



**Concord Medical Services
Holdings Ltd.**

NYSE: CCM

Investor Presentation

April 2012



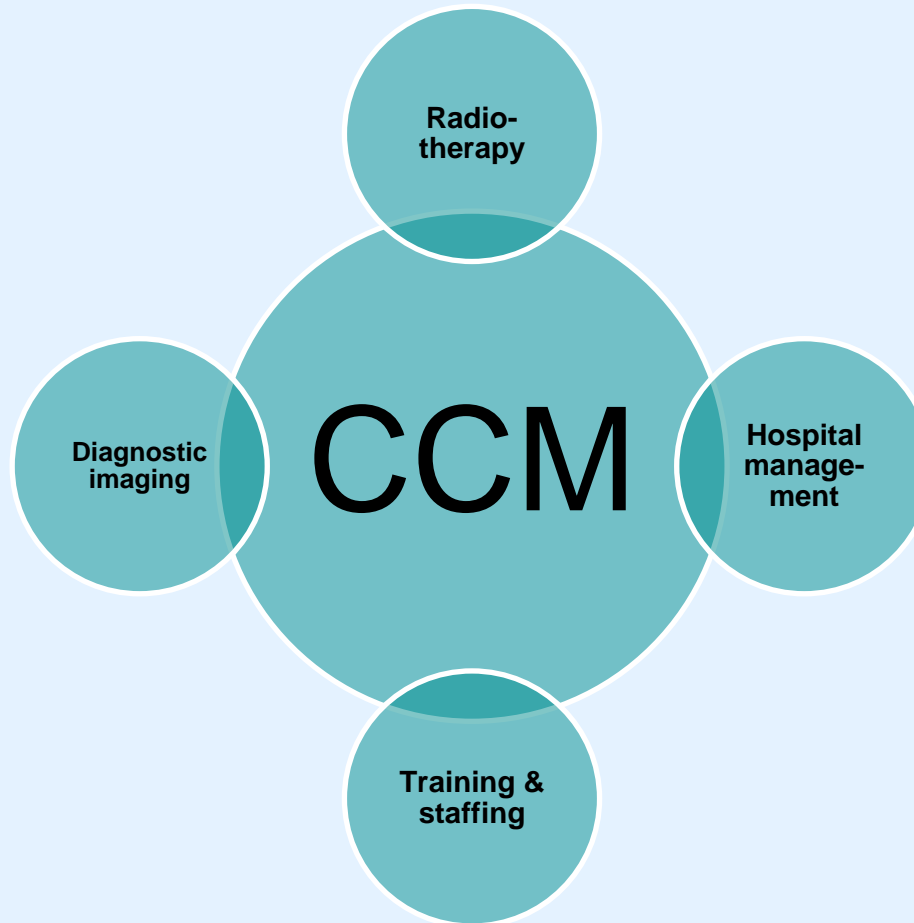
This presentation contains forward-looking statements that are based on the beliefs of our management, and involve risks and uncertainties, as well as assumptions, that, if they ever materialize or prove incorrect, could cause actual results to differ materially from those expressed or implied by such forward-looking statements. The words “believe,” “expect,” “anticipate,” “project,” “targets,” “optimistic,” “intend,” “aim,” “will” or similar expressions are intended to identify forward-looking statements. All statements, other than statements of historical fact, are statements that could be deemed forward-looking statements, including statements regarding new and existing products, technologies and opportunities; statements regarding market and industry segment growth and demand and acceptance of new and existing products; any projections of sales, earnings, revenue, margins or other financial items; any statements of the plans, strategies and objectives of management for future operations; any statements regarding future economic conditions or performance; uncertainties related to conducting business in China; any statements of belief or intention; and any statements of assumptions underlying any of the foregoing. All forward-looking statements included in this presentation are based on information available to us on the date of this presentation. We assume no obligation and do not intend to update these forward-looking statements, except as required by law.



Company Overview

- Leading provider of radiotherapy and diagnostic imaging services in China
 - Operates a nationwide network of 131 centers in 24 provinces
 - Establishing two proton medical centers in Beijing and Guangzhou
- Unique value proposition drives hospital/patient satisfaction
 - 73 hospital partners in 51 cities
 - Over 780,000 patient cases since 2007
- Acquisition in process: 52% ownership in Chang'an Hospital
 - Expected to be complete in 1H'12
 - Serves as a regional hub for NW China
 - Will establish more oncology specialty hospitals in China
- IPO December 2009 (NYSE: CCM) underwritten by Morgan Stanley, JP Morgan, CICC. Auditor: Ernst & Young

