



จุฬารัตน์  
CHULARAT HOSPITAL GROUP

**STAY HOME  
STAY SAFE**  
— LET'S STOP —  
CORONAVIRUS



**3Q2021**  
Investor Presentation

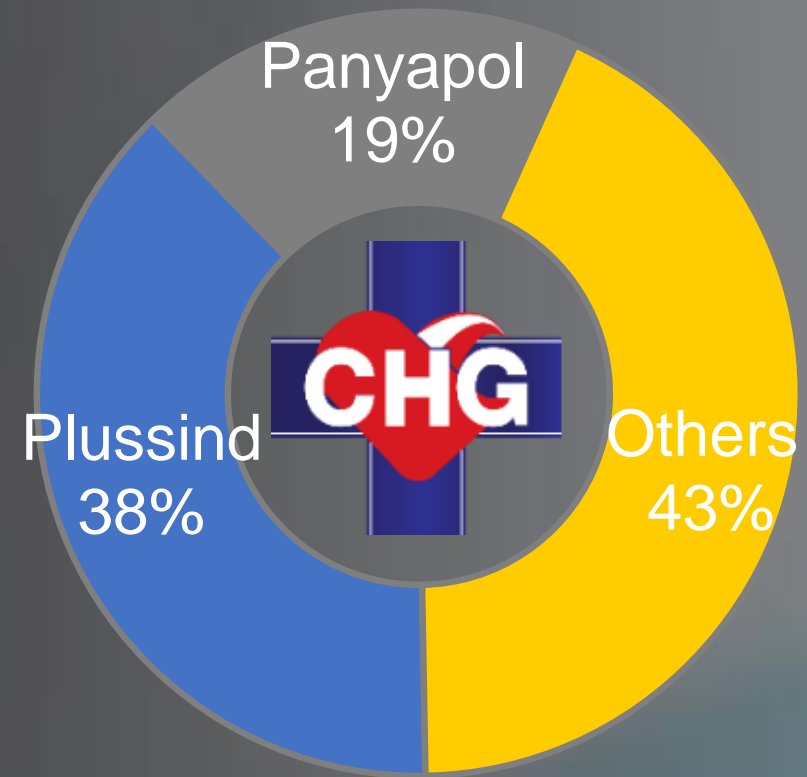


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# Our Company



6

EASTERN PROVINCES

9

HOSPITALS

5

CLINICS

749

IPD BEDS

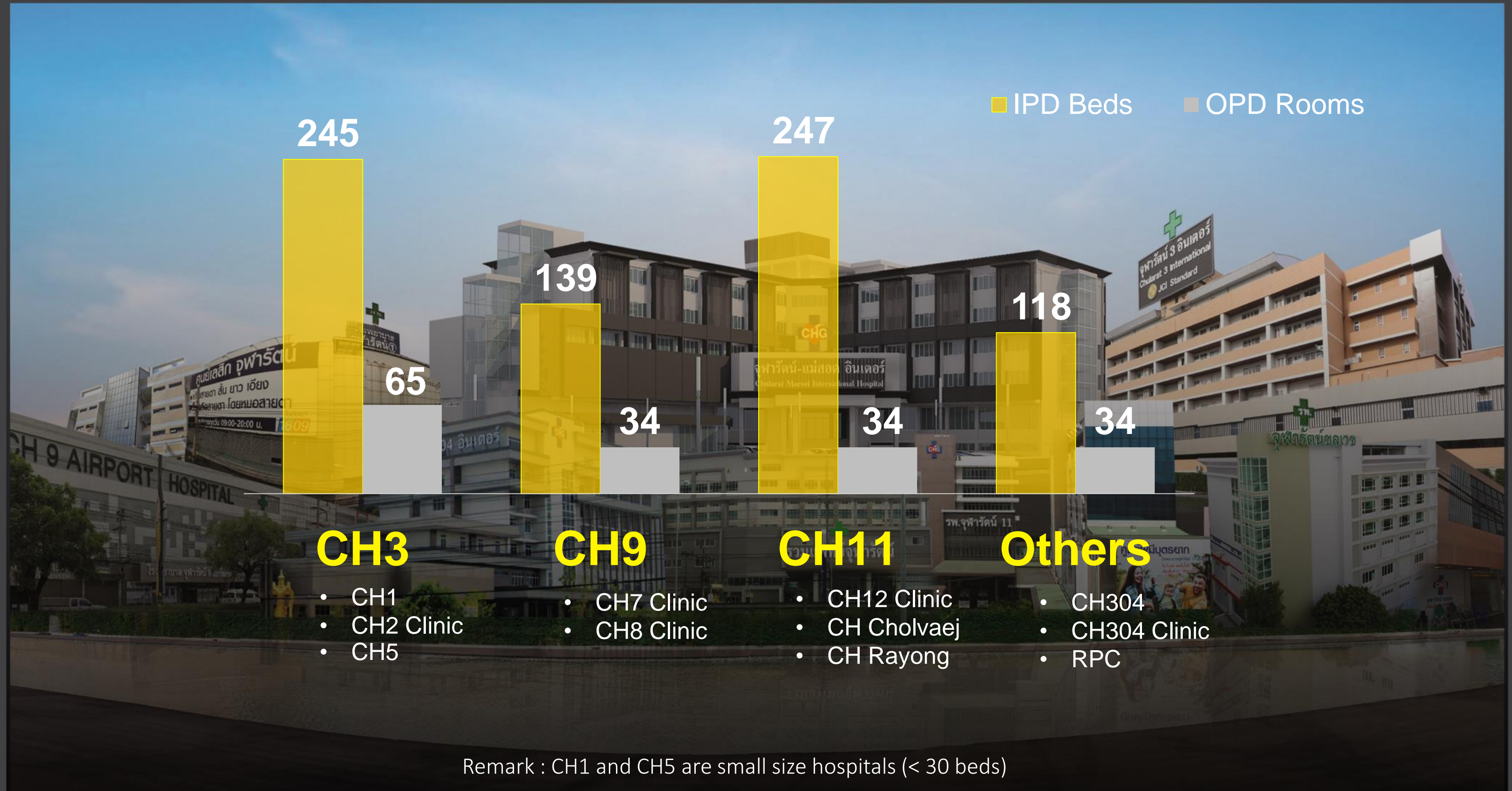
167

OPD ROOMS

868

DOCTORS

# Our Service Cluster

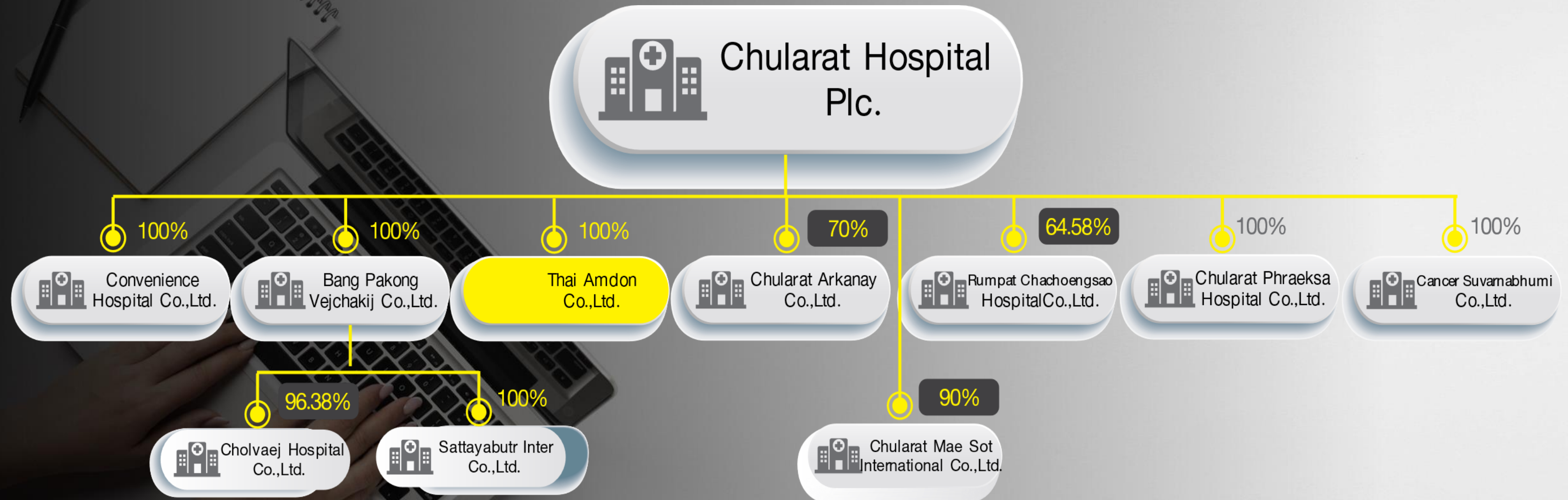




# Our Branch Summary

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	18	59
Chularat 304	Clinic	2020	2	-
Total			167	749

# Our Corporate Structure





# Board of Directors

**Mr. Kriengsak Plussind**  
Chairman of the Board



**Mr. Apirum Panyapol**  
Director



**Mr. Manit Jeeradit**  
Independent Director &  
Chairman of Audit Committee



**Dr. Kumpol Plussind**  
Managing Director



**Dr. Wichit Sirithadthamrong**  
Director



**Mr. Chayawat Phisetsit**  
Independent Director  
& Audit Committee



**Dr. Suchai Laoveerawat**  
Director



**Mr. Somyos Yanubon**  
Independent Director  
& Audit Committee



**Mrs. Kobkul Panyapol**  
Director



**Dr. Pinit Kullavanijaya**  
Independent Director



**Mr. Yanyong Amornphitakkul**  
Director



**Miss Kannikar Plussind**  
Director



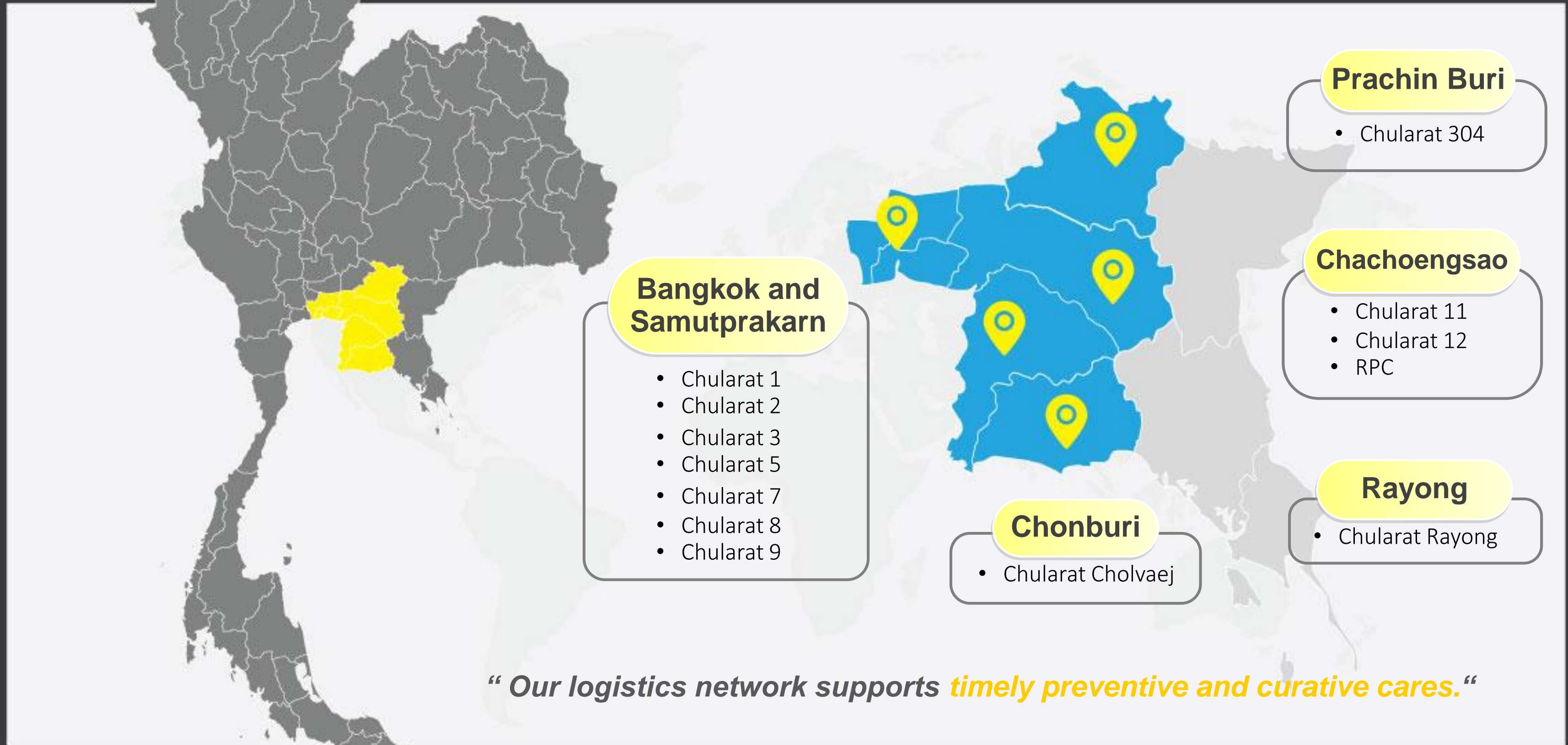
“ BODs of CHG assembling specialists  
in medical services with specialists  
in finance and business management.

# Our Management





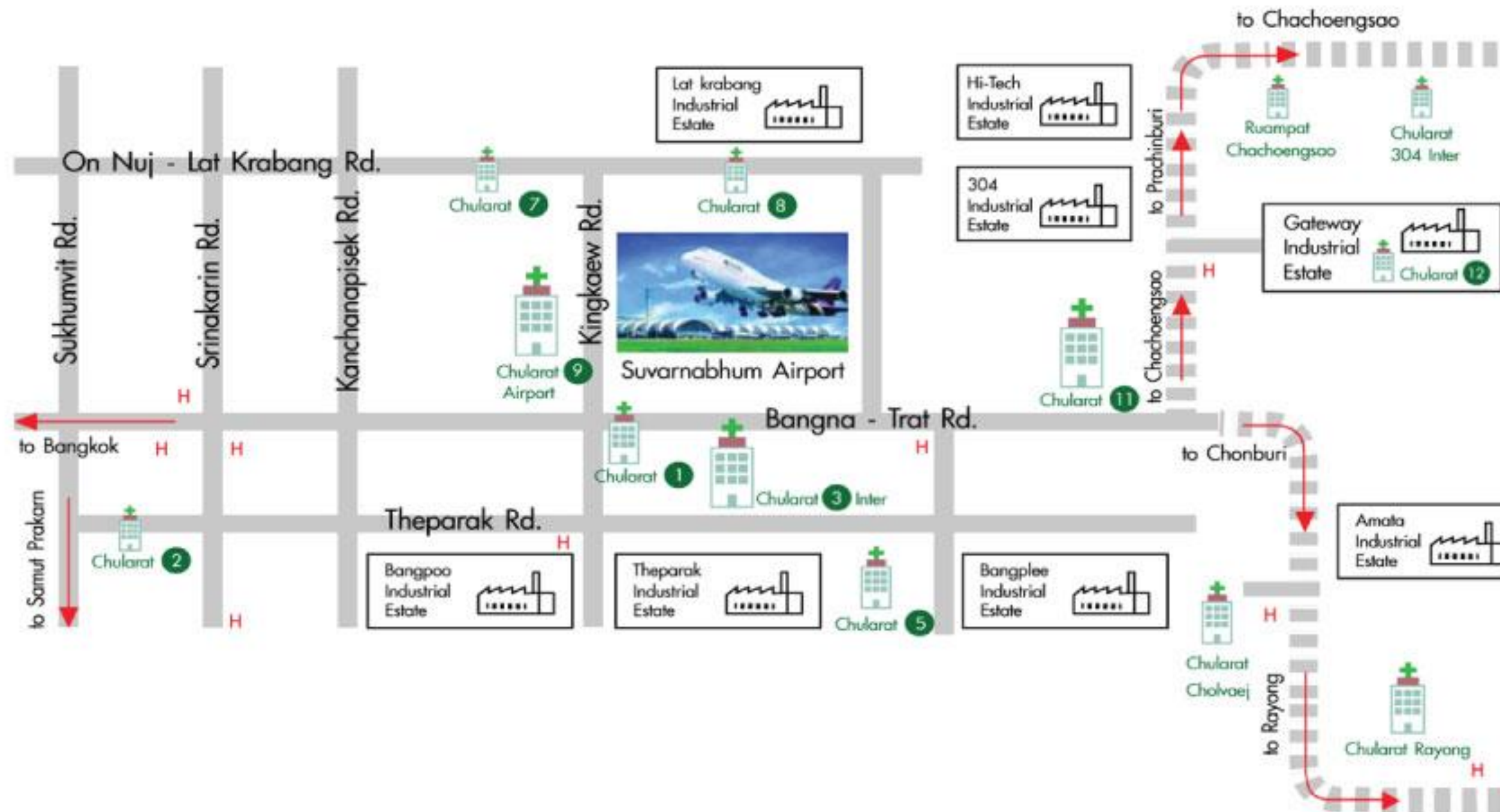
# Star of the EAST



*“ 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



- Asia's 200 Best Under A Billion for Chularat Hospital Group (CHG)
- **HA Certificate** : Step 2 for CH9, Step 3 for CH11

2014

## Cholvaej Hospital Acquisition

- **JCI accreditation** for CH3
- Set up "Prostate cancer clinic" at CH3



2015

2016

## Ruampat Rayong Hospital Acquisition

- Best Medical Performance Award for CH3



# Key Milestones



## Green field : Chularat 304 & RPC

- Set up “3A center: Aesthetic and Anti-Aging Center” at CH9



- Thailand Top’s Corporate Brand 2020 Award
- **JCI Re-Accreditation** for CH3

2017

- Opened “IVF Center” at CH11
- Opened “Eye Center Suvarnabhumi” at CH1
- **HA Certificate Re-Accreditation** Step 2 for CH9, Step 3 for CH11
- **JCI Re-Accreditation** of JCI for CH3



