



Bangkok Dusit Medical Services (BDMS)
Analyst Presentation 3Q22 & 9M22 Results

18 November 2022

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3Q22 Operational and Financial Summary

3Q22 Highlights

	3Q22	
	% Chg	% to Revenue
Operating income	19%	
	THB 23,985 mm	
Hospital revenue	21%	
	THB 22,825 mm	
Breakdown by nationality		
▪ Thai	10%	76%
▪ International	74%	24%
Breakdown by location		
▪ Bangkok & Vicinity	20%	56%
▪ Outside Bangkok	22%	44%
Breakdown by type of patients		
▪ Outpatients	40%	47%
▪ Inpatients	5%	53%

Remark: - Operating income is calculated from hospital revenue + revenue from sales of goods + other income
 - All operational statistics are from BDMS management report
 - Margin was calculated as a percentage of operating income

Profitability and Ratio

(THB mm)	3Q22	3Q21	Chg. (yoy)
EBITDA	5,999	5,118	17%
EBITDA margin	25.0%	25.4%	
EBIT	4,545	3,535	29%
EBIT margin	18.9%	17.5%	
Net profit	3,386	2,509	35%
Net profit margin	14.1%	12.4%	

Commentary

- Hospital revenue increased 21% yoy mainly from
 - Recovery of international patients especially from Middle East, CLMV and Bangladesh
 - Return of Thai non COVID-19 patients
- COVID-19 related revenues decreased from 25% in 3Q21 to 9% of hospital revenues in 3Q22
- EBITDA and NPAT increased 17% and 35% yoy due to good operating income growth and high occupancy rate to achieve the economy of scale

9M22 Operational and Financial Summary

9M22 Highlights

	9M22	
	% Chg	% to Revenue
Operating income	28%	
	THB 69,125 mm	
Hospital revenue	30%	
	THB 65,966 mm	
Breakdown by nationality		
▪ Thai	22%	77%
▪ International	71%	23%
Breakdown by location		
▪ Bangkok & Vicinity	31%	57%
▪ Outside Bangkok	30%	43%
Breakdown by type of patients		
▪ Outpatients	34%	47%
▪ Inpatients	24%	53%

Profitability and Ratio

(THB mm)	9M22	9M21	Chg. (yoy)
EBITDA	17,293	12,327	40%
EBITDA margin	25.0%	22.9%	
EBIT	12,914	7,637	69%
EBIT margin	18.7%	14.2%	
Net profit	9,493	5,300	79%
Net profit margin	13.7%	9.8%	

Commentary

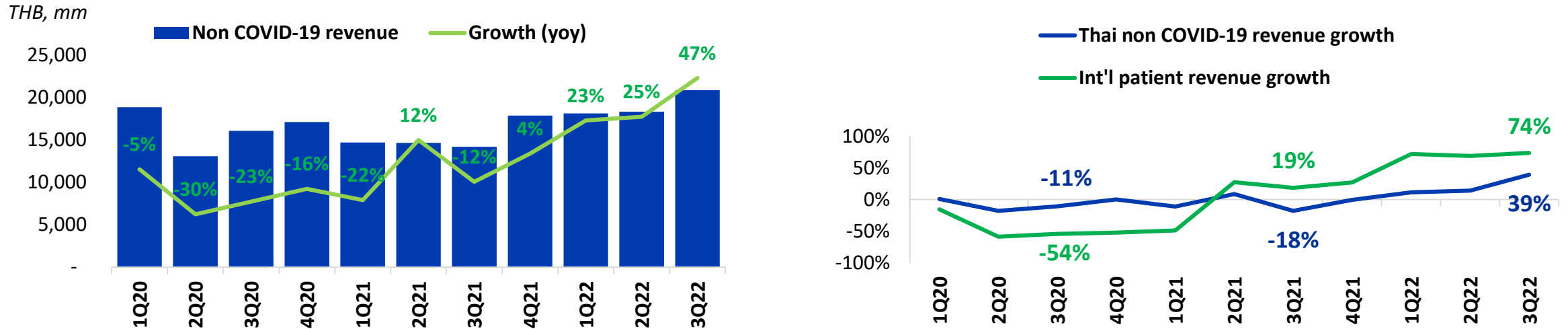
- Hospital revenue increased 30% yoy mainly from
 - Increase in non COVID-19 revenue (+32% yoy) from recovery of both Thai and international patients especially from CLMV and Middle East
 - Increase in COVID-19 revenues (+22% yoy). The portion of COVID-19 related revenue to hospital revenue decreased slightly from 14% in 9M21 to 13% in 9M22

Company Outlook

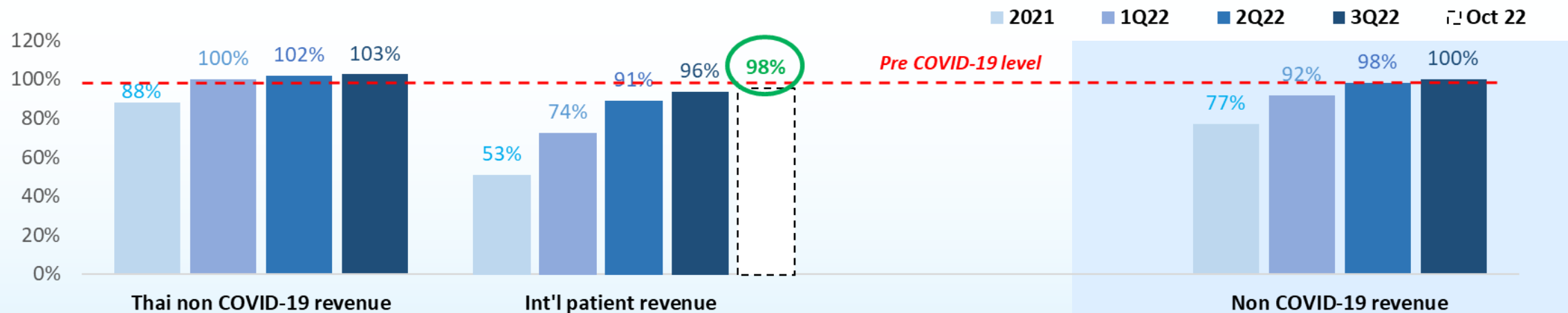


Recovery Trend on Track

Non COVID-19 Revenues Continue to Recover, Driven by Both Thai and International Patients

