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

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# President's Report



**MARIA PATRICIA YAMBING**

DIRECTOR, PRESIDENT AND CEO



## 2023 REVENUE AND CORE NIAT

### REVENUES

₱680M

-65% YoY

### CORE NIAT

₱86M

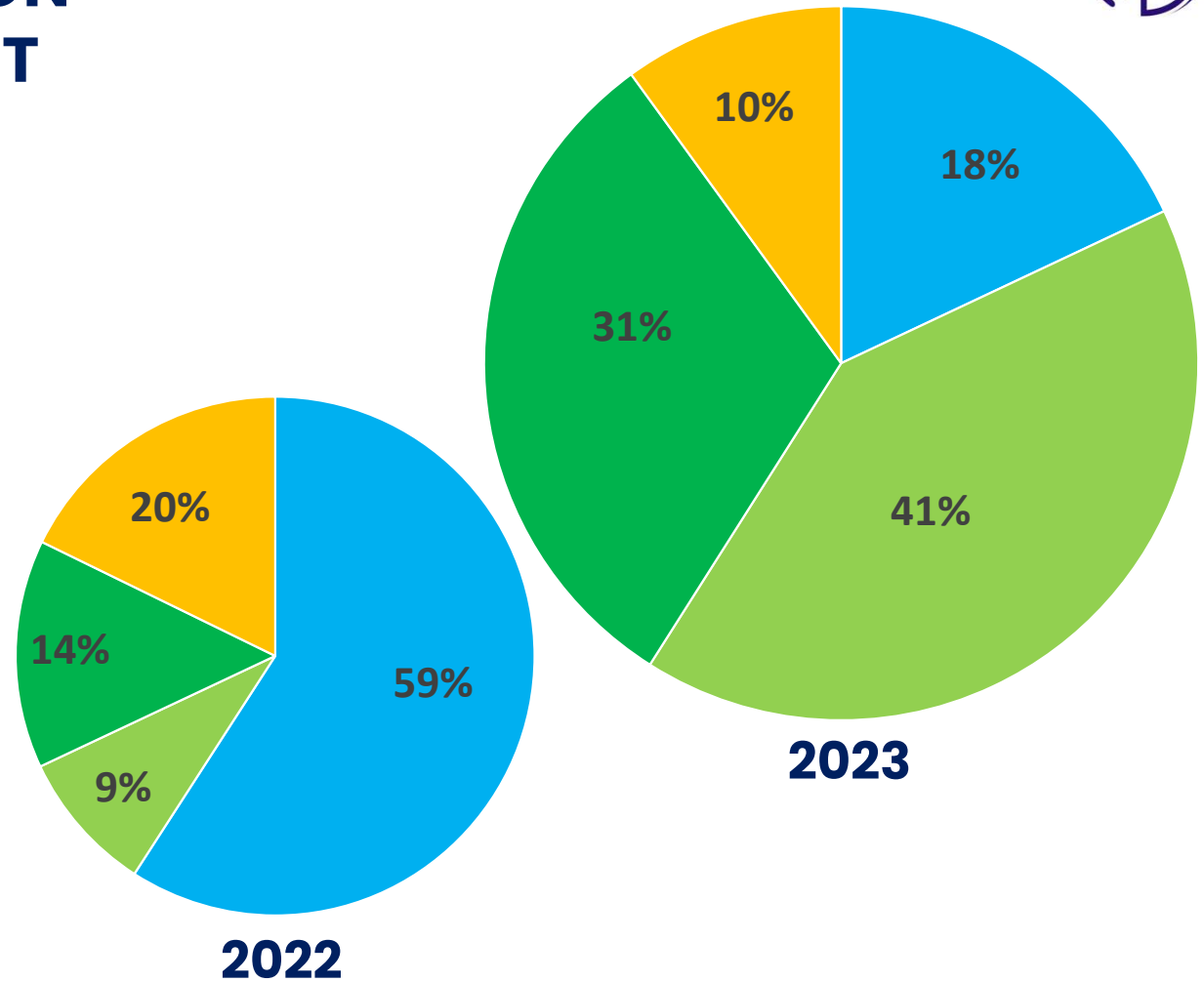
-60% YoY

- A significant portion of Medilines' business is project-based.
- Decline in revenues and NIAT is due mainly to non-readiness of sites.
- Php 1B worth of projects pushed forward to 2024. Php 400M already invoiced in Q1 2024.



