



Financial Results for the First Quarter ended 30 June 2016 ('1QFY2017")



# **Disclaimer**

This presentation is focused on comparing actual results from the period from 1 April 2016 to 30 June 2016 (1QYF17"). Other than the comparative figures presented, no other comparative figures will be presented as the acquisition of the Portfolio of RHT as well as listing on the Singapore Stock Exchange was completed on 19 October 2012.

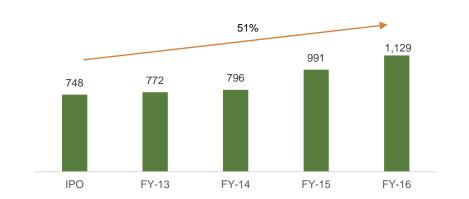
This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other developments or companies, shifts in expected levels of income and occupancy rate, changes in operating expenses (including employee wages, benefits and training), governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Investors are cautioned not to place undue reliance on these forward-looking statements. For further information, please also refer to RHT's press release which is released in conjunction with this set of presentation.

The Indian Rupee and Singapore Dollar are defined herein as "INR" and "S\$" respectively. Any discrepancy between individual amounts and total shown in this presentation is due to rounding.

# **Financial Highlights**

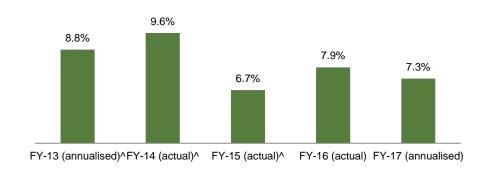
# Attractive yield, low gearing & P/B With acquisition of Mohali land and development projects 22.6% 7.3% 18.6% 1.1 Yield Gearing ratio\* P/B

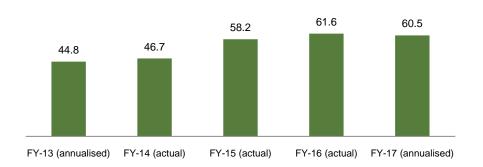
# Gross Asset Value (S\$ m)



# Attractive yield over the financial years







Note: 95% of Distributable Income will be paid out in FY17. In FY16, 100% was paid out

RHT yield, gearing and P/B are based on unit price of S\$0.985 as at 30 June 2016.

Figures for actual yield of FY-16 based on a total number of Common Units of. 799,594,944 as at 30 June 2016. Yield for FY-13 and FY-14 based on Common Units excluding Sponsor Units. ^Figures for yield for FY-13, FY-14, FY-15 based on the unit price of the respective financial year end for illustrative purposes.

\*Gearing ratio takes into consideration ongoing and future asset enhancement initiatives (BG Road CE, Ludhiana CE, acquisition of Mohali Land, projects to be completed and the sale of FHTL)

Note: Annualised Distributable Income for FY17 is based on the Distributable Income of 1QFY17



# **Financial Highlights**

# Distribution Amount for 1Q FY17: 1.79 cents

Period	DPU
4Q FY16*	1.81 cents per unit
1Q FY17	1.79 cents per unit

\*DPU for 4QFY16 assuming 95% was paid out. 95% of Distributable Income will be paid out in FY17.

# **DPU (Singapore cents) Y-o-Y comparison**



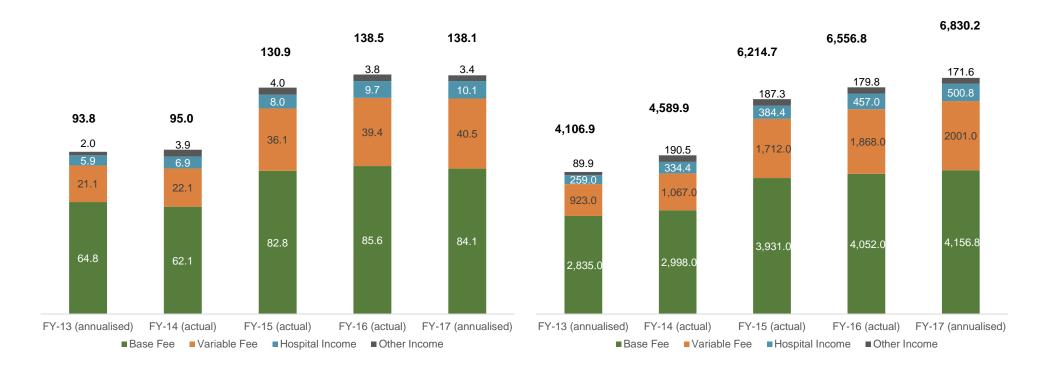
Total DPU FY17 to date: 1.79 cents per unit

