

**THOMSON MEDICAL  
GROUP LIMITED**

# Scaling New Heights

22<sup>nd</sup> Annual General Meeting  
Singapore

**Date:**  
**Thursday, 27 Oct 2022**

**Time:**  
**2.00pm**

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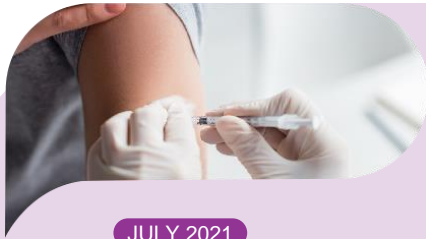
# AGENDA

- BUSINESS OVERVIEW
- FINANCIAL REVIEW
- FUTURE GROWTH PLANS



# BUSINESS OVERVIEW

# Year In Review 2022



**JULY 2021**

## **THKD commissions Covid-19 vaccination centre**

In response to managing the Covid-19 pandemic, THKD commissioned a Covid-19 vaccination centre - Pusat Pemberian Vaksin at the new expansion wing, delivering more than 100,000 vaccine doses to the public.

**AUGUST 2021**

## **Thomson Medical onboards paediatricians and paediatric services onto WhiteCoat telemedicine platform**

Providing parents and their children convenient and on-demand access to paediatric care, Thomson Paediatric Centre's paediatricians were the first to be listed on WhiteCoat's paediatric care telemedicine platform.



**FEBRUARY 2022**

## **Launch of new Thomson TCM clinic**

Thomson Chinese Medicine launched its fourth clinic at Novena Specialist Centre to bring patients more convenient access to tailored care and treatment from our TCM physicians.

**MARCH 2022**

## **THKD obtains operating license for new expansion wing from MOH Malaysia**

Thomson Hospital Kota Damansara obtains operating license from MOH Malaysia paving the way for clinical operations to begin at its new expansion wing.

**APRIL 2022**

## **Thomson Medical receives Singapore's Best Employers 2022 award**

Thomson Medical was ranked 50th among the 200 highest-scoring employers and 2nd in the Healthcare & Social category, in the 2022 Singapore's Best Employers Survey by The Straits Times and Statista.

**NOVEMBER 2021**

## **Thomson Medical sets up Covid-19 Treatment Facility ("CTF")**

In continued support of the fight against Covid-19, Thomson Medical set up and managed a Covid-19 treatment facility at Sengkang Community Hospital to attend to stabilised Covid-19 patients that still require close medical care in a hospital setting.

**DECEMBER 2021**

## **Thomson X announces joint venture with WhiteCoat to launch women's and children's mobile application**

To broaden accessibility to the Group's doctors and services, Thomson X and WhiteCoat announced plans to launch a mobile application to deliver a holistic omni-channel healthcare experience to meet the health and wellness needs of women and children.



**APRIL 2022**

## **Thomson Medical converts CTF to Transitional Care Facility**

Reacting to the slowdown of the Omicron Covid-19 variant, Thomson Medical converted its Covid-19 treatment facility to a Transitional Care Facility ("TCF") aimed at managing lower risk Covid-19 patients and alleviating patient load at hospitals.

