

Bangkok Dusit Medical Services (BDMS)

24th Credit Suisse Asian Investment Conference

31 March 2021



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BDMS Overview

BDMS



Overview



49 Hospitals



~ 8,600 Beds



11 Centers of Excellence



BDMS Wellness Clinic & Mövenpick BDMS Wellness Resort Bangkok



12,000+ Doctors 8,000+ Nurses 24,000+ Staffs



Pharmaceutical manufacturer and drug stores

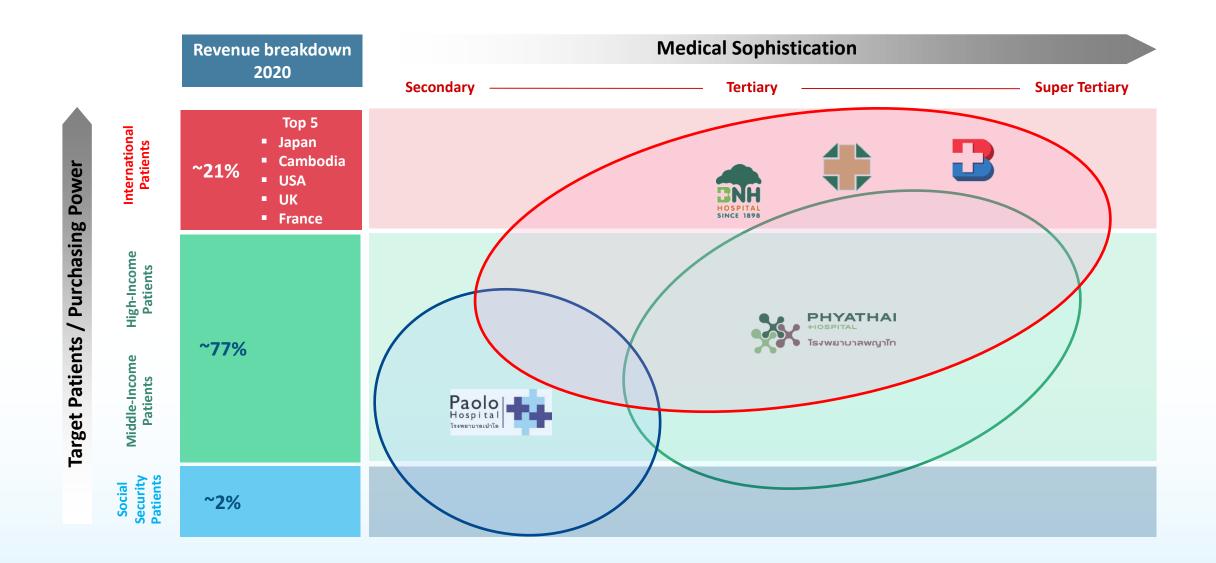
- Top 5 private hospital operators in the world by market capitalization
- Hub-and-Spoke model with an established patient referral system with the patients volume of
 - OPD visit ~ 30,000 patients a day
 - Average daily census ~ 3,200

Brand	No. of Hospitals	No. of Beds*
Bangkok Hospital	25	4,063
Samitivej Hospital	6	1,364
A Phyathai Hospital	5	1,241
Paolo Hospital	6	1,008
BNH Hospital	1	144
Royal Hospital	2	130
Local Hospital	4	627

^{*} Maximum number of beds according to structure of the hospitals

Diversification of Patient Mix





BDMS Complete Continuum of Healthcare





Center of Excellence



Super Tertiary Care



Secondary Care

Promotive

Preventive

Early Detection

Curative

Transitional

Rehabilitative



BDMS Wellness Clinic



Bangkok International



Chiva Transitional Care Hospital

Non-Hospital Strategic Investment





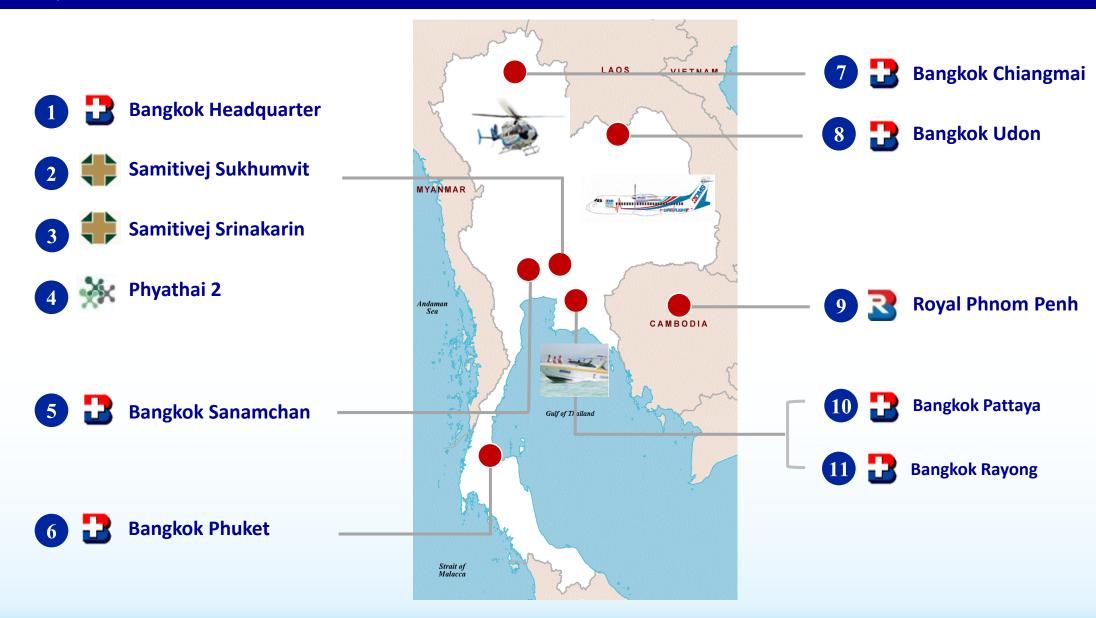
Generic Drug Manufacturer



Drug Store



Development of 11 Center of Excellence



Medical Cooperation



Local and International Partnership

Oregon Health & Science University

Collaboration on occupational health, pediatrics, rehabilitation, clinical simulation, preventive cardiology and dental