RHT | HEALTH

# **Financial Performance for FY1**

Revenue (S\$'000) (1)(2)(3)

Revenue (INR m) (1)(2)(3)



### Notes:

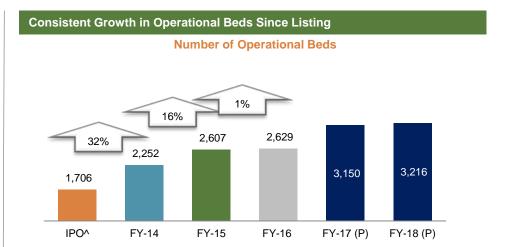
- (1) Exchange rate for translation for annualised FY-13 was S\$ 1 = INR 44.04, actual FY-14 was S\$ 1 = INR 48.27, exchange rate for actual FY-15 was S\$1 = INR 47.41 and actual FY-16 was S\$1 = INR 47.36; annualized FY-17 was S\$1 = INR 49.44
- (2) Excludes straight-lining of Base Service Fee. Figures for Actual Year 2014 includes GST.
- (3) FY15 figures include a one-off gain on acquiring the Mohali CE



# **Stable Portfolio and Growth**

### Solid Portfolio Characteristics

	ARPOB (INR m)	Occupancy rate <sup>(3)</sup>
3Q FY14	10.23	78%
4Q FY14 <sup>(1)</sup>	10.72	73%
1Q FY15 <sup>(2)</sup>	12.31	74%
2Q FY15	12.66	74%
3Q FY15	13.23	72%
4Q FY15	12.91	75%
1Q FY16	13.47	72%
2Q FY16	12.94	80%
3Q FY16	13.28	75%
4Q FY16	13.93	73%
1Q FY17	14.23	76%



### Notes:

- (1) Excluding Gurgaon CE
- (2) Including Mohali and Gurgaon CE from 1QFY15 onwards
- (3) Occupancy rate is the percentage rate of beds that were occupied over the number of operational beds.
- (4) Installed capacity refers to the maximum number of beds that can be operated at each hospital without further expansion. Potential capacity refers to the maximum number of beds that can operate at each hospital when all stages of development are completed.

^Bed figures at IPO exclude Gurgaon CE as it was under development at the time of Listing

Bed figures for FY-17(P) and FY-18(P) include bed capacity from ongoing projects currently under development



# **Portfolio**



# RHT- 18 Quality Assets Spread Across India

### RHT:

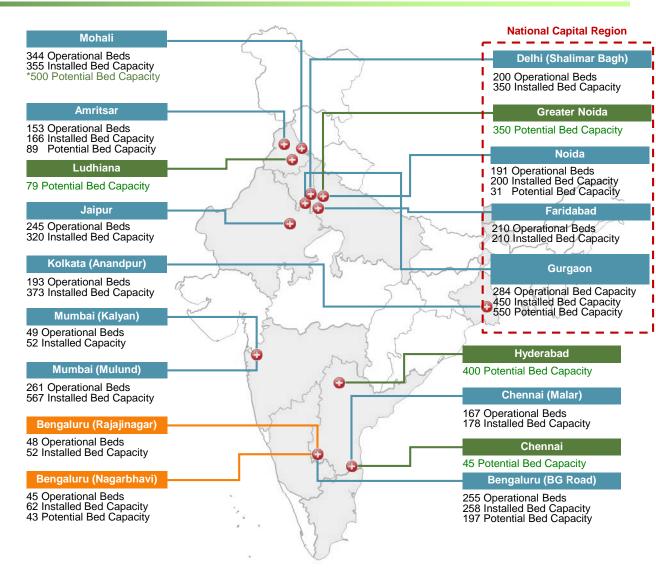
- Investment mandate to invest in medical and healthcare assets and services in Asia, Australasia and other emerging markets
- A healthcare-related business trust listed on the SGX (current market cap of \$\$787.6 m<sup>(1)</sup>)
- Partnership with Fortis Healthcare Limited, the leading healthcare delivery services provider in India

### **RHT Portfolio Summary:**

- Portfolio valued at S\$1,129.0m<sup>(3)</sup>
- 12 RHT Clinical Establishments
- 4 Greenfield Clinical Establishments
- 2 Operating Hospitals managed and operated by RHT

