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Ensuring Quality Care  
Remains  
Affordable and Accessible  
to  
Individuals & Organizations

Managed Healthcare

**1,000**

Panel Clinics

GP Clinic  
Services 

**16**

Specialist Care  
Services

**5**

Pharmaceutical  
Services

**2**

Storage Facilities

Mobile Care  
Services 

**500**

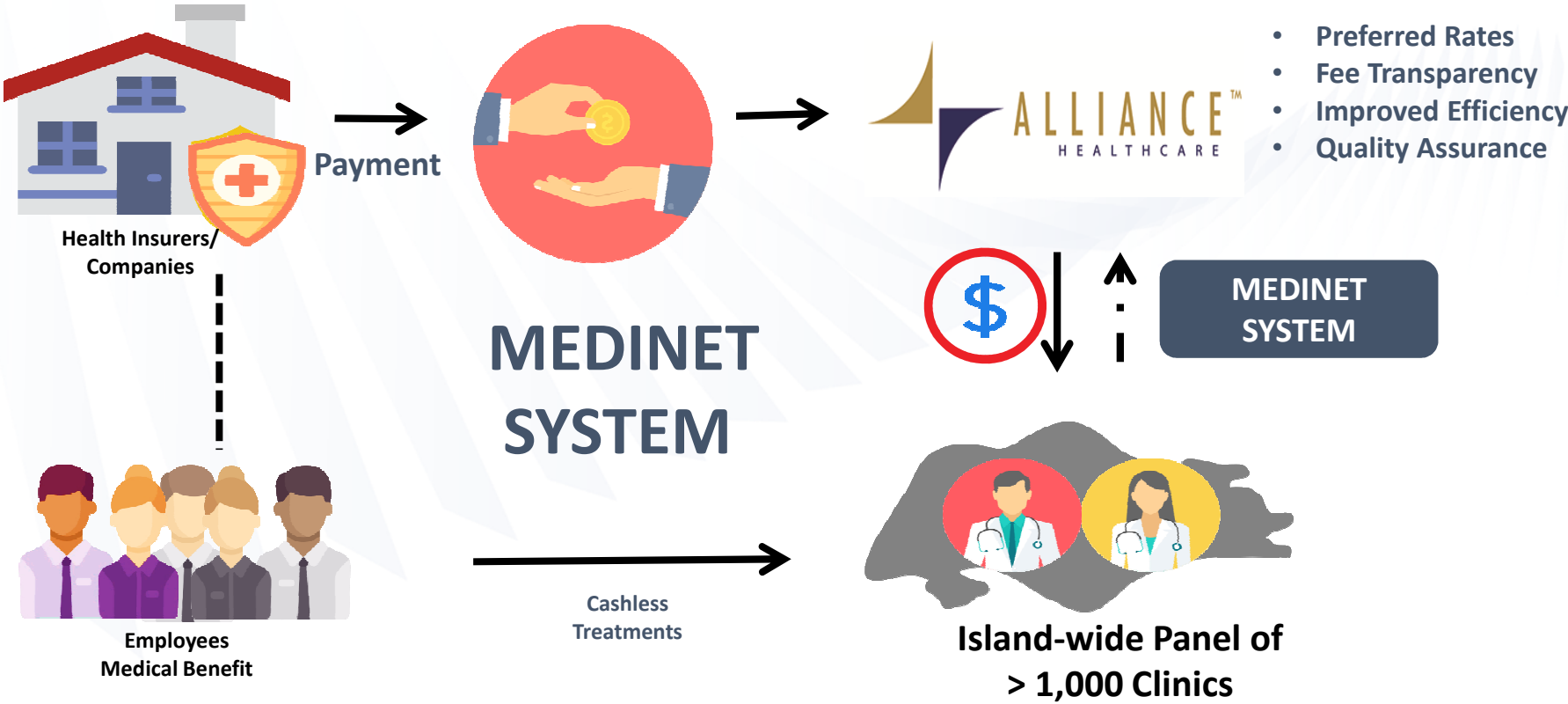
Panel Nurses

**SGX**

Listed  
May  
2019











# Managed Healthcare Solutions: How Does It Work?

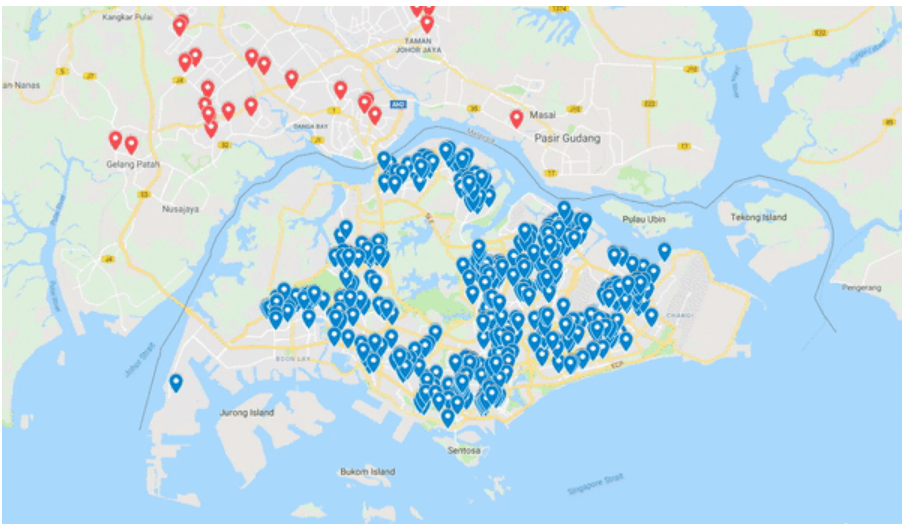


# Managed Healthcare Solutions : Alliance Healthcare Network



**>1,000 Medical Services Providers**

GP 	Specialist 	Dental 	Physiotherapy 
