



**OBSTETRICS &  
GYNAECOLOGY**



**BREAST & GENERAL  
SURGERY**



**DERMATOLOGY**



**PAEDIATRICS**



# 1H 2020 Results Presentation

6 August 2020

# Disclaimer

A white teddy bear is sitting upright in a white wooden crib. The crib has vertical slats and a decorative, curved headboard. The background is a solid teal color. The bear is the central focus of the image.

This Corporate Presentation has been prepared by the Company and its contents have been reviewed by the Company's sponsor, PrimePartners Corporate Finance Pte. Ltd. (the "Sponsor") in accordance with Rules 226(2)(b) and 753(2) of the Singapore Exchange Securities Trading Limited (the "SGX-ST") Listing Manual Section B: Rules of Catalist.

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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](mailto:sponsorship@ppcf.com.sg)).



# Overview

# Our Services



## Obstetrics & Gynaecology

- General obstetrics, labour & delivery
- Medical problems during pregnancy
- Obstetrical complication & its management
- High intensity focused ultrasound treatment
- General gynaecology
- Gynaecological surgery
- Female pelvic medicine / Urogynaecology & reconstruction surgery



## Cancer-related

- Gynae-oncological surgery
- Breast & general surgery



## Dermatology

- General skin care
- Aesthetics & dermatological procedures
- Dermatological surgery & laser surgery

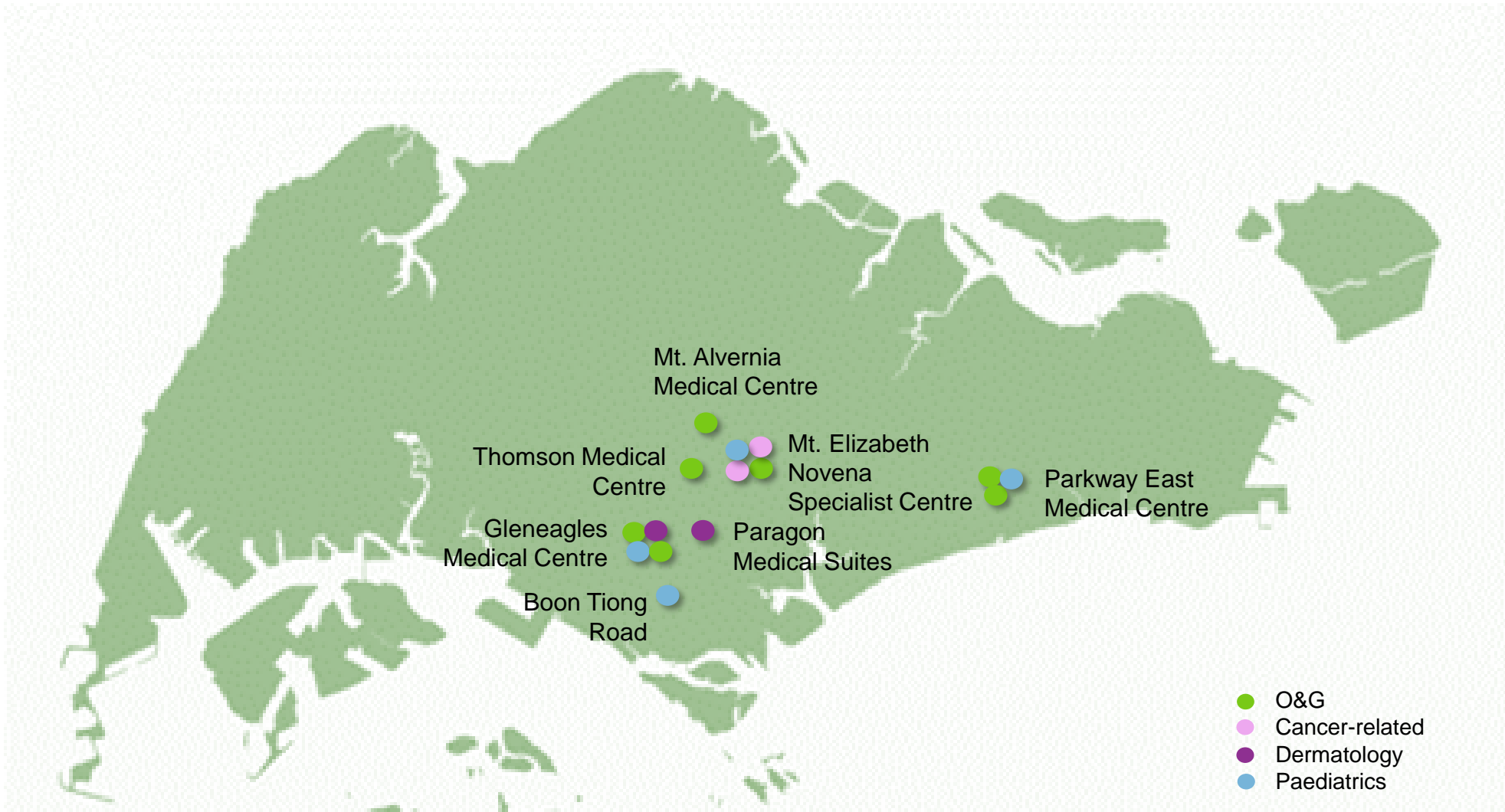


## Paediatrics

- Newborn & well-baby checks
- Common childhood conditions
- Childhood immunisation routine & vaccinations
- Child nutrition, growth & developmental assessment
- Gastrointestinal conditions & endoscopic procedures
- Respiratory & behavioural sleep conditions

