





Hospital Business

2018 Revenue: **THB 6,579 mm** (92.7%)

Domestic / International Hospital

- 7 Hospitals in Thailand
- 2 Hospitals overseas

Management Service

- 2 Hospitals and 1 Medical Center in Thailand
- MOU for consultancy in Asia

Excellent Center Management Service

- 3 Heart Centers under management

Step-Down Care

- A rehabilitation center for patients who do not need close watch from doctors
- Low-tone care for OPD patients



Healthcare Solution Provider

2018 Revenue: **THB 492 mm** (6.9%)

Home Healthcare

- Medication services to patient's home ex. check up, treatment, rehabilitation

Senior living

- Jin Wellbeing County, mixed-use development to provide services needed by senior
- Thonburi Health Village, to serve various segments

Dental Supplies Retailer & Drug Stores

- 10 Drug stores
- Exclusive distributor for dental supplies: 30 brands



Other business

2018 Revenue: **THB 23 mm** (0.3%)

Software Development

- Develop software to support internal departments and connect with other networks such as Social Security Office, National Health Security Office, The Comptroller's General Department

Project Development for Healthcare & Medical Services

- Land Pipeline: 1,931 Rai
- Book Value: THB 1,811 mm

Hospital Business – Hospitals in Thailand

- THG has a strong foothold in Bangkok with flagship brand, Thonburi Hospital, trusted by patients for 40 years.
- Upcountry hospitals are in strategic locations with high potential for patient referrals to hospitals in Bangkok.
- This core business has provided stable growth and become a foundation to expand to related business.



Location: Bangkok Registered beds: 435



Location: Bangkok Registered beds: 95



Location: Bangkok Registered beds: 47
(can expand to 150)



Location: Songkhla
Registered beds: 196



Location: Nakorn Srithammarat
Registered beds: 50
(can expand to 200)



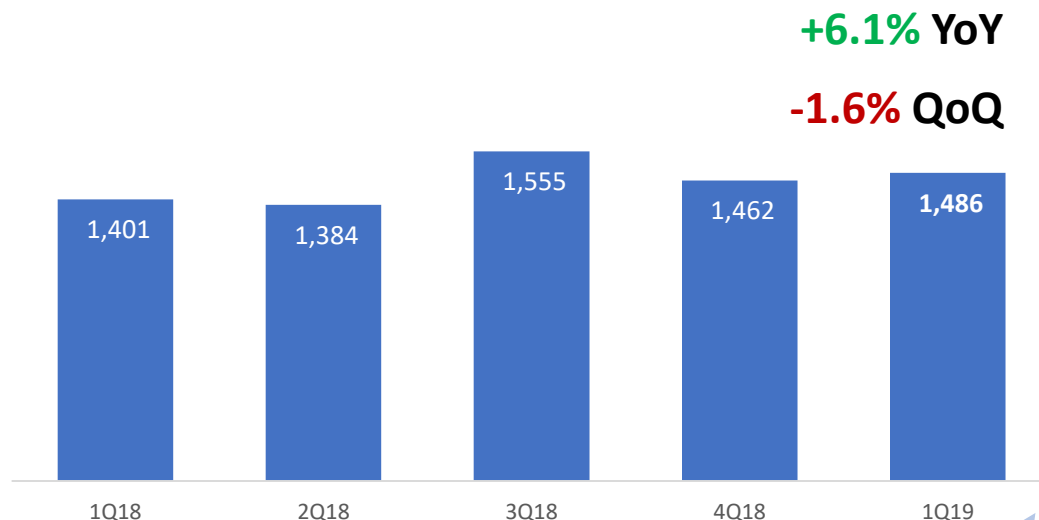
Location: Chantaburi
Registered beds: 90



Location: Ubonratchathani
Registered beds: 100

Hospital business

Revenue from domestic hospitals increased from new revenue stream.

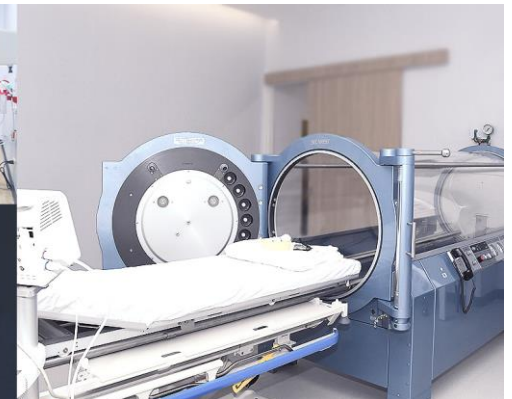
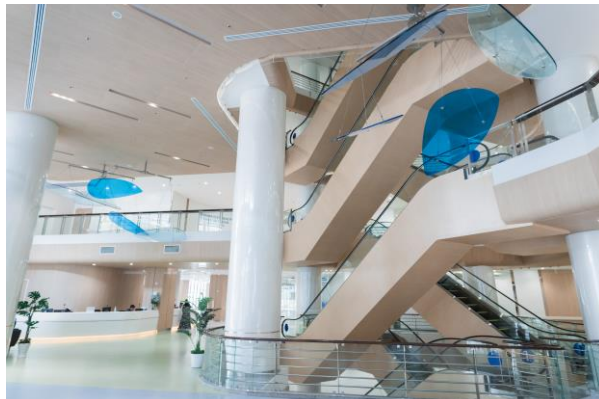


- Revenue from existing main hospitals slightly increased.
- New revenue stream from Thonburi Bamrungmuang also contributed in YoY growth.
- Thonburi Thungsong plans for operation in 2H19.
- Thonburi Hospital celebrated 42th anniversary with plan for new Vascular Center and new equipment

Thonburi Bamrungmuang Hospital



- Grand opening in Jan 19, with dental, Premium Checkup and Diabetic Wound Care centers
- IVF has just started in May 2019.
- OPD pay per bill: approx. THB5,000
- IPD pay per bed day: >THB30,000



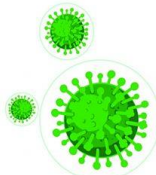
- The grand opening was on 17 March 19 for full service.
- Cardio, Wellness and Ortho are popular centers with experienced and well-known medical team.
- Prepare for Thai doctors to visit patients in Myanmar.