TCM 	Oncology 	Dialysis 	GRH <sup>^</sup> 



\*Cashless facilities  
^Government restructured hospital



# Managed Healthcare Solutions: Business Growth



Appointed by  
**9** Insurers in Singapore



Entered into arrangements with  
over **3,000<sup>#</sup>** corporations



*<sup>#</sup> As at 30 April 2020*



**Best Corporate Healthcare Group\***  
**Best Corporate Healthcare Solution\***  
HRM Asia's Readers' Choice Award



*\*Awarded in December 2019*

# Managed Healthcare Solutions: Business Growth



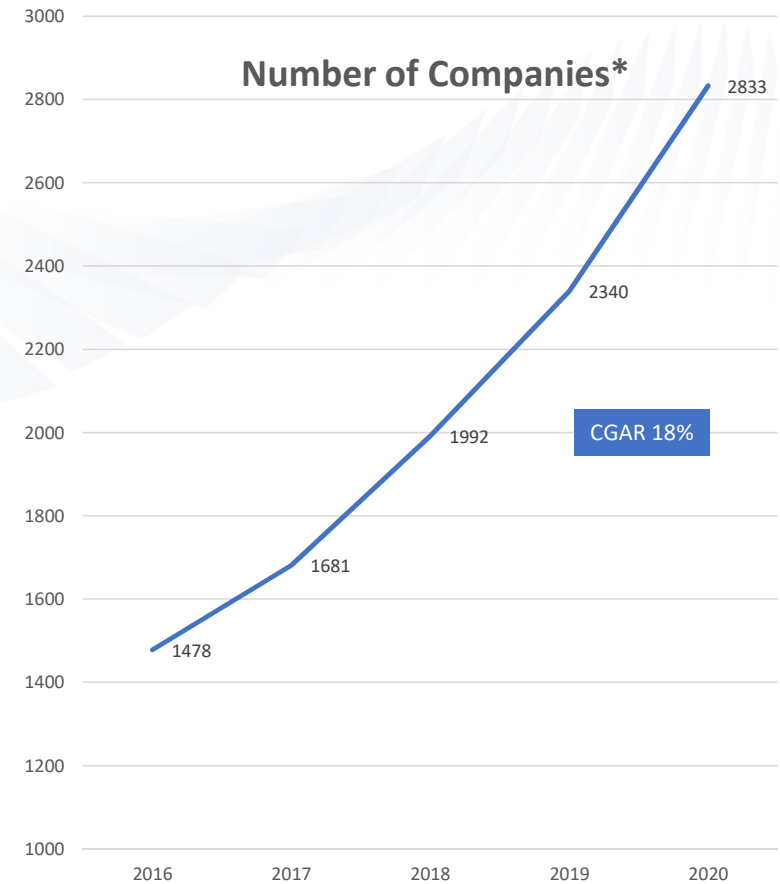
**Wins Contract to Provide Managed Healthcare Solutions to Cigna Europe Insurance Company S.A. – N.V. Singapore Branch**



