



ASIAN
HEALTHCARE
SPECIALISTS

CORPORATE PRESENTATION

INVEST Fair 2018

25 August 2018

Important Notice



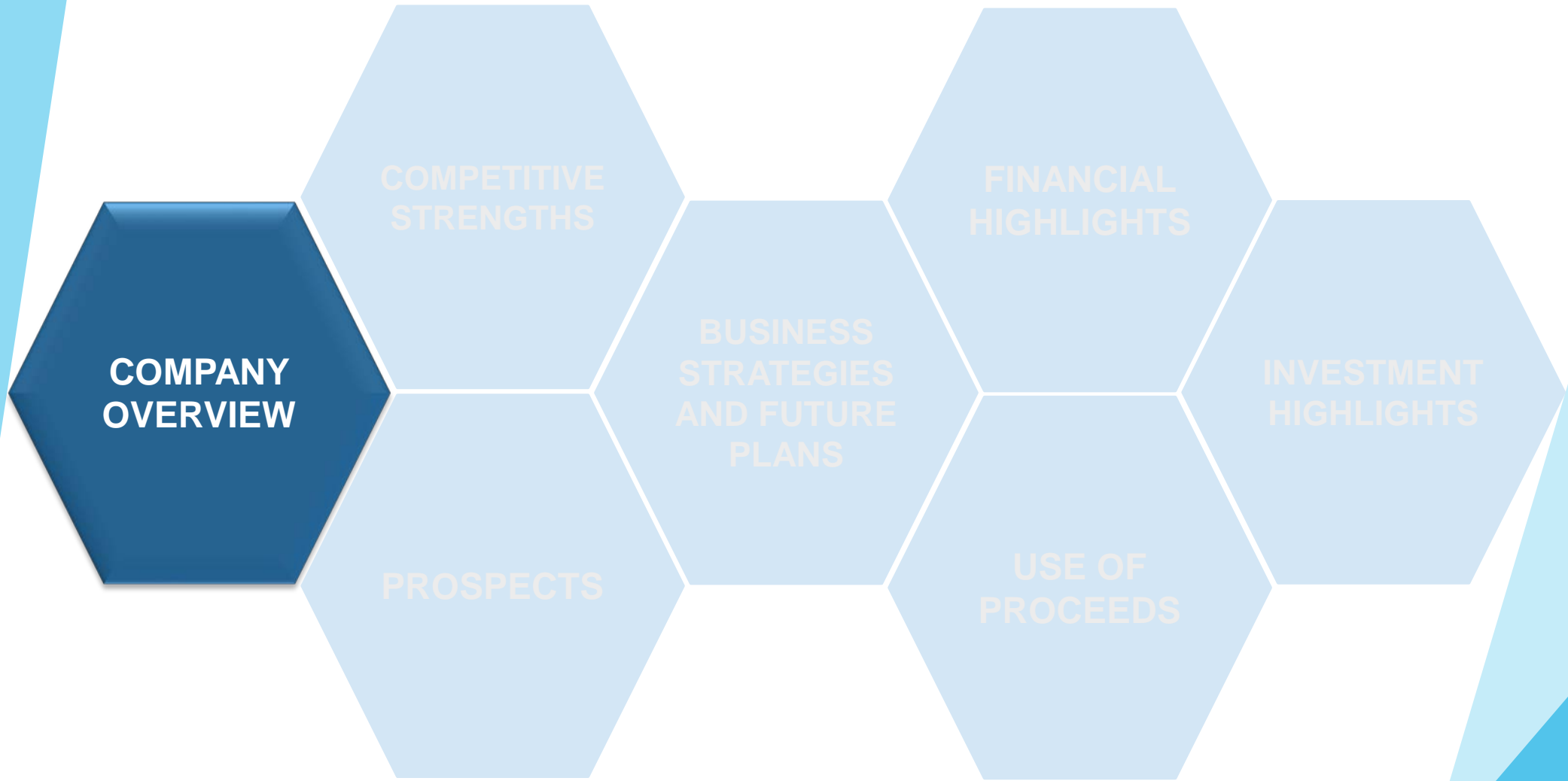
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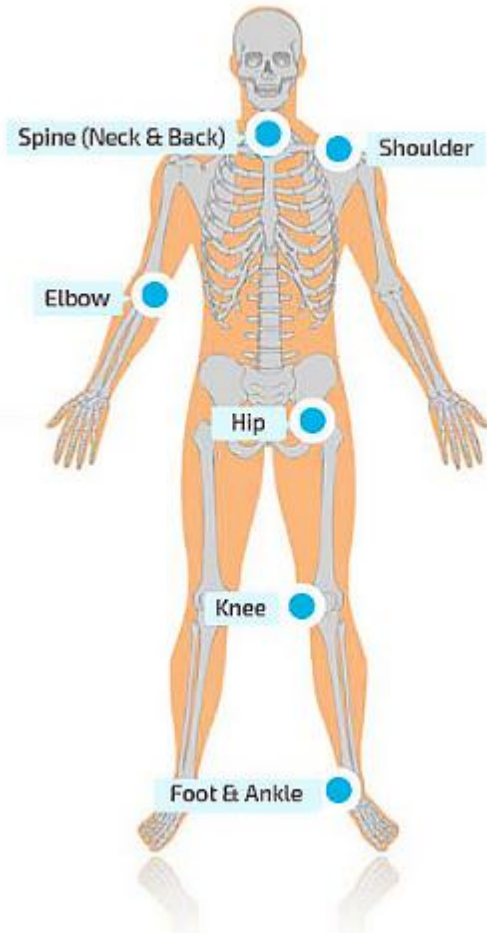
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Agenda

1. Company Overview
2. Competitive Strengths
3. Prospects
4. Business Strategies and Future Plans
5. Use of Proceeds
6. Investment Highlights
7. Financial Highlights



