



Singapore O&G Ltd.

Q4 2019 Results Presentation

19 February 2020



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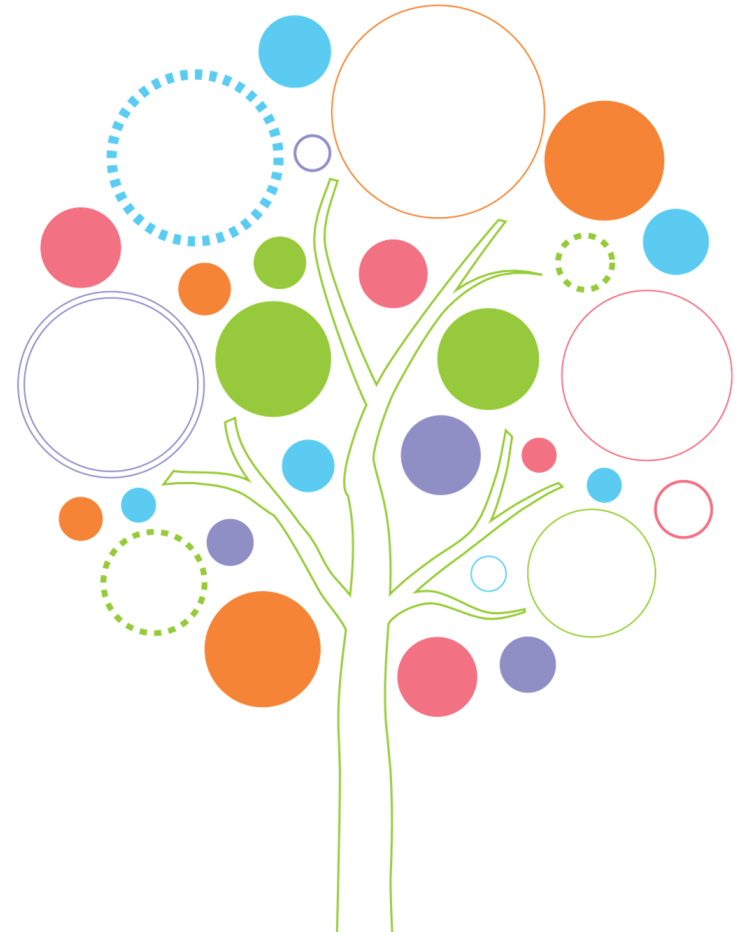
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The contact person for the Sponsor is Ms. Jennifer Tan, Associate Director, Continuing Sponsorship (Mailing Address: 16 Collyer Quay, #10-00 Income at Raffles, Singapore 049318 and Email: sponsorship@ppcf.com.sg).

