



REDEFINING HEALTHCARE IN ASIA WITH PRECISION

EMPOWERING PATIENT CARE WITH CLARITY



Corporate Presentation

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Content

1. About our business
2. Competitive strengths
3. Financial highlights
4. Prospects and strategies
5. Summary

1. About our business

The image features a solid blue background. In the lower half, there are several thin, white, wavy lines that create a sense of movement and flow. These lines start from the left edge and curve across the bottom of the frame, with some overlapping each other.

Business overview

Focused on the delivery of precision medicine

Laboratory testing services

- **Clinical Diagnostics** – Health screening and management / oncology diagnostics tests
- **Lifestyle & Wellness Management Testing Services** – use of metabolomics to monitor an individual's health and well-being

Own & operate medical clinics/centres
Joint operations with hospitals

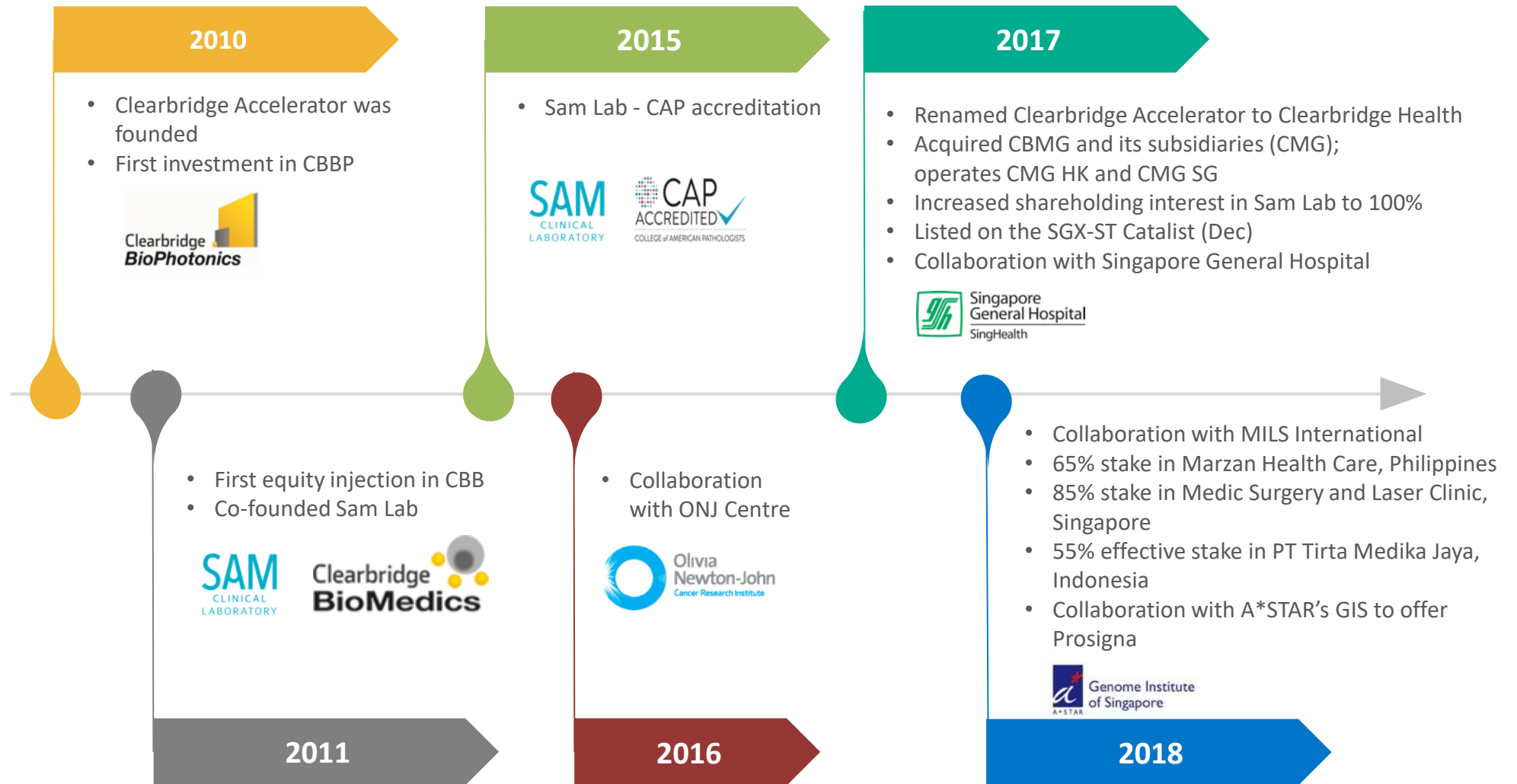
- **Currently runs four medical clinics/centres**
 - Hong Kong (since Jul 2017)
 - Singapore (since Aug 2017 and Apr 2018)
 - the Philippines (since Jan 2018)
- **Distinguishing data-driven approach**

