



Opportunity Day Q3/2024



APPENDIX

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

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- This presentation contains “forward-looking” statements that relate to future events, which are, by their nature, subject to significant risks and uncertainties.
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CONTENTS



Business
Highlights



Financial
Review



Business
Outlook



Q & A

บริษัท พรินซิเพิล แคปิตอล จำกัด (มหาชน)

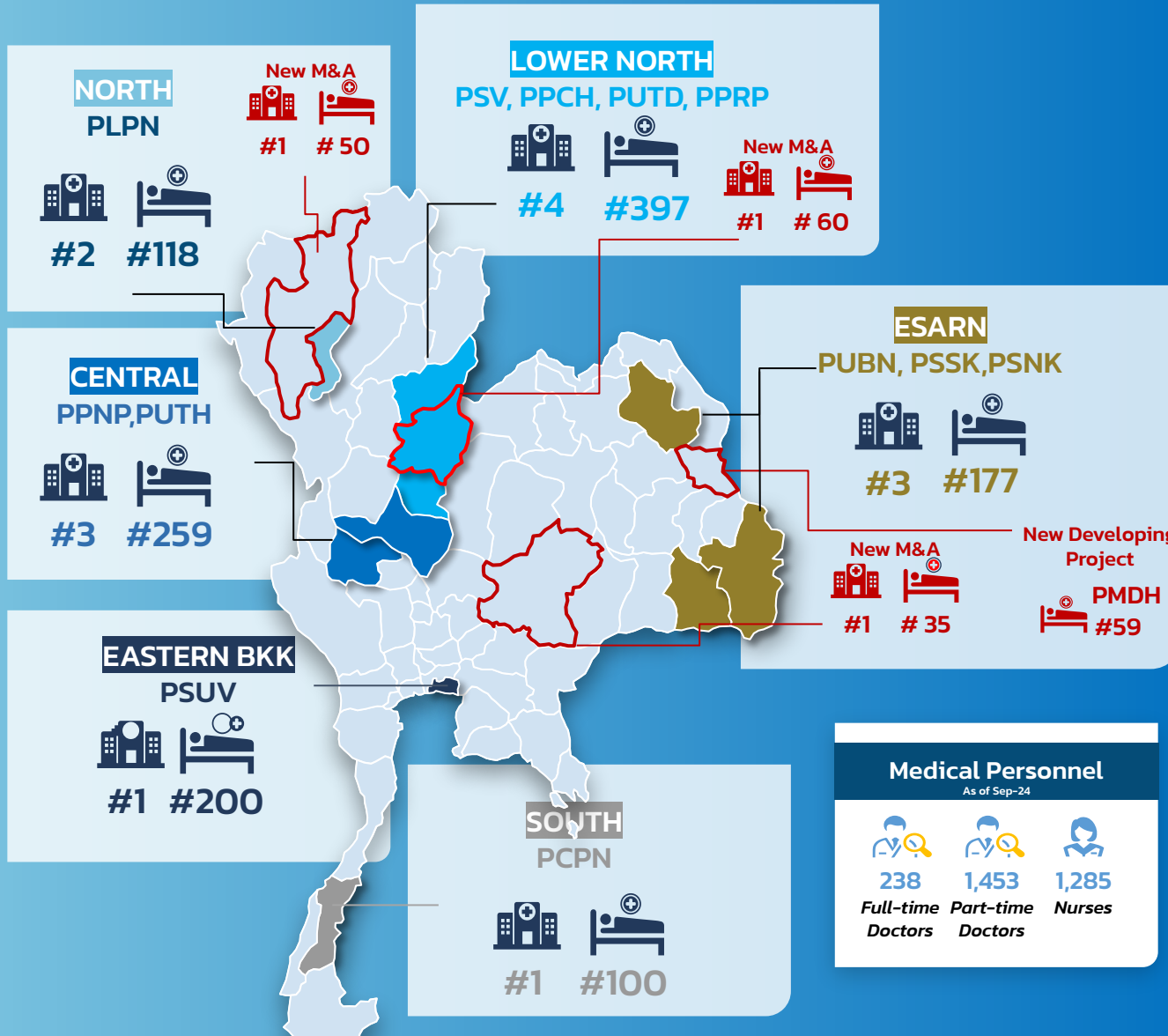


Business Highlights

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
18	1,455
14 (+4)	Covering 1,251 (+204)

Total Provinces
14
Covering 11 (+3)

PRINC Network

To be more easily "accessible"