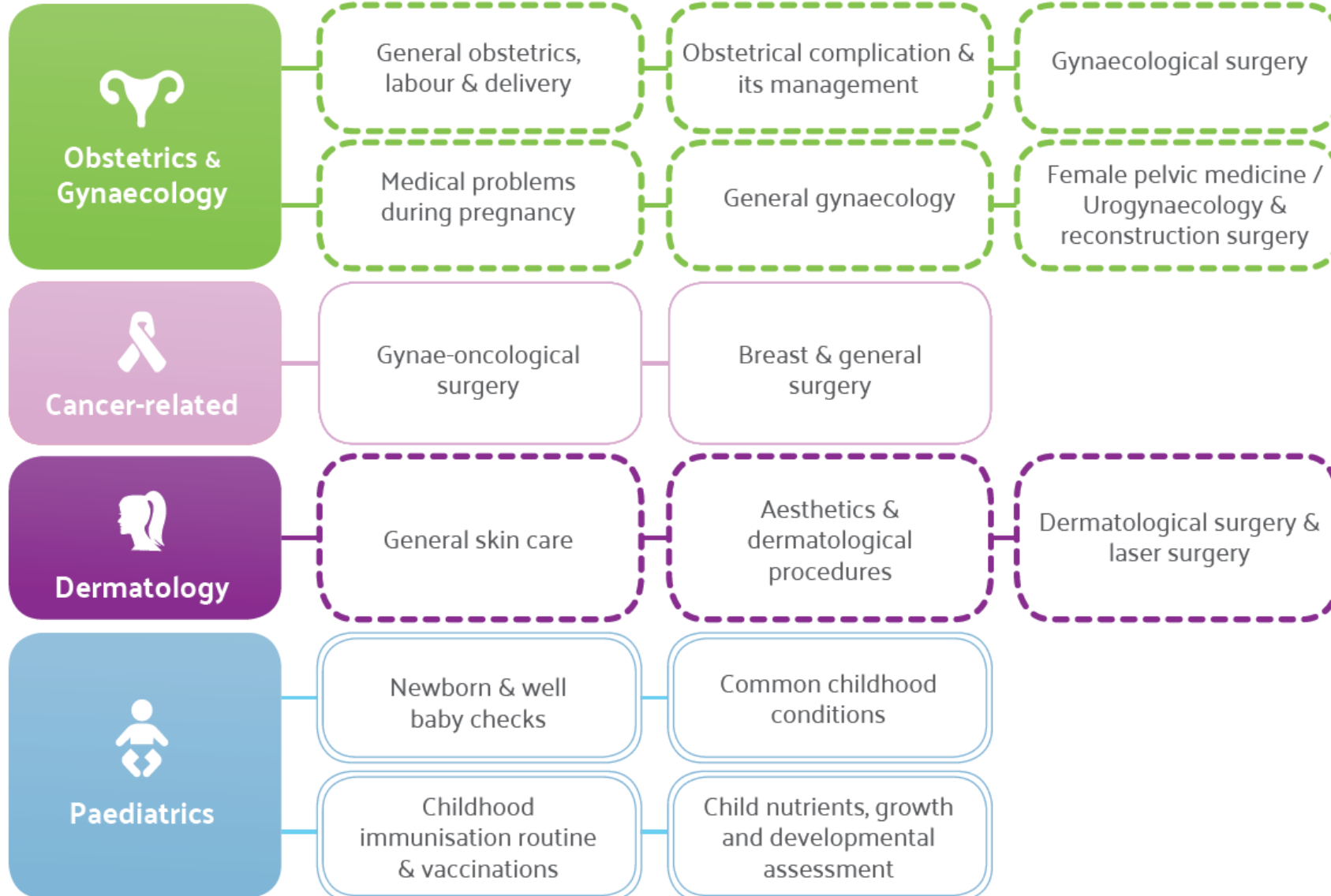
1. Overview

2. Financial Highlights

3. Corporate Updates & Future Plans

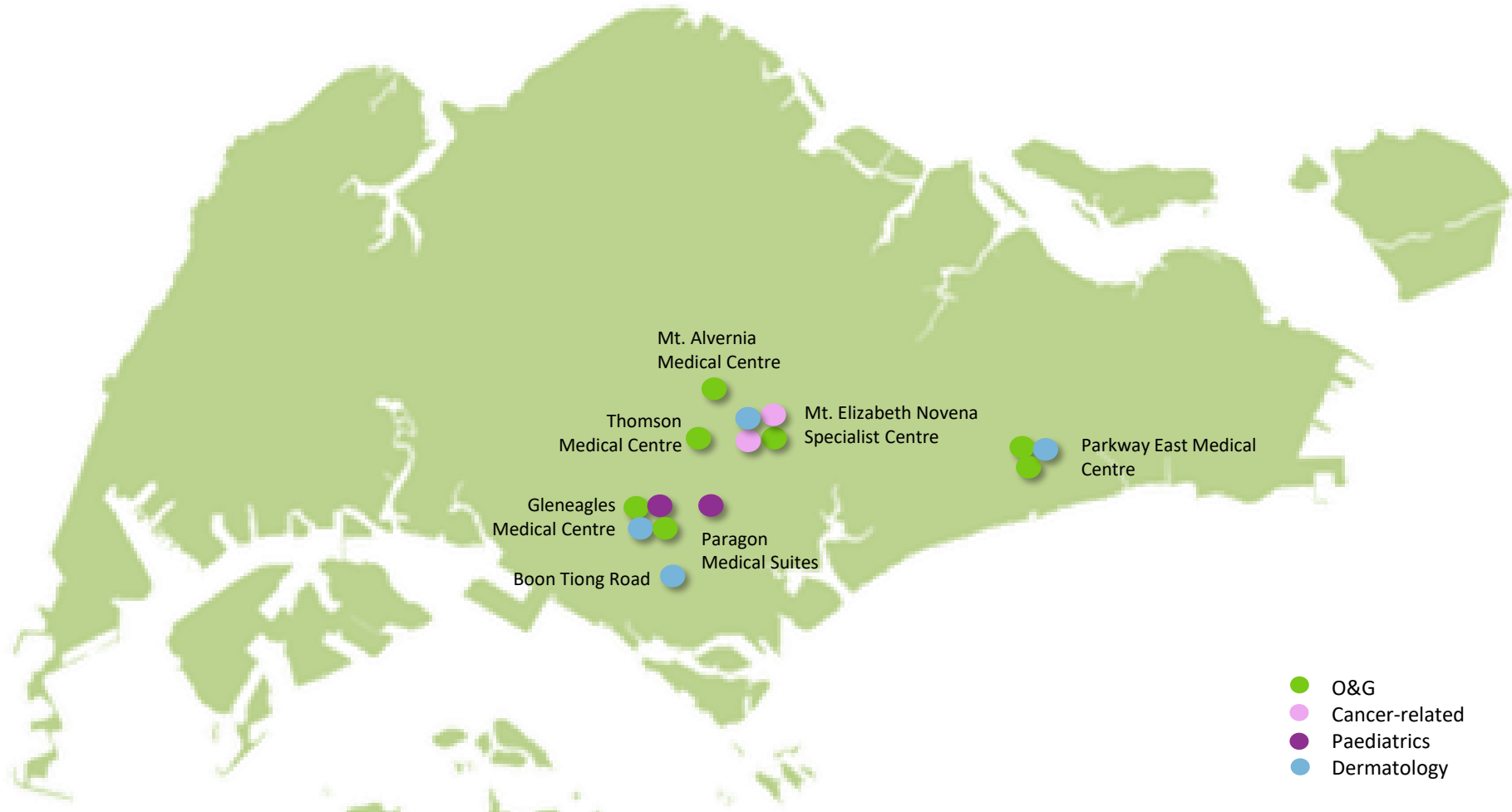


Our Services



Our Network

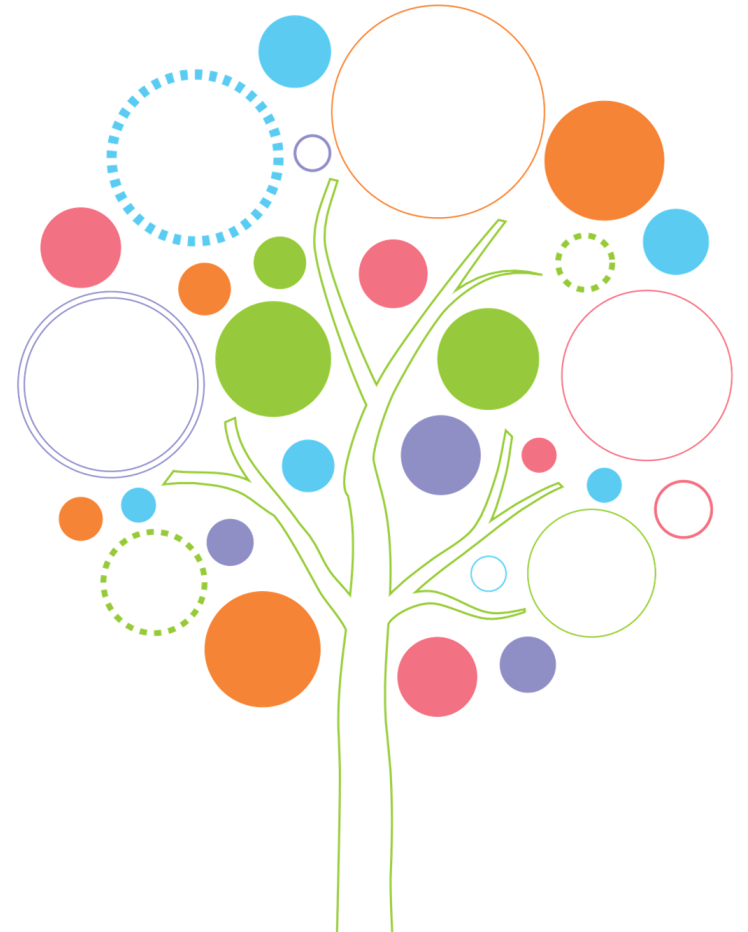
- Strategically located clinics throughout Singapore for easy accessibility



