



# **Corporate Presentation**

**Annual General Meeting**

**20 April 2018**



This Corporate Presentation has been prepared by the Company and its contents have been reviewed by the Company's Sponsor, Hong Leong Finance Limited (the “**Sponsor**”), for compliance with the relevant rules of the Singapore Exchange Securities Trading Limited (the “**SGX-ST**”). The Sponsor has not independently verified the contents of this Corporate Presentation. This Corporate Presentation has not been examined or approved by the SGX-ST and the SGX-ST assumes no responsibility for the contents of this Corporate Presentation including the correctness of any of the statements or opinions made or reports contained in this Corporate Presentation.

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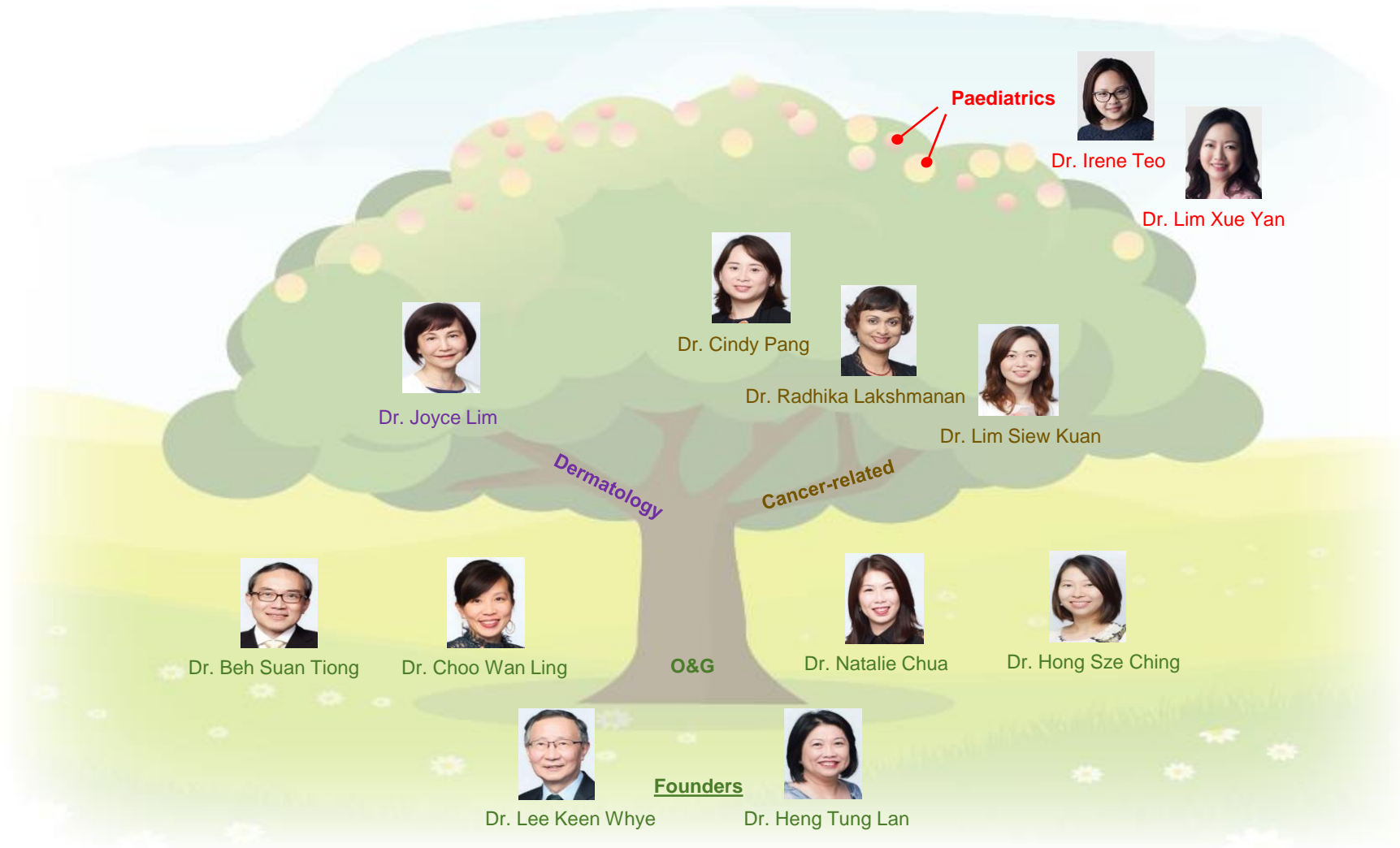
# Business Overview