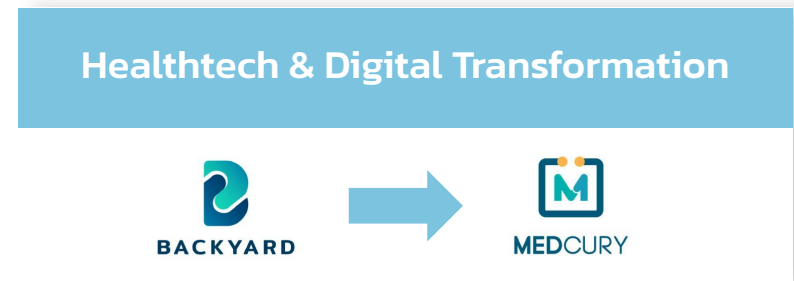
Healthcare Related Businesses



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

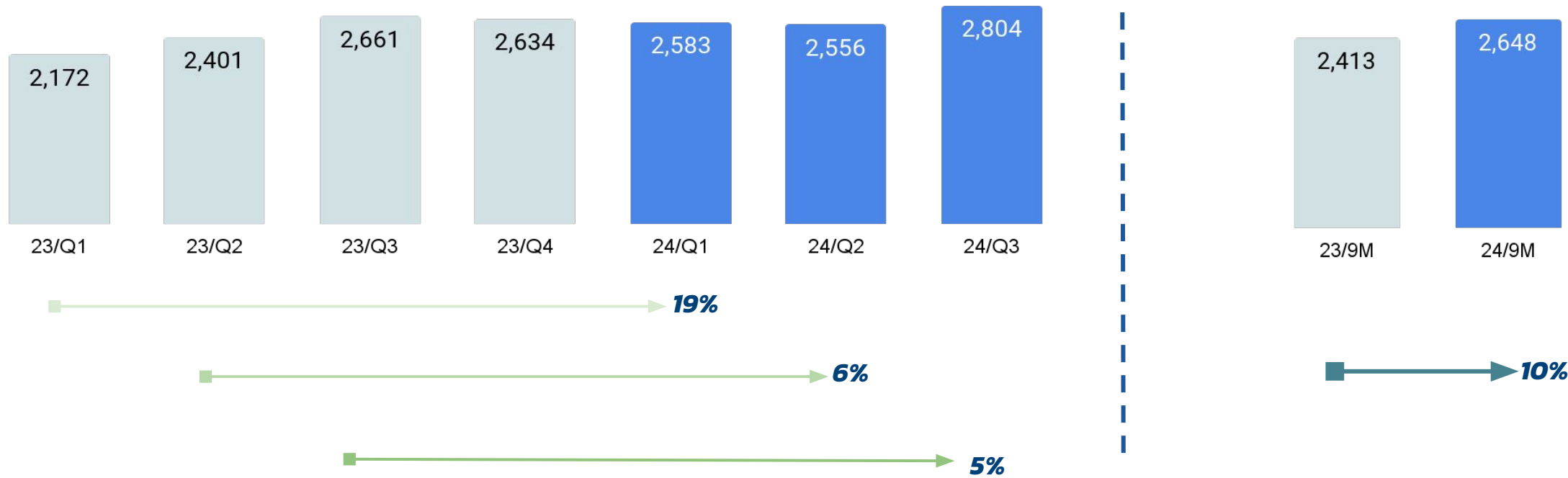


Q3 2024 Highlights

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

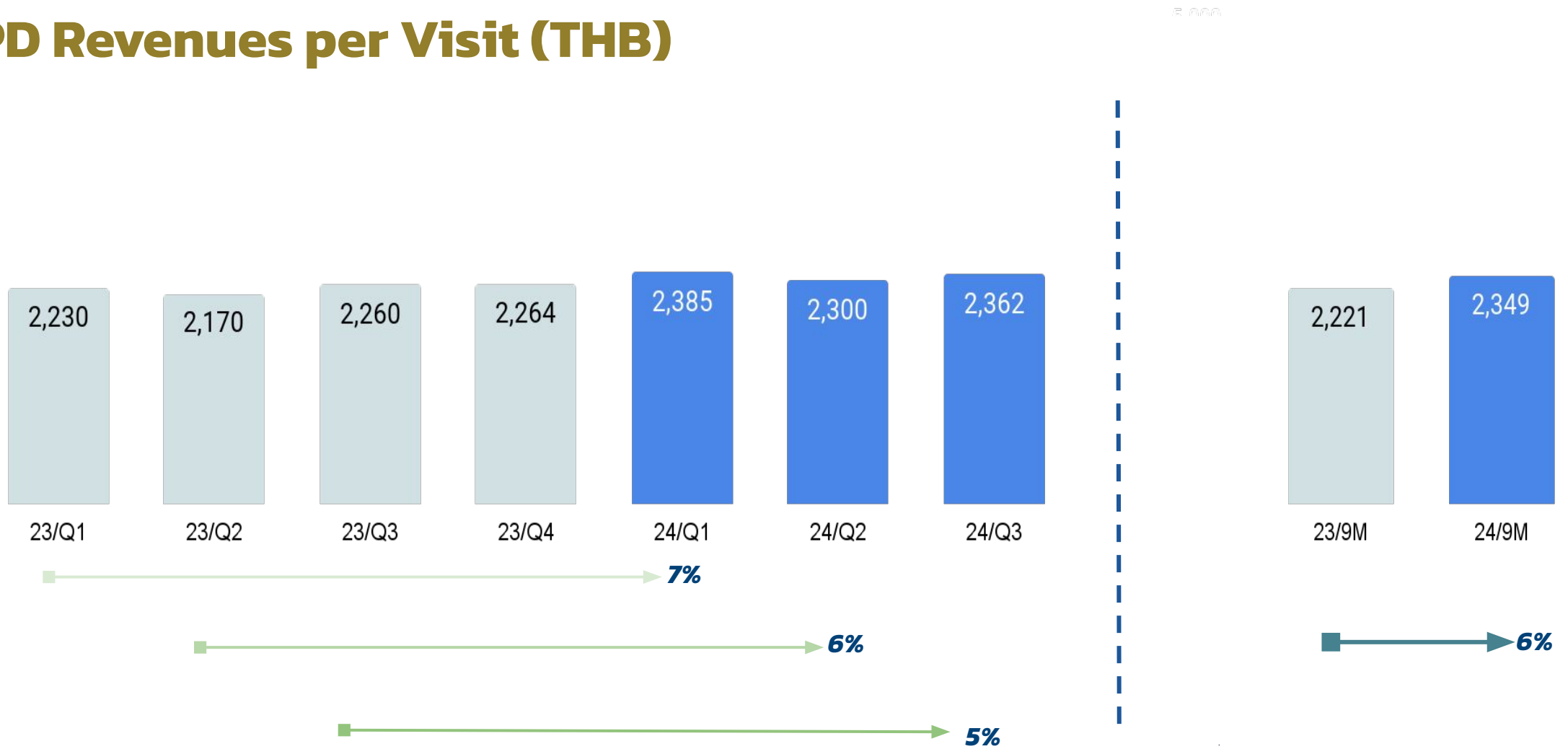
Patient Statistics

OPD Visits per Day (#)



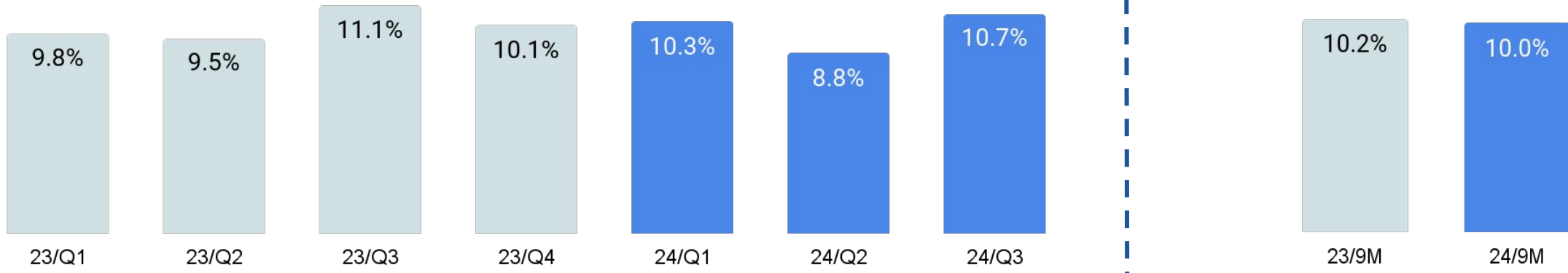
Patient Statistics

OPD Revenues per Visit (THB)



