



ECON HEALTHCARE (ASIA) LIMITED
宜康医疗保健集团(亚洲)有限公司



Financial Highlights FY2024



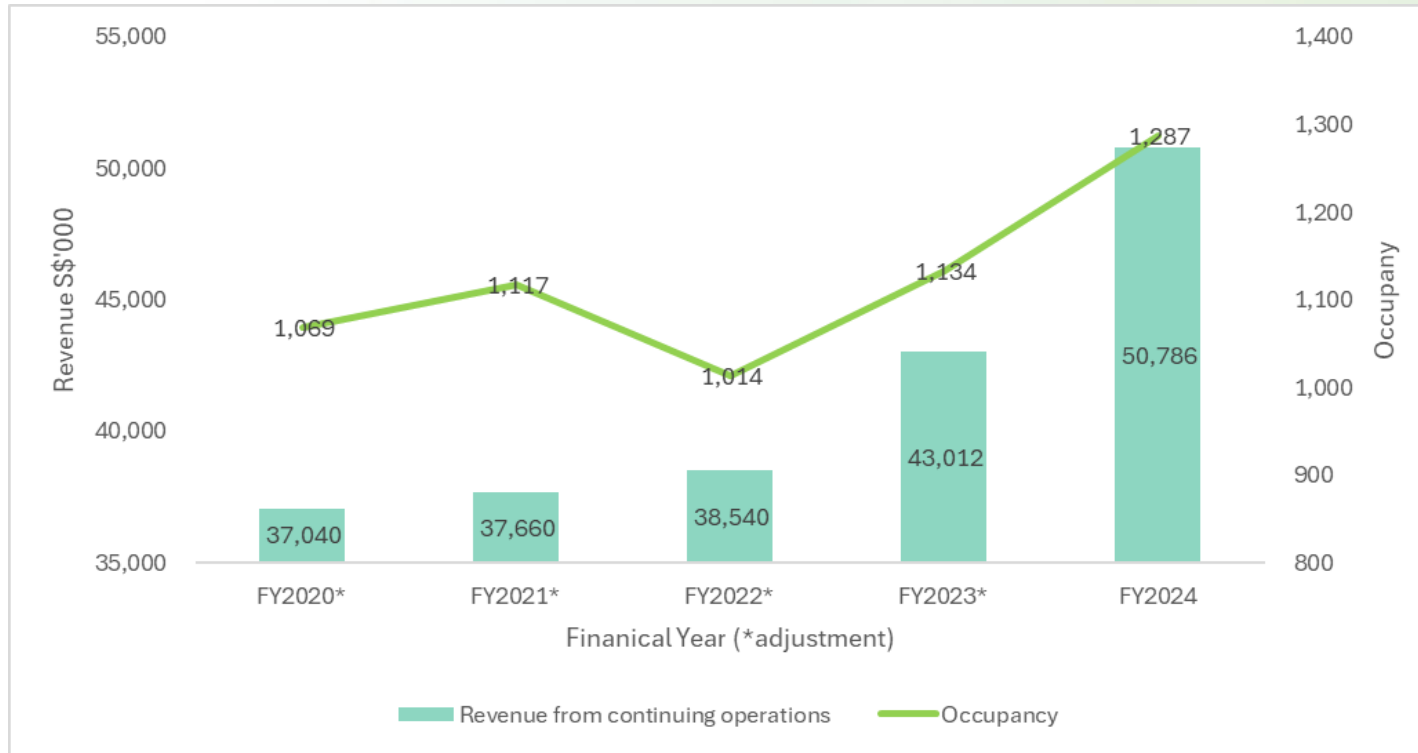
Our People, Our Future

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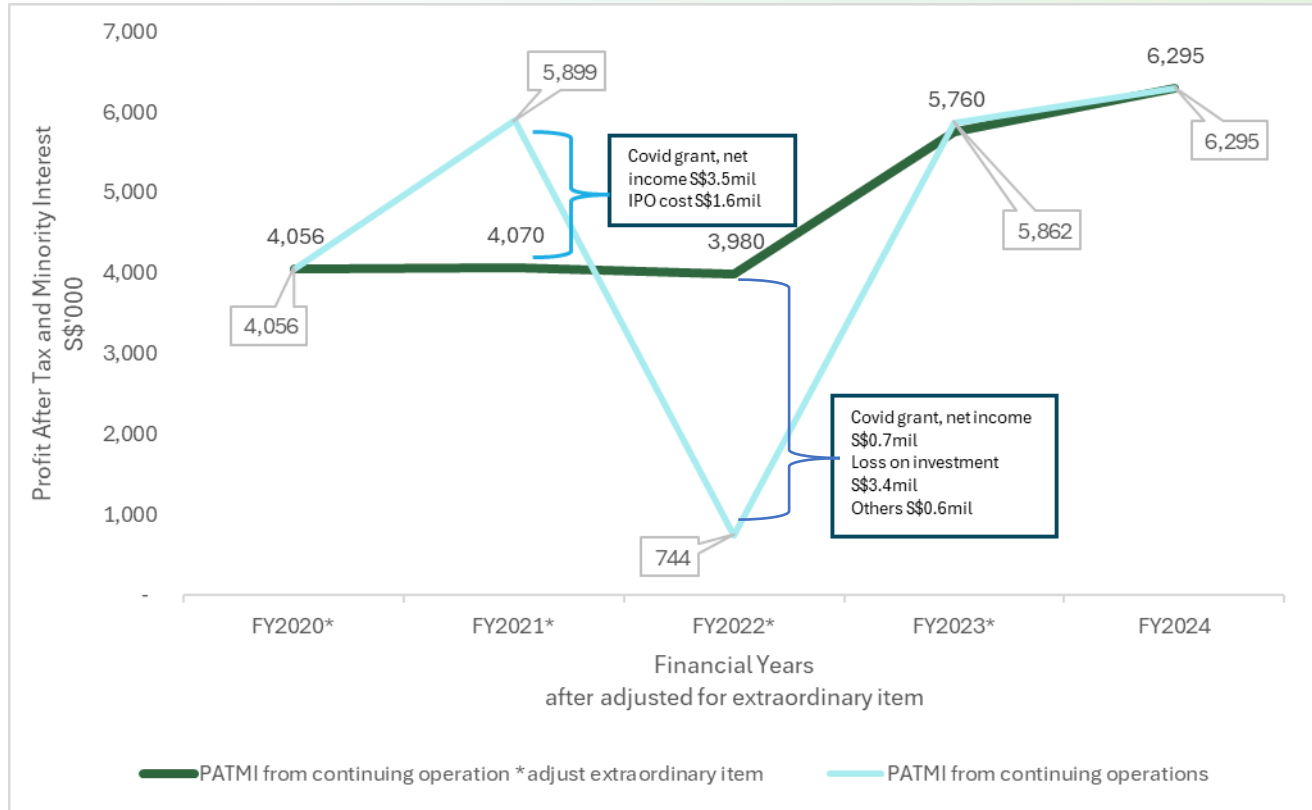
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5 Years Group Revenue Highlights



* The comparative figures have been re-presented to report profit and loss items separately for continuing and discontinued operations pursuant to the partial disposal of subsidiaries stake and complete disposal of associate stake in China

5 Years Group PATMI Highlights



	FY2020*	FY2021*	FY2022*	FY2023*	FY2024
Extraordinary Item					
Covid grant, net	-	3,476	- 700	- 102	
IPO expense		1,647	61		
KL closure			521		
Loss on investment			3,354		
Total normalise value	-	- 1,829	3,236	- 102	-

- *The comparative figures have been re-presented to report profit and loss items separately for continuing and discontinued operations pursuant to the partial disposal of subsidiaries stake and complete disposal of associate stake in China
- Extraordinary items are various COVID-19 grants, IPO expenses, write off expense related to Kuala Lumpur nursing home closure, and loss on investment.

