



Analyst Meeting No. 3/2007

2Q07 Results Update

20 August 2007

Bumrungrad Hospital Public Company Limited

Overview

Operational Update

- Although patient volume showed modest growth, international patients remain a strong growth driver; focus is on yield

Financial Performance

- 2Q Sales ↑ 11% y-o-y
- 2Q EBITDA ↑ 12% y-o-y (excl one-time item) ↑ 8% y-o-y (reported EBITDA)
- 2Q Net profit ↑ 15% y-o-y (excl one-time item) ↑ 6% y-o-y (reported Net Profit)
- Strong balance sheet & profitability

Updates & Strategy

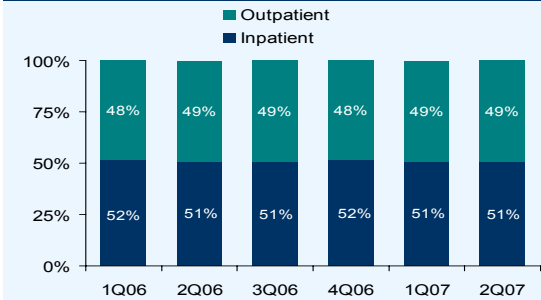
- The acquisition of Asia Renal Care was completed on 13 June 2007
- BIL signed an agreement with the Health Authority of Abu Dhabi to manage Al Mafraq Hospital in the United Arab Emirates on 19 June 2007

Agendas

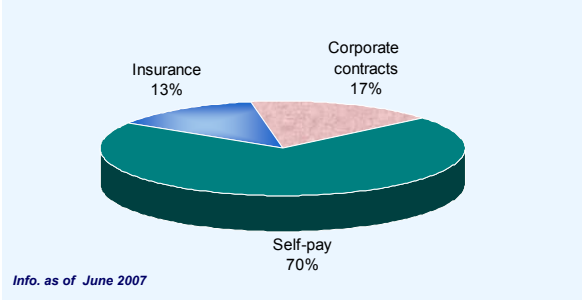
- **Operational Update**
- **Financial Performance**
- **Recent Updates**

Revenue Breakdown

Inpatient vs. Outpatient - Quarterly (% of revenue)



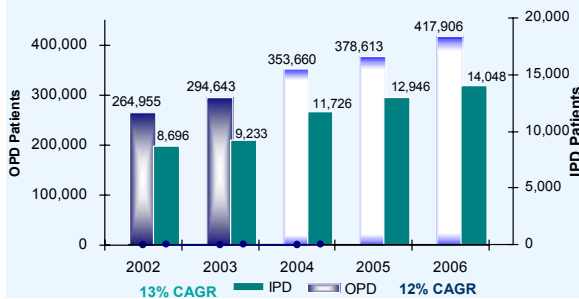
Method of Payment (% of revenue)



- 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

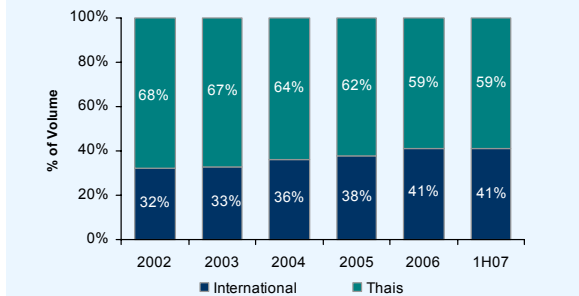
Growth in International Patients



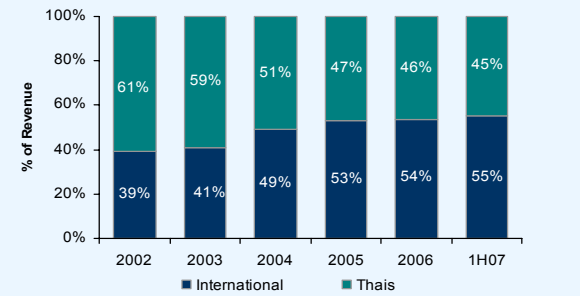
1H07 statistics:

- **International volume** for 1H07 y-o-y:
 - Stable but yield up sharply
- **International revenue** for 1H07 y-o-y up 17%
- Top revenue growth by country in 1H07:
 - Qatar
 - Ethiopia
 - Myanmar
 - Germany
 - United Arab Emirates

