



Singapore O&G Ltd. (SOG)

Annual General Meeting 2016



8-Apr-2016

6 Jan 2011, our company was incorporated.
In Aug, our company was renamed Singapore O&G to better reflect the nature of our Group's core services

2011

2012



In Aug 2013, Dr Natalie Chua joined the Group.
In 2014, restructuring of our Group was completed after Beh's Clinic for Women and Choo Wan Ling Clinic for Women became part of the Group.

2013

2014



4 June 2015, SOG marked its trading debut on The Singapore Stock Exchange

June 2015



As at 31 Dec 2015, we have 6 O&G specialists and 1 breast & general surgeon

Dec 2015



31 Dec 2015, we welcomed Dr. Joyce Lim to the Group.



SOG History & Milestones

BOARD OF DIRECTORS



Dr. Lee Keen Whye
Executive
Chairman



Dr. Heng Tung Lan
Executive
Director



Dr. Beh Suan Tiong
Executive
Director



Mr. Christopher Chong
Lead Independent
Director



Mr. Chan Heng Toong
Independent
Director



Mr. Chooi Yee-Choong
Independent
Director

MANAGEMENT



Left to Right:

Dr. Ng Koon Keng
Chief Executive Officer

Ms. May Heng
Chief Administrative Officer

Mr. Eric Choo
Financial Controller

OUR SPECIALISTS



DR LEE KEEN WHYE



DR HENG TUNG LAN



DR BEH SUAN TIONG



DR CHOO WAN LING



DR NATALIE CHUA

SOG OBSTETRICIAN & GYNAECOLOGISTS

SOG WOMEN CANCER SPECIALISTS

DR RADHIKA LAKSHMANAN
DR CINDY PANG
DR LIM SIEW KUAN



SOG SKIN SPECIALIST

DR JOYCE LIM



DR HONG SZE CHING
*Obstetrician &
Gynaecologist starting in
July 2016*

OUR BUSINESS

We are specialist medical practitioners in women's healthcare with a long and established track record in the Obstetrics & Gynaecology field. Our focus will be on pregnancy care and delivery, the female reproductive system, gynaecological and breast cancer and dermatology and skin care.

Obstetrics

- General Obstetrics, Labour and Delivery
- Medical Problems in Pregnancy
- Obstetrical Complications and its Management

Gynaecology

- General Gynaecology
- Gynaecologic Surgery
- Female Pelvic Medicine/ Urogynaecology and Reconstructive Surgery

Breast Care Services and Gynae-Oncology

- Gynae-Oncological Surgery
- Breast & General Surgery

Dermatology and Skin Care

- Dermatologic Surgery and Laser Surgery
- Aesthetic Dermatological Procedures
- General Skin Care



