



Analyst Meeting No. 2/2007

1Q07 Results Update

18 May 2007

Bumrungrad Hospital Public Company Limited

Overview

Operational Update

- Although patient volume saw a slower growth because of the political uncertainties and the New Year's bombing, international patients remain a strong growth driver

Financial Performance

- 1Q Sales ↑ 10% y-o-y
- 1Q EBITDA ↑ 11% y-o-y
- 1Q Net profit ↑ 11% y-o-y
- Strong balance sheet & profitability

Updates & Strategy

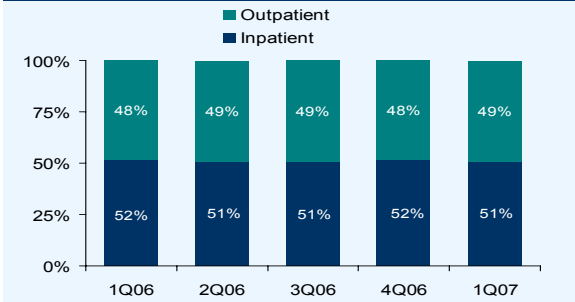
- BIL is undergoing series of capital increases to prepare for international investments
- Acquisition of Asia Renal Care has been announced; the transaction is expected to be completed in June 2007

Agendas

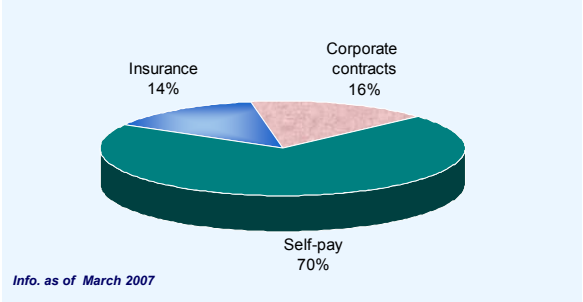
- **Operational Update**
- **Financial Performance**
- **Recent Updates : BIL & ARC**

Revenue Breakdown

Inpatient vs. Outpatient - Quarterly (% of revenue)



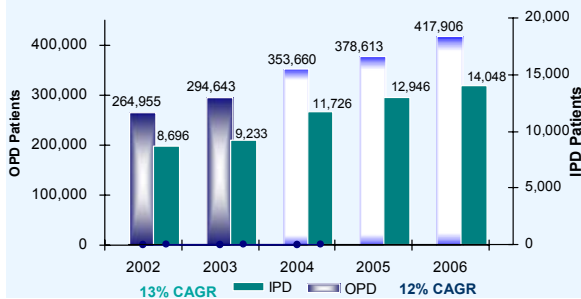
Method of Payment (% of revenue)



- Revenue contribution from outpatient gradually moves up as technology allows more inpatient procedures to be done in outpatient clinics
- Although self-pay remains the primary method of payment, the composition is slowly moving towards more insurance and corporate contracts

International Patients

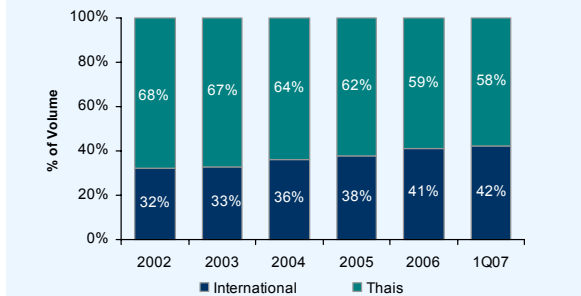
Growth in International Patients



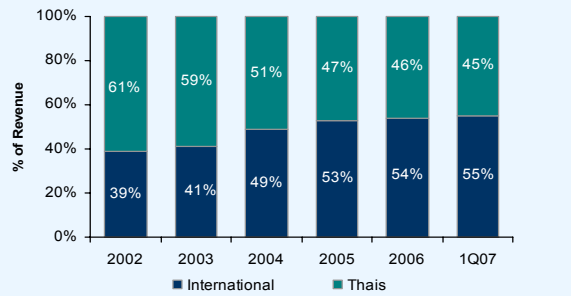
1Q07 statistics:

- **International volume** for 1Q07 y-o-y:
 - OPD volume up 3%
 - IPD volume slightly decreased y-o-y
- **International revenue** for 1Q07 y-o-y up 18%
- Top 3 y-o-y revenue growth by country in 1Q06:
 - Qatar
 - Ethiopia (now ranks 12th amongst international)
 - United Arab Emirates

