Analyst Meeting No. 1/2007

Year End 2006 Results Update

7 March 2007

Bumrungrad Hospital Public Company Limited

Bumrungrad International

Overview

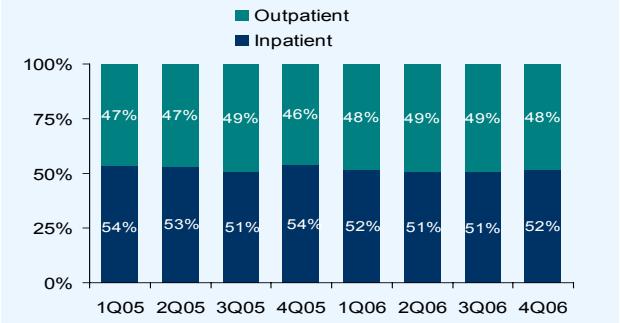
Operational Update	• International patients remain a strong growth driver despite the impact of the political uncertainties in 4Q06
Financial Performance	• Sales ↑ 8% 4Q y-o-y ↑ 16% YE • EBITDA ↑ 5% 4Q y-o-y ↑ 16% YE • Net profit ↓ 7% y-o-y ↑ 4% YE because of full tax payment in 2006 • Strong balance sheet & profitability
Updates & Strategy	• New International Clinic Building opened 2 March with new Health Screening Center • BIL capital increase to prepare for international investments

Agendas

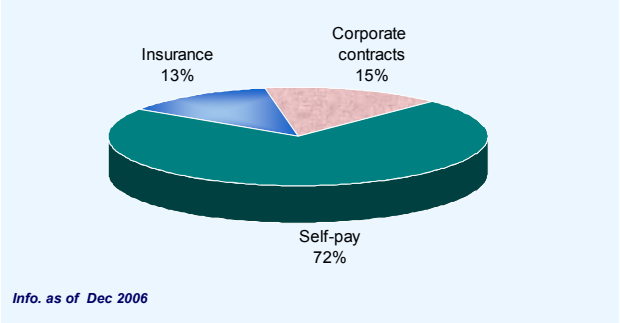
- Operational Update
- Financial Performance
- Recent Updates & Strategy

Revenue Breakdown

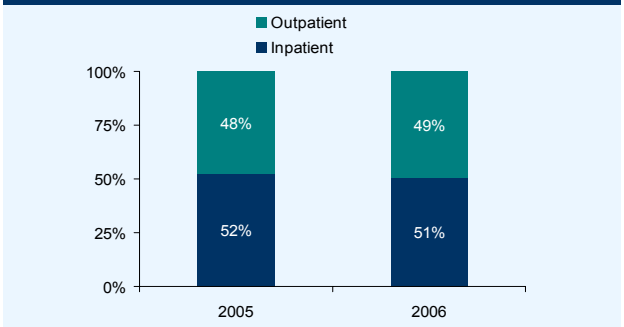
Inpatient vs. Outpatient - Quarterly (% of revenue)



Method of Payment (% of revenue)



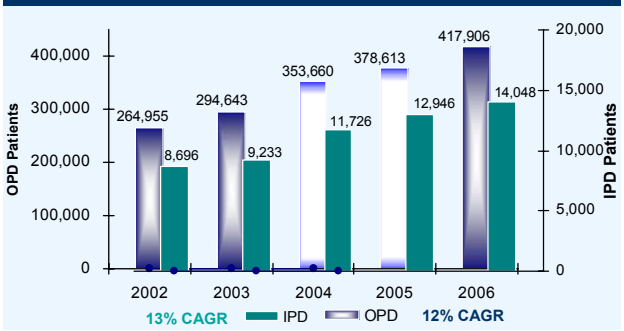
Inpatient vs. Outpatient - Yearly (% of revenue)



- Revenue contribution from outpatient gradually moves up as technology allows more inpatient procedures to be done in outpatient clinics
- Self-pay remains the primary method of payment

