

STOCK INFORMATION

(SET:RPH)

Share price (18 NOV, 2022): THB 5.95

Historical price:

52-week high THB 8.00 52-week low THB 5.80

No. of shares: 546 m Par value: THB 1.00 THB 3,276 m Market Capitalization: Value Trade/Day: THB 11.81 m

Free float: 68.60% 2.58% Foreign ownership: Foreign limit: 49.00%

MAJOR SHAREHOLDERS

(Nov 18, 2022)

MR. TEERAWAT SRINAKARIN 11.67% THONBURI HEALTHCARE GROUP 7.00% MR. VALLOP LAOPAIBOON 4.49% MISS AMPORN RUANGPRASERTKUN 3.66% MINISTRY OF FINANCE 2.69%

RPH HOSPITAL

A private hospital focuses on enhancing the health of the community in Khon Kaen province with convenient health-care facilities



36

198

Patient Examination Rooms for OPD

Beds for IPD

Medical Personnel



Doctors









Doctors

Accreditation





GHA for COVID-19

Q3/2022 Highlights



Impressive Profits in 9M/2022

- 9M/2022 operating revenue was Baht 1,088.1 million, increased by 33.7% YoY
- 9M/2022 Gross Profit was Baht 469.1 million, increased by 43.9% YoY
- 9M/2022 net profit was Baht 294.4 million, increased by 65.2%



Re-Accredited JCL

· RPH successfully Re-Accredited Joint Commission International (JCI) on the 19th August 2022 to reinsure that the Hospital standard is international recognized



Opened 2 Additional Center of Specialty

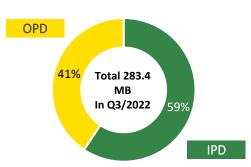
- RPH have successfully opened 2 additional clinics of specialty including:
- · Stroke Center
- Trauma Center



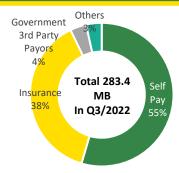
Obtained the "Carrying Hospital Award 2021"

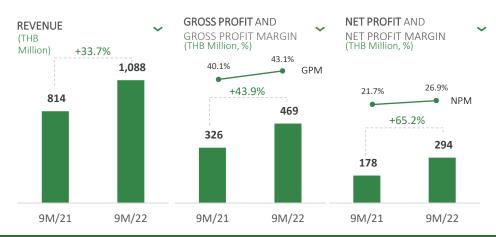
 RPH was awarded the Silver class "Carrying Hospital Award 2021" From Muang Thai Life Assurance PLC. On 22nd September 2022

Revenue Breakdown by Patient Type



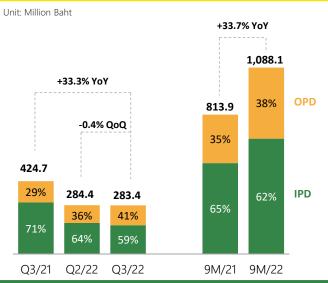
Revenue Breakdown by Payor







Operating Revenue Breakdown by Type of Patient



YoY: Q3/2022 vs Q3/2021

Operating revenue was Baht 283.4 million, decreased by Baht 141.3 million or 33.3% mainly due to the improving Covid-19 situation, resulting in a decrease in the number of patients from Covid-19 infection. As a result, the revenue from OPD and IPD declined by 7.2% and 44.0%, respectively.

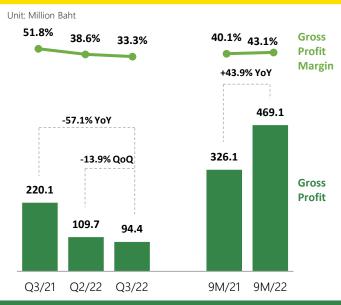
QoQ: Q3/2022 vs Q2/2022

Operating revenue was Baht 283.4 million, slightly decreased by Baht 1.0 million or 0.4% mainly due to the decreasing number of Covid-19 patients, impacting to the revenue of IPD, declined by 7.1%. However, the revenue of OPD delivered the increase of 11.4%.

YoY: 9M/2022 vs 9M/2021

Operating revenue was Baht 1,088.1 million, increased by Baht 274.2 million or 33.7% mainly due to the higher revenue related to Covid-19 such as vaccination services, testing for Covid-19, and providing cohort ward and hospitels.

Gross Profit and Gross Profit Margin



YoY: Q3/2022 vs Q3/2021

Gross profit was Baht 94.4 million, decreased by Baht 125.5 million or 57.1% mainly due to:

 Revenues related to Covid-19 have declined in line with the lower number of COVID-19 cases as a result of continual improvement in the COVID-19 epidemic situation.

QoQ: Q3/2022 vs Q2/2022

Gross profit was Baht 94.4 million, decreased by Baht 15.1 million or 13.9% mainly due to:

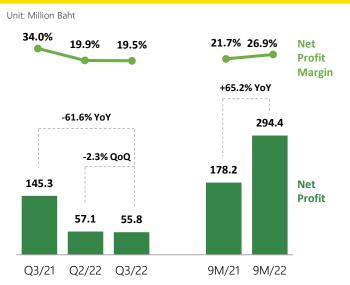
 Revenues related to Covid-19 have declined in line with the lower number of COVID-19 cases as a result of continual improvement in the COVID-19 epidemic situation.

YoY: 9M/2022 vs 9M/2021

Gross profit was Baht 469.1 million, increased by Baht 143.0 million or 43.9% mainly due to:

- Revenues related to Covid-19 increased due to the outbreak of new species (Omicron) in Q1/2022 and Q2/2022.
- The number of normal patients increased especially the number of pediatric patients with RSV.

Net Profit and Net Profit Margin



YoY: Q3/2022 vs Q3/2021

- Net Profit was Baht 55.8 million, decreased by Baht 89.5 million or 61.6%, mainly due to the decrease in revenues related to COVID-19, which corresponds to continual improvement in the COVID-19 situation.
- Net Profit Margin was 19.5% in Q3/2022, decreased from 34.0% in Q3/2021, due to the decreasing revenues related to COVID-19.

QoQ: Q3/2022 vs Q2/2022

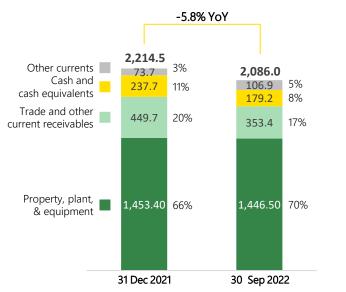
- Net Profit was Baht 55.8 million, slightly decreased by Baht 1.3 million or 2.3% mainly due to the decrease in revenues related to COVID-19, which corresponds to continual improvement in the COVID-19 situation.
- Net Profit Margin was 19.5% in Q3/2022, slightly decreased from 19.9% in Q2/2022.

YoY: 9M/2022 vs 9M/2021

- Net Profit was Baht 294.4 million, increased by Baht 116.2 million or 65.2%, mainly due to the increase in revenues related to COVID-19 from the outbreak of a new species (Omicron) and the recovery of normal patients.
- Net Profit Margin was 26.9% in 9M/2022, increased from 21.7% in 9M/2021, due to the increasing revenues related to COVID-19.

Statement of Financial Position







Total Assets

As of 30 Sep 2022, the total assets were Baht 2,086.0 million, decreased by Baht 128.5 million from 31 Dec 2021, mainly due to:

- Trade and other current receivables decreased due to receiving payment for medical expenses from customers
- Cash and cash equivalents decreased due to investments in the purchase of medical equipment and a Hospital Information System (HIS)

Total Liabilities

As of 30 Sep 2022, the total liabilities were Baht 357.4 million, decreased by Baht 177.2 million from 31 Dec 2021, mainly due to:

- Trade and other current payables decreased due to repayment as scheduled.
- Long-term loan decreased due to the repayment of loans to financial institutions

Total Shareholders' Equity

As of 30 Sep 2022, the total shareholders' equity were Baht 1,728.6 million, increased by Baht 48.7 million from 31 Dec 2021, mainly due to:

Q3/22

Q2/22

The recognition of net profit

Key Financial Ratio

Quick Ratio Current Ratio D/E Ratio Unit: Times Unit: Times Unit: Times 2.04 2.05 1.97 1.88 1.23 1.16 0.36 0.25 0.21 Q3/21 Q2/22 Q3/22 Q3/21 Q2/22 Q3/22 Q3/21 Q2/22 Q3/22 **AR Turnover Ratio ROA* ROE*** Unit: Times Unit: % Unit: % 8.16 5.42 4.86 39.06% 38.82% 32.65% 32.23% 15.76% 14.94%

Q2/22

Q3/22

Q3/21

Q3/21

Q2/22

Q3/22

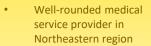
Q3/21

STRATEGIC DIRECTION

2024

Leading Regional Medical Service Provider

2025



- Capturing SSO segment
- Leading well-being and health center



2023



A Differentiated Heart-Warming **Medical Service Provider**

- Ensuring a unique/heartwarming medical experience
- Leading center of specialty with highly qualified doctors
- **Expand Patients to upper** medium segment



Top of Mind Hospital and Center of Specialty

- Strengthen Brand and Clear **Positioning**
- Top-tier service offerings
- Explore health insurance to expand customer base
- **Diversified Center of** Specialty



RPH STRATEGY



Strengthen Branding and Positioning

- Heart-Warming Medical Experience
- Expand Portfolio of Expert and Specialized Doctors
- Marketing and Promoting Activities to Raise Awareness and Build Trust



Center of Specialty and Services to Maximize Utilization

- Introduce Wellness Services Add Additional Centers of
- Specialty to Expand Capabilities



Expanding Patient Base

- Increase Health Insurance Patient Segment
- Renovate Old Hospital to Capture Beauty Consumers
- Expand Hospital to Capture SSO Customer Base and Seek Opportunities to **Capture Ageing Population**



Seeking for New Opportunities for Expansion

• Explore New Locations for Growth

RPH 2023 OUTLOOK: FOCUS ON EXPANSION

Expand Services



- Preparing wellness in existing facilities
- Introducing new clinics in existing facilities: Diabetes and Endocrine Center, Cancer Center, Trauma Center
- Seeking for opportunities to open new hospitals in other provinces

Increase Utilization of Existing Hospital & old Hospital



- Boost marketing activities to enhance utilization of beds and OPD patients
- Leverage old hospital to become a specialty hospital

Seeking to Expand **Patient Base**



- Expand to capture health insurance
- Boost marketing in Laos for medical travel

Studying New Hospital



- Finish feasibility study by YE2022
- BOD decide on the clarity of project by 2023