Hannover **Medical School**

Collaboration for education and research on trauma and orthopedics









Dr. Keith L. Black

Director of the Maxine Dunitz Neurosurgical Institute at Cedars-Sinai

Collaboration on brain and nervous system



SANO HOSPITAL Sano Hospital

Collaboration on **Gastrointestinal Medicine**



Nagoya University

Collaboration for education and training

Missouri **Orthopaedic Institute**

Collaboration for education. training and research on orthopedics







Others

- Kameda Medical Center
- Straumann Holding AG
- Takatsuki Hospital
- Other international & local institutions

2021 Key Strategic Priorities



Solid, Stable and Sustainable Growth for Our Stakeholders



GROWING REVENUE

 Expand hospital and non-hospital customers base with affordable pricing strategy



INCREASING UTILIZATION

- Increase insurance and corporate contracts
- Enhance referral network both domestic and international



INNOVATION

- Smart healthcare (Telemedicine and E-commerce)
- Promote digital innovation and health applications



COST MONITORING & CAPEX

- Set efficiency and cost control as priority
- Manage cost in accordance with revenue
- Capex for existing facilities and service improvement



SUSTAINABILITY DEVELOPMENT

- Embracing ESG aspects into business process
- Local and International accreditations in collaboration with leading global healthcare institution



Expand Customers Base with Affordable Pricing Strategy



BDMS Promotional Campaign: Reaching 50th Anniversary



- BDMS Health Check up starts at THB 990
- Offering period: 14-28 February 2021
- Valid until 31 August 2021

Example of Absolute Care Packages at Bangkok Hospital Headquarter



Absolute Surgery Packages *

- Pre-surgery: free medical clearance and COVID-19 Testing for patient and one relative
- Post operation: free one-time medical supply, medicine for wound dressing and doctor fee to follow up post operation
- * For surgery packages more than THB 100,000 Valid till April 2021



Absolute Prevention Packages





Save Drug

SAVE DRUG



Your Trusted Healthcare Counselor













- Save Drug offers more than 5,000 quality products including medication, dietary supplements, medical equipment and beauty care
- At every Save Drug stores, qualified pharmacists are available to consult any medication questions





100

Drug stores nationwide

As of Jan 2021

9



8

stores

stores

In BDMS network hospitals

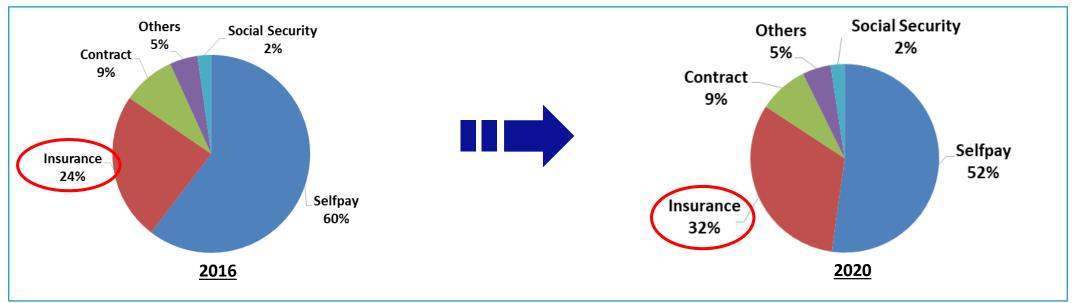
To be opened in 2021



Expand Insurance Patient Base



Exclusive Insurance Policies





Allianz (II) AYUDHYA

My First Class Healthcare @ BDMS

- Coverage Limit up to THB 100 million per year
- Cover all medical treatment

วิริยะประกับ	
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		<u>Coverage</u>
1.	Aun Jai Rak Gold	1 - 5 MB
2.	Delight	450K – 1.5 MB
3.	Deductible	400 – 800K
4.	Viriyah Healthcare by BDMS	100 – 700K



Expand Insurance Patient Base



Partnership with Local and International Insurance Companies









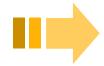












BLA Medevac Hotline







- BDMS Partner with
 - Ping An Good Doctor, a leading global online healthcare services platform with more than 200 million members
 - Ping An Health (PAH), the largest insurance company in China in term of market capitalization
- The partnership would help bolster Chinese patients to be one of the top 3 inter patients in the next 3 years



Promoting Health Innovation and Technology



Improve Patient Care and Experience

TELEMEDICINE

- Health Application
- Tele-consultation

HOME CARE

- Vaccine at home
- Medicine delivery
- Check-up at home

Room automation system



E-clinical system

Real-time monitoring ICU

Computerized Physician

Order Entry (CPOE)

SMART HOSPITAL





E-COMMERCE

Our website and partnership with leading on-line shopping platform

Research

- Bangkok Health Research Center
- **Bangkok Medical** Journal

OTHERS

- Premium BDMS Transfer Wheelchair
- **Medication Cart**
- Healthy Bot
- Tytocare





