



A JCORP Company

KPJ Healthcare 2Q 2023 Analyst Briefing

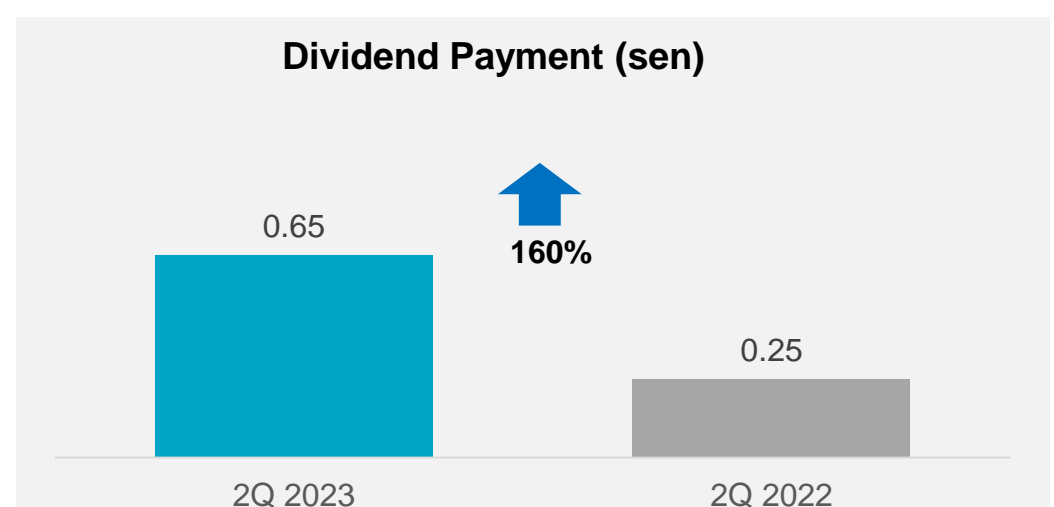
