



# Analyst Meeting Q3/2024



# APPENDIX

Definition	Meaning	Definition	Meaning
<b>PRINC</b>	Principal Capital PCL	<b>PMDH</b>	Principal Healthcare – Mukdahan Co., Ltd ( Princ Hospital Mukdahan ) .
<b>PRINH</b>	Principal Healthcare Co., Ltd.	<b>PNKG</b>	Principal NKG Co., Ltd.
<b>PSUV</b>	Princ Hospital Suvarnabhumi (operated under PRINC)	<b>PPRP</b>	Pitsanuloke Medical Co., Ltd. ( Ruamphat Phitsanulok Hospital )
<b>PSV</b>	Pitsanuloke Medical Co., Ltd ( Pitsanuvej Hospital ).	<b>PNEXT</b>	Principal Next Co., Ltd.
<b>PCPN</b>	Principal Healthcare – Chumphon Co., Ltd. ( Virajsilp Hospital )	<b>PSSK</b>	Principal Healthcare – Sisaket Co., Ltd. ( Princ Hospital Sisaket )
<b>PUTD</b>	Pitsanuvej Uttaradit Hospital Co., Ltd.( Pitsanuvej Uttaradit Hospital )	<b>PSNK</b>	Principal Healthcare – Sakon Nakhon Co., Ltd. ( Princ Hospital Sakon Nakhon )
<b>PUBN</b>	Principal Healthcare – Ubonratchathani Co., Ltd. ( Princ Hospital Ubonratchathani )	<b>PUTH</b>	Principal Healthcare – Uthai Co., Ltd. ( Princ Hospital Uthai Thani )
<b>PLPN</b>	Principal Healthcare – Lamphun Co., Ltd ( Princ Hospital Lamphun & Sirivej Lamphun ).	<b>BY</b>	Backyard Co., Ltd.
<b>PPNP</b>	Paknampo Hospital Co., Ltd. ( Princ Hospital Paknampo 1 & Princ Hospital Paknampo 2 )	<b>KBKJ</b>	Kiai Baan Klai Jai Co., Ltd. (Klai Baan Klai Jai Clinic)
<b>PPCH</b>	Union Phichit Doctors Co., Ltd. ( Pitsanuvej Phichit Hospital )	<b>MEDCURY</b>	MEDcury Co., Ltd.
		<b>AES</b>	Aes Class Clinic Co., Ltd.

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Q & A

บริษัท พรินซิเพิล แคปิตอล จำกัด (มหาชน)

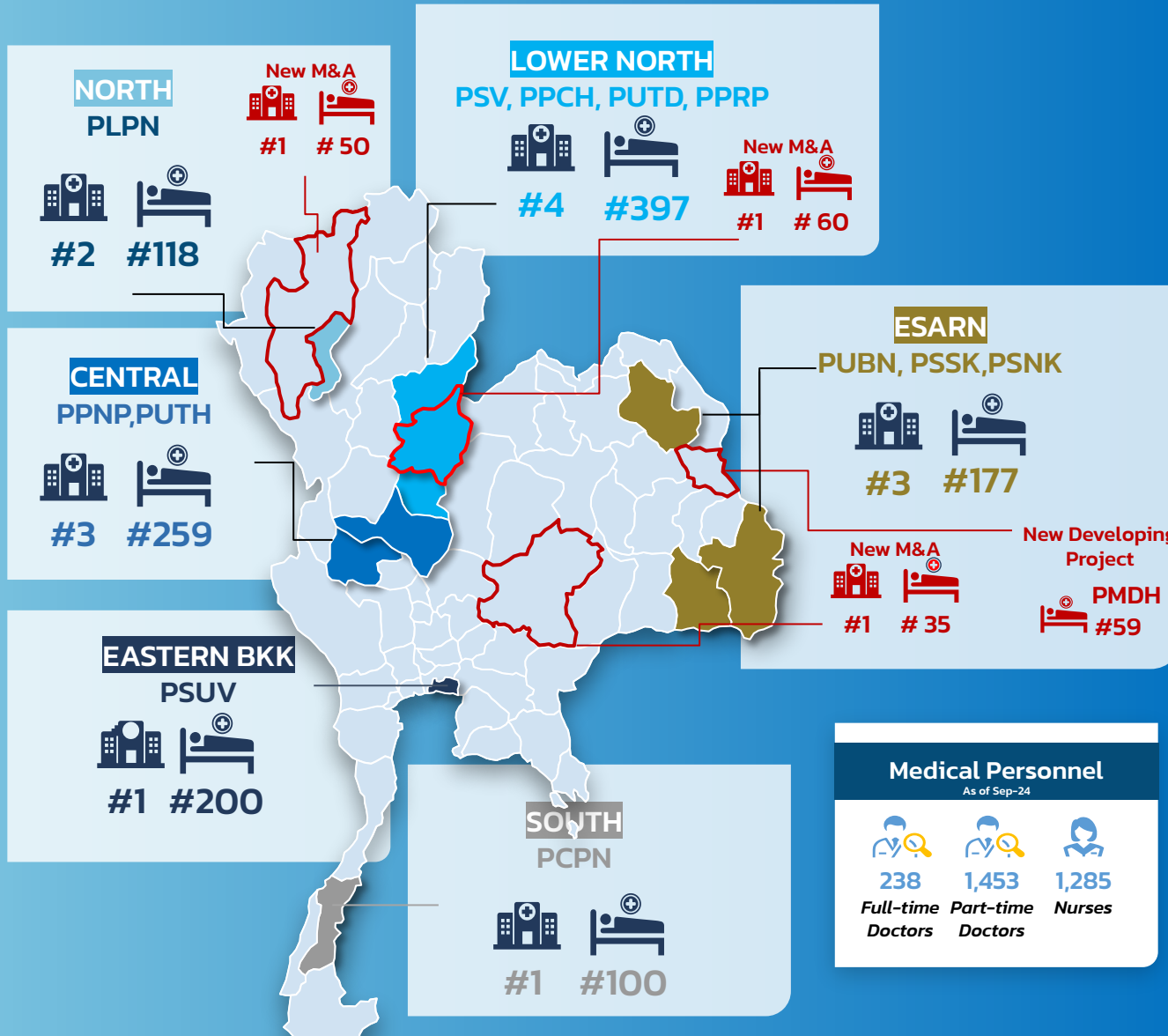


# Business Highlights

# PRINC Network



To be more easily "accessible"



Medical Personnel		
As of Sep-24		
238	1,453	1,285
Full-time Doctors	Part-time Doctors	Nurses

## Hospital Businesses

Total Hospitals	Total Beds
<b>18</b>	<b>1,455</b>
14 (+4)	Covering 1,251 (+204)

Total Provinces
<b>14</b>
Covering 11 (+3)

# PRINC Network

To be more easily "accessible"



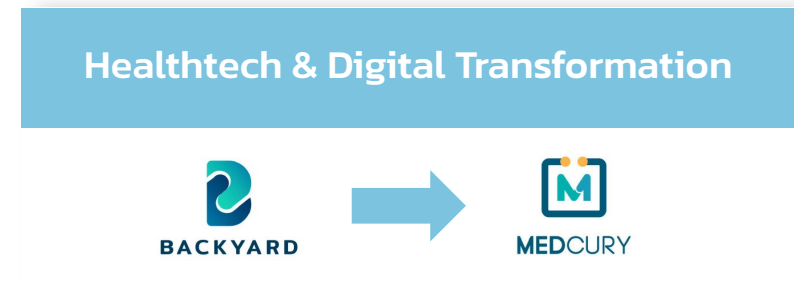
## Healthcare Related Businesses



Community Medical Clinic	Recovery & Eldercare	Aesthetic & Wellness Clinic
20	1	18



Elderly & Patient Home Care Service, Telemed and Nursing Home	Eldercare & Nursing Home
2	18



# Divestment of Property Subsidiaries

## Completed in August 2024

### Property Business Divestments

Deal Size : THB 5,942 mil.



