



# HEALTHCARE AND NEXT GEN COD BDMS

# AGENDA

- INTRODUCTION
- HISTORY OF BDMS & COD
  - BDMS NOW
- FUTURE OF HEALTHCARE COD
- INTELLIGENT HEALTHCARE
  - PERSONAL POINTS

# **INTRODUCTION BDMS**

# BDMS

## Overview



46 Hospitals



~ 8,000 Beds



10 Centers of Excellence



BDMS Wellness Clinic



12,000+ Doctors  
8,000+ Nurses  
14,000+ Staffs



Pharmaceutical manufacturer and drug stores

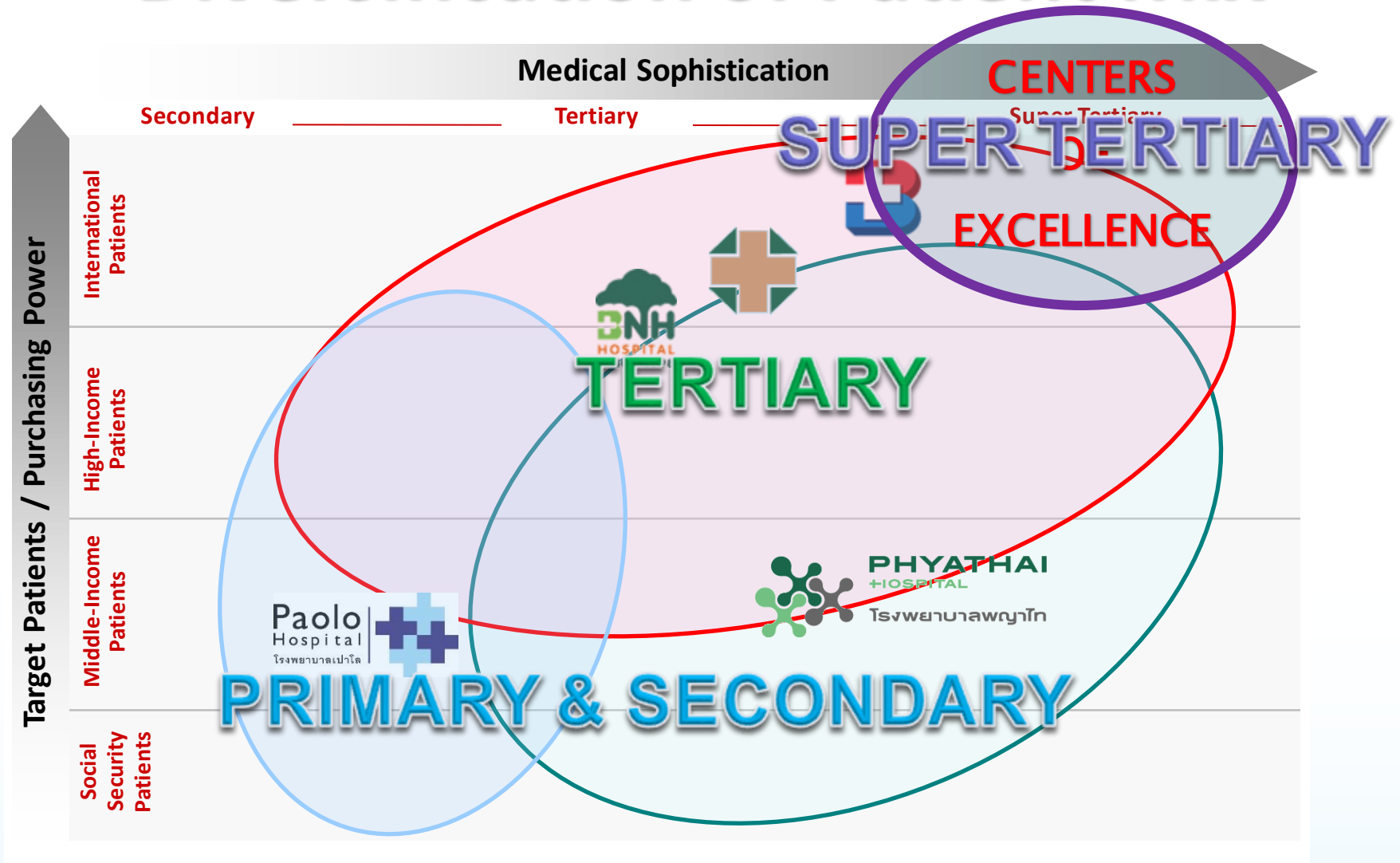
- Established on February 26, 1972
- Top 5 private hospital operators in the world by market capitalization
- Hub-and-Spoke model with an established patient referral system helps create efficiency through scale

|                                                                                     | Brand              | No. of Hospitals | No. of Beds* |
|-------------------------------------------------------------------------------------|--------------------|------------------|--------------|
|  | Bangkok Hospital   | 21               | 3,602        |
|  | Samitivej Hospital | 6                | 1,288        |
|  | Phyathai Hospital  | 5                | 1,241        |
|  | Paolo Hospital     | 6                | 1,008        |
|  | BNH Hospital       | 1                | 144          |
|  | Royal Hospital     | 2                | 130          |
|                                                                                     | Local Hospital     | 5                | 598          |