CAPEX – Investing in Existing Facilities and Service Improvement



Projects in Pipeline

~9,000 beds

2021

- Paolo Chokchai 4 (30 beds)
- Bangkok Chanthaburi (96 beds)
- Bangkok Ratchasima (166 beds)

2022

- Paolo Chokchai 4 (59 beds)
- Bangkok Udon (142 beds)

2023

- Phyathai Sriracha (100 beds)
- Phyathai 1 (160 beds)

~9,500 beds

2024-2025

- Samitivej
 International Children
 (102 beds) *
- Expansion of existing hospitals
- * New hospital



Sustainability Development



Environmental





Building Eco-mindset

Moving to Green Business









Customers & Patients

Investors & Shareholders

Employees





Suppliers

Communities

Corporate
Governance





ESG Rating









This is to certify that

Bangkok Dusit Medical Services PCL
is a constituent company in the FTSE4Good Index Series









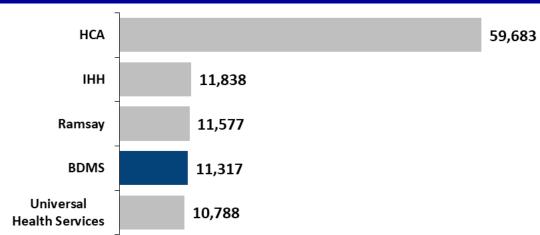




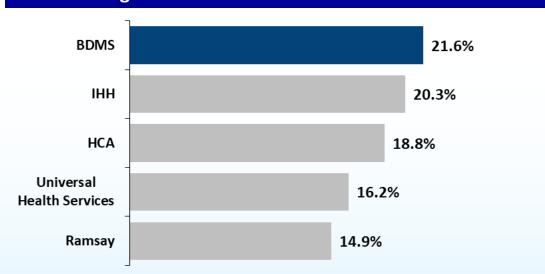
Global Hospital Rankings



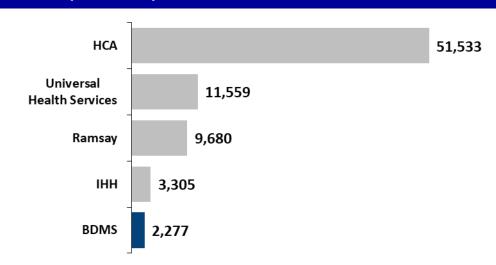




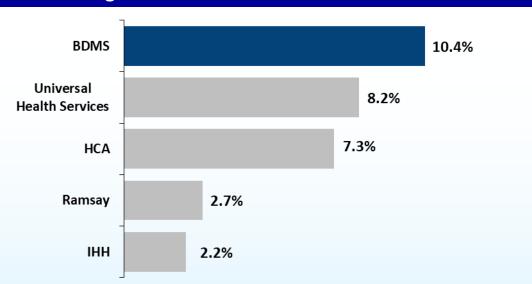




Revenue (USD mm)



Net Profit Margin



Remark: - Market capitalization as of 3 March 2021



4Q20 & 2020 in Review

4Q20 Operational Recap and Financial Summary

4Q20 Highlights

	4Q20		
	% Chg	% to	
		Revenue	
Operating income	(16)%		
	THB 18,101 mm		
Patient revenue	(16)%		
	THB 17,134 mm		
Breakdown by location			
Bangkok & Vicinity	(18)%	57%	
Outside Bangkok	(11)% 439		
Breakdown by nationality			
Thai	Flat	83%	
International	(53)%	17%	
Breakdown by type of patients			
Outpatients	(12)%	47%	
Inpatients	(18)%	53%	

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

- All operational statistics are from BDMS management report



Profitability and Ratio

(THB mm)	4Q20	4Q19	Chg. (yoy)
Core EBITDA	3,412	4,528	(25)%
Core EBITDA margin	18.8%	21.1%	
Share of profit from associates	26	247	(90)%
Core profit	1,224	2,373	(48)%
Core profit margin	6.8%	11.0%	
Non-recurring items	1,164	(50)	2,427%
Net profit	2,388	2,323	3%
Net profit margin	13.2%	10.8%	

Remark: - EBITDA was calculated from revenue from hospital operations + revenue from goods + other income – cost from hospital operations – SG&A - Depreciation - Margin was calculated as a percentage of operating income

Non-recurring items

- 4Q20: Net gain on divestment of all investment in Bumrungrad Hospital Co., Ltd. ("BH")
- 4Q19: Impairment of trade mark of Save Drug Center Co., Ltd. ("Save Drug")

2020 Operational Recap and Financial Summary

2020 Highlights

	2020		
	% Chg	% to	
		Revenue	
Operating income	(18)%		
	THB 69,057 mm		
Patient revenue	(18)%		
	THB 65,166 mm		
Breakdown by location			
Bangkok & Vicinity	(21)%	56%	
Outside Bangkok	(13)% 44%		
Breakdown by nationality			
Thai	(8)%	79%	
International	(43)%	21%	
Breakdown by type of patie	ents		
Outpatients	(15)%	47%	
Inpatients	(20)%	53%	



Profitability and Ratio

(THB mm)	2020	2019	Chg. (yoy)
Core EBITDA	14,938	18,579	(20)%
Core EBITDA margin	21.6%	22.2%	
Share of profit from associates	273	1,022	(73)%
Core profit	6,045	10,053	(40)%
Core profit margin	8.8%	12.0%	
Non-recurring items	1,169	5,464	(79)%
Net profit	7,214	15,517	(54)%
Net profit margin	10.4%	18.5%	

