

Lifetime Health Guardian For All

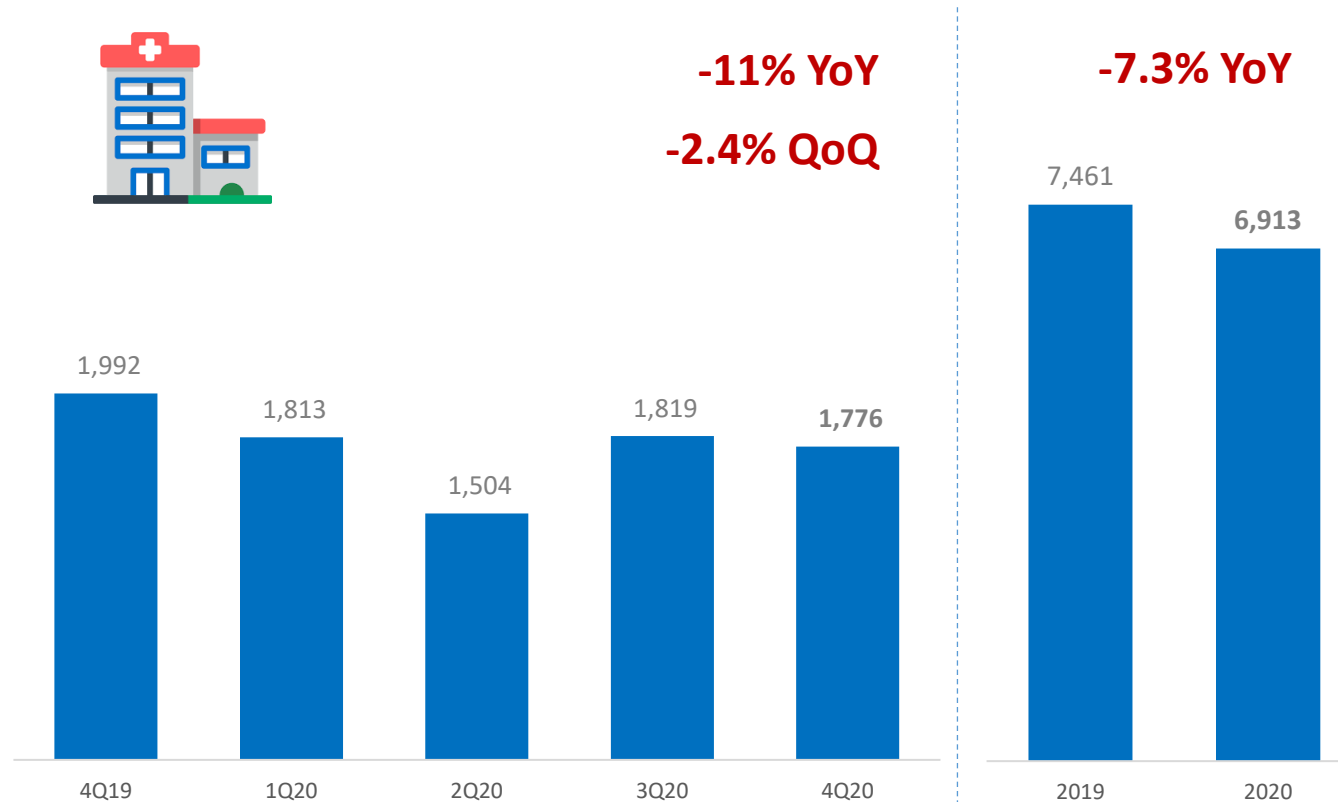


FY20 Results Briefing Presentation

March 2021

The recovery was softened when compared to peak season.

Revenue from Medical services



- Patient concerns on COVID-19 situation, drop in foreign patient volume and economy are key reasons affecting 2020 performance.
- Thonburi Hospital was more resilient to recover due to its higher intensity.
- Profitability of hospitals improved with efficient cost management.
- Heart Center expected new revenue stream at Panyananthaphikkhu Chonprathan Medical Center in 1Q21.



