



vibhavadihospital



Opportunity Day

YE/2023

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MILESTONES

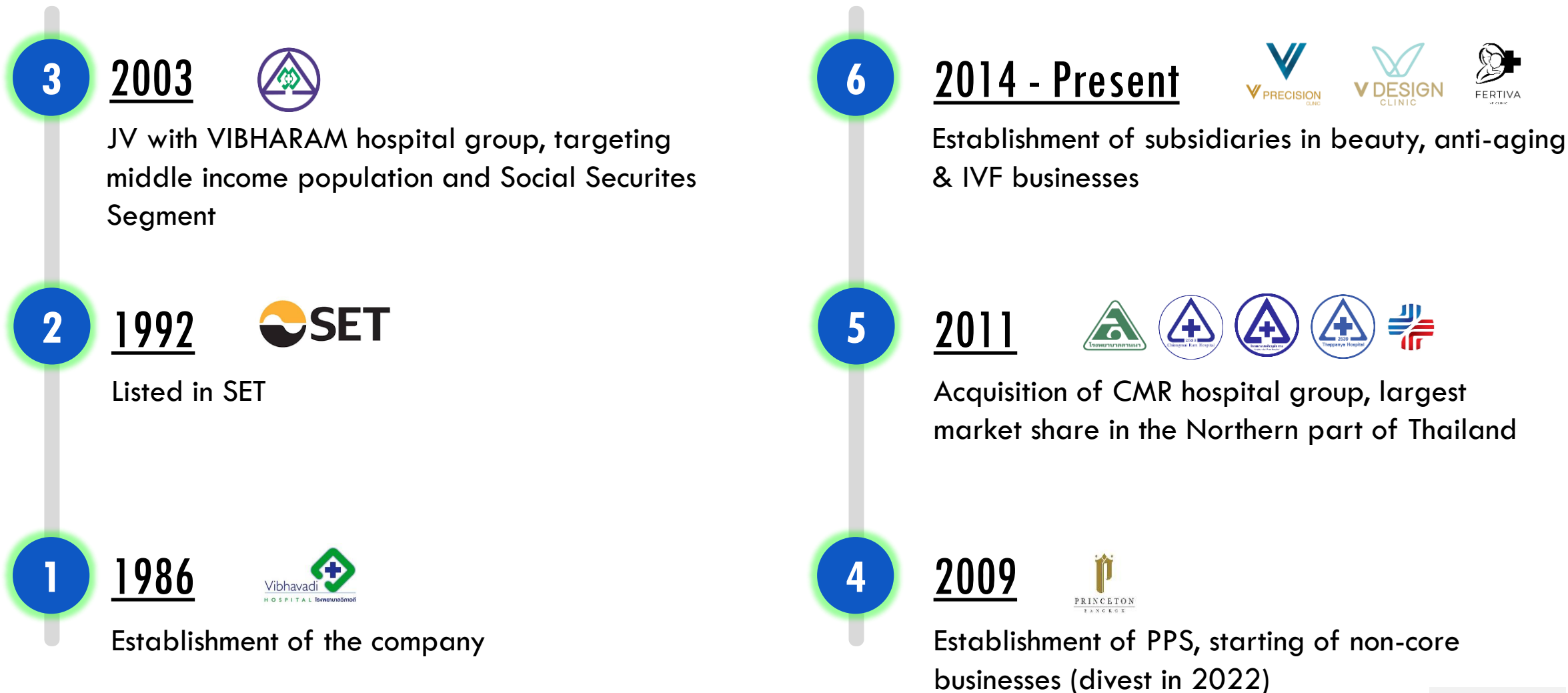


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MEDICAL OPERATION



GROUP STRUCTURE

Parent & Subsidiaries

Hospital	Code	Ownership	# beds	SSO
Vibhavadi	VIBHA	100.00%	258	N
Lanna	LANNA	82.57%	330	Y
Chiangmai Ram	CMH	46.54%	220	N
Theppanya 1&2	TPY	46.54%	170	Y
Hariphunchai Ram	HARI	71.59%	220	Y
Maesot-ram	PW	37.13%	100	N
Ramkhamhaeng Chiangmai	-	45.19%	-	-

Non-hospital company	Code	Ownership
Beauty Design Center	BDC	46.25%
V Precision	VP	70.00%
Bangkok Medica Clinic	MDC	34.88%

Associates

Hospital	Code	Ownership	# beds	SSO
Vibharam Group	VBR	33.85%	1,060	Y
Bangpo	BP	28.57%	100	N
Khelangnakorn-ram	KL	11.84%	103	N
Chiangrai Ram	WCH	23.34%	59	N

Non-hospital company	Code	Ownership
Thippayabadin	TBD	36.50%

GROUP STRUCTURE

Vibharam Group (VBR)

Hospital	Status	Location	Share held by	Ownership	# beds	SSO
Vibharam Pattanakarn	Head Quarter	Bangkok	-	100.00%	150	Y
Vibharam Laemchabang	Branch	Chonburi	-	100.00%	100	Y
Vibharam Samutsakhon	Branch	Samutsakhon	-	100.00%	100	Y
Sirinart Buengkum	Temporarily closed	Bangkok	-	100.00%	-	N
Vibharam Pakkred	Subsidiary	Nonthaburi	VBR	88.46%	100	Y
Vibharam Amatanakorn	Subsidiary	Chonburi	VBR	75.11%	137	Y
Vibharam Samutprakarn	Subsidiary	Samutprakarn	VBR	99.27%	100	N
Phaetpanya	Subsidiary	Bangkok	VBR	50.00%	125	Y
Cancer Center Amatanakorn	Subsidiary	Chonburi	Vibharam Amatanakorn	37.56%	10	N
Synphaet Seriruk	Associate	Bangkok	VBR	16.39%	238	N
Total					1,060	

20 Hospitals : 2,620 beds
6,500+ doctors 6,000+ nurses
18,000+ staff

GEOGRAPHIC LOCATIONS

CMR Group (Subsidiary)

	LANNA	Lanna Hospital
	CMH	Chiangmai Ram Hospital
	TPY	Theppanya Hospital (1&2)
	HARI	Hariphunchai Ram Hospital
	KL	Khelangnakorn-ram Hospital
	WCH	Chiangrai Ram Hospital
	PW	Maesot-ram Hospital

8 Hospitals; 1,202 beds
(Chiangmai, Chiang Rai, Lamphun, Lampang, Tak)

Vibhavadi Hospital : VIBHA (258 beds)



Bangpo General Hospital : BP (Associate) (100 beds)



Vibharam Group : VBR (Associate)



Vibharam Pattanakarn H.
Sirinart Buengkum H.
Vibharam Pakkred H.
Vibharam Samutsakhon H.
Phaetpanya H.
Synphaet Seriruk H.

