

Results Briefing

ANALYST PRESENTATION

Q2 2023

Wednesday, 30 August 2023

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- Financial Highlights
- Operational Highlights
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- Questions & Answers





Q2 2023 Results Overview

Q2 202

Q2 2023: Operations at a Glance

Group Operational Performance

Occupancy
67%

Inpatient
Admissions
220,976









Operational Beds



Lab Tests 22.6 million

















Q2 2023: Double-digit* Revenue and EBITDA expansion; Strong operational performance

Including MFRS 129 application
(Headline Financial Performance)

Revenue

RM4.7b

+ 7%

EBITDA

RM1.0b

+ 3% 👚

Net Operating Income

RM315.0m

- 1%

Net Income

RM301.8m

- 51%

Excluding MFRS 129 application (Comparable to prior quarter)

Revenue (ex MFRS 129)

RM5.1b

+ 18%

EBITDA (ex MFRS 129)

RM1.1b

+ 10%

Net Operating Income (ex MFRS 129)

RM401.6m

- 10%

Net Income (ex MFRS 129)

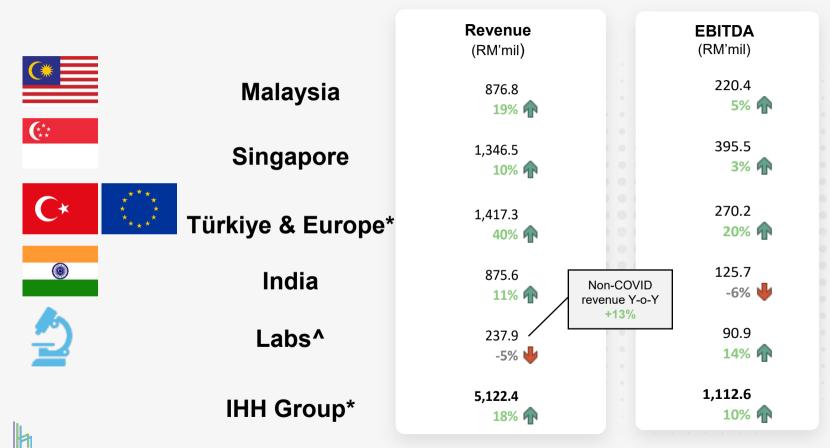
RM355.7m

- 37%



*Core underlying performance

Q2 2023 (YoY): Outstanding growth in major segments



^{*:} Figures are before MFRS129 adjustments for hyperinflationary economies of -RM448.5mil and -RM108.2mil for Revenue and EBITDA respectively.

^{^:} Refers to Labs external revenue only. Including intersegment revenue, Labs total revenue is RM400.7 million, +2%.



Financial Highlights

Q2 202

SECTION 02

Q2 2023 Key Financial Highlights

- Strong quarterly revenue of RM4.7 billion
- 7% YoY growth mainly on higher patient volumes and improved case mix.
 Quarterly revenue at RM5.1 billion, 18% YoY growth (excluding MFRS 129)

Quarterly EBITDA run rate of approx. RM1.0 billion

- EBITDA increased 3% due to improved hospital performances.
- Net Operating income remains steady at RM315.0 million.
- Net Income was 51% lower YoY, due to a high base recorded in Q2 2022 from exceptional items, and FX losses from the Turkish Lira's devaluation in June 2023.

Focus remains on driving ROE

- Return on Equity was at 8.0% as at June 2023.
- Excluding MFRS 129 adjustments, ROE was at 9.0%.

Interim cash dividend

• Interim cash dividend of 3.5 sen per ordinary share, payable on 27 October 2023

- Strong financial position and cash management
- RM1.5 billion net cash generated from operating activities; RM3.6 billion cash position.
- Special dividend of 9.6 sen per share from IMU sale paid out on 30 June 2023.
- Net gearing increased to 0.24x (from 0.18x as at June 2022).

