



# 5DIGITAL PTE LTD HEALTHCARE VISION

DATA DRIVEN & IMPROVING OUTCOMES

UPDATE OF HEALTHCARE INVESTMENTS  
BY METAL COMPONENT ENGINEERING LIMITED  
SGX: 5DX

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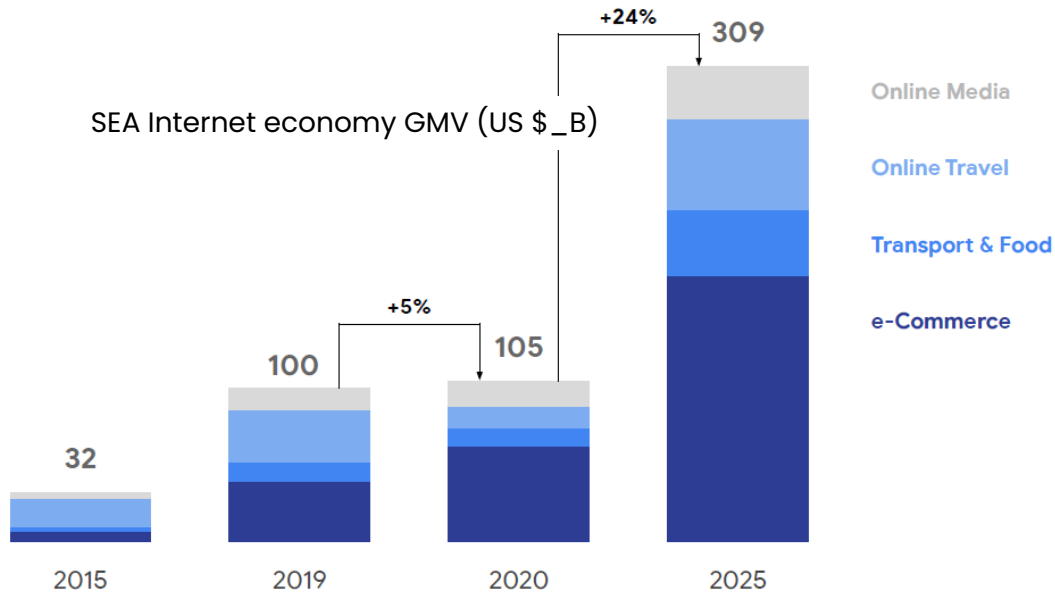
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SETTING THE VISION FOR

# DIVERSIFICATION & OPPORTUNITY SEEN IN DIGITAL HEALTH ECONOMY WITHIN ASEAN

- Total number of internet users in Southeast Asia crossing **400 million**.
- SEA internet sectors could witness strong growth & hit **\$100 billion** in gross merchandise value (GMV) in 2020, with e-commerce registering a **63%** growth.



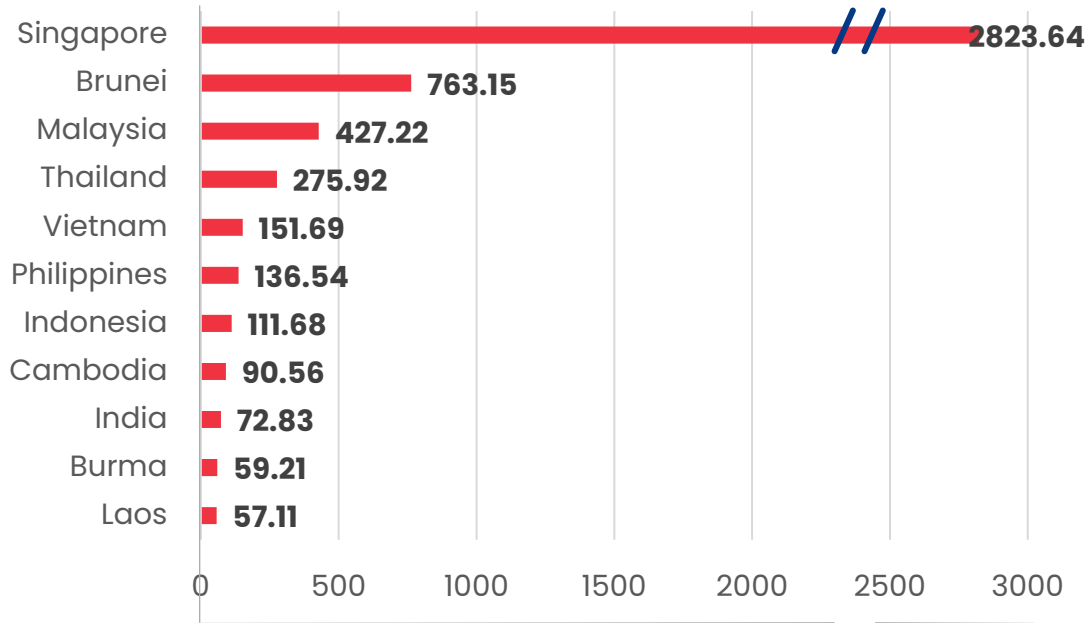
Source: Google, Bain, Temasek e-economy report 2020



