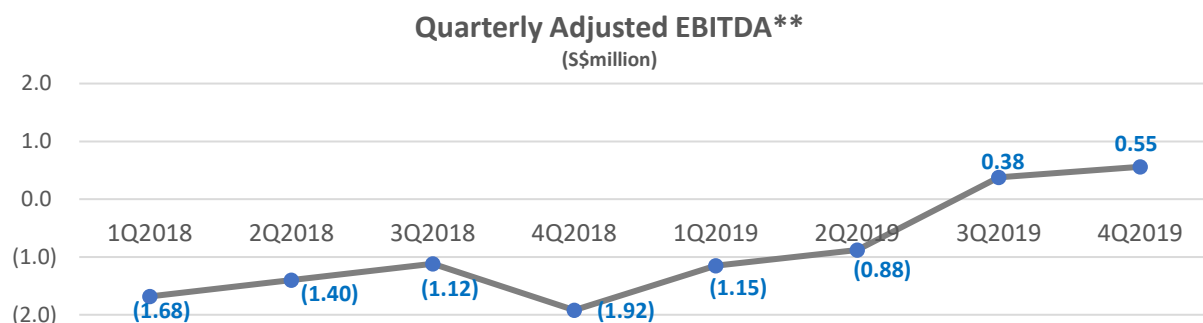


## Boosted by Strong Growth from Accretive Healthcare Acquisitions, Clearbridge Posts Record Revenue of S\$21.53 Million in FY2019

- Revenue from the Group’s medical clinics/centres increased 103.7% to S\$5.97 million in FY2019, mainly due to the contributions from the newly acquired nine dental clinics in Singapore in August 2019 (with a first right of refusal to acquire another 6 dental clinics)
- Revenue from the Group’s healthcare systems increased 384.7% to S\$15.56 million in FY2019, of which IGM Labs was the main revenue contributor despite being acquired only in May 2019 and an additional JO contract pending novation
- Excluding fair value changes in associate and derivative financial instruments & non-recurring operating expenses, the Group has recorded another quarter of positive adjusted EBITDA of S\$0.55 million in 4Q2019

Financial Year End - 31 December

| (S\$ million)   | FY2019 | FY2018 | Change (%) |
|-----------------|--------|--------|------------|
| Revenue         | 21.53  | 6.14   | +251.0     |
| Adjusted EBITDA | (1.10) | (6.12) | (82.0)     |



\*\*Other non-recurring items such as fair value losses/gains on other investment, associates and derivative financial instruments, fair value adjustments on contingent consideration, non-recurring other operating expenses, share-based payment, and share option expenses, research and development expenses as well as foreign exchange loss/ gain have also been excluded.

**SINGAPORE, 28 February 2020** – Asia’s integrated healthcare company, **Clearbridge Health Limited** (“Clearbridge” or the “Company” and together with its subsidiaries, the “Group”) (“明策集团”), is pleased to announce another set of record revenue of S\$21.53 million achieved for the full year ended 31 December 2019 (“FY2019”), which was driven by strong contributions from its healthcare acquisitions during FY2019.

Since its IPO in December 2017, the Group has quickly pivoted from a technology accelerator into an EBITDA-focused healthcare entity with a technology-agnostic approach, which focuses on increasing the accessibility and adoption rate of precision medicine solutions via its 3 distinctive strategic business units (“SBUs”) across Asia:

- 1. Medical centres and clinics;**
- 2. Healthcare systems; and**
- 3. Distribution platform of healthcare solutions and technologies from its global clinical partners and strategic medical technology investments**

### **Review of Financial Performance in FY2019**

The Group's quarterly revenue for the fourth quarter ended 31 December 2019 ("4Q2019") surged to a record of S\$8.29 million and overall, the Group achieved a record full year revenue of S\$21.53 million in FY2019.

The Group's healthcare systems business unit, in particular its laboratory services and renal care services in Indonesia, was the major revenue contributor in FY2019 with revenue increasing by 384.7% or S\$12.35 million to S\$15.56 million during the period under review.

Adopting a Public-Private-Partnership Model to scale its healthcare services operations in Indonesia, Clearbridge currently manages a total of 49 hospital joint operation contracts ("JOs") 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 PT Indo Genesis Medika ("IGM Labs") which was acquired in May 2019) at public and private hospitals (ranging from Class A to Class C) in Indonesia.

