

ANNUAL GENERAL MEETING

Operations and Financial Review

25 April 2019



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Contents

- **Key Corporate Milestones**
- **Business Overview**
- **Financial Performance**
- **Growth Plans**



Transformation Into Pure Healthcare Group

TRANSFORMATION TO **PURE HEALTHCARE**

25 Apr 2018

Completion of acquisition of two **Healthcare** companies



Thomson Medical Pte Ltd
Singapore



TMC Life Sciences Bhd
Kuala Lumpur

2018

30 Apr 2018

Relisting of **Healthcare**
Assets on SGX



31 Jan 2019

Completion of
divestment of
Real Estate Business

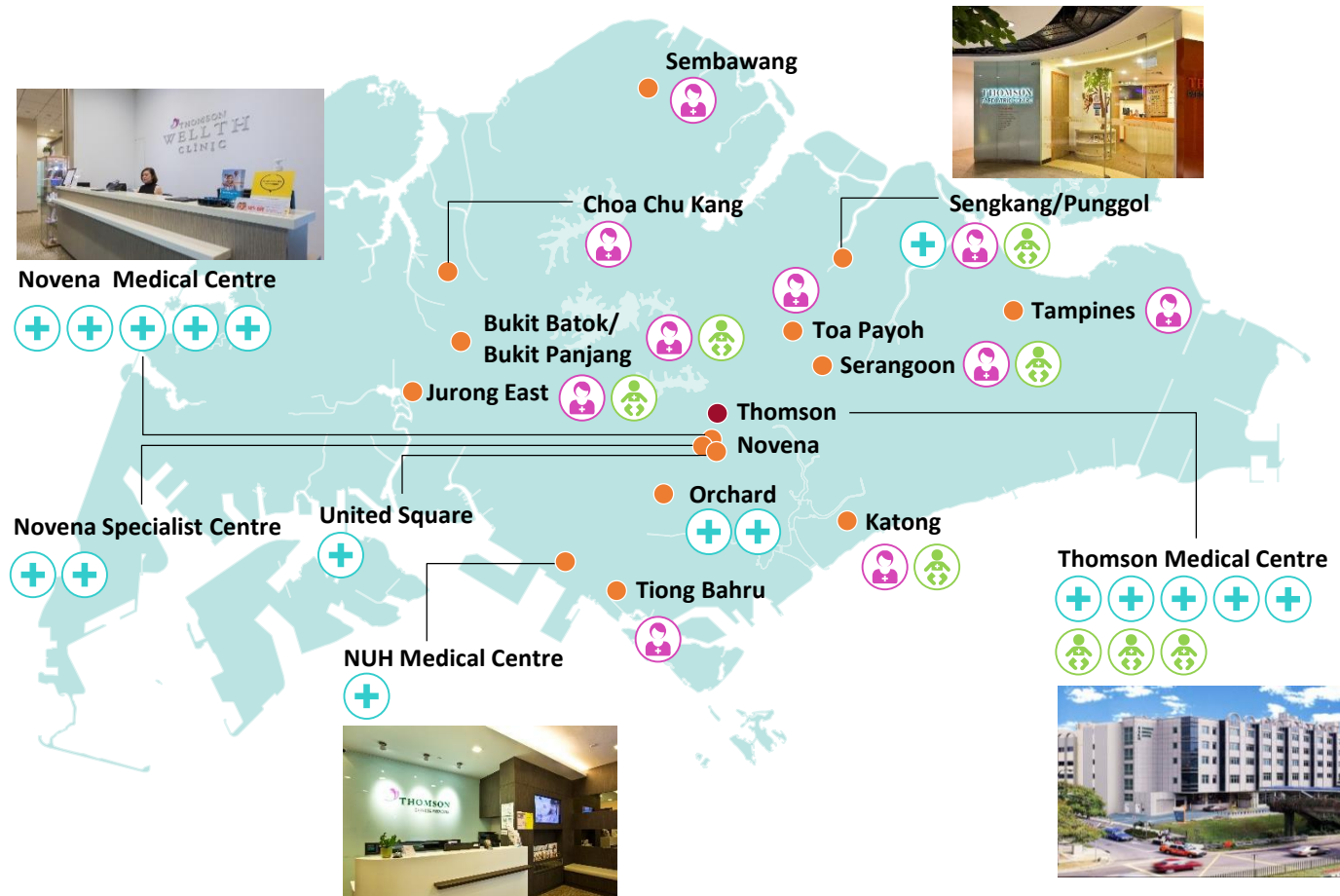
RSP

2019

Pure Play Healthcare
Company with a
market capitalisation
of S\$2bn

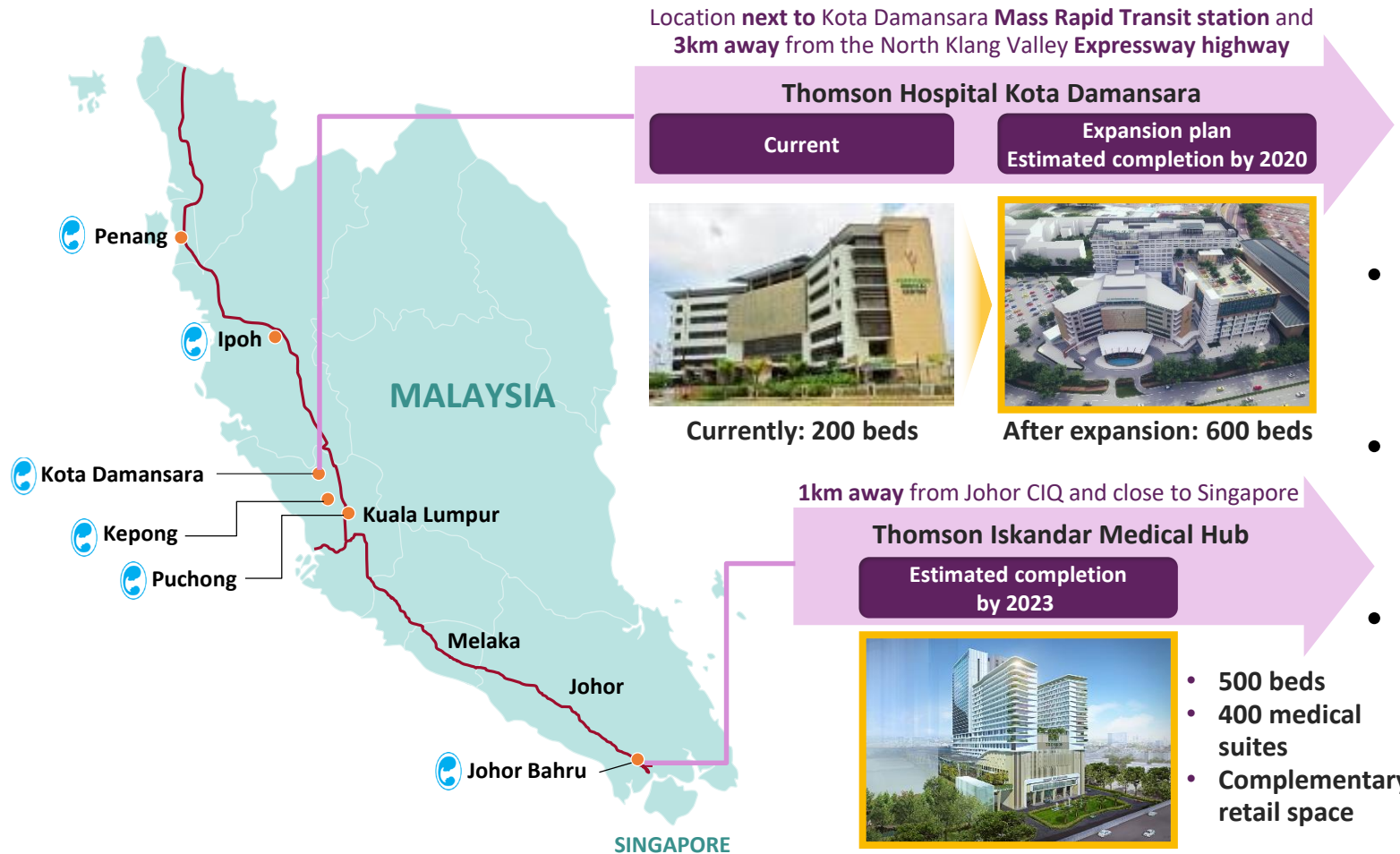


Singapore Healthcare Assets



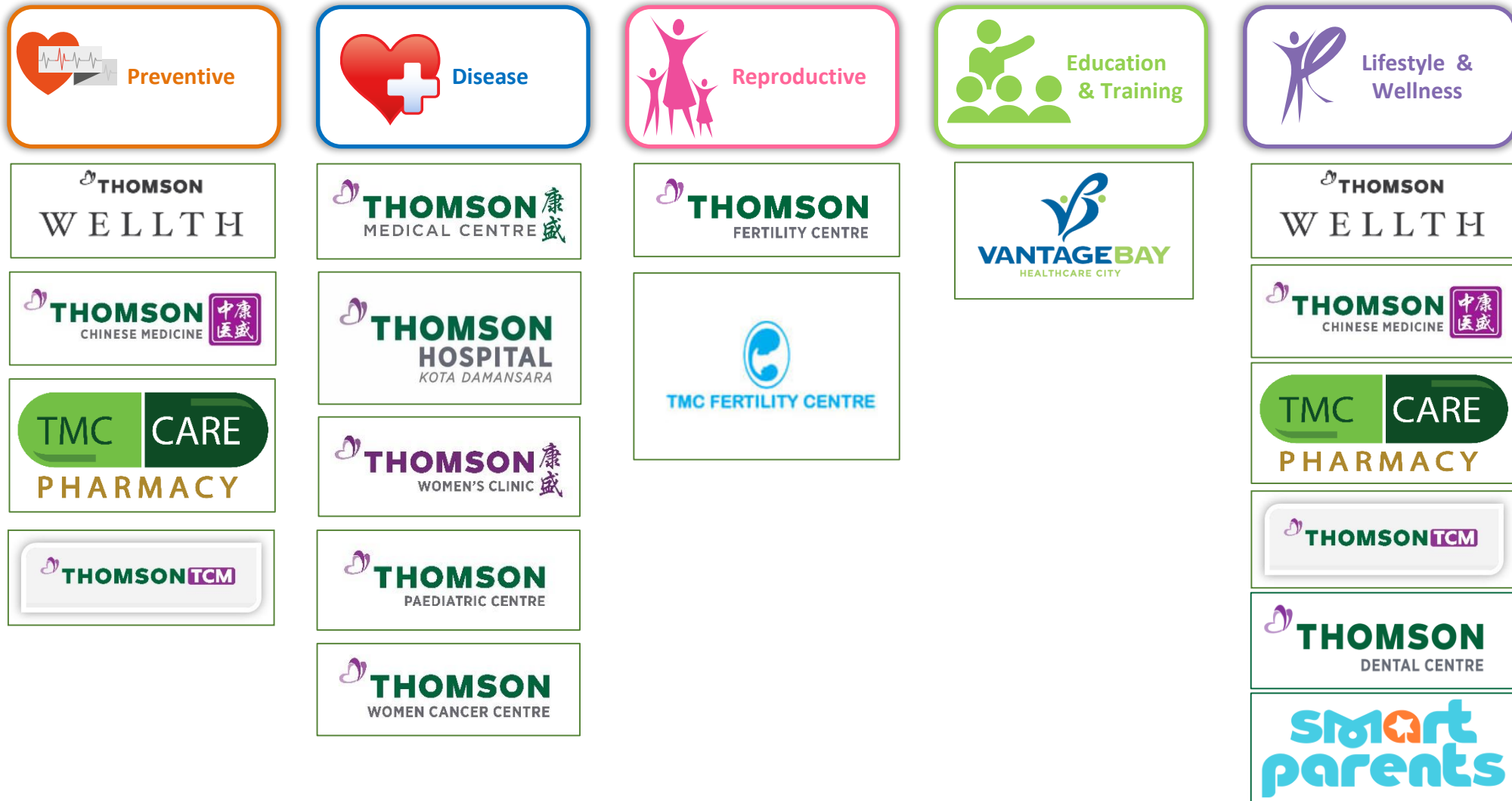
- Flagship Thomson Medical Centre
- 35 clinics islandwide