International Patients

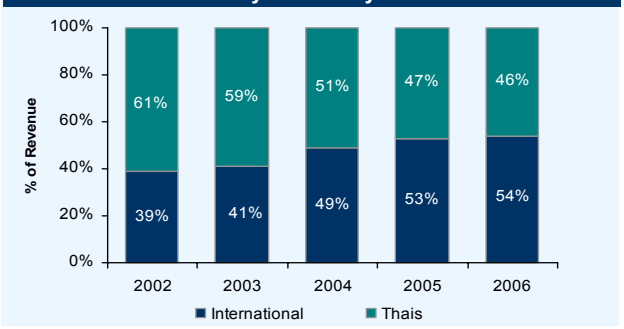
Growth in International Patients



- BH served over 430,000 international patients in 2006
- OP visits and admissions continue to see strong growth in 2006
  - OPD volume up 10%
  - IPD volume up 9%
- Top volume growth are from the Middle East, US and Ethiopia (opened rep office in 2006).
- International revenues saw an increase of 22% in 2006

Volume Contribution by Nationality

Revenue Contribution by Nationality

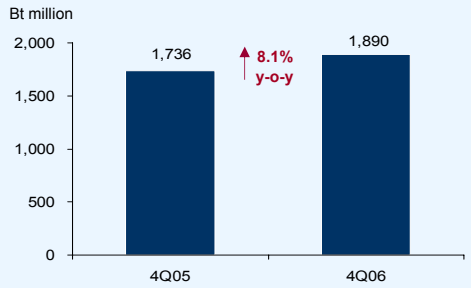


Agendas

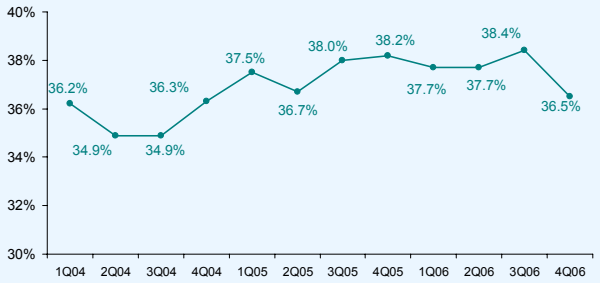
- Operational Update
- **Financial Performance**
- Recent Updates & Strategy

Sales & Gross Margin - Quarterly

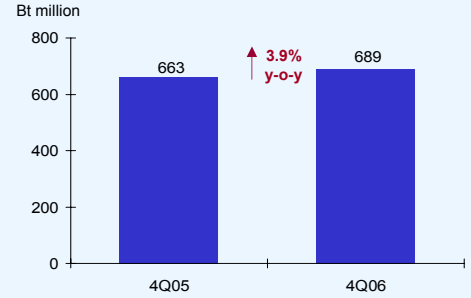
Sales from Hospital Operations



Gross Margin Trend



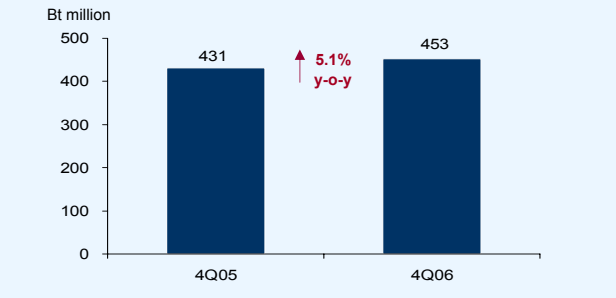
Gross Profit



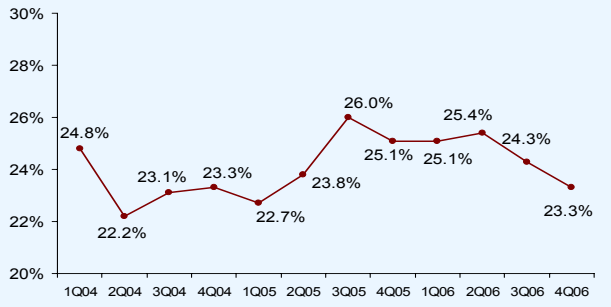
- Sales from hospital operations was up 8.1% y-o-y as a result of:
  - Inpatient revenue growth of 6%
  - Outpatient revenue growth of 15%
- Gross margin is lower in 4Q06 as a result of lower economies of scale from lower volume because of the political uncertainties coupled with end of high season of the Middle Eastern medical tourism