Our Service Offerings



Nationwide Network

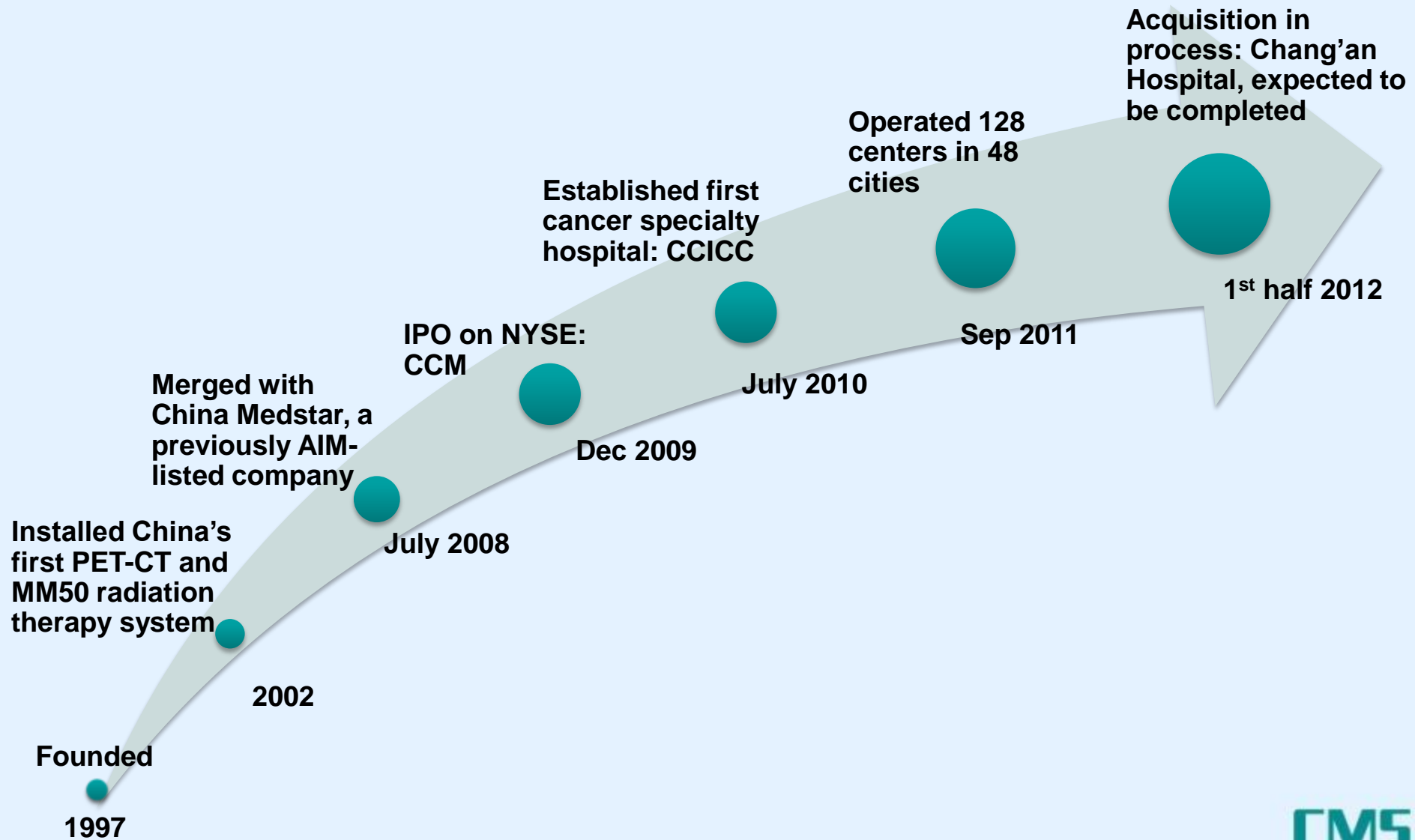
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- 131 centers
- 73 hospital partners
- 51 cities
 - 14 Tier One*
 - 37 Tier Two
- 24 provinces
- Cover over 85% of China's population

Note: Tier One : Cities with annual per capita income of more than RMB11,000, Source: Asia demographics

