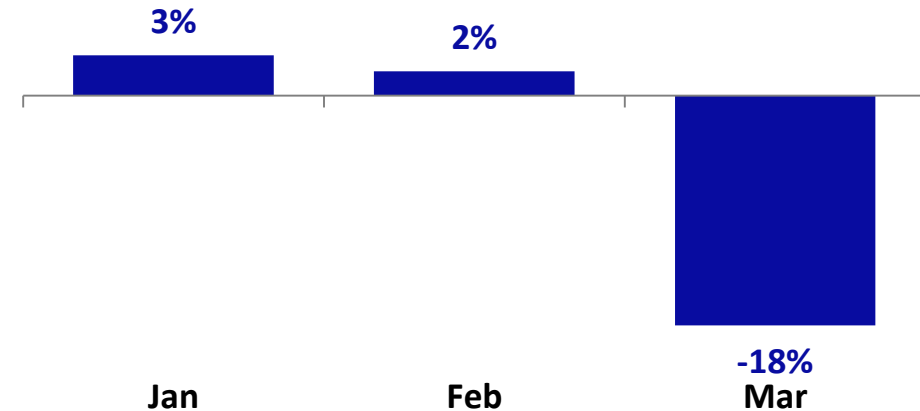
Operating Income Growth

Quarterly Operating Income Trend

(THB mm)



Monthly Patient Revenue Trend in 2020

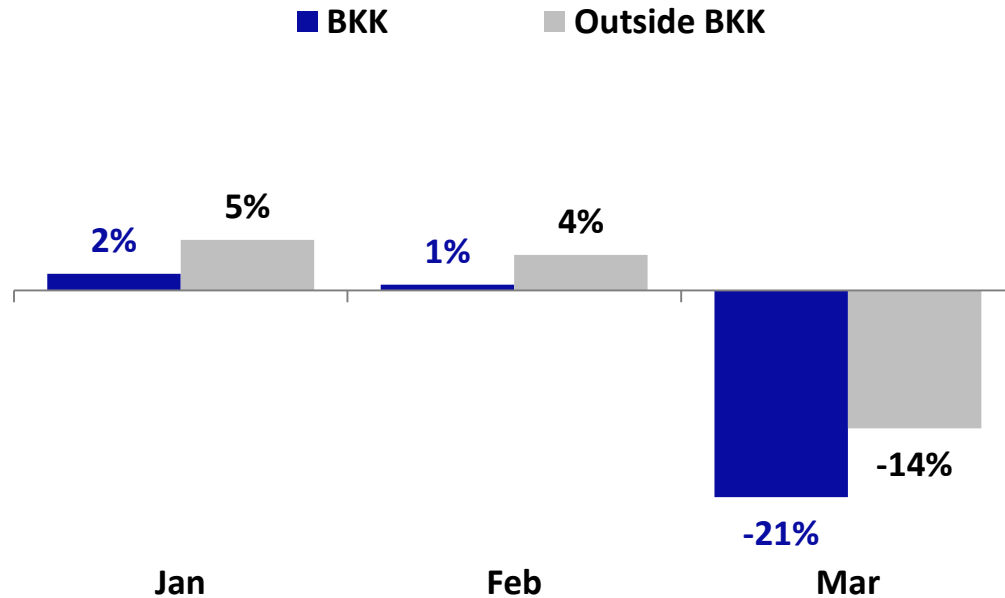


Commentary

- 1Q20 Operating income decreased by 4% yoy mainly from
 - Patient revenue decreased 5% affected by COVID-19 outbreak resulting in
 - Decrease in patient volume both Thai and inter patients
 - However, trend of patient revenue in May started to recover slightly
 - Non-hospital revenue grew 14% yoy mainly from increase in sales of A.N.B. and Medicpharma due to sales of COVID-19 prevention products