Malaysia Healthcare Assets



- **Flagship Thomson Hospital Kota Damansara**
- **Greenfield Thomson Iskandar Medical Hub**
- **6 fertility clinics**

Portfolio of Brands



Group Financial Performance – Continuing operations

Revenue
S\$215.6m
(↑7.5%)

- Overall higher patient loads and revenue intensity
- More clinics opened
- More services offered
- More doctors recruited

EBITDA[^]
S\$51.7m
(↑0.1%)

- Remain stable despite growth in revenue largely due to higher operating expenses owing to business expansion and cost inflation of goods, services and wages

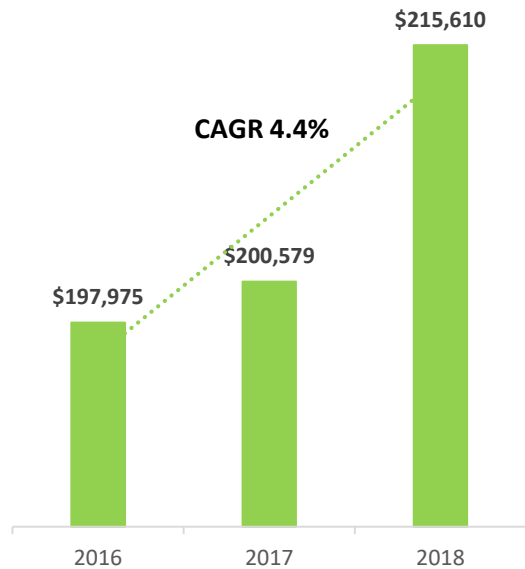
PATMI
S\$10.8m
(↓33.3%)

- Decrease as a result of higher net financing costs

[^]Adjusted for one-off transactions and non-recurring costs

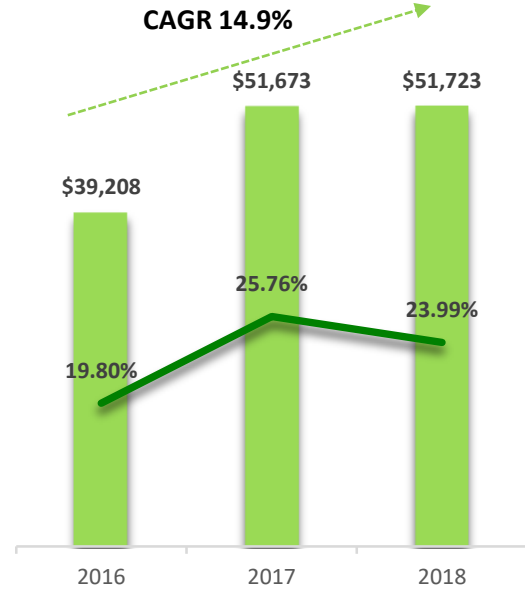
Group Trends 2016 – 2018 – continuing operations

Revenue



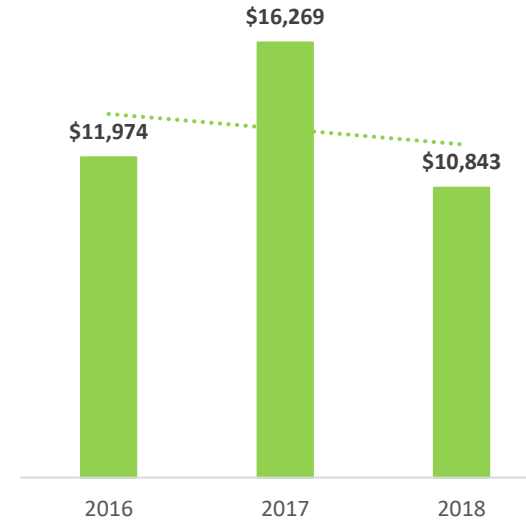
- Revenue growing YOY with a CAGR of 4.4%