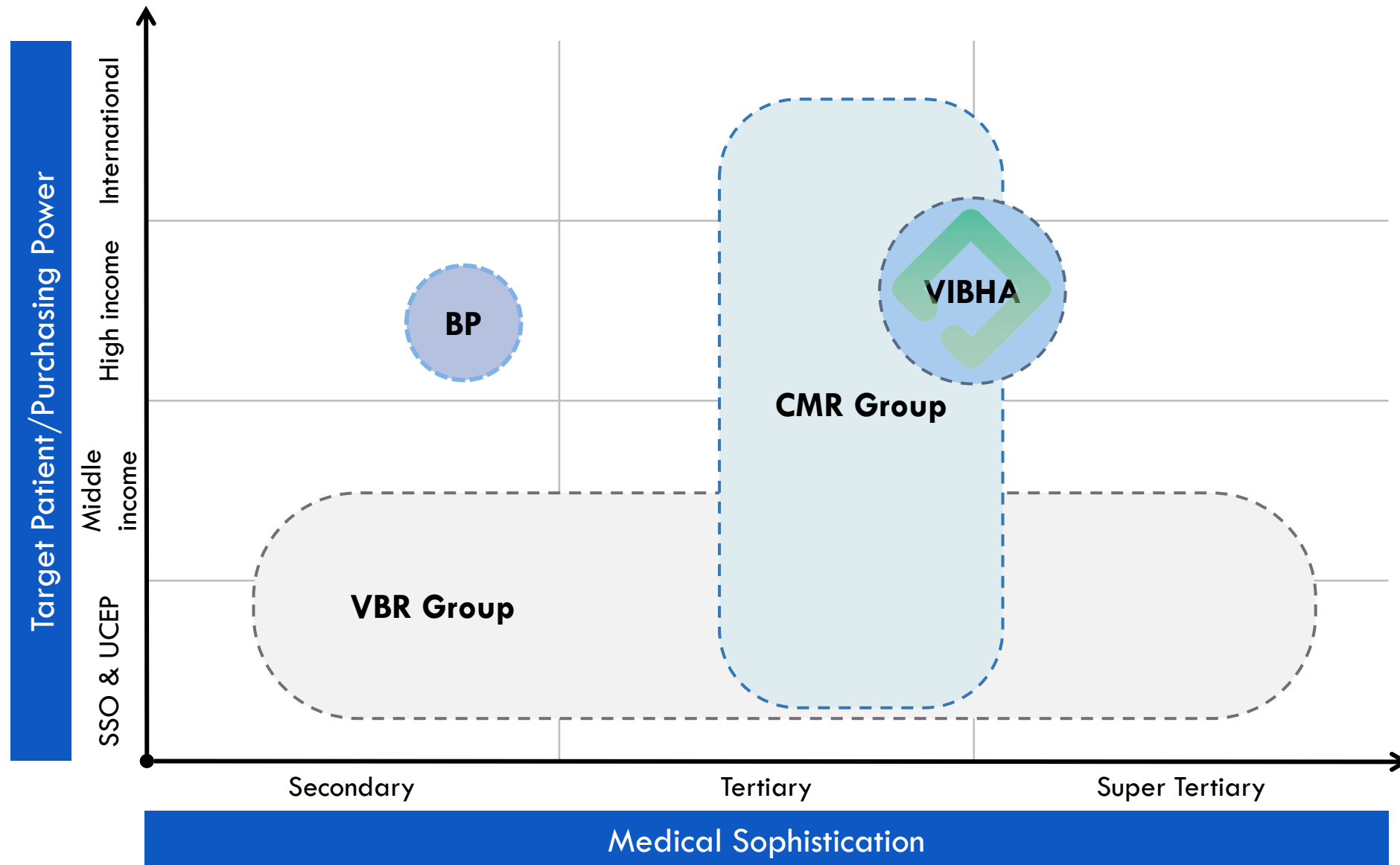
Vibharam Chaiprakarn H.

Vibharam Laemchabang H.

Vibharam Amatanakorn H.
Cancer Center Amatanakorn

10 Hospitals; 1,060 beds
(BKK, Nonthaburi, Samutsakhon, Samutprakarn, Chonburi)

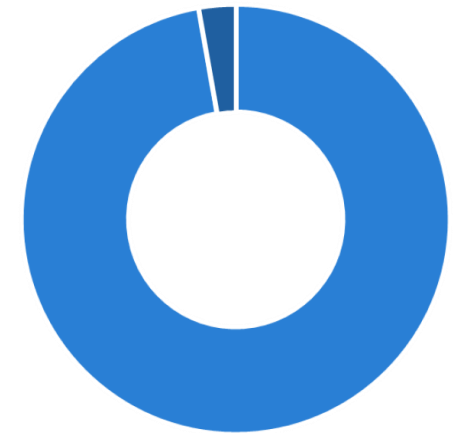
PATIENT MIX DIVERSIFICATION



SHAREHOLDERS

% Shareholding	Top 10 Shareholders' Names
15.35%	F&S 79 COMPANY LIMITED
15.00%	MR. CHAISITH VIRIYAMETTAKUL
8.88%	SYNPHAET HOSPITAL PUBLIC COMPANY LIMITED
7.09%	RAMKHAMHAENG HOSPITAL PUBLIC COMPANY LIMITED
5.93%	CHAO PHYA HOSPITAL PUBLIC COMPANY LIMITED
4.61%	MR. PISUTH VIRIYAMETTAKUL
4.15%	VIBHARAM HOSPITAL COMPANY LIMITED
3.48%	MR. PHIJIT WIRIYAMETTAKUL
1.44%	MR. PHICHIT WIRIYAMETTAKUL
1.35%	MR. PHIPHAT WIRIYAMETTAKUL
67.30%	TOTAL

