

# 3Q 2024 Analyst Briefing

26<sup>th</sup> November 2024



Care for Life



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A very successful PPP, we are now gearing up for MIH 2025



- Estimated about 5,000 participants throughout the three days event, which was graced by His Majesty Sultan Ibrahim, King of Malaysia.
- More than 1,265 registered delegates; 18 sponsors and about 100 exhibitors.
- PR value of more than RM23 million; about 400 news coverage for the 3-day event.
- Over 2.1 million viewership for MIH Live + (live streaming programme)

# KPJ CONTINUES TO CONTRIBUTE TO THE INDUSTRY

Represent the voice of healthcare players in policy-making forums



- Appointment to Malaysia-United Arab Emirates Business Council (“MUAEBC”).
- MUAEBC is established as a platform for governments of Malaysia and United Arab Emirates (“UAE”) to discuss, formulate and resolve challenges pertaining to economic cooperation between Malaysia and UAE.
- First meeting held on 22 October 2024.

# KPJ HEALTH SYSTEM

First in Malaysia, our long-term commitment to bring KPJ to the next level.



- KPJ Health System launched on 26 November 2024.
- We Heal. We Teach. We Discover

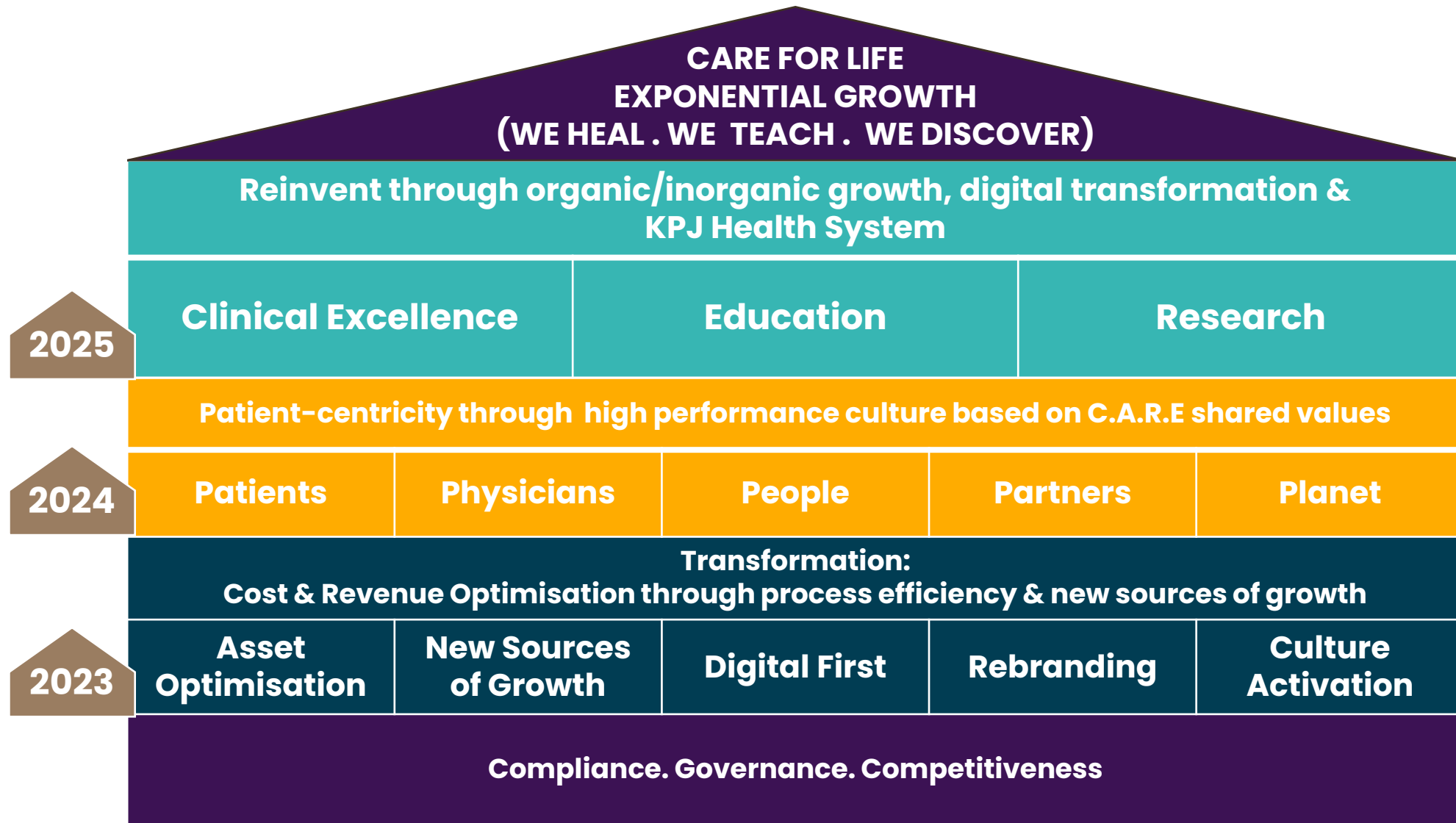


Powered by 30 Hospitals

Powered by  
KPJ University



Powered by  
KPJ Research Center



# OTHER PROGRESS MADE IN 3<sup>RD</sup> QUARTER

Shaping a Sustainable Future for KPJ



- DSH2 obtained the **Green Building Index (GBI) certification** for its sustainable building practices, energy efficiency and waste management
- Target to achieve green certification for all KPJ hospitals by 2030



Silver award for **'Outstanding ESG Performance and Dividend Return'** at **The Edge Malaysia ESG Awards 2024** in October 2024



**Company of the Year (Healthcare) ESG Leadership Award** at the Sustainability & CSR Malaysia Awards in July 2024

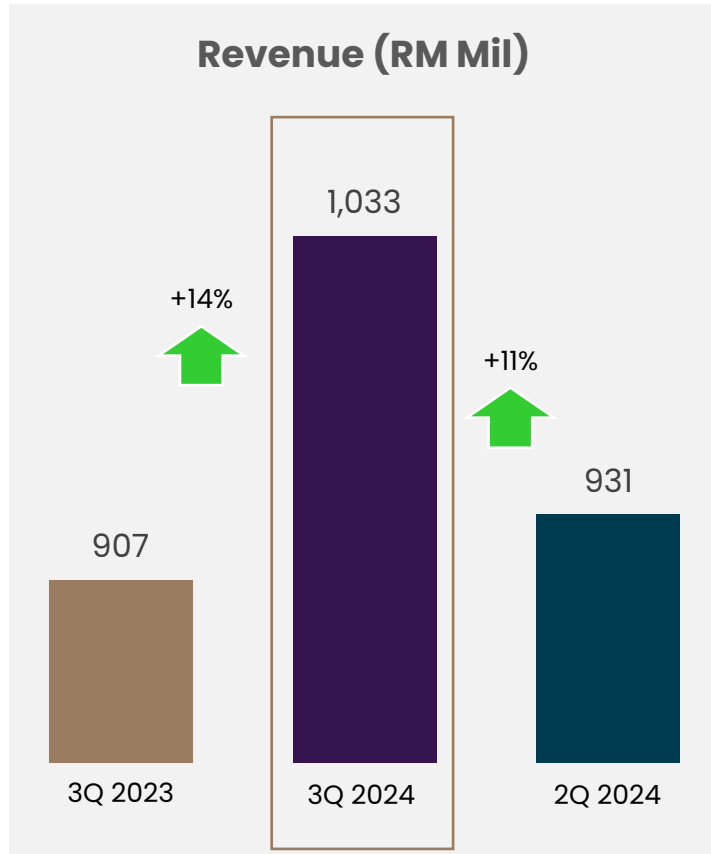
# 3Q 2024 Financial & Operational Performance

