



MINDPOWER SOLUTIONS

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Thailand Medical Tourism Industry Outlook to 2015

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MEDICAL TOURISM IN THAILAND

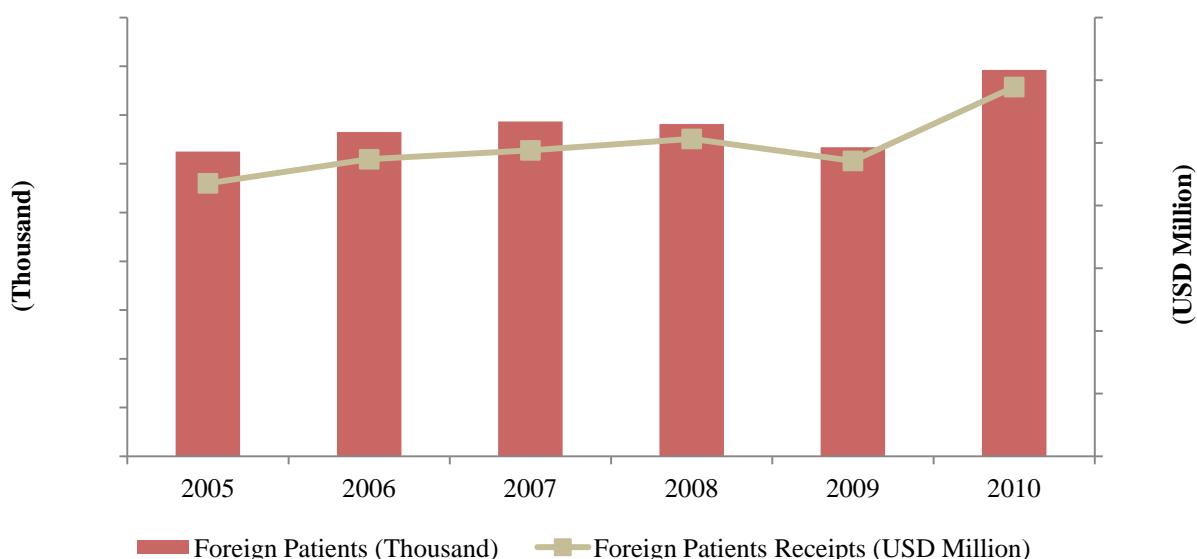
TOTAL FOREIGN PATIENTS TREATED AND FOREIGN PATIENTS REVENUE IN THAILAND, 2005-2010

Thailand health tourism industry has witnessed many peaks and troughs in the last decade. The country has witnessed several challenges in terms of political protest, natural disasters and financial turmoil which have disrupted the industry and has caused a huge opportunity loss to the country. However, Thailand has recuperated from these challenges and has managed to register a considerable average annual growth of ~% in the last 5 years.

“ Bangkok, Chiang Mai, Koh Samui and Phuket are touted as the epicenter of health care services in Thailand ”

The total number of foreign patients has increased from ~ thousand in 2005 to ~ thousand in 2010. Factors such as international accreditation, updated technology, highly qualified medical personnel and affordable costs have contributed to the growth of this industry. Bangkok, Chiang Mai, Koh Samui and Phuket are touted as the epicenter of health care services in Thailand and have become the hub for medical tourism.

Figure: Number of Total Foreign Patients in Thousands and Foreign Patients Revenue in Thailand in USD Million, 2005-2010



MEDICAL TOURISM TREATMENT COST COMPARISON, 2010

There is huge difference in the cost of the treatment being offered in the US and in Asian countries. For instance, Angioplasty treatment will cost USD ~ in the US while it will cost USD ~ in India and Malaysia, USD ~ in Thailand and USD ~ in Singapore. This huge difference in the cost is largely due to the lower labour cost in the countries in Asia region. Even in case of medical diagnostic tests such as MRI scan, there exists a huge gap between the cost charged in the US and in India.

Table: Medical Treatment Cost Comparison among the US, India, Thailand, Singapore, Malaysia, Mexico and the UK, in USD, 2010

Procedure ^{1,2}	The US	India	Thailand	Singapore	Malaysia	Mexico	South Korea
Heart bypass (CABG)							
Heart Valve replacement							
Angioplasty							
Hip replacement							
Knee replacement							
Gastric bypass							
Hip resurfacing							
Spinal fusion							
Mastectomy							
Rhinoplasty							
Tummy Tuck							
Breast reduction							
Breast implants							
Crown							
Tooth whitening							



Dental implants							
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Notes:

1. Costs of surgeries around the world. Costs given in USD
2. The price comparisons for surgery take into account hospital and doctor charges, but do not include the costs of flights and hotel bills for the expected length of stay.

FOREIGN PATIENTS BY NATIONALITY, 2010

Thailand is one of major health tourism destination for international patients especially for the Middle East with the high class medical technology, low cost treatments and enriching tourist experience. The country has registered the largest foreign patients' arrivals from UAE which accounted for ~% of the total foreign patients in 2010.

“ Thailand has registered the largest foreign patients' arrivals from UAE which accounted for ~% of the total foreign patients in 2010 ”

This is followed by Qatar and Oman which accounted for ~% and ~% of the total foreign patients respectively. Japan and Myanmar is the fourth and fifth largest contributor to the total foreign patients' arrivals. Around ~ thousand Japanese and ~ thousand Myanmar patients were treated in Thailand in 2010...