1. Overview

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Key Financial Highlights (Q42019 & FY2019)

S\$'000	4Q 2019	4Q 2018	Change (%)	FY 2019	FY 2018	Change (%)
Revenue	10,698	8,786	21.8	39,757	34,681	14.6
Profit from Operations	3,204	2,921	9.7	12,549	13,653	(8.1)
Impairment of goodwill	(11,900)	(2,800)	N/M	(11,900)	(2,800)	N/M
(Loss)/Profit before Tax	(8,683)	150	N/M	619	10,931	(94.3)
Net (Loss)/Profit	(8,883)	23	N/M	(1,133)	9,148	N/M

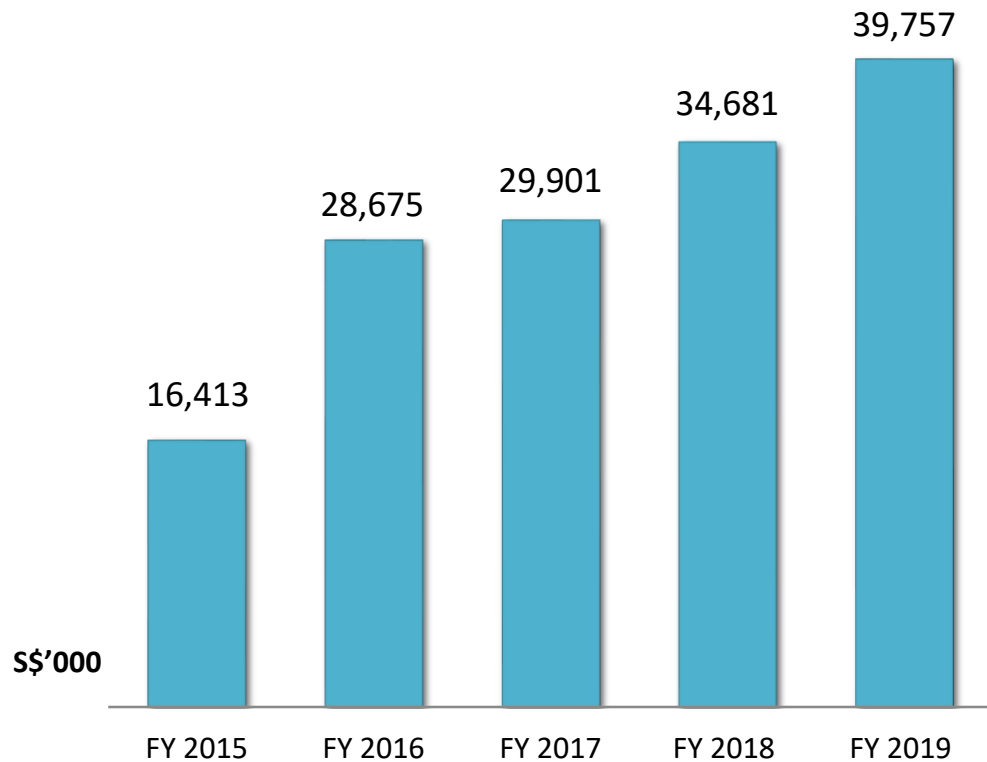
Exclude Impairment of goodwill

Adjusted Profit before Tax	3,217	2,950	9.1	12,519	13,731	(8.8)
Adjusted Net Profit after Tax	3,017	2,823	6.9	10,767	11,948	(9.9)

□ Impairment of Goodwill

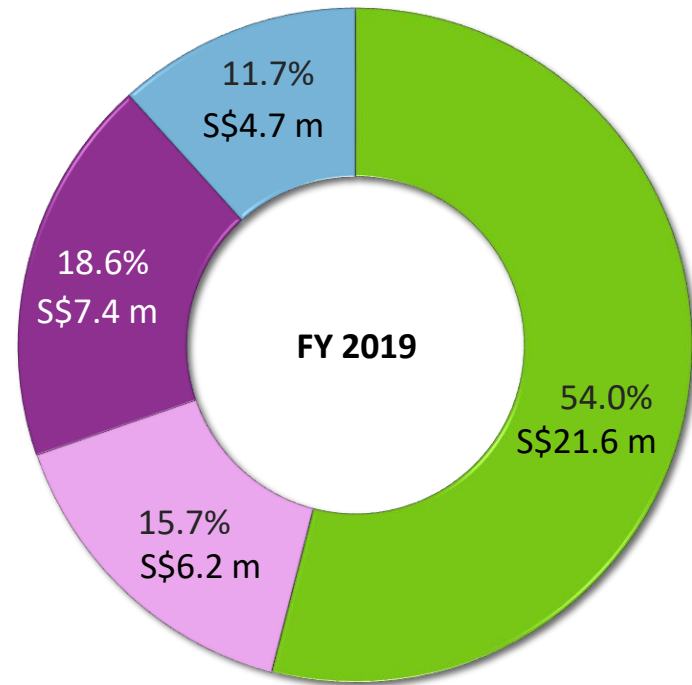
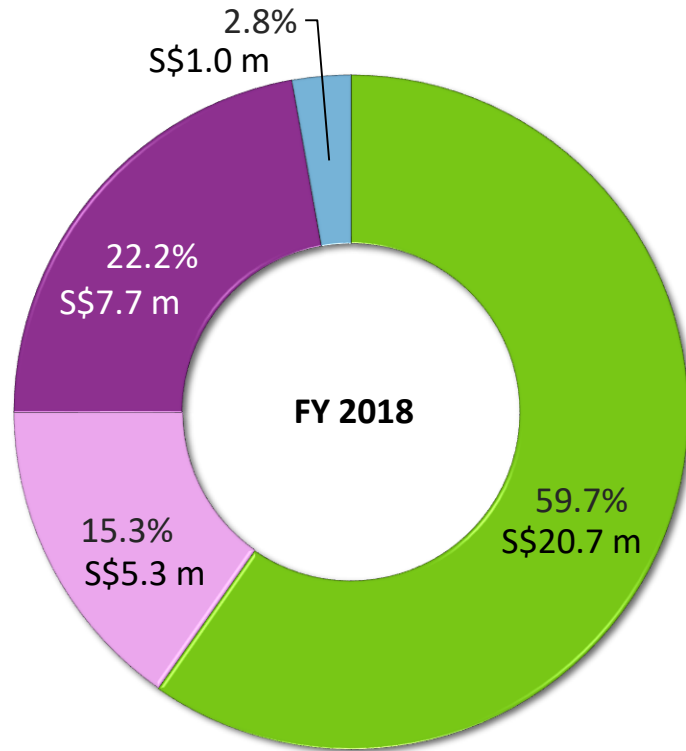
- Increased to S\$11.9 million from S\$2.8 million in FY 2018 due to the declining earnings of the Dermatology segment arising from the increasingly competitive landscape which impacted the recoverable amount of the cash-generating unit