# Business Overview





- The foundation of Singapore O&G Ltd. (“**SOG**”) is Obstetrics and Gynaecology.
- As at 31 December 2017, the Group has 12 specialist medical practitioners:
  1. Six O&G Specialists
  2. Three Cancer Specialists: Two Breast Surgeons and One GynaeOncologist
  3. Two Paediatricians
  4. One Dermatologist
- These 12 specialist medical practitioners together form our four business segments:
  1. O&G
  2. Cancer-related
  3. Dermatology
  4. Paediatrics (New in FY 2017)

# Business Overview (cont'd)



# Business Overview (cont'd)

## Our Services

 Obstetrics & Gynaecology		 Cancer-related	 Dermatology	 Paediatrics
General obstetrics, labour & delivery	General gynaecology	Gynae-oncological surgery	General skin care	Newborn & well baby checks
Medical problems during pregnancy	Gynaecological surgery	Breast & general surgery	Aesthetics & dermatological procedures	Childhood immunisation routine & vaccinations
Obstetrical complication & its management	Female pelvic medicine / Urogynaecology & reconstruction surgery		Dermatological surgery & laser surgery	Acute paediatrics infections
				Common childhood conditions
				Child nutrients, growth and developmental assessment

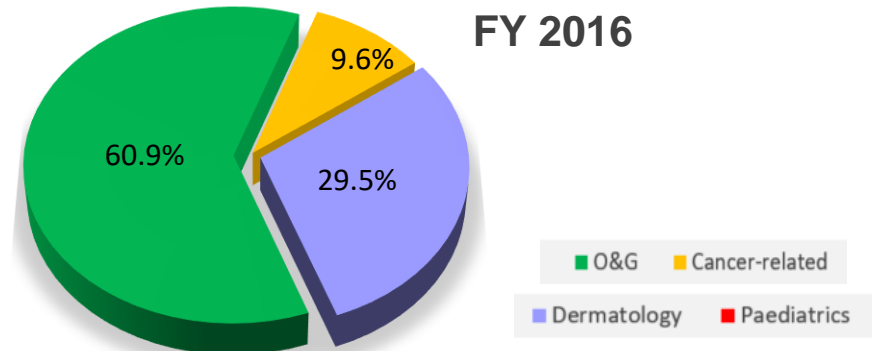
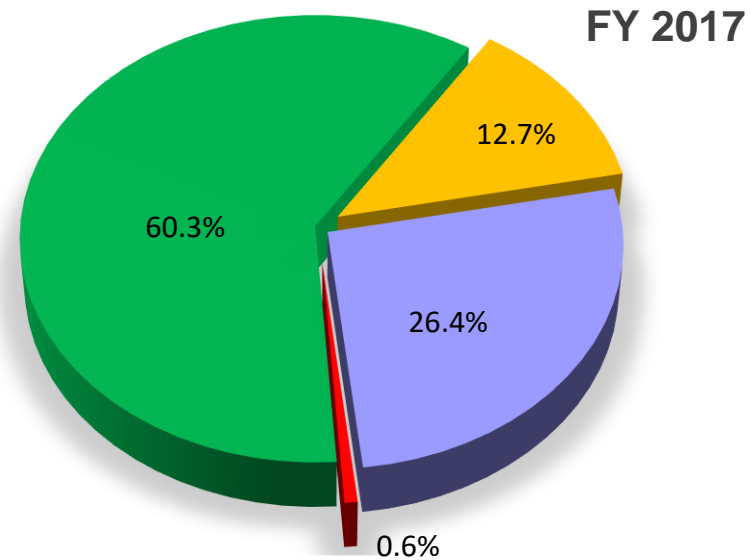
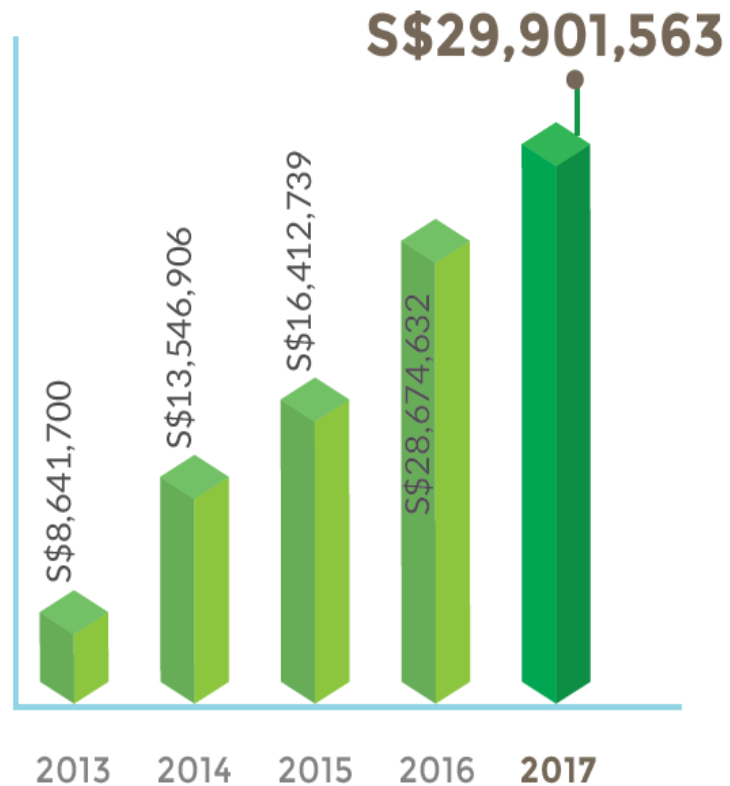
# FY 2017 Financial Highlights