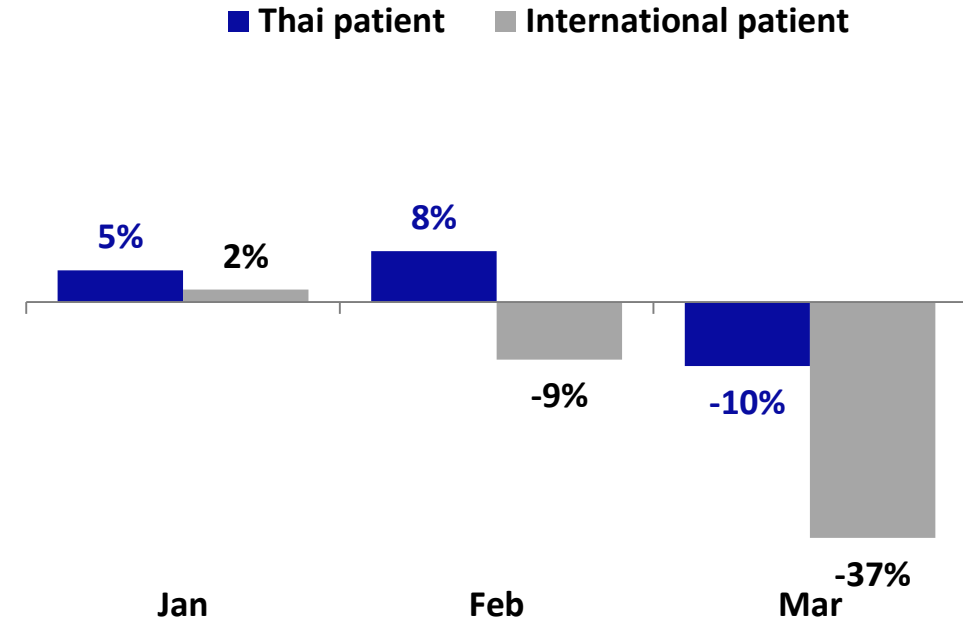
2020 Hospital Revenue Breakdown

Monthly BKK and Outside BKK Revenue Trend



- In 1Q20, revenue from hospital in Bangkok and vicinity area decreased by 6% while revenue from hospital outside Bangkok decreased 2% yoy

Monthly Thai and International Patient Revenue Trend

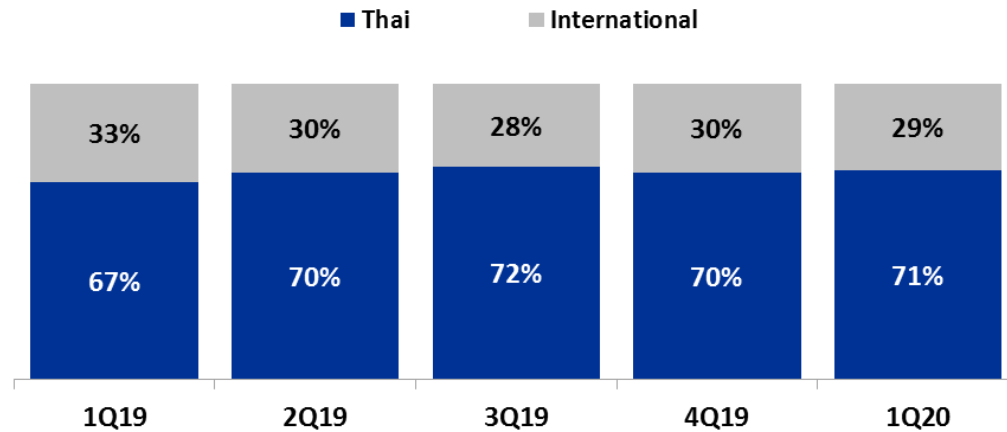


- In 1Q20, revenue from Inter patients decreased by 14% while revenue from Thai patients was flat yoy

