

KPJ HEALTHCARE BERHAD Q2 2021 Performance



#KJPCares #kitajagakita




**KPJ's Q2 2021
Performance**

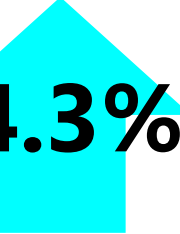
A solid cyan circle is positioned on the left side of the slide, overlapping the blue background and the white background.

Financial & Operational Performance Snapshot


+33.0%


Total revenue
RM632.8 mil
(2Q 2020 : *RM475.8mil)

Dividend
0.25sen 
-0.05sen
(2Q 2020 : 0.30 sen)


+4.3%

EBITDA
RM116.9mil
(2Q 2020 : *RM112.0mil)

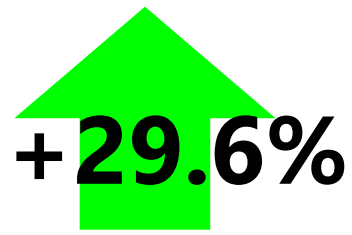
Group Financial
Highlights
2Q21 vs 2Q20


-25.2%

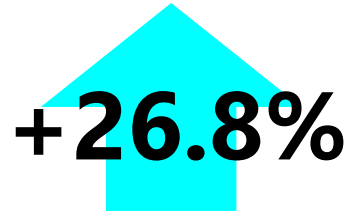
PBT
RM14.2mil
(2Q 2020 : *RM19.0 mil)

Basic EPS
0.17sen 
-13sen
(2Q 2020 : 0.30sen)

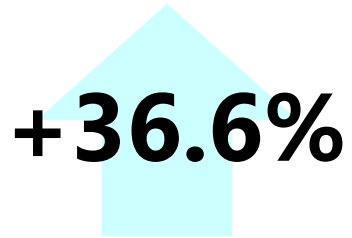
* Restated

 **+29.6%**

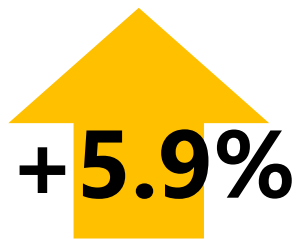
Outpatient
664,592
(2Q2020 : 512,712)

 **+26.8%**

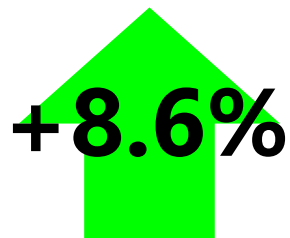
Inpatients
54,924
(2Q2020 : 43,330)

 **+36.6%**

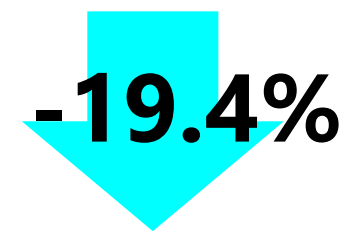
Surgeries
20,518
(2Q2020 : 15,016)

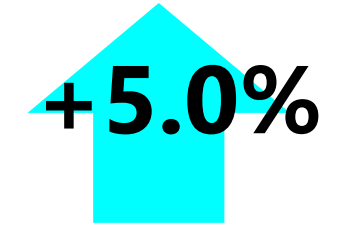
 **+5.9%**

Beds
3,379
(2Q2020 : 3,191)

 **+8.6%**

Consultants
1,225
(2Q2020 : 1,128)

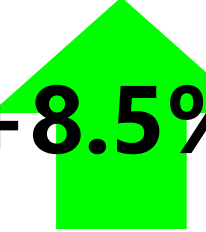
Av. Outpatient Revenue
262
(2Q2020 : 325)  **-19.4%**

Av. Inpatient Revenue
6,427
(2Q2020 : 6,123)  **+5.0%**


Deliveries
3,520
(2Q2020 : 3,025)  **+16.4%**

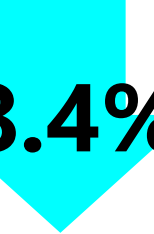
Group Operational Highlights
2Q21 vs 2Q20 (Malaysia Only)

BOR
41%
(2Q2020 : 34%)  **+7 ppt**


+8.5%

Total revenue
RM1,238.8 mil
(1H 2020 : *RM1,141.7 mil)