Consistent Revenue Growth



- FY 2019 YoY increase of 14.6% to S\$39.8 million from S\$34.7 million in FY 2018
 - Paediatrics increased S\$3.7 million due to contributions from new clinics which started operations in November 2018 and February 2019
 - O&G and Cancer-related increased S\$0.8 million and S\$0.9 million respectively
 - Dermatology decreased S\$0.3 million
- Q4 2019 YoY increase of 21.8% to S\$10.7 million from S\$8.8 million

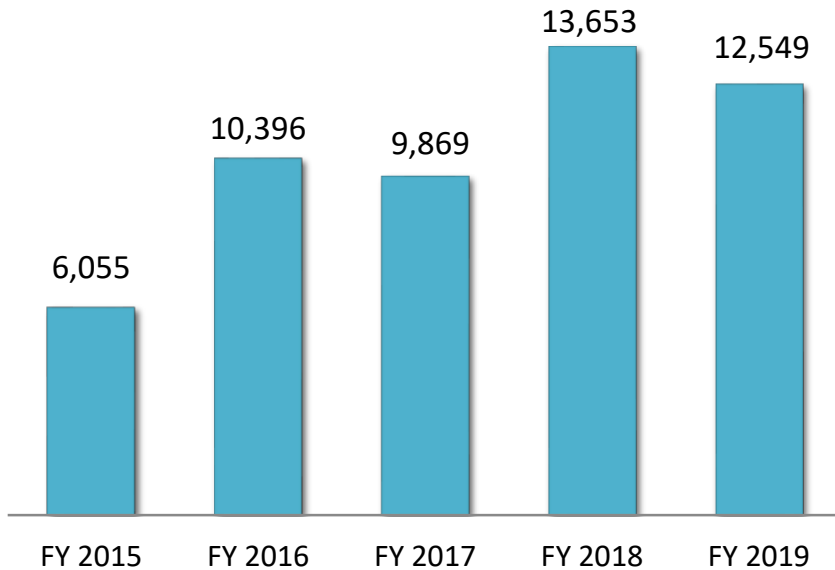
Revenue by Business Segments



- O&G
- Cancer-related
- Dermatology
- Paediatrics

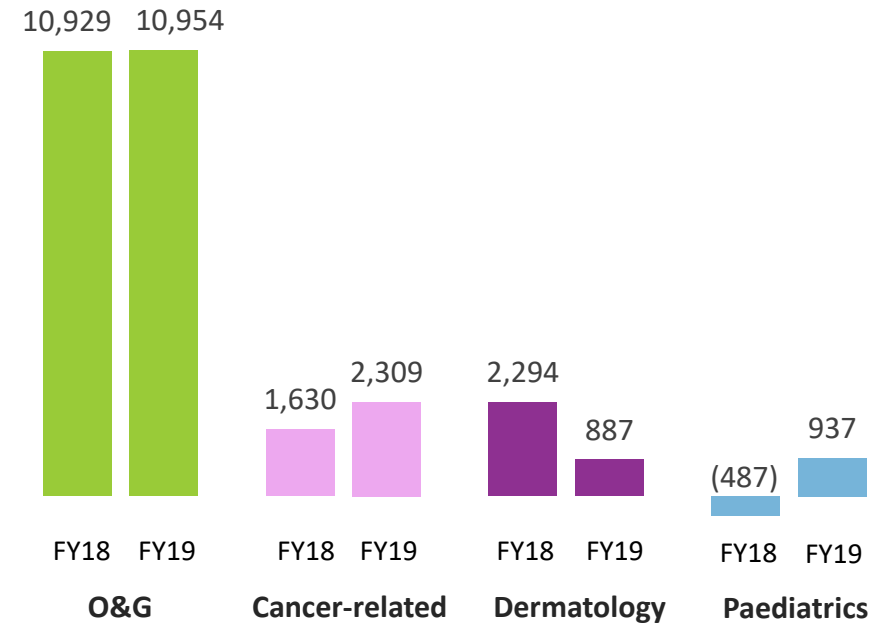
Profit from Operations

Profit from Operations (S\$'000)



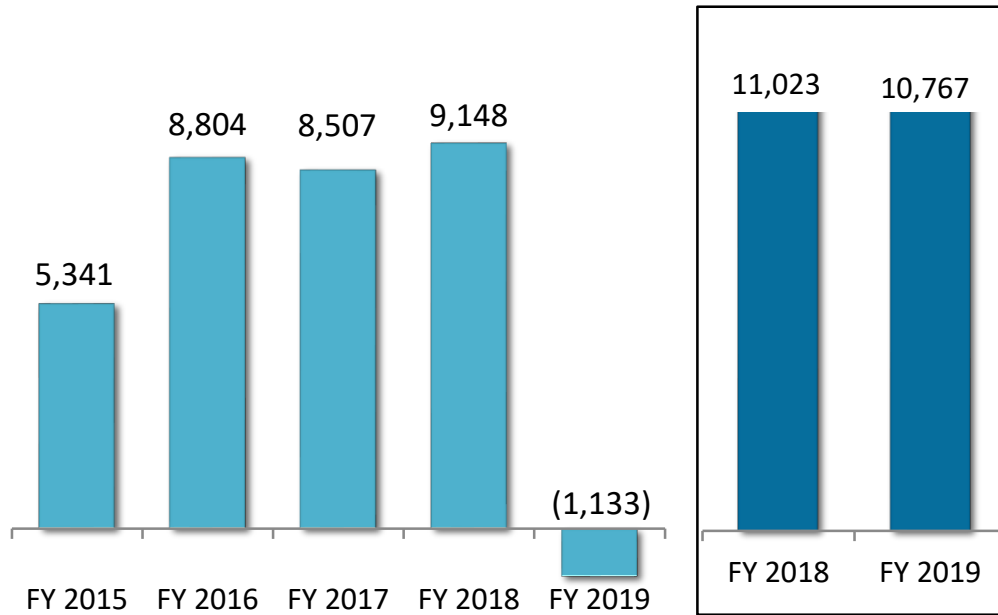
- FY 2019 YoY decline of 8.1% to S\$12.5 million from S\$13.7 million in FY 2018.
- Q4 2019 YoY increase of 9.7% to S\$3.2 million.

