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# Presentation and Adoption of the President's Report and Annual Report

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# President's Report

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**Patricia V. Yambing**  
Director, President and CEO

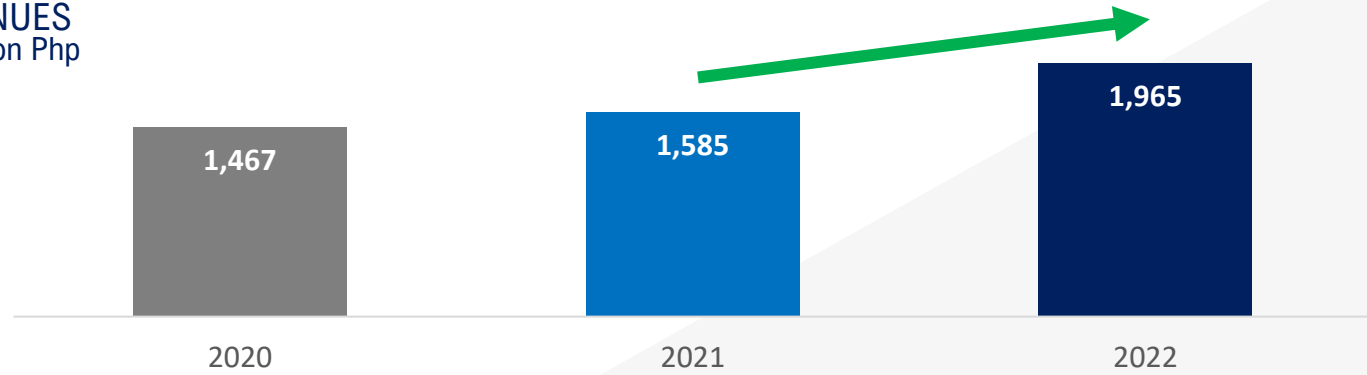
As of December 31, 2022

REVENUES

**₱1,965M**

24% GROWTH YoY

REVENUES  
In million Php



As of December 31, 2022

REVENUES

**₱1,965M**

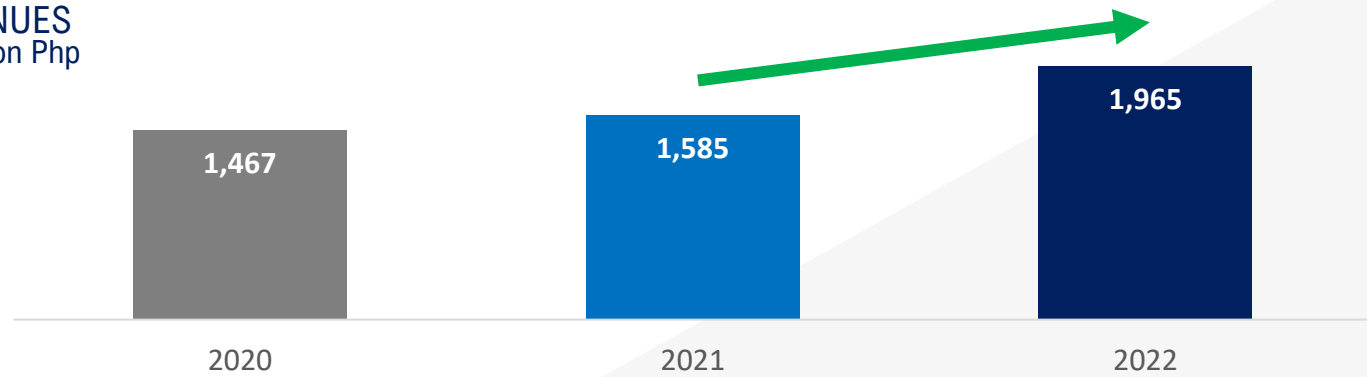
24% GROWTH YoY

CORE NIAT

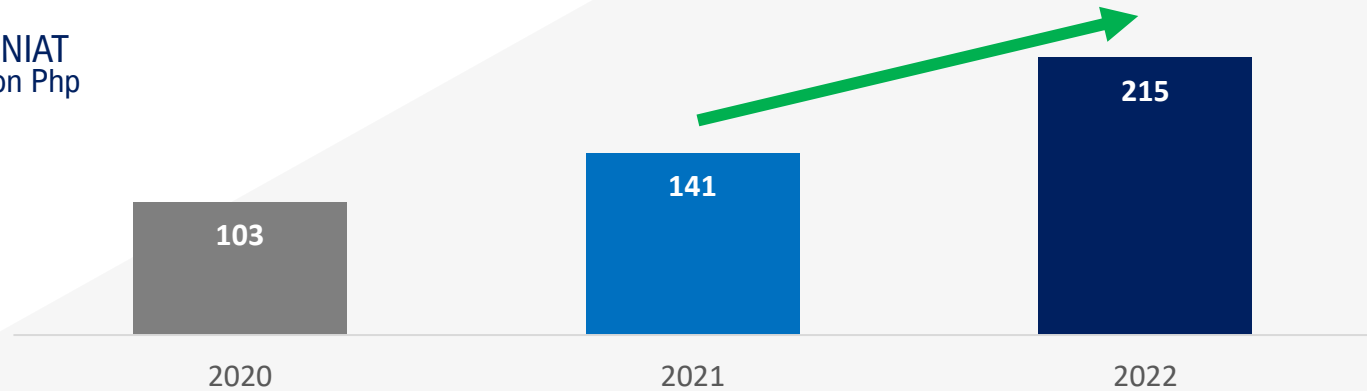
**₱ 215M**

52% GROWTH YoY

REVENUES  