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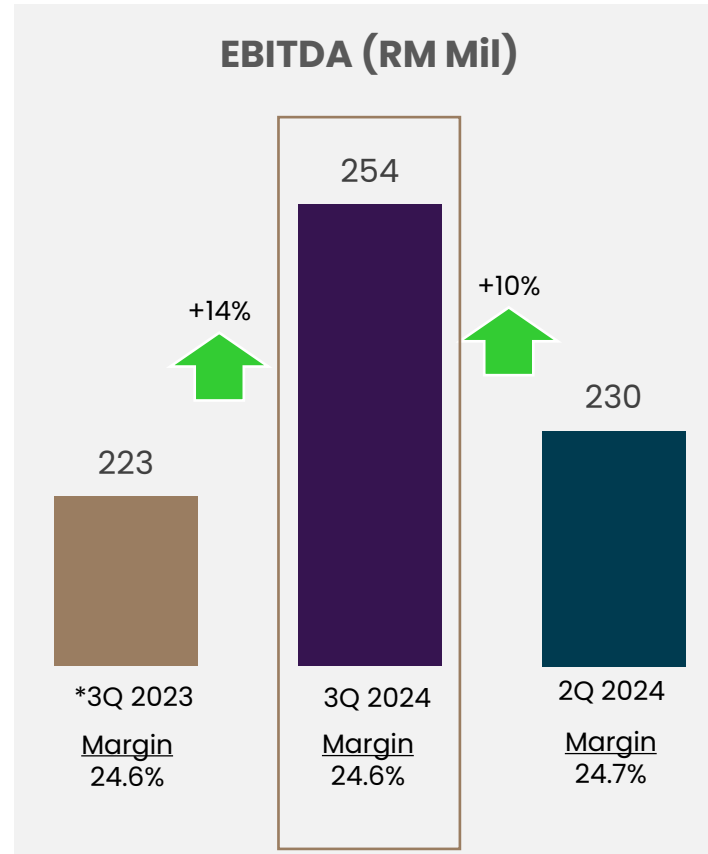
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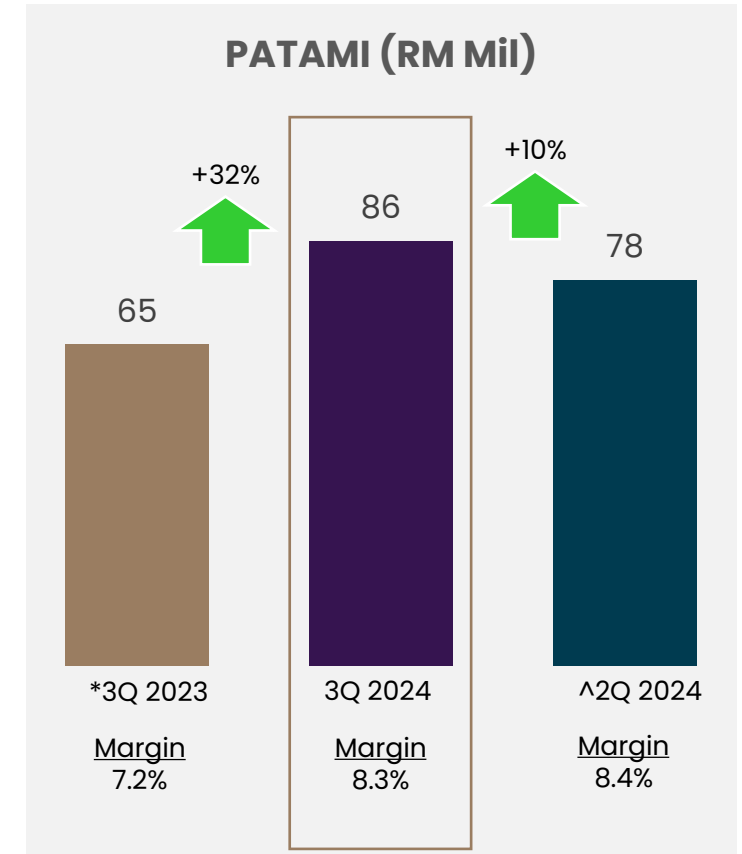
Hits historic RM1 billion quarterly revenue milestone