Experienced Group of Orthopaedic Specialists



Giving movement, quality and life to years

Sub-Speciality Orthopaedic care

Experienced Group of Orthopaedic Specialists



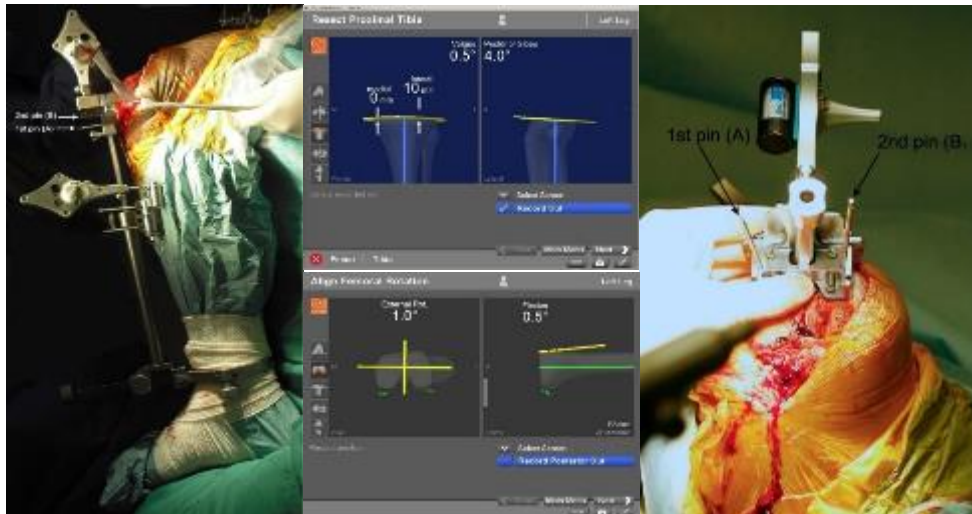
Knee joint replacement



Bunion surgery



Rotator cuff injury



Partial or total knee replacement procedures using three-dimensional computer imaging

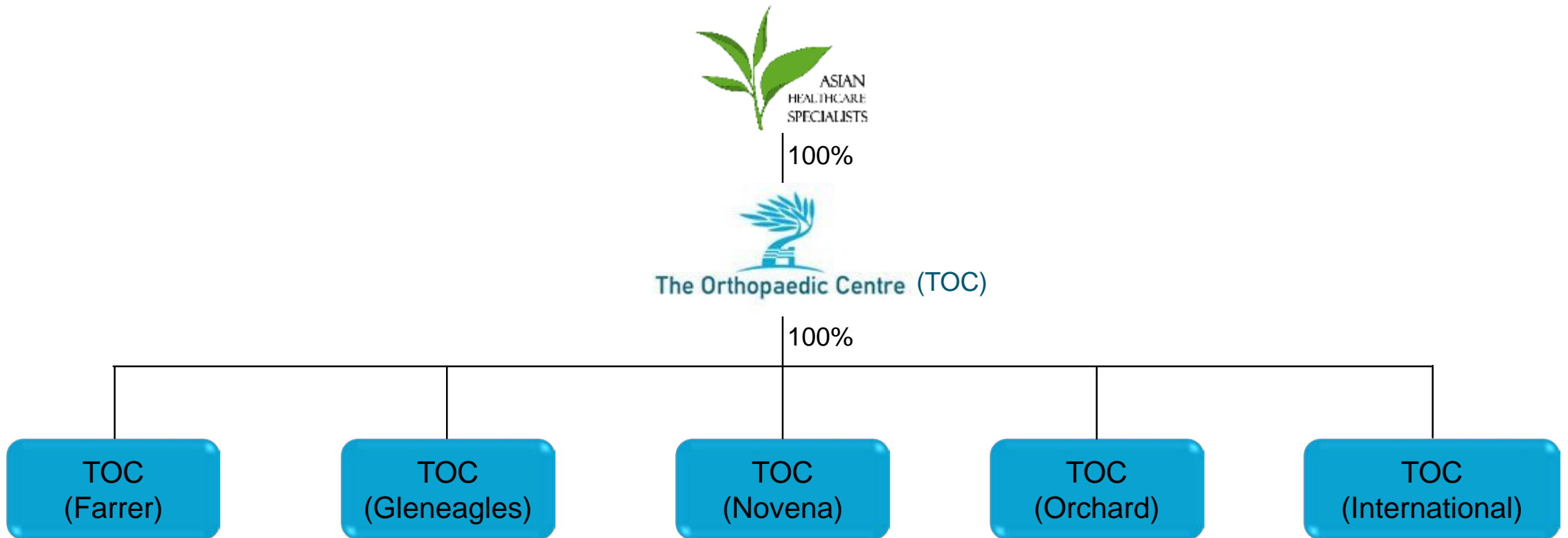


Treatment of spine-related injuries

Group Structure



- Five medical specialists operating at four clinics under “The Orthopaedic Centre” brand



Our Doctors



Location of Clinics



Gleneagles Medical Centre



Mount Elizabeth Novena
Specialist Centre



Mount Elizabeth Medical Centre



Farrer Park Medical Centre @
Connexion

New Locations



Parkway East Specialist Clinic



International Clinic @ Grand Hantha
International Hospital in Myanmar Yangon

Experienced Medical Specialists



**Dr Su Hsien Ching
David**

*MBBS, MRCSEd, MMed (Ortho),
FRCSEd (Ortho)*

Subspecialty: Foot and Ankle

- **19 years** of clinical experience
- Previously a Consultant Orthopaedic Surgeon at the Singapore General Hospital
- Currently a Visiting Consultant at the Singapore General Hospital
- Previously held the appointment of Adjunct Assistant Professor at the Duke-NUS Medical School



Dr Tan Chyn Hong

*MBBS, MRCSEd, MMed (Ortho),
FRCSEd (Ortho)*

Subspecialty: Shoulder, Knee
and Elbow

- **20 years** of clinical experience
- Previously a Consultant at the National University Hospital
- Part of a Ministry of Health workgroup to develop the national clinical practice guidelines in the treatment of osteoarthritis of the knee

Experienced Medical Specialists



Dr Yue Wai Mun

MBBS, FRCSEd, FAMS (Ortho)

Subspecialty: Spine

- **26 years** of clinical experience
- Previously a Senior Consultant at the Singapore General Hospital
- Member of the North American Spine Society, Asia Pacific Spine Society Cervical Spine Research Society and the Society for Minimally Invasive Spine Surgery



Dr Mohammad Mashfiqul Arafin Siddiqui

MBBS, MRCSEd, MMed (Ortho), FRCSEd (Ortho), FAMS (Ortho)

Subspecialty: Spine

- **15 years** of clinical experience
- Previously a Consultant at the Singapore General Hospital and a Visiting Consultant at the KK Women's and Children's Hospital



Experienced Medical Specialists



Dr Chin Pak Lin

*MBBS, MRCSEd, MMed
(Ortho), FRCSEd (Ortho)*

Subspecialty: Hip and Knee

- **20 years** of clinical experience
- Previously a Consultant at the Singapore General Hospital
- Previously held appointments include Director of the Musculoskeletal Bone Bank, Adjunct Assistant Professor at Duke-NUS Graduate Medical School and a Consultant to Stryker Knee Navigations and Zimmer Knee Arthroplasty
- Primary user of one of the two ROBODOC systems in Singapore



**COMPETITIVE
STRENGTHS**

COMPANY
OVERVIEW

PROSPECTS

BUSINESS
STRATEGIES
AND FUTURE
PLANS

FINANCIAL
HIGHLIGHTS

USE OF
PROCEEDS

INVESTMENT
HIGHLIGHTS

Competitive Strengths

Highly qualified
and
experienced
medical
specialists

- Senior surgeons
- 15 to 26 years of clinical experience
- Each focuses on medical cases within their subspecialty



