



LOC PHAT INVESTMENT CONSULTANT JSC

TWG'S HOSPITAL



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VIETNAM HEALTHCARE MARKET OVERVIEW

Healthcare market: Macro overview

Vietnam remains the most resilient economy in the region

Vietnam's GDP dipped in 2021, but is expected to rebound in 2022...

...making Vietnam among the resilient economies in the region...

GDP growth rate 2015-2022F (%)



Region GDP growth 2020-2022F (%)



...driven by strong fundamentals to quickly recover and continue its long-term growth

Relatively low unemployment rate 2015-2021 (%)



Lower interest burden for business and well-controlled inflation
Average CPI change (%)

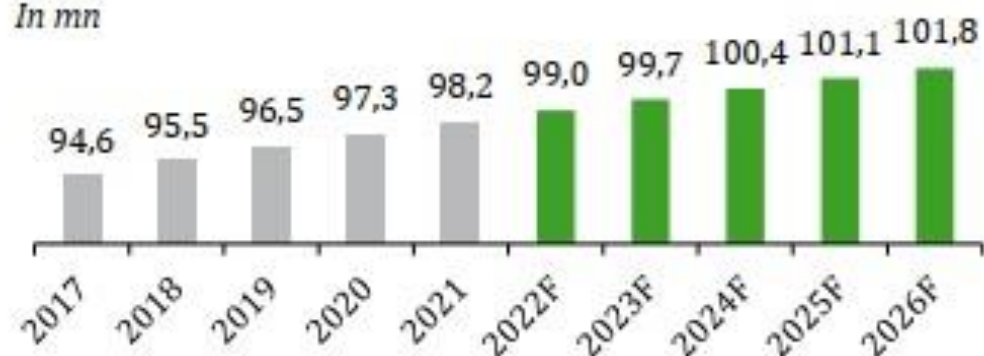


Healthcare market: Marco overview

Strongly supported by life standard improvements supportive factors as the population continues to grow

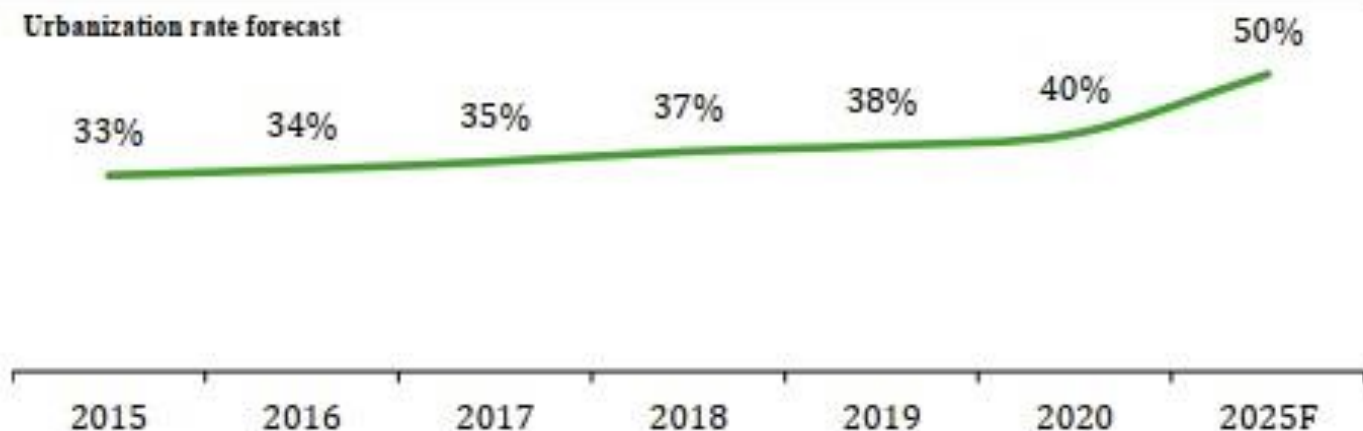
Vietnam's population continues to increase...