Volume Contribution by Nationality



Revenue Contribution by Nationality

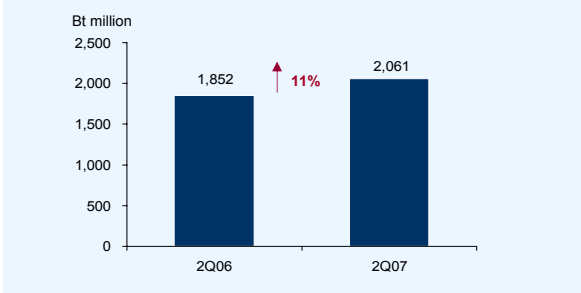


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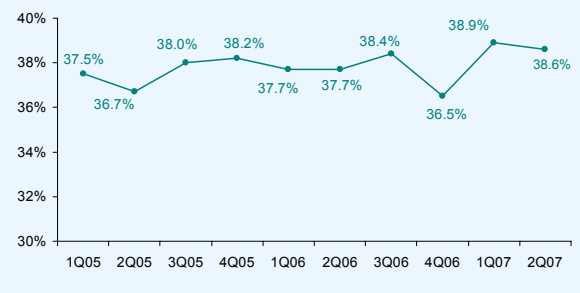
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Sales & Gross Margin

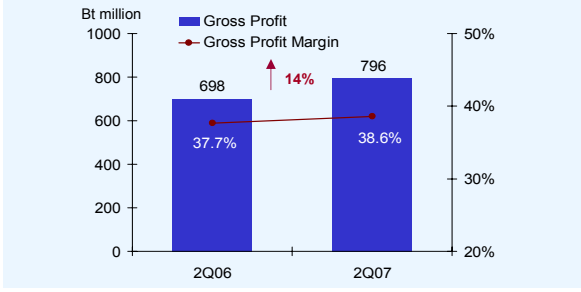
Sales from Hospital Operations



Gross Margin Trend



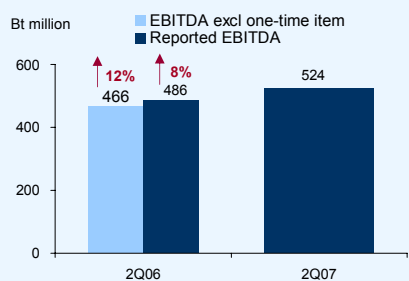
Gross Profit & Gross Margin



- Sales from hospital operations was up 11% as a result of:
 - Inpatient revenue growth of 10%
 - Outpatient revenue growth of 12%
- Gross profit increased by 14%; gross margin increased to 38.6% as a result of higher intensity
- Gross margin continues to see an improving trend over the years

EBITDA & EBITDA Margin

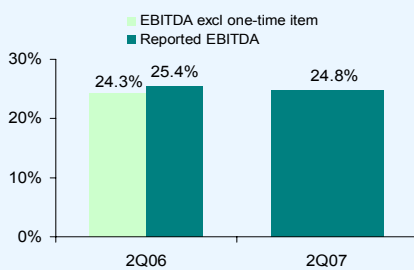
EBITDA



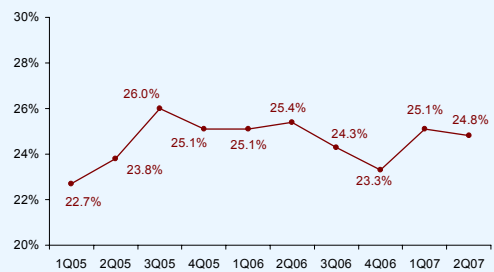
2Q06 SG&A included a one-time reversal of non-operating accrued expense related to intended bond issuance of Bt 20 million

- Excluding one-time expense, EBITDA increased by 12%, in line with increase in revenues
- EBITDA margin increased slightly from 24.3% (excluding one-time item) in 2Q06 to 24.8% in 2Q07

