

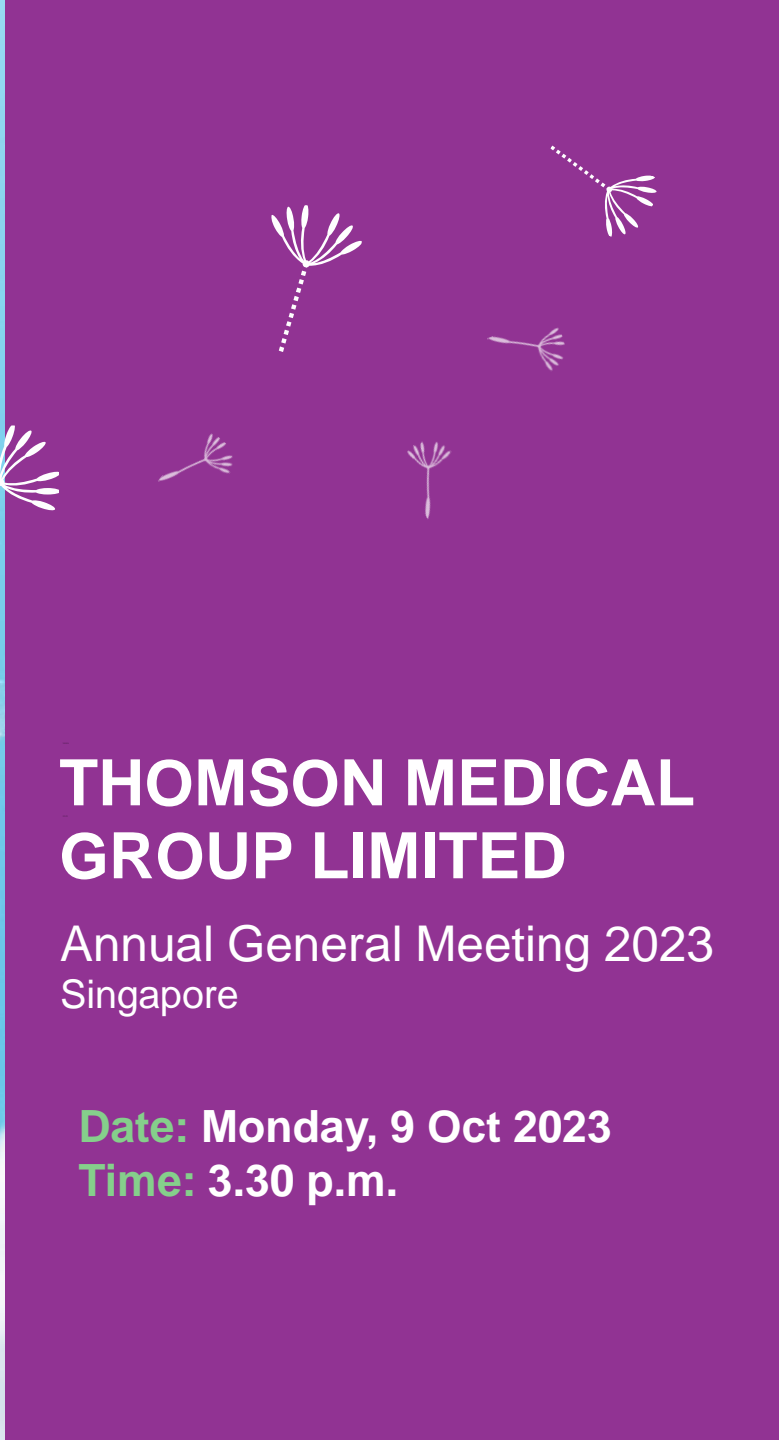


# THOMSON MEDICAL GROUP LIMITED

Annual General Meeting 2023  
Singapore

**Date:** Monday, 9 Oct 2023

**Time:** 3.30 p.m.



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# FY2023 Financial Highlights