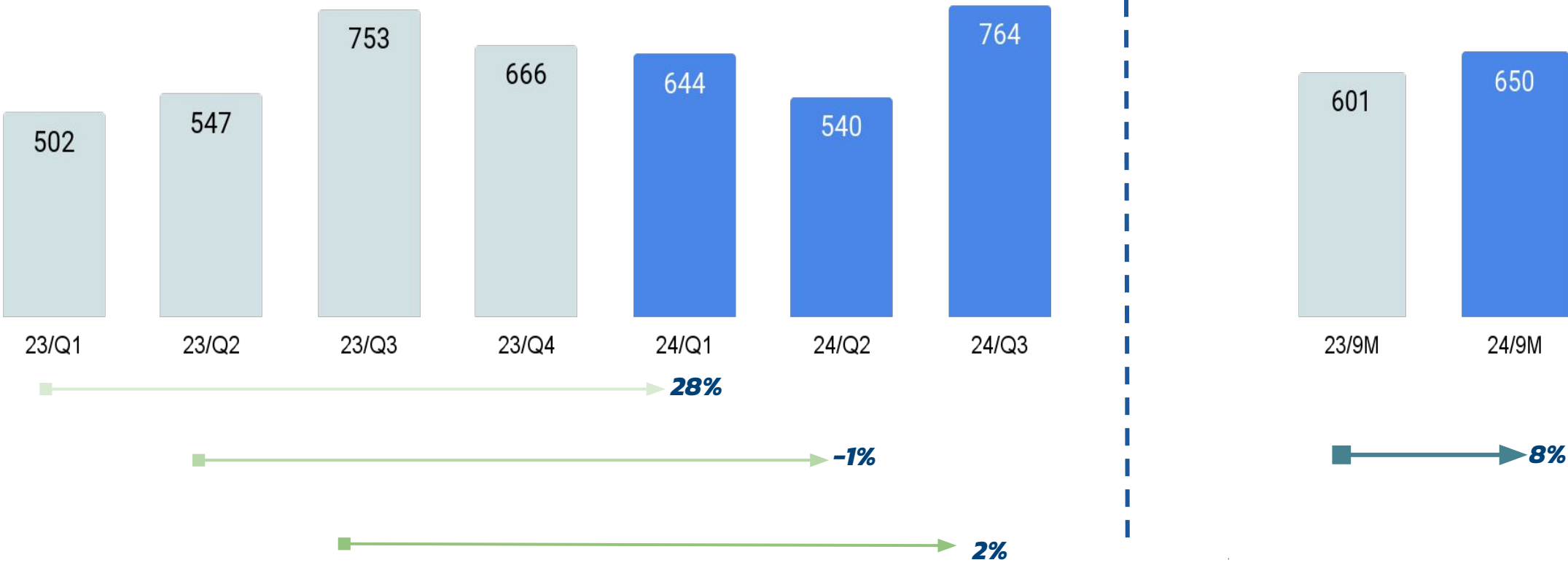
Patient Statistics

Admission Rate (%)



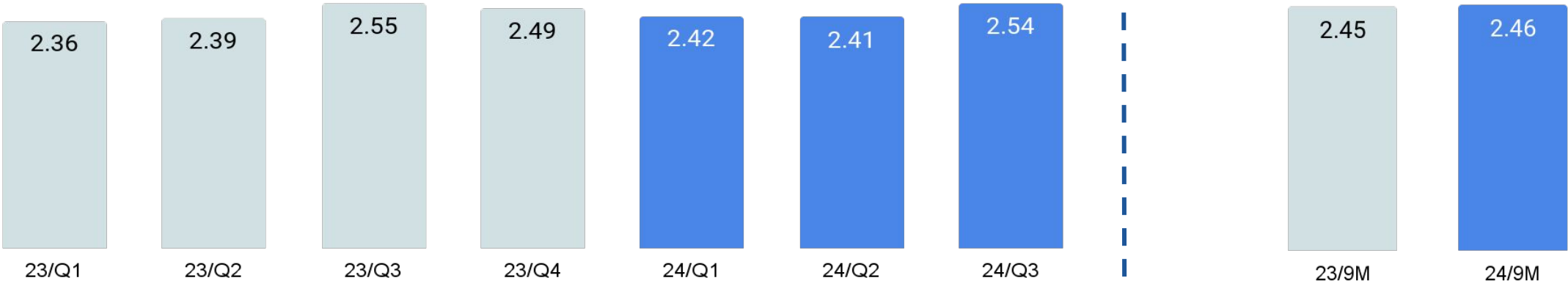
Patient Statistics

ADC (#)