2018

2019

## Investment in Ruampat Mae Sot International

- Thailand Top’s Corporate Brand 2019 Award
- **HA Certificate Re-Accreditation** Step 2 for CH9, Step 3 for CH11
- Muang Thai Life Assurance Award and Allianz Ayudhya Best Medical Performance Award for CH9



2020



# Our Investment highlights



1

Thailand's leading healthcare service provider

2

Strategically located assets complemented by an advanced logistic network

3

Revenues are diversified and supported by Government policies

4

Strong business fundamentals with robust historical performances

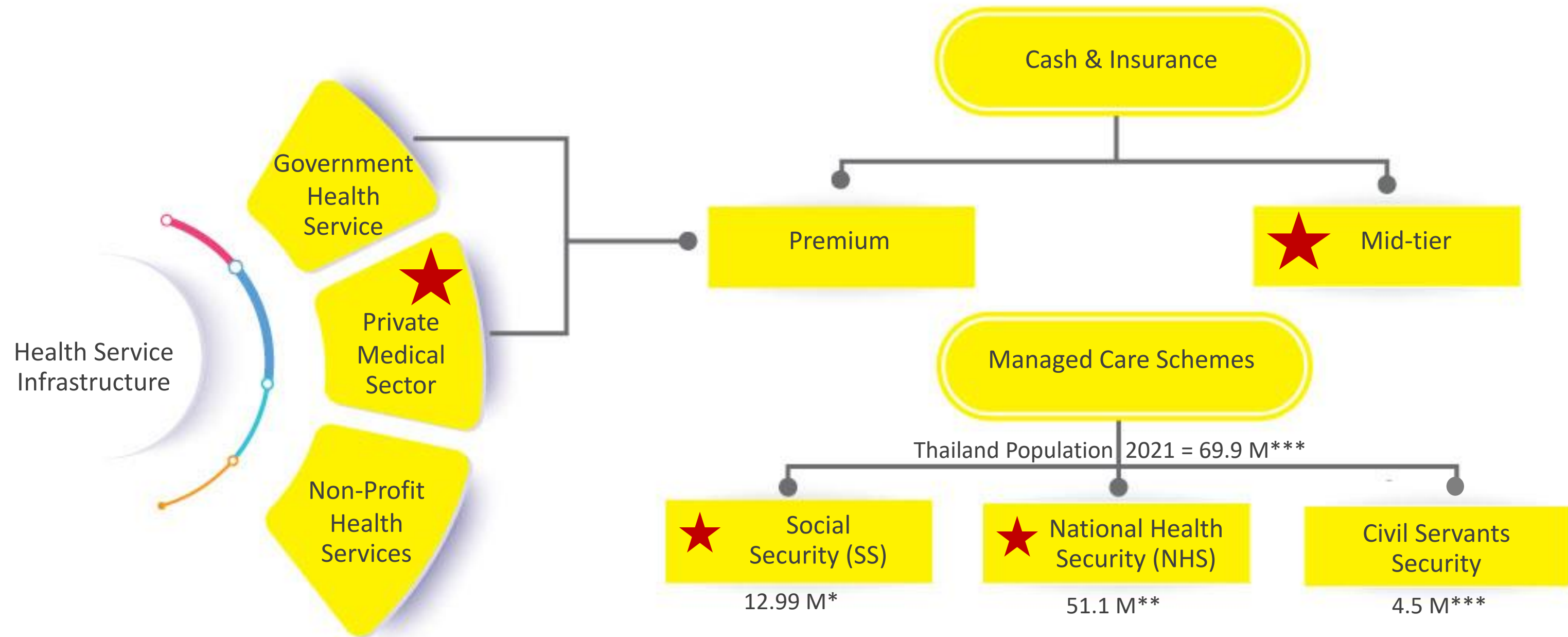
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Dedicated long term growth plan with clear expansionary blueprint

6

CHG, built to serve

# Healthcare System in Thailand



★ CHG

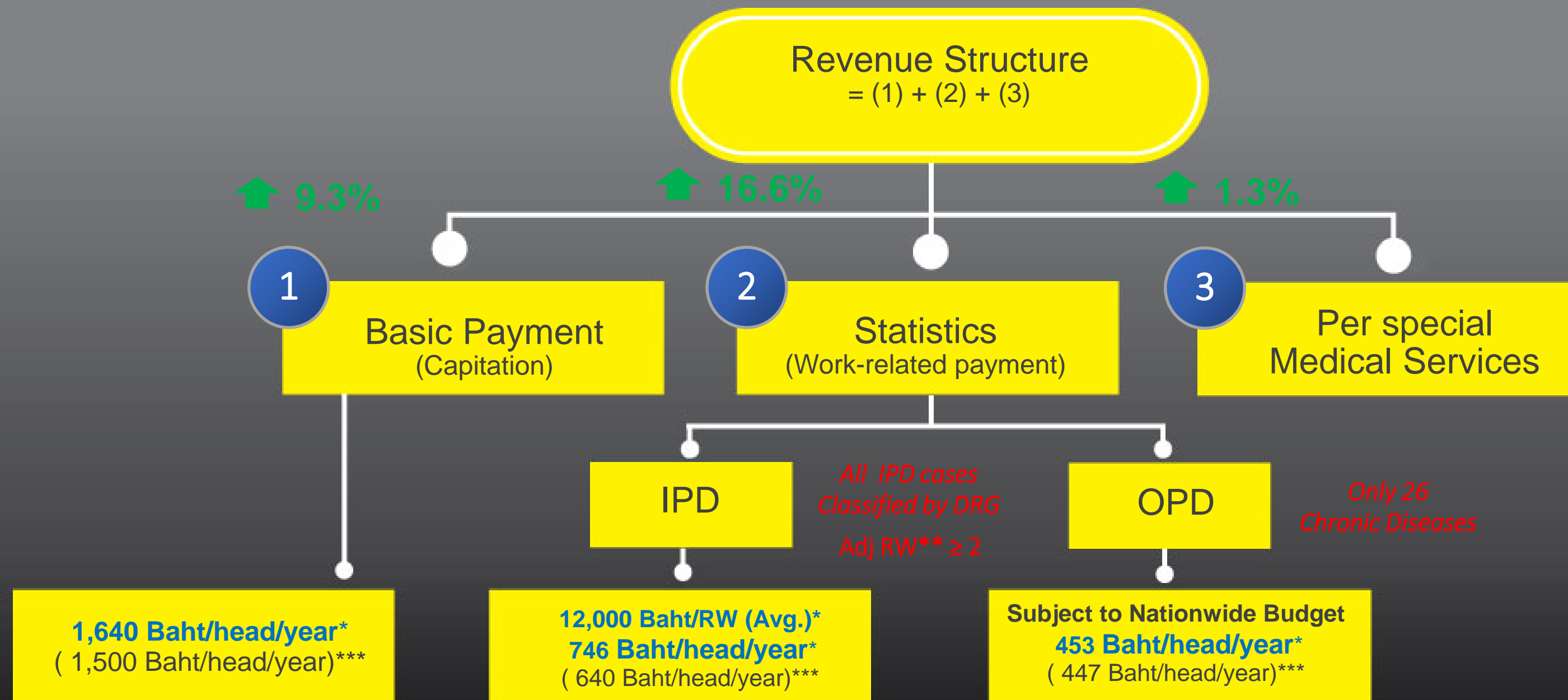
\* Number of insured person under article # 33 ( Obligation) and # 39 ( Voluntary ) as of September 2021.

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

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



# Revenue from Social Security System (SSO)



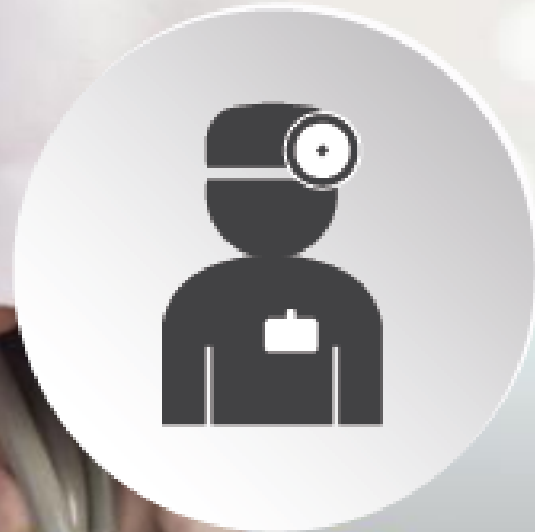
\* Effective date: 1 Jan 2020

\*\* 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 September 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





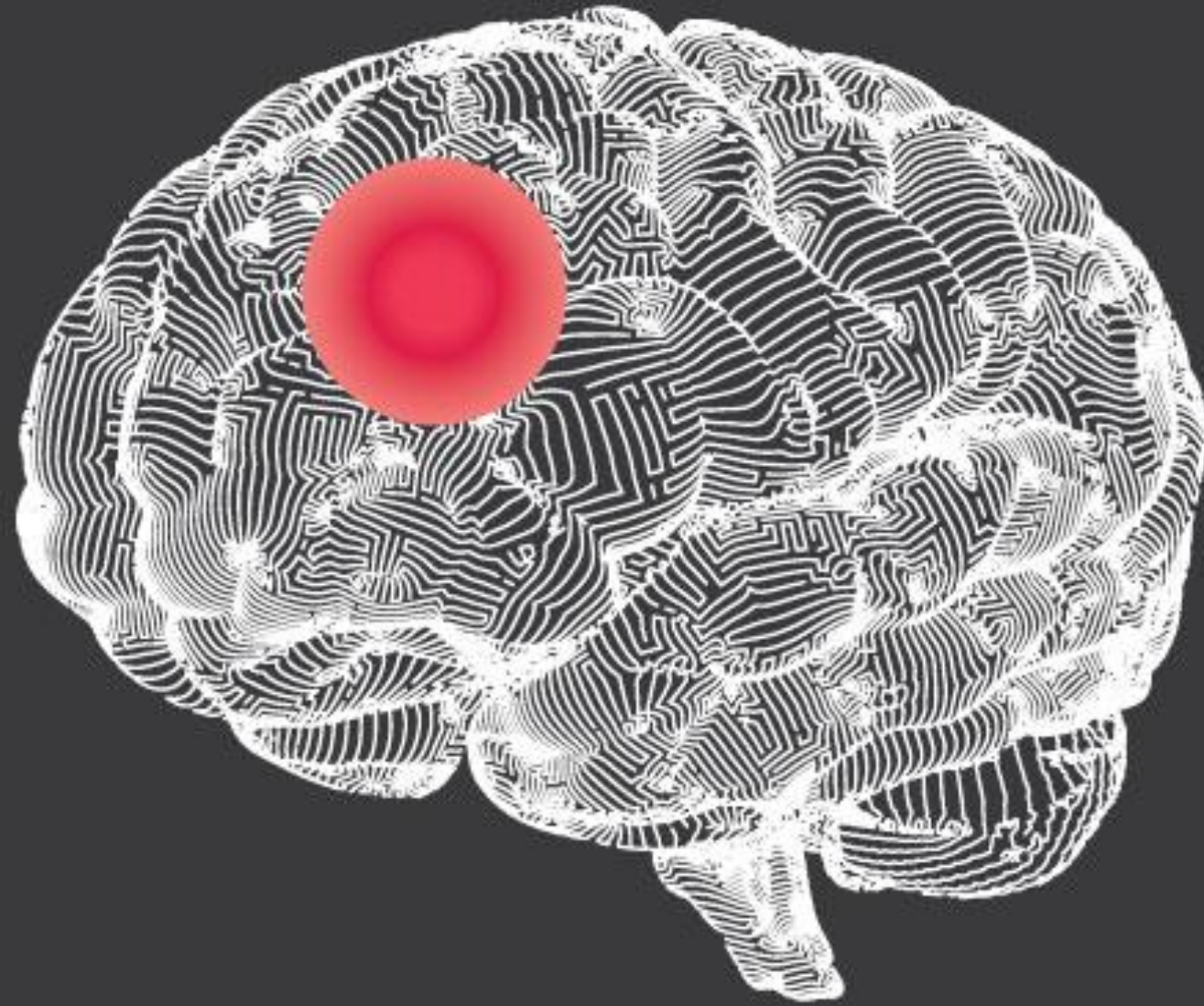
# One Stop Service Heart Center (24 hrs.)



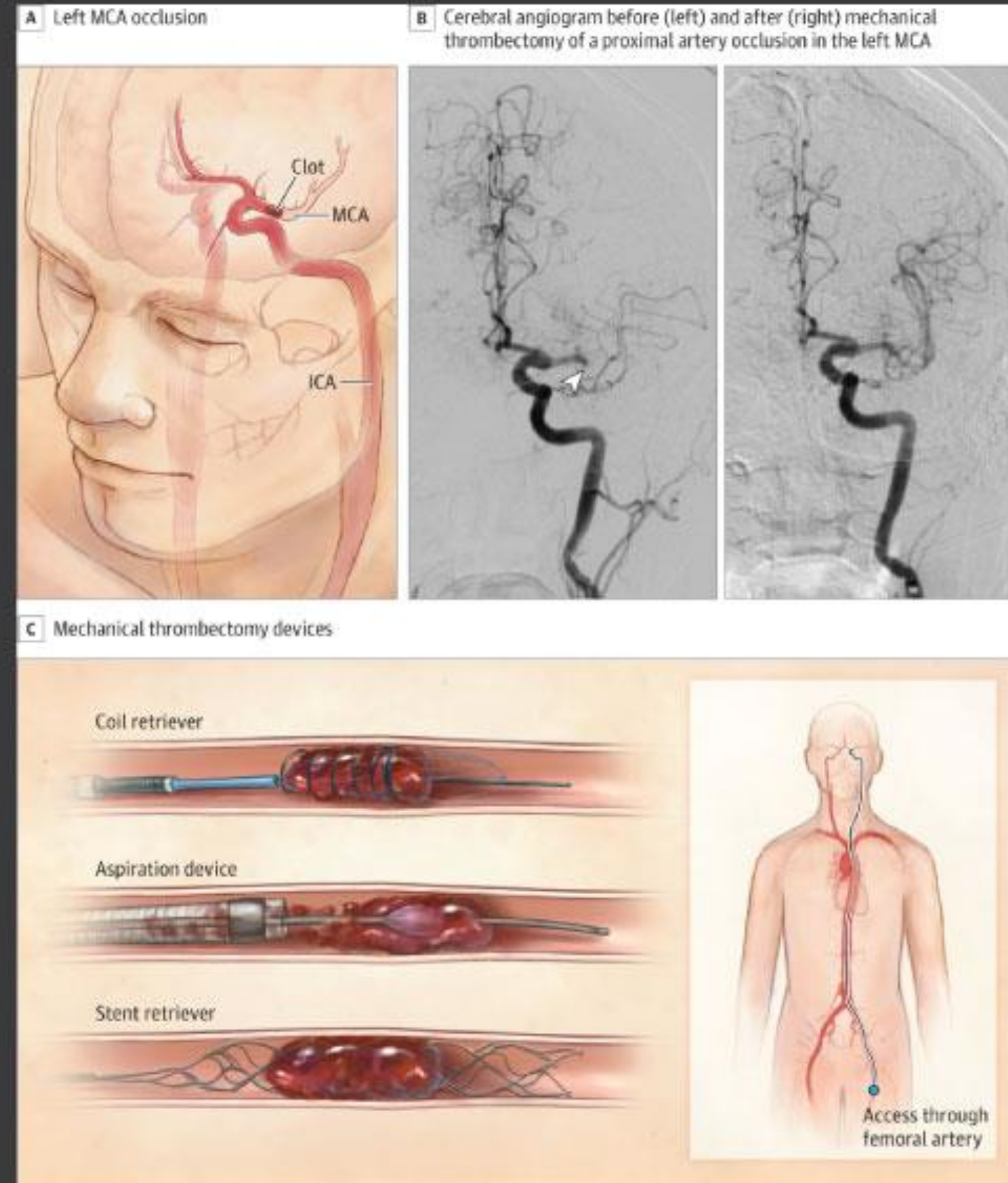
- Cardiac Rehabilitation
- Coronary Artery Catheterization/Percutaneous Coronary Intervention (CAG-PCI)
- Minimal Invasive Valve Surgery
- Electrophysiology Studies (EPS)
- Aortic Aneurysm
- Atrial Septal Defect (ASD)
- Coronary Artery Bypass Grafting (CABG)