## Group Financial Highlights – FY2023



### Revenue Growth and Steady Profit

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6.6%  FY2023 Revenue  
\$355.8m

5.8%  FY2023 EBITDA  
\$103.3m

29.9%  FY2023 PAT  
\$41.1m



### Healthy Balance Sheet

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Successfully redeemed  
**S\$225.0m** bonds  
due in July 2022 with a  
revolving loan

Successfully raised  
**S\$150.0m** bonds in  
May/Jul 2023



### Final Dividend

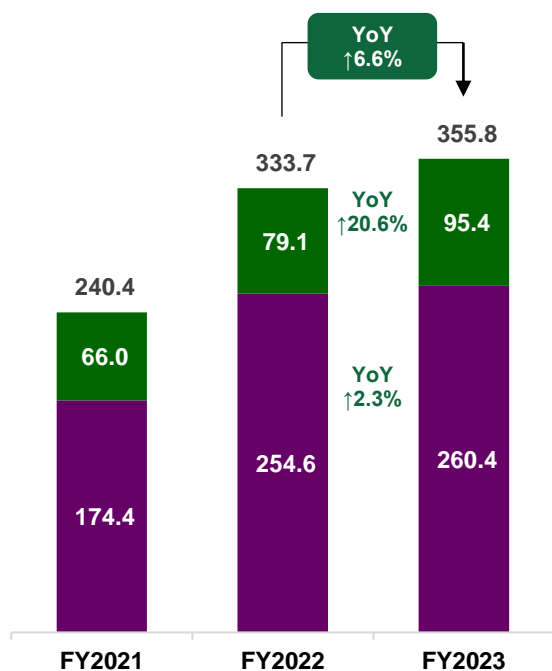
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Board of Directors  
recommend final dividend of  
**0.040 cents** per share

# Historical Financial Highlights

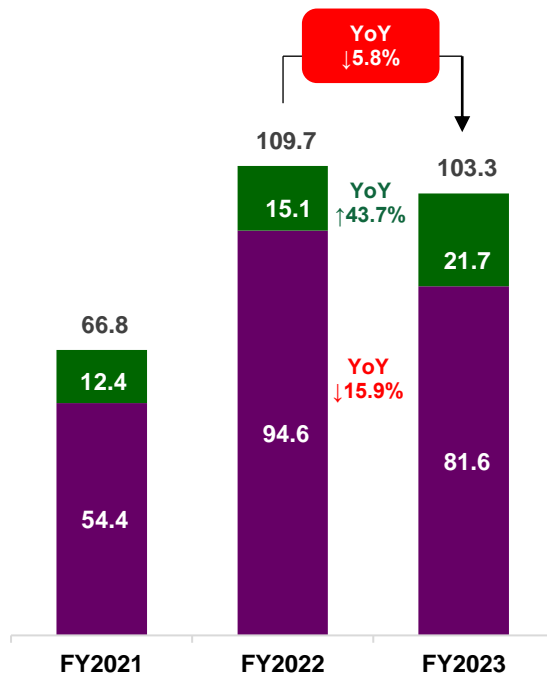
## REVENUE

Revenue by Geographical Segments (\$mil)



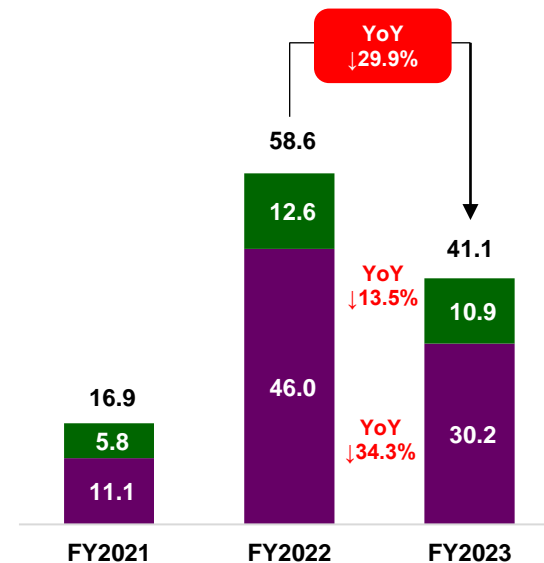
## EBITDA

EBITDA by Geographical Segments (\$mil)



