



จุฬารัตน์
CHULARAT HOSPITAL GROUP

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



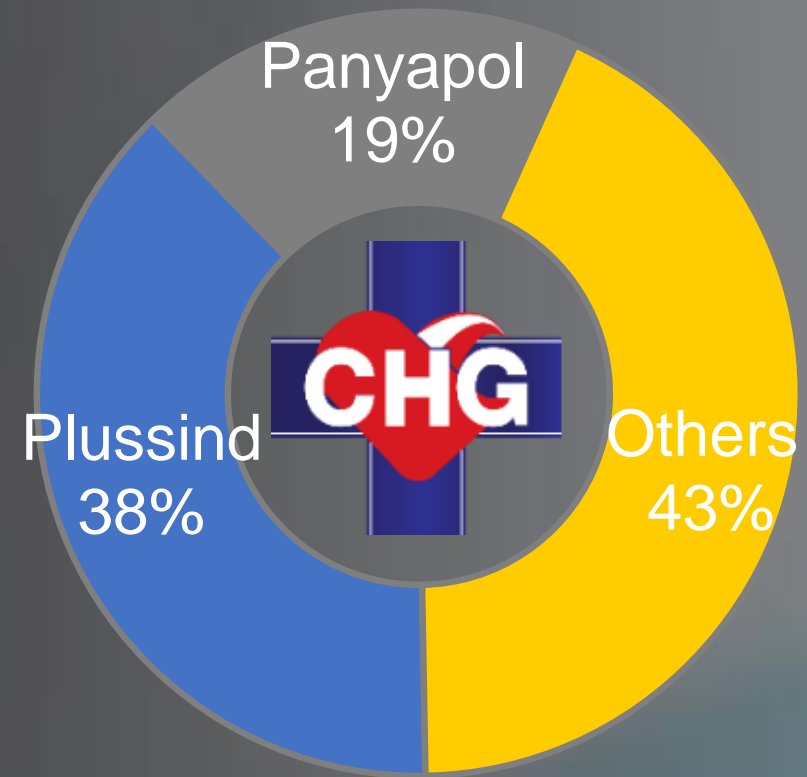
4Q2021
Investor Presentation



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Our Company



6

EASTERN PROVINCES

9

HOSPITALS

5

CLINICS

793

IPD BEDS

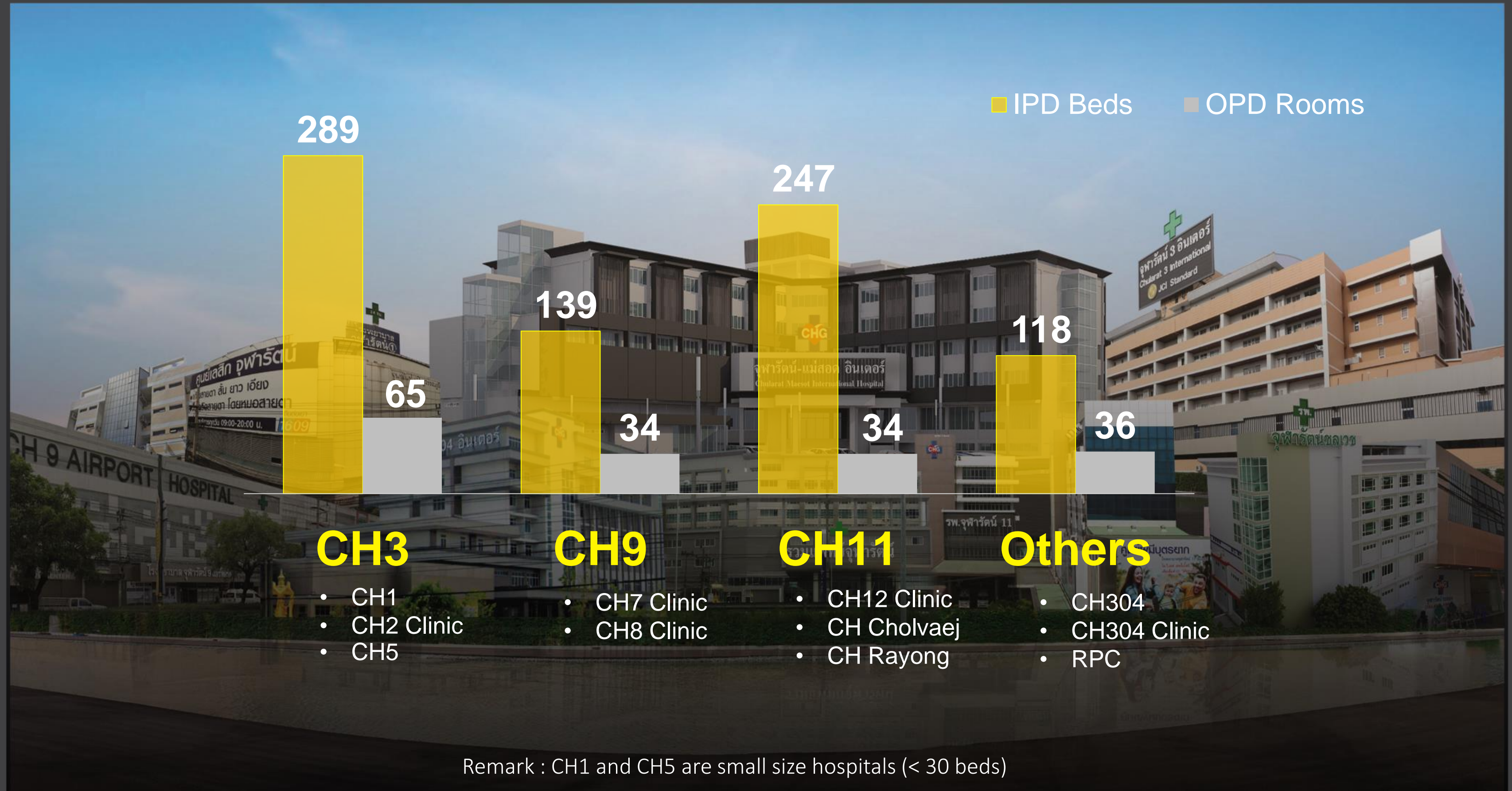
169

OPD ROOMS






916

DOCTORS

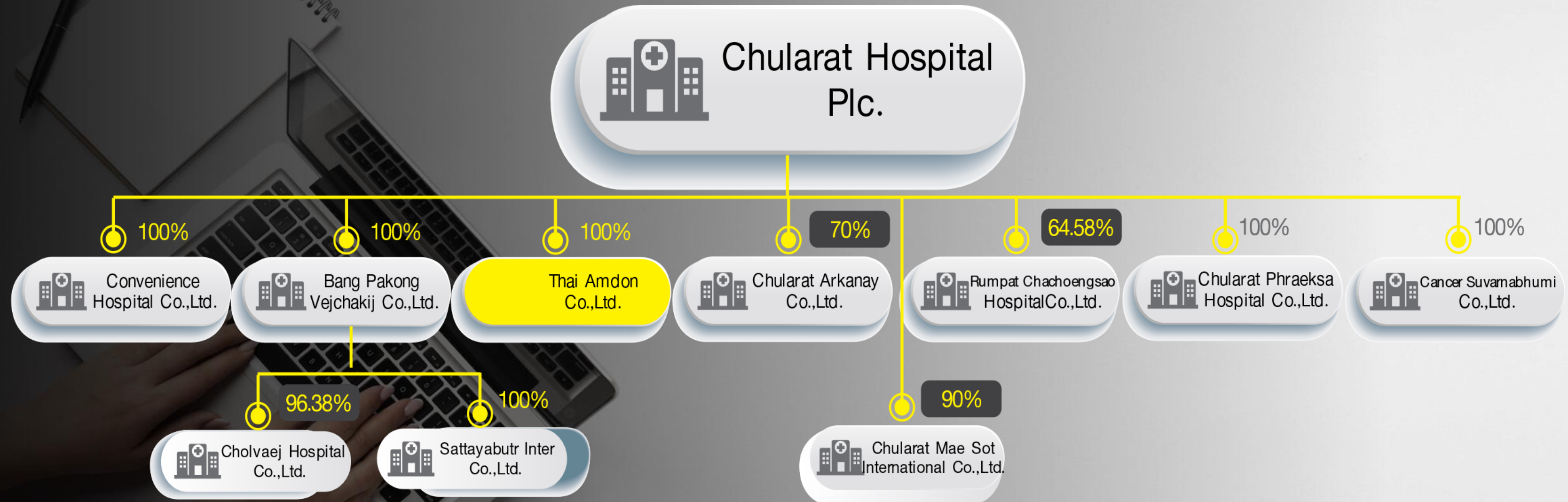
Our Service Cluster



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	237
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	20	59
Chularat 304	Clinic	2020	2	-
Total			169	793

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

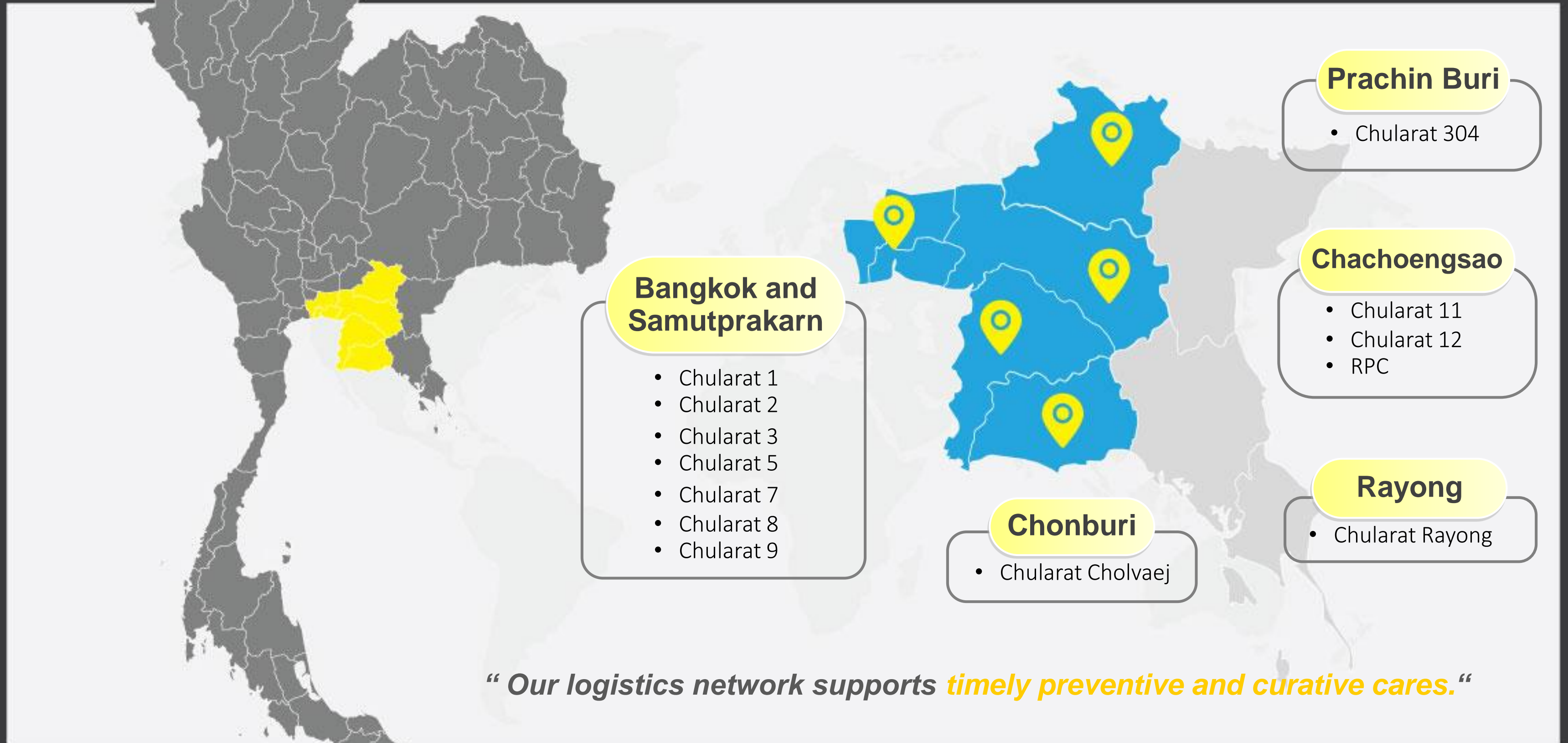


“ BODs of CHG assembling specialists in medical services with specialists in finance and business management.

Our Management



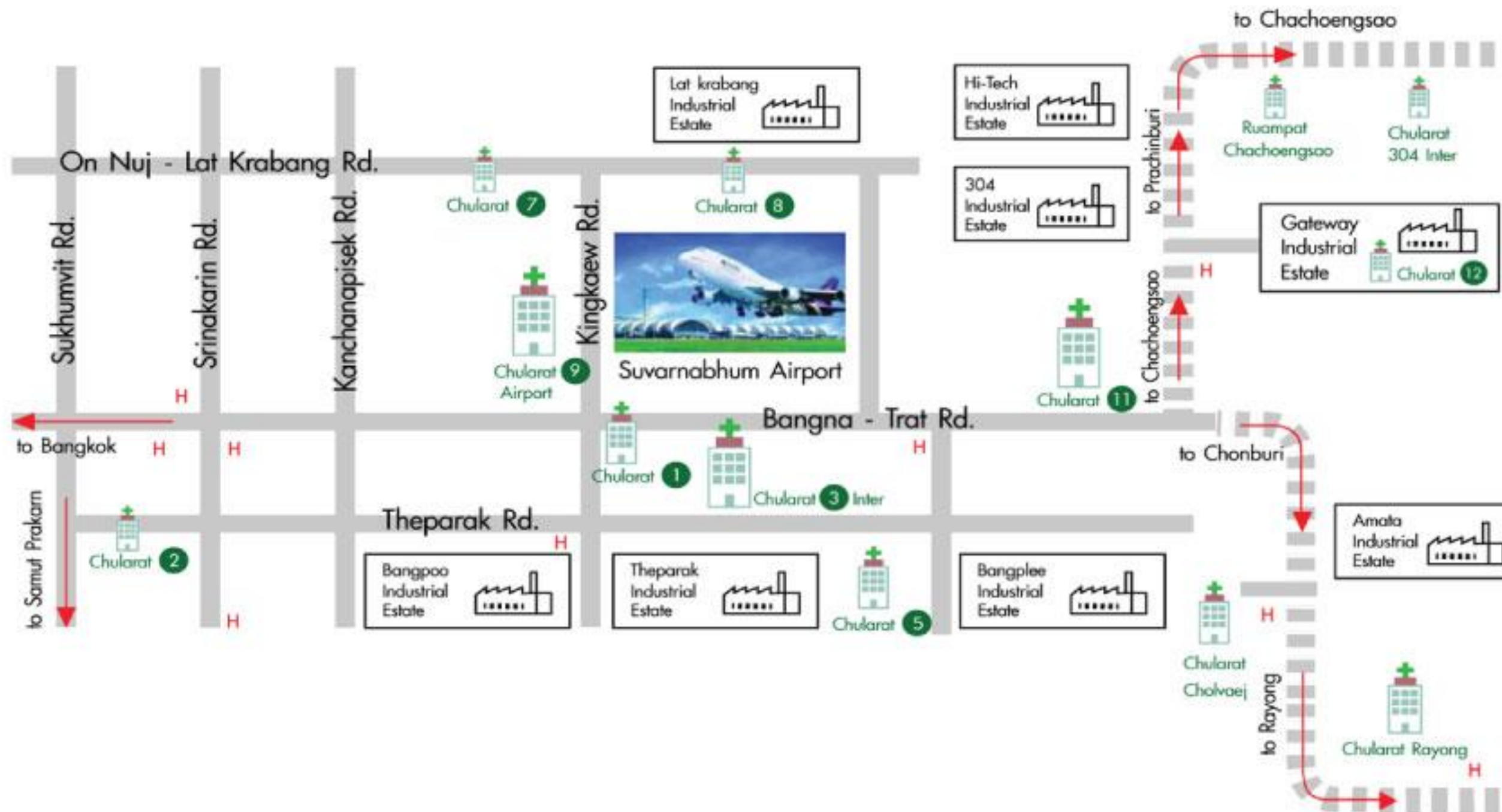
Star of the EAST



*“ 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 Accreditation**
Step 2 for CH9, Step 3 for CH11



- 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

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



2017

Key Milestones



Investment in Ruampat Mae Sot International

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



- Awarded Thailand Top's Corporate Brand 2021
- Opened "Heart Centers" at 3 public Hospitals
- Provided "Management Service" to public hospital and medical center.
- **Re-accreditation of HA Certificate** Step 2 for CH9
- **Accreditation of HA Certificate** Step 2 for RPC

2018

2019

2020

2021



Green field : Chularat 304 & RPC

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



- Awarded Thailand Top's Corporate Brand 2020
- **Re-accreditation of JCI** for CH3
- CH3 received an honorary award "Favorite Hospital 2020" from the Ministry of Labor