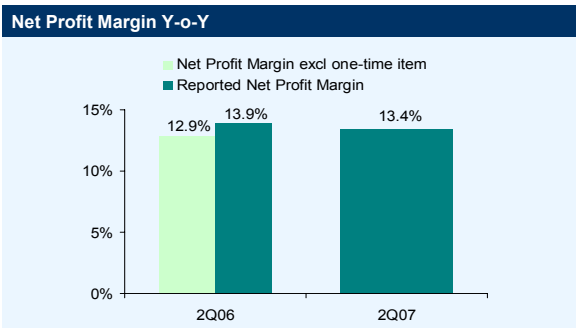
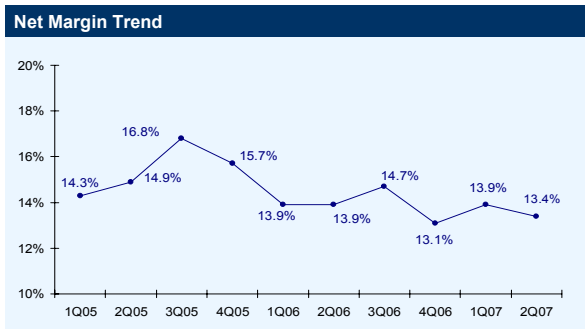
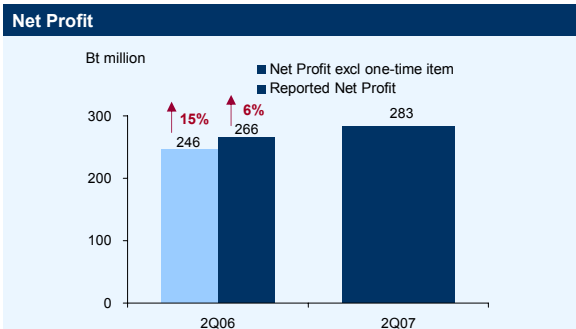
EBITDA Margin Y-o-Y



EBITDA Margin Trend



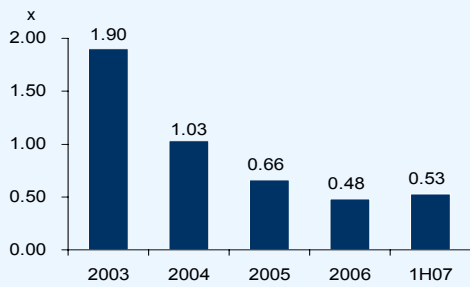
Net Profit & Net Profit Margin



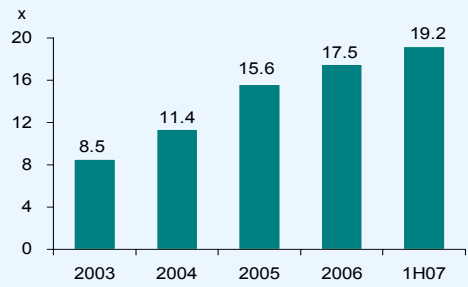
- Net profit from operations (excluding one-time item) increased by 15% y-o-y; Reported net profit increased by 6% y-o-y.
- Net profit margin for 2Q07 was at 13.4%, compared to 12.9% (net profit excluding one-time item) and 13.9% (reported net profit) for 2Q06.

Leverage

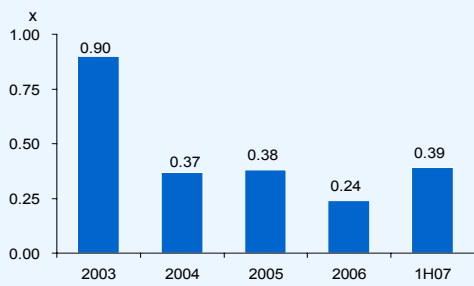
Debt to Equity



Interest Coverage

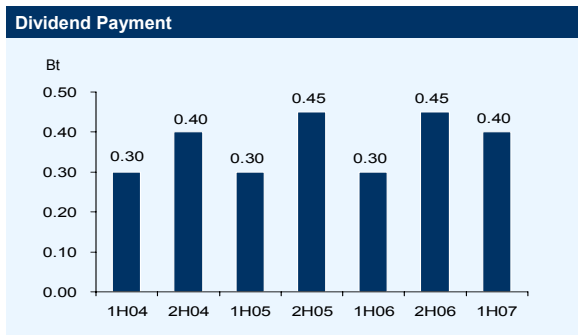


Net Debt to Equity

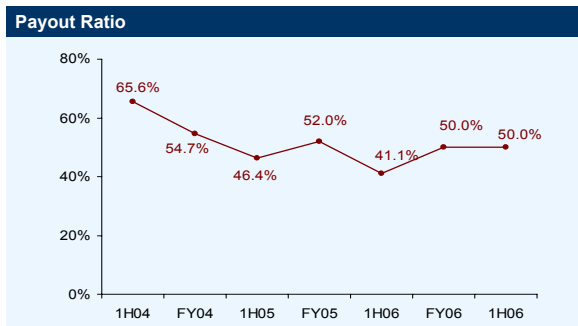


- Significant improvement of the balance sheet over the years as:
 - Outstanding debt position decreases
 - Shareholders' equity improves as a result of better performance
- Higher D/E ratio for 1H07 because of the drawdown of KTB loan of Bt 330 million to support the CAPEX