Thai and International Patients

Revenue Contribution by Nationality

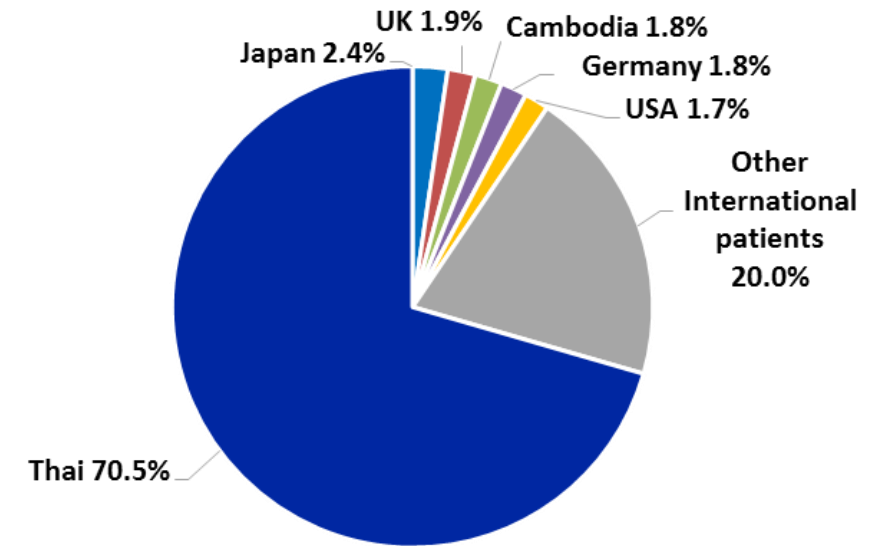
% to patient revenue



Remark: - Operational statistics are from BDMS management report

Top 5 Nationality contribution in 1Q20

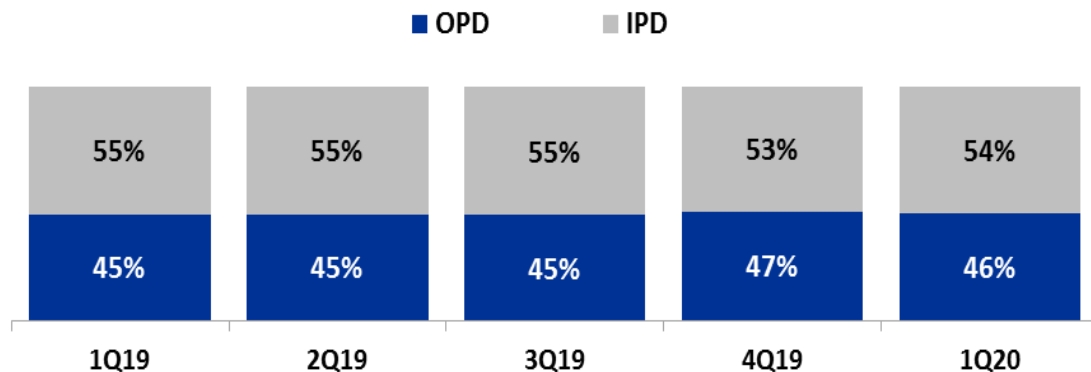
% to patient revenue



Commentary

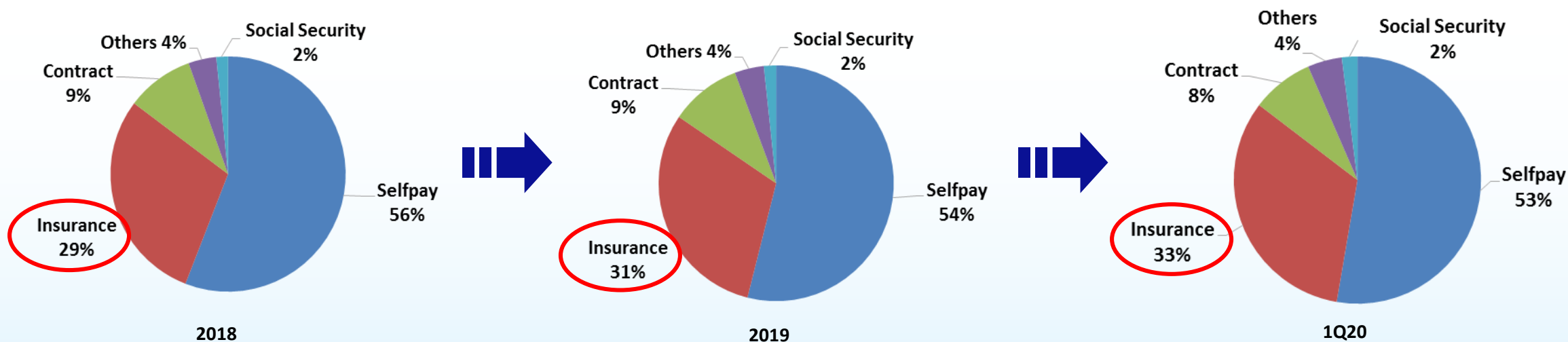
- In 1Q20, Inter patients decreased 14% yoy while Thai patients was flat yoy
 - Key negatives for Inter patient revenues are UAE (-40%), China (-32%) and Myanmar (-22% yoy)
 - Middle East patients, accounted for 3.1% of total patient revenue, decreased 40% yoy from flight restriction and travelling ban since 24 February 2020

