PMCK BERHAD

ACE MARKET | 9 JULY 2025 | HEALTHCARE | SHARIAH-COMPLIANT

IPO STATISTICS

IPO Price (RM)	0.22
Fund Raised (RM Million)	59.97 from new issue 7.20 from offer for sale **TOTAL: 67.17**
Enlarged issued share capital upon listing (million shares)	1,090.60
IPO Market Capitalisation (RM million)	239.93
Price Earnings Ratio (PER)	15.94x (based on FYE 2024 PAT) 17.74x (based on annualised FPE2025 PAT)

Use of Proceed (RM59.97 million from new issue)

Proceed Utilisation	RM million
Repayment of bank borrowings to be drawn for PMC Kulim	50.00
Acquisition of equipment for PMC	5.27
Estimated listing expenses	4.70
Total	**59.97**

FYE – Financial year ended/ending 30 April, FPE – Financial period ended 30 November, LPD – Latest practicable date as of 30 April 2025

BUSINESS OVERVIEW

Business Activities

Kedah-based PMCK Berhad is a healthcare service provider that offers specialist consultant services, healthcare support services and a range of other related services.

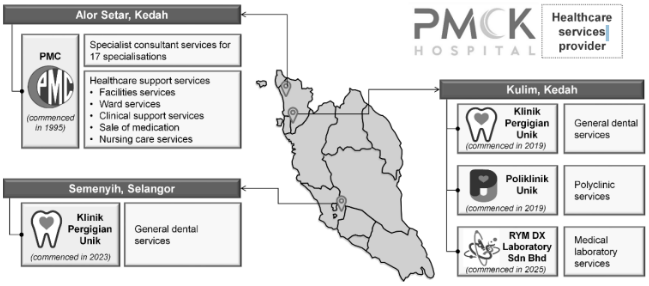
PMCK's business activities are segmented as follows:

1. Specialist consultant services encompass the provision of specialist healthcare services by its team of 40 specialist consultants. These services include diagnosis, treatment, prevention, cure or management for special medical conditions that fall within a particular medical specialisation. For the past three FYEs and FPE2025, the top five individual specialist consultants contributed between 3.45% and 8.16%; 4.35% and 9.42%; 4.06% and 8.38%; and 4.32% and 6.60% respectively to PMCK's total revenue.

2. Healthcare support services comprise of facilities services, ward services, clinical support services, sale of medication and nursing care services.

3. Other services include general dental services and polyclinic services.

Business Model



Competitive Strengths

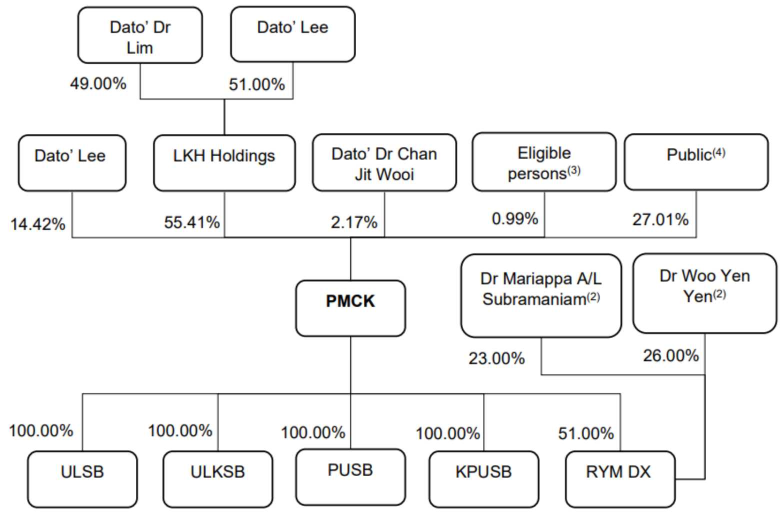
- **Established track record** - PMCK has over 30 years of experience in providing quality private healthcare services to patients from the Northern region of Malaysia through its Putra Medical Centre (PMC). The Group recorded a high rate of repeat patients at PMC at the rate of 81.27%, 83.97%, 84.53% and 84.83% in the past three FYEs and FPE2025 respectively.
- **Offers a wide range of medical specialisation** – PMCK's team of experienced specialist consultants, led by its Medical Director, Datin Dr Lim Hui Ling, provides specialist consultant services for a total of 17 medical specialisations.
- **A panel healthcare service provider** – Being on the panel of a wide range of insurance companies, third-party administrators (TPAs), corporation and government agencies enables the Group to provide healthcare services to a wide group of patients with insurance coverage or payment coverage from insurance companies.
- Experienced key senior management team.

