



International recognition



THE WORLD'S Best Hospitals 2020

WORLD'S BEST HOSPITALS 2020
Newsweek
POWERED BY statista

Best Hospitals – Thailand

Rank	Hospital	Score	City
1	Bangkok Hospital	98.9 %	Bangkok
2	Siriraj Piyamaharajkarun Hospital	93.1 %	Bangkok
3	Ramathibodi Hospital	92.5 %	Bangkok
4	Bumrungrad International Hospital	92.3 %	Bangkok
5	King Chulalongkorn Memorial Hospital	86.8 %	Bangkok
6	Samitivej Sukhumvit Hospital	84.9 %	Bangkok
7	Thonburi Hospital	82.5 %	Bangkok
8	Bangpakok 9 International Hospital	81.9 %	Bangkok
9	Rajavithi Hospital	81.7 %	Bangkok
10	Bangkok Christian Hospital	79.6 %	Bangkok
11	Praram 9 Hospital	78.8 %	Bangkok
12	Songklanagarind Hospital	78.7 %	Songkhla
13	Phyathai 1 Hospital	78.7 %	Bangkok
14	Phramongkutklao Hospital	78.6 %	Bangkok
15	Maharaj Nakorn Chiang Mai Hospital	78.5 %	Chiangmai

For: The World's Best Hospitals 2020 Inw Newsweek statista

Source: Newsweek, March 2020



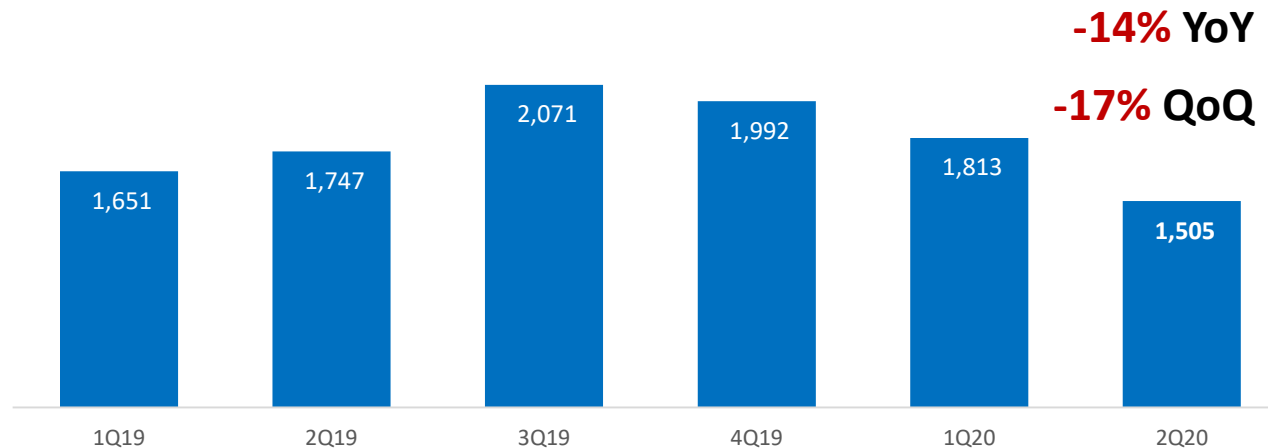
Top 5 of ASEAN'S Transformation Champions

Transformation Story: Hospital operator ventured into senior care, managed services and software development businesses.



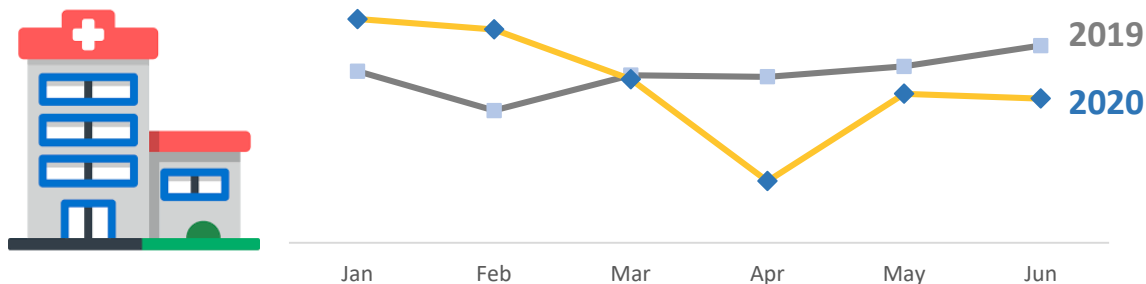
Source: Innosight, June 2020

Revenue drop was mainly due to COVID-19 situation but started to recover



- COVID-19 situation significantly affected April performance.
- Domestic hospitals and heart center dropped YoY while hospital management was stable.

