CHG จุฬารัตน์
CHULARAT HOSPITAL GROUP

2Q2021

Investor Presentation

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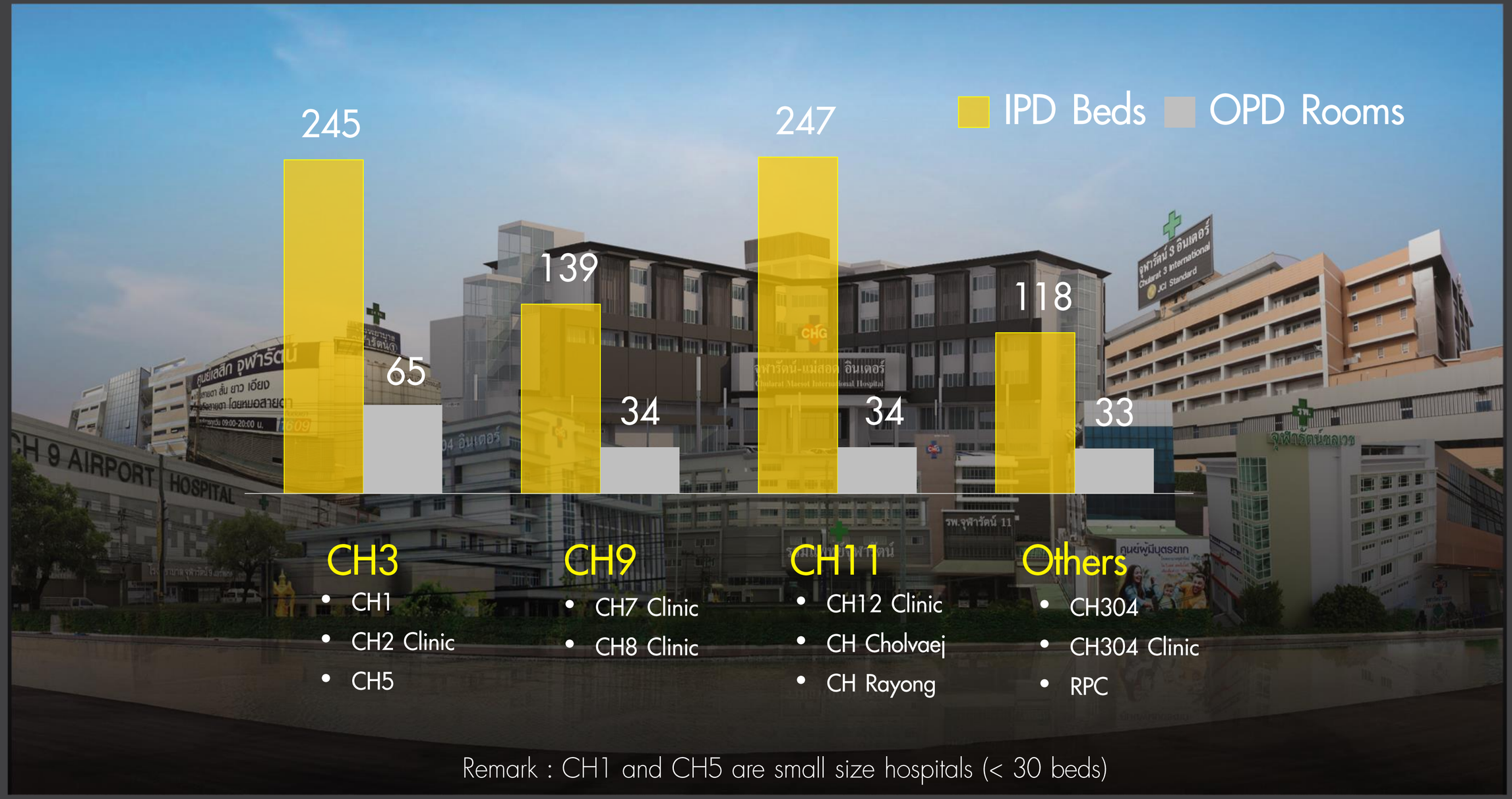
Our Company

Panyapol
19%
Plussind
38%
Others
43%
6
EASTERN PROVINCES
9
HOSPITALS
5
CLINICS
749
IPD BEDS
166
OPD ROOMS
803
DOCTORS

Our Service Cluster



CH3
- CH1
- CH2 Clinic
- CH5

CH9
- CH7 Clinic
- CH8 Clinic

CH11
- CH12 Clinic
- CH Cholvaej
- CH Rayong

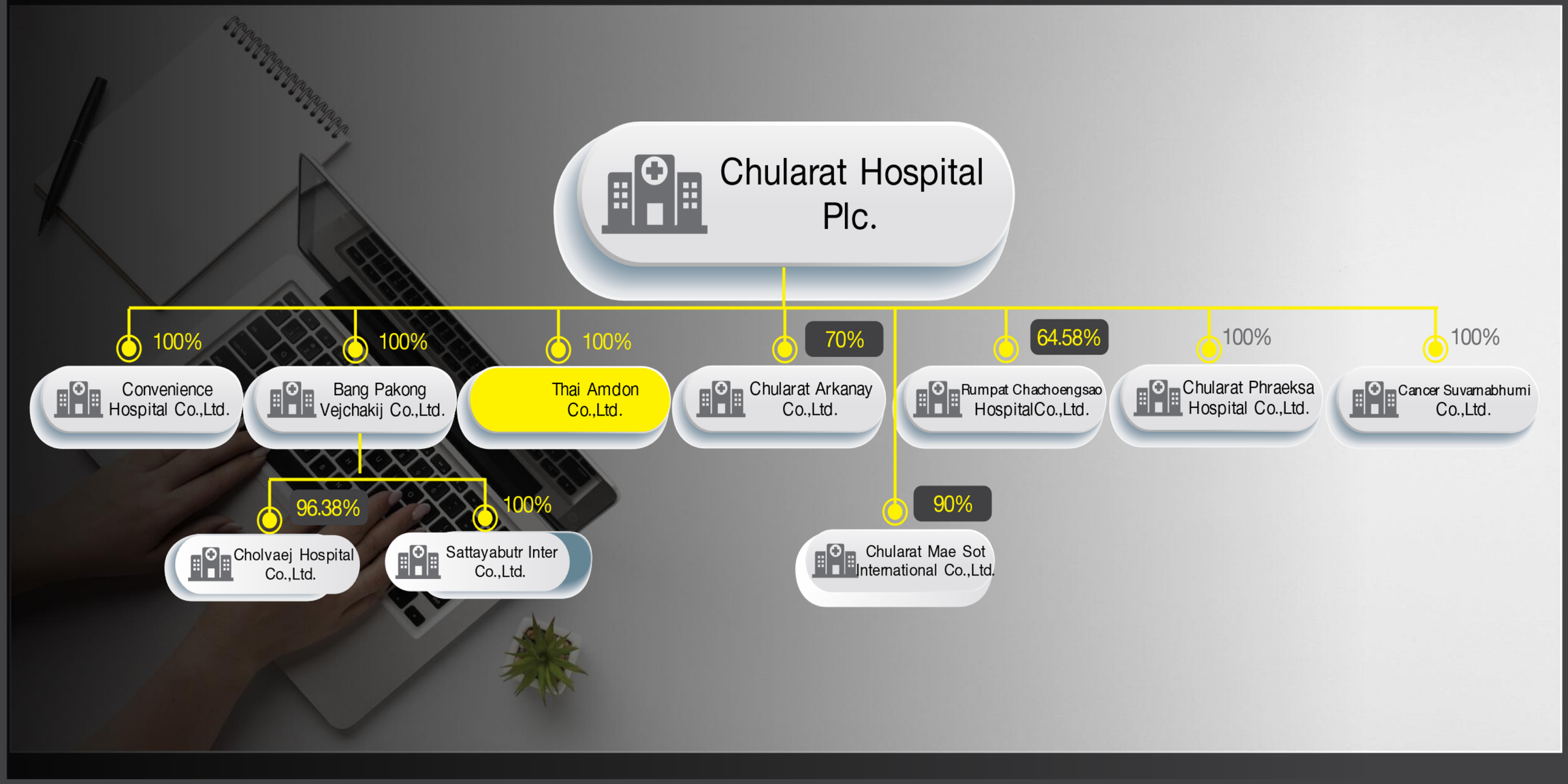
Others
- CH304
- CH304 Clinic
- RPC

Remark : CH1 and CH5 are small size hospitals (< 30 beds)

Our Branch Summary

Branch	Type	Year Established	OPD Room	IPD Beds
Chularat 1 Suvarnabhumi	Hospital	1986	5	26
Chularat 2	Clinic	1990	2	-
Chularat 3 Inter	Hospital	1991	53	193
Chularat 5	Hospital	1994	5	26
Chularat 7	Clinic	1993	1	-
Chularat 8	Clinic	1993	2	-
Chularat 9	Hospital	1993	31	139
Chularat 11 Inter	Hospital	1994	21	141
Chularat 12	Clinic	2012	2	-
Chularat Cholvaej	Hospital	2014(M&A)	5	56
Chularat Rayong	Hospital	2016(M&A)	6	50
Chularat 304 Inter	Hospital	2018	14	59
RPC	Hospital	2018	17	59
Chularat 304	Clinic	2020	2	-
Total			166	749

Our Corporate Structure



Board of Directors

Mr. Kriengsak Plussind
Chairman of the Board

Dr. Kumpol Plussind
Managing Director

Mr. Apirum Panyapol
Director

Dr. Wichit Sirithadthamrong
Director

Dr. Suchai Laoveerawat
Director

Mrs. Kobkul Panyapol
Director

Mr. Yanyong Amornphitakkul
Director

Miss Kannikar Plussind
Director

Mr. Manit Jeeradit
Independent Director &
Chairman of Audit Committee

Mr. Chayawat Phisetsit
Independent Director
& Audit Committee

Mr. Somyos Yanubon
Independent Director
& Audit Committee

Dr. Pinit Kullavanijaya
Independent Director

" BODs of CHG assembling specialists in medical services with specialists in finance and business management.

Our Management

Dr. Kumpol Plussind
Managing Director

Dr. Yudthana Sanguansakdikosol
Deputy Managing Director
& Hospital Director of CH9

Dr. Rungarun Santhadkolkarn
Hospital Director of CH3

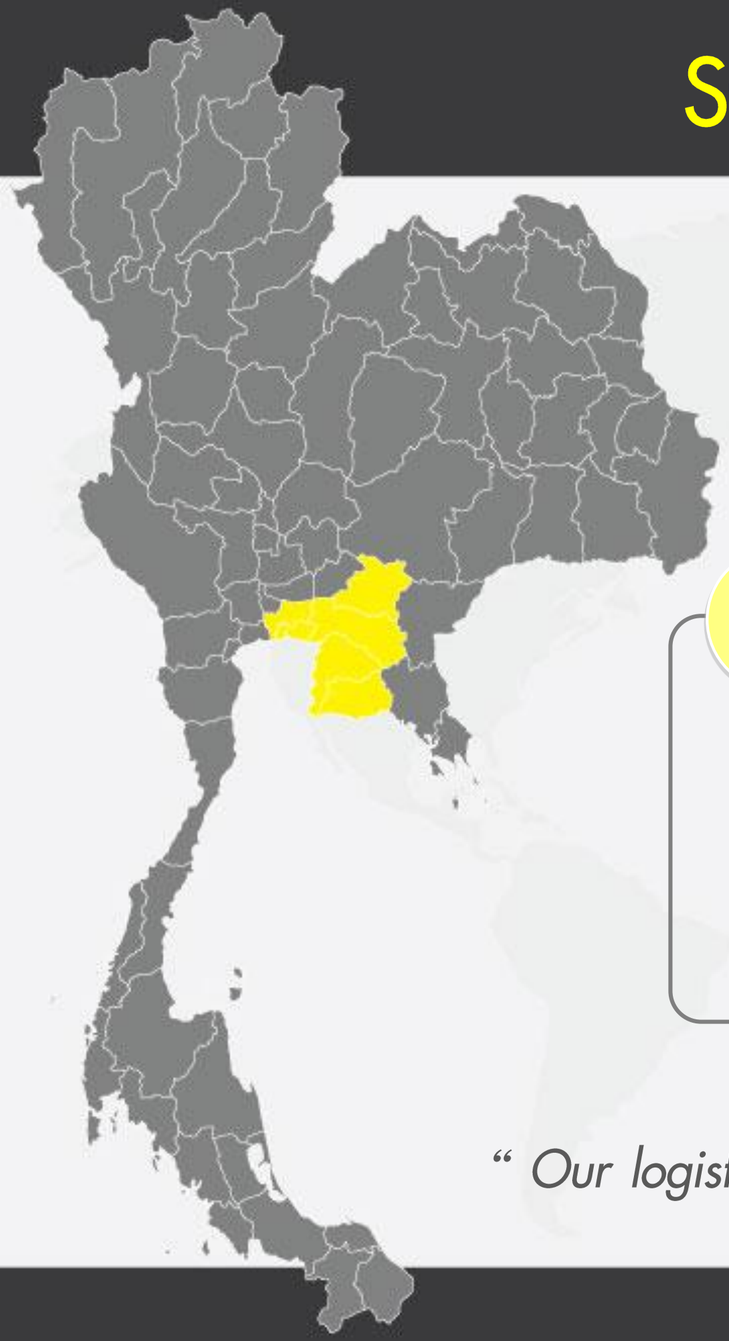
Dr. Suchai Laoveerawat
Hospital Director of CH1 & CH Cholvaej

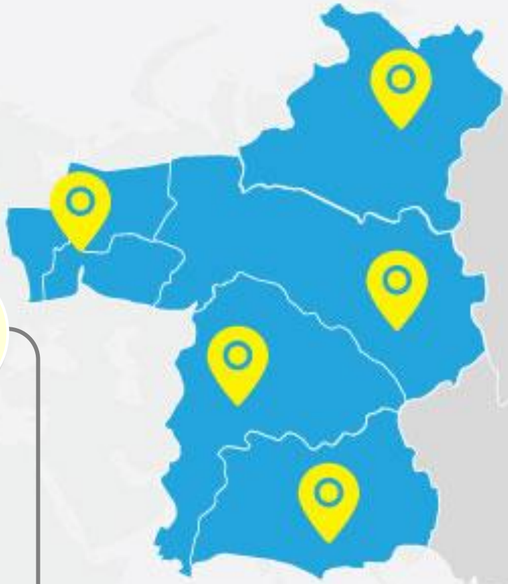
Dr. Chutima Pinjaroen
Deputy Managing Director
& Hospital Director of CH11 & RPC

Ms. Wandee Pisanuvanavech
Administrative Director
& Chief Financial Officer

Mr. Suppachoke Rojcheewin
Finance & Accounting Manager

Star of the EAST





Bangkok and Samutprakarn

- Chularat 1
- Chularat 2
- Chularat 3
- Chularat 5
- Chularat 7
- Chularat 8
- Chularat 9