Revenue Breakdown by Patient Types



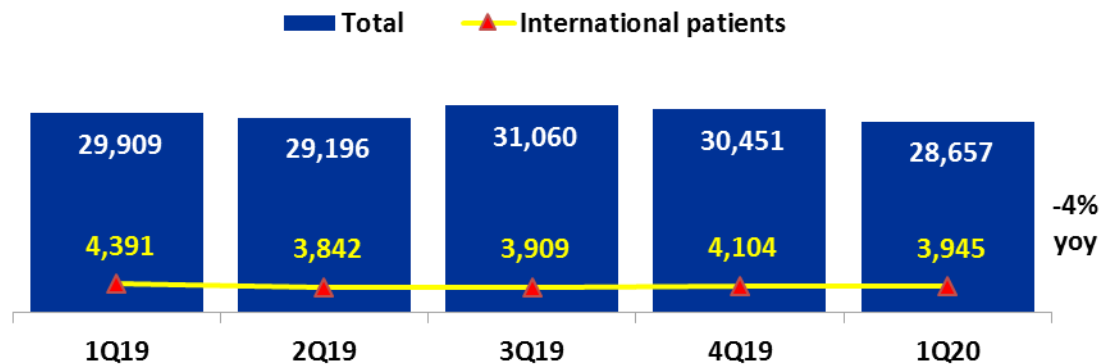
■ In 1Q20, OPD revenue decreased 4% and IPD revenue decreased 5% yoy

