



Sunway Healthcare

Analyst Presentation Q2 2026

Q2 2026 highlights

Q2 revenue reached a new quarterly high as strong patient volumes and higher bed occupancy drove operating leverage

Number of licensed beds

1,855
+12.6% YoY

Revenue

RM673m
+29.8% YoY

EBITDA¹

RM159m
+42.7% YoY

Normalised EBITDA^{1,2}

RM161m
+43.8% YoY

Normalised EBITDA margin²

24.0%
+2.4 ppts YoY

1 Record revenue and stronger earnings conversion

- **Q2 2026 revenue increased 29.8% YoY and 14.6% QoQ to RM673m**, supported by stronger patient volumes, expanded licensed bed capacity (+12.6% YoY) and higher bed occupancy of **72.8%**.
- **EBITDA grew 42.7% YoY to RM159m**, while **normalised EBITDA rose 43.8% YoY to RM161m**, outpacing revenue growth as operating leverage improved across the hospital network. Normalised EBITDA margin expanded to **24.0%** (+2.4ppts YoY).

2 Leadership depth and growth-hospital momentum

- **Leadership bench strengthened:** Dr Seow Vei Ken elevated as Group Chief Medical Director to oversee clinical leadership and medical excellence across SHH's network. Erica Lam appointed CEO of SMC Sunway City, bringing solid hospital operational experience and management acumen to enable the next chapter of growth.
- **SMC Damansara and SMC Ipoh combined EBITDA grew >2x to RM9.4 million** from RM3.9 million in Q1, with their combined margin expanding to **12.2% from 6.2%**, demonstrating stronger sequential ramp-up momentum.

3 Capacity activation and greenfield execution

- The Group continued to expand its operating beds, **adding 50 licensed beds in Q2 2026** at SMC Velocity (+45) and SMC Sunway City (+5). **Additional 217 beds are available** for licensing, bringing latest **total capacity to 2,072 beds** as at 30 June 2026.
- Greenfield execution is progressing, including the preparatory work for SMC Iskandar Puteri and SMC Seremban Sentral.

Financials at a glance

Higher bed occupancy and revenue intensity drove record quarterly revenue and stronger earnings conversion

Summary income statement (RM million)

	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	% change (Q2FY26 vs Q2FY25)
Revenue	474	519	593	615	587	673	▲ 29.8%
Less: Cost of sales	(153)	(173)	(192)	(204)	(198)	(227)	▲ 31.8%
Less: OPEX	(240)	(249)	(277)	(265)	(297)	(302)	▲ 21.1%
Add: Other income and losses ¹	13	14	16	19	20	15	▲ 3.9%
Reported EBITDA	94	111	140	165	112	159	▲ 42.7%
Less: Depreciation and amortisation	(42)	(48)	(51)	(60)	(56)	(59)	▲ 24.0%
Less: Net finance costs ²	(5)	(7)	(11)	(12)	(12)	(6)	▲ 14.7%
Less: Income tax expense	(8)	(15)	(19)	20	(11)	(15)	▲ 2.4%
Reported Profit after Tax	39	41	60	112	33	78	▲ 88.8%
Normalised EBITDA	93	112	143	164	122	161	▲ 43.8%

Revenue: Record quarter underpinned by higher BOR

- Q2 2025-26 YoY growth: **+29.8%**
- Higher average operating bed count, supported by stronger inpatient bed occupancy (72.8%) and revenue intensity

Reported EBITDA: Operating leverage strengthened

- Q2 2025-2026 YoY growth: **+42.7%**
- Uplift led by stronger contributions from SMC Sunway City (+RM19m), as well as SMC Damansara and SMC Ipoh (+RM25m)

Reported PAT: Nearly doubled despite higher depreciation

- Q2 2025-26 YoY growth: **+88.8%**
- Higher depreciation arising from the expanded asset while income tax expense remained broadly stable YoY.

Notes: Normalised EBITDA is adjusted by IPO-related expenses and other non-recurring costs.

1. Includes Other income and Net impairment losses on financial assets; 2. Includes Finance and other distribution income and Finance Costs

Q2 2026 operational performance update

Patient census growth outpaced capacity additions, supported by higher utilisation and revenue intensity

Further uplift in bed count



**Number of
licensed
beds**

Q2 2026: **1,855**
Q2 2025: 1,647

+12.6% YoY (+208 licensed beds), of which:

- SMC Kuala Lumpur: 43
- SMC Velocity: 63
- SMC Penang: 20
- SMC Damansara: 54
- SMC Ipoh (commenced Apr 2025): 28



**Bed
occupancy
rate¹**

Q2 2026: **72.8%**
Q2 2025: 67.4%

+5.4 ppts YoY:

- Patient census growth outpaced the increase in licensed beds, supporting the improvement in occupancy
- Bed occupancy rate excluding the SMC Ipoh: 75.1%

Robust growth in patient census is outpacing the growth in revenue intensity



**Number of
inpatient
admissions**

Q2 2026: **32,599**
Q2 2025: 27,390

+19.0% YoY



**Average
revenue per
inpatient
(RM)**

Q2 2026: **12,515**
Q2 2025: 11,587

+8.0% YoY



**Number of
outpatients**

Q2 2026: **430,482**
Q2 2025: 364,678

+18.0% YoY



**Average
revenue per
outpatient
(RM)**

Q2 2026: **345**
Q2 2025: 315

+9.6% YoY



**Number of
daycare
patients**

Q2 2026: **17,298**
Q2 2025: 13,712

+26.2% YoY



**Average
revenue per
daycare
patient (RM)**

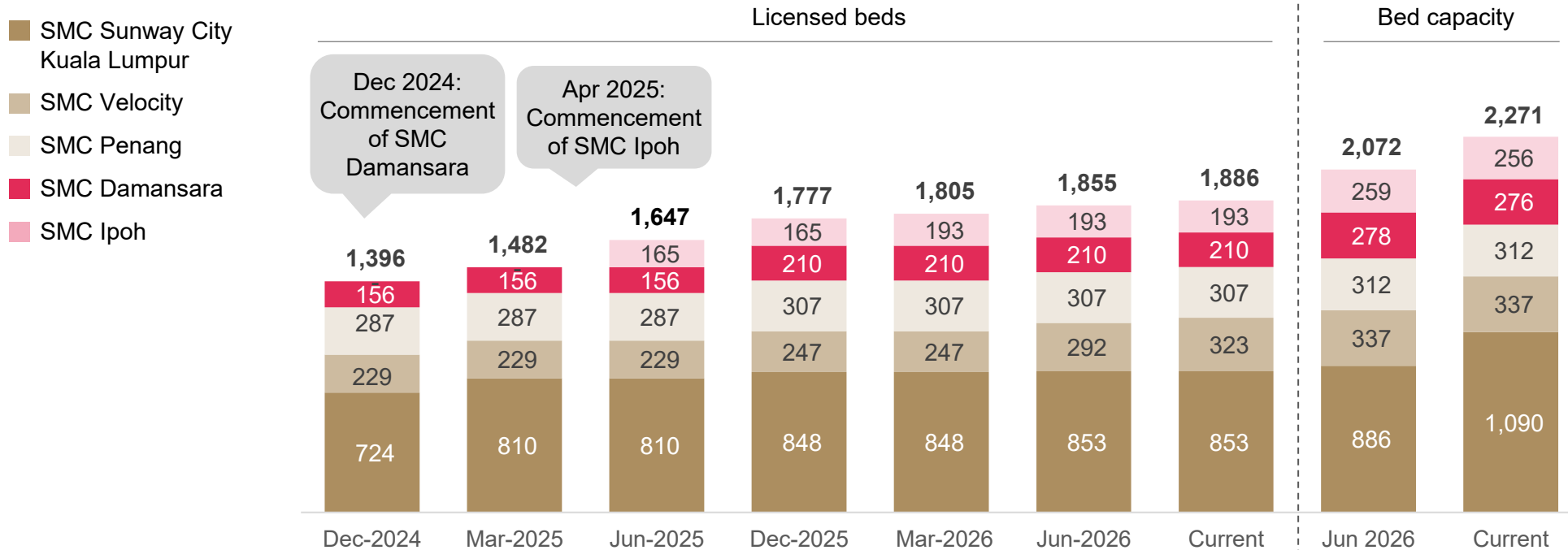
Q2 2026: **6,081**
Q2 2025: 5,823

+4.4% YoY

Evolution of bed count

109 licensed beds were added in 8M2026. Additional 385 beds available for licensing

Bed contribution by facility (no. of beds)



- Total 1,855 licensed beds as of June 2026 (+12.6% YoY)
- 109 licensed beds added in normal wards at SMC Velocity, SMC Ipoh and SMC Sunway City in 8M2026
- Completion of SMC Sunway City, Tower F** in July increased available beds for licensing by **216 beds**, with ~108 expected to be licensed by Q3 2026
- Total beds available for licensing at 385 as of August 2026**, mostly at SMC Sunway City Kuala Lumpur, SMC Damansara, SMC Ipoh and SMC Velocity