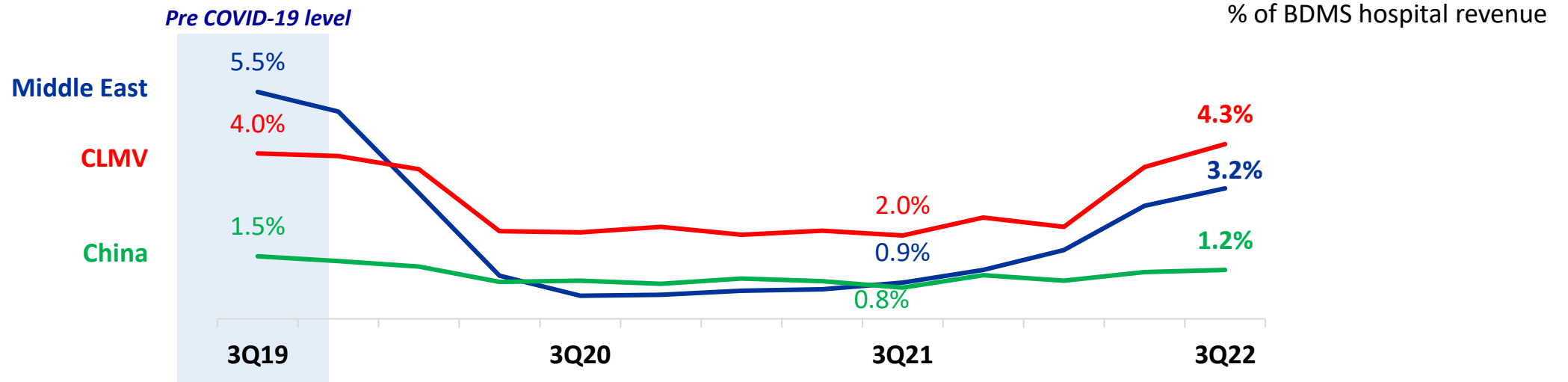


Non COVID-19 Revenues Already Back to Pre COVID-19 Level in 3Q22



Full Recovery of International Patients Next Year

Recovery trend of International Patient Revenues

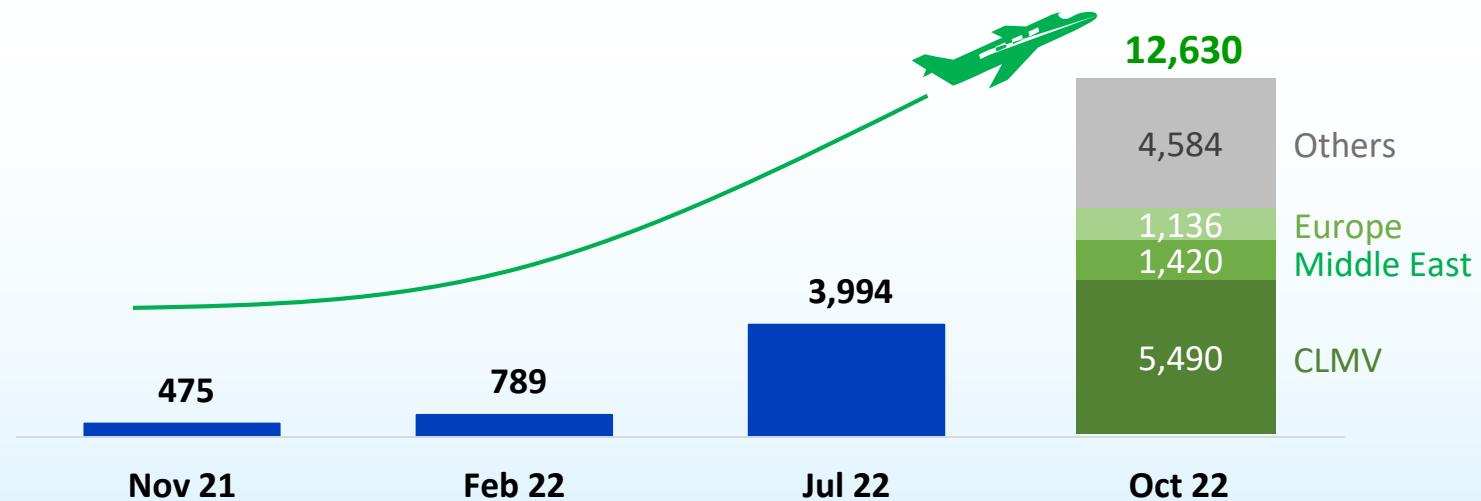


Strong Increase for International Patient Appointments in October 2022







12,630 patients

As of 30 October 2022



Key Growth Drivers and Target for the Next 3 Years (2023-25E)

Key Growth		Key Drivers
Revenues Organic 3 yrs CAGR growth of 6-8% p.a. <i>(If excluding COVID-19 in 2022, revenue growth would be 10-12% p.a.)</i>		Fly-in patients <ul style="list-style-type: none">▪ Pent-up demand from Middle East, China and CLMV▪ Tourists & long-stay tourism rebound i.e. Europe, Australia▪ New markets i.e. Saudi Arabia, Bangladesh Thai & Expat patients <ul style="list-style-type: none">▪ Aging population (Center of Excellence (CoE) & hospital networks)▪ Social security (Increase BDMS market share in social security)
BDMS Health Ecosystem aim to capture 5+ million registered users		<ul style="list-style-type: none">▪ Bringing all of BDMS trusted healthcare and wellness network to entire Thailand, anytime, anywhere & beyond▪ Become a 'Super-App' as BDMS digital-front-door for virtual care▪ B2B partnerships to increase user base esp. insurance focus corporate partnership▪ Partnering with Healthtech to excel in product innovation and customer experience
Occupancy rate target of 70-75%		<ul style="list-style-type: none">▪ Increase patient volumes (value-based pricing, increasing 3rd party payors)▪ Proactive strategies to bring in new patients (preventive care, health ecosystem)
EBITDA margin target of 23-24%		<ul style="list-style-type: none">▪ Improving revenue intensity & case mix index (CoE & Fly-in patients)▪ Increasing economies of scale & operational efficiency

Company Update



B With You
มั่นใจทุกความเคลื่อนไหว
การผ่าตัด

B BANGKOK
HOSPITAL

Upgrade Company Rating to “AA+” from “AA” with Stable Outlook

	12 Oct 2022	Previous
Company rating	AA+	AA
Senior unsecured debentures	AA+	AA
Outlook	Stable	Stable

- The upgrades reflect the following factors:-
 - Better-than-expected operating performance, supported by strong recovery of international patients, as well as improving efficiency and enhance asset utilization
 - BDMS’s Leading position as the largest private healthcare service provider in Thailand with its expansive franchise of well-recognized hospital brands and hospital network
 - Very strong balance sheet and abundant liquidity profile

Bangkok Cancer Hospital, Wattanosoth Signs MOU with National Cancer Center Japan



- Bangkok Cancer Hospital, Wattanosoth signs MOU with National Cancer Center Japan which ranks among the world's top 10 and ranks first in Japan in term of cancer care
- The MOU aims to conduct cancer researches and upgrades cancer care in Thailand and Asia- Pacific while fosters academic cooperation, exchanges of medical knowledge and experience and interagency research support, paving way for enhanced cancer care and responding well with rising cancer incidence

