



A JCORP Company

4Q 2023 INVESTOR BRIEFING

PRESENTATION BY
CHIN KEAT CHYUAN
PRESIDENT & MANAGING DIRECTOR

Tuesday, 20 February 2024 | 11.00AM – 1.30PM

Care for Life

Q4





Financial & Operational Performance

Care for Life



FY2023 Profitable Path: Strategies that delivered

Strong demand and strategic business decisions such as divestment of international businesses yielded impressive returns for KPJ Healthcare and shareholders.



STRONG FY2023 RESULTS

- Year on Year:
- Revenue exceeded RM3 billion, another record year
 - PATAMI RM281 Mil, up 57%



VALUATION

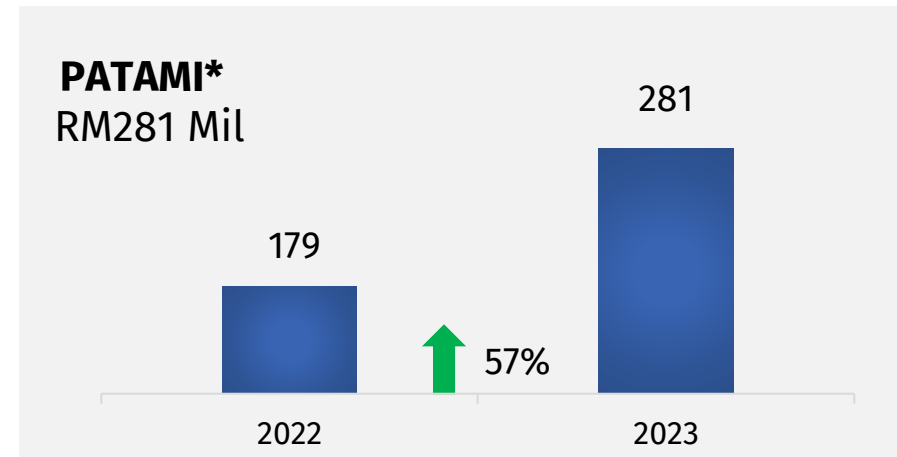
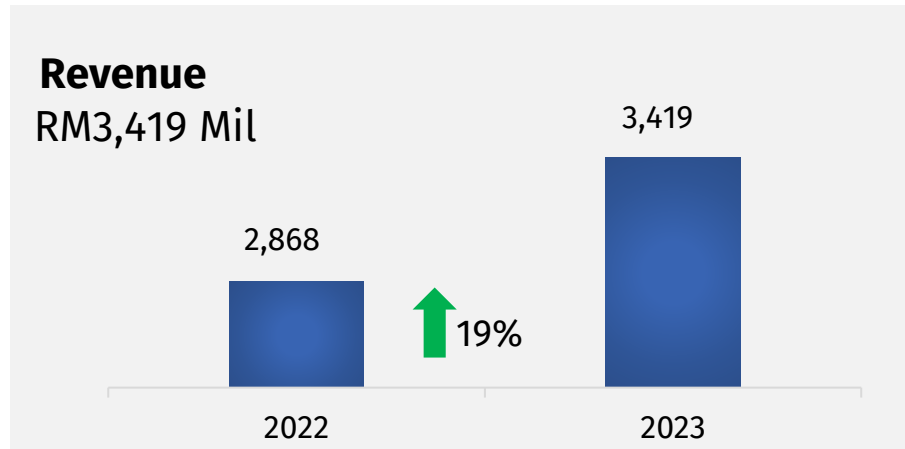
- Share Price RM1.61 @ 19 Feb
- Market Cap RM7.3 Bil