**... THE GROUP WILL CONTINUE TO EXPLORE POTENTIAL & SUITABLE ACQUISITIONS, JOINT VENTURES & STRATEGIC ALLIANCES, WHICH GENERATE SUSTAINABLE REVENUE STREAMS.**

CHUA KHENG CHOON  
Chairman and CEO  
Metal Component Engineering Limited  
(SGX:5DX)

# COSTS & AGING ASEAN POPULATION

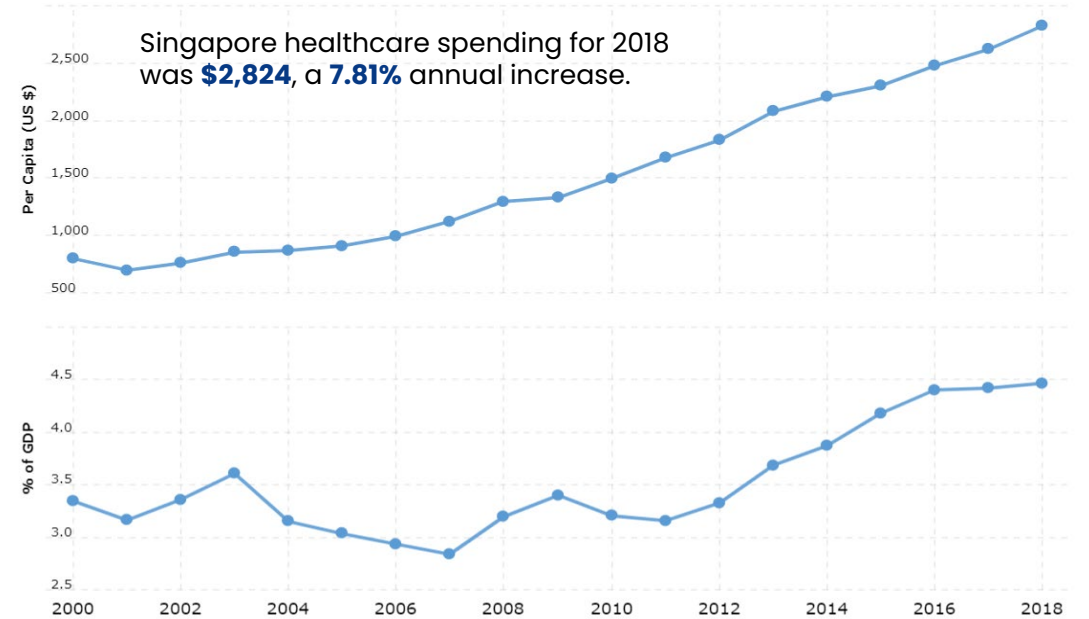


Source: Solidiance

Health cost in USD /resident in 2017

- Total healthcare spending US\$420B for ASEAN in 2017
- Will increase by 70% over the next two decades.
- Driven by aging population, high rates of smoking & adoption of sedentary lifestyles