Shareholding ratio



Natives	97.23%
Foreigners	2.77%

Source : The Securities and Exchange Commission
datawarehouse.dbd.go.th

Update : 6 Dec 2023

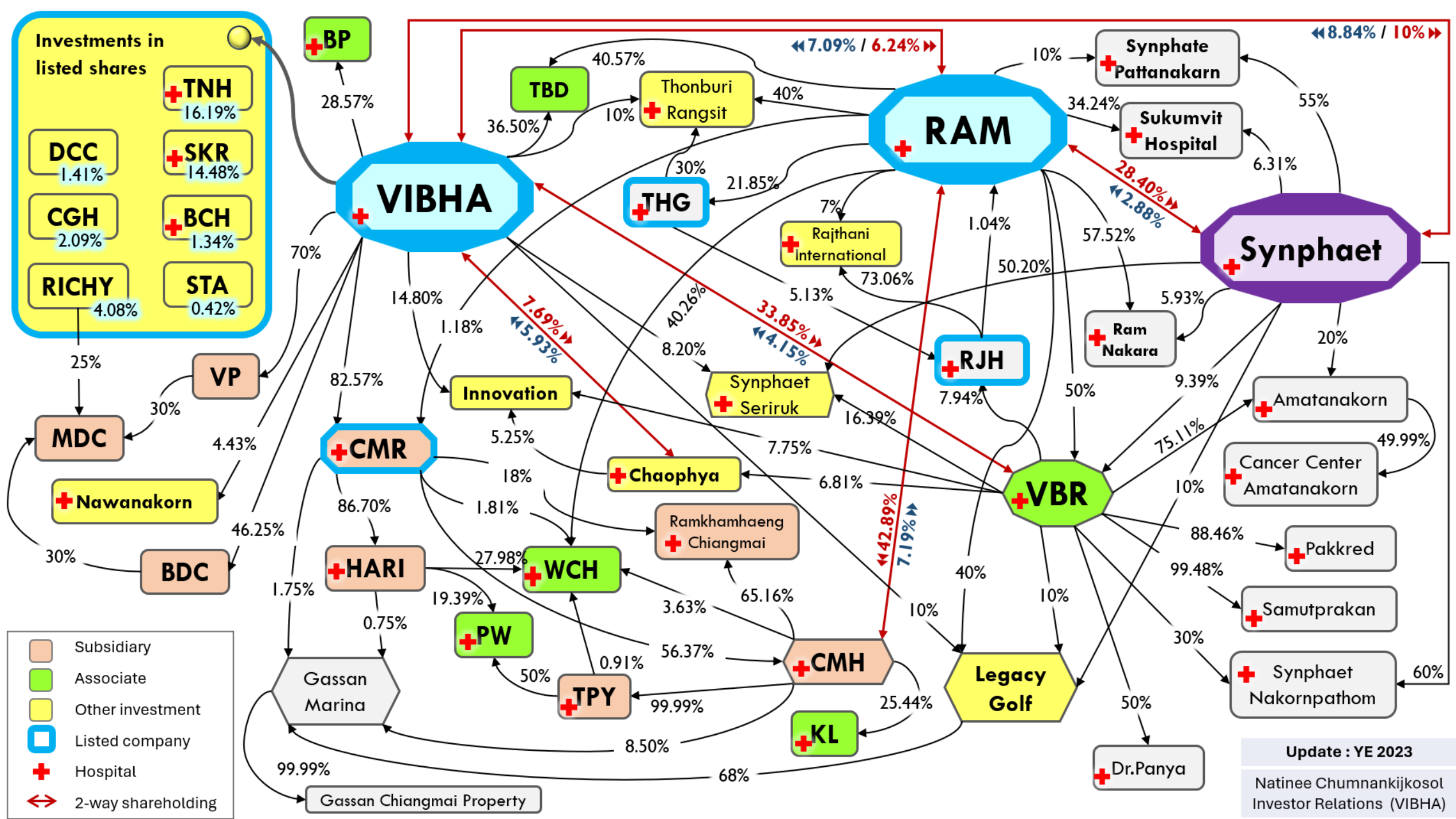




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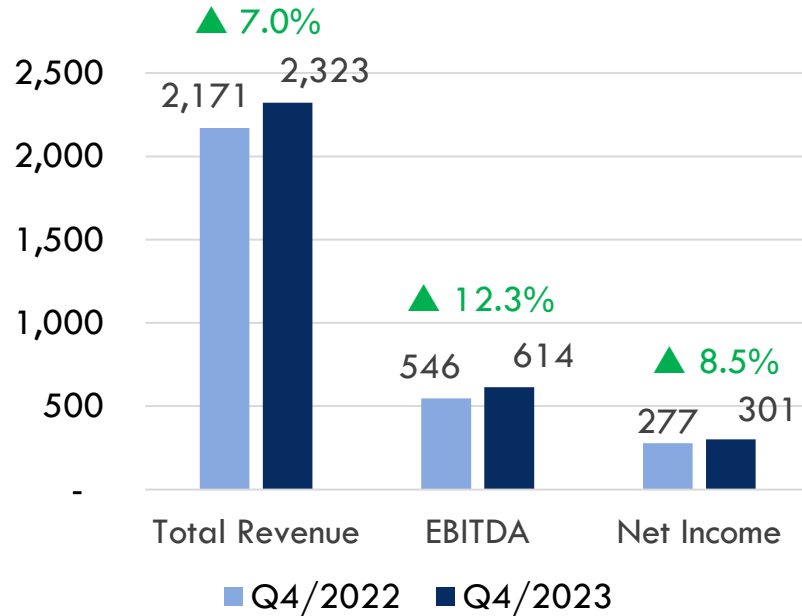
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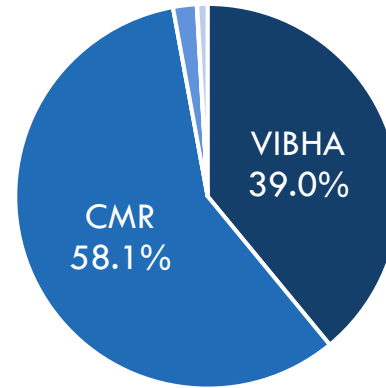
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Q4/2023 FINANCIAL SUMMARY



TOTAL REVENUE
BDC 2.0%, MDC 0.0%, VP 0.9%



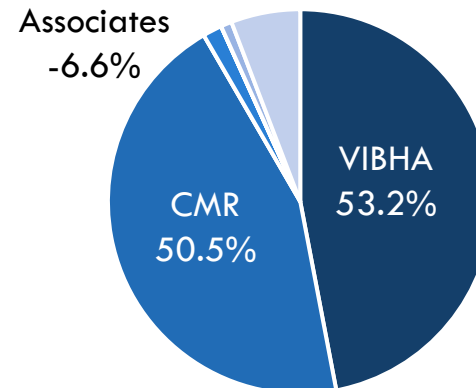
NET PROFIT

Company	% of Conso	% Change
VIBHA	70.4%	- 8.3%
CMR	38.8%	+ 312.6%
BDC	2.8%	+ 56.9%
MDC	-0.2%	- 531.5%
VP	1.5%	+ 12.6%
Share profit from associates	-13.3%	- 40.2%
VBR	-15.5%	- 130.3%
BP	1.2%	- 27.9%
TBD	-0.5%	+ 90.3%
KL, PW, WCH	1.5%	+ 424.2%

Number of Patients

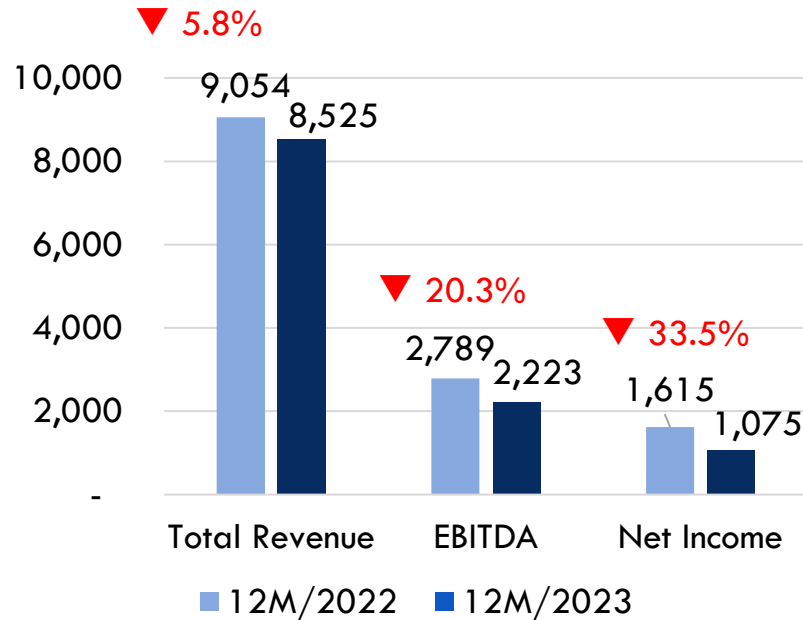
Company	OPD		IPD	
	% Change	Ratio*	% Change	Ratio*
VIBHA	+ 1.4%	n.a.	+ 0.2%	n.a.
CMR Group	+ 8.0%	34 : 66	+ 5.1%	66 : 34
VBR Group	- 15.7%	32 : 68	- 12.2%	54 : 46

EBITDA
BDC 1.8%, MDC 0.0%, VP 1.0%

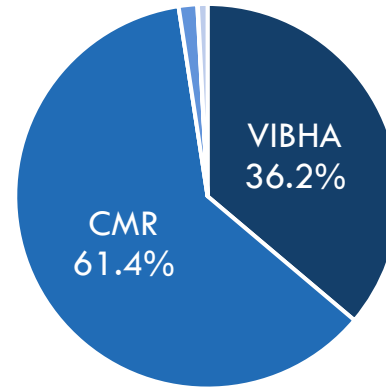


*Ratio ⇨ General patients : SSO patients

12M/2023 FINANCIAL SUMMARY



TOTAL REVENUE
BDC 1.6%, MDC 0.0%, VP 0.8%



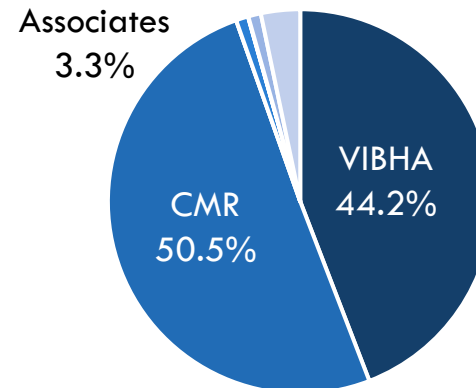
NET PROFIT

Company	% of Conso		% Change
VIBHA	55.7%	-	21.6%
CMR	34.8%	-	44.0%
BDC	1.3%	-	45.9%
MDC	-0.1%	-	1258.5%
VP	1.6%	+	14.9%
Share profit from associates	6.7%	-	45.7%
VBR	4.4%	-	60.9%
BP	1.1%	-	44.2%
TBD	-0.2%	+	91.1%
KL, PW, WCH	1.4%	-	16.1%