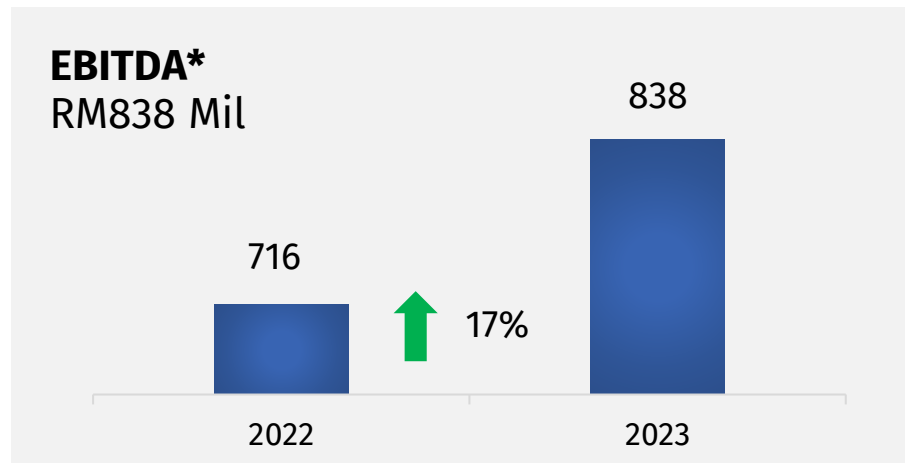
STRONG DIVIDEND PAYOUT

- FY 2023:
- 3.35 Sen Per Share, up 68% YoY
- Feb 2024:
- 1 sen single tier interim dividend per ordinary share

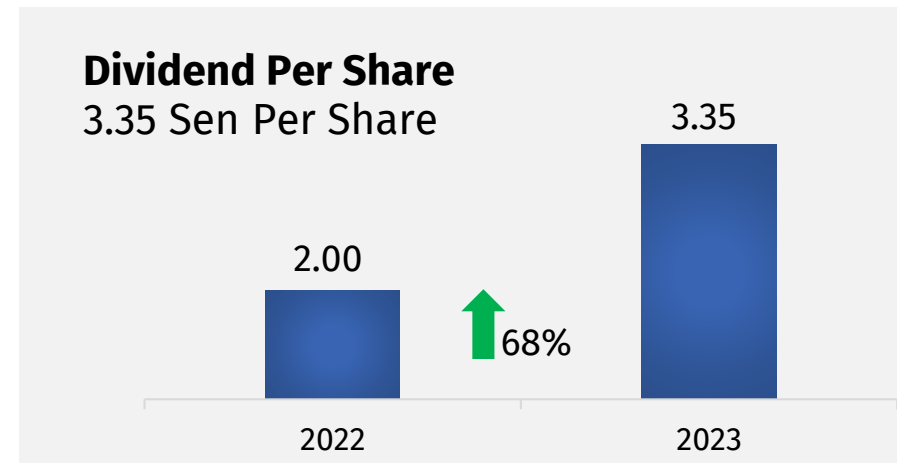
FY2023 Performance Up On Previous Year



*PATAMI from continuing operations



*EBITDA from continuing operations



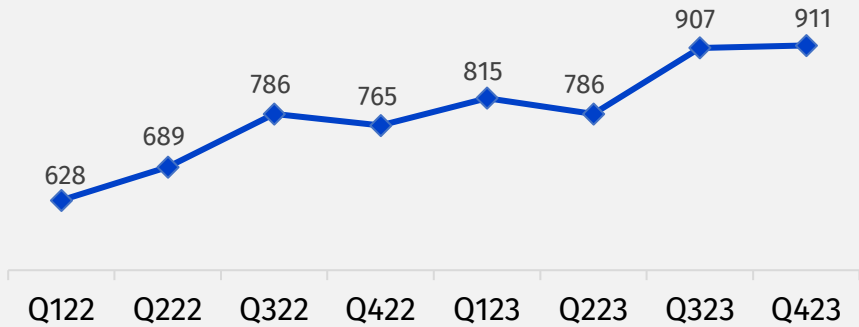
One-Off Items FY 2023 at PBT level

- Net Impairment loss on PPE and investment properties of RM6.8 Mil (4Q 2023)
- Net Gain on Disposal of Indonesia Operations of RM38 Mil (3Q 2023)