Corporate Milestones





Investment Highlights

1 **Leading market position with favorable regulatory environment**

2 **Business model delivers substantial value**

3 **Unique platform of clinical support drives scalability**

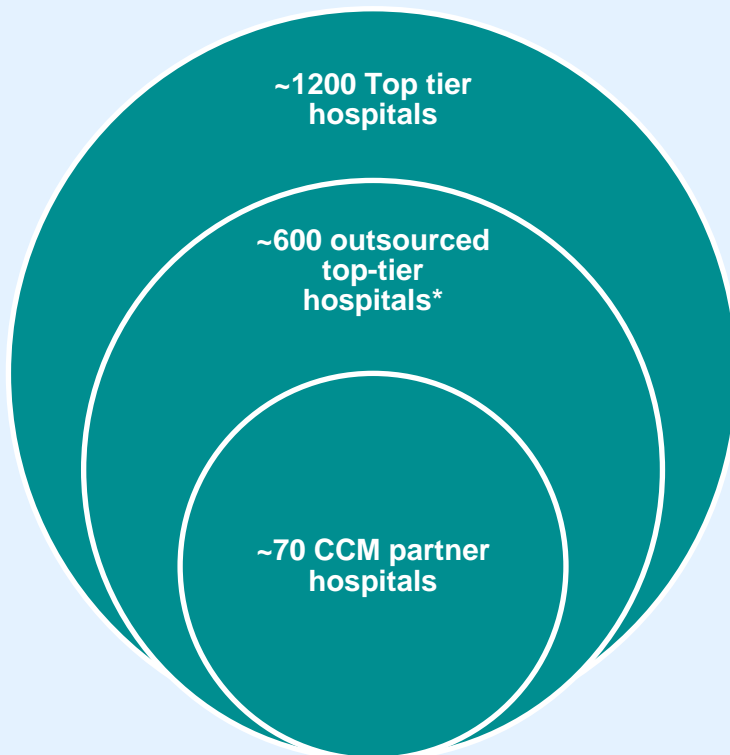
4 **Clear growth strategies**

5 **Solid financial performance supporting future growth**

Leading Market Position With Favorable Regulatory Environment

Third-party radiotherapy & diagnosis market

Market Overview

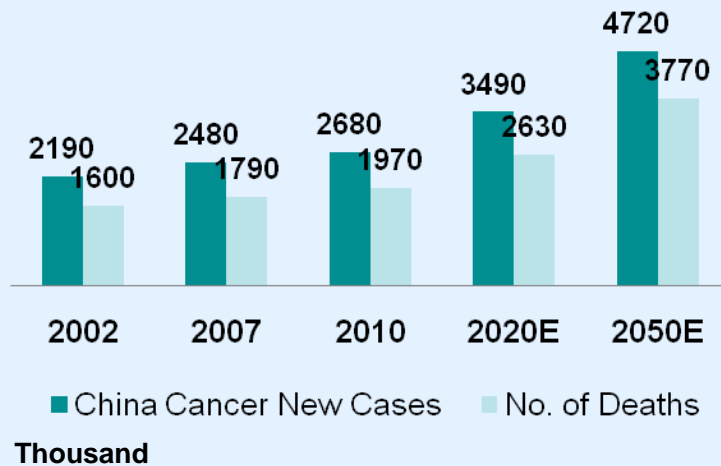


- In 2009, healthcare expenditure per capita in China was \$177 and 4.6% of GDP vs. \$7,410 in the United States and 16.2% of GDP
- Over 95% of Chinese population is covered by one of the three insurance programs: urban employee, urban resident, and new country cooperative.
- In December 2011, Chinese government moved healthcare services from “restricted” to “allowed” category eliminating the restriction on foreign investor ownership
- In 2015, it is projected that private hospitals will increase to 20% of the total hospital sector, in terms of both number of patient cases (2.9% in 2010) and patient beds (7.8% in 2010), according to China Ministry of Healthcare.
- Private hospitals Playing a Major Role in Future Growth of Chinese Healthcare Sector

* Management estimate

Leading Market Position With Favorable Regulatory Environment

China's cancer incidence & mortality



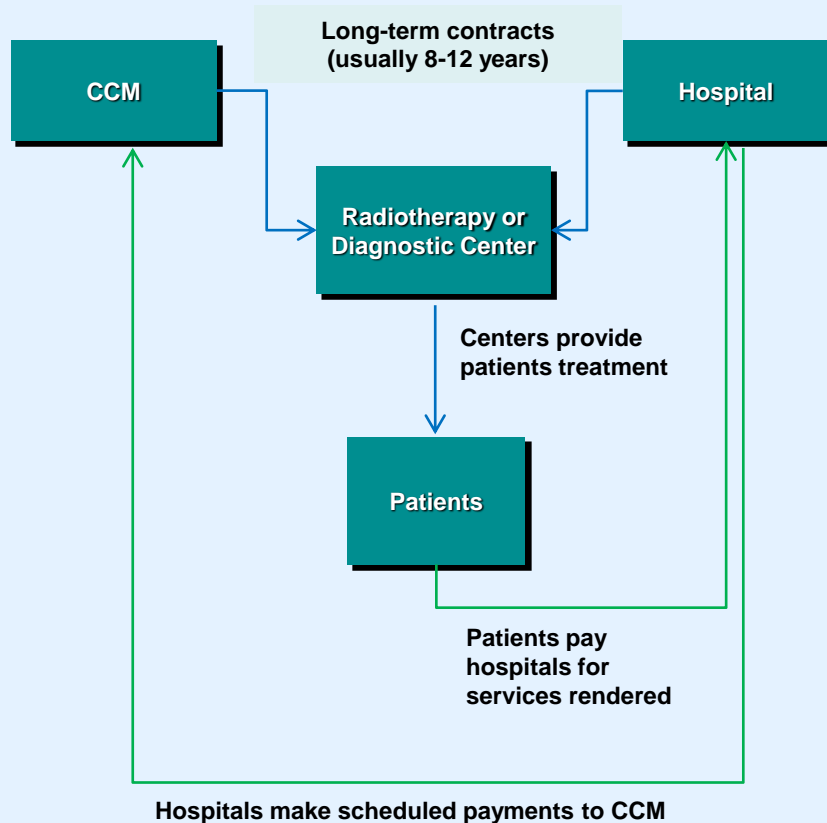
Source: CITIC Research Institute

* Management estimate

Cancer Market Trends

- China's cancer treatment market size is RMB 40 billion*
- Uneven distribution of resources gives CCM the opportunity to build high-end cancer specialty hospitals
- Rising demand for cancer therapy as a result of:
 - Aging population, urbanization, environmental pollution, food safety, etc.
 - Growing percentage and overall number of cancer patients that choose radiotherapy treatment