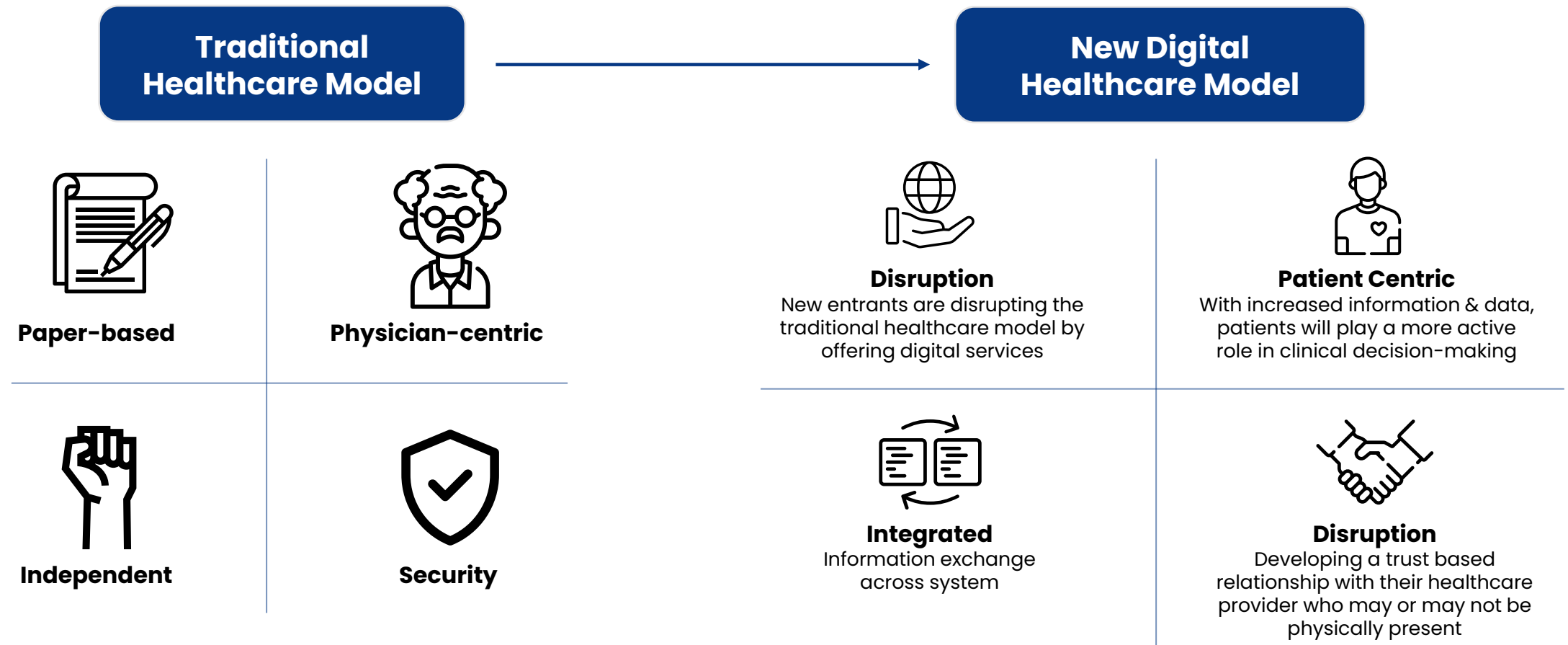
## Singapore Healthcare Spending 2000-2018



Silver Tsunami hitting Singapore early with life expectancy, highest at over 84, and over a third of Singapore adult population to be over age of 65 by 2030.