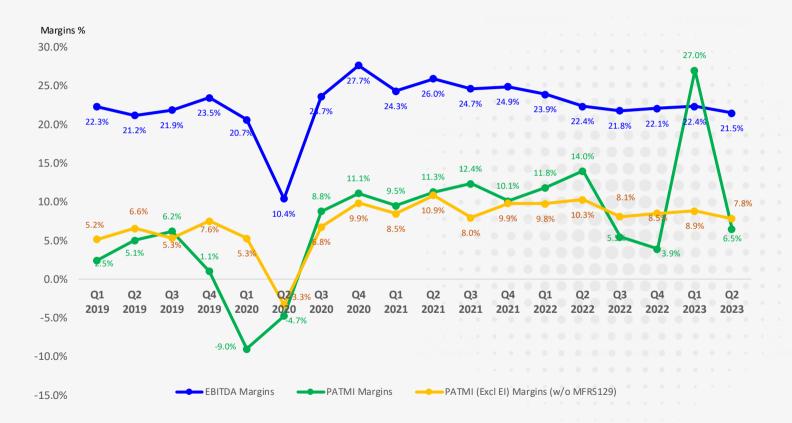


Financial Performance from Q2'19 to Q2'23



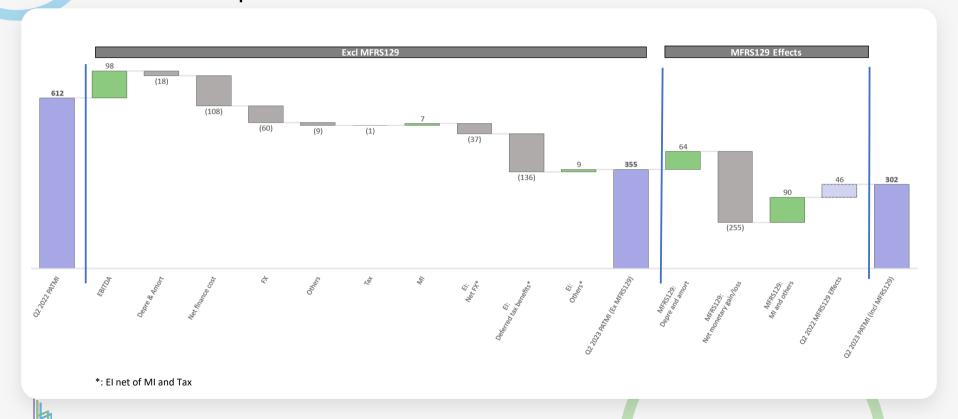


Financial Performance from Q2'19 to Q2'23

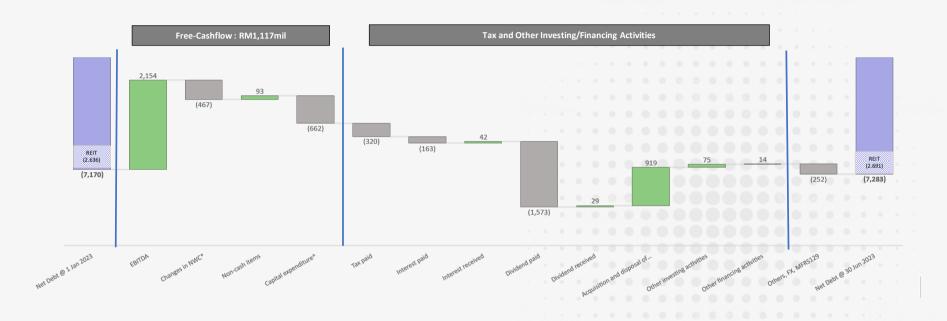




Q2 2023: Net Income declined on high base in prior period due to effect from exceptional items



Q2 2023: Net debt (RM'mil)



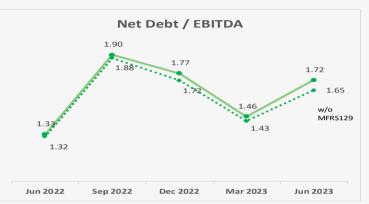
^{*:} NWC = Net working capital

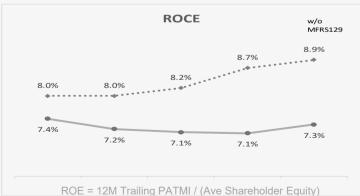


^{^:} Capital expenditure comprise expenditure on fixed assets, investment properties and intangible assets

Q2 2023: Capital efficiency ratios











ROCE = 12M Trailing EBIT / (Ave Total Equity + Ave LT Debt)

Debt includes loans and borrowings as well as lease liabilities (arising from IFRS16) and overdrafts.



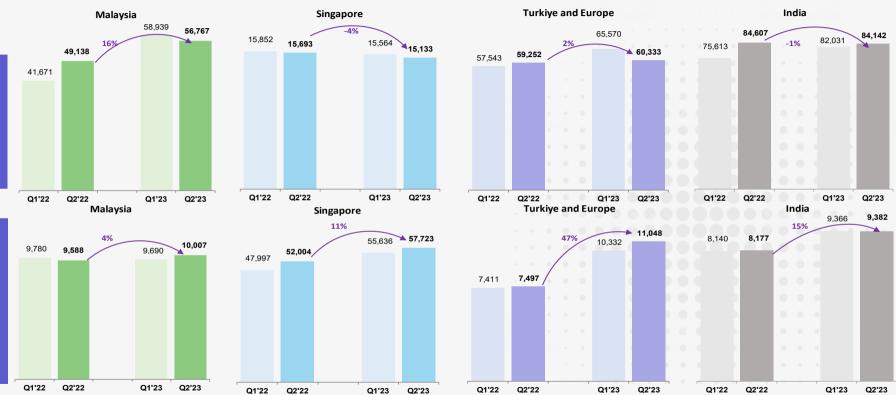
Operational Highlights

Q2 2023

SECTION 03

Inpatient Admissions

IP Revenue per IP Admit (RM)