# Stroke Center (24 hrs.)



## Mechanical Thrombectomy





# Cancer Center

Brachytherapy

Immunotherapy

Radiotherapy

Brachytherapy

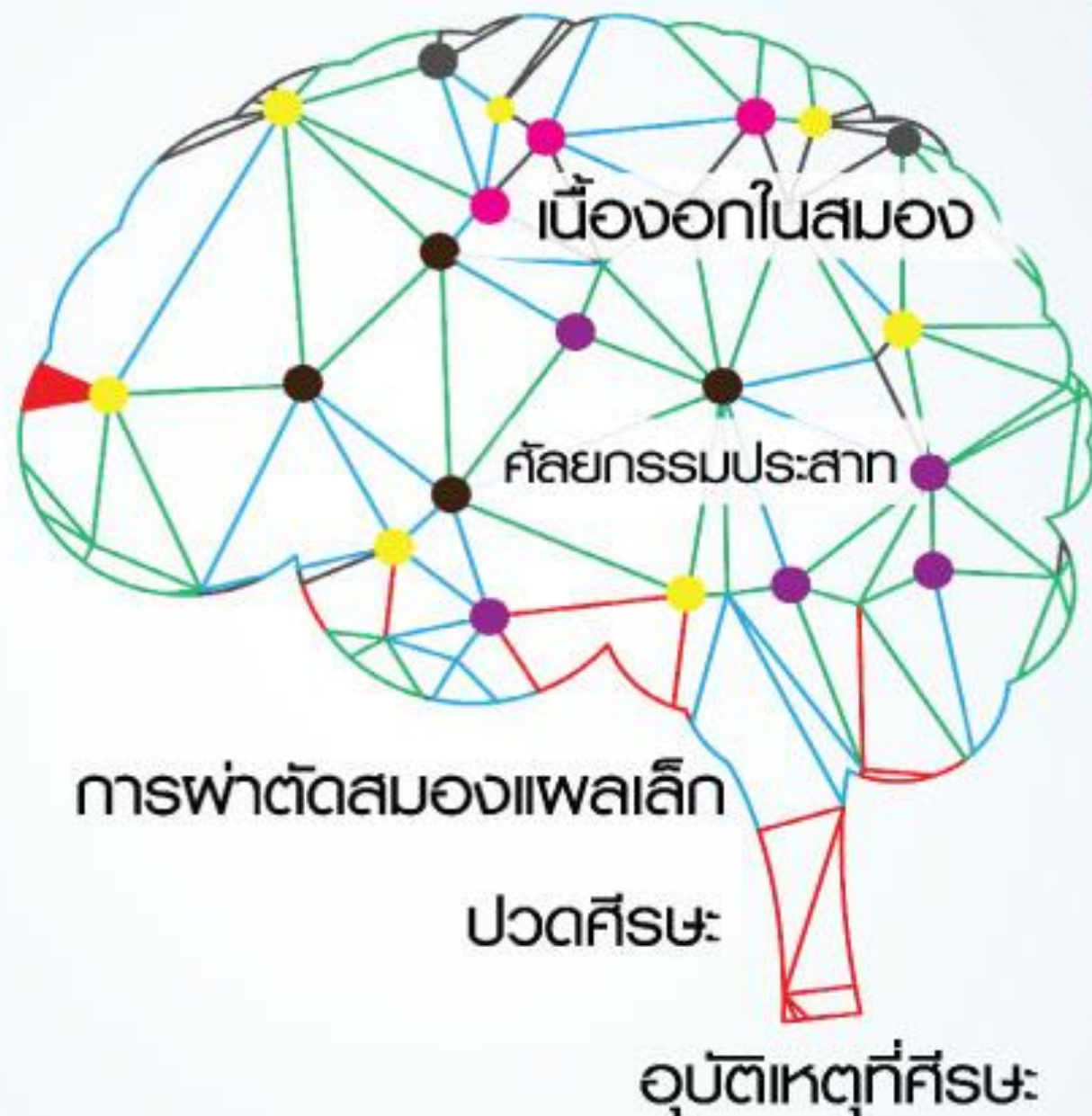




# Neurosurgery and Spine Center

## ศูนย์ศัลยกรรมสมองและกระดูกสันหลัง

## Neurosurgery and Spine Center



ผ่าตัดผ่านกล้อง

**MIS**  
MINIMALLY  
INVASIVE  
SURGERY

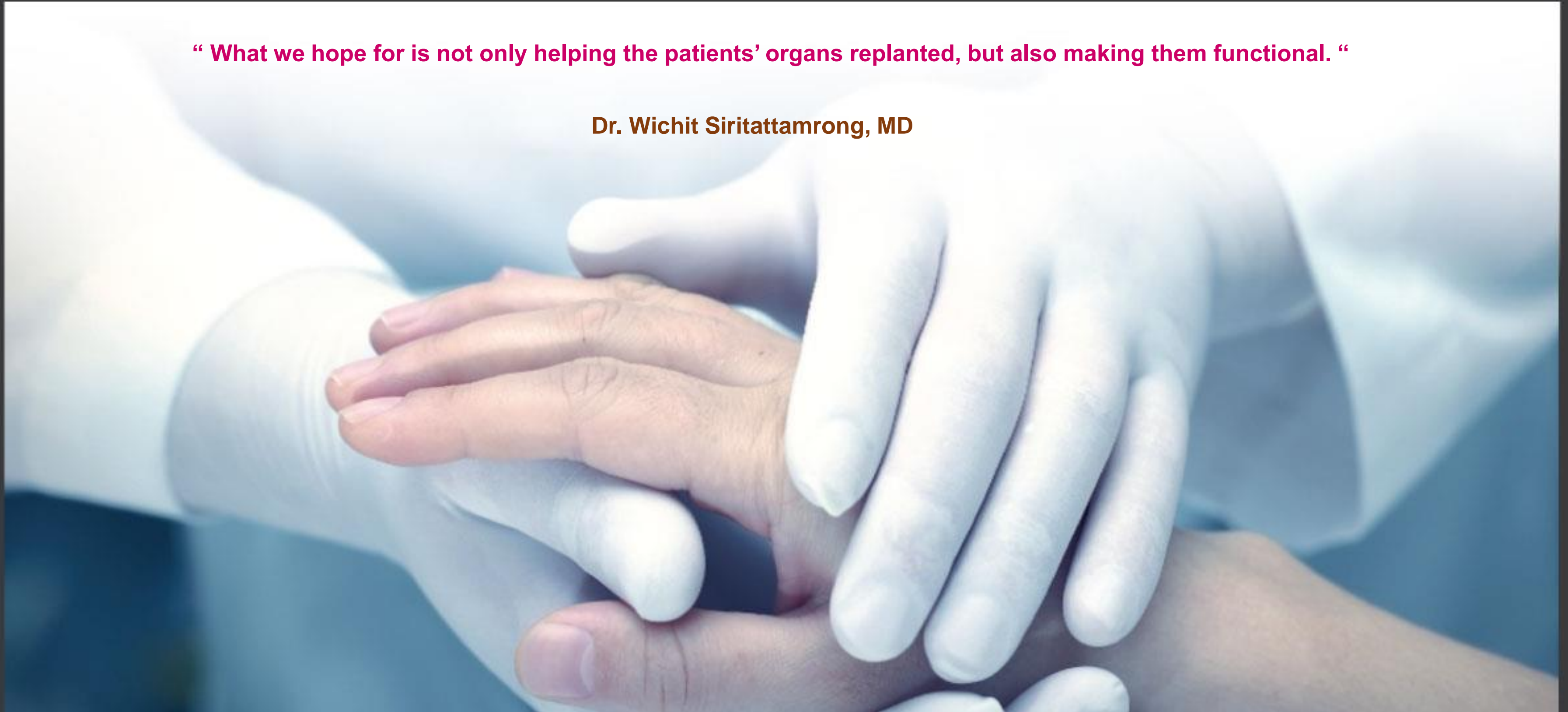
“ According to the statistics complied by the Public Health Ministry, up to 20,000 Thais reportedly died of strokes in 2010. It is the number 3 cause of death, surpassing heart disease, which has been the long-standing third runner up. There is an indication that more and more people in Thailand will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



# 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**



# One Day Surgery (ODS)

For SSO patients



One Day  
Surgery  
(ODS)



# Management Service



**Pattaya City Hospital**

1-year contract (2021)  
3-year contract (2022-2024)

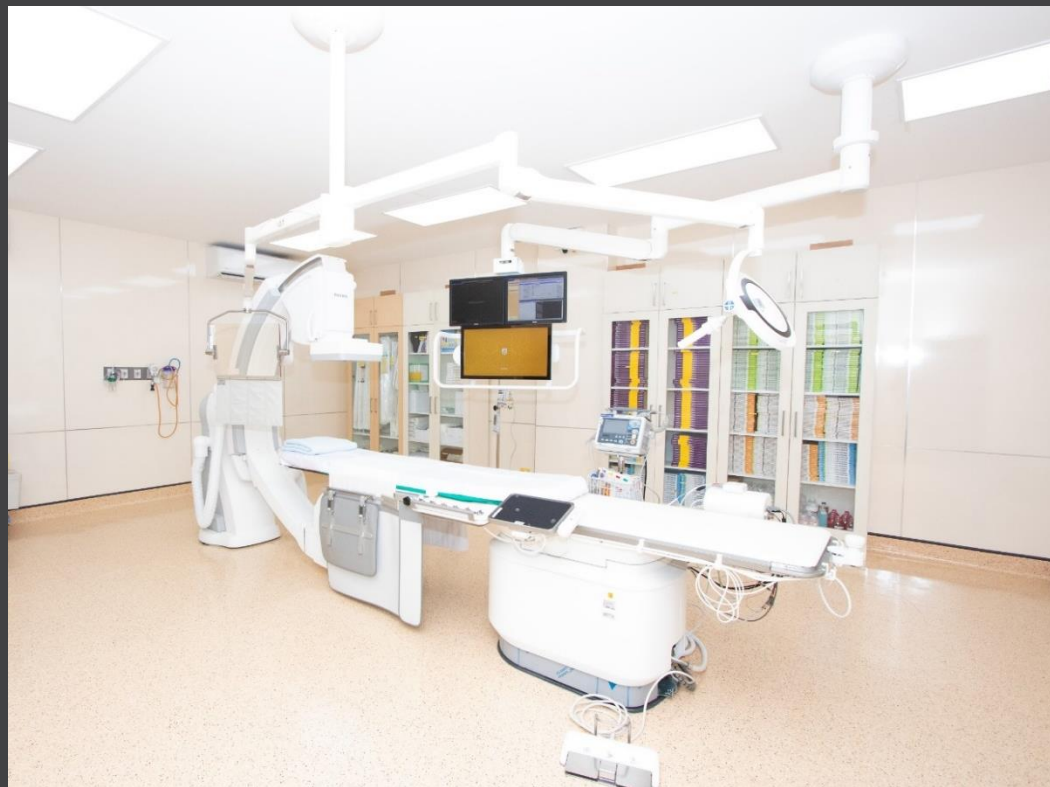


**Koh Lan Medical Center**

2-year contract (2021-2022)



# Heart Centers



**Sirindhorn Hospital**

- 3-year contract
- Started booking revenue in late 2Q 2021



**Samutprakarn Hospital**

- 3-year contract
- To start booking revenue in 4Q 2021



**Rayong Hospital**

- 1-year contract
- To start booking revenue in 1Q 2022

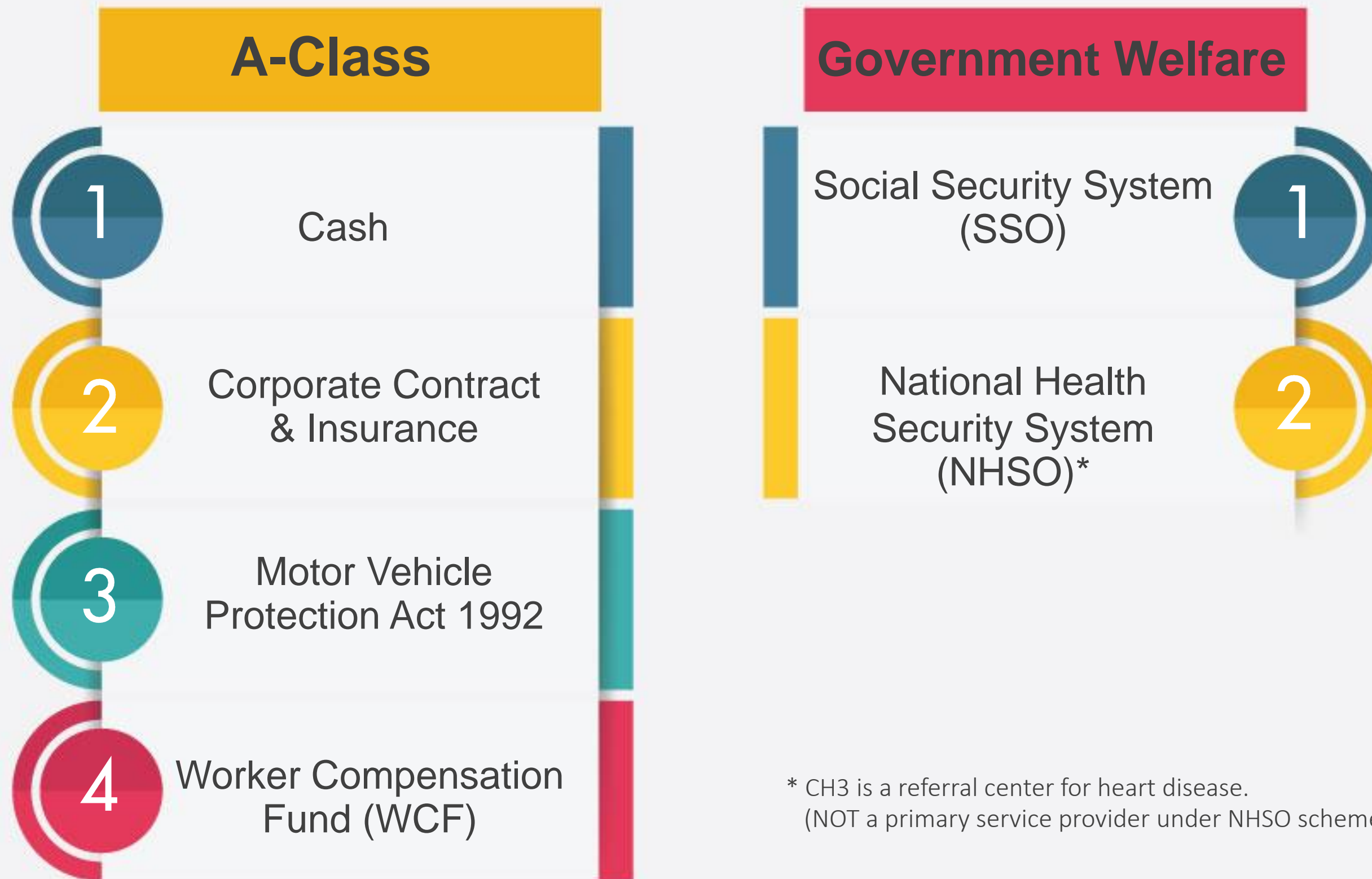


# COVID-19 related Services

Screening	ASQ	Medical Treatment	Vaccination
<ul style="list-style-type: none"><li>▪ <b>PT PCR</b> Maximum daily capacity of 2,500 – 3,000 specimen as of September 2021</li><li>▪ <b>ATK</b></li></ul>	<ul style="list-style-type: none"><li>▪ 14 days quarantine for travelers</li><li>▪ Capacity of 1,500+ rooms as of September 2021</li></ul>	<ul style="list-style-type: none"><li>▪ <b>Hospital (Green)</b>, capacity of 8,000+ beds as of September 2021</li><li>▪ <b>Hospital (Yellow &amp; Red)</b>, capacity of 600+ beds as of September 2021</li></ul>	<ul style="list-style-type: none"><li>▪ <b>Government vaccines</b> Sinovac and Astra</li><li>▪ <b>Alternative vaccines</b> Sinopharm and Moderna</li></ul>