Flu Vaccine

Who should get flu vaccine

1. General people
2. Who has chronic disease such as Diabetes, Heart disease, Lung disease, Asthma.
3. People > 65 years old
4. Pregnant women > 4 months
5. Who has weight over 100 kg.
6. Health care personnel



Child

Adult

Package price **19,000 MMK** Package price **23,000 MMK**

- This packages are included doctor fee , nursing fee , flu vaccine 1 dose(3 strains), hospital fee.
- Promotion period from ~ 31st December 2019
- Service at the Medicine clinic on 1st Floor.

(01) 937 6200

Ar Yu International Hospital No.400, Kyaik Ka San Road, Tamwe Township, Yangon.



Hemodialysis Packages

4008 S Fresenius Machine (AVF Care) - 540,000 MMK / 10 Times

4008 S Fresenius Machine (IJC Care) - 610,000 MMK / 10 Times

Excluded Dialyzer Fees

5008 S Fresenius Machine (AVF Care) - 1,020,000 MMK / 10 Times

5008 S Fresenius Machine (IJC Care) - 1,090,000 MMK / 10 Times

Included Dialyzer Fees

**BUY 10 GET 2
FREE**

Need to buy in advance
Valid Date 31st Aug 2019

(01) 937 6200

No.400, Kyaik Ka San Road,
Tamwe Township, Yangon
www.aryuhospital.com



TOTAL KNEE REPLACEMENT

13,000,000 MMK / Side (Included DF) 10 nights



FREE

Ambulance Service Roundtrip
Yangon Region

Physiotherapy
10 days 20 sessions

Physiotherapy
10 sessions after discharge

HOME VISIT 2 TIMES

VALID DATE

31st December 2019



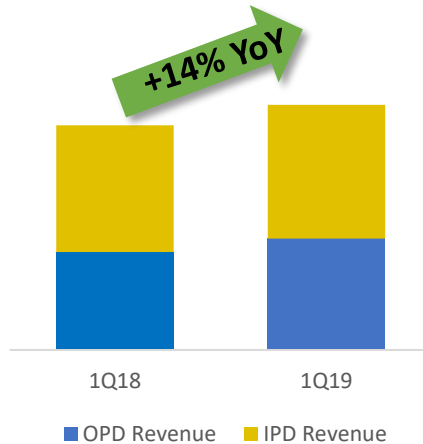
(01) 937 6200

Ar Yu International Hospital No.400, Kyaik Ka San Road, Tamwe Township, Yangon.

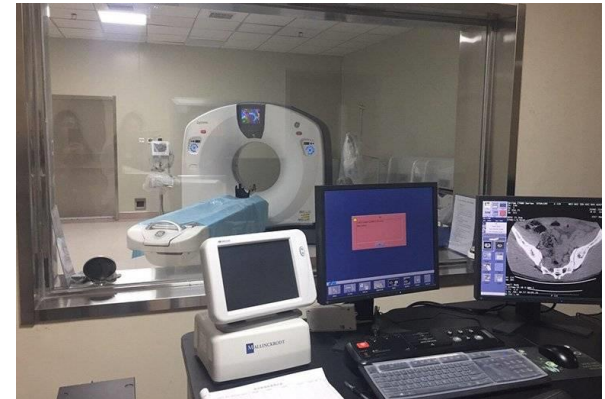
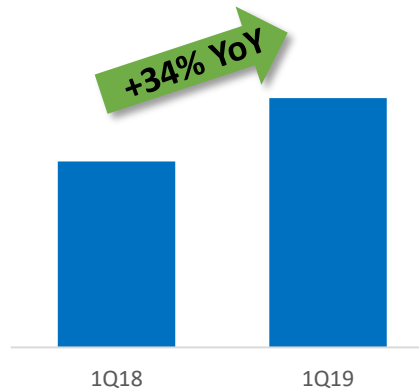
Welly Hospital

- The hospital is ramping up patient volume and revenue, aiming for EBITDA break even in 2019.
- OPD patients are approx. 200/day and IPD are approx. 70/day.
- Welly Hospital continues to develop service standard with expertise, knowledge sharing and service training from THG.