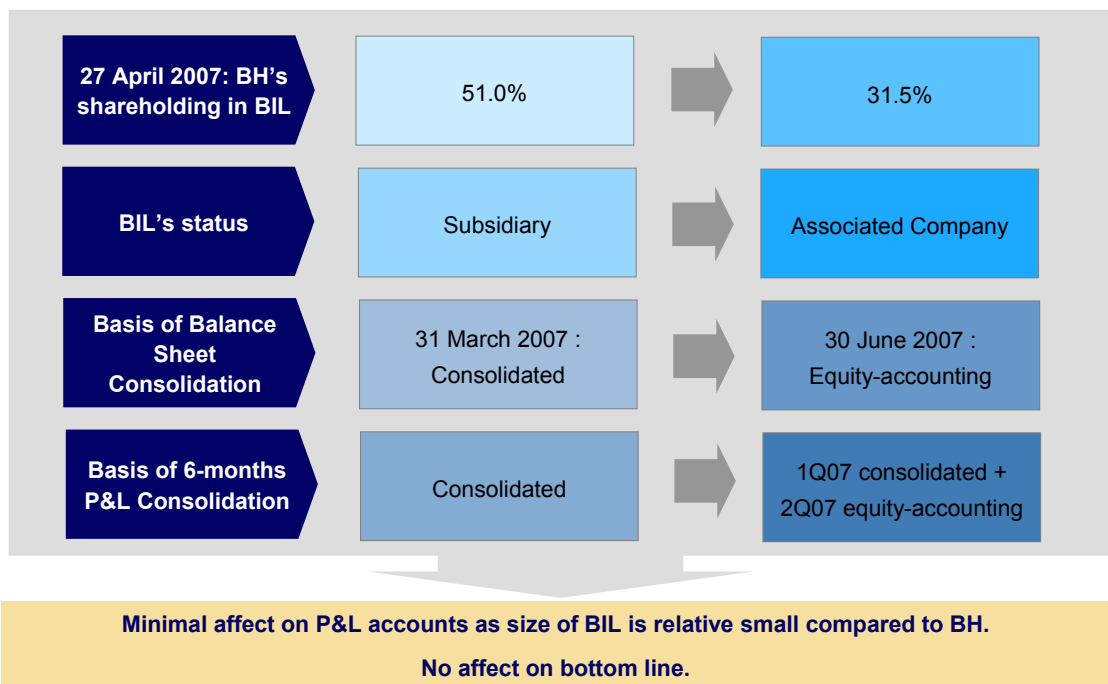
Dividend Payment



- The board of directors announced the dividend payment with details as follows:
 - Dividend payment of Bt 0.40 per share / Totaling Bt 292 million
 - Book closing date: 22 Aug 2007
 - Dividend payment date: 8 Sept 2007



Basis of Consolidation



Agendas

- Operational Update
- Financial Performance
- Recent Updates

Update : Bangkok Facility

Bumrungrad International Clinic:

Additional 7 floors is expected to be open in April 2008:

- 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

This will boost outpatient capacity by 40%



International Updates

Asian Renal Care (ARC)

- The transaction was closed on 13 June 2007
- The management is looking to expand further in Taiwan & Singapore

Al Mafraq Hospital, Abu Dhabi

- BIL, among other elite international hospitals including Johns Hopkins and Cleveland Clinic, was awarded, a 4-years management contract to manage Al Mafraq Hospital in Abu Dhabi
- The hospital has 460 acute care beds, 14 intensive care and 14 special care baby unit beds
- The hospital is visited by an estimated 310,000 patients including more than 25,000 inpatients annually

Existing BIL Hospitals

- Bumrungrad Hospital Dubai's construction is continuing, and is expected to be completed in early 2009
- Asian Hospital's performance is on track

Asian Hospital Inc., Philippines

- ⇒ Management plans to split the expansion into 2 phases: Outpatient, then inpatient (est 2010)
- ⇒ 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	1H06 vs 1H07
Volume	No of visits	↑ 52%	↑ 20%	↑ 17%
	No of admissions	↑ 50%	↑ 13%	↔
Financial Performance	Total Revenues	↑ 53%	↑ 24%	↑ 13%
	EBITDA	↑ 3,515%*	↑ 125%	↑ 95%
	Operating Profits	↑ 565%*	↑ 67%	↑ 77%
	Net Profit	Positive in 2005**		Positive in 1H07
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
- ⇒ Expansion of BIL's presence in the Middle East: Bumrungrad Hospital Dubai & management contract of Al Mafraq Hospital
- ⇒ Expansion of the recently acquired Asian Renal Care
- ⇒ Pursue additional international investment opportunities in the region

Thank You