



**REDEFINING HEALTHCARE  
IN ASIA WITH PRECISION**

**EMPOWERING PATIENT  
CARE WITH CLARITY**

ANNUAL GENERAL MEETING

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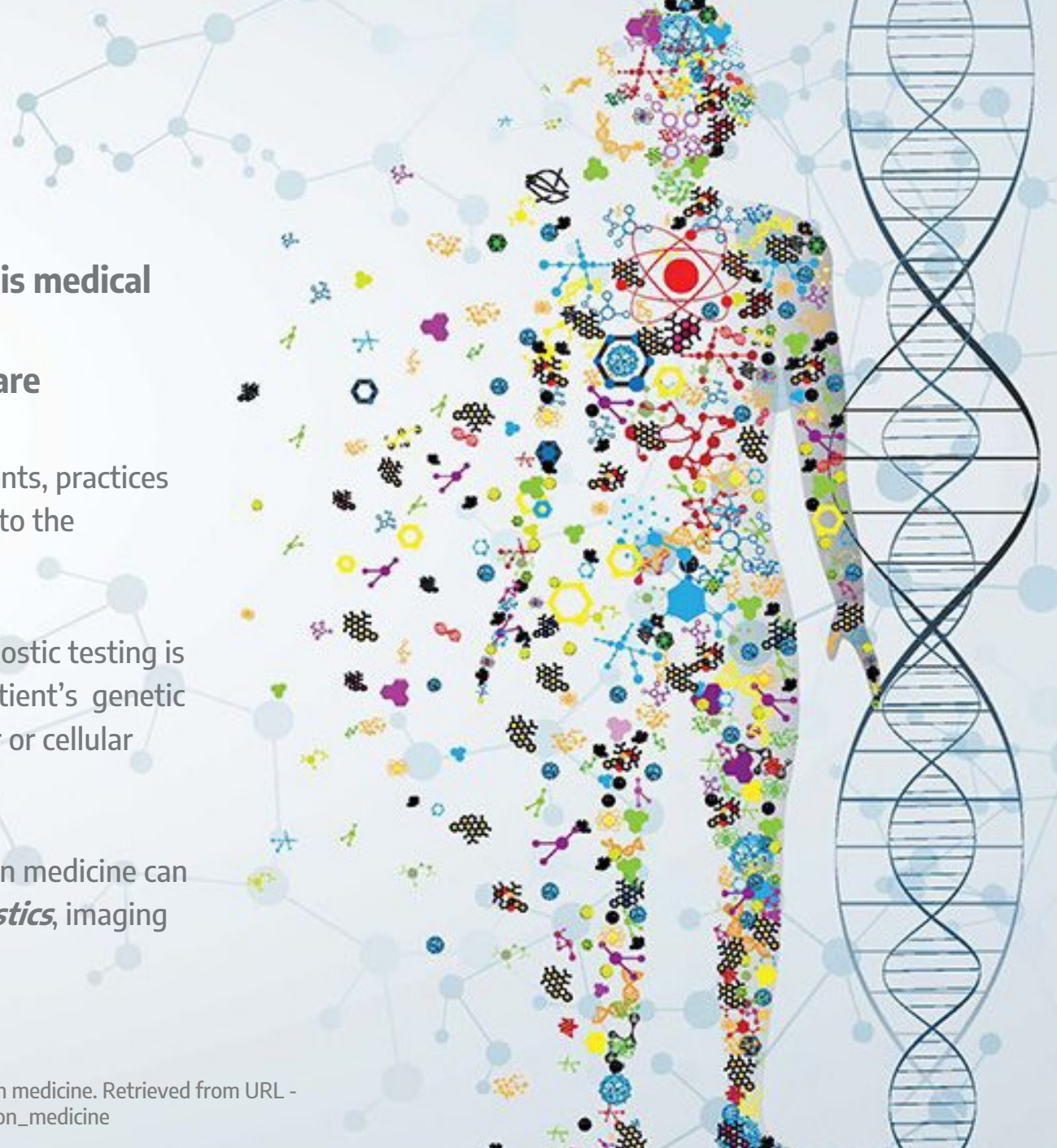
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# Precision Medicine