# Our Network

Strategically located clinics throughout Singapore for easy accessibility



# Financial Highlights



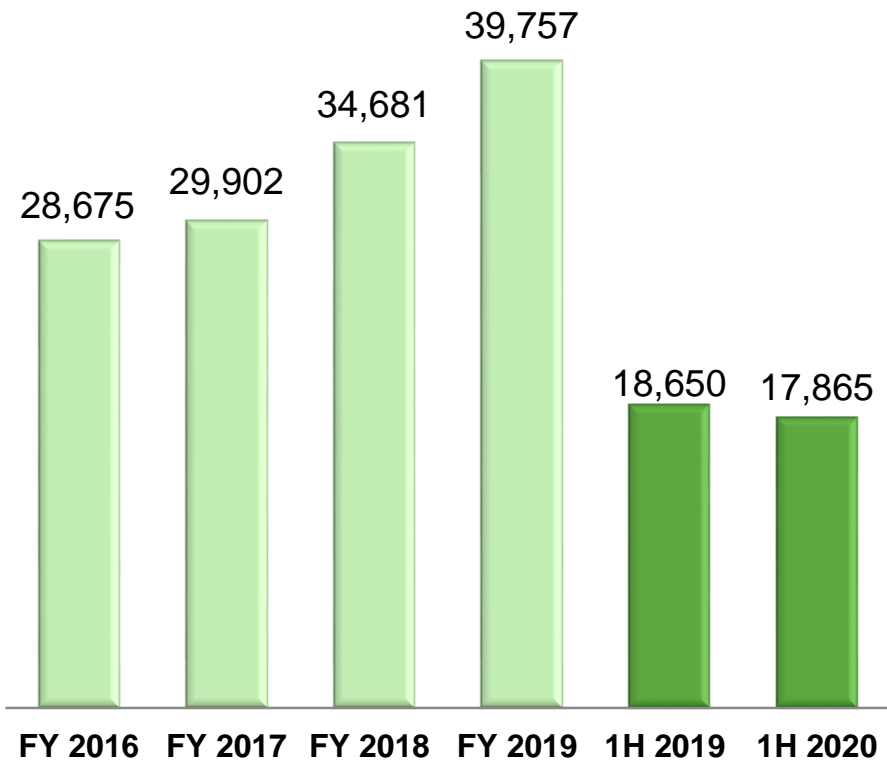
# Financial Highlights

S\$'000	1H 2020	1H 2019	Change	
Revenue	17,865	18,650	(785)	(4.2%)
Other operating income	815	280	535	N/M
Consumables and medical supplies used	(3,027)	(3,005)	22	0.7%
Employee remuneration expense	(8,986)	(7,884)	1,102	14.0%
Depreciation	(1,083)	(1,088)	(5)	(0.5%)
Other operating expense	(1,056)	(1,148)	(92)	(8.0%)
<b>Profit before operations</b>	<b>4,528</b>	<b>5,805</b>	<b>(1,277)</b>	<b>(22.0%)</b>
Finance income	124	45	79	N/M
Finance expense	(87)	(94)	(7)	(7.4%)
<b>Net finance income/(expense)</b>	<b>37</b>	<b>(49)</b>	<b>86</b>	<b>N/M</b>
Income tax expense	(773)	(929)	(156)	(16.8%)
<b>Net profit after tax for the period</b>	<b>3,792</b>	<b>4,827</b>	<b>(1,035)</b>	<b>(21.4%)</b>