In million Php



CORE NIAT  
In million Php



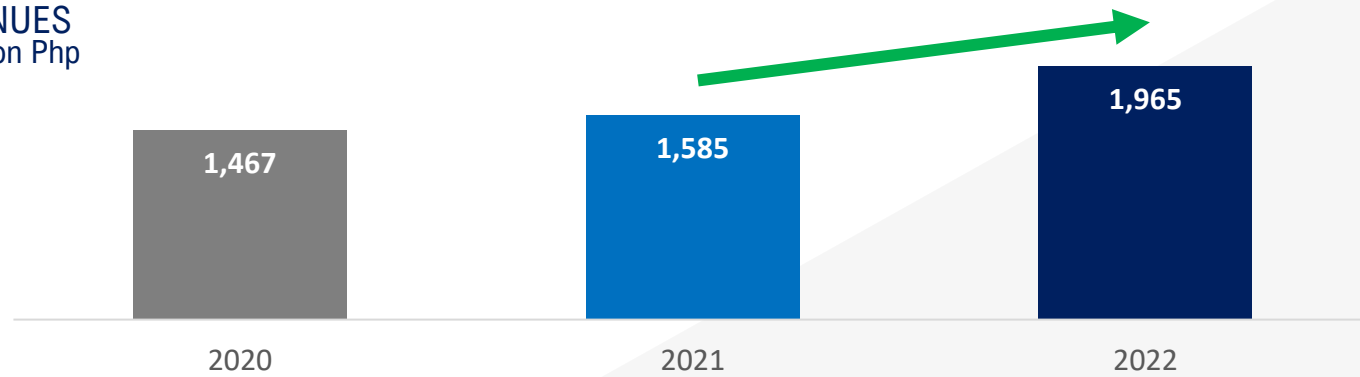
As of December 31, 2022

REVENUES

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REVENUES  
In million Php

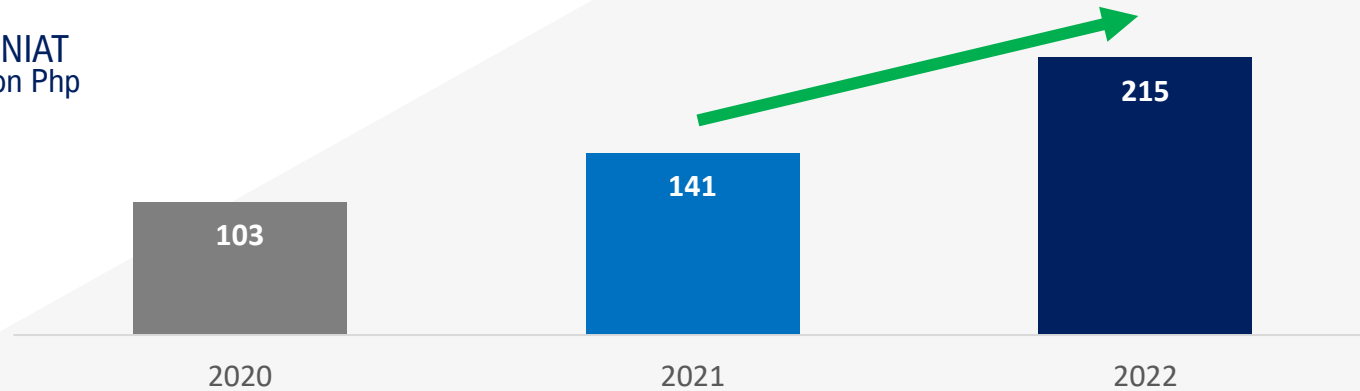


CORE NIAT

**₱ 215M**

52% GROWTH YoY

CORE NIAT  
In million Php