Dividend
0.25sen 
(1H 2020 : 0.80 sen) **-0.55sen**


+8.4%

EBITDA
RM247.2mil
(1H 2020 : *RM265.0mil)

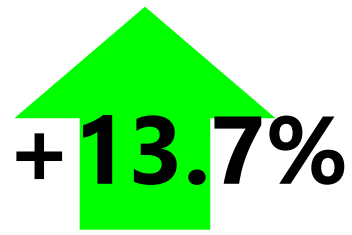
Group Financial
Highlights
1H21 vs 1H20


-53.6%

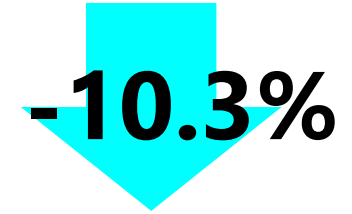
PBT
RM34.3mil
(1H 2020 : *RM74.1 mil)

Basic EPS
0.47sen 
(1H 2020 : 1.20sen) **-73sen**

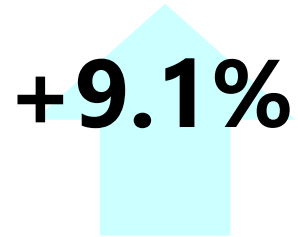
* Restated

 **+13.7%**

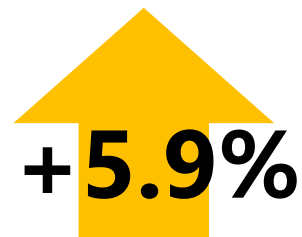
Outpatient
1,325,598
(1H2020 : 1,165,380)

 **-10.3%**

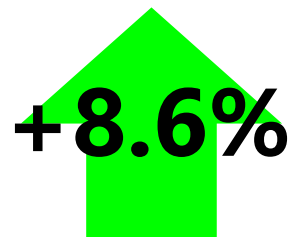
Inpatients
106,465
(1H2020 : 118,638)

 **+9.1%**

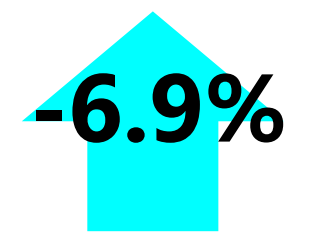
Surgeries
40,283
(1H2020 : 36,910)

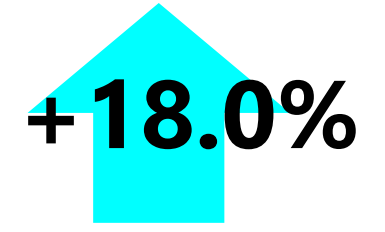
 **+5.9%**

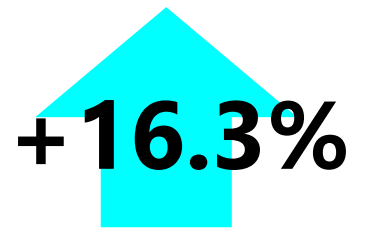
Beds
3,379
(1H2020 : 3,191)

 **+8.6%**

Consultants
1,225
(1H2020 : 1,128)

Av. Outpatient Revenue
279
(1H2020 : 261)  **-6.9%**

Av. Inpatient Revenue
7,050
(1H2020 : 5,974)  **+18.0%**

Deliveries
6,804
(1H2020 : 5,848)  **+16.3%**

Group Operational Highlights
1H21 vs 1H20 (Malaysia only)