### Use of Proceed

1. Repayment of loan, resulting in lower interest expense
2. Reserve for healthcare business expansion

# We are Healthcare Company



To provide quality and excellent services with "affordable" price



# PRINC Awards

To be qualified our "amirablities"



## Quality of Care



โรงพยาบาลพริ้นซ์ ปากน้ำโพ ได้รับรางวัล  
**Best Medical Utilization**  
(โรงพยาบาลที่มีการบริหารทรัพยากร  
ทางการแพทย์ยอดเยี่ยม ทากกลาง)  
ประจำปี 2023  
จาก AIA HOSPITAL AWARDS 2023

On July 13, 2023, Pitsanuej Hospital received a certificate of Honor (Platinum Level) that was awarded under the Zero Accident Campaign.

## ESG & People



# Financial Reviews

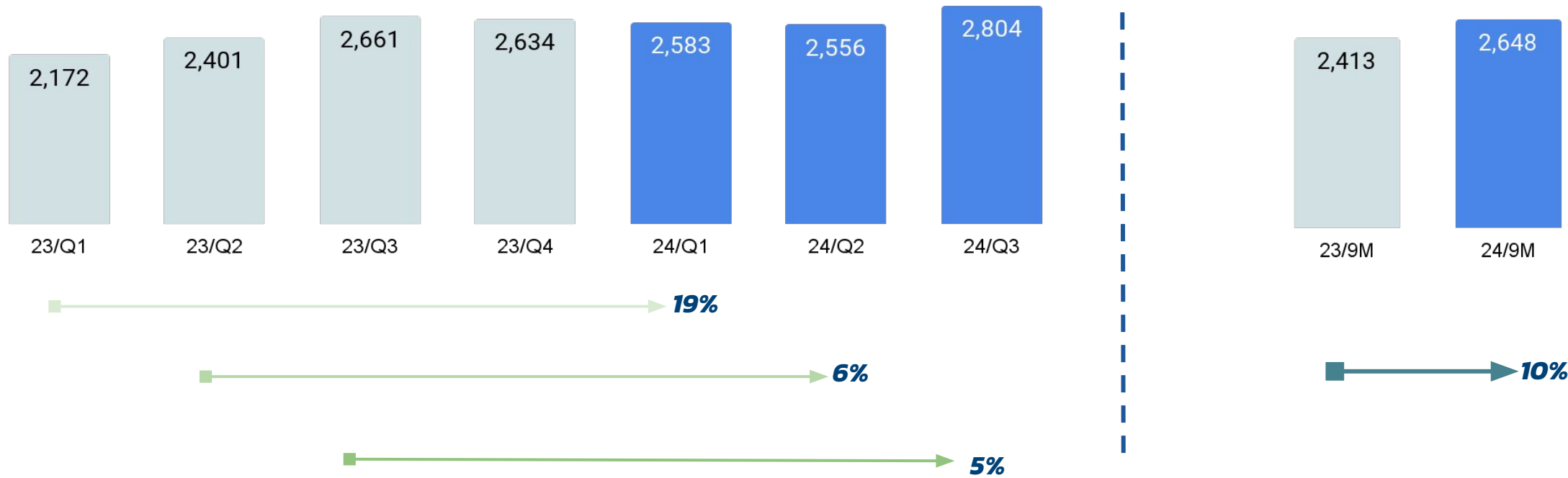


# Q3 2024 Highlights

- OPD Visit
- IPD Visit
- ADC
- Revenue breakdown by Payor
- Revenue (Hospitals)
- EBITDA Margin
- Adjusted EBITDA Margin
- Interest Bearing Debt to Equity