In mn

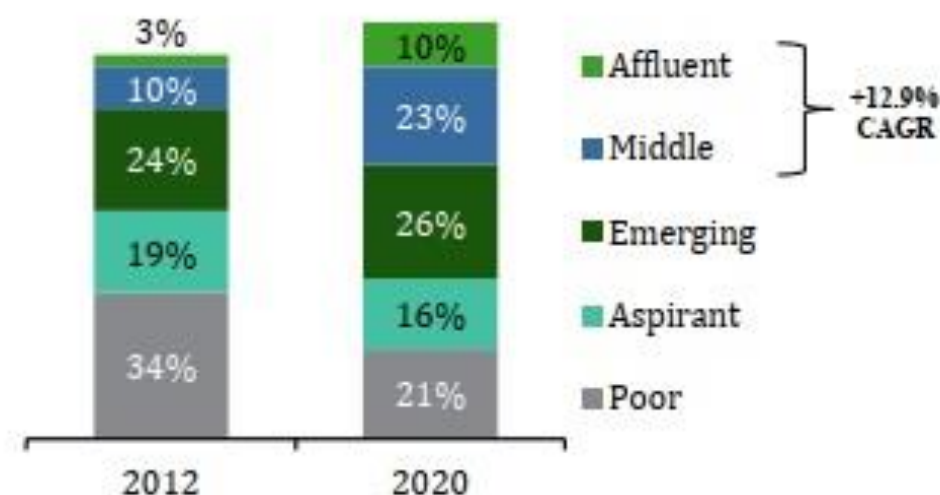


...with high level of urbanization...

Urbanization rate forecast



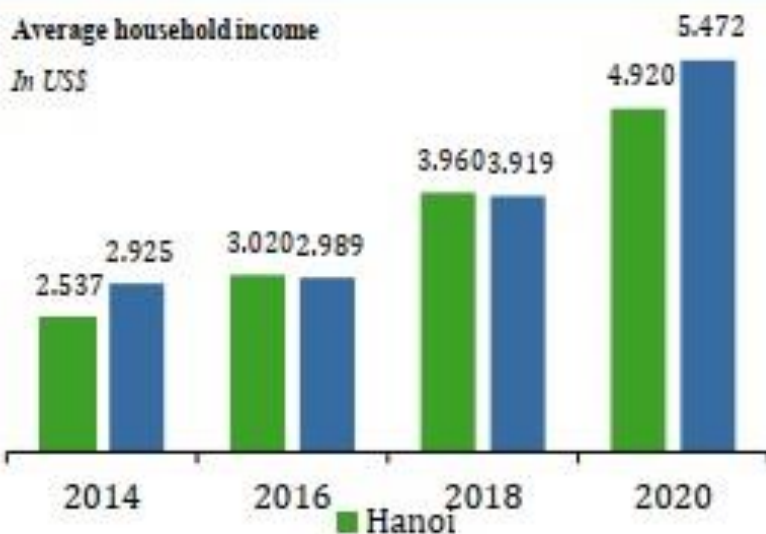
...driving the growth of middle-class...



...due to the increasing income in key urban area

Average household income

In US\$

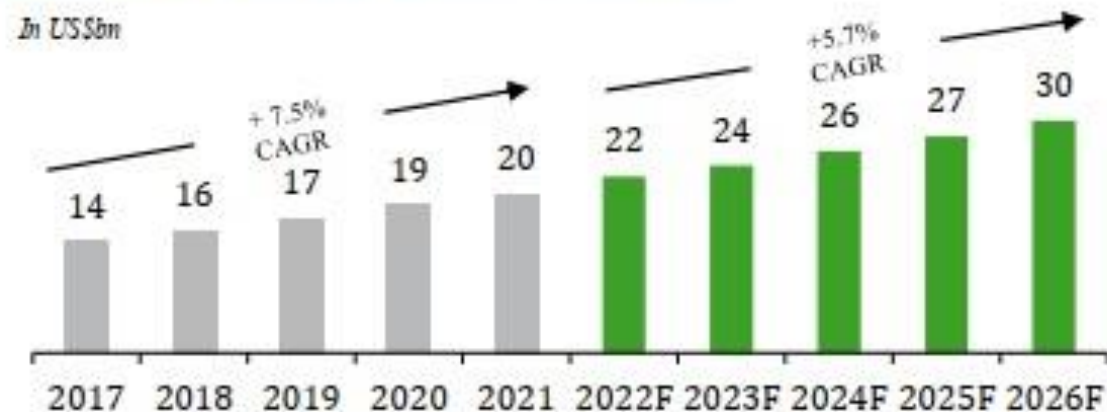


As the overall population continues to grow, there is a huge rise in urban areas. This is thus driving the growth of middle-class due to rising income in key urban areas. Due to the rise in household incomes, people can now afford better healthcare services. Therefore, densely populated areas require more healthcare services to accommodate the growing demand.