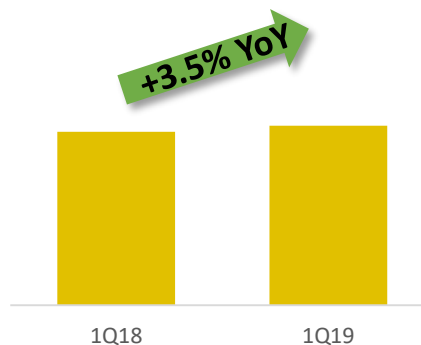
Revenue



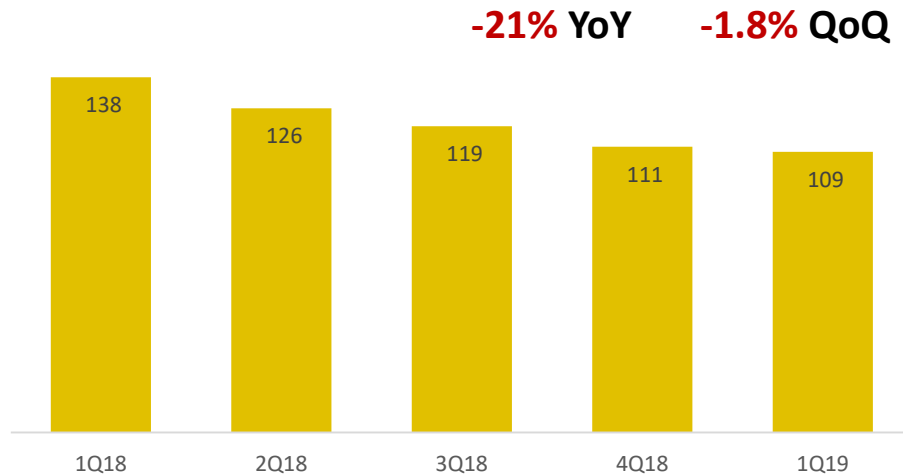
OPD sequences



IPD bed days

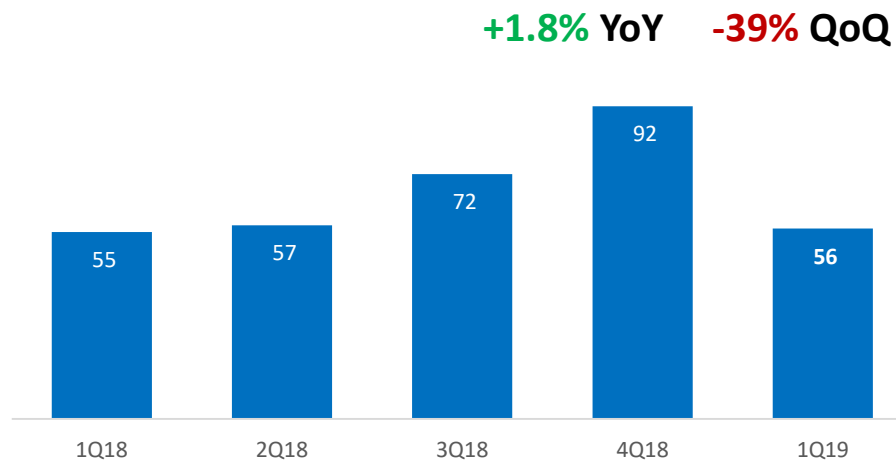


Revenue from hospital management



- Revenue dropped YoY because overseas contracts ended.
- There are some projects in the pipeline with clients in SEA.

Revenue from heart center



- YoY revenue grew from new sites, compensating one site that contract ended at the end of 2018.

Healthcare Solutions Provider Business

Home healthcare



- **Basic treatment:** medication dispensing and delivery, health evaluation, vaccination, counseling
- **Skilled nurse service:** wound care, post-surgery care, pain management, fall prevention
- **Physical therapy service:** for orthopedic patients, for neurological disorders, cardio-pulmonary rehab
- **Service for new mom:** ultrasound for blocked milk ducts
- **Standard hospital-accredited housekeeping** (Premiere Healthy Clean): allergy and dust mites specialists



Senior care and senior living



Healthcare mixed use development comprises of

- **Active Living**, with medical staff, 24-hour emergency aid and Centralized Health Monitor System
- **Thonburi Burana Hospital** low-tone care for elderly who need special care
- **Wellness Center** for physical rehabilitation and health activities



Dental supplies & drug stores

- **Dental Siam:** one-stop service dental supplies shop
- **Apex:** drug stores with 10 branches in shopping malls



Jin Wellbeing County

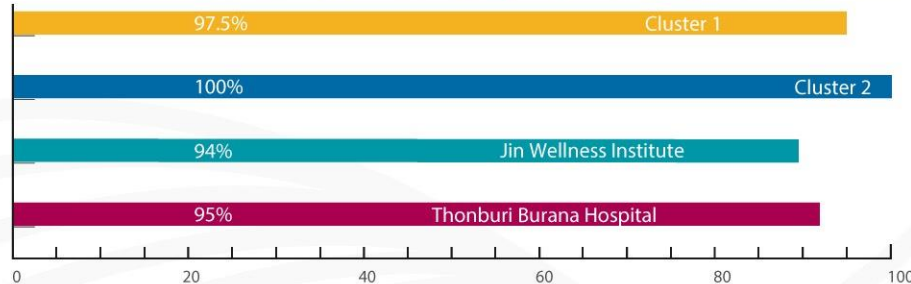
- Key differentiation is comprehensive medical service with expertise from Thonburi Hospital.
- With growing senior population in Thailand, the project can become a big community with potential of recurring income from residents.
- Comprising active living, rehab hospital and wellness center



GARDEN
(Communal Area)

- **Best Senior Living Development**
 - **Highly Commended for Best Universal Design Development**
- from Property Guru Thailand
Property Award 2018

Jin Wellbeing County - progress



| Building | Structure | Architecture | Engineering | Exterior |
|-----------------|-----------|--------------|-------------|----------|
| Cluster 1 | 100% | 90% | 90% | 90% |
| Cluster 2 | 100% | 100% | 100% | 100% |
| Jin Wellness | 100% | 75% | 75% | 80% |
| Thonburi Burana | 100% | 75% | 75% | 70% |