3 Years Income Statements

S\$ '000	As % of Revenue							
	FY2024	FY2023 [^]	Y-o-Y % Δ	Y-o-Y S\$ Δ	FY2022 [^]	FY2024	FY2023 [^]	FY2022 [^]
Revenue	50,786	43,012	18.1%	7,774	38,540	100%	100%	100%
Other Income [#]	6,974	8,698	-19.8%	(1,724)	4,862	14%	20%	13%
Supplies and consumables	6,686	6,055	10.4%	631	5,763	13%	14%	15%
Staff costs	27,697	23,039	20.2%	4,658	19,104	55%	54%	50%
Leases*	8,550	8,385	2.0%	165	6,517	17%	19%	17%
Other operating expenses	5,355	4,351	23.1%	1,004	4,607	11%	10%	12%
EBITDA	16,409	16,893	-2.9%	(484)	9,454	32%	39%	25%
EBITDA Margin	32.3%	39.3%	-17.7%	-7.0%	24.5%			
Normalised Profit before tax from continuing operations[#]	4,123	2,955	39.5%	1,168	4,431	8%	7%	11%
Normalised Profit before tax from continuing operation	8.1%	6.9%	18.2%	1.2%	11.5%			
PATMI from continuing operations	6,295	5,862	7.4%	433	744	12%	14%	2%
PATMI from continuing operations margin	12.4%	13.6%	-9.1%	-1.2%	1.9%			
EPS (cents) from continuing operations	2.44	2.28	7.2%	0.16	0.29			
NAV (cents)	16.70	15.08	10.7%	1.62	14.02			

[^] The comparative figures have been re-presented to report profit and loss items separately for continuing and discontinued operations pursuant to the partial disposal of subsidiaries stake and complete disposal of associate company, all in China

[#] Normalised item refer to net of exceptional grants, which include grants on staff accommodation, grants on salary enhancements, jobs growth incentive, pre-operating funding, capex funding and gain on disposal of motor vehicle, and professional fees in relation to acquisition of Ambulance Medical Service Pte. Ltd..

* Leases comprise of depreciation of right-of-use assets of S\$7.5 million (FY2023: S\$7.5 million) and interest expense from lease liabilities of S\$1.1 million (FY2023: S\$0.9 million). Leases are not included in the computation of EBITDA.

S\$ '000	FY2024	FY2023 [^]	Y-o-Y % Δ	Y-o-Y S\$ Δ	FY2022 [^]
Revenue	50,786	43,012	18.1%	7,774	38,540

FY2024 vs FY2023

- Consolidated revenue for full year FY2024 reported increase from S\$43.0 million to approximately S\$50.8 million, representing 18% or S\$7.8 million.
- Singapore, our largest revenue contributing region, represents 88.4% of our Group's total revenue. During FY2024, our newly acquired emergency and medical transport service business unit contributed S\$0.6 million to the Group's total revenue from 5 March 2024 until 31 March 2024.
- Medicare centres and nursing home business in Singapore continued with high occupancy and an additional S\$2.2 million improvement in revenue through fee increase to overcome inflation in the region. Our 236 beds ECON Care Residences (Henderson) fully ramped up during the year contributed additional revenue of S\$4.1 million y-o-y.
- Singapore homecare business continue to grow with an increase of S\$0.4 million in revenue compared with last year.