### Premier Locations Across India:

- Approximately 3.6 million sq ft of built-up area across 10 states
- Sizeable population catchment
- ✓ Located near to major transportation nodes
- : RHT Clinical Establishments : Greenfield Clinical Establishments : Operating Hospitals



### Note:

- 1) As at 30 June 2016, Source: SGX
- 2 No. of beds and installed capacities as of 31 March 2016. Potential bed capacity assumes all planned phases of development and construction are completed Based on S\$1 = INR 49.20 as at 31 March 2016. The appraised value of each of the portfolio assets by the independent valuer is as at 31 March 2016.
- \*The development of the Mohali land is intended to be carried out in phases and will not result in an immediate addition in capacity of 500 beds upon completion of the initial phase of development



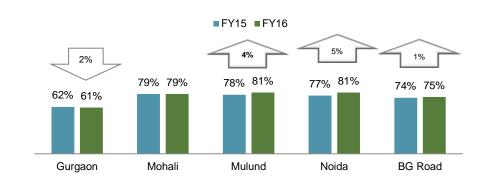
# **Diversified Portfolio of Quality Assets**

RHT's assets are spread across India with increasing income generated

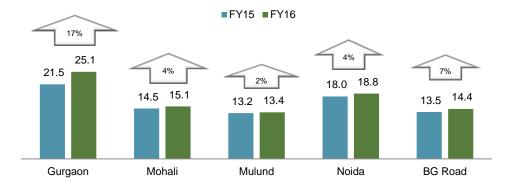
# Strong Revenue Increases in RHT Clinical Establishments (INR m)

# FY15 FY16 18% 3,500 4,130 3,850 3,970 2,640 2,810 2,490 2,740 2,520 2,730 Gurgaon Mohali Mulund Noida BG Road

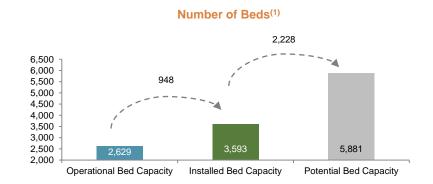
### Stable Occupancy in RHT Clinical Establishments



# ARPOB Growth in RHT Clinical Establishments (INR m)



# **Strong Growth from Capacity Expansion**



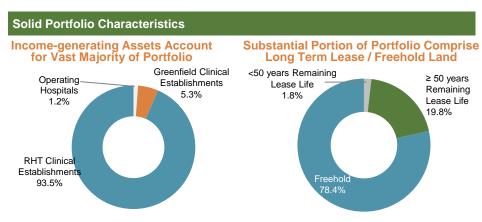
Source: Fortis presentation slides for FY16

All figures based on information released by Fortis Healthcare Limited for their Top 10 performing hospitals

(1) Installed capacity refers to the maximum number of beds that can be operated at each hospital without further expansion. Potential capacity refers to the maximum number of beds that can operate at each hospital when all stages of development are completed.

# **Stable Portfolio Providing Upside Exposure**

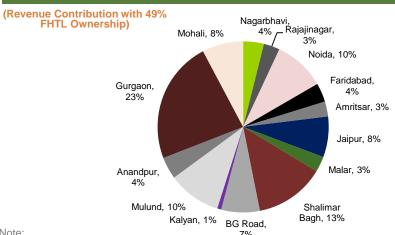
Fee structure offers RHT ideal combination of guaranteed, stable cash-flows with opportunity to participate in operational growth of its healthcare assets



### Portfolio Valuation Breakdown (FY-16)(1)

The Gurgaon CE and Shalimar Bagh CE owned by FHTL 49% with 51% owned by FHML. Currently, RHT has the 100% economic interest.

# No Single Asset Accounts for >25% of RHT's Revenues



### Stability from Base Fee Component

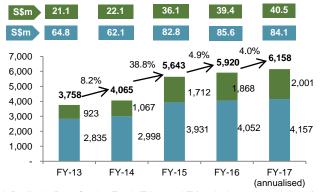
### Service Fee Components - Base and Variable(INRm)<sup>(2)</sup>

### Variable Service Fee

7.5% of Fortis Operating Companies' Operating Income

### Base Service Fee(3)

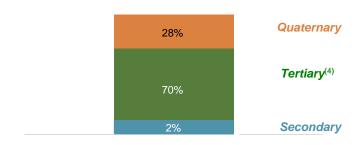
- Fixed at the start with a 3.0% p.a. escalation
- Revised upwards for any capex / expansion