Well-positioned to
capture growing
demand for
private
orthopaedic
services

- Orthopaedic disorders are mostly age-related
- Ageing population
- Rising income levels
- More insured patients



Competitive Strengths

Provide in-depth subspecialised services, employ **advanced techniques and technology**, able to perform **complex revision surgery**

- Complex surgeries including spine keyhole surgery and spine revision surgery
- Advanced equipment such as the ROBODOC system and MAKOplasty
 - ✓ Dr Chin is the primary user of one of two ROBODOC systems in Singapore
 - ✓ Higher precision, less damage, faster rate of recovery



Minimally Invasive Key Hole Shoulder Procedures

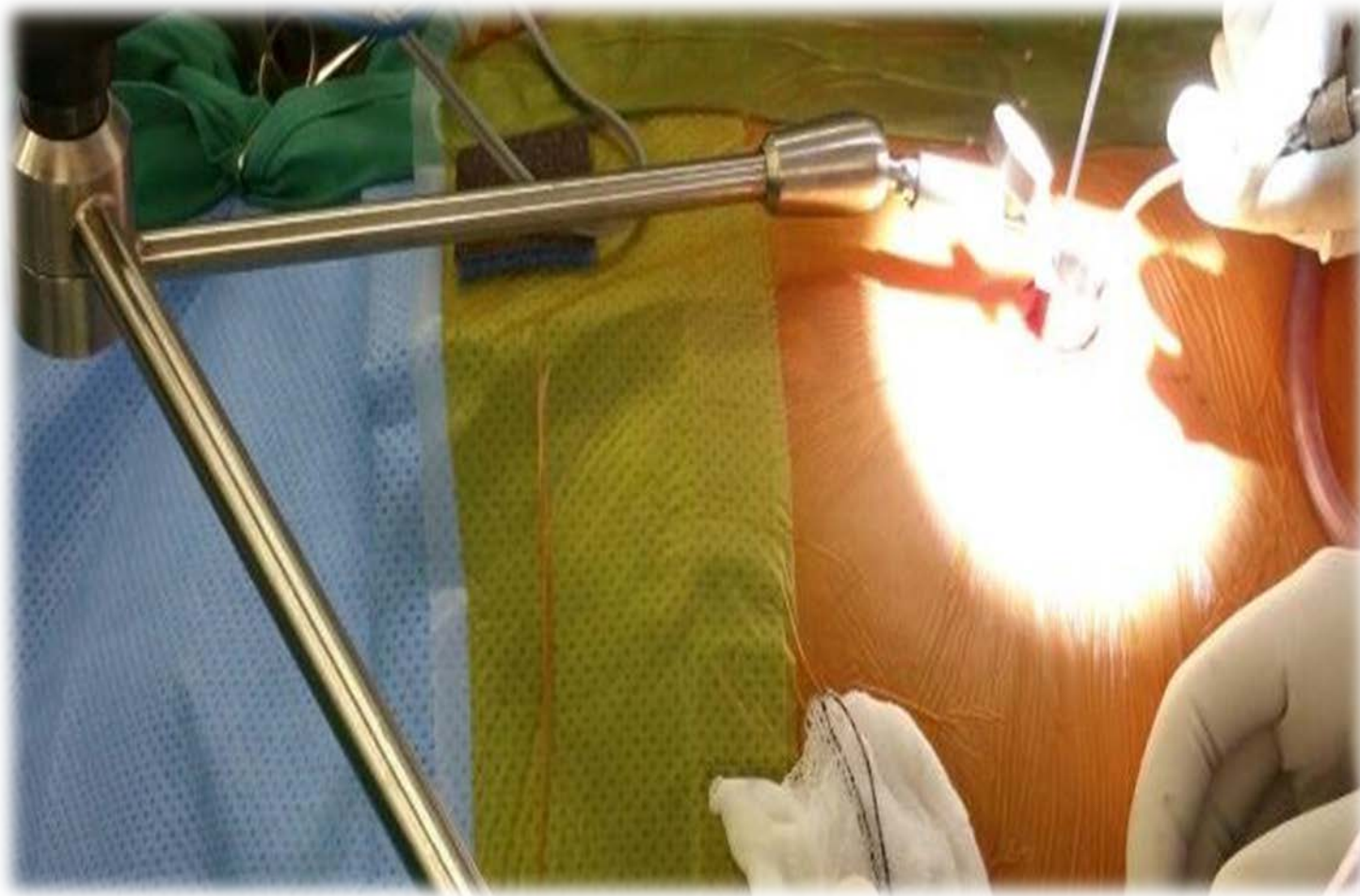


Rotator Cuff Injury
Treated with Key Hole

Minimally Invasive
Clavicle Fixation



Minimally Invasive Spine Surgery for Slipped Disc



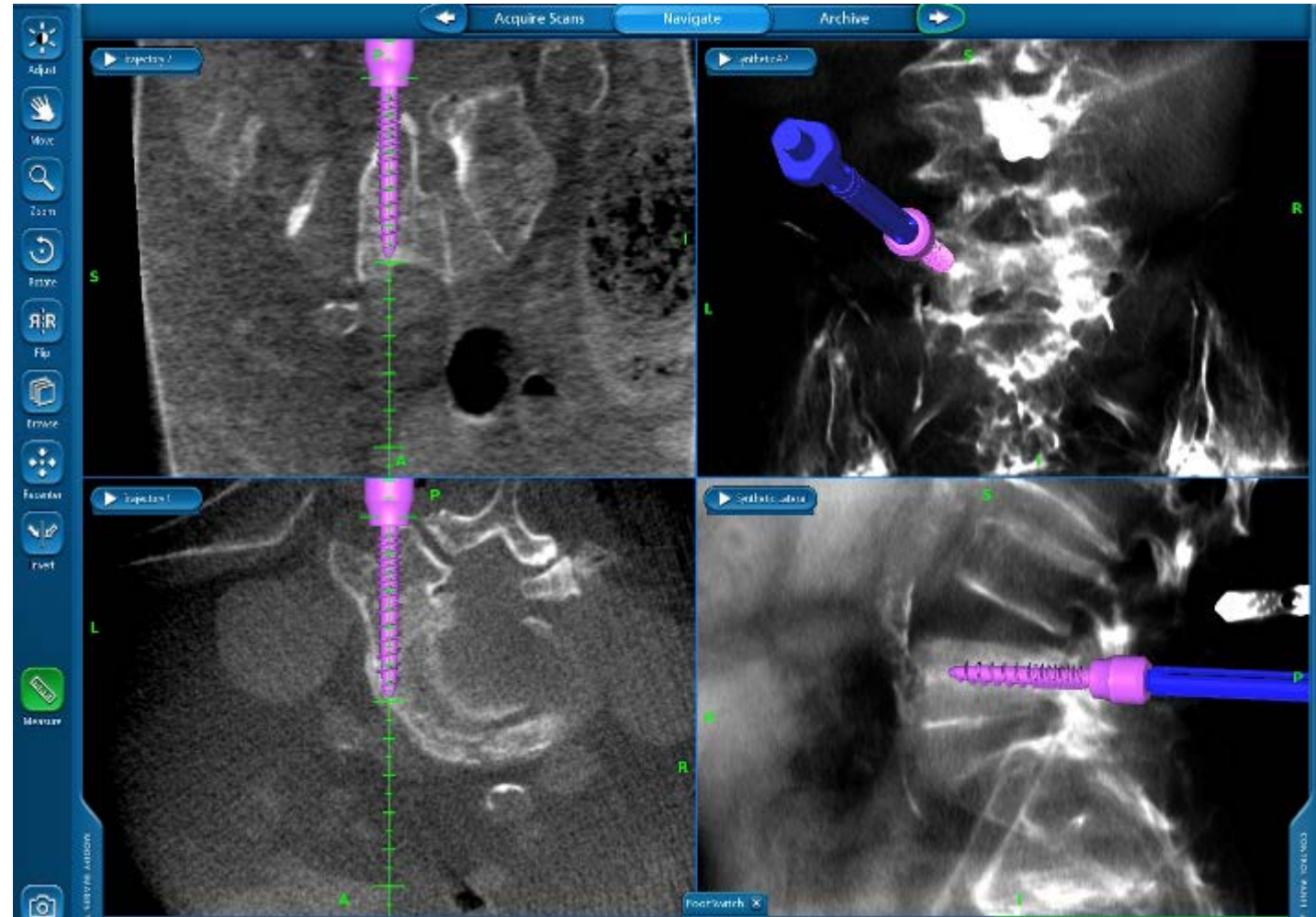
Minimally Invasive Spine Surgery for Lumbar Spine Instrumentation



Spine Instrumentation Surgery done with O-arm Navigation



Combining
Technology with
Medicine to improve
patient's outcome