Monthly revenue trend of THG's domestic hospitals



- In 1Q20, revenue was higher YoY due to new revenue stream from Thonburi Bamrungmuang and Thonburi Thung Song hospitals
- After the sharp drop in April (-26%), the revenue started to recover when government's strict measures were partially lifted.

Domestic hospitals include Thonburi, Thonburi 2, Thonburi Bamrungmuang, Rajyindee and Thonburi Thong Song Hospitals (started in November 2019).

FLU VACCINE

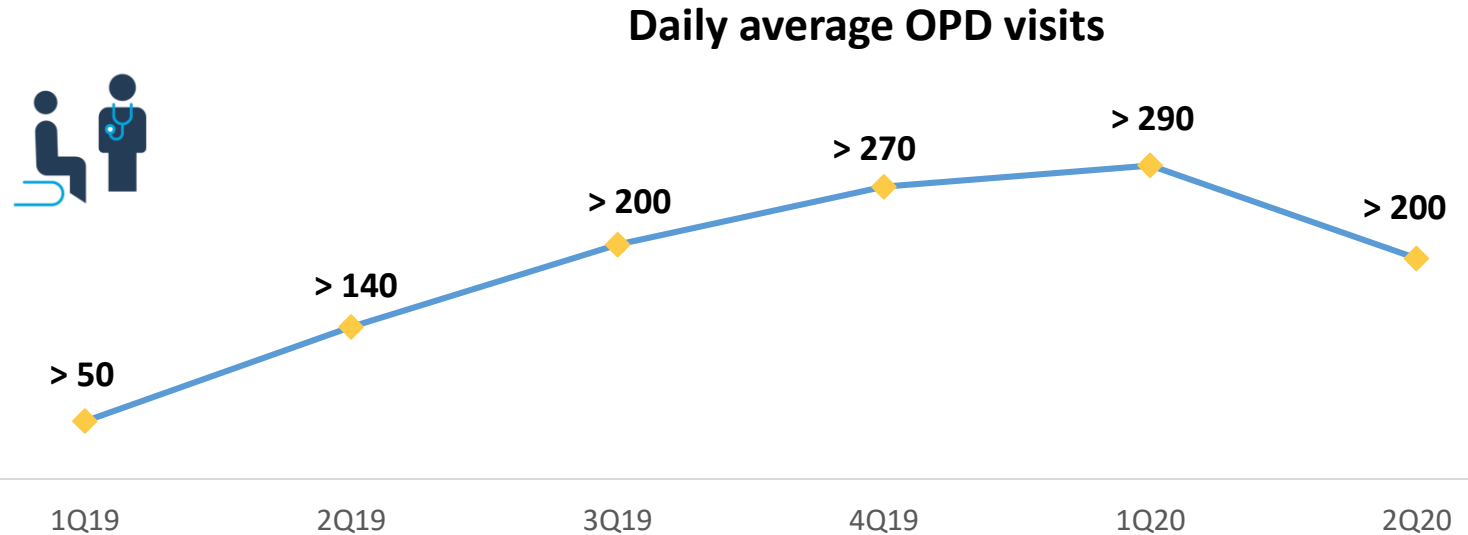
တုပ်ကွေးကာကွယ်ဆေးများကို အထူးဈေးနှုန်း ဖြင့် လာရောက်ထိုးနှံနိုင်ပါသည်။

Special Price 26,000 MMK

• This package includes flu vaccine 1 dose (4 strains), screening fee, injection fee & registration fee.
• This package is valid until flu vaccines are available.

Service at Medicine Clinic 7:00AM to 7:00PM ☎ (01) 9376 200

Momentum of patient volume was interrupted by COVID-19.



ENDOSCOPY (GI Packages)

Examination List	Price
OGDs အစာအိမ်လမ်းကြောင်းမှန်ပြောင်းကြည့်ရှု စစ်ဆေးခြင်း	210,000 MMK
Premium OGDs ဆေးရုံတွင် (၁) ညကြိုတင်နားနေ၍ အစာအိမ်လမ်းကြောင်းမှန်ပြောင်းကြည့်ရှု စစ်ဆေးခြင်း	350,000 MMK
Colonoscopy အူမကြီးလမ်းကြောင်းမှန်ပြောင်းကြည့်ရှု စစ်ဆေးခြင်း	250,000 MMK
Premium Colonoscopy ဆေးရုံတွင် (၁) ညကြိုတင်နားနေ၍ အူမကြီးလမ်းကြောင်းမှန်ပြောင်းကြည့်ရှု စစ်ဆေးခြင်း	360,000 MMK
Gastro Colonoscopy အစာအိမ်အူမကြီး (အပေါ်/အောက်) မှန်ပြောင်းကြည့်ရှု စစ်ဆေးခြင်း	440,000 MMK
Premium Gastro Colonoscopy ဆေးရုံတွင် (၁) ညကြိုတင်နားနေ၍ အစာအိမ်အူမကြီး (အပေါ်/အောက်) မှန်ပြောင်းကြည့်ရှု စစ်ဆေးခြင်း	590,000 MMK
ERCP သည်းမဖြူလမ်းကြောင်း မှန်ပြောင်းကြည့်ရှု ဝေဖန်စစ်ဆေးခြင်း	2,200,000 MMK
Bronchoscopy အသက်ရှူလမ်းကြောင်း မှန်ပြောင်းကြည့်ရှု ဝေဖန်စစ်ဆေးခြင်း	184,000 MMK
UBT အစာအိမ်ရောင်စုံစစ်ဆေးခြင်း	65,000 MMK