Adjusted EBITDA



- Strong EBITDA growing YOY with a CAGR of 14.9%
- Drop in EBITDA margin in 2018 due to higher operating expenses owing to business expansion and cost inflation of goods, services and wages

PATMI

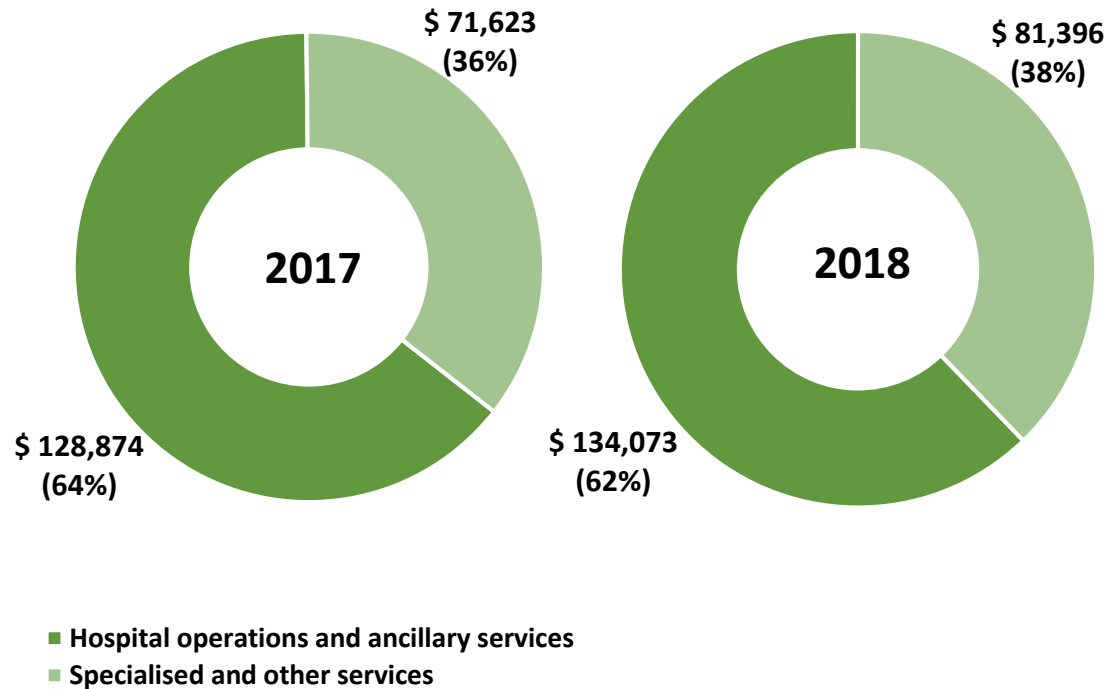


- Decrease in PATMI in 2018 due to higher net financing costs
- Excluding net financing costs, the Group profitability remains stable