Continuing Uptrend in Revenue & PATAMI

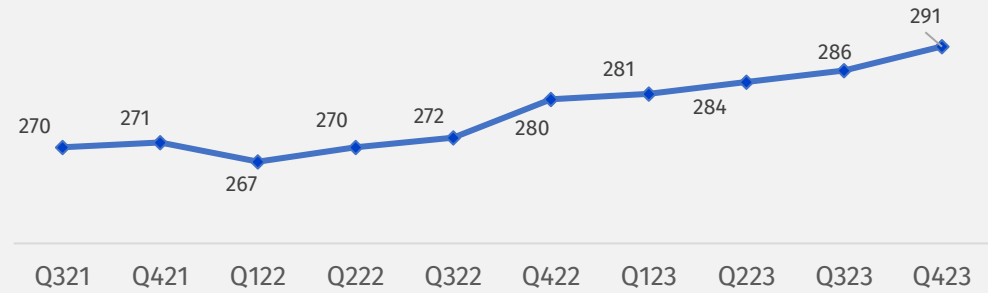
4thQ Revenue RM911 Mil

↑ 19% YoY
↑ 0.4% QoQ



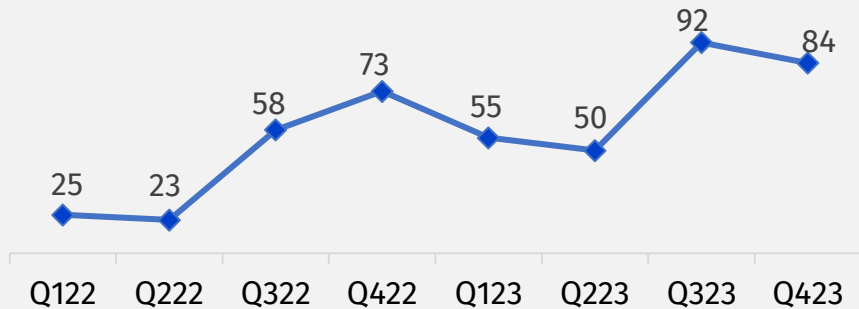
Av. Revenue/Outpatient RM291

↑ 4% YoY
↑ 2% QoQ



4thQ PATAMI* RM84 Mil

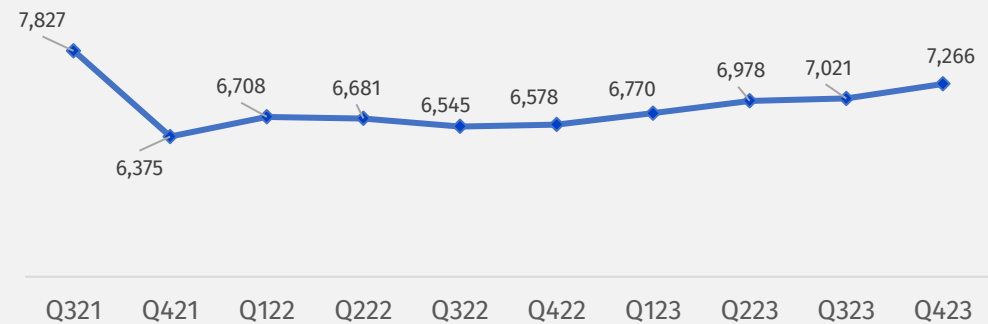
↑ 15% YoY
↓ 9% YoY



*PATAMI from continuing operations

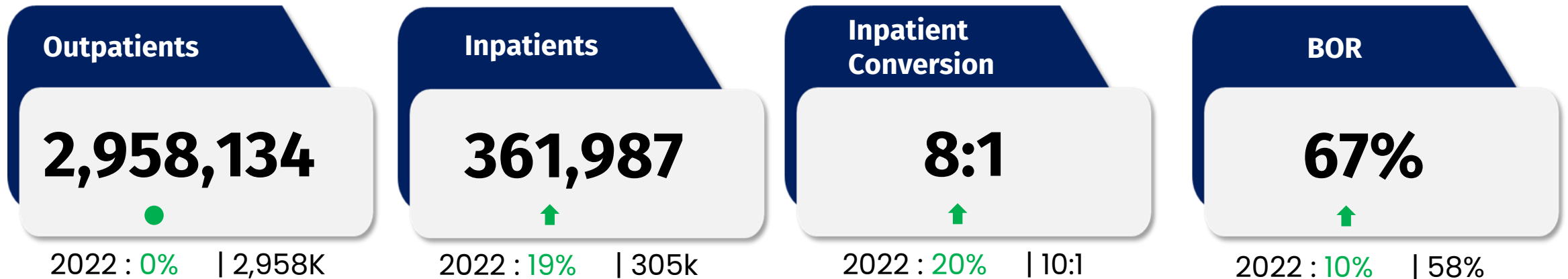
Av. Revenue/Inpatient RM7,266

↑ 10% YoY