Note: FY-13 fees are annualised. Decline in Base Service Fee in FY-14 and FY-17 is due to depreciation of INR against SGD

# Potential to Provide Higher-End and More Advanced Services

Portfolio Valuation % (FY-16)<sup>(1)</sup>



### Note:

- Weighted by portfolio valuation. Asset are independently valued by the Independent Valuer in INR as at 30 June 2016.
- Financials converted at S\$1 = INR43.75 for FY-13, S\$1 = INR48.27 for FY-14, S\$1 = INR47.41 for FY-15, S\$1 = INR 47.48, FY-16 S\$1 = INR 47.36, Annualized FY-17 S\$1 = INR 49.44
- Base Service fee excludes accounting straight lining and includes Technological Renewal Fee and are on a full year basis.
- Includes Secondary/Tertiary Services.



# **In-built Capacity for Expansion within Existing Portfolio**

Hospitals	Current Operational Bed Capacity	Current Installed Bed Capacity	Potential Additional Bed Capacity (ex. Greenfield CEs)
Amritsar	153	166	89
Anandpur, Kolkata	193	373	
BG Road, Bengaluru	255	258	197
Gurgaon	284	450	550
Faridabad	210	210	
Jaipur	245	320	
Kalyan, Mumbai	49	52	
Malar, Chennai	151	178	
Mohali	344	355	500 (Mohali land)
Mulund, Mumbai	261	567	
Nagarbhavi, Bengaluru	45	62	43
Noida	191	200	31
Rajajinagar, Bengaluru	48	52	
Shalimar Bagh, New Delhi	200	350	
Total	2,629	3,593	

# **Development Project Pipeline**





	Ludhiana Greenfield CE	BG Road Brownfield CE
Estimated Time of Completion	2017 (March)	2017 (March)
No. of Beds Planned	79	200
Specialties	Mother & Child Programmes	Oncology, Operating Theatre
Civil Cost	INR 775.8 m (S\$16.0 m)	INR 1,300.1m (S\$26.8 m)

	Expansion of Mohali CE
Estimated Time of Completion	
Potential Bed Capacity	500
Specialties	-
Cost	Land – INR 730.0 m (S\$15.1 m) Building – INR 1,339.9 m (S\$27.6 m)

# **Capacity Enhancement Initiatives Underway**







	Jaipur CE	Mulund CE	Nagarbhavi CE
Estimated Time of Completion	2017 (May)	-	2017 (May)
No. of Additional Beds Planned	40	50	60
Purpose	Mother and Child Health programme, Orthopedics	Mother and Child Health programme	Addition of 2 operating theatres and a cath lab
Civil Cost	INR 24.0m (S\$0.5 m)	INR 42.0m (S\$0.9 m)	INR 200.0m (S\$4.1 m)







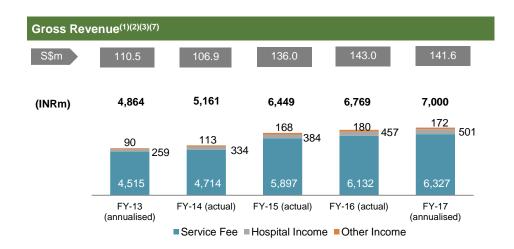
	Amritsar CE Noida CE		Shalimar Bagh CE
Estimated Time of Completion	2018 (January)	-	2017 (November)
No. of Additional Beds Planned	dditional Beds Planned 102 40		-
Purpose	Boost occupancy, ARPOB	Maternal and Child Health programme	Addition of Oncology programme
Civil Cost	INR 378.0m (S\$7.8 m)	INR 117.9m (S\$2.4 m)	INR 57.8m (S\$1.2 m)

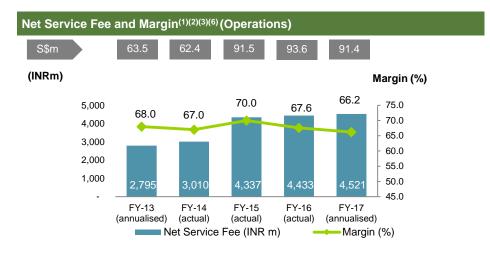
# **Financials**

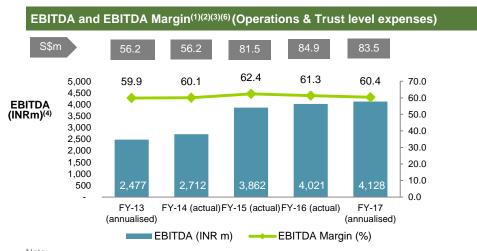


# **Financial Highlights**

Strong growth in revenue, income, and EBITDA witnessed in recent years









Note: Note: Decline in total assets for FY-14 (in SGD terms) due to depreciation of INR against SGD (1) Exchage rate for translation at S\$1 = INR for FY-13, FY-14, FY-15 and FY-16 are 44.04, 48.27, 47.41 and 47.36 respectively. Annualized exchange rate for FY-17 was S\$1 = INR 49.44