\* Maximum number of beds according to structure of the hospitals

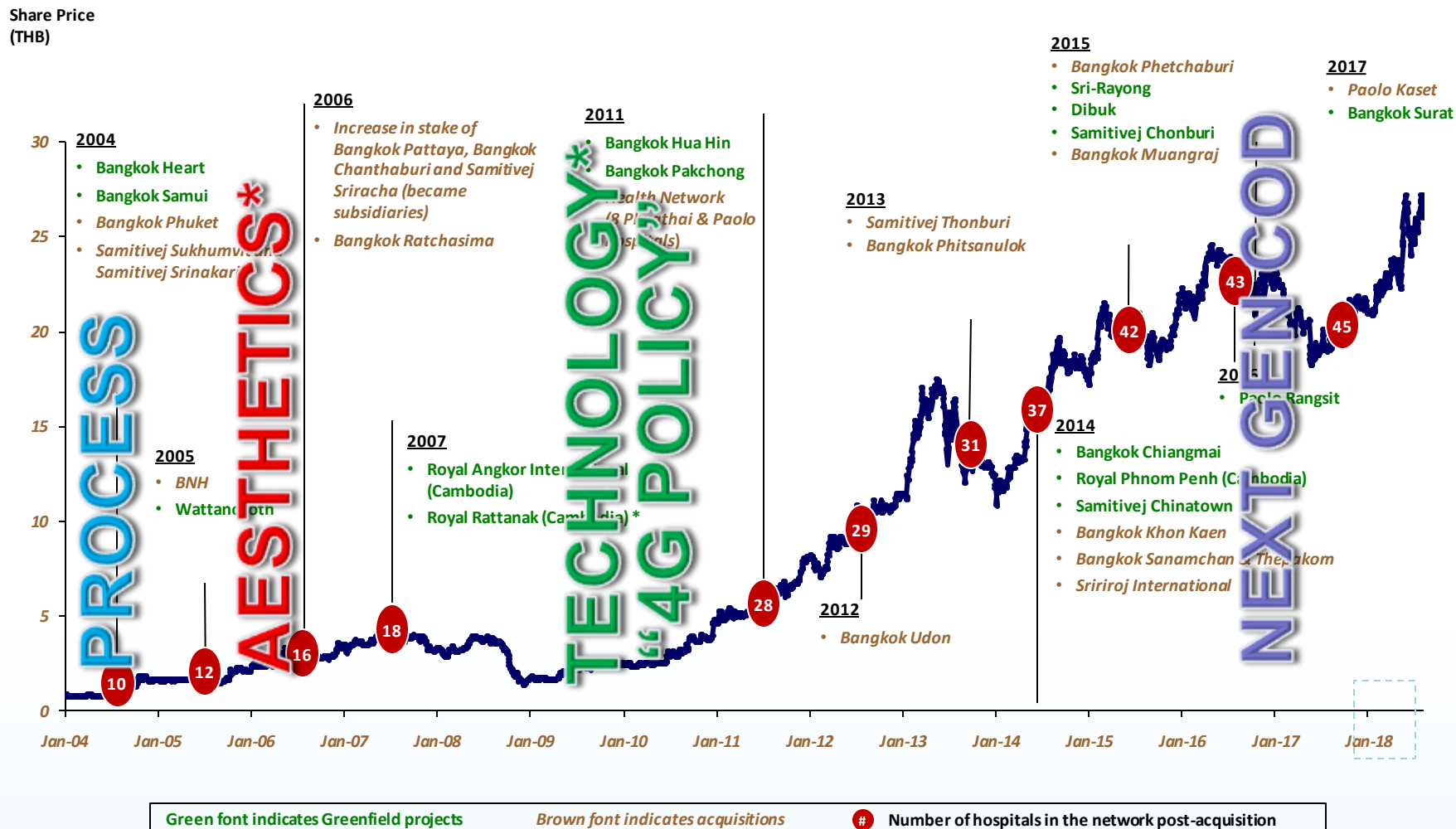


# Diversification of Patient Mix



# **HISTORY OF BDMS And COD**

# HISTORY OF BDMS & COD

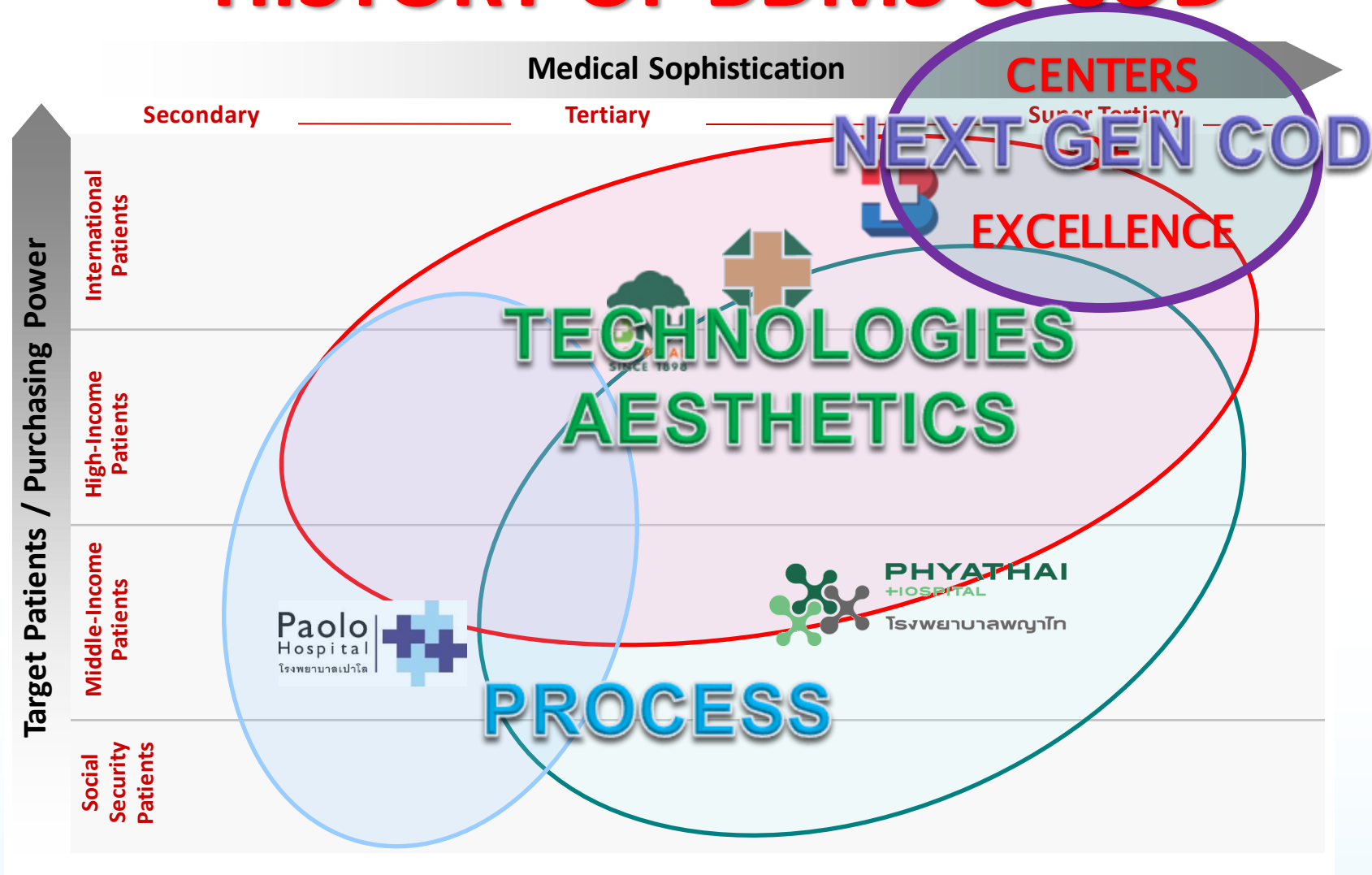


\* Transfer of business to our new facility, Royal Phnom Penh

Source: Derived from BDMS' financial statements



# HISTORY OF BDMS & COD



# BDMS NOW

# Complete Continuum of Healthcare



## Centers of Excellence



Super Tertiary Care

Tertiary Care

Secondary Care

Promotive

Preventive

Early  
Detection

Curative

Transitional  
Care

Rehabilitative &  
Long Term Care



BDMS Wellness Clinic



Phoenix Project (BIH)