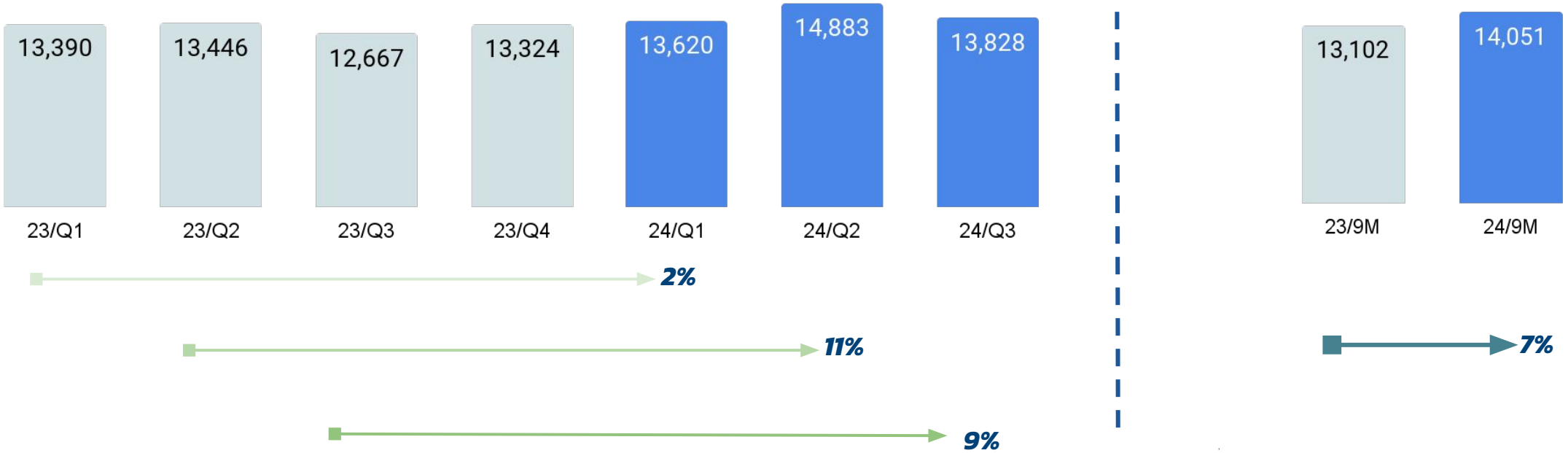
Patient Statistics

ALOS (Days)



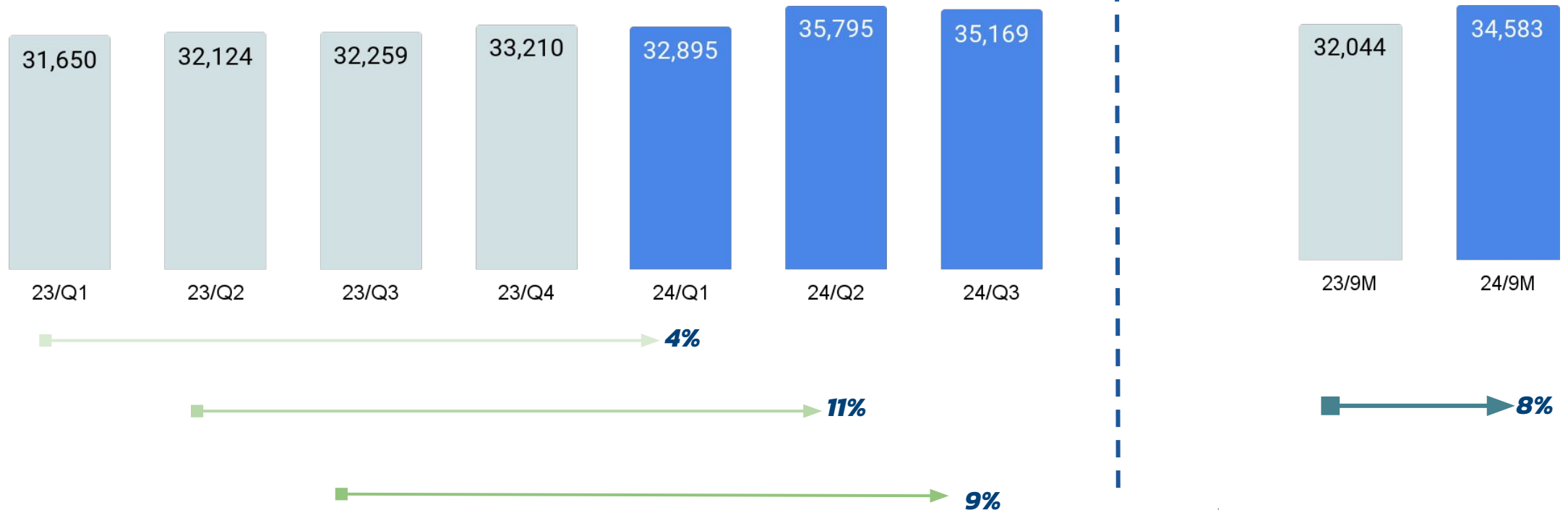
Patient Statistics

IPD Revenues per Patient Day (THB)



Patient Statistics

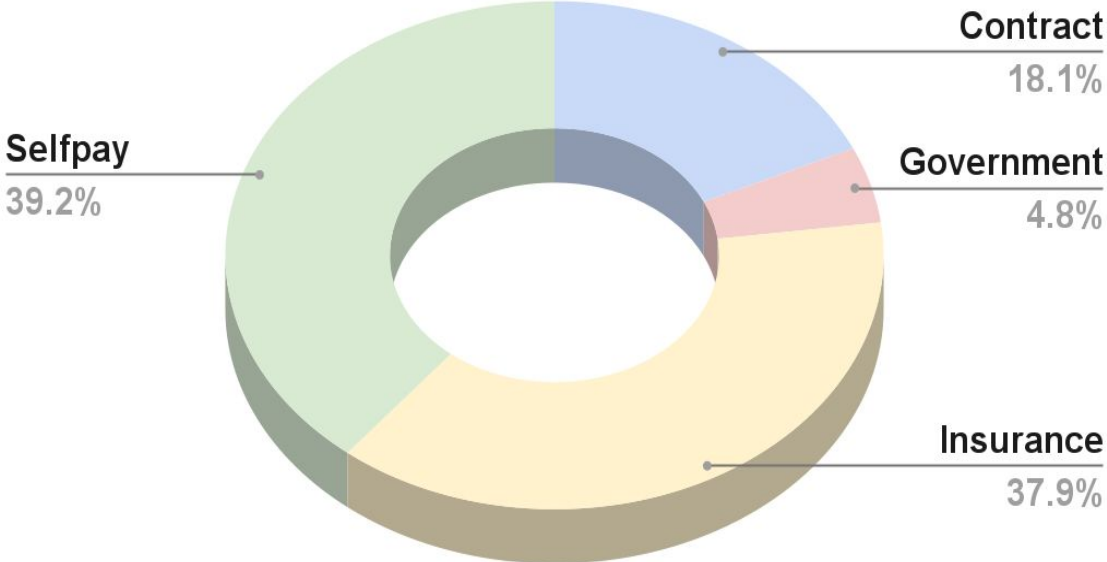
IPD Revenues per Discharge (THB)