☎ (09) 7678 111 22 , (09) 7678 111 33 , (09) 7678 111 44 ☎ (01) 9376 200

ကင်ဆာဆေးသွင်းကုသမှုဌာန
CHEMOTHERAPY DEPARTMENT

Chemotherapy Dept. Direct Line - (09) 7941 609 04 ☎ (01) 9376 200

AR YU SLEEP LAB

Sleep Lab Direct Phone Line - (09) 7988 578 69

HEALTH CHECK UP PROGRAM 2020

☎ (09) 7678 111 22 , (09) 7678 111 33 , (09) 7678 111 44 ☎ (01) 9376 200

Jin Wellbeing County



100% completion



155 units sold

1 units sold in 2Q20



119 units transferred

2 units transferred in 2Q20



35 units backlog as at end of Aug 2020

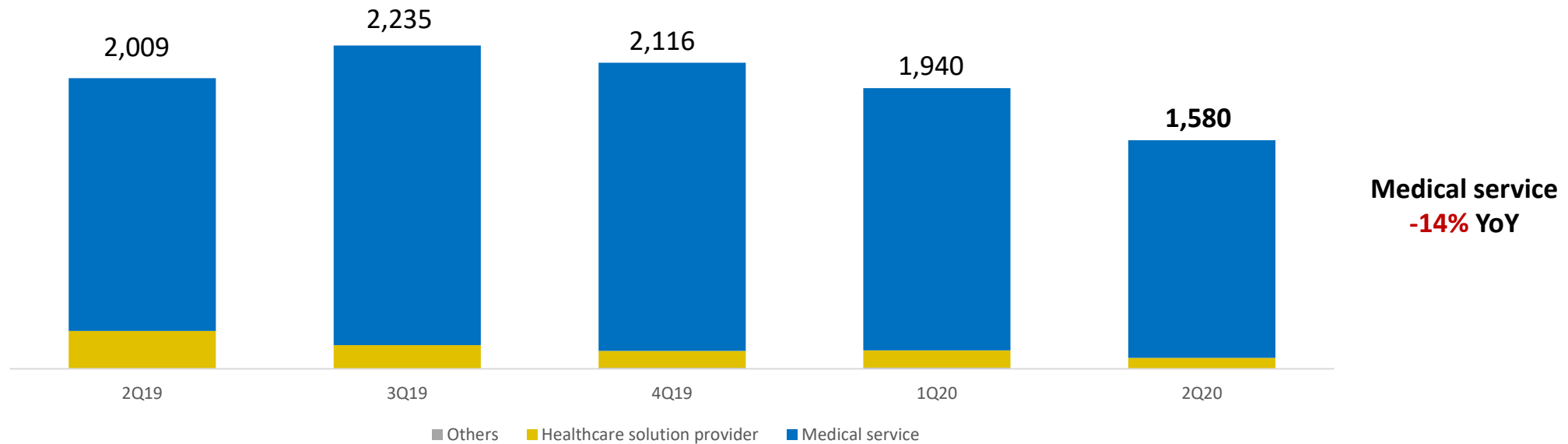


Financial information

2Q20 Financial Performance

Total revenue (mn THB)

-21% YoY



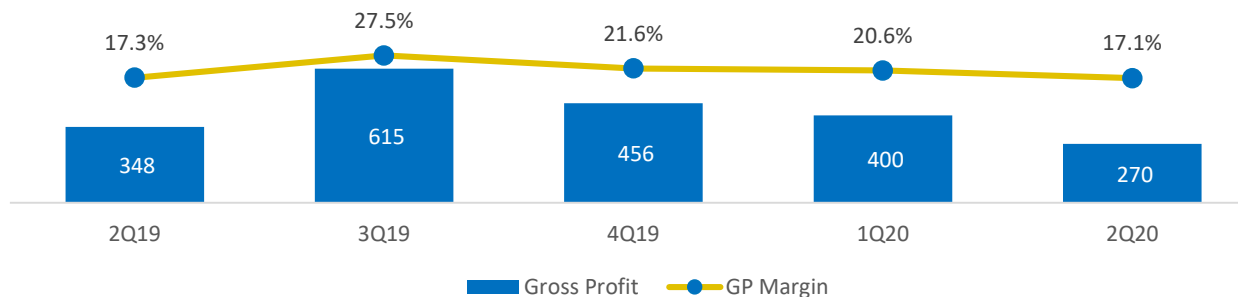
- Revenue drop was mainly from lower patient volume and decline in sales of Jin Wellbeing County.