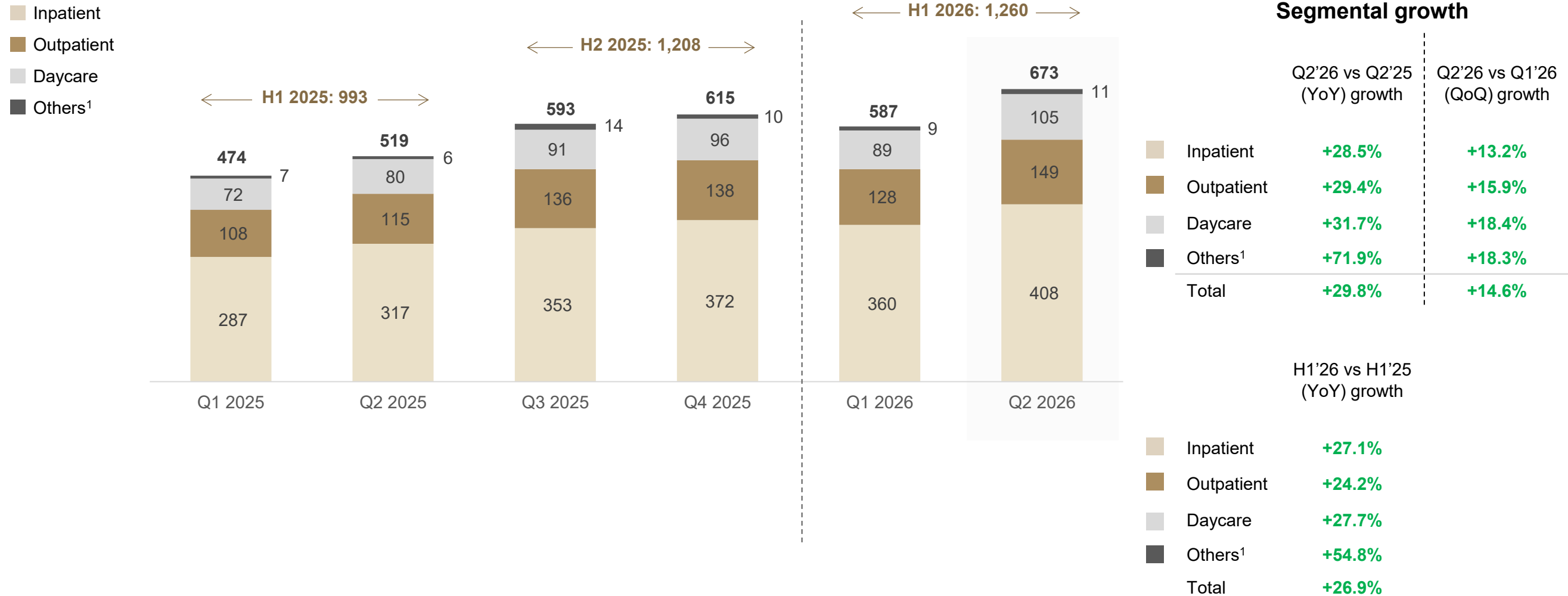
Growth in number of beds

SMC Sunway City	+86	-	+38	-	+5	-	+33	+237
SMC Velocity	-	-	+18	-	+45	+31	+45	+14
SMC Penang	-	+15	+5	-	-	-	+5	+5
SMC Damansara	-	-	+54	-	-	-	+68	+66
SMC Ipoh	-	+165	-	+28	-	-	+66	+63
Total increase in # of beds	+86	+180	+115	+28	+50	+31	+217	+385

Revenue

Q2 2026 revenue increased 29.8% YoY and 14.6% QoQ to RM673 million, reflecting strong post Q1-rebound

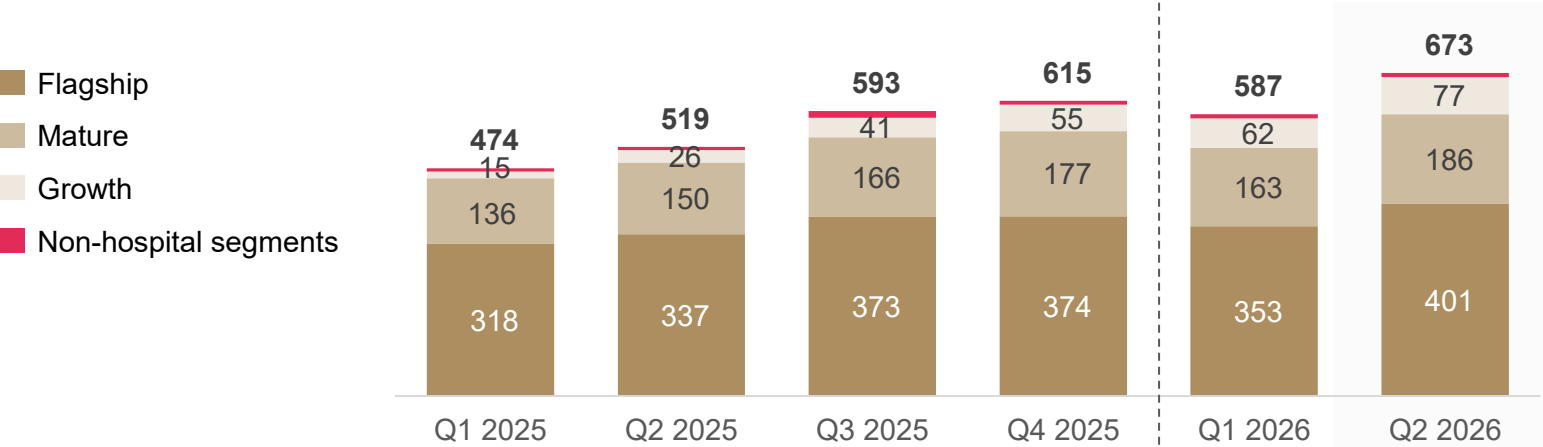
Revenue (RM million)



Revenue contribution by facility

Growth hospitals gained share as revenue intensity improved across the network despite continued capacity expansion

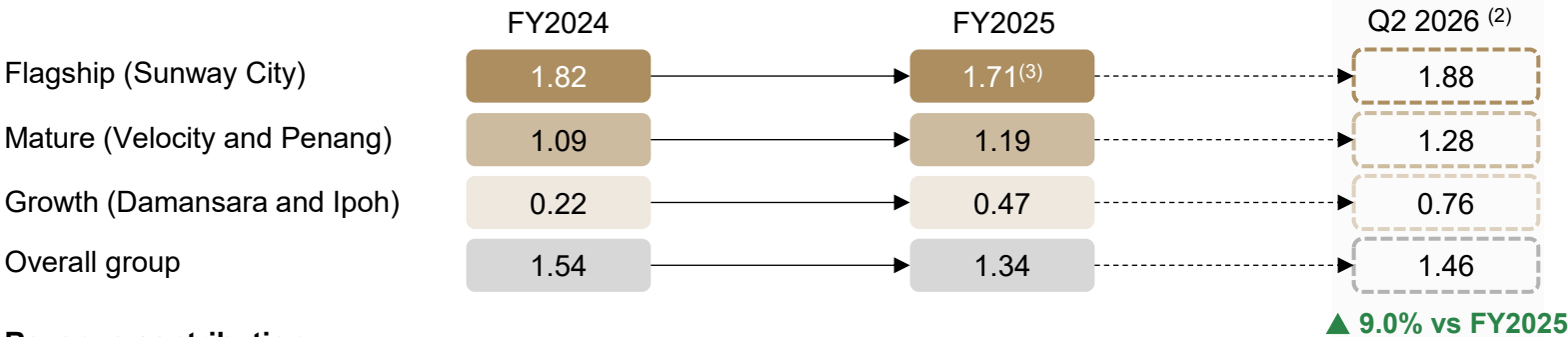
Revenue contribution by facility (RM million)



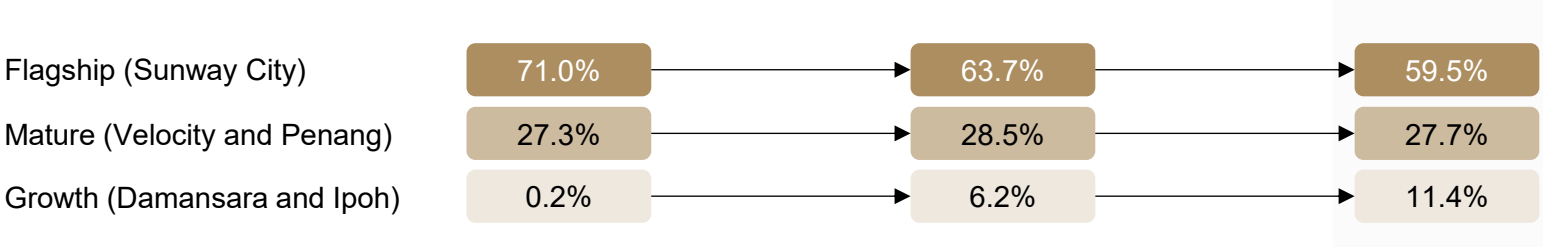
Revenue growth

	Q2 2026 vs Q2 2025 (YoY) growth	Q2 2026 vs Q1 2026 (QoQ) growth	H1 2026 vs H1 2025 (YoY) growth
Flagship	+19.0%	+13.4%	+15.2%
Mature	+24.4%	+14.2%	+22.5%
Growth	+100%+	+24.1%	+100%+
Total	+29.8%	+14.6%	+26.9%

