

Audited Result Announcement For the Year 2023

	2023 (S\$m)	2022 (S\$m) (Restated)	% change
Revenue	706.9	822.9	(14.1)
EBITDA	154.1	235.7	(34.6)
Operating Profit	115.8	195.5	(40.8)
Profit After Tax	91.1	143.4	(36.5)
PATMI	90.2	143.2	(37.1)
	2023 (cents)	2022 (cents) (Restated)	% change
Diluted Earnings per Share (cts)	4.82	7.67	(37.2)
Net Assets Value per Share (cts)	55.34	54.59	1.4

Note: FY 2022 figures had been restated, where applicable, to reflect the impact of the adoption of SFRS(I) 17 Insurance Contracts on 1 January 2023.

Highlights of 2023 Performance

- Group **Revenue** of **S\$706.9 million**
- Group **Profit after Tax** of **S\$91.1 million**
- Healthy cash position of **S\$342.5 million**
- Proposed final ordinary dividend of **2.4 cents** per share

MEDIA RELEASE

RafflesMedicalGroup

Reports Group Revenue of S\$706.9 million and Profit After Tax of S\$91.1 million

Singapore, 26 February 2024 – *RafflesMedicalGroup* (the Group) today reported its FY2023 results, posting revenue of **S\$706.9** million, **14.1%** lower than that for FY2022. Profit after tax and minority interests (PATMI) for FY2023 was **S\$90.2** million, **37.1%** lower than FY2022, due to the discontinuance of COVID-19 related activities in FY2023.

The Group's core Hospital Services division remained strong and profitable, registering revenue growth of **4.5%** to **S\$330.6** million. Profit growth was **52.2%** at **S\$32.6** million for FY2023. The Group's Healthcare Services division's revenue, which included revenue from COVID-19 activities in FY2022, registered lower revenue and profitability of **S\$283.4** million and **S\$67.3** million respectively.

Upon the resumption of normal movement in China, the Group focused on growing and consolidating its three existing hospitals. Revenue for the China region grew **18.1%** to **S\$59.3** million in FY2023 from **S\$50.2** million in FY2022. Although, the Raffles Hospitals in China are getting better known and patient number has grown across board, our hospitals in Shanghai and Chongqing are still in the developmental phase and continued to incur gestational losses.

Remaining focused on developing and growing its managed care services to offer customised corporate healthcare plans, the Group's health insurance arm, *RafflesHealthInsurance* (RHI), grew its revenue by **25.6%** to **S\$144.5** million. However, consistent with industry trends, RHI also registered a higher loss ratio in FY2023, resulting in operating losses of **S\$7.0** million in contrast with **S\$0.5** million of operating profit reported in FY2022.

The Group's balance sheet remained strong with **S\$342.5** million in cash and cash equivalents.

The Directors are pleased to recommend a final core dividend of **2.4** cents per share. This represents **49.4%** of the Group PATMI for FY2023.

Business Updates

The Group continues to embark on transformative growth strategies and build on existing strengths to offer Caring As One in Asia through the Group's network of hospitals and clinics across 14 cities in Asia.

- **Patient numbers are growing and needs are evolving**

The Group saw a steady growth in the number of patients, and the evolution of patients' needs. In response to these developments, it has committed to comprehensively address its clinical expertise, healthcare delivery channels, and technological advancements. The Group expects to welcome more specialists, family physicians, nurses, and allied health professionals to strengthen the breadth and depth of its capabilities across all its operations, and will continue to fine-tune its capacity management strategies, including the enhancement of its teleconsultation platform, to handle patient growth efficiently and enhance patient experience.

- **Addressing broader healthcare needs in Singapore**

Leveraging its operational strengths and drawing on experience accumulated from operating transitional care facilities (TCF), the Group continues to collaborate with the Ministry of Health to operate step-down care facilities at the Singapore Expo and **RafflesHospitalSingapore** with **176** additional beds dedicated to the TCF programme, thus improving the scale of our operations.

- **Positioning Raffles hospitals in China for growth**

The Raffles hospitals in China continue to consolidate their reputation for delivering professional, trustworthy, reliable, and differentiated quality healthcare. With the hospitals getting better known and recognised by expatriates and local communities for the **RafflesMedicalGroup's** brand of care, patient numbers have been growing across board. The Group is prudently confident of the hospitals' growth trajectory.

- **Welcoming new opportunities**

Despite a possible slowing down of economic growth, the Group sees a growing demand for high-end healthcare services in the region and will continue to explore new business opportunities regionally. The Group remains committed to delivering comprehensive healthcare services in the regions in which we operate. To strengthen our presence in Vietnam, the Group entered into a strategic partnership to manage American International Hospital (**AIH**) in Ho Chi Minh City.