Be Confident in Every Step of Your Surgery

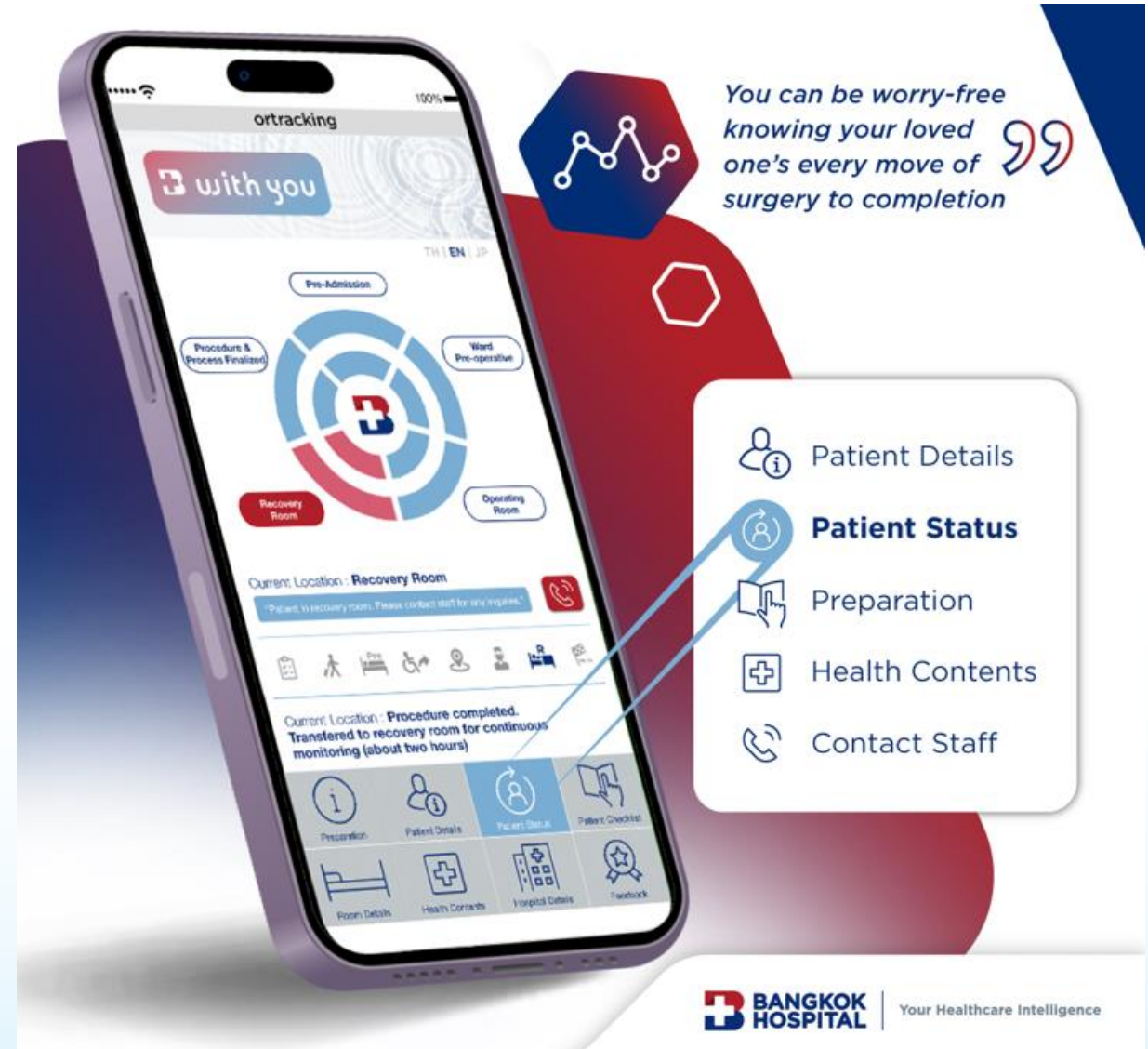


Tracking patients' movements from before surgery to completion of the procedure

Offering patients advice including precautions and other useful health information on how to be prepared before, during, and after their surgery

How to start

You will receive your password via SMS / Line message or email. Then, you can access to B With You system through your mobile phone, tablet or computer anywhere that has internet access



BANGKOK HOSPITAL PRESENTS

Your Healthcare Intelligence



4 Opening of BDMS Genomic Center Since September 2022

Improve Clinical and Health Operational Efficiency

N HEALTH NOVOGENE GENOMICS



- Center of excellence in oncology for comprehensive genomic profile



- Precision health for personalized care approaches



- World class wellness center with advance checkup thru genetic profile

New Test



Non-Invasive Prenatal Testing (NIPT)



Comprehensive Genomic Profiling (CGP)



Genetic Wellness Profiling



Genetic Disease Screening

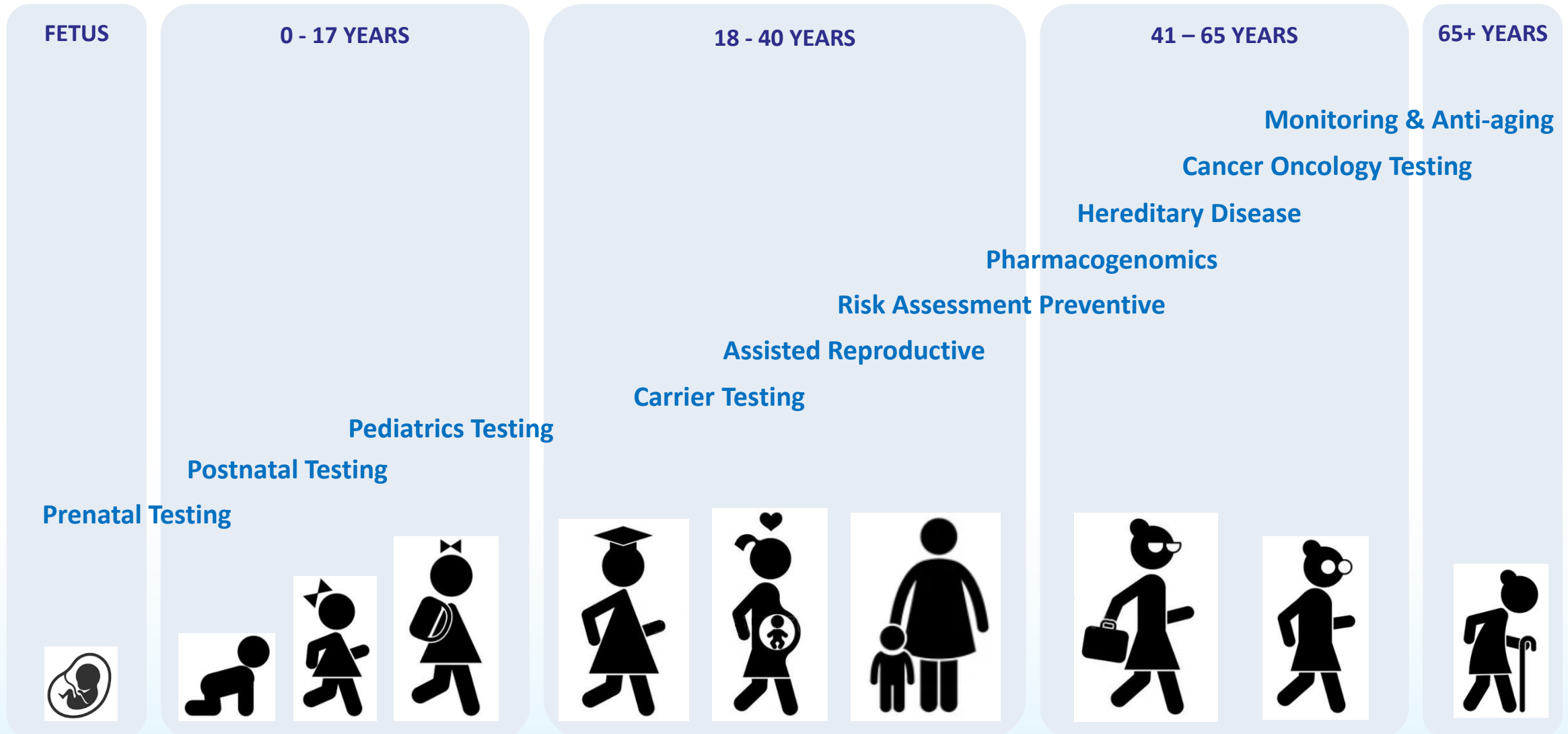


Comprehensive Pharmacogenomic Profiling (PGx)

Products

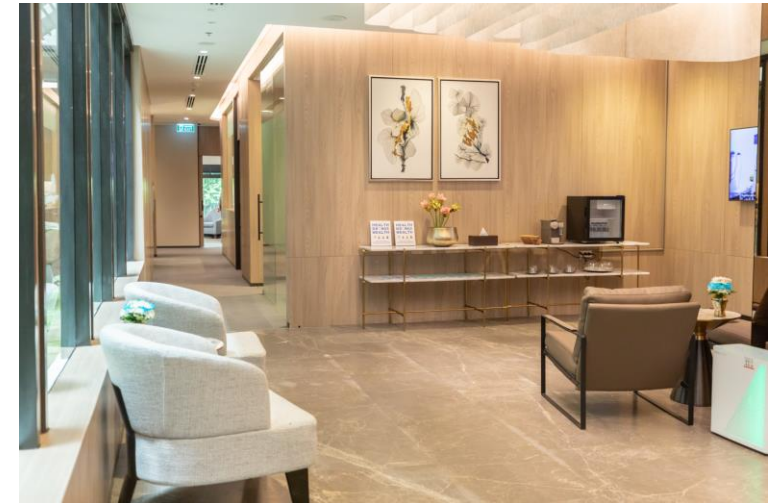


Genetic Influences on Life Span



5 BDMS Wellness Clinic in Collaboration with Minor Group

BDMS Wellness Clinic Retreat at Anantara Riverside Bangkok Resort by Chao Phraya River



BDMS Wellness Clinic Retreat

Offering comprehensive wellness screenings and evaluations focused on the early detection and prevention of disease while promoting longevity



Embracing ESG Aspects into Business Process



BEYOND EXCELLENCE

Deliver beyond excellent healthcare services with integrity, transparency, privacy and compliance