Cluster 1



Cluster 2



Thonburi Burana Hospital



Jin Wellness Institute

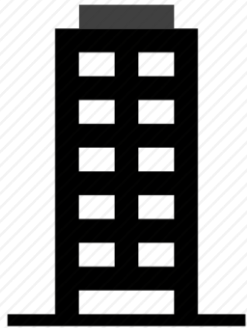


Jin Wellbeing County – Sales and marketing

2019 target



200 unit transfer



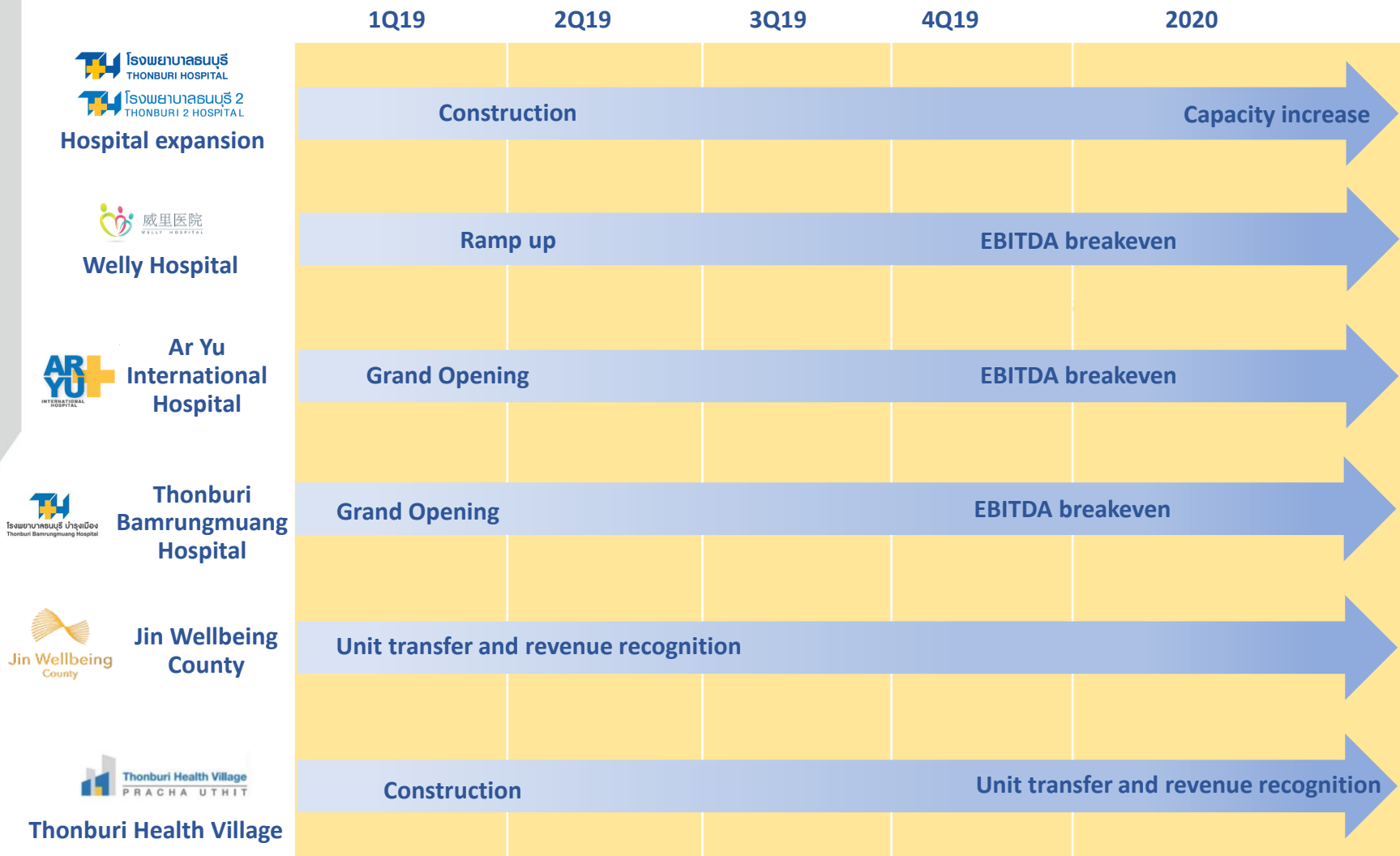
150 units sold

65 units transferred since 4Q18

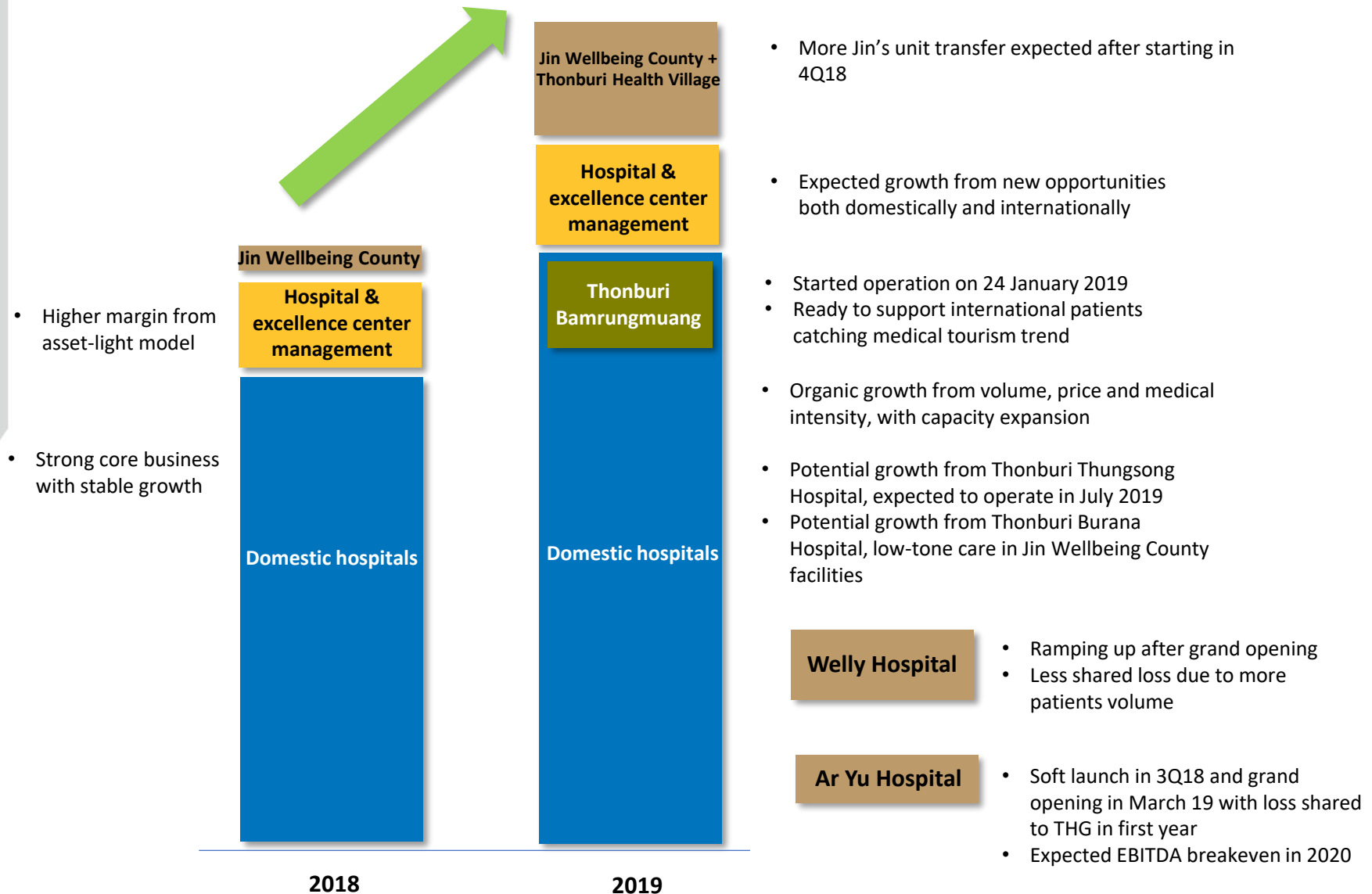
85 units backlog