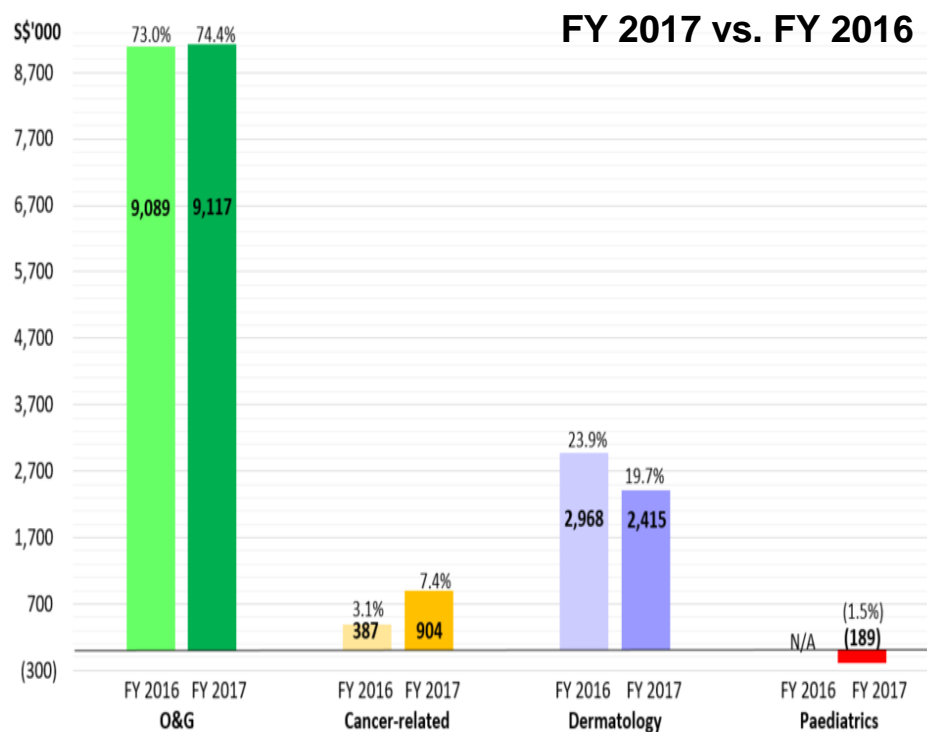
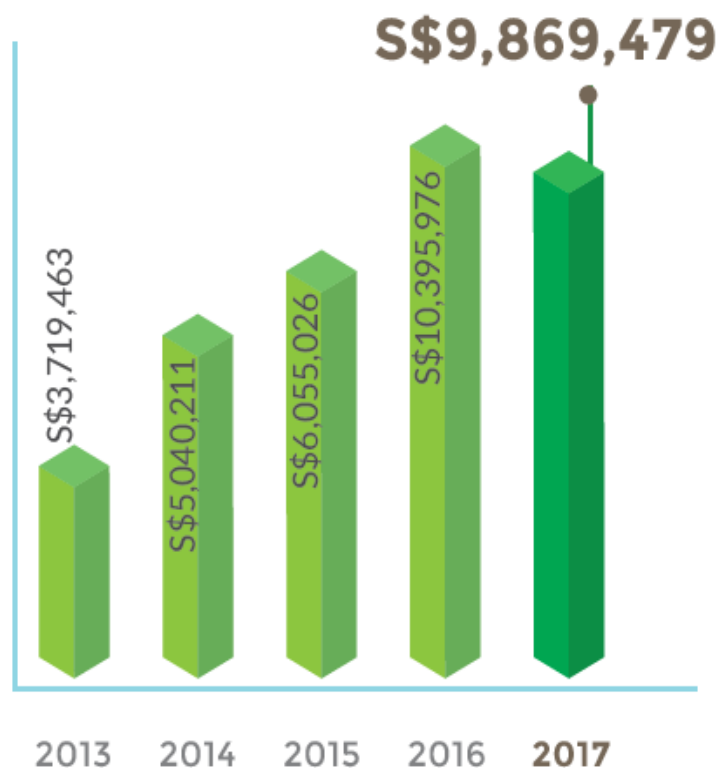
# FY 2017 Financial Highlights