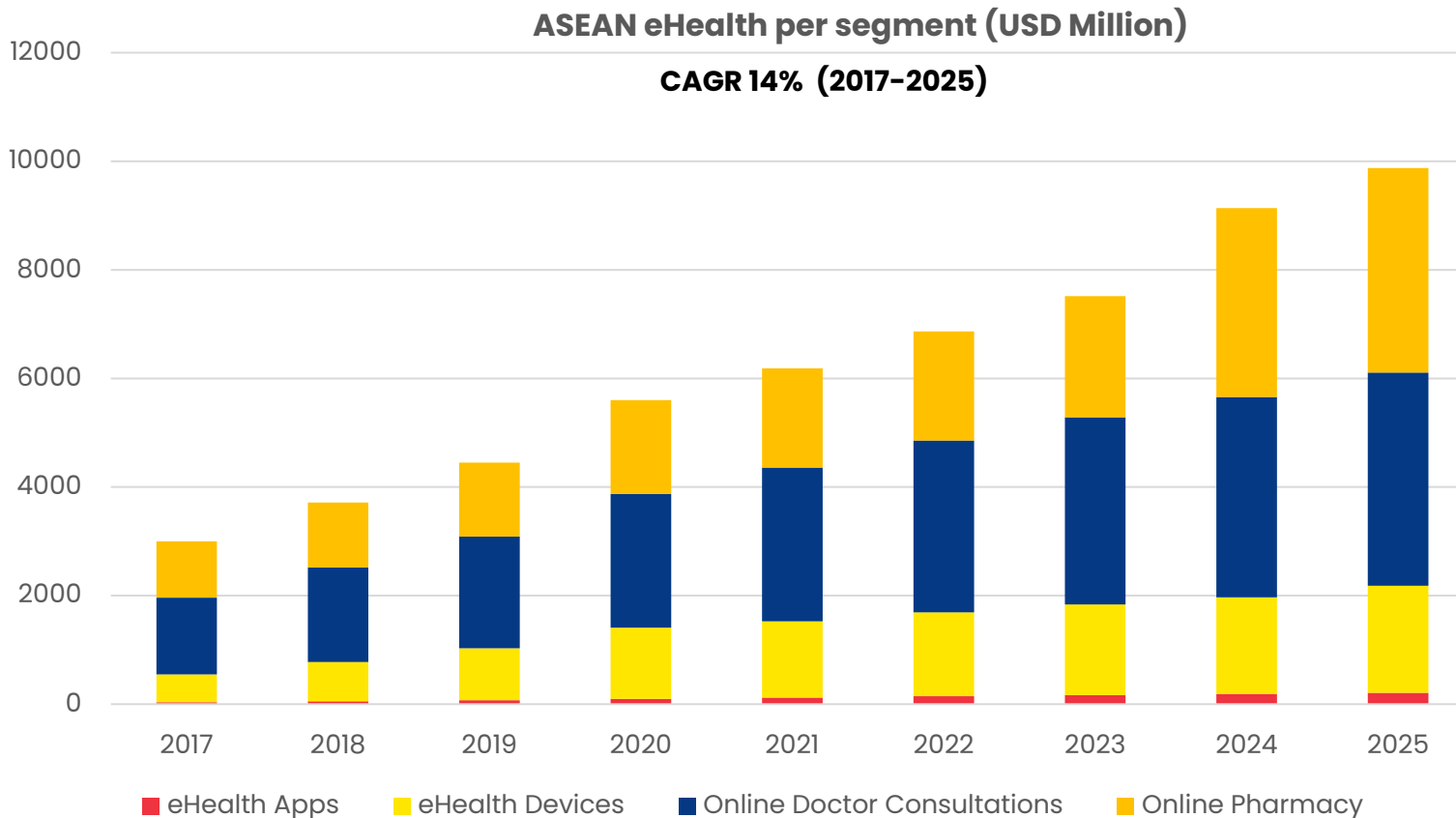
# ASEAN EMBRACING THIS CHANGE MORE RAPIDLY POST COVID

## MOVING FROM TRADITIONAL HEALTHCARE MODEL TO NEW DIGITAL MODEL



# OPPORTUNITY IN ASEAN

FY 21 to FY 25 GROWTH TRENDS



## MARKET SIZE USD 5.6B (2021)



eHealth Apps  
USD 97M



eHealth Devices  
USD 1313M



Online Doctor Cons  
USD 2462M

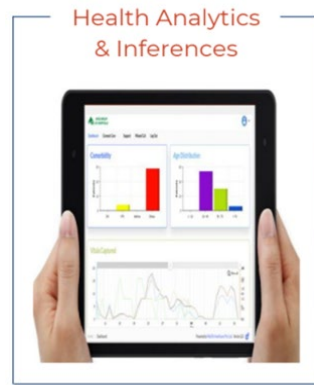
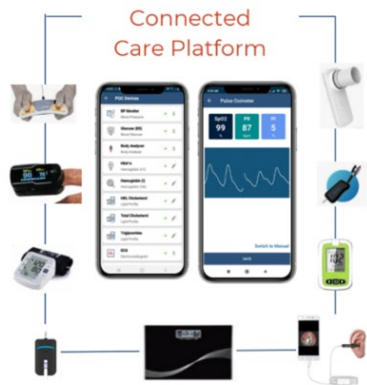