Project timeline expectation



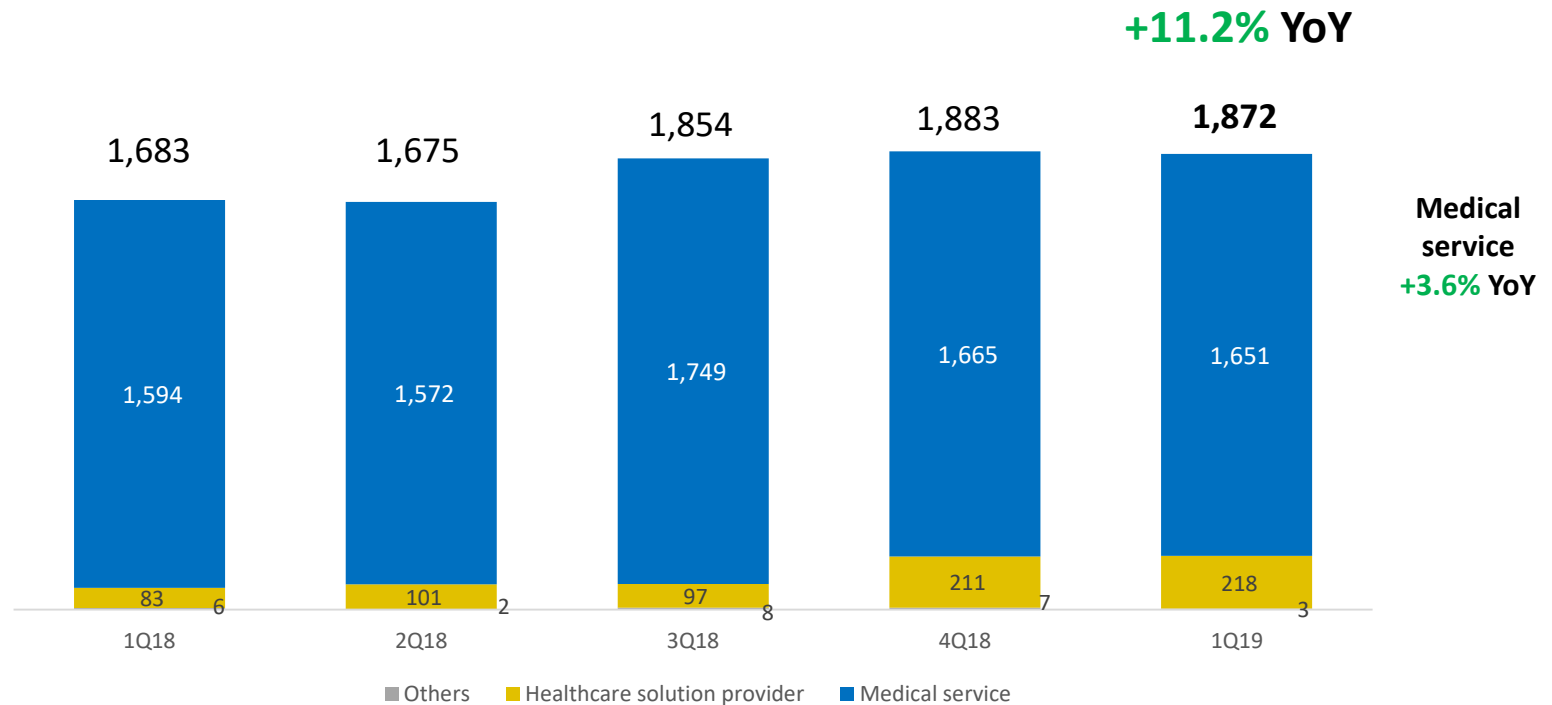
Growth prospect



Financial information

1Q19 Financial Performance

Total revenue (mn THB)

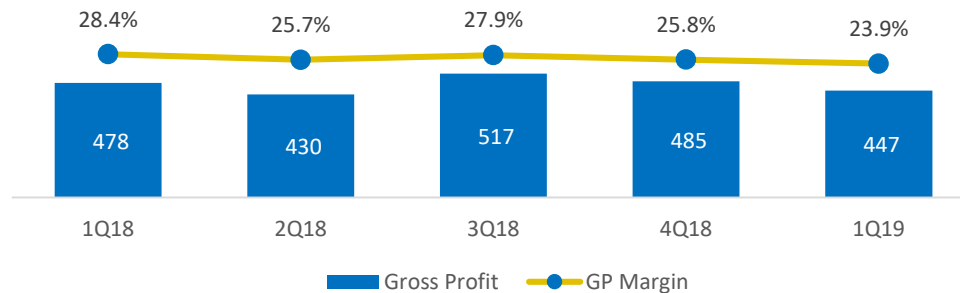


- Revenue growth in 1Q19 was mainly from sales of Jin Wellbeing County.
- However, slower growth was because of revenue decrease in overseas advisory business.