# REVENUE CONTRIBUTION PER PRODUCT SEGMENT

- Cancer Therapy
- Diagnostic Imaging
- Dialysis

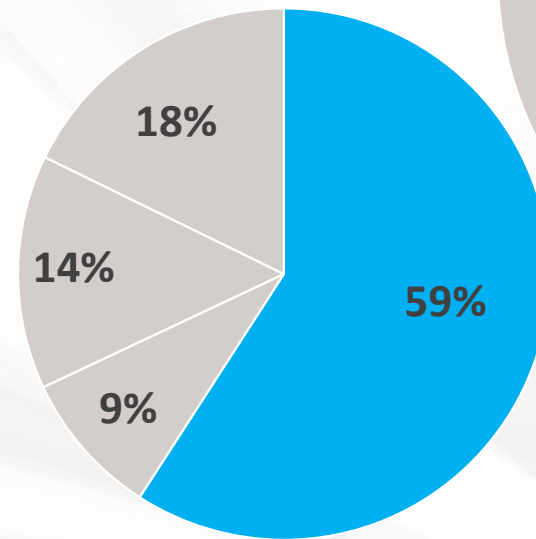




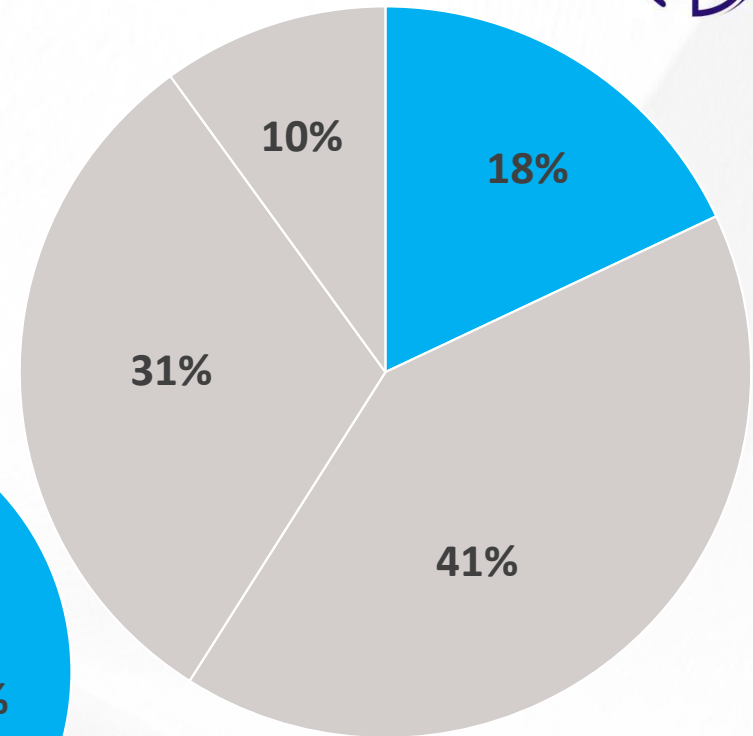
## REVENUE CONTRIBUTION PER PRODUCT SEGMENT

 Cancer Therapy

Cancer Therapy fell to 18% contribution to total revenue in 2023 due to project delays.



**2022**



**2023**

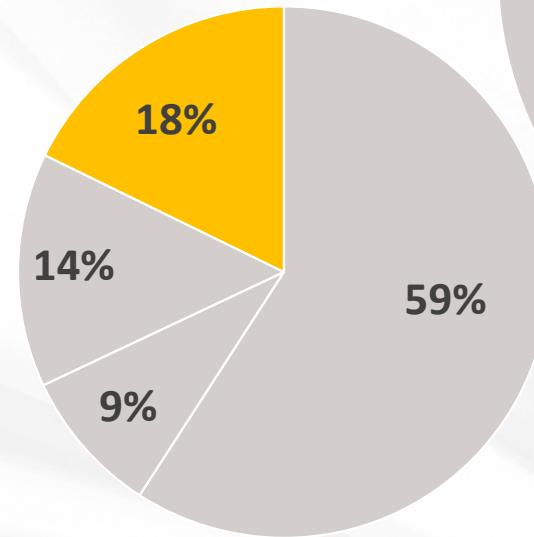


# REVENUE CONTRIBUTION PER PRODUCT SEGMENT

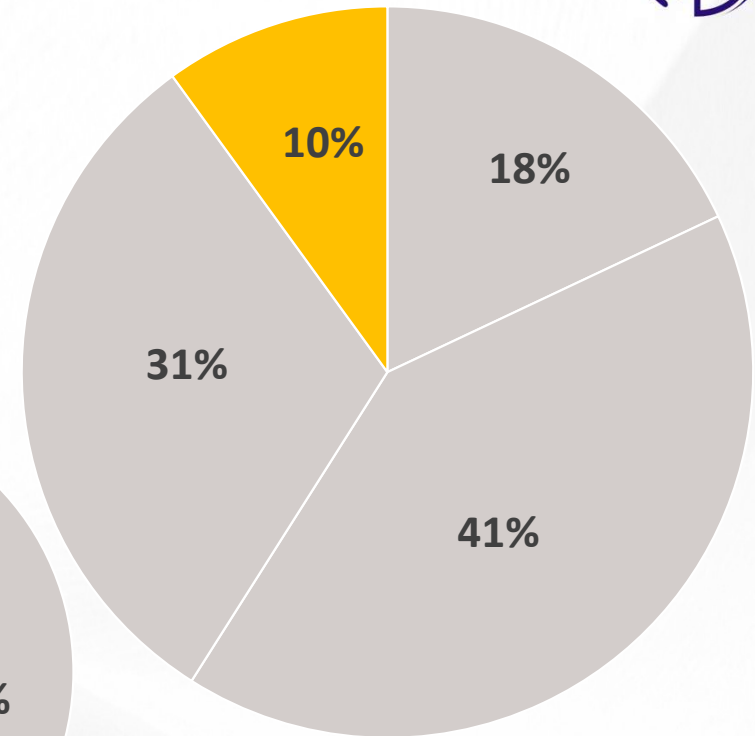
 Cancer Therapy

 Diagnostic Imaging

Diagnostic Imaging fell to 10% contribution to total revenue in 2023 due to project delays.