Revenue per licensed bed ⁽¹⁾ (RM million)



Revenue contribution



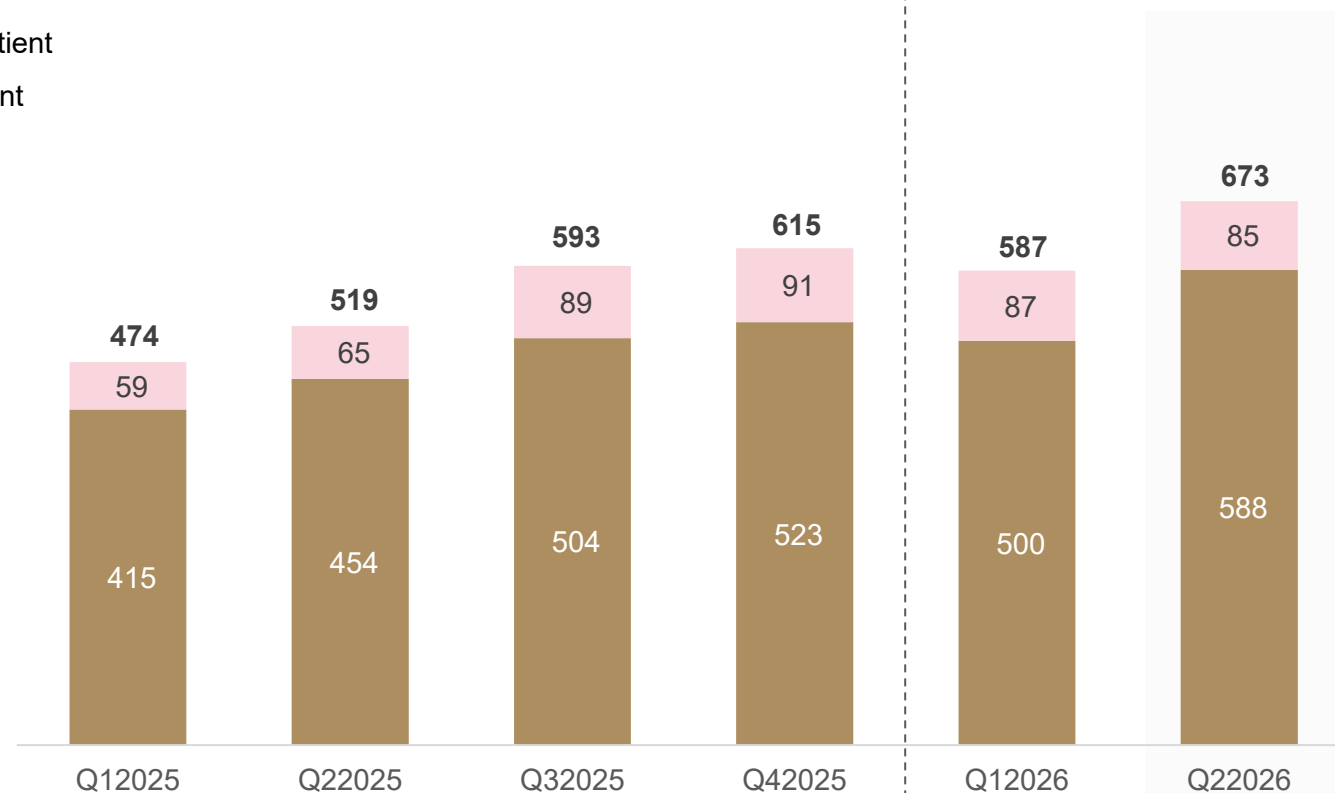
- **Flagship remained the largest revenue contributor**, recording 19.0% YoY and 13.4% QoQ growth
- **Mature hospitals delivered 24.4% YoY growth**, providing a stable revenue base at ~27.7% Group revenue
- **Growth hospitals continued to scale and gain revenue share**, with >100% YoY growth and 24.1% QoQ growth, lifting their combined revenue contribution to **11.4%**.
- **Revenue per licensed bed improved across all hospital groupings**, while Group-level productivity recovered to **RM1.46m (+9.0% vs FY2025)**, despite the increasing weight of newer hospitals that remain earlier in their ramp-up curves.

Foreign patient mix

Foreign patient revenue grew 30.7% YoY, YTD foreign patient mix at 13.6%

Revenue contribution by patient type (RM million)

Foreign patient
Local patient



Contribution mix

	Q12025	Q22025	Q32025	Q42025	Q12026	Q22026
Foreign patient	12.4%	12.5%	15.1%	14.9%	14.8%	12.6%
Local patient	87.6%	87.5%	84.9%	85.1%	85.2%	87.4%

Revenue growth by patient type

	Q2 2026 vs Q2 2025 (YoY) growth	Q2 2026 vs Q1 2026 (QoQ) growth
Foreign patient	+30.7%	-2.0%
Local patient	+29.7%	+17.5%

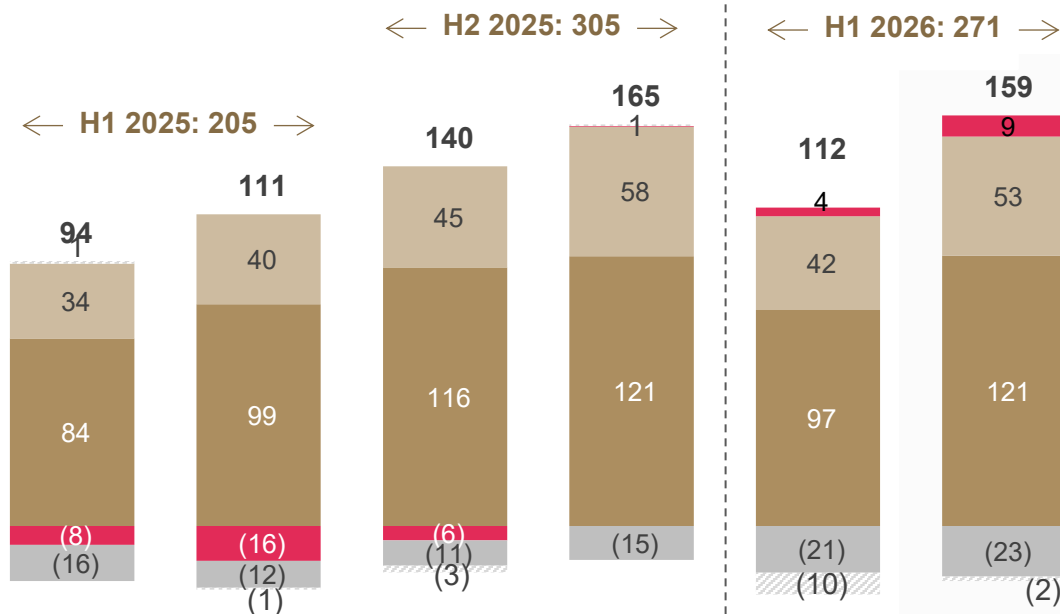
- **Foreign patient revenue remained 30.7% above the prior year**, notwithstanding a 2.0% QoQ moderation, with revenue mix at 12.6%
- **Indonesia, China and Cambodia remained key source markets**, reflecting the Group's established regional referral network and ongoing market development efforts
- **Local patient revenue increased 29.7% YoY and 17.5% QoQ**, more than offsetting the marginal decline in foreign patient revenue.
- Management will continue to broaden source-market exposure, deepen referral and payor partnerships, and strengthen patient acquisition channels to support sustainable medical tourism growth.