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

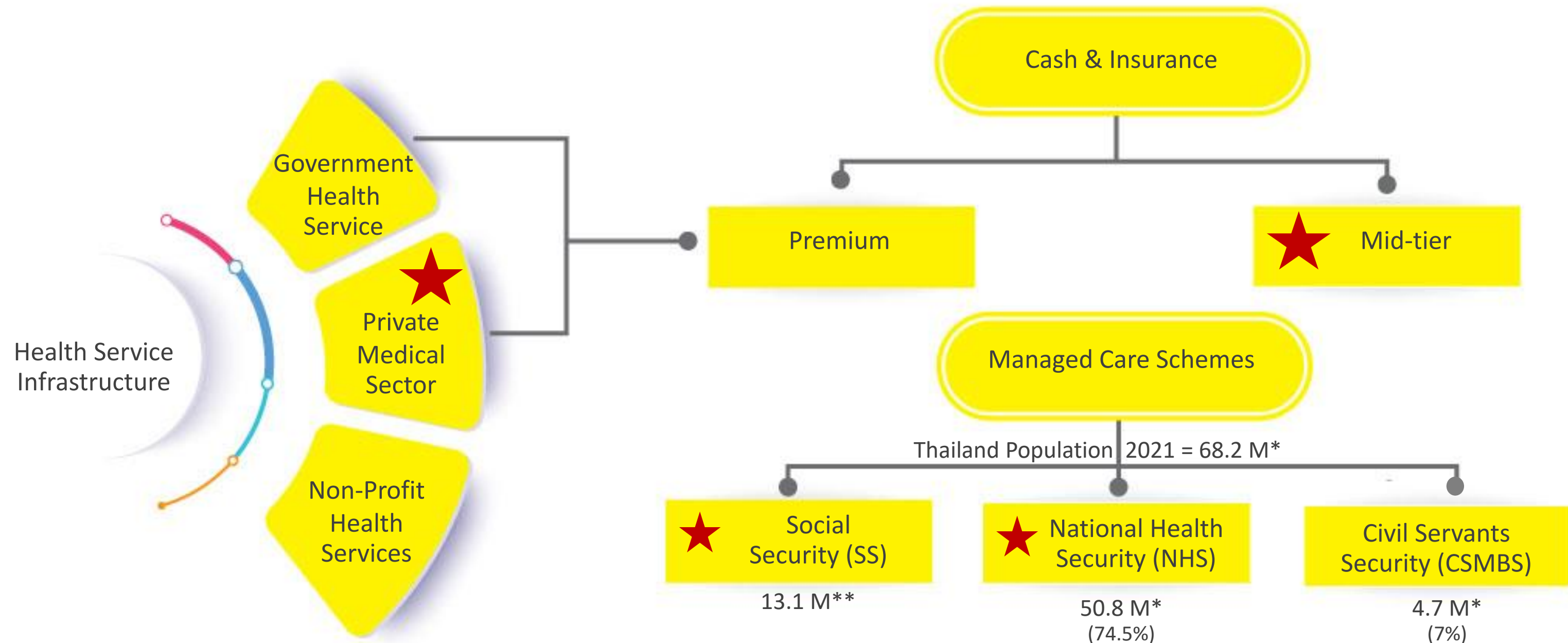
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Dedicated long term growth plan with clear expansionary blueprint

6

CHG, built to serve

Healthcare System in Thailand

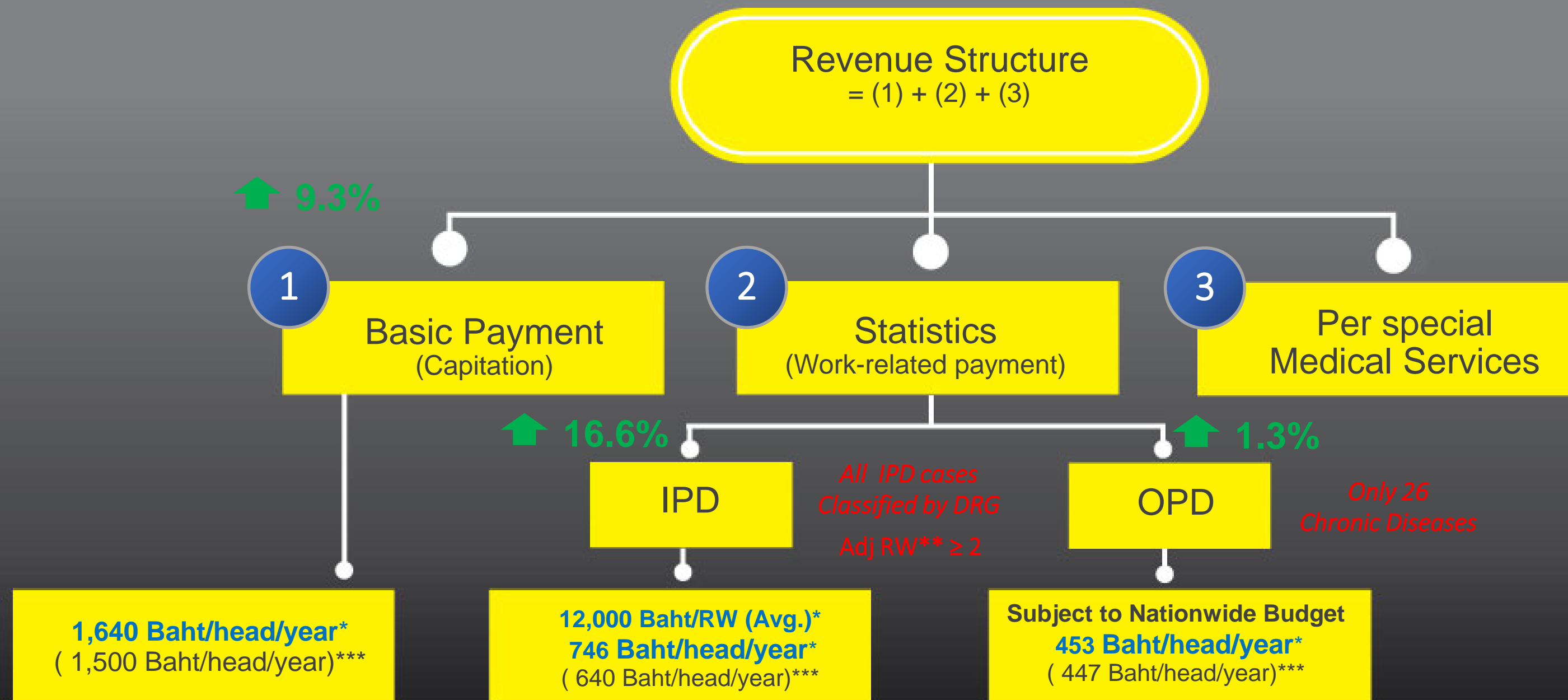


★ CHG

* The 2021 Health and Welfare Survey by National Statistical Office, Ministry of Digital Economy and Society

** Social Security Office, Number of insured person under article # 33 (Obligation) and # 39 (Voluntary) as of December 2021.

Revenue from Social Security System (SSO)



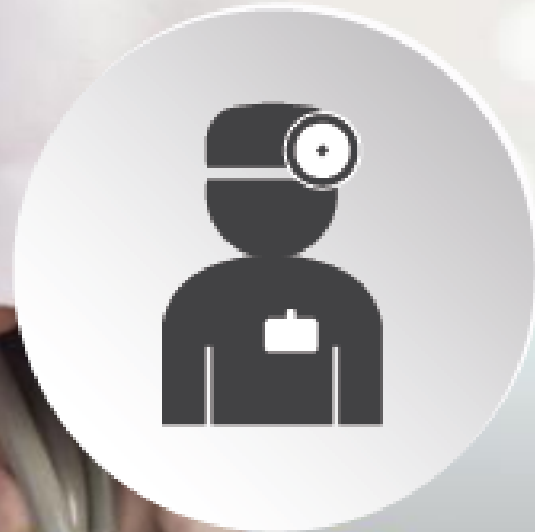
* Effective date: 1 Jan 2020

** 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 December 2021 is about 13.1 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

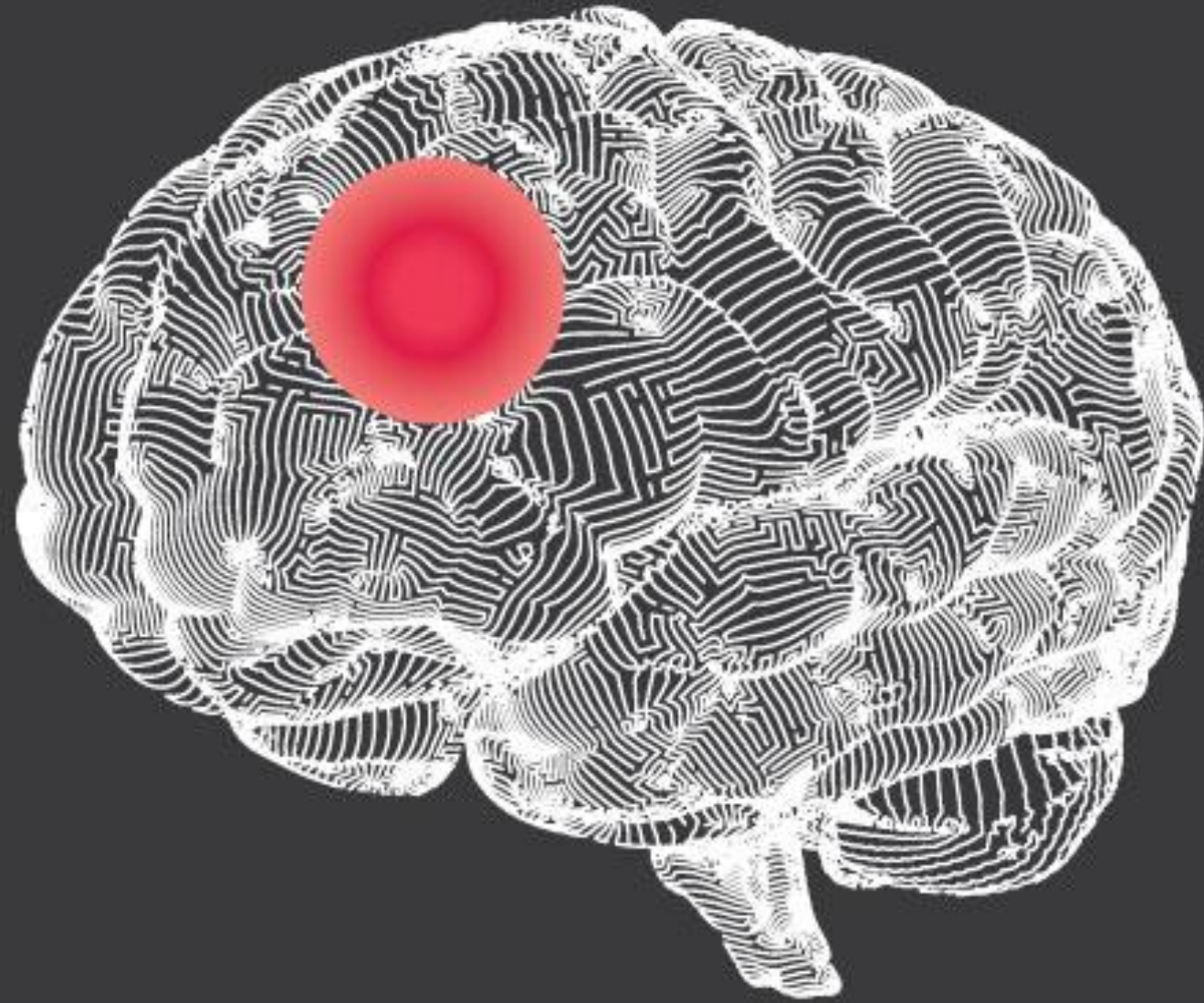


One Stop Service Heart Center (24 hrs.)

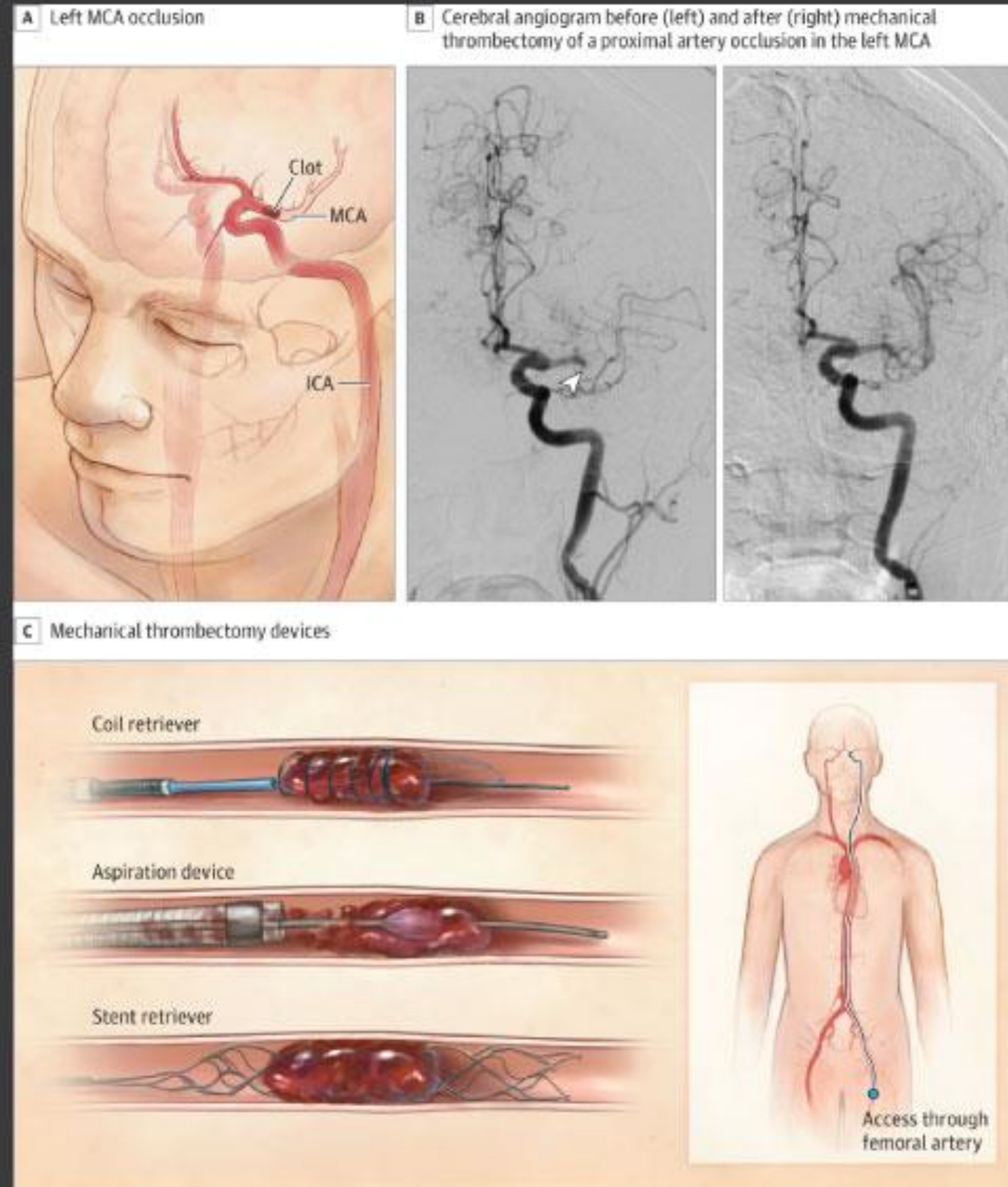


- Cardiac Rehabilitation
- Coronary Artery Catheterization/Percutaneous Coronary Intervention (CAG-PCI)
- Minimal Invasive Valve Surgery
- Electrophysiology Studies (EPS)
- Aortic Aneurysm
- Atrial Septal Defect (ASD)
- Coronary Artery Bypass Grafting (CABG)

Stroke Center (24 hrs.)