GROWTH STRATEGIES AND FUTURE PLANS

- **Setting up PMC Kulim in Kulim, Kedah.** PMCK intends to streamline its other businesses in Kulim, i.e Poliklinik, Unik and Klinik Pergigian Unik by establishing a new medical centre on a 141,534 sq ft plot of land it acquired in August 2019 for RM6.51 million. This medical centre would comprise of a mixed development consisting of a 12-storey private medical centre together with a single-storey carpark and a 7-storey mixed development comprising 1-storey carpark, 2-storey food court and 4-storey hotel. PMCK aims to commence operations of the new medical centre by the first quarter of 2028. The total cost to develop this medical centre is estimated at RM193 million, which would be funded via bank borrowings (RM166 million) and internally generated funds (RM27 million).
- **Consolidate its RYM DX Lab and expand its medical laboratory service offerings in northern Malaysia.** To address the rising demand for medical laboratory tests from PMC Kulim, PMCK intends to consolidate the operations of its RYM DX Lab into PMC Kulim. The Group also plans to increase its headcount at RYM DX Lab by recruiting 1 manager, 1 account personnel and 3 marketing personnel.
- **Upgrading the facilities of its PMC.** PMCK plans to enhance the equipment and facilities under clinical support services and facilities services. As part of its sustainability efforts, it intends to install new higher efficiency solar panels at its PMC to increase its combined power generation capacity of solar panels from 425kW to 625kW.

GROUP STRUCTURE, PROMOTERS & SUBSTANTIAL HOLDERS

Group Structure upon Listing



Subsidiary	Principal Activities
Unique Luxury Sdn Bhd (ULSB)	Private medical centre offering specialist consultant services and healthcare support services
Unique Luxury (Kulim) Sdn Bhd (ULKSB)	Investment holding of land
Poliklinik Unik Sdn Bhd (PUSB)	Provision of polyclinic services
Klinik Pergigian Unik Sdn Bhd (KPUSB)	Provision of dental services
RYM DX Laboratory Sdn Bhd	Provision of medical laboratories services

Promoter/ Substantial Shareholder	Designation	Shareholdings after IPO (%) Direct	Indirect[2]
LKH Holdings[1]	Promoter, Specified Shareholder and substantial shareholder	55.41	-
Dato' Dr Lim Kim Huat	Promoter, substantial shareholder and Deputy Executive Chairman	-	55.41
Dato' Lee Gaik Cheng[1]	Promoter, Specified Shareholder, substantial shareholder and Managing Director	14.42	55.41

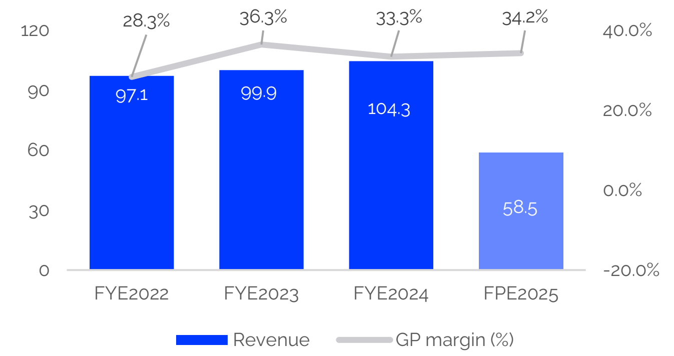
[1] In accordance with Rule 3.19(1) of the ACE Market Listing Requirements, a moratorium will be imposed on the sale, transfer or assignment of shares to the entire shareholdings for a period of 6 months from the date of admission to the ACE Market, and hold an aggregated shareholding amounting to at least 45% for another 6 months, and may sell, transfer or assign up to a maximum of 1/3 per annum (on a straight-line basis) upon expiry of the second 6-month moratorium.
[2] Through their shareholdings in LKH Holdings

