

Alliance Healthcare Group Limited

Investors' Presentation
26 February 2021

Presentation by:
Dr Barry Thng, Executive Chairman and CEO



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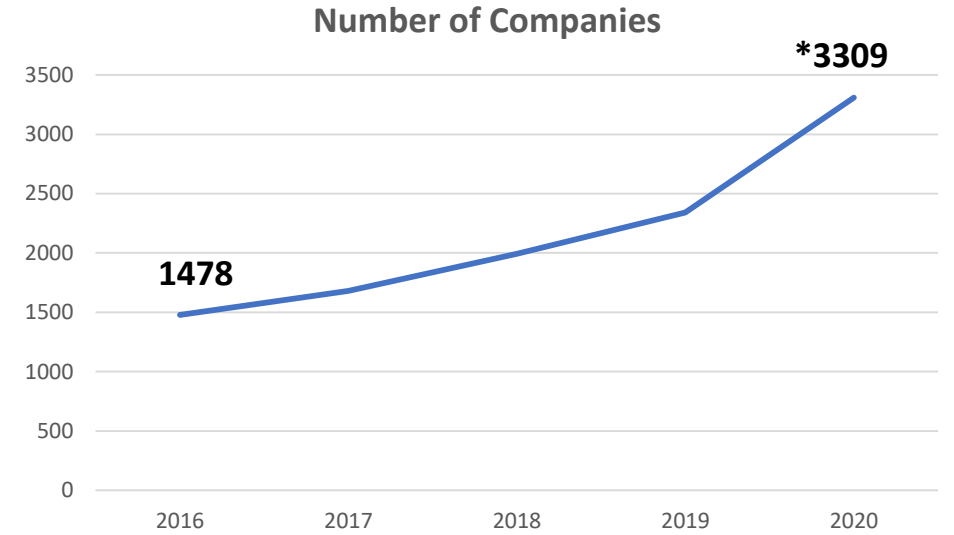


