



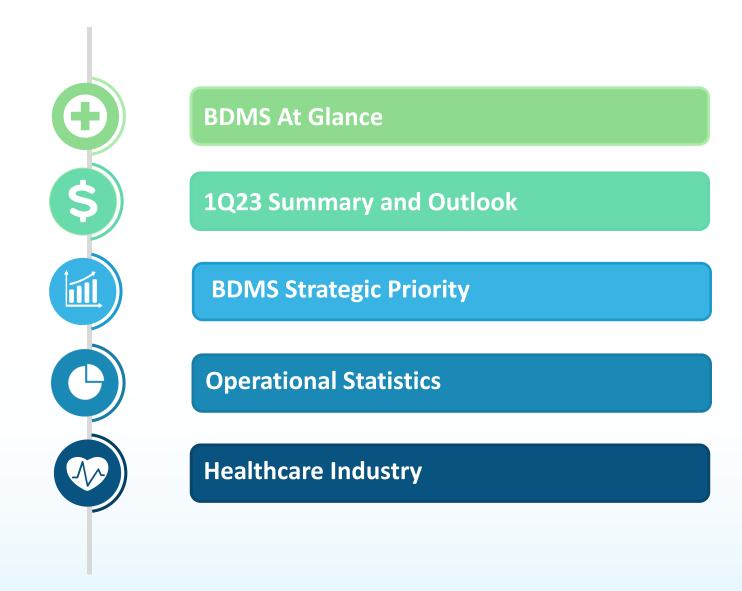
#### **2023 Thailand Investment Conference**

26 Jun 2023

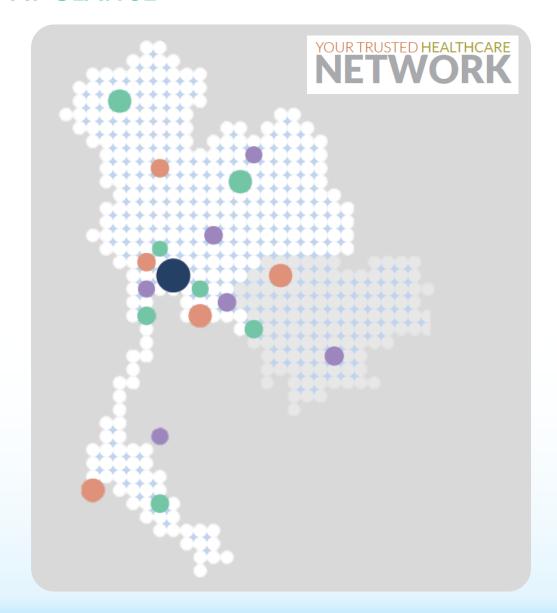
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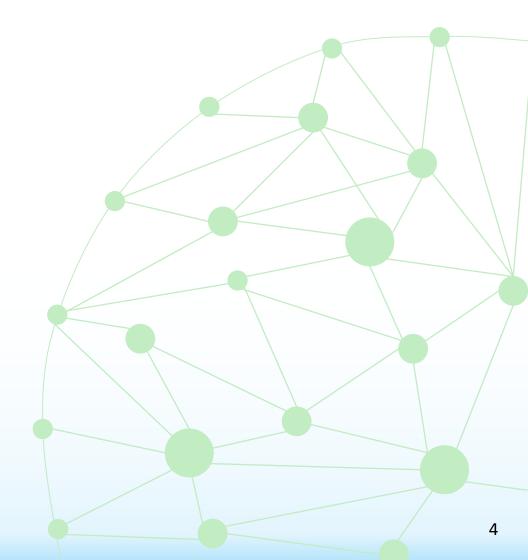
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# CONTENT



# **B**DMS AT GLANCE





#### **BDMS** at Glance



#### The Largest Private Healthcare Operator in Thailand



50+ Hospitals



8,400+ Structured Beds



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



8,000+
Registered
Nurses



14
Center of
Excellence
(as of May 2023)

Member of
Dow Jones
Sustainability Indices
Powered by the S&P Global CSA



June 07, 2022







- OPD visit ~ 33,000 patients a day
- Average daily census ~ 4,700

Bran	nd	No. of Hospitals	No. of Beds*
Bangkok	Hospital	29	4,108
Samitivej	Hospital	7	1,315
Phyathai	Hospital	6	1,134
Paolo Hos	spital	8	1,027
BNH Hosp	oital	1	115
Royal Hos	spital	2	133
Local Hos	pital	4	602