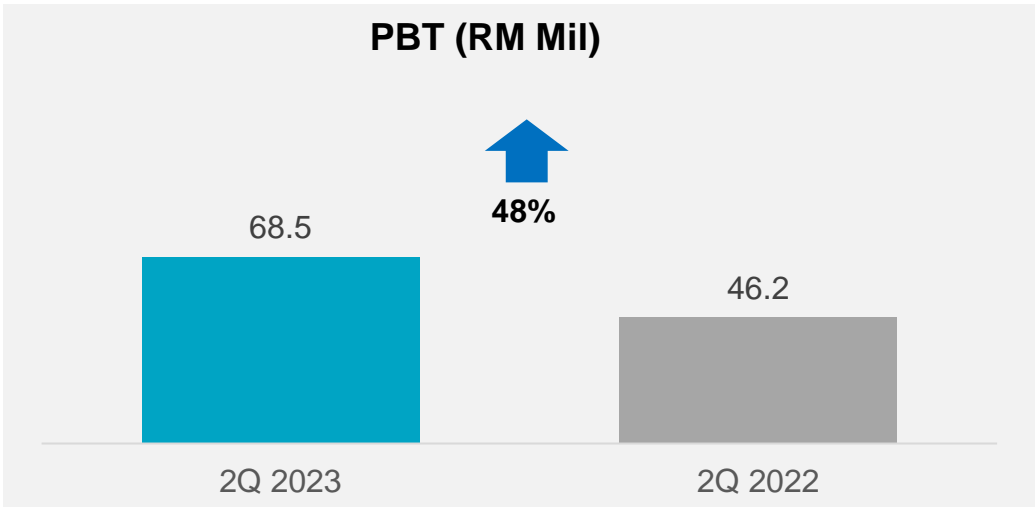
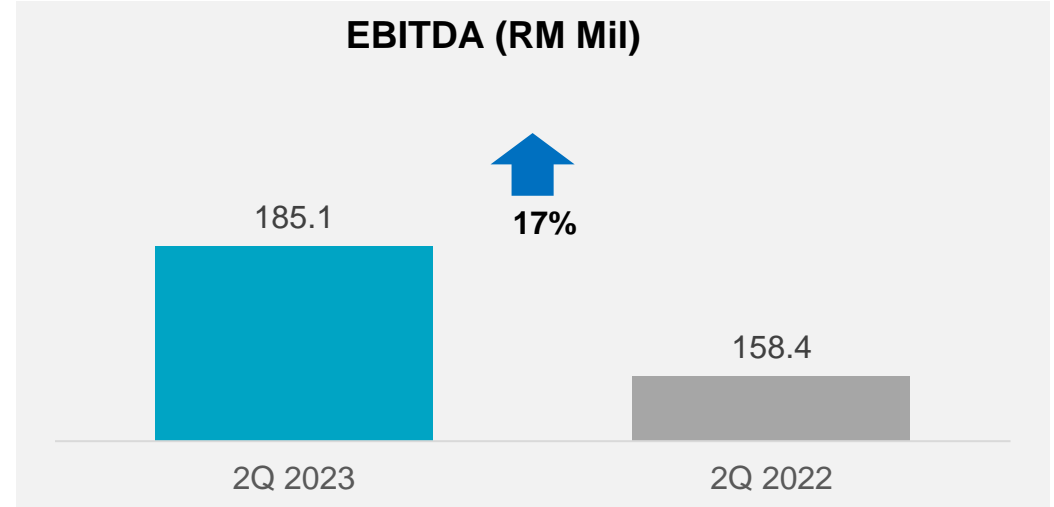
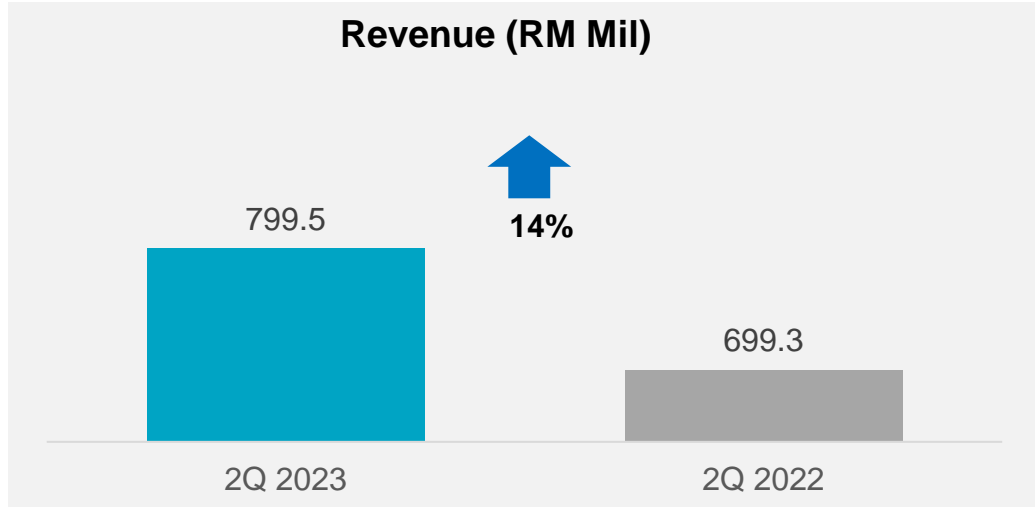
30th August 2023