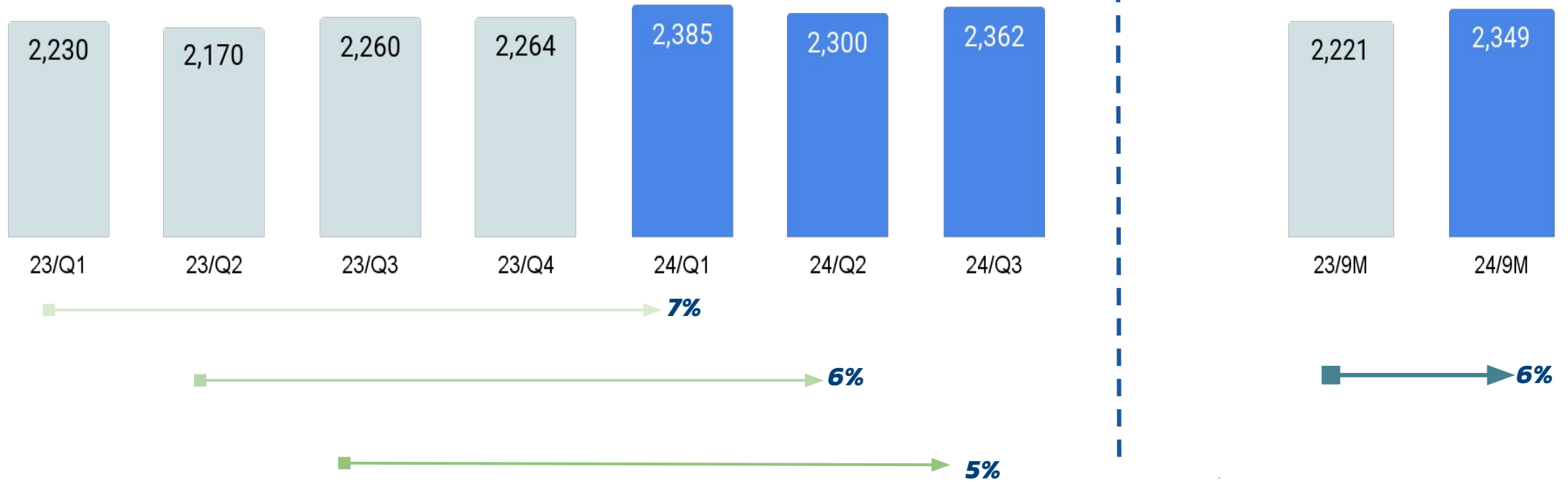
# Patient Statistics

## OPD Visits per Day (#)



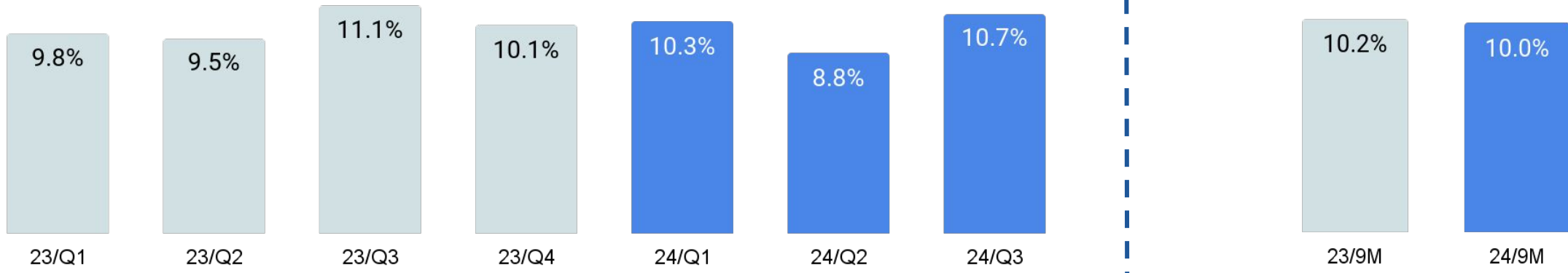
# Patient Statistics

## OPD Revenues per Visit (THB)



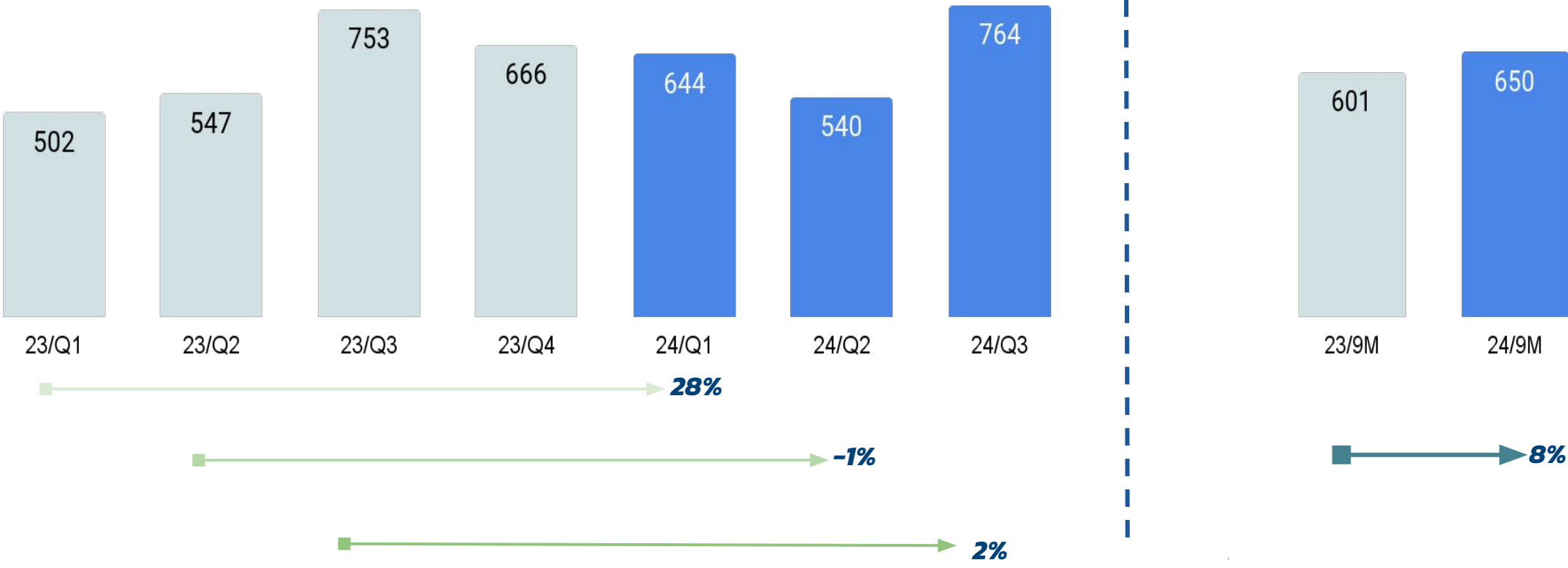
# Patient Statistics

## Admission Rate (%)



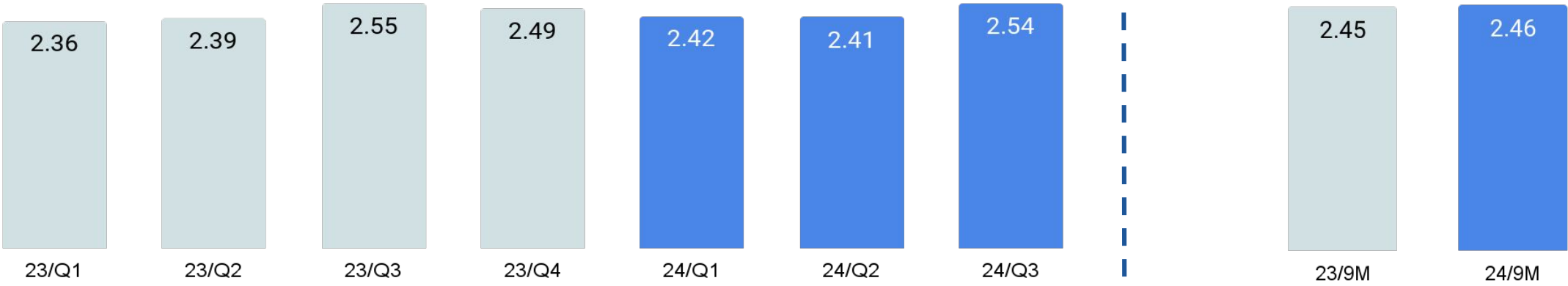