<sup>\*</sup> Maximum number of beds according to structure of the hospitals

#### **Non-Hospital Business**



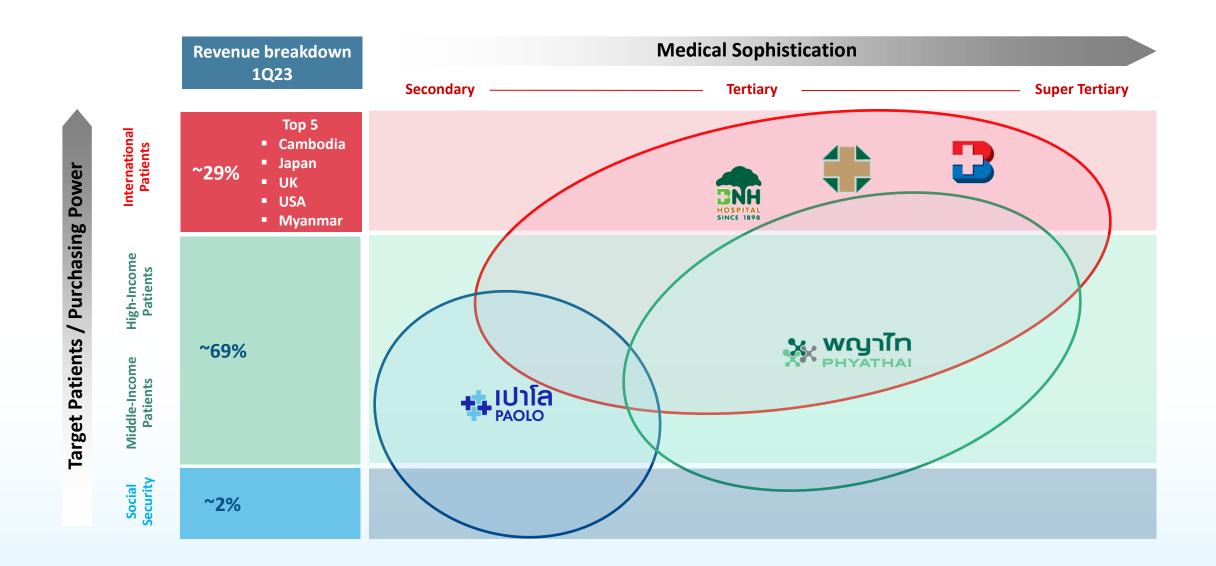






#### **Diversification of Patient Mix**





#### **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**

~8,400 beds

2022

2023

- ✓ Bangkok Rayong Cancer
- ✓ Bangkok Pluak Daeng (180 beds)
- Phyathai Sriracha Social Security (100 beds)

~9,000 beds

2025-2027

- Phyathai 1 (160 beds)
- Bangkok Chiangmai (75 beds)
- Expansion of existing hospitals

2024

SamitivejInternational Children(100 beds)

# 1Q23 SUMMARY AND OUTLOOK





#### **1Q23 Operational and Financial Summary**



#### **1Q23 Highlights**

	1Q23	
	% Chg	% to
		Revenue
Operating income	5%	
	THB 24,313 mm	
Hospital revenue	4%	
	THB 23,084 mm	
Breakdown by nationality		
<ul><li>Thai</li></ul>	(6)%	71%
Thai non COVID	23%	
<ul><li>International</li></ul>	38%	29%
Breakdown by location		
<ul><li>Bangkok &amp; Vicinity</li></ul>	2%	56%
<ul> <li>Outside Bangkok</li> </ul>	7%	44%
Breakdown by type of patie	ents	
<ul><li>Outpatients</li></ul>	10%	48%
<ul><li>Inpatients</li></ul>	(1)%	52%

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)	1Q23	1Q22	Chg. (yoy)
EBITDA	5,987	6,173	(3)%
EBITDA margin	24.6%	26.7%	
EBIT	4,630	4,705	(2)%
EBIT margin	19.0%	20.3%	
Net profit	3,470	3,443	1%
Net profit margin	14.3%	14.9%	

Remark: Margin was calculated as a percentage of operating income

#### **Commentary**

- Hospital revenue increased 4% YoY mainly from
  - Higher patient intensity at Center of Excellence
  - Recovery of international patients
- EBITDA decreased YoY due to lower occupancy rate from a decline in number of COVID-19 patients as, during 1Q22, COVID-19 revenue ~ 18% of hospital revenue

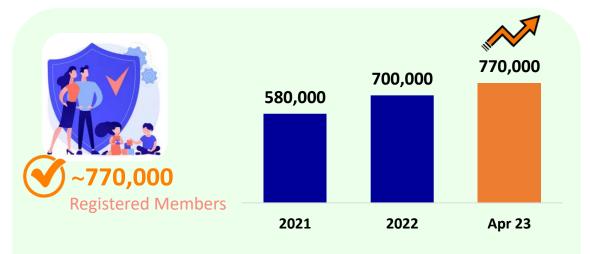
#### **Attracting Both Thai and International Patients**



#### **Strong Increase of International Patient Appointments**



#### **Growing Number of Registered Social Security Members**



- Capitation Rate ~1,808
  THB per year
- Social Security Office increased capitation payments from THB 1,640 to THB 1,808 per person
- Effective May 2023