**2022**



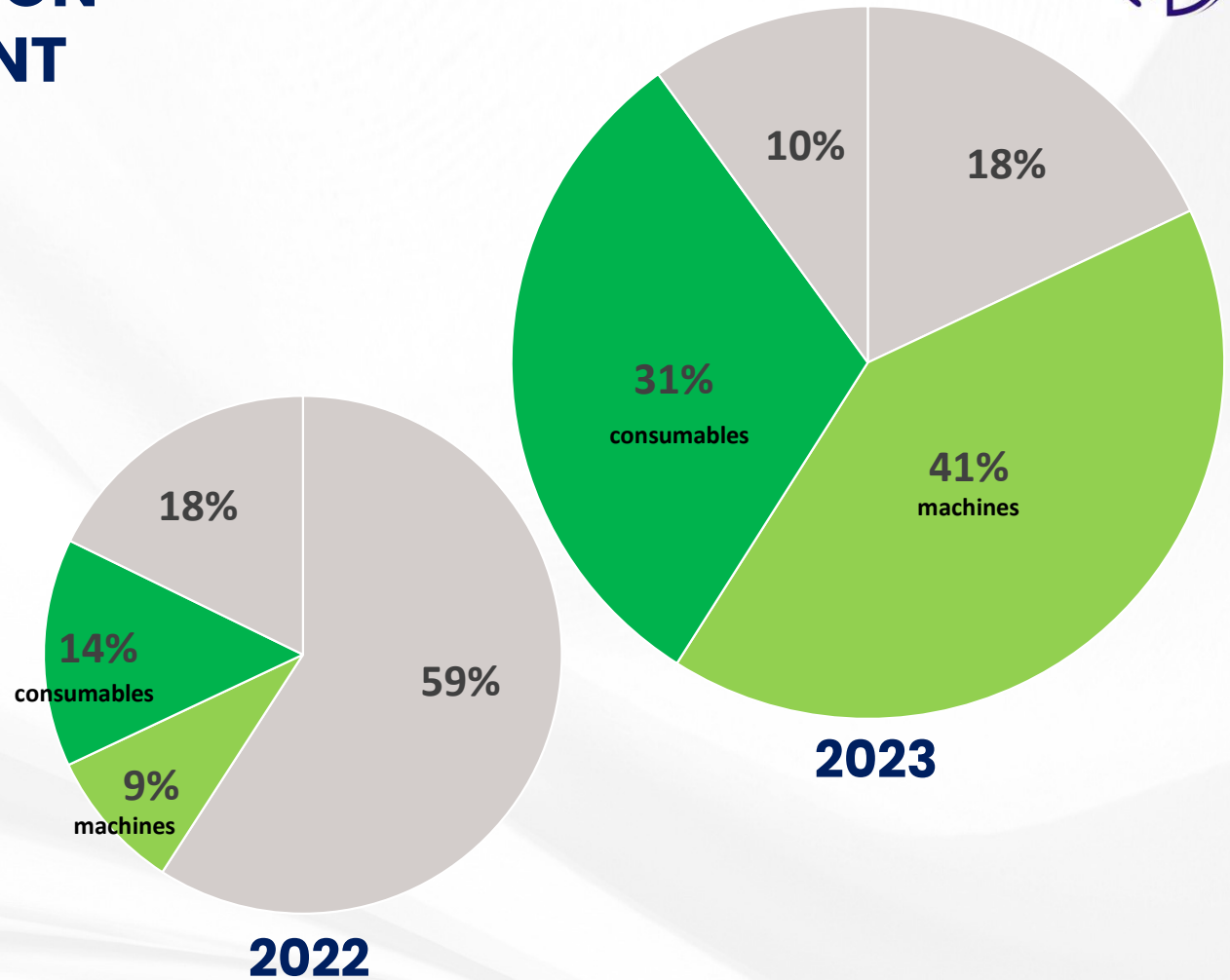
**2023**



# REVENUE CONTRIBUTION PER PRODUCT SEGMENT

-  Cancer Therapy
-  Diagnostic Imaging
-  Dialysis

Dialysis Division has been growing steadily with a CAGR of 27% from 2020 to 2023.





**Top Distributor** of  
Medical Devices



Installed in  
**16 out of 17 Regions**  
Nationwide



Served more than  
**100 hospitals**



# 2023 COMPLETED PROJECTS

Cancer Therapy & Diagnostic Imaging





**CANCER THERAPY: WESTERN VISAYAS MEDICAL CENTER**

Iloilo City



**CANCER THERAPY: REGION 1 MEDICAL CENTER**  
Pangasinan



**DIAGNOSTIC IMAGING: SAN LAZARO HOSPITAL**

Manila City



**DIAGNOSTIC IMAGING: COTABATO REGIONAL MEDICAL CENTER**

Cotabato City, Maguindanao



## **DIAGNOSTIC IMAGING: BIÑAN DOCTOR'S HOSPITAL**

Biñan, Laguna

# 2023 DIALYSIS CENTER SITE COMPLETION



# 10 DIALYSIS CENTER SITE COMPLETION: DOH PROJECT







**DR. JOSE N. RODRIGUEZ MEMORIAL HOSPITAL & SANITARIUM**  
Caloocan City



**EAST AVENUE MEDICAL CENTER**

Quezon City

OPPO F11 Pro  
2024/04/22 15:27

Nitrile Examination Gloves  
POWDER FREE  
• AMBIDEXTROUS  
• NON-STERILE  
• SINGLE USE ONLY



