



THOMSON
MEDICAL GROUP



CONFIDENTIAL

7 September 2023

THOMSON MEDICAL GROUP LIMITED

FY2023 Results Briefing



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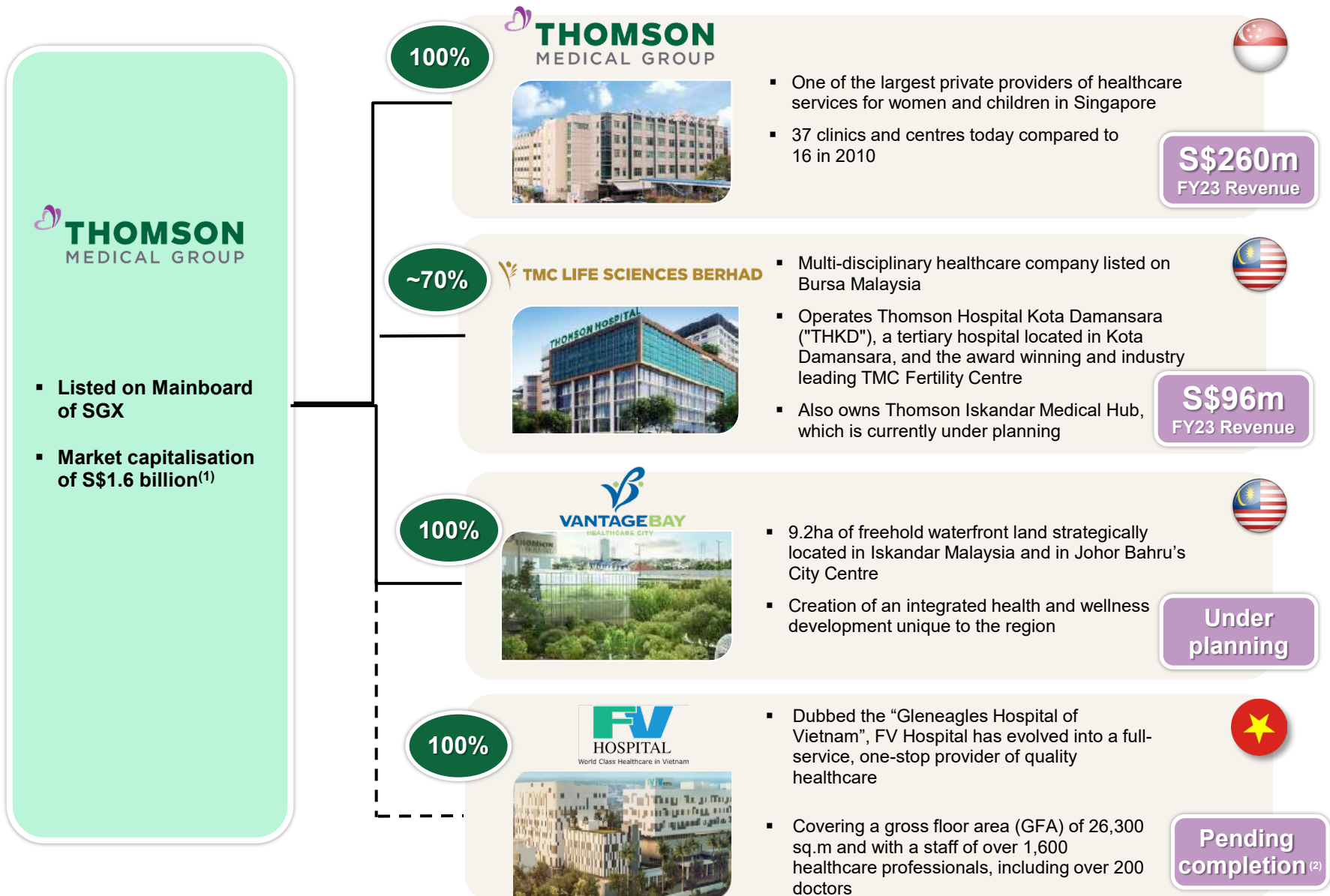
The information contained in this Presentation is provided as of the date hereof and is subject to change without notice.