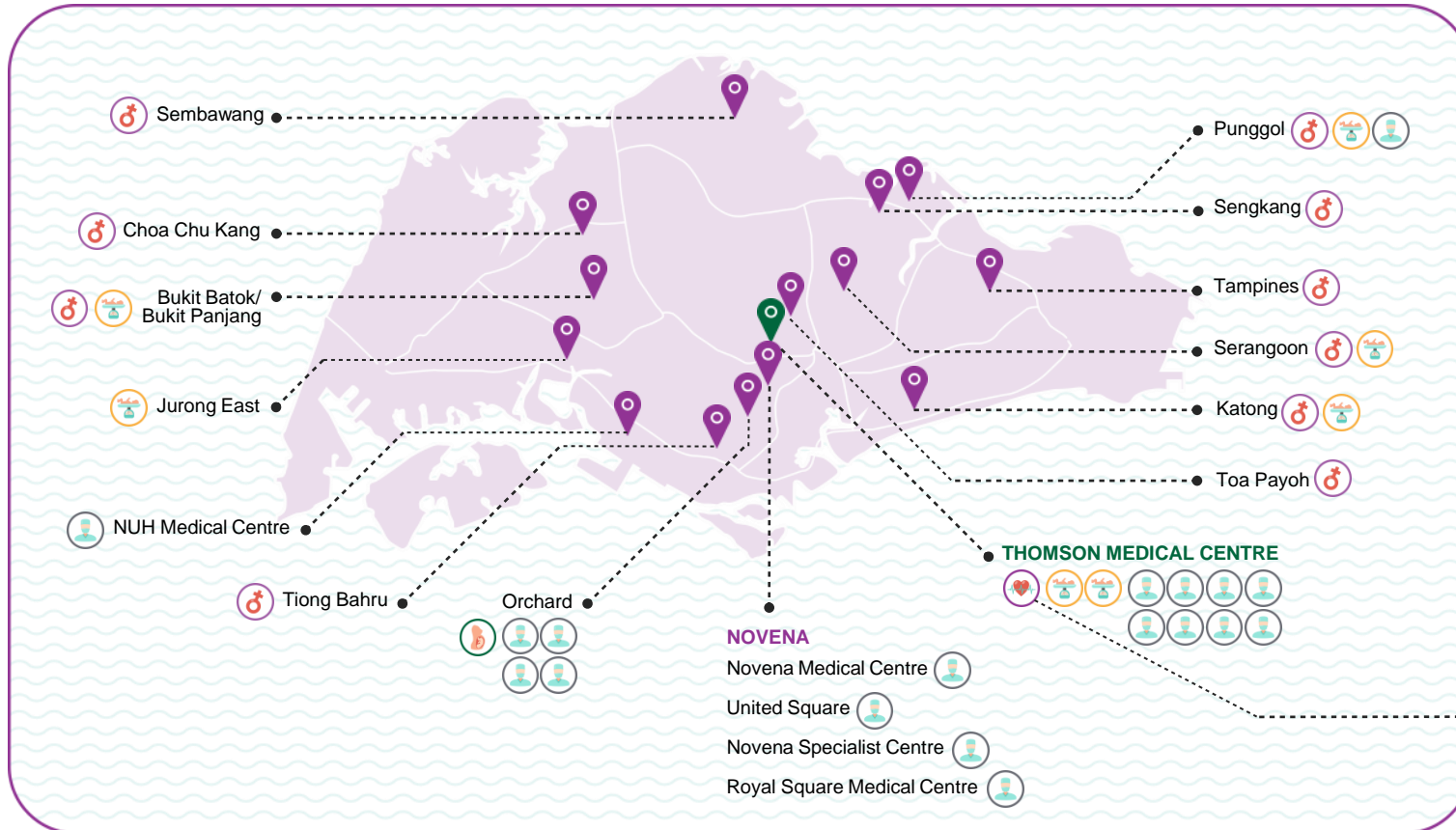


**MAY 2022**

## **Supporting vaccination operations at Joint Testing & Vaccination Centres ("JTVC")**

Thomson Medical was selected by MOH to support vaccination operations at two JTVCs and runs the only centre offering the Nuvaxovid Covid-19 vaccine.

# Singapore Healthcare Assets



**LEGEND**

-   
**Hospital**
-   
**Women's Clinic**
-   
**Paediatric Clinic**
-   
**Fertility Centre**
-   
**Other Clinics and Centres**

## Flagship Thomson Medical Centre

- 
- 
- 
- 
- 
- 
- 
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187 beds

**39** clinics  
and centres  
islandwide

# Malaysia Healthcare Assets



## LEGEND



Hospital



Fertility Centre



Other Clinics and Centres

## Flagship Thomson Hospital Kota Damansara

**8** fertility clinics and other centres



# Key Operating Statistics

	FY2022	FY2021
<b>LICENSED BEDS<sup>1</sup></b>		
Singapore	187	187
Malaysia	308	205
Total	495	392
<b>BOR<sup>2</sup></b>		
Singapore	52.4%	49.2%
Malaysia	53.0%	47.2%

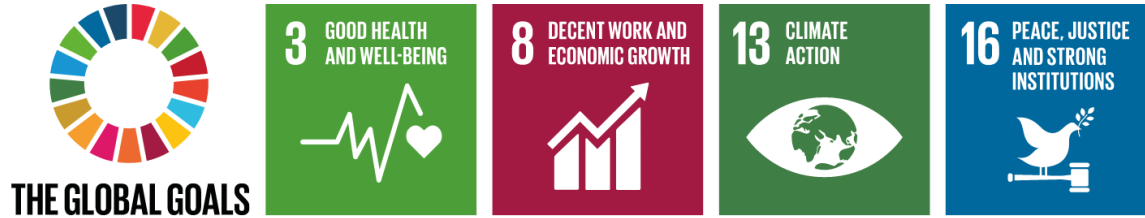
<sup>1</sup> Licensed beds are the number of beds approved by the Ministry of Health in the respective jurisdictions that the hospitals are allowed to operate as at the end of the financial period.

