

PT Siloam International Hospitals Tbk

Analyst Briefing – March 2022

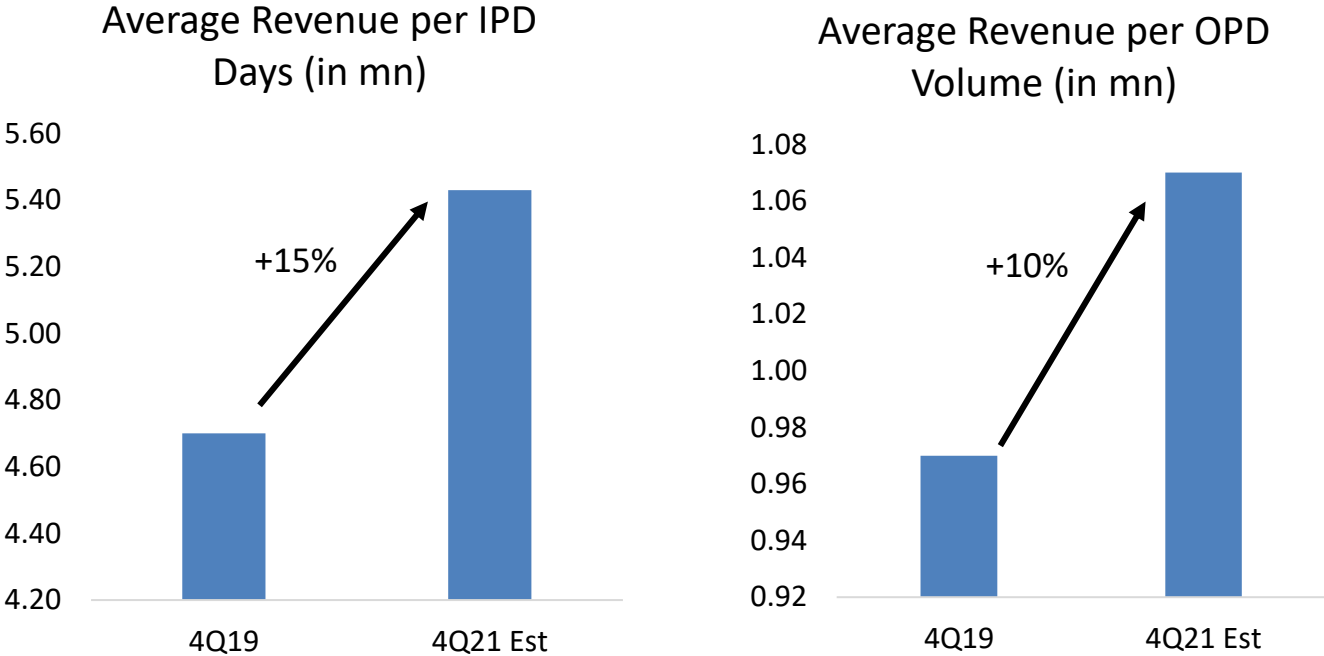
Financial and Operational Update

4Q 2021 Payer Group Contribution Trend

% Contribution to Revenue	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21
Private	74.2%	73.2%	72.2%	70.3%	74.8%	72.6%	83.4%
BPJS	16.2%	15.2%	13.7%	11.4%	12.7%	10.6%	16.0%
KMK	9.6%	11.6%	14.2%	18.3%	12.5%	16.8%	0.6%

In 4Q21, Government reimbursement for treatment of COVID (KMK), was only 0.6% of total revenue compared to double digits percentage in previous quarters.

4Q 2021 Average Revenue per Inpatient and Outpatient



- Siloam’s 4Q base case Average Revenue per Inpatient Days was the highest in the company history
- Siloam’s 4Q base case Average Revenue per OPD Visits was also the highest in the company history