Chiva Transitional Care Hospital

## Non-Hospital Strategic Investment



Sterile Drug Manufacturer & Distributor



Generic Drug Manufacturer

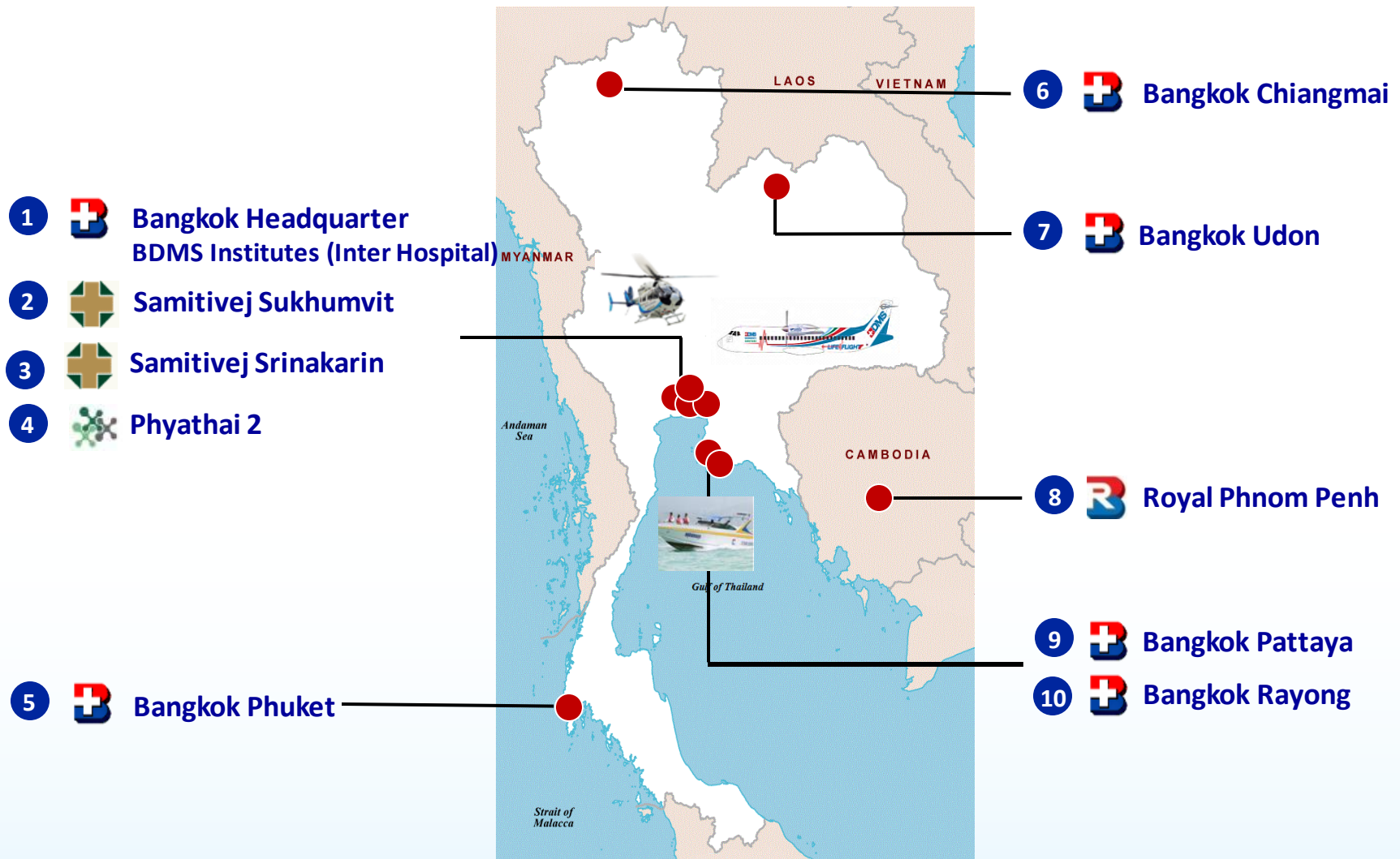


Drug Store



# BDMS Centers of Excellence Network

Upgrading Existing 10 Hospitals to Become Centers of Excellence with the Focus on International Patients



# COE AFFILIATIONS

## International and Local Partnership for Centers of Excellence

### CANCER



- Sister Institute with MD Anderson on cancer

### PEDIATRICS OCC HEALTH DENTISTRY



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

### TRAUMA BONES SPINES



- 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 Orthopedics for knowledge sharing on orthopedics

# COE AFFILIATIONS

## International and Local Partnership for Centers of Excellence

### BRAIN



- 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

### LIVER GI



- Collaboration with Sano Hospital on Gastrointestinal Medicine

### OTHERS



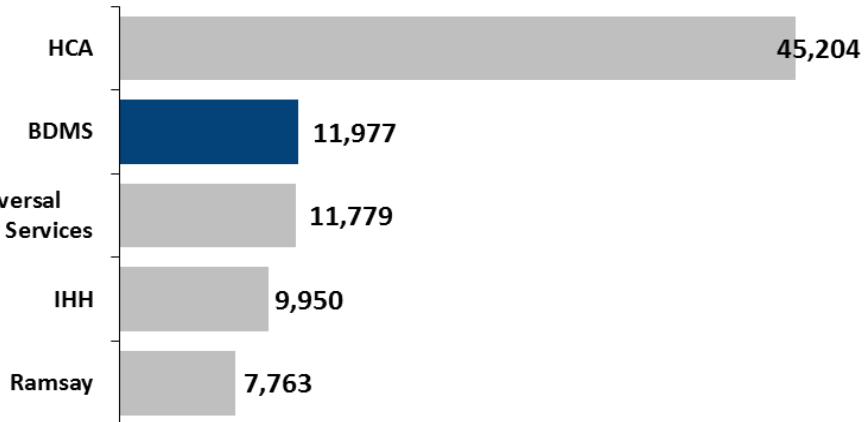
- Collaboration with Nagoya University for education, Occupational Health and Patient Referral