Patient Revenue by Payor: Increasing Insurance Portion

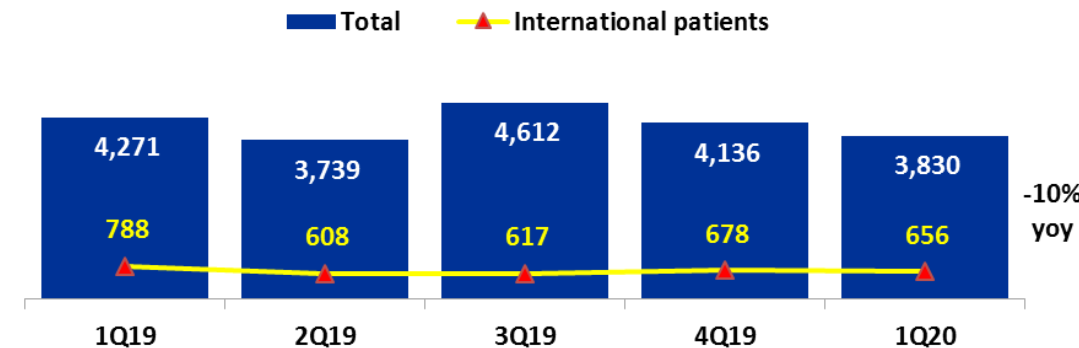


Patient Volume and Occupancy Rate

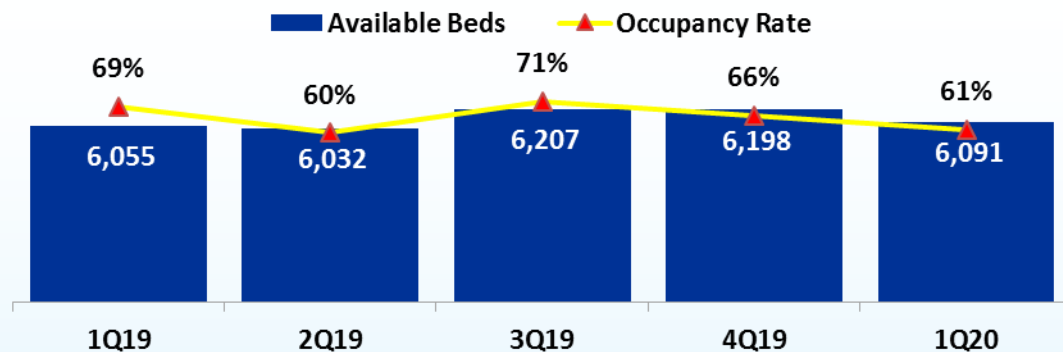
Number of OPD Visits per Day



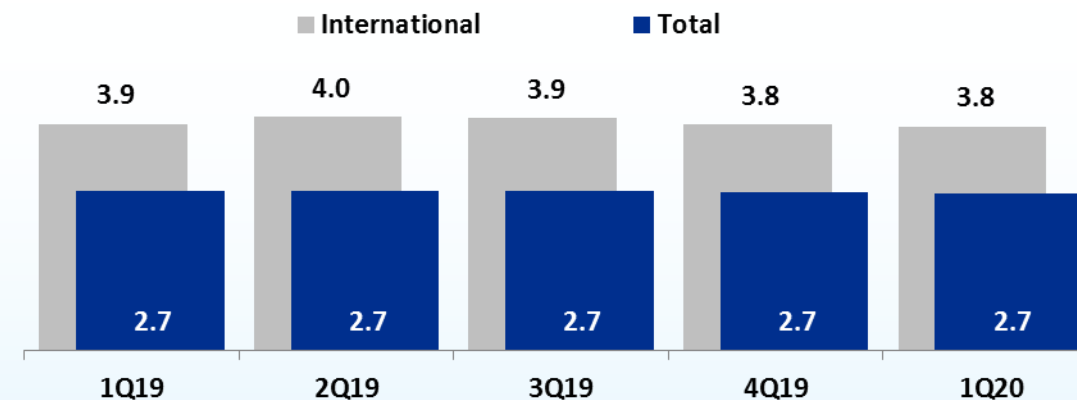
Average Daily Census (ADC)



Occupancy Rate Based on Available Beds



Average Length of Stay (days)

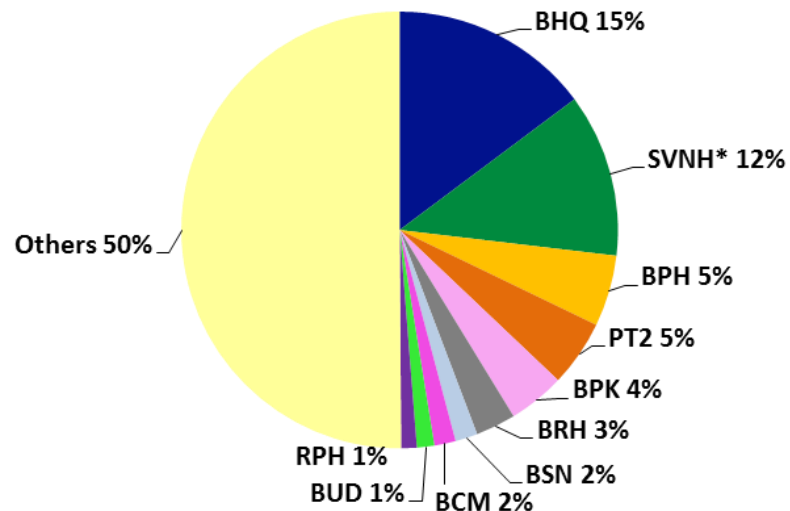


Financial Highlights

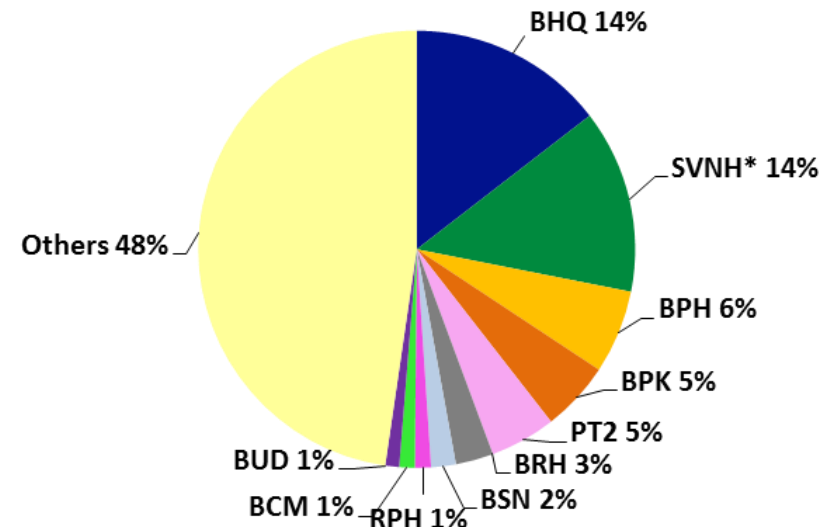


Diversified Sources of Revenues and Profitability

COE Operating Income Contribution in 1Q20



COE Total EBITDA Contribution in 1Q20



Commentary

- In 1Q20, 11 Center of Excellence (CoE) contributed 50% of total revenues and 52% of total EBITDA
- CoE revenue declined 9% yoy due to lower revenue from inter patients from concern of COVID-19 outbreak