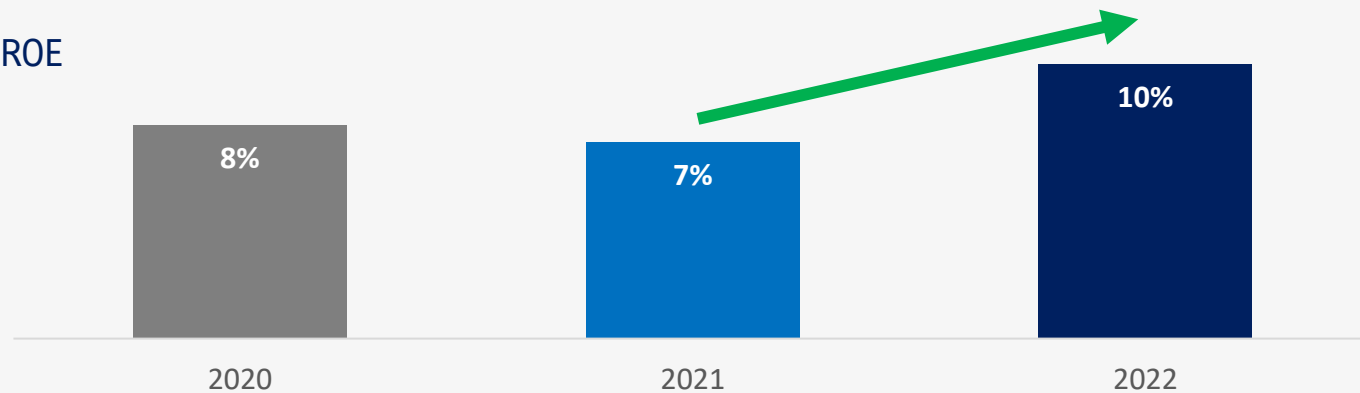


CORE ROE

**10%**

FROM 7% IN 2021

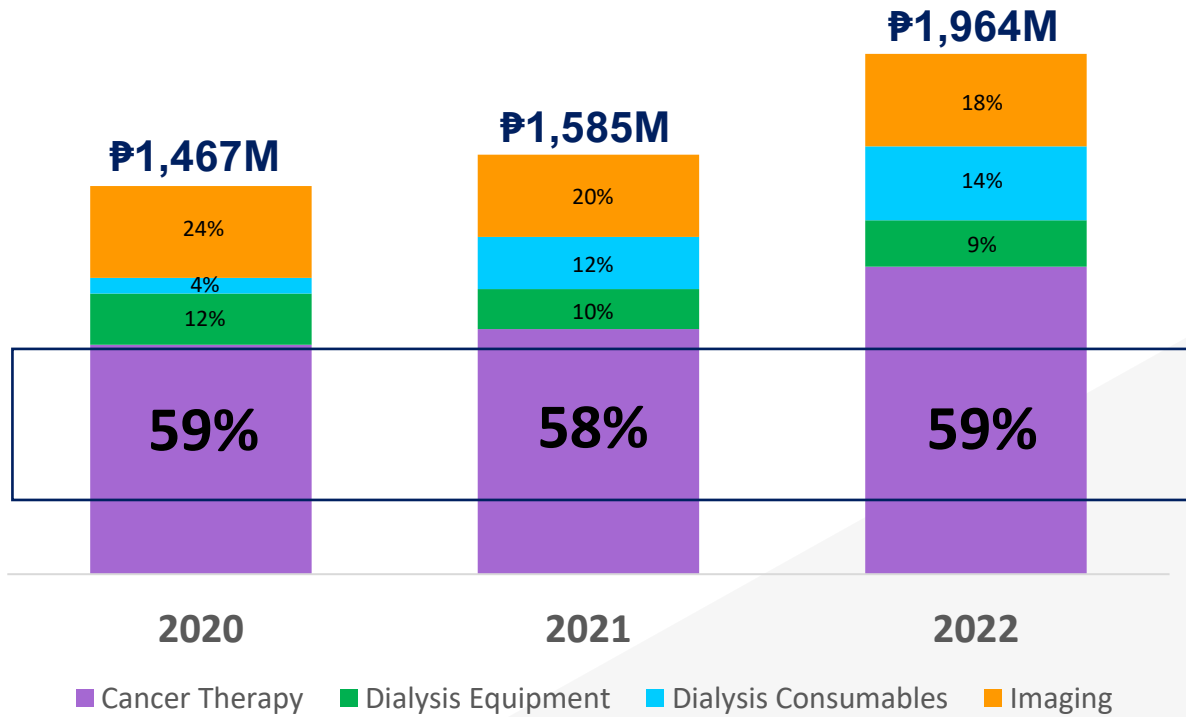
CORE ROE



Note: 2020 equity was averaged with 2021 equity for one-to-one comparison of equity during the 2021 IPO



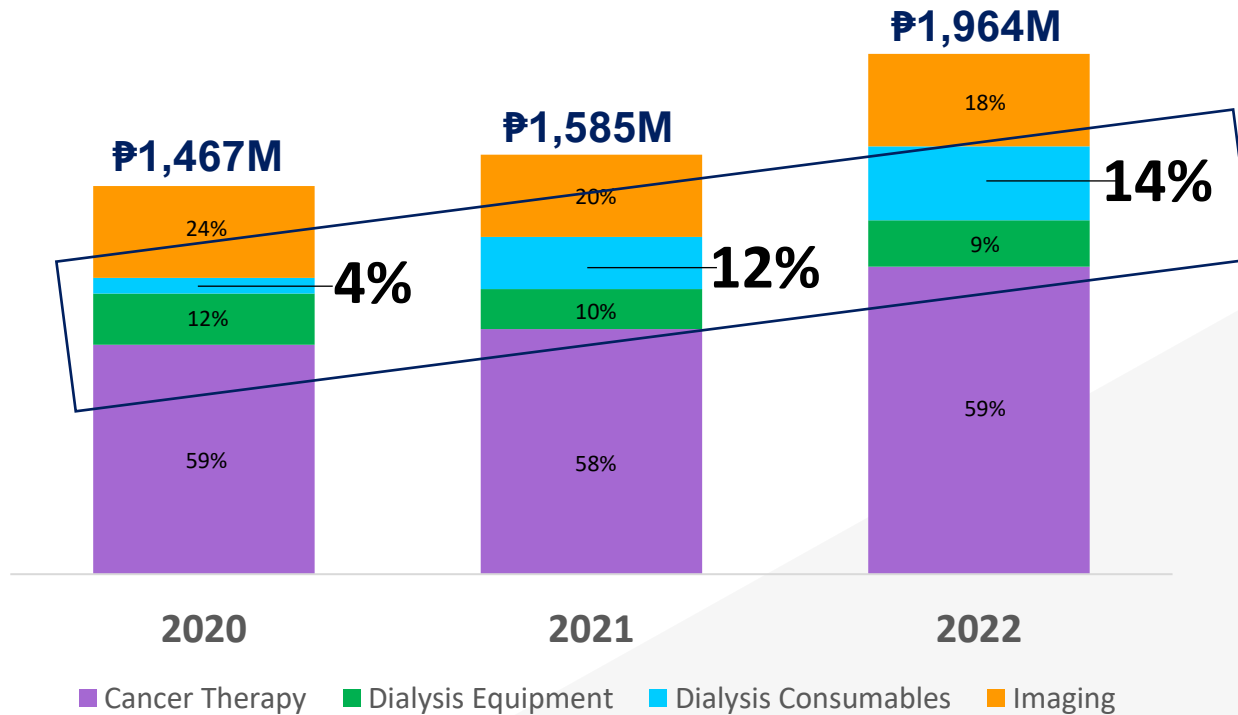
## REVENUE CONTRIBUTION PER PRODUCT SEGMENT