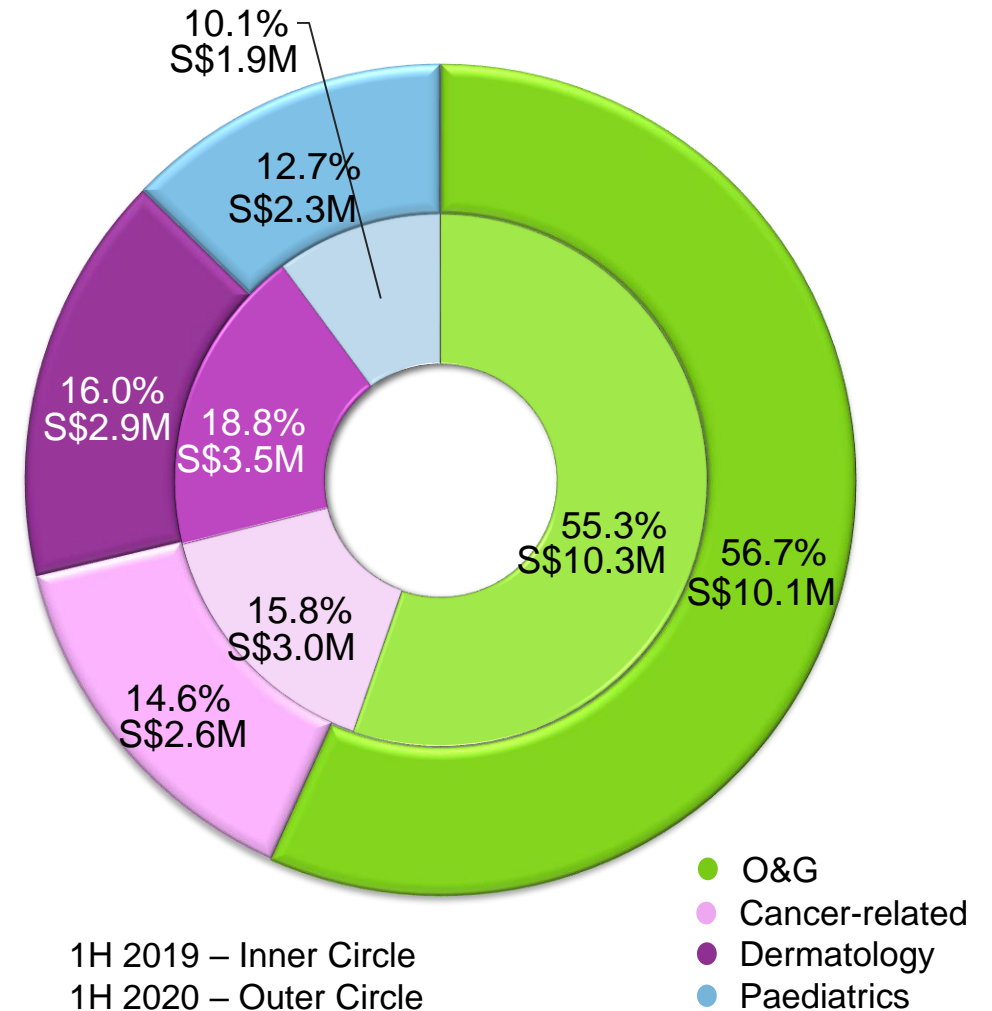
N/M: Not meaningful.

# Revenue

Revenue (S\$'000)