- Malaysia growth is encouraging, with overall occupancy rate increasing from 77% to 87% in FY2024. Our newest Malaysia nursing home, ECON Medicare Centre and Nursing Home – Puchong, had fully ramped up and is looking to increase its bed capacity within the same location. At Medicare Centre & Nursing Home – Taman Perling, Johor Bahru with a bed capacity of 194, the occupancy rate is currently at 90% and the management team is exploring an extension / new location.
- Discontinued operations and disposal group held for sale refers to the Group's strategic commitment to a sale plan to dispose of part of its interest in its China subsidiaries, Chongqing Yikang Bailingbang Eldercare Co., Ltd. and Chongqing Changshou Yikang Bailingbangyanjia Eldercare Co., Ltd, and all of its interest in its associate, Sichuan Guangda Bailingbang Yikang Eldercare Co., Ltd. The disposal is being undertaken in connection with the Group's strategic review of its China operations and will allow the Group to re-allocate its efforts and resources for its existing operations, expand into other businesses and undertake new joint venture opportunities that may arise in future. Accordingly, the financials are re-presented based on continuing operations and discontinued operations, as the Group ceased control on the subsidiaries.

[^] The comparative figures have been re-presented to report profit and loss items separately for continuing and discontinued operations pursuant to the partial disposal of subsidiaries stake and complete disposal of associate company, all in China

S\$ '000	FY2024	FY2023 [^]	Y-o-Y % Δ	Y-o-Y S\$ Δ	FY2022 [^]	FY2024	FY2023 [^]	FY2022 [^]
Other Income [#]	6,974	8,698	-19.8%	(1,724)	4,862	14%	20%	13%
EBITDA	16,409	16,893	-2.9%	(484)	9,454	32%	39%	25%
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EPS (cents) from continuing operations	2.44	2.28	7.2%	0.16	0.29			
NAV (cents)	16.70	15.08	10.7%	1.62	14.02			

- The decrease in other income by S\$1.7 million was mainly due to a decrease in funding for ECON Care Residences (Henderson), jobs growth incentive grants of S\$0.1 million, staff accommodation grants of S\$0.1 million, workforce development grants of S\$0.1 million, and grants on healthcare hiring in advance initiatives of S\$0.3 million.
- These decreases were offset by the increase in grants of S\$1.3 million for salary enhancements. However, this grant will be phased out in July 2024 with a rebasing exercise and revised operating subvention grant.
- The decreases are also offset by amortisation of deferred capital grants of S\$0.2 million and gain on disposal of motor vehicle of S\$0.2 million.

- EBITDA including leases would be S\$7.9 million for FY2024, or 15%.
- Profit After Tax and Minority Interest (“PATMI”) from continuing operations has increased to S\$6.3 million, from S\$5.8 million in FY2023. For FY2024, the Company has proposed to declare a final dividend of 0.63 Singapore cents per ordinary share, representing a return to shareholders of 35% of the consolidated PATMI. This will be the fourth consecutive financial year that a dividend has been declared since the Company’s IPO (FY2022 we only declared dividend for 6M2022).

5 Years Cash Flow Statements and Balance Sheets Highlights

	FY2020*	FY2021*	FY2022*	FY2023*	FY2024	Trend
Cash flows (S\$'000)						
Net cash flow from operating activities	10,585	15,614	12,559	11,730	12,658	
Capital expenditure	(1,890)	(2,441)	(2,630)	(3,631)	(1,785)	
Net cash flow used in investing activities	(2,881)	(2,557)	(4,507)	(2,160)	(7,841)	
Net increase/(decrease) in loans and borrowings	(301)	806	(3,176)	(1,733)	(1,252)	
Net cash flow (used in)/generated from financing activities	(8,111)	(4,346)	1,977	(11,195)	(11,889)	
Balance sheet (S\$'000)						
Total assets	66,425	72,654	100,739	99,271	105,374	
Cash and short-term deposits	7,334	16,095	26,102	24,621	16,181	
Current assets	12,735	19,692	31,916	31,778	38,773	
Property, plant and equipment	15,114	16,476	17,930	18,328	16,578	
Total liabilities	47,288	47,424	64,798	60,746	60,887	
Current liabilities	14,303	18,067	23,308	19,143	26,636	
Loans and borrowings	9,638	10,361	7,145	5,083	3,624	
Net (debt)/cash	(2,304)	5,734	18,957	19,538	12,558	