Volume Contribution by Nationality



Revenue Contribution by Nationality

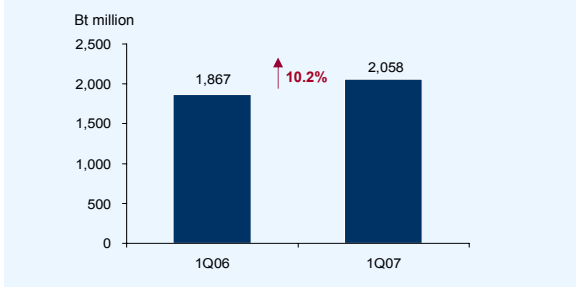


Agendas

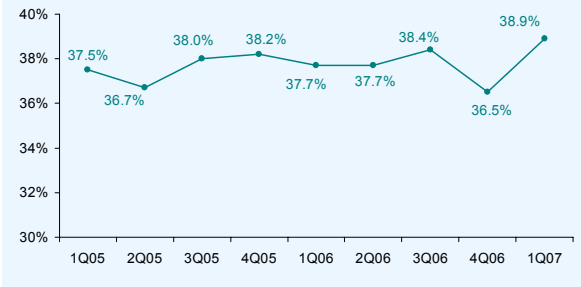
- Operational Update
- Financial Performance
- Recent Updates : BIL & ARC

Sales & Gross Margin

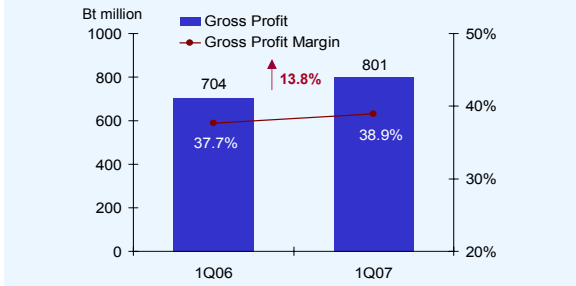
Sales from Hospital Operations



Gross Margin Trend



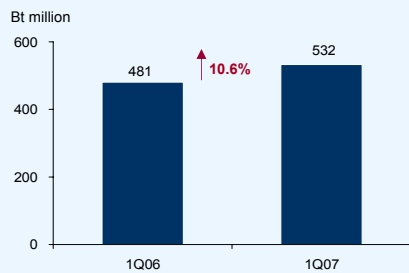
Gross Profit & Gross Margin



- Sales from hospital operations was up 10.2% as a result of:
 - Inpatient revenue growth of 8%
 - Outpatient revenue growth of 13%
- Gross profit increased by 13.8%; gross margin increased to 38.9% as a result of higher intensity
- Gross margin continues to see an improving trend over the years

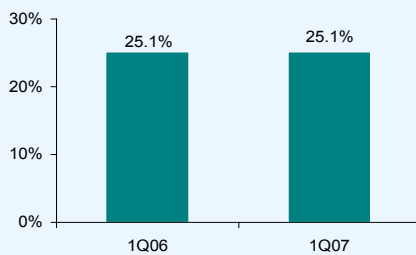
EBITDA & EBITDA Margin

EBITDA

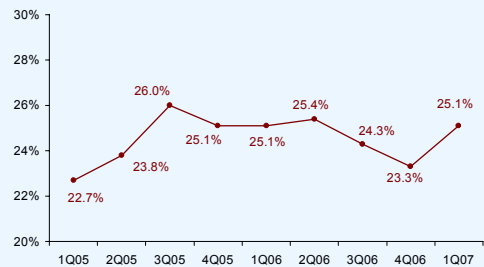


- EBITDA increased by 10.6%, in line with the increase in revenue of 10.2%.
- SG&A saw a high increase of 20% y-o-y because:
 - higher advertising expense to target domestic market
 - higher salaries and wages because of gradual increase in staff volume throughout 2006 to accommodate future patient growth and opening of new BI Clinic Building
- EBITDA margin was stable at 25.1%