- 1. Phyathai Sriracha
- 6. Phyathai Nawamin
- 2. Paolo Chokchai 4
- 7. Dibuk

3. Paolo Kaset

- 8. Thepakorn
- 4. Paolo Samutprakarn
- 9. Bangkok Surat

- 9 Hospitals
- 5. Paolo Phrapradaeng

## **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.	\$	<ul> <li>Fly-in patients</li> <li>Pent-up demand from Middle East, China and CLMV</li> <li>Tourists &amp; long-stay tourism rebound i.e. Europe, Australia</li> <li>New markets i.e. Saudi Arabia, Bangladesh</li> </ul>
(If excluding COVID-19 in 2022, revenue growth would be <b>10-12%</b> p.a.)		<ul> <li>Thai &amp; Expat patients</li> <li>Aging population (Center of Excellence (CoE) &amp; hospital networks)</li> <li>Social security (Increase BDMS market share in social security)</li> </ul>
BDMS Health Ecosystem aim to capture 5+ million registered users	-	<ul> <li>Bringing all of BDMS trusted healthcare and wellness network to entire Thailand, anytime, anywhere &amp; beyond</li> <li>Become a 'Super-App' as BDMS digital-front-door for virtual care</li> <li>B2B partnerships to increase user base esp. insurance focus corporate partnership</li> <li>Partnering with Healthtech to excel in product innovation and customer experience</li> </ul>
Occupancy rate target of 70-75%	221	<ul> <li>Increase patient volumes (value-based pricing, increasing 3<sup>rd</sup> party payors)</li> <li>Proactive strategies to bring in new patients (preventive care, health ecosystem)</li> </ul>
EBITDA margin target of 23-24%		<ul> <li>Improving revenue intensity &amp; case mix index (CoE &amp; Fly-in patients)</li> <li>Increasing economies of scale &amp; operational efficiency</li> </ul>

# Boms Strategic Priority





#### **BDMS Key Strategic Priority in 2023**



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

#### **CUSTOMERS**

#### **Expand patient base:**

#### **Increase utilization**

- Third party payors (insurance & corporate)
- Social security members
- Fly-in patients
- Silver age group

# Doctors Nurses Network Synergy

# 3 DIGITAL HEALTHCARE & INNOVATION

#### Increase accessibility:

- Smart healthcare: smart hospital, telehealth & BeDee
- Platform scale up through partnership with insurance & corporate
- Health Tech & startups investment

#### **PRODUCT & SERVICES**

#### **Healthcare excellence:**

- Center of Excellence
- Preventive care & rehabilitation
- Value-based care (pricing strategy and procurement transformation)



**Team** 

Medical Equipment

**Healthcare Sustainability** 

#### **Embrace ESG into our business:**

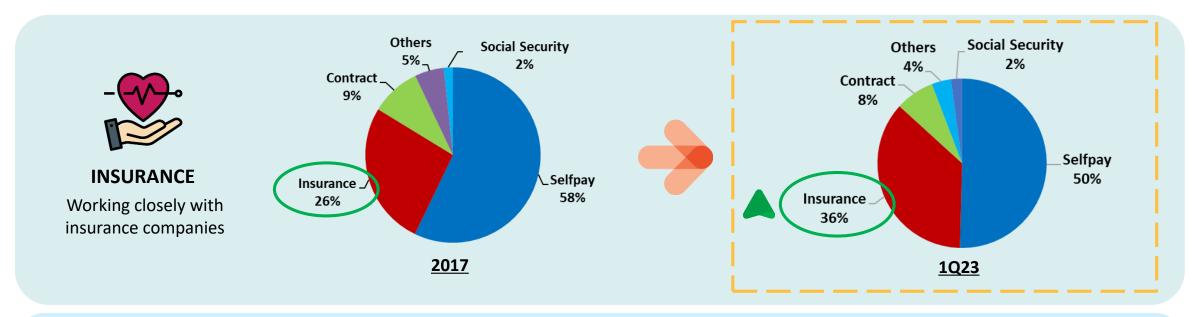
- People strategy
- BDMS Green Healthcare
- Collaboration with healthcare partners for education, research & innovation



#### **Increase Third Party Payors**



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





#### **SOCIAL SECURITY**

Increased to 770k+

registered members

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



#### Hospitals



- 6. Phyathai Nawamin
- 7. Dibuk
- 8. Thepakorn
- 9. Bangkok Surat

#### **Gain More International Patients**



#### **Taking Care of Our Partners & Customers and Finding New Opportunities**



#### China

- 5 BDMS China Collaboration
   Centers in Beijing, Shanghai,
   Guangzhou, Chengdu & Kunming
- Work closely with TAT, Royal Thai Embassy, Chinese Embassy in Thailand, medical agents, airlines and insurance companies
- Offer post COVID packages in China



#### **CLMV**

- Update our agents with hospital information
- Agents' visit
- Expand local network



#### **Middle East**

- Open BDMS Saudi Arabia
   Collaboration Center in Riyadh
   with Saudi staff
- Roadshow and attend GCC Healthcare Trade Fairs
- Sign contracts with agents, train the agents' front-line teams
- Ongoing promotion in Middle
   East Media



#### **Healthcare Excellence**



#### **Focusing on Center of Excellence and Promoting Preventive Care**



14

CENTER of EXCELLENCE \*

\* As of May 2023

#### **KEY FOCUSES**







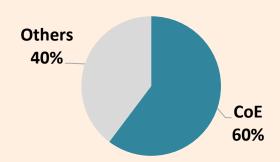
Brain





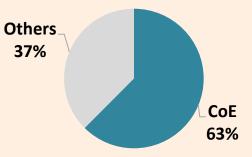
# **Revenue contribution**

(1Q23)



#### **EBITDA** contribution

(1Q23) with ~26% EBITDA Margin









BDMS WELLNESS CLINIC





#### **FUTURE PROJECT**

**BDMS Silver Wellness & Residence** 





#### **Your Healthcare Intelligence**



#### **Offering Innovative Technologies to Improve Patient Experience**









#### **BDMS Sustainability Plan 2023**



#### **Embracing ESG Aspects into Business Process**

# nvironment

- Net Zero in Y2050
- Reduce waste to landfill
- ( Renewal energy usage & implementation