# Patient Statistics

## ADC (#)



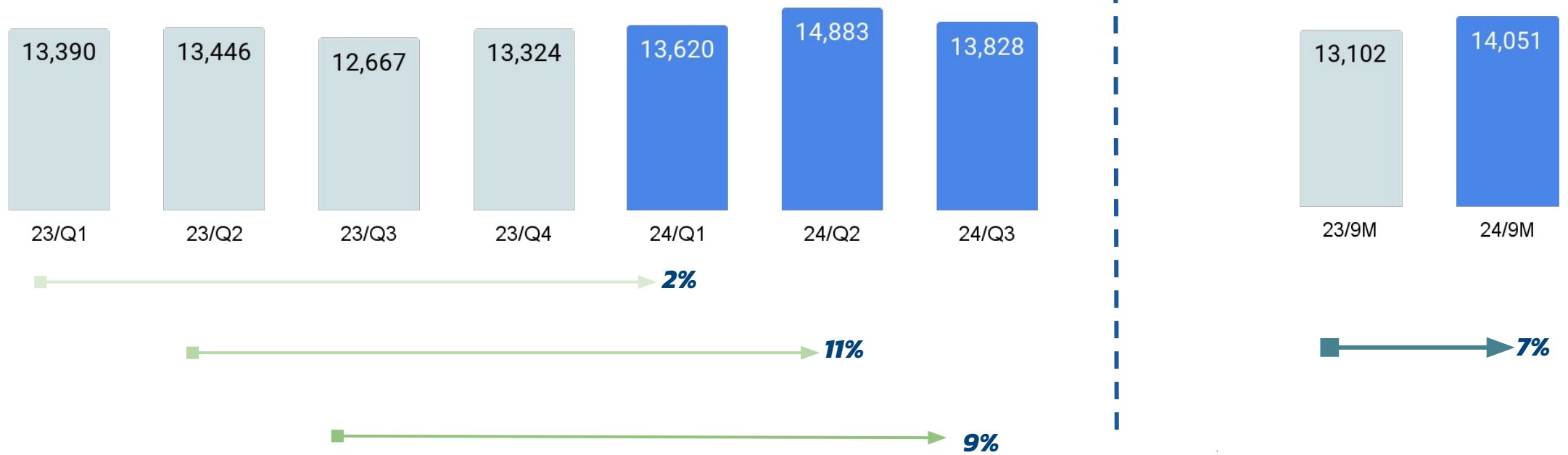
# Patient Statistics

## ALOS (Days)



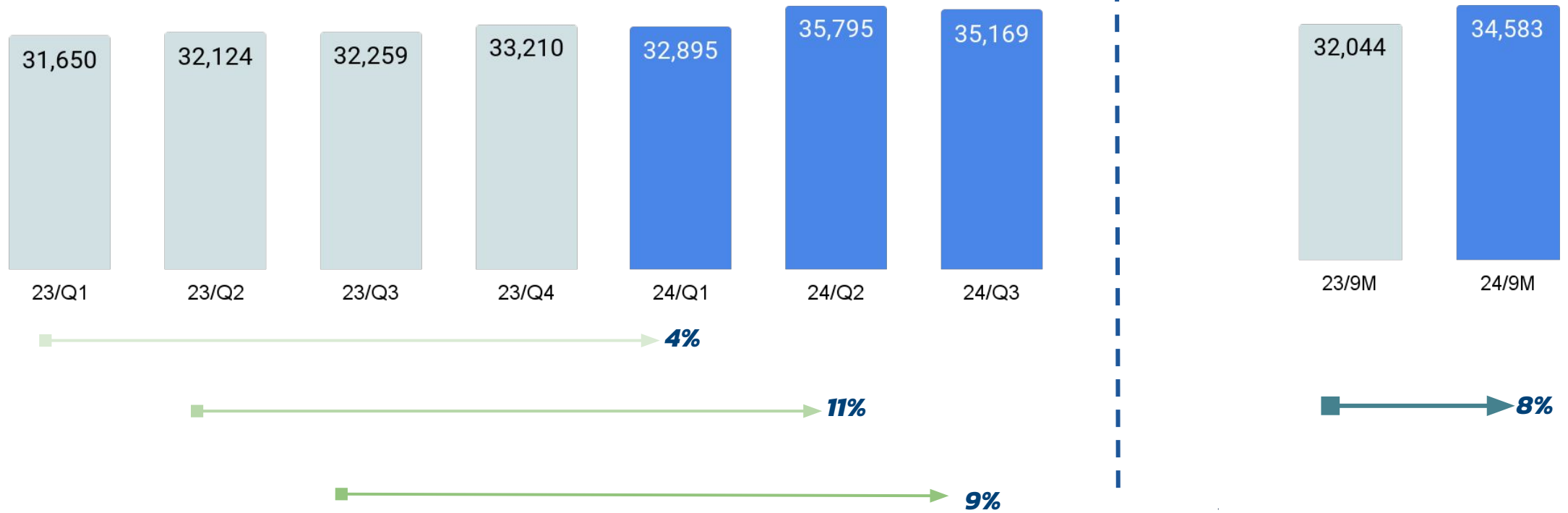
# Patient Statistics

## IPD Revenues per Patient Day (THB)



# Patient Statistics

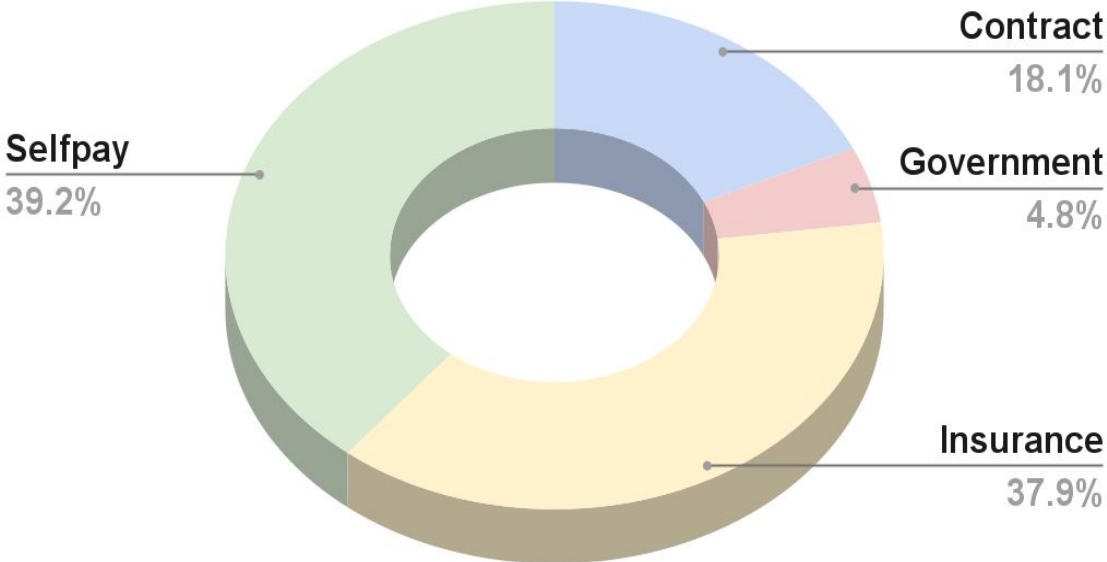
## IPD Revenues per Discharge (THB)