- (2) Excludes non-recurring items
- (3) Annualised as IPO was in October of FY-13
- (4) EBITDA is defined as Total Revenue minus Total Expenses, adding back Depreciation and Amortisation and Finance Expense
- (5) S\$1 = INR for FY-13, FY-14, FY-15, FY-16 and Q1 FY-17 are 43.75, 47.73, 45.43, 49.17 and 50.16 respectively
- (6) Excludes straight-lining
- (7) Includes straight-lining

# **Review of 1Q FY17 Performance**

1Q FY16 against 1Q FY17 (q-o-q)	1Q FY16	1Q FY17	Variance	1Q FY16	1Q FY17	Variance
	S\$'000	S\$'000	%	INR'000	INR'000	%
Total Revenue^	34,257	34,537	0.8	1,626,672	1,707,551	5.0
Net Service Fee and Hospital Income	22,853	22,859	n.m	1,085,157	1,130,187	4.1
Distributable Income	15,443	15,134	(2.0)	-	-	-

1Q FY17 against 4Q FY16 (q-o-q)	4Q FY16	1Q FY17	Variance	4Q FY16	1Q FY17	Variance
	S\$'000	S\$'000	%	INR'000	INR'000	%
Total Revenue^	33,817	34,537	2.1	1,641,315	1,707,551	4.0
Net Service Fee and Hospital Income	23,272	22,859	(1.8)	1,128,897	1,130,187	0.1
Distributable Income	15,261	15,134	(0.8)	-		-



# Financial Results for 1Q FY17

### Revenue:

Service fee
Hospital income
Other income
Total revenue

### Service fee and hospital expenses:

### Total service fee and hospital expenses

Finance Income
Finance Expenses
Trustee-Manager Fee
Other Trust Expenses\*
Foreign exchange gain/(loss)
Total expenses

# Profit before changes in fair value of financial derivatives

Fair value gain/(loss) on financial derivatives

Profit before taxes

Income tax expense

Net profit for the period attributable to unitholders of the Trust

1Q FY17 S\$'000	1Q FY16 S\$'000	Var (%)
31,991	31,971	0
2,532	2,446	4
868	952	-9
35,391	35,369	0
(15,591)	(15,295)	2
441	136	n.m
(2,333)	(1,442)	62
(1,652)	(1,612)	2
(332)	(665)	-50
(706)	(5,405)	-87
(20,173)	(24,283)	-17
	, ,	
45 249	44.006	27
15,218	11,086	37
231	5,340	n.m
15,449	16,426	-6
13,449	10,420	-0
(4,783)	(4,131)	16
10,666	12,295	-13

# **Financial Results for 4Q FY16**

### **Reconciliation to Unitholders Distribution**

	S\$'000	S\$'000
Net profit for the period attributable to unitholders of the Trust	10,666	12,295
Distribution adjustments:		
Impact of non-cash straight-lining	(854)	(1,112)
Technology renewal fee	(167)	(174)
Depreciation and amortisation	3,913	3,891
Amortisation of debt arrangement fee	-	151
Trustee-Manager fees payable in units	826	806
Deferred tax	555	1,033
Foreign exchange differences	512	(1,168)
Capital expenditure	(314)	(276)
Unrealised gain on financial asset	(3)	(3)
Total distributable income attributable to unitholders of the Trust	15,134	15,443

1QFY17

1QFY16

# **Balance Sheet**

(S\$ '000)

Intangibles

PPE

Other long term assets

Long term liabilities

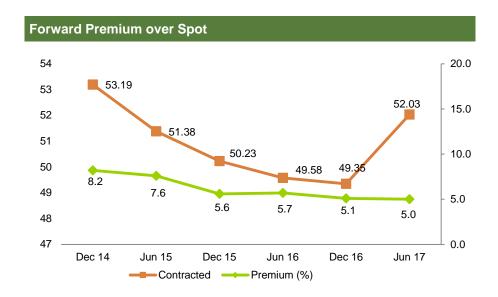
Net current assets/(liabilities)