Revenue Enhancement Initiatives



Procedure Packaging



BPJS Optimisation



Value Based Pricing



Equipment Utilization



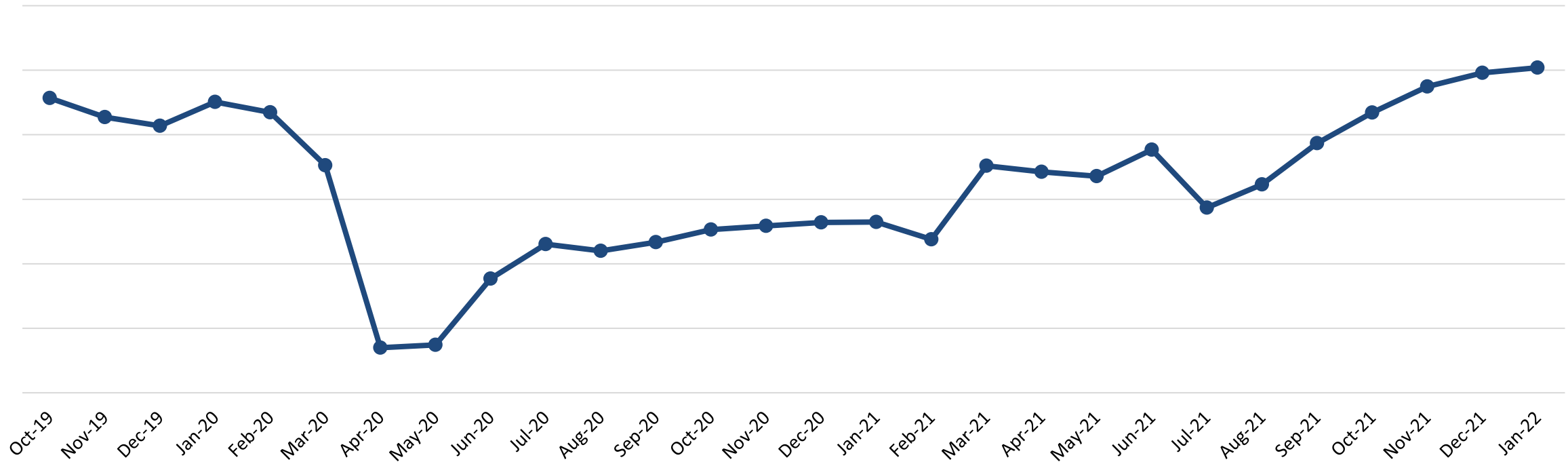
**Operational Effectiveness &
Sales Team Engagement**



Capacity Utilization

Base Case (Non-COVID) Revenue Trend

Base Case Revenue per Month (IDR mn)



Base Case (Non-COVID) revenue trend of the business has gone higher every single month and in November, December 2021 and January 2022 were consecutively the highest base case revenue generator in the company's history.