**MARIANO MARCOS MEMORIAL HOSPITAL AND MEDICAL CENTER**

Ilocos Norte



# Treatment area

**CULION SANITARIUM AND GENERAL HOSPITAL**

Palawan



## **APALIT DIALYSIS TREATMENT CENTER**

Pampanga City



**SOUTHERN TAGALOG REGIONAL HOSPITAL**

Bacoor City, Cavite



**WESTERN VISAYAS SANITARIUM HOSPITAL**

Iloilo City



**GOV. CELESTINO GALLARES MEMORIAL MEDICAL CENTER**

Bohol





**MAYOR HILARION A. RAMIRO SR. MEDICAL CENTER**  
Misamis Occidental



**CARAGA REGIONAL HOSPITAL**  
Surigao del Norte

# ONGOING PROJECTS

Cancer Therapy & Diagnostic Imaging





**LINEAR ACCELERATOR PROJECT IN EAST AVENUE MEDICAL CENTER**

Quezon City



**LINEAR ACCELERATOR PROJECT IN PHILIPPINE GENERAL HOSPITAL**

Manila City



**CYCLOTRON PROJECT IN SOUTHERN PHILIPPINES MEDICAL CENTER**

Davao City



**CYCLOTRON PROJECT IN VICENTE SOTTO MEDICAL CENTER**

Cebu City



