





# FY19 Results Briefing Presentation

**March 2020** 

# **Agenda**



- Project updates
- Financial Information

# **Hospital business**



Revenue from domestic hospitals increased from new revenue stream.





- Revenue growth was mainly from new hospital,
  Thonburi Bamrungmuang, THB905mn.
- Revenue from main existing ones was flat.
- Contribution from Thonburi Thungsong was minimal after the recent grand opening in November 2019

# **Thonburi Bamrungmuang Hospital**





- Grand opening in Jan 19, with dental, Premium Checkup and Diabetic Wound Care centers
- OPD pay per bill approx. THB10,000
- IPD pay per bed day approx. THB43,000
- THB turned profit in 3Q19.
- Four new centers were opened in January 2020

#### **New centers**







# **Ar Yu International Hospital**



#### **Top centers**





Medicine clinic

Ortho

**OBGYN** 







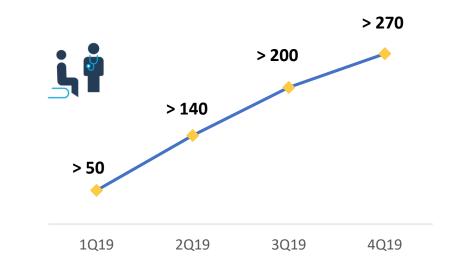
Cardio

Pediatric clinic

Wellness

# After grand opening in 1Q19, number of patients grew from trust and reputation.

#### Daily average OPD visits



# ခာတ်မှန်ရိုက်ပြီးတော့ စစ်ကြည့်နိုင်တယ်

Ar Yu Health Talk video on social media

# Thai specialist doctors are also well trusted by Myanmar patients.



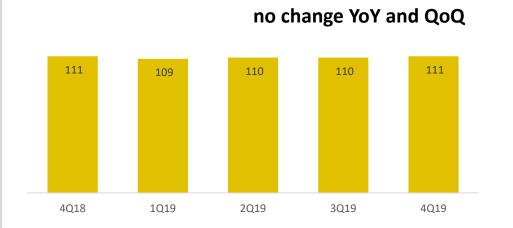




# **Hospital Management & Heart Center**

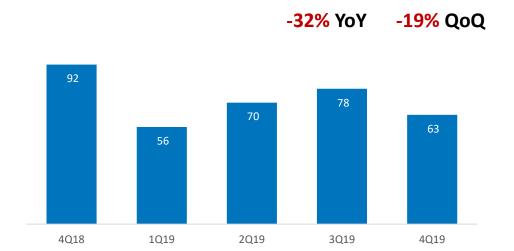


#### **Revenue from hospital management**



- Revenue dropped YoY because overseas contracts ended.
- Revenue from domestic hospital management was stable.

#### Revenue from heart center



• 2019 revenue dropped due to lower patient volume.

# **Jin Wellbeing County**





100% completion



150 units sold in 2019



107 units transferred since 4Q18



43 units backlog

as at end of 2019

#### **Assisted Care**

- 🗸 ค่าห้องประเภท Deluxe
- 🗸 ค่าบริการและการพยาบาลดูแลกิจวัตรประจำวัน
- 🗸 บริการอาหาร 3 มื้อ และ อาหารว่าง 2 มื้อ
- 🗸 บริการซักรีดเสื้อผ้า
- แพทย์ตรวจเยี่ยมอาการ 1 ครั้ง/สัปดาห์
- 🗸 กิจกรรมฟื้นฟูสุขภาพ

ราคาปกติ	ราคาพิเศษ*	
90,000 บาท /เดือน	60,000 บาท /เดือน	

#### **High Care**

- 🗸 ค่าห้องประเภท Deluxe
- 🗸 ค่าบริการและการพยาบาลดูแลกิจวัตรประจำวัน
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- 🔾 แพทย์ตรวจเยี่ยมอาการ 3 ครั้ง/สัปดาห์
- 🗸 กิจกรรมฟื้นฟูสุขภาพ

ราคาปกติ	ราคาพิเศษ*	
150,000 บาท /เดือน	90,000 บาท /เดือน	

 Thonburi Burana Hospital held a grand opening in Feb 2020.