Profit/(Loss) from Operations by Business Segments (S\$'000)

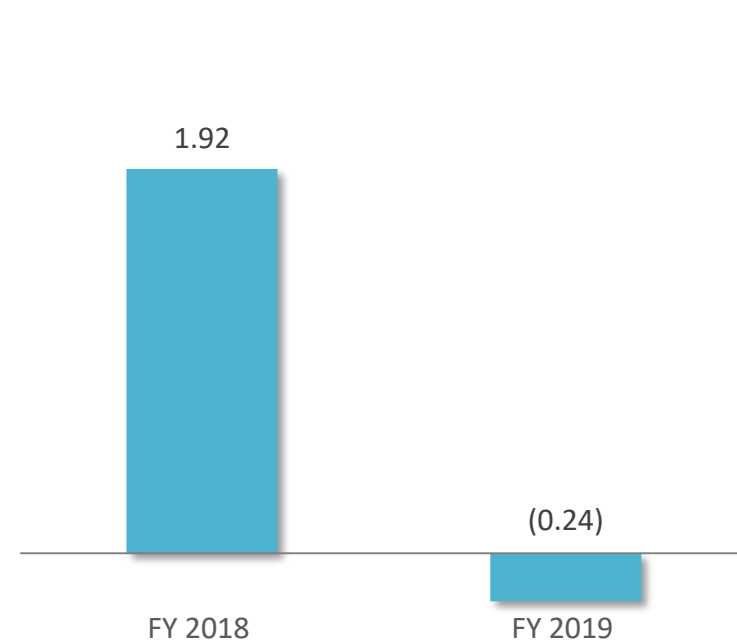


Net Profit

Net Profit/(Loss) (S\$'000)



Earnings Per Share (Singapore cents)



FY 2019 – exclude goodwill impairment of S\$11.9 million

FY 2018 – exclude goodwill impairment of S\$2.8 million and non-recurring income net of taxes and associated expenses of S\$0.9 million

Financial Review

S\$'000	As at 31 December 2019	As at 31 December 2018
Key Assets		
Goodwill	12,230	24,130
Plant and equipment	1,595	1,412
Right-of-use assets	3,698	-
Inventories	2,030	1,657
Trade and other receivables	3,517	2,982
Cash and cash equivalents	25,985	21,546
Key Liabilities		
Trade and other payables	6,412	4,738
Lease liabilities	3,815	-
Net Assets	36,210	44,590
Net Asset Value Per Share (cents)	7.59	9.35

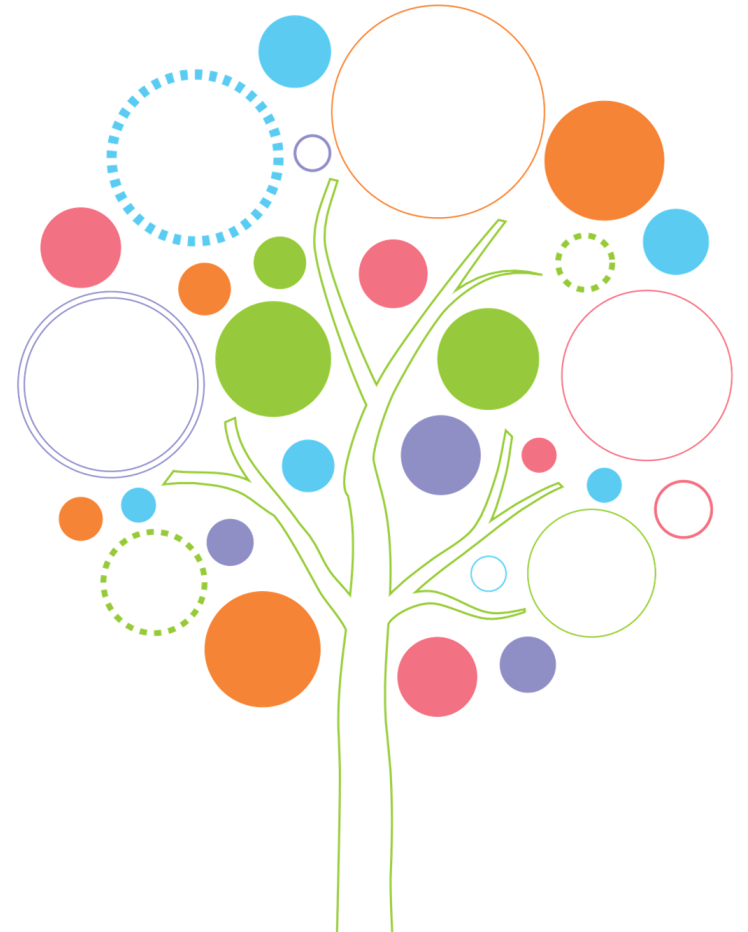
Dividend

FY 2019	Interim	Final	Total
Dividend per Share (Singapore cents)	0.62	-	0.62
Date Paid	3 September 2019	-	