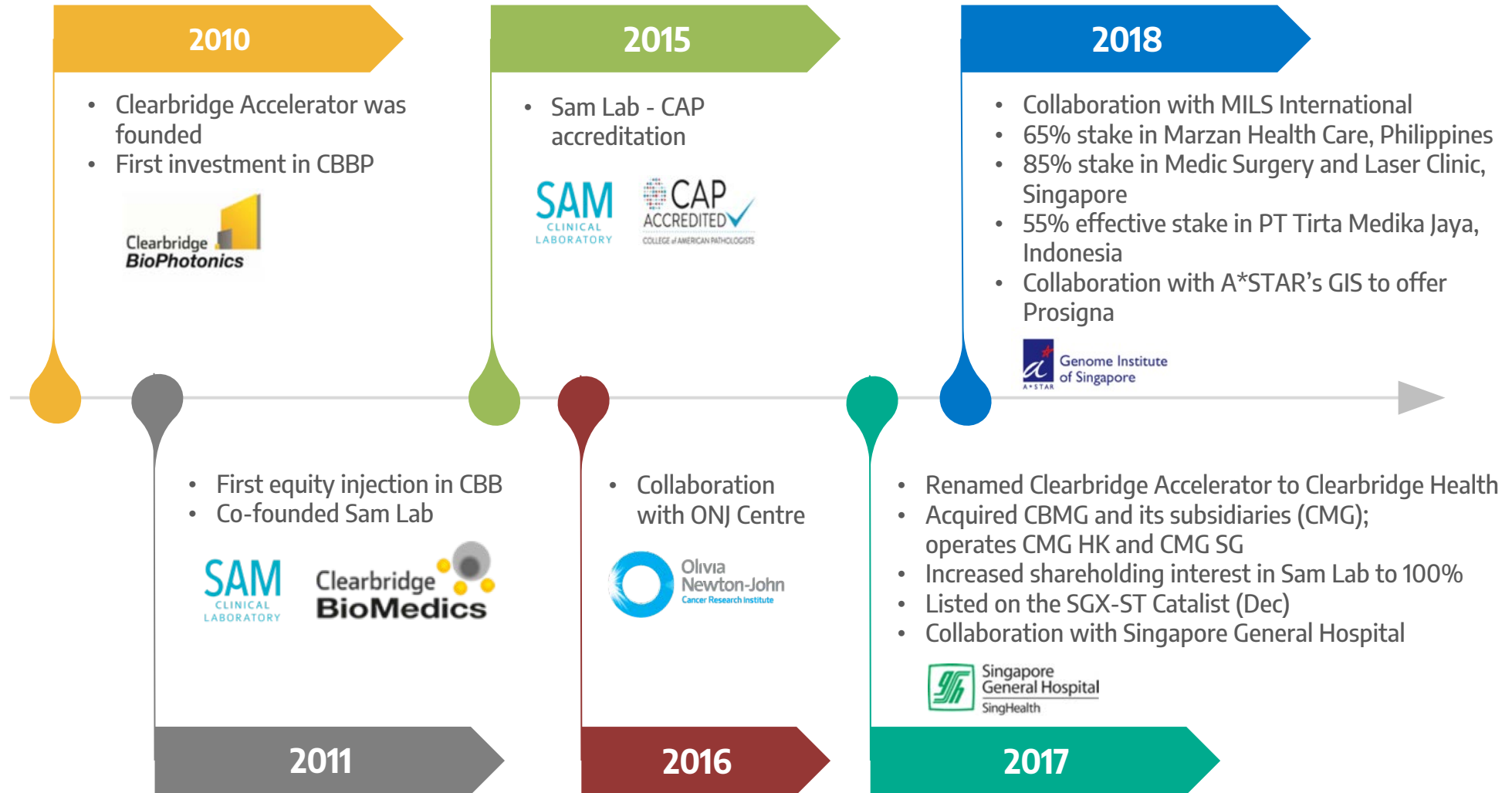
Precision medicine<sup>1</sup> (PM) is medical model that proposes the customisation of healthcare

- Medical decisions, treatments, practices or products being tailored to the individual patient
- For optimal therapy, diagnostic testing is employed based on the patient's genetic content or other molecular or cellular analysis
- Tools employed in precision medicine can include *molecular diagnostics*, imaging and analytics