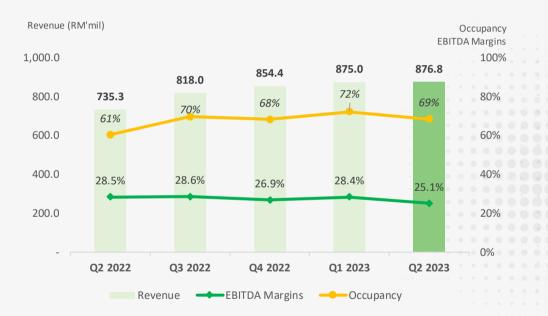


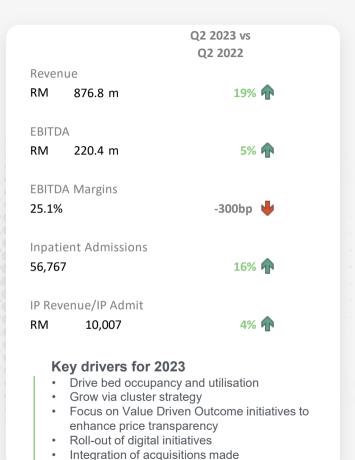
The above charts are not drawn to scale.

- Based on Singapore, Malaysia, India and Türkiye and Europe hospitals only. Excludes hospitals operated by joint venture companies, hospitals under hospital management agreements and other international hospitals.
- Specialist fees not included in Singapore's and Malaysia's inpatient revenue per inpatient admission
- Based on a uniform exchange rate throughout the periods shown (SGD: 3.4710; TL:0.1857; INR:0.0572)

IHH Malaysia:

Strong growth of both local and foreign patients







IHH Malaysia Highlights:



IHH Malaysia participated in the first Malaysia Healthcare Expo (MHX) organised for a single hospital group in Surabaya, Indonesia. The event drew nearly 3,000 attendees, and more than 1,200 packages and appointment bookings have been secured.



2 Gleneagles Hospital Kuala
Lumpur won the Frost &
Sullivan's 2023 Customer
Value Leadership Award for its
unique focus on strengthening
the value that its customers
receive, resulting in improved
customer retention and
customer base expansion.

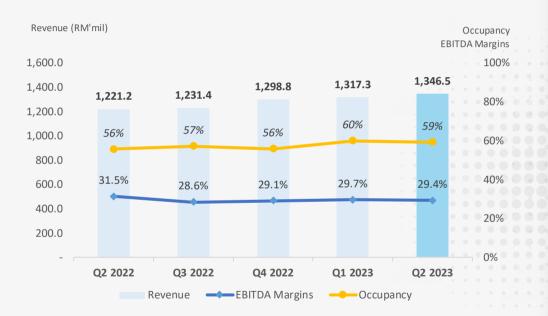


3 IHH Malaysia provides free Congenital Heart Surgery as part of our "Public" CSR pillar. A child was diagnosed with Tetralogy of Fallot and our skilled doctors in Gleneagles KL managed to fix the hole in her tiny heart and cleared a path to her lungs.



IHH Singapore:

Revenue driven by higher local patient volumes



	Q2 2023 vs Q2 2022
Revenue RM 1,346.5 m	10% 🏚
EBITDA	
RM 395.5 m	3% 🏠
EBITDA Margins 29.4%	-200bp 🖖
Inpatient Admissions	20025
15,133	-4% 🖐
IP Revenue/IP Admit	110/
RM 57,723	11%

Key drivers for 2023

- Return of medical travel and domestic electives
- Introduction of new clinical offerings (e.g., Proton Therapy Centre)
- Move into the ambulatory segment (e.g., Parkway Medical Centre)
- Continued closing of nursing hiring gap



IHH Singapore Highlights:



Mount Elizabeth Novena opened the stateof-the-art Proton Therapy Centre, becoming the first private hospital in Southeast Asia to provide access to what is one of the most advanced forms of precision cancer treatments available.



Mount Elizabeth Hospital is the first hospital in SEA to acquire Naeotom Alpha, the world's first photon-counting CT. It is able to produce sharper, clearer and higher-details images with the same radiation dose, allowing doctors to make more informed and reliable clinical decisions, resulting in patients having greater assurance, accessibility and comfort.



