



Bangkok Dusit Medical Services (BDMS)
Investor Presentation 3Q22 & 9M22 Results
December 2022

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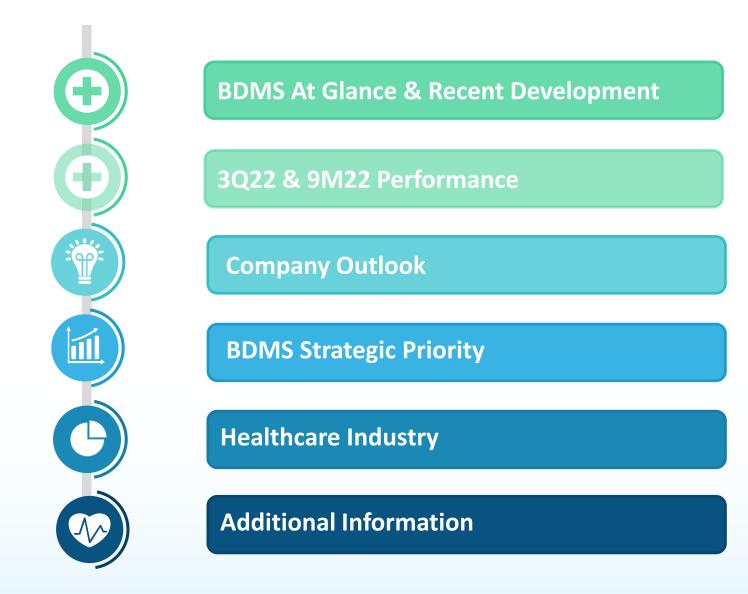


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BDMS At Glance & Recent Development



BDMS at Glance



The Largest Private Healthcare Operator in Thailand



Hospitals



8,400+ Beds



11,000+ **Doctors** (Full time ~3,000)



8,000+ Registered Nurses



Center of Excellence

Hub-and-Spoke model with an established patient referral system

- OPD visit ~ 30,000 patients a day
- Average daily census ~ 3,800

with the patients volume of

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Brand	No. of Hospitals	No. of Beds*
Bangkok Hospital	28	4,098
Samitivej Hospital	7	1,315
Phyathai Hospital	6	1,134
Paolo Hospital	8	1,027
BNH Hospital	1	115
Royal Hospital	2	133
Local Hospital	4	602

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

Non-Hospital Business



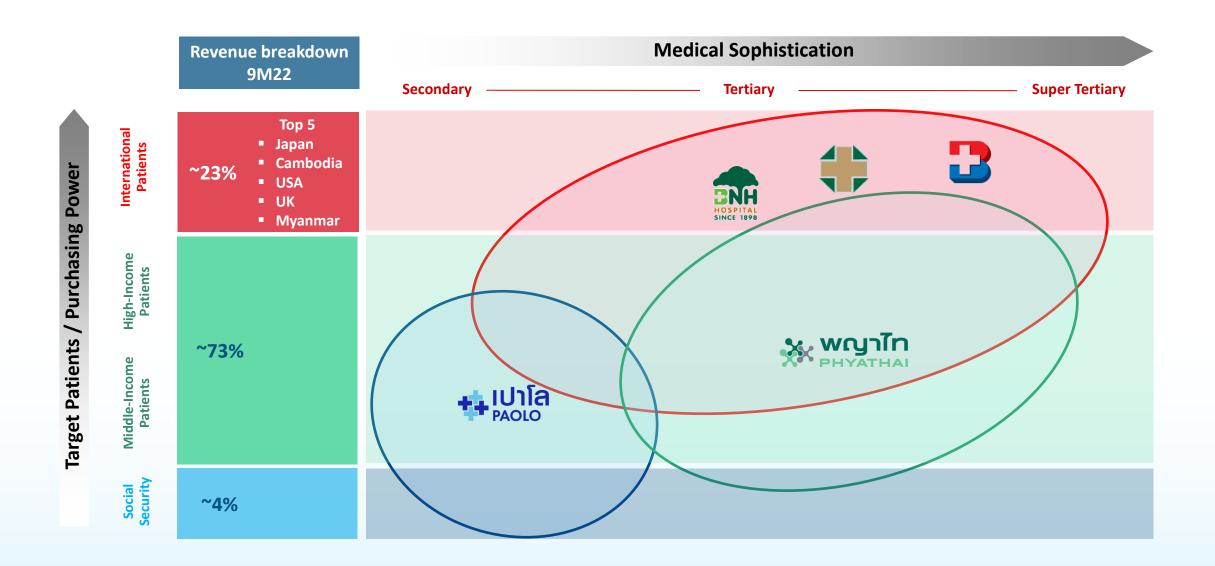






Diversification of Patient Mix





BDMS Complete Continuum of Healthcare





Center of Excellence



Super Tertiary Care



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

Hospital Projects in the Pipeline



Expanding Bed Capacity at New/Existing Hospitals

~8,700 beds

2023

- Bangkok Rayong Cancer
- Phyathai Sriracha Social Security (100 beds)
- Bangkok Rayong –
 Pluakdaeng
 (239 beds)