Chonburi

- Chularat Cholvaej

Prachin Buri

- Chularat 304

Chachoengsao

- Chularat 11
- Chularat 12
- RPC

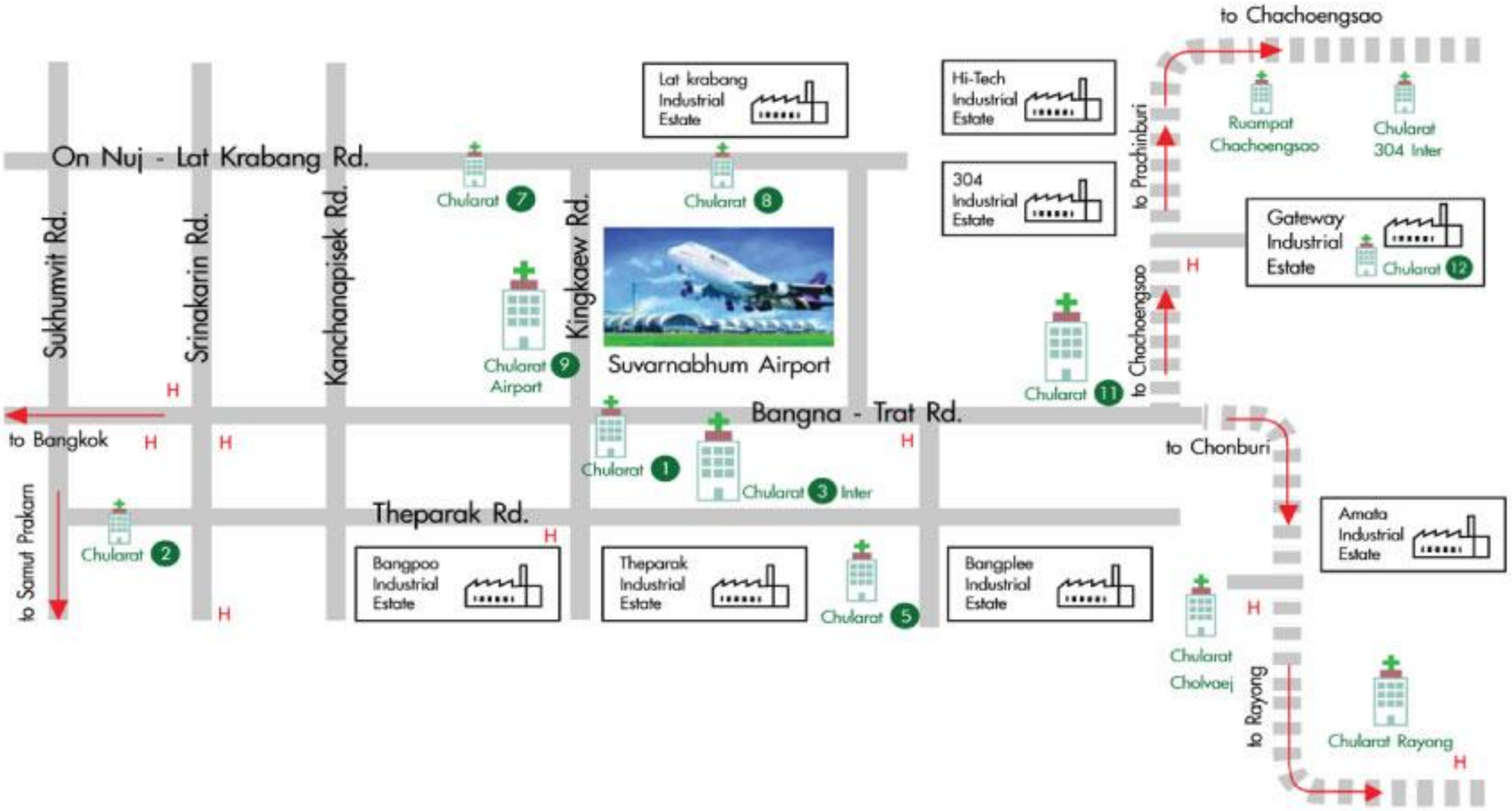
Rayong

- Chularat Rayong

“ Our logistics network supports timely preventive and curative cares.“

Service Area Map

" Key Service Area of Chularat Hospital Group include Samut Prakarn, Chachoengsao, Chonburi, Prachinburi, Sa Kaeo and Rayong provinces, as well as eastern Bangkok And nearby Suvarnabhumi Airport. "



Key Milestones

16 May 2013 IPO listing in Stock Exchange of Thailand

2014

Cholvaej Hospital Acquisition

- JCI accredited for Chularat 3 International
- Set up “Prostate cancer clinic” at Chularat 3 International

2015

- Asia’s 200 Best Under A Billion for Chularat Hospital Group (CHG)
- HA Certificate : Step 2, Step 3 for Chularat 9 Airport and Chularat 11 International

2016

Ruampat Rayong Hospital Acquisition

- Best Medical Performance Award for Chularat 3 International

Key Milestones

Green field : Chularat 304 & RPC

- Set up “3A center: Aesthetic and Anti-Aging Center” at Chularat 9 Airport

- Thailand Top’s Corporate Brand 2020 Award
- Re-Accreditation of JCI for Chularat 3 International.

2017

- Opened “IVF Center” at CH11
- Opened “Eye Center Suvarnabhumi” at Chularat 1
- Re-Accreditation of HA Certificate Step 2, Step 3 for Chularat 9 Airport and Chularat 11 International Hospitals.
- Re-Accreditation of JCI for Chularat 3 International.

2018

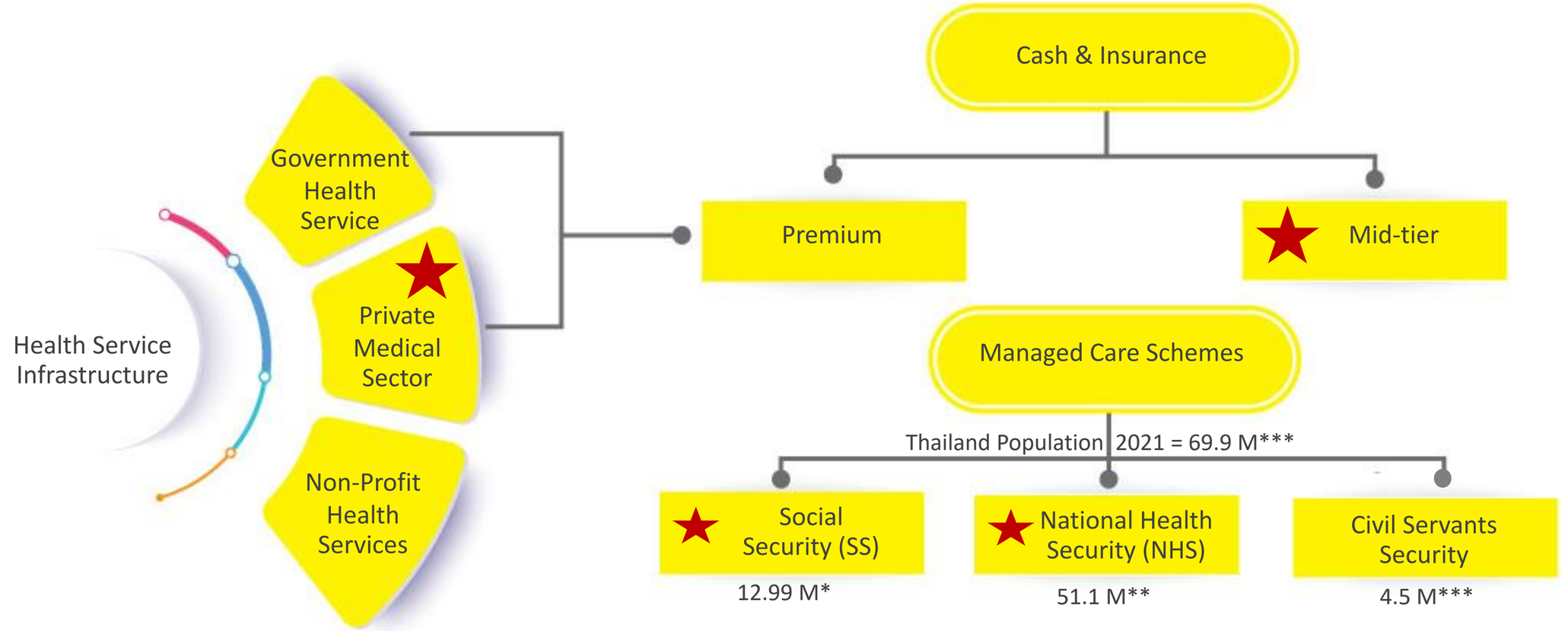
Investment in Ruampat Mae Sot International

2019

- Thailand Top’s Corporate Brand 2019 Award
- Re-Accreditation of HA Certificate Step 2, Step 3 for Chularat 9 Airport and Chularat 11 International Hospitals.
- Muang Thai Life Assurance Award and Allianz Ayudhya Best Medical Performance Award for Chularat 9 Airport

2020

Healthcare System in Thailand

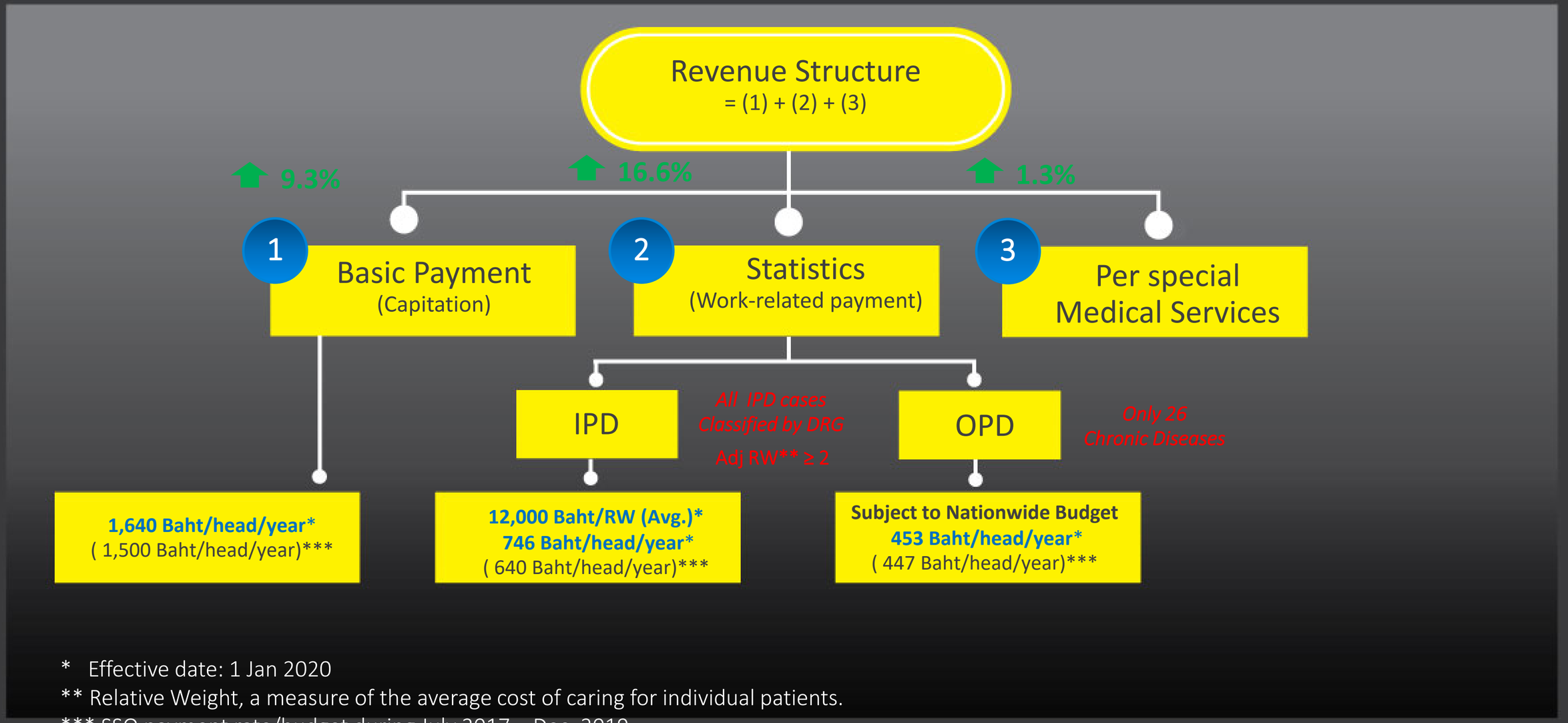


* Number of insured person under article # 33 (Obligation) and # 39 (Voluntary) as of June 2021.

** Source : Health and Welfare Survey 2019, National Statistical Office

*** Source : Worldometers.info as of May 2021

Revenue from Social Security System (SSO)



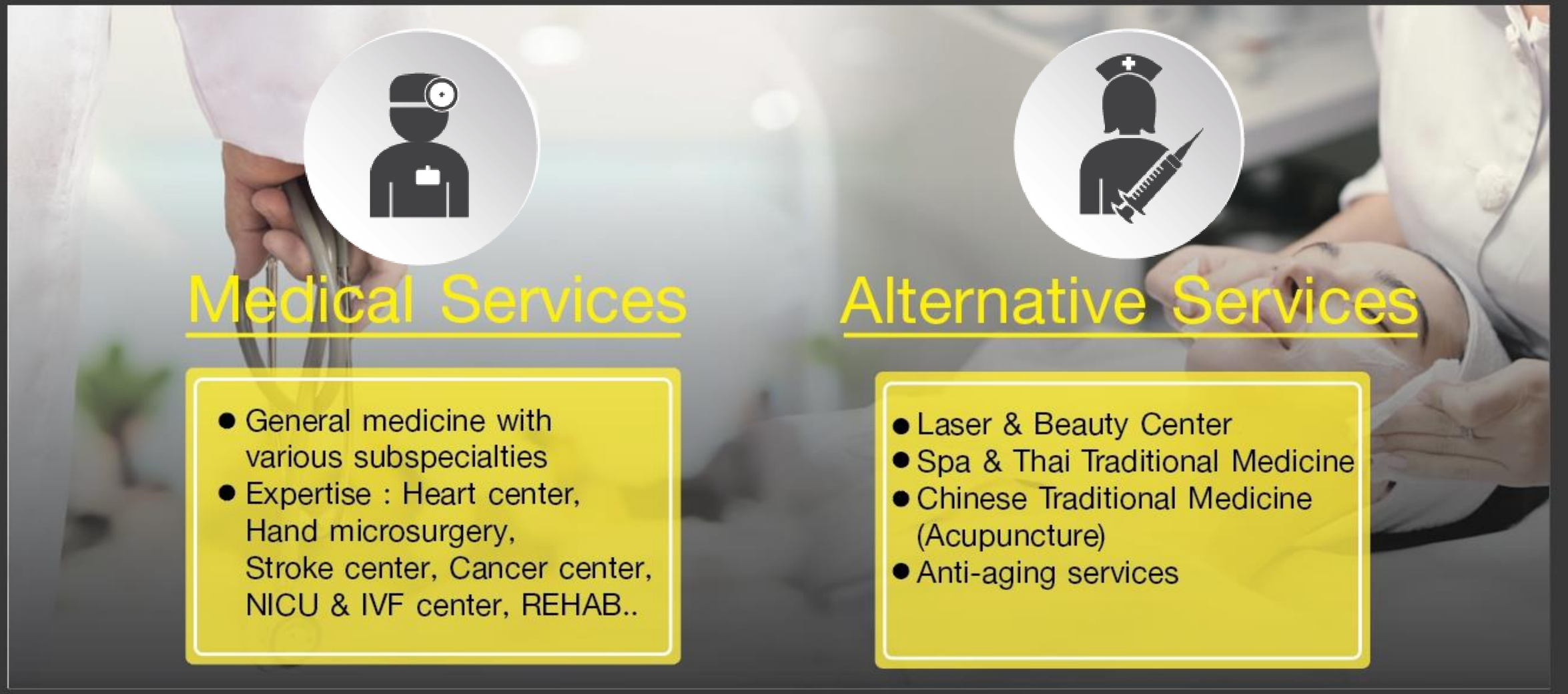
* Effective date: 1 Jan 2020

** Relative Weight, a measure of the average cost of caring for individual patients.

*** SSO payment rate/budget during July 2017 – Dec. 2019

Note : Number of insured person under article # 33 (Obligation) and # 39 (Voluntary) as of June 2021 is about 12.99 Millions.