Gleneagles Medical Centre

Paragon Medical Suites

Parkway East Medical Centre

Mount Elizabeth Novena Specialist Centre

Thomson Medical Centre

Mount Alvernia Hospital

Cassia Crescent

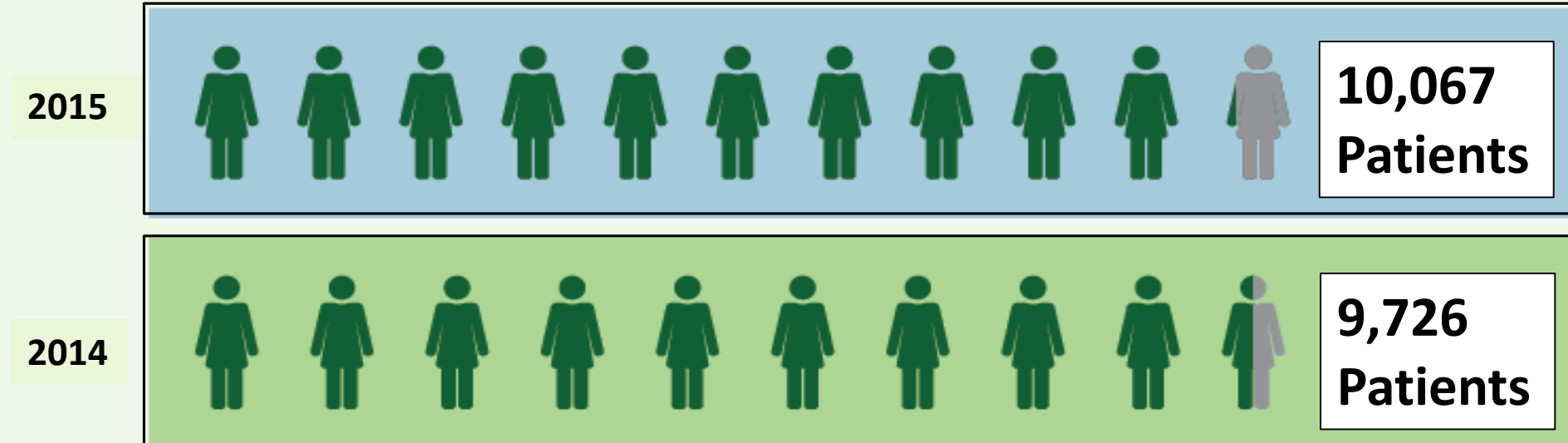


11 clinics, 7 locations by Jul 2016

PERFORMANCE INDICATORS

OUR PATIENTS ARE OUR TOP PRIORITY

NUMBER OF PATIENTS WHO VISITED OUR CLINICS



* Each figure represents 1,000 patients

Relevance To The Strategy

The number of patients visiting our clinics is a key determinant of our revenue. It is an important indicator of our pricing, positioning, marketing and locational strategies and also provides us feedback on our efforts to provide good patient care and service.

