



KPJ Healthcare Berhad 1Q 2023 Analyst Briefing

Care for Life

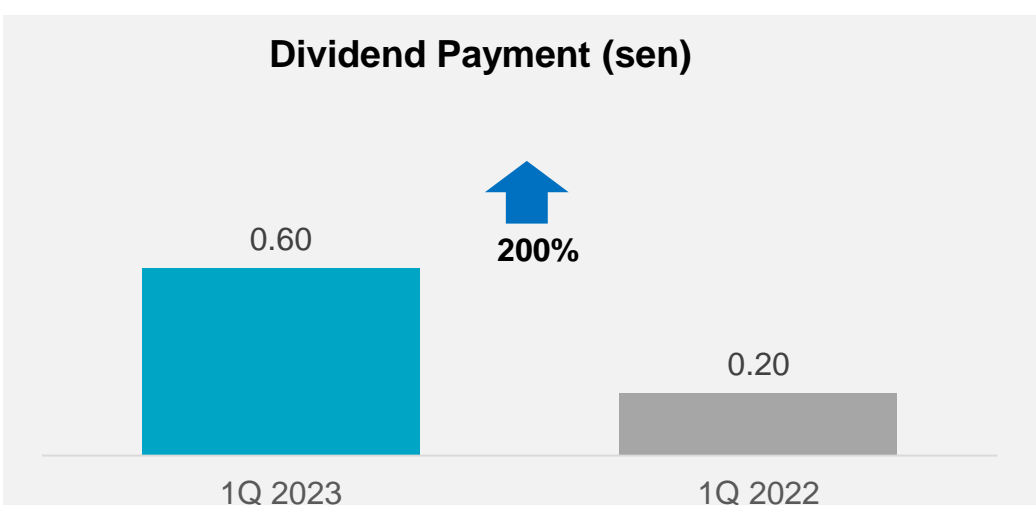
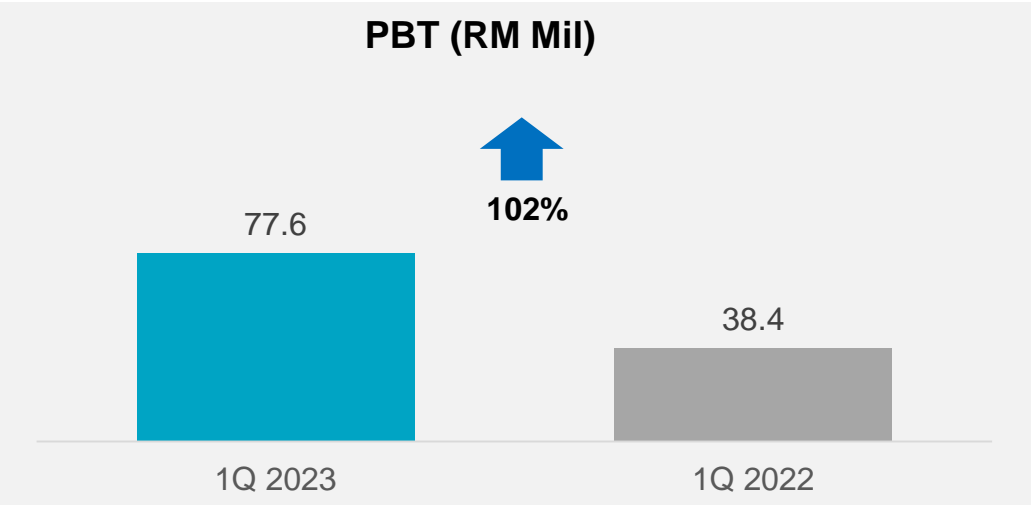
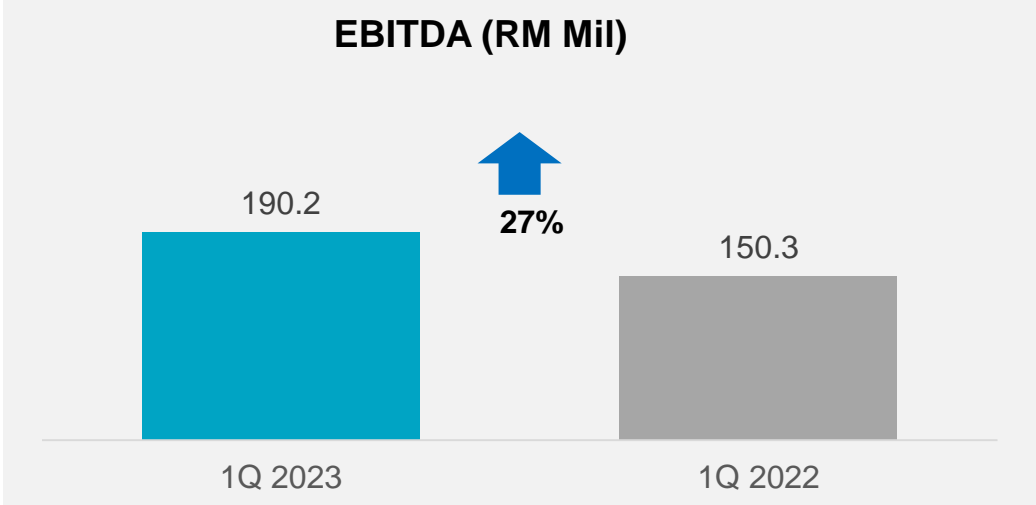
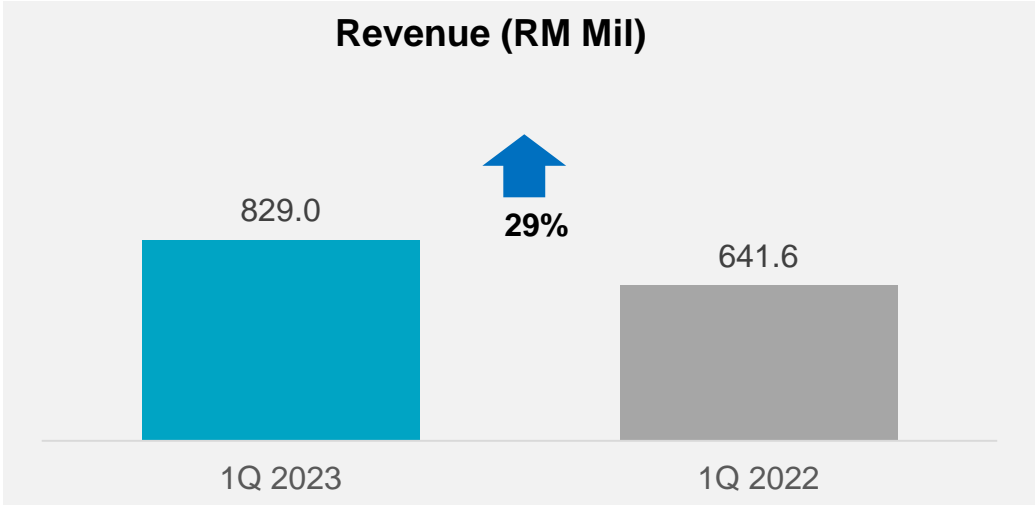