- 1 Group Overview**
- 2 FY2023 Financial Highlights**
- 3 Future Growth Plans**

1 Group Overview



Key Businesses



Thomson Medical Pte Ltd (“TMPL”)

Hospital Operations & Ancillary Services

Established in 1979, TMPL owns and operates Thomson Medical Centre (“TMC”) and a network of specialist medical clinics and facilities providing outpatient women and children healthcare services, as well as diagnostic imaging, health screening, gynaecological oncology, dentistry, specialist dermatology and Traditional Chinese Medicine.



187

Licensed beds⁽¹⁾

- Comprehensive range of services that together with its tenant specialists provide convenience for patients who require O&G, paediatric and other related services, such as surgical operations, diagnostic imaging, pharmacy and laboratory services



- Thomson Diagnostic Imaging Centre (“TDIC”) providing X-ray and ultrasound services
- Also has a fetal assessment unit which provides tertiary level obstetrics ultrasonographic screening for fetal abnormalities
- In addition to TMC, TDIC is also located at Paragon Medical and Novena Medical Centre



- 24-hour family clinic providing general medical consultation for the treatment of common medical ailments
- Managed by a team of resident medical officers

TMC Life Sciences Berhad (“TMCLS”)

Hospital Operations & Ancillary Services

In 2008, TMCLS established Thomson Hospital Kota Damansara (“THKD”). THKD is its flagship multi-disciplinary tertiary care centre equipped with advanced medical technology and infrastructure to deliver quality and affordable healthcare solutions



As at 30 June 2023



350
Licensed
beds⁽¹⁾⁽²⁾



57%
Bed Occupancy
Rate (“BOR”)⁽³⁾

Future growth

535

Maximum bed capacity

- On 30 March 2022, THKD received operating license from the Ministry of Health for its new expansion wings and new oncology unit
- To be opened progressively in the near term

Key achievements of THKD



First in Malaysia to offer ENT, head and neck CO2 laser treatment



One of four private hospitals in Malaysia to offer specialised interventional neuro-radiology services



First in Asia Pacific to obtain the Mediso AnyScan Hybrid Imaging machine, an all-in-one SPECT, CT and PET system for nuclear medicine



First hospital in Malaysia to receive the Silver award under the Healthcare category by GreenRE for its green building initiatives

Award-winning specialist hospital and clinics



**Specialist Hospital
of The Year in APAC
2022**



**Advanced
Paediatrics Service
Provider of the Year
in APAC 2023**



**Gastroenterology
Service Provider of
The Year in APAC
2022**

ENT, head and neck laser centre

- Comprehensive surgical and medical treatments for all ear, nose, throat, head and neck diseases



**ENT Clinic of The
Year in APAC
2022**



**ENT Service Provider
of The Year in APAC
2018 - 2019**

Executed initiatives in 2022

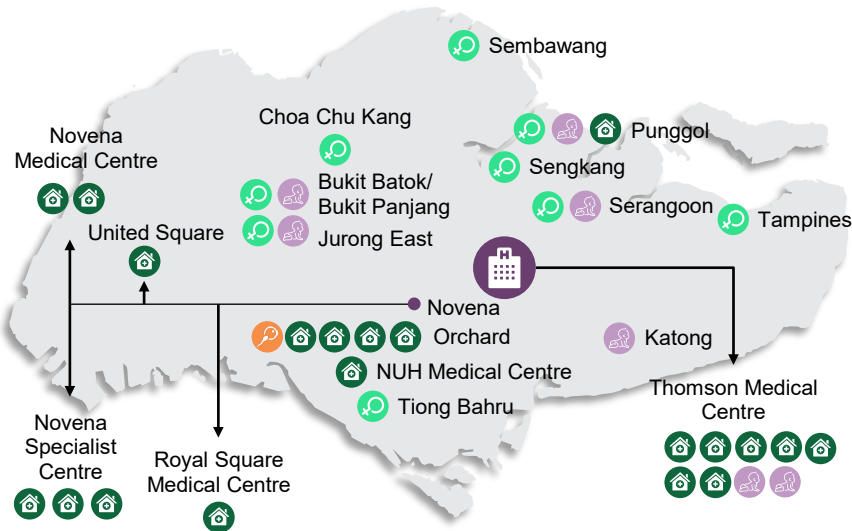
- ✓ Thomson Fertility Centre launched Fertility GeneCode and My GeneCode, a **ground-breaking genetic screening technology**
- ✓ Started offering **radiotherapy services** in March 2022