EBITDA contribution by facility

Strong H1 margin recovery as higher hospital contributions translated into improved operating leverage

EBITDA contribution by facility (RM million)

- Flagship¹
- Mature
- Growth
- Non-hospital segments and consolidation adjustments
- One-off items



EBITDA growth²

	Q2 2026 vs Q2 2025 (YoY) growth	Q2 2026 vs Q1 2026 (QoQ) growth	H1 2026 vs H1 2025 (YoY) growth
Flagship ¹	+21.9%	+25.1%	+18.8%
Mature	+32.3%	+27.0%	+29.1%
Growth	+100%+	+100%+	+100%+
Normalised EBITDA	+43.8%	+32.4%	+37.9%

EBITDA margins²

	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Flagship (Sunway City)	26.5%	29.5%	31.0%	32.3%	27.4%	30.2%
Mature (Velocity and Penang)	24.7%	26.9%	27.4%	32.7%	25.7%	28.6%
Growth (Damansara and Ipoh)	n.m.	n.m.	n.m.	n.m.	6.2%	12.2%
Normalised EBITDA² (%)	19.6%	21.6%	24.2%	26.7%	20.7%	24.0%
Normalised EBITDA² excl. SMC Damansara and SMC Ipoh (%)	22.1%	25.9%	27.1%	29.3%	22.5%	25.5%

- Flagship EBITDA increased 21.9% YoY to RM121m, while Mature hospitals delivered combined EBITDA growth of 32.3% YoY to RM53m
- Growth hospitals generated combined EBITDA of RM9m, margin strengthened to 12.2% demonstrating stronger operating leverage as volumes scaled
- Q2 normalised EBITDA margin recovered to 24.0%, while H1 margin improved to 22.5% from 20.7% in H1 2025, reflecting stronger operating leverage
- H1 2026 margin recovery supported by ~38% YoY growth in EBITDA contribution, reflecting stronger earnings across the established hospitals and the turnaround of the Growth hospitals.

Drivers of H1 2026 Normalised EBITDA Performance

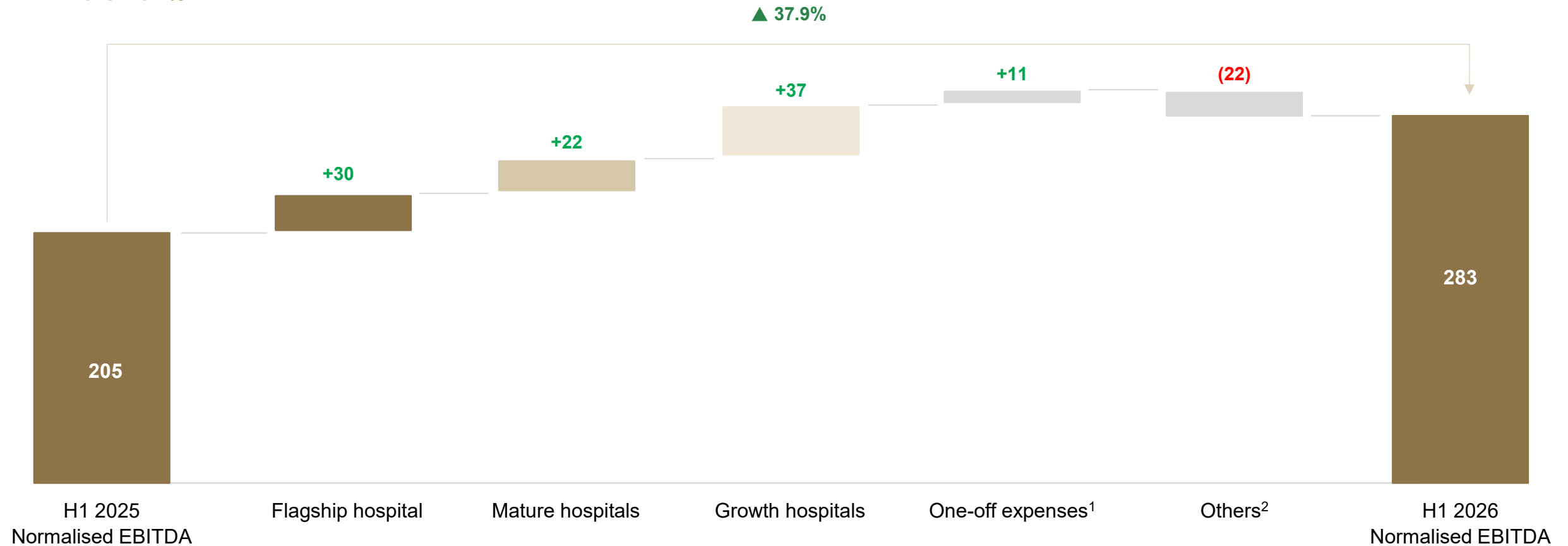
Growth hospitals contributed approximately 47% of the RM78 million increase in H1 normalised EBITDA

H1 2025 to H1 2026 Normalised EBITDA bridge (RM million)

Normalised EBITDA margins

H1 2025: 20.7%

H1 2026: 22.5%

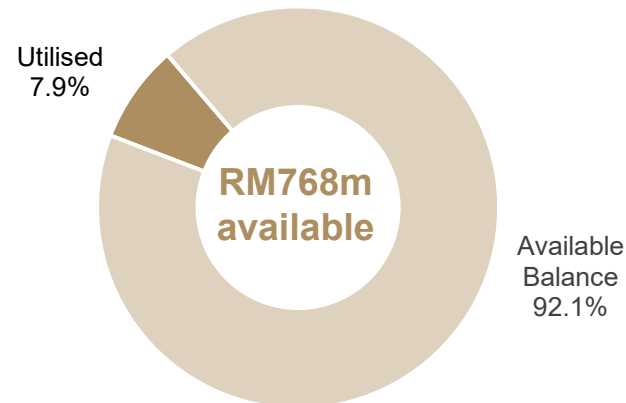


Financial Position and Funding Headroom

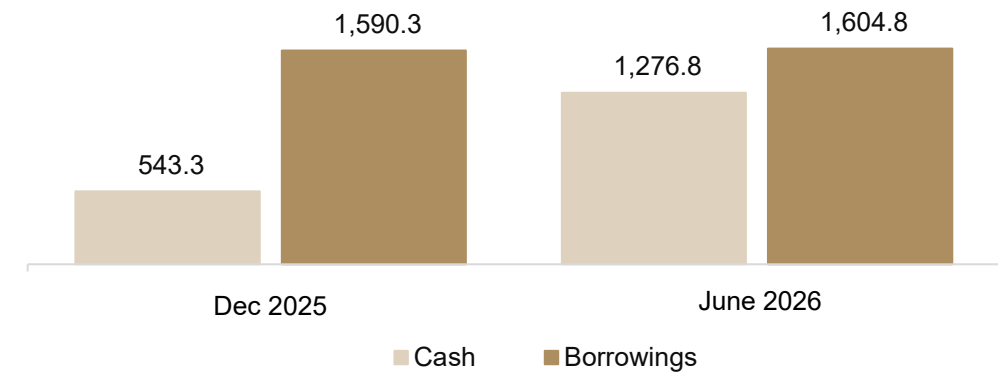
Strong post-IPO liquidity and low leverage provide ample headroom for planned expansion

IPO proceeds deployment (RM million)

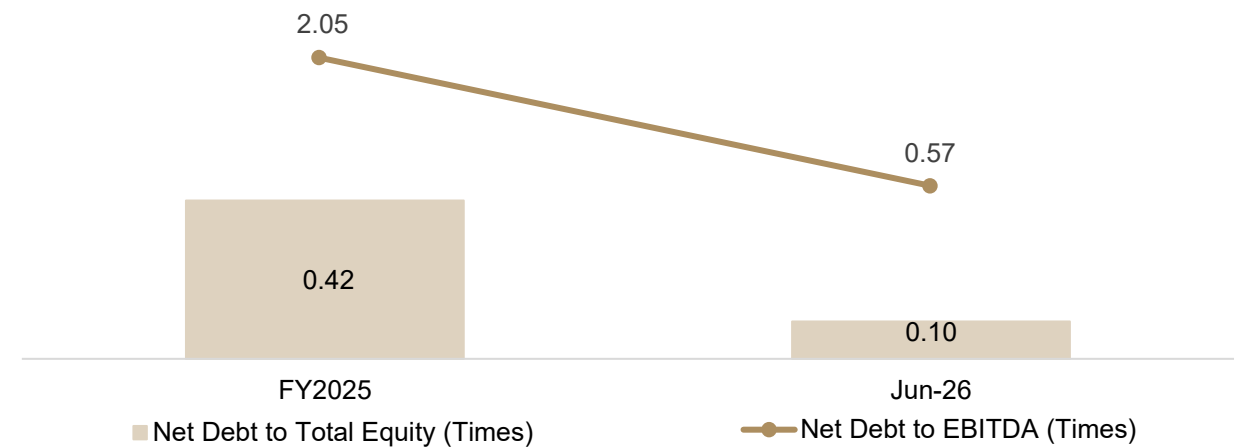
(As at 30 June 2026)	Proposed Utilisation	Actual Utilisation	Balance to be utilised
Capital expenditure for expansion of existing hospitals	554	36	518
Redemption of Sukuk Wakalah	250	-	250
Defray fees and expenses in relation to the IPO and Listing	30	30	-
Total	834	66	768



Liquidity and bank borrowings (RM million)



Leverage metrics



FY2026 Outlook and Prospects



Policy & cost environment

Transition remains manageable with policy engagement and supply buffers

Base MHIT & DRG

Jul–Oct 2026 pilot | Jan 2027 targeted rollout

- Private healthcare demand supported by rising needs and insurance penetration
- MediAsas provides an affordability buffer and supports transition towards sustainable sector pricing
- DRG data collection and payor engagement remain ongoing