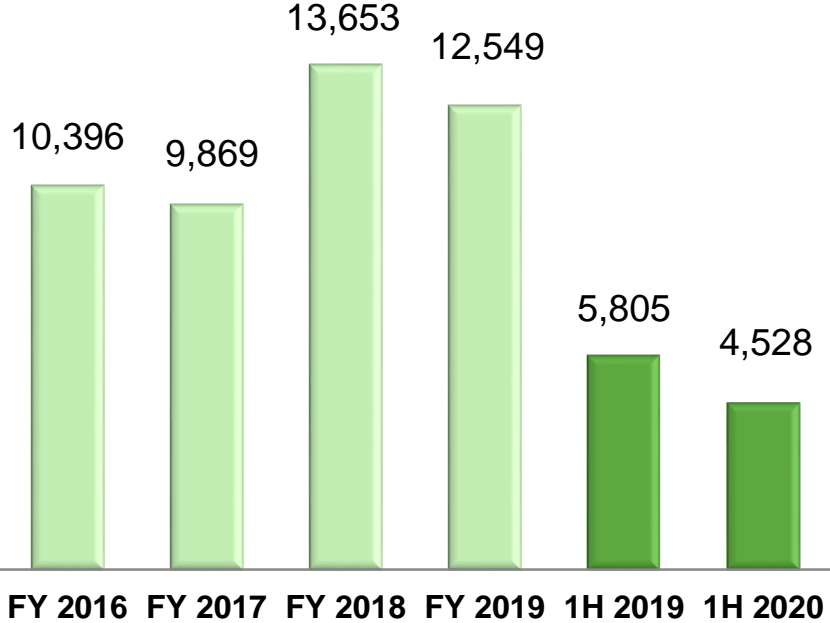
Revenue by Business Segments



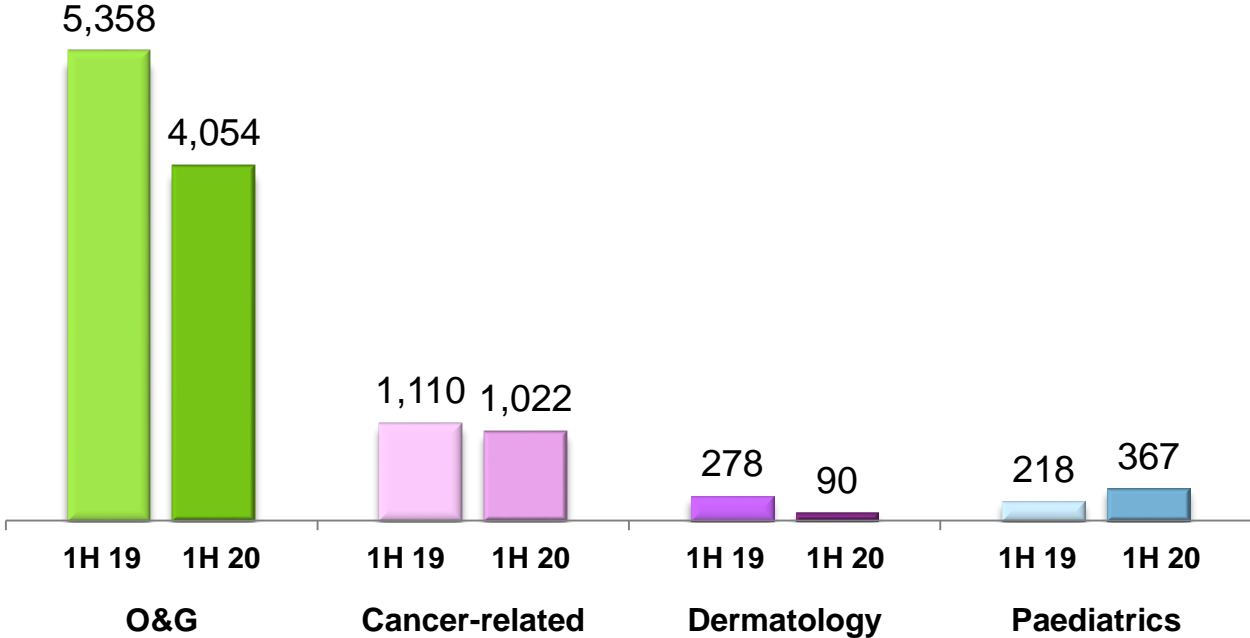


# Profit from Operations

Profit from Operations (S\$'000)

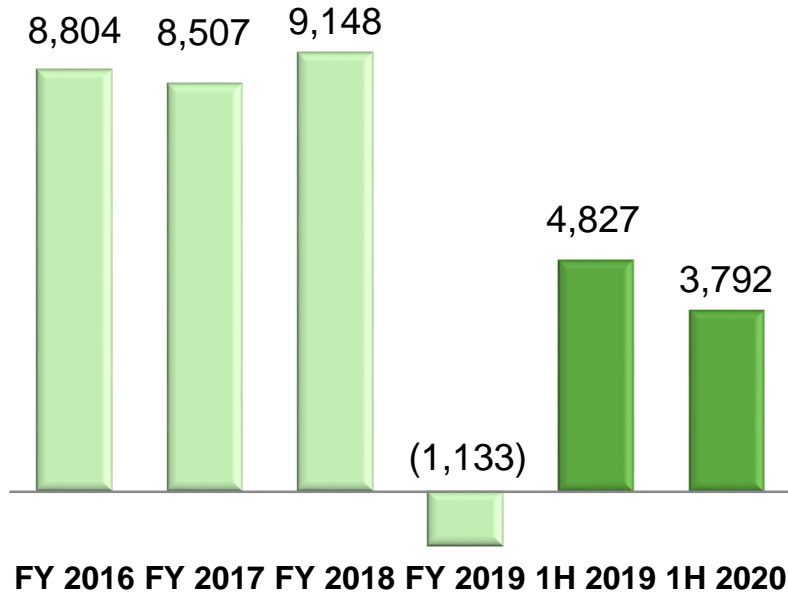


Profit from Operations by Business Segments (S\$'000)