Transforming The Delivery of Healthcare Services

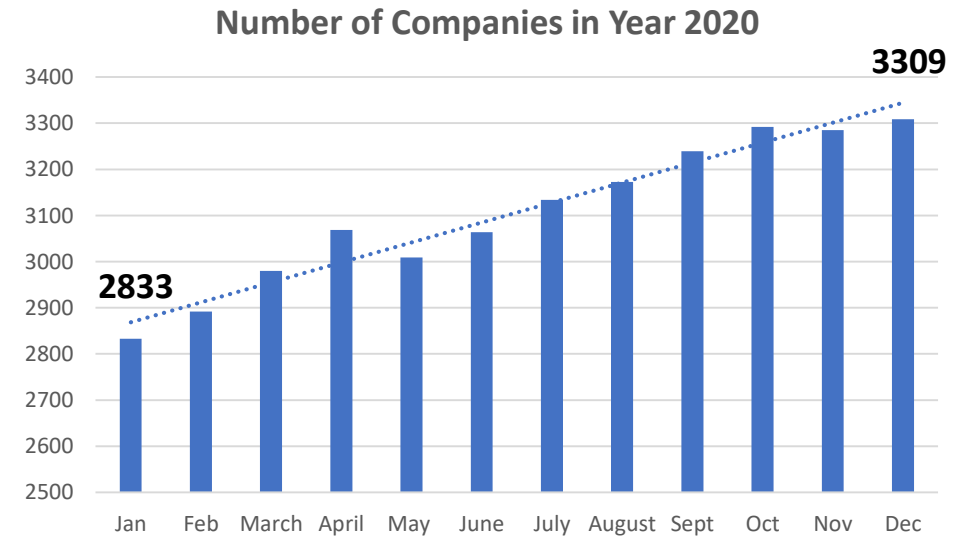
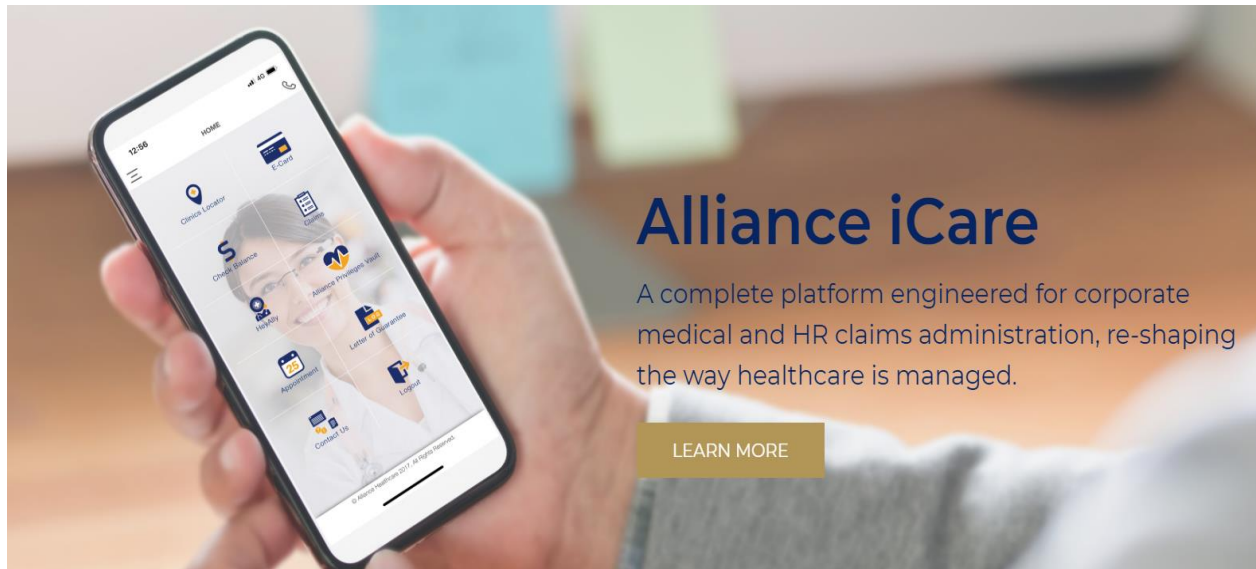
1 Group | 5 Business Segments