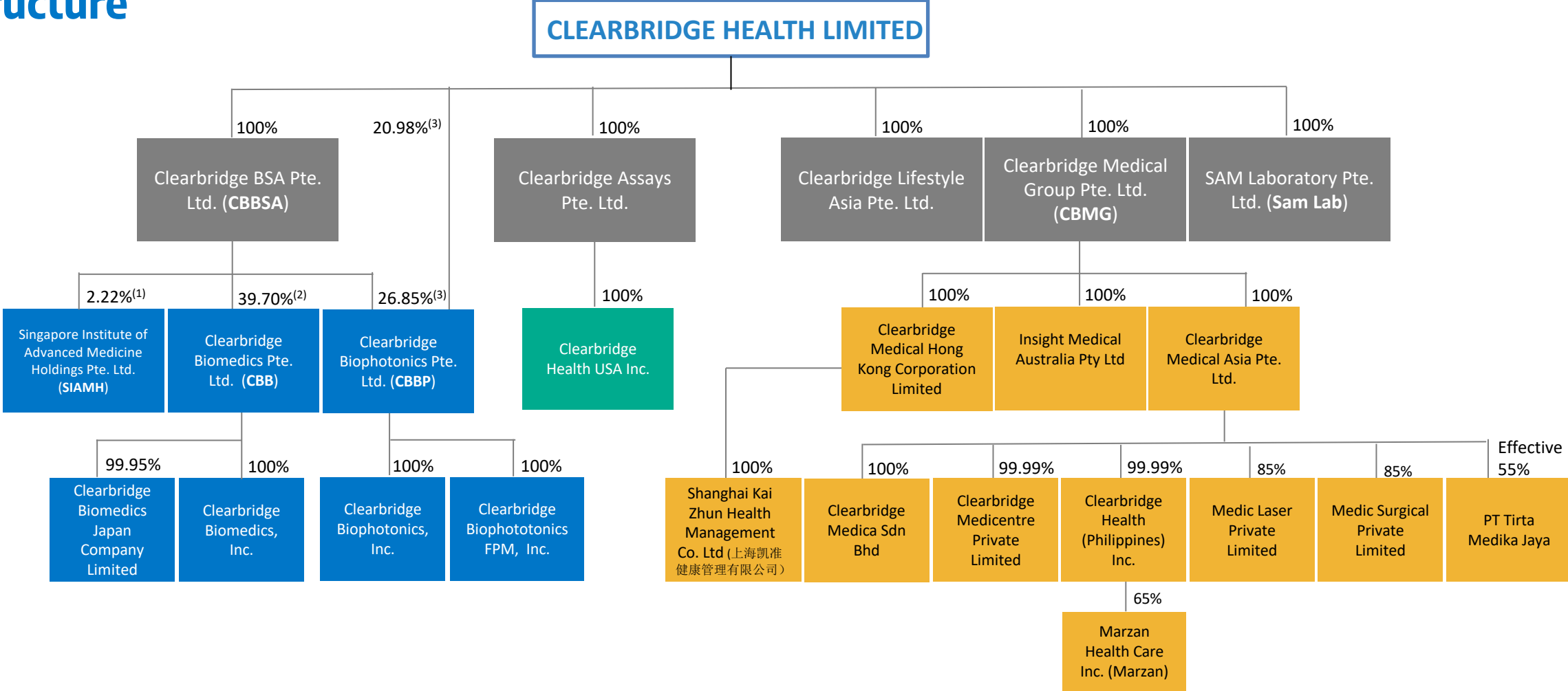
<sup>1</sup> Wikipedia, (2018, April 10). Precision medicine. Retrieved from URL - [https://en.wikipedia.org/wiki/Precision\\_medicine](https://en.wikipedia.org/wiki/Precision_medicine)