Mechanical Thrombectomy



Cancer Center

Immunotherapy



Radiotherapy



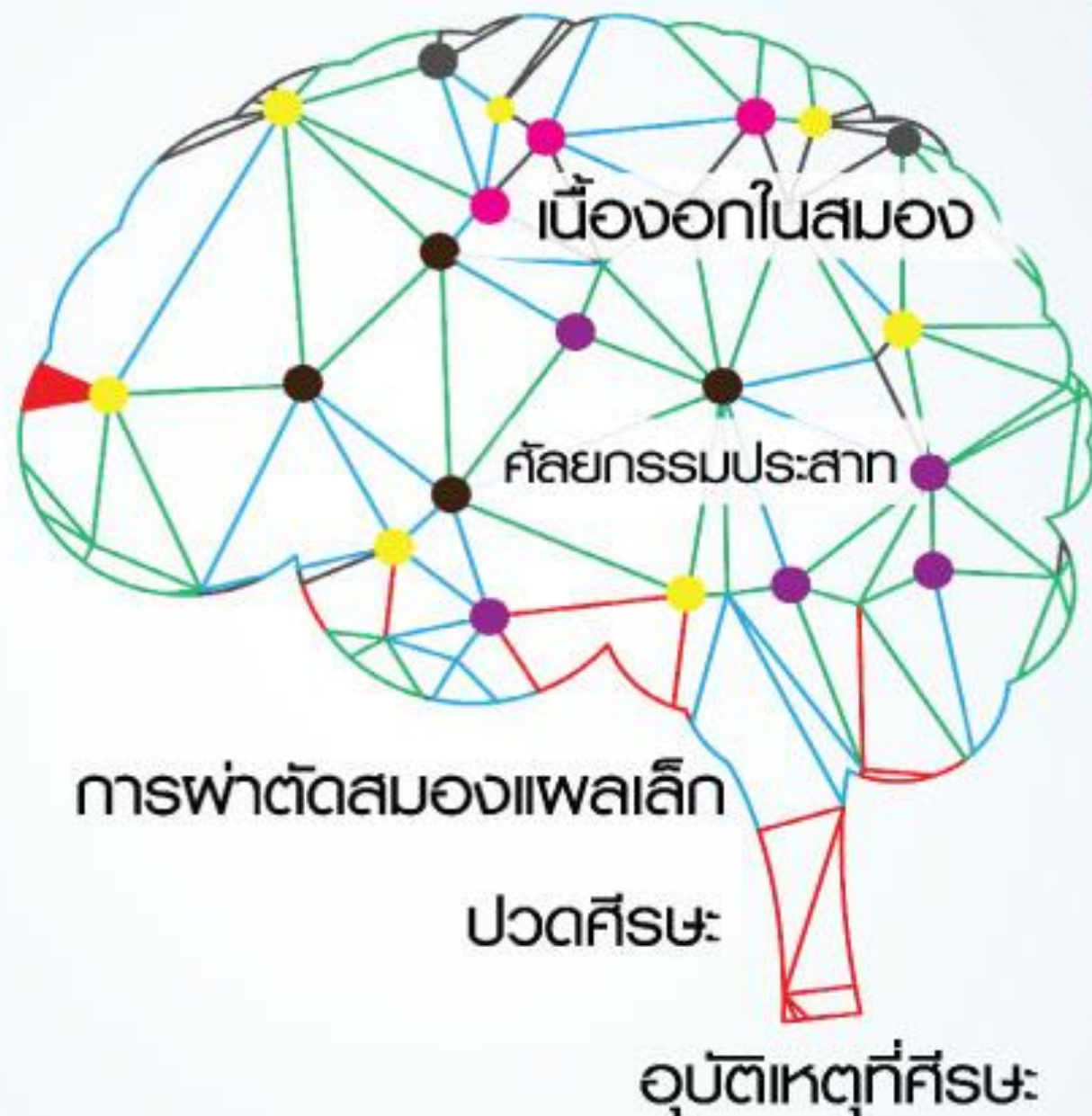
Brachytherapy



Neurosurgery and Spine Center

ศูนย์ศัลยกรรมสมองและกระดูกสันหลัง

Neurosurgery and Spine Center



ผ่าตัดผ่านกล้อง

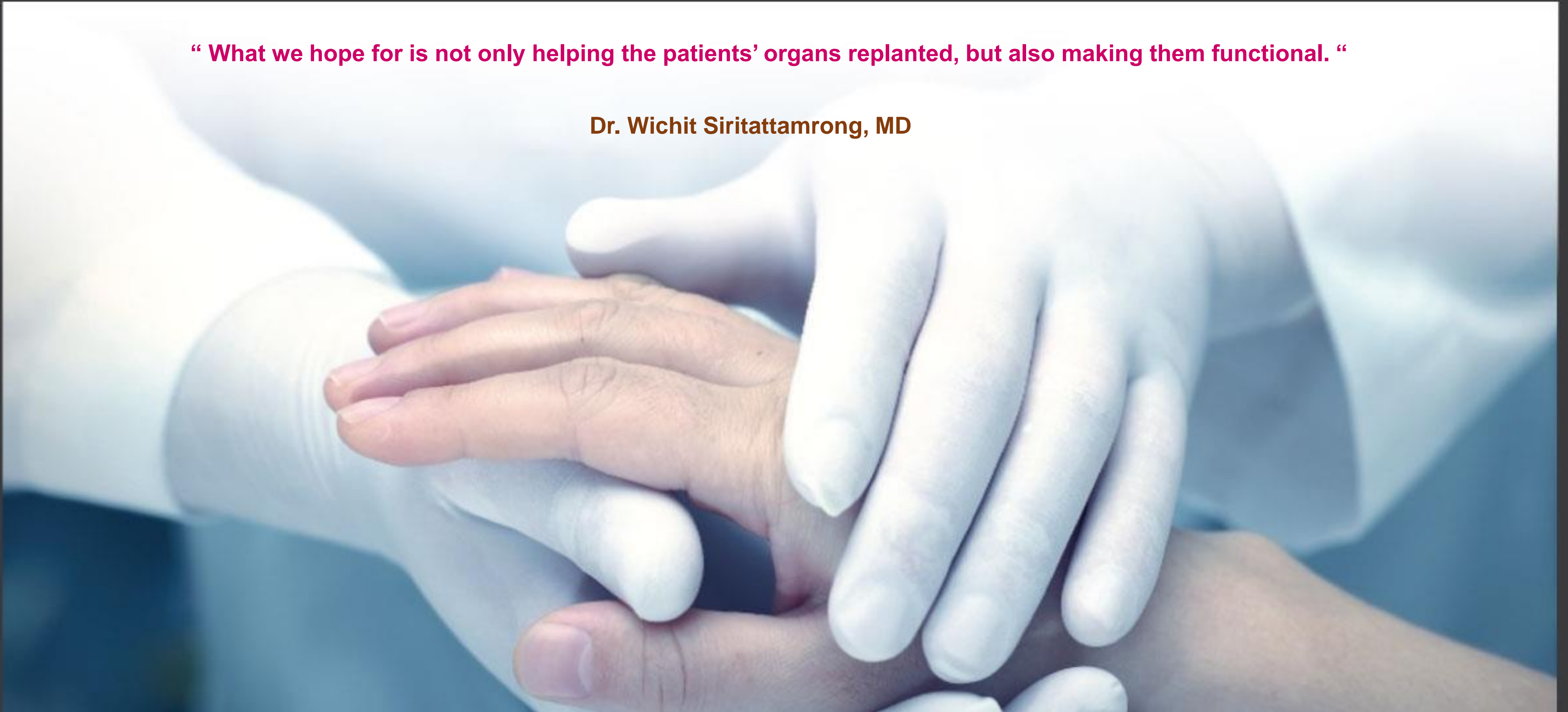
MIS
MINIMALLY
INVASIVE
SURGERY

“ 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

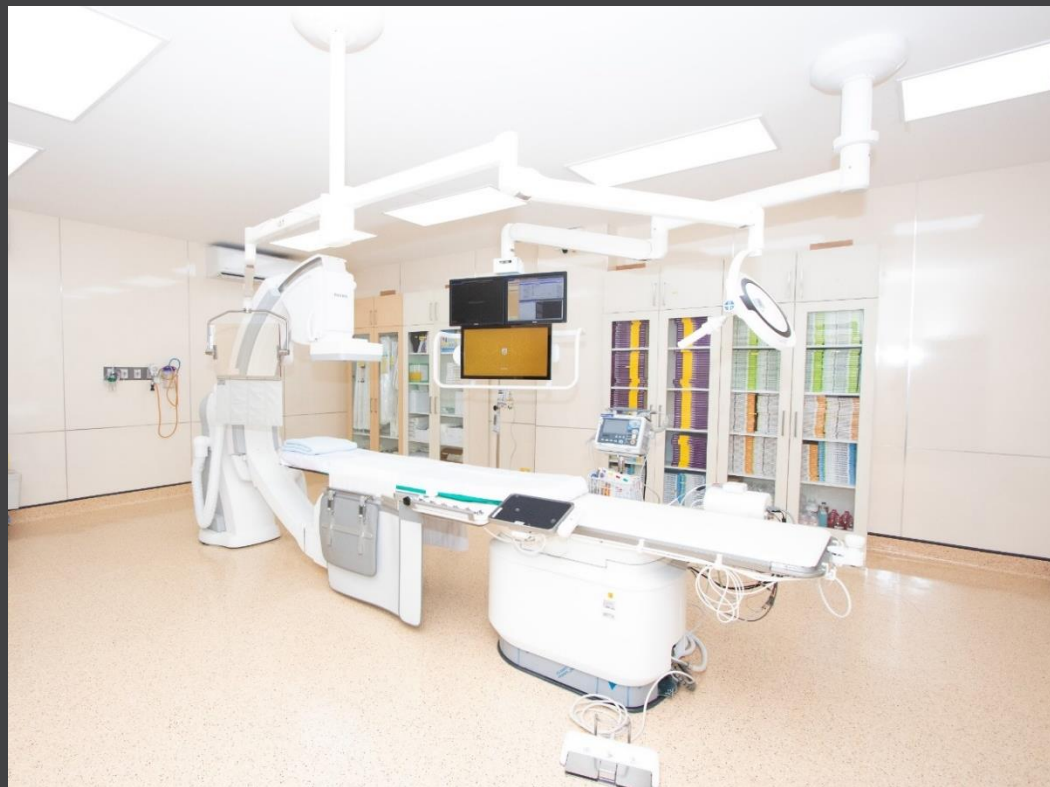
1-year contract (2021)
3-year contract (2022-2024)



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
- Started booking revenue in 4Q 2021

Rayong Hospital

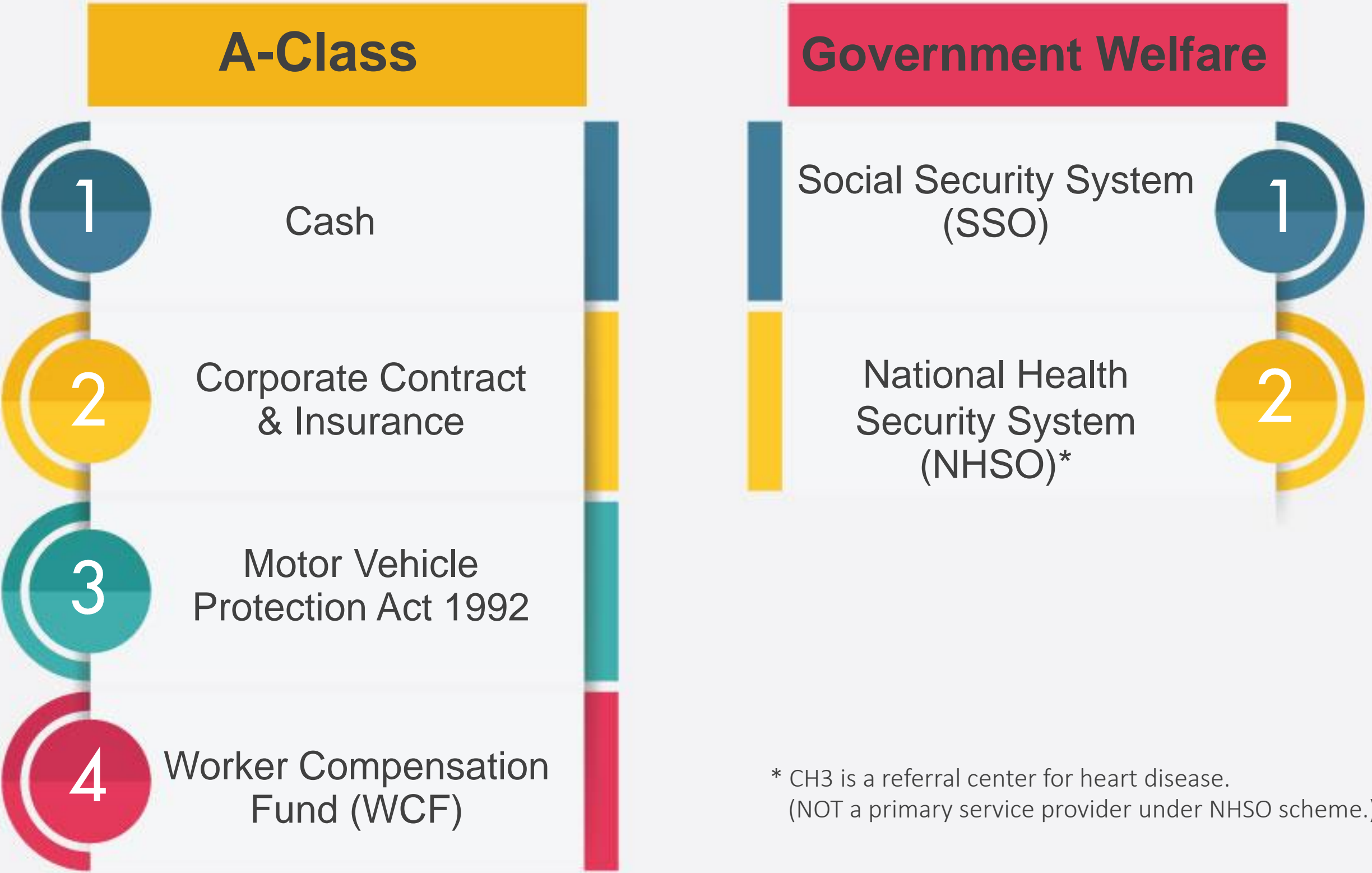
- 1-year contract
- Started booking revenue in 1Q 2022

COVID-19 related Services

Screening	ASQ	Medical Treatment	Vaccination
<ul style="list-style-type: none">▪ RT PCR Maximum daily capacity of 2,500 – 3,000 specimen▪ ATK	<ul style="list-style-type: none">▪ 14 days quarantine for travelers▪ Capacity of 1,500+ rooms	<ul style="list-style-type: none">▪ Hospitel (Green), capacity of 5,000-6,000 beds▪ Hospital (Yellow & Red), capacity of 200 beds▪ CP-WHA-CHG Hospital (Orange & Red), capacity of 400 beds <p>as of February 2022</p>	<ul style="list-style-type: none">▪ Government vaccines Astra and Pfizer▪ Alternative vaccines Sinopharm and Moderna <p>as of February 2022</p>

