

Bangkok Dusit Medical Services Pcl (BDMS TB) - BUY**Analyst Meeting**

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Hospital site visit in Phuket

- **BDMS hosted a site visit to its two hospitals in Phuket.**
 - **We see that BDMS has a strong presence there.**
 - **The impact from the two newcomers is not imminent.**
 - **We maintain BUY rating on BDMS.**
- BDMS hosted a site visit to its two hospitals in Phuket: Bangkok Hospital Phuket (BPK) and Bangkok Hospital Siriroj (BSI). Currently, BDMS operates a total of three hospitals in Phuket. In addition to BPK and BSI, BDMS also runs Dibuk Hospital (DBK). The total number of active beds across these three hospitals was 366. Notably, BPK is a 234-bed registered hospital, BSI has 181 registered beds, and DBK has 75 registered beds.
- BPK and BSI serve only Thai and international cash patients, while DBK caters to both cash and Social Security Scheme (SSS) patients. The newly opened Cancer Center at BSI serves all patient types: cash, Universal Coverage Scheme (UCS), Civil Servant Service Scheme, and SSS. BPK focuses on providing tertiary care services (centers of excellence), such as trauma, orthopedics, cardiovascular care, neurology, and oncology. Meanwhile, BSI specializes in mother & child care, plastic surgery, and radiation therapy. DBK operates as a secondary care hospital. Revenue contributions from Thai, fly-in international, and expatriate patients across the three hospitals were 50:28:22 in 2024 and 43:35:22 in 5M25.
- We view BDMS's business model in Phuket positively, given its comprehensive market coverage, strong service network, and dominant market share in the private healthcare segment. Additionally, BDMS collaborates with both private and public hospitals in Phuket and neighboring provinces such as Krabi and Phang Nga to manage high-intensity referral cases.
- In Phuket, there are five public hospitals with a combined total of 964 beds, and four private hospitals with a total of 416 beds - including BDMS's three hospitals and the 50-bed Mission Hospital Phuket. With a local population of 429,583 and 13 m visitors (10 m international and 3 m domestic) in 2024, healthcare demand in Phuket remains robust. BDMS's three hospitals in the region generated total revenue of Bt6.0bn in 2024 and Bt1.7bn in 1Q25, delivering net profit margins of 17.5% and 19.4%, respectively.
- Thanks to the company's strategy of adding new centers of excellence, expanding strategic business units, and penetrating new international markets, coupled with a sustained increase in tourist arrivals (visitor numbers rose 8% y-y in 2024 and 5% in 4M25), we expect BDMS's hospital business in Phuket to continue growing over the next three years. New entrants such as Bumrungrad Hospital (BH TB, BUY, Bt137.5) and Wattanapat Hospital Trang (WPH TB, Unrated) plan to open new hospitals in Phuket in 1H27 and 4Q26, respectively. We believe they will take 1–2 years to build a patient base in the area.

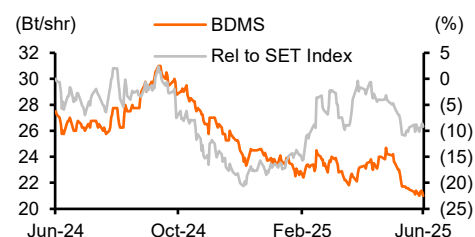
Key Valuations

Y/E Dec (Bt m)	2024A	2025F	2026F	2027F
Revenue	103,675	108,955	115,398	122,375
Net profit	15,987	16,827	17,837	19,070
Norm net profit	15,987	16,827	17,837	19,070
Norm EPS (Bt)	1.0	1.1	1.1	1.2
Norm EPS gr (%)	11.3	5.3	6.0	6.9
Norm PE (x)	20.9	19.8	18.7	17.5
EV/EBITDA (x)	16.0	15.1	14.1	13.1
P/BV (x)	3.3	3.2	3.0	2.9
Div. yield (%)	3.6	3.8	4.0	4.3
ROE (%)	16.4	16.4	16.7	17.0
Net D/E (%)	1.7	1.8	2.3	1.3