<sup>2</sup> Bed Occupancy Rate represents the percentage of operational overnight beds occupied by inpatients



# Environmental, Social, and Governance (ESG)

## United Nations Sustainable Development Goals



Material ESG Factors		
Patient Satisfaction GRI 103	Customer Health and Safety GRI 416	Workplace Health and Safety GRI 403
OUR EMPLOYEES		
Employment GRI 401	Training and Education GRI 404	Diversity and Equal Opportunity GRI 405
ENVIRONMENTAL MANAGEMENT		
Energy Conservation GRI 302	Water Consumption GRI 303	Waste Management and Compliance GRI 306
COMPLIANCE WITH LAWS AND REGULATION		Local Communities GRI 103
Anti-Corruption GRI 205	Data Privacy GRI 418	

## YEAR IN REVIEW 4th SUSTAINABILITY REPORT

**PATIENT SATISFACTION**

- 16:1 Compliments to complaint ratio
- 91% Choice hospital again
- 90% will recommend TMC to friends
- 88% Customer satisfaction rate

**CUSTOMER HEALTH AND SAFETY**

**ZERO** non-compliance incidents concerning health and safety impacts

**WORKPLACE HEALTH AND SAFETY**

**ZERO** Workplace fatalities  
High-consequence work-related injuries

**OUR EMPLOYEES**

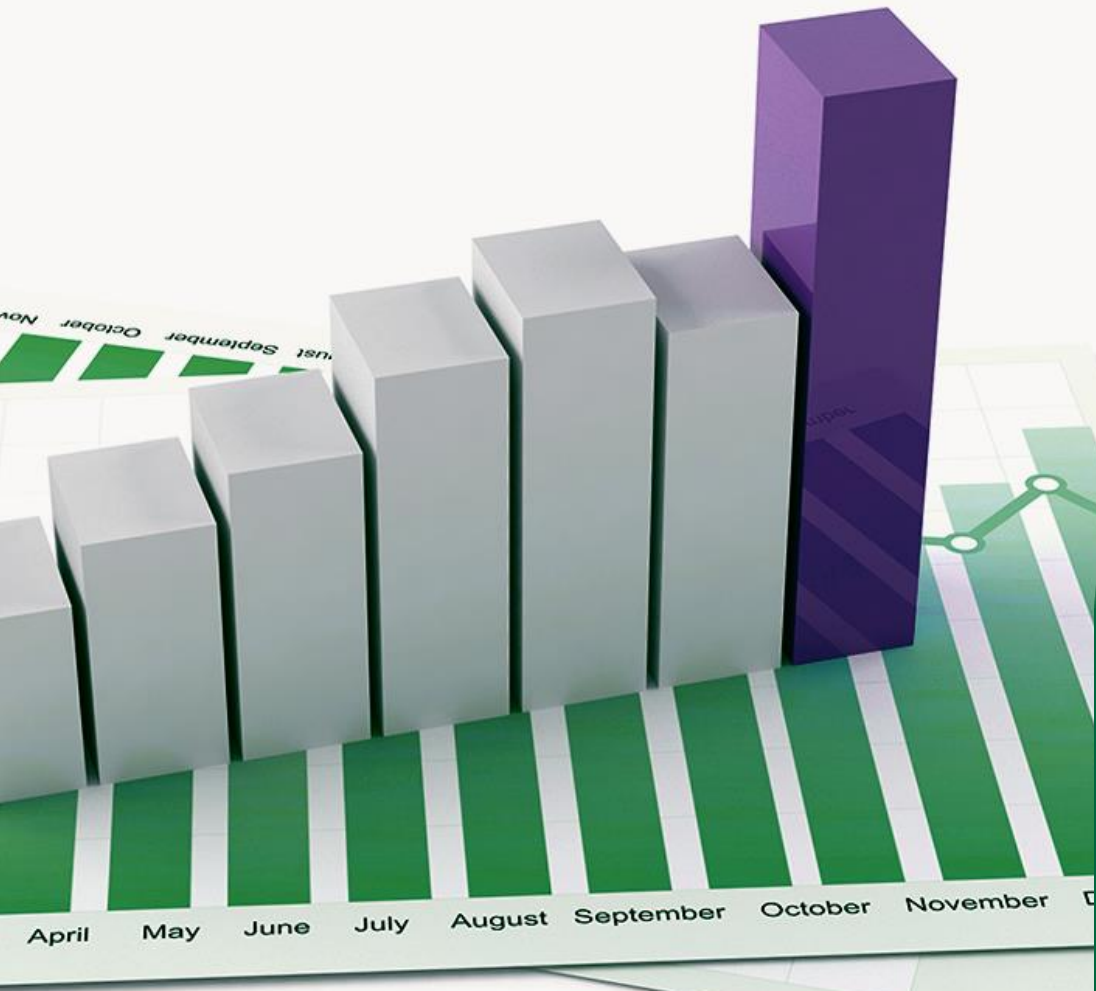
- 46 Training hours for nurses on average
- 6 Average Training Hours for non-nursing Staff