CCM Lease & Management Model: The Fundamentals



- **Exclusive long-term (8~12 years) contracts with hospital partners across 24 provinces in China**
 - Solid partnerships with top-tier hospitals to build flagship centers
 - Largest national network providing easy access for patients
- **Joint operation improves center operational efficiency**
 - Enhanced cost control and effectiveness
 - Better patient service and experience
- **Increases patient volume to the centers and other departments of the hospitals**
- **Provides value-added services to the hospitals, e.g. doctor training, joint research, academic exchanges, hospital management, etc.**



Compelling Value Proposition to Hospital Partners

• **Financing & procurement of equipment**

- Relieves the hospital of upfront capital investment
- Expertise and specialty in medical equipment industry
- Economy of scale in procurement and pricing

• **Value-added Services**

- Training for doctors and staff in the centers
- Information sharing and database within the CCM network
- Joint and distant diagnosis

• **Marketing**

- Organize marketing and education programs to increase patient volume
- Supervise and optimize the budget of marketing activities

• **Staffing**

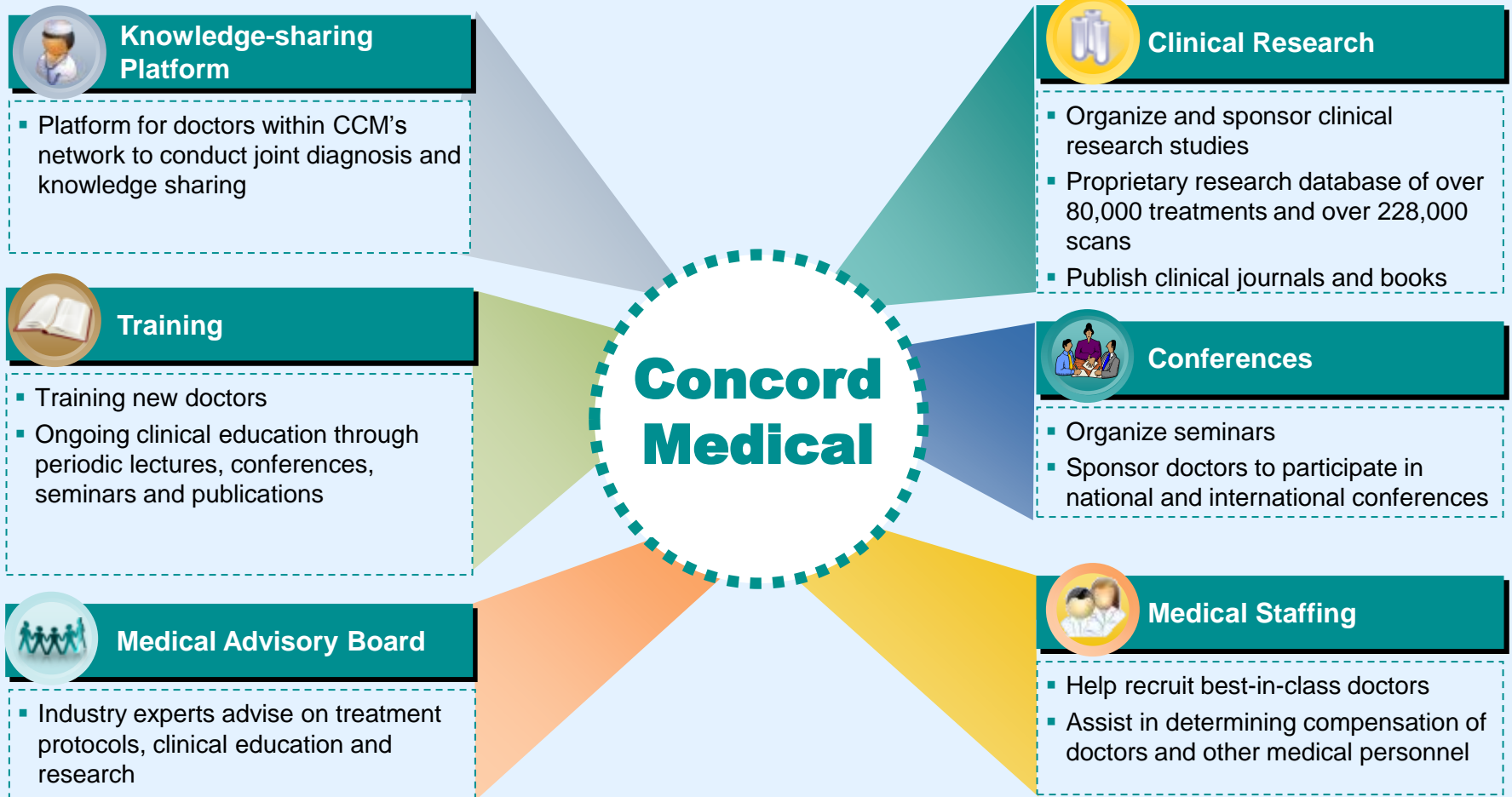
- Employs highly respected clinical staff in management functions
- Dedicated support and technical staff for each center
- Help hospitals to recruit high-level doctors