Source: Thanachart estimates

Stock Data

Closing price (Bt)	21.0
Target price (Bt)	32.0
Market cap (US\$ m)	10,289.3
Avg daily turnover (US\$ m)	30.6
12M H/L price (Bt)	31.0/21.0

Price Performance

Source: Bloomberg

- BH plans to open a 212-bed hospital near Phuket International Airport (approximately 3 km away) in Thalang District in 1H27, while WPH is scheduled to launch a 200-bed hospital in Kathu District (around 6 km, or a 13-minute drive from BSI) in 4Q26. Note that BPK is 32 km from Phuket International Airport, roughly a 46-minute drive. Meanwhile, BSI and DBK are located approximately 33 km and 35 km from the airport, respectively. Note that all three BDMS hospitals are located in the Mueang District of Phuket.
- We maintain our earnings growth forecast for BDMS at 5%, 6%, and 7% for 2025–27F, and reiterate our BUY rating with a DCF-based TP of Bt32.0/share.

Ex 1: Bangkok Hospital Phuket

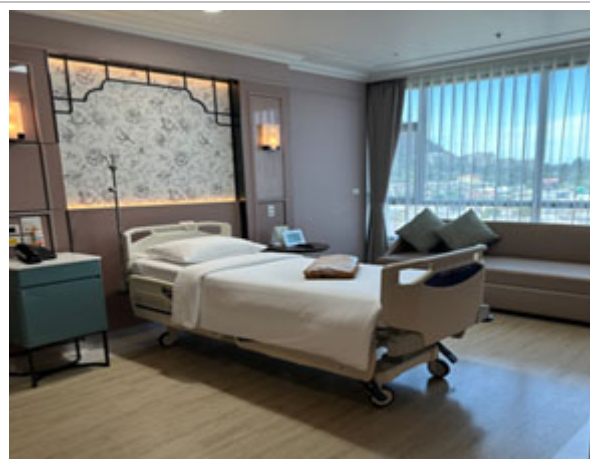
Source: Company data

Ex 2: Inside Of Bangkok Hospital Phuket

Source: Company data

Ex 3: Inpatient Ward @ Bangkok Hospital Phuket

Source: Company data

Ex 4: Inpatient Room

Source: Company data

Note: The inpatient room and accommodation for the patient's relatives are charged at 22,000 THB for Thai patients and 25,000 THB for international patients. This price includes service charges and food costs.

Ex 5: Accommodation for patient's relatives

Source: Company data

Ex 6: Wellness Clinic @ Bangkok Hospital Phuket

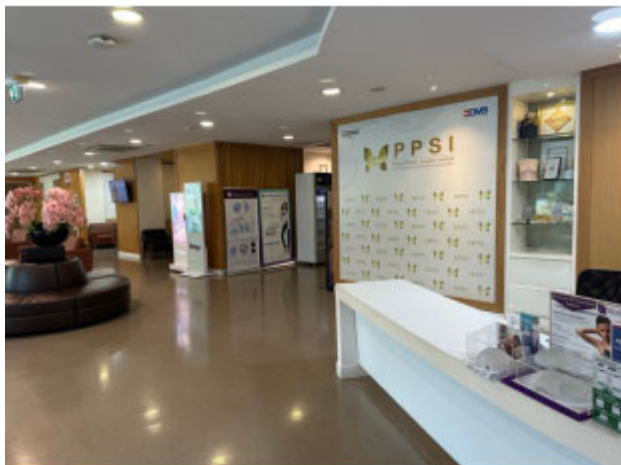
Source: Company data

**Ex 7: Bangkok Hospital Siriroj**

Source: Company data

Ex 8: Inside Of Bangkok Siriroj

Source: Company data

Ex 9: Phuket Plastic Surgery Institute (PPSI)

Source: Company data

Ex 10: Phuket Cancer Center @ Bangkok Hospital Siriroj

Source: Company data

Ex 11: CT Simulation



Source: Company data

Ex 12: Radiotherapy machine



Source: Company data

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