2024

Samitivej
 International Children
 (102 beds)

~9,000 beds

2026-2027

- Bangkok Chiangmai (75 beds)
- Expansion of existing hospitals

Phyathai 1 (160 beds)

2025

BDMS Silver Wellness & Residence



Mixed - Use Project Located on the Corner of Sarasin and Lang Suan Road, Lumpini, Bangkok

Target Customers Active Silver Age group, health conscious consumers, customers aiming for healthier lifestyle in the natural environment in the heart of Bangkok both Thai and foreigners

Total area

13-0-60.18 Rais of Land (Leasehold from Crown Property Bureau)

Source of Fund

Internal cash and debt financing

Wellness Tower

Clinic

Plaza

Hotel & Serviced Apartment



Total project area approx. 170,000 sq.m. (Construction period of 6.5 years)



Residence Tower



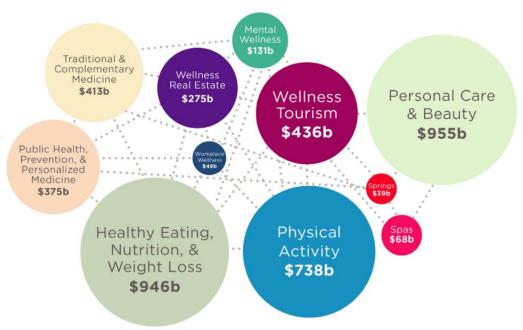
- Land leasehold 30+30 years
- ~ THB 9,145 m
- Building construction and others Total
- ~ THB 14,400 m ~ THB 23,545 m

Wellness Industry: Increasing Global Demand for Wellness

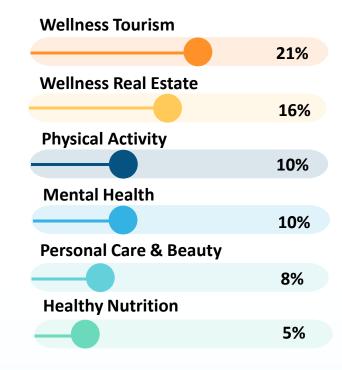


Global Wellness Market Size





Project annual growth by Y2025



- Global wellness market valued USD 4.9 trillion pre COVID-19, then USD 4.4 trillion in 2020
- Global Wellness Institute predicts that the wellness market will return to its robust growth with 9.9% average annual growth reaching nearly USD 7 trillion in 2025

Source: Global Wellness Institute, 2020

3Q22 & 9M22 Performance



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 patie	ents	
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%	

- 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%	

- 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

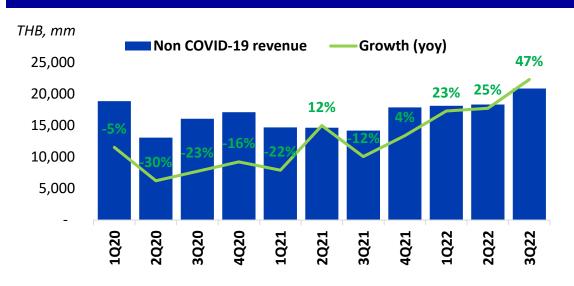
Company Outlook

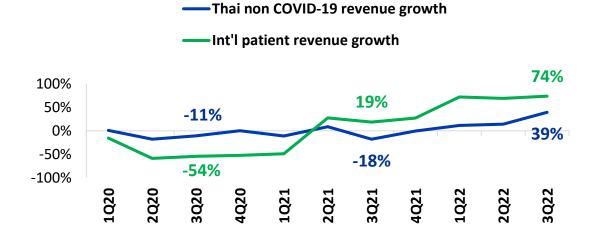


Recovery Trend on Track

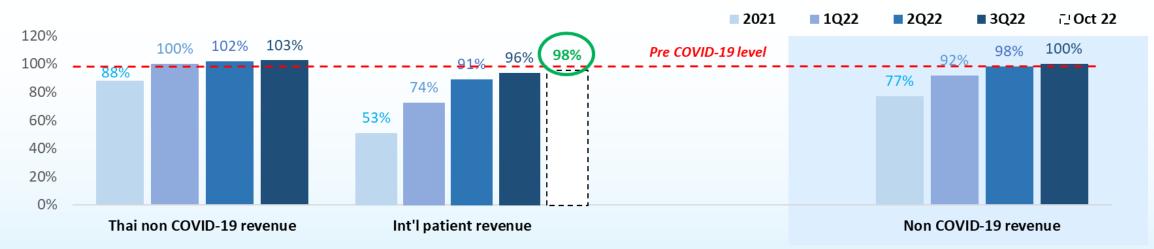


Non COVID-19 Revenues Continue to Recover, Driven by Both Thai and International Patients