**Wins Contract to Provide Managed Healthcare Solutions to Major Healthcare Institutions**

## List of Entities comprised in the Master Services Agreement

1	Changi General Hospital	21	Jurong Medical Centre
2	KK Women's and Children's Hospital	22	Alexandra Hospital
3	Singapore General Hospital	23	National University Polyclinics
4	National Cancer Centre of Singapore	24	National Healthcare Group
5	National Dental Centre of Singapore	25	Institute of Mental Health
6	National Heart Centre of Singapore	26	National Health Group Polyclinics
7	National Neuroscience Institute of Singapore	27	National Healthcare Group Pharmacy
8	Singapore National Eye Centre	28	NHG Diagnostics
9	Singapore Eye Research Institute	29	Tan Tock Seng Hospital
10	Sengkang General Hospital	30	National Skin Centre (Singapore)
11	SingHealth Polyclinics	31	Alexandra Health
12	ALPS	32	Yishun Community Hospital
13	Singapore Health Services	33	Woodlands Health
14	SingHealth Community Hospitals	34	Admiralty Medical Centre
15	Bright Vision Hospital	35	MOH Holdings
16	Singapore Cord Blood Bank Limited	36	1FSS
17	National University Health System	37	Vanguard Healthcare
18	National University Hospital (Singapore)	38	MOH Office for Healthcare Transformation
19	Ng Teng Fong General Hospital		
20	Jurong Community Hospital		



\* As at 31 January 2020



## GP Clinic Services

MY FAMILY CLINIC 



## Specialist Care Services

Colorectal | ENT | Orthopaedic



## Pharmaceutical Services

Commercial Drugs | Drug Shortages | Orphan Drugs



## Mobile Healthcare Services

Jaga 



# Growth Plans





# 1. Mobile Healthcare Services

Quality Healthcare @ Home and Workplaces



## 2. Tele-medicine

Healthcare Made Simple

*Launched to corporate clients in May 2020*







Exclusive Collaboration



### 3. Regional Medical Network

> 6,000 Regional Network Providers






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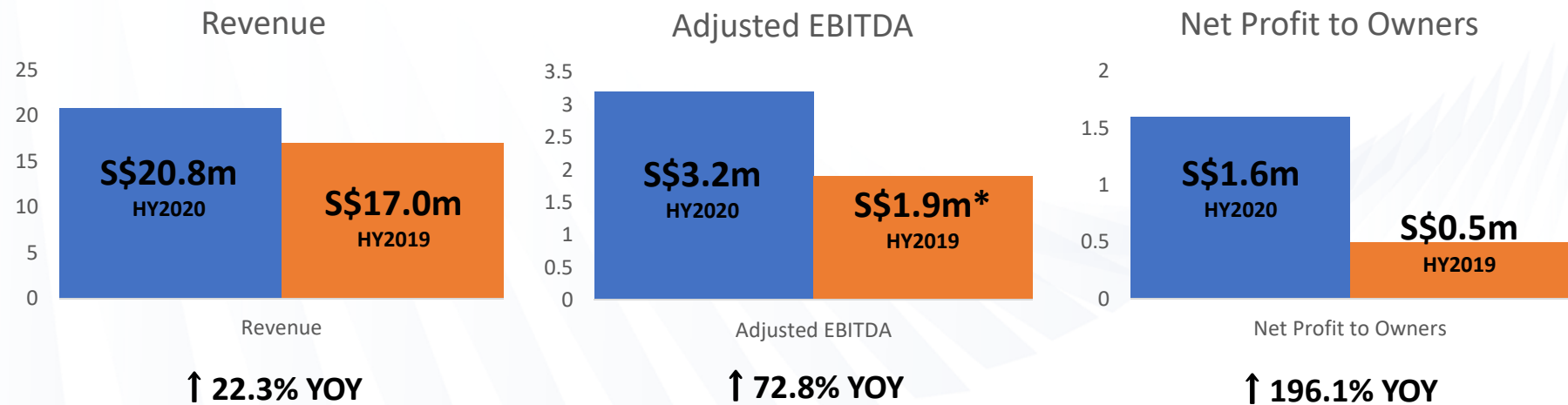
*The Company was incorporated in Singapore on 6 June 2006 under the Companies Act (Chapter 50) of Singapore and listed on the Catalist board of the SGX-ST on 31 May 2019. Unless otherwise defined, capitalised terms used herein shall have the same meaning as ascribed thereto in the Company’s offer document dated 24 May 2019 (“Offer Document”) issued in connection with its initial public offering (“IPO”). Subsequent to 30 June 2018, the Company undertook certain acquisitions and corporate actions (which includes the Share Split, the Dividend Capitalisation, the Loan Capitalisation and the Restructuring), the details of which are set out in the Offer Document. The information presented herein should be read in conjunction with the financial information set out in the Offer Document, in particular the Unaudited Pro Forma Consolidated Financial Information and the section entitled “Management’s Discussion and Analysis of Results of Operations and Financial Condition”.*