Our Services



Medical Services

- General medicine with various subspecialties
- Expertise : Heart center, Hand microsurgery, Stroke center, Cancer center, NICU & IVF center, REHAB..

Alternative Services

- Laser & Beauty Center
- Spa & Thai Traditional Medicine
- Chinese Traditional Medicine (Acupuncture)
- Anti-aging services

Area of Expertise

Area of Expertise

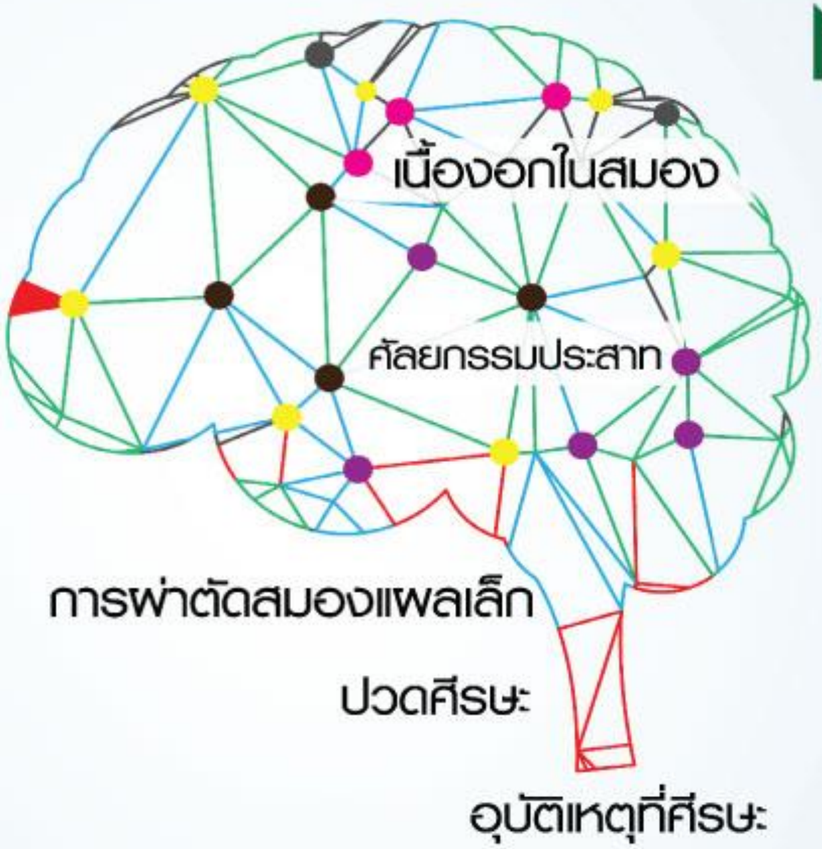
One Stop Service Heart Center : 24 hrs. service

- Cardiac Rehabilitation
- Coronary Artery Catheterization/Percutaneous Coronary Intervention (CAG-PCI)
- Minimal Invasive Valve Surgery
- Electrophysilogy Studies (EPS)
- Aortic Aneurysm
- Atrial Septal Defect (ASD)
- Coronary Artery Bypass Grafting (CABG)

Neurosurgery and Spine Center

ศูนย์ศัลยกรรมสมองและกระดูกสันหลัง

Neurosurgery and Spine Center

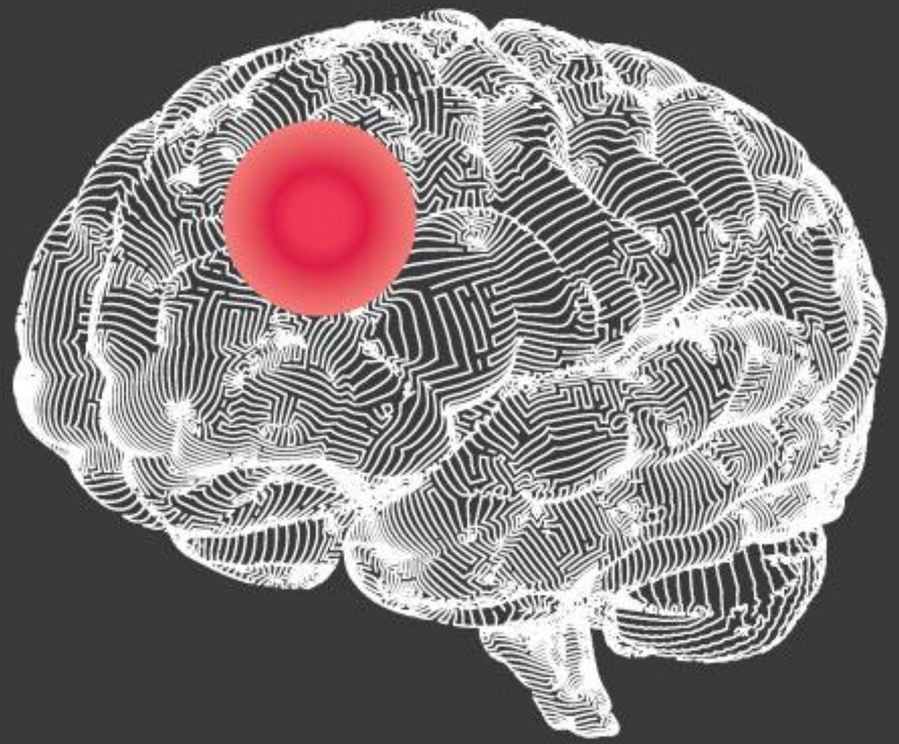


ผ่าตัดผ่านกล้อง

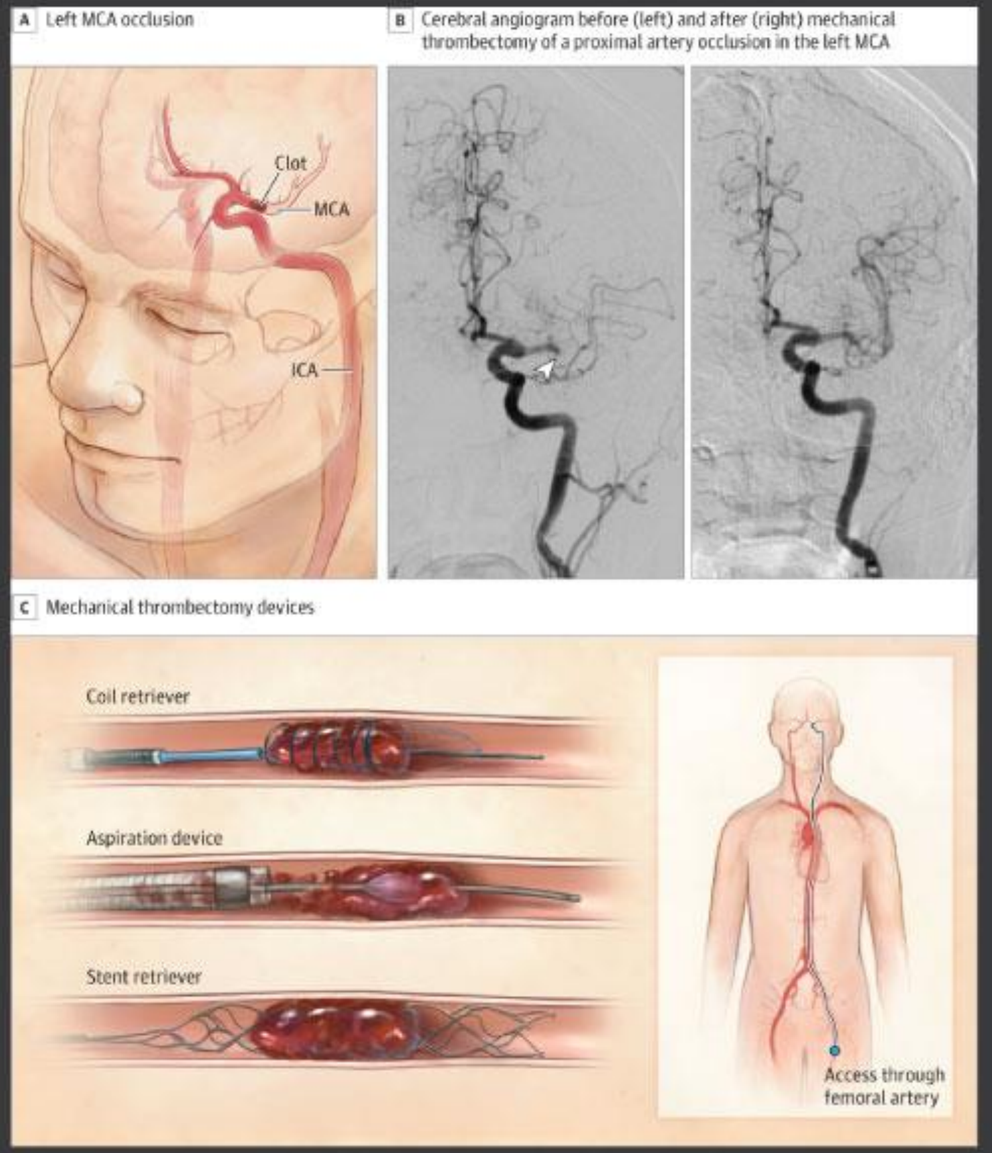
MIS
MINIMALLY
INVASIVE
SURGERY

" According to the statistics complied by the Public Health Ministry, up to 20,000 Thais reportedly died of strokes in 2010. It is the number 3 cause of death, surpassing heart disease, which has been the long-standing third runner up. There is an indication that more and more people in Thailand will lose their lives because of strokes. "

Stroke Center : 24 hrs service



Mechanical Thrombectomy



One Day Surgery (ODS)

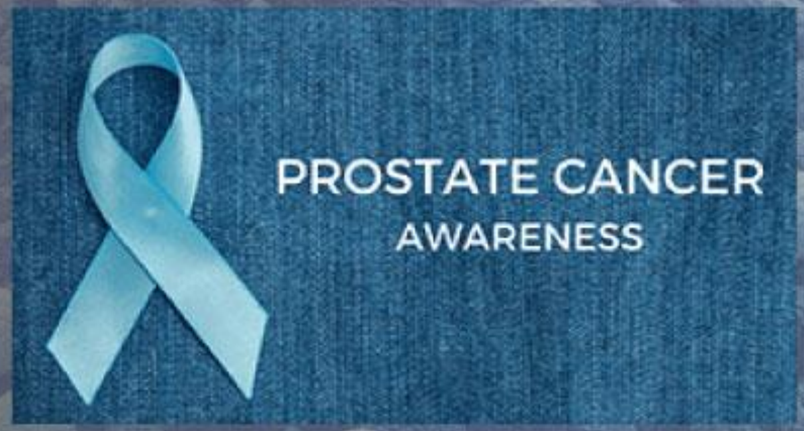
For SSO patients

Cancer Center

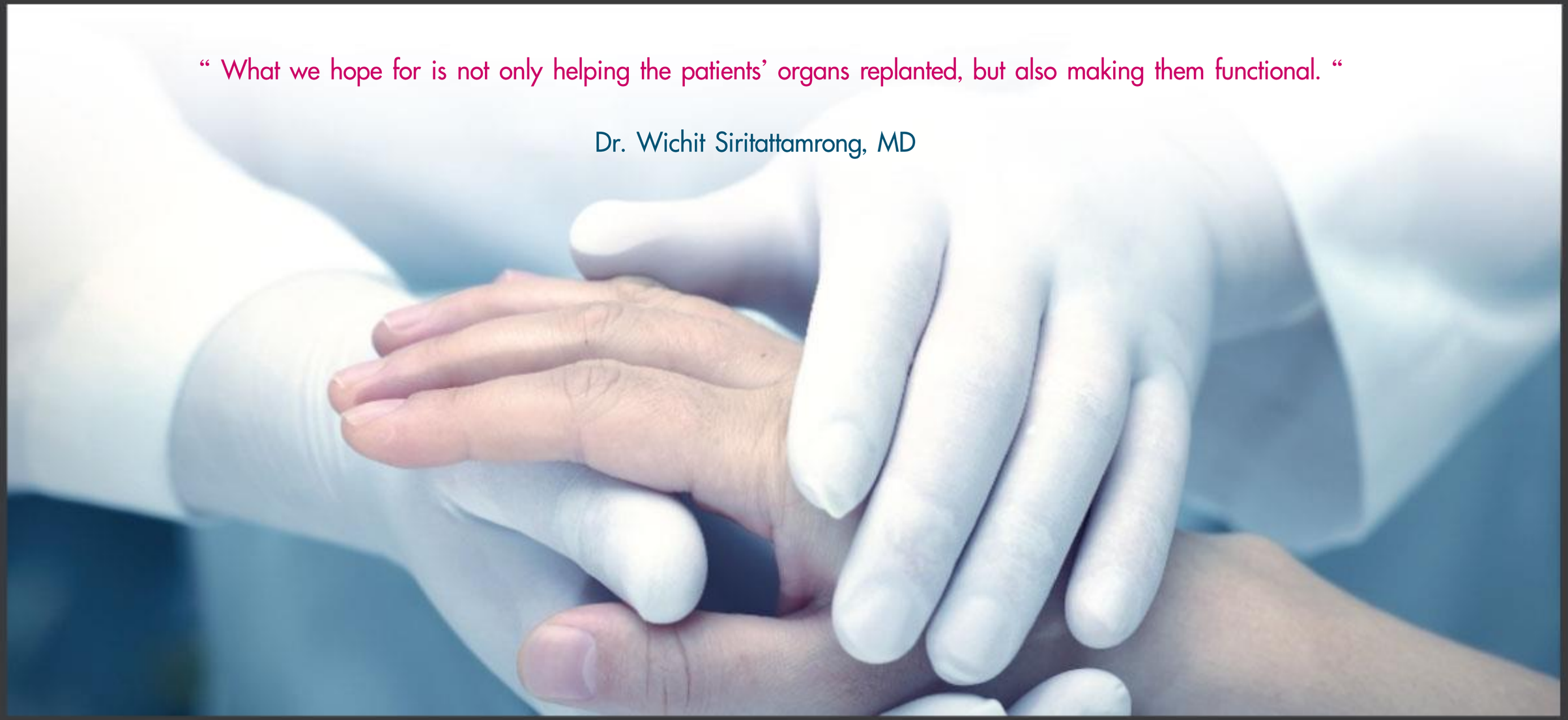
Immunotherapy

Radiotherapy

Brachytherapy



Hand and Microsurgery Center



" What we hope for is not only helping the patients' organs replanted, but also making them functional. "