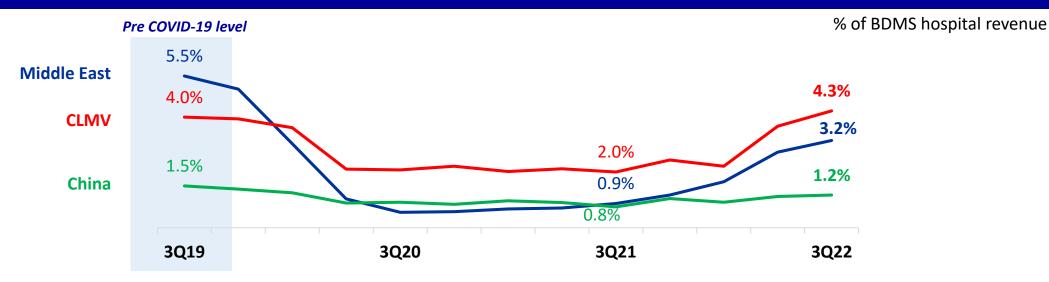
Non COVID-19 Revenues Already Back to Pre COVID-19 Level in 3Q22



Full Recovery of International Patients Next Year



Recovery trend of International Patient Revenues



Strong Increase for International Patient Appointments in October 2022



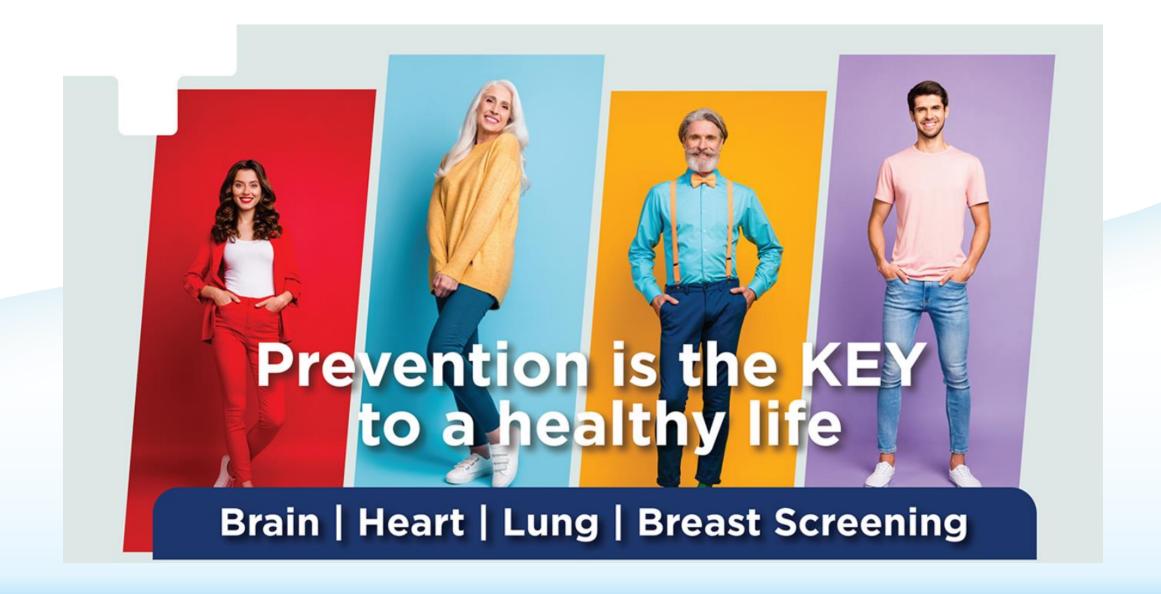


Key Growth Drivers and Target for the Next 3 Years (2023-25E)



Key Growth		Key Drivers
Revenues Organic 3 yrs CAGR growth of 6-8% p.a.	\$	 Fly-in patients 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
(If excluding COVID-19 in 2022, revenue growth would be 10-12% p.a.)		 Thai & Expat patients 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		 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%	223	 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%		 Improving revenue intensity & case mix index (CoE & Fly-in patients) Increasing economies of scale & operational efficiency

BDMS Strategic Priority



BDMS Key Strategic Priority in 2022



Focus on Four Main Areas to Ensure Long-term Sustainable Growth

CUSTOMERS

Expand patients:

Value-based pricing

- Thai/Expat
- Medical tourism
- Referral

INNOVATION

Multi-channel services:

Smart healthcare

- Digital health/market
- Mobile applications
- Smart hospital

 e.g. Computerized physician
 order entry (CPOE)



3rd PARTY

Enhance relationship:

Increase utilization

- Insurance
- Social security
- Universal Coverage for Emergency Patients (UCEP)
- Corporate partner

SERVICES/PRODUCTS

Strategic healthcare:

Healthcare excellence

- Center of excellence
- Genomic center
- Procurement & resource management





Smart Hospital



BDMS Healthcare Ecosystem – Digitally Enabled with Patient at the Centre

Tele-consultation Commercial launched by 1H23 Health Tele-pharmacy Mall Health packages **Home lab** services **Patient Health** Records **BDMS Hospital** Network Health content Home care Disease SAVE DRUG management N Health