PERFORMANCE INDICATORS

As at
31 Dec 2015



As at
31 Dec 2014



As at
31 Dec 2013



As at
31 Dec 2012



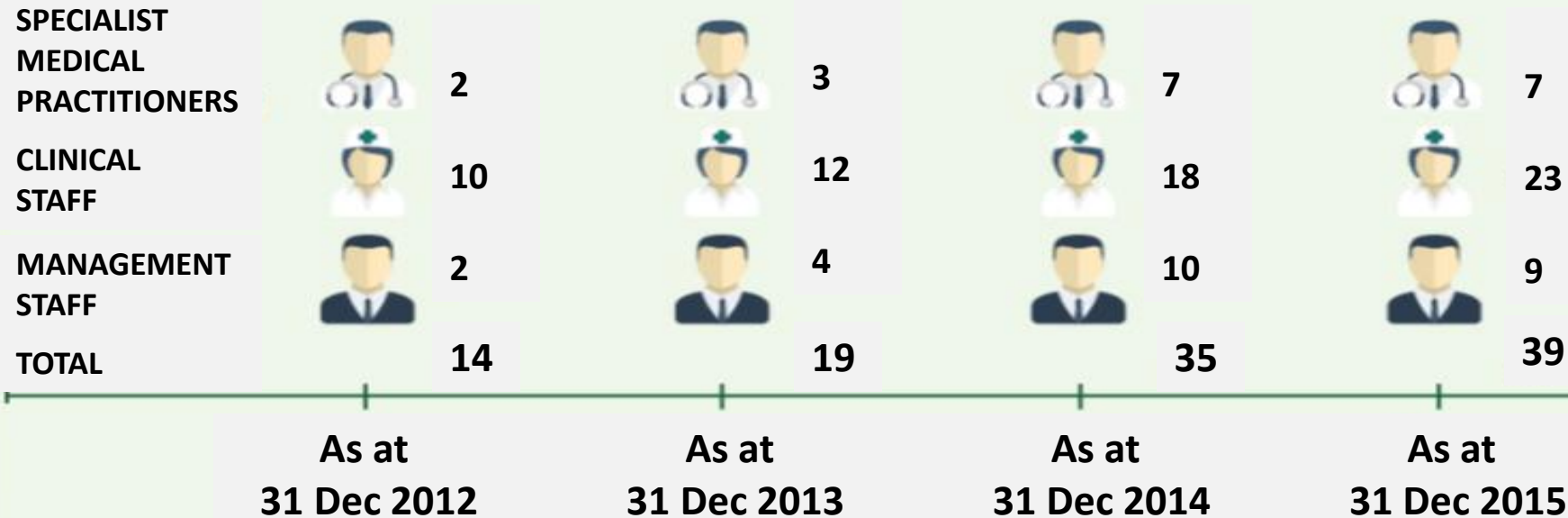
↑ 11.7%

* Each figure represents 200 babies

PERFORMANCE INDICATORS

FOCUS ON PEOPLE (Including specialist medical practitioners)

NUMBER OF AVERAGE HEADCOUNT

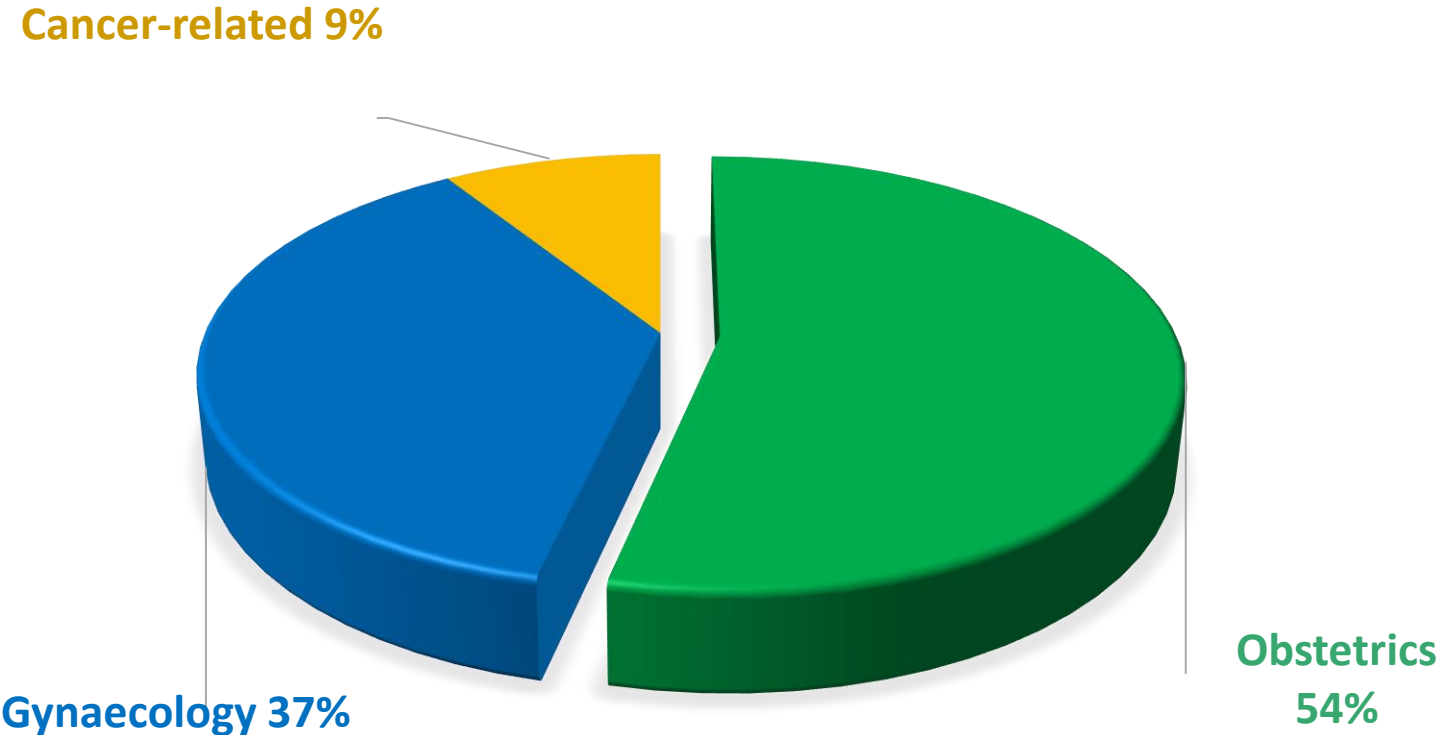


Specialist medical practitioners and clinical staff are responsible for ensuring our patients are well serviced. New specialist medical practitioners expand our capacity and our ability to offer other services. Management employees are responsible for executing our positioning, marketing and locational strategies and to ensure compliance.

