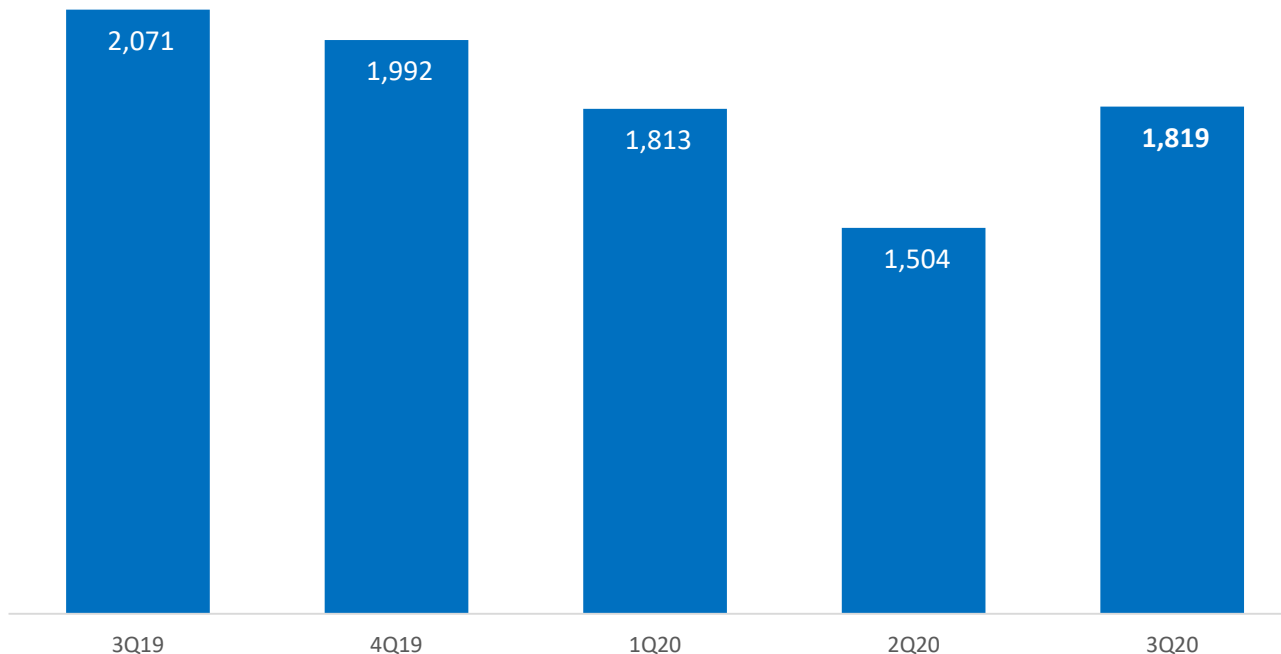




After significant decline in 2Q20, hospitals recovered to pre-COVID-19 level.

## Quarterly Revenue from Medical services



- Thonburi Hospital was more resilient to recover due to its higher intensity.
- Thonburi Bamrungmuang Hospital recovered QoQ but dropped YoY when compared to high base in 3Q19.
- It recovered from local patients at Digital Dental Center and Jin Wellness Clinic. Some foreign patients came for AHQ and treatment but still not significant volume.
- Profitability of hospitals improved with efficient cost management.
- Heart Center expected new revenue stream at Panyananthaphikkhu Chonprathan Medical Center.