Managed Healthcare Solutions: Business Growth



* As at 31 December 2020



Alliance Healthcare Network



>1,000 Medical Services Providers

GP



Specialist



Dental



Physiotherapy



TCM



Oncology



Dialysis

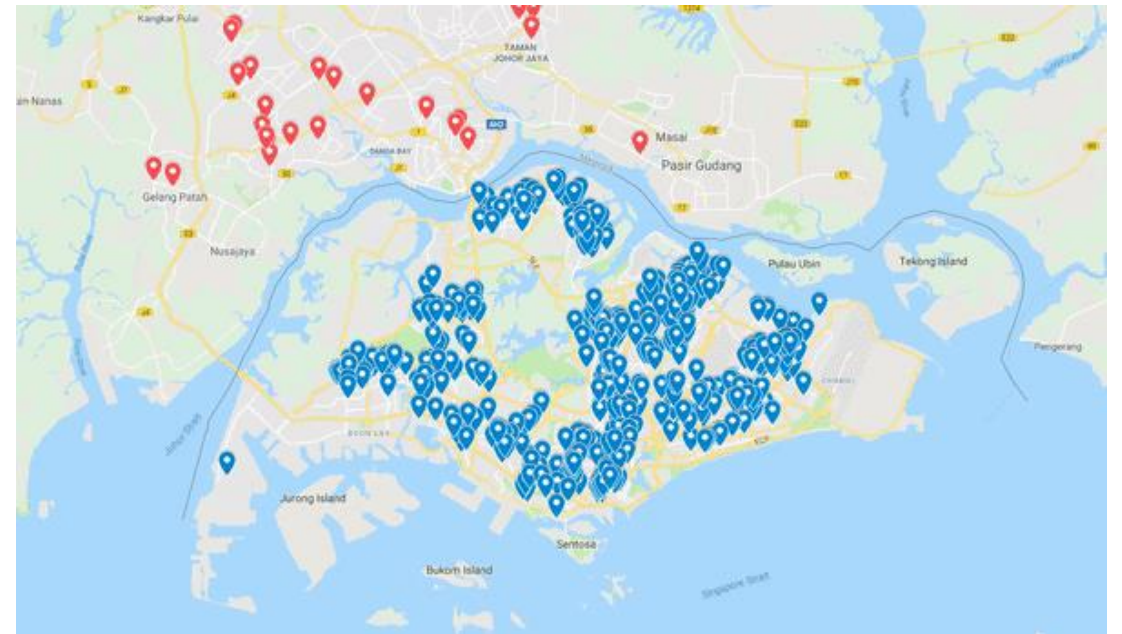


GRH[^]