Total net assets attributable to unitholders

30 June 16	31 Mar 16
125,064	127,986
828,455	844,851
67,579	66,841
(248,732)	(313,541)
(67,490)	13,471
704,876	739,608

# **Hedging - Foreign currency exposure**

- RHT hedges 100% of its Indian denominated cashflows receivable every 6 months from India
- · Hedging is carried out one year in advance
- RHT has hedged the following foreign exchange exposures:



Contracted rate	Settlement
INR 53.19 to SGD 1	Dec-14
INR 51.38 to SGD 1	Jun-15
INR 50.23 to SGD 1	Dec-15
INR 49.58 to SGD 1	Jun-16
INR 49.35 to SGD 1	Dec-16
INR 52.03 to SGD 1	Jun-17

# **Key Credit Ratios and Debt Maturity**

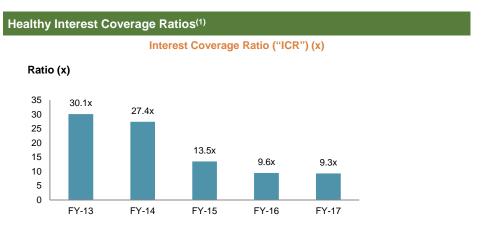
Conservative financial profile with generous debt headroom; INR cash flows from India hedged into SGD on a one year forward basis via forward contracts on a semi-annual basis

### Low Gearing with Extremely Conservative Capital Structure **Total Debt / Total Assets** (S\$m) Debt / assets (%) 1,400 15.3 16 14.8 1,200 14 11.2 1,000 12 800 10 1,153 1,121 6.8 6.7 8 600 6 400 1,124 958 200 963 2 FY-13 FY-14 FY-15 FY-16 FY-17

Assets

Debt

Debt/Assets



### Weighted Average Debt Maturity with Generous Debt Headroom (S\$m) Debt Headroom (S\$m) Gearing (%) **Debt Maturity Profile**(2) Interest Rate Debt (%) 120 Headroom of 60% S\$908.1 m 100 Floating 64.2 % 80 Fixed 35.8 % 45% Headroom of 60 22.6%(5) 40 18.6%(4) S\$162.6 m (3) 20 As at 30 June 2016 0 FY2018 FY2019 FY2020

### Note:

- (1) Interest Coverage Ratio is defined as the ratio between EBITDA divided by Financial Expense including those capitalized during the year
- As at 30 June 2016, gross of upfront fees.
- Defined as Net Debt, being total loans and borrowings less cash and cash equivalents
- Gearing is calculated as Net Debt divided by sum of Net Assets and Net Debt
- Gearing ratio takes into consideration ongoing and future asset enhancement initiatives (BG Road CE, Ludhiana CE and expansion of projects including expansion of Mohali CE, Jaipur CE, Mulund CE, Nagabhavi CE, Amitsar CE, Noida CE and Shalimar Bagh CE).

# **RHT Distribution Policy**

- Our distribution policy provides for distribution of at least 90% of the Distributable Income
- For FY2017, RHT TM will be distributing 95% of its Distributable Income
- The 5% retained will be used to fund future capital expenditure in relation to expansion or other growth initiatives

# **Proforma Financial Effects of the FHTL Transaction**



# **Results of Extraordinary General Meeting**

# Approval of the following Ordinary Resolutions:

- (1) The Proposed Disposal of the Relevant Securities to, and Related Arrangements with, Interested Person
  - RHT owns 49% of the equity shares (and 100% economic interest) in Fortis Hospotel Ltd (FHTL) which owns Gurgaon Clinical Establishment and the Shalimar Bagh Clinical Establishment.
  - Through the sale of the Relevant Securities, RHT's has disposed off 51% economic interest in FHTL to FHL. Its equity ownership and economic interest are now aligned.
- (2) The Whitewash Resolution



# **Proforma Effects of the Proposed Disposal and Related Arrangements**

# Pro Forma Effects of the Proposed Disposal and the Related Arrangements for FY2016

	Before the Proposed Disposal and the Related Arrangements	After the Proposed Disposal and the Related Arrangements
Net Service Fee and Hospital Income (S\$ million)	81.7 <sup>(1)</sup>	43.1
Net Profit (S\$ million)	43.5	23.3(2)
Distributable Income (S\$ million)	61.6 <sup>(3)</sup>	44.6 <sup>(4)</sup>
Units in issue (million)		
Weighted number of Units in issue	796.4 <sup>(5)</sup>	800.8
Total Units in issue (million)	797.8 <sup>(5)</sup>	802.2(6)
EPU (cents)		
Based on Weighted Units	5.46	2.91 <sup>(7)</sup>
DPU (cents)		
Based on Total Units	7.72	5.56(8)

### Notes:

The one-off distribution amounts to a DPU of 24.40 cents before considering the Performance Fee Units.