Non-recurring items

- 2020: Gain on divestment in all investment in BH
- 2019: Gain on sales in Ramkhamhaeng Hospital Public Co., Ltd. ("RAM"), provision for employee benefits, one-time expenses in finding land to locate electricity sub-station and impairment of trade mark

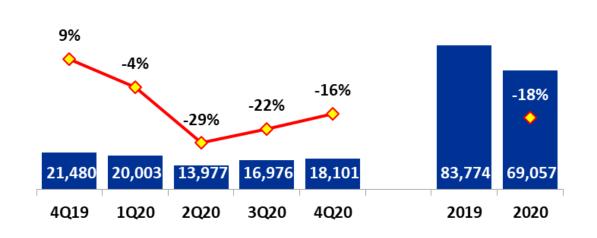
Operating Income Growth

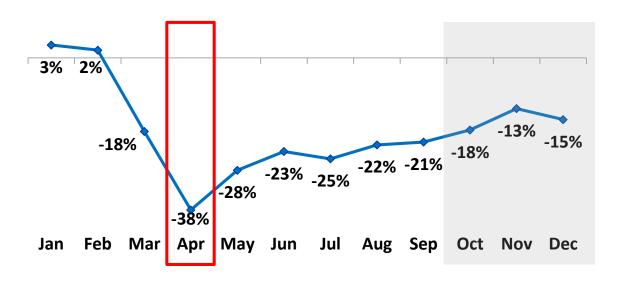


Quarterly Operating Income Trend

(THB mm)

Monthly Patient Revenue Trend in 2020





Commentary

- 4Q20 Operating income decreased by 16% yoy mainly from
 - Patient revenue decreased by 16% yoy due to decrease in revenue from inter patients affected by travel restriction from COVID-19 outbreak
 - Revenue from Thai patients improved and turned into positive growth in Nov and Dec 2020
- Operating income increased by 7% qoq due to increase in patient volume
 - Revenue from Thai patients increased ~ 7% qoq while inter patients increased ~ 6% qoq

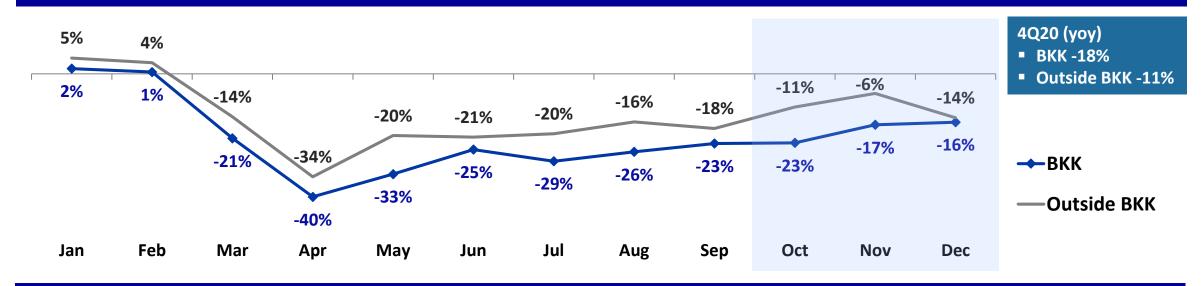
QoQ

YoY

2020 Monthly Hospital Revenue Trend



Hospitals in Bangkok Have Affected More Than Outside Bangkok from Higher Portion of Inter Patients



Thai Patients Revenue Turned Positive Growth in Nov-Dec 2020 From an Increase in RSV Cases





Operational Statistics & Financial Highlights

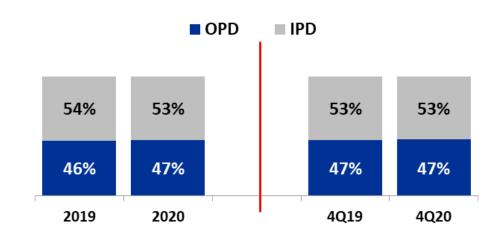
Operating Income Growth



Operating Income (THB mm)

Revenue Breakdown by Patient Types





- 2020 Operating income decreased by 18% yoy mainly from
 - Patient revenue decreased by 18% yoy due to decrease in patient volume affected by COVID-19
 - Revenue from Bangkok & Vicinity hospitals decreased by 21% while outside Bangkok hospitals decreased by 13% yoy
 - Revenue from outpatients decreased by 15% while inpatients decreased by 20% yoy
- Operating income improved since 3Q20 mainly from Thai and expatriates patients