# Ar Yu International Hospital



**AR YU**  
INTERNATIONAL HOSPITAL

Just stay at home  
We **Deliver** to you

📞 Order only on Viber (09) 7555 055 70

📞 အမှတ် (၄၀၀)၊ ကျိုက္ကဆံလမ်း၊ တာမွေမြို့နယ်၊ ရန်ကုန်။ (01) 9376 200



**AR YU**  
INTERNATIONAL HOSPITAL

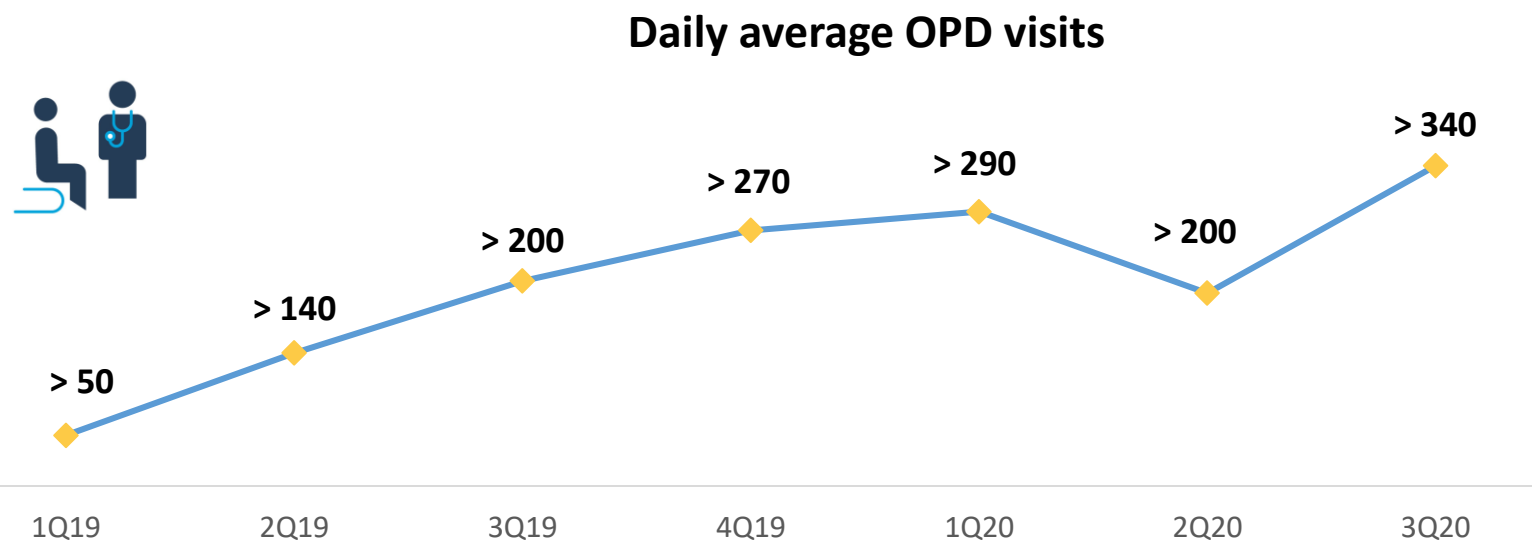
## Tele-Consultation from Home

- 1 **Tele-Consultation** ပြုလုပ်ရန်ဆောင်ရွက်သည့် ဖုန်းဆက်ပြီး ကြိုတင် booking ရယူနိုင်ပါသည်။
- 2 **Booking** ရယူထားသည့် အချိန်အတိုင်း Online (Viber) တွင်ရှိနေရန်လိုအပ်ပါသည်။
- 3 **Online** မှတစ်ဆင့် ဓမ္မစောစောချိန်ပါသည်။
- 4 **Online** မှတစ်ဆင့် ဆရာဝန်ကြီးများနှင့် ဆွေးနွေးပြီး ကုသမှုခံယူနိုင်ပါသည်။
- 5 ဆေးဝါးများ အိမ်အရောက်ပို့ပေးသည့် ဝန်ဆောင်မှု ရှိပါသည်။

(၂၄) နာရီ ဖုန်းဆက်ပြီး booking ရယူနိုင်ပါသည်။

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

Despite the 2<sup>nd</sup> wave in Sep, average volume continued to grow.



- Patient volume growth had good momentum but was interrupted by COVID-19 in April and September.
- Long-term uptrend is expected to continue after the government eased the lockdown and when patients necessarily need hospital care.
- Patients trust in international standard, cleanliness and doctor reputation.
- Ar Yu adapted its service to cater customers' needs during COVID-19.



# Jin Wellbeing County



**100%** completion



**156** units sold

**1** units sold in 3Q20



**121** units transferred

**2** units transferred in 3Q20



**35** units backlog as at end of Sep 2020





# Thonburi Health Village



Land area: Total 8-2-35.5 rai

Phase 1 4-0-39 rai

GFA: 26,000 Sq.M.

SFA: 13,824 Sq.M.

Tower B 11 fl. (162 rooms 313 beds)

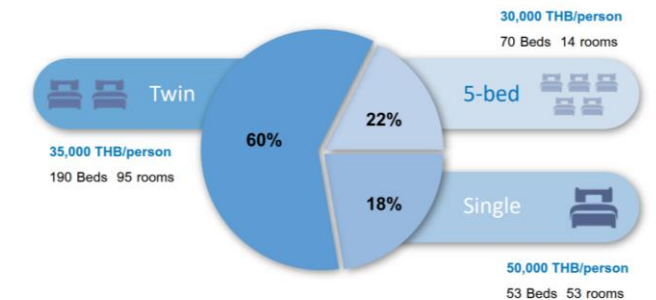
Tower C 8 fl. (6 parking fl., wellness center)

Tower A 206 rooms (Phase II)

