THOMSON MEDICAL GROUP LIMITED

Staying resilient and forging ahead

21st Annual General Meeting | Oct 22, 2021 | Singapore







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Agenda

- **Business Overview**
- **Financial Review**
- **Growth Plans**

Business Overview



Key Corporate Milestones

2019

Debut **Bond Offering,** the Group's first step into the debt capital markets

THOMSON WELLTH

Commenced operations at **Thomson Wellth@Paragon,** an integrated facility houses services for fertility, TCM, sports medicine, preventive medicine and wellness, aesthetics and diagnostic imaging - providing upstream and preventive care for the entire family from a central location in the heart of Orchard Road

2018

Completion of **Acquisition** of two Healthcare Group in Singapore and Malaysia



Thomson Medical Pte Ltd Singapore



TMC Life Sciences Bhd Kuala Lumpur

2020

THOMSON WOMEN'S CLINIC 康盛

THOMSON PAEDIATRIC CENTRE

THOMSON CHINESE MEDICINE 中康医盛

Established an anchor presence at **Punggol@ Waterway Point** to meet healthcare needs of young families in the North-East region of Singapore

2021



Thomson Hospital Kota Damansara newly completed expansion wing will be operational around end of 2021

THOMSON KIDS SPECIALISED LEARNING

Officially opened a dedicated learning centre for children with learning needs

TMC successfully achieved triple **ISO certifications** for **Quality**, **Environmental** and **Occupational Health & Safety**

THOMSON X

Launched **Thomson X** to oversee the technology roadmap for the Group

Singapore Healthcare Assets



Novena Medical Centre





Thomson Medical Centre



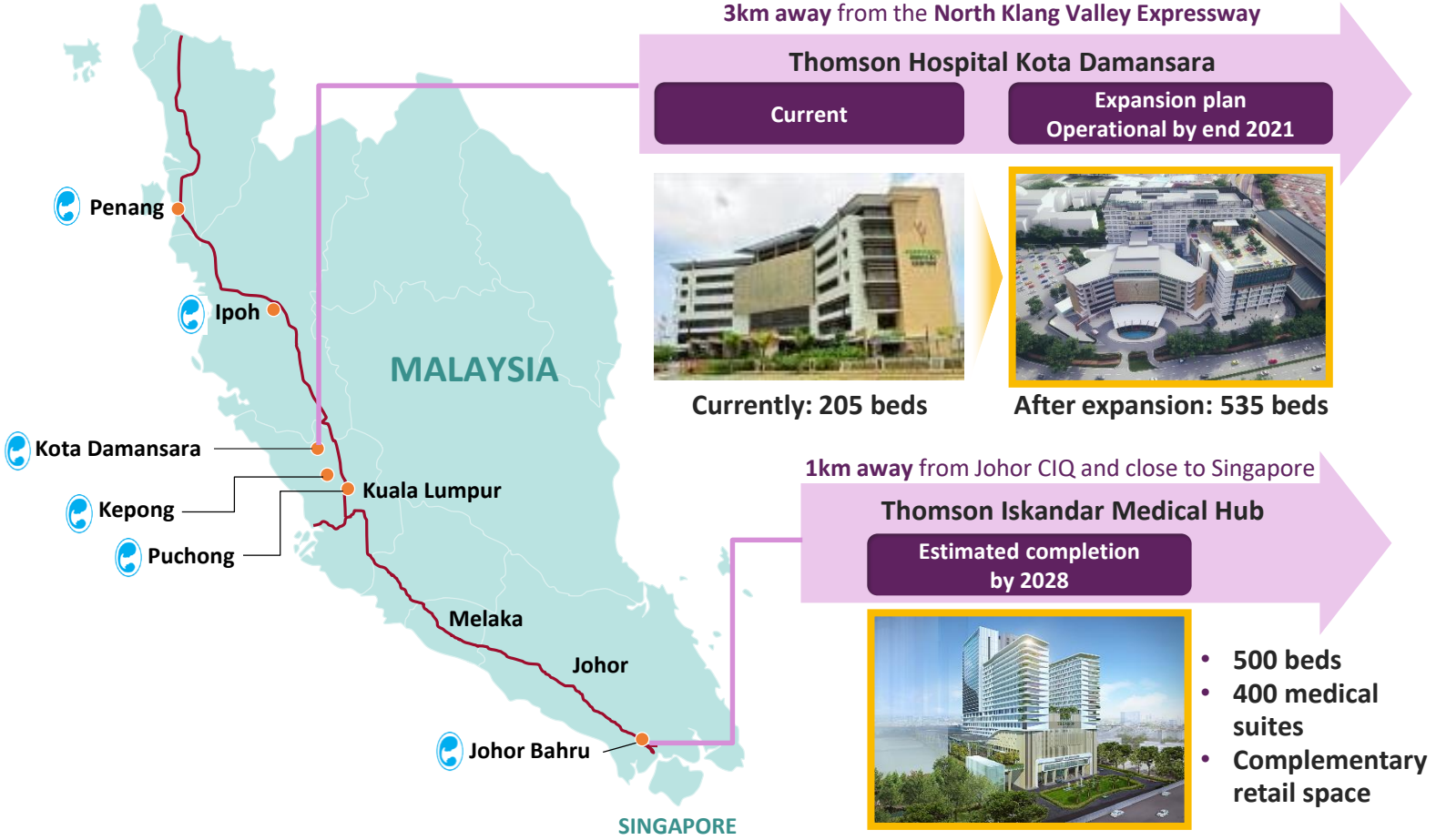
LEGEND:

- Women's clinic
- Paediatric's clinic
- Other clinics and centres

- **Flagship Thomson Medical Centre**
- **39 clinics and centres islandwide**

THOMSON FERTILITY CENTRE
THOMSON DENTAL CENTRE
THOMSON WOMEN'S CLINIC 康盛
THOMSON WOMEN CANCER CENTRE
THOMSON SURGICAL CENTRE
THOMSON PAEDIATRIC CENTRE
THOMSON SURGICAL CENTRE
THOMSON GP CLINIC
THOMSON 24-HR FAMILY CLINIC
THOMSON WELLTH
THOMSON KIDS SPECIALISED LEARNING
THOMSON CHINESE MEDICINE 中康医盛

Malaysia Healthcare Assets



Located **next to** Kota Damansara **Mass Rapid Transit station** and **3km away** from the **North Klang Valley Expressway**

Thomson Hospital Kota Damansara

Current

Currently: 205 beds

Expansion plan Operational by end 2021

After expansion: 535 beds

1km away from Johor CIQ and close to Singapore

Thomson Iskandar Medical Hub

Estimated completion by 2028

- 500 beds
- 400 medical suites
- Complementary retail space

- **Flagship Thomson Hospital Kota Damansara**
- **8 fertility clinics and other centres**

TMC FERTILITY CENTRE

TMC CARE PHARMACY

THOMSON TCM

Financial review



Group Financial Highlights – FY2021



Strong results amid COVID challenges

11.2% growth in Revenue in FY2021 to **$240.4m**

40.6% growth in EBITDA in FY2021 to **$66.8m**

PAT in FY2021 of **$16.9m** compared to a net loss of $4.6m in FY2020^

^ excluded one-off impairment



Healthy balance sheet

Strong cash position of **$122.7m** as at 30 June 2021

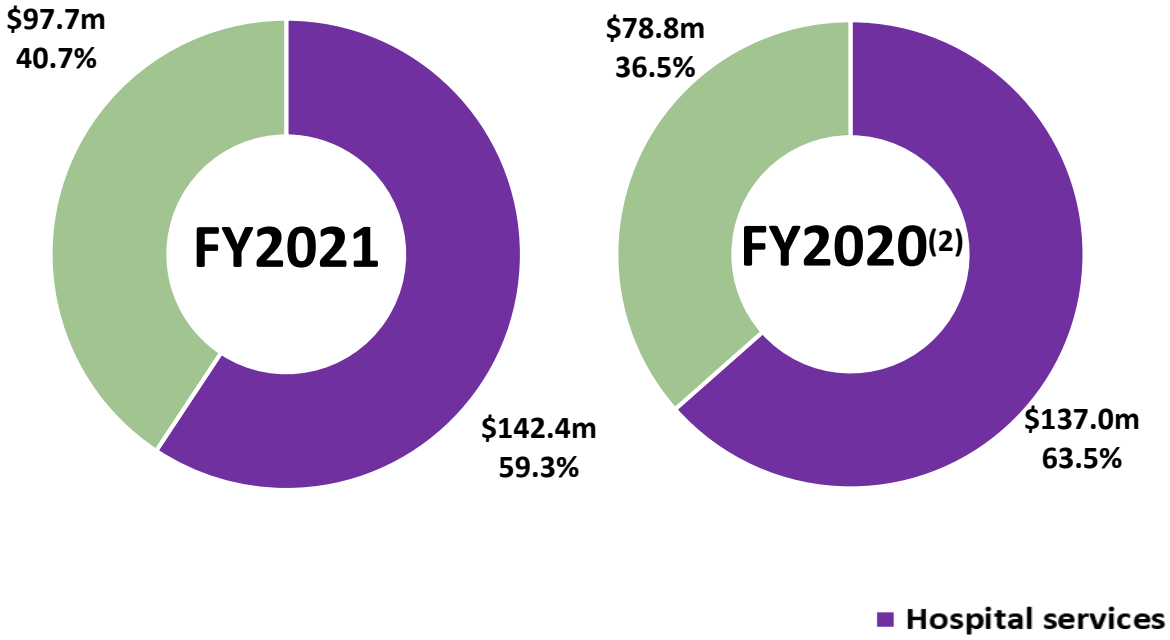


Final Dividend

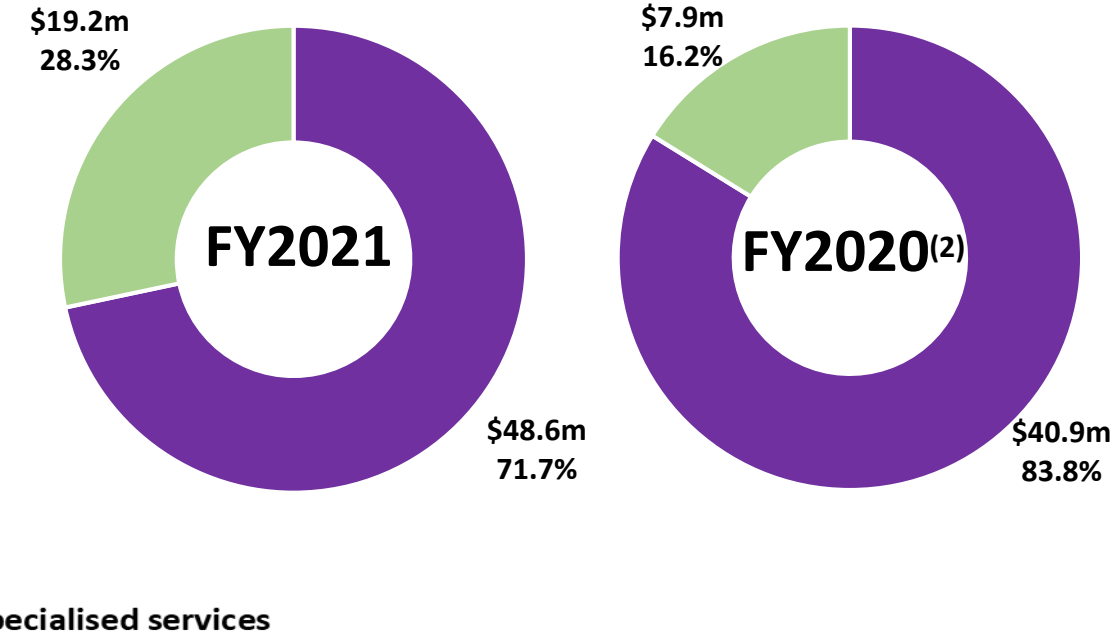
Board of Directors recommend **final dividend** of **0.015** cents per share

Business Segments

REVENUE



EBITDA[1]



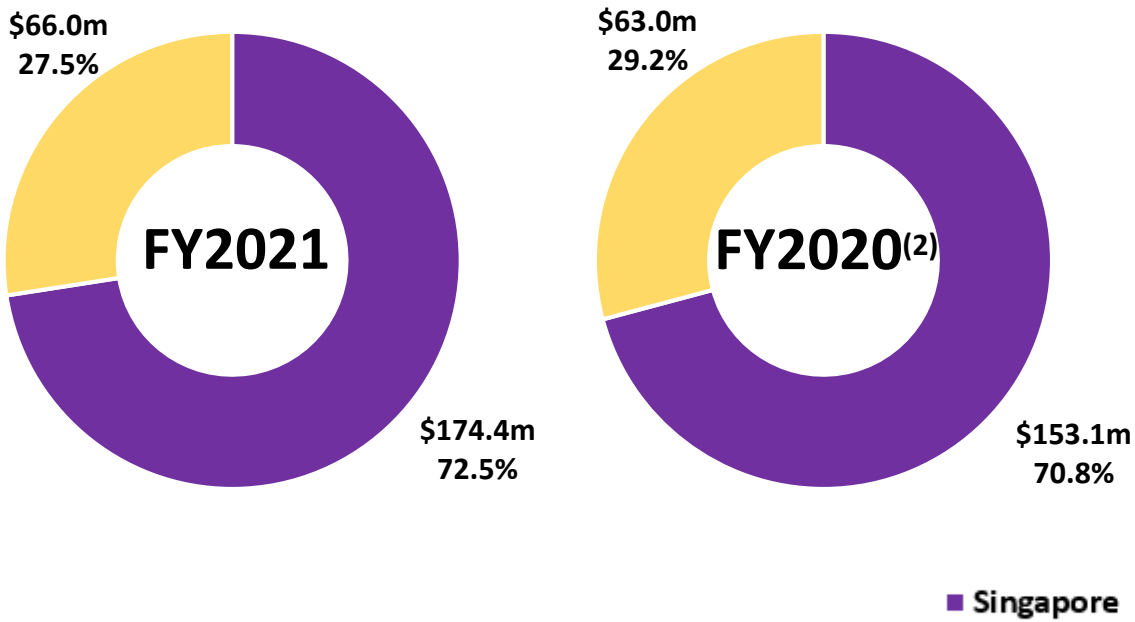
Hospital services Specialised services

- Continued revenue and EBITDA growth across both business segments
- Stronger growth in the specialised services due to higher projects revenue as well as broad base business recovery