Compelling Value Proposition to Patients

- **Largest national network provides easy access for patients**
 - Covers over 85% of Chinese population
 - Will establish oncology specialty hospitals
- **Advanced equipment and technology**
 - Majority of equipment used are leading brands, e.g. GE (25%), Varian (10%), Siemens (10%), Elekta (8%), etc.
 - Opened first Cyberknife center in January 2012
- **Affordable cancer treatment and diagnostic imaging provider**
 - Majority of patients covered by government insurance programs
 - Specialty hospitals will target high-end market
- **High quality medical services**
 - Experienced doctors and oncologists in CCM's network
 - Patient friendly environment different from over-crowded public hospitals

Unique Platform of Clinical Support Drives Scalability



Market-oriented Management Drives Operational Excellence

Hospitals

- Government management culture
- Doctors and staff are employees of the hospital
- Limited focus on patient service experience
- Lack of marketing experience

Concord Medical

- ✓ Market-based management culture
- ✓ Performance-based compensation scheme
- ✓ Focus on patient service and experience
- ✓ Marketing staff
 - Dedicated center director

Results

- + Improved center operational efficiency
- + Doctors and staff drive center performance
- + Better patient service and resulting positive word-of-mouth
- + Higher patient volume and revenue

Growth Strategies

Network Expansion

- Develop new centers with hospital partners
- Acquire existing radiotherapy and diagnostic centers

Profitability

- Increase marketing efforts to drive patient volume
- Improve profitability / efficiency of existing centers

Innovation

- Introduce new radiotherapy and diagnostic imaging technology to China's cancer market
- Improve network synergy through new IT technology, including tele-radiology

Specialty Hospital

- Develop / Enhance CCM's brand name
- Employ and retain the best doctors in the country

To provide the best treatment and diagnostic services
to cancer patients in China



Chang'an Hospital / Stand-Alone Center Expansion

Chang'an Hospital

- In March 2012, signed a purchase agreement under which the Company agreed to acquire 52% of the equity interests in Chang'an Hospital for a consideration of RMB248 million in cash.
- Strategic transformation to CCM's business model
- A general hospital focusing on cancer treatment and diagnostics with 1000+ beds
- Will serve as a regional hub for northwestern China
- Acquisition expected to be completed by June 30, 2012

Beijing and Guangzhou Proton Centers (in progress)

- First licensed proton beam therapy system in China
- Relative monopoly and competitive edge in mid-term
- CCM operates the most advanced cancer treatment in China
- Leverage our existing network to get patient referrals