EBITDA Margin Y-o-Y

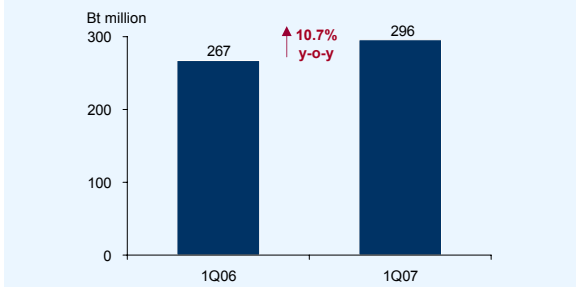


EBITDA Margin Trend

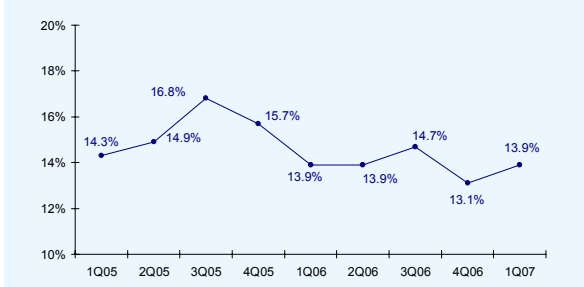


Net Profit & Net Profit Margin

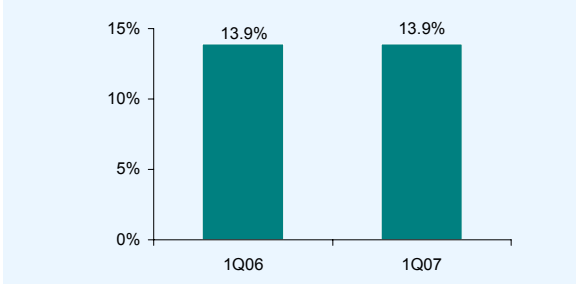
Net Profit



Net Margin Trend



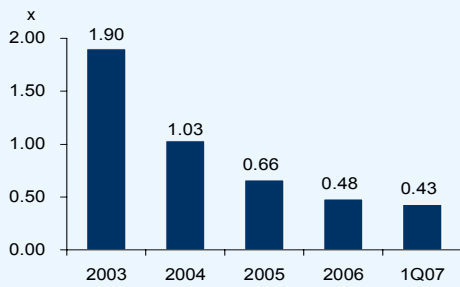
Net Profit Margin Y-o-Y



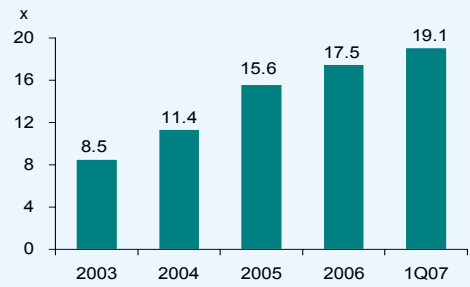
- Net profit before tax and minority interest increased by 10.7% y-o-y, in line with the increases in revenues and EBITDA
- Net profit margin remains consistent at 13.9% for 1Q07 compared to 1Q06

Leverage

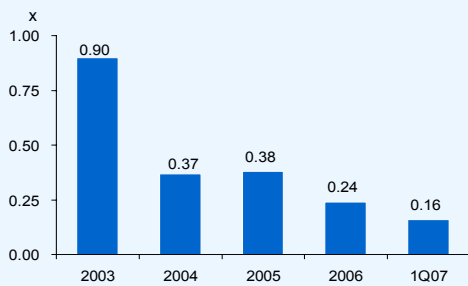
Debt to Equity



Interest Coverage



Net Debt to Equity



- Significant improvement of the balance sheet over the years as:
 - Outstanding debt position decreases
 - Shareholders' equity improves as a result of better performance
- In May 2006, BH obtained additional credit line of Bt 1,370 million, of which Bt 300 million has been drawn down in 4Q06.
- With the currently low D/E level, the loan increase to the full credit line will be acceptable on BH's balance sheet

Agendas

- Operational Update
- Financial Performance
- Recent Updates : BIL & ARC

International Updates

BIL's Capital Increase

- BIL is going through its capital increase to prepare the funds for its future acquisitions
- Asia Financial Holdings (AFH) now has 19.5% stake in BIL; BH's shareholding in BIL is diluted down to 31.5%

Acquisition Announced

- BIL announced the acquisition of Asia Renal Care Limited (ARC) for 100% shares for ~USD 75 million
- The transaction is expected to be completed in June 2007

Existing BIL Hospitals

- Asian Hospital's performance is on track, reporting small profits for 1Q07
- Bumrungrad Hospital Dubai's construction is continuing

BIL's Capital Increase Plan

BIL recently announced series of capital increases to finance its future acquisitions

	1 st Capital Increase	2 nd Capital Increase	3 rd Capital Increase
Expected completion:	27 Apr 07	~ Jun 07	~ Dec 07
No of new shares issued:	7,282,908	8,445,758	9,000,000
Subscription Price:	Bt 153.52	Bt 100.00	Bt 100.00
BIL Shareholders:			
BH	31.5% *	31.5%	31.5%
Istithmar	19.5%	19.5%	19.5%
Temasek	19.5%	19.5%	19.5%
BBL	10.0%	10.0%	10.0%
AFH	19.5% *	19.5%	19.5%
Proceeds	Bt 1,118 million	Bt 845 million	Bt 900 million
Total proceeds = ~Bt 2.9 billion;			
BH's portion is ~ Bt 550 million			
(Bt 266 million for 2nd capital increase & Bt 284 million for 3rd capital increase)			