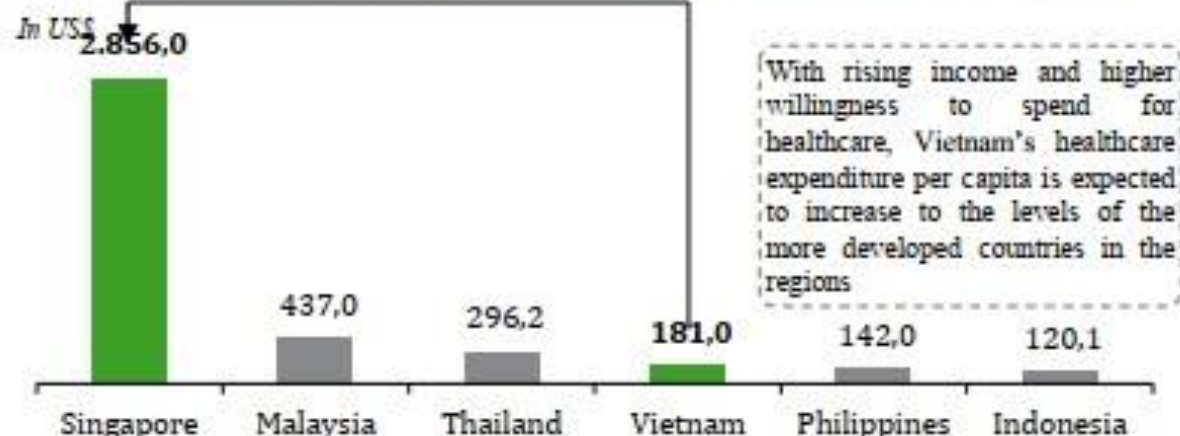
Healthcare market: Industry overview

A rapid stride in the Vietnamese healthcare system thanks to rising spending and income

Healthcare spending is expected to increase...

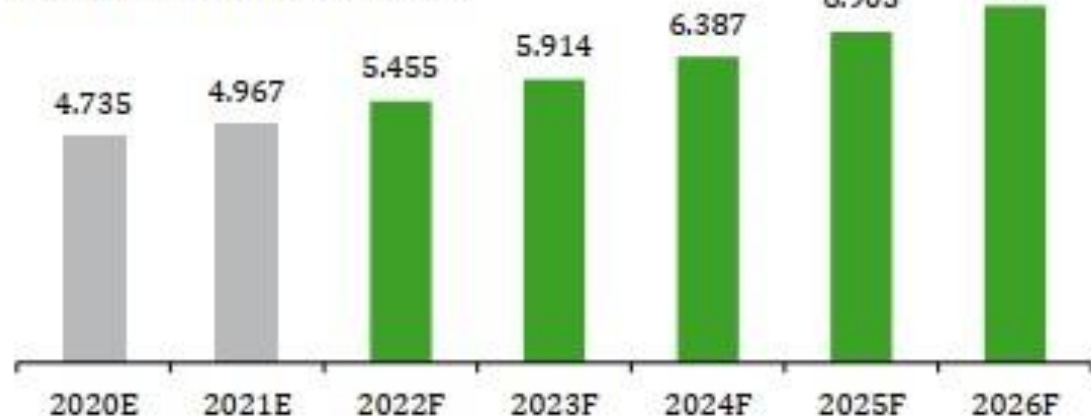


...despite relatively low healthcare expenditure per capita in the region



With long-term rise in the disposable income, there is room for the healthcare market to grow

Vietnamese households' disposable expects a 57,3% CAGR from 2020-2026F



Healthcare market forecast 2018-2026F

In US\$bn



Healthcare market: Industry overview

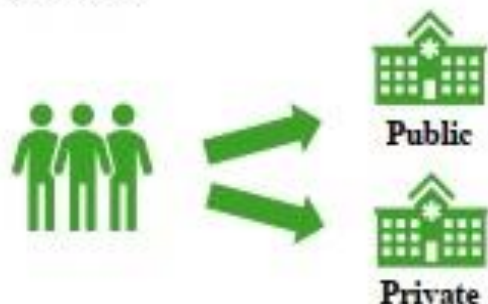
Important healthcare regulations in Vietnam that enabled the rise in private hospitals

Loosening of the regulations for private hospitals opens opportunities for private hospitals to grow

2014

Health Insurance Law 2014

Public health insurance can be used in all hospitals, including private hospitals graded at the same level as public hospitals (district, provincial, national). In other words, patients could admit to private hospitals, with equal benefit and claim amounts from the health insurance program. Especially, if patients are admitted to any district-level hospitals, patients could have 100% of hospital fees fully covered by the national insurance fund.



2015

Decree 16/2015/ND-CP

The government will slowly phase out financial support for public hospitals, and let the hospitals gain full control of their budget planning.