- **Participate in Corporate Sustainability Assessment 2022**
 - BDMS has resulted from DJSI score in the 95 Percentile
 - BDMS listed among Thailand Sustainability Investment members in the service industry for three years in a row



DEVELOPMENTAL INNOVATION

Execute innovative healthcare services through innovation culture & global collaboration

- **BDMS Award 2022:** Enhance BDMS innovation culture through 3 award categories: Smart hospital (Innovation), Patient experience (Quality) and Earth healthcare (Sustainability)
- **BDMS Startup Pitching:** Support Thai healthcare innovation development thru collaboration with 5 potential Thai health tech startups



MEANINGFUL SUSTAINABLE ENGAGEMENT

Ensure sustainable operations on the basis of eco-friendly healthcare with maximal human capital potential

- **Climate mitigation:** Care the Bear Environmental Project in collaboration with SET (reduce 1,282 tonCO₂ equivalent as of September 2022 YTD)
- **BDMS Green Hospital:** Awards for Bangkok Hua Hin (Gold) and Bangkok Chiang Mai (Silver) and opening of applications for BDMS Green Hospital 2023



SOCIAL CONTRIBUTION

Uplift healthcare accessibility & health literacy of the community & society

- **CPR & First Aid Knowledge Sharing** throughout BDMS network which currently achieved at 23,244 communities' members
- **Support Access to Healthcare** through
 - the construction of medical rooms at schools and community in remote area
 - Providing breast cancer screening by mobile digital mammogram and ultrasound both in Bangkok and Western area

Execute Innovative Healthcare Services Through Innovation Culture & Global Collaboration

BDMS AWARD 2022 Healthcare Ecosystem

Smart Hospital

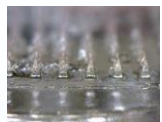
NPI: Pressure Ulcer Monitoring System

Promote optimal bed repositioning of hospitalized patients to prevent pressure ulcers



Patient Experience

Effect of Transdermal Microneedle Patch with NSAID in Osteoarthritic Knee



Micro needling represents a minimally invasive skin rejuvenation procedure. The needles puncture the skin to a uniform dept within the dermis, thus creating a controlled skin injury.



Earth Healthcare

Food Waste Machine

An organic waste machine used for the treatment and recycling of organic waste or wet garbage. The machine results in a small carbon footprint, thus avoiding polluting emission.



SET Awards 2022



Outstanding in

- Innovative Company Awards :BDMS Telehealth Anywhere
- Investor Relations Awards



The National Innovation Award 2022 Large Innovative Organization



Operational Statistics



The image features four individuals standing on colored backgrounds that resemble a staircase. From left to right: a young woman in a red suit on a red background, an older woman in a yellow sweater on a light blue background, a man with a beard in a blue shirt and bow tie on an orange background, and a young man in a pink t-shirt on a purple background. All individuals are smiling and appear healthy.

**Prevention is the KEY
to a healthy life**

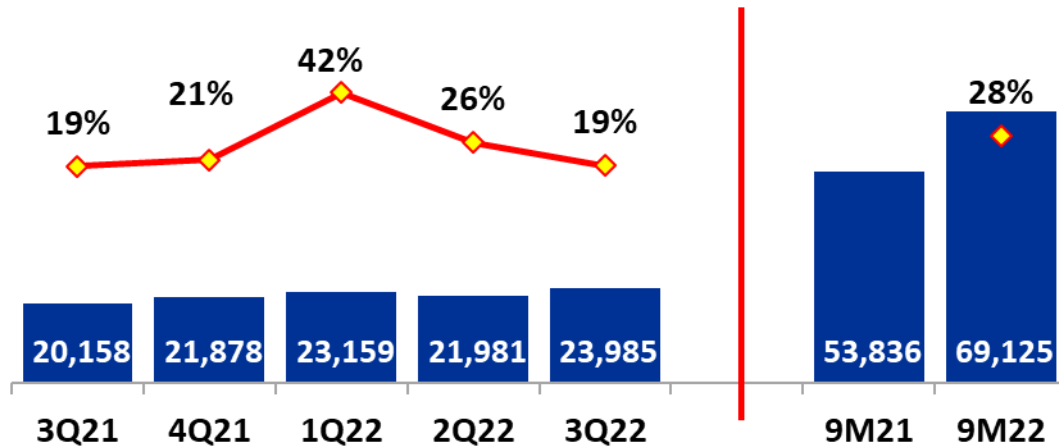
Brain | Heart | Lung | Breast Screening

Operating Income Growth

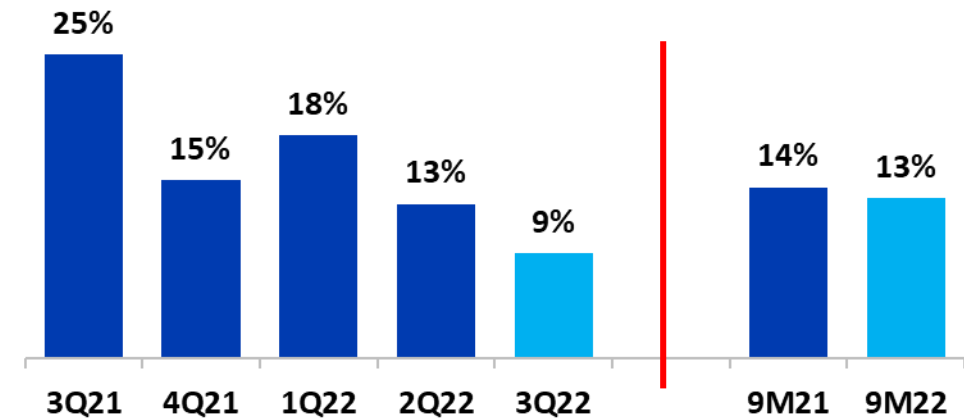
Quarterly Operating Income Trend

(THB mm)

Growth YoY



COVID-19 Revenue Contribution to Hospital Revenue

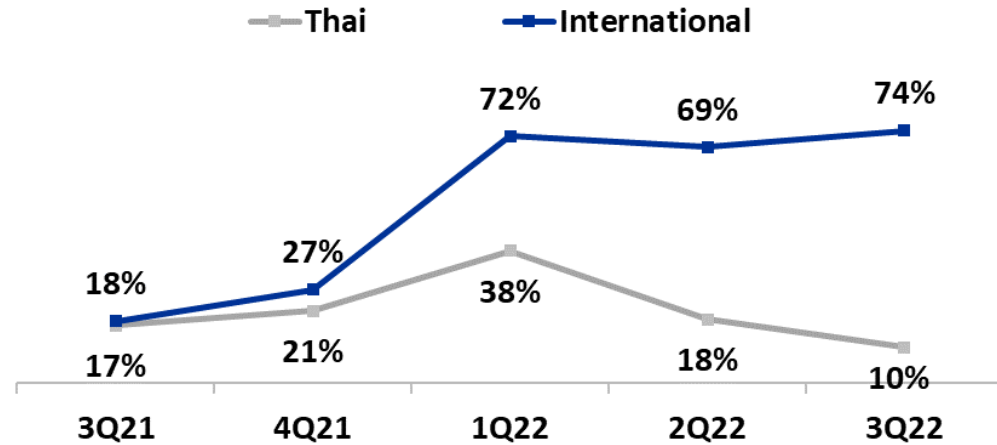


Commentary

- 9M22 Operating income increased by **28%** yoy mainly from
 - Hospital revenue increased by **30%** yoy from
 - A recovery of international patients especially fly-in patients
 - A return of Thai non COVID-19 patients
- If excluding revenue from COVID-19 related services, non COVID-19 revenue would increase **32%** yoy