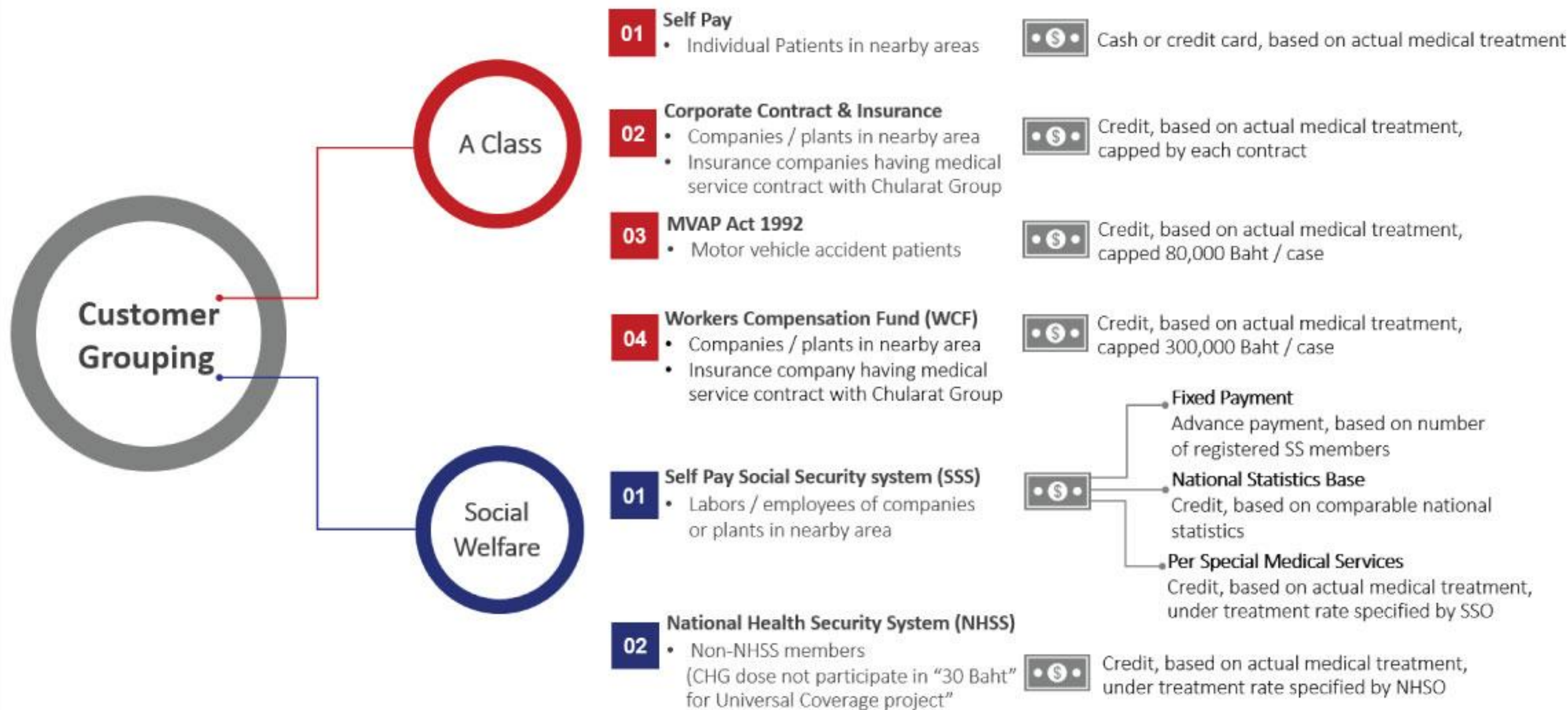


Customer Group



* 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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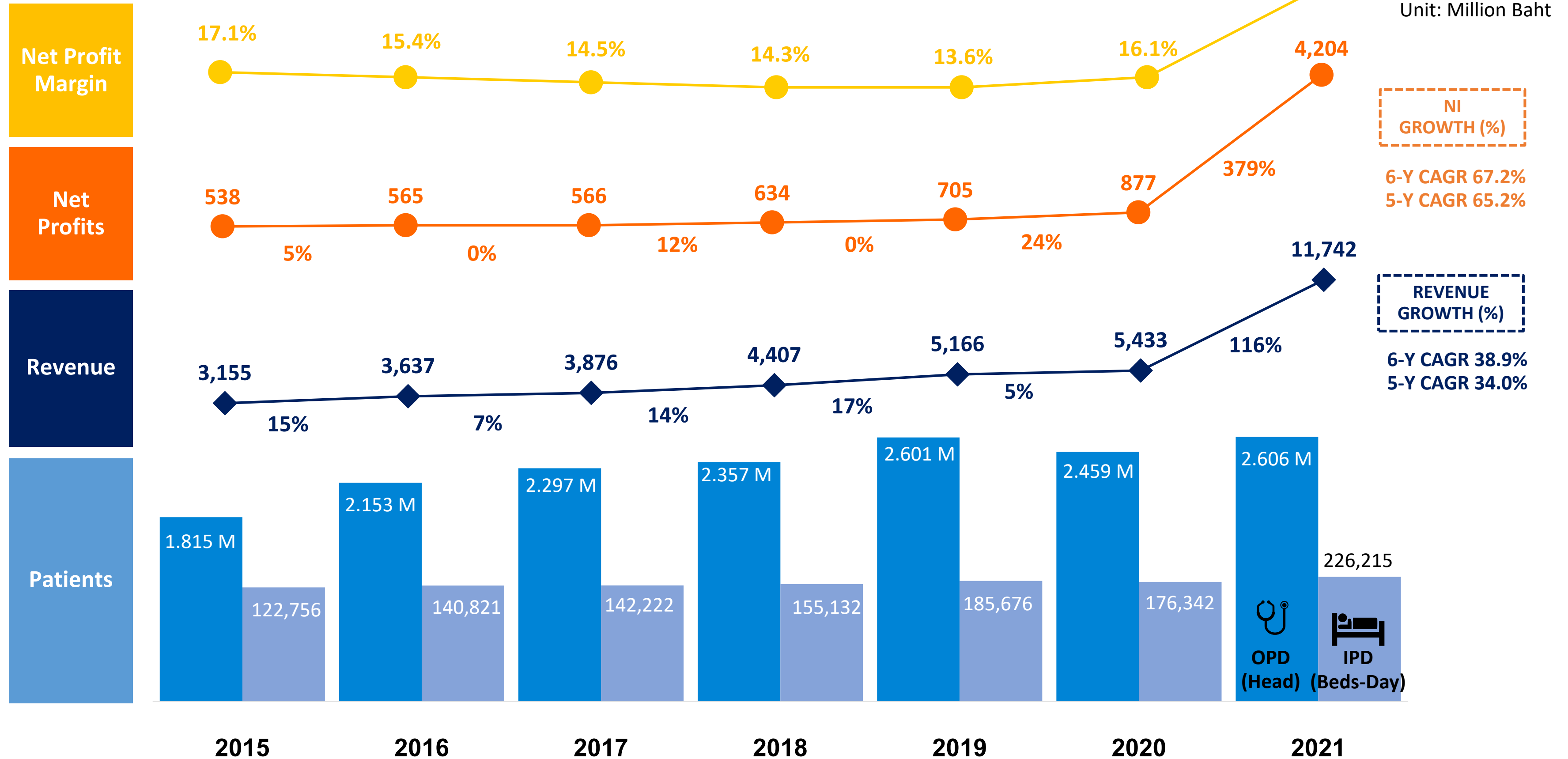
**STAY HOME
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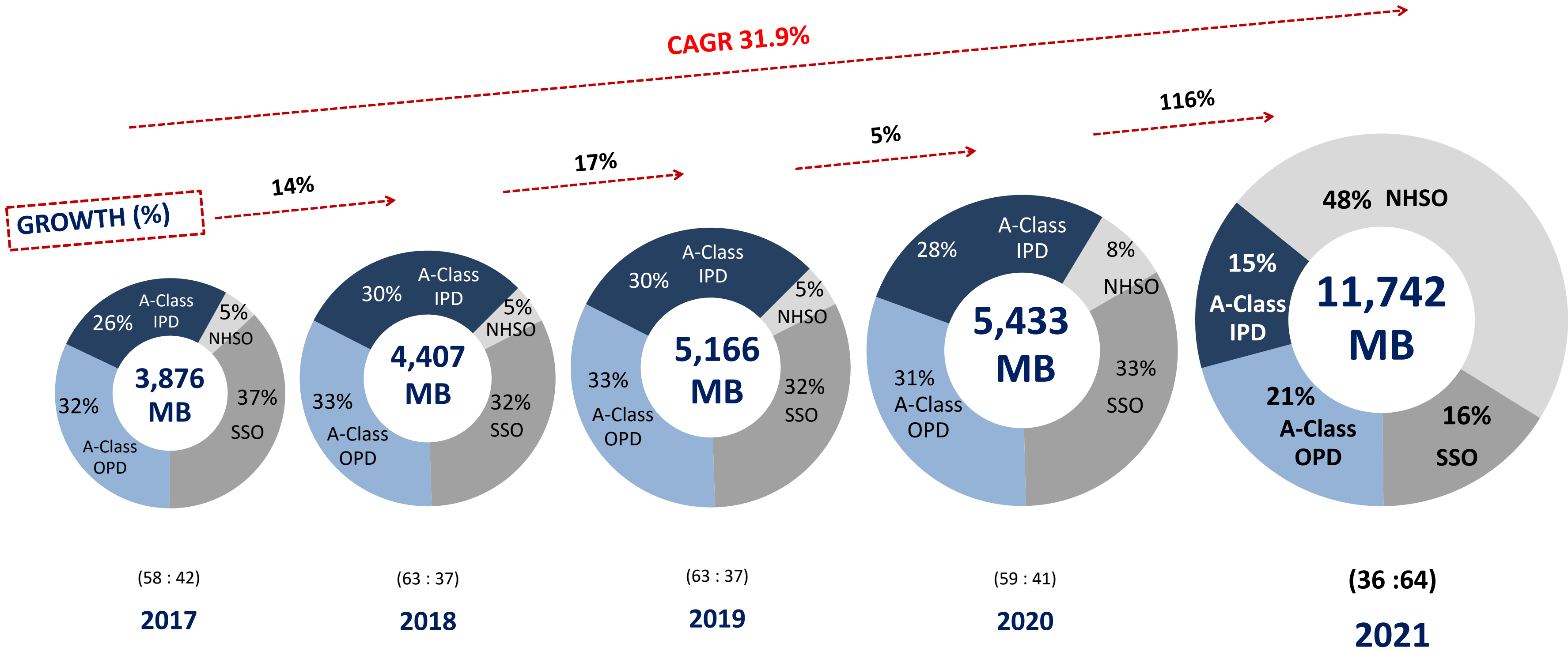


**FINANCIAL
HIGHLIGHTS**

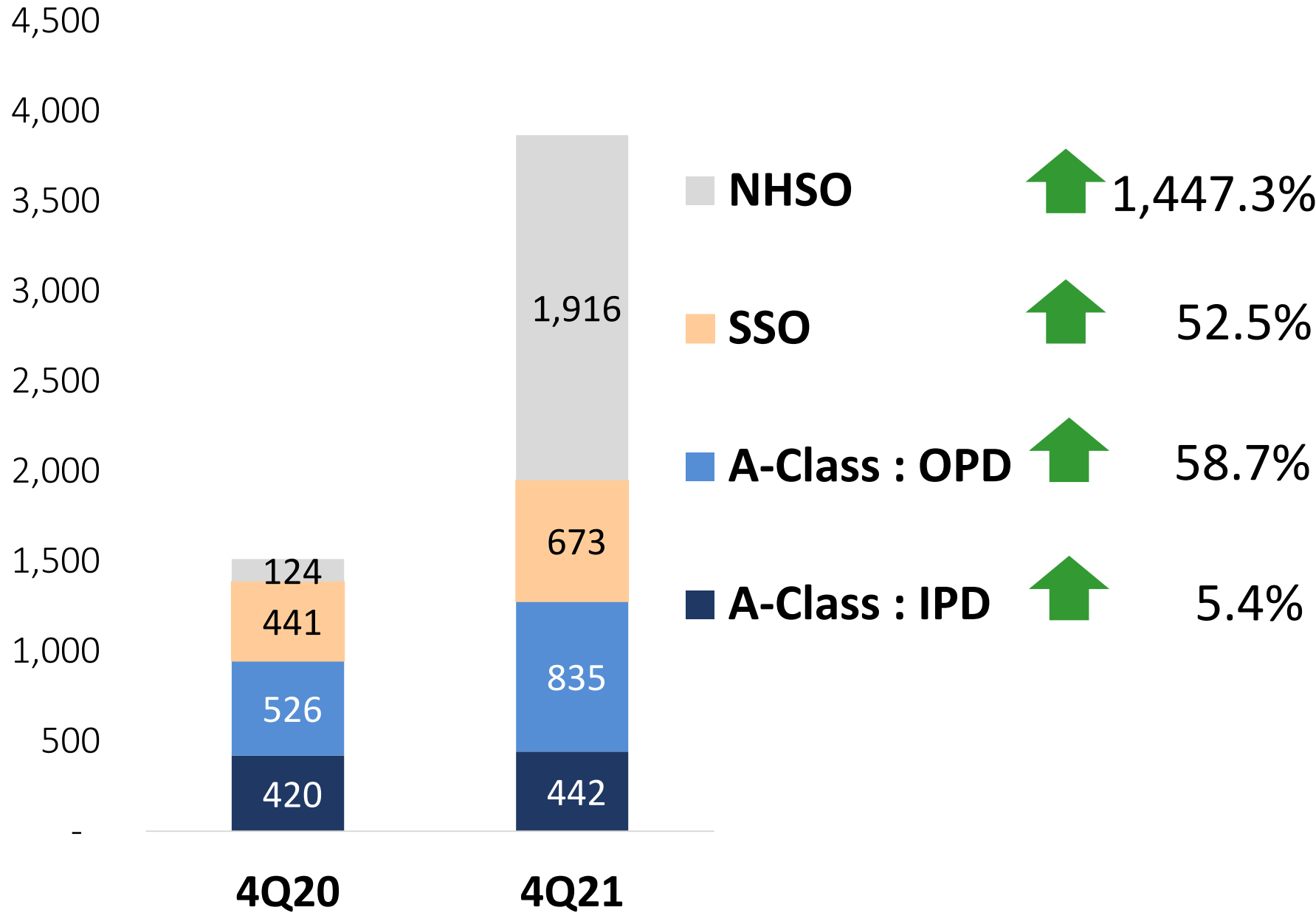
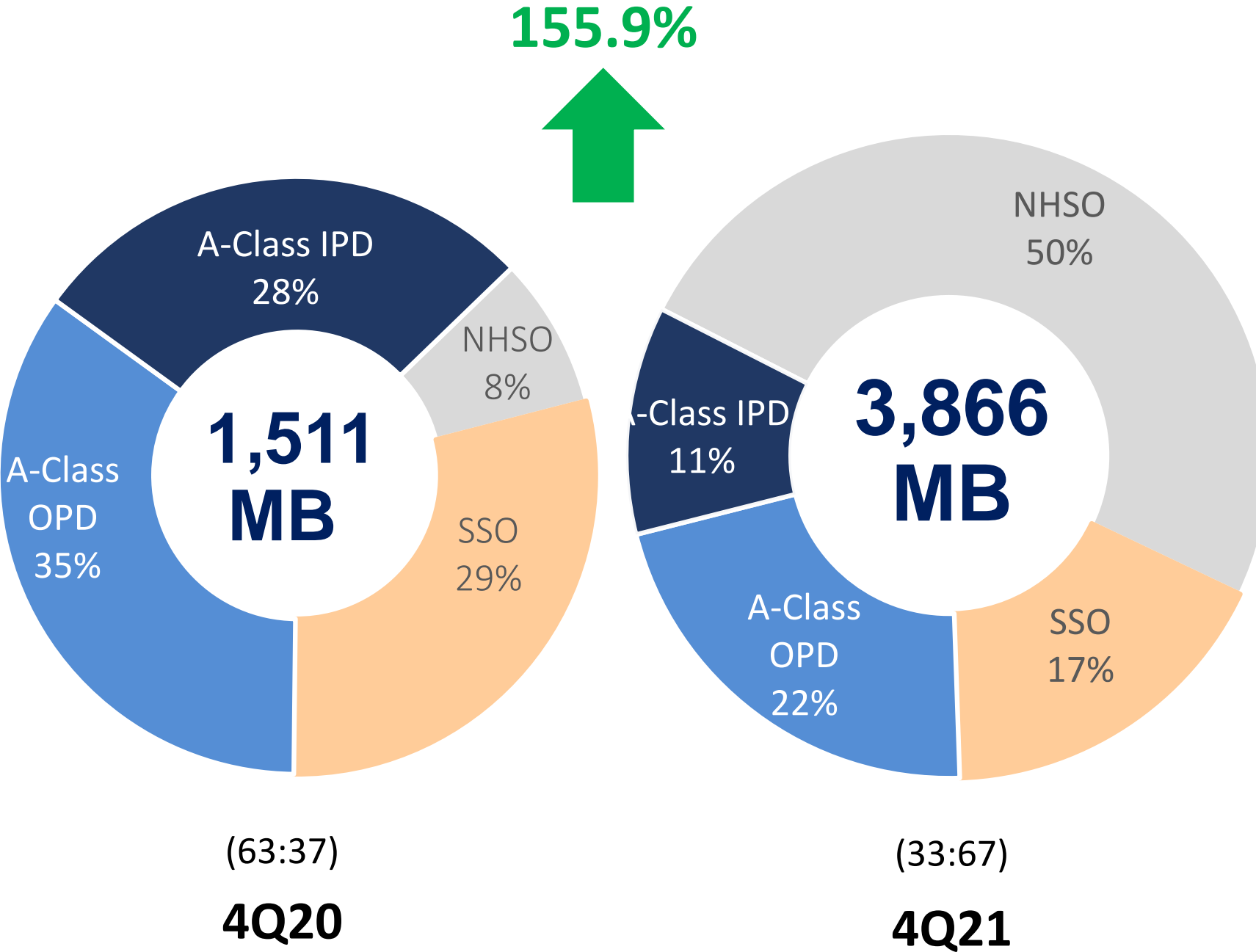
Financial Performance vs Patient Growth



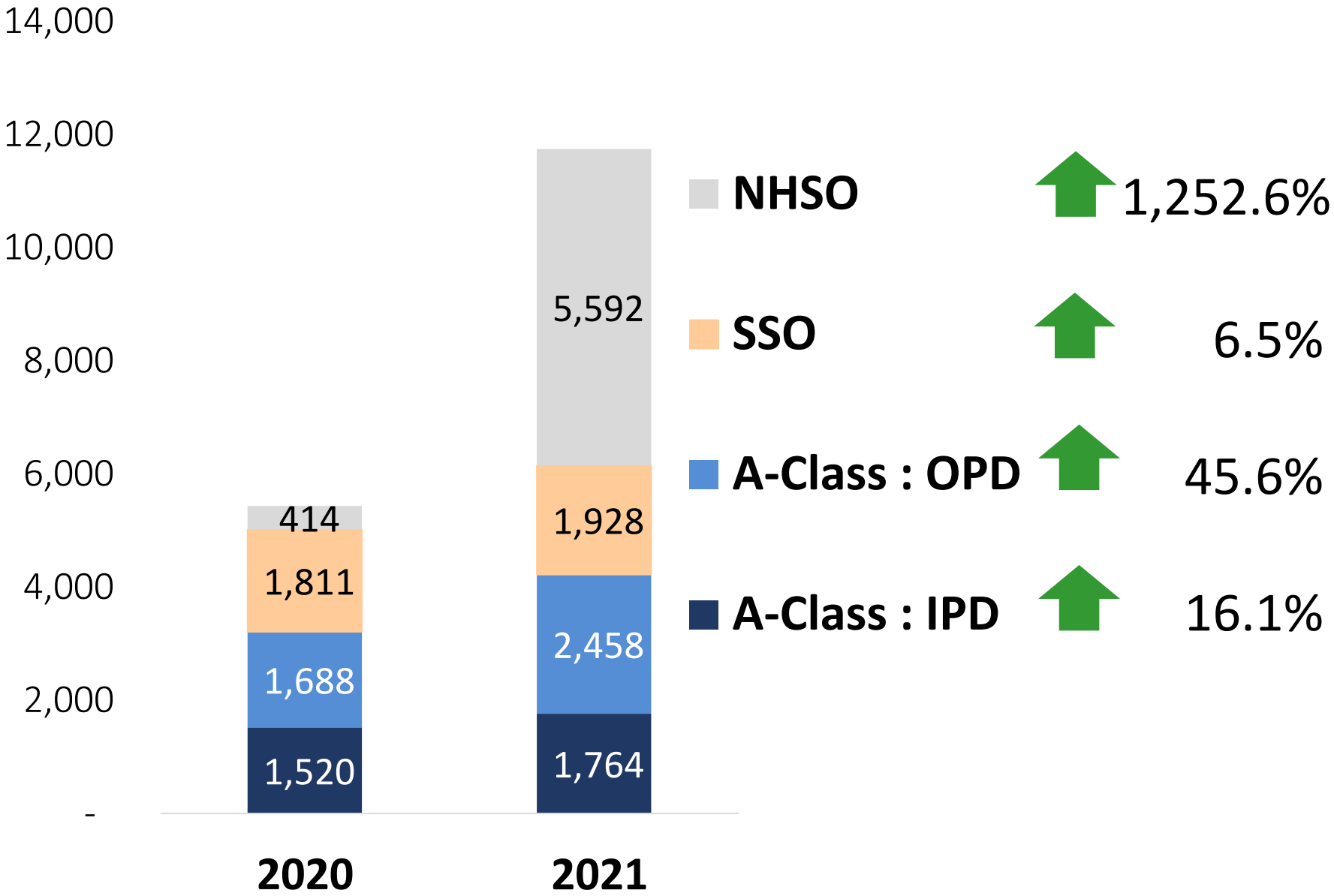
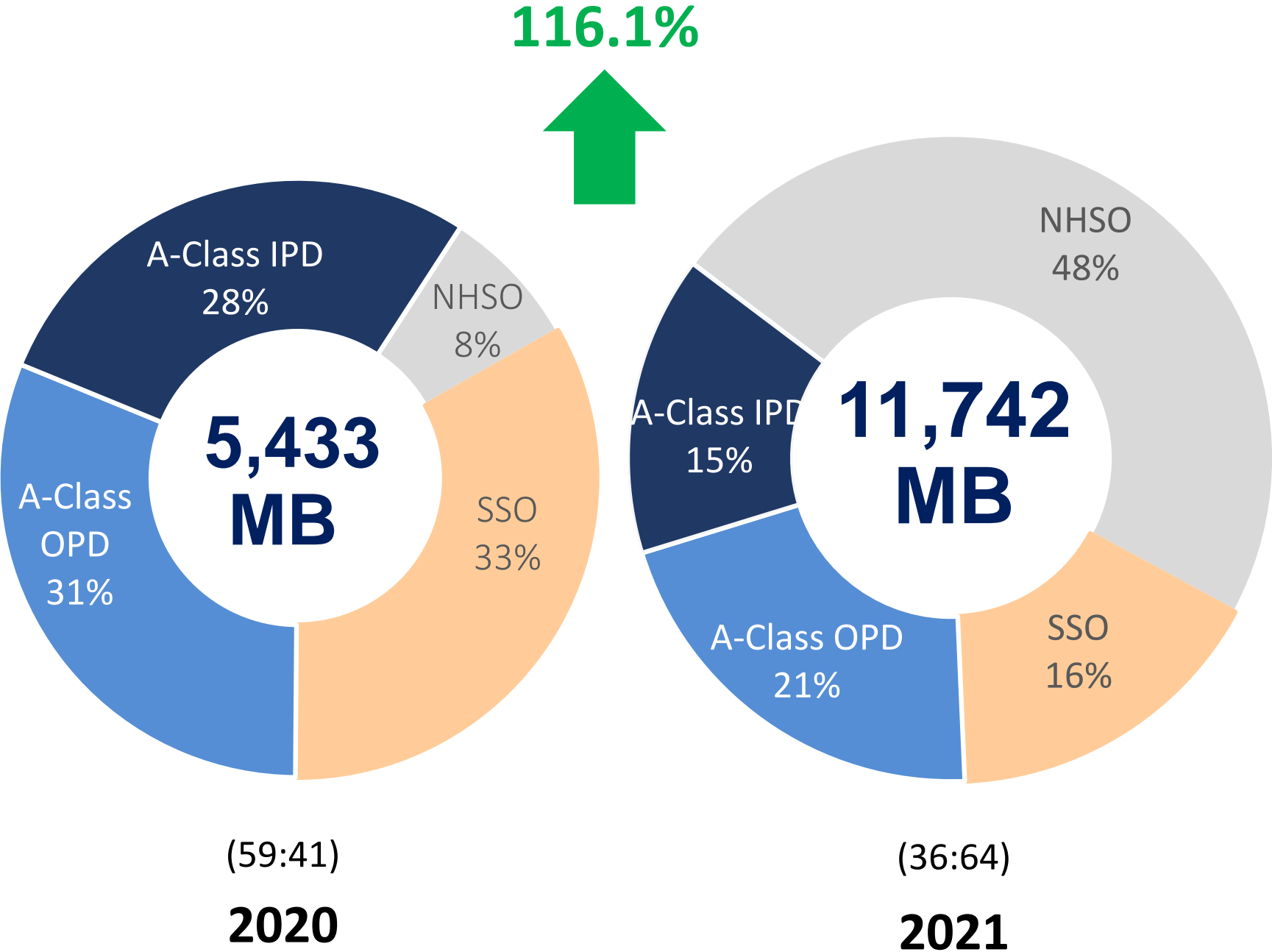
Revenue Breakdown 2017-2021