POST COVID-19 TEST

Normal Price - 256,000 MMK
Special Price - 209,000 MMK

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



1111 AR YU BABIES

အမှတ် - ၄၀၀၊ ကျိက္ကဆဲလမ်း၊ တာမွေမြို့နယ်၊ ရန်ကုန်မြို့ (01) 9376 200

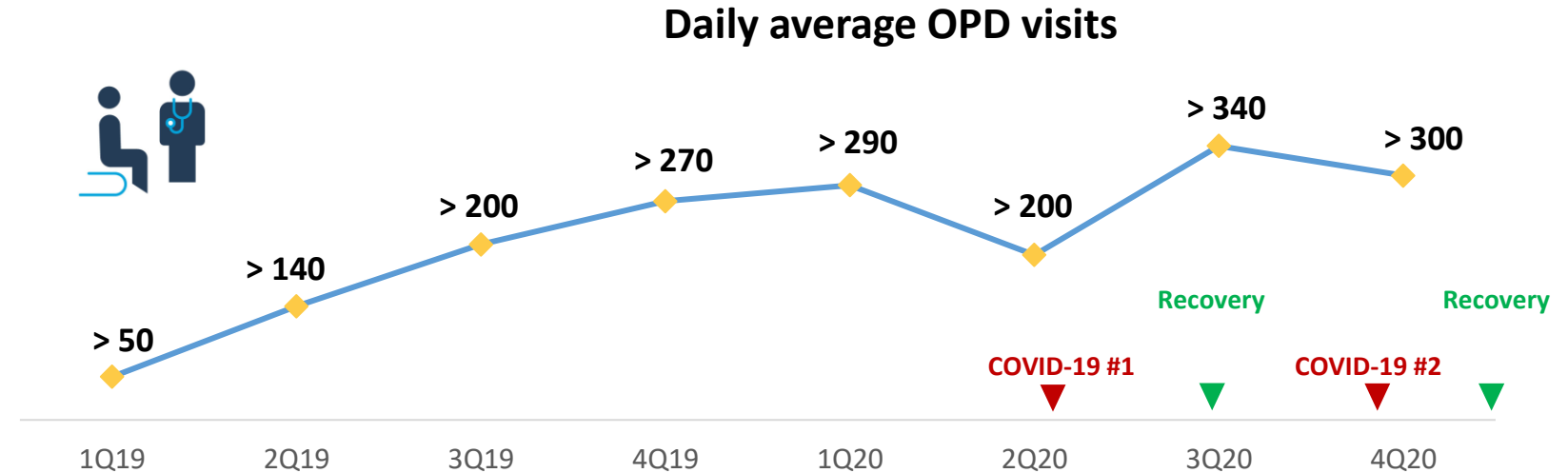



PHYSICAL THERAPY DEPARTMENT

အကြော၊ အဆစ်ဆိုင်ရာပြန်လည်သန်စွမ်းမှုကုသခြင်းဌာန

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Second wave of COVID-19 affected the recovery in the last quarter of 2020.

We also provide Home Care Physiotherapy Service for Ar Yu's patients.

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

- Patient volume growth had good momentum but was interrupted by COVID-19 in April and September.
- Recovery started in November – December after the effect of COVID-19 second wave in September – October.
- January 2021 saw the highest OPD patient and IPD revenue.
- Patients trust in international standard, cleanliness and doctor reputation.

Jin Wellbeing County



158 units sold

1 units sold in 3Q20



126 units transferred

5 units transferred in 4Q20



32 units backlog

19 units transferred in 2020

as at end of Dec 2020



Financial information

4Q20 and FY20 Financial Performance

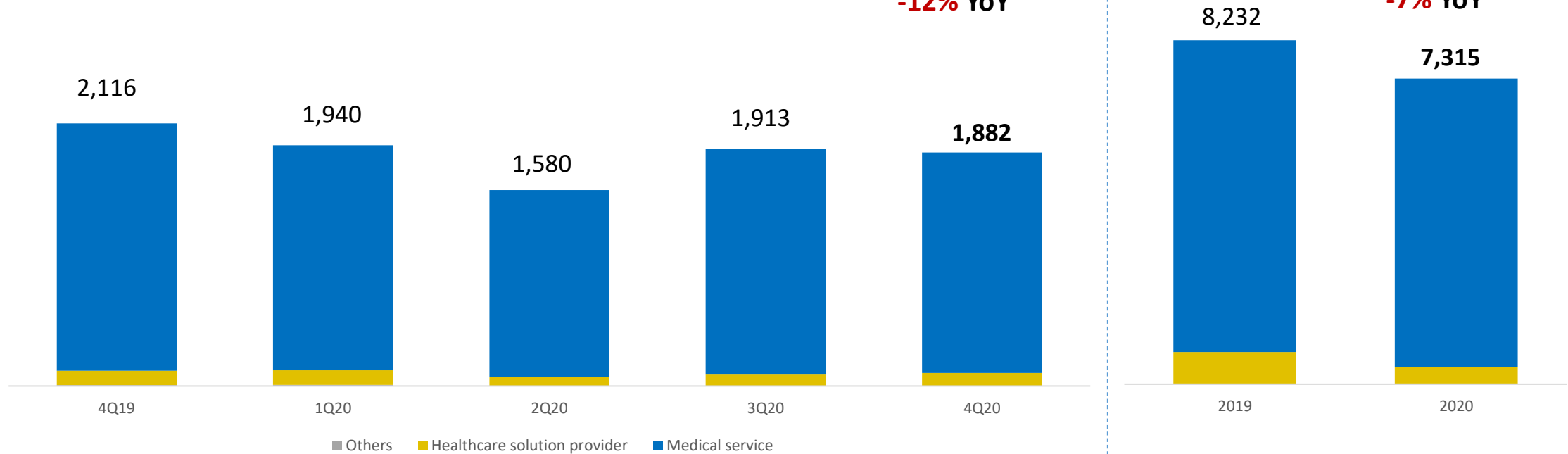
Total revenue (mn THB)