**ROBOTIC C-ARM PROJECT IN LUNG CENTER OF THE PHILIPPINES**

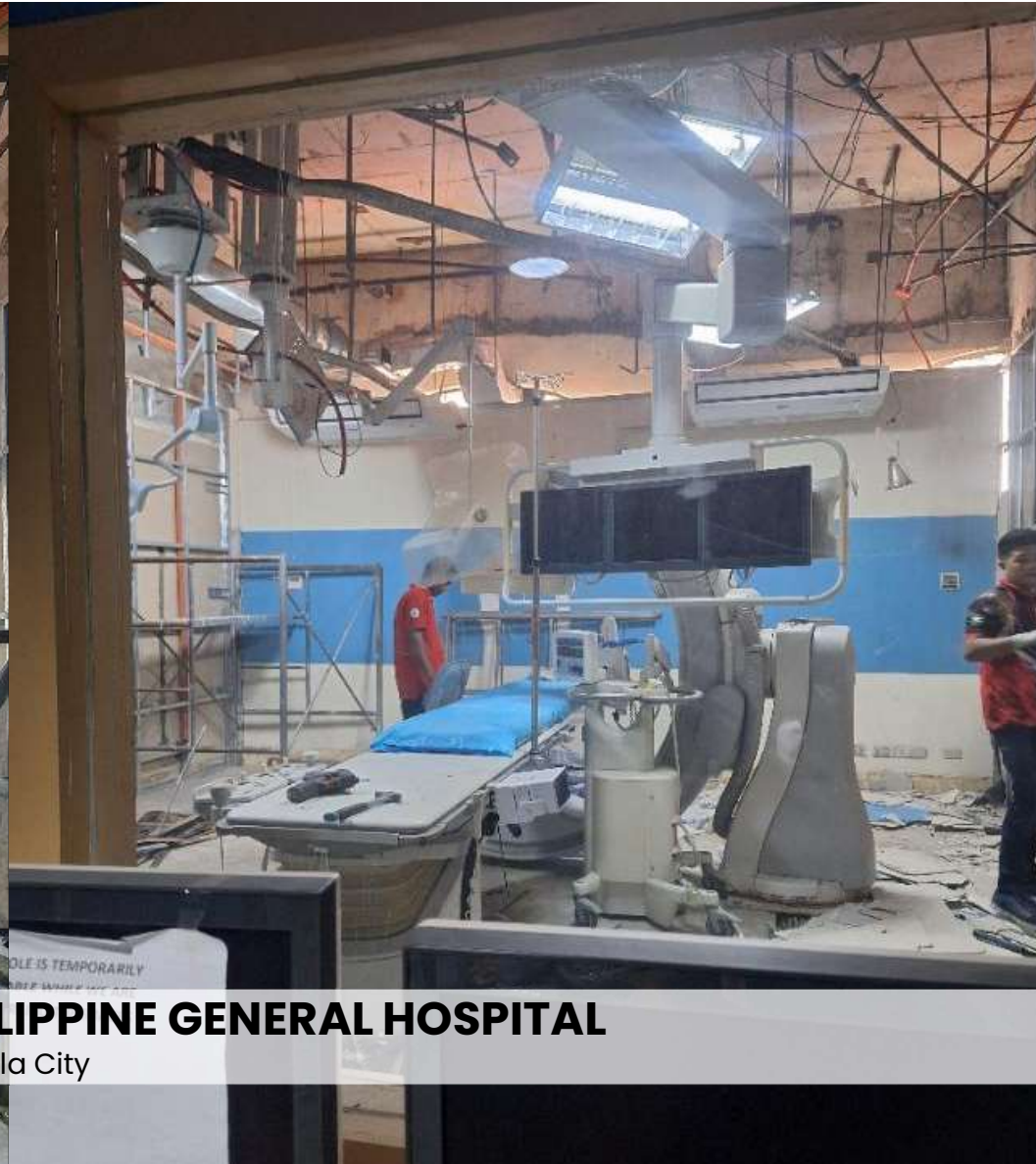
Quezon City





**ULTRASOUND INSTALLATION IN MARANAO CARDIOVASCULAR DIAGNOSTIC CENTER**

Marawi City, Lanao Del Sur

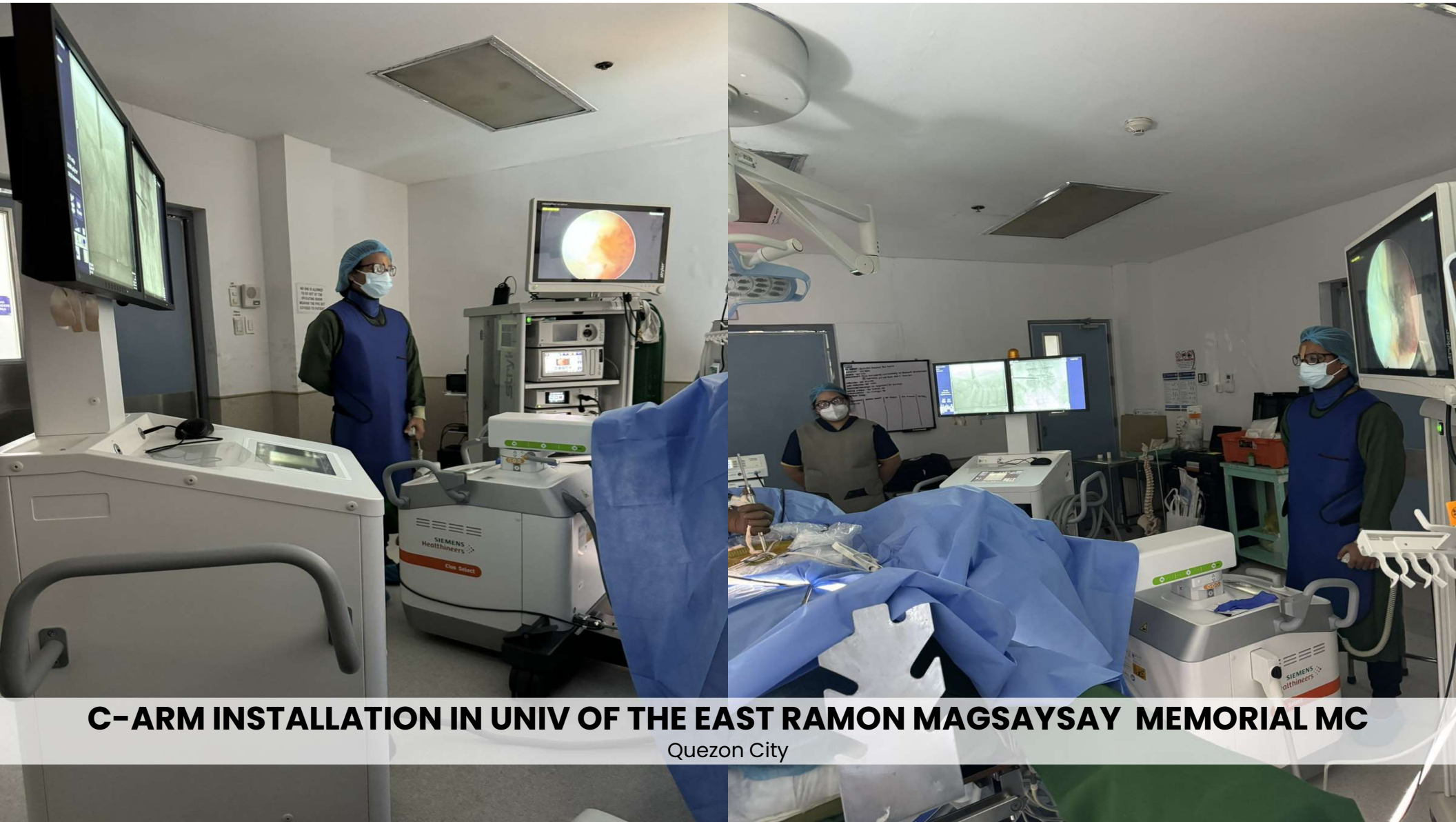


**CATHLAB PROJECT IN PHILIPPINE GENERAL HOSPITAL**

Manila City



**ULTRASOUND INSTALLATION IN PHILIPPINE GENERAL HOSPITAL**  
Manila City



**C-ARM INSTALLATION IN UNIV OF THE EAST RAMON MAGSAYSAY MEMORIAL MC**

Quezon City



**MRI PROJECT IN BATANES GENERAL HOSPITAL**

Batanes



**MRI PROJECT IN MEDCOR DASMARIÑAS HOSPITAL AND MEDICAL CENTER**

Dasmariñas, Cavite

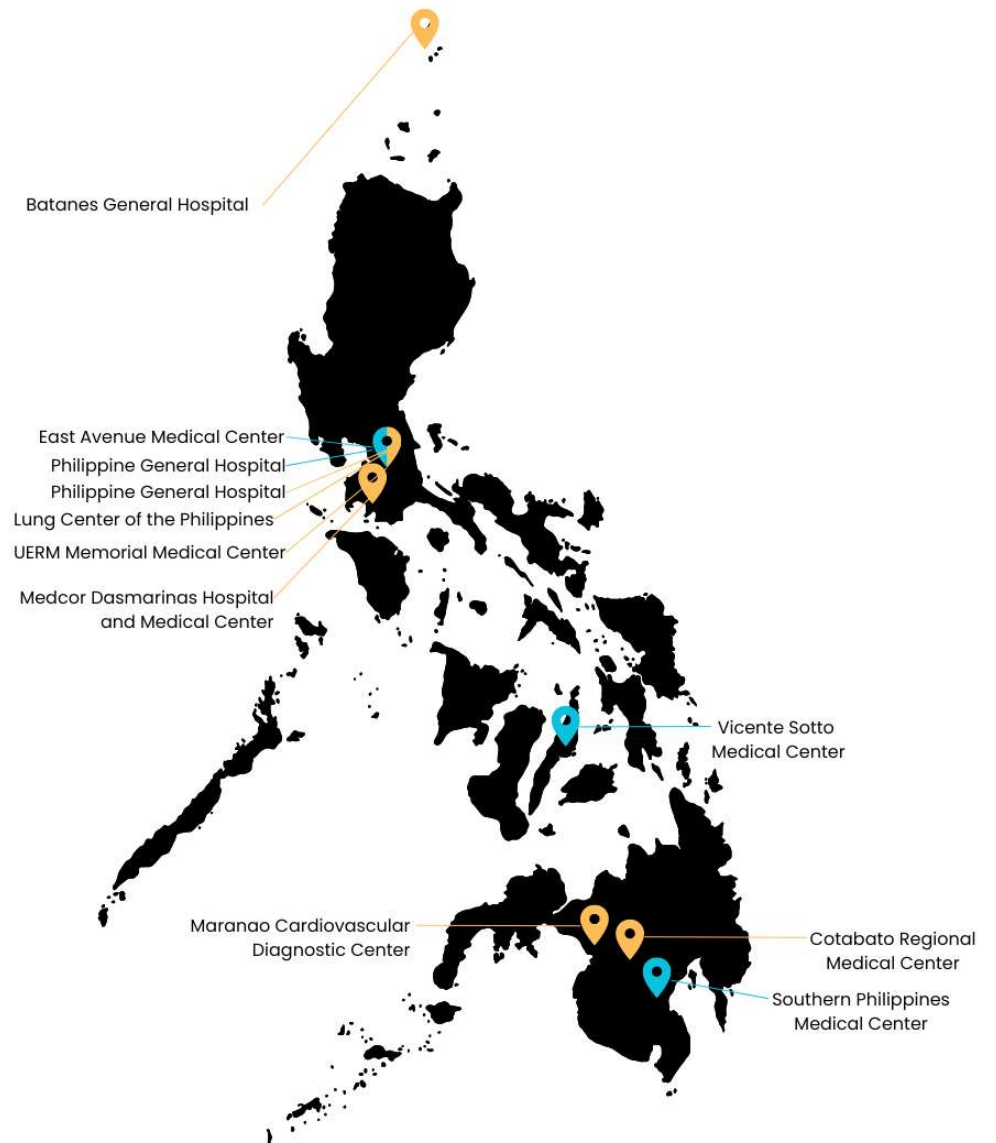


**ULTRASOUND INSTALLATIONS IN COTABATO REGIONAL MEDICAL CENTER**

Cotabato City

## CANCER THERAPY & DIAGNOSTIC IMAGING PROJECTS

- Php 500M worth of ongoing projects nationwide
- Plus Php 400M project invoiced in Q1 2024
- More biddings to come