Cost Efficiency Initiatives



Material Cost Reduction



OPEX Optimization



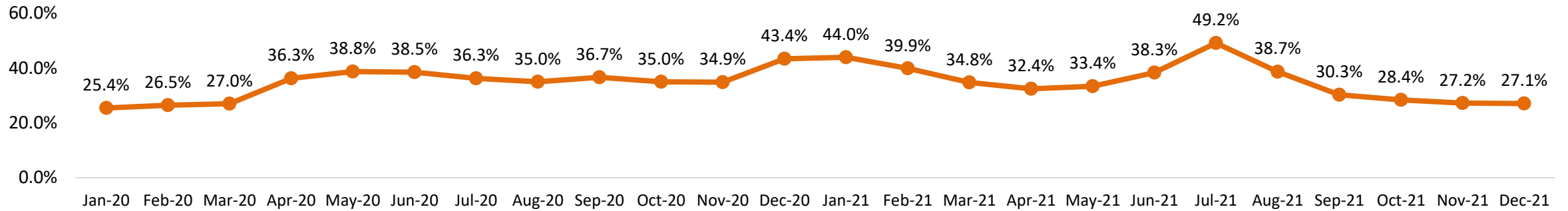
Demand Planning & Inventory Management



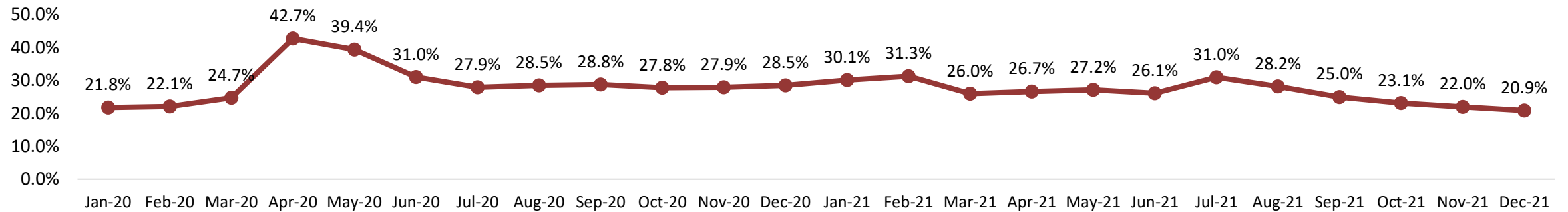
CAPEX Management Improvement

Cost Components Trends

Base Case Material Cost as % of Base Case Revenue



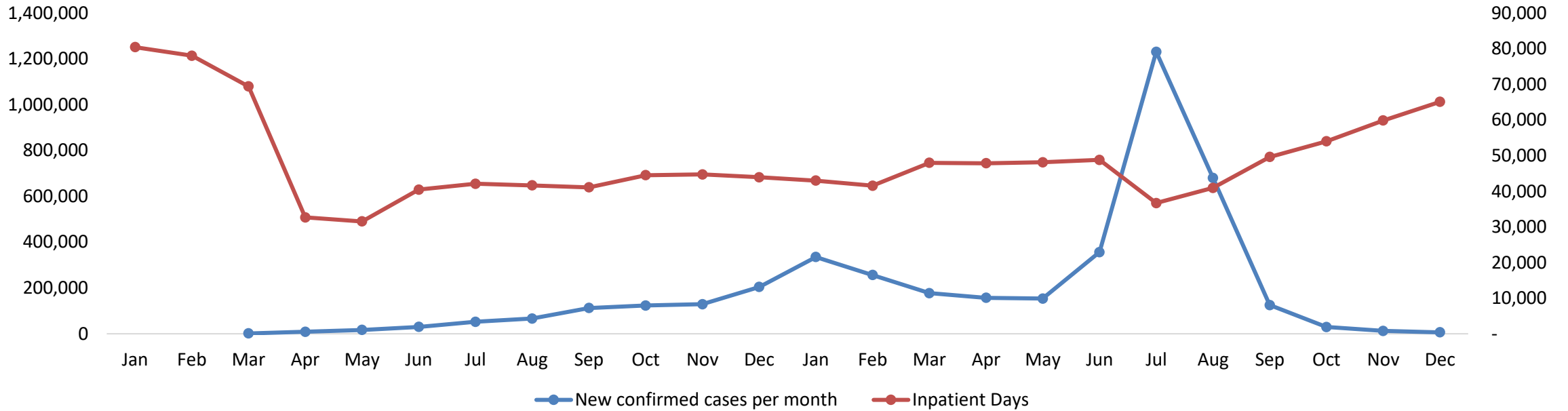
Base Case OPEX as % of Base Case Revenue



Base Case Material Cost and OPEX as % of Base Case revenue have been in a downward trend from August onwards.

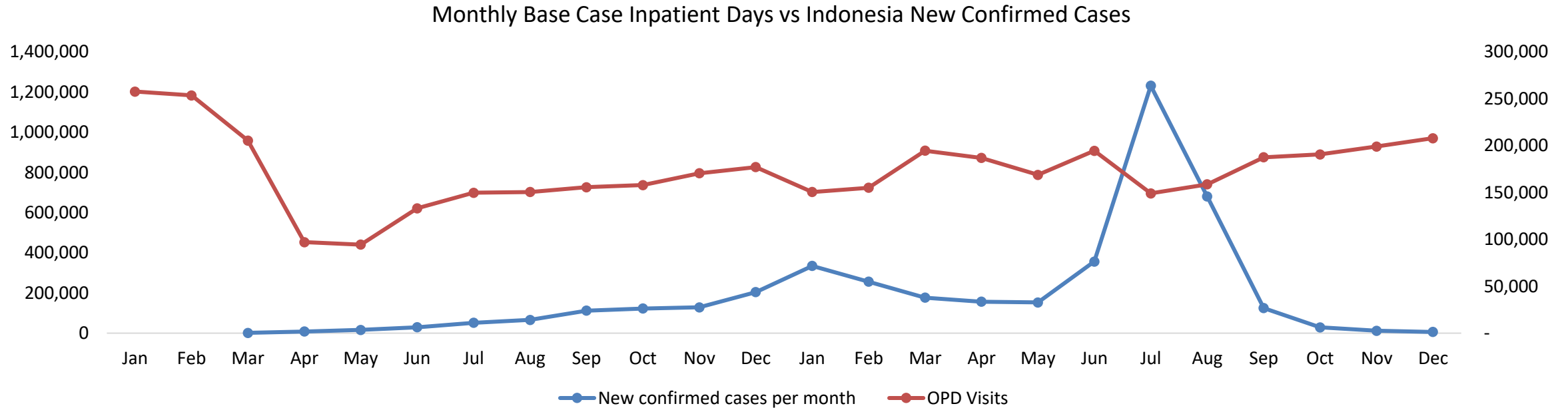
Monthly Inpatient Days Trend vs Indonesia New Confirmed Cases

Monthly Base Case Inpatient Days vs Indonesia New Confirmed Cases



When COVID spiked significantly, this does correlate with a decrease in Inpatient Days and Admittances. As COVID cases subsides, we expect Inpatient Days and Admittances to continue an upward trajectory.