2Q20 Financial Performance

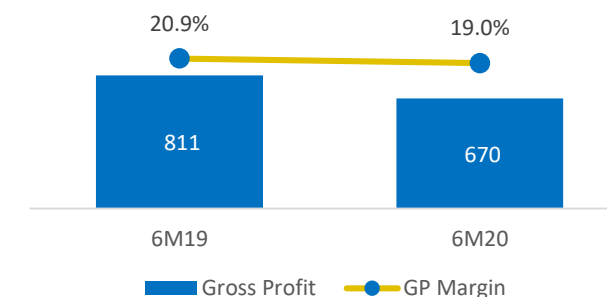
Note: Net special items refer to 1) Profit from the disposal of investment in Ratchathane PLC in 2Q19 2) Reserve for employees' benefit in 2Q19
3) Profit from disposal of JV investment in Welly Hospital, China of THB19mn in 1Q20 4) Income from deferred tax from JV in Welly Hospital, China of THB67mn in 1Q20

Gross profit (mn THB)

-22% YoY

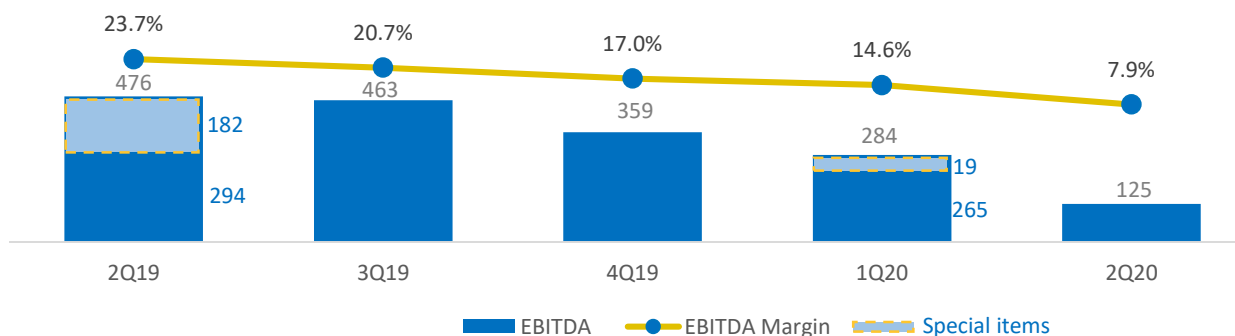


-17% YoY

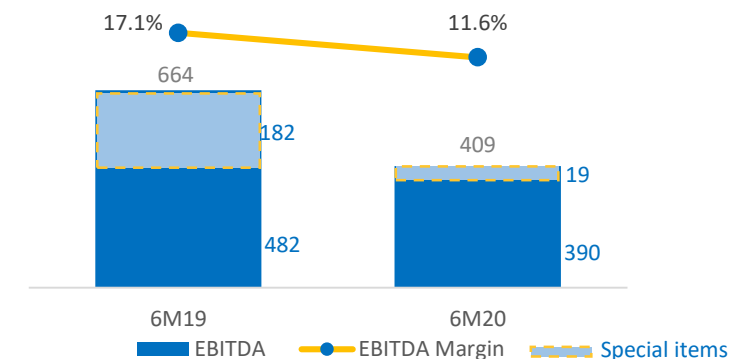


EBITDA (mn THB)