Chang'an Hospital Acquisition



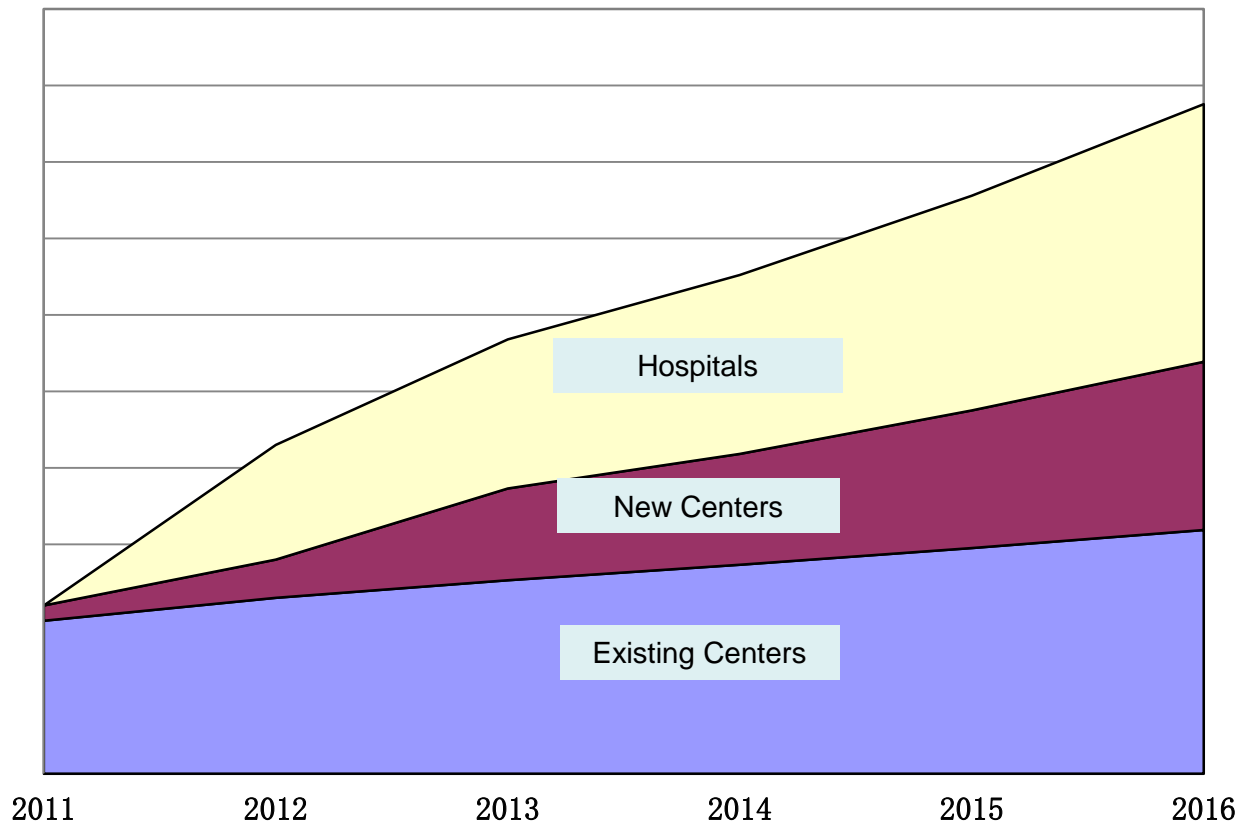
- A private-owned general hospital established in 1998
- Designed capacity of 2,000-beds, around 1,000 beds opened
- A full-service hospital with 51 departments
- Serves over 100 million population in NW China

- In July 2010, formed CCICC by acquiring a 52% equity interests in the Chang'an's cancer treatment facilities;
- In March 2012, signed a purchase agreement under which the Company agreed to acquire 52% of the equity interests in Chang'an Hospital for a consideration of RMB248 million in cash
- Expected to close by June 30, 2012



Sustainable Growth & Visibility

Revenue Growth Path 5-Year Target CAGR = 25-35%



Key Points

- In 2012, hospital revenue will contribute for a significant portion of total revenue
- Only 1 hospital, Chang'an Hospital (pending acquisition), is considered in the projection.
- New centers will gradually contribute to our revenue

Financial Overview and Highlights

Strong Financial Performance

- Net revenue of \$71.5 mm for full year 2011
- Revenue CAGR 29.3%*
- Adjusted EBITDA of \$50.6mn with 70.7% margin for 2011
- Adjusted EBITDA CAGR 18.4%*

Significant Operation Cash Flow

- \$29 mn for full year 2010
- 45.4% increase from 2009

Solid Capital Structure

- Cash or cash equivalents \$62.7 mm at 12/31/2011
- Total liability to asset is 14.8% and total liability to equity is 17.4% as of December 31, 2011

Note: * CAGRs represent 2009 to 2011

Financial Performance

Revenue (US\$ m)



Gross Profit (US\$ m)



Adjusted EBITDA (US\$ m)



Non-GAAP Net Income (US\$ m)



Capital Structure

RMB MM	Dec 31, 2009	Dec 31, 2010	Dec 31, 2011
Cash	1,037.2	535.8	219.1
PP&E, Net	573.0	907.3	1,068.7
Total Assets	2,443.9	2,663.0	2,393.4
Total Bank Debt	149.9	241.1	185.6
Total Liabilities	290.1	361.2	355.4
Shareholders' Equity	2,153.7	2,301.8	2,038.1
Total Liabilities / Total Assets	11.9%	13.7%	14.8%
Total Liabilities / Total Equity (incl. Preferred)	13.5%	15.9%	17.4%

Management Team with Experience



Dr. Jianyu Yang
Chairman & CEO

- 10 years of management experience
- Former CEO of Eguard Resource Development (A-share listed)
- PhD in Economics from Liaoning University



Dr. Zheng Cheng
COO & President

- 20 years of industry-related experience
- Co-founder and former CEO of China Medstar (AIM-listed)
- Qualified clinical surgeon



Mr. Steve Sun
Director, Chairman of Investment Committee

- 13 years of management experience
- MBA from University of Chicago Graduate School of Business



Mr. Adam J. Sun
CFO

- Over 10 years of finance and management experience
- Experience in healthcare industry in China
- MBA from University of Chicago, GSB



Mr. Jing Zhang
Chief Administrative Officer

- 14 years of industry experience
- Co-founder and former COO of China Medstar (AIM-listed)
- BA from Beijing Institute of Chemical Technology



Ms. Xun Liu
Financial Controller

- 13 years of financial management and accounting experience
- VP of Finance with Xueda Education (NYSE: XUE)
- CICPA member



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4 **Clear growth strategies**