2018

Circular 39/2018/TT-BYT

The circular regulates the minimum requirements to open hospital and provide services, such as: minimum gross floor area/bed, minimum healthcare workers/bed, minimum number of beds in hospitals, etc. This also tightens the standard in treating patients for all hospitals, including the maximum number of surgeries done per day, maximum number of beds operated/total registered number of beds. This is regulated under standards TCVN 9212:2012, TCVN 9213:2012, TCVN 4470:2012.

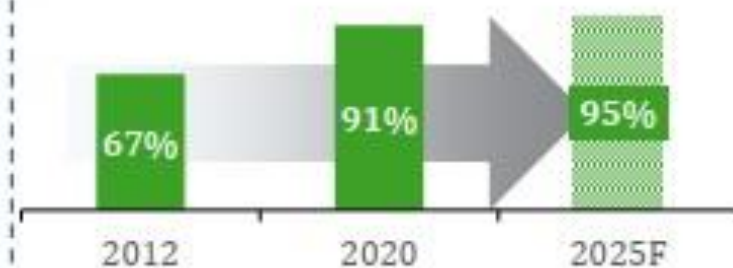


Healthcare market overview

Hospitals are integral part of the healthcare system

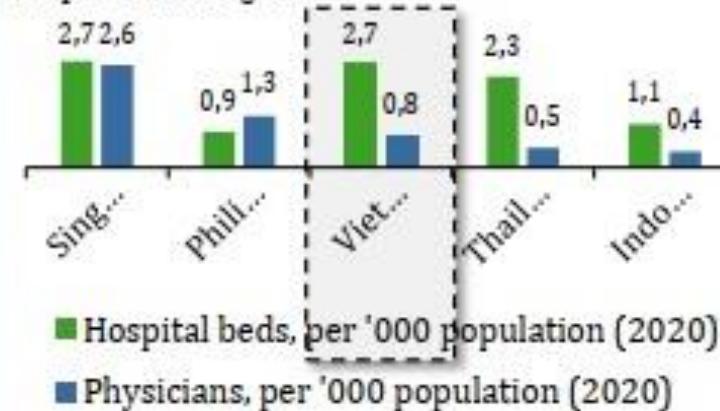
With the rising healthcare insurance coverage...

Increasing demand for treatment and patient visits



...current healthcare system is inadequate...

The lack of beds and physicians to treat patients compared to the region



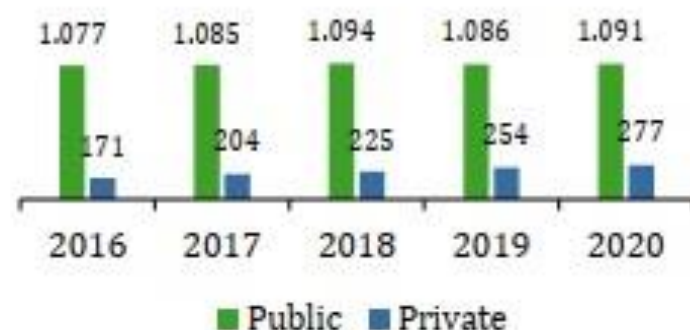
...to meet surging number of patients

Many people needing treatments

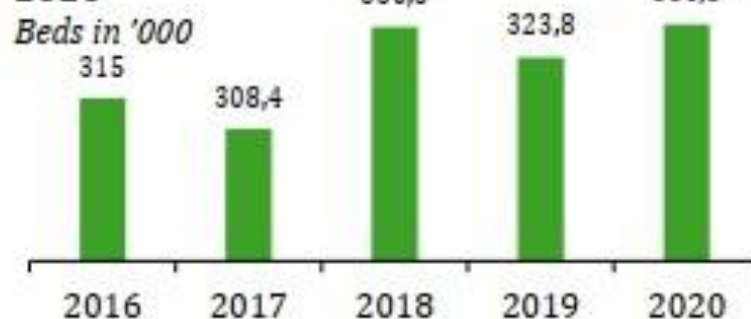


The lack of hospitals gives an opportunity to build a stronger foundation for a better healthcare system

Number of hospitals 2016-2020



Number of Hospital Beds 2016-2020



The current system still requires lots of work to meet the growing demand for quality healthcare services. In the last five years, there is a rising number of private hospitals that were opened to fulfill the demand. However, the healthcare system still lacks the capacity in hospital beds to meet the surge in patients.