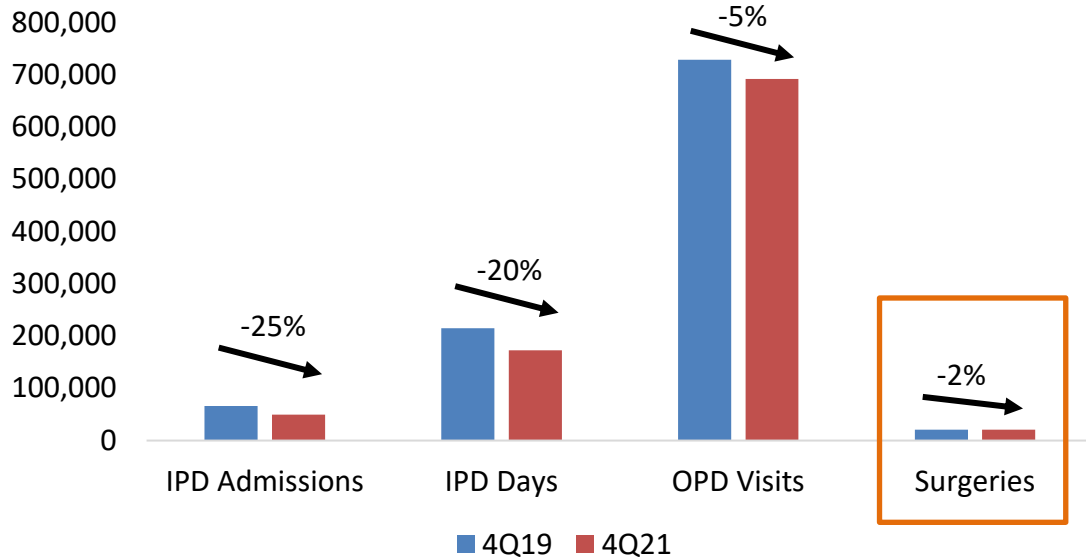
Monthly Outpatient Visits Trend vs Indonesia New Confirmed Cases



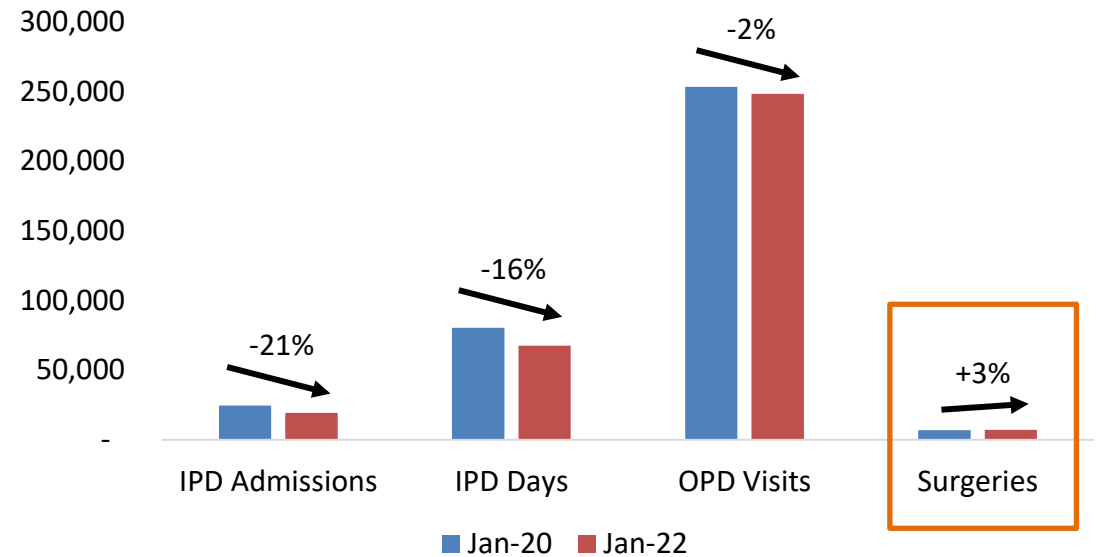
Same with Inpatient Days and Admittances, Outpatient Visits were also impacted while COVID spiked during 3Q21. As COVID cases subside, we expect Outpatient Visits to continue an upward trajectory.