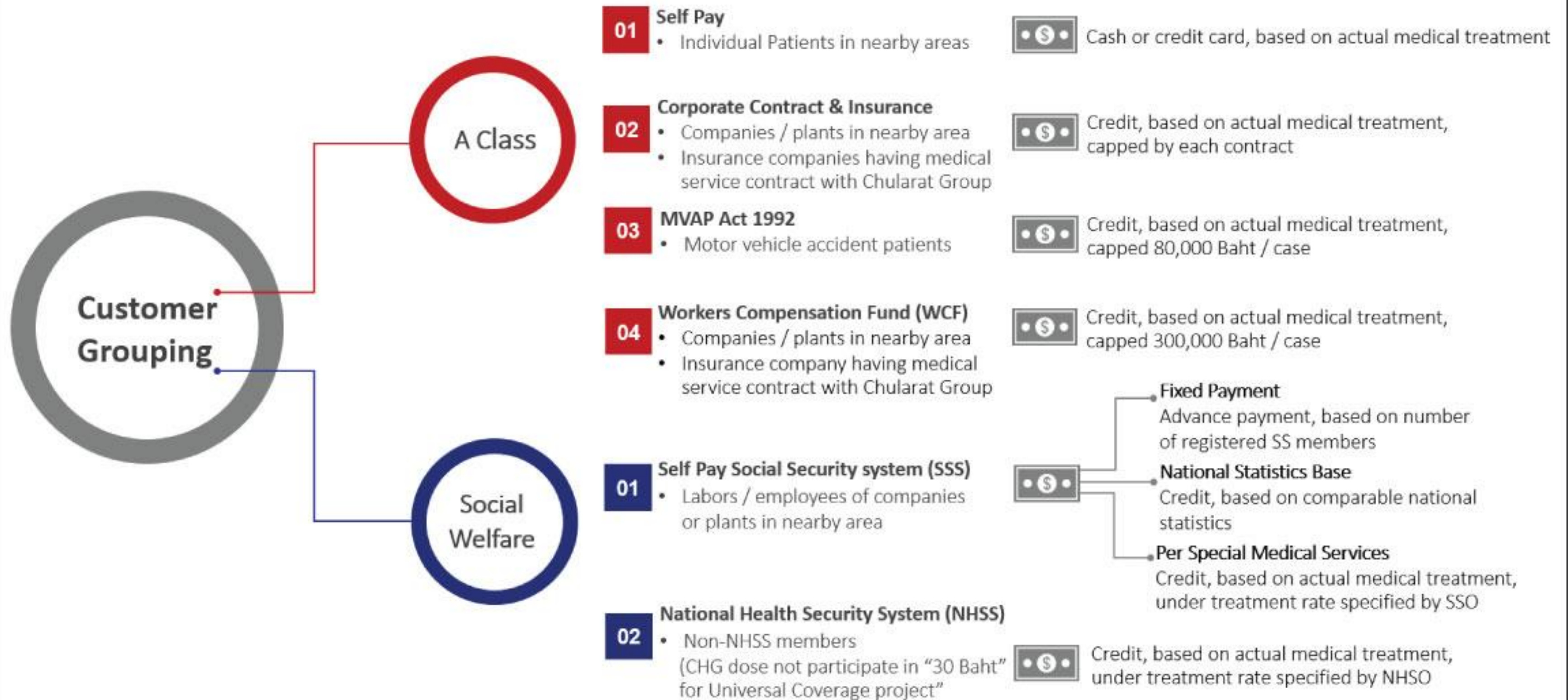
# Customer Group



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



# Customer Group and Payment Basis





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**CORONAVIRUS**



**FINANCIAL  
HIGHLIGHTS**



# Financial Performance vs Patient Growth

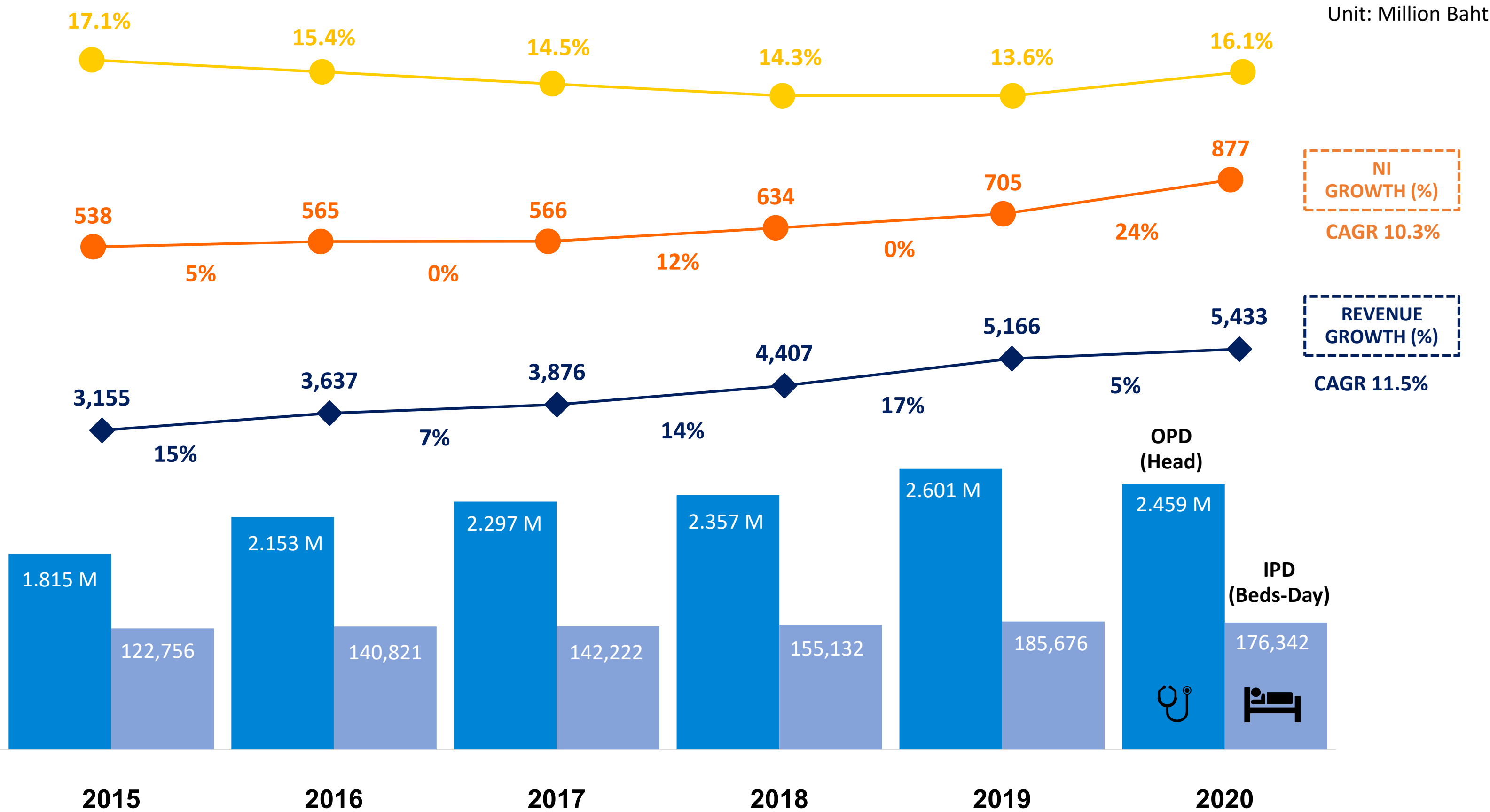


Net Profit Margin

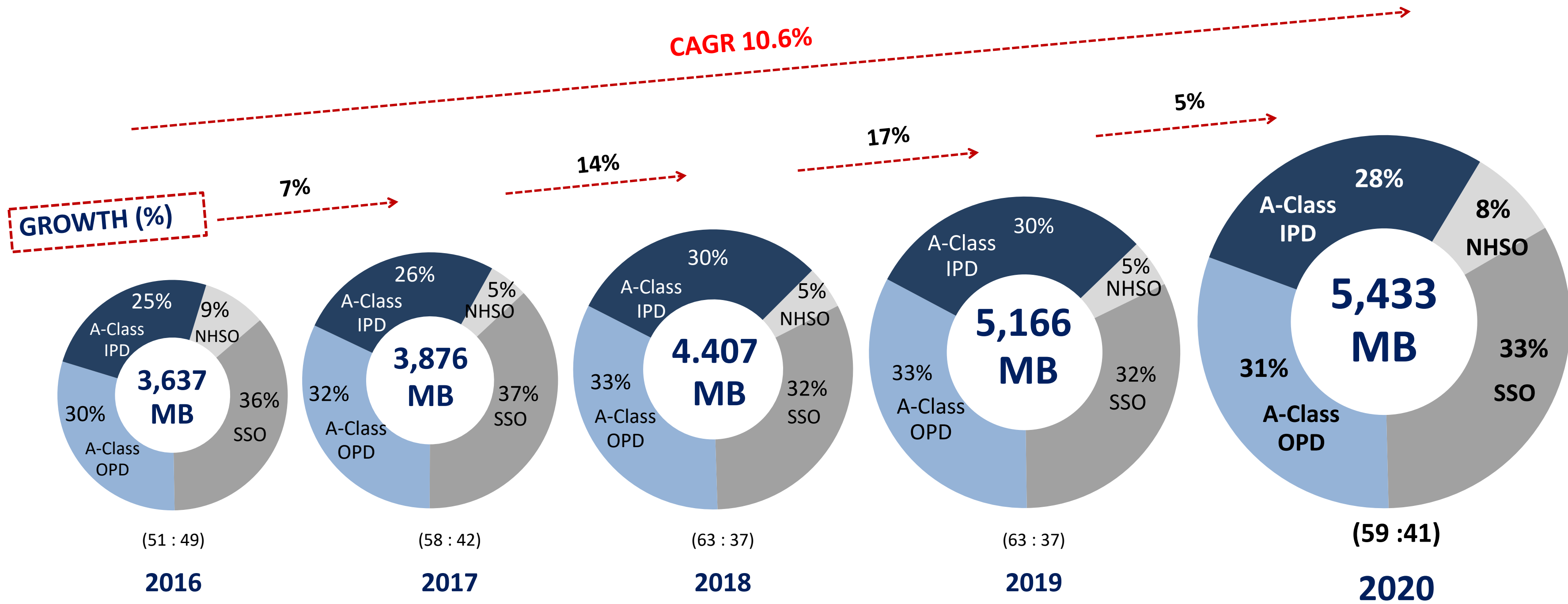
Net Profits

Revenue

Patients

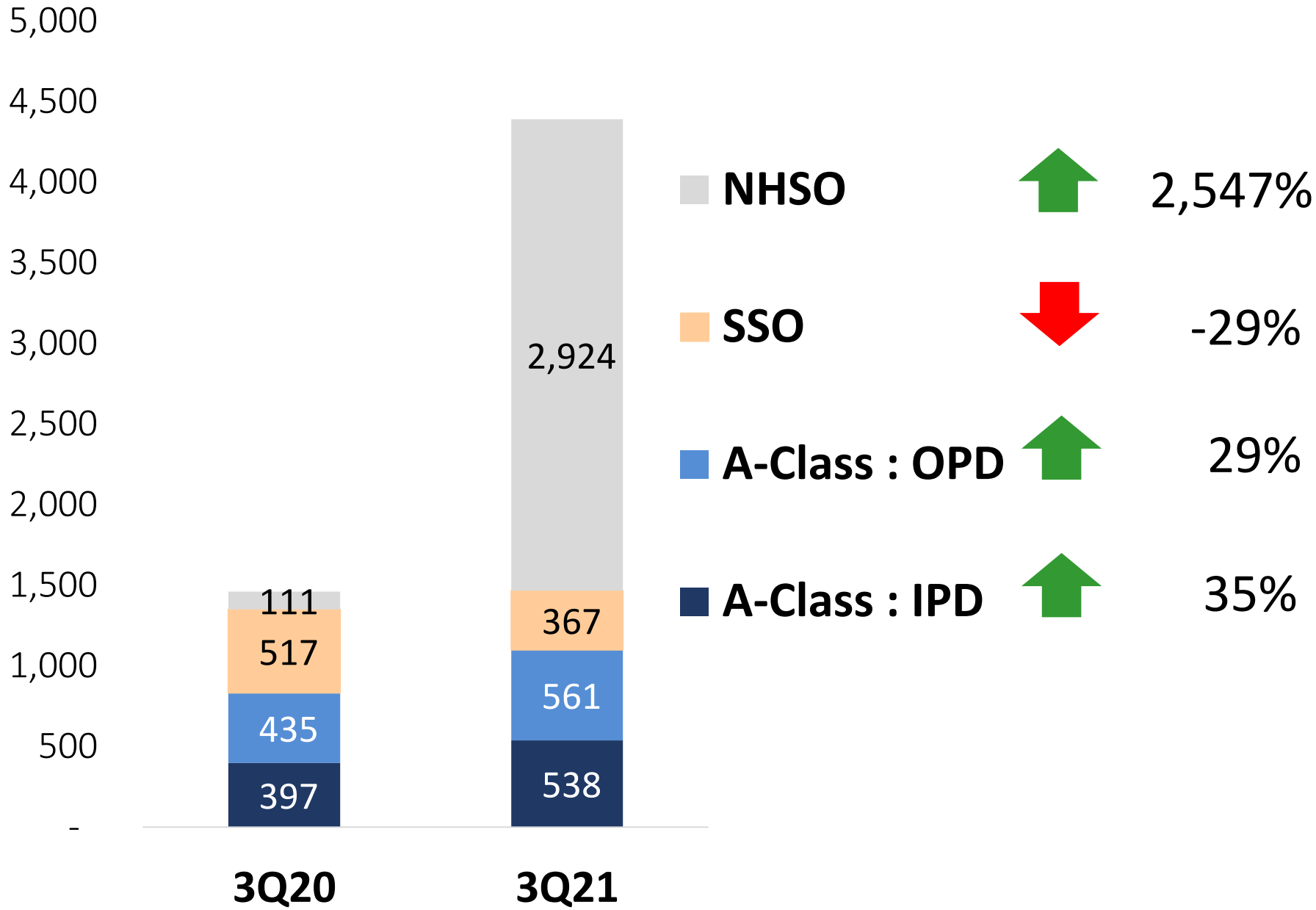
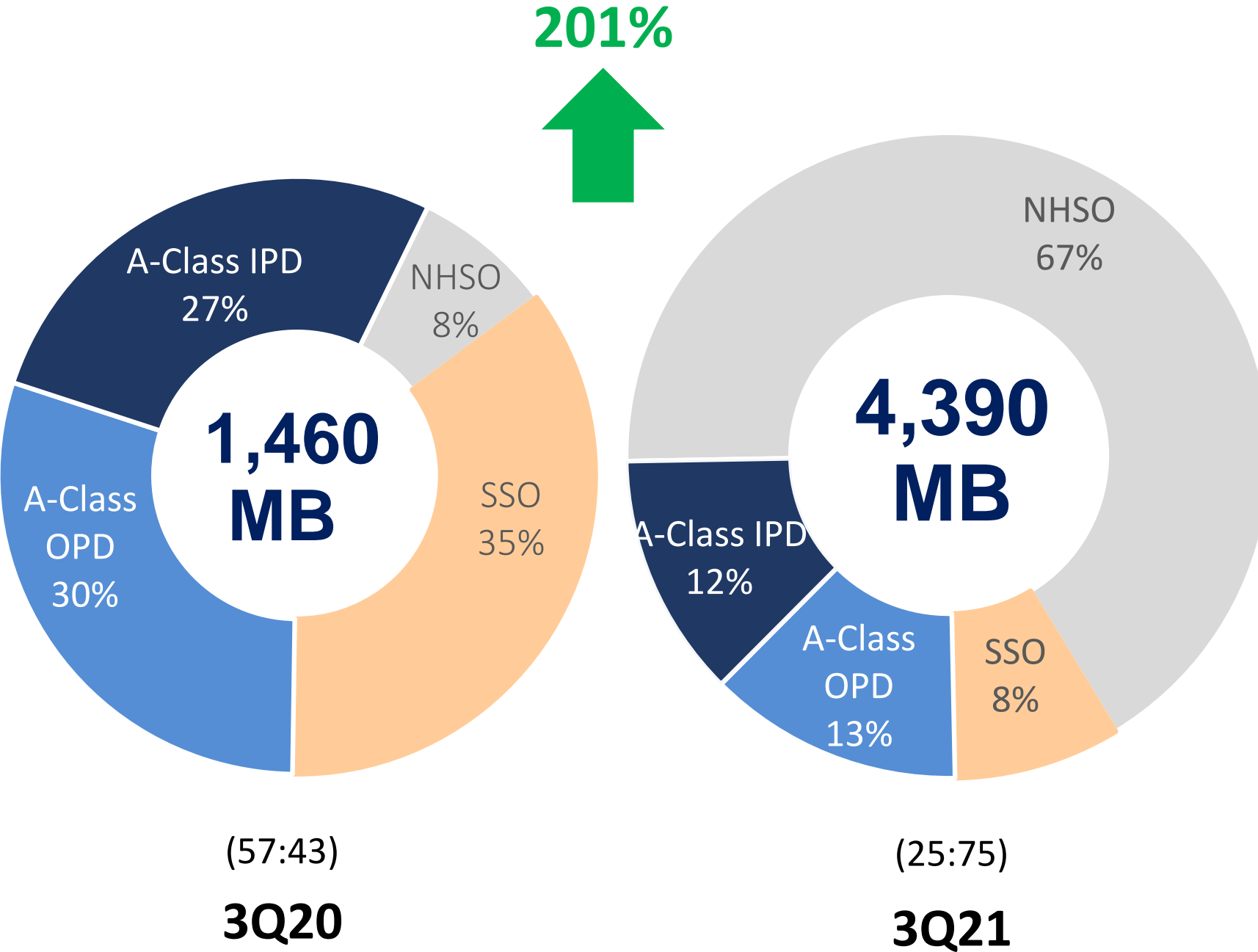


# Revenue Breakdown 2016-2020

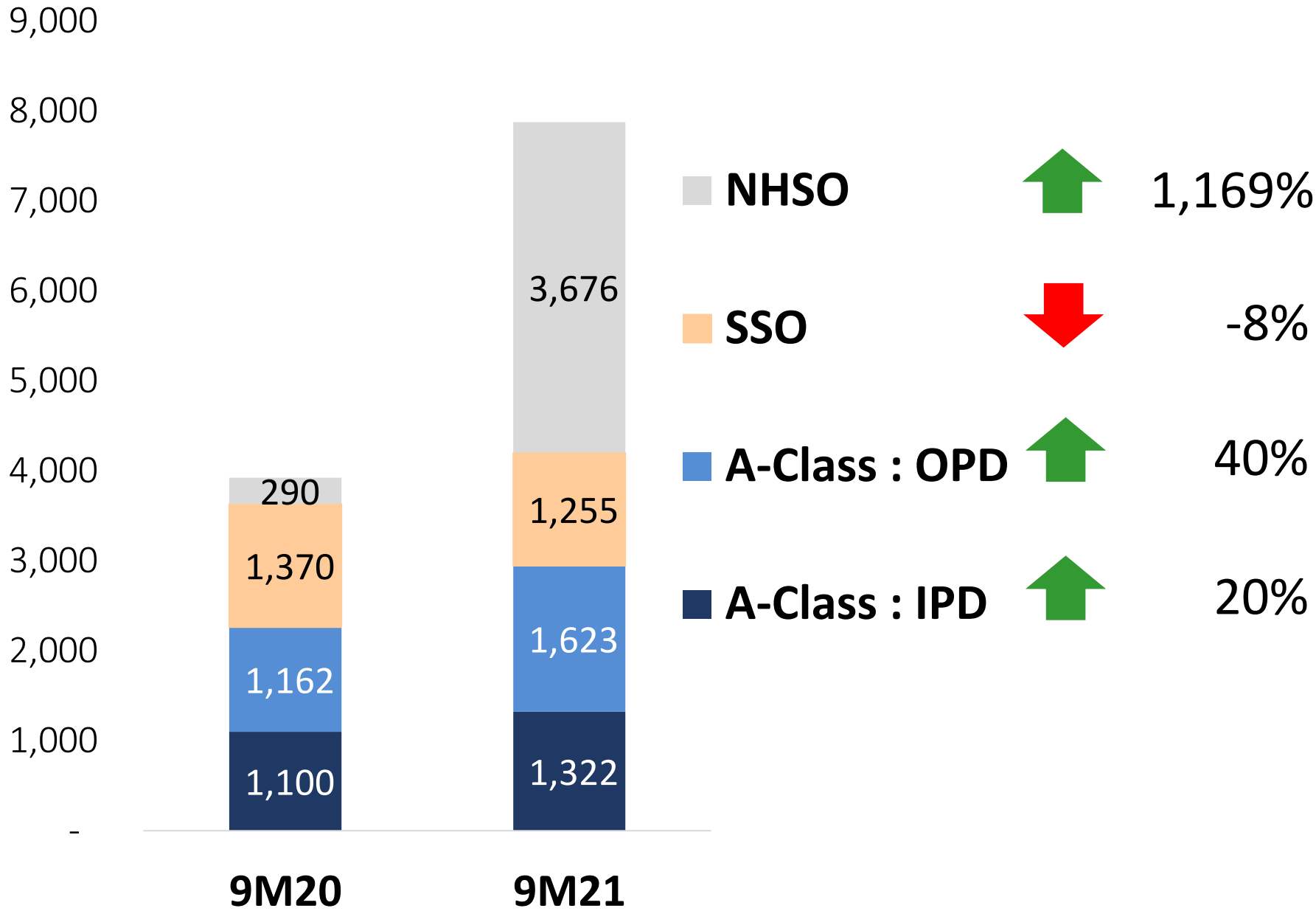
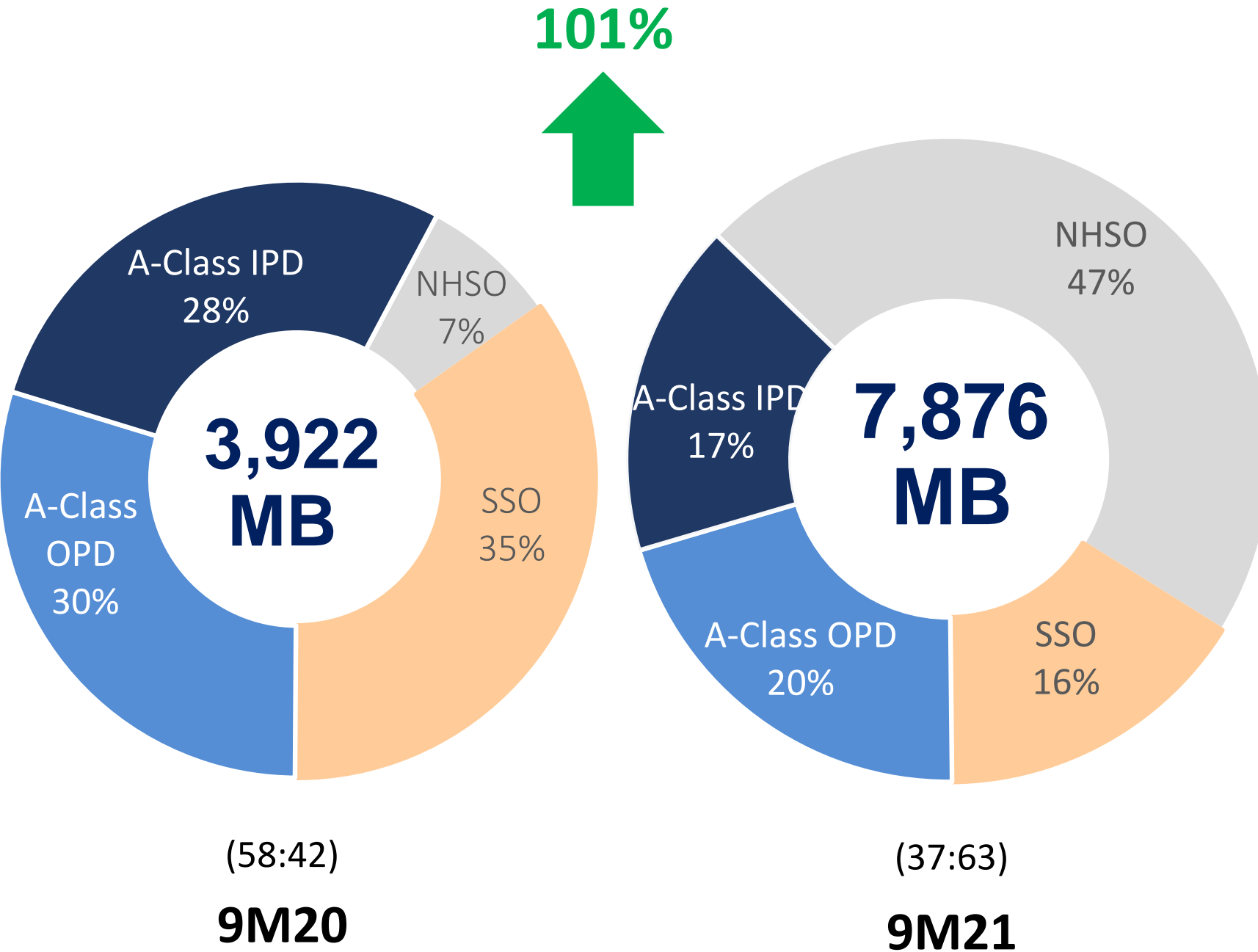