# ONGOING DIALYSIS CENTER SITE COMPLETION





**AMANG RODRIGUEZ MEMORIAL MEDICAL CENTER**  
Marikina City



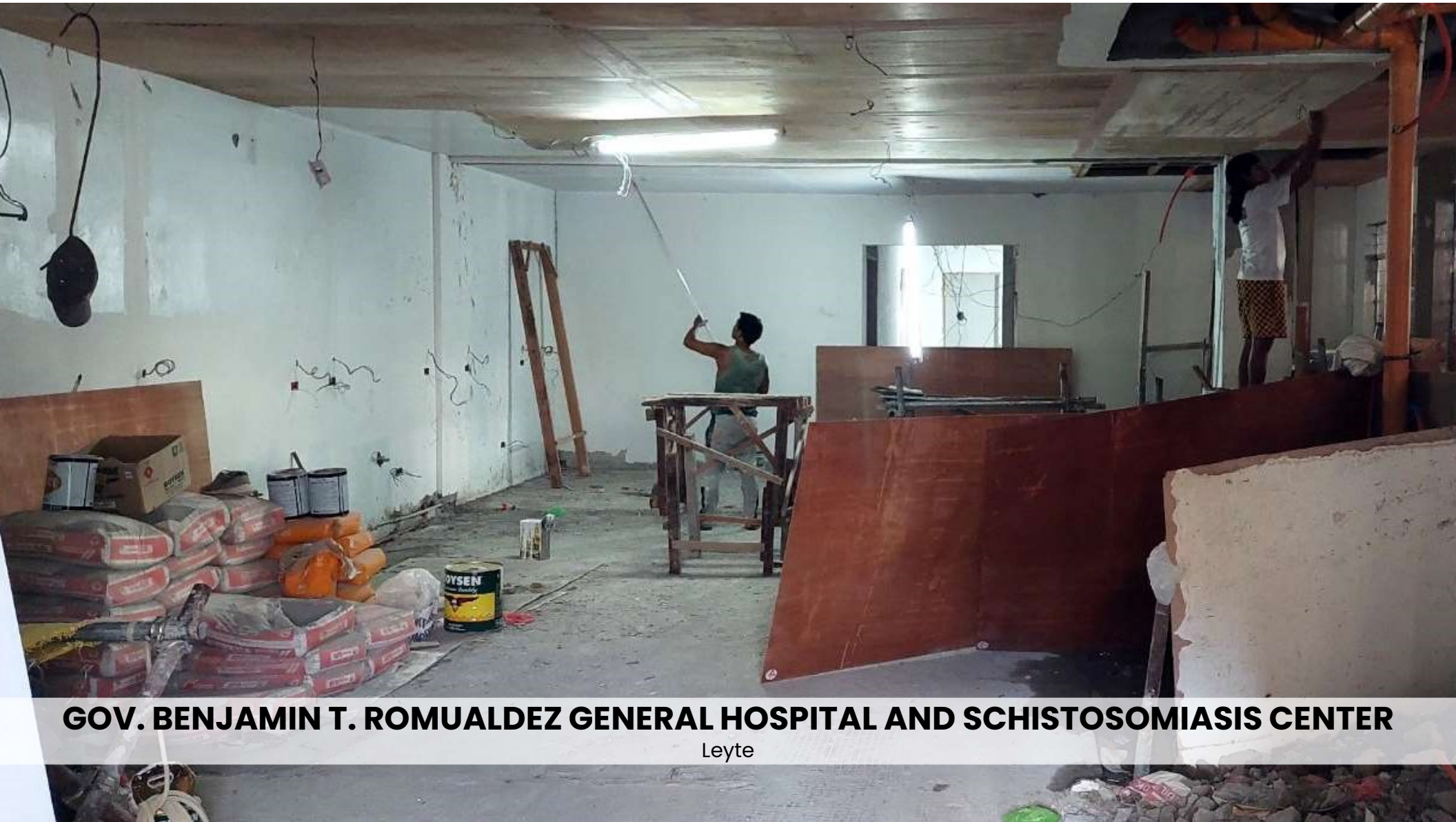
**SALVACION OPPUS YÑIGUEZ MEMORIAL PROVINCIAL HOSPITAL**