Supply Chain Environment

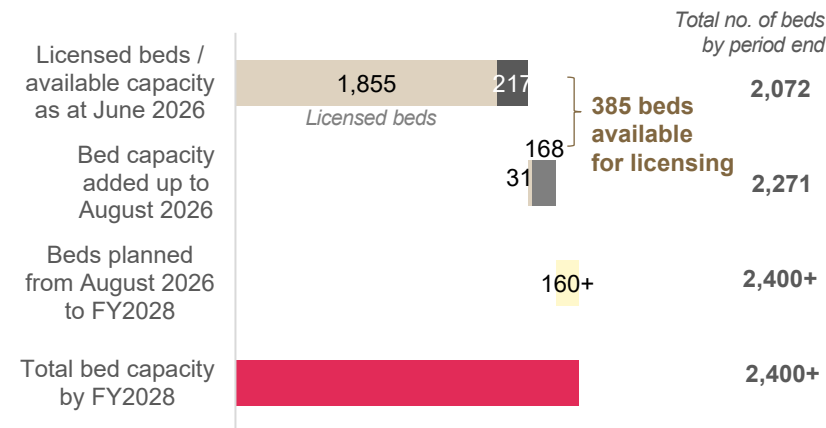
Availability stable; key watchpoints are cost and lead time

- Critical medicine and supply availability remains stable
- Watchpoints: freight costs, longer lead times and selected supplier price revisions
- Diversified sourcing and buffer inventories support continuity



Capacity activation

Existing network provides substantial near-term capacity runway ahead of greenfield expansion



Execution milestones

- Brownfield:
 - SMC Sunway City, Tower F delivered 216 additional beds, with licensing to be phased from Q3 2026
 - SMC Penang and SMC Damansara brownfield plans progressing; preparatory activities underway
- Greenfield: SMC Iskandar Puteri groundbreaking targeted for Q3 2026



Medical tourism

Strategic growth pillar supported by broader source-market access



Key source markets

- Remains a strategic growth pillar, with source-market mix continuing to evolve
- Cambodia gaining importance; China supporting specialised services including IVF
- Weaker IDR and higher airfares continue to weigh on near-term healthcare tourist arrivals
- Broader preferred-provider and payor networks support patient access
- Continued diversification of source markets and referral channels

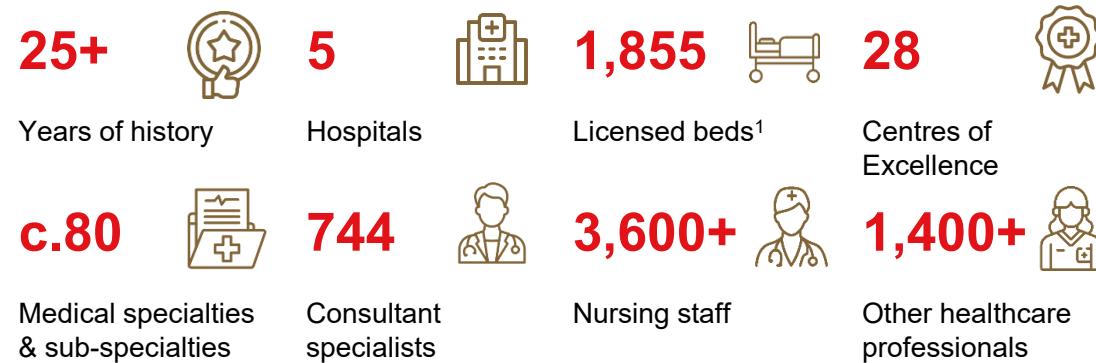


Appendix

Sunway Healthcare at-a-glance

Malaysia's leading integrated healthcare provider offering full continuum of care

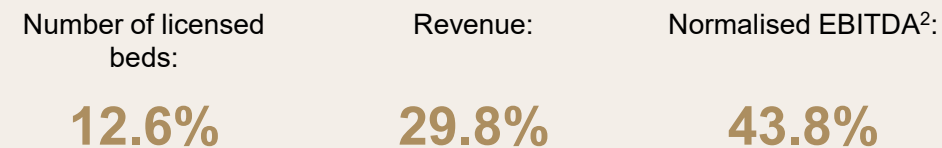
Sunway Healthcare Group ("SHG") today (as of Jun'26)



Portfolio includes the award-winning SMC Sunway City Kuala Lumpur

- **Largest** private hospital in Malaysia based on number of beds
- **First** hospital in Malaysia to obtain three major hospital-wide accreditations
- **Ranked No.1 in Malaysia** in Newsweek's World's Best Smart Hospitals 2026, Asia's Top Private Hospitals in 2026 and World's Best Hospitals 2025

Q2 2026 year-on-year growth



Hospital operations: Bed capacity expansion (2026 – 2032)

	Level of care	Established	Number of licensed beds ¹	Total projected bed capacity ³
SMC Sunway City Kuala Lumpur	Quaternary	1999	853	1,102
SMC Velocity	Tertiary	2019	292	337
SMC Penang	Tertiary	2022	307	417
SMC Damansara	Tertiary	2024	210	328
SMC Ipoh	Tertiary	2025	193	259
SMC Seremban Sentral	Tertiary	Planned 2030	-	277
SMC Iskandar Puteri	Tertiary	Planned 2030 ⁴	-	410
SMC Putrajaya	Tertiary	Planned 2031	-	325
Total			1,855	3,455

Other healthcare service offerings

Ambulatory care centres ("ACCs")

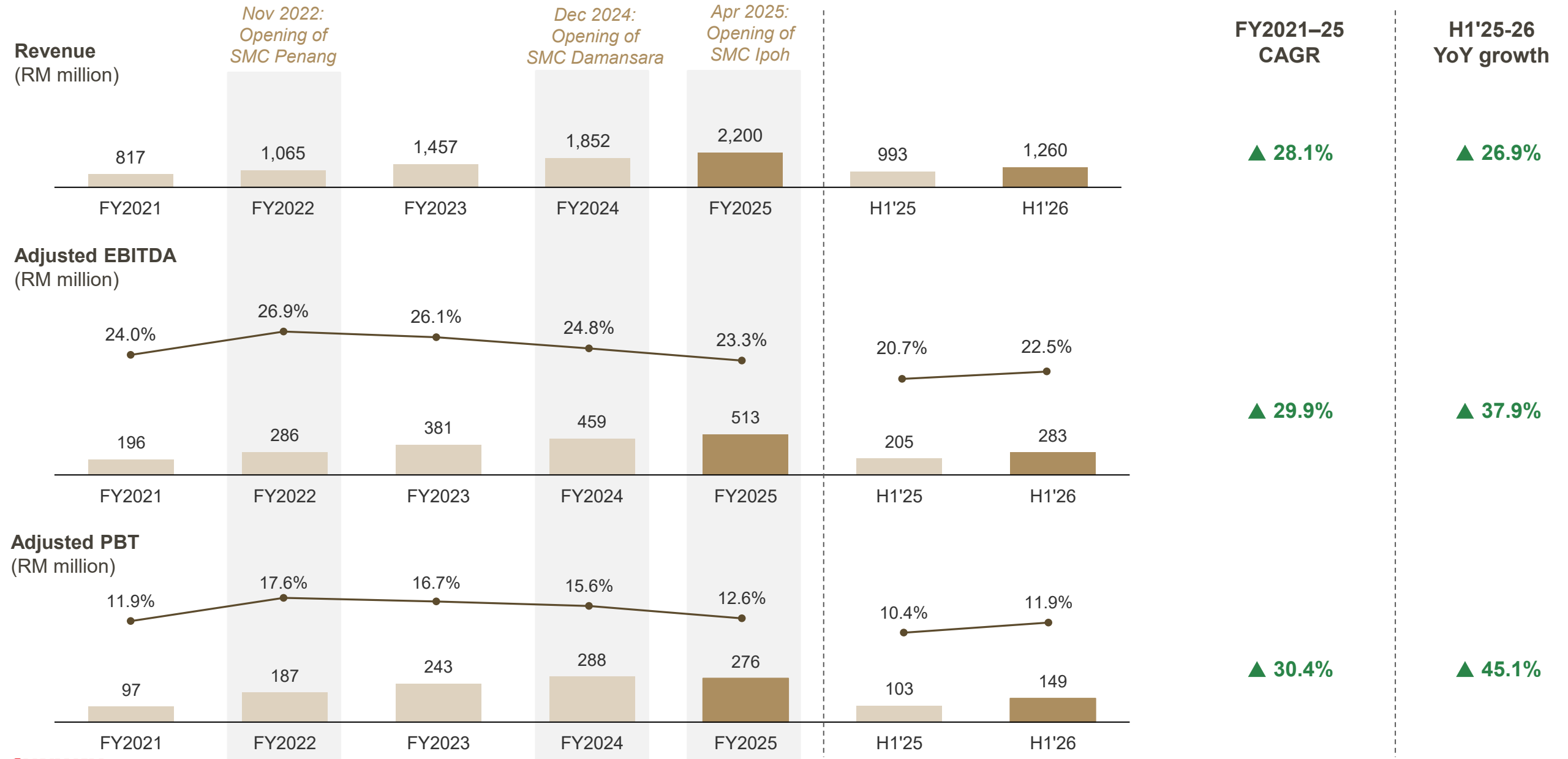


Supportive & complementary centres



Sustained track record of financial growth

Revenue and adjusted EBITDA continued to expand, supported by network growth and operating scale



