

## Clearbridge Remains on Positive EBITDA Path; Core Operating Businesses Register Revenue Growth of 21% in 2H2021 with Total Revenue of S\$34.12 Million for FY2021

- *The Group’s healthcare systems continue to perform strongly, with revenue growth of 33.9% in FY2021, increasing to S\$22.73 million with higher contributions from IGM Labs in Indonesia*
- *Excluding its revenue from sales of medical supplies (i.e. face masks and personal protective items) and COVID-19 Antibody Test Kits in FY2020 and FY2021, revenue from the Group’s medical and dental clinics also increased in FY2021, rising 22.9% from S\$9.27 million in FY2020 to S\$11.39 million in FY2021*
- *Expanding healthcare distribution network in Asia to deepen market access for the Group’s growing portfolio of healthcare products and provide business agility to harness additional business opportunities*
- *Fair value losses of S\$10.12 million were accounted in FY2021 due to fair value changes of an associate (Biolidics Limited), derivative financial instruments and derecognition of derivative financial assets recognised on Biolidics' call option*
- *The Group had net assets of S\$56.38 million, and cash at banks, short-term deposits of S\$14.55 million as at 31 December 2021*

Financial Year End - 31 December

(S\$ million)	FY2021	FY2020	Change (%)
<b>Revenue</b>	<b>34.12</b>	<b>36.26</b>	<b>(5.9)</b>
<b>Net (Loss)/Profit before taxation</b>	<b>(17.89)</b>	<b>2.12</b>	<b>N.M</b>
<b>Adjusted EBITDA*</b>	<b>1.00</b>	<b>3.51</b>	<b>(71.5)</b>

\*Excluding fair value losses/gains on associates and derivative financial instruments, gain on disposal of subsidiary, fair value adjustments on contingent consideration, non-recurring employee benefit expense and other operating expenses, share-based payment, and share option expenses as well as foreign exchange loss/ gain.

**SINGAPORE, 28 February 2022** – Asia’s integrated healthcare company, **Clearbridge Health Limited** (“Clearbridge” or the “Company” and together with its subsidiaries, the “Group”) (“明策集团”), has announced today its financial results for the full year ended 31 December 2021 (“FY2021”).

Since its listing on the SGX-ST in December 2017, the Group has quickly pivoted from a technology accelerator into an EBITDA-focused healthcare platform aligned with the emerging healthcare trends in Asia. The Group currently provides a broad base of healthcare solutions via 4 distinctive strategic business units (“SBUs”) across Asia:

- 1. Medical centres and clinics;**
- 2. Healthcare systems;**
- 3. Strategic medical technology investments; and**
- 4. Investments within the global healthcare sector that are EBITDA positive or at an inflection point with a clear line of sight to profitability.**

## Review of Financial Performance in FY2021

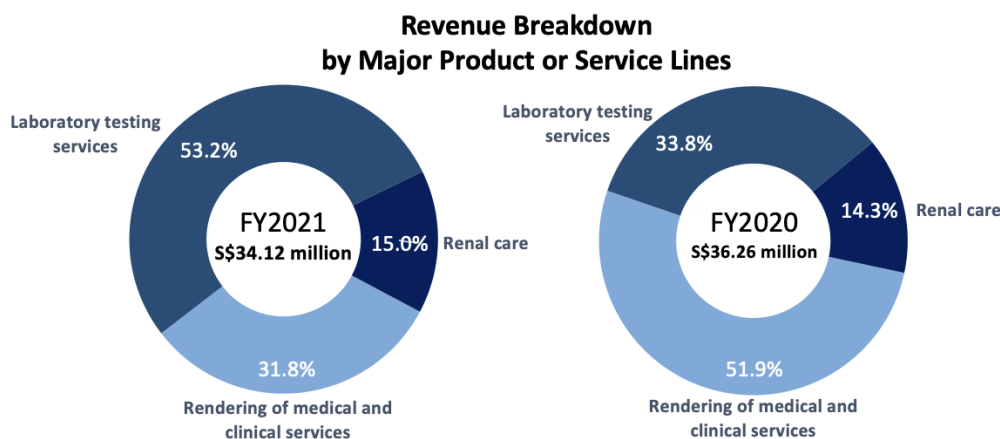
**Registered overall revenue of S\$34.12 million in FY2021 with strong performance by core operating businesses:** The Group’s healthcare systems, comprising the provision of laboratory services and renal care services, was the Group’s key growth driver for FY2021 with revenue increasing 33.9% to S\$22.73 million. Notably, PT Indo Genesis Medika (“**IGM Labs**”) increased its volume of diagnostic services rendered to the hospitals in Indonesia with higher patient flows. In addition, IGM Labs expanded its distribution business to harness new opportunities in the underserved diagnostic market within Indonesia.