1Q 2023 Financial Results

Care for Life

High operational volumes drove strong 1Q 2023 performance



Boost in inpatients drove BOR to 70%



↑
22 ppt

Bed Occupancy Rate

70% 1Q 2023
48% 1Q 2022



↑
23%

Total number of surgeries

26,282 1Q 2023
21,286 1Q 2022



↑
39%

Inpatients

88,036 1Q 2023
63,470 1Q 2022



↓
1%

No. of deliveries

3,481 1Q 2023
3,500 1Q 2022



↑
1%

Outpatients

733,090 1Q 2023
722,951 1Q 2022



↑
1%

Average revenue per inpatient

RM6,770 1Q 2023
RM6,708 1Q 2022



↑
2%

Operational Beds

3,416 1Q 2023
3,354 1Q 2022



↑
5%

Average revenue per outpatient

RM281 1Q 2023
RM267 1Q 2022

Y-on-Y financially resilient



	1Q 2023	1Q 2022	Variance (%)	4Q 2022	Variance (%)
Gross profit margin	41.2%	37.7%	+3.5	42.1%	-0.9
Profit before tax margin	9.4%	6.0%	+3.4	11.6%	-2.2
Net profit margin	6.8%	4.2%	+2.6	9.8%	-3.0
EBITDA margin	22.9%	23.4%	-0.5	25.9%	-3.0
PATAMI margin	6.3%	3.4%	+2.9	9.2%	-2.9



1Q 2023 Strategic Outlook

Care for Life

Key Strategies 2023



01



Focus on Expertise:

Strengthen Consultant and Surgeon ranks for future growth

05



Enhanced Care Offerings:

Expand ACCs with Eye Care, Dental, Rehabilitation, and Pre & Post-Care services

02



Efficient Expansion:

Operationalise additional 300 beds to meet growing demand

06



Building a Skilled Workforce:

University Status for KPJUC to train more medical professionals

03



Meeting Specialised Needs:

Expand services in Neurology, Oncology, Cardiac, and Orthopedics

07



Improving Patient Experience:

Customer Loyalty Program for streamlined admission and discharge, medication delivery

04



Strategic Growth:

Opening of KPJ Kuala Selangor in 2024

08



Expanding Horizons:

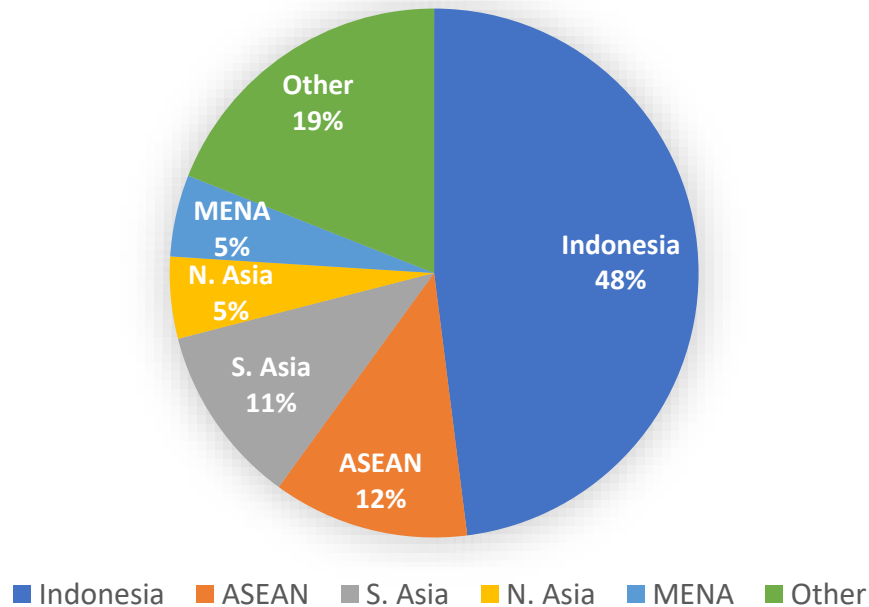
Develop Health Tourism segment for sustainable growth

HT Revenue continues to grow in 1Q 2023

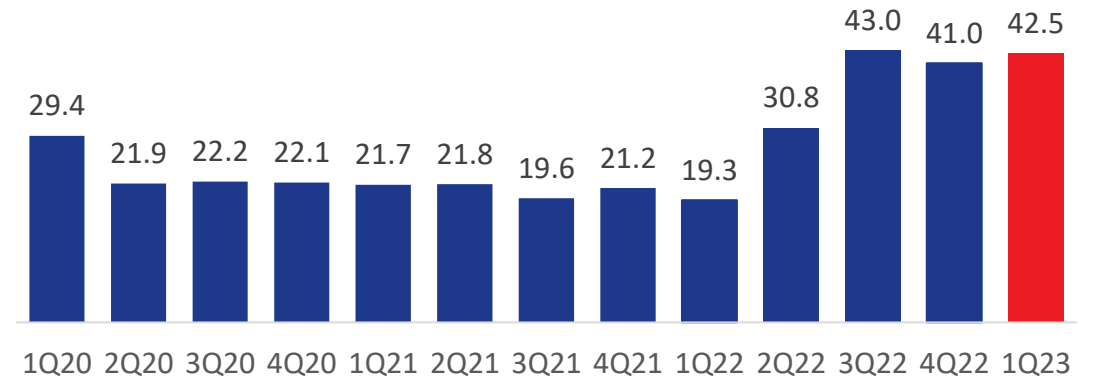


KPJ's Health Tourism segment has been on a steady growth trajectory since the reopening of international borders. Due to increased connectivity and affordability, Indonesia continues to be our biggest revenue contributor in this segment. Nonetheless, we intend to diversify our patient base by growing our share of the wallet and being more aggressive in targeting the Indo-China, Middle Eastern North Africa (MENA) and North Asia markets.