Revenue Breakdown by Customer Group



Revenue Breakdown by Customer Group

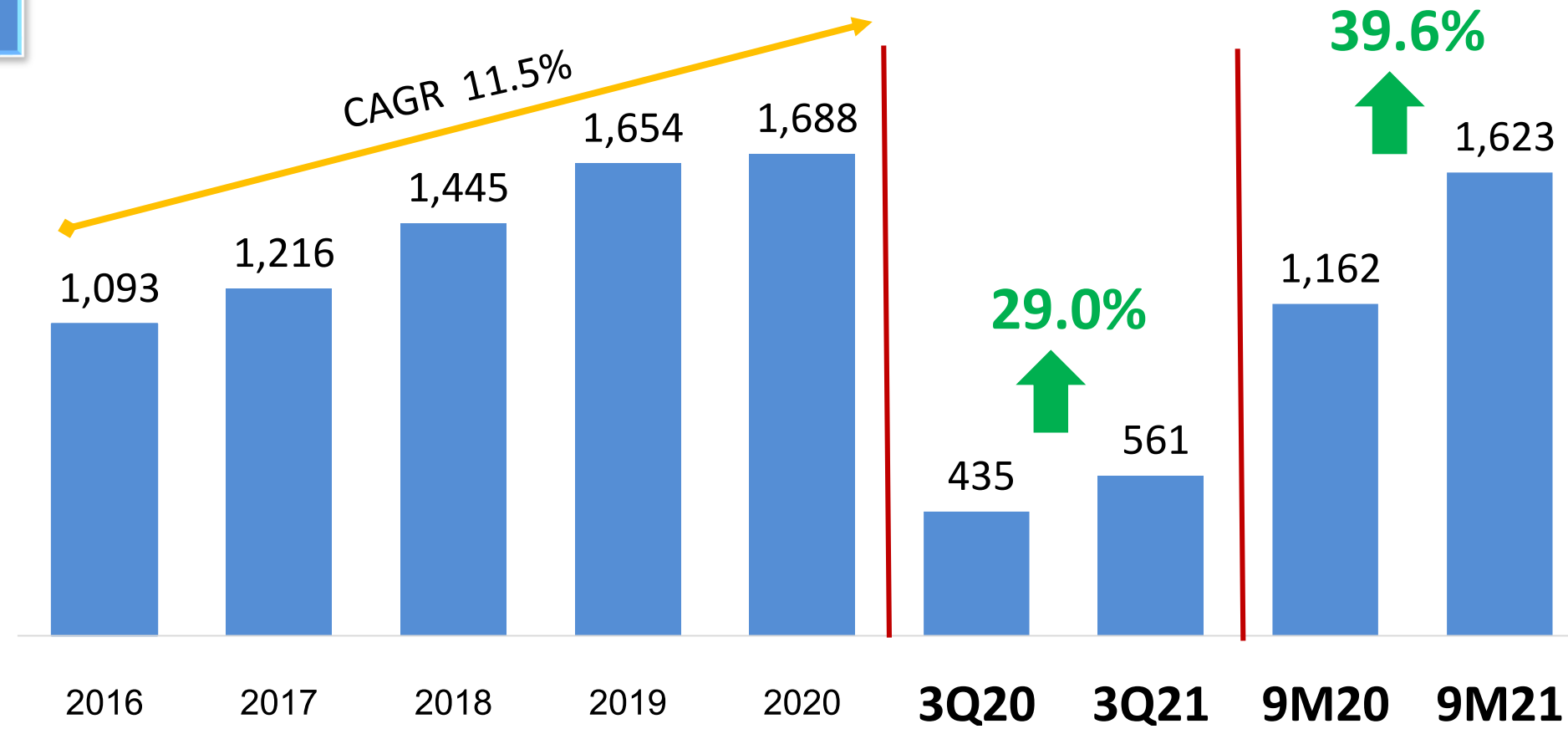




# A Class - OPD

## OPD Revenue (MB)

Unit : Million Baht

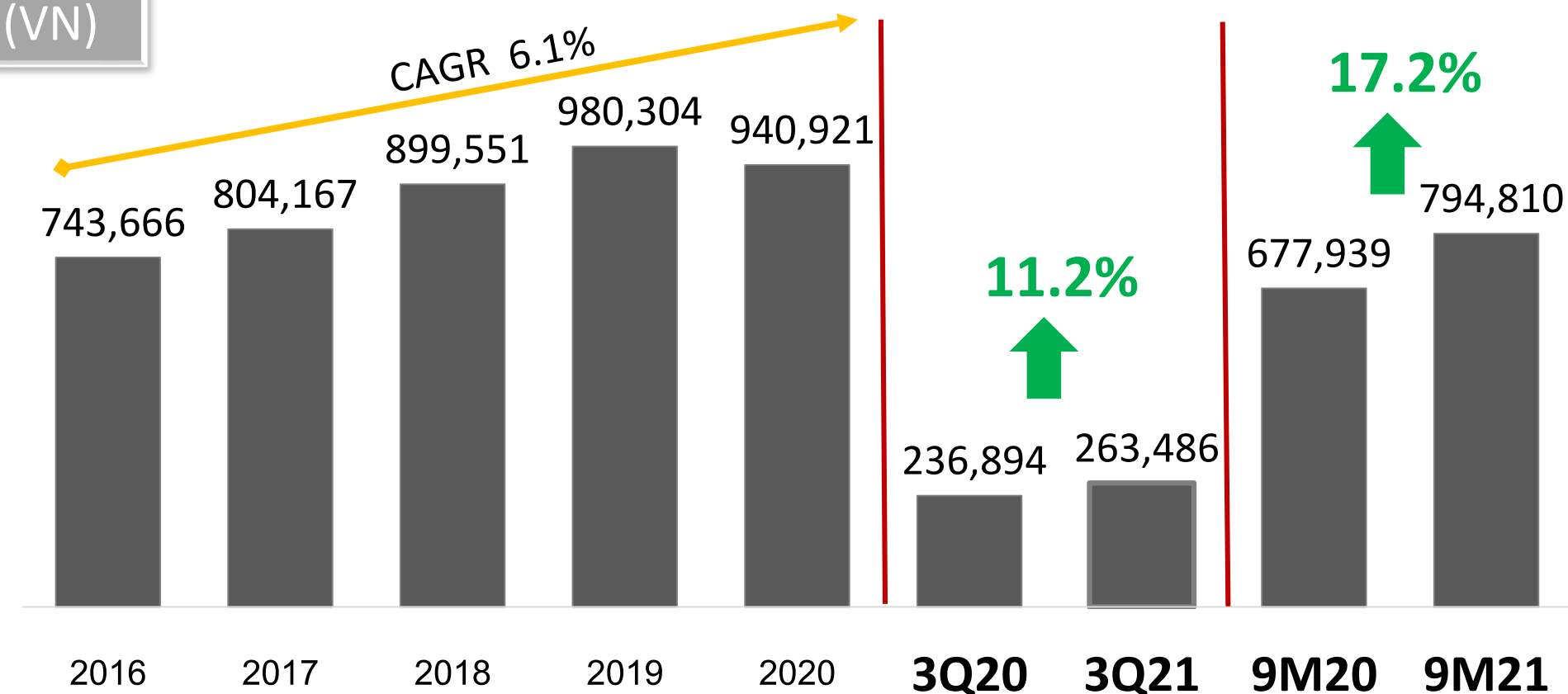


**Total A Class revenue (OPD & IPD) up 32% due to**

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

## OPD – Visiting Number (VN)

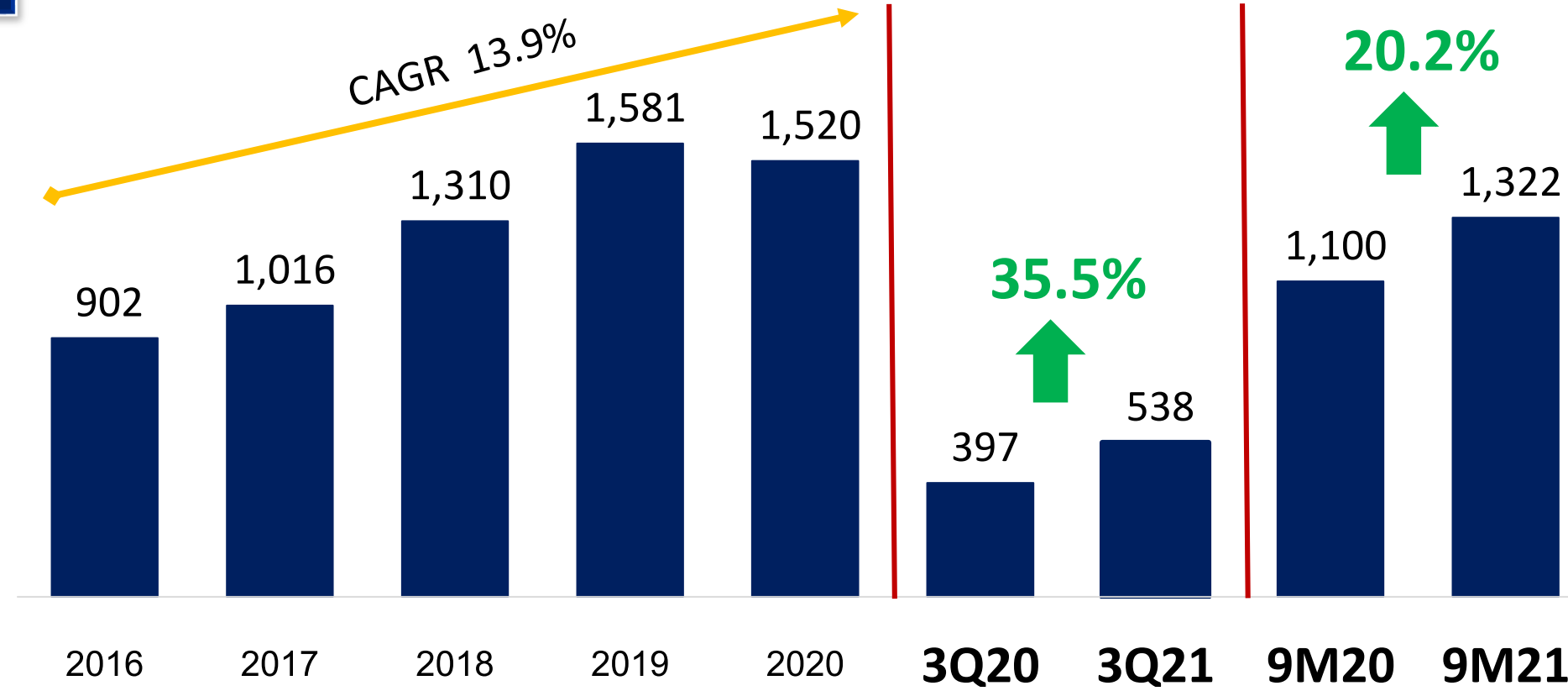
Unit : Head



# A Class - IPD

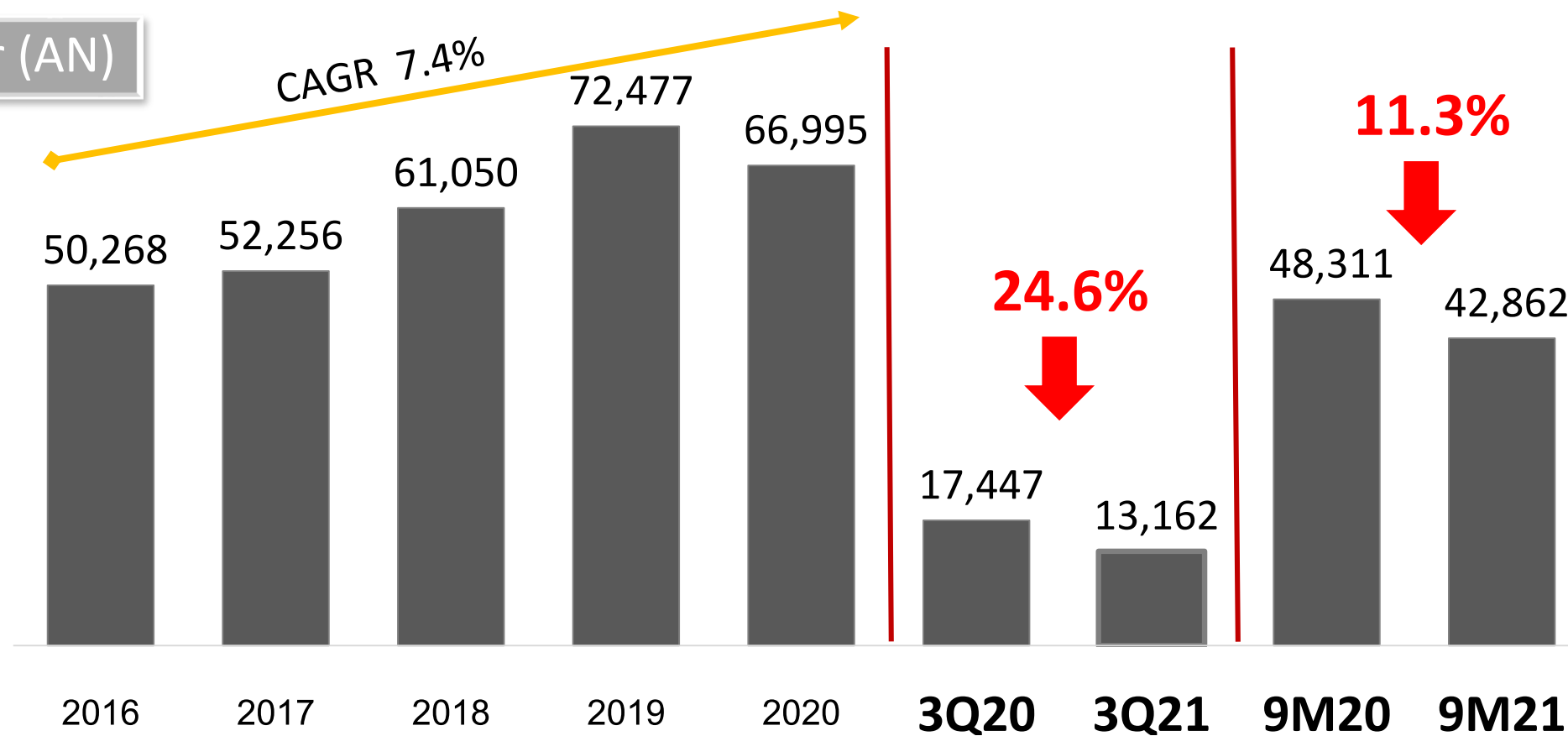
## IPD Revenue (MB)