Strategic equity participation in precision medical technology companies

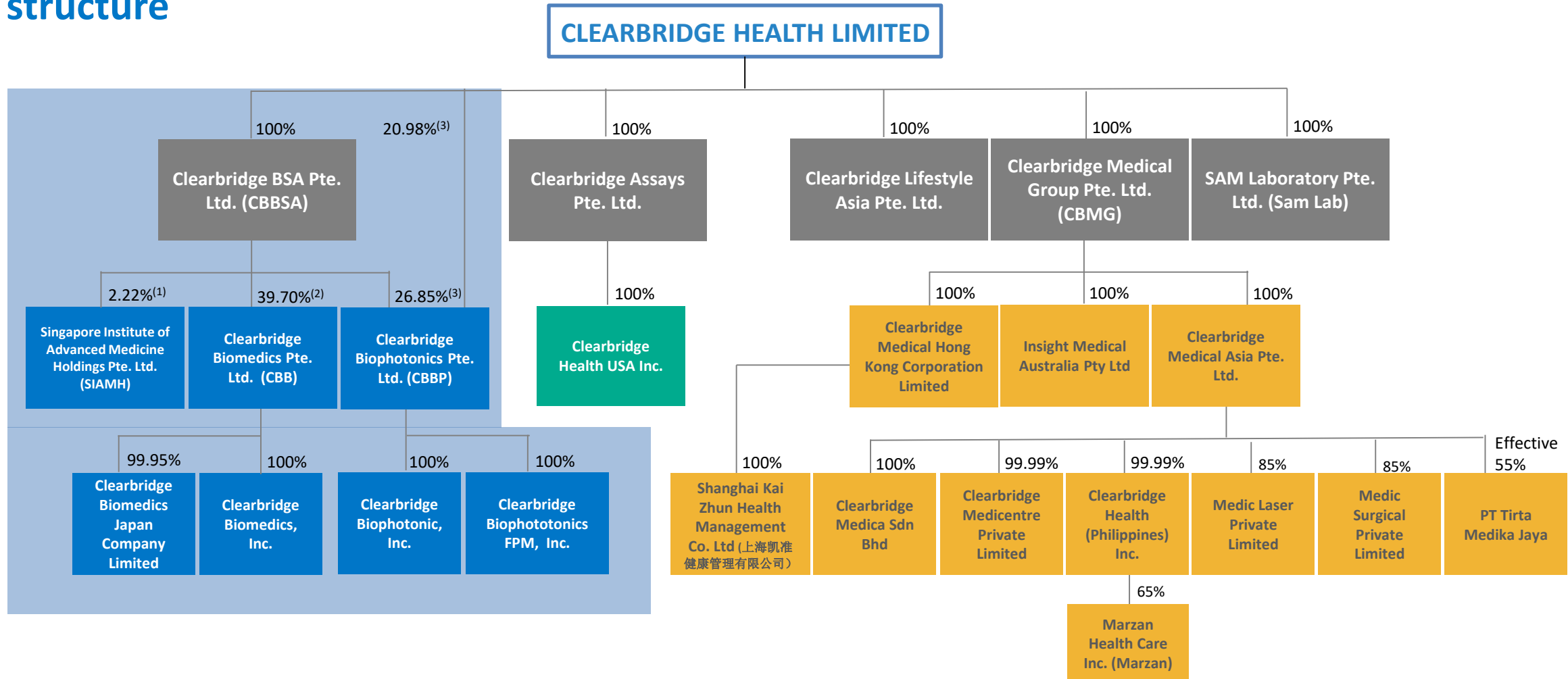
- Subsidiary/associated companies in medical technology segment that **complements our business**



Our journey



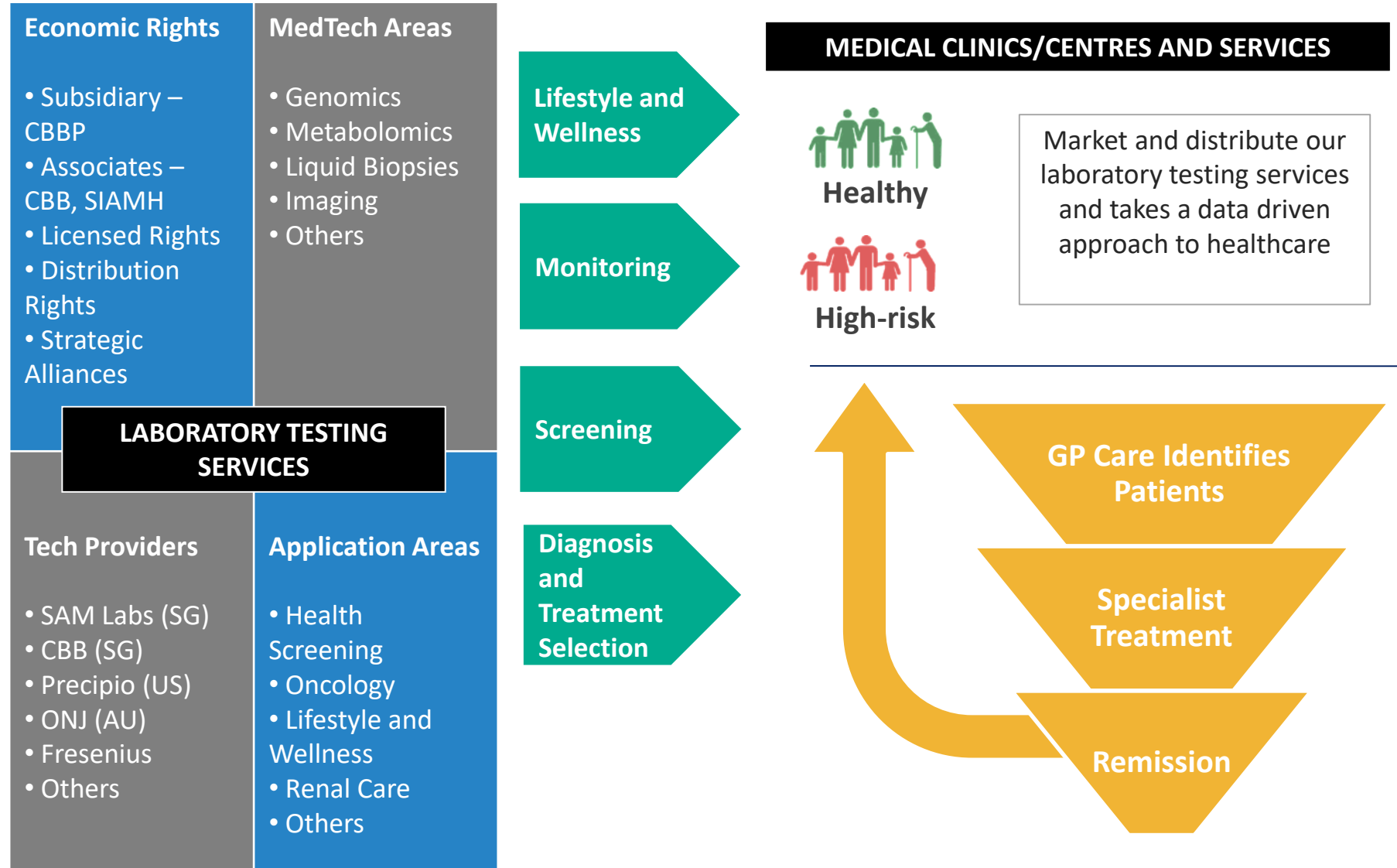
Corporate structure



- (1) SPRING SEEDS Capital has granted CBBSA a call option to purchase its 2.22% interest in SIAMH
- (2) SPRING SEEDS Capital has granted CBBSA a call option to purchase its 12.18% interest in CBB
- (3) SPRING SEEDS Capital has granted CBBSA a call option to purchase its 26.85% interest in CBBP