EBITDA & EBITDA Margin - Quarterly

EBITDA



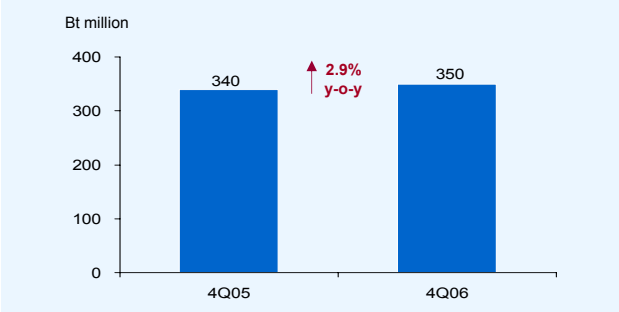
EBITDA Margin Trend



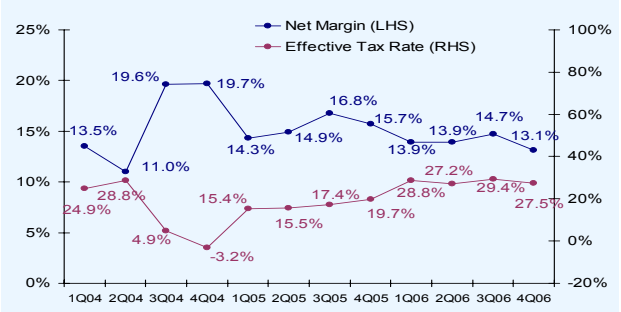
- EBITDA increased by 5.1% y-o-y, slightly slower than the sales growth, as a result of higher SG&A in 4Q06 because of:
  - new software maintenance cost and higher repair & maintenance cost of the existing hospital building
  - higher salaries and wages in 2006
- EBITDA margin as a result saw a decrease

Net Profit & Net Profit Margin - Quarterly

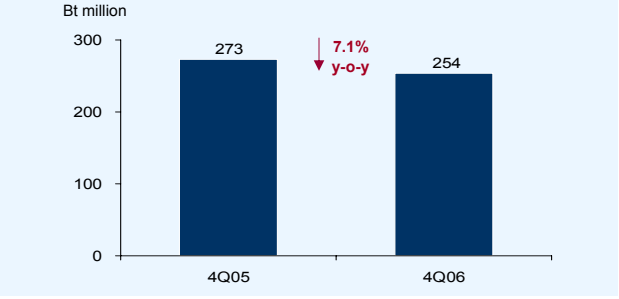
Net Profit before Tax & Minority Interest



Net Margin



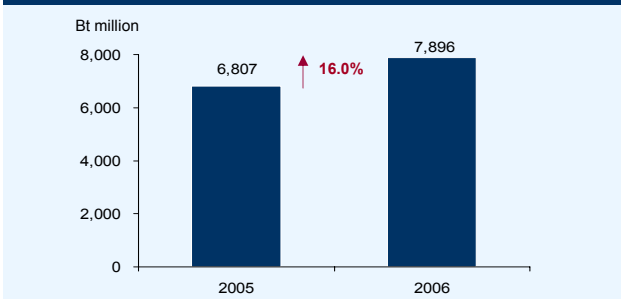
Net Profit



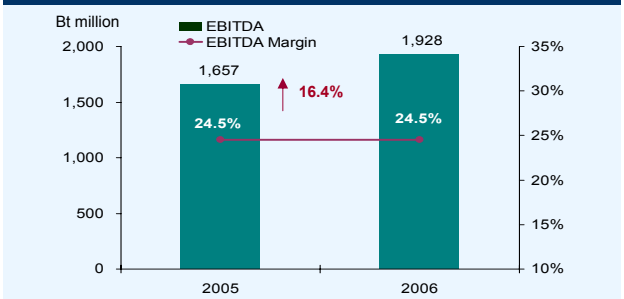
- Net profit before tax and minority interest increased by 2.9% y-o-y, from the overall slower 4Q06
- Net profit decreased by 7.1% y-o-y, primarily because tax-loss carried forward were fully utilized in 2005, which resulted in an increase in corporate income tax from Bt 67 million in 4Q05 (20% effective) to Bt 96 million in 4Q06 (28% effective)