Dr. Wichit Siritattamrong, MD

Management Service

Heart Center at Sirindhorn Hospital

by Chularat 3 International

Heart Center at Samutprakarn Hospital

by Chularat 3 International

Heart Center at Rayong Hospital

by Chularat 3 International

COVID-19 Screening Service

Max Capacity : 2,500 -3,000 per day

RT PCR

ATK

ASQ & Hospitel

ASQ	10 Hotels 1,500+ Beds
Hospitel	17 Hotels* 7,000+ Beds*

* As of 15 August 2564

Competitive Advantages

- HA level 3 and JCI approval
- Diagnosis & treatment quality accredited by both private and public sectors
- Increasing specialized clinics to accommodate A-Class

- In 2020 : A Class 59% & Government Welfare 41%
- Short-term Target : A Class > 60%
- Long-term Target : A Class > 70%

- Effective Cost Control with maintained quality
- Pooling E-procurement with strategic alliances
- Cost & facilities sharing among the group

- Industrial area with high growth community and closed to international airport
- Nearby highways

- 9 hospitals and 5 clinics expanding in strategic locations for patient transfer & personnel rotation among the group

- Raise brand awareness through CSR to strengthen the relationship with the communities and become the communities' hospital

Customer Group

A-Class

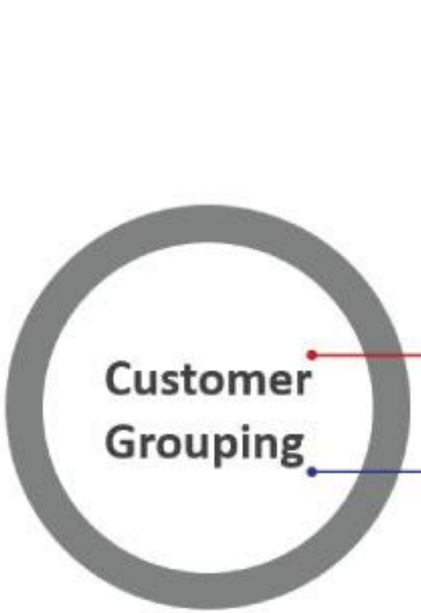
1. Cash
2. Corporate Contract & Insurance
3. Motor Vehicle Protection Act 1992
4. Worker Compensation Fund (WCF)

Government Welfare

1. Social Security System (SSO)
2. National Health Security System (NHSO)*

* CH3 is a referral center for heart disease.
(NOT a primary service provider under NHSO scheme.)

Customer Group and Payment Basis



A Class

01 Self Pay
- Individual Patients in nearby areas

Cash or credit card, based on actual medical treatment

02 Corporate Contract & Insurance
- Companies / plants in nearby area
- Insurance companies having medical service contract with Chularat Group

Credit, based on actual medical treatment, capped by each contract

03 MVAP Act 1992
- Motor vehicle accident patients

Credit, based on actual medical treatment, capped 80,000 Baht / case

04 Workers Compensation Fund (WCF)
- Companies / plants in nearby area
- Insurance company having medical service contract with Chularat Group

Credit, based on actual medical treatment, capped 300,000 Baht / case

Social Welfare

01 Self Pay Social Security system (SSS)
- Labors / employees of companies or plants in nearby area

Fixed Payment
Advance payment, based on number of registered SS members

National Statistics Base
Credit, based on comparable national statistics

Per Special Medical Services
Credit, based on actual medical treatment, under treatment rate specified by SSO

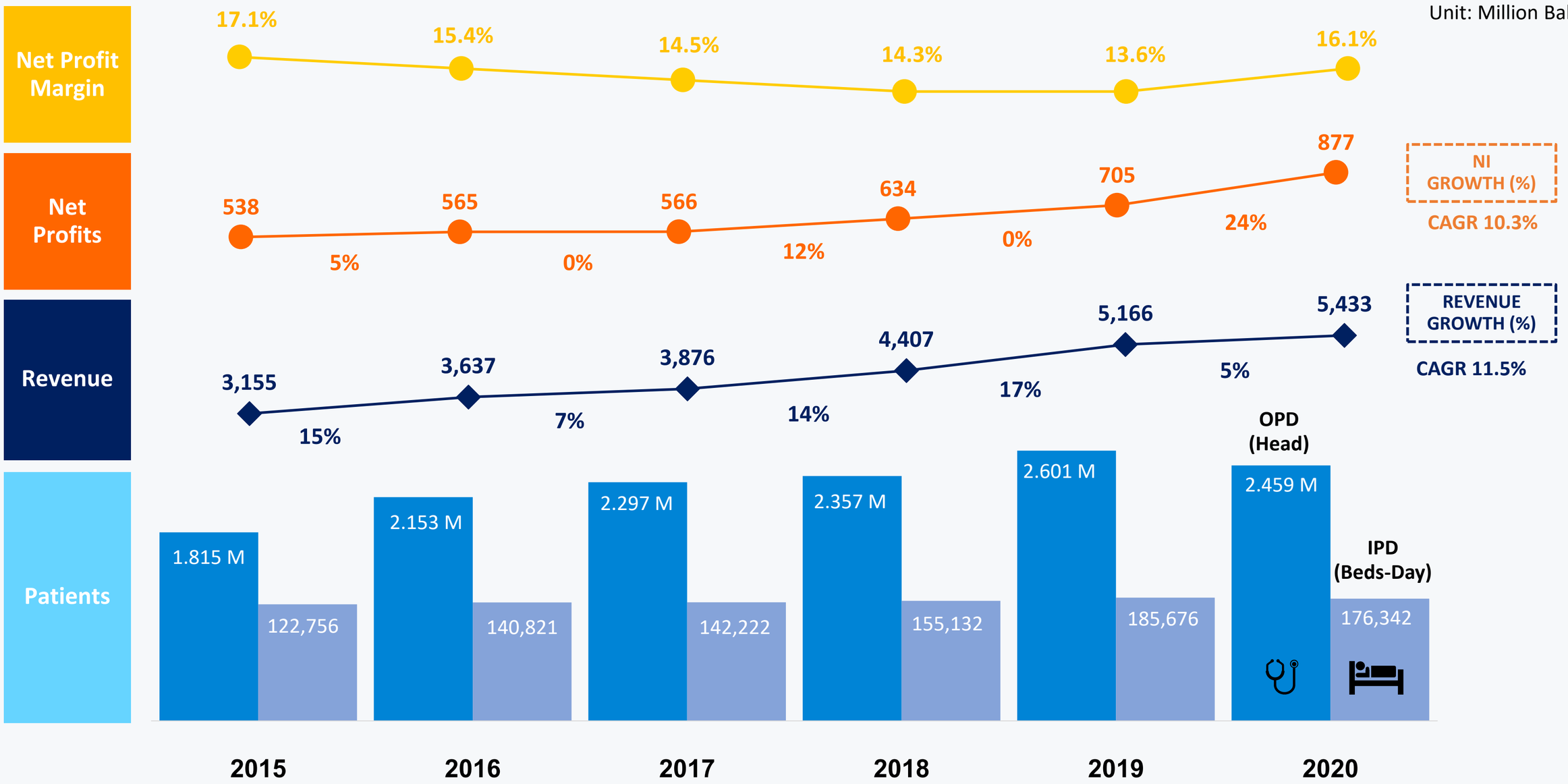
02 National Health Security System (NHSS)
- Non-NHSS members (CHG dose not participate in "30 Baht" for Universal Coverage project"

Credit, based on actual medical treatment, under treatment rate specified by NHSO

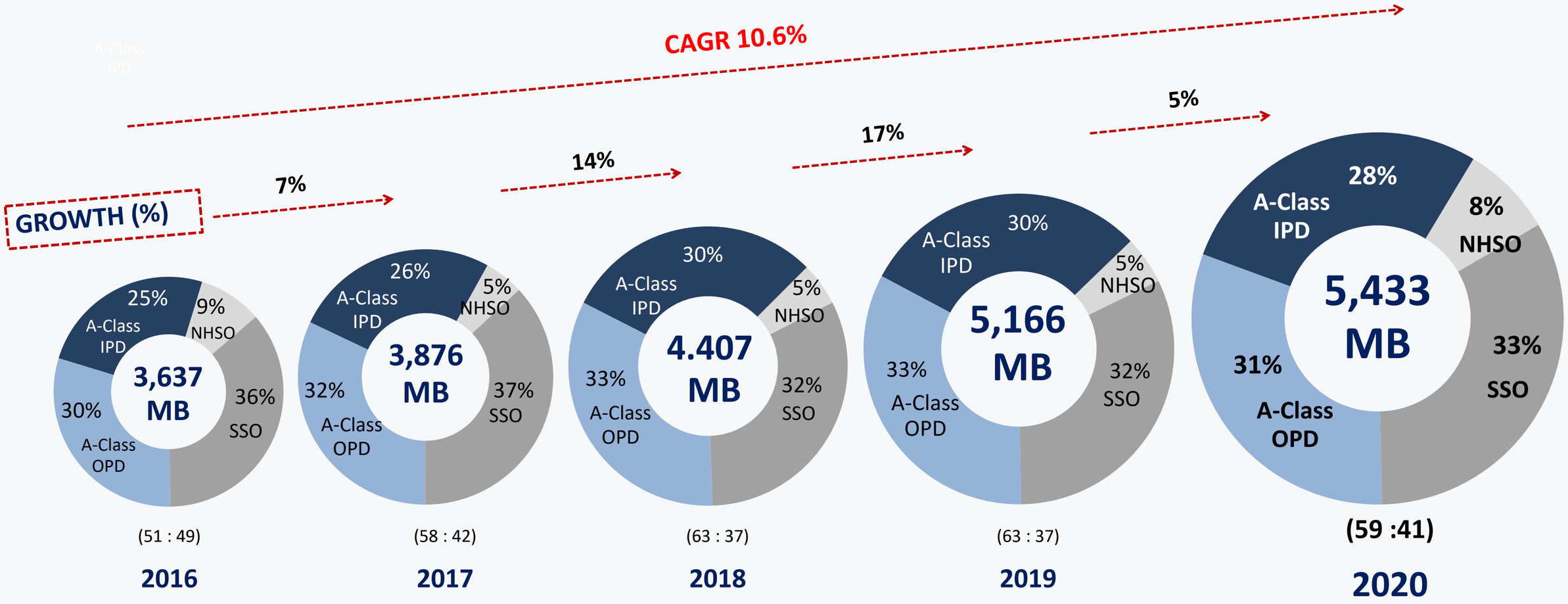
โรงพยาบาล
จุฬารัตน์
CHULARAT HOSPITAL GROUP