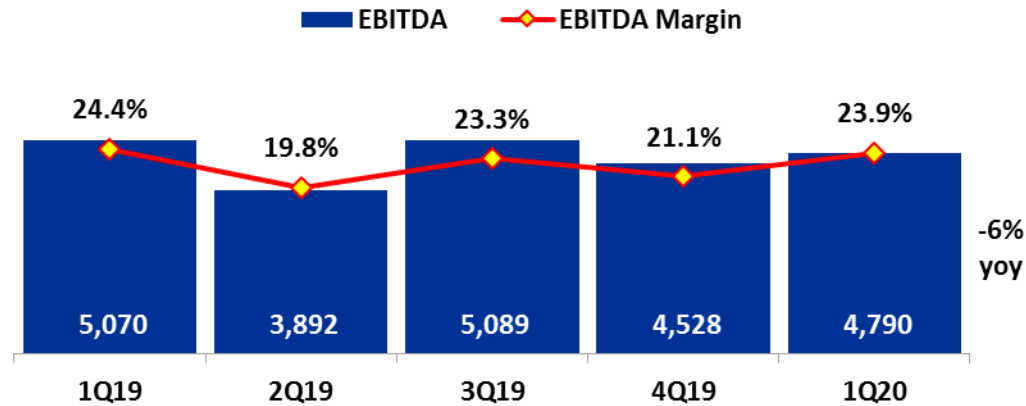
* SVNH included SVH and SNH performance

Remark: - EBITDA is calculated from revenue from hospital operations + revenue from goods + other income – cost from hospital operations – SG&A

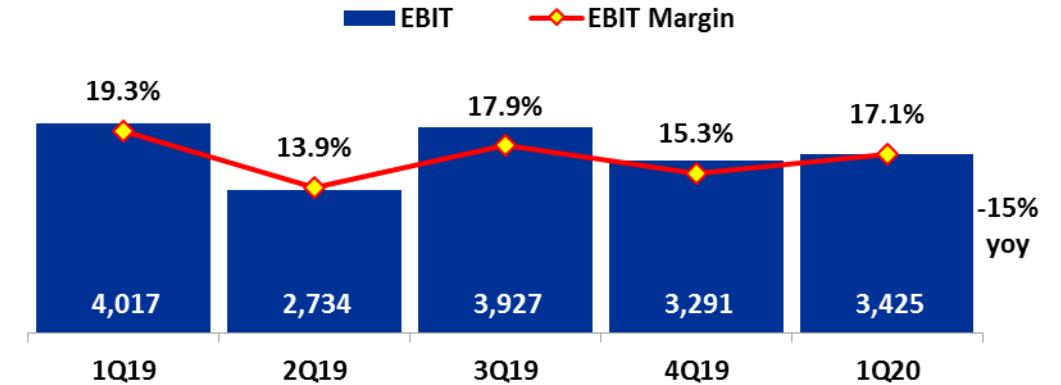
- Hospital abbreviation shown on Appendix

Profitability Trend

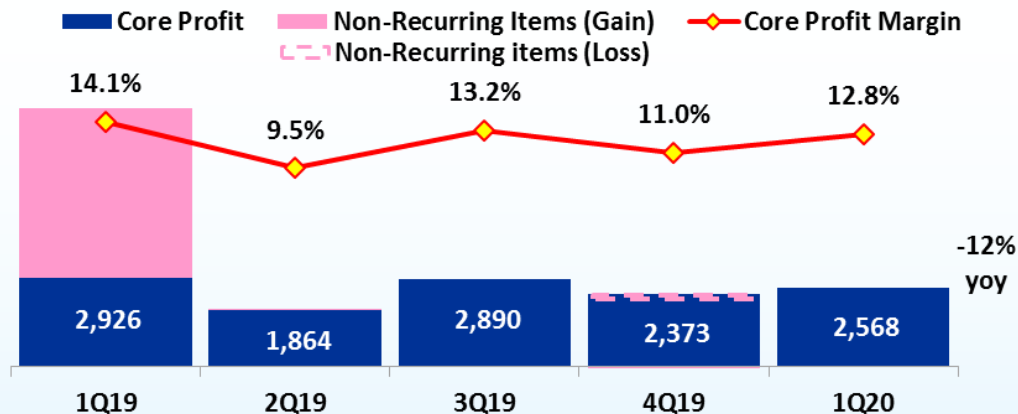
EBITDA & EBITDA Margin * (THB mm)