Business model

Enables delivery of precision medicine in Asia



Collaborations with 3rd parties

Providing technology access and product & service enhancements



Tapping on a network of technology and clinical partners to:

Enhance product and service offerings

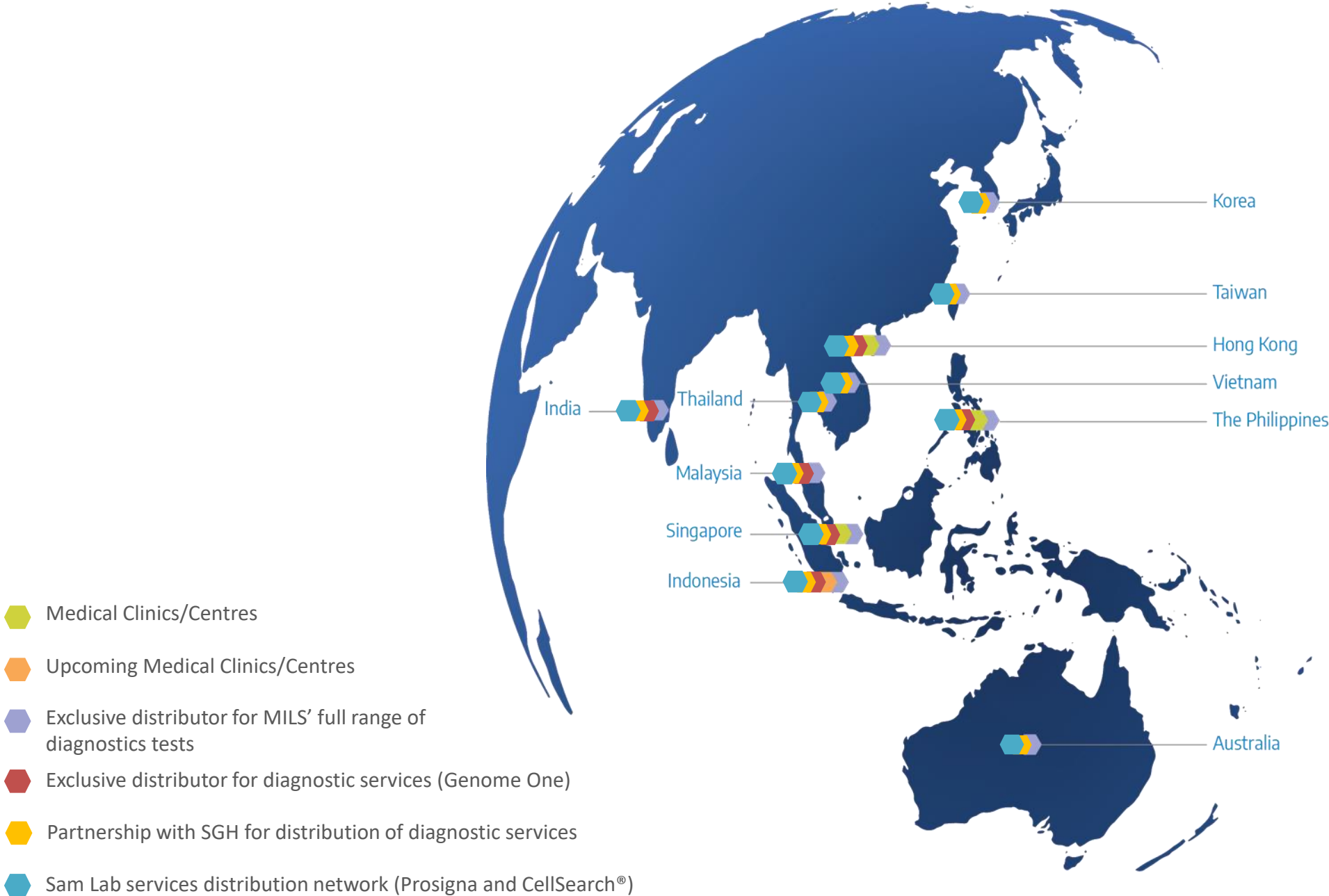
Gain access to cutting edge R&D activities

Research and develop new products and services

* Collaboration agreement to be signed by 15 June 2018

Pan-Asian footprint

An overview



Clearbridge Medical Singapore

Onze@Tanjong Pagar



Clearbridge Medical Hong Kong

Causeway Bay



Collaborations / events



Clearbridge Medical The Philippines

Quezon City
Development plans

Today



Targeted renovation completion Aug 2018



ClearSkin The Philippines

Quezon City



Grand opening



Tirta Medika Jaya (TMJ) - Indonesia

20 hospitals

RSUD Kumpulan Pane

RSUD Dustira (P)

RSUD Bayu Asih

RSUD Ciamis

RSUD Djasamen Saragih

RS Sari Mutiara

RS Pring Sewu

RS Bhayangkara Tebing Tinggi

and more ...