**Cancer Therapy continues to be our highest sales contributor.**



## REVENUE CONTRIBUTION PER PRODUCT SEGMENT



**Cancer Therapy continues to be our highest sales contributor.**

**Meanwhile, Dialysis Consumables posted highest revenue growth of 42% year-on-year.**



# PROJECTS

PROJECTS COMPLETED

# 53

Total as of Dec 31, 2022

ON-GOING PROJECTS

# 12

Total as of Dec 31, 2022

CANCER



DIALYSIS



DIAGNOSTICS





# CANCER THERAPY



## Completed

|  |
|--|
| Baguio General Hospital Medical Center |
| Southern Philippines Medical Center    |
| Cagayan Valley Medical Center          |
| Bicol Medical Center                   |
| Zamboanga City Medical Center          |
| Lung Center of the Philippines         |
| Sacred Heart Medical Center            |
| Batangas Medical Center                |
| Rizal Medical Center                   |
| West Visayas State University          |
| Region 1 Medical Center                |
| Vicente Sotto Memorial Medical Center  |
| Cotabato Regional Medical Center       |

As of December 31, 2022

**PROJECTS COMPLETED**

**13**

**PROJECTS ON-GOING**

**8**





Cotabato Regional and  
Medical Center



Sacred Heart Medical Center



Sacred Heart Medical Center



Bicol Regional Training and  
Teaching Hospital



West Visayas State University  
Medical Center



Rizal Medical Center

# CANCER THERAPY: Completed Projects



As of December 31, 2022

PROJECTS COMPLETED

29

| Completed   |
|---|
| Mexico Community Hospital                         |
| Bulacan Medical Center                            |
| Quezon Memorial Medical Center                    |
| Philippine Heart Center                           |
| Amang Rodriguez Memorial Medical Center           |
| Sta. Rosa Community Hospital                      |
| San Joaquin Mother and Child                      |
| West Visayas State University Medical Center      |
| Northern Samar Provincial Hospital                |
| Cotabato Regional Medical Center (4 projects)     |
| Southern Philippines Medical Center               |
| Bukidnon Provincial Hospital                      |
| Dona Maria D. Tan Memorial Hospital               |
| Amai Pakpak Medical Center                        |
| Army General Hospital                             |
| Philippine Children's Medical Center (2 projects) |
| Sultan Kudarat Provincial Medical Center          |
| Misamis Occidental Medical Center                 |
| Jose L. Amante Emergency Hospital                 |
| Various Clinics (6)                               |

# DIAGNOSTIC IMAGING





Bulacan Medical Center



West Visayas State University Medical Center



Subang Jaya Medical Centre



Amai Pakpak Medical Center



Northern Samar Provincial Hospital



Mexico Community Hospital



Misamis Oriental Provincial Hospital

# DIAGNOSTIC IMAGING: Completed Projects



# DIALYSIS



| Completed                              |
|--|
| Batangas Medical Center                |
| City Government of Pasig               |
| City Government of Iloilo (2 projects) |
| Department of Health – Sta. Rosa       |
| Department of Health – Tubigon         |
| Department of Health – Region III      |
| Municipality of Lubao                  |
| SGS Healthcare Co.                     |
| Western Visayas Medical Center         |
| Department of Health – Region VI       |

