





Ramkhamhaeng Hospital Public Company Limited Fact Sheet Q4 2021



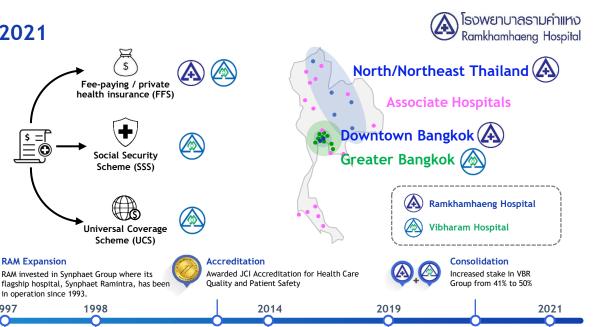
Ramkhamhaeng Hospital Fact Sheet Q4 2021

GROUP OVERVIEW

- Founded in 1986, RAM has over 3 decades of experience in hospital development and management.
- At present, RAM is the second largest private hospital operator in Thailand by number of bed facility.
- **Diversification of revenue stream** is achieved through offering medical services to self-pay, SSS and UCS patients along with sale of medical equipment and instruments.

SET IPO

RAM listed on the SET



COMPANY MILESTONES

RAM Founding

of founding doctors

RAM incorporated by group

1988

Commencement of Operation RAM opened its first hospital with 115 bed facilities.

1991 **RAM Expansion**

Between 1991 and 1997, RAM invested in several hospital assets, including Chiangmai Ram (1991), Khonkaen Ram (1992), Muang Loei Ram / Phayao Ram / Udon Pattana (1994), Petcharat / Chaivaphum Ram (1995), Khelang Nakorn hospital (1996)

1997

RAM Expansion

VBR Founding affordable healthcare services to Greater Bangkok region.

VBR Expansion Vibharam (VBR) was founded to provide VBR established VBR Amatanakorn

2010

Nan Ram Hospital and and VBR Laemchabang, adding up to Ramkhamhaeng 2 Hospital a total of 5 operating hospitals.

RAM Expansion

2 new greenfield projects:



1 new greenfield project: Ramkhamhaeng 3 Hospital and increased stake in Vibharam Chaiprakarn

HOSPITAL BUSINESS

1986



Establishment: 2010





Establishment: 2014

100

Chonburi

Establishment: 2016

Samutsakhon 🛏 100

Establishment: 1976

Bangkok **H** 132

Establishment: 2019

Bangkok **H** 59



Jul'21

12,664

29,278

2020

Aug'21

2,234

2021 4Q 2020 4Q 2021

Sep'21

3,210

35,425

2021

40.0 35.0

30.0 25.0

Unit: mn THB

4,448

2019

18,512

2019

Total Asset

Unit: mn THB

Apr'21 May'21 Jun'21

FINANCIAL HIGHLIGHTS **Operating Revenue**

7,826

2020

SHAREHOLDING INFORMATION



F&S 79 Co., Ltd. Cypress Consolidated Healthcare Pte.Ltd. Chiangmai Ram Hospital Co., Ltd. Synphaet Co., Ltd.

Jan'22

35.3%

4.471

2021

8,380

2020

Feb'22 Mar'22

20.3%

454

4Q 2020 4Q 2021

6,863

2021

Unit: % Gross Profit Margin

35.3%

1,132

■Vibhavadi Medical Center Plc.

Other

Free Float			Free Float As of 31/03/2021	
	824 Minor SI	nareholders	19.88% share in Minor Shareholders	
Overview	1		Overview As of 29/03/2022 Rights Type : XM	
	5,206 Total S	hare holders	46.69% Shares in Scripless Holding	
TOCK INFORMATION RAM: 46.25 52 Week High/		52 Week High/Low: 54.25 / 27.10	Market Cap: 55,500 mn THB	
0.0			As of 05 Apr 2022	

Oct'21

Nov'21

Gross Profit

30.7%

O.

1,367

2019

8,040

2019

Unit: mn THB

Unit: mn THB

Dec'21

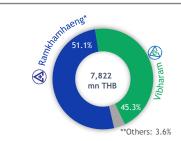
13.3%

1,041

2020

Cash and Market Securities

2020 Operating Revenue Mix by Brand



*Including revenue from sale of medical equipment **Revenue from Chaiyaphum Ram and Muang Loei Ram

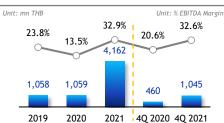
2020 Medical Treatment Revenue Mix by Patient

UCS: 3.6% 7.9 FFS: 68.8%

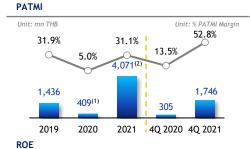
*Reflects revenue from sale of medical equipment

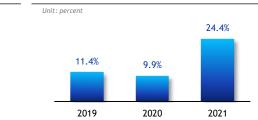
*Reflects revenue from sale of medical equipment

EBITDA



Debt Unit: mn THB 9,295 9,168 4,233 2019 2020 2021



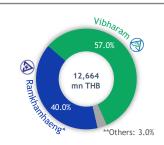


(1) Excludes gain on investment valuation of THB 853 mn (2) Excludes gain on investment valuation of THB 122 mn and loss on asset impairment of THB 41 mn

Ramkhamhaeng Hospital

โรงพยาบาลรามคำแหง

2021 Operating Revenue Mix by Brand



*Including revenue from sale of medical equipment **Revenue from Chaiyaphum Ram and Muang Loei Ram

2021 Medical Treatment Revenue Mix by Patient

FFS: 69.8%

UCS: 5.1%





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