**COMPLIANCE TO LAWS AND REGULATIONS**

**ZERO** Incidents of non-compliance with laws and regulations  
Compliants concerning breach of customer privacy and data loss

**ISO CERTIFICATIONS**

ISO 9001 - Quality Management  
ISO 14001 - Environmental Management  
ISO 45001 - Occupational Health and Safety Management



# FINANCIAL REVIEW



## Strong Results Amid COVID Challenges

**38.8% growth** in Revenue in FY2022 to **\$333.7m**

**64.4% growth** in EBITDA in FY2022 to **\$109.7m**

**246.5% growth** in PAT in FY2022 to **\$58.6m**



## Healthy Balance Sheet

**Strong cash position of**  
**\$161.6m**

as at 30 June 2022

Successfully **redeemed**  
**\$225m bonds** due in July 2022 with a term loan



## Special Dividend

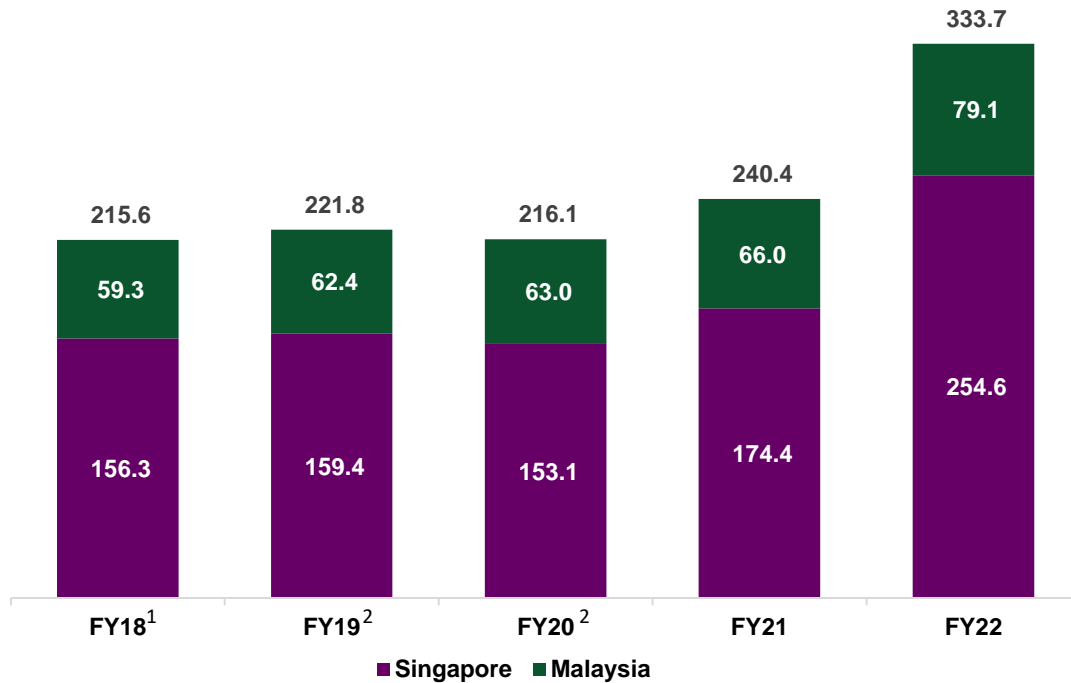
**Board of Directors recommend final dividend of 0.115 cents per share for FY2022.**