**18** BDMS business units



24 BDMS hospitals installing solar roof



- 3 Plastic wastes recycled from disposal
- 53 BDMS hospitals engage to reduce carbon footprints



- Respecting human right
- Talent attraction and retention
- $(\checkmark)$  Good health and well being



BDMS Stakeholders
Grievance Mechanism



BDMS whistleblowing policy



53 BDMS units attend training for BDMS Occupational Health



**50,000** targets for BDMS basic life support training



- Establishing and strengthening supplier sustainability
- **Operation efficiency**
- **BDMS** innovative organization
- **BDMS** good governance



Green supplier chain management (training, evaluation & risk assessment)



4 Innovation Contest Groups fast track to BDMS award 2023



Materiality and Stakeholder Engagement & Assessment

**Emerging Risks Assessment** 



#### **Healthcare Partners and Affiliation**



#### Continued Cooperation with Local and International Institutions for Education, Research and Innovation

#### **Oregon Health & Science University**

**Hannover Medical** 

Collaboration on occupational health, pediatrics, rehabilitation, clinical simulation, heart transformation, neuroscience, bone marrow transplant and GI cancer



#### **School** 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



### Dr. Keith L. Black

**Director of the Maxine Dunitz Neurosurgical Institute** at Cedars-Sinai

Collaboration on brain and nervous system

#### **Sano Hospital**

Collaboration on Gastrointestinal Medicine

SANO HOSPITAL
FOUNDED 1888

#### **Nagoya University**

Collaboration for education and training

#### **Others**

- National Cancer Center Japan
- Kameda Medical Center
- Straumann Holding AG
- Takatsuki Hospital
- Yamagata University
- Other institutions





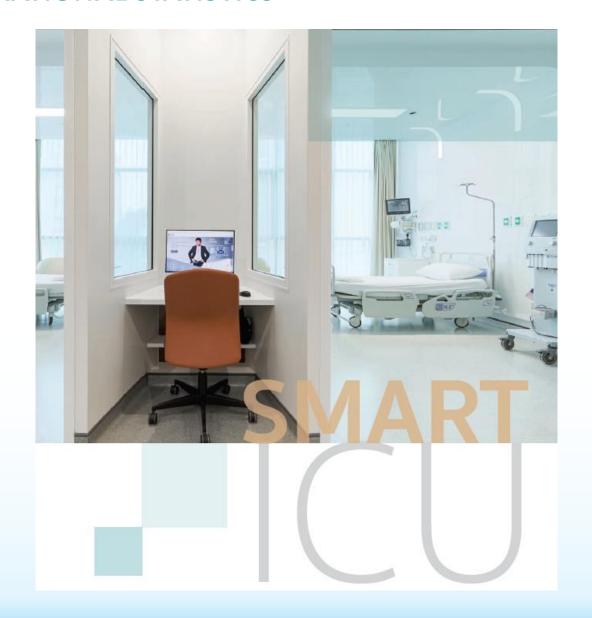


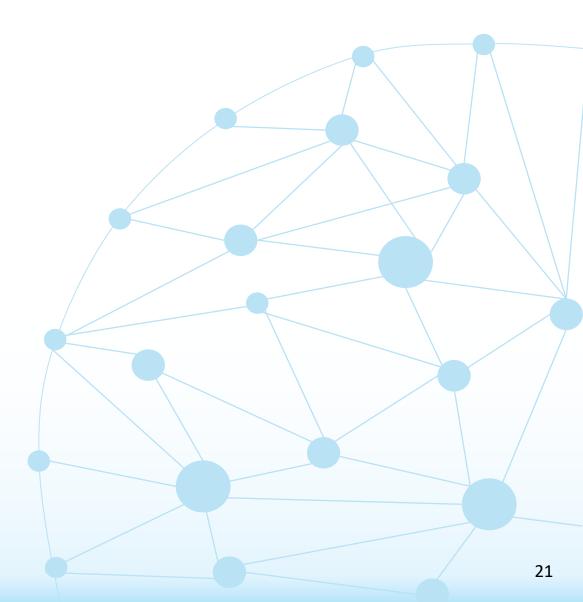






# **OPERATIONAL STATISTICS**





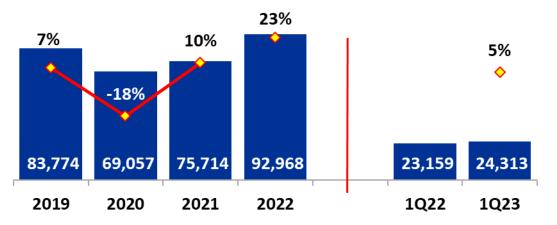
#### **Operating Income and Hospital Revenue**



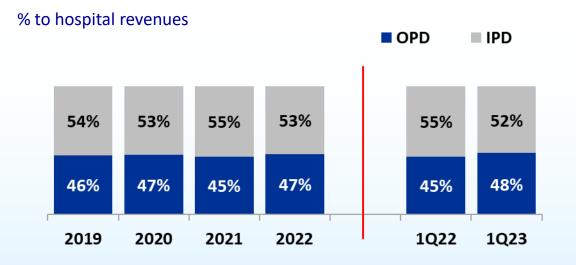


(THB mm)