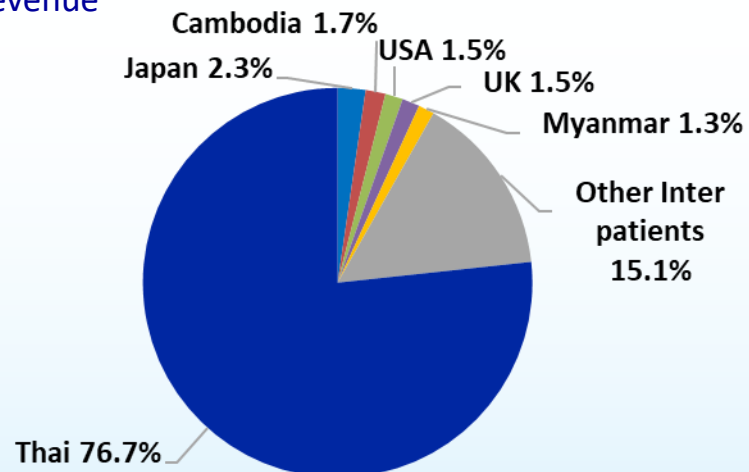
Thai and International Patients

Thai and Inter Patient Revenue Growth Trend (%YoY)



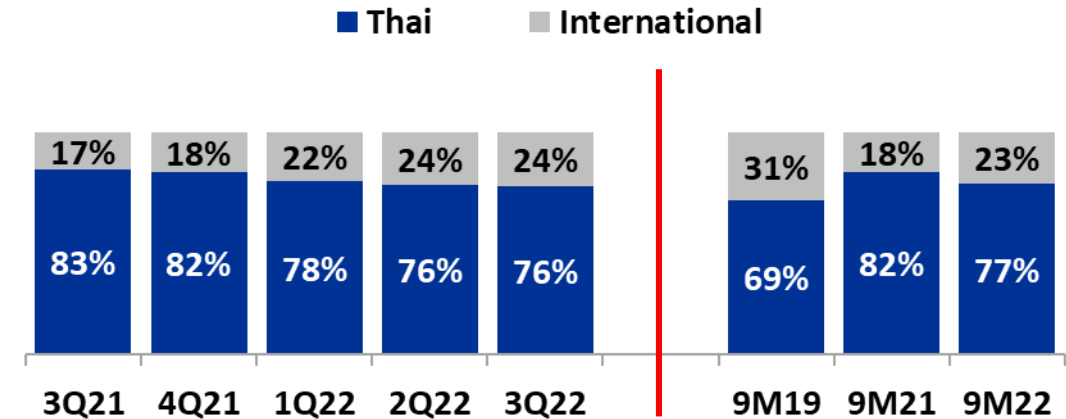
Top 5 Nationality Contribution in 9M22

% to hospital revenue



Revenue Contribution by Nationality

% to hospital revenue



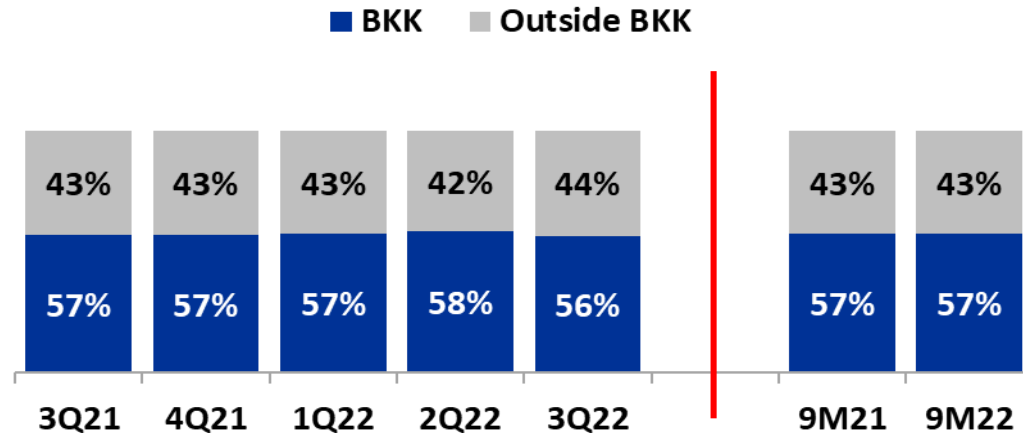
Commentary

- In 3Q22, Revenue from Thai patients and inter patients increased by **10%** and **74%** yoy, respectively
 - Revenue from Inter patients increased mainly from CLMV, Middle East and Bangladesh patients
- In 9M22, Revenue from Thai patients increased by **22%** yoy while revenue from inter patients increased by **71%** yoy

Revenue Contribution by Location and Patient Types

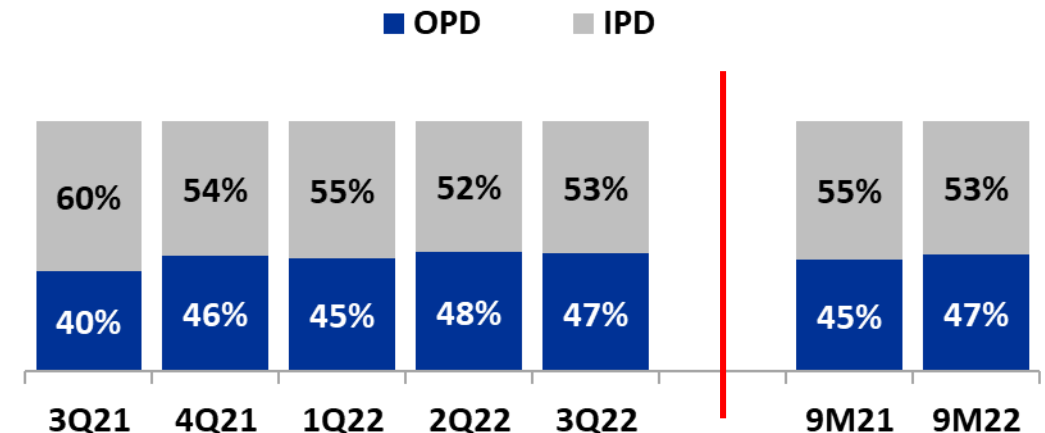
Revenue Contribution by Location

% to hospital revenue

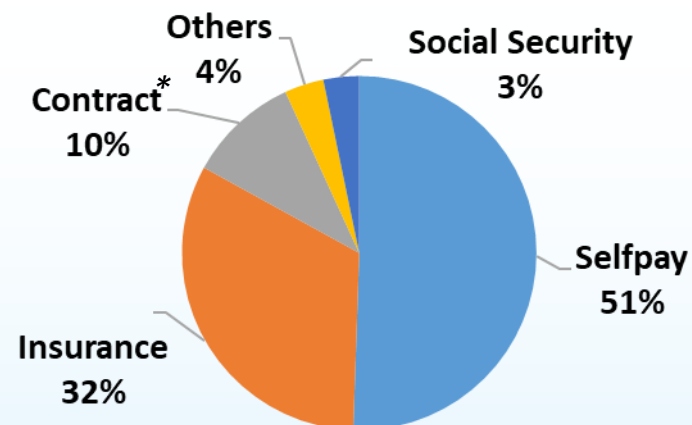


Revenue Contribution by Patient Types

% to hospital revenue



9M22 Patient Revenue by Payor

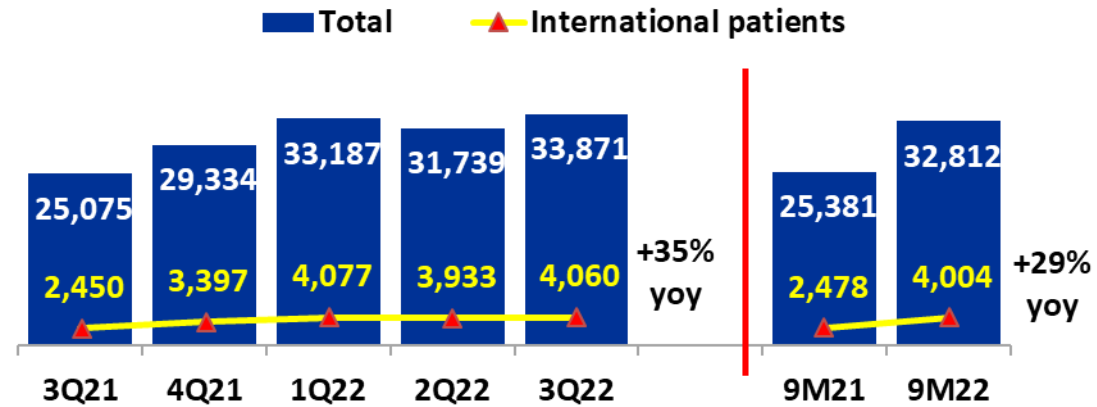


- Revenue portion from contract patients decreased from 13% in 2021 to 10% in 9M22 due to decreasing UCEP reimbursement from COVID-19 patients