*(FY2021: 0.015 cents per share)*

# Historical Financial Highlights

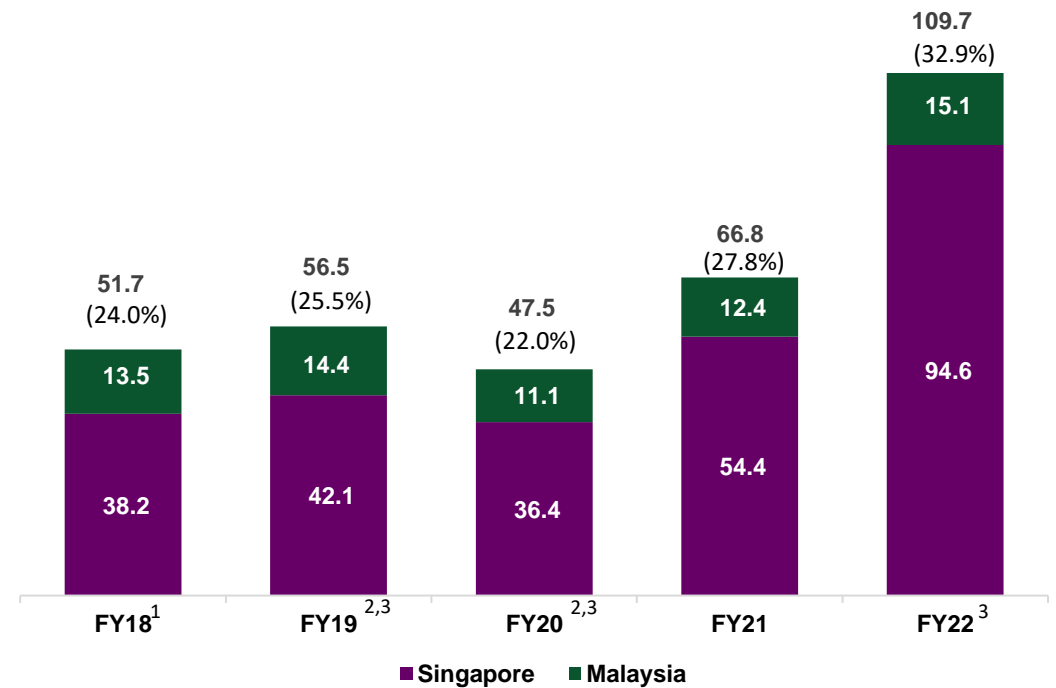
## REVENUE

Revenue by Geographical Segments (\$mil)



## EBITDA

EBITDA by Geographical Segments (\$mil)



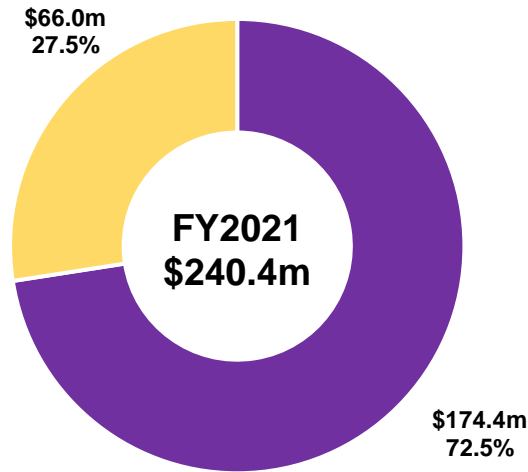
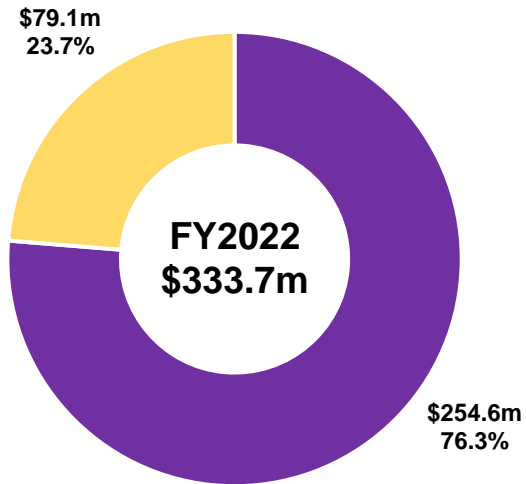
<sup>1</sup> FY18 refers to the audited 12-month financial period from 1 January to 31 December