Online Pharmacy  
USD 1727M

Source: Statista

# 5DIGITAL ECOSYSTEM

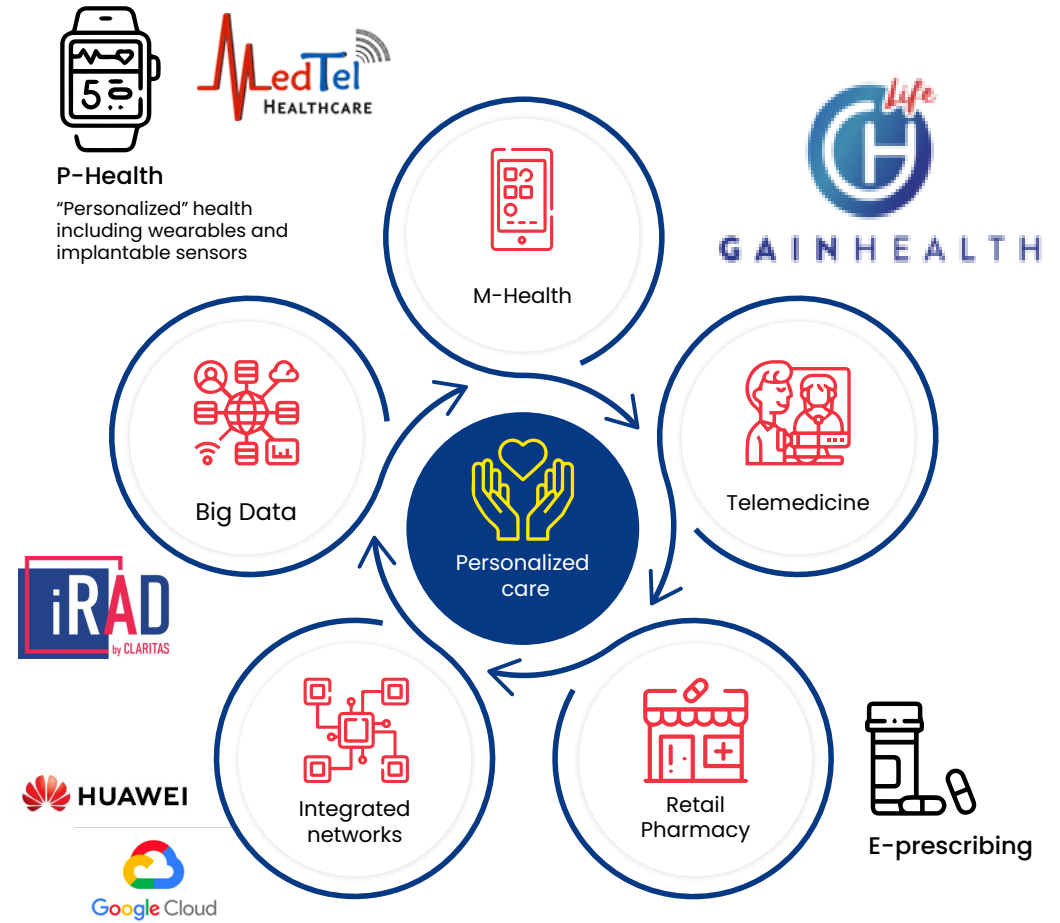
To bring value-based care with data driven and personalised healthcare interactions from data gathered in Teleconsults, ePharmacies and remote monitoring. These are being built with acquisitions and licensing of partner platforms.



Current Markets:



Singapore, Malaysia



# INDONESIA FOR ePHARMACY THROUGH NEW INVESTMENT PLANNED and ANNOUNCED WITH GAIDO GROUP FROM BANTEN, WEST JAVA

01. Market size  
**USD 6B** (2015)

02. Market size  
**USD 10.1B** (2021)

03. Revenue  
CAGR **9.7%**

04. OTC Market size  
**USD 3.5B** (2018)

05. OTC CAGR  
**1.3%** (2015-2021)

06. Fragmented retail with  
**8.3%** only of the revenue share in 2019 for 5 major chains

07. 40,105 drugstores & pharmacies in Indonesia vs 2600 in Malaysia

08. Teleconsult market has grown **185%** YoY (2019-2020) in Indonesia showing promise for online prescriptions

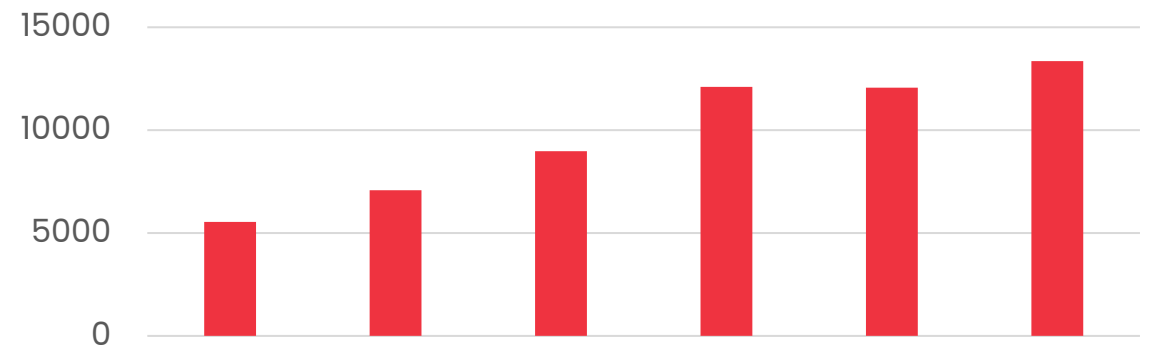
<https://www.cekindo.com/sectors/pharmaceutical-indonesia>

<https://www.kenresearch.com/blog/2020/12/indonesia-pharmacy-retail-market-outlook-ken-research/>

(Kimia Farma, Apotek K-24, AS Watsons Group, Guardian Pharmacy, and Century Apotek)



Number of villages/districts with pharmacy stores in Indonesia from 2008 to 2020





# 5DIGITAL model for Indonesia

Modelled after Online health and E-commerce business : JD Health International Inc. 京東健康股份有限公司



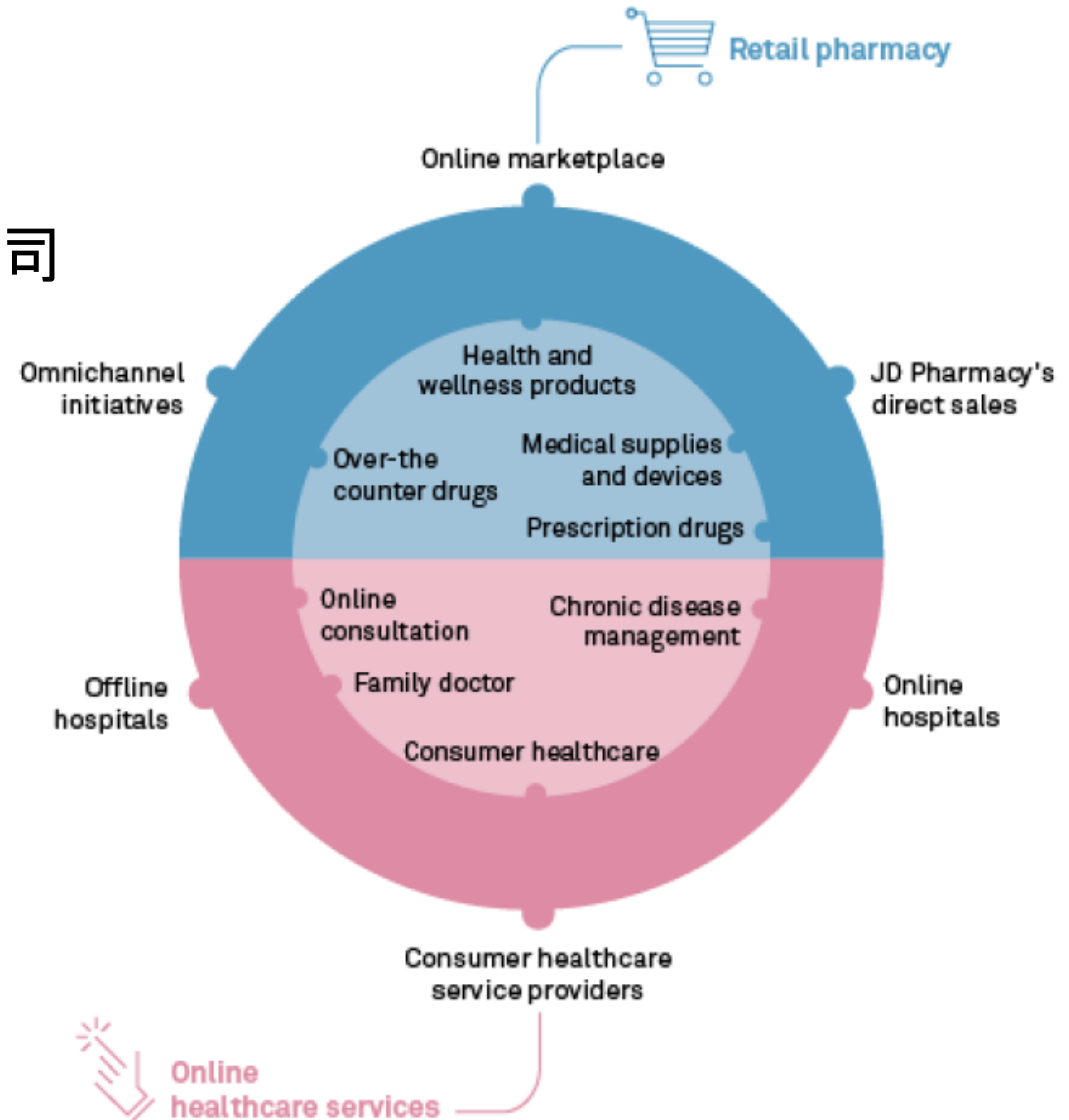
Successful model with online E-commerce sales b2c health and wellness products