<sup>(1)</sup> Based on the total revenue less total service fee and hospital expenses derived from the audited financial statements of RHT Group and its subsidiaries for FY2016.

<sup>(2)</sup> Excludes gain on disposal in connection with the CCDs Disposal and gain on retained interest in FHTL. With such gains, the net profit will be \$\$137.0 million.

<sup>(3)</sup> Based on the Distributable Income and DPU as announced by RHT on 25 May 2016.

Excludes distribution of sale proceeds. With such one-off distribution, the distributable income will be S\$240.0 million.

Weighted and total number of Units in issue as at 31 March 2016.

Assuming 50.0% of the Performance Fee payable to the Trustee-Manager is paid in the form of Performance Fee Units.

<sup>(7)</sup> Including the gain on disposal in connection with the CCDs Disposal and gain on retained interest in FHTL, the EPU is 17.11 cents.

# **Future Plans following the Proposed Disposal**

# **Expanding and Enhancing the Existing Portfolio through Organic and Inorganic Growth**

# Organic Growth

- The Management will look to maximizing the potential within the existing RHT portfolio
- Upon completion of expansion projects and greenfield developments currently underway, this would see a bed growth of approx. 571
   beds to RHT's portfolio
  - Development projects Noida, Amritsar, Mulund, Nagarbhavi and Jaipur
  - Brownfield BG Road
  - Greenfield Ludhiana

# **Inorganic Growth**

Acquiring third party healthcare-related infrastructure assets

# **Revenue Enhancement**

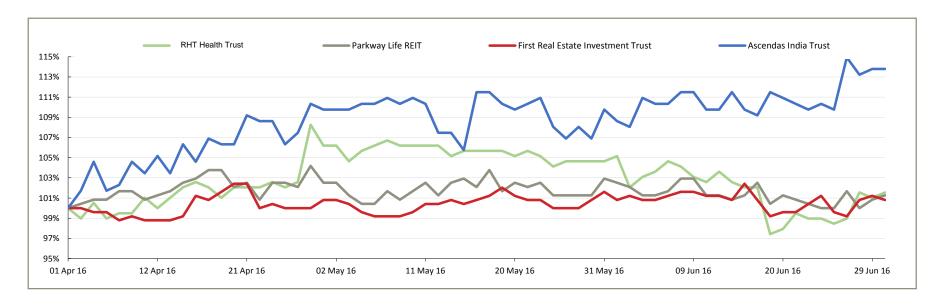
- Continue to support the provision of higher end surgical medical treatments such as oncology, cardiac, renal and orthopaedics
- Modification and refurbishment works to the existing facilities in RHT's clinical establishments to better cater for the provision of high end surgical medical programs

# Appendix



# **Unit Price Performance Against Peers**

# For the quarter 1 April 2016 to 30 June 2016



Name	Cur	Open	High	Low	Close	Change %	Total Volume	Daily Average Volume
RHT Health Trust	SGD	0.97	1.05	0.935	0.985	1.55	46,430,300	714,312
Ascendas India Trust	SGD	0.87	1.00	0.86	0.99	13.79	38,921,400	598,791
Parkway Life REIT	SGD	2.39	2.50	2.37	2.42	1.26	31,832,358	489,729
First Real Estate Investment Trust	SGD	1.24	1.29	1.20	1.25	0.81	20,703,600	318,517



# **Key Highlights of RHT's CEs**

# **Gurgaon CE**

- Gurgaon CE has performed its 100<sup>th</sup> Bone Marrow Transplant in less than three years of becoming operational
- Performed its 100<sup>th</sup> kidney transplant on 12 March 2016

### **Mohali CE**

• Two doctors at the Mohali CE have received awards at the 6<sup>th</sup> MT India Healthcare Awards 2016 – 'Best Doctor in Rheumatology' and 'Best Innovative Medical Product of the Year'