Common Foot Surgery: Hallux Valgus for Treatment of Bunions

Before Op



After Op



Complex Foot Deformity Correction



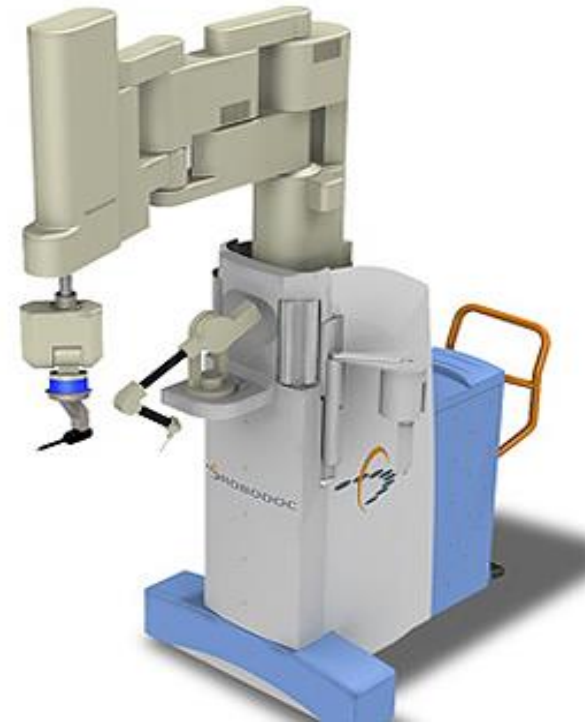
Before Op



6 Months
After Op

Robotic System

Makoplasty



Robodoc

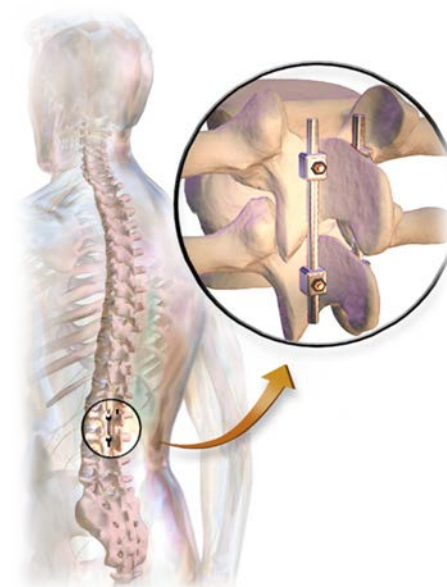
Competitive Strengths

Asset-light,
strong cash
flow business
model

- Keeps capital expenditure low
- Generates recurring cash flows

Interests of
founding
medical
specialists and
employees are
aligned with the
Group and
shareholders

- Able to attract and retain experienced and highly qualified medical specialists
- Founding medical specialists and employees have committed to subject their shares to a moratorium of an aggregate of 5 years



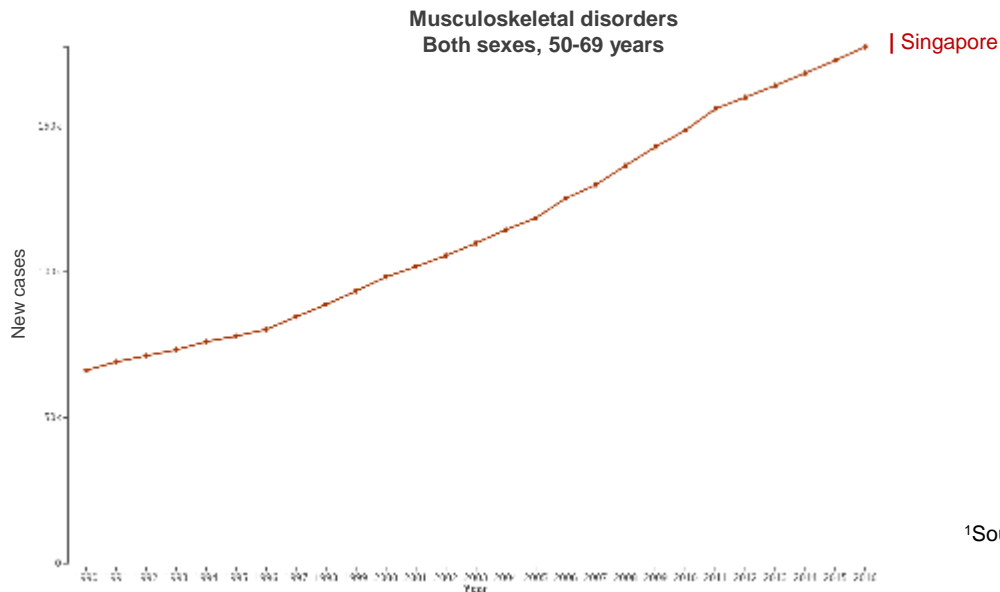


Demand for Private Orthopaedic Services Likely to Increase



- **Increasing and ageing population**

- Total population in Singapore: projected to be 5.8 – 6.0 million by 2020¹
- Number of elderly citizens (aged 65 years and above): 900,000 by 2030¹
- Expected to be a corresponding increase in the incidence of musculoskeletal disorders