Nursing home serviced for rent

Target

- Elderly
- Chronic illness underlying NCD
- Convalescent care
- Palliative care

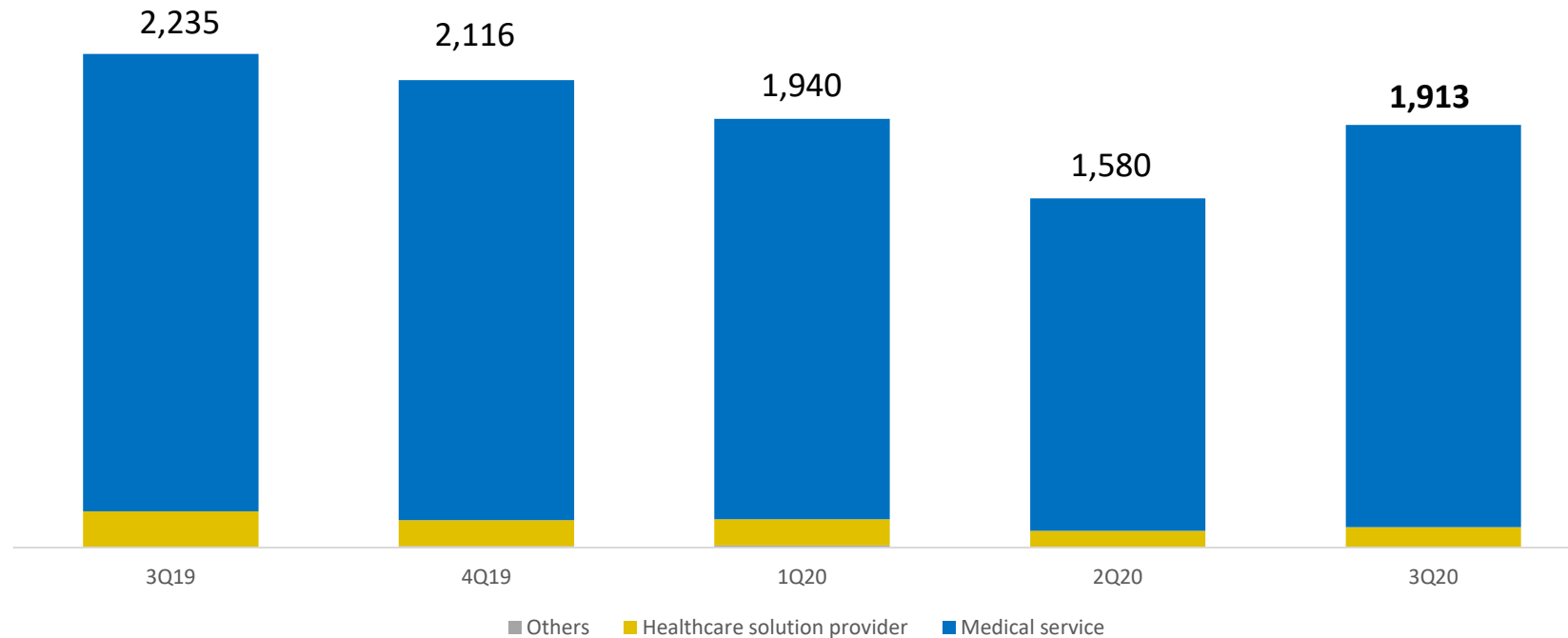


# Financial information

# 3Q20 Financial Performance

Total revenue (mn THB)

**-14% YoY**



**Medical service**  
**-12% YoY**

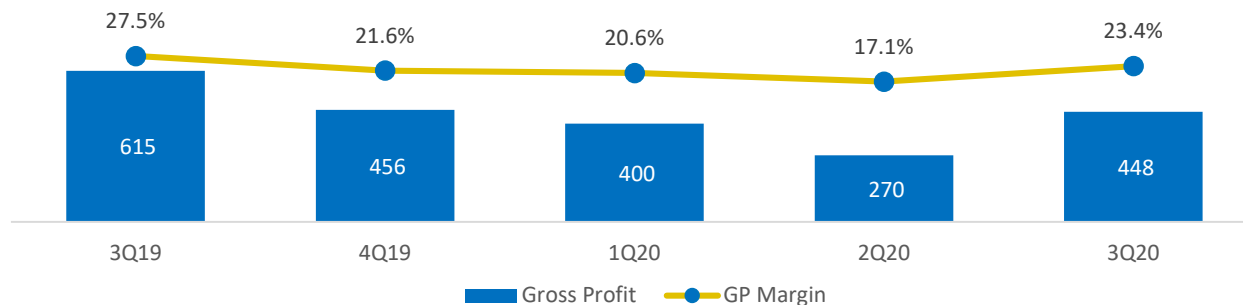
- Revenue drop YoY was mainly from lower patient volume and decline in sales of Jin Wellbeing County.