The renal care services and laboratory testing services offered by TMJ and IGM Labs respectively are reimbursed through the Indonesia health coverage program.

TMJ is currently operating 21 renal care centres under JO with hospitals in Indonesia. In addition, there are another 16 renal care centres that are currently under construction, with the potential of additional revenue contribution once these renal care centres are in operation.

For IGM Labs, it is operating 12 diagnostics laboratories in hospitals with another JO contract that is in the process of being novated to IGM Labs that undertakes more than 7 million pathology tests a year. Notably, IGM Labs has diagnostics laboratories in 6 of the largest Class A hospitals, out of 16 Class A hospitals in Indonesia.

To promote the adoption of precision medicine in Indonesia, the Group will be introducing healthcare solutions and technologies from its medical technologies companies and clinical partners into these JOs.

Revenue from the Group's medical centres and clinics business unit increased 103.7% to S\$5.97 million, which was mainly driven by the contributions of S\$2.35 million from the nine dental clinics, operating under the "Dental Focus" brand name, which were acquired in September 2019.



Corresponding to the revenue growth in FY2019, the Group's purchases increased by S\$10.86 million to S\$14.11 million in FY2019 from the previous corresponding period.

The Group's depreciation expense increased by 205.4% to S\$3.11 million in FY2019, mainly due to the expansion of the medical clinic in Hong Kong and renal care services in Indonesia, depreciation expenses recorded by IGM Labs that was acquired in May 2019 and depreciation expense on the right-of-use assets.

The Group's other operating expenses decreased by 9.6% or S\$0.55 million to S\$5.25 million in FY2019 and the Group has identified net non-recurring expenses of S\$1.42 million accounted under other operating expenses in FY2019. In addition, the Group has identified non-recurring employee benefit expenses of S\$0.65 million accounted under employee benefit expense in FY2019 which were share-based payment expense incurred in connection with the termination of employment of certain employees due to cessation of operation in the United States of America.

The Group's finance costs increased to S\$1.94 million in FY2019, mainly due to interest expense incurred on the bank loans taken up by the Group for its acquisitions, interest expense incurred on the finance lease for assets used in the provision of laboratory services and interest charged on the Convertible Bonds issued by the Company in March 2019 and May 2019.

Overall, the Group recorded a loss of S\$11.54 million in FY2019 as compared to a loss of S\$18.89 million in FY2018. However, excluding fair value changes in associate and derivative financial instruments and non-recurring operating expenses, the Group's adjusted EBITDA for full year of FY2019 has narrowed to a loss of S\$1.1 million.

It is worth noting that the fair value changes related to associate and derivative financial instruments are non-cash components.

The Group's adjusted EBITDA would have been a profit of S\$0.007 million in 4Q2019, as compared to a loss of S\$0.68 million in 3Q2019, if the non-recurring expected credit losses on account receivables made by IGM Labs were excluded.

As of 31 December 2019, the Group's financial position remained healthy with total assets of S\$96.79 million with cash at banks and short-term deposits of S\$13.56 million.

**Commenting on the FY2019 results, Mr Jeremy Yee (余斌), Executive Director and Chief Executive Officer of Clearbridge, said, *"Over the past two years, through a combination of organic and inorganic initiatives, we have transformed Clearbridge into a high-growth, broad-based healthcare group with a differentiated market approach in Southeast Asia."***

***Our performance in FY2019 shows that we are at an inflection point of our EBITDA-focused strategy in the healthcare industry.***



*Building on this strong momentum, we will continue to strengthen our market position and execute on strategic growth initiatives to deliver sustainable growth and unlock value for shareholders.”*

– END –

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

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**About Clearbridge Health Limited**

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

Clearbridge Health Limited is a healthcare company with a focus on the delivery of precision medicine in Asia. Its business comprises healthcare systems, medical clinics/centres and the distribution platform of healthcare solutions and technologies from its global clinical partners and strategic medical technology investments.

Through the delivery of precision medicine in Asia, it seeks to empower clinicians and healthcare professionals to make more reliable and accurate diagnoses, provide insights to disease management, and tailor personalised prevention and timely treatment programmes for patients. It is executing the above strategies by way of primary healthcare and healthcare systems that reside in nexus of high demand.

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 Catalyst. 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 Chia Beng Kwan, Senior Director, Equity Capital Markets, who can be contacted at 80 Raffles Place, #03-03 UOB Plaza 1, Singapore 048624, telephone: +65 6533 9898.*