Financial Summary – Full Year

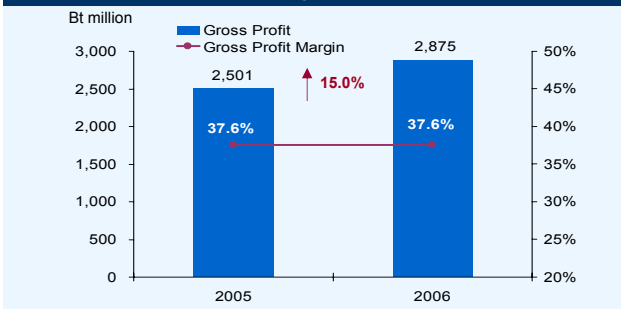
Sales from Hospital Operations



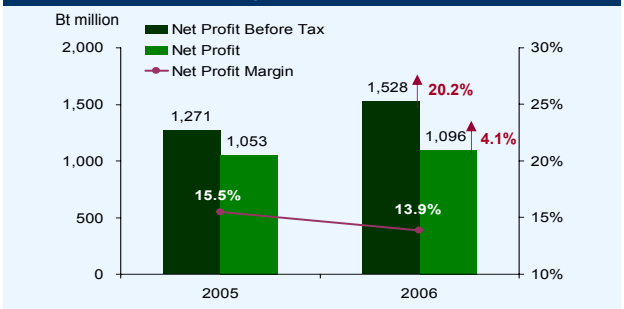
EBITDA & EBITDA Margin



Gross Profit & Gross Profit Margin



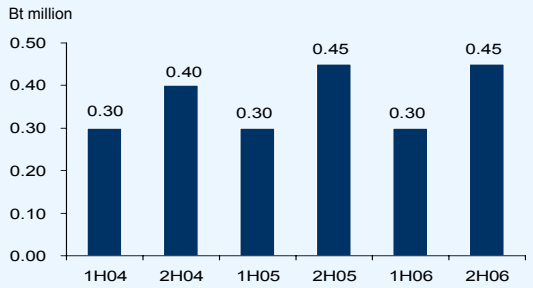
Net Profit & Net Profit Margin



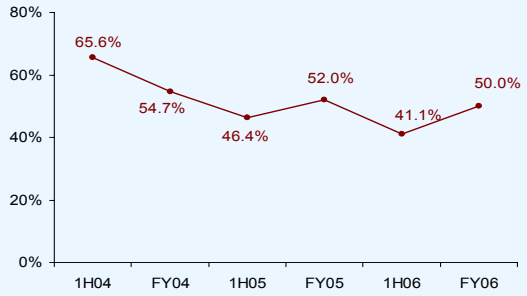
The 2006 revenue saw 16% growth while margins remained constant, except after tax margin as BH started to pay full tax rate (29% effective) in 2006 vs. 17% effective in 2005

Dividend Payment

Dividend Payment



Payout Ratio



- The board of directors announced the dividend payment with details as follows:
  - Dividend payment of Bt 0.45 per share
  - Book closing date: 4 April 2007
  - Dividend payment date: 24 May 2007
- Full year dividend = Bt 0.75 per share, representing a 50% pay-out ratio

Agendas

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Bangkok Facility Expansion Plan

Bumrungrad International Bangkok plans to expand and upgrade its facilities over the next 5 years

New BI Clinic + **Expand Inpatient Capacity** + **Existing Hospital Building**

- To double space for outpatient clinics and add new parking

- To re-acquire BH Tower building from Bangkok Bank
- To renovate the building for inpatient beds

- To renovate & upgrade building and invest in technology upgrade as the building is entering its 10th year
- To convert some space into additional ICU beds