-11% YoY

-11% YoY

Medical service
-12% YoY

Medical service
-7% YoY



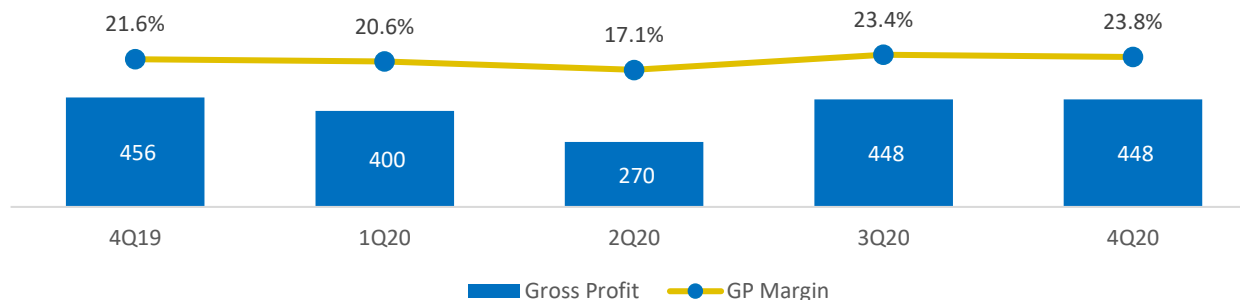
- Revenue drop YoY was mainly from lower patient volume and decline in sales of Jin Wellbeing County.

4Q20 and FY20 Financial Performance

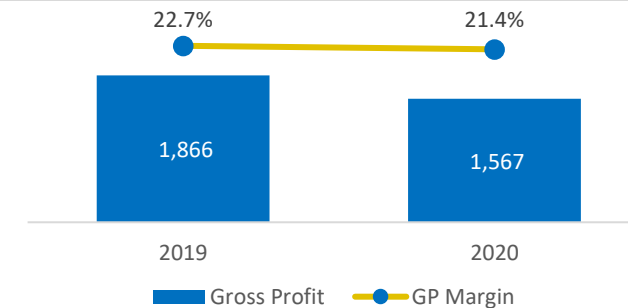
Note: Net special items refer to 1) Profit from the disposal of investment in Ratchathane PLC in 2Q19 2) Reserve for employees' benefit in 2Q19
3) Profit from disposal of JV investment in Welly Hospital, China of THB19mn in 1Q20 4) Income from deferred tax from JV in Welly Hospital, China of THB67mn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

Gross profit (mn THB)