# Key milestones



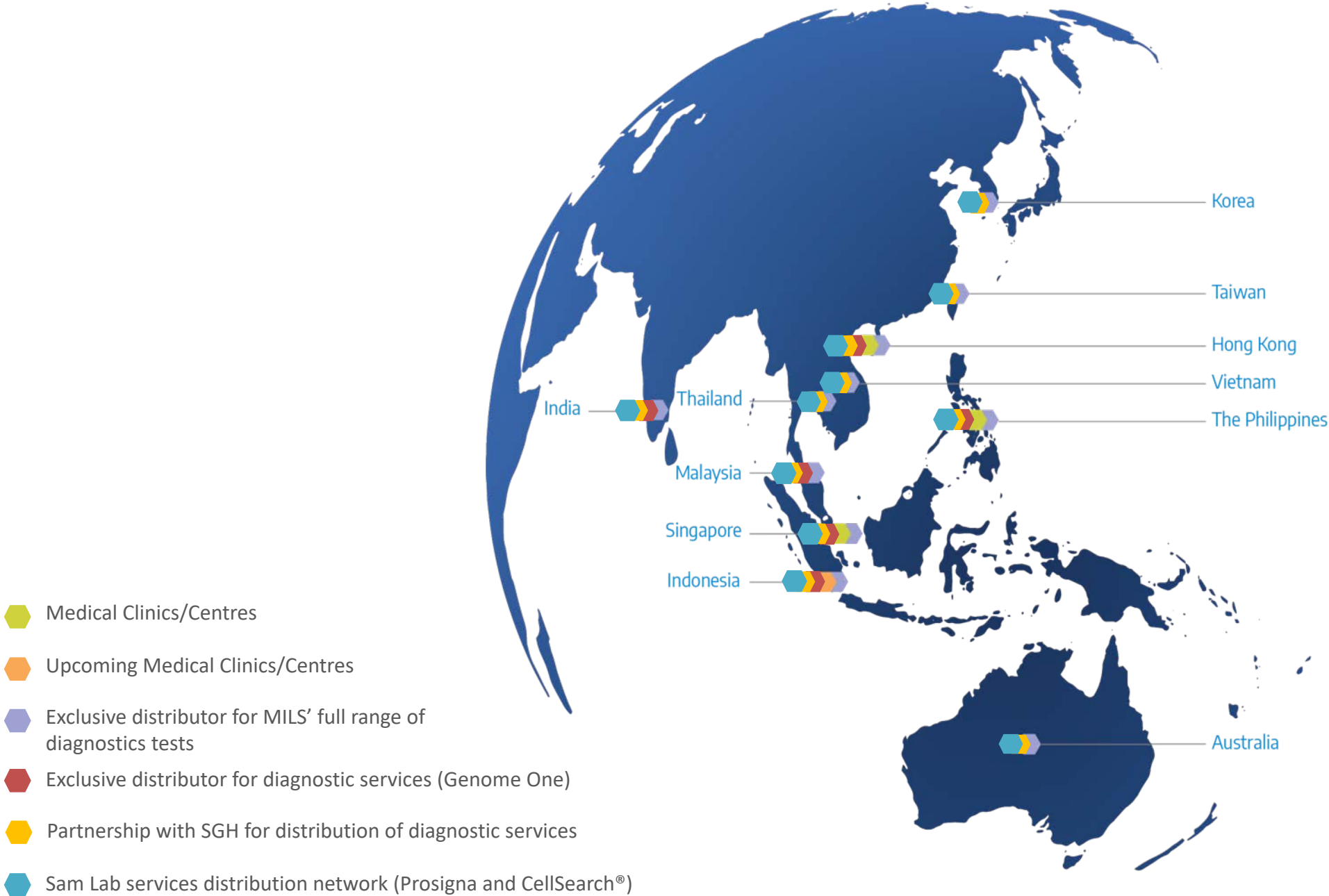
# Corporate structure



(1) SPRING SEEDS Capital has granted CBBSA a call option to purchase its 2.22% interest in SIAMH  
 (2) SPRING SEEDS Capital has granted CBBSA a call option to purchase its 12.18% interest in CBB  
 (3) SPRING SEEDS Capital has granted CBBSA a call option to purchase its 26.85% interest in CBBP

# Pan-Asian footprint

An overview



# Financial Highlights



## Key financial highlights for FY2017

### Revenue and profit

Financial years ended 31 December

S\$'000	FY16	FY17
Revenue	123	288
Loss before taxation	(2,209)	(10,906)
Loss attributable to owners of the company	(1,951)	(7,470)