**Cashless facilities*

^Government restructured hospital

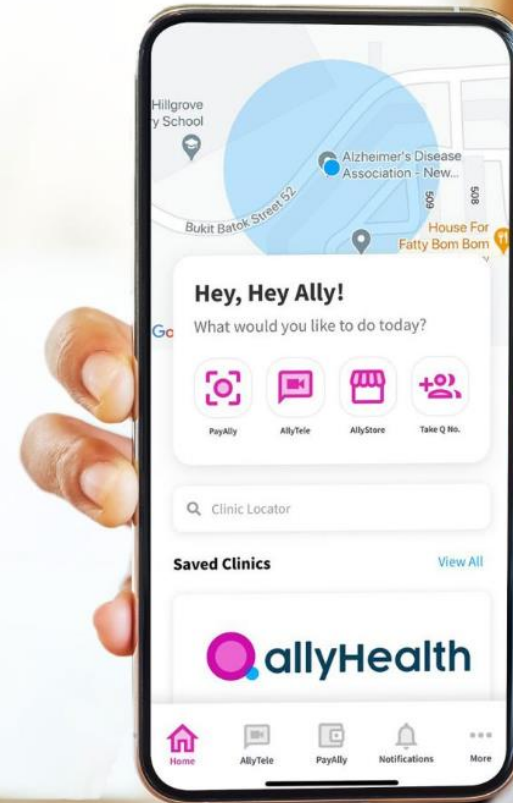


My Family Clinic

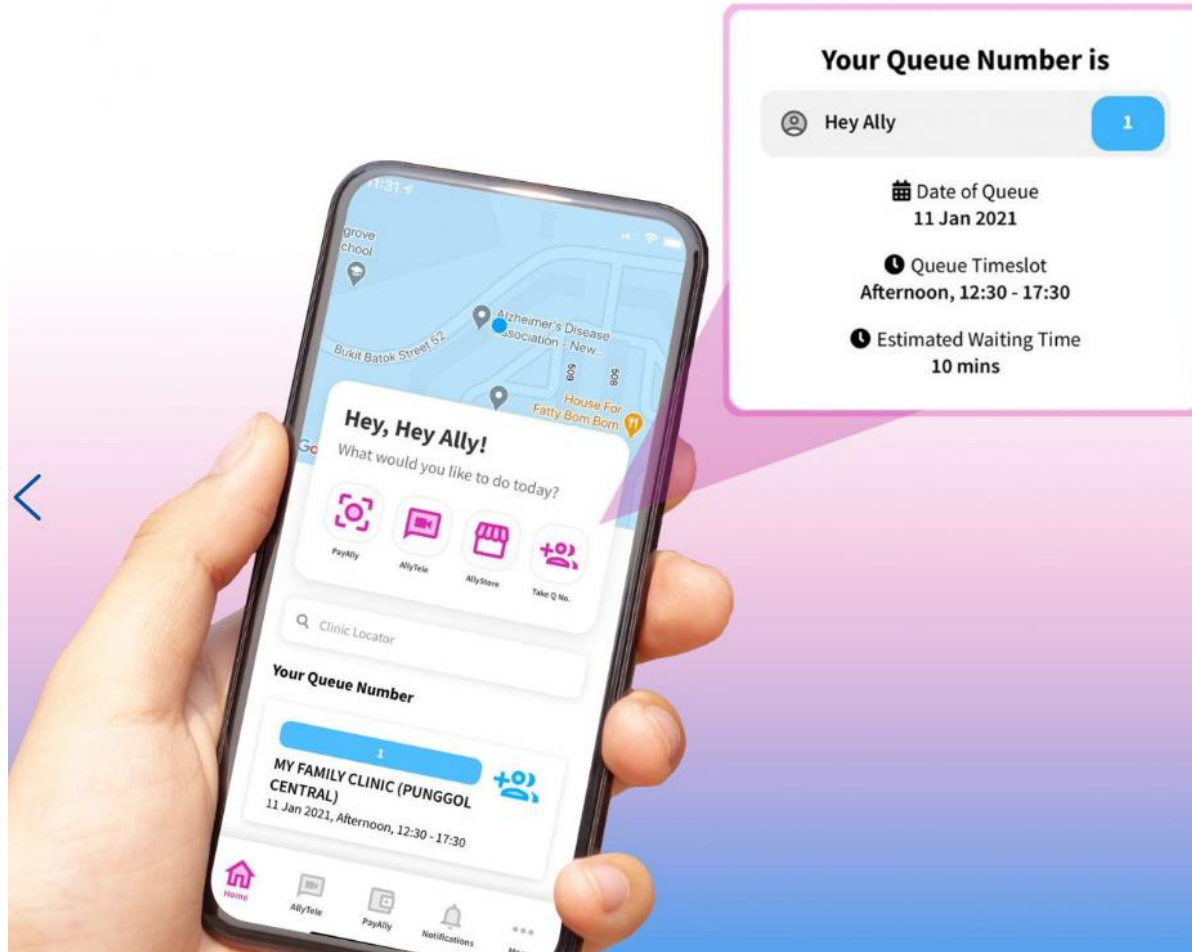
Healthcare Made Simple with HeyAlly App

Alliance's digital health app - providing quality and affordable care

FIND OUT MORE



My Family Clinic




Take a Digital Queue Ticket with HeyAlly App

Save waiting time at selected My Family Clinics.

[LEARN MORE](#)

My Family Clinic



Vaccination
Vouchers Available
in HeyAlly App at
\$0.00*

All My Family Clinics (MFC) are participating clinics.

[LEARN MORE](#)

**Terms & Conditions apply*

My Family Clinic



Pre-Departure COVID-19 PCR Swab Test

Pre-Departure COVID-19 Swab Test and Serology
Test are now available at MFC clinics

[LEARN MORE](#)