BDMS Healthcare Ecosystem

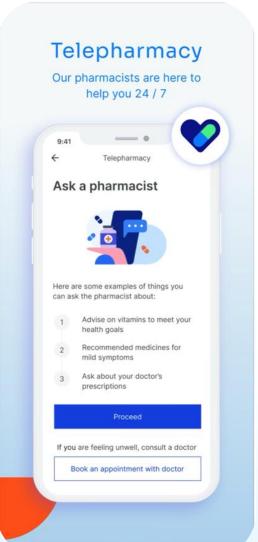


BeDee's Digital Product Offering – Digitally Enabled with Patient at the Center



- Thailand's first premier omnichannel health ecosystem with patient centric
- Comprehensive digital health services for end-to-end patient journey
- The largest specialist group from BDMS network hospitals
- Realtime responsive operations to support all users
- Expand access to care for health and wellness improvements





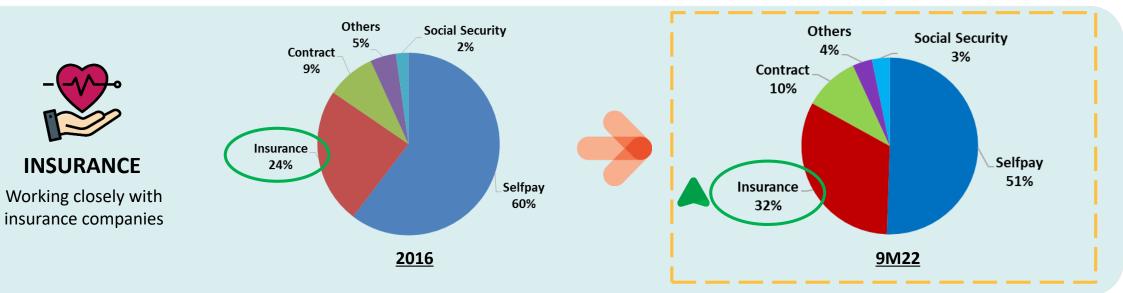




Increase Utilization



Strengthening Relationship with Third Party Payors to Diversify Patient Base and Increase Occupancy Rate





SOCIAL SECURITY

Increased to **700k+**

registered members

- 1. Phyathai Sriracha
- 2. Phyathai Chokchai 4
- 3. Paolo Kaset
- 4. Paolo Samutprakarn



Hospitals



- 5. Paolo Phrapradaeng
- 6. Phyathai Nawamin
- 7. Dibuk
- 8. Thepakorn



Health Excellence



Continued Cooperation with Local and International Institutions

Oregon Health & Science University

Hannover Medical

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







Collaboration for education and research on trauma and orthopedics



Missouri **Orthopaedic Institute**

Collaboration for education, training and research on orthopedics



Centre Hospitalier Universitaire de Toulouse

Collaboration for education, seminars and research on orthopedics





Director of the Maxine Dunitz Neurosurgical Institute at Cedars-Sinai

Collaboration on brain and nervous system

Sano Hospital

Collaboration on **Gastrointestinal Medicine**

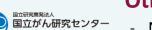


Nagoya University

Collaboration for education and training

Others

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













Health Excellence



Genomic Center



N Health Novogene Genomics Co., Ltd.

JV Company

between N Health & Novogene*

(*the world leading genomic service provider)

Health Nevogene

Establishing

Genomic center – premier next generation sequencing facility

in Thailand



2022



2021

illumına

Strategic alliance with Illumina

(The world largest genetic technology provider)



Personalized Medicine

2023

Opportunity in upper ASEAN in 2021



247 million population



3.7 million babies born



0.5 million new cancer cases

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

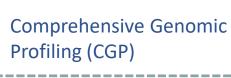


 World class wellness center with advance checkup thru genetic profile

Products



Non-Invasive Prenatal Testing (NIPT)





Genetic Wellness Profiling



Genetic Disease Screening



Comprehensive Pharmacogenomic Profiling (PGx)