For FY17, revenue was due mainly to the acquisitions of CMBG and SAM Lab in May 2017 and Aug 2017 respectively:

- Revenue contribution from CMBG: Mainly from the medical centre in Hong Kong, which commenced operations in Jul 2017
- Revenue contribution from SAM Lab: Mainly from provision of laboratory testing services from Sep 2017
- Revenue in FY16 was derived from the provision of management services to the Company's associates

Loss before taxation and net attributable loss mainly due to major recurring and non-recurring expenses:

- Non-recurring expenses included employee benefits expense resulting from the rationalisation and streamlining of the Group's corporate structure, IPO-related expenses, expenses relating to the Group's restructuring exercise and other operating expenses
- Higher consolidated expenses partially offset by significant decrease in R&D expenses due to streamlining of R&D activities
- Fair value losses on other investments, associates and derivative financial investments

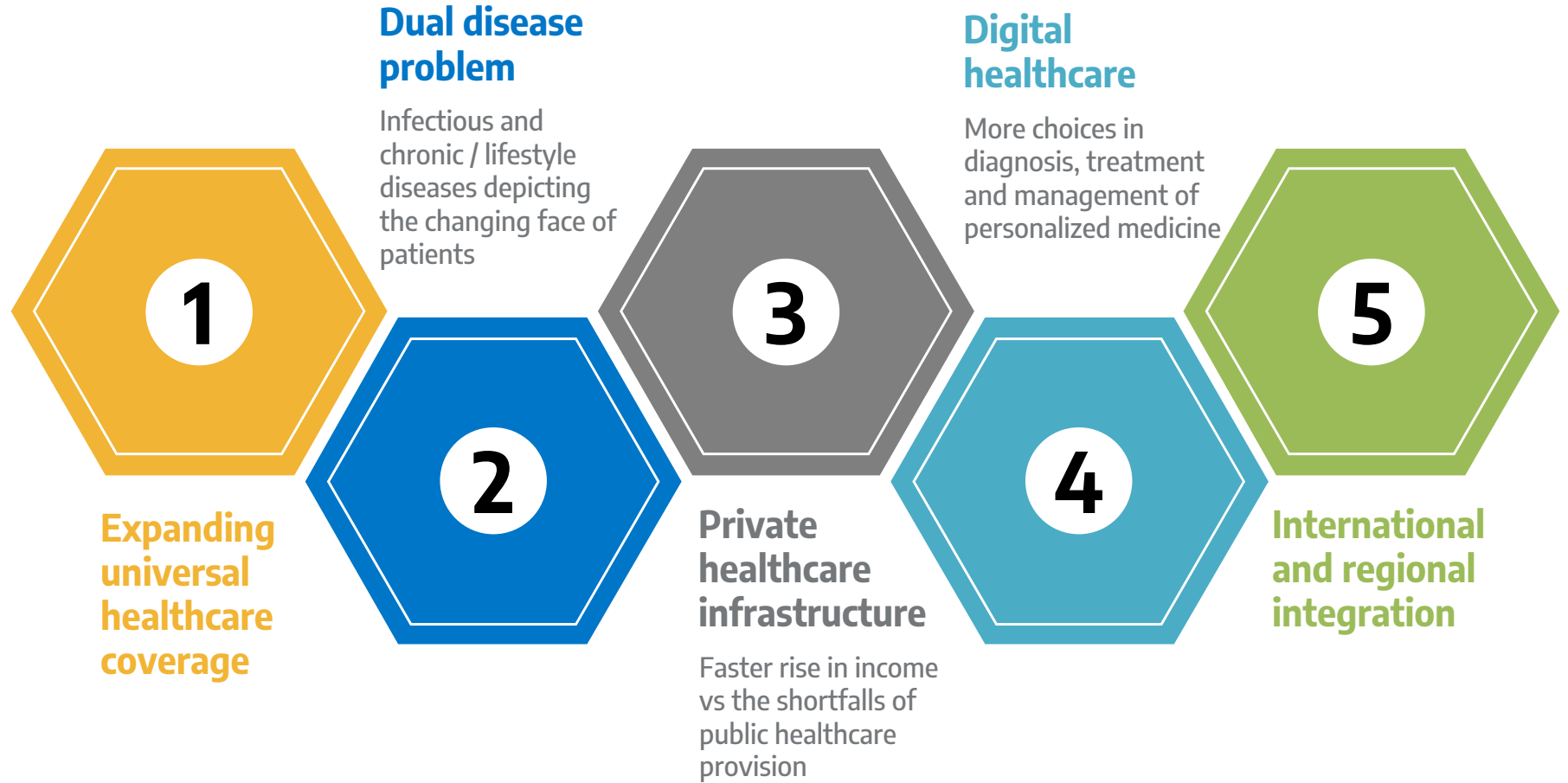




Prospects and Strategies

# Pan Asian healthcare industry

Macroeconomic factors



# Local and regional industry prospects

Factors supporting demand for healthcare

## POPULATION GROWTH; LONGER LIFE EXPECTANCY

Prevalence of conditions linked to ageing population such as cardiovascular diseases and cancer

## RISING AFFLUENCE; BETTER EDUCATION

Greater economic incentive to adopt preventive approaches through lifestyle and wellness services

## A MEDICAL TOURISM HUB

Pool of middle-to-affluent-class population in Southeast Asia able to afford private healthcare to reach 382 million by 2020 (2015: 344 million)<sup>(1)</sup>

SINGAPORE

THE REGION

INNOVATION

## GROWING PRIVATE HEALTH INSURANCE INDUSTRY

€1.3 trillion in 2016 to €2.6 trillion by 2025<sup>(2)</sup>

## LIBERALISATION OF PRIVATE HEALTHCARE SECTOR

Including China and India<sup>(3)</sup>

## PACE OF TECHNOLOGICAL INNOVATION

Reduction in cost and improved technologies for biomedical analysis and management of large data sets is likely to accelerate the application of precision medicine

Private and public sectors in Asia are poised to add further to their multimillion dollar investments over the next several years<sup>(4)</sup>