Healthcare Assets in Singapore and Malaysia

Singapore

187
licensed beds⁽¹⁾

37
clinics & centres



Flagship Thomson Medical Centre with 37 clinics and centres island wide

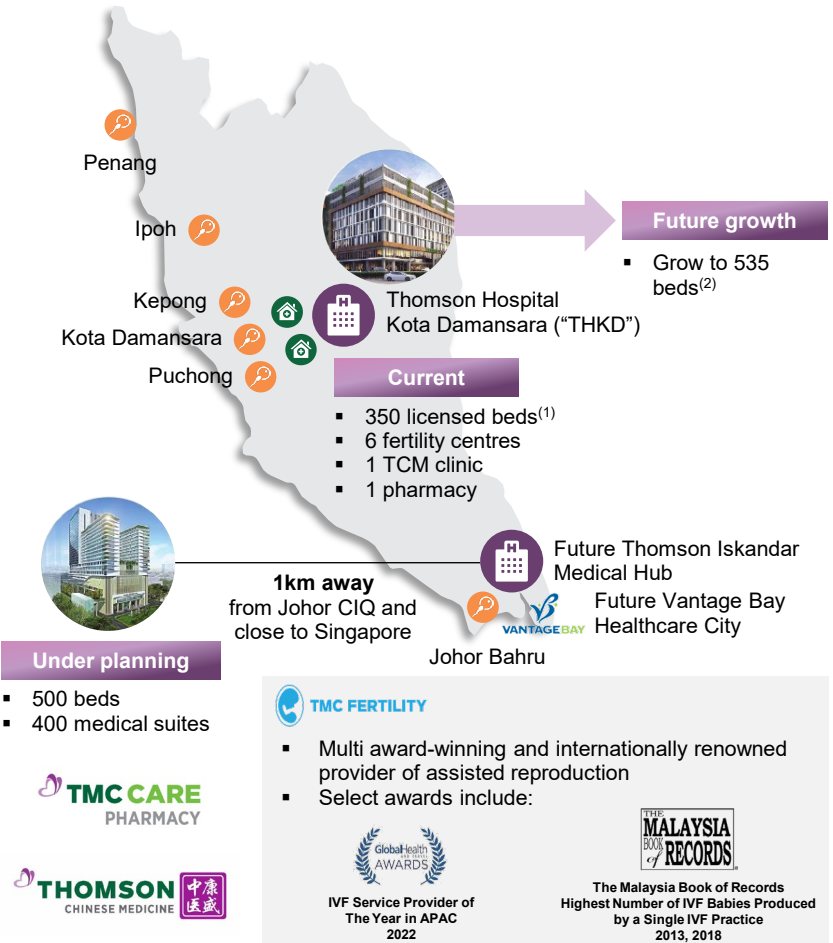


Malaysia

308
licensed beds⁽¹⁾⁽²⁾

6
fertility centres

1 TCM clinic &
1 pharmacy



Hospital



Women's
clinic



Paediatric
clinic



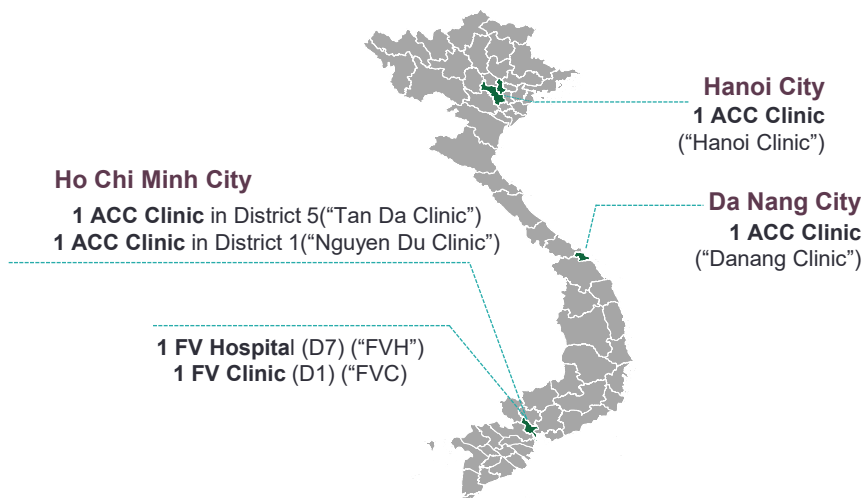
Fertility
centre



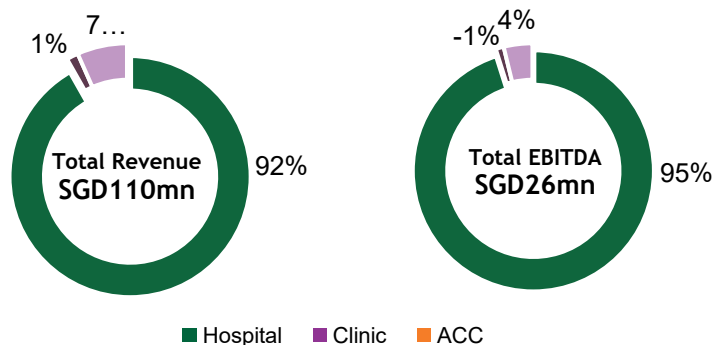
Other clinics
and centres

FV Hospital: A world-class healthcare delivery platform in Vietnam

Snapshot of the FV Group's Network



CY2022 Revenue & EBITDA Contribution⁽²⁾



FV Group overview



- Years in operation: 20+
- Location: District 7, Ho Chi Minh City
- Modern multi-specialty private tertiary care hospital offering more than 30 specialties
- Approximately 200 operating beds⁽¹⁾
- About 200 doctors
- **First JCI-accredited general hospital in South Vietnam**



- Years in operation: 10 (Formed in 2013)
- Location: District 1, Ho Chi Minh City
- Advanced multi-disciplinary outpatient facility offering comprehensive secondary care
- Fully equipped with outpatient rooms, x-ray, ultrasound, CT scanner, laboratory and pharmacy facilities
- Focused on 9+ specialties – Paediatrics, gynecology, dermatology, rheumatology, neurology, cardiology, ENT, internal medicine, physiotherapy



- Years in operation: 16+
- Locations: Ho Chi Minh City (2 clinics), Hanoi, Da Nang
- State-of-the-art chiropractic, rehabilitation and foot care centre
- First chiropractic clinic registered under the Ministry of Health, Vietnam
- Entire stake acquired by FV Group in 2022
- Key treatment areas – Disc syndrome, sciatica, scoliosis, sports injuries, foot problems, lower back / neck / knee / shoulder / ankle / elbow / wrist pain