Revenue Breakdown by Customer Group



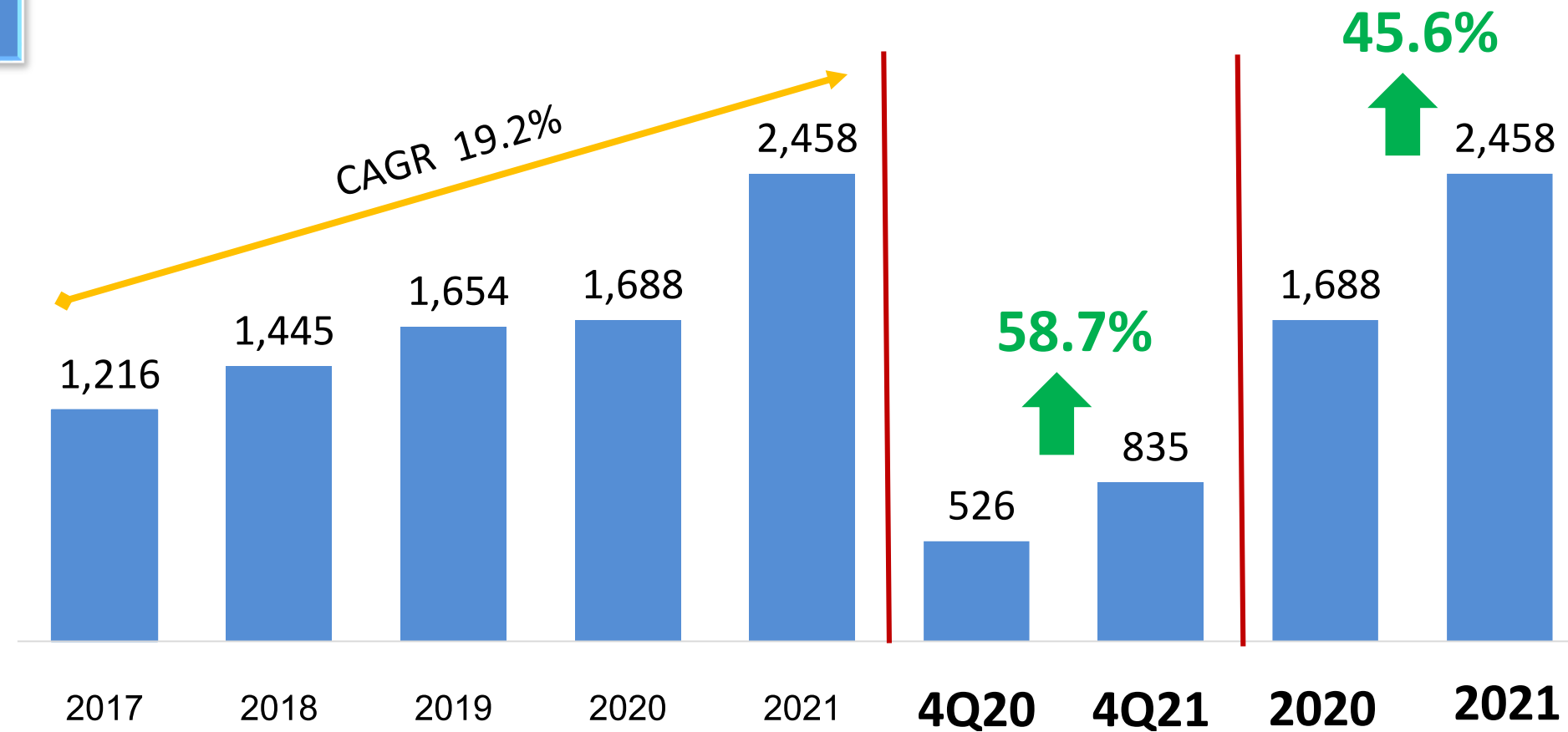
Revenue Breakdown by Customer Group



A Class - OPD

OPD Revenue (MB)

Unit : Million Baht

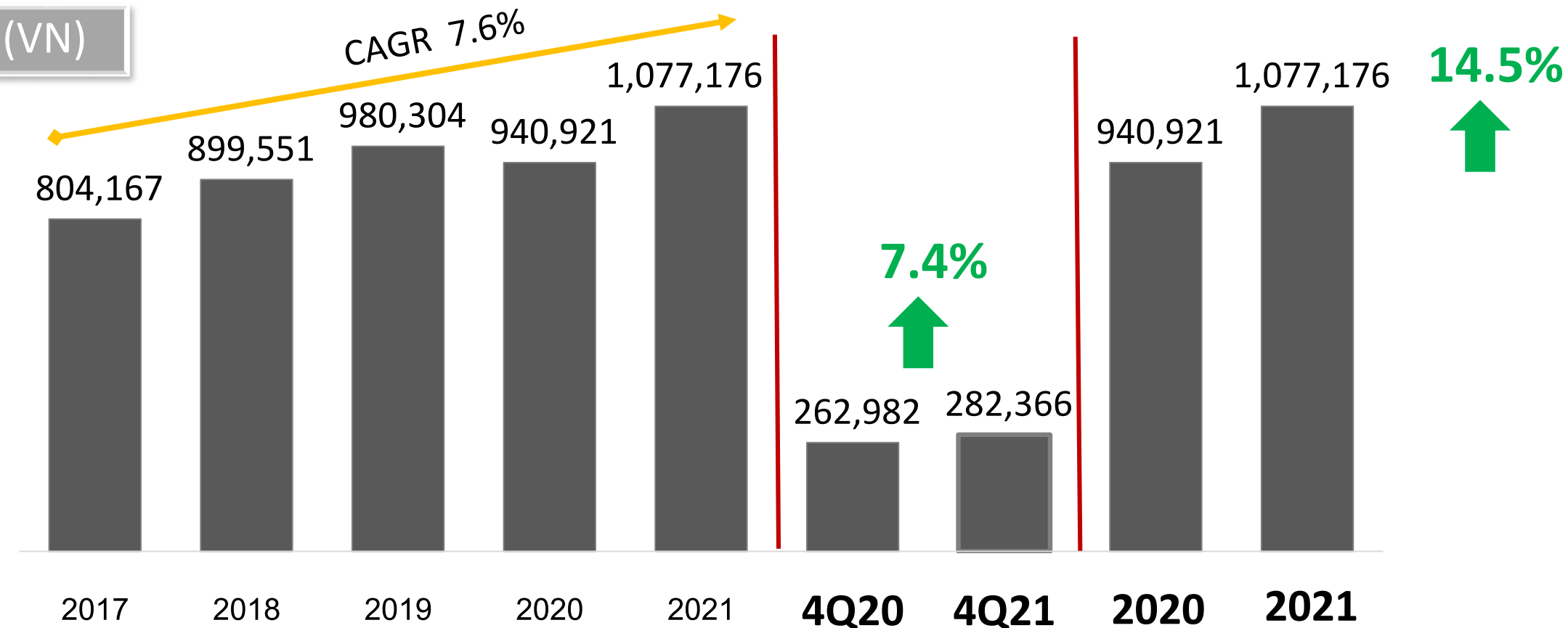


Total A Class revenue (OPD & IPD) in 4Q2021 up 35% due to

- The COVID-19 related services (Screening, ASQ, Medical Treatment in hospitals, Alternative vaccine.)

OPD – Visiting Number (VN)

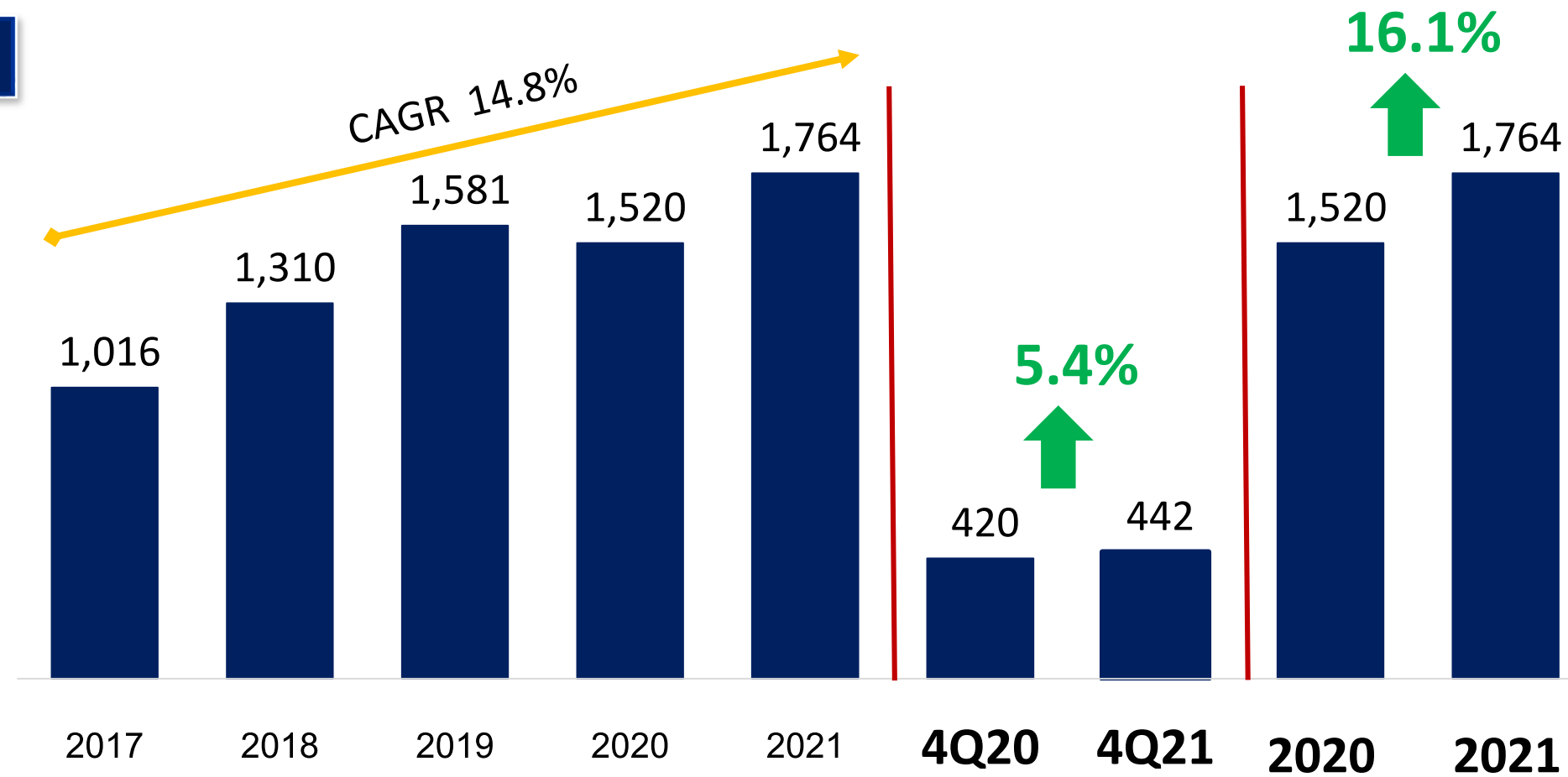
Unit : Head



A Class - IPD

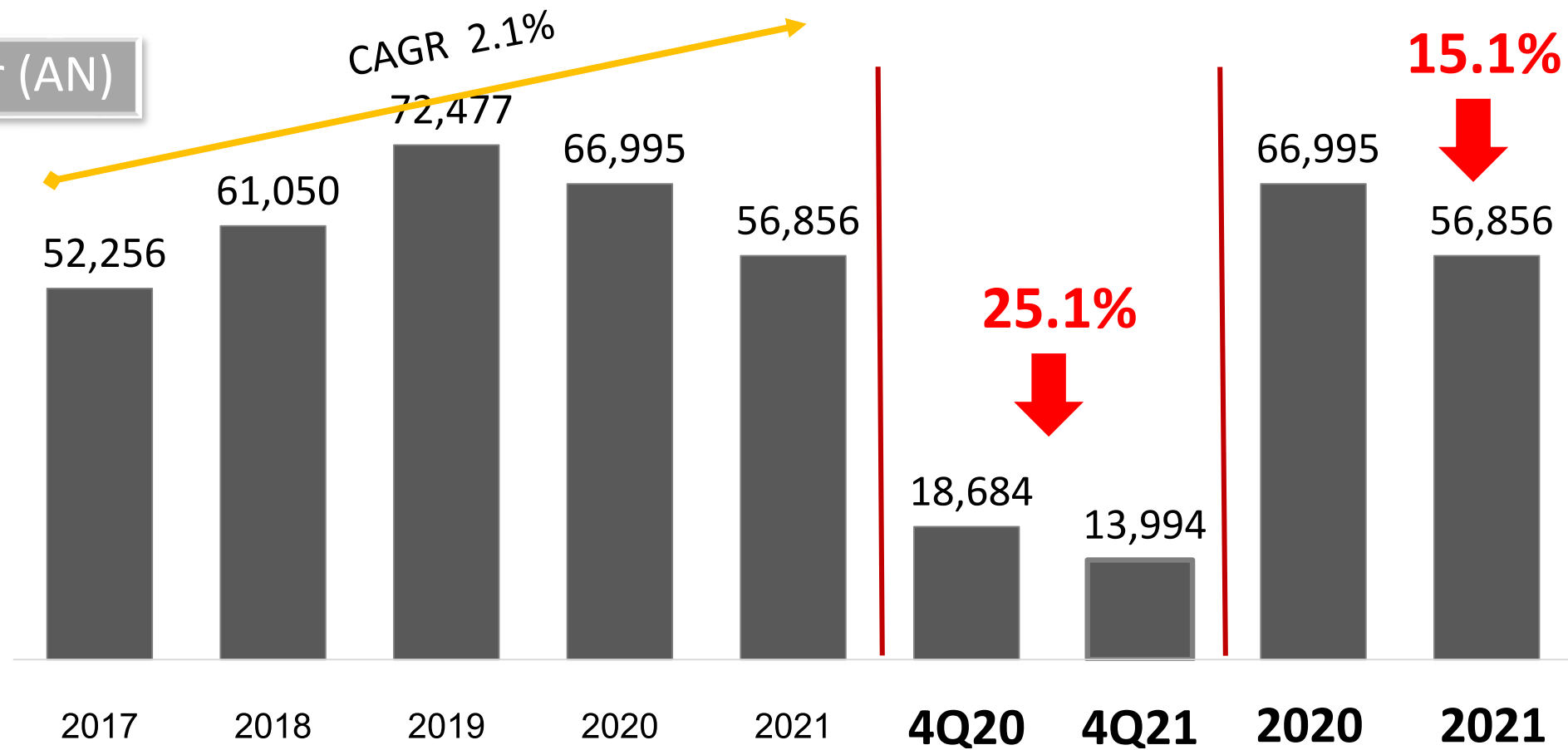
IPD Revenue (MB)

