



UNLOCKING POTENTIAL

8th Annual General Meeting
28th May 2018



IHH Healthcare Berhad



CONTENT PAGE

1. GROWING OUR GLOBAL PRESENCE
2. OUR INTEGRATED HEALTHCARE NETWORK
3. FINANCIAL HIGHLIGHTS
4. PROPOSED DIVIDENDS
5. OPERATIONAL MILESTONES FOR 2017 AND Q1 2018
6. UNLOCKING POTENTIAL IN
 - MALAYSIA
 - SINGAPORE
 - TURKEY
 - INDIA
7. GROWTH BEYOND 2018
8. COMPETITIVE ADVANTAGE
9. CORPORATE SOCIAL RESPONSIBILITY



GROWING OUR GLOBAL PRESENCE

HOME MARKETS

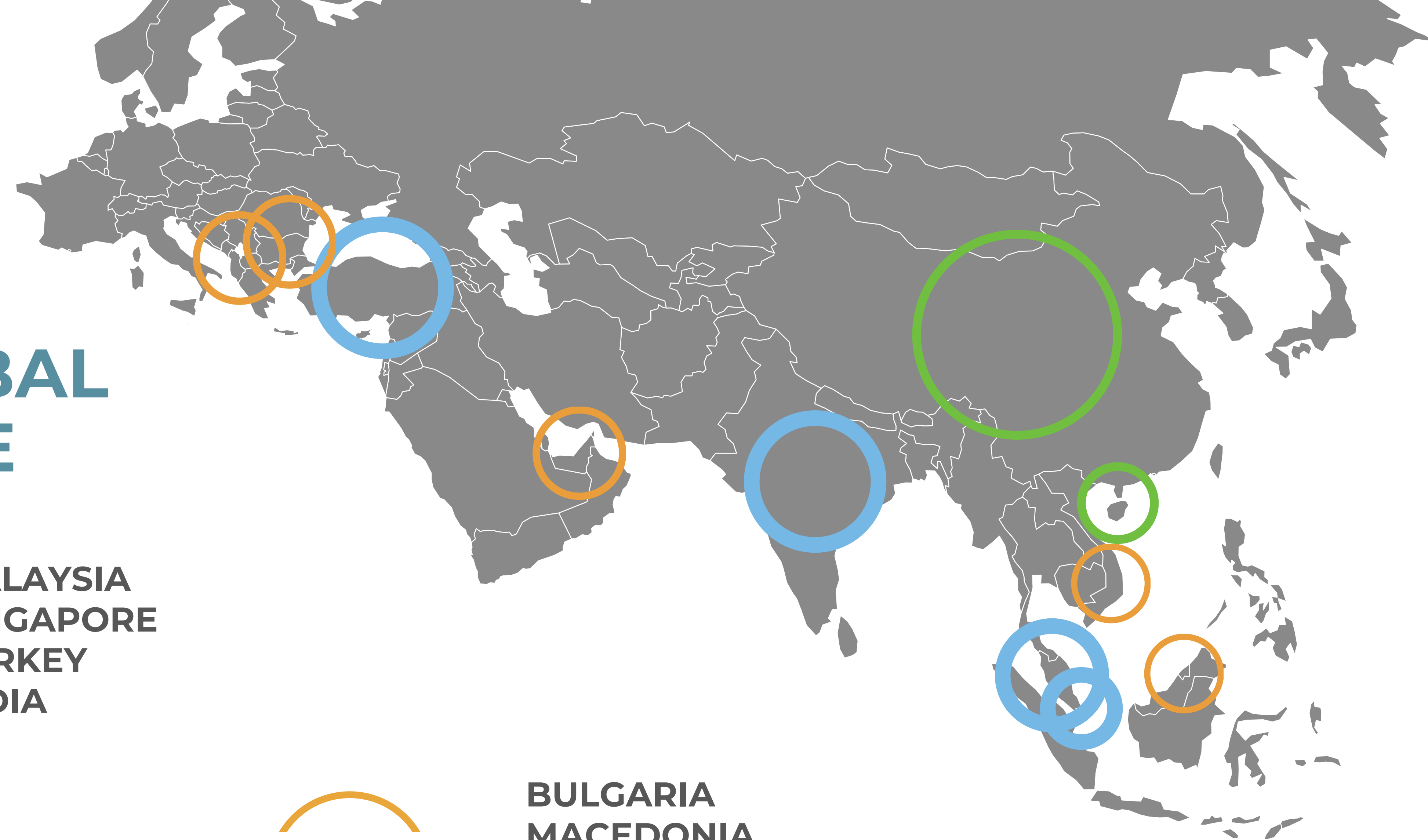
MALAYSIA
SINGAPORE
TURKEY
INDIA

KEY MARKETS

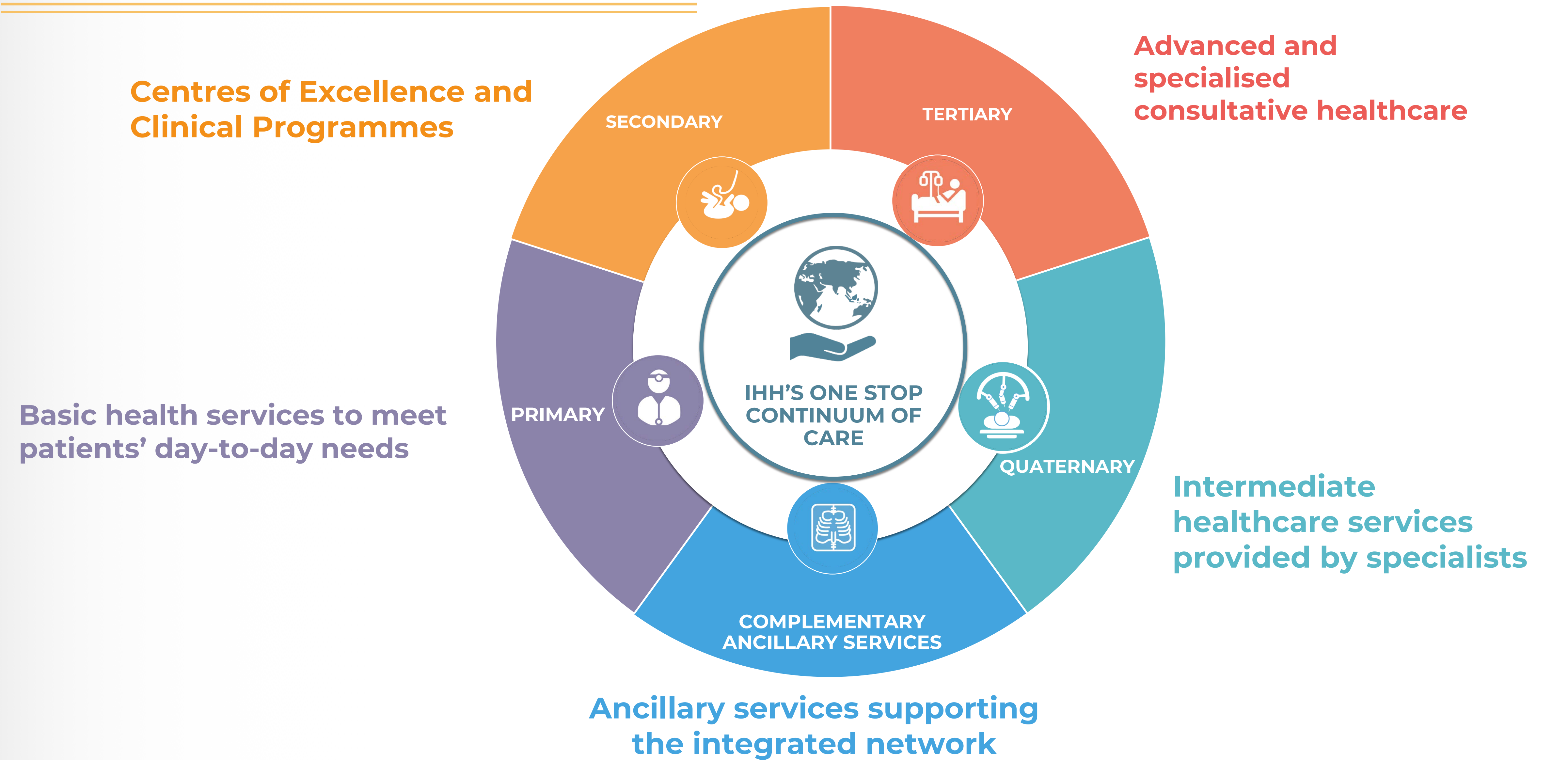
CHINA
HONG KONG

INTERNATIONAL
MARKETS

BULGARIA
MACEDONIA
BRUNEI
UAE
MYANMAR



OUR INTEGRATED HEALTHCARE NETWORK





Q1 2018 OPERATIONAL HIGHLIGHTS

(For first quarter 2018 compared to first quarter 2017)