With a Public-Private-Partnership Model, the Group currently manages a total of 47 hospital joint operation contracts in Indonesia serving close to 4 million patients per year, primarily in the area of renal care (through PT Tirta Medika Jaya (“**TMJ**”) which was acquired in April 2018) and pathology (through IGM Labs which was acquired in May 2019) at public and private hospitals (ranging from Class A hospitals to Class C hospitals) in Indonesia. The renal care services and laboratory testing services offered by TMJ and IGM Labs respectively are reimbursed through the Indonesia government’s health coverage program.

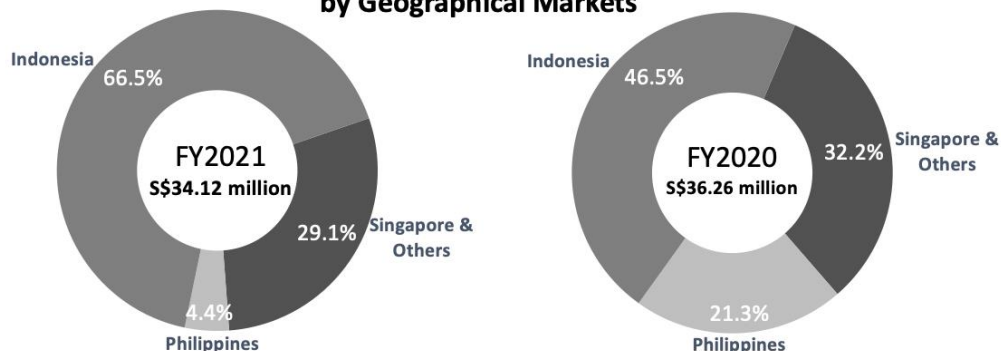
The Group’s medical centres and clinics in Asia, comprising ten dental clinics operating under the “Dental Focus” brand name and a medical clinic in Singapore, Medic Surgical Pte Ltd (“**Medic Surgical**”), a medical clinic in Hong Kong as well as a medical centre and clinics in the Philippines, continue to perform resiliently.

Excluding the revenue contributed from sales of medical supplies (i.e. face masks and personal protective items) and COVID-19 Antibody Test Kits in FY2020 and FY2021, the revenue from the Group’s medical clinics and centres in Asia increased by S\$2.12 million, from S\$9.27 million in FY2020 to S\$11.39 million in FY2021.

The Group’s overall revenue dipped slightly to S\$34.12 million in FY2021, despite the substantial decline in revenue from the Group’s sales of medical supplies and COVID-19 Antibody Test Kits during FY2021.



### Revenue Breakdown by Geographical Markets



The Group's employee benefits expense increased by 6.2% to S\$8.45 million in FY2021 from S\$7.95 million in 1H2020 mainly due to higher bonuses and share-based payment pursuant to performance bonus scheme based on prior year performance that aims to promote higher performance goals to recognize exceptional achievements of employees.

The Group's other income in FY2021 decreased marginally by 3.0% to S\$3.71 million, from S\$3.82 million in FY2020, which was mainly attributed to the reversal of deferred consideration related to the acquisition of IGM Labs finalised in Oct 2020, decrease in foreign exchange gain, decrease in grant income as well as lower interest income from fixed deposits. These were partially offset by gain on disposal of subsidiary, increase in loan extinguishment in relation to the fair values changes of the convertible bonds subsequent to the partial redemption in Oct 2021 and waiver of debts from other payables due to disposal of subsidiary.

The Group incurred other operating expenses of S\$9.56 million in FY2021, of which non-recurring expenses amounted to S\$4.47 million as compared to S\$1.25 million in FY2020.

The non-recurring other operating expenses were mainly due to one-off legal and professional fees incurred pursuant to internal capital restructuring and litigation in Indonesia, disposal of subsidiaries, allowance of impairment of trade and other receivables, impairment of property, plant and equipment and inventories written off.

In FY2021, the Group's finance costs decreased 18.6% to S\$1.90 million as there were lower interest expense on bank loans, lower interest charged on the Convertible Bonds issued by the Company due to partial redemption of Convertible Bonds in October 2021, and a decrease in interest charged on the convertible bonds issued by CBBP to Seeds Capital due to disposal of the CBBP group completed in April 2021.

**Fair value losses of S\$10.12 million were accounted in FY2021:** Fair value changes are non-cash components and it does not affect the Group's liquidity position.

In FY2021, the decline in the share price of Biolidics Limited resulted in a fair value loss of S\$6.62 million as compared to a fair value gain of S\$3.31 million recognised in FY2020. In addition, the Group recorded a fair value loss on derivative financial instruments of S\$3.50 million in FY2021, compared to a gain of S\$2.17 million in FY2020 mainly due to the



derecognition of derivative financial assets recognised on the Biolidics call option of S\$2.75 million in FY2021.