## PROFIT AFTER TAX

PAT by Geographical Segments (\$mil)

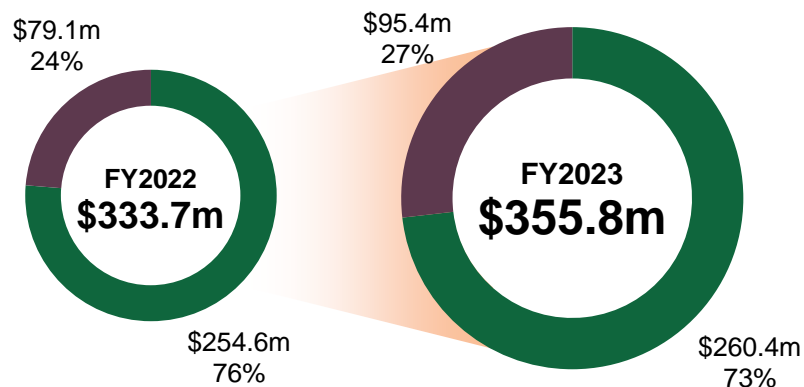


■ Singapore ■ Malaysia

# Geographical Segments – FY2023

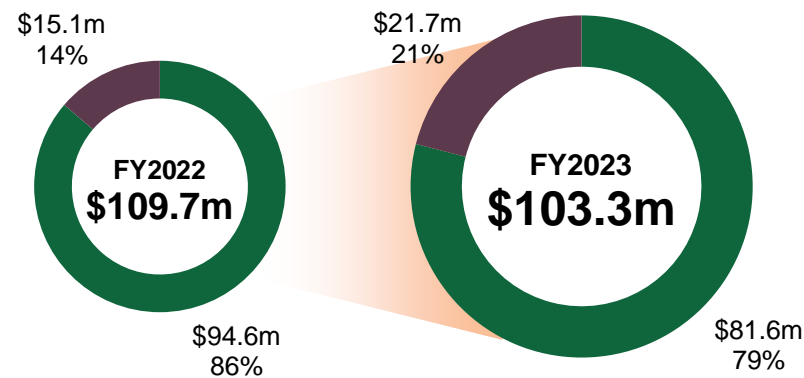
## Revenue

(\$\$ in millions)



## EBITDA

(\$\$ in millions)



■ Singapore

■ Malaysia

## EBITDA margin

Segments	FY2021	FY2022	FY2023
Singapore	31.2%	37.2%	31.3%
Malaysia	18.8%	19.1%	22.7%
Total	27.8%	32.9%	29.0%

## Key Operating Statistics

	FY2021	FY2022	FY2023
<b>LICENSED BEDS<sup>1</sup></b>			
Singapore	187	187	187
Malaysia	205	308	350
Total	392	495	537
<b>OPERATIONAL BEDS<sup>2</sup></b>			
Singapore	181	181	178
Malaysia	205	299	314
Total	386	480	492
<b>BOR<sup>3</sup></b>			
Singapore	49.2%	52.4%	55.3%
Malaysia	47.1%	52.7%	57.4%

<sup>1</sup> Licensed beds are the number of beds approved by the Ministry of Health in the respective jurisdictions that the hospitals are allowed to operate as at the end of the financial period.

<sup>2</sup> Operational beds is an internal measure that include licensed beds utilised for patients.