Parkway Shenton marks its 50th Anniversary focused on the 4Ps of our aspiration - **Patients** (opening a new clinic at Guoco Tower); **Public** (holding a community health carnival with free health screening and distributing food to the underprivileged); **Planet** (kayaking & beach cleanup) and **People** (gala dinner to round up the year-long celebration).

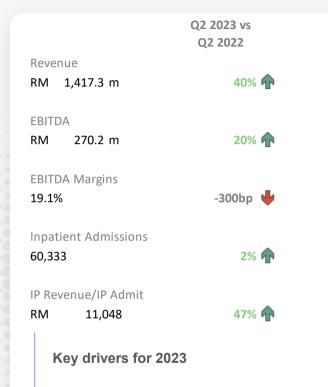


IHH Türkiye* & Europe:

Higher revenue from improved performance of existing & new hospitals







- Grow via cluster strategy
- · Continue expanding Euro contribution
- Manage cost inflation through streamlining operational expenses
- · Integration of acquisitions made



IHH Türkiye* & Europe:

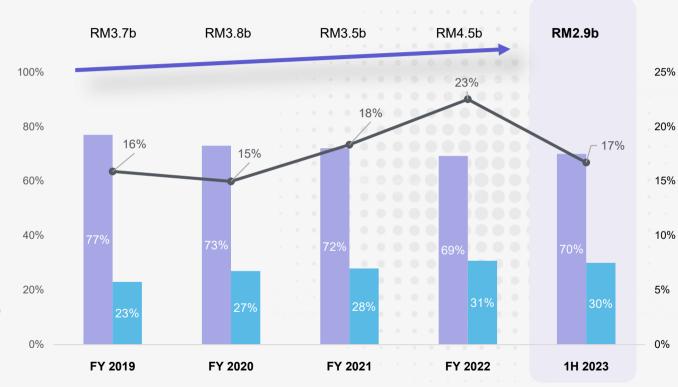
Strong non-Lira contributions from operations

Q2 2023

- Türkiye Operations foreign patient revenue contribution at 17%.
- European Operations for Acibadem at 30%.

Revenue contribution from (%):

- Türkiye Operations
- Foreign Patients (Türkiye Operations only)
- European Operations





*before application of MFRS 129

IHH Türkiye and Europe Highlights:



Acibadem Healthcare Group ranked first in the "Hospital" sector for the "The Most Admired Companies of the Business World Survey" by Capital Magazine.

Acibadem is one of only several centers around the world able to perform the advanced and complex "paired" donation surgery. In "paired" donation surgery, donors and their recipients are incompatible, but if the donor of each pair is compatible with the recipient of the other pair, a "paired" donation surgery could occur.

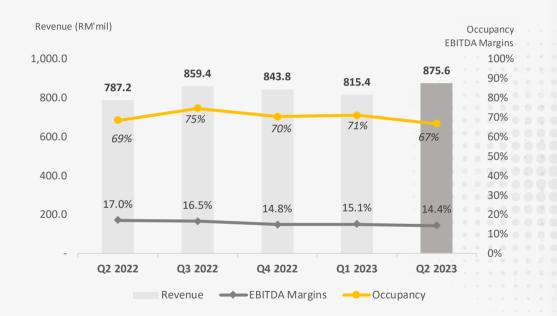


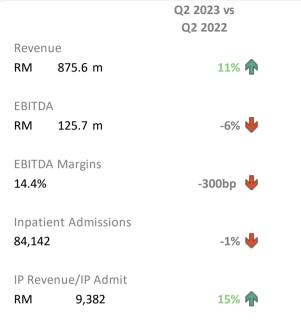


Acıbadem Healthcare Group has once again been awarded the Gold Award in the "Healthcare Institutions category at Brandverse Awards Turkey 2023, the most comprehensive social media awards in Turkey collaboratively organised by Marketing Türkiye and BoomSonar



IHH India: Strong revenue intensity growth





Key drivers for 2023

- Growth in domestic electives, recovery of medical travel
- Continue to drive cost discipline and ramp up productivity
- · Organic growth via existing footprint
- Removal of under-performing assets



IHH India Highlights:





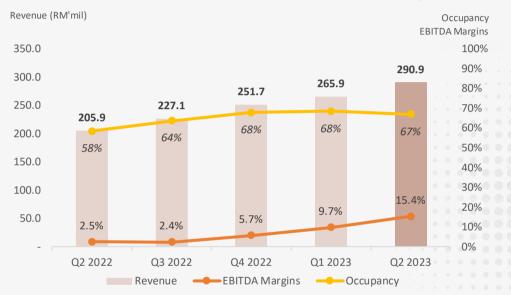
Profis Healthcare partnered with Coal India Limited (CIL) to treat underprivileged children suffering from thalassemia. Under the MOU, financial assistance of up to Rs 10 lakhs will be provided by CIL to eligible patients for bone marrow transplants and the treatment can be done at Fortis Hospital, Gurugram.



