BDMS Overview

Overview

- Established on February 26, 1972
- Largest private hospital operator in Thailand in terms of revenues from patient services and market capitalization
- Owns and manages 44 hospitals (with total beds* of 7,831) under 6 hospital brands:

<table>
<thead>
<tr>
<th>Brand</th>
<th>No. of Hospitals</th>
<th>No. of Beds*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bangkok Hospital</td>
<td>20</td>
<td>3,136</td>
</tr>
<tr>
<td>Phyathai Hospital</td>
<td>5</td>
<td>1,340</td>
</tr>
<tr>
<td>Samitivej Hospital</td>
<td>5</td>
<td>1,195</td>
</tr>
<tr>
<td>Paolo Hospital</td>
<td>5</td>
<td>960</td>
</tr>
<tr>
<td>BNH Hospital</td>
<td>1</td>
<td>144</td>
</tr>
<tr>
<td>Royal Hospital</td>
<td>2</td>
<td>130</td>
</tr>
<tr>
<td>Local Hospital</td>
<td>6</td>
<td>926</td>
</tr>
</tbody>
</table>

* Maximum number of beds according to structure of the hospitals
Diversification of Patient Mix

Medical Sophistication

Secondary  Tertiary  Super Tertiary

Target Patients / Purchasing Power

International Patients

High-Income Patients

Middle-Income Patients

Social Security Patients
‘Hub-and-Spoke’ Model

Providing a Proven Patient Referral System and Creating Efficiency Through Scale

1. Strong patient referral system within and across each hub and spoke
2. Enhances synergies and benefits of scale among hospitals within the group
3. Shared supporting services among multiple hubs which enhance efficiency and competitiveness
4. Established system provides a platform for future expansion
BDMS Centers of Excellence Network

Upgrading Existing 9 Hospitals to Become Centers of Excellence with the Focus on International Patients

1. Bangkok Headquarter BDMS Medical CoE (Phoenix)
2. Samitivej Sukhumvit
3. Samitivej Srinakarin
4. Phyathai 2
5. Bangkok Phuket
6. Bangkok Pattaya
7. Royal Phnom Penh
8. Bangkok Udon
9. Bangkok Chiangmai
Medical Cooperation

International and Local Partnership

Cancer
- Sister Institute with MD Anderson on cancer

Occupational health, Pediatrics, Rehabilitation and Informatics
- Collaboration with Oregon Health and Science University on occupational health, pediatrics, rehabilitation, clinical simulation and informatics

Trauma and Orthopedics
- Collaboration with Missouri Orthopaedic Institute, University of Missouri Health Care in education, training and research
- Collaboration with Hannover Medical School for education and research on trauma and orthopedics
- Collaboration with Stanford University for knowledge sharing on orthopedics
Medical Cooperation

International and Local Partnership

Neuroscience
- Research collaboration with Department of Neurosurgery, Cedars-Sinai on the TRFS laser device for brain tumor surgery
- Collaboration with Black Brain Health Center of Dr. Keith L. Black, one of the world leading neurosurgeons

Gastrointestinal
- Collaboration with Sano Hospital on Gastrointestinal Medicine

Others
- Collaboration with Nagoya University for education, medical treatment assistance and patient referral
- Collaboration with local institutions
BDMS Alarm Center
One network, all access

- One number access to entire BDMS network
  - Thailand Domestic Calls 1724
  - International Calls +66-2-BANGKOK, +66-2-226-4565

- Dedicated multilingual emergency team

- Dedicated specialists available for consultation

- Complete range of emergency transportation available
ECMO
Pediatric Wings
BDMS Non-Hospital services

- National Healthcare Systems Co., Ltd.
- Bio-molecular Laboratories Co., Ltd.
- N Health Pathology Co., Ltd.
- A.N.B. Laboratory Co., Ltd.
- Medicpharma Co., Ltd.
- Bangkok Helicopter Services Co., Ltd.
- Bangkok Premier Life Insurance Co., Ltd.
- Greenline Synergy Co., Ltd.
- Save Drug Center
Registered capital: 499 MB
Founded in 1961

Products:
1. Large Volume Parenteral (LVP)
   - Irrigation Solutions
   - Intravenous Solutions
2. Small Volume Parenteral (SVP)
   - Hormone
   - Other Injection (Ampoules/Vials)
3. Other Products
   - Medical Products
   - Traditional Medicine
   - Others
Registered capital: 120 MB
Founded in 1992
Products:

1. Large Volume Parenteral (LVP)
   - Irrigation Solutions
   - Intravenous Solutions
   - Ophthalmic Balanced Salt Solution (OSS)
   - Oral Electrolyte Solution (Infanolyte)

2. Parental Nutrition
   - Hicomp
   - Becosol
   - Aninotrans

3. Dialysis
   - CAPD
   - Hemodialysis Solution

4. Other Products
   - IV set
Registered capital: 21.43 MB
Founded in 1971
Products:  1. Tablet (Plain, F/C, S/C)
           2. Capsule
           3. Liquid preparation
           4. Powder
           5. Cream / Gel / Ointment
Laboratories services

- 40 laboratories nationwide.
- Over 300 experienced medical staffs
- More than 20 million tests per year.
- The largest team of professionals in Clinical, Toxicology, Pathology, Bio Molecular, Anti-Aging, and Functional Medicine.

Engineering services

Bio-medical engineering services
- Largest pool of experienced Bio-med engineers in Thailand with different specialties Quality Control: JCI, HA, ISO, ITRIS (Swiss Partner)
- Manage 40,000 devices
- Awards: Hospital Management Asia 2004 and 2006

Telemedicine
- Remote presence
- Physician and Clinician link
Healthcare Service Solutions

Infection control services

Sterile processing services
- Manage more than 3 million sets per year
- 100 of professional and experienced infectious control nurses

Linen management service
- Operating under international standard and laundry processing for health care industry.
- Environmental friendly process
- Pay per use

Hemodialysis services
- Nephrologists linked
- Manage experienced specialty nurses
- Modern Facility
- IT system linked with HIS

Healthcare supply chain services

Logistics services
- 24 x 7 (100,000 jobs per month)
- 60 Mobile Transporters, 50 Motorcyclist, 4 Trucks, 5 Vans
- Nationwide Route: BKK area, Eastern, Southern
- 100% traceability and on-time services

Procurement services
- Manage 20,000 MB spending
- Group Procurement Organization
- Spend Management/ Contract Management / E-Auction

Inventory management services
- Manage 6,000 MB inventory of 40 stockrooms and 60 pharmacy rooms
- N Health’s proprietary statistical risk pooling model
Save drug is known as a “Trusted Healthcare Counselor” which has been operated for more than 25 years.

More than 100 branches across Thailand.

More than 3000 items of quality products; medicines, dietary supplements, medical equipment and healthcare products.

Target 150 branches in 2016.
Non-Hospital Group’s International Business

In-house products/services

Products

- Malaysia
- Philippines
- Cambodia
- Myanmar
- Singapore
- Indonesia
- Hong Kong
- Ethiopia
- Yemen
- Costa Rica

Services

- Laboratory
- Biomedical Engineering
- Sterile Processing
- Linen Management
- Procurement & Inventory Management

N HEALTH ASIA PTE. LTD.
Holding company

N Health Myanmar Laboratory Center
Services: Clinical lab, Pathology lab, BML

N HEALTH (CAMBODIA) CO., LTD.
Services: Laboratory, Sterile Processing, Linen management
What is Non-Hospital Group?

- Business unit that focus on growth and profitability
- Deliver products and services related to healthcare
- Aim to build business footprint as main source of incomes to BDMS in the future
WIN TOGETHER