# 3Q20 Financial Performance

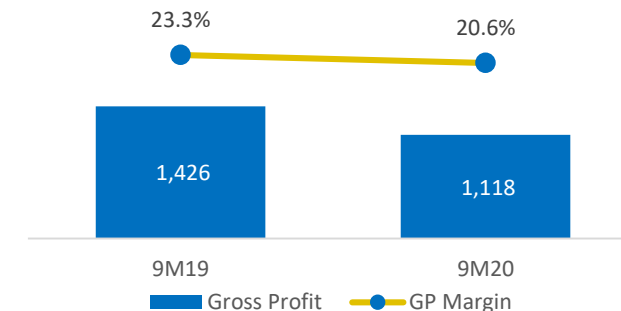
Note: Net special items refer to 1) Profit from the disposal of investment in Ratchathane PLC in 2Q19 2) Reserve for employees' benefit in 2Q19  
3) Profit from disposal of JV investment in Welly Hospital, China of THB19mn in 1Q20 4) Income from deferred tax from JV in Welly Hospital, China of THB67mn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

## Gross profit (mn THB)

**-27% YoY**

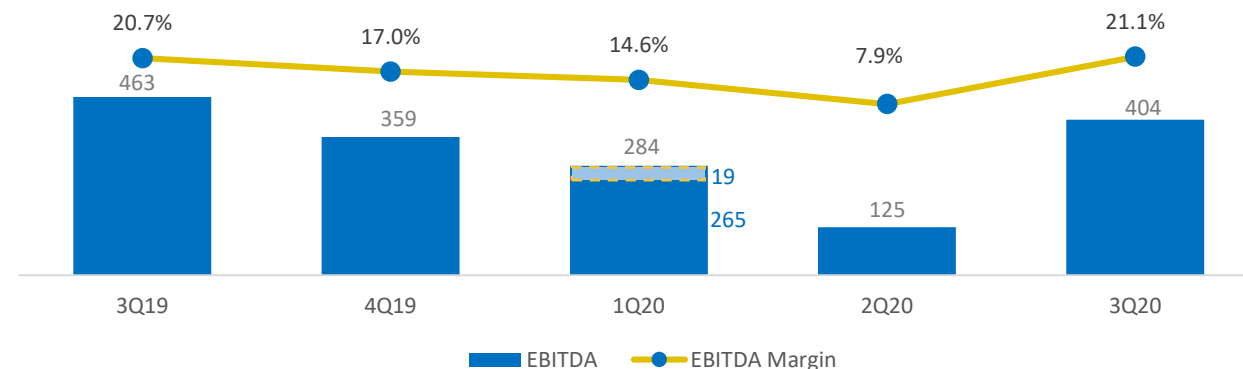