Our people is one of the key focus areas for the success of SOG.

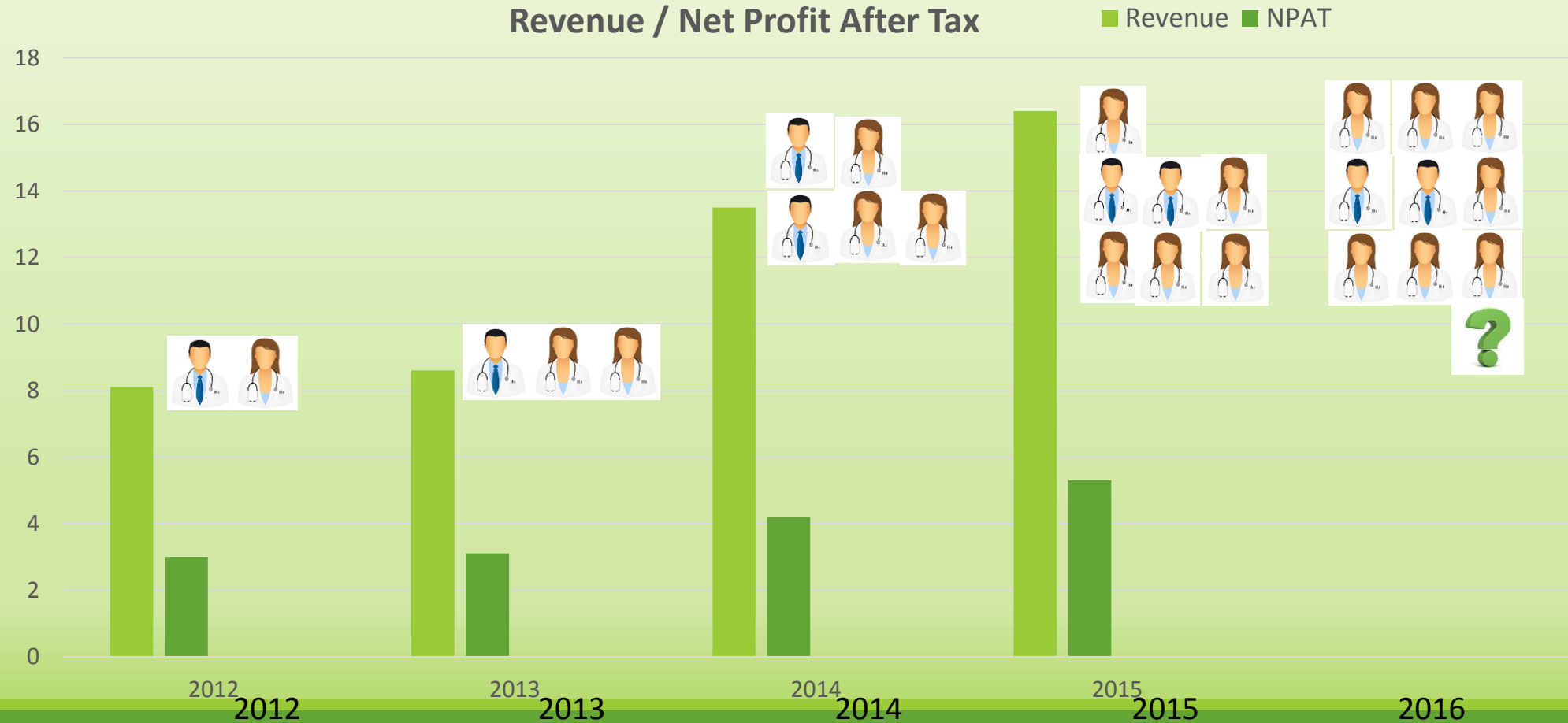
REVENUE BREAKDOWN – FY 2015

FY 2015



FINANCIAL PERFORMANCE COMPARISON

| <u>S\$'million</u> | <u>2012</u> <u>(Audited)</u> | <u>2013</u> <u>(Audited)</u> | <u>2014</u> <u>(Audited)</u> | <u>2015</u> <u>(Unaudited)</u> |
|---------------------------|---|---|---|---|
| Revenue | 8.1 | 8.6 | 13.5 | 16.4 |
| NPAT | 3.0 | 3.1 | 4.2 | 5.3 |



DIAGNOSIS OF FINANCIAL PERFORMANCE 2015

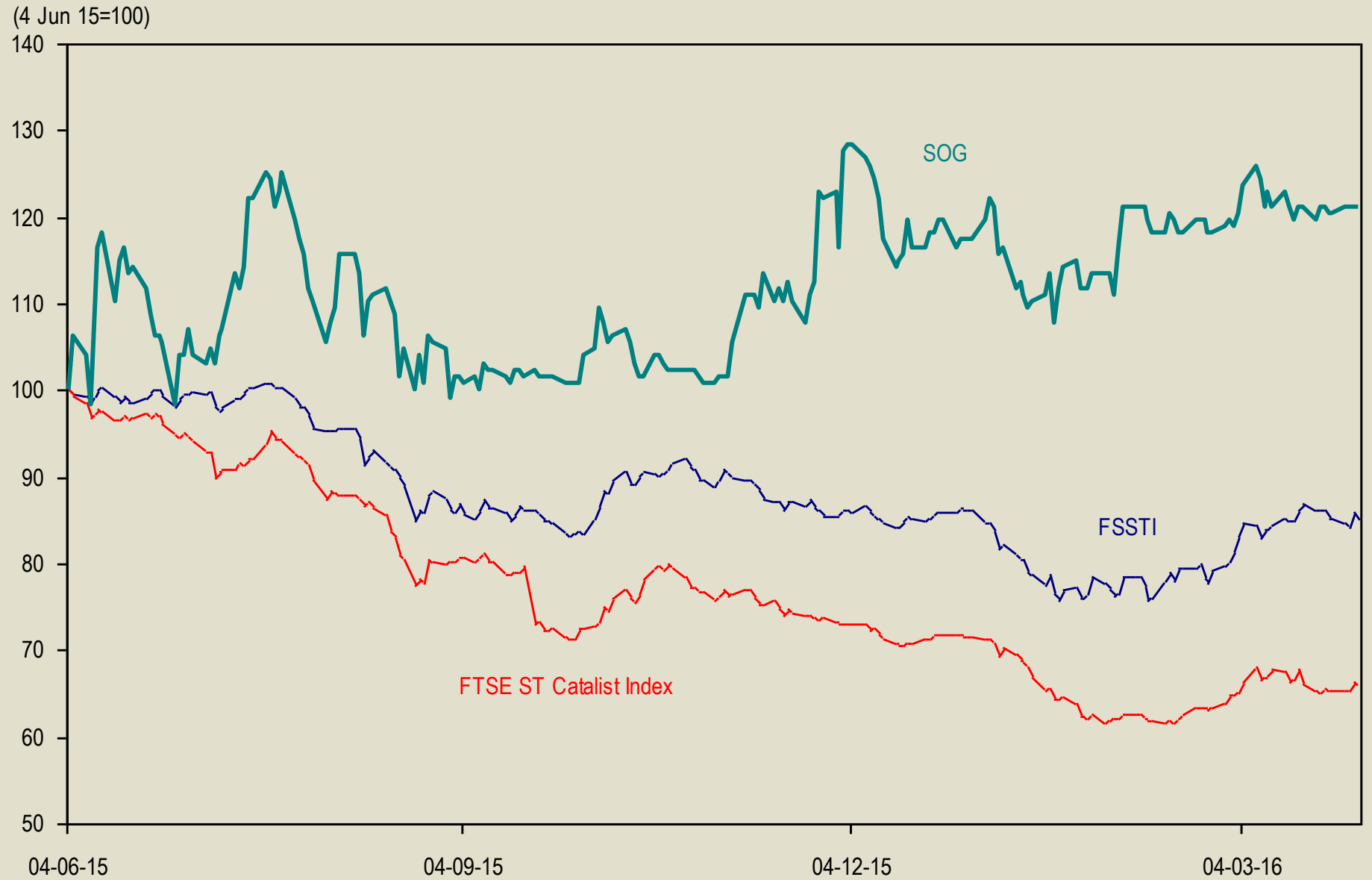
| | <u>S\$</u> | <u>%</u> |
|-------------------------------------|------------------|--|
| Revenue | 16,412,739 | 98.2% of total income |
| Other operating income | 182,016 | 1.1% of total income |
| Consumables & medical supplies used | (1,857,776) | 16.3% of total expenses |
| Employee benefits expense | (6,283,428) | 55.2% of total expenses |
| Depreciation | (240,006) | 2.1% of total expenses |
| Other operating expenses | (2,158,519) | 19.0% of total expenses |
| Profit from operations | 6,055,026 | 36.9% Profit from operations margin |
| Finance income | 126,573 | 0.8% of total income |
| Profit before tax | 6,181,599 | |
| Income tax expense | (840,274) | 7.4% of total expenses |
| Profit after tax | 5,341,325 | 32.5% Net profit margin |