Number of Patients

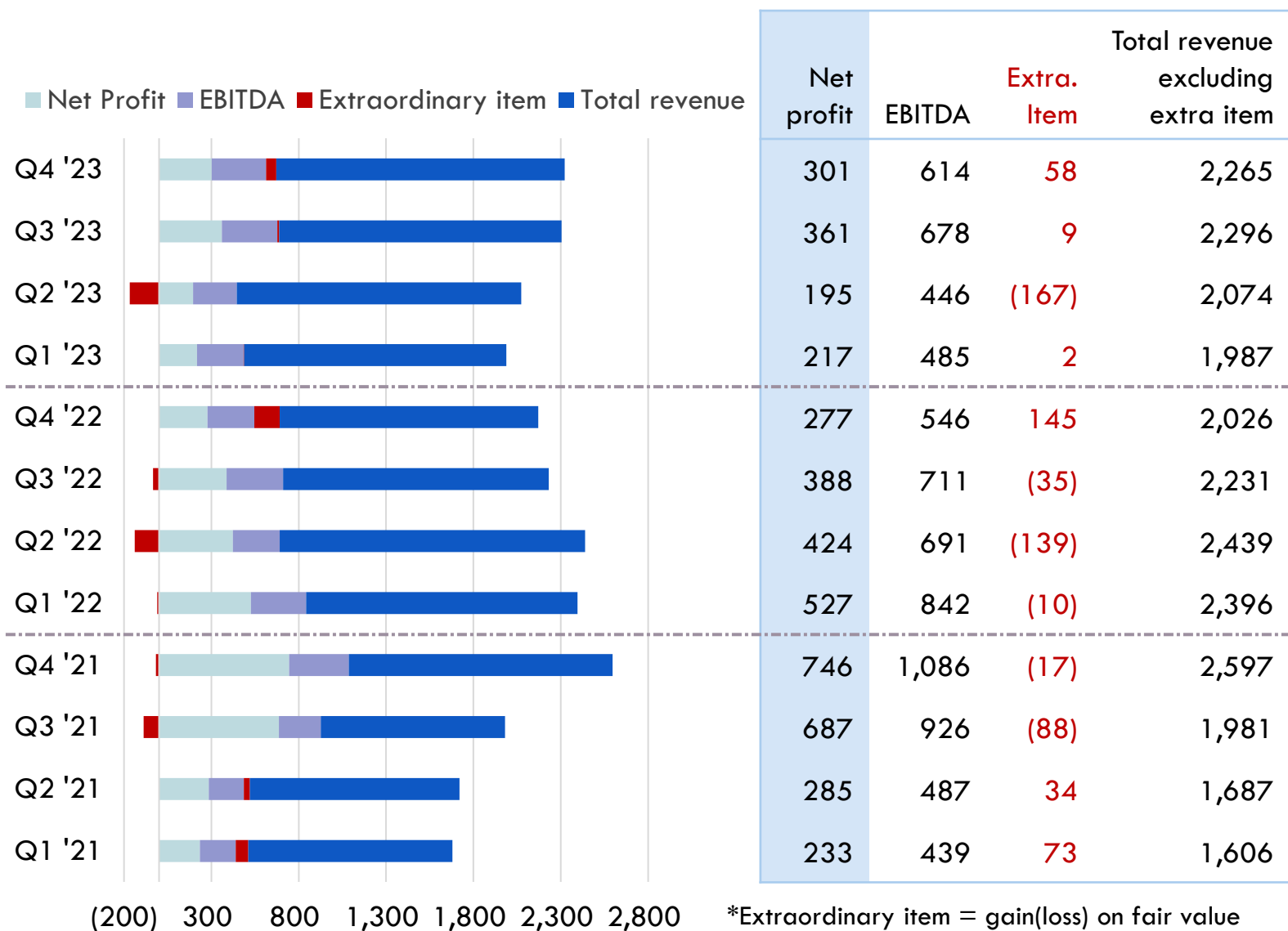
Company	OPD		IPD	
	% Change	Ratio*	% Change	Ratio*
VIBHA	- 20.7%	n.a.	- 4.2%	n.a.
CMR Group	+ 6.8%	40 : 60	+ 3.8%	66 : 34
VBR Group	- 18.0%	45 : 55	- 50.6%	76 : 24

EBITDA
BDC 1.0%, MDC 0.0%, VP 1.1%



*Ratio ⇨ General patients : SSO patients

FINANCIAL PERFORMANCE TRENDS



*Extraordinary item = gain(loss) on fair value measurement of financial assets

Period	Explanation	
2023	Q4	n.a.
	Q3	n.a.
	Q2	▲ Excluding the extraordinary item, better performance QoQ
	Q1	▼ Less gain on revaluation of investment ▼ Loss on sale of investment
2022	Q4	▼ No UCEP revenue for Covid-19 patients
	Q3	▲ Revenue from vaccine expiration, 77mb
	Q2	▲ Special income from offsite visits for HI patients in Lamphun, 200mb
	Q1	▲ High number of Covid-19 patients ▲ Gain on sale of investment, 24mb
2021	Q4	▲ Share profit from associates, 258mb
	Q3	▲ Share profit from associates, 407mb
	Q2	n.a.
	Q1	▲ Gain on sale of investment, 17mb ▼ Covid-19 outbreak, 2 nd wave

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REVENUE COMPONENTS — CONSO [BY TYPE OF SERVICE]

- Other income
- Gain (loss) on revaluation of investments
- Gain on reclassification of investments
- Dividend income
- Gain (loss) on sale of investments
- Rental and service income
- Vaccine Moderna
- Medical treatment (Covid-19)
- Medical treatment (general)