<sup>3</sup> Bed Occupancy Rate represents the percentage of operational overnight beds occupied by inpatients



# Business Overview, Updates and Growth Plans



# Key Businesses

**THOMSON**  
MEDICAL GROUP

- Listed on Mainboard of SGX
- Market capitalisation of S\$1.6 billion<sup>(1)</sup>

100%

**THOMSON**  
MEDICAL GROUP



- One of the largest private providers of healthcare services for women and children in Singapore
- 37 clinics and centres today compared to 16 in 2010



**S\$260m**  
FY23 Revenue

~70%

**TMC LIFE SCIENCES BERHAD**



- Multi-disciplinary healthcare company listed on Bursa Malaysia
- Operates Thomson Hospital Kota Damansara ("THKD"), a tertiary hospital located in Kota Damansara, and the award winning and industry leading TMC Fertility Centre
- Also owns Thomson Iskandar Medical Hub, which is currently under planning



**S\$96m**  
FY23 Revenue

100%

**VANTAGEBAY**  
HEALTHCARE CITY



- 9.2ha of freehold waterfront land strategically located in Iskandar Malaysia and in Johor Bahru's City Centre
- Creation of an integrated health and wellness development unique to the region



**Under planning**

100%

**FV**  
HOSPITAL  
World Class Healthcare in Vietnam



- Dubbed the "Gleneagles Hospital of Vietnam", FV Hospital has evolved into a full-service, one-stop provider of quality healthcare
- Covering a gross floor area (GFA) of 26,300 sq.m and with a staff of over 1,600 healthcare professionals, including over 200 doctors



**Pending completion** <sup>(2)</sup>

(1) As at 30 June 2023.

(2) The proposed acquisition of FV Hospital in Vietnam by the Group (the "Proposed Acquisition") is subject to and conditional upon, amongst other things, the approval of the shareholders of TMG of the Proposed Acquisition in general meeting; the receipt of a copy of the merger clearance notification in respect of the Proposed Acquisition issued by the Ministry of Industry and Trade of Vietnam; and the receipt of a copy of the relevant mergers and acquisitions approval notice in respect of the Proposed Acquisition issued by the Department of Planning and Investment of Vietnam.

# THOMSON MEDICAL PTE LTD (“TMPL”)

## HOSPITAL OPERATIONS & ANCILLARY SERVICES

Established in 1979, TMPL owns and operates Thomson Medical Centre (“TMC”) and a network of specialist medical clinics and facilities providing outpatient women and children healthcare services, as well as diagnostic imaging, health screening, gynaecological oncology, dentistry, specialist dermatology and Traditional Chinese Medicine.



**187**  
Licensed beds<sup>(1)</sup>

- Comprehensive range of services that together with its tenant specialists provide convenience for patients who require O&G, paediatric and other related services, such as surgical operations, diagnostic imaging, pharmacy and laboratory services



- Thomson Diagnostic Imaging Centre (“TDIC”) providing X-ray and ultrasound services
- Also has a fetal assessment unit which provides tertiary level obstetric ultrasonographic screening for fetal abnormalities
- In addition to TMC, TDIC is also located at Paragon Medical and Novena Medical Centre



- 24-hour family clinic providing general medical consultation for the treatment of common medical ailments
- Managed by a team of resident medical officers

Note: Information as at 30 June 2023.  
(1) Licensed beds are approved no. of beds by the Ministry of Health in the respective jurisdictions that the hospitals are allowed to operate as of 30 June 2023.