Unit : Million Baht



## IPD – Admission Number (AN)

Unit : Head





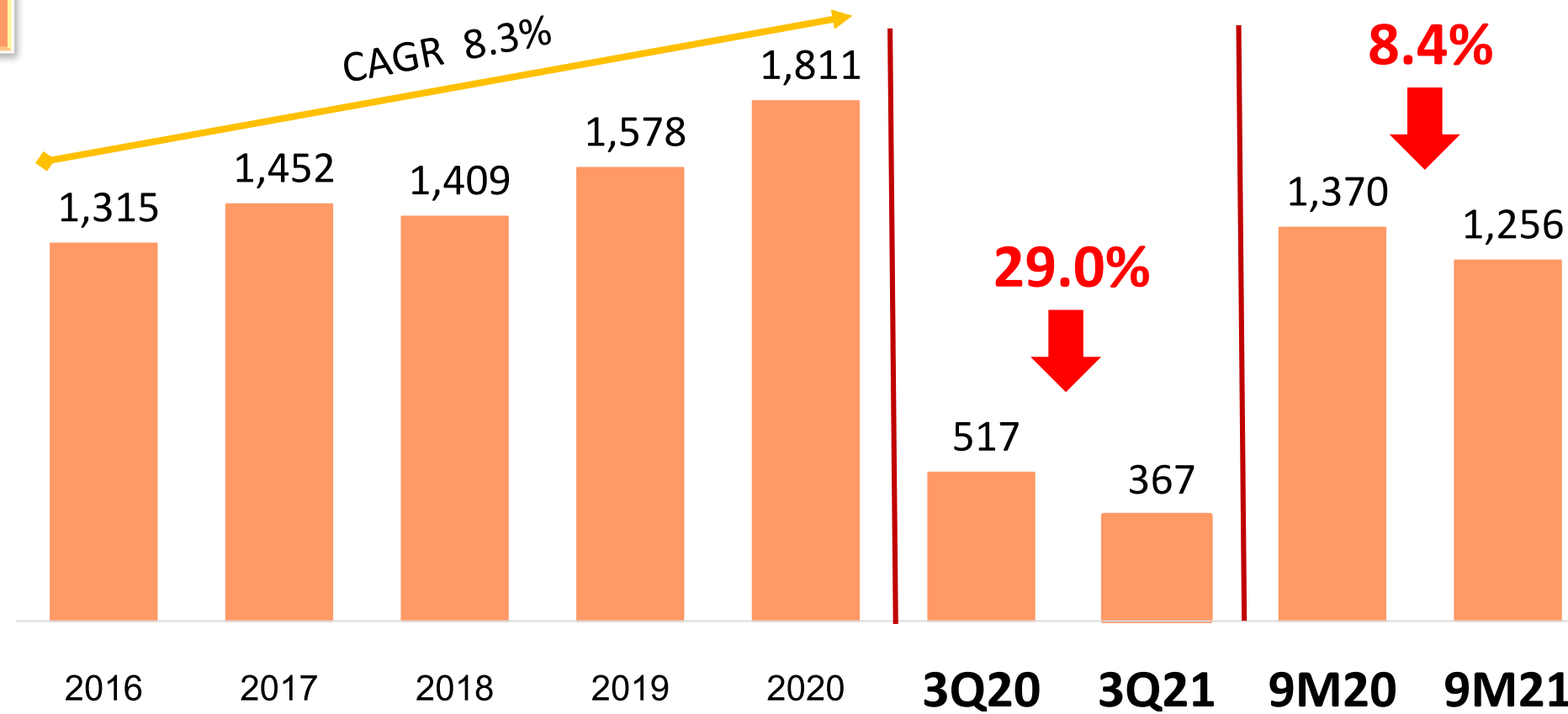
# SSO Patient

- Number of insured persons = 12.99 million ( June 2021, SSO) by law article #33 (obligation) and #39 (voluntary)
- Approx. Unemployment rate = 2.0% ( 1Q2021, National Statistic Office of Thailand - NSO)



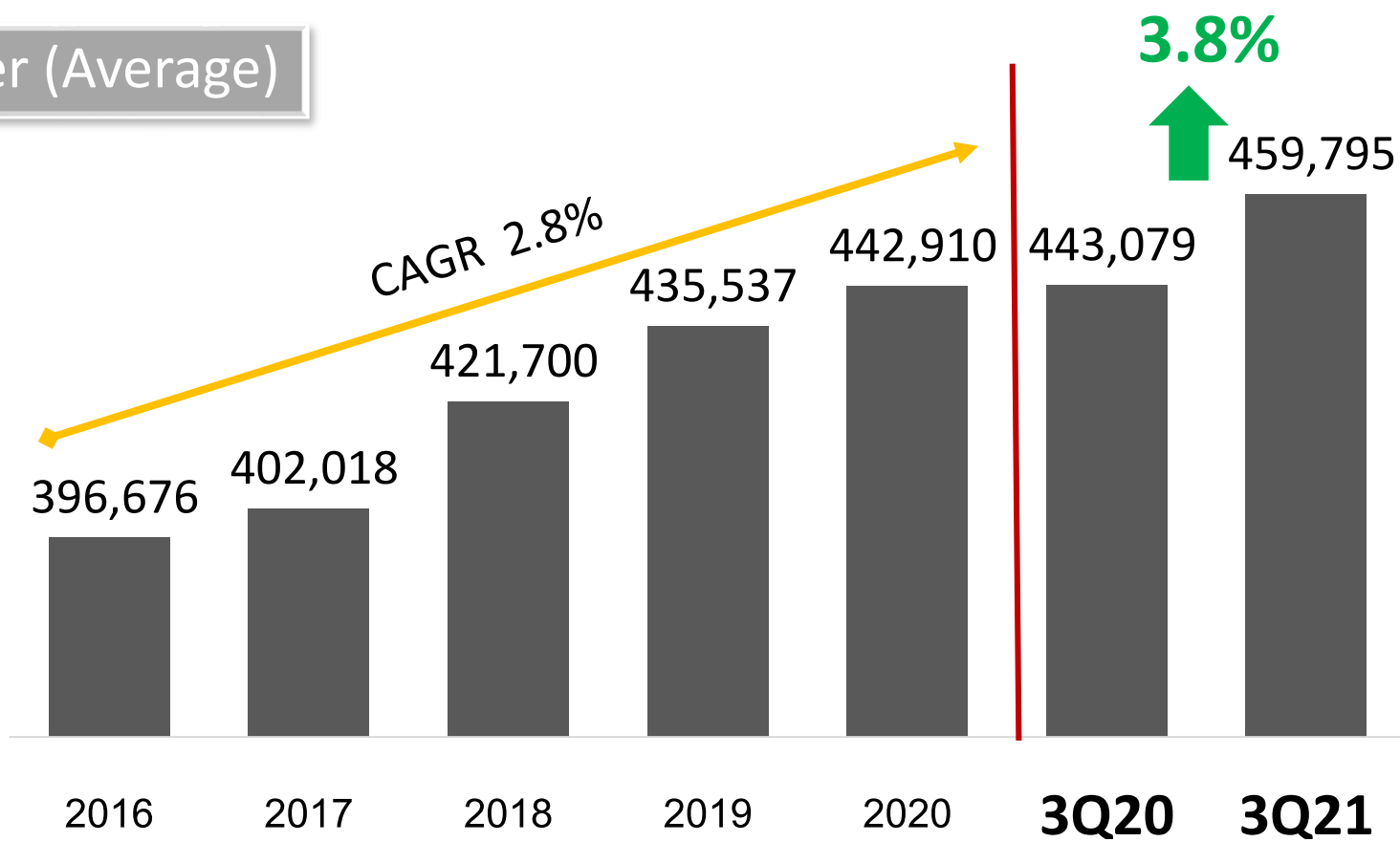
## SSO Revenue (MB)

Unit : Million Baht

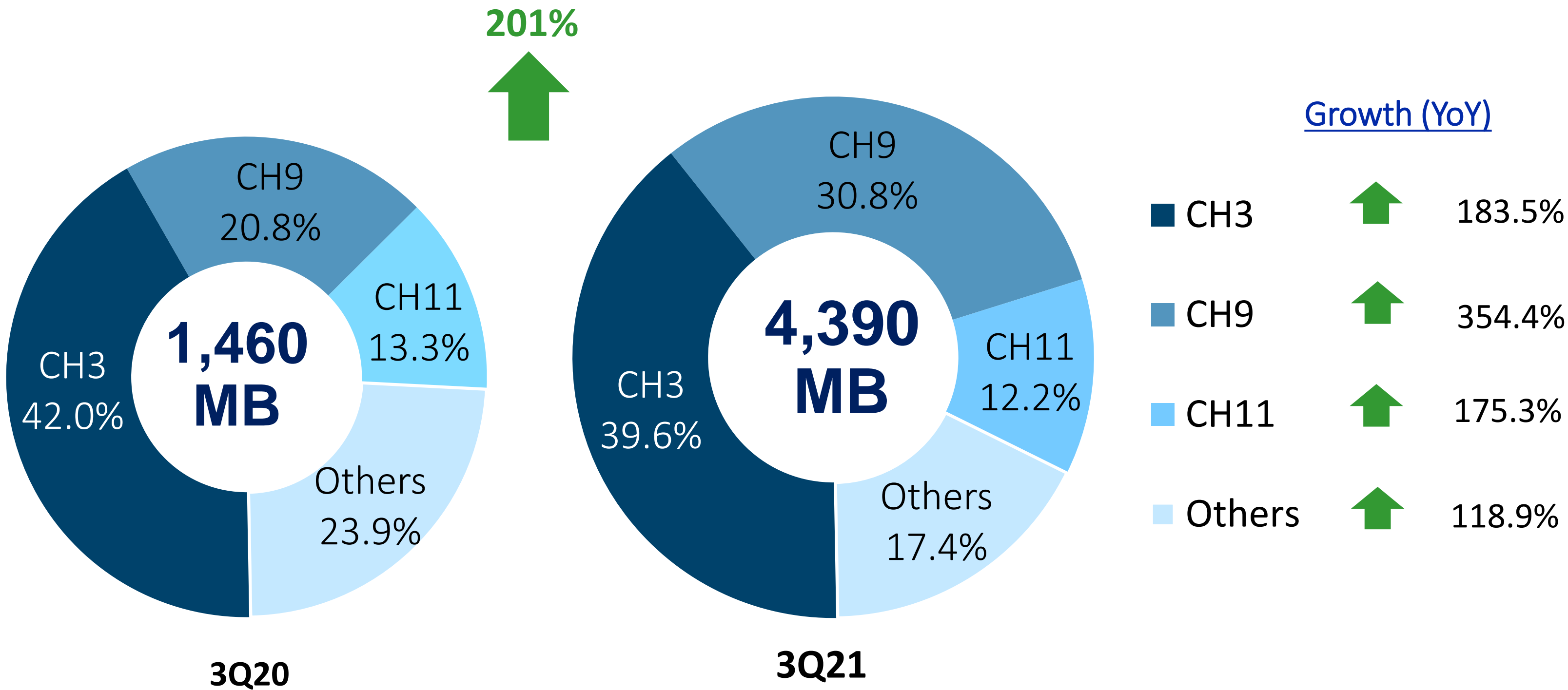


## SSO – Registered Member (Average)

Unit : Head



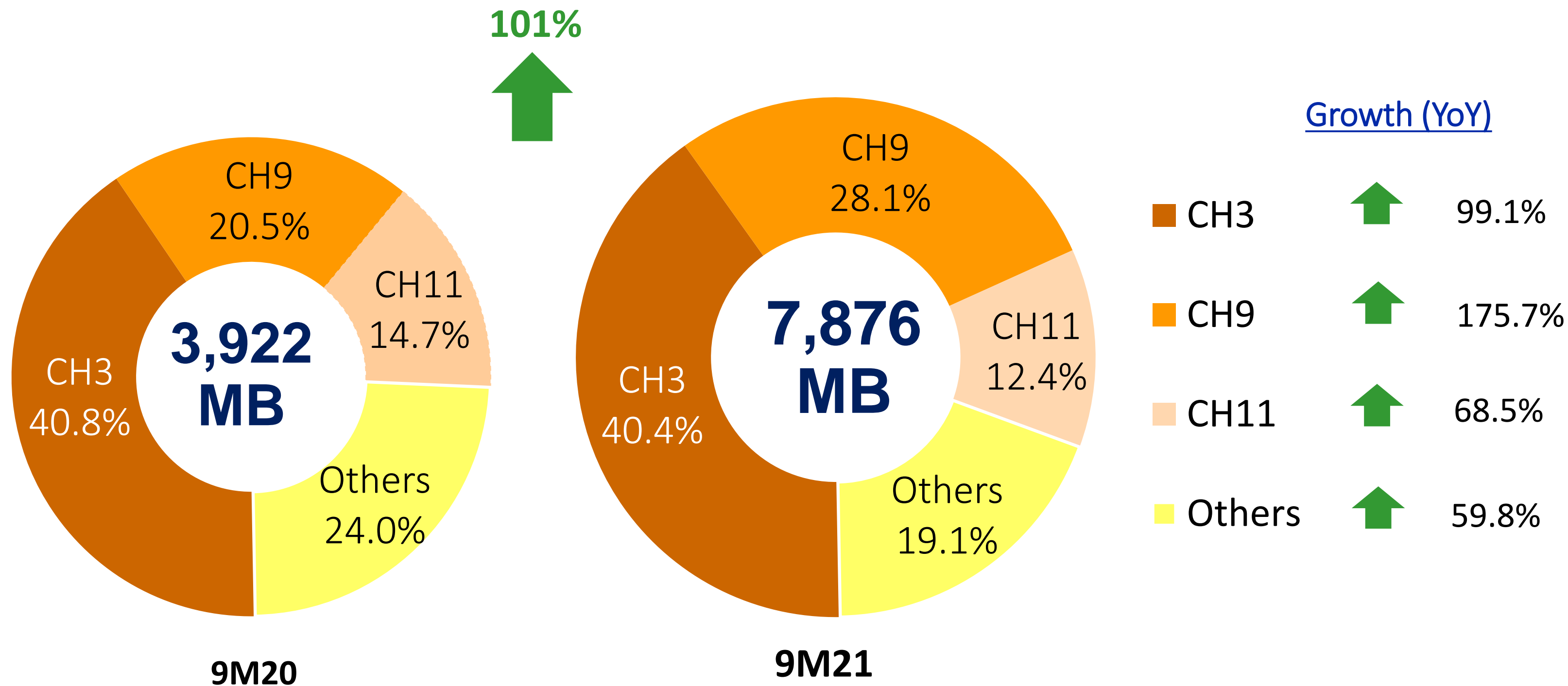
# Revenue Breakdown by Branch : 3 months



Major contributors - CH3, CH9, CH11 = 82.6% (3Q20 = 76.1%)



# Revenue Breakdown by Branch : 9 months



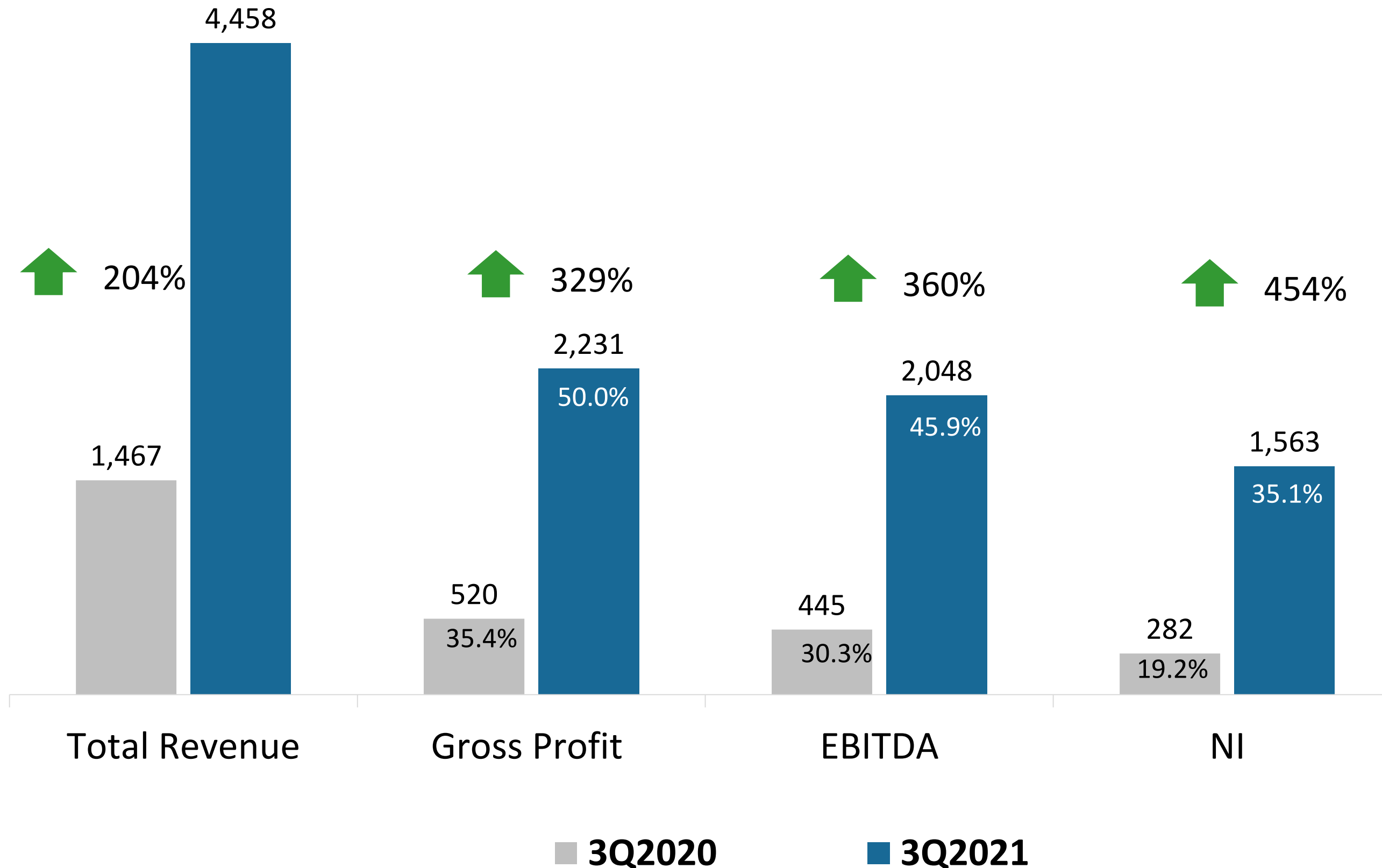
Major contributors - CH3, CH9, CH11 = 80.9% (9M20 = 76%)