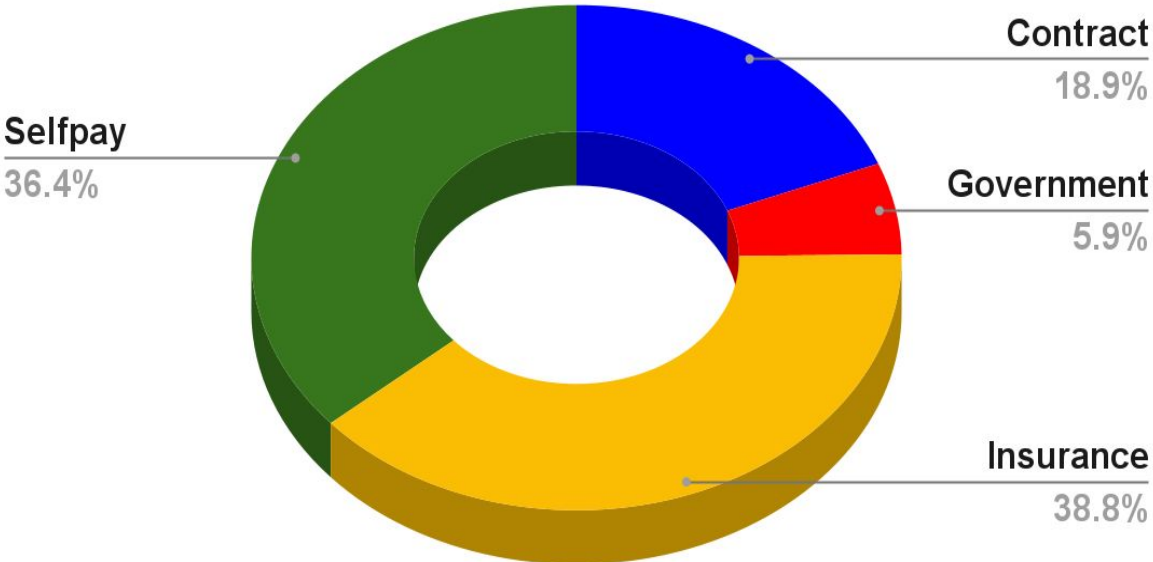
Patient Statistics

Revenue Breakdown by Payor

23/Q3



24/Q3

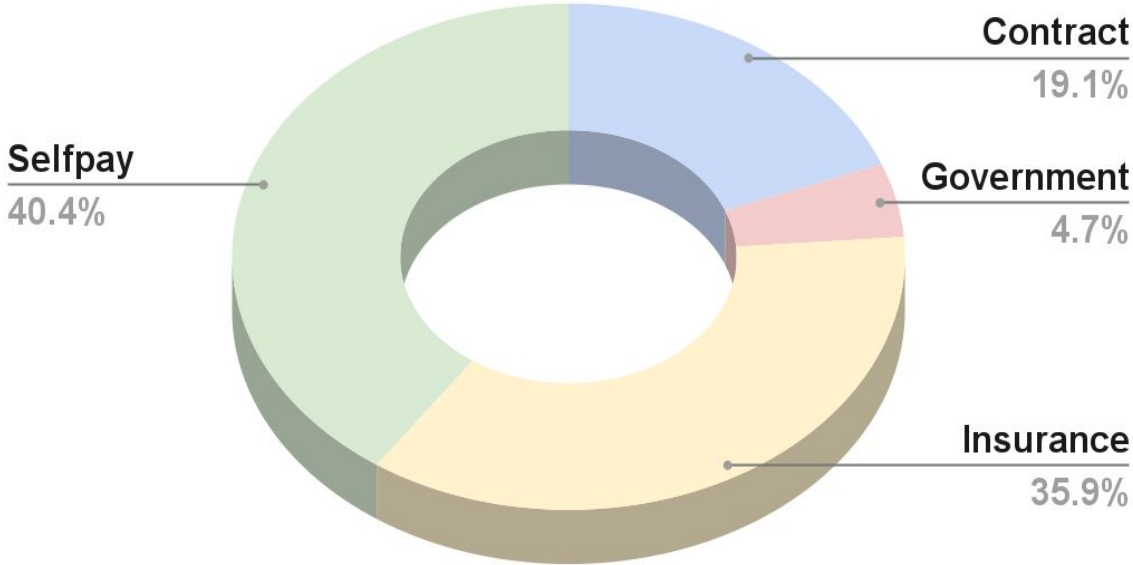


*Period: July-Sep (Quarter 3)