**-22% YoY**

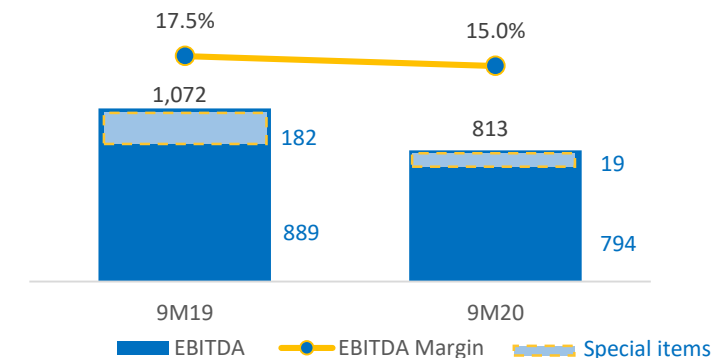


## EBITDA (mn THB)

**-13% YoY**

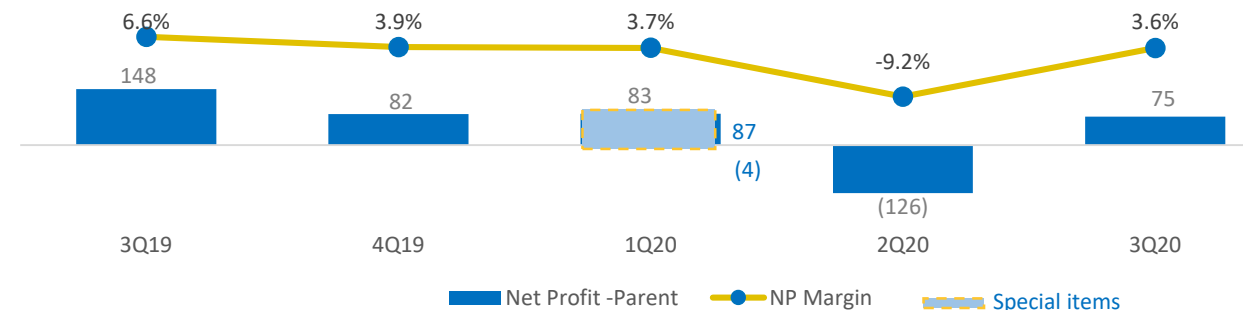


**-24% YoY or -11% YoY ex. Special items**

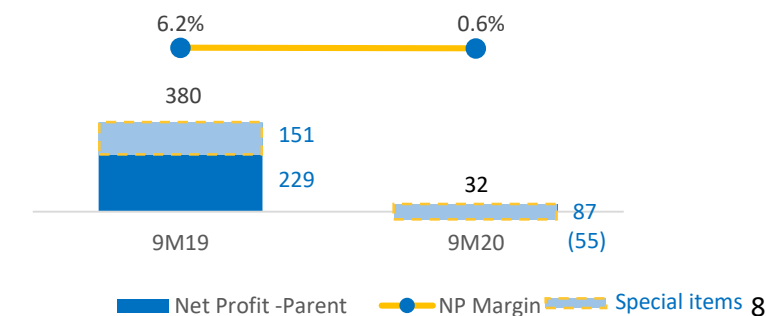


## Net profit-parent (mn THB)

**-49% YoY**



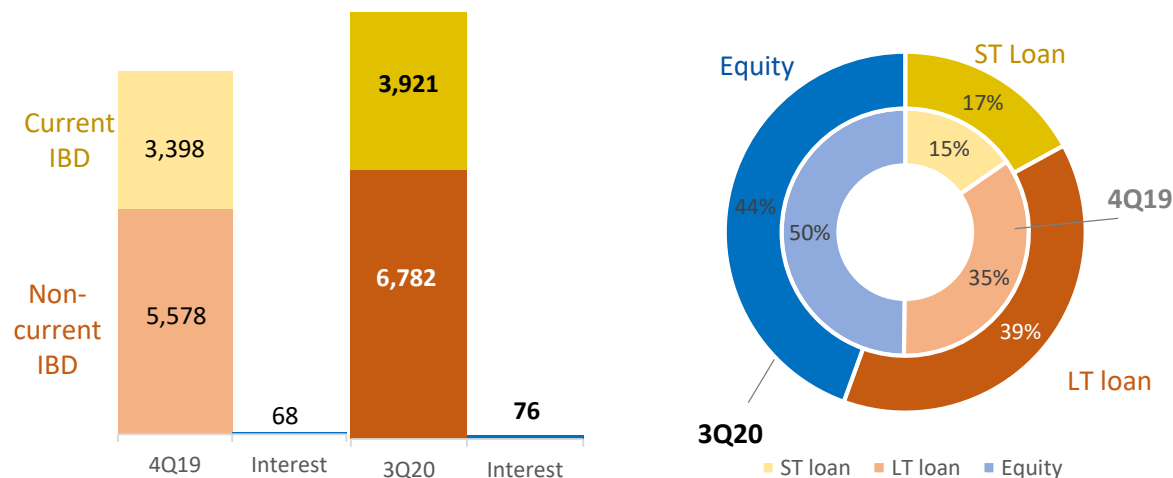
**-92% YoY or -124% YoY ex. Special items**





# 3Q20 Capital management

## Capital structure (mn Baht)



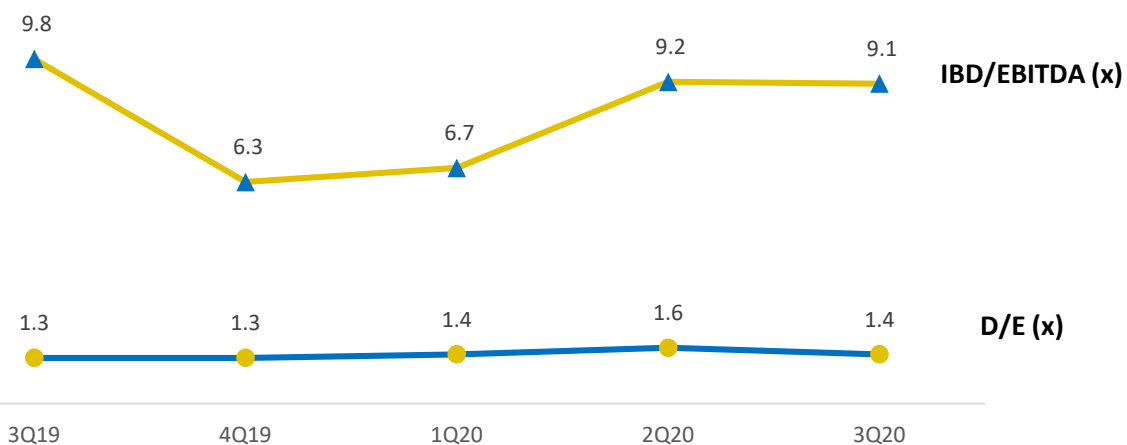
## Dividend

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.