Mobile Healthcare Jaga



Medical Care @ Dormitories



COVID-19 Swab Test



Hospital Discharge Planning



Home Chemotherapy

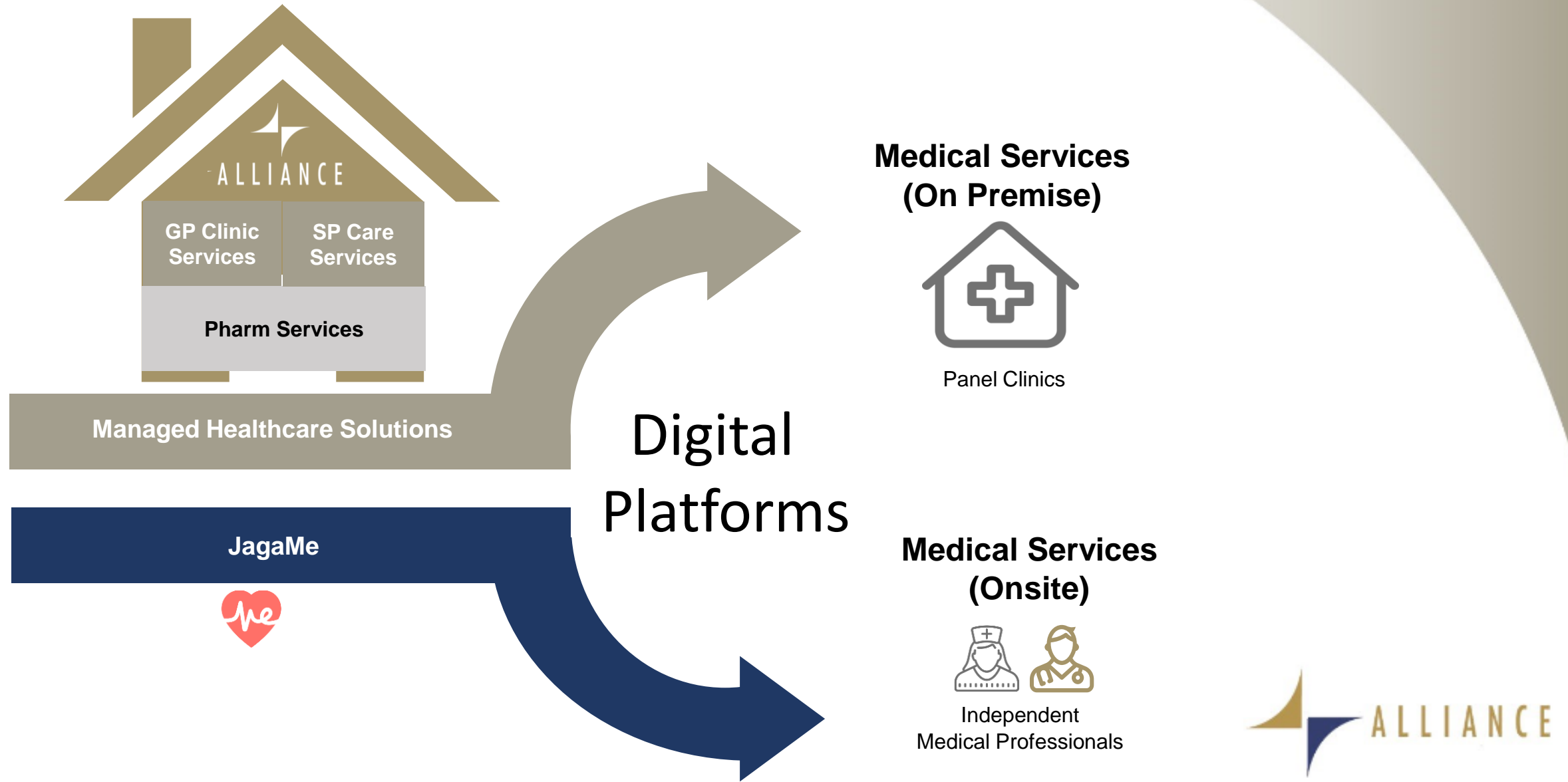


Home Medical



Home Nursing

Alliance Healthcare Digital Transformation



The Company was incorporated in Singapore on 6 June 2006 under the Companies Act (Chapter 50) of Singapore and listed on the Catalist board of the SGX-ST on 31 May 2019. Unless otherwise defined, capitalised terms used herein shall have the same meaning as ascribed thereto in the Company’s offer document dated 24 May 2019 (“Offer Document”) issued in connection with its initial public offering (“IPO”). Subsequent to 30 June 2018, the Company undertook certain acquisitions and corporate actions (which includes the Share Split, the Dividend Capitalisation, the Loan Capitalisation and the Restructuring), the details of which are set out in the Offer Document. The information presented herein should be read in conjunction with the financial information set out in the Offer Document, in particular the Unaudited Pro Forma Consolidated Financial Information and the section entitled “Management’s Discussion and Analysis of Results of Operations and Financial Condition”.