Fortis Healthcare and Agilus Diagnostics are part of the Prime Minister's TB eradication campaign. They distributed nutrition kits to underprivileged patients.



Gleneagles Hong Kong: Momentum continues from ramping up



Q2 2023 vs
Q2 2022

Revenue
RM 290.9 m 41%

EBITDA
RM 44.8 m 773%

EBITDA Margins
15.4% 1300bp

Key drivers for 2023

- Continue to improve revenue and EBITDA through increase in foreign patients
- Expansion of cluster offerings such as clinics and laboratories
- Opening of new beds
- Achieve EBIT breakeven



Gleneagles Hong Kong (GHK) Highlights:



A strategic partnership has been formed between GHK and HKSTP under the HKSTP MedTech Co-Create Programme (MTCC), translating research into commercially viable, high-impact innovation.

The inaugural Gleneagles
Clinical Updates Symposium
provided an open platform for the
directors of our 13 Specialist
Service Centres to share the
latest clinical advancements of
their respective Centres, and
connected doctors to exchange
insights and engage in broader
discussions on clinical updates.





GHK has installed their third CT scanner - SOMATOM Drive, which can deliver CT scans of higher precision, flexibility and efficiency. This results in better diagnosis outcomes and less waiting time for patients.



IHH Laboratories:

Non-COVID-19 revenue continues to pick up



		Q2 2023 vs Q2 2022
Reven RM	ue* 400.7 m	2% 🏠
EBITD/		
RM	90.9 m A Margins^	14% 🏠
22.7%	A iviaigilis	200bp 🏚
Test V 22.6	olumes ('mil)	3% 🏠

Key drivers for 2023

- Organic growth through expansion of highend test menus
- · Transformation of our operations
- · Digitalisation of our core platforms
- · Continued productivity focus



^{*:} Refers to Labs total revenue (i.e.. includes inter-segment revenue)

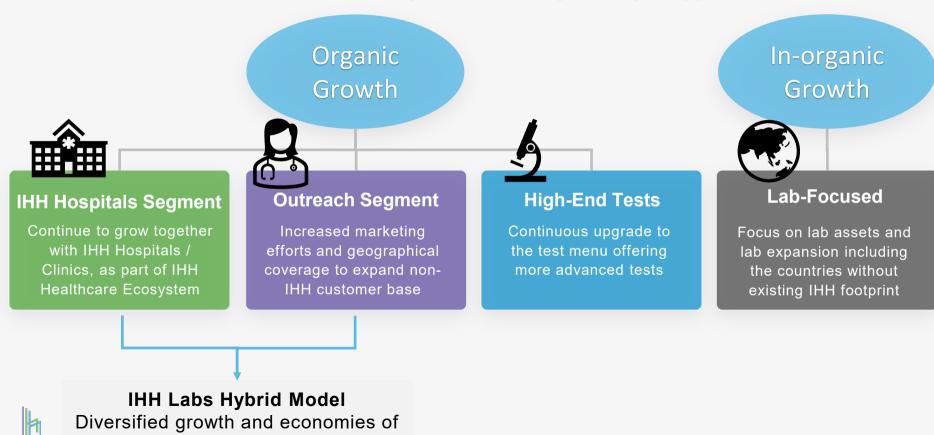
^{^:} EBITDA margins calculated based on Labs total revenue

^{#:} Minimal COVID-revenue from O1 2023 onwards.

Accelerated Growth Model

scale from two different segments

New IHH Labs unit to unlock lab's full potential through multiple approaches



IHH Laboratories segment: Highlights



Malaysia

Pantai Premier Pathology rebranded itself as Premier Integrated Labs on 27 June, marking a significant growth milestone for our laboratory services in Malaysia. The rebranding event also saw the launch of i-Premier, a digital platform that provides users seamless access to our lab solutions, and Premier Wellness Programme dedicated to wellness screening and genetic testing.



Türkiye

Acıbadem Labmed, Turkey's first ISO 15189 accredited laboratory, successfully completed the accreditation process and Labgen (Acibadem Labmed's genetics lab) became Turkey's first CAP accredited laboratory. ASHI reaccreditation for the tissue typing laboratory has been also achieved.

CAP: College of American Pathologists

ASHI: American Society for Histocompatibility and Immunogenetics





Singapore

After 43 years, Mount Elizabeth Orchard Outpatient Phlebotomy Unit opened its doors to the public in May 2023. Equipped with 8 purpose-built stations, the unit is designed to facilitate processing of blood specimens while providing convenient access for our patients visiting specialist clinics and other ancillary services at a more convenient location.