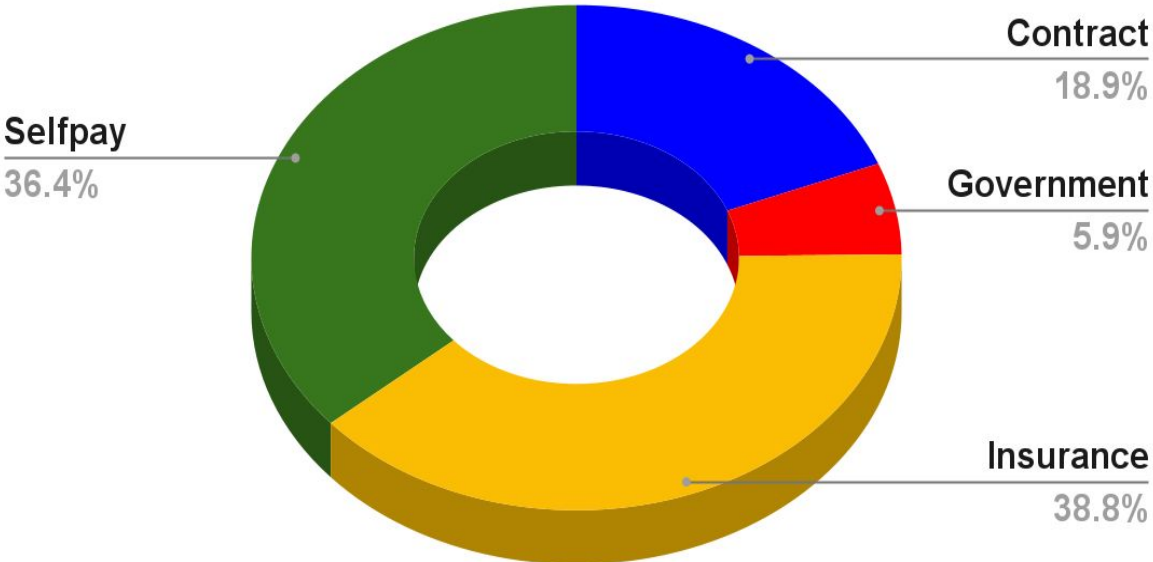
# Patient Statistics

## Revenue Breakdown by Payor

*23/Q3*



*24/Q3*

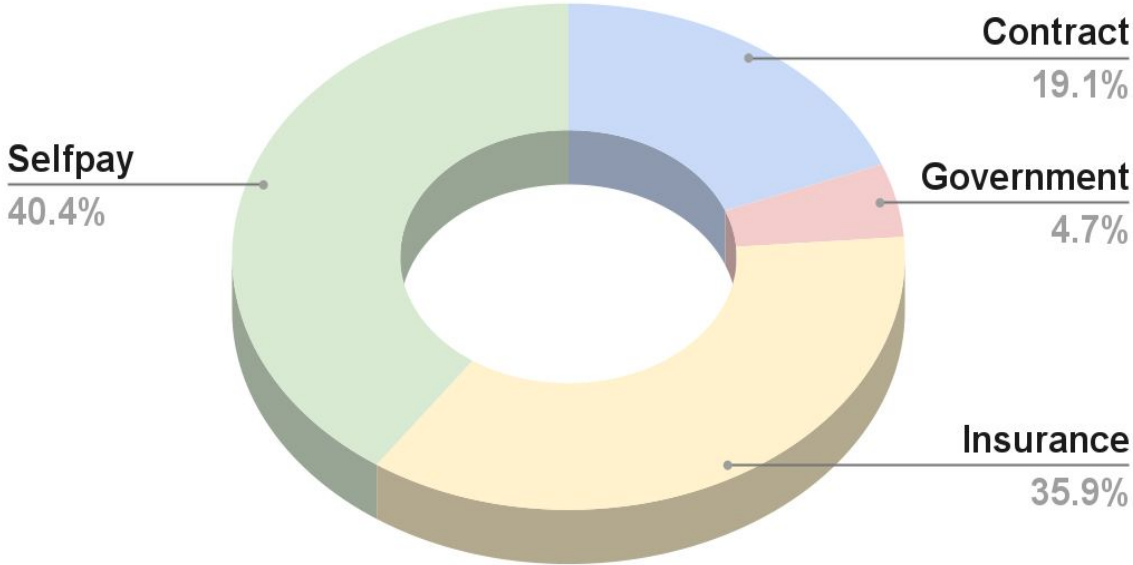


**\*Period: July-Sep ( Quarter 3)**

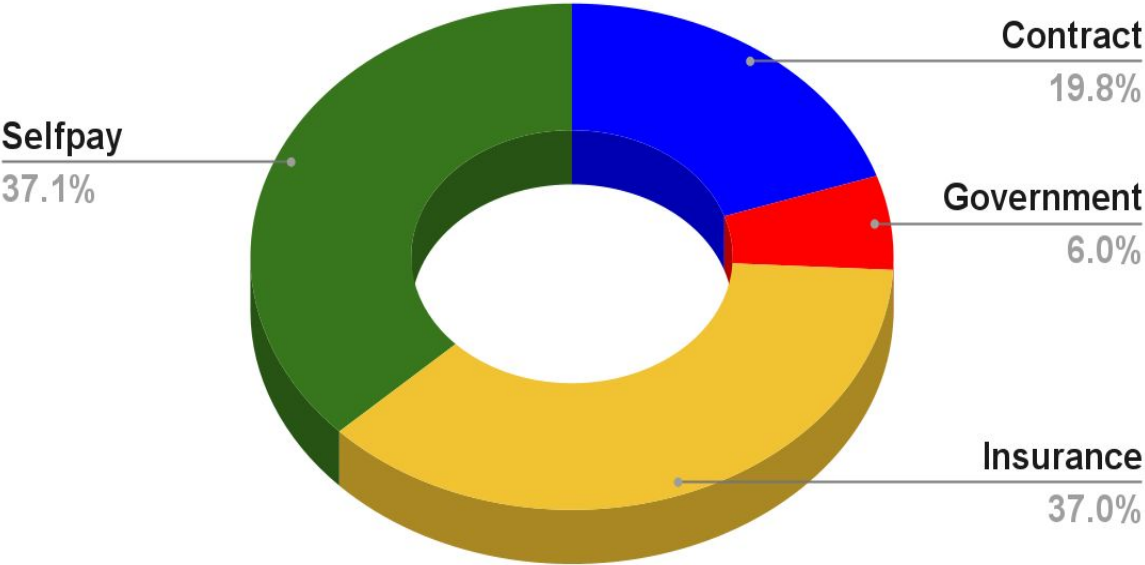
# Patient Statistics

## Revenue Breakdown by Payor

23/9M

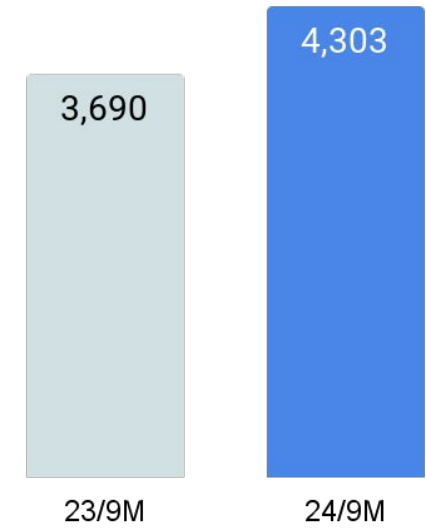
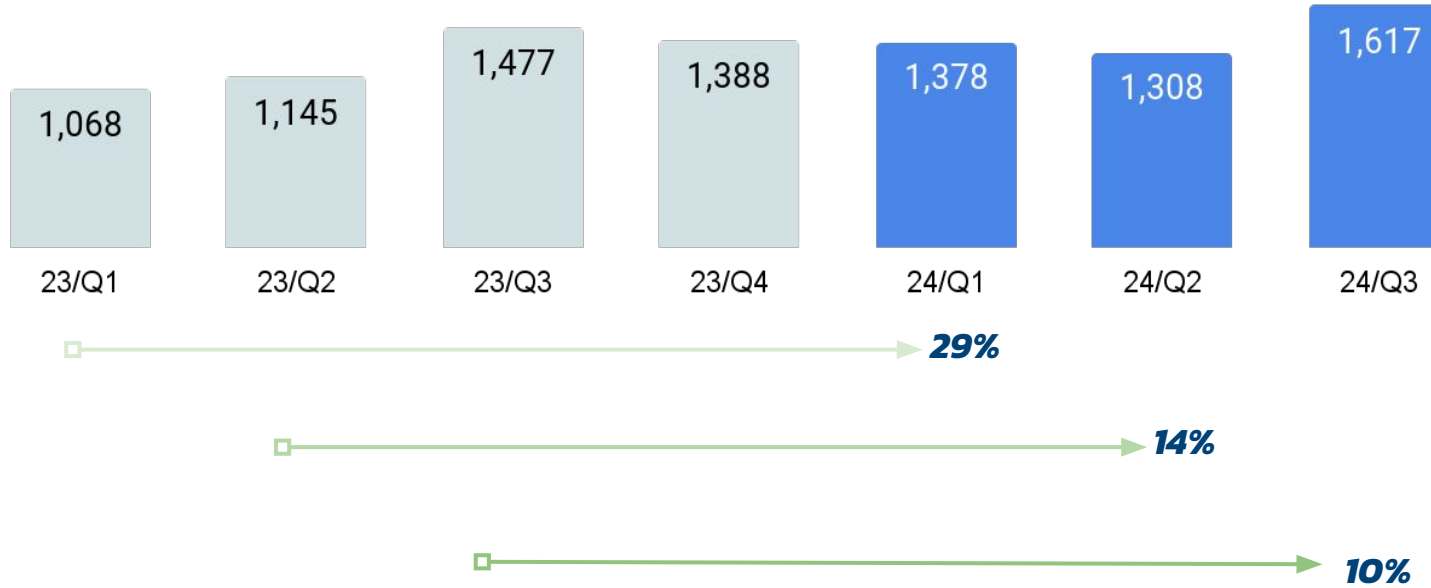


24/9M