Before



After



RSUD Kumpulan Pane

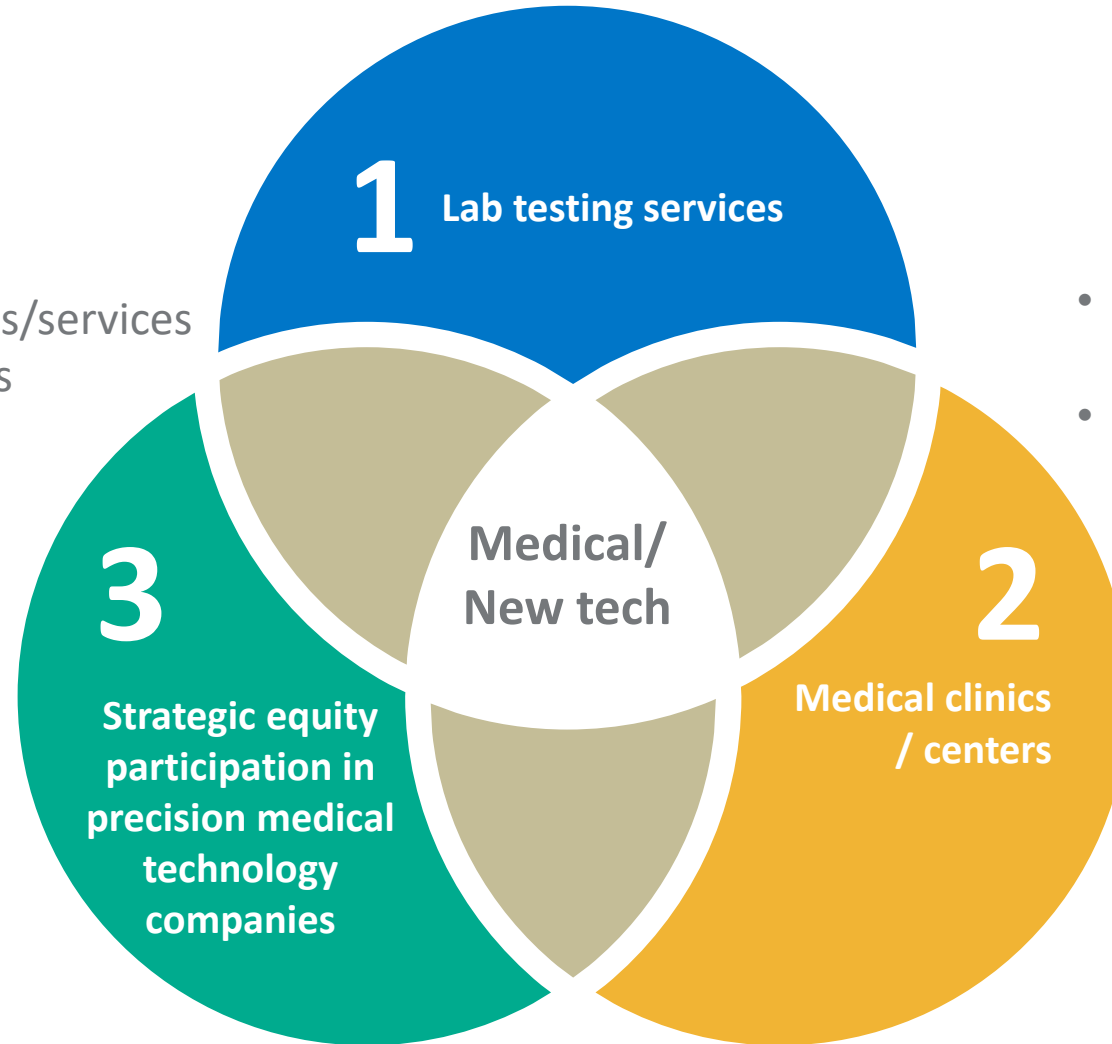


RSUD Djasamen Saragih

Complementary segments

One of the first companies in Asia to cater to different segments of the medical industry





- Access to products/services
- Market awareness



- Direct access to patients
- Additional marketing channels


**Technology
agnostic,
holistic &
patient-centric**

Technology agnostic approach

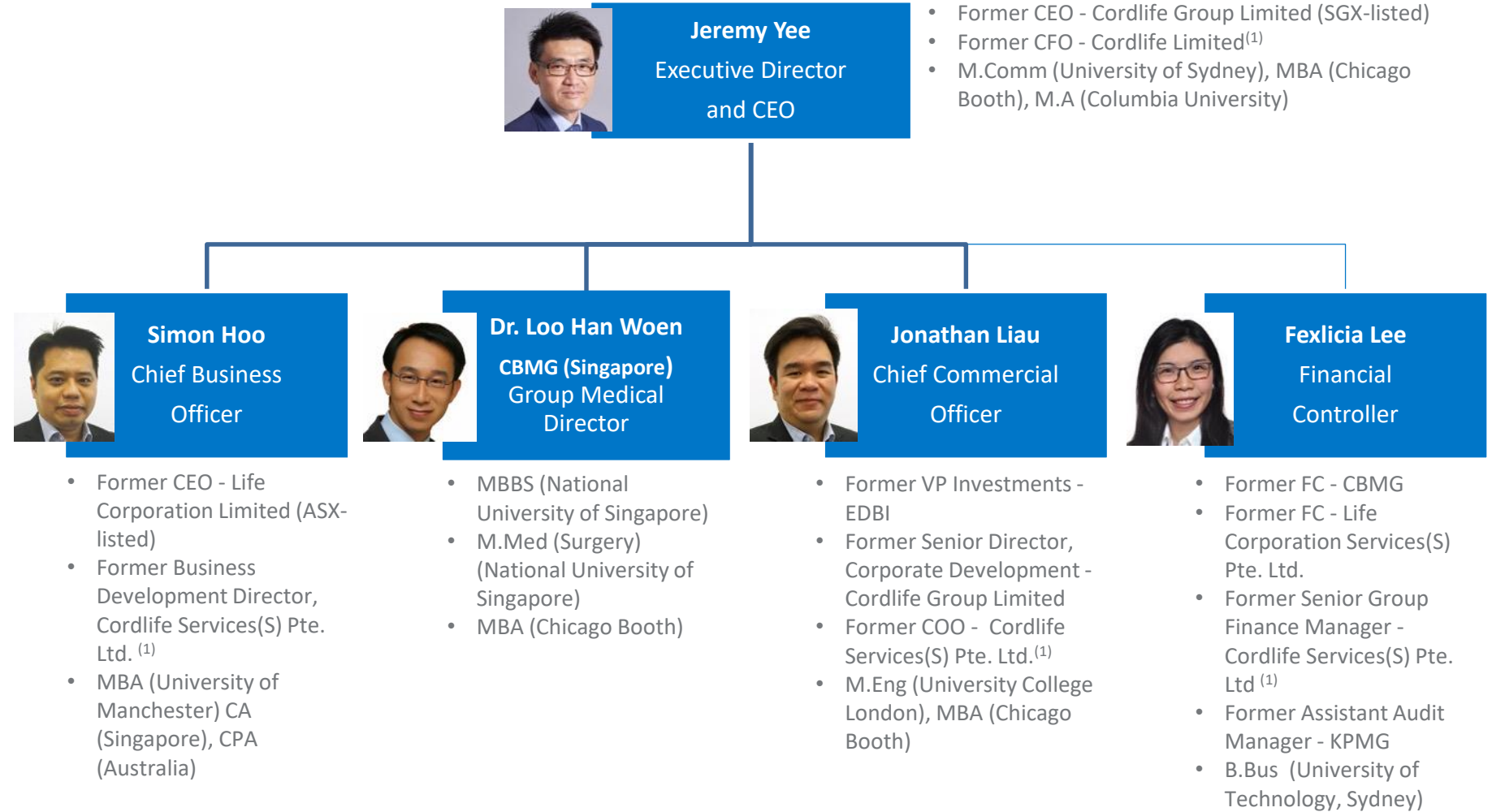
-  Better purpose-suited offerings
-  Reduce reliance and concentration risk
-  Short time to market for medical technologies
-  Access to cutting edge R&D