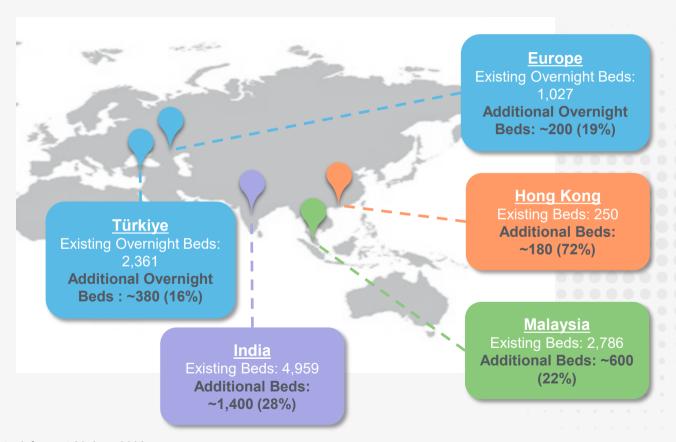


Outlook

Q2 202

SECTION 04

Organic growth: 3,000 new beds expansion (+25% capacity)





*Note: Info as at 30 June 2023

Outlook

1

Confident of long-term trajectory.

- a) Organically: Add close to 3,000 beds over 3 years (+25%); drive efficiencies; reconfigure portfolio to improve returns
- Seek earningsaccretive opportunities to acquire assets across Asia and Europe
- c) Cluster strategy underpinned by strong demand for private healthcare to drive growth and ROE

2

To expand reach and services across several dimensions.

- a) Expand across the healthcare continuum to extend our service of care for patients.
- b) Expand our value chain vertically particularly in our laboratory and diagnostics business.
- c) Expand into the new growth arena of digital services

3

Expects continued revenue and ROE growth

Maintain a tight rein on costs and leverage synergies from its scale to achieve cost savings and mitigate inflationary and interest rates pressures.









Questions & Answers

202 202





Thank You











Appendix

Q2 202

SECTION 06

Strategy Framework





OUR VISION: To be the world's most trusted healthcare services network

We are delivering value for all stakeholders, by touching lives and transforming care



Have trust as the cornerstone of all our relationships



Deliver clinical, operational and service excellence



Build and invest to deliver earnings growth



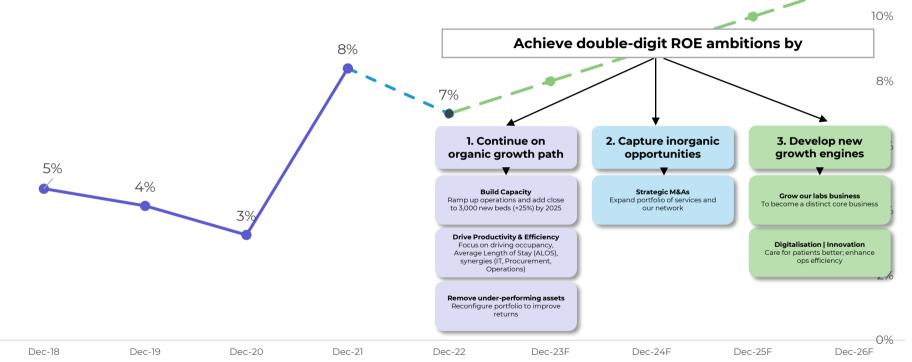
Put ESG front and centre in all we do





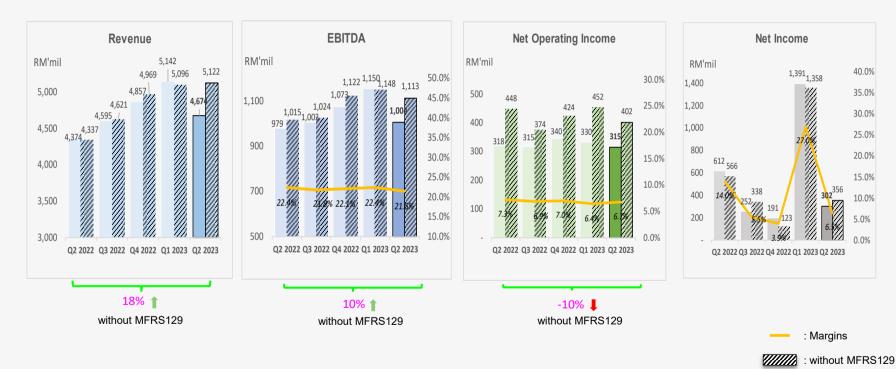
Driving sustained and sustainable growth whilst focusing on improving returns & delivering growth

12%





Q2 2023: Strong revenue and EBITDA growth on strong patient growth and higher case-mix from acute treatment





Financial Performance

(Including PLife REIT)