FINANCIAL HIGHLIGHTS

DEFINITIONS

“FY2018”: Financial year ended 30 June 2018

“FY2019”: Financial year ended 30 June 2019

“FY2020”: Financial year ended 30 June 2020

“HY2020”: Period from 1 July 2019 to 31 December 2019

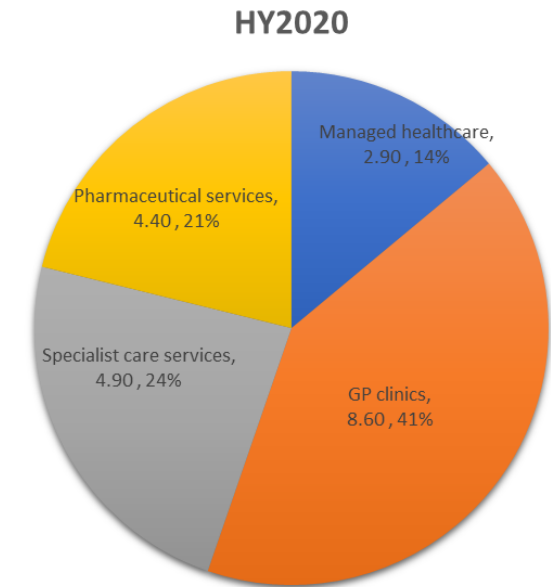
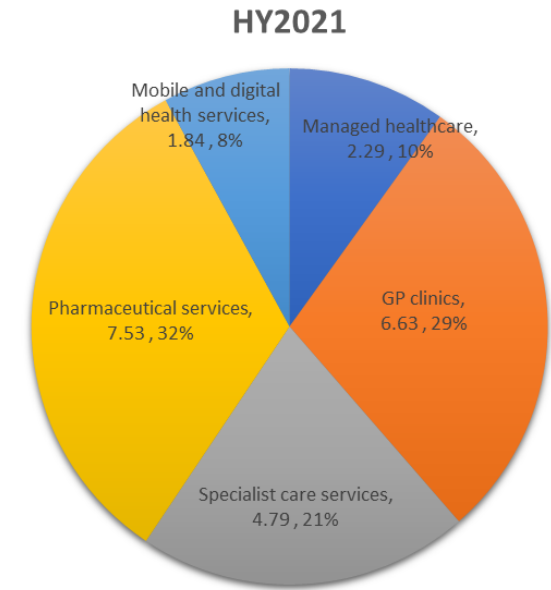
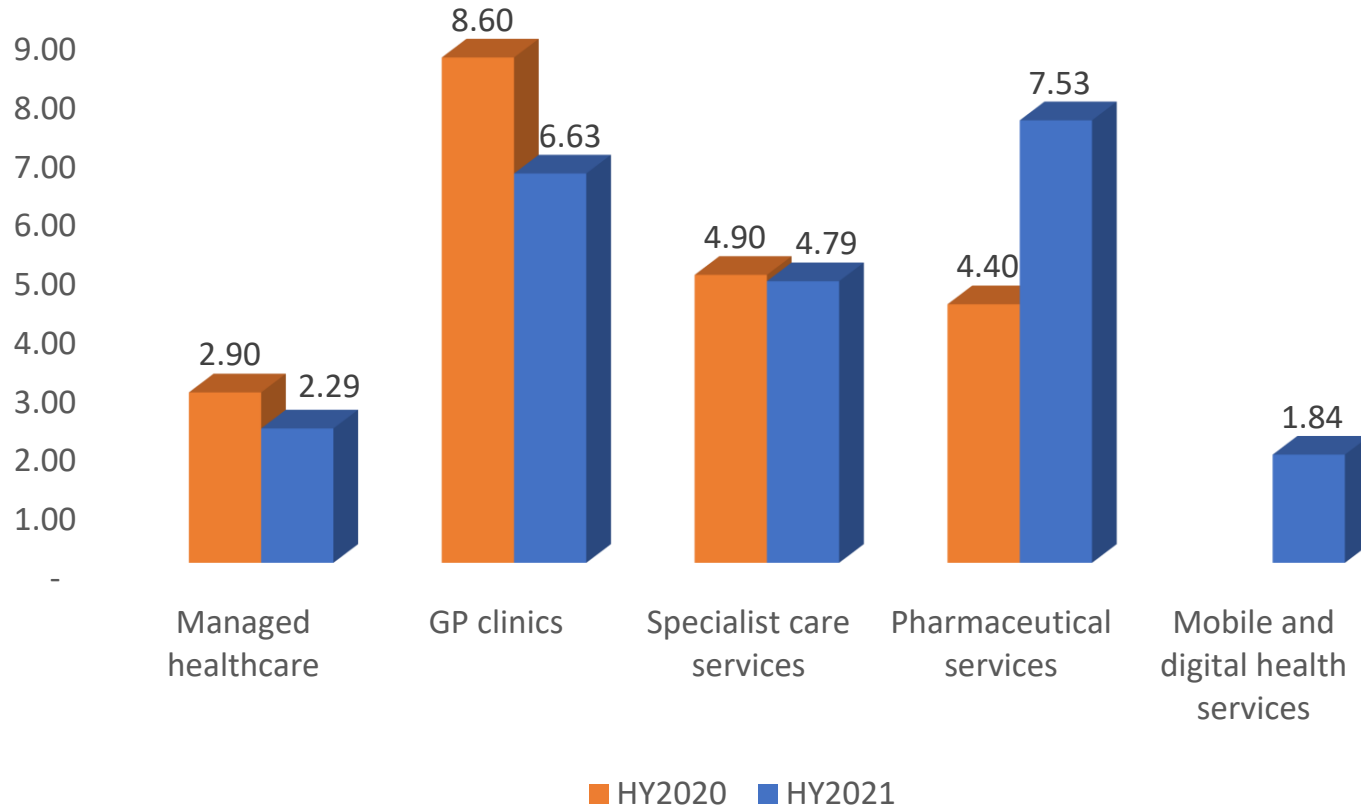
“HY2021”: Period from 1 July 2020 to 31 December 2020