Offer for Sale

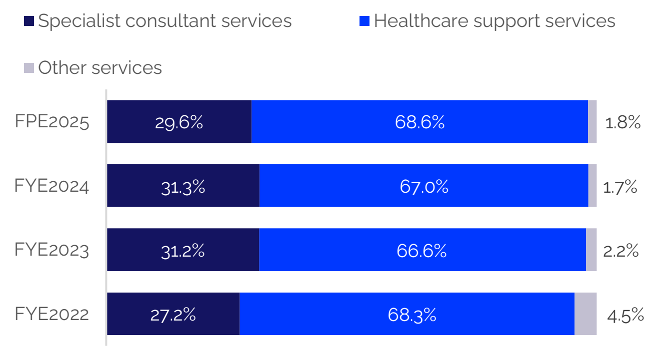
LKH Holdings and Dato' Lee will both offer 32,718,000 shares or 3% of the enlarged share capital through private placement at the IPO price, which would gross about RM7.2 mil.

FINANCIAL PERFORMANCE

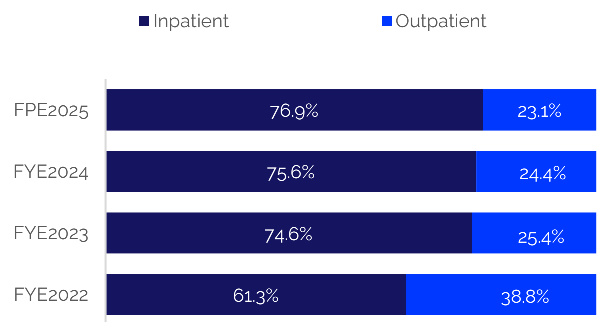
Revenue and GP Margin



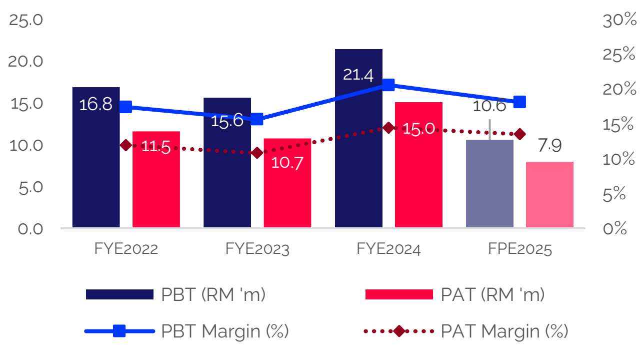
Revenue Breakdown by Services



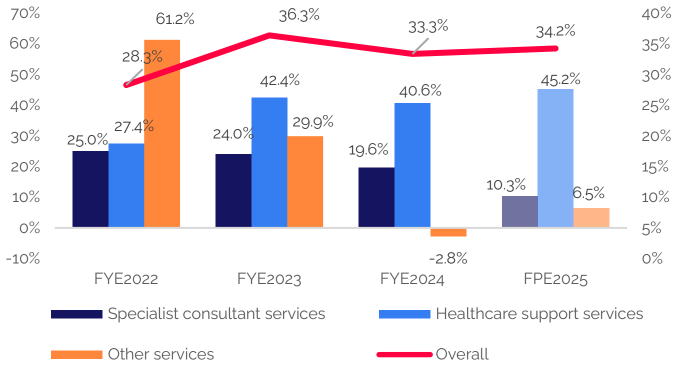
Revenue Breakdown by Type of Patient Care



Profit and Margin



GP Margin by Business Segment



Key Financial Ratios

	FYE2022	FYE2023	FYE2024	FPE2025
Trade receivables turnover (days)	20	24	28	27
Trade payables turnover (days)	41	45	40	40
Inventory turnover (days)	35	49	47	62
Current ratio (times)	4.41	3.29	3.79	3.76
Gearing ratio (times)	0.17	0.16	0.17	0.16