EBITDA up by 14% YoY



Improvement in PATAMI by 32%

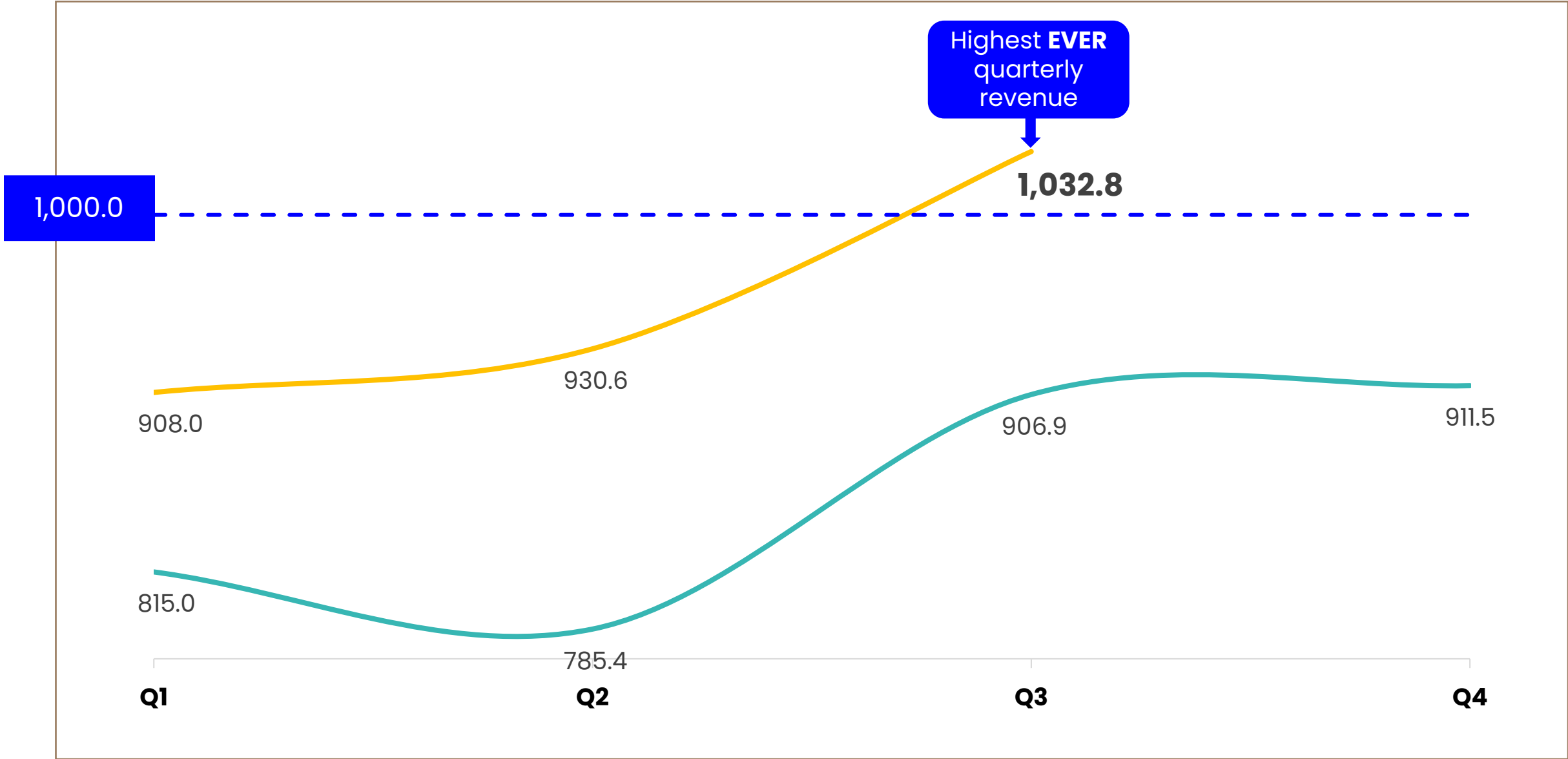


Note :

\* 3Q 2023 EBITDA & PATAMI are normalised for one-off gain from the disposal of Indonesian operation amounting to RM34.8 million and RM26.8 million, respectively.

^ 2Q 2024 PATAMI is normalised for the net gain on extinguishment of net liabilities from disposal of aged care business amounting to RM1.7 million.

# QUARTER-ON-QUARTER ANALYSIS – GROUP REVENUE



BOR at 72%, on a higher bed capacity

Increased patient visits and revenue intensity

## BOR

3Q 2024 - 72%  
3Q 2023 - 73%

↓ 1 PPT YoY

Same bed basis:  
**76%**

## Inpatients

3Q 2024 - 103,228  
3Q 2023 - 96,968

↑ 6% YoY



## Av. Rev / Inpatient

3Q 2024 - RM7,311  
3Q 2023 - RM7,021

↑ 4% YoY



## Surgeries

3Q 2024 - 28,877  
3Q 2023 - 27,697

↑ 4% YoY



## Operational Beds

3Q 2024 - 3,787  
3Q 2023 - 3,589

↑ 6% YoY



## Outpatients

3Q 2024 - 784,437  
3Q 2023 - 771,512

↑ 2% YoY



## Av. Rev / Outpatient

3Q 2024 - RM299  
3Q 2023 - RM286

↑ 5% YoY



## Deliveries

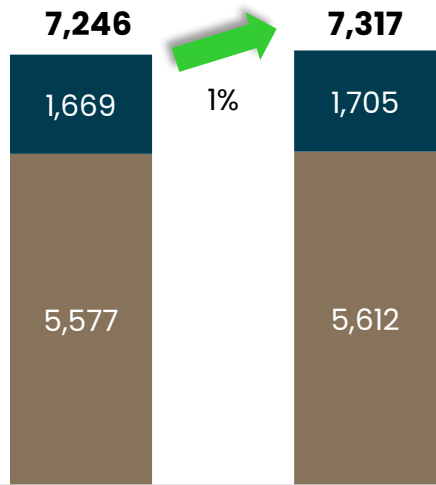
3Q 2024 - 3,385  
3Q 2023 - 3,389

↔ unchanged



Operational Data for KPJ Group, 28 hospitals in Malaysia (excluding Kedah Medical Centre) & 1 hospital in Bangladesh