**\*\*Period: Jan -Sep ( 9 months )**

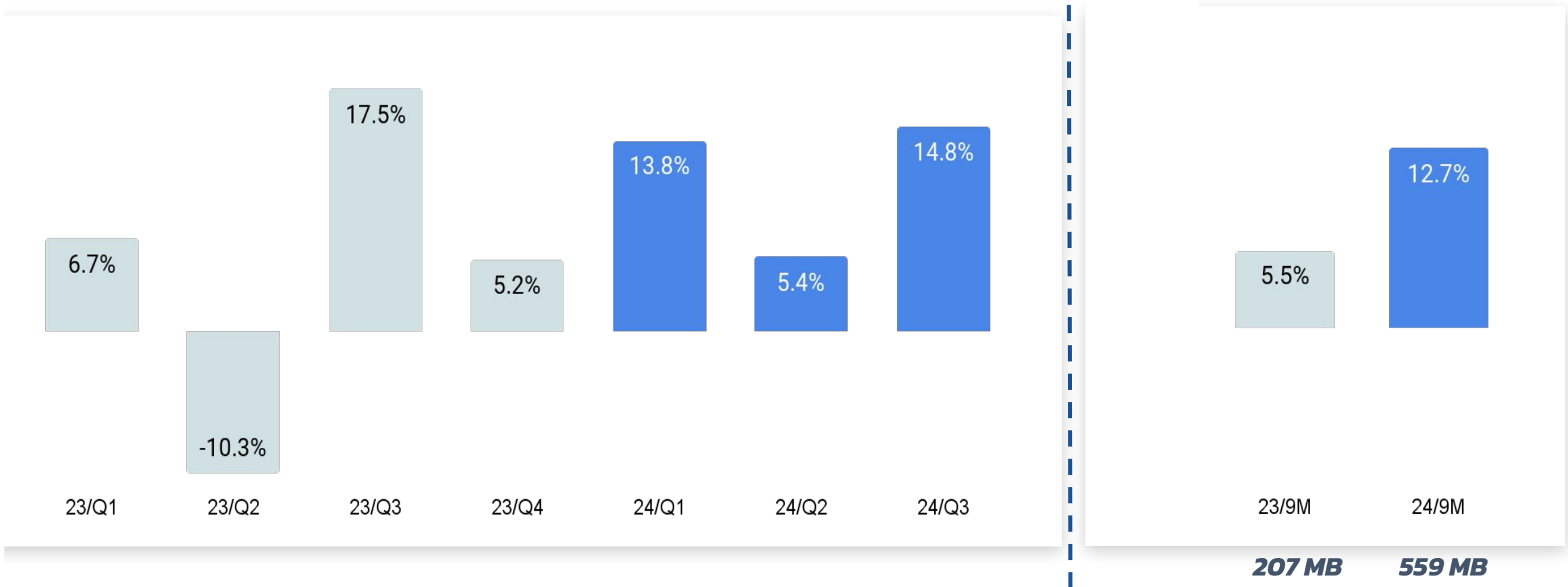
# Revenues ( Hospitals)



*\* Revenues & Growth rate excludes property businesses which was divested completely in August 2024.*

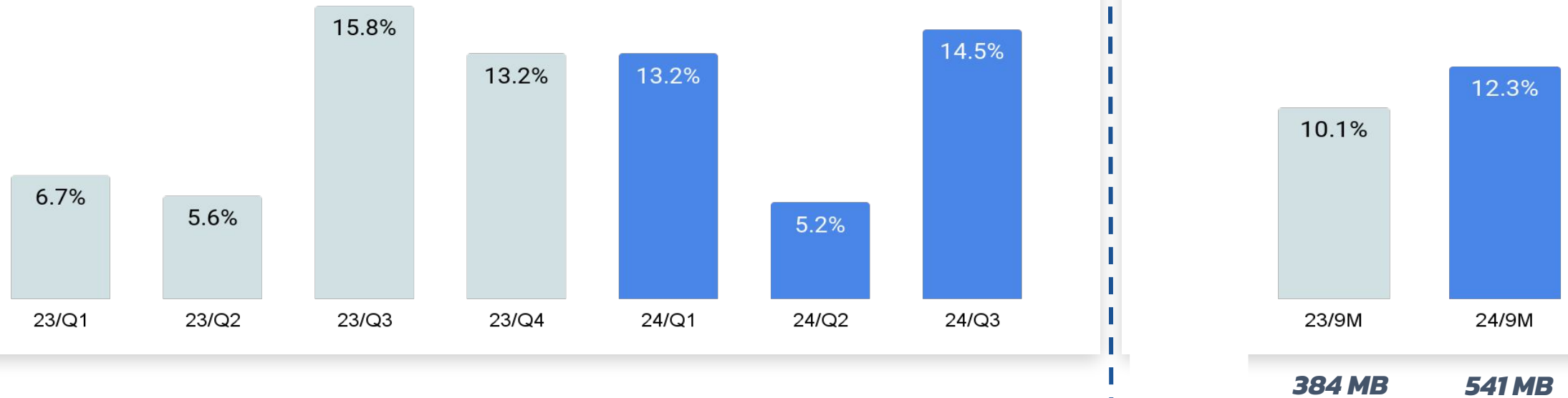
Unit: Million Baht

# EBITDA Margin \*



**\*EBITDA = EBITDA from Property Businesses included for historical comparison purpose but excluded Gain from Divestments (approx. 700 MB.)**