Healthcare market overview

Successful private hospital operators typically excel at many of the following aspects



Hospital is in areas where there is low competition



With State benefit, private hospital is exempt from land tax and taxes



Hospital targets customer base in urban and industrial areas



Design of the hospital is able to maximize the number of hospital beds



Salary level for doctors in private hospitals is relatively higher than that of public hospitals

Technical World Group Corporation (TWG)

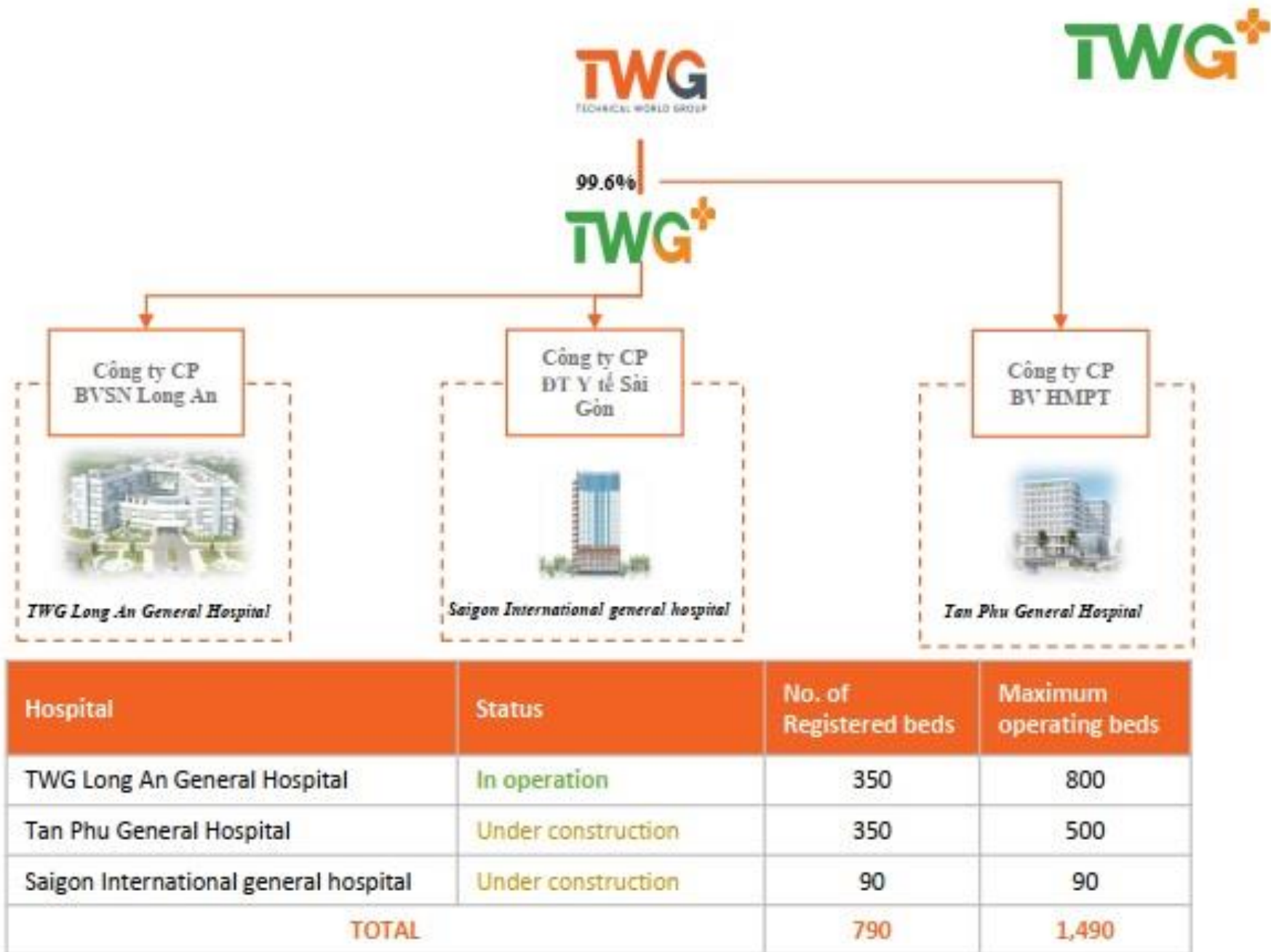


Multi-industry group



TWG Healthcare Structure

- TWG Healthcare invests and manages hospitals via business units (BUs) as subsidiaries to ensure a centralized management standards and highest healthcare quality for the whole system
- Depending on the development strategy, projects can be operated by TWG Healthcare or transferred to other investors.