* The comparative figures have been re-presented to report profit and loss items separately for continuing and discontinued operations pursuant to the partial disposal of the China subsidiaries stake and complete disposal of the China associate stake

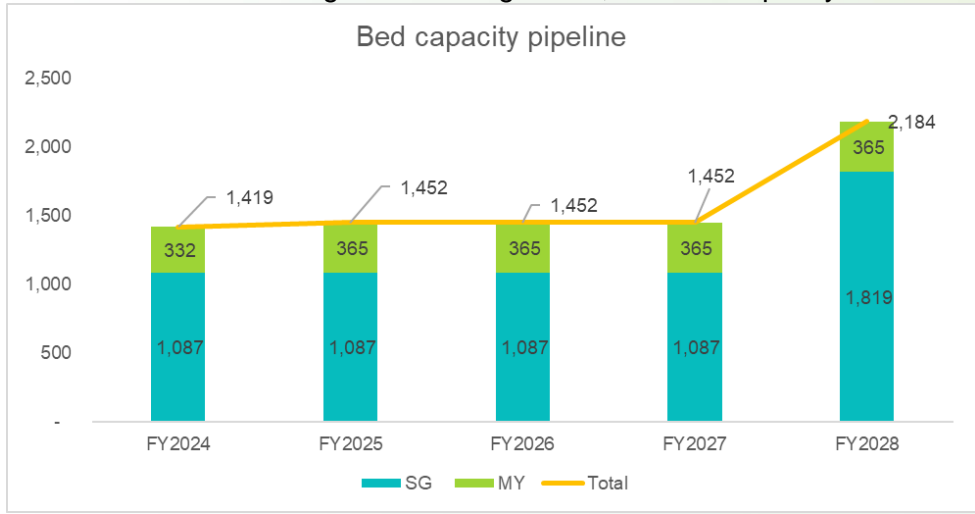
5 Years Key Ratios Highlights

	FY2020*	FY2021*	FY2022*	FY2023*	FY2024	Trend
Key ratios						
Profitability (%)						
EBITDA margin	32.2	38.9	24.5	39.3	32.3	
PATMI from continuing operations margin	11.0	15.7	1.9	13.6	12.4	
Return on equity ^{&}	21.0	23.9	2.1	15.1	14.2	
Dividend payout ratio [#]	71.8	35.2	161.5	35.5	35.3	
Per share info (S\$ cents)						
Earning per share from continuing operations~	1.96	2.85	0.29	2.28	2.44	
Net asset per share	9.31	11.94	14.02	15.08	16.70	
Dividend per share	1.13	0.78	0.22	0.67	0.86	

- The comparative figures have been re-presented to report profit and loss items separately for continuing and discontinued operations pursuant to the partial disposal of subsidiaries stake and complete disposal of associate.
- [&] Return on equity is defined as PATMI from continuing operations divided by shareholder equity for the year
- [#] Dividend payout ratio is defined as dividend declare divided by PATMI
- ~ For illustrative purposes, the total issued and paid-up share capital of the Company of 207,000,000 shares as at 31 March 2021 is assumed to have been issued as at FY2020. The ordinary shares of 254,397,260 for FY2022 was derived from the weightage of its number of shares since the Company listed on 19 April 2021. The total number of ordinary shares of the Company is 257,000,000 subsequent to its listing. For FY2024, the ordinary shares of 257,659,162 was derived from the weightage of its number of shares since the issuance of new shares on 5 March 2024 for the acquisition of a subsidiary, Ambulance Medical Service Pte. Ltd.