BDMS Genomic Center



Genetic Influences on Life Span

FETUS

0 - 17 YEARS

18 - 40 YEARS

41 - 65 YEARS

65+ YEARS

Monitoring & Anti-aging

Cancer Oncology Testing

Hereditary Disease

Pharmacogenomics

Risk Assessment Preventive

Assisted Reproductive

Carrier Testing

Pediatrics Testing

Postnatal Testing

Prenatal Testing



















Sustainability Development



Embracing ESG Aspects into Business Process

Environmental





Building Eco-mindset

Moving to Green Business

Social







Customers & Patients

Investors & Shareholders

Employees





Suppliers

Communities

Corporate Governance





ESG Rating



Dow Jones Sustainability Indices

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



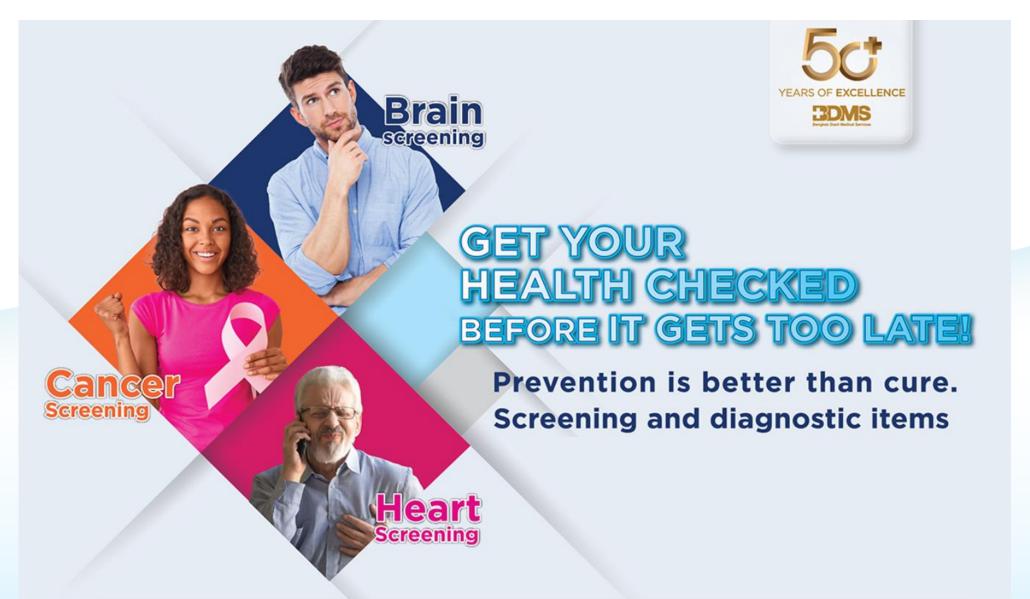








Operational Statistic

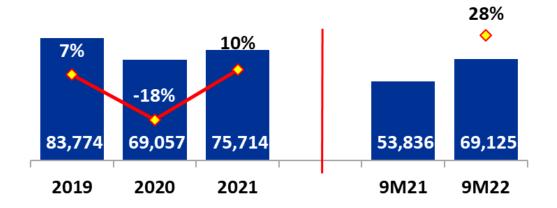


Operating Income Growth

Operating Income Trend

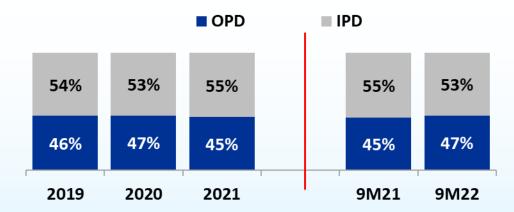
(THB mm)

Growth YoY



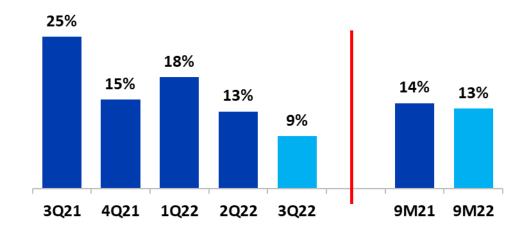
Revenue Contribution by Patient Types

% to hospital revenue





COVID-19 Revenue Contribution to Hospital Revenue



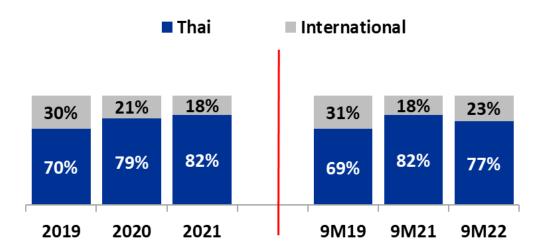
- 9M22 Operating income increased by 28% yoy mainly from
 - Hospital revenue increased by 30% yoy from
 - A recovery of international patients especially flyin patients
 - A return of non COVID-19 Thai patients
 - If excluding revenue from COVID-19 related services, non COVID-19 revenue would increase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

Thai and International Patients



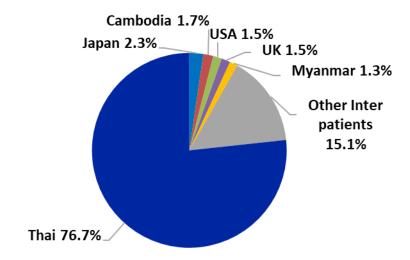
Revenue Contribution by Nationality

% to hospital revenue



Top 5 Nationality contribution in 9M22

% to hospital revenue



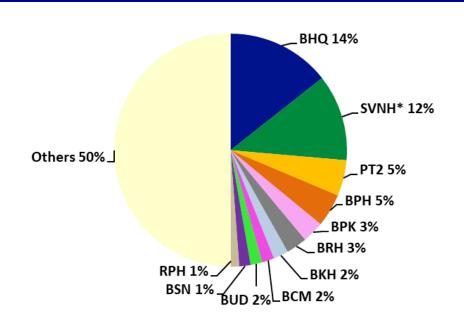
- In 9M22, Revenue from Thai patients increased by 22% yoy while revenue from inter patients increased by 71% yoy
 - Revenue from Inter patients increased mainly from CLMV, Middle East and Bangladesh patients

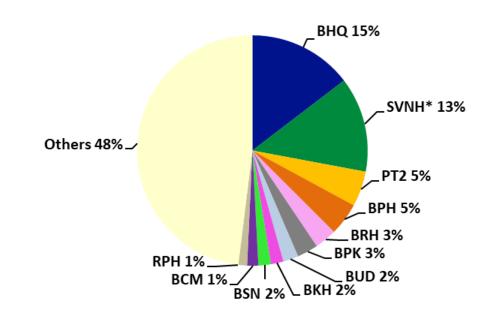
Diversified Sources of Revenues and Profitability