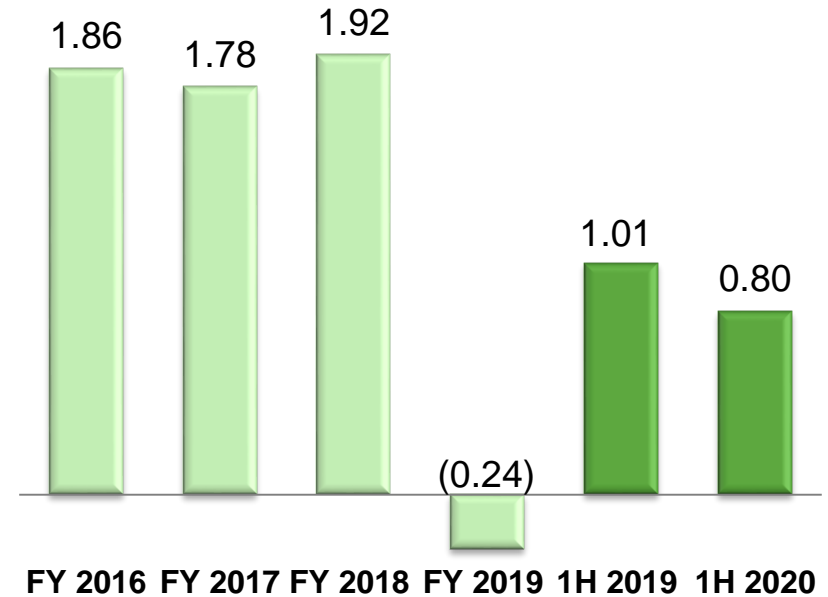


# Net Profit After Tax

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

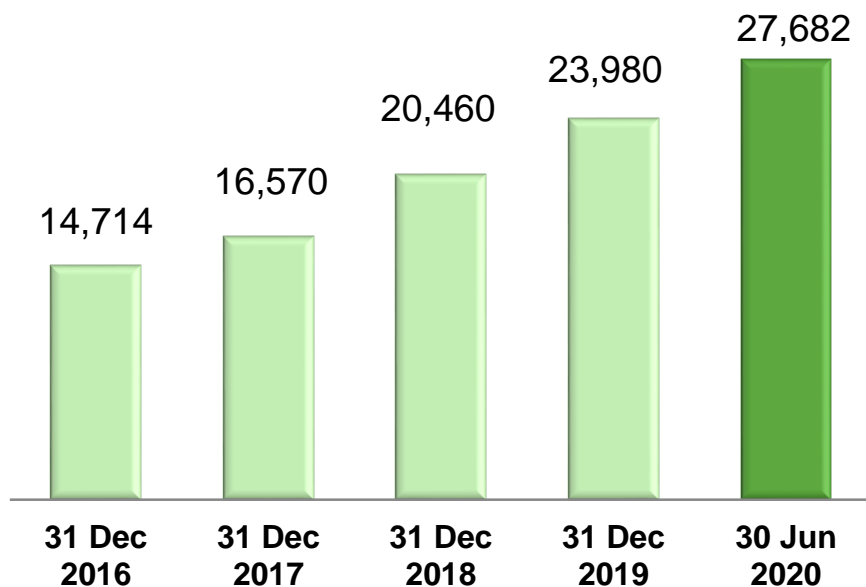


Earnings Per Share  
(Singapore cents)

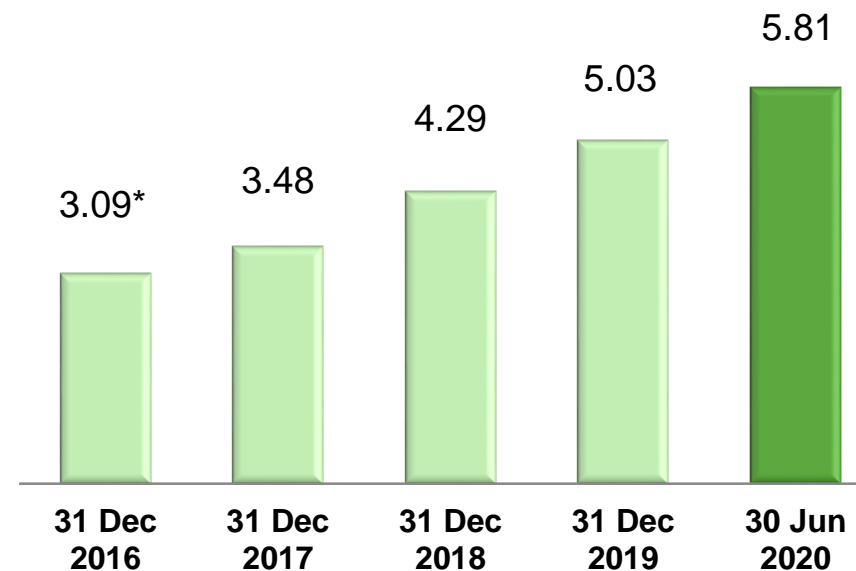


# Net Tangible Assets

**Net Tangible Asset Value (S\$'000)**



**Net Tangible Asset Value Per Share (Singapore cents)**



\* For better comparison, the weighted average number of ordinary shares for FY 2015 and FY 2016 have been adjusted for the increase in the number of ordinary shares resulting from the Share Split in May 2017.

# Strong Financial Position

S\$'000	As at 30 June 2020	As at 31 December 2019
<b>Key Assets</b>		
Goodwill	12,230	12,230
Plant and equipment	1,844	1,595
Right-of-use assets	2,941	3,698
Inventories	2,005	2,030
Trade and other receivables	2,818	3,517
Cash and cash equivalents	29,640	25,985
<b>Key Liabilities*</b>		
Trade and other payables	5,049	6,412
Lease liabilities	3,080	3,815

\* The Group does not have any borrowings and debt securities as at 30 June 2020 and 31 December 2019.