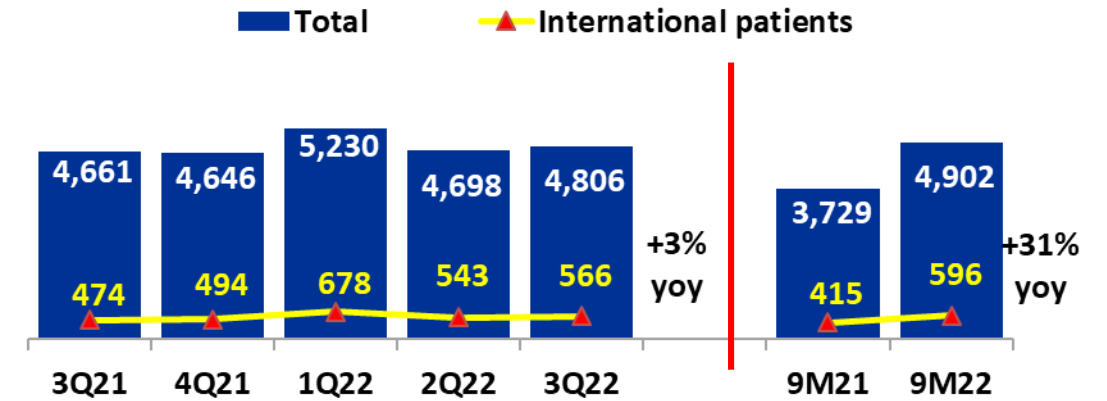
* Including Universal Coverage for Emergency Patients (UCEP)

Patient Volume and Occupancy Rate

Number of OPD Visits per Day

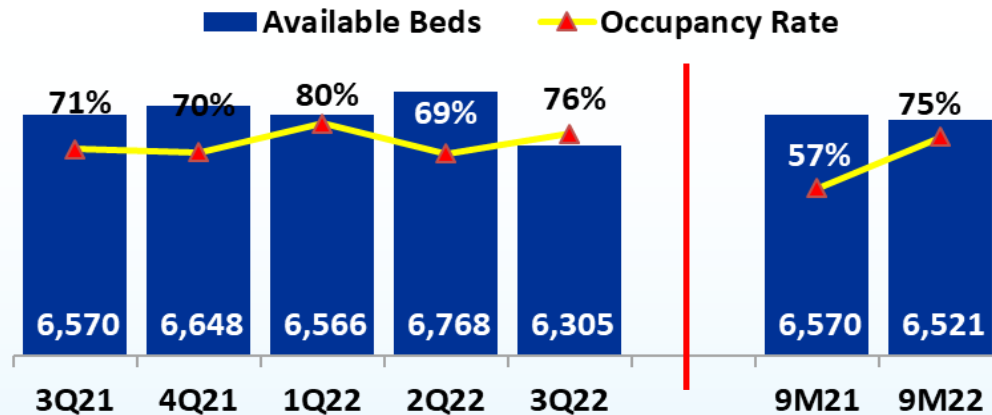


Average Daily Census (ADC)

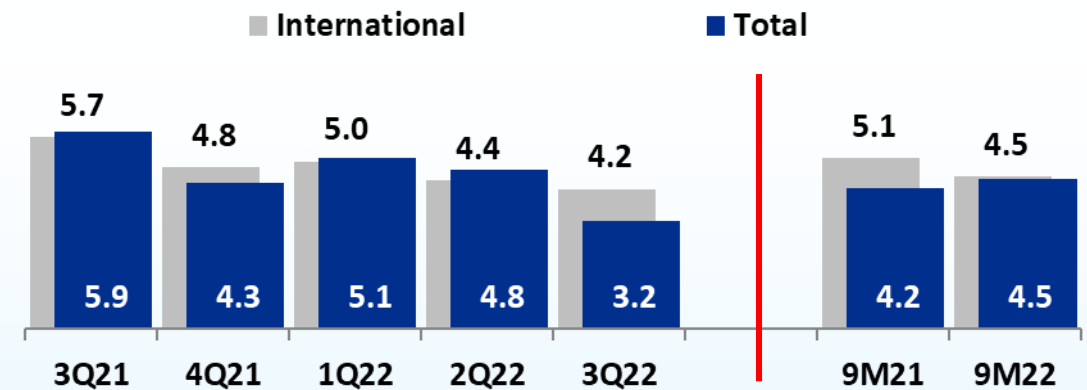


* Excluding hospitels

Occupancy Rate Based on Available Beds



Average Length of Stay (days)



Remarks:- Excluding hospitels and field hospital / In 2022, excluding Thepakorn Hospital
- Including social security patients while excluding new born patients

Financial Highlights

Brain screening

50+
YEARS OF EXCELLENCE
3DMS
Bangkok DMS Medical Services

GET YOUR HEALTH CHECKED BEFORE IT GETS TOO LATE!

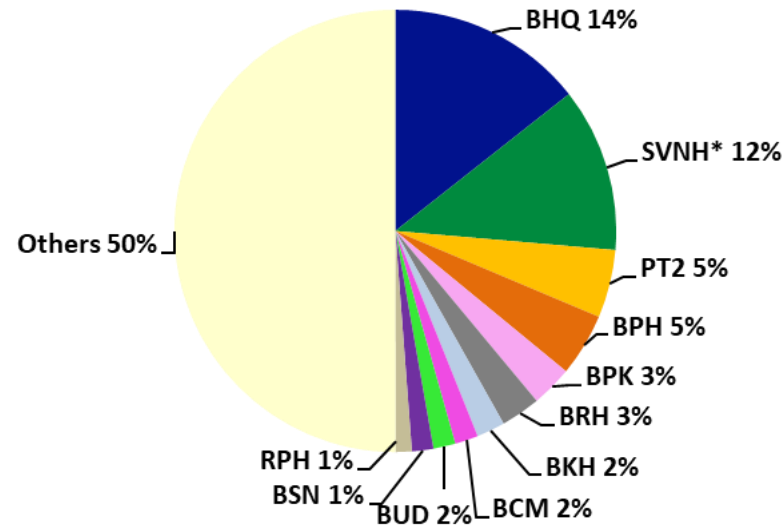
**Prevention is better than cure.
Screening and diagnostic items**

Cancer Screening

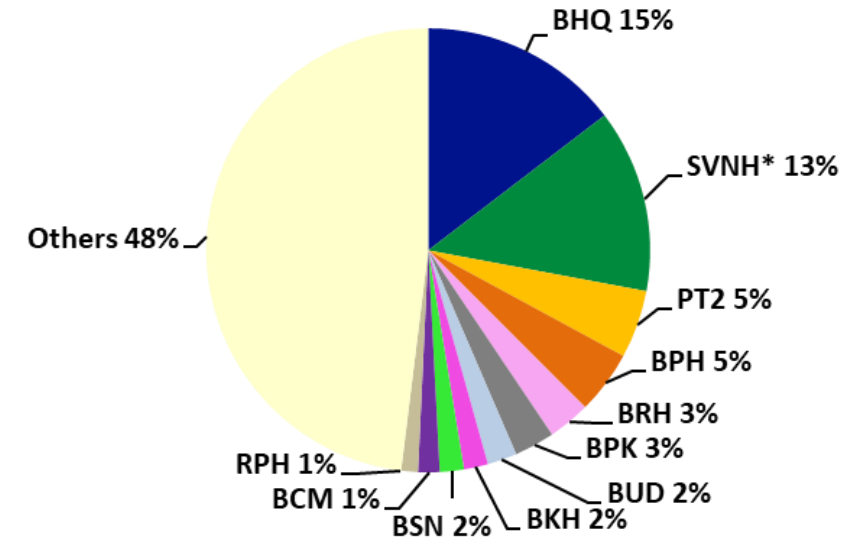
Heart Screening

Diversified Sources of Revenues and Profitability

CoE Operating Income Contribution in 9M22



CoE Total EBITDA Contribution in 9M22



Commentary

- In 9M22, revenue from Center of Excellence (CoE) grew **32%** yoy while contributed 50% of operating income and 52% of total EBITDA with EBITDA margin of around 26%
- Other key hospitals that drove revenue growth were BSH (+102%), SCH (+48%), PT1 (+46%) and PTN (+32%)