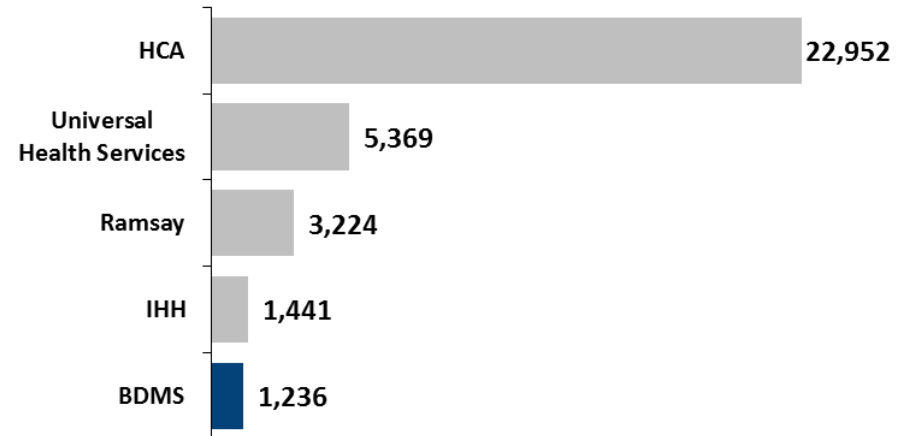
- Collaboration with local institutions

# Global Hospital Rankings (6M18)

## Market Capitalization (USD mm)

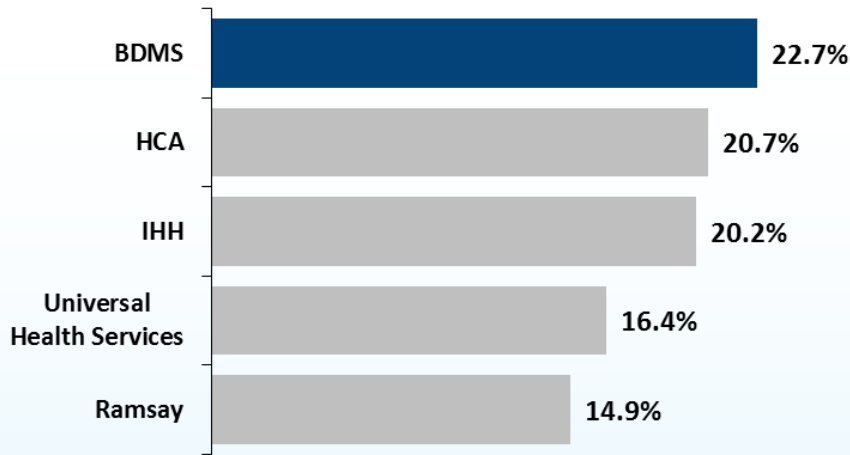


## Revenue (USD mm)

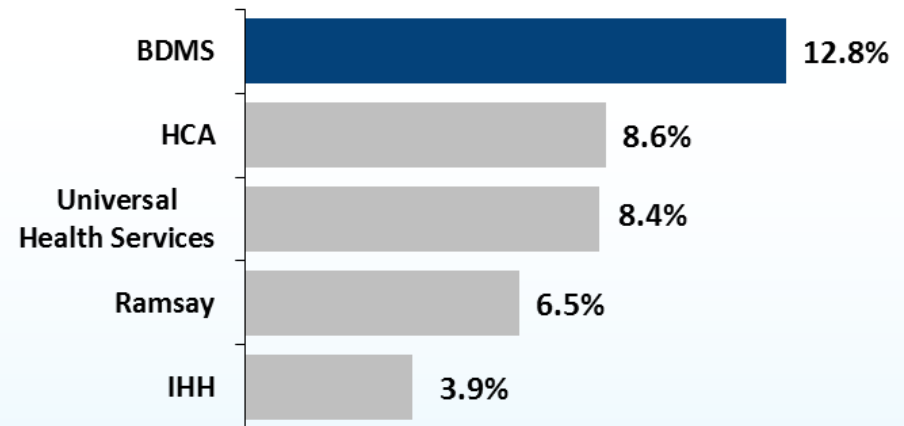


Remark: - Market capitalization as of 22 October 2018

## EBITDA Margin



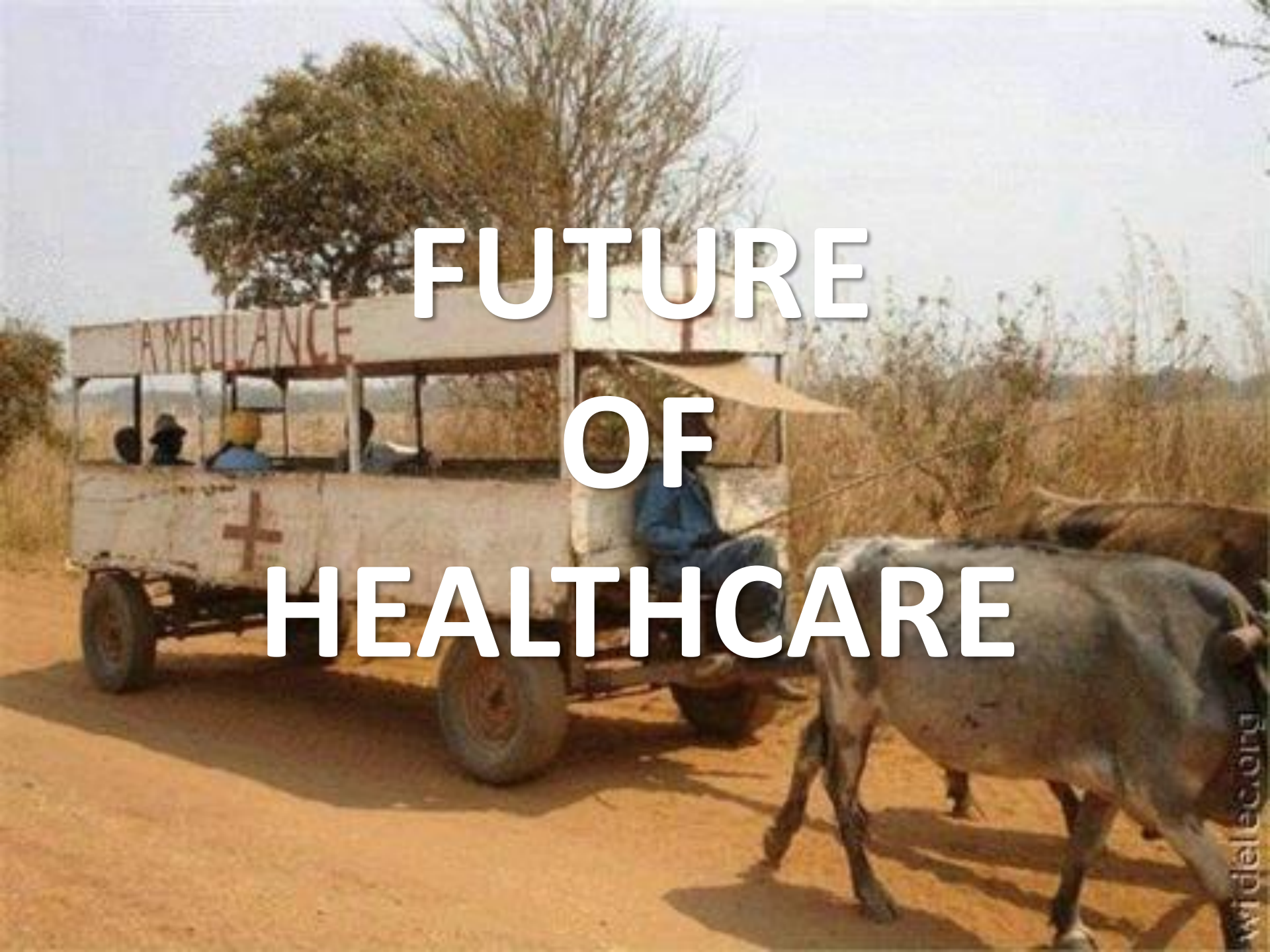