Millions
2,600

2,200

1,800

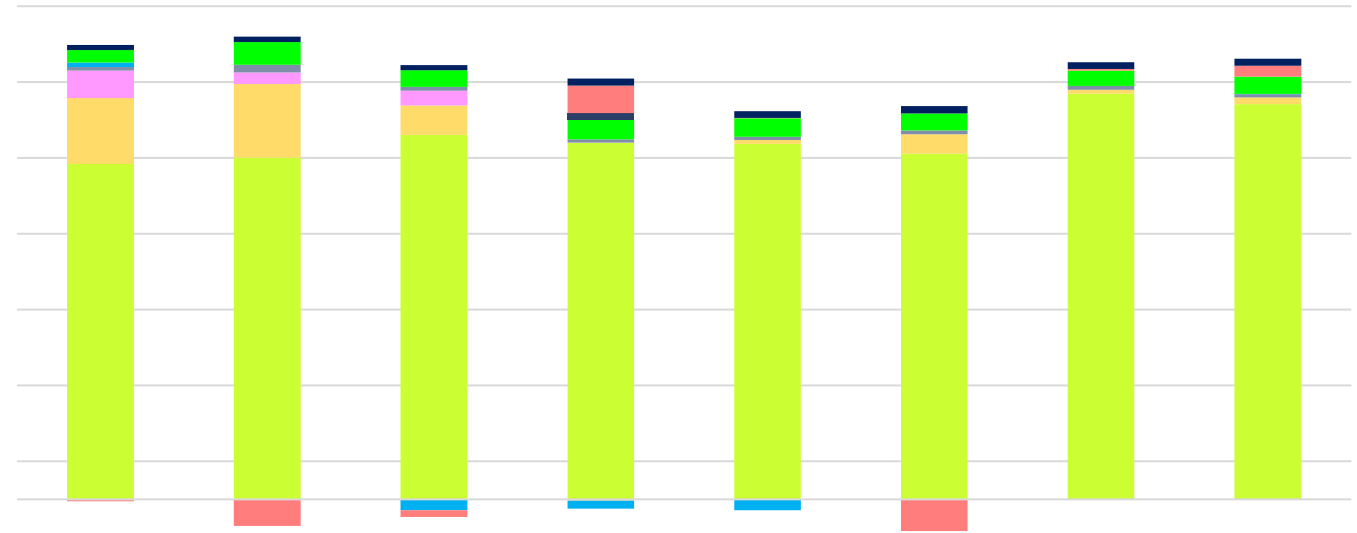
1,400

1,000

600

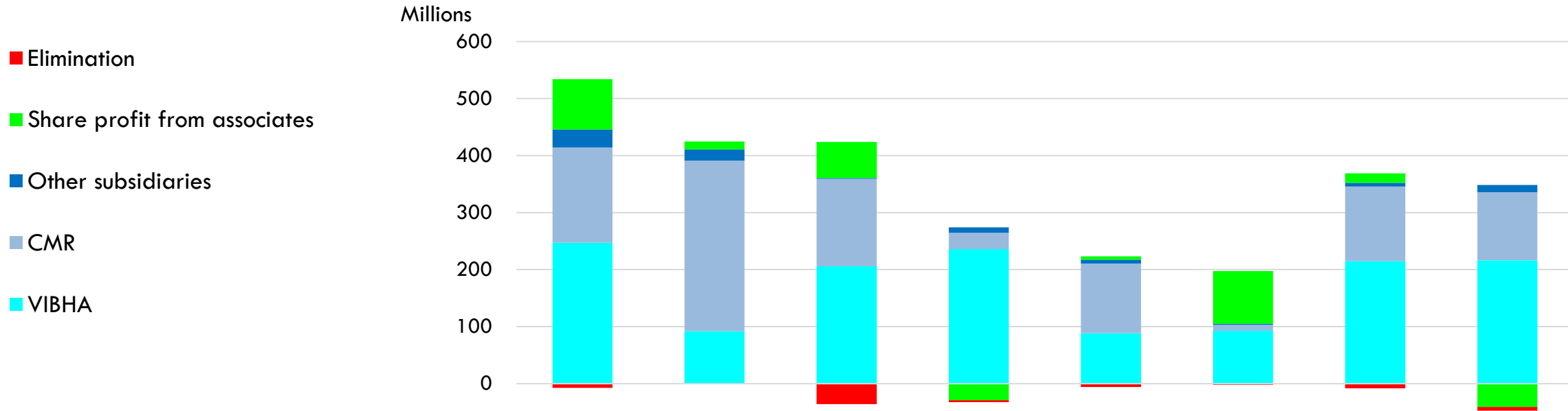
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	Y 2021	Y 2022	Y 2023	Q1 '22	Q2 '22	Q3 '22	Q4 '22	Q1 '23	Q2 '23	Q3 '23	Q4 '23
Medical treatment (general)	78.6%	81.4%	92.9%	74.1%	78.3%	87.5%	86.6%	94.3%	95.6%	92.8%	89.7%
Medical treatment (Covid-19)	12.9%	9.8%	2.1%	14.5%	16.9%	7.1%	-0.3%	1.0%	5.4%	0.9%	1.5%
Vaccine Moderna	1.4%	3.1%	-	6.1%	2.6%	3.5%	-	-	-	-	-
Rental and service income	1.1%	1.1%	0.9%	0.8%	1.8%	0.9%	0.8%	0.8%	1.0%	0.8%	0.8%
G (L) on sale of investments	0.3%	-0.9%	-0.7%	1.0%	-0.1%	-2.7%	-1.9%	-2.9%	-	-	-
Dividend income	4.3%	4.2%	4.2%	2.7%	5.2%	4.0%	4.7%	4.9%	4.7%	3.5%	4.0%
G (L) on revaluation of investments	0.0%	-0.4%	-1.1%	-0.4%	-6.0%	-1.6%	6.7%	0.1%	-8.7%	0.4%	2.5%
Other income	1.4%	1.3%	1.7%	1.1%	1.3%	1.3%	1.7%	1.7%	2.0%	1.5%	1.5%
TOTAL REVENUE (million baht)	7,874	9,054	8,525	2,386	2,300	2,197	2,171	1,989	1,907	2,305	2,323

NET PROFIT COMPONENTS – CONSO [BY COMPANY]



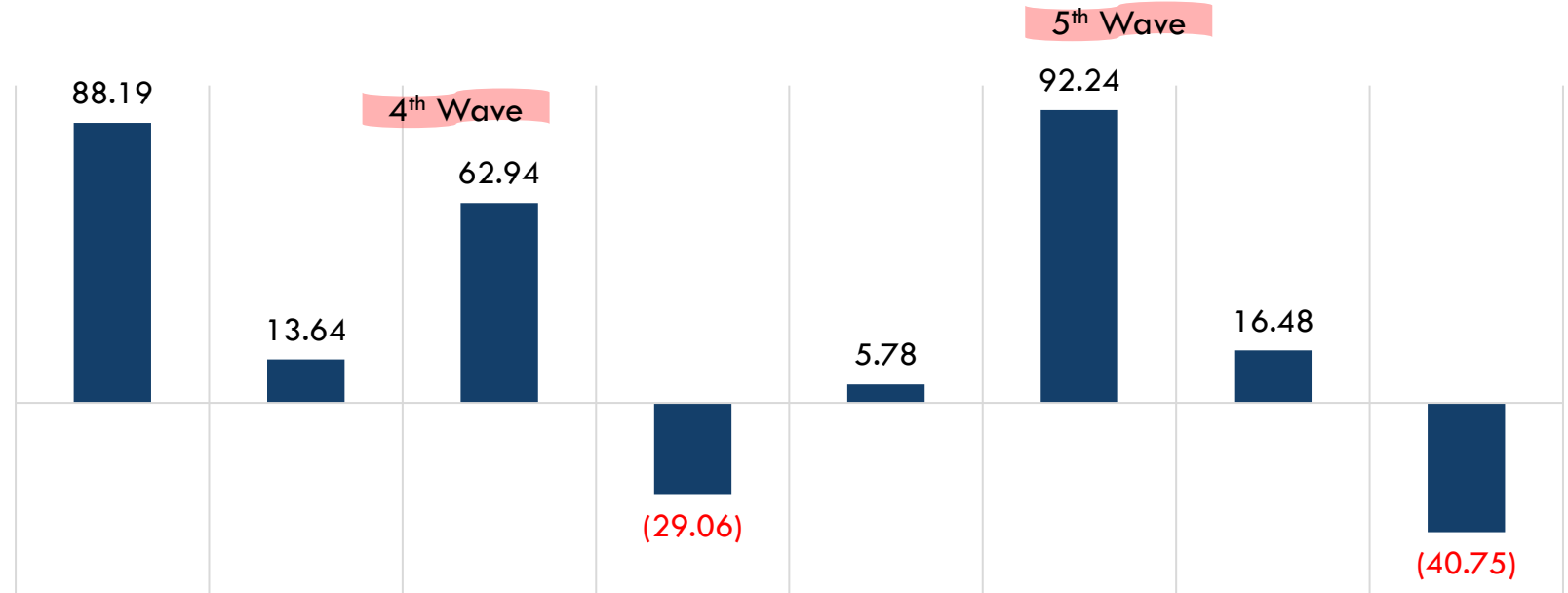
	Y 2021	Y 2022	Y 2023	Q1 '22	Q2 '22	Q3 '22	Q4 '22	Q1 '23	Q2 '23	Q3 '23	Q4 '23
VIBHA*	715.99	781.04	612.46	247.06	92.12	205.78	236.08	88.38	92.72	214.88	216.49
CMR	376.18	648.56	382.86	167.36	299.10	153.55	28.90	122.32	10.52	130.76	119.26
Other subsidiaries	70.35	62.19	29.85	31.53	19.73	1.45	9.49	6.94	1.83	6.72	12.51
Share profit	721.69	135.71	73.74	88.19	13.64	62.94	(29.06)	5.78	92.24	16.48	(40.75)
Elimination*	66.91	(47.86)	(24.41)	(7.52)	(0.93)	(36.04)	31.96	(6.02)	(1.86)	(8.15)	(6.52)
Consolidation	1,951.12	1,579.63	1,074.51	526.62	423.66	387.68	277.37	217.40	195.45	360.68	300.98

*Excluded dividend income that VIBHA received from subsidiaries and associates.