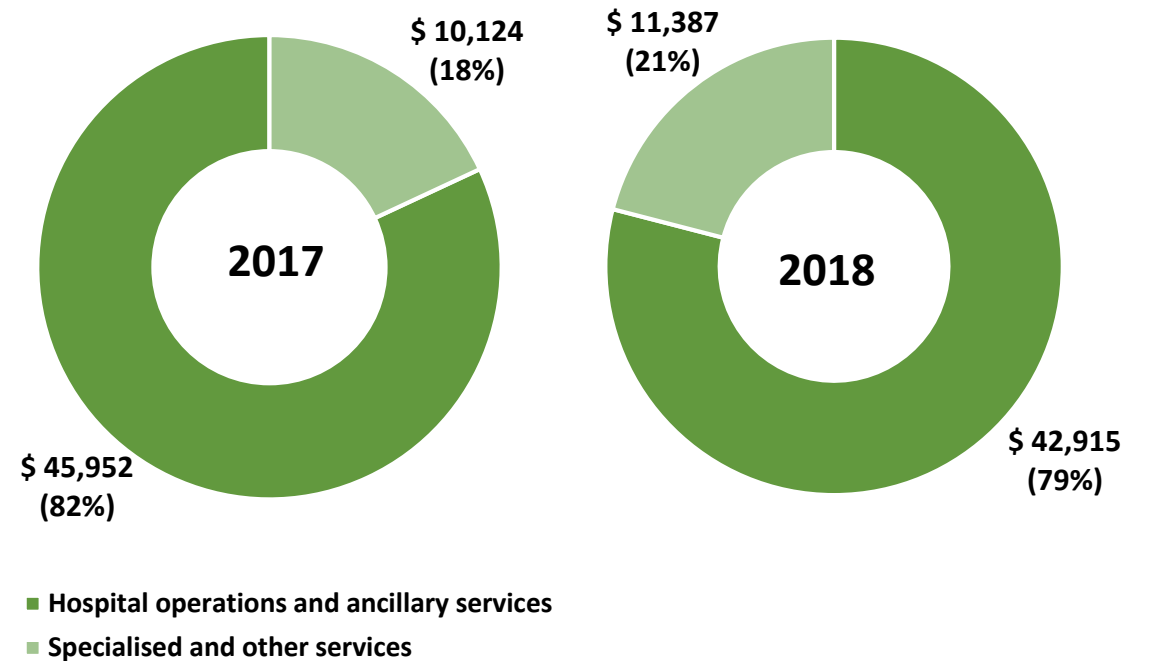
**Sustained
Revenue
Growth and
Profitability**

Business segments – continuing operations

REVENUE



Adjusted EBITDA[^]

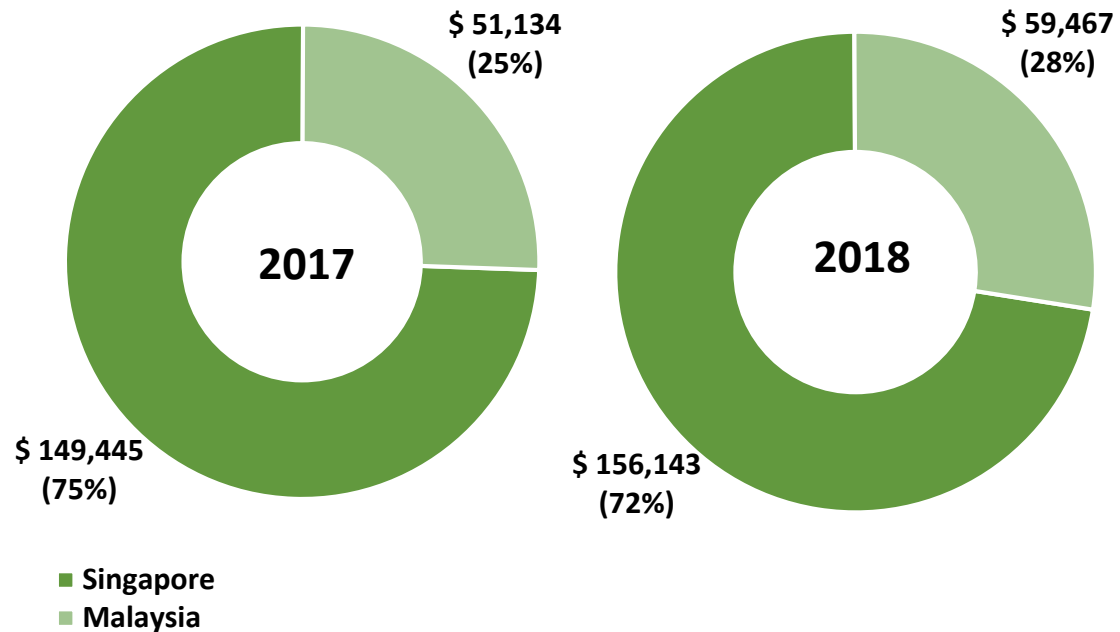


- Continued revenue growth across both business segments
- Lower EBITDA in Hospital segment due to higher operating expenses