FINANCIAL HIGHLIGHTS

Financial Performance vs Patient Growth

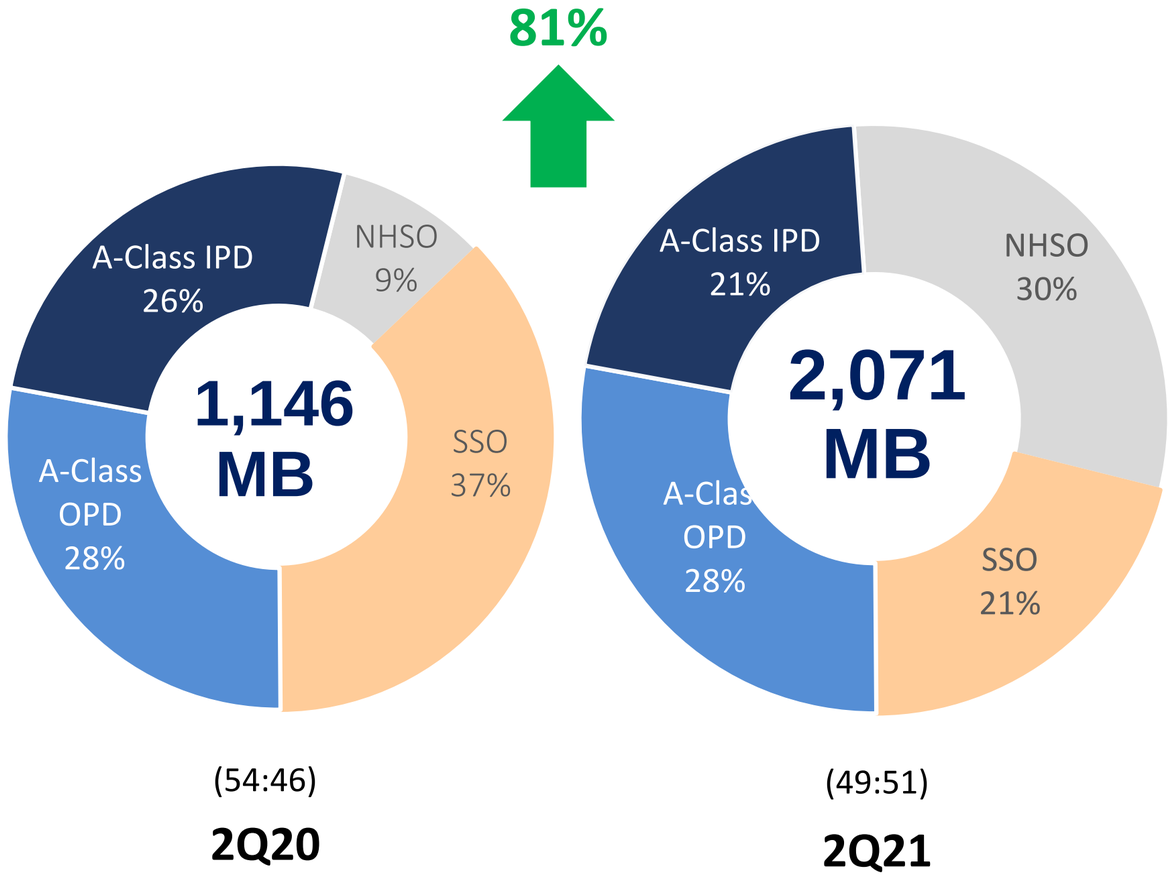


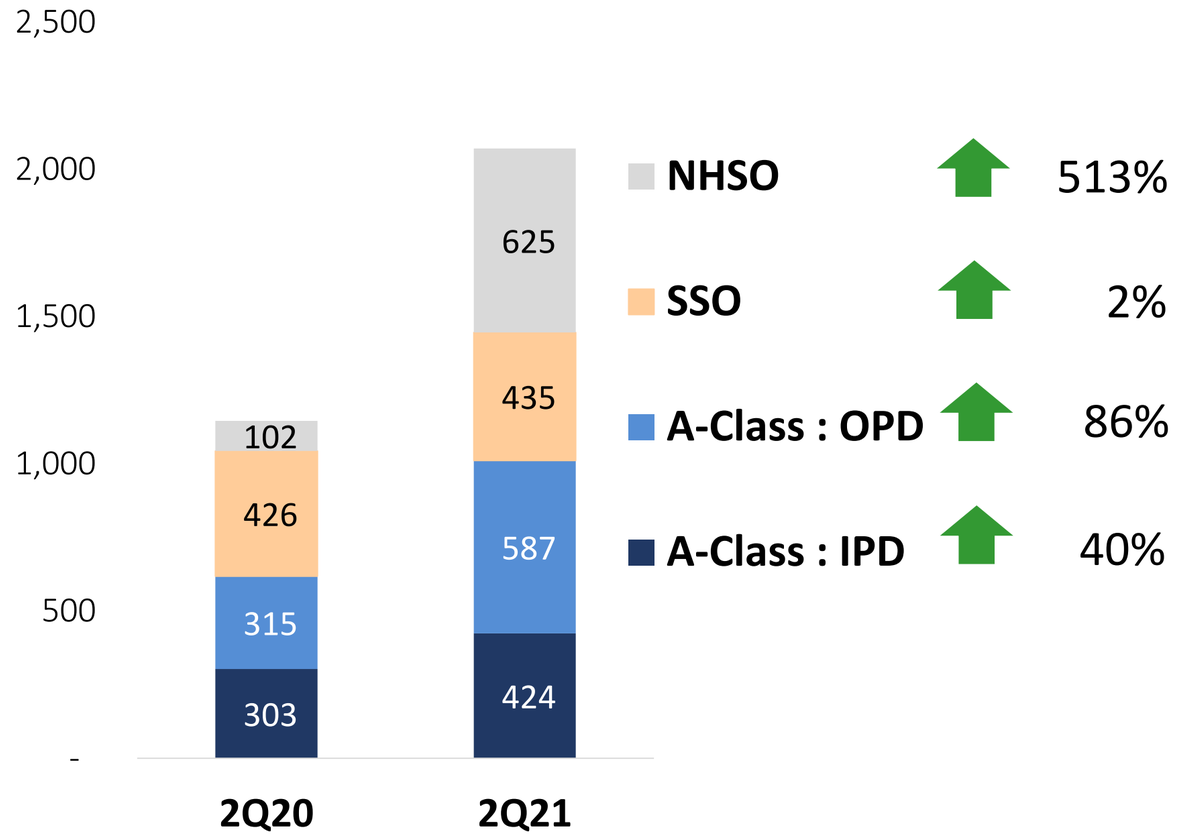
Revenue Breakdown 2016-2020



2Q2021 Overview

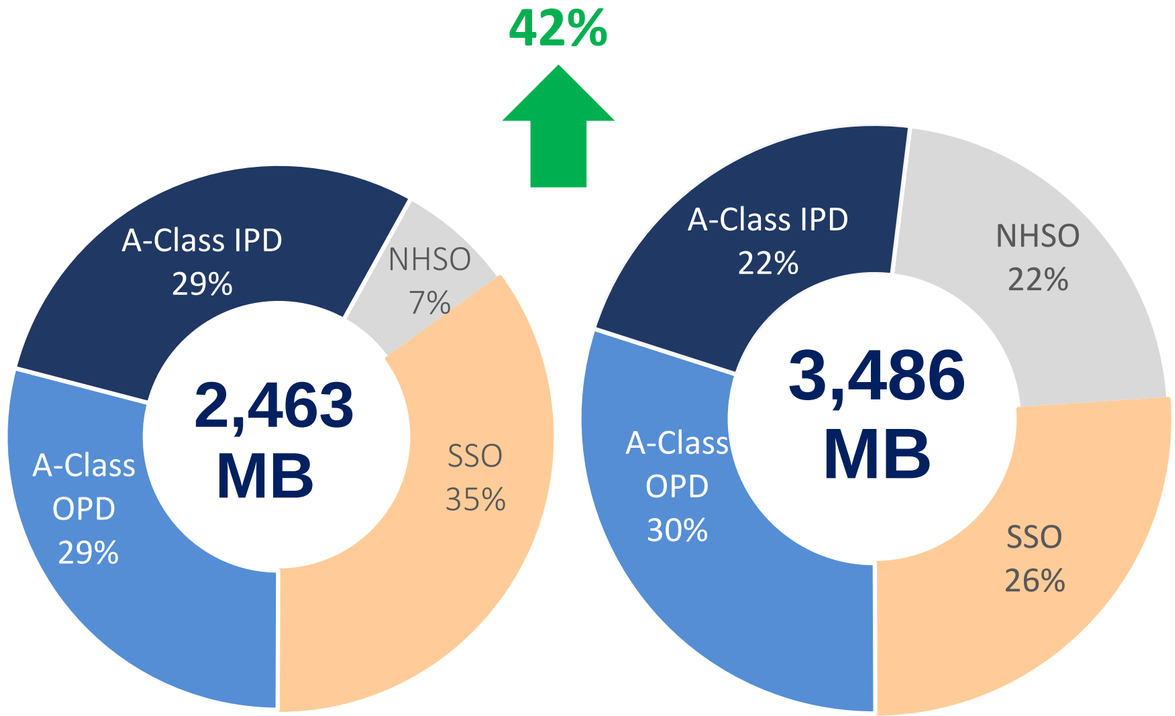
Revenue Breakdown by Customer Group



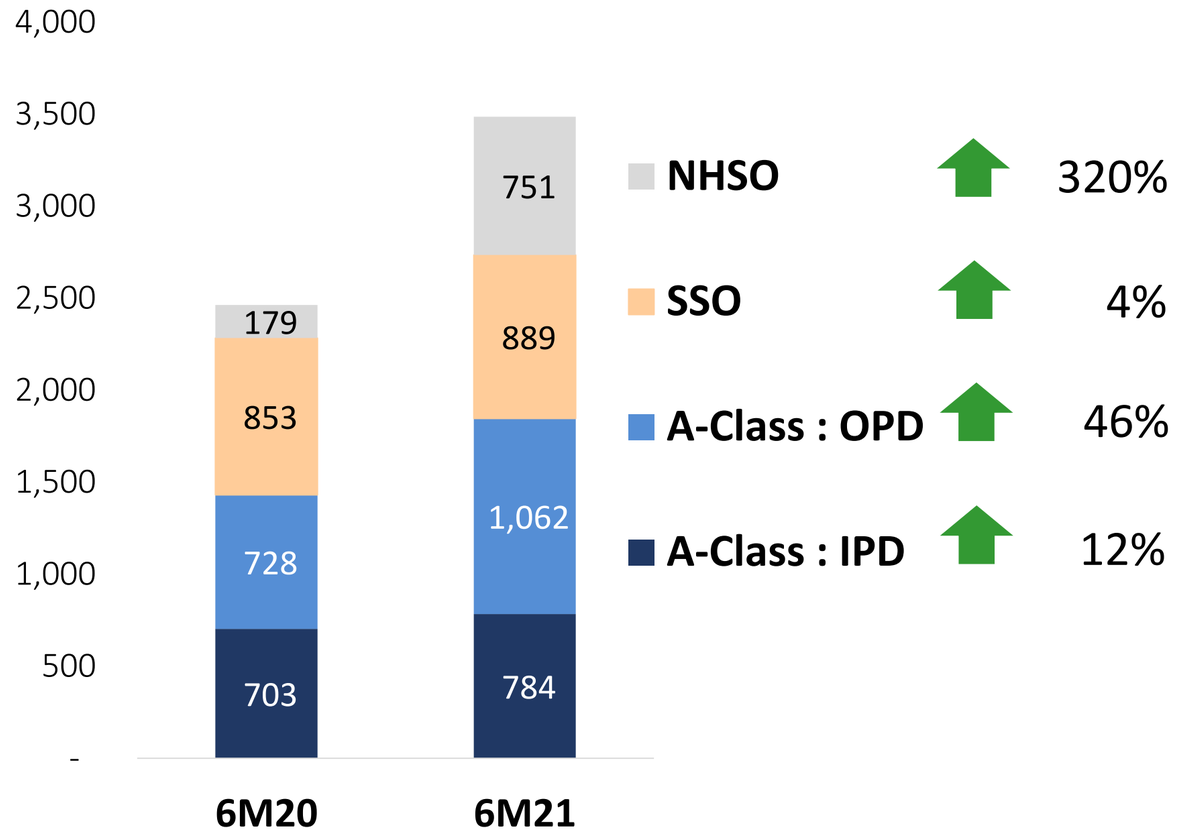


6M2021 Overview

Revenue Breakdown by Customer Group



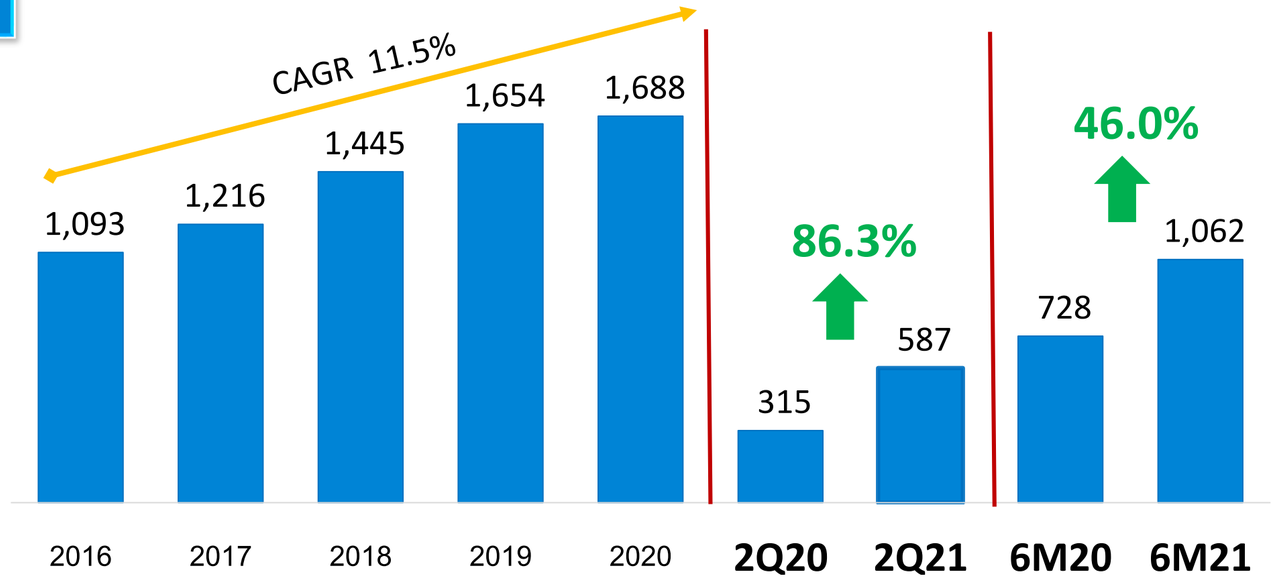
42%



A Class - OPD

OPD Revenue (MB)

Unit : Million Baht

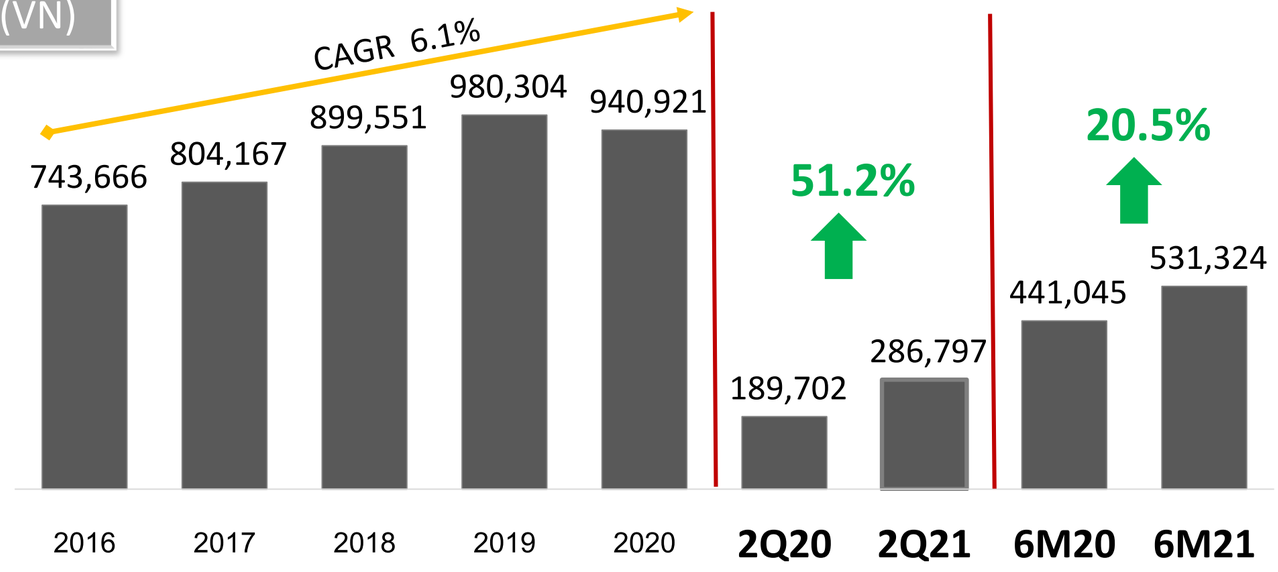


Total A Class revenue (OPD & IPD) up 64% due to

- The COVID-19 related services (Covid-19 Screening, ASQ, Covid-19 medical treatment.)