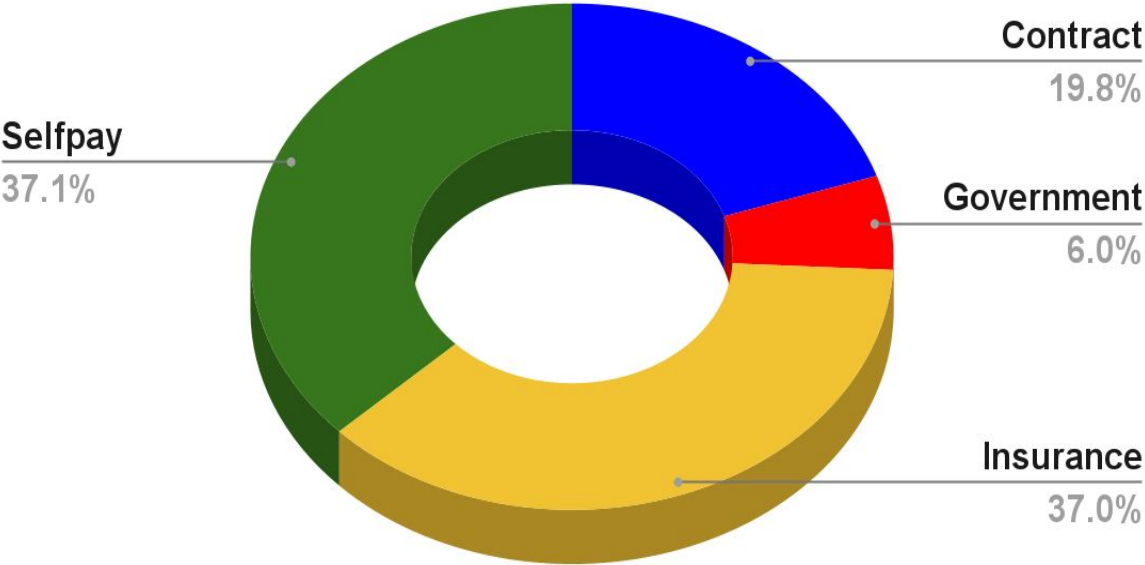
Patient Statistics

Revenue Breakdown by Payor

23/9M

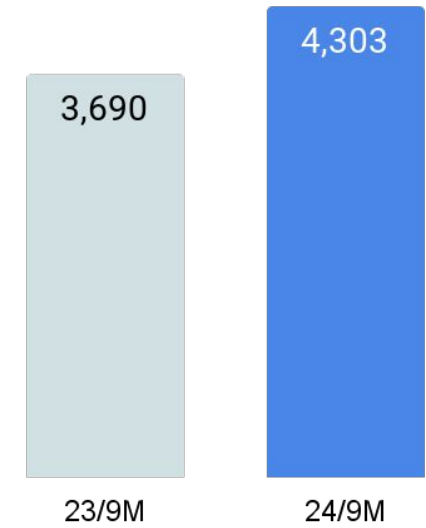
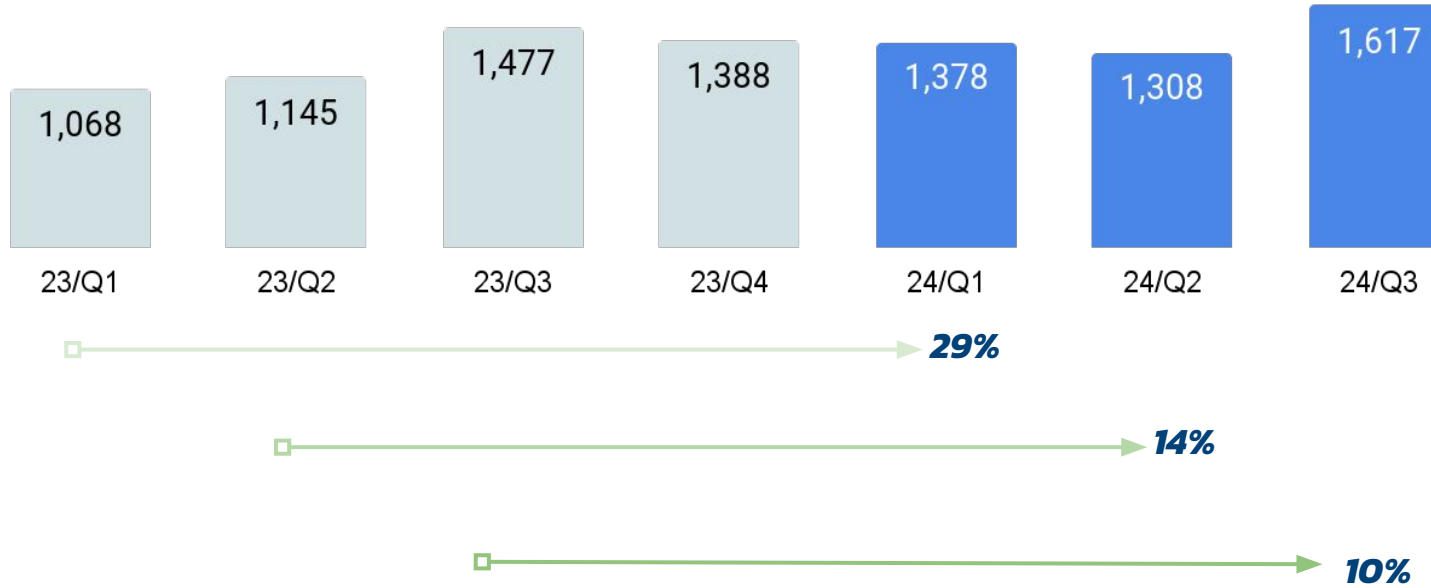


24/9M



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

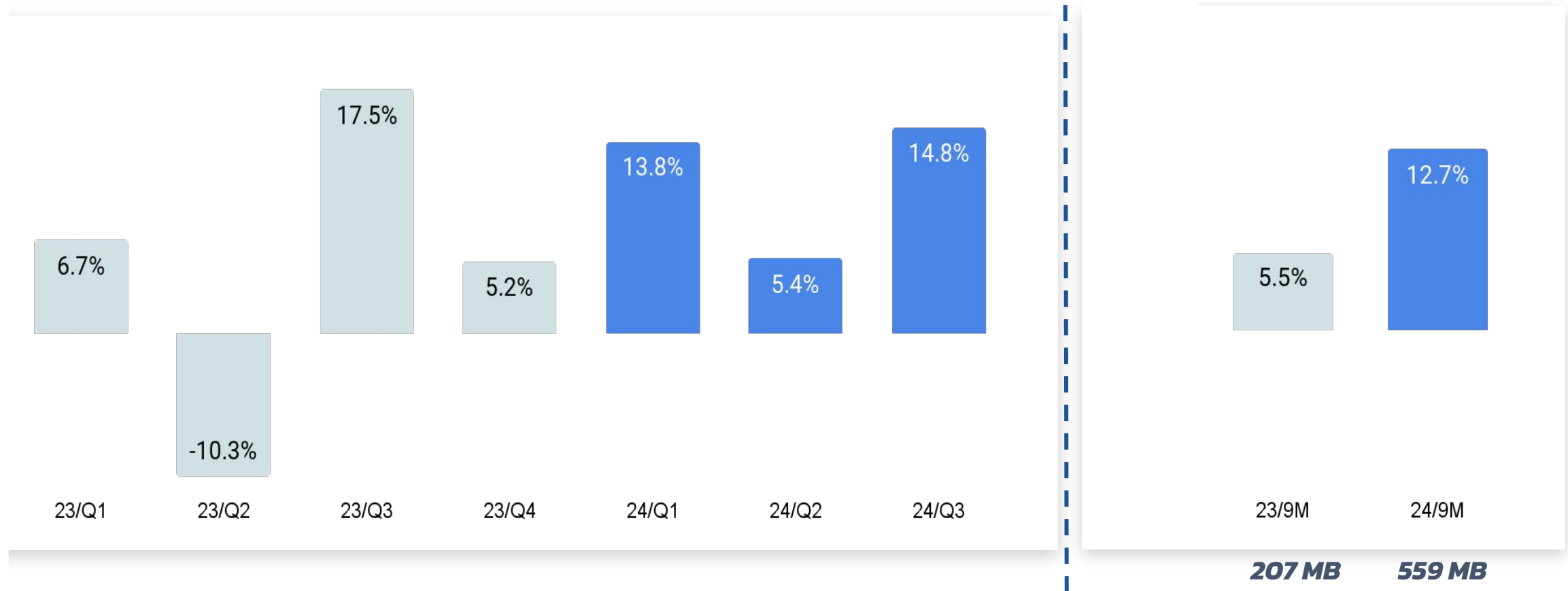
Revenues (Hospitals)