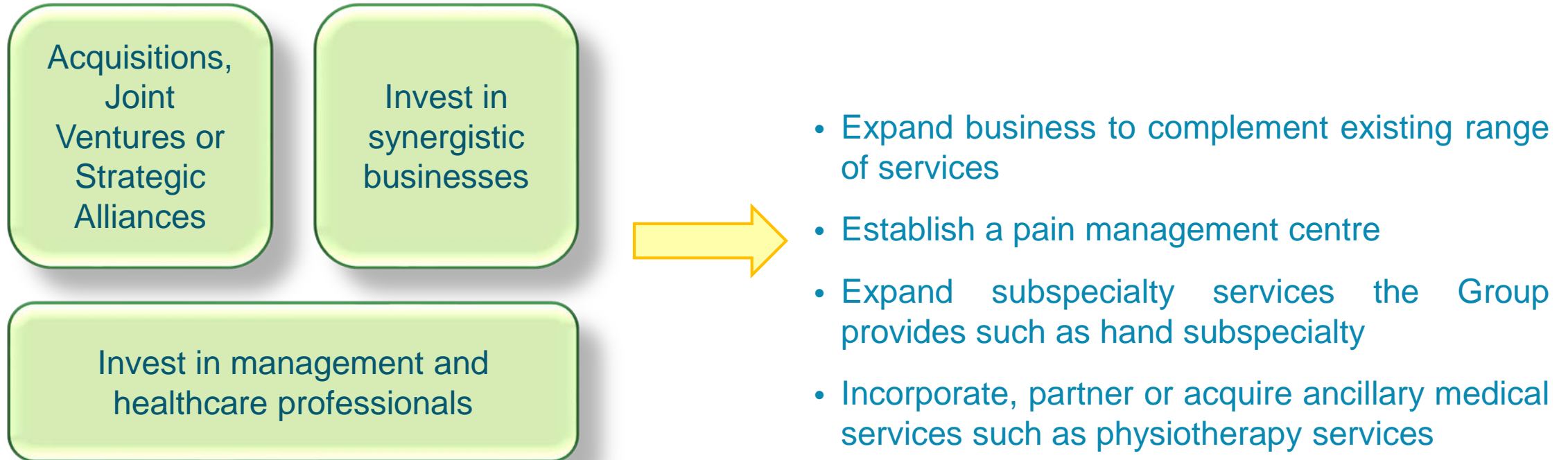
- **Increasing number of insured patients in Singapore and the region**

- Patients likely to be more willing and able to seek out private healthcare services such as those offered by the Group

¹Source: "Population White Paper: A Sustainable Population for a Dynamic Singapore"