Providing online consultations to drive health product sales in chronic diseases



Omnichannel push of partner over counter products



# 5DIGITAL target market TAM for ePharmacy

Our telemedicine and ePharmacy business will remain light on assets and will drive our earnings in Singapore and Malaysia. For Indonesia, we will add a focus on Hospital based Software-as-a-Service (SaaS) revenue in their digital transformation.

**Top categories: Vits&Minerals, Herbal, Cough/Cold/Allergy, Analgesics, Dermatologics, Eyecare, Gastro meds**

## YEAR 2020

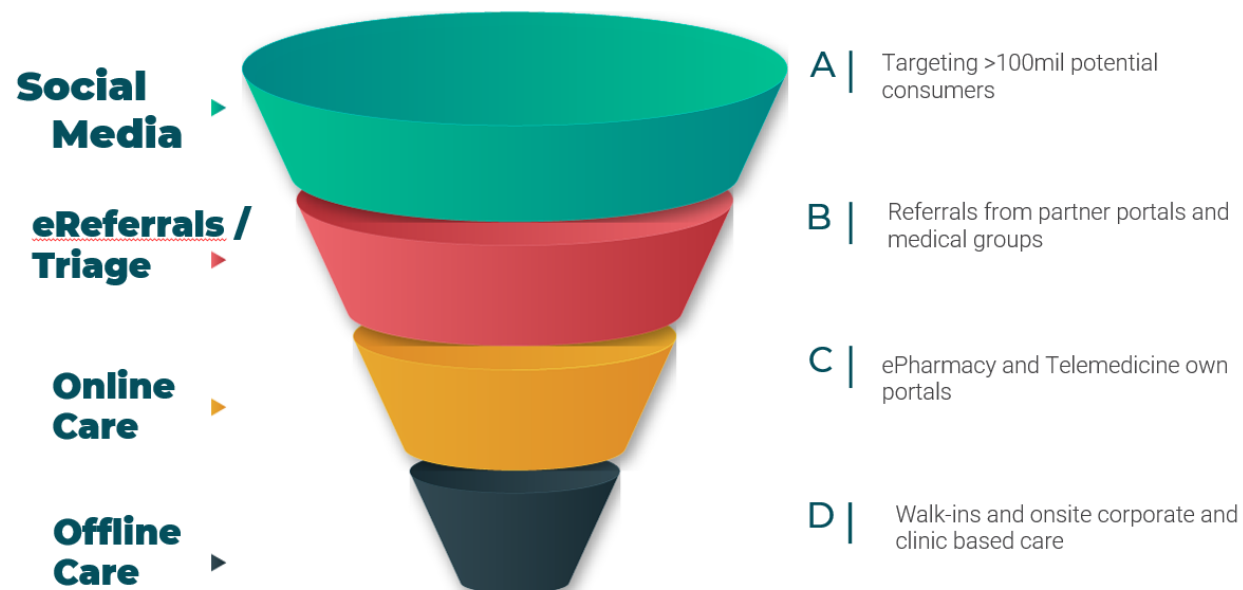
Market	Population /million	Pharmacy (mil USD)	Non- Pharmacy (mil USD)
HongKong	7.5	360 (73.9%)	127 (26.1%)
Singapore	5.9	155 (57%)	117 (43%)
Malaysia	32.8	258.6 (59%)	180.2 (41%)
Indonesia	275	1,122 (60%)	745 (40%)