# **BG Road CE**

• The Nursing team at the BG Road CE received the prestigious 'Association of Healthcare Providers of India' Award for Nursing Excellence

# **Mulund CE**

• Doctors at the Mulund CE have performed seven heart transplants in the span of six months



# Jaipur CE

- Six Sigma Healthcare Excellence Awards 2013 'Best Hospital in Patient Care, Best Hospital in Patient Safety and Best Hospital in Quality Initiatives
- Recognised as the 'India's Top Hospital in Patient Safety' at the 4th National MT India Healthcare Award
- Ranked no. 2 as best multispecialty hospital in respective city, The Week Magazine Awards
- Won top honours at the Quality Council of India-D.L. Shah Awards for the third time
- Won the Rajasthan State Productivity Council's Productivity Excellence Award for reducing "Hospital Acquired Pressure Ulcers (bed sores)" to zero



## **Anandpur CE**

- No. 2 Best Hospital in Multi-specialty category in Kolkata in a survey conducted by AC Nielson for The Week Magazine
- Received the prestigious National Energy Conservation Award from the President of India
- Received CII Energy Management Award



# **Awards & Accolades**



### **Mulund CE**

- Received JCI Accreditation 4<sup>th</sup> consecutive time
- Stars of the Industry Healthcare Leadership Award (Patient Safety)
- FICCI Healthcare Award (Operational Excellence)
- FICCI 'Special Jury Recognition Award'
- Won 3 awards at the prestigious Asian Hospital Management Awards, 2014 in categories of 'Human Resources' and 'Patient Safety'
- Named 'Medical Team of the Year' at the first British Medical Journal Awards (BMJA) India 2014 for its outstanding Antibiotic Review Program and Antibiotic Restriction Policy.



### **Gurgaon CE**

- Recognized as a Green Building and received a 4 Star rating by TERI GRIHA (Green Rating for Integrating Habitat Assessment)
- No. 2 globally on '30 Most Technologically Advanced Hospitals in the World' by 'topmastersinhealthcare.com'
- "Green Hospital" for 2014 from the Association of Healthcare Providers India (AHPI)
- Won two awards under "Process Innovation" and "Safety" categories of Frost and Sullivan 's Project Evaluation & Recognition Programme 2015



# **Shalimar Bagh CE**

- Received a 3 Star rating by TERI GRIHA
- 1st Runner-up in FICCI HEAL Award 2014 (Poster Presentation)
- 3 Star rating by the Bureau of Energy Efficiency, Government of India, Ministry of Power
- FICCI HEAL Award 2014 (Excellence in Branding Marketing & Image Building)
- 1st prize in 'Best Poster Presentation' at National Conference of Consortium of Accredited Healthcare Organisations (CAHOCON 2015)



# **Awards & Accolades**



# Nagarbhavi CE

- National Energy Conservation Award



### **Noida CE**

- Won 'Comprehensive Neurosciences Service Provider of the Year' award at Frost and Sullivan's 7<sup>th</sup> Annual India Healthcare Excellence Awards 2015
- National Energy Conservation Award



### **Mohali CE**

- JCI Accreditation
- FICCI Healthcare Excellence Award (Healthcare Delivery)
- Won 'Best Multispecialty Hospital (Non Metro)' Award during the first edition of "Doc N Doc Gammex Saviour Awards"
- CII Healthcare Award for Commitment to Excellence, Energy Management Award
- Best Case Award at TCTAP 2015
- Ranked no. 2 as best multispecialty hospital in respective city, The Week Magazine Awards
- Won two awards at the 6th MT India Healthcare Awards 2016
- National Energy Conservation Award



# **Trustee-Manager Fee Structure**

Performance based management fees designed to align Management's interests with Unitholders

### Base fee

- 0.4% p.a. of the value of the Trust Property
- 50% to be paid in Units

# Performance fee

- 4.5% p.a. of Distributable Income
- 50% to be paid in Units

# **Acquisition / divestment fee**

- 0.5% 1.0% of acquisition price
- 0.5% of the sale price (Divestment to 3<sup>rd</sup> party)
- No divestment fee (Divestment to Sponsor)

# **Development fee**

- 2.0% of total development project costs
- Payable in the form of cash and/ or units

# **Asset management fee**

- 1.0% of gross revenue
- Paid quarterly in arrears
- No asset management fee paid for assets operated by Sponsor

For further information please contact:

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