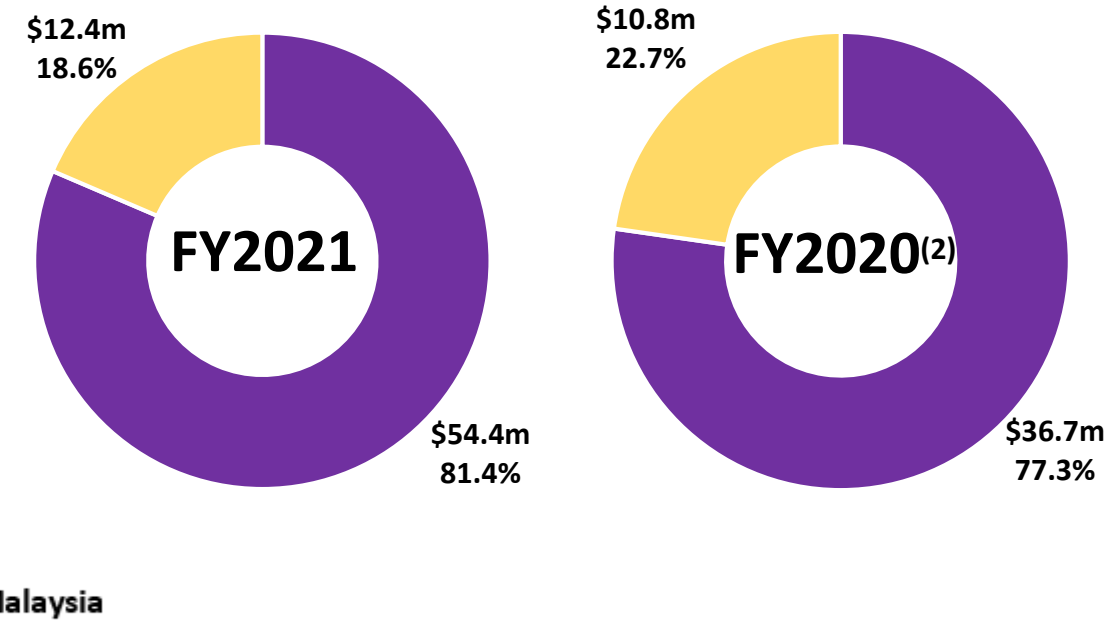
[1] Adjusted for non-cash impairment
[2] Proforma 12-month from 1 Jul 2019 to 30 Jun 2020

Geographical Segments

REVENUE



EBITDA[1]



Singapore Malaysia

- Continued revenue and EBITDA growth across in Singapore and Malaysia
- Stronger growth in Singapore driven by higher projects revenue, government grants as well as strong recovery across all business segments

[1] Adjusted for non-cash impairment
[2] Proforma 12-month from 1 Jul 2019 to 30 Jun 2020

Growth Plans

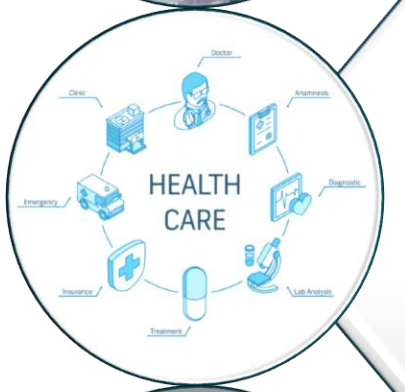


Growth Plans



Thomson Hospital Kota Damansara (THKD)

- Newly completed expansion wing received the Certificate of Completion and Compliance (CCC) on 5 May 2021 and expected to be operational around end 2021
- New building will house a brand new Cancer & Theranostics Centre, Nuclear Medicine Centre, Eye Health Centre, Preventive Health and Family Medical Centre, amongst other.



New Centres & Services

- **New centres & services –** to establish nodal centres across Singapore, in particular new townships to meet growing healthcare demand for families
- **Thomson Kids –** dedicated centre with structured education programme to help children with learning needs
- **Thomson X –** chart the Group's technology roadmap to unlock new growth areas



Merger & Acquisitions in Singapore and the region

- To identify opportunities in Singapore and the region to grow Pan-Asian footprint

TMG 21st Annual General Meeting Presentation

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