# Interim Dividend

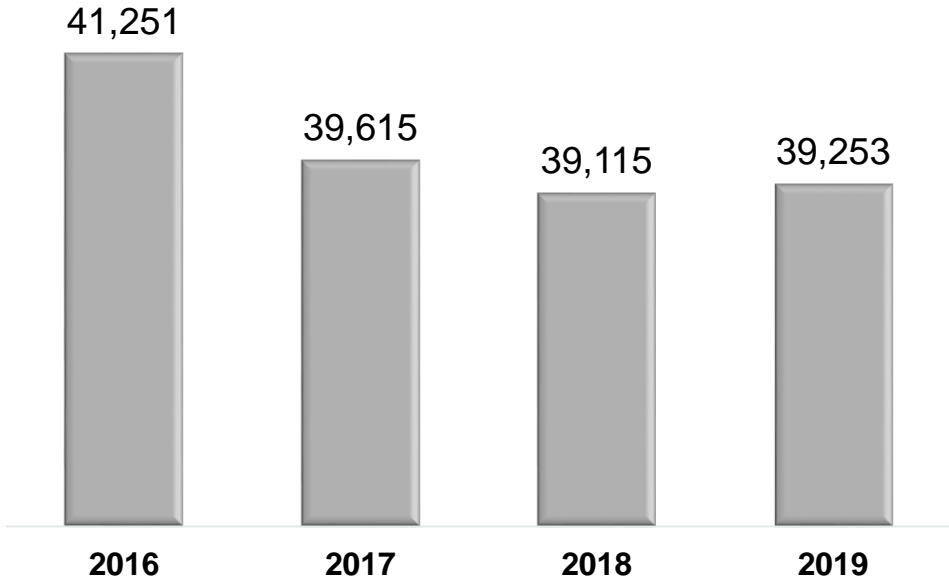
<b>Interim Dividend</b>	<b>1H 2020</b>	<b>1H 2019</b>	<b>Change</b>
<b>Dividend per Share (Singapore cents)</b>	<b>0.50</b>	0.62	-0.12 (19.4%)
<b>Payment Date</b>	<b>1 September 2020</b>	3 September 2019	