CoE Operating Income Contribution in 9M22

CoE Total EBITDA Contribution in 9M22





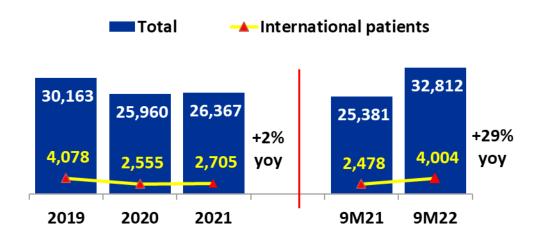
- In 9M22, revenue from Center of Excellence (CoE) grew 32% yoy while contributed 50% of operating income and 52% of total EBITDA with EBITDA margin of around 26%
- Other key hospitals that drove revenue growth were BSH (+102%), SCH (+48%), PT1 (+46%) and PTN (+32%)

^{*} SVNH included SVH and SNH performance

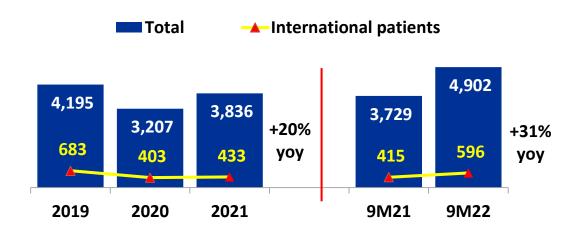
Patient Volume and Occupancy Rate

Bangkok Dusit Medical Services

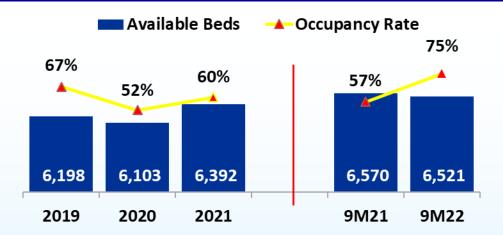
Number of OPD Visits per Day



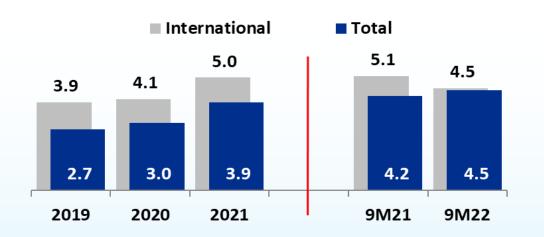
Average Daily Census (ADC)



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

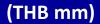
Profitability Trend

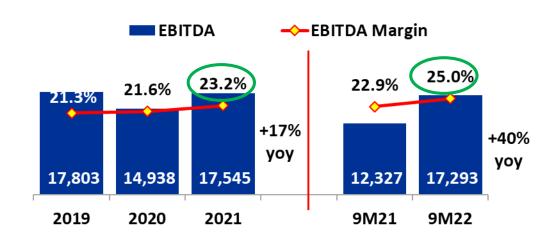


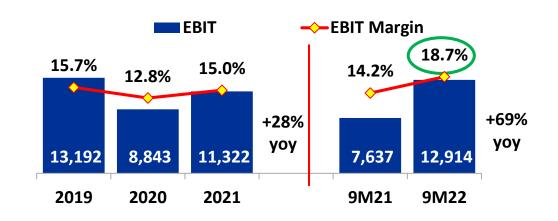
EBITDA & EBITDA Margin

(THB mm)

EBIT & EBIT Margin

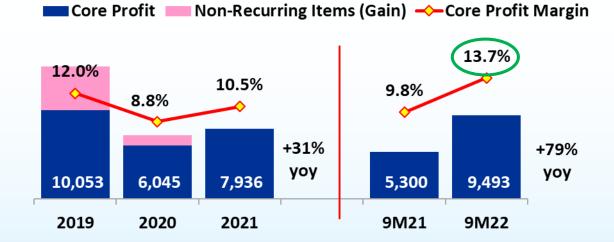






Core Profit & Core Profit Margin

(THB mm)

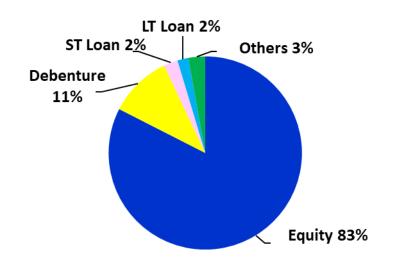


- In 9M22, due to higher operating income and continued cost saving program together with higher occupancy rate to achieve economy of scale
 - **EBITDA** margin increased to 25%
 - NPAT was THB 9,493 million, increased by 79% yoy with NPAT margin of 13.7%