# TMC LIFE SCIENCES BERHAD (“TMCLS”)



## HOSPITAL OPERATIONS & ANCILLARY SERVICES

In 2008, TMCLS established Thomson Hospital Kota Damansara (“THKD”). THKD is its flagship multi-disciplinary tertiary care centre equipped with advanced medical technology and infrastructure to deliver quality and affordable healthcare solutions



### AS AT 30 JUNE 2023



**350**  
Licensed  
beds<sup>(1)(2)</sup>



**57%**  
Bed Occupancy  
Rate (“BOR”)<sup>(3)</sup>

### FUTURE GROWTH

**554** Maximum bed capacity

- On 30 March 2022, THKD received operating license from the Ministry of Health for its new expansion wings and new oncology unit
- To be opened progressively in the near term

### KEY ACHIEVEMENTS OF THKD

**First in Malaysia** to offer ENT, head and neck CO2 laser treatment

**One of four** private hospitals in Malaysia to offer specialised interventional neuro-radiology services

**First in Asia Pacific** to obtain the Mediso AnyScan Hybrid Imaging machine, an all-in-one SPECT, CT and PET system for nuclear medicine

**First hospital in Malaysia** to receive the Silver award under the Healthcare category by GreenRE for its green building initiatives

### AWARD-WINNING SPECIALIST HOSPITAL AND CLINICS



**Specialist Hospital of The Year in APAC 2022**



**Advanced Paediatrics Service Provider of the Year in APAC 2023**



**Gastroenterology Service Provider of The Year in APAC 2022**

### EXECUTED INITIATIVES IN 2022

- ✓ TMC Fertility Centre launched Fertility GeneCode and My GeneCode, a **ground-breaking genetic screening technology**
- ✓ Started offering **radiotherapy services** in March 2022

### ENT, HEAD AND NECK LASER CENTRE

- Comprehensive surgical and medical treatments for all ear, nose, throat, head and neck diseases



**ENT Clinic of The Year in APAC 2022**



**ENT Service Provider of The Year in APAC 2018 - 2019**

Note: Information as at 30 June 2023.

(1) Licensed beds are approved no. of beds by the Ministry of Health in the respective jurisdictions that the hospitals are allowed to operate as of 30 June 2023.

(2) Expanded THKD has a maximum capacity of 554 beds.

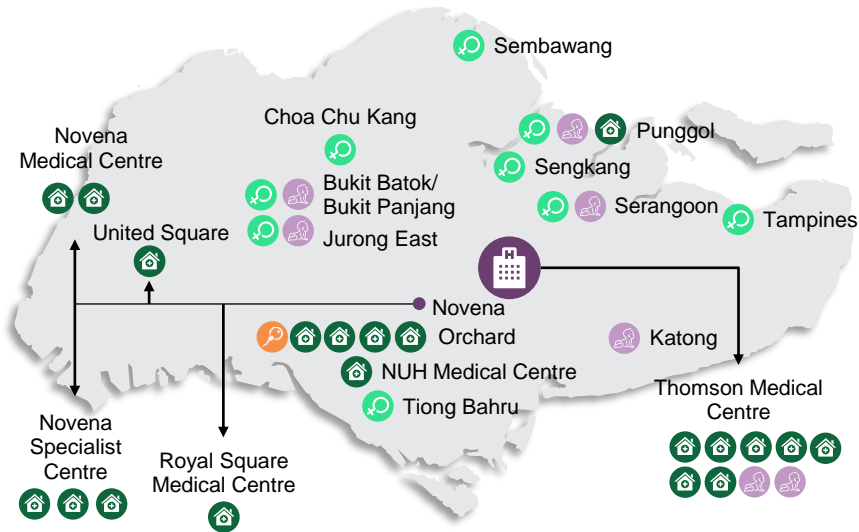
(3) BOR represents the percentage of operational / overnight beds occupied by inpatients.