RafflesMedicalGroup

“We are cautiously optimistic in our 2024 outlook. Despite geopolitical and economic headwinds, we see a growing demand for quality healthcare services in Singapore and the region. With our multi-specialty Group Practice, we provide seamless care as a team. Our operational strengths and agility enable us to meet the evolving healthcare and wellness needs of those we serve and care for in Asia,” said Dr Loo Choon Yong, Executive Chairman, **RafflesMedicalGroup**.

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About Us

About Raffles Medical Group

Founded in 1976, **RafflesMedicalGroup** (RMG or the **Group**) is one of the leading integrated private healthcare providers in the region, providing a continuum of services from primary and tertiary care to health insurance for people across Asia. A proudly Singaporean brand, RMG is listed on the mainboard of the Singapore stock exchange (SGX: BSL) and operates in 14 cities in five countries in Asia. This network includes four hospitals and over 100 multi-disciplinary clinics, offering services such as health screening, specialist care, diagnostic radiology, dental and traditional Chinese medicine. Together with over 2,800 employees, RMG brings more than 46 years of trusted healthcare expertise and care to over 2 million patients annually across our network as their trusted partner for health. For more information, please visit rafflesmedicalgroup.com.

About Raffles Medical

RafflesMedical is the primary care network of **RafflesMedicalGroup** operating over 55 practices and clinics in Singapore providing family medicine, health screening and dental services. **RafflesMedical** also has Japanese clinics and/or clinics offering Japanese services in Singapore, Osaka, Tianjin, Beijing, Hanoi, and Ho Chi Minh City, servicing its Japanese patients with family medicine and dental services. In Singapore, **RafflesMedical** represents one of the largest networks of primary care clinics and services over 7,000 corporate clients, supporting the healthcare needs of businesses and employees. Through **RafflesMedicalInternational**, the Raffles brand of quality and affordable care is available to patients in 14 cities, including Singapore, Greater China, Japan as well as Cambodia and Vietnam.

About Raffles Hospital

RafflesHospital is the flagship private tertiary hospital offering of the Group in Singapore, that currently boasts a growing network of tertiary hospitals in Singapore and China, including **RafflesHospitalChongqing**, **RafflesHospitalShanghai**, and **RafflesHospitalBeijing**. In Singapore, **RafflesHospital** offers a comprehensive range of medical and dental specialties as well as diagnostic services. **RafflesHospital** is the only private tertiary hospital in Singapore to be recognised by the Ministry of Health as Trauma Centre and is authorised to accept emergency cases from public ambulances under the Emergency Care Collaboration Scheme. The Hospital also operates more than 31 specialist centres and specialist satellite clinics, covering over 30 disciplines. Subscribing to the Group Practice model of healthcare, over 1,500 physicians, nurses and allied healthcare professionals bring the Raffles brand of quality, peer-reviewed healthcare to patients in the region.

About Raffles China Healthcare

RafflesChinaHealthcare is the operating division of the **RafflesMedicalGroup** in China that provides patients with a suite of healthcare services from primary care to tertiary care. **RafflesChinaHealthcare** provides primary and tertiary care through its clinics and hospitals in seven cities in China – Beijing, Chongqing, Hong Kong SAR, Nanjing, Shanghai, Shenzhen and Tianjin. **RafflesChinaHealthcare**'s network of tertiary hospitals includes **RafflesHospitalChongqing**, Singapore's first private tertiary hospital in China, and **RafflesHospitalShanghai**, which opened in July 2021, as well as the **RafflesHospitalBeijing**, bringing the Raffles brand of quality, peer-reviewed healthcare to more patients in China. **RafflesChinaHealthcare** has been in operation in Hong Kong SAR since 1995 with multiple medical centres across Hong Kong SAR as well as Hong Kong International Airport where it is the exclusive medical service provider for the airport.

About Raffles Health Insurance

RafflesHealthinsurance is the health insurance division of **RafflesMedicalGroup**, providing healthcare insurance to corporates and individuals in Singapore. Backed by the expertise of a trusted medical group with over 46 years of experience, **RafflesHealthinsurance** seeks to provide healthcare financing solutions that cater for the needs of all its policy owners and members. Incorporated in 2004, **RafflesHealthinsurance** is a wholly-owned subsidiary of the **RafflesMedicalGroup** and is the seventh insurer appointed by the Ministry of Health as an Integrated Shield Plan provider in Singapore. **RafflesHealthinsurance**, through its partnership with Bupa Global, also offers a wider range of international private health plans, which are co-insured by RHI and Bupa, to cater to the needs of individuals and corporate clients of the international business community in Singapore.