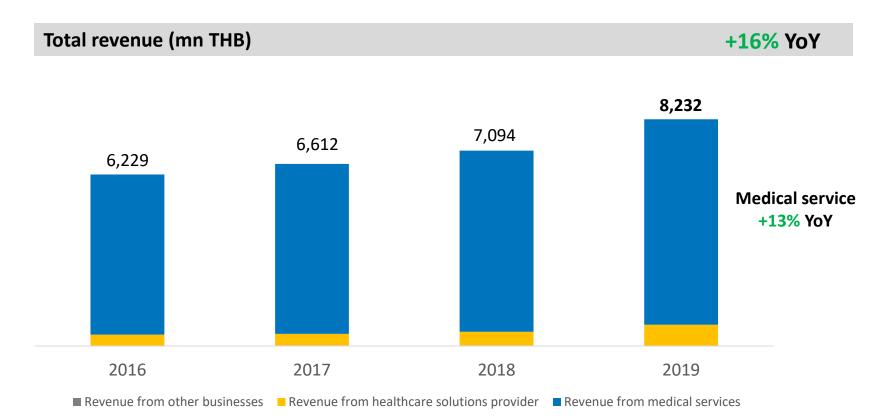




# **Financial information**

#### **FY19 Financial Performance**





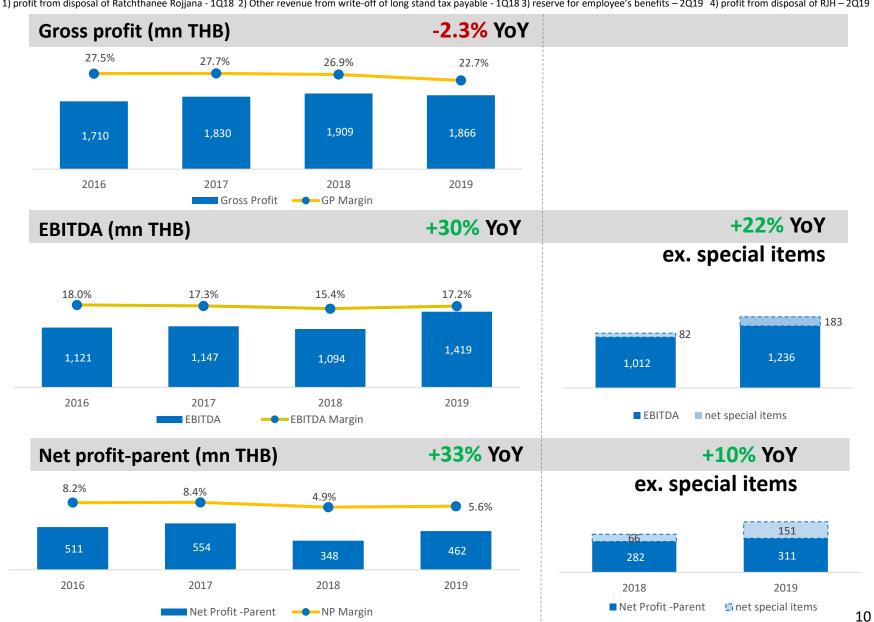
• Revenue growth was mainly from sales of Jin Wellbeing County and Thonburi Bamrungmuang Hospital.

#### **FY19 Financial Performance**



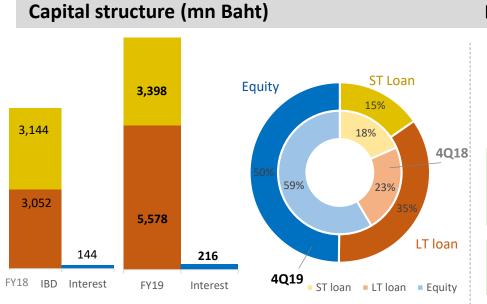
Note: Net special items refer to

1) profit from disposal of Ratchthanee Rojjana - 1Q18 2) Other revenue from write-off of long stand tax payable - 1Q18 3) reserve for employee's benefits - 2Q19 4) profit from disposal of RJH - 2Q19



# **FY19 Capital management**



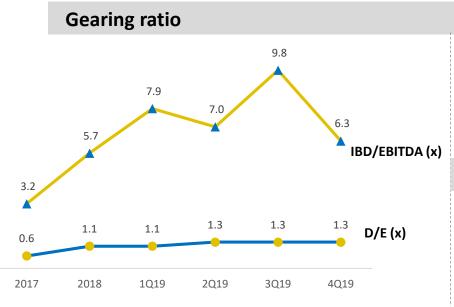


#### Dividend

On 27 Feb, BoD approved to propose dividend payment of THB 0.40 per share, subject to AGM. That includes the interim dividend payment in September 2019 at THB 0.10 per share.

