



SPECIALIST & PRIMARY  
HEALTHCARE PROVIDER

Annual General Meeting  
FY2021  
28 April 2022

# FY2021 Financial Highlights

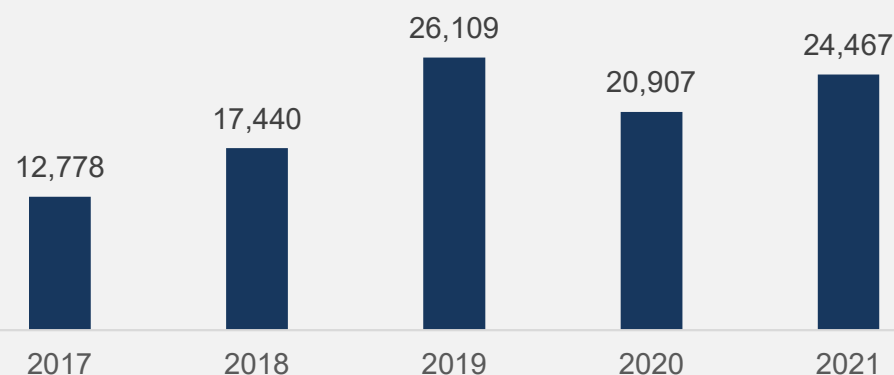


**SMG reports an all-time high annual revenue of S\$100.8 million while net profit surges 78.8% yoy to a record S\$15.6 million for FY2021**

Financial Highlights (S\$'000)	FY2021	FY2020	YoY Change (%)	FY2019	FY 21 vs FY 19 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 (S\$ cents)	3.23	1.81	78.5	2.83	14.1

- ❖ Despite the absence of medical tourism, revenue rises 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
- ❖ 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.

**Net cash flows generated from operating activities (S\$'000)**



## Dividend

- ❖ 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

## Balance Sheet

- ❖ The Group maintained a healthy cash balance of S\$26.6 million as at 31 December 2021
- ❖ Gearing ratio falls from 6.4% as at 31 December 2020 to 2.2% as at 31 December 2021

# FY2021: Corporate Developments

## Organic growth initiatives in Singapore

- ❖ New MRI machine added at Novena on 1 May 2021, increasing MRI capacity by more than 20% across the Group
- ❖ Introduction of Skin Pple, a new aesthetic brand under SW1 group, to capture rising demand for aesthetics services



*New MRI machine to be added at Novena, increasing MRI capacity by more than 20% across the Group*



*Introduction of Skin Pple at Ngee Ann City, Takashimiya with further outlets on the horizon*

## Overseas Initiatives

### Vietnam

- ❖ Major testing site during Covid-19, the Group continued to scale with the addition of new specialists
- ❖ Increased stake in Vietnam to 42% for an aggregate consideration of S\$3.04 million

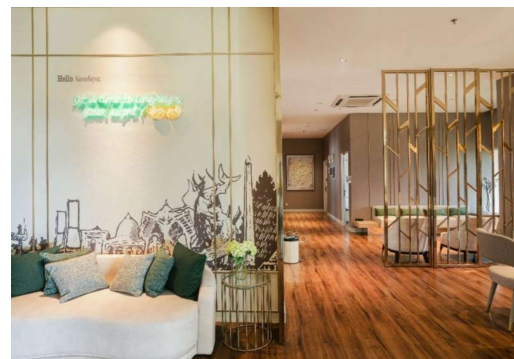


*Careplus, three strategic locations in District 1, District 7 and Tan Binh District in Ho Chi Minh City*



### Indonesia

- ❖ Following lockdowns, strong pent-up demand for ophthalmology services was seen at the Group's second Ciputra SMG Eye Clinic in Surabaya and flagship centre in Jakarta



*Ciputra SMG Eye Clinic Surabaya, Indonesia*

### Australia

- ❖ In the process of closing an earnings accretive acquisition which expanded the Group's footprint in Western Australia



*City Fertility Centre, Sydney CBD*

# FY2022: Growth Strategies in Singapore

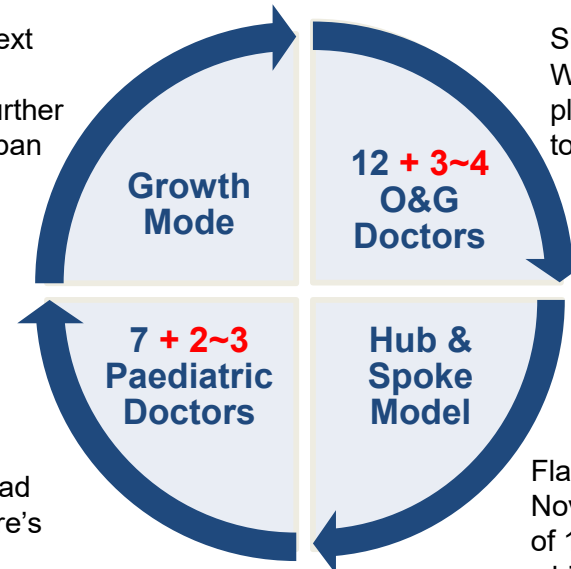


## Women's & Children's Health Expansion

- ❖ Hiring of new O&G Specialists (3-4 in the pipeline for FY22)
- ❖ Hiring of new Paediatricians (2-3 in the pipeline for FY22)
- ❖ Opening of new clinics at heartland locations to further strengthen the Group's hub & spoke model

Grooming the next generation of specialists for further growth in suburban sites

7 locations spread across Singapore's heartlands



SMG is one of the largest Women's & Children's player in the private sector today

Flagship at Mount Elizabeth Novena along with a network of 14 + 1 specialist clinics which extend across the heartlands

## Other Verticals



Investment into Annabelle Psychology for a 20% stake

- ❖ Opening of a new dental clinic in FY2022
- ❖ Expansion into Parkway East Hospital within the Group's endocrinology vertical
- ❖ Partnership with Core Collective to introduce Core Clinic, a new medical coworking concept
- ❖ Partnership with Annabelle Psychology with the opening of their third site – a child-focused full-service therapy center.



Core Clinic at Katong i12

# FY2022: Challenges & Outlook

## Challenges

- ❖ Increasing difficulty of hiring and retaining medical staff
- ❖ Rising operating costs
- ❖ Pandemic uncertainty



*Resilient domestic demand for our various services could potentially be buoyed by the return of medical tourism in FY2022. Overall, rising operating costs and the difficulty of retaining and hiring medical staff continues to be a challenge.*

## Outlook

- ❖ Cautiously optimistic that domestic demand for key specialist verticals in women's & children's health, health screening and aesthetics will remain resilient
- ❖ Cautiously optimistic that foreign patients will progressively emerge in FY2022
- ❖ Continuing to explore various avenues to enhance shareholder value



*SMG continues to aggressively expand its existing footprint and cement its leadership position in the aesthetics market.*

*Thank You*

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