FINANCIAL POSITION AS AT 31 DEC 2015

| | <u>Group</u> | |
|---|-------------------|-------------------|
| | 31/12/2015 | 31/12/2014 |
| | (Unaudited) | (Audited) |
| | S\$ | S\$ |
| ASSETS | | |
| Non-current assets | | |
| Goodwill | 842,295 | 842,295 |
| Plant and equipment | 678,680 | 601,383 |
| Investment in available-for-sale financial assets | 148,411 | - |
| | 1,669,386 | 1,443,678 |
| Current assets | | |
| Inventories | 278,452 | 204,860 |
| Trade and other receivables | 1,477,586 | 1,931,484 |
| Cash and cash equivalents | 24,209,144 | 11,276,114 |
| | 25,965,182 | 13,412,458 |
| Total assets | 27,634,568 | 14,856,136 |

| | <u>Group</u> | |
|-------------------------------------|-------------------|-------------------|
| | 31/12/2015 | 31/12/2014 |
| | (Unaudited) | (Audited) |
| | S\$ | S\$ |
| Cont'd | | |
| EQUITY AND LIABILITIES | | |
| Capital and reserves | | |
| Share capital | 14,428,020 | 4,212,615 |
| Reserves | 9,583,969 | 7,643,444 |
| Total equity | 24,011,989 | 11,856,059 |
| Non-current liabilities | | |
| Deferred tax liabilities | 85,536 | 12,696 |
| | 85,536 | 12,696 |
| Current liabilities | | |
| Trade and other payables | 1,648,992 | 1,749,551 |
| Deferred revenue | 379,693 | 279,076 |
| Current tax liabilities | 1,508,358 | 958,754 |
| | 3,537,043 | 2,987,381 |
| Total liabilities | 3,622,579 | 3,000,077 |
| Total equity and liabilities | 27,634,568 | 14,856,136 |

SOG's Price
Performance
Since 4 June 15





FUTURE PLANS & PROSPECTS

Recruitment Targets for 2016

- 1) Breast Surgeon (Dr Lim Siew Kuan will operate out of Mount Elizabeth Novena Specialist Centre from May 2016)
- 2) Obstetrician & Gynaecologist (Dr Hong Sze Ching will operate out of Mount Alvernia Medical Centre from Jul 2016)
- 3) Paediatrician Services (2H 2016)



“SOG's success as a company and a stock is part of the bullish story around the healthcare sector, which has remained resilient despite the strong market and economic headwinds last year.”