<sup>2</sup> Unaudited proforma 12-month financial period from 1 July to 30 June

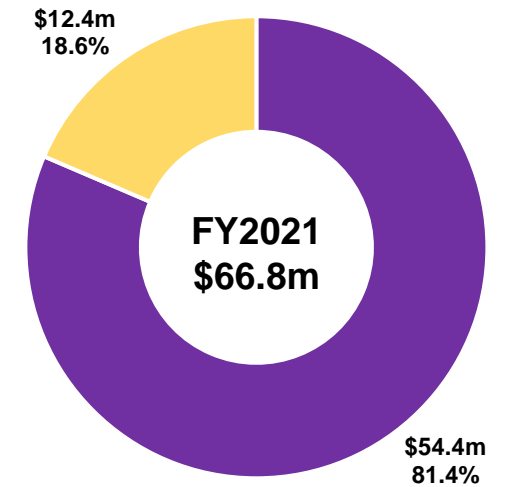
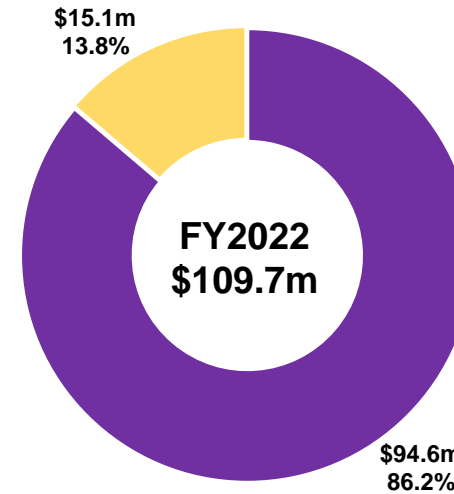
<sup>3</sup> Adjusted for non-cash impairment and management reporting purposes