**Achieved positive adjusted EBITDA in FY2021:** With an EBITDA-focused business strategy, the Group's registered an adjusted EBITDA of S\$1.00 million for FY2021.

The Group had total assets of S\$82.72 million as at 31 December 2021, of which non-current assets and current assets stood at S\$51.61 million and S\$31.11 million respectively. The Group's total liabilities reduced from S\$37.04 million to S\$26.35 million as at 31 December 2021, of which non-current liabilities and current liabilities stood at S\$9.13 million and S\$17.22 million respectively.

### ***Key Corporate Updates in FY2021***

In March 2021, the Group raised gross proceeds of S\$11.51 million via the issuance of new convertible preference shares of its wholly-owned subsidiary, Clearbridge Medical Group Pte. Ltd ("**CBMG**"), for the expansion of its businesses that are primarily involved in medical centres, dental clinics as well as the distribution of medical supplies.

To increase its business agility and harness new opportunities in Asia's healthcare market, the Group has been expanding its capabilities in healthcare distribution within the region. During the COVID-19 pandemic, the Group has successfully deployed several COVID-19 related product and service offerings through various primary and secondary healthcare touchpoints in Asia. While certain market segments have increasingly more competitive, the Group continues to broaden its product portfolio and expand market presence that aligns with emerging healthcare trends in Asia.

In August 2021, the Group announced that its subsidiary, CBMG, has entered into a purchase contract with, among others, China National Biotec Group Company Limited (中国生物技术股份有限公司) ("**CNBG**") and Beijing Institute of Biological Product Co., Ltd. (北京生物制品研究所有限责任公司), a subsidiary of CNBG, to purchase the SARS-CoV-2 Vaccine (Vero Cell), Inactivated or COVID-19 Vaccine (Vero Cell), Inactivated, also known as COVID-19 Vaccine BIBP (the "**Sinopharm COVID-19 Vaccine**") for use in Singapore. The Group is currently exploring opportunities in other markets for the Sinopharm COVID-19 Vaccine.

In the Philippines, the Group is currently the only importer and distributor of Labnovation Technologies, Inc.'s ("**Labnovation**") COVID-19 Antigen Rapid ("**ART**") Test Kit, as the Group has submitted and obtained the relevant regulatory approval for the ART Test Kit to be used in the country. The Labnovation COVID-19 ART Test Kit is one of only two approved self-administered COVID-19 ART Test Kits by the Food and Drug Administration of the Philippines for self-testing. More details can be found in the Company's announcement issued on 26 January 2022.



In Hong Kong, the Group is also distributing Labnovation COVID-19 ART Test Kit and it has established offline and online channels to market and sell Labnovation COVID-19 ART Test Kit.

**Mr Jeremy Yee (余斌), Executive Director and Chief Executive Officer of Clearbridge, said, “As COVID-19 becomes endemic, our core operations in healthcare, medical and dental business activities across Southeast Asia continue to expand and deliver topline growth.**

*Coupled with our EBITDA-focused strategy, our four strategic business units represent a diverse array of opportunities in Asia’s healthcare market with a long runway for cash generation and growth.*

*Altogether, we believe that the combination of these growth drivers and commercial opportunities will continue to propel our healthcare businesses and investments forward and help yield sustainable value for our stakeholders.”*

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This press release is to be read in conjunction with Clearbridge’s exchange filings on 28 February 2022, which can be downloaded via [www.sgx.com](http://www.sgx.com).

***Issued on behalf of Clearbridge Health Limited by 8PR Asia Pte Ltd.***

**Media & Investor Contacts:**



Mr. Alex TAN  
Mobile: +65 9451 5252  
Email: [alex.tan@8prasia.com](mailto:alex.tan@8prasia.com)

**About Clearbridge Health Limited**

(Bloomberg Code: CBH:SP / Reuters Code: CLEA.SI / SGX Code: 1H3)

Aligning with the emerging healthcare trends in Asia, Clearbridge Health Limited is a healthcare group that currently provides a broad base of healthcare solutions via 4 distinctive strategic business units, comprising healthcare systems, medical clinics/centres and strategic medical technology investments, in nexus of high demand across Asia as well as investments within the global healthcare sector that are EBITDA positive or at an inflection point with a clear line of sight to profitability.

For more information, please visit us at [www.clearbridgehealth.com](http://www.clearbridgehealth.com).

*This press release has been prepared by the Company and has been reviewed by the Company’s sponsor, United Overseas Bank Limited (the “Sponsor”), for compliance 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. This press release has not been examined or approved by the SGX-ST. The SGX-ST assumes no responsibility for the contents of this*



*press release, including the correctness of any of the statements or opinions made or reports contained in this press release. The contact person for the Sponsor is Mr David Tham, Senior Director, Equity Capital Markets, who can be contacted at 80 Raffles Place, #03-03 UOB Plaza 1, Singapore 048624, telephone: +65 6533 9898.*