-74% YoY or -57% YoY ex. Special items

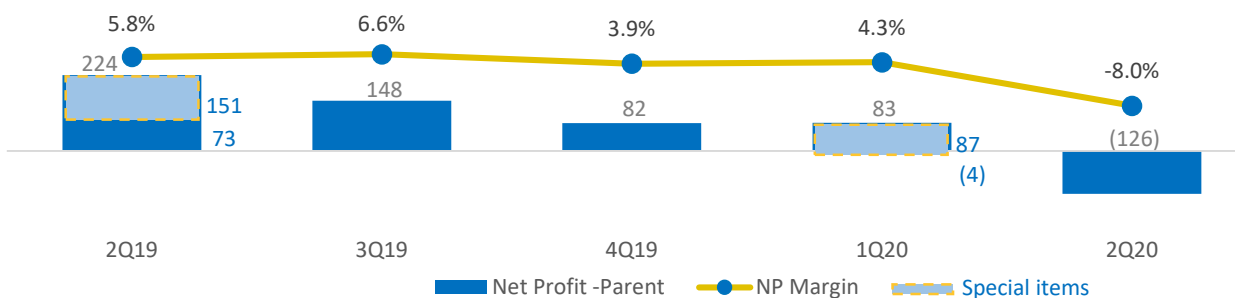


-38% YoY or -19% YoY ex. Special items

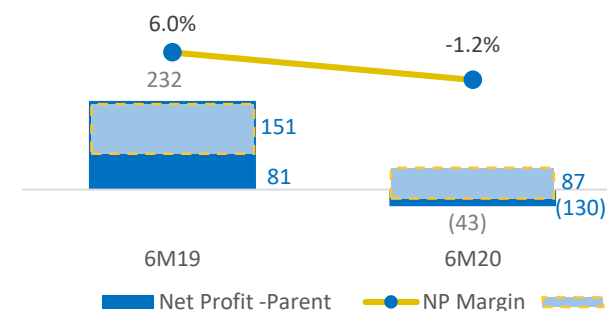


Net profit-parent (mn THB)

> -100% YoY

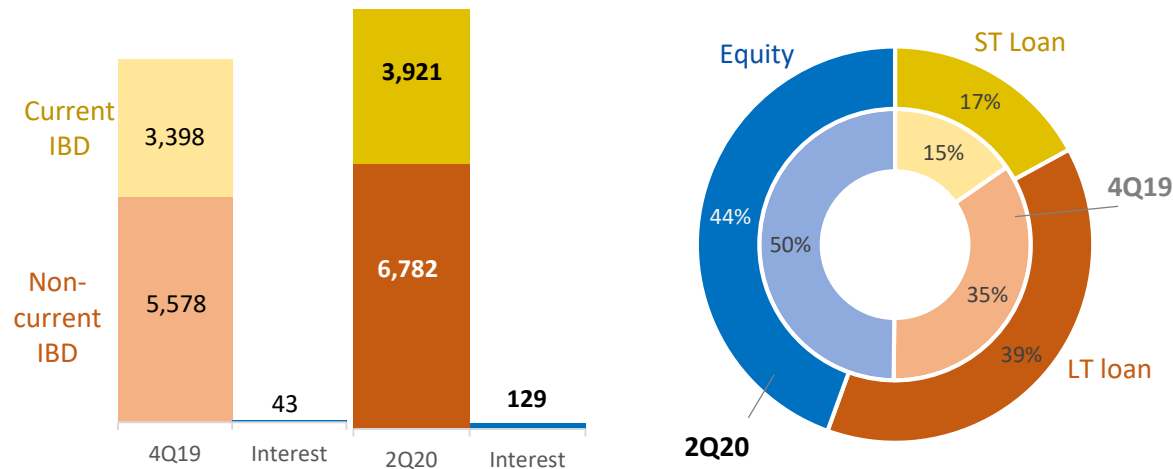


> -100% YoY



2Q20 Capital management

Capital structure (mn Baht)



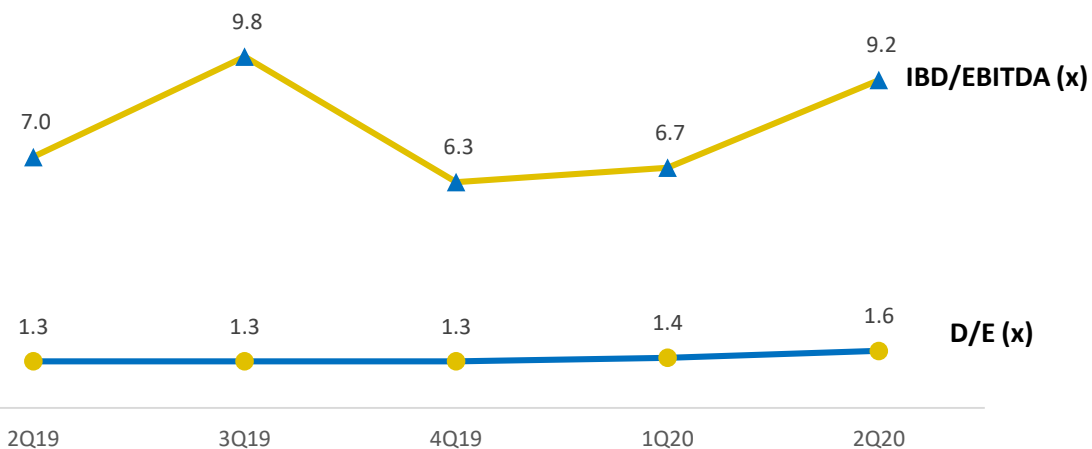
Dividend

On 24 April, AGM approved the proposed dividend payment of THB 0.40 per share for 2019 performance. That includes the interim dividend payment in September 2019 at THB 0.10 per share.

