

Results Announcement for Q2 2018
(unaudited figures S\$'000)

| | Q2 2018 (S\$'000) | Q2 2017 (S\$'000) | % change |
|---|------------------------------|------------------------------|---------------------|
| Revenue | 120,202 | 120,088 | 0.1 |
| EBITDA | 24,955 | 23,254 | 7.3 |
| Operating Profit | 20,271 | 19,578 | 3.5 |
| Profit After Tax | 16,824 | 16,247 | 3.6 |
| Diluted Earnings per Share (cts) | 0.95 | 0.95 | - |
| Net Assets Value per Share (cts) | 42.42 | 41.45 * | 2.3 |

* As at 31 December 2017

Highlights of Q2 2018 Performance

- Group recorded a quarterly revenue of **S\$120.2 million**
- EBITDA grew **7.3%** to **S\$25.0 million**
- Profit After Tax grew **3.6%** to **S\$16.8 million**
- Revenue from Healthcare Services Division rose by **5.4%**
- Healthy cash position of **S\$108.4 million**
- Interim Ordinary Dividend of **0.5 cents** payable on 6 September 2018

RafflesMedicalGroup
**Recorded EBITDA Growth of 7.3% and
PAT Growth of 3.6%**

Singapore, 6 August 2018 – *RafflesMedicalGroup*, a leading integrated healthcare organisation in Asia reported a quarterly revenue of **S\$120.2** million for Q2 2018, while the Group's EBITDA grew **7.3%** to **S\$25.0** million. The Group's net profit after tax grew **3.6%** from **S\$16.2** million in Q2 2017 to **S\$16.8** million in Q2 2018.

Revenue from the Healthcare Services division rose by **5.4%**, which was offset by a decrease of **2.3%** in the Hospital Services division. The increase in revenue from Healthcare Services division is contributed by the addition of new corporate clients, and a new contract, awarded by the Ministry of Health and Civil Aviation Authority of Singapore, to provide Air Borders screening services. The decrease in revenue from the Hospital Services division was the result of softer than expected demand from foreign patients, even though local patients registered a small increase.

The Group maintained its strong cash flow from operating activities of **S\$18.9** million in Q2 2018. The strong operating cash flow enabled the Group to support its investments in *RafflesSpecialistCentre*, *RafflesHospital Shanghai* and *RafflesHospital Chongqing*. These investments, together with capital expenditure for business expansion, amounted to **S\$16.5** million in Q2 2018.

As at 30 June 2018, the Group has a healthy cash position of **S\$108.4** million.

The Directors are pleased to declare for the financial year ending 31 December 2018, an interim ordinary dividend of **0.5** Singapore cents per ordinary share. The dividend will be paid on 6 September 2018.

RafflesHealthinsurance (RHI) obtained regulatory approvals to enter into the Integrated Shield market, making it the seventh MediShield player in the market. The shield product, Raffles Shield, has been officially launched on 1 August 2018. In addition, RHI entered into a strategic partnership with NTUC Income Insurance Company to offer NTUC IncomeShield policyholders access to its panel of specialists at **RafflesHospital** as well as other private hospitals in Singapore.

RafflesMedical's successful e-Commerce service allows patients to conveniently purchase their health screening, vaccination, health supplements and other medical services online before they turn up at the respective medical centres. Take up rate has been encouraging.

RafflesMedical's five-year partnership with the Ministry of Health (**MOH**) and the Agency for Integrated Care (**AIC**) was launched in January 2018. Since then, quite a number of patients have been assisted to better manage their chronic conditions through the **RafflesMedical** Primary Care Network.

RafflesHospital began its refurbishment works for its outpatient clinics and inpatient wards in Q2 2018. The refurbishment is progressing well. These facilities will open in Q3 2018. The increase in primary care and specialist outpatient capacity, together with expanded inpatient facilities, will support future growth at **RafflesHospital**.

Construction of **RafflesHospital Chongqing** and procurement of equipment are progressing according to schedule. Recruitment of international and local physicians as well as senior hospital management staff has met with positive responses. **RafflesHospital Chongqing** is scheduled to open in the fourth quarter of this year.

Construction of **RafflesHospital Shanghai** in Pudong is progressing well. The 400-bed international hospital is slated to open in the second half of 2019.

Based on the current economic outlook and barring unforeseen circumstances, the Directors expect the Group to grow and remain profitable in 2018.

Dr Loo Choon Yong, Executive Chairman, **RafflesMedicalGroup**, is positive: “**RafflesMedicalGroup** is the only medical group in Singapore that covers the full continuum of healthcare services. With Raffles Shield and our partnership with NTUC Income, we expect to provide better end-to-end care to Singaporeans. And with the opening of **RafflesHospital Chongqing** later this year, we aim to bring the Raffles service experience to the China market.”

For media queries, please contact:

Magdalene Lee (Ms)
Senior Manager, Corporate Communications
Raffles Medical Group
Tel: 6311 1318 Mobile: 9673 7403
Email: lee_magdalene@rafflesmedical.com

RafflesMedicalGroup (SGX: BSL) is a leading integrated private healthcare provider in the region, providing comprehensive services from primary to tertiary care.

RafflesMedical clinics form one of the largest networks of private family medicine and health screening centres in Singapore.

RafflesHospital, the flagship of Raffles Medical Group, is a private tertiary hospital located in the heart of Singapore offering a wide range of specialist medical and diagnostic services for both inpatients and outpatients. Representing more than 30 disciplines, our team of specialists constitutes a group practice combining sub-specialty expertise and teamwork to ensure optimal, affordable and high quality care for our patients. The Group also has representative offices and patient liaison offices in Indonesia, Vietnam, Cambodia, Brunei, Bangladesh and the Russian Far East, as well as associates throughout the Asia-Pacific region.

RafflesMedical International operates medical facilities beyond Singapore in 12 cities across China, Japan, Vietnam and Cambodia.

RafflesDental is a team-based multispecialty dental group in Singapore and China.

RafflesHealthinsurance provides healthcare insurance to corporate and individual clients.

For more information, please refer to our website at www.rafflesmedicalgroup.com.