REVENUE

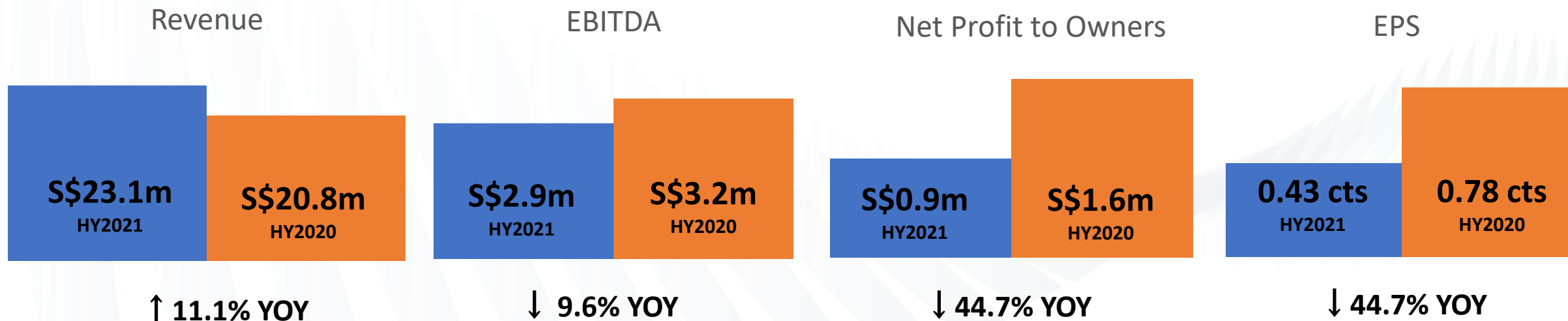
S\$23.1m
HY2021

S\$20.8m
HY2020

Revenue (\$m)



Results for HY2021



EBITDA= Profit before tax + Finance costs -Interest income + Depreciation & Amortization

Financial performance

- Higher revenue from pharmaceutical services business segment and the maiden revenue contribution from the mobile and digital health services business. Offset by lower revenue from managed healthcare solutions, GP clinics services and Specialist care services business segments which were affected by COVID-19
- Earnings lower due to the impact of COVID-19 on the affected business segments mentioned above
- EPS for HY2021 0.43cts (HY2020: 0.78cts)

Results for HY2021



(1) Cash less loans and borrowings

Maintained healthy balance sheet with positive free cashflow generated

- Net asset value per share 9.24 cts as at 31 December 2020 (9.15 cts as at 30 June 2020)