# Corporate Updates and Future Plans



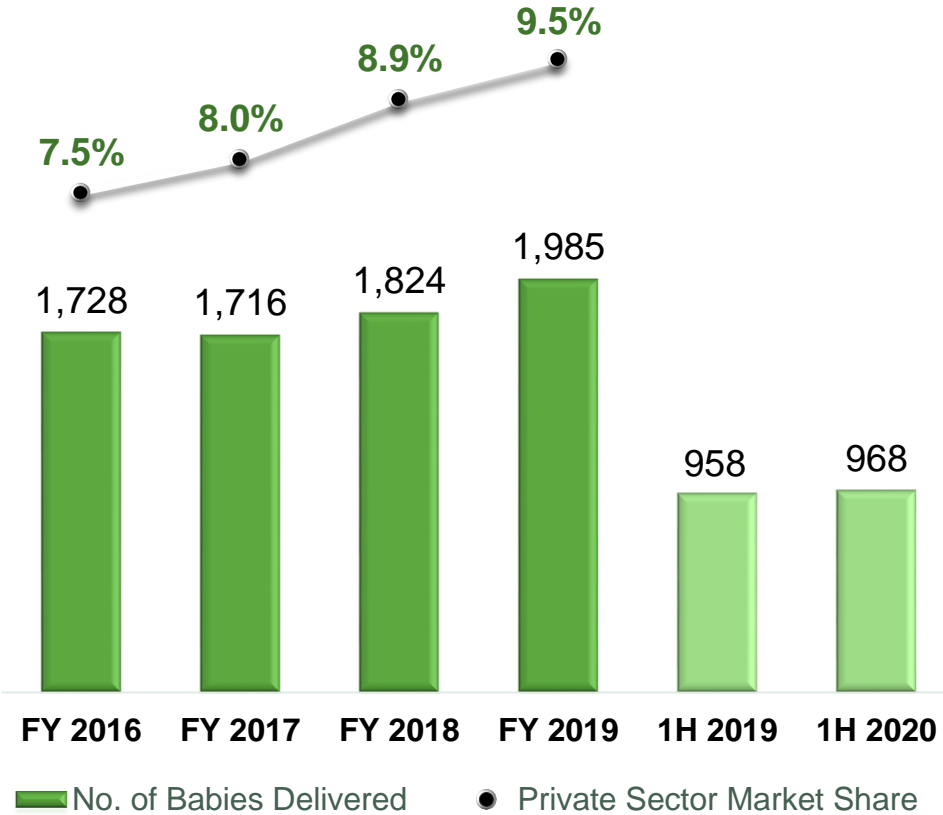
# Number of Births

Historical Live Births in Singapore\*



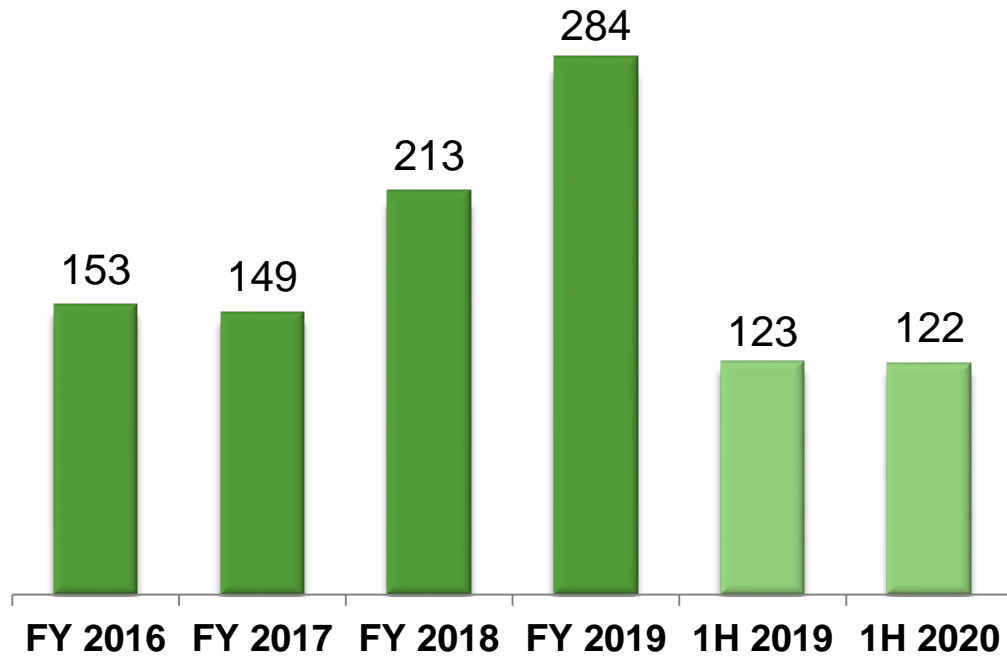
\* <https://www.ica.gov.sg/stats> "Singapore Demographic Bulletin"

No. of Babies Delivered by SOG

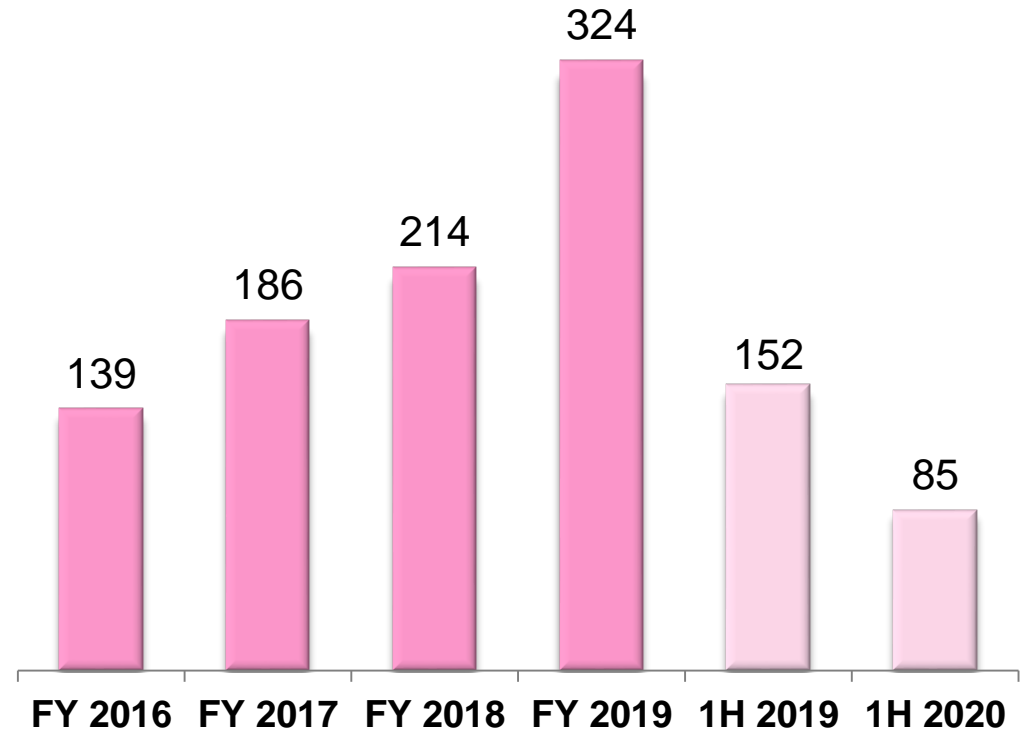


# Number of Surgeries Performed

No. of Gynaecological Surgeries



No. of Breast Surgeries





# Future Plans

Strengthen SOG's brand awareness and increase market share



Increase the level of inter-clinic referrals through synergy awareness



Identify opportunities in business partnerships and collaborations, venture into humanitarian and other ancillary perspective