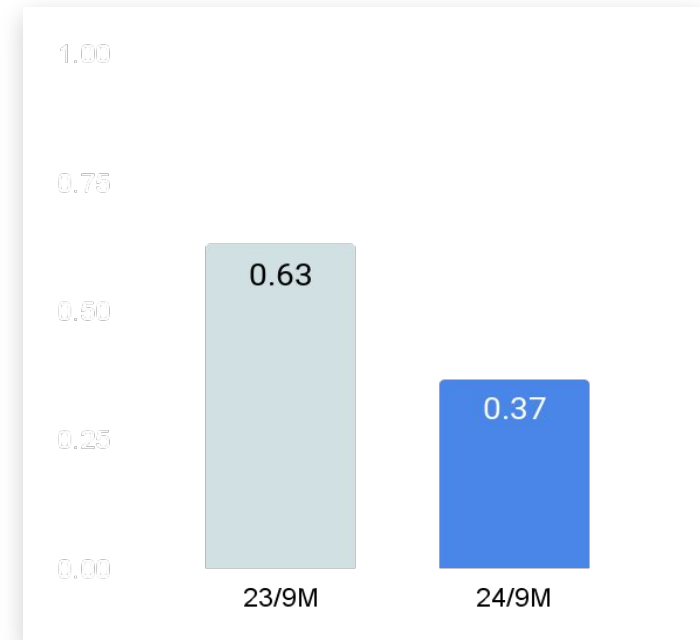
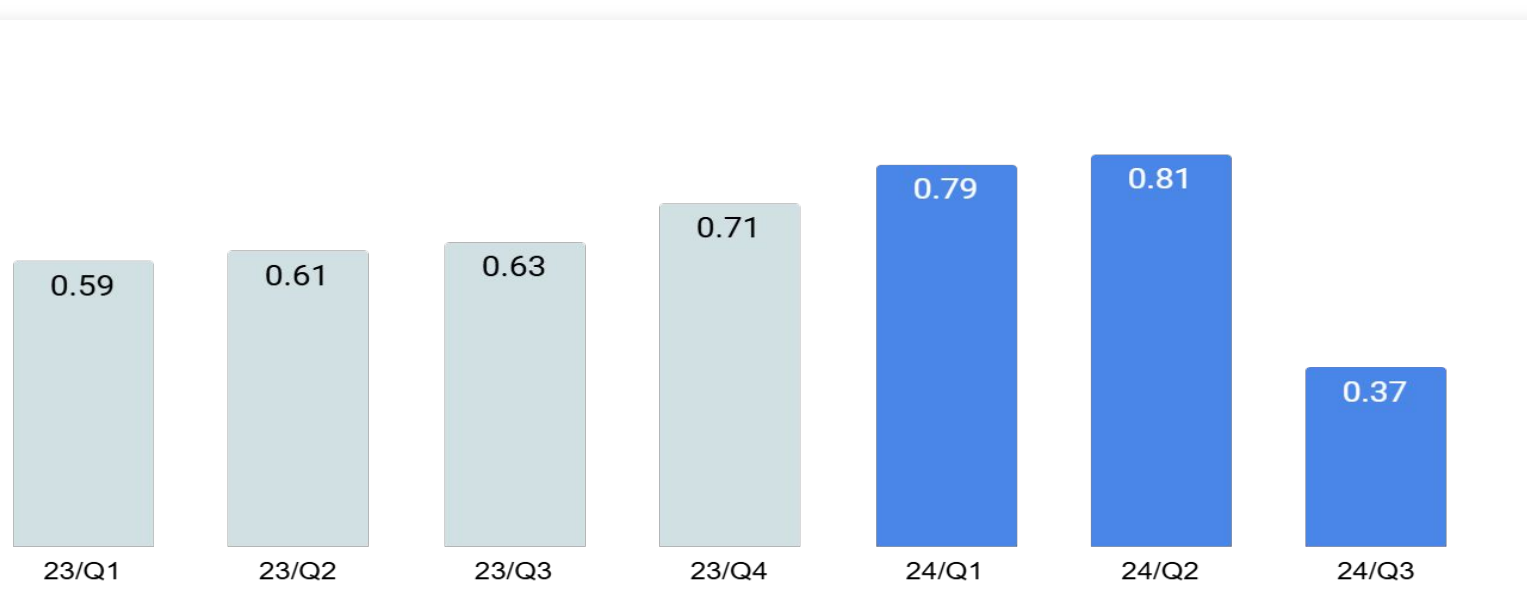
# Adjusted EBITDA Margin\*\*



**\*\*Property Businesses included for historical comparison purpose**

**Adjusted EBITDA = EBITDA excluding AR UCEP- COVID allowance & Impairment**

# Interest Bearing Debt to Equity



34%

33%

-41%

-41%

# Business Outlook



# Key Strategies



## Business Growth

- New Hospitals
- Clinical Advancement ( 3rd Care, CoE)
- Healthcare Related Investments/ Partnerships
- New Markets ( Domestic & International Customers)



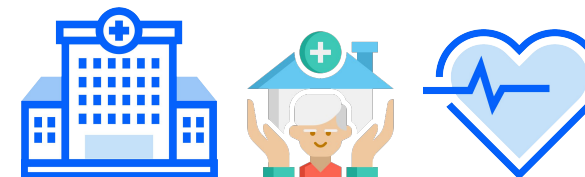
## Quality

- Medical Performance : JCI, HA, 3rd Care
- Business Performance : Productivity & Efficiency
- Hospital Management Services



## Healthtech & Innovation

- Digital Transformation
- Smart Healthcare Platform
- AI, Automation, Telemed, Personal Device, IoMT etc.



## ESG & People

- Care the Whale
- Reduce Carbon Footprint, Renewable Energy
- Community Care



CARE THE WHALE



CARE THE BEAR  
Change the Climate Change



CARE THE WILD  
Reforestation Collaboration

# Business Growth

## PRINC SRISAKET Cancer Center



The Cancer Center at Princ Hospital Sisaket offers comprehensive cancer care with cutting-edge treatments including chemotherapy, radiotherapy, and targeted therapy. Our center provides accessible care for all medical benefit schemes, ensuring complete cancer treatment services for every patient in the Northeast region.