# Financial Highlight : 3 months



## Growth (YoY)

Unit: Million Baht



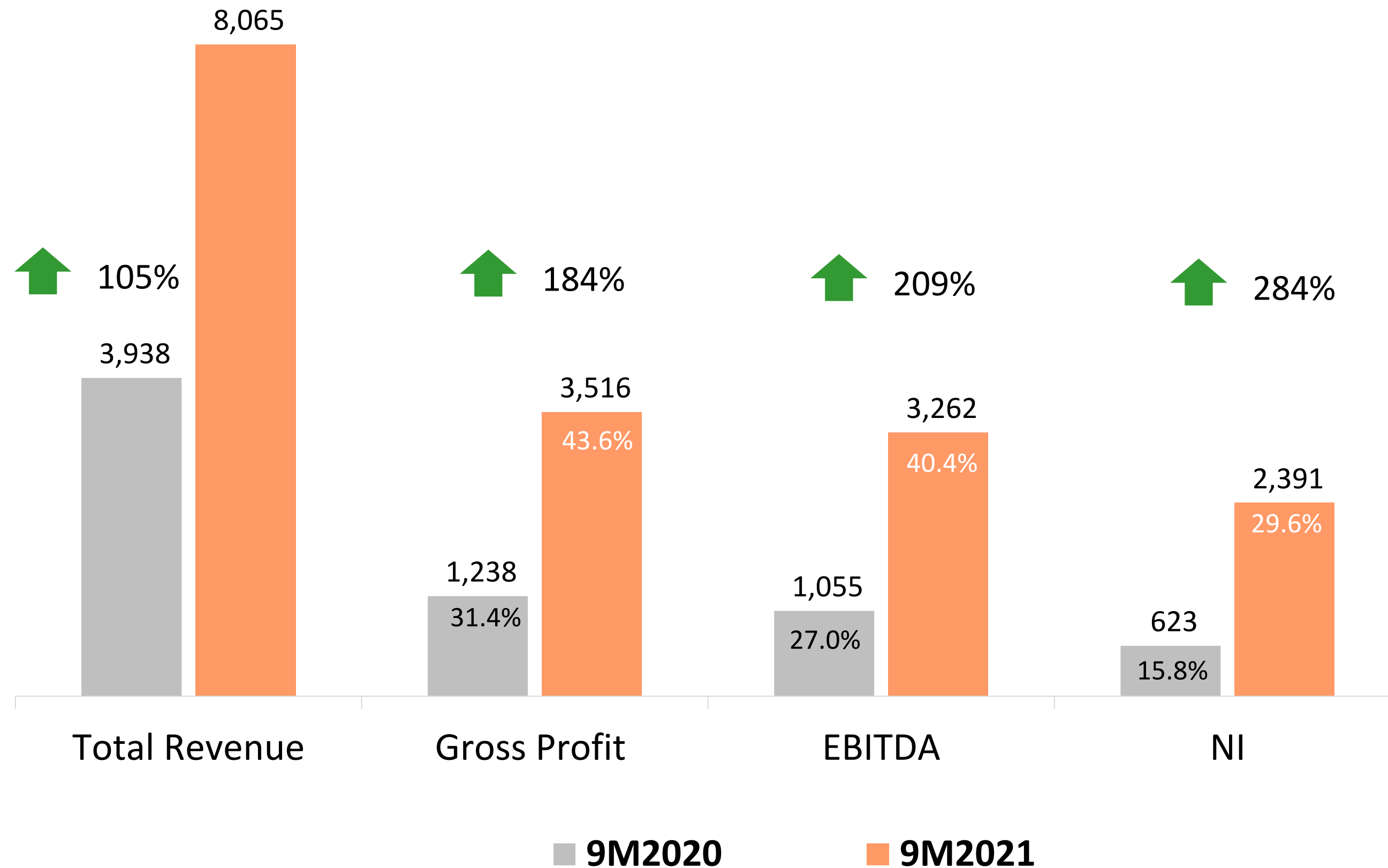


# Financial Highlight : 9 months



## Growth (YoY)

Unit: Million Baht

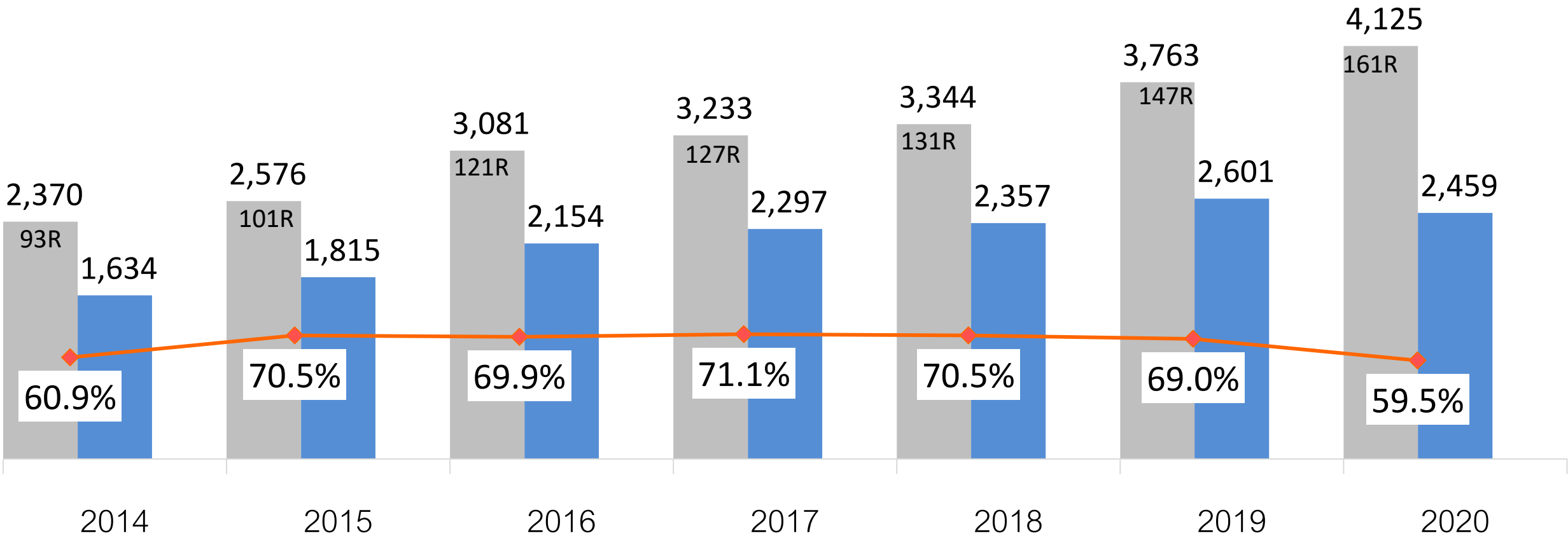
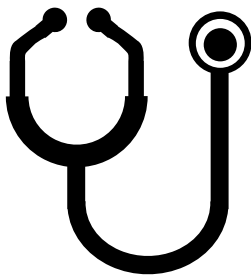