Women's Clinic Operator In The Pink of Health, Wong Wei Han, The Straits Times, 3 Feb 2016

“Singapore O&G- Winning combination of growth and dividends.”

UOB Kay Hian Retail Market Monitor Report, 15 Dec 2015



AWARDS & ACCOLADES

The table below ranks all the 2015-IPOs based on their listing date.

Women's healthcare provider Singapore O&G Ltd (SGX: 41X) emerged as the top winner.

Source: Share Investor, Jan 11 2016

| Share | Listing Date | Listing Price (\$S) | Price as at 8th Jan 2016 (\$S) | % Change |
|-----------------|--------------|---------------------|--------------------------------|----------|
| BHG Retail Reit | 11-Dec-2015 | 0.8 | 0.8 | 0.0% |
| Axcelasia | 27-Nov-2015 | 0.25 | 0.16 | -36.0% |
| Trendlines | 26-Nov-2015 | 0.33 | 0.27 | -18.2% |
| Jumbo | 9-Nov-2015 | 0.25 | 0.44 | 74.0% |
| TLV | 17-Sep-2015 | 0.22 | 0.13 | -43.2% |
| Soo Kee | 20-Aug-2015 | 0.3 | 0.16 | -45.7% |
| CMC Infocomm | 13-Aug-2015 | 0.25 | 0.07 | -72.4% |
| Choo Chiang | 29-Jul-2015 | 0.35 | 0.37 | 4.3% |
| NauticAWT | 23-Jul-2015 | 0.2 | 0.23 | 12.5% |
| IX Biopharma | 22-Jul-2015 | 0.46 | 0.47 | 1.1% |
| Singapore O&G | 4-Jun-2015 | 0.25 | 0.74 | 196.0% |
| GCCP | | 0.23 | 0.11 | 50.4% |

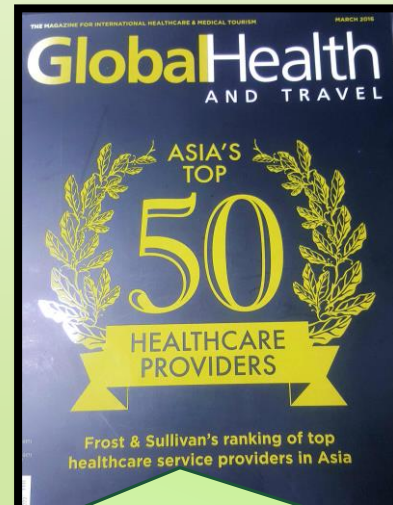
“Healthcare is the best-performing sector on SGX as investors are drawn to diversity, stability, growth prospects... Singapore O&G has also attracted plenty of investor attention. Since its Catalyst debut in June, the obstetrics-gynaecology specialist clinic group's stock has surged about 160 per cent to close at 66 cents last Friday.”

Health Stocks Immune to Market Bears, Wong Wei Han, The Straits Times, 5 Oct 2015

Top 10

| Company | Year-to-date total return* (%) |
|--------------------------------|--------------------------------|
| Singapore O&G | 164.0 |
| Riverstone Holdings | 72.6 |
| Q & M Dental Group Singapore | 71.6 |
| VicPlas International | 53.2 |
| Cordlife Group | 41.9 |
| Tianjin Zhong Xin Pharm Co-S | 22.9 |
| UG Healthcare Corp | 17.0 |
| Biosensors International Group | 16.2 |

Raffles Medical Group
Talkmed Group
NOTE: *As of Oct
Source: SINGAPORE



Frost & Sullivan's list ranks 50 healthcare service providers according to market capitalisation in 2015. It acts as a guide for investors looking to either establish healthcare services or select companies they should be putting their money into.

#41 Singapore O&G Ltd

Health Investor Asia IPO of the Year 2015

“SOG had a strong debut on the Catalist board last June, and its share price has gained some 185 per cent... Singapore O&G (SOG) capped off 2015 with solid earnings growth and a bright outlook since the stellar Catalyst debut in June.”

Health Investor Asia, 5 Jan 2016



THANK YOU