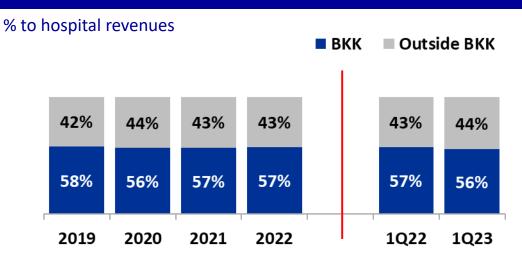




#### OPD Revenues +10% while IPD Revenues -1% YoY in 1Q23



#### Revenues from BKK +2% and Outside BKK +7% YoY in 1Q23



#### **Commentary**

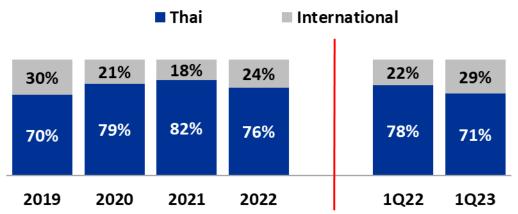
- 1Q23 Operating income increased by 5% YoY mainly from
  - Hospital revenues increased by 4% YoY from
    - Higher patient intensity at Center of Excellence
    - A recovery of international patients

#### **Thai and International Patients**



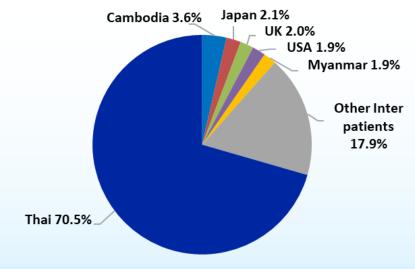
#### **Revenues Contribution by Nationality**

% to hospital revenues



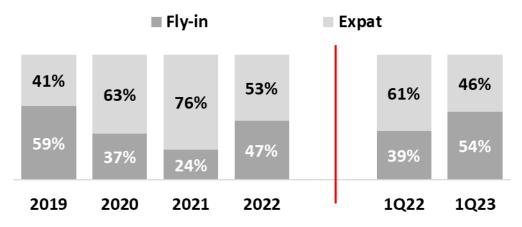
#### **Top 5 Nationality in 1Q23**

% to hospital revenues



#### **Breakdown of International Patients**

% to international patient revenues



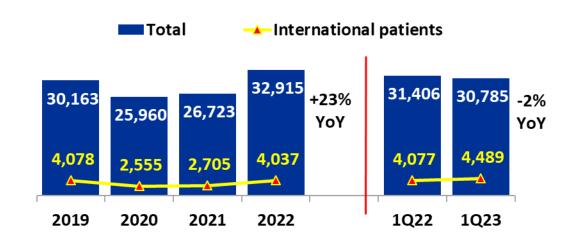
#### **Commentary**

- In 1Q23, Thai patients revenues decreased by 6% YoY due to decrease in COVID-19 related revenue. If excluding revenues from COVID-19 related services, Thai non COVID-19 revenue would increase 23% YoY
- Inter patients revenues increased by 38% YoY mainly from CLMV +104% (esp. Cambodia and Myanmar) and Middle East +94% YoY

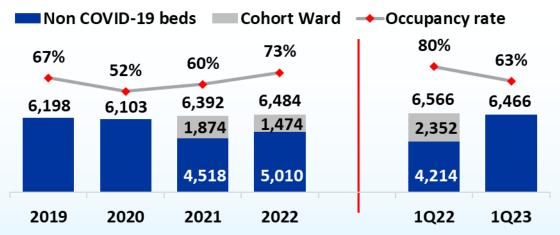
#### **Patient Volume and Occupancy Rate**

# Bangkok Dusit Medical Services

#### **Number of OPD Visits per Day**

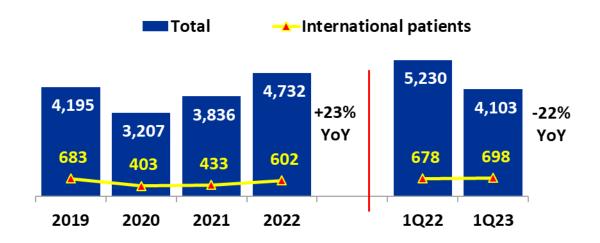


#### **Occupancy Rate Based on Available Beds**



Remarks:- Excluding hospitels and field hospital

Average Daily Census ( ADC )



#### **Average Length of Stay (days)**

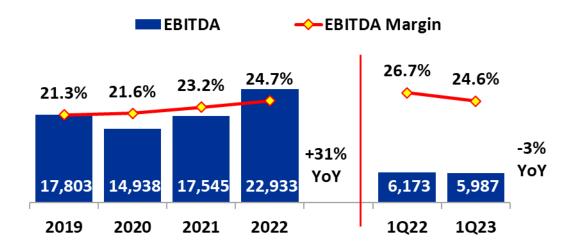


#### **Profitability Trend**



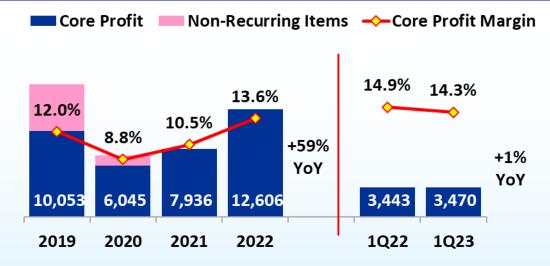
EBITDA & EBITDA Margin \*

(THB mm)