The facilities will give a better overall hospital experience for the patients

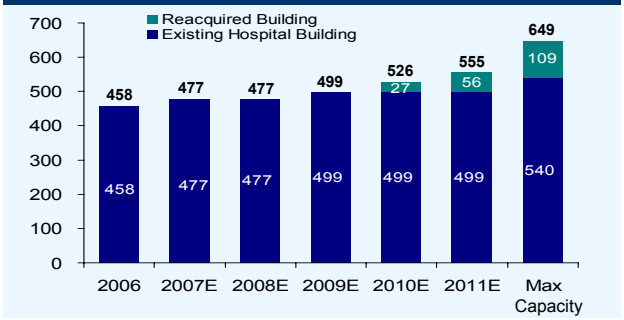
Increased capacity in the Bangkok facilities will double clinical revenue capability

Outpatient: 3,500 ➡ 6,000 patients per day

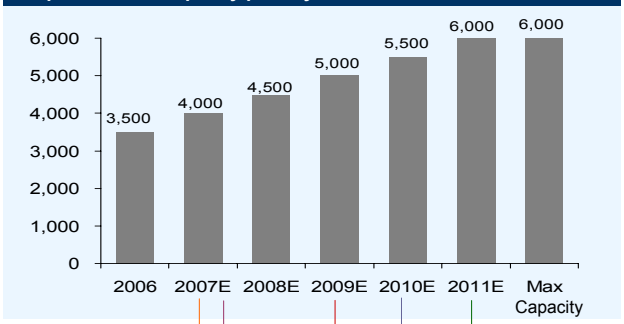
Inpatient: 500 ➡ 650 beds

Capacity Plan

Inpatient - Open Beds



Outpatient Visit Capacity per day



- Ground Fl
- Atrium
- Fl 11-Heath Screening Center

- Fl 18

- Fl 19

- Fl 20

- Sky Lobby
- Mezzanine Food Center
- Fl 12 including new OPD ancillaries
- Fl 14 new heart center
- Fl 15 new clinics
- Fl 16 new clinics
- Fl 17 new clinics

\+ Renovation of OPD clinic space in the existing hospital building

Maximum Capacity:

Inpatient beds:

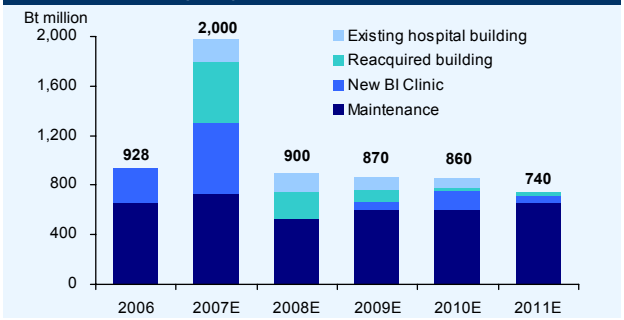
– Existing hospital building	540 beds
– Reacquired Building	109 beds
Total	649 beds

Outpatient Capacity per Day:

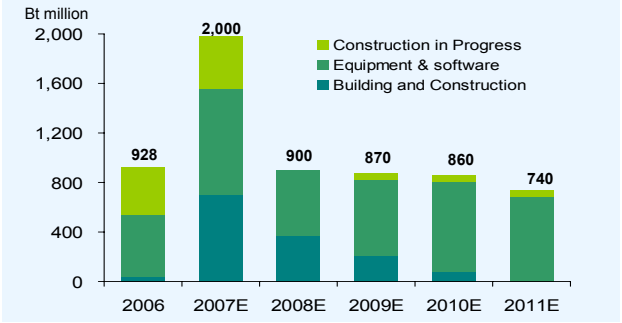
– New BI Clinic + existing hospital building	6,000 patients

CAPEX Program

CAPEX allocated by project



CAPEX allocated by asset type



Total CAPEX for the capacity expansion and renovation over the next 5 years (2007-2011):

(Excluding Maintenance CAPEX)

– New BI Clinic*	Bt 870 million
– Reacquired Building	Bt 870 million
– Existing hospital building	Bt 530 million
Total	Bt 2,270 million

* *Total CAPEX for new BI Clinic is Bt 1.5 million, of which approx. Bt 630 million has been spent in 2006 and earlier*