TAM : 3.06 Bil USD

CAGR 9.7%

Source: Euromonitor International

## Customer Funnel



# ePharmacy and homecare segments

Gainhealth Pte Ltd (Singapore)



Adding referral funnels with

## 01. Vending machines

- 48 OTC products in an easy to use vending machine
- 80 machines to be Placed in condominiums
- Lead generation to whatsapp chat bot for telemedicine consults
- Same day delivery of generic medication



## 02. Smart health monitoring devices

- IoMT devices in a pack for homecare nursing teams and clinics
- Upload of data to patient record and monitored remotely by GCN care team
- Referring to telemedicine consults or clinic visits when needed.



### 03. Consignment of premium OTC medications

- Most retail and clinics do not stock some of the more effective OTC medication due to cost and lack of effective remote advice.
- Providing 90 day consignment with shared margins of 45% with channel partners
- Aim to partner >100 partner clinics in Malaysia

REBUILDING  
A HEALTHY SKIN  
BARRIER FROM  
WITHIN

The Complete  
Emollient Therapy

Your Ceramide-Dominant  
Skin Barrier Repair



### 04. ART Test kits for COVID to be supplied to Indonesia

- Gaido Group in Indonesia partnered Gainhealth for access to registered ART covid test kits.
- Providing 90 day consignment with shared margins of 70%
- 200,000 test kits/ quarter planned and capacity to do onsite screenings at several major malls, office buildings and mosques in Banten region, West Java through Gaido Group



# Providing the Right Care at the Right Time



- Integrated medical transport and home nursing services with common call center.
- Smart notifications, video consults and chas subsidized primary care.
- Supporting MOH and Telemedicine partners in the Home Recovery Program for Covid patients in Singapore

**pioneer generation**  
Mohammed Zaihan Bin Mohammed Yusuf  
S0012345A

- For general enquiries, call 1800-2222-888.
- For healthcare enquiries, call 1800-650-6060.
- This card is issued by the Ministry of Health. If found, please return to Bukit Merah Central Post Office, P.O. Box 680, Singapore 911536.

MINISTRY OF HEALTH

# 5DIGITAL BUSINESS MODEL

OTC medication, Telemedicine consults and fulfillment of ePrescriptions are key revenue generators today. Software as a Service for are eHealth devices, health data interoperability and analytics are the key value-added revenue streams going forward.

01.

**OTC, Telemedicine + ePrescriptions** : Average bill size SGD 35 , MYR 45 , IDR 120,000

**Current Competition:**

SG/MY : Doctor Anywhere (500k downloads), Indonesia: Halodoc ( 20mil downloads)

**Channels:** Network Clinics, eCommerce Portals, Vending Machines, Homecare partners.

02.

**Smart Device + Healthtech platforms, AI and Analytics (Software as a Service ):**

Monthly billing for platform in chronic conditions eg Hypertension , Diabetes, Elder monitoring

**Channels:** Tech Partners, Telcos, Hospitals , Clinics, Nursing homes

## 2021 Total Addressable Market for ASEAN :



eHealth Devices  
**USD 1313M**



Online Consultation  
**USD 2462M**



Online Pharmacy  
**USD 1727M**

Source: Statista