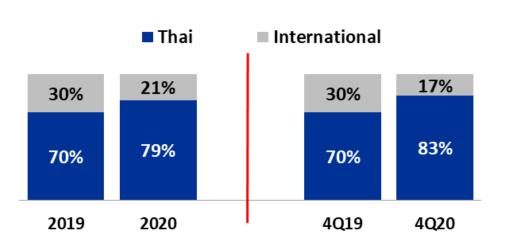
Thai and International Patients

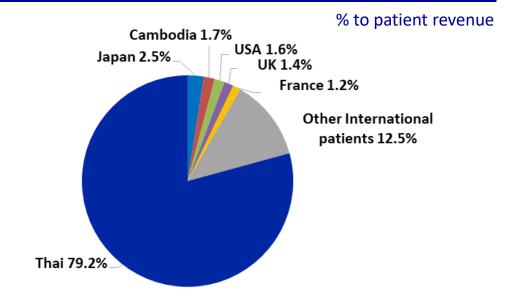
Bangkok Dusit Medical Services

Revenue Contribution by Nationality

Top 5 Nationality contribution in 9M20







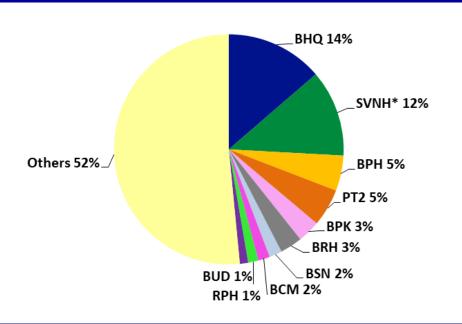
- In 2020, Inter patients decreased by 43% yoy while Thai patients decreased by 8% yoy
 - The significant decrease was in 2Q20 due mainly to travel restrictions and national lockdown
 - Thai patients improved since 3Q20 and turned into positive growth in November and December 2020
 - Key negative growth in Inter patient revenue are Middle East (-78% yoy), Myanmar (-70%) and Australia (-57%)

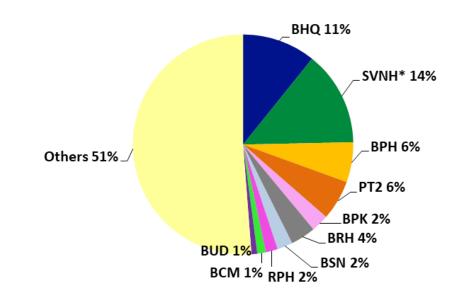
Diversified Sources of Revenues and Profitability



CoE Operating Income Contribution in 2020

CoE Total EBITDA Contribution in 2020



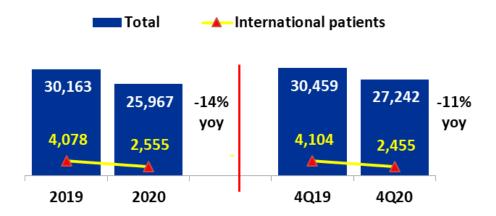


- In 2020 revenue from Center of Excellence (CoE) decreased 22% yoy due to decrease of international patients
 - **Except for RPH which grew 4% yoy due to increasing local and expatriate patients in Cambodia**
- Top 3 CoE revenue of BHQ, SVNH and BPH decreased 33%, 19% and 17% yoy respectively

^{*} SVNH included SVH and SNH performance

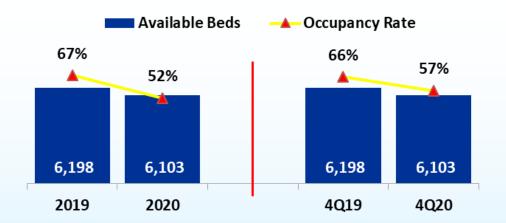
Operational Statistics

Number of OPD Visits per Day



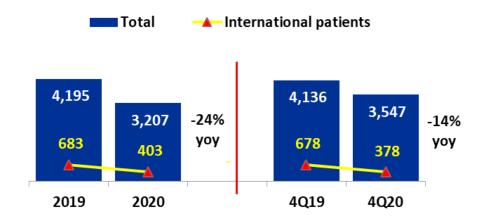
Remarks: - Including social security

Occupancy Rate Based on Available Beds



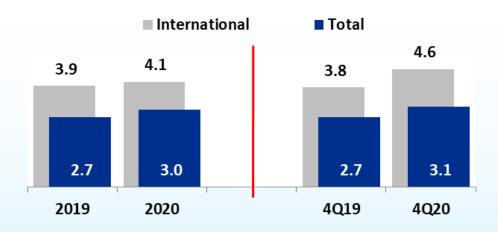
Bangkok Dusit Medical Services

Average Daily Census (ADC)



Remarks: - Including social security while excluding new born patients

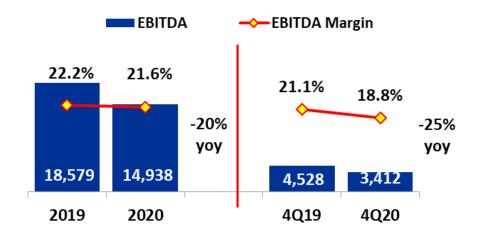
Average Length of Stay (days)



Profitability Trend

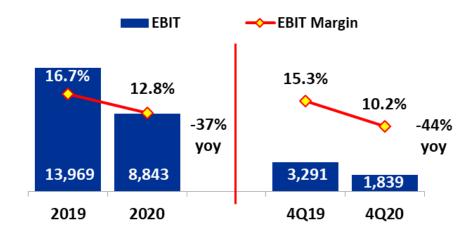
EBITDA & EBITDA Margin *

(THB mm)



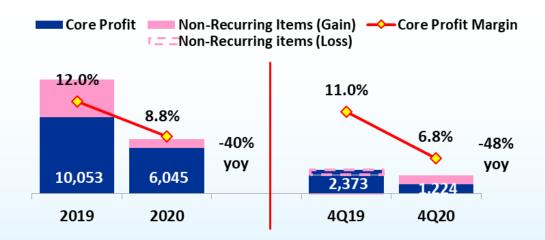






Core Profit & Core Profit Margin *

(THB mm)



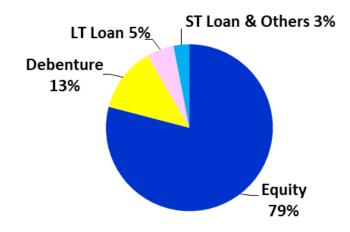
- In 2020, core profit was THB 6,045 million, decreased by 40% yoy.
- Non-recurring items
 - 2020: THB 1,169 million from divestment in all investment in BH
 - 2019: THB 5,464 million mainly from divestment in RAM
- If including non-recurring items, net profit was THB 7,214 million, decreased by 54% yoy