-1.8% YoY

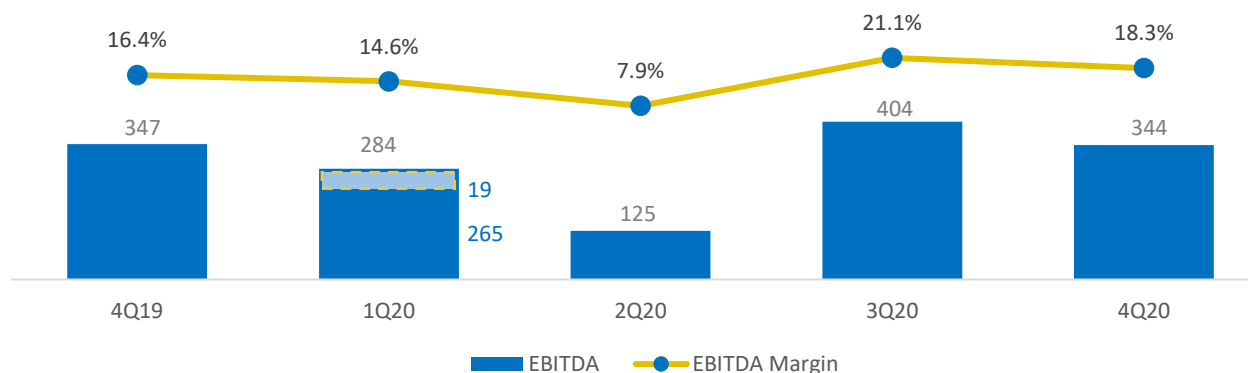


-16% YoY

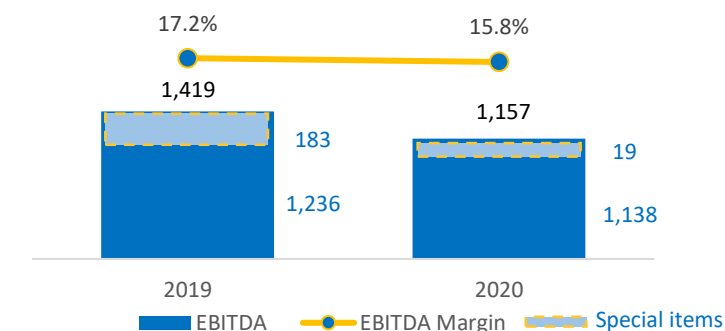


EBITDA (mn THB)

-0.9% YoY

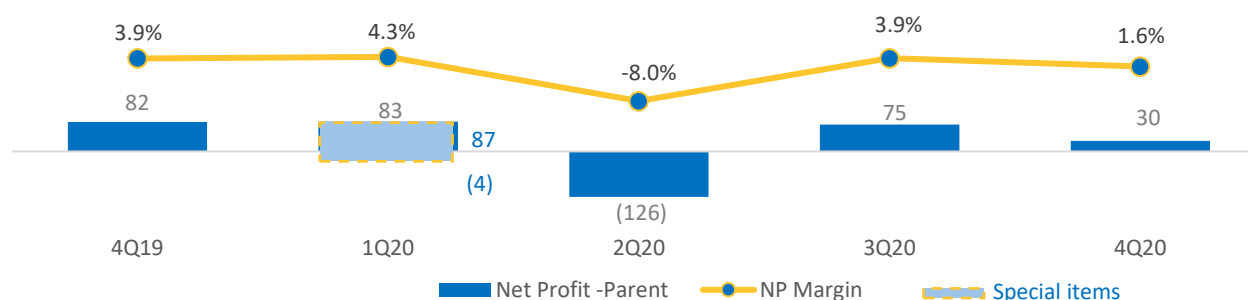


-19% YoY or -7.9% YoY ex. Special items

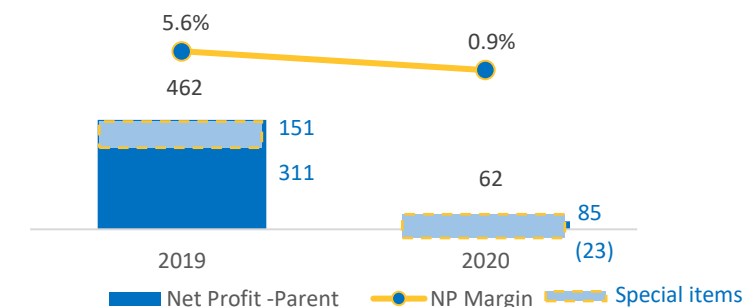


Net profit-parent (mn THB)