5 **Solid financial performance supporting future growth**



Appendix

Full Spectrum of Services

Radiotherapy treatment



Linear Accelerator (LAC)

- Deliver a high-energy x-ray beam capable of treating larger tumor
- Advanced modalities including three-dimensional conformal radiation

Head Gamma Knife System (HGK)

- Use multiple radiation sources (cobalt-60) to produce a beam of radiation
- Mostly used for the treatment of brain tumors

Body Gamma Knife System (BGK)

- Used for the treatment of tumors inside the body
- Widely used in China

Diagnostic imaging



Positron Emission Tomography – Computed Tomography (PET-CT)

- Combine the function of PET scanner and CT scanner in one unit
- More precise imaging, one of the most advanced diagnostic imaging technologies

Magnetic Resonance Imaging (MRI)

- Use a powerful magnetic field and radio frequency pulses but not involving radiation
- Produce detailed pictures of internal body structures in neurological or oncology imaging

Others

- Includes CT scanners, ECT scanners, epilepsy diagnosis equipment, thermotherapy equipment, high-intensity focused ultrasound therapy equipment, cell knife and ophthalmic equipment

Full range of services with operational synergies between radiotherapy and diagnostic imaging

Healthcare Market in China

	Total Healthcare Market (Billions USD)	As Percentage of GDP	Per Capita Spending (USD)	CAGR 2000-2009
China	229	4.6%	177	17.5%
Japan	420	8.3%	3,321	1.9%
United States	2,287	16.2%	7,410	6.2%
United Kingdom	202	9.3%	3,285	7.7%
Germany	376	11.3%	4,629	7.7%
France	310	11.7%	4,798	9.9%

- Healthcare is the third largest expenditure for Chinese families, behind housing and education;
- Chinese government has allocated RMB 800 billion to healthcare expenditure for 2009-2011

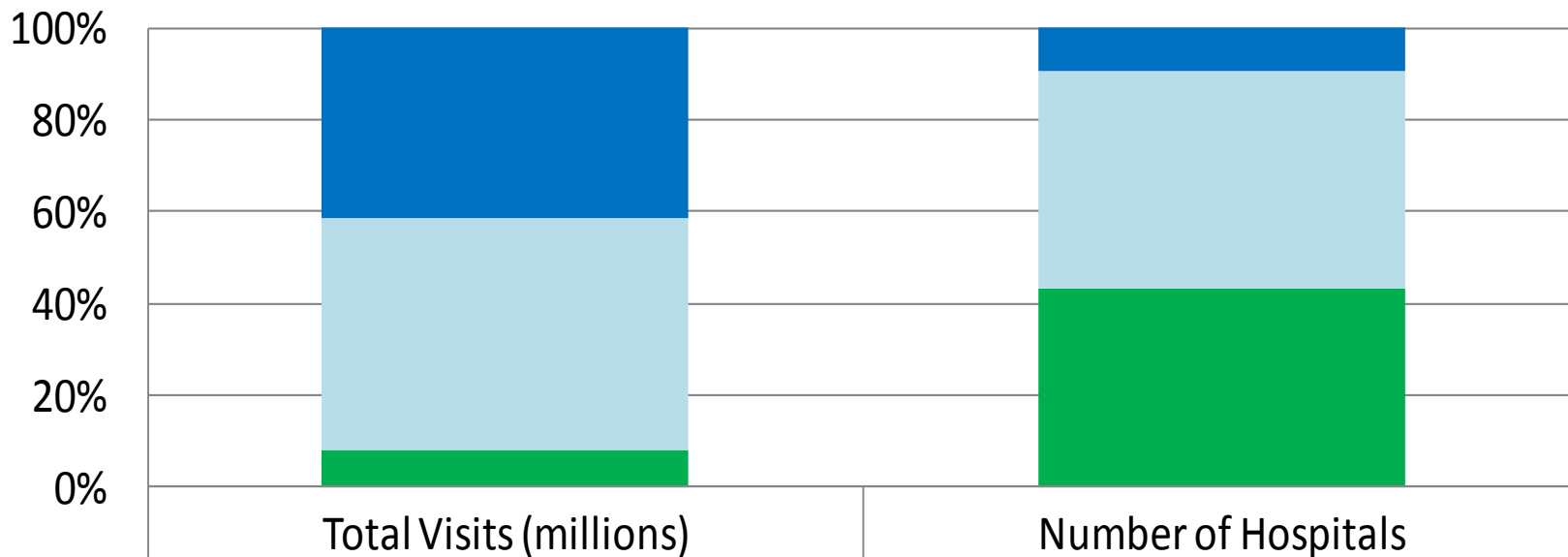
Medical Service Reform in China: Equity & Segmentation