↑ 3% QoQ



Operational Summary for FY2023

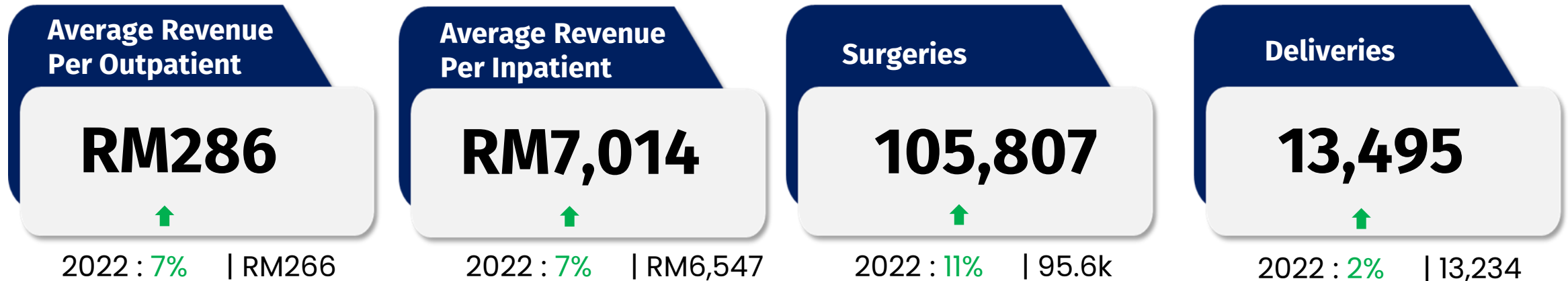
Demand and Revenue Intensity Key Contributors to Strong FY2023



**The Group hospital analysis excluded Kedah Medical Centre, an associate of KPJ Group and Indonesia operations as discontinued operations*

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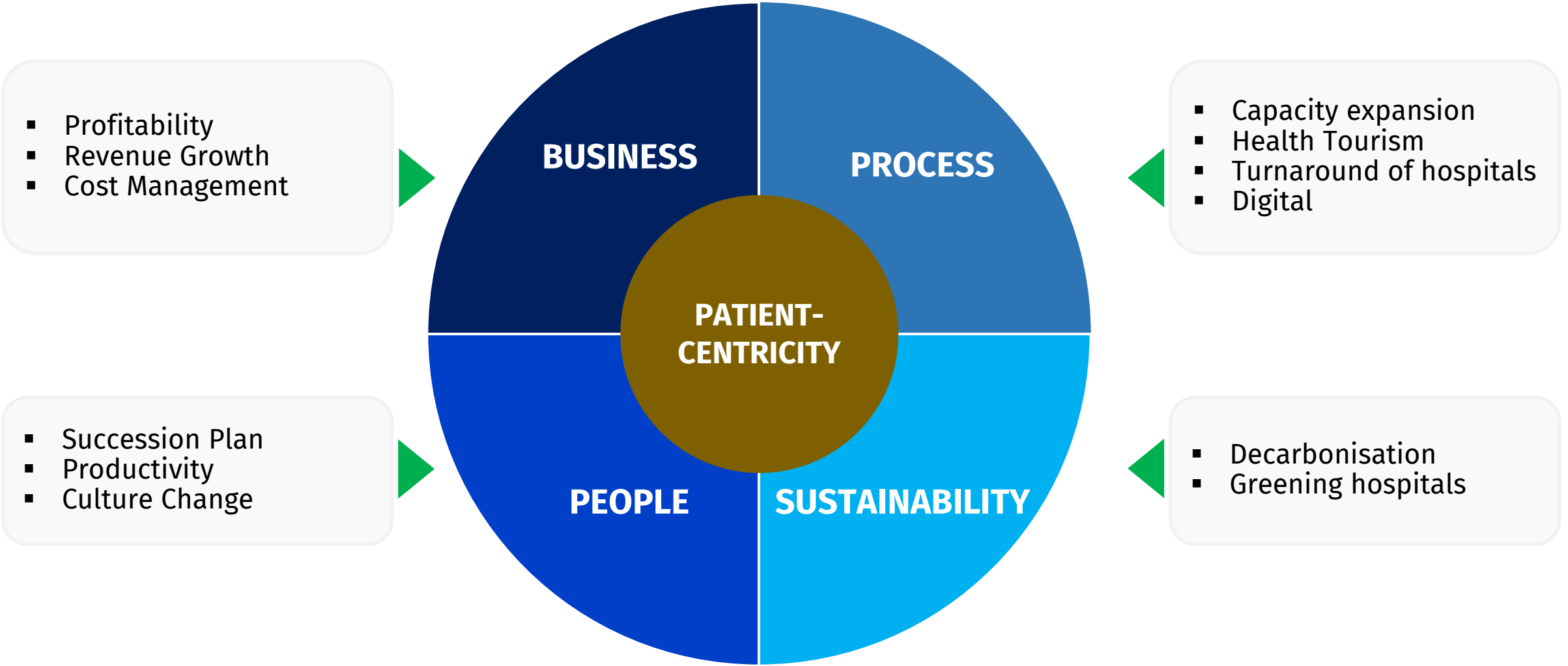
2024 FOCUS & VALUE CREATION INITIATIVES