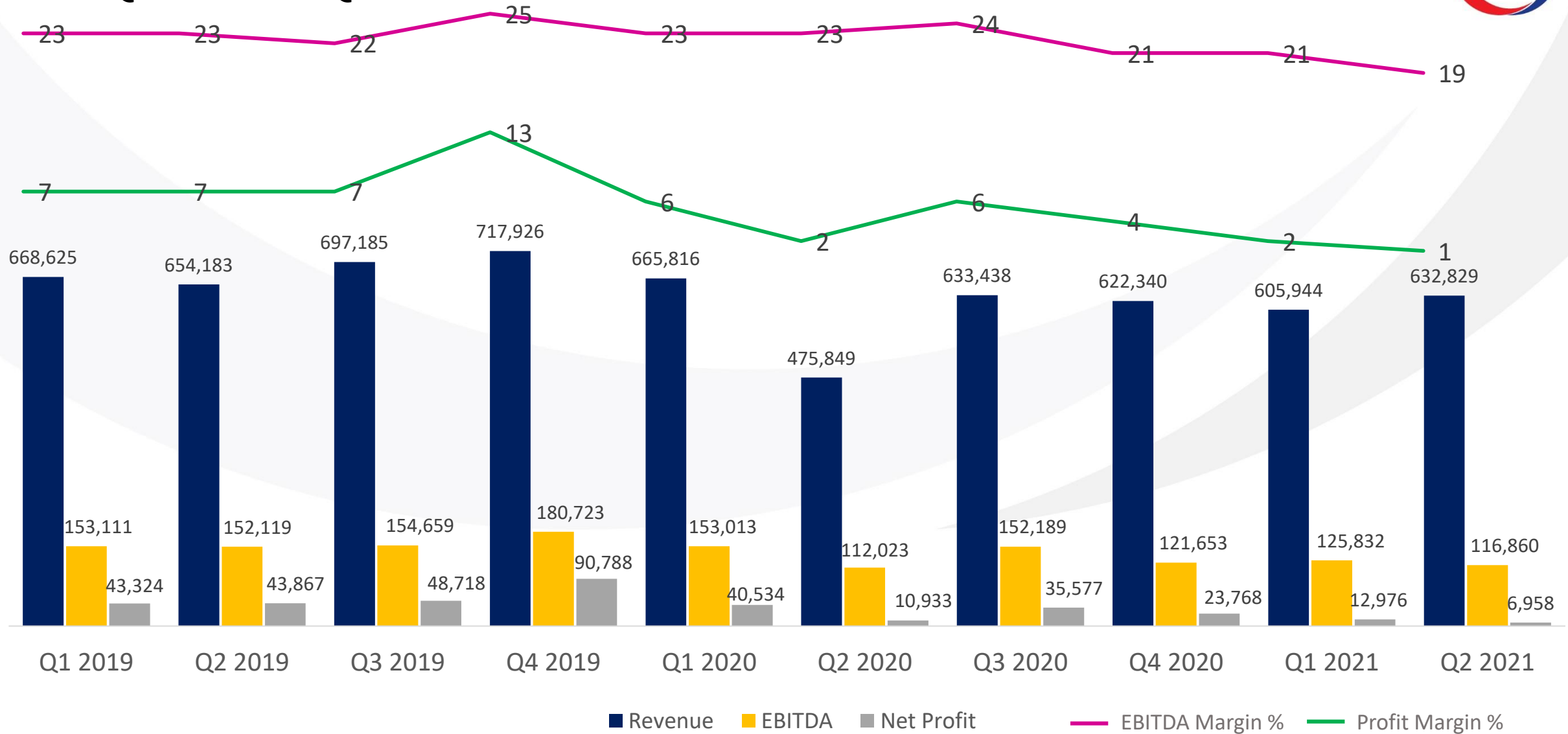
BOR
41%
(1H2020 : 50%)  **-9 ppt**

Key Ratios for 3 Months Ended 30 June 2021

	Q2 2021	Q2 2020	Var	Q1 2021	Var
Gross profit margin	35.6	32.6	3.9	36.5	(0.9)
Profit before tax margin	2.2	4.0	(1.8)	3.3	(1.1)
Net profit margin	1.4	2.3	(0.9)	2.5	(1.1)
EBITDA Margin	18.5	23.5	(5.0)	20.8	(2.3)
PATAMI margin	1.1	2.7	(1.6)	2.1	(1.0)