Holistic and patient-centric approach

-  More targeted and effective solutions

Our management team



⁽¹⁾ Following the sale of its cord blood and cord lining banking business and assets in India, Philippines, Hong Kong and Indonesia in June 2013, Cordlife Limited and its subsidiary, Cordlife Services (S) Pte. Ltd., were renamed Life Corporation Limited and Life Corporation Services (S) Pte. Ltd. respectively.

3. Financial highlights



Key financial highlights

Revenue and profit

FYE 31 December / FPE 31 March (S\$'000)	FY16	FY17	1QFY17	4QFY17	1QFY18
Revenue	123	288	1	192	377
(Loss)/Profit before taxation	(2,209)	(10,906)	483	(2,343)	(1,674)
(Loss)/Profit attributable to owners of the company	(1,951)	(7,470)	55	1,037	(1,489)

- FY17 revenue due mainly to the acquisitions of CMBG in May 2017 and SAM Lab in Aug 2017
- FY17 loss before taxation and net attributable loss mainly due to major recurring and non-recurring expenses
- 1QFY18 revenue mainly from medical clinics/centres which commenced operations in July 2017
- 1QFY18 loss before taxation and net attributable loss mainly due to business expansion and one-off expense incurred in relation to acquisitions and collaborations

Key financial highlights

Balance sheet

S\$'000	As at 31 Dec 2016	As at 31 Dec 2017	As at 31 Mar 2018
Cash and cash equivalents	4,308	27,740	22,849
Total assets	46,671	68,793	67,842
Borrowings (current)	-	9	10
Borrowings (non-current)	-	1,632	1,629
Total liabilities	9,042	9,150	9,122



Picture source: Property Guru

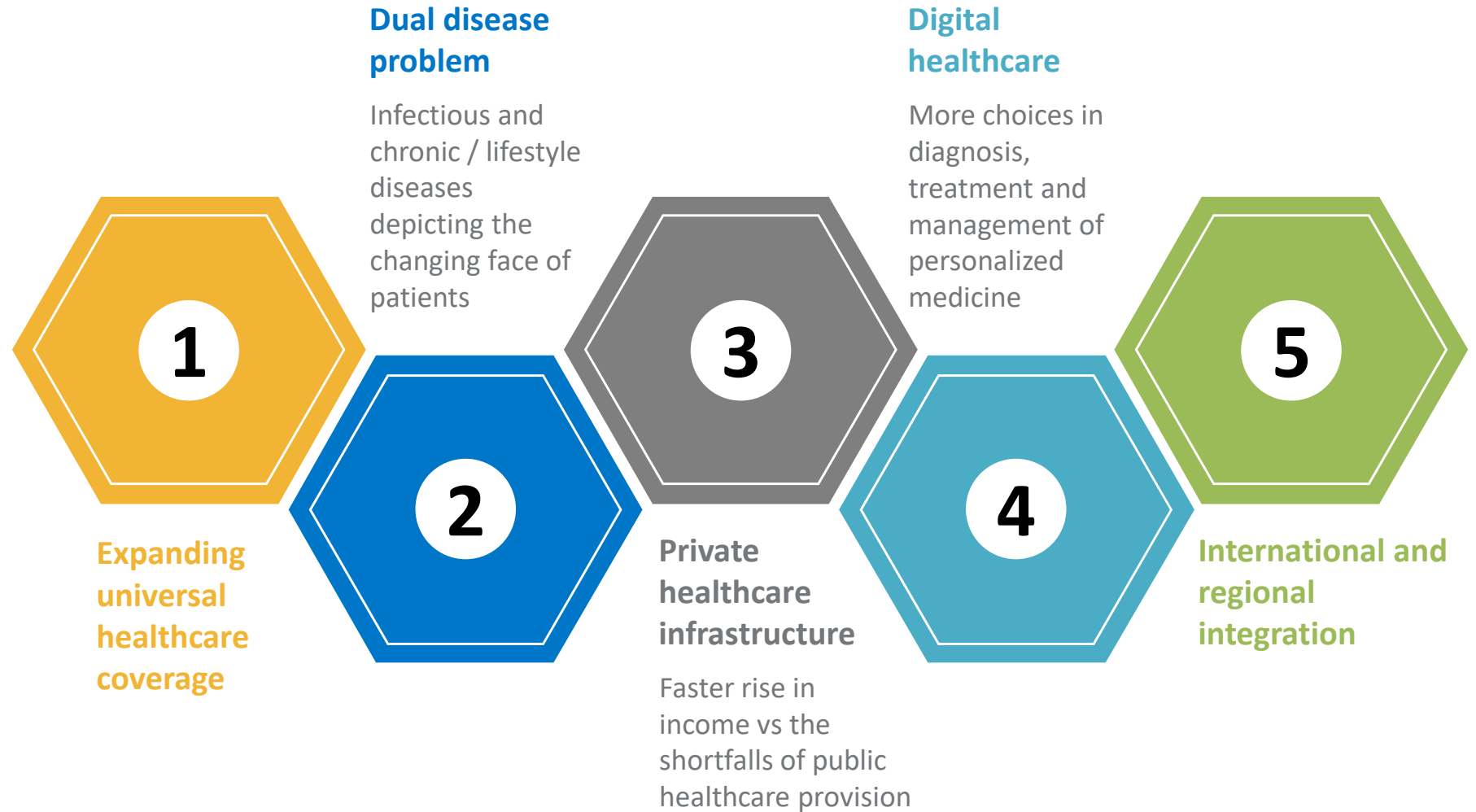
- Asset light with low debt
- Purchased a freehold office unit in Mapex for our own use for S\$2.05 million on 13 Nov 2017
- Expect to see cost savings in rental as SAM Lab moves from its current location at Lucky Plaza to Mapex
- Acquisition financing from UOB for Marzan, Medic Surgery and Laser Clinic and TMJ totalling S\$5.6M