2 FY2023 Financial Highlights



Group Financial Highlights – FY2023



Revenue Growth and Steady Profit

6.6%  FY2023 Revenue
\$355.8m

5.8%  FY2023 EBITDA
\$103.3m

29.9%  FY2023 PAT
\$41.1m



Healthy Balance Sheet

Successfully redeemed
S\$225.0m bonds
due in July 2022 with a
revolving loan

Successfully raised
S\$150.0m bonds in
May/Jul 2023



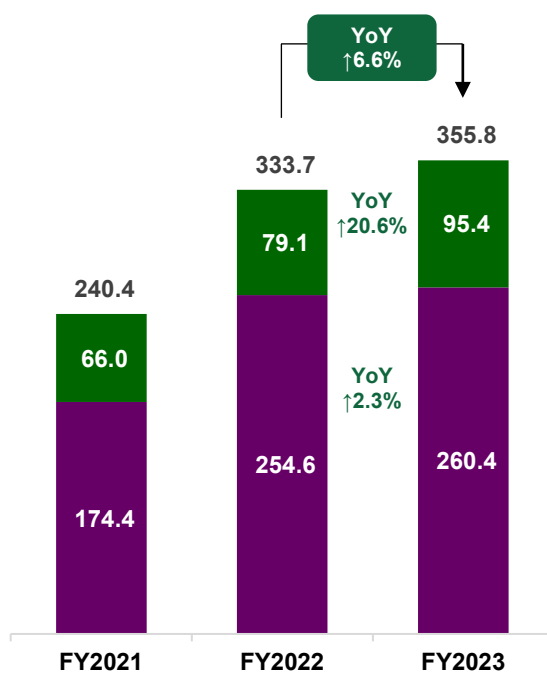
Final Dividend

Board of Directors
recommend final dividend of
0.040 cents per share

Historical Financial Highlights

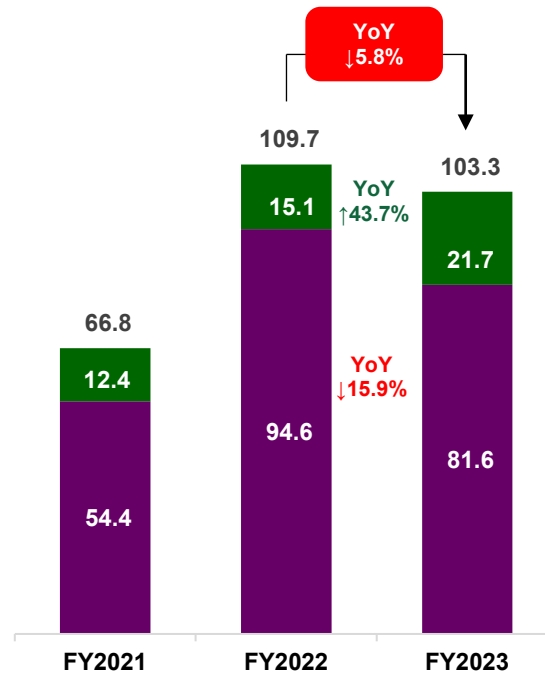
REVENUE

Revenue by Geographical Segments (\$mil)



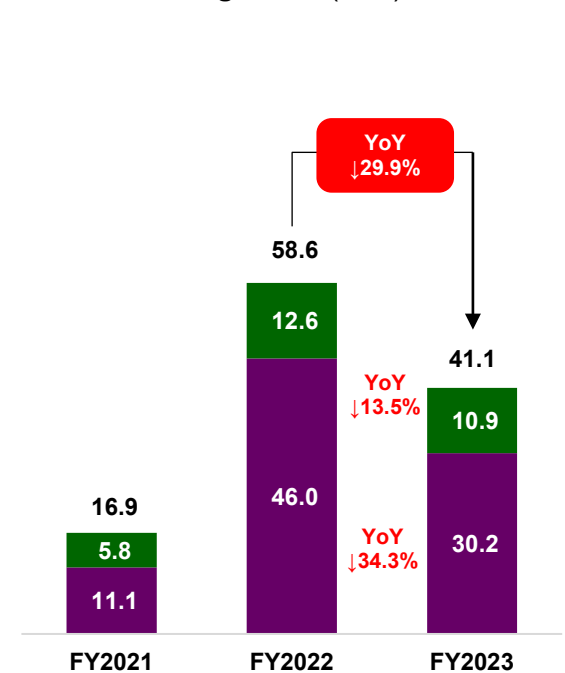
EBITDA

EBITDA by Geographical Segments (\$mil)



PROFIT AFTER TAX

PAT by Geographical Segments (\$mil)