1. Overview

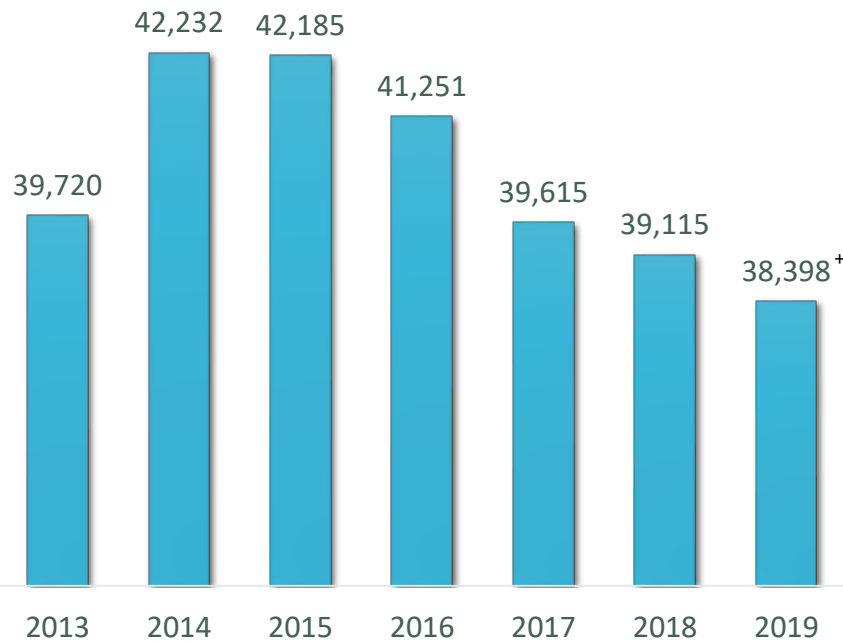
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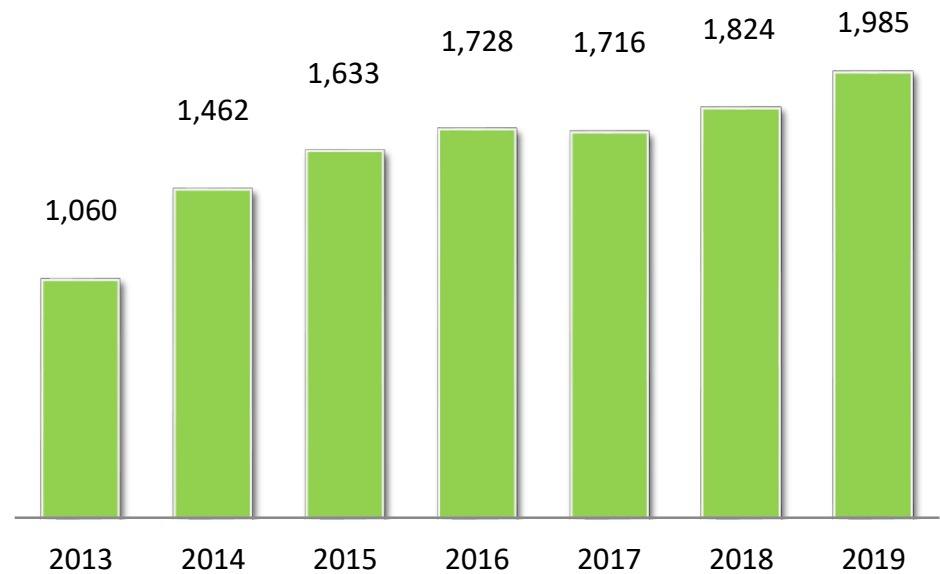


Number of Births

Historical Live Births in Singapore*



No. of Babies Delivered by SOG



* Department of Statistics Singapore - <https://www.tablebuilder.singstat.gov.sg/publicfacing/createDataTable.action?refId=13273>

⁺ <https://www.ica.gov.sg/stats> "Singapore Demographic Bulletin"

Future Plans

Continue to recruit like-minded specialists to expand our suite of complementary healthcare services

Continue to build up our patient loads for all our business segments



Increase inter-clinic referrals through synergy awareness

Explore regional expansion opportunities through joint ventures or acquisitions



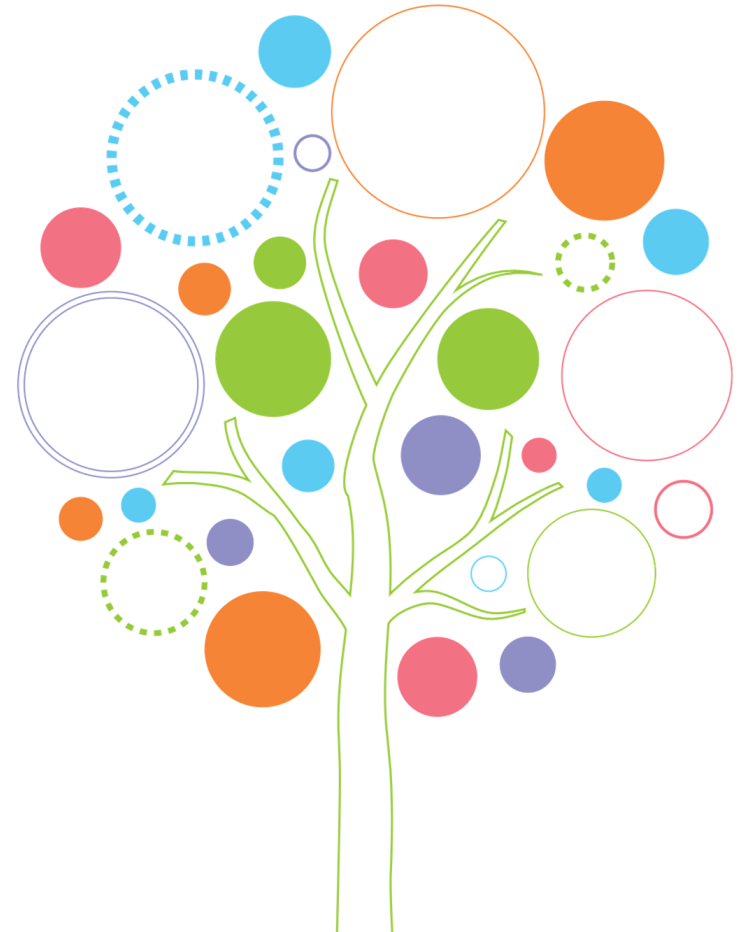
Singapore O&G Ltd.