4. Prospects and strategies



Pan Asian healthcare industry

Macroeconomic
factors



Local and regional industry prospects

Factors supporting demand for healthcare

POPULATION GROWTH; LONGER LIFE EXPECTANCY

Prevalence of conditions linked to ageing population such as cardiovascular diseases and cancer

RISING AFFLUENCE; BETTER EDUCATION

Greater economic incentive to adopt preventive approaches through lifestyle and wellness services

A MEDICAL TOURISM HUB

Pool of middle-to-affluent-class population in Southeast Asia able to afford private healthcare to reach 382 million by 2020 (2015: 344 million)⁽¹⁾



GROWING PRIVATE HEALTH INSURANCE INDUSTRY

€1.3 trillion in 2016 to €2.6 trillion by 2025⁽²⁾

LIBERALISATION OF PRIVATE HEALTHCARE SECTOR

Including China and India⁽³⁾

PACE OF TECHNOLOGICAL INNOVATION

Reduction in cost and improved technologies for biomedical analysis and management of large data sets is likely to accelerate the application of precision medicine

Private and public sectors in Asia are poised to add further to their multimillion dollar investments over the next several years⁽⁴⁾

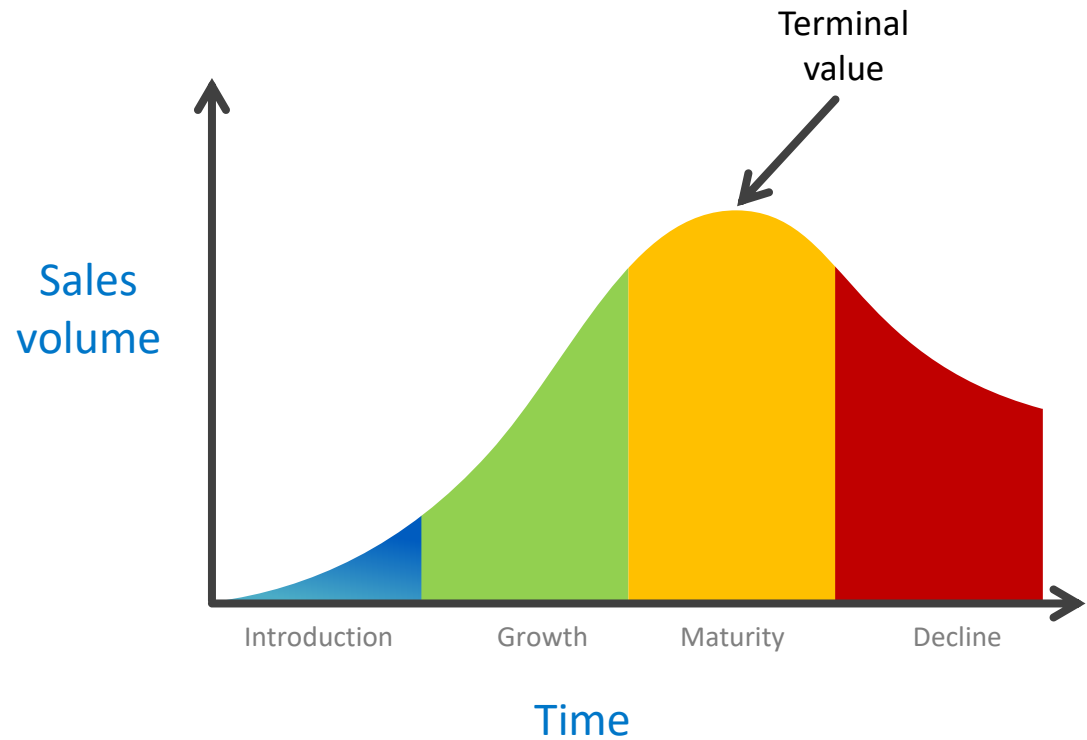
Strategy

Direction and implementation

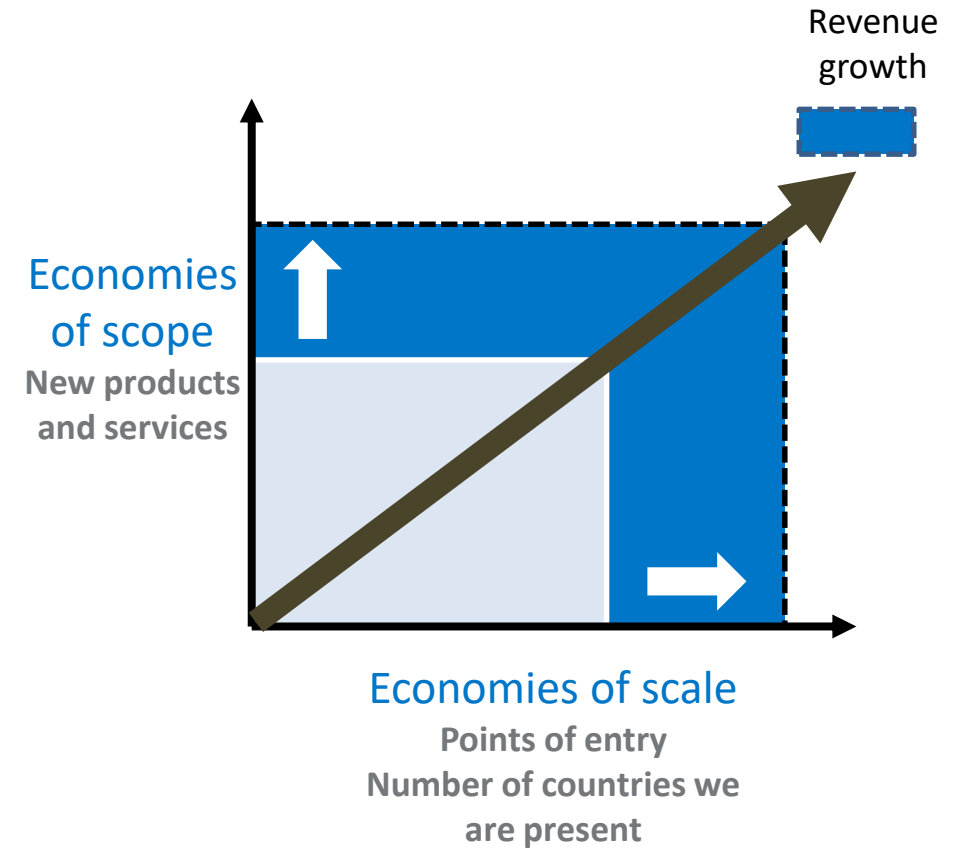


Combining economies of scope and scale

To achieve robust product lifecycles and revenue growth



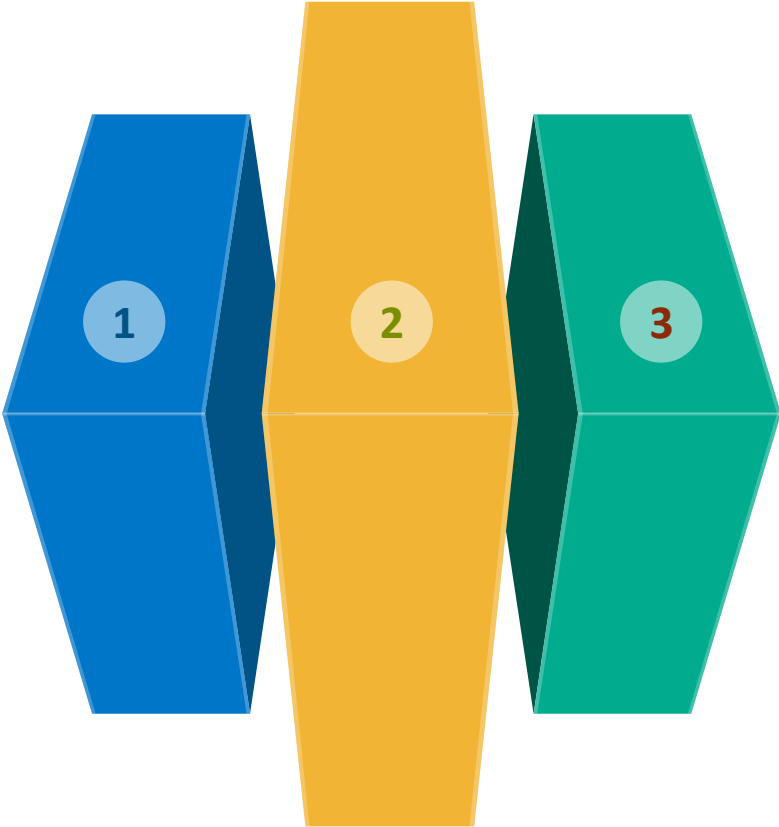
VS



Value creation for backers of financial capital

EBITDA Expansion