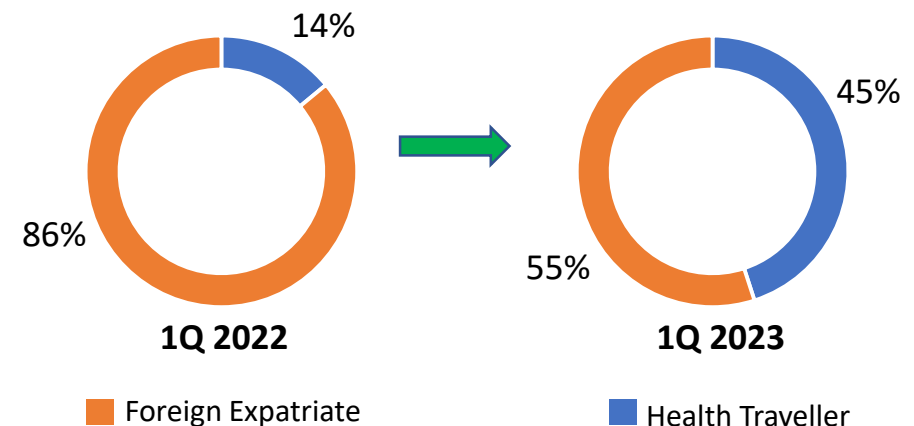
Revenue Contribution by Region 1Q 2023



Health Tourism Revenue (RM Mil)



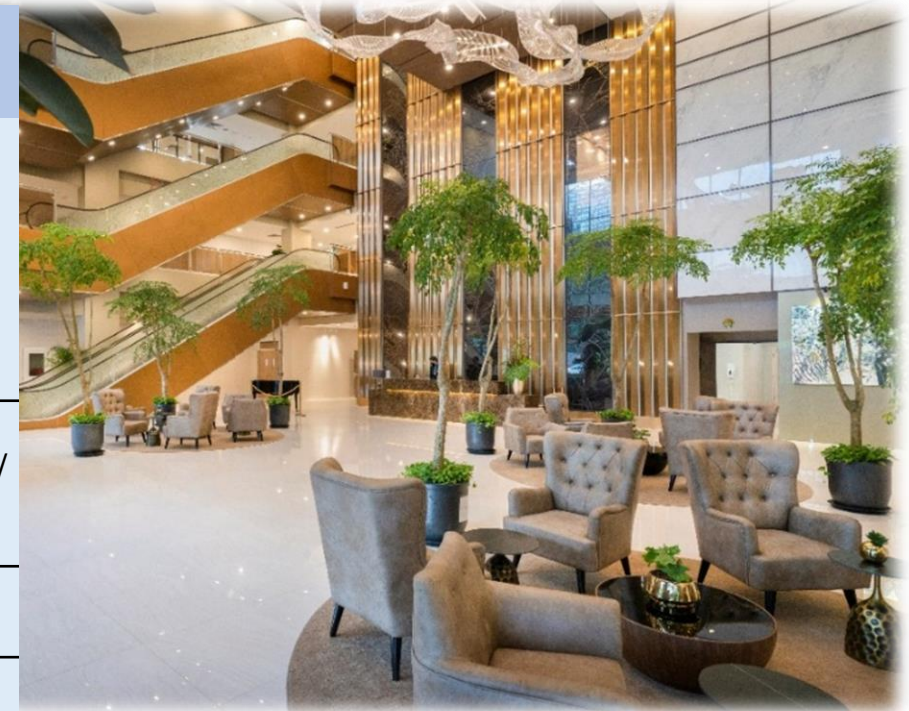
HT Patient Breakdown By Category



DSH2 – KPJ Flagship Hospital Expansion Plans



	Actual 1Q 2023	Planned Expansion		
		2023E	2024F	2025F
No of beds	60 <i>ICU: 3</i> <i>OT: 4</i>	60 to 123 <i>ICU: 3-8</i> <i>OT: 4-6</i> <i>HDU: 0-6</i> <i>CICU: 0-4</i>	123 to 157 <i>OT: 6-7</i> <i>Labour: 3-6</i> <i>Dialysis: 20 Bays</i>	157 to 181 <i>Additional Clinics</i>
Empanelment	Tokio Marine, GE, AIA, Allianz, Zurich	10 major insurance companies	Corporate companies	Majority of major insurers/ TPAs
No of consultant	29	40	45	50
HT Revenue	28%	30%	40%	50%