## Revenue



# FY 2017 Financial Highlights

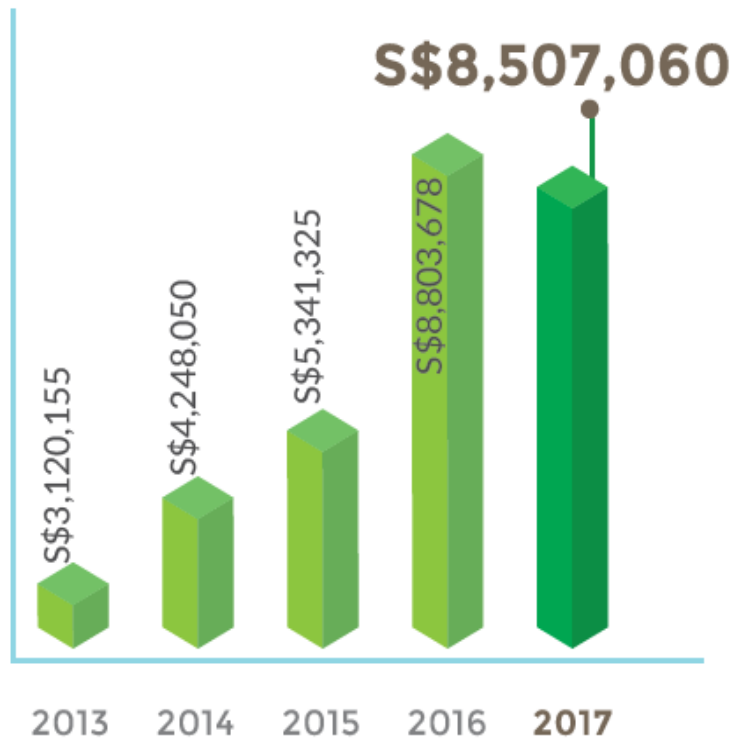
## Profit from Operations



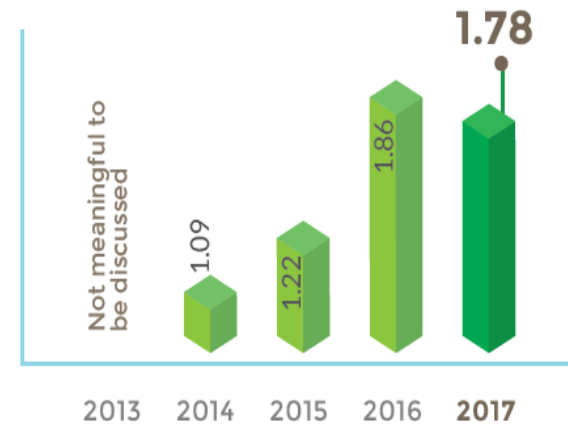
N/A: Not applicable as Paediatrics is a new segment for FY 2017.

# FY 2017 Financial Highlights

## Profit after Tax



## Basic and Diluted Earnings Per Share (Cents)<sup>^</sup>

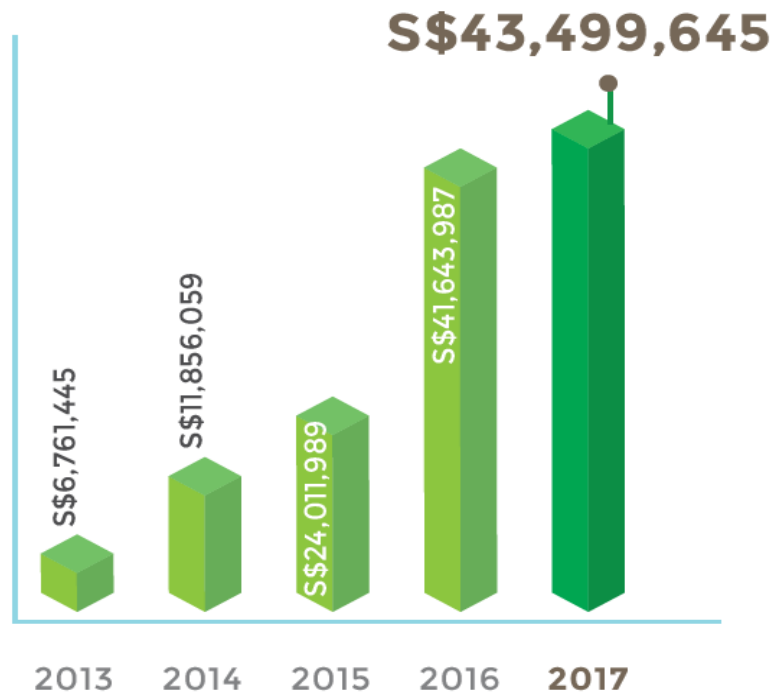


<sup>^</sup> On 15 May 2017, the Company completed and effected the share split of every one (1) existing ordinary share in the capital of the Company held by shareholders of the Company into two (2) ordinary shares ("Share Split").