Cash Flows

RM mil	FYE2022	FYE2023	FYE2024	FPE2025
Net operating cash flow	19.14	18.95	17.91	10.18
Net investing cash flow	-4.96	-0.36	-5.67	-9.70
Net financing cash flow	-21.40	-13.50	-15.84	-1.61
Net change in cash	-7.21	5.09	-3.60	-1.14
Beginning cash balance	28.75	21.54	26.63	23.03
Ending cash balance	21.54	26.63	23.03	21.90

Dividend Policy

PMCK is targeting a payout ratio of approximately 20% of its profit attributable to its owners for each financial year on a consolidated basis. Dividends declared and paid by during FYE2022 to FPE2025 are as follows:

RM'000	FYE2022	FYE2023	FYE2024	FPE2025	1 December 2024 up to LPD
Dividends declared and paid	16,033	12,000	12,000	-	5,000

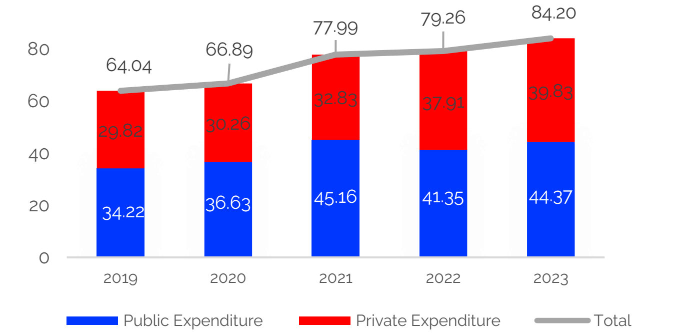
INDUSTRY DYNAMICS & MARKET SHARE

Extracted from the Independent Market Research (IMR) report prepared by Smith Zander International Sdn Bhd.

Key Growth Drivers

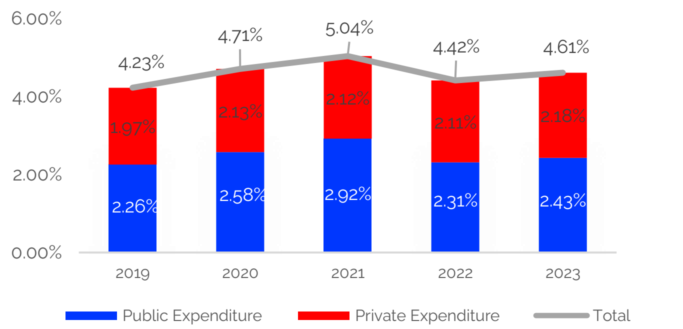
- **Growing and aging population** – According to the United Nations' benchmark for ageing population, Malaysia have achieved the status of aging population whereby the elderly population accounts for 7.7% of its total population. The share of elderly population in Kedah, Perlis and Penang was higher than the overall average at 9.10%, 8.20% and 8.00%, respectively. This is driven by lower birth rate as well as higher life expectancy.
- **Access to medical life insurance** – Medical insurance is increasingly essential for alleviating the financial impact of serious illness. According to the Life Insurance Association of Malaysia, total medical insurance claims payout in Malaysia grew from RM4.94 billion in 2019 to RM8.90 billion in 2024, representing a CAGR of 12.49%.
- **Increasing number of people with non-communicable diseases (NCDs) and obesity** – According to the National Health and Morbidity Survey (NHMS) 2023 conducted by the Ministry of Health, diabetes, hypertension and hypercholesterolaemia are among the NCDs that contributed to cardiovascular diseases, which are amongst the leading cause of death within Malaysia.

Expenditure on Health in Malaysia



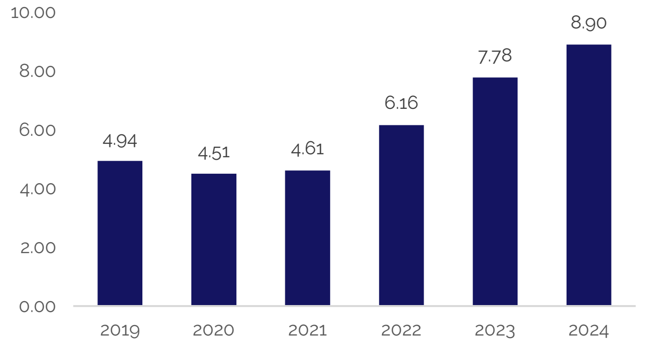
Source: IMR report

Expenditure on Health as a Percentage of GDP in Malaysia



Source: IMR report

Medical Insurance Claims Payout in Malaysia (RM bil)