## Total Assets (RM mil)



Dec-23      Sep-24

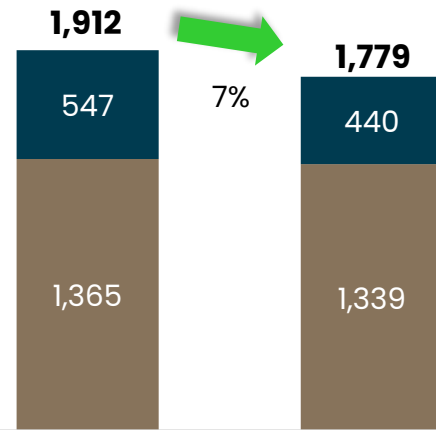
■ Non-Current Assets   ■ Current Assets

### Total Assets

**RM7.32 Bil**  
**(+1.0%)**

Dec 2023: RM7.25b

## Borrowings (RM mil)



Dec-23      Sep-24

■ Long term borrowings   ■ Short term borrowings

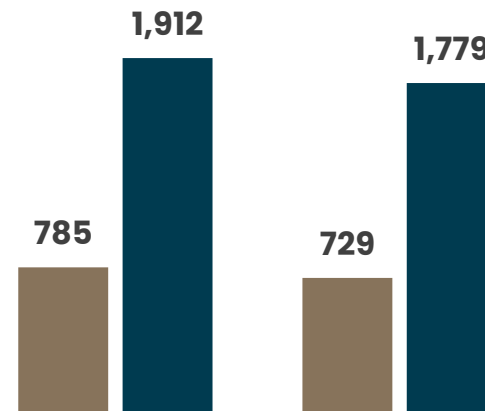
### Debt to equity

**0.65**

Dec 2023: 0.80

Within covenant of 1.5

## Cash and Borrowings Balances (RM mil)

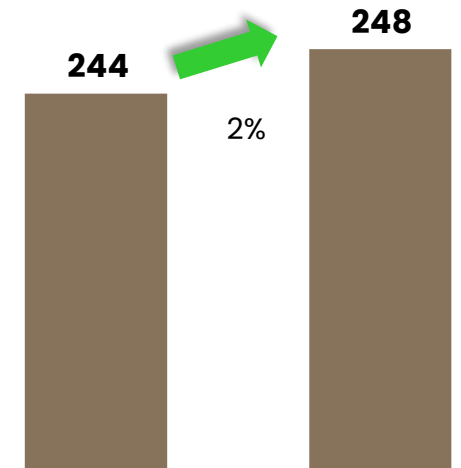


Dec-23      Sep-24

■ Cash   ■ Borrowings

- Decrease in cash was marginally contributed by CAPEX spent
- Lower borrowings balance from Dec-23 following repayments during the period