Recruit more Specialist Medical Practitioners to strengthen all business segments



Continue to grow non-O&G business segments to increase their revenue and profit contribution to the Group





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CARING FOR WOMEN'S & CHILDREN'S HEALTH



# Thank You



Obstetrics & Gynaecology



Cancer-related



Dermatology



Paediatrics

# **Appendix**

## **Our Specialist Medical Practitioners**

## Obstetricians & Gynaecologists



**Dr. Beh Suan Tiong**  
EXECUTIVE CHAIRMAN



**Date of Appointment**  
July 2013

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**Clinic**  
Thomson Medical Centre  
#05-03

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**Specialisations**  
Advanced reproductive surgeries and minimally invasive surgery (key hole surgery), namely laparoscopic and hysteroscopic surgery

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High Intensity Focused Ultrasound (“HIFU”) treatment



**Dr. Choo Wan Ling**



**Date of Appointment**  
July 2013

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**Clinic**  
Mount Elizabeth Novena  
Specialist Centre #10-30

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



**Dr. Heng Tung Lan**  
FOUNDER &  
EXECUTIVE DIRECTOR



**Date of Appointment**  
January 2011

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**Clinic**  
Parkway East Medical Centre  
#02-08

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**Specialisations**  
Pregnancy care and delivery, female health screening, menopause and female wellness enhancement

## Obstetricians & Gynaecologists



**Dr. Hong Sze Ching**



**Date of Appointment**

July 2016

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**Clinic**

Mount Alvernia Medical Centre  
Block D #07-62

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**Specialisations**

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

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HIFU treatment



**Dr. Lee Keen Whye**

FOUNDER &  
EXECUTIVE DIRECTOR



**Date of Appointment**

January 2011

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**Clinic**

Gleneagles Medical Centre  
#08-15/16

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**Specialisations**

Endoscopic work, especially  
hysteroscopy, laparoscopy and  
vaginal rejuvenation

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HIFU treatment

## Obstetricians & Gynaecologists



**Dr. Natalie Chua**



**Date of Appointment**

August 2013

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**Clinic**

Parkway East Medical Centre  
#02-07

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**Specialisations**

Obstetric care – preconception health screening, antenatal care and delivery

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Gynaecological cancer screening and prevention, and the management of common gynaecological problems



**Dr. Clara Ong**



**Date of Appointment**

May 2019

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**Clinic**

Gleneagles Medical Centre  
#08-15/6

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**Specialisations**

Pregnancy care, menopausal care, family planning, management of general gynaecological conditions and colposcopy

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HIFU treatment

## Cancer-related Specialists



**Dr. Cindy Pang**



**Date of Appointment**  
December 2014

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**Clinic**  
Mount Elizabeth Novena  
Specialist Centre #08-25

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**Specialisations**  
Antenatal care to expectant mothers and manages a wide range of conditions related to the female reproductive system

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Main sub-specialty in gynaecological cancers and complex pelvic surgeries



**Dr. Lim Siew Kuan**



**Date of Appointment**  
May 2016

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**Clinic**  
Mount Elizabeth Novena  
Specialist Centre #06-53

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**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

## Dermatologists



**Dr. Joyce Lim**



**Date of Appointment**

January 2016

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**Clinic**

Paragon Medical Suites  
#11-16/20

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**Specialisations**

Children and adult medical dermatology including skin, hair and nail problems, aesthetic skin problems, laser and skin surgery



**Dr. Liew Hui Min**



**Date of Appointment**

December 2018

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**Clinic**

Gleneagles Medical Centre  
#06-01

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**Specialisations**

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



## Paediatricians



**Dr. Lim Xue Yan**



**Date of Appointment**

July 2017

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**Clinic**

Parkway East Medical Centre  
#04-06

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**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



**Dr. Irene Teo**



**Date of Appointment**

November 2017

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**Clinic**

11A Boon Tiong Road #01-11

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**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 including skin conditions

## Paediatricians



**Dr. Christina Ong**



**Date of Appointment**

November 2018

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**Clinic**

Mount Elizabeth Novena  
Specialist Centre #07-53

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**Specialisations**

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



**Dr. Petrina Wong**



**Date of Appointment**

February 2019

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**Clinic**

Gleneagles Medical Centre  
#08-14

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**Specialisations**




Management of children with respiratory and sleep conditions like wheezing, asthma, cough, allergies, snoring and other sleep issues, as well as general medical conditions



SINGAPORE O&G LTD.  
CARING FOR WOMEN'S & CHILDREN'S HEALTH


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  @soghealthcare     Singapore O&G Ltd



Obstetrics & Gynaecology



Cancer-related



Dermatology



Paediatrics