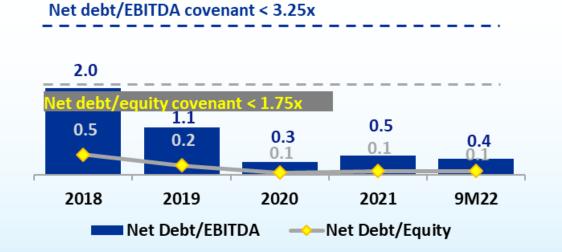
Capital Management

Bangkok Dusit Medical Services

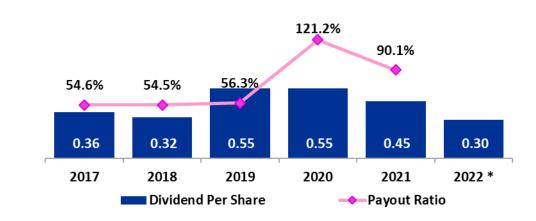
Capital Structure as of September 2022



Gearing Ratios: Well Within Covenants

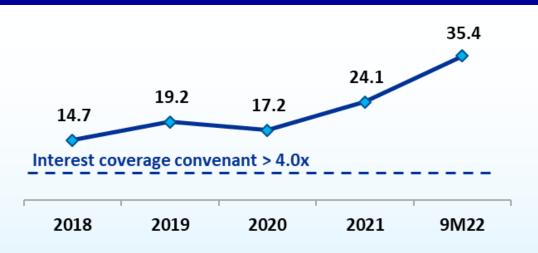


Dividend Payment & Payout Ratio



^{*} Interim dividend

Interest Coverage



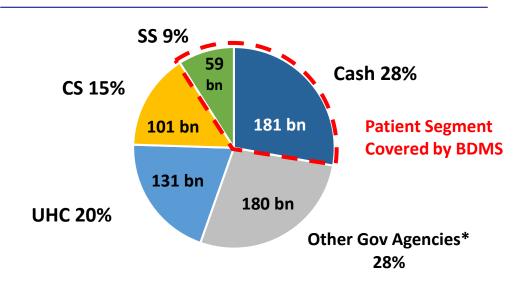
Healthcare Industry





Healthcare Segments in Thailand

Total Health Expenditure for 2019: THB 652 bn



Remark: * Expenditures sponsored by Ministry of Public Health and other ministries Source: Ministry of Public Health

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 (2021)

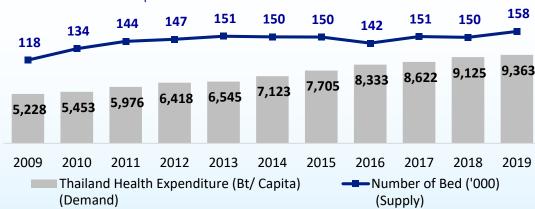
	# of Hospitals	# of Beds
Private	396	38,117
Public	901	98,781
Total	1,297	136,898

(Number per 10,000 population)	Thailand	Global
Doctor (2019)	9	18
Nurse (2019)	32	39
Bed (2016)	22	26

Source: WHO and Ministry of Public Health

Healthcare Demand Growing Faster than Supply

10 Yrs CAGR (2009-2019) Healthcare Supply: +3% p.a. Healthcare Demand: +6% p.a.



Source: NESDB and Ministry of Public Health



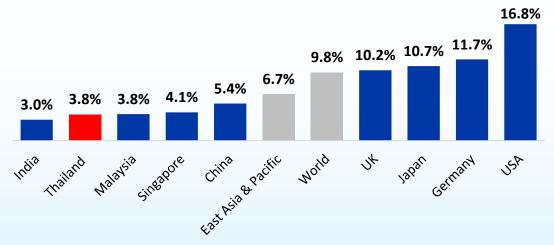
BDMS Market Coverage (March 2022)

	Total Private Beds	BDMS Registered Beds	Market Share
Bangkok & Vicinity	21,384	3,366	16%
Central	5,724	1,790	31%
South	2,946	768	26%
Northeast	3,543	469	13%
North	4,817	310	6%
Total	38,414	6,703	17%

Source: Ministry of Public Health

Low Healthcare Penetration

% of Healthcare expenditure to GDP

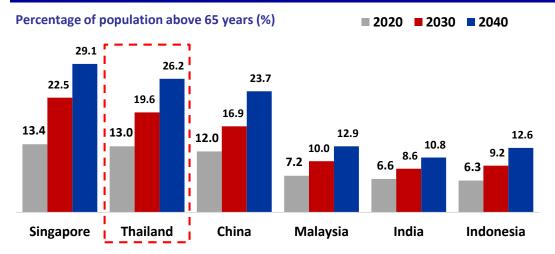


Source: WHO (2019) 37

Increasing Thailand Healthcare Demand

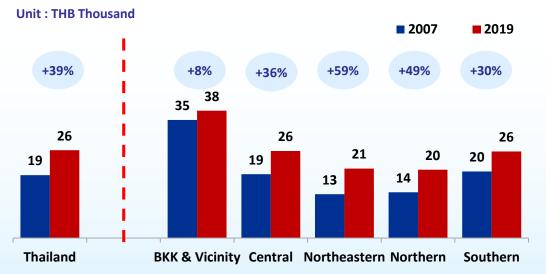






Source: UN Population Database: 2019

Thailand Monthly Income per Household

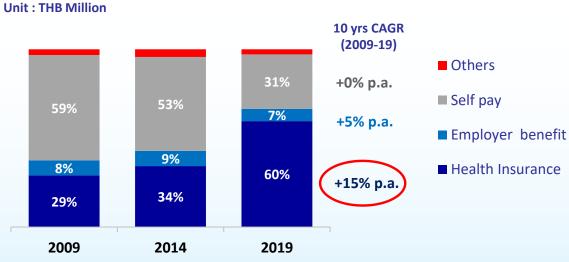


Source: NSO

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

Private Health Expenditure Portion by Payor



Source: IHPP, Ministry of Public Health

Key Advantages to Visit Thailand for Medical Procedures



Opportunity in Thailand

Medical Hub of Asia

With government support, Thailand's position as the "Medical Hub of Asia"