For better comparison of the Group's performance, the weighted average number of ordinary shares for the current and prior financial years have been adjusted for the increase in the number of ordinary shares resulting from the Share Split.

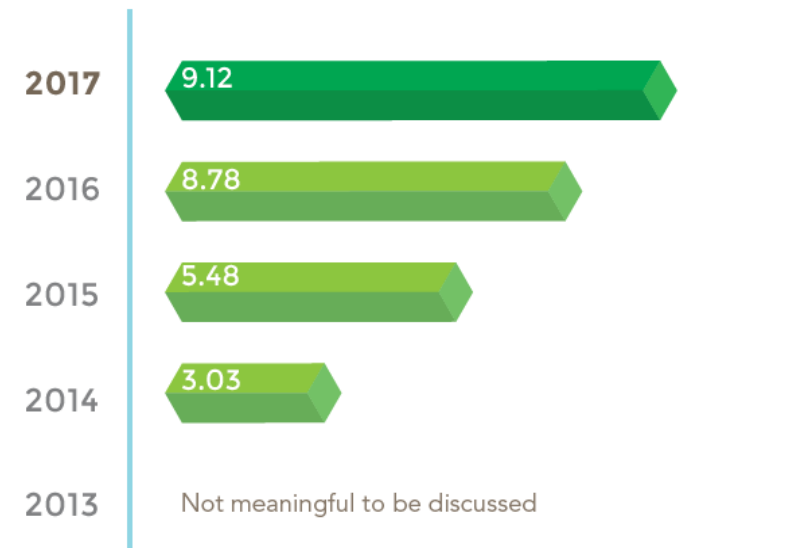
# FY 2017 Financial Highlights

## Net Asset Value



No borrowings and debt securities historically and as at 31 December 2017.





## Net Asset Value Per Share (Cents)\*



\* The calculation of net asset value per ordinary share as at 31 December 2014, 2015 and 2016 was adjusted for the Share Split. The number of ordinary shares after the Share Split is 476,803,002.

# FY 2017 Financial Highlights





## Dividend

2017	 S\$7,152,045	(Dividend per share: <u>1.50 cents</u> based on 476,803,002 shares for interim and final dividend)
2016	 S\$7,390,447	(Dividend per share: <u>3.10 cents</u> based on 238,401,501 shares for interim and final dividend)
2015	 S\$4,660,017	(Dividend per share: <u>2.03 cents</u> based on 218,000,000 shares for interim dividend, and 238,401,501 shares for final dividend)
2014	 S\$1,482,400	(Dividend per share: <u>0.85 cents</u> based on 174,400,000 shares)
2013	Not meaningful to be discussed	