Care for Life

2Q 2023 financial performance continued to improve year on year



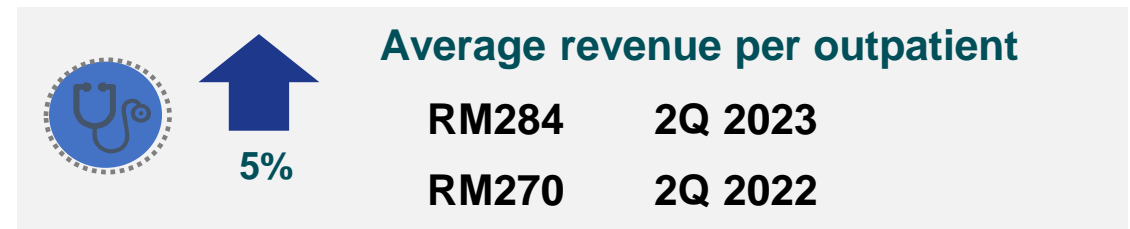
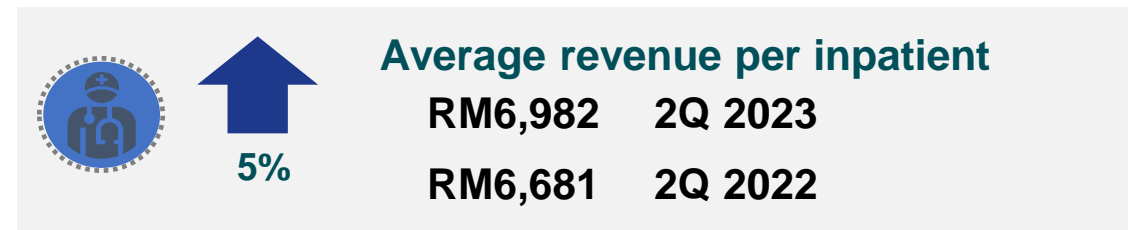
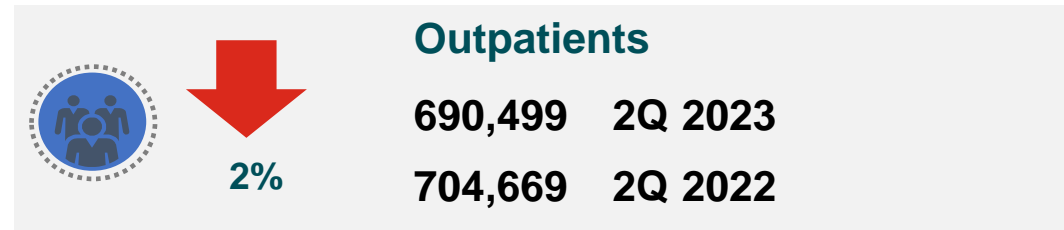
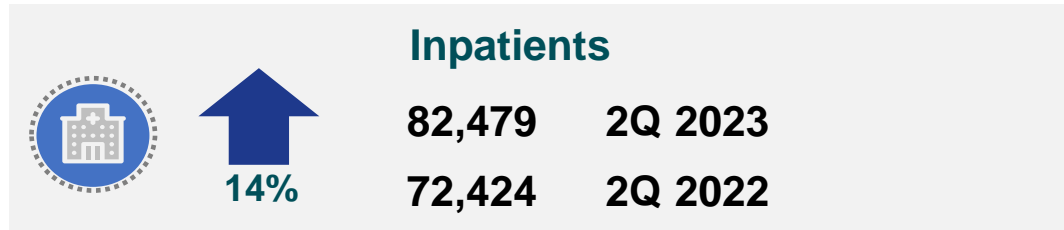
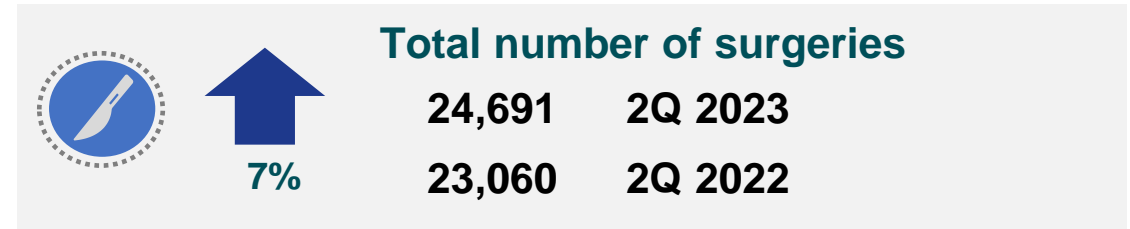
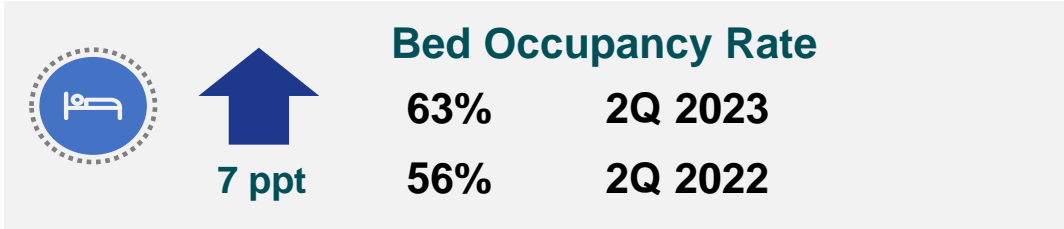
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Operational performance remained solid; BOR at 63% in 2Q 2023