	Types of services	Likely delivery mechanism	Funding mechanism	Market opportunities
Public health services	<ul style="list-style-type: none"> •Control and prevention of infectious diseases, healthcare education, etc 	<ul style="list-style-type: none"> •Provided by public, not-for-profit health centers and hospitals 	<ul style="list-style-type: none"> • Government direct funding or through social insurance 	<ul style="list-style-type: none"> •Closed market • Services provided by government
Basic health services	<ul style="list-style-type: none"> •Include typically required medical services for treatment and well being of population 	<ul style="list-style-type: none"> •Not-for-profit hospitals 	<ul style="list-style-type: none"> •Social insurance and company sponsored insurance programs 	<ul style="list-style-type: none"> •Partially open • Market open to for profit hospitals
Specialty health services	<ul style="list-style-type: none"> •Include uncommon health services, leveraging special technology (e.g. cosmetic surgery etc.) 	<ul style="list-style-type: none"> •Provided by specialized and for-profit hospitals •Based on free market principles 	<ul style="list-style-type: none"> •Self-funded •Private health insurance 	<ul style="list-style-type: none"> •Open to competition (local and foreign)

In December 2011, healthcare services was moved from “Restricted” to “Allowed” in China’s Foreign Investment Catalogue

Why High-End Oncology Hospital

Uneven Distribution of Resources

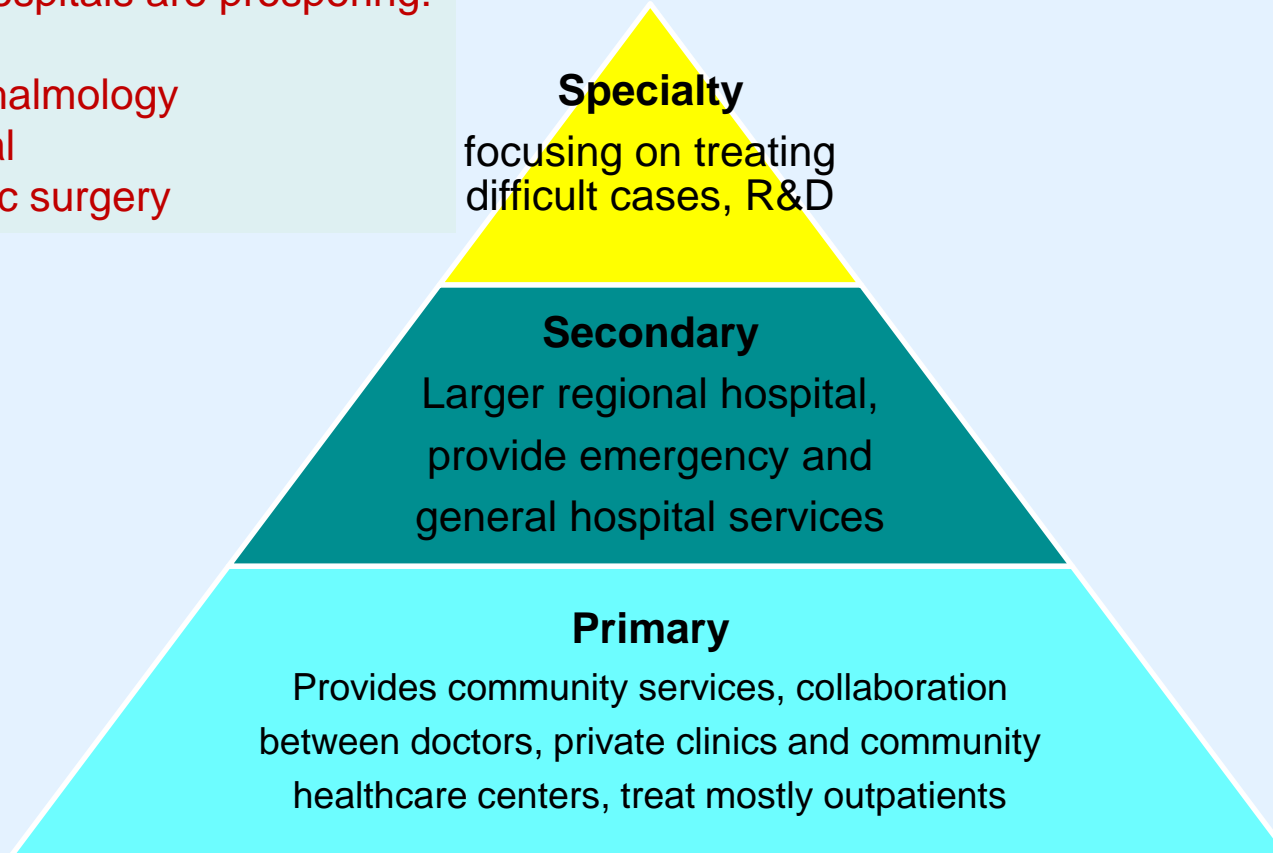


	Total Visits (millions)	Number of Hospitals
■ Class 3	760	1,137
■ Class 2	931	5,727
■ Class 1	146	5,271

Specialty Hospitals in China

Specialty hospitals are prospering:

- OB
- Ophthalmology
- Dental
- Plastic surgery



By establishing its own oncology hospital, CCM will benefit from the “Equity and Segmentation” trend in China’s healthcare industry