Source: IMR report

Number of Registered Medical Specialists in Malaysia as well as Kedah, Perlis and Penang, as of 2 May 2025

State	Public Hospitals	Private hospitals	Others	Total
Kedah	673	201	25	899
Perlis	114	17	1	132
Penang	646	657	59	1,362
Malaysia	**9,867**	**5,817**	**2,961**	**18,645**

Source: IMR report

Number of Hospital Beds per 10,000 persons in Private Hospitals in Kedah, Perlis, Penang and Kuala Lumpur, 2023

State	Population (millions)	Number of hospital beds	Number of hospital beds per 10,000 persons
Kedah	2.19	669	3.05
Perlis	0.29	37	1.28
Penang	1.77	2,575	14.55
Kuala Lumpur	2.01	3,560	17.71

Source: IMR report

Number of Public and Private Hospitals, Licensed Hospital Beds, Doctors and Nurses in Malaysia as well as Kedah, Perlis and Penang, 2023

State	Public				Private			
	Hospitals	Hospital Beds	Doctors	Nurses	Hospitals	Hospital beds	Doctors	Nurses
Kedah	10	2,911	3,610	5,097	8	669	700	1,431
Perlis	1	508	679	969	1	337	64	87
Penang	6	2,129	3,298	3,714	18	2,575	1,290	4,748
Malaysia	**161**	**51,100**	**61,456**	**78,163**	**212**	**18,779**	**16,455**	**40,146**

Source: IMR report

Prevalence of NCDs and Obesity in Malaysia, 2023

Non-communicable disease and obesity	Number of adults out of 100 (%)
Diabetes	15.60
Hypertension	29.20
Hypercholesterolaemia	33.30
Overweight and obesity	54.40

Source: IMR report

Market Share in 2023

PMCK	Kedah	Malaysia
Market share of licensed hospital beds in private hospitals (%)	24.22	0.86
Market share of private health expenditure (%)	-	0.26

Source: IMR report

PEER COMPARISON

Company	Market Capitalisation (RM mil)	Revenue (RM mil)	PAT (RM mil)	PAT Margin (%)	PER (x) [1]	Forward PER (x) [2]
IHH Healthcare Berhad	60,891.66	24,383.00	2,657.00	10.90	22.91	30.80
Sunway Berhad[3]	29,445.95	7,882.56	1,153.10	14.63	27.70	28.84
KPJ Healthcare Berhad	12,874.69	3,922.24	353.82	9.02	35.32	36.88
PMCK Berhad	**239.93**	**104.30**	**15.02**	**14.39**	**15.94**	**-**

Based on financial data from the latest available FYE except:
[1] *P/E ratio as of 29 May 2025*
[2] *Based on Bloomberg estimates*
[3] *Comparable through its subsidiary, Sunway Medical Centre Penang Sdn Bhd*

KEY RISK FACTORS

- **Risks of being involved in or associated with medical malpractice claims and government investigations.** One of PMCK's resident specialist consultants was charged in the Alor Setar Sessions Court in December 2020 under the Anti-Trafficking in Persons and Anti-Smuggling of Migrants Act 2007 and Section 468 of the Penal Code, though the Group was not involved with the case. In February 2025, the said resident specialist consultant was granted a discharge not amounting to an acquittal for all charges. On the other hand, for the past three FYEs and FPE2025, PMCK paid a total of RM0.04 million to two of its patients as compensation for the settlement of disputes.
- **Dependent on its team of specialist consultants and medical officers.** PMCK's medical centre as at LPD has 26 resident specialist consultants, 14 visiting specialist consultants and 5 residential medical officers. For the past 3 FYEs and FPE 2025, revenue from specialist consultant services amounted to 27.20%, 31.24%, 31.28% and 29.62% respectively.
- **Inability to secure payment from debtors.** PMCK's debtors comprise of insurance companies, TPAs, corporations and government agencies. For the past three FYEs and FPE2025, 33.17%, 48.71%, 52.74% and 56.23% of its total revenue were collected from its debtors.
- **Business disruptions.** From September to November 2024, heavy rainfalls in Kedah caused floodings and road closure, resulting in a 22% drop of the number of patients visits compared to the same period in 2023.
- **Dependent on its team of nursing staff and allied healthcare professionals.**
- **Rely on third-party medical laboratories to carry out certain medical services.**
- **Brands confusion due to name similarity.** Several hospital or medical centres in Malaysia used the "Putra Medical Centre" brand which may cause confusion among the public.