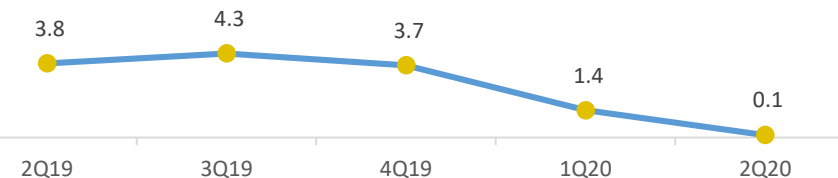
THB 0.30/share
XD date 12 Mar 20
Payment date 14 May 20

Dividend policy:
not less than 40% of net profit

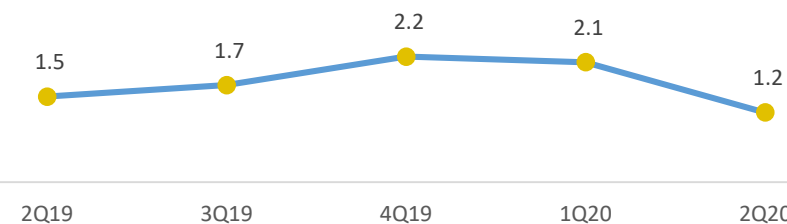
Gearing ratio



Interest coverage ratio (x)

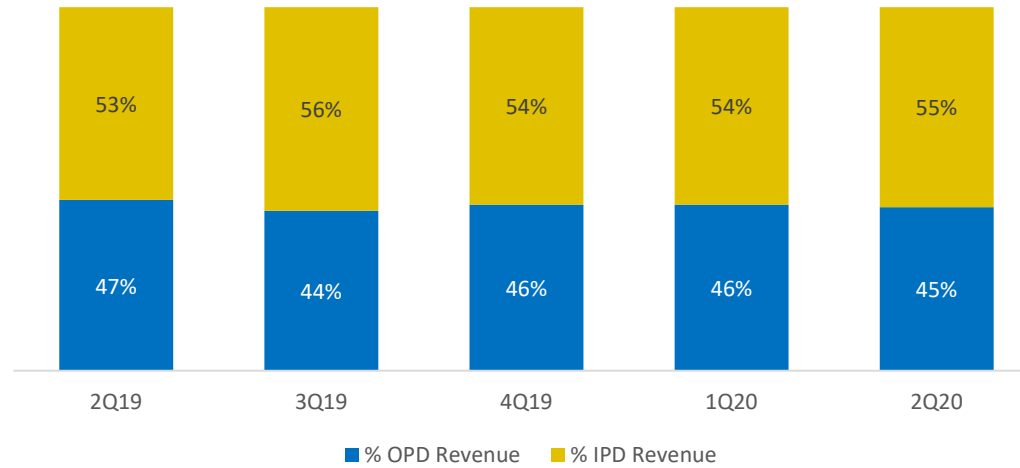


DSCR ratio (x)