**Commencing Operations January, 2025**



Chemotherapy



Radiotherapy



Palliative Care



Targeted Therapy



Mamogram



CT Scan 128 Slice

# Business Growth

## PRINC MUKDAHAN



Advancing Healthcare Standards for the People of Mukdahan and Laos With Specialized Medical Expertise on Cardiology, Ophthalmology, Obstetrics–Gynecology, and Surgery. Empowered by Next-Generation Digital Healthcare Platform & Smart Hospital Technology.

### Commencing Operations December 12, 2024



Heart



Obs-Gyn



Ped



Surgery



Eye



Med



Check Up

# Expanding Healthcare Investment with 3 New Hospitals



## Growing to 18 Hospitals Across 14 Provinces

Total Investment of 700 MB.



Chiang Mai



สว.เชียงใหม่ ฮอสปิทอล

**Capacity** : 50 beds  
**Shareholding** : 100%



Ratchasima (Korat)



สว.ราชสีมา ฮอสปิทอล

**Capacity** : 35 beds  
**Shareholding** : 83.90%



Phitsanulok



สว.พิษณุโลก ฮอสปิทอล

**Capacity** : 60 beds  
**Shareholding** : 53.96%

Currently undergoing due diligence as planned,  
the acquisitions are expected to be completed by year-end, expanding Principal Healthcare's network to 18 hospitals.

# Business Growth

## Beyond General Care: Our New Specialized Services



คลินิกเฉพาะทางกุมารเวช และนรีเวช  
**PPRP**



Wellness Center PCPN



ศูนย์รักษาโรคหัวใจ Cath Lab  
**PCPN**



PRINC Aesthetic Surgery  
& Wellness Center  
**PSUV**



### PLPN ยกระดับการรักษาโรคลิ้น ในพื้นที่ภาคเหนือตอนบน

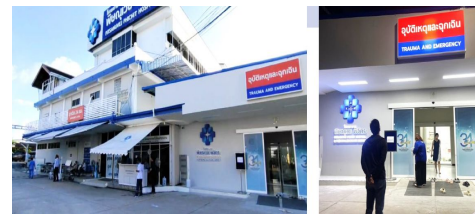
- ผ่าตัดช่องท้องส่วนทางเดินน้ำดี Hepatobiliary Surgeon
- ผ่าตัดส่องกล้องล้าง Arthroscopic assist to debridement with repair ATFL (Anterior Talofibular Ligament)
- ผ่าตัดกระเพาะ Bariatric Surgery

**SBU CANCER :Q3-2024**  
คลินิกอายุรกรรม  
**โรคมะเร็ง\***  
คลินิกอายุรกรรมมะเร็งในпитัก  
วันที่ 17 สิงหาคม 2567  
คนไข้เคสแรกๆ ADMIT WARD 4 หิยาเคมีบำบัด  
ปัจจุบันมี **ON PROCESS**  
ทั้งหมด 5 เคส

PLPN เปิดคลินิกอายุรกรรมโรคมะเร็ง



PLPN เปิดบริการ Mobile Dental Unit ให้บริการดูแลคนไข้ประกันสังคม



PPCH เตรียมเปิดดำเนินงาน พื้นที่ส่วนขยาย OPD ER .  
ห้องตรวจ +5 ห้อง  
ER +7 เต็ม  
พื้นที่คัดกรอง & พื้นที่ล้างตัว



PSUV Elite & Premium Wards

- Luxury Design
- Expand New Ward (14,15Fl)
- Up to 37 Beds
- Visitor's Lounge
- Unparalleled Value and exceptional care



## Dec'24

**PSUV** new model, **Bi Plane Cath Lab**, to be launched by early of 2025.



## Oct'24

**PSV** a National Level Distinguished of **OSH** (Diamond level) in the 9th year.

*\*คว้ารางวัลสถานกิจการดีเด่นด้านแรงงานสัมพันธ์และสวัสดิการแรงงาน และรางวัลสถานประกอบกิจการต้นแบบดีเด่นด้านความปลอดภัยอาชีวอนามัยและสภาพแวดล้อมในการทำงาน*



## Dec'24

**PPNP** launch **Cardiac Catheterization Lab (Cath Lab)**



## Q1 '25

**PSNK** Advancing Diagnostic Excellence: Installing **New Siemens 1.5 Tesla MRI System**

# Healthtech & Innovation

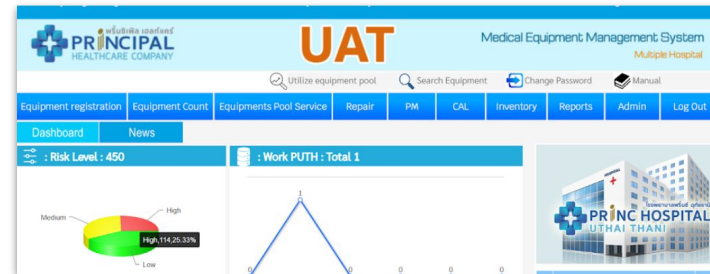


**Oct**

## **E-COMMERCE Platform**

Launched on 1 Oct 2024

Introducing our new e-commerce platform, featuring a variety of medical services and products from **PRINC** hospitals and partners



**Q3**

## **CMMS**

Deployed at **PPNP** and **PUTH**, help reduce outsourcing costs for medical equipment maintenance.



**Q4**

## **End-to-End Digital Customer Journey**

Experience a new level of healthcare convenience at **PMDH** with End-to-End Digital Customer Journey.

## Stepping Forward: From Dialysis Bags to Sustainable Floors



In a groundbreaking collaboration, Principal Capital, SCGC, Baxter Healthcare, and Dynoflex have transformed medical waste into innovative PVC tiles, turning used dialysis bags into sustainable hospital flooring. The pilot project launches at **Princ Hospital Suvarnabhumi**, pioneering circular economy in Thai healthcare.



Cover Area  
9,000 sq.m.



5,320 Bags  
was Recycled



Carbon Reduction  
1,110 kgCO<sub>2</sub>eq.



Equivalent to  
Planting 120  
Trees

# ESG & PEOPLE



**July'24**

**PRINC** achieved the 2nd renewal of CAC certification, valid Mar'24-Mar'27



**Aug'24**

**PRINC** upholds human rights (Gender Equality) policies at the event in Malaysia by the United Nations Global Compact




**Aug'24**

Dr. Sawet Srisiri, **PUBN's** hospital director, received "2024 Man of the Year" Award in Medical and Public Health

รางวัลเกียรติคุณ บุคคลตัวอย่างแห่งปี ประจำปี 2567 ด้านการแพทย์และสาธารณสุข จากคณะกรรมการรางวัลไทย ยกย่องและสนับสนุนผู้ที่มีคุณงามความดีและเป็นประโยชน์ต่อสังคมและประเทศชาติ



โครงการฯ ส่งเสริมคนรุ่นใหม่  
**TEENS NEXT GEN**



A place  
where compassionate people  
are nurtured and gathered to pay it forward  
to other people, to community, and to society.

**“สร้างคนที่มีจิตใจ ของความเป็นผู้ให้”**



**Q&A**  
**ir@principalcapital.co.th**



**THANK  
YOU**