-63% YoY

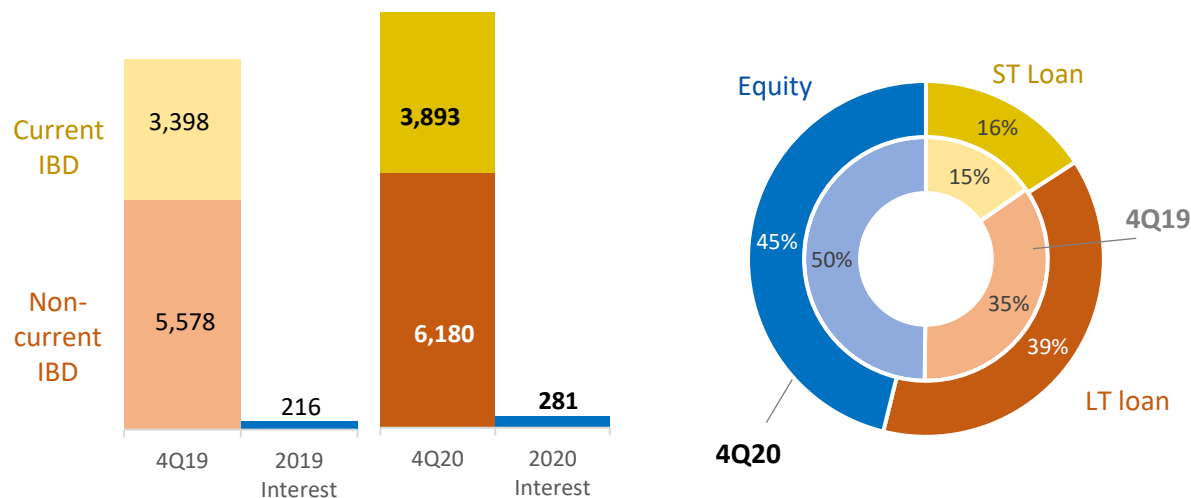


-87% YoY or -107% YoY ex. Special items



4Q20 Capital management

Capital structure (mn Baht)



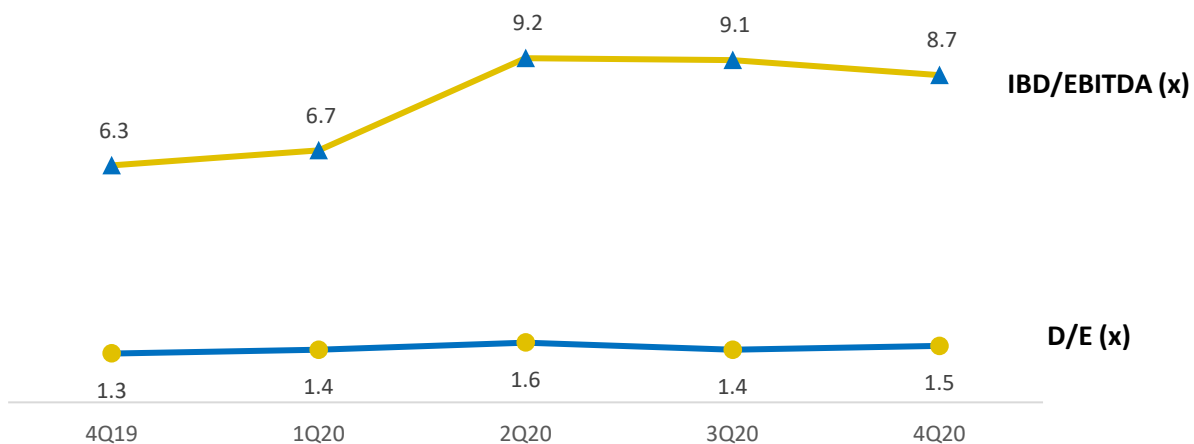
Dividend

On 23 Feb 21, BOD agreed to propose dividend payment of THB 0.30 per share for 2020 performance. It is subject to the approval by shareholders at AGM on 23 Apr 2021.

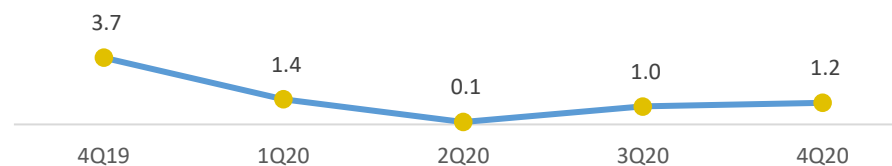
THB 0.30/share
XD date 12 Mar 21
Payment date within 21 May 21

Dividend policy:
not less than 40% of net profit according to separate financial statements

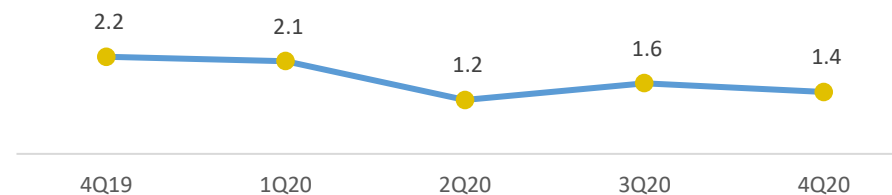
Gearing ratio



Interest coverage ratio (x)