Economies of scope
resulting from innovation/
adoption of new
products/services



Multiple market arbitrage

Deleveraging

Cost of capital differentials

Future plans

Growing scale and scope while optimising capital structure

Deepening our presence in

- Indonesia and The Philippines



Organic growth in

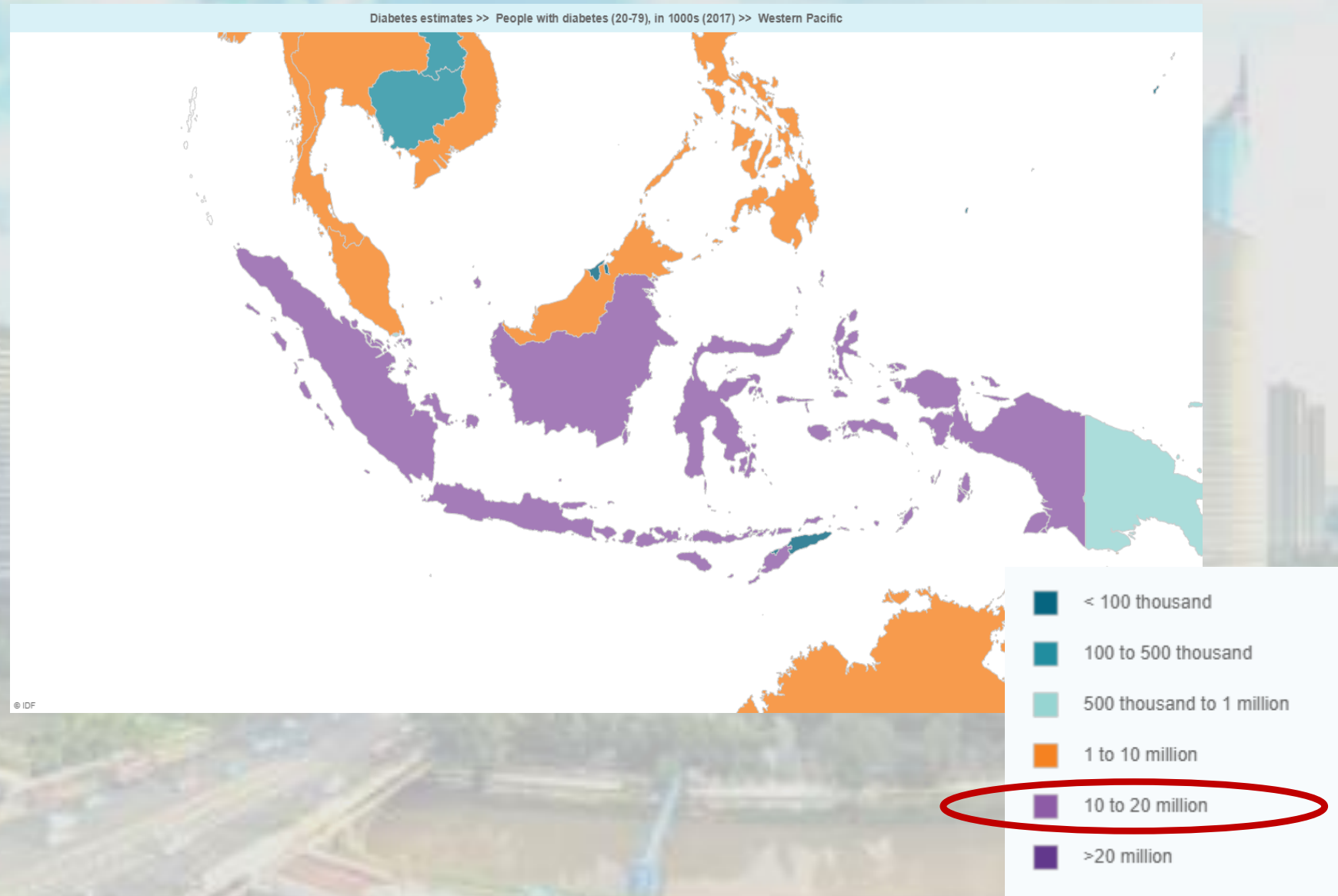
- China, Myanmar, Malaysia and India,



Future plans

International
Diabetes Federation-
People with Diabetes
(20-79) – 2017⁽⁵⁾

Current situation in Indonesia



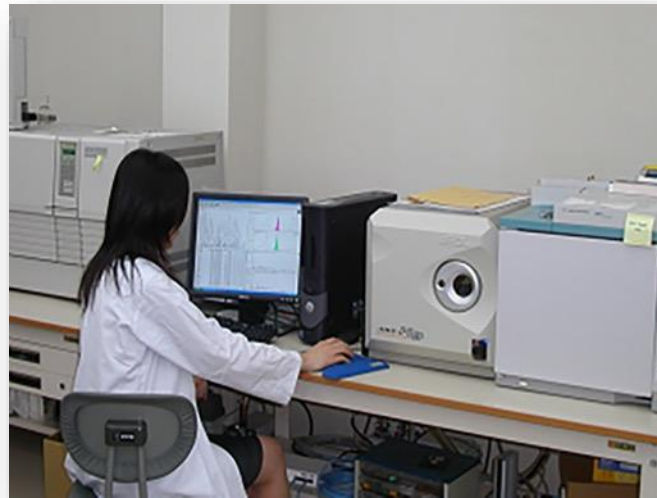
Future plans

Growing scale and scope while optimising capital structure

Expand laboratory testing services

- Leverage early entrant advantage
- Strengthen market position
- New complementary business areas

MILS
インターナショナル



SAM
CLINICAL
LABORATORY



CAP
ACCREDITED
COLLEGE of AMERICAN PATHOLOGISTS

Future plans

Growing scale and scope while optimising capital structure

Enhance internal capabilities and efficiencies

- Human capital development programme
- Brand awareness and identity
- Logistics capabilities



5. Summary

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Investment merits

1

Our belief in **Patient-Centric Care** shapes how we conduct our businesses and operations

2

Precision medicine **tailors medical treatment and prevention regimes** to an individual's profile

3

Technology agnostic approach: best-in-class technologies and workflows and a wide range of better purpose-suited products and services

4

Complementary business segments that bridge medical technology and market access to deliver precision medicine

5

An **experienced management** team and **optimised corporate structure** to deliver precision medicine

6

Demand for precision medicine services likely to increase in the coming years

7

Clear plans to expand services and geographical footprint in Asia

Precision Medicine

glossary

Precision medicine⁽⁶⁾ (PM) is medical model that proposes the customisation of healthcare

- Medical decisions, treatments, practices or products being tailored to the individual patient
- For optimal therapy, diagnostic testing is employed based on the patient's genetic content or other molecular or cellular analysis
- Tools employed in precision medicine can include ***molecular diagnostics***, imaging and analytics



Appendix

References

1. Information obtained from a publication published on 10 October 2016 entitled "Poised for Growth: Prospects for Southeast Asia's Private Healthcare Providers" on the website of LEK Consulting. (<http://www.lek.com/our-publications/lek-insights/prospects-southeast-asia-private-healthcare-providers-poised-for-growth>)
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6. Wikipedia, (2018, April 10). Precision medicine. Retrieved from URL – (https://en.wikipedia.org/wiki/Precision_medicine)

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