# FINANCIAL HIGHLIGHTS

## DEFINITIONS

- “FY2017”: Financial year ended 30 June 2017*
- “FY2018”: Financial year ended 30 June 2018*
- “FY2019”: Financial year ended 30 June 2019*
- “HY2019”: 6 months ended 31 December 2018*
- “HY2020”: 6 months ended 31 December 2019*

# Results for Half Year Ended 31/12/2019 ("HY2020")



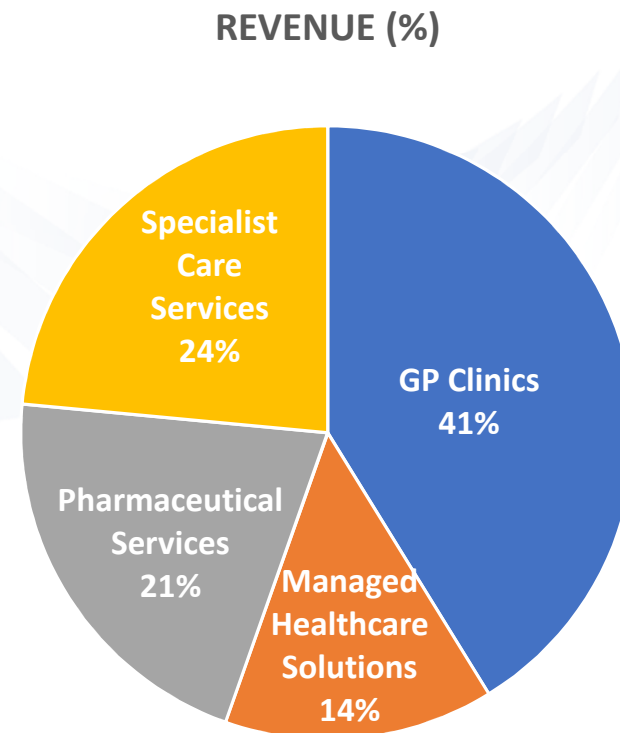
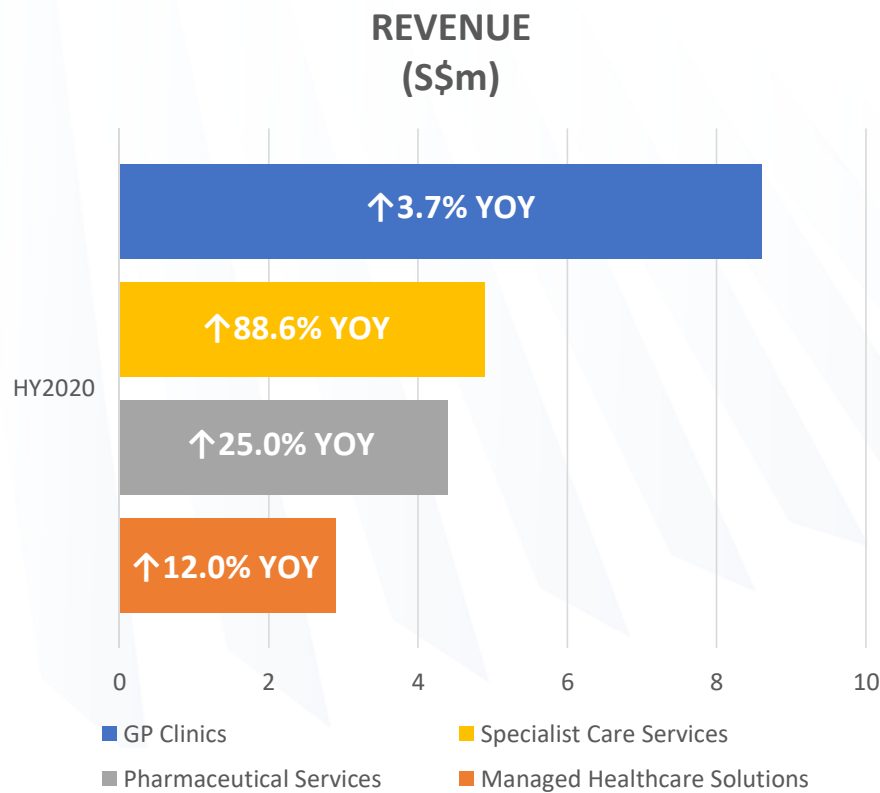
*Adjusted EBITDA= Profit before tax + Finance costs -Interest income + Depreciation & Amortization + One off expenses*