## CAPEX Spending (RM mil)



Dec-23      Sep-24

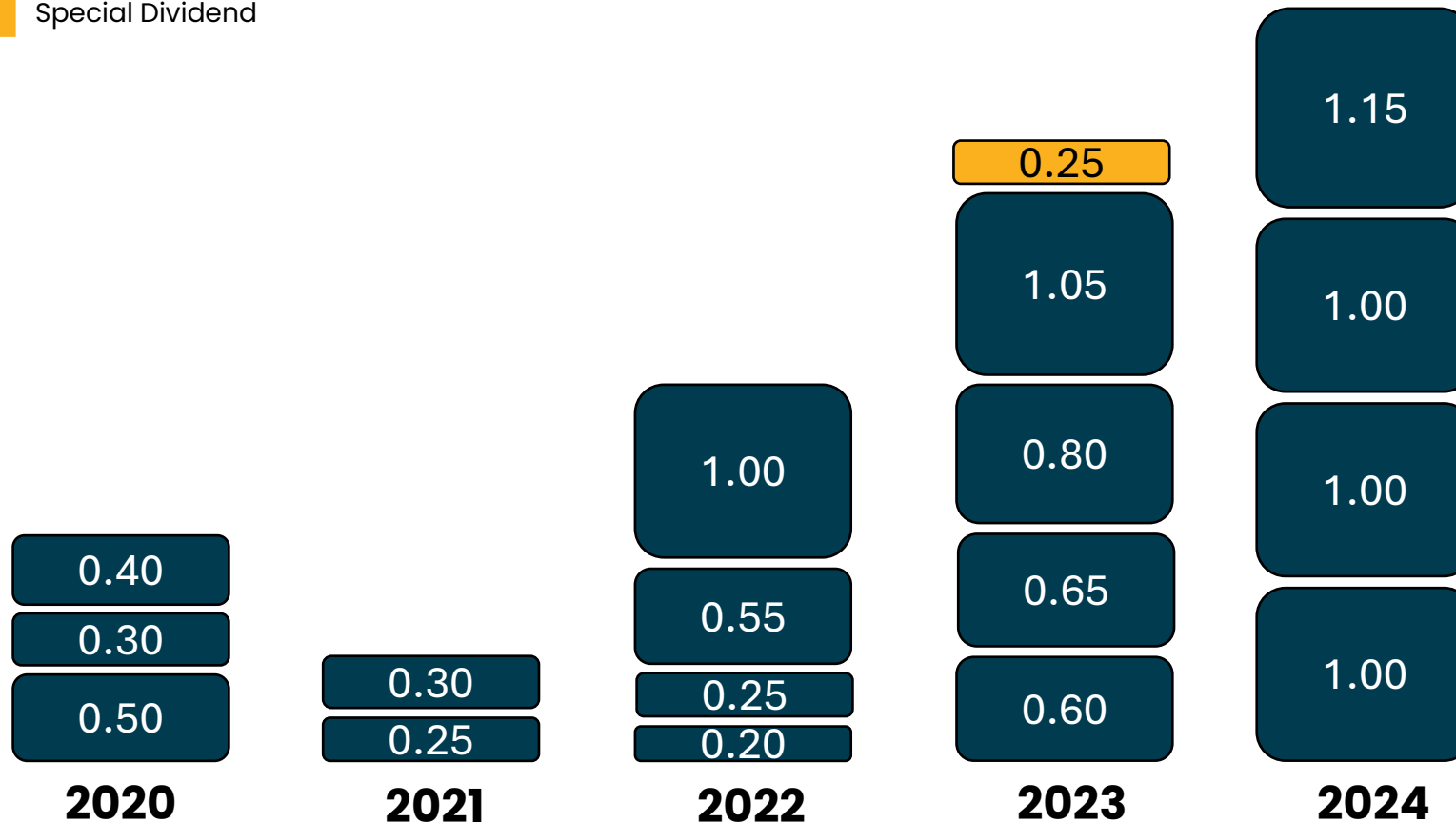
■ CAPEX utilisation

We continue spend on CAPEX for sustainable growth.