EBIT & EBIT Margin * (THB mm)



Core Profit & Core Profit Margin (THB mm)

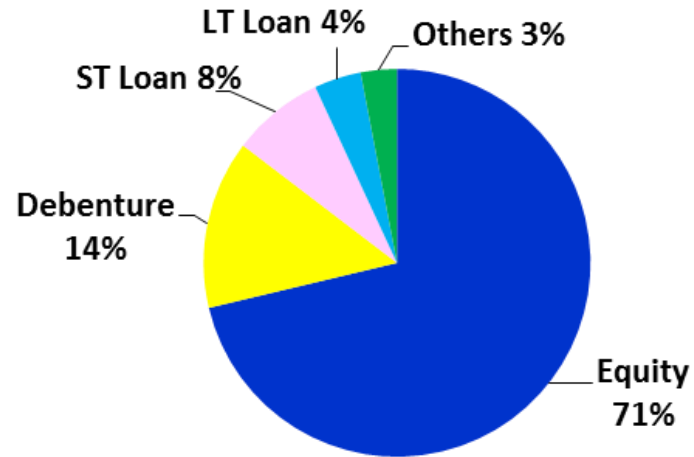


- In 1Q20, core profit was THB 2,568 million with core profit margin of 12.8%
- If including non-recurring items of THB 5,513 million mainly from gain on divestment in RAM in 1Q19 , net profit decreased 70% yoy