Technology Driven Smart Hospital



New Model – Open Clinics Concept



Targeting 3 Year Gestation Period



Focus on Health Tourism Market

DSH2

MEDICAL & SURGICAL SERVICES FOR INPATIENT & OUTPATIENT SERVICES

Surgical Services

NEUROSURGERY

OPHTHALMOLOGY

ORAL & MAXILLOFACIAL

BREAST & ENDOCRINE

CARDIOTHORACIC

OTORHINOLARYNGOLOGY

UROLOGY

VASCULAR & HAND SURGERY

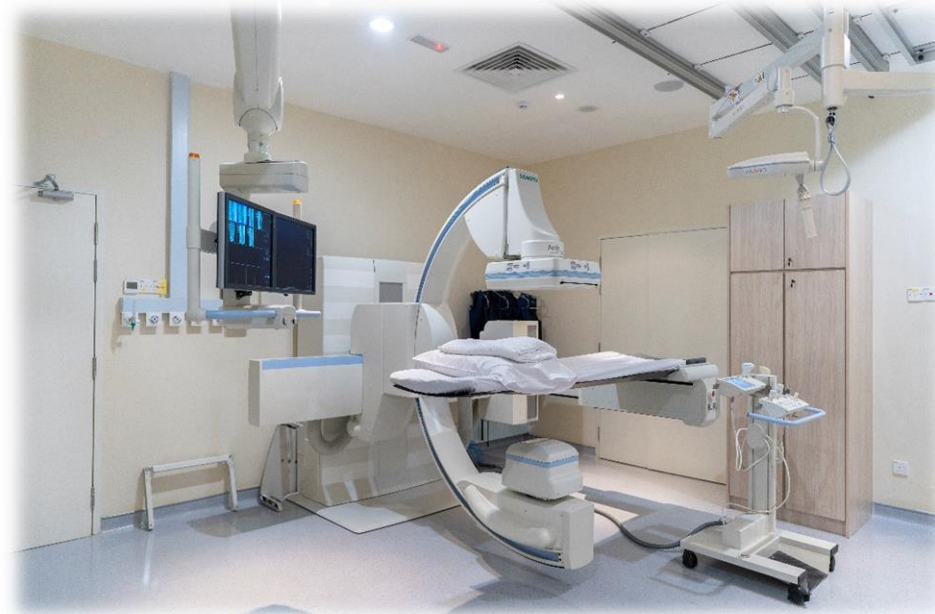
ENDOSCOPY & THERAPEUTIC

PLASTIC & RECONSTRUCTIVE

OBSTETRICS & GYNAECOLOGY

ANAESTHESIOLOGY

INTERVENTIONAL RADIOLOGY



Medical Services

NEPHROLOGY

ENDOCRINOLOGY

GASTROENTEROLOGY

RESPIRATORY

DERMATOLOGY

CLINICAL HAEMATOLOGY

GENERAL MEDICINE

NEUROLOGY

CARDIOLOGY & INTERVENTIONAL

PSYCHIATRY

RADIOLOGY SERVICES

PAEDIATRIC & NEONATOLOGY

CLINICAL ONCOLOGY (OP)

DSH2 SPECIALTIES



Bone & Joint Centre



Spine Centre



Hand & Microsurgery
Centre



Cardiac & Vascular
Centre



Neuroscience Centre



Digestive Health
Centre



Minimally Invasive Surgery
Centre of Excellence



Obstetrics and
Gynaecology Centre



Children Health Centre



Eye Centre



Ear, Nose & Throat
Centre



Gynae minimally Access
Surgery



Aesthetic & Laser
Centre



Breast Care Centre



Fertility Centre



Urology Centre



Dietic & Nutrition
Services



Rehabilitation/Sports
Centre



Speech and Hearing
Centre



Wellness Centre



Dental Care Centre



Behaviour Health
Centre





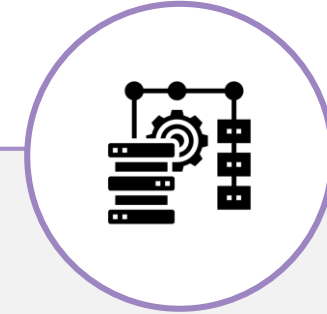
Environment

- ✓ **Decarbonisation:** GHG Emission Benchmarking & Action Plan
- ✓ **Renewable Energy:** Solar Panel & EV Charger Installation
- ✓ **Waste Management Plan**
- ✓ **Climate Risk & Mitigation Plan** based on Task Force on Climate-related Financial Disclosures (TCFD)



Social

- ✓ **Diversity & Inclusion :** Enhancement of Diversity, Equity & Inclusion (DEI) Policy
- ✓ **Community Outreach Programmes :** Launch 2 new KWAN clinics in Sabah & Pahang 3Q 2023
- ✓ **Educate Communities:** Awareness programmes on wellness & preventive care



Governance

- ✓ **Supply Chain Code of Conduct:** Engage suppliers and provide guidance on accepted standards



Q&A Session



Thank You