Figure: Foreign Patients by Nationality in Percentage, 2010

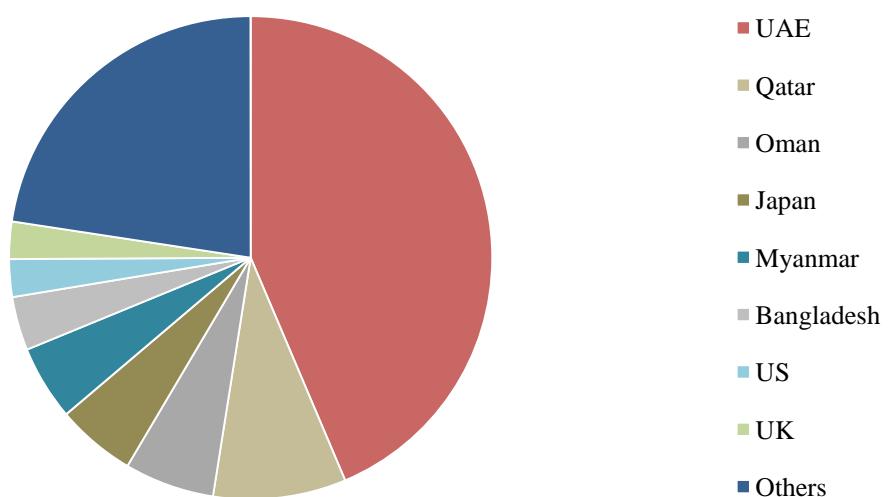


Table: Foreign Patients by Nationality in Thousands, 2010

Nationality	Foreign Patients (Thousands), 2010
UAE	
Qatar	
Oman	
Japan	
Myanmar	
Bangladesh	
US	
UK	
Others	

COMPETITIVE LANDSCAPE OF MAJOR HOSPITALS (PIYAVATE, BUMRUNGRAD HOSPITAL, BANGKOK DUSIT MEDICAL SERVICES), 2010

MARKET SHARE OF MAJOR THAILAND HOSPITALS BY NUMBER OF FOREIGN PATIENTS TREATED, 2010

Bumrungrad Hospital is the leader in Thailand in terms of the foreign patients treated with the market share of ~% in 2010. The hospital treated ~ international patients in 2010 from ~ countries and generated USD ~ million revenues from foreign patients. Bangkok Dusit

“ Bumrungrad Hospital is the leader in Thailand in terms of the foreign patients treated with the market share of ~% in 2010. The hospital treated ~ international patients in 2010 from ~ countries ”

Medical Services is the second largest foreign patients treating hospital in Thailand which served over ~ international patients in 2010 and recorded international patients’ revenue of USD ~ million. The group operates with ~ inpatient beds and specializes in endocrinology (diabetes), gynecology, nephrology (kidneys), orthopedics,

radiology, urology, cosmetic surgery, eye and LASIK, gastrointestinal tract and liver, and ear, nose and throat (ENT) treatments.



Table 1: Key Performance Indicators of Major Indian Hospitals in Terms of Foreign Patients Treated, No. of Hospitals and Beds, 2010

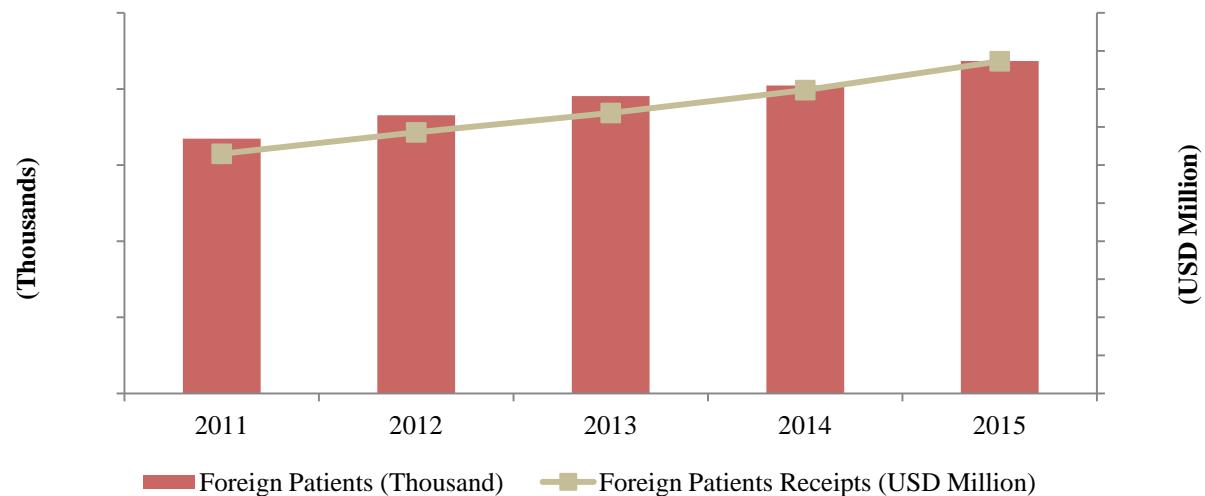
Hospital Chain/Group	Foreign Patients	Number of Beds	International Patients Revenue (USD Million)
Bumrungrad Hospital			
Bangkok Dusit Medical Services (BDMS)			
Piyavate Hospital			
Vejthani Hospital			

THAILAND MEDICAL TOURISM FUTURE OUTLOOK AND PROJECTIONS

...Overall, the long term prospects of the country's medical tourism industry look promising with profound healthcare support, developed infrastructure and natural attractions. It is expected that number of foreign patients in the country will increase at an expected CAGR of ~% to ~ thousand in 2015 from ~ thousand in 2010, given normal business conditions of no political unrest and travelers' sustained confidence level in the healthcare sector. The revenue from foreign patients will also grow to USD ~ million by 2015, registering an expected CAGR of ~%.

EXPECTED FOREIGN PATIENTS AND FOREIGN PATIENTS REVENUE, 2011-2015

Figure: Expected Foreign Patients in Thousands and Foreign Patients Revenue in USD Million, 2011-2015



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