MALAYSIA

INPATIENT
ADMISSION

0.6%

To
50,250 patients

REVENUE
INTENSITY

9.6%

To
RM 6,427



SINGAPORE

INPATIENT
ADMISSION

2.7%

To
19,352 patients

REVENUE
INTENSITY

5.0%

To
RM 29,328



TURKEY*

INPATIENT
ADMISSION

14.4%

To
60,166 patients

REVENUE
INTENSITY

14.4%

To
RM 8,541



INDIA

INPATIENT
ADMISSION

6.7%

To
17,075 patients

REVENUE
INTENSITY

8.5%

To
RM 17,075

*Includes contributions from Macedonia and Bulgaria



ONE OF THE LARGEST LISTED HEALTHCARE OPERATORS IN THE WORLD

(By Market Capitalisation)

Performance vs KLSE
as at 30 March 2018

Total Returns since IPO
(Including Dividends)

► **+120%** **+38%**
(IHH) (KLSE)

Source: Bloomberg

Between listing to 30 March 2018,
IHH share price **INCREASED 116%**

Bursa Malaysia Stock

30 MAR 2018
RM 6.05

IPO JUL 2012
RM 2.80



IHH Healthcare Berhad

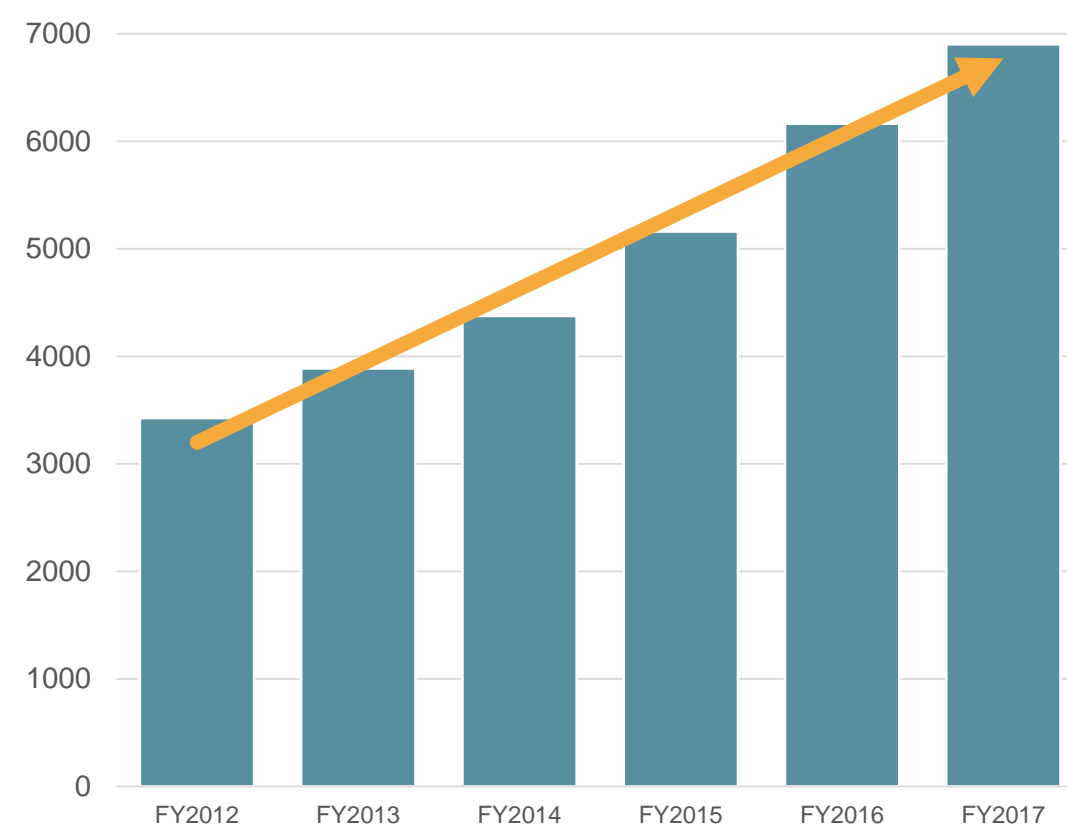
CONSISTENT GROWTH SINCE IPO

(CAGR for full year 2017 from base year 2012)