* BH waived its right to subscribe to its portion of BIL's new shares to allow a new strategic partner, Asia Financial Holdings Limited (AFH) to subscribe to such shares

Use of Funds

- Total capital raised (from day 1 of BIL) Bt 4,348 million
- Capital to be used for:
 - Asian Hospital, Inc. (paid) 9%
 - Asia Renal Care acquisition & expansion 74%
 - Bumrungrad Hospital Dubai, LLC 12%
 - Ongoing operations support 5%

Asia Renal Care Limited (ARC)

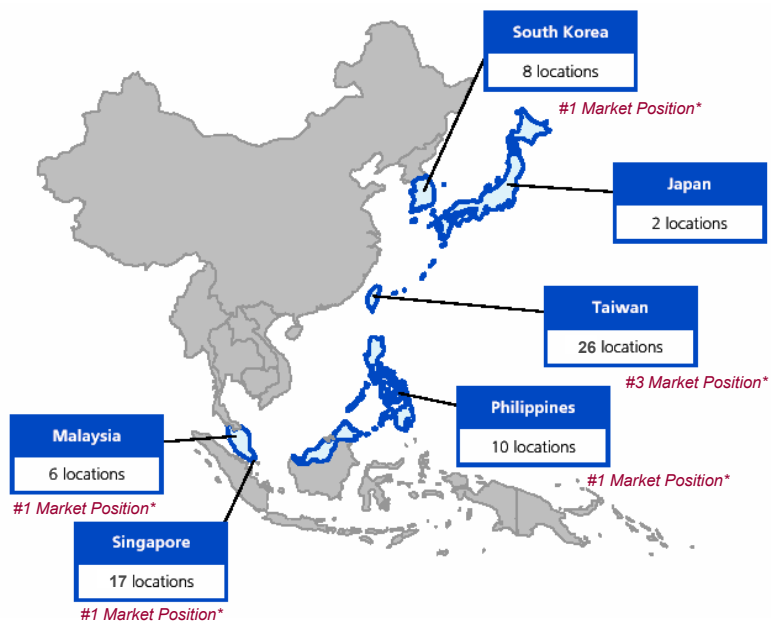
- BIL announced the acquisition of 100% of shares in ARC for USD 70 million + maximum price adjustment of USD 5 million
- The transaction is expected to be closed in June 2007

ARC Company Profile:

- Headquartered in Singapore; established in 1997
- Leading private provider of dialysis and related services in Asia
- Operates 69 facilities (as of April 07) of inpatient and free-standing outpatient dialysis clinics in 6 countries, providing regular treatment to over 4,400 patients
- Holds leading positions in most of the high growth markets it operates, with established platform to further expand into other suitable Asian and Middle Eastern markets

ARC Network & Locations

Currently, ARC has 69 centers



* Among private providers, excludes public sector and NGOs

ARC Financial Highlights

USD '000	2004	2005
Total assets	39,061	44,818
Total liabilities	15,301	17,333
Registered capital	574	574
Paid up capital	235	235
Total shareholders' equity (before minority interest)	22,904	26,510
Total revenue	40,238	53,604
Total expenses (before tax & minority interest)	37,710	48,239
Net income	1,052	3,286

** Audited financial statements*

ARC Investment Rationale

Supply side of healthcare

- Entry into the dialysis clinic market keeps BIL in the asset or supply oriented part of the health industry

Right timing for consolidation in Asia

- The acquisition of ARC offers strong and diversified growth opportunities as future acquisitions will provide entrance into new geographic markets with partnerships with physicians who are key to attracting and retaining patients

Greater access to Middle East healthcare market

- Greater access by providing various healthcare outsourcing services including renal dialysis services
- This is consistent with BIL's strategy to focus on expertise and chronic care services in the Middle East

Strong growth record

- ARC's strong growth record is driven primarily through acquisitions and augmented by internal sales growth
- ARC offers stable and predictable cash flows and profit margins, as patients with ESRD need repeated dialysis

Leading and largest independent dialysis provider

- ARC has strong competitive positioning in the high-growth Asian dialysis market
- ARC has strong brand name & reputation
- It focuses on quality patient care and clinical outcome

Experienced management team

- Experienced management team with expertise in the dialysis industry
- Proven track record of success in choosing the right opportunities for expansion and disciplined financial management

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	1Q06 vs 1Q07
Volume	No of visits	↑ 52%	↑ 20%	↑ 17%
	No of admissions	↑ 50%	↑ 13%	↑ 9%
Financial Performance	Total Revenues	↑ 53%	↑ 24%	↑ 18%
	EBITDA	↑ 3,515%*	↑ 125%	↑ 95%
	Operating Profits	↑ 565%*	↑ 67%	From neg to pos
	Net Profit	Positive in 2005**		Positive in 1Q07
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

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