# Industry Outlook

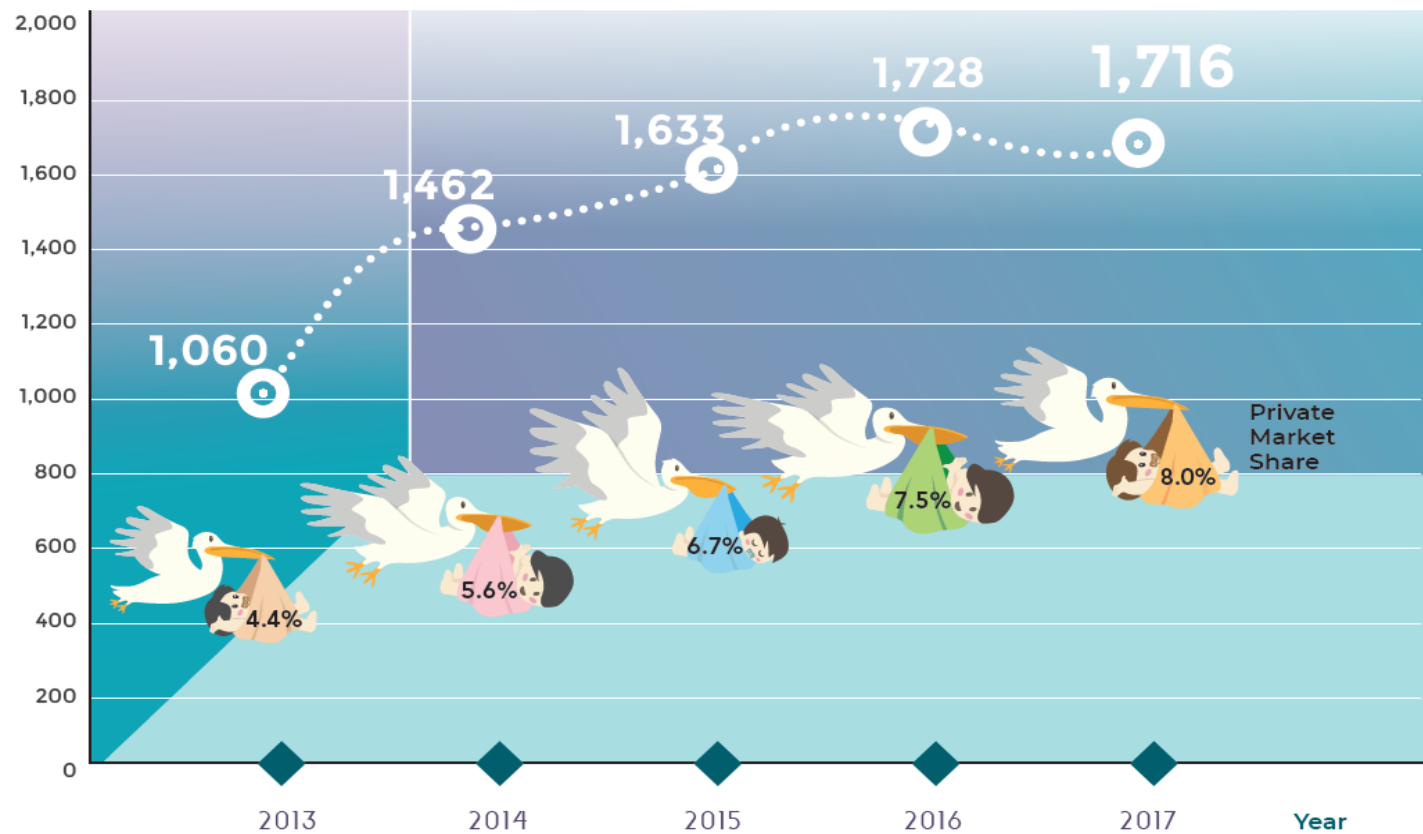


# Industry Outlook

Segment	SOG's Mission	Factors Affecting Each Segment / Outlook
 O&G	Delivering new lives (babies)	<ul style="list-style-type: none"> <li>• Live births in Singapore</li> <li>• Assistance and support from Singapore government</li> </ul>
 Paediatrics	Continuing patient care and support to the new lives (babies) and children	<ul style="list-style-type: none"> <li>• Direct correlation with that of O&amp;G segment i.e. market share in the number of babies delivered</li> </ul>
 Dermatology	Enhancing lives for our patients and their families	<ul style="list-style-type: none"> <li>• Economy</li> <li>• Medical tourism</li> </ul>
 Cancer-related	Preserving and extending lives for our patients and their families	<ul style="list-style-type: none"> <li>• Increasing number of cancer cases in Singapore</li> <li>• Top ten most frequent cancer for females: Breast and Cervix Uteri</li> </ul>