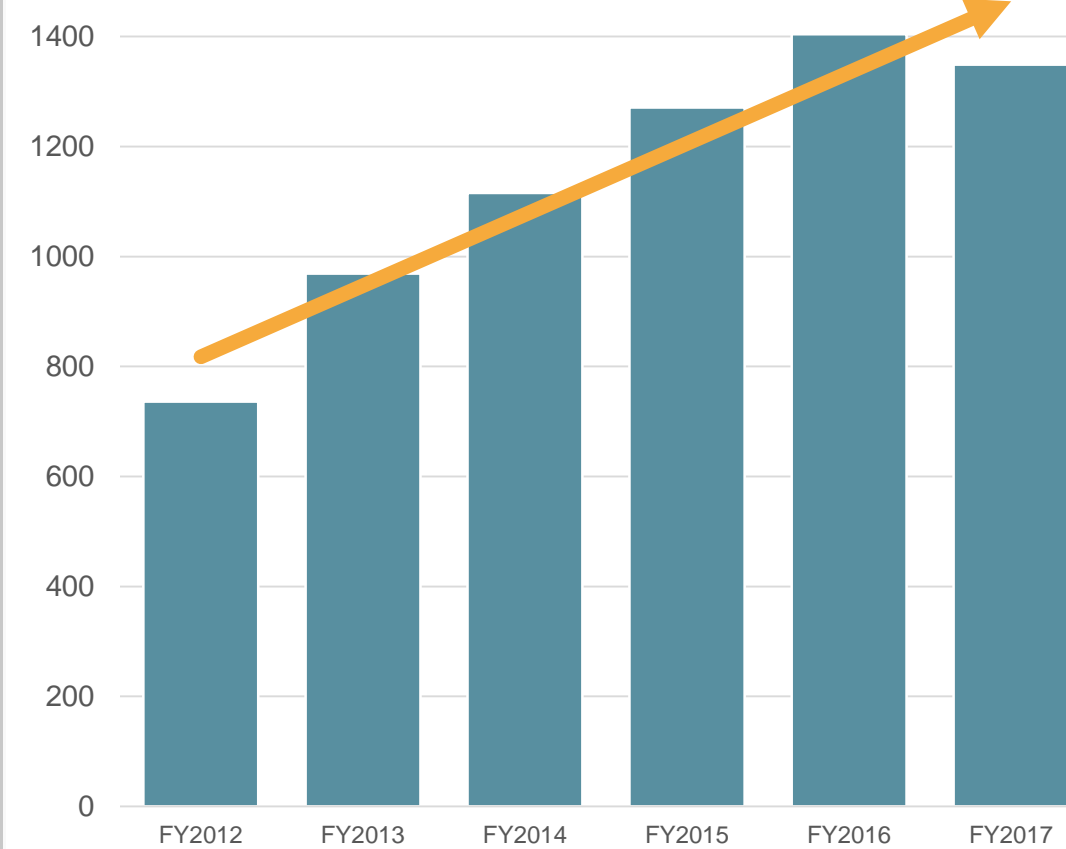
IHH Healthcare Berhad

REVENUE



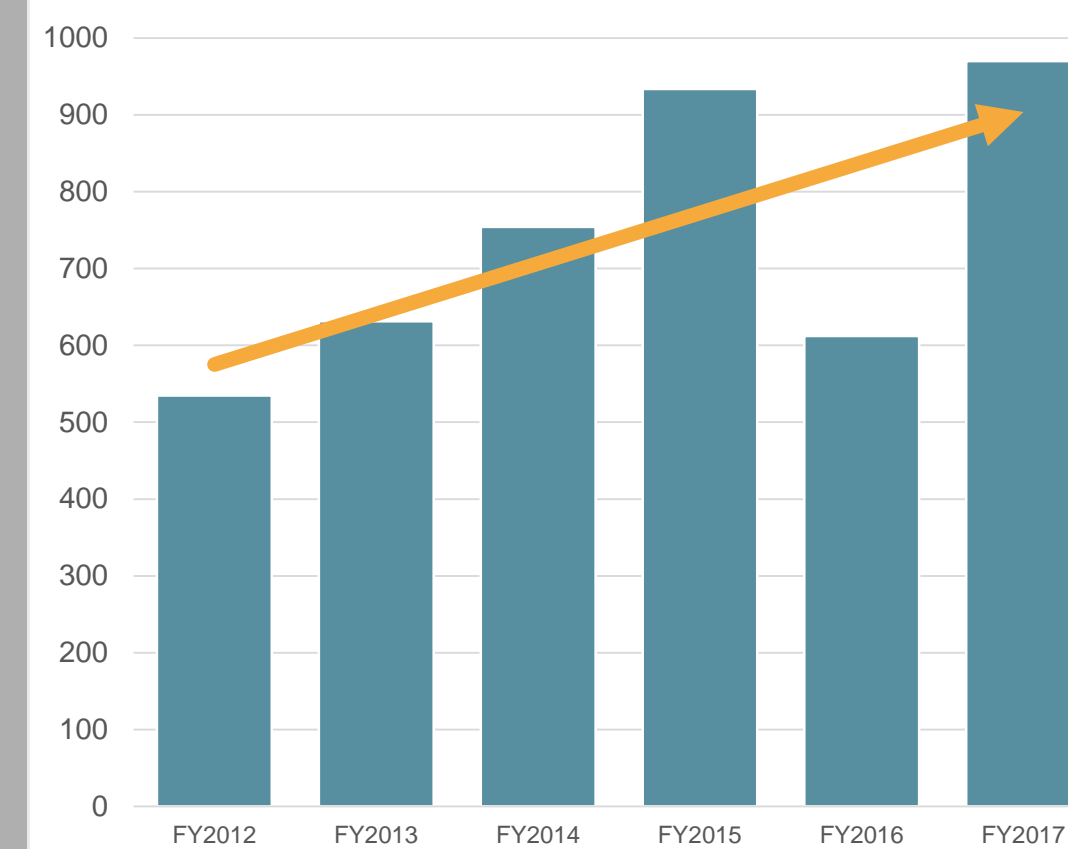
CAGR: 14%

EBITDA



CAGR: 12%

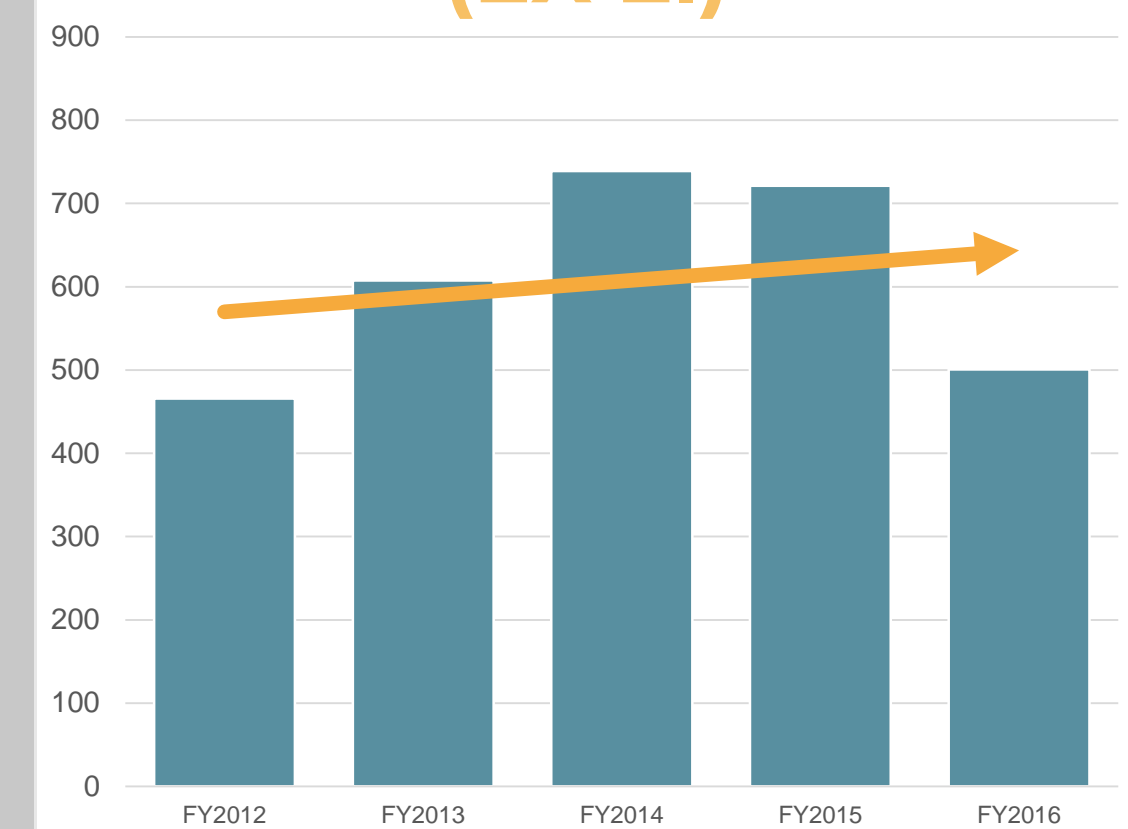
PATMI



CAGR: 13%

PATMI

(EX EI)

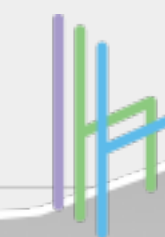


CAGR: 8%

Notes:
EX EI – Excluding Exceptional Items

- The above excluded the sale of the Mt. Elizabeth Novena medical suites in 2012 and 2013

RESILIENT FINANCIAL PERFORMANCE IN 2017



IHH Healthcare Berhad

(For the full year 2017 compared to full year 2016)

REVENUE

RM **11.1**
billion



11%

EBITDA

RM **2.3**
billion



0%