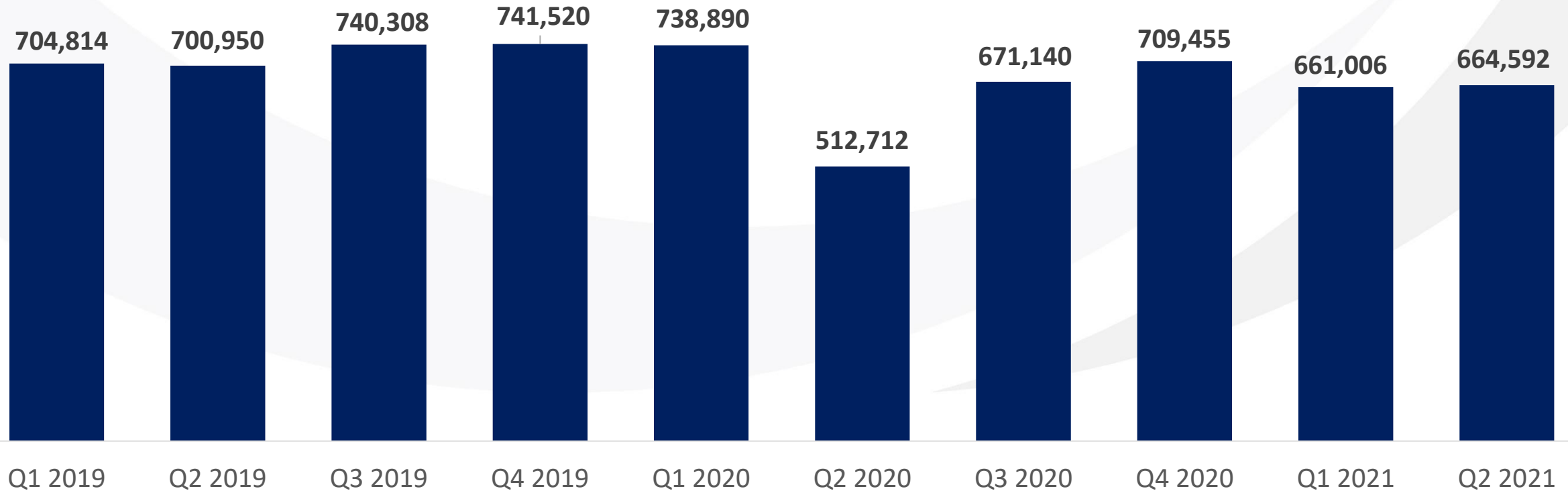
Financial Performance Quarterly

1Q2019 – 2Q2021



Operational Performance Quarterly 1Q2019 – 2Q2021

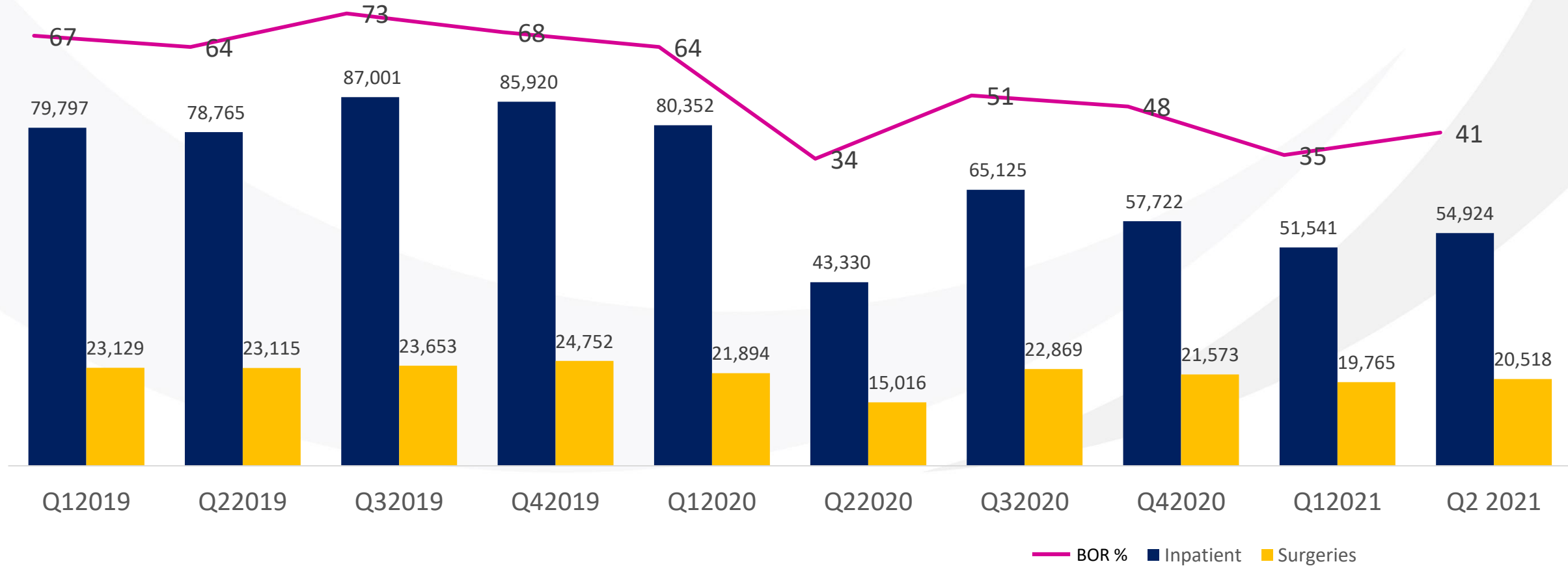
Number of Outpatients



Malaysian hospital only

Operational Performance Quarterly 1Q2019 – 2Q2021

Inpatients, Surgeries, & BOR



Malaysian hospital only

Strategy Outlook



1

Near term outlook remains challenging

- Resurgence of COVID-19 cases in April & May and re-imposition of nationwide containment measures expected to weigh on economic growth in near term.