^{*} Excluding non-recurring items

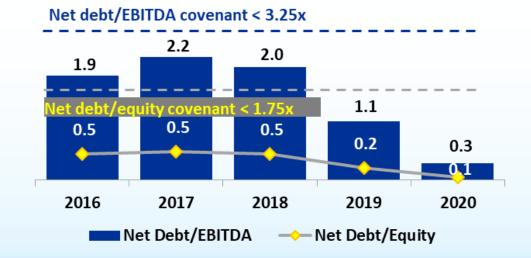
Capital Management

Bangkok Dusit Medical Services

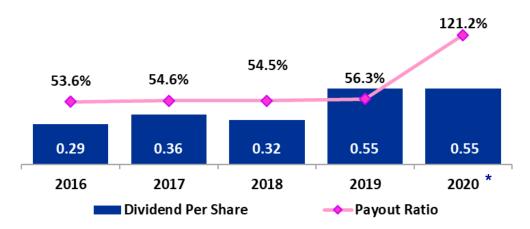
Capital Structure as of Dec 2020



Gearing Ratios: Well Within Covenants

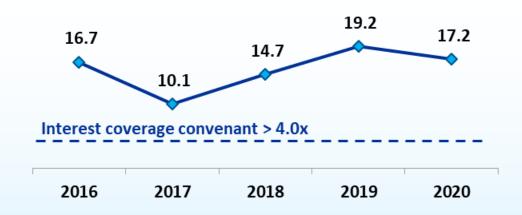


Dividend Per Share & Payout Ratio



^{*} Board of Directors had resolution on 24 February 2021 to propose for dividend payment of Baht 0.55 per share.

Interest Coverage

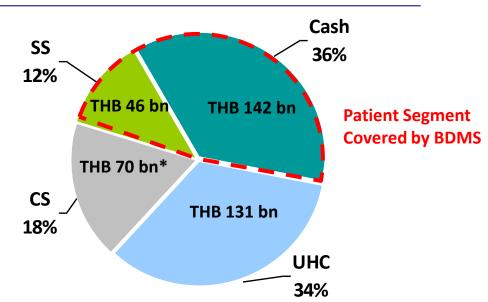




Healthcare Industry

Healthcare Segments in Thailand





Source: National Health Security Office (NHSO), The Office of the National Economic and Social Development Board (NESDB) and Social Security Office (SSO)
* BDMS estimated

Universal Healthcare Coverage (UHC)	A welfare program for Thai people to receive medical coverage for IPD and OPD care at registered facilities
Civil Servant (CS)	A welfare program provided to employees of governments and state-owned enterprises
Social Security Scheme (SS)	Minimum requirement of healthcare provided to employees of private companies
Private Healthcare (Cash)	Proportion of Thai population not covered or choose not to use public healthcare schemes (UHC, CS and SS), though may have private insurance coverage

Thailand Healthcare Demand and Supply

Healthcare Supply in Thailand (2020)

	# of Hospitals	# of Beds
Private	381	36,044
Public	899	97,791
Total	1,592	133,968

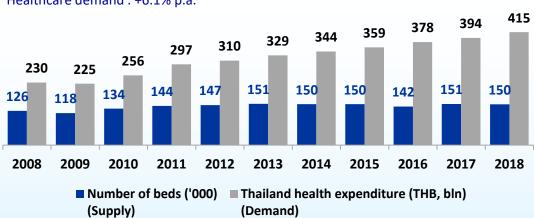
(Number per 10,000 population)	Thailand	Global
Doctor (2018)	8	15
Nurse (2018)	28	38
Bed (2016)	22	26

Source: WHO and Ministry of Public Health

Healthcare Demand Growing Faster than Supply

CAGR (2008-2018)

Healthcare supply: +1.7% p.a. Healthcare demand: +6.1% p.a.



Source: NESDB and NSO

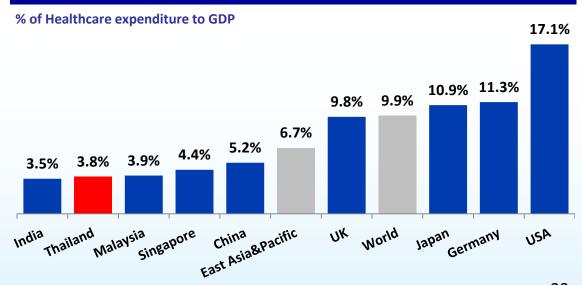


BDMS Market Coverage (2020)

	Total Private Beds	BDMS Registered Beds	Market Share
Bangkok	13,980	2,702	19%
Central	11,611	2,308	20%
South	2,863	729	25%
Northeast	3,318	384	12%
North	4,272	264	6%
Total	36,044	6,387	18%

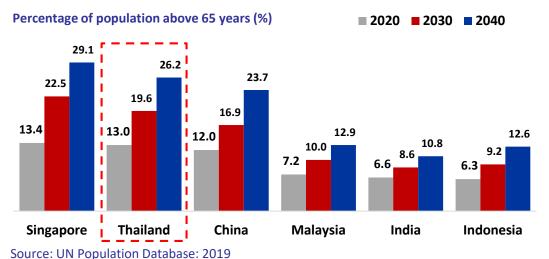
Source: Department of Health Service Support, Ministry of Public Health