PATMI

RM **970.0**
million



58%

PATMI

(EX EI)

RM **595.3**
million



31%

Notes:
EX EI – Excluding Exceptional Items



PROPOSED DIVIDEND

First And Final
Single-tier Cash
Dividend Of
3 SEN To Be Paid



2017 FINANCIAL HIGHLIGHTS

(For full year 2017 compared to full year 2016)

Malaysia

▲
13%
RM1.8 billion
REVENUE

▲
19%
RM513.8 million
EBITDA

▲
3.2%
Inpatient
Admissions

Singapore

▲
8%
RM3.8 billion
REVENUE

▲
13%
RM1.1 billion
EBITDA

▲
2.7%
Inpatient
Admissions

Turkey*

▲
11%
RM3.9 billion
REVENUE

▲
15%
RM617.9 million
EBITDA

▲
24.5%
Inpatient
Admissions

India

▲
27%
RM708.6 million
REVENUE

▼
50%
RM13.7 million
EBITDA

▲
15.9%
Inpatient
Admissions



IHH Healthcare Berhad

*Includes contributions from Macedonia and Bulgaria

**OPERATIONAL
MILESTONES
FOR 2017
& 1Q 2018**

MARCH 14

Opened Acibadem Altunizade Hospital

MARCH 21

Opened Gleneagles Hong Kong Hospital

MAY 18

IHH divested equity stake in Apollo Hospitals

JUNE 09

Broke ground for Gleneagles Shanghai Hospital

JULY 31

Acquired 55% stake in Angsana Molecular & Diagnostics

JAN 12 2018

Launched Pantai-Gleneagles Global Liver Programme



UNLOCKING POTENTIAL

— IN —

HOME MARKET

MALAYSIA

(FY2017)