SHARE PROFIT FROM ASSOCIATES

Covid-19

1 st Wave	⇒	Q2 '20
2 nd Wave	⇒	Q1 '21
3 rd Wave	⇒	Q3 '21
4 th Wave	⇒	Q3 '22
5 th Wave	⇒	Q2 '23



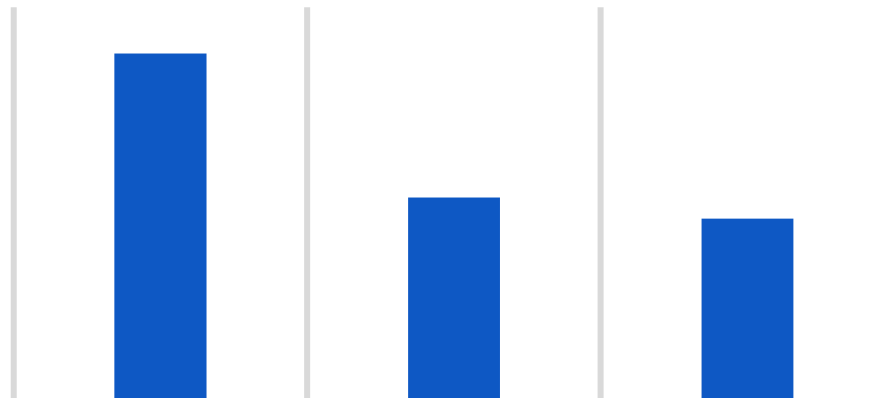
(unit : million baht)

	Y2021	Y2022	Y2023	Q1 '22	Q2 '22	Q3 '22	Q4 '22	Q1 '23	Q2 '23	Q3 '23	Q4 '23
VBR	672.75	124.98	48.84	78.21	25.22	42.29	(20.75)	2.66	87.82	6.15	(47.78)
TBD	(3.72)	(29.53)	(2.64)	(5.96)	(8.25)	(0.87)	(14.45)	(0.95)	0.16	(0.45)	(1.40)
BP	40.70	22.22	12.41	11.31	(2.00)	7.65	5.25	0.35	3.02	5.25	3.79
KL	3.41	14.38	21.55	1.08	1.04	7.42	4.84	6.05	2.98	6.62	5.89
PW*	8.54	8.45	-	3.55	(1.97)	7.87	(1.00)	-	-	-	-
WCH	-	(4.79)	(6.42)	-	(0.42)	(1.42)	(2.95)	(2.33)	(1.73)	(1.10)	(1.26)

*On 21 October 2022, the status of PW was changed from associate to subsidiary.

DIVIDEND INCOME

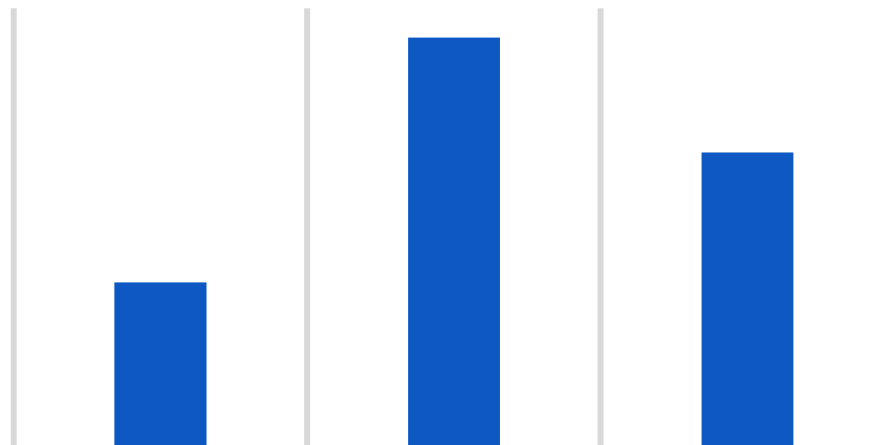
(unit : million baht)



Q4 2021

Q4 2022

Q4 2023



12M 2021

12M 2022

12M 2023

Year	Quarter	VIBHA	CMR	BDC	CONSO
2021	1	24.23	31.32	-	55.55
	2	56.69	3.45	-	60.14
	3	34.37	15.94	-	50.31
	4	160.81	15.63	-	176.43 *
	Total	276.10	66.34	0.00	342.43
2022	1	29.83	35.31	-	65.14
	2	119.28	0.84	-	120.12
	3	63.60	24.21	-	87.81
	4	81.22	21.68	-	102.90
	Total	293.93	82.04	0.00	375.97
2023	1	44.74	52.15	0.31	97.20
	2	86.16	3.51	0.30	89.96
	3	53.89	26.78	0.36	81.03
	4	74.58	17.47	0.03	92.07
	Total	259.37	99.90	0.99	360.27

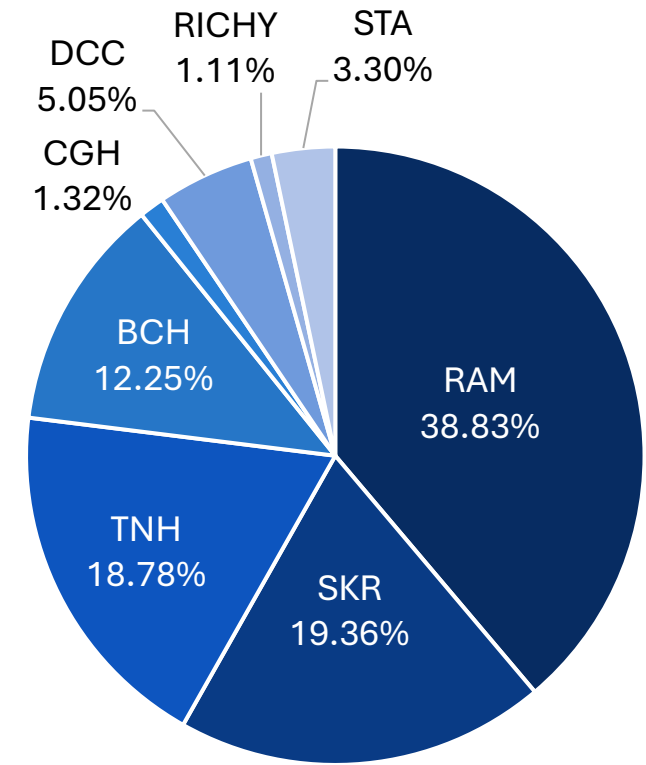
*Special dividend income from Seriruk Hospital (100mb).

DIVIDEND INCOME SOURCE

PERIOD	Quarter 1			Quarter 2			Quarter 3			Quarter 4			Total		
	2021	2022	2023	2021	2022	2023	2021	2022	2023	2021	2022	2023	2021	2022	2023
RAM	55.27	64.32	96.48	-	-	-	28.28	40.20	48.24	28.94	40.22	32.16	112.49	144.74	176.88
SKR	-	-	-	24.19	36.77	23.74	-	24.51	26.72	-	-	-	24.19	61.28	50.47
TNH	-	-	-	-	-	-	-	-	-	10.06	16.60	17.44	10.06	16.60	17.44
BCH	-	-	-	-	20.70	13.20	0.42	10.60	3.30	-	-	-	0.42	31.30	16.50
DCC	-	-	-	6.68	10.61	3.02	5.00	3.85	1.51	4.00	2.78	2.05	15.68	17.24	6.59
RICHY	-	-	-	0.12	0.38	0.23	-	-	-	-	-	-	0.12	0.38	0.23
STA	-	-	-	6.15	1.95	6.20	3.25	4.00	-	3.75	-	-	13.15	5.95	6.20
STGT	-	-	-	10.25	3.32	-	5.95	2.00	-	6.38	-	-	22.57	5.32	-
Synphaet	-	-	-	-	23.20	23.20	5.00	-	-	23.20	23.20	23.20	28.20	46.40	46.40
Chaophya	-	-	-	9.06	9.06	15.85	-	-	-	-	-	-	9.06	9.06	15.85
Innovation	-	-	-	-	-	0.74	-	-	-	-	-	-	-	-	0.74
Nawanakorn	-	-	-	0.25	13.29	-	1.99	-	-	-	-	-	2.24	13.29	-
Seriruk	-	-	-	-	-	-	-	-	-	100.00	20.00	17.00	100.00	20.00	17.00
Others	0.27	0.82	0.72	3.45	0.84	3.77	0.42	2.65	1.25	0.10	0.11	0.22	4.24	4.42	5.97
TOTAL	55.55	65.14	97.20	60.14	120.12	89.96	50.31	87.81	81.03	176.43	102.90	92.07	342.43	375.97	360.27