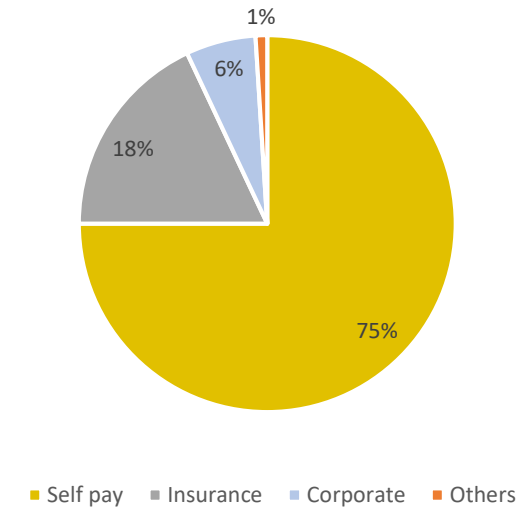


2Q20 Operational statistics – TH1, TH2, RYD

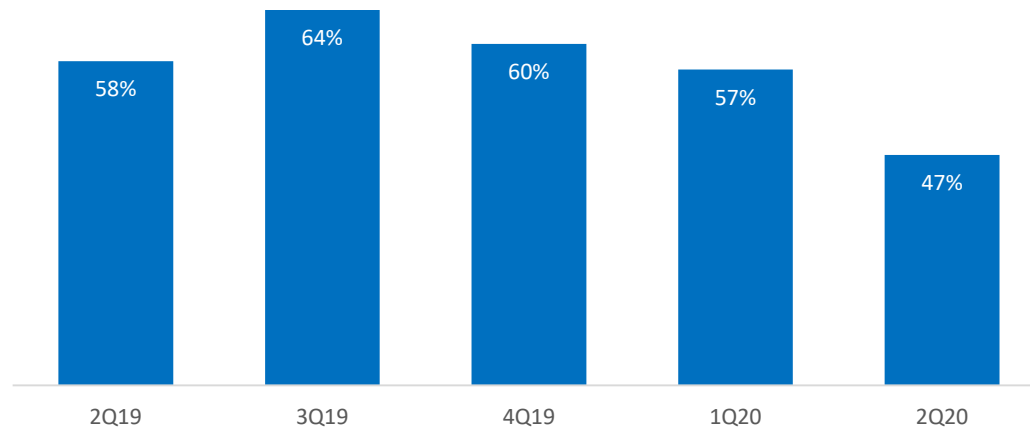
Revenue mix – OPD vs IPD



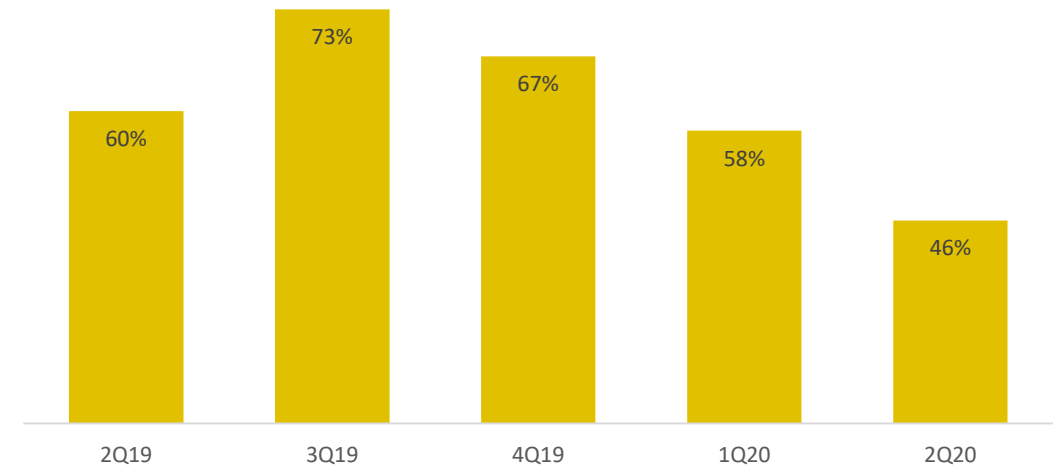
Revenue breakdown by payors – 6M20



OPD utilization

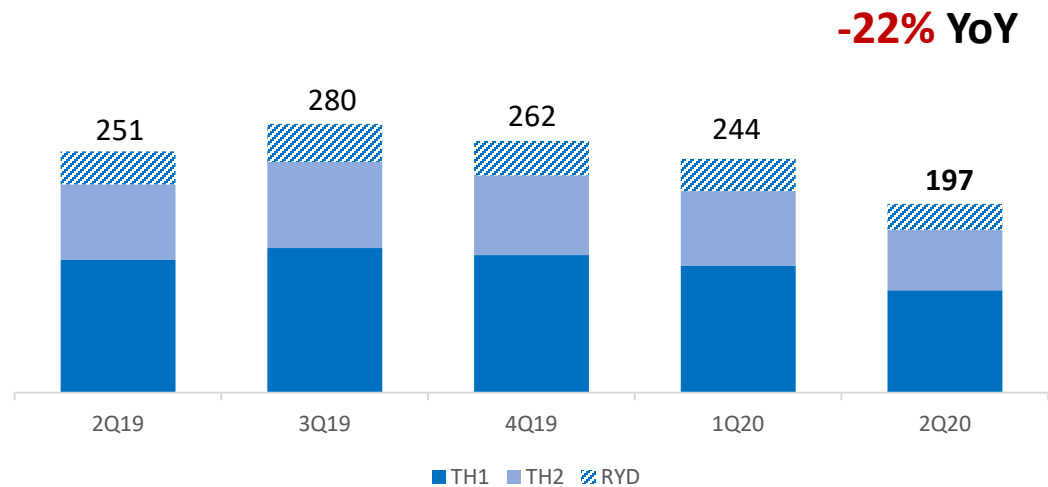


IPD utilization

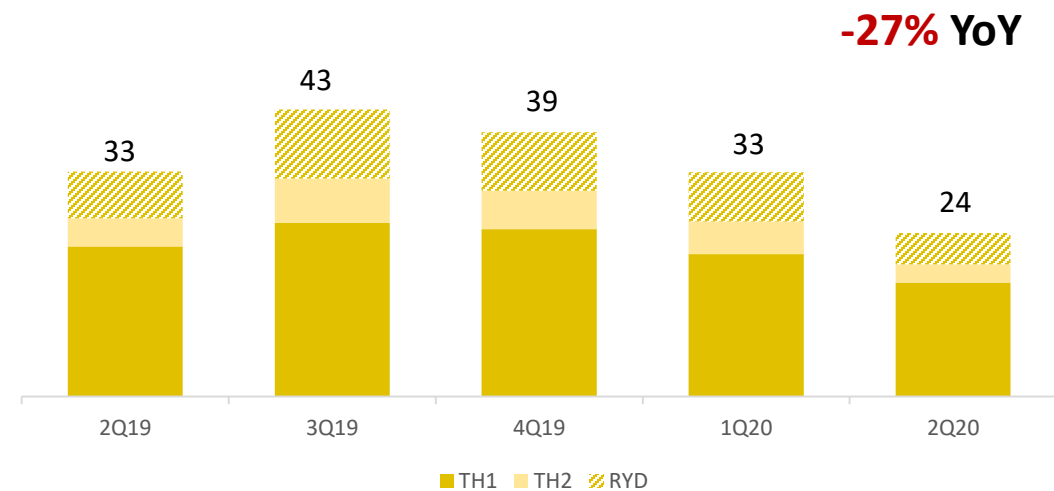