1Q19 Financial Performance

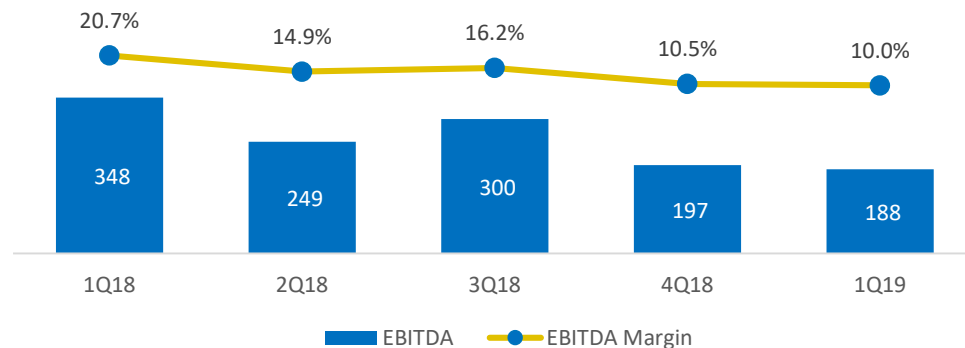
Gross profit (mn THB)

-6.5% YoY

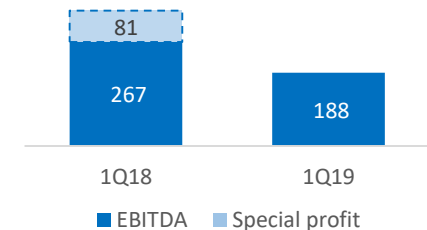


EBITDA (mn THB)

-46.0% YoY

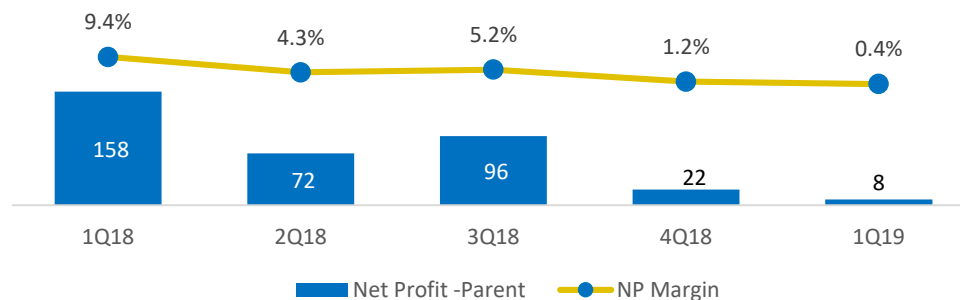


-29.6% YoY
ex. special items in 1Q18

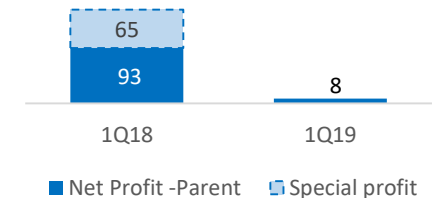


Net profit-parent (mn THB)