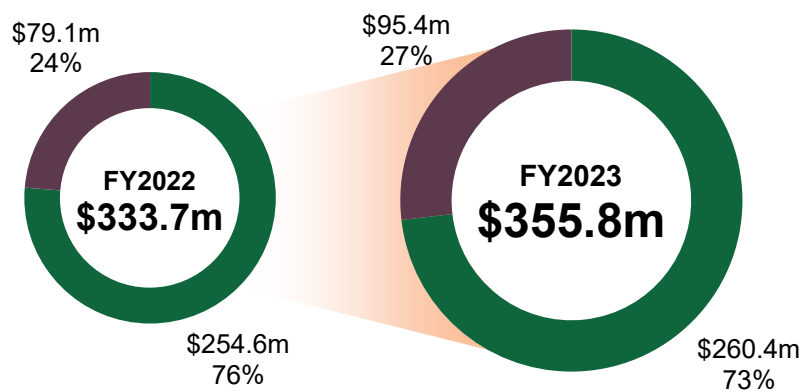


■ Singapore ■ Malaysia

Geographical Segments – FY2023

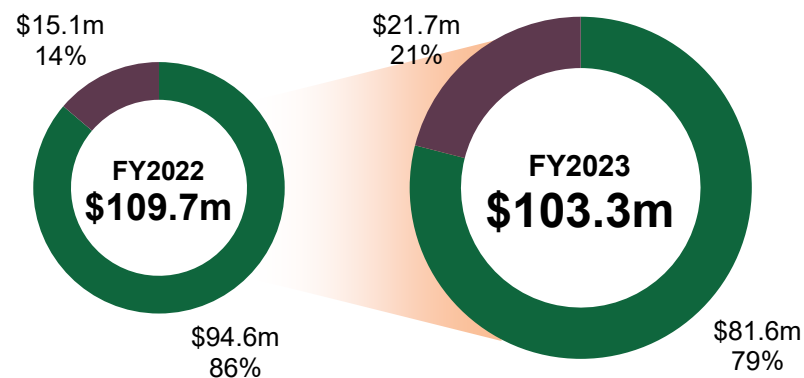
Revenue

(\$ in millions)



EBITDA

(\$ in millions)



■ Singapore

■ Malaysia

EBITDA margin

Segments	FY2021	FY2022	FY2023
Singapore	31.2%	37.2%	31.3%
Malaysia	18.8%	19.1%	22.7%
Total	27.8%	32.9%	29.0%

KEY LEVERAGE RATIOS

S\$m	FY2021	FY2022	FY2023
Total Debts	619.4	629.1	747.8
Cash	(122.7)	(161.6)	(286.6)
Net Debts	496.7	467.5	461.2
Equity	566.0	608.3	575.4
EBITDA	66.8	109.7	103.3
Net Debts / Equity	0.9x	0.8x	0.8x
Net Debts / EBITDA	7.4x	4.3x	4.5x

Key Operating Statistics

	FY2021	FY2022	FY2023
LICENSED BEDS¹			
Singapore	187	187	187
Malaysia	205	308	350
Total	392	495	537
OPERATIONAL BEDS²			
Singapore	181	181	178
Malaysia	205	299	314
Total	386	480	492
BOR³			
Singapore	49.2%	52.4%	55.3%
Malaysia	47.1%	52.7%	57.4%

¹ Licensed beds are the number of beds approved by the Ministry of Health in the respective jurisdictions that the hospitals are allowed to operate as at the end of the financial period.

² Operational beds is an internal measure that include licensed beds utilised for patients.

³ Bed Occupancy Rate represents the percentage of operational overnight beds occupied by inpatients

Key Operating Statistics

	FY2021	FY2022	FY2023
NUMBER OF INPATIENT			
Singapore	20,402	20,972	20,315
Malaysia	18,806	23,107	29,390
Total	39,208	44,079	49,705
NUMBER OF OUTPATIENT			
Singapore	277,398	308,308	288,638
Malaysia	166,254	183,470	171,613
Total	443,652	491,778	460,251
INPATIENT ABS¹			
Singapore	S\$3,547	S\$3,784	S\$4,257
Malaysia	RM7,106	RM7,555	RM7,993
OUTPATIENT ABS¹			
Singapore	S\$282	S\$272	S\$292
Malaysia	RM252	RM235	RM297

¹ ABS refers to Average Bill Size.

3 Future Growth Plans

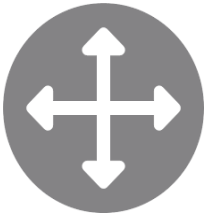


TMG Going Forward: Firing on all Cylinders



Regional Expansion

- Strategic high-value healthcare markets
- Markets offering high growth potential, especially leveraging the Group's stronghold in Singapore, Malaysia and Vietnam
- A localised approach to each market to maximise each geography's unique opportunities



Widen across Adjacencies & Deepen our Expertise

- Capitalize on our hospital assets to expand into strategic health adjacencies that build on our strategic health areas and target geographies
- Build depth into our service offerings - becoming a key opinion leader in Women's and Children's Healthcare



Comprehensive Women's and Children's Ecosystem

- Continue to expand the Group's reputation in IVF, O&G and fertility health across the region
- Extend our impact to offer health services for women and children at every life stage and health milestone



Digital Infrastructure Acceleration

- Accelerating the Group's digital transformation, creating platforms to optimise patient engagement, care, loyalty and continued support at every life stage.
- Engaging patients using omni-channel platforms, online-to-offline-to-online engagement.

THANK YOU!

Thomson Medical Group Limited

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