# Industry Outlook (cont'd)

## No. of Babies Delivered by SOG

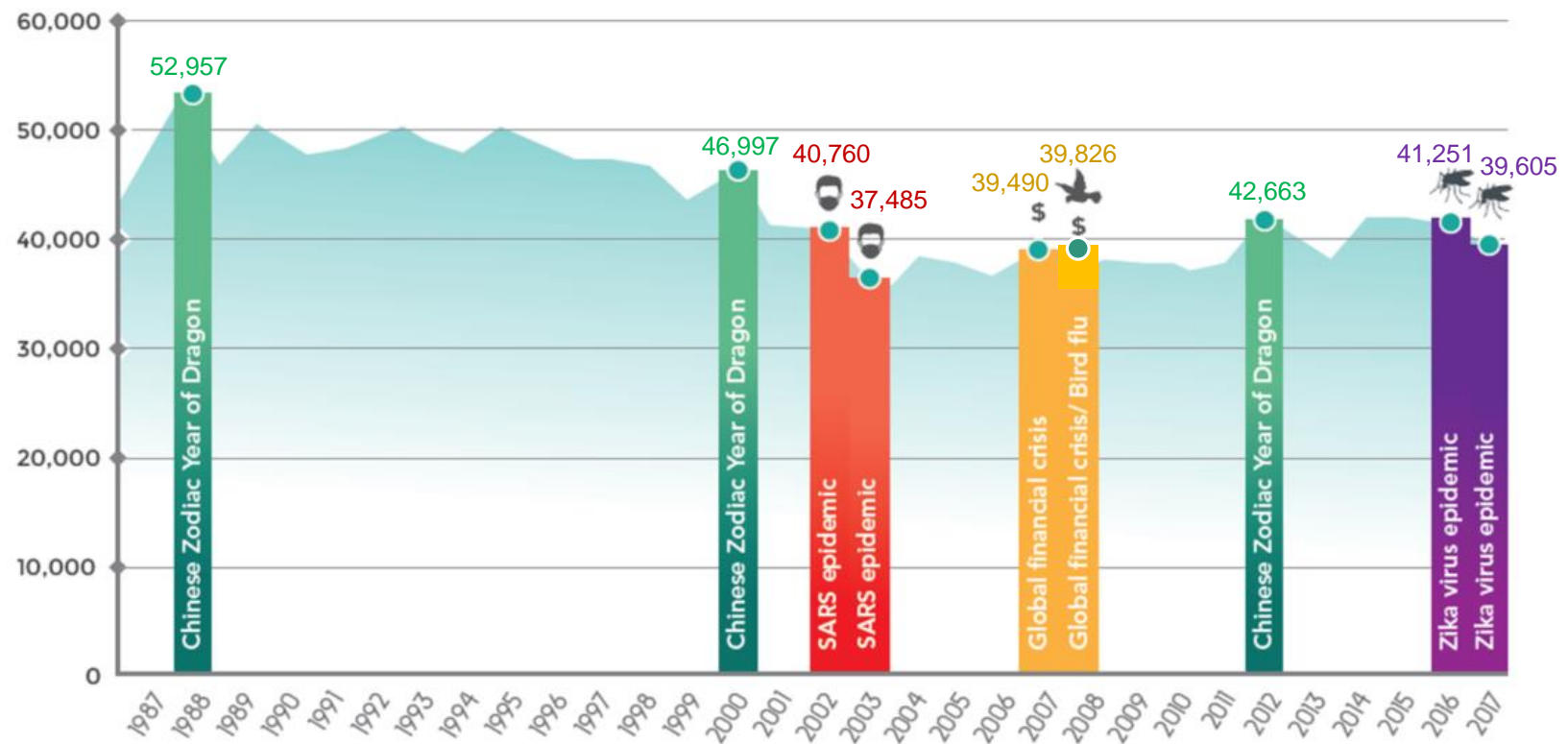




# Industry Outlook (cont'd)

## Historical Live Births in Singapore<sup>^</sup>

No. of Live Births



<sup>^</sup>Source: <https://www.singstat.gov.sg/statistics/visualising-data/charts/number-of-births-and-deaths>

# Industry Outlook (cont'd)

## **Assistance and Support from Singapore Government\***

- HDB will launch 1,100 flats with shorter waiting times (around 2.5 years) in 2018, and another 2,000 flats in 2019.
- HDB will provide more flexibility in grant and loan processes.
- Increase provision of affordable and quality infant care and childcare places – 40,000 new full-day pre-school places next 5 years.
- Extend and enhance grants to provide more support to businesses to encourage the adoption of flexible work arrangements for employers to implement practices that enhance family-friendliness.
- More assistance for those who face difficulties conceiving – Assisted Reproduction Technology treatment will be raised from S\$6,300 to S\$7,700 for fresh cycles, and from S\$1,200 to S\$2,200 for frozen cycles from 1 April 2018.

\*Source: <https://www.channelnewsasia.com/news/singapore/singapore-total-fertility-rate-new-low-1-16-10002558>

# Industry Outlook (cont'd)

With Cancer cases on the rise and ageing population, SOG will continue to strengthen our team of Cancer Specialists and equip them with the necessary skills and medical technology to support our patients' fight against cancer.



Dr. Radhika Lakshmanan  
Breast Surgeon

Dr. Cindy Pang  
GynaeOncologist

Dr. Lim Siew Kuan  
Breast Surgeon

# Industry Outlook (cont'd)

## High Intensity Focused Ultrasound (“HIFU”) Training At Haifu Hospital, Chongqing in China



# Industry Outlook (cont'd)

## The HIFU (Fibroids) Team

Dr. Lee Keen Whye has led a team of our Gynaecologists namely, Dr. Beh Suan Tiong and Dr. Hong Sze Ching for training on HIFU to treat uterine fibroids.