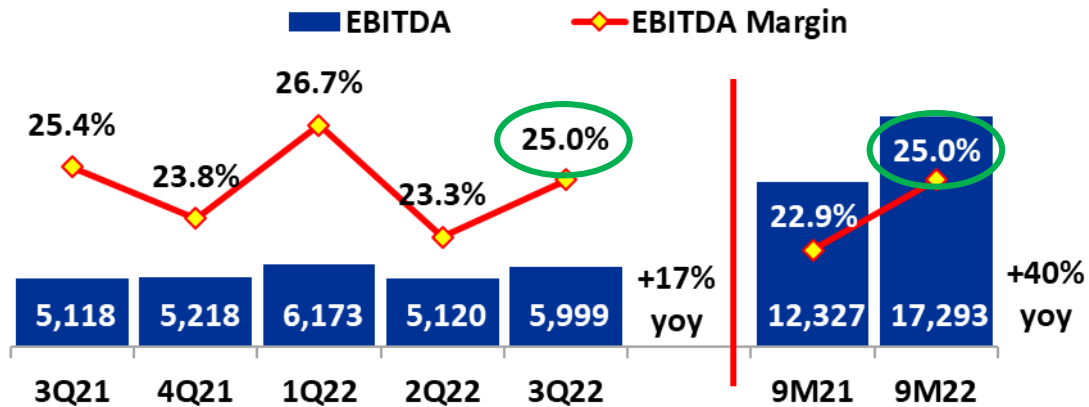
* SVNH included SVH and SNH performance

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

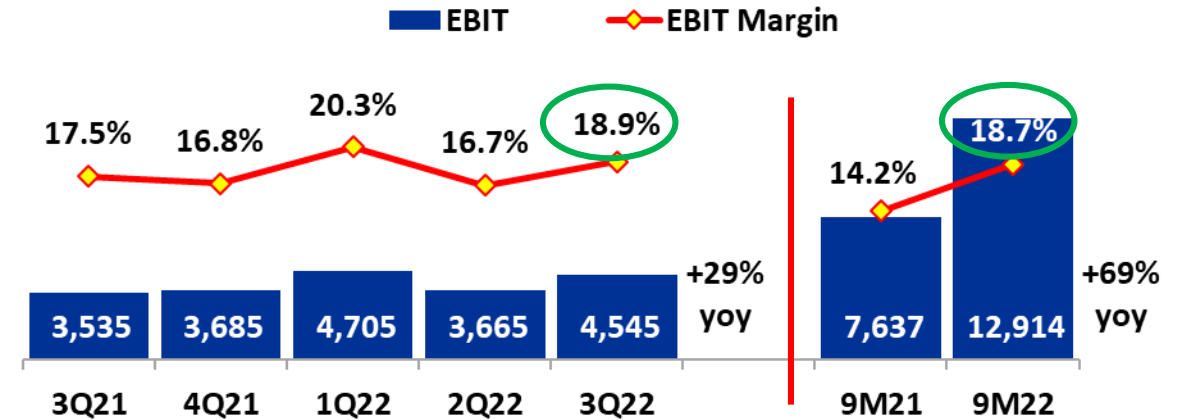
- Hospital abbreviation shown on Appendix

Profitability Trend

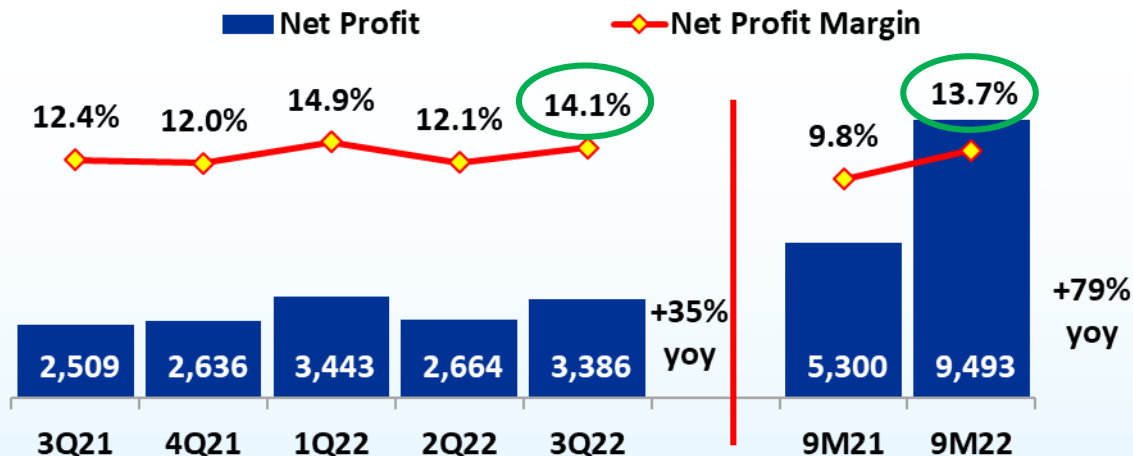
EBITDA & EBITDA Margin (THB mm)



EBIT & EBIT Margin (THB mm)



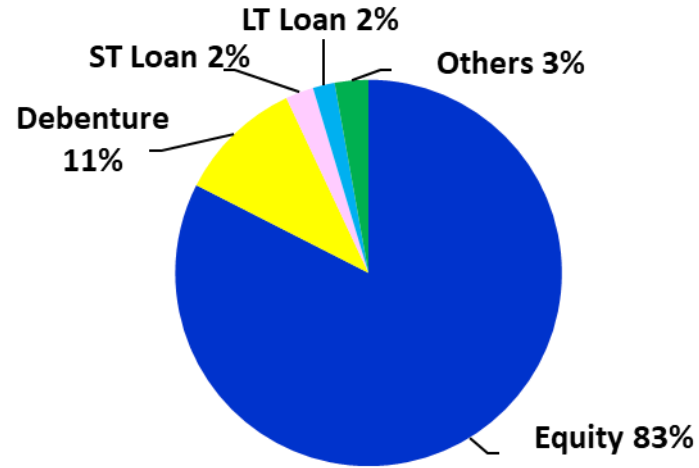
Net Profit & Net Profit Margin (THB mm)