Fourth Interim Dividend of 1.15 sen declared, to be paid on 27 December 2024

## Dividend (Sen Per Share)

■ Interim Dividend  
■ Special Dividend

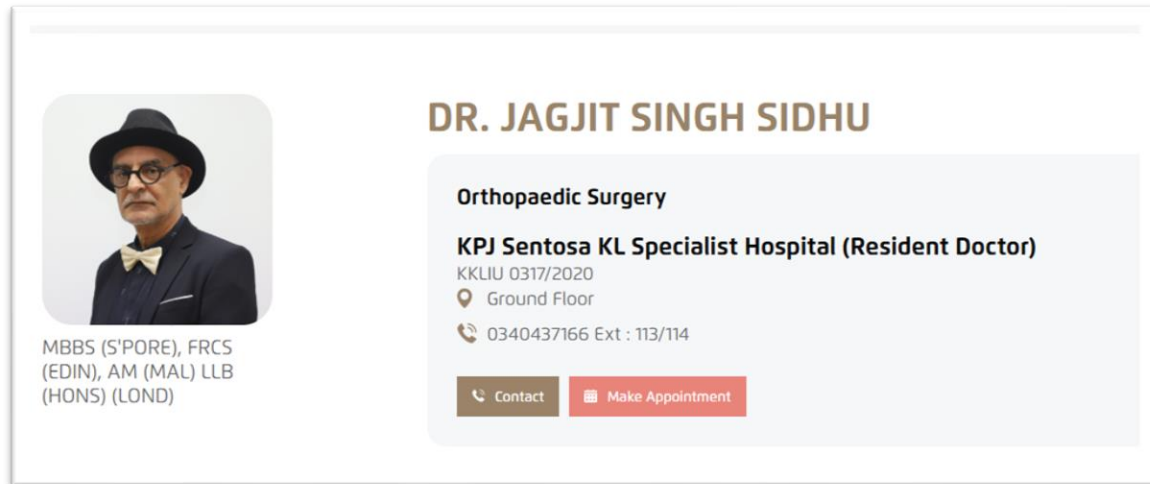
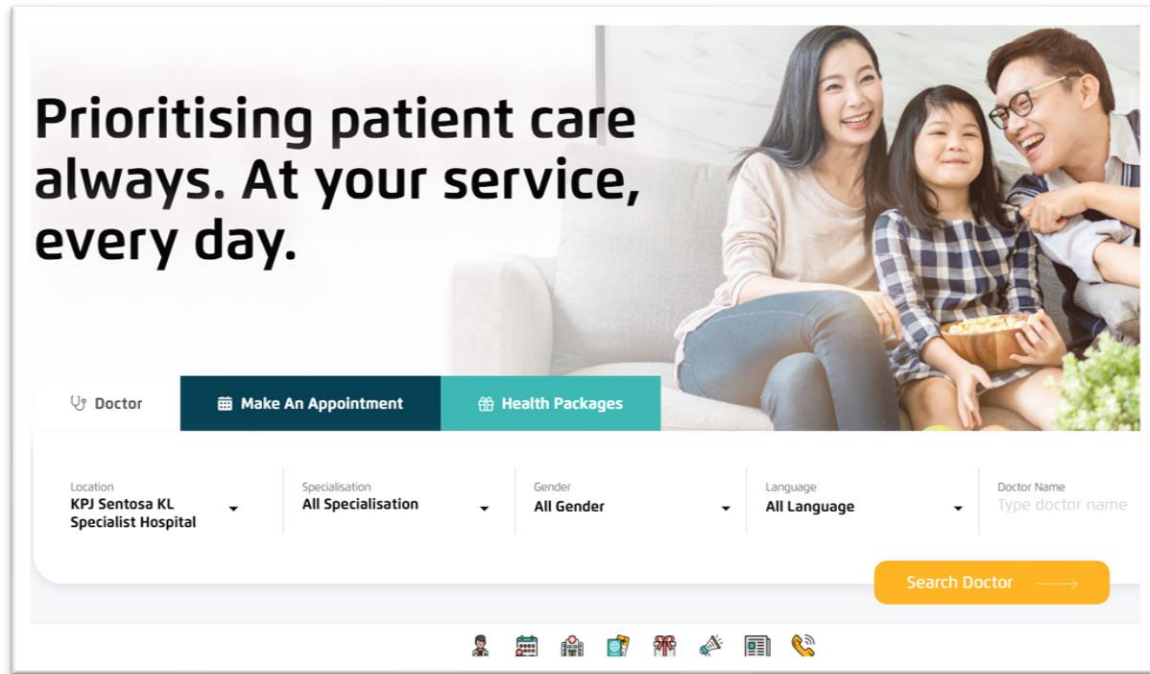


The Group remains confident on its prospects for the current financial year ending 31 December 2024.