HISTORICAL FINANCIALS

S\$m	FY2018	FY2019	FY2020	HY2020	HY2021
Financials					
Revenue	33.8	36.5	42.8	20.8	23.0
Adjusted EBITDA ⁽¹⁾	4.5	3.5	5.7	3.2	2.9
Adjusted EBIT ⁽²⁾	3.5	2.6	3.3	2.1	1.5
Net Profit to Owners	3.1	0.3	2.3	1.6	0.9
Adjusted Net Profit to Owners ⁽³⁾	3.1	1.6	2.3	1.6	0.9
Margins					
Adjusted EBITDA ⁽¹⁾	13.4%	9.5%	13.4%	15.4%	12.6%
Adjusted EBIT ⁽²⁾	10.4%	7.2%	7.7%	10.3%	6.4%
Net Profit to Owners	9.1%	0.9%	5.5%	7.8%	3.9%
Adjusted Net Profit to Owners ⁽³⁾	9.1%	4.3%	5.5%	7.8%	3.9%
Yoy growth					
Revenue	14.9%	8.0%	17.2%	22.3%	11.1%
Adjusted EBITDA ⁽¹⁾	43.1%	-23.5%	65.2%	72.8%	-8.8%
Adjusted EBIT ⁽²⁾	78.0%	-25.8%	25.3%	51.9%	-30.5%
Net Profit to Owners	129.0%	-89.7%	635.1%	196.1%	-44.7%
Adjusted Net Profit to Owners ⁽³⁾	129.0%	-49.6%	50.3%	67.4%	-44.7%

⁽¹⁾ Adjusted EBITDA = Profit Before Tax + Interest + Depreciation & Amortisation + One off expenses

⁽²⁾ Adjusted EBIT = Adjusted EBITDA – Depreciation & Amortisation

⁽³⁾ Adjusted Net Profit to Owners = Net Profit to Owners + One off expenses

One off expenses = IPO expenses of S\$1.2m (FY2019)

BALANCE SHEET

S\$m	FY2018	FY2019	FY2020	HY2021
Cash and cash equivalents	8.8	14.3	16.3	16.3
Current assets	19.0	26.2	29.7	30.8
Total assets	26.9	35.5	45.6	46.1
Other financial liabilities (current)	1.1	1.2	2.1	1.9
Other financial liabilities (non-current)	3.1	4.0	5.5	5.1
Current liabilities	16.8	15.1	19.2	19.8
Total liabilities	20.0	19.2	26.2 ⁽¹⁾	26.3 ⁽¹⁾
Equity, attributable to owners of the parent	6.8	16.7	19.0	19.2

⁽¹⁾ Includes lease liabilities of S\$2.7m and S\$2.9m as at 31 December 2020 and 30 June 2020 respectively

NET OPERATING CASHFLOW & FINANCIAL RATIOS

CASHFLOW	FY2018	FY2019	FY2020	HY2021
Net Operating Cashflow (S\$'m)	5.6	2.9	4.2	2.2

RATIOS	FY2018	FY2019	FY2020	HY2021
Current Ratio (times)	1.1	1.7	1.6	1.6
Gearing Ratio (times)	0.6	0.3	0.4	0.4
NAV per share (SGD cents) ⁽¹⁾	3.85	8.03	9.15	9.24
EPS (SGD cents) ⁽²⁾	2.08	0.15	1.12	0.43

⁽¹⁾ NAV per share is computed based on 175,888,352 number of shares for FY2018 and 207,888,352 number of shares for FY2019, FY2020 and HY2021

⁽²⁾ EPS is computed based on 148,277,740 weighted average number of shares for FY2018 and 207,888,352 weighted average number of shares for FY2019, FY2020 and HY2021

A hand in a blue and white plaid shirt is using a silver compass on a smartphone. In the background, there is an open laptop and a wooden hourglass on a desk. The scene is lit with warm, soft light, suggesting an indoor office or study environment.

Thank You!