## Net Profit Margin



\* Financial performance for half-year ended June 2018 except Ramsay for the half-year ended December 2017



# FUTURE OF HEALTHCARE





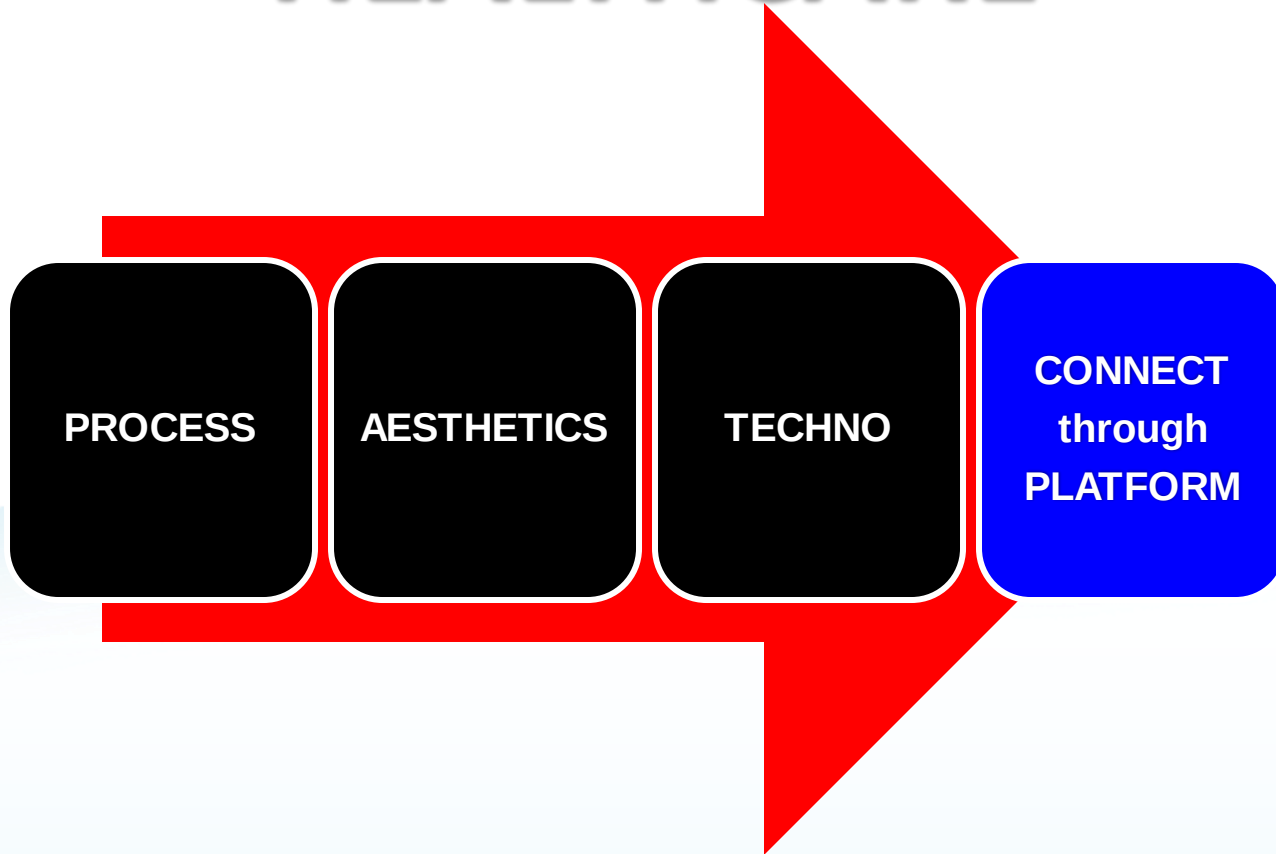
# Five Trends for the Next 50 Years (Richard Watson 2008)

1. Power shift eastwards
2. Environment
3. Ageing
4. Connectivity
5. GRIN technologies
  - ✓ Genomics
  - ✓ Robotic
  - ✓ Internet of Things
  - ✓ Nanotechnology