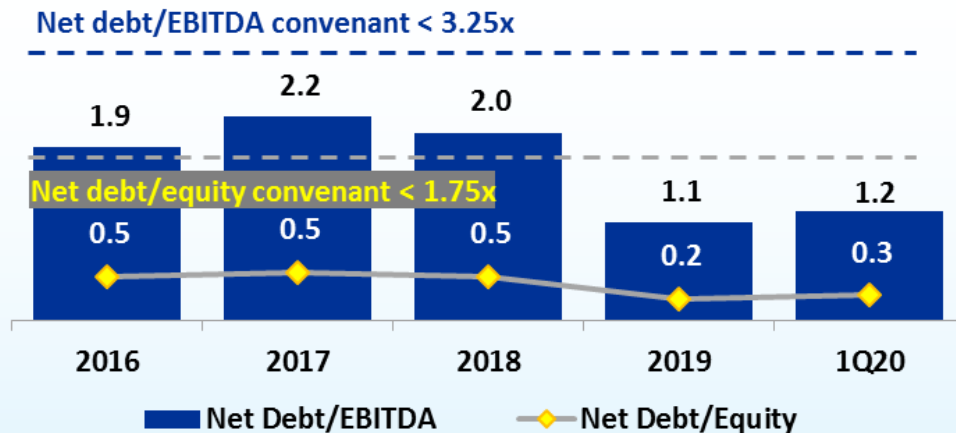
* Excluding non-recurring items

Capital Management

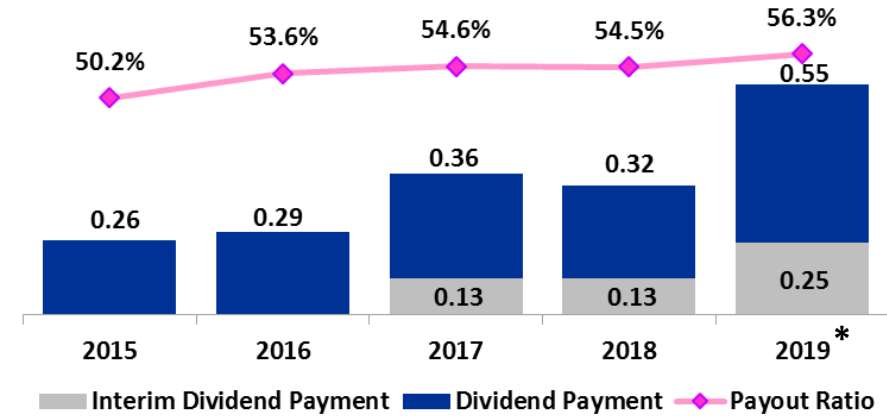
Capital Structure as of March 2020



Gearing Ratios: Well Within Covenants

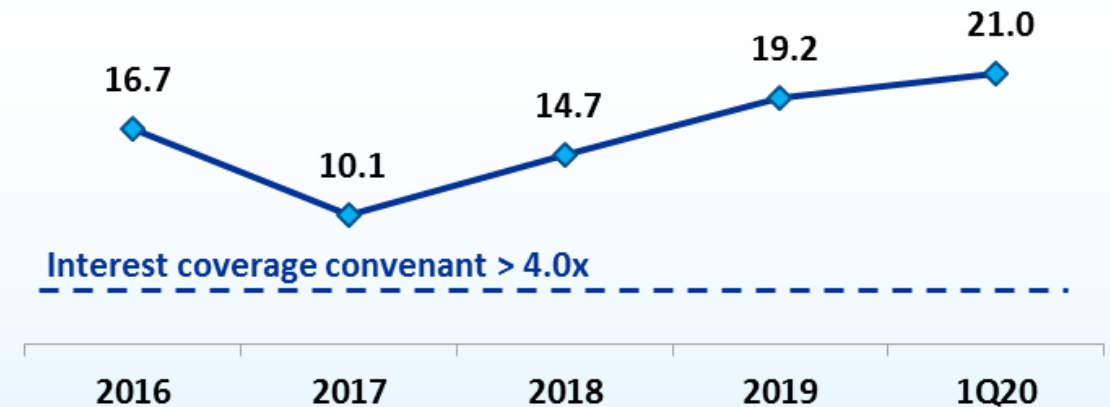


Dividend Payment & Payout Ratio



* On 25 March 2020, Board of Directors has approved the interim dividend payment of Baht 0.30 per share. The total dividend payment would be Baht 0.55 per share

Interest Coverage



BDMS Action Plan

**Starting
the next chapter**
of your life
with confidence



Cost Saving



Total Saving
~ THB 2 bn

01 Clinical & Non-clinical Staff

- Zero OT policy
- Decrease number of part-time staff and freeze full-time headcount
- Encourage staff to use holiday leave or leave without pay
- Decrease in training & employee related expenses i.e. uniform

02 Doctor Related Expenses

- Adjust working days & holidays of doctors to reflect the demand
- Decrease minimum guarantee of doctors
- Decrease training, scholarship and other miscellaneous expenses

03 Other SG&A Expenses

- Decrease supporting service expenses including security, housekeeping and valet
- Decrease marketing, repair & maintenance, and other expenses
- Energy saving

Saving
~ THB 1 bn
during 2Q20

Saving
~ THB 1 bn
during
2Q20-4Q20

CAPEX



- Reduce normal CAPEX spending of around THB 2 bn in 2020
- Delay some investments especially renovation and supporting projects of around THB 1 bn in 2020

Continued Marketing Effort to Expand Patient Base and Help Patients Lower Their Healthcare Cost



OUR HELP FOR YOUR HEALTH

Fighting Off COVID-19

“You will be in good hands with our care and special offers”

In order to fight against COVID-19 disease, we would like to boost up your health with special offers delivered with world-class medical services and care.

Special discounts up to 60% for diagnostic imaging tests, such as CT, MRI and PET/CT

This promotion is valid from 16 April - 31 July 2020.

Continued Marketing Effort to Expand Patient Base and Help Patients Lower Their Healthcare Cost



**มั่นใจ...มาตรการความปลอดภัยขั้นสูง
พร้อม... ฟ่าตัดผู้ป่วยทุกประเภท**





รพ.กรุงเทพ ขอสู้ COVID-19 เคียงข้างคุณ...ร่วมแบ่งเบาภาระ
ฟรี! ค่าตรวจ COVID-19 ก่อนผ่าตัด และหลังผ่าตัด
ในผู้ป่วยที่เข้าห้องผ่าตัดภายใต้การให้ยาระงับความรู้สึกแบบทั่วไป และ/หรือแบบเฉพาะส่วน
วันที่ 14 พ.ค. – 31 ก.ค. 2563

For More Information:- www.bangkokhospital.com



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

1. Bangkok Hospital		100%		373
2. Bangkok Heart Hospital	} (BHQ)	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)		50.0%		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)	64.0%	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
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)	98.6%	224
33. Phyathai 2 (PT2)	97.8%	 260
34. Phyathai 3 (PT3)	97.6%	267
35. Phyathai Sriracha (PTS)	74.2%	350
36. Phyathai Nawamin (PTN)	99.8%	140
37. Paolo Paholyothin (PLP)	100%	267
38. Paolo Samutprakarn(PLS)	93.7%	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. Bangkok Siriroj (BSI)	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 (SDC)	100%
6. General Hospital Products	47.0%