As of December 31, 2022

**PROJECTS COMPLETED**

**11**

**PROJECTS ON-GOING**

**4**





Science City of Munoz



Kapatagan Provincial Hospital



Angel Salazar Memorial  
Medical Center



Zamboanga del Sur Medical Center



CARAGA Regional Hospital



Davao Regional Medical Center



Jose Amante Emergency Hospital



San Pedro District Hospital

# DIALYSIS: Completed Projects



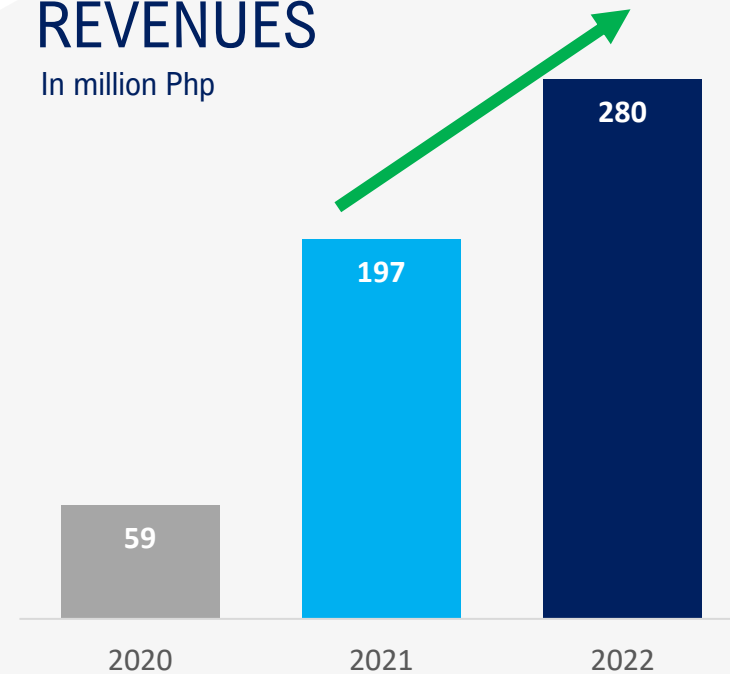
# DIALYSIS



**Continued growth in Dialysis Consumables** due to increase in number of completed dialysis projects and the government's effort to increase public dialysis clinics.

## DIALYSIS CONSUMABLES REVENUES

In million Php



**Dialysis Consumables** sales grew by 42% which has a profit margin of 30%



# BALANCE SHEET

2021

2022

## Accounts Receivables

Increase is in parallel with the increase of revenues.

₱1,477M

₱1,766M ↑ 20%YoY

## Property, Plant and Equipment

Increase in due to new warehouse.

₱ 155M

₱ 183M ↑ 18%YoY

## Interest-Bearing Loans

Decrease due to repayment of matured bank loans.