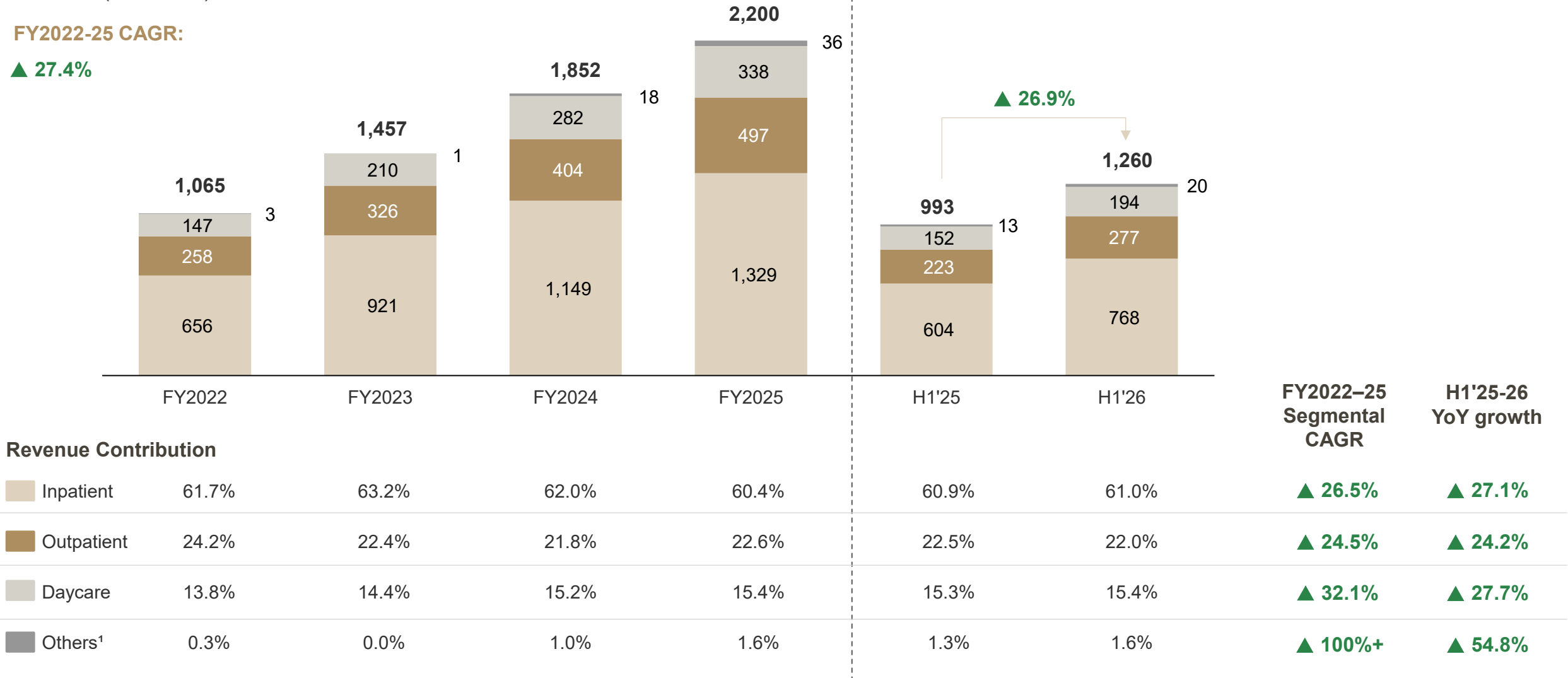
Broad-based revenue growth across all service segments

Inpatient remains the largest contributor, with strong growth across outpatient and daycare services

Revenue (RM million)

FY2022-25 CAGR:

▲ 27.4%



Expanding network and sustained inpatient growth

Capacity additions have supported higher patient volumes, while average revenue per inpatient continues to improve

Total no. of hospitals



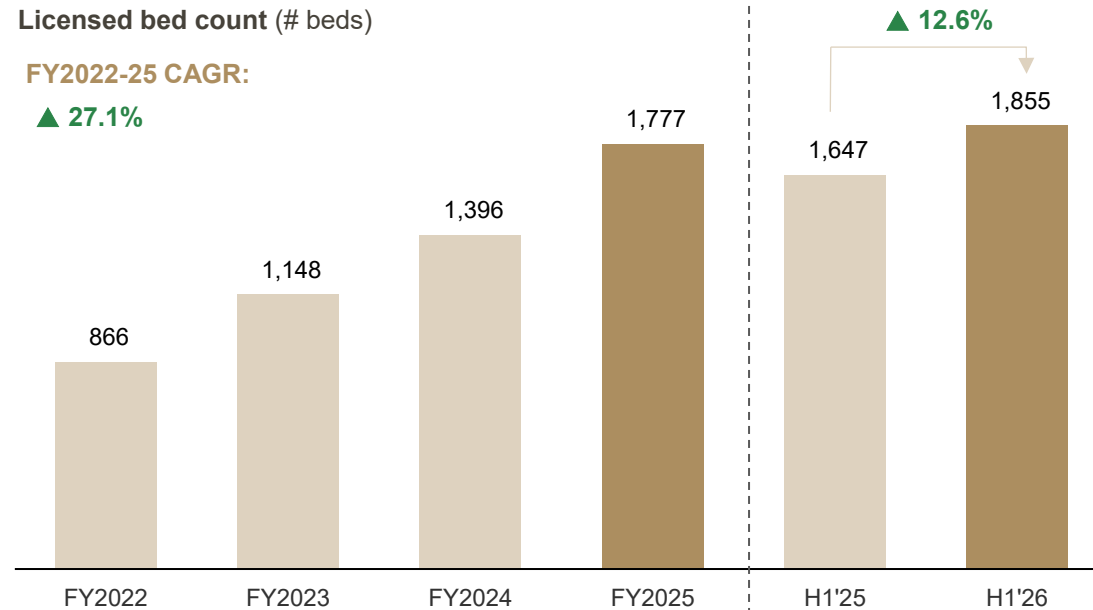
Occupancy rate



Licensed bed count (# beds)

FY2022-25 CAGR:

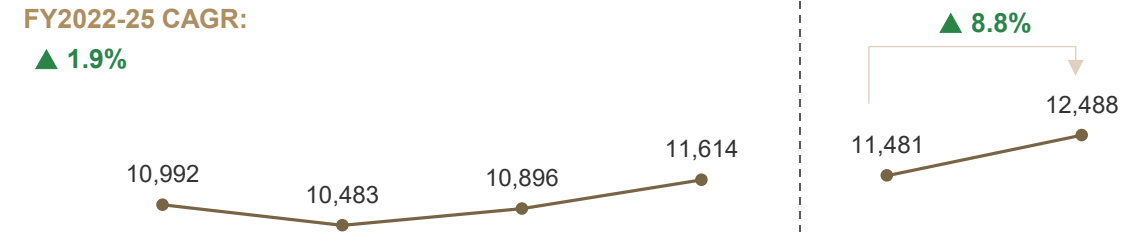
▲ 27.1%



Average revenue per in-patient (RM)

FY2022-25 CAGR:

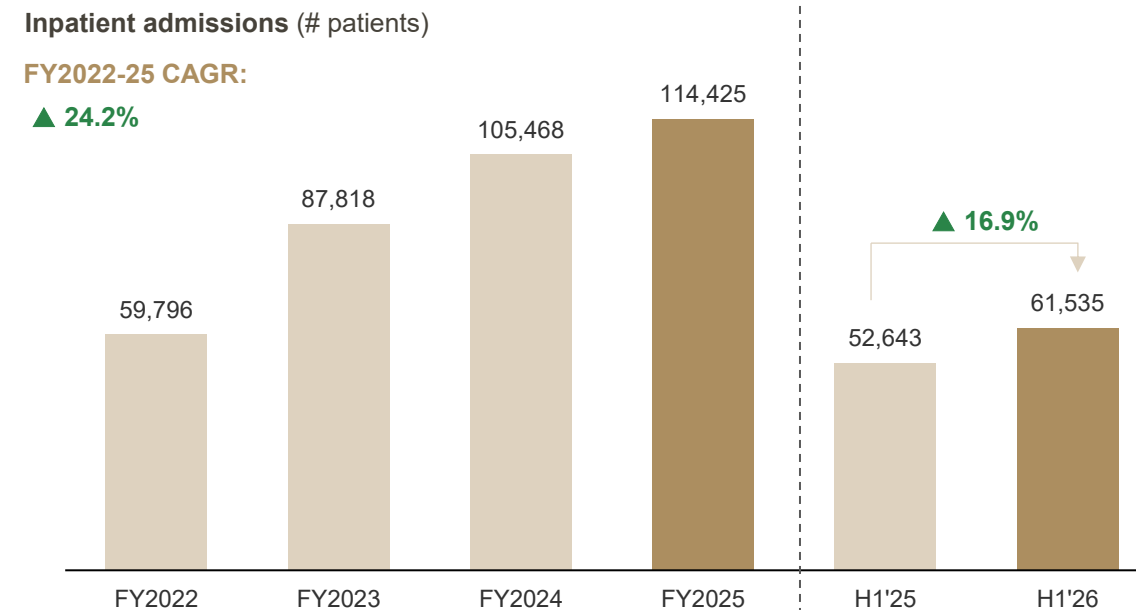
▲ 1.9%



Inpatient admissions (# patients)