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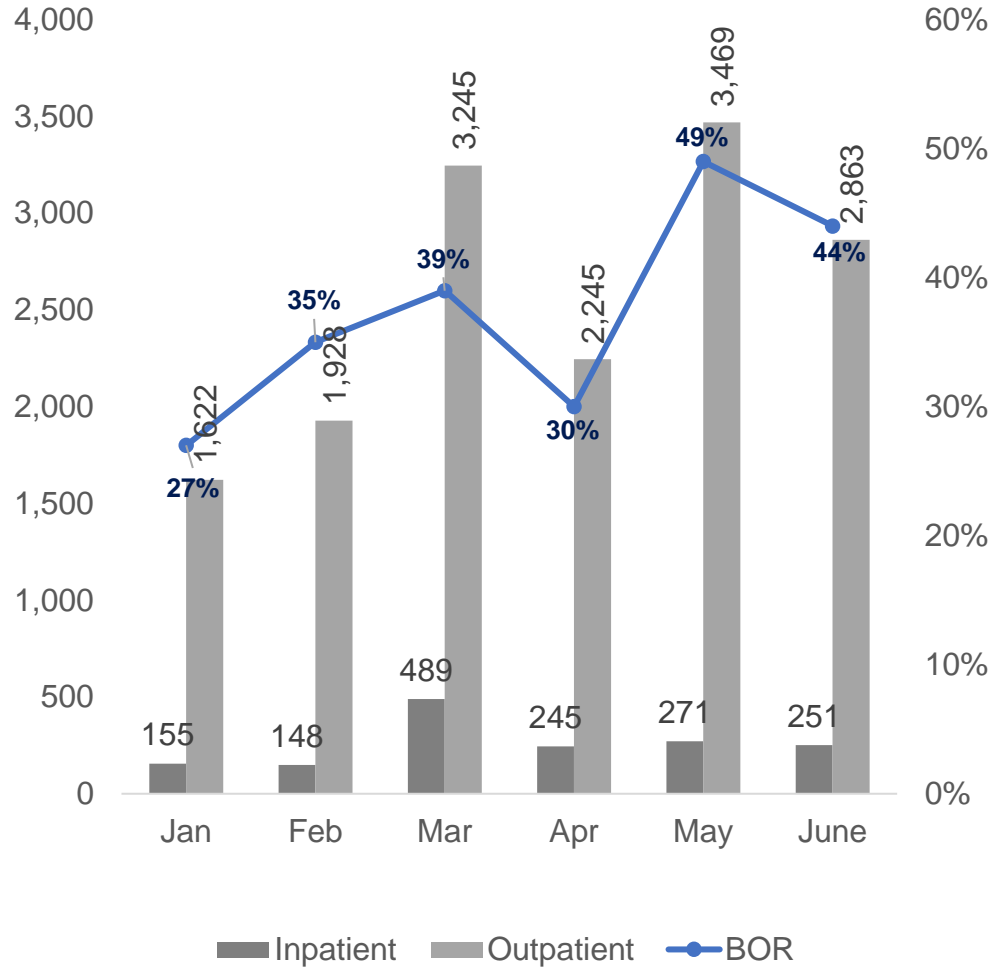
EBITDA margin remained strong at 23.2% in 2Q 2023; margins slightly lower quarter on quarter

	2Q 2023	2Q 2022	Variance (%)	1Q 2023	Variance (%)
Gross profit margin	40.1%	39.0%	+1.1	41.2%	-1.1
Profit before tax margin	8.6%	6.6%	+2.0	9.4%	-0.8
Net profit margin	6.1%	4.4%	+1.7	6.8%	-0.7
EBITDA margin	23.2%	22.7%	+0.5	22.9%	+0.3
PATAMI margin	5.9%	3.9%	+2.0	6.3%	-0.4

DSH2 Expansion to 123 beds on track for CKAPS licensing in September



DSH2 Inpatients, Outpatients & BOR Jan – June 2023



Short Term Development

(Clinical Excellence)

- Oncology Centre
- IVF Centre
- Dialysis Centre
- Home Care Service
- Premium Wellness Centre
- Hydrotherapy Pool
- Robotic Surgery Programme
- International Collaboration with World No.1 Healthcare Provider

(Hospitality Excellence)

- Presidential Suite
- KPJ Care loyalty
- Digital Navigation System

Long Term Development

(Clinical Excellence)

- New Land development
- Full Flag Cancer Centre
- Geriatric Centre

(Hospitality Excellence)

- Commercial Sport Rehab
- Medical Mall
- KPJ Mobile apps
- Integrated nHIS

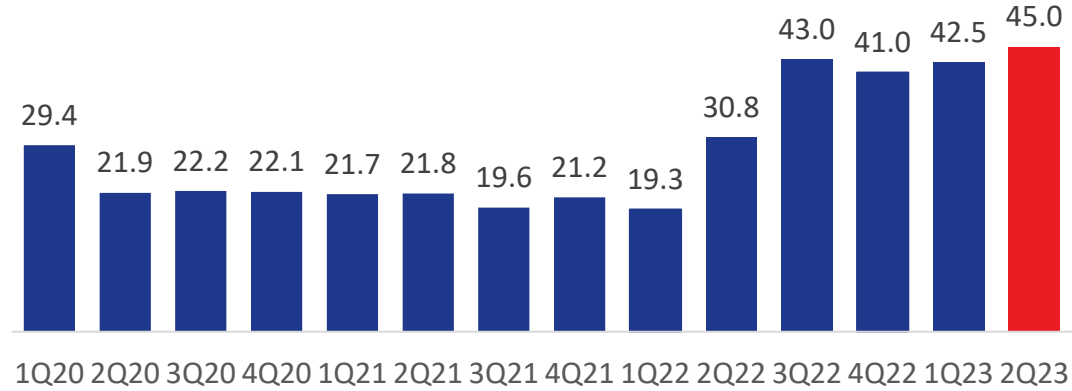
Health Tourism revenue of RM45.0 Million in 2Q 2023