Southern Leyte



## **COTABATO PROVINCIAL HOSPITAL**

Cotabato



**GOV. BENJAMIN T. ROMUALDEZ GENERAL HOSPITAL AND SCHISTOSOMIASIS CENTER**

Leyte



**APALIT DIALYSIS TREATMENT CENTER**

Pampanga City



**SAN JOAQUIN DIALYSIS CENTER**

Iloilo City



# **SORSOGON PROVINCIAL HOSPITAL**

Sorsogon





**QUIRINO PROVINCE MEDICAL CENTER**  
Quirino

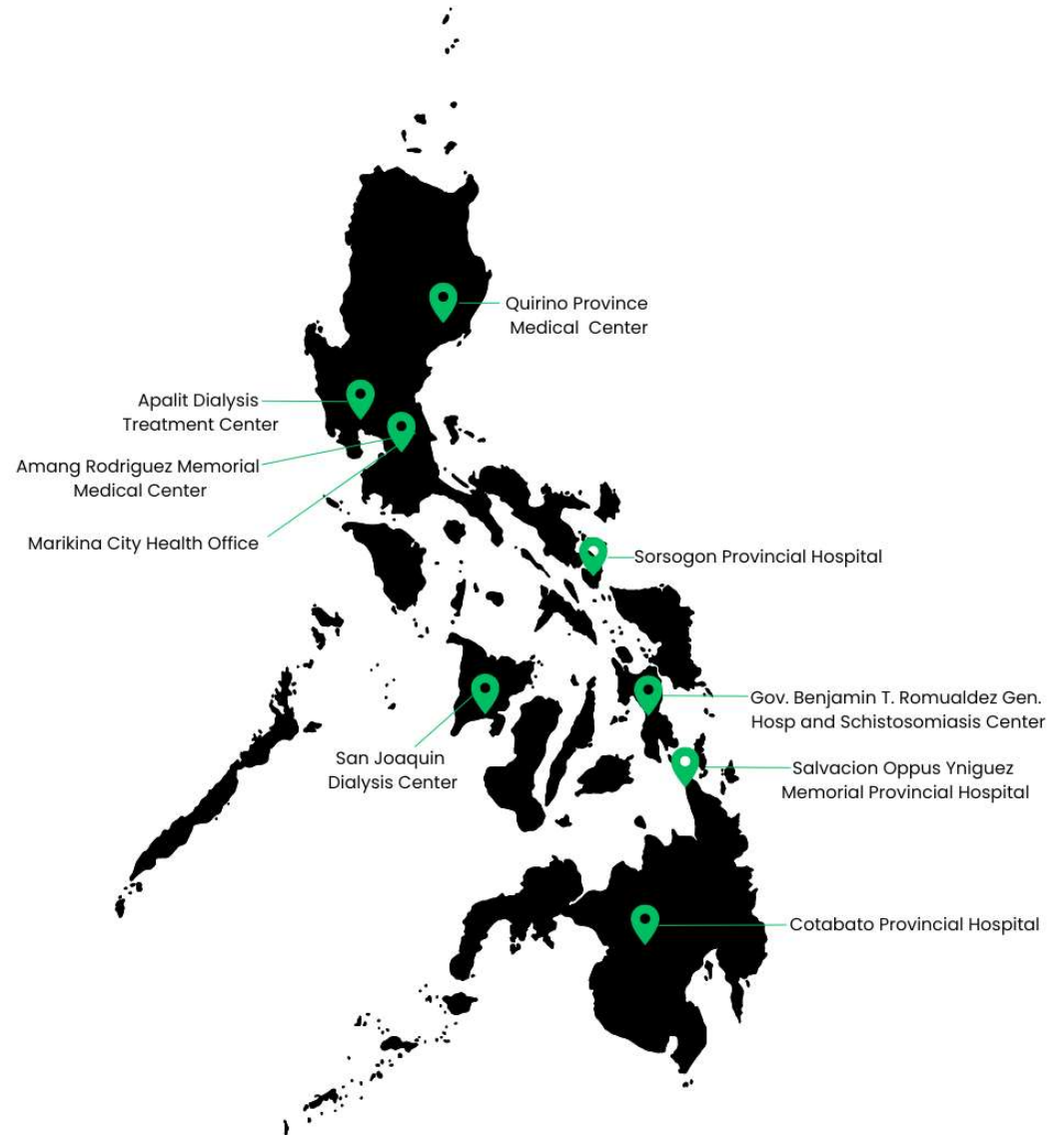


**MARIKINA CITY HEALTH OFFICE**

Marikina City

## DIALYSIS CENTER ONGOING SITE COMPLETION

- Php 250M worth of ongoing site completion nationwide
- More biddings to come
- Separate from revenues from dialysis consumables