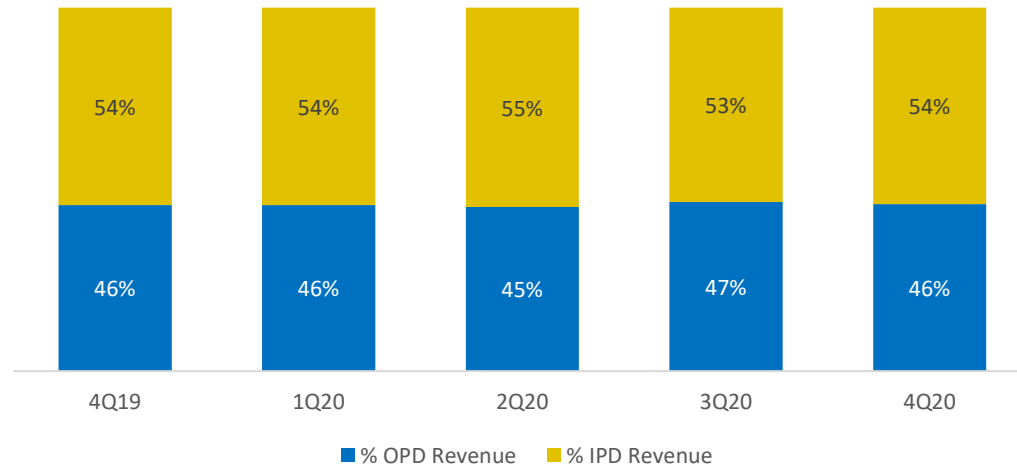


DSCR ratio (x)