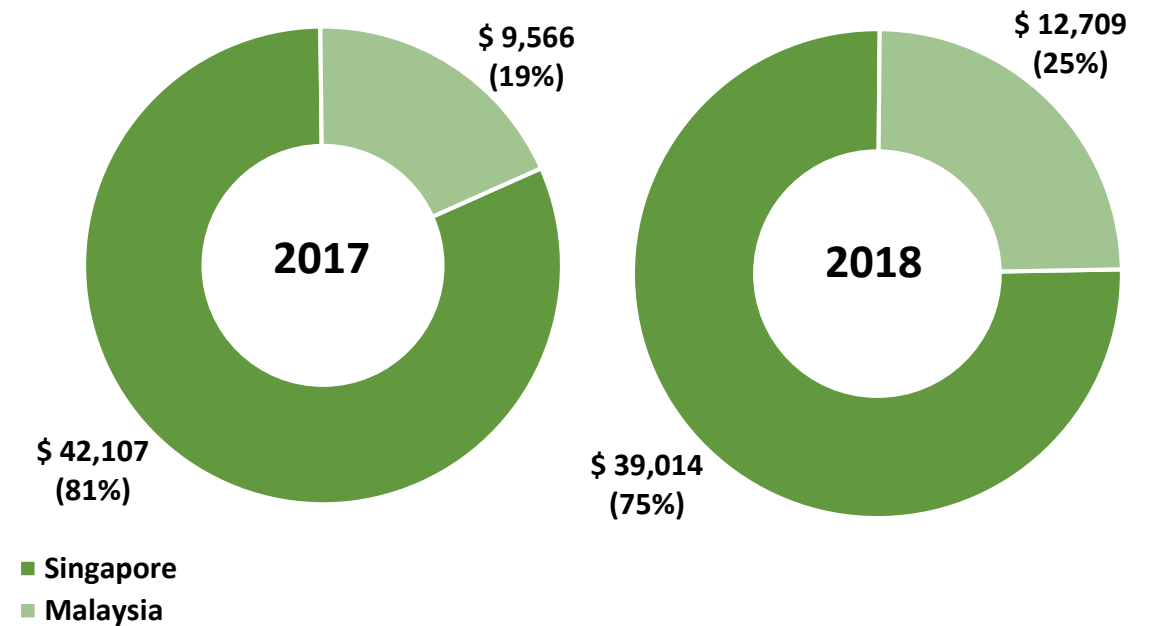
[^]Exclude investment holdings segment

Geographical segments – continuing operations

REVENUE



Adjusted EBITDA



- Continued revenue growth across in Singapore and Malaysia
- Lower EBITDA in Singapore due to higher operating expenses

Existing Growth Plans - Singapore



Paragon Nodal Centre (Integrated service platform)

- Multi-disciplinary nodal center, comprising Fertility, TCM, Wellth, Health Screening, Aesthetic, O&G and Sports
- Total area 13,000 sqft
- Operational by 3Q 2019



Thomson Wellth (preventive healthcare and wellness services and products)

- Health and wellness concept
- Preventive care through early health screenings, sports and musculoskeletal treatments and medical aesthetics



Smartparents – Digital platform

- Modern integrated health, medical and lifestyle platform
- One-stop portal featuring parenting advice, health & wellness
- E-commerce for goods and services for parents and children

Existing Growth Plans - Malaysia



Building additional 400-beds at Thomson Hospital Kota Damansara
Estimated completion end 2020



Expansion of TMC Fertility Puchong
Due for completion in June 2019
Total area 7,877 sqft



Building additional 500-beds at Thomson Iskandar Medical Hub
Estimated completion in 2023

END