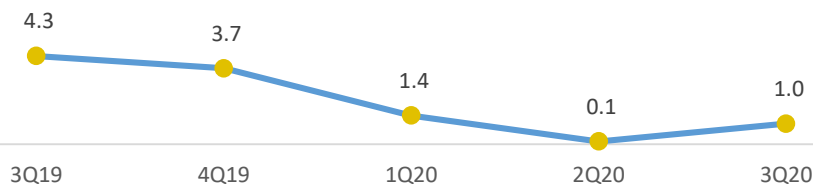
**THB 0.30/share**  
**XD date 12 Mar 20**  
**Payment date 14 May 20**

**Dividend policy:**  
**not less than 40% of net profit**

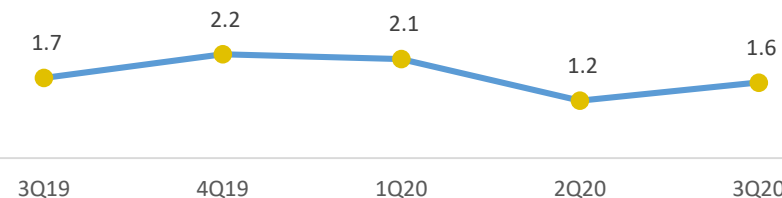
## Gearing ratio



## Interest coverage ratio (x)

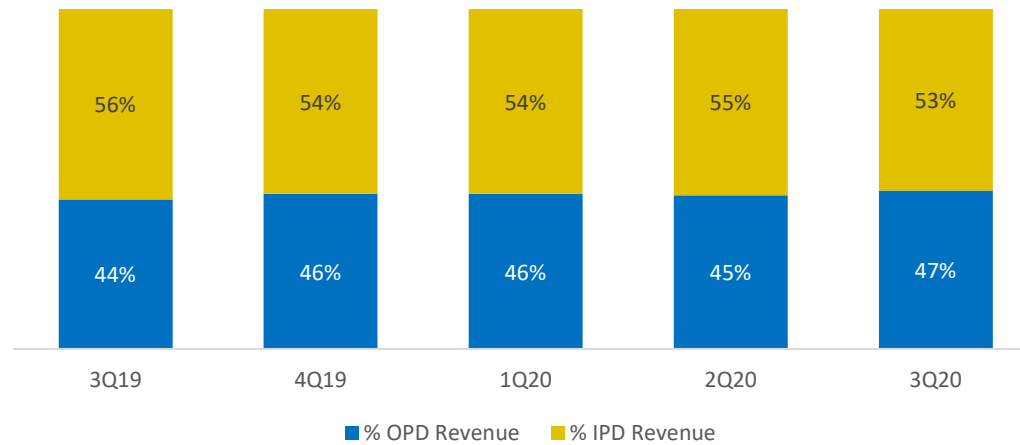


## DSCR ratio (x)

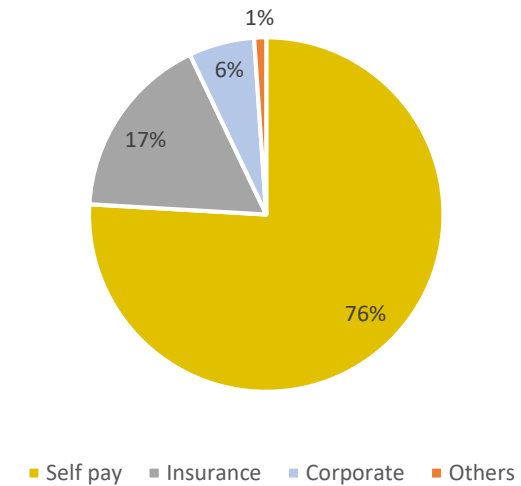


# 3Q20 Operational statistics – TH1, TH2, RYD

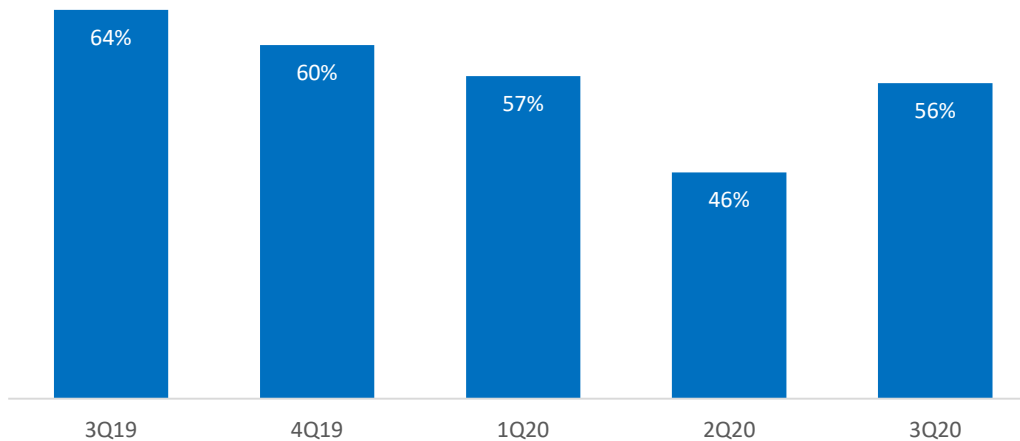