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

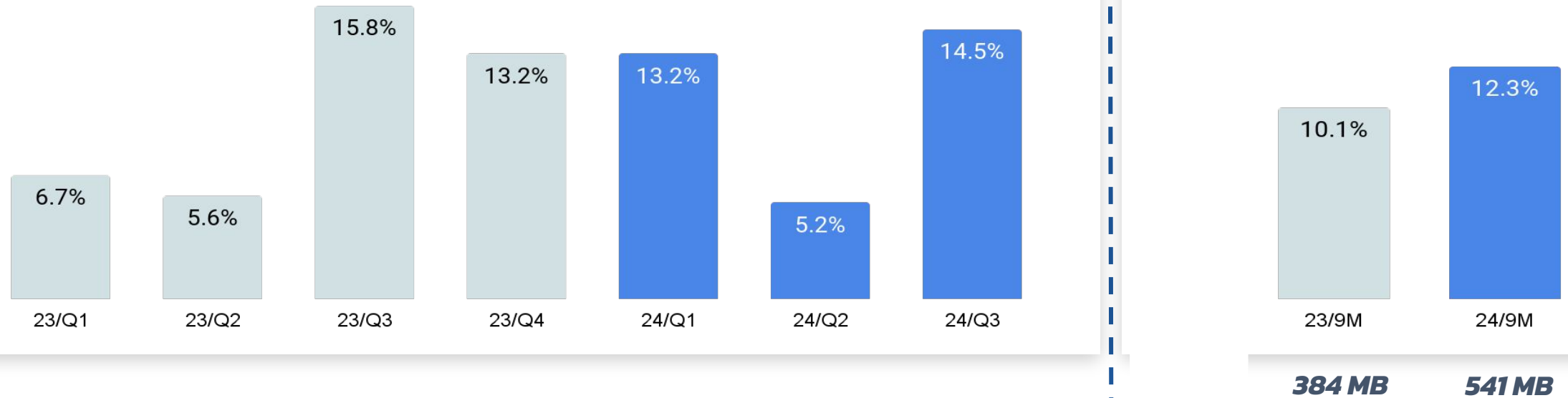
Unit: Million Baht

EBITDA Margin *



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

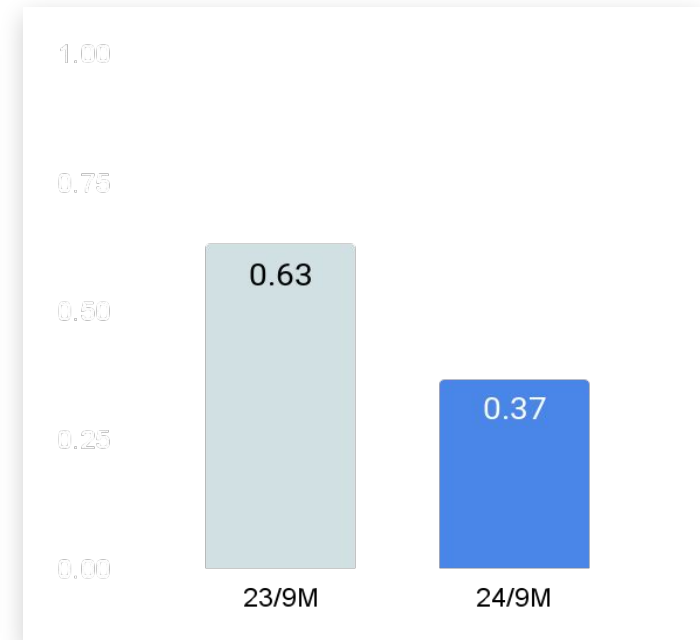
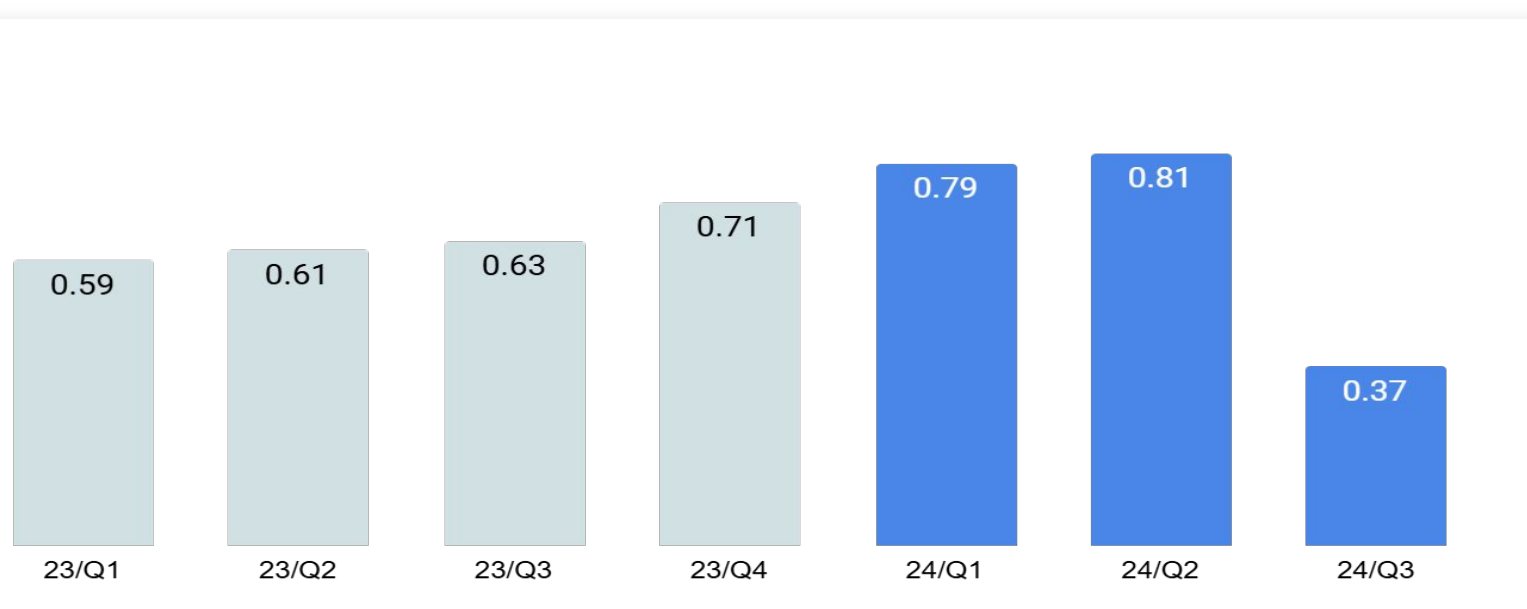
Adjusted EBITDA Margin**