Low Healthcare Penetration

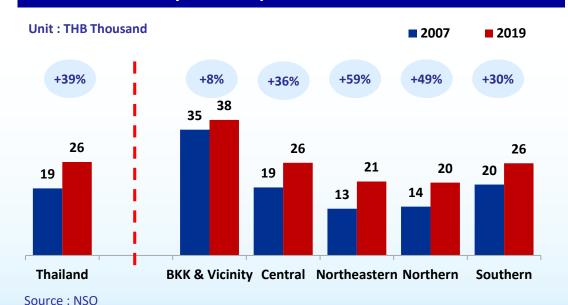


Source: WHO (2017) 33

Increasing Thailand Healthcare Demand



Thailand Monthly Income per Household



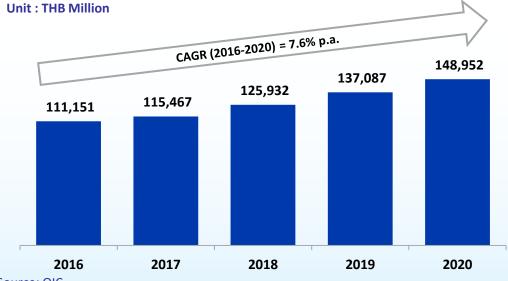
Population Growth and Aging Profile



Commentary

- Aging population generates greater demand for healthcare expenditure
- Monthly income per household in Thailand increased by 39% during 2007-19. This would support growing demand for healthcare
- Health insurance reduces financial burden of out-of-pocket expense. Increasing trend for health insurance will benefit private hospitals

Health & Personal Accident Insurance Premium

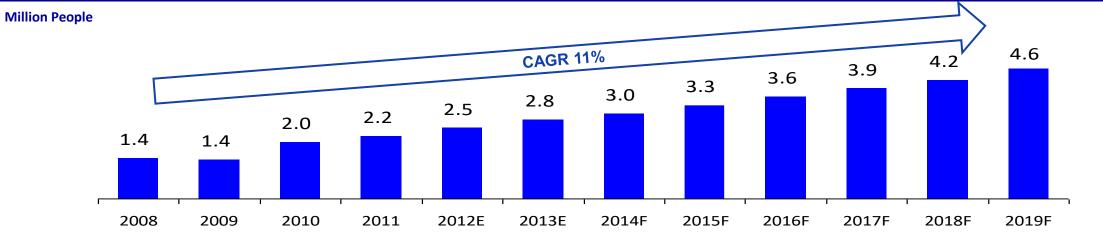


Source: OIC 34

Medical Tourism



Increasing Trend of Medical Tourists to Thailand

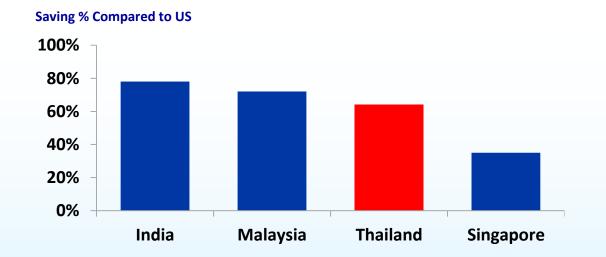


Source: EIC, SCB and Ministry of Commerce

Medical Tourism as a Rising Phenomenon

Procedures (In USD)	USA	Singapore*	Thailand	Malaysia*	India
Heart Bypass	123,000	17,200	15,000	12,100	7,900
Heart Valve Replacement	170,000	16,900	17,200	13,500	9,500
Knee Replacement	35,000	16,000	14,000	7,700	6,600
IVF Treatment	12,400	14,900	4,100	6,900	2,500

Saving as Compared to Other Medical Tourism Market



Source: Medicaltourism.com (2019)

^{*} Excluding doctor fee

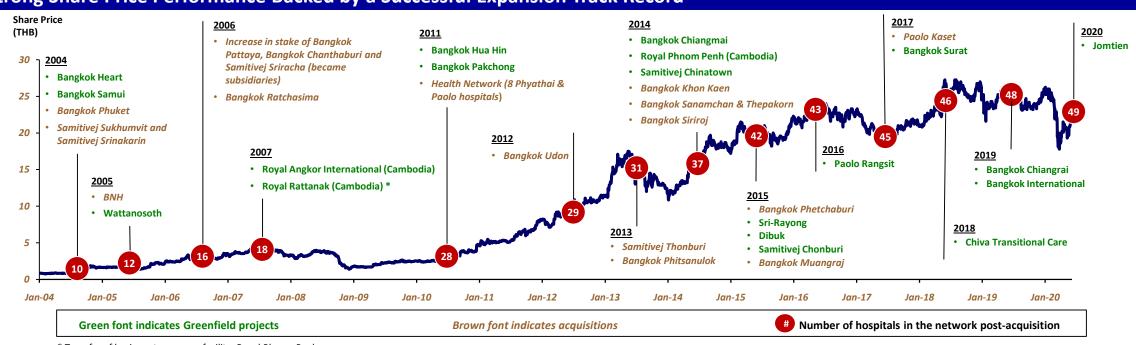


Company Information

Successful Track Record of Expansion Through M&A and Greenfield Projects

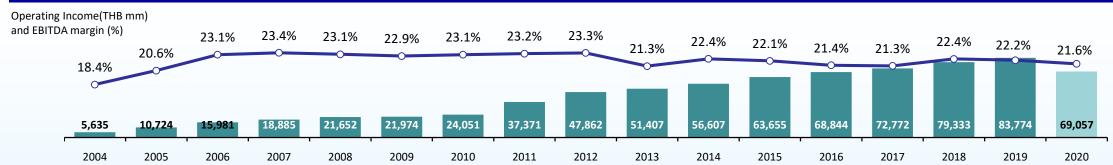


Strong Share Price Performance Backed by a Successful Expansion Track Record



^{*} Transfer of business to our new facility, Royal Phnom Penh

Solid Revenue Growth Over the Past Decade (2004-2020 CAGR of 17.0%) with Resilient EBITDA margin *