- Cushioned by higher adaptability for remote work, increased automation & digitalisation. Further supported by policy support and government initiatives.
- Operational volumes tempered by MCO restrictions still in place.

2

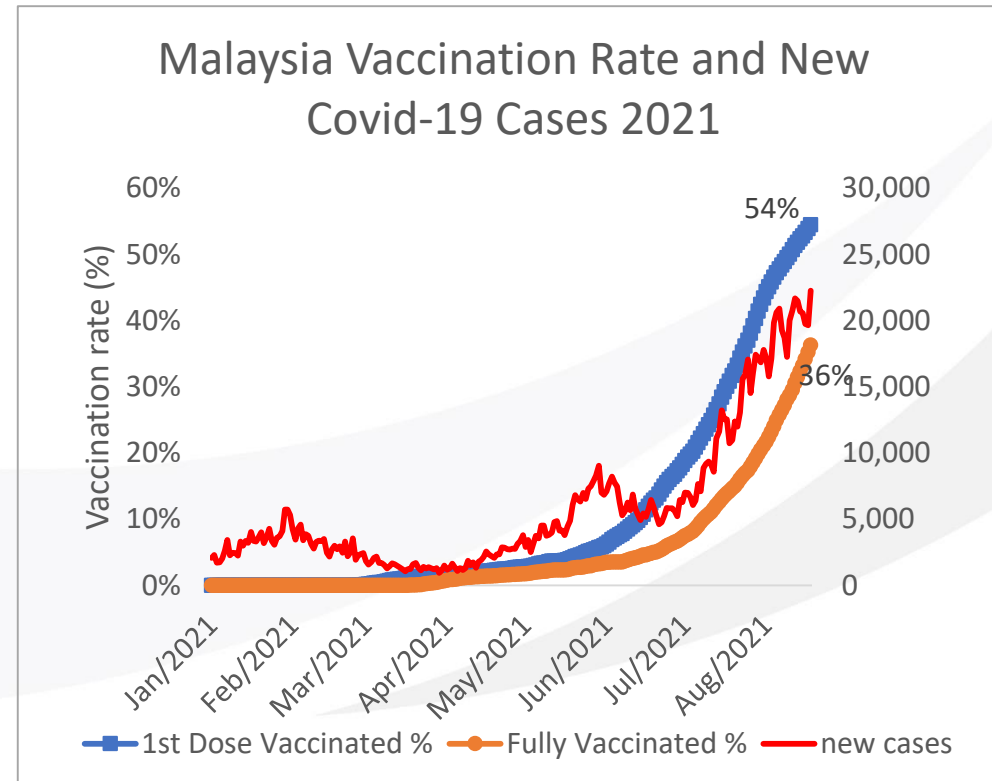
Gradual recovery and easing of restrictions

- Supported by high vaccination rate
- Average of 400,000 Daily for Malaysia in July
- Gradual relaxation of MCO restrictions.
- More significant recovery in 2022.

3

Post Pandemic

- Return to normalcy expected to see greater demand for healthcare and related solutions.
- Pent up demand for treatment and services.



