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SMG reports an all-time high annual revenue of S\$100.8 million while net profit surges 78.8% yoy to a record S\$15.6 million for FY2021

- Despite the continued absence of medical tourism, the Group's revenue increased 15.5% yoy to a record S\$100.8 million driven by strong demand and organic growth initiatives across the Group's Health and Diagnostic and Aesthetics segments
- Backed by strong positive operating cash flows of S\$24.4 million, the Group's balance sheet strengthened to a net cash position of S\$22.9 million (31 Dec 2020: S\$15.8 million) while further pairing down its gearing ratio to 2.2% (31 Dec 2020: 6.4%)
- Board of Directors declares a final dividend of 0.65 cents per share (FY2020: 0.4 cents per share) and a special dividend of 0.25 cents per share to reward shareholders for their continued support

Singapore, 22 February 2022 – SGX-listed Singapore Medical Group ("SMG" or "the Group"), a multi-disciplinary specialist healthcare services provider with a growing regional network of healthcare facilities has announced its financial results for the full year ended 31 December 2021 ("FY2021").

Financial Highlights (S\$'000)	FY21	FY20	YoY Change (%)	FY19	FY21 vs FY19 Change (%)
Revenue	100,840	87,340	15.5	94,672	6.5
Gross Profit	44,260	38,040	16.4	43,241	2.4
Profit Attributable to Owners of the Company	15,608	8,730	78.8	13,661	14.3
Earnings Per Share – Basic (Sing Cents)	3.23	1.81	78.5	2.83	14.1

**FY19 results are included to showcase a pre-COVID19 comparison*

Despite the complete lack of medical tourism which historically accounts for 15% to 20% of annual revenue, the Group's total revenue increased 15.5% year-on-year ("yoy") to a record of S\$100.8 million for FY2021. Similarly, in comparison to FY2019's pre-COVID-19 financial results, SMG reported a 6.5% increase in total revenue, signifying the strength of the Group's organic growth initiatives over the years.

This growth in topline was attributed to rising demand across the Group's Health and Diagnostic and Aesthetics segments along with organic growth at its existing clinics in comparison to FY2020 when operations were significantly curtailed due to the Circuit Breaker period in Singapore from April to June 2020.

In a challenging year as the region continued to grapple with the pandemic, the Group reported a 78.8% yoy increase in net profit to a record S\$15.6 million for FY2021.

The increase in net profit was mainly due to the increase in revenue and further bolstered by S\$1.5 million in other gains reported on the Group's income statement. This one-off gain was attributed to the remeasurement of previously held equity in the Group's joint venture, SMG International (Vietnam) Pte. Ltd. and was partially offset by impairment losses recognised from loans to an associated company, as a result of the cessation of the Group's aesthetics business in Vietnam.

The Group's core business operations continued to generate strong positive operating cash flows of S\$24.4 million for FY2021. Accordingly, the Group maintained a healthy cash balance of S\$26.6 million as of 31 December 2021. After accounting for total borrowings amounting to S\$3.7 million, the Group's net cash position improved to S\$22.9 million (31 Dec 2020: S\$15.8 million) while the Group further reduced its gearing ratio to 2.2% (31 Dec 2020: 6.4%).

Backed by a strengthened balance sheet and the improved financial performance after a transition year following the onset of the pandemic, the Board of Directors have declared a final dividend of 0.65 cents per share (FY2020: 0.4 cents per share) and a special dividend of 0.25 cents per share to reward shareholders for their continued support.

Commenting on the Group's record-setting FY2021 results announcement, **Executive Director and CEO Dr. Beng Teck Liang** said, *"In 2021, we continued to face uncertainty as the pandemic continued to weigh on our operations due to the stop-start nature of restrictions both locally and overseas while the absence of medical tourism dampened our financial performance."*

Notwithstanding the challenging conditions, the diversified nature of our operations coupled with resilient domestic demand for specialist healthcare services allowed us to take advantage of structural shifts in demand within key specialist verticals such as aesthetics. These factors when combined with organic growth initiatives over the years coming to fruition allowed us to set new highs in revenue and profitability.

Heading into 2022, we remain cautiously optimistic of rising domestic demand and the potential return of medical tourism. In this regard, we are well positioned to execute our organic and inorganic strategies for growth as we look to emerge stronger from the pandemic.

Looking ahead, the Group continues to aggressively chart organic growth in Singapore through the hiring of new specialists, the opening of new clinics and increasing capacity within existing facilities.

In particular, the Group is looking to strengthen its position as a leading private specialist healthcare provider within the women's and children's space through the hiring of new O&G specialists and paediatricians in addition to the opening new clinics to further strengthen the Group's hub and spoke model.

Dr Beng added, *"Our focus remains on the suburban expansion of our specialist services in key verticals where we see strong demand. In addition to our growing women's and children's vertical, our aesthetics segment continues to experience overwhelming demand. We are aggressively looking to capture opportunities for growth, further expand our existing footprint and cement our leadership position in the aesthetics market."*

Overseas, the Group's entities, CityClinic Asia Investments Pte. Ltd. in Vietnam, PT Ciputra SMG in Indonesia and CHA SMG (Australia) Pte. Ltd. in Australia have begun to gain traction following the impact of COVID-19 restrictions and lockdowns. Accordingly, the Group reported a 98.2% yoy increase in the share of profits from joint ventures and associates from S\$0.5 million for FY2020 to S\$0.9 million for FY2021.

– The End –

About Singapore Medical Group Limited ("SMG")

Incorporated in 2005 and listed on the Singapore Exchange since 2009, SMG is a private specialist healthcare provider with an extensive network of more than 45 owned and associated clinics covering over 25 medical specialties. The Group has a growing regional presence in Ho Chi Minh City in Vietnam, Jakarta and Surabaya in Indonesia and across multiple cities in Australia following several investments and joint ventures with strategic partners.

SMG's practices are strategically and conveniently located at Paragon Medical Centre, Mount Elizabeth Medical Centre, Mount Elizabeth Novena Specialist Centre, Novena Medical Center, Royal Square Medical

Centre, OUE Downtown Gallery, Gleneagles Medical Centre, Farrer Park Medical Centre @ Connexion, Mount Alvernia Medical Centre, and other locations at Bishan, Hougang, Jurong, Toa Payoh, Bedok, Punggol and Tampines.

SMG Clinics: LSC Eye Clinic, The Dental Studio, Lifescan Medical Centre, Lifescan Imaging, The Cancer Centre, The Obstetrics & Gynaecology Centre, SMG Specialist Centre, SMG Urology Centre with Beng Surgery, Wellness & Gynaecology Centre by Dr Julinda Lee, Astra Women's Specialists, Kids Clinic, Teens, Kids and Baby Clinic by SMG, Astra Laparoscopic & Robotic Centre for Women and Fertility, Cardiac Centre International, SW1 Clinic, The Breast Clinic and SMG Diabetes, Thyroid and Endocrine Clinic.

For more information, please visit <https://smg.sg/>

For investor or media enquiries, please contact investor.relations@smg.sg

This press release has been prepared by Singapore Medical Group Limited (the "Company") and its contents have been reviewed by the Company's sponsor, UOB Kay Hian Private Limited (the "Sponsor") for compliance with the relevant rules of the Singapore Exchange Securities Trading Limited ("SGX-ST") Listing Manual Section B: Rules of Catalyst.

This press release has not been examined or approved by the SGX-ST and the SGX-ST assumes no responsibility for the contents of this press release, including the accuracy, completeness or correctness of any of the information, statements or opinions made or reports contained in this press release.

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