Established in 2019 with the goal of developing a chain of hospitals in the key economic areas of Southern Vietnam regions.



TWG Healthcare operating model





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TWG LONG AN HOSPITAL

Tan An City, Long An Province

Area of land plot: **52,232 m²**

Gross floor area: **65,714 m²**

Capacity: **500 beds** (extendable to **800 beds**)

Operating since July 2020

Long An TWG General Hospital

Located on the Gateway to Mekong Delta

General information



TWG investment: over USD 21.3 million

Floor plan: 1 basement, 7 stories (39.3m tall)

Location: Tan An City, Long An Province

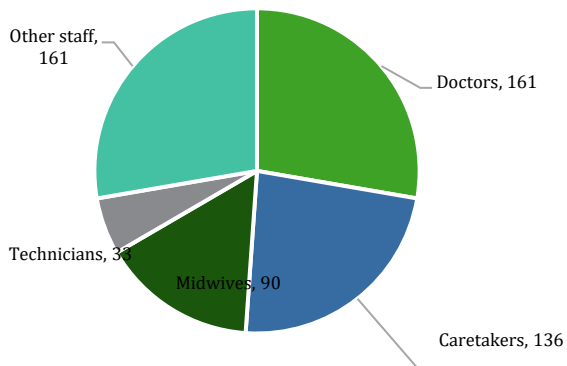
Area of land plot: 52,232 m²

Gross floor area: 65,714 m²

Capacity: 500 beds (extendable to 800 beds)

Operating since July 2020

Staff structure



Key advantages of Long An TWG General Hospital (LAH)

- 1. Human resources:** Reputable staff from state-owned Long An General Hospital (Obstetrics & Pediatrics departments). Signed technical cooperation and infrastructure provision with leading hospitals in Obstetrics & Pediatrics: Tu Du Hospital, Hung Vuong Hospital, Children's Hospital 1, Children's Hospital 2
Source of patients: inherited patients from Obstetrics & Pediatrics departments of Long An General Hospital
- 2. Gateway to Mekong Delta:** convenient transportation between HCMC and Southwestern provinces.
- 3. Flagship regional specialized hospital:** providing infrastructure provision of obstetrics & pediatrics in Long An province
Licensed to perform general healthcare services
- 4. Hospital management procedures based on international standards to enhance efficiency:** consulted on design of the hospital, management and operation from the very beginning by AP-HP International.

Long An TWG General Hospital

Highly experienced team of doctors working at LAH

Doctors committed to provide best healthcare services to patients at LAH

Advisory board



Dr. Vo Thi De, PhD | Director of Professions

- People's Physician of Vietnam
- 20 years of experience in medical and hospital management
- Chair of Long An Medical Association, Member of Vietnam Medical Association and Vietnam Heart Society



Dr. NGUYEN XUAN TRUONG

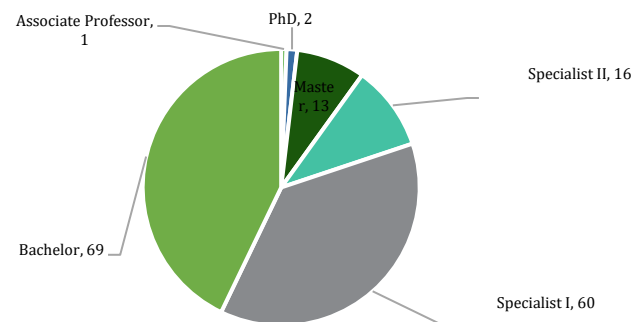
- Merit Physician,
- Former Director of the Office of Ministry of Health
- Director of Hoe Nhai General Hospital



Dr. NGUYEN QUOC BINH

- Director of HCMC Biotechnology Center
- One of the leading Vietnamese professionals in researching flora genetics transplantation at University of Laval, Québec, Canada

Academic qualification of TWG doctors



Notable doctors at TWG LAH with years of experience



Dr. Sp.II. Van Phung Thong – Hospital director

- 30 years of experience in Ob-Gyn Department of Tu Du Hospital.