Vaccination Drive

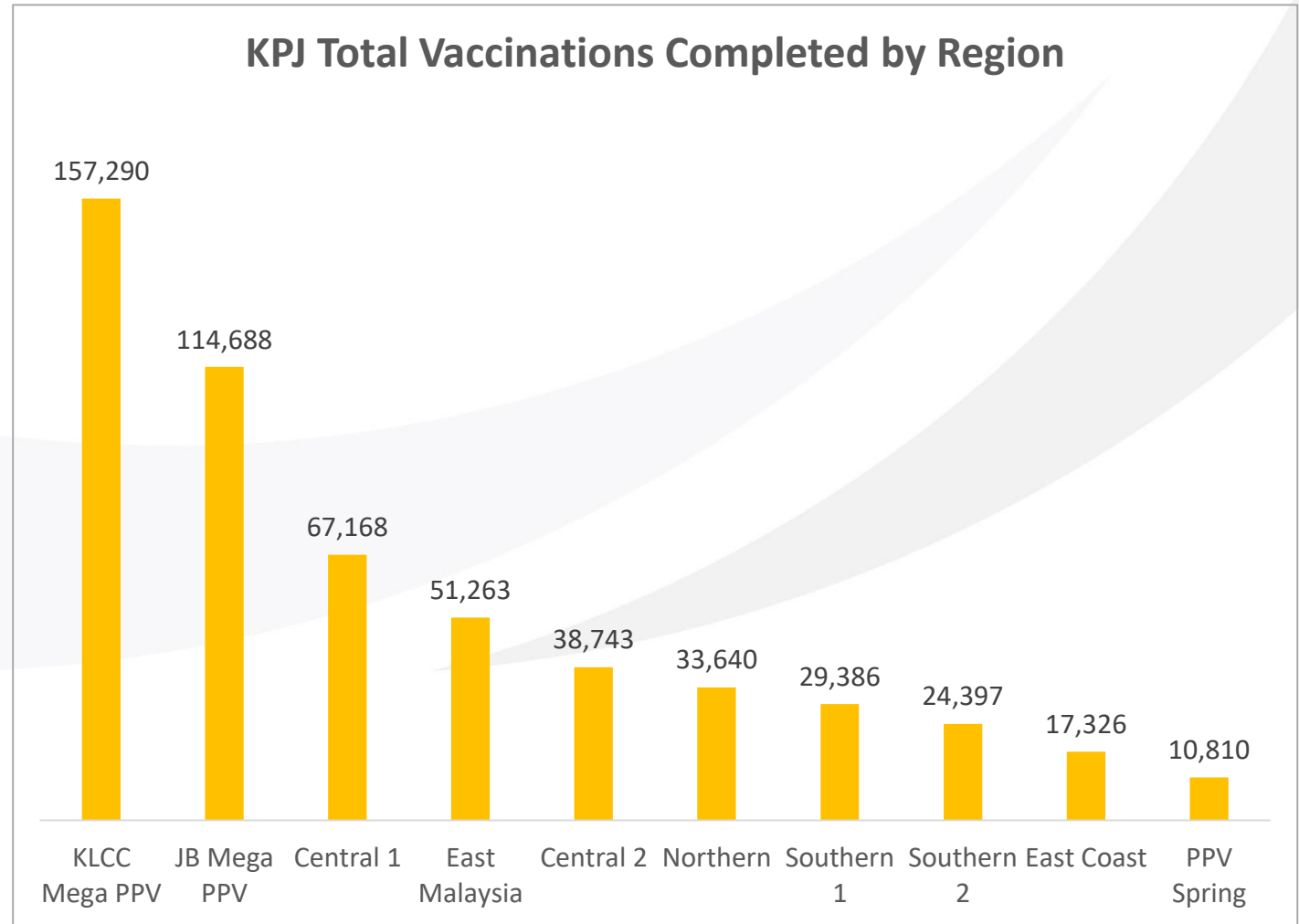


- 544,711 Vaccinations completed, approx. 15,000 Vaccinations Per Day, largest healthcare provider supporting NIP.
- 25 PPVs including mega PPV at KLCC & Mid Valley Southkey Johor Bharu, industry PPV in Kuching.
- Signed agreement with Pharmaniaga for private vaccine supply to corporates and individuals.