Business Strategies and Future Plans



Business Strategies and Future Plans



Grow the “The Orthopaedic Centre” and “Asian Healthcare Specialists” brand names



The Orthopaedic Centre

- Established orthopaedic specialist care service provider

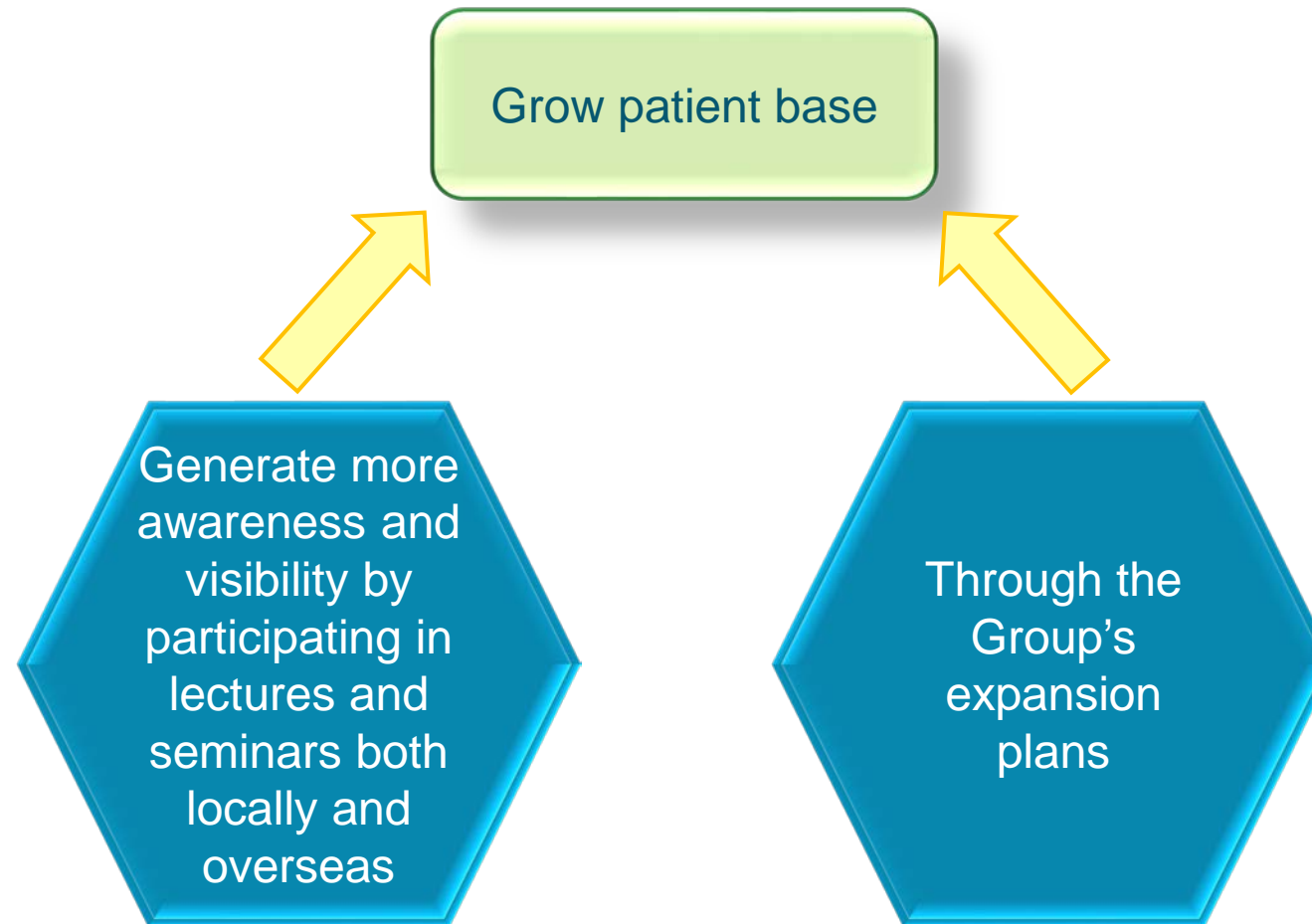


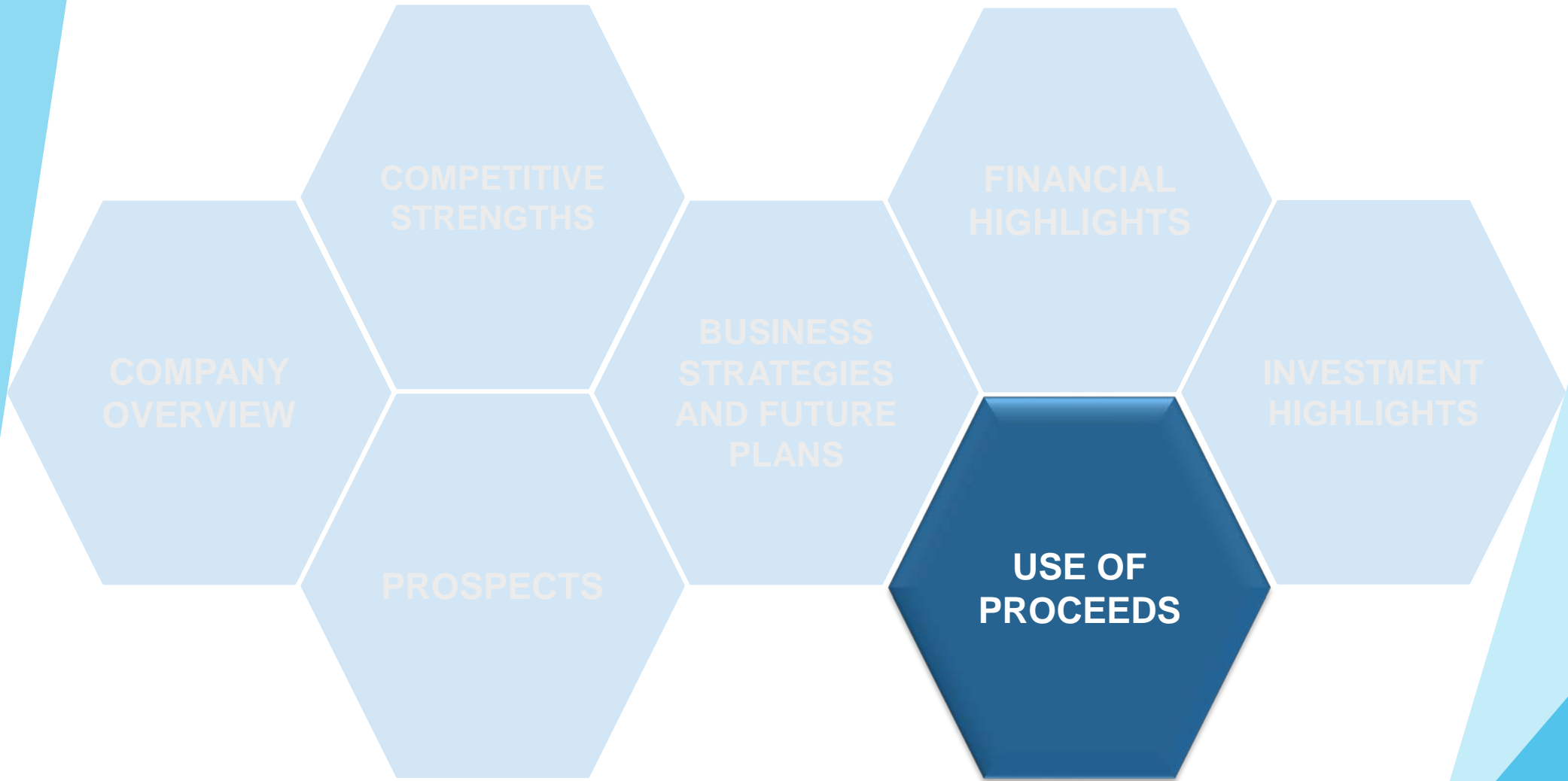
ASIAN
HEALTHCARE
SPECIALISTS

- Expand medical services and grow as a Group



Business Strategies and Future Plans





Use of Proceeds

- The Group intends to use the net proceeds, after deducting listing expenses, for the following purposes:
 - ✓ Business expansion (including organic expansion and mergers and acquisitions)
 - ✓ Working capital