Dr. Spc. II Nguyen Thi Thuy Linh – 20+ years of experience in Ob-Gyn



Dr. Truong Dinh Khai, PhD – 30+ years of experience in Pediatric oncology



Dr. Spc. I Nguyen Phuong Lan – 20+ years of experience in Ob-Gyn



Dr. Hoang Thi Diem Thuy, PhD – 30+ years of experience in Pediatrics



Dr. Spc. II Nguyen Minh Tien – 30+ years of experience in Pediatrics



Dr. Tong Kim Long, MD – 30+ years of experience in Ob-Gyn



Dr. Spc. I Do Thi Thuy Hang – 10+ years of experience in Pediatrics



Dr. Spc. I Vo Doan Duc – 10 years of experience in Otolaryngology



Dr. Luong Kim Chi – 30+ years of experience in Pediatrics



Dr. Spc. I Dao Nguyen Thai Phuong Binh – 10+ years of experience in Pediatrics



Dr. Spc. II Pham Tuong Linh – 30+ years of experience in Anesthesiology

Long An TWG General Hospital

Well-equipped facilities to treat patients

TWG Healthcare has invested in the best equipment to provide the best healthcare service in Long An province

Laboratory system:



Long An Hospital invested in an **ISO Standards 15189:2012 Laboratory** with **5 qualified fields: Hematology, Biochemistry, Immunity, Microbiology, and Molecular biology.**

Infection control system:



The system is designed based on One-way Principle with strict routing and applied Centralized equipment processing management model. It is equipped with a ventilation system qualified of Class-8 clean room standards, extremely mitigating infection risks.

Diagnostic Imaging & Functional Exploration system:



Doppler ultrasonic scanner



4D Colored ultrasonic scanner (Volusion E10)



1.5T MRI scanner



128-layer CT scanner



Celling-mounted digital X-ray



Mobile digital X-ray

Long An TWG General Hospital

Projects are situated in densely-populated zones and ready to welcome patients from neighboring areas



Route to HCMC – 50 km ~ 1 hour 15 minute
Route to Western provinces

Long An Obstetrics and Pediatrics Hospital

Long An Hospital is located at Tan An city with 2018 population of 215,250 in Long An province. It is reachable from HCMC via National Route No. 1 or HCMC – Trung Luong highway in less than 1 hour. Situated in the gateway to Western provinces, the hospital is also able to welcome patients from Tien Giang, Dong Thap, Tay Ninh,...

Mekong Delta	17,283	423
Long An	1,695	377
Tien Giang	1,766	704
Ben Tre	1,289	538
Tra Vinh	1,009	428
Vinh Long	1,023	670
Dong Thap	1,599	472
An Giang	1,907	539
Kien Giang	1,724	272
Can Tho	1,236	859
Hau Giang	732	451
Soc Trang	1,200	362
Bac Lieu	908	340
Ca Mau	1,194	229

Long An TWG General Hospital





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TAN PHU GENERAL HOSPITAL

Le Trong Tan – CN13 Streets, Tan Phu District, Ho Chi Minh City

Area of land plot: **5,185 m²**

Gross floor area: **25,066 m²**

Floor plan: **1 basement, 10 storeys (43,05m height)**

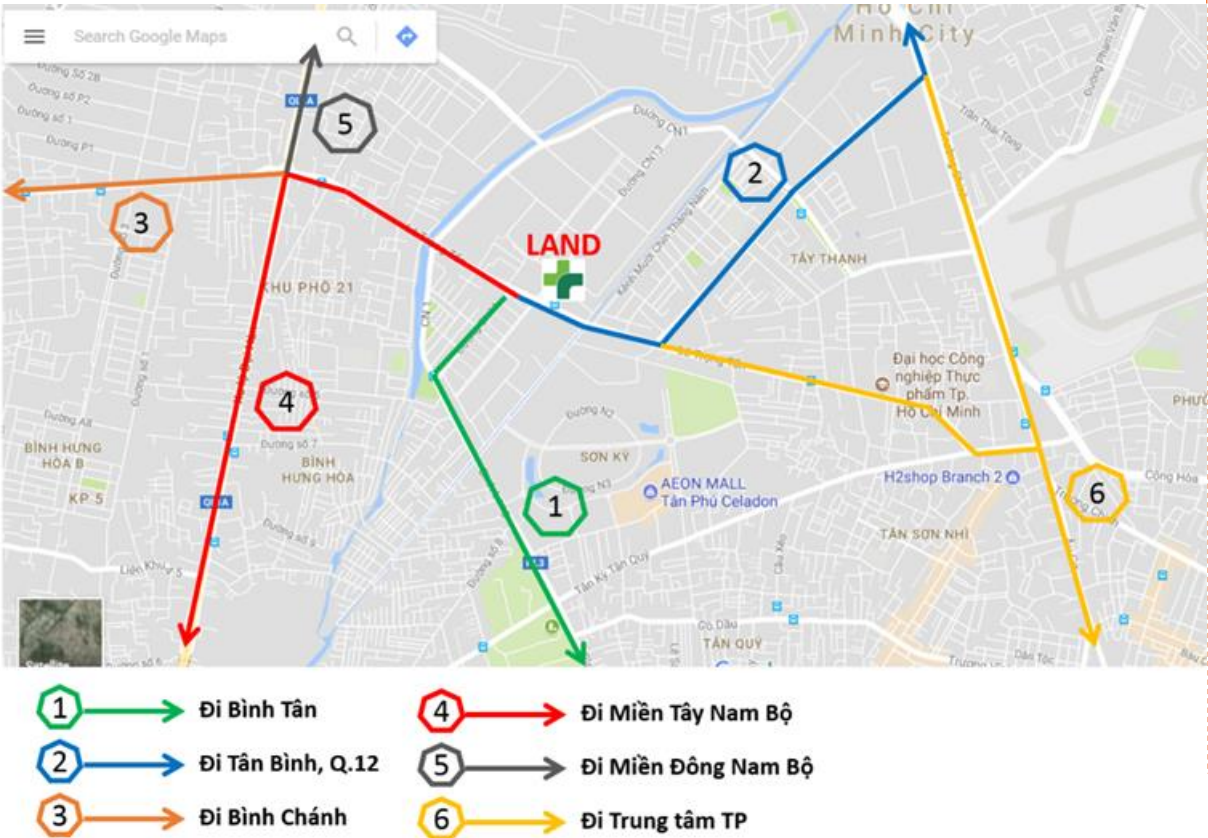
Capacity: **350 beds** (extendable to **490 beds**)