Refer to Appendix for references

# Strategy

Direction and implementation



## Strategic implementation

**1.** Formulating a tailored strategy to relevant local markets

**2.** Rethinking and implementing how to serve the diverse segments of healthcare consumers in Asia

**3.** Tailoring and customising the local access model

**4.** Localising portfolios and sales strategy (right mix of products and services)

**5.** Recognise the power of Public-Private partnerships and network effects

# Future plans

Growing scale and scope through while optimising capital structure

## Expand our medical clinics/centres regionally

- Indonesia, Myanmar, India, Malaysia and China

## Expand laboratory testing services

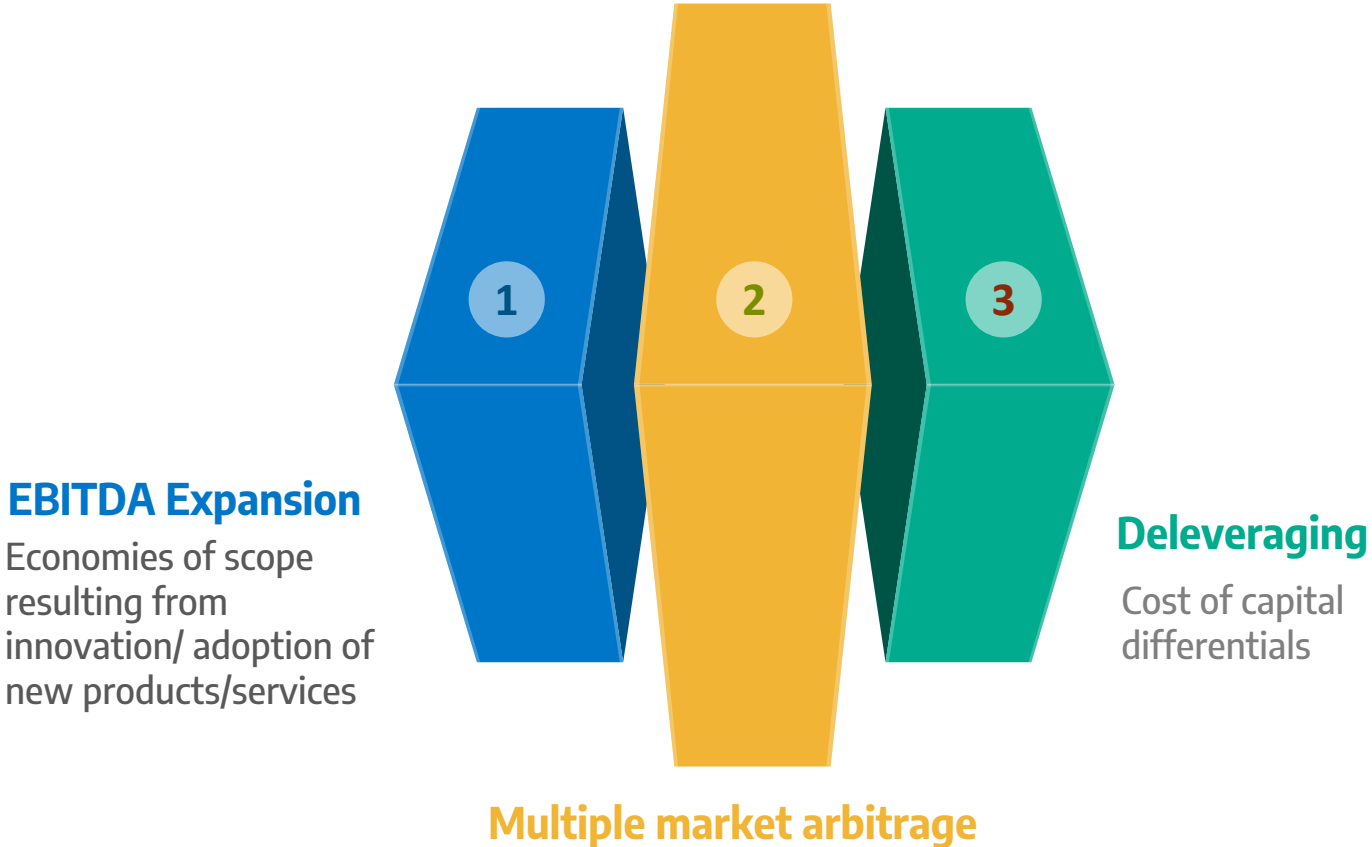
- Leverage early entrant advantage
- Strengthen market position
- New complementary business areas

## Enhance internal capabilities and efficiencies

- Human capital development programme
- Brand awareness and identity
- Logistics capabilities