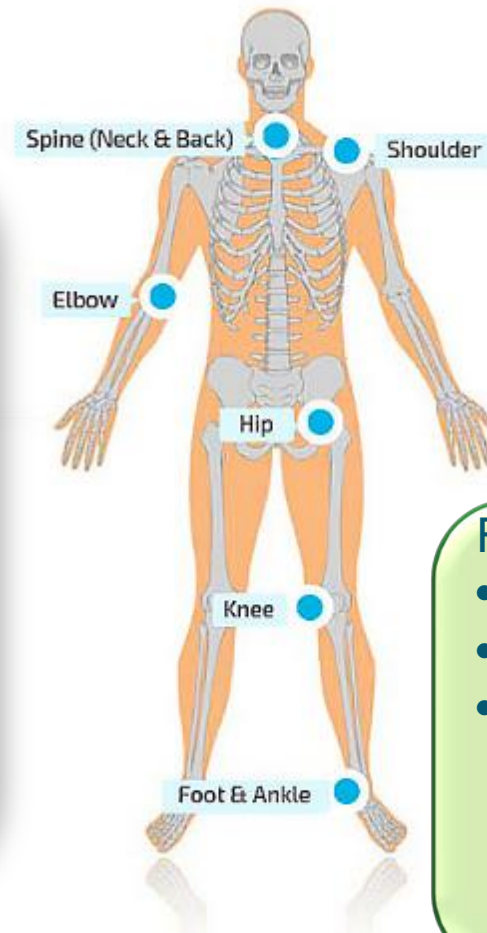


Musculoskeletal Centre

Centre of Excellence

Neuro Centre

- Neuro Surgeon
- Neurologist
- Pain Physician / Anaesthetist
- Spine Surgeon



Sports Centre

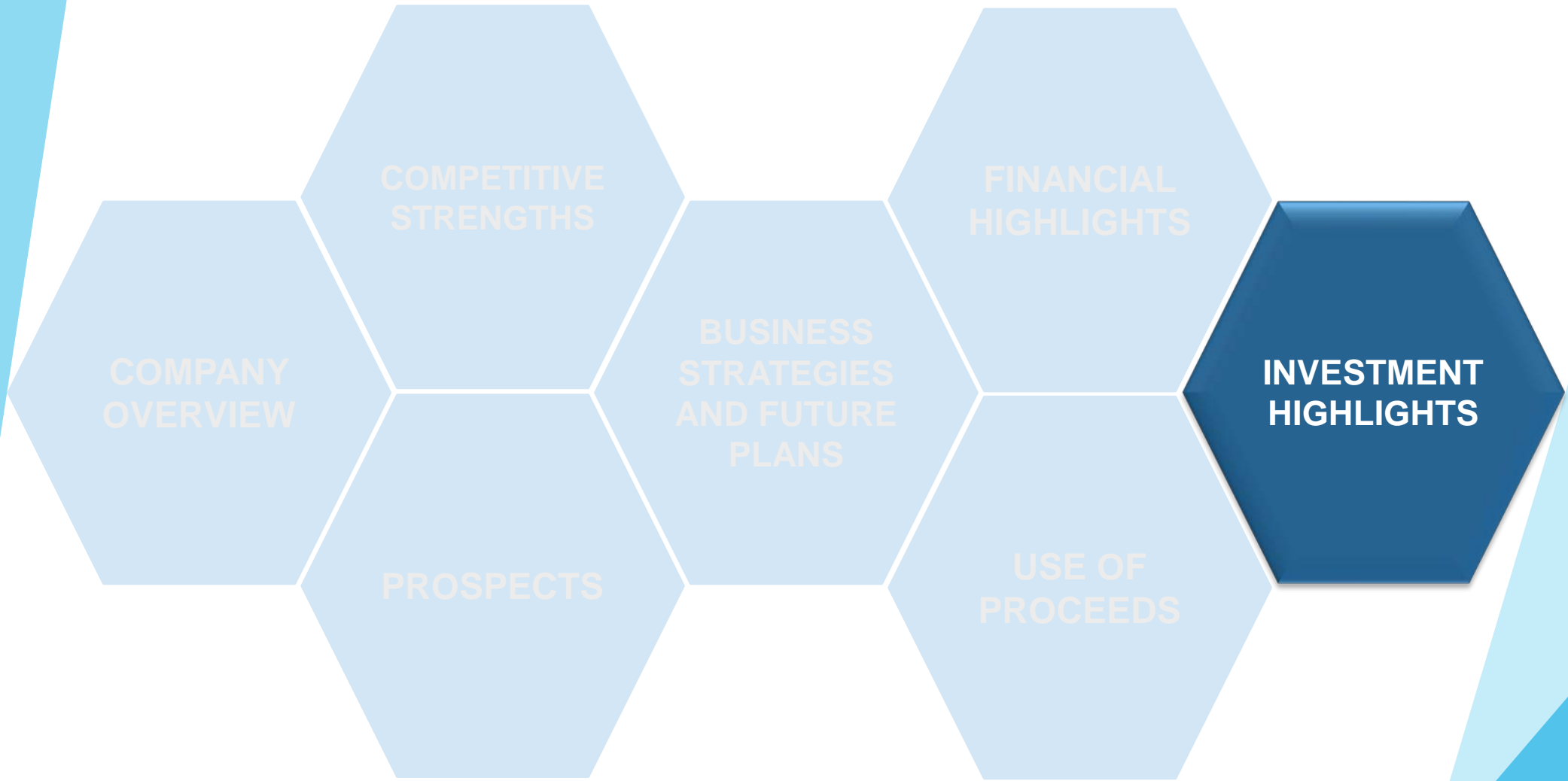
- Sports Surgeon
- Sports Physician
- Physiotherapist



Foot and Ankle Service

- Foot and Ankle Surgeon
- Podiatrist
- Dietitian





Investment Highlights



Team of highly qualified and experienced medical specialists

- Senior surgeons with 15 to 26 years of clinical experience
- Provide in-depth subspecialised services

Asset-light, strong cash flow business model

- Keeps capital expenditure low
- Generates recurring cash flows

Future plans for expansion

- Hand subspecialty
- Pain management centre
- Physiotherapy

Dividends

- **Not less than 50%** of net profits attributable to shareholders for **FY2018[^] and FY2019**

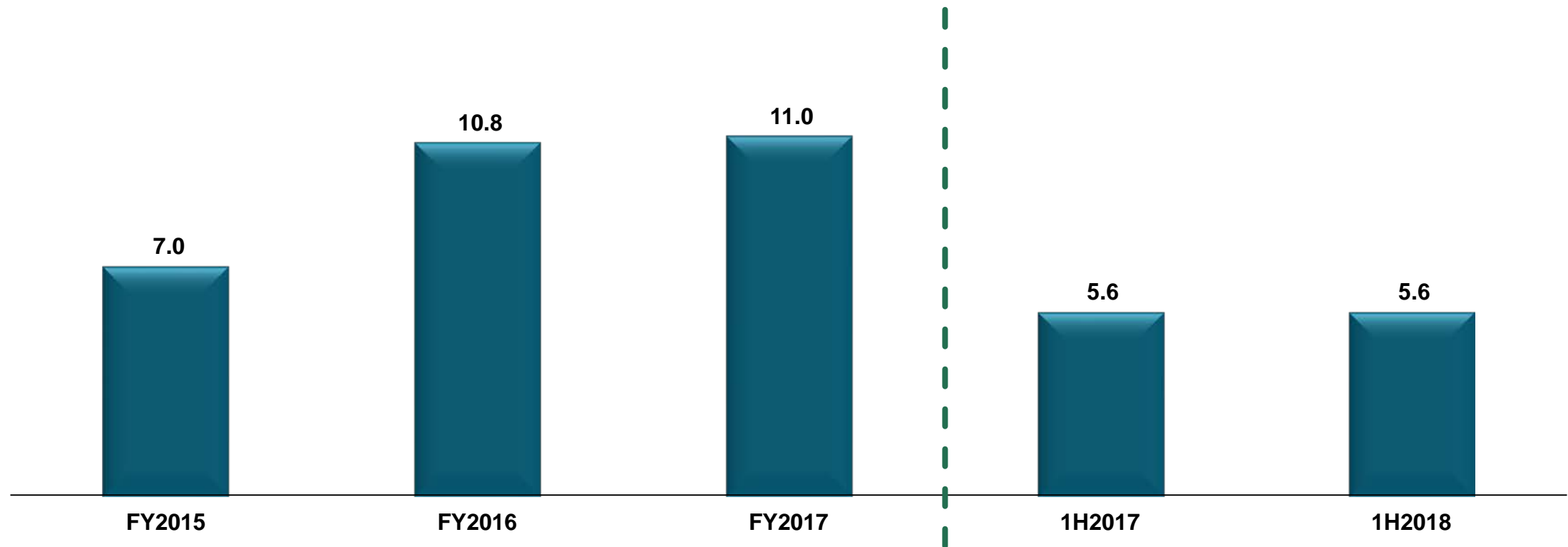
[^] The final dividend for FY2018 (if any) will take into account the interim dividend of S\$800,000 declared and approved by shareholders on 31 January 2018