On Constructing (basement)

Tan Phu General Hospital

Project Overview

Tan Phu General Hospital project was developed on an 5.185-sqm area at Le Trong Tan Street, adjacent to Tan Binh Industrial Park. The project has a favorable geographical position right at the intersection of Le Trong Tan - CN13 streets in Tan Phu district, less than 1km from the intersection of National Highway 1A - Le Trong Tan, from here people can easily move to the western provinces or towards the Southeast provinces via National Highway 1A



	Tân Phú	Tân Bình	Quận 12	Bình Chánh	Hóc Môn	TP.HCM
Population 2018	478.288	468.469	602.052	691.717	531.212	8.987.150
Number of beds	377	1.520	219	1.388	562	38.465
Number of beds per 10,000 people	7,9	32,4	3,6	20,1	10,6	42,8

The number of hospital beds per 10,000 people in Tan Phu District and surrounding areas is generally relatively low compared to the average of HCMC. This means that the majority of hospital beds are in the central areas of Ho Chi Minh City. Therefore, the construction of an additional hospital in Tan Phu District area with a scale of 350 beds (extendable to 500 beds) will help Tan Phu District and surrounding areas to relieve the lack of hospital beds for residents.



Tan Phu General Hospital

Project Overview

Current status



At present time (August 2022), the underground part of the project has been completed

Tan Phu General Hospital

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Tan Phu General Hospital

Project Overview

Current status



At present time (August 2022), the underground part of the project has been completed

Project overview

TAN PHU GENERAL HOSPITAL



General information

- Holding Company: Hoan My Western Joint Stock Company
- Owner's equity: USD 13 million
- Operating life: 50 years
- Floor plan: 1 basement, 10 storeys (43.05m height)
- Area of land plot: 5,185 sqm
- Gross floor area (GFA): 25,066 sqm
- Operational capacity: 350 beds (*expandable to 490 beds*)
- Status: *Construction in progress. Basement finished.*

Legal ground

- Decision on Investment plan approval.
- Investment license.
- Hospital construction permit.

Construction schedule

04/2020

Construction
permit

01/2024

Construction
completion

03/2024

Start of
operation

KEY ADVANTAGES

1

Strategic location: Tan Phu district is located in the western of HCMC, adjacent to Tan Binh, Binh Tan, District 6, 11 and 12. Total population of 2018 is 464,493 people.

The Hospital is situated in the crowded region of Tan Phu street, close to Celadon City residence, Aeonmall, National Route No. 1A with easy access to HCMC and Western provinces.

3

Inheriting operating experience and medical staff from other hospitals in the Healthcare Holding system and from overseas partners of the Group.

2

Transparent legal records: It's *the last Hospital Project in the city* to acquire Investment license and Construction permit from the People's Committee of HCMC.

4

High-capacity hospital of 350 beds (*expandable to 490 beds*), alleviating overcapacity at central hospitals, aiming to become a reputable healthcare destination for people in HCMC's western and neighboring areas.



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THANK YOU