An All New Concept – New BI Clinic

Health Screening Lobby

Ground Floor Lobby

Health Screening Buffet

- The new BI Clinic started to open for service in 2007:
  - Ground floor lobby & parking (M – 8th Floor) on 5 Feb 07
  - 11th Floor Health Screening on 2 Mar 07

International Updates

2nd Capital Raising by BIL

- BIL is going through process of a second capital increase for Bt 1.1 billion to finance its investment projects
- This will result in BH diluting its shareholding in BIL to 31.5% from 51% to allow an additional strategic partner, Asia Financial Holdings to come in at 19.5% stake

Asian Hospital Inc., Philippines

- The information system has been put in place
- AHI Board approved the merger of HCPI (AHI subsidiary holding the land and building) into AHI to save cost and taxes

Bumrungrad Hospital, Dubai

- Construction of the hospital is under way
- The hospital is expected to finish in 2008 and to be operational in 2009, delayed from mid-2008 as the highways and residential project in the area are expected to be finished by the end of 2008
- Expected investment size remains the same at USD 9.7 million

Bumrungrad International Limited (BIL)

- BIL will raise additional capital to take advantage of significant opportunities in the region and has invited Asia Financial Holdings Limited (AFH) as a new strategic partner
- Because the transaction is considered related party transaction, it is subject to BH shareholders' approval to be held on 12 March 2007, and other requirements as needed

	1st Capital Increase	2nd Capital Increase
BIL Shareholders:		
BH	**51.0%**	**31.5%**
Istithmar	19.5%	19.5%
Temasek	19.5%	19.5%
BBL	10.0%	10.0%
AFH	**-**	**19.5%**
Proceeds	Bt 885 million *	Bt 1,118 million
Total proceeds = ~Bt 2 billion		

** Bt 453 million received; remaining Bt 432 million to be received as needed & before 2nd capital increase*

Any additional capital after this will be on a shareholding pro-rata basis

Asia Financial Holdings Limited (AFH)

- incorporated and listed on the Hong Kong Stock Exchange in 1990
- its main subsidiary is Asia Insurance, a top five player in the local general insurance market
- has strong strategic connections in China & North Asia
- financially strong

Financial Highlights:

(HK$ million)	2004	2005	1H06
Total assets	16,620	18,905	7,737
Total liabilities	13,186	15,217	1,340
Total equity	3,434	3,688	6,396
Total revenue	1,174	1,229	481
Net profit	240	185	2,792**

** *AFH reported a big increase in profit for 1H06 attributable to the sale of Asia Commercial Bank in May 2006.*

Asian Hospital Inc., Philippines

- Management is now looking at expanding the hospital from 258 beds to 400+ beds
- AHI Board approved the merger of HCPI (AHI subsidiary holding the land and building) into AHI to save cost and taxes.

		2004 vs 2005	2005 vs 2006
Volume	No of visits	↑ 52%	↑ 20%
	No of admissions	↑ 50%	↑ 13%
Financial Performance	Total Revenues	↑ 53%	↑ 24%
	EBITDA	↑ 3,515%*	↑ 125%
	Operating Profits	↑ 565%*	↑ 67%
	Net Profit	Positive in 2005**	
Balance Sheet	D/E ratio significantly improved from 3.7x in 2004 to 0.9x in 2005 and 2006 as a result of significant improvement in shareholders' equity		

** from a very small base in 2004*
*** because of extraordinary gain from debt restructuring*

2006 – 2007 Strategy

Bangkok Facility

Continued growth of the Bangkok facility through:

- Continued focus on yield management for the benefit of shareholders
- Gradual relocation of outpatient clinics to the new BI Clinic to boost 2008 capacity by 40%
- Renovation of the existing hospital building and hospital technology upgrade
- Re-acquisition of serviced apartment and parking building from BBL to renovate into IPD building

International Expansion

- Begin the expansion plan for the capacity of Asian Hospital in the Philippines from 258 beds to 400+ beds
- Construction of Bumrungrad Hospital Dubai
- Pursue additional international investment opportunities in the region

Thank You