Care for Life



Building Blocks for 2024 Success

Four strategic areas identified in setting the gold standard for patient-centricity, driving Team KPJ for growth and excellence.



FY 2024 Capex to drive growth

Allocating significant resources to leverage opportunities, deliver innovative, technologically-driven healthcare and excellent patient services.



Capex



Bed Expansion



Kuala Selangor

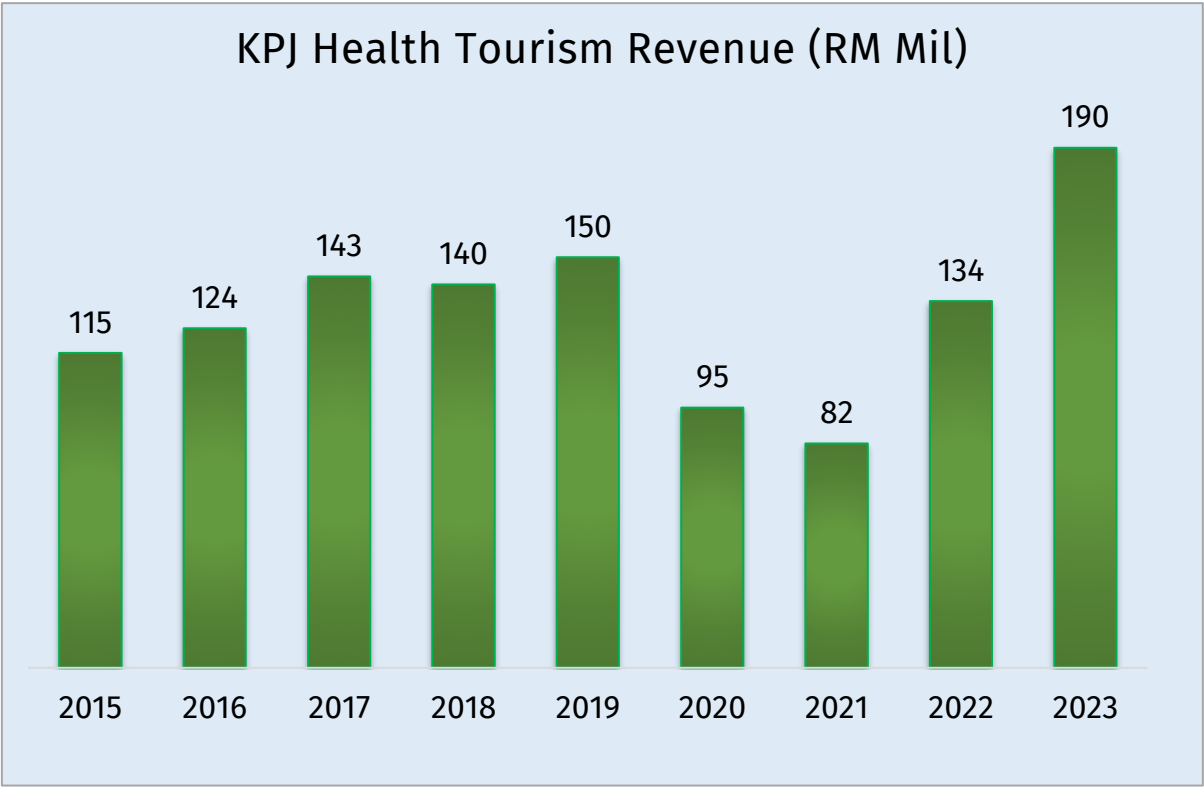
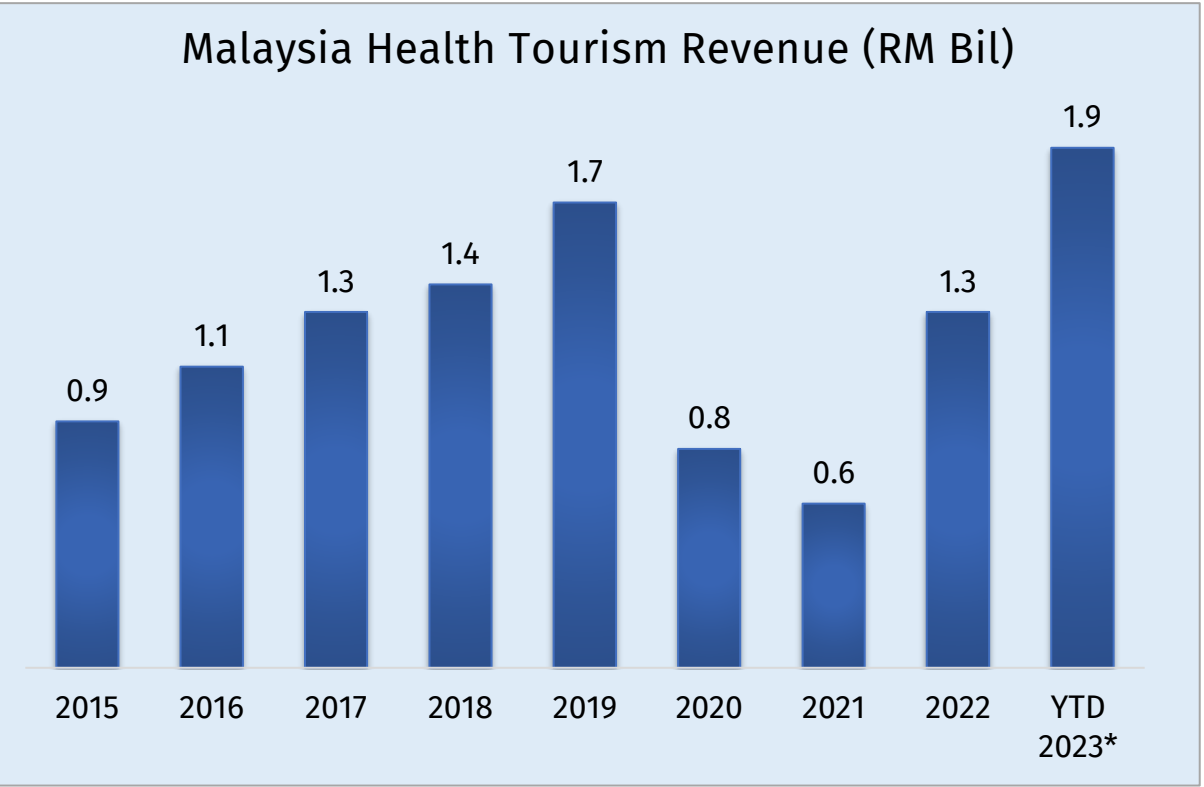
- RM450 Mil Capex in FY2024:
 - I. 50% Growth Initiatives
 - II. 34% Improve Operations
 - III. 16% IT
- Approx 350+ new beds in 2024
- Expected opening late 2024/early 2025
- 60 operating beds