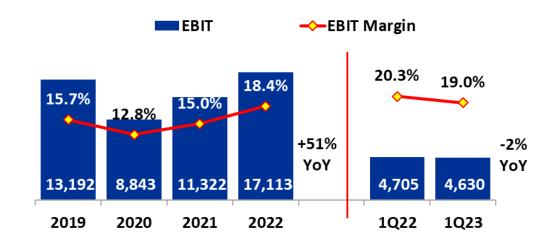
(THB mm)



#### EBIT & EBIT Margin \*

(THB mm)

25



#### Commentary

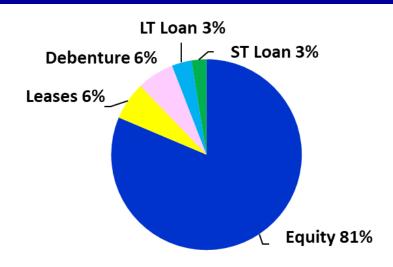
- In 1Q23, EBITDA decreased 3% YoY with EBITDA margin of 24.6% due to lower occupancy rate from a decline in number of COVID-19 patients
- Net profit was THB 3,470 million, slightly increased YoY due to lower depreciation and positive impact from additional stake in Samitivej PCL resulting in decrease in non controlling interests in subsidiaries

\* Excluding non-recurring items

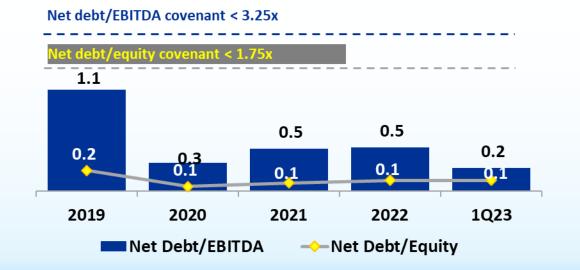
#### **Capital Management**



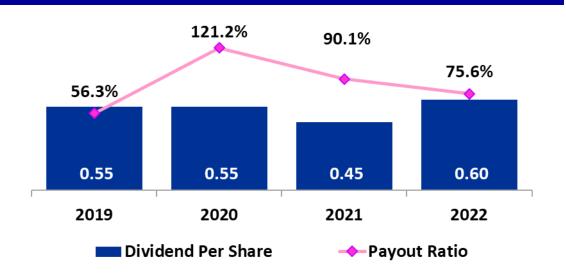
#### **Capital Structure as of March 2023**



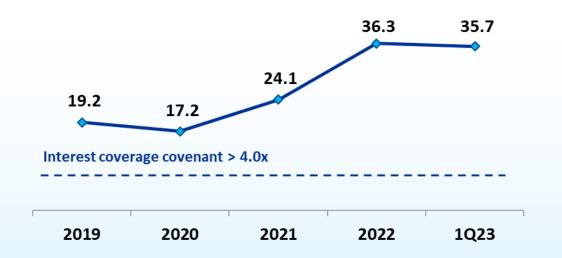
#### **Gearing Ratios: Well Within Covenants**



#### **Dividend Payment & Payout Ratio**



#### **Interest Coverage**



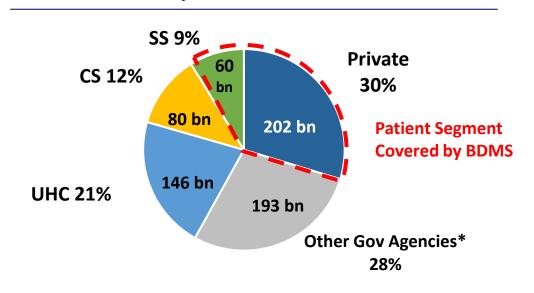
# HEALTHCARE INDUSTRY





#### **Healthcare Segments in Thailand**

#### **Total Health Expenditure for 2020: THB 681 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	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)**

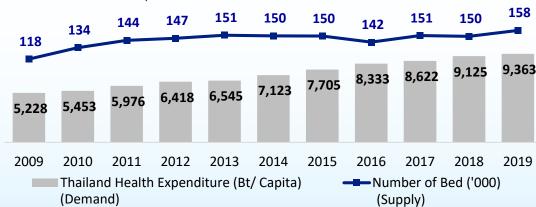
	# of Hospitals	# of Beds
Private	396	38,117
Public	901	98,781
Total	1,297	136,898

(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



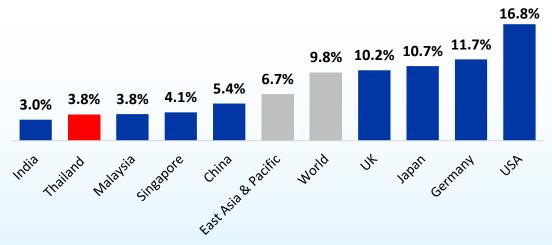
#### **BDMS Market Coverage (October 2022)**