KLCC Mega PPV

KPJ Total Vaccinations Completed by Region



Decanting from MOH

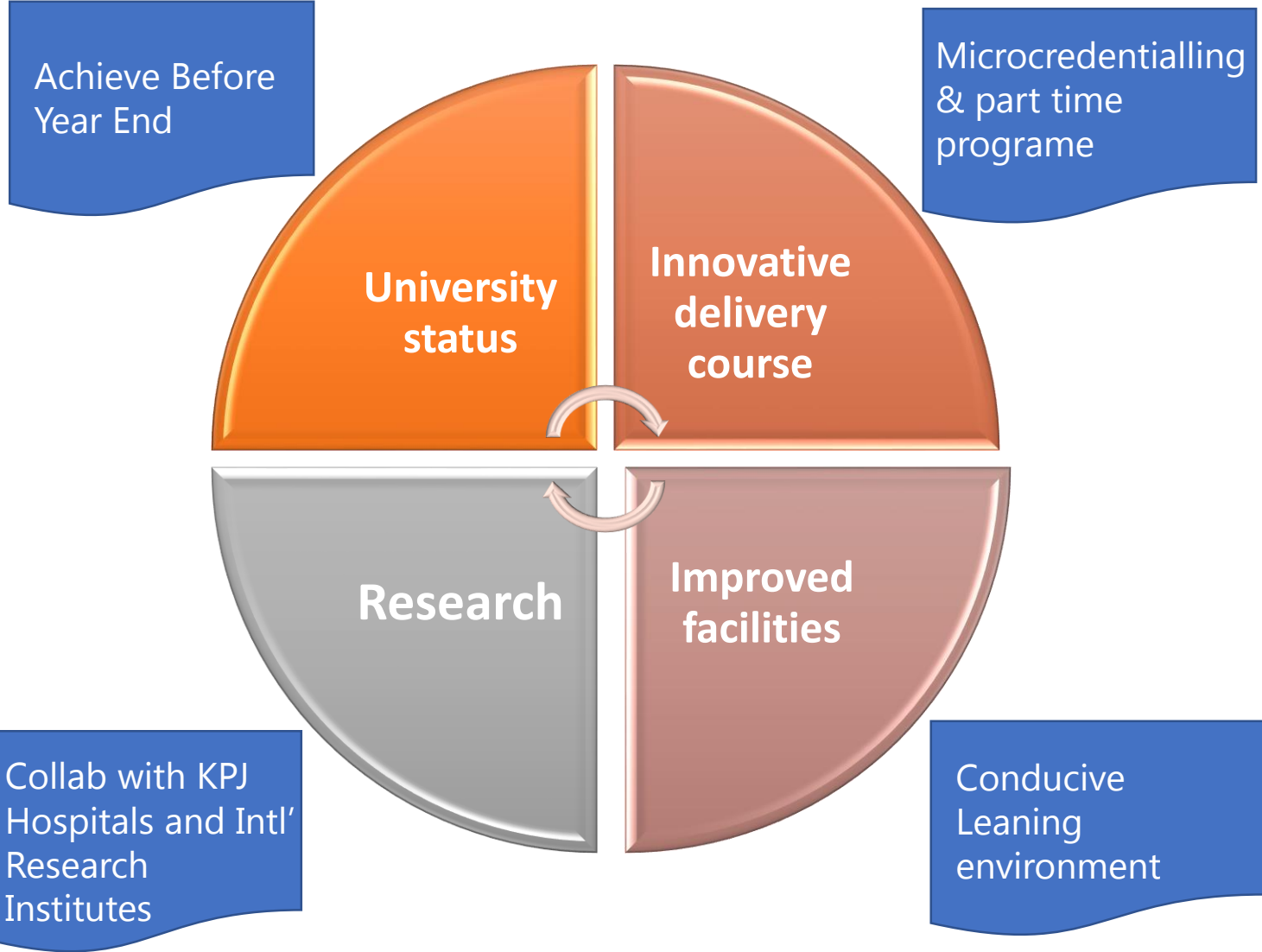
- Ramped-up Decanting activity.
- No. of decanted patients now has been on the rising trend since July.
- Current bed utilization for decanted patients is 109 beds, or 7% of total KPJ bed capacity for Greater Klang Valley hospitals.





Covid-19 Testing

- A total of 278,640 Covid-19 Tests were carried out YTD July 2021, compared to 73,727 YTD July 2020.