Pipeline Projects

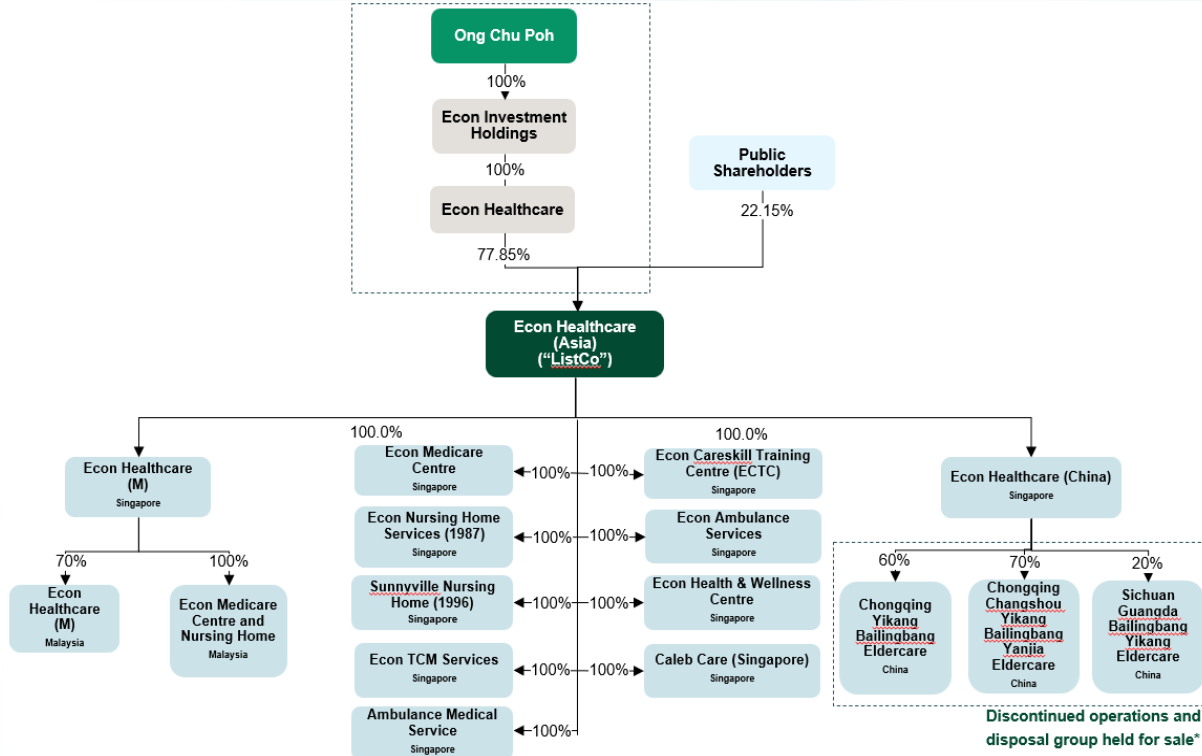
1. Bed capacity pipeline – From 1,419 bed capacity in FY2024 to 2,184 bed capacity in FY2028
 - FY2025 – Puchong Lot 4 extension of 33 beds, target to commence business in 2nd half year of FY2025. Pending lease agreement to be signed.
 - FY2028 – TOP of Jurong East Nursing Home, 732 bed capacity



2. Malaysia continue to source for new site for expansion
3. Continue with exploration of potential M&A opportunities. Acquisition of Ambulance Medical Service Pte. Ltd. providing emergency and medical transport services – Completed on 5 March 2024

Note:
The nursing home bed capacity from FY2025 onwards are based on management's best estimates. The management remain cautiously optimistic to grow it's business

Econ Healthcare (Asia) Limited - Organisation Chart



Note:

* Discontinued operations and disposal group held for sale refer to the Group's strategic review and commitment to a sale plan to dispose of part of its interest in its China subsidiaries, Chongqing Yikang Bailingbang Eldercare Co., Ltd. and Chongqing Changshou Yikang Bailingbangyanjia Eldercare Co., Ltd. and all of its interest in its associate, Sichuan Guangda Bailingbang Yikang Eldercare Co., Ltd. Upon completion of the disposal, the Group will retain a non-controlling interest of 49% for both of its China subsidiaries, and will not have any interest in the associate entity.



THANK YOU

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