	Total Private Beds	BDMS Registered Beds	Market Share
Bangkok & Vicinity	21,827	3,423	16%
Central	5,816	1,813	31%
South	2,943	777	26%
Northeast	3,594	525	15%
North	4,817	310	6%
Total	38,997	6,848	18%

Source: Ministry of Public Health

#### **Low Healthcare Penetration**

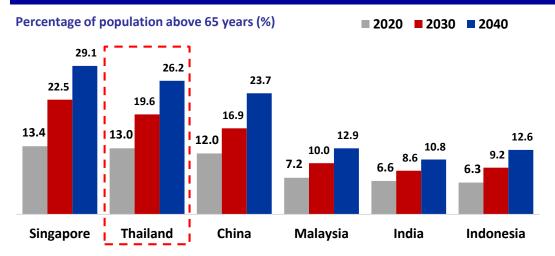
% of Healthcare expenditure to GDP



Source: WHO (2019) 29

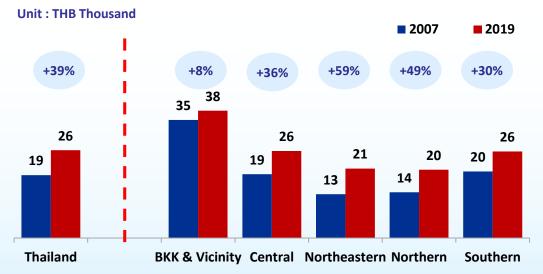
#### **Increasing Thailand Healthcare Demand**

#### **Population Growth and Aging Profile**



Source: UN Population Database: 2019

#### **Thailand Monthly Income per Household**



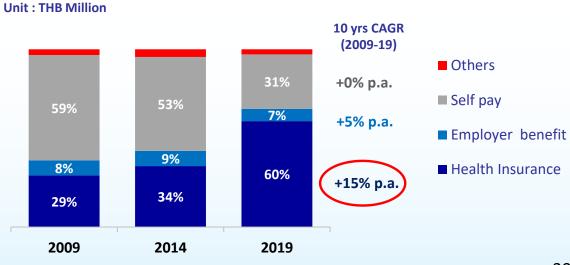
Source: NSO



#### **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**

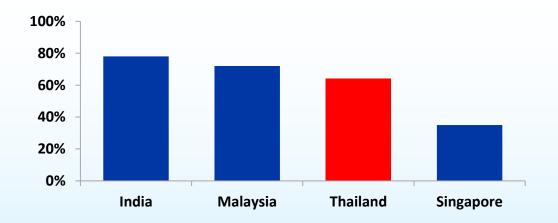
Procedures (In USD)	USA	Singapore*	Thailand	Malaysia*	India
Heart Bypass	123,000	17,200	15,000	12,100	7,900
Heart Valve Replacement	170,000	16,900	17,200	13,500	9,500
Knee Replacement	35,000	16,000	14,000	7,700	6,600
IVF Treatment	12,400	14,900	4,100	6,900	2,500

<sup>\*</sup> Excluding doctor fee

Source: Medicaltourism.com (2021)

#### **Saving as Compared to Other Medical Tourism Market**

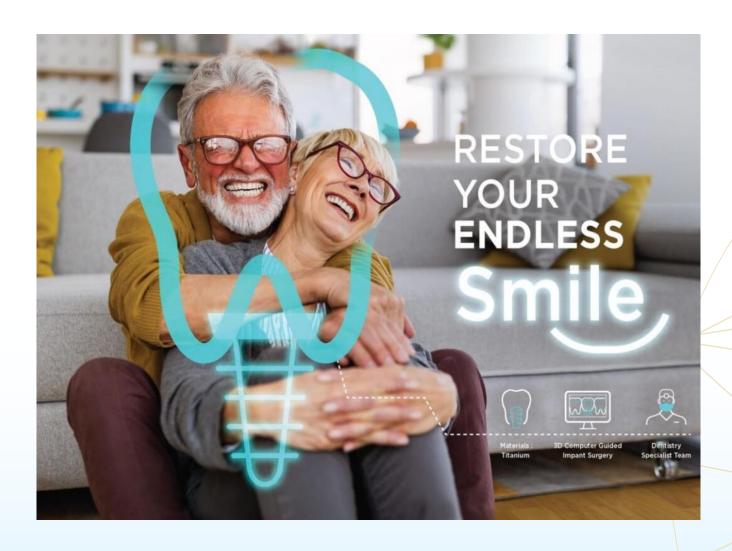
#### **Saving % Compared to US**



#### **Commentary**

- 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 INFOMATION



#### 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 (2011-2022 CAGR of 8.6%) with Resilient EBITDA margin \*

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



Source: Derived from BDMS' financial statements

<sup>\*</sup> Excluding non-recurring items

#### **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** 



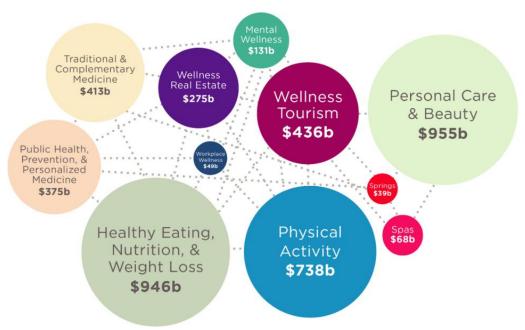
- Land leasehold 30+30 years
- ~ THB 9,145 m ~ THB 14,400 m
- Building construction and others Total
- ~ THB 23,545 m