# OPD Utilization Rate



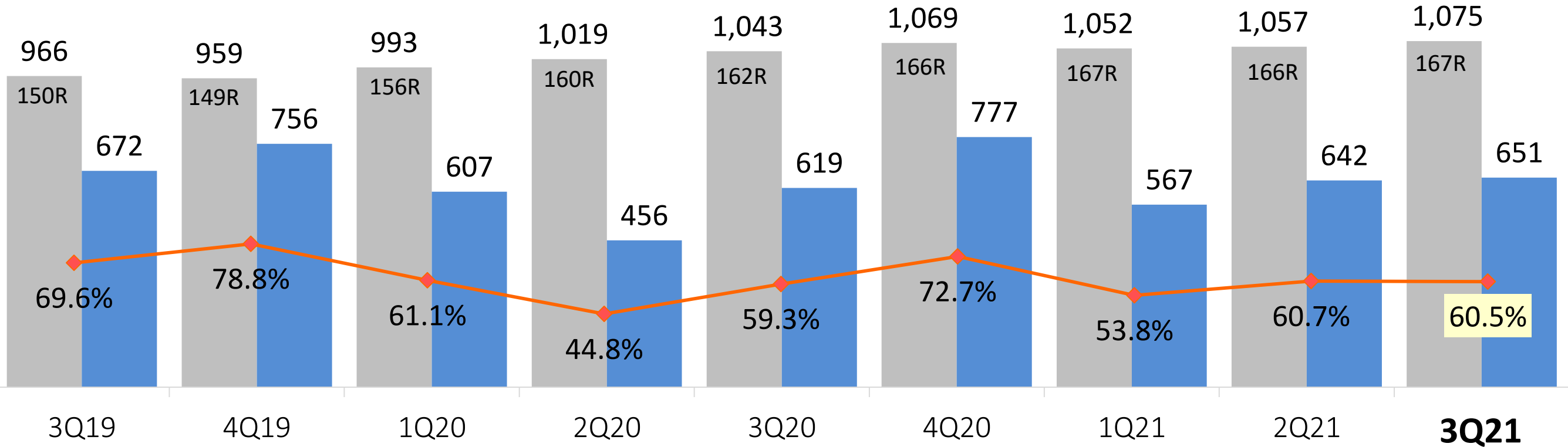
Basis : Yearly

Unit : '000 Head



Basis : Quarterly

Unit : '000 Head



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

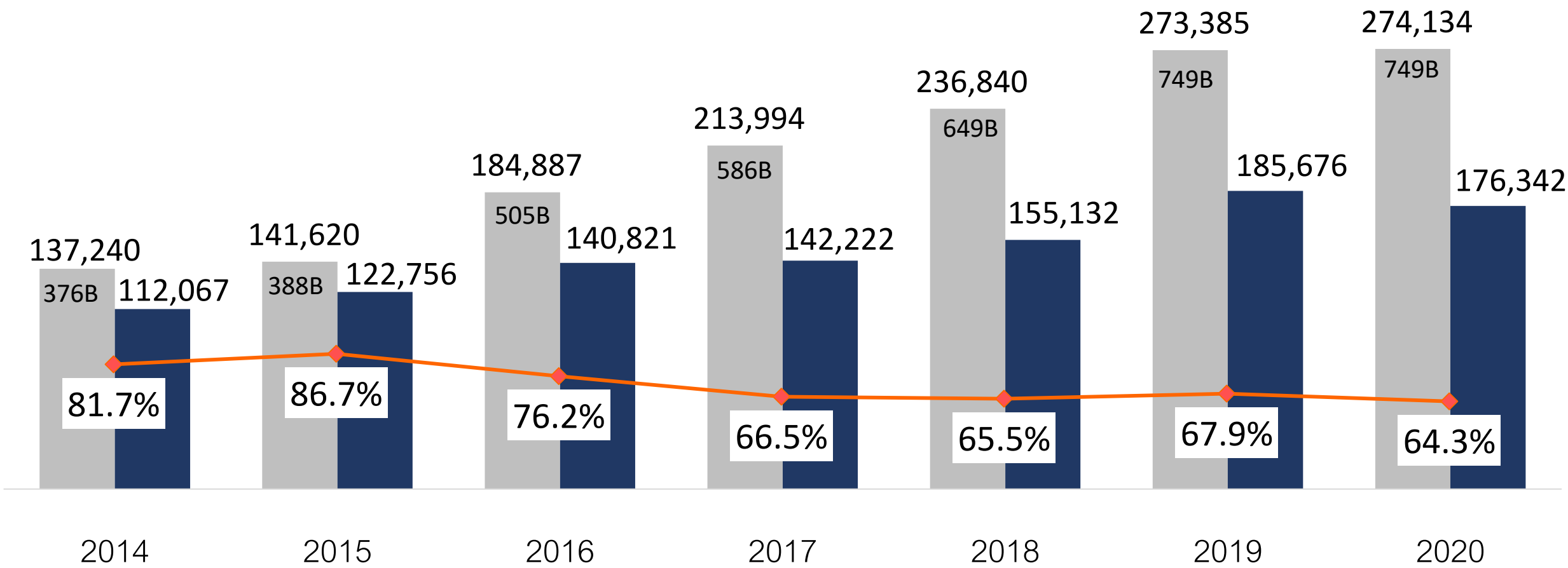


# IPD Utilization Rate



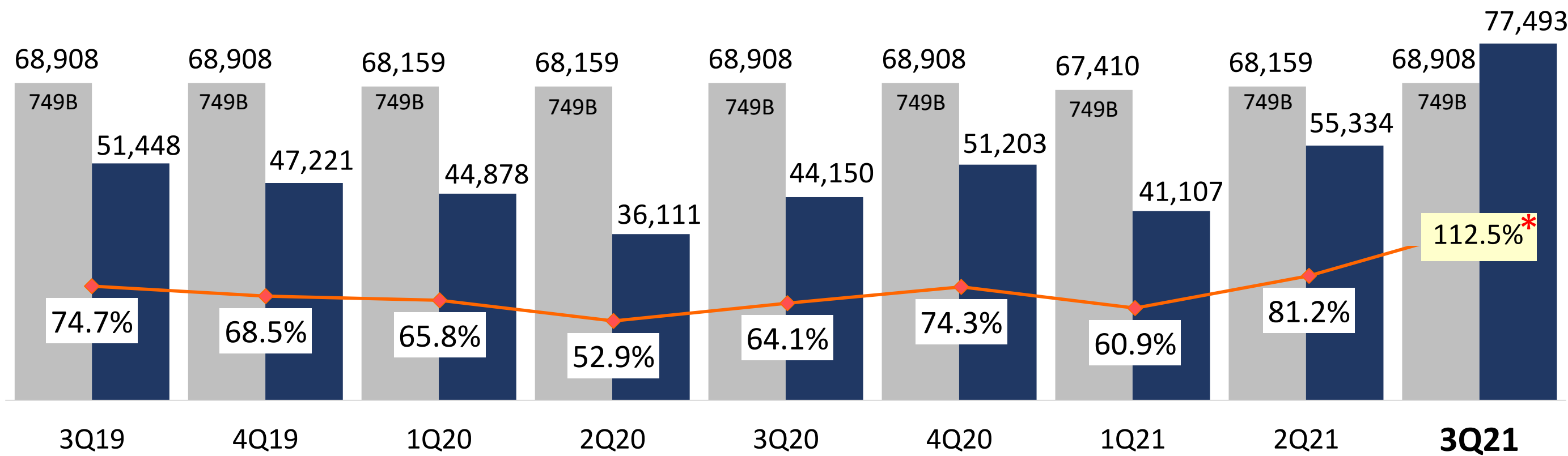
Basis : Yearly

Unit : Beds-Day



Basis : Quarterly

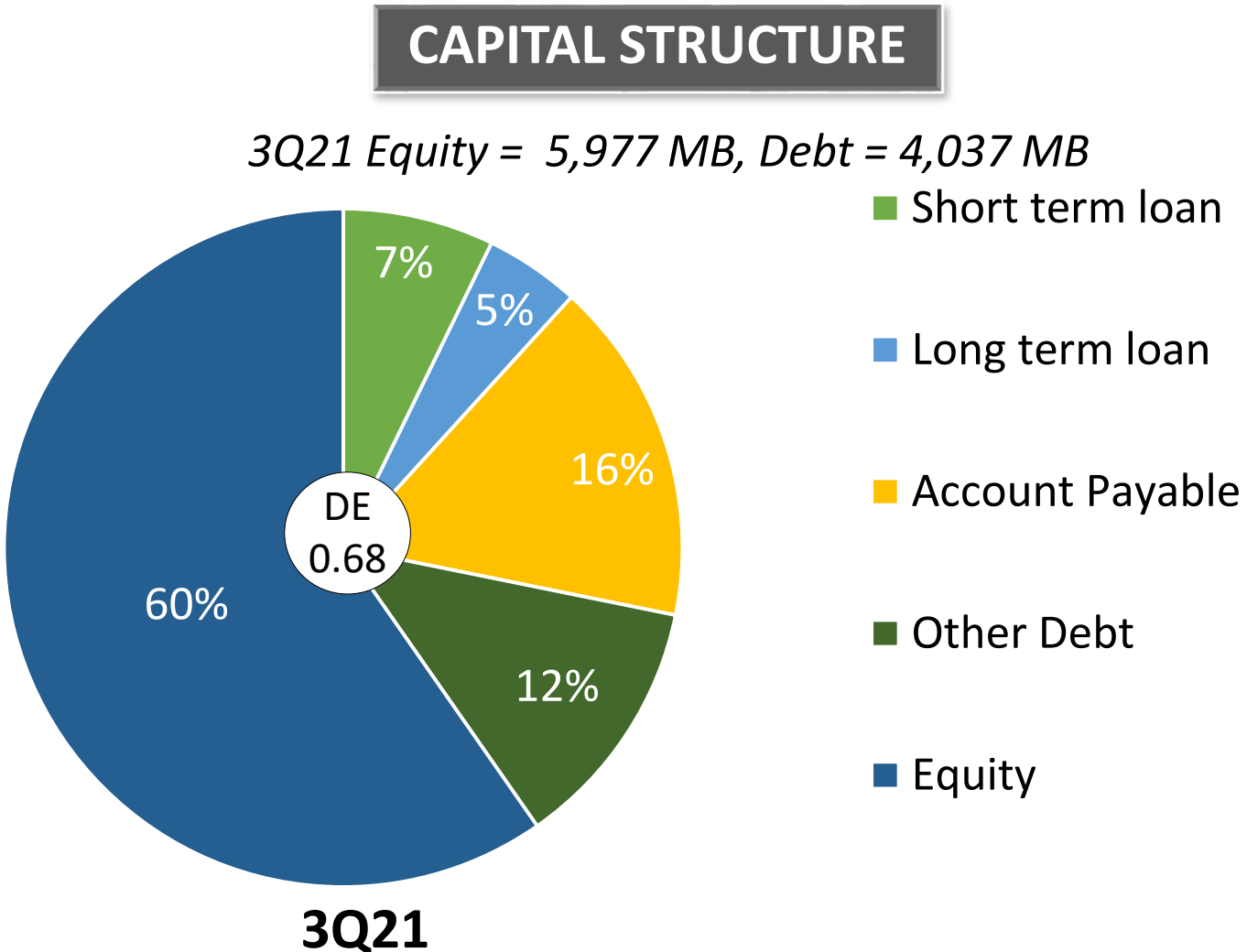
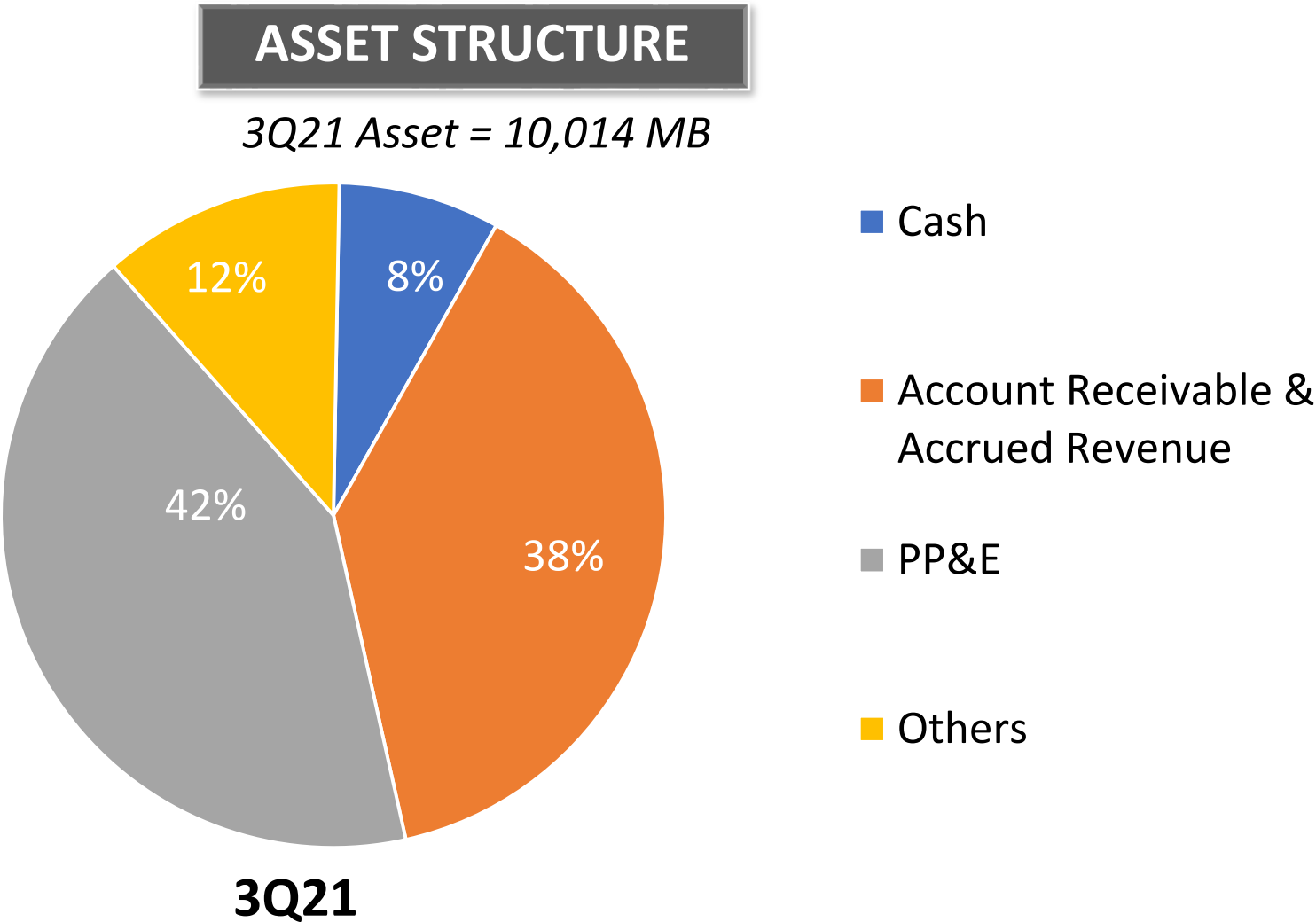
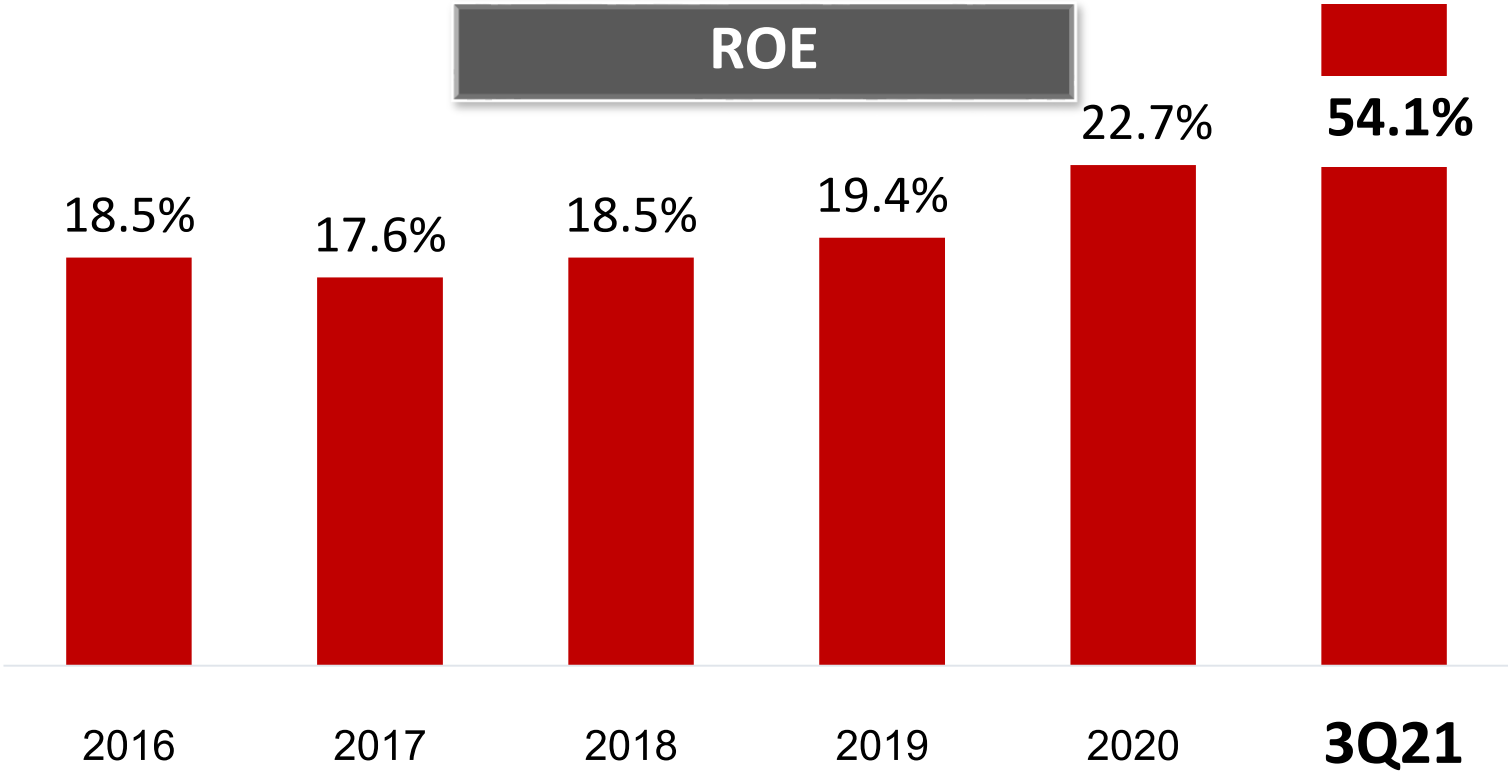
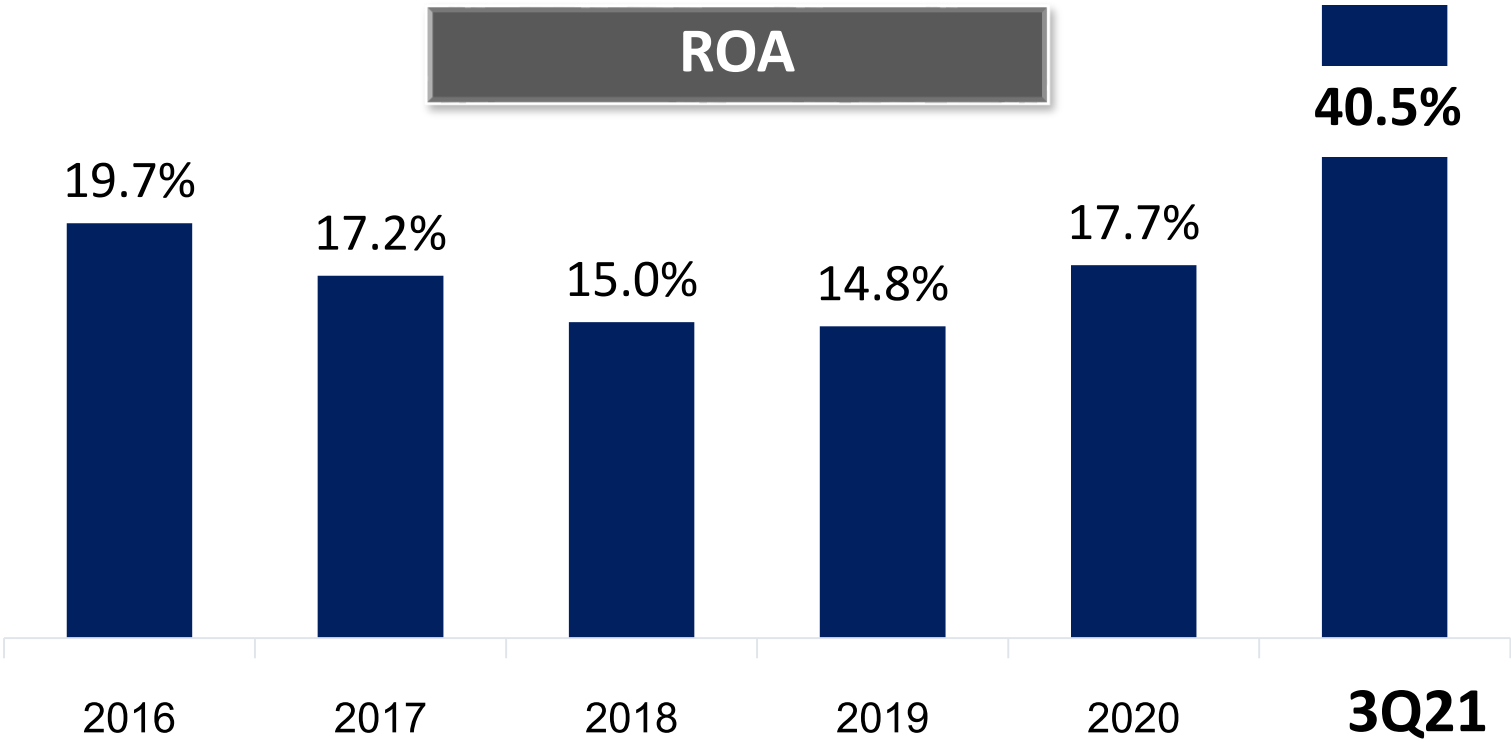
Unit : Beds-Day



• Max. capacity = Beds x 365 days

\* Adding more beds to accommodate the COVID-19 patients.

# Asset & Capital Profile







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**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

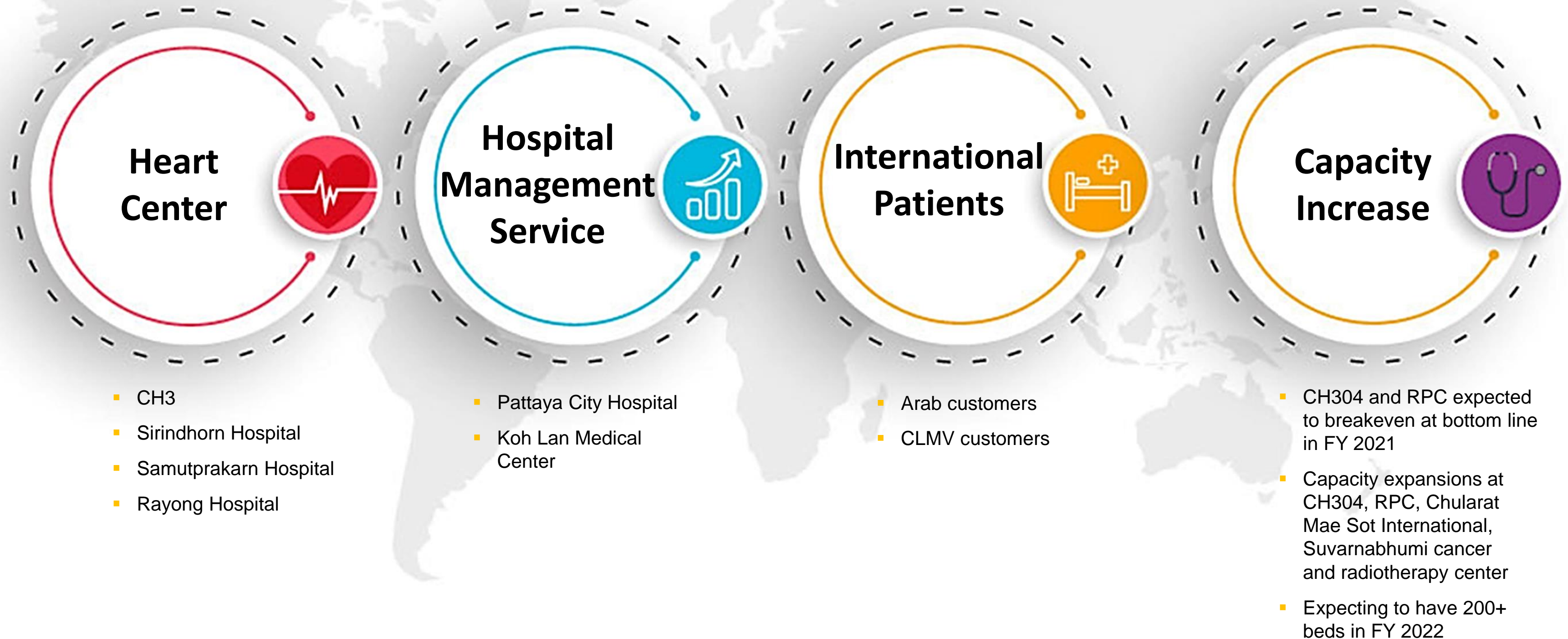


## Chularat Mae Sot International Hospital

- 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



# Post-COVID-19 Plan





# Expansionary Blueprint



Branch	2021 Existing Beds	2022-2026 Additional Beds
Chularat 1 Suvarnabhumi	26	-
Chularat 3 Inter	193	50
Chularat 5	26	-
Chularat 9	139	-
Chularat 11 Inter	141	-
Chularat Cholvaej	56	-
Chularat Rayong	50	100
Chularat 304 Inter	59	61
RPC	59	61
CH Mae Sot Inter (Greenfield)	-	100
Suvarnabhumi Cancer Center (Greenfield)	-	50
CH Phraeksa (Greenfield)	-	100
<b>Total</b>	<b>749</b>	<b>522+</b>



โรงพยาบาล  
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**Sustainability  
Development**



# Our Mission & ESG





# Our Zero Waste & Green Hospital

**คัดแยกขยะ: 4 โรงพยาบาลสีเขียว**  
CH3 INTERNATIONAL HOSPITAL GREEN HOSPITAL

ขยะทั่วไป	ขยะรีไซเคิล	ขยะติดเชื้อ	ขยะอันตราย
เศษอาหาร ถังขยะ ทิชชู ผ้าอนามัย กล่องใส่อาหาร ถุงพลาสติก	กระป๋องเครื่องดื่ม กล่องกระดาษ ขวดพลาสติก กระดาษ ขวดแก้ว	ขวดวัคซีนชนิดมีชีวิต เข็มทุกชนิด ถุงเลือด รกเด็ก สำลี ผ้าก๊อช ที่เปื้อนเลือด หนอง และสารคัดหลั่ง	หลอดไฟ ถ่านไฟฉาย ยาหมดอายุ ขยะเคมี กระป๋องสเปรย์ กระดาษ copy ปากกาเคมี
นำไปกำจัดโดยการฝังกลบ รอกการย่อยสลาย	นำมารีไซเคิล เพื่อนำกลับมาใช้ใหม่	นำไปเผา หรือ นำไปฆ่าเชื้อ แล้วกำจัด	นำไปทำลายทิ้งให้ถูกวิธี

**ประโยชน์ของการแยกขยะ...**

01 ได้ช่วยรักษา สิ่งแวดล้อม	02 ได้ช่วยลด ปริมาณขยะลง	03 ได้ช่วยประหยัด งบประมาณ	04 ได้เพิ่มรายได้ เล็กๆ น้อยๆ
			
ลดภาวะโลกร้อน	เมื่อนำวัสดุส่วนที่ยังมีประโยชน์ ไปใช้ต่อจะเหลือขยะจริงๆ ที่กำจัดน้อยลง	ประหยัดงบประมาณที่ใช้ ในการกำจัดขยะลดลง	สามารถนำวัสดุประเภท กระดาษ พลาสติก ไปขายต่อ เพิ่มรายได้

จัดทำโดย  
คณะกรรมการบริหารจัดการขยะมูลฝอยในโรงพยาบาล  
ZERO WASTE & GREEN HOSPITAL

<https://th-th.facebook.com/Chularathospital>



## Our Waste Separation Campaign & 4Rs

General Waste

Recycle Waste

Biohazard Waste

Hazardous Waste

Right, Reuse, Reduce, Recycle







# 10,000 Heart Heroes for safe life

# 4<sup>th</sup> year

Heroes  
»» HEART





# Bring good health to the community





# Sharing to our community





# Serving the community



- During the Covid-19 pandemic, CHG collaborated with CP Group and WHA Group to help reduce the workload on government hospitals
- The collaboration saw the opening of field hospitals by early October, providing an additional 600-1,000 beds for patients in yellow and red group
- Those field hospitals are fully equipped with medical devices and functioned like any other hospitals



# Our Pride



JCI & HA Accreditation

Corporate Governance

5 consecutive years since 2016





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





จุฬารัตน์  
CHULARAT HOSPITAL GROUP

**STAY HOME  
STAY SAFE**  
— LET'S STOP —  
CORONAVIRUS



[ir@chularat.com](mailto:ir@chularat.com)



095 370 9059

**THANK YOU**