# Healthcare Assets in Singapore and Malaysia

## Singapore

187  
licensed beds<sup>(1)</sup>

37  
clinics & centres



**Flagship Thomson Medical Centre with 37 clinics and centres island wide**

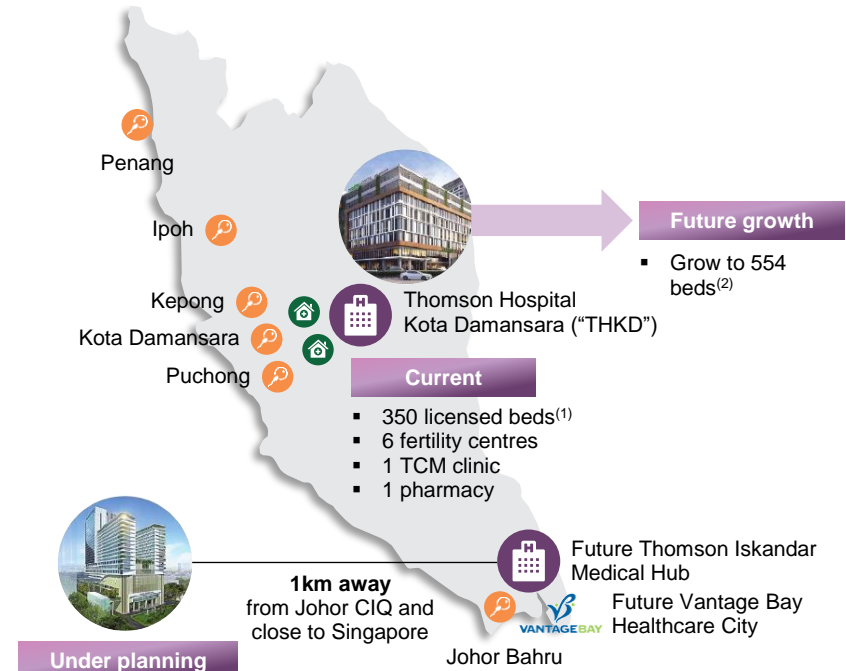


## Malaysia

308  
licensed beds<sup>(1)(2)</sup>

6  
fertility centres

1 TCM clinic &  
1 pharmacy



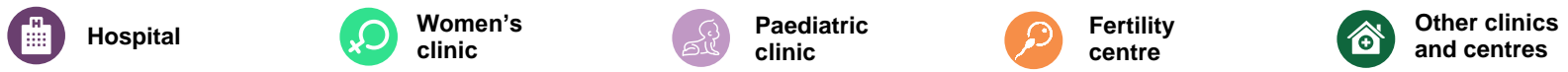
**Under planning**

- 500 beds
- 400 medical suites



**TMC FERTILITY**

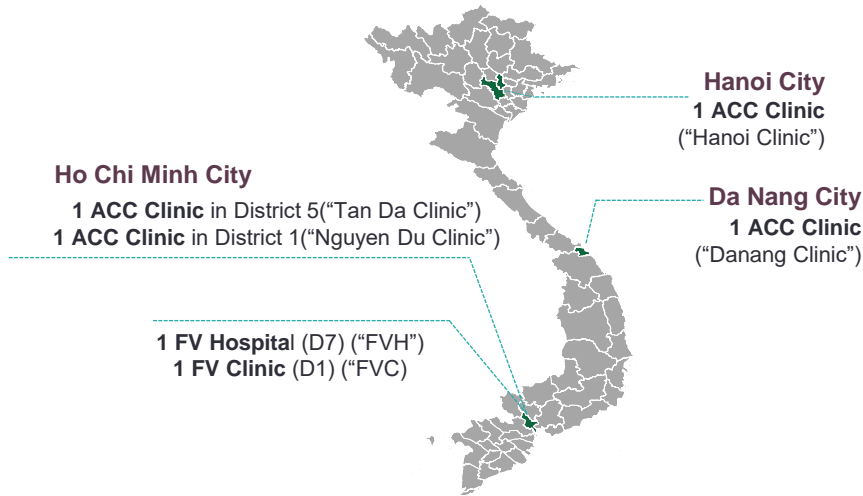
- Multi award-winning and internationally renowned provider of assisted reproduction
- Select awards include:
  - Global Health Awards
  - IVF Service Provider of The Year in APAC 2022
  - The Malaysia Book of Records: Highest Number of IVF Babies Produced by a Single IVF Practice 2013, 2018