VIBHA - INVESTMENT IN LISTED SHARES [SET]

(unit : thousand baht)



Symbol	Net amount invested during 2023		As of 31 December 2023		Market value @13/3/24	Gain/(loss)	Record to
			Investment cost	Ownership			
RAM	4,604	2%	2,104,586	6.23%	2,390,678	586,091	OCI
SKR	37,259	17%	1,049,478	14.48%	2,990,000	1,940,522	
TNH	45,125	20%	1,017,659	16.19%	1,012,563	(5,097)	
BCH	5,478	2%	664,194	1.34%	721,440	57,246	P&L
CGH	71,512	32%	71,512	2.09%	53,696	(17,816)	
DCC	31,913	14%	273,530	1.41%	250,575	(22,955)	
RICHY	2,617	1%	60,095	4.08%	38,640	(21,455)	
STA	23,453	11%	178,975	0.42%	126,720	(52,255)	
Total	221,961	100%	5,420,029	100.00%	7,584,312	2,164,282	

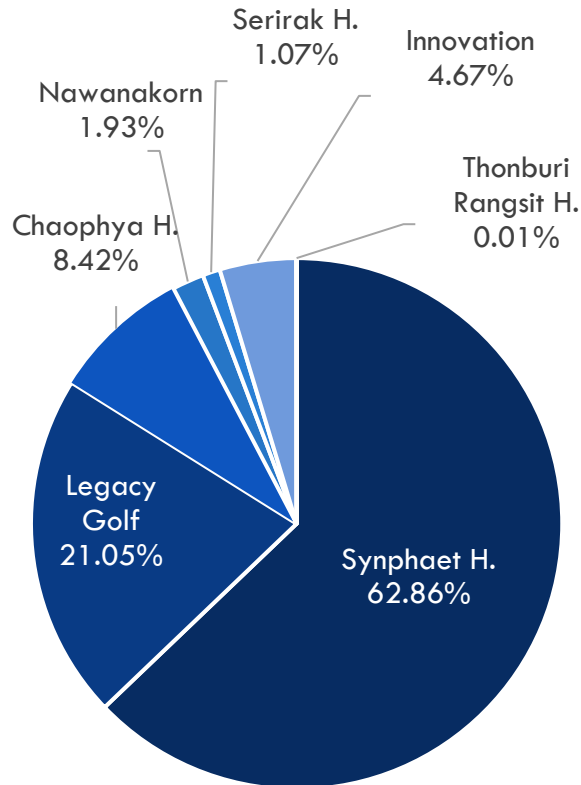
	30 Dec 22	28 Dec 23	+/-
SET index	1,668.66	1,415.85	-15.15%
Health sector	7,204.76	6,685.60	-7.21%

Shares divested in 2023 :

- BCH (15.91 million baht)
- STA (2.89 million baht)
- STGT (79.96 million baht – sold out)

*In Q1 /2024, VIBHA invested more in RAM, SKR, TNH, CGH, DCC and RICHY.

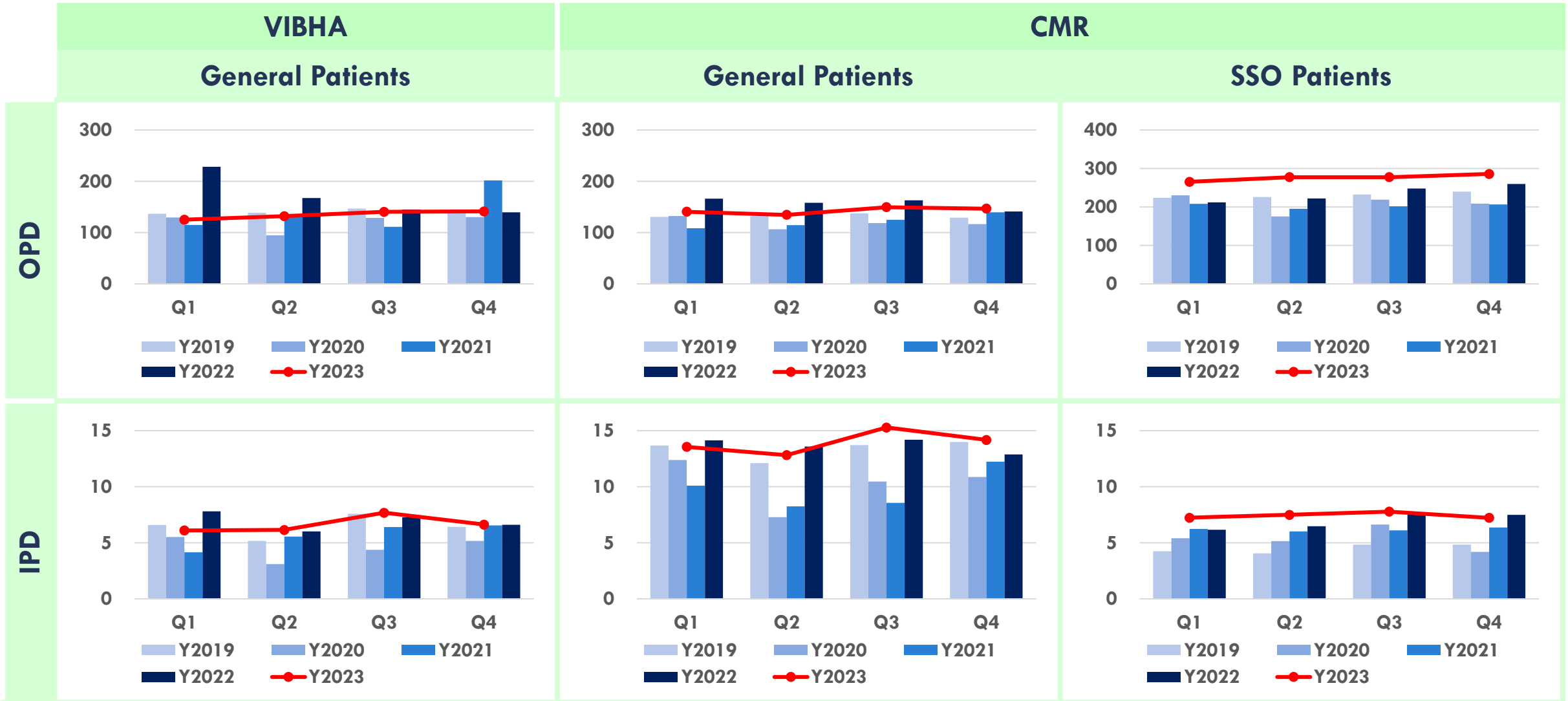
VIBHA - INVESTMENT IN NON-LISTED SHARES



Symbol	Thousand baht			Baht			
	As of 31 December 2023			Cost per share	EPS Y2022	Dividend per share	
	Cost	Ownership	Fair value			Y2022	Y2023
Synphaet Hospital	589,000	10.00%	1,028,000	50.78	7.92	46.40	46.40
Legacy Golf	197,260	10.00%	92,260	9.02	0.11	-	-
Chaophya Hospital	78,863	7.69%	285,863	17.41	4.64	9.06	15.85
Innovation Technology	43,715	14.80%	43,715	29.54	0.90	-	0.74
Nawanakorn Medical	18,094	4.43%	18,094	10.89	(0.75)	13.29	-
Seriruk Hospital	10,000	8.20%	310,000	10.00	29.07	20.00	17.00
Thonburi Rangsit Hospital	100	10.00%	100	100.00	-	-	-
Total	937,032		1,778,032				

PATIENT TRENDS [VIBHA & CMR]

(unit : thousand baht)