197,563

Inpatient
Admissions

▲ 2.7%



RM6,237

Average Revenue
per Inpatient

▲ 10.9%



**Build on our Centres of
Excellence and strengthen
service offerings**



**Solid performance from
Gleneagles Medini and
Gleneagles Kota
Kinabalu opened in
2015**



**Cross-border
collaborations**

**Pantai – Gleneagles Global
Liver Programme**



IHH Healthcare Berhad

UNLOCKING POTENTIAL — IN — HOME MARKET SINGAPORE (FY2017)



76,459

Inpatient
Admissions

▲ 3.2%



RM29,127

Average Revenue
per Inpatient

▲ 7.5%



**First joint JCI
accredited hospital
network in the world**



**Leading the
transformative
innovation journey**



**Introduce higher acuity
services to our offerings**



IHH Healthcare Berhad

**UNLOCKING
POTENTIAL
— IN —
HOME MARKET
TURKEY
(FY2017)**



213,590*

Inpatient
Admissions

▲ 24.5%



RM8,264*

Average Revenue
per Inpatient

▲ 12.0%



**Established Acibadem
International Medical Center
in Amsterdam, Netherlands**



**Opened Acibadem
Altunizade in March**



**Continue to enhance our
comprehensive range of
services in Turkey, Bulgaria
and Macedonia**

*Represents the total operating figures
of Acibadem Holdings including Turkey
and other overseas operations



IHH Healthcare Berhad

**UNLOCKING
POTENTIAL
— IN —
HOME MARKET
INDIA**
(FY2017)



72,005

**Inpatient
Admissions**

▲ 15.9%



RM7,780

**Average Revenue
per Inpatient**

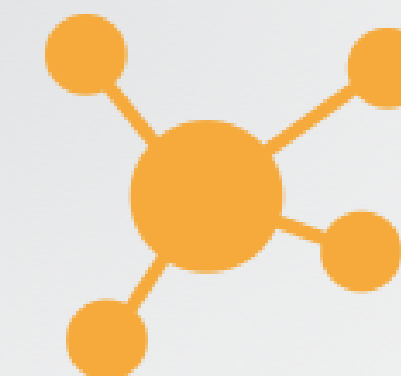
▲ 2.4%



**Continue to look for value
accretive brownfield
opportunities to grow our
footprint in India**



**Successfully completed
1000 liver transplants**



**Consolidated and integrated
India acquisitions
Introducing new specialties
and improving facilities**



IHH Healthcare Berhad

**UNLOCKING
POTENTIAL**

— IN —

**GROWTH MARKET
GREATER
CHINA**



Gleneagles Hong Kong

- First hospital to introduce all-inclusive fixed price packages
- First private hospital in Hong Kong Island providing 24hr Accident & Emergency Services
- Second hospital in Hong Kong with PET-MRI scanner



**Grand Opening of
Gleneagles Hong Kong
on 21 March 2018**



**Broke ground for
Gleneagles Shanghai
in June 2017, target
opening in 2020**



**Gleneagles Chengdu to
open in 2019**



IHH Healthcare Berhad

GROWTH BEYOND 2018



Enhance

service offerings
in existing hospitals



Consolidate

acquisitions in
India and Bulgaria



Ramp Up

new hospitals to achieve
operating leverage



Continue To Grow

our international footprint
to support growth in demand





OUR COMPETITIVE ADVANTAGE



**Exemplary
Clinical
Governance**



**An Experienced
Management Team**
with an execution track record



**Strategically Planned
Project Pipelines**
to become a global healthcare
player



**High Quality
Service Offerings**
to local patients and medical
travellers





AWARD WINNING COMPANY



CNBC 16th Asia Business Leaders Awards 2017

– Corporate Social Responsibility Award



Corporate Governance Asian Excellence Award 2017

– Asia's Best CEO (Investor Relations)



Institutional Investor Asia's Most Honored Company 2017

– Most Honored Company in Malaysia



IR Magazine Awards South East Asia 2017

– Best in Country Malaysia



The Edge Billion Ringgit Club 2017

– Highest Return to Shareholders over Three Years



IHH Healthcare Berhad



CORPORATE SOCIAL RESPONSIBILITY



**Providing Relief
and Medical
Assistance**



**Scholarships for
Medical Education**



**Accessibility to
Healthcare
Services**



**Healthcare
Awareness**



IHH Healthcare Berhad



**Thank You
for your support**



IHH Healthcare Berhad