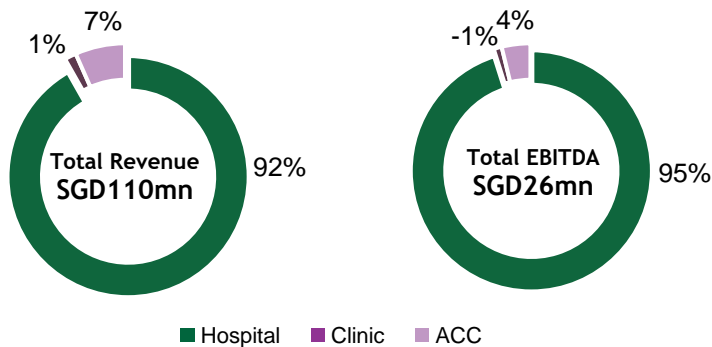
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 (2) Expanded THKD has a maximum capacity of 554 beds.

# FV Hospital: A world-class healthcare delivery platform in Vietnam

## Snapshot of the FV Group's Network



## CY2022 Revenue & EBITDA Contribution<sup>(2)</sup>



## FV Group overview

**FV Hospital**

World Class Healthcare in Vietnam

- Years in operation: 20+
- Location: District 7, Ho Chi Minh City
- Modern multi-specialty private tertiary care hospital offering more than 30 specialties
- Approximately 200 operating beds<sup>(1)</sup>
- About 200 doctors
- **First JCI-accredited general hospital in South Vietnam**

**FV Clinic**

SAIGON CLINIC

- Years in operation: 10 (Formed in 2013)
- Location: District 1, Ho Chi Minh City
- Advanced multi-disciplinary outpatient facility offering comprehensive secondary care
- Fully equipped with outpatient rooms, x-ray, ultrasound, CT scanner, laboratory and pharmacy facilities
- Focused on 9+ specialties – Paediatrics, gynecology, dermatology, rheumatology, neurology, cardiology, ENT, internal medicine, physiotherapy

**ACC Clinic**

Chiropractic Clinic

- Years in operation: 16+
- Locations: Ho Chi Minh City (2 clinics), Hanoi, Da Nang
- State-of-the-art chiropractic, rehabilitation and foot care centre
- First chiropractic clinic registered under the Ministry of Health, Vietnam
- Entire stake acquired by FV Group in 2022
- Key treatment areas – Disc syndrome, sciatica, scoliosis, sports injuries, foot problems, lower back / neck / knee / shoulder / ankle / elbow / wrist pain

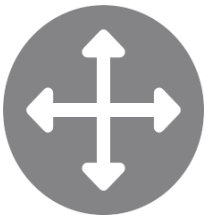
Notes: Basis CY22 Financial Statements (1) Basis CY22 numbers (2) Overall revenue and EBITDA numbers basis CY22 audited financial statement.  
Proportion split is basis management accounts.  
Fx rate: 1SGD = 17,532 VND  
Source: FV Information

# TMG Going Forward: Firing on all Cylinders



## Regional Expansion

- Strategic high-value healthcare markets
- Markets offering high growth potential, especially leveraging the Group's stronghold in Singapore, Malaysia and Vietnam
- A localised approach to each market to maximise each geography's unique opportunities



## Widen across Adjacencies & Deepen our Expertise

- Capitalize on our hospital assets to expand into strategic health adjacencies that build on our strategic health areas and target geographies
- Build depth into our service offerings - becoming a key opinion leader in Women's and Children's Healthcare