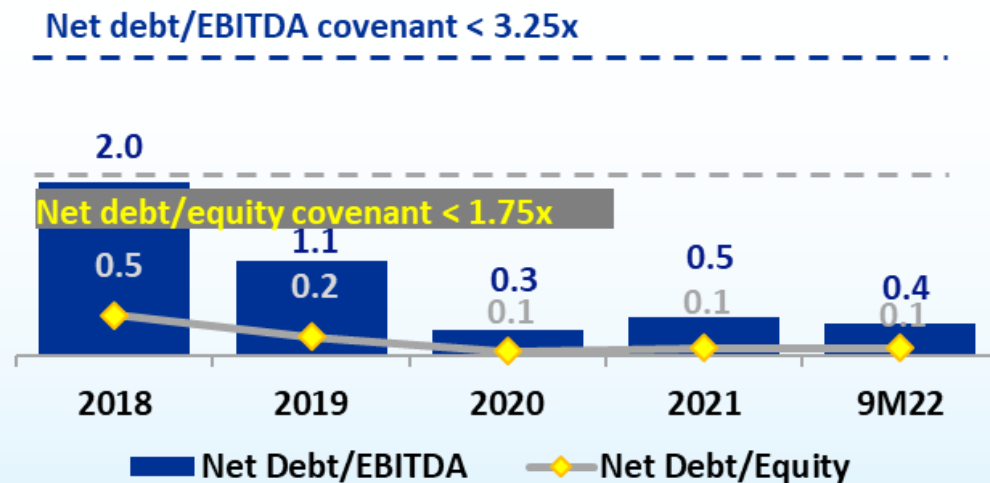
- In 3Q22, net profit was THB 3,386 million, increased by **35%** yoy due to higher operating income and high occupancy rate to achieve the economy of scale
- In 9M22, net profit was THB 9,493 million, increased by **79%** yoy

Capital Management

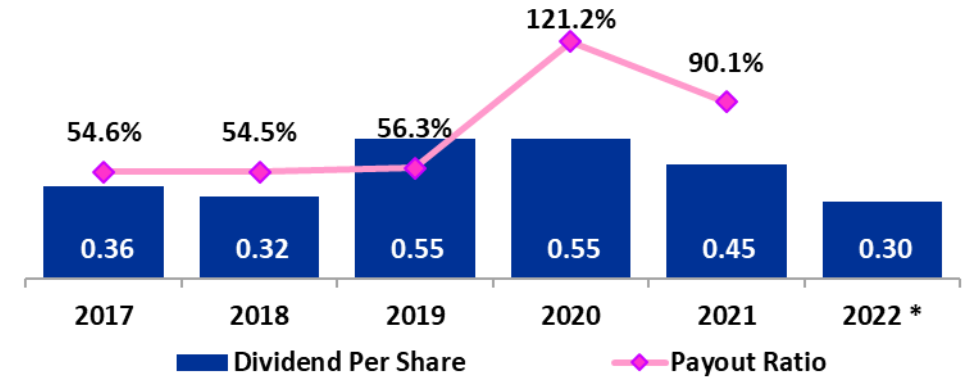
Capital Structure as of September 2022



Gearing Ratios: Well Within Covenants

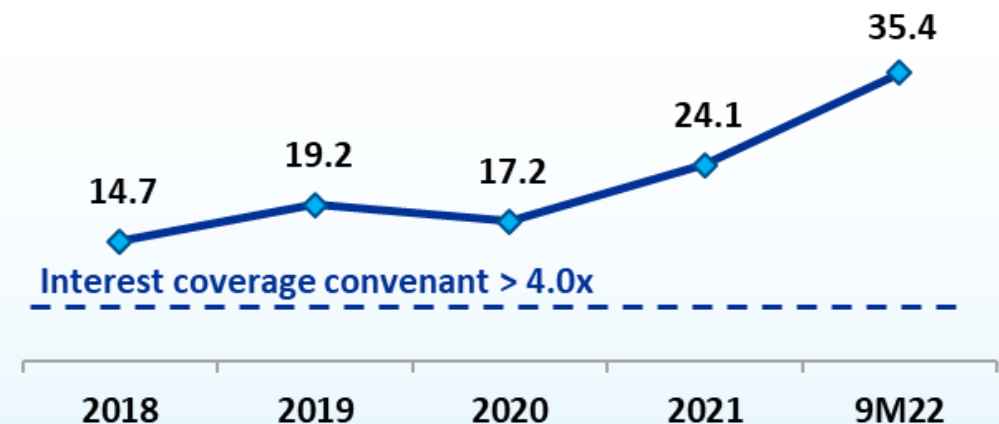


Dividend Payment & Payout Ratio



* Interim dividend

Interest Coverage



Appendix

For More Information:- www.bangkokhospital.com

Group 1 (Bangkok&West)

	Ownership	No. of Beds
1. Bangkok Hospital	100%	329
2. Bangkok Heart Hospital	100%	54
3. Wattanosoth Hospital	100%	48
4. Wattanosoth International	100%	30
5. Chiva Transitional Care	100%	52
6. Bangkok International	100%	172
7. Bangkok Huahin (BHN)	100%	58
8. Bangkok Sanamchan (BSN)	100%	191
9. Thepakorn (TPK)	50.0%	100
10. Bangkok Phetchaburi (BPR)	100%	200
11. Bangkok Muangraj (BMR)	100%	140

Group 2

12. Samitivej Sukhumvit (SVH)	95.8%	275
13. Japanese by Samitivej	95.8%	30
14. Samitivej Srinakarin (SNH)	95.8%	300
15. Samitivej Sriracha (SSH)	67.5%	260
16. Samitivej Thonburi (STH)	64.0%	150
17. Samitivej Chonburi (SCH)	100%	250
18. Samitivej Chinatown (SCT)	100%	50
19. BNH Hospital (BNH)	91.5%	115

Group 3 (East)

20. Bangkok Pattaya (BPH)	97.3%	400
21. Bangkok Rayong (BRH)	100%	222
22. Bangkok Chanthaburi (BCH)	99.7%	200
23. Bangkok Trat (BTH)	99.8%	100
24. Koh Chang International	99.8%	3
25. Sri Rayong (SRH)	100%	195
26. Jomtien (JTH)	97.3%	232

Group 4 (North&Northeast)

	Ownership	No. of Beds
27. Bangkok Chiangmai (BCM)	100%	139
28. Bangkok Ratchasima (BKH)	91.5%	285
29. Bangkok Pakchong (BHP)	91.5%	40
30. Bangkok Udon (BUD)	100%	243
31. Bangkok Phitsanulok (BPL)	100%	200
32. Bangkok Khon Kaen (BKN)	100%	150
33. Bangkok Chiangrai (BCR)	100%	80

Group 5

34. Phyathai 1 (PT1)	98.6%	174
35. Phyathai 2 (PT2)	97.8%	262
36. Phyathai 3 (PT3)	97.6%	260
37. Phyathai Sriracha (PTS)	74.5%	295
38. Phyathai Bangphra	74.5%	3
39. Phyathai Nawamin (PTN)	99.8%	140
40. Paolo Phaholyothin (PLP)	100%	220
41. Paolo Samutprakarn(PLS)	93.7%	200
42. Paolo Chokchai 4 (PLC)	85.7%	169
43. Paolo Chokchai 4 Building 3 (PLC)	85.7%	29
44. Paolo Chokchai 4 Building 5 (PLC)	85.7%	59
45. Paolo Rangsit (PLR)	100%	128
46. Paolo Kaset (PLK)	100%	162
47. Paolo Phrapradaeng (PLD)	84.0%	60

Group 6 (South&Cambodia)

	Ownership	No. of Beds
48. Bangkok Phuket (BPK)	99.7%	234
49. Bangkok Siriroj (BSI)	100%	181
50. Dibuk (DBK)	99.7%	75
51. Bangkok Hat Yai (BHH)	98.8%	193
52. Bangkok Samui (BSH)	100%	57
53. Bangkok Surat (BSR)	100%	88
54. Phangan International	100%	10
55. Royal Phnom Penh (RPH)	100%	100
56. Royal Angkor International (RAH)	80.0%	33

Group 7: Non-Hospital ^{1/}

1. National Healthcare System	98.7%
2. Bio Molecular Laboratories	95.0%
3. The Medicpharma	89.1%
4. A.N.B Laboratories	100%
5. Save Drug Center (SDC)	100%
6. General Hospital Products	47.2%
7. N Health Novogene Genomic	74.0%

BDMS Wellness

1. BDMS Wellness Clinic	100%
2. BDMS Wellness Resort (Mövenpick BDMS Wellness Resort)	100%

Thank you
BDMS IR

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Email: investor@bdms.co.th

Website: <https://investor.bangkokhospital.com/en>

Remark:- Number of beds is structured beds 1/ Not included all BDMS investments