OPD – Visiting Number (VN)

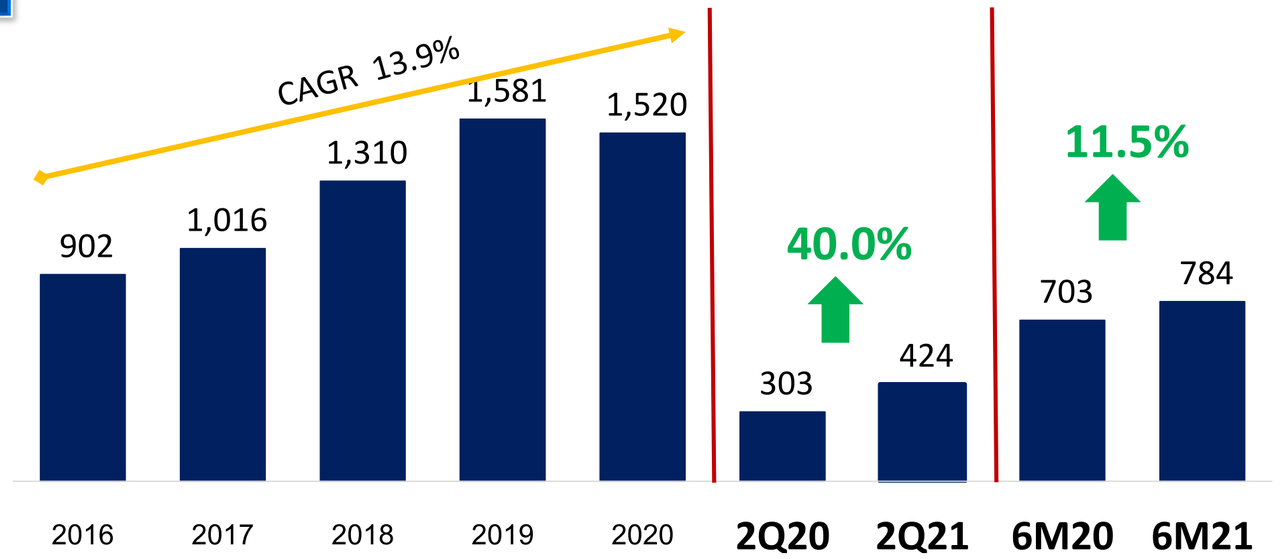
Unit : Head



A Class - IPD

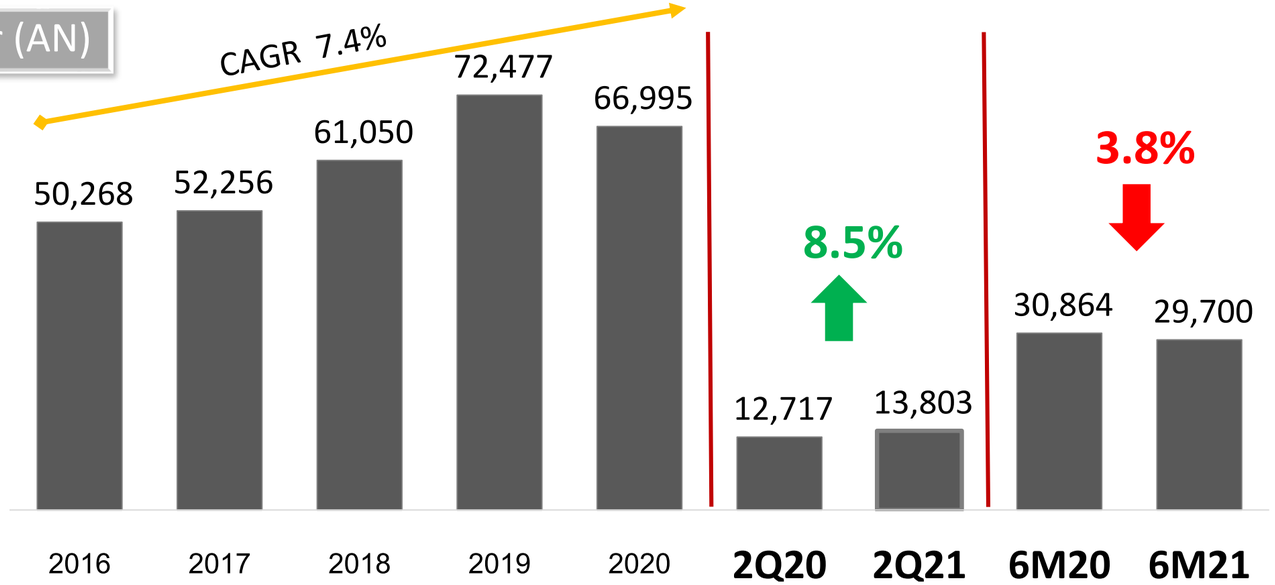
IPD Revenue (MB)

Unit : Million Baht



IPD – Admission Number (AN)

Unit : Head

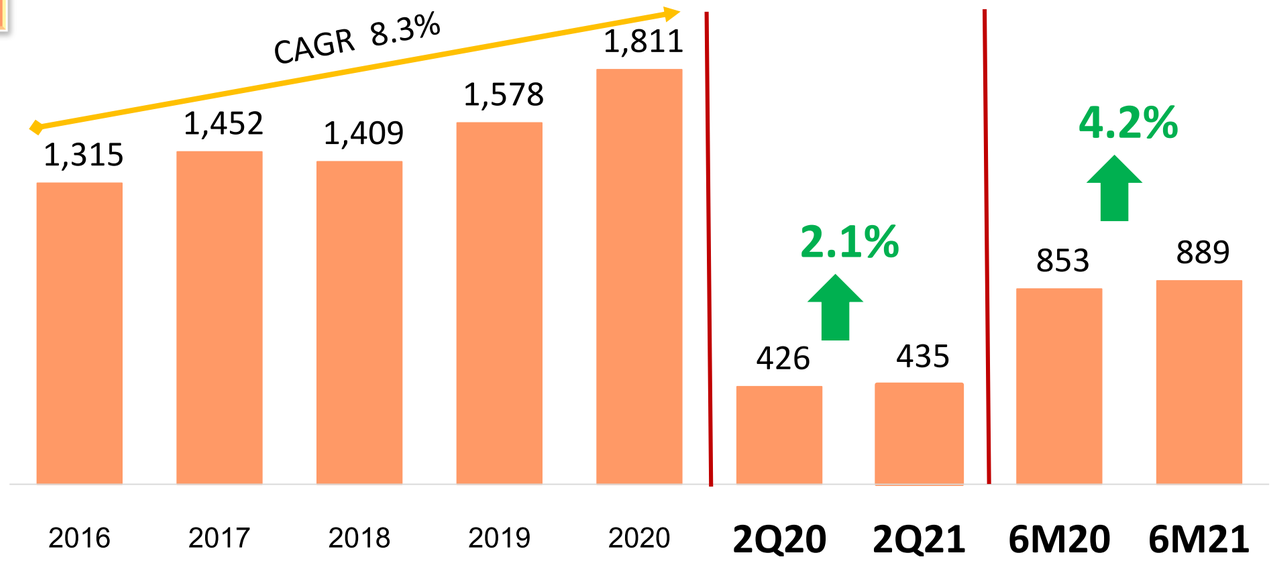


SSO Patient

- Number of insured persons = 12.99 million (June 2021, SSO) by law article #33 (obligation) and #39 (voluntary)
- Approx. Unemployment rate = 1.49% (December 2020, Bank of Thailand)

IPD Revenue (MB)

Unit : Million Baht

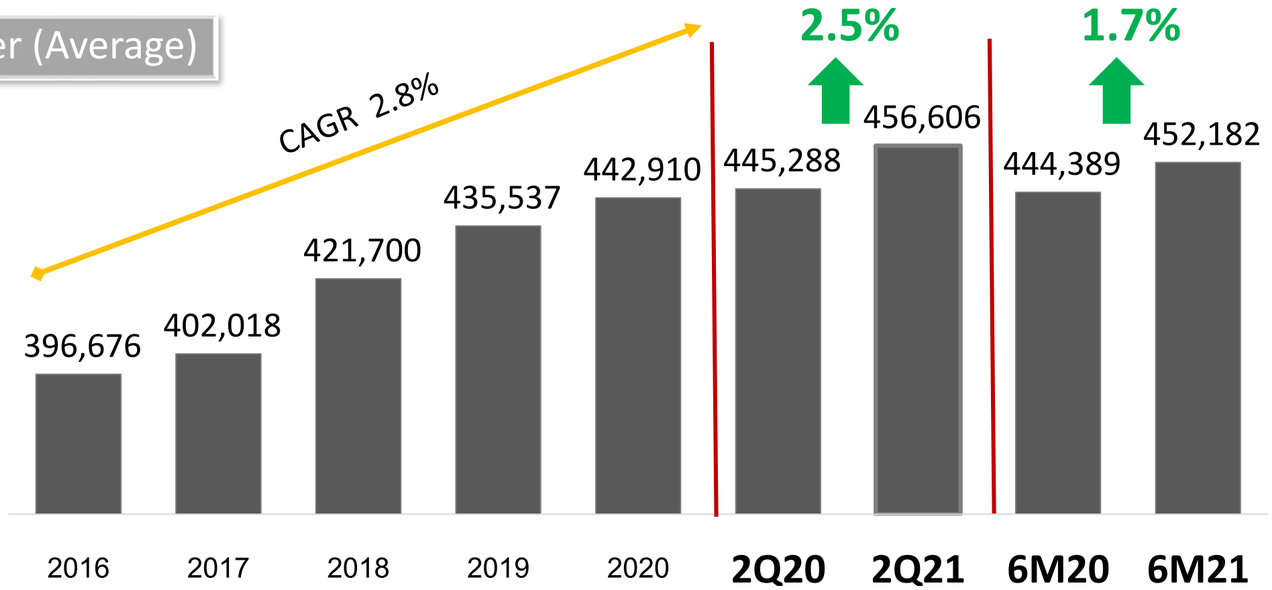


SSO Revenue up 2% due to

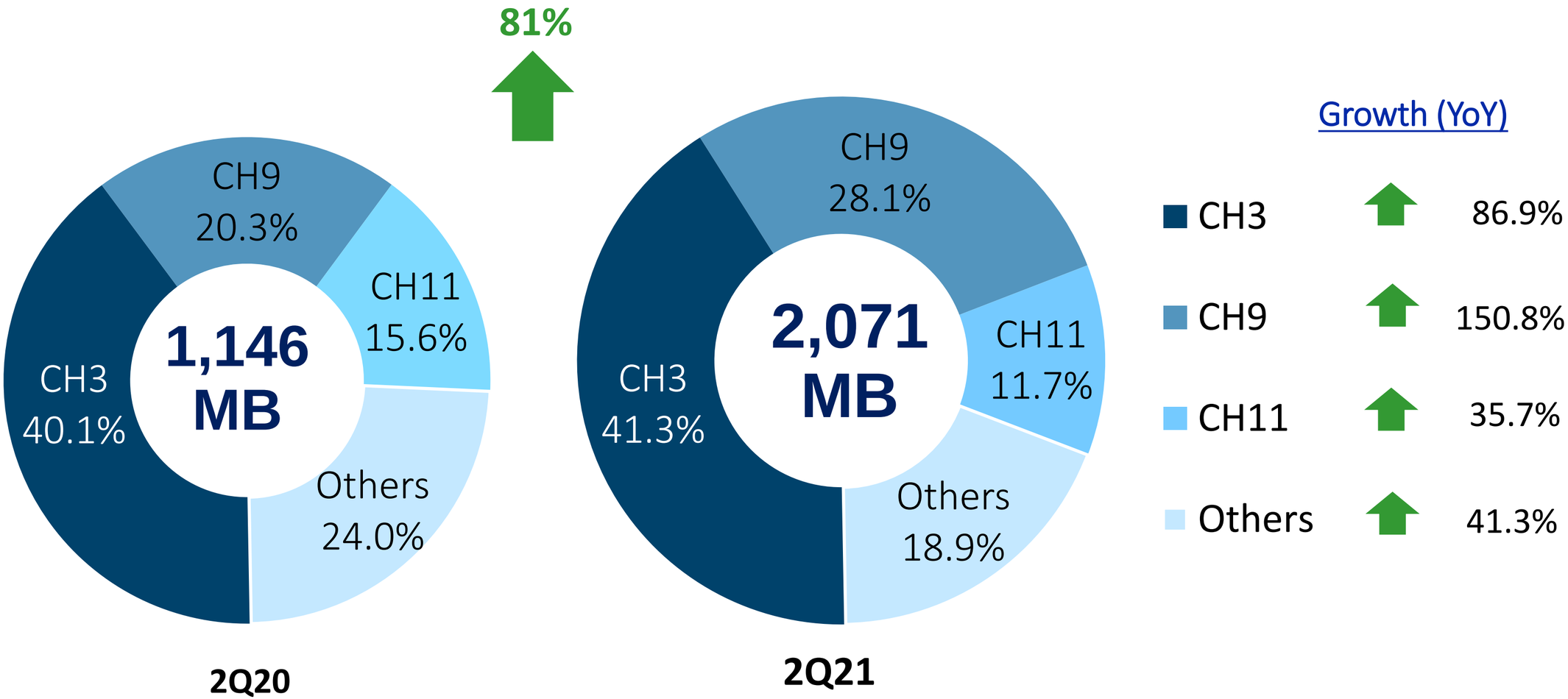
- Increased number of registered member.
- Increased medical treatment income of High Cost Care.

SSO – Registered Member (Average)

Unit : Head

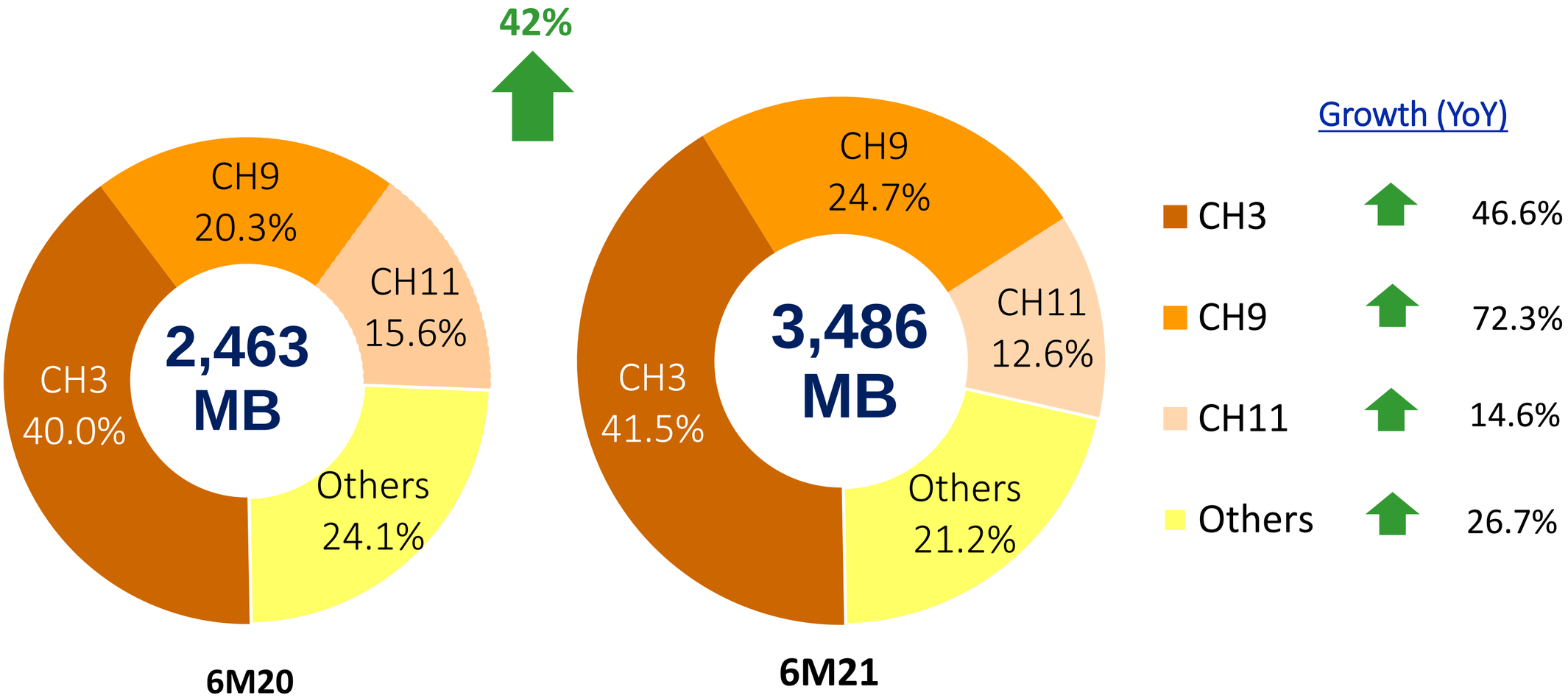


Revenue Breakdown by Branch : 3 months



Major contributors - CH3, CH9, CH11 = 81% (2Q20 = 76%)