## Revenue mix – OPD vs IPD



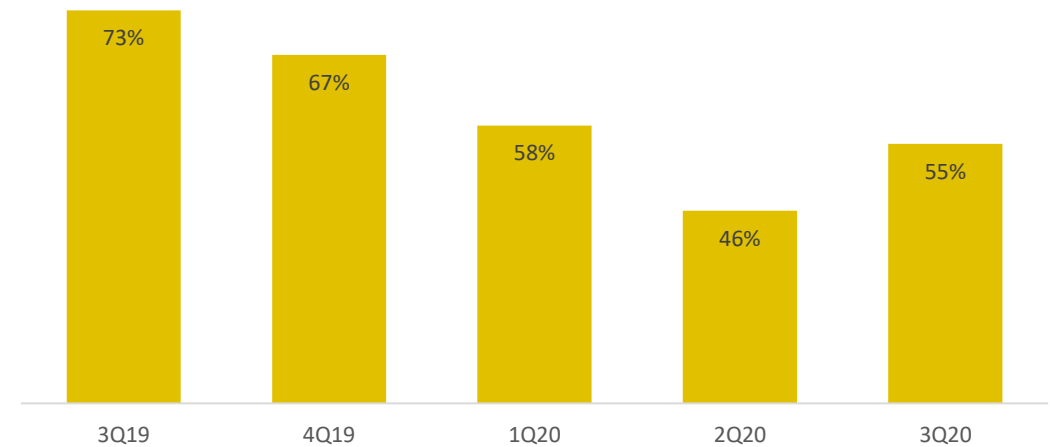
## Revenue breakdown by payors – 9M20



## OPD utilization

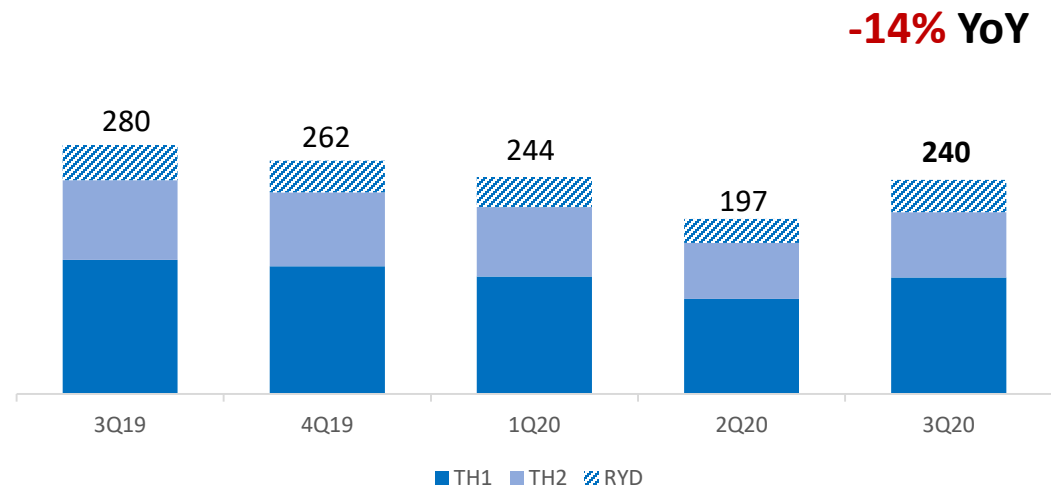


## IPD utilization

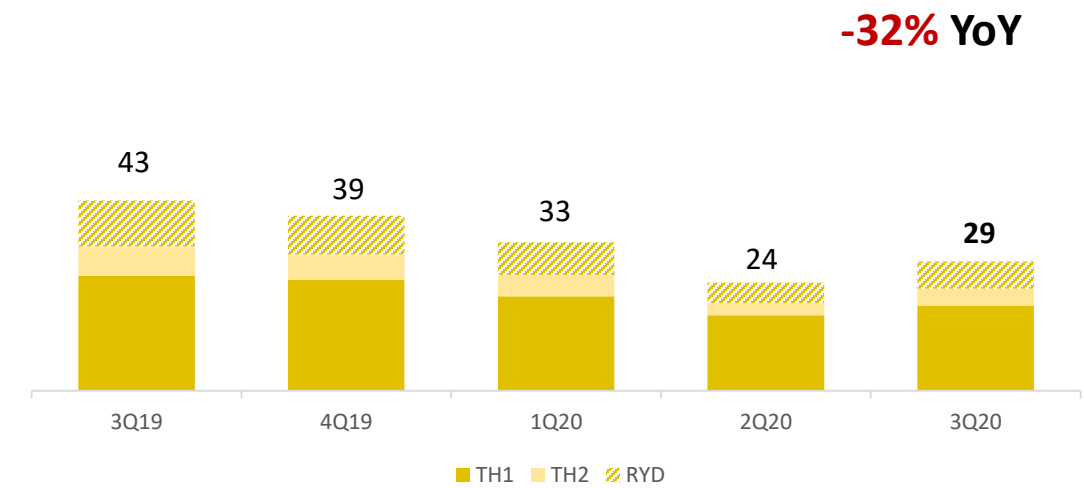


# 3Q20 Operational statistics – TH1, TH2, RYD

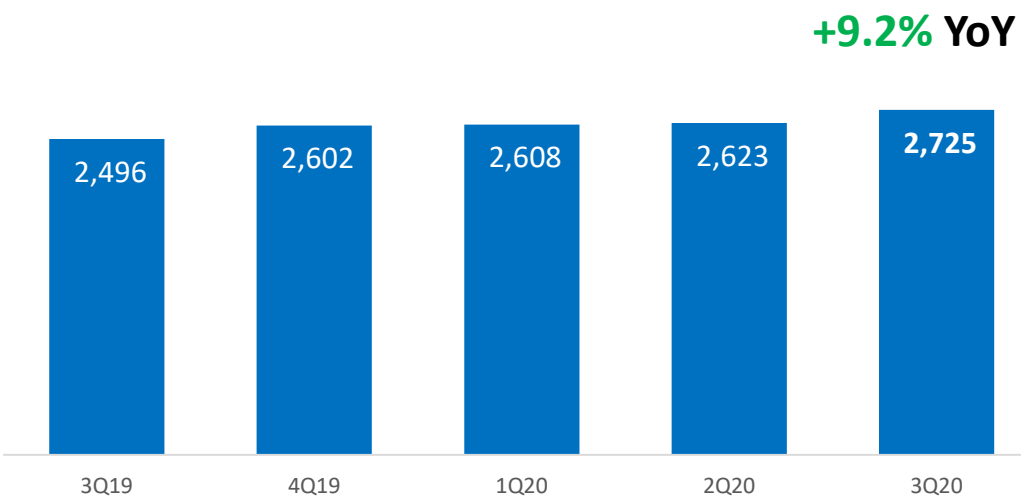
OPD sequence ('000 sequences)



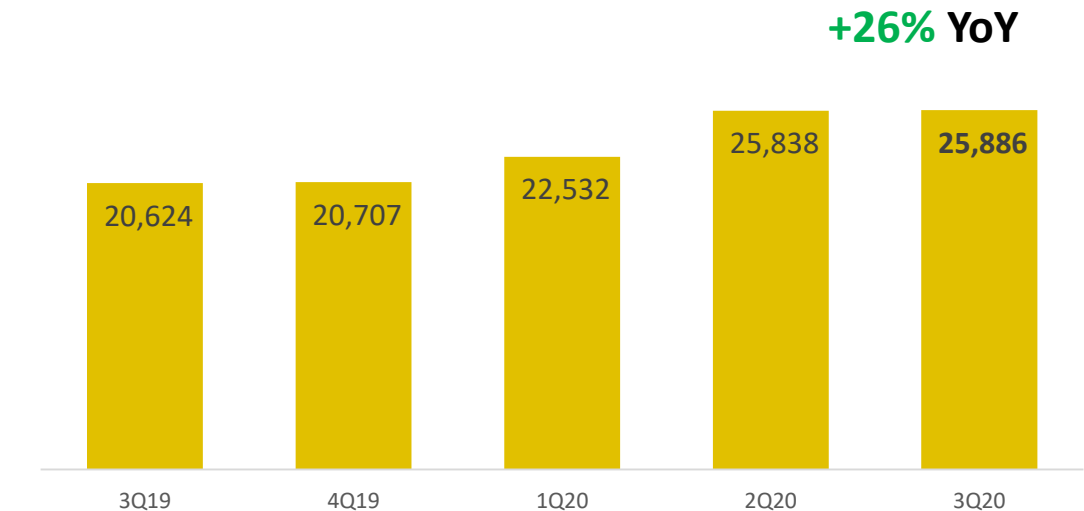
IPD occupancy ('000 bed days)



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	<b>1,355</b>
Thonburi 2 Hospital	-	-	110	390	<b>500</b>
Thonburi Bumrungmuang	750	1,030	490		<b>2,270</b>
Jin Wellbeing County	1,000	730	170		<b>1,900</b>
Thonburi Health Village	300	135	240		<b>675</b>
<b>Total</b>	<b>2,050</b>	<b>1,910</b>	<b>1,410</b>	<b>1,330</b>	



# ***“Lifetime health guardian for all”***

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**Tel: +6695-3705728**

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