ESG PRACTISES

Environmental Practices

- Installation and upgrading of solar panels at PMC
- Promoting energy conservation practices such as ongoing installation of LED lights and segregation of electrical circuitry
- Promoting efficient waste management practices
- Reduction of clinical waste
- Installation of energy efficiency monitoring systems
- Installation of segregated staged chiller and cooling towers
- Submitted its application and registration for its PMC to be rated under the Green Building Index ("GBI")
- Received a positive rating of 5 star (81.00%) from the Malaysian Carbon Reduction and Environmental Sustainability Tool ("MyCREST") for the design of PMC Kulim

Social Practices

- Provide a safe and healthy working environment that aligns with the International Labour Organisation's Fair Recruitment Initiative to its employees.
- Diverse and inclusive culture
- Workforce empowerment
- Organise health campaigns, promotional events and talk to increase public awareness on various health-related topics.

Governance Practices

- Adopting principles and practices of the Malaysia Code on Corporate Governance (MCCG)
- More than half of its board are independent directors and more than 30% are female
- Practise zero-tolerance towards fraud, bribery, corruption, money laundering and the financing of terrorism.
- Adopted a Personal Data Protection Act policy.

APPENDIX

Principal Places of Business

Locations	Description	Main functions	Approximate built-up area
Owned			
888, Jalan Sekerat, Off Jalan Putra, 05100 Alor Setar, Kedah	An adjoined 4-storey and 8-storey private medical centre	Headquarter, administrative office and place of operation for PMC	144,558
Rented			
342-C, Taman Seraya Indah, 09000 Kulim, Kedah	Ground floor of a 2-storey shoplot	Place of operation for "Poliklinik Unik" and "Klinik Pergigian Unik"	5,500
No. 27G (Ground Floor), Jalan Semenyih Sentral 4, Semenyih Sentral, 43500 Semenyih, Selangor	Ground floor of a 2-storey shoplot	Place of operation for "Klinik Pergigian Unik"	1,483
61, Lorong Permata 1/1, Bandar Permata Luas, 09600 Lunas, Kedah	Ground floor of a 2-storey shoplot	Place of operation for "RYM DX Lab"	1,399

List of Specialist Consultants

Specialist Department	Number of specialist consultants	Average years of relevant experience
Anaesthesiology	4	13
Cardiology	3	23
Dermatology	1	10
Emergency medicine	1	9
Internal medicine	3	13
Nephrology	1	18
Obstetrics and gynaecology	6	15
Ophthalmology	1	13
Oral and maxillofacial surgery	1	15
Orthodontics	1	9
Orthopaedics	5	16
Otorhinolaryngology	2	22
Paediatrics	4	17
Radiology	2	7
Sports medicine	1	7
Surgical/general surgery	3	27
Urology	1	30

Bed Occupancy Rate

Year	Total patient days per annum	Total bed available per annum	Annual bed occupancy rate
FYE2022	29,991	59,130	50.72%
FYE2023	39,318	59,130	66.49%
FYE2024	42,132	59,292	71.06%
FPE2025	24,193	34,668	69.78%

Number of Patient Care

	FYE2022		FYE2023		FYE2024		FPE2025	
	Number of Patients	%	Number of Patients	%	Number of Patients	%	Number of Patients	%
Inpatient	7,158	5.77	9,188	7.19	9,336	8.11	5,010	8.56
Outpatient	116,866	94.23	118,547	92.81	105,838	91.89	53,539	91.44