G5

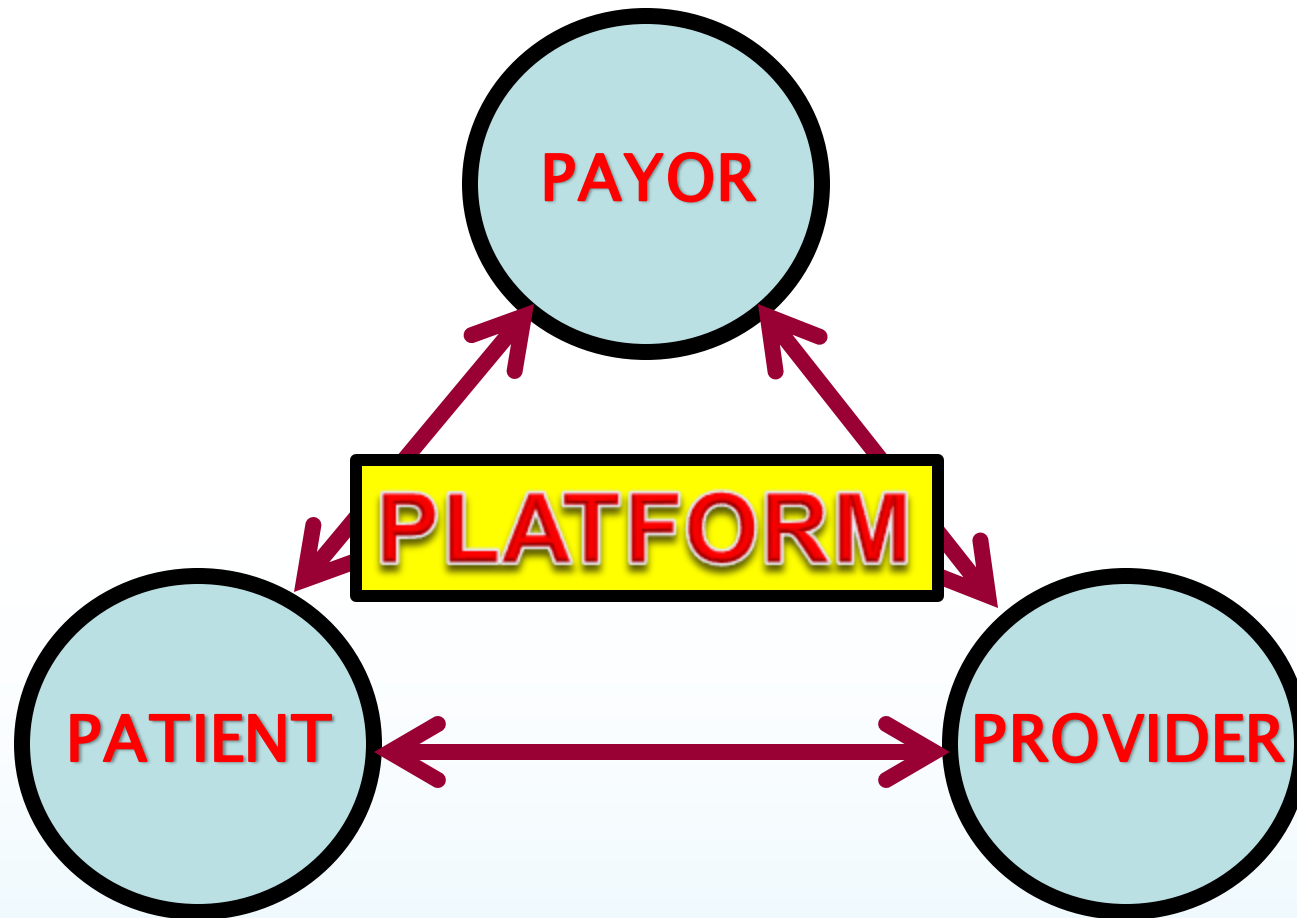
**NEXT GEN COD**  
**HEALTHCARE**  
**“CONNECTIVITY”**  
**USING “PLATFORMS”**  
**AS THE TOOL**

# NEW GEN COD HEALTHCARE



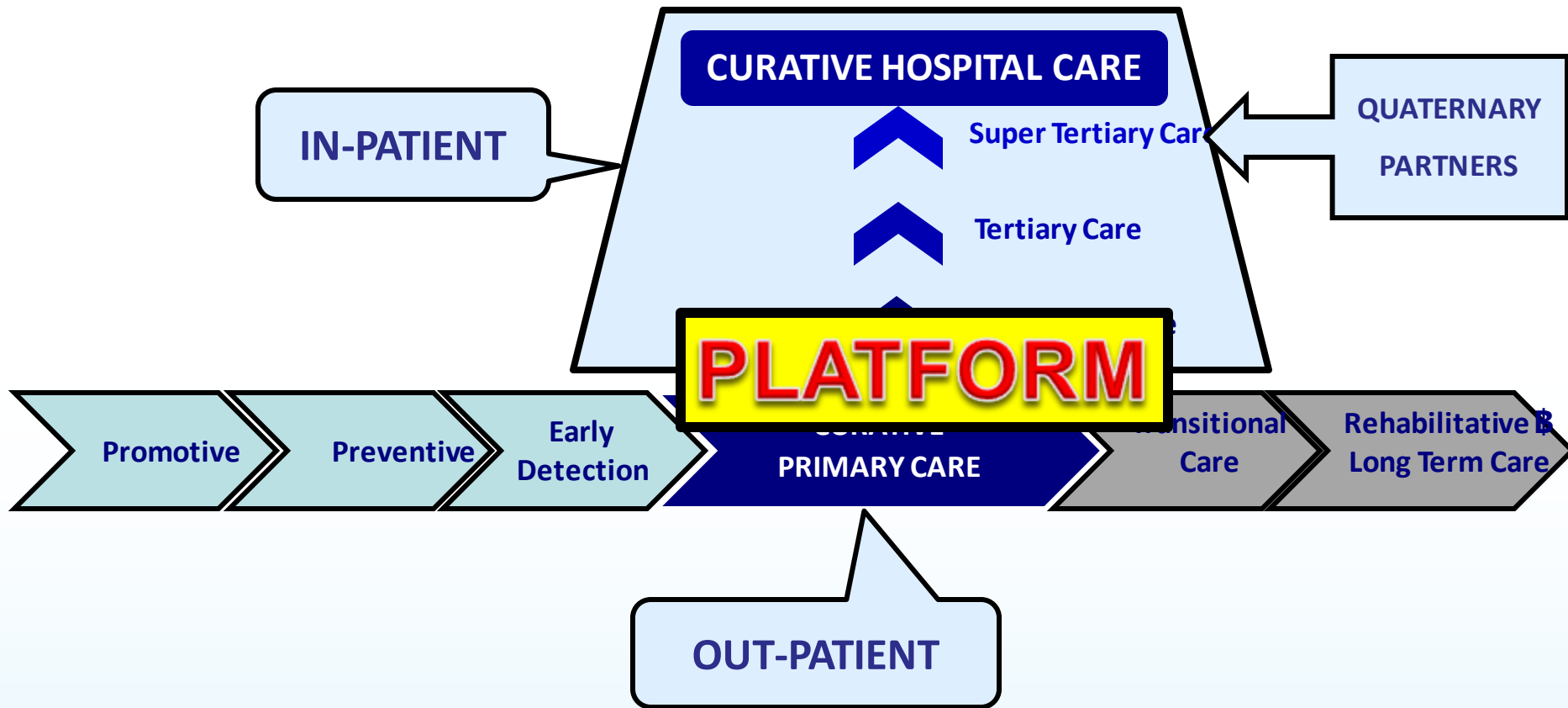
# NEXT GEN COD “CONNECTIVITY”