Positive Financial Performance



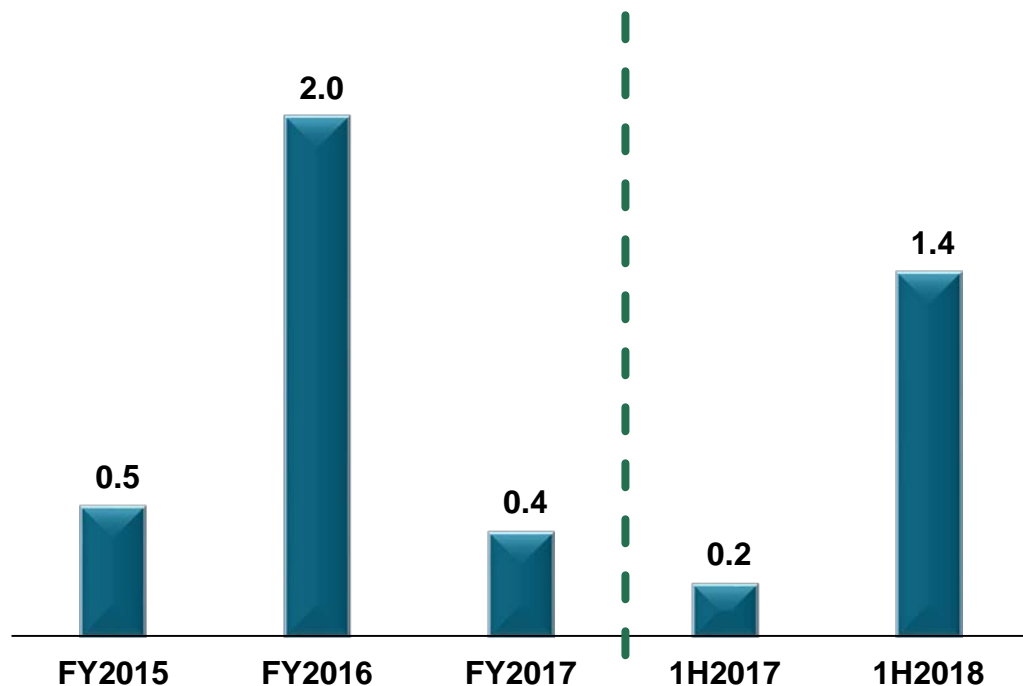
Revenue (\$m)



The Group's revenue remained fairly stable at S\$5.6 million for the financial period ended 31 March 2018

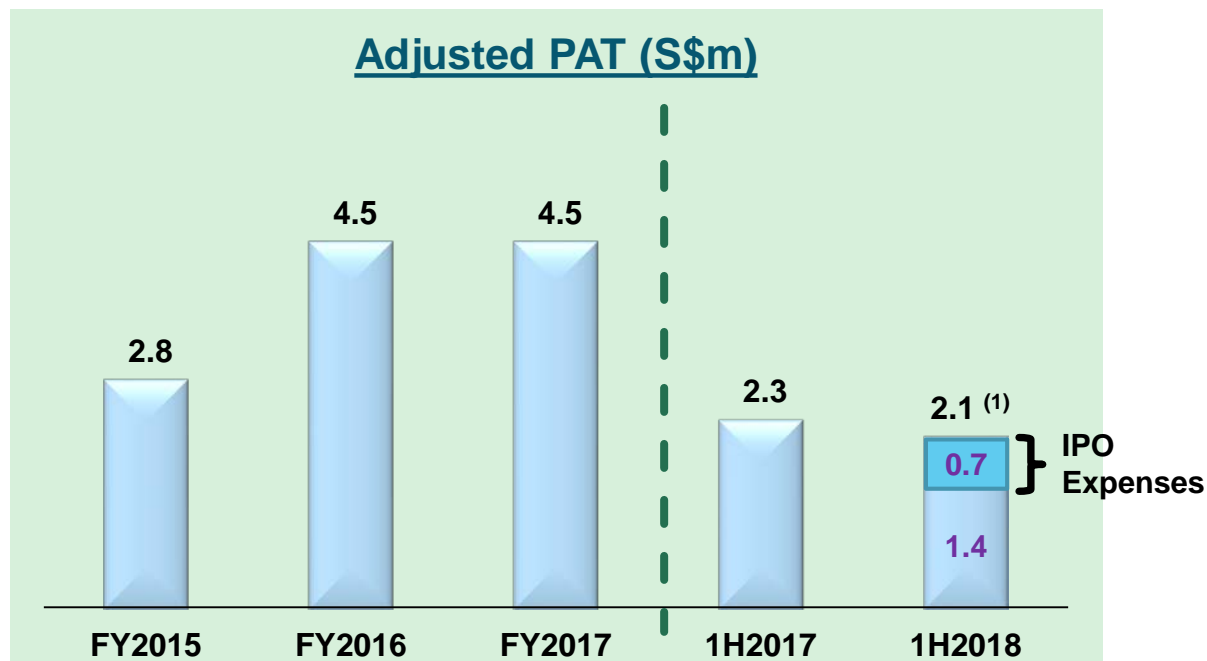
Positive Financial Performance

Profit after Tax (“PAT”) (S\$m)



Had the Employment Agreements and Service Agreements been in place since 1 October 2014:

Adjusted PAT (S\$m)



(1) Excluding one-off listing expenses, net profit would have been S\$2.1 million. The Group has expanded its talent pool, both at management level and in healthcare professionals. Staff costs accounted for approximately 30% of revenue in 1H FY2018.

Strong Financial Position



S\$m	As at 30 September 2017	As at 31 March 2018 ⁽²⁾
Current assets	3.7	4.3
<i>Trade and other receivables</i>	1.6	2.0
<i>Cash and cash equivalents</i>	2.1	2.3
Total Assets	3.8	4.4
Current liabilities	1.9	1.9
Total Liabilities	2.0	1.9
Equity attributable to owners of the Company	1.9	2.5

⁽²⁾ The Group was listed on Catalist of the SGX-ST on 20 April 2018, the financial position as at 31 March 2018 was prior to the issuance of 46,900,000 Placement Shares at S\$0.23 for each Placement Share on 18 April 2018 pursuant to the IPO.



THANK YOU

The Company



ASIAN HEALTHCARE SPECIALISTS LIMITED

(Company Registration No. 201727543R)

(Incorporated in the Republic of Singapore)

Tel: (65) 6581 7388

Sponsor



RHT CAPITAL PTE. LTD.

(Company Registration No. 201109968H)

(Incorporated in the Republic of Singapore)