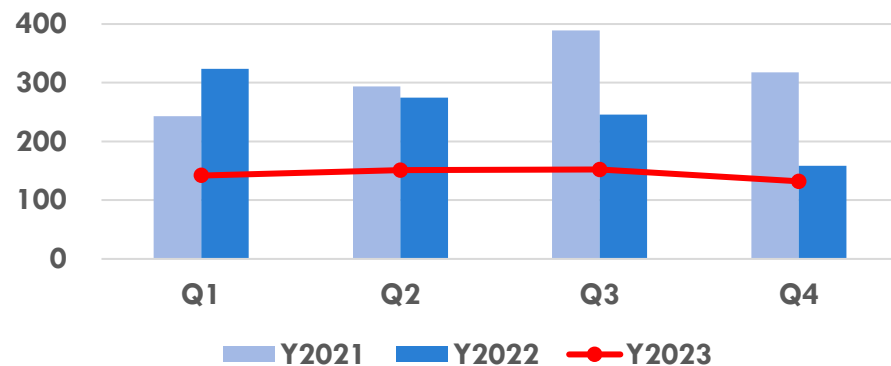


PATIENT TRENDS [VBR]

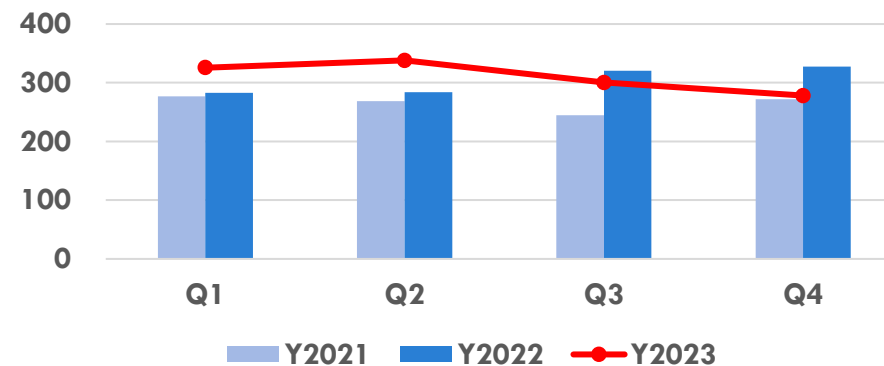
(unit : thousand baht)

OPD

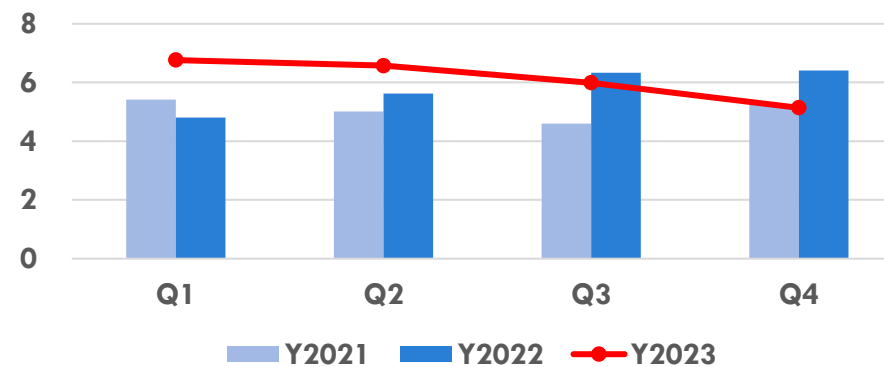
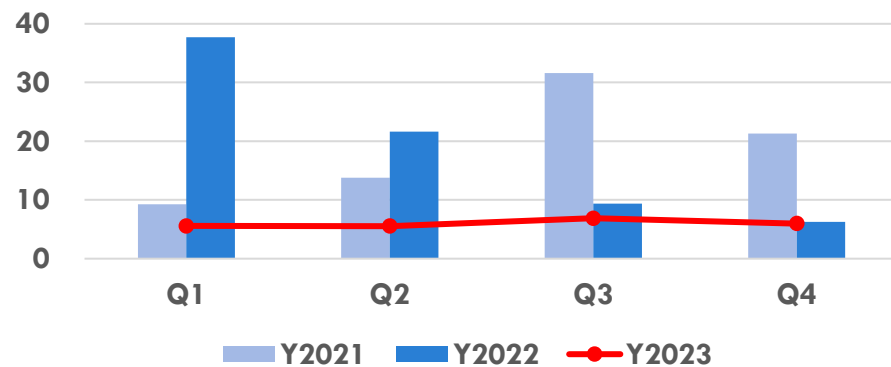
General Patients



SSO Patients



IPD



FINANCIAL DATA

(unit : million baht)

Year/Period	YE2017	YE2018	YE2019	YE2020	YE2021	YE2022	YE2023
Assets	15,446	15,547	19,630	21,175	28,427	30,923	27,814
Liabilities	6,079	6,172	9,258	10,441	13,170	12,713	11,595
Equity (attributable to owners of the parent)	7,013	7,107	7,789	8,171	12,184	14,392	12,886

Year/Period	Q4/2017	Q4/2018	Q4/2019	Q4/2020	Q4/2021	Q4/2022	Q4/2023
Revenue	1,665	1,661	1,786	1,713	2,580	2,171	2,323
Profit attributed to owners of the parent	229	112	168	313	691	214	245
EPS (baht)	0.0174	0.0085	0.0126	0.0233	0.0510	0.0158	0.0180

Year/Period	12M/2017	12M/2018	12M/2019	12M/2020	12M/2021	12M/2022	12M/2023
Revenue	6,271	6,655	6,873	6,358	7,874	9,054	8,525
Profit attributed to owners of the parent	869	724	809	465	1,805	1,323	865
EPS (baht)	0.0660	0.0548	0.0612	0.0347	0.1330	0.0975	0.0637

FINANCIAL RATIO

Year/Period	YE2017	YE2018	YE2019	YE2020	YE2021	YE2022	YE2023*
ROA (%)	9.45	7.97	7.96	4.24	9.66	7.29	5.37
ROE (%)	12.58	10.25	10.86	5.64	17.74	9.96	6.34
Net Profit (%)	17.00	13.18	14.45	8.50	24.78	17.34	12.38
Market Capital (million baht)	33,784	26,399	23,744	19,657	35,840	36,927	26,202
P/E	40.12	31.40	31.50	67.71	24.95	20.52	30.28
P/BV	4.96	3.70	3.12	2.60	3.50	2.56	2.03
Book value per share (baht)	0.52	0.54	0.58	0.57	0.75	1.06	0.95
Dividend Yield (%)	1.36	1.80	2.22	2.99	1.52	1.84	2.59

*Calculated from the market price at 1.93 baht per share (on 12 March 2024) and the financial statements for the year ended 31 December 2023.

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ONGOING PROJECTS

Branch	Area (sq m.)	Estimated cost	Note	Progress
Pattanakarn	34,000	550mb	Completed	100%
Laemchabang	34,000	690mb	ER, OPD, car park, hospital building	Bldg. A 50% Bldg. B 96% Bldg. C 98% Bldg. D (EIA process)
Amatanakorn	34,000	600mb	14 fl. building	27.87%



Pattanakarn

Amatanakorn



Laemchabang



FUTURE PROJECTS — on hold



Onnut

Branch	Area (sq.m)	Estimated cost	Note
Onnut	53,000	1,000mb	EIA Project Submission completed
Borwin	19,000	400mb	EIA Project Submission in process
Amatanakorn 2 (Phanat Nikhom)	20,000	800mb	Preparing documents for EIA Project Submission



Amatanakorn 2



Borwin

WHAT TO EXPECT

NEXT QUARTER

In Q1/2024, we expect as follows;

VIBHA: net income to be substantially higher QoQ, and relatively higher YoY because of

- gain on fair value measurement of financial assets
- loss on sale of investments in equity in Q1/2023

CMR: net income to be significantly higher both QoQ and YoY because of gradually improved revenue

VBR: share profit to be significantly higher both QoQ and YoY because of the increasing trend of revenue in Q1/2024 and the provisions for SSO recall in Q4/2023

Overall: significantly higher net income both QoQ and YoY

THIS YEAR

In 2024, we expect the total net income to be significantly higher than 2023 because of the following reasons;

VIBHA: renovation of 4 wards and expected increase of registered beds

CMR: gradually improved revenue, despite high fixed costs from depreciation expenses from new hospital buildings (LANNA4 & HARI2) and employee expenses

VBR: the provisions for SSO recall in Q4/2023

THANKS!



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Vibhavadi

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