₱ 648M

₱ 182M ↓ 72%YoY

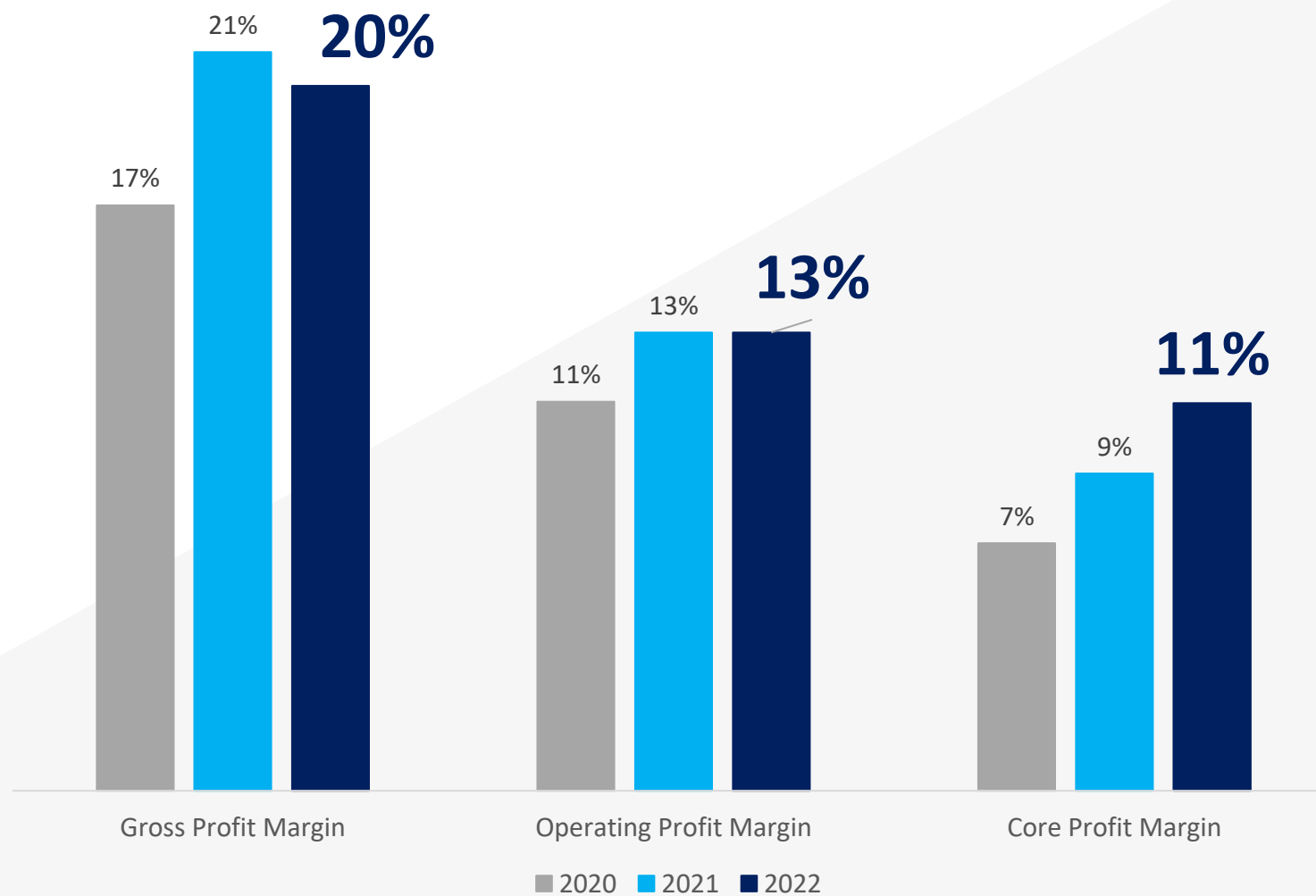




# MARGINS

## Cash Management Efficiencies

Improved margins through decrease in financing costs and interest payments



# RATIOS

|                              | 2020  | 2021  | 2022          |
|------------------------------|-------|-------|---------------|
| <b>Current Ratio</b>         | 1.25  | 1.94  | <b>2.00</b>   |
| <b>Core Return on Assets</b> | 3.34% | 3.55% | <b>5.34%</b>  |
| <b>Core Return on Equity</b> | 7.94% | 7.30% | <b>10.22%</b> |
| <b>Debt-to-Equity</b>        | 1.84  | 0.33  | <b>0.09</b>   |

## **Lower Debt-to-Equity Ratio**

Due to efficient cash management and settlement of all interest-bearing liabilities.



# OUTLOOK: On-going Projects



# OUTLOOK: Health Facilities Enhancement Program



## PHILIPPINE HEALTH FACILITY DEVELOPMENT PLAN 2020 – 2024

Establishing specialty centers nationwide



Renal Care



Lung Care



Cancer Care



Cardiovascular Care



# OUTLOOK: Expansion in Dialysis Center & Coverage



National

## Marcos vows better access to kidney dialysis, sustained support to NKTI

President Ferdinand "Bongbong" Marcos Jr. wants to make dialysis treatment readily available to Filipinos as he deemed it crucial in lowering deaths and disabilities caused by kidney diseases in the country.

🕒 1 MONTH AGO

Government's support in increasing accessibility to dialysis treatment.

PhilHealth expands dialysis coverage to 156 annual sessions

## PhilHealth expands hemodialysis package to 156 annual sessions

By Ma. Teresa Montemayor

📅 June 22, 2023, 3:41 pm

Share



**MANILA** – The Philippine Health Insurance Corporation has expanded its hemodialysis package for patients with chronic kidney disease (CKD) stage 5 to 156 sessions from 90 sessions annually.



# KEY TAKE AWAYS



One of the leading distributors based on revenues and nationwide presence.



Carries relevant medical equipment and consumables



Strong Balance sheet with a debt-to-equity ratio of lower than 1.



Efficient operational management to boost margins.



The Government's plans bodes well for the company due to healthcare development plans.





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# President's Report

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**Patricia V. Yambing**  
Director, President and CEO