THB 0.30/share XD date 12 Mar 20 Payment date 14 May 20

Dividend policy: not less than 40% of net profit



#### Interest coverage ratio (x)

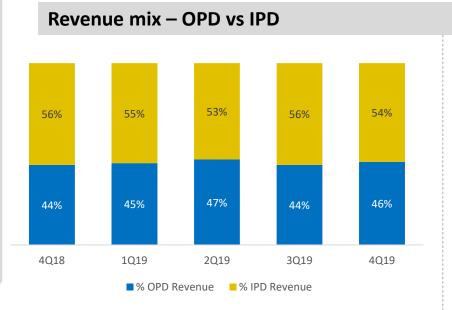


#### DSCR ratio (x)

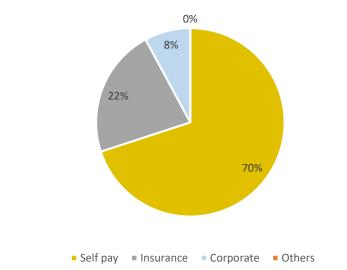


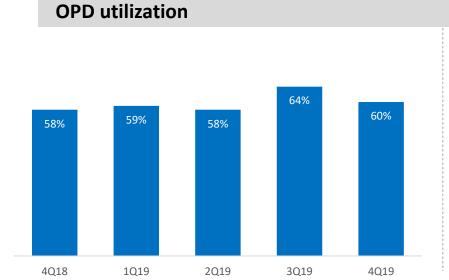
# 4Q19 Operational statistics – TH1, TH2, RYD



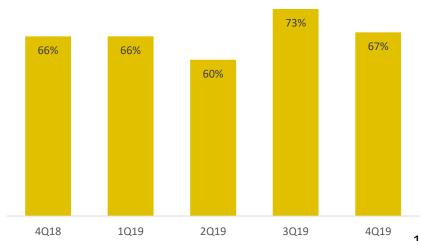


#### Revenue breakdown by payors – FY19





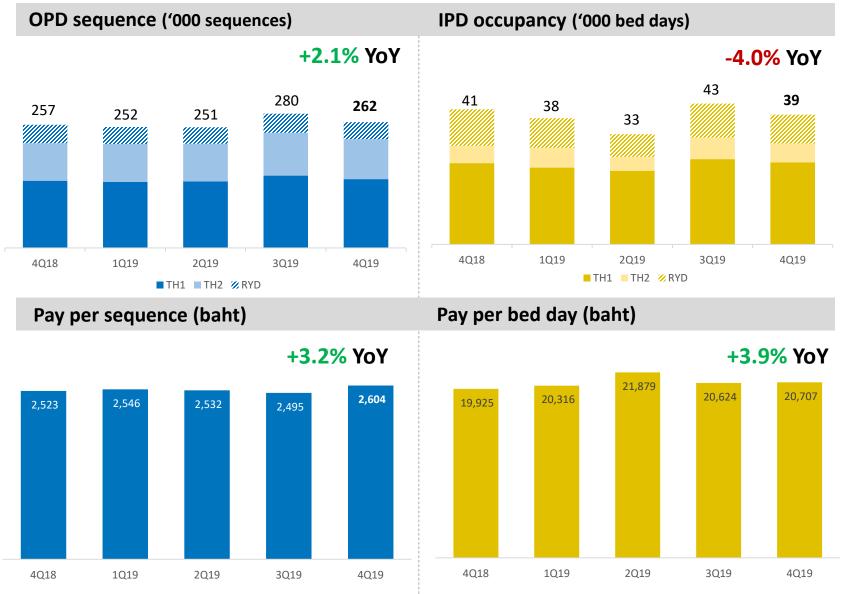
### IPD utilization



# 4Q19 Operational statistics – TH1, TH2, RYD

Approx. THB3,000 for TH1, THB2,200 for TH2 and THB1,800 for RYD





# **CapEx Plan**



	CapEx (MB)					
Project	2018	2019	2020 (E)	2021-2022 (E)	5 Yr	
Thonburi Hospital	-	15	400	940	1,355	
Thonburi 2 Hospital	-	-	110	390	500	
Thonburi Bumrungmuang	750	1,030	490		2,270	
Jin Wellbeing County	1,000	730	170		1,900	
Thonburi Health Village	300	135	240		675	
Total	2,050	1,910	1,410	1,330		





# "Lifetime health guardian for all"

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