Clinical Excellence

Strong healthcare infrastructure with highly-skilled medical professionals

Healthcare Technology

Artificial intelligent and block chain for healthcare



Affordability

Thailand medical treatments are approx. 40-70% cheaper than those offered in other medical tourist destinations

Thai Hospitality

Thai hospitality with Thai culture for holistic services

Tourist Destination

Thailand is among the top tourist destination in the world

Medical Tourism



Medical Tourism as a Rising Phenomenon

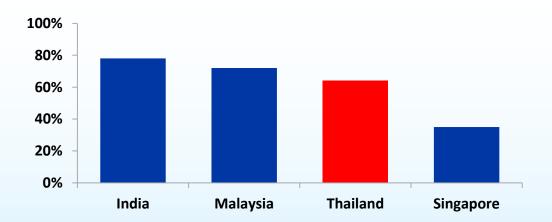
Procedures (In USD)	USA	Singapore*	Thailand	Malaysia*	India
Heart Bypass	123,000	17,200	15,000	12,100	7,900
Heart Valve Replacement	170,000	16,900	17,200	13,500	9,500
Knee Replacement	35,000	16,000	14,000	7,700	6,600
IVF Treatment	12,400	14,900	4,100	6,900	2,500

^{*} Excluding doctor fee

Source: Medicaltourism.com (2021)

Saving as Compared to Other Medical Tourism Market

Saving % Compared to US



- Thailand key major advantages
 - Affordability: Thailand medical treatments are approx.
 40-70% cheaper than those offered in other medical tourist destinations
 - Highly trained medical professional and clinical personnel
 - Excellent services with Thai hospitality
 - Regional hub: Thailand shares the spotlight with Singapore, Malaysia and India to form a regional medical tourism hub

Additional Information



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



Strong Share Price Performance Backed by a Successful Expansion Track Record



Solid Revenue Growth Over the Past Decade (2011-2021 CAGR of 7.3%) with Resilient EBITDA margin *

Operating Income(THB mm) and EBITDA margin (%)



Source: Derived from BDMS' financial statements

^{*} Excluding non-recurring items



Shareholding Structure (As of 2 June 2022)

		% of Shareholding
1	Mr. Prasert Prasarttong-Osoth, M.D. and spouse	12.9%
2	Thai NVDR Co., Ltd.	11.8%
3	Bangkok Airways PCL and Bangkok Airways Holding Co., Ltd.	6.5%
4	Miss Poramaporn Prasarttong-Osoth, M.D.	5.1%
5	The Viriyah Insurance PCL	5.0%
6	South East Asia UK (Type C) Nominees Limited	3.8%
7	UBS AG Singapore Branch	3.7%
8	State Street Europe Limited	2.5%
9	Social Security Office	2.5%
10	Mr. Chirotchana Suchato, M.D. and spouse	2.5%
	Total	56.3%

Appendix 1/



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%	47
4. Wattanosoth International	BHQ) 100%	30
5. Chiva Transitional Care	100%	52
6. Bangkok International	100% ^J	172
7. Bangkok Huahin (BHN)	100%	6 0
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)	98.9% 🦠	275
13. Japanese by Samitivej	98.9%	30
14. Samitivej Srinakarin (SNH)	98.9% 🦠	300
15. Samitivej Sriracha (SSH)	69.6%	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

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	Group 4 (North&Northeast)	<u>Ownership</u>	No. of Bed
	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%	<u>262</u>
	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 (PL	.C) 85.7%	29
	44. Paolo Chokchai 4 Building 5 (PL	.C) 85.7%	59
	45. Paolo Rangsit (PLR)	100%	128
	46. Paolo Kaset (PLK)	100%	162
	47. Paolo Phrapradaeng (PLD)	84.0%	60

Gro	up 6 (South&Cambodia)	<u>Ownership</u>	No.	of Bed	
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 (RA	(H) 80.0%		33	
Gro	up 7: Non-Hospital				
1.	National Healthcare System	98.7%			
2.	Bio Molecular Laboratories	95.0%			
3.	N Health Pathology	95.0%			
4.	N Health Novogene Genomic	74.0%			
5.	The Medicpharma	89.1%			
6.	A.N.B Laboratories	100%			
7.	Save Drug Center (SDC)	100%			
8.	General Hospital Products	47.2%			
BDI	MS Wellness				
1.	BDMS Wellness Clinic	100%			
2.	BDMS Wellness Resort	100%			
	(Mövenpick BDMS Wellness R	esort)			
3.	BDMS Silver	100%			

BDMS IR

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