****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

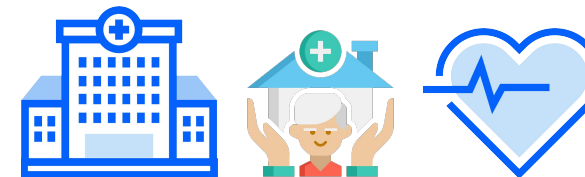


Key Strategies



Business Growth

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



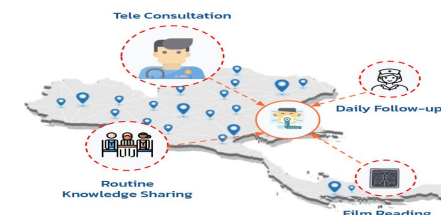
Quality

- 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*
คลินิกอายุรกรรมมะเร็งในสตรี
* โรคมะเร็งเต้านม โรคมะเร็งรังไข่ โรคมะเร็งเยื่อบุโพรงมดลูก โรคมะเร็งปากมดลูก โรคมะเร็งลำไส้ใหญ่ โรคมะเร็งท่อน้ำดี โรคมะเร็งตับ โรคมะเร็งปอด โรคมะเร็งต่อมน้ำเหลือง โรคมะเร็งไขกระดูก โรคมะเร็งผิวหนัง โรคมะเร็งเยื่อหุ้มสมอง โรคมะเร็งไต โรคมะเร็งเยื่อหุ้มหัวใจ โรคมะเร็งเยื่อหุ้มปอด โรคมะเร็งกระดูก โรคมะเร็งต่อมไทรอยด์ โรคมะเร็งต่อมพิทูอิทารี โรคมะเร็งต่อมพาราไทรอยด์ โรคมะเร็งต่อมหมวกไต โรคมะเร็งต่อมใต้สมอง โรคมะเร็งต่อมหลังคาตา โรคมะเร็งต่อมหลังคาหู โรคมะเร็งต่อมหลังคาจมูก โรคมะเร็งต่อมหลังคาปาก โรคมะเร็งต่อมหลังคาหูชั้นใน โรคมะเร็งต่อมหลังคาหูชั้นนอก โรคมะเร็งต่อมหลังคาจมูกชั้นใน โรคมะเร็งต่อมหลังคาจมูกชั้นนอก โรคมะเร็งต่อมหลังคาปากชั้นใน โรคมะเร็งต่อมหลังคาปากชั้นนอก โรคมะเร็งต่อมหลังคาหูชั้นในชั้นใน โรคมะเร็งต่อมหลังคาหูชั้นในชั้นนอก โรคมะเร็งต่อมหลังคาหูชั้นนอกชั้นใน โรคมะเร็งต่อมหลังคาหูชั้นนอกชั้นนอก

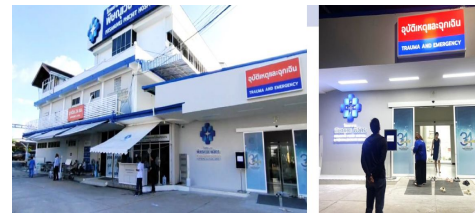
วันที่ 17 สิงหาคม 2567
คนไข้เคสแรกๆ ADMIT WARD 4 ห้าแยกคีย์บอร์ด

ปัจจุบันมี **ON PROCESS**
ทั้งหมด 5 เคส

PLPN เปิดคลินิกอายุรกรรมโรค
มะเร็ง



PLPN เปิดบริการ Mobile Dental
Unit ให้บริการดูแลคนใช้ประกันสังคม



PPCH เตรียมเปิดดำเนินงาน พื้นที่ส่วน
ขยาย OPD ER .
ห้องตรวจ +5 ห้อง
ER +7 เตียง
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.

**ควำรำงวัลสถำนทิจการดีเด่นด้ำนแรงงำนสัมพันธ์และสวัสดิการแรงงำนและรำงวัลสถำนประกอบทิจการต้นแบบดีเด่นด้ำนควมปลอดภัยอำชีวนำมัยและสภาพแวดล้อมในกำรทำงำน*



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

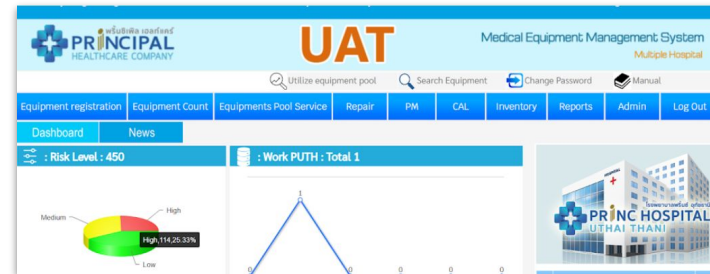


Oct

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 kgCO₂eq.



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**