FY2022-25 CAGR:

▲ 24.2%



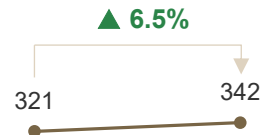
Strong growth across outpatient and daycare services

Patient volumes remain the primary growth driver, complemented by steady improvement in average revenue per patient

Average revenue per outpatient (RM)

FY2022-25 CAGR:

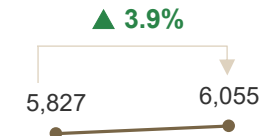
▲ 8.9%



Average revenue per daycare admission (RM)

FY2022-25 CAGR:

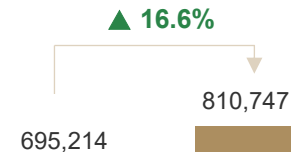
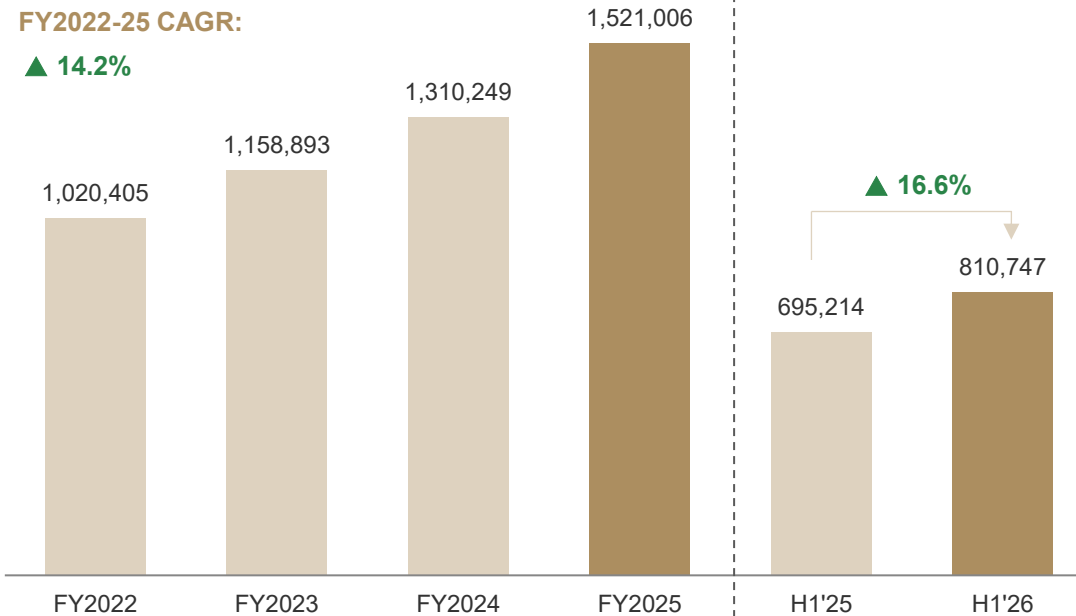
▲ 9.7%



Outpatient admissions (# patients)

FY2022-25 CAGR:

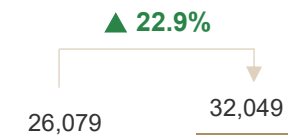
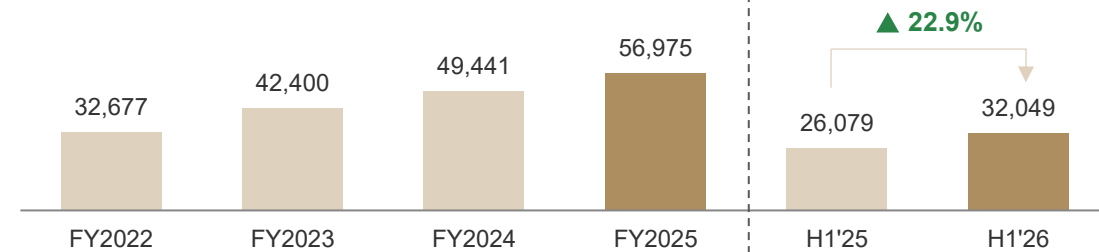
▲ 14.2%



Daycare admissions (# patients)

FY2022-25 CAGR:

▲ 20.4%

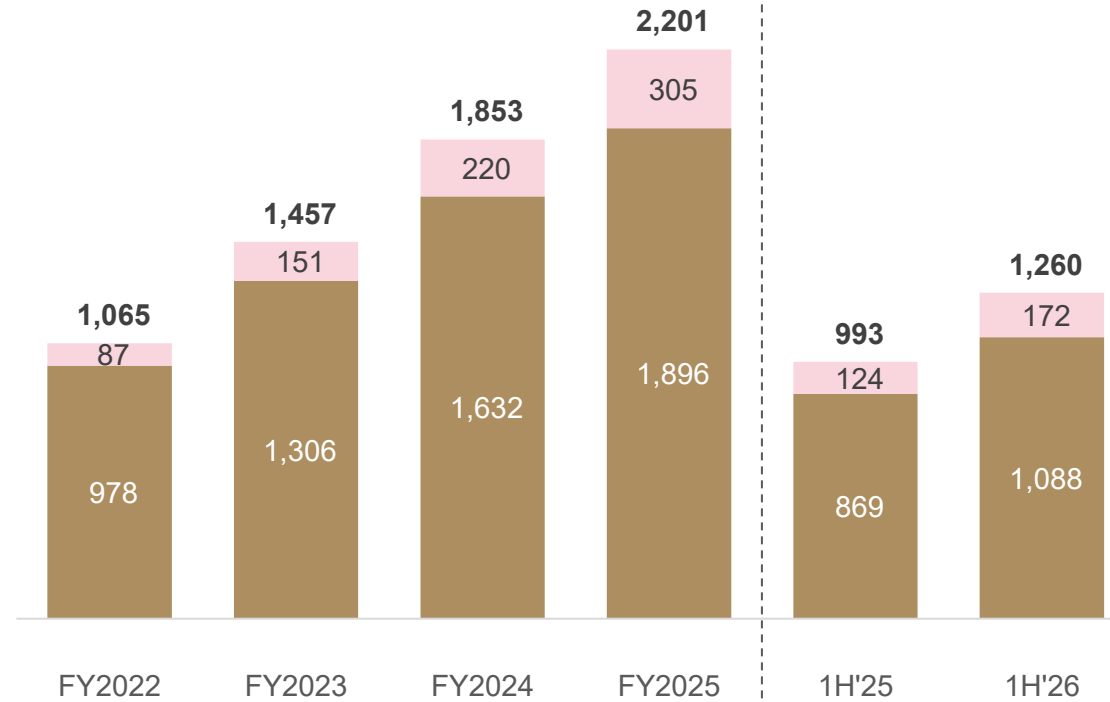


Foreign patient mix

Foreign patient revenue contribution has grown to 13.6% as of 1H2026

Revenue contribution by patient type (RM million)

- Foreign patient
- Local patient



Revenue growth by patient type

	FY2022-25 CAGR	1H2025-26 YoY growth
Foreign patient	+24.7%	+38.5%
Local patient	+51.9%	+25.3%

Contribution mix

Foreign patient	8.1%	10.4%	11.9%	13.8%	12.5%	13.6%
Local patient	91.9%	89.6%	88.1%	86.2%	87.5%	86.4%

Clinical Achievements

Advancing clinical leadership through innovation, specialised expertise, and landmark achievements

SMC Sunway City – JCI Clinical Care Program Certification for the Lung Cancer Programme



SMC Sunway City's Cancer Centre was awarded the Joint Commission International (JCI) Clinical Care Program Certification (CCPC) for the Lung Cancer Programme, recognising excellence in delivering patient-centred, evidence-based cancer care and adherence to international quality standards.

SMC Ipoh – First Transcatheter Aortic Valve Implantation (TAVI) Procedure in Perak



SMC Ipoh successfully performed the first Transcatheter Aortic Valve Implantation (TAVI) in Perak, expanding the hospital's capability in minimally invasive structural heart care through multidisciplinary collaboration.