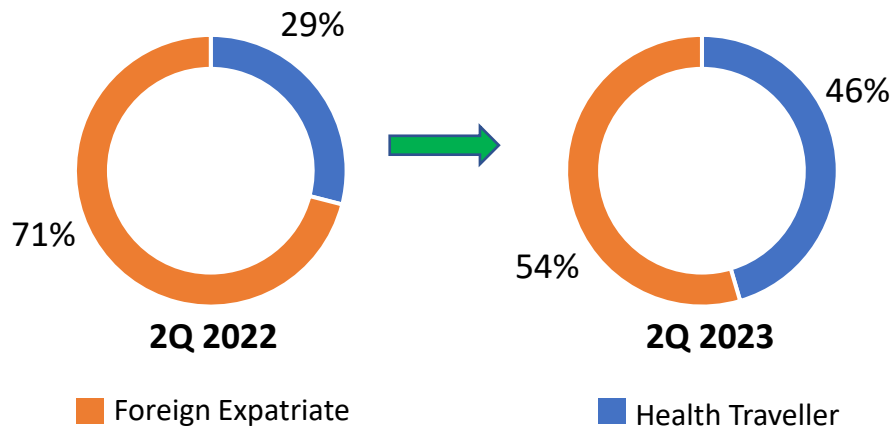
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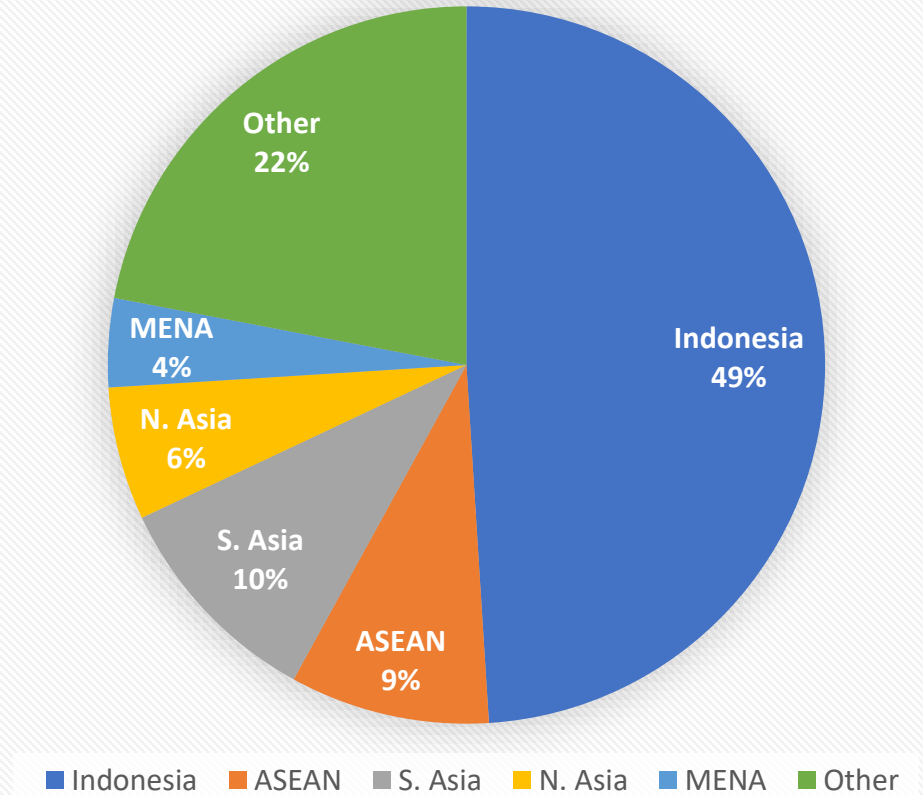
Health Tourism Revenue (RM Mil)



HT Patient Breakdown By Category



Revenue Contribution by Region 2Q 2023





Questions & Answers

Care for Life



Thank You

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