Unit : Million Baht



IPD – Admission Number (AN)

Unit : Head



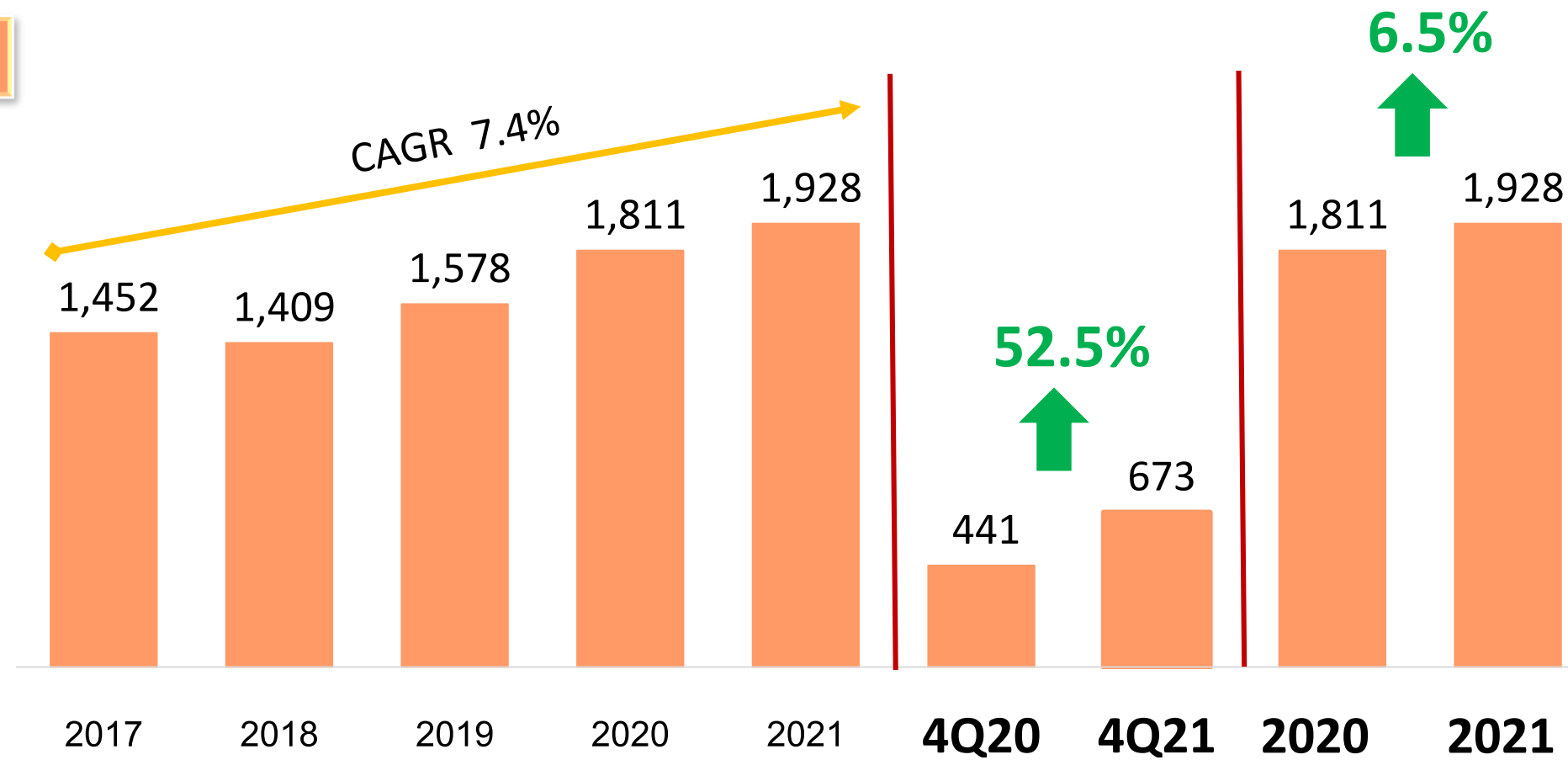
SSO Patient

- Number of insured persons = 13.1 million (December 2021, SSO) by law article #33 (obligation) and #39 (voluntary)
- Approx. Unemployment rate = 1.9% (2Q2021, National Statistical Office of Thailand - NSO)



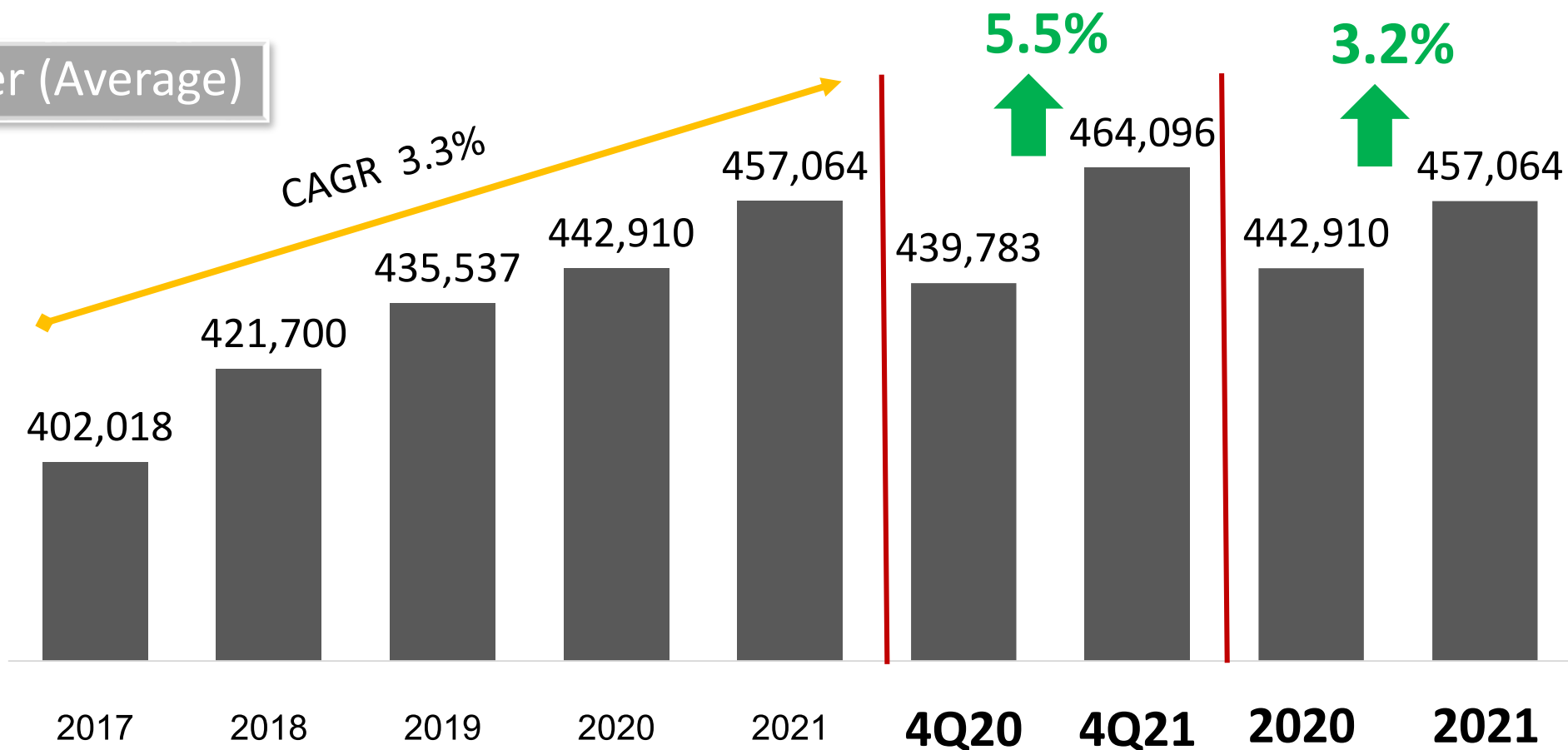
SSO Revenue (MB)

Unit : Million Baht

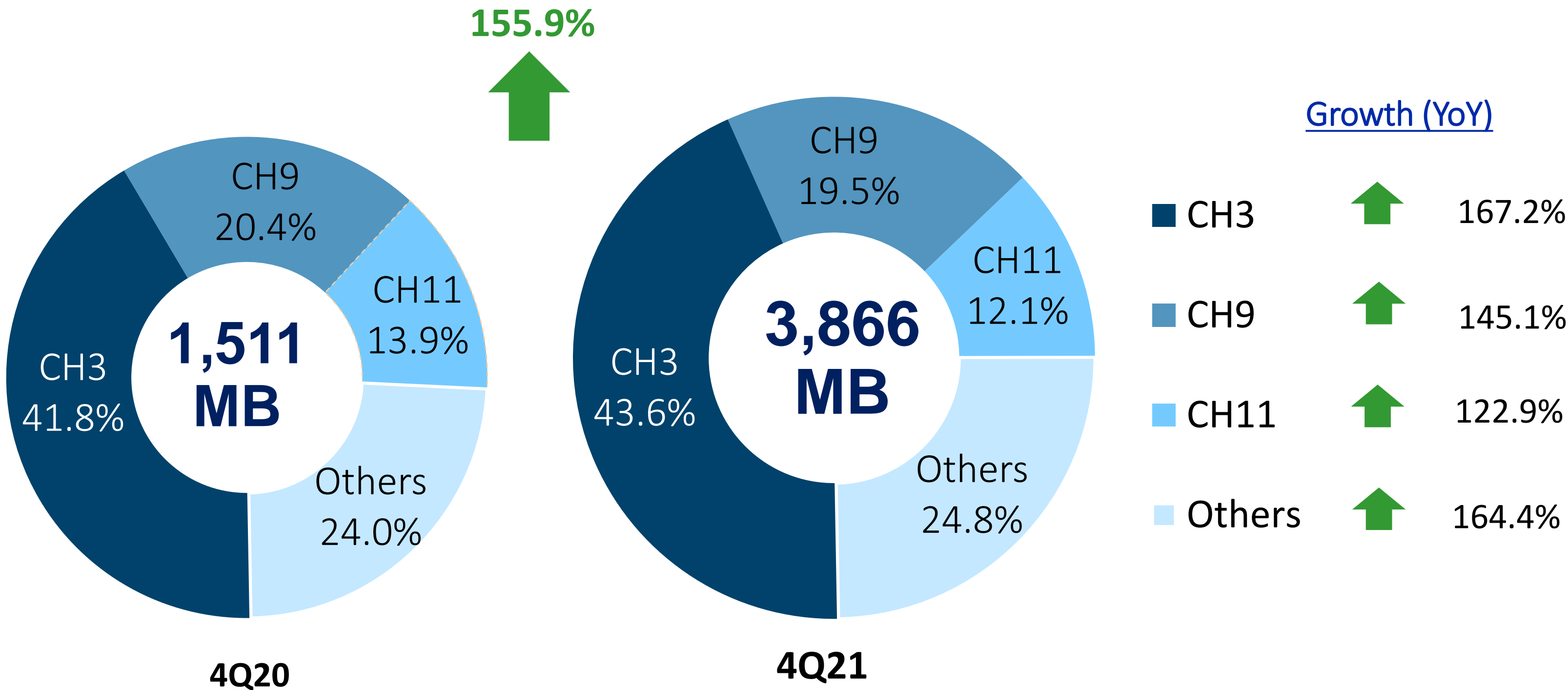


SSO – Registered Member (Average)

Unit : Head

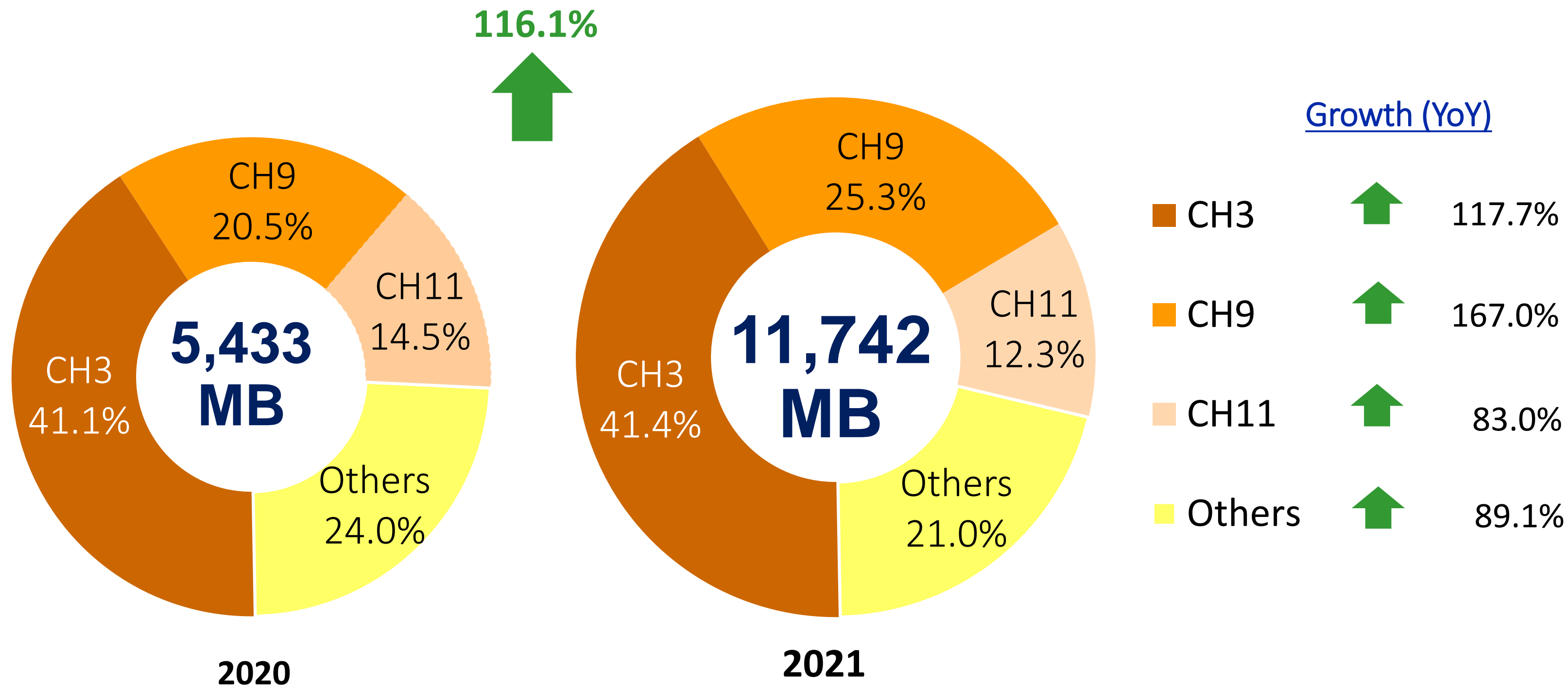


Revenue Breakdown by Branch : 3 months



Major contributors - CH3, CH9, CH11 = 75.2% (4Q20 = 76.1%)

Revenue Breakdown by Branch : 12 months



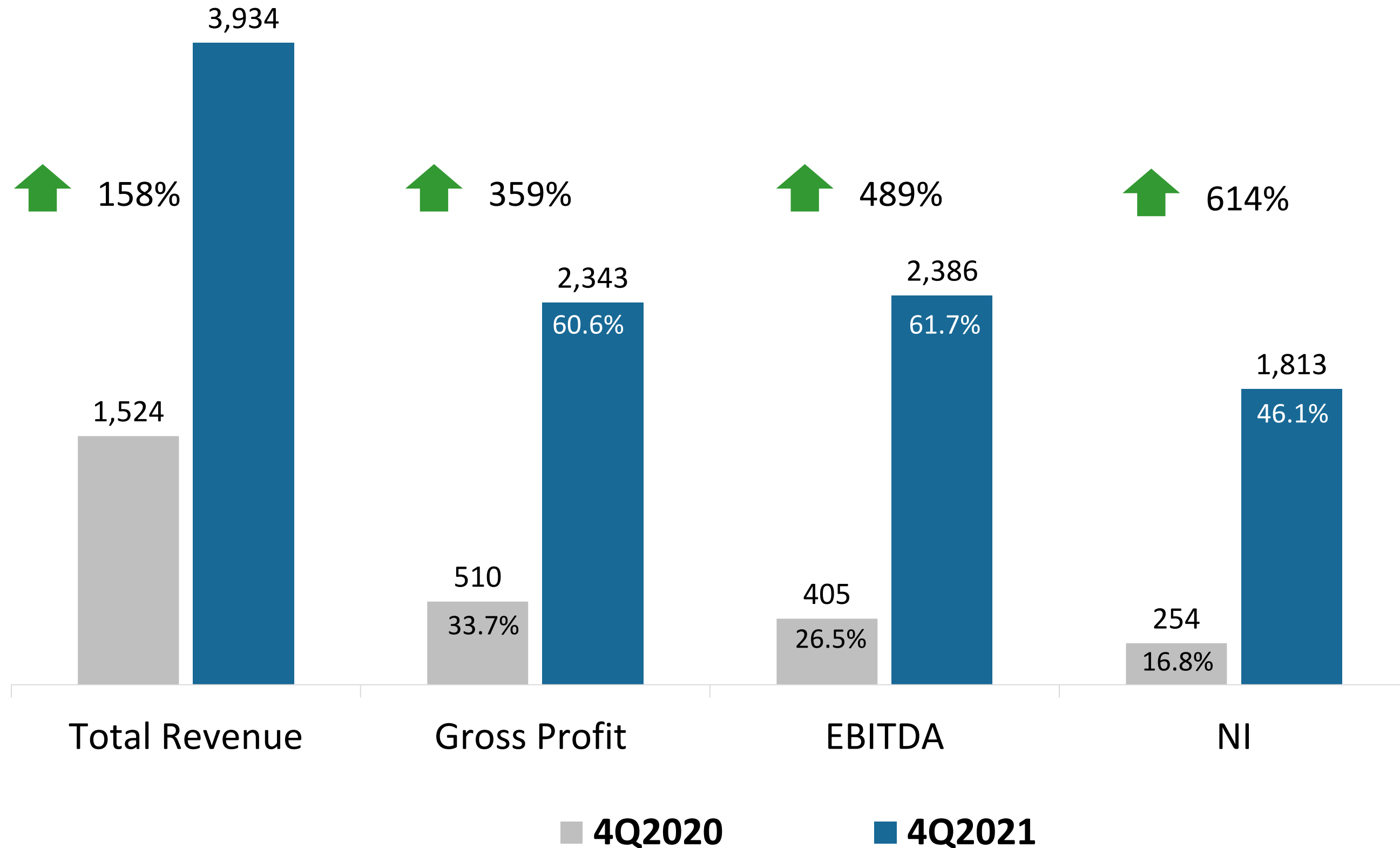
Major contributors - CH3, CH9, CH11 = 79.0% (2020 = 76.1%)