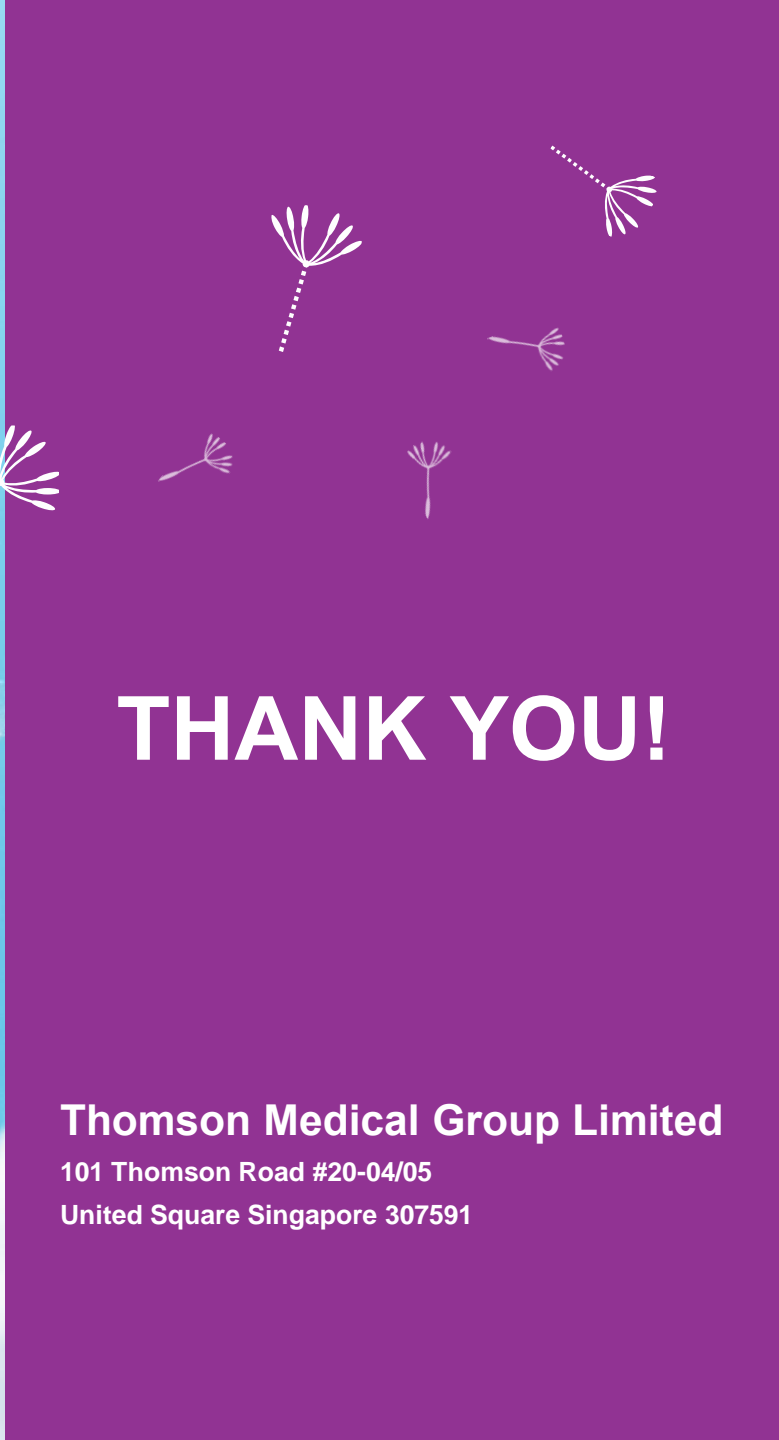
## Comprehensive Women's and Children's Ecosystem

- Continue to expand the Group's reputation in IVF, O&G and fertility health across the region
- Extend our impact to offer health services for women and children at every life stage and health milestone



## Digital Infrastructure Acceleration

- Accelerating the Group's digital transformation, creating platforms to optimise patient engagement, care, loyalty and continued support at every life stage.
- Engaging patients using omni-channel platforms, online-to-offline-to-online engagement.



**THANK YOU!**

**Thomson Medical Group Limited**

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