Thank You

Appendix

Our Specialist Medical Practitioners





Dr. Beh Suan Tiong
Chairman

MBBS (Singapore)
MRCOG (UK)
FAMS (Singapore)

Date of Appointment

July 2013

Clinic

Thomson Medical Centre

Specialisations

- Advanced reproductive surgeries and minimally invasive surgery (key hole surgery), namely laparoscopic and hysteroscopic surgery
- High Intensity Focused Ultrasound (“HIFU”) treatment

Awards/Achievements

- First doctor recipient of the ‘KKH Service from the Heart Award’ that recognises service excellence
- One of the pioneer Singapore gynaecologists to successfully perform HIFU, a non-invasive surgical procedure for the treatment of uterine fibroids
- Former President of the Obstetrical & Gynaecological Society of Singapore (“OGSS”) (2007 - 2009)
- Treasurer of Congress Fund, OGSS
- Chairman, Operating Theatre Committee, Thomson Medical Centre



Dr. Choo Wan Ling

MBBS (Singapore)
MMed (O&G)
FAMS (Singapore)

Date of Appointment

July 2013

Clinic

Mount Elizabeth Novena Specialist Centre

Specialisations

- Antenatal care and risk assessment, vaginal assisted and caesarean delivery, and treatment of gynaecological issues such as endometriosis, fertility challenges and ovarian cysts

Awards/Achievements

- Winner of the IV Asian Obstetrics and Gynaecology Congress Gold Medal (2000), which recognises academic excellence
- Published articles in scientific journals – Gynaecologic and Obstetrics Investigations on vaginal delivery after previous caesarean section, and Annals of Medicine Osteoporosis on menopause
- Contributed to various other medical publications in her field of specialisation, and penned a few chapters of a pregnancy guidebook



Dr. Heng Tung Lan
Founder & Executive
Director

MBBS (Singapore)
MMed (O&G)
FAMS (Singapore)

Date of Appointment

January 2011

Clinic

Parkway East Medical Centre

Specialisations

- Pregnancy care and delivery, menopause and female wellness enhancement

Awards/Achievements

- Mentoring young doctors in the field of Obstetrics and Gynaecology
- Featured in publications to promote awareness for family planning and fertility issues
- Shares her expertise in various public forums and talks



Dr. Hong Sze Ching

MBBS (Singapore)
MRCOG (UK)
MMed (O&G)
FAMS (Singapore)

Date of Appointment

July 2016

Clinic

Mount Alvernia Medical Centre

Specialisations

- Obstetric care, management of general gynaecological conditions, laparoscopic surgery and colposcopy
- HIFU treatment

Awards/Achievements

- Awarded the SingHealth Quality Service Awards: Silver (2015)
- One of the pioneer Singapore gynaecologists to successfully perform HIFU, a non-invasive surgical procedure for the treatment of uterine fibroids
- Adjunct Instructor of both NUS Yong Loo Lin School of Medicine and Duke-NUS Obstetrics and Gynaecology Academic Clinical Programme
- Trainer in local surgical workshops and congresses
- Written book chapters and authored several publications in peer-reviewed journals



Dr. Lee Keen Whye
Founder & Executive
Director

MBBS (Singapore)
FRCOG (UK)
FAMS (Singapore)

Date of Appointment

January 2011

Clinic

Gleneagles Medical Centre

Specialisations

- Endoscopic work – especially hysteroscopy, laparoscopy and vaginal rejuvenation
- HIFU treatment

Awards/Achievements

- Presented the National Serviceman of the Year Award (1996) for his leadership and dedication to Singapore Armed Forces Medical Services
- Awarded the prestigious Benjamin Henry Sheares Gold Medal (2003), by the Obstetrical and Gynaecological Society of Singapore
- One of the pioneer Singapore gynaecologists to successfully perform HIFU in treatment of uterine fibroids and adenomyosis
- President of Obstetrical and Gynaecological Society of Singapore (2003 to 2005)
- Chairman of the Minimally Invasive Surgery Centre at Gleneagles (2001 to 2008)
- Chairman of Surgeons International Holdings Pte. Ltd. (2005 to 2010)
- Founding member of Asia Pacific Association of Gynaecological Endoscopist
- Associate of Laser Vaginal Institute of Los Angeles, USA
- Medical volunteer at the Singapore International Foundation



Dr. Natalie Chua

MBBS (Singapore)
MRCOG (UK)
FAMS (Singapore)

Date of Appointment

August 2013

Clinic

Parkway East Medical Centre

Specialisations

- Obstetric care – preconception health screening, antenatal care and delivery
- Gynaecological cancer screening and prevention, and the management of common gynaecological problems

Awards/Achievements

- Honoured with the Excellence Service Award (2010) by SingHealth for her outstanding contributions
- Council Member of the Obstetrical and Gynaecological Society of Singapore (2010 to 2015)
- O&G representative for the Association for Breastfeeding Advocacy (2011 to 2013)
- Chairman of the 12th and 13th Regional MRCOG Preparatory Course for aspiring gynaecologists



Dr. Clara Ong

MBBS (Singapore)
MMed (O&G)
MRCOG (UK)
FAMS (Singapore)

Date of Appointment

May 2019

Clinic

Gleneagles Medical Centre

Specialisations

- Fully- qualified obstetrician and gynaecologist with more than 10 years of experience and a strong promoter of sexual and reproductive health and contraception
- HIFU treatment

Awards/Achievements

- Examiner for the MBBS degree held by the NUS Yong Loo Lin School of Medicine
- Clinical Lecturer for the NUS Yong Loo Lin School of Medicine
- Published articles in both local and international peer-accredited journals
- Presented research papers in various conferences in Singapore and overseas

Cancer-Related Specialist



Dr. Cindy Pang

MBBS (Singapore)
MMed (O&G)
MRCOG (UK)

Date of Appointment

December 2014

Clinic

Mount Elizabeth Novena Specialist Centre

Specialisations

- Antenatal care to expectant mothers and manages a wide range of conditions related to the female reproductive system
- Main sub-specialty in gynaecological cancers and complex pelvic surgeries

Awards/Achievements

- Awarded the Tony McCartney Surgical Innovation Prize (2013) at the Australian Society of Gynaecological Oncologists Annual Scientific Meeting in Darwin
- Council Member in the Society of Colposcopy and Cervical Pathology of Singapore
- Clinical instructor at NUS Yong Loo Lin School of Medicine
- Adjunct Professor at Duke-NUS Graduate School of Medicine
- Written in various medical journals and presented at several international conferences
- Visiting Consultant at Singapore General Hospital