## 1. BETWEEN STAKE HOLDERS

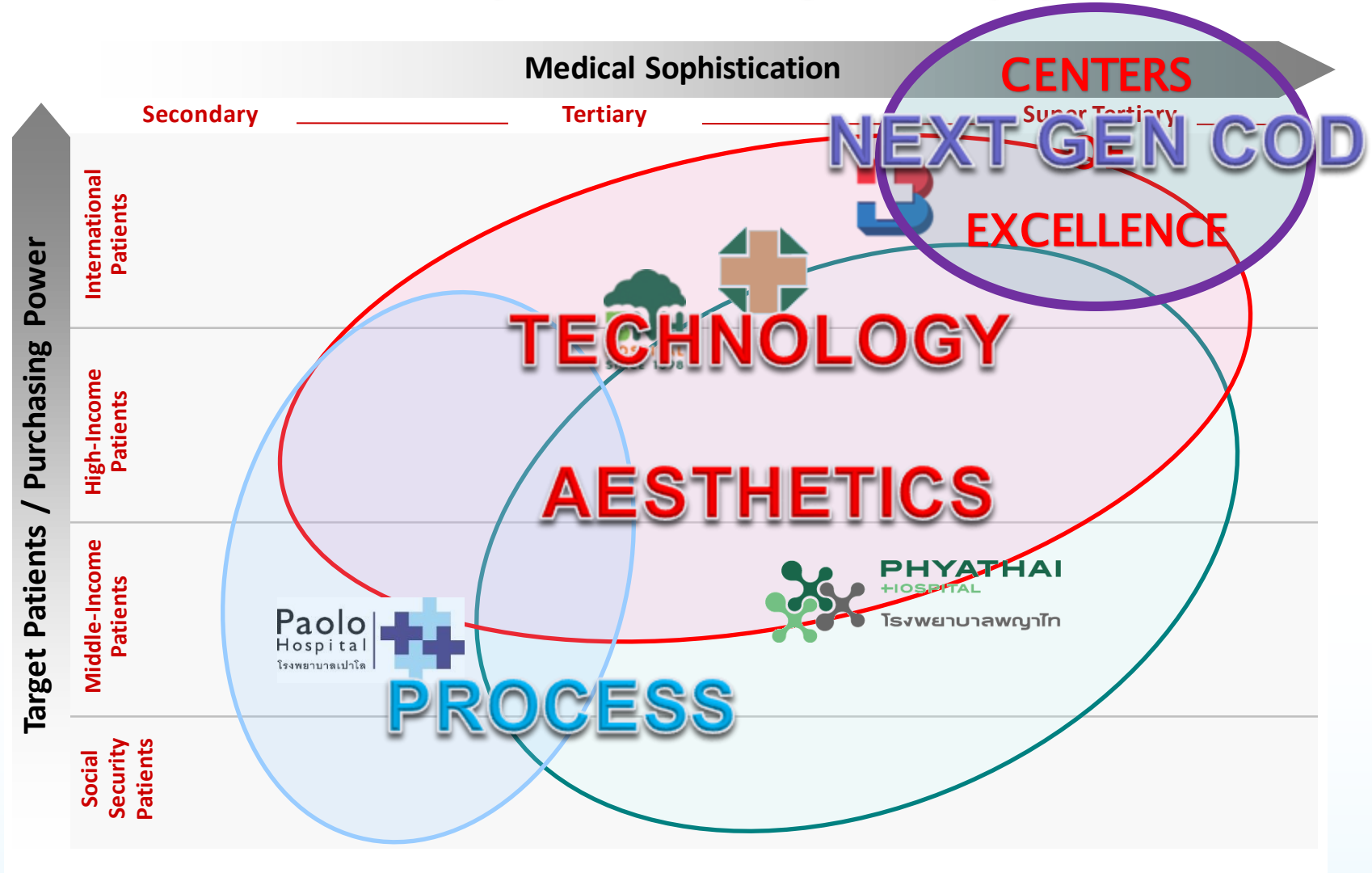


# NEXT GEN COD “CONNECTIVITY”

## 2. IN FULL CONTINUUM OF CARE

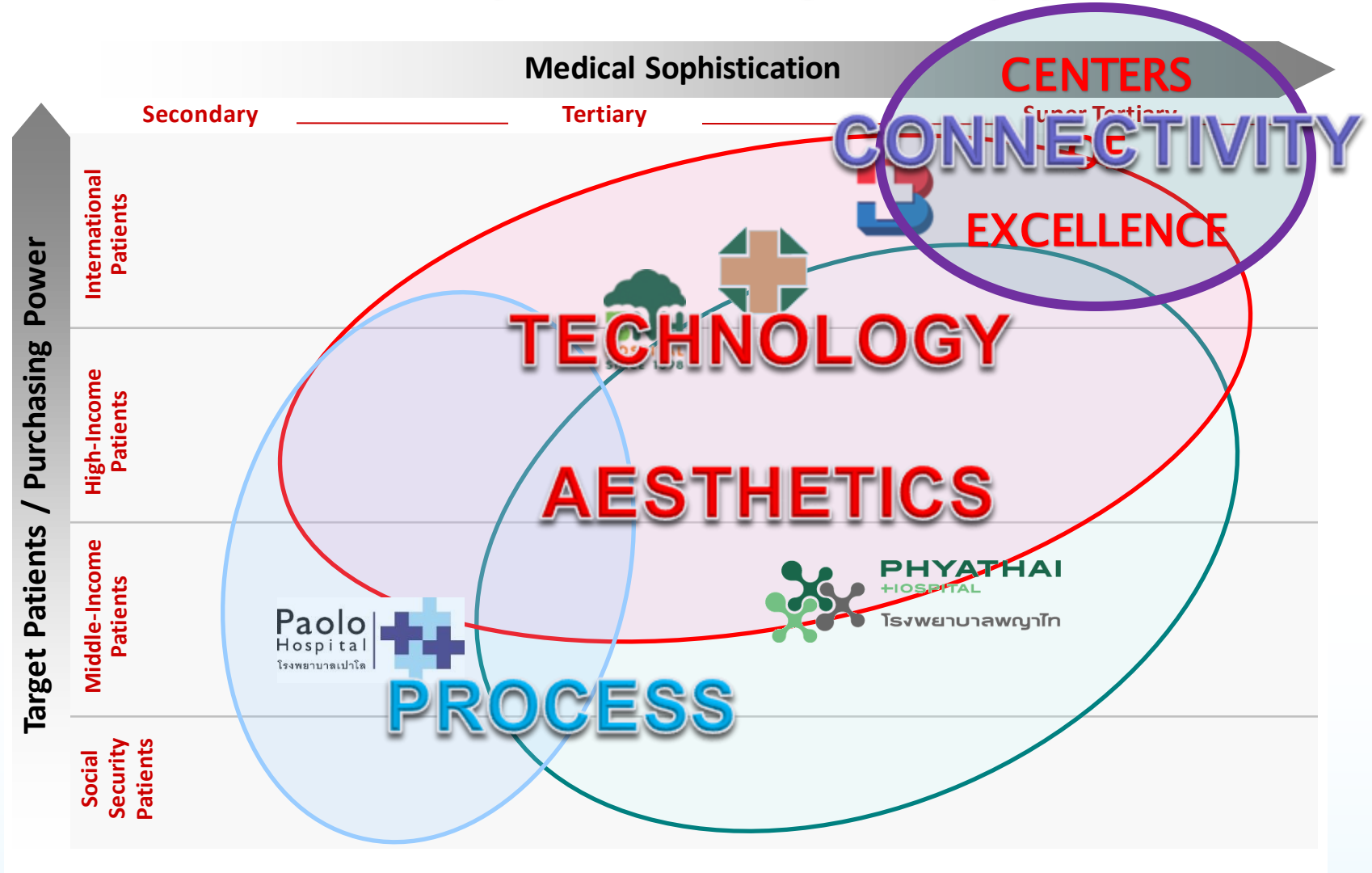


# BDMS NEXT GEN COD





# BDMS NEXT GEN COD



# **NEXT GEN COD INTELLIGENT HEALTHCARE**

# **INTELLIGENT HEALTHCARE**

## **CONVERGENCE OF**

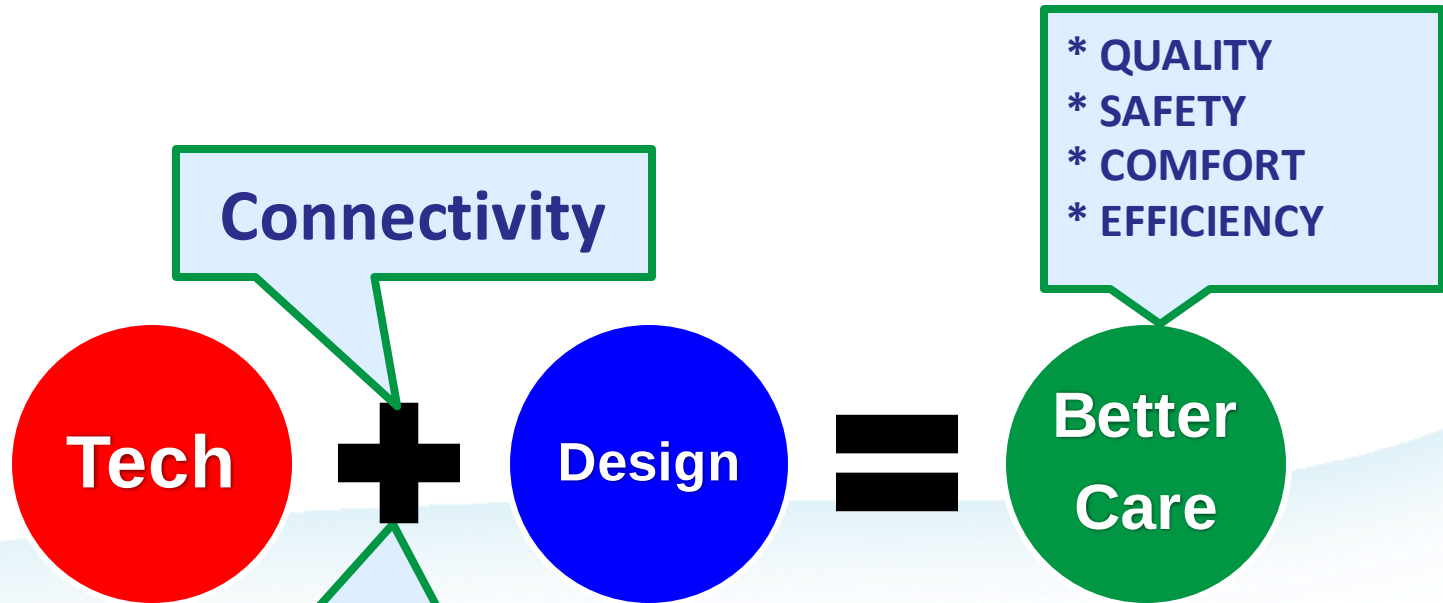
**“TECHNOLOGY” AND “DESIGN”**

**(WITH FULL “CONNECTIVITY”)**

**TO ENHANCE “PATIENT CARE”**

**REGARDLESS OF LOCATION**

# INTELLIGENT HEALTHCARE



## REGARDLESS OF LOCATION

PROMOTIVE>>PREVENTIVE>>EARLY DETECTION>>ACUTE CARE>>TRANSITIONAL CARE>>LONG TERM CARE

# BDMS INTELLIGENT HOSPITAL BANGKOK INTERNATIONAL HOSPITAL



# PERSONAL POINTS

# PERSONAL ORGANIZATION COD 2005

- ดูดี (AESTHETICS)
- ทำดี (PROCESS & TECHNOLOGY)
- มีคนรู้ (COMMUNICATIONS)



# PERSONAL ORGANIZATION COD 2017

- ดูดี (AESTHETICS)