# Geographical Segments

## REVENUE



## EBITDA

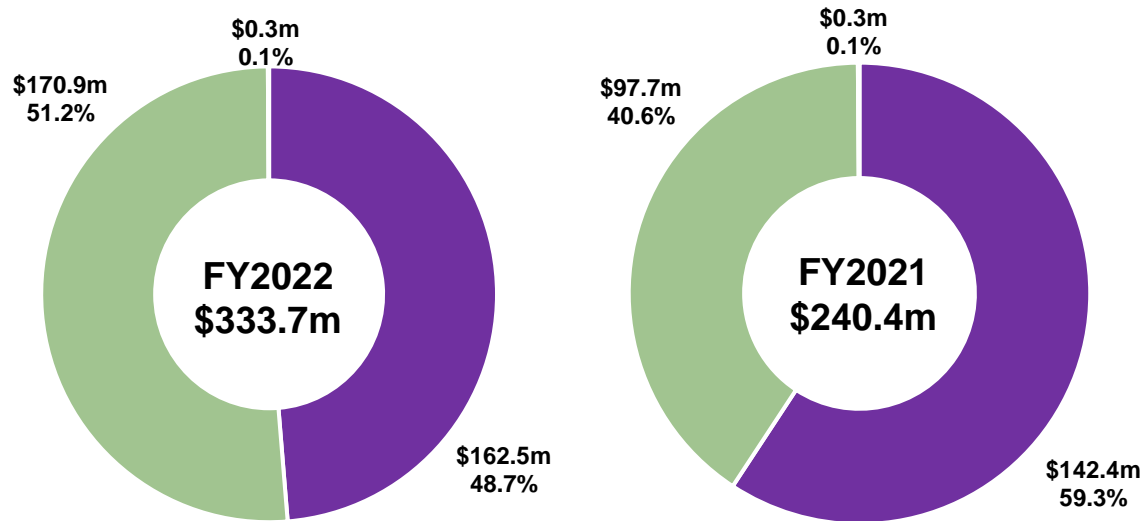


■ Singapore ■ Malaysia

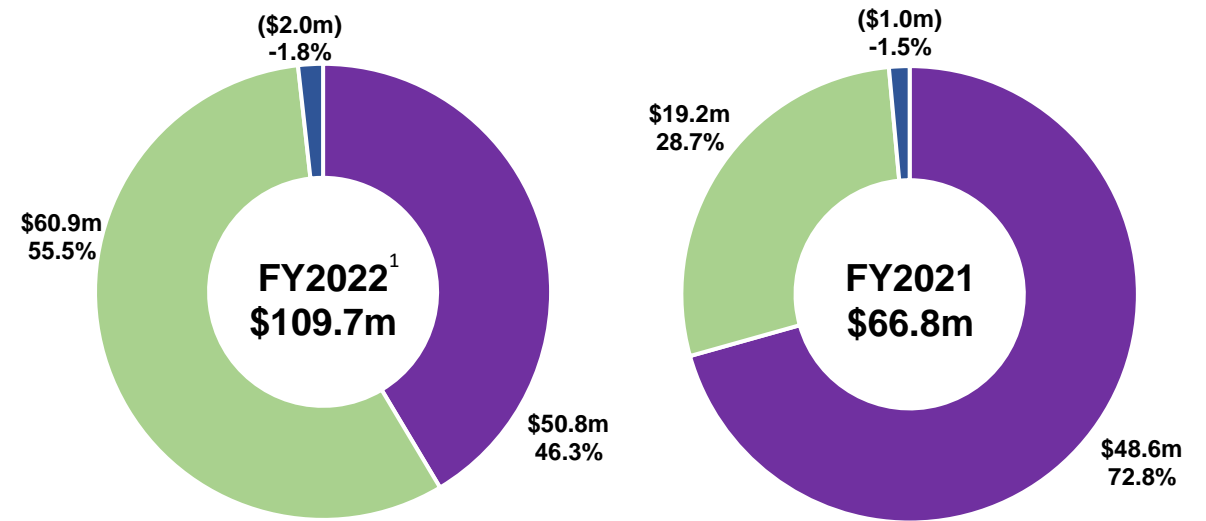
- Continued revenue and EBITDA growth across in Singapore and Malaysia
- Stronger growth in Singapore driven by higher projects revenue as well as strong recovery across all business segments
- Commencement of operation at new wing of THKD in the last quarter contributed to the higher revenue and EBITDA

# Business Segments

## REVENUE



## EBITDA



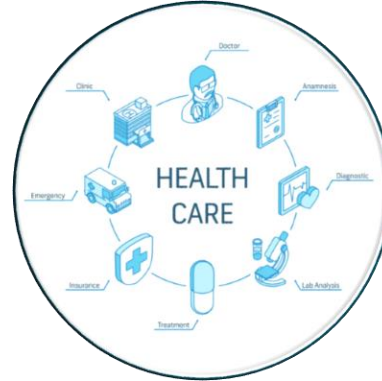
■ Hospital services ■ Specialised services and projects ■ Investment holding

- Continued revenue and EBITDA growth across both business segments
- Stronger growth in the specialised services due to higher projects revenue as well as broad base business recovery

<sup>1</sup> Adjusted for management reporting purposes



# FUTURE GROWTH PLANS



## Thomson Hospital Kota Damansara (THKD)

- On 30 March 2022, THKD received the operating license for its new expansion buildings and the new oncology unit from the Ministry of Health. The new wing will be opened progressively over the next three years.
- 2 acres of land bank available for Phase 3 expansion

## New Centres & Services

- **New Nodal Centre** – Establish new nodal centre in Bidadari New Town to better cater to the health and wellness needs of young families
- **Vaccination Centres and Transitional Care Facilities**– Continue to support the government in operating vaccination centres and transitional care facilities
- **Thomson X** – Incorporated Hatch Health Pte Ltd, a joint venture company with telehealth provider WhiteCoat to develop a mobile application that will offer seamless and personalised online-to-offline healthcare services to meet the health and wellness needs of women and children.

## Merger & Acquisitions in the SEA region

- To identify opportunities in the region, in particular, Indonesia & Vietnam, to grow Pan-Asian footprint





**TMG 22<sup>nd</sup> Annual General  
Meeting Presentation**  
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