Financial Highlight : 3 months



Growth (YoY)

Unit: Million Baht

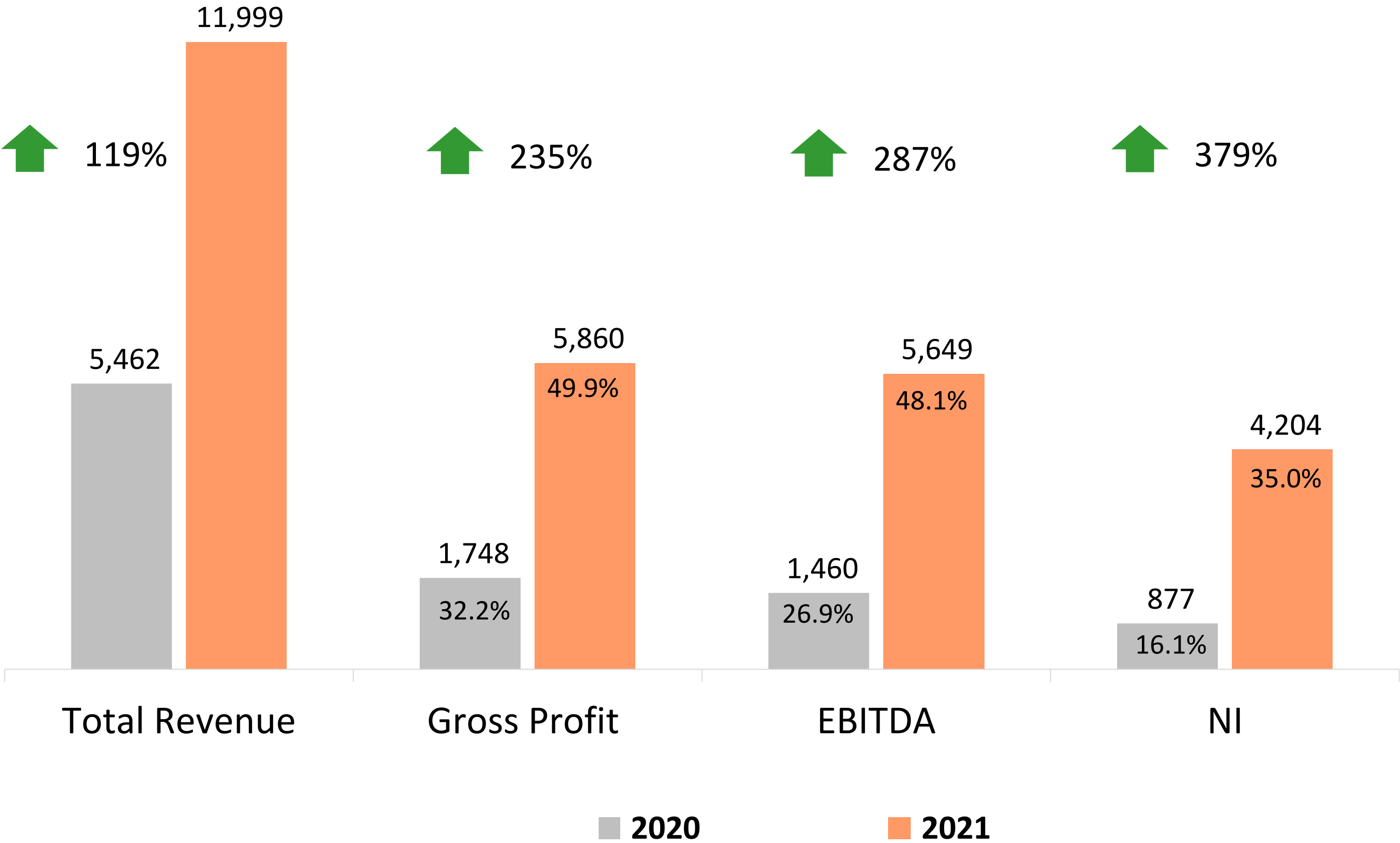


Financial Highlight : 12 months



Growth (YoY)

Unit: Million Baht

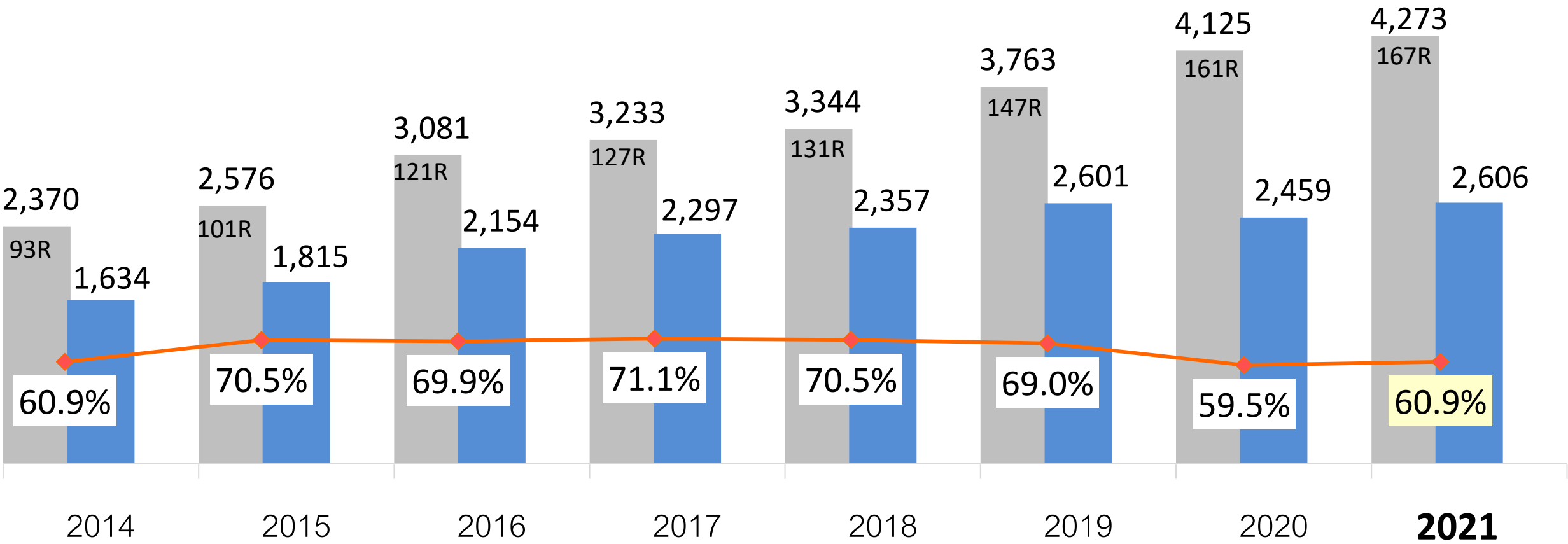
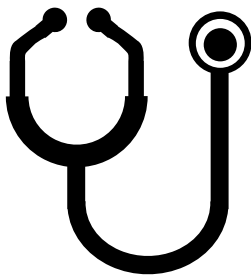


OPD Utilization Rate



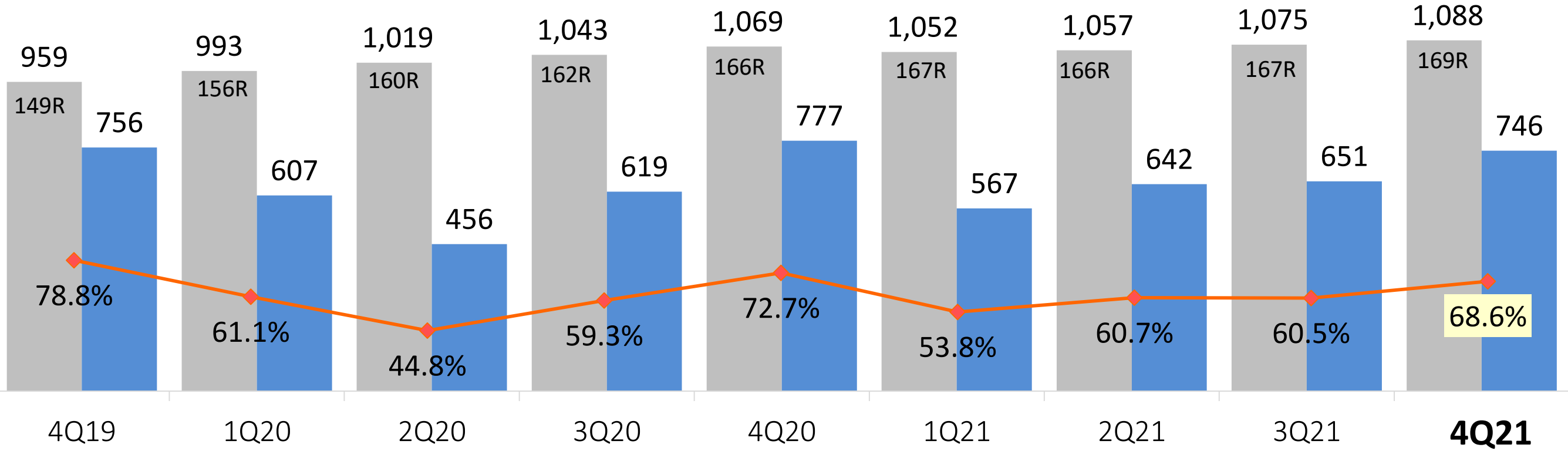
Basis : Yearly

Unit : '000 Head



Basis : Quarterly

Unit : '000 Head



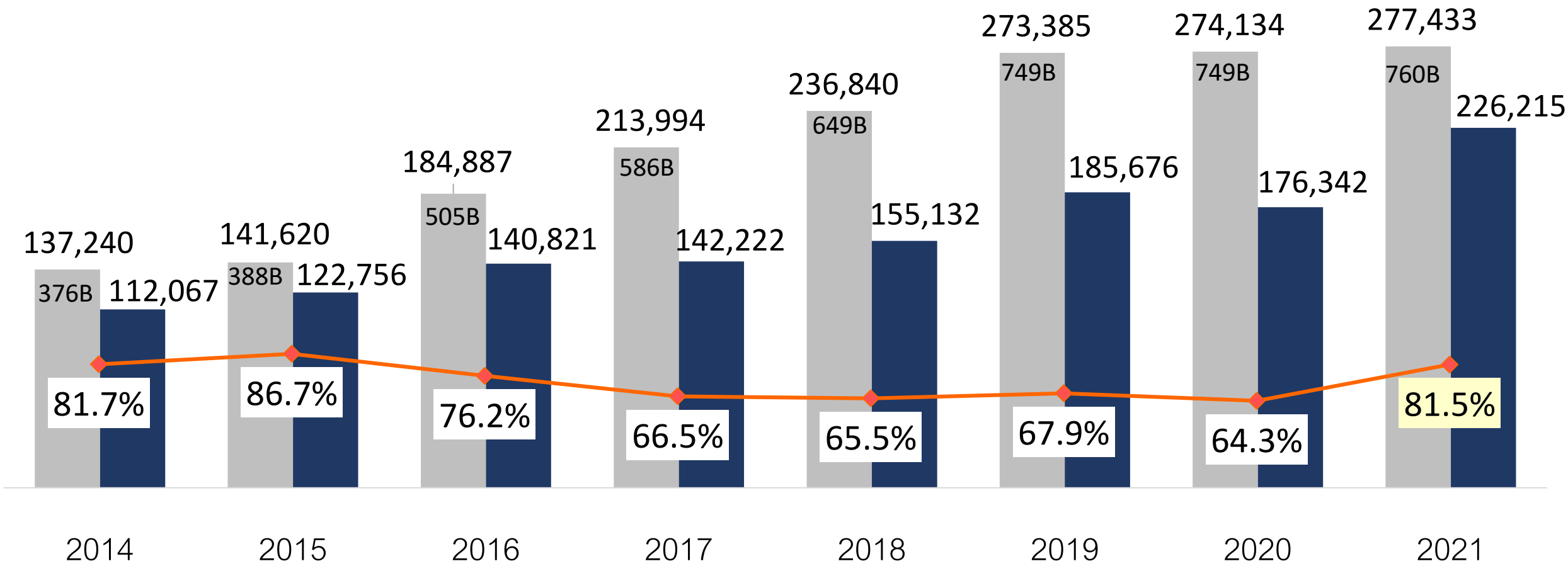
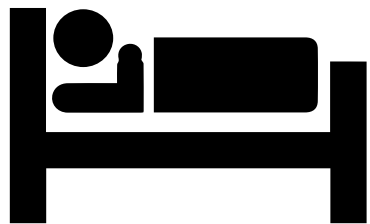
• Max. capacity = Rooms x 365 days x 70 (avg. patient/day/room)