Unlocking Health Tourism: Precision Path to Limitless Potential

- 2023 Malaysia HT Revenue expected to surpass RM2 Bil mark
- Market Growth estimated @ 18% and 20% in FY24 & FY25
- KPJ HT Revenue RM190 Mil in FY2023, 6% of Revenue in FY2023
- Est ~9% KPJ Market Share in 2023, large potential to expand

MOVING FORWARD: 2024

- 13 rep offices/exclusive agents in Indonesia
- Full-fledge HT team now
- More than double investment for promotion
- Leverage on strategies on Mayo Clinic affiliation, robotic, heart & lungs, preterm delivery management



*YTD Jan – Nov 2023

Charting excellence, with MCCN paving the way



Value Creation for DSH 1 & DSH2

1. Exclusive Membership – FIRST in Malaysia
2. World class - Improve Clinical Excellence
3. Grow Medical Tourism

Centres of Excellence

- Damasara (Oncology)
- DSH2 (Heart & Lung)

Other Value Creation Initiatives

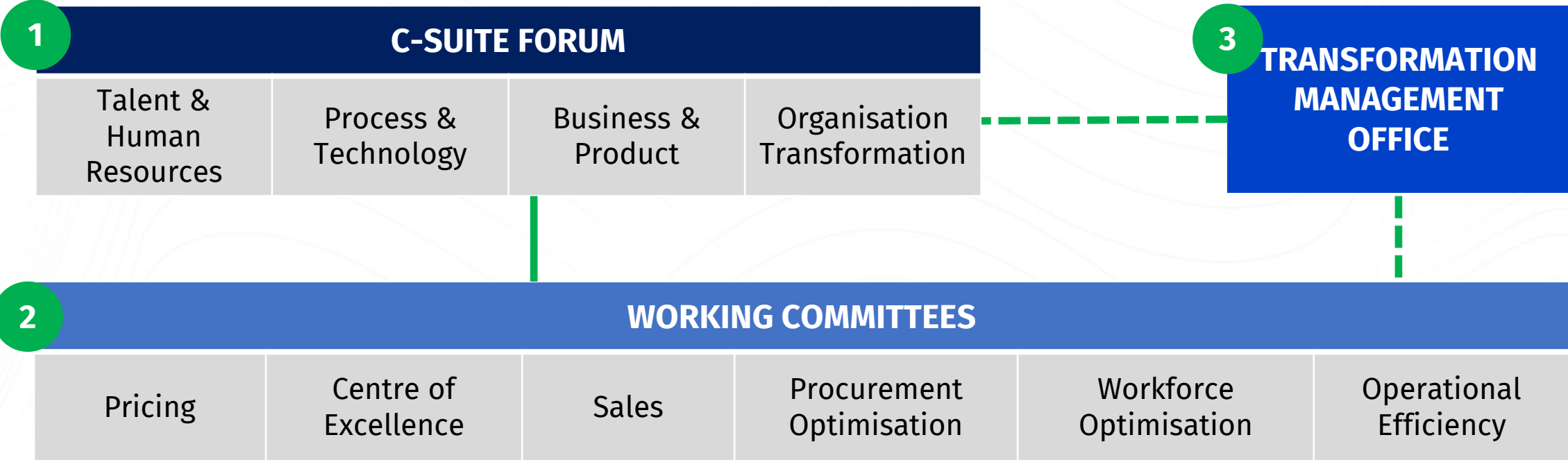
- Robotic Programme to start in March 2024
- Academic Health System – KPJU leading integration of hospital, research and academic pillars



Execution key to 2024 success

FUTURE FORWARD LEADERS INITIATIVES

- Cross-functional team driving the value program
- Official launch on February 22, 2024, first batch of a select group of identified employees for targeted development and task assignments.



Determination to turnaround gestation hospitals

 Expansion of Services

 Recruitment of New Consultant

 Promotional of Services & Packages

 Collaboration Health Tourism & Others

 Insurance Panelship

KPJ Miri
KPJ Perlis
KPJ Batu Pahat
KPJ Bandar Dato' Onn
Damansara Specialist Hospital 2



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Thank You

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Q4