-94.9% YoY

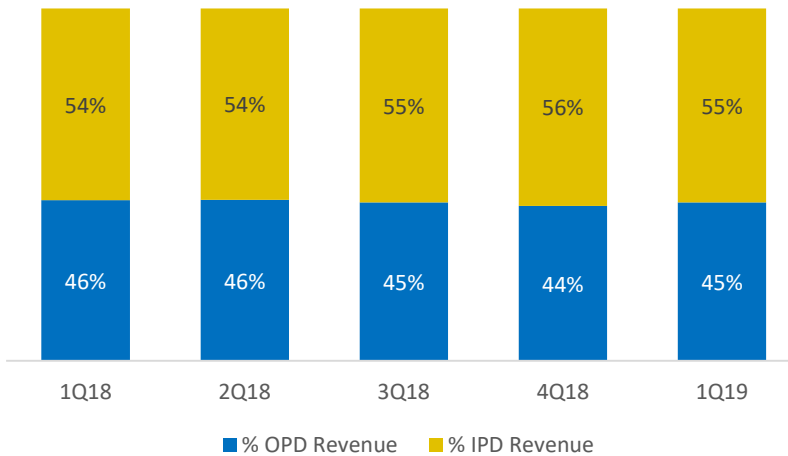


-91.4% YoY
ex. special items in 1Q18

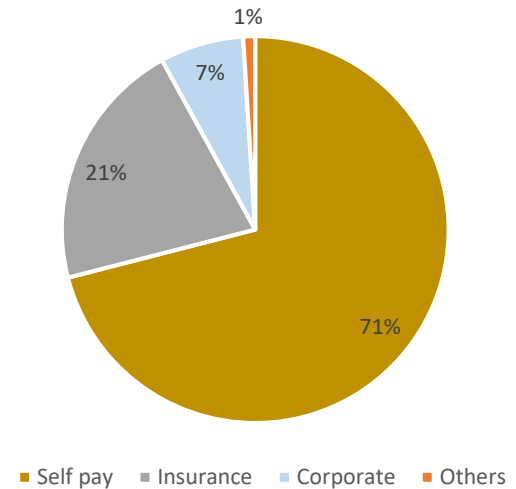


1Q19 Operational statistics – TH1, TH2, RYD

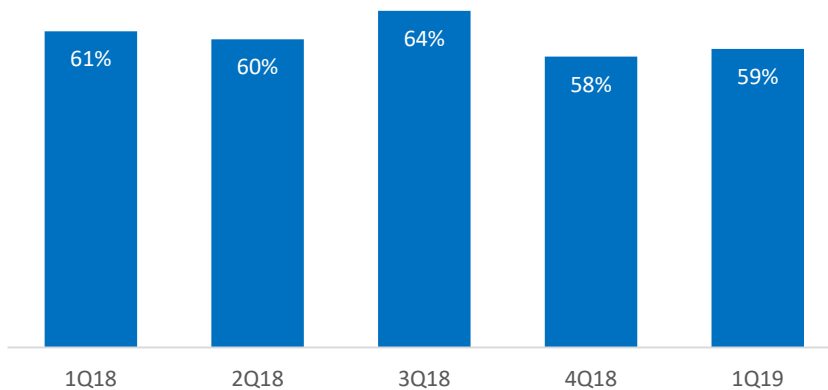
Revenue mix – OPD vs IPD



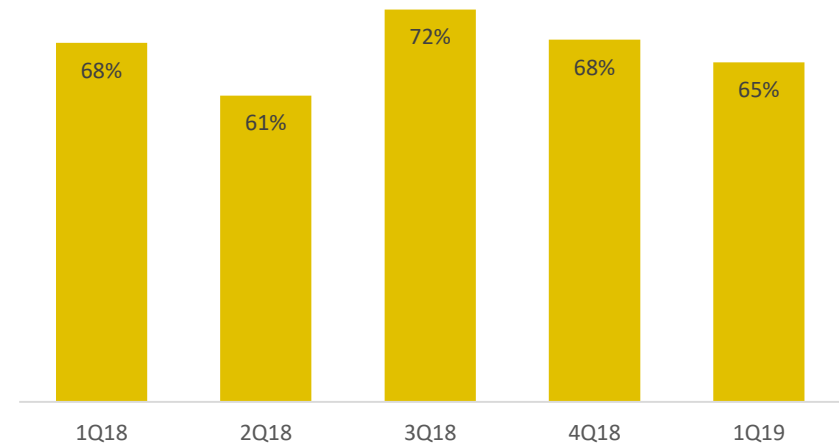
Revenue breakdown by payors – 1Q19



OPD utilization

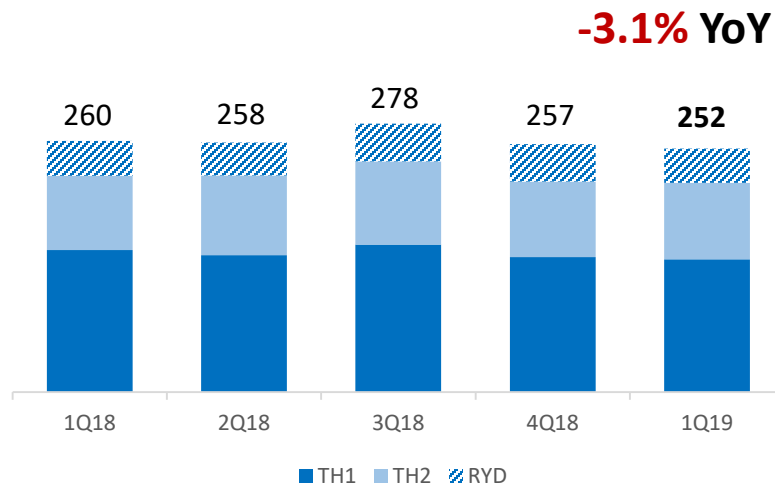


IPD utilization

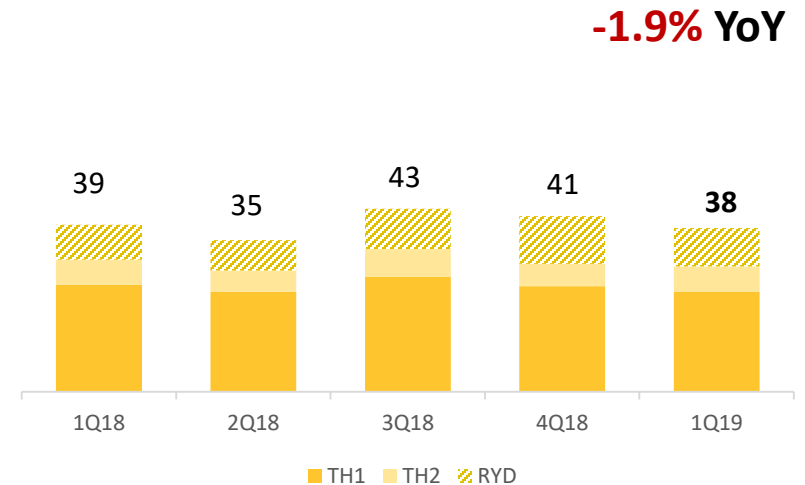


1Q19 Operational statistics – TH1, TH2, RYD

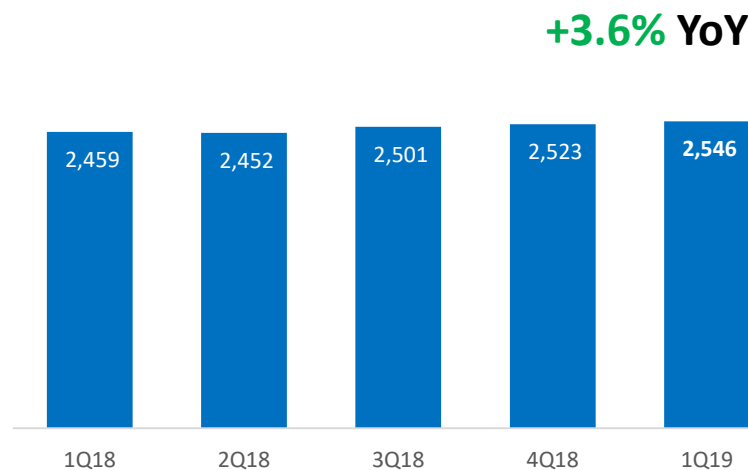
OPD sequence ('000 sequences)