IPD Utilization Rate



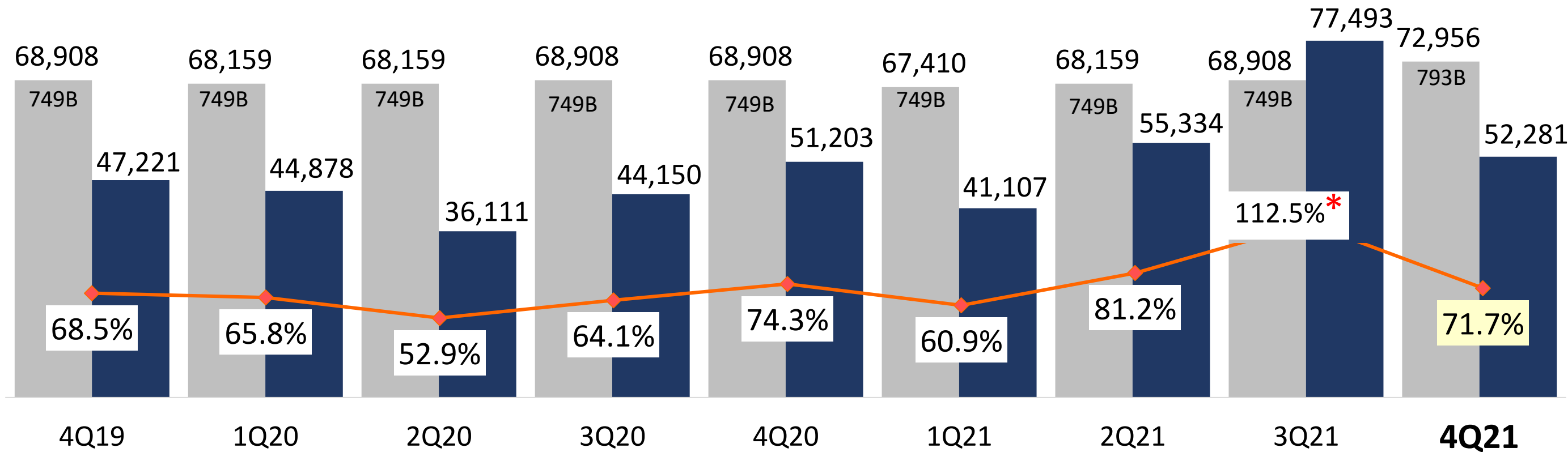
Basis : Yearly

Unit : Beds-Day



Basis : Quarterly

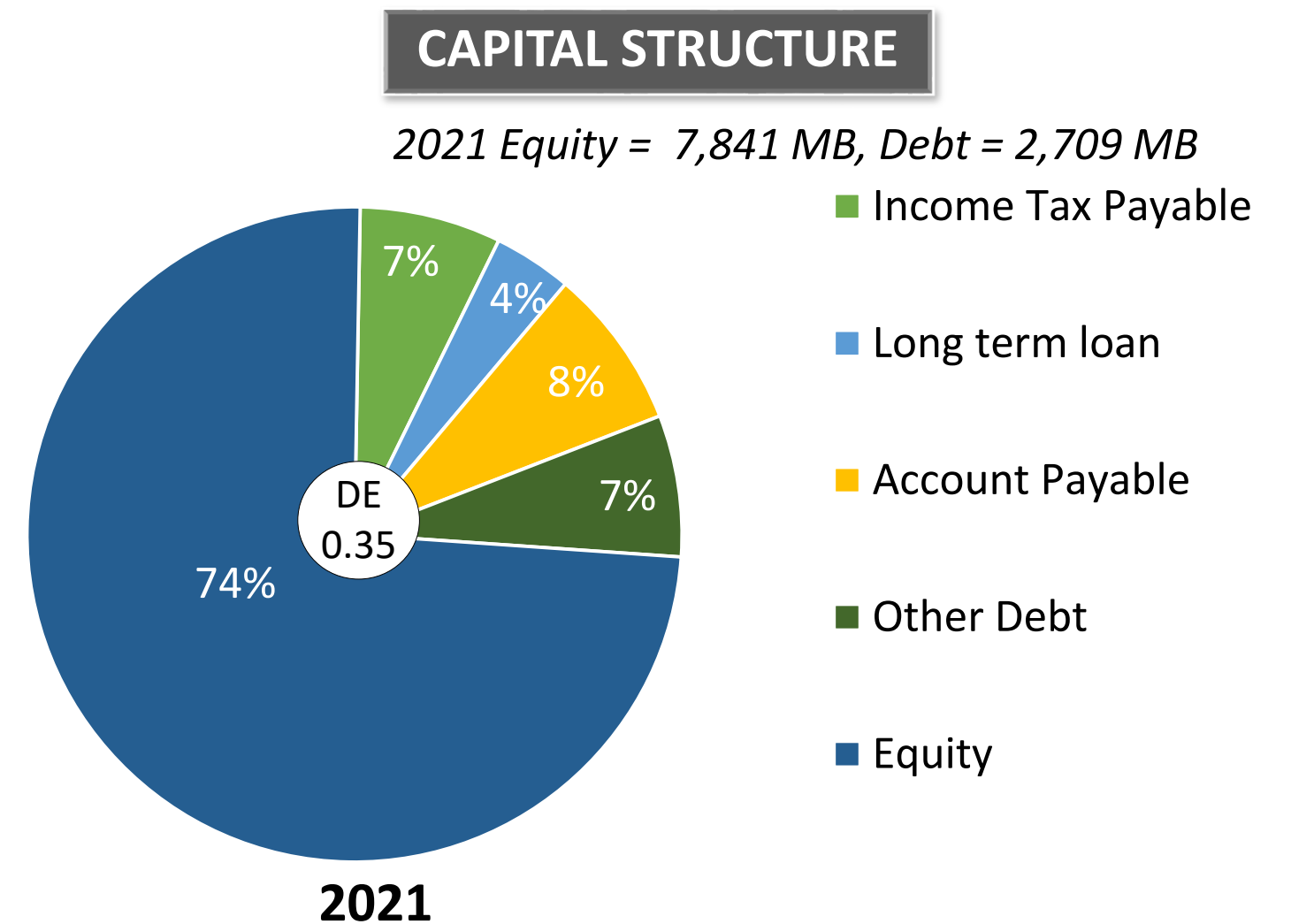
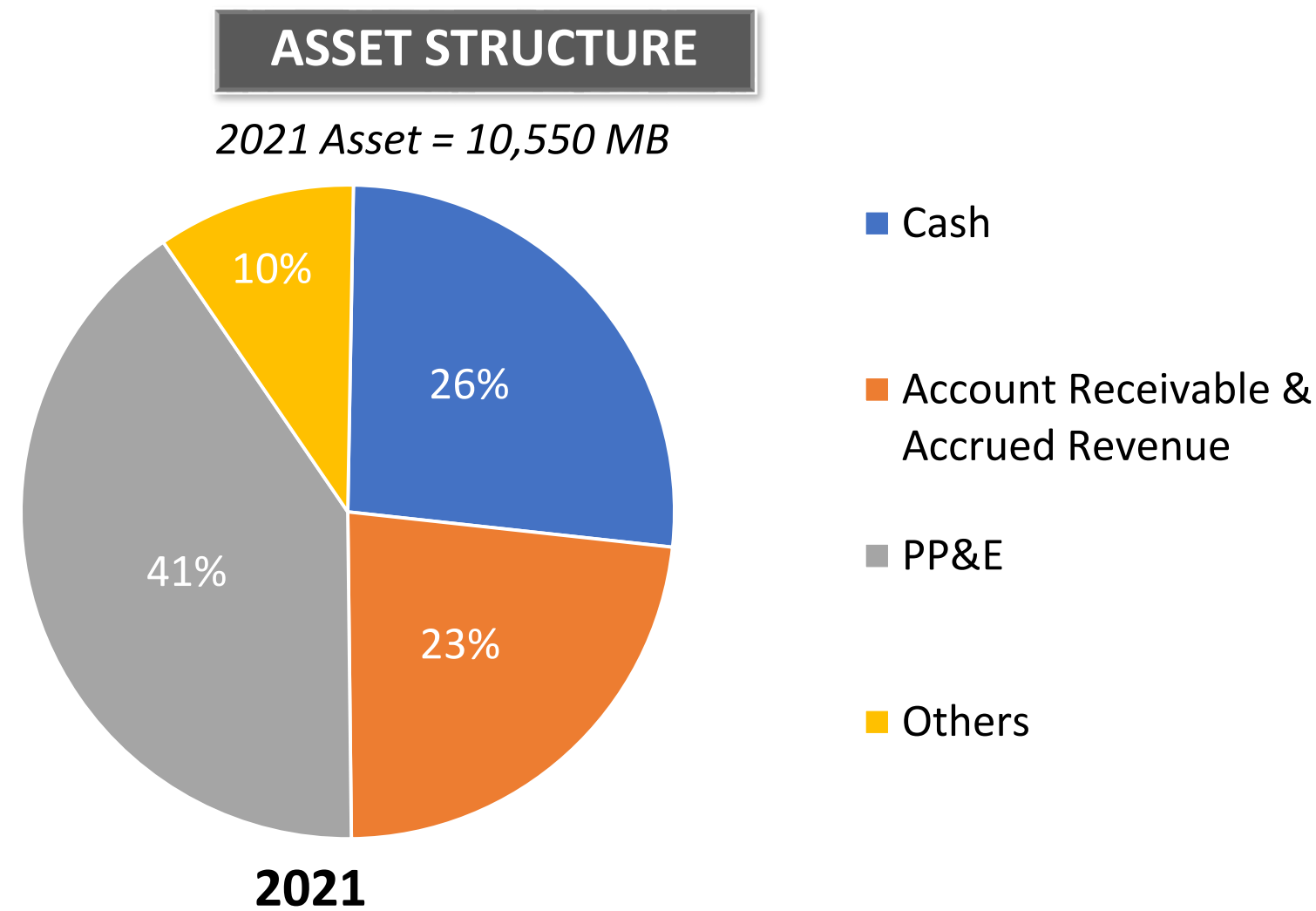
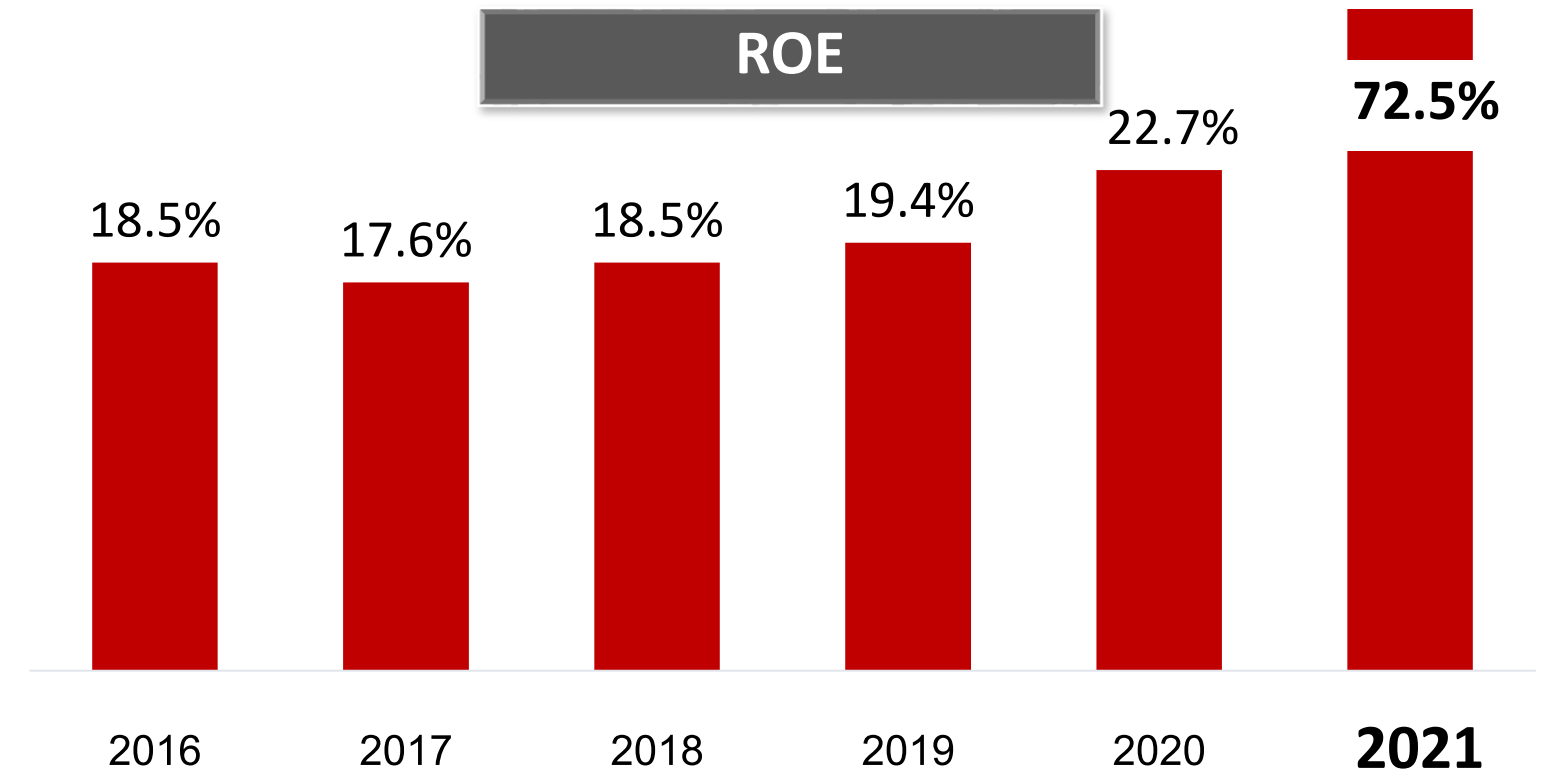
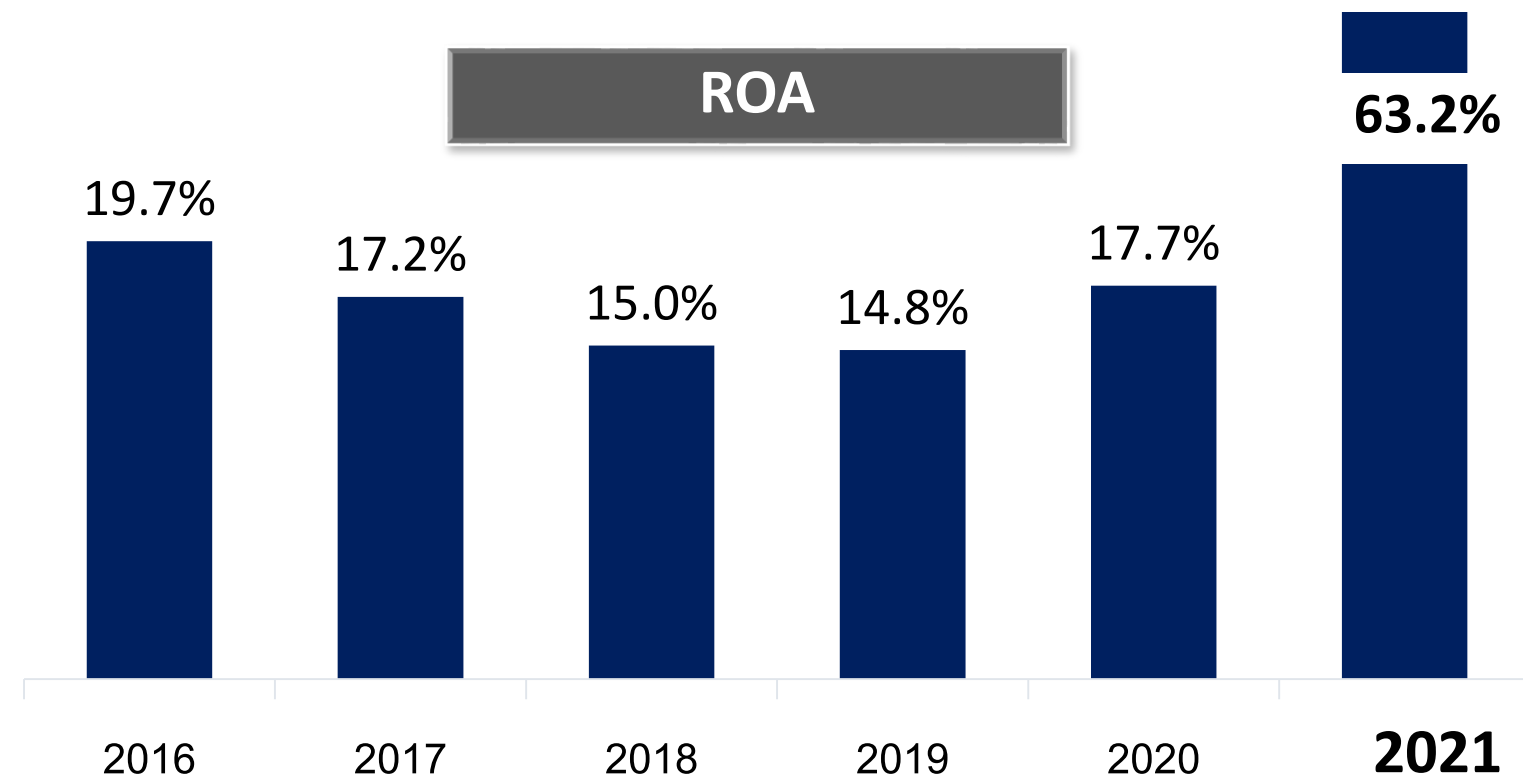
Unit : Beds-Day



• Max. capacity = Beds x 365 days

* Add more beds to accommodate the COVID-19 patients.

Asset & Capital Profile





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NEW PROJECTS

Shewarat Hospital (Cancer Center)



Highlights

- Location : Samutprakarn
The first Holistic Cancer Center in Samutprakarn province, providing both radiotherapy and chemotherapy solutions. Located next to CHG's headquarter – CH3.
- Approx. 2,000 sqm
- CAPEX : THB 250 MB
- Higher Energy Radiation (LINAC)
- 50 IPD bed
- Expected to be operational in 2022

Chularat Hospital Mae Sot (CHM)



Highlights

- Location : Mae Sot District, Tak province
- Land Area : 6 Rai
- CAPEX : THB 600 MB
- Target : A-Class patient
- 100 IPD beds
- Expected to be operational in 2023



Post-COVID-19 Plan



Expansionary Blueprint



Branch	2021 Existing Beds	2022-2026 Additional Beds
Chularat 1 Suvarnabhumi	26	-
Chularat 3 Inter	237	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 (Greenfield)	-	100
Shewarat Cancer Center (Greenfield)	-	50
CH Phraeksa (Greenfield)	-	100
Total	793	522+



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**Sustainability
Development**

Our Mission & ESG



Providing “Standard Treatment”
to **customers**.

Promoting “Quality of Life”
in **community**.

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

Creating “Happiness”
among **employee**.

MISSION



- Being a part of the community, the Company recognizes the importance of its roles and responsibilities to the community and society. With the Company's philosophy "**The hospital not only exists for profit, but also the responsibility social and the environment**", the Company has organized several social activities in collaboration with several government organizations on a regular basis, such as 10,000 Hearts Project.

10,000 Heart Heroes for safe life

4th year



HEART

Heroes



Bring good health to the community



- CHG also provides healthcare knowledge and trainings both within its premise and outside to the public and the employees of the clients such as first aid training, child care training to pregnant mothers, mobile community health promotion projects, school tours, Cardiopulmonary resuscitation (CPR) training.

Sharing to our community



- Aiming to help reducing impact of the COVID-19 and promoting health hygiene, CHG has provided life support bag including surgical mask and all necessities to people in communities nearby the Group.

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
- This specialized hospital is fully equipped with medical devices and functioned like any other hospitals



- On environmental aspect, CHG has educated its employee and the public to be aware of environmental issues and its impact and to consider these environmental issues as their personal and everyone is responsible to change their behavior to help reducing resource consumption as well as to help reducing global warming.
- Beach-Cleaning Campaign namely “ Love Earth – Reduce Waste” was organized where CHG staff helped picking the garbage on the beach.

Our Zero Waste & Green Hospital



Our Waste Separation Campaign & 4Rs

General Waste

Recycle Waste

Biohazard Waste

Hazardous Waste

Right, Reuse, Reduce, Recycle

- CHG recognized an importance of GHG emission and Global Warming issue, CHG has continuously conducted “Zero Waste & Green Hospital Campaign”, convincing its employee and clients to see an importance and benefits of waste separation, which ultimately help reducing GHG emission and global warming from waste disposal process.

Thailand Top's Corporate Brand : Healthcare Service



3 consecutive years since 2019



Our Pride



JCI & HA Accreditation

Corporate Governance

6 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



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THANK YOU