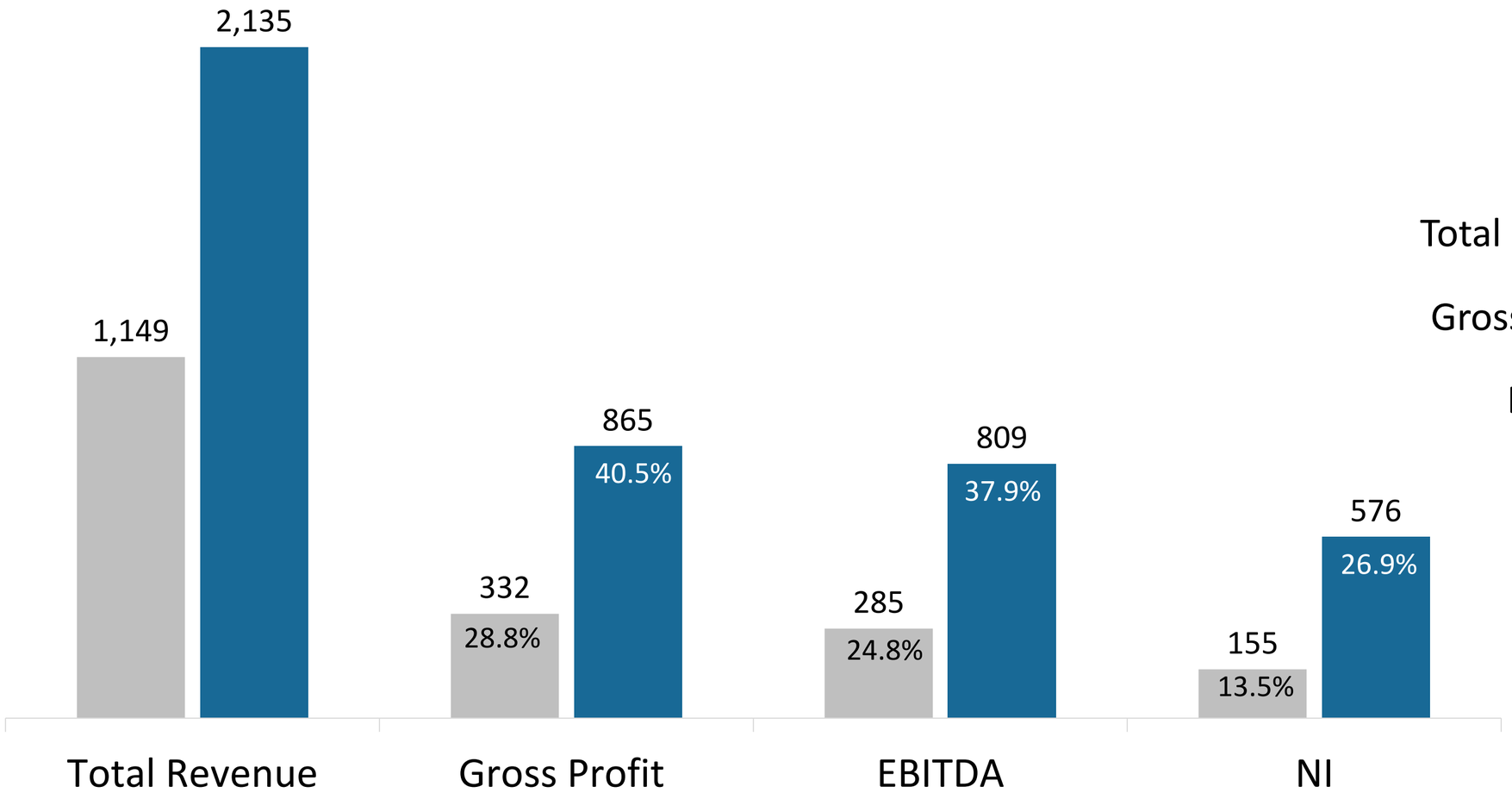
Revenue Breakdown by Branch : 6 months



Major contributors - CH3, CH9, CH11 = 79% (6M20 = 76%)

Financial Highlight : 3 months

Unit: Million Baht

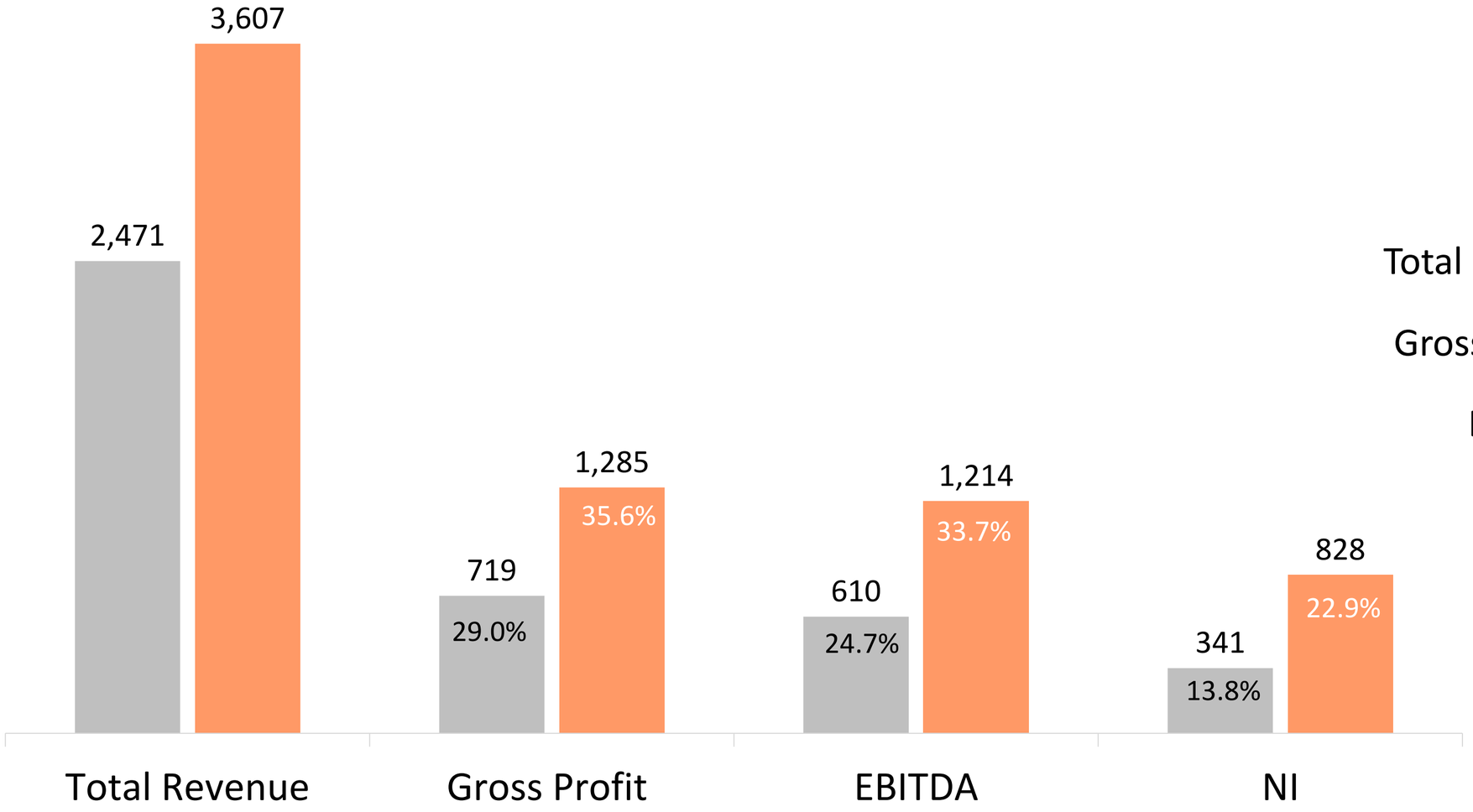


Growth (YoY)

Total Revenue	85.8%
Gross profit	160.5%
EBITDA	183.8%
NI	271.6%

Financial Highlight : 6 months

Unit: Million Baht



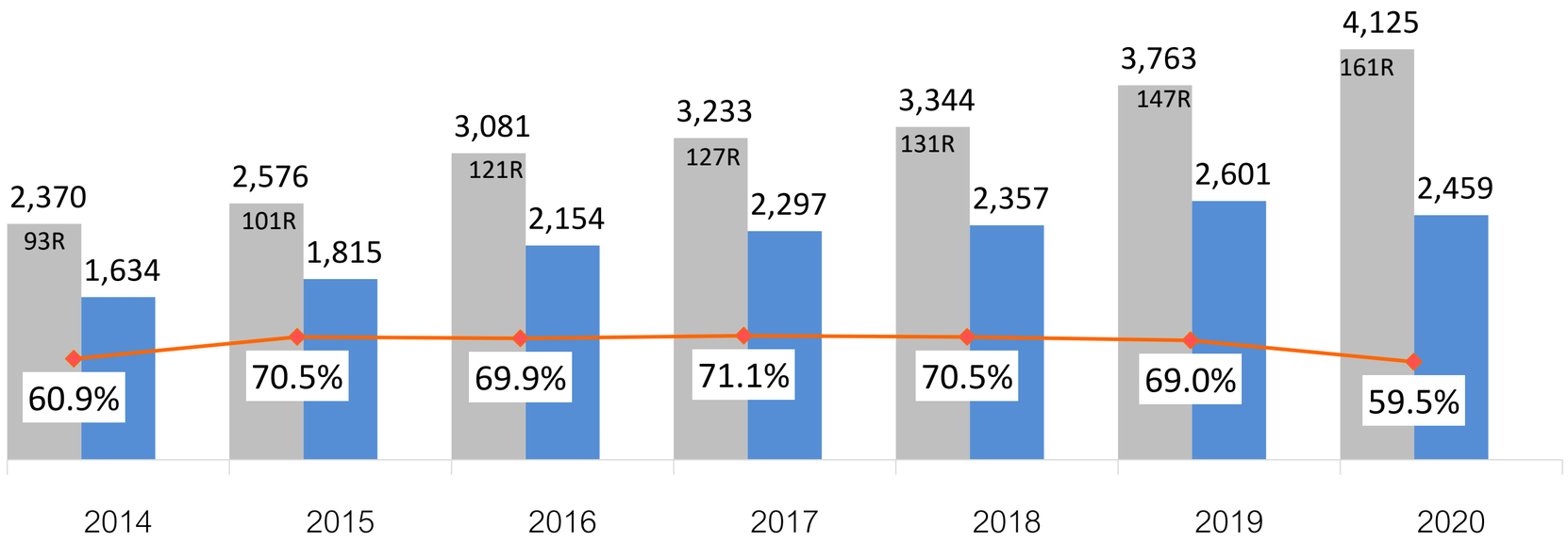
Growth (YoY)

Total Revenue	45.9%
Gross profit	78.7%
EBITDA	99.0%
NI	142.8%

OPD Utilization Rate

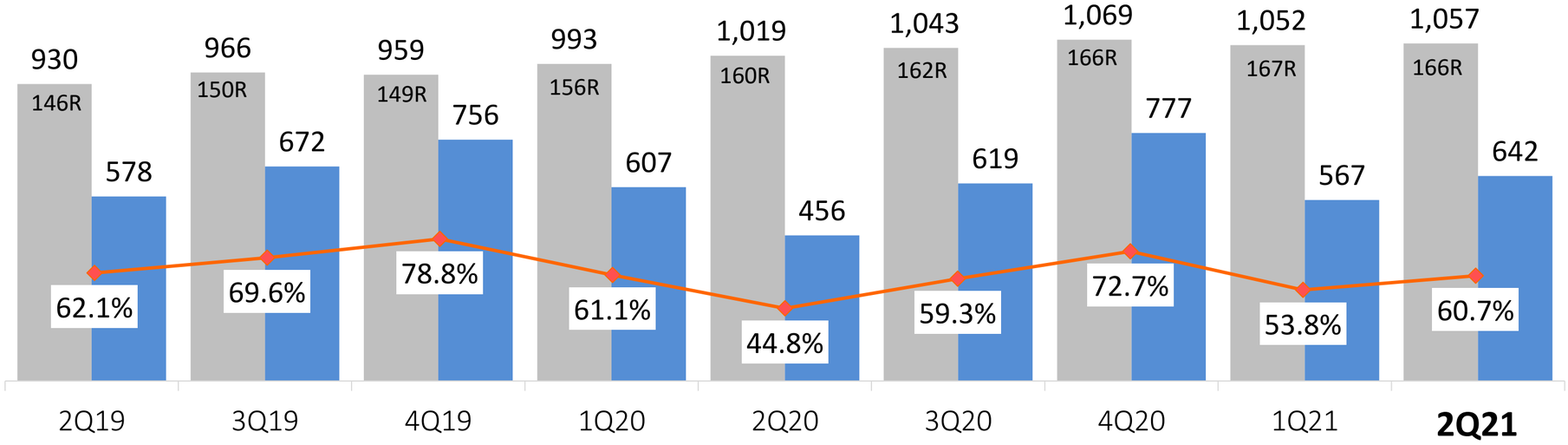
Basis : Yearly

Unit : ‘000 Head



Basis : Quarterly

Unit : ‘000 Head

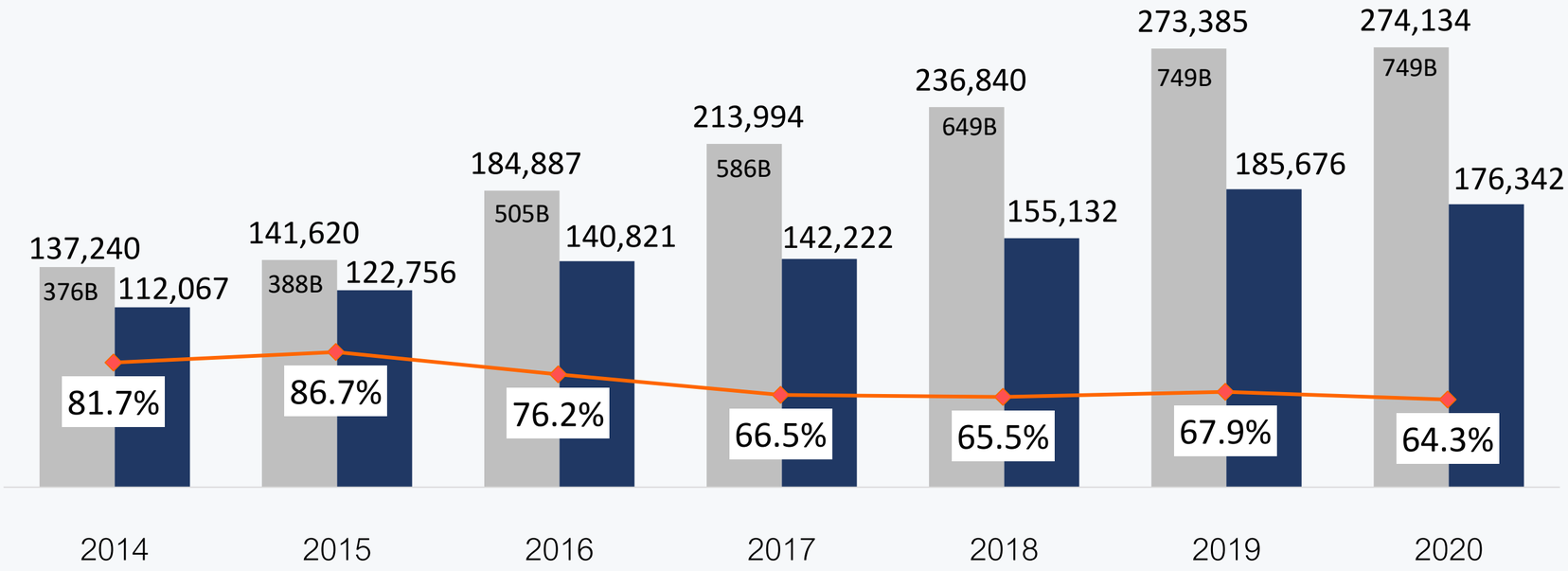


- Max. capacity = Rooms x 365 days x 70 (avg. patient/day/room)