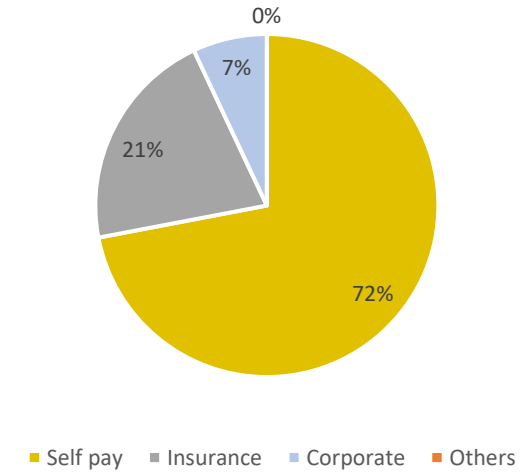


4Q20 Operational statistics – TH1, TH2, RYD

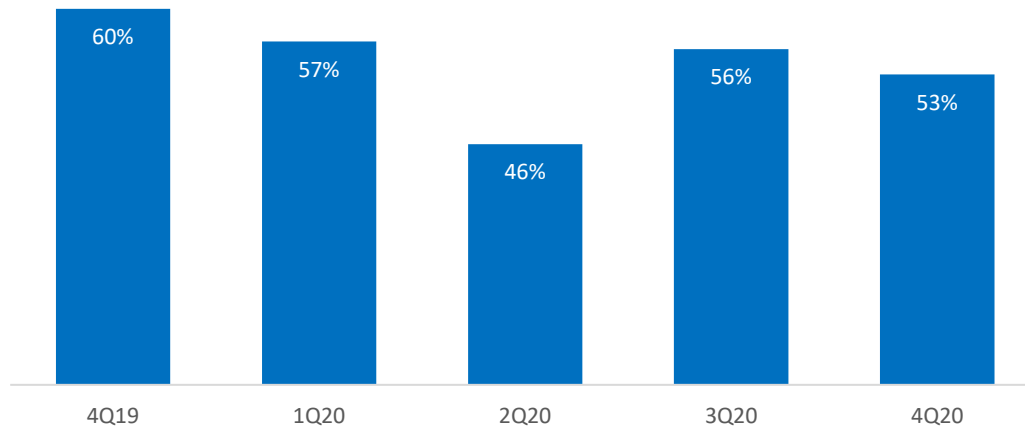
Revenue mix – OPD vs IPD



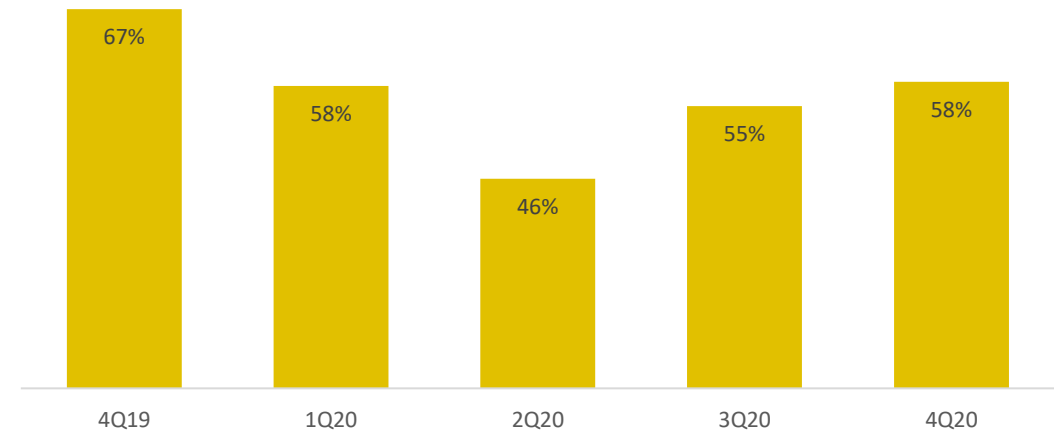
Revenue breakdown by payors – FY20



OPD utilization

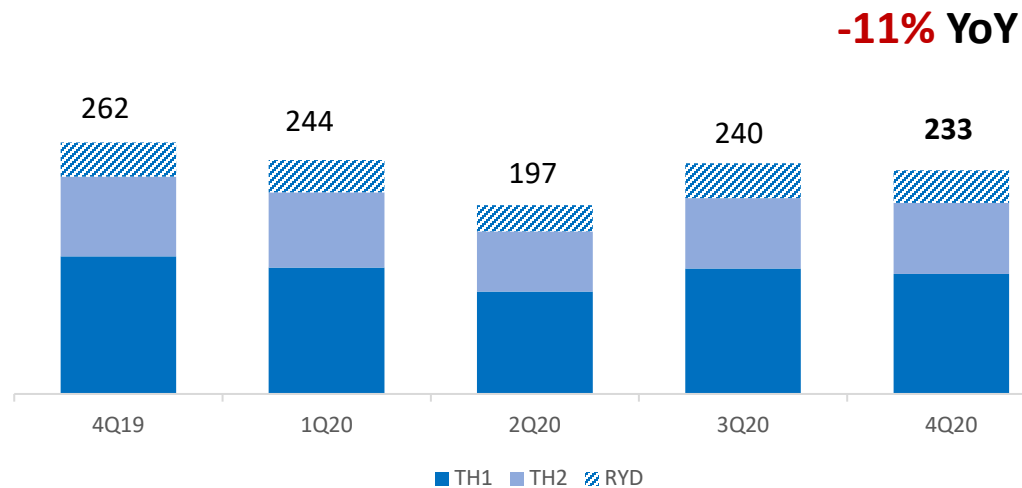


IPD utilization

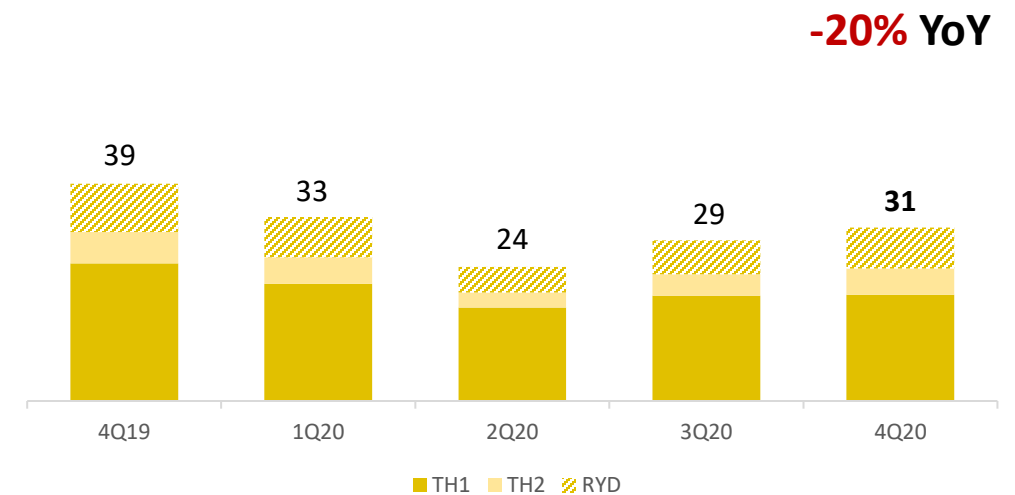


4Q20 Operational statistics – TH1, TH2, RYD

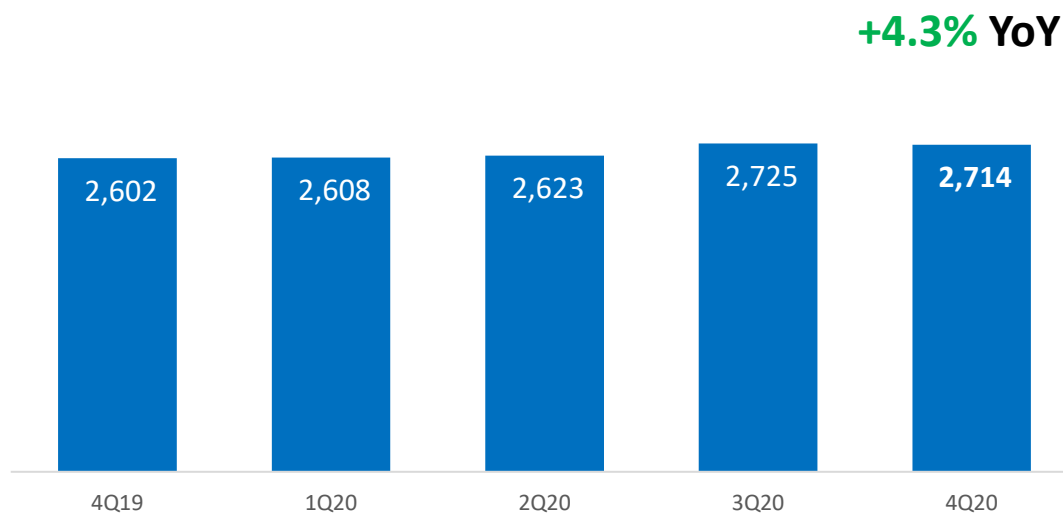
OPD sequence ('000 sequences)



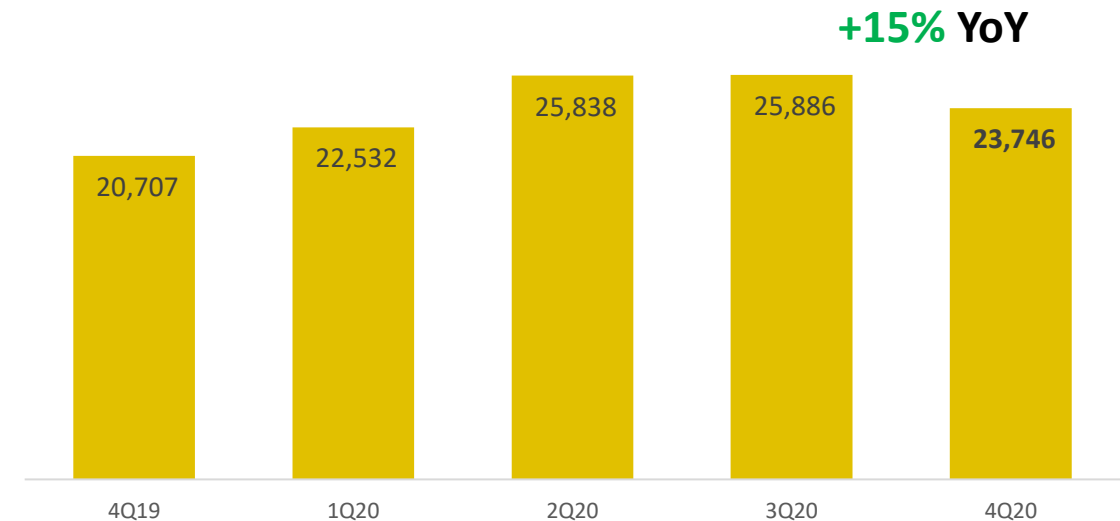
IPD occupancy ('000 bed days)



Pay per sequence (baht)



Pay per bed day (baht)



CapEx Plan

	CapEx (MB)					
Project	2018	2019	2020	2021 (E)	2022-2023 (E)	6 Year
Thonburi Hospital 1	-	15	455	483	742	1,695
Thonburi Hospital 2	-	-	75	187	388	650
Thonburi Bumrungmuang	750	1,030	238	252	-	2,270
Jin Wellbeing County	1,000	730	157	43	-	1,930
Thonburi Health Village	300	135	75	165	-	675
Total	2,050	1,910	1,000	1,130	1,130	



“Lifetime health guardian for all”

For more information, please contact IR department.

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