Source: Derived from BDMS' financial statements

^{*} Excluding non-recurring items

BDMS Alternative Hospital Quarantine & Alternative State Quarantine





Alternative Hospital Quarantine

30 Hospitals Bangkok

17

BHQ, WSH

svh, snh, sth, sct

BNH

PT1, PT2, PT3, PTN

PLP, PLK, PLR, PLD, PLS, PLC

East

6

BPH, BRH, BTH

SCH, SSH

M PTS

North/Northeast

3

BCM, BCR, BUD

South

4

BPK, BSI, BHH, BSH



Alternative State Quarantine

1 Resort Mövenpick BDMS
Wellness
Resort Bangkok
15 Day Homecoming
Health Watch





		% of Shareholding
1	Mr. Prasert Prasarttong-Osoth, M.D. and spouse	15.5%
2	Thai NVDR Co., Ltd.	9.1%
3	Bangkok Airways PCL and Bangkok Airways Holding Co., Ltd.	6.5%
4	The Viriyah Insurance PCL	6.0%
5	Social Security Office	3.8%
6	UBS AG Singapore Branch	3.5%
7	Miss Poramaporn Prasarttong-Osoth, M.D.	3.5%
8	South East Asia UK (Type C) Nominees Limited	2.6%
9	Mr. Chirotchana Suchato, M.D. and spouse	2.5%
10	Mr. Att Thongtang and spouse	2.1%
	Total	55.0%

Appendix



For More Information:- www.bangkokhospital.com

Group 1 (Bangkok&West&Cambodia	<u>Ownership</u>	No. of Beds	Group 4 (North&Northeast)	Ownership No. of Beds	Group 6 (South)	Ownership No. of Beds
1. Bangkok Hospital	100%]	373	26. Bangkok Chiangmai (BCM)	100% ⊘ 175	44. Bangkok Phuket (BPK)	99.7% 🥝 266
2. Bangkok Heart Hospital	100%	97	27. Bangkok Ratchasima (BKH)	91.4% 171	45. Bangkok Siriroj (BSI)	100% 🥝 151
3. Wattanosoth Hospital - (BHQ)	100% - 🥝	48	28. Bangkok Pakchong (BHP)	91.4% 31	46. Dibuk (DBK)	99.7% 100
4. Chiva Transitional Care	100%	52	29. Bangkok Udon (BUD)	100% 120	47. Bangkok Hat Yai (BHH)	98.8% 200
5. Bangkok International	100%	172	30. Bangkok Phitsanulok (BPL)	100% 195	48. Bangkok Samui (BSH)	100% 📀 52
6. Bangkok Huahin (BHN)	100% 🥝	64	31. Bangkok Khon Kaen (BKN)	100% 140	49. Bangkok Surat (BSR)	100% 150
7. Bangkok Sanamchan (BSN)	100%	210	32. Bangkok Chiangrai (BCR)	100% 80		
8. Thepakorn (TPK)	50.0%	100				
9. Bangkok Phetchaburi (BPR)	100%	255	Group 5		Group 7: Non-Hospital	
10. Bangkok Muangraj (BMR)	100%	142	33. Phyathai 1 (PT1)	98.6% 224	National Healthcare System	100%
11. Royal Phnom Penh (RPH)	100% 🥝	100	34. Phyathai 2 (PT2)	97.8%	Bio Molecular Laboratories	95.0%
12. Royal Angkor International (RAH)	80.0%	30	35. Phyathai 3 (PT3)	97.6% 267	3. The Medicpharma	87.1%
			36. Phyathai Sriracha (PTS)	74.2% 350	4. A.N.B Laboratories	100%
Group 2		_	37. Phyathai Nawamin (PTN)	99.8% 140	5. Save Drug Center (SDC)	100%
13. Samitivej Sukhumvit (SVH)	95.8%	311	38. Paolo Paholyothin (PLP)	100% 267	6. General Hospital Products	47.0%
14. Samitivej Srinakarin (SNH)	95.8%	400	39. Paolo Samutprakarn(PLS)	93.7% 200	o. General Hospital Froducts	47.070
15. Samitivej Sriracha (SSH)	70.1%	10.	40. Paolo Chokchai 4 (PLC)	85.7% 169		
16. Samitivej Thonburi (STH)	64.0%	150	41. Paolo Rangsit (PLR)	100% 150	BDMS Wellness	
17. Samitivej Chonburi (SCH)	100%	260	42. Paolo Kaset (PLK)	100% 162	1. BDMS Wellness Clinic	100%
18. Samitivej Chinatown (SCT)	100%	59	43. Paolo Phrapradaeng (PLD)	84.0% 60	2. BDMS Wellness Resort	100%
19. BNH Hospital (BNH)	91.5%	144	13. Table Finaplaceing (FEB)	31.075	(Mövenpick BDMS Wellness	Resort)
Group 3 (East)						
20. Bangkok Pattaya (BPH)	97.3% 🥝	400				
21. Bangkok Rayong (BRH)	100% 🥝	220				
22. Bangkok Chanthaburi (BCH)	99.7%	185				
23. Bangkok Trat (BTH)	99.8%	114				
24. Sri Rayong (SRH)	100%	195				
25. Jomtien (JTH)	100%	232				
						<i>/</i> /\frac{1}{2}

Remark:- Number of beds is structured beds