IPD Utilization Rate

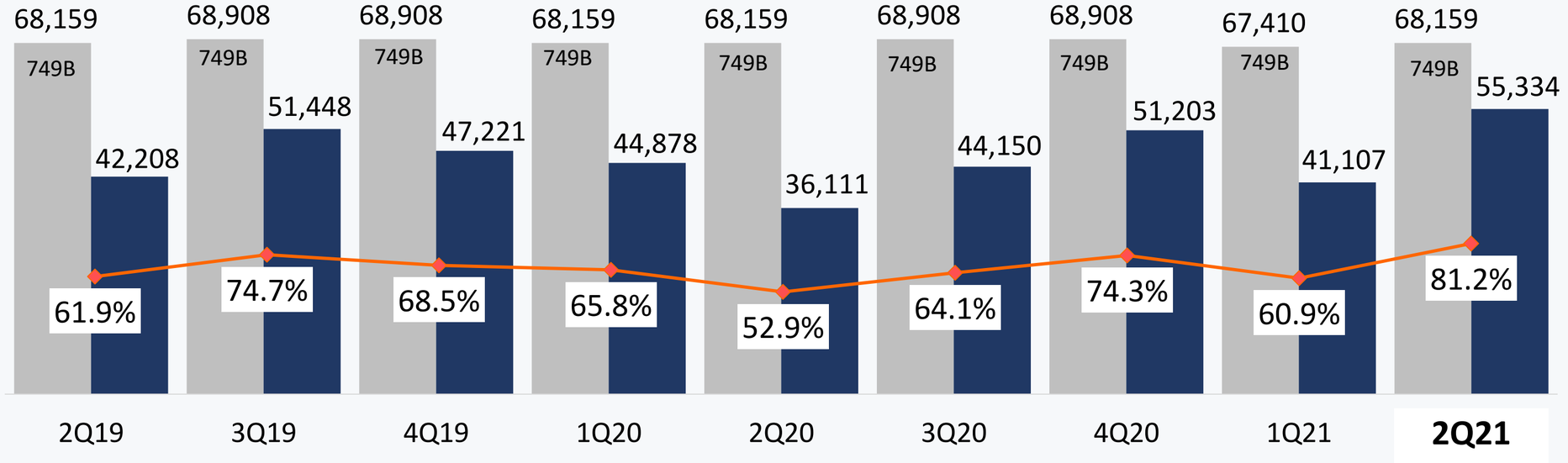
Basis : Yearly

Unit : Beds-Day



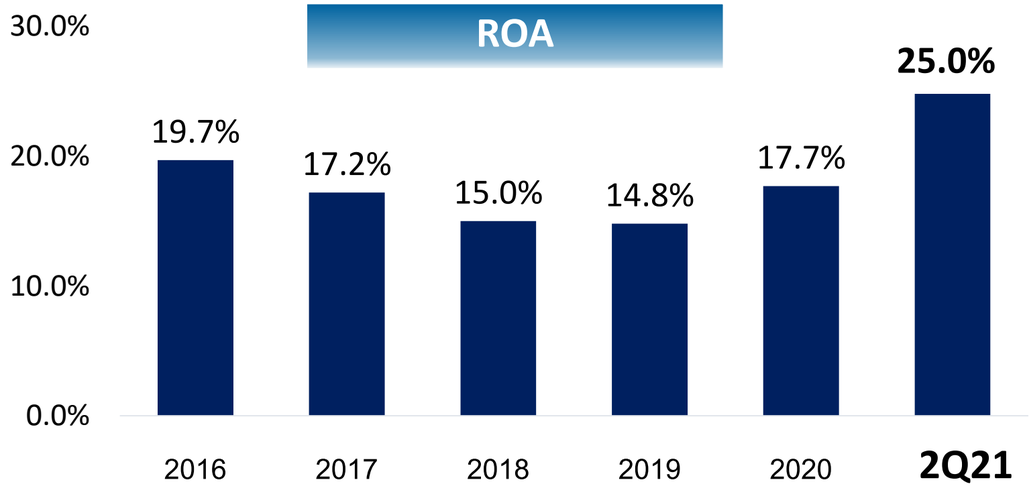
Basis : Quarterly

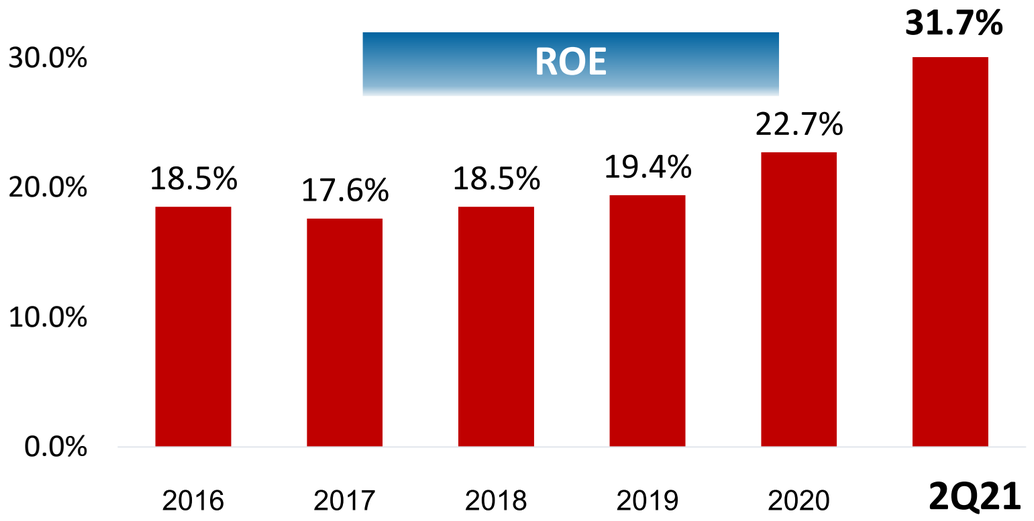
Unit : Beds-Day

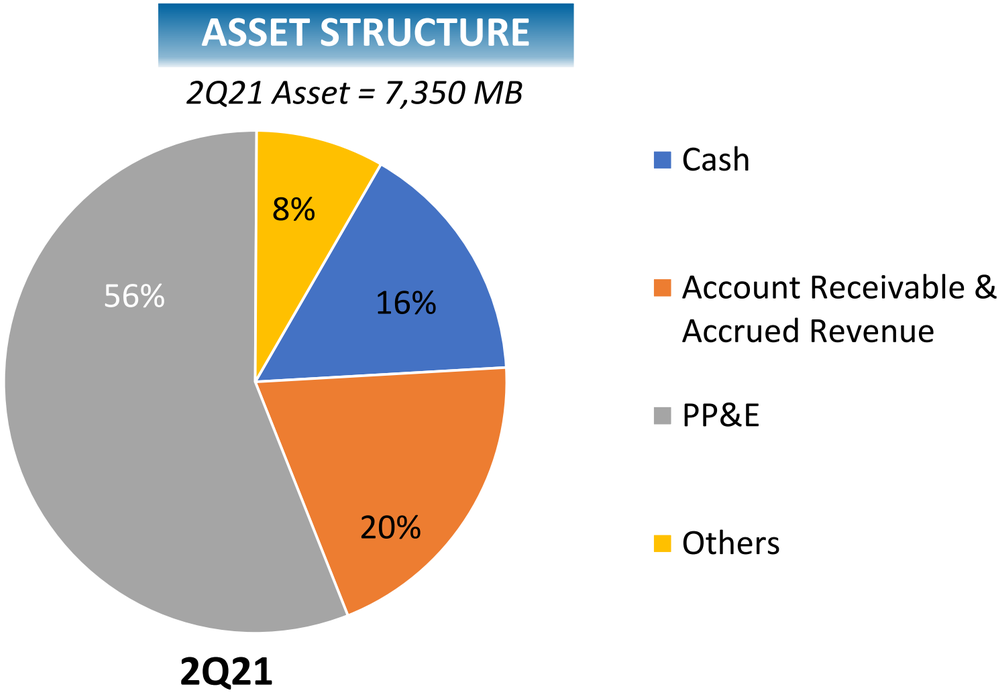


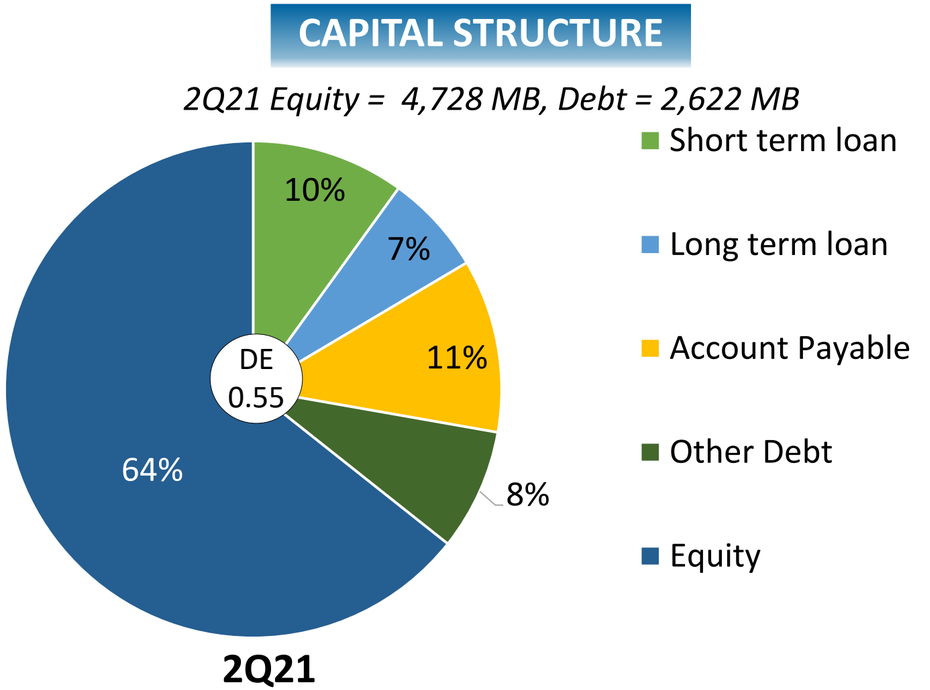
- Max. capacity = Beds x 365 days

Asset & Capital Profile









โรงพยาบาล
จุฬารัตน์
CHULARAT HOSPITAL GROUP

STAY HOME
STAY SAFE
LET'S STOP
CORONAVIRUS

NEW PROJECTS

Suvarnabhumi Cancer and Radio Therapy Center

- Sumutprakarn
- Approx. 2,000 sq.m.
- High Energy Radiation (LINAC)
- 10 IPD Beds
- CAPEX 250 MB.
- Expect to operate in 2022

Chularat Mae Sot International Hospital

Chularat Mae Sot International Hospital

- Mae Sot district, Tak province
- Approx. 6 Rai
- IPD : 100 Beds
- Target : A-Class patient
- CAPEX PLAN 600 MB
- Expect to operate in 2022-2023

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CHULARAT HOSPITAL GROUP

STAY HOME
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CORONAVIRUS

Sustainability Development

Our Mission & ESG

Providing " Standard Treatment" to **customers**.

Promoting employee awareness to protect **environment** and aiming to be **Green Hospital**.

MISSION

Promoting "Quality of Life" in **community.**

Creating "Happiness" among **employee**.

Our Zero Waste & Green Hospital

CHG
โรงพยาบาลจุฬารัตน์ 3 อินเตอร์
CH3 INTERNATIONAL HOSPITAL
Zero Waste & GREEN HOSPITAL
4R Right Reuse Reduce Recycle

Our Waste Separation Campaign & 4Rs

- General Waste
- Recycle Waste
- Biohazard Waste
- Hazardous Waste
- Right, Reuse, Reduce, Recycle

Environmental Care

10,000 Heart Heroes for safe life

4th year

Bring good health to the community

Sharing to our community

Our Pride

JCI & HA Accreditation

Corporate Governance

5 consecutive years since 2016

Thailand Top's Corporate Brand : Healthcare Service

2 consecutive years since 2019

Appendix

AdjRW	Adjusted Relative Weight
CAGR	Compound Annual Growth Rate
CH	Chularat Hospital
DRG	Diagnosis Related Group A statistical system of classifying any in-patient stay into groups for the purpose of payment.
HA	Hospital Accreditation
IPD	In-Patient Department
JCI	Joint Commission International
MAVP Act 1992	Motor Accident Vehicle Protection Act 1992
NHSS	National Health Security System
NHSO	National Health Security Office
NICU	Neonatal Intensive Care Unit
OPD	Out-Patient Department
PP&E	Plants, property & Equipment
Registered SS Member	Registered Social Security Member
ROA	Return on Assets
ROE	Return on Equity
SSS	Social Security System
SSO	Social Security Office
WCF	Working Compensation Fund

CHG จุฬารัตน์
CHULARAT HOSPITAL GROUP

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THANK YOU