	Apr-21	May-21	Jun-21	Jul-21	16 Aug
No. of Cases Done	162	723	462	920	911
Value (RM Mil)	1.53	1.49	1.44	7.00	6.87



 1,931 UNDERGRADUATES	 252 POSTGRADUATES
 252 STAFF	 1,258 ALUMNI





Appendix-

Financial & Operational Performance

Quarterly Performance 2020

	Quarter 1 RM'000	Quarter 2 RM'000	Quarter 3 RM'000	Quarter 4 RM'000	Total RM'000
Revenue	665,816	633,438	475,849	622,340	2,397,443
Cost of sales	(411,141)	(328,596)	(385,935)	(369,216)	(1,494,888)
Gross profit	266,510	159,088	259,339	217,618	902,555
EBITDA	153,013	112,023	152,189	121,653	538,878
Net profit	40,534	10,933	35,577	23,768	110,812
Gross profit margin	39.3%	32.6%	40.2%	37.1%	37.6%
EBITDA margin	22.6%	23.0%	23.6%	20.7%	22.5%
Net profit margin	6.0%	2.2%	5.5%	4.1%	4.6%

Note : Revenue and COS net of consultants fees

Quarterly Performance 2019

	Quarter 1 RM'000	Quarter 2 RM'000	Quarter 3 RM'000	Quarter 4 RM'000	Total RM'000
Revenue	668,625	654,183	697,185	717,926	2,737,919
Cost of sales	(395,276)	(396,888)	(396,526)	(438,975)	(1,627,665)
Gross profit	273,349	257,295	300,659	278,951	1,110,254
EBITDA	153,111	152,119	154,659	180,723	640,612
Net profit	43,324	43,867	48,718	90,788	226,697
Gross profit margin	40.90%	39.30%	43.10%	38.90%	40.60%
EBITDA margin	22.90%	23.30%	22.20%	25.20%	23.40%
Net profit margin	6.50%	6.70%	7.00%	12.60%	8.30%

Note : Revenue and COS net of consultants fees

Segmental Average Revenue Highlights

	1H 2021	1H 2020	Variance (%)
Average Revenue – per outpatient			
Malaysia	279	261	7
Average Revenue – per inpatient			
Malaysia	7,050	5,974	18

Segmental Operational Highlights

	1H 2021	1H 2020	Variance (%)
Outpatients			
Malaysia	1,325,598	1,165,380	14
Indonesia	27,415	33,636	(18)
Bangladesh– SFMMK	72,156	54,874	31
Inpatients			
Malaysia	106,465	118,638	(10)
Indonesia	1,225	2,524	(14)
Bangladesh– SFMMK	1,723	2,521	46
Consultants			
Malaysia	1,225	1,142	9
Indonesia	106	115	(21)
Bangladesh– SFMMK	43	47	23

Segmental Operational Highlights

	1H 2021	1H 2020	Variance (%)
No. of Beds			
Malaysia	3,379	3,191	6
Indonesia	210	156	35
Bangladesh– SFMMK	80	80	-
Occupancy Rates			
Malaysia	40%	50%	(20)
Average Length of Stay			
Malaysia	2.31	2.43	(5)

Segmental Average Revenue Highlights

	2Q 2021	2Q 2020	Variance (%)
Average Revenue – per outpatient			
Malaysia	272	333	(18)
Indonesia	239	250	(4)
Bangladesh– SFMMK	43	79	(46)
Average Revenue – per inpatient			
Malaysia	6,601	6,188	7
Indonesia	5,691	5,813	(2)
Bangladesh– SFMMK	1,425	1,507	(5)

Segmental Operational Highlights

	2Q 2021	2Q 2020	Variance (%)
Outpatients			
Malaysia	663,408	489,837	35
Indonesia	14,492	8,238	76
Bangladesh– SFMMK	31,921	14,637	>100
Inpatients			
Malaysia	54,838	42,306	30
Indonesia	1,225	460	>100
Bangladesh– SFMMK	1,723	564	>100
Consultants			
Malaysia	1,225	1,128	9
Indonesia	106	135	(21)
Bangladesh– SFMMK	43	35	23

Segmental Operational Highlights

	2Q 2021	2Q 2020	Variance (%)
No. of Beds			
Malaysia	3,379	3,191	6
Indonesia	210	156	35
Bangladesh– SFMMK	80	80	-
Occupancy Rates			
Malaysia	41%	34%	21
Indonesia	24%	16%	50
Bangladesh– SFMMK	61%	22%	77
Average Length of Stay			
Malaysia	2.29	2.34	(2)
Indonesia	3.67	2.16	34
Bangladesh– SFMMK	2.58	2.88	(11)



KPJ HEALTHCARE BERHAD



THANK YOU

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