Total Group Results

RM'mil		
Revenue		
EBITDA		
PATMI		
PATMI (Excl EI)		

	QTD Jun		YTD Jun					
2023	2022 Variance		2023	2022	Variance			
4,673.9	4,373.6	7%	9,816.3	8,536.6	15%			
1,004.4	979.0	3%	2,153.8	1,975.5	9%			
301.8	612.1	-51%	1,692.4	1,105.4	53%			
315.0	317.4	-1%	644.9	724.9	-11%			



Financial Performance

(Excluding PLife REIT)

Excluding PLife REIT's Results

RM'mil	
Revenue	
EBITDA	
PATMI	
PATMI (Excl EI)	

	QTD Jun	oidki.	YTD Jun				
2023	2022	Variance	2023	2022	Variance		
4,634.9	4,336.9	7%	9,738.3	8,460.4	15%		
925.5	907.2	2%	1,996.3	1,830.9	9%		
275.0	585.9	-53%	1,642.9	1,056.9	55%		
288.2	291.2	-1%	595.4	676.4	-12%		



Exceptional Items

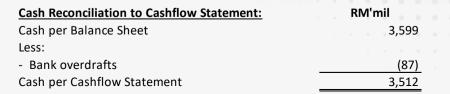
	_	QTD Jun	_	YTD Jun			
RM'mil	2023	2022	Variance	2023	2022	Variance	
Profit attributable to owners of the Company,							
excluding EI ^{viii}	315.0	317.5	-1%	644.9	724.9	-11%	
Add/(Less): Exceptional items ("EI")	m *			0 0 0 0			
Gain on disposal of subsidiaries ¹	3.8	.		985.2			
Impairment of assets reversed ⁿ	elly in	11.8		0 0 0 0	16.2		
Reversal of lease payable upon project termination ⁱⁱⁱ	21.0	-		21.0	_		
Change in fair value of financial derivatives iv	171.2	31.1		162.2	49.8		
Exchange gain/(loss) on net borrowings ^v	(263.8)	(64.8)		(247.6)	(94.4)		
Deferred tax benefits ^{vi}	• •	51.6			152.7		
Net monetary gain from hyperinflationary economyvii	41.0	295.5		205.8	295.5		
	(26.8)	325.2		1,126.5	419.9		
Less: Tax effects on El	21.3	7.5		19.7	10.3		
Less: Non-controlling interests' share of EI	(7.7)	(38.1)		(98.7)	(49.7)		
	(13.2)	294.6		1,047.5	380.5		
					000		
Profit attributable to owners of the Company	301.8	612.1	-51%	1,692.4	1,105.4	53%	
				0 0 0 0	0 0 0		

- i. Gain on disposal of IMU Health Sdn Bhd and its subsidiaries (collectively, "IMU Health") of RM863.4 million, Gleneagles Chengdu Hospital Company Limited ("Gleneagles Chengdu Hospital") of RM119.3 million and Angsana Holdings Pte Ltd and its subsidiaries (collectively "Angsana") of RM2.4 million.
- ii. Reversal of GCD's VAT impairment previously made.
- iii. Reversal of lease liabilities upon termination of the Group's hospital project in Myanmar.
- iv. Fair value changes of the financial derivatives which were entered to hedge a portion of Acibadem Holdings' foreign currency denominated borrowings
- /. Exchange differences arising from foreign currency denominated borrowings/lease liabilities/payables net of foreign currency denominated cash/receivables, recognised by Acibadem Holdings
 - (As at 30 June 2023. Euro/TL = 28.1540)
- vi. Deferred tax assets arising from indexation of property, plant and equipment in statutory books as allowed by the Turkey government due to spike in inflation.
- vii. Net increase in purchasing power from the net monetary position of the Group's operations in Türkiye, upon the application of MFRS 129, Financial Reporting in Hyperinflationary Economies
- viii. Exceptional items, net of tax and non-controlling interests



Strong Cash Management







Revenue:

QoQ & YoY Comparison

		Q-on-Q			QTD Y-on-			YTD Y-on-Y	
Revenue ¹	Q2 2023	Q1 2023	<u>Variance</u>	Q2 2023	Q2 2022	<u>Variance</u>	YTD 2023	YTD 2022	<u>Variance</u>
	RM'mil	RM'mil	%	RM'mil	RM'mil	%	RM'mil	RM'mil	%
Singapore	1,346.5	1,317.3	2%	1,346.5	1,221.2	10%	2,663.9	2,382.6	12%
Malaysia	876.8	875.0	0%	876.8	735.3	19%	1,751.7	1,401.2	25%
India	875.6	815.4	7%	875.6	787.2	11%	1,691.0	1,471.9	15%
Greater China	327.9	298.6	10%	327.9	226.2	45%	626.6	446.9	40%
Turkiye and Europe	1,417.3	1,456.1	-3%	1,417.3	1,009.8	40%	2,873.4	2,016.8	42%
Hospital and Healthcare	4,844.2	4,762.4	2%	4,844.2	3,979.6	22%	9,606.6	7,719.4	24%
IMU Health	-	53.9	-100%	-	69.0	-100%	53.9	131.1	-59%
Labs total revenue	400.7	407.3	-2%	400.7	391.6	2%	807.9	855.3	-6%
Less: Labs inter-segment revenue	(162.8)	(168.0)	3%	(162.8)	(141.0)	-15%	(330.7)	(284.3)	-16%
Labs	237.9	239.3	-1%	237.9	250.6	-5%	477.2	571.1	-16%
Others^	1.3	1.4	-8%	1.3	1.2	8%	2.7	2.4	16%
GROUP (Excluding PLife REIT)	5,083.4	5,057.1	1%	5,083.4	4,300.4	18%	10,140.4	8,424.0	20%
PLife REIT total revenue	102.5	101.0	2%	102.5	92.9	10%	203.5	187.7	8%
Less: PLife REIT inter-segment revenue	(63.5)	(61.9)	-3%	(63.5)	(56.2)	-13%	(125.4)	(111.5)	-13%
PLife REIT	39.0	39.0	0%	39.0	36.7	6%	78.0	76.2	2%
GROUP (Ex MFRS 129)	5,122.4	5,096.1	1%	5,122.4	4,337.1	18%	10,218.5	8,500.2	20%
Adjustment for hyperinflationary									
economy ⁴	(448.5)	46.3	NM	(448.5)	36.4	MM	(402.2)	36.4	NM
GROUP	4,673.9	5,142.4	-9%	4,673.9	4,373.6	7%	9,816.3	8,536.6	15%



^{1:} Relates to external revenue only

^{4:} Arises from the application of MFRS 129

^: "Others" comprise mainly corporate office as well as other investment holding entities

EBITDA:QoQ & YoY Comparison

		Q-on-Q			QTD Y-on-Y				YTD Y-on-Y			
EBITDA ²	Q2 2023	Q1 2023	<u>Variance</u>	Q2 2023	Q2 2022	<u>Variance</u>	YTD 2023	YTD 2022	<u>Variance</u>			
	RM'mil	RM'mil	%	RM'mil	RM'mil	%	RM'mil	RM'mil	%			
Singapore	395.5	390.9	1%	395.5	384.2	3%	786.3	753.8	3 4%			
Malaysia	220.4	248.3	-11%	220.4	209.2	5%	468.7	382.4	23%			
India	125.7	123.4	2%	125.7	134.1	-6%	249.1	225.0	11%			
Greater China	32.1	9.1	NM	32.1	(22.1)	NM	41.2	(40.3)) NM			
Turkiye and Europe	270.2	296.8	-9%	270.2	225.3	20%	567.0	483.1	17%			
Southeast Asia	(0.0)	(0.0)	-39%	(0.0)	(0.0)	-5%	(0.1)	(0.3)	72%			
Hospital and Healthcare	1,043.8	1,068.4	-2%	1,043.8	930.7	12%	2,112.2	1,803.7	17%			
IMU Health	-	13.0	-100%	· -	27.9	-100%	13.0	49.9	-74%			
Labs	90.9	93.2	-2%	90.9	79.5	14%	184.1	181.9	1%			
Others^	(35.3)	(41.4)	15%	(35.3)	(40.5)	13%	(76.7)	(57.3)	-34%			
GROUP (Excluding PLife REIT)	1,099.4	1,133.2	-3%	1,099.4	997.5	10%	2,232.6	1,978.1	13%			
PLife REIT	78.9	78.6	0%	78.9	71.8	10%	157.5	144.6	9%			
Eliminations ³	(65.8)	(64.2)	-2%	(65.8)	(54.2)	-21%	(129.9)	(111.2)	-17%			
GROUP (Ex MFRS 129)	1,112.6	1,147.6	-3%	1,112.6	1,015.1	10%	2,260.2	2,011.5	12%			
Adjustment for hyperinflationary												
economy ⁴	(108.2)	1.9	NM	(108.2)	(36.1)	-200%	(106.3)	(36.1)	-194%			
GROUP	1,004.4	1,149.5	-13%	1,004.4	979.0	3%	2,153.8	1,975.4	9%			



^{2:} Relates to the EBITDA performance of each strategic business units, after elimination of dividend income from within the Group

^{3:} Relates to the elimination of inter-segment income and expenses

^{4:} Arises from the application of MFRS 129

^{^: &}quot;Others" comprise mainly corporate office as well as other investment holding entities