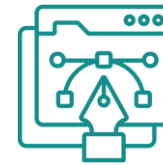
# 3Q 2024 Strategy & Highlights

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New KPJ Brand



Enhanced UI/UX



Search any KPJ Doctor by specialisation, language

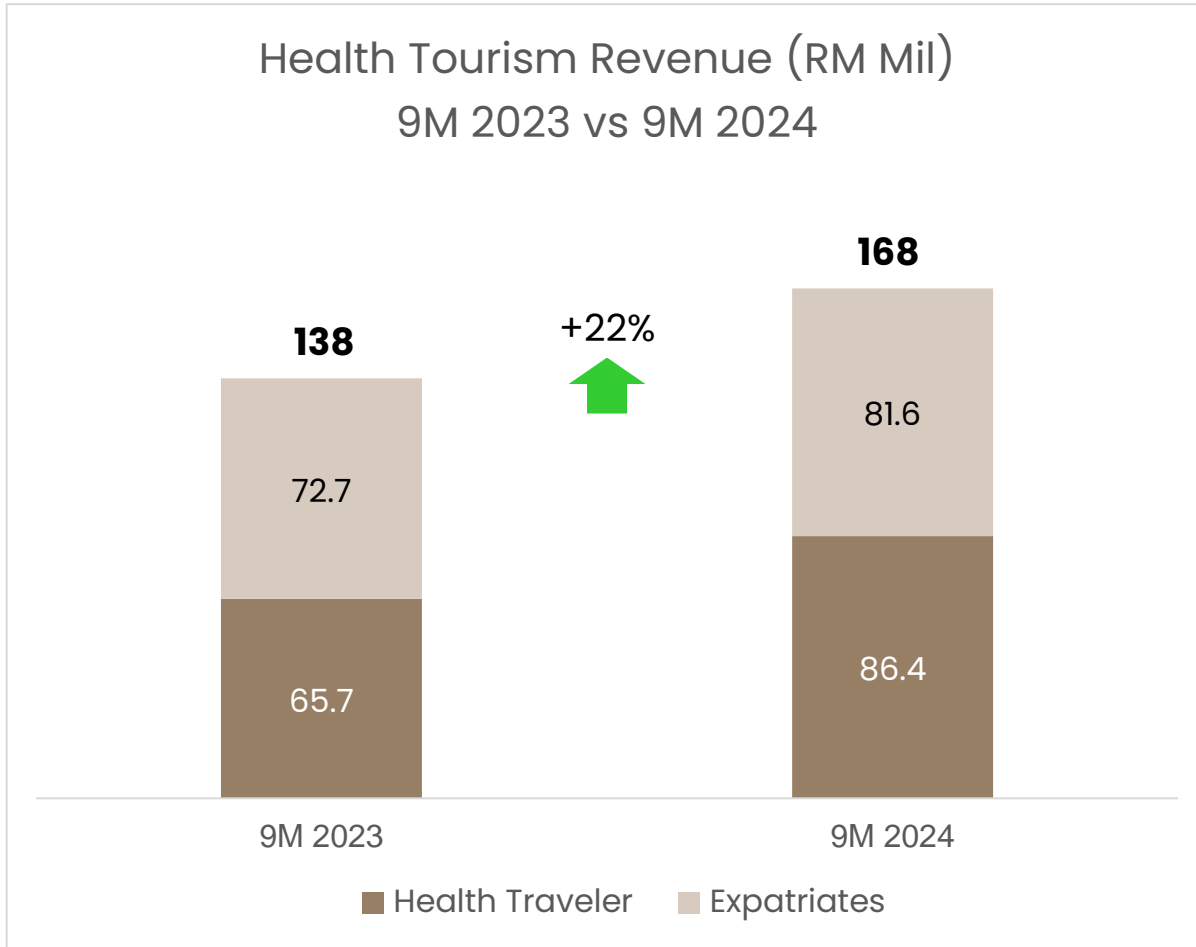


Make appointments at any KPJ hospital



Find Health Packages

- ❑ MTHC projecting RM2.5 Bil HT revenue for Malaysia in FY24, up 11% YoY from RM2.25 Bil
- ❑ KPJ HT Revenue of RM168 Mil YTD 2024, up 22% YoY



### Top 5 Countries FY24 (Health Traveler)

Country	Revenue (%)
Indonesia	81
Singapore	2
China	2
Somalia	1
India	1

### Top 5 Countries FY24 (Expatriates)

Country	Revenue (%)
Indonesia	21
Bangladesh	7
China	6
India	6
Myanmar	5





### Key Initiatives FY25



## Clinical

- ✓ COE Development



## Education & Partnerships

- ✓ Centre for Digital Health
- ✓ Centre for Experiential Learning
- ✓ New high-value programmes



## Research Portfolio

- ✓ Research, Development & Innovation Unit
- ✓ Clinical Integration Digital Incubator Unit

# Outlook

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## **Opening**

- Target to open 1<sup>st</sup> Quarter 2025

## **Clinical Services**

- 2 fully equipped operating theatres
- A 68-bed capacity covering:
  - ICUs
  - Maternity, Paediatric, Adult, and Day Wards
- 1 Endoscopy Suite

## **Medical devices**

- MRI: Siemens Magnetom Amira, 1.5 Tesla (2023)
- Mammography: Hologic Selenia Dimensions, Full Field Digital (2015)
- CT Scanner: Canon Aquilion Lighting, 160 slices (2020)

## **Services offered by 19 Consultants**

- Cardiology
- Orthopaedics
- Paediatrics
- Obstetrics and Gynaecology
- Colorectal & Laparoscopic Surgery
- Ophthalmology
- Anaesthesiology
- ENT (Ear, Nose, and Throat)
- General Medicine
- Endoscopy, Spine, and Radiology



 Promising healthcare outlook, with our focus in key areas:

## Optimising Operations



- ✓ COE hospital network with embedded AHS
- ✓ Technology-driven efficiency

## Capacity Expansion



- ✓ Expand market reach
- ✓ Position KPJ to handle complex cases with a variety of specialties

## Centre of Excellence



- ✓ Attract skilled specialists and patients
- ✓ Offer advanced care in key medical fields

## Academic Health Centres



- ✓ Integration of patient care, education and research
- ✓ Attract and retain top talent

## Consultant Recruitment



- ✓ Strengthen quality via subspecialties and service range

## Revenue Intensity



- ✓ Optimise via CaseMix & clinical intensity

# Q&A Session

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# Thank You

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**Care for Life**