Cancer-Related Specialist



Dr. Lim Siew Kuan

MBBS (Singapore)
MMed (Surgery)
FRCS (Edinburgh)

Date of Appointment

May 2016

Clinic

Mount Elizabeth Novena Specialist Centre

Specialisations

- Management of both benign and malignant breast conditions, breast cancer management, breast oncoplastics and reconstructive surgery, minimally invasive breast surgery and partial or full breast reconstruction

Awards/Achievements

- Received Health Manpower Development scholarship (2013)
- Observerships in several prestigious hospitals in Korea and Japan - Yonsei Severance Hospital, Kameda Medical Center and Nakagami Hospital
- Visiting Consultant at Khoo Teck Puat Hospital and Changi General Hospital

Dermatology Specialist



Dr. Joyce Lim

MBBS (Malaysia)
FRCPI (Ireland)
FAMS (Singapore)

Date of Appointment

January 2016

Clinic

Paragon Medical Suites

Specialisations

Dermatology and laser surgery

Awards/Achievements

- Fellow of the American Academy of Dermatology
- Fellow of the American Society of Dermatologic Surgery
- Fellow of the American Society of Cosmetic Dermatology and Aesthetic Surgery
- Fellow of the International Society of Cosmetic Laser Surgeons
- Fellow of the International Society of Cosmetic Dermatology
- Honorary Fellow of the Philippines Dermatology Society
- Council Member of the Asian Dermatological Congress
- Member of the Pigment Disorders Academy
- Member of the Asia Pacific Academy of Anti-aging Medicine
- Member of the European Academy of Dermatology and Venereology
- Member of the European Society for Laser and Energy based Devices
- Member of the Dermatological Society of Malaysia
- Co-founded Asian Dermatologic Laser and Surgery Research Group, a platform that gathers dermatologists from the region once a year to share their experiences and exchange professional opinions
- Provides Certification Courses for Aesthetic Medicine under the Singapore Medical Council
- Adjunct Professor with USTI University (Kuala Lumpur, Malaysia)
- One of the key founding directors of Aesthetic Dermatology Educational Group, approved by Singapore Medical Council to conduct courses and issue certificates of competence in aesthetic procedures
- Published articles in multiple peer-reviewed scientific journals

Dermatology Specialist



Dr. Liew Hui Min

MBChB (UK)
MRCP (UK)
FAMS (Singapore)

Date of Appointment

December 2018

Clinic

Gleneagles Medical Centre

Specialisations

- Children and women's dermatology, genital dermatology and general medical adult dermatology

Awards/Achievements

- Winner of the KKH Service from the Heart Award (2014)
- International Fellow of the American Academy of Dermatology
- Member of the Dermatological Society of Singapore
- Member of the Allergy and Clinical Immunology Society (Singapore)
- Member of the Paediatric Dermatology Focus Group of Dermatological Society of Singapore
- Collegiate member of Royal College of Physicians (United Kingdom)
- International Member of Women's Society of Dermatology
- Visiting Consultant at KK Women's and Children's Hospital
- Clinical lecturer at Lee Kong Chian School of Medicine and NUS Yong Loo Lin School of Medicine, and honorary lecturer at the University of Leeds
- Published articles in multiple peer-reviewed scientific journals

Paediatrics Specialist



Dr. Lim Xue Yan

MBBS (Singapore)
MRCPCH (UK)
FAMS (Singapore)

Date of Appointment

July 2017

Clinic

Parkway East Medical Centre

Specialisations

- General paediatrics which includes new-born and well-baby screening, children immunisation, developmental assessment and behavioural care advice, nutrition and growth advice, and management of common childhood conditions

Awards/Achievements

- Awarded Nestlé Gold Medal in Paediatrics (2005)
- Awarded SingHealth Outstanding House Officer Award (2005)
- Member of the NUS Yong Loo Lin School of Medicine Undergraduate Training Committee
- Member of Singapore Paediatric Society
- Clinical Physician Faculty Member of Paediatric Residency
- Co-authored numerous articles and papers in the paediatric community

Paediatrics Specialist



Dr. Irene Teo

MBBS (London)
MRCPCH (UK)
FAMS (Singapore)

Date of Appointment

November 2017

Clinic

Boon Tiong Road

Specialisations

- General paediatrics which includes newborn and well-baby screening, children immunisation, developmental assessment and behavioural care advice, nutrition and growth advice, and management of common childhood conditions including skin conditions

Awards/Achievements

- Awarded the Long Service Award by KKH for her dedication and commitment for over 10 years
- Appointed the Physician Faculty Member (2013 to 2016) by SingHealth to develop the SingHealth Residency Programme
- Clinical lecturer at the Department of Paediatrics, NUS Yong Loo Lin School of Medicine
- Co-authored numerous articles and papers in the paediatric community

Paediatrics Specialist



Dr. Christina Ong

MBBS (London)
MRCPCH (UK)
FRCPCH (UK)
FAMS (Singapore)

Date of Appointment

November 2018

Clinic

Mount Elizabeth Novena Specialist Centre

Specialisations

- Management of children with gastrointestinal conditions and performing endoscopic procedures, as well as treating children with general medical conditions

Awards/Achievements

- Awarded Service of the Heart Awards at KKH (2013 & 2015)
- Awarded SingHealth Quality Service Award: Silver (2012), Gold (2013) and Star (2014 & 2015)
- Authored multiple peer-reviewed articles in international journals
- Key opinion leader in the field of paediatric gastroenterology
- Head and Senior Consultant at the Gastroenterology service, Paediatric Medicine at KKH (2018)

Paediatrics Specialist



Dr. Petrina Wong

MBBS (Singapore)
MRCPCH (UK)
FAMS (Singapore)

Date of Appointment

February 2019

Clinic

Gleneagles Medical Centre

Specialisations

- Management of children with respiratory and sleep conditions like pneumonia, childhood wheezing, asthma, allergic rhinitis, snoring, sleep apnoea, parasomnias and behavioural sleep problems as well as treating children with general medical conditions

Awards/Achievements

- Awarded SingHealth Outstanding Medical Officer Award (2004)
- Awarded KKH Service from the Heart Award (2014)
- KKH Service Chief in the SingHealth - Duke Sleep Centre (2017)
- Authored several peer-reviewed articles in international journals
- Visiting Consultant at KK Women's and Children's Hospital