Dr. Beh Suan Tiong  
O&G Specialist

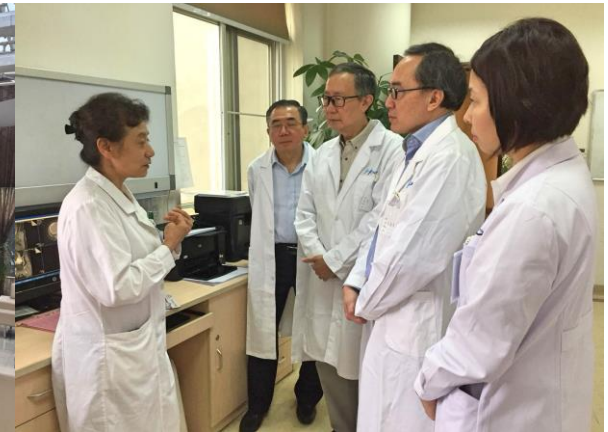
Dr. Lee Keen Whye  
O&G Specialist

Dr. Hong Sze Ching  
O&G Specialist



# Industry Outlook (cont'd)

## HIFU Training at Haifu Hospital, Chongqing in China



# Industry Outlook (cont'd)

## HIFU Training at Haifu Hospital, Chongqing in China (cont'd)





# What We Aim to Achieve in the Future





# What We Aim to Achieve in the Future

**Our strategic business approach is centered on a four-pronged strategy:**



# What We Aim to Achieve in the Future (cont'd)

**We take a progressive approach in achieving our future plans and aim to:**

- Continue to recruit more O&G Specialists to enlarge our core O&G segment.
- With the number of babies delivered by SOG, we hope to build up the patient loads for our new Paediatrics segment.
- Increase inter-clinic referrals through synergy awareness.
- Look out for overseas opportunities in areas where not just financial but also humanitarian and other ancillary perspective.
- Continue to grow our non-O&G business segments.

# Use of IPO Proceeds



# Use of IPO Proceeds

As at 31 December 2017, the use of IPO proceeds is as follows:

	Amount Allocated S\$'000	Amount Utilised S\$'000	Amount Unutilised S\$'000
<b>Use of IPO proceeds</b>			
Expansion of business operations*	3,000	(481)	2,519
Investments in healthcare professionals and synergistic businesses^	6,000	(6,000)	-
Working capital purposes	200	-	200
<b>Total</b>	<b>9,200</b>	<b>(6,481)</b>	<b>2,719</b>

Note:

\* The amount of S\$0.5 million for the expansion of business operations category has been utilised for the set-up cost of the following clinics:

- S\$0.2 million for SK Lim Clinic, located at Mount Elizabeth Novena Specialist Centre #06-53 in May 2016;
- S\$0.2 million for SC Hong Clinic, located at Mount Alvernia Medical Centre #07-62 in July 2016; and
- S\$0.1 million for PAED-Central Clinic, located at 11A Boon Tiong Road #01-11 in November 2017.

^ The amount of S\$6.0 million for the investments in healthcare professionals and synergistic businesses category has been utilised to pay the first tranche cash consideration of S\$6.0 million for the JL Acquisition in January 2016, in accordance with the terms and conditions of the Framework Agreement dated 4 November 2015 and the Sale and Purchase Agreement dated 31 December 2015.

# SGX RegCo – SGX Fast Track Programme

- On 4 April 2018, Singapore Exchange Regulation (“**SGX RegCo**”) launched the SGX Fast Track programme to recognise listed companies that have a good corporate governance standing and compliance track record.
- Companies in the programme will have prioritised clearance for selected corporate action submissions such as circulars, requests for waiver and applications for share placement to SGX RegCo.
- 60 companies under the programme:
  - ✓ 52 Mainboard listed
  - ✓ 8 Catalist listed

**SGX**

Market Information Company Information Products Services Trading Depository

Home > Regulation > Consultations and Publications > Listing Compliance Bulletin > SGX Fast Track

Overview How We Regulate Markets Listing Members Risk Management

## SGX Fast Track

The SGX Fast Track programme aims to affirm listed issuers that have been publicly recognised for high corporate governance standards and have maintained a good compliance track record. SGX Fast Track issuers can expect prioritised clearance for their corporate action submissions to SGX RegCo. An issuer's eligibility for the programme will be continuously monitored and SGX RegCo has the discretion to exclude an issuer from the scheme at any time.

Show 10 entries Search: singapore o


Date of Entry	Company Name	Board
04 Apr 2018	China Aviation Oil (Singapore) Corporation Ltd	Mainboard
04 Apr 2018	Singapore Airlines Limited	Mainboard
04 Apr 2018	Singapore O&G Ltd.	Catalist

Source: [http://www.sgx.com/wps/portal/sgxweb/home/regulation/consult\\_pub/listing\\_compliance\\_bulletin/sgx\\_fast\\_track](http://www.sgx.com/wps/portal/sgxweb/home/regulation/consult_pub/listing_compliance_bulletin/sgx_fast_track)



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