SMC Sunway City – First Complete Tetralogy of Fallot (TOF) Repair



A 10-month-old infant with TOF, significant right ventricular outflow tract obstruction, and chronic cyanosis successfully underwent complete repair following optimization and careful multidisciplinary planning. The case marked the Paediatric Cardiac Team's first complete TOF repair and demonstrated capability in complex congenital heart surgery.

Globally Recognised for Clinical Excellence and Sustainability

Independent global recognition reinforces SHH's specialist capabilities and commitment to sustainable healthcare

Clinical Excellence: No.1 in Malaysia & Asia Pacific for Neurology



- SMC Sunway City ranked No.1 in Malaysia for Neurology in Newsweek's Best Specialized Hospitals Asia Pacific 2026 and was recognised across seven other specialties:
Paediatrics · Oncology · Neurosurgery · Gastroenterology · Cardiac Surgery · Orthopaedics · Cardiology

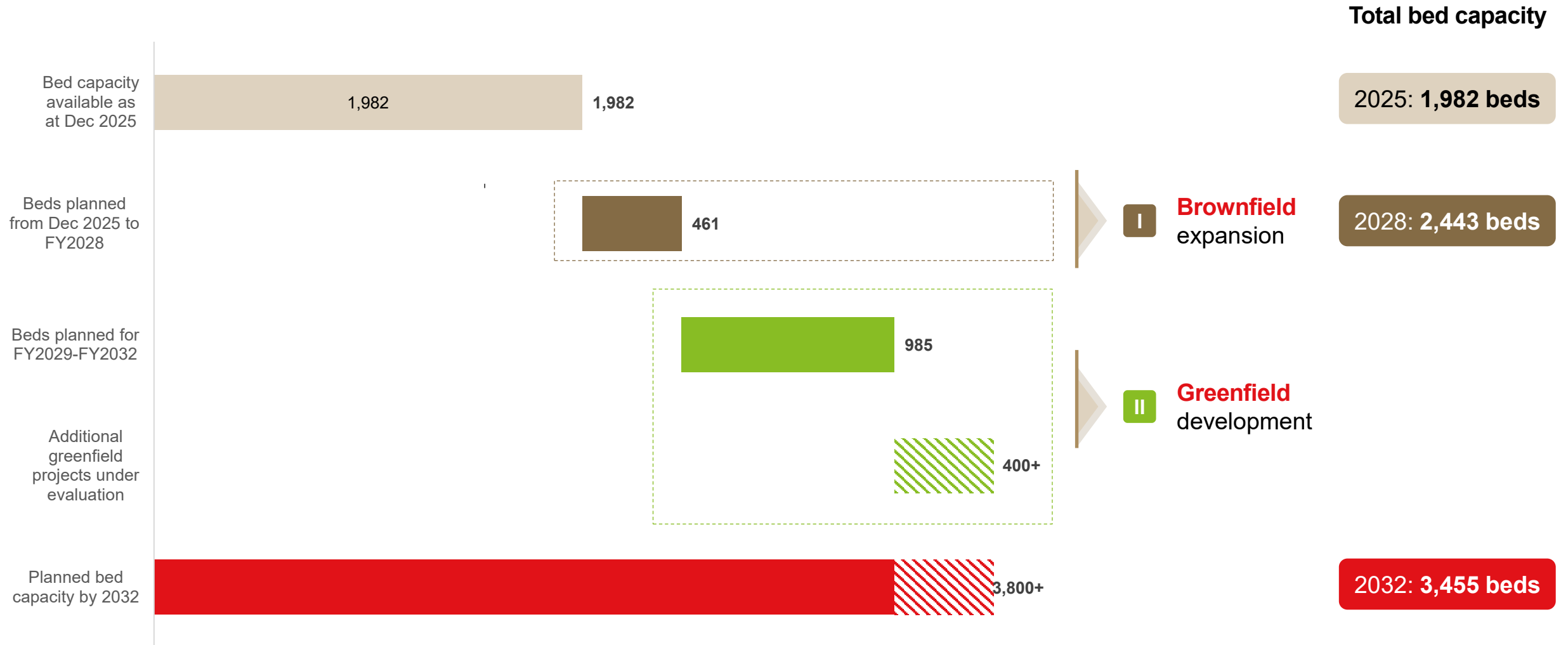
Sustainable Healthcare: 2 hospitals recognised globally



- SMC Velocity and SMC Sunway City were recognised among the global Top 250 in Newsweek's World's Greenest Hospitals 2026, receiving 5-leaf and 4-leaf designations, respectively
- SMC Velocity was one of only 12 hospitals in Asia Pacific to receive the 5-leaf rating represents the highest sustainability-performance tier under the ranking methodology

Group Expansion Plan 2026 - 2032

Well-defined expansion plan consisting of (i) brownfield expansion at our operating hospitals; and (ii) greenfield development of pipeline hospitals



3,400+ beds by 2032 across 8 hospitals
Currently evaluating plans for 2 additional hospitals that could increase total bed capacity to over 3,800 beds¹

Sunway Healthcare's Strategic Priorities

CLINICAL EXCELLENCE & MARKET LEADERSHIP

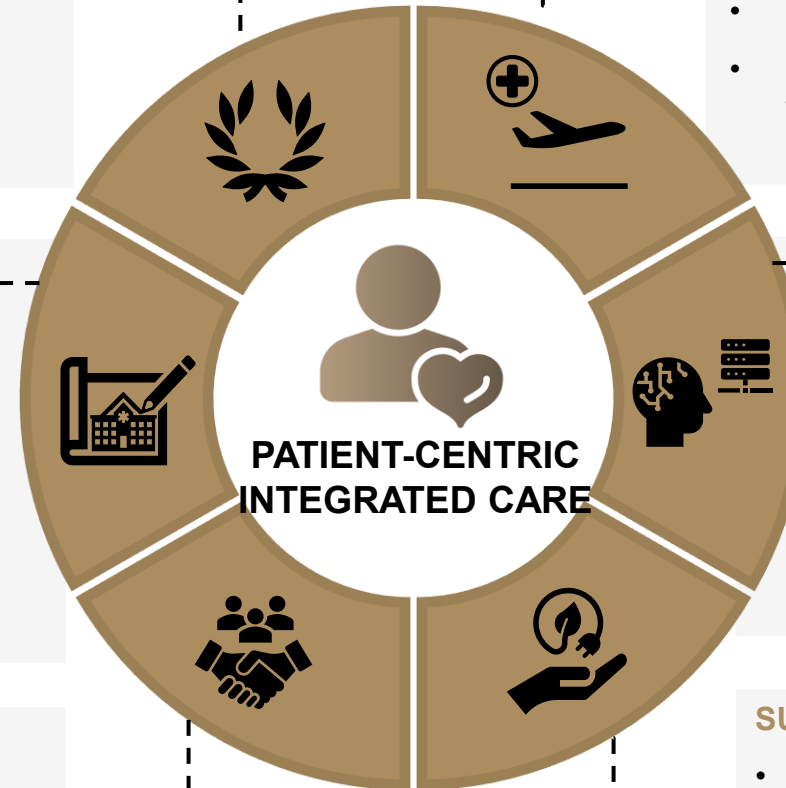
- Build leading Centres of Excellence in high-complexity specialties (CONGO, women & children)
- Deepen sub-specialty capabilities and clinical outcomes leadership
- Attract top talent & strengthen clinical ecosystem

MARKET GROWTH & EXPANSION

- Focus on disciplined execution of brownfield & greenfield expansion
- Efficient scaling of capacity
- Grow ambulatory care, home healthcare, TCM & wellness, senior living platforms
- Build an integrated continuum of care across life stages

PAYOR & POLICY ALIGNMENT

- Deepen partnerships with insurers, corporates & government-linked schemes
- Align operating model with MHIT, DRG & value-based reimbursement
- Develop preferred-provider and co-designed healthcare solutions



MEDICAL TOURISM GROWTH

- Diversify source markets, and increase geographical footprint
- Strengthen international partnerships
- Deliver a seamless end-to-end international patient journey to strengthen Sunway's position as a leading regional healthcare destination

DIGITAL, DATA & INNOVATION

- Build AI, analytics and predictive operational capabilities
- Strengthen DRG readiness, clinical coding and data governance
- Enhance cybersecurity & digital trust infrastructure

SUSTAINABILITY & ESG

- Build low carbon, resource-efficient hospitals and operations
- Responsible governance & people development
- Enhance community health impact and healthcare accessibility

Thank you

Email: shgir@sunwayhealthcare.com

Website: <https://www.sunwayhealthcaregroup.com/>

This presentation may contain certain forward-looking statements due to a number of risks, uncertainties, and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions; interest rate trends; cost of capital and capital availability including the availability of financing in the amounts and the terms necessary to support future business; availability of real estate properties; competition from other companies; changes in operating expenses including employee wages, benefits and training, property expenses, government, and public policy changes. You are cautioned not to place undue reliance on these forward-looking statements which are based on Management's current view of future events. Past performance is not necessarily indicative of future performance.