2Q20 Operational statistics – TH1, TH2, RYD

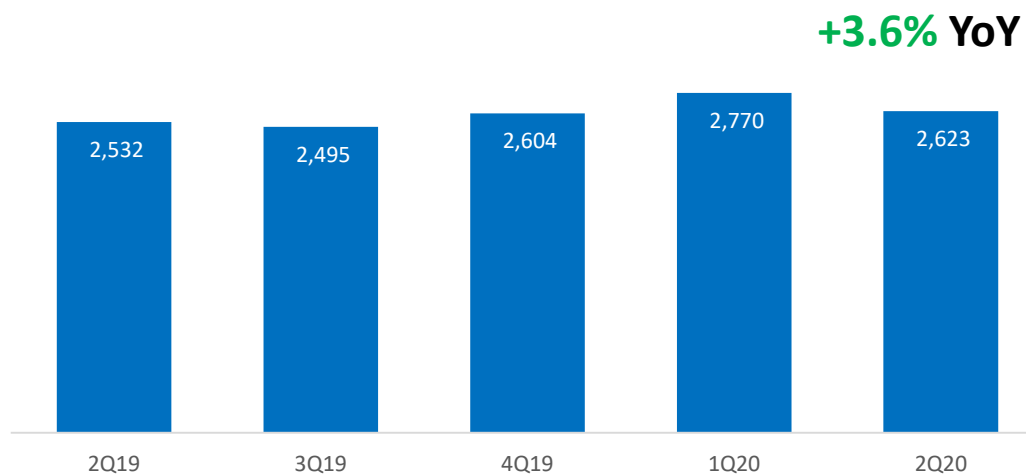
OPD sequence ('000 sequences)



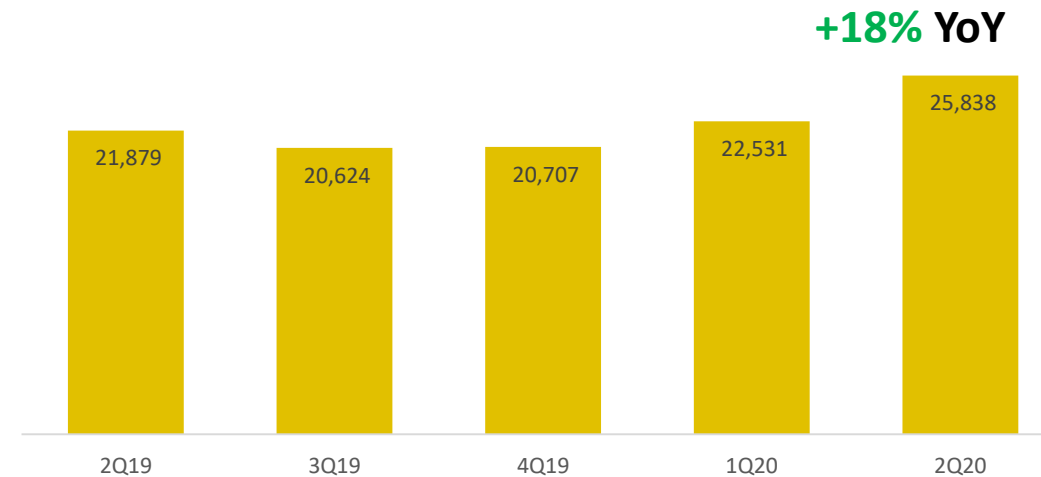
IPD occupancy ('000 bed days)



Pay per sequence (baht)



Pay per bed day (baht)



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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