#### **Wellness Industry: Increasing Global Demand for Wellness**

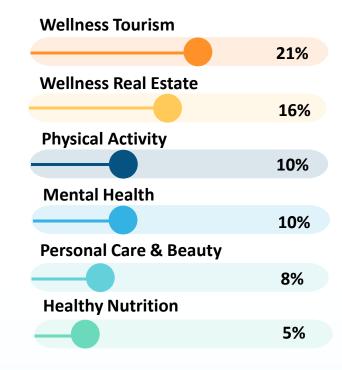


#### **Global Wellness Market Size**





#### **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



## Shareholding Structure (As of 9 March 2023)

		% of Shareholding
1	Thai NVDR Co., Ltd.	13.7%
2	Mr. Prasert Prasarttong-Osoth, M.D. and spouse	13.0%
3	Bangkok Airways PCL and Bangkok Airways Holding Co., Ltd.	6.5%
4	Miss Poramaporn Prasarttong-Osoth, M.D.	5.2%
5	The Viriyah Insurance PCL	4.3%
6	UBS AG Singapore Branch	3.7%
7	South East Asia UK (Type C) Nominees Limited	3.3%
8	State Street Europe Limited	3.0%
9	Mr. Chirotchana Suchato, M.D. and spouse	2.5%
10	Social Security Office	2.2%
	Total	57.4%

# 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% L	47
4. Wattanosoth International (BHC	<sup>1)</sup> 100%	30
5. Chiva Transitional Care	100%	52
6. Bangkok International	100% <sup>J</sup>	172
7. Bangkok Huahin (BHN)	100%	<u> </u>
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)  13. Japanese by Samitivej  14. Samitivej Srinakarin (SNH)  15. Samitivej Sriracha (SSH)  16. Samitivej Thonburi (STH)	98.9% 98.9% 98.9% 69.7% 64.0%	275 30 300 260 150
17. Samitivej Chonburi (SCH)	100%	250
18. Samitivej Chinatown (SCT)	100%	50
19. BNH Hospital (BNH)  Group 3 (East)	91.5% 《	2 115
20. Bangkok Pattaya (BPH)	97.3%	<b>400</b>
21. Bangkok Rayong (BRH)	100%	222
22. Bangkok Rayong Cancer (BRC)	100%	4
23. Bangkok Chanthaburi (BCH)	99.7%	200
24. Bangkok Trat (BTH)	99.8%	100
25. Koh Chang International	99.8%	3
26. Sri Rayong (SRH)	100%	195
27. Jomtien (JTH)	97.3%	232

Group 4 (North&Northeast)	<u>Ownership</u>	No. of Beds
28. Bangkok Chiangmai (BCM)	100%	139
29. Bangkok Ratchasima (BKH)	91.5%	285
30. Bangkok Pakchong (BHP)	91.5%	40
31. Bangkok Udon (BUD)	100%	243
32. Bangkok Phitsanulok (BPL)	100%	200
33. Bangkok Khon Kaen (BKN)	100%	150
34. Bangkok Chiangrai (BCR)	100%	80
Group 5		
35. Phyathai 1 (PT1)	98.6%	174
36. Phyathai 2 (PT2)	97.8%	262
37. Phyathai 3 (PT3)	97.6%	260
38. Phyathai Sriracha (PTS)	77.4%	295
39. Phyathai Bangphra	77.4%	3
40. Phyathai Nawamin (PTN)	99.8%	140
41. Paolo Phaholyothin (PLP)	100%	220
42. Paolo Samutprakarn(PLS)	93.7%	200
43. Paolo Chokchai 4 (PLC)	85.7%	169
44. Paolo Chokchai 4 Building 3 (PL	C) 85.7%	29
45. Paolo Chokchai 4 Building 5 (PL	C) 85.7%	59
46. Paolo Rangsit (PLR)	100%	128
47. Paolo Kaset (PLK)	100%	162
48. Paolo Phrapradaeng (PLD)	84.0%	60

Group 6 (South&Cambodia)		<u>Ownership</u>	No. of Beds
49.	Bangkok Phuket (BPK)	99.7%	234
50.	Bangkok Siriroj (BSI)	100%	181
51.	Dibuk (DBK)	99.7%	75
52.	Bangkok Hat Yai (BHH)	98.8%	193
53.	Bangkok Samui (BSH)	100%	57
54.	Bangkok Surat (BSR)	100%	88
55.	Phangan International	100%	10
56.	Royal Phnom Penh (RPH)	100%	100
57.	Royal Angkor International (RA	H) 80.0%	33
Group 7: Non-Hospital			
1.	National Healthcare System	99.3%	
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%	
BDMS Wellness			
1.	BDMS Wellness Clinic	100%	
2.	BDMS Wellness Resort	100%	
	(Mövenpick BDMS Wellness Re	esort)	
3.	BDMS Silver	100%	
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BDMS IR

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