4Q 2021 Operational Results – Patient Volume

Operational Results
4Q21 vs 4Q19

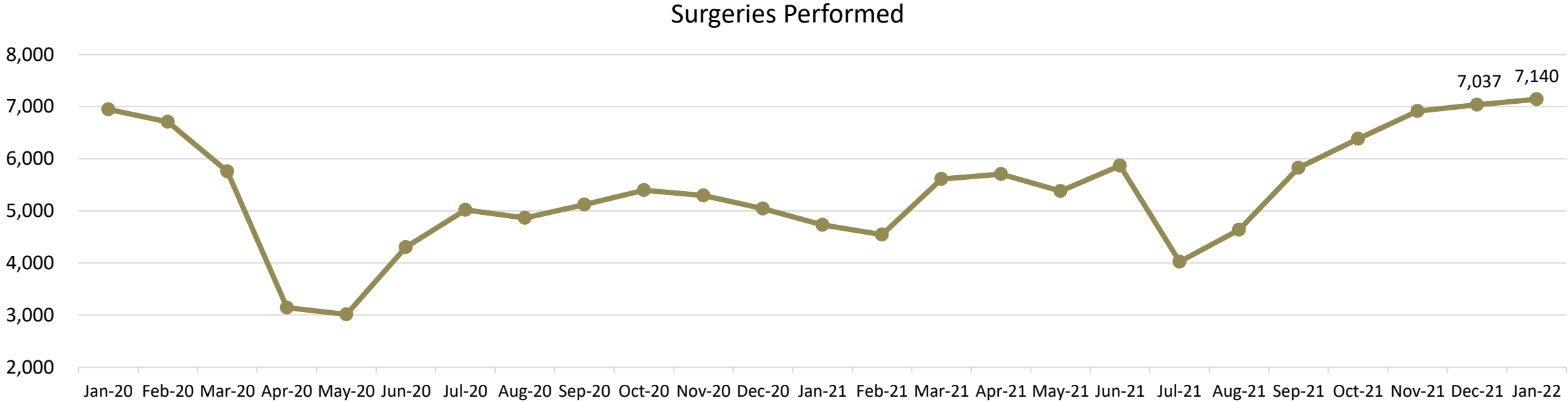


Operational Results
Jan 2022 vs Jan 2020



Surgeries have returned to pre-COVID level. We expect patient volume to return to and surpass pre-COVID level in the future.

4Q 2021 Operational Results – Surgeries



In December 2021 and January 2022, Siloam had consecutively higher surgeries and these were higher than any other months in the company’s history.

Summary

- In 4Q21, Government reimbursement for treatment of COVID (KMK), was only 0.6% of total revenue compared to double digits percentage in previous quarters.
- Siloam's 4Q base case Average Revenue per Inpatient Days and Average Revenue per OPD Visits were the highest in the company history.
- Base Case (Non-COVID) revenue trend of the business has gone higher every single month and in November, December 2021 and January 2022 were consecutively the highest base case revenue generator in the company's history.
- Base Case Material Cost and OPEX as % of Base Case revenue have been in a downward trend from August onwards.
- Surgeries have returned to pre-COVID level. In December 2021 and January 2022, Siloam had consecutively higher surgeries and these were higher than any other months in the company's history.

Board Members Shareholding Structure

Board Members Shareholding Structure

Board Member Shares	Dec-20	Dec-21	Addition
Caroline Riady	379,800	853,700	473,900
dr. Anang Prayudi	166,600	256,600	90,000
Ryanto Marino Tedjomulja	166,600	167,800	1,200
DR. Grace F. Indrajaja	166,600	166,600	0
Monica Surjapranata	166,600	226,600	60,000
Phua Meng Kuan*	42,500	42,500	0
Mona Kartikasari Jonathan	0	364,600	364,600
Total	1,088,700	2,078,400	989,700

*added 300k more shares in Feb 2022

Board Members have added close to 1mn shares to their names in the past year. Total shares owned by 10 key senior management members is around 3.4mn.

Siloam  **Hospitals**

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Care and Compassion for the Nation