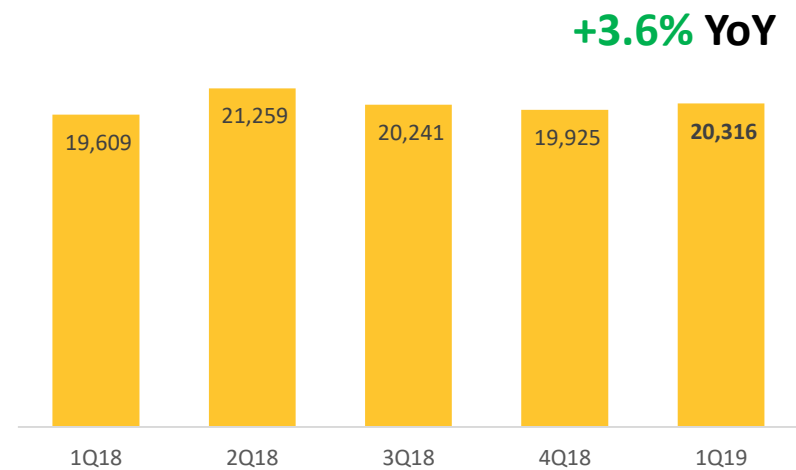
IPD occupancy ('000 bed days)



Pay per sequence (baht)



Pay per bed day (baht)

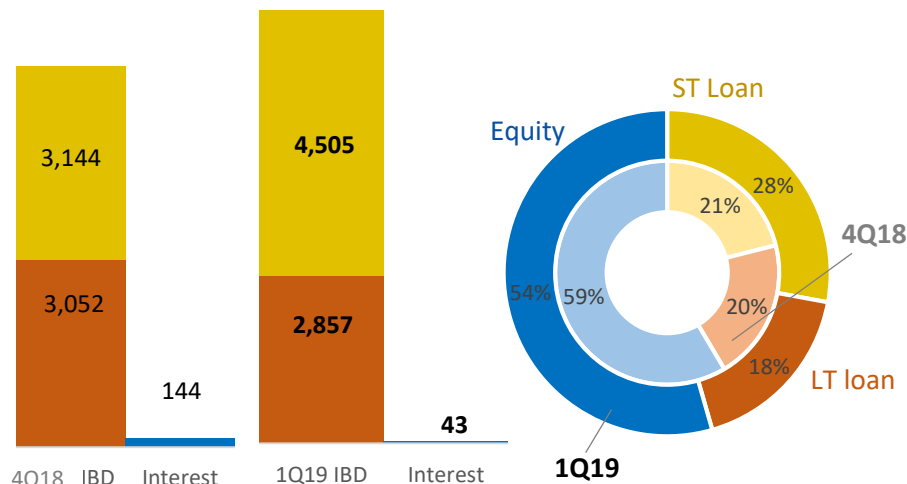


Approx. THB3,000 for TH1 and THB1,700-1,900 for RYD and TH2

Approx. THB19,000 – 23,000 for TH2 and TH1,
and THB12,000 for RYD

1Q19 Capital management

Capital structure (mn Baht)



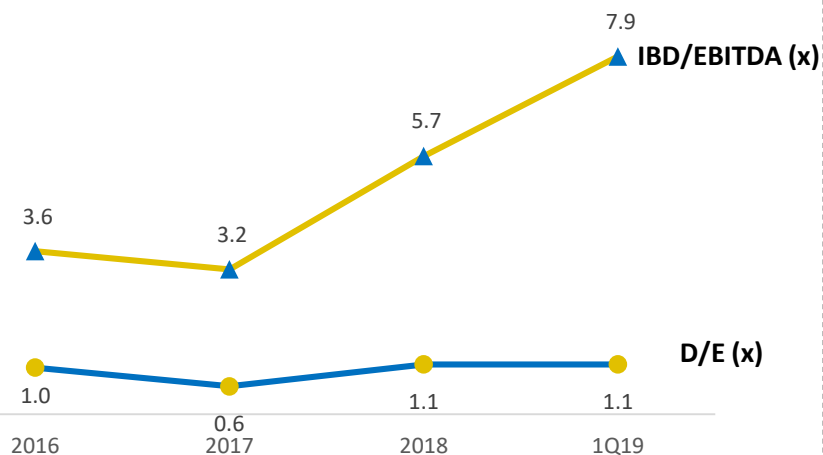
Dividend

On 26 Apr 19, AGM approved dividend payment for 2018 performance at

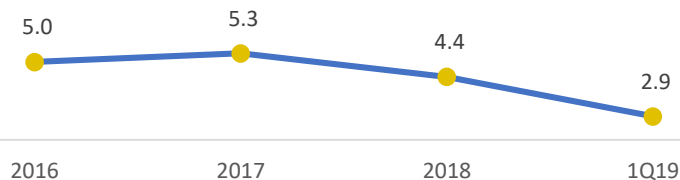
THB 0.35/share
= 85.5% payout ratio
Subject to AGM approval

Dividend policy:
not less than 40% of net profit

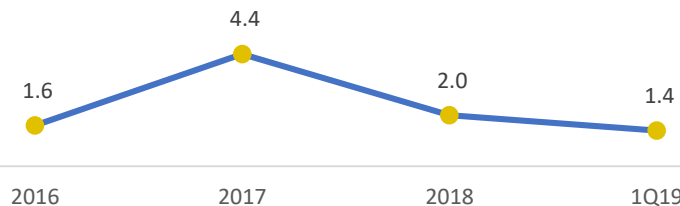
Gearing ratio



Interest coverage ratio (x)



DSCR ratio (x)





“Lifetime health guardian for all”

For more information, please contact IR department.

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