# **BALANCE SHEET MARGINS KEY RATIOS**





# BALANCE SHEET

2022

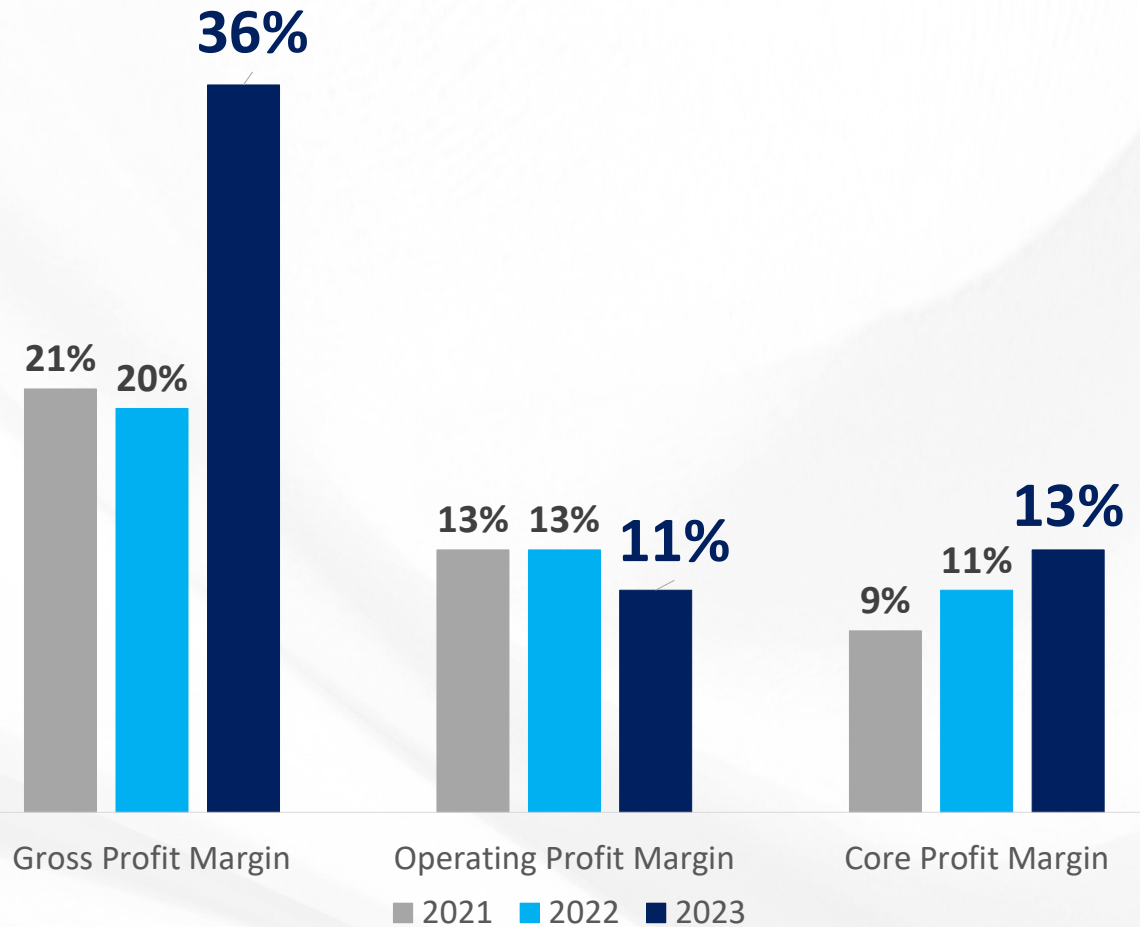
2023

Accounts Receivables	₱1,766M	₱1,906M	↑	8%YoY
Property, Plant and Equipment	₱ 183M	₱ 194M	↑	6%YoY
Interest-Bearing Loans	₱ 182M	₱ 400M	↑	120%YoY
Total Asset	₱ 4,026M	₱3,833M	↓	5%YoY
Total Liability	₱ 1,919M	₱1,683M	↓	12%YoY
Equity	₱ 2,106M	₱ 2,150M	↑	2%YoY



# MARGINS

Improved margins because majority of the Company's sales were driven by the Dialysis business.



# RATIOS



	2021	2022	2023
<b>Current Ratio</b>	1.94	2.00	<b>2.15</b>
<b>Debt-to-Equity</b>	0.33	0.09	<b>0.78</b>

# PRINCIPALS





# PRINCIPALS



**varian**



**A leader in the distribution of  
Cancer Therapy equipment**

**SIEMENS  
Healthineers**



**A major player in the  
distribution Diagnostic Imaging  
Equipment**

**B | BRAUN**



**A leader in the distribution of  
Dialysis equipment**

# 2023 HIGHLIGHTS



# 2023 HIGHLIGHTS: CONVENTIONS



**MEDICAL TAIWAN**



**KIDNEY WEEK, PHILADELPHIA, USA**

# 2023 HIGHLIGHTS: CSR ACTIVITIES



**ANTIGEN KITS DONATION TO PRC**



**ANTIGEN KITS AND GLOVES DONATION TO PASIG CITY HALL**

# OUTLOOK





# OUTLOOK: DIALYSIS CENTER INSTALLATIONS

nt that never fails  
ives, every act, every word, every  
urishes our own hearts as well.



In this photo (L-R): Presiding Priest, Dan Zulueta (Medilines), Pres. Dr. Villafuerte, Dr. Gelito (Medical Center Chief), Joan Germinanda (Board Member), Dr. Chung (Nephrologist), Al Beria (Dialysis Head Nurse) and Dr. Agnes Villaflor (Kidney Unit Head)



# OUTLOOK: CT SCAN AND MRI PROJECTS IN PHILIPPINE CHILDREN'S MEDICAL CENTER



In this photo (L-R): Kat Valdehueza (Medilines), Roberto Billote (Portfolio Solutions Manager, MR), Wei Chen (MR Business Development Manager, ASEAN), Luigi Gamboa (Medilines), Chairman Virgilio Villar (Medilines), Michael Schmermer (SHI President and Managing Director) Pres. Patricia Yambing (Medilines), Mary Grace De Lara (Medilines), Rachelle Ortila (Medilines), Madellyn Mae Genson (Portfolio Solutions Manager, CT)

# **OUTLOOK: CATHLAB PROJECT IN PHILIPPINE GENERAL HOSPITAL**



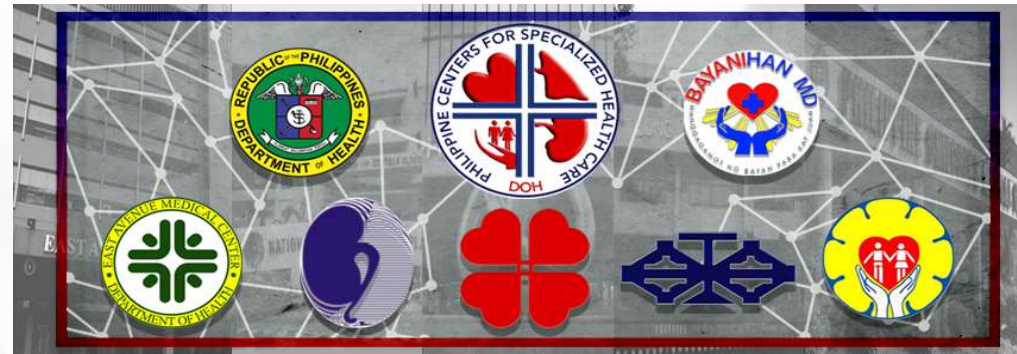
# **OUTLOOK: ROBOTIC C-ARM PROJECT IN LUNG CENTER OF THE PHILIPPINES**



# OUTLOOK: HFEP PLAN

## PHILIPPINE HEALTH FACILITY DEVELOPMENT PLAN 2020 – 2024

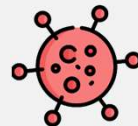
Establishing specialty  
centers nationwide



Renal Care and  
Kidney Transplant



Lung Care



Cancer Care



Cardiovascular Care



# OUTLOOK: BOOM IN DIALYSIS



**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 hemodialysis package to 156 annual sessions

By Ma. Teresa Montemayor

📅 June 22, 2023, 3:41 pm

Share  Share 3   

PhilHealth expands dialysis coverage to 156 annual sessions



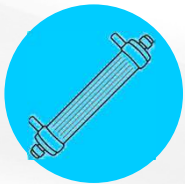
## KEY TAKE AWAYS



Project-based revenues caused significant decline YoY due to timing delays



Expansion of medical facilities and devices are supported by the PH Government and its programs



The Company has the right strategy to boost dialysis consumables to help increase inventory turnover and total income



Boom in Dialysis Business as Philhealth increases coverage in dialysis treatments; PH Government continues to build and expand centers