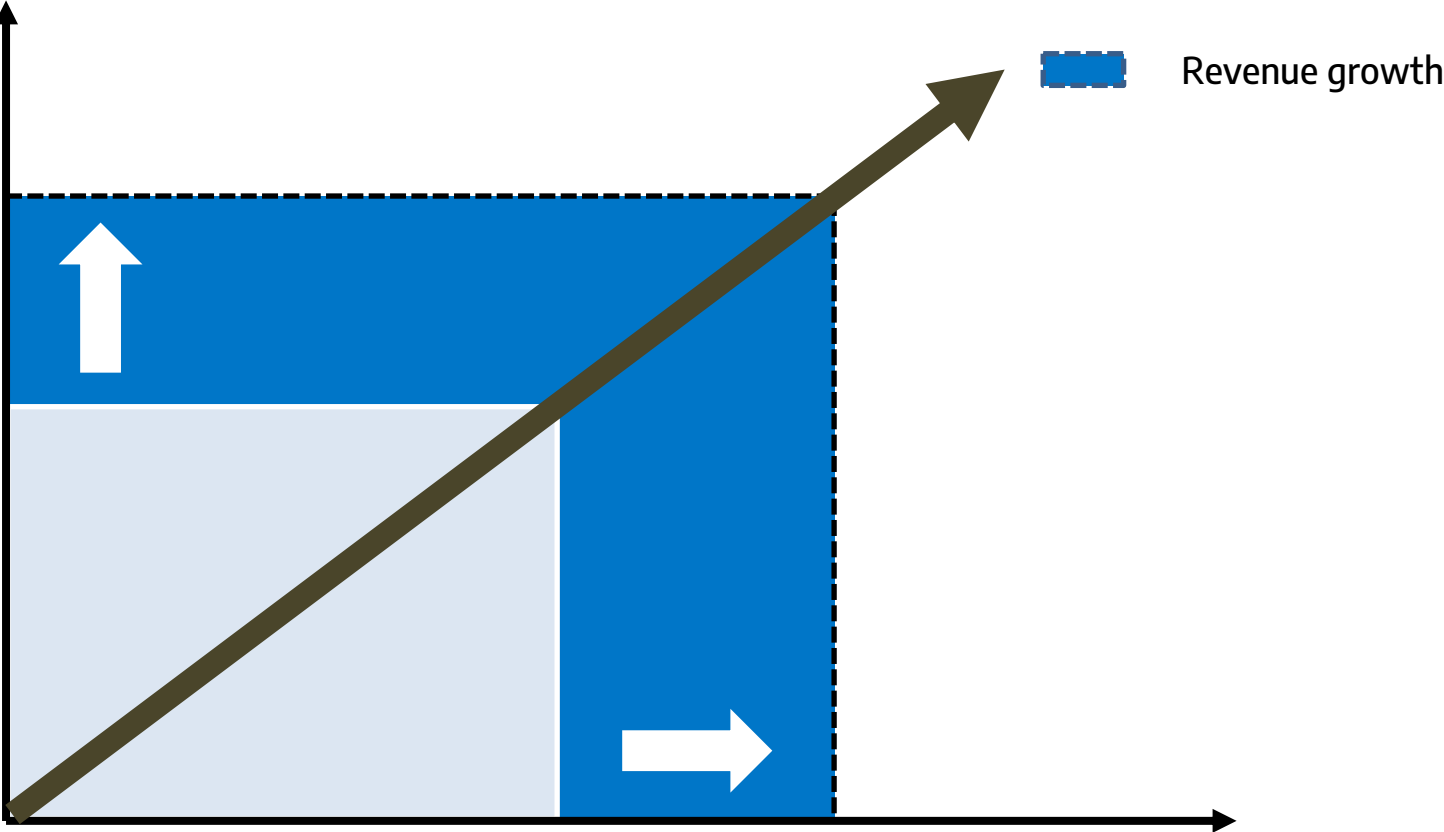
# Value creation for backers of financial capital



# Combining economies of scope and scale

To achieve robust product lifecycles and revenue growth

Economies of scope  
New products and services



Economies of scale  
Points of entry  
Number of countries we are present

# Investment merits

1

Our belief in **Patient-Centric Care** shapes how we conduct our businesses and operations

2

Precision medicine **tailors medical treatment and prevention regimes** to an individual's profile

3

**Technology agnostic** approach: best-in-class technologies and workflows and a wide range of better purpose-suited products and services

4

**Complementary business** segments that bridge medical technology and market access to deliver precision medicine

5

An **experienced management** team and **optimised corporate structure** to deliver precision medicine

6

**Demand** for precision medicine services likely to increase in the coming years

7

**Clear plans** to expand services and geographical footprint in Asia



Thank You

# Appendix

## References

1. Information obtained from a publication published on 10 October 2016 entitled “Poised for Growth: Prospects for Southeast Asia’s Private Healthcare Providers” on the website of LEK Consulting. (<http://www.lek.com/our-publications/lek-insights/prospects-southeast-asia-private-healthcare-providers-poised-for-growth>)
2. Information obtained from a publication published in December 2016 entitled “Global Private Payors: A trillion-euro growth industry” on the website of Mckinsey & Company. (<https://healthcare.mckinsey.com/global-private-payors-trillion-euro-growth-industry>)
3. Information obtained from an article published on 10 March 2016 entitled "White paper - China’s emerging private healthcare sector" on the website of the Economist Intelligence Unit. (<http://www.eiu.com/industry/article/1954017979/white-paper---chinas-emerging-private-healthcare-sector/2016-03-10>)
4. Information obtained from an article published on 17 May 2017 entitled "Asia’s Coming Genomics Revolution" on the website of The Diplomat. (<http://thediplomat.com/2017/05/asias-coming-genomics-revolution>)

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