*\* Adjusted EBITDA of S\$1.9m is before one-off IPO expenses incurred during the period of S\$0.4m. HY2019 rental expenses was S\$0.7m more than HY2020 mainly due to the adoption of SFRS(I) 16 on 1 July 2019.*

## Improved operational performance

- Higher revenue across all business segments
- Excluding the effect of IPO related expenses (S\$0.4m) incurred in HY2019, Net Profit to Owners would still have grown 67% yoy

# Results for Half Year Ended 31/12/2019 ("HY2020")





## Results for Half Year Ended 31/12/2019 ("HY2020")



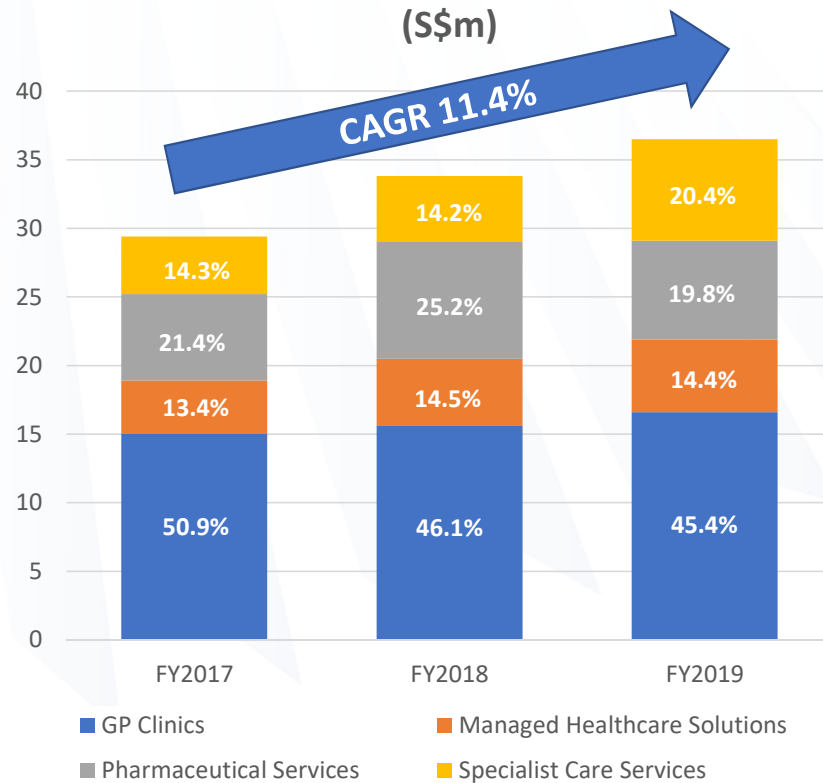
*\* Cash less financial liabilities*

**Maintained healthy balance sheet with positive free cashflow generated**

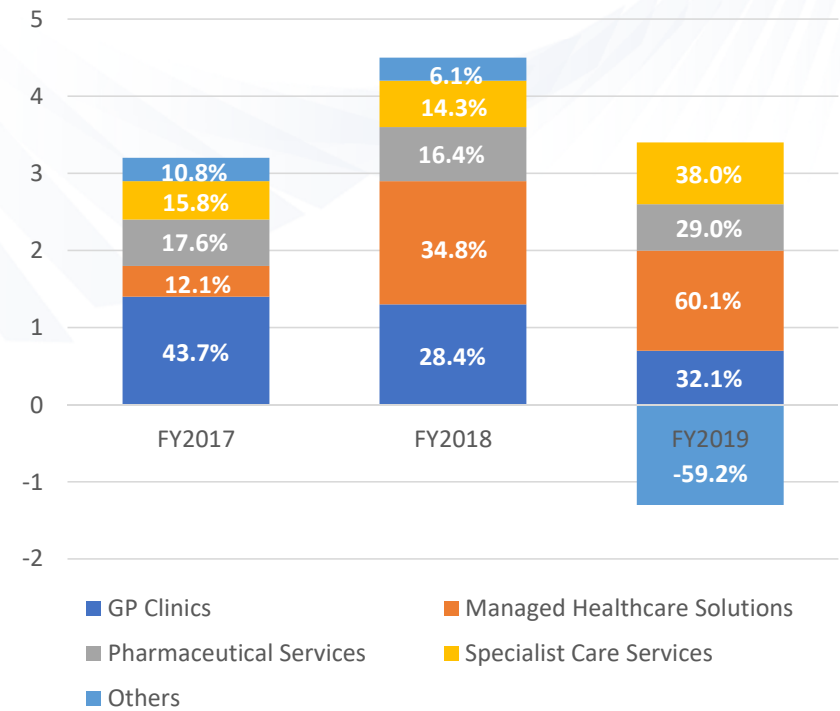
- Net asset value per share S\$0.0881 (as at 31 December 2019)

# HISTORICAL FINANCIALS

REVENUE CONTRIBUTION BY SEGMENTS  
(S\$m)



EBITDA CONTRIBUTION BY SEGMENTS  
(S\$m)



# HISTORICAL FINANCIALS

S\$m	FY2017	FY2018	FY2019
<b>EBITDA Margins<sup>#</sup></b>			
Managed Healthcare Solutions	9.7%	32.0%	25.4%
Specialist Care Services	11.9%	13.4%	11.4%
Pharmaceutical Services	8.8%	8.7%	8.9%
GP Clinics	9.2%	8.3%	4.3%

*# EBITDA Margins = EBITDA / Revenue*

# HISTORICAL FINANCIALS

S\$m	FY2017	FY2018	FY2019		HY2019	HY2020
<b>Financials</b>						
Revenue	29.4	33.8	36.5		17.0	20.8
Adjusted EBITDA <sup>#</sup>	3.2	4.5	3.5		1.9	3.2
Adjusted EBIT <sup>##</sup>	2.0	3.5	2.6		1.4	2.1
Net Profit to Owners	1.3	3.1	0.3		0.5	1.6
Adjusted Net Profit to Owners*	--	--	1.6		1.0	--
<b>Margins</b>						
EBITDA <sup>#</sup>	10.7%	13.4%	9.5%		10.9%	15.4%
Adjusted EBIT <sup>##</sup>	6.7%	10.4%	7.2%		8.3%	10.3%
Net Profit to Owners	4.6%	9.1%	0.9%		3.2%	7.8%
Adjusted Net Profit to Owners*	4.6%	9.1%	4.3%		5.7%	7.8%
<b>Yoy growth</b>						
Revenue	13.9%	14.9%	8.0%			22.3%
EBITDA <sup>#</sup>	45.6%	43.1%	-23.5%			72.8%
Adjusted EBIT <sup>##</sup>	99.3%	78.0%	-25.8%			52.0%
Net Profit to Owners	162.2%	129.0%	-89.7%			196.1%
Adjusted Net Profit to Owners*	162.2%	129.0%	-49.6%			67.4%

<sup>#</sup>Adjusted EBITDA = Profit Before Tax + Interest + Depreciation & Amortisation + One off expenses

<sup>##</sup> Adjusted EBIT = Adjusted EBITDA – Depreciation & Amortisation

\*Adjusted Net Profit to Owners = Net Profit to Owners + One off expenses

One off expenses = IPO expenses of S\$0.4m (HY2019) and S\$1.2m (FY2019)



# BALANCE SHEET

S\$m	FY2017	FY2018	FY2019	HY2020
Cash and cash equivalents	5.8	8.8	14.3	14.2
Current assets	16.2	19.0	26.2	28.2
Total assets	22.9	26.9	35.5	40.3
Other financial liabilities (current)	2.9	1.1	1.2	1.2
Other financial liabilities (non-current)	0.8	3.1	4.0	3.9
Current liabilities	18.3	16.8	15.1	15.6
Total liabilities	19.1	20.0	19.2	22.3 <sup>(1)</sup>
Equity, attributable to owners of the parent	3.7	6.8	16.7	18.3

*(1) Includes lease liabilities of \$2.9m*

# NET OPERATING CASHFLOW & FINANCIAL RATIOS

CASHFLOW	FY2017	FY2018	FY2019
Net Operating Cashflow (S\$m)	2.3	5.6	2.9

RATIOS	FY2017	FY2018	FY2019
Current Ratio (times)	0.9	1.1	1.7
Gearing Ratio (times)	1.0	0.6	0.3
Nav per share (SGD cents)		3.85	8.03
EPS (SGD cents)		2.08	0.19

Thank you!