- ทำดี (PROCESS & TECHNOLOGY & CONNECT)
- มีคนรู้ (COMMUNICATIONS)

# KEY SUCCESS FACTORS NEXT GEN COD

1. Governance & Leadership **Commitment**
2. Patient Focused **Process & Technology** for Quality Care & Safety & Efficiency
3. Patient Focused **Aesthetics** for Patient Comfort
4. **Connectivity** of all “Patient Care Stake Holders” for better patient care at any location
5. **Communications** of all “Patient Care Stake Holders” to Create **TRUST**

# FINAL QUESTION

## NEXT GEN COD HEALTHCARE “CONNECTIVITY”

# FINAL QUESTION

## NEXT GEN COD HEALTHCARE “DISRUPTION”

RESIST  
OR  
ADAPT?

# FINAL QUESTION

**NEXT GEN COD HEALTHCARE**  
**“DISRUPTION”**  
**DINOSAUR**  
**OR**  
**LIZARD?**



Bangkok Hospital  
โรงพยาบาลกรุงเทพ

Walailak Hospital  
โรงพยาบาลวชิรพยาบาล

THANK YOU

Bangkok Heart Hospital  
โรงพยาบาลหัวใจกรุงเทพ

Bangkok Rehabilitation Center  
ศูนย์เวชศาสตร์ฟื้นฟูกรุงเทพ