

STOCK INFORMATION

(SET:RPH)

Share price (13 Mar 2023): THB 6.00

Historical price:

Value Trade/Day:

52-week high THB 8.00 52-week low THB 5.70

No. of shares: 546 m Par value: THB 1.00 Market Capitalization: THB 3.276 m

Free float: 68.60% 2.37% Foreign ownership: Foreign limit: 49.00%

MAJOR SHAREHOLDERS

(Mar 13, 2023)

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





THB 4.16 m

36

198

Patient Examination

Beds for IPD

Rooms for OPD

Medical Personnel





215





Nurses

25 Full-time **Doctors**

Part-time **Doctors** Accreditation







Q4/2022 Highlights



Recovering of Non-Covid Revenue

- Revenue from non-covid patients continuously increased during 2022.
- This indicates although revenue from covid patients decreased, the Company is still able to generate revenue consistently.



Operating new projects as planned

- In 2023, there are 2 projects that the Company is considering to invest in, a new hospital, as well as renovating old hospital.
- · The projects are in the process of feasibility study, corresponding to the plans.



Received a Silver Award The Company received a

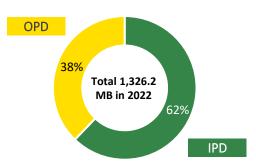
- Social Public Project -Healthcare Silver Award CREDAWARD:
- Architectural aesthetics, environment protection, user experience and economic.



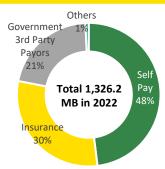
Signing MOU to Open a New Service

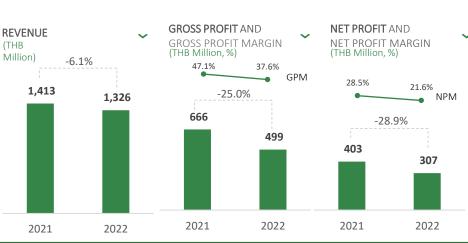
In Q1/2023, Ratchaphruek Hospital, Medeze Group PCL., and government and private agencies signs MOU to open the service of the the cell harvesting center for stem cell storage to support Khon Kaen province to become a medical hub.

Revenue Breakdown by Patient Type

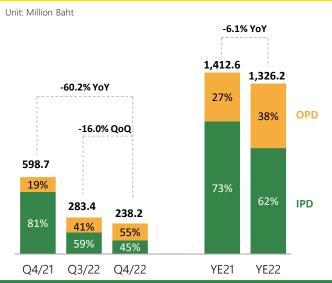


Revenue Breakdown by Payor





Operating Revenue Breakdown by Type of Patient



YoY: Q4/2022 vs Q4/2021

Operating revenue was 238.2 MB, decreased by 360.5 MB or 60.2% mainly due to the relaxing Covid-19 situation, resulting in a decrease in the number of patients from Covid-19 infection and adjusted revenue related to Covid-19 as the government changed reimbursement to hospitals for treating Covid-19 patients and applies retrospectively.

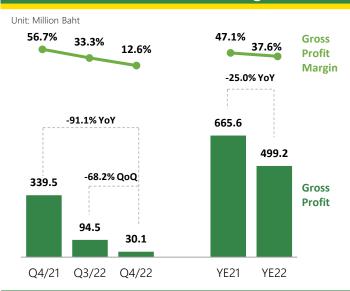
QoQ: Q4/2022 vs Q3/2022

Operating revenue was 238.2 MB, decreased by 45.2 MB or 16.0% mainly due to the relaxing Covid-19 situation, resulting in a decrease in the number of patients from Covid-19 infection and adjusted revenue related to Covid-19 as the government changed reimbursement to hospitals for treating Covid-19 patients and applies retrospectively.

YoY: YE2022 vs YE2021

Operating revenue was 1,326.2 MB, decreased by 86.4 MB or 6.1% mainly due to the relaxing Covid-19 situation. In July 2022, the Medical department announced the situation of the epidemic COVID-19 return to Post-Pandemic as well as adjusted revenue related to Covid-19 as the government changed reimbursement to hospitals for treating Covid-19 patients.

Gross Profit and Gross Profit Margin



YoY: Q4/2022 vs Q4/2021

Gross profit was 30.1 MB, decreased by 309.5 MB or 91.1% mainly due to:

- Decreased in revenue caused by the lower Covid-19 infection patients and adjusted revenue related to Covid-19 as the government policy
- Recognized advance payment for vaccine, employee expenses, and utility expense

QoQ: Q4/2022 vs Q3/2022

Gross profit was 30.1 MB, decreased by 64.4 MB or 68.2% mainly due to:

- Adjusted revenue related to Covid-19 as the government policy
- Recognized advance payment for vaccine, employee expenses, utility expense, and depreciation of Hospital Information System

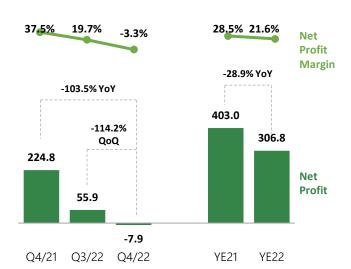
YoY: YE2022 vs YE2021

Gross profit was 499.2 MB, decreased by 166.4 MB or 25.0% mainly due to:

- Decreased in revenue caused by the lower Covid-19 infection patients and adjusted revenue related to Covid-19 as the government policy
- Recognized advance payment for vaccine, employee expenses, utility expense, and depreciation of Hospital Information System

Net Profit and Net Profit Margin

Unit: Million Baht



YoY: Q4/2022 vs Q4/2021

- Net Loss was -7.9 MB, decreased by 232.7 MB or 103.5%, due to decreased in revenue caused by the lower Covid-19 patients and adjusted revenue related to Covid-19 as the government policy.
- Net Loss Margin was -3.3% in Q4/2022, decreased from 37.5% in Q4/2021, due to decrease revenue from covid patients and adjusted revenue related to Covid-19 as the government policy.

QoQ: Q4/2022 vs Q3/2022

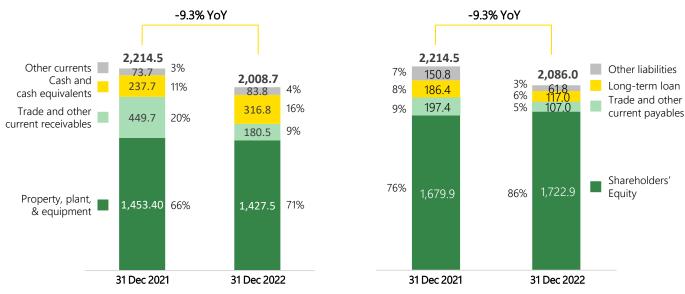
- Net Loss was -7.9 MB, decreased by 63.8 MB or 114.2%, due to decreased in revenue caused by the lower Covid-19 infection patients and adjusted revenue related to Covid-19 as the government policy.
- Net Loss Margin was -3.3% in Q4/2022, decreased from 19.7% in Q4/2022, due to decrease revenue from covid patients and adjusted revenue related to Covid-19 as the government policy.

YoY: YE2022 vs YE2021

- Net Profit was 286.5 MB, decreased by 116.5 MB or 28.9% due to decreased in revenue caused by the lower Covid-19 infection patients and adjusted revenue related to Covid-19 as the government policy. However, the noncovid patients returned to normal state before the Covid-19 situation.
- Net Profit Margin was 21.6% in 2022, decreased from 28.5% in 2021 mainly due to decrease revenue from covid patients.

Statement of Financial Position





Total Assets

As of 31 Dec 2022, the total assets were Baht 2,008.7 million, decreased by Baht 205.8 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 increased due to increased payments of Covid-19 customer

Total Liabilities

As of 31 Dec 2022, the total liabilities were Baht 285.8 million, decreased by Baht 248.8 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 31 Dec 2022, the total shareholders' equity were Baht 1,722.9 million, increased by Baht 43.0 million from 31 Dec 2021, mainly due to:

The recognition of net profit

Key Financial Ratio



STRATEGIC DIRECTION

2024

Leading Regional Medical Service Provider

2025

- Well-rounded